

Gerald Rink / Magnus Schmagold

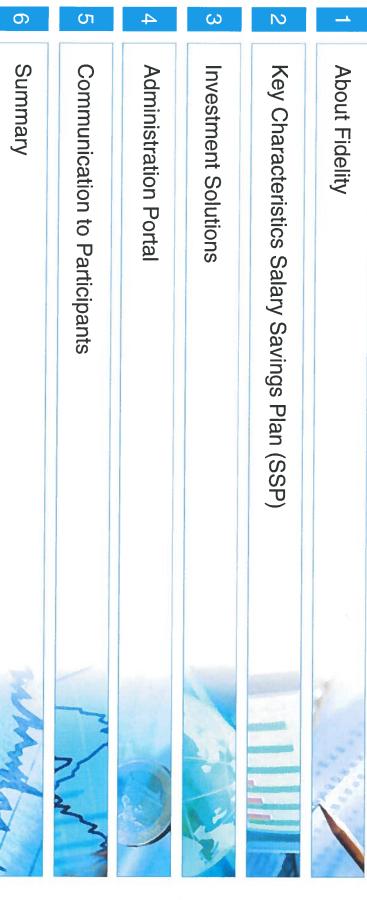
Fidelity International

The Hague, 7th July 2009



### Agenda







### Agenda

- About Fidelity
- 2 Key Characteristics Salary Savings Plan (SSP)
- Investment Solutions

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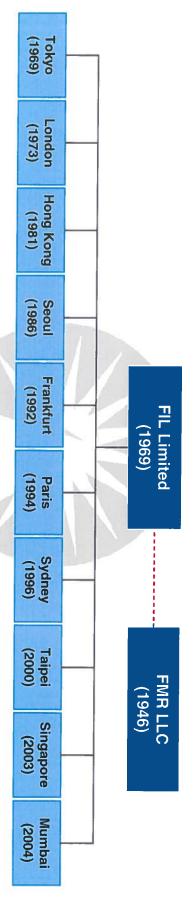
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**Administration Portal** 

- Communication to Participants
- တ O Summary Communication to Participants



# Fidelity International - A global network



- 1990: Set-up of Sales Office in Amsterdam
- 1992: Set-up of Sales Office in Frankfurt am Main

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- 2003: Move to own premises in Kronberg im Taunus
- 2006: Set-up of dedicated pension unit for corporate clients in Germany
- 2009: Institutional Business consists of 16 staff managing plans for more than 40 clients

- Stability and Independence due to private ownership
- Asset Management and Pension Solutions are core business
- Disciplined and sustainable Investment Process

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- Assets under management FIL: approx. US\$ 157 billion.
- Assets under management FMR: approx. US\$ 1.200 billion

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# Fidelity - Investment expertise and Pension know-how



## more than 20% market share in the US\* More than 25 years of experience and

- (401k) Market leader for occupational pension plans
- 14.2 million member accounts 17,984 corporate clients with
- US\$ 911 billion assets under administration tor plan members
- US\$ 442 billion assets invested into Fidelity **Funds**

## ... as well as international experience

pension plans in the UK since 1994 Established provider of defined contribution

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- ¥ More than 10 years experience with pension plans in Japan
- V Since 2000 one of the leading providers of pension plans in Hong Kong
- V solutions in Germany and France (2006 and Successful launch of local retirement 2008 respectively)

in the chemical industry next to HPBS and R+V the three official provider for pre-retirement solutions Fidelity has been named by IG/BCE and BAVC as one of







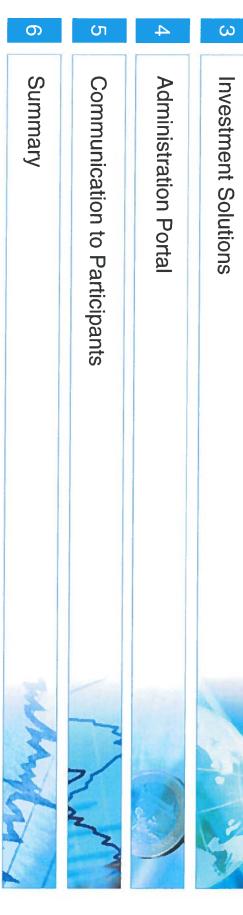
Source: Fidelity as at 31st December 2007. \*Provider in the US is FMR Corp., an affiliated company of Fidelity International



### Agenda









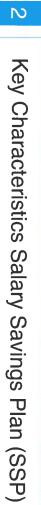
# Key characteristics of the Salary Savings Plan



- Eligibility: Currently, all staff starting on or after 1st January 2009 with EPO
- Contributions: Split between participant (1/3) and employer (2/3)
- ¥ Investments: Three investment strategies available to participants
- Flexibility: Opportunity to adapt investment choice once per calendar year
- ¥ Access: Via online portal and dedicated personal login credentials
- ¥ Supervision: Plan monitored by supervisory committee consisting of staff and management representatives









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Administration Portal

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Communication to Participants

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Summary





### Glossary I



What is an Investment Fund?

