

Доверительное Управление Портфелем



Почему именно наше доверительное управление?

- Мы управляем Вашим портфелем в строгом соответствии с четко разработанным инвестиционным процессом
- Вас обслуживают эксперты, специализирующиеся на анализе макротрендов
- Мы формируем Ваш портфель в соответствии с Вашими запросами
- Вам не придется заниматься повседневным управлением инвестициями
- Вы сберегаете время и деньги

Доверительное управление портфелем предназначено для клиентов с активами от 300 000 USD и знакомых с инвестиционными продуктами. Наши тарифы просты и прозрачны. Взимаемая банком комиссия покрывает все затраты на управление и вознаграждение за результативность.

Стандартная стратегия

Существует семь вариантов стандартной инвестиционной стратегии. Клиент выбирает одну из них с учетом своего риск-аппетита и целей. Отличительной чертой является процент акций в инвестиционном портфеле и рейтинг бумаг с фиксированным доходом.

Индивидуальная стратегии

Для клиентов с портфелем от 1 000 000 USD может быть разработана индивидуальная стратегия, учитывающая цели и пожелания инвестора.

Выбор оптимального набора стратегий

Анкета инвестора

Для того, чтобы мы смогли предложить Вам решение, максимально соответствующее Вашим ожиданиям, Вам необходимо будет заполнить вопросник, который позволит нам понять Ваши цели, финансовую ситуацию и риск-профиль

Скоринг

На основании анализа Ваших ответов Вам будет присвоен рейтинг инвестора, соответствующий Вашему риск-профилю. С учетом этого рейтинга будет подобрана наиболее подходящая для Вас инвестиционная стратегия и определен комфортный для Вас уровень риска.

Стратегия

С учетом показателя максимального уровня риска, соответствующего Вашему рейтингу инвестора, Вы сможете выбрать подходящую для Вас инвестиционную стратегию.

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Инвестиционных стратегий, доступных клиентам

в зависимости от уровня толерантности к риску



■ ИР Облигации

■ ИР и не-ИР Облигации

■ Акции

*ИР Инвестиционный рейтинг

**СИР Субинвестиционный рейтинг

Как связаны риск и доход?

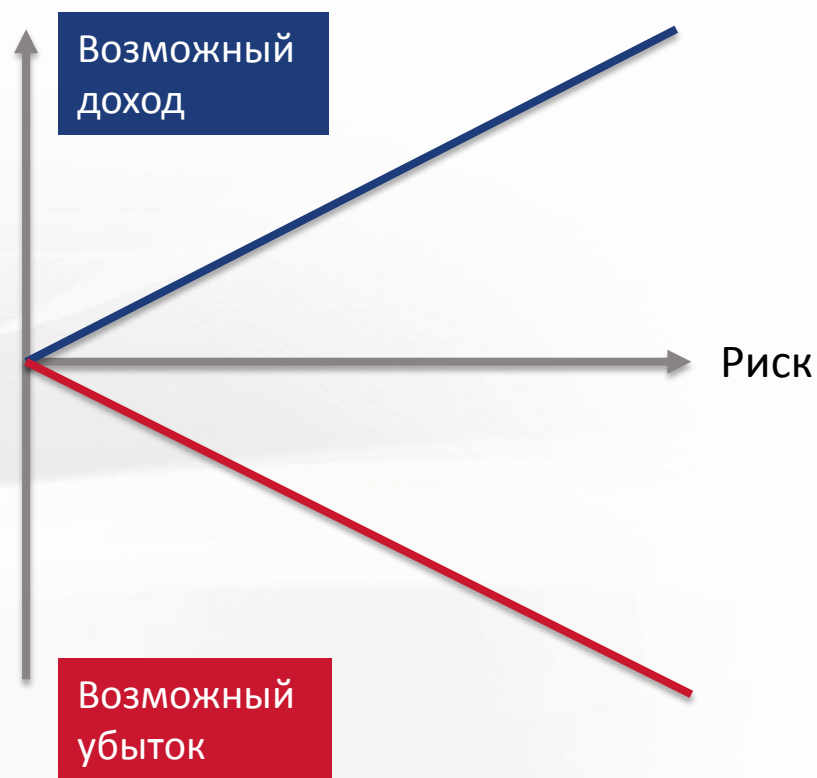
Есть только одно 100% верное правило

Нулевой риск =
Нулевой доход

Однако,

Высокий риск не
гарантирует
высокий доход

Наглядная схема взаимосвязи дохода и риска



3 принципа построения идеального портфеля



«Долгосрочные и диверсифицированные инвестиции в надежные компании - лучший способ приумножения капитала для наших клиентов»

S&P 500 (без учета дивидендов с 1945)



Инвестиционная философия и инвестиционный процесс

Как мы управляем Вашими активами?

