

BOC Asset Management (BOCAM)

Corporate Presentation

1. Bank of Cyprus Asset Management (BOCAM) - Overview
2. BOCAM Products and Services Overview
3. Investment Universe
4. Implementation of Investment Strategies
5. Fund Hosting Services
6. Competitive Advantage

1.1 Bank of Cyprus Asset Management (BOCAM)

License & Authorisation

- BOC Asset Management Ltd (BOCAM) is a wholly owned subsidiary of the Bank of Cyprus Group
- Authorised by the Cyprus Securities and Exchange Commission -License no. MC UCITS 5/78/2012 as a UCITS management company

Highly Regulated

- Investment Services Law (MiFID II)
- UCITS Law
- AIF/AIFM Law
- Retirement Benefits Law (Provident Funds)

Services Offering

- **BOCAM is the first Asset Management Company in Cyprus supported by a Banking Institution aiming to:**
 - Manage and market its own mutual funds UCITS and provide fund hosting services.
 - Investment management of UCITS
 - Administration of UCITS
 - Marketing of UCITS
 - Continue its longstanding offering (of over 20 years) of Discretionary Portfolio Management and Investment Advice to Institutional clients (services previously offered under CISCO)]
 - Management of other collective investment undertakings (AIFs)



Asset Management



1.2 Overview and Organisation Chart

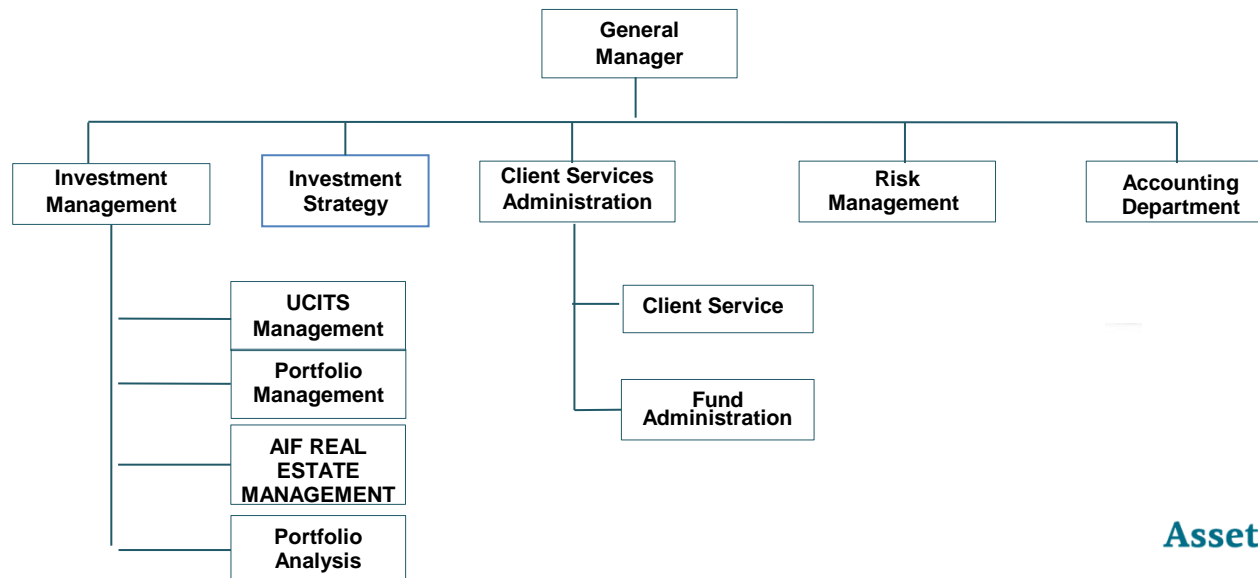
BOCAM: Strengthens existing investment activities & new UCITS-related services

- BOCAM launched on 1st December 2017
- BOCAM manages c.€261 m assets and administers funds c.€180 m (as at 30/06/2020)
- Absorbed existing asset management activities which used to belong to CISCO.
- Capital injection following ECB approval
- Continually identify shifting customer needs and extend Private Banking and Institutional Wealth (IWM) offering into higher value-added asset management products.
- Highly specialised staff
- BOCAM license uniquely positions us for offering Fund Hosting Services to funds that are setting up in Cyprus.

