



Entrepreneurial thinking.  
Private banking.

# *Advisory Solutions* ”

Your trusted investment network





# Welcome

## Customised, specialist advice on the management of your assets.

We believe that a successful investment strategy consists of two key elements: professional advice and customised offerings.

At EFG, we strive to offer clients the best possible service and advice based on a deep understanding of their unique financial situation, goals and risk appetite. Our client-centric philosophy ensures that the advice we provide is tailored to each client's specific needs and is also highly relevant to their individual circumstances.

Our Client Relationship Officers and Investment Counsellors are at your side every step of the way, offering you expert advice, coupled with access to sophisticated portfolio monitoring tools and support. We are committed to providing insights and strategic advice to help you make informed decisions and to empower you to take control of your portfolio.

We believe that this collaborative approach fosters an open dialogue and partnership mindset, ensuring that you feel supported at all times when managing your investments.

With our open product architecture, you can gain holistic advice across all asset classes from investment professionals around the globe.

EFG's Advisory Solutions combine personalised, expert support and advice with a collaborative and transparent approach, enabling you to achieve your financial goals with confidence.

**ANDRE PORTELLI**

Head of Investment Solutions  
EFG International



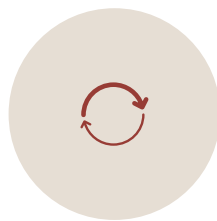
# Our commitments *to you*

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

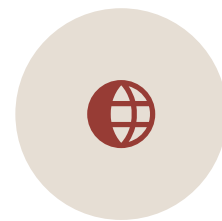
Our aims:



You stay in **full control of all your investment** decisions with services tailored to your needs



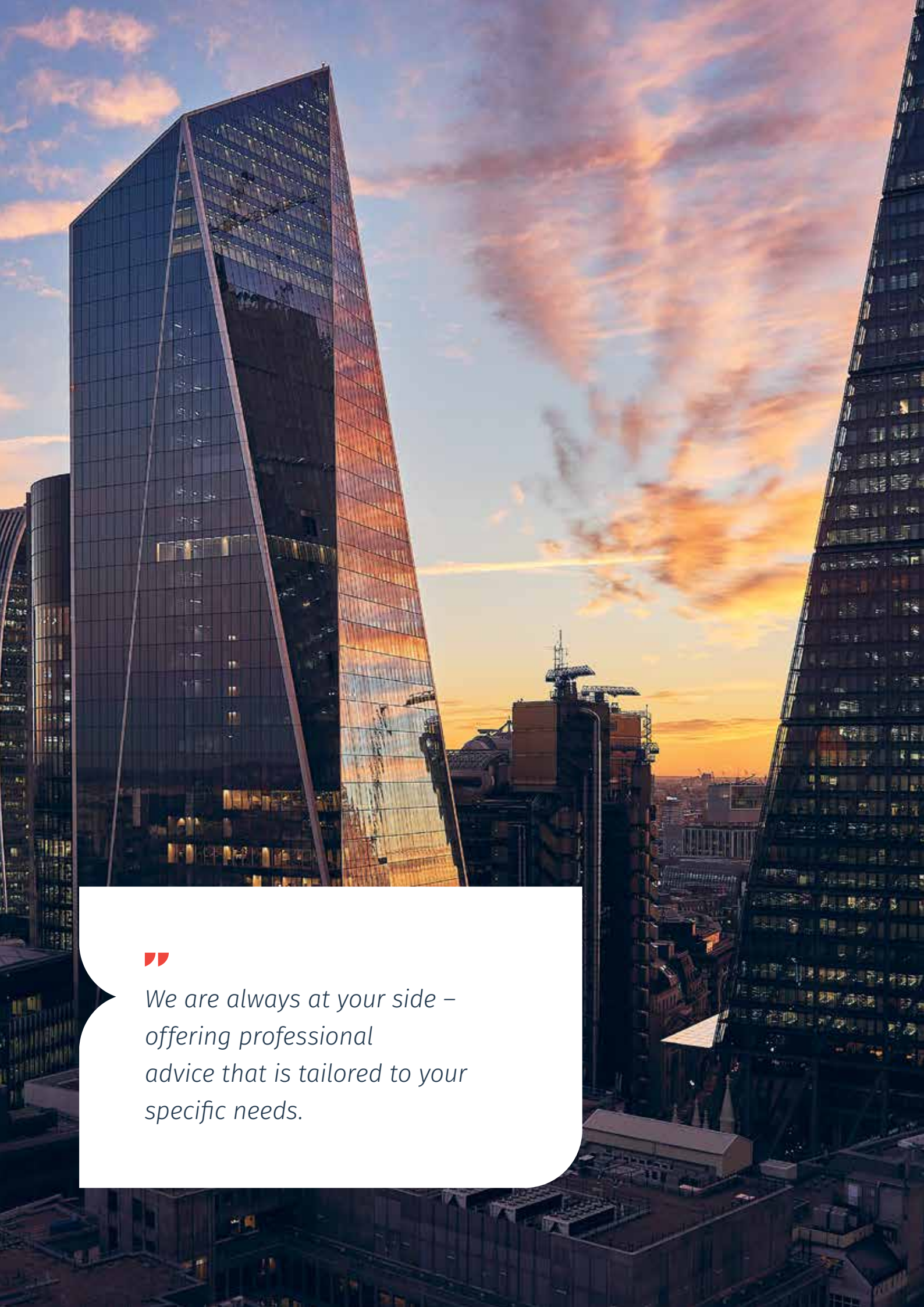
We offer you **impartial and holistic advice** across asset classes via an **open product architecture**



