

SWITZERLAND INVESTOR DECK

BNP Paribas Capital Introduction

BNP Paribas Capital Introduction

Prime Services

February 2025



BNP PARIBAS

The bank for a changing world

Switzerland in Focus

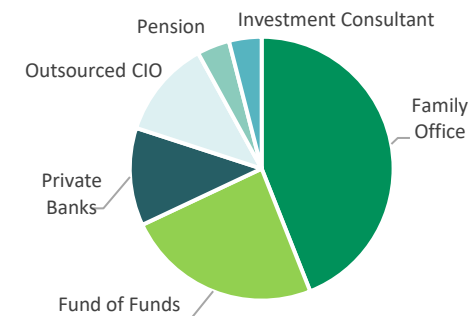
Summary: Geneva & Zurich Trip February 2025

- 25 investors representing:
 - Over \$140bn AUM in direct Hedge Fund investments, Alternative UCITS, and Assets under Advisory
- Most popular strategies: Quant, Discretionary Macro, Multi Strategy/Multi PM

25
Investors

>\$140bn
HF AUM/AUA

Investor Breakdown



Regional Themes:

- Allocators are happy with how their Hedge Fund portfolio performed last year, overall hedge fund allocations will generally remain stable this year, with some rotation expected
- Quant is highly sought after, with a preference for Quant Equity, followed closely by Quant multi-strategy and Quant Macro
- Some are considering replacing regional Equity LS managers with global, deferring to the manager to make the decision on the relative opportunity sets available by geography
- On the sector specialist side, a tilt towards technology and biotech is suggested
- Some allocators are considering amending the benchmark they use for target returns which will impact and contribute to manager rotation
- On the discretionary macro side, we see renewed interest for new launches in this space and some rotation away from poorer performers, especially on the multi-manager side.

Interested Strategies



Geneva – Family Office

Diamond Capital Management

Alex Andreassen - Alternative Research Analyst

AUM in HFs \$110m, Ticket sizes ~\$2-10m

- Formerly Nutrimenta, Diamond Capital Management was established in 1972 by HNW investors in Geneva. They run three products:

- 1) Diamond Neutral Fund: Multi-strat
- 2) Diamond Growth Fund: levered version of the above
- 3) China equity: Happy to take beta here, managers tend to be long biased

LOOKING FOR:

- Uncorrelated Equity Long / Short
- Uncorrelated Credit
- Quant
- Capital Structure Arbitrage

Longbow Finance

Julien Calavia - Diversifying Strategies Portfolio Manager

AUM in HFs undisclosed, Ticket sizes ~\$35-50m

- Single family office of Hans Rausing (family that founded Tetra Pak)
- Are in the process of reducing their hedge fund allocation, due to organisational changes/rebalancing of the portfolio
- May be looking to amend the benchmark they use so there may be some rotation of capital towards higher return generating managers

LOOKING FOR:

- Private Credit
- Discretionary Macro

Novum Capital Partners SA

Maxime Glasson - Head of Hedge Funds

AUM in HFs \$500m, Ticket sizes ~\$5-10m

- Novum Capital Partners is a multi-family office launched in 2018, servicing 20 families across Monaco, UK, France, Germany, Netherlands and Italy.
- An interest in macro names that can bring an equity component, noting that rates and FX can bring high convexity.
- HF allocation is growing

LOOKING FOR:

- Credit - Capital Structure Arbitrage
- Quant Multi Strategy
- Discretionary Macro

Primwest

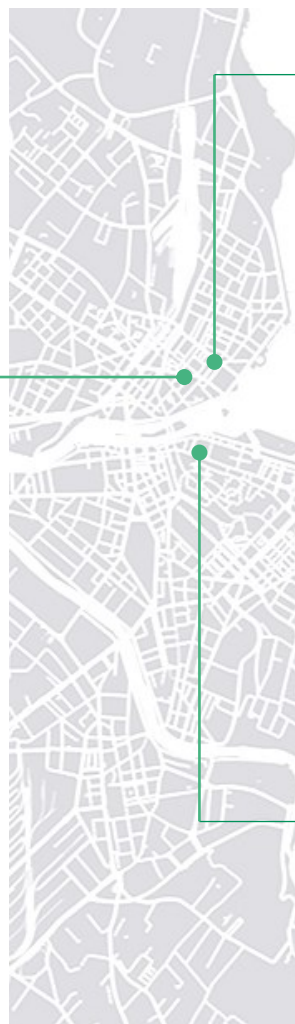
Julie Pianet - Investment Analyst

AUM in HFs undisclosed, Ticket sizes ~\$10-25m

- Primwest is a single family office in Geneva, investing globally across all asset classes. The family comprises 8 brothers and sisters, each with a different asset allocation.
- Still in the early stages of researching portable alpha, mapping out managers and offering.
- Now also looking at emerging managers across strategies.

LOOKING FOR:

- Equity Long / Short - Active Extension
- Portable Alpha
- Equity Long Only
- Emerging Managers / New Launches



BNP PARIBAS

The bank for a changing world

Geneva – Fund of Funds

ITERAM Capital SA

Marouane Daho - Investment Analyst
AUM in HFs \$260m, Ticket sizes ~\$5-25m

- Iteram is an asset manager headquartered in Geneva, started in Feb 15 by an ex Banque Privée Edmond de Rothschild team.
- Currently tilted more to US managers where they see a greater opportunity set
- Like Long Only Credit Convexity strategies

LOOKING FOR:

- Credit
- Quant

Pictet Alternative Advisors

Augustin Magnan - Senior Hedge Fund Analyst & Portfolio Manager
AUM in HFs \$8bn, Ticket sizes ~\$30-40m

- Pictet Alternative Advisors SA is a division of the Pictet Group responsible for investments in hedge funds, private equity funds, and real estate funds. Established in 1991, it constructs, manages and advises on portfolios of alternative investment solutions for institutional and private clients.
- Expecting to see inflows and grow their HF book.