Website: am.bankofcyprus.com.cy

Organisation Chart

An efficient structure with 13 employees



1.3 The BOCAM Team

BOCAM team delivers a cohesive and varied set of skills to its clients:

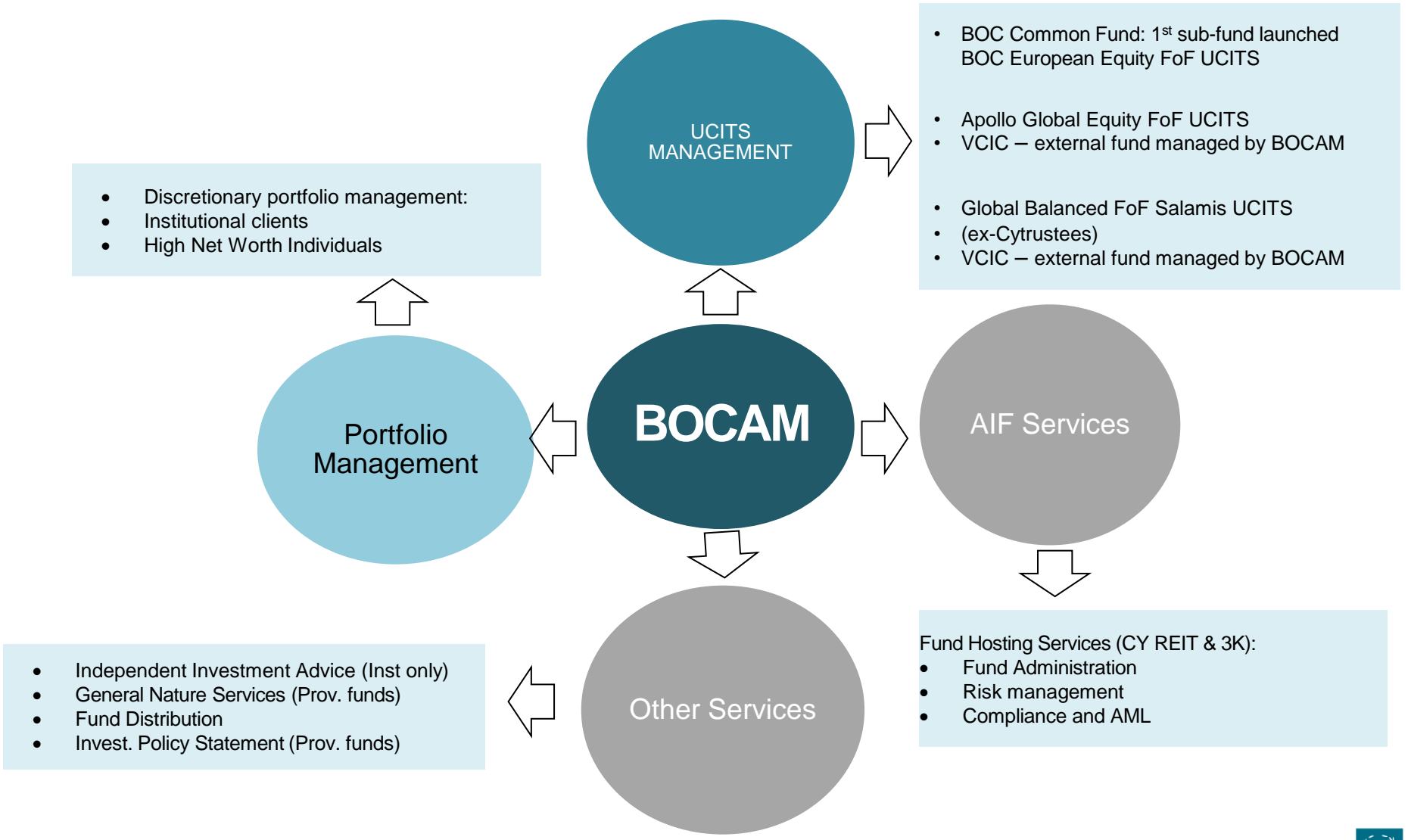
- Highly experienced Asset Managers and Portfolio Analyst
- Highly experienced in-house Risk Manager
- Dedicated Client Service team