1 Инвестиционная философия

Тематическое инвестирование превращает мировые тренды в инвестиции.

«Наш подход к инвестициям отличается от традиционных схем, основанных на капитализации компаний, их географическом положении и принадлежности к определенным секторам. Главным ориентиром для нас служат глобальные тренды. Мы – сторонники тематического инвестирования».

Что такое тематическое инвестирование?

- Тематическое инвестирование – это выбор идеи и превращение ее в инвестицию
- Это четко структурированный подход от общего к частному, где весь мир – это площадка для инвестиций
- Это фундаментальный подход к инвестициям
- Это планирование долгосрочных инвестиций, поиск глобальных трендов, которые определяют, как будет меняться наш мир, и компаний, которые получают выгоду от этих изменений

Вызов времени

- Рынок подчас иррационален и непредсказуем
- Высокая волатильность беспокоит инвесторов
- Меняющаяся политика центральных банков, системные риски, низкие процентные ставки – все эти факторы делают краткосрочное инвестирование крайне опасным

Преимущества тематического инвестирования

- Устремленность в будущее, а не обращение к прошлому
- Диверсифицированность
- Ориентир на долгосрочные инвестиции для преодоления у инвесторов ощущения неуверенности, связанной с краткосрочной волатильностью
- Простота и понятность для каждого инвестора

«Мы убеждены, что именно тематическое инвестирование позволяет оптимальным образом трансформировать фундаментальный анализ во вполне конкретные портфели ценных бумаг и снизить влияние на инвестиционный процесс волатильности современных финансовых рынков»

1 прозрачный инвестиционный процесс



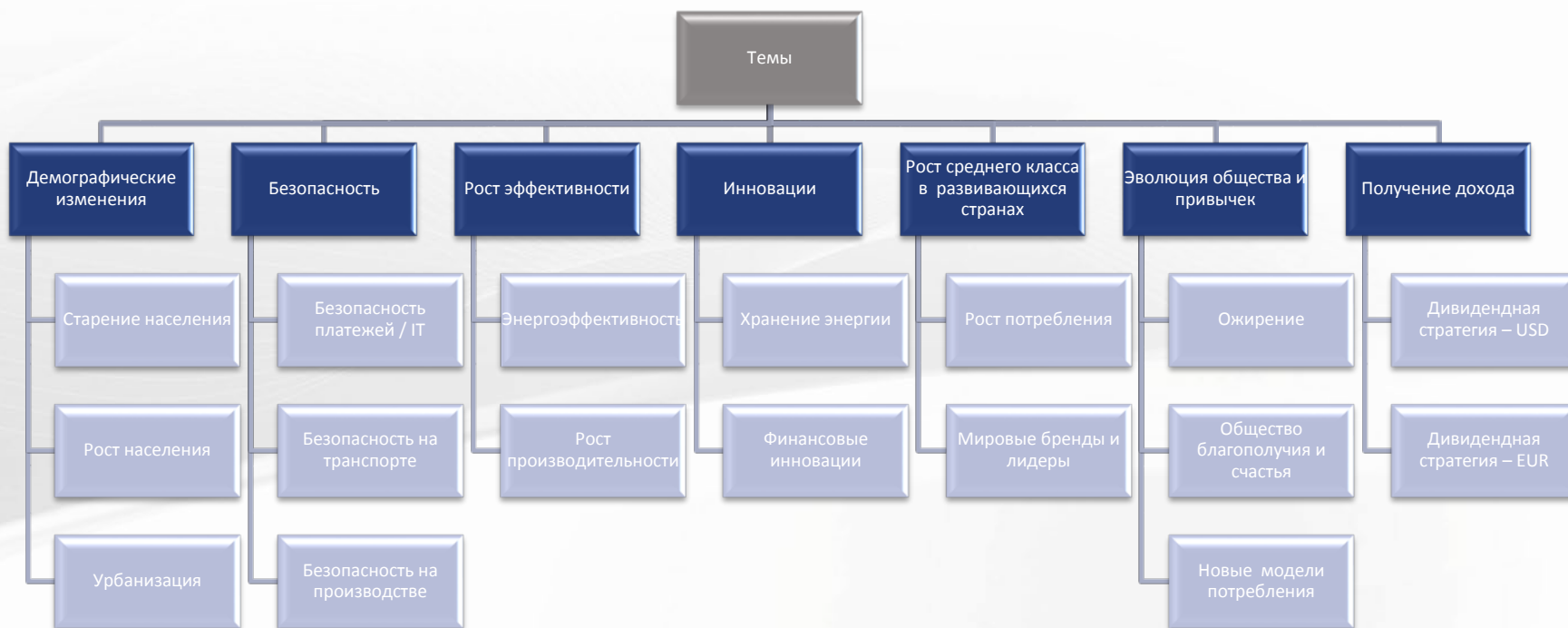
«Мы считаем, что тематическое инвестирование является эффективным способом отбора наиболее подходящих инвестиций среди массы разнообразных и сложных предложений, существующих на рынке. Мы ориентируемся не на индекс, а на мировые тренды и делаем сознательный выбор на каждом этапе инвестиционного процесса. Мы верим в наши инвестиции. Это и называется активным инвестированием»

