

Independent⁺



Flexibility and unparalleled support in one platform

Innovative financial solutions for domestic and offshore investment professionals and their global clients.

insigneo

Independent+ offers the benefits of going independent with the support of a big Wirehouse.

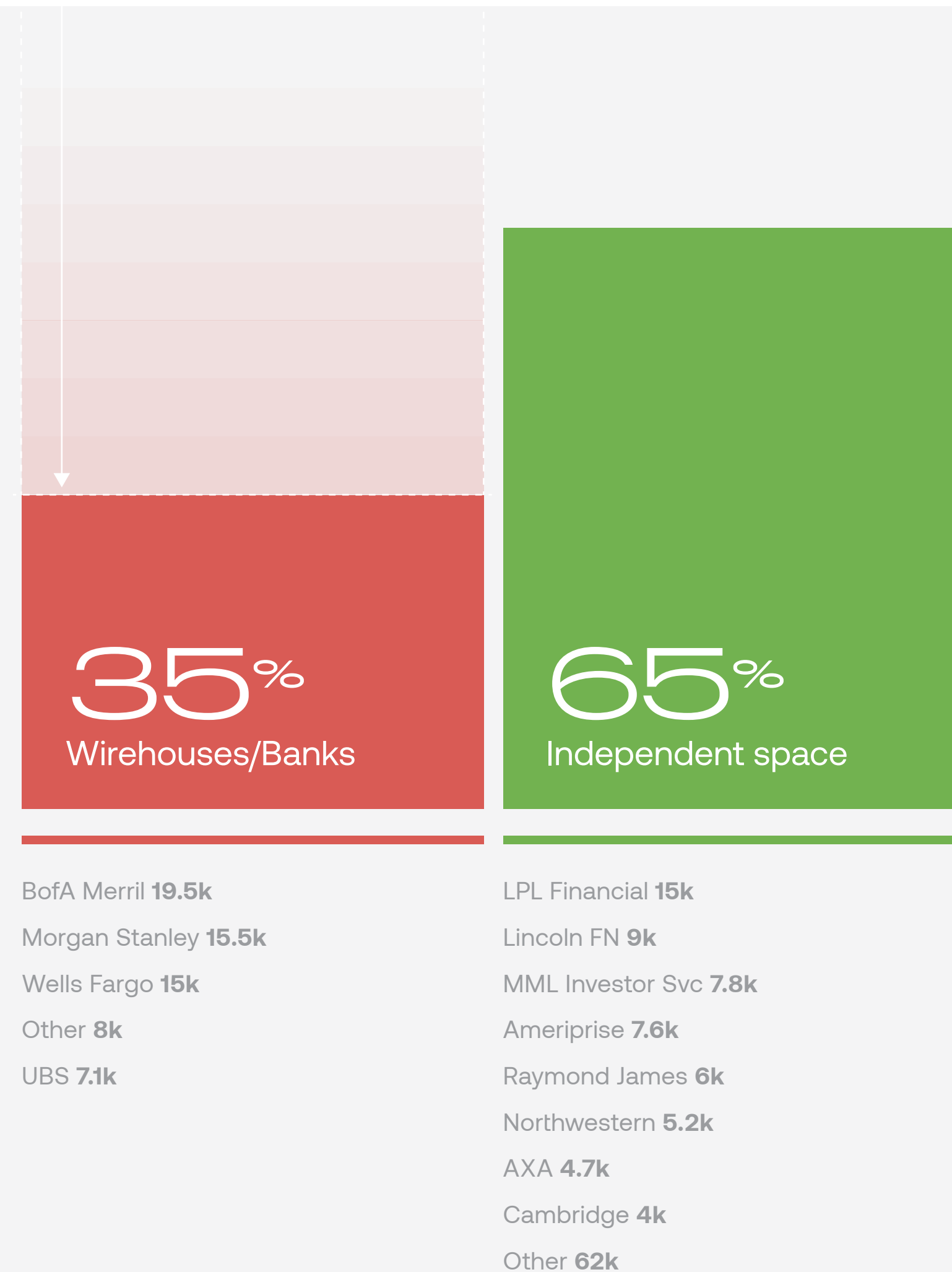
- Both Advisory & Brokerage options
- Get the benefits of a partner
- Your client is yours
- Payout up to 85%
- Multi Custody (Advisory only)
- Unlimited Support (IPs decision)
- Flexible location/hours
- Open Architecture
- Flexible affiliation choices: FA/DBA
- Agile Processes
- Shorter SLAs
- Lower bureaucracy
- No exit issues

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The **independent model** is the **future** for investment professionals.

