Asset Management Switzerland 2015

published by

InvetmentsOffce.com

Markets Tools

Markets Tools Disclaimer

While Markets Tools GmbH has used its best efforts in preparing this book, they make no representations or warranties with respect to the accuracy or completeness of the contents of this book and specifically disclaim any implied warranties of merchantability of fitness for a particular purpose. No warranty may be created by extended sales representatives or written sales materials. The advice and strategies contained in herein may not be suitable to your situation. You should consult with a professional where appropriate. The publisher shall not be liable for any loss of profit or any other commercial damage, including but not limited to special, incidental, consequential, or other damages.

Markets Tools GmbH declines any responsibility resulting from information that has been from products advisors and/or from sources that are believed to be reliable. The publisher does not take responsibility for any information errors that may have arisen in the transfer process.

Neither Markets Tools GmbH nor its information providers and sponsors can guarantee the accuracy, completeness, timeliness, or correct sequencing of any of the information. There may be delays, omissions, or inaccuracies in the information.

Morningstar Disclaimer

Neither Morningstar nor its Information Providers can guarantee the accuracy, completeness, timeliness, or correct sequencing of any of the Information on the Web site, including, but not limited to Information originated by Morningstar, licensed by Morningstar from Information Providers, or gathered by Morningstar from publicly available sources. There may be delays, omissions, or inaccuracies in the Information.

Morningstar Ibbotson Charts

About the Data: All the charts are for the US Market. An investment cannot be made directly in an index. The data assumes reinvestment of all income and does not account for taxes or transaction costs.

Thomson Reuters (Markets) SA Disclaimer

The quotes, data and other information included in this Handbook are for the reader's personal information and are not intended for trading purposes. The content provided by Thomson Reuters in this Handbook is not appropriate for the purposes of making a decision to carry out a transaction or a trade. Nor does it provide any form of advice (whether investment, tax, legal or otherwise) amounting to investment advice, or make any recommendations regarding particular financial instruments, investments or products. No further copying or distribution of such data is permitted. Thomson Reuters shall not be liable for any errors, inaccuracies or delays in content, or for any action taken in reliance thereon.

1st Edition

Copyright © 2015 by Markets Tools GmbH
All rights reserved.

Asset Management Switzerland 2015

User Manual

Welcome to the first edition of Asset Management Switzerland, a collection of facts and figures on the asset & wealth management landscape. Target users include independent wealth managers, family offices, banks, pension funds, insurers as well as investment consultants. This product is not intended for individual investors.

In the first chapter, **Asset & Wealth Managers,** we briefly review Pension Funds as key institutional investors, then then turn our attention to Family Offices, Independent Asset Managers and Private Banks as investors for HNWIs.

The second segment of the Guide covers the domestic and global investment environment, with many cool charts on **Market Characteristics** and **Macro Observations.**

We continue in the third chapter with multiple patterns on **Private Wealth,** the "end-client" perspective so to speak.

The final section, **Investment Advisors,** is dedicated to the profiles of the sponsors who made this publication possible in the first place.

Many of the themes we cover, and much more, can be found in our website **investmentsoffice.com** (or **investmentoffice.ch**). The platform also includes a comprehensive directory of pension funds, family offices, independent asset managers and Banks in Switzerland.

One cautious word of advise regarding investment returns: please take most charts and comments with a pinch of salt; as you well know, the winners of the past are not guaranteed to repeat their success. Also, most references originate from Anglo-Saxon sources. This has less to do with regional preferences or bias, as with the availability of quality data.

Last but not least, please feel free to send us your feedback to **info@marketstools.com**, we will make sure to take it into consideration for the next edition. This product is a work in progress, and we would like to keep improving it.

Asset & Wealth Managers

- A low-carb version of our yearly publication on Swiss Pension Funds
- A survey of global single family offices and independent asset managers in Switzerland
- Statistics on Swiss Banks
- Appetizers for Thoughts

Visit InvestmentsOffice.com for more information on asset & wealth managers in Switzerland

THE 50 BIGGEST PENSION FUNDS IN SWITZERLAND

Assets are in million SFr, Returns and Funded Ratio, as of 31.12.2013

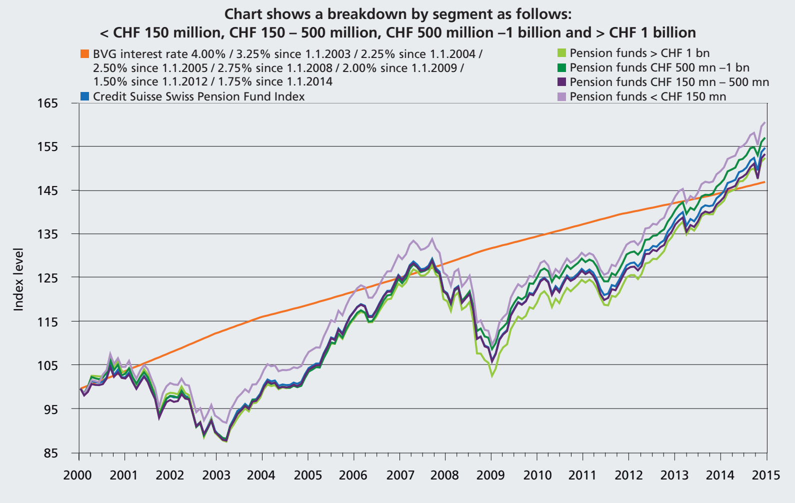
Pension Fund Name	Assets	Returns	Funded Ratio
Pensionskasse des Bundes PUBLICA	36,014	3.47%	104.10%
AVS - AHV	30,576	2.40%	
BVK Personalvorsorge des Kantons Zürich	26,357	7.40%	96.10%
Zurich Financial Services (estimate)*	20,000		
Fonds de Pensions Nestlé (estimate)*	20,000		
Pensionskasse der UBS (estimate)*	20,000		
MPK Migros-Pensionskasse	19,912	8.40%	116.90%
Pensionskasse SBB	15,356	5.70%	102.35%
Pensionskasse Post	15,313	5.36%	101.40%
Pensionskasse der Credit Suisse Group (Schweiz)	14,956	7.20%	111.59%
Pensionskasse Stadt Zürich (PKZH)	14,660	6.50%	114.70%
Pensionskasse Novartis	12,350	5.51%	114.80%
CPEG Caisse de prévoyance de l'Etat de Genève	10,755	11.00%	57.30%
Pensionskasse Basel-Stadt	10,635	5.50%	100.30%
Bernische Pensionskasse (BPK)	10,499	9.30%	83.40%
CPEV Caisse de Pension de l'Etat de Vaud	10,127	9.70%	72.12%
Pensionskasse der F. Hoffmann-La-Roche ANG (estimate)*	10,000		
ASGA Pensionskasse	9,774	6.65%	114.10%
Aargauische Pensionskasse (APK)	8,796	5.00%	97.00%
Complan	8,371	4.95%	106.50%
CPV/CAP Coop Personalversicherung	7,993	6.70%	108.80%
Basellandschaftliche Pensionskasse (BLPK)	6,287	7.10%	82.30%
Luzerner Pensionskasse (LUPK)	5,908	6.00%	103.00%
Bernische Lehrerversicherungskasse (BLVK)	5,885	6.33%	81.01%
GastroSocial Pensionskasse	5,149	6.03%	111.00%
PKE Pensionskasse Energie	4,749	5.80%	101.70%
Caisse Inter-Entreprise de Prévoyance Professionnelle - CIEPP	4,689	8.50%	112.60%
St.Galler Pensionskasse (sgpk)	4,185	6.70%	96.90%
Cassa pensioni dei dipendenti dello Stato (CPDS)	4,171	5.67%	66.99%
PKG Pensionskasse	4,144	5.75%	110.30%

Pension Fund Name	Assets	Returns	Funded Ratio
Caisse de Pensions du CERN	4,092	7.76%	72.70%
PAT BVG	3,936	5.86%	105.20%
Sulzer Vorsorgeeinrichtung	3,842	5.88%	109.10%
CP VAL, PK WAL	3,471	6.51%	79.00%
Gemini Sammelstiftung	3,366		
CPK Swatch Group	3,304	7.15%	103.40%
Caisse de Prévoyance du Personnel de l'Etat de Fribourg (CPPEF)	3,293	6.74%	77.60%
ABB Pensionskasse	3,287	6.95%	102.60%
Pensionskasse der Swiss Re	3,238	7.20%	111.30%
CAP - Prévoyance	3,219	9.91%	82.11%
Prevoyance.ne	3,145	6.75%	59.40%
Kantonale Pensionskasse Solothurn	3,077	6.00%	75.20%
Pensionskasse der Siemens-Gesellschaften in der Schweiz	3,057	5.60%	106.75%
Pensionskasse der Zürcher Kantonalbank	3,031	4.20%	108.15%
Zuger Pensionskasse	2,855	9.39%	103.80%
Pensionskasse Thurgau	2,809	7.00%	95.40%
Previs Personalvorsorgestiftung Service Public	2,573	6.56%	93.42%
Kantonale Lehrerversicherungskasse St. Gallen	2,510	6.70%	98.30%
Caisse Intercommunale de Pensions (CIP)	2,495	10.00%	73.92%
Pensionskasse der SRG SSR idée suisse	2,466	2.96%	102.10%
Symova Sammelstiftung	2,433	6.70%	101.30%
Kantonale Pensionskasse Graubünden	2,418	5.00%	101.00%
Pensionskasse Pro	2,383	6.08%	102.00%

