



Your right to expect more.



■ *“Customised solutions
demand expertise
and clear vision.
Clear vision requires
independence.”*



OUR VISION OF OURSELVES

Listening, understanding, taking action

Our solutions are as individual as our clients. Using our financial expertise combined with a disciplined approach, we aim to generate sustainable, above-average capital growth.

In our opinion, wealthy private investors have just the same right to enjoy excellent service and professional advice as do institutions: expectations we are happy to fulfil.
Each and every day.

We at BPM are of the firm conviction that sustainable commercial success is determined directly by our power to innovate, an obligation to provide supreme quality of service, and by attractive conditions. This is a belief which lies at the very heart of our business.

OUR HISTORY

Over 10 year's expertise

Managing large capital assets has a tradition which goes back hundreds of years in Germany. Today, too, values such as political and economic stability and experienced personnel, together with strict regulation by the authorities, combine to maintain Germany's position as an outstanding financial centre.

For over ten years now, our staff at BPM – bound by this tradition – have been creating investment solutions for large numbers of wealthy private individuals; solutions of a kind often reserved only for institutional investors.

Our team has enjoyed consistent growth since starting business in 2001, and, as an independent and legally autonomous company, we continue to work today with discerning, revenue-oriented investors.

The BPM team boasts outstanding expertise in areas including the development of capital guaranteed bonds with custom-made coupons for private investors, investment trusts and banks.

Our owner-operated financial service institute has authorisation from the Federal German Financial Supervisory Authority (*Bundesanstalt für Finanzdienstleistungsaufsicht*, or BaFin) and the Dutch Financial Markets Authority (Autoriteit Financiël Markten, or AFM) to give investment advice and manage financial portfolios. Close collaboration with partners in several countries forms the basis for BPM's international presence today.



■ *What began over 10 years ago with supremely successful custom solutions has evolved to achieve further success with the establishment of BPM. All along, the pioneering spirit has been complemented by the accumulation of years of experience.*



■ *BPM partners have been advising discerning clients on the management of complex capital assets and helping them realise their individual investment targets for many years. Knowledgeable, multilingual and independent.*

OUR AREAS OF BUSINESS

The BPM is actively involved in three areas of business

INTERNATIONAL ASSET
MANAGEMENT

2 | INVESTMENT
CONSULTANCY

3 | DEVELOPMENT OF
CUSTOM SOLUTIONS

BPM – Berlin Portfolio Management GmbH began operating as a service and management partner for revenue-oriented investors in 2010. This represented the continuation of a growing business which had been established in 2001, working with discerning German and international investors within an independent and legally autonomous framework.

The services and business activities had previously been offered under the umbrella of a large private European banking group. With the establishment of BPM these activities were restructured and aligned with the more complex requirements and expectations of the long-standing and wealthy clients.

If there is such a thing as a "typical" BPM client, then it's someone who expects an active strategy which focuses on preserving real purchasing power despite escalating national debt and the existing risk of rising inflation. With our twin approaches of maximising returns and focussing on real assets we can give the client what he or she is looking for.

ASSET MANAGEMENT

Trust and responsibility

Developing revenue-oriented and properly diversified investment strategies and implementing them within management mandates is a key business area of BPM. This requires a customised solution for every situation.

BPM will not accept any trading-oriented mandates, or undertake management of individual shares or implement strategies for futures transactions. On request we would be happy to recommend appropriate contacts. After comprehensive discussion has taken place and we take on a mandate, we can assure the client that all our collective knowledge and skills will be at their disposal. This emphatically includes access to customised solutions at a level other companies reserve for institutional clients.

BPM is predominately responsible for managing mandates from private and corporate clients from Germany and abroad, in two main strategic directions:

DIVERSIFIED "REVENUE PORTFOLIO"

- Core investment in quality bonds with attractive interest rates, including special institutional solutions
- Supplementation (satellites) with participation certificates, index funds (ETFs), hybrid securities, and first-class bonds in high-interest foreign currencies, precious metals, commodities and liquid property shares
- Acquisition of Lombard credit for achieving the investor's objectives is possible.

SPECIAL "INSTITUTIONAL PORTFOLIO"

- Primarily consists of high-interest bonds with custom coupon and is of "investment grade" quality
- Diversification via diversity of maturities, currencies, interest rate types and creditors
- Acquisition of Lombard credit for achieving the investor's objectives is possible.



■ *We believe in long-term perspectives because having your assets managed means investing in your own vision of tomorrow's world. And to have the chance to shape it.*



 *The services we provide are setting new standards in private banking. Our clients can rely on a network of specialists which has developed like no other.*

INVESTMENT CONSULTANCY

“You don’t make money by inventing things, but by improving them.” HENRY FORD

BPM provides advice and support for private investors, investment consultants, fund managers and asset managers concerning the processes of investment and the development of custom solutions. For example, BPM specialists actively advise investment funds on specific investment decisions. These mutual funds are managed by HSBC Trinkaus Investment Managers SA in line with the principles of our diversified “Revenue Portfolio”.

Portfolios managed by banks are often characterised by investments which are not transparent or carry unfavourable high commission. Strategic approaches which are positive in principle are regularly rendered ineffective by sales targets. But the securities market can offer the independent asset manager a large number of transparent, high-yield investment types and strategies.

We understand that the only thing that counts is your success.

DEVELOPMENT OF CUSTOM SOLUTIONS

There are no prizes for coming second

Every year, BPM employees create numerous custom solutions for investors – concentrated, restrained and results-oriented. In their development, every request from the client and every approach to the solution are incorporated together in a complex process:

- Alignment of investor's wishes to the current market conditions
- Design and finalisation of the basic concept for the investment solution
- International tendering
- Evaluation of results, checked by the investor, award of contracts
- Direct delivery from the issuer to the investor's bank account

In this business area there are no prizes for coming second – only the solution giving the best result is selected in each case. An award rate of over 90% and a volume of more than one billion euros arranged by the BPM team says everything about their excellent performance.