General Manager	Christos Kalogeris: More than 20 year experience with local financial institutions heading various units such as Asset Management, Investment Strategy and Private Banking BSc Economics, MBA (Finance & Marketing) – University of Sheffield				
Risk Manager	Vineet Bismal ACA: More than 20 year experience Deloitte (Ldn), CSFB (Ldn), Deutsche Bank (Ldn) , Kommunalkredit, BOC Grp Market Risk ACA – ICAEW; EPEY Advanced certified person; BSc Mathematics University College London				
Head of Investments	Maria Ombashi, CFA: More than 20 years experience CFA Charterholder; BA Economics, Southwestern University, Georgetown, Fulbright Scholar; EPEY Advanced CYSEC Certification Portfolio Manager, Laiki Asset Management (9 years), Fund Manager, Marfin CLR/LFS (5 years) Senior Asset Manager, Cisco (4 years), Head of Investments, BOCAM (2 years)				
Asset Managers	Leonidas Eliopoulos , CFA: 15 years experience LFS – Asset Mgmt CFA Charterholder; EPEY Advanced certified person BSc Maths with Fin. & Econ at City MSc Investment Management Cass	Zenon Papaphilippou, CFA 10 years experience; FxPro Group – Portfolio Manager; cdb Global Capital Ltd – Fund Manager BSc Maths&Stats, MSc Financial Mathematics (Hons) Warwick BusSchool; CFA Charterholder; EPEY Advanced certified person	Constantinos Constantinides: 24 years experience; EPEY Advanced certified person; Laiki Market Risk – Marfin CLR, Head of Research BA Econ. and Accounting, Reading; MA Intl Business Finance MSc Investment Management Cass		
Portfolio Analysis	Styliana Nicolaou ACA: 10 years experience Chartered Accountant (ACA), ICAEW; EPEY Advanced certified person External Auditor at Joannides + Co (6 years) ; Investor Relations Officer, Bank of Cyprus (3 years); Portfolio Analyst, BOCAM (2 years)				
Investment Strategy	Tasos Hadjinicolaou: 25 years financial markets experience BA Accounting and Finance, EPEY Advanced certified person; Head of Treasury Laiki UK (5 years); Proprietary Trader Blue Dolphin Trading (5 years); FX Spot & Futures Proprietary Trader Laiki Cyprus (8 years); Manager Business Strategy Wealth & Markets Bank of Cyprus (3 years); Manager Investment Strategy Wealth & Markets Bank of Cyprus (3 years); Investment Strategy & Advisory Manager BOCAM (2 months)				
Compliance	Olia Poulli FCCA: 20 years experience Chartered Certified Accountant (ACCA), BA(Hons) Accounting and Financial Management; EPEY Advanced certified person Internal Auditor, Bank of Cyprus (8 years); Head of Transfers International Unit (11 years) Compliance Officer, BOCAM (1 year)				
Accounts Department	Victoria Andreou ACA: 10 years experience Chartered Accountant (ACA), ICAEW; BSc (Hons) Business Administration External Auditor & Tax Advisor at PwC (Cy+UK) (7 years) ; Group Treasury Officer, BOC (2 years) Financial Accountant, CISCO & BOCAM (2 years)				
Client Service	Yianna Thrasylvoulou: Head of Client Services Team	Floros Pafitis	Efthymios Mourouzides	Pavlos Pavlou	Eleni Mournечи

