

ZUGERBERG FINANZ

Asset management
with vision

Those who trust us with their money are relying on us. That's why we invest all our knowledge, passion, and experience in your assets – and take care of your capital in a way that's active, independent, and responsible. Day after day, personally, and always in your interest.

Welcome to Zugerberg Finanz.



Timo Dainese

CEO, Founder
and Managing Partner

Liliana Lukic

COO, Member of the
Management Board

Maurice Pedernana

CIO, Chief Economist
and Managing Partner



Well-founded

We make investments based on the macroeconomic assessments of our experienced investment committee and advisory board. Zugerberg Finanz relies on these assessments for all its mandates.

Management and Advisory Board

Our specialists combine analytical expertise with specialist knowledge.
We place great importance on an open, progressive corporate culture.

Partners / Management



Timo Dainese

CEO
Founder and Managing Partner, Member of the Board of Trustees of the Zugerberg Vested Benefits Foundation, the Wildspitz Vested Benefits Foundation, and the Zugerberg 3a Retirement Savings Foundation



Prof. Dr. Maurice Pedergrana

CIO
Chief Economist and Managing Partner, Doctorate in Economics from HSG, Professor of Banking & Finance



Liliana Lukic

COO
Member of the Management Board, Executive MBA

Board of Directors



Barend Fruithof

Chairman of the Board of Directors, Executive MBA, CEO of Aebi Schmidt Holding AG



Dominic Görg

Vice Chairman of the Board of Directors, Lawyer and notary, Managing Director of Görg Suter AG



Judith Bellaïche

Executive MBA, Managing Director of SWICO



Livio Dainese

Bachelor of Media Arts and Sciences, Co-CEO and CCO of Wirz Communications AG



Karl Huwyler

Federally certified accounting / controlling specialist, Founder and Chairman of the Board of Directors of Atreacca A

Economic and Financial Advisory Board



Prof. Dr. Bernd Schips

Doctorate in Political Science
Former Head of KOF, ETH Zurich



Rolf Bertschi

Chartist (www.chartoutlook.com), Member of the Global Investment Committee at Credit Suisse AG, Zurich (until 2016)



Patrick Bucher

Master's degree in Economics, Head of Asset Management and Member of the Management Board, UBS Pension Fund



Dr. Stephan Kloess

Doctorate in Economics from HSG, Founder and Managing Director of KRE KloessRealEstate




Alexander Ineichen

CAIA, CFA, Founder and Managing Director of Ineichen Research and Management AG



Urs Scholl

Commercial Clerk, Group Head of Investments at Concordia

A woman with blonde hair, wearing a dark blue blazer, is shown in profile, looking towards the right. She is standing outdoors in a lush, green environment with large trees and a grassy area. The background is slightly blurred, emphasizing the woman. The lighting is bright and natural, suggesting a sunny day. In the bottom right corner, a portion of another person's hand with red nail polish is visible, gesturing as if in conversation.

“We invest our capital as a company
in the same way as our clients’ assets.
So we are always in the same boat.”

