



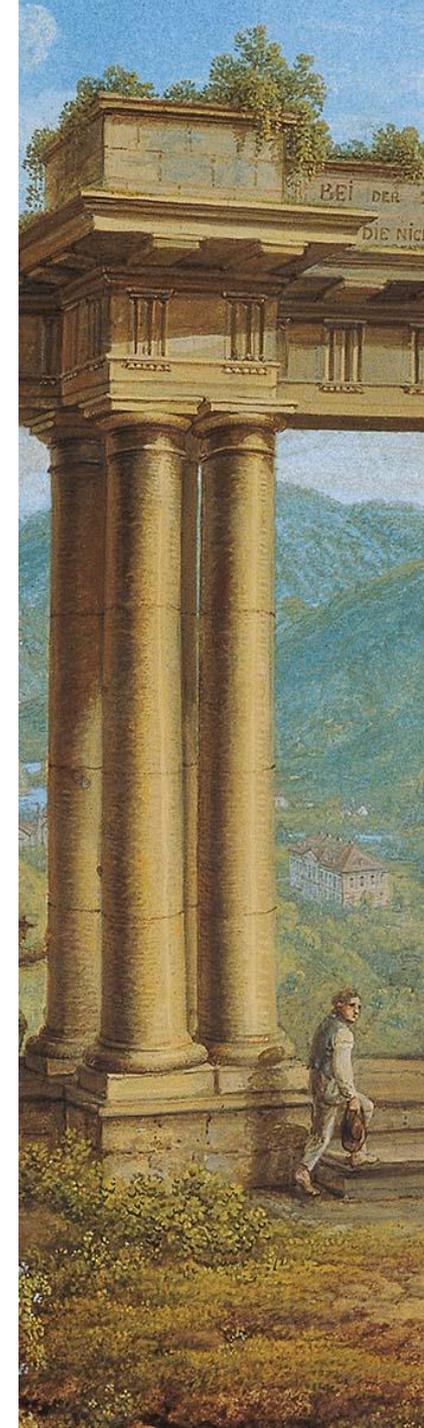
Wealth
Management

An Extra Dimension to an Adviser's Due Diligence

Robert Hardy – International Technical Director

LGT – VALUES WORTH SHARING

May 2022





Global mobility

Global mobility – facts and figures

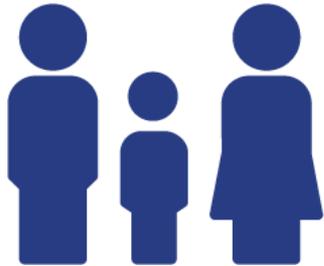
- 2017 – 66.2 million expatriates globally – growing at 5.8% annually
- 2021 – predicted to be 87.5 million*
- 2021 – Over 320,000 British expats living in Spain