Source: Markets Tools GmbH

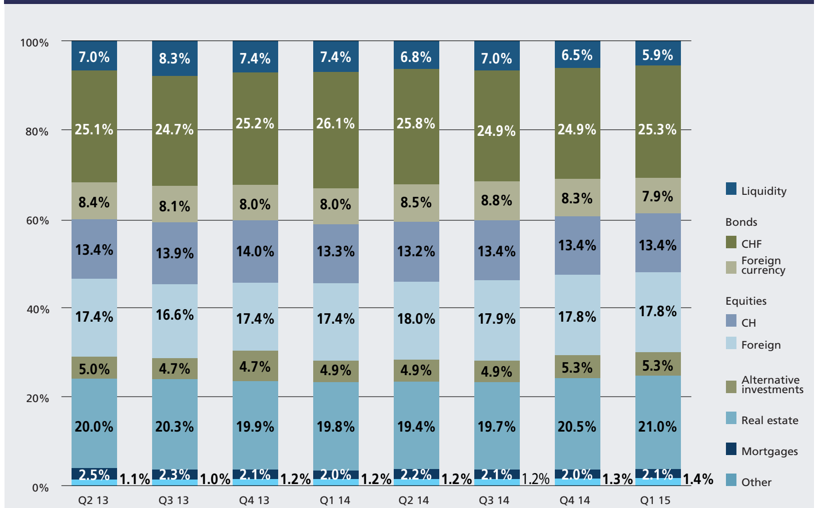
* Source: Towers Watson, P&I/TW300 Analysis, August 2013

Credit Suisse Swiss Pension Fund Index by Segment Size



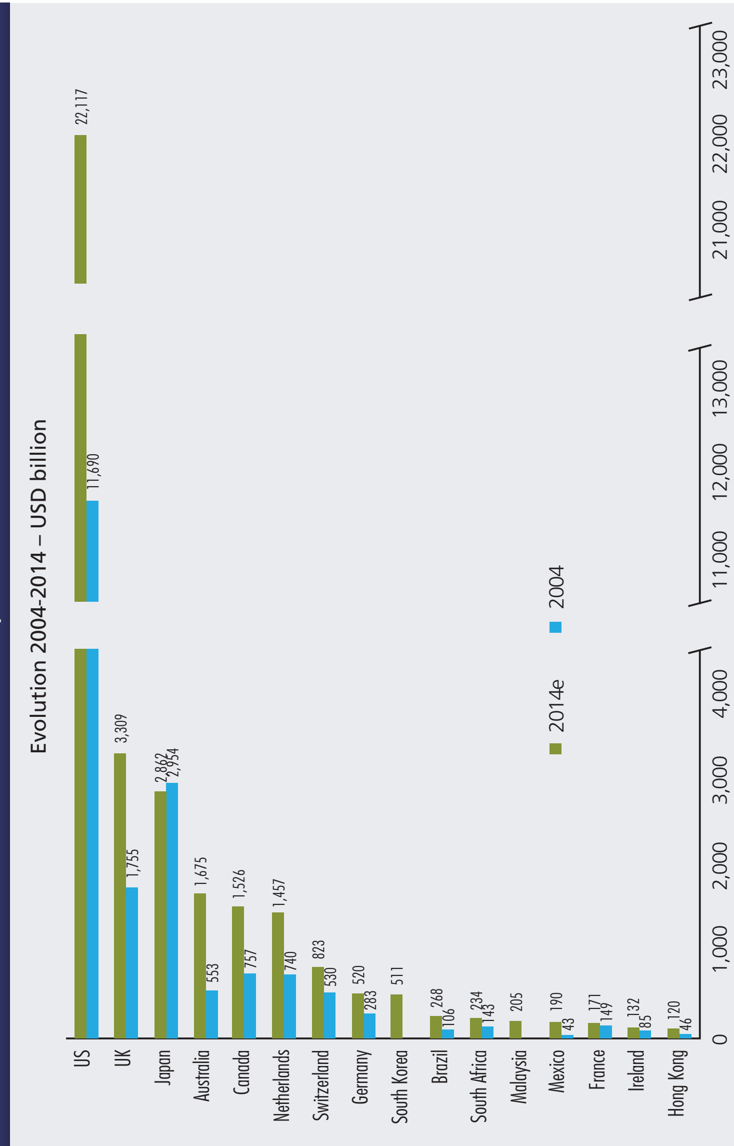
Source: © Credit Suisse, 31.3.2015

Asset Allocation for the Last Eight Quarters



Source: © Credit Suisse, 31.3.2015

Global pension assets

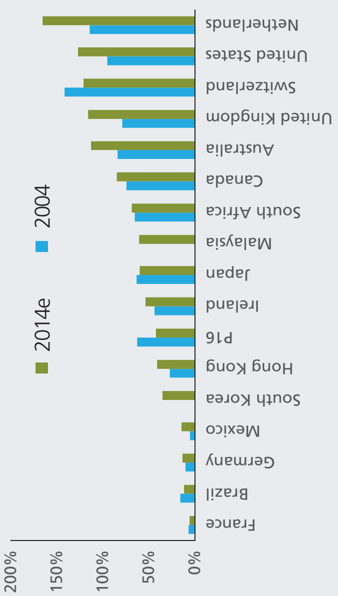


Source: Towers Watson and secondary sources

Global pension assets vs. GDP in local currency

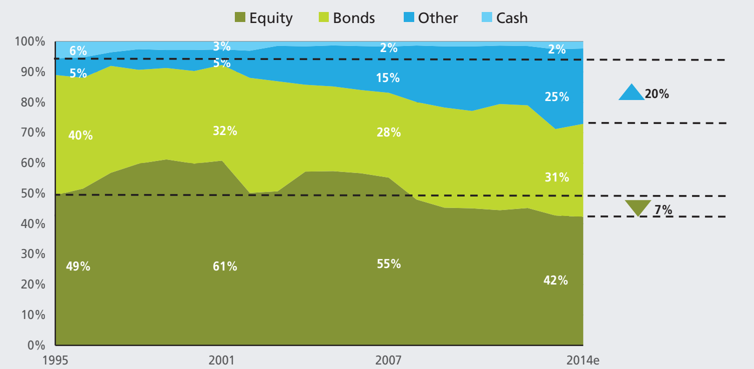
Market	Pension assets as % of GDP		
	2004	**2014e**	***Change*** [1]
Australia	84%	113%	29%
Brazil	16%	12%	-4%
Canada	74%	85%	11%
France	7%	6%	-1%
Germany	10%	14%	3%
Hong Kong	27%	41%	14%
Ireland	44%	54%	10%
Japan	63%	60%	-3%
Malaysia [2]	—	61%	—
Mexico	6%	15%	9%
Netherlands	114%	166%	51%
South Africa	65%	69%	3%
South Korea [2]	—	35%	—
Switzerland	142%	121%	-21%
UK	79%	116%	37%
US	95%	127%	32%

[1] In percentage points
[2] 2004 figures are not available for Malaysia and South Korea



Source: Towers Watson and secondary sources/ GDP values in Local Currency from IMF

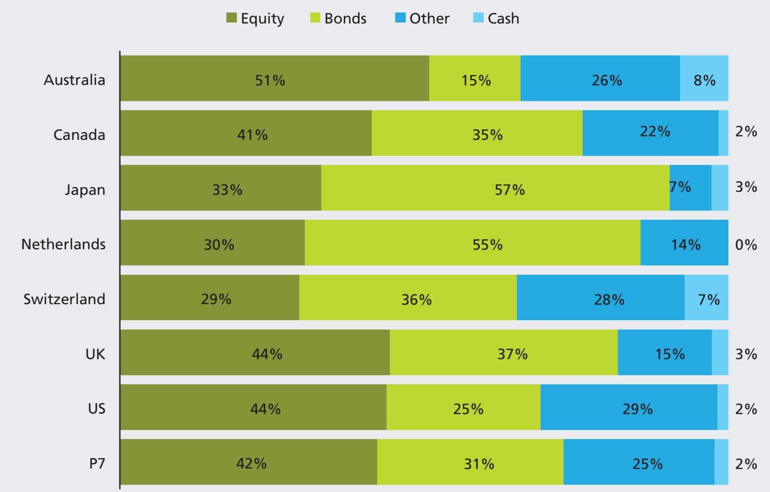
Pension asset allocation



- Since 1995 bonds, equities and cash allocations have been reduced to a varying degree while allocations to other (alternative) assets have increased from 5% to 25%.
- Alternative assets in pension fund portfolios managed the world's top 100 asset managers reached nearly $1.4 trillion in 2013 according to Towers Watson's *Global Alternatives Survey*

Source: Towers Watson and secondary sources

Asset allocation 2014



Source: Towers Watson and secondary sources

Benchmarking the Single Family Office: Identifying the Performance Drivers, 2012

A Note about this Report

Benchmarking the Single Family Office (SFO): Identifying the Performance Drivers, 2012 is one in a series of reports from the Wharton Global Family Alliance. The detailed 2012 report regarding the findings of the 2011 survey, conducted in partnership with the Family Business Chair at IESE, is distributed exclusively to family offices that completed the survey.

