



» The best
strategy
for your
assets

Schoellerbank
Vermögensverwaltung

LET US
ADVISE
YOU!

 **Schoellerbank**
Wealth Management

www.schoellerbank.at

Member of  **UniCredit**

A bank rich in tradition and history

Schoellerbank, founded in 1833, is among Austria's leading private banks and is a recognised specialist for sophisticated asset management.

Our goal is to follow the proven strategy for individual clients, families, companies, corporations and foundations to protect and grow their assets and preserve them over generations.

As part of UniCredit's Wealth Management division, we combine the specialisation of an individual private bank with the services and expertise of a Pan-European Banking Group. We place particular emphasis on offering our clients highly specialised advice and tailored solutions that take their goals and ambitions fully into account.

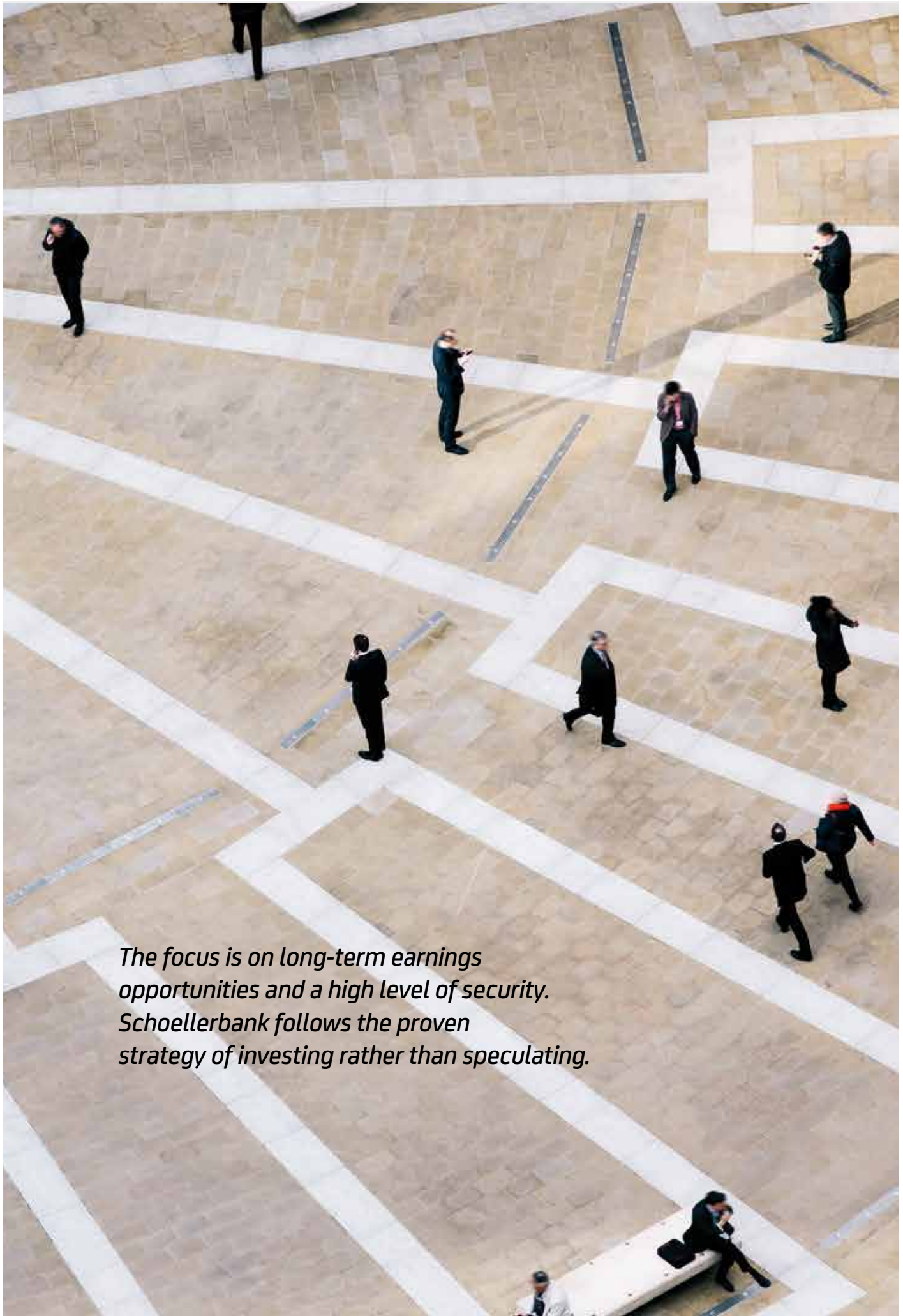
Investing professionally on the basis of the profound market assessment of our bank is a long-standing tradition. The focus is on long-term earnings opportunities with optimal security. Schoellerbank follows the proven strategy of investing rather than speculating. We see continuity, trust and our expertise as the basic foundation for good and long-time clients relationships.

