



# *Banque Bonhôte & Cie SA*





### *Foreword from the Chairman*

Welcome! As you peruse these pages you will discover an institution that dates back over two centuries. Our bank was founded in 1815 in Neuchâtel by Louis Petitmaître. Eighty years later, in 1895, it was acquired by the Bonhôte family, whose name it still bears today. Yves de Montmollin, its CEO, and the executive team are all experienced bankers with specialised expertise in wealth management. Like myself, they are partners at Banque Bonhôte & Cie. They all hold a personal financial stake in the Bank, as do many of our staff, and participate actively in its future. There is no greater assurance of stability and rigour than the knowledge that the people you are dealing with have a direct stake in the long-term development of our business, and the pride that we take in our banking heritage is brought to bear in servicing the needs of investors.

Jean Berthoud, Chairman







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## *Table of contents*

**Page 4** Governing Board and Executive Committee

**Page 6** Private Banking

**Page 9** Tailored solution

**Page 10** Institutional management

**Page 13** Independent Asset managers

**Page 14** Bonhôte Fund Solutions

**Page 17** Bonhôte Services

**Page 18** Private Client Partners

**Page 23** Neuchâtel, historic ties

**Page 25** Bern, centre of influence

**Page 27** Biel, a union between two cultures

**Page 29** Geneva, crossroads of the world

**Page 31** Lausanne, innovation and development Hub

**Page 33** Solothurn, Switzerland's baroque jewel

**Page 35** Zurich, at the heart of world's finance

# *Governing board and executive committee*



Robin Richard  
Chief Client Officer  
(CCO)

Cédric Huguenot  
Head of Finance,  
Credit and Risk

Anne-Sophie Müller Chouet  
Head of Legal and  
Compliance

Olivier Vollenweider  
Chief Operating  
Officer (COO)

Jean-Paul Jeckelmann  
Chief Business Development  
Officer (CBDO)

Pasquale De Frino  
Head of Back Office  
Operations

Yves de Montmollin  
Chief Executive Officer  
(CEO)



# *Banque Bonhôte & Cie SA, founded in 1815, has a unique identity deriving from the convergence of two banking traditions.*



Julien Stähli  
Chief Investment Officer  
(CIO)

Claude Suter  
Head of UHNWI &  
Independent Asset Managers

Cyril Lanfranchi  
Head of Marketing &  
Communication

The Bonhôte family acquired the Bank in the 19th century. They were the initiators of our corporate culture, which places great emphasis on the personal relationships and mutual trust that we establish with each of our clients.

In 1992, Jean Berthoud and a group of partners bought out the Bank returning it to private hands. Jean Berthoud, whose own banking heritage dates back to 1785, was CEO of the Bank before his appointment as Chairman of the Board in 2010.

In 2014, Yves de Montmollin took over the management of the bank. He chairs the Group's Executive Board comprising Olivier Vollenweider, Jean-Paul Jeckelmann, Robin Richard and Julien Stähli.

Their solid, multidisciplinary experience acquired in the major financial centres in the United States, Europe and Asia is brought to bear in all the Bank's dealings with its clients. The dynamic approach of this tight-knit, highly motivated team is enhanced by the personal financial stake that each partner has in the future of the Bank. The decision-making process capitalises on the interaction of ideas, ensuring that strategic choices are informed, objective, and risk-managed. The efficiency of our organisation also relies on our high calibre staff whose primary commitment is to provide an outstanding service to our clients.

# *Private banking*

*Even more than a full range of wealth management services, we offer you a partner-like relationship designed to fully achieve your objectives.*



## *Values*

Our detailed knowledge of your expectations allows you to benefit from advice and follow-up that are perfectly tailored to your situation.

Taking the long view, we believe firmly in the virtues of active management and alternative strategies which in the proper doses combine to reduce volatility in portfolios.

We are determined to remain focused on our financial management skills since this is where we possess real added value.

## *A Dynamic Spirit*

Set up in its current form in 1992, Banque Bonhôte has since experienced remarkable growth.

