

Vontobel

Vontobel Swiss Wealth Advisors AG Form ADV Part 3 Client Relationship Summary

June 24, 2020

Our firm, **Vontobel Swiss Wealth Advisors AG**, is a Switzerland-based investment adviser registered with the U.S. Securities and Exchange Commission, with offices in Zurich, Geneva and New York, NY. As an investment adviser, our services and fees differ from those of a broker-dealer, and it is important for you to understand the differences. This document gives you a summary of the types of services and fees we offer. Please visit www.investor.gov/CRS for free and simple tools to research firms and financial professionals and for educational materials about broker-dealers, investment advisers and investing.

What investment services and advice can you provide me?

We offer investment advisory services on a discretionary and non-discretionary basis to retail investors within the scope of a wrap fee program. In a discretionary account, you grant us authority to determine the securities or other assets to purchase or sell in your account from time to time on your behalf. In a non-discretionary account, we provide advice and recommendations and have authority to buy or sell securities and other assets on your behalf, but only subject to your prior instructions – the ultimate decision is made by you. The authority you grant us remains in effect until termination of the client agreement. As custodian, you may select either our affiliate Bank Vontobel AG in Switzerland or Pershing LLC in New York.

Based on your investment goals, needs and risk tolerance, we help you select an appropriate account type, investment strategy and asset allocation. As part of our standard services, for discretionary clients, we monitor your investments and implement the necessary changes to your portfolio on an ongoing basis; for non-discretionary clients, we regularly monitor the investments that are within our recommended investment universe, provide advice on investments proposed by you and recommend changes from time to time. The frequency of account reviews depends on several factors, including market conditions and your requests, but occur no less than annually. You are responsible to inform us of any changes in your investment objectives, individual needs and/or financial situation. Our advice encompasses investments in stocks, bonds, exchange traded funds (ETFs), precious metals and other products in various currencies. Our investment offering is limited by the platforms of the custodian you select and the broker-dealers we use. We generally require a minimum investment amount of CHF 1,000,000 (for discretionary accounts) and CHF 2,000,000 (for non-discretionary accounts), unless this is reduced or waived at our discretion.

Additional information on the services we offer can be found in **Items 4–7** of our **Form ADV Part 2A Wrap Fee Brochure** ("**Brochure**"), which is available on our website at www.vontobeladvisors.com.

Conversation Starters: Given my financial situation, should I choose an investment advisory service? Why or why not? How will you choose investments to recommend to me? What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

What fees will I pay?

We charge an annual wrap fee that is payable in Swiss Francs (CHF) and billed quarterly in arrears. It is calculated as a percentage of the average value in CHF of your total assets held in custody (including cash) on the last day of the prior three months. A minimum flat fee may apply. We debit fees from your account based on the authorization in your client agreement. The fee you pay will vary, depending on the account type, strategy and asset level. Because we offer a wrap fee program, the fee you pay us covers not just advisory services but also custodial fees and brokerage commissions on transactions in your account and is therefore higher than a typical asset-based advisory fee. Because our wrap fee is asset-based, the more assets in your portfolio, the more you will generally pay us. This may give us an incentive to encourage you to increase the assets in your account. However, since the applicable wrap fee percentage declines at certain breakpoints, e.g., CHF 5,000,000, you may pay a lower fee as you increase your assets up to the lower range of the next tier. Our fee does not include certain supplemental services offered by your custodian, such as tax reclaim services, nor does it include the margins, fees and interest, if any, earned by your custodian on certain transactions and products such as foreign exchange transactions or margin loans. Third party fees, such as tax duties and exchange fees, are also not included in the wrap fee. Further, ETFs and mutual funds that you may hold impose certain charges at the fund level (e.g., management fees and fund expenses) that reduce the value of your investment over time.

Vontobel

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying. For additional information about our fees and costs, please see our **Item 4.2** and **Item 4.3** of our **Brochure**, which is available on our website at www.vontobeladvisors.com.

Conversation Starters: Help me to understand how these fees and costs might affect my investments. If I give you USD 10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

What are your legal obligations to me when acting as my investment adviser?
How else does your firm make money and what conflicts of interest do you have?

When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here is an example to help you understand what this means: When you select our affiliate Bank Vontobel AG (the “Bank”) as custodian, the Bank will earn margins and fees on certain products and services it may provide you, such as foreign exchange transactions. While the Bank does not pass on any of the margins and fees that it thus generates to our firm, such revenue benefits the Vontobel group to which we belong, which provides us an incentive to encourage clients to seek products and services from the Bank.

For additional information about our conflicts of interest and the ways we are compensated, please see **Items 4.2, 4.3.1, 4.7 and 9.2.2** of our **Brochure**, which is available at www.vontobeladvisors.com.

Conversation Starters: How might your conflicts of interest affect me, and how will you address them?

How do your financial professionals make money?

Our financial professionals receive an annual fixed salary and are eligible to receive a discretionary annual bonus. For Wealth Management Advisors (WMAs), the factors that management takes into consideration in determining the potential size of the discretionary bonus, if any, include the amount of net new assets attributed to the WMA, the revenue our Firm earns from the WMA’s advisory services and the amount of margins and fees that our affiliate, the Bank, generates on products and services when it acts as custodian. This means that our WMAs have an incentive to encourage clients to increase the assets in their accounts, select investment strategies and services that generate higher wrap fees for our firm and seek products and services from the Bank. For further information on how our financial professionals are compensated, please see **Item 4.7.2** of our **Brochure**, which is available on our website at www.vontobeladvisors.com.

Do you or your financial professionals have legal or disciplinary history?

No. Visit www.investor.gov/CRS for a free, simple search tool to research us and our financial professionals.

Conversation Starters: As a financial professional, do you have any disciplinary history? For what type of conduct?

Additional Information

You can find additional information about us and our services in the **Brochure** on our website at www.vontobeladvisors.com, in any Form ADV Part 2B brochure supplement(s) your representative provides and / or by visiting www.adviserinfo.sec.gov (search with CRD# 154750). You can request up-to-date information and a copy of this relationship summary by contacting us on info@vontobeladvisors.com or on +41 44 287 8111. This document is deemed to constitute “marketing material” under Article 68 of the Swiss Financial Services Act.

Conversation Starters: Who is my primary contact person? Is she or he a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?