

Discretionary mandate

For marketing purposes

Brief description

The discretionary mandate ensures active and professional management of your assets within the framework of the selected investment strategy. You can choose between five strategies tailored to your investor profile which is defined jointly with your relationship manager. The assets are divided into the following asset classes, depending on the investment strategy: liquidity, bonds, equities and alternative investments. In-house CIC funds and actively managed certificates (so-called investment vehicles) are used for the implementation of the asset classes.

The CIC investment vehicles used have a clearly defined strategy, are broadly diversified and stand out for their excellent track record. To achieve the investment objectives, our investment experts vary the allocation of the asset classes in a continuous investment process. In addition, forward exchange transactions can be used to hedge against currency risks.

Sustainability focus (ESG)

All investment strategies meet the Bank CIC sustainability criteria. When selecting investment instruments, a number of exclusion criteria are used to weed out companies that

do not meet our sustainability standards. These include:

- Prohibited weapons under the guidelines in the UN Weapons Convention
- Breaches of the UN Global Compact, which has ten principles including human rights, protection of the environment and combating corruption.
- Child labour
- Genetic technology
- Gambling (>5% of revenue)
- Pornography (>5% of revenue)
- Coal mining (>5% of revenue)

Suitability

The discretionary mandate is suitable for investors wishing to delegate their investment decisions to experts and intending to build up their assets over the long term.

Investment strategies

	Risk tolerance	Anticipated returns	Investment horizon
Bonds	Low	1-3%	From 3 years
Conservative	Limited	2-5%	From 4 years
Balanced	Existing	4-6%	From 5 years
Dynamic	Marked	5-7%	From 6 years
Equities	Proactive	6-9%	From 7 years

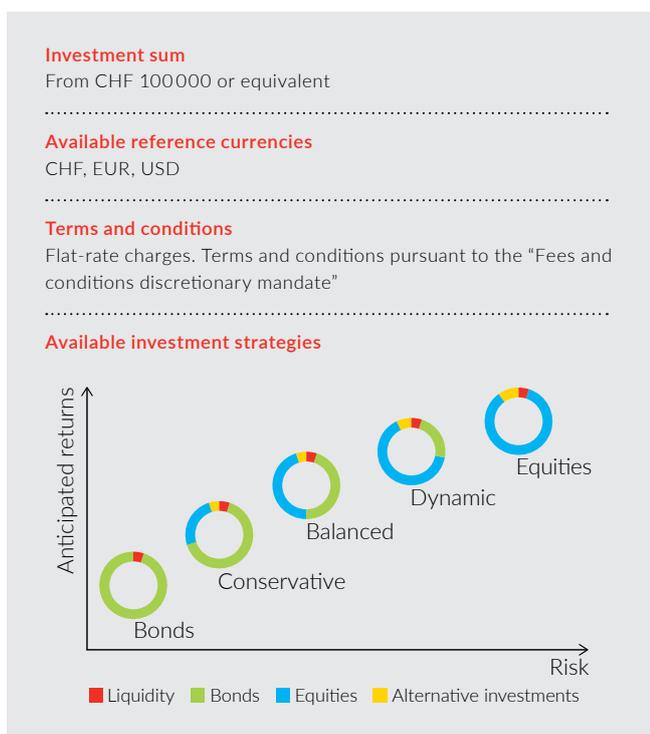
Indicative bandwidths

	Liquidity	Bonds	Equities	Alt. investments
Bonds	0-40%	60-100%	0-10%	0-20%
Conservative	0-40%	45-85%	13-38%	0-25%
Balanced	0-40%	30-60%	30-60%	0-30%
Dynamic	0-40%	10-36%	45-85%	0-30%
Equities	0-40%	0-15%	60-100%	0-30%

Portfolio structure using a mandate with the reference currency CHF as an example

Asset class	Investment vehicle
Liquidity	Cash account
Bonds	CIC CH - Bond CHF "Primus" (Swiss bonds) CIC CH - Convert Bond (Convertible bonds)
Equities	CIC CH - Equity CHF "Primus" (Swiss equities) CIC SPV Global equities - AMC*
Alternative Investments	CIC SPV Alternative investments - AMC* ETC Gold (physically deposited certificate)

* Actively Managed Certificate



Discretionary mandate



Your benefits

- **Professional portfolio management:** You benefit from a structured investment process overseen by our specialists and can consequently rest assured that your selected investment strategy will be rigorously implemented.
- **More time:** The discretionary mandate is a simple investment solution and is not time-consuming for you.
- **Appropriate investment strategy:** We define the investment strategy that matches your investment profile on the basis of a joint assessment of your risk tolerance and appetite and your personal investment objectives.
- **Reduced risk:** You benefit from a broadly diversified investment solution, thereby reducing your investment risk.
- **Taking ESG criteria into account:** Companies committed to ESG principles are generally better positioned for the long term. This can have a positive effect on company performance, and hence the return on ESG investments.
- **Global investment universe:** We seize investment opportunities on your behalf and continuously adjust the portfolio in line with global trends and financial market developments.
- **Transparency:** You receive regular reports detailing the performance of your assets and the investments made. You are also aware of the exact costs at all times thanks to the flat-rate charge.

Possible risks

- **Market risk:** The performance of the portfolio is dependent on the correct assessment of the financial markets and the selected investment instruments.
- **Return risk:** The achievement of investment objectives and avoidance of losses cannot be guaranteed.
- **Currency risk:** Investments in foreign currencies may influence the performance.
- **Liquidity risk:** Some parts of investments may be performed in securities with lower liquidity and it may not always be possible to sell these with immediate effect.

How it works

We follow a systematic investment process so that your assets will perform successfully. This means that we can react to market developments in a targeted manner and adjust your portfolio immediately if required.



Macroeconomic committee

Every month, Bank CIC's macroeconomic committee provides the forecast economic data, setting the long-term strategic parameters.



Investment committee

The investment committee sets the tactical asset allocation monthly, determining the weighting of the asset classes, currencies, risks and regions.



Implementation and market opportunities

On the basis of the decisions made by the investment committee, Bank CIC's asset management team carries out the stock selection within the investment vehicle, the protection against extreme events and the risk monitoring. Short-term market opportunities are also exploited.



Taking ESG criteria into account*

When selecting investment instruments, exclusion criteria are applied that do not match the Bank CIC sustainability standards. The performance, tracking error and management team of a fund or structured product are identified, along with the leaders and laggards in terms of sustainability. We favour investment instruments with a better ESG rating.

*The ESG assessment is based solely on data obtained from MSCI, a provider of financial and ESG data. The special risks in connection with sustainability (ESG risks) can be found in the brochure «Risks involved in trading financial instruments» (www.cic.ch/fidleg).

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