The Benchmarking Survey

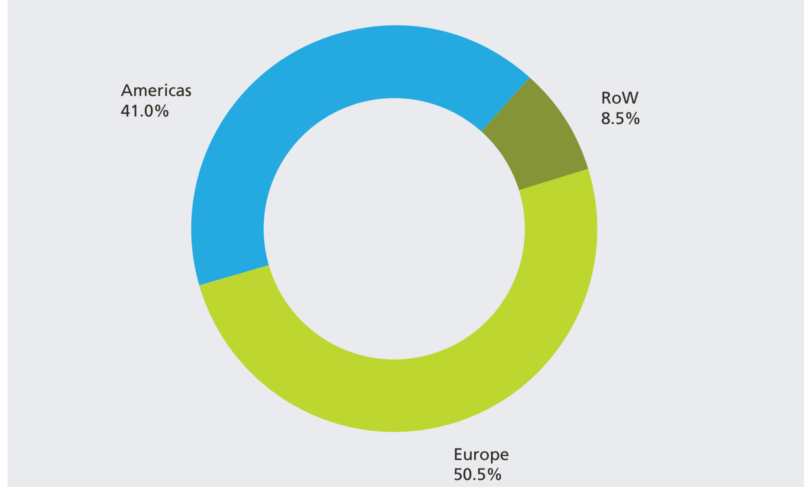
The survey instrument was distributed during the first six months of 2011, in both hard and soft copies, and in four languages: Chinese, English, Italian and Spanish. We received 106 questionnaires from 24 countries around the world. To maintain complete confidentiality, we performed the analyses of the data on a regional basis: the Americas, which includes Canada, Central America, South America and the USA; Europe; and the Rest of the World (RoW), which includes Asia, Australia and the Middle East.

Each section contains a set of detailed questions on issues that are of concern to principals and managers of family offices. In designing the survey, we needed to manage carefully the tradeoff between adding granularity to a section and controlling the overall length of the survey.

Source: 2012 by the Wharton School and IESE School of Business Wharton Global Family Alliance

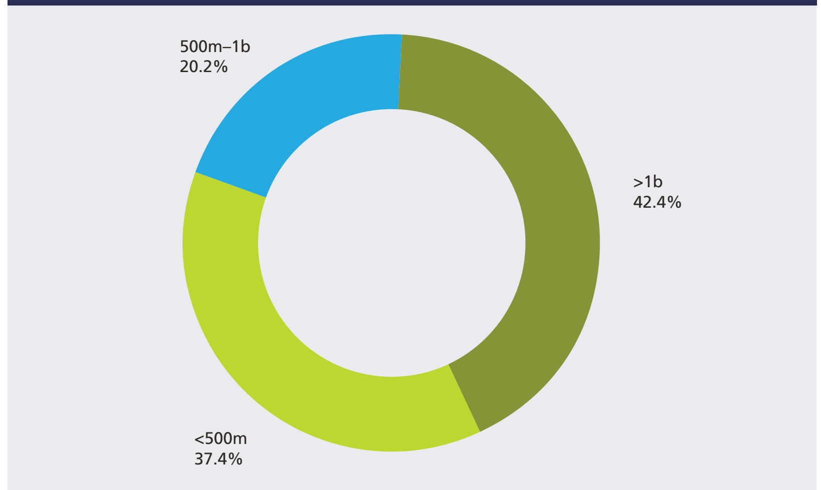
Asset Management Switzerland 2015 contains only a selection of the results.
The original report can be found under the following source:
http://wgfa.wharton.upenn.edu/default.aspx

Location of SFO Headquarters in 2011



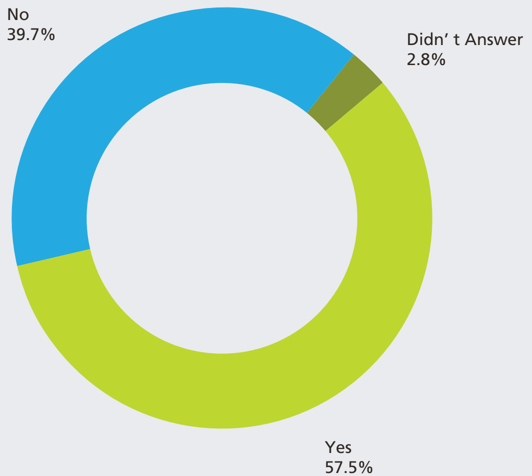
Source:
2012 by the Wharton School and IESE School of Business
Wharton Global Family Alliance

Wealth Level of Families in US$



Source:
2012 by the Wharton School and IESE School of Business
Wharton Global Family Alliance

Family Involvement in Operating Businesses



Source:
2012 by the Wharton School and IESE School of Business
Wharton Global Family Alliance

SFO Expense Distribution

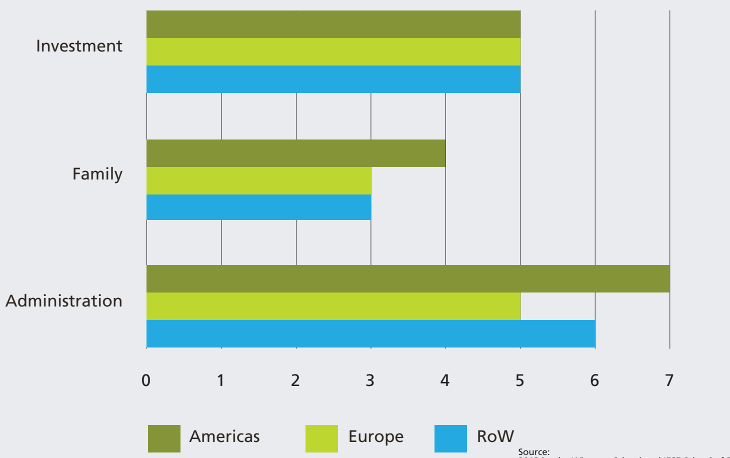
(Regional Breakdown)

SFO Expense Distribution		Americas	Europe
Investment expenses	In-House	20.8%	49.3%
	Outsourced	45.1%	22.2%
	Sub-Total	**65.9%**	**71.6%**
Non investment expenses	In-House	19.3%	16.9%
	Outsourced	14.8%	11.6%
	Sub-Total	**34.1%**	**28.4%**

Source:
2012 by the Wharton School and IESE School of Business
Wharton Global Family Alliance

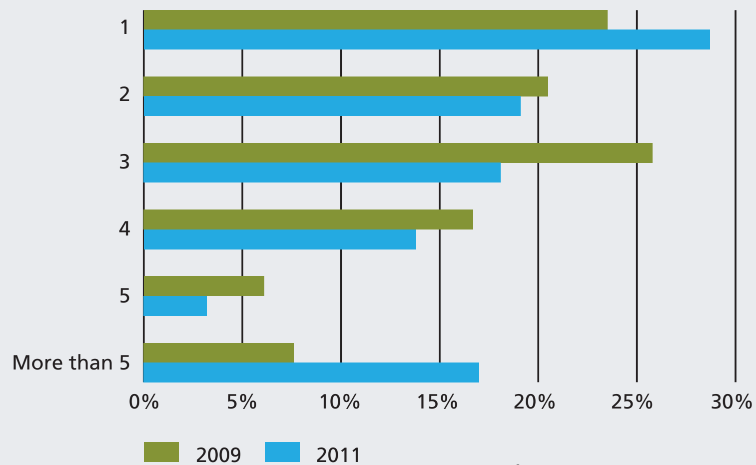
Median Number of SFO Activities

(Regional Breakdown)