LOOKING FOR:

- Commodities Trading
- Discretionary Macro
- Emerging Markets

NS Partners

Caron Bastianpillai - Senior Portfolio Manager / Alexis Sautereau - CIO
AUM in HFs \$2bn, Ticket sizes ~\$10-20m

- NS Partners offer discretionary mandates, investment advice and a range of funds. Have been investing in HFs since 1964, both directly in their FoFs, and as advisory assets.
- Their client base is 50% HNW and 50% institutions.
- Long-term investors, do not overly churn the book.

LOOKING FOR:

- Multi-Strategy, Multi PM
- Credit
- Equity Long / Short

Prisminvest SA

Julien Lauper, Senior Analyst
AUM in HFs \$700m, Ticket sizes ~\$10-50m

- Prisminvest SA was set up by 2 ex-EIM partners - Michel Donegani & Marc Zosso. Client-base is 95% institutional: pension-funds, private banks. Clients are predominantly in Switzerland as well as Germany & France.
- Used to be active in Asia HFs, but now only playing Asia through ETFs.
- Continue to run a sizeable long only business (equities/credit)

LOOKING FOR:

- Discretionary Macro
- Multi Strategy



Geneva – Private Bank / Wealth Management

Edmond De Rothschild (Suisse) S.A.

Alexander de Bruin - Private Credit Expert / Alexandre Messulam - Senior PM & Hedge Fund Analyst
AUM in HFs \$2.5b, Ticket sizes ~\$1-200m

- Private Bank headquartered in Geneva which allocates across the liquid hedge fund space. They invest through a FoF as well as both advisory and discretionary services.
- Alex de Bruin now oversees the team (Olivier Kintegn has left the firm)
- They have just moved offices (now based near the airport)
- Still spending time on private credit, have a particular interest in litigation financing.

LOOKING FOR:

- Private Credit
- Quant Equity
- Speciality Financing

Lombard Odier Darier Hentsch & Cie (Investor)

Fares Jaafar - Head of Hedge Funds
AUM in HFs \$800m, Ticket sizes ~\$5-20m

- Lombard Odier Darier Hentsch business is organised along 4 pillars: UCITS platform, Equity mandate (hedge funds), Fund of Funds - one UCITS, two offshore and bespoke mandates
- Since Fares Jaafar came in, the portfolio is more concentrated with a reduced number of managers. Every new manager added must be complementary to the existing book.
- Fares oversees head fund selection with Richard Sharman in London as well as overall business development

LOOKING FOR:

- Asia
- Discretionary Macro
- Quant Macro
- Quant Equity
- UCITS
- Opportunistic

Piguet Galland & Cie SA

Leonard Dorsaz - Vice-President
AUM in HFs \$200m, Ticket sizes ~\$m

- Piguet Galland & Cie is a Swiss-based wealth management firm. The firm was formed when BCV Group acquired Banque Franck Galland & Cie, and merged it with BCV Group's wealth management subsidiary Banque Piguet & Cie S.A.
- HF assets have been stable over the last few years
- Do not do Quant and little exposure to Macro

LOOKING FOR:

- Asia (Japan focus)



BNP PARIBAS

The bank for a changing world

Outsourced CIOs

Andreani & Associés

Alexandre Andreani - CIO

AUM in HFs undisclosed, Ticket sizes ~\$15-25m

- Andreani & Associés operates as a leading private investment office, and a trusted advisor to top-tier single and multi-family offices and institutional investors specialized in niche alternative investments.
- The firm invests in equities, fixed income, private equity, hedge funds, venture capital through its own portfolio and provides advisory services to clients
- Look for bluechip names with a minimum of \$1bn firm AUM, \$200m fund AUM, and 3 year track record. No drawdowns, max 1.5x volatility limit

LOOKING FOR:

- Event Driven - Merger Arbitrage
- Quant Equity - Statistical Arbitrage

Ten Edges Capital

Sherban Tautu - Partner

AUM in HFs \$180m, Ticket sizes ~\$10-50m

- Ten Edges Capital is an outsourced CIO launched in 2022, servicing HNWI and FOs globally through mostly discretionary mandates.
- Continue to build and grow the business, like innovation managers in technology and biotech

LOOKING FOR:

- UCITS
- Quant
- Technology
- Biotech

Investment Consultant

Riva Capital

Fabrice Morandi - Senior Hedge Fund Analyst

AUM in HFs \$2.5b, Ticket sizes ~\$1-20m

- Riva offer advisory and discretionary services to HNWI, family offices, pension funds and other institutional investors. They are 100% focused on HFs
- 4 of the team are on the research side, Sarah Clar Boson, Fabrice Morandi and Nick Hammond in LDN. Additionally Mathieu Wofflard just joined from Syz Capital.