An Investment Fund is a portfolio of assets such as bonds or shares.

Who is the legal owner of the Funds in the case of the SSP?

usually at retirement. funds and remains the legal owner until the Office transfers the money to the staff, however they are not yet the legal owner of the funds. The Office (EPO) orders the The employees decide in which investment fund they would like to be invested in,

What does an employee have to do within the SSP?

chosen the preferred strategy, no further action is required. The employee may choose the strategy which is best suitable for him. Once he has



### Glossary II



What is Equity?

investment fund. The American term is stocks. An alternative term for shares. A share is a unit of ownership in a company or

What are Bonds?

the loan is repaid. bondholder receives regular interest payments based on the coupon rate. On maturity A security issued by a company or a government. During the life of the bond, the

What is considered as Cash?

degree of safety of the original investment. When investing in Cash the Fund Manager invests in short term money market securities. Cash presents the lowest level of expected return but ensures liquidity and a high



# Investment strategies for the salary savings plan



## 1. Life-Cycle Funds

- 7 funds with a pre-defined target date ranging from 2010 to 2040 in 5-year intervals.
- The FF Target funds are matched with the retirement age of the participant and change their composition from mainly equities to a cash-near portfolio towards their target date.

# 2. Conservative multi-asset investment strategy

- A conservative portfolio consisting of maximum 20% equities with the remainder being invested in bonds and cash
- The fund makes use of Fidelity products as well as funds from other providers.

## 3. Euro Cash Fund

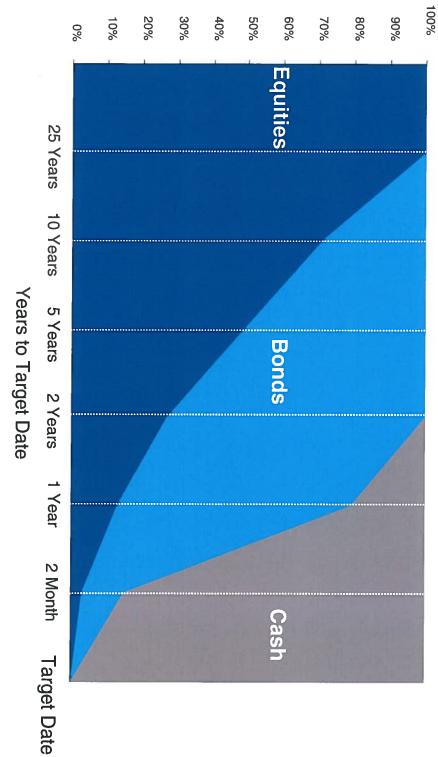
- The FF Euro Cash Fund is a low-risk option well-suited for shorter periods of investment.
- The fund predominantly invests in Euro-denominated titles of high-quality issuers.



## **Euro Funds** 1. Strategy: Investment concept of the FF Target



# asset allocation phases Fidelity Target Euro Funds are life-cycle funds which move through very distinct

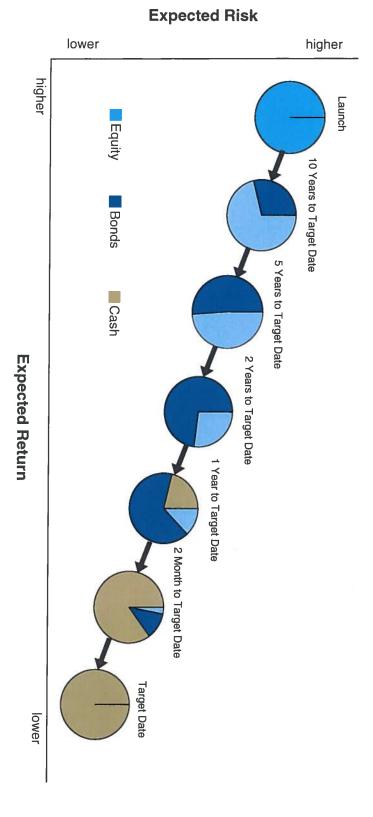


Source: Fidelity International. Only for illustration.



