



Entrepreneurial thinking.
Private banking.

Discretionary Solutions

Institutional quality solutions for private wealth



Welcome

Portfolio management expertise tailored to your needs and objectives.

EFG International offers institutional-quality private wealth management and is committed to delivering personalised service and tailored investment solutions based on our client-centric approach.

Our Discretionary Solutions have been carefully developed to ensure that you feel confident delegating the day-to-day management of your assets to EFG.

Our experienced portfolio management teams leverage their extensive market expertise and advanced analytical tools to actively manage your investments, capitalising on market opportunities with the aim of generating attractive risk-adjusted returns. With our proactive approach, we respond swiftly to changing market conditions to ensure that your portfolio remains aligned with your objectives.

You can choose from a range of strategies based on your individual financial goals, risk tolerance and investment horizon. EFG's portfolio management team and asset class specialists collaborate closely and follow a clearly defined investment process that ensures our clients' portfolios are managed with a high degree of prudence and oversight, helping to safeguard your investments against undue risk.

To foster a relationship of trust and provide a high level of transparency about your investments, we deliver regular updates and detailed reporting on the performance of your portfolio.

EFG's approach to discretionary investment management combines active portfolio management and rigorous risk control with highly personalised service.

ANDRE PORTELLI

Head of Investment Solutions
EFG International



Our commitments *to you*

We are committed to building a successful long-term relationship with you based on trust.

Our aims:



To provide you with **institutional quality private wealth management solutions** tailored to your needs.



To offer you a **diverse range of investment strategies** managed by expert portfolio managers and asset class specialists.



To keep you informed about your portfolio through **transparent communications and reporting**.



Our investment solutions are always aligned with your needs and interests.

Benefits of
*Discretionary
Solutions*



Using our global investment expertise, we carefully monitor and manage your investments at all times.

- **Wealth management expertise**

Delegate the **day-to-day management of your assets** to an experienced portfolio management team, allowing us to adapt quickly to market events and changing economic circumstances

- **Broad offering**

Comprehensive range of single and multi-asset strategies **covering the full risk spectrum**, with investment specialists for every major asset class

- **Mitigate risk**

Focus on risk and returns in accordance with defined investment guidelines and criteria

- **Flexible solutions**

Freedom to **change your chosen strategy** at any time

- **Transparency**

Complete transparency in our fee structure and portfolios

- **Cost efficiency**

Access to cost-effective share classes that are otherwise only available to institutional investors

The value of investments can fall as well as rise, your capital is at risk.



Why choose *Discretionary Solutions*

Our global network of investment professionals operates at a local level, delivering first-class service to meet your specific goals.

- Benefit from a unique structure – a **global bank with local solutions** based on your investment needs
- Our primary focus is to deliver **consistent, long-term performance** and the highest level of client service
- Your portfolio is managed by our **highly experienced** and long-tenured **investment professionals**
- You can choose from a range of flexible solutions across both our proprietary offering and our **open architecture platform** to achieve your financial goals, taking into consideration your risk profile
- You benefit from our **leading global macro research**, which is applied at a local level and is aligned with our highest conviction investment ideas