Marina Confortola
Senior Relationship Manager for Institutional Clients

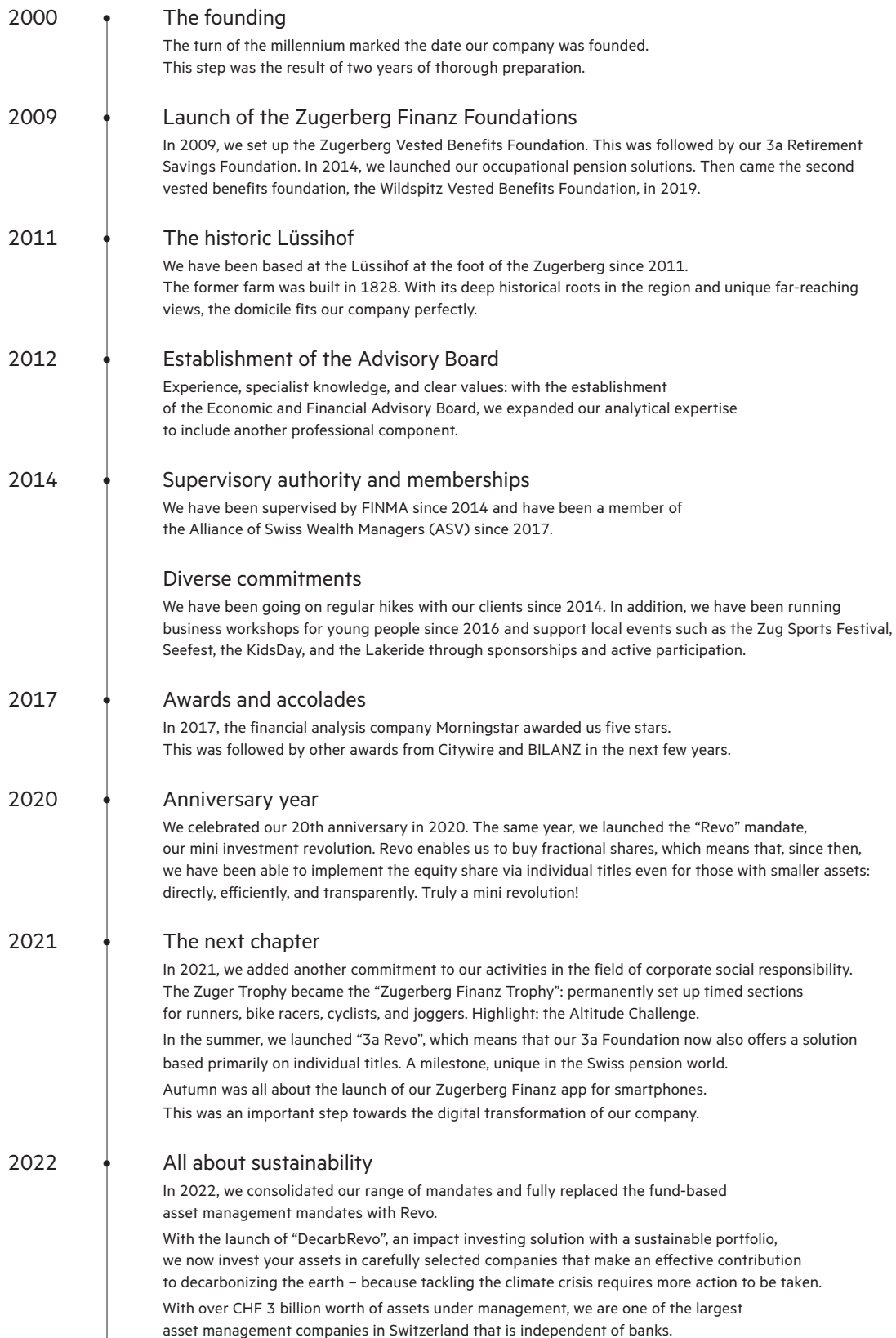


Close to home

We only buy what we understand. This credo applies to all of our investments. That's why we focus on Swiss companies and Swiss francs – the obvious choice being close to home.

Milestones

Awards, commitments, events:
a brief look at the history of Zugerberg Finanz.

