



Banque Richelieu

L'esprit de conquête

Group portrait

2024



L'esprit de conquête

Banque Richelieu's esprit de conquête primarily involves serving our clients' own conquests by supporting them in response to their needs.

A diver is visible on the left side of the image, swimming in a dark blue underwater environment. The diver is wearing a watch and fins, and their body is partially obscured by bubbles and light reflections. The overall scene is dimly lit, with a strong blue color palette.

OUR VALUES

Experience

Agility

Engagement

Speed of execution



BANQUE RICHELIEU

is the brand under which the French holding company Compagnie Financière Richelieu communicates. This platform of private banks and asset management companies currently comprises Banque Richelieu France, Banque Richelieu Monaco, Richelieu Gestion, and Hugau Gestion.



A HUMAN-SIZED BANKING GROUP



The Richelieu Group has grown exponentially for five years.

Our teams, with extensive complementary expertise, are committed to providing their clients with impeccable quality of service and supporting them in their wealth management and estate planning projects.

- **Our strategy covers three areas:** operational excellence, the constant search for performance, and the development of new partnerships.
- **Our uniqueness is that fact that we are** a pure wealth management player in both Europe and worldwide.

The client experience offered by Richelieu is unique with very short decision-making circuits. We set ourselves apart from our competitors by our client focus and support qualities, recognised by our clients and partners.

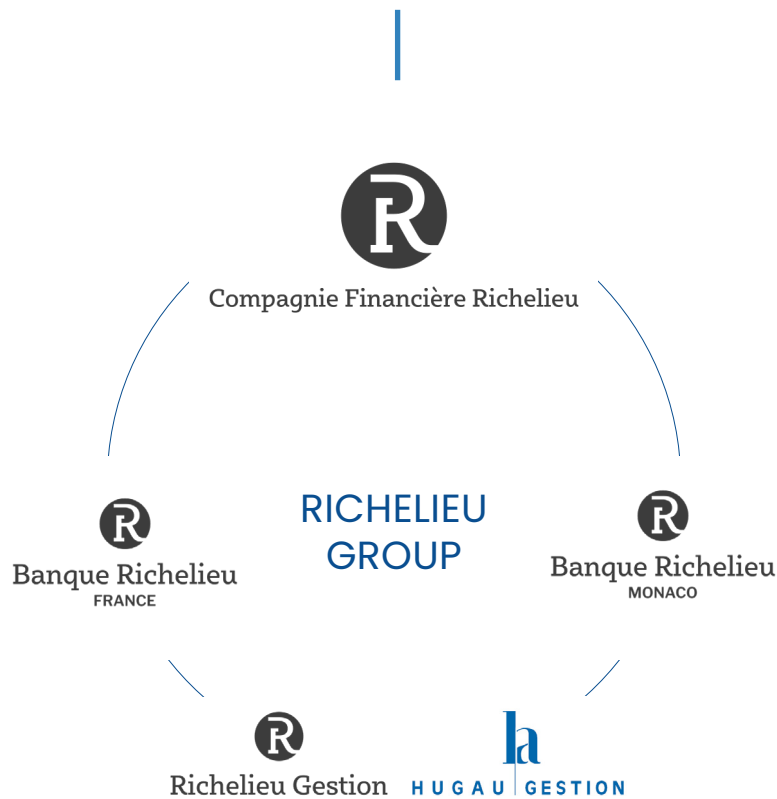
The Richelieu client experience is unique.

Our teams work in synergy and are constantly adapting with recognised alacrity.

It is this agility, this ability to respond with explanations and opportunities that our clients and prospects - private and professional - more often than not multi-bank clients, are looking for. These are the strengths that set us apart from major banking groups and have ensured our successful transformation.

In 2024/2025, we will continue to develop by focusing on our strengths: agility, flexibility, pragmatism; and speed.

