

Vontobel

cosmofunding

by Vontobel

Vontobel's Financing Ecosystem

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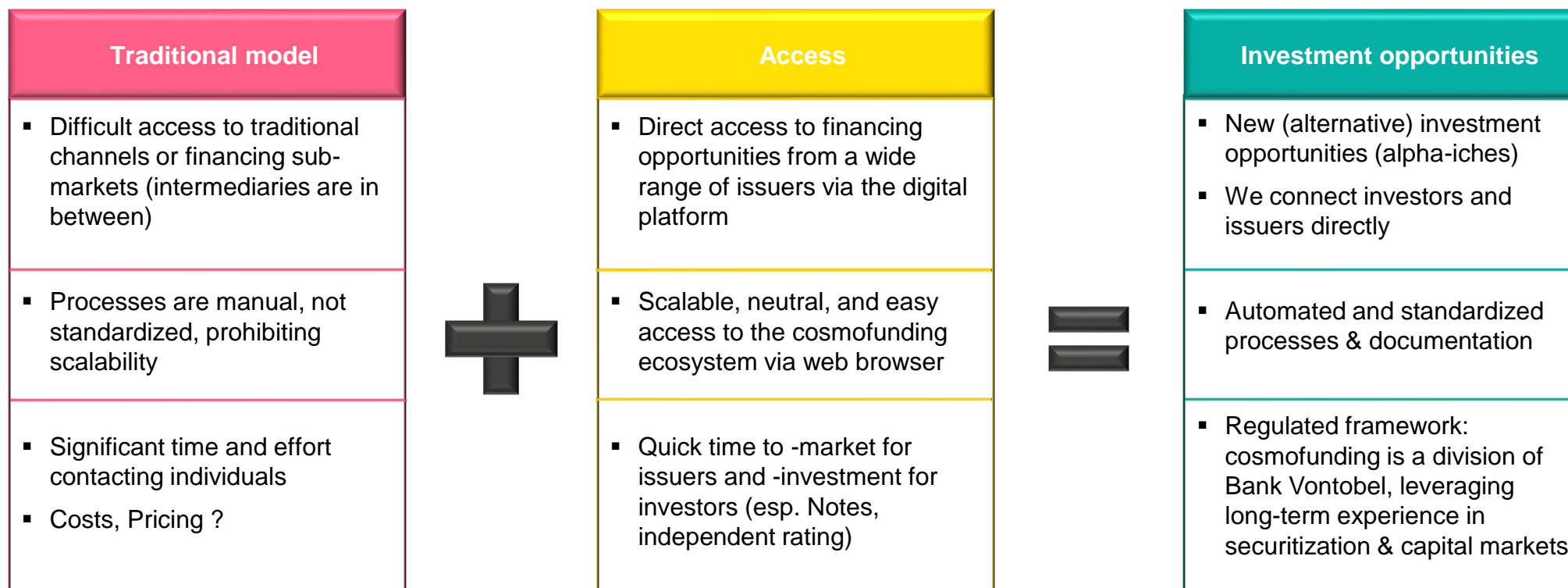
October, 2022



Why cosmofunding?

The Swiss financing market is CHF 989bn p.a.¹

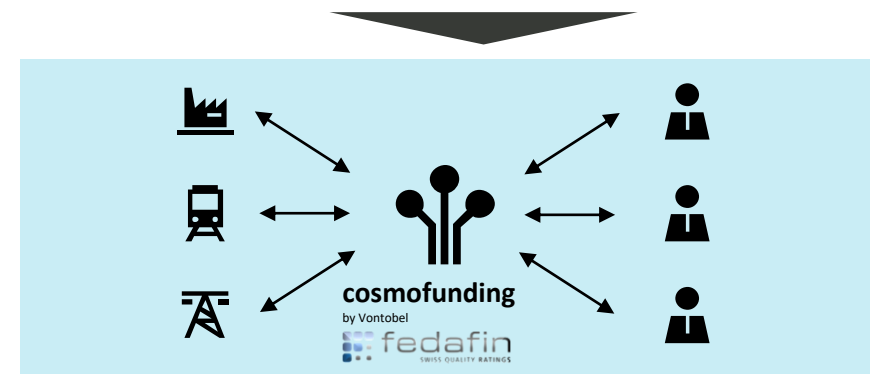
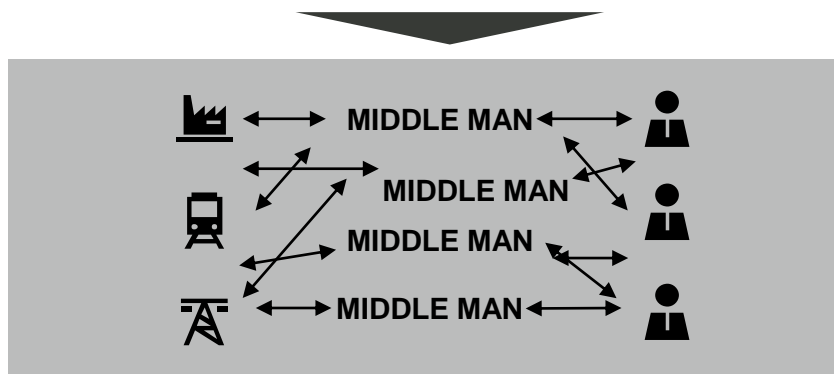
- As a borrower, do you have access to the capital market with its key institutional investors?
- As an investor, do you have access to relevant and interesting investment opportunities?



