

The 3 FinMarie Steps

1. A web-based questionnaire

At FinMarie, every investor can choose a personally tailored investment portfolio. First, select your return expectations and risk appetite. With the help of FinMarie, you can determine and define your investment profile, create an investment policy, and watch your asset management scheme develop.

Today, anyone who wants to build a fortune while avoiding high fees, will soon come across exchange-traded funds (ETFs for short). These are mutual funds traded on the stock exchange, with the goal of replicating the performance of an index as accurately as possible.

ETFs typically have higher daily liquidity and lower fees than mutual fund shares, making them an attractive alternative for individual investors.

ETFs require a particular investment strategy. Typically, this means tracking the performance of indices such as the German Stock Index (DAX). These indices themselves reflect the performance of the assets they comprise, for example in the case of the DAX, the shares of 30 large German companies. The management of EFTs can be thought of as passive, because the administrator does not decide how to distribute the assets.

If you want to invest in ETF shares, you can usually buy them on the stock exchange without having to pay the front-end load. The provider of an ETF does usually issues blocks of shares rather than individual ones. These are then traded by so-called market makers.

WHY ETFs

Would Exchange Traded Funds (ETFs) make sense for me?

ETFs offer investors the opportunity to invest in an index without actually having to buy the assets they hold, such as stocks. With index funds, you can invest in widely spread stocks relatively conveniently and cheaply. At the same time, it's a flexible form of investment: You can buy and sell your fund shares at any time.

What are the risk of investing in Exchange Traded Funds (ETFs)?

Market price risk: The index serves as the base value for the ETF, so the value of an ETF depends directly on how the index develops. The replicated index, in turn, is significantly influenced by the development of respective assets, which it mirrors. Stock markets, for example, can fluctuate enormously, and these fluctuations happen in accordance with the respective index. Always be aware that ETFs carry risk.

If your ETFs are being managed passively, the administrator is strictly bound to replicate the respective index (for example the DAX); she cannot actively react when the market changes, and is therefore unable to counteract potential risks by making investment decisions.

On the other hand, passively managed EFTs are usually less costly than an actively managed fund, for which the manager strives to do better than the respective index. And this active management is a service that you, as an investor, must pay for.

What are the costs and obligations involved in acquiring Exchange Traded Funds (ETFs)?

Since ETFs only portray indices (ie the fund is managed passively on its own), fees are generally lower than those of actively managed funds.

Termination - Can I return or sell Exchange Traded Funds at any time?

You can resell your shares in an ETF at any time via the stock exchange. You usually also have the option of returning your shares to the fund.

What information does FinMarie have to provide me with?

Anyone who wants to offer a public fund in Germany must create a sales prospectus, which contains all the economic and legal details of the relevant fund. Furthermore, certain main details from the sales prospectus must be summarized in a Key Investor Information document. Plus, FinMarie is legally obliged to make current versions of this information publicly available on its website. The prospectus, Key Investor Information Document and most recent annual and semi-annual reports must be shared prior to any investment in an ETF.

For example, if you seek advice from a bank, savings bank, or financial services institution, they must provide you with all of this information. In addition, you should receive a written record of this consultation.

Who are Exchange Traded Funds suitable for?

If you want to diversify your investments and risk but don't want to put your trust completely in an investment manager's strategy, then ETFs are a way to invest your money over the long term, by relying instead on the performance of an index. For an ETF, it's clear from the start which investment assets are covered, so the fund manager cannot select them at his discretion. Also, in terms of weighting and composition, the manager is tied to the performance of the index.

Will I have to pay taxes?

All investments may incur taxes, so you should consider tax implications before deciding on an investment.

How does the ETF market look at the moment?

The European ETF market got off to a good start in 2018, with a record-breaking EUR 13.4 billion invested in January alone.

2. Opening a deposit account

We will ask you to give us -beside the regulatory required disclosures - information about your investment preferences and your financial situation which is essential for us to build up your custom-made portfolio. Here are the steps you will be guided through when opening your account:

- Submit your contact details, starting with your name, address.
- Financial situation
- Investment experience
- ETFs potfolio proposal
- Final declaration
- PostID Verification under:
<https://www.deutschepost.de/en/p/postident/identifizierungsverfahren.html>
- Open bank account

As a customer, the account you use to make investments must be held by a depository bank (or custodian) as defined by the German Investment Code (KAGB), and not with the asset manager itself (in this case, FinMarie). The assets under management will be held in Sutor Bank name and for the account of the client on the customer's account or custody account.

3. Asset Management

FinMarie works together with german Robo-advisor platform growney <https://growney.de/>

Growney is an online investment services that automate investment advice in order to make wealth management accessible to potentially everyone at any time. The intuitive platform enables you to either choose the parameters proposed by the system, or configure your own investment preferences. You can modify your settings at any time.

Based on informations from web-based questionnaire an algorithm creates an investment proposal, sample portfolio or investment recommendation. Your FinMarie investment portfolio will depend on many factors: The economy, inflation, government finances, taxes, monetary policy and market psychology.

In order for FinMarie to administer your asset-portfolio you give us what's called power of attorney. This gives FinMarie access to your deposit account with the custodian bank. However, we have no authority to take possession of your funds and securities.

FinMarie's fee is usually determined as a percentage of the portfolio volume and often also includes a performance-related component. Through our passion, professionalism and experience, we take your asset management seriously, adding value and making sure you achieve your financial goals.