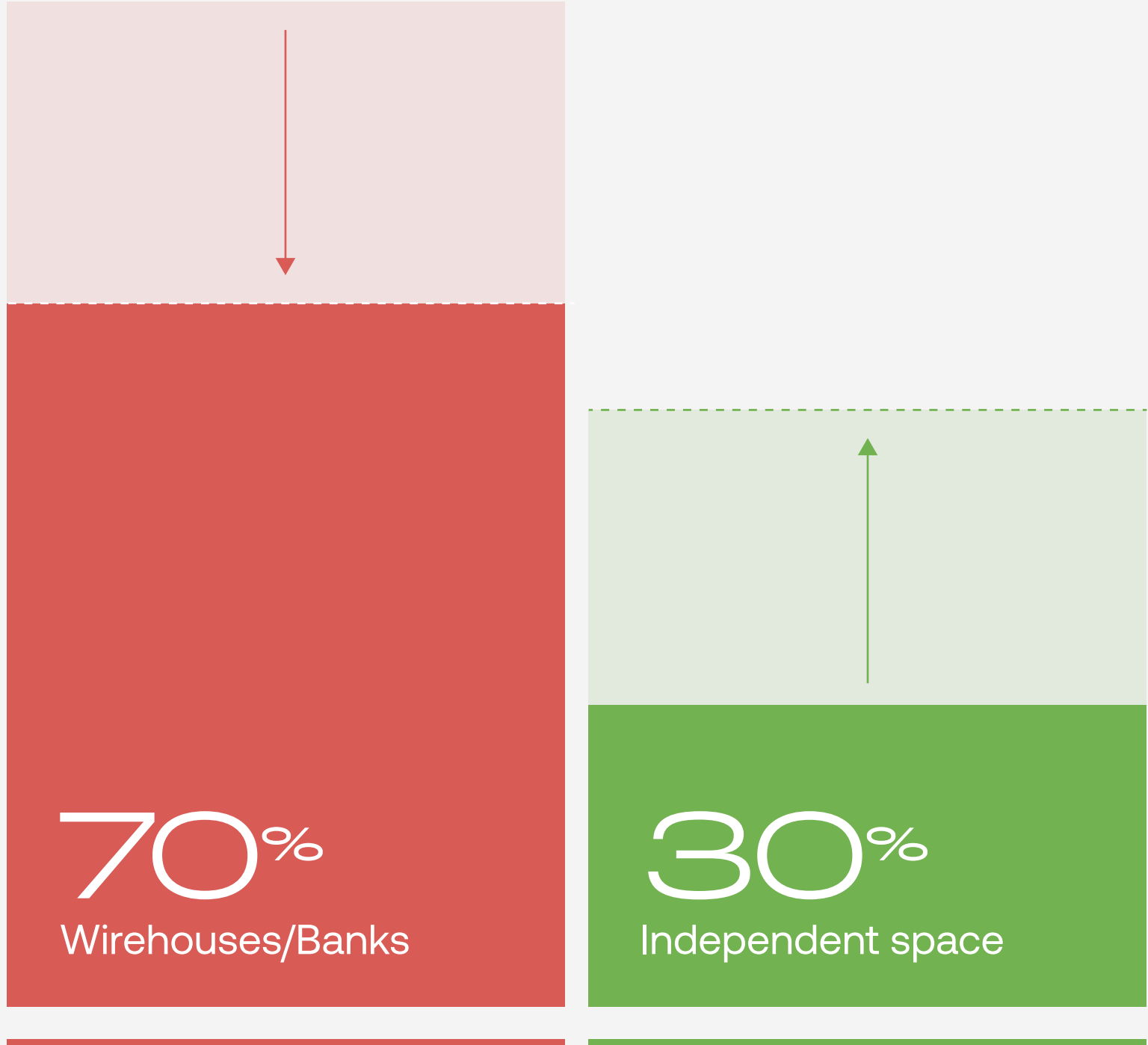
65% of all domestic investment professionals already shifted to the Independent space, a clear underlying trend in the past decade in the more mature US market.

Source: "BCG Global Wealth 2019 – The Future of Wealth Management" June 2020, Cerulli, Bain, along with CityWire and FundSociety.



1 out of 2 international investment professionals are **expected to shift** in next years.

The International space follows the same trend, in its earlier stages, with only 30% of the investment professionals within the Independent Model.



- Morgan Stanley **600**
- Other **500**
- UBS **400**
- Merril **300**
- Wells Fargo **250**
- Citi **200**

- Other **220**
- Insigneo **250**
- Bolton **110**
- Vector **80**
- Insight **70**
- Bulltick **50**

Source: "BCG Global Wealth 2019 – The Future of Wealth Management" June 2020, Cerulli, Bain, along with CityWire and FundSociety.

Experience true
freedom and flexibility.

Work from anywhere

Choose an office or work from home,
your business, your choice.

Your business, your model

Create true investment strategies that work for your
client instead of pushing institutional products.

Multi-custody

Choose from a wide range of custodians depending
on your specific client needs and jurisdiction*.

Your clients, not ours

Grow and manage your client portfolio the way you
always wanted, knowing you can take them with you
if you decide to leave.



**Only available through IAS*



insigneo

Why offshore independents **choose us.**

Solid, Established Player

We are one of Pershing's largest correspondent in Latin America by assets. With full regional coverage and a unique model with local vehicles, we are completely committed to offshore business while others retreats.

Value Proposition

A differentiated offering with more support, strong trading and product capabilities, along with research. Multi-custody* options and family office services, come along with a strong service culture and total transparency.

