

towards your investment objective

investments







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1

We are guided by **what motivates you**

Wealth, that can mean a lot of different things. You may have acquired wealth on your own merits or it may be based on old money that has been in your family for years. Wealth means freedom, but it also evokes dilemmas and deliberate decisions. Decisions that we would like to help you with.

Investing is a way of getting more out of your assets. But what are your reasons for investing (some of) your assets? Your answer to this question is our guide to advise you in the best possible way.

Investing at ABN AMRO Private Banking

You can invest at ABN AMRO Private Banking in several different ways. You can, for example, delegate the management of your investment portfolio to our investment specialists. But perhaps you would like to be involved in some way. If so, you can opt for one of the three possibilities in which you invest together with an investment advisor, but still taking your own investment decisions. Or would you rather invest fully independently? That, too, is possible at ABN AMRO Private Banking. We would like to help you make the right choice to achieve your personal investment objective. That is ultimately what investing is all about.

You determine how to proceed

Aspirations and objectives can change over time. The investment specialists at ABN AMRO Private Banking are therefore always interested in what affects you. Are your investments still proceeding in the right direction? Or do you need to change course because your personal situation has changed? We are guided by what motivates you.

This brochure describes the investment solutions offered by ABN AMRO Private Banking. Detailed information is available on our website www.abnamroprivatebanking.lu and in the individual Information Cards. You can, of course, also contact your private banker.

2

Fitting solutions for every investor

Investing has become increasingly complex in recent years. It requires insight into the financial markets. And it also demands scrupulous professional guidance and the right tools for taking investment decisions. At ABN AMRO Private Banking you will find fitting solutions, expertise and support. The key question is the extent to which you want to take advantage of market developments.



Portfolio Management

Would you like to delegate the management of your investment portfolio to our expert portfolio managers?

You can easily do so with one of ABN AMRO Private Banking's five portfolio management mandates. Your investments will then be placed in the safe hands of your own portfolio manager. He or she will manage your portfolio conscientiously, in accordance with your specific wishes. So there will always be a mandate that you will feel comfortable with.

» Chapter 3 gives more details of our portfolio management mandates.



Investing with advice

Would you rather take your own investment decisions? And do you enjoy studying the financial markets? You do not have to do this on your own. The investment advisor at ABN AMRO Private Banking will be happy to act as your alert and adroit sparring partner who takes account of your personal wishes and preferences. Depending on how actively you want to engage with your investments, you can opt for Portfolio Investment Advice, Active Investment Advice or Trading Investment Advice. Together with your investment advisor you build up your investment portfolio. You have access to all the tools and information you need to take your own investment decisions.

» Chapter 4 gives more details.



Execution Only

Do you prefer to maintain control over your investments, without the intervention of an investment advisor? And do you have enough knowledge and experience in investments and financial markets? Then Execution Only may be the best option for you. You are 100% in control of your investments. You take the decisions, we take care of the best execution.

Your personal choice

How you invest is a personal choice. Your objective, lifestyle and the time you have available all influence that decision. How far in the future is your target? Where are you heading? And how much time do you have to get there? The extent of your engagement with your portfolio is an important factor of the investment form that is most suitable for you. The following table shows all the investment forms offered by ABN AMRO Private Banking. It includes the extent of the involvement required by each investment form and the speed at which you can respond to market developments. Your private banker will be pleased to help you pick the investment form that is right for you.



3

Your investment portfolio is in safe hands

Experience, expertise, empathy and commitment. That is what you can expect from a professional portfolio manager. Your invested assets are involved and you do not hand them over to others lightly.

Your investment specialist is guided by what motivates you. That requires empathy and commitment. He or she understands, recognizes and acknowledges what motivates you and can therefore recommend the right portfolio management mandate for you. And that recommendation will take account of your interests, your personal wishes and your investment objective. You can therefore rest assured that your portfolio is invested in the most suitable manner. You have no need to worry about your investments and that gives you peace of mind.

Portfolio management mandates of ABN AMRO Private Banking

ABN AMRO Private Banking gives you the choice of five different portfolio management mandates. Each mandate refers to a different asset allocation with specific basic principles. Before you get together with your investment specialist to decide on a mandate, it is a good idea to first answer a few questions. For example, is generating income your reason for investing? Or is long-term growth of your investment portfolio your main aim? Is sustainable investment a crucial factor in your decision? Do you prefer diversification through investment funds? Your answers to these and other questions will determine the portfolio management mandate that best suits you. Your attitude to risk is another important factor.

» More information in chapter 5.

