



Luzerner
Kantonalbank

Investment solutions
for life



Editorial

LUKB has over 170 years of experience in providing investment advice. In this demanding discipline, as in others, our clients appreciate our ability to combine continuity with innovation. And in personal contact with us, we remind them daily how we live our commitment to responsibility and to foresight.

“Our investment solutions place your assets in the best possible care. Today, tomorrow, and the day after.”

Our investment solutions are always centred around your needs. The product range is clearly structured and offers you well-defined services at well-defined prices. In the interests of transparency and consistent client focus, we largely waive sale commissions (retrocessions).

All of our investment solutions are committed to sustainability. We firmly believe that successful investment decisions rest on far-sightedness in approach and action combined with adherence to sustainability criteria.

We partner with you for years or even decades, offering investment options for your life as it is now, but with the flexibility to evolve with you in the future. LUKB's progressive investment solutions are the ideal basis on which to preserve and grow your wealth over the long term. We look forward to putting our expertise to work for you and your financial assets.

Leo Grüter
*Head of Corporate Clients &
Private Banking*

Stefan Studer
*Head of
Retail Banking*

Assured investment solutions from LUKB

With our investment solutions, investing is as efficient as it is easy. Our solutions cover a whole variety of investment needs, from the E-Depot for independent investors, to our Investment Advice range, and through to Portfolio Management solutions with which you place the care of your assets entirely in the hands of LUKB.

Long-term capital preservation

Built on a forward-looking investment policy

Our investment solutions are founded on our forward-looking investment policy. This is based consistently on preserving your capital over the long term, and focused on LUKB's independent financial analysis.

Professional, dedicated service

At LUKB, you can count on the dedication and support of long-standing client advisors with a wealth of experience. They regularly review your investments to ensure that you always have the best solution, no matter what is going on in your life.

Comprehensive expertise for you

Depending on your chosen investment solution, you can call on LUKB expertise when making your decisions. You can contact your client advisor directly, or consult one of our helpful publications.

Sustainable on principle

Full transparency about all investments

Sustainability criteria are integrated systematically into the investment process for LUKB investment solutions. They are also made transparent. In this way, LUKB lays the foundation for better investment decisions and enables investors to invest responsibly.

Market returns

There are a number of benefits to applying sustainability (ESG) criteria to investing. It enables investors to minimise risks but also to grasp opportunities. The evidence shows that employing sustainability criteria helps to generate a market-level return on investment.

Solutions for every need

Tailored to your situation

To identify the right investment solution for you, we'll first work with you to define your personal investment strategy. This factors in your individual circumstances now and in the future, the time horizon for your investments, and your personal appetite for risk.

Switch easily as life changes

Our system makes it easy for you to switch to a different investment solution in accordance with your circumstances at any given time.

Clear services, transparent pricing

Up-front prices

We are completely clear and up-front about the fees for our investment solutions.

No sale commissions

With most of our solutions, we waive sale commissions (retrocessions).

Founded on ESG criteria

"ESG" stands for Environmental, Social and Governance. There are recognised criteria for each of these three dimensions that are used to assess the sustainability of any investment.



LUKB Pilatus Club: inspiration for investors

The LUKB Pilatus Club offers clients who are interested in investment matters an opportunity to meet and talk in an exclusive setting. Find out directly from investment experts what's moving the markets, get into interesting conversations with distinguished figures, and enjoy the finer things in life. The Club newsletter tells you all about the attractive programme of events, and keeps you up to date on the latest market development.

Interested? Your client advisor will be happy to provide full information.

Solutions for professional and institutional investors

LUKB also offers custom solutions for professional and institutional investors. Your client advisor will be happy to discuss what we can do for you, or will put you in touch with the relevant specialist.

Your client advisor will be pleased to provide more information.

Fund Savings Plan: track the financial markets automatically

Systematically accumulating a nest egg is easy with a LUKB Fund Savings Plan. All you do is set up a regular standing order for the amount that you wish to put into investment funds. It is the straightforward way to track the financial markets while minimising the risk of missing the perfect time to invest. LUKB will be happy to help you choose the right funds for you.

