

### Company profile

Erste Asset Management (Erste AM) GmbH coordinates and is responsible for all asset management activities within *Erste Group*.

At our location in Austria, Croatia, Czech Republic, Germany, Hungary, Romania and Slovakia we manage assets of about EUR 61.11bn (as of 30 June 2018). With its biggest subsidiary, ERSTE-SPARINVEST, Erste Asset Management has been successfully active in the market since 1965.



#### STRONG OWNER, INTERNATIONAL FOCUS

Erste Asset Management combines comprehensive country specific knowledge with the strength of an international financial service provider. Erste AM is a wholly-owned subsidiary of Erste Group, which provides us with a stable ownership structure. With 16.5 million clients Erste Group is one of the biggest financial service providers in Central and Eastern Europe (CEE) and shows full commitment to this region.

#### CLIENTS: RETAIL AND INSTITUTIONAL

About 350 employees of Erste Asset Management advise both retail and institutional investors. Retail investors obtain Erste AM products and services primarily from the branch network of Erste Bank and the Austrian savings banks (Sparkassen), while the Erste AM Institutionals Team and Erste Group Private Banking cater to institutional investors.

#### FUNDS AND PORTFOLIO SOLUTIONS

We consider ourselves a full-range provider in asset management, meeting every possible requirement via investment funds and portfolio solutions. In addition to our core business, we offer individualised services such as reporting or data services. Our mutual funds are authorised for distribution in Erste AM's core markets and internationally.

### Erste AM Management Board



**Heinz Bednar**  
Chairman of the Board



**Winfried Buchbauer**  
Member of the Board  
*Back Office, Risk*



**Peter Karl**  
Member of the Board  
*Product Management, Retail Sales Austria*



**Wolfgang Traindl**  
Member of the Board  
*Institutional Sales, Internal Audit*

### Media contact



**Paul Severin**  
*Communications & PR*

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#### We offer the following products and services:

- Extensive range of investment funds for private investors
- Investment solutions for institutional investors (*special funds and individual portfolio management*)
- Maintenance-free asset allocation solutions (*funds and portfolio management*)
- Bond management (*money market to high-yield funds*)
- Equity and fixed income funds with focus on Eastern Europe (*incl. country funds*)
- Funds managed according to ethical/sustainable criteria (SRI)
- International equity and fixed income funds

### Corporate Governance

#### Investment Process

We invest in accordance with clearly defined processes that are based on the following principles:

- **TEAM APPROACH**  
Fund managers and analysts continuously exchange data and knowledge while monitoring the most recent developments.
- **FLEXIBILITY**  
Proximity of experts and the Chief Investment Officer facilitates quick reaction to external events.
- **CONSISTENCY**  
Once selected, an investment strategy is pursued consistently and in line with the ongoing development.
- **TRACEABILITY**  
All decisions taken by our fund managers are clearly traceable. This allows us to assess and improve our investment process on an ongoing basis.

#### Risk management

For Erste AM, risk management is both core competence and day-to-day business. In risk management, we mainly focus on the capital market, managing market risks (volatility), credit risks, and liquidity risks. In addition, we also control operational risks that are affected by internal factors (such as employees and structures) and external factors.

The risk management of Erste Asset Management covers all departments and complies with stringent standards: daily risk control, a comprehensive reporting system, and both external and internal auditing of our risk management system ensure the capital we have been entrusted with is safe.

#### Sustainability

Erste Asset Management is committed to socially responsible and environmentally agreeable business practices – and has been so for many years: ERSTE-SPARINVEST, Erste AM's biggest and oldest subsidiary, has offered sustainable funds since 2001. The two fund lines complying with ethical criteria are "ERSTE RESPONSIBLE" and "ERSTE WWF".

With assets under management of EUR 5.18bn (as of 30 June 2018), ERSTE-SPARINVEST is Austrian leader in Responsible Investments.

### Selected awards 2013-2017

#### 2017

LIPPER FUND AWARDS AUSTRIA  
€URO-FUND-AWARDS-DEUTSCHLAND  
ALTERNATIVE INVESTMENTS AWARD

#### 2016

BUSINESS NEW EUROPE  
LIPPER FUND AWARDS AUSTRIA  
LIPPER FUND AWARDS EUROPE

#### 2015

LIPPER FUND AWARDS EUROPE  
LIPPER FUND AWARDS AUSTRIA  
AUSTRIAN FUND OF FUND AWARD

#### 2014

€URO-FUND-AWARDS GERMANY  
LIPPER FUND AWARDS SWITZERLAND  
LIPPER FUND AWARDS AUSTRIA  
LIPPER FUND AWARDS NORDICS

#### 2013

LIPPER FUND AWARDS GERMANY  
AUSTRIAN FUND OF FUND AWARD

### Seals of approval

The sustainable funds of Erste Asset Management are subject to constant monitoring and scrutiny by various organisations. Their seals of approval illustrate the fact that the sustainable funds of Erste Asset Management are not only called "Responsible", but that they do indeed assume responsibility vis-à-vis society and environment.



European Transparency Logo  
for Sustainable Investment  
Funds (EUROSIF)



The Austrian Eco Label