The Financial Adviser

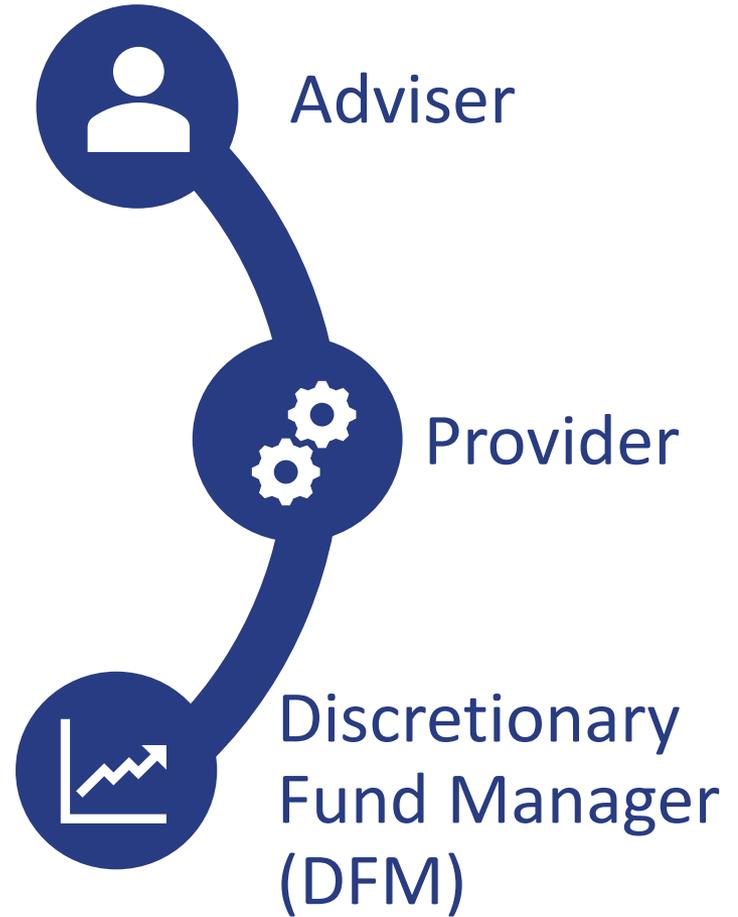


- Empathy
- Understanding
- Listening
- Caring
- Reassuring
- Rapport

The relationship



TRUST



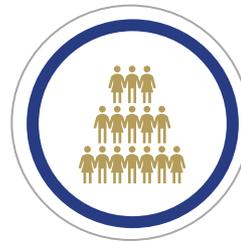
The four P's



Price



Performance



People



Product

Corporate structure

M & A – change of strategy? Perhaps...

