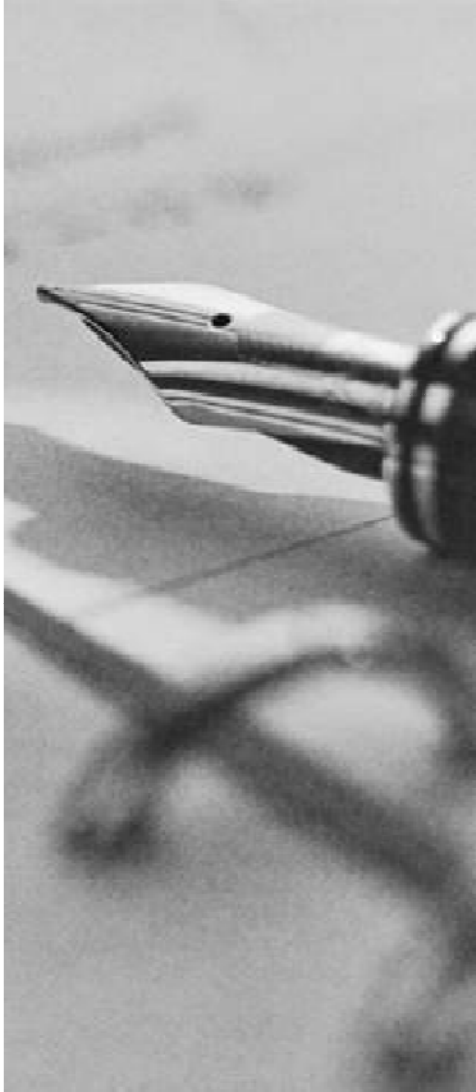




Barclays Bank Switzerland

Barclays Bank (Suisse) SA



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- 3 Direct Access and Investment Advisory
- 4 Strategic Solutions Group
- 5 Wealth Structuring and Advisory Services
- 6 Credit
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1 About Barclays

History and Vision

Who is Barclays?

Barclays is a major global financial services provider engaged in retail banking, credit cards, corporate and investment banking and wealth management. Barclays has an extensive international presence in Europe, the Americas, Africa and Asia

<p>1690</p> <p>John Freame and Thomas Gould start trading as goldsmith bankers in Lombard Street, London</p> 	<p>1728</p> <p>Freame and Gould move to 54 Lombard Street, London, at the sign of the Black Spread Eagle</p> 	<p>1864</p> <p>Barclays builds a new banking house in Lombard Street, London</p> 	<p>1896</p> <p>Barclay and Company Limited is established</p> 	<p>1961</p> <p>Barclays opens Britain's first computer centre for banking in Drummond Street, London</p> 	<p>1966</p> <p>Barclaycard, the UK's first credit card, is launched</p> 	<p>1967</p> <p>Barclays unveils Barclaycash, the world's first cash machine, at Enfield branch, London</p> 
<p>1977</p> <p>Barclays is the first UK bank to introduce Personal Bankers</p> 	<p>1986</p> <p>Barclays Bank (Suisse) SA founded in Geneva</p> 	<p>1997</p> <p>Barclays Capital established</p> 	<p>2005</p> <p>Barclays Head Office moves to Canary Wharf; Barclays acquires a majority stake in Absa; Barclays Wealth established</p> 	<p>2008</p> <p>Barclays purchases Lehman Brothers' North America investment banking and capital markets businesses</p> 	<p>2012</p> <p>Pingit launched in the UK, allowing customers to transfer money via their mobile phone</p> 	<p>2016</p> <p>Barclays announces new strategy: Barclays UK and Barclays International.</p> 

Our vision

- Offer private, corporate and investment banking for the high net worth individual⁽¹⁾
- Broaden and consolidate an offshore presence to meet your needs
- Focus on providing an enhanced experience for our clients
- Expand our online services
- Be a leader in service and product excellence, delivering integrated market leading propositions

(1) Typically with more than £3 million investable assets (or, currency equivalent)

Safety and stability

An inspiring vision: 325 years of history

Barclays began in 1690, four years before the Bank of England was founded. At that time many of the financial services we now take for granted, such as cheque accounts, were being imagined by bankers like our founders, John Freame and Thomas Gould.

A bank of firsts: first credit card in UK; first cash machine and employed the first female bank manager. Today, we lead the way with mobile and contactless payments; and think of innovative ways to meet people's changing banking needs.

A focused international bank with various sub-divisions:

- Corporate & International Banking includes [Wealth and Investment Management in Switzerland](#)

Strong and Independent:

Profitable since 2008 throughout the economic crisis



BARCLAYS' key features:

Worldwide presence in more than 50 countries and headquartered in London

One of the largest global banks, trusted by 48 million customers worldwide

130,000 employees ⁽¹⁾

Barclays Bank PLC is an independent bank with no US Troubled Asset Relief Programme or UK Government capital assistance

Credit ratings: S&P A- (Negative), Fitch A (Stable), Moody's A1 (Negative), as at 14 Dec 2016

