


*„When you know us:
who we are, how we think, what we offer and what we do, you will understand our philosophy of trust.
A reputation based on continuously growing and safeguarding trust.
This is the foundation of our success.“*

Stephan Kehrlı, Dominik Zehnder

KEHRLI & ZEHNDER
GLOBAL WEALTH MANAGEMENT AG



Long-term, solid, stable and predictable investment-of capital is not compatible with screeching stimulation or strained, sharp dissonances. Rather, it is simply the classic interpretation of long-term, safe appreciation of value. In eventful times, we think this is sufficient excitement.

WHO WE ARE

Company:

Kehrli & Zehnder Global Wealth Management AG is present in Zurich, Zug, Munich and Hong Kong. The partners' competencies and experience complement each other, leading to powerful synergies in their consulting and advisory services, which results in stronger performance. Expert guidance in all financial matters is focused on very wealthy private individuals and entrepreneurs and the families of their partners – in total, very considerable sums indeed.

Partners:

Stephan Kehrli

Stephan Kehrli was with Credit Suisse for eight years. Initially, he performed financial analyses; subsequently Stephan headed the non-Japan Asia research desk in Zurich. After attendance at the International Banking School of Credit Suisse in New York, Stephan managed the private banking Saudi Arabia desk at the head office in Zurich, Switzerland. Following this, Stephan was responsible for the development of group treasury management and of the family office of an internationally successful publishing firm.

In 1998 he left the executive board of that family business to start his own firm, specializing in managing large family assets.

Albert Konrad


Albert Konrad joined Kehrli & Zehnder in 2009 from Credit Suisse where he held various senior management positions over the past 19 years. Most recently, Albert was Managing Director in private banking Switzerland and prior to that, deputy head of Credit Risk Management at CSFB, head of Corporate Banking Northern Europe and executive in Investment Banking in London. Albert's area of expertise is comprehensive financial advisory based on his experience in private banking, risk management and corporate banking.

After his education in Banking and Finance, Albert completed his postgraduate studies at the Swiss Finance Institute in Zurich, INSEAD in Fontainebleau and Columbia University in New York.

Henry Lee

Henry Lee joined Kehrli & Zehnder in 2009 and brings along over 20 years of experience in building up and running asset management and investment advisory organizations in Asia. Henry has experience in family office advisory, hedge fund management, fund of funds management and corporate finance. Henry worked in the US, Europe and Asia for a variety of firms including UBS, Credit Suisse First Boston, the Bass Family office and Hendale Capital Group. He has held a variety of roles including Head of Asia for Sandell Asset Management and Executive Director of UBS Global Asset Management.

Henry is a graduate of the Wharton School, University of Pennsylvania, USA. He is a resident of Hong Kong and a citizen of Taiwan and Switzerland.



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Federico Pitteri

Federico Pitteri joined Kehrli & Zehnder in 2008 as head of the firm's Lugano office, after running his real estate development company in Switzerland and the UK for ten years. In 1994, Federico co-founded Millennium Global Investments, an alternative fund management firm, where he still serves as a non-executive director. From 1991 to 1997 Federico ran his own wealth management firm which he founded after having worked with Pictet & Cie. in Geneva for three years. Prior to that, he ran his family's manufacturing and sales & trading business. Federico grew up in Lugano, Switzerland. He received a Masters in Economics from the University of Geneva and a Certificate in Investment Program from London Business School.

Georg Stucki


Prior to joining Kehrli & Zehnder in 2008, Georg Stucki was the Managing Director of Olympia Capital Management in Zurich for over eleven years, responsible for the firm's hedge fund business in Switzerland. From 2001 until 2003, Georg Stucki served as Head of Alternative Investments of Swisscanto Fund Management, responsible for the management of the Swisscanto Alternative Invest Diversified FoHF. From 2003 to 2008 he was a senior consultant to the Swisscanto Alternative Invest FoHF. Between 1991 and 1996 Georg worked for RBS Coutts in Zurich as head of the investment fund department. Prior assignments included Prudential and CSFB in London, New York and Zurich. Georg grew up in Zurich, Switzerland. He holds a Masters in economics from the University of St. Gall.