Asset Management



BOCAM Products and Services Overview



2.2 BOCAM UCITS Funds Summary

**BOC European
Equity Funds of
Funds**

**Addressed to investors
seeking **European Equity**
exposure
SRRI : 5**

**Apollo Global
Equity Funds of
Funds**

**Addressed to investors
seeking **Global Equity**
exposure
SRRI : 5**

**Global Balanced
Funds of Funds
Salamis**

**Addressed to investors
seeking **Global Balanced
Asset Allocation** exposure
(Global Equities , Global
Bonds, Alternatives and
Cash)
SRRI : 4**

**Provide
exclusive
access to the
best funds in
the world -
Ranked and
Selected using
BOCAM's
Screening
Model**

Multiple options are available for discretionary management portfolios

Focus on traditional asset classes: Equities and Bonds are supplemented by Alternative/Absolute Return strategies

Bespoke: A combination of portfolios is available depending on client profile

Investment through reputable UCITS funds

Fund of Funds (FoFs) Solutions

Equity (FoFs) Portfolios: (4)

- Benchmark: MSCI ACWI/Europe
- Global Equity in EUR/USD/GBP
- European Equity in EUR
- Min. invest.: EUR 250K
- *Mgmt fee: 1% p.a.

Global /
European
Equities

Bond (FoFs) Portfolios (3):

- Benchmark: Barclays Gbl /EUR Agg
- Global Bond in EUR/USD Hedged
- European Bond in EUR
- Min. invest: EUR 250K
- *Mgmt fee: 0.7% p.a.

Global or
Euro Bond

Altern. / Abs. Rtn (FoF) Portfolios(2):

- Benchmark: Euribor
- Currency EUR / USD
- Min. invest: EUR 250K
- *Mgmt fee: 0.5% p.a.

Global
Alternative
/ Absolute
Return

Global Balanced (FoF) Portfolios (5):

- Following a 40/40/20 strategic allocation to Global Equities, Global Bonds & Alternative
- Premier EUR/USD → Min.invest:EUR500K
- Core EUR/USD/GBP → Min.invest:EUR250K
- *Mgmt fee: 0.8% p.a.

Global
Balanced

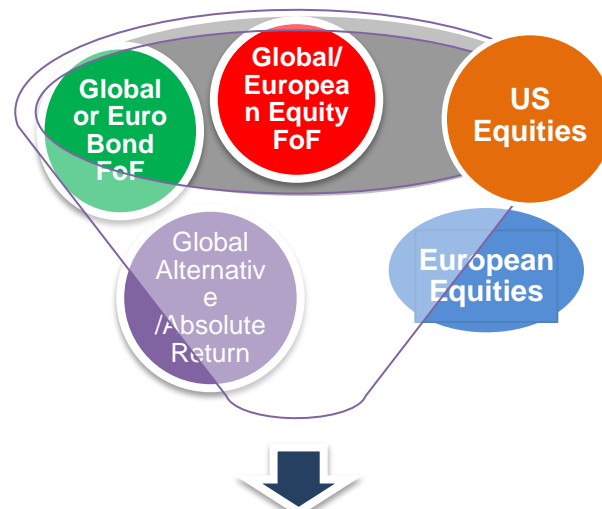
Moderate Conservative (FoF) Portfolio (1):

- Following a 15/75/10 strategic allocation to Global Equities, Global Bonds & Alternatives/Cash
- Currency EUR → Min.invest: EUR250K
- *Mgmt fee: 0.5% p.a.

