

Making the right investment choices



Détails d'allocation

Allocation géographique des actions et assimilés



Allocation sectorielle des actions et assimilés



Allocation géographique des obligations et assimilés



Allocation sectorielle des obligations et assimilés



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Making the right choices today to reach your goals tomorrow

You are unique, and at BCV Private Banking we know that a personalised approach is the key to successful wealth management. That's why your trusted advisor takes the time to get to know you, understand the long-term goals you have for yourself and those closest to you, and build a wealth strategy tailored to your overall situation.

Based on this deep understanding of your unique set of constraints, requirements and objectives, your advisor will bring to bear BCV's considerable resources as a universal bank, working with our specialists to determine the right mix of investment vehicles for you. We'll call on our experts in areas as diverse as tax planning, quantitative investing, financial engineering, or even corporate finance to provide a truly 360° solution for your needs. Our people are all locally based, which greatly facilitates the ongoing dialogue that will help us evolve your wealth strategy and fine-tune your portfolio as your needs change over time.

But it all starts with a conversation about your investor profile, your investment profile(s), and the extent to which these two key elements are aligned. This document is meant to guide that discussion and serve as a checklist of key points to keep in mind for future reference.

Your **investment profile** maps your objectives for a given investment to the appropriate strategy (details on the next page).

Your **investor profile** describes your overall preferences and personality as an investor (details on page 5).

Our **consistency check** is designed to determine whether your investment profile is fully aligned with your investor profile, so that you're taking on neither too much, nor too little, risk (see page 6).

All of this serves as a basis for an ongoing conversation – designed to get you where you want to be tomorrow.

1. Investment profile



The investment profile defines the strategy that we'll put into action on your behalf for a given goal.

It is based on the following:

- Your goal: What future use do you want to put your capital towards?
- Your investment horizon: When (after how many years) will you need the capital?
- Your financial targets: In reaching this goal, what trade-offs are you willing to make between minimising risk and maximising returns?

The investment profile will point to one of the following five strategies:

Obligations	You want to preserve the value of your investments and receive a fixed income. Your money will be invested primarily in bonds (<i>obligations</i> in French), resulting in low risk and small fluctuations in the value of your portfolio. The recommended investment horizon is at least three years.
Revenu	You are aiming to eventually achieve moderate capital gains, while receiving a steady income (or <i>revenu</i> in French). Risk levels and portfolio fluctuations are limited. The recommended investment horizon is at least five years.
Equipondéré	You are looking for a balance between capital gains and fixed income, as suggested by the French word <i>équilibré</i> . Risk levels and portfolio fluctuations are moderate. The recommended investment horizon is at least seven years.
Dynamique	You want to achieve substantial capital gains over the long term, while receiving some fixed income. In this more "dynamic" profile, risk levels and portfolio fluctuations may be substantial. The recommended investment horizon is at least ten years.
Actions	Long-term capital gains are almost your sole objective. Your money will be invested primarily in stocks (<i>actions</i> in French), resulting in high risk and large fluctuations in the value of your portfolio. The recommended investment horizon is at least thirteen years.

2. Investor profile



The investor profile tells us the type of investor you are. It's unique – just like you – and can change as your life does (for example, following a marriage, an inheritance, or a divorce).

This profile takes the following criteria into account:

- Your financial resources, which indicate your level of financial independence with respect to your investments. In other words, to what extent might those investments have an impact on your financial situation, including your day-to-day and month-to-month income as well as your savings and overall assets?
- Your risk tolerance, which assesses how you react when faced with the market fluctuations that affect every investment. Your investments shouldn't be a cause of unnecessary stress.
- Your knowledge and experience, which tell us how well you understand financial products and how much investment experience you have. We'll then know how much additional information we need to provide about the solutions we offer.

We use four investor profiles:

Saver

You want your capital to be safe. You're unwilling to accept any fluctuations, and returns are secondary for you. Investing is not recommended for this profile.

Conservative

You're willing to accept mild fluctuations in the capital you have invested in order to seek returns that are higher than those a savings account yields.

Moderate

You're willing to accept market fluctuations in order to seek more significant returns.

Growth

You're willing to accept significant fluctuations as the trade-off for potential long-term capital appreciation.

3. Consistency check



The consistency check verifies whether your investment and investor profiles match up.

We use it to make sure our recommendations are in line with your expectations, in terms of both risk and returns.

The check will have one of three possible results:

Aligned

The strategies you have selected for your goals line up with those recommended for your investor profile.

Underweight

The strategies you have selected for your goals are more conservative than those recommended for your investor profile. You could aim for higher returns with a more ambitious approach.

Overweight

The strategies you have selected for your goals leave you exposed to more risk than what is recommended for your investor profile. In a bearish market, these investments could compromise your ability to achieve your long-term plans. We recommend that you opt for more conservative strategies for one or more of your investments.

4. Summary

Based on the meeting you had with your Private Banking advisor on

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your investor profile is

and your base currency is

For your investment goal, denominated in

your investment profile is

For your investment goal, denominated in

your investment profile is

For your investment goal, denominated in

your investment profile is



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