



Welcome Speech

13th International Structured Products Forum 2023

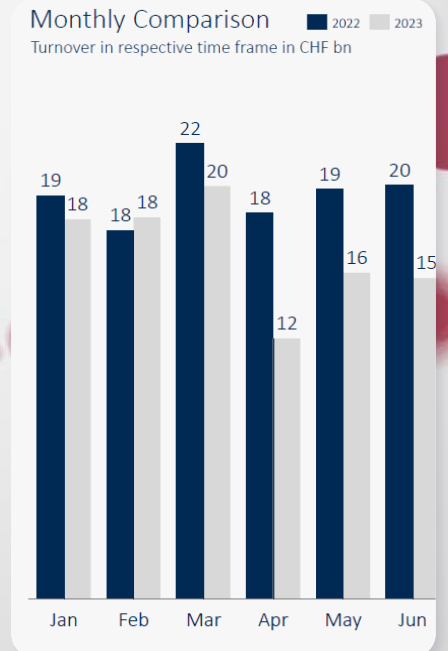
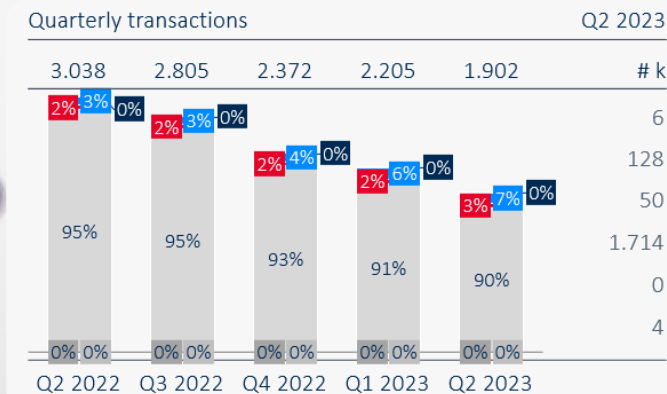
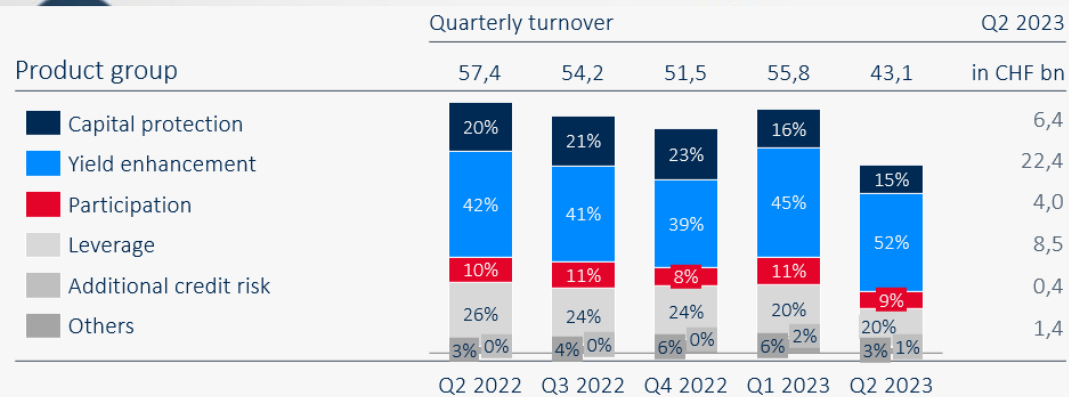
Markus Pfister, Chairman of the SSPA

September 5, 2023

Review market development 2023

Looking back on a demanding first half year

- **Significantly lower turnover of CHF 43 bn** of Swiss structured products industry in Q2 2023 after a promising start into the year (Q1 2023: CHF 56 bn)
- **Yield enhancement products** most demanded in H1 2023
- Lower turnover due to **challenging market conditions** and less active investors
- **Uncertain outlook on H2 2023** – however, customer have proved to be able to use structured products profitably even in market turmoil and sideways trending markets
- **Further enhanced Swiss Structured Products Industry Report (SSPI)** for Q2 2023 additionally shows quarterly comparisons for each product category



Main Activities 2023/24 of the SSPA

Important milestones to come

- Increasing member base: **46 members** from the entire value chain
- Launch of **SSPA Sustainability Transparency Guidelines** and FAQs
- Launch of handbook **“Structured Products and Derivatives for Pension Funds”** and participation at pension market trade fair
- **Awareness campaign** on Barrier Reverse Convertibles and Capital Protected Notes
- Successful participation at **FINANZ’23** and publication of annual **Finanz und Wirtschaft** supplement **“Strukturierte Produkte”**
- **Upcoming events:**
 - 28 September: Delegates Meeting – elections / Board changes
 - 30 September: Börsentag
 - 23 November: InfoTalk Geneva



Panels and presentations with high caliber experts

At the 13th International Structured Products Forum

Tuesday, September 5, 14:15

Generations in conflict? What's the deal with Generation Z?

Prof. Dr. Marcus Schögel

Institute for Marketing and Customer Insight at the HSG

Tuesday, September 5, 14:45

Financial Literacy: How to approach the upcoming generation

Prof. Dr. Marcus Schögel

Institute for Marketing and Customer Insight at the HSG

Sinah Wolfers

Head Sales Structured Products, LUKB

Fabian Freitag

Head of Product, Digital Investing, Vontobel

Dominique Böhler

Head Public Distribution Switzerland, Société Générale

Tuesday, September 5, 15:45

How to make sure Structured Products stay relevant in private clients' portfolio allocation

Sylveline Besson

Head of Marketing, Investment Products and Services, CA Indosuez

Nicolas Walon

Head of Financial Engineering, Bank J. Safra Sarasin

Andreas Blümke

Head Structured Products WM, Vontobel

Wednesday, September 6, 8:30

European Lawyers on current Structured Products Developments

Daniel Häberli

Head Legal & Regulation, SSPA

Dr. Henning Bergmann

CEO and Member of the Board of Directors, Deutscher

Derivate Verband

Wednesday, September 6, 9:15

Start-Up Insights

Marc Hauser

Head Europe & Managing Partner, Tenity

Olga Miler

CEO, SmartPurse

Riccardo Conti

Co-Founder, Fume

Wednesday, September 6, 10:15

Inside Brussels

Thomas Wulf

Secretary General, EUSIPA

Wednesday, September 6, 11:15

Association Presentation – ACEPI

Nicola Francia

Chairman of the Board, ACEPI & Board of Directors, EUSIPA



**We wish you an insightful
13th International Structured
Products Forum!**

**Markus Pfister,
Chairman of the SSPA**