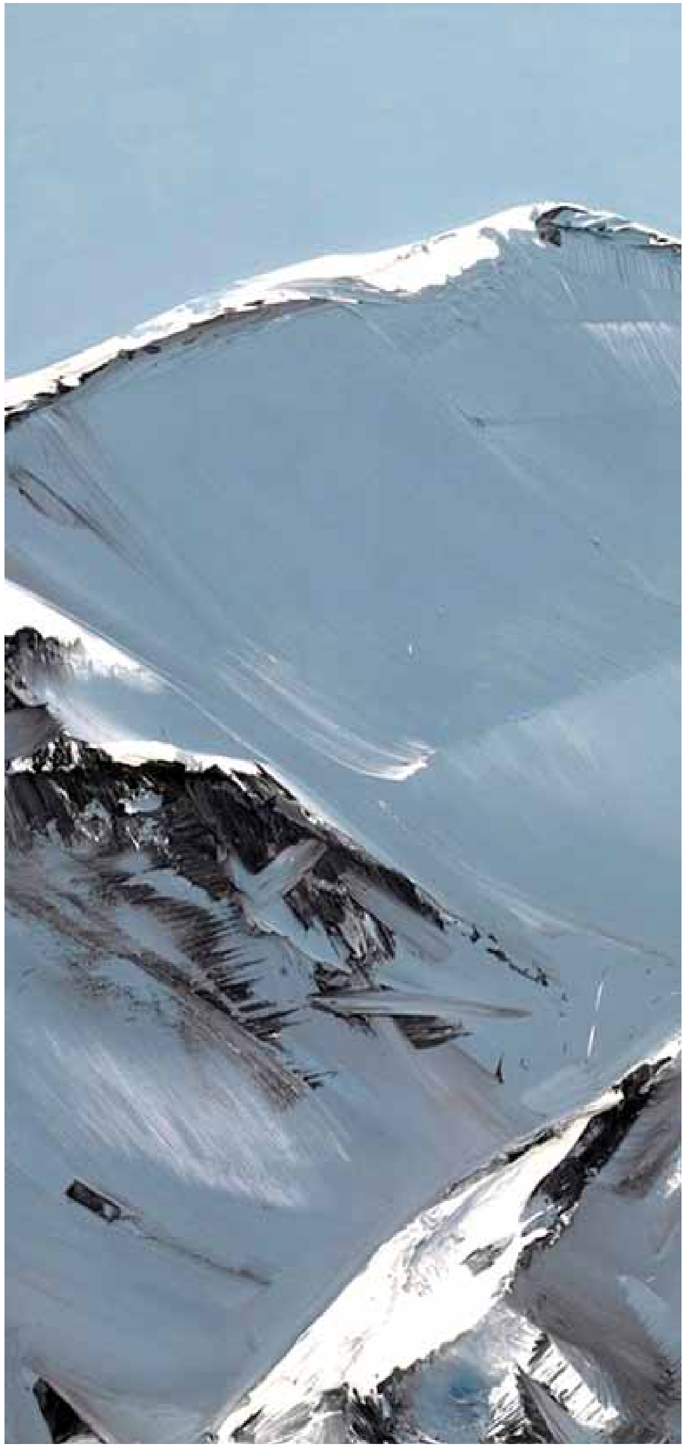
Julius Bär



Acquisition of Merrill Lynch's International Wealth Management Business Outside the US

Presentation for Investors, Analysts & Media

Zurich, 13 August 2012

Julius Bär

Disclaimer

THESE MATERIALS, WHICH HAVE BEEN ISSUED BY JULIUS BAER GROUP LTD. (THE "COMPANY"), COMPRISE THE WRITTEN MATERIALS/SLIDES FOR A PRESENTATION TO INVESTORS AND ANALYSTS CONCERNING THE COMPANY'S PROPOSED ACQUISITION (THE “ACQUISITION”) OF MERRILL LYNCH‘S INTERNATIONAL WEALTH MANAGEMENT BUSINESS FROM BANK OF AMERICA.

THESE MATERIALS ARE BEING SUPPLIED TO YOU SOLELY FOR YOUR INFORMATION AND FOR USE AT THE PRESENTATION TO INVESTORS AND ANALYSTS. THE PRESENTATION, THESE MATERIALS AND THEIR CONTENTS ARE CONFIDENTIAL AND MAY NOT BE REPRODUCED, REDISTRIBUTED OR PASSED ON, DIRECTLY OR INDIRECTLY, TO ANY OTHER PERSON OR PUBLISHED, IN WHOLE OR IN PART, BY ANY MEDIUM OR FOR ANY PURPOSE.

NEITHER THESE MATERIALS NOR THE PRESENTATION CONSTITUTES OR FORMS PART OF ANY OFFER OR INVITATION TO SELL OR ISSUE, OR ANY SOLICITATION OF ANY OFFER TO PURCHASE OR SUBSCRIBE FOR, OR ANY OFFER TO UNDERWRITE OR OTHERWISE ACQUIRE ANY SHARES IN THE COMPANY OR ANY OTHER SECURITIES NOR SHALL THEY OR ANY PART OF THEM NOR THE FACT OF THEIR DISTRIBUTION OR COMMUNICATION FORM THE BASIS OF, OR BE RELIED ON IN CONNECTION WITH, ANY CONTRACT, COMMITMENT OR INVESTMENT DECISION IN RELATION THERETO. ANY SUCH OFFER OF SECURITIES WOULD BE MADE, IF AT ALL, BY MEANS OF A PROSPECTUS OR OFFERING MEMORANDUM TO BE ISSUED BY THE COMPANY. ANY DECISION TO PURCHASE SECURITIES IN THE CONTEXT OF ANY OFFERING SHOULD BE MADE SOLELY ON THE BASIS OF INFORMATION CONTAINED IN THE FINAL FORM OF ANY PROSPECTUS, OFFERING MEMORANDUM OR OTHER DOCUMENT PUBLISHED IN RELATION TO SUCH AN OFFERING AND ANY SUPPLEMENTS THERETO. THESE MATERIALS DO NOT CONSTITUTE A PROSPECTUS PURSUANT TO ART. 652A AND/OR 1156 OF THE SWISS CODE OF OBLIGATIONS OR ART. 27 ET SEQ. OF THE LISTING RULES OF THE SIX SWISS EXCHANGE.

THE INFORMATION INCLUDED IN THIS PRESENTATION MAY BE SUBJECT TO UPDATING, COMPLETION, REVISION AND AMENDMENT AND SUCH INFORMATION MAY CHANGE MATERIALLY. NO PERSON IS UNDER ANY OBLIGATION TO UPDATE OR KEEP CURRENT THE INFORMATION CONTAINED IN THE PRESENTATION AND THESE MATERIALS AND ANY OPINIONS EXPRESSED IN RELATION THERETO ARE SUBJECT TO CHANGE WITHOUT NOTICE.