OUR CORE COMPETENCE

Along with investment consulting and pension management, our core competence has been in asset management since 1992. Following an active portfolio management strategy, the experienced Wealth Management Team ensures assets are invested optimally and make the best possible use of the earnings opportunities on the capital markets.

PORTFOLIO DIVERSIFICATION: OUR STRENGTH

Fund management is performed by both Schoellerbank Invest and distinguished international fund companies. This allows us to also benefit from their extensive know-how at the international level, unique expertise in individual asset classes and a wide selection of funds.



The focus is on long-term earnings opportunities and a high level of security. Schoellerbank follows the proven strategy of investing rather than speculating.

Asset management with a clear focus on quality

Our quality focus enables our investment specialists to ensure that only the best investments are recommended: In comprehensive analysis, they rate and check capital investments in order to separate the wheat from chaff. Their ratings follow stringent rules and a transparent process. Only the best instruments receive the Schoellerbank seal of quality and are part of the asset management.

CLEAR QUALITY CRITERIA

When checking equities, our experts assess various factors such as competitive advantages of the company's business model as well as the company's balance sheet, management, dependence on economic cycles and longterm earnings per share. We concentrate on taking a holistic view of each company, bond or fund. The better the quality of an investment, the higher the chance of being accepted into Schoellerbank Vermögensmanagement. This transparent and easy-to-understand analysis lead our clients to satisfaction that their assets are in the best of hands.

*The focus is on the
overall view of a company,
a bond or a fund.*





Expertise for your assets – in the best of hands even in turbulent times

Collaborations always begin with systematic analysis of personal goals and needs. This forms the basis for each of our customised investment concepts and is the result of our holistic approach to advice.

When it comes to asset management, we pursue a strategy of active and responsible diversification. In line with our investment strategy, we actively choose high-quality investments and avoid fleeting trends. This long-term focus offers security but also allows us to achieve a solid performance even during turbulent times. Transparency and objectivity make every step clearly understandable.

DETAILS ABOUT ASSET MANAGEMENT

Depending on your personal goals and the amount you want to invest, we offer a variety of different investment options: You can choose between asset management with funds and asset management with individual instruments.

- Our experts manage your investment using high-quality financial instruments with the aim of achieving the highest possible returns with the greatest security.
- You can access your invested capital at any time.
- Depending on your investment objectives and possible value fluctuations, you can choose between several investment approaches.
- You receive in-depth information about the development of your assets on a regular basis.



WEALTH MANAGEMENT PRODUCTS

We offer you numerous options for your investment. Choose by your preference between asset management in sustainable and without sustainable investments.

Asset Management
without the focus on
sustainable investments

Schoellerbank Vermögensverwaltung
"Klassik mit Einzeltitel Aktien"

Schoellerbank Vermögensverwaltung
"Klassik"

Schoellerbank Vermögensverwaltung
"Exklusiv"

Asset Management
in sustainable investments

Schoellerbank Vermögensverwaltung
"Klassik mit Einzeltitel Aktien"

Schoellerbank Vermögensverwaltung
"Klassik"

Schoellerbank Vermögensverwaltung without sustainable investments

The investments underlying this financial product do not take into account the EU criteria for ecological sustainable economic activities.

Vermögensverwaltung “Klassik”

The Vermögensverwaltung “Klassik” mandate allows you to choose between five different investment approaches in bond and equity funds, starting with an investment volume of EUR 200,000.–

- conservative
- balanced
- progressive
- traditional
- dynamic

Vermögensverwaltung “Klassik mit Einzeltitel Aktien”

Starting with an investment volume of EUR 1,000,000.–, you can invest in the equity’s asset class by way of funds and in individual shares on the basis of the following investment approaches.