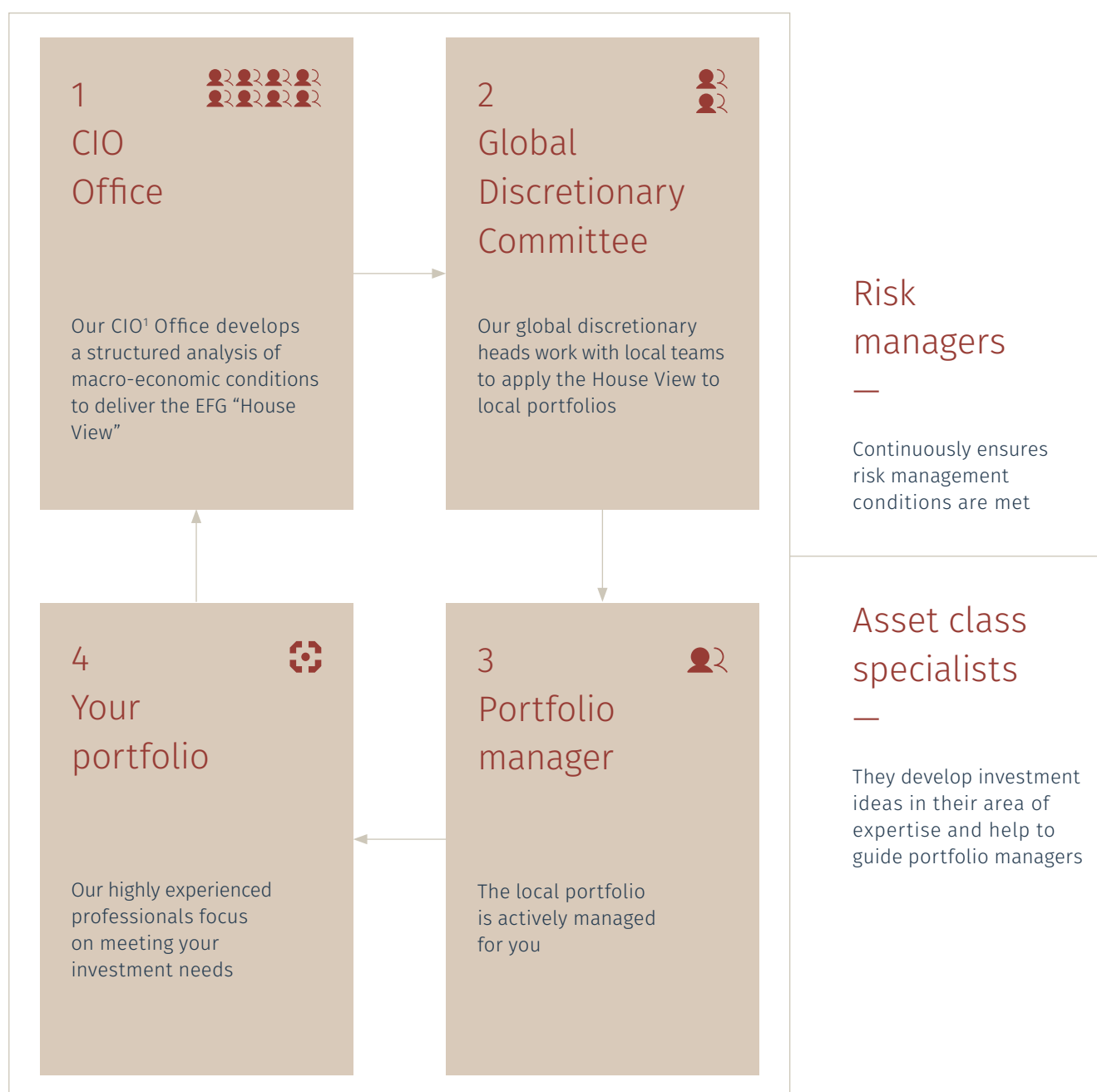


*Portfolio management expertise
tailored to your objectives.*

Offering you our
full *expertise*



Our investment culture is based on a collaborative network of talented managers and asset class specialists, sharing proprietary ideas and macro research.



¹CIO – Chief Investment Officer

Investment
profiles
to suit you



Providing solutions for all investment profiles and a wide range of market conditions.



- Depending on your investment goals, time horizon and risk preference, we have a broad range of solutions with established track records designed specifically for a variety of market conditions
- Within each investment profile, you benefit from our dynamic approach to asset allocation. We invest across a wide spectrum of asset allocation ranges, which allows flexibility within the market cycle
- Asset allocation decisions are made at a global level, with implementation decisions and actions executed locally, to create a fully diversified solution to match your needs

Alternative investments are asset classes outside traditional investments such as stocks, bonds and cash and may include a wide range of assets, such as real estate, commodities, private equity and hedge funds.

Invested across a range of major currencies. For illustrative purposes only. Please speak to your Client Relationship Officer to select an appropriate Discretionary Strategy that is commensurate with your risk appetite.



Four *distinct*
Discretionary
Solutions

Each of our four solutions is designed specifically to meet your current investment needs and long-term financial goals.



Bespoke

Designed for specific or complex investment needs



Focus

Investing within specific themes, managed by asset class specialists



Prime

A dynamic solution that can be customised by you



Classic

Providing you with a holistic investment solution

- Fully tailored single and multi-asset class investment strategies
- Broad asset allocation personalisation, designed for specific investment outcomes

- Investment strategies focused on various themes¹, countries and asset classes
- Actively managed high-conviction solutions that employ the institutional processes of our fund arm, New Capital

- Based on our Classic offering, you can select pre-defined personalisation
- Access to a broad investible universe with the option to add direct securities





- Asset allocation guidelines set by the CIO are implemented locally by highly experienced portfolio managers
- Portfolio construction uses internal or external mutual funds, ETFs or in-house single-fund solutions

¹ See page 21 for more information.

