

Hyposwiss Private Bank Genève SA

2021

HYPOSWISS
PRIVATE BANK

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Presentation Hyposwiss Private Bank Genève SA



Hyposwiss Private Bank Genève SA (Hyposwiss)

- ❖ Hyposwiss Private Bank Genève SA is a banking institution. The Bank's Head Office is based in Geneva with a Zurich branch. Hyposwiss provides financial services, advisory and wealth management to its private clients as well as its experience in securities, foreign exchange trading. Its activities are focused on services to high networth families both in private banking and financial engineering.
- ❖ The structure of Hyposwiss Private Bank Genève SA is synonymous with stability, dependability and continuity. We focus on independence, transparency and long-term relationships. Steeped in a long banking tradition, our skilled bankers and financial professionals provide genuine listening and personalized solutions.
- ❖ Our philosophy is to protect and grow the assets of our investors by taking measured risks and making optimal use of various financial instruments, combining traditional and alternative investments. Our asset managers are professionals with a solid expertise in private banking, able to respond to your planning requirements and expectations, according to your risk tolerance profile.
- ❖ Our independence enables us to offer solutions to our investors, focusing on an "open architecture" that provides access to the best financial products available. Hyposwiss perpetuates its long-standing expertise in serving its clientele with high standards of quality coupled with strong and active inter-personal relationships, upholding the respect of the private sphere.
- ❖ Hyposwiss is supervised by the Swiss Financial Market Supervisory Authority (FINMA) and is a member of the Swiss Bankers Association (SBA). The Bank is audited by PriceWaterhouseCoopers SA.

Approach

The mission of Hyposwiss is to protect and grow your assets by taking measured risks and making optimal use of relevant financial instruments.

The Bank's independence in wealth management, enables it to offer tailor-made solutions to investors, focusing on an "open architecture" that provides access to the best financial products available.

Our private clients are demanding. They rely on us and identify with us.

❖ Independence

A Private Bank, free from any engagement with other financial and banking institutions. Targeted and innovative solutions to construct your portfolio.