WITHOUT PREJUDICE TO THE FOREGOING, IT SHOULD BE NOTED THAT CERTAIN FINANCIAL INFORMATION IS UNAUDITED AND THAT CERTAIN FINANCIAL INFORMATION IS PRESENTED ON AN UNAUDITED PRELIMINARY AND/OR PRO FORMA BASIS, IN EACH CASE AS DESCRIBED BELOW. THE ASSETS UNDER MANAGEMENT (AuM) NUMBERS FOR THE INTERNATIONAL WEALTH MANAGEMENT BUSINESS OF BANK OF AMERICA AS OF 30 JUNE 2012 ARE PRELIMINARY UNAUDITED NUMBERS AND ARE THEREFORE SUBJECT TO CHANGE. THE UNAUDITED PRO FORMA FINANCIAL INFORMATION CONTAINED IN THIS PRESENTATION HAS BEEN PREPARED BASED ON THE COMPANY’S HISTORICAL UNAUDITED FINANCIAL INFORMATION AND THE MERRILL LYNCH INTERNATIONAL WEALTH MANAGEMENT BUSINESS’S PRELIMINARY HISTORICAL UNAUDITED FINANCIAL INFORMATION AND DOES NOT INCLUDE ANY PRO FORMA ADJUSTMENTS. THE UNAUDITED PRO FORMA FINANCIAL INFORMATION HAS BEEN PREPARED FOR ILLUSTRATIVE PURPOSES ONLY AND, BECAUSE OF ITS NATURE, MAY NOT GIVE A TRUE PICTURE OF THE FINANCIAL POSITION OR RESULTS OF OPERATIONS OF THE COMBINED GROUP THAT WILL BE ACHIEVED UPON COMPLETION OF THE TRANSACTION. FURTHERMORE, THE UNAUDITED PRO FORMA FINANCIAL INFORMATION IS NOT INDICATIVE OF THE FINANCIAL POSITION OR RESULTS OF OPERATIONS OF THE COMBINED GROUP FOR ANY FUTURE DATE OR PERIOD.

NEITHER THESE MATERIALS NOR THIS PRESENTATION IS AN OFFER OF SECURITIES FOR SALE IN SWITZERLAND, THE UNITED STATES OR IN ANY OTHER JURISDICTION. SECURITIES OF THE COMPANY WILL NOT BE REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”) AND MAY NOT BE OFFERED OR SOLD IN THE UNITED STATES ABSENT REGISTRATION OR AN EXEMPTION FROM REGISTRATION. THERE WILL BE NO PUBLIC OFFERING OF ANY SECURITIES IN THE UNITED STATES. ANY SECURITIES OF THE COMPANY WILL NOT BE REGISTERED UNDER THE APPLICABLE SECURITIES LAWS OF ANY STATE OR JURISDICTION OF CANADA, AUSTRALIA OR JAPAN AND, SUBJECT TO CERTAIN EXCEPTIONS, MAY NOT BE OFFERED OR SOLD WITHIN CANADA, AUSTRALIA OR JAPAN OR TO OR FOR THE BENEFIT OF ANY NATIONAL, RESIDENT OR CITIZEN OF CANADA, AUSTRALIA OR JAPAN.

Cautionary Statement On Forward-Looking Information

FORWARD-LOOKING STATEMENTS

THIS PRESENTATION INCLUDES FORWARD-LOOKING STATEMENTS THAT REFLECT THE COMPANY'S INTENTIONS, BELIEFS OR CURRENT EXPECTATIONS AND PROJECTIONS ABOUT THE TRANSACTION DESCRIBED HEREIN; THE FINANCING THEREOF, IMPACT ON EARNINGS, POTENTIAL SYNERGIES AND THE COMPANY'S AND THE COMBINED GROUP'S FUTURE RESULTS OF OPERATIONS, FINANCIAL CONDITION, LIQUIDITY, PERFORMANCE, PROSPECTS, STRATEGIES, OPPORTUNITIES AND THE INDUSTRIES IN WHICH THE COMPANY OPERATES. FORWARD-LOOKING STATEMENTS INVOLVE ALL MATTERS THAT ARE NOT HISTORICAL FACT. THE COMPANY HAS TRIED TO IDENTIFY THOSE FORWARD-LOOKING STATEMENTS BY USING THE WORDS "MAY", "WILL", "WOULD", "SHOULD", "EXPECT", "INTEND", "ESTIMATE", "ANTICIPATE", "PROJECT", "BELIEVE", "SEEK", "PLAN", "PREDICT" AND SIMILAR EXPRESSIONS OR THEIR NEGATIVES. SUCH STATEMENTS ARE MADE ON THE BASIS OF ASSUMPTIONS AND EXPECTATIONS WHICH, ALTHOUGH THE COMPANY BELIEVES THEM TO BE REASONABLE AT THIS TIME, MAY PROVE TO BE ERRONEOUS.

THESE FORWARD-LOOKING STATEMENTS ARE SUBJECT TO RISKS, UNCERTAINTIES AND ASSUMPTIONS AND OTHER FACTORS THAT COULD CAUSE THE COMPANY'S ACTUAL RESULTS OF OPERATIONS, FINANCIAL CONDITION, LIQUIDITY, PERFORMANCE, PROSPECTS OR OPPORTUNITIES, AS WELL AS THOSE OF THE MARKETS IT SERVES OR INTENDS TO SERVE, TO DIFFER MATERIALLY FROM THOSE EXPRESSED IN, OR SUGGESTED BY, THESE FORWARD-LOOKING STATEMENTS. IMPORTANT FACTORS THAT COULD CAUSE THOSE DIFFERENCES INCLUDE, BUT ARE NOT LIMITED TO: ACTUAL AMOUNT OF AuM TRANSFERRED TO THE COMPANY, WHICH MAY VARY FROM THE ESTIMATED AuM TO BE TRANSFERRED; BREAKDOWN BY CLIENT DOMICILE OF THE ACTUAL AuM TRANSFERRED, WHICH MAY VARY FROM THE BREAKDOWN BASED ON PRELIMINARY DATA; DELAYS IN OR COSTS RELATING TO THE INTEGRATION OF THE INTERNATIONAL WEALTH MANAGEMENT BUSINESS OF BANK OF AMERICA; LIMITATIONS OR CONDITIONS IMPOSED ON THE COMPANY IN CONNECTION WITH SEEKING CONSENT FROM REGULATORS TO COMPLETE THE ACQUISITION; CHANGING BUSINESS OR OTHER MARKET CONDITIONS; LEGISLATIVE, FISCAL AND REGULATORY DEVELOPMENTS; GENERAL ECONOMIC CONDITIONS IN SWITZERLAND, THE EUROPEAN UNION, THE UNITED STATES AND ELSEWHERE; AND THE COMPANY'S ABILITY TO RESPOND TO TRENDS IN THE FINANCIAL SERVICES INDUSTRY. ADDITIONAL FACTORS COULD CAUSE ACTUAL RESULTS, PERFORMANCE OR ACHIEVEMENTS TO DIFFER MATERIALLY. IN VIEW OF THESE UNCERTAINTIES, READERS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS. THE COMPANY AND ITS SUBSIDIARIES, ITS DIRECTORS, OFFICERS, EMPLOYEES AND ADVISORS EXPRESSLY DISCLAIM ANY OBLIGATION OR UNDERTAKING TO RELEASE ANY UPDATE OF OR REVISIONS TO ANY FORWARD-LOOKING STATEMENTS IN THIS PRESENTATION AND THESE MATERIALS AND ANY CHANGE IN THE COMPANY'S EXPECTATIONS OR ANY CHANGE IN EVENTS, CONDITIONS OR CIRCUMSTANCES ON WHICH THESE FORWARD-LOOKING STATEMENTS ARE BASED, EXCEPT AS REQUIRED BY APPLICABLE LAW OR REGULATION.

