

Welcome at
Delen Suisse

DELEN

SUISSE

A company of the
Delen Private Bank group

For today and tomorrow



Welcome

Looking for experts to manage your assets?
Then come and meet Delen Suisse, part of the
Delen Private Bank group.

I am a relationship manager, and am happy to
show you what we have to offer.

What makes Delen Suisse stand out? The answer
is simple. Five core values guide us in what we do
and how we do it. Our clients often refer to this
as the 'Delen touch'. A feeling you will discover in
this brochure, or when visiting our office and our
digital channels.

You wish to take care of your assets, aiming for
balanced and long-term growth. What that means,
evolves throughout your life. Because new times
bring new wishes, questions and needs.

And I? I walk beside you, with new answers and
solutions.

In this brochure you find out exactly how that
works.

Your relationship manager

8 Five questions about your wealth

8 How do I build my assets sensibly?

10 How do I benefit from responsible investing?

12 When do I start planning my financial future?

14 What about my company assets?

16 A personal yet prompt service, is that possible?

18 Switzerland, safe haven for your wealth

20 Our values

22 Delen in numbers



How do I build my assets sensibly?

Focus on your financial freedom

You dream, plan ahead and aim to steadily grow your assets in order to fulfil your dreams.

If you lack the time, you can leave the management of your assets in the hands of our experts. That is the expertise of Delen Suisse: wealth management in your name, otherwise known as discretionary wealth management.

What is in it for you? Comfort and peace of mind, with your assets in capable hands.

What you can expect from us:

- durable investment opportunities, without losing sight of the risks
- a portfolio put together according to your investment profile
- an attractive long-term return
- a responsible portfolio with a wide range of securities
- an up-to-date overview through the Delen app and Delen OnLine

Your portfolio, carefully composed

You entrust your assets to our experts. And then?

We start from a responsible investment philosophy, following guidelines for durable investments and balancing risk and return. You can find out more about responsible investing on the next page.

How do we put this into practice?

The fund managers of the Delen Private Bank group focus first on the broad macro-economic sense.

They then distill future-oriented topics such as population ageing, transition of energy and digitalisation.

From there, the best-in-class companies with a sensible and long-term business strategy are selected.

As a result, you obtain a robust portfolio of equities and bonds.

How do I benefit from responsible investing?

The logic behind responsible investing

What if you wish to grow your assets and simultaneously make the world slightly better?

With the responsible investment process of the Delen Private Bank group, you can. We apply this process to the entire portfolio under management, for all clients. By doing so, your assets have a voice in the debate surrounding responsible investing.

It makes sense for your return to go hand in hand with a responsible investment. Because a company striving for long-term profitability will not only consider hard numbers, but will also pay attention to ESG (Environmental, Social and Governance) standards.

Naturally, Delen Private Bank itself also strives to be a sustainable organisation. We make efforts to reduce our CO2 emission (for example through green electricity, an electric car fleet, etc.), support social and scientific projects and expand our digital services.

Investing in 3 steps

Responsible investing is rarely a black-and-white story. More often than not, it is a process of consultation, close monitoring and continuous improvement. The Delen Private Bank group has developed a responsible investment strategy based on three pillars.

Integration

The investment process integrates financial data as well as insights on sustainability performance, using data from Sustainalytics. Favourable ratings lead to investments. If sustainability efforts prove to be insufficient or unfavourable, there are two options:

Dialogue

Our fund managers enter into dialogue with companies to support them in their journey towards responsible business practices. With your shareholder voting rights, they can steer decisions in the right sustainable direction. EOS, a globally renowned independent team of ESG experts, advises them throughout this process.

Exclusion

Companies with activities or a corporate culture that do not align with our sustainable values, are not included in the portfolios.

Through your investments, you are thus pushing companies towards sustainable policies in three ways. This impact cannot be overestimated: As at December 31, 2024, more than 47 billion euros of client assets were invested responsibly by our fund managers.

When do I start planning my financial future?

It all starts with the story of your assets

When planning your wealth, three questions should be kept in mind:

What is the current state of your wealth?