LOOKING FOR:

- RV
- Opportunistic

Private Pension Plan

CERN Pension Fund

Nicolas Salomon - Investment Coordinator

AUM in HFs \$680m, Ticket sizes ~\$30-50m

- CERN is an intergovernmental organization also known as the The European Organization for Nuclear Research operates the largest particle physics laboratory in the world.
- The current hedge fund allocation is maintained at 10%
- The hedge fund book is split into 2 buckets: Core - Multi Strategy / Multi PM (large blue chip names) and Opportunistic - Quant, Equity L/S, Commodities
- Credit is generally expressed through private/long only

LOOKING FOR:

- Private Credit
- Multi Strategy - Multi Manager
- Tail hedge/vol managers



Zurich – Family Office

Calibrium

Tim Davidson – Vice President

AUM in HFs undisclosed, Ticket sizes ~\$5-35m

- Calibrium is a family office that manages assets for a European family (Klaus Tschira, SAP founder) and their charitable foundation.
- The firm makes private equity and venture capital investments focused on late venture and buyout stages.
- Team stable at 40 people
- Happy with current hedge fund allocation, will be opportunistic on new allocations

LOOKING FOR:

- Opportunistic

Cambiata

Christoph Schneider – Head of Multi-Assets

AUM in HFs \$500m, Ticket sizes ~\$10m

- Cambiata Schweiz are the family-office for a large German industrial family who owned Metro.
- 50 names in the portfolio
- Preference for uncorrelated strategies
- Currently reviewing benchmark used as part of their target returns
- Fund AUM: \$150m - \$1bn AUM preferred & 3 year track

LOOKING FOR:

- Opportunistic

HFI Global AG (Lufin Partners)

Christian Lepple – Portfolio Manager

AUM in HFs \$600m, Ticket sizes ~\$10-70m

- Lufin Partners is a single family office based in Switzerland.
- Focus on absolute return strategies with low vol
- 60% of the managers in the portfolio and multi-strategy multi-manager allocations
- No live searches but opportunistic.
- Note Christian is planning to retire within the next 12-18 months, undecided who will manage the HF portfolio following his departure

LOOKING FOR:

- Opportunistic

IHAG Holding

Oliver Liechti – Investments Analyst

AUM in HFs \$300m, Ticket sizes ~\$m

- IHAG Holding is an independent, single family-owned group of companies.
- 3 people in the hedge fund team - Andreas & Oliver cover the HF portfolio.
- Have a preference for seeing managers on-site

LOOKING FOR:

- Discretionary macro
- Credit
- Equity Long / Short
- Quant Equity
- Structured Credit



BNP PARIBAS

The bank for a changing world

Zurich – Family Office

Kedge Capital Services Ltd

Andrea Hankova – Deputy CIO

AUM in HF's \$4.7b, Ticket sizes ~\$100-200m

- Kedge Capital has managed money for the Bertarelli family since 2001 (mostly known for formerly owning Ares-Serono, the largest European biotech company which they sold to Merck in 2007).
- To make a new allocation is a high bar - they have to be very compelling to replace an existing name

LOOKING FOR:

- Opportunistic / No live searches

Marcuard Family Office (MFO)

Christoph Orschel – Partner and Head of Liquid Markets

AUM in HF's \$600m, Ticket sizes ~\$30-40m

- Marcuard Family Office was founded in 1998 and is an independent multi-client family office in Switzerland. They have ~40 families who are mostly Swiss, with some international.
- The portfolio still consists of 15-16 names.
- They are revisiting crypto/digital assets

LOOKING FOR:

- Credit
- Quant Macro
- Digital Assets

Quilvest

Chao Shan – Private & Alternative Investments

AUM in HF's \$900m

- Quilvest is a multi-family office based in Zurich.
- The family office serves high-net-worth families, individuals, and entrepreneurs with a comprehensive range of wealth planning, trust, and family office services.
- Preference for sector and country specific managers

LOOKING FOR:

- Convertible Trading
- Discretionary Macro
- Event Driven - Merger Arbitrage
- Niche emerging managers
- Technology



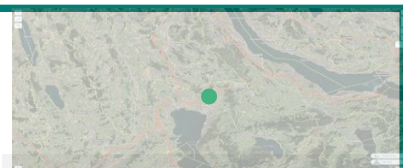
Fund of Funds

Crossbow Partners AG

David Friche - Partner

AUM in HF's \$2b, Ticket sizes ~\$1-30m

- Crossbow Partners are hedge fund advisors who focus on the Swiss market. Their client base is mainly Swiss pension funds and a smaller proportion being Swiss family offices.
- Allocated across 65 managers
- David covers macro, commodities and crypto (other strategy heads in the team will also be opportunistic in fundamental equity long short. RV and Credit)



LOOKING FOR:

- Discretionary Macro
- Quant Macro
- Digital Assets

UBS Unified Global Alternatives (UGA)

Max Kirchner - Hedge Fund Specialist

AUM in HF's ~\$110b, Ticket sizes ~\$25-\$200m

- Unified Global Alternatives (UGA) brings together the alternatives manager selection franchises from across Asset Management and Global Wealth Management at UBS.
- 5 strategy verticals comprising Equity LS, Event Driven & Cap Structure Arb, Macro & FI RV, Multi-strategy & Quant and Credit which now spans across publics and privates.
- Edoardo Rulli is Head of hedge funds (London based)
- Quianlan Ye is Pm for the ex WM FOF products (Zurich based). They are planning to add 15-20 SMA allocations this year, starting with ELS & Quant

LOOKING FOR:

- Quant (SMA)
- ELS (SMA)
- Opportunistic

Outsourced CIO

Adventus Capital

Maximilian Haitz - Partner

AUM in HF's \$200m, Ticket sizes ~\$m

- Adventus Capital was launched in 2023 by the team formerly at Tribus Capital Partners.
- They offer a fully integrated suite of services that encompass investment solutions, family office services, and capital markets advisory, ensuring comprehensive support for their clients' diverse financial needs.
- For a specific mandate, they are looking for two liquid hedge funds, no gates, quarterly liquidity, delivering 10-12% net. No one who has ever shared economics/ownership stake. Tickets will be \$10-20m

