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ARGOS
EFG

EFG Wealth Management

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EFG Special Report

EFG Asesores (Panamá) S.A. stands at the forefront of the country's financial sector, offering tailored wealth management solutions backed by global expertise. This special report delves into the firm's operations, strategic vision, and market positioning through exclusive interviews with its top executives. They share insights on EFG's growth trajectory, client-centric approach, and the evolving financial landscape in Panama, highlighting the bank's role in shaping the industry's future. ✕



Giorgio Pradelli
CEO,
EFG INTERNATIONAL
AND EFG BANK

BIO

Giorgio Pradelli, CEO of EFG International and EFG Bank since 2018, previously served as Deputy CEO and CFO. He held senior roles at Eurobank Ergasias and Deutsche Bank and played a key role in EFG International's 2005 IPO. He chairs the Association of Swiss Asset and Wealth Management Banks and sits on the boards of the Swiss Bankers Association and the Swiss American Chamber of Commerce. He holds a degree in economics and business administration from the University of Turin.

“EFG operates in over 40 locations with a network spanning Europe, Asia Pacific, the Americas, and the Middle East. We have over 3,100 colleagues, including more than 700 highly experienced Client Relationship Officers (CROs) supporting our clients worldwide. We aim to build lasting partnerships through our unparalleled client centricity and our unique entrepreneurial business model. Our teams combine their international expertise with local know-how to meet the individual needs of our clients – including members of the next generation. We offer first-class investment solutions with a global perspective. EFG Asesores (Panama) S.A. exemplifies this, combining Swiss precision with an entrepreneurial mindset to drive exceptional growth in Latin America. Whether we are supporting individuals, families, or institutions, our commitment to fostering trust and flexibility, together with our expertise, empowers clients to navigate complexity and create value.”

Read more at thebusinessyear.com/panama

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EFG snapshot

Over 40 locations across all time zones: Europe, Asia Pacific, North America, Latin America, and the Middle East.

Headquartered in Zurich, with key hubs in Geneva and Lugano

Largest shareholders (December 31, 2024): EFG Bank European Financial Group (44.9%) and BTG Pactual (17.3%)

Listed on the SIX Swiss Exchange (EFGN) since 2005

Asset under Management: CHF 165.5 bn (December 31, 2024)

RATINGS

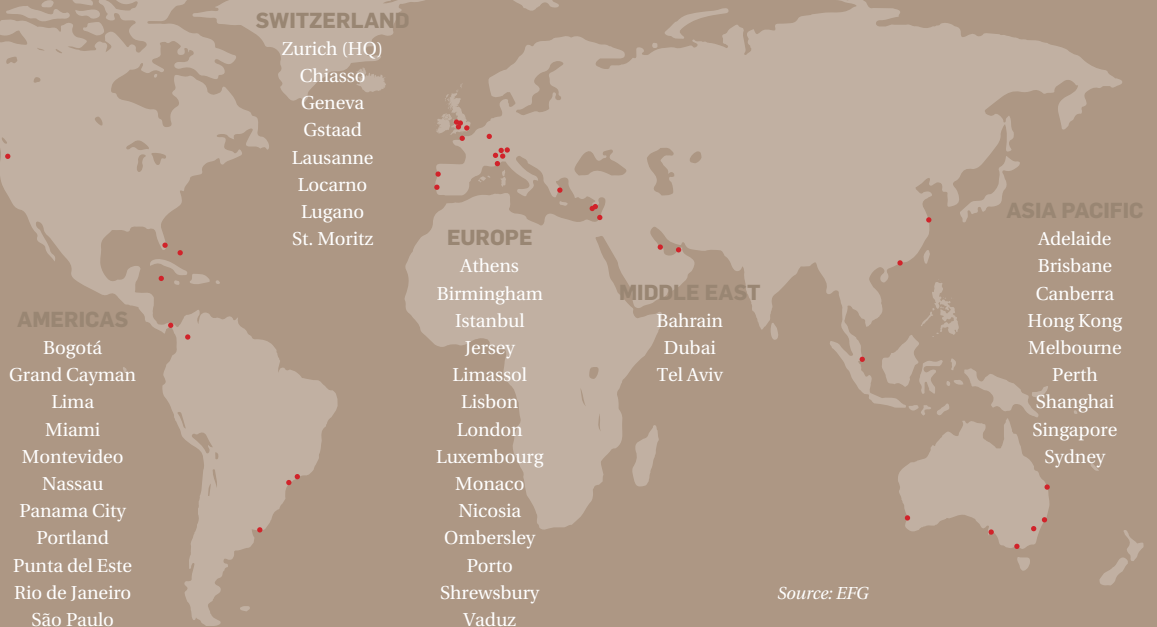
FitchRatings		EFG Int.	EFG Bank
	Long term	A	A
	Outlook	STABLE	STABLE