In an environment which is constantly changing, dealing with the complexity of financial markets requires significant resources and focused expertise. Our company therefore continually enhances its human and technological skills in order to satisfy the most exacting requirements.

Its flexible and dynamic organisation enables Banque Bonhôte to offer its private clients a wide range of services that reflect the refined and professional approach it has adopted in the field of global wealth management.







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*Close to our clients and resolutely  
anchored in modernity via direct access  
to the world's main financial markets.*



# Tailored solutions

*Leveraging our personalized approach, we work hand in hand with you to define your risk profile and return objective.*

## *Tailored solutions*

Based on the information we obtain from you, we determine the most appropriate investment strategy. We then proceed to asset allocation and choosing the securities, countries, investment themes and finally the currencies which will be incorporated into your portfolio.

Properly setting your strategy is crucial, as this will influence a substantial portion of your portfolio's performance.

Once the initial allocation has been made, your portfolio will then be actively and individually managed in line with our market trend projections.

Reports containing summarised, transparent information on the performance of your assets are made available to you at regular intervals.

## *Portfolio management*

In today's increasingly complex environment, wealth creation and preservation are equally vital for achieving your objectives.

We firmly believe that a well-structured and regularly adjusted asset allocation process can contribute decisively to generating added value.

Our investment process is calibrated to prioritise companies that are responsible. We also offer discretionary mandates in responsible investment, taking the environmental, social and governance (ESG) criteria of the companies selected for securities portfolios into account.

Our sustainable investment charter ensures that we constantly give priority to responsible investing, especially when returns and fundamentals would otherwise be the same

# *Institutional management*

*We offer a full range of investment services  
within a partnership that will help you achieve  
your objectives.*

## *Our values*

Thanks to our in-depth knowledge of your expectations, you will benefit from advice and subsequent asset management which are both precisely tailored to your circumstances. While giving preference to long-term strategies, we believe firmly in active asset management, which can be combined with alternative investment strategies to reduce portfolio risk.

Our investment philosophy, alongside our efficiency in implementation and our flexibility, represents prime alternative within the world of asset management. Corporate and sustainable investment charters embody our values, ensuring that our responsible investment strategy at all times matches our clients' aspirations.

## *Our strengths*

Our focus lies squarely with investment management skills since this is where we possess real added value. When it comes to financial research, we can rely on our own analysts and a network at the heart of the investor community.

Being independent allows us to select the best external providers, such as financial consultants and global custodians, to offer you truly personalised solutions.

Finally, as a member of the Swiss stock exchange and as an issuer of traditional and alternative investment funds, our Bank can provide you with expertise on the basis of discretionary mandates, specialist advice and trading services.









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*By choosing Banque Bonhôte & Cie SA as your banking partner, you bond with a team of experts that executes your orders, advises you and coordinates your needs with our various specialist departments.*



# *Independent asset managers*

*As a fully dedicated partner, our team supports you in the administration of your clients, allowing you to focus on your core business: wealth management.*

## *Proactive Partnership*

In addition to the complete services of a custodian bank, our human size guarantees personalised administrative follow-up enabling you to focus on your core business.

Our experience in wealth management helps target your requirements precisely, resulting in innovative services.

You benefit from the support of a dedicated and dynamic team, leveraging multidisciplinary experience and acknowledged expertise.

Our advisers will be more than happy to assist you from our headquarters in Neuchâtel and our branches in the German and French-speaking parts of Switzerland.

## *Trading Services*

As a member of the Swiss stock exchange and in association with respected brokers, we can provide you with access to most of the world's securities trading centres.

As all orders go directly to our own trading room, they will be executed instantly hence, your transactions will remain strictly confidential.

## *E-services*

Bonhôte Access, our IT solution for professionals, provides secure, detailed viewing of your clients' portfolios.

# *Bonhôte Fund Solutions*

*Bonhôte Fund Solutions is a state-of-the-art service dedicated to identifying and sharing top fund-investment opportunities.*



## *A collaborative platform*

It creates true value in the form of an investment community that pools the fund-selection expertise of the Bank and several of its institutional partners. Bonhôte Fund Solutions is driven by a philosophy that champions boutique funds over large institutions and favours active management over plain index tracking.