- 
- 2000
- The founding**
The turn of the millennium marked the date our company was founded. This step was the result of two years of thorough preparation.
- 2009
- Launch of the Zugerberg Finanz Foundations**
In 2009, we set up the Zugerberg Vested Benefits Foundation. This was followed by our 3a Retirement Savings Foundation. In 2014, we launched our occupational pension solutions. Then came the second vested benefits foundation, the Wildspitz Vested Benefits Foundation, in 2019.
- 2011
- The historic Lüssihof**
We have been based at the Lüssihof at the foot of the Zugerberg since 2011. The former farm was built in 1828. With its deep historical roots in the region and unique far-reaching views, the domicile fits our company perfectly.
- 2012
- Establishment of the Advisory Board**
Experience, specialist knowledge, and clear values: with the establishment of the Economic and Financial Advisory Board, we expanded our analytical expertise to include another professional component.
- 2014
- Supervisory authority and memberships**
We have been supervised by FINMA since 2014 and have been a member of the Alliance of Swiss Wealth Managers (ASV) since 2017.
- Diverse commitments**
We have been going on regular hikes with our clients since 2014. In addition, we have been running business workshops for young people since 2016 and support local events such as the Zug Sports Festival, Seefest, the KidsDay, and the Lakeride through sponsorships and active participation.
- 2017
- Awards and accolades**
In 2017, the financial analysis company Morningstar awarded us five stars. This was followed by other awards from Citywire and BILANZ in the next few years.
- 2020
- Anniversary year**
We celebrated our 20th anniversary in 2020. The same year, we launched the “Revo” mandate, our mini investment revolution. Revo enables us to buy fractional shares, which means that, since then, we have been able to implement the equity share via individual titles even for those with smaller assets: directly, efficiently, and transparently. Truly a mini revolution!
- 2021
- The next chapter**
In 2021, we added another commitment to our activities in the field of corporate social responsibility. The Zuger Trophy became the “Zugerberg Finanz Trophy”: permanently set up timed sections for runners, bike racers, cyclists, and joggers. Highlight: the Altitude Challenge.
In the summer, we launched “3a Revo”, which means that our 3a Foundation now also offers a solution based primarily on individual titles. A milestone, unique in the Swiss pension world.
Autumn was all about the launch of our Zugerberg Finanz app for smartphones. This was an important step towards the digital transformation of our company.
- 2022
- All about sustainability**
In 2022, we consolidated our range of mandates and fully replaced the fund-based asset management mandates with Revo.
With the launch of “DecarbRevo”, an impact investing solution with a sustainable portfolio, we now invest your assets in carefully selected companies that make an effective contribution to decarbonizing the earth – because tackling the climate crisis requires more action to be taken.
With over CHF 3 billion worth of assets under management, we are one of the largest asset management companies in Switzerland that is independent of banks.

Independent

We do not pursue any interests other than those of our clients. In doing so, we do not expect you to take any risks we don't take ourselves. Because we invest our own assets exactly the same way as those of our clients.

Approach: from risk profile to returns

Client and risk profile

We carry out a detailed analysis of your situation and needs through a personal discussion. Among other things, we define your risk profile (consisting of your risk tolerance and risk appetite), your investment goals, and your investment horizon.

Risk class

The appropriate risk class for you is determined by your client and risk profile. Basically, the lower your risk tolerance and risk appetite and the shorter your investment horizon, the lower the risk class. The higher your appetite for risk and returns and the longer your investment horizon, the higher the risk class. The risk class ultimately determines which investment strategy is considered appropriate.

Ranges

For each risk class, we define ranges for the various asset classes. These determine the minimum and maximum share per asset class. In risk class 2, for example, the range for equity is 0% to 40%. The equity share is thus a maximum of 40%.

Strategic asset allocation (investment strategy)

Our investment committee defines the investment strategy based on its assessments of the economy, capital markets, asset classes, and many other factors. It determines how the assets are to be divided between the various asset classes - bonds, real estate and infrastructure, equity, and alternative investments - as well as how to make the most of the respective ranges. The Investment Committee also determines the selection of titles. The strategic asset allocation is geared to the long term.

Tactical asset allocation and title selection

The tactical asset allocation takes short-term trends and market movements into account. The asset allocation is adjusted taking the long-term investment strategy and ranges into consideration.

Monitoring and reviews

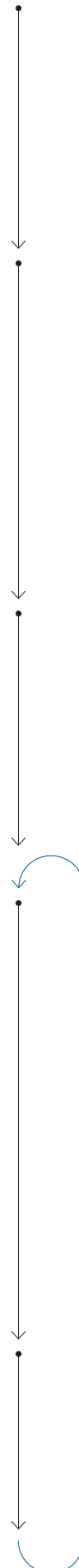
The individual positions, the investment strategy, and the tactical measures are actively monitored, regularly reviewed, and adjusted if necessary (→ strategic and tactical asset allocation).

Risk management

In addition to the process-integrated monitoring, the entire investment process is subject to an integral risk management process.

Account reports and financial reporting

We keep you informed about the development of our investment strategies on an ongoing basis.







“Zugerberg Finanz is consistently independent.
We guarantee advice and asset management
free of conflicts of interest.”

Prof. Dr. Maurice Pedergnana
CIO, Chief Economist, and Managing Partner

Active

The capital market is constantly changing, sometimes in very unexpected ways. That's why we don't put much stock in rigid models, but actively respond to the particular market situation.