Multi Manager Mandate

The **Multi Manager Mandate** invests on your behalf in the investment funds of well-known fund houses such as BlackRock, JP Morgan, Fidelity and Skagen. These funds are managed by fund specialists. But also the macroeconomic outlook, investment style and a sound investment process are important.

Classic Mandate

If you opt for the **Classic Mandate**, your portfolio will consist mainly of individual equities and/or bonds. This mandate may also include investment in specific investment funds.

Sustainable Investment Mandate

Do you prefer to invest in socially responsible enterprises? The **Sustainable Investment Mandate** invests in companies at the forefront of corporate social responsibility, the environment and governance. After careful screening, equities are selected in close collaboration with the sustainable portfolio manager Triodos MeesPierson.

Dynamic Asset Allocation Mandate

The **Dynamic Asset Allocation Mandate** aims to achieve an optimum spread between equities, bonds and cash. This mandate is particularly suitable if you want to take advantage of short-term opportunities in the market and are prepared to accept more risk in your investment portfolio.

Customised Mandate

Are you looking for more customisation? The **Customised Mandate** tailors your investment portfolio to your specific wishes or criteria. That is customised investment. This mandate is very suitable for institutions and enterprises.

Well informed and optimally managed

When you choose portfolio management, you opt for peace of mind and security. Your investment portfolio is in expert safe hands and you can rest assured that your investments are being managed in the best possible way. Your investment specialist responds to current events in the market. And you are kept updated on transactions and your return performance.

Insight into your investments

On a regular basis you have a one-on-one meeting with your portfolio manager, who goes through your investment portfolio with you. At any time, your private banker can provide you with an asset statement. In addition, you receive a regular, paper or electronic, asset statement. This shows the exact status of your investment portfolio. And if you need to talk about your investments for any reason in the meantime, you are naturally very welcome to do so. The optimum management of your portfolio in any case requires an insight into your personal situation.

Straightforward all-in fee

For each portfolio management mandate an all-in fee is applicable. You thus know precisely where you stand.

»» **For current fees, ask your private banker for the Pricing Card.**





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Investing with expertise

Do you like to follow the financial markets and do you want to keep control of your own investment portfolio? At ABN AMRO Private Banking you can manage your own investments, be it with the advice and assistance of an expert investment advisor.

You decide how actively you want to engage with your investments, choosing between Portfolio Investment Advice, Active Investment Advice and Trading Investment Advice. You and your private banker discuss your financial situation, wishes, personal investment objective and the risk that you can and will accept.

If you opt for Investing with Advice, you take your own investment decisions. But you still have the advantage of the expertise and adroitness of your personal investment advisor, since he or she advises you on the composition of your investment portfolio. And the more active you are as an investor, the more often you will have contact with your investment advisor.

Fees

For current fees for Portfolio Investment Advice, Active Investment Advice and Trading Investment Advice, please ask your private banker for the Pricing Card.



Portfolio Investment Advice

You have a prudent and cautious attitude towards your investment portfolio. Your aim: a balanced performance. You are interested in investing, but taking a risk with your carefully constructed portfolio does not appeal to you. You would therefore like to be advised by an expert investment advisor who understands the objective you are focusing on.

► **Balanced investment**

With Portfolio Investment Advice you benefit from the expertise of your personal investment advisor. He or she is the trusted expert who monitors your investment portfolio. For example, he or she analyses several times each year whether the asset allocation in your portfolio still matches your risk profile. You therefore have regular contact to discuss investment opportunities, either face-to-face, by telephone or in writing. Moreover you have constant access to the latest stock market news, our investment outlook, model portfolio and information on the financial markets. As for investment decisions, you take those yourself.

► **Suitable for you?**

This comfortable way of investing is particularly suitable if you want to focus on long-term portfolio growth.

»» **The Portfolio Investment Advice Information Card contains detailed information on this investment form.**

Active Investment Advice

The world is open to you and chances are there to be grabbed. You want to be actively informed about any interesting investment opportunities that you can use. What you are looking for is a dedicated investment advisor who studies the financial markets closely. Somebody with whom you can confer regularly.

► **Active investment**

With Active Investment Advice you benefit from the expertise of your personal investment advisor; he or she is your vigilant coach who points out interesting investment opportunities for the (medium) long term. Somebody with whom you have regular contact in order to exchange views on investment news and relevant market developments. An investment advisor who is in step with you and who understands where you are heading with your investment portfolio. And who realises that you yourself will decide what investments to buy and what to sell. Moreover, you have constant access to the latest stock market news, our investment outlook, model portfolio and extensive information on the financial markets.

► **Suitable for you?**

This active way of investing is particularly suitable if you want to focus on investing for the (medium) long term.