# . Strategy: Dynamic Asset Migration

- bonds and finally cash. roll-down changes the portfolio into a more and more conservative mix of equities, The evolution of the investment choice starts with a pure equity portfolio and over time a
- Example below of the current roll-down:





# 1. Strategy: Age based allocation of plan members



Pensionable age 2040	Pensionable age 2035 - 2039	Pensionable age 2030 - 2034	Pensionable age 2025 - 2029	Pensionable age 2020 - 2024	Pensionable age 2015 - 2019	Pensionable age 2009 - 2014	Allocation of target funds to retirement age
FF Target Fund 2040	FF Target Fund 2035	FF Target Fund 2030	FF Target Fund 2025	FF Target Fund 2020	FF Target Fund 2015	FF Target Fund 2010	tirement age



Source: Fidelity International, 2008



## 2. Strategy: Conservative multi-asset Investment **Asset Allocation and Performance**

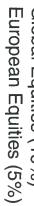


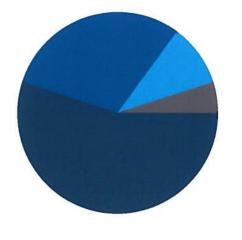
### **Key figures**

0.90	1.30	1.90	2.80	Growth	CVaR (12M, 95%)	Risk (volatility)	Expected Return
Investment Name  - Fondsportfolio Konservativ  - FF - European Growth A Euro  - FSE REXP German Bond TR EUR					- 0,5%	3,5%	5,2%

Euro Cash (30%)	European Bonds (55%)

1	Global
	Equ
	quities
•	<u>_</u>
	90





Portfolio	YTD	2008	2007	2006	2005	2004	2003	2002	2001	2000
Reference portfolio	3.00	-3.57	3.35	3.19	9.37	8.29	7.52	3.35	2.51	9.88
Source: Morningstar, 30.06.2009	99				50.0					

1999

2001

2003

2005

2007

Benchmark portfolio: Return assumption based on FSE Rexp German Bond (80%) and Fidelity European Growth Fund (20%) since 31.12.1998. \*Performance since 01.11.1990 (Launch of Fidelity European Growth Fund: 01.10.1990).



1999

7.30

# 2. Strategy: Conservative multi-asset Investment

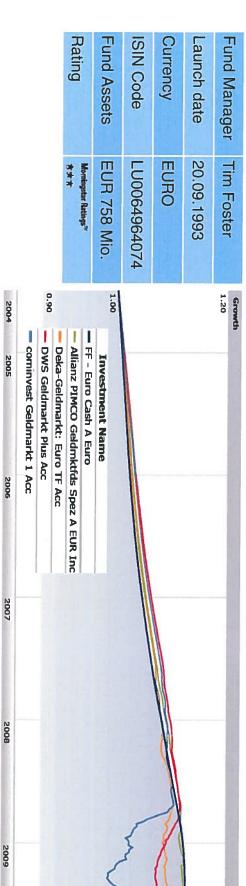


- Fund-of-Fund structure: The Multi-asset fund invests in different actively and passively managed funds
- return of government bonds with a conservative risk budget and max. 20% equities Transparent risk: The investment target is to achieve a return above the average
- Medium-term investment Opportunity with a constant risk profile



# 3. Strategy: Fidelity Euro Cash Fund

FF - Euro Cash Fund



Cash fund comparison	1 Year	Perf. 3 Years (ann.)	Perf. 5 Years (ann.)	Morningstar Rating
FF - Euro Cash A Euro	2.23	2.90	2.33	***
Allianz PIMCO Geldmarktfonds Spez	1.50	2.71	2.32	* * *
Deka-Geldmarkt: Euro TF Acc	-0.17	1.84	1.78	:
DWS Geldmarkt Plus Acc	-2.89	0.99	1.44	:
cominvest Geldmarkt 1 Acc	-7.23	-0.74	0.35	

Source: Morningstar, 30.06.2009.



## **Investment options: Summary**

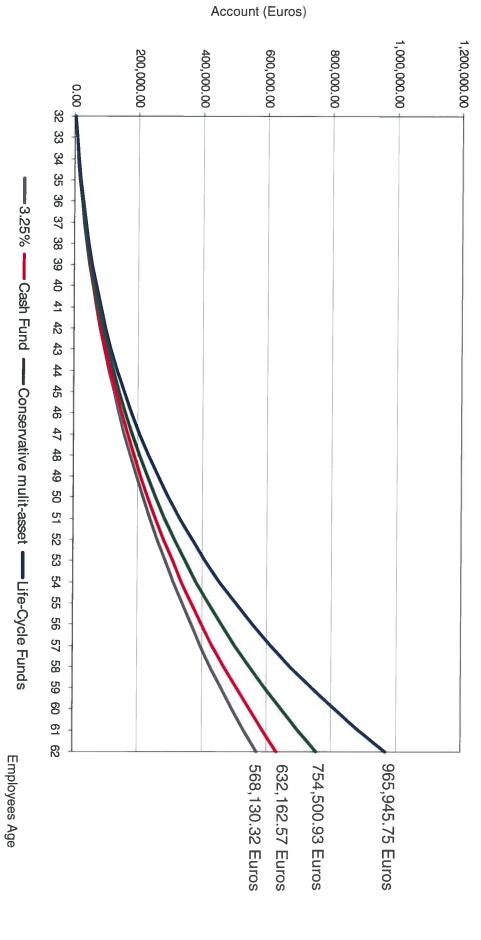
3. Cash Fund	2. Multi-asset Investment	1. Life-Cycle Funds	
4.0%	5.2%	6.8%	Expected Return
0.3%	3.5%	<b>3</b> +	Expected Volatility
Short Term	Medium Term	Long Term	Investment Horizon

<sup>\*</sup> The expected volatility is adapting to the roll-down of the funds. Volatility varies between 17% p.a. (30 years to Target Date) and 11.8% p.a. (10 years to Target Date) and finally 2.9% p.a. (1 year to Target Date).



