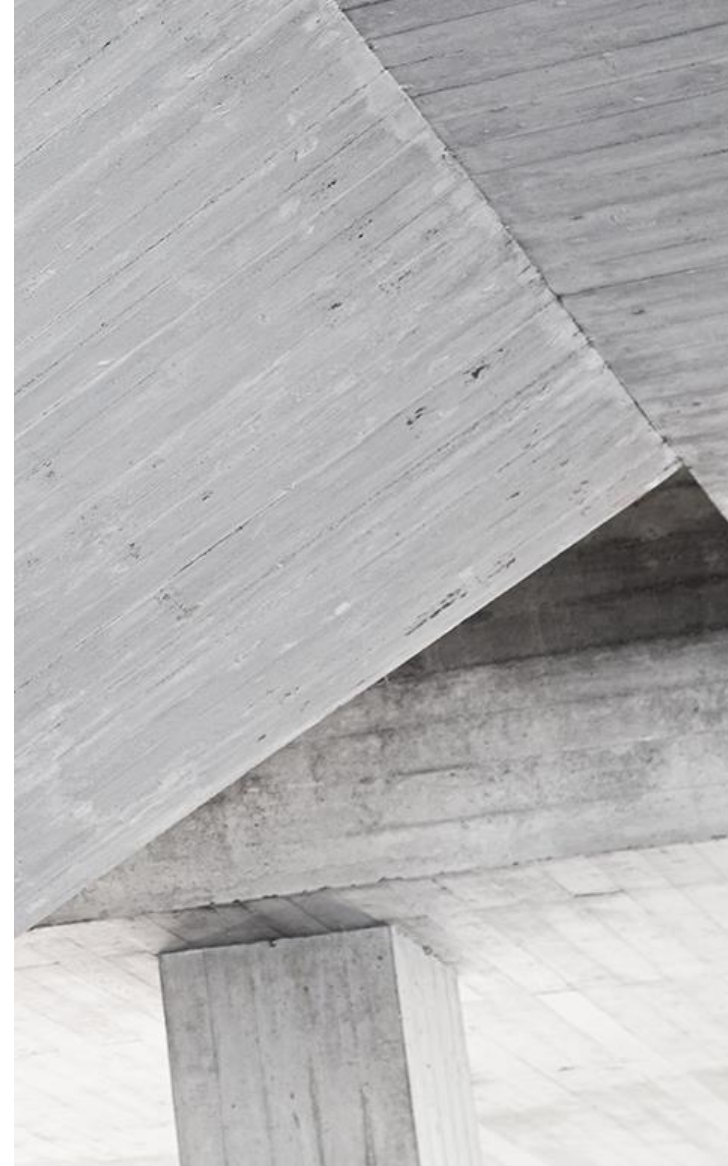




Info Event

Are you ready to take on the next challenge? Then crack the case with LGT!

From insight to impact.



Impressions & voices from last year's HSG Innovation Trophy



"It was beneficial to apply the theoretical models in a practical environment.

Etienne Morgen (student)



"Participating in the HSG Innovation Trophy was an amazing experience! I really enjoyed working with my group on a totally new topic, as well as the close contact with the company.

Carla De Domenico (student)



"Enriching and interesting experience. I definitely recommend this opportunity to gain practical experience in the consulting or corporate area.

Annabelle Ginez (student)

Agenda

1. Welcome & introduction
 - Career & Corporate Services (CSC-HSG)
 - Students' Business Club
 - LGT
2. HSG Innovation Trophy process & next steps
3. Q&A
4. Drinks and network