Tech & Expertise

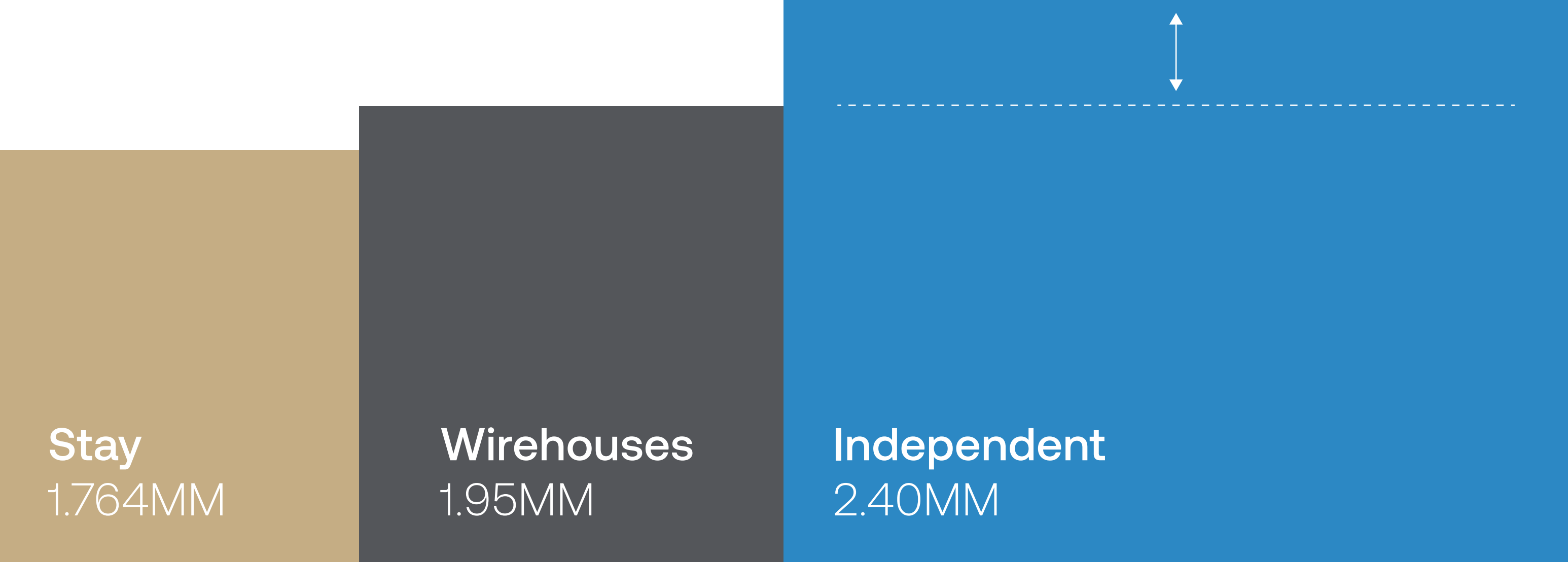
A simpler and friendlier advisor experience driven by a solid technology layer and an industry-leading Management Team with a combined 200 years of experience.

**Multi custody and FO services are only for FA under IAS*

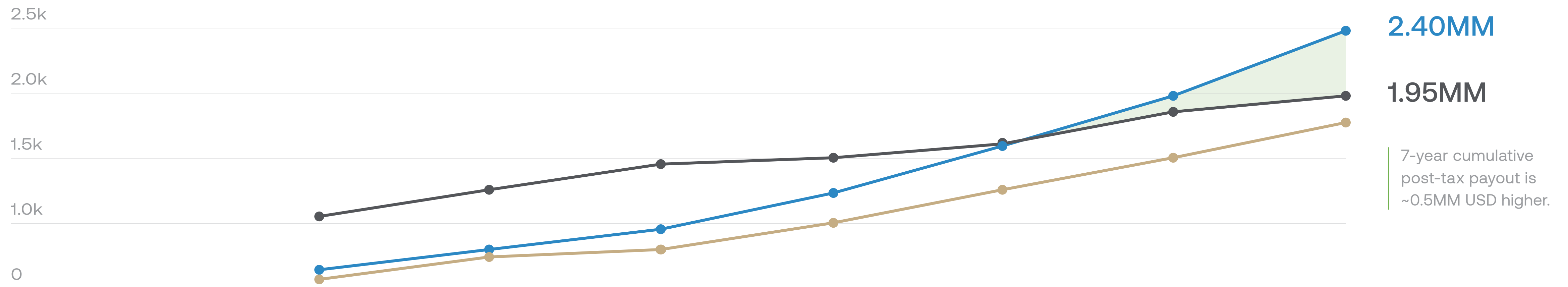
The Independent Model **gross payout at 2X** allows for more team resources, flexibility and incremental net income.

+23%
7-year Cumulative Payout

In spite of a lower transfer success rate (75% vs. 50% of assets), the 7-year cumulative post-tax payout is ~0.5MM USD higher. It also clearly beats the option of “not moving” by ~0.65MM.



