The Essential Guide
Credit Suisse – Channel Islands

Providing investment services from Guernsey and Jersey and private banking services from Guernsey. Specialist areas include investment management and consulting for local residents, UK Resident Non-Domiciles (RND), wealthy families, complex trusts and other structures including captives, pensions and charities.

Benefits: direct access to a dedicated relationship manager providing comprehensive, relevant and customised advice, consistent service, RND expertise, the full suite of Credit Suisse Group products and high-quality global research.
Overview

Credit Suisse is dynamic and active in the Channel Islands, having operated in Guernsey since 1986 and in Jersey since 2004.

**Investments:** discretionary managed portfolios via our Channel Islands-based multi-asset class solutions team. Bespoke advisory services for clients who want to retain control over the decision-making process.

**Treasury:** Guernsey-based team offering liquidity management including call accounts, fixed-term deposits and foreign exchange, dealing in 14 currencies and precious metals.

**Credit:** flexible residential and buy-to-let mortgages (Guernsey, Jersey, London and selected UK regions), lending against investments (Lombard), letters of credit and bank guarantees.

**Custody:** comprehensive, locally-managed custodian service in our nominee name.

**Other services:** flexible and transparent reporting, Ultra-High Net Worth-dedicated services, Global External Asset Managers support division and rapid and direct access to Credit Suisse Investment Bank and its full suite of solutions.

Please refer to the contacts card for our full disclaimer.
Investment Advisory Service

For clients with more than GBP 2 million who wish to make the final investment decision themselves. This Investment Advisory Service supports clients with expert advice and recommendations to help them make fully informed decisions.

Benefits: clients with an advisory mandate receive comprehensive support geared to the longer term and based on a consistent and structured process. This may also be in consultation with any appointed investment advisors and trustees.
Features/advantages

- Advice and research on asset allocation, sectors, geographical regions and investment themes.
- Clients retain control over how much contact and research they receive.
- Access to a personalised in-house RiskAnalyzer report, providing an objective portfolio risk assessment.
- Access to global market intelligence.
- Proactive risk management based on client needs and tolerance.
- Regular contact, updates and portfolio reviews.
- An open-architecture approach seeking best-in-class investments.
- In-depth analysis ensures our clients are ideally placed to capitalise on market opportunities as well as to respond to developing risks.
- An ideal complement for investments held elsewhere.

Description

- All asset classes.
- Minimum investment: GBP 2 million or currency equivalent.
- No additional fees for this service; trading and custody fees apply.
- Specific themes: dividend strategies, dual-currency deposits, top investment ideas.

Investment team: access to Channel Island-based investment specialists Patrick Millar and Adrian Starr.

Please refer to the contacts card for our full disclaimer.
Discretionary Investment Service

Designed to maximise risk-weighted returns through the dynamic use of benchmark and tactical allocation across a range of asset classes including cash, bonds, equities and alternative investments.

**Benefits:** provided through the Channel Islands-based team and managing portfolios in line with the Global Investment Committee’s views while retaining flexibility locally to define final weightings and the choice of investments.

Clients can also expect state-of-the-art risk management and well diversified portfolios using a selection of traditional and innovative investment instruments.
Features
- A variety of styles and currencies from GBP 500,000 (or equivalent).
- Over 300 global investment specialists in more than 20 countries.
- A sophisticated and professional investment process.
- A careful mandate selection to match client’s expectations, risk profile, diversification needs and time horizon.

Benefits
- Rational investment decision making.
- Systematic portfolio supervision.
- Helps maintain clear investment goals.
- Access to exclusive investment opportunities.
- Opportunity to optimise the risk/return ratio.
- Saves the clients’ valuable time.

Additional information
- The CI Discretionary team provides input to the Global Investment Committee.
- Clients can access products offered globally through the division.
- Open architecture: portfolio managers select the most suitable investments for clients, such as third-party actively managed funds.
- UK Retail Distribution Review (RDR)-compliant and transparent fee structure.

Reporting: detailed performance reporting tailored to you and your clients’ specific needs (i.e. monthly, quarterly or customised). Direct, online view-only access. Quarterly investment review and market outlook.

Pricing: transparent all-in fee (on request) includes safe-custody, portfolio management, securities dealing, reporting and administration services. No issuing commissions charged; institutional share classes selected. Third-party taxes and charges and margins on current account balances, overdrafts and FX transactions not included.

A full due diligence document is available on request.
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Discretionary Investment Service
FundSelection

Ideal for investors who would like to benefit from actively managed, diversified portfolios, relying on the decisions of selected ‘best in class’ fund managers from an unlimited list of global providers.

Active allocation across all asset classes, countries, regions, themes and bond strategies as well as non-traditional products in line with the client’s personal investment objectives.

