



Dear Reader,

Positive news regarding our finance portals: The two portals built by xfinance are market-wide the **farthest in reach** and have the **largest number of users** in the areas of economics and finance (source AGOF Internet Facts II/2009).

This newsletter covers news stories and reviews regarding publications by the tetralog group, this year's n-tv Depot-Check and a new stress test that uses cutting edge methodology.

Our newest product is the **invest suite**, a package including software, consulting, and certification. We are using a new approach to align up-to-date regulatory guidelines and customer-specific requirements at the Point of Sale. We focused specifically on non-intrusive change processes: By applying far-reaching integration of existing procedures, the changes for the user are limited, thus creating a high acceptance level. The regulatory compliance is ensured by a special test procedure developed by our long-term partner Dr. Christian Waigel at the law offices of GSK Stockmann + Kollegen. This includes testing and certification of gathering procedures, suitability and documentation.

Enjoy the read,

Yours, Lothar Jonitz
CEO tetralog systems AG

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Regulatory Framework offers Opportunity to Improve Quality. A new approach by the tetralog group

The new legal requirements for investment consultation are going into effect on 1/1/2010. As highlighted by the de-facto reversal of Burden-of-Proof, it will not be enough to just make some small adjustments in customer data collection. To meet these new legal requirements the tetralog group now offers a comprehensive package called **invest suite**.

invest suite offers a maximum of legal security, professional consulting and the cost advantages of a proven and scalable software technology. invest suite is more than just software. For the first time and in cooperation with Dr. Christian Waigel (partner in the law offices of GSK Stockmann & Kollegen) we have developed and integrated certification components that significantly improve the implementation and legal security of the process environment. Based on your particular requirements you can select the specific consulting, analysis and software modules that provide the necessary added value to maintain proactive and legally compliant service to your customers.

The communication between financial service providers and customers is a strategically important process. A changing legal framework that impacts this process must be handled with extreme care. We are ready to support you in facing these challenges: First we gather the materials and procedures utilized at the Point of Sale. Then the existing processes and their integration into downstream processing operations are documented. By comparing the situation on the ground to the new regulatory requirements we identify existing gaps. This can result in adjustments or changes for the customer in the areas of risk handling ability, past experience with the investment, investment knowledge, general financial setup and investment goals.

Closing the potential gaps is only the first step though. The new legislation requires clearly stating of the reason that led to a certain consulting recommendation. Thus the impacts of the identified variables on the recommendation have to be described. In the results section the financial service provider has to document which customer statements led to which recommendations. In this step the market opinion and the product portfolio of the financial service provider can be integrated.

The invest suite package includes these modules:

Gap Analysis: Gathering and documentation of the currently used data collection methodology, respectively the methodology planned for 1/1/2010; alignment with supervisory legal requirements; creating a solution definition as well as suggestion for the parameters for these processes.

Certification: Rigorous test of the resulting solutions concept using a certification process by the renowned law offices of GSK Stockmann & Kollegen regarding the fulfillment of all necessary regulatory requirements. The test results are documented and available to the customer.

Software Modeling: If desired, we can implement the certified solution concept in a software solution. In this step we integrate existing and new gathering methods, integrate the definitions of possible answer alternatives and ensure the integration of the market opinion of the financial service provider. This includes the individual product modules as well as the legally required documentation of the entire process. The solution is delivered either by a Application Service Provider (ASP) or as a direct integration into your system.

In the table below you will find a modular representation of all component areas and their possible combinations for a comprehensive solution. **Click into the applicable column to explore your options.** Our representatives would be glad to give you a detailed presentation of our approach and solutions model in your offices. Together we are positive to find added values potential for your company.

Package Options	1	2	3	4	5	6
GAP Analysis	x	x	x	x		
Certification	x	x			x	
Modeling	x			x	x	x
I am interested in	Package 1	Package 2	Package 3	Package 4	Package 5	Package 6

For further questions or comments contact Renee Grosser at + 49 (0)89 46 13 91 12 or rg@tetralog.de.

IBC Euroforum Copenhagen

September 2009: tetralog analyses Draw-Down-Based Risk Management for Implementation by Institutional and Private Investors

In his presentation Dr. Peter Tigges explained several kinds of draw-down risk measurements and the requirements for their practical application. The essential "take home" message of his presentation is the idea of thoroughly questioning all parameters of a process and controlling a portfolio optimization with a qualified product selection and parameter definition. This control seems to have a bigger impact on the quality of the result than the selection of the risk measurement method.

For many years tetralog has worked on all aspects of collection and controlling risks, and has managed to transfer several ideas from the area of institutional investors (Buy Side) into the business area of private investors (Sell Side). We see now similar developments in the areas of modern risk measurements and applicable Post-Markowitz concepts.

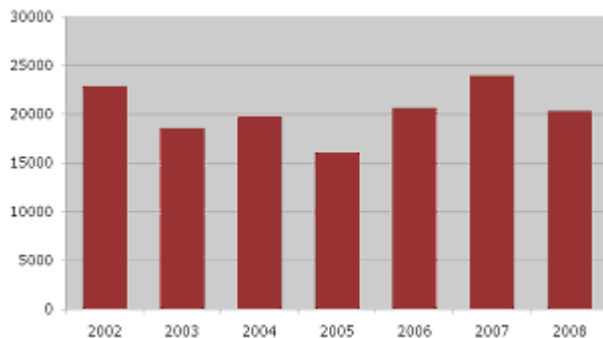
For more information please contact Dr. Peter Tigges at + 49 (0)89 46 13 91 20 or pt@tetralog.de.

n-tv Depot-Check 2009 supported by DAB bank AG

Starting October 15th and running for six weeks: The big n-tv Depot-Check. In partnership with tetralog and DAB bank AG, n-tv offers again a free analysis and optimization of your portfolio.