We provide you with access to our **global investment** professionals and **local knowhow**



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



*We are always at your side –  
offering professional  
advice that is tailored to your  
specific needs.*

# Benefits of *Advisory Solutions*<sup>1</sup>

We believe that professional advice and customised offerings are the key elements of every successful investment strategy.

- **Customised advice**  
All aspects of your **financial needs and objectives** are considered before we provide you with tailored investment advice
- **Subject matter expertise<sup>1</sup>**  
Your Client Relationship Officer (CRO) and Investment Counsellor (IC) leverage EFG's investment expertise to **offer you high-quality advice** across all asset classes
- **ESG<sup>2</sup> considerations**  
We **integrate ESG considerations** into the advisory process using our proprietary ESG rating system
- **Tailored communications**  
You receive and discuss **investment ideas and portfolio updates** when and how it suits you
- **Global investment capabilities**  
You have full access to EFG's **global investment capabilities** and investment universe at all times
- **Risk management**  
You also receive advice on **risk management**, as this is one of the key elements of successful portfolio strategies

<sup>1</sup> Service levels may vary, depending on the service level that is chosen. Please see page 15 and/or contact your Client Relationship Officer for further information.

<sup>2</sup> Environmental, social and governance – see page 25 for further information.

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

# Why choose *EFG Advisory Solutions*

Stay in full control of your investment decisions while leveraging EFG's global presence and investment expertise.



Clearly differentiated advisory service models designed to meet **your investment needs**



**Investment advice, portfolio construction and solutions** based on your individual preferences



Access to our team of **investment professionals**



**Sophisticated** portfolio monitoring and reporting tools to ensure you stay informed and know when to act



**Global macro research expertise** and repeatable investment processes, which are applied at a local level in alignment with our highest conviction ideas

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





*Customised, specialist advice  
on the management of your assets.*

# Adding *value* for you at every stage



## An advisory process that revolves around you.<sup>1</sup>

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### ● Step 1

#### Determine your investment risk profile

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An in-depth analysis of your investment needs and objectives is conducted to establish the basis for your investment strategy.

### ● Step 2

#### Define your long-term strategy

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Based on your long-term objectives, your target portfolio structure is aligned with your portfolio risk and return objectives.