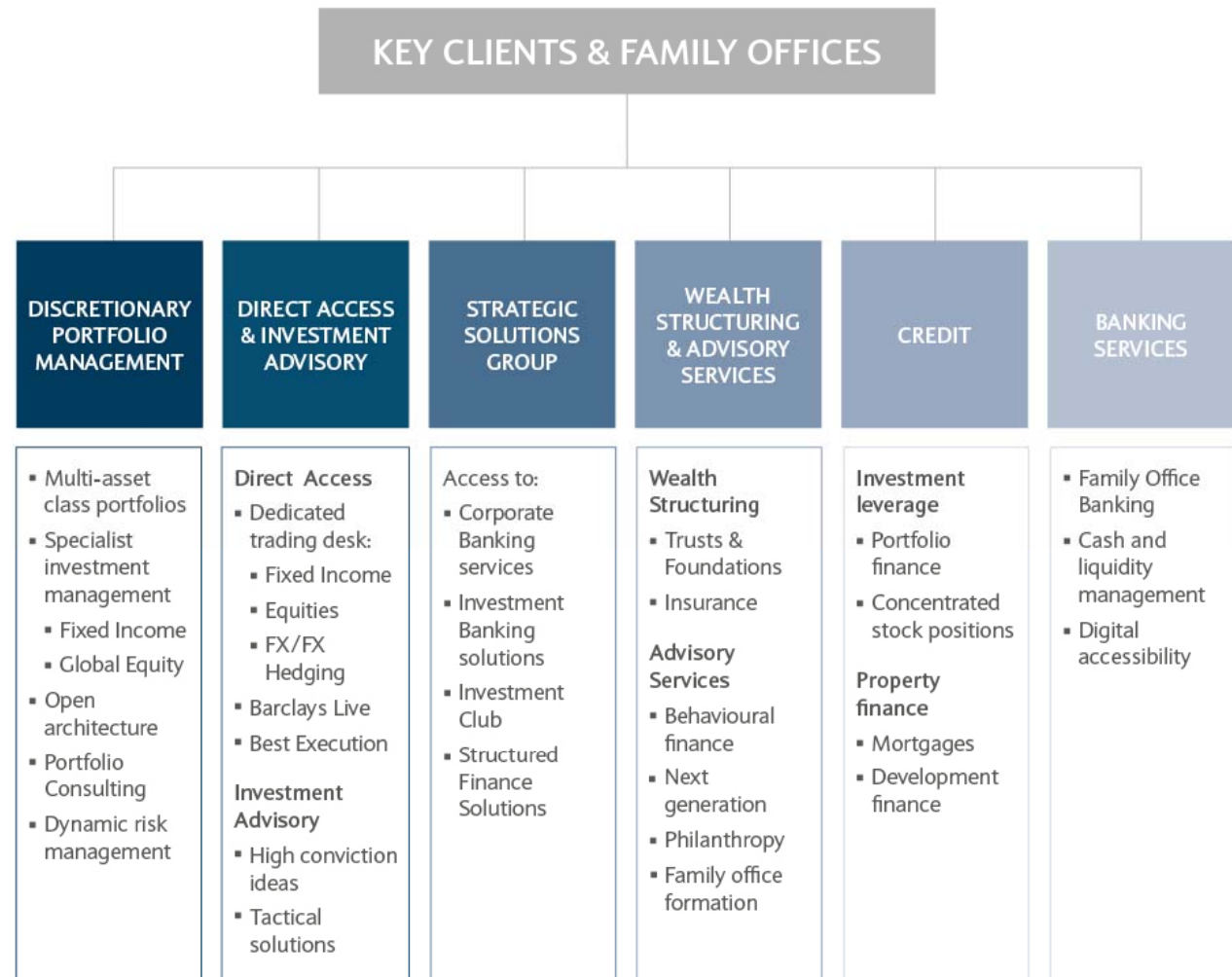
Capital, liquidity and funding remain strong ⁽¹⁾

- Stability of £1,213 million ⁽¹⁾ - total assets on the balance sheet
- Common Equity Tier 1 ratio of 12.4% ⁽¹⁾ (Common Equity Tier 1 capital £46.66 billion) - capital management strength
- Group liquidity pool of £165 billion ⁽¹⁾ – to meet cash outflows in stressed markets
- Group adjusted profit before tax £3,230 million ⁽¹⁾
- Group adjusted total income £22,035 million

(1) Barclays Bank Plc, published statutory results for financial year end 2016

Six Pillars to a Broad, Solutions-Based Approach

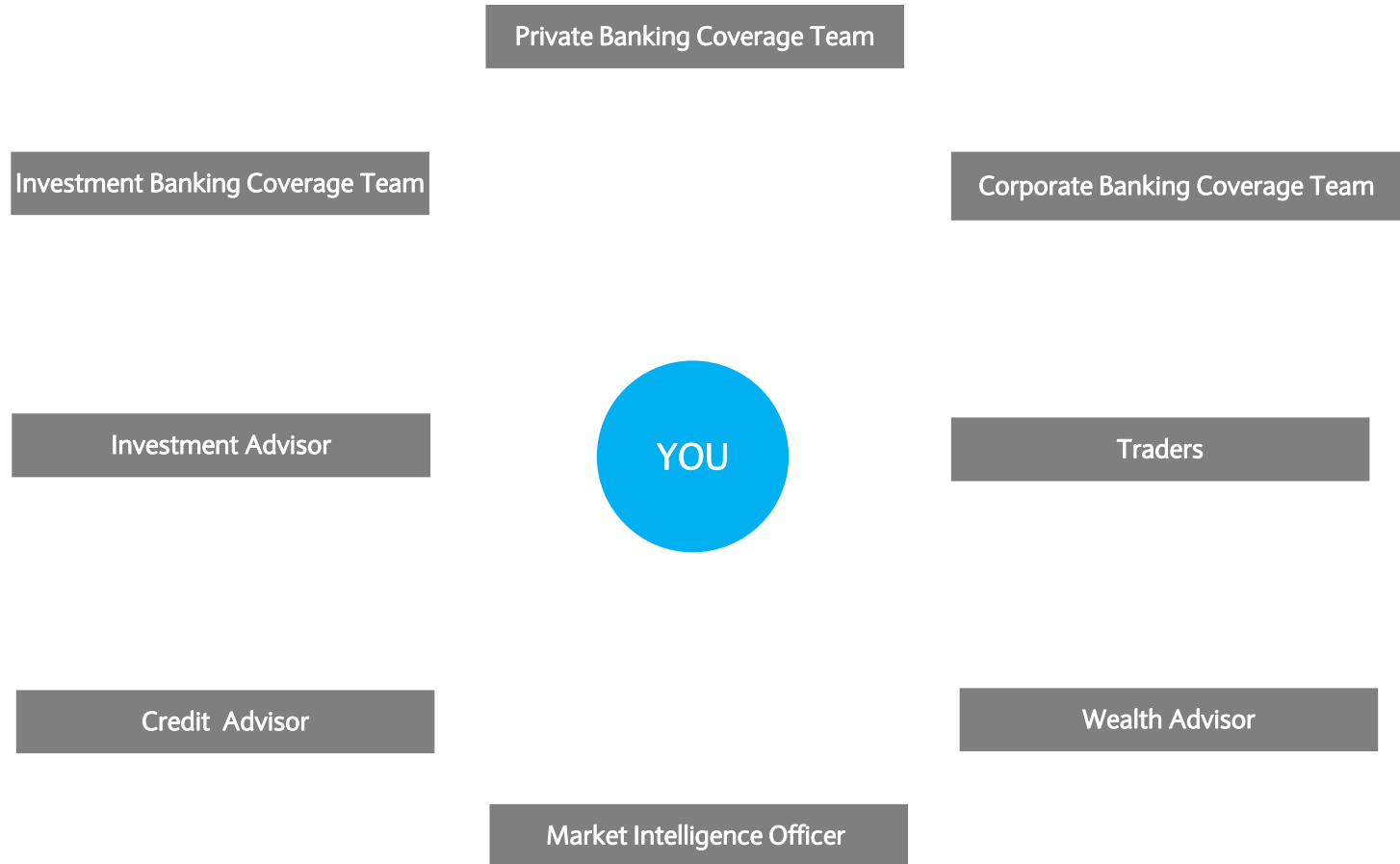
The six pillars of the Key Clients & Family Offices Proposition provide a holistic, all-encompassing approach to the Client's needs



