

## Ex-ante price list, EU and EEA clients

Service:	<b>Investment advising</b> for natural persons
Price model:	<b>Traditional</b>
Investment strategy:	Balanced
Investment amount:	CHF 1,000,000
Holding period:	10 years

Cost component	Costs	
	in Swiss francs	in %
<b>One-time initial costs</b>		
Set-up of portfolio (broker's fees, commissions, currency conversion premiums)	12,550.00	1.26%
<b>Total initial costs</b>	<b>12,550.00</b>	<b>1.26%</b>
<b>Ongoing costs over the aforementioned holding period</b>		
Asset management fee (Assumption: 1.00% p.a.)	100,000.00	10.00%
Broker's fees, commissions (Assumption: Purchases and sales 10% each p.a.)	23,500.00	2.35%
Administration & custodianship (Assumption: Custodianship in foreign country +0.05% p.a.)	32,000.00	3.20%
<b>Total ongoing costs over the holding period</b>	<b>155,500.00</b>	<b>15.55%</b>
<b>Exit costs</b>		
Liquidation of portfolio (broker's fees, commissions, currency conversion discounts)	12,550.00	1.26%
<b>Total exit costs</b>	<b>12,550.00</b>	<b>1.26%</b>
<b>Total costs</b>	<b>180,600.00</b>	<b>18.06%</b>
Retained contributions: Depository-bank E. Gutzwiller & Cie, Banquiers is reimbursing a part of the depository-fees to Gutzwiller AG Zürich as a group-internal contribution.	Reported on individual credit-note	

Effects of costs on investment yield		
Without taking the aforementioned costs into account, the investment yield would be higher, as indicated below:		
In the first year by:	28,100.00	2.81%
In years 2 through 9 by:	15,550.00	1.56%
In the last year by:	28,100.00	2.81%
Consolidated over the aforementioned holding period by:	180,600.00	18.06%
On average per year, over the aforementioned holding period, by:	18,060.00	1.81%

# GUTZWILLER AG

ZÜRICH

Service: **Investment advising** for natural persons

Single position: **Stocks in Switzerland**, collective custody

Category/trading venue: Large enterprise/SIX Swiss Exchange

Type of transaction: Purchase/sale by phone, email, letter via management

Investment amount: CHF 20,000

Holding period: 5 years

Cost component	Costs	
	in Swiss francs	in %
<b>One-time initial costs</b>		
Purchase of the position (broker's fee)	220.00	1.10%
<b>Total initial costs</b>	<b>220.00</b>	<b>1.10%</b>
<b>Ongoing costs over the aforementioned holding period</b>		
Administration & custodianship (included in table of services)	-	0.00%
<b>Total ongoing costs over the holding period</b>	<b>-</b>	<b>0.00%</b>
<b>Exit costs</b>		
Sale of the position (broker's fee)	220.00	1.10%
<b>Total exit costs</b>	<b>220.00</b>	<b>1.10%</b>
<b>Total costs</b>	<b>440.00</b>	<b>2.20%</b>
Retained contributions: See 1 <sup>st</sup> page	See 1 <sup>st</sup> page	

<b>Effects of costs on investment yield</b>		
Without taking the aforementioned costs into account, the investment yield would be higher, as indicated below:		
In the first year by:	220.00	1.10%
In years 2 through 4 by:	-	0.00%
In the last year by:	220.00	1.10%
Consolidated over the aforementioned holding period by:	440.00	2.20%
On average per year, over the aforementioned holding period, by:	88.00	0.44%

# GUTZWILLER AG

ZÜRICH

Service: **Investment advising** for natural persons

Single position: **Stocks in foreign countries**, collective custody

Category/trading venue: Large enterprise/Frankfurt Stock Exchange

Type of transaction: Purchase/sale by phone, email, letter via management

Investment amount: CHF 20,000

Holding period: 5 years

Cost component	Costs	
	in Swiss francs	in %
<b>One-time initial costs</b>		
Purchase of the position (broker's fee)	280.00	1.40%
<b>Total initial costs</b>	<b>280.00</b>	<b>1.40%</b>
<b>Ongoing costs over the aforementioned holding period</b>		
Administration & custodianship (included in table of services)	-	0.00%
<b>Total ongoing costs over the holding period</b>	<b>-</b>	<b>0.00%</b>
<b>Exit costs</b>		
Sale of the position (broker's fee)	280.00	1.40%
<b>Total exit costs</b>	<b>280.00</b>	<b>1.40%</b>
<b>Total costs</b>	<b>560.00</b>	<b>2.80%</b>
Retained contributions: See 1 <sup>st</sup> page	See 1 <sup>st</sup> page	

Effects of costs on investment yield		
Without taking the aforementioned costs into account, the investment yield would be higher, as indicated below:		
In the first year by:	280.00	1.40%
In years 2 through 4 by:	-	0.00%
In the last year by:	280.00	1.40%
Consolidated over the aforementioned holding period by:	560.00	2.80%
On average per year, over the aforementioned holding period, by:	112.00	0.56%