EUR based we offer the following investment approaches:

- traditional
- balanced
- dynamic
- progressive

USD based we offer the following investment approaches:

- conservative
- traditional
- balanced
- dynamic
- progressive

With an investment volume of EUR 1,000,000.– you can invest in the Vermögensverwaltung “Klassik mit 100 % Einzeltitel Aktien”. The asset class equity consists of specified individual shares and share funds. You can invest in EUR or USD.

Vermögensverwaltung “Exklusiv”

Starting with an investment volume of EUR 5,000,000.– our specialists will put together an individual solution in EUR or USD.

This tailored investment strategy, e.g. with specially defined investment guidelines suited to foundations or institutions, is developed together with our clients, investment experts and Wealth Managers:

- Consideration of your goals regarding asset classes, countries/regions, maturities, ratings and risk awareness.
- Strategic orientation and individual benchmark (i.e. neutral weightings) as well as ranges within which the Wealth Management Team has room to operate when implementing the investment strategy.
- Investment in all asset classes.
- Customer-specific currency allocations and regional restrictions: In addition to asset investments in EUR, the strategy also enables investments in USD.
- Selection of reporting currency: EUR or USD.

Investment approaches to be chosen

Your investment objectives and risk appetite determine which strategy meets your personal needs. In the Vermögensverwaltung “Klassik” and “Klassik mit Einzeltitel Aktien” you choose one of the investment approaches depending on availability in the respective currency.

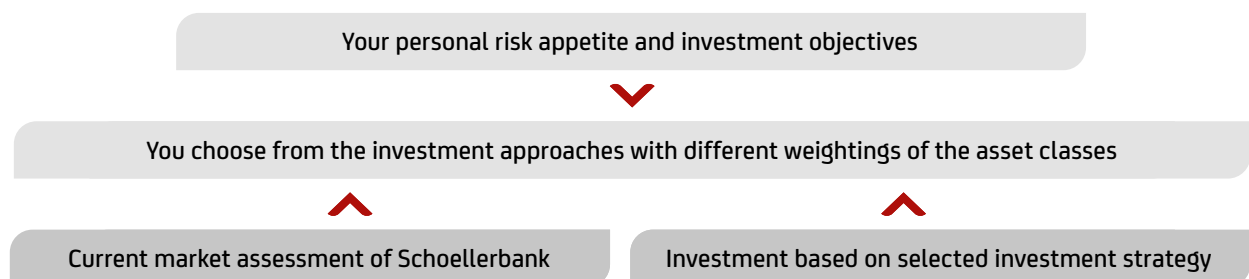
Investment approach	Asset classes	
	Money Market, bonds (minimum–maximum)	Equities, alternative investments (minimum–maximum)
conservative	100.0%	0.0%
traditional	66.7–100.0%	0.0–33.3%
balanced	50.0–100.0%	0.0–50.0%
dynamic	33.3–100.0%	0.0–66.7%
progressive	0.0–100.0%	0.0–100.0%
100% Einzeltitel Aktien	0.0%	100.0%

The Wealth Management Team is bound by clear weighting guidelines for the investment of your assets. The asset classes (Money Market, bonds, equities, and alternative investments) are included on the basis of your personal investment approach. The investment in the alternative investments segment can be made primarily in financial instruments. The alternative investment portion can be assessed, for example, through the following securities:

- investment funds (including ETFs)
- real estate securities and similar instruments
- commodity securities and similar securities

The investment approaches differ with regard to the size of the allocation to the indicated investment products in the portfolio and thus represent different risk classes.

This investment philosophy allows you to take advantage of the earnings opportunities offered by various asset classes and financial markets.





Vermögensverwaltung “Klassik” mandate as fund-based insurance solution

The Vermögensverwaltung “Klassik” in the asset classes fund, can also be chosen as a fund-based life insurance starting with an investment volume of EUR 200,000.–.

The fund-based insurance solution offered by Schoellerbank AG enables additional payments, change of assessment (currently tax-free), but also partial withdrawals, which is the special flexibility of this provision and investment solution highlights.