CSC representatives



Gerd Winandi-Martin
Head of Innovation & Transfer



John Mhuka
Corporate Relations Manager

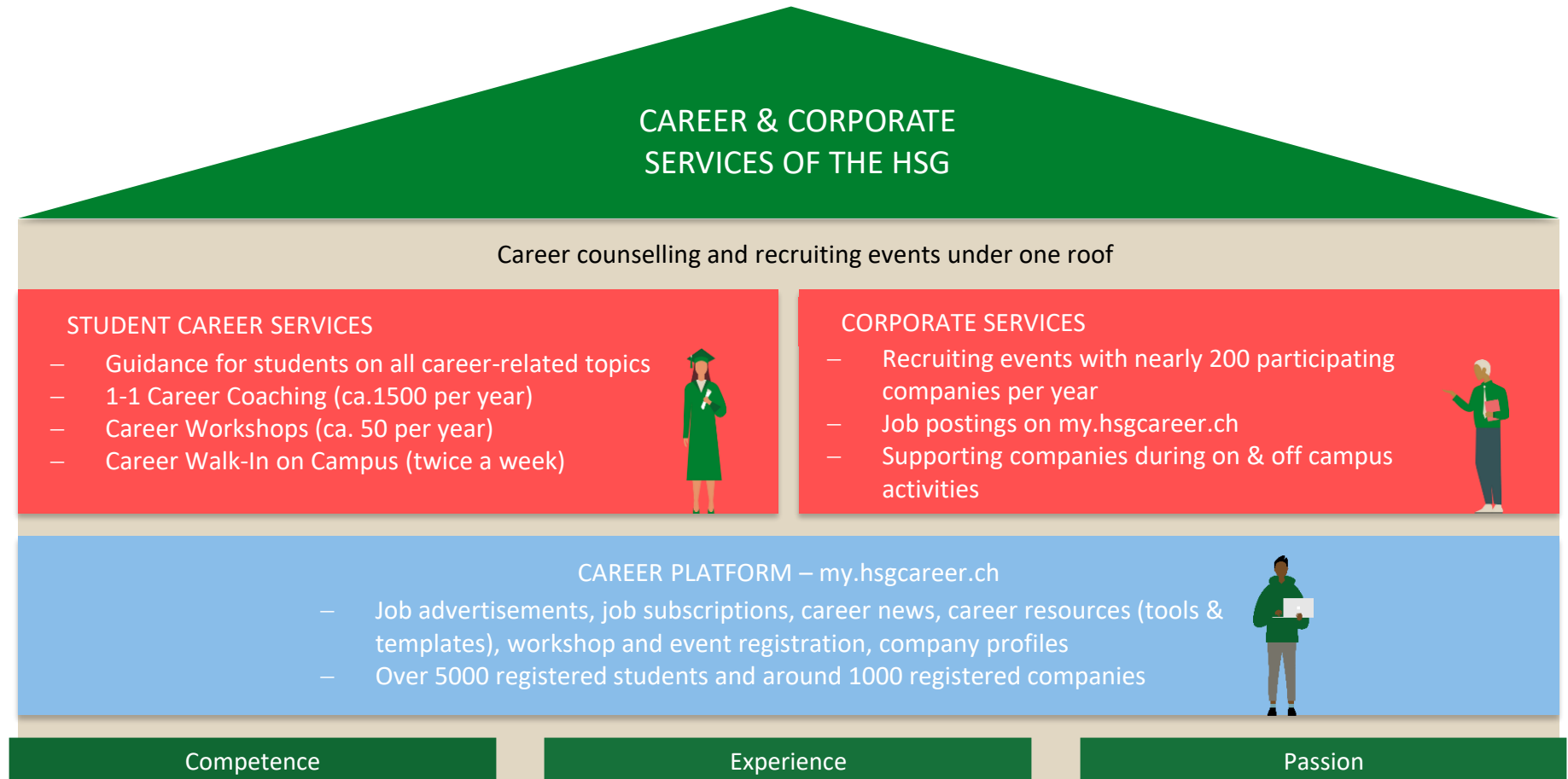


Christina Sandau-Jensen
Career Coach



Bettina Krone
Marketing & Communications Manager

CSC at a glance

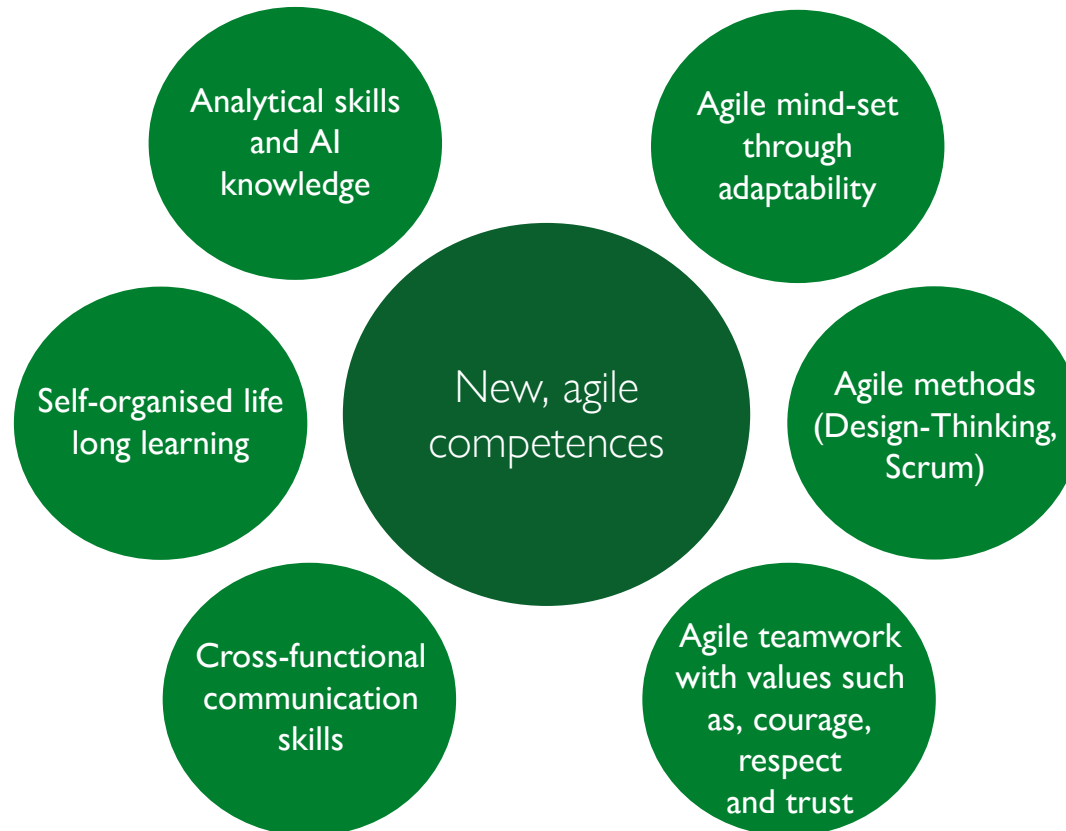


CSC Team

«We **build bridges**, fostering ideas and opportunities between students and companies»



VUCA World – changing requirements & increased complexity



Students' Business Club

The People



The Club



Why SBC?

Facilitator for cross-industry insights

Focus on knowledge transfer & networking

Holistic insights into the business world

Facts & Figures

Established in
2009

Active Members:
+250

Events per year:
+25

Network:
+1'000 students



Forward-looking
for generations

Forward-looking for generations

An introduction to LGT



Kick-off Event

St.Gallen, 11 March, 2024

In the span of 100 years, the small regional "Bank in Liechtenstein" expanded globally and became LGT

1920/1921

"Bank in Liechtenstein" opens for business as a local savings and loan bank



1982 – 1998

- First period of expansion
- Acquisition of GT in 1988 with LGT brand launch in 1993
- Sale of GT in 1998 and launch of the Princely Portfolio and LGT CP



2006 – 2020

- H.S.H. Prince Max becomes CEO
- Refocused and accelerated growth strategy
 - Simplification of organization
 - Divestiture of trust business
 - Opening of new locations
 - Adjustments to new regulatory regime
 - Acquisitions & accelerated organic growth



1930

Princely Family acquires shares and injects capital in a crisis situation.



1990

H.S.H. Prince Philipp becomes Chairman LGT.



1999 – 2006

Start of growth/diversification strategy in Private Banking and Asset Management






2021

- 100th anniversary of LGT
- H.S.H. Prince Max becomes Chairman of LGT Private Banking, LGT Capital Partners and Lightrock.
- Impact investing activities are bundled under Lightrock
- Acquisitions & strong organic growth



Unique ownership structure

Prince of Liechtenstein Foundation (POLF)

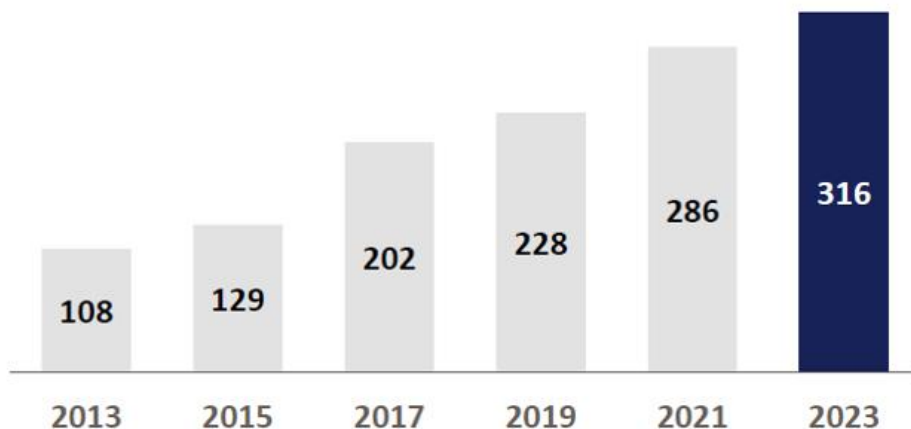
			
Board	H.S.H. Prince Max (Chairman)	H.S.H. Prince Max (Chairman)	H.S.H. Prince Max (Chairman)
CEO	Olivier de Perregaux	Roberto Paganoni	Pål Erik Sjøtil
Clients	Private clients Intermediaries	Institutional clients LGT Private Banking	Institutional clients LGT Private Banking
Offering	Portfolio management, investment advice, trading, credit, and family governance	Investment management of alternative assets and multi-asset products	Direct impact investments
Markets	Europe, Middle East, Asia, and Latin America	Europe, Middle East, Asia, and North America	Europe, India, Latin America, and Africa

Note: The representation of the companies does not correspond to the legal structure and is purely illustrative.



The world's largest Private Banking and Asset Management group owned by a single family

Assets under management (in CHF bn)



LGT's development over the past decade has been characterized by strong growth and value creation.