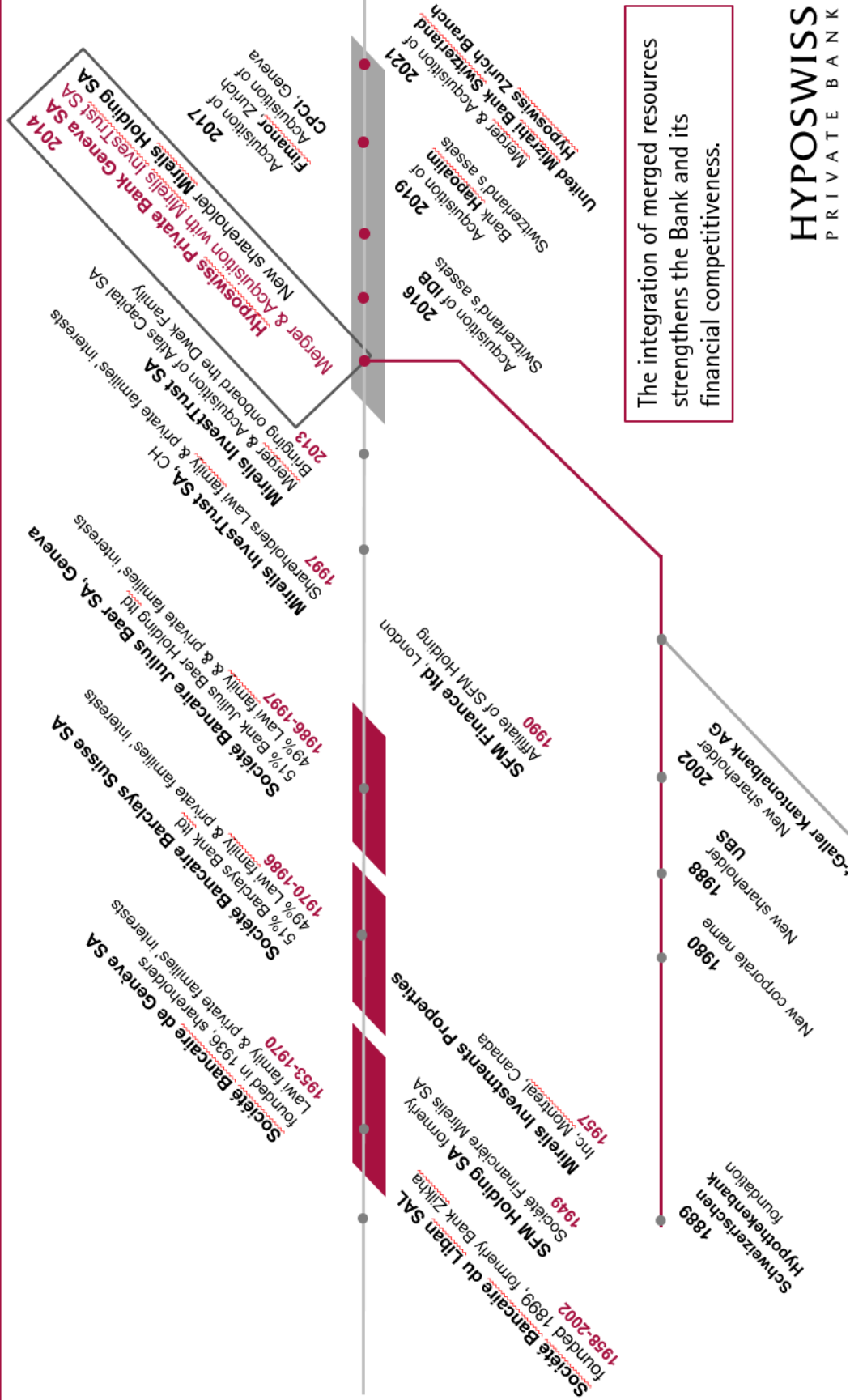
❖ Open architecture

Selection process of products and solutions allowing freedom of management and advice in the choice of financial instruments available on the market, without any risk of conflicts of interests.

❖ Ongoing interaction

Commitment and availability of our advisors to build a long-term relationship of mutual trust with the investor. Transparency, genuine listening, upholding the respect of the private sphere in a legally compliant manner.

Mirelis Financial Group
Family Partnerships active for over 70 years
in financial institutions and banks



Hyposwiss Private Bank Genève SA

Tradition and banking experience for over a century

- 1889 Banque Hypothécaire Suisse (Schweizerischen Hypothekenbank)**
Founded in the Canton of Solothurn
Institutional and private partnership
- 1980 Hyposwiss Banque Privée SA**
New corporate name
- 1988 Hyposwiss Banque Privée SA**
New shareholder: Union de banques suisses (UBS SA)
- 2002 Hyposwiss Banque Privée SA**
New shareholder: St-Galler Kantonalbank AG
- 2008 Hyposwiss Private Bank Genève SA**
New corporate name adopted for the Geneva entity following acquisition by Cantonal Bank of St. Gallen AG of Anglo Irish Bank (Suisse) SA, Geneva (formerly Marcuard Cook & Cie SA)
- 2014 Hyposwiss Private Bank Genève SA**
Merger & Acquisition with Mirelis InvesTrust SA, Geneva
New shareholder: Mirelis Holding SA
- 2016 Hyposwiss Private Bank Genève SA**
Acquisition of the clients' assets from IDB (Swiss) Bank Ltd
- 2017 Hyposwiss Private Bank Genève SA**
- Acquisition of Fimanor Financial Management AG, Zurich
 - Acquisition of the clients' assets from Compagnie Privée de Conseils et d'Investissements SA "CPCI », Geneva
- 2019 Hyposwiss Private Bank Genève SA**
Acquisition of Bank Hapoalim (Switzerland) Ltd, Geneva
- 2021 Hyposwiss Private Bank Genève SA – Zurich Branch**
Fusion-Acquisition of United Mizrahi Bank Switzerland Ltd (Zurich)
Creation of the Hyposwiss Private Bank Genève SA Branch in Zurich

Mirelis Financial Group

Family Partnerships active for 70 years in financial institutions at board and management level.