Moderate
Conservative



15 different investment solutions



Tailored Portfolio

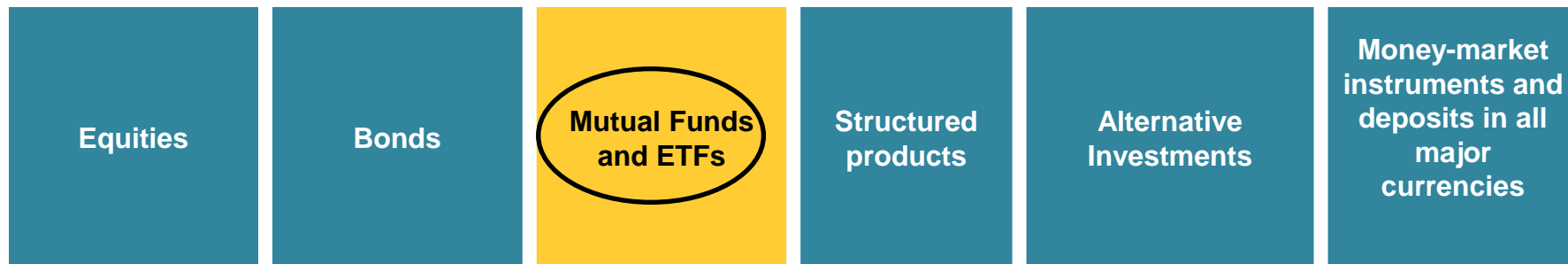
- *Highly specific to client demands*
- *Thorough quantitative analysis*
- *Detailed qualitative overlay*
- *Best of Breed across all Assets*
- *Min. invest.: EUR 2mn*