- Jupiter acquiring Merian Global Investors
- Utmost – Quilter International
- Raymond James buying Charles Stanley
- Standard Life – Aberdeen
- Henderson merged with Janus
- Newton bought by Standard Life
- WH Ireland bought by Kuwaiti Holding

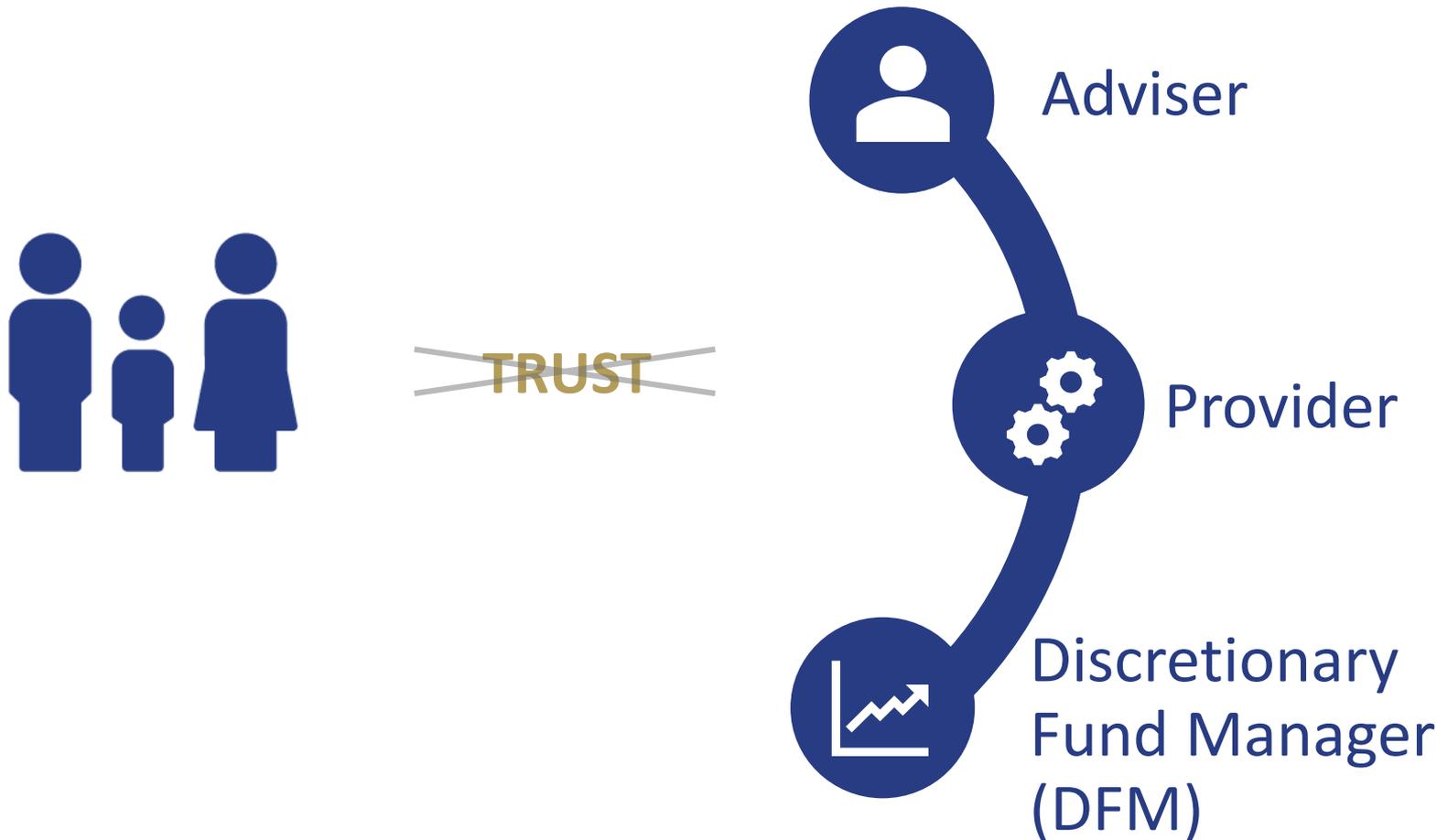
Jupiter to acquire Merian Global Investors for £370 million