Being independent simply makes more sense in the long run.



Cumulative Post-Tax	UF + Y1	Y2	Y3	Y4	Y5	Y6	Y7
Independent	310	603	917	1252	1611	1995	2406
Wirehouse/Bank	1136	1272	1408	1545	1681	1817	1953
Stay	252	504	756	1008	1260	1512	1764

Assumptions










- › 100MM Book, 1MM Revenues (1% ROA)
- › Assets Transfer: 75% for WH/Bank, 50% for Independent growing at 7% annual rate afterwards.

- › Gross Payouts : Independent 85%, Wirehouse/Bank 40%
- › Full net costs Independent: 10% (covered in year 1)
- › Hiring: 100% Trailer 12M for WH/Bank

- › Taxes: 27% rate independent (1099), 37% WH/Bank (W2)

LATAM: Ranking of Offshore Independent Players¹

Offshore  Domestic 

Name	AUMS	Coverage
Insigneo	 12.9 B ²	LatAm
Bolton	 11.5 B	LatAm
Insight	 4.2 B	LatAm
Vector	 3.4 B	Andean/Pacific
IPG	 3.0 B	Mexico/LatAm
Pro Capital	 2.4 B	Southern Cone
Puente	 2.1 B	Southern Cone
Capital Markets	 2.1 B	Southern Cone
Bulltick	 2.0 B	Mexico

¹AUMs data from public sources (webpages, interviews with Sr MgM) | ²Data as of August 2021



An industry pioneer in continuous evolution with the industry.

HENCORP



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1985

Founding Of Hencorp

For over three decades, the Hencorp Group has been providing financial services to a global client base. From futures and securities brokerage, corporate finance, asset management and private equity.

2003

The evolution of GIS

Global Investor Services (GIS) -formerly HB Securities- positioned itself as a fully integrated support platform aimed at wealth management professionals serving Latin America.

2005

Alpha Capital

Private equity fund of funds, has raised and managed over \$350 USD million in commitments.

2011

HBAM* enters the MFO market

Hencorp develops a comprehensive professional practice to provide tailor made solutions to UHNW families.

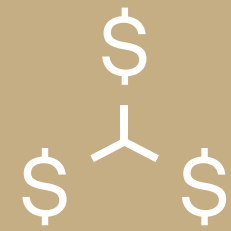
2017

Birth of Insigneo

Global Investor Services acquires Northeast Securities and successfully integrates over 70 investment professionals managing 3.2Bn in AUMs to the firm, becoming the largest independent platform focused on international clients.

*Now Insigneo Wealth Advisors

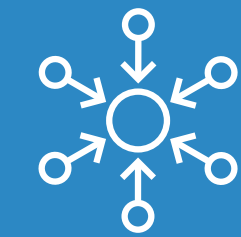
Leading pan-regional independent wealth management platform focused on non-US clients.



FINRA
Broker Dealer



Registered
Investment Advisor



Regional Network
Of Legal Vehicles

(*) as of August 2021

12.9^b
assets under management

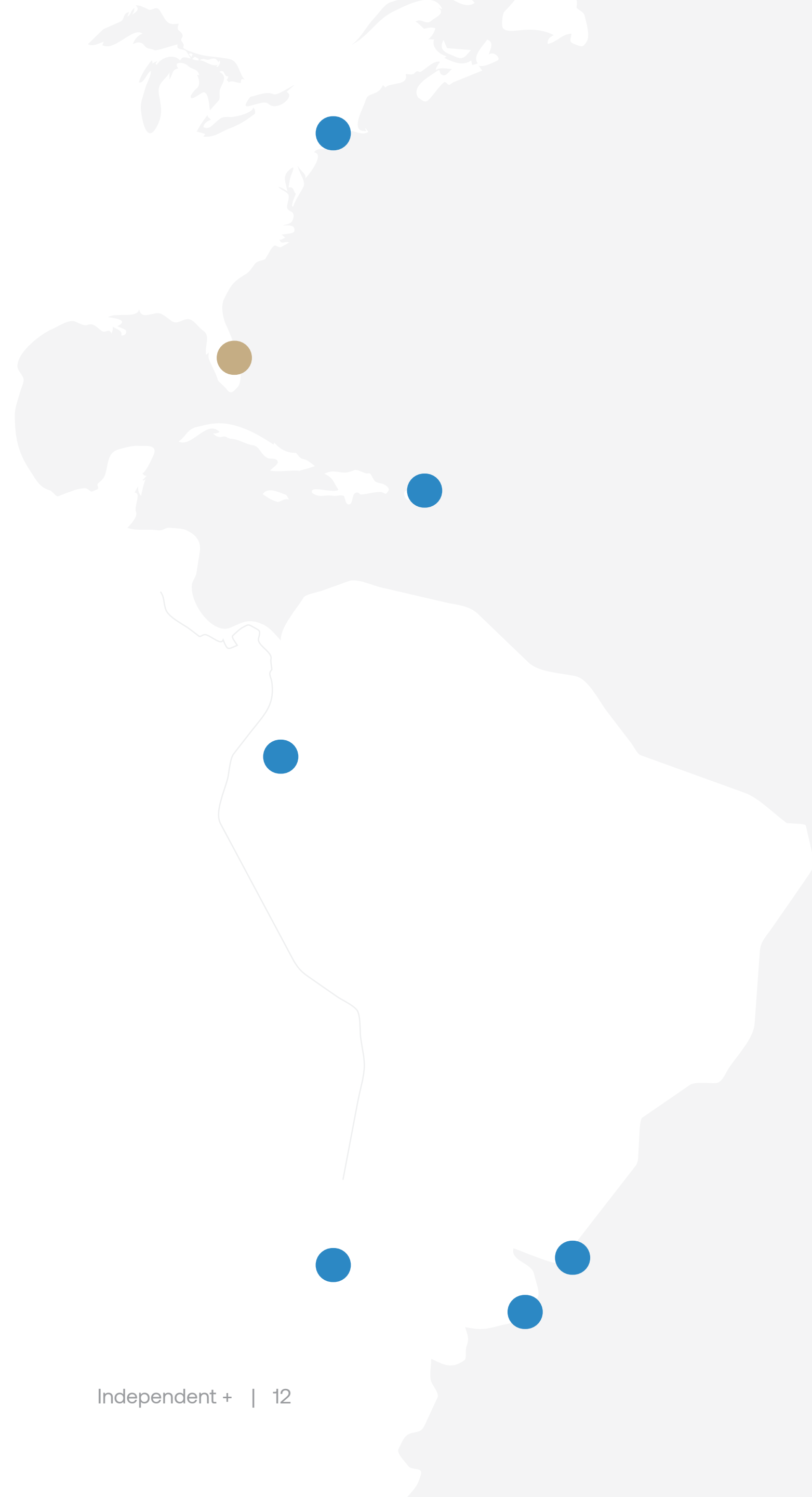
+250
investment professionals and growing