LOOKING FOR:

- Credit Long / Short
- Equity Long / Short



Disclaimer

Disclaimer for EMEA

Legal Notice: This document/communication may contain “Research” as defined under MiFID II unbundling rules; any such Research is intended either (i) for those firms who are in scope of the MiFID II unbundling rules and have signed up to a BNP Paribas Global Markets Research package, or (ii) for firms that are out of scope of the MiFID II unbundling rules and therefore are not required to pay for Research under MiFID II. Please note that it is your firm’s responsibility to ensure that you do not view or use any Research in this document if your firm has not signed up to a BNP Paribas Global Markets Research package, unless your firm is out of scope of the MiFID II unbundling rules. This document may also be regarded as a minor non-monetary benefit (MNMB) and it is your firm’s responsibility to consider its own regulatory obligations in relation to inducements and accepting MNMBs.

This document is CONFIDENTIAL AND FOR DISCUSSION PURPOSES ONLY; it constitutes a marketing communication and has been prepared by a Sales and Marketing function within BNP Paribas and/or its subsidiaries or affiliates (collectively “we” or “BNP Paribas”). As a confidential document it is submitted to selected recipients only and it may not be made available (in whole or in part) to any other person without BNP Paribas’ written consent.

This document is not a recommendation to engage in any action, does not constitute or form any part of any offer to sell or issue and is not a solicitation of any offer to purchase any financial instrument, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. To the extent that any transaction is subsequently entered into between the recipient and BNP Paribas, such transaction will be entered into upon such terms as may be agreed by the parties in the relevant documentation.

The information contained in this document has been obtained from sources believed to be reliable, but there is no guarantee of the accuracy, completeness or suitability for any particular purpose of such information or that such information has been independently verified by BNP Paribas or by any person. None of BNP Paribas, its members, directors, officers, agents or employees accepts any responsibility or liability whatsoever or makes any representation or warranty, express or implied, as to the accuracy or completeness of the information, or any opinions based thereon, contained in this document and it should not be used in place of professional advice. Additional information may be provided on request, at our discretion. Any scenarios, assumptions, historical or simulated performances, indicative prices or examples of potential transactions or returns are included for illustrative purposes only. Past performance is not indicative of future results. Investors may get back less than they invested. BNP Paribas gives no assurance that any favourable scenarios described are likely to happen, that it is possible to trade on the terms described herein or that any potential returns illustrated can be achieved. This document is current as at the date of its production and BNP Paribas is under no obligation to update or keep current the information herein. In providing this document, BNP Paribas offers no investment, financial, legal, tax or any other type of advice to, and has no fiduciary duty towards, recipients. Certain strategies and/or potential transactions discussed in this document may involve the use of derivatives which may be complex in nature and may give rise to substantial risks, including the risk of total or partial loss of any investment or losses without limitation and which should only be undertaken by those with the requisite knowledge and experience. BNP Paribas makes no representation and gives no warranty as to the results to be obtained from any investment, strategy or transaction, or as to whether any strategy, security or transaction described herein may be suitable for recipients’ financial needs, circumstances or requirements. Recipients must make their own assessment of strategies, securities and/or potential transactions detailed herein, using such professional advisors as they deem appropriate. BNP Paribas accepts no liability for any direct or consequential losses arising from any action taken in connection with or reliance on the information contained in this document even where advised of the possibility of such losses.

As an investment bank with a wide range of activities BNP Paribas may face conflicts of interest and you should be aware that BNP Paribas and/or any of its affiliates may be long or short, for their own account or as agent, in investments, transactions or strategies referred to in this document or related products before the material is published to clients and that it may engage in transactions in a manner inconsistent with the views expressed in this document, either for their own account or for the account of their clients. Additionally, BNP Paribas may have acted as an investment banker or may have provided significant advice or investment services to companies or in relation to investments mentioned in this document. The information in this document is not intended for distribution to, or use by, any person or entity in any jurisdiction where (a) the distribution or use of such information would be contrary to law or regulations, or (b) BNP Paribas or a BNP Paribas affiliate would become subject to new or additional legal or regulatory requirements. Persons in possession of this document should inform themselves about possible legal restrictions and observe them accordingly.

This document is intended for, and is directed at, (a) Professional Clients and Eligible Counterparties as defined by the European Union Markets in Financial Instruments Directive (“MiFID”), and (b) where relevant, persons who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, and at other persons to whom it may lawfully be communicated (together “Relevant Persons”). Any investment or investment activity to which this document relates is available only to and will be engaged in only with Relevant Persons. Any person who is not a Relevant Person should not act or rely on this document or its content. Any reference to EU legislation or requirements herein should be read as a reference to the relevant EU legislation or requirement and/or its UK equivalent legislation or requirement, as appropriate, where applicable, and as the context requires.

This document is being communicated by BNP Paribas London Branch. BNP Paribas is incorporated in France with Limited Liability. Registered Office: 16 boulevard des Italiens, 75009 Paris, France. 662 042 449 RCS Paris. BNP Paribas is authorised and regulated by the European Central Bank and the Autorité de contrôle prudentiel et de résolution. Deemed Authorised by the Prudential Regulation Authority and with deemed variation of permission. Subject to regulation by the Financial Conduct Authority and limited regulation by the Prudential Regulation Authority. Details of the Temporary Permissions Regime, which allows EEA-based firms to operate in the UK for a limited period while seeking full authorisation, are available on the Financial Conduct Authority’s website. BNP Paribas London Branch is registered in England and Wales under number FC13447.

