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Share portfolios in your advice process

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Agenda

- What we offer
- How can you access share portfolios?
- Which clients should invest in a share portfolio?
- Your role as adviser

What do we offer?

Momentum Securities' value proposition

Access to listed markets

- Listed shares
- ETFs
- Derivatives
- Structured Products
- Bonds

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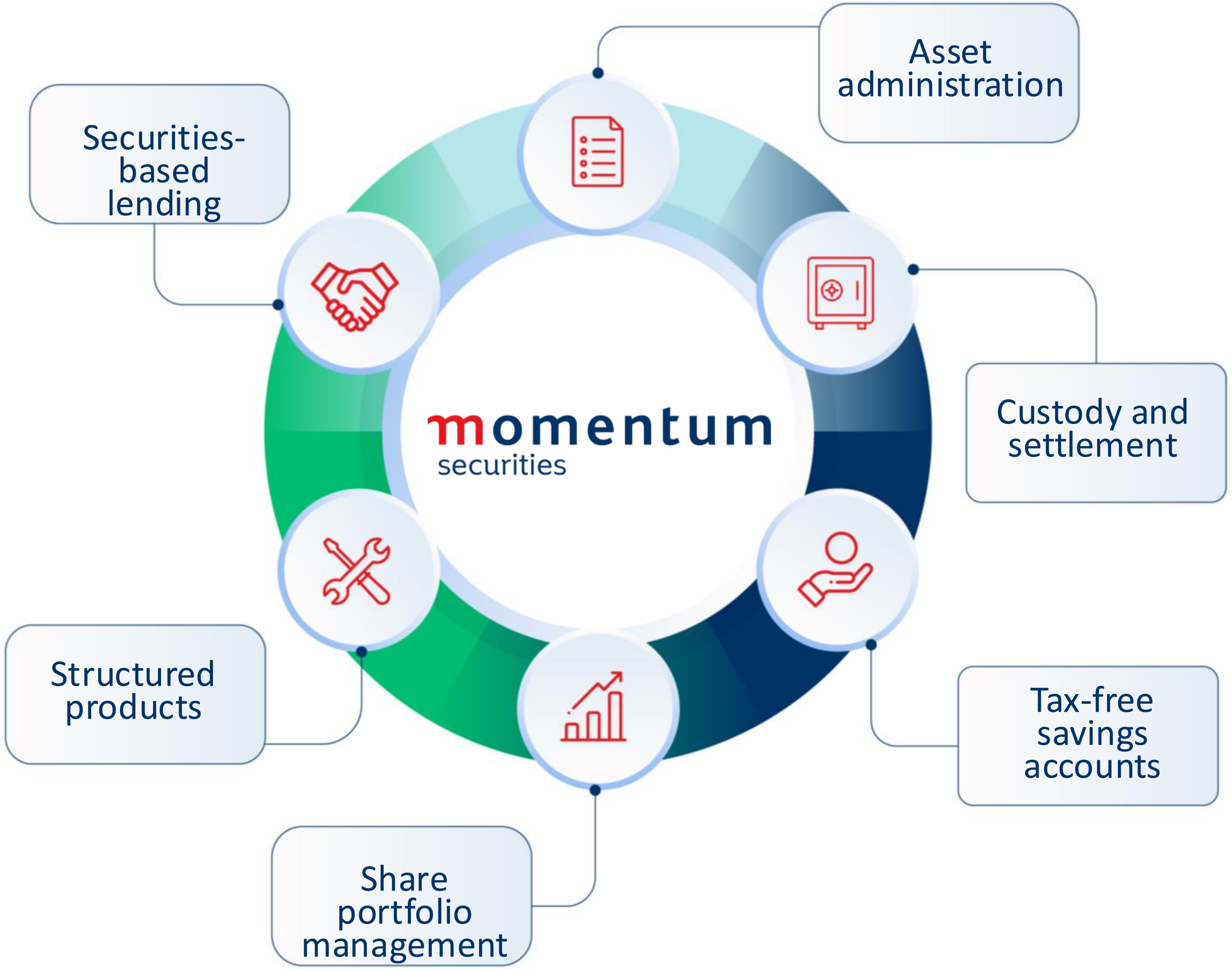
Share Portfolio Management

- Bespoke solutions
- Discretionary managed portfolios
- Advisory portfolios
- Self-managed portfolios

Our service capabilities



Partnership with Swissquote

Momentum Securities' relationship with our offshore provider **Swissquote** offers you the ability to utilise their offshore platforms via your local portfolio manager relationship

