



Schoellerbank
Asset Management

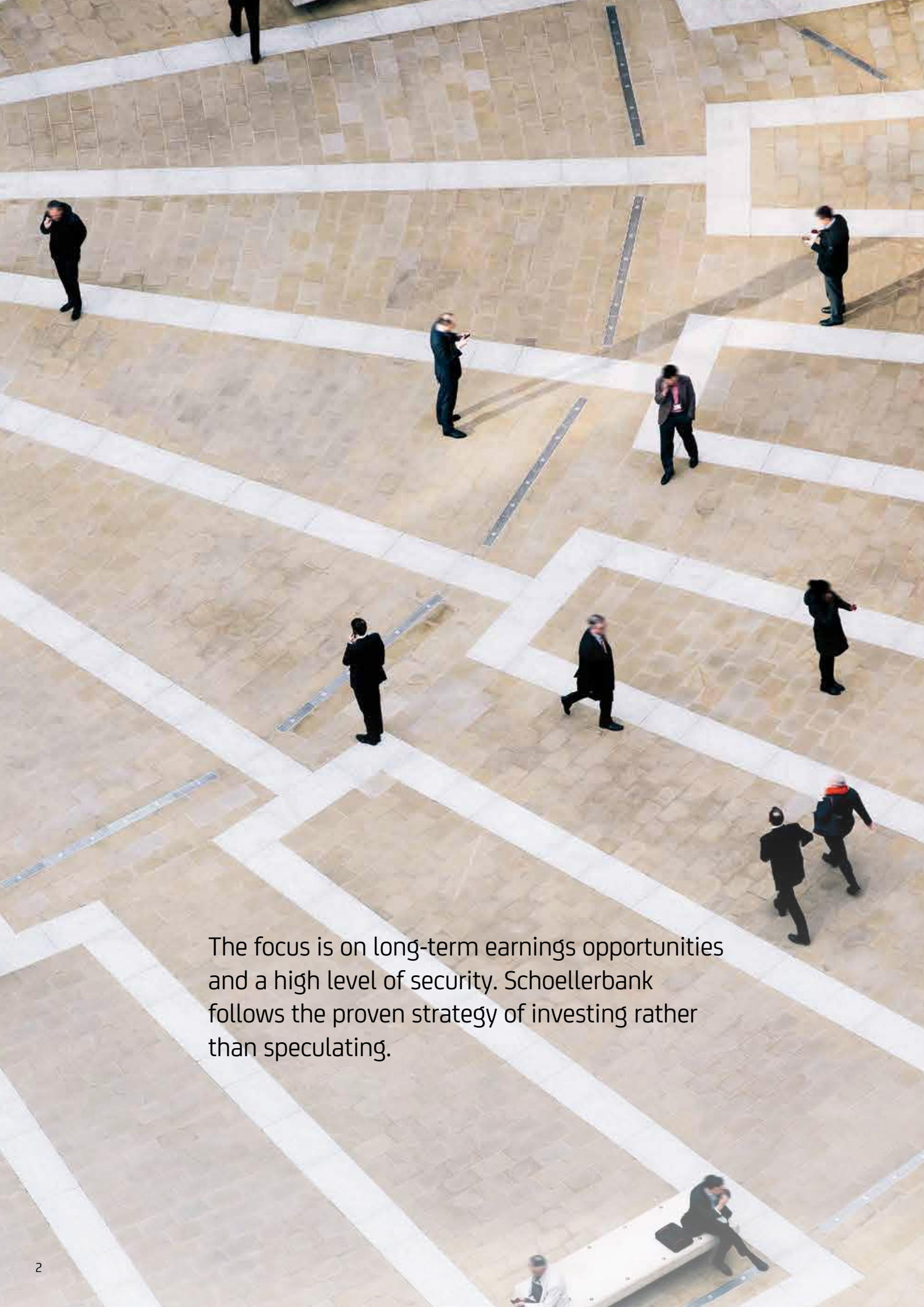
The best
strategy for
your assets

Banking that matters.

 **Schoellerbank**
Wealth Management

www.schoellerbank.at

Member of  **UniCredit**



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

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 help individual clients, families, companies, corporations and foundations 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.


Asset management guided by the stars

The StarRating enables our investment specialists to ensure that only the best investments are recommended: In a comprehensive examination, they rate and check capital investments in order to separate the wheat from the 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 rating 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 long-term 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 number of stars. This transparent and easy-to-understand approach lets our clients know that their assets are in the best of hands.

A silhouette of a person in a striped shirt pointing towards a starry night sky. A telescope is mounted on a tripod in the foreground. The background is a vibrant, multi-colored starry sky with hues of blue, green, and purple.

We concentrate on taking
a holistic view of each company,
bond or 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 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 objective 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.



Investment in asset management funds

We offer an extensive universe of asset management funds for investment volumes up to EUR 200,000.

Vermögensverwaltung „Klassik“

The Vermögensverwaltung “Klassik” mandate allows you to choose between five different investment approaches in the fund asset classes, starting with an investment volume of EUR 200,000:

- conservative
- balanced
- progressive
- traditional
- dynamic

Vermögensverwaltung “Klassik” mandate as fund-based insurance solution

The Vermögensverwaltung “Klassik” mandate as a fund-based insurance solution combines a sustainable (“ESG” – environmental, social and governance) fund universe with Schoellerbank’s fund-based insurance components, starting with an investment volume of EUR 200,000. The insurance solutions created especially for this purpose combine fund-based asset management with the advantages of insurance, including tax benefits, safeguarding for future generations and the annuity table guarantee.

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 five investment approaches.