For more information, please visit lukb.ch/fondssparplan

LUKB's investment solutions – an overview

Manage your assets yourself on the basis of our advice, place them in the hands of our experts, or invest independently without any input from us. The choice is yours.

Independent investments

You manage your assets yourself, without LUKB's advice on investment matters. The E-Depot and Invest on Demand investment solutions are the ones for you.

What we offer and how you benefit:

- Securities safekeeping (custody account)
- Annual statement of assets
- Stock exchange trades via LUKB e-banking and the Trading Line
- Additionally for Invest on Demand:
 - Get expert opinions on investment instruments from the LUKB investment universe (equities, bonds and funds), incl. ESG criteria
 - Place stock exchange trades via your client advisor



E-Depot



Invest on Demand

**Investment Advice solutions:
invest with LUKB's advisory expertise**

You make your investment decisions yourself on the basis of professional advice from LUKB. Our three Investment Advice solutions - Compact, Comfort and Premium - offer a choice of investment instruments and services tailored to your individual needs. Your sustainability preferences can be accommodated in different ways according to which solution you choose.

What we offer and how you benefit:

- Profit from LUKB's investment expertise as a firm foundation for independent investing
- Your portfolio is monitored for compliance with investment quality and your investment strategy
- Regular, transparent information
- Preferential rates for the LUKB Pilatus Club



Compact



Comfort



Premium

**Portfolio Management solutions:
LUKB's experts invest for you**

Secure comprehensive, professional portfolio management by LUKB experts for assets of CHF 100,000 and above. Choose from three options: Portfolio Management Compact, Comfort and Premium. All Portfolio Management solutions factor in ESG criteria.

What we offer and how you benefit:

- You delegate all of your investment matters to LUKB
- LUKB makes investment decisions according to the investment strategy defined with you
- Continuous portfolio monitoring and optimisation
- Regular, transparent information
- Preferential rates for/free membership of the LUKB Pilatus Club



Compact



Comfort



Premium

Independent investments: the efficient solution without investment advice

You manage your assets yourself, without any advice at all on investment matters from LUKB (E-Depot), or call on the Bank's expertise only occasionally (Invest on Demand). With both investment solutions LUKB guarantees you a secure, professional custody service for your securities.



E-Depot

You organise your investments independently, without LUKB's advice on investment matters.

Securities custody account



Invest on Demand

You manage your portfolio yourself, but as need be you would like LUKB's expert opinion on your own investment ideas (funds, bonds and equities from the LUKB investment universe).

Expertise on funds, bonds and equities
Securities custody account

| | E-Depot | Invest on Demand |
|---|--|--|
| Support from LUKB | | |
| Use Trading Line or e-banking to place your stock exchange trades | | |
| Expert opinion on funds and indiv. sec. from the LUKB investment universe | | |
| Personal client advisor | | |
| Custody account | | |
| Securities custody account | | |
| Reporting | | |
| Annual statement of assets | | |
| Performance tracking in e-banking | | |
| Swiss tax statement | on request ¹⁾ | on request ¹⁾ |
| Terms (excl. VAT) | | |
| Fee p.a., on average custody assets: | | |
| up to CHF 1 million | 0.25 % | 0.40 % |
| from CHF 1 million | 0.25 % | 0.35 % |
| from CHF 10 million | 0.25 % | on request |
| Minimum fee in CHF | 50.00 ²⁾ | 80.00 |
| Securities trades ³⁾ | 0.40 % brokerage, min. CHF 40.00, max. CHF 1,000.00 | 0.40 % brokerage, min. CHF 40.00, max. CHF 1,000.00 |

1) Invoiced separately

2) No minimum fee for children, young people and students

3) For details please see 'Investment business fees and terms'

Investment Advice solutions: invest strategically with LUKB's expertise

LUKB's Investment Advice service provides the foundation for your personal investment decisions and offers three solutions to choose from. The Bank's advice provides you with the foundations for your personal investment decisions. You decide how much you want to use LUKB's expertise. We provide yet more support in the form of additional services such as investment recommendations from the LUKB investment universe, a regular Portfolio Check, and reporting. Your sustainability preferences can be accommodated according to which Investment Advice solution you choose.



Investment Advice Compact

You're planning to invest in investment funds. If you like, your client advisor will pre-select suitable investment products to make your decision easier.