Our
*Discretionary
Solutions*
at a glance



Choose the Discretionary Solution that meets your investment needs.

					
		<i>Bespoke</i>	<i>Focus</i>	<i>Prime</i>	<i>Classic</i>
You want to be able to interact about your investment strategy with:	Client Relationship Officer	●	●	●	●
	Portfolio manager ¹	●	○	○	
	Asset class specialist ¹	●	●	○	
The scope of your Discretionary strategy is:	Portfolio construction defined by the House View	●	●	●	●
	Portfolio construction with personalisation ²	●		○	
	Private market access ³	●	●	○	
Receive communications about market conditions and strategy performance through:	Online webinar events hosted by CIO and the Macro team	●	●	●	●
	Investment publications	●	●	●	●
	Commentaries	●	●	●	●
The amount you want to invest:	Minimum investment ⁴	From 3 million	Strategy dependant	From 1 million	From 100,000

¹ Portfolio manager and asset class specialist: On request and depending on the portfolio construction.

² Portfolio construction with personalisation: Pre-defined personalisation for Prime.

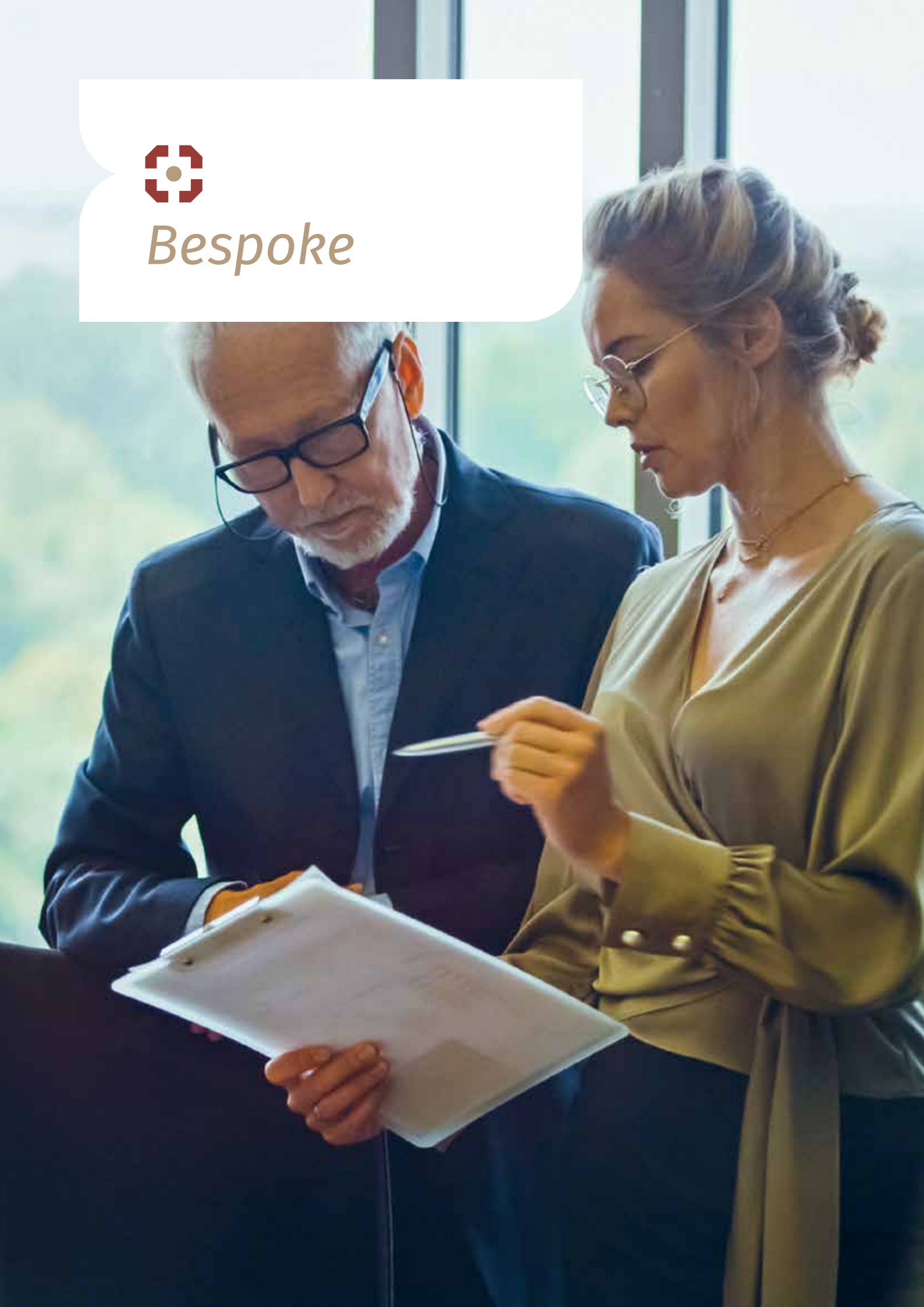
³ Private market access: Depending on the liquidity spectrum and portfolio size.

