Schoellerbank

International Wealth Management &
Account Opening in Austria

Almaty April 2018
WHAT IS INTERNATIONAL/CROSS-BORDER WEALTH MANAGEMENT?
PRIVATE FINANCIAL WEALTH

PRIVATE FINANCIAL WEALTH ($TRILLIONS)

NORTH AMERICA
- 2014: 52.2
- 2015: 53.3
- 2016: 55.7
- 2021E: 73.0

WESTERN EUROPE
- 2014: 2.4
- 2015: 2.4
- 2016: 2.4
- 2021E: 3.5

EASTERN EUROPE
- 2014: 3.2
- 2015: 3.4
- 2016: 3.6
- 2021E: 4.7

LATIN AMERICA
- 2014: 4.7
- 2015: 5.0
- 2016: 5.4
- 2021E: 7.5

MIDDLE EAST AND AFRICA
- 2014: 7.4
- 2015: 7.5
- 2016: 8.1
- 2021E: 12.0

ASIA-PACIFIC
- 2014: 12.3
- 2015: 9.5
- 2016: 9.9
- 2021E: 61.6

GLOBAL
- 2014: 4.4
- 2015: 5.3
- 2016: 6.0
- 2021E: 223.1

Average annual change (%)

# OF MILLIONAIRES IN CEE

Source: Knight Frank The Wealth Report 2017
WHY DO WEALTHY PEOPLE LOOK FOR GEOGRAPHICAL DIVERSIFICATION?
AUSTRIA

- A political stable and economic safe haven
- Vienna: the headquarter for CEE activities of many multinational companies
- Vienna: attractive living place for CEE and CIS community
- GDP growth rate: 3.1% (2017)
- Inflation rate: 2.2% (2017)
- Unemployment rate: 5.5% (2017)
- Budget: -0.8% (2017)

AUSTRIAN FINANCIAL MARKETS

- Financial Market Stability (Financial Market Authority FMA, Austrian National Bank OENB, European System of Central Banks ESCB)
- Favorable Tax Environment
- Ratings: AA+ (Fitch), Aa1 (Moody’s), AA+ (S&P)

Source: Austrian National Bank, Eurostat
180 exciting years have passed since the foundation of the Schoeller Banking and Wholesaling Company. Here is a summary of the bank’s most important dates:

1833 On 20th July Alexander Schoeller founded the Schoeller Banking and Wholesaling Company

1855 The founding of the Lending Institute for Trade and Industry; board chairman is Alexander Schoeller

1863 Emperor Franz Joseph I awards Alexander Schoeller with a knighthood

1868 The company is converted from Alexander Schoeller to Schoeller & Co

1886 Alexander Schoeller dies on 11th November

1979 Schoeller & Co is converted into a public limited company

1992 The Bayerische Vereinsbank buys Schoellerbank

1992 Schoellerbank establishes its asset management division

1994 The company founds its in-house investment company, Schoellerbank Invest AG

1998 Schoellerbank merges with the Salzburger Kredit- und Wechselbank (SKWB)

2001 The SKWB Schoellerbank Aktiengesellschaft is transferred to Bank Austria

2003 The company name is changed back to Schoellerbank Aktiengesellschaft

2005 The Italian banking group UniCredit takes over the German HypoVereinsbank and thereby the Bank Austria Creditanstalt and its subsidiary, Schoellerbank

2013 The 190th anniversary of the founding of Schoellerbank
Schoellerbank is a 100% subsidiary of UniCredit Bank Austria

Schoellerbank is one of Austria’s leading private banks, with a specialist reputation for high-quality investment management.

Schoellerbank offers its customers very special services, such as financial planning, family office and foundation services in addition to all the traditional private banking services concentrates on acquiring and servicing:

- Wealthy private customers (assets in excess of EUR 500,000)
- Corporate customers (assets in excess of EUR 1 million)
- Institutional investors (foundations, associations, etc. with assets in excess of EUR 1 million)

**FACTS**

- 18,243 customers
- 10 offices throughout Austria
- Total Financial Assets € 11,65 bn (as of 28-02-2018)
- Profit before tax: EUR 31,64 million (as of 31-12-2017)
- Core capital ratio as of 31-12-2017 (according to BASEL III): 66,91% (statutory requirement: 8%)
- 378 employees
OVERVIEW OF OUR SERVICES

ASSET MANAGEMENT
- with individual values
- with funds

INDIVIDUAL INVESTMENT ADVICE
- Securities account
- Time deposit/Savings book/Liquidity
- Pension and insurance solutions
- Structural analysis of accounts

FINANCIAL PLANNING
- Financial planning and asset management
- Succession planning

THE BEST FOR YOUR ASSETS

FOUNDATION SERVICE

FINANCING
- Advance against securities
- Property loan

BASIC SERVICES
- Accounts
- Safes/Safety deposit boxes
- Online banking
- Gold
- Credit cards/Bank cards
NOT JUST ANOTHER BANK, BUT AUSTRIA’S BEST PRIVATE BANK
ACCOUNT OPENING PROCESS

- First meeting
  - Understanding client needs, expectations and plans
  - Types of accounts
  - Threshold: 500,000 € or equivalent in other currencies

- Customer due diligence
  - Verification of customer’s identity
  - Identification of Politically Exposed Persons / PEPs:
    - natural persons entrusted with prominent public functions
    - their immediate family members
    - persons known to be close associates of such individuals
    - persons affected by any sanctions
Evidence of source of funds

- The origin of the funds, amount and the type of the intended transaction must be plausible and traceable

- The following documentation can be used as evidence of funds:
  - Proof of occupation / Salary confirmation / Income tax returns
  - Notices of capital gains/dividends
  - Balance sheets
  - Buy/sell contracts
  - Gift deeds
  - Confirmation of winnings/prize
  - Loan agreements
  - Inheritance: last will and testament
CONTACT

Stephan Maxonus
Managing Director
T: +43/1/534 71-1391, F: +43/1/534 71-4413 91
E: stephan.maxonus@schoellerbank.at

Ralitza Serbezova
Relationship Manager
T: +43/1/534 71-1393, F: +43/1/534 71-4413 93
E: Ralitza.serbezova@schoellerbank.at