

PICTET WEALTH MANAGEMENT

Financial Planning

INTRODUCTION

Efficient financial planning is vital in order to be able to establish a strategic asset allocation.

Managing your wealth and assets extends well beyond simply managing a portfolio of investments. The investment process that we implement involves assessing your needs and objectives, formulating a financial plan to fulfil these, putting in place the requisite strategy, managing your assets and checking that performance matches up to your expectations.

Plan

The first stage involves drawing up a clear and exhaustive definition of what you are hoping to achieve now and what you would hope to achieve in the longer run. Taking this as our starting-point, we compile a financial plan which summarises the level of risk you should take, then devise a well-defined strategic asset allocation for you, with an accompanying financial ‘road-map’. This financial plan will be predicated on conservative assumptions for growth and a realistic assessment of your income and expenditure over the course of your life-time.

Implement

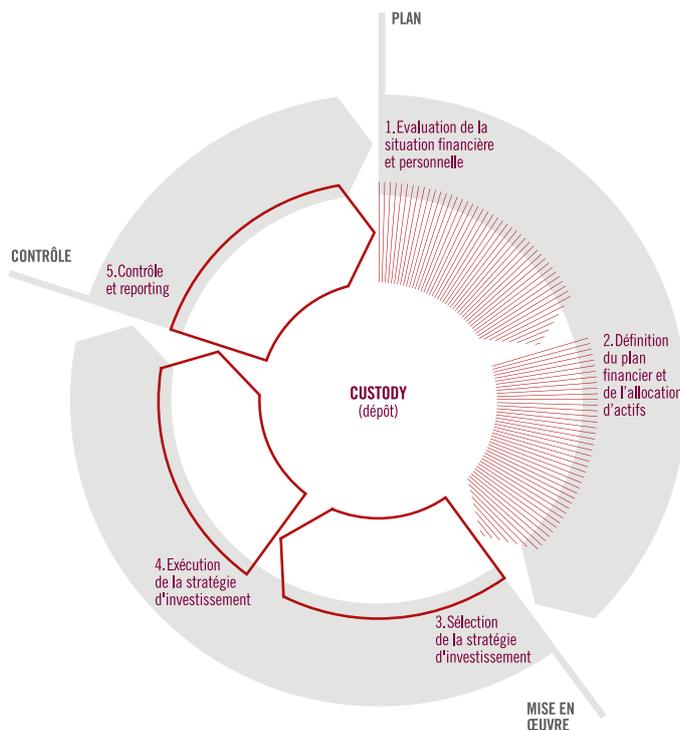
Our role in implementing this plan will depend on how much you wish to be involved in the investment process. If you prefer to delegate this role to us, we will select investments from the full range of asset classes, countries and regions to construct your portfolio of securities and other financial vehicles.

In managing your wealth, we will draw on the expertise of our most senior investment specialists and financial analysts. We select only those we consider the best investment managers, who will give you access to the best investment products, whether they are our own or those of other institutions.

Whether you delegate implementation of the strategy to us or you choose to manage your own investments, you will have access to our first-class execution service. We will carefully monitor your portfolio on a regular basis. You will have the opportunity to specify the frequency and detail required for your reports and statements so you can check that your investments continue to meet your requirements.

Monitor and control

Lastly, we will regularly undertake a review of your circumstances and your investments with you so that your strategy can be fine-tuned if necessary. The better we understand each other, the more efficiently we will be able to respond to your needs and demands.



OUR APPROACH

Our overall approach, geared towards your long-term needs, takes all your circumstances and your own personal aims into account in the equation, as has been defined during our preparatory meetings. Our goal is to pinpoint the pool of financial resources that can be mobilised, depending on your current and future lifestyles, to ensure that you sustainably remain financially independent in the long run.

The results of our analysis allow you to assess what proportion of your assets to allocate to your **financing capital** and your **reserve capital**. The portion of your wealth and assets that is free of restrictions is known as **surplus capital** (see definitions below).

This division of capital, together with separate investment strategies, allows you to define the optimum level of asset allocation for your own particular circumstances.

It is vital to carry out regular monitoring of how your overall situation is developing, in order to ensure that the steps taken are still keeping pace with the projections prepared for you.

DEFINITIONS

Financing capital

Financing capital corresponds to that portion of your wealth and assets necessary for you to maintain your lifestyle for the planned period; it can be made up of the following assets:

- real-estate assets (rental income, proceeds from sales of property)
- pension schemes (annuities, capital lump-sums)
- bankable/financial assets (holdings in and income from securities)

The chosen asset allocation has to place particular emphasis on the ready **availability of income** to ensure that you can draw on sums needed to maintain your desired lifestyle

Reserve capital

Reserve capital corresponds to that portion of your wealth and assets necessary to ensure for you the long-term sustainability of your financial independence, depending on your life expectancy. You will draw on your reserve capital once your financing capital has been completely used up.

The chosen asset allocation has to place particular emphasis on protecting and **safeguarding wealth** and assets depending on the time-horizon chosen by you.

Surplus capital

Surplus capital corresponds to that portion of your wealth and assets not required directly to finance your lifestyle. This can be used or invested more freely to afford, for instance, a temporary upgrading in your lifestyle or to make donations. The chosen asset allocation has to place particular emphasis on **capital gains**.

Legal disclaimer:

This marketing communication (hereinafter the "Document") serves merely for information purposes and for reference only in relation to services or products provided by the bank. It is intended for general circulation and its content may only be read and/or used by its addressee. This Document is not intended for and shall neither be provided to persons who are citizens of, domiciled or resident in, or entities registered in a country or a jurisdiction in which its distribution, publication, provision, or use would violate current laws and regulations. It does not constitute an offer, a solicitation of an offer, a recommendation, or an invitation to buy, sell or subscribe to securities or other financial instruments, nor it is meant as a proposal for the conclusion of any type of legal relation, agreement or transaction with the bank or with any third party. Moreover, nothing in this Document shall constitute financial, investment or legal advice. The bank reserves the right to alter its services, products or prices at any time without prior notice. This Document sets forth neither a personal recommendation tailored to the needs, objectives, and financial situation of any individual or company nor the result of investment research. The addressee should consider the suitability of a product or service to individual objectives and independently assess, with a professional advisor, the specific financial risks as well as legal, regulatory, credit, tax and accounting consequences. Using this Document implies no right nor obligation for any employee or for its addressee. The bank is under no obligation to update the information contained in this Document, and no representation or warranty, express or implied, could be made as to its accuracy or completeness.

The bank is not liable for the use, transmission, or exploitation of the content of this Document. Therefore, any form of reproduction, copying, disclosure, modification and/or publication of this Document in any form or by any means whatsoever is not permitted without the prior written consent of the bank and no liability whatsoever will be incurred by the bank. The addressee of this Document agrees to comply with the applicable laws and regulations at the jurisdiction where they use the information provided in this Document including the field of copyright law. The addressee cannot violate the copyright on this Document. This Document and its content may not be cited unless the source is indicated.

All rights reserved. Copyright 2024.

Distributor: Banque Pictet & Cie SA, route des Acacias 60, 1211 Geneva 73, Switzerland. Banque Pictet & Cie SA is established in Switzerland, exclusively licensed under Swiss Law and therefore subject to the supervision of the Swiss Financial Market Supervisory Authority (FINMA).

For information about personal data protection, please refer to the Pictet Group's Privacy Notice available at pictet.com/privacynotice