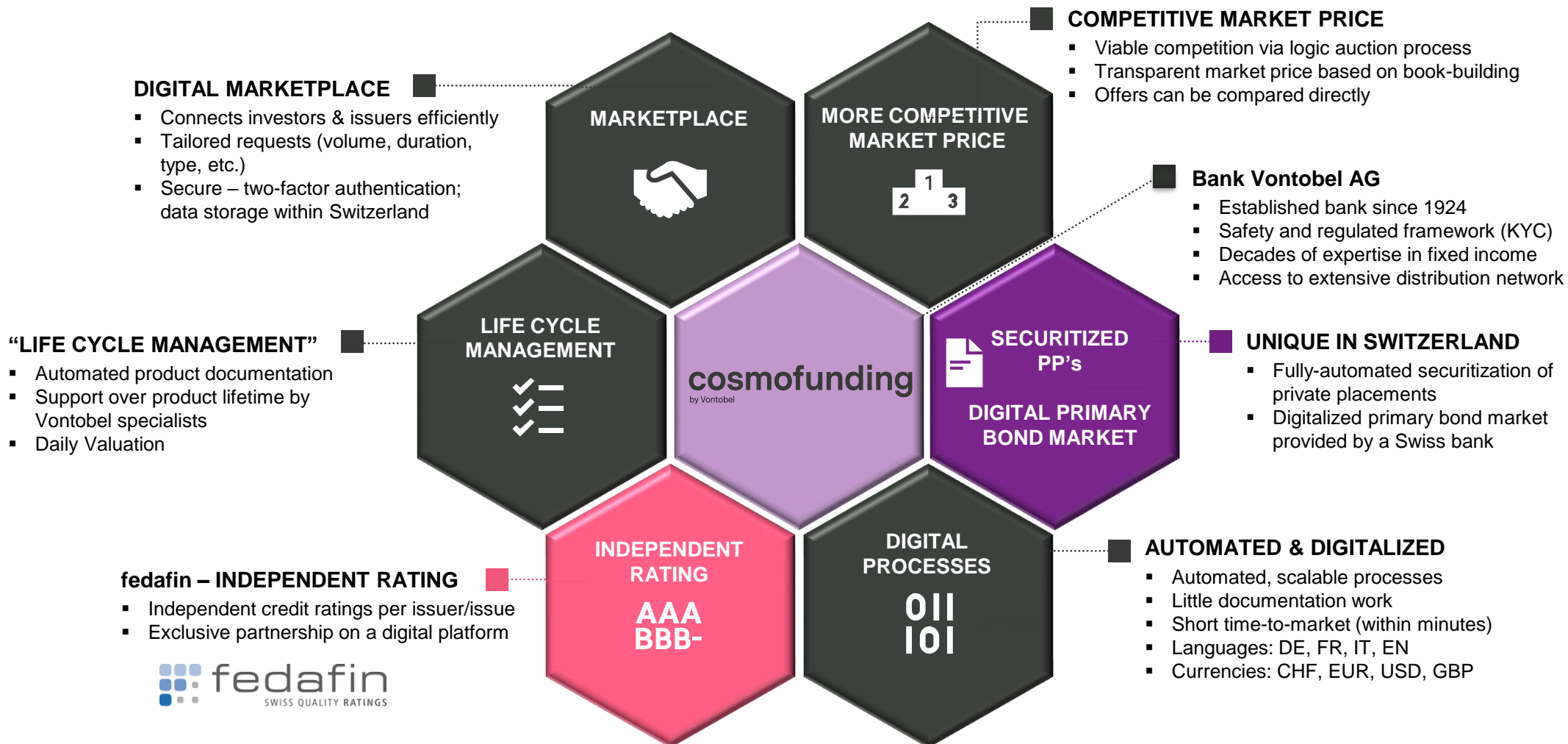
¹ This figure is based on a careful analysis of the Swiss financing market in the individual submarkets by compiling various data sources from SNB, EFV Admin, SIX / SBI and Bloomberg LP.