All information about your wealth, family, business life, and various important documents are brought together in a highly secure digital archive. This gives you a detailed overview of your investments, your real estate, group insurance, artworks, and so on. Additionally, a family tree summarises all ownership rights.

What impact does your life path have on your wealth?

We analyse the impact of life-changing events: marriage, receiving a gift, retirement, etc. With a simulation of your wealth evolution and inheritance taxation, you know exactly where you stand.

What actions can you take today?

We create a wealth plan tailored to your financial, professional, and personal future plans. You have access to a wide range of planning techniques, which we discuss in more detail in the following chapter.

If you have the answers to the three questions above, then you are already well on your way to shape your financial future.

Bridging the gap between today and tomorrow

Looking ahead gives you a head start. That is also true for financial matters. With suitable planning techniques, you bridge the gap between your wealth today and your financial situation in the future, taking into account your life path, your professional choices and your financial goals.

We draw up a roadmap for your assets, outlining the actions you can take today to further strengthen your wealth and how to efficiently transfer your wealth to the next generation. Together we can review your marriage contract and explore the benefits of a will, gift, inheritance insurance and power of attorney.

You can also rely on our team of experts for more complex matters, such as the succession or acquisition of your company, structuring your movable and immovable assets, inheritance and gift tax, or taxation.



What about my company assets?

Delen and your company

You can also rely on our expertise in wealth management and planning for your company assets.

This involves technical analyses as well as fiscal and legal considerations like dividend received deduction (DRD) and liquidation reserve, to name a few. You can find more information in the column on the right.

Additionally, our experts are at your disposal for various legal and fiscal aspects surrounding your company.

This service is only available to clients with a Belgian company.

Tax-efficient investing in a DRD fund

Does your company want to invest in equities? Delen Private Bank group's DRD fund (dividend received deduction) allows you to do this tax-efficiently.

If your company invests in our DRD fund, the capital gains and dividends are almost entirely exempt from corporate tax.

And the benefits do not end there. Thanks to the optimal diversification of the DRD fund, you spread the risk and put the expertise of our financial specialists to work. Naturally, our responsible investment principles also apply to the DRD fund.

The DRD fund can be put to use in the liquidation reserve, for example. The liquidation reserve involves the excess cash in your company that you set aside for a number of years, after which you can transfer it to your personal assets in a tax-efficient way. Rather than keeping the cash on a savings account during that five-year period, you can invest the reserve in our DRD fund.

This service is only available to clients with a Belgian company.

Both efficient and personal

A confidential conversation is best held in a familiar setting: a welcoming environment where you feel comfortable discussing complex and delicate matters.

Preferably, you talk to someone who knows you well. That someone is me, your relationship manager. I am your direct and personal contact person at Delen Suisse. And, if needed, our experts are there to answer more complex financial, legal and fiscal questions.

But what if things need to happen fast or remotely? Then you can rely on our digital services. With the Delen app and Delen OnLine, we are always close to you.

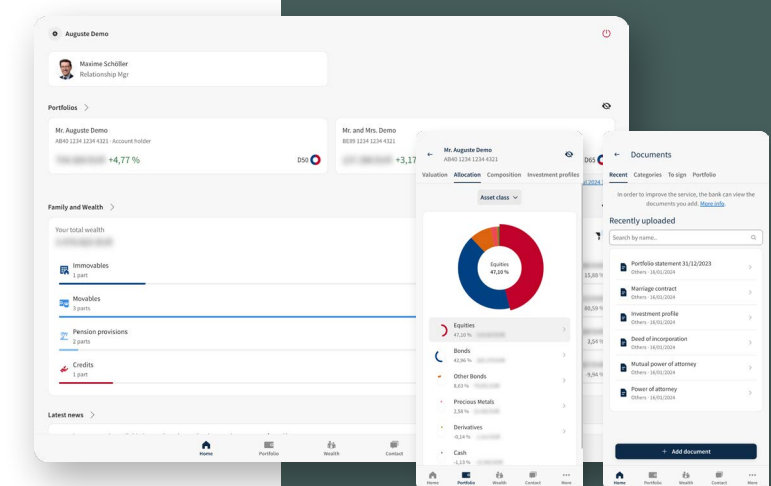
A personal yet prompt service, is that possible?