### ● Step 3

#### Investment preferences

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Your individual investment preferences are discussed to ensure alignment with your portfolio strategy.

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### ● Step 4

#### Portfolio implementation

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Depending on the solution selected, your CRO, Investment Counsellor or Asset Class Specialist will work with you to implement your investment strategy

### ● Step 5

#### Portfolio monitoring

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Your portfolio will be constantly monitored with regular updates which support you in identifying risks and opportunities.

### ● Step 6

#### Portfolio review

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Your CRO or IC<sup>2</sup> will regularly review your portfolio structure, performance, risk exposure and overall strategy and discuss with you as required.

<sup>1</sup>This process does not apply to our transaction-based advice model Advisory LIGHT.

<sup>2</sup>Dependent on service chosen – see page 13 for further information.

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

Four *distinct*  
Advisory  
Solutions



Catering to your individual needs,  
no matter how sophisticated your investment  
strategy or the level of support you require.



Advisory  
**PRO+**

—  
All the benefits of PRO with enhanced levels of service and customisation



Advisory  
**PRO**

—  
Designed to solve the most sophisticated investment needs



Advisory  
**ACTIVE**<sup>1</sup>

—  
Providing you with holistic portfolio advice across all asset classes



Advisory  
**LIGHT**<sup>2</sup>

—  
Providing advice on individual investment ideas

- An additional service module that comprises all of the services offered in Advisory PRO
- Includes access to an Asset Class Specialist, fully tailored portfolio strategies and fully customised reporting

- Caters to the most sophisticated client needs, with a dedicated Investment Counsellor offering expertise, including advice on derivatives and alternatives
- Opportunity to explore our high-conviction investment themes, sectors and investment styles
- Full access to investment analysis, ideas and strategies with continuous portfolio monitoring

- Examine investment ideas whenever you wish with your CRO
- Utilise our investment models which are optimised to deliver competitive portfolio risk and return
- Full access to investment analysis, ideas and strategies with regular portfolio monitoring





- Advice on individual security transactions across all asset classes
- Ability to examine investment ideas with your CRO
- Full access to investment analysis and ideas plus our proprietary investment publications

<sup>1</sup>Not available in the UK or Jersey. <sup>2</sup>Only available to non-EEA clients.

Our *Advisory  
Solutions*  
at a glance



## Choose the right Advisory Solution to meet your investment needs.

		 Advisory <b>PRO+</b>	 Advisory <b>PRO</b>	 Advisory <b>ACTIVE</b> <sup>1</sup>	 Advisory <b>LIGHT</b> <sup>2</sup>
Available advisors and specialists:	Client Relationship Officer	●	●	●	●
	Investment Counsellor	●	●		
	Asset Class Specialist	●			
Scope and sophistication of investment advice:	Type of advice	Tailored portfolio and transaction-based	Tailored portfolio and transaction-based	Standardised portfolio and transaction-based	Transaction-based
	Focus of advice	Holistic on multiple portfolios	Holistic on multiple portfolios	Single portfolio	Single securities
	Consideration of Alternatives, Derivatives, Hedging instruments etc.	●	●		
Portfolio management requirements:	Portfolio monitoring and review	Tailored monitoring and reviews	Tailored monitoring and reviews	Standard monitoring and reviews	
	Frequency of portfolio review	Frequent	Frequent	Ad hoc	
	Performance reviews <sup>3</sup>	●	●	●	●
Access to investment content:	Proprietary investment publications	●	●	●	●
Investment amount:	Minimum investment <sup>4</sup>	From 5 million	From 1 million	From 0.25 million	From 0.25 million

<sup>1</sup>Not available in the UK or Jersey. <sup>2</sup>Only available for non-EEA clients. <sup>3</sup>Biannually. <sup>4</sup>Minimum investment amounts vary by region.