Your Wealth Management team

Integrated Private Banking

We see it as our role to connect you to global opportunities. This is why we provide you with a **dedicated relationship team**, who are able to understand your personal and corporate needs, both in your home and destination markets



2 Discretionary Portfolio Management

Understanding your financial personality

To create your investment plan, we build a highly detailed profile of your preferences and attitudes in a robust, objective and scientific way.

- Two investors can have the same risk tolerance, and yet have vastly different financial personalities
- Our proprietary Financial Personality Assessment™ reveals how your reactions and attitudes toward investing shape your investment decisions
- We use this to create plans that are finely tuned to each client's unique needs

Financial Personality drives customised plans

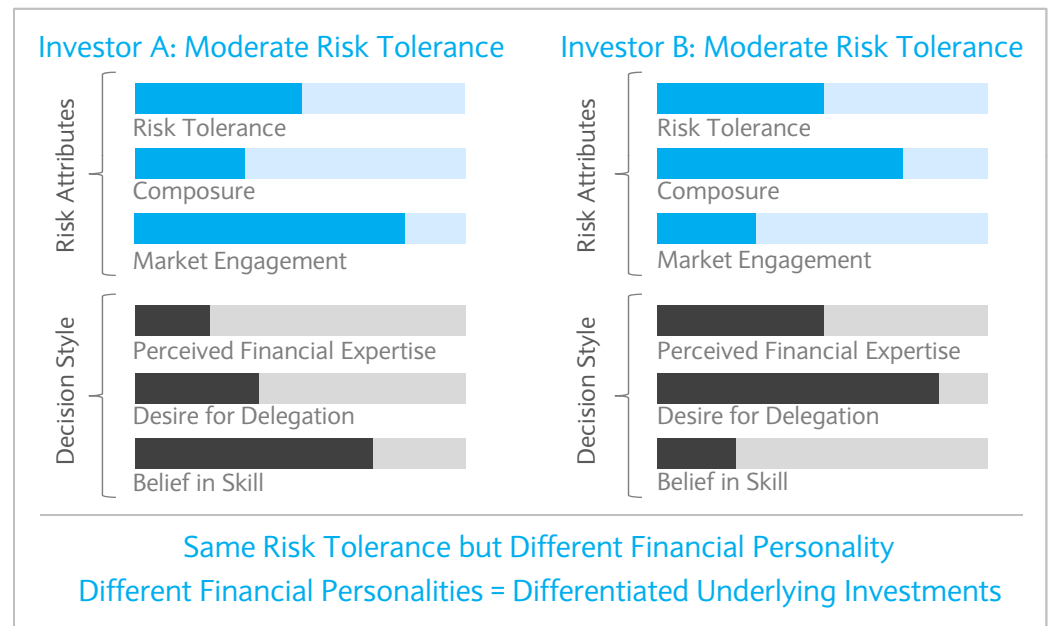
Composure ... Do short-term market fluctuations make you anxious?

Market Engagement ... How easily do you commit funds when investing your wealth?

Perceived Financial Expertise ... Do you feel informed and confident in your financial decisions?

Desire for Delegation ... Are you more comfortable delegating day-to-day decision-making to a professional?

Belief in Skill ... Do you believe skilful professional managers can enhance returns over and above those of a simple benchmark?



Our Discretionary services

Gain the peace of mind that comes with knowing a dedicated, specialist team is managing your money according to your individual needs

A personal commitment to your investment

- Your portfolio manager is focused on delivering your investment objectives and financial goals
- Benefit from regular monitoring to portfolio in the right place at the right time

A dedicated portfolio management team

- Over 130 investment professionals around the world combine global investment expertise with regional presence to help maximise your investment opportunities

Access to leading funds worldwide

- Comprehensive range of single strategy and multi-asset class fund solutions
- Exclusive access to third-party specialists, often unavailable to individuals

Allocation

- Your portfolio benefits from quantitative analysis, which incorporates views across the Barclays Group
- Senior investment professionals construct the most appropriate blend of assets for your long-term investment

Selection

- Our teams of analysts focus on identifying the best fund management talent from around the world
- We create an investment strategy and operational due diligence on an ongoing basis to always have a view on the funds we invest in on your behalf

Implementation

- Our Portfolio Management team ensures your portfolio is invested in accordance with your investment objectives and risk tolerances
- We regularly monitor your investments, considering the effect of market events to deliver a well diversified invested portfolio

Investments can fall in value as well as rise. You may get back less than you invest

Performance

Moderate Risk - USD Global Portfolios

Performance figures are to 31 March 2017. Annualised for periods over 1 year.

Performance is calculated on a weighted AUM basis

The composite comprises clients with the same risk profile who have not changed mandate in the period

Past performance is not a reliable guide to future performance. Investments rise as well as fall and you may get back less than you originally invested.

Performance	Portfolio	Benchmark*	Relative Return	Barclays Global Aggregate (USD)	MSCI World All Countries (USD)	USD LIBOR 3m
Q1 2017	4.4%	4.1%	0.3%	0.9%	6.9%	0.3%
YTD	4.4%	4.1%	0.3%	0.9%	6.9%	0.3%
1 Year	8.9%	8.9%	0.0%	0.7%	15.0%	0.9%
3 Years (pa)	4.2%	3.2%	1.0%	2.7%	5.1%	0.5%
Inception (pa)**	4.2%	3.2%	1.0%	4.0%	3.0%	0.2%

Discrete Performance	Portfolio	Benchmark	Relative Return	Barclays Global Aggregate (USD)	MSCI World All Countries (USD)	USD LIBOR 3m
2016	4.8%	5.2%	-0.4%	2.8%	7.9%	0.7%
2015	0.3%	-1.8%	2.1%	0.6%	-2.4%	0.3%
2014**	3.1%	2.0%	1.1%	4.0%	3.0%	0.2%

**1st April 2014

Source: Barclays, Factset

Returns are net of underlying transaction costs, but gross of the 'all-in-one' fee (portfolio management fees, custody fees and Barclays' brokerage fees).