<table>
<thead>
<tr>
<th>Liquidity</th>
<th>Bonds</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>Actively managed funds</td>
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<tr>
<td>Money market funds</td>
<td>Corporate funds</td>
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<td></td>
<td>Government funds</td>
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<td></td>
<td>High-yield funds</td>
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<td></td>
<td>Inflation-linked funds</td>
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<td></td>
<td>Emerging market debt funds</td>
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<td></td>
<td>ETFs</td>
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<tr>
<td>Equities</td>
<td></td>
</tr>
<tr>
<td>Actively managed funds</td>
<td>Actively managed funds</td>
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<tr>
<td>Focus on regional exposure:</td>
<td>Corporate funds</td>
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<tr>
<td>UK</td>
<td>Government funds</td>
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<tr>
<td>US</td>
<td>High-yield funds</td>
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<td>Continental Europe</td>
<td>Inflation-linked funds</td>
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<td>Japan</td>
<td>Emerging market debt funds</td>
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<tr>
<td>Asia</td>
<td>ETFs</td>
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<tr>
<td>Emerging markets</td>
<td></td>
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<tr>
<td>Exchange Traded Funds (ETFs)</td>
<td>Actively managed funds</td>
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</table>
FundSelection

Objectives
Seeking the best risk-adjusted returns from a globally diversified blend of investment funds (c.41,000) across all four major asset classes. Asset allocation is based on an agreed investment profile (options below). Our flagship service with a 15-year+ track record.

Features
Minimum investment: GBP 500,000 or currency equivalent.
Main currencies: GBP, EUR, USD, CHF.
Investment profiles: fixed income, income oriented, balanced, capital gains oriented, equity.
Asset classes: liquidity, bonds, equities, alternative investments (commodities, gold, hedge funds and real estate).
Underlying investment products: actively managed mutual funds and ETFs (institutional share classes).

Additional information
- Outstanding specialist knowledge of Credit Suisse investment experts in asset allocation and fund selection.
- Professional multi-layer investment process for optimal management activity with broad asset class bandwidths.
- UK Resident Non-Domicile (RND) FundSelection mandate available; please refer to the RND services page.

Please refer to the contacts card for our full disclaimer.
Discretionary Investment Service

Exclusive Selection

Ideal for investors wanting their assets actively managed, mainly via direct investments, mutual funds and ETFs, through a globally diversified investment service geared to take advantage of short- and long-term market opportunities in line with economic developments.

Offers a selection of the most suitable investments in line with the client’s personal objectives from the entire investment universe.

<table>
<thead>
<tr>
<th>Bonds</th>
<th>Equities</th>
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<tbody>
<tr>
<td>Individual investments</td>
<td></td>
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<tr>
<td>Core bonds:</td>
<td>• Core portfolio of leading</td>
</tr>
<tr>
<td>▪ Limited to investment grade</td>
<td>companies with a strong business model</td>
</tr>
<tr>
<td>(e.g. government and corporate bonds,</td>
<td>▪ Long investment horizon</td>
</tr>
<tr>
<td>rating on purchase AAA to A-)</td>
<td></td>
</tr>
<tr>
<td>Collective investments</td>
<td></td>
</tr>
<tr>
<td>Specialist, actively managed, third party</td>
<td>• Efficient investment in the entire market</td>
</tr>
<tr>
<td>funds:</td>
<td>▪ Style and sector allocation</td>
</tr>
<tr>
<td>• High yield funds</td>
<td></td>
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<tr>
<td>• Inflation linked funds</td>
<td></td>
</tr>
<tr>
<td>• Emerging market debt funds</td>
<td></td>
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</tbody>
</table>
ExclusiveSelection

Objectives
Active strategy combining direct investment instruments such as bonds and equities with selected collective investments to ensure optimal global diversification over the short and long term.

Features
Minimum investment: GBP 1 million or currency equivalent.
Main currency: GBP.
Investment profiles: fixed income, income oriented, balanced, capital gains oriented, equity.
Asset classes: liquidity, bonds, equities, alternative investments (commodities, gold, hedge funds and real estate).
Underlying investment products: direct bonds, direct equities, some actively managed third party funds and passive collective investments such as ETFs. We also have exclusive access to in-house funds.

Additional information
- Full active asset allocation to regions, countries, sectors and themes as well as bond strategies and non-traditional investments.
- A traditional and broadly diversified asset management solution with a proven track record over many years.
- Expertise, knowledge and experience used in a targeted way to select from the global range of asset classes and investment instruments.
- Insight and transparency of markets, decisions, transactions and performance at a glance.
- Detailed information about the latest developments and changes in the client’s mandate.

Please refer to the contacts card for our full disclaimer.
Discretionary Investment Service Premium

For clients with more than GBP 7 million requiring a fully customised portfolio providing enhanced investment flexibility, high service quality and close interaction with a personal portfolio manager.

Individually engineered portfolios compiled in accordance with the client’s personal investment targets and risk approach.

Open to the entire investment universe but clients have the ability to restrict certain assets and asset classes.