- conservative
- balanced
- progressive
- traditional
- dynamic

Vermögensverwaltung „Klassik mit 100 % Einzeltitel Aktien“

With an investment volume of EUR 1,000,000, you can invest in the equity and bond funds as well as in individual shares and equity funds specified by you.

Your personal solution: Vermögensverwaltung “Exclusive”

Vermögensverwaltung “Exclusive”

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.

Individual and exclusive highlights

- 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 investment funds or individual instruments.
- Clients-specific currency allocations and regional limits. This strategy allows assets to be invested in both EUR and USD.
- Selection of EUR or USD as the reporting currency.

The fee rate for the Vermögensverwaltung „Exclusive“ mandate is agreed on an individual basis depending on the selected investment strategy.

Sustainable investment

In its original definition, sustainability means “an effect that can be maintained over a longer period of time”.

People who invest sustainably are concerned about fairness for all of the factors involved – the people, the environment and society.

Sustainable investment solutions do not have to shy away from being compared with conventional investments. They allow you contribute to securing a liveable future.

If you are interested in investing responsibly according to ESG criteria (ESG = environmental, social and governance), we offer you the desired Vermögensverwaltung “Klassik”, “Klassik mit Einzeltitel Aktien”, and “Klassik mit 100% Einzeltitel Aktien” mandates, with investment approaches ranging from traditional to dynamic as well as in the Vermögensverwaltung “Exclusive” mandate.

For further details about sustainability in asset management visit the website of Schoellerbank AG.

Five investment approaches to choose

Your investment objectives and risk appetite determine which strategy meets your personal needs. From conservative to progressive – you choose one of the five investment approaches in the Vermögensverwaltung “Klassik” and “Klassik mit Einzeltitel Aktien”.

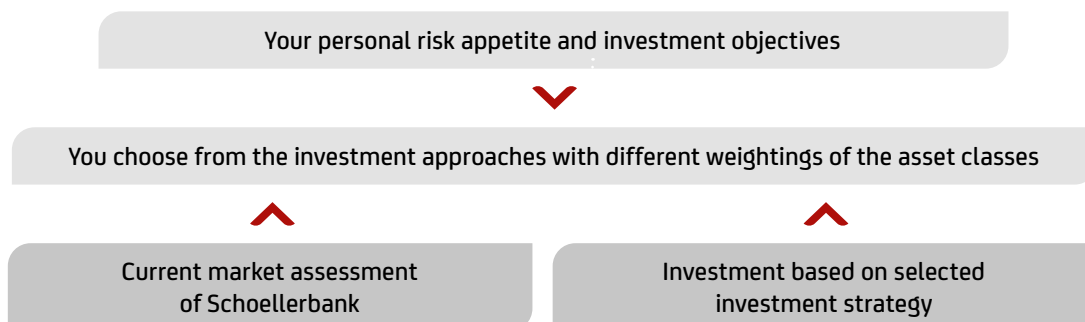
Investment approach	Asset classes	
	Money market, bonds (minimum–maximum)	Equities, alternative investments (minimum–maximum)
conservative	100%	0%
traditional	66.7–100%	0–33.3%
balanced	50.0–100%	0–50.0%
dynamic	33.3–100%	0–66.7%
progressive	0–100%	0–100%

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 investments in the alternative investments segment can be made primarily in financial instruments. This can include the following, for example:

- 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.



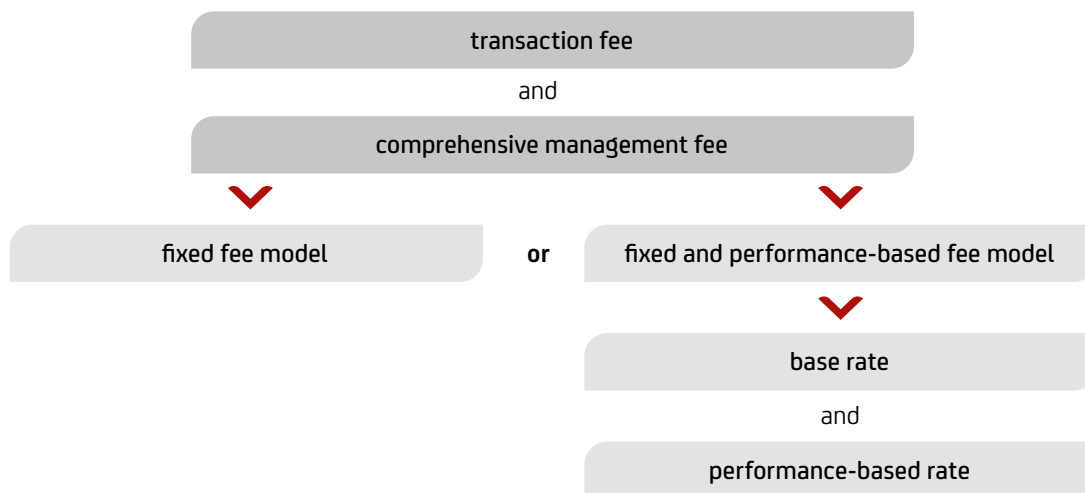


Transparent fees

The simple fee model rounds out 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 fee rates are applied for the transaction fee. They are calculated for every deposit of capital to be invested. It is possible to switch between the investment approaches free of charge.

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.^{*)}

“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 base rate for the fixed component 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 as-

sets 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.

^{*)} 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.
- ✔ 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 nine locations, we provide nationwide coverage across Austria – and we will be happy to provide you with information at a face-to-face meeting.

VIENNA

Palais Rothschild
A-1010 Vienna, Renngasse 3
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SALZBURG

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KLAGENFURT

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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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