1949	SFM Holding SA – Geneva, Switzerland Formerly Société Financière Mirelis SA Shareholders : The Lawi Family
1957	Mirelis Investments Properties Inc. – Montreal, Canada Formerly Mirelis Investments Ltd Wholly-owned by SFM Holding SA
1990	SFM Finance Ltd - London, UK Affiliate of SFM Holding SA
1997	Mirelis InvesTrust SA – Geneva, Switzerland Shareholders: Lawi family and Private families' interests
2001	Monaco Asset Management SAM – Monaco Asset Management Company Participation of Mirelis InvesTrust SA
2011	Mirelis Advisors SA – Geneva, Switzerland Fully-owned by Mirelis InvesTrust SA March 2017: Change of name to “ Hyposwiss Advisors SA ”
2013	Mirelis InvesTrust SA Merger-acquisition Atlas Capital SA Ownership expanded to Dwek Family
2013	Stavanger Asset management SA, Norvège Asset Management Company Participation of Mirelis InvesTrust SA
2014	Hyposwiss Private Bank Genève SA Merger & Acquisition with Mirelis InvesTrust SA New shareholder: Mirelis Holding SA

Mirelis Financial Group

Family Partnerships active for 70 years **in banks** at board and management level.

1953-1970	Société Bancaire de Genève SA Founded in 1936 in Geneva, Switzerland Shareholders since 1953: Lawi family and Private families' interests
1970-1986	Société Bancaire Barclays (Suisse) SA – Geneva, Switzerland Shareholders: 51% Barclays Bank Ltd / 49% Lawi family and Private families' interests
1986-1997	Société Bancaire Julius Baer SA – Geneva, Switzerland <i>Shareholders: 51% Banque Julius Baer Holding Ltd / 49% Lawi family and Private families' interests</i>
1997	Banque Julius Baer SA Geneva Branch Change of name and ownership from Société Bancaire Julius Baer SA <i>From 1995 to 1997, all families sold their interest in the Bank to Baer Holding SA (100%).</i>
1997	Mirelis InvesTrust SA – Geneva, Switzerland The Lawi family and Private families' interests founded Mirelis InvesTrust SA
2014	Hyposwiss Private Bank Genève SA Acquisition with Mirelis InvesTrust SA New shareholder: Mirelis Holding SA

All previous banking interests have been concentrated into Mirelis Group of Finance Companies.

Group companies

Hyposwiss Advisors SA

Hyposwiss Advisors SA is a Swiss-based wealth management company, established in Geneva in 2011, fully owned by Hyposwiss Private Bank Genève SA. Its purpose is to offer financial advice and portfolio asset management services to US and Canadian investors. Compliant global assets are used to construct a diversified balanced discretionary portfolio, performance oriented.

A Triangular Relationship: The Investor – the Bank – the Independent Asset Manager

Investors' assets are deposited with international banks serving as qualified custodians in Switzerland, USA and Canada, with Hyposwiss Advisors acting as Portfolio Manager.

Hyposwiss Advisors is registered with the following regulatory authorities:

- ❖ *US Securities and Exchange Commission registered (SEC)* ;*
- ❖ *Ontario Securities Commission (OSC)* ;*
- ❖ *Québec Autorité des Marchés Financiers (AMF)*.*

** Registration with the SEC as an Investment Adviser and with the OSC and AMF as a Portfolio Manager do not imply a certain level of competence, education, skill or training. The protections of the US and Canadian rules and regulations are only available to residents of the respective country, province or territory.*

Monaco Asset Management SAM (MAM)