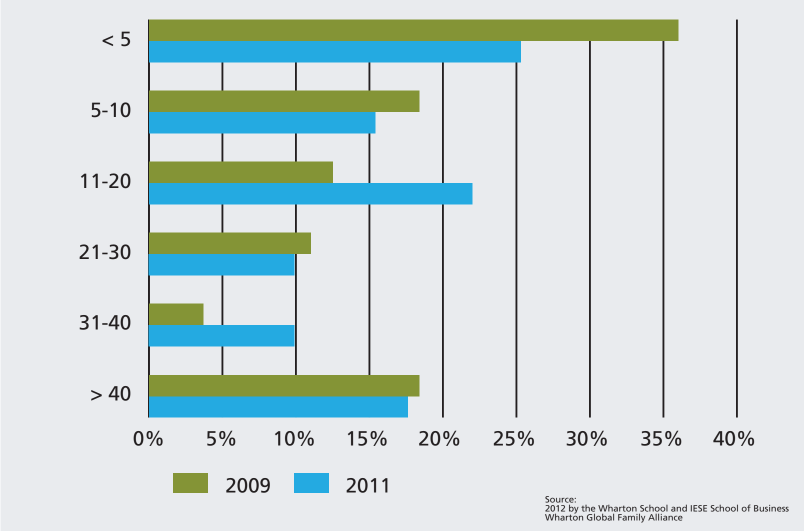
Source:
2012 by the Wharton School and IESE School of Business
Wharton Global Family Alliance

Number of Custodians *(2009 vs. 2011)*



Source:
2012 by the Wharton School and IESE School of Business
Wharton Global Family Alliance

Number of External Investment Managers *(2009 vs. 2011)*



Aim of the EAM Study 2015

This study aims to examine the future of the industry and derive strategic approaches for the affected players.

96 external asset managers from the whole of Switzerland participated in the study:

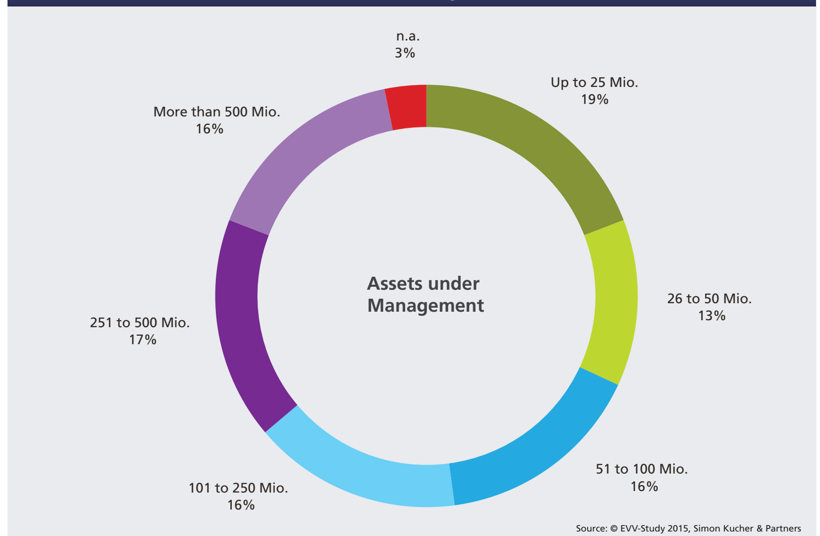
• German speaking	60	63%
• French speaking	25	26%
• Italian speaking	5	5%
• English speaking	6	6%
• **TOTAL participants**	**96**	

Study method

- The survey was carried out in September 2014 with the help of an online questionnaire.
- To guarantee a comprehensive insight into the Swiss EAM market, over 1,100 external asset managers from a variety of language regions and with a varied number of employees, managed assets and supervision methods were invited to participate.
- Participation was voluntary. To avoid false results, obligatory questions could be answered with "I don't know".

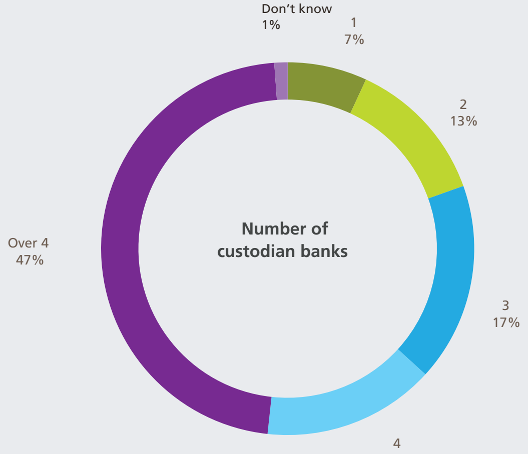
Source: © EVV-Study 2015, Simon Kucher & Partners, http://www.simon-kucher.com/sites/default/files/simon-kucher_evv-studie_2015.pdf

Assets under Management



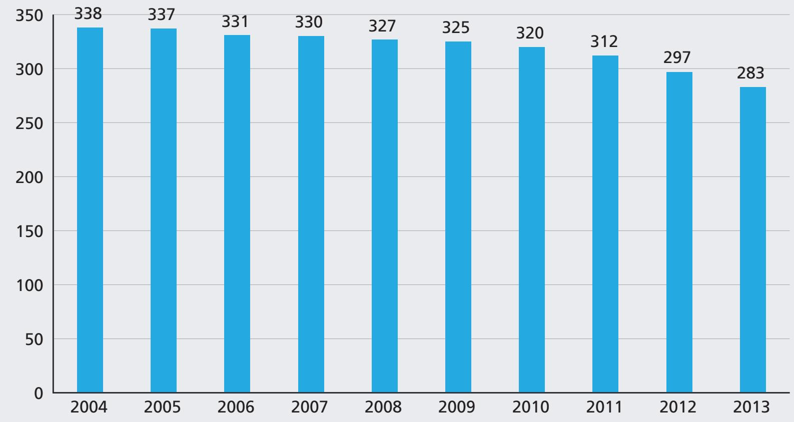
How many custodian banks are used?

Around half of the external asset managers use five or more custodian banks simultaneously, around a third use three to four custodian banks.



Source: © EVV-Study 2015, Simon Kucher & Partners

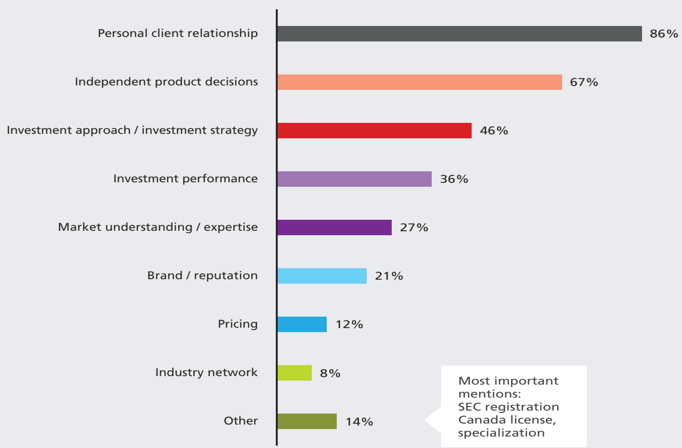
Number of banks in Switzerland



Source: 2014 Banking Barometer, Swiss Bankers Association

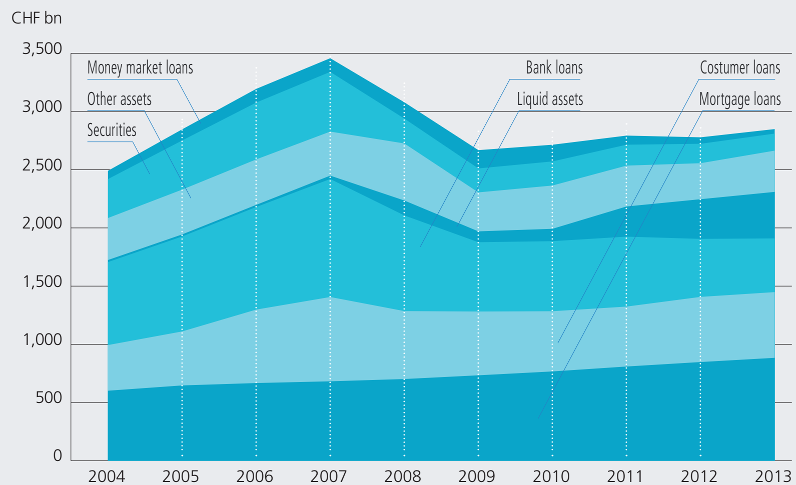
Where are competitive advantages seen?