Individual accounts | Asset swaps | Tax wrappers

Online channels
Desktop and App

Bonds
Listed and OTC

Fiduciary
Deposits

ETF
Exchange Traded Funds

Multicurrency account
Most currencies

Structured Products
Booking of most issuers

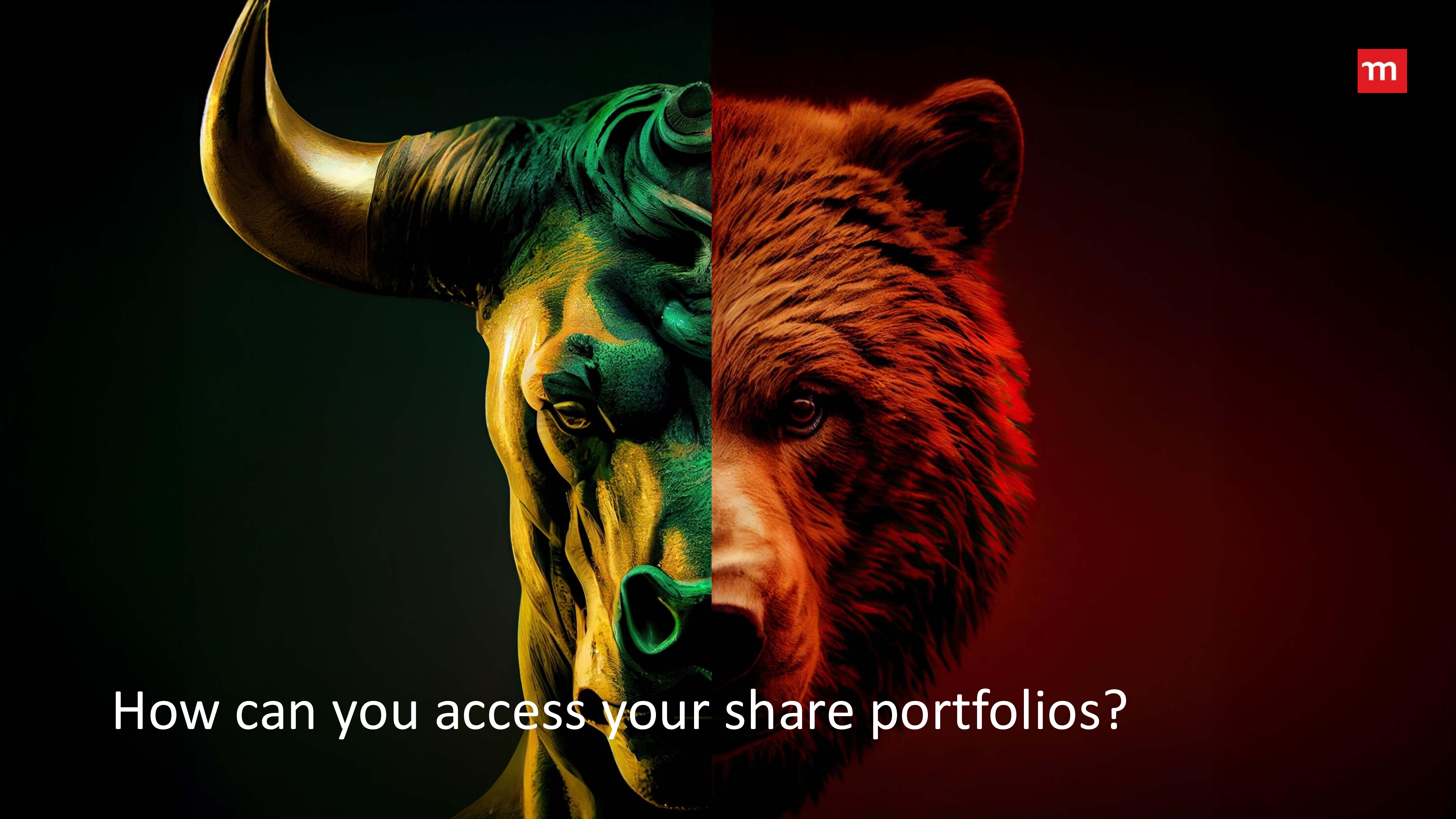
+60
Stock exchanges

30 000
Investment funds

Loans
*Gearing**

Card
*Multi-currency**

**For direct clients only*



How can you access your share portfolios?

Where to access a share portfolio

Direct

- Execution only
- Management/Advisory
- Tax-free savings
- Offshore (via Swissquote)
- Asset swap
- FX
- Securities-based lending
- Offshore bank card

Momentum Wealth

- Flexible Endowment Option
- Retirement Annuity Option
- Retirement Preservation Option
- Retirement Income Option
- Top 40 only on Flexible Investment Option

Momentum Wealth International

- Global Wealth Investment
- Global Wealth Endowment

Share portfolios and your advice process

The adviser’s role

Holistic advice

Guide clients according to tax and liquidity considerations as well as risk profile

Referral

Receive a referral fee for direct managed accounts

Advice and license

Momentum Securities covers the risk of advice

Primary contact

We manage the client relationship and investment together with you

When are share portfolios relevant?