Sample portfolio (for illustrative purposes only)

<table>
<thead>
<tr>
<th>Benchmark asset allocation</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>5</td>
</tr>
<tr>
<td>Bonds</td>
<td>35</td>
</tr>
<tr>
<td>Equities</td>
<td>40</td>
</tr>
<tr>
<td>Alternative investments</td>
<td>20</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tactical asset allocation</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>6</td>
</tr>
<tr>
<td>Bonds</td>
<td>31</td>
</tr>
<tr>
<td>Equities</td>
<td>41</td>
</tr>
<tr>
<td>Alternative investments</td>
<td>22</td>
</tr>
</tbody>
</table>
**Premium**

**Objectives**

Purpose-built portfolios to suit investors’ long-term objectives and risk characteristics. Options include specialised benchmark-oriented mandates, single asset class or specialised solutions (also applicable to UK Resident Non-Domiciled clients).

**Features**

- **Minimum investment**: GBP 7 million or currency equivalent.
- **Main currencies**: GBP, EUR, USD, CHF (others available upon request).
- **Investment profiles**: bespoke investment solutions designed and managed alongside the personal portfolio manager in line with the client’s risk profile.
- **Asset classes**: liquidity, bonds, equities, alternative investments (commodities, gold, hedge funds and real estate).
- **Underlying investment products**: direct equities, direct bonds, mutual funds, passive collective instruments.

**Additional information**

- Ideal for clients who require personalised investment guidelines.
- Regular review meetings and performance discussions.
- Examples of tailor-made solutions based on risk, neutral positioning, bond rating, benchmarking, application of restrictions and use of preferred markets available on request.

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UK Resident Non-Domicile (RND) Services

A variety of RND-compliant and fully customised solutions, managed by experienced, multi-lingual Retail Distribution Review-trained and qualified Relationship Managers.

Specifically for RND clients and their structures wishing to invest into assets not giving rise to UK source income or UK situs capital gains.

Investment is available in all types of asset classes with a stringent selection and risk monitoring process.
Investment Advisory Service

- Minimum Investment: GBP 2 million or currency equivalent. For full details see the relevant insert.

Discretionary Investment Service for RND

Approach

- Disciplined and structured investment process.
- Assets do not give rise to UK source income or UK situs capital gains.
- Income generated can be paid into a separate account outside the solution if requested (limitations apply).

Description

FundSelection RND (see card)

- Reporting status funds; via institutional share class where available.
- Minimum GBP 1 million or currency equivalent.

Premium RND (see card)

- Fully customised mandates.
- Minimum GBP 7 million or currency equivalent.

Additional information

- Also suitable for offshore structures such as trusts and companies, with RND individuals as shareholders, beneficiaries, settlors or members with these investment requirements. (Not available to US persons.)
- All management, custody and administration undertaken outside of the UK.
- Full capital gains indexation and other bespoke reporting on request.
- May include income scheduling and withholding tax breakdown details.
- Rapid implementation of trades and time-saving benefits to the client.

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Solution Partners

Offering customised services for Ultra-High Net Worth and corporate clients needing advice on how to finance, manage, optimise and protect their assets.

Formed of a group of specialists who analyse, advise, structure, execute and monitor transactions by leveraging various platforms across the Credit Suisse Group.

The Credit Suisse One Bank philosophy offers relevant, topical, well-researched and creative solutions targeted at specific client needs.
**Approach**

A single access point to Credit Suisse’s Private Banking, Investment Banking and Asset Management services, focusing on total coverage, best advice and sophisticated product delivery across all asset classes and geographies.

**Team**

Led by a group of senior investment bankers with a proven track record in developing and managing business transactions. They leverage all of the Bank’s global resources to deliver the most appropriate and effective solution.

The team also co-ordinates and liaises with transaction lawyers, compliance teams, tax and accounting specialists to help successfully complete transactions.

**Description**

**Specialist areas include:**

- Capital markets: commodities; equities; fixed income; forex; real estate.
- Corporate finance: capital raising; IPOs; mergers and acquisitions (buy and sell sides); private placements; recapitalisations; valuation advice.
- Investment solutions: funded and unfunded; strategic; tactical.
- Syndication: direct investments; equity capital markets; sub-underwriting.
- Shareholder advisory services: corporate portfolios; hedging; strategic financing advice.
- Wealth structuring: escrow services; philanthropy; private-label funds; relocation support.

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In the event of default by the issuer of the investment, and/or any third party the investment any income derived from such contracts is not guaranteed and you may get back none of, or less than, what was originally invested. Any capital protection given is usually an inherent part of the product; provided through the use of options, futures or other derivative products. You may have to accept smaller returns on an investment relative to a direct investment in the underlying index, basket, etc. because of the costs involved in providing the capital protection. Such capital protection normally only applies if the investment is held until maturity. The amount of initial capital to be repaid may be geared, which means that a fall in the underlying index or securities may result in a larger reduction in the amount repaid to investors. Where this document relates to emerging markets, such investments should be made only by sophisticated investors or experienced professionals, who have independent knowledge of the relevant markets, are able to consider and weigh the various risks presented by such investments, and have the financial resources necessary to bear the substantial risk of loss of investment in such investments.

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