Utmost Group to acquire Quilter International for £483m

Raymond James to acquire Charles Stanley in \$387M deal

All have the potential to disrupt the client/adviser experience

The relationship breakdown



Evolving client requirements

- Think about the future...

- Increasingly complex requirements from a globally mobile workforce mean that it is vital that you future proof your relationships
 - ▶ US Persons
 - ▶ Alternative custody jurisdiction
 - ▶ Non financial objectives
 - ▶ Alternative currency
 - ▶ Loan facility
 - ▶ Mortgages

- Not just an investment mandate...

An introduction to LGT Wealth Management



A portrait of LGT

The world's largest private bank and asset manager owned by a single family

Private ownership

- LGT Wealth Management has been part of the LGT Group since 2016.
- LGT has been owned by the Princely Family of Liechtenstein for over 90 years, during which time it has grown from a small regional bank to an international finance group.

Sound financial stability

- Strong balance sheet with a history of stable growth and profits. The Princely Family invest in LGT, alongside clients and employees.
- Investment competence has been strategically developed with a long-term horizon and drives growth of the institutional and private banking businesses.

A global perspective

- Our private and institutional client base is geographically well-diversified.
- Represented in all the major financial centres worldwide, our clients have access to multiple booking centres.



“As a highly values-oriented family-owned company, we think and act in terms of generations.”

H.S.H Prince Max von und zu Liechtenstein, Chairman LGT

Our business at a glance

A boutique approach with a global reach

- Our entrepreneurial philosophy, together with the LGT Group's stability, enables us to make decisions that we believe will provide long-term benefits for our clients.
- This flexibility allows us to tailor our business model to suit our vast range of client types and the unique requirements that they have.