Ratings and figures as at the end of 2023

A+/Aa2

S&P and Moody's ratings*

>100

Years of company history

58.1

CHF bn in balance sheet total assets

375.3

CHF m group profit

6.0

CHF bn group equity capital

19.9%

Tier 1 ratio

74.2%






Cost/Income ratio

21.9

CHF bn net asset inflow

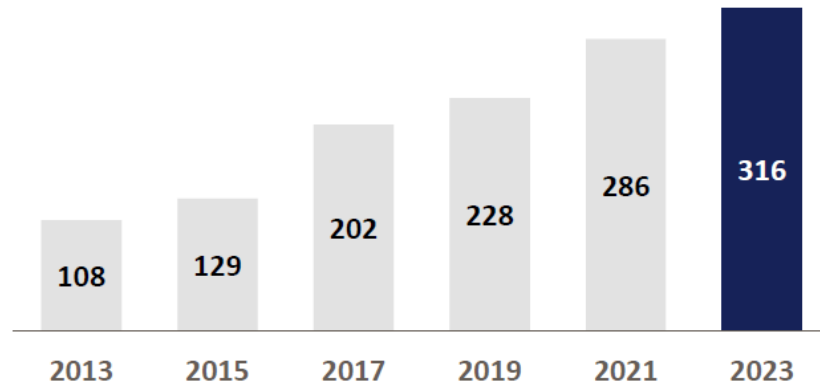
*LGT Bank AG, FL

2023: Highlights – LGT Private Banking

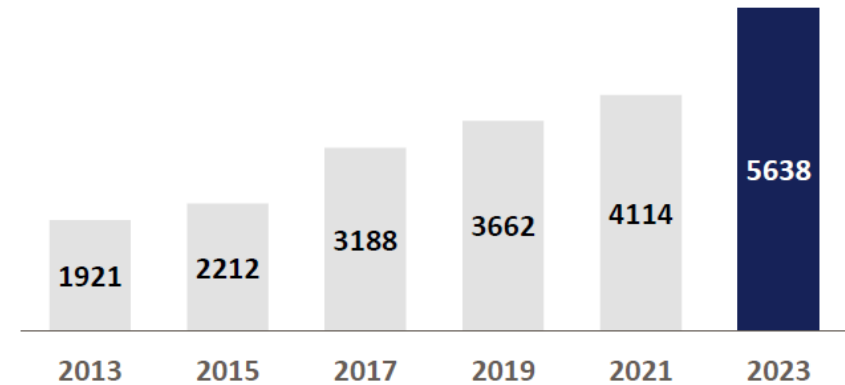
-  **Strong net asset** inflows in all regions and business units
-  Continued and systematic **expansion of presence in Europe and Asia**; strong performance in **new markets** (Australia, India, Japan); **new offices** in the UK and Germany
-  New applications and functionalities from the **Digitalisation & Data** strategy project; **Digital Development Hub** in Barcelona (ESP) established
-  Definition of **Net Zero 2030 targets** for operations and own investments; **systematic approach to stewardship**; development of **decarbonisation solutions for client portfolios**
-  **Recruitment of relationship managers and targeted investments** in the LGT platform
-  LGT once again obtains global "**Great Place to Work**" certification

Key developments 2013 –2023

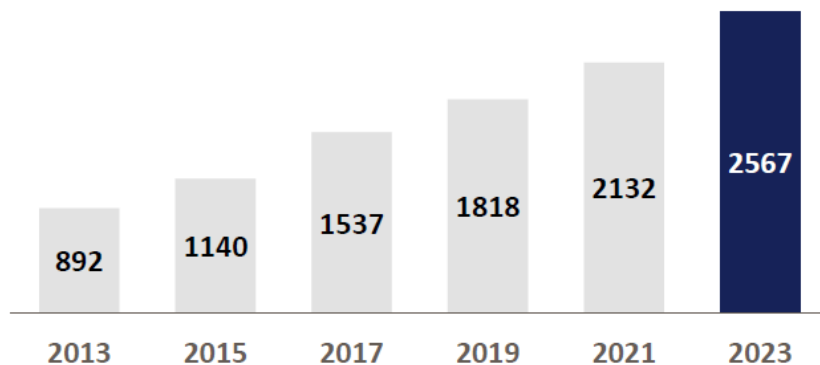
Assets under management
(in CHF bn)



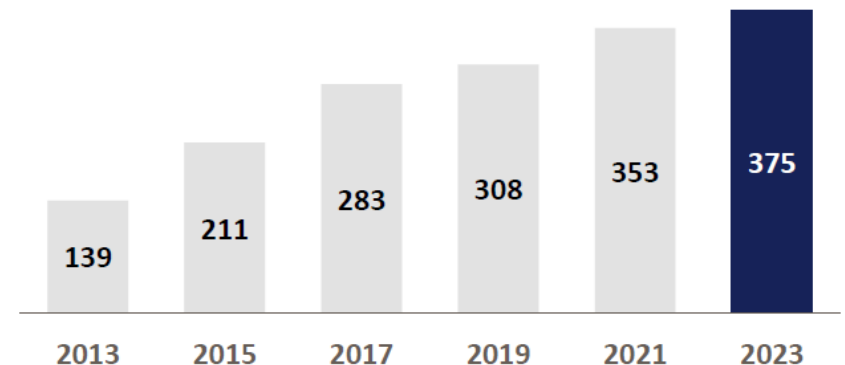
Headcount



Total operating income
(in CHF m)



Group profit
(in CHF m)



LGT Private Banking –Locations in 14 countries in Europe, the Middle East, Asia and Australia

