Two proposals. One usable comparison.

You have two proposals: one promotes a package, the other a management fee. This workbook helps you rebuild a consistent comparison: the same service, amount, activity and supporting evidence.

Your output: comparable annual estimates, remaining unknowns and an agenda for your next meeting. No bank rankings and no assumed market prices.

How to use it: begin with essential criteria (p. 2), follow the worked example (p. 3-4), then complete your worksheets (p. 5-6). Use the questions and transfer plan (p. 7-8) before writing your summary (p. 9). Calculations are manual; PDF fields do not calculate automatically.

My practical objective and what is missing today

Indicative amount, currency, account holder and countries

My three essential criteria

Edition dated 2 October 2026. Open the PDF in a compatible reader, save a copy and check that your answers are retained. They stay in your file and are not sent to XdC.

Before prices: are you comparing the same service?

A lower price does not resolve an incompatible residence, mandate or service. Treat these points as prerequisites, not scores that a good price can offset.

Check	Question to ask
Entity and country	Which entity will contract with me? Do you accept this account holder, tax residence and country connections?
Who decides?	Is this execution, advice or discretionary management? Who approves each decision?
Scope	Which services are contractual? Do lending or international arrangements require separate approval?
Accepted holdings	Can you hold the proposed assets? Which would require a sale or another custodian?
Conditions	Which minimums, terms, notice periods and restrictions are in writing?

Label every answer: confirmed in writing / stated verbally / unknown / incompatible. An initial commercial indication is not final acceptance of the account.

Blocking issue to resolve before comparing costs

Fictional case: the headline fee is not enough

Shared assumptions: EUR 2,000,000 held constant for a full year; the same discretionary service; no assumed return. Every item below is invented to explain the method. These are neither offers nor market benchmarks.

Annual item	Offer A	Offer B
Management	0.60% = EUR 12,000	0.75% = EUR 15,000
Custody	0.15% = EUR 3,000	Included: EUR 0 added
Underlying costs[1]	0.30% = EUR 6,000	0.20% = EUR 4,000
Transactions[2]	20 × 40 = EUR 800	20 included: EUR 0
FX[3]	100,000 × 0.40% = 400	100,000 × 0.20% = 200
Modelled annual total	EUR 22,200 / 1.11%	EUR 19,200 / 0.96%

[1] Economic investment costs assumed to apply to all EUR 2m, without overlap with mandate fees. They are not necessarily billed directly. [2] Same number and size of orders assumed. [3] FX cost on annual converted volume equivalent to EUR 100,000.

A has a lower headline management rate but a modelled total EUR 3,000 higher. This does not prove B is preferable: scope, holdings, service quality and assumptions must also be comparable.

Exclusions: personal taxation, any service taxes, performance fees, lending, market spreads and unquantified one-off charges. An incomplete total must remain explicitly labelled incomplete.

What can change the comparison

The previous case describes specific activity. Recalculate if the amount, FX volume, holdings or transaction frequency change. A fee difference is not a promise of future savings.

Change to the case	Arithmetic consequence
FX: EUR 500,000 instead of 100,000	A: EUR 2,000; B: EUR 1,000. Totals: EUR 23,800 and 20,000. Difference: EUR 3,800.
One-off fees B: EUR 4,000, A: zero	Original case, first year: A 22,200; B 23,200 EUR. Subsequent unchanged years: A 22,200; B 19,200 EUR.
An item is unknown	Do not enter zero. Show a confirmed subtotal and request a separate estimate.

The two changes are independent. For an annual minimum, compare the calculated fee with the contractual minimum: the higher may apply under the contract. For a tiered schedule, calculate each band; do not automatically apply the final rate to the whole portfolio.

Most uncertain assumption in my proposals

Additional scenario to request from both banks

Your comparable cost worksheet

Enter an annual EUR-equivalent amount and the written reference. Codes: I = included, S = separate, ? = unknown. For I, identify the package; for ?, keep the total incomplete. Add only distinct items.

Common basis: amount, currency, service, orders and FX volume

Item	A: EUR / I-S-?	B: EUR / I-S-?
Management / advice		
Custody / account		
Investments, no overlap		
Trading / FX		
Service taxes / other		
Confirmed annual subtotal		
Separate one-off costs		
Year 1: total / unknowns		

Formula: annual cost = basis × rate + fixed fees + activity fees, without double counting. Comparable rate = annual total / common basis × 100. The first year adds relevant one-off costs; dates and contract terms may require proration.