# GUTZWILLER AG

ZÜRICH

Service: **Investment advising** for natural persons

Single position: **Bonds in Swiss francs**, collective custody

Category/trading venue: Large enterprise/SIX Swiss Exchange

Type of transaction: Purchase/sale by phone, email, letter via management

Investment amount: CHF 20,000

Holding period: 5 years

Cost component	Costs	
	in Swiss francs	in %
<b>One-time initial costs</b>		
Purchase of the position (broker's fee)	190.00	0.95%
<b>Total initial costs</b>	<b>190.00</b>	<b>0.95%</b>
<b>Ongoing costs over the aforementioned holding period</b>		
Administration & custodianship (included in table of services)	-	0.00%
<b>Total ongoing costs over the holding period</b>	<b>-</b>	<b>0.00%</b>
<b>Exit costs</b>		
Reimbursement (commission)	50.00	0.25%
<b>Total exit costs</b>	<b>50.00</b>	<b>0.25%</b>
<b>Total costs</b>	<b>240.00</b>	<b>1.20%</b>
Retained contributions: See 1 <sup>st</sup> page	See 1 <sup>st</sup> page	

Effects of costs on investment yield		
Without taking the aforementioned costs into account, the investment yield would be higher, as indicated below:		
In the first year by:	190.00	0.95%
In years 2 through 4 by:	-	0.00%
In the last year by:	50.00	0.25%
Consolidated over the aforementioned holding period by:	240.00	1.20%
On average per year, over the aforementioned holding period, by:	48.00	0.24%

# GUTZWILLER AG

ZÜRICH

Service: **Investment advising** for natural persons

Single position: **Bonds in euros**, collective custody

Category/trading venue: Large enterprise/Frankfurt Stock Exchange

Type of transaction: Purchase/sale by phone, email, letter via management

Investment amount: CHF 20,000

Holding period: 5 years

Cost component	Costs	
	in Swiss francs	in %
<b>One-time initial costs</b>		
Purchase of the position (broker's fee)	250.00	1.25%
<b>Total initial costs</b>	<b>250.00</b>	<b>1.25%</b>
<b>Ongoing costs over the aforementioned holding period</b>		
Administration & custodianship (included in table of services)	-	0.00%
<b>Total ongoing costs over the holding period</b>	<b>-</b>	<b>0.00%</b>
<b>Exit costs</b>		
Reimbursement (commission)	50.00	0.25%
<b>Total exit costs</b>	<b>50.00</b>	<b>0.25%</b>
<b>Total costs</b>	<b>300.00</b>	<b>1.50%</b>
Retained contributions: See 1 <sup>st</sup> page	See 1 <sup>st</sup> page	

Effects of costs on investment yield		
Without taking the aforementioned costs into account, the investment yield would be higher, as indicated below:		
In the first year by:	250.00	1.25%
In years 2 through 4 by:	-	0.00%
In the last year by:	50.00	0.25%
Consolidated over the aforementioned holding period by:	300.00	1.50%
On average per year, over the aforementioned holding period, by:	60.00	0.30%

# GUTZWILLER AG

ZÜRICH

Service: **Investment advising** for natural persons

Single position: **Funds in Swiss francs**, collective custody

Category/trading venue: Mutual funds

Type of transaction: Purchase/sale by phone, email, letter via management

Investment amount: CHF 20,000

Holding period: 5 years

Cost component	Costs	
	in Swiss francs	in %
<b>One-time initial costs</b>		
Purchase of the position (broker's fee)	220.00	1.10%
<b>Total initial costs</b>	<b>220.00</b>	<b>1.10%</b>
<b>Ongoing costs over the aforementioned holding period</b>		
Administration & custodianship (included in table of services)	-	0.00%
Product costs (thousands of euros, assumption: 0.8% p.a.)	800.00	4.00%
<b>Total ongoing costs over the holding period</b>	<b>800.00</b>	<b>4.00%</b>
<b>Exit costs</b>		
Sale of the position (broker's fee)	220.00	1.10%
<b>Total exit costs</b>	<b>220.00</b>	<b>1.10%</b>
<b>Total costs</b>	<b>1,240.00</b>	<b>6.20%</b>
Retained contributions: See 1 <sup>st</sup> page	See 1 <sup>st</sup> page	

Effects of costs on investment yield		
Without taking the aforementioned costs into account, the investment yield would be higher, as indicated below:		
In the first year by:	380.00	1.90%
In years 2 through 4 by:	160.00	0.80%
In the last year by:	380.00	1.90%
Consolidated over the aforementioned holding period by:	1,240.00	6.20%
On average per year, over the aforementioned holding period, by:	248.00	1.24%

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