



*Financial Strategy*

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## About Us

Based in the Principality of Monaco, Financial Strategy SAM is a leading wealth management company that has been in business for almost 20 years. It originates from the alliance of several independent private companies focused on offering advanced financial solutions. The resulting collaboration and synergies have produced a blend of resources: human, technical and logistical.

Financial Strategy SAM is in the top three of the wealth management industry in Monaco, it prides itself on delivering a premium service to its clients by focusing on capital preservation, performance and transparency.

Our global network enables us to provide tailored solutions to meet our client's needs and protect their interests.



## Our Team at Financial Strategy

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### **Gianni Romano, CEO**

Born in 1954 in Switzerland, Gianni started his career in 1977 at “Union Bank of Switzerland” in Lugano, after he graduated in Economic studies in Lausanne. In 1977, he joined “Union Bank of Switzerland” in Lugano for one year, then moved to London for two years to work for “Shearson Loeb Rhodes”. In 1981, he joined the family business Surfid SA, where he became director a few years later. He then merged with other wealth managers in Lugano. In 1998, Financial Strategy received its license in Monaco. A few years later, he took the presidency of the company. Today, he is the main shareholder of Financial Strategy SAM in Monaco, and closed the office in Lugano.

Gianni is an active member of the “Monaco association for financial services” (AMAF), where he represents the wealth management industry. On the 19<sup>th</sup> November 2007, he received the “Honorary distinction by the Prince” during the National Day ceremony.

Spoken languages: Italian, English, and French and German



## Our Team at Financial Strategy

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### **Stefano Gili, Partner**

Born in 1952 in Italy, Stefano graduated in Economic studies from the “Universita degli studi di Torino”. He started his career in Chicago with Pacific Wine and Co as an administrative officer until 1976. In 1977, he joined the foreign Department of Banca Popolare di Novara as foreign exchange trader. In 1982, he was assigned to the Frankfurt office before being seconded to Dresdner Bank, first in Frankfurt then in Stuttgart. In 1983, he moved to the foreign exchange department of “Italian International Bank” in London.

In 1984 he was assigned to the Luxembourg branch. He left the bank in 1987, to start working for “ENI International Bank” in Monaco, first as treasurer, and was named CFO in 1992. In 1999, he joined Financial Strategy as director and administrator.

Spoken languages: Italian, English, and French



## Our Team at Financial Strategy

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### Marco Garavaglia

Born in 1971 in Italy, Marco graduated in Economic studies from the “University Carlo Cattaneo” in Castellanza. In 1999, he started his career at “Banca Popolare Commercial and Industrial” in Luxembourg. In 2001, he moved to Paris where he worked for “AXA group”, then joined “BPI” in London in 2002.

A few years later, he moved to Lugano where he subsequently worked for “BSI” as wealth manager, and “Julius Bär” as senior wealth manager. After almost 15 years in Lugano in the banking industry, he joined Financial Strategy in 2015.

During our last board meeting, the administrators voted to appoint Marco Garavaglia as a new member of the board.

Spoken languages: Italian, English, and French



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## Our Regulator : CCAF

As an asset management company, Financial Strategy S.A.M. is regulated by C.C.A.F. (Financial Activities Supervisory Commission), the independent administrative authority responsible for regulating Monaco's financial marketplace.

Since 1998, our company has been authorised to practice the financial activities listed below:

- 1. The management for third parties of portfolios of transferable securities or financial futures***
- 2. The receipt and transmission for third parties of orders on the financial markets relating to transferable securities or financial futures***
- 3. The provision of advice and assistance in the areas referred in points 1 & 2 4. The execution of orders for third parties***



## Monaco, a new era in a transparent tax environment

In terms of Anti Money Laundering, Monaco has adopted successive laws since 1993. Monaco is a member of the “Committee of experts on the Evaluation of Anti-Money Laundering Measures and the Financing of Terrorism (MONEYVAL), a permanent monitoring body of the Council of Europe entrusted with the task of assessing compliance with principal international standards to counter money laundering and the financing of terrorism and the effectiveness of their implementation”

In May 2009, the committee of Fiscal Affairs of the OECD decided to remove Monaco from the list of Unco-Operative tax havens.

Since then, Monaco had made significant improvements to comply with European regulations. In fact, Monaco has signed an agreement in 22 February 2016 to fight tax evasion. They agreed to automatically exchange information with their European counterparts and declare any European account holder; providing their counterparts with their financial information (account balances, interest & dividends...).

Furthermore, Monaco has signed the multilateral common reporting standard and is committed to first exchange information in 2018.



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## Our main counterparts

Julius Bär



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**Our services**

**WEALTH MANAGEMENT**

**Assess  
your  
financial  
needs**

**Adapt an  
efficient  
portfolio  
management**

**Monitor  
&  
manage**



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## Wealth Management

### 1. Assess your financial needs

We work with you to assess your financial needs, and help you meet your financials goals. This is done by setting an investment time horizon, risk profile, and financial returns requirements.

### 2. Adapt an efficient portfolio management

Each risk profile enables the wealth manager to adopt an asset allocation, and currency exposures that complies with the risk/return desired. We take pride in preserving the capital, by setting achievable goals.

### 3. Monitor and manage

Our wealth managers constantly monitor their market exposures by keeping track of economic momentums, financial reports and political conditions. We work in a fast pace environment where strategies need to be monitored and calibrated.



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## Contact us

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