



Advice vs. Fund Management

A fruitful comparison between apples and pears

The challenge: Providing customized investment advice

Customer Profile

MiFID Profile

Risk Profile

Investment Specifics

Objective

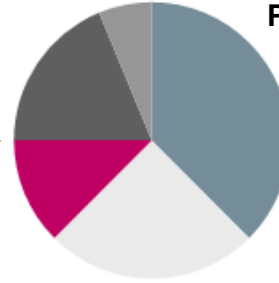
Horizon

Amount

Investment Solution / Model Portfolio



Customized Model Portfolio



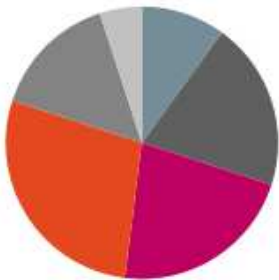
Manual Product Selection or Optimization

Don't sell...

Don't buy...

Customer Constraints Restrictions / Preferences

Customer Portfolio



Sell x % of ISIN y...

ISIN	WERTPAPIER	KURSE****	HANDELS- WHS	NOM./STÜCK AKTUELL	ANPASSUNG IN NOM./STÜCK	ANPASSUNG IN EUR
AT0000405570	PAI GLOBLIA GRN DB 14	106,62	EUR	375,00	-375,00	-39.275,30
AT0000407004	PAI GLOBAL EM.M.G.2/15 (T)	113,31	EUR	400,00	-400,00	-45.324,00
AT0000404696	PAI GREAT CHINA 12/17 (T)	117,85	EUR	330,00	-330,00	-38.824,50
AT0000408442	USON STOCKPFR R 12/09 15	103,10	EUR	100.000,00	-100.000,00	-103.100,00
AT0000374042	3,7 DAXA WOHNDIAG.06.2018B	110,82	EUR	42.000,00	-16.414,64	-18.190,70
Summe Verkäufe						-230.654,50

ISIN	WERTPAPIER	KURSE****	HANDELS- WHS	NOM./STÜCK AKTUELL	ANPASSUNG IN NOM./STÜCK	ANPASSUNG IN EUR
AT0000020396	Schneidbank K Alternativ (T)	141,79	EUR	0,00	+26,00	+3.223,92
EO000745679	PMCO Gld High Y (A) 4 Yng	10,86	USD	0,00	+510,00	+5.589,00
LU0011846440	ESF European Eqp (T)	86,86	USD	0,00	+80,00	+6.796,28
LU0180208975	ESF Japanese Equity (T)	6,40	JPY	0,00	+2.513,00	+20.527,05
LU0119372174	Pioneer U.S. Research (T)	7,25	USD	0,00	+4.844,00	+35.118,02
LU0133958622	Pioneer E Corp Bond (T)	9,12	EUR	0,00	+209,00	+1.906,08
LU0029490001	Temp Asian Growth (T)	28,52	EUR	0,00	+482,00	+14.228,64
LU0034687005	GS US Equity Port (T)	15,86	EUR	0,00	+2.214,00	+35.114,04
LU0091130902	Fid e High Yield (T)	17,88	EUR	0,00	+311,00	+5.591,78
LU0056830274	Alliant Europe Equity Sr (T)	189,81	EUR	0,00	+31,00	+6.782,31
LU0094221907	Temp Gld Tot Ret (T) e Hgt	27,60	EUR	0,00	+800,00	+17.280,00
LU0007830840	Fidelity Energy Markets (A)	10,65	EUR	0,00	+1.314,00	+14.256,90
LU0004476920	PAI EU Government Bd Fd (T)	14,08	EUR	0,00	+461,00	+13.530,88
LU0000574742	PM K Gld Short Dur (T)	11,22	EUR	0,00	+2.776,00	+31.146,72
LU0411704413	BlackRock Europ.Abs.Ret.Fd.(T)	121,79	EUR	0,00	+141,00	+17.172,39
Summe Käufe						+230.306,10

Resulting Transactions

tetralog advisory solutions for UniCredit