- This annual cooperation with DAB bank AG enables us to offer an even wider and investment-company-independent range of optimization products.
- Very detailed ways to adjust the optimization result to the respective investment focus (5 investment strategies available).
- Expanded possibilities to analyze extensive stock portfolios – support for portfolios with up to 100 individual positions for analysis.

n-tv Depot-Check: Participation 2002–2008



The n-tv Depot-Check 2009 continues an exceptionally successful series of events which we started in 2002. Users can participate in a service that has gained a very positive brand recognition over the years. Since 2002 more than 140,000 investors have taken advantage of this free offer for portfolio analysis and optimization. The total volume of analyzed portfolios was more than 12 billion Euro. n-tv Depot-Check again managed to address the most relevant themes just at the right moment: Especially in times of crisis it is important to thoroughly test investment portfolios. And if necessary make adjustments that reflect a wide diversification and thus more protection against losses, without forsaking any opportunities that might present themselves.

The results of n-tv Depot-Check 2008 show that even in exceptional times of crisis the application of the diversification principles improves portfolio performance. Together with our partners n-tv and DAB bank AG we are looking forward to a successful Depot-Check 2009.

To participate or for further information please visit

<http://www.n-tv.de/wirtschaft/depotcheck/>

ETF-Magazin Issue 4/2009

New Research Results from the Institut für Vermögensaufbau

1) Attractive Premiums

The accounted excess yield of an active investment fund compared to a market capitalized stock index is often not determined by the actions of a manager, but by systematic risk premiums. For more information about the different risk premium strategies and a historical comparison see ETF-Magazin 4/2009.

2) Guaranteed Return

The study offers two alternatives for the realization of a total return strategy by deliberately controlling the stock quota in a mixed stock and bond portfolio. A main consideration here is the guarantee of a complete preservation of capital at the end of the investment horizon with a yield maximization.



**Stress Test for Privat Investors –
Hybrid Scenarios are utilized for
Portfolio Analysis at Bank Vontobel
and quirin bank**

Starting in the middle of November the German magazine Capital, in partnership with Bank Vontobel Europe AG and quirin bank AG, will offer a free stress test of individual assets to all readers. Thus the participating private investors can stress test their portfolios.

Using the stress test results produced by the tetralog group, the participating investors can clearly see the impacts of certain crisis scenarios on their individual assets. The participating portfolios are analyzed by the institut für vermögensaufbau (institute for wealth formation) on the basis of the crisis scenarios laid out in Capital magazine using the most advanced mathematical methods.

For more information please refer to the November issue of Capital.

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Software for Individual Risk Profiling passes Real-World Test

Software from invest solutions in Real-World Test at Bankhaus Jungholz

It is old news that IT-based systems and scientific methods can support financial advisers when helping customers. The real news here is the availability of a proven, comfortable and highly objective tool for measuring the individual willingness of each investor to take risks. This is especially interesting for service providers specializing in helping wealthy private clients.

Our software solution invest profile very successfully supported the efforts of Bankhaus Jungholz, an Austrian financial institution. In the magazine geldinstitute, Mr. Rüdiger Preuss of Bankhaus Jungholz very enthusiastically describes the utilization of the invest profile software in personal consulting sessions:

"In a recent consulting situation invest profile recommended an investment strategy that was fairly conservative compared to earlier approaches by that customer. The customer totally agreed with the new evaluation and will follow the recommendations very closely." Using a series of questions by the software, the customers of Bankhaus Jungholz finally can be categorized into more suitable risk groups and thus benefit from a more focused consulting process.

According to the article, and especially in the context of the widespread general uncertainty, invest profile gave the customers a reassuring sense of trust in the consulting process by correctly evaluating their situation.

If you are interested in the tested software and want to incorporate a personal approach into the risk profiling of your customers, please contact Mr. Thomas Werle for further information at + 49 (0)89 99 01 99 81 or tw@investolutions.de.

About the tetralog group: The tetralog group is specialised in addressing all aspects of investment consultancy processes. This has enabled the group to repeatedly pitch innovations in a successful way as well as to satisfy its clients with work at a qualitatively high-level. Continuous success in the market is a testament to the scientific and interdisciplinary approach which the tetralog group takes. The list of individual companies allows for the different needs of the market: For example, over the past 14 years, the parent company **tetralog systems AG** has successfully established itself as an innovative and scientifically-minded partner within the financial sector. Based on findings in the field of investor psychology at the Max-Planck-Institut, tetralog systems has developed solutions for controlling targeted financial distribution in the field of risk-adjusted consulting and is considered a specialist and market leader in the business of portfolio optimisation. **invest solutions GmbH** is a joint venture between tetralog systems AG and SCHUFA Holding AG and has its headquarters in Munich. The fourth generation company offers market-leading, web-based software solutions and approaches in the field of investment consultancy for private clients. **x.finance GmbH** creates and operates new generation financial portals for media companies. Founded in 2008, this company is a demonstration of the topicality and flexibility of tetralog group.