Investments that are generally long term and illiquid. Please contact your Client Relationship Officer for further information.

⁴ Minimum investment amounts vary by region.



Bespoke





Bespoke



Focus



Prime



Classic

A fully personalised service
to establish an ongoing partnership.

Your profile

You are a sophisticated client with clear objectives and you may have your own benchmark requirements.

Benefits of the *Bespoke* offering:

- We can work with you to achieve the most **effective solution for your assets** and address complex investment needs
- Flexibility and freedom to customise the House View asset allocation framework so that you can **define your appetite for risk and potential returns**, allowing you to achieve specific investment outcomes
- Access to both public and private markets to **increase diversification** in your portfolio
- Continuous access to **your portfolio manager** to discuss your investment strategy and aims



Focus





Bespoke



Focus



Prime



Classic

Investing in specific themes,
managed by asset class specialists.

Your profile

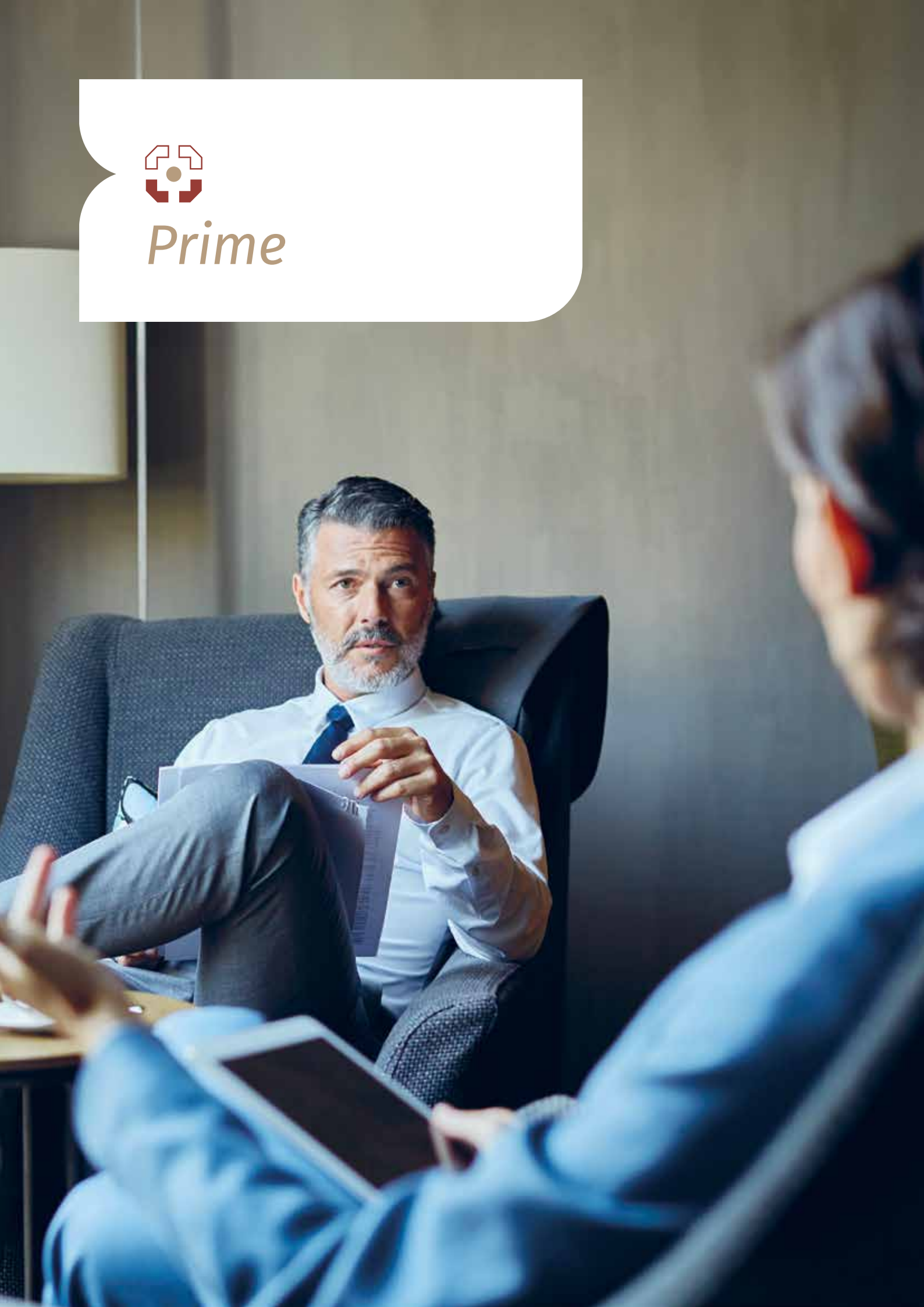
You have a specific view on an investment style, asset classes or themes in which you wish to invest.