OUR GROUP



Group key figures

31 December 2023

7.7

€ bn*

Assets under management

(vs €5.6 billion in 2022)

22

€ m

Net result

84

€ m

Net banking income

(vs €56.5 million in 2022)

24%

CET 1**

*June 2024

**June 2024 / Common Equity Tier One, the Bank's ability to repay its debts (this ratio must be at least 8%).

Our undertakings

We support inclusion, education, and heritage.



Pure wealth
management
player
in Europe and
worldwide



Banque Richelieu
FRANCE



Banque Richelieu
MONACO

A COMPANY ENTIRELY AT YOUR SERVICE

BANQUE RICHELIEU FRANCE

Banque Richelieu France, with branches in Paris and Lyon, is a private wealth management bank in France and Europe. We have an entrepreneurial approach to portfolio management and share a culture of commitment, performance, and transparency with you.

A COMPANY ENTIRELY AT YOUR SERVICE



Pure wealth management player

Our long-standing clients, private individuals, entrepreneurs, family shareholders, and business managers can rely on our commitment to their portfolio management.

We are close to the advice networks of start-up managers and entrepreneurs. From the relevance of a personal holding company, future optimisation of the company's sale, to the protection of spouses and young children, we help implement the necessary tools in a context where legal and tax rules change quickly and regularly.

We have also developed specific expertise to meet the requirements of Foundations and Associations, particularly for liquidity issues and dependence on private financing.

We create regional partnerships with professionals, Family Office, and financial advisors who want a trusting working relationship with a human-sized bank that is responsive and adaptable to the needs of their clients. Beyond France, we also develop partnerships with third-party European managers.

Two of our French bankers were awarded Best Private Bankers of the Year by Citywire France in 2023.

Banque Richelieu France won the Silver Trophy in the Best Specialised Private Bank category at the Portfolio & Performance Summit.



A COMPANY ENTIRELY AT YOUR SERVICE



BANQUE RICHELIEU MONACO

A white speedboat is visible in the bottom left corner of the image, viewed from a high angle looking down at the water. The boat is white with a dark interior and a small logo on the side.

Banque Richelieu Monaco focuses on private management on behalf of wealthy resident and non-resident families. It offers them a bespoke service by grouping together the main aspects of international wealth management in a single company.

A COMPANY ENTIRELY AT YOUR SERVICE



Boutique Private Bank

We are structured around five key market segments: Monaco, Europe, Middle East, Eastern Europe/Commonwealth of Independent States, and Africa.

As an expert adviser, your private banker studies the various consolidation, investment, and wealth transmission possibilities with you in order to offer a relevant global solution.

We have highly specialised international expertise and we rely on foreign partners, including in Cyprus and Abu Dhabi.

Banque Richelieu Monaco offers each of its clients a completely personalised approach, beyond any 'standard' solution, in order to meet their needs. We strive to adopt a pragmatic and responsive approach to decision-making without ever derogating from strict compliance with the regulations.

Our multi-cultural employees express themselves in about a dozen languages guaranteeing greater personalisation of client relations.

We are proud of these two awards won in 2024:



They reward our excellent momentum, recognise our business model, affirm our positioning in the international wealth management market, and defend the credibility of our Brand.

A COMPANY OFFERING BESPOKE SOLUTIONS AND SERVICES



A pool of
complementary
expertise



Richelieu Gestion



HUGAU | GESTION





Asset management solutions

True to our development strategy, we acquired 70% of the management company Hugau Gestion, which manages EUR 800 million in assets, in 2024.

This external growth operation demonstrates that, in a market favourable to interest rates and which is consolidating, we are a home port for independent management companies.

The Hugau Management team joined our Paris premises in June 2024. Its clients are mainly institutions, which is complementary to Richelieu's client base. Its expertise is now recognised in corporate bond management: its Monétaire (Hugau Moneterme) fund has been one of the best in its class since 2007, and Hugau Obli 1-3 has an excellent performance record, recognised by a Lipper Award in France and Germany. Revenue awarded it its 2024 gold trophy for the quality of its management.

