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## **After only a few weeks Vontobel is the issuer with the biggest product range in the Italian market for factor certificates**

- **After entering the market at the end of May, Vontobel was officially welcomed as a new issuer on the Borsa Italiana.**
- **Within a few weeks Vontobel in Italy has become the issuer with the biggest product range of factor certificates.**
- **Vontobel is expanding both its offering and its presence in this focus market and is thus pursuing its targeted growth strategy in Europe.**

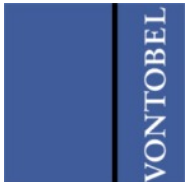
Italy has a strong trading structure and a liquid, transparent and competitive market. Since its foundation in 1998, the SeDeX segment of Borsa Italiana has developed into one of the most sophisticated markets for certificates in Europe. The market for structured products in Italy has enjoyed vigorous growth in recent years. According to the figures issued by EUSIPA for 2015, the SeDeX was the biggest Stock Exchange for leverage products in Europe with a volume of EUR 28.7 billion.

After its market entry on 24 May 2016 Vontobel expanded the initial product offering with a comprehensive suite of factor certificates within four weeks from four to over 70 products – enabling private and institutional investors in Italy to select from among a wide range of underlying instruments such as global indices, precious metals and raw materials in the popular segment of factor certificates, and as a result to customize their portfolios.

“We have vigorous demand in Italy and great trading activity on the part of private and institutional clients in structured investment products. The appetite for new products and underlying assets is strong. We want to meet this client need with our successful platform, but also our great market expertise and customer proximity,” explained Roger Studer, head of Vontobel Investment Banking.

“We are delighted to welcome Vontobel on Borsa Italiana markets. The listing of more than 70 instruments deeply expands the offer of certificates with constant leverage listed on the market. This debut on SeDeX is a further confirmation of the attractiveness of the market, already the first in Europe in turnover for certificates with leverage,” said Pietro Poletto, Head of Fixed Income Market of London Stock Exchange Group on the occasion of the official welcome to the Borsa Italiana.

“Our successful expansion in Sweden and Finland and our many years of expertise as the leading European issuer for leverage certificates permitted us to significantly expand our



product range in Italy within a few weeks. The decisive factors here are our technological leadership and high level of process quality. We are providing a multitude of market access options for active investors, liquidity and strong market-making capabilities of Swiss quality," commented Wolfgang Gerhardt, Head Financial Products Germany. Bank Vontobel Europe AG, the German subsidiary of Vontobel Holding AG, is responsible for the distribution, quoting and trading of the certificates in Italy. The issuer is Vontobel Financial Products GmbH in Frankfurt.

### **About Vontobel**

The global wealth and asset manager Vontobel is one of the leading issuers of structured products in Europe. It ranked second in stock market turnover in Switzerland with a market share of 23% and in the top 5 with a market share of 7.2% in Germany in May 2016. In 2015, Vontobel successfully entered the Swedish and Finnish markets, where it has gained a market share of 28.8% ( 2<sup>nd</sup> in market) and 29.5% ( 2<sup>nd</sup> in market) in the Nordic Growth Market, respectively as of May 2016. Vontobel is committed to pursuing its growth strategy in other European markets. The expansion of the product range in Italy represents a further expansion of the existing platform in this focus market, where Vontobel Asset Management has had an established presence since 2001. In addition, Vontobel expanded its wealth management footprint in Italy following the acquisition of Finter Bank from Gruppo Italmobiliare, which is owned by the Pesenti family, in September 2015.

### **Vontobel**

Vontobel's mission is to protect and build the wealth our clients have entrusted to us over the long term. Specializing in active asset management and tailor-made investment solutions, we provide responsible and forward-looking advice. In doing so, we are committed to Swiss quality and performance standards. With their good name, our owner families have stood by these principles for generations. As of 31 December 2015, Vontobel held CHF 187 billion of client assets. Over 1,500 employees worldwide provide first-rate, customized services for clients with an international focus. The registered shares of Vontobel Holding AG are listed on the SIX Swiss Exchange. The Vontobel families and the Vontobel Foundation hold the majority of shares and votes in the company.  
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