+12k
active clients

A growing network of Local Vehicles.

With a unique and growing regional network of legal vehicles, Insigneo is developing a powerful model, which will allow the delivery of Global wealth management services in the most effective and efficient manner throughout Latin America: In-country, or off-shore from the most appropriate jurisdictions.

Insigneo is creating the most efficient model to service the entire wealth spectrum throughout the region.



Miami Headquarters

Broker Dealer and RIA

New York

Branch Office

Puerto Rico

Branch Office

Colombia

Oficina de Representación

Uruguay

Asesores de Inversiones

Argentina

Agente Asesor Global de Inversión

Chile

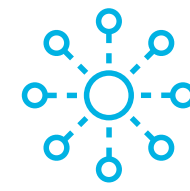
Asesor de Inversiones

Value Proposition

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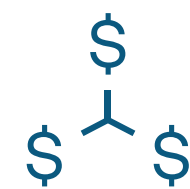
Multiple products and services available to **optimize your business growth.**

Includes Investments, Advisory, Intellectual Capital & Research, Banking & Lending, Reporting, Alternatives and more.



Portfolio Solutions

- Discretionary multi-asset portfolio model
- Open Architecture research services
- Fund due-diligence and selection Focus Lists (Funds, ETFs, FI)



Balance Sheet Products

- Banking
- Transactional Solutions
- Open architecture lending



Alternative & Lifestyle Investment Products

- Vintage PE vehicles
- Impact Investment vehicles
- Non-traditional lifestyle funds



Value-Added Advisor Services

- Outsourced data management
- Portfolio analytics offering
- CIO Office & Publications Access

**Some services are only available through IAS*

An experience that is simpler, more secure and on-demand for our investment professional.



insigneo Connect

Access and manage your investments everywhere you are¹.



WhatsApp Business

Connect securely and on-demand with your advisor.

ADDEPAR

Get a simple report with consolidated assets².