## Scenario - Employee 1

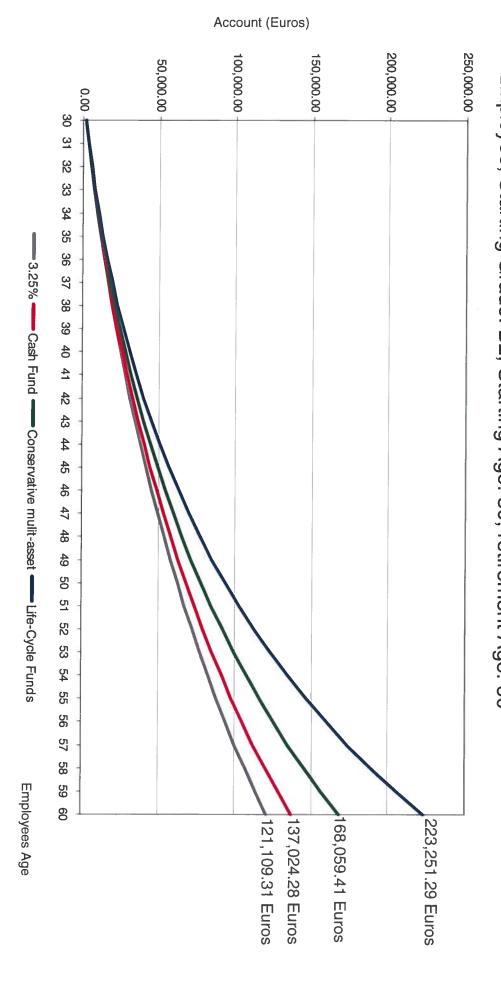
Employee, Starting Grade: A2, Starting Age: 32, retirement Age: 62





## Scenario - Employee 2

Employee, Starting Grade: B2, Starting Age: 30, retirement Age: 60







# Changing the personal investment option



## When joining the plan

For the first six months of joining the plan, all new members are allocated the respective life cycle fund which best matches their retirement age.

### After 6 months

- Prior to reaching the end of the first 6 months, members will receive an email that they can change their investments into any one of the 3 investment strategies offered.
- Once a change has been made, a confirmation email will follow
- If no change is being made, all future investments will continue to be invested into the life cycle

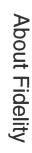
## Annual switching option

- Every 12 months after an investment change has been initiated, the member will be able to review the investment option again.
- All changes are made via the online portal

No Charge



### Agenda



Key Characteristics Salary Savings Plan (SSP)

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Communication to Participants



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## **Enrolment of new members**

- automatically the SSP New member joins EPO and
- v **EPO via FTP Server to Fidelity** Core member data is transmitted by
- ¥ welcome letter (see on right) Fidelity sets up account and creates
- ¥ Letter is sent to member at EPO
- ¥ access to plan information Member logs into online portal to receive



private and confidential European Patent Office Mr Klaus Mustermann Musterstr. 1

Castrictications: Castrictication ( D-61476 Northery in Taurus Tel: 49 (0) 6173 509 0 Fax: 49 (0) 6173 509 4219 Postanicont: Postach 20 02 37 D-60605 Frankfurt am Main

12345 Musterstadt

19-03-2009

Access data for Online Portal

We are pleased to webcome you as a user of the ordine portal of the EPO Salary Savings Plan. Please find be-two your user name and password in the Indian part. Please note that the user name and password are your personal access to the ordine portal which is not transferable to any other person. The access data should not be made available to anyone else or passed on.

With your personal user name and password, you can log on to the online portal using the following internet address:

Oracy you have logged on for the first time, we recommend that you change your password. Please use a combination of numbers and letters. Do not use unfaults and/or special signs, for change your password please click under "Personal account" on the Menu "Gods"; "Security".

