

ACCURACY
KNOW-HOW
EXCELLENCE
AND **STABILITY**



SPUERKEESS
Private Banking



19

Liberté

SPUERKEESS

SETTING THE STANDARD

Spuerkeess is the highest rated financial institution in the Grand Duchy of Luxembourg and one of the safest banks in the world.

Aa2

AA+



Long Term Deposit Rating

Moody's

Rating

Standard & Poor's

Safest Bank Award - Luxembourg

Rated among the safest banks in the world
since 2011 by

Global Finance Magazine.

CLAUDE HIRTZIG,
DIRECTEUR ADJOINT
CHEF DU DÉPARTEMENT
BANQUE DES PARTICULIERS ET DES PROFESSIONNELS

THE MAIN FEATURE OF OUR SERVICE IS ITS **COMPLETE TRANSPARENCY**.

WE WANT OUR CUSTOMERS TO FULLY UNDERSTAND OUR INVESTMENT PRODUCTS AND TO HAVE **COMPLETE CONFIDENCE** IN OUR ADVISORS AND OUR PRODUCT RANGE.



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THE BANKING CENTRE

Spuerkeess' Private Banking draws on its team of highly qualified experts to meet its customers' needs and offer them tailor-made advice as well as a high-quality service. Each customer is allocated a dedicated contact person – a key factor in a long-term relationship based on trust – for both banking in general and wealth management in particular.





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BANQUE ET CAISSE D'ÉPARGNE DE L'ÉTAT
LUXEMBOURG

OUR INVESTMENT OFFERS

TO ENSURE THAT OUR OFFERS ARE
COMPLETELY TRANSPARENT, PRIVATE
BANKING OFFERS THREE DIFFERENT
RANGES OF INVESTMENT SERVICES:

SELFINVEST, ACTIVINVEST
AND ACTIVMANDATE.



SELFINVEST

Make your own investment decisions

Selfinvest is for investors looking to make their own investment decisions without having recourse to an advisor and to manage the contents of their portfolio autonomously.

With Selfinvest, you process your orders via S-net and S-net Mobile while taking advantage of a preferential pricing. On an as-needed basis, however, you may rely on your dedicated contact person for the execution of your orders.

ACTIVINVEST

Tailor-made advisory

As part of the Activinvest investment services range, Spuerkeess offers Activinvest and Activinvest Plus, two advisory packages structured to perfectly meet your needs. The two offerings are for investors looking to make informed investment decisions with the help of a dedicated advisor. That means your portfolio will be professionally monitored and you will receive preferential pricing on your stock exchange orders. Activinvest and Activinvest Plus differ in the scope of their investment recommendations. With Activinvest, you receive advisory on a selection of investment funds and ETFs.

The recommendations included in Activinvest Plus apply to a broader range of securities. You will be able to compare your portfolio's asset allocation to the ideal allocation recommended for your investor profile during regular interviews with your advisor. For each risk profile, Spuerkeess has drawn up a model portfolio that is used as the basis for optimising yours. However, you can express your investment preferences, obtain a direct simulation based on your choices and then make your decision. To help you and facilitate your decision-making process, you will also be able to see your portfolio's performance

as well as a breakdown by asset class. Every advisor recommendation as well as preference you express can be simulated, which allows you to make the most informed investment decisions. The risk distribution must always be in line with your investor profile. As soon as our experts detect an anomaly, you will be notified and invited to adjust your portfolio.

Investment advisor:
BCEE Asset Management

ACTIVMANDATE

Discretionary management

With Activmandate, a team of experts manages your assets under a mandate and makes investment decisions for you that are suited to your investor profile. Activmandate not only provides you with the convenience of delegating the management of your portfolio but also enables you to take advantage of a comprehensive offering of management-related services.

With discretionary management, your investments are diversified across different asset classes, taking account of your investor objectives and your specific needs.