DocuSign

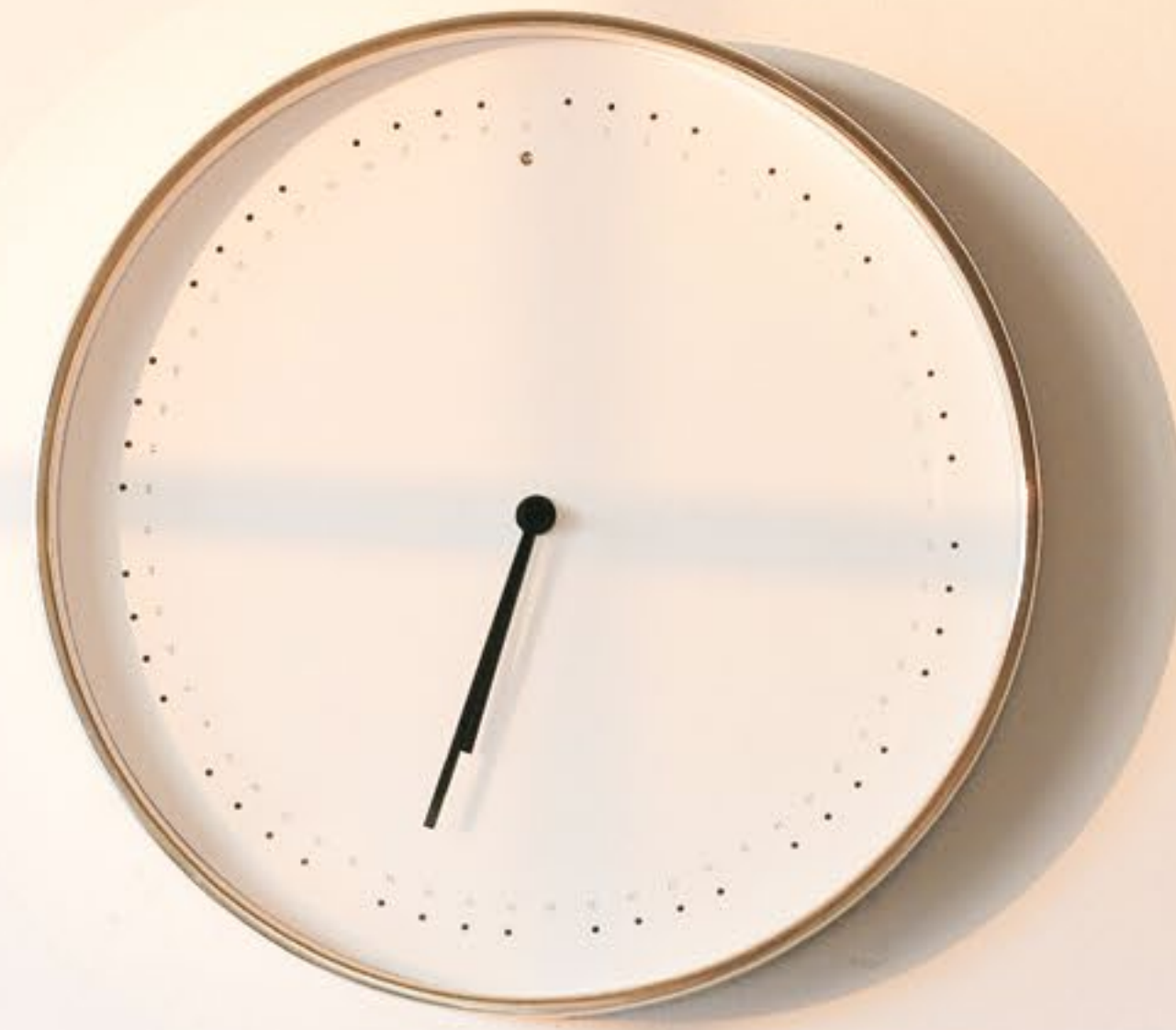
Retrieve the paperwork out of the way with digital signatures.

zoom

Keeping you securely connected wherever you are.

¹Pershing accounts exclusive. ²Available for Advisory accounts.

Don't wait weeks to get your accounts in.



Dedicated Partners

With regional operational hubs in Miami (US) and Montevideo (UY) our investment professionals enjoy a dedicated relationship manager as well as day-to-day support and training sessions.

Seamless Onboarding

From express account opening during the onboarding phase to full integration of DocuSign (Brokerage accounts only) on all new account forms, we strive to support you and your clients.

Agile Processes

Get your account opened in up to 24/48 hs, same day asset movement approvals, and best in class transparent commissions reporting through X-tiva for Brokerage and Advisory.

Get a compliance team ready to help.

Smart controls & common sense

Affiliated financial investment professionals can focus on their business and rest assured that we are playing defense for and with them.

A cohesive, single risk organization

Legal and Compliance with a proper and balanced risk-reward equation.

Our Self-Regulatory Organisation as your strategic partners

Our experienced team will be key strategic partners for your practice, supporting the interaction with our Risk teams.



Capture **more of your client assets**, via advisory or consulting service agreements.

Morgan Stanley



BNY MELLON

PERSHING

J.P.Morgan



EFG

charles SCHWAB



UBS



ADDEPAR

Consolidated Reporting

More support for you
means... **Independent
but not alone.**

- Dedicated onboarding team
- Multilingual operations and compliance, with operational teams in Miami and Uruguay
- Trained sales assistants
- 10-person product, trading and Chief Investment Officer Team
- Attractive office space



