

Sales remunerations

Bank CIC (Switzerland) Ltd. offers its clients a wide range of investment funds and structured products. The client acknowledges that, in consideration for these distribution activities, Bank CIC (Switzerland) Ltd. receives retrocessions, trailer fees, kickbacks or similar remuneration from third parties. Bank CIC (Switzerland) Ltd. also receives other sales support from third parties on a periodic basis such as training, information, promotional material and pecuniary benefits. These sales remunerations are contractually defined remunerations to Bank CIC (Switzerland) Ltd. for services provided, including those in connection with the analysis and selection of products, additional administrative expenses relating to these products and the sale of the financial products to clients.

Depending on the product and provider, sales remunerations can take a number of different forms, such as a recurring trailer fee or, in the case of structured products, discounts granted to Bank CIC (Switzerland) Ltd. on the issue price or as a reimbursement on that price.

Sales remunerations can lead to conflicts of interest. In particular, they can create an incentive to prefer certain investment products that pay higher sales remunerations to other investment products and/or to prefer the latter to direct investments without sales remunerations. In this regard, Bank CIC (Switzerland) Ltd. has taken organisational measures to avoid such conflicts of interest and rule out potential disadvantages for its clients.

The following table shows the sales remuneration paid to Bank CIC (Switzerland) Ltd., expressed as bandwidths of the average investment volume.

Collective investment schemes

Money market funds	0.00-1.00%
Bond funds	0.00-1.00%
Equity funds	0.00-1.90%
Real estate funds	0.00-2.10%
Alternative investment funds	0.00-2.10%

Structured products

Capital protection	0.00-3.00%
Participation	0.00-3.00%
Yield optimisation	0.00-3.00%

Upon request, Bank CIC (Switzerland) Ltd. will provide the client with a sample calculation based on a specimen portfolio. The client can contact his client relationship manager to obtain the specimen portfolio.

As at November 2020