Advisory  
*PRO+*







Advisory  
**PRO+**



Advisory  
**PRO**



Advisory  
**ACTIVE**



Advisory  
**LIGHT**

All the benefits of **PRO**  
with enhanced levels of service  
and customisation.

Your  
profile

You want  
access to enhanced  
advisory services.

Benefits of the Advisory  
**PRO+ module:**

- Advisory **PRO+** is our most sophisticated service module
- In addition to the services included in Advisory PRO, you benefit from:
  - Access to an **Asset Class Specialist** for in-depth portfolio analysis, risk management and special investment opportunities
  - **Fully tailored portfolio strategies** across all asset classes, including less liquid segments (e.g. private equity, private debt, real estate, hedge funds)
  - **Fully customised reporting**



Advisory  
*PRO*





Advisory  
**PRO+**



Advisory  
**PRO**



Advisory  
**ACTIVE**



Advisory  
**LIGHT**

Designed to meet  
the most sophisticated  
investment needs.

## Your profile

You are looking for  
comprehensive and  
sophisticated  
portfolio strategies,  
optimising long-term  
risk and return.

## Benefits of the Advisory **PRO** solution:

- You have **full access to a dedicated Investment Counsellor** who will support you in exploiting the full range of investment instruments and strategies for your portfolio
- Your personal Client Relationship Officer and Investment Counsellor ensure the **highest standard of portfolio monitoring** to promptly identify investment risks and opportunities
- Our investment professionals assist you in defining your **investment strategy and asset allocation** and provide customised advice to enhance the results of your individual strategy



Advisory  
*ACTIVE*





Advisory  
**PRO+**



Advisory  
**PRO**



Advisory  
**ACTIVE**



Advisory  
**LIGHT**

Providing you with holistic portfolio advice across all asset classes<sup>1</sup>.

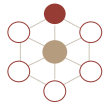
## Your profile

You are seeking holistic advice and the opportunity to actively discuss transactions and portfolio strategy.

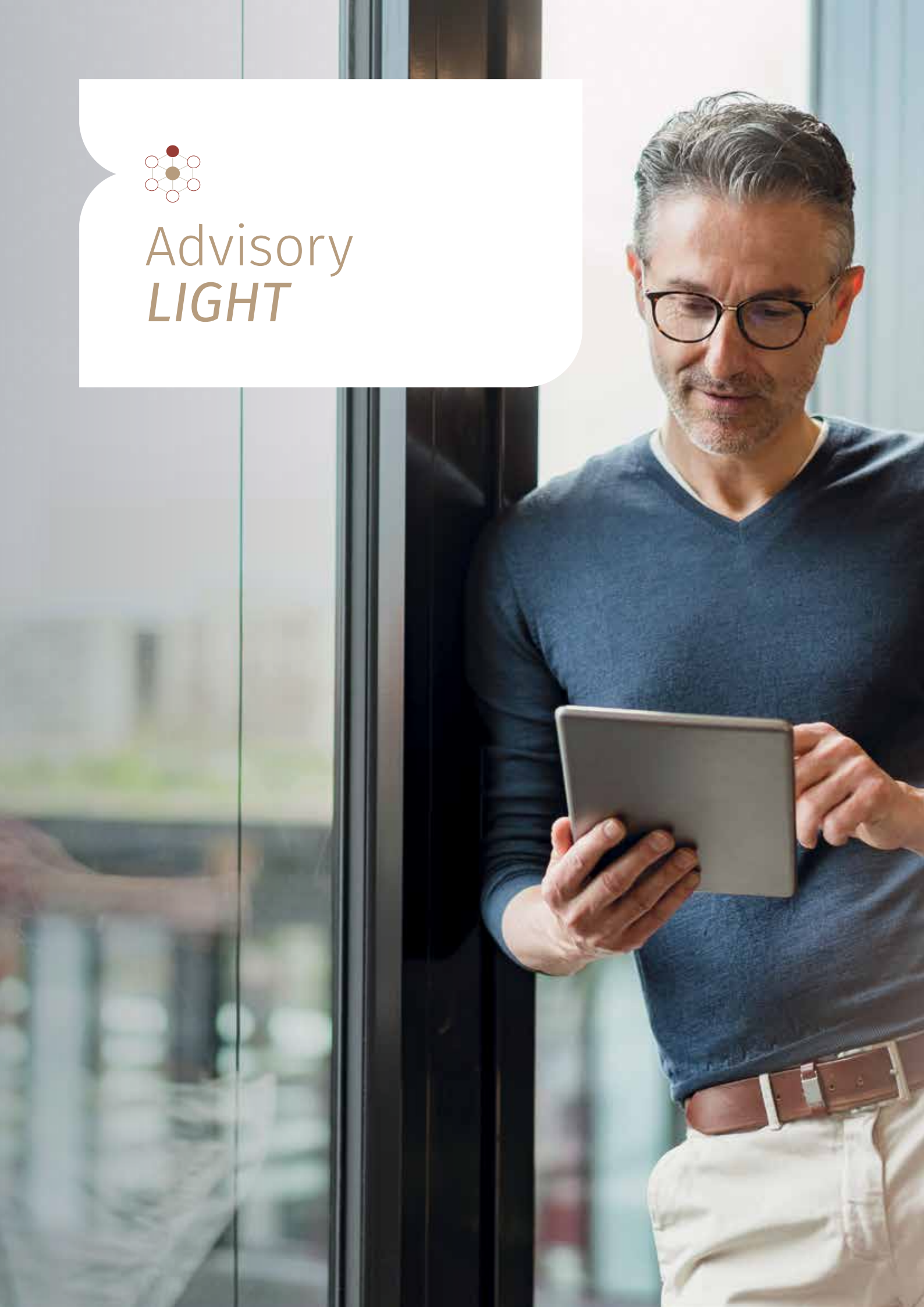
## Benefits of the Advisory **ACTIVE** solution:

- **Interact** with your Client Relationship Officer whenever needed
- Gain full access to **investment analysis and investment ideas**
- Full access to EFG investment models which aim to deliver **competitive risk-adjusted returns**
- **Regular portfolio monitoring** keeps you up to date about important portfolio parameters
- Adjust your portfolio according to your specific investment requirements and combine it with our **award-winning investment capabilities**

<sup>1</sup> Not available in the UK or Jersey.



Advisory  
*LIGHT*





Advisory  
**PRO+**



Advisory  
**PRO**



Advisory  
**ACTIVE**



Advisory  
**LIGHT**

Offering you advice  
on individual  
investment ideas<sup>1</sup>.

Your  
profile

You are seeking  
expert advice on  
individual security  
transactions

Benefits of the Advisory  
**LIGHT** solution:

- You benefit from the opportunity to discuss investment ideas with your **Client Relationship Officer**
- You can leverage **EFG's Investment expertise** by gaining full access to our investment universe and investment analysis
- You receive **switch recommendations and investment ideas**

<sup>1</sup>Only available to non-EEA clients.



Read EFG's latest  
Sustainability Report



# Transition<sup>1</sup> Offering

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- 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 ESG<sup>2</sup> 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.

<sup>1</sup>As 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.

<sup>2</sup>ESG – Environmental, Social and Governance.

# Our locations

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## 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



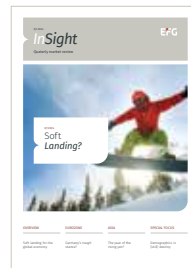
**INVISION**  
**Weekly Macro Note**  
Outlining the main macroeconomic events from the past week

Every Monday



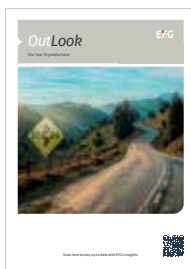
**INVIEW**  
**Global House View**  
Offering asset allocation guidelines, macro overviews and investment ideas

Frequency: Monthly



**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



**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

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



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