* Additional transaction costs for Funds: up to 0.20% and ETFs: up to 0.30% per trade

* Management fees are VAT taxable

3.1 Our Investment Universe

Overview of Investment Universe



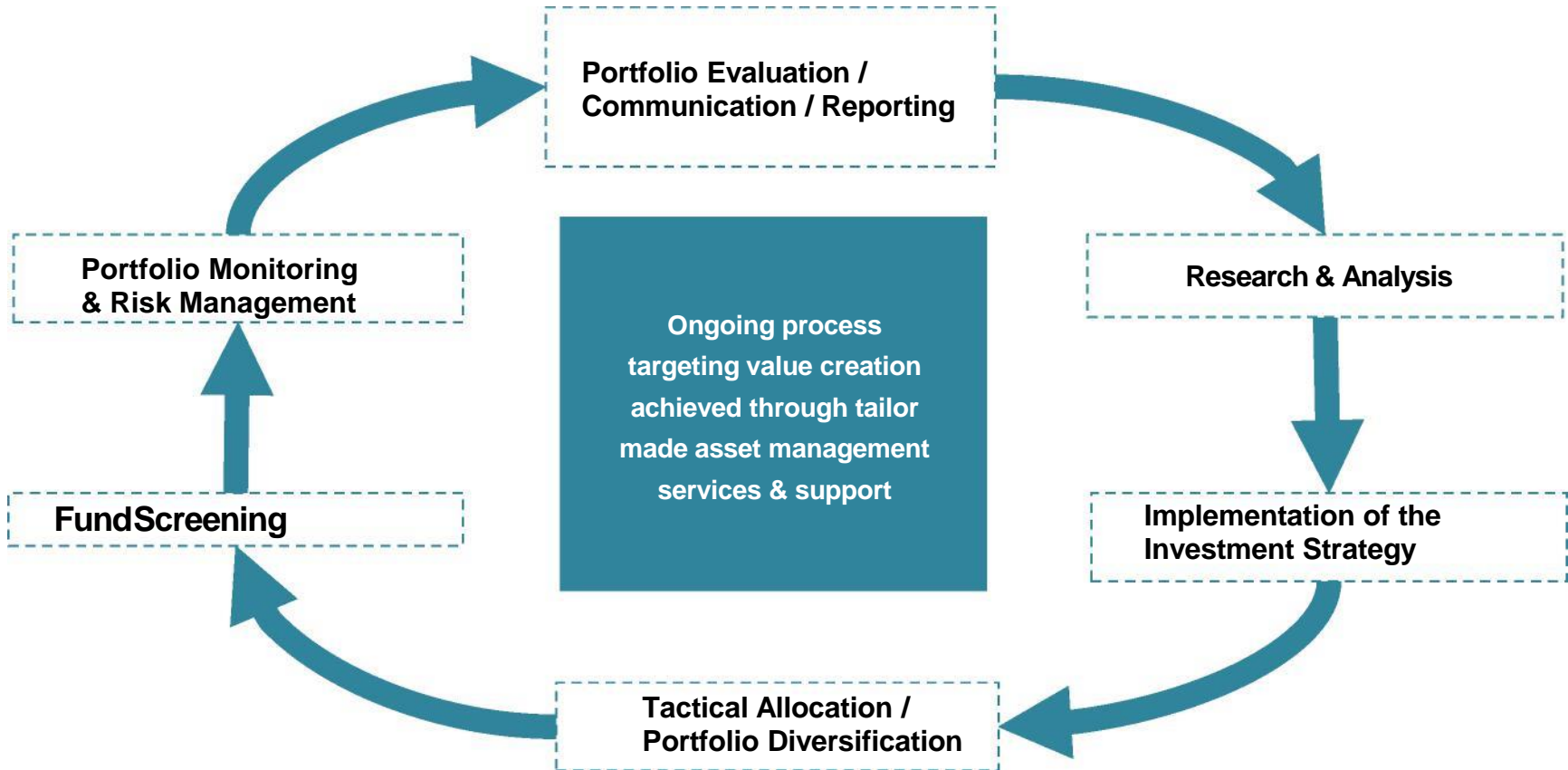
Our approach is to invest **mainly** through mutual funds and ETFs, providing the portfolio with instant diversification.