As part of the insurance solution, we offer you the following investment approaches:

conservative

traditional

balanced

dynamic

progressive

This exclusive insurance solution combines the Vermögensverwaltung “Klassik” in the asset class funds of Schoellerbank AG with the advantages of a fund-based life insurance from Wiener Städtische Insurance AG. The innovative design of this fund-based life insurance combines the possibility in addition to a tax advantage protection of the next generation and offers a high degree of flexibility as part of a long-term changeable investment by an open contract term.

In addition to the conditions of the Vermögensverwaltung “Klassik”, only low insurance administration costs (0.3% of the average available capital p. a.) and risk costs (according to the age of the insured person according to the mortality table) are charged annually to the contract. Therefore the tax-exempt investment within the fund-based insurance positively influences the value of your investment.

Find out more about the different possibilities of this innovative pension solution and the particularly transparent reporting of an insurance contract.

Schoellerbank Vermögensverwaltung in sustainable investments

Sustainability means in its original definition a “long-lasting effect”.

Those who invest sustainably are concerned in fairness for everyone involved – the people, the environment and society.

Sustainable investment solutions need the comparison with conventional investments without any fear. With sustainable investments you contribute to a future worth living.

The sustainability factors apply at Schoellerbank AG for the selection of financial products, those within the framework of the sustainable Schoellerbank Vermögensverwaltung “Klassik” and “Klassik mit Einzeltitel Aktien” be used, provided the consideration of sustainability factors is contractually agreed. In this case is the sustainable Vermögensverwaltungen of Schoellerbank a financial product according to Article 8 of the Disclosure Regulation.

More details on the topic of “sustainability in the asset management” can be found on the homepage of Schoellerbank AG www.schoellerbank.at.

Vermögensverwaltung “Klassik”

The sustainable Vermögensverwaltung „Klassik“ starts with an investment volume of EUR 200,000.– in the bond and equity’s fund asset class. You can choose the following investment approaches:

- traditional sustainable
- dynamic sustainable
- balanced sustainable

Vermögensverwaltung “Klassik mit Einzeltitel Aktien”

Starting with an investment volume of EUR 1,000,000.–, you can invest in the equity’s asset class by way of funds and in individual shares on the basis of the following investment approaches:

- traditional sustainable
- dynamic sustainable
- balanced sustainable
- progressive sustainable

With an investment volume of EUR 1,000,000.–, you can also invest in the sustainable Vermögensverwaltung “Klassik mit 100 % Einzeltitel Aktien”. The asset class equity consists of specified individual shares and share funds. You can invest in EUR.

Investment approaches in sustainable investments to be chosen

Your investment objectives and risk appetite determine which strategy meets your personal needs. From traditional to 100% Einzeltitel Aktien in EUR: you choose one of the investment approaches of the Vermögensverwaltung “Klassik” and “Klassik mit Einzeltitel Aktien”.

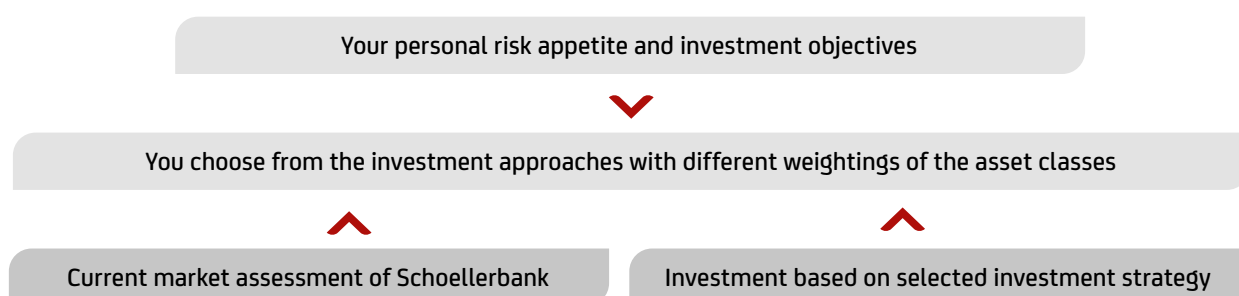
Investment approach	Asset classes	
	Money Market, bonds (minimum–maximum)	Equities, alternative investments (minimum–maximum)
traditional sustainable	66.7–100.0%	0.0–33.3%
balanced sustainable	50.0–100.0%	0.0–50.0%
dynamic sustainable	33.3–100.0%	0.0–66.7%
progressive sustainable	0.0–100.0%	0.0–100.0%
100 % Einzeltitel Aktien sustainable	0.0%	100.0%