4800+

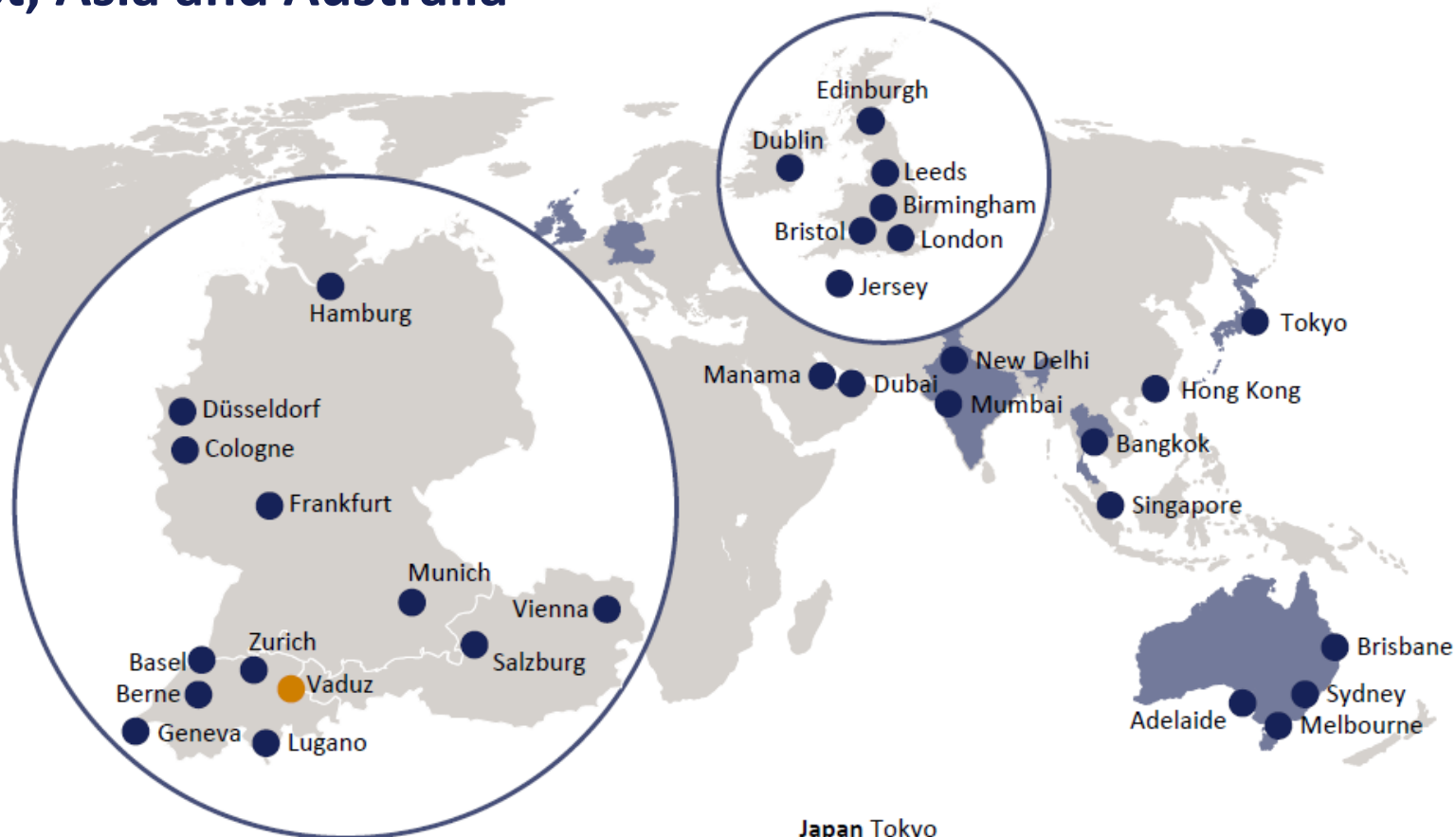
Employees from
70+ countries

30+

Locations in
14 countries

6

Booking platform
locations



Australia Adelaide, Brisbane, Melbourne, Sydney

Austria Salzburg, Vienna

Bahrain Manama

Germany Düsseldorf, Frankfurt, Hamburg, Cologne, Munich

Hong Kong SAR

India Mumbai, New Delhi (and 12 other locations)

Ireland Dublin

Japan Tokyo

Liechtenstein Vaduz

Singapore

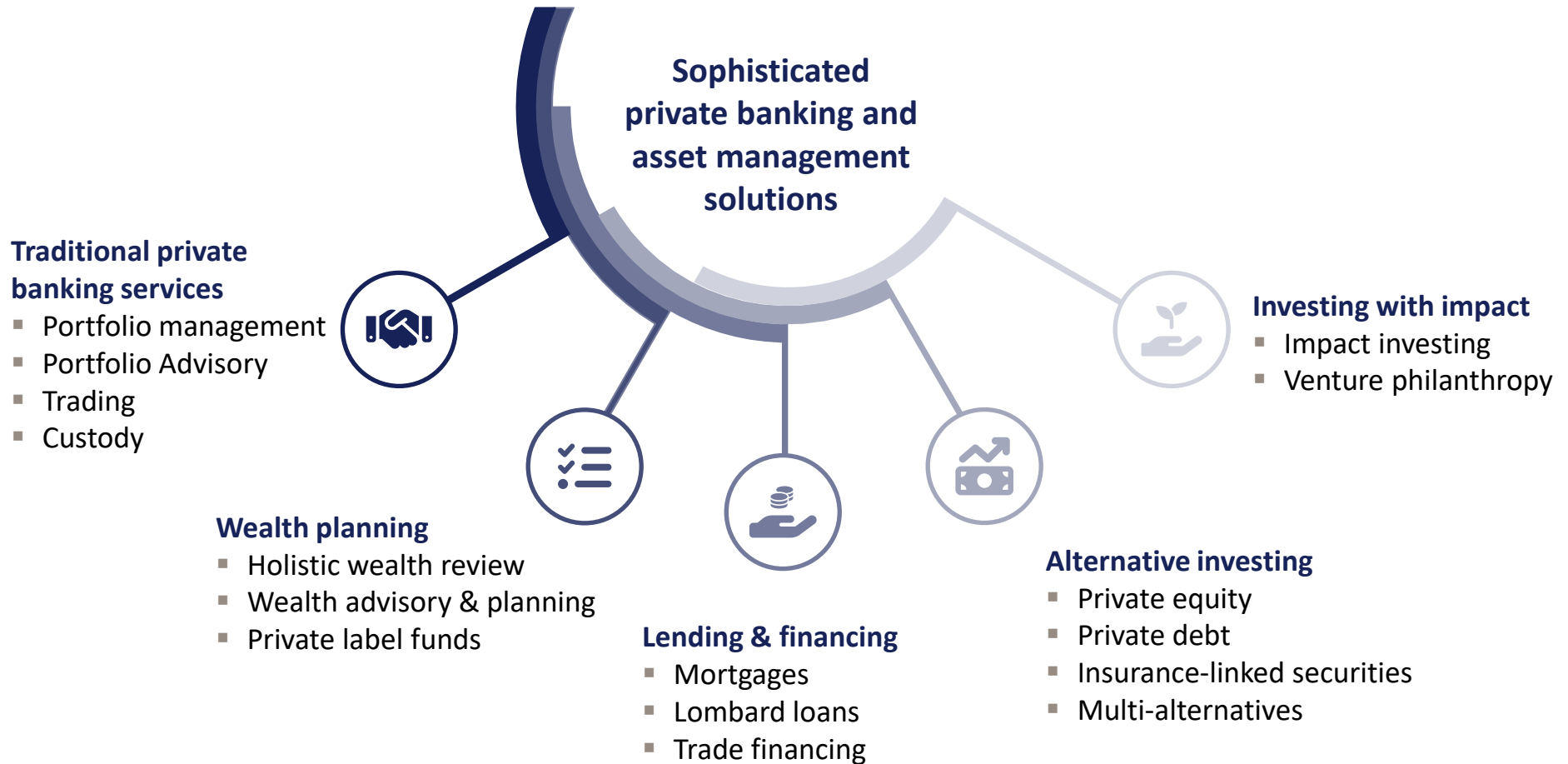
Switzerland Basel, Berne, Geneva, Lugano, Zurich

Thailand Bangkok

United Kingdom Birmingham, Bristol, Edinburgh, Jersey, Leeds, London

United Arab Emirates Dubai

Award-winning services covering your financial needs



The background of the slide is a high-magnification, top-down view of a microchip. The chip is a dark blue color with a complex grid of circuitry. There are several large, square, light-colored areas (possibly die or bonding pads) arranged in a grid. The overall image has a blue and white color scheme with some highlights in yellow and orange.