*The benchmark is a 'blended' benchmark, comprising of the SAA benchmark (see Performance Measurement, Reporting & Fees section of this document for constituents and weights) from beginning of January 2017 and the previous composite benchmark from strategy inception to end of December 2016: Fed Funds Target -1% (Floating Rate) (10%), Barclays Capital US Government/Credit Index (\$) (23%), MSCI World NR (44%), Dow Jones-UBS Commodity Index TR (6%), FTSE EPRA/NAREIT Developed REITs TR (4%), DJ Credit Suisse Hedge Fund Index TR (LOC) (13%)

3 Direct Access and Investment Advisory

Investing your wealth: Advisory Premium

Whether you feel confident about your own abilities or are relatively new to investing, our Advisory Services can provide the appropriate level of advice for your needs

- Our Advisory Services allow you to make your own decisions and express your personal investment views, while working alongside your advisor

Your needs

Someone you can trust

- Your advisor should understand you as an investor and constantly review the markets for opportunities on your behalf

A personalised investment solution

- Cost-effective and tailored recommendations with best execution and reporting and analysis

Access to investment opportunities

- Full access to innovative and interesting investment opportunities

Our solutions

Review

- Investment solutions are screened through our rigorous selection process
- We continually review providers, fund managers and specific solutions
- We undertake regular comprehensive reviews of your investments



Advise

- Ongoing professional advice and execution
- Access to some of the best product providers in the world and investment solutions
- We alert you to investment opportunities, trends and themes as they arise

Consult

- We advise on the risk, asset allocation and management of your portfolio
- We make sure that your chosen assets remain suitable for you

Investments can fall in value as well as rise. You may get back less than you invest.

DirectAccess: Trading Services

An exclusive service offering you access to a trading desk with execution specialists and experts in respective asset classes or FX

Institutional-quality trading

- Deal directly with our fixed income, equity and FX experts
- Effective handling of large or illiquid order sizes

Receive our best ideas

- Access high conviction ideas and Barclays' award-winning research
- Get market commentary with real-time information from trading floors around the globe

Open Architecture

- An extensive list of global counterparties
- Access to all major new debt issuance and IPOs including Barclays and third party brokers (subject to restrictions)

Russian market focus

- Equities: 4 Tier one counterparties ranked top 5 for European and Russian equities (Source: Markit MSA), 1 Russian specialist gathering 26% of Moscow Stock Exchange market share. RUB or USD settlement and custody.
- Fixed Income: Lines to all Tier 1 investment Banks, Access to Market Axess Open Trading platform. Local Russian houses VTB and BCS for additional liquidity
- RUB or USD custody and settlement for Moscow listed equities and Russian bonds (including domestic bonds – RU type ISINs)

- Discuss investment opportunities, implementation strategies and invest in single line fixed income and equity securities or FX

Global Markets



Barclays Expertise

Execution Specialist	Market Experts	Barclays Research
----------------------	----------------	-------------------

Your Trading Needs

- | | |
|----------------------------|------------------------------|
| > Effective order handling | > Direct dealing desk access |
| > High conviction trades | > Market updates |

This service is specifically designed for clients who actively trade. Please read the important information at the end of this document

Market Access

The trading desk has the capability to trade over 40 different global markets

GENEVA TRADING DESK			GENEVA TRADING DESK		
Country	Equities	Bonds	Country	Equities	Bonds
Australia	✓	✓	Mexico	✓	✓
Austria	✓	✓	Netherlands	✓	✓
Belgium	✓	✓	New Zealand	✓	✓
Canada	✓	✓	Norway	✓	✓
Czech	✓	✓	Philippines	✓	✗
Denmark	✓	✓	Portugal	✓	✓
Dubai	✓	✗	Poland	✓	✓
Finland	✓	✓	Russia	✓	✓
France	✓	✓	Saudi Arabia	✓	✓
Germany	✓	✓	Shanghai (USD)	✓	✗
Greece	✓	✓	Shenzhen (HKD)	✓	✗
Hong Kong	✓	✓	Singapore	✓	✓
Hungary	✓	✓	South Africa	✓	✓
Indonesia	✓	✓	Spain	✓	✓
Ireland	✓	✓	Sweden	✓	✓
Israel	✓	✗	Switzerland	✓	✓
Italy	✓	✓	Thailand	✓	✓
Japan	✓	✓	Turkey	✓	✓
Luxembourg	✓	✓	UK	✓	✓
Malaysia	✓	✓	USA	✓	✓

Access to Trade Ideas, Economics and Strategy

Your Barclays team includes specialists who focus on: macroeconomics, equities, fixed income, asset allocation, behavioural finance, due diligence and investment strategy



Compass (Quarterly)

Compass provides our current views on the key issues affecting investors. Our strategists from across the globe analyse the key factors driving the investing markets, discuss our outlook on major developments and asset classes, and provide our current thinking on Strategic and Tactical Asset Allocations.



In Focus (Weekly)

This publication filters all the market news over the week to highlight the most salient developments. As the markets ebb and flow, we will also highlight particularly interesting investment themes as they arise.



Portfolio Perspectives

Designed for Discretionary clients, Portfolio Perspectives delivers Discretionary portfolio performance review and includes analysis by Portfolio Managers



Investmentphilosophy.net

Our dedicated website enables clients to explore the world of behavioural finance and factors that influence, and can be used to improve, investor decision making.



Market Opportunities

Showcases our highest conviction themes for the month matched with implementation via various ways within our product offering.