FINANCIAL INFORMATION

THIS PRESENTATION CONTAINS CERTAIN PRO FORMA FINANCIAL INFORMATION. THIS INFORMATION IS PRESENTED FOR ILLUSTRATIVE PURPOSES ONLY AND, BECAUSE OF ITS NATURE, MAY NOT GIVE A TRUE PICTURE OF THE FINANCIAL POSITION OR RESULTS OF OPERATIONS OF THE COMPANY. FURTHERMORE, IT IS NOT INDICATIVE OF THE FINANCIAL POSITION OR RESULTS OF OPERATIONS OF THE COMPANY FOR ANY FUTURE DATE OR PERIOD.

BY ATTENDING THIS PRESENTATION OR BY ACCEPTING ANY COPY OF THE MATERIALS PRESENTED, YOU AGREE TO BE BOUND BY THE FOREGOING LIMITATIONS.

RATINGS INFORMATION

THIS PRESENTATION MAY CONTAIN INFORMATION OBTAINED FROM THIRD PARTIES, INCLUDING RATINGS FROM RATING AGENCIES SUCH AS STANDARD & POOR'S, MOODY'S, FITCH AND OTHER SIMILAR RATING AGENCIES. REPRODUCTION AND DISTRIBUTION OF THIRD-PARTY CONTENT IN ANY FORM IS PROHIBITED EXCEPT WITH THE PRIOR WRITTEN PERMISSION OF THE RELATED THIRD-PARTY. THIRD-PARTY CONTENT PROVIDERS DO NOT GUARANTEE THE ACCURACY, COMPLETENESS, TIMELINESS OR AVAILABILITY OF ANY INFORMATION, INCLUDING RATINGS, AND ARE NOT RESPONSIBLE FOR ANY ERRORS OR OMISSIONS (NEGLIGENT OR OTHERWISE), REGARDLESS OF THE CAUSE, OR FOR THE RESULTS OBTAINED FROM THE USE OF SUCH CONTENT. THIRD-PARTY CONTENT PROVIDERS GIVE NO EXPRESS OR IMPLIED WARRANTIES, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR USE. THIRD-PARTY CONTENT PROVIDERS SHALL NOT BE LIABLE FOR ANY DIRECT, INDIRECT, INCIDENTAL, EXEMPLARY, COMPENSATORY, PUNITIVE, SPECIAL OR CONSEQUENTIAL DAMAGES, COSTS, EXPENSES, LEGAL FEES, OR LOSSES (INCLUDING LOST INCOME OR PROFITS AND OPPORTUNITY COSTS) IN CONNECTION WITH ANY USE OF THEIR CONTENT, INCLUDING RATINGS. CREDIT RATINGS ARE STATEMENTS OF OPINIONS AND ARE NOT STATEMENTS OF FACT OR RECOMMENDATIONS TO PURCHASE, HOLD OR SELL SECURITIES. THEY DO NOT ADDRESS THE MARKET VALUE OF SECURITIES OR THE SUITABILITY OF SECURITIES FOR INVESTMENT PURPOSES, AND SHOULD NOT BE RELIED ON AS INVESTMENT ADVICE.

Programme and Content

Welcome

Daniel J. Sauter, Chairman

Overview & Transaction Rationale

Boris F.J. Collardi, CEO

Transaction Details & Financial Consideration

Dieter A. Enkelmann, CFO

Summary & Conclusion

Boris F.J. Collardi, CEO

Q&A Session

Julius Bär

Programme and Content

Welcome
Daniel J. Sauter, Chairman

Overview & Transaction Rationale
Boris F.J. Collardi, CEO

Transaction Details & Financial Consideration
Dieter A. Enkelmann, CFO

Summary & Conclusion
Boris F.J. Collardi, CEO

Q&A Session

Acquisition of Merrill Lynch's International Wealth Management Business Outside the US

High-quality franchise with strong focus on growth markets

- Acquisition of Merrill Lynch's International Wealth Management business ('IWM') outside the US (and excluding US clients), with USD 84bn[1] (CHF 81bn[2]) assets under management ('AuM')

Strong strategic rationale:

- Adds substantial scale to existing locations, and presence in a number of key new locations
- Increases exposure to growth markets approaching 50%[3] of pro forma AuM
- Further strengthens Julius Baer's unique value proposition to its sophisticated client base
- Reinforces Julius Baer's attractiveness as the employer of choice in private banking
- Strategic cooperation agreement with Bank of America Merrill Lynch ('BofAML')
  - ➢ Brings Julius Baer a major step forward in its growth strategy, strengthening its position as the leading 'pure play' Swiss private banking group

[1] Based on preliminary data, as at 30 June 2012
[2] Throughout this presentation, USD amounts have been translated into CHF at an exchange rate of CHF 0.97 per USD 1.00
[3] On a combined basis, pro forma

Julius Bär

Price of 1.2% on Transferred AuM

Targeting ~15% EPS accretion[1] in first full year after integration[2]

Financially attractive:

- Combination of legal entity acquisitions and business transfers over a two-year period
- Julius Baer estimates that between CHF 57bn and CHF 72bn of AuM will have been transferred by end of integration period (expected to be Q4 2014 or Q1 2015)
- Assuming a transfer of CHF 72bn AuM, the purchase price amounts to ~CHF 860m
- Total capital required to fund the transaction financed through a combination of excess capital, shares issued to BofA, a rights offer and a hybrid issue[2]
- Targeting ~15% EPS accretion[1] in first full year after integration (exp. 2015)[2]

[1] On basis of adjusted profit, i.e. excluding integration and restructuring expenses and the amortisation of intangible assets related to acquisitions or divestitures
[2] Please refer to the section 'Transaction Details & Financial Consideration' of this presentation for an explanation of the assumptions underlying this statement

IWM: High-Quality Wealth Management Franchise

Long-established presence in key international markets

Acclaimed International Wealth Manager

- Tailored solutions to HNW/UHNW clients
- Total AuM ~CHF 81bn[1]
- Foothold in >20 key international markets
- Significant exposure to clients from growth markets, with approx. two thirds of AuM[1] coming from clients domiciled in:
  - North / South East Asia
  - India (local platform, leading presence)
  - Middle East
  - Latin America
- Pan-European onshore advisory presence in eight countries including a long-standing Swiss-based bank
- Approx. 2,243 employees[1] o/w 528 financial advisers (FAs)[1]

With Long History in Key Markets

- High-quality business with long tradition
  - In Europe since 1950
  - In Asia since 1960
  - In Latin America for 20 years
- Deep talent pool with most advisers having >10 years length of service
- Recognised player in international wealth management
- Strong brand name in multiple locations (e.g. Hong Kong, Singapore, India, Spain, UK)

Merrill Lynch Wealth Management®
A subsidiary of Bank of America Corporation

[1] Based on preliminary data at 30 June 2012

IWM: Extensive International Network[1]

Foothold in >20 key international markets

Merrill Lynch Wealth Management®
A subsidiary of Bank of America Corporation

[1] Transaction excludes some small IWM locations

Julius Bär

Recap: Julius Baer Group Strategy

As presented in September 2009, at the launch of the new Julius Baer Group

Pure Private Banking

- Focus on pure private banking business
- Targeting private clients and family offices as well as external asset managers

Leverage International Platform

- Switzerland
- Europe
- Asia
- Other markets

- Leverage global footprint to source AuM growth and enhance client proximity
- Switzerland: gain market share
- Europe: selectively expand offering domestically and out of Switzerland for key markets
- Asia: continue building “second home“ in fast-growing market
- Other markets: opportunistic growth in Central and Eastern Europe as well as in Latin America, the Middle East and Indian subcontinent

Generate Growth

- Organic
- M&A

- Generate steady net new money throughout cycle
- Continue careful hiring of experienced relationship managers
- Selective acquisitions to support growth strategy
- Strong balance sheet conservatively managed with low-risk business profile

Client-centric Business Model

- Client-centric service excellence and management culture
- True open-architecture and innovation as key differentiating factor
- Experienced and committed management team

Acquisition of IWM Offers Strong Strategic Fit

Well in-line with defined key criteria

Pure Private Banking

- Representing a pure private banking business
- Service offering targeted at HNWI and UHNWI

Leverage International Platform
- Switzerland
- Europe
- Asia
- Other markets

- Complementing Julius Baer's current footprint with eight new locations, while adding scale to 12 of Julius Baer's existing locations: strong pan-European platform and presence in Middle East and Latin America
- Adding significant exposure to growth markets, with combined total growth markets AuM expected to approach 50% (pro forma)
- Strengthening Asia as 'second home market' with a significantly increased share from Asian clients after the transaction
- Reducing net currency exposure to CHF

Generate Growth
- Organic
- M&A

- Providing a quantum leap in growth through a 40% expected expansion in AuM (pro forma, at AuM transferred of CHF 72bn)
- Allowing Julius Baer to further consolidate its position as the leading 'pure play' Swiss private banking group

Client-centric Business Model

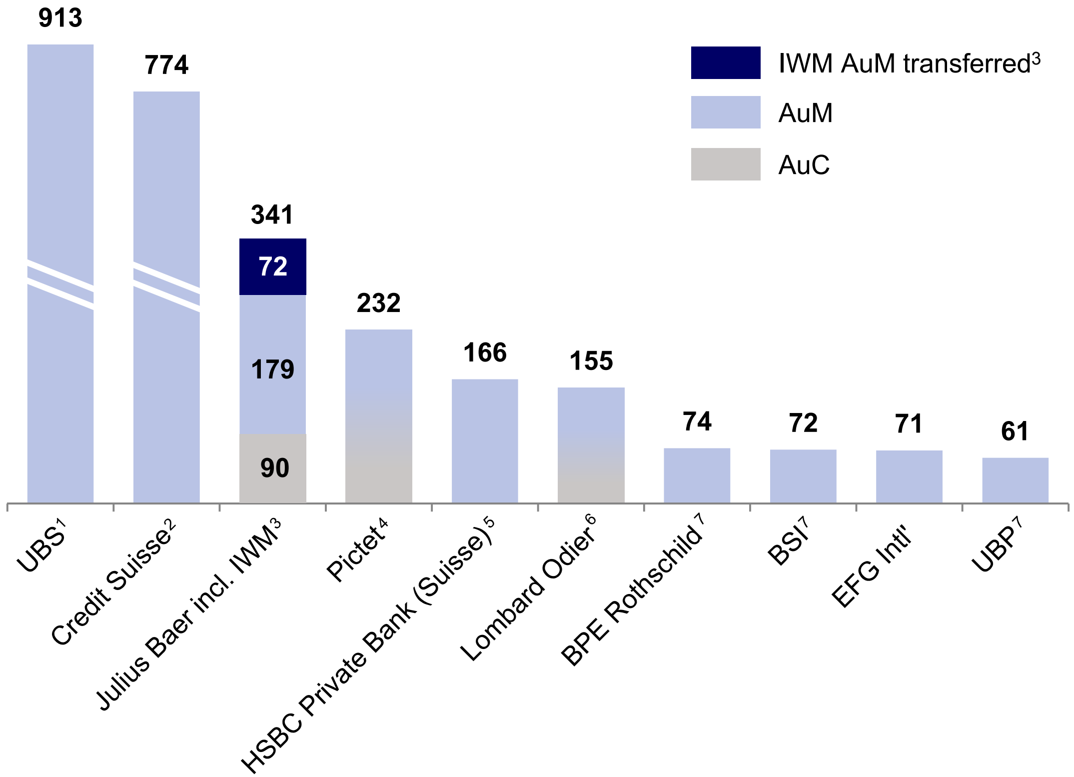
- In line with Julius Baer's open product platform business model with complementing capabilities creating a powerful offering for clients
- Strategic cooperation agreement with BofAML
- Experienced and committed private bankers, good cultural fit