UK establishment number: BR000170. UK establishment office address: 10 Harewood Avenue, London NW1 6AA; tel: +44 (0)20 7595 2000;

fax: +44 (0)20 7595 2555 (www.bnpparibas.com).

© BNP Paribas. All rights reserved.



BNP PARIBAS

The bank for a changing world

Disclaimer

Disclaimer for U.S. and Canada

Legal Notice: This document is CONFIDENTIAL AND FOR DISCUSSION PURPOSES ONLY; it constitutes a marketing communication and has been prepared by a Sales and Marketing function within BNP Paribas and/or its subsidiaries or affiliates (collectively “we” or “BNP Paribas”). As a confidential document it is submitted to selected recipients only and it may not be made available (in whole or in part) to any other person without BNP Paribas’ written consent. This document is not a recommendation to engage in any action, does not constitute or form any part of any offer to sell or issue and is not a solicitation of any offer to purchase any financial instrument, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. To the extent that any transaction is subsequently entered into between the recipient and BNP Paribas, such transaction will be entered into upon such terms as may be agreed by the parties in the relevant documentation. This document is not a solicitation, offer or an indication of the creation or formation of a partnership, joint venture or other business or fiduciary relationship of any kind. The information contained in this document has been obtained from sources believed to be reliable, but there is no guarantee of the accuracy, completeness or suitability for any particular purpose of such information or that such information has been independently verified by BNP Paribas or by any person. None of BNP Paribas, its members, directors, officers, agents or employees accepts any responsibility or liability whatsoever or makes any representation or warranty, express or implied, as to the accuracy or completeness of the information, or any opinions based thereon, contained in this document and it should not be used in place of professional advice. Additional information may be provided on request, at our discretion. Any scenarios, assumptions, historical or simulated performances, indicative prices or examples of potential transactions or returns are included for illustrative purposes only. Past performance is not indicative of future results. Investors may get back less than they invested. BNP Paribas gives no assurance that any favourable scenarios described are likely to happen, that it is possible to trade on the terms described herein or that any potential returns illustrated can be achieved. This document is current as at the date of its production and BNP Paribas is under no obligation to update or keep current the information herein. In providing this document, BNP Paribas offers no investment, financial, legal, tax or any other type of advice to, and has no fiduciary duty towards, recipients. Certain strategies and/or potential transactions discussed in this document may involve the use of derivatives which may be complex in nature and may give rise to substantial risks, including the risk of total or partial loss of any investment or losses without limitation and which should only be undertaken by those with the requisite knowledge and experience. BNP Paribas makes no representation and gives no warranty as to the results to be obtained from any investment, strategy or transaction, or as to whether any strategy, security or transaction described herein may be suitable for recipients’ financial needs, circumstances or requirements. Recipients must make their own assessment of strategies, securities and/or potential transactions detailed herein, using such professional advisors as they deem appropriate. BNP Paribas accepts no liability for any direct or consequential losses arising from any action taken in connection with or reliance on the information contained in this document even where advised of the possibility of such losses. As an investment bank with a wide range of activities, BNP Paribas may face conflicts of interest and you should be aware that BNP Paribas and/or any of its affiliates may be long or short, for their own account or as agent, in investments, transactions or strategies referred to in this document or related products before the material is published to clients and that it may engage in transactions in a manner inconsistent with the views expressed in this document, either for their own account or for the account of their clients. Additionally, BNP Paribas may have acted as an investment banker or may have provided significant advice or investment services to companies or in relation to investments mentioned in this document. The information in this document is not intended for distribution to, or use by, any person or entity in any jurisdiction where (a) the distribution or use of such information would be contrary to law or regulations, or (b) BNP Paribas or a BNP Paribas affiliate would become subject to new or additional legal or regulatory requirements. Persons in possession of this document should inform themselves about possible legal restrictions and observe them accordingly. Each fiduciary of a pension, profit-sharing or other employee benefit plan subject to the Employee Retirement Income Security Act of 1974, as amended (“ERISA”) (a “Plan”), should consider the fiduciary standards of ERISA in the context of the Plan’s particular circumstances before authorizing any investment. Accordingly, among other factors, the fiduciary should consider