LGT Wealth Management

Offices: 3 locations (London, Bristol, Jersey)

Employees: 425 staff of which 72 are working partners

Assets under management: £21.4 billion

*as at 31/01/2022

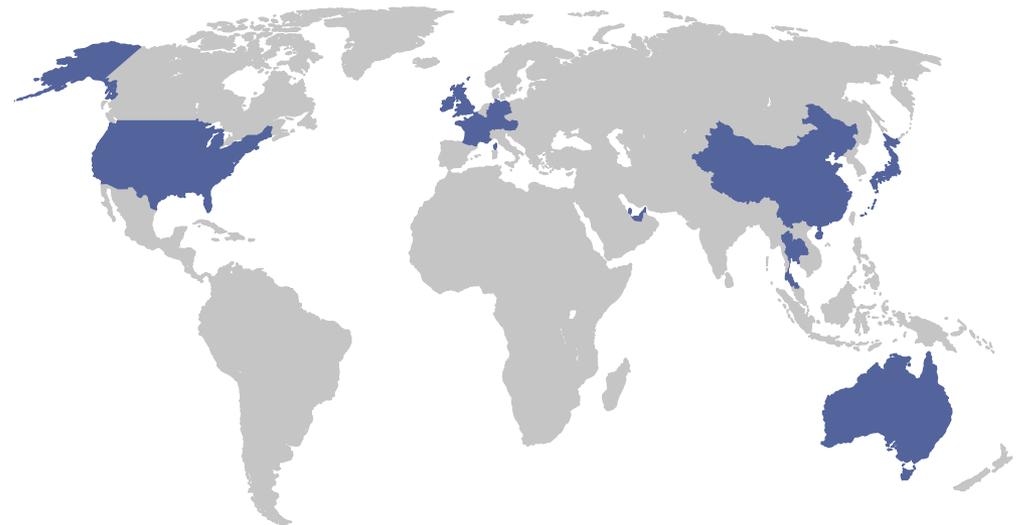
LGT Group

Offices: 20+ locations worldwide

Employees: 3,910

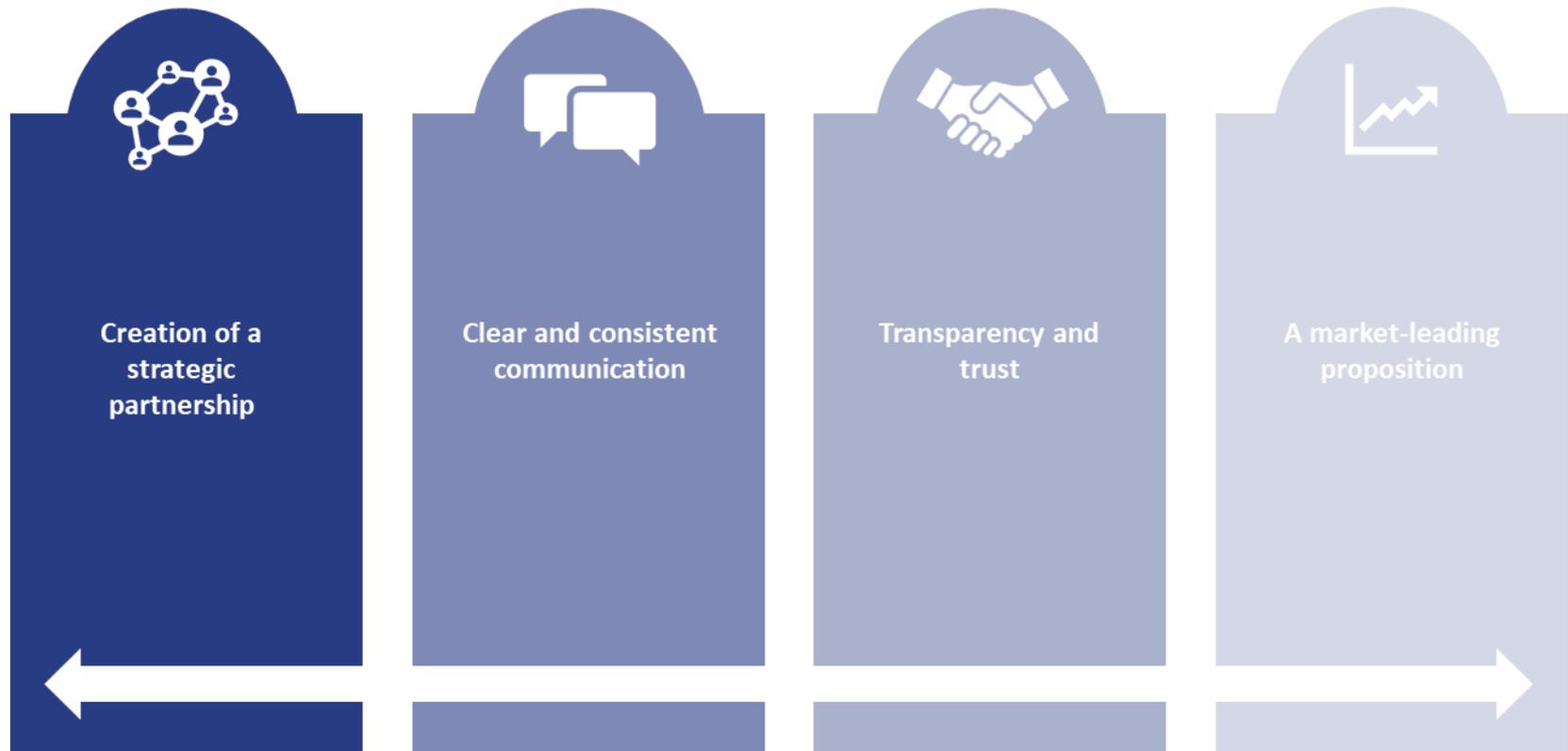
Assets under management: £222.8 billion

*as at 30/06/2021



Delivering across four key cornerstones

- Our culture and service offering makes LGT a top choice as a DFM partner.
- We believe our business has four key attributes that we can offer your financial advice firm.