cosmofunding provides solutions to challenges of capital markets

	CHALLENGES OF CAPITAL MARKETS	COSMOFUNDING SOLUTIONS
MARKET	<ul style="list-style-type: none"> ▪ Access only via banks and few others (e.g. brokers) ▪ Market excludes many participants ▪ Fragmented 	<ul style="list-style-type: none"> ▪ Open: issuers and investors connect directly – no middle man ▪ Financing market opened to new participants ▪ Centralized via platform
PRICE	<ul style="list-style-type: none"> ▪ Offer from just a few / one - party ▪ Opaque, untransparent, inefficient 	<ul style="list-style-type: none"> ▪ Competitive, lower pricing ▪ More efficient and transparent market
PROCESSING	<ul style="list-style-type: none"> ▪ Manual (via mailings and phone) ▪ Laborious tendering process ▪ Not standardized 	<ul style="list-style-type: none"> ▪ Digital end-to-end ▪ Search costs close to zero thanks to network effects and data ▪ Scalable with significantly lower transaction costs ▪ Securitized, bankable and repo-enabled fin. Instruments
ECOSYSTEM	<ul style="list-style-type: none"> ▪ Bilateral ▪ Unsatisfactory user experience 	<ul style="list-style-type: none"> ▪ Network effect: platform increases utility of every user ▪ Tailored user experience using data



Your benefits at a glance



cosmofunding update

Platform News

- ✓ Continued issuer, investor and volume growth despite (or due to) rising rates
- ✓ Exclusive partnership with Innergia – André Hoffmann new shareholder of Innergia
- ✓ Contracts can be signed by QES (Qualified digital signature) since August 2022

