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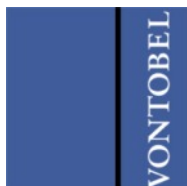
Vontobel expands multi-issuer platform 'mein-zertifikat.de' with HSBC Trinkaus & Burkhardt AG as a second issuer

Following the successful launch of 'mein-zertifikat.de' at the end of August 2016, another leading issuer in Germany – HSBC Trinkaus & Burkhardt AG – is joining the platform with effect from 14 November 2016. Vontobel's goal is to expand the multi-issuer platform by bringing on board further issuers and to make it the industry benchmark in Germany.

With Vontobel's issuing platform 'mein-zertifikat.de', investment advisors at banks and savings banks, asset managers and interested private investors can, for the first time, now also create certificates online without being subject to a minimum purchase requirement and then buy them on the stock market just minutes later. The launch of 'mein-zertifikat.de' in August 2016 marked the transition from a supplier's market to a buyer's market for individual investment products in Germany, where investors can obtain price comparisons for their individual solutions and thus benefit from a high level of transparency. Since its launch at the end of August 2016, 'mein-zertifikat.de' has seen a continued rise in usage and volumes. The platform was developed for the German market based on Vontobel's deritrade® technology, which has been used successfully in Switzerland for many years.

HSBC Trinkaus & Burkhardt AG will join 'mein-zertifikat.de' as an additional issuer with effect from 14 November 2016. It will offer reverse convertibles, protect reverse convertibles, discount certificates and capped bonus certificates – thus extending the existing offering on the platform. With more than 30 years of experience, HSBC Trinkaus & Burkhardt AG is one of the pioneers in the German certificates market: The bank issued the first warrant in 1989 and, in the early 1990s, it issued the first discount certificate, thus establishing the basis for what has now become the product class with the highest turnover among investment certificates. Since 2010, HSBC Trinkaus & Burkhardt AG has ranked first in the 'Investor Service' category in the annual Zertifikate Awards.

Dr. Wolfgang Gerhardt, Head of Vontobel Financial Products Germany, stated: "I am delighted that HSBC Trinkaus & Burkhardt AG, one of the top German issuers, is joining the platform. Users of 'mein-zertifikat.de' benefit from the fact that the platform gives each of them the opportunity to trade like a professional, since they can now choose between different issuers."



“Multi-issuer platforms generate value for clients. Since products can be individually tailored, investors can create their own certificate that reflects their personal expectations of how markets will develop and they can react immediately to market movements. Furthermore, a multi-issuer pricing system ensures the necessary level of transparency,” stated Matthias Hüppe, Head of Derivatives Public Distribution at HSBC.

In the coming months, ‘mein-zertifikat.de’ will be expanded further in terms of issuers and the range of products available. In this context, Vontobel is currently engaged in talks with additional potential issuers in Germany.

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 30 June 2016, Vontobel held around CHF 180 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.
www.vontobel.com

Contacts

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| Media Relations: | Peter Dietlmaier | +41 58 283 59 30 |
| Investor Relations: | Michel Roserens | +41 58 283 76 97 |

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