## *Fund managers*

We also use this platform to help fund managers expand business ties and to participate in projects spearheading the development of new talent.

## *Products selection*

The products selected by Bonhôte Fund Solutions are offered exclusively to our clients. Some are also available to institutional investors in Switzerland.









# *Bonhôte Services*

*Bonhôte Services offers legal and tax solutions to protect and preserve your personal wealth and business assets. We offer tailor-made solutions, adapted to your specific circumstances and needs.*

## *Tailored advice*

Bonhôte Services has a strong experience, in Switzerland and globally, build up over a period spanning more than 30 years. Our legal and tax experts advise you on the best solutions for your personal situation, wherever your place of residence or assets may be.

## *Tax and financial planning*

Bonhôte Services has the expertise to structure your assets to serve a wide variety of needs, from optimising transactions and safeguarding assets to enabling philanthropic pursuits and succession planning. We work with a diverse spectrum of legal instruments such as foundations, wills, life insurance policies and other types of contract. Continuity in the management of your wealth is ensured by our dynamic, diligent and efficient team. We guarantee high professionalism, cooperating with international experts whenever necessary.

## *Art services*

Bonhôte Services also offers comprehensive advisory and management services in relation to art, ranging from administration of art collections to advice and assistance with transactions including lending to museums and charitable donations.



# *Private Client Partners*

*Our family office service comprehensively manages your family heritage from every angle.*

## *Analysis*

Our family office specialists at Private Client Partners analyse your needs and appraise the value of your assets while also establishing family-related and risk profiles.

## *Customized strategy*

Our family office service establishes an individual strategy based on your expectations with investment restrictions and personal risks taken into consideration. As well as securing a regular income, this strategy is designed to preserve capital in the long term. The investment process, which aims for moderate capital gains and low fluctuations in value follows a «common sense» approach.

## *Implementation and monitoring*

The strategy is subject to continuous reporting, monitoring and adjustments. Private Client Partners is responsible for the administration of your client record together with asset consolidation, payment transactions and documentation. Consolidation services are also available to institutional clients. Information on assets is delivered quickly through the most appropriate channels.

## *Over twenty years in the business*

With over twenty years of experience, we count ourselves as experts in the fine art of asset consolidation. At the same time as offering a clear overview of assets, we can also manage both financial and non-financial assets, draft management reports and provide custody services. Automated interfaces with various Swiss and foreign banks allow for a seamless service.









# *A private bank for our time*











## *Neuchâtel, historic ties*

Neuchâtel has survived many economic challenges over the centuries, while remaining an oasis of tranquillity, discretion and hospitality. Far from the turmoil of more imposing cities, another way of life flourishes here.

Situated on the shores of the largest all-Swiss lake, which laps at the very heart of the town, the gentle peaks of the Jura Mountains rising on the horizon, Neuchâtel was perhaps destined to be special. Its historical centre, with its ochre-coloured stone facades quarried from nearby Hauterive, dates back to the 17th century and bears witness to its past as a principality. Its cultural prestige is perpetuated through its distinguished university and other renowned research institutions.

Neuchâtel was quick to establish itself as an excellent economic centre, initially in such industries as the production of *indiennes* – painted canvasses the first of which date back to the 18th century – and above all, watchmaking. Later, the town earned its spurs in the technological revolution, and today Neuchâtel enjoys an international reputation in cutting-edge sectors such as information technology, micromechanics, pharmaceuticals and, of course, prestigious watchmaking. Many internationally renowned companies have located their head offices here.

An intricate relationship has gradually built up between Banque Bonhôte and its home town of Neuchâtel. The stately building that houses our head office was built in 1839 and is an integral part of Neuchâtel's history and architectural tradition. The ties that bind the Bank to the town derive from its in-depth knowledge of the economic, legal and tax environment of regional investors and its ability to meet their specific needs.