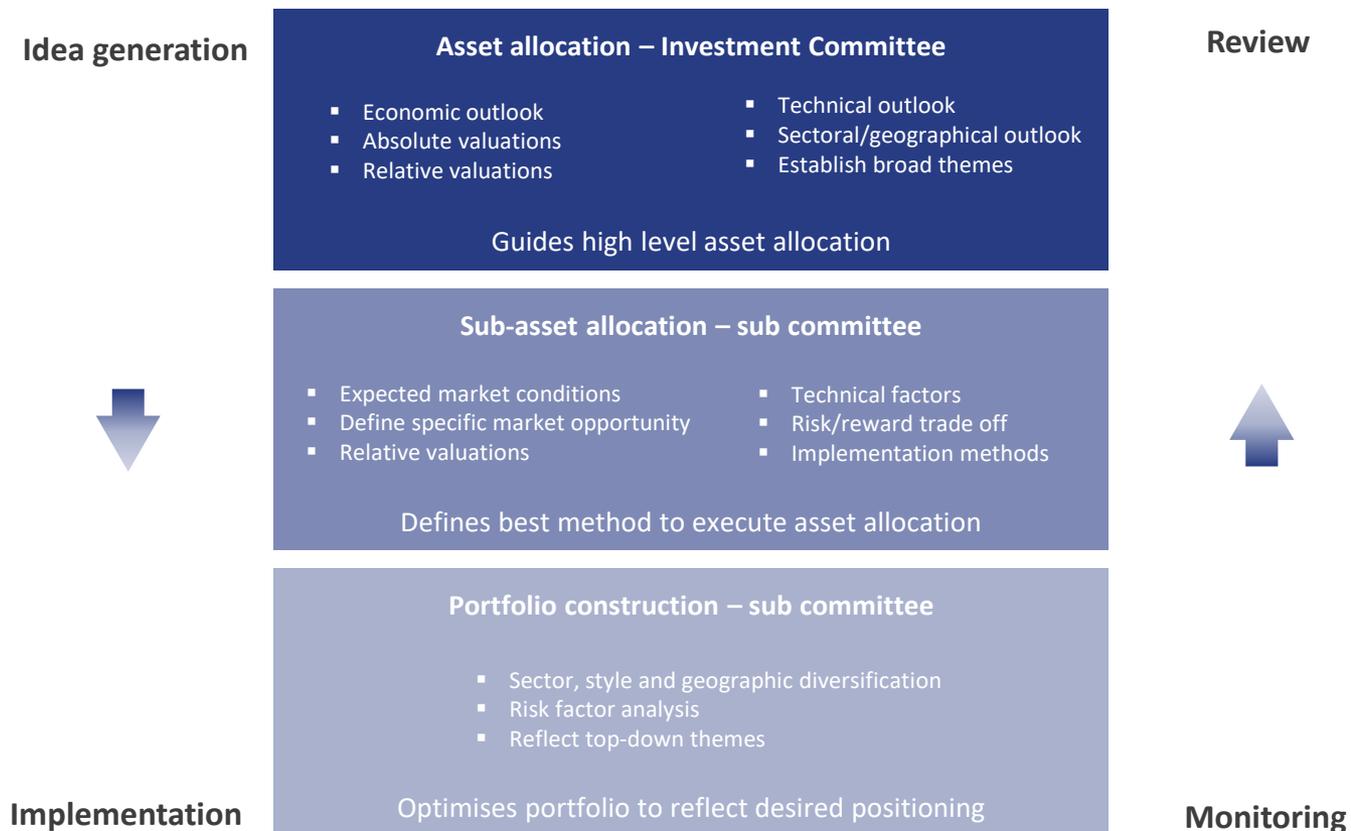
Insourcing our investment expertise

- We understand that investment management is only one part of your client's overall financial plan.
- We aim for your financial advice firm to **insource** our investment expertise into the wider range of services you offer.



Portfolio investment process and ongoing management

- We have dedicated portfolio construction and management teams to ensure your client's portfolio reflects our macroeconomic house view on an ongoing basis.



Our service offering

The LGT Group is the largest family-owned Private Banking and Asset Management group in the world offering wealth management services to a range of clients.

Core Investment Services				Tailored Investment Service		Additional Services	
Global MPS	Bespoke MPS	Sustainable Bespoke MPS	Global Sustainable MPS	Bespoke Portfolio Service	Sustainable Portfolio Service	Lombard Lending	LGT Vestra US
Three risk profiles available in GBP, EUR and USD	Set of model portfolios custom built for your specific client base	Set of model portfolios custom built for your specific client base	Three risk profiles available in GBP, EUR and USD in companies with strong ESG credentials	Bespoke portfolios built around the unique requirements of each individual	Bespoke portfolios for clients who prioritise investments which have a positive impact on the world	Via LGT, lending facilities are available	A range of model and bespoke investment solutions for US connected individuals
AMC = 0.25% Custody = 0.25% or 3 rd party platform		MPS AMC = 0.25% Custody = 0.25% or 3 rd party platform		AMC = 1% incl. custody		Cost of funds + agreed margin	AMC = 0.90% Custody = 0.25% or 3 rd party

Legal information

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Picture description

"The Colonnade at Adamsthal", 1815

FERDINAND RUNK 1764-1834

Prince Johann I von Liechtenstein commissioned Ferdinand Runk to paint the Liechtenstein estates between 1813 and 1824. In addition to their artistic qualities, the numerous paintings in the series – many of which were created using the gouache technique – also have important documentary qualities. For example, some capture the appearance of buildings that no longer exist today, such as the colonnade high above the Adamsthal estate in Moravia, north of Brno. The picturesque landscape prompted Prince Johann I to build a hunting lodge here, which was designed by the architect Joseph Hardtmuth. A small zoo and pavilions were also located on the grounds of the lodge and offered places to rest during a walk in the countryside or to entertain a group of people.

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