

Excellence and performance  
in Private Banking



**My Private Bank**  
Performance is our mission

## Who we are

Swiss Private Bank of high standing

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Axion SWISS Bank SA is a bank based in Canton Ticino, specialising in world class Private Banking services. Created in 1998, it has been part of BancaStato Group since 2010. The Group acquired control of the bank from UniCredit (Suisse) Bank SA, now Axion, with the intent of securing specific know-how and developing an international Private Banking division. In 2016, the expertise of the Private Banking centre was further strengthened with the acquisition of part of the Private Banking arm of Société Générale Private Banking (Lugano-Switzerland) SA, thus doubling in size. Axion is first and foremost a Bank focused on its clients' requirements, placing great importance on the value created for clients in terms of portfolio performance, as well as on close and stable relationships. Axion is well known for its solidity, prudent approach and security derived from being part of BancaStato Group. As a result, Axion can offer its Private Banking clients a 360-degree comprehensive service, including a platform of additional and complementary services such as mortgages. Axion Swiss Bank SA is 100% owned by Banca dello Stato, Canton Ticino.

### **A bank designed with our clients in mind**

Axion's mission is to provide complete satisfaction for its clients through a comprehensive and high-quality asset management offering. The service is highly personalised and adapted to each individual client's needs. Each client is closely involved in ensuring that the optimum solution is provided.

Axion is an efficient and modern bank offering a flexible and personalised service that follows a sustainable growth path in partnership with BancaStato.

Axion aims to deliver consistently high performance across all corporate activities undertaken on its clients' behalf.

### **ON KEY FIGURES**

- 100% owned by BancaStato
- A Swiss success story since 1998
- Focused on high quality Private Banking
- Independent management of Luxembourg-based SICAV funds
- Balance sheet total (2018): CHF 1.24 billion
- Core Tier 1 (CET1) 2018: 31.6%
- 63 employees on 31.12.2018

# The Group

Banca dello Stato of the Canton of Ticino

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Banca dello Stato of the Canton of Ticino was created in 1915 with the aim of promoting the economic development of the Canton and to offer Ticino's population the possibility of investing their savings securely and profitably. A hundred years have passed since its creation and BancaStato has never failed in its important mission, firmly anchored in the law. Pursuant to the public mandate it received, the institution benefits from a State guarantee in the running of its business.

As a bank historically linked to real estate mortgages, the range of services it delivers has gradually increased over the years. Thanks to over 400 employees working in 4 branches and 16 agencies spread all over the Canton, it can provide all the services and products of a global bank: from granting loans to private individuals and companies, to payment transactions, to retirement funds and wealth management services. The bank also has a wide range of electronic banking services and a capillary network of ATMs all over the Canton.

## **BancaStato aims at fostering the economic development of the Canton**

Given the ongoing uncertainty in the banking world due to the economic situation, BancaStato is a trustworthy, stable and competent partner capable of offering its clients the wide range of services that only large banks can provide, while always remaining close to its clients – a typical feature of an institution strongly rooted in its region.

### **BANCASTATO KEY FIGURES**

- Owned by the State and the Republic of the Canton of Ticino
- Guaranteed by the State
- Bank created in 1915
- Balance sheet total on 31.12.2018: CHF 13.4 billion
- Real Estate Mortgages on 31.12.2018: CHF 9.4 billion
- Core Tier 1 (CET1) 2018: 15.6%
- 419 employees, 4 branches, 16 agencies

# Service Offering



## Our services

Based on individual needs (suitability and appropriateness)^

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### Asset Management and advisory mandates

If you are an investor wishing to maintain full control of your financial affairs, Axion Swiss Bank is available to manage your assets directly with the help of our Private Banking consultants. You will be able to discuss your investment ideas with them, while reserving the right to take the final decision. The Advisory Mandate will also allow you to have access to our financial research. All securities and currency transactions are carried out by our specialists in full compliance with "best execution" regulations. Axion Swiss Bank avails itself of a team specialised in derivatives, structured and listed products. The team is available if you wish to optimise the yield or minimise the risks of your portfolio with tailor-made solutions.

**Expertise and dedication** When you entrust us with an Asset Management Mandate, you will also establish a close relationship with our Bank. Together, we will choose a personalised management strategy on the basis of your goals, your asset structure and your degree of acceptable risk. Your Private Banking consultant will be your main point of access to our diverse services and banking specialists.

If required, we can also undertake an overall analysis of your financial situation that will include all the different assets as well as any changes in your income (financial, business and real estate assets, intangible assets or liabilities).

Our products are flexible, personalised and run on an open architecture, and they can satisfy all requirements thanks to the comprehensive range of banking products we offer, while also giving you access to the specific knowledge and skills available at the Group Holding level.

### Brokerage Services

The Axion Trading Room is active on international Financial Markets on behalf of the Bank's private and institutional clients.

### Custody Services

Axion delivers "efficient" Custody services for a wide range of Financial Instruments available for private and institutional clients.

### Fund Management

Having our own Luxembourg Sicav (ASB Axion Sicav), we are able to offer a range of versatile and diversified UCITS investment funds, divided into monetary, bond, mixed and equity funds. Thanks to the long experience of the Asset Management team, we work professionally to offer highly active management aimed at dealing rationally and methodically with all phases of the market to the benefit of the overall medium-term return

# Customer Satisfaction

A unique, special and lasting experience

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Above all, we are a bank designed with our clients in mind. Having tackled a variety of private and often sophisticated requirements over the past 20 years, we decided to forge a more specialised path for our business. Over time, these requirements have defined our mission: discussing and acting alongside our clients to deliver the best possible performance in all areas of our relationship. We are a Bank with a rich international culture and a high intellectual profile. Our managers have held important roles with well-known global financial groups and all have outstanding cultural and professional backgrounds. Our creativity has developed over time thanks to innovative projects, and as a result we are in a position to help our clients pursue ambitious goals.

We are a successful Bank in the eyes of our clients, shareholders and employees, and at the same time we have a sense of responsibility towards the community in which we operate.

## Performance is our mission

### Our promises:

- Continuity in our personalised relationship style
- Expertise and dedication aimed at analysing and satisfying your needs
- Quality products and services
- Compliance and risk management
- Speedy decision-making
- Close connection with financial markets
- Expertise on international markets
- Canton-wide coverage

# Governance

Bank Management

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## Board of Directors

Chairman

Bernardino Bulla

Deputy Chairman

Giovanni Jelmini

Members:

Renato Arrigoni

Raoul Paglia

Dr. Donato Cortesi

## Executive Board

President of the Executive Board

Marco Tini

Head - General Management Services

Giampiero Marangio

Head - Private Banking & External Asset Managers

Guido Marcionetti

Head - Private Banking Department

Renzo Triulzi

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