



## Vontobel Swiss Financial Advisers AG

### Form ADV: Part 3

### Client Relationship Summary (Form CRS)

#### ITEM 1. INTRODUCTION

Vontobel Swiss Financial Advisers AG (**Vontobel SFA, us or we**) is an investment adviser registered with the Securities and Exchange Commission (**SEC**). We are not registered with the SEC as a broker-dealer. Brokerage and investment advisory services and fees differ, and it is important for retail investors (**you**) to understand these differences. Free and simple resources tools are available for you to research firms and financial professionals at [investor.gov/CRS](https://investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

#### ITEM 2. RELATIONSHIP AND SERVICES

*“WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?”*

We offer investment advisory services to retail investors, trusts, estates, charitable organizations, and business entities such as corporations, limited partnerships, and limited liability companies through wrap fee advisory programs. To address different investment needs, we offer both discretionary and non-discretionary program solutions available in US Dollars, Swiss Francs and Euros. For discretionary services (Managed Solutions), we have several strategies with different types of assets, such as equities, fixed income and other investments offering multi-assets (MAC) or single asset mandates (SAC). You can put reasonable restrictions on our management of your account. For non-discretionary services (Investment Advisory), we have the Investment Advisory (SFA IA) and Investment Advisory Precious Metal (SFA IA PRM) mandates. For those, you are responsible for the implementation of the target allocation and the strategy. As part of our services, we monitor each program's underlying investments. We also perform account monitoring and review client accounts at least annually.

**More detailed information** about our advisory services and minimum account requirements is available in *Item 4: Services, Fees and Compensation* of our Form ADV Wrap Fee Program Brochure (**Wrap Fee Brochure**) at [www.vontobelsfa.com](http://www.vontobelsfa.com).

#### CONVERSATION STARTERS

Throughout this Client Relationship Summary, we've included “Conversation Starters.” These are questions the SEC thinks you should consider asking your financial professional. Please contact your financial professional or us directly for more information.

*“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?”*

#### ITEM 3. FEES

*“WHAT FEES WILL I PAY?”*

We will charge you an investment advisory wrap fee that is calculated as an annualized percentage of your assets under our management. The wrap fee covers not only our investment advice but also most securities transaction costs and fees to a broker-dealer or custodial bank in one combined fee, as explained in more detail in our Wrap Fee Brochure. As it is a bundled fee, the wrap fee will be higher than a typical unbundled fee designed to cover only the investment advice. Since fees are charged based on the amount of assets in your account, we benefit from an increase in assets because we receive more in fees. We charge you an investment advisory wrap fee each quarter.

To assess if our wrap fee is cost efficient for you, you can calculate the amount of transaction and other non-advisory costs you would incur under a non-bundled fee arrangement and determine how that amount, when combined with the typical asset-based advice-only fee, would compare with the wrap fee we charge. We will debit your advisory fee from your account at the end of each quarter to cover advisory services provided for that quarter. Our programs offer the flexibility in fee structures, allowing for negotiation of either a flat fee or a tiered (breakpoint) fee schedule.

**Fees and other charges not covered by your advisory wrap fee.** In addition to the wrap fee, you will also pay certain fees and costs, such as third-party fees and stamp duties, precious metal spot rates and custody fees as listed in the Supplementary Serviced Fee Schedule outlined in the Wrap Fee Brochure. 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 more information, see *Item 4: Services, Fees and Compensation* of our Wrap Fee Program Brochure at [www.vontobelsfa.com](http://www.vontobelsfa.com).

#### CONVERSATION STARTERS

*Help me understand how these fees and costs might affect my investments. If I give your 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 must act in your best interest—we cannot 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 are some examples to help you understand what this means.

- There are various forms of relationships and cooperation between us and our affiliated companies - in particular, Bank Vontobel AG, Vontobel Asset Management AG, and Vontobel Asset Management Inc. These relationships result in additional revenues for us, for our affiliates, and/or certain third parties, which create conflicts of interests of which you should be aware.
- We receive additional revenues from FX transactions executed on your behalf. The more FX transactions we execute on your behalf, the more revenues we and/or our affiliates will earn. This leads to a conflict of interest because there is an incentive for us to make recommendations resulting in FX transactions, even if such FX transactions are not in your best interest.

For more information, see Item 9: Services of Vontobel SFA's Affiliates of our Wrap Fee Program Brochure at [www.vontobelsfa.com](http://www.vontobelsfa.com).

#### CONVERSATION STARTERS

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

More detailed information about our conflicts of interest is available in our **Wrap Fee Brochure** at [www.vontobelsfa.com](http://www.vontobelsfa.com).

#### HOW DO YOUR FINANCIAL PROFESSIONALS MAKE MONEY?

Our financial professionals receive an annual fixed salary. In addition, they are eligible to receive an annual discretionary compensation award, which, while not determined based on the amount of net new money or return on investments, could create a conflict of interest.

#### ITEM 4. DISCIPLINARY HISTORY

*“DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE ANY LEGAL OR DISCIPLINARY HISTORY?”*

No. Please visit [investor.gov/CRS](http://investor.gov/CRS) for a free and 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?*

*Who is my primary contact person? Is he or she 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?*

#### ITEM 5. ADDITIONAL INFORMATION

You can find additional information about our investment advisory services please refer to our website, our Form ADV Part 1A and Wrap Fee Brochure at [www.vontobelsfa.com](http://www.vontobelsfa.com).

**To request up-to-date information or a copy of this Client Relationship Summary, please call +1 855 853 4288 (USA, toll-free) or +41 58 283 8111**