Julius Baer Strengthening Position in Private Banking

Leading *'pure play'* Swiss private banking group

Swiss Private Banking Operations, by AuM / Total Client Assets

As of 30 June 2012, in CHFbn, except otherwise noted



- Clearly strengthens Julius Baer's unique position as the leading *'pure play'* international private banking group
- At CHF 72bn AuM transferred…
- … Julius Baer's pro forma total client assets would increase to CHF 341bn …
- … of which CHF 251bn AuM
- Allowing Julius Baer to add scale to its international platform

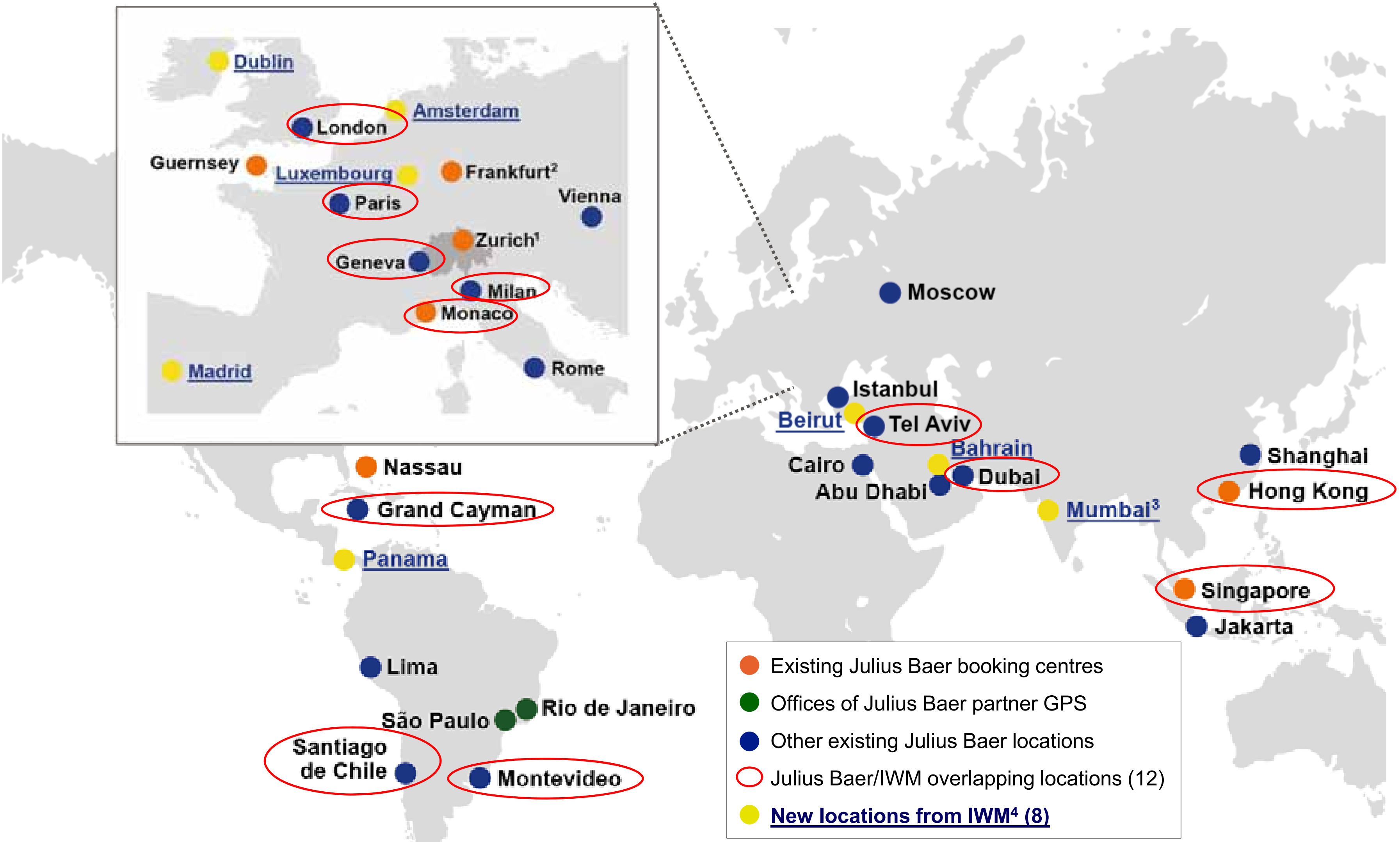
[1] Excl. Wealth Management Americas
[2] Excl. Corporate and Institutional Clients (Switzerland)
[3] Pro forma, based on assumed AuM of CHF 72bn to be transferred from IWM
[4] Total client assets, excl. asset management business
[5] As of 31 December 2011
[6] Total client assets, incl. asset management business
[7] As of 31 December 2011, excl. asset management business

Total Client Assets = AuM + Assets under Custody ('AuC')
Sources: Public information incl. corporate websites, financial reports, media releases and in some cases extrapolations/estimates

Julius Bär

Global Footprint Expanded

Eight new locations – Twelve overlapping locations

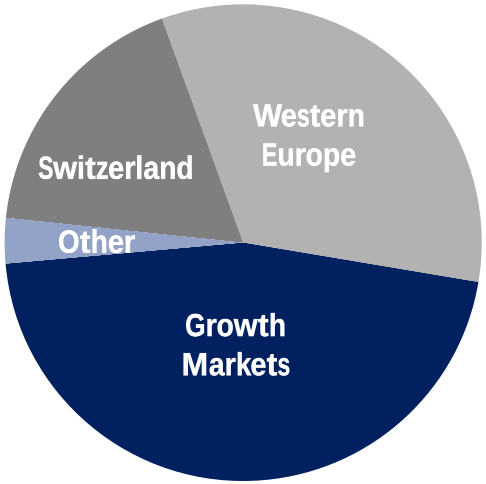


[1] Switzerland: Julius Baer in Zurich (head office) plus 14 other locations, incl. Geneva
[2] Germany: Bank Julius Bär Europe AG in Frankfurt (head office) plus six other locations
[3] India: IWM main office in Mumbai – plus four smaller offices in Bangalore, Calcutta, Chennai, New Delhi
[4] Transaction excludes some small IWM locations

Clear Shift Towards Growth Markets

Share of AuM from growth markets expected to approach 50%[1]

Expected approx. Breakdown by Client Domicile of Julius Baer AuM on a Combined Basis[1]



CHF 251 bn[1]