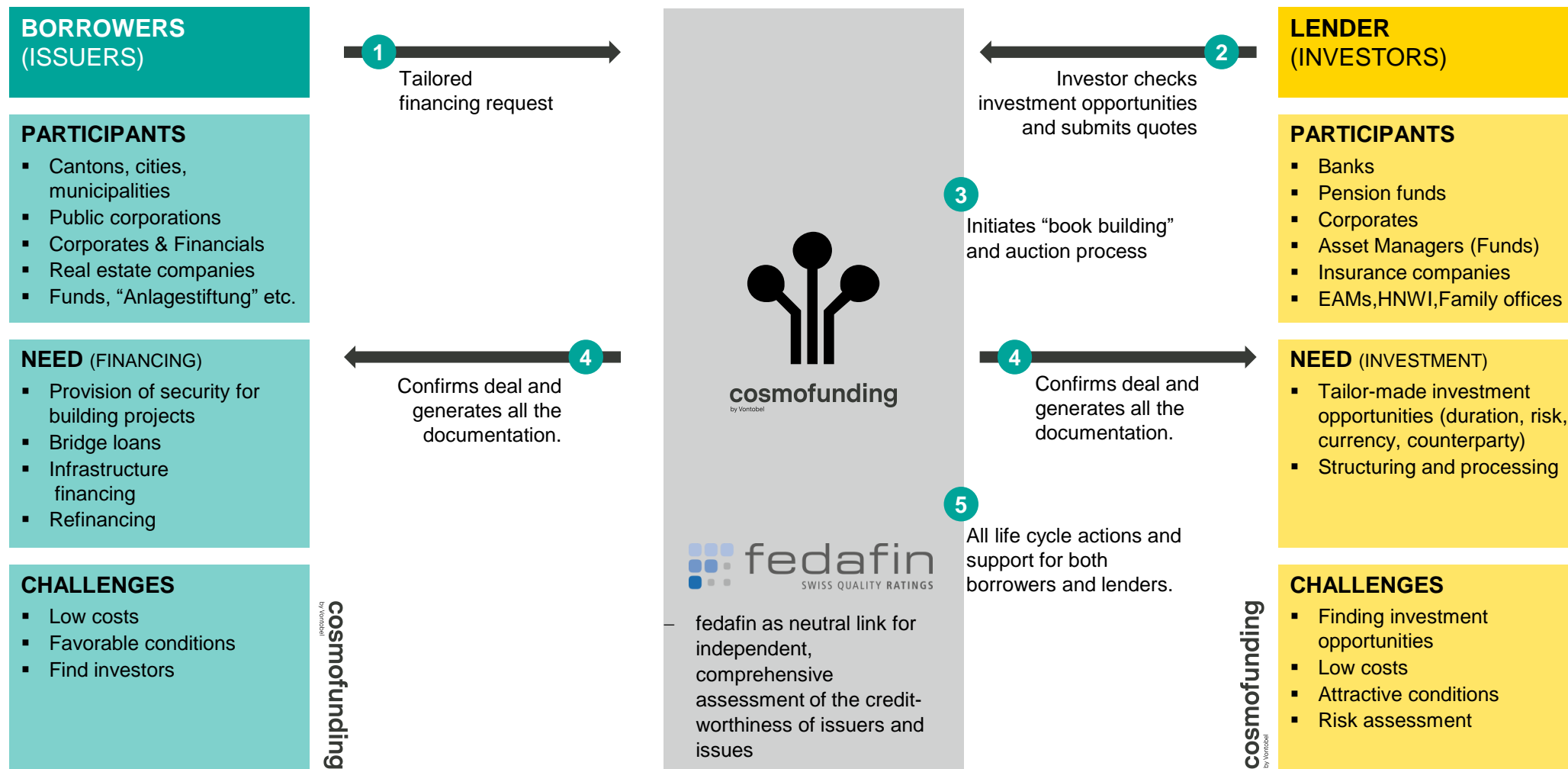
Financials

Issued volume		Issued lifetime	Issued volume
2018: CHF 0.4bn	CHF >7 bn YTD 2022 CHF >20 bn since launch 4Q18	2w / 20y Min. / Max.	CHF 0.3 / 300 Mio Min. / Max.
2019: CHF 1.9bn			
2020: CHF 4.2bn			
2021: CHF 7.0bn			


Current Trades

- Growth drivers: utilities, semi-public and corporates asking for financing
- Real Estate: Capital market investors' appetite for mortgage financing clearly lower
cosmofunding to redesign mortgage offering to allow direct mortgages
- New product: Public Private Partnership solutions for climate neutrality

cosmofunding - ecosystem connecting issuers & investors




Proprietary matching platform is at the heart of cosmofunding (investor view)


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Stefan Pomberger
Bank Vontobel AG - cosmo (on behalf of clients)

NAME	VOLUME	ISSUE DATE	DURATION(S) AND MATURITY DATE(S)	ISSUE TYPE	AUCTION ENDS IN	DETAILS
> Comune di Lumino	500'000 CHF	10.05.2022	3 months (10.08.2022), 6 months (10.11.2022) *	Auction (on behalf of)	15:44:40	EXPAND
✓ Stadt Bern	100'000'000 CHF	10.05.2022	3 months (10.08.2022)	Auction	17:44:40	CLOSE



QUICK OVERVIEW

Name	Stadt Bern	RATING	Description	17-2022-2
Purpose	Refinancing		Coupon (p.a.)	No coupon (p.a.)
Volume	100'000'000 CHF		Price	No price
Payment Date	10.05.2022			
Maturity Date(s)	10.08.2022			
Alternative maturity dates accepted	No			

AUCTION OVERVIEW

Type	Auction
Product Type	Loan and Private Placement
Auction Start	19.04.2022
Auction End	03.05.2022, 10:00:00

COVENANTS

Withholding Tax	No
Maximum number of investors	10
Security Type	Unsecured

ATTACHMENTS

Attachments *No attachments*

[CREATE QUOTE](#)

Create Quote

Product Type * <input checked="" type="radio"/> Private Placement <input type="radio"/> Loan	Quote Type: * <input checked="" type="radio"/> Yield to maturity <input type="radio"/> Swap Spread (vs. SARON)	Yield to maturity: * <div style="border: 1px solid #ccc; padding: 5px; display: flex; justify-content: space-between;"> -0.4 % </div>	Volume: * <div style="border: 1px solid #ccc; padding: 5px; display: flex; justify-content: space-between;"> 100'000'000 CHF </div>
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Quote Calculations

Investment calculation for Investor

DURATION(S)	
Yield to Maturity Investor (p.a.)	3M -0.400%
Coupon (p.a.)	0.000%
Issue price	100.1025%
Spread CHF Swap Mid (vs. SARON)	30.193bp

We are here for you

Your personal contact



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