Investment advisor:
BCEE Asset Management or ODDO BHF

WILLIAM TELKES
CHEF DU SERVICE PRIVATE BANKING
CHIEF ECONOMIST

PRIVATE BANKING CUSTOMERS BENEFIT FROM **PROFESSIONAL SUPPORT**
IN FORM OF **REGULAR RECOMMENDATIONS** BASED ON CHANGING MARKET
AND ECONOMIC TRENDS, AS WELL AS THE **ACTIVE MONITORING**
OF THEIR INVESTMENT PORTFOLIO.



OUR INVESTMENT ADVISORS

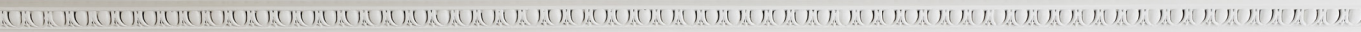


INDEPENDENT MANAGEMENT
COMPANY SINCE 2006

**BEST FUND MANAGER
IN ITS CATEGORY IN
LUXEMBOURG** IN 2018

REWARDED FOR **7** CONSECUTIVE
YEARS BY THE RATING AGENCY
FUNDCLASS

As part of the investment process, the multi-disciplinary team at BCEE Asset Management daily monitors investment funds (SICAVs) in the lux|funds range, and also acts as an advisor to help determine the investment and equity-selection strategy upon which the Activinvest, Activinvest Plus and Activmandate model portfolios are based. This monitoring means that the investment universe is regularly reviewed and revised as needed to accommodate changes in the financial markets and the economy. As a result, recommendations issued by Spuerkeess Private Banking are always in line with the current economic and financial environment.



OUR INVESTMENT ADVISORS



ODDO BHF

ELITE REPORT 2019

N°1 FOR THE 13TH TIME IN A ROW

**FIRST FIVE
2017 & 2018 & 2019**

1ST PLACE IN THE 60-MONTH INVESTMENT HORIZON
ASSET MANAGEMENT CATEGORY

16,6 % SOLVENCY RATIO

Spuerkeess has entered into a partnership with ODDO BHF, thus supplementing the investment solutions available to its customers. What makes ODDO BHF Activmandate solutions special is the securities selection process, which is undertaken directly by ODDO BHF, a reliable and experienced partner.

ODDO BHF is a Franco-German financial group with a history dating back over 160 years. It has its roots in a French family business built up by five generations of stockbrokers and a German bank specialising in *Mittelstand* companies. With 2.300 employees, 1.300 of whom are located in Germany and 1.000 in France and Tunisia, and assets under management of more than EUR 100 billion, ODDO BHF has three main business lines, based on significant investment in market expertise: private banking, asset management, and corporate and investment banking. The Group has a unique shareholding structure, with 60% of its share capital held by the Oddo family and 30% by the teams. This spirit of partnership ensures the teams' commitment over the long term. In 2018, ODDO BHF generated net banking income of EUR 591 million, and as of 31 December 2018, the Group had shareholders' equity of over EUR 866 million.



TAILOR-MADE ADVISORY AND ADDITIONAL SERVICES

- Your Private Banking advisor is your dedicated contact person and coordinator for other banking services tailored to your assets and patrimonial situation.
 - Your advisor is there to help you and coordinates support with various internal and external experts based on your expectations and needs.
- **Investment advice**
 - **Discretionary management**
 - **Financing, Lombard Loans**
 - **Financial engineering**
 - **Life insurance and endowment policies**
 - **Philanthropy**



AVAILABLE INFORMATION

To strengthen the trust-based relationship, Spuerkeess regularly informs you of changes in the financial markets via conferences and miscellaneous publications.

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BY CHOOSING SPUERKEESS PRIVATE BANKING, YOU

BENEFIT FROM A

STABLE AND RELIABLE PARTNER

A HIGH-QUALITY SERVICE AND INDIVIDUAL MONITORING IN

LINE WITH YOUR NEEDS.



