

We provide award-winning global custody to private client businesses.



In the spotlight - Vikash Gupta, CEO and co-founder of VAR Capital

NEWS TEAM, 25/11/2022

SHARE

♥ Add to favourites ✉ Send Feedback



Vikash Gupta is the co-founder and chief executive of VAR Capital, a multi-family office based in London.

Mr Gupta has been in this role since 2016.

He is also a co-founder of Monument, a UK based bank focused on affluent clients.

He started his career in the technology sector and later moved to strategy consulting and later wealth management.

Mr Gupta has served with Barclays bank from 2008-2015 as a director in the key clients and family office, and was a member of the investment committee at the UK Private Bank.

Prior to joining Barclays, he was at Booz & Company, a strategy consulting firm where he provided strategy and merger and acquisition advice to banks and private equity firms.

In his spare time, Mr Gupta enjoys riding his Harley Davidson and spending time with his family.

Why do you specialise in this area?

When I joined Barclays, I was part of the team which looked into Barclays strategic goals, as well as its inorganic expansions. This was also part of my training at Booz and Co. When I made the move into Private Banking, I was excited about the family office segment as it brought together all the three businesses of Barclays – corporate, investment, and private banking.

VAR Capital also started as a single-family office and then evolved into a multi-family office. This segment has been the most exciting development in the private banking industry, and that's why I specialise in this segment.

Why is family office segment so important to the industry?

Family offices are fast emerging as a new class of clients who want to take control of their affairs using a combination of in-house and outsourced teams. They predominantly fall above high net worth and ultra-high net worth clients, and just under institutional clients.

Given the complexity and size of such clients, private banks need to adapt to be able to cater to their evolving needs.

What's the best piece of career advice you've received?

Don't hesitate to take up new opportunities, even if it means moving laterally or locations. A broad range of experiences make you a better advisor and a better professional. And a good boss can make your life heaven or hell. Change your team if the dynamic isn't working.

What are your favourite ways to relax/switch off from work?

More recently, I have started leaving my work phone in a separate room in the evenings so I can switch off for the night. That has been immensely helpful for my mental peace.

What's one book you think everyone should read?

The Redhead of Auschwitz.

When's the last time you failed spectacularly at something?

Nothing to note recently, but in my youth, plenty! Failure can be positive – you learn a lot and become more resilient as a result. Having a fantastic set of partners who are encouraging and supportive also helps.

SHARE

Thank you! You successfully rated this article.

YOUR RATING ★★★★★

RELATED NEWS

18/11/2022

In the spotlight - Petra Posnikova, investment director, VAR Capital

11/11/2022

In the spotlight - Sam Turner, head of responsible investment, St James's Place

04/11/2022

In the spotlight - Mike Rothwell, Channel Islands country manager, Pershing

GIFT THIS ARTICLE

MAIN NEWS HEADLINES

27/11/2023

Brooks Macdonald names former Jupiter CEO as chair

27/11/2023

CGWM appoints Jersey head of wealth management

27/11/2023

Financial firms making strides towards ED&I - research

27/11/2023

Platform service provider hires new product director

27/11/2023

Julius Baer warns of CHF 606mn private debt single exposure

[▶ SHOW ALL](#)

FIS

**WANT TO
GROW
QUICKER?**

Let a global technology leader look after your operations, and just see how quickly you can grow.

Grow with FIS



ABOUT PAM

PAM Insight is the world's leading independent provider of essential specialist news, analysis and comparative data for the fast-evolving world of wealth management.

[Read more about PAM](#)

SUBSCRIBER SERVICES

thewealthnet is designed to meet the information needs of those involved in the creation and preservation of private wealth.



Private Client

[Advertise on thewealthnet](#)

[Contribute a story](#)

[Terms & conditions](#)

[Privacy policy](#)

[Benefits of membership](#)

[thewealthnet events](#)

[FAQs](#)

[Submit press release](#)

[Advanced search](#)

Address

PAM Insight Ltd
107 Cheapside
London

Contact

Editorial

news@thewealthnet.com

Article Reprints

amiddleton-pink@paminsight.com

Subscription Sales

subs@thewealthnet.com

Technical Support

support@thewealthnet.com

Advertising

advertising@thewealthnet.com

thewealthnet Subscriptions

[Sign up for free trial](#)

[Subscribe to thewealthnet](#)

EC2V 6DN
United Kingdom
Tel: +44(0) 207 967 1601

Follow us



a wealth of knowledge ~ a knowledge of wealth



Copyright © PAM Insight 2022