- Portfolio Report & tax statement
- Fund recommendations
- Strategy advice & monitoring
- Securities custody account



Investment Advice Comfort

You have access to the entire investment universe. Via your client advisor, you regularly call on the expertise of LUKB's financial analysts when making your investment decisions.

- Portfolio Report & tax statement
- Individual securities recommendations
- Fund recommendations
- Strategy advice & monitoring
- Securities custody account



Investment Advice Premium

This is the perfect solution if you invest across the entire investment universe and are looking to benefit from proactive advice. You also profit from the ticket fee for your stock exchange orders.

- Ticket fee, 12 stock exchange trades incl.
- Proactive investment proposals
- Portfolio Report & tax statement
- Individual securities recommendations
- Fund recommendations
- Strategy advice & monitoring
- Securities custody account

Preferential rates for the LUKB Pilatus Club

As a LUKB Investment Advice client, you benefit from a reduced LUKB Pilatus Club membership fee.

| | Investment Advice Compact | Investment Advice Comfort | Investment Advice Premium |
|---|---|---|------------------------------|
| Advice from LUKB | | | |
| Investment Advice: | | | |
| at client's request | | | |
| proactively from LUKB | | | |
| Recommendations for: | | | |
| investment funds | | | |
| all investment instruments | | | |
| LUKB Investment Ideas app | | | |
| Research on Demand | | | on request ¹⁾ |
| Custody and other accounts | | | |
| Securities custody account | | | |
| Private account | | | |
| Visa Debit | | Visa Debit Prime | Visa Debit Black |
| Review and wealth planning | | | |
| Portfolio Check | annually | annually | daily |
| Extended Portfolio Check | | | |
| Financial planning | on request ¹⁾ | every 5 years | annually |
| Reporting | | | |
| Portfolio Report with performance & ESG analysis | annually | semi-annually | semi-annually |
| Swiss tax statement | | | |
| LUKB Pilatus Club | | | |
| Membership, incl. club card | on request ¹⁾ | on request ¹⁾ | on request ¹⁾ |
| Stock market trades | | | |
| Ticket fee (incl. 12 free trades p.a.) | | | |
| Terms (excl. VAT) | | | |
| Fee p.a. on ave. custody assets ²⁾³⁾ : | | | |
| up to CHF 1 million | 0.55 % | 0.65 % | 0.80 % |
| from CHF 1 million | 0.45 % | 0.30 % | 0.35 % |
| from CHF 10 million | on request | on request | on request |
| Minimum fee in CHF | 100.00 | 1,000.00 | 2,000.00 |
| Securities trades ⁴⁾ | 0.40 % ⁵⁾ , min. CHF 40.00, max. CHF 1,000.00 | 0.40 % ⁵⁾ , min. CHF 40.00, max. CHF 1,000.00 | ticket fee CHF 40.00 |

1) Invoiced separately

2) incl. metals accounts

3) Plus 0.10 % if held in custody with foreign depositories

4) For details please see 'Investment business fees and terms'

5) Brokerage model

Portfolio Management solutions: LUKB experts invest for you

The comprehensive professional Portfolio Management solution in which LUKB makes all of the investment decisions on your behalf. Choose from three needs-focused Portfolio Management solutions that all offer LUKB investment expertise as standard. Leave things to us and enjoy the time that you save as a result. Detailed Portfolio Reports show how your investments are performing. All Portfolio Management solutions factor in ESG criteria.



Portfolio Management Compact

You're looking to make more of an investment amount of 100,000 francs or more, without having to worry about day-to-day events on the financial markets. This solution is ideal for getting to know the world of worry-free portfolio management.

| |
|----------------------------------|
| Quality funds |
| Portfolio Report & tax statement |
| Portfolio monitoring |
| Investment strategy |



Portfolio Management Comfort

With this solution, for assets of 500,000 francs or more, LUKB's experts expand your investment universe to include non-traditional instruments such as hedge funds, private equity and commodities.

| |
|---------------------------------------|
| Non-traditional investments |
| Individual securities & quality funds |
| Portfolio Report & tax statement |
| Portfolio monitoring |
| Investment strategy |



