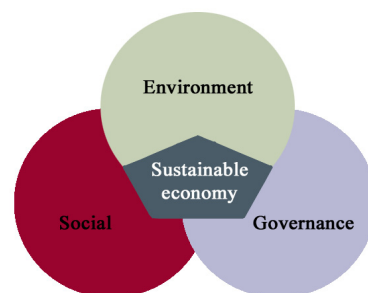


Discretionary Mandate in Responsible Investing

The Banque Bonhôte & Cie SA has teamed up with Conser Invest SA to offer clients a Discretionary Mandate in Responsible Investing (RI) that, as part of its investment process, takes into account environmental, social and governance (ESG) criteria of selected companies. Investors can thereby seize opportunities arising from today’s sustainable development challenges and assign priority to those companies committed to best sustainability practices. This approach at the same time seeks to optimise portfolio returns.

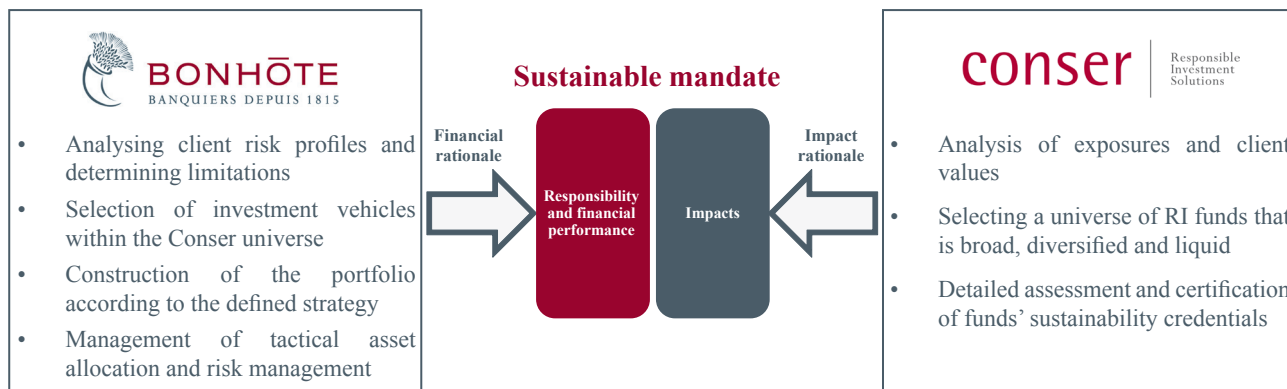


Rapidly growing market

The latest report from Eurosif (European Sustainable Investment Forum) indicates that the European IR market has doubled in the space of two years to encompass assets under management of some EUR 10,000bn. Switzerland has not been left standing, with its own RI market growing at a similar rate such that other marketplaces are today drawing on Swiss expertise.

Combining two skillsets

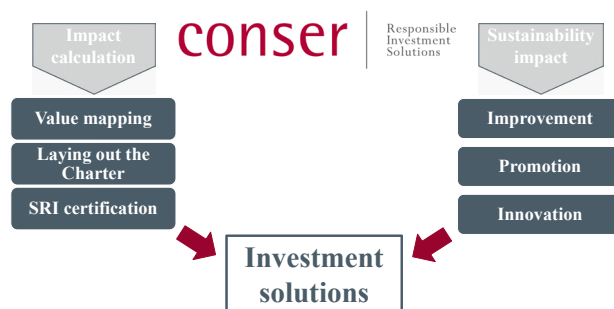
The alliance between Bonhôte and Conser offers investors a unique combination of investment expertise and responsible investing techniques.



Selecting investment vehicles

Analysts at Conser have created a database containing more than 1,000 sustainability funds (across all asset classes) reviewed daily.

Proprietary methodology is used to select the responsible-investing solutions that optimise the performance/impact ratio



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Discretionary Mandate in Responsible Investing

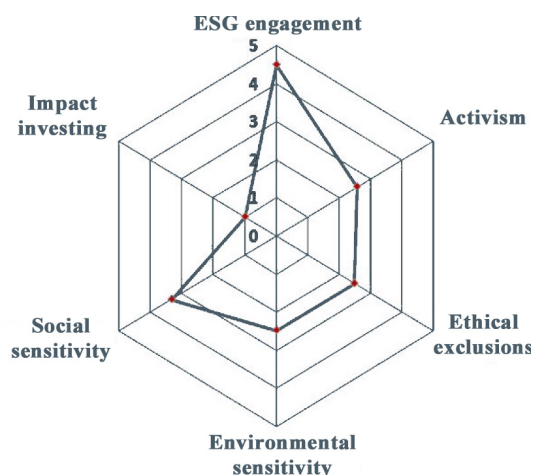
The Discretionary Mandate in Responsible Investing is built around the principle of open architecture whereby investment vehicles may be selected from outside the bank. This comprehensively avoids conflicts of interest. The mandate abides by the philosophy and values established by the charter of the Banque Bonhôte & Cie SA and can moreover take account of those specified by the investor.

It is available in the usual risk calibrations: defensive, balanced and growth. Investors receive both a financial report and a sustainability review. This discretionary mandate has RI certification.

Sample RI portfolio

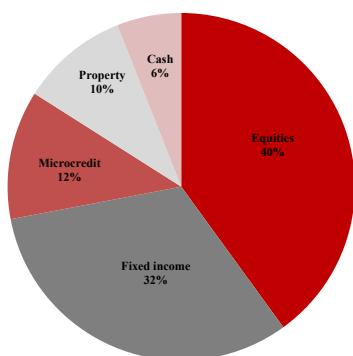
Asset class	Investment philosophy	Quality		Weighting
		Manager	Fund	
CASH				6%
EQUITIES				
Swiss large caps	Best in class	B-	1	10%
Swiss S&M	Best in class	B+	1	5%
European S&M	Best in class	B-	2	5%
Global large caps	Engagement	A	2	5%
EM large caps	Engagement	B-	2	5%
US large caps	Positif screening	A	1	5%
Global all caps	Social	A	2	5%
FIXED INCOME				
Global, CHF	Best in class	B+	2	8%
Global, EUR	Best in class	B+	2	8%
EM	Negatif screening	C	2	8%
High yield	Negatif screening	C	2	8%
MICROCREDIT				
Microfinance	Social	A	2	12%
PROPERTY				
European property	Environment	B+	2	10%

Sustainability profile of RI portfolio offered by Bonhôte

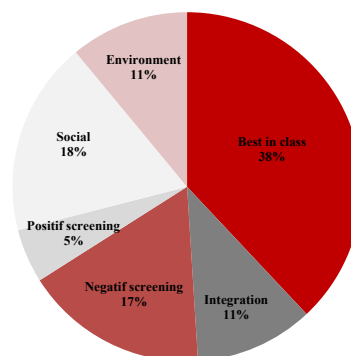


Key: 0 = low conviction and 5 = high conviction

Sample asset allocation
(balance risk profile)



Investment philosophy
(excluding cash)



Bonhôte and Conser are working together in the common belief that “investing is the lifeblood of tomorrow’s companies and projects, promoting the solutions of the future». By pooling expertise represented by long track records in finance and responsible investing we can offer responsible, transparent and high-performance management of assets.

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