Documents, dates and items awaiting confirmation

Service quality: ask for evidence

Replace “good support” with an observable situation. Ask for anonymised examples and contractual commitments where available. An advertised response time is not a guarantee.

Evidence to obtain	Bank A	Bank B
Readable sample report		
Review: frequency and attendees		
Named cover for banker absence		
Urgent request: channel and timing		
Foreign residence: written acceptance		
Credit: separate assessment and terms		
Identified complaints process		

My most important service criterion and its evidence

Deposits and investments are different. Ask which entity holds deposits and which guarantee scheme applies. Deposit protection does not cover investment market losses. [2]

Questions that move the meeting forward

Send the same scenario to both institutions. This is an adaptable outline, not a binding request for an offer. The provider determines the information needed and the services it can offer.

> “To compare on the same basis, could you specify your contracting entity, exact service, calculation assumptions, total annual cost and one-off charges? Please distinguish included, separately charged and not estimable, and identify the relevant contractual documents.”

1. Which investment costs are included in the total? Which third-party costs or payments still need explanation?
2. What changes if I keep my existing holdings or trade less?
3. Could you illustrate a year with more FX activity?
4. Is there an annual minimum or a tiered schedule?
5. Which statement will let me reconcile estimates and actual costs? [1]

6. What needs separate approval: lending, power of attorney, residence or specific holdings?
7. Who will answer my questions, and who provides backup?
8. What terms, costs and timing apply if I wish to leave?

The answer I need before any decision

Changing banks: prepare the transition

Do not confuse preliminary acceptance, an open account and a completed transfer. Ask the institutions and your advisers to confirm the sequence where tax or legal consequences may arise.

Step	Confirm before proceeding
1. Admission	Account holder and evidence accepted; details and secure channel verified directly with the bank.
2. Inventory	In-kind transfer possible? Fractional holdings, unsupported assets, timing and costs identified.
3. Commitments	Loans, pledges, guarantees and mandates listed; any required releases confirmed.
4. Continuity	Recurring payments, access, powers of attorney and record retention organised.
5. Closure	Receipt and reconciliation of holdings, exit fees and closure confirmation documented.

Selling to transfer is not the same as transferring securities. Before a sale, have the consequences reviewed by the relevant professionals. This workbook recommends no sale.

Dependency or commitment to clarify first

Your decision summary

You do not need an artificial overall score. Summarise what is evidenced, what matters to you and what is missing. An unconfirmed essential criterion warrants another question even when the price looks attractive.

Confirmed comparable scope and reference documents

Year 1 / later years: A and B, including unknowns

Service difference that actually matters to me

Remaining question / owner / expected date

Next action: clarify, second meeting or wait

Would you like to identify a contact for an initial conversation? Explain your need, relevant countries and timeframe to Charles. Do not send the completed workbook or banking documents in an initial email.

Charles introduces people and coordinates conversations. The bank confirms eligibility and services; authorised professionals provide advice within their remit. You make your decision.

Sources, method and limitations

Sources checked on 2 October 2026. Background references: no endorsement or commercial relationship is implied.

1. ESMA - Information individualisée sur les coûts / Individualised cost disclosure

Background on service and instrument costs. This workbook’s tables, figures and questions are XdC editorial tools, not official templates.

https://www.esma.europa.eu/publications-data/questions-answers/1843

2. FGDL - Garantie des dépôts / Deposit guarantee

Consult for deposit eligibility and the institution concerned. Do not extend deposit protection to investments.

https://www.fgdl.lu/fr/la-garantie/

3. CSSF - Recherche des entités / Entity search

A starting point for checking a Luxembourg entity; also verify its precise authorised scope.

https://edesk.apps.cssf.lu/search-entities/search?lng=fr

Editorial method

Prepared by Diez de Cambournac / LUXALTES 2020 S.à r.l., Luxembourg. Questions, examples and worksheets are an original educational synthesis. Examples are fictional, contain no client data and do not estimate your situation. They are neither market research nor a recommendation.

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