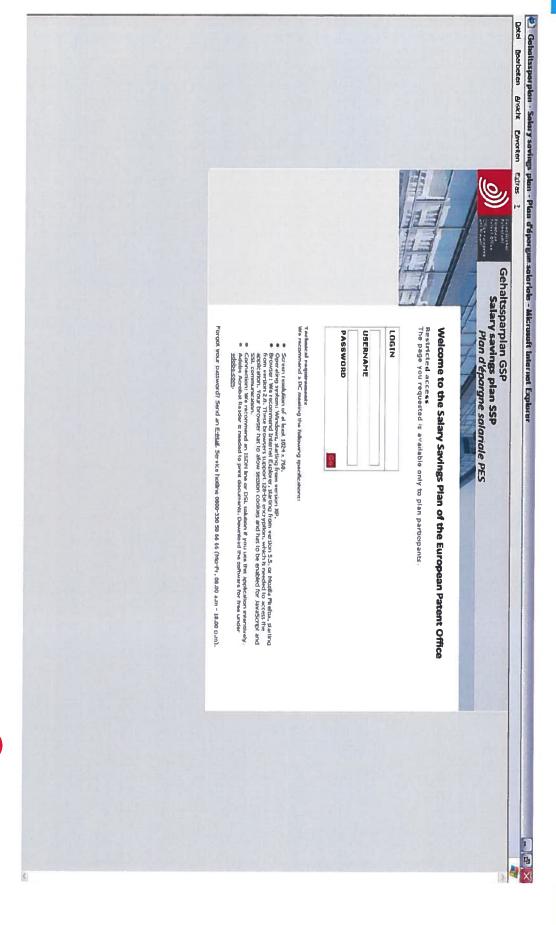
For any questions please refer to: Monday until Friday, 06.00am til 06.00pm at phone number 0600-330 50 66 66 (free of charge) or via email to service@epo.ssp.eu.

password user name

muster klaus,mustermann

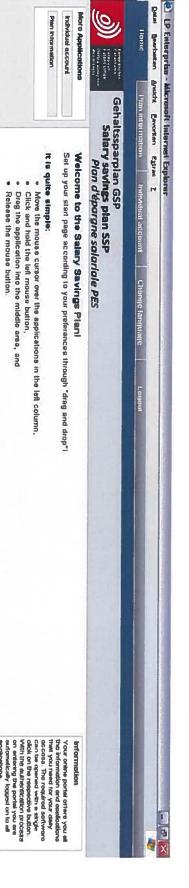


## Online Portal - Login Screen





# Online Portal – Home page at first entry



it is quite simple: Move the mouse cursor over the applications in the left column.
 Click and hold the left mouse button, Drag the application into the middle area, and

· Release the mouse button.

Open an application by clicking on the image or the name in the title bar.

The next time you login  $\dots$  you will see the start page exactly as you have configured it.

You can reach us Monday to Friday between Sam and Spm was phore on 300 50 68 (free for therea) or 24ff via entered in a technique of the spirit state of the spirit st

Contact

International Phone Line

will be added soon



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# Online Portal - Home page tailored by user



View your individual salary savings account

Contact

You can reach its Monday to Friday believed a mand Sym and Sym

\*Fidelity

# Online Portal – Plan information





2) LP Enterprise - Microsoft Internet Explorer

Datei Boarbeiten Ansicht Eavoriten Extras ?

Plan information

Individual account Change language

Gehaltssparplan GSP
Salary savings plan SSP
Plan d'épargne salariale PES

## Online portal for the SSP: information page

Welcome to the online portal dedicated to participants in the European Patent Office's salary savings plan (SSP) for employees taking up their duties on or after 1 January 2009.

via phone on

++49 (0) 000 000 50 00 00

(Ince of charge) or 24/7 via
emaid at service@epot-sep ou.
Scrince Line is not evodable
ferescel from The Higgar and
Vienna offices, phease eand an
omail and wo will call you back.

You can reach us Monday to Friday between 8am and 6pm

Contact

### Key characteristics of the SSP

It allows each employee to accumulate an individual salary savings account by means of monthly contributions to the plan. One third of the contribution is deducted from solary, the rest is paid by the Office. This account is designed to grow through long-term investment of the contributions.

more

### A brief tour of the online portal

This online portal is the primary point of information about the GSP, With its unique user name and password, it provides secure access for each participant to view the current value of his/her portiolio. This access is available 2417 and works from the office as well as from home.

### Important documents

The following set of documents provides the regulatory background to the salary savings plan.

- Art. 54 & 65 (3) SOMRags
  Implementing rule to Art. 65 (3)
  Directive on the in-house supervisory committee Circular No. 313 on contribution rate
  Fidelity Prospectus
  FAQ

## Where to get further information

A dedicated service line has been implemented for perficipants to obtain further information on investment strategies, plan design, or simply on the use of the portal including perswond-related questions. Participants can cell the full free number 0800 330 50 66 66 to speak to a representative of the Fidelity service team. The line is open Mondays to Fridays between 8 arm and 6 pm and offers all three languages after an initial greeting in English Alternatively, e-mails can be sert to service Open-SSD EU.



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# Online Portal – Plan information continued





## Online portal for the SSP: information page

Welcome to the online podal dedicated to participants in the European Patent Office's salary savings plan (SSP) for employees taking up their duties on or after 1 January 2009.

via phone on

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(free of charge) or 24/7 via
enal of service@epo-sep ou.
Service Line is not evadable
present from The Hague and
Vierna offices, please sort on
email and we will call you back

You can reach us Monday to Friday between Bain and Spin

### Key characteristics of the SSP

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In this respect, the EPO gives the employee a choice of three investment strategies through a range of investment funds suitable to support the SSP's long-term goals, based on their composition and investment objectives.