The personal client relationship is the main sucess factor among the external asset managers in Switzerland



Source: © EVV-Study 2015, Simon Kucher & Partners

Breakdown of assets



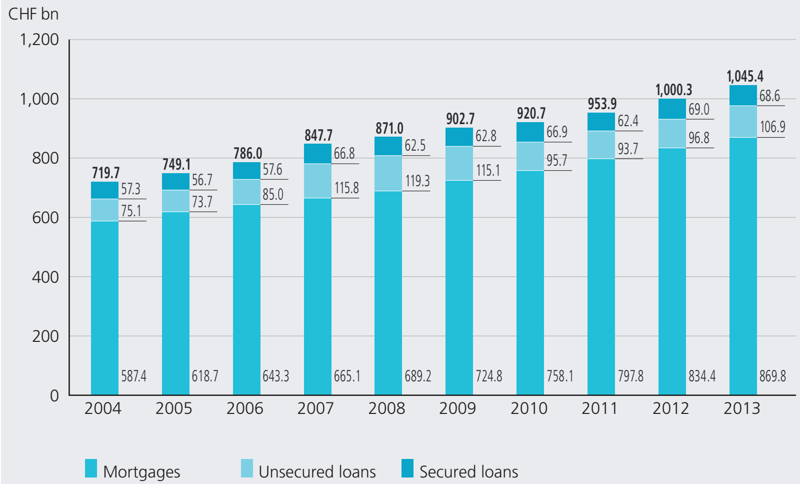
Source: 2014 Banking Barometer, Swiss Bankers Association

Balance sheet total by bank group

	Number of institutions		Balance sheet total		Development of balance sheet total	
	2012	**2013**	**2012**	**2013**	**2012**	**2013**
Cantonal banks	24	24	482.3	495.6	7.3%	2.8%
Big banks	2	2	1,364.8	1,322.3	-7.0%	-3.1%
Regional banks, savings banks	66	64	104.3	106.4	3.2%	2.0%
Raiffeisen banks	1	1	164.7	173.6	5.6%	5.4%
Foreign banks	131	120	406.0	357.4	12.0%	-12.0%
Private bankers	13	11	61.8	65.6	13.5%	6.3%
Other banks	60	61	194.5	328.3	-4.2%	68.8%
of which banks in asset management	47	47	125.3	140.0	-8.7%	11.7%
Total	**297**	**283**	**2,778.3**	**2,849.2**	**-0.5%**	**2.6%**

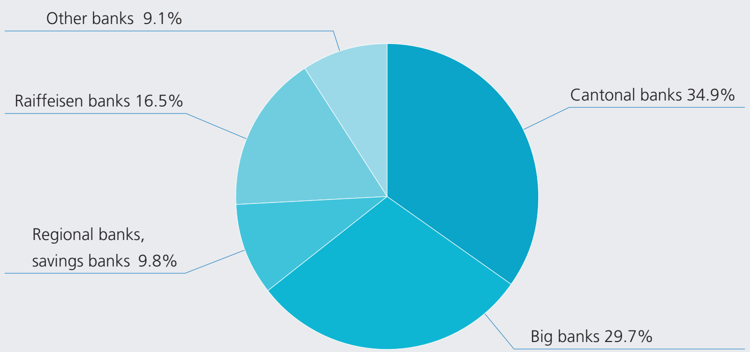
Source: 2014 Banking Barometer, Swiss Bankers Association

Credit volume in Switzerland



Source: 2014 Banking Barometer, Swiss Bankers Association

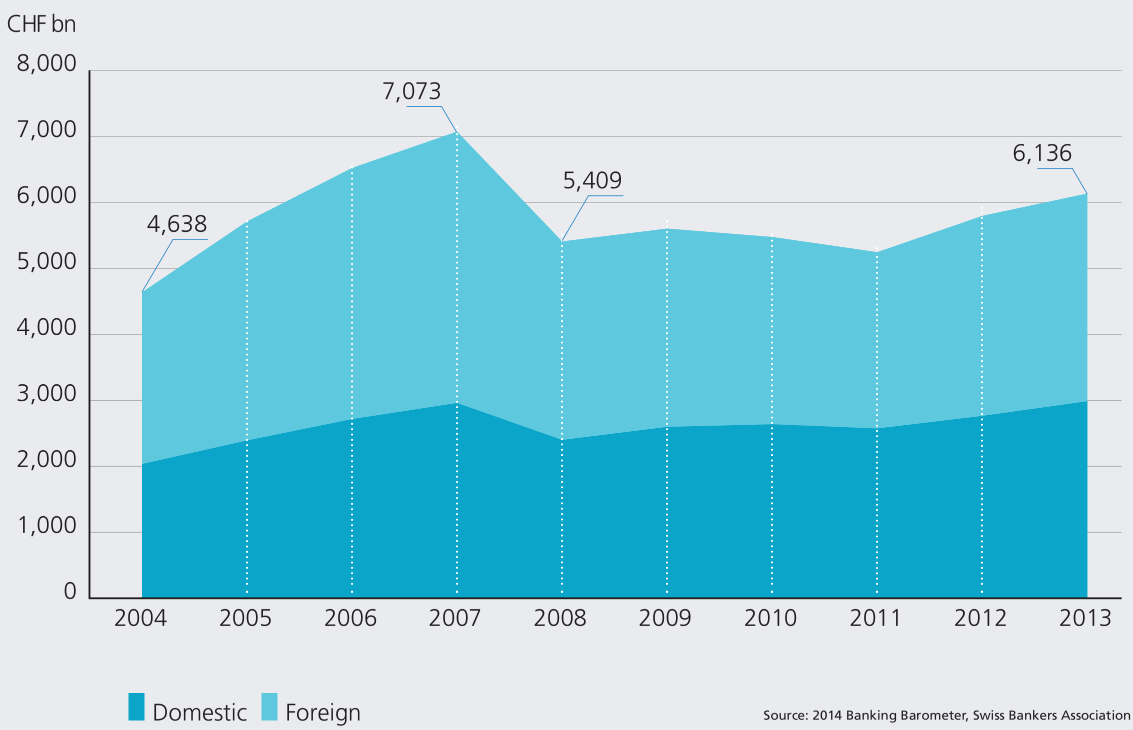
Market share Swiss mortgage credit market



Source: 2014 Banking Barometer, Swiss Bankers Association

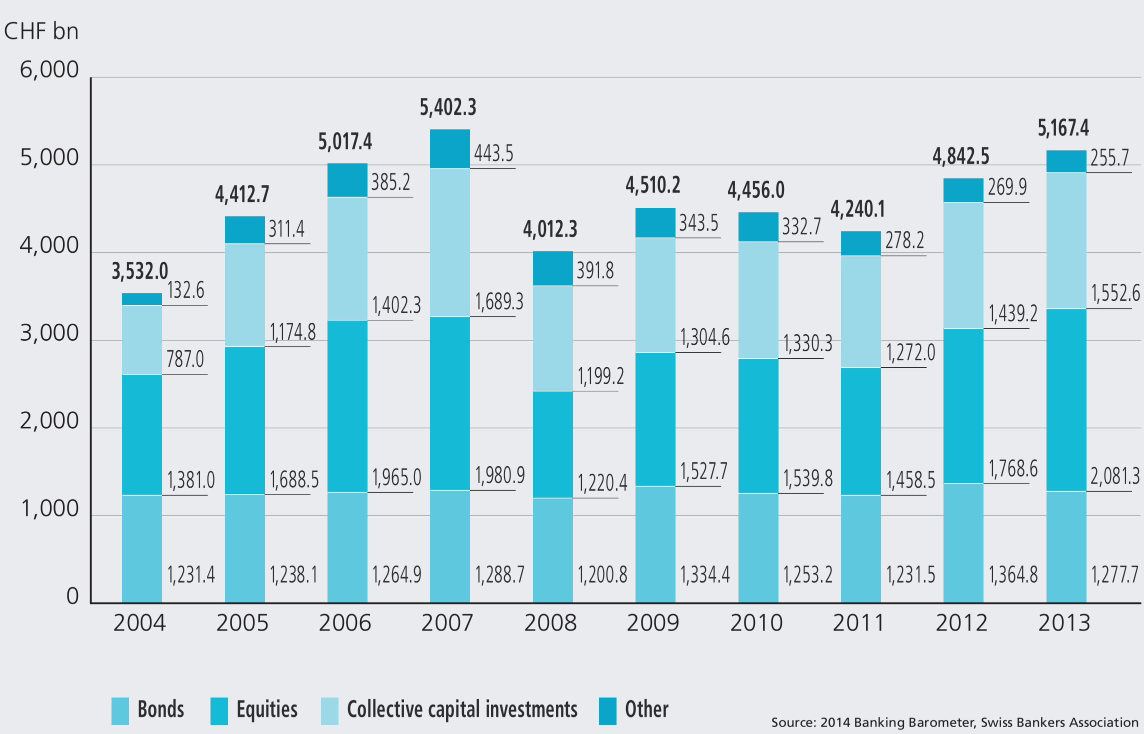
iShares® by BLACKROCK®

Assets under management in Switzerland



Source: 2014 Banking Barometer, Swiss Bankers Association

Securities holdings in customer custody accounts by type



Source: 2014 Banking Barometer, Swiss Bankers Association

The Challenge Confronting Banks

When one ponders the inexorable rise in the market value of Apple, Google, Amazon or Facebook, one is left with a simple question: once a company's market capitalization is worth hundreds of billions of US dollars, how does it grow? Surely selling smart watches won't move the needle all that much. Neither will delivering by drone. This simple reality may help to explain recent reports that Apple is moving aggressively into the electric car business. After all, why not? Once a company is as big as Apple, it needs to start eating up other industries in order to keep growing. Surely though, there are lower-hanging fruit than the auto industry? Most notably, there is the finance business.