whether an investment would satisfy the prudence and diversification requirements of ERISA and would be consistent with the documents and instruments governing the Plan. The U.S. Department of Labor has issued five prohibited transaction class exemptions (“PTCEs”) that may provide exemptive relief for direct or indirect prohibited transactions resulting from the purchase or holding of financial products. Those class exemptions are PTCE 96-23 (for certain transactions determined by in-house asset managers), PTCE 95-60 (for certain transactions involving insurance company general accounts), PTCE 91-38 (for certain transactions involving bank collective investment funds), PTCE 90-1 (for certain transactions involving insurance company separate accounts) and PTCE 84-14 (for certain transactions determined by independent qualified professional asset managers). Due to the complexity of these rules and the penalties that may be imposed upon persons involved in non-exempt prohibited transactions, it is particularly important that fiduciaries or other persons considering purchases on behalf of or with “plan assets” of any Plan consult with their counsel regarding the availability of exemptive relief. The information in this document is not intended for distribution to, or use by, any person or entity in any jurisdiction where (a) the distribution or use of such information would be contrary to law or regulations, or (b) BNP Paribas or a BNP Paribas affiliate would become subject to new or additional legal or regulatory requirements. This document is intended only for those defined under U.S. securities laws as “institutional investors” and/or “major institutional investors”. Securities transactions with BNP Paribas that result from the provision of this document will be effected by or through BNP Paribas Securities Corp., a U.S. registered broker-dealer and member of FINRA, the New York Stock Exchange and other principal exchanges. © BNP Paribas 2021. All rights reserved. BNP Paribas Securities Corp., an affiliate of BNP Paribas, is a U.S. registered broker-dealer and a member of FINRA, the NYSE and other principal exchanges. Securities products offered by BNP Paribas Securities Corp. are not FDIC insured, are not bank deposits or bank guaranteed, and are subject to investment risk, including possible loss of the principal invested. This particular section applies to recipients who are located within or otherwise represent or are connected to and doing business within Canada. In the event of a direct conflict or inconsistency between the above and this section, this section will prevail to supplement the above as it applies to Canada, and shall be interpreted to supplement and not restrict the application of the above to the fullest extent possible. BNP Paribas is incorporated in France with limited liability (Registered Office: 16 boulevard des Italiens, 75009 Paris, France, 662 042 449 RCS Paris) and is established in various jurisdictions. It operates in Canada as a Schedule III Bank (under the Bank Act (Canada)), and equally under an International Dealer Exemption as applicable in various Canadian provinces. In Canada it has a Quebec office located at 2001, Robert-Bourassa Blvd, Montreal, Qc, H3A 2A6, and an Ontario office located at 155 Wellington Street West, Suite 3110, Toronto, Ontario, M5V 3H1, Canada. For recipients located in Québec, upon receipt of this document, each recipient hereby confirms that it has expressly requested that it be drawn up in the English language only. Pour les résidents du Québec, par la réception de ce document, chaque destinataire confirme par les présentes qu’il a expressément exigé que celui-ci soit rédigé en anglais seulement. BNP Paribas Securities Corp. (the “Company”) relies on the International Dealer Exemption pursuant to National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations in Canada. To the extent that you have an account with the Company or deal with representatives of the Company, please note that: 1) the Company is not registered in Canada to trade in securities; 2) the Company’s jurisdiction of residence is the United States of America; 3) all or substantially all of the assets of the Company may be situated outside of Canada; 4) there may be difficulty enforcing legal rights against the Company because of the above; and; 5) the names and addresses of the Company’s agents for service of process in the local jurisdictions may be obtained upon request. This presentation has been prepared by BNP PARIBAS for informational purposes only. Although the information contained in this presentation has been obtained from sources which BNP PARIBAS believes to be reliable, it has not been independently verified and no representation or warranty, express or implied, is made and no responsibility is or will be accepted by BNP PARIBAS as to or in relation to the accuracy, reliability or completeness of any such information. Opinions expressed herein reflect the judgement of BNP PARIBAS as of the date of this presentation and may be subject to change without notice if BNP PARIBAS becomes aware of any information, whether specific or general, which may have a material impact on any such opinions. BNP PARIBAS will not be responsible for any consequences resulting from the use of this presentation as well as the reliance upon any opinion or statement contained herein or for any omission. This presentation is confidential and may not be reproduced (in whole or in part) nor summarized or distributed without the prior written permission of BNP PARIBAS.