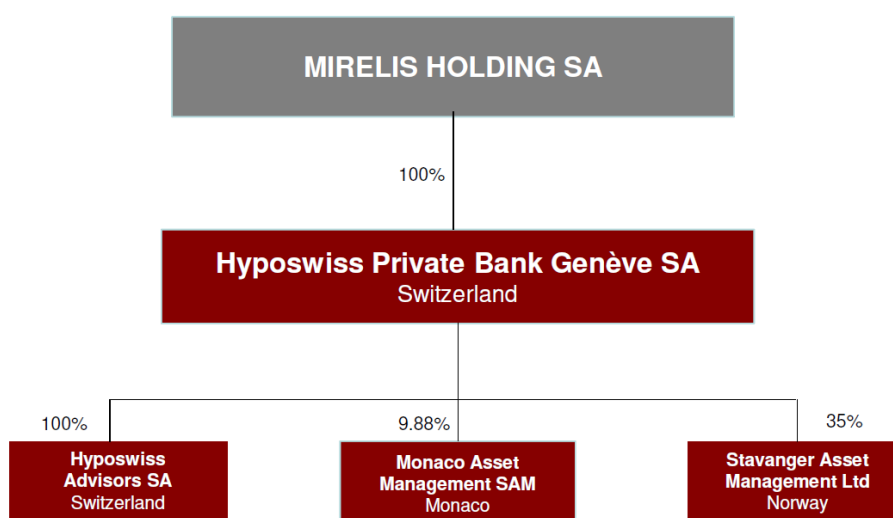
Monaco Asset Management SAM is an independent wealth Management company based in Monaco since 1999 - managed by Mr. Anthony Torriani – founder and shareholder. It is regulated by the Monegasque Banking and Finance Authority as a licensed financial and wealth management institution in which Hyposwiss holds today a participation of 9.88%. In June 2006, within the framework of an expansion policy, the shareholding was widened to include Mr. Gian Luca Braggiotti and Mr. Patrice Pastor - who became members of the Board of Directors, respectively Chairman and Director. Hyposwiss, as a shareholder of the company, is represented on MAM's Board by Mr. Solly Alain Lawi, Director.

Stavanger Asset Management SA (SAM)

Stavanger Asset Management SA is a wealth management company based in Stavanger (Norway) since 2012 and managed by Mr. Emmanuel Vallotto, founder and shareholder. It is a Norwegian company in which Hyposwiss now holds an active participation of 35%. SAM is a licensed securities trading institution under the supervision of the Norwegian Supervisory Authority Financial Markets (Finanstilsynet). As an independent asset manager, SAM offers wealth management for both individuals and companies with a strong focus on the interests of its clients, at all levels, and is free from any conflicts of interest.

Group Structure

In January 2014, all activities of Mirelis InvesTrust SA – presently Mirelis Holding SA – were transferred to Hyposwiss Private Bank Genève SA.



Shareholders

Mirelis Holding SA

Private ownership including:

❖ Lawi Family

A banking family from the Middle East, the Lawi family of three brothers with their sons and daughters, have been established in Switzerland and Canada for more than 70 years. They are co-founders of the Mirelis Finance Group based in Geneva since 1949.

Mirelis InvesTrust SA was established in 1997 by Solly S. Lawi, Solly Alain Lawi and Albert Lawi, partners of the second generation of Lawis, together with the first generation through SFM Holding SA.

❖ Maple Investment Ltd: Private Families' interests

❖ Dwek Family

Founder in 1984 of Atlas Capital SA, a Swiss private wealth management financial institution, the Dwek family joined in 2013 the shareholders of Mirelis InvesTrust SA. The Dwek brothers add their expertise and reputation in the management of both traditional and alternative funds to the group.

Board of Directors

Chairman	Solly S. Lawi
Vice-chairman	Alain Bruno Lévy
Member, Secretary	Michel Broch
Member	Eric Bernheim
Member	Alexander L. Dembitz
Member	Robert Dwek
Member	Philippe Perles
Member	Nabil Jean Sab

Management Committee

Chief Executive Officer (CEO)	Niels Bom Olesen
Deputy Chief Executive Officer & Head of Private Banking	Albert Lawi
Head of IT-Operations (COO)	Roni Hougui
Chief Financial Officer (CFO)	Sébastien Joliat
Head of Investments (CIO)	Stephan Lawi
Chief Compliance Officer (CCO)	Sylvie Wehrli

Activities and Services



Wealth Management

- The management of your assets is at the heart of our mission. Our team of professional asset managers systematically monitors the investment universe and mobilizes all our resources to meet your expectations in terms of risks and returns.
- An analysis of your personal needs and expectations is the starting point to help us structure your portfolio to meet your requirements. Once we fully understand your situation, we build a portfolio that aims to strike the right balance between capital preservation, generating income and pursuing growth. Securing currency diversification and currency risk protection is fundamental in this process.
- Our investment managers analyze all of the criteria which define your profile: investment horizon, tolerance for risk, preference for capital growth or regular revenue, diversification and income objectives.