LGT Portfolio Advisory

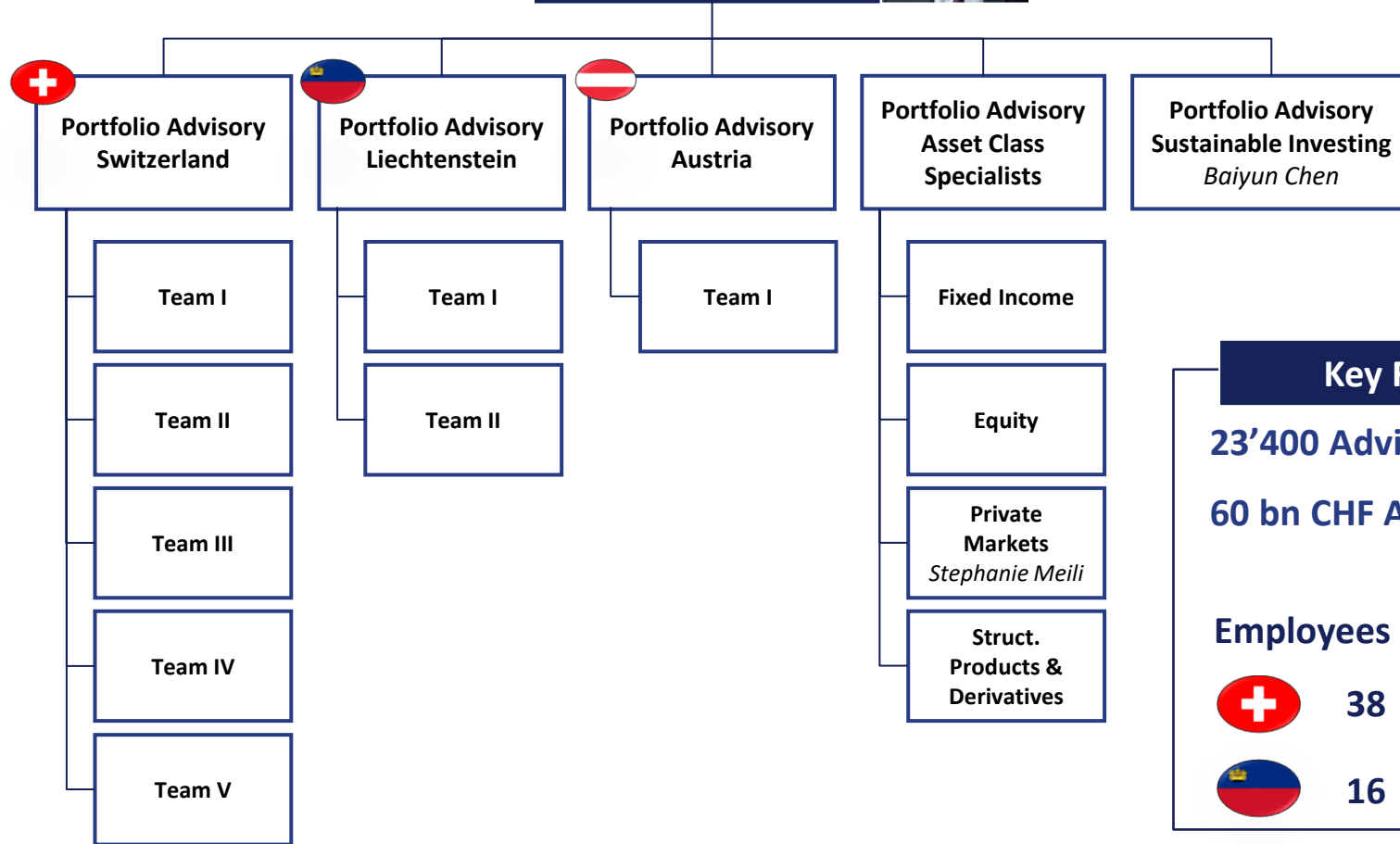
Mentor: Reto Stohler

Portfolio Advisory Europe

Head Portfolio Advisory Europe
Reto Stohler



[Advisory Video](#)



Key Facts

23'400 Advisory Clients

60 bn CHF AuA

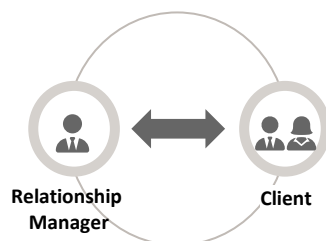
Employees

	38		10
	16		

Three models based on our clients' needs

LGT Advisory Classic

For investors who would like to implement their investment objectives efficiently together with their personal relationship manager

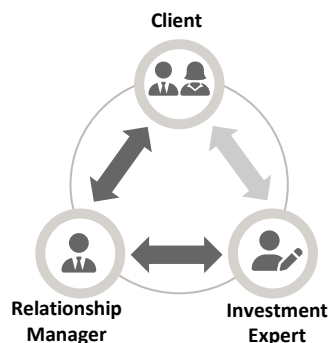


Your portfolio needs:

- Standard portfolio structure with low to medium turnover and focus on LGT's core instrument universe
- High share of multi-asset class solutions or other fund solutions

LGT Advisory Expert

For investors who seek active advice and like to make their investment decisions together with an LGT investment expert

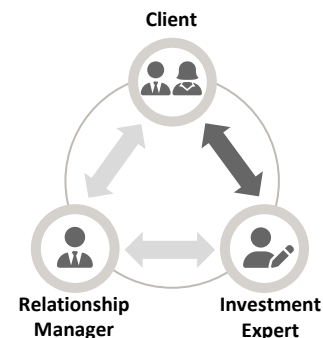


Your portfolio needs:

- Individual portfolio structure with single instruments and higher portfolio turnover
- More complex portfolio structure and requirements, FX strategies, structured products or private market investments

LGT Active Advisory

For professional investors with a focus on trading who would like to take advantage of short-term investment opportunities in financial markets

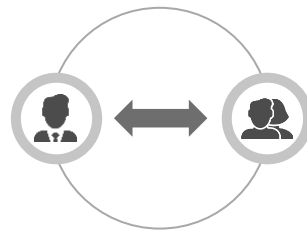


Your portfolio needs:

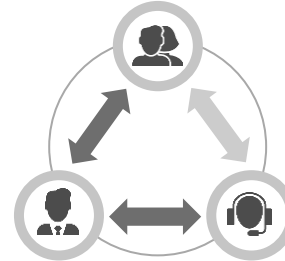
- Highly individual asset allocation and investment strategy
- Elevated portfolio turnover
- Instruments from full investment universe available for professional clients

An additional dimension rather than a new solution

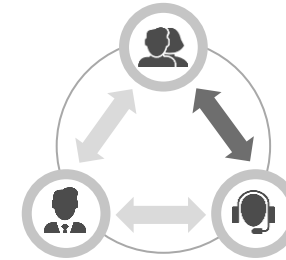
What is your preferred form of collaboration?



LGT Advisory Classic



LGT Advisory Expert



LGT Active Advisory

What is your risk appetite?



Income



Conservative



Balanced



Growth



Equity

What is your sustainability profile?



Traditional



Basic



Enhanced



Enhanced Plus

We offer competent and individual investment advice

- LGT Portfolio Advisory stands for competent and individual advice
- We are your sparring partner to make informed investment decisions for your wealth
- You choose the interaction frequency and cooperation model that suits you best
- ESG considerations available based on your sustainability preference

Your benefits at a glance



Advice

You receive tailor-made and professional advice based on investment knowledge of our passionate investment experts



Access

You gain access to a broad range of investment opportunities in traditional as well as private markets



Sustainability

You can focus your investments based on your personal values in order to generate a positive impact on people and environment



Stay on track

You stay on track with your personal investment goals as daily portfolio and securities monitoring ensures consistency with your risk profile



Speed

You speed-up your investment decision process by receiving informed and timely investment ideas



Transparency

You remain informed with regular and transparent reporting on portfolio allocation, performance and sustainability aspects

Case 1: Impact of AI and digitalization in private banking on “next generation” needs?

Background:

The client base of wealth management banks is aging, and it is only a matter of time before the "next generation" takes over.

Add to this the dimension of AI and digitalisation, which will change the way banking is done in general.

In this context, the way people interact with a bank will also change.

The challenge:

In order not to miss out on the future interaction needs of the "next generation", LGT must adapt its value proposition and communication channels early enough.

The question

How does the “next generation” of today's clients want to interact with a wealth management bank?

- What media do they want to use?
- To what extent is physical contact still relevant?
- What role does sustainability play in asset allocation?
- To what extent do they want to be involved in investment decisions?
- How would you like to be informed about your asset allocation?



A detailed, high-angle photograph of a microchip or semiconductor wafer, showing a complex grid of circuitry and various colored regions (blue, green, yellow) on a dark background.

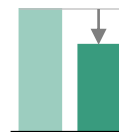
Portfolio Advisory Sustainable Investing

Mentor: Baiyun Chen

Compelling reasons for ESG

People and environment

The most obvious one is having a positive impact on people and environment. You can set priorities based on **your personal values** and invest accordingly.



Lower cost of Capital

An LGT analysis showed that 1st quintile rated companies have on average **6% lower cost of capital** compared to lowest rated quintile.

WHY?