Disclaimer

Disclaimer for Asia-Pacific

Legal Notice: This communication may contain "Research" as defined under MiFID II unbundling rules; any such Research is intended either (i) for those firms who are in scope of the MiFID II unbundling rules and have signed up to a BNP Paribas Global Markets Research package, or (ii) for firms that are out of scope of the MiFID II unbundling rules and therefore are not required to pay for Research under MiFID II. Please note that it is your firm's responsibility to ensure that you do not view or use any Research in this communication if your firm has not signed up to a BNP Paribas Global Markets Research package, unless your firm is out of scope of the MiFID II unbundling rules. Please note that MiFID II also imposes rules regarding receipt of monetary and minor non-monetary benefits under the broader inducements regime. This communication may also be regarded as a minor non-monetary benefit (MNMB) and it is your firm's responsibility to consider its own regulatory obligations in relation to inducements and accepting MNMBs. This material is CONFIDENTIAL AND FOR DISCUSSION PURPOSES ONLY; it constitutes a marketing communication and has been prepared by a Sales and Marketing function within BNP Paribas and/or its subsidiaries or affiliates (collectively "we" or "BNP Paribas"). As a confidential communication it is submitted to selected recipients only and it may not be made available (in whole or in part) to any other person without BNP Paribas' written consent. This communication is not a recommendation to engage in any action, does not constitute or form any part of any offer to sell or issue and is not a solicitation of any offer to purchase any financial instrument, nor shall it or any part of it nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. To the extent that any transaction is subsequently entered into between the recipient and BNP Paribas, such transaction will be entered into upon such terms as may be agreed by the parties in the relevant documentation. The information contained in this communication has been obtained from sources believed to be reliable, but there is no guarantee of the accuracy, completeness or suitability for any particular purpose of such information or that such information has been independently verified by BNP Paribas or by any person. None of BNP Paribas, its members, directors, officers, agents or employees accepts any responsibility or liability whatsoever or makes any representation or warranty, express or implied, as to the accuracy or completeness of the information, or any opinions based thereon, contained in this communication and it should not be used in place of professional advice. Additional information may be provided on request, at our discretion. Any scenarios, assumptions, historical or simulated performances, indicative prices or examples of potential transactions or returns are included for illustrative purposes only. Past performance is not indicative of future results. Investors may get back less than they invested. BNP Paribas gives no assurance that any favourable scenarios described are likely to happen, that it is possible to trade on the terms described herein or that any potential returns illustrated can be achieved. This communication is current as at the date of its production and BNP Paribas is under no obligation to update or keep current the information herein. In providing this communication, BNP Paribas offers no investment, financial, legal, tax or any other type of advice to, and has no fiduciary duty towards, recipients. Certain strategies and/or potential transactions discussed in this communication may involve the use of derivatives which may be complex in nature and may give rise to substantial risks, including the risk of total or partial loss of any investment or losses without limitation and which should only be undertaken by those with the requisite knowledge and experience. BNP Paribas makes no representation and gives no warranty as to the results to be obtained from any investment, strategy or transaction, or as to whether any strategy, security or transaction described herein may be suitable for recipients' financial needs, circumstances or requirements. Recipients must make their own assessment of strategies, securities and/or potential transactions detailed herein, using such professional advisors as they deem appropriate. BNP Paribas accepts no liability for any direct or consequential losses arising from any action taken in connection with or reliance on the information contained in this communication even where advised of the possibility of such losses. As an investment bank with a wide range of activities BNP Paribas may face conflicts of interest and you should be aware that BNP Paribas and/or any of its affiliates may be long or short, for their own account or as agent, in investments, transactions or strategies referred to in this communication or related products before the material is published to clients and that it may engage in transactions in a manner inconsistent with the views expressed in this communication, either for their own account or for the account of their clients. Additionally, BNP Paribas may have acted as an investment banker or may have provided significant advice or investment services to companies or in relation to investments mentioned in this communication. The information in this communication is not intended for distribution to, or use by, any person or entity in any jurisdiction where (a) the distribution or use of such information would be contrary to law or regulations, or (b) BNP Paribas or a BNP Paribas affiliate would become subject to new or additional legal or regulatory requirements. Persons in possession of this communication should inform themselves about possible legal restrictions and observe them accordingly. Executive Order 13959: BNPP clients and counterparties are responsible for ensuring that they comply with applicable provisions of Executive Order 13959 (and any subsequent official guidance). France: BNP Paribas, incorporated in France with Limited Liability (Registered Office: 16 boulevard des Italiens, 75009 Paris, France, 662 042 449 RCS Paris, www.bnpparibas.com) is authorized and supervised by European Central Bank (ECB) and by Autorité de Contrôle Prudentiel et de Résolution (ACPR) in respect of supervisions for which the competence remains at national level, in terms of Council Regulation n° 1024/2013 of 15 October 2013 conferring specific tasks on the ECB concerning policies relating to the prudential supervision of credit institutions. Australia: This material, and any information in related marketing presentations (the Material), is being distributed in Australia by BNP Paribas ABN 23 000 000 117, a branch of BNPP 662 042 449 R.C.S., a licensed bank whose head office is in Paris, France. BNP Paribas is licensed in Australia as a Foreign Approved Deposit-taking Institution by the Australian Prudential Regulation Authority (APRA) and delivers financial services to Wholesale clients under its Australian Financial Services Licence (AFSL) No. 238043 which is regulated by the Australian Securities & Investments Commission (ASIC). The Material is directed to Wholesale clients only and is not intended for Retail clients (as both terms are defined by the Corporations Act 2001, sections 761G and 761GA). The Material is subject to change without notice and BNP Paribas is under no obligation to update the information or correct any inaccuracy that may appear at a later date. China: This document/communication is being distributed in the People's Republic of China ("PRC", which for these purposes excludes the Hong Kong or Macau Special Administrative Regions or Taiwan) by BNP Paribas (China) Limited ("BNPP China"), a subsidiary of BNP Paribas. BNPP China is a commercial bank regulated by the China Banking and Insurance Regulatory Commission. Where the document/communication is also provided in both English and Chinese, the Chinese version shall prevail in the event of discrepancies between the two versions. Hong Kong – Branch: This communication is prepared and/or distributed by BNP Paribas, acting through its Hong Kong branch. BNP Paribas is a public limited company (société anonyme) incorporated in France. The liability of its members is limited. BNP Paribas, acting through its Hong Kong branch, is registered as a Licensed Bank under the Banking Ordinance and regulated by the Hong Kong Monetary Authority. It is also a Registered Institution regulated by the Securities and Futures Commission for the conduct of Regulated Activity Types 1, 4, 6 and 9 under the Securities and Futures Ordinance. Furthermore, where the content relates to regulated products/activities, this communication is directed at "professional investors" as defined in the Securities and Futures Ordinance. Hong Kong – Securities: This communication is prepared and/or distributed by BNP Paribas Securities (Asia) Limited. BNP Paribas Securities (Asia) Limited is a Licensed Corporation regulated by the Securities and Futures Commission for the conduct of Regulated Activity Types 1, 2, 4, and 6 under the Securities and Futures Ordinance. This communication is intended only for the Professional Investors in Hong Kong.