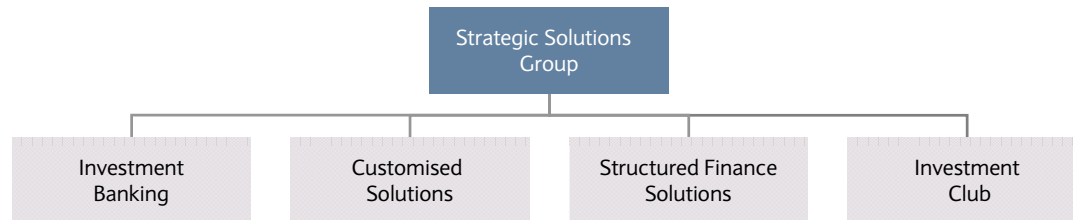
White Papers

- Trade and Investment Ideas
- Research blog
- Client conference calls with senior research team
- Barclays Live Institutional research (limited access)

4 Strategic Solutions Group

Strategic Solutions Group

The Strategic Solutions Group offers access to Barclays Corporate and Investment Banking to deliver strategic solutions for the Client, as well as access to our Investment Club



I. Investment Banking

Client situations requiring institutional-level investment banking advisory services, utilising our comprehensive range of product, sector and geographic specialists, will be managed through SSG in partnership with Barclays Investment Banking.

II. Customised Solutions

Customised solutions across all asset classes, including risk management solutions from concentrated equity positions, interest rates hedging strategies, as well as providing access to niche public markets with appropriate wrappers.

III. Structured Finance Solutions

Structured Finance Solutions is a specialised team providing Key Clients with market leading financial expertise. The Team's focus is on structuring, underwriting, and executing tailored financing solutions across the risk curve for Key Clients covering a diverse range of asset classes', industries and locations. The Team draws upon the strength of Barclays' own balance sheet and works closely with our institutional and private sources of capital to provide clients with best execution and access to the financial markets in the most efficient and flexible way.

IV. Investment Club

The Investment Club differentiates us from the rest of the market by providing strategic unlisted equity & debt investment opportunities, access to specialist funds, and property, originating from both the Barclays Group and selected third parties.

Disclaimer: Investments of this type are intrinsically illiquid and high risk; investors will be exposed to a variety of risks, including but not limited to market and investment risk, operational risk, reputational and/or regulatory risk

Award Winning Global Debt Capital Markets Franchise



Bond House of the Year

Europe Investment-Grade Corporate Bond House

North America Structured

Finance House

U.S. Bonds 2016 YTD			
Rank	Underwriter	Amount (\$mm)	Mkt Share (%)
1	JP Morgan	194,789	9.7
2	Citi	184,211	9.2
3	BAML	180,244	9.0
4	Barclays	154,034	7.7
5	Goldman Sachs	134,126	6.7
6	Deutsche	114,415	5.7
7	HSBC	108,031	5.4
8	Morgan Stanley	99,823	5.0
9	Wells Fargo	85,576	4.3
10	TD Securities	56,128	2.8

Euro Bonds 2016 YTD			
Rank	Underwriter	Amount (\$mm)	Mkt Share (%)
1	Barclays	59,280	6.6
2	BNP Paribas	59,207	6.6
3	HSBC	57,173	6.4
4	Deutsche Bank	49,517	5.5
5	Credit Agricole CIB	47,902	5.3
6	UniCredit	46,643	5.2
7	Societe Generale	46,188	5.2
8	JP Morgan	43,944	4.9
9	Goldman Sachs	42,378	4.7
10	Citi	41,634	4.6

Sterling Bonds 2016 YTD			
Rank	Underwriter	Amount (£mm)	Mkt Share (%)
1	HSBC	10,998	15.8
2	Barclays	10,233	14.7
3	RBS	7,276	10.4
4	RBC Capital Markets	4,358	6.3
5	Citi	4,341	6.2
6	Deutsche Bank	3,328	4.8
7	Nomura	3,085	4.4
8	Lloyds	3,055	4.4
9	BAML	3,036	4.4
10	JP Morgan	2,887	4.1

 \$12.1 billion Senior Notes Joint Bookrunner September 2016	 \$2 billion Senior Notes Joint Bookrunner September 2016	 €50 million Senior Notes Joint Bookrunner September 2016	 \$6 billion Senior Notes Joint Bookrunner September 2016	 \$2 billion €50 million Senior Notes Joint Bookrunner August & June 2016	 \$19.75 billion Senior Notes Joint Bookrunner August 2016	 \$15 billion €4 billion Senior Notes Joint Bookrunner July 2016	SS \$1.75 billion Senior Notes Joint Bookrunner July 2016
 \$1.725 billion Senior Notes Joint Bookrunner May 2016	 \$20 billion Senior Secured Notes Joint Bookrunner May 2016	 €2 billion Senior Notes Joint Bookrunner May 2016	 \$8.5 billion Senior Notes Joint Bookrunner May 2016	 \$3.5 billion Senior Notes Joint Bookrunner May 2016	 \$1.2 billion Senior Notes Joint Bookrunner May 2016	 \$7.8 billion Senior Notes Joint Bookrunner May 2016	 \$5 billion €1.8 billion Senior Notes Joint Bookrunner May 2016
 \$7.25 billion €1.75 billion Senior Notes Joint Bookrunner May 2016	 \$2 billion €500 million Senior Notes Joint Bookrunner May & April 2016	 \$3 billion Senior Notes Joint Bookrunner April 2016	 \$12 billion Senior Notes Joint Bookrunner March 2016	 \$7 billion Senior Notes Joint Bookrunner February 2016	 €2 billion Senior Notes Joint Bookrunner February 2016	 \$5 billion Senior Notes Joint Bookrunner February 2016	 \$46 billion Senior Notes Joint Bookrunner January 2016

Global M&A League Tables



















2016 YTD Announced Global M&A (1)

Rank	Financial Advisor	Deal Value (\$bn)	Number of Deals	Market Share
1	Goldman Sachs	\$606	216	25%
2	Morgan Stanley	485	195	20%
3	JP Morgan	408	209	17%
4	Credit Suisse	373	141	16%
5	Bank of America Merrill Lynch	358	140	15%
6	Barclays	321	134	13%
7	Citi	268	148	11%
8	Lazard Ltd	217	144	9%
9	UBS	210	108	9%
10	Deutsche Bank	197	107	8%

2013-2015 Announced Global M&A (2)

Rank	Financial Advisor	Deal Value (\$bn)	Number of Deals	Market Share
1	Goldman Sachs	\$2,591	943	29%
2	Morgan Stanley	2,158	825	24%
3	JP Morgan	2,116	767	23%
4	Bank of America Merrill Lynch	2,029	612	22%
5	Barclays	1,426	568	16%
6	Citi	1,405	624	16%
7	Lazard Ltd	1,268	576	14%
8	Credit Suisse	1,227	542	14%
9	Deutsche Bank	1,104	504	12%
10	UBS	815	400	9%