Benefits of the *Focus* offering:

- Solutions that follow the New Capital investment strategies. New Capital is our proprietary institutional arm, which can offer a **diversified range of specialist solutions** for you
- Invest in an extensive range of **regional, thematic, specialist** asset class and style-driven investments
- Strategies designed to capture what EFG defines as **opportunities based on current and future thematic trends**
- The range includes the “**Future Leaders**” equity strategies that invest in companies with visionary leaders through a **proprietary framework which draws on the intellectual capital of industry and academic experts** to enhance EFG’s investment process



Prime





Bespoke



Focus



Prime



Classic

A dynamic solution that can be tailored to your needs.

Your profile

You are seeking a well-diversified solution with personalisation options while investing in EFG's House View.

Benefits of the *Prime* offering:

- Introduce an element of pre-defined **personalisation** within your mandate to best suit your investment goals
- **Access to direct investments from our global investment universe**, which are selected by our asset class specialists and analysts, broadening your range of investment opportunities
- Our portfolio strategies include **single and multi-asset class solutions across the risk spectrum** to meet your objectives and appetite for risk
- **Tactical and thematic overlays** provide a more nuanced investment experience
- Hedging overlay strategies can be used periodically to **further reduce portfolio volatility**



Classic





Bespoke



Focus



Prime



Classic

Providing you with a holistic investment solution.

Your profile

You want a premium one-stop solution while investing in EFG's House View.

Benefits of the *Classic* offering:

- Portfolio construction defined by **in-house asset allocation and proprietary macroeconomic research** expertise coupled with regional active management
- Access to a suite of strategies that cover the **entire risk spectrum** to meet all your investment objectives and needs
- Access to EFG's security selection expertise and exposure to **third-party and in-house products**, enhancing overall portfolio construction
- Exposure to traditional bonds and equities with alternatives such as hedge funds and commodities helping to **increase diversification and reduce risk**