After an initial period of six months and thereafter every twelve months, participants can change the investment strategy for their future contributions as well as for existing account balances. On termination of service, the employee is entitled to payment of the capital built up under the plan.

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## A brief tour of the online portal

This online portal is the primary point of information about the SSP, with its unique user name and password, it provides secure access for each participant to view the current value of his/her portfolio. This access is evaluable 24/7 and works from the office as well as from home.

Once a year, the portal also offers the possibility to adjust the investment strategy. For each available fund, there are factsheets available. To access the factsheets, go to the section "indefined account" and click on "investment choice". For each investment strategy, the available funds are listed, and by clicking on the "investment fund you will have access to the respective fund fact-sheet.

The polyalist set up in the three official languages of the Office' German, English and French. Initially, the portal is set up in the three official factions of the Office' German, English and French. Initially, the portal is set up in the three official languages of the Office' German, English and French.

The portal is set up in the three official languages of the Office: German, English and French. Initially, the portal will show the language provided by the Office, however, participants are free to change the language by using the relevant button and adapt it to their preference.

To help participants with their financial planning in relation to the SSP, a calculation tool will be made available within the portal. This tool will be made available in the next couple of months, and a dedicated communication via email will follow.

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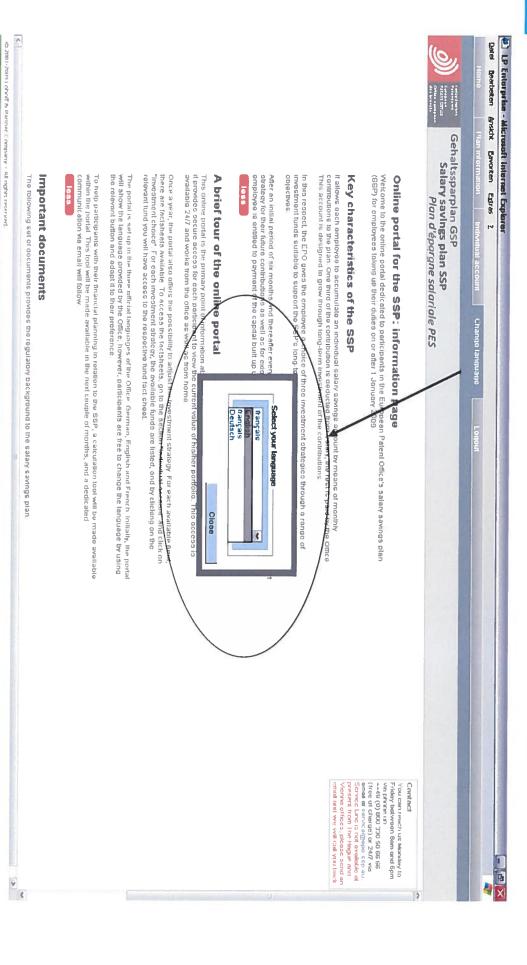
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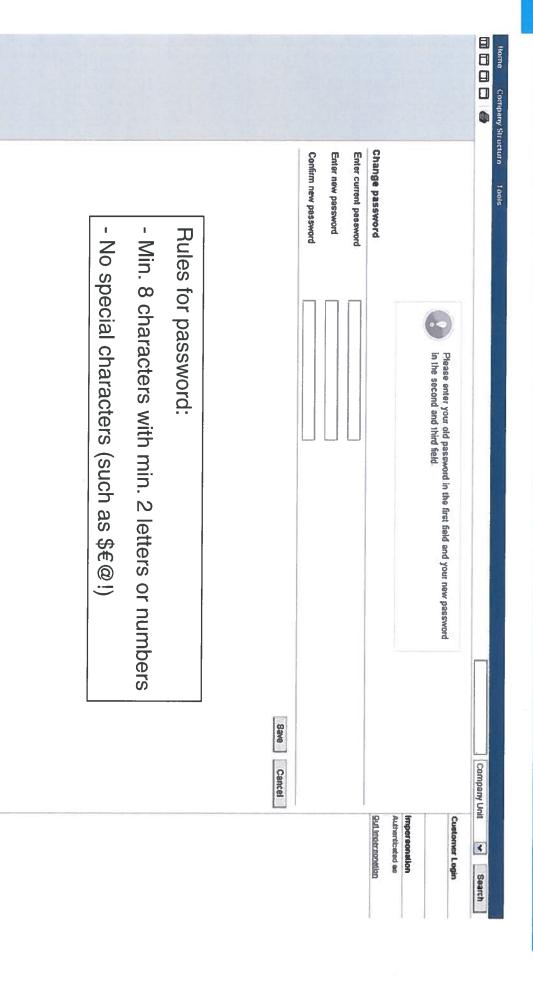


