

Investment Solution **Balanced**

The investment solution *Balanced* pursues a broadly diversified, sustainable investment approach. Investments are placed in equities, bonds and real estate with the help of passive, low-cost ETFs. The share of equities is 60% and is thus slightly increased. Investments in gold or other commodities are avoided since they are not considered productive assets and are thus less suitable for wealth accumulation. The CHF share is 61% in total. The total expense ratio (TER) is 0.22% per year.

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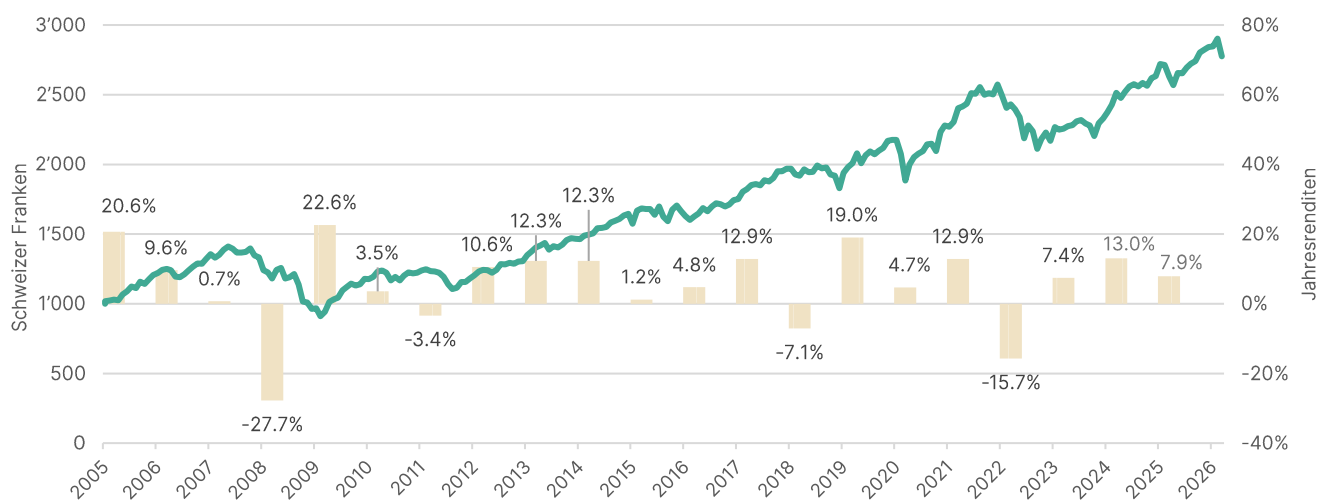
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Performance (one-time investment of CHF 1'000, after costs)



The performance, up to and including March 2021, is based on index data, excluding management, custody, and ETF costs. Before January 2024, Swiss government bonds were not included in the asset allocation. Starting from April 2021, the effective performance of client portfolios with the investment solution Brave at the "Grow" level (see below for details) is shown after the deduction of all costs. Past performance is no guarantee of future market developments.

Asset classes

| | |
|-----------------|-----|
| Equities | 60% |
| Bonds | 29% |
| Real Estate | 10% |
| Precious Metals | 0% |
| Liquidity | 1% |

Return & risk

| | |
|--|---------------|
| Return since the beginning of the year | -2.3% |
| Ø Return over the last 5 years | 2.9% |
| Ø Return over the last 10 years | 5.5% |
| Risk expectation | medium |
| Largest annual loss (2008) | -27.7% |

ETFs used

| Anlageklasse | ETF | ISIN | Use of income | TER | Share | |
|--------------|-----------------------------------|------------------------------|---------------|-------|-------|-------|
| | | | | | Start | Grow |
| Equities | iShares Core SPI | CH0237935652 | distributing | 0.10% | 24.0% | 18.0% |
| Equities | UBS SPI Mid | CH0130595124 | distributing | 0.25% | 0% | 6.0% |
| Equities | iShares MSCI USA Screened | IE00BFNM3G45 | accumulating | 0.07% | 25.2% | 18.6% |
| Equities | iShares MSCI Europe Screened | IE00BFNM3D14 | accumulating | 0.12% | 10.8% | 7.8% |
| Equities | iShares MSCI Japan Screened | IE00BFNM3L97 | accumulating | 0.15% | 0% | 3.0% |
| Equities | iSh. MSCI Emerging Markets Scr. | IE00BFNM3P36 | accumulating | 0.18% | 0% | 6.6% |
| Bonds | iShares Core CHF Corp Bond | CH0226976816 | distributing | 0.15% | 29.0% | 17.5% |
| Bonds | iSh. Swiss Domestic Gov. Bond 3-7 | CH0016999846 | distributing | 0.15% | 0% | 8.7% |
| Bonds | iShares J.P. Morgan USD EM Bond | IE00BF553838 | accumulating | 0.45% | 0% | 2.8% |
| Real Estate | UBS SXI Real Estate Funds | CH0105994401 | distributing | 0.97% | 10.0% | 10.0% |

Allocation of equity investments



- Switzerland SPI 30%
- Switzerland SPI Mid 10%
- USA 31%
- Europe 13%
- Japan 5%
- Emerging markets 11%

Worldwide diversification with focus on Switzerland

Tax advantages and no foreign currency costs speak in favour of Swiss equities. However, the Swiss market is strongly characterised by individual sectors (pharmaceuticals and consumer staples), while the technology sector, for example, is hardly represented. With the 40% Swiss to 60% foreign allocation, independent leverages the advantages for Swiss investors in Swiss companies and at the same time creates good geographical and sector diversification.

The global allocation is based on the size of the capital markets (with slight adjustments based on the GDP share). Furthermore, investments abroad are only made in sustainable [ESG-screened ETFs](#), which exclude companies from the areas of nuclear power, coal power, coal mining, oil sand mining, tobacco as well as nuclear, civil and controversial weapons.

As the performance of the SPI is heavily dependent on Nestlé, Novartis and Roche, which together account for almost 50% of the SPI, investments are also made in the SPI Mid. This contains 80 medium-sized Swiss companies.

Worldwide diversification

3'902 individual shares, 42 different countries



Largest positions*

Switzerland:

- Roche 2.9%
- Novartis 2.7%
- Nestlé 2.1%
- ABB 1.2%
- UBS 1.0%

Worldwide:

- Nvidia 1.5%
- Apple 1.3%
- Alphabet (Google) 1.1%
- Microsoft 0.9%
- Amazon 0.7%

* Share in % of the investment solution

Allocation of bond investment



- Companies in CHF 60%
- Government bonds in CHF 30%
- Emerging markets in USD 10%

Main objective: stability

The bonds primarily have the task of stabilising the investment solution in crises. For this purpose, 60% of the bond portion is held in corporate bonds denominated in Swiss francs. These bonds have no currency risk and, thanks to a high credit rating (investment grade), also a low default risk. Even more stability is provided by the 30% invested in Swiss government bonds with medium-term maturity (3 to 7 years). The remaining 10% is invested in emerging market bonds in USD. These have a higher default risk and additionally a currency risk, but in return have a significantly higher earnings potential.

Allocation of real estate investments



- Switzerland 100%

Rents as additional source of income

The real estate portion is invested entirely in Switzerland. It is invested in residential properties as well as in office and commercial buildings. In order to avoid too strong a correlation between the asset classes of shares and real estate, investments are only made in real estate funds and not also in real estate companies.