

REPORT OF THE BOARD OF TRUSTEES 2017

With the arrival of 98 new affiliated companies (against 48 departures), Copré has once again achieved solid growth in 2017. The total of the balance sheet exceeded CHF 18 billion, an increase of 11%.

As at 31.12.2017, 683 companies are affiliated to Copré, totalling 10,039 active insured persons and 1,891 pensioners. With a satisfactory investment performance of 5.26 %, the Board of Trustees decided to attribute interest of 2 % in 2017, which brings the cover rate to 108.52 %.

The financial period was above all marked by the project to internalise the administrative and commercial management, which reached its decisive phase. The staff of 17 currently working in Copré took up their functions progressively from the summer onwards. They all benefit from solid experience in the field of occupational pensions or of investments. We wish them every success in their new posts.

Copré's registered office remains in Carouge, while the administrative, financial and commercial management teams are now installed in our new premises located opposite the railway station in Lausanne.

Mr Marçal Decoppet, Managing Director of the Foundation for the past 7 years, chose to leave his post in July in order to take up a new challenge. He made a significant contribution to the growth of the Foundation, and we sincerely thank him for his unfailing commitment.

To succeed him the Board of Trustees has appointed Mr Pascal Kuchen as Managing Director. With nearly 20 years of experience in insurance, holder of a Federal Diploma in Insurance and the HSG diploma in Insurance Management from the University of St-Gallen, Pascal Kuchen has occupied, among others, several management functions within Axa Winterthur. Furthermore he was a member of the Board of Axa Pension Solutions and is also a Member of the Committee of the Staff Pension Fund of the Canton of Valais. He took up his post on 1 February 2018.

We are happy to have Pascal Kuchen at the head of Copré. His great knowledge of occupational pension insurance issues and his solid expertise will enhance the degree of professionalism of the teams, with the objective of positioning our Foundation favourably for the future in a context of consolidation of the occupational pension insurance market. Moreover, Pascal Kuchen shares the same values of independence, solidity and reliability, placing the interests of the insured in the centre of the relationship and the management.

In 2017 the Board of Trustees also took note of the resignation of two of its members, Messrs Christian Gerbail and Jacques Grivel. We thank them sincerely for their unflinching devotion throughout their terms on the Board. As members of the Investment Committee as well, they greatly contributed to the institution's financial performances through astute diversification of the investments.

In fact, having won 7 awards since 2009 in the context of the « PensionsKasse Vergleich » study carried out annually by the SonntagsZeitung, Copré is proud to have received in 2017 the prize for the 2nd best return achieved over 10 years, as well as that for the 3rd best interest rate attributed over 10 years.

To replace these two members, the Board has initiated a search process for 2 new Board members, favouring representatives of the affiliated companies. Their nomination will be submitted for election at the next Ordinary General Assembly of May 2018. Until then the Board is composed of 4 members, which remains in compliance with the Foundation's by-laws.

Another significant fact - the reform of old-age and retirement pensions 2020, which was rejected in a popular vote on 24 September 2017. A complex reform, it was intended to guarantee pensions and adapt pension plans to the evolution of society. If the people had voted yes, occupational pension insurances could have faced the next 10-15 years with serenity. However this was not the case. It is urgent to get back down to work on this question without delay. Life expectancy continues to rise, and interest rates will remain low for a long time to come. A reform is inevitable.

The internalisation process is coming to an end, and the Board of Trustees is happy to note that the major deadlines along the way have been respected. The objective has been achieved, namely to take our destiny into our own hands, to constitute a competent management and team, to enhance the quality of the services provided, aiming at excellence and, progressively, to reduce management costs.

Accordingly, while remaining conscious of the challenges that the future holds for us, the Board of Trustees is convinced that outlook for Copré is looking good.

For the Board of Trustees

Robin Gordon
Chairman



Geneva, 23 April 2018.