This is a marketing communication

DPM

Discretionary Portfolio Management



Contents:

- 1. What is and why invest via a DPM
- 2. Investment philosophy and process
- 3. Investor profiles
- 4. Service levels



1. What is and why invest via a DPM

- Exclusive and personalised service in which you **delegate the management of your portfolio** to a team of professionals at March A.M. who are 100% dedicated to looking after your interests, together with an advisor who will monitor your investments.
- Active and independent management that allows your investments to adapt quickly to the market environment.
- Global portfolio with high diversification to minimise risk.
- **Customisation** in the portfolio design based on your interests and needs.
- Investment primarily in *financial assets on a "direct" basis* (equities and bonds) following an exhaustive asset selection process.
- 100% liquid positions.



2. Investment philosophy and process

This service is based on **three pillars** which provide a solid basis to the management of your financial assets.

DIVERSIFICATION

- Different investment options, with flexibility to invest in all types of bonds, equities and underlying assets.
- Optimal matching of investments to each investor profile.

PROFESSIONALISM

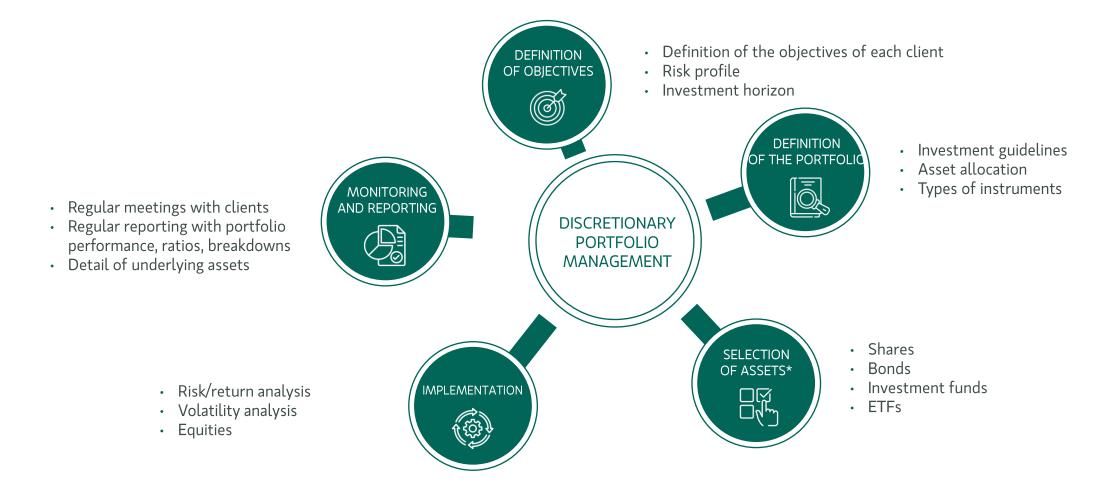
- **Extensive experience** of the management team at the service of clients.
- Agility and efficiency in decision-making.
- Transparency in investment and regular detailed reporting on your portfolio and performance.

RISK MANAGEMENT

- Optimisation of investment ideas tailored to the limits assumed by the investor.
- Regular monitoring of portfolio performance, liquidity risk, market risk, stress test and volatility.



2. Investment philosophy and process



^{*} Investing in equities, bonds and investment funds through this service implies assuming a certain level of risk that will depend on the assets invested in at any given time, the composition of each fund, market fluctuations and other factors associated with investing in securities. This means that there is a risk of losing all or part of the investment.