Disclaimer

Some products or transactions described in this communication may not be authorised in Hong Kong and may not be available to Hong Kong investors. India – Securities: In India, this communication is being distributed by BNP Paribas Securities India Pvt. Ltd. (“BNPPSIPL”), having its registered office at 8th floor, BNP Paribas House, 1 North Avenue, Maker Maxity, Bandra Kurla Complex, Bandra (East), Mumbai 400 051, INDIA (Tel. no. +91 22 4672 5000 / 6196 4000, Fax no. +91 22 6196 4363). BNPPSIPL is registered with the Securities and Exchange Board of India (“SEBI”) as a research analyst; and as a stockbroker in the Equities and the Futures & Options segments of National Stock Exchange of India Ltd. (“NSE”) and BSE Ltd. and in the Currency Derivatives segment of NSE (SEBI Regn. Nos.: INZ000161834, INH000000792; CIN: U74920MH2008FTC182807; Website: www.bnpparibas.co.in). Indonesia: PT Bank BNP Paribas Indonesia is regulated and supervised by Otoritas Jasa Keuangan as a commercial bank. The products or transactions described in this document/communication may not be authorised in Indonesia and may not be available to the Indonesian investors of PT Bank BNP Paribas Indonesia. The information in this document/communication is not intended for distribution to, or use by, or does not constitute any offer to, any person or entity in any jurisdiction where (a) the distribution or use or offer of such information would be contrary to law or regulations, or (b) PT Bank BNP Paribas Indonesia would become subject to the applicable legal or regulatory requirements. Malaysia: This communication is distributed in Malaysia by BNP Paribas Malaysia Berhad (Company No. 918091-T) which is incorporated in Malaysia under the Companies Act of Malaysia, 2016 (first enacted 1965) and a subsidiary of BNP Paribas. It is a licensed institution under the Financial Services Act 2013 and is regulated by Bank Negara Malaysia. This communication is directed only to accredited investors and high networth entities as defined under Schedules 6 and 7 of the Capital Markets Services Act 2007. BNP Paribas Capital (Malaysia) Sdn Bhd (Company No. 247454-M) is incorporated in Malaysia under the Companies Act of Malaysia, 1965. It is a licensed institution under the Capital Markets and Services Act 2007 and is regulated by Securities Commission Malaysia. Malaysia Labuan Branch: BNPP, a company registered under the laws of France (with company number 662 042 449 RCS PARIS / its registered office at (Paris) etc) (“BNPP” or “the Bank”), acting through its Labuan branch (licensed Labuan bank (license no. 930012C)) at Level 9 (D), Main Office Tower, Financial Park Labuan, Jalan Merdeka, 87000 F.T. Labuan, Malaysia. Singapore – Branch: This communication is distributed in Singapore by BNP Paribas, Singapore Branch, a licensed bank regulated by the Monetary Authority of Singapore. This communication is directed at Institutional Investors and Accredited Investors within the meaning of the Securities and Futures Act, Chapter 289 of Singapore. Some products or transactions described in this communication may not be authorised in Singapore and may not be available to Singapore investors. This communication may constitute a product advertisement within the meaning of the Financial Advisers Regulations or the Securities and Futures (Licensing and Conduct of Business) Regulations of Singapore, in which case this advertisement has not been reviewed by the Monetary Authority of Singapore. Where this communication is a research report: In relation to the distribution to such categories of investors, BNP Paribas, acting through its Singapore Branch, and its representatives are exempted under Regulation 35 of the Financial Advisers Regulations of Singapore from the requirements in Section 36 of the Financial Advisers Act of Singapore, regarding the disclosure of certain interests in, or certain interests in the acquisition or disposal of, securities, securities-based derivatives contracts or units in a collective investment scheme, referred to in this report. For Institutional and Accredited Investors in Singapore, please contact BNP Paribas, acting through its Singapore Branch (company registration number: S71FC2142G; address: 10 Collyer Quay, 34/F Ocean). South Korea – Securities: BNP Paribas Securities Korea is registered as a Licensed Financial Investment Business Entity under the Financial Investment Business and Capital Markets Act and regulated by the Financial Supervisory Service and Financial Services Commission. This document/communication is distributed by BNP Paribas Securities Korea Co., Ltd. in the Republic of Korea to Professional Investors only and is not intended for investors in Korea who are not Professional Investor within the meaning of the Article 9 (5) (professional investor) of the Financial Investment Business and Capital Markets Act and should not be passed on to any such persons. Some products or transactions described in this document/communication may not be authorised in Korea and may not be available to Korean investors. Information in this document/communication is for general circulation to the intended recipients only and is not a recommendation or investment advice to recipients hereof since it does not take into account the specific investment objectives, financial situation and the particular needs of any particular recipient (“Specific Requirements”). A recipient of this document/communication should seek advice from its/his own financial adviser regarding the suitability of the products or transactions (taking into account the recipient’s Specific Requirements) as well as the risks involved in such products or transactions before a commitment to purchase or enter into any product or transaction is made. This document/communication is being provided in accordance with the procedures required under applicable laws and regulations as well as internal control standards of BNP Paribas Securities Korea. Taiwan – Branch: This communication is being distributed in Taiwan by BNP Paribas Taipei Branch, Taichung Branch, Kaohsiung Branch and/or Offshore Banking Unit, branches of BNP Paribas and are regulated by the Financial Supervisory Commission, R.O.C under the Banking Act and Offshore Banking Act. This communication is directed only at Taiwanese counterparties who are licensed or who have the capacities to purchase or transact in such products. Some products or transactions described in this communication may not be authorised in Taiwan and may not be available to Taiwan investors. Taiwan – Securities: This communication is being distributed in Taiwan by BNP Paribas Securities (Taiwan) Co. Ltd who is regulated by the Financial Supervisory Commission, R.O.C. This communication is being distributed to professional investors only. Such information is for your reference only. The reader should independently evaluate the investment risks and is solely responsible for their investment decision. Information on securities that do not trade in Taiwan is for informational purposes only and is not to be construed as a recommendation or a solicitation to trade in such securities. BNP Paribas Securities (Taiwan) Co., Ltd. may not execute transactions for clients in these securities. This publication may not be distributed to the public media or quoted or used by the public media without the express written consent of BNP Paribas. Thailand: BNP Paribas Bangkok branch is regulated in Thailand by the Bank of Thailand and the Securities and Exchange Commission. This communication does not constitute an offer to sell to or solicitation of an offer to buy from any person any financial products where it is unlawful to make the offer or solicitation in Thailand.