Our Platform, **your model.**

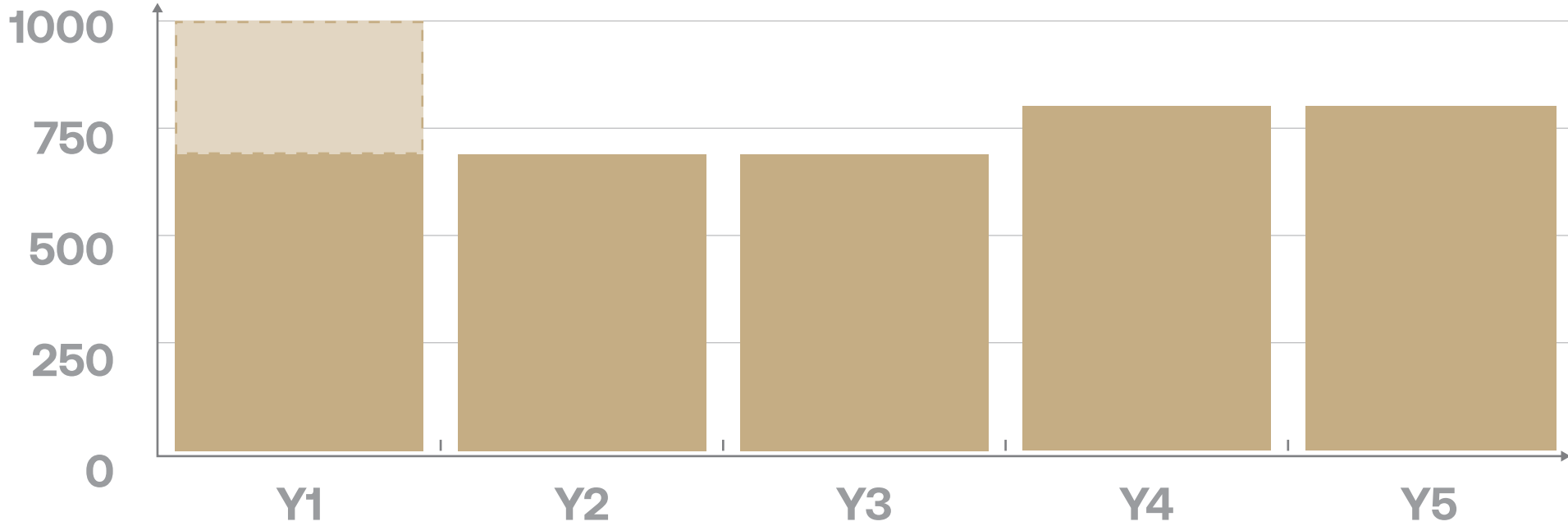
	Independent+	Registered Investment Advisory Firm (RIA)	Foreign Finder/Solicitor	Introducing Broker “IB” / Foreign RIA “FRIA”
Legal Vehicle	Insigneo Advisory Services / Insigneo Securities	SEC or State regulated vehicle	None	Introducing Firm (Broker) is a Non-Us Broker Dealer. Foreign RIA, non-US WM Firm.
Type of contract	Independent contractor	Brokerage services Agreement	Foreign finder contract Solicitor agreement	IB’s Tri party Clearing Agreement (4311) / FRIA’s Brokerage Service Agreement
Payments to:	Investment Professionals	Corporation or LLC	Foreign Finder / Solicitor	Introducing Broker / Foreign RIA
Requirements	<ul style="list-style-type: none"> • \$50 Million + in AUM • Series 7 and 65/66 • Grid payout on transactional and advisory business 	<ul style="list-style-type: none"> • \$50MM + in AUM • US RIA • One time set-up fee • 100% payout on advisory fees 	<ul style="list-style-type: none"> • Due-diligence questionnaire • Foreign finder fees: % of transactional. Solicitors fee a % of advisory fee based on AUM’s. 	<ul style="list-style-type: none"> • \$50MM + in AUM • Allowable Jurisdictions • One time set-up fee • Grid payout on transactional and advisory fees

Payouts **alternatives** for you and your team.

At Insigneo we offer alternatives to better accommodate your team’s financial needs upon transition. Coverage of commercial structure costs and other transition incentives are available. 1MM Producer examples shown below.

Advanced Payments

- › Up Front Payout 30% T12
- › Welcome & AUM Goals (Y1)
- › Temporal Grid Reduction (Net 70%)
- › Year 1: 100% Assets, Revenues

