

# METZLER



## Metzler: The free-minded bank

The heart of the Metzler group is the Frankfurt-based bank B. Metzler seel. Sohn & Co. KGaA. Founded more than 345 years ago, it is the oldest private bank in Germany with an unbroken tradition of family ownership. Metzler specifically focuses on individual capital market services for institutional clients and discerning private individuals in its core areas of business: Asset Management, Capital Markets, Corporate Finance and Private Banking.

Since its beginnings as a cloth trading business in 1674, Metzler Bank has consistently pursued its own course. Its business structure and thus its business dealings have always been aligned solely to client requirements – without any conflicts of interests. Metzler's professional advice in all core areas of business is based not only on independence but also on specialist knowledge. In order to create and reliably maintain value for the bank's clients, Metzler experts are constantly optimizing the bank's services and orienting them to the future. However, Metzler's principles and corporate values remain unchanged: independence, entrepreneurial spirit and humanity. These values form the core of Metzler's activities and the basis of Metzler's integrity. Long-term success shows that this free-mindedness has been fruitful.

Metzler has around 800 employees at its head office in Frankfurt/Main and its branch offices in Munich, Stuttgart, Cologne/Düsseldorf, Hamburg, Atlanta, Los Angeles, Seattle, Tokyo, Beijing and Dublin.

### **Asset Management: Focusing on value**

Metzler Asset Management provides investment services to institutional clients. These include customized portfolio management concepts as well as efficient and secure administrative solutions. Metzler's experts speak extensively with each investor to assess individual objectives and risks. Through a shared vision



*Friedrich Metzler (1749–1825)*

of what is important, mandates evolve into business relationships based on trust. On this basis, long-lasting and robust concepts for investment funds with inherent sustainability components are created. Metzler's experts design tailor-made investment solutions for individual client groups that meet their specific regulatory and economic requirements. In portfolio management, Metzler's specialists concentrate on established equity, bond and multi-asset strategies. The range of products and services also includes capital preservation and absolute return strategies geared to risk-bearing capacity as well as fund-based investment solutions.

Metzler's Pension Management team offers occupational pension products as direct commitments, pension funds or as alternative pension concepts aligned with the special needs of the company – and ensures smooth and safe implementation. As the first provider of an inter-company contractual trust agreement solution, Metzler is a pioneer in the German financial industry – but also with its pension fund for social partners, Metzler Sozialpartner Pensionsfonds (currently pending approval), the first fund of its kind in all of Germany.

Metzler's administrative services, e.g. Master KVG, the fund platform Metzler Fund Xchange and reporting services, provide suitable structures and high process reliability even for highly complex contexts. The objective is to deliver a balanced mix of standardized tools and customized services to the client – in order to create sustainable value.

### **Capital Markets: Spot on solutions**

The core business area Capital Markets includes individual advisory services for institutional investors on equity, fixed-income and foreign-exchange transactions. After building up a long-term business relationship, tailored spot-on solutions are devised in close cooperation with the client. This means all services provided are based solely on the needs of the client instead of being driven by efforts to sell certain products or to manage a trading book. Top priority is given to executing securities transactions in a discreet but comprehensible manner. Therefore, Metzler Capital Markets is widely used as a trustworthy broker of choice for complex project transactions.

Metzler's specialists in this business area also advise companies and institutional clients engaged in capital increases, share buy-backs, increasing/decreasing company holdings and secondary placements. However, in order to avoid conflicts of interest and preserve Metzler's status as an independent



*The Metzler House in Frankfurt-Bonames, 19th century*

capital market adviser, Metzler Capital Markets does not offer any transactions with a takeover guarantee, nor is it active in price management. Furthermore, Metzler's fixed-income experts can tap additional funding sources for companies via *Schuldschein* loans and establish contact with suitable investors. On the trading side, Metzler covers the entire product range in the bond universe for its clients.

The customers benefit from access to Metzler's in-depth research of equities, bonds and currencies. Metzler's award-winning specialists analyze industrial sectors as well as German companies and give investment recommendations that are to the point. Furthermore, Metzler's equity research team carries out detailed financial analyses to help companies increase visibility and gain access to potential investors – even beyond Germany's borders. Numerous regular publications keep investors informed about the newest developments in international bond and foreign-exchange markets. The Currency Management division of Metzler Capital Markets offers innovative currency-overlay solutions to systematically monitor and manage clients' FX exposures. The range of products in this field is continuously being enhanced, most recently to include a total return strategy for high-yield currencies.

### **Corporate Finance: Excellence matters**

Metzler, an expert in corporate finance, specializes in independent M&A advice and is known for its uncompromising excellence in all facets of a transaction – in Germany and abroad. Metzler's experts support buyers and sellers in company acquisitions, sales and mergers as well as carve-outs, buy-outs and privatizations. In addition, Metzler provides clients with flexible, tailored solutions in succession scenarios or in any other reorganization of shareholder structures.

In public situations, Metzler lends support with respect to public takeovers, acquisition or sale of shareholdings in listed companies, and defense against hostile takeover bids. Advisory services are also provided to companies in restructuring or financially distressed situations including insolvency cases. With all services offered, clients benefit from Metzler's extensive transaction experience in a wide range of sectors, its unique network of and access to relevant companies, decision-makers and other stakeholders as well as from high senior commitment in all advisory engagements. As a result of Metzler's proven independence, clients can also rely on a high level of confidentiality.

### **Private Banking: The art of simplicity**

Metzler Private Banking is dedicated to portfolio management and to structuring and controlling substantial assets for enterprises, entrepreneurial families, foundations and private individuals. The company does not develop or sell any own products. The primary goal is to preserve and increase assets from generation to generation – as Metzler itself has done for eleven generations now. Consistent success is rooted in Metzler's principle of simplicity: clear strategies and comments, realistic goals and integrated risk management.

Investment decisions are based solely on a structured and systematic investment process that is both transparent and readily understandable. The objective is to invest clients' assets in a manner that preserves their ability to act even in a crisis. This long-term approach is also reflected in an unusually high level of continuity on the staff side. Metzler Private Banking has offices in Frankfurt/Main, Hamburg, Cologne/Düsseldorf, Munich and Stuttgart.

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