Management Mandate

- Hyposwiss Private Bank Genève SA offers a discretionary investment mandate through which the wealth manager and our research team of specialists are entrusted by the investor with the active management of his/her financial assets and assume responsibility for all investment decisions within the framework of the investment mandate.
- An analysis of your personal expectations is the starting point to help us structure your portfolio to meet your requirements. Once we fully understand your situation, we build a portfolio that aims to strike the right balance between capital preservation, generating income and pursuing growth; securing currency allocation and currency risk protection is fundamental.
- Whatever type of management mandate you entrust to us – Conservative, Balanced, Growth or Dynamic - our investment managers analyze all of the criteria which define your profile, while taking into account your personal situation, your requirements and your investment return expectations: investment horizon, tolerance for risk, preference for capital growth or regular revenue, diversification and income objectives.
- Asset allocation represents the most critical part of the investment process and is a significant determinant of portfolio performance. It is generally responsible for over 80% of returns in a diversified portfolio and is therefore a key contributing factor to portfolio returns.

Advisory Agreement

- For investors who want to be actively involved in the management of their portfolio and assets, Hyposwiss proposes an advisory mandate. Investment decisions are reached with the investor through an exchange of information and discussion with the Hyposwiss Advisory Team of experienced investment professionals. Achieving the most rewarding results requires personal communication with Hyposwiss as your reliable partner. You will have the full attention of a dedicated professional Investment Advisor who will endeavour to understand your goals and your needs in order to be a provider of solutions.
- Keeping abreast daily on the foreign exchange and stock markets, the Hyposwiss team has state-of-the-art technologies at their disposal for a professional analysis to keep you informed of developments, products, special situations and opportunities. Our investment professionals will provide you with the information and ideas you need to capitalize on a full range of investment opportunities.
- The Hyposwiss team, having access to selective research of both traditional and alternative investment funds through our Monitor List for managed assets, will also advise investors on the choice of appropriate strategies. Our “Monitor List” includes a recommended selection of Third Party Funds covering different asset classes and strategies, established for performance oriented portfolios.
- Asset allocation represents the most critical part of the investment process and is a significant determinant of portfolio performance. It is generally responsible for over 80% of returns in a diversified portfolio and is therefore a key contributing factor to portfolio returns.

Financial Planning

- It is essential to receive highly professional advice regarding your wealth and/or estate planning. Coordinating the best skills and legal expertise, we assist in the structuring of your assets to fit your needs, in accordance with regulatory and fiscal requirements.
- We analyze your commitments and clarify any matters relating to tax, your property values, your pension assets as well as matrimonial and succession issues. We work with Premier Swiss and international specialists in all fields of engineering and financial planning.

Family Office

In both Geneva and Monaco our activities have been expanded to service high net worth families that seek advice for preserving and growing their assets.

Our aim:

- To assist high net worth families in determining an appropriate strategy together with external qualified professionals in areas such as estate, trust, tax and insurance planning,
- To meet the personal needs of family members and ensure the transfer of their assets from one generation to the next by coordinating the best skills in tax and legal expertise
- To provide a global investment advice to grow and monitor family assets by determining the most appropriate strategic asset allocation and offer access to the best international providers of our network.

Independent Asset Managers

- Hyposwiss Private Bank Genève SA, as a private bank specialized in portfolio management for several decades, offers its financial services to independent wealth managers.
- As custodian bank of your clients' assets, we offer you efficient administrative support, acting on your behalf in all banking activities and services including : fiduciary deposits, fixed income and convertible bonds, stock trading, traditional and alternative funds, structured products, derivatives as well as Lombard credit facilities, mortgages, pledges and guarantees.
- By assuming all administrative tasks, Hyposwiss allows you to serve the best interests of your clients and to focus on managing their portfolios, while reducing costs. Our relationship manager will administer your clients' accounts, execute your instructions and coordinate our investment specialists' recommendations. Our External Asset Managers team will offer you and your clients a wide range of financial products adapted to meet your requirements and optimize your performance.