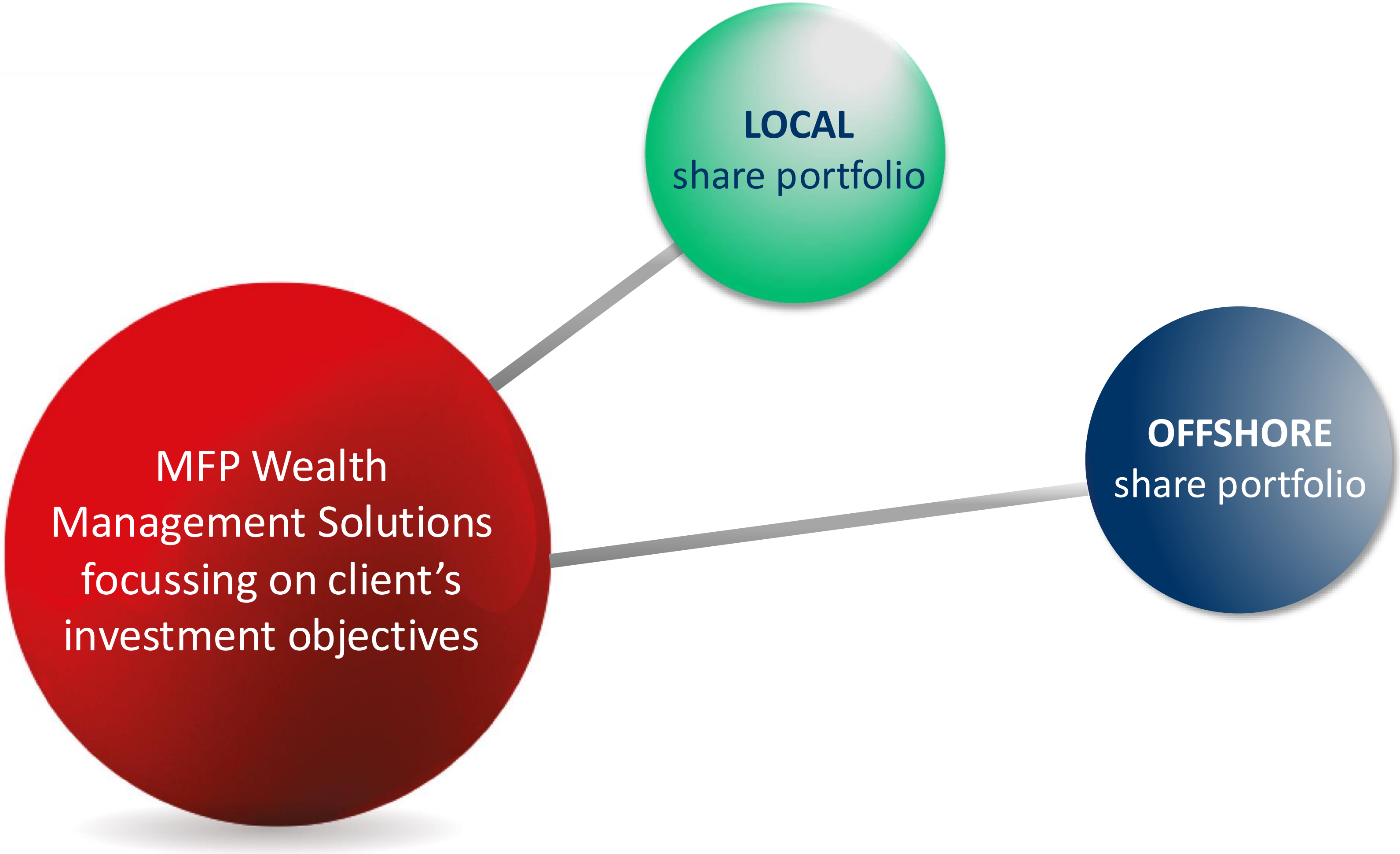
Most relevant

- High-net-worth and sophisticated clients
- When the client already has substantial assets
- When the client has a genuinely long investment horizon
- Managing concentrated positions
- Growth-aspirations but with down-side protection

Probably not relevant

- Performance chasing
- Small portfolios
- Clients who do not understand risk

Consider core-satellite approach



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Key take outs

- Access to local and offshore listed instruments at Momentum Securities
- Your role remains to provide holistic financial advice
- Identify which clients should consider a share portfolio or structured product
- Our portfolio manager will then complement your advice process

Thank you