»» **The Active Investment Advice Information Card contains detailed information on this investment form.**

Trading Investment Advice

A challenge, that is what you are looking for. Including in relation to your investment portfolio. Because investing is dynamic. You are a real trader who is completely self-confident in the investment world.

► **Trading investment**

What you need is a sparring partner who understands precisely which investment opportunities you will find interesting. Someone with whom you have intense personal contact several times a week. To talk over unique and current investment opportunities for the short-term. But also to discuss interesting investment products such as structured products and options. Your investment advisor has a unique understanding of what a real dynamic investor needs. And realises that you will take your own buying and selling decisions. Moreover, you have constant access to the latest stock market news, our investment outlook and extensive information on the financial markets.

► **Suitable for you?**

Trading Investment Advice is particularly suitable if you are prepared to take above-average risks and have a lot of time to actively engage with your investment portfolio.

»» **The Trading Investment Advice Information Card contains detailed information on this investment form.**

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Your investments and your risk profile

The composition of your investment portfolio depends on your chosen risk profile, your personal situation and your investment objective.

Whether you want to grow your portfolio or just generate income in the short-term. The extent of the knowledge and experience of investing that you possess and your attitude to risk are also important.

Six risk profiles

ABN AMRO Private Banking refers to six different risk profiles. Each risk profile corresponds to a different asset allocation divided between equities, bonds, alternative investments and cash. Our investment experts come up with the optimum asset allocation for each risk profile. A pre-set margin also applies. This margin defines the minimum and maximum that may be invested in equities, bonds, alternative investments and cash instruments. If security prices rise or fall, the recommended allocation may also change. So the investment experts may allocate a greater or lesser weight to each asset class. Your private banker checks with you regularly that your investment form and chosen risk profile are still best for you.

Investing with advice model portfolios

Do you invest via Portfolio Investment Advice or Active Investment Advice? For each risk profile there is a model portfolio that comprises the optimum spread between the four asset classes. You can base your own investment portfolio on this model portfolio. But you can also deviate from it. Your investment advisor will be pleased to advise you on this. Your investments thus comply precisely with your wishes, targets and outlook. If you opt for Trading Investment Advice, a model portfolio will not apply.

More information

The Brochure Risk Profiles contains detailed information on the six ABN AMRO Private Banking risk profiles.



Make an appointment

This brochure tells you about the investment solutions offered by ABN AMRO Private Banking. It is up to you to decide which investment form is best for you.

Make an appointment with your private banker in order to start investing. He or she can tell you more about the specific contracts and will be happy to help you choose the investment form that is best for you.

An information card with full details is available for each investment form. You can also click www.abnamroprivatebanking.lu



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About

ABN AMRO

Private

Banking

Our aim at ABN AMRO Private Banking is to help you realise your personal ambitions.

We are guided by what motivates you. We personalise our advice and together with you we select the best solutions to maintain and grow your portfolio.



The best from your investments

Our (investment) specialists worldwide shape the investment policy of ABN AMRO Private Banking on a daily basis.

You benefit from the knowledge, experience and expertise of our economists, analysts, investment specialists and portfolio managers. They are represented in the Global Investment Committee, the overarching investment committee of ABN AMRO. This committee pools all information and so determines ABN AMRO's investment outlook.

Our investment advisors and portfolio managers use the investment outlook, research and investment opinions in order to give appropriate advice and to carry out ABN AMRO Private Banking's various portfolio management mandates. And even if you take your own investment decisions, you can, of course, still benefit from the expertise that ABN AMRO Private Banking has in house.



Knowledge and expertise

The economists at ABN AMRO's Economics Bureau track and analyse macroeconomic trends. They focus mainly on the long-term and monitor global developments in the economy, in regions and sectors, in interest rates, and in the exchange rate for the euro and other currencies. They comment on current events and come up with fundamental forecasts for the longer-term.

The analysts in our Research & Strategy team closely track developments in all asset classes and in the main financial markets. Recommendations for all bond categories are formulated in the fixed income sphere. The equity research team concentrates mainly on strategic and thematic equity research.

Morningstar, a leading source of independent investment analysis, provides all global research on large individual companies. Thanks to our collaboration with Morningstar, you benefit from top quality equity research.

Lastly, the specialists at ABN AMRO Advisors make an independent selection from the investment funds on offer worldwide. Each fund operator has its own investment style and picking the right funds is an on-going process. ABN AMRO Advisors has developed a specific methodology for the optimal selection of investment funds, taking into account recent market developments.



Peace of mind and stability

ABN AMRO Private Banking is a one-stop shop, providing a full range of private banking services. These include routine banking transactions, wealth transfer, investment advice and portfolio management.

We take you through our recommendations step by step. This enables you to make well-informed choices, including choices regarding your investments. That gives you peace of mind, stability and security. And that is precisely the intention.