Investment Approach



Investment Philosophy

- Our philosophy is to protect and grow your assets by taking measured risks and making optimal use of all financial instruments, combining traditional and alternative investments.
- We focus on the long-term growth of capital, based on the proven principles of carefully selecting and allocating financial instruments, using a balanced mix of safety, risk and return.
- Our strategy is governed by constant diversification by sector and geographic region in various asset classes, combining international securities, fixed-rate and convertible bonds, traditional and alternative funds invested in both developed and emerging countries.
- Our independence enables us to offer targeted and innovative tailor-made portfolio solutions to our investors, focusing on an "open architecture" approach that allows us the freedom of independent advice in the choice of financial products available in the market.

Asset Allocation

- The asset allocation decision is the most critical aspect of our investment process. It is the primary determinant of a portfolio performance and typically accounts for over 80% of investment returns.
- Structuring a balanced portfolio is a matter of combining capital gains and income potential with appropriate limitation of risk through balancing investments between equities and bonds in various currencies. It may also involve the selection of mutual funds, Structured Products, Hedge Funds and Property Fund Products.
- Through strategic and tactical allocation of assets and the mixing of asset classes in accordance with global trends, as well as a continuous review of the risk profile inherent in all our investment positions, we help clients achieve their investment objectives.
- The allocation to different asset categories is based on the individual risk profile of the investor and our assessment of the prevailing and anticipated economic trends. By mixing asset classes that have little correlation we are able to reduce portfolio volatility, thereby achieving more risk efficient returns for our investors.

Process



Advantages of investment in funds

Advantages of complementing a portfolio with traditional and alternative investment funds.

- Access to highly skilled specialist fund managers
- Diversification across a broad variety of strategies and investment styles
- Low correlation of certain alternative investment funds to equity markets
- Downside protection in negative markets and reduction in volatility
- Increase of portfolio efficiency
- Absolute performance objective vs relative performance

Traditional Funds

- Traditional funds, with a performance objective relative to a benchmark, may be invested in equities, bonds, money market funds or diversified instruments.

Hedge Funds

Characteristics

- Private Investment Partnerships
- Seek superior risk adjusted returns
- Performance driven
- Ability to perform independently of market directions

Alternative investments in Hedge Funds cover a number of investment strategies based on the use a variety of financial instruments, such as currencies, options, futures and commodities.

Fund managers can make use of leverage, short selling and market timing techniques.

Main hedge funds' strategies

Long/Short Equity	Take long positions in securities for which an increase in value is anticipated, and short positions in securities for which impairment is anticipated.
Global Macro	Based on macroeconomic forecasts investing in all types of markets and instruments (i.e. equities, bonds, currencies, commodities or derivative products)
Event Driven	Investing in opportunities generated by events occurring in the course of companies' development: spin-offs, acquisitions, or corporate distress (distressed securities)
Relative value	Investing in two similar assets with a long position in one asset and a short position in the other in order to benefit from price differences between the two assets
CTA	Taking advantage of fluctuations in market prices of bonds, equities, foreign exchange and commodities by means of systematic trading models

Monitor List

Third Party Funds selected and recommended by Hyposwiss

- As independent specialists in asset allocation, Hyposwiss has developed its own Monitor List of selected and recommended funds and has a solid track record of working closely with professional managers of the best traditional and alternative funds.

Process of inclusion on our Monitor List for managed assets

- The Hyposwiss team starts by analyzing investment opportunities, searching and filtering the investment universe. Subsequently, we research selected managers and strategies, based on a **quantitative** analysis of historic performance and a **qualitative** assessment of selected strategies and the ability of managers to perform in the future.

The role of the Hyposwiss team is to monitor and control investment risks, the managers, the strategies, the environment and the funds.

- ❖ Total understanding of strategies and organization
- ❖ Positive references / cross checks – Due diligence
- ❖ On-site visits undertaken / follow-up visits
- ❖ Performance track record and risk management
- ❖ Aligned interests between managers and shareholders
- ❖ Approval of our selection for the monitor list of Hyposwiss managed assets

Contact



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Geneva, August 2021

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HYPOSWISS
P R I V A T E B A N K

Expect the expected