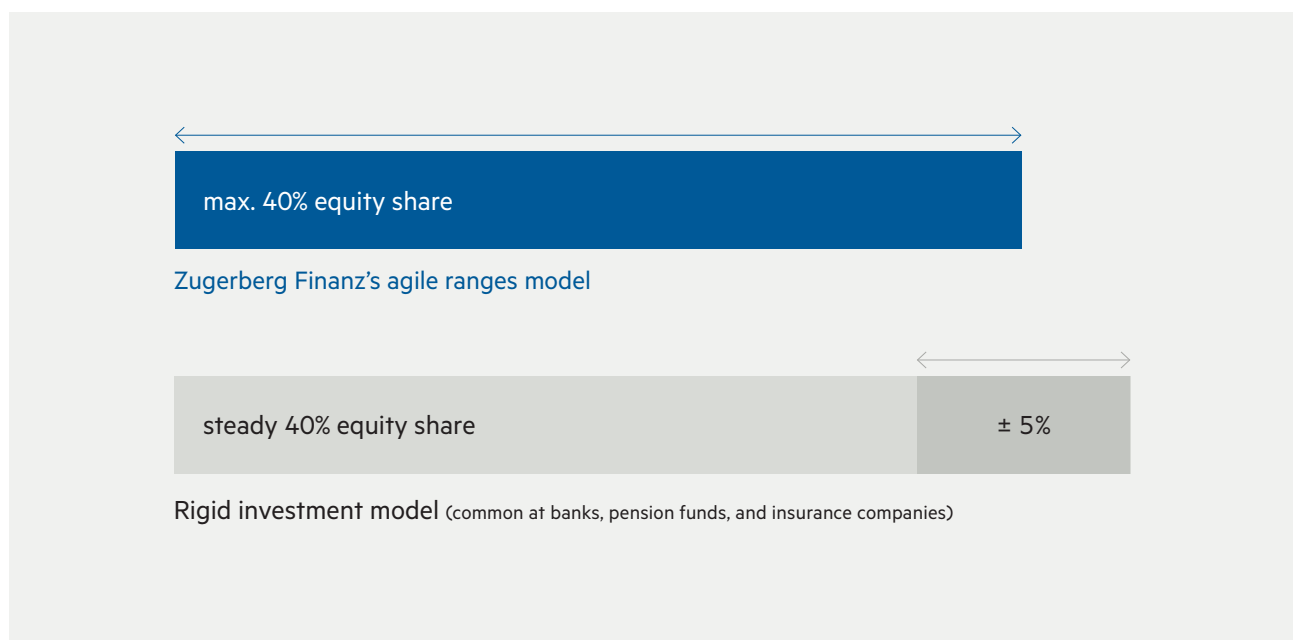
Ranges model

With our agile ranges model, we take responsibility for your assets and manage your mandate as flexibly as the market situation requires.

Example:

You opt for a mandate with a maximum equity share of 40%. Instead of keeping the equity share strictly at 40% – regardless of the market situation and prospects – we take on more responsibility. We decide how fully the equity share should be utilized within the range, depending on the situation.

This is because sometimes it is better to secure your assets with more liquidity. No matter how the capital market changes: we respond actively, flexibly, and always in your interest.



“For our clients, it’s not just the return that counts, but also the risk we take to achieve that return.”

Thomas Aregger
Senior Relationship Manager Private Clients

For everyone

We offer investment solutions for every asset and life situation. We manage smaller mandates with the same expertise and passion as large ones.

Clients

We help both private investors and institutional investors of all sizes with their investments. In doing so, we rely on independent analysis, active and tailored management, and a strong domestic focus.

Private investors

From conventional asset management to the second and third pillars: we support our private clients in all life and asset situations and are always looking for the best possible combination of risk, returns, and liquidity.

Pension funds

From long-term low-interest rate environments to structural reforms or demographic shift: we advise pension funds on how to meet the challenges they face. Our clients include pension funds of all sizes.

Foundations, institutions, and NPOs

Charitable foundations, insurance companies, and non-profit organizations all have to deal with investment risks, resource scarcity, varying investment returns, and reputational risks. We provide you with a tailored service package to achieve your investment goals.

