



WHETHER YOU ARE A PRIVATE INVESTOR OR AN INSTITUTION, CHOOSING A TRUSTWORTHY PARTNER TO MANAGE YOUR WEALTH IS A DELICATE AND CRUCIAL DECISION. A **SWISS BANK** IS THE TERM THAT TRADITIONALLY DEFINES THAT WHICH AN INVESTOR EXPECTS OF ITS BANKER: RELIABILITY, ASSURED CONFIDENTIALITY, STABLE RETURNS, EXCELLENT PROFESSIONAL COMPETENCE, TRANSPARENCY AND EFFECTIVE COMMUNICATION SKILLS. THESE ARE THE ELEMENTS UPON WHICH BANCA ZARATTINI & CO HAS BUILT ITS REPUTATION.



The reproductions in the publication on pages 3 and 4 portray details of the work *Spirale* by Felice Varini (1952), which was realized at the Banca Zarattini & Co offices in Lugano. The works of the Swiss artist, now a resident of Paris, are based on the creation of a composite figurative plan: a geometric form designed on diverse surfaces – walls, stairways, windows – which appears as such only if observed from a predetermined point; away from this, only seemingly meaningless fragments are visible. This is a principle which Banca Zarattini & Co have adopted as a metaphor for their own work: diverse and multiple products, services, legal facilities and financial activities which produce results in keeping with the Bank's strategies, placed every day at the disposal of its clients.

BANCA ZARATTINI & CO is a Swiss Bank specialised in private and institutional wealth management, by means of an alternative approach to investment.

Banca Zarattini & Co uses investment funds and proprietary asset management instruments, in various foreign regulatory environments.

The investment methodology is dedicated to protecting principal while searching for positive investment opportunities, regardless of where the market is going, by using investment vehicles not correlated to the classic variables of the financial markets.

Banca Zarattini & Co was among the European pioneers in the use of alternative investments, and in almost 20 years of activity has consistently delivered positive returns.

The bank's services are available to individual investors – assisted by private bankers or fund managers – and institutional investors who wish to diversify their portfolio while maintaining a high level of risk control.

BUILDING A SECURE FUTURE. From the beginning Banca Zarattini & Co's client relations have been based on trust, assured by the values shared by a select and unified group of collaborators.

Stability

The main objective of the bank is to guarantee the peace of mind of its clients. Therefore, the managers of Banca Zarattini & Co are dedicated to protecting the portfolios of their clients from the ups and downs of the markets, and ultimately increasing their wealth. This stability in positive returns has been made possible by using investment strategies not correlated to the stock market indices.

Expertise

As financial markets have continued to change and evolve Banca Zarattini & Co has one of the longest track records of positive returns in the history of professional financial managers. This is the result of an organization which combines the best of technical competence and rigorous discipline.

Transparency

Banca Zarattini & Co wealth management activities are prevalently based on the use of investment funds, to provide their clients with diversified risks and the possibility to see with clarity, at any given moment, their personal portfolio's assets and results.



AT THE SERVICE OF PRIVATE AND INSTITUTIONAL CLIENTS. Banca Zarattini & Co is recognized as a leader in the use of alternative investment methods for wealth management. This technical competence can be used to provide solutions that meet the needs and fulfil the expectations of each client, whether a private individual or an institution.

Private Investors. Banca Zarattini & Co offers a selection of diverse types of investment products differentiated by risk exposure, as well as personalized assistance through private bankers and managers. In addition, Banca Zarattini & Co is capable of protecting and developing the personal and business assets of its clients: from fiscal consulting, to estate planning, from business consulting to the creation of trusts and foundations.

Institutional Investors. Banca Zarattini & Co provides a custom made wealth management strategy that respects the financial policy of each investor, favouring the protection of their capital and the stability of returns in the long run. Banca Zarattini & Co is also capable of creating and managing custom made funds as mandated by the client.

The management of the assets of all investors follows the guidelines established by the Wealth Management Committee of the Bank which are based on these principles:

- the protection of capital in times of adversity
- to always search for the best opportunities offered by the financial markets
- to implement investment strategies with a low correlation with classic market variables.



1991. A NEW GENERATION OF BANKERS. In 1991 Zarattini & Co was founded by the fund managers of the Martin Group – a market neutral hedge fund based in the British Virgin Islands – as a trust company dedicated to the management of private wealth using alternative investment methods, not reliant on the trends in the stock market indices.

1996

In order to diversify, in an unconventional fashion, the management of the client's assets, the Wolf Group was founded: an umbrella fund in the British Virgin Islands, composed of three different portfolios, each one pursuing a different investment strategy: from fixed income arbitrage to systematic trading, from trend following to fundamental analysis.

2001

Zarattini & Co obtains the authorization from the Swiss Federal Banking Commission (SFBC) to operate as a licensed Security Dealer: as such, Zarattini & Co is under compliance with the regulations established by the SFBC, and starts on the path towards becoming a full-fledged bank.

2003

Neutral Sicav is founded, an investment company in Luxembourg, compatible with EU standards, in which the alternative investment techniques inspired by the Zarattini group's philosophy are carried through.

2004

Zarattini & Co offers its wealth management services to institutional investors.

2005

In the month of June the Swiss Federal Banking Commission authorizes the company to operate as a bank under the name of **Banca Zarattini & Co. SA.**

Today

Today, Banca Zarattini & Co is one of the main operators in Lugano specialized in alternative investments and has among its clients insurance companies, banks, funds of funds, and foundations.



**Private Banking
Administrative Offices
Legal and Compliance**

Via Pretorio 1 – 6900 Lugano (Switzerland)
Tel. +41 91 260 85 85
Fax +41 91 260 85 90
info@bancazarattini.ch

Asset Management

Via A. Ciseri 3 – 6900 Lugano (Switzerland)
Tel. +41 91 260 85 85
Fax +41 91 260 85 92
institutional@bancazarattini.ch

www.bancazarattini.ch

The present document was written for the sole purpose of providing information. None of its contents may be interpreted either as an invitation or recommendation to buy, or as an offer to sell, investment products of any kind or enter into any such transaction. In particular, references to investment funds are of historical interest only and do not constitute an invitation to purchase fund shares.