Investor Profiles









DEFENSIVE

Neutral position:

- 10% equities
- 70% fixed income
- 20% liquidity/alternatives

CONSERVATIVE

Neutral position:

- 20% equities
- 60% fixed income
- 20% liquidity/alternatives

MODERATE

Neutral position:

- 45% equities
- 35% fixed income
- 20% liquidity / alternatives

DETERMINED

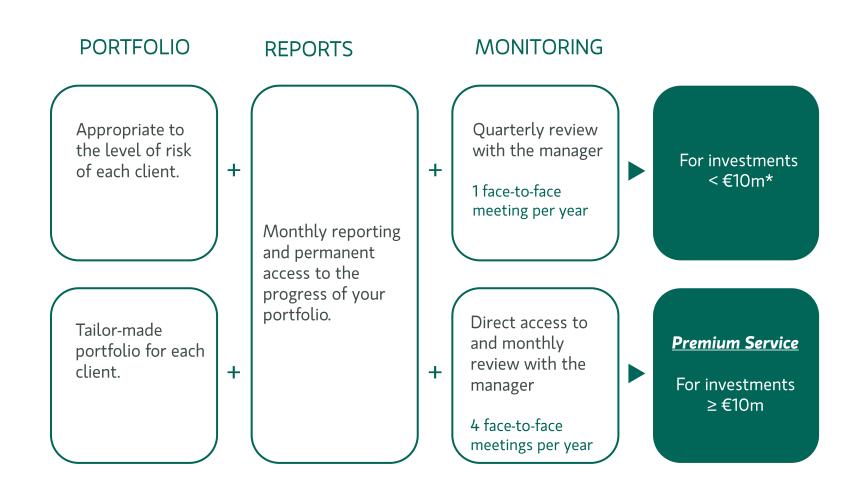
Neutral position:

- 70% equities
- 30% fixed income
- 20% liquidity/ alternatives

- The investments of the neutral position in fixed income will be made through Investment Funds /ETFs for individual investors. The DPM will invest a maximum of 50% through Investment Funds



4. Service levels





March A.M. Investment Management Team

March A.M. Equipo de gestión

Professionals with a strong track record



Carlos Ruiz

INSTITUTIONAL

SICAV

FIXED INCOME



Mario Oberti Head of Fixed



Javier Pérez Global Equity Fund Manager



EQUITIES

Marc Halioua Global Equity Fund Manager



José Luis Palma Institutional SICAV Fund Manager



Iosé María Botella Head of DPM and non Institutional



Fund of Funds

DPM & NON INSTITUTIONAL

SICAV

Ángel Borrego Fund of Funds. DPM and non Institutional SICAV Fund Manager



Lourdes Romero Fund Manager

Fund Manager

Endowments and

ENDOWMENTS

Sebastian

Hillgarth

Head of



Torre Fixed Income Fund Manager

Blas Ramírez

Fixed Income Fund Manager



Antonio López Head of SRI; Thematic Fund



Alberto Aguirre Global Equity Fund Manager



Ángel Pérez Institutional SICAV Fund Manager



César Hernández DPM and non Institutional SICAV analyst



Javier Criado Fund of Funds Manager



Source: March A.M.

Legal notice

COMMERCIAL INFORMATION.

This document is provided for illustrative and commercial purposes only and is not intended to be, nor should it be considered at any time, an investment recommendation or advice to arrange financial products or services. Its circulation by any means whatsoever is expressly prohibited by law, and it may not be transmitted, reproduced, copied or distributed in any form whatsoever, either in whole or in part, to third parties other than their advisers, and even then, only regarding matters about which they need to know. The terms and conditions referred to in this presentation are purely indicative and may be modified, extended or replaced at a later date. Banca March, S.A. will not be liable for any direct or indirect costs or losses resulting from the use of this document or its content. The figures included in this document are the latest available at the time of writing.

The Discretionary Portfolio Management is provided by Banca March, S.A., a credit institution, parent company of the Banca March Group, with registered office in Palma, Avenida Alexandre Rosselló, 8 (07002), with Tax ID Number A-07004021, and registered in the Bank of Spain's register of banks under number 0061. Given the nature of the portfolio management service, the client delegates investment decisions to March AM as the entity in charge of selecting the products that make up the portfolio, making investment decisions and executing transactions on their behalf. Therefore, the assets reported in this document as the composition of the portfolio may vary substantially over time, as well as the duration and estimated return of the portfolio, affecting the duration and estimated return. Banca March will assess the suitability of the service for the customer before entering into a management contract with the client. Check with your manager about the costs associated with this service.