ABN AMRO Private Banking Luxembourg our office

ABN AMRO Bank (Luxembourg) S.A.

Espace Kennedy

46, Avenue J.F. Kennedy

L -1855 Luxembourg-Kirchberg

Phone: +352 2607 1

Fax: +352 2607 2999

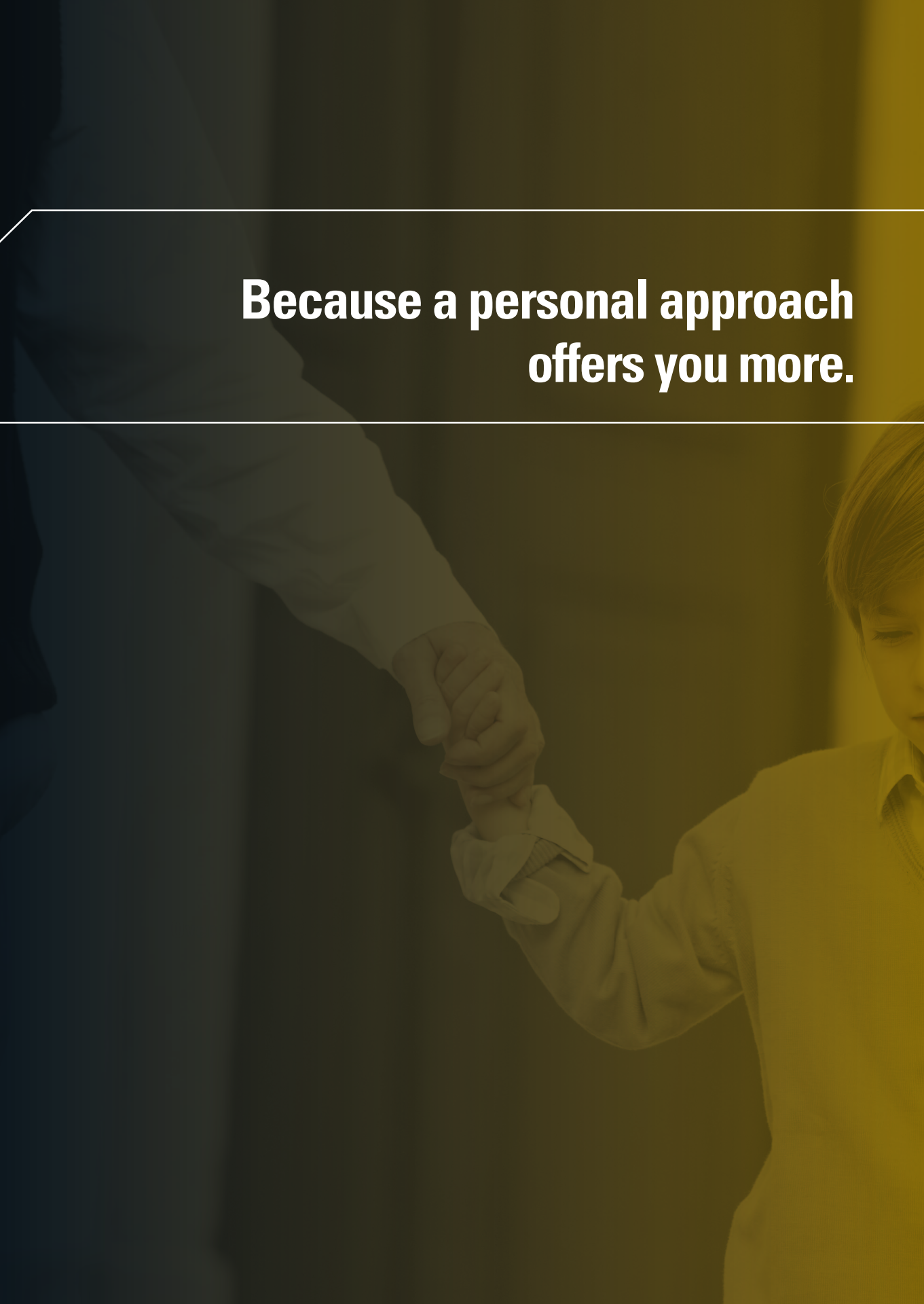


For more information, visit our
website:
www.abnamroprivatebanking.lu

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A background image showing a person's arm and hand holding a young child's hand. The person is wearing a light-colored, long-sleeved shirt. The child is wearing a light-colored shirt and a dark tie. The image is overlaid with a dark, semi-transparent yellow filter. A white line with a diagonal cutout is positioned above the text.

**Because a personal approach
offers you more.**