Companies

Many companies have high cash holdings that they don't need for operational purposes. We assist them by developing a suitable investment strategy and selecting the appropriate financial assets. Through the Zugerberg Finanz pension solutions, we support numerous companies in the field of occupational pension plans.



“Institutional investors and private individuals alike benefit from our analytical expertise.”

Dr. Danilo Zanetti
Senior Research Analyst



Farsighted

We think beyond just the end of the year. That's why our investments are just as effective for short-term opportunities as they are for long-term developments.

Range of services

Our broad portfolio of flexible investment solutions and financial services can be individually adapted to the needs of both private and institutional investors.

Asset management for private investors

Conventional asset management

Zugerberg Finanz R

from 500'000 CHF

Our flagship solution – winner of multiple awards from the business magazine BILANZ.

Zugerberg Finanz Revo

from 5'000 CHF or 100 CHF per month

Our revolutionary investment solution for more or less substantial assets. Also suitable for children's savings plans.

Zugerberg Finanz DecarbRevo

from 5'000 CHF or 100 CHF per month

Our revolutionary investment solution with a focus on decarbonization.

Tied pension provisions

Zugerberg Finanz 3a Revo

The revolutionary pension concept: our investment solution for 3a pension funds

Zugerberg Finanz 3a DecarbRevo

Our revolutionary pension solution with a focus on decarbonization.

Zugerberg Finanz vested benefits

Our flagship solution, Zugerberg Finanz R, for vested benefits.

Zugerberg Finanz pension solutions

Our investment expertise for your occupational pension plan.

Asset management for institutional investors

Target-oriented mixed mandates

We work with the client to define an investment strategy with appropriate ranges, as well as return and risk targets. These parameters define the target size of the desired portfolio. Our management strategy is not based on a benchmark, but is derived from strategic allocation and continuously adapted to the respective market situation.

Relative mixed mandates

For relative mixed mandates, the benchmarks are set by the clients. We actively handle the mandates based on the defined ranges for the respective asset classes.

Category mandates (equity, bonds)

In addition to mixed mandates, we also offer active asset management of category mandates, focusing on bonds and equity.

Custodian bank

As an independent asset management company, we are unrestricted in the choice of custodian bank and collaborate with all major providers. Upon request, we will assist you in choosing the custodian bank and provide you with an overview of the conditions and services offered by the individual banks.

Analyses, consultancy, and expertise

From custody account analyses to scenario analyses to peer group comparisons or training for boards of trustee: we provide independent and professional advice for institutional investors.

Track record, sample portfolios, and reference customers

We would be happy to tell you about our track record in an individual offer and provide you with a sample portfolio on request.

Returns-focused

We primarily buy options that pay interest and dividends. With these returns, we achieve a capital cushion of up to 40% over the longer term.

Awards

It's not just our clients who love our work,
but the media and independent experts as well.

BILANZ

Best asset management company in Switzerland

2021 (3rd place)

2020 · 2019 · 2018 (1st place)

“The BILANZ rating is the only source in Switzerland that provides a risk-adjusted comparison. The most important factor is the significance of the rating over a longer period of time. Zugerberg Finanz has delivered the most consistent performance, staying in the lead over the 60-month period.”

BILANZ, 2020

“Zugerberg Finanz understands its craft exceedingly well. The asset manager outperformed more than 100 competitors in two out of four categories over the particularly significant 36-month period.”

BILANZ, 2018

“Zugerberg Finanz was the absolute top performer in the previous year's ranking of the best asset management companies. The company owner Timo Dainese is right at the forefront this year as well. Zugerberg is the only company that placed in the top four in all four risk classes from a twelve-month perspective. Over this period, Zugerberg placed second twice. From a 60-month perspective, the independent asset management company achieved first place in one category and second place in two categories.”

BILANZ, 2019



4 stars 2021

5 stars 2020 · 2019 · 2018 · 2017



Top Swiss Franc Bond Manager

2018 · 2017



“As an owner-managed company, we have a long-term, sustainable relationship with our clients and the assets entrusted to us.”

Timo Dainese
CEO, Founder, and Managing Partner

Sustainability and ESG in the portfolio

ESG (Environment, Social, and Governance) refers to the key factors for measuring sustainability. It is an issue that is increasingly relevant, and thus increasingly important, at our company.

