



## Relationship Summary

Pilotage Private Wealth AG (referred to as “PILOTAGE” or “we”) is an SEC registered investment adviser. This Relationship Summary is posted on our website at <http://www.pilotage.ch/> and filed with the SEC at <https://adviserinfo.sec.gov/firm/summary/169908>. Brokerage and investment advisory services and fees differ, and it’s important to understand the differences. Free, simple tools are available to research firms and financial professionals at [Investor.gov/CRS](http://Investor.gov/CRS), which provides educational materials about broker-dealers, investment advisers and investing.

### What investment services and advice can you provide me?

We offer investment advisory services to retail investors (“you”). We do not provide brokerage services. The services we offer are:

**ASSET ALLOCATION.** Our Asset Allocation services include accounts managed exclusively by our firm. We generally construct model portfolios using mutual funds, exchange traded funds (ETFs), exchange traded notes (ETNs) and other pooled investment vehicles. PILOTAGE will allocate your assets among various investments taking into consideration your investment goals and your pre-approved strategy. The custodian that holds your account assets may limit the types of investments available to you, although this is unlikely. We monitor your investments on an ongoing basis and offer continuous advice regarding the investment of your funds based on your investment goals. Pilotage typically requires a minimum of \$3,000,000 of assets under management and a minimum annual fee of \$12,500. This minimum investment size and fee may be negotiable under certain circumstances.

- If you grant us discretionary authority, we will buy and sell investments in your account without asking for your approval of the transaction in advance. You may limit our discretion, such as imposing reasonable restrictions on investing in certain securities, types of securities or industry sectors.
- If you have a non-discretionary account with us, it means you are required to preapprove each investment transaction that we recommend for you. You make the ultimate decision regarding the purchase or sale of investments.

**FINANCIAL PLANNING.** We analyze your financial situation including your present and future anticipated assets and liabilities, insurance, savings, investments, retirement benefits, among other things, to deliver a financial plan with a recommended course of action to help you reach your financial objectives. You may implement our investment recommendations through our investment management service, or you may take our recommendations to another investment adviser or broker of your choice. You are not obligated to open an investment management account with us.

**CONSULTING.** We consult on family governance, constructions of family constitutions and mission statements, improving operating costs/margins, selection of professional advisors, due diligence on investment and manager selection as well as creation of investment policy statements.

*More information about our services is available in Items 4, 7 and 8 of our [Part 2 Brochure](#). If viewing a paper version of this form please visit <https://adviserinfo.sec.gov/firm/summary/169908> for a link to this document.*

#### QUESTIONS TO ASK YOUR FINANCIAL PROFESSIONAL:

- *Given my financial situation, should I choose an investment advisory service? Why or why not?*
- *How will you choose investments to recommend to me?*
- *What is your relevant experience, including your licenses, education and other qualifications, and what do these mean?*

### What fees will I pay?

► For asset allocation services, we typically require a minimum investment of \$3 million and a minimum annual fee of \$12,500. We charge an ongoing quarterly fee, which is a percentage of the value of your account. You pay this fee even if you don’t buy or sell investments. The more assets you have in your account, the more you will pay us in dollars. This creates an incentive for us to encourage you to increase your account size, including by transferring or rolling over assets from other accounts.

► For financial planning and consulting services, we charge a fixed or hourly fee based upon the nature and complexity of your requirements and the service to be provided. We typically request 50% of the estimated fee at the start of the engagement.

### Other Fees and Costs

Depending on the type of investment purchased, you may pay a transaction fee when we buy and sell an investment for you and you may also pay fees to the custodian that will hold your assets. In addition to our quarterly fee, you may also incur charges for management and operating expenses of mutual funds and ETFs, wire transfer fees and interest charges on margin loans or securities backed lines of credit. PILOTAGE does not receive any portion of these fees.

### Additional Information

You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

#### QUESTION TO ASK YOUR FINANCIAL PROFESSIONAL:

- *Help me understand how these fees and costs might affect my investments. If I give you \$3 million to invest, how much will go to fees and costs, and how much will be invested for me?*

More information about advisory fees can be found in our [Part 2 Brochure](#). If viewing a paper version of this form, please visit <https://adviserinfo.sec.gov/firm/summary/169908> for a link to this document.

### What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?

As a fiduciary, when we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means: ► The more assets in your account, the more you will pay in fees, and we may therefore have an incentive to encourage you to increase the assets in your account; ► If we recommend that you roll over your retirement plan assets into an account to be managed by us, we will earn an advisory fee on the rolled over assets.

#### QUESTION TO ASK YOUR FINANCIAL PROFESSIONAL:

- *How might your conflicts of interest affect me, and how will you address them?*

Our conflicts of interest are set forth in our [Form ADV Part 2A](#) Item 10. If viewing a paper version of this form, please visit <https://adviserinfo.sec.gov/firm/summary/169908> for a link to this document.

### How do your financial professionals make money?

We compensate our investment professionals with cash in the form of salaries and variable compensation. Our Professionals are legally required to act in your best interest and not put their interests ahead of your own. We have systems in place to mitigate conflicts of interest, including systems to review whether a recommendation is in your best interest.

### Do you or your financial professionals have legal or disciplinary history?

No. Visit [Investor.gov/CRS](https://investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

#### QUESTION TO ASK YOUR FINANCIAL PROFESSIONAL:

- *As a financial professional, do you have any disciplinary history? For what type of conduct?*

### Additional Information

PILOTAGE is an independent fee-based investment adviser. Our firm is not a broker-dealer and none of our financial professionals are representatives of a broker-dealer. Therefore, we do not provide brokerage services and do not receive any commissions or compensation from any investment product vendors. Additional information about our firm is also available on the SEC's website

**QUESTION TO ASK US:**

- *Who is my primary contact person? Is he or she a representative of an investment adviser or a brokerdealer? Who can I talk to if I have concerns about how this person is treating me?*

**ANSWER:** Your primary contact person is Yann Rousset ([yann.rousset@pilotage.ch](mailto:yann.rousset@pilotage.ch)). If you have any concerns about us or this person, contact Arberia Kasapi, and you can reach us at [arba.kasapi@pilotage.ch](mailto:arba.kasapi@pilotage.ch) or +41 43 508 17 17. We will provide you with a copy of this Relationship Summary and our Form ADV Part 2A and Part 2B, if applicable by contacting us at [enquires@pilotage.ch](mailto:enquires@pilotage.ch) or +41 43 508 17 17, or by accessing these on our [website](http://www.pilotage.ch) at [www.pilotage.ch](http://www.pilotage.ch).