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## *Bern, centre of influence*

Bern, the capital of Switzerland, is nestled midway between the Jura Mountains and the welcoming, fertile plains of the Three Lakes region. The imposing walls of the city, dating back to the time of the Zähringens, contrast with the easy-going, lively atmosphere that reigns within.

Caressed by the fast-flowing waters of the Aar River, Bern, with its zigzagging arcades, is the epitome of a vibrant city. The surrounding forests and gracious peaks of the Bernese Oberland offer visitors an enchanting backdrop.

Situated in the centre of Switzerland, Bern has for centuries been a place of inspiration and convergence for writers, artists and musicians of every style.

At different times in its history, the Canton of Bern has been a pioneer in adopting new technologies (railway, hydroelectric power, automation). Their impact on the narrow streets gave the city the stylish appearance it has today.

The location of the offices of Banque Bonhôte et Cie SA in the beautiful Hôtel de Musique, reflects our wish to be near our clients in the Bern region and further afield. Our team of experienced and respected bankers brings to bear the wealth management culture, the tradition and the dynamic spirit that is the hallmark of our Bank. Situated on the Place du Théâtre, in the heart of the town, under the benevolent eye of the famous clock tower, the Zytglogge, these premises provide the most beautiful setting in which to receive our clients.



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## *Bienne, a union between two cultures*

Bienne, the largest bilingual town in Switzerland, situated midway between Geneva, Basel and Zurich, spans two cultures, those of the French- and German-speaking regions of Switzerland.

The town's rich identity lies in its urban landscape and surrounding areas. The old town in the centre of the city is a monument to its glorious past, a reminder of the dynamism with which the modern agglomeration was built. Beyond, the gentle countryside nestles between lake and mountains. Water abounds in Bienne and in the Three Lakes region, a land determinedly reclaimed from the marshes.

Bienne and Neuchâtel are situated along the same Jura mountain chain and share common cultural and economic traditions, which very early on turned the towns into a showcase for the watchmaking industry. More recently, as the economic landscape was transformed by significant structural changes, Bienne successfully invented other strategies to pursue its expansion. Today, while continuing to develop its industrial expertise in the watchmaking and micromechanical sectors, Bienne has branched out into the service sector, where it is particularly strong in telecommunications and information technology.

Geography, history and tradition inextricably link Bienne with Neuchâtel and Banque Bonhôte et Cie SA is there, sharing its extensive private banking experience and listening to investors whose preoccupations and way of life are very close to each other.

Our presence in Bienne also confirms our commitment to regional development, and to maintaining personal contacts at the heart of our approach.



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## Geneva, crossroads of the world

Geneva - the very name of Calvin's city brings forth a host of images testifying to an eventful history and to a present that continues to brim with new developments. Situated at the heart of a great road and rail network linking the Mediterranean and the North Sea as well as Italy and France, Geneva soon carved out its destiny as a centre of trade, commerce and finance. Banking quickly rose to prominence on the back of economic growth and vigorous manufacturing, projecting its reputation into the far corners of Europe. The Geneva banking industry provided the Continent's royal courts with illustrious advisers and ministers.

The city has continued to develop since and has acquired an international dimension, mainly by asserting itself as a capital of wealth management. On the geopolitical front it is home to a large number of international organisations and NGOs, including the UN and the International Committee of the Red Cross. Cosmopolitan Geneva from this standpoint is the rich and diversified centre of an economic, humanitarian and cultural community.

Our office in Geneva marks our penchant for proximity. Our wish is to be near clients residing in or visiting a city that has benefited fully from its endowments as a hub of international finance, and yet has remained deeply attached to its Swiss identity. Our Bank enjoys an unparalleled infrastructure, an environment conducive to the development of private banking, and a pool of financial professionals who combine dependability and top-tier skills. The dynamic spirit and range of services that have forged the reputation of Banque Bonhôte & Cie SA are also immediately accessible in the heart of Geneva. Our branch is located in the banking district, close to the Grand Théâtre that houses the city opera, and at the foot of an historic old town gazing resolutely on the world beyond.