Financial performance

A meta study analyzed 2200 individual studies and find that large majority of studies show a **positive ESG impact on financial performance***



Investment flows

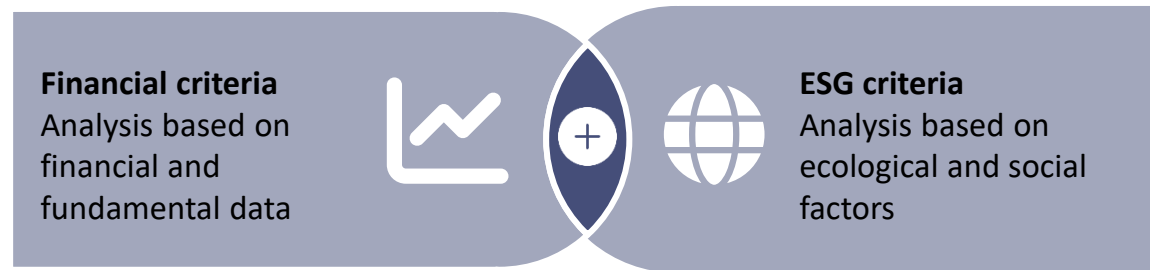
Nearly **2 out of 3** dollars invested in global equity funds/ETFs during 2022** went into sustainable investment according to Morningstar

*Meta study by Deutsche Asset & Wealth Management Investment, Frankfurt am Main, Germany; School of Business, Economics and Social Science, University of Hamburg, Hamburg, Germany (November 2015) analyzed about 2200 individual studies. Results show that 48% of studies show positive impact, 18% mixed impact, 23% neutral impact and 11% negative impact.

** Fund-level net flow data in USD are drawn from Morningstar Direct for the Morningstar peer group "EAA Fund Global Large-Cap Blend Equity". 64% of the fund flows in year 2022 was in sustainable funds and ETFs.

Adding the ESG dimension to our investment decisions

In addition to traditional financial aspects, we also integrate environmental, social and governance factors in our decisions making process.



LGT Sustainability Rating

- When selecting securities, we rate the sustainability quality of each financial instrument with our proprietary rating tool (ESG-Cockpit)
- The result of this quantitative assessment is the **LGT Sustainability Rating**
- The star rating is an important orientation for us and our clients to position portfolios toward a more sustainable allocation

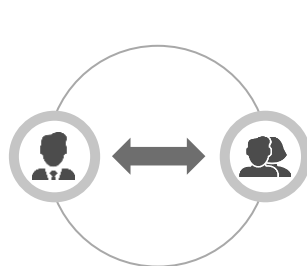


We are convinced to have a positive impact on people, environment as well as financial returns by taking into consideration sustainability criteria when selecting instruments and managing portfolios

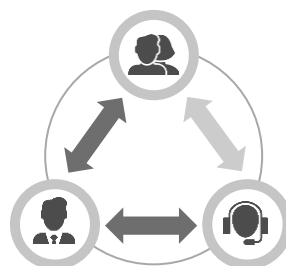
*«ESG criteria»: E stands for Environmental, S for Social, G for Governance

An additional dimension rather than a new solution

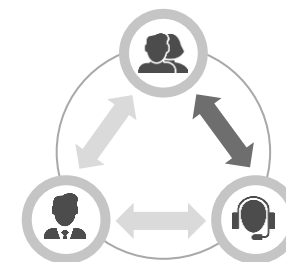
What is your preferred form of collaboration?



LGT Advisory Classic



LGT Advisory Expert



LGT Active Advisory

What is your risk appetite?



Income



Conservative



Balanced



Growth



Equity

What is your sustainability profile?



Traditional



Basic



Enhanced



Enhanced Plus

Four sustainability profiles to fit your personal preferences



Traditional

Sustainability has a subordinated role for you. Your investment decisions are mainly driven by financial criteria.



Basic

Besides financial criteria you include a sustainability standard in your investment decisions. Investments with low sustainability quality are excluded from your portfolio.



Enhanced

You consider high sustainability standards when selecting instruments. Your portfolio investments support sustainable development.


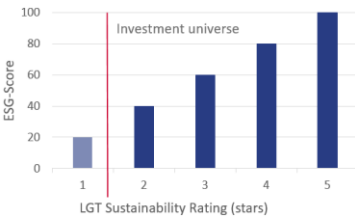



Enhanced Plus

Your sustainability standards for your investments are very high. Your portfolio has a strong bias towards investment with a positive contribution to society and the environment.

Your sustainability preference

Three steps towards a sustainable portfolio

	1 Exclusions	2 ESG Integration	3 Thematic focus
Approach	<p>No investments with significant harmful impact</p> 	<p>Integrate ESG factors into investment decision</p> 	<p>Focus on your personal values</p> 
Intention	<ul style="list-style-type: none"> Mitigate ESG risks 	<ul style="list-style-type: none"> Pursue ESG opportunities Objective to improve portfolio risk/return profile 	<ul style="list-style-type: none"> Contribute to achieve the 17 sustainable development goals (SDGs) Create positive social and environmental contribution
Implementation	<ul style="list-style-type: none"> LGT standard exclusions (controversial weapons, thermal coal) Extended exclusion (e. g. tobacco, weapons, nuclear power) UN Global Compact Violation exclusion 	<ul style="list-style-type: none"> Average LGT Sustainability Rating on portfolio level Avoid instruments with low LGT Sustainability Rating Invest in ESG leaders (best-in-class) 	<p>Example of themes:</p> <ul style="list-style-type: none"> Climate action Circular economy Societal well-being

* Thematic focus is one of LGT’s five sustainability and impact strategies. Please refer to the LGT brochure “Investing sustainably” for more details of the five strategies.

You set the priorities based on your values

Focus your investments based on
your personal values

6 LGT Sustainability Investment Themes addressing specific SDGs



Case 2: How simple can sustainable investing be? – Transforming complicated concepts into tangible client services

Background:

There is no single unified definition of Sustainable Investing – people understand it differently, if it's being understood at all.

On the other hand, our owner has been investing sustainably for generations, and the dedication to sustainable investing reflects our owner's core values. We at LGT are committed to partnering with our clients to investing sustainably in order to support sustainable development.

The challenge:

Time is short, and the financial markets play a crucial role in driving sustainable change.

We at LGT have an in-depth expertise as well as a comprehensive offering to optimise portfolios in terms of risk, return and impact.

However, LGT's sustainable advisory expertise and services are not fully known to our clients, due to the complexity of the topic. LGT must optimize its positioning and story-telling of sustainable advisory offering.

The question

How to transform the complicated concept of sustainable investing and ESG regulations into tangible client services?

- How do people understand sustainable investing in general?
- What SI approaches/themes are the most understood? (Best-in-class, exclusion, engagement, impact investing etc.)
- What can be new formats/contents/storylines for LGT's sustainable advisory offering?
- What could be the sustainable investment needs for clients in 5 years?



The background of the slide is a high-resolution, top-down view of a microchip. The chip is a dark blue color with a dense grid of small, light blue square components. Several larger, rectangular components in various colors (orange, red, green, yellow) are scattered across the grid. A dark blue rectangular box is overlaid on the left side of the chip, containing the text "Portfolio Advisory Private Markets".