Take Alibaba as an example: the company already operates its own payment system (Alipay), it has seen the money market funds on its platform sell faster than egg tarts from a Macau bakery, and it has lately applied for its own banking license. This is a development that makes perfect sense. Who knows more about the business of mid-size companies in China's industrial belt? Alibaba or the local bank? For that matter, we would venture that Google, Amazon and the rest probably also know more about the Gavekal readership than their local banks. All of which brings us to the three ways banks make money, specifically:

1) **Playing the yield curve** (lending to governments). Quantitative easing, coupled with new bank regulations and diminishing inflation expectations, means the ability of banks in most countries to make money by playing the yield curve has essentially evaporated.

2) **Lending money to consumers** and providing money brokerage services (i.e. wire transfers, foreign exchange transactions etc.). Historically, these have been highly profitable endeavors, offering high margins for minimal risk. But this part of banks' business is increasingly coming under pressure from financial technology companies, whether through the growth of peer to peer platforms, or the proliferation of parallel payment systems like Apple Pay (see The Disruption That Could Change Banking).

3) **Providing capital to businesses.** Although financial tech firms also threaten margins here, providing capital to growing businesses should logically be the one growing profit center left for banks—provided, of course, that companies are interested in borrowing money. This remains the million dollar question for the US, eurozone, UK and Japanese banking systems.

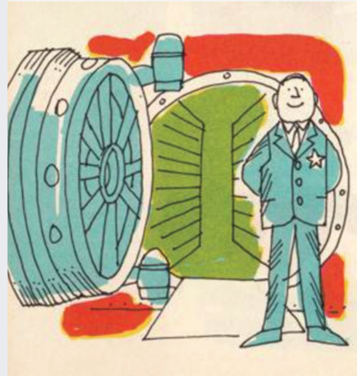
In which countries will banks find all three opportunity sets: India? China? Indonesia? The Philippines? And in which countries will banks struggle to make money from any of their three traditional business lines?

Louis-Vincent Gave

lgave@gavekal.com

Source: Louis-Vincent Gave, GavekalDragonomics, Five Corners, April 08, 2015

How People Earn and Use Money: Vibrant Vintage Illustrations from 1968



The bank is a safe and wise place to save money. Money is safe in a bank because there are men there to keep it safe. Money in the bank will not be lost or burned.

We use money wisely not only when we make a budget. We also use it wisely when we look for values, when we buy United Savings Bonds, or when we buy stocks. We use money wisely when we save a part of everything that is earned.

Source: BrainPickings.org; How people earn and use money, (Primary supplementary social studies program. How series), Muriel Stanek, illustrations by artist Jack Faulkner, Benefic Press (1968).

IT'S ABOUT STRENGTH AND RESILIENCE, AND IT'S ALSO ABOUT RETURNS.

Careful monitoring of risk lies at the very core of our investment process.

It is inseparable from the search for performance.

The **Carmignac Portfolio Capital Plus Fund** has achieved an annualised performance of 3,04% for the 5-year period, against 0,32% for its reference indicator (EONIA capitalised), while keeping the volatility limit under 2.5%.

Of course, past performance is no indicator as to how the Fund will perform in the future, and the Fund presents a risk of loss of capital..

carmignac.ch

CARMIGNAC
RISK MANAGERS

Risk Scale*

1 **2** 3 4 5 6 7

For more information, please contact our local team:
Carmignac Schweiz AG Talstrasse 65, 8001 Zürich +41 (0) 41 560 66 00

*SRRI from the KIID: scale from 1 (lowest risk) to 7 (highest risk); category-1 risk does not mean a risk-free investment. This indicator may change over time.

Source: Carmignac Gestion. Performance from 30-04-2010 to 29-05-2015 - Carmignac Portfolio Capital Plus is a sub-Fund of Carmignac Portfolio, a Luxembourg SICAV. Date 1st NAV: 14-12-2007. Its minimum recommended investment horizon is 2 years. Fees are included in performance. Access to the Fund may be subject to restrictions with regard to certain persons or countries. The Fund may not be offered or sold, directly or indirectly, for the benefit or on behalf of a "U.S. person", according to the definition of the US Regulation S and/or FATCA. The risks and fees are described in the KIID. The Fund's prospectus, KIIDs and annual reports are available at www.carmignac.ch, or through our representative in Switzerland, CACEIS (Switzerland) SA, Chemin de Précossy 7-9, CH-1260 Nyon. The Paying Agent in Switzerland is Crédit Agricole (Suisse) SA, quai Général-Guisan 4, 1204 Genève. The KIID must be made available to the subscriber prior to subscription. Carmignac Gestion Luxembourg -Subsidiary of Carmignac Gestion. UCITS management company (CSSF agreement of 10/06/2013), Public limited company with a share capital of €23,000,000 - R.C. Luxembourg B 67 549

Investment Advisors

- Aberdeen Asset Managers Switzerland AG
- Carmignac Switzerland Limited
- iShares / BlackRock Asset Management Schweiz AG
- Rothschild & Cie Gestion

Aberdeen – asset management is our business

Address	*Contact*
Office Zurich: Schweizergasse 14 8001 Zurich Tel. +41 44 208 2626 Office Geneva: Cours de Rive 4 1204 Geneva Tel. +41 22 318 3800	Matteo Bosco Country Head - Switzerland Edmund Wandeler Head of Business Development – Switzerland Manuele De Gennaro Senior Business Development Manager – Institutional Clients switzerland@aberdeen-asset.com www.aberdeen-asset.ch

Who we are

Aberdeen Asset Management is a global asset manager and a FTSE 100 company. We are based in 26 countries with 37 offices, over 750 investment professionals and around 2,700 staff overall. Our assets under management were CHF 476.7 billion as at 31 March 2015.

As a pure asset manager, without the distractions of other financial services activities, we are able to concentrate all our resources on our core business. We believe this is key to our performance. Assets are only managed for third parties, not our own balance sheet, which helps reduce conflicts of interest.

We dislike unnecessary obscurity and complexity so our investment processes strive to be simple and clear. We aim to seek out investments that display those qualities too. Finally, we focus on taking a long-term view of our investments.

What we do

Our business is predominantly the active management of financial assets, using first-hand research to make our investment decisions.

Active investment spans equities, fixed income securities and property, sharing resources and a common investment approach.

We have also developed a solutions business that can blend our abilities across different asset classes to provide tailored investment outcomes to meet specific client needs. This can incorporate skills in both quantitative equities and alternatives.

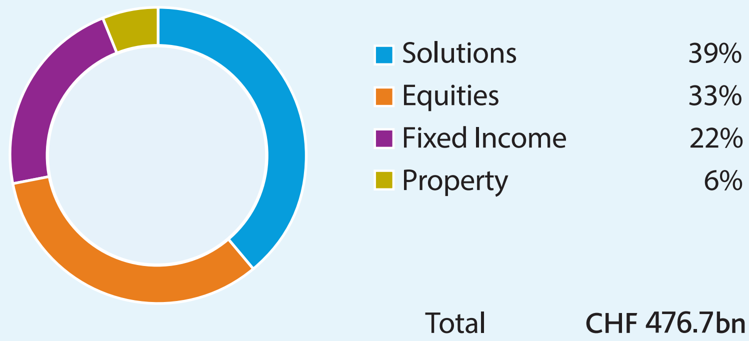
Our investment expertise is delivered through both segregated and pooled products – allowing us to serve a range of clients from institutions to private investors.

Asset breakdown

Clients access our investment expertise within three main asset classes: equities, fixed income and property.

Our Solutions business blends our skills across asset classes (including quantitative investments and alternatives), markets and manager selection to meet specific client goals.

Assets



Equities

We use intensive first-hand research to find quality companies at the right price – aiming to hold them for the long term.

Fixed income

Fixed income performance is as much about avoiding losses as picking winners. We invest to seek attractive returns relative to the possibility of loss.