Your digital connection with Delen Suisse

Safe and swift contact with Delen Suisse via your laptop, tablet or smartphone? Thanks to the Delen app and Delen OnLine, you can manage your financial affairs anytime, anywhere.

Some useful features:

- Access every detail of your portfolio.
- Obtain a complete overview, by combining all your portfolios.
- Get a complete overview of your family wealth.
- Add documents to your digital archive.
- Sign your bank documents digitally.
- Contact your relationship manager discretely and safely.



Welcome

The Delen Suisse team, consisting of financial, legal and tax professionals, is at your service. Our specialists bring the strengths of Delen – personal service, expertise and operational efficiency – to life in the unique and specific context of Switzerland. The team has been led by Thierry de Groote since 2017.

Delen Suisse is a company of the Delen Private Bank group. The shareholders of the group, the Delen family and the Ackermans & van Haaren group, support us in imparting our long-term vision.



Meet our team

The 5 advantages of Switzerland

Switzerland's advantages as a safe haven for your assets are well known. The country offers you:

- political neutrality and economic stability
- an advanced banking system with a long tradition
- a sophisticated legal framework
- innovation in financial services
- access to a highly educated workforce

Curious to find out how we translate these advantages into our services? Come and talk to us.



Our values guide us in everything we do

Personal

It is important to know who manages your assets, and to put a face to a name. You can find some of these faces in this brochure. Your relationship manager takes a personal, accessible and discreet approach – in a homely setting. A solid foundation for any confidential conversation.

Family oriented

Since 1936, the Delen family follows its own course as an independent wealth manager. Delen Private Bank is proudly part of the Ackermans & van Haaren group, but also maintains her homely flair: a bank built by family, for family.

Sustainable

The future of your assets involves a sustainable approach. Long-term investment return goes hand in hand with respect for human rights and the environment, and considers a planning based on legally secure solutions.

Cautious

You wish to take care of your assets. This suggests a long-term perspective focused on risk-awareness, an open mind and a watchful eye. The result? Financial peace of mind, now and in the future.