Select Barclays Transactions

 has agreed to be acquired by  \$3.6 billion	 has agreed to merge with  \$18.3 billion	 has agreed to merge with  \$43.1 billion
 has agreed to be acquired by  \$2.8 billion	 has agreed to be acquired by  \$3.9 billion	 has agreed to acquire  \$4.7 billion
 has agreed to merge with  \$18.0 billion	 has agreed to merge with  \$4.4 billion	Hellman & Friedman has agreed to acquire a majority stake in  \$7.5 billion
 has agreed to merge with  \$12.9 billion	 has agreed to acquire  \$12.4 billion	 has agreed to merge with  £10.1 billion

1. Source: Bloomberg. YTD 2016 is through 9/30/2016.

2. Source: Bloomberg.

Leading DCM House for Russian Issuers

We have a strong and long-standing experience with Russian clients providing us with a particularly good insight into the investor space and latest dynamics

EMEA International Bonds 2015

	Bookrunner	Deal Value (\$m)	Share (%)
1	HSBC	105,464	7.6
2	Barclays	101,994	7.3
3	JPMorgan	87,740	6.3
4	Citi	85,787	6.1
5	Deutsche Bank	80,499	5.8

EMEA International Bonds 2016YTD


	Bookrunner	Deal Value (\$m)	Share (%)
1	Barclays	98,754	7.2
2	HSBC	97,006	7.1
3	Citi	92,478	6.8
4	JPMorgan	87,548	6.4
5	BNP Paribas	77,396	5.7

Global International USD Bonds 2015


	Bookrunner	Deal Value (\$m)	Share (%)
1	JPMorgan	979,934	49.3
2	BAML	937,884	47.2
3	Citi	868,851	43.7
4	Barclays	650,465	32.7
5	GS	637,757	32.1

	Bookrunner	Deal Value (\$m)	Share (%)
1	JPMorgan	935,633	47.5
2	Citi	907,340	46.1
3	BAML	903,353	45.9
4	Barclays	672,941	34.2
5	GS	633,958	32.2


Selected Transactions Overview



EVRAZ
US\$ 500mm 6.750% due 2022
Any-and-all tender on 4 outstanding bonds
Active Bookrunner / JDM
June 2016




VimpelCom
US\$500mm 6.25% due 2020
US\$700mm 7.25% due 2023
Joint Bookrunner
April 2016




EVRAZ
US\$750mm 8.250% due 2021
Joint Bookrunner
December 2015




Alfa-Bank
US\$500mm 5.000% due 2018
Joint Bookrunner
November 2015




NORNICKEL
US\$1bn 6.625% due 2022
Joint Bookrunner
October 2015




SBERBANK
EUR1bn 3.352% due 2019
Joint Bookrunner
June 2014



TPVO
EUR500mn 4.600% due 2023
Joint Bookrunner
February 2014




NORNICKEL
US\$1bn 5.550% due 2020
Joint Bookrunner
October 2013




GAZPROMBANK
US\$750mm 7.496% due 2023
Joint Bookrunner
September 2013



US\$6bn across 3 tranches
EUR740mn 3.625% due 2020
Joint Bookrunner
September 2013



NORNICKEL
US\$750mn 4.375% due 2018
Joint Bookrunner
April 2013



VNESHECONOMBANK
EUR1bn 3.035% due 2018
EUR500mn 4.032% due 2023
Joint Bookrunner
February 2013

Source: BondRadar, Dealogic, 27th October 2016

Advisory Leadership in Russia and CIS

M&A Franchise in Russia/CIS




















- Leading M&A advisor in the Russian market
 - No.1 International M&A Advisor in Russia/CIS in 2013 – 2016YTD
 - Executed transactions both for Russian corporates and multinational clients
- Highly experienced team
 - Barclays team is among the most experienced in the Russian market having done investment banking business in Russia since 1990s
 - We offer the depth of M&A expertise across sectors and strength of our international network

#1 International M&A Advisor in Russia/CIS

2013 – 2016YTD

	Adviser	US\$bn	Deals
1	VTB Capital	123.8	70
2	Barclays	93.1	19
3	Deutsche Bank	87.6	38
4	BoAML	82.5	19
5	Citi	77.1	36

Select Russia / CIS Experience

 <p>Agreed to sell Garanti Bank Moscow to</p>  <p>Financial Advisor 2016</p>	 <p>Sale of 0.8% of shares to Crispian Investments</p> <p>US\$158 million</p> <p>Fairness Opinion 2016</p>	 <p>Sale of Russian banking business to</p> <p>Financial Advisor 2016</p>	 <p>Shares Tender Offer</p> <p>September 2015 US\$2.1billion May 2015 US\$1.1 billion</p> <p>Financial Advisor 2015</p>
 <p>was acquired by</p>  <p>US\$1.0 billion</p> <p>Financial Advisor 2014</p>	 <p>Reorganization of Sistema-Invest US\$ 1.1bn</p>  <p>Shares Tender Offer US\$543 million</p> <p>Financial Advisor 2014</p>	 <p>Merger of Tele 2 and Rostelecom's mobile assets</p> <p>US\$3.5 billion</p> <p>Fairness Opinion 2014</p>	 <p>Agreed to sell its 60% stake in Arctic Russia BV to Yamal Development LLC</p> <p>US\$2.9 billion</p> <p>Fairness Opinion 2013</p>
 <p>Has agreed to acquire an 8.4% stake in Kashagan field in Kazakhstan from COP and sell it to CNPC</p> <p>US\$10.4 billion</p> <p>Financial Advisor 2013</p>	 <p>Advised IDGC Holding (Russian Grids) on consolidation of Russian power grid assets</p> <p>US\$1.3 billion</p> <p>Financial Advisor 2013</p>	 <p>Sale of 5.66% stake in Rosneft to BP and acquisition of 100% of TNK-BP by Rosneft</p> <p>US\$60.8 billion</p> <p>Fairness opinion 2013</p>	 <p>Acquired OAO Eurotek and established a joint venture with Alliance Oil</p> <p>US\$1.1 billion</p> <p>Financial Advisor 2013</p>
 <p>Acquired</p> <p>US\$3.5 billion</p> <p>Fairness Opinion 2012</p>	 <p>Acquisition of BASF Fertiliser Assets</p> <p>€830 million</p> <p>Financial Advisor 2011</p>	 <p>Acquired 50% of Ruhr Oel GmbH from PDVSA</p> <p>US\$1.6 billion</p> <p>Financial Advisor 2011</p>	 <p>Strategic advisory to NC KazMunaiGaz in relation to the Karachaganak Oil and Gas Condensate field</p> <p>US\$3.0 billion</p> <p>Financial Advisor 2011</p>

5 Wealth Structuring and Advisory Services

Wealth Advisory Services

Comprehensive services

Market-leading fiduciary services and financial planning solutions, delivered by global experts in:

- Succession planning
- Asset protection
- Cross border planning
- Tax-efficient solutions

We can work with you and your professional advisors to ensure you have an overarching wealth plan in place.