# Online Portal – Language option



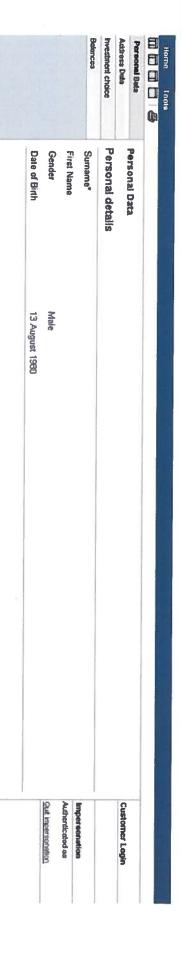


# Online Portal - Change of password



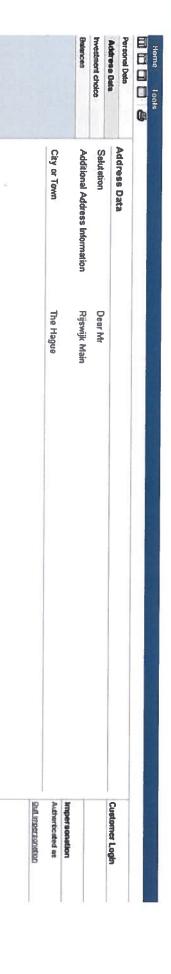


## Online Portal - Personal Data



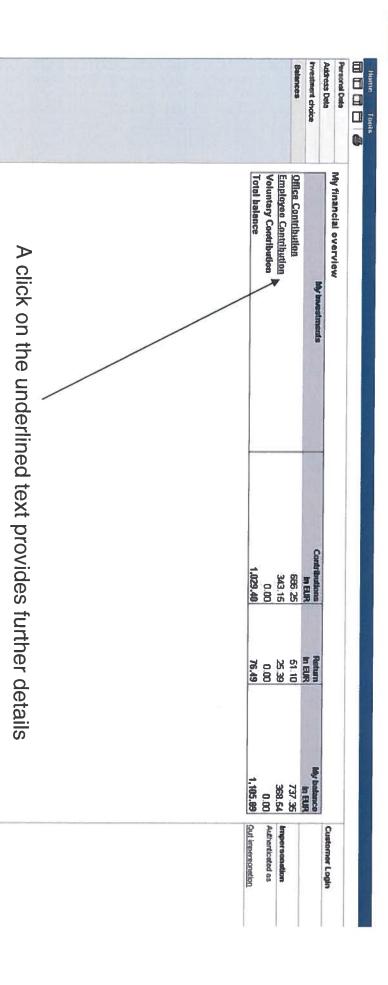


## Online Portal - Address Data





# Online Portal - Asset Overview





Your Total Paymonts Until 29 Jun 2009

01-Jun-2009 Inpayment 01-May-2009 Inpayment

UFIDELITY-TARGET TM 2040 (EURO) FUND ACC

26-May-2009 28-Apr-2009 26-Mar-2009 26-Feb-2009

10.33 13.280 11.20 9.64

> 137.25 137.25

137.25 137.25

AA Back

Your Total Payments Until 01-Feb-2009

01-Feb-2009 Inpayment 01-Mas-2009 Inpayment 01-Apr-2009 inpayment

Date of transaction Purchases / Redemptions

Funds

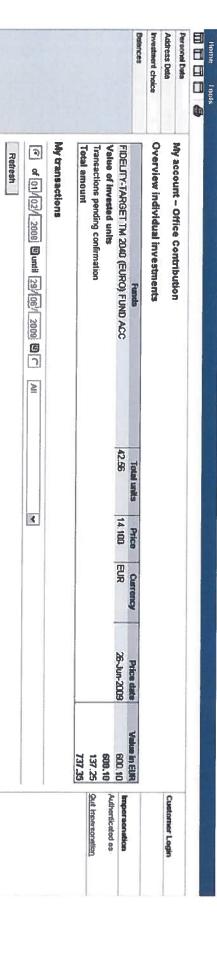
Date of Purchase Sheres Price in EUR

Arriguest in EUR

11.39

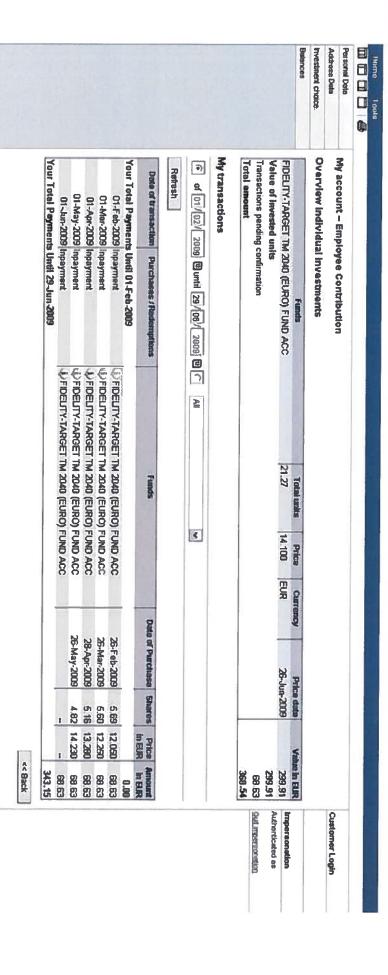
12.050 12.250 14,230

# Online Portal – Office contributions





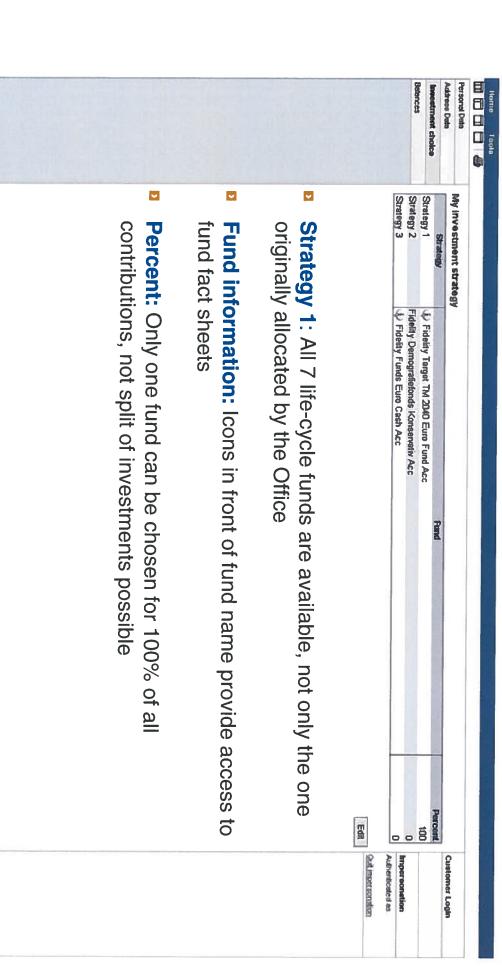
# Online Portal – Employee contributions





# Online Portal - Investment Choice







### Agenda



2 Key Characteristics Salary Savings Plan (SSP)

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**Investment Solutions** 





Communication to Participants

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Summary





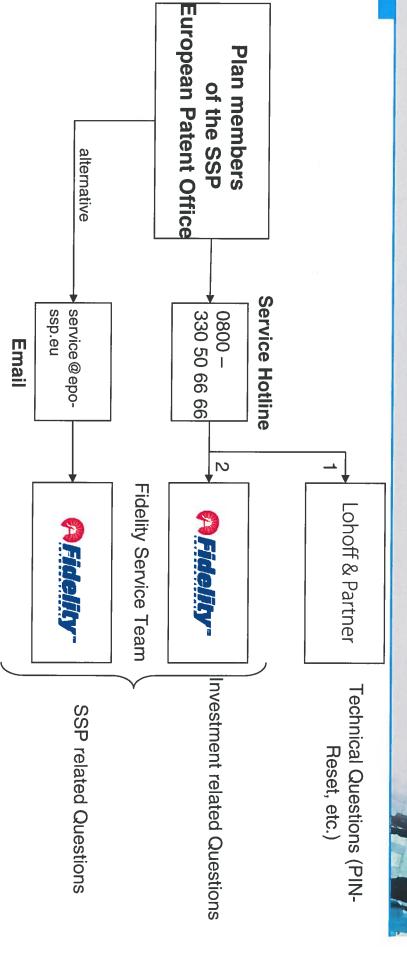
# Information on the Salary Savings Plan



- Plan Brochure: All new employees will receive a plan booklet for the SSP
- Online Portal: Personalised access for each member to his/her account
- V Email support: For questions on the SSP and the investment strategies
- Service hotline: Phone support in three languages on plan-related questions
- FAQ + Glossary: List of most common questions available via the portal
- Email reminder: Notifications sent to plan members to highlight actions and to confirm changes



## Getting in touch with Fidelity



- Set up of a dedicated service hotline for plan members, re-routing of technical questions to Lohoff & Partner (separate Team for Fidelity-Clients)
- v Set up of a special e-mail address for e-mail communication
- Personal questions to be addressed to the Human Resource department at EPO



### Agenda

- Key Characteristics Salary Savings Plan (SSP) **About Fidelity**
- **Investment Solutions**

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- **Administration Portal**
- Communication to Participants

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Summary



## Key Benefits of the Plan



- Attractive: 2/3 of contributions paid by the Office
- Flexible: Investment choice can be changed after 6 months and once a calendar year thereafter
- Cost effective: All administration and fund costs are borne by the Office
- as well as from home Transparent: Online portal allows 24/7 access to the plan via the internet – from work



## **Compliance information**



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