

General information on inducements.



Dear Client,

The companies in the German Savings Bank Finance Group (S-Finanzgruppe) offer in-depth information and personal advice to help you invest in securities and other financial instruments. In particular, the companies in the German Savings Bank Finance Group use their expertise to help you make investment decisions, taking into account your knowledge and experience of transactions in financial instruments, your financial situation, investment objectives and risk aversion. These companies also assist you after you make an investment decision. If desired, they can hold an advisory session with you to determine whether the financial instruments you hold are still appropriate for you. Costly personnel and organisational measures are required to provide these services.

As a result, DekaBank feels we must receive inducements from our sales partners, or margins, to cover our expenses. We may receive inducements in the form of cash payments (cash inducements) or non-cash benefits (non-cash inducements).

If we receive inducements in the form of cash payments, a distinction must be made between one-time and regular inducements. One-time inducements are paid as a one-time fee based on sales volume. We receive regular inducements in the form of recurring fees based on portfolio size from our sales partners. Product and service providers may provide inducements as non-cash benefits in the form of free or discounted in-kind benefits and/or services.

Organisational measures are used to ensure that these (cash and non-cash) inducements are not contrary to your interests as a client, but are instead used to maintain and further improve the quality of the investment services and ancillary investment services we provide.

In the interests of cost transparency, we inform you in detail about the specific cash inducements and transaction-related non-cash inducements we receive from our sales partners, in particular for the sale of investment fund units.

In addition to receiving inducements, we also provide cash and non-cash inducements to our sales partners. In particular, we provide cash inducements for investment fund units, certificates and structured bonds sold by our sales partners.

Organisational measures are also used here to ensure that these (cash and non-cash) inducements are not contrary to your interests as a client, and are used to maintain and further improve the quality of the investment services provided.

General information on inducements is provided below to provide you with maximum transparency when making investment decisions. We first inform you about the inducements we receive, and then about the inducements we provide to our sales partners.

Receipt of inducements

A. Cash inducements

Investment fund units

One-time inducements: Management companies can charge an issuing surcharge when issuing fund units. We receive a one-time inducement for these funds with issuing surcharges that can be as large as the total issuing surcharge. As a rule, the issuing surcharge and, therefore, the one-time inducement is, for example, between 0.1 and 5.5% of the net asset value per unit for bond funds, and between 0.1 and 5.75% of the net asset value per unit for equity funds, open-ended real estate funds, mixed funds and funds of funds.

Regular inducements: Management companies do not charge an issuing surcharge for all investment funds. For some funds, they instead withdraw a regular inducement from the fund assets. We receive this regular inducement for the period you keep the fund units in your securities account. As a rule, we also receive regular inducements for funds with issuing surcharges that are typically smaller than for funds that do not have issuing surcharges. As a rule, the regular inducement is, for example, between 0.1 and 1.2% p.a. for bond funds, between 0.1 and 1.5% p.a. for equity funds, between 0.1 and 0.6% p.a. for open-ended real estate funds, and between 0.1 and 1.7% p.a. for mixed funds and funds of funds.

B. Non-cash benefits or non-cash inducements for all product categories

Product and service providers can provide non-cash inducements and non-cash benefits to us. These generally take the following forms:

1. Employee-oriented non-cash benefits, e.g.

- technical support services,
- product and market information,
- general sales support.

2. Employee-oriented services, e.g.

- courses,
- training,
- presentations, professional conferences,
- events,
- advisory services.

3. Client-oriented non-cash benefits and services,

(client or product-related sales promotions) e.g.

- marketing materials,
- client events and presentations,
- give-aways.

Provision of inducements

A. Cash inducements

1. Investment fund units

If we receive one-time or regular inducements for sales of investment fund units, we in turn provide all or part of these inducements to our sales partners.

2. Certificates and structured bonds

One-time inducements: As an issuer of certificates and structured bonds, we may charge a one-time issuing surcharge. We provide all or part of this issuing surcharge to our sales partners as a one-time inducement. We may also provide our sales partners a one-time inducement from the investment amount. As a rule, the one-time inducement is between 0.1 and 5% p.a.

B. Non-cash benefits or non-cash inducements for all product categories

We provide non-cash inducements and non-cash benefits to our sales partners. These generally take the following forms:

1. Employee-oriented non-cash benefits, e.g.

- technical support in the form of IT hardware and/or software and access to databases and analysis programmes,
- informational materials (incl. research), in particular on financial instruments, product and market development,
- general descriptions of products and services, e.g. newsletters, advertising brochures or small non-cash benefits.

2. Employee-oriented services, e.g.

- courses,
- professional conferences,
- advisory services.

3. Client-oriented non-cash benefits and services, e.g.

- client or product-related information or events.