E (Environment)

Compliance with key environmental concerns

- Investment in renewable energy
- Efficient use of energy and raw materials
- Sustainable production
- Low emissions into air and water

S (Social)

Compliance with social standards and social freedom

- Compliance with core labor rights, e.g., non-discrimination requirement
- High occupational health and safety standards
- Fair conditions at the workplace

G (Governance)

Compliance with good corporate governance

- Fair goals, fair link between company goals and compensation
- Shareholders' rights
- Transparent measures to prevent corruption and bribery

Guidance on the 17 criteria set by the UN



Approach to implementation in all strategies and portfolios

Negative screening – strict ESG exclusion criteria

We do not acquire options involving tobacco, the arms industry, environmental damage, human rights violations, etc.

Positive screening –

Best in Class according to ESG

There are pioneers in ESG issues in many industries. Zugerberg Finanz is guided by what is actually achievable and possible, not by those who take action only when the “standards” become law.

Sustainable investments – activist ESG approach

Zugerberg Finanz is actively committed to meaningful application of ESG issues. This requires a lot of know-how, as well as examining different approaches.

Sustainability and ESG in the portfolio

The best of both worlds: investments that show positive development while at the same time promoting our values and concerns.

Transparent

We cultivate an open and direct communication culture. We always keep our clients up to date.

Information, reporting, and discussions

We keep you up to date on the current performance of your investments, highlight trends in the world of finance, and integrate you into our network of clients and specialists.

Specialist events and discussions

We regularly organize specialist events on current topics, where clients and interested parties can get informed and exchange ideas.

Financial reports

We keep our clients up to date on the market, our company's development, and our strategies. We'll send you news, information, and market analyses as weekly, monthly, and half-yearly reports directly to your inbox.

Account reports and online access

With Zugerberg Finanz custodian banks, you can view your account online at any time and track every movement. After the end of the calendar year, we will give you a detailed report on the development and performance of your personal custody account.

The Zugerberg Finanz App

The smartphone app gives you detailed insights into the performance and structure of your portfolio, right down to each individual position. The current version of the app, which includes access to your 3a retirement savings account, will be gradually expanded to include additional mandates.

News

You can find out about upcoming events, interesting articles, and other news about Zugerberg Finanz in the news section on our website.

Committed

Our interests extend far beyond just the financial market. That's why we support young people and the region through our commitments and sponsorships.

Events and commitments

Hiking trips, business workshops, sports and social events: we are happy to promote and support ideas with a future.

Hiking days

The hiking trips are always a very special experience for us. Join us with your family or friends or come by yourself – we look forward to discussing, philosophizing, and informally chatting with you while we hike.



Economics workshops for young people

What exactly is equity? And how do stock exchanges and capital markets actually work? Our one-day workshops offer clear introductions to economic topics for young people.



Talks at schools

Whether as specialists in capital markets, as speakers at economics workshops, or to prepare for participating in start-up competitions: we are happy to support schools, classes, and students with our expert knowledge of economics and stock markets, as well as our expertise as entrepreneurs.



The Zugerberg Finanz Trophy

The Zugerberg Finanz Trophy leads running and cycling enthusiasts over 12 stages through the Zug region. The routes can be used at any time thanks to time recording stations. This commitment is one of the most successful projects promoting health and exercise in the region.



KidsDay

KidsDay promises action-packed and fun-filled football lessons. We organize football afternoons in collaboration with the Next Sport Generation Foundation, where kids can enjoy lots of exercise, fair play, and fun – without any pressure to perform. The Zugerberg Finanz KidsDay attracts more than 120 young participants to Steinhausen every year.



ZugSPORTS

Under the motto “Let’s move. Together.”, the organization ZugSPORTS runs a platform that is committed to promoting movement and zest for life in the Zug region. As a platform partner, we support ZugSPORTS at various events, such as the Zuger Seefest, the ZugSPORTS Festival, Ägeri on Ice, and the Lakeride on Lake Zug.



Other sports and social commitments

The “Zugerberg Finanz Classic”: a running event over 6.8 km on Zug’s local mountain. Supporting the “Winterhilfe Zug” Foundation and the “Schweizer Berghilfe” aid organization.

News, reports, factsheets:
www.zugerberg-finanz.ch

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