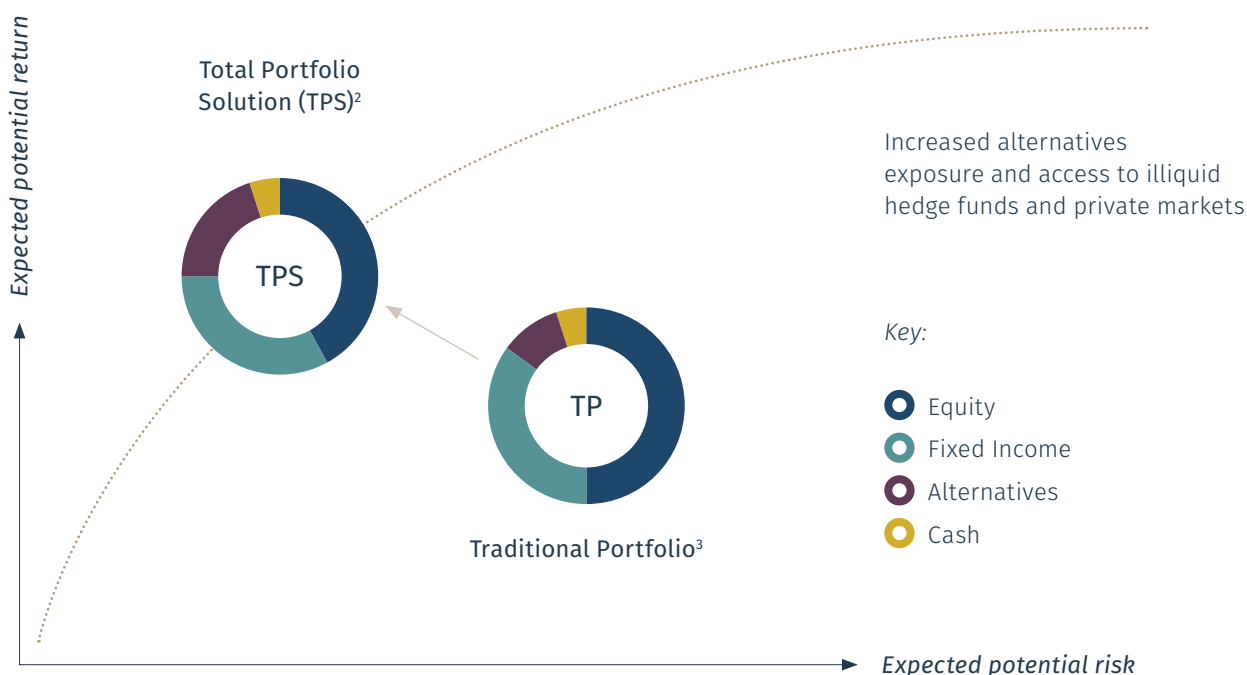
Private markets provide a potential opportunity to outperform public markets over the long term.

Total *Portfolio Solution*

Expanding the investment universe with private markets¹

Benefits of the Total Portfolio Solution:

- Private markets have a low correlation with public markets and can help to diversify your portfolio to **reduce market risk during volatile periods**.
- Modern portfolio theory demonstrates that a diversified portfolio can **optimise expected returns** at a given level of risk.



¹ Refer to page 17 for details on access to this option.

² Investor accepts a reduction in liquidity for increased allocation to alternatives, in particular private markets, which may be highly illiquid.

³ Passive investor in public markets with balanced public equity/fixed income portfolio. Private markets via funds.

For illustrative purposes only. Investments in alternatives / private markets may be more illiquid than investments in public markets and may involve a high degree of risk. Your capital is at risk.



Read EFG's latest
Sustainability Report

Transition¹ Offering

- A global transformation process is needed to transition to a more circular and efficient economy, one which addresses social inequality and ensures the prosperity of future generations.
- This global challenge will create new **investment opportunities** and risks, which we want to consider in our investment process.
- The **EFG Transition Offering** is our holistic framework that addresses ESG² related opportunities and risks. It aims to pair financial performance with environmental and social considerations.



Investment opportunities

The transition to a more sustainable economy is underway as changing consumer behaviour and new business models influence investor demand and create new investment opportunities.



Risk mitigation

Sustainability risks are ESG events or conditions that could have a material negative impact on the value of an investment. Integrating ESG considerations into our investment process provides an additional layer of risk assessment.

The Transition Offering is not available in Asia.

¹As the world transitions to a more sustainable future, there is increasing pressure on companies and industries to reduce their carbon emissions, adopt more socially and environmentally friendly practices and develop new products and approaches to conduct business. Those companies or industries that fall behind may face significant financial risks, such as stranded assets, lower profitability or regulatory penalties while others will thrive and gain a competitive advantage.

²ESG – Environmental, Social and Governance.

Our locations



SWITZERLAND

Zurich (headquarters)
Chiasso
Geneva
Gstaad
Lausanne
Locarno
Lugano
St. Moritz

EUROPE

Athens
Birmingham
Jersey
Limassol
Lisbon
London
Luxembourg
Monaco
Nicosia
Ombersley
Porto
Shrewsbury
Vaduz

ASIA PACIFIC

Adelaide
Brisbane
Canberra
Hong Kong
Melbourne
Perth
Shanghai
Singapore
Sydney

AMERICAS

Bogotá
Grand Cayman
Lima
Miami
Nassau
Panama City
Portland
Punta del Este
Rio de Janeiro
São Paulo

MIDDLE EAST

Bahrain
Dubai
Tel Aviv

Local experts — *around the globe*

EFG was founded in Zurich, the Swiss financial centre at the heart of Europe, and this is where our bank's headquarters are located. Switzerland's solid and entrepreneurial economy continues to inspire our approach to business as we expand around the globe.