Efficient

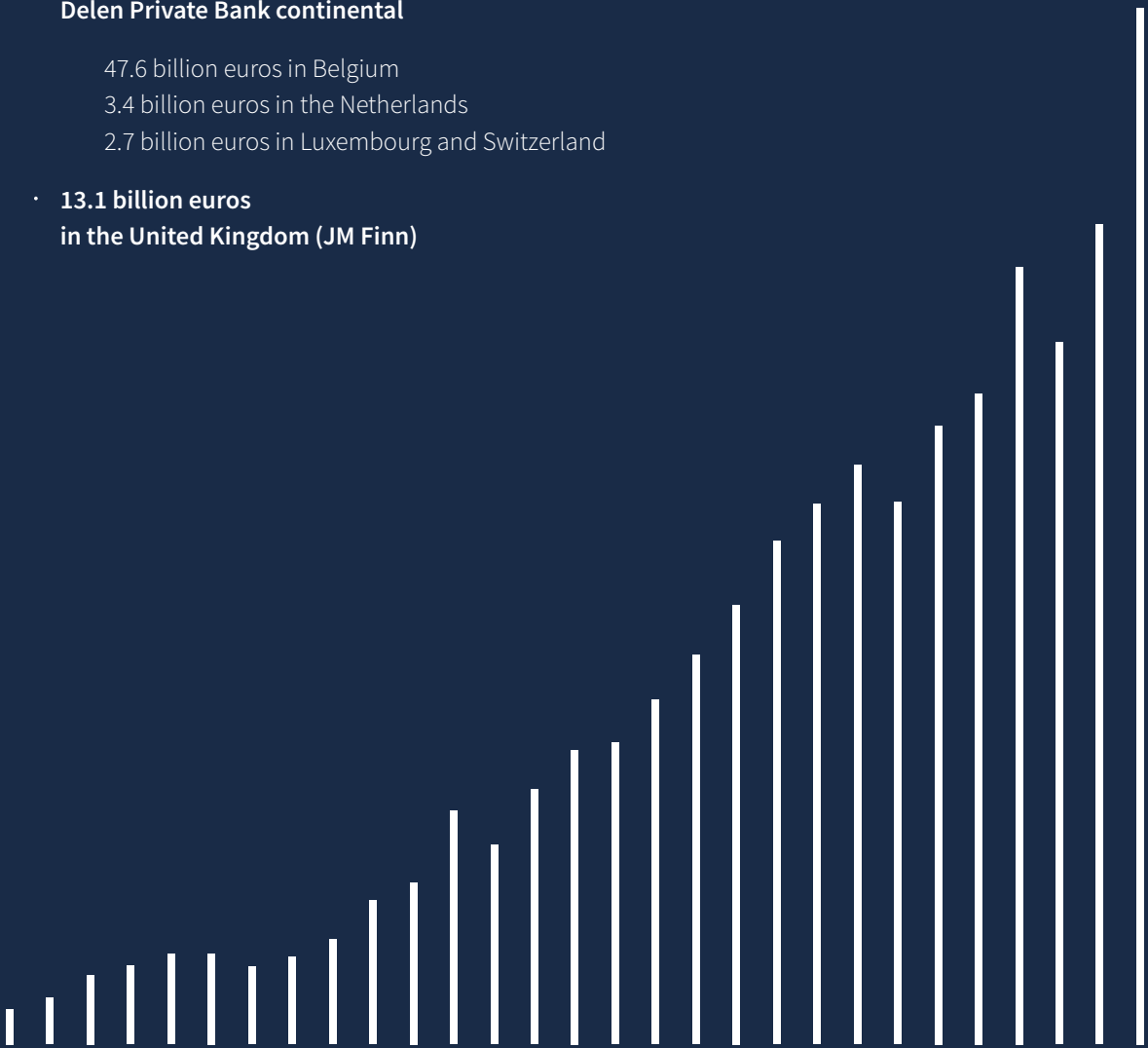
User-friendly, secure digital solutions like the Delen app and Delen OnLine are readily available. Up to you to decide if and when to use them.

66.9 billion euros in assets under management

More and more clients are putting their trust in the Delen Private Bank group to manage and plan their assets.

- **53.8 billion euros**
Delen Private Bank continental
 - 47.6 billion euros in Belgium
 - 3.4 billion euros in the Netherlands
 - 2.7 billion euros in Luxembourg and Switzerland

- **13.1 billion euros**
in the United Kingdom (JM Finn)



1996 Evolution of assets under management at Delen Private Bank group 2024

23 offices in the Benelux and Switzerland

We serve clients in Belgium, the Netherlands, Switzerland, Luxembourg and the United Kingdom. Our objective is to be close to the client, which is why we continually expand our office network.

Our new office in Knokke opened its doors in December 2024.

> 1,000 employees

They form the basis for our three strengths: being close to the client, a holistic asset management and planning approach and flawless operational performance.

93% managed under discretionary mandates

Our clients in Belgium, the Netherlands, Luxembourg and Switzerland mainly opt for discretionary management, i.e. the bank manages their portfolio on their behalf.

Efficient

The cost-to-income ratio amounts to 47% (39.6% for the continent), indicating a considerably higher efficiency compared to the sector average.

Solid

The equity amounts to 1.2 billion euros, which corresponds to 36% of the balance sheet total.

The Core Tier 1 ratio amounts to 34.9%.

Bank Van Breda

Sister bank Bank Van Breda contributes significantly to the growth in assets managed, specifically 31% of assets managed in continental Europe.

Award

Delen Private Bank Belgium was crowned the “Best for Discretionary Portfolio Management” by the financial magazine Euromoney.

DELEN

SUISSE

Welcome in our office

Boulevard Helvétique 31, 1207 Genève

Make an appointment via www.delen.ch/en-ch/contact

Responsible publisher: Delen (Suisse) SA
31, Boulevard Helvétique - CH-1207 Genève
Delen Suisse refers to Delen (Suisse) SA.
WB CH-EN 6.0

Artwork on the cover: Guy Vandenbranden

www.delen.ch