Portfolio Advisory Private Markets

Mentor: Stephanie Meili

The origin and goals of the Princely Strategy

- In 1998, the proceeds from the sale of GT Management – roughly USD 1 billion – were retained by LGT to establish the Princely Strategy
- It was designed to be similar to the endowment funds of the major US universities: invested globally, broadly diversified, and with a very long investment horizon
- Its goal is to achieve equity like returns over a full market cycle, but with significantly lower risk¹
- In managing the Princely Strategy, ESG factors are integrated on all decision levels of the investment process²



Sale of GT Management (1998): receipt of the proceeds by H.S.H. Prince Philipp von und zu Liechtenstein



The endowment model: developed by Yale University in the mid 1980s

Source: LGT Capital Partners

¹ The following risk parameters are in place: The ex-ante volatility should not exceed 10%. The equity beta in strong bear markets should not exceed 0.5.

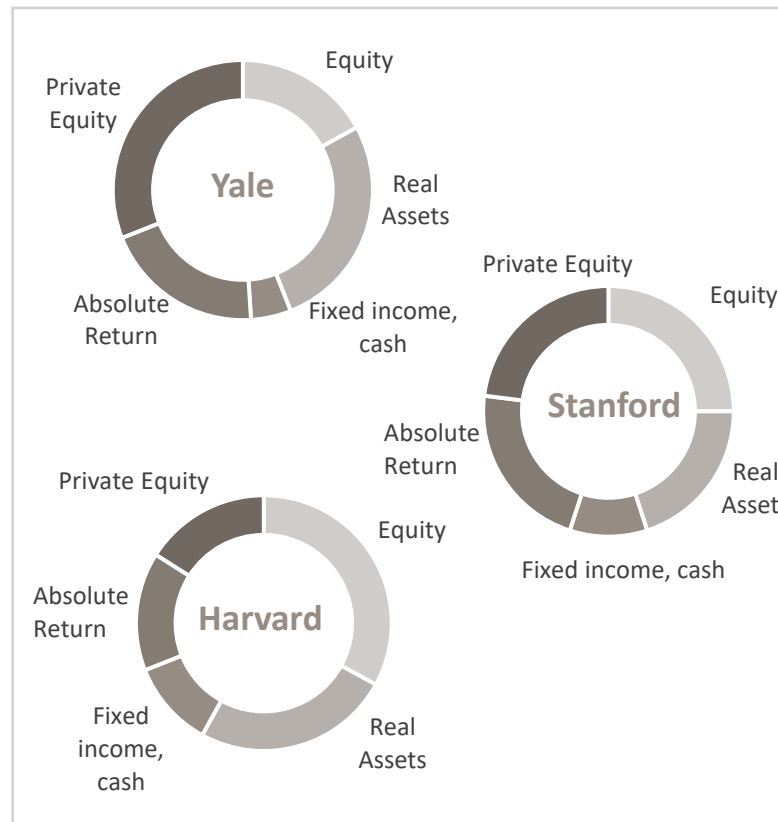
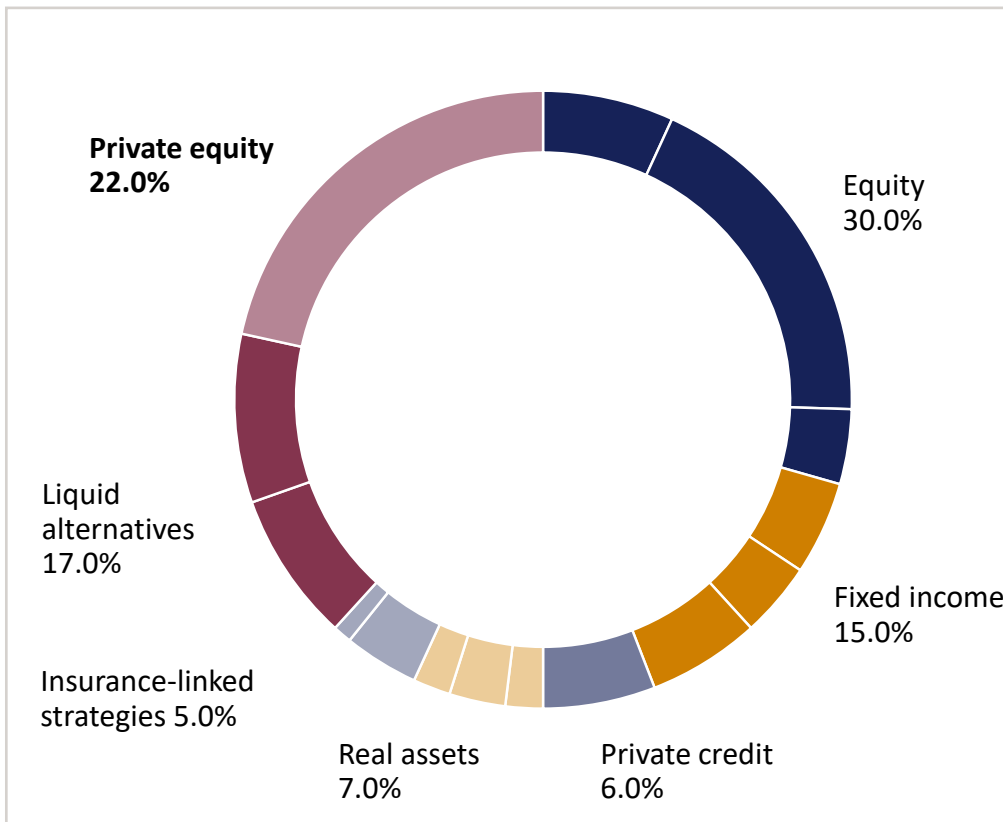
² E = Environmental, S = Social, G = Corporate Governance. The investments underlying this strategy do not take into account the EU criteria for environmentally sustainable economic activities.



Private Equity - a core building block in our investment DNA and for US endowment funds

Strategic asset allocation of the Princely Strategy (GIM) with 25-year track record and USD 18bn in AuM

Strategic asset allocation of major endowment funds



Source: LGT Capital Partners, as of June 2023

Partnership with affiliated asset managers



Capital Partners
your partner for alternative investments

- Part of LGT Group, LGT Capital Partners has been a **principal investor in alternative assets since 1994**
- A **dedicated global multi-alternatives** platform that focuses on achieving attractive long-term risk/return profiles for the Princely endowment portfolio and its clients
- Forged client relationships with **more than 600 institutions in 43 countries**, including many in long-term partnerships



- **Lightrock was founded in 2009** and its impact investing efforts were initiated by its Founder and Chairman Prince Max von Liechtenstein
- A global private equity platform **investing in sustainable businesses** built by purpose-driven entrepreneurs, committed to innovation for systemic change at scale
- **Impact is core** to Lightrock's strategy, where its investments demonstrably contribute to UN's Sustainable Development Goals



- **L-GAM was established in 2013** in partnership with the Princely Family of Liechtenstein with the shared vision of helping talented management teams grow their businesses
- **An established lower mid-market European investment firm** geared toward sustainable, long-term return generation
- **Unique investor base**, composed of leading global entrepreneurial families that shapes its investment philosophy

Case 3: Beyond the obvious - Unlocking the storytelling potential of Private Equity

Background:

Private Equity has the unique power of inspiring clients. Our clients are often entrepreneurs themselves and can relate well to other entrepreneurs raising capital to expand the geographical footprint or dealing with succession planning. LGT's access to Private Equity is unique and often a door opener to the LGT Private Banking world. Nevertheless, the subject matter is complex.

The challenge:

It is difficult to transmit the attractiveness of Private Equity with enough depth and examples to the end client.

Time and attention span of a human being is limited, and some funds are diversified across more than 1000 portfolio companies through multiple layers which makes it hard to unlock the emotional value of a single company. We are currently using conventional tools such as factsheets, presentations, teaser videos, webinars, and after-sales reports to inform.