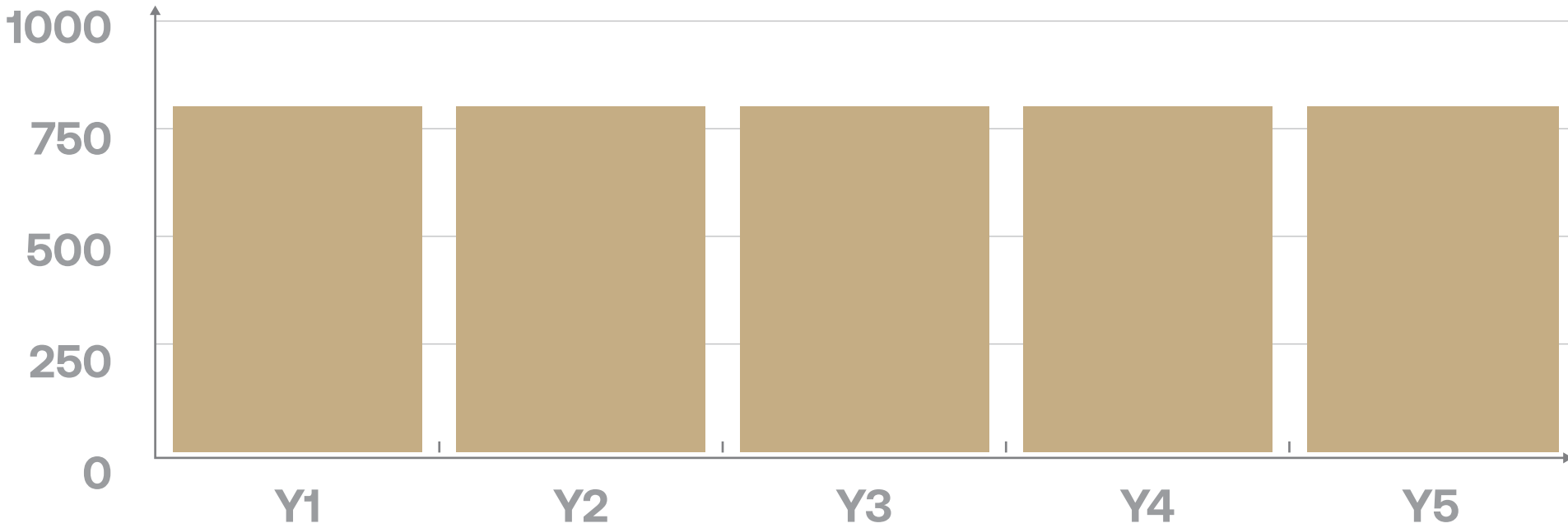


UF	300				
PY	700	700	700	800	800

Total: 4MM

Full Payout Day 1

- › Full Gross Payout Grid (Net 80%)
- › No Up-Front Payments
- › Year 1: 100% Assets, Revenues



UF	-				
PY	800	800	800	800	800

Total: 4MM

Driven by more than **200 years of combined experience** in international wealth management.



Raul Henriquez
Chairman & CEO



Javier Rivero
President & COO



George "Tres" Arnett
General Counsel



Francisco Nuñez
CFO



Rodolfo Castilla
Head of Sales



Anabelle Teves
Human Resources



Miguel Reyes
Head of Marketing



Ahmed Riesgo
Chief Investment Officer



Vikas Saxena
Head of Tech & Innovation



Beatriz Gutierrez Junco
CCO Advisory Services



Helen Lumpuy
Sr. Compliance Officer



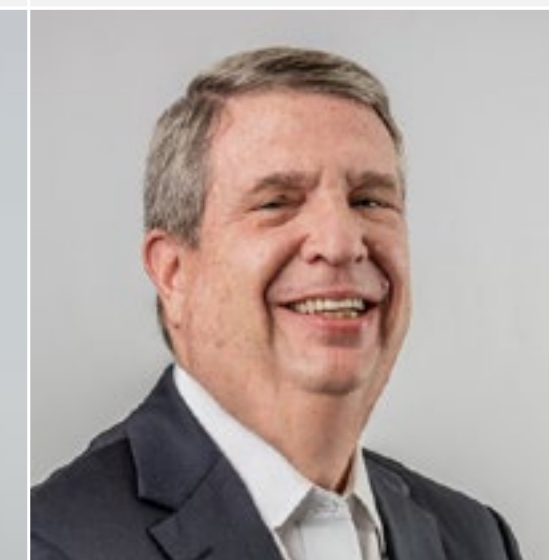
Mariela Arana
Head of Client Relations



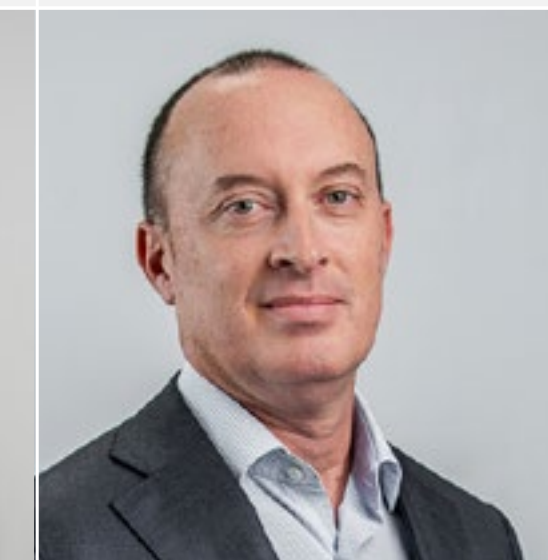
Mariano Scandizzo
Head of Advisory Services



Jose Salazar
Market Head



Daniel Schwartz
Market Head



Vicente Martín
Head of Structured Products



Guillermo Broukaert
Market Head



Important Legal disclaimer

Insigneo Financial Group collectively refers to Insigneo Securities, LLC, Insigneo Advisory Services, LLC and Insigneo Wealth Advisors, LLC. Security products are offered and conducted through Insigneo Securities LLC, a Miami based broker dealer member of FINRA and SIPC, and advisory products and services are offered through Insigneo Wealth Advisors, LLC and Insigneo Advisory Services, LLC.

Further information related to Insigneo Securities, LLC can be obtained at www.insigneo.com or via www.finra.org. Information related to Insigneo Wealth Advisors, LLC and Insigneo Advisory Services, LLC can be obtained at www.sec.gov or www.adviserinfo.sec.gov.

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