- Approx. 2/3 of IWM's AuM from growth markets, of which >50% from Asia
- Expected to result in significant shift towards clients from growth markets on a combined basis[1]:
  - Share of AuM from growth markets of currently >1/3 expected to approach 50%
  - Share of AuM from Western Europe expected to drop to approx. 1/3 …
  - … with proportion of *on-shore* advised assets expected to increase significantly
  - Note: US-domiciled clients of IWM will *not* be part of this transaction

[1] Pro forma, at CHF 72bn AuM transferred, and based on the assumption that the breakdown by client domicile of AuM transferred is in proportion to IWM client domicile breakdown that is based on preliminary IWM data as of 30 June 2012

Compatible Client Segments, Complementary Offering

IWM's clients will benefit from extended discretionary and credit offering

Similar Client Focus	▪ Dedicated focus on 'pure play' wealth management ▪ Servicing HNWI and UHNWI
Similar Asset Allocation	▪ General congruence in nature of asset allocation and risk attitude, also considering regional aspects → Implying largely similar client requirements ▪ Overall slightly lower cash and higher equity proportions at IWM (mainly driven by higher proportion of AuM from Asia)
One-Stop Shop Approach via RM/FA	▪ RM / FA represents direct link between the client and the open product platform / service capabilities
Investment Expertise Managed Centrally	▪ Investment product specialists report directly into a central product unit
Complementary Product & Services Offering	▪ Comparable product & services offering with same categorisation ▪ Opportunity to cross-leverage capabilities: ➢ Julius Baer's global booking centre capabilities (seven booking centres) ➢ Julius Baer's extended discretionary and credit offering ➢ IWM's sophisticated transaction and trading orientation ➢ Cooperation agreement with BofAML, incl. global equity research / structured and advisory products

Julius Bär

Compelling Value Proposition for Clients and Employees

Pure private banking, strong brand, great complementarity

Pure Private Banking Focus	▪ Leading 'pure play' Swiss private banking group ▪ Private banking is our heritage since 122 years ▪ Market capitalisation of ~CHF 7bn[1] with total client assets of ~CHF 341bn[2]
Advisory Excellence	▪ Client-centric approach, offering best-in-class investment solutions on an open product platform ▪ Multi-service model (from custody-only all the way to trading-only)
Global Reach	▪ Extensive global footprint in Europe, Asia and Latin America with more than 50 locations across 28 countries ▪ Flexible service model with seven booking centres in key financial centres
Stability & Continuity	▪ Sound financial foundation with solid balance sheet, exceeding all capital requirements, and stable earnings ▪ Stability and continuity for clients and employees with new combined senior management
Strong Brand	▪ Leading premium brand in global wealth management, including recent awards: ➢ 'Best Boutique Private Bank in Asia' (2012, Asian Private Banker), 'Best Private Bank in Switzerland' (2011, The Banker, FT Group), 'Outstanding Private Bank – Europe' (2011, Private Banker International) ▪ Strategic partnership with BofAML (i.e. provision of research, investment banking services) and selected regional best-in-class players
Entrepreneurial Culture	▪ Attract, develop and retain best professionals (performance and entrepreneurial culture) along the private banking value chain ▪ 'Big enough to matter, small enough to care'

[1] At close of market on 10 August 2012
[2] Pro forma, based on assumed AuM of CHF 72bn to be transferred from IWM

Julius Bär

Programme and Content

Welcome
Daniel J. Sauter, Chairman

Overview & Transaction Rationale
Boris F.J. Collardi, CEO

Transaction Details & Financial Consideration
Dieter A. Enkelmann, CFO

Summary & Conclusion
Boris F.J. Collardi, CEO

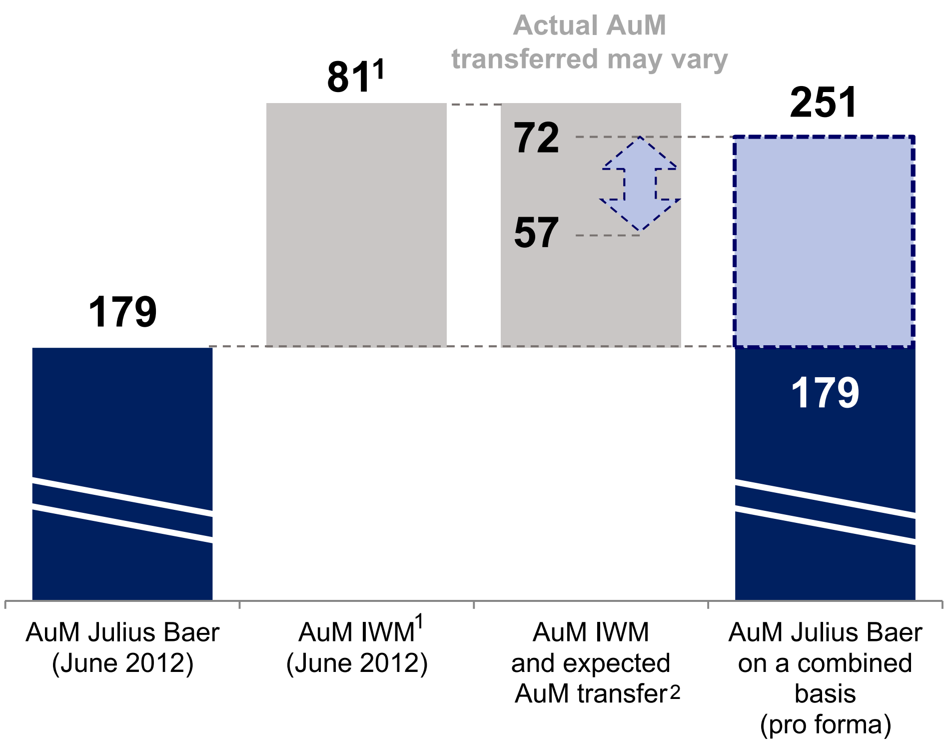
Q&A Session

Julius Bär

Transaction: Estimated AuM Transfer CHF 57 - 72bn AuM

Transition period of two years

Estimated AuM[1] Expansion Range (Pro Forma), CHF bn



- AuM transfers based on combination of legal entity acquisitions and business transfers over a period of approximately two years
- As a consequence of …
  - transfer mechanism and total time to integrate
  - client attrition over the period
- … the ultimate amount of AuM transferred may vary, and will ultimately define the total consideration payable and resources needed to support the new business
- Julius Baer estimates the transaction will result in incremental AuM of between CHF 57bn and CHF 72bn, at market values as at 30 June 2012

➢ **Julius Baer intends to put funding in place sufficient to support the acquisition of up to CHF 72bn AuM**