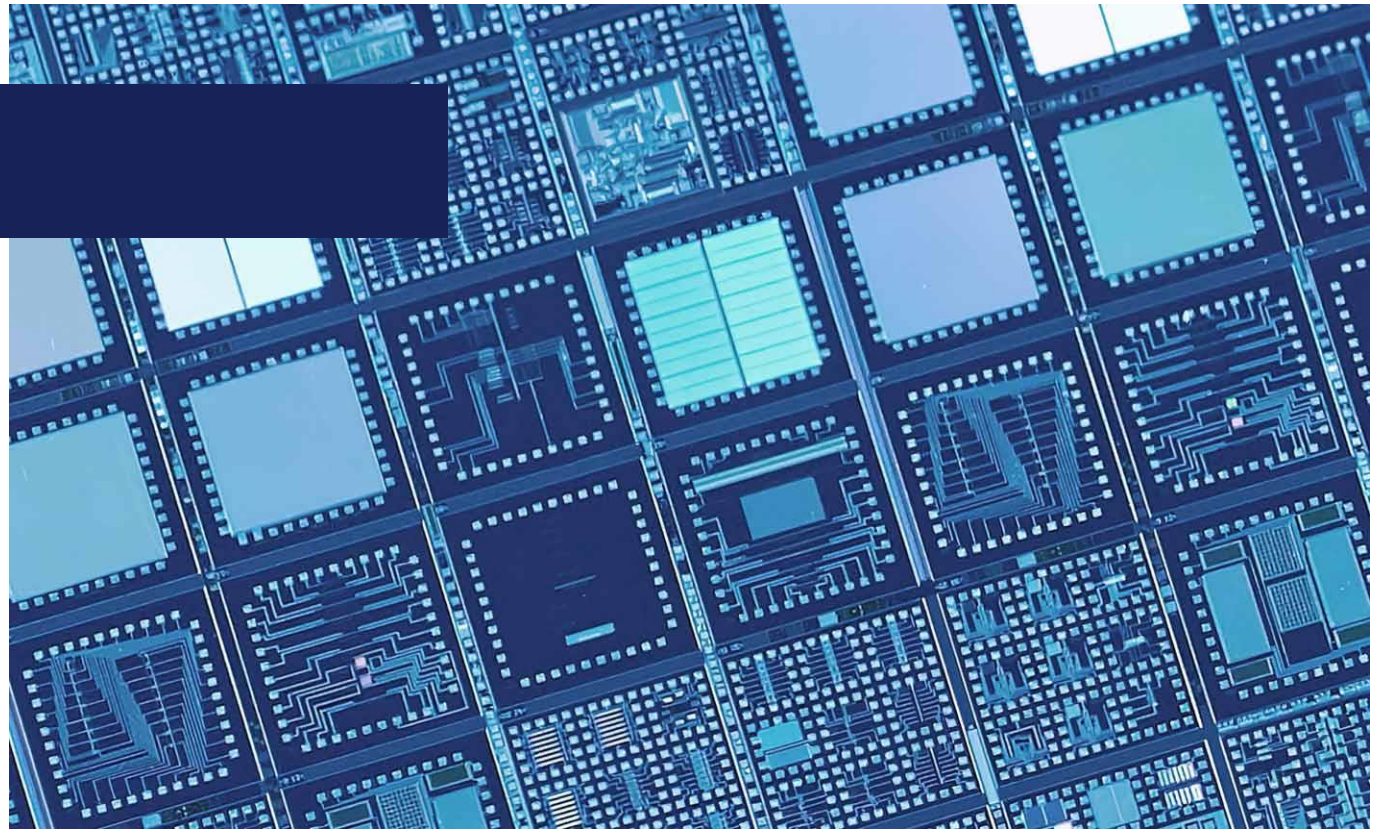
The question

How can we use the storytelling potential of Private Equity?

- What tools/methods for in-person discussions but also digital interactions can we add?
- How can we create a holistic client experience around Private Equity which will be totally unique to LGT?
- What storytelling concepts from other industries could be applied and what challenges do we have to take into consideration?



Contact



Contact



Reto Stohler
Portfolio Advisory

Mentor: Case 1

How does the “next generation” of today's clients want to interact with a wealth management bank?

reto.stohler@lgt.com



Baiyun Chen
Sustainable Investing

Mentor: Case 2

How to transform the complicated concept of sustainable investing and ESG regulations into tangible client services?

baiyun.chen@lgt.com



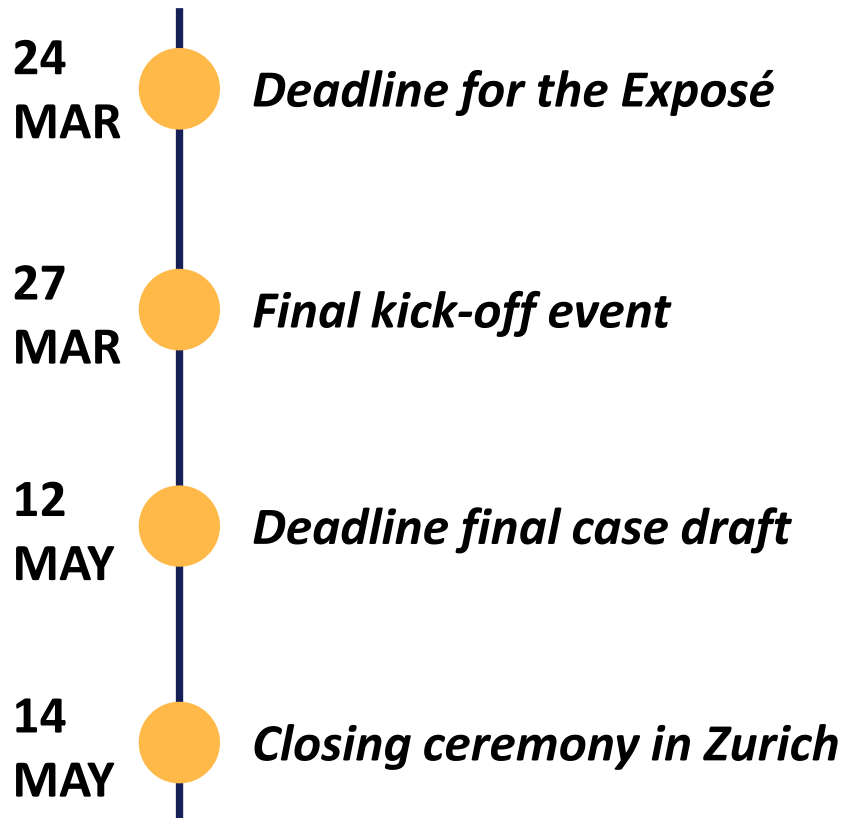
Stephanie Meili
Private Markets

Mentor: Case 3

How can we use the storytelling potential of Private Equity?

stephanie.meili@lgt.com

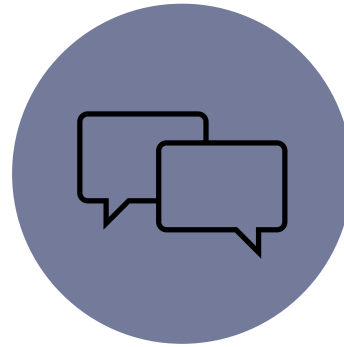
What's next?



If your exposé is accepted...

Criteria:

- 1. out-of-the-box thinking / innovation
- 2. relevance of the topic for LGT in relation to the basic objectives
- 3. consistency of the concept including justification of the decisions
- 4. applicability / feasibility for LGT



Audience Q&A Session

Drinks and Network on 2nd floor and terrace



Enjoy and get to know SBC,
LGT and CSC!

General risk information (1/4)

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General risk information (2/4)

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General risk information (3/4)

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