With a presence in over 40 locations spanning every time zone from Asia Pacific to Europe and from the Middle East to the Americas, we are ideally positioned to support you, no matter where you are.

When managing global wealth, our teams combine their international expertise and local knowhow with access to our local Client Relationship Officers and Investments Counsellors.

Investment publications

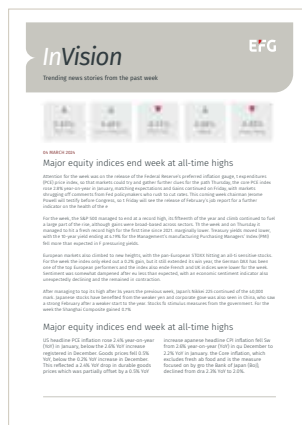
Stay updated on investment opportunities, macroeconomic trends, market movements and the global economic outlook with our suite of investment content.



INTIME

Daily Market Note
Summarising the most important market events from the past 24 hours

Frequency: Tuesday to Friday



INVISION

Weekly Macro Note
Outlining the main macroeconomic events from the past week

Every Monday



INVIEW

Global House View
Offering asset allocation guidelines, macro overviews and investment ideas

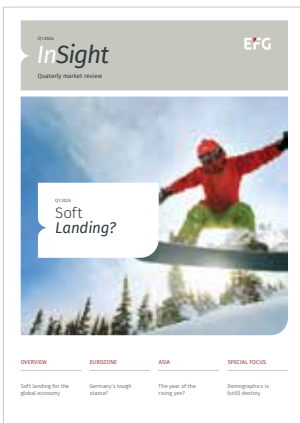
Frequency: Monthly



Podcast: Beyond the Benchmark

In each episode of Beyond the Benchmark, Moz Afzal, EFG’s Chief Investment Officer, shares his insights on the developments shaping the markets and the global economy, speaking with special guests who have a particular point of view.

Frequency: Ad hoc

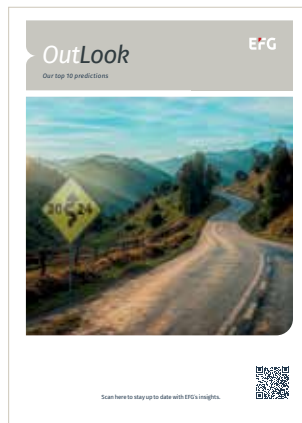


INSIGHT

Market Review

High-level overview of asset market performance, key regions and includes a special focus

Frequency: Quarterly



OUTLOOK

Our top 10 predictions for the year ahead

Frequency: Annual



INFOCUS

Macro Comment

An analysis of prevailing market events

Frequency: Ad hoc



For further information and to sign up to receive our regular investment publications, please visit our Insights page at: www.efginternational.com/insights

Risk of *Discretionary Investing*

It is important to note that the capital value of, and income from, any investment may go down as well as up and you may not get back the full amount invested.

There is a greater risk associated with emerging markets. Liquidity may be less reliable and price volatility may be higher than that experienced in more developed economies. This may result in the fund suffering sudden and large falls in value.

Currency may have either a direct or indirect effect on individuals' investments. Where the reference currency is different from the reporting currency, foreign exchange movements will directly impact the value of the holdings. Currency will indirectly impact the value of the underlying investments as foreign exchange movements strongly influence the market economy and the competitiveness of both domestic and international companies. Funds which try to hedge to a reference currency can mitigate the direct impact of currency movements but cannot completely isolate the indirect effects of foreign exchange movements.

Where investment decisions are made by an individual or a very small team, the potential loss of any one individual represents a significant risk.

Vulnerability to economic cycles - during economic downturns some instruments may typically fall more in value than investment grade bonds as (i) investors become more risk averse and (ii) default risk rises.

Discretionary Investment Services may invest in alternative investments that may be more volatile and have less reliable liquidity.

The appropriate Discretionary Strategy depends on the investors' investment objectives, risk appetite, capacity for loss and time horizon.

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