The Wealth Management Team is bound by clear weighting guidelines for the investment of your assets. The asset classes (Money Market, bonds, equities, and alternative investments) are included on the basis of your personal investment approach. The investment in the alternative investments segment can be made primarily in financial instruments. The alternative investment portion can be assessed, for example, through the following securities:

- investment funds (including ETFs)
- real estate securities and similar instruments
- commodity securities and similar securities

The investment approaches differ with regard to the size of the allocation to the indicated investment products in the portfolio and thus represent different risk classes.

This investment philosophy allows you to take advantage of the earnings opportunities offered by various asset classes and financial markets.



Information about the consideration of sustainability factors and how to deal with sustainability risks



At Schoellerbank, we clearly define the principles of sustainable investment.

THE PRODUCT SELECTION PROCESS IN DETAIL

The assessment of companies and countries is according to sustainability factors (ESG factors) based on data from research databases of an independent rating company.

CRITERIA FOR STOCKS AND CORPORATE BONDS

The first step is a so-called “screening” according to exclusion criteria carried out. This means that companies from controversial business areas as investments are excluded.

Exclusion criteria:

Companies that generate a significant proportion of their sales in specific industries are generally excluded from the investment universe. Alternatively, the share can be used as a criterion for the yields.

Compliance with the UN Global Compact:

Companies with very serious violations of the principles of the UN Global Compact are excluded from the sustainable investment universe (e.g. disregard for human rights, child labour, forced labour ...).

In a second step, the issuers remaining in the selection process are assessed with regard to their social and environmental standards assessed. This means that those companies in the remaining investment universe are preferred that perform better in terms of sustainability factors compared to other companies in the same industry.

GOVERNMENT BOND CRITERIA

A screening of the exclusion criteria is carried out for the sustainability criteria for government bonds. This means that government bonds will be excluded as investments if the exclusion criteria are violated.

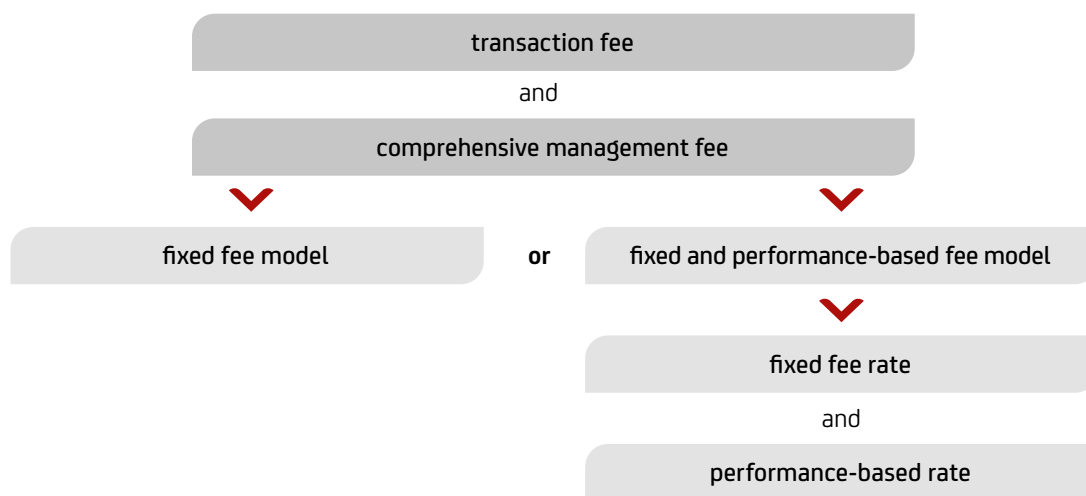
The above-described approach how to manage sustainability criteria limits the investable universe. This can have both positive and negative effects on the return of the portfolios compared to the benchmark.