Property

We add value through active management, top-class research and a local presence. Our rigorous process is applied across regions and sectors.

Solutions

Aberdeen Solutions is made up of three separate divisions operating across: Investment Solutions, Quantitative investments and Alternatives.

CARMIGNAC
RISK MANAGERS

More than 26 years of independence and conviction
Founded in January 1989 by Edouard Carmignac, Carmignac is one of the leading asset managers in Europe today.
Carmignac is owned entirely by its managers and staff. In this way, the company's long-term viability is ensured by a stable shareholding structure, reflecting its spirit of independence. This fundamental value ensures the freedom required for a successful and renowned portfolio management.
With over 55 billion euros of assets under management, Carmignac offers global, specialised or diversified funds.

Sound business model

- 1,697 million euros of share capital
- Capital fully owned by staff
- With over 55 billion euros in assets under management
- 240 employees of whom 25 are fund managers and analysts
- Presence in Luxembourg, Frankfurt, Milan, Madrid, London and Zurich.

Management team: Diversity of views and skills:
26 years of expertise in international management across all asset classes, relying on a team of experts

A common philosophy
Our investments reflect our fund managers' convictions rather than market indices. The team applies active management to predict rather than experience market trends.

Diversity of views
Our managers apply the cross fertilisation principle. They each give their view of an asset class or geographic area. These points of view all influence the investment strategy.

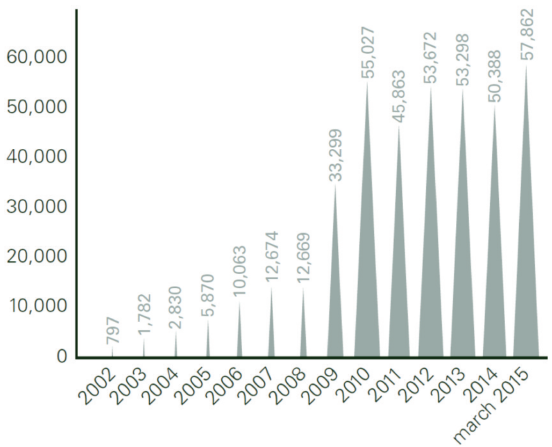
Diversity of skills
The team represents more than 10 nationalities and speaks 12 languages. This international openness allows the managers to seize investment opportunities on financial marketplaces all over the world.

International strategy
Carmignac management is highly international, enabling the company to capitalise on worldwide opportunities, on nearly 50 financial markets around the world. For us, the pursuit of excellence means having sound knowledge of local markets. Local on-the-ground research lies at the heart of our investment philosophy. Genuine local expertise offers us a thorough understanding of the companies for which we see growth potential in their business and their industry. The asset Management team is constantly striving to improve their knowledge of companies by visiting offices, commercial premises, facilities and production sites. Fund managers meet with management teams and staff to gain a clear view of how the company operates. Through this detailed and quite structured research, they obtain the quality information needed to make sound investment decisions.

Carmignac operates in Luxembourg, Frankfurt, Milan, Madrid, London and Zurich. The funds are actively marketed in 13 countries: France, Germany, Switzerland, Italy, Luxembourg, Belgium, Austria, Spain, the Netherlands, Sweden, Singapore, United Kingdom and Ireland.

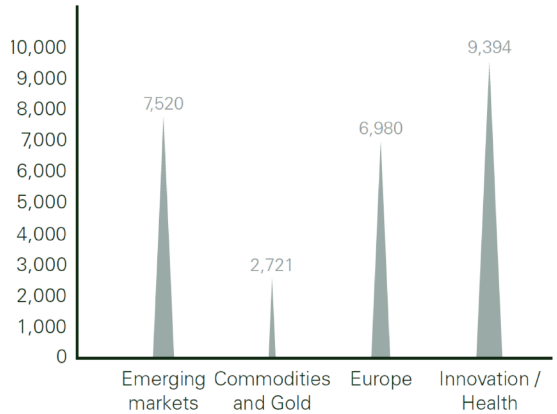
Breakdown of assets under management*
as at 31rst March 2015

Growth of assets under management



* in Euro million

Assets under management per key theme



Carmignac Portfolio Capital Plus
Carmignac Capital Plus is a multi-asset class and multi-strategies fund. Its objective is to outperform, on an annual basis, the Eonia index by 2% over the recommended 2-years investment period. Carmignac Capital Plus is a sub-fund of the Luxembourg SICAV Carmignac Portfolio.
Morningstar Qualitative Rating™: Bronze

Carmignac Switzerland Limited

Address	*Contact*
Talstrasse 65 8001 Zürich	Tel. +41 (0)41 560 66 00

iShares / BlackRock Asset Management Schweiz AG

Address	*Contact*	
Bahnhofstrasse 39 8001 Zurich	Tel.	+41 (0)800 33 66 88 iSharesSwitzerland@blackrock.com

About iShares

iShares is the global product leader in exchange traded funds with over 700 funds globally across equities, fixed income and commodities, which trade on 20 exchanges worldwide. The iShares Funds are bought and sold like common stocks on securities exchanges. The iShares Funds are attractive to many individual and institutional investors and financial intermediaries because of their relative low cost and trading flexibility. Investors can purchase and sell shares through any brokerage firm, financial advisor, or online broker, and hold the funds in any type of brokerage account. The iShares customer base consists of the institutional segment of pension plans and fund managers, as well as the retail segment of financial advisors and private investors. For additional information, please visit www.iShares.ch.

The Search for Income

Investors have been battling against the low interest rate environment for years and, since mid-January, the challenge has become even greater for Swiss franc investors. On 15 January, the Swiss National Bank (SNB) decided to unpeg the Swiss Franc against the Euro, sending the returns of Swiss government bonds tumbling even further into negative territory. This change clearly highlighted how unhedged foreign currency positions can quickly become volatile. The question that many Swiss franc investors are therefore rightly asking is:
Where can potential returns be found?

As the end of February, the return of ten-year Swiss government bonds was recorded at zero per cent. Taking investment management costs into account, investing in these bonds is currently less profitable and investors searching for income therefore have to increase their risk positions.
Indeed, one strategy has been to invest further into corporate bonds.
However, in order to stabilize this risk, investments should be supported as extensively as possible. In addition, product costs eventually tap into any potential return. Cost-effective investment vehicles are the favored option for investors who wish to keep more of what they earn. Exchange-traded funds (ETFs) bring together broad diversification and attractive management costs. In addition, just like stocks, ETFs can be bought and sold on the stock exchange on a daily basis.

Shares in Swiss francs

Investors can now benefit from different types of returns. For example, high-yield stocks are currently very popular, as are corporate bonds with a lower credit rating. Due to the higher degree of risk involved, these bonds generally yield higher returns than corporate bonds with a better credit rating. High-yield shares are increasingly becoming a significant asset class because of the low interest rates. In this asset class, it is important to have a diverse range of investments because the risk of financial loss is undoubtedly higher than with conventional corporate shares.

The iShares Global High Yield Corp Bond CHF Hedged UCITS ETF allows investors to benefit from this broad diversification in just one trade. The underlying index invests in the most liquid corporate bonds available from developed economies around the world. Another source of income that exceeds the returns of Swiss government bonds is Swiss Franc corporate bonds. As these are all listed in CHF on the SIX Swiss Exchange, there is no additional foreign exchange risk for local investors.

The iShares Core CHF Corporate Bond (CH) replicates the Swiss Bond Index Corporate Total Return as closely as possible. Currently, over 475 holdings from the SBI Index are included in the ETF.

The new interest: Dividends?

Equity securities are another attractive source of revenue for investors focused on income, who do not shy away from share price risks.
Dividends continue to be strong and, this year, Swiss companies in the SPI Index are experiencing record-high payouts. Nevertheless, only sustainable dividend yields hold promise for a long-term investment strategy. The SPI Select Dividend 20 Index,

which measures the performance of shares of publicly traded Swiss companies with high dividend yields and a sustainable dividend policy. Only securities with high dividend yields, a stable payment policy and a high trading liquidity are included in the index.

In addition, shares must have paid a dividend in at least four out of the previous five years. Developing this index has allowed investors to invest in the iShares Swiss Dividend (CH). This index can help investors achieve a stable dividend income, which is vital for long-term investors.
However investors must bear in mind potential share price falls. In this case, dividends can be considered as a buffer because it is precisely these companies that generally pay out dividends even during difficult periods.

Conclusion

Despite demanding market situations and a low interest rate environment, investors have many investment options in their search for income.
Nowadays, there are a variety of investment products that can be successful, including ETFs. Risk diversification, low costs and liquidity enable investors to access these strategies.