■ *Our greatest reward is the success of our clients.*
Perhaps this attitude is the reason that even in difficult times we continue to flourish and grow.

KEY REGIONS

International success

BPM – Berlin Portfolio Management GmbH advises and supports investors from many countries. Often these are family members or business associates of our clients, who actively approach us. National borders are no more a barrier to innovative and custom-designed solutions than to a hard-earned reputation. In our key regions of Germany, Israel and the Netherlands, we make frequent personal calls.

Business partners and satisfied clients in the various countries will be happy to provide you with further information and independent references.

GERMANY



ISRAEL



THE NETHERLANDS



UNITED KINGDOM

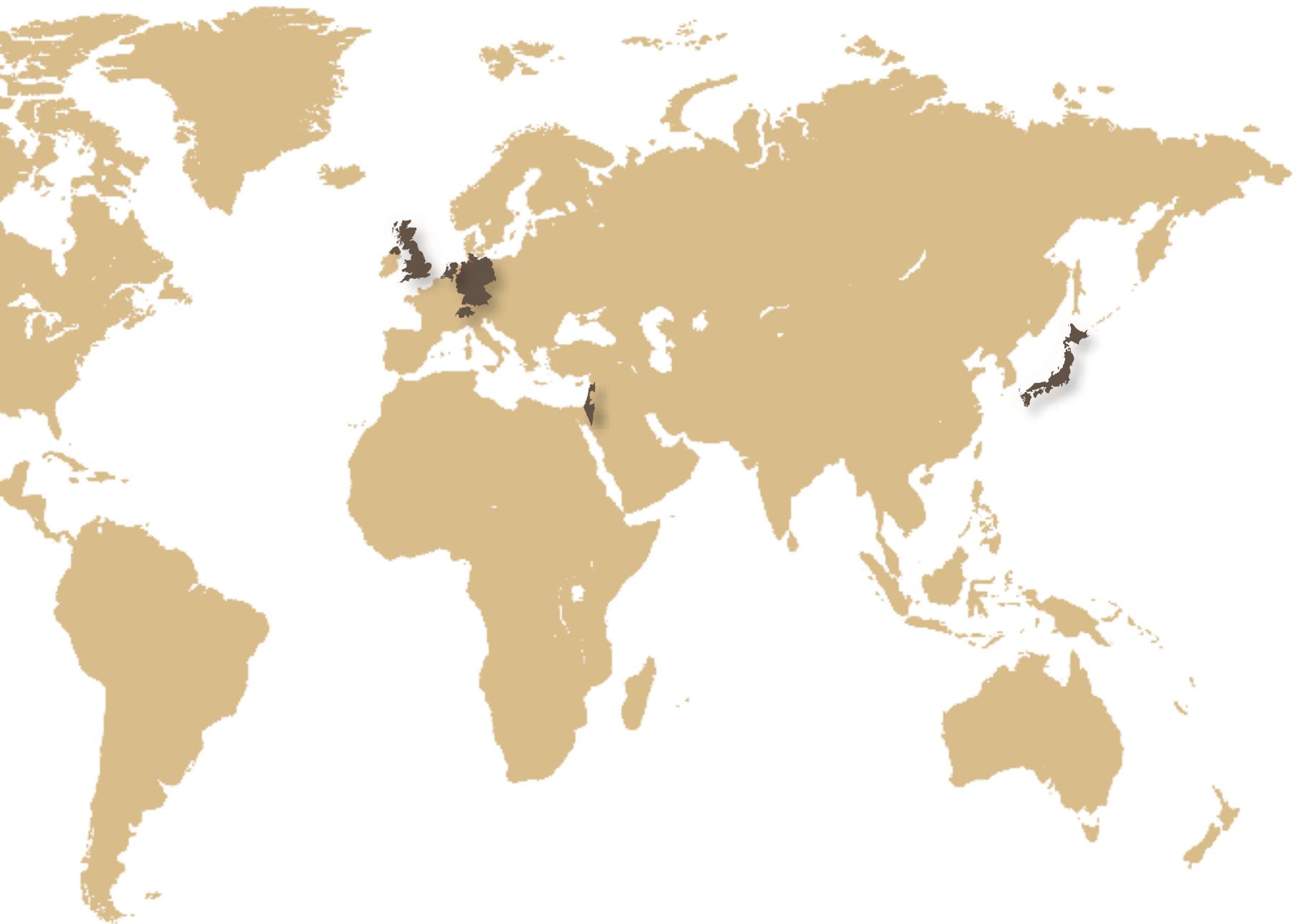


JAPAN



SWITZERLAND





■ *At the heart of BPM
there are experienced
and innovative
specialists. We take the
time to have in-depth
discussions and devise
perfect strategies.*



OUR EMPLOYEES

Experienced specialists

Uwe Günther, Sven Marzahn and their team, with training in traditional banking and degrees in politics and economics, form the core of BPM's personnel in Germany.

The team has tens of years of experience in the management of large capital assets, providing excellent quality of service and developing first class custom investment solutions.

In their day-to-day work, they are supported by professionals with experience in law, taxation, accounting, and administration.

The BPM offices in Berlin are located in the former Chinese embassy on the Kurfürstendamm – the most famous boulevard in the heart of the German capital.

CONTACT

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■ *We like clear and plain language: If this brochure has awakened your interest, we at BPM would be happy to have the opportunity to impress you with our creativity and reliability.*

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