Further details on the topic of “sustainability in the asset management” can be found on the Schoellerbank AG website.

Transparent fees

The given fee model rounds the service profile. It consists of a one-off transaction fee for each deposit of capital into the clearing account for the asset management mandate. Two models are available to choose from for the ongoing fees.

The transaction fee applies based on the selected investment approach and is calculated for every deposit of capital to be invested. It is possible to switch between the investment approaches free of charge.



Please note that the fees, including the one-off transaction fee and the ongoing comprehensive management fee, reduce earnings.

TRANSACTION FEE

Depending on the investment approach selected, a closing fee including 20% VAT is charged for each deposit of capital to be invested.

Two comprehensive management fee models

You can choose between two models: the “fixed fee model” and the “fixed and performance-based fee model”.

The fixed component is charged at the end of each quarter based on the average available capital. No additional fees are charged for the clearing account for the asset management mandate. The comprehensive management fee covers all charges incurred, such as management, securities account and transaction fees.¹⁾

“FIXED” COMPREHENSIVE MANAGEMENT FEE MODEL

The calculation basis is the average available capital, which is the average of the total values calculated for each month. The total value is the market value of the securities managed under the agreement including accrued interest as well as the account balances of the associated clearing accounts. The fee is charged at the end of each quarter.

“FIXED AND PERFORMANCE-BASED” COMPREHENSIVE MANAGEMENT FEE MODEL

This model is made up of two components: a fixed portion and a performance-based portion. The fixed fee rate is calculated in the same way as the fixed fee model and the fixed component is charged at the end of each quarter.

The calculation of the performance-based component is based on the pre-tax value appreciation of the assets under management (e.g. value fluctuations, disbursements, interest, and dividends) for the relevant calendar year after deduction of the base rate. This value appreciation is calculated as the difference between the asset value as of 31 December of the previous year and the asset value as of 31 December of the year before last. If the asset management mandate begins during the calendar year, it is calculated as the difference between the asset value as of 31 December of the previous year and the asset value as of the start of the asset management mandate.

If the asset value before taxes and after deduction of the base rate declines, the performance-based component will not be incurred until this decline in value is offset. The performance-based component is charged at the end of each year and is subject to 20 % VAT.

A detailed overview of terms and conditions of the two comprehensive management fee modules are available in the counter notice of the branch and/or are provided from your advisor.

1) For information about the fees for financial instruments (e.g. management/administration fees for investment funds and real estate funds), please refer to the prospectuses published by the issuer/fund company.

Investors should note the following Important risk disclosure

As a basic principle, all securities investments present both opportunities and risks. The greater the earnings opportunities, the higher the risks – and vice versa.

- ✔ Asset management is suitable for you if you would like to invest your money on a long-term basis (at least five years) and do not want to actively deal with your investment. You are convinced of the earnings opportunities offered by securities and can accept the increased risks associated with a securities investment along with these opportunities.
- ✔ The active management of your assets allows for a rapid and flexible reaction to market conditions. We choose the best of the available investments – without limiting ourselves to certain countries, sectors, or currency areas.
- ✔ We focus on your needs, and you select your investment approach individually. The investment approaches for the asset management mandates invest in different risk classes. The higher the allocation to equities and alternative investments, the higher the risk.
- ✔ Your assets are monitored using an active risk management approach. Risks associated with the specific asset classes are possible, such as default risk for equities and bonds, interest rate risk for bonds or the risk of falling prices for real estate.
- ✔ Our experts follow a clear, disciplined investment process based on facts and experience on the domestic and international markets.
- ✔ We offer a high level of transparency with easy-to-understand reporting and transparent fees. Please keep in mind that fees reduce your return.
- ✔ This marketing communication is not an investment recommendation and is not intended as investment advice. In particular, it is not an offer or invitation to buy or sell securities or an invitation to make an offer for the conclusion of an asset management mandate. It is intended solely as introductory information and is not a substitute for advice provided on the basis of the investor's individual circumstances and knowledge.
- ✔ Every capital investment involves risk up to and including the loss of all of the invested capital. The value of the investment and the earnings generated by the investment can change suddenly and considerably and therefore cannot be guaranteed. Return-oriented securities investments are generally subject to higher investment risk. In particular, the product-specific risks associated with financial instruments (liquidity, price, interest rate, and credit risk as well the risk of complete loss).
- ✔ Currency fluctuations can also influence the performance of the investment. The investor may fail to recover the full amount of capital invested, for example, if the capital is only invested for a short period. Under certain circumstances it is even possible to lose all of the invested capital. The longer the investment horizon, the less the impact of short-term fluctuations influence the investment. Therefore, the minimum investment horizon for an asset management mandate should be five years.
- ✔ Schoellerbank AG will manage the assets with the care of a prudent businessman. Beyond this, Schoellerbank AG provides no guarantee for a specific result of the management activities (particularly not for matching or exceeding the defined portfolio benchmark) or a specific development of the assets under management.
- ✔ Possible (re)payments from the product may not protect investors against inflation risk. Therefore there is no assurance that the purchasing power of the invested capital will be unaffected by a general increase in consumer goods prices.
- ✔ Your advisor will be happy to help you determine the investment approach that is right for you.