Contacts

Head of German-speaking Switzerland Sales
SVEN WÜRTTEMBERGER
+41 (0)44 297 7394
sven.wuerttemberger@blackrock.com

Head of Romandie and Ticino Sales
SEBASTIEN PACHE
+41 (0)22 581 9780
sebastien.pache@blackrock.com

IFA & Family Offices Clients
JOSEPHINE STEMPEL
+41 (0)44 297 7345
josephine.stempel@blackrock.com

Pension Funds and Insurance
BEAT FRÜHAUF
+41 (0)44 297 7246
beat.fruehauf@blackrock.com

Asset Managers
MARIA SALA
+41 (0)44 205 5364
maria.sala@blackrock.com

Regulatory Information

BlackRock Advisors (UK) Limited, which is authorised and regulated by the Financial Conduct Authority ('FCA'), having its registered office at 12 Throgmorton Avenue, London, EC2N 2DL, England, Tel +44 (0)20 7743 3000, has issued this document for access by Professional Clients / Qualified Investors only and no other person should rely upon the information contained within it. For your protection, calls are usually recorded. iShares plc, iShares II plc, iShares III plc, iShares IV plc, iShares V plc, iShares VI plc and iShares VII plc (together 'the Companies') are open-ended investment companies with variable capital having segregated liability between their funds organised under the laws of Ireland and authorised by the Central Bank of Ireland. iShares ETF (CH) and iShares ETF II (CH) are umbrella funds established under the Swiss Collective Investment Schemes Act (CISA) of June 23, 2006, as amended, and are divided into sub-funds. The funds are regulated by the Swiss Financial Market Supervisory Authority ("FINMA").

For investors in Switzerland

The iShares Global High Yield Corp Bond CF Hedged UCITS ETF is domiciled in Ireland, the iShares Swiss Dividend (CH) and the iShares Core CHF Corporate Bond (CH) are domiciled in Switzerland.

This document shall be exclusively made available to, and directed at, qualified investors as defined in the Swiss Collective Investment Schemes Act of 23 June 2006, as amended. The iShares Global High Yield Corporate Bond CHF Hedged UCITS is domiciled in Ireland. BlackRock Asset Management Schweiz AG, Bahnhofstrasse 39, CH-8001 Zurich, is the Swiss Representative and JPMorgan Chase Bank, National Association, Columbus, Zurich branch, Dreikönigstrasse 21, 8002 Zurich, the Swiss Paying Agent for the foreign iShares ETFs registered in Switzerland. The Prospectus, the Prospectus with integrated fund contract, the Key Investor Information Document, the general and particular conditions, the Articles of Incorporation, the latest and any previous annual and semi-annual reports of the iShares

ETFs domiciled or registered in Switzerland are available free of charge from BlackRock Asset Management Schweiz AG. Investors should read the fund specific risks in the Key Investor Information Document and the Prospectus.

Restricted Investors
This document is not, and under no circumstances is to be construed as an advertisement or any other step in furtherance of a public offering of shares in the United States or Canada. This document is not aimed at persons who are resident in the United States, Canada or any province or territory thereof, where the companies/securities are not authorised or registered for distribution and where no prospectus has been filed with any securities commission or regulatory authority. The companies/securities may not be acquired or owned by, or acquired with the assets of, an ERISA Plan.

Risk Warnings
Investment in the products mentioned in this document may not be suitable for all investors. Past performance is not a guide to future performance and should not be the sole factor of consideration when selecting a product. The price of the investments may go up or down and the investor may not get back the amount invested. Your income is not fixed and may fluctuate. The value of investments involving exposure to foreign currencies can be affected by exchange rate movements. We remind you that the levels and bases of, and reliefs from, taxation can change.

BlackRock has not considered the suitability of this investment against your individual needs and risk tolerance. The data displayed provides summary information. Investment should be made on the basis of the relevant Prospectus which is available from the manager.

In respect of the products mentioned this document is intended for information purposes only and does not constitute investment advice or an offer to sell or a solicitation of an offer to buy the securities described within. This document may not be distributed without authorisation from BlackRock Advisors (UK) Limited.

Index Disclaimers
The Markit iBoxx Global Developed Markets Liquid High Yield Capped (CHF Hedged) Index referenced herein is the property of Markit Indices Limited and is used under license. The iShares Global High Yield Corp Bond CHF Hedged UCITS ETF is not sponsored, endorsed, or promoted by Markit Indices Limited.

The product is not sponsored, endorsed, sold or promoted by SIX Swiss Exchange Ltd and SIX Swiss Exchange Ltd makes no representation regarding the advisability of investing in the product. TheSwiss Bond Index® Corporate Total Return is a registered trademark of SIX Swiss Exchange Ltd, and any use thereof requires a license.

iShares Swiss Dividend (CH) are not sponsored, endorsed, sold or promoted by SIX Swiss Exchange Limted and SIX Swiss Exchange Limited makes no representation regarding the advisability of investing in the products. The SPI® is a registered trademark of the SIX Swiss Exchange Limited and any use thereof requires a license.

© 2015 BlackRock, Inc. All Rights reserved. BLACKROCK, BLACKROCK SOLUTIONS, iSHARES, BUILD ON BLACKROCK, SO WHAT DO I DO WITH MY MONEY and the stylized i logo are registered and unregistered trademarks of BlackRock, Inc. or its subsidiaries in the United States and elsewhere. All other trademarks are those of their respective owners.

EMEAiS-1193

ROTHSCHILD

Address	*Contact*
Rothschild & Cie Gestion Zürich Branch Mr. Gil Platteau Country Head Switzerland Managing Director Zollikerstrasse 181 CH-8064 Zürich	Tel. +41 44 384 78 46 Mobile +41 78 813 19 19 gil.platteau@rothschild.com

Established in 1982 and with approximately CHF 50 Bln of AuM, the Rothschild Group provides asset management and advisory services to institutional clients, fund distributors and financial intermediaries around the world. We conduct these activities through specialised subsidiaries based in Paris, London, and New York, and service Swiss investors from our Zurich and Geneva Branches.

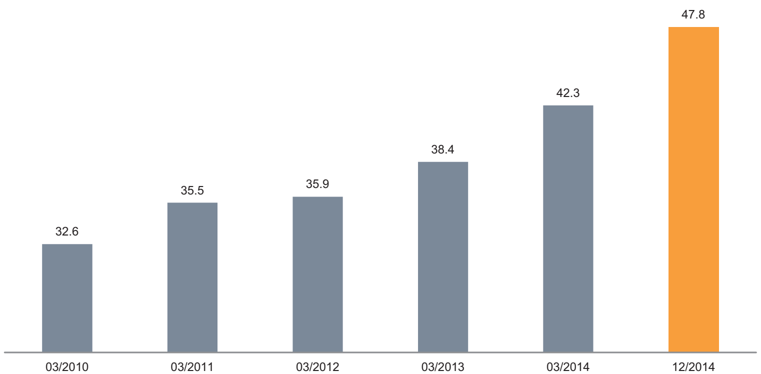
Rothschild & Cie Gestion, is based in Paris and specialises in conviction-based management, concentrating primarily on European assets. The company has extensive expertise in traditional asset management with a focus on European equities, fixed income, convertible bonds and flexible diversified management. These strategies can be accessed in the form of mutual funds, dedicated funds or management mandates. Rothschild & Cie Gestion employs an active management style focused on high-conviction stocks, with the objective of outperforming the market indices under a range of market conditions, with optimum risk control.

Rothschild HDF Investment Solutions offers its clients a broad spectrum of innovative open architecture investment solutions that transcend the traditional boundaries between asset classes. These solutions are adapted to the requirements and specific regulations of each client and are offered in various forms, such as open-ended or dedicated funds, management mandates and managed accounts.

Based in London, the company **Risk Based Investment Solutions Ltd** (RBIS) proposes a new approach to portfolio construction, offering investors a more efficient alternative to traditional portfolios that are capitalisation-weighted (equities) or debt-weighted (bonds). RBIS is able to offer its clients individually-tailored portfolios, without constraints in terms of the number of underlying securities, asset classes or combination of asset classes "debt-weighted" (bond) portfolios.

Rothschild Asset Management (New York) offers investment management services in the following strategies: US Large-Cap Equity – Core and Value US Small/Mid-Cap Equity – Core US Small-Cap Equity – Core, Value, and Growth, US Balanced and alternative investments.

AUM (€bn) - Evolution over the last 5 years



Acknowledgments

We would like to thank the following institutions for their support:
- Aberdeen Asset Managers Switzerland AG
- Carmignac Switzerland Limited
- iShares / BlackRock Asset Management Schweiz AG
- Morningstar Switzerland GmbH
- Rothschild & Cie Gestion
- Thomson Reuters (Markets) SA

General Information

Online version: www.investmentsoffice.com
Next issue: Spring 2016

Published by
Markets Tools GmbH
Zurich, Switzerland
info@marketstools.com
www.marketstools.com