Что означает тематический анализ?

На примере темы : «Демографические изменения»



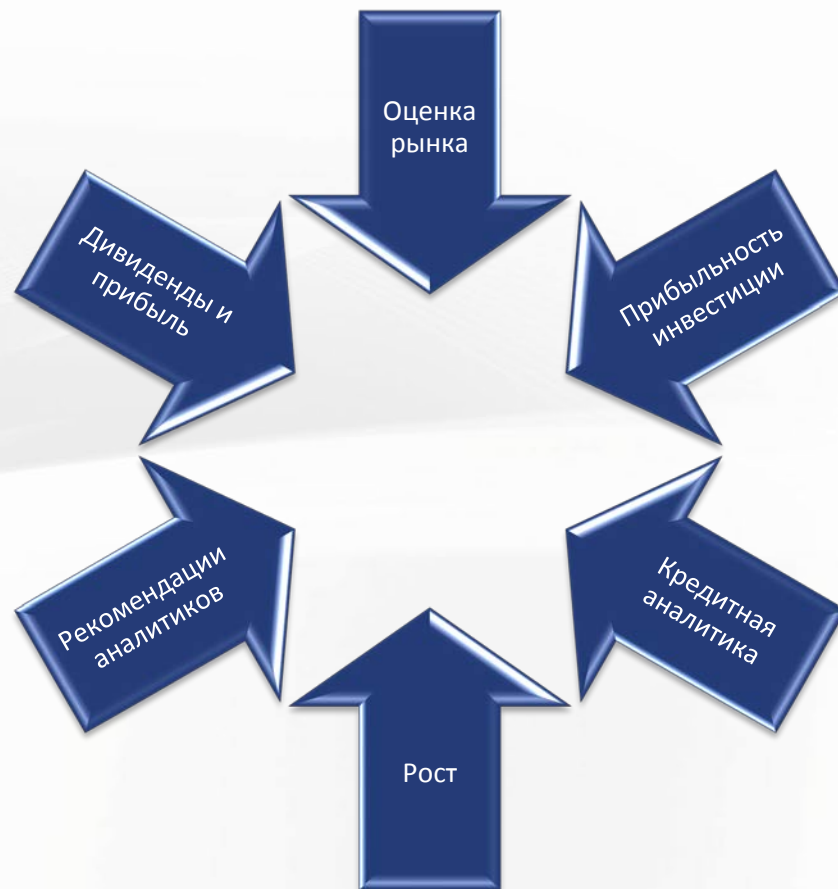
Примеры предлагаемого нами тематического инвестирования



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показателей нашей внутренней скоринговой (оценочной) модели

«Компании, отобранные в соответствии с нашей инвестиционной темой, подвергаются строгому финансовому анализу с использованием нашей внутренней скоринговой модели»



Инвестиционный комитет

- ✓ Осуществляет надзор за деятельностью портфельных управляющих
- ✓ Регулярно анализирует и оценивает инвестиционные предложения
- ✓ Утверждает список инвестиций
- ✓ Устанавливает специфические инвестиционные лимиты

Управление рисками

- ✓ Упреждение: наша система программного обеспечения блокирует запрещенные операции
- ✓ Контроль: отдел управления рисками ежедневно получает отчет о состоянии портфеля каждого клиента

1 Мы строго соблюдаем наш инвестиционный процесс

«Мы делаем то, что говорим, и говорим то, что думаем»

Во что мы **не** верим

Бессистемное инвестирование

Попытка предугадать оптимальный момент для вхождения на рынок в краткосрочной перспективе

Краткосрочное инвестирование

Чрезмерно сложные инструменты

Риски

Во что мы **верим**

Тематический подход

Долгосрочное планирование

Купить и держать

Убежденность в правильности нашей стратегии

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