[1] IWM AuM based on preliminary data as at 30 June 2012
[2] Assuming AuM transfer at market values as at 30 June 2012

Transaction Structure and Timeline

Principal closing expected Q4 2012 / Q1 2013

- Principal closing expected end Q4 2012/Q1 2013, subject to pre-conditions:
  - Applicable regulatory approvals (CH, HK, Ireland, Singapore, UK, Uruguay)
  - Completion of rights offer
  - Agreement reached on detailed transfer and separation plans for each business/jurisdiction (incl. a Transitional Service Agreement)

- At principal closing:
  - Merrill Lynch Bank (Suisse) S.A., with AuM of ~CHF 11bn[1], transfers via entity (share) sale
  - Additional local closings triggered, subject to local completion approvals and conditions

- Additionally, AuM transfers in stages as IWM FAs join Julius Baer and as clients consent to account transfers

- Revenue/cost transition structure, defining sharing/allocation of economics during transition phase, agreed in principle with BofAML – in line with legal entity and/or FA transfers

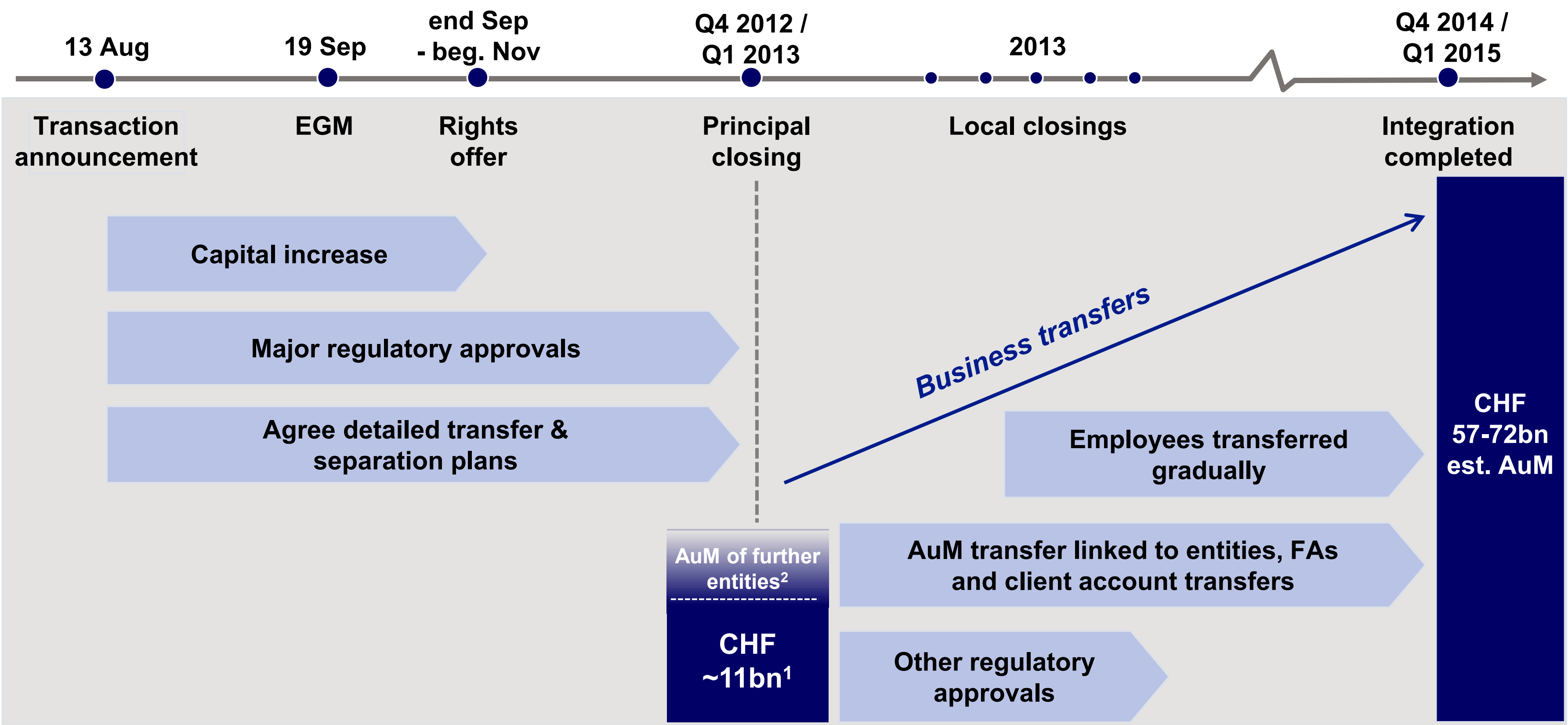
- Overall transfer process expected to be completed by Q4 2014/Q1 2015, with total estimated AuM transferred between CHF 57bn and CHF 72bn

[1] Preliminary AuM of Merrill Lynch Bank (Suisse) S.A, as at 30 June 2012; actual AuM and actual AuM retained may vary