Stephanie Tigges

Stephanie Tigges joined Kehrli & Zehnder as partner in 2006, representing the firm in Germany. Between 2003 and 2006, Stephanie was responsible for private placements at the Hannover Leasing Group (HeLaBa). Prior to that, she spent five years structuring large capital investments and real estate transactions for various firms, two of them in the US and eleven years at Deutsche Bank in project finance. Her focus was the contractual and tax aspects of structuring large financing and participation transactions. Stephanie specializes in bespoke and tailor-made structured solutions.

Dominik E. Zehnder

Dominik E. Zehnder grew up in an internationally renowned business family. After receiving his doctorate from the University of Zurich and completing his MBA at Harvard Business School, he spent nine years with Goldman, Sachs & Co. as an Executive Director in the wealth management division. Dominik's areas of expertise are asset allocation, private equity and hedge funds. He has excellent relationships with independent fund managers and major single family offices, which provide him and his clients with many opportunities to participate as co-investors. His international network includes the Americas and the Far East.

A photograph of two men in business suits and glasses, looking intently at a laptop screen. The scene is dimly lit, with a blueish tint, suggesting a professional or academic setting.

A classical composition may be conservative but it does allow for creative interpretations. It is all a matter of instrumentation. Non-traditional and unconventional financial instruments can augment a traditional investment strategy and enhance and enrich the classical concept.

HOW WE THINK

Return Strategy:

We do not think in “relative” terms. We do not seek yields aligned to the average value of particular investment combinations. And we do not contemplate performance that follows benchmarks.

Rather, we think in “absolute” terms. This means that, together with our clients, we set realistic and absolute yield targets. In bad times this “absolute return strategy” minimizes financial loss, and in good times it produces healthy and stable returns.

Rate of Return:

The “absolute return strategy” is best measured using the “compound rate of return.” This combines the stability of the yields in a single figure to which families that successfully retain and increase their assets over generations, can orient themselves.

Since our investment principles are good for our clients, we also invest our own capital the same way and alongside our clients.



When absolute independence is paired with rigorous and accurate analysis, the result is an optimized and coordinated individual strategy that leads to long-term, stable growth. One may certainly call that technical perfection. And that is really all there is.

WHAT WE OFFER

Independence:


Our independence is a decisive advantage for our clients: free of obligations to banks and financial institutions and free of any financial conflicts of interest, we can secure the best terms, at home and abroad.

Using our own family assets, we invest alongside our clients. As asset holders, our interests are in line with those of our clients. This practice also applies to the selected specialists we hire: our managers are not only required to have an above-average track record, they must also invest a considerable portion of their own liquid resources (in relative and absolute terms) in their strategies.

Privileges:

First and foremost, investors with a long-term focus can expect us to provide strategies for capital preservation and consistent, stable returns. This in no way means we recommend only traditional investment categories. A conservative wealth management strategy oriented toward capital preservation and absolute returns does not necessarily exclude unconventional tactics.

Our network of relationships allows us privileged admittance to opportunities of a special kind: By pooling our clients' interests we get access to investment ideas otherwise reserved for very special capital investors – in particular, large single family offices.



Congruence with the long-term strategy – that is what we consider harmony when it comes to investing. At the same time, not only is there room for unconventional proposals, they are warmly welcome, as what most people fail to see or do not want, are often hidden gems and can enhance profitability enormously. From this perspective, harmony can be decidedly dynamic.

WHAT WE DO

Global Wealth Management:

We can manage your assets according to an investment strategy that has already been developed.

We can analyse the current investment strategy.

We can evaluate investments held and its correlations.

We can develop an investment strategy and a comprehensive financial plan and manage your assets on your behalf accordingly.

We can develop an investment strategy and, based on your decisions, either invest or make appropriate recommendations.

Family Office Services:

We can set up a family office for you.

We can integrate your asset management into our multi-family office.

We can manage or monitor portions of your assets, provide advice, or assume overall responsibility for them.

We can provide you with comprehensive advice and services in many areas: relocation, law, taxation, retirement planning, insurance, real estate, art investments, and mergers and acquisitions.

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