Richelieu Gestion, a bespoke management solutions company, is recognised for its diversified equity management and dedicated funds. Its discretionary portfolio management has gained new momentum for Banque Richelieu France clients and our partners. The Solutions and Dedicated Funds business, aimed at financial advisors and small institutional investors, is at the heart of our organic growth strategy.

We now have a complete collective management offer, which can be summarised in three main blocks:

- Money market, short-term bonds and target maturity fixed income funds
- The new High Yield flexible Richelieu Euro Credit Unconstrained fund
- Our historical Richelieu Family expertise (small mid caps/family businesses)

In 2024/2025, our Management division will focus on capitalising on its synergies of expertise and offering you performance that meets your ambitions.



**LSEG Lipper
Fund Awards**
2024 Winner
France



**LSEG Lipper
Fund Awards**
2024 Winner
Germany



OUR
SERVICES

OUR SERVICES



Strong areas of expertise that make us stand out.

WEALTH
MANAGEMENT

DISCRETIONARY
PORTFOLIO
MANAGEMENT

DIRECT ACCESS
TO MARKETS

CASH
MANAGEMENT

LIFE INSURANCE

ADVISORY
MANAGEMENT

PRIVATE BANKING
LENDING
SOLUTIONS

PRIVATE EQUITY

OUR SERVICES



WEALTH MANAGEMENT

A personalised and pragmatic approach to legal and tax issues relating to the structuring, valuation, and transfer of your portfolio. Make the right decisions, in cooperation with your usual advisors.

Entrepreneurs/Start-ups, Family shareholders, Shareholding executives:

- Structuring of capital and governance (holdings, shareholder agreements, choice of structure, etc.)
- Anticipation of assignment, in particular for an LBO or transmission (Dureil agreement)
- Switches between professional and private portfolios
- Organisation of the ownership of business real estate

International mobility:

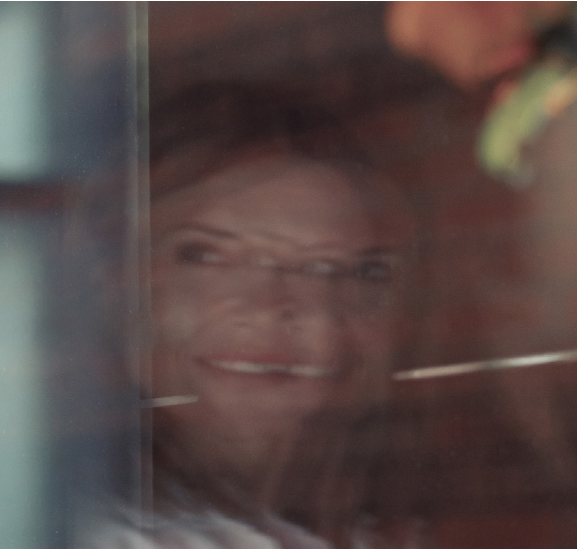
- Real estate investments
- International transmissions

Private sphere:

- Analysis and structuring of real estate and financial assets
- Protection of family and loved ones (life insurance, protection mandates, matrimonial property regime, etc.)
- Transmission over one or more generations
- Life assurance: drafting personalised beneficiary clauses

Philanthropy:

- Definition of the need according to your projects, support in choosing and setting up a philanthropic vehicle (foundations, sheltered foundations, endowment funds, etc.) or in making donations
- Tax, legal, accounting, and financial aspects



LIFE INSURANCE

The rise in bond rates led, in its wake, to returns on insurance company euro funds. Returns can be doubled if some of the capital is invested in unit linked funds for a period defined by the insurer.

Essential envelope:

- Advantageous taxation
- Availability of capital
- Capital guarantee in euro funds
- Increased return on euro funds

Management flexibility:

- Discretionary portfolio management
- Advisory management
- Structured products
- Private equity
- Real estate

Life insurance, French or Luxembourg, is therefore, more than ever, an essential asset management solution.