Portfolio Management Premium

You know what you want from your investments, and wish to play an active part in designing your portfolio of over 2 million francs. This all-in solution takes full account of your wishes in terms of individual securities, investment themes and alternative markets.

| |
|----------------------------------|
| Pronounced positioning |
| Access to alternative markets |
| Non-traditional investments |
| Mainly individual securities |
| Portfolio Report & tax statement |
| Portfolio monitoring |
| Investment strategy |

Preferential rates for the LUKB Pilatus Club

As a LUKB Portfolio Management client, you benefit from a reduced LUKB Pilatus Club membership fee. Membership is free of charge with Portfolio Management Premium.

| | Portfolio Management Compact | Portfolio Management Comfort | Portfolio Management Premium |
|---|---------------------------------|---------------------------------|------------------------------------|
| Investment strategy | | | |
| Bonds investment strategy | | | |
| Income investment strategy | | | |
| Balanced investment strategy | | | |
| Growth investment strategy | | | |
| Equities investment strategy | | | |
| Bespoke investment strategy | | | |
| Investments: | | | |
| Quality funds | | | |
| Individual securities | | | |
| Non-traditional investments | | | |
| Special features: | | | |
| Currency hedge on bonds | | | |
| More active investment approach | | | |
| Access to alternative markets | | | |
| Restrictions/instructions possible | | | |
| Custody and other accounts | | | |
| Portfolio monitoring | | | |
| Performance discussion | | | |
| Portfolio manager input | | | |
| Reporting | | | |
| Portfolio Report with performance & ESG analysis, semi-annual | | | |
| Swiss tax statement | | | |
| LUKB Pilatus Club | | | |
| Membership, incl. club card | on request ¹⁾ | on request ¹⁾ | |
| Terms (excl. VAT) | | | |
| Invested assets over CHF | 100,000.00 | 500,000.00 | 2,000,000.00 |
| Fee p. a., on average custody assets: | | | |
| Bonds investment strategy | - | 0.95 % | on request |
| Income investment strategy | 1.10 % | 0.95 % | 0.95 % |
| Balanced investment strategy | 1.20 % | 1.15 % | 1.15 % |
| Growth investment strategy | - | 1.15 % | 1.15 % |
| Equities investment strategy | - | 1.35 % | on request |
| Bespoke investment strategy | - | on request | on request |
| From CHF 10 million | on request | on request | on request |

1) Invoiced separately



We put our skill, precision and passion to work for your assets.



Keeping a constant eye on your portfolio

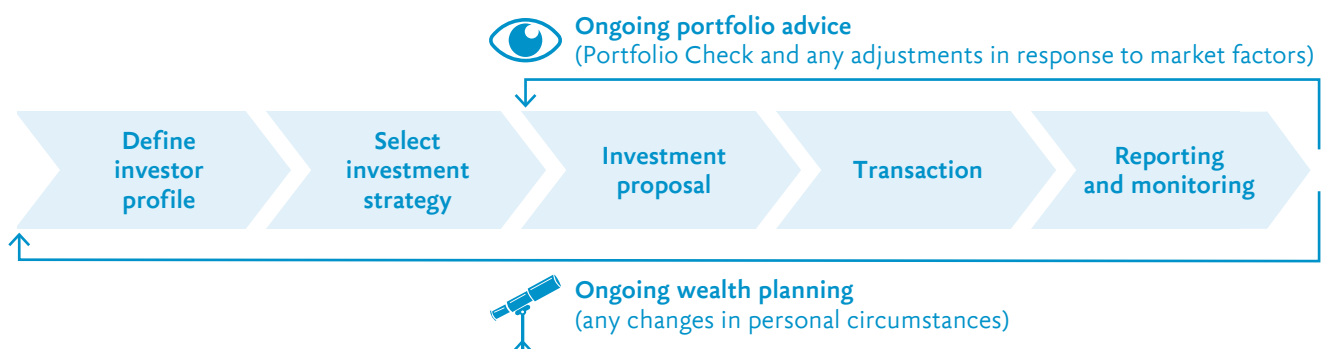
If you opt for Investment Advice Compact, Comfort or Premium (see page 10), you automatically benefit from the LUKB Portfolio Check. We monitor your securities portfolio for risk, and notify you if you need to act.