Moody's		EFG Int.	EFG Bank
	Long term	A3	AA3
	Outlook	STABLE	STABLE

HOLISTIC PRODUCT OFFERING

- Global markets access
- Discretionary and advisory solutions
- Structured products
- Financing and credit solutions
- Wealth and succession planning
- Alternatives/responsible investing

LOCAL EXPERTS AROUND THE GLOBE





Alberto Fadul Fleckner
CEO, EFG ASESORES
(PANAMÁ) S.A.

BIO

Alberto Fadul Fleckner has industry experience spanning over 25 years. He has been Senior Vice President & CEO of EFG Asesores (Panamá) S.A. since 2023. Prior to this, he served as head of UBS Advisory Office in Panama. Fadul holds a degree in law and political science from Universidad Católica Santa María La Antigua, an MBA in marketing from ULACIT, and a dual master's degree in finance and wealth management from the University of Rochester and the University of Bern.



Roger Castellero
HEAD OF PRIVATE
BANKING, EFG ASESORES
(PANAMÁ) S.A.

BIO

Roger Castellero has over 27 years of experience in capital markets and banking. Currently, he is Head of Private Banking of EFG Asesores (Panamá) S.A. Prior to EFG, Castellero held senior management positions in global organizations such as UBS (UBS Asesores S.A.) and VFinance Investments Inc. He is a member of the board of directors of Empresas HOPSA S.A. and a strategic partner of the International Gymnastic Academy and Constructora 3R.

GLOBAL PERSPECTIVES *and regional knowledge*

During its first year of operations, EFG Asesores (Panamá) S.A. became the third-largest investment advisor in Panama, enhancing its institutional business with a cutting-edge wealth management platform and establishing itself as a strategic hub for Latin American operations.

EFG has quickly risen to become the third-largest investment advisor in Panama since obtaining its investment advisory license in August 2023. What key factors do you attribute to this rapid growth, and how do you plan to sustain it?

ALBERTO FADUL FLECKNER We believe this achievement can be attributed to three key factors: First, our ability to build strong relationships with clients based on trust and the dedication of our highly skilled team. Second, our innovative wealth management platform, which provides a state-of-the-art integrated solution, which allows clients to book assets across Switzerland, the Bahamas, and the United States. This capability ensures a seamless and tailored experience that aligns with their unique financial objectives. Finally, our strategic regional presence has allowed us to serve a diverse and growing client base while positioning EFG as a leader in the regional market. To sustain this momentum, EFG remains committed to maintaining an entrepreneurial mindset, allowing for continuous innovation and tailored client solutions.

Your platform offers an open architecture and tailored solutions for clients. How do these features set EFG apart in the competitive investment advisory landscape in Panama?

ROGER CASTILLERO EFG's open architecture is a key differentiator in Panama's competitive investment advisory landscape. This approach enables us to provide holistic solutions by addressing clients' needs on a personal and institutional basis. By offering tailored advice, we help clients build and maintain a resilient financial structure, especially for succession planning. Moreover, our

global presence—spanning over 40 locations worldwide—gives clients access to a diverse range of investment options. These unique features have cemented EFG's position as a trusted partner for clients.

How does EFG Asesores (Panamá) S.A. and its clients benefit from EFG's global reach?

RC Our clients benefit from our international network spanning over 40 locations worldwide. With our scalable platform, EFG Group operates hubs in Switzerland, Europe, Asia Pacific, the Americas, and the Middle East. The group offers a broad range of investment and wealth management services and it has extensive market experience and comprehensive investment insight capabilities. Combining Swiss private banking expertise with local market insights, we offer a unique blend of global perspectives and regional knowledge, enabling our clients—including members of the next generation—to make informed investment decisions.

What opportunities do you see in Panama's investment advisory landscape, and how does EFG plan to continue expanding its influence and client base in the region?

AFF Panama presents substantial growth opportunities with a dynamic environment that creates a broad network of opportunities that touch all facets of Panama's business ecosystem. The country's position, its well-established banking and real estate industries, and its rising tourism sector all contribute to its appeal. EFG is well-positioned to leverage these trends due to its open architecture, which allows us to tailor our services to meet the evolving needs of clients in Panama and the region. ✖



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