

PRESS RELEASE

Sal. Oppenheim's advisory services achieve top score in latest FUCHSBRIEFE report

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- *FUCHSBRIEFE* report "Foundation assets - the best names in 2008" lauds Sal. Oppenheim as the best provider of advisory services by far
- Investment proposals and service of 33 providers tested
- Study highlights Sal. Oppenheim's impressive service offering

In a study entitled "Foundation assets – the best names in 2008" published by the Berlin-based economic journal FUCHSBRIEFE and the financial services assessment institution *Institut für Qualitätssicherung und Prüfung von Finanzdienstleistungen GmbH* (IQF), Sal. Oppenheim jr. & Cie. was awarded 1st place. Achieving 93.2 out of a possible 100 points, both the investment proposal and service quality provided by Sal. Oppenheim's foundation experts were outright winners, far ahead of the other 32 competitors that were tested.

Christopher Freiherr von Oppenheim, personally liable partner of Sal. Oppenheim jr. & Cie., said, "The practical nature of the study enabled us to show our experience and advisory expertise in the best possible way. The award is not only a pat on the back; it also instils in us a sense of duty that we must continue to help foundations and founders achieve their goals by providing top-quality support." Foundations need to be particularly well designed and managed in order to preserve their endowment capital over the long term and to ensure the availability of the necessary funding for serving the foundation purpose year in and year out. Foundations must also be perfectly tailored to their purpose in order to fill them with life. "We are seeing an ever growing awareness, especially among wealthy families and entrepreneurs, that foundations are one of the keystones of a sustainable society," Baron Oppenheim went on to say.

Providing advice and support in the management of a foundation's assets is an integral part of the service offering of Oppenheim Vermögenstreuhand GmbH (OVT), which specialises in family office services. In the field of foundations, the Sal. Oppenheim subsidiary provides comprehensive advice on everything from setting up a foundation to asset planning and asset management. At the beginning of the year, Sal. Oppenheim sought to further develop OVT's successful philanthropy

page 1 of 2

SAL. OPPENHEIM

Private bankers since 1789

and foundations activities by recruiting the renowned expert Dr. Cordula Haase-Theobald (39) to the management team. The Bank now manages assets of more than 130 foundations with a volume totalling more than €2 billion.

TEST WINNER IN ALL CATEGORIES

As part of the study, FUCHSBRIEFE and IQF asked a total of 65 banks and independent asset managers to put forward an investment proposal for a real foundation. The foundation had endowment capital of €1.9 million, €1.0 million of which was a loan bearing 4% interest. The task was therefore to come up with an investment proposal for the remaining €0.9 million. In addition, the participants had to make a proposal for further endowments that had to be invested towards the middle of the year. The Articles of Association also stipulated that the value of the foundation assets had to be fully preserved. Overall, 33 providers put forward investment proposals.

When it came to assessing the 33 participants, the investment proposals were given a weighting of 85%. In this category, criteria such as expertise, past performance and the presentation of risks were scrutinised. The service, i.e. the personal and professional support offered to foundations and founders was given a weighting of 15%. Achieving 93.2 out of a possible 100 points, the private bank Sal. Oppenheim was the clear winner. In conclusion to its study, Fuchsbrieife writes, "At the end of the day, the winning team from Sal. Oppenheim simply outshone its competitors in all categories."

Oppenheim Vermögenstreuhand was formed in 1990 by the owning families of Sal. Oppenheim jr. & Cie. in order to manage the families' assets consistently over generations. In addition to this, OVT now helps over 50 other families and foundations to organise, continually optimise and manage their assets. With offices in Cologne and Frankfurt, OVT is one of the oldest and leading providers of family office services in Germany.

CONTACT:

Sal. Oppenheim jr. & Cie. KGaA

Press and PR

Dirk von Manikowsky

Tel.: (069) +49,221,145-1955

E-mail: presse@oppenheim.de