Our locations

Our closeness to our clients is an important factor in our success.

With eight locations, we provide nationwide coverage across Austria – and we will be happy to provide you with information at a face-to-face meeting.

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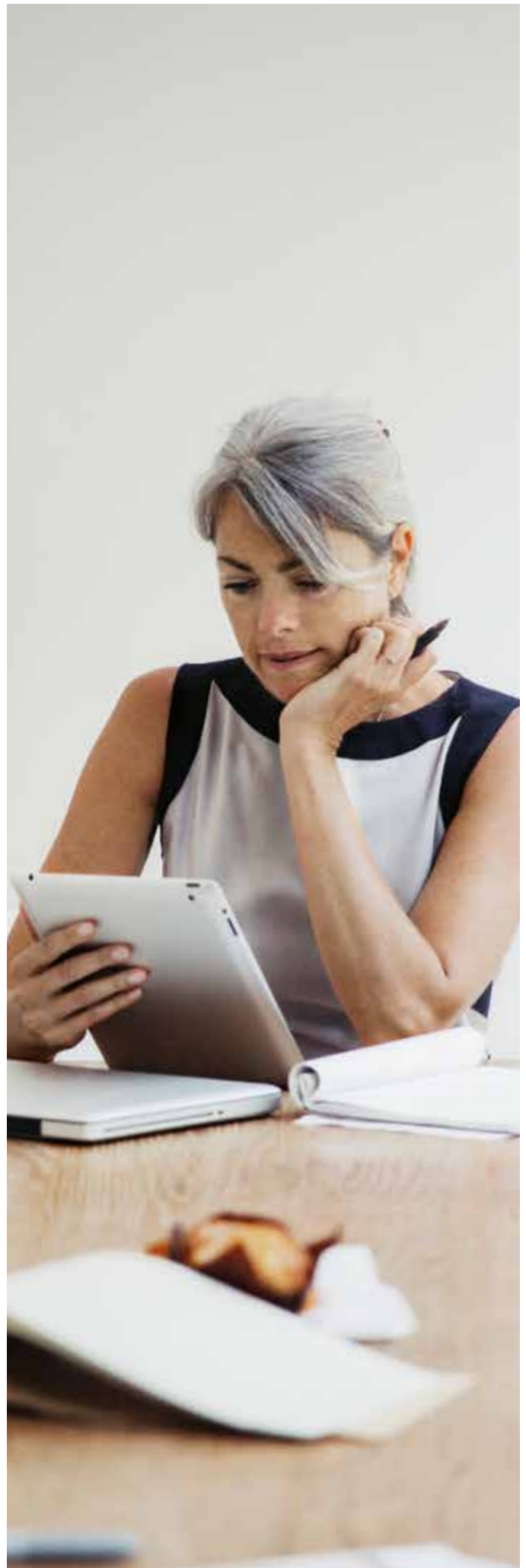
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GENERAL INFORMATION

For questions about your individual tax situation, we recommend that you consult a tax advisor. Tax treatment depends on your personal circumstances and may be subject to future changes.

US citizens as well as persons residing in or with their tax home in the US and/or companies domiciled in the US may also not be offered this product in Austria and may not purchase this product.

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