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## *Lausanne, innovation and development Hub*

Although there are traces of human activity in the Lausanne region dating back to 6000 BC, it was not until the second half of the 18th century that, little by little, the city began to acquire international prestige. This was the result of accounts written by travellers like Jean-Jacques Rousseau who were impressed by the area's beautiful landscapes, pleasant climate and cultured society.

The early 19th century marked an important period in Lausanne's demographic, economic and cultural development. Tanneries, textile mills, dyers and other new industries sprang up and flourished throughout the region from around 1830 onwards. Public baths opened. Glovers and jewellers made names for themselves that rivalled the reputation of Geneva craftsmen. It was also at this time that the first banks set up.

Nowadays as a cultural centre, hub of innovation for French-speaking Switzerland and Olympic capital of the world, Lausanne is one of the Lake Geneva region's main economic engines. The city is home to numerous international federations and associations and to globally renowned schools that include the Swiss Federal Institute of Technology in Lausanne (EPFL), the Faculty of Business and Economics (HEC) and the Lausanne Hotel Management School (EHL).

Lausanne is also a meeting point between the Lake Geneva area and Neuchâtel. With Banque Bonhôte et Cie SA it shares the love of work well done, expertise and a trailblazing spirit. Present in both regions, viticulture and agriculture embody values rooted in the earth.

Bank Bonhôte's branch is located at 5, rue du Grand-Chêne, within short walk of Lausanne Palace. These premises were formerly occupied by Bugnion, a prestigious private bank from another era.



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## *Soleure, Switzerland's baroque jewel*

Solothurn combines Italian charm with French splendour and the down-to-earth attitude of the German-Switzerland.

From the time of the Reformation until the late 18th century, it was the city where the French ambassador was stationed by the Kings of France, and some of the architecture still testifies to this era of diplomacy. Churches, city gates and towers all bear witness to a stately tradition. Ecclesiastical buildings of European significance such as the St Ursus Cathedral and the Jesuit church are located within a perimeter that can be easily covered by foot.

The number 11 – a core part of the city's identity – is omnipresent. Solothurn has 11 churches, 11 museums, 11 fountains, for example. The myth of the number 11 stems from a legend. It was said that the inhabitants of Solothurn lived glum lives. The sound of laughter was never heard. So the kingdom of the elves decided to dispatch 11 little elves to the city, all dressed as children, to show the people how they too could be happy. Since that time, laughter and merriment have been common in the city.

The mechanical engineering industry, precision watchmaking and microelectronics have long been a feature of the Swiss Jura region, and Solothurn is no exception. From this manufacturing tradition have emerged industry leaders able to contend with the best and brightest on the global stage.

The new branch of Banque Bonhôte & Cie SA completes a line of offices running parallel to the Jura mountains, stretching from Geneva to Solothurn.



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## *Zurich, at the heart of world's finance*

Zurich is a beautiful lakeside city that radiates dynamism and culture, a major metropolis that has managed to retain its small-town charm. It is Switzerland's main academic and economic hub as well as being a global centre for banking and finance, ranking alongside London, New York, Hong Kong, Singapore and Tokyo.

Here, in a prestigious location in the heart of Zurich's business district, Banque Bonhôte & Cie SA has now opened a branch. This follows its acquisition of Private Client Partners SA, a bank specialising in family office services, which chose as its location a building on the banks of the River Limmat, right by the Grossmünster church and a stone's throw from the famous Paradeplatz. Founded in 1998, it provides administration, asset consolidation and wealth management advisory services to clients in German-speaking Switzerland and around the world.

With the acquisition of Private Client Partners SA, therefore, Banque Bonhôte & Cie is once again forging closer ties with its clients, in line with its strategy. Zurich is familiar territory for Bonhôte, since it already has clients in the city along with strategic partnerships with several local firms.

For Bonhôte, a Neuchâtel-based private bank, the opening of its Zurich branch is an entrepreneurial and highly symbolic move, opening a new chapter in its 200-year history and giving it a presence throughout Switzerland's Central Plateau, from Geneva to Zurich



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