Open Architecture Approach

- An open architecture approach is used.
- We are able to access leading investment products worldwide – the potential for substantial expansion of portfolio diversification.
- Selection of the best funds from the best fund houses provides our portfolios with significant depth. Continually monitored through the Fund Selection process.
- Ability to select institutional share class mutual funds, with a significantly lower TER than retail class mutual funds.

4.1 Implementation of Investment Strategies

The role of the Investment Manager is to implement the required Investment Policy – through a continuous process of assessment and re-balancing to ensure the portfolio stays relevant and adaptive to market conditions



Fund Administration Services for UCITS and AIFs

BOCAM is a fully licensed UCITS Asset Management Company and offers solutions to UCITS managers and Alternative Investment Funds (AIFs) as well as self-managed AIFs, which have been incorporated according to the relevant legislation of the Republic.

We offer a comprehensive and tailor-made solution to meet Fund requirements.

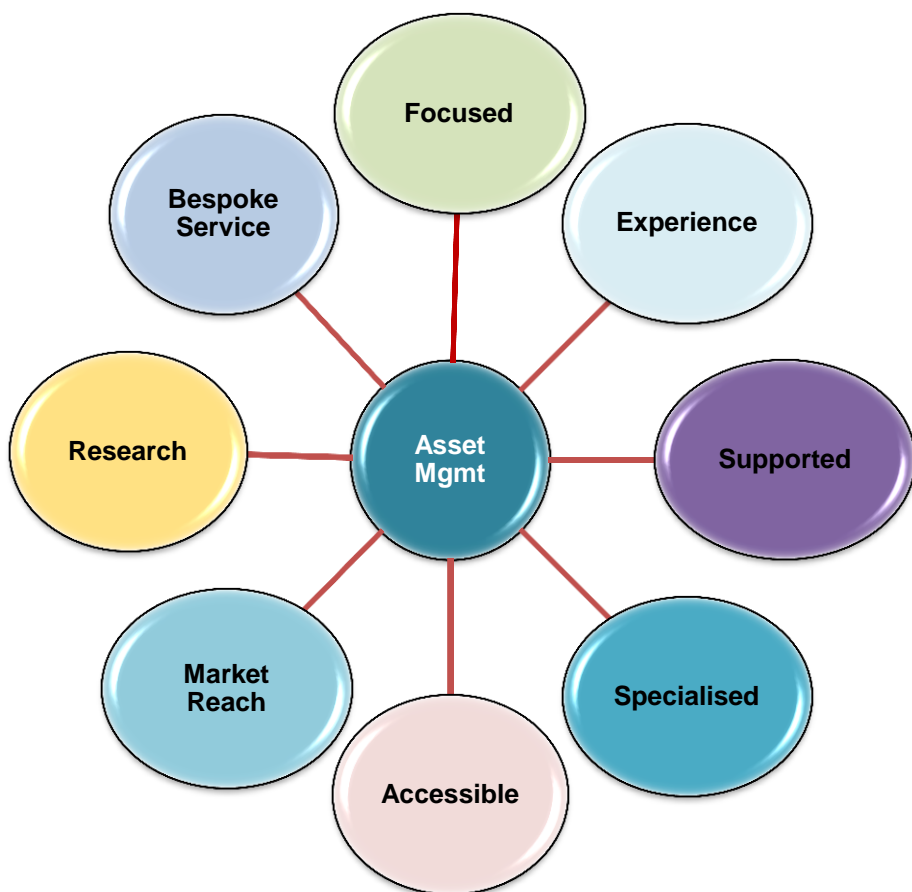
Specifically we provide:

- Calculation of the Net Asset Value of UCITS and AIFs in a daily or fortnightly detailed report (based on relevant legislation and in accordance to the Prospectus and Memorandum of Association of the UCITS and AIFs)
 - Maintenance of accounting books and record keeping for UCITS and AIFs
 - Preparation of periodic and annual accounts with clear and timely communication to all relevant parties involved in the NAV process
 - Informing of all parties involved with the NAV
 - Calculation and payment of expenses of UCITS and AIFs to third parties
 - Monitoring and recording of all corporate actions concerning the UCITS portfolio and AIF
 - Daily reconciliation of the assets of UCITS and AIFs with the custodian
 - Maintenance of Unit-holders Registry
 - Informing of Unit-holders in regular time periods as laid down from the existing legislation
-
- The Cyprus Law for Open-Ended Undertakings for Collective Investment requires that management companies, or self-managed UCITS, must employ a risk management process which enables them to monitor and measure at any time the risk of positions held and their contribution to the overall risk profile of their UCITS funds under management.
 - Also, the Cyprus Law for Alternative Investment Funds requires that the external manager of AIFs, or self-managed AIFs, must maintain and apply appropriate risk management systems in order to identify, measure, manage and duly monitor the risks related to the positions that their funds undertake and the contribution of these positions to the overall risk profile of the funds.
 - BOCAM has a comprehensive, transparent and independent risk management framework in place to meet your needs.

Risk Management

6.1 Why choose BOCAM?

A bespoke service – backed by in-depth research – executed by experienced professionals



Focus

Solely focused in providing fund management services

Specialised team

The team delivers a cohesive and varied set of skills to our clients: Asset Managers with deep experience and knowledge of the funds industry, a dedicated Portfolio Analyst and an in-house Risk Manager

Experience

Qualified, certified personnel. Both local and international experience and deep understanding of the markets.

Accessible

We are available at all times and a moment away from you. Closely working with our clients and their advisors to jointly achieve the desired results.

Market Reach

In depth coverage of different asset classes/strategies.

Research

Access to deep and thorough research reports in order to ground investment decisions and strategy; Access to Internal and External Research

Personalised Service

Ability to react quickly to ever changing markets.

Supported

BOCAM is the first Asset Management Company in Cyprus supported by a Banking Institution

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Asset Management



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