Trust and Estate planning structures

- Domestic and cross-border trusts, foundations, companies and partnerships

Liquidity Planning

- Organisation of liquidity in order to ensure that sufficient funds are available at the relevant time to:
 - Meet international death duties
 - Repay debts, such as mortgages
 - Buy out the interests of deceased business partners
 - Meet the long term needs of the family

Tax efficient solutions ⁽¹⁾

- Sourcing and structuring of insurance, retirement and inheritance tax solutions
- Focused on the delivery and execution of high quality products and bespoke solutions for both individuals and corporate entities

Family Office and Philanthropy

- Institutional solutions liquidity management/treasury services
- Guide and support your concerns on charitable giving and what it means to you

(1) Please note: Barclays does not provide legal or tax advice as a service. Some services are offered by a third party provider.

6 Credit

Credit - Products and Benefits

Barclays has a range of credit products and benefits to suit your requirements.

We offer a holistic approach where borrowing is an integral part of managing your wealth.

Our experts have the experience and the capability to offer bespoke solutions and flexible service, in terms of structure, terms and repayment to match your cash-flow needs.

In addition, we have dedicated London-based dedicated teams who can assist you with:

- **Commercial Real Estate** (incl. hotels) in various European countries

- **Trade Finance**

Products	Benefits	LTV range	Pricing
Lombard Loan	For liquidity, leverage or issuance of guarantees/SBLCs Can be overdraft or loan Available in all main currencies	50%-100% depending on collateral quality	1.35% above LIBOR
Single Stock	For liquidity or leverage	40%-60% depending on stock and size	Case-by-case basis
Premium Finance	To finance Universal Life Insurance Policy	85-90%	1.25% above LIBOR
Derivatives	FX, precious metals, options, swaps, DVP	n/a	Transaction specific
Residential mortgage	Acquisition, refinancing, equity release Owner-Occupied or rented-out "See next page for locations"	50%-85% depending on location and size	1.75%-2.99% above LIBOR depending on location, LTV and AuM Upfront fee of 0.5%-1%

Please note that Barclays does not provide tax or legal advice as a service. This general overview is not a substitute for professional tax advice.
Any pricing or fees shown are indicative and do not constitute an offer, please discuss with your banker
DVP: Delivery versus Payment, SBLC: Standby Letter of Credit

7 Banking Services

Overview

Market leading multibank service, features:

Risk – risk sits with deposit taking institution, not Barclays

Diversification – funds placed with up to 14 different banks

Currencies – all major global currencies

Yield – negotiated by Barclays on client's behalf

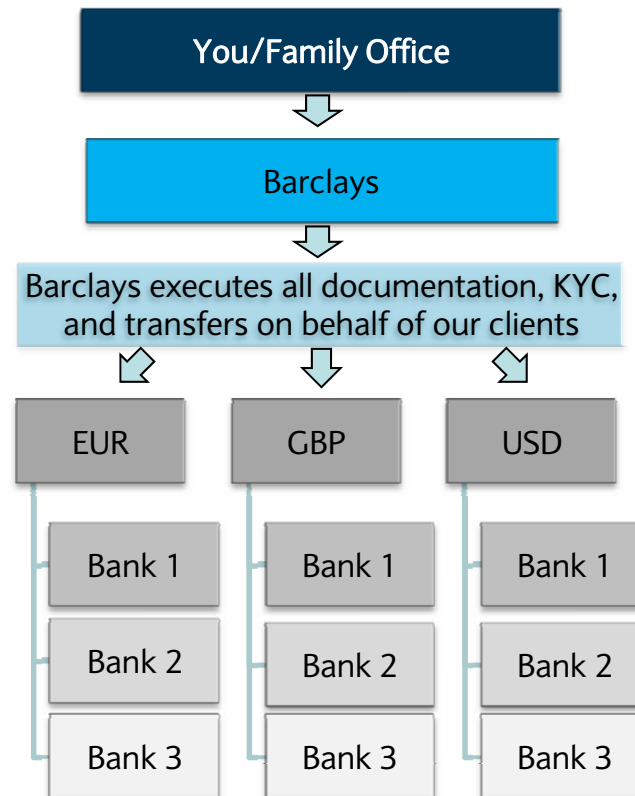
Tenor – from call to 12months

Convenience – transfer requests to and from the counterparty banks are handled by Barclays, and no need for our client to be onboarded or KYC'd by the deposit-taking banks

Overview

- Barclays has developed a multibank deposit service which offers the placement of funds with a variety of banks with minimal administration

Flowchart



- You access multibank deposit service with Barclays
- Barclays has all documentation, due diligence, and rates in place
- You instruct us to place deposits with banks of their choice, stipulating the currency and the tenor. Barclays could also manage this on your behalf
- Upon maturity, funds are returned to your account at Barclays with the accrued interest, ready to be reinvested or remitted to your operational account
- Real-time reporting to provide you with visibility and control