How you profit from the LUKB Portfolio Check:

- We regularly check that the composition of your investments matches your strategy
- LUKB experts monitor the investment quality of more than 2,800 individual securities. You will be notified immediately if the quality of one of your securities is downgraded
- If adjustments need to be made, you will be notified directly by text message or e-mail, or your client advisor will call you
- You receive regular written reports that give you a clear overview of the relevant risks

The precise scope of the Portfolio Check varies depending on the Investment Advice solution you choose.

The advisory and monitoring process



Added value from LUKB Research

Whether you choose the Invest on Demand investment product or one of our three Investment Advice solutions, you'll get access to LUKB's extensive investment universe. LUKB Research analysts subject more than 2,800 securities to a systematic review of investment quality, enabling you to optimise your portfolio and make decisions that are backed by the facts.

LUKB Research offers you:

- An investment universe of more than 2,800 equities, bonds, investment funds and ETFs
- Straightforward LUKB investment quality classifications: preferred, good and poor
- Rapid search for securities and LUKB investment quality using e-banking
- Factsheets containing detailed information and analyses on equities and funds
- Access to selected investment opportunities as part of the Investment Advice Comfort and Premium mandates
- Sustainability assessments of equities and collective investment schemes. Rating according to recognised ESG criteria

Access to LUKB Research varies depending on the investment solution you choose.

Extensive investment universe

| | |
|-------------------------------|---|
| Equities | <ul style="list-style-type: none">- Universe of approx. 1,100 equities- Research takes a sector approach, identifying favourites in specific sectors and regions |
| Bonds | <ul style="list-style-type: none">- Universe of approx. 1,500 bonds- Reviewed and monitored systematically |
| Collective investment schemes | <ul style="list-style-type: none">- Universe of approx. 250 funds and ETFs- Broad coverage of a variety of asset classes and themes |
| Opportunities | <ul style="list-style-type: none">- Themed additions to your portfolio- Investment ideas with the right instruments to put them into practice |

Luzerner Kantonalbank – you're in safe hands

Clients have been trusting LUKB with their assets for over 170 years. Investment advice and portfolio management are just two of the Bank's traditional strengths. Our tried-and-trusted investment expertise is founded on the recommendations of our own Investment Office (investment strategy and tactics) and Financial Analysis (investment instruments) departments. At LUKB, we always place long-term performance at the centre of our investment policy.

As an independent bank with a staff of around 1,000, LUKB today ranks among the top ten Swiss banks, uniting all relevant specialists and services under a single roof. Operating as a full-service bank, LUKB offers its clients the full range of modern financial solutions.

Luzerner Kantonalbank's consistently excellent performance is recognised by the market and by rating agencies alike.

LUKB is a member of the United Nations' Principles for Responsible Investment (UN PRI) network, and has therefore committed to integrating sustainability factors (ESG criteria) into every stage of the investment and advisory process.

Signatory of:



This document is provided solely for information purposes and for the recipient's exclusive use. It may contain promotional statements. It does not constitute an offer, invitation or recommendation to buy or sell financial instruments or banking services, neither does it relieve the recipient of the responsibility of exercising their own judgement. In particular, with the support of a specialist where appropriate, the recipient is advised to assess the information in this document in respect of its compatibility with their own personal circumstances as well as with regard to its legal, regulatory, tax and other implications. This document has been produced with the greatest of care. Luzerner Kantonalbank nonetheless offers no guarantee with regard to its content and completeness and does not accept any liability for losses which might arise from the use of this information. The products and services described in this document are intended exclusively for persons domiciled in Switzerland, and may not be authorised for distribution in all countries or suitable for all categories of investor. Financial planning and special advisory services are offered to natural persons only. The terms and fees listed herein are correct at the time this document was published. They are subject to change at any time. Copyright © 2022 Luzerner Kantonalbank AG. All rights reserved.

«Consideration of sustainability factors is integral to today's approach to investing. It helps to reduce risks and recognise opportunities for the future.»

Stefan Studer, Head of Retail Banking



Luzerner Kantonalbank AG

Pilatusstrasse 12

6003 Lucerne

Phone +41 (0) 844 822 811

info@lukb.ch

lukb.ch