DISCRETIONARY PORTFOLIO MANAGEMENT

For investors who want to diversify their investments and entrust portfolio management to experienced financial market professionals, we offer bespoke solutions.

We design investment strategies tailored to your personal needs and tax situation, your financial objectives, your investment horizon, and your risk tolerance.

The investment policy, managed by our Chief Investment Officer, coupled with a rigorous selection of open architecture financial instruments and live securities, allows us to create portfolios in life assurance contracts, capitalisation contracts or securities accounts, and share savings plans (PEA).

Our offer is characterised by a high proportion of international investments in equities, outside Europe (including in PEAs), thematic choices and rigorous monitoring of the bond market in all sub-segments (Investment grade, High yield, sovereign, etc.), which is a source of long-term performance.

Our teams can also assist you in defining a bespoke management policy as part of our dedicated offer.



ADVISORY MANAGEMENT

We offer you a bespoke service with a team of financial market experts who will support you in your investment considerations. You receive proactive and personalised advice while remaining the sole decision-maker in your choice of investment opportunities.

This bespoke solution allows you to:

- Talk to a dedicated advisor
- Keep control of your investment decisions
- Access all asset classes, international equities, external funds, Richelieu funds, bonds, ETF, structured products (tailored by a dedicated team)
- Receive an analysis of each of them
- Received personalised reports

Your portfolio manager will advise you by offering you specialised investment expertise that meets your long-term wealth plan.



OUR SERVICES



DIRECT ACCESS TO MARKETS

Our Order Receipt/Transmission service ensures the link between the financial markets and you. It gives you direct access to the various global markets, in an open architecture. Our experts will support you, allowing you to place your stock market orders and manage your investments independently.

This service allows you to invest in a wide range of investment vehicles:

- Stocks listed all over the world in all currencies
- Richelieu and external UCIs, French and international
- ETF, Trackers, and Warrants
- European and international bonds (government and private bonds, fixed or variable rates, in euros and foreign currencies)
- Structured products & Derivatives
- Currencies (Forex) & Commodities market
- Precious metals market

We also offer the option of subscribing to listed or future options, with a view to diversifying your investments, collecting premiums, or leveraging index strategies.

In direct contact with the markets and the main stakeholders, we can provide you, at all times, with information on the securities you are following in order to optimise your order placement strategies.

OUR SERVICES



PRIVATE BANKING LENDING SOLUTIONS

We have expertise in structuring private banking lending solutions, including:

- Refinancing your real estate acquisitions
- Diversifying the asset classes in your portfolio
- Keeping your financial assets invested through a credit facility
- We can also quickly issue Asset and Liability Guarantees for your business transfers

Our short decision-making and implementation times as well as our ability to handle complex matters, will meet your requirements.

This enables us to issue a loan agreement in a matter of days.

You may use your securities deposited in our books as collateral for commitments entered into. These securities may be supplemented by residential property held as real estate collateral.



OUR SERVICES



CASH MANAGEMENT



Term deposits:

- Different possible maturities
- Attractive rates, in euros, dollars, or GBP
- Early repayment possible
- Counterparty risk

Direct access bond portfolio:

- Corporate and sovereign debt
- Different possible maturities
- Diverse business sectors
- Limited liquidity risk due to the size of the issue chosen

Fixed-rate structured products:

- Capital guaranteed or protected on maturity
- Different possible maturities
- Guaranteed or conditional coupon
- Daily liquidity
- Limited credit risk on the issuer

Liquid and open cash management:

- Offer of collective and dedicated UCIs

OUR SERVICES



PRIVATE EQUITY

Private Equity consists of supporting the development and/or improving the performance of unlisted companies by acquiring significant stakes in their capital.

Long-term investment:

- Decorrelated from financial markets
- With high expected return (TRI)
- Optimised holding strategies (life insurance, share savings plans (PEA), holding company, etc.)
- Reduced cash
- Unsecured

We have selected a diversified Private Equity offering, covering various investment strategies, sectors and geographical areas.



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L'esprit de conquête

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