Counterparty Banks

Counterparty Bank	S&P	Moody's	Fitch	Location
Barclays Bank Plc	A-	A2	A	Various
<i>Australian</i>				
ANZ Bank	AA-	Aa3	AA-	London (UK)
<i>British</i>				
Lloyds TSB	BBB+	Baa1	A+	Haarlem (NL)
<i>Canadian</i>				
Bank of Montreal	A+	Aa3	AA-	London (UK)
<i>Dutch</i>				
Rabobank	A+	Aa2	AA-	Utrecht (NL)
<i>French</i>				
BNP Paribas	A	A1	A+	Brussels (BEL)
Credit Agricole Group	A	A2	A	Paris (FRA)
Societe Generale	A	A2	A	Paris (FRA)
<i>German</i>				
Commerzbank AG	BBB+	Baa1	BBB+	Luxembourg (LUX)
Deutsche Bank AG	BBB+	Baa2	A-	Luxembourg (LUX)
<i>Spanish</i>				
Banco Santander	A-	A3	A-	Frankfurt (GER)
<i>Swedish</i>				
Skandinaviska Enskilda Banken	A+	Aa3	AA-	Stockholm (SWE)
<i>Swiss</i>				
Credit Suisse	A	A2	A	London (UK), Toronto (CAN)

Indicative Rates: USD and GBP

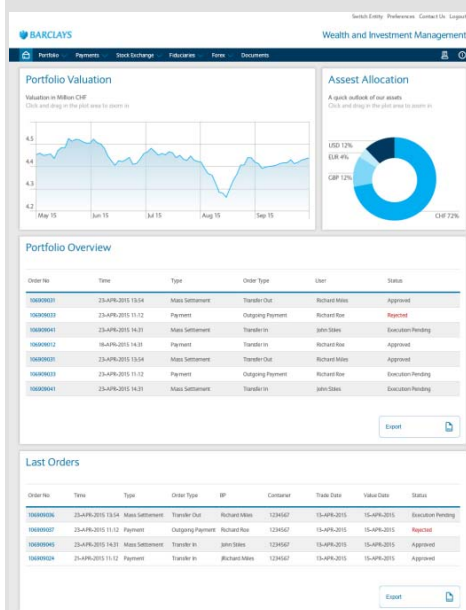
USD												
S&P Rating				Fidcall	1w	2w	1m	2m	3m	6m	12m	
A-	Barclays Bank Plc	London / Monaco	Retail / SPV / Trust	1.1	1.11	1.12	1.28	1.21	1.36	1.45	1.72	
A	BNP	Luxembourg	All	1.08	1.14	1.14	1.21	1.25	1.28	1.41	1.62	
A	Soc Gen	Paris	All	1.17	1.16	1.16	1.21	1.25	1.3	1.4	1.7	
A+	SEB	Stockholm	All	No Quote	No Quote	No Quote	No Quote	1.19	1.27	1.32	1.5	
A+	Rabo	Utrecht	All	No Quote	1.13	1.13	1.17	1.2	1.23	1.34	1.54	
A-	Santander	Frankfurt	All	No Quote	1.2	1.22	1.23	1.26	1.3	1.56	1.75	
AA-	ANZ	London	All	No Quote	1.18	1.19	1.2	1.23	1.26	1.41	1.58	
A+	Bank of Montreal	London	All	No Quote	1.05	1.08	1.15	1.18	1.2	1.24	No Quote	

GBP												
S&P Rating				Fidcall	1w	2w	1m	2m	3m	6m	12m	
A-	Barclays	London / Monaco	Retail / SPV / Trust	0.15	0.15	0.16	0.3	0.21	0.32	0.4	0.59	
A	BNP	Luxembourg	All	0.13	0.13	0.13	0.16	0.22	0.23	0.33	0.46	
A	Soc Gen	Paris	All	0.25	0.2	0.2	0.23	0.25	0.28	0.33	0.5	
A+	SEB	Stockholm	All	No Quote	No Quote	No Quote	No Quote	0.09	0.15	0.2	0.4	
A+	Rabo	Utrecht	All	No Quote	0.13	0.15	0.16	0.17	0.19	0.28	0.4	
A-	Santander	Frankfurt	All	No Quote	0.21	0.22	0.23	0.24	0.26	0.3	0.45	
AA-	ANZ	London	All	No Quote	0.15	0.15	0.2	0.27	0.32	0.4	0.55	
A+	Bank of Montreal	London	All	No Quote	0.05	0.05	0.08	0.06	0.1	0.12	No Quote	

Wealth Direct and Online Banking Services

Anytime, anywhere

Online access to accounts with powerful investment trading and payment capabilities



Online Trading

- Stock exchange functions available at any time of the day
- Full trading capability enables buying and selling of positions at their convenience (available in certain regions)
- Straight-through-execution is only available on selected assets

Portfolio Management

- Up-to-date and relevant account information
- Graphical view of portfolio(s), shows performance of holdings
- Assets are allocated by currency type and asset class

Online Payments

- Control and manage payments at any time, such as account transfers, international or domestic payments
- Easy to use and provides convenience, accessibility and a practical way to manage money
- Includes payment lists, creation of templates and management of standing orders

Security

- Hard Token or SMS log-in access methods offer a personal choice for added online security
- Strengthens the protection from online fraud and identity theft

Global Portal


- Online access to electronic documentation - such as investment or performance statements, or trade advices
- Ability to switch off paper statements
- Ability to subscribe for alerts when new research articles become available

Credit Card Offering

Full range of cards in USD, EUR, GBP, CHF

Travel Insurance coverage

Web App to view transactions

 <p>Capitol Infinite Horizon</p>	 <p>Capitol Infinite</p>	 <p>Capitol Gold</p>	 <p>Capitol Business</p>	 <p>Capitol Prepaid</p>
<p>VISA INFINITE</p> <p>24/7 Horizon concierge and cardholder support Best in class acceptance and security Discreet black card design Exclusive worldwide travel insurance and assistance benefits Additional Cards Visa Luxury Hotel Collection Horizon Travel Planner Optional Capitol Art card</p>	<p>VISA INFINITE</p> <p>24/7 Concierge and cardholder support Best in class acceptance and security Discreet black card design Enhanced worldwide travel insurance and assistance benefits Additional Cards Visa Luxury Hotel Collection</p>	<p>VISA MasterCard</p> <p>24/7 Cardholder support Best in class acceptance and security Discreet gold card design Comprehensive worldwide travel insurance and assistance benefits Additional Cards</p>	<p>VISA MasterCard</p> <p>24/7 Cardholder support Best in class acceptance and security Discreet card design Comprehensive worldwide travel insurance and assistance benefits Double line embossing for cardholder name with optional company name</p>	<p>MasterCard</p> <p>Supplementary prepaid card Loaded from the Capitol Infinite Card over the internet Load up to € 50,000 per quarter</p>

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Disclaimer

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