Julius Bär

Expected Transaction and Integration Timeline

Simplified schematic overview

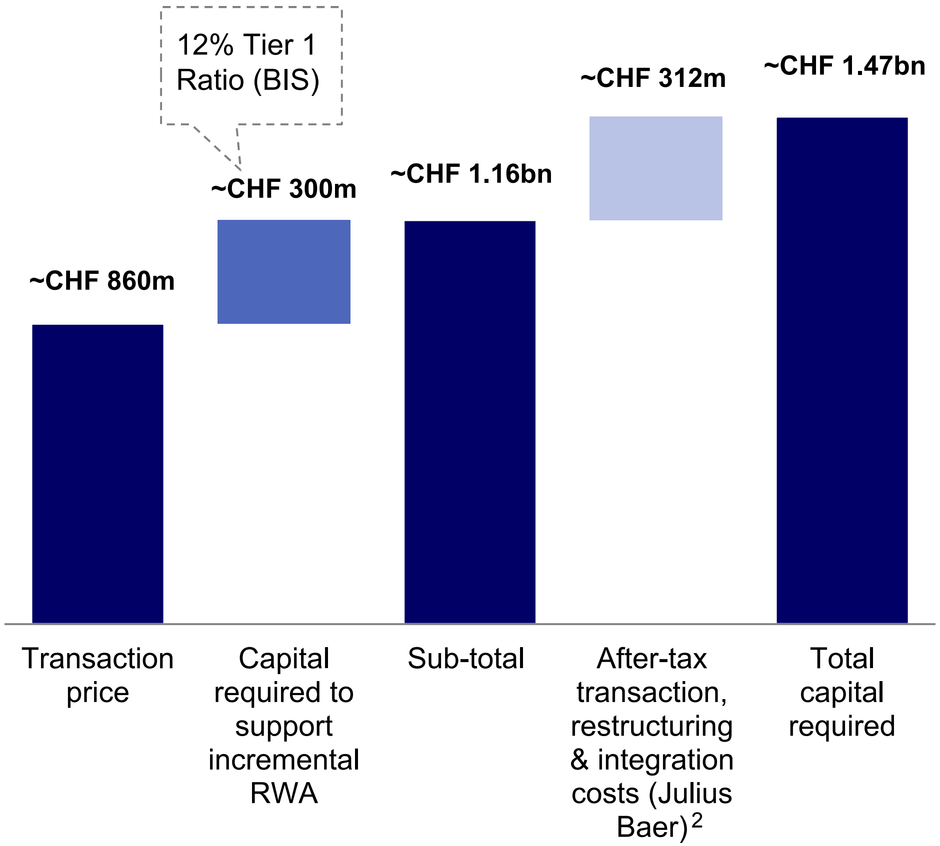


[1] Preliminary AuM of Merrill Lynch Bank (Suisse) S.A, as at 30 June 2012; actual AuM and actual AuM retained may vary
[2] Subject to local completion approvals and conditions

Julius Bär

At CHF 72bn AuM: Total Capital Required ~CHF 1.47bn

At that level: agreed 1.2%/AuM transferred, results in price of ~CHF 860m



- Agreed transaction price[1]: 1.2% on AuM transferred
- Payable monthly as and when AuM are transferred

- **At CHF 72bn AuM transferred:**
  - Julius Baer would pay ~CHF 860m[1]
  - Expected to require ~CHF 300m equity ('NAV') to support incremental risk-weighted assets ('RWA')
  - Julius Baer would expect to spend ~CHF 400m on transaction, restructuring and integration costs[2](or ~CHF 312m after tax)
  - ➢ **Expected total capital requirements arising from transaction: ~CHF 1.47bn**

- Under purchase accounting, total expected goodwill (CHF 860m at CHF 72bn AuM) must be recorded at time of principal closing (expected Q4 2012/Q1 2013)
  - This amount will be split into acquired client relationships (to be amortised) and goodwill

[1] Of the price payable on AuM transferred, the first portion is payable in cash (covering mainly acquisition of Swiss entity) (expected to be ~USD 150m), the next USD 0.5bn is payable in 50% cash and 50% equity (6.9m shares at a pre-defined issue price of CHF 35.16); any further amounts are payable in cash
[2] In addition, BofAML will assume up to USD 125m in defined pre-completion restructuring and integration costs

Julius Bär

Planned Funding of Capital Required for the Transaction

Total capital required to support acquisition at CHF 72bn AuM transferred	CHF 1.47bn

Planned Funding:

–	Partial use of Julius Baer excess capital	**CHF 0.53bn**
–	Hybrid capital Issue	**CHF 0.20bn**
=	Resulting equity capital required to support transaction	**CHF 0.74bn**
–	*of which to be placed with BofA as part of consideration*	**CHF 0.24bn**
=	Equity capital to be raised in market to support transaction	**CHF 0.50bn**

- Julius Baer intends to put funding in place sufficient to support the acquisition of up to CHF 72bn AuM
- At that level, expected total capital requirement arising from transaction: up to ~CHF 1.47bn
- Funding plan:
  - Up to CHF 0.53bn from existing excess capital
  - CHF 0.2bn from the issuance of new hybrid instruments (non-core tier 1 or lower tier 2)
  - CHF 0.24bn (USD 250m[1]) in new equity capital issued to BofA[2] as and when AuM are transferred
  - CHF 0.5bn new equity capital[2] via planned rights offer

- In addition, Julius Baer proposes to raise CHF 250m in new equity capital for future strategic flexibility (not related to the IWM transaction)

➢ **Total proposed rights offer[2] therefore CHF 750m**

[1] See footnote 1 on slide 21
[2] Subject to shareholder approval at EGM currently planned for 19 September 2012

Julius Bär

Transaction, Restructuring and Integration Costs

~CHF 400m[1] borne by Julius Baer – in addition to BofA assuming up to USD 125m for defined pre-completion restructuring/integration costs

Transaction Costs	**~25%**	Transfer taxes; fees for advisers on transaction and capital raising
IT Costs	**~20%**	Predominantly driven by ▪ Maintaining IWM and Julius Baer platforms in parallel throughout transfer process ▪ Platform enhancements, infrastructure and migration costs
Incentives	**~30%**	Incentives and retention costs for RMs and other key personnel, linked to integration and asset transfers
Other Costs	**~25%**	Advisory costs and costs incurred by various functions during transition phase - mainly legal & compliance, operations, marketing & communications, products & services, as well as costs for temporary staff
Total Costs Julius Baer	**100%**	Total expected transaction, restructuring and integration costs ~CHF 400m[1] ▪ Partly to be capitalised, with remainder expensed over subsequent years
Additionally borne by BofA:		Separately, BofA will assume up to an additional USD 125m of defined pre-completion restructuring and integration costs

[1] Pre-tax (~CHF 312m after tax), at CHF 72bn AuM transferred

Capital Ratios Expected to Remain Well Above Target

>15% BIS total capital ratio (new), >12% BIS tier 1 ratio (unchanged)

Update on target capital ratios

- FINMA and BIS methodologies converging (2013): Minimum total capital ratio from ~14% to 12% BIS
  - ➢ Julius Baer will adjust BIS total capital ratio target from 16% to 15% …
  - ➢ … increasing buffer vs regulatory minimum to 3% (so far ~2%)

Julius Baer Targets	Old	New
BIS Total Capital Ratio	>16%	>15%
BIS Tier 1 Ratio	Unchanged >12%	

Expected impact from transaction[1]

- CHF 0.74bn[2] equity increase to fund transaction and maintain capital targets
- Funding plan takes into account impact of purchase accounting, expected timing of booking for restructuring and integration costs, and assumed AuM, revenue and cost transfer mechanism

➢ Capital ratios:
  - Well above targeted levels following capital raising and principal closing (expected goodwill booked)
  - Over transition period, expected to decline gradually as further AuM are transferred, but to remain well above target levels at all times throughout the process
- All currently known future stand-alone capital impacts have been taken into account in capital planning

- Previously announced share buyback programme will be cancelled

[1] At AuM transferred of CHF 72bn
[2] Excluding the CHF 250m new equity capital raised to ensure future strategic flexibility

Julius Bär

Financial Impact – Transition Phase

2013-2014[1]:

- Based on …
  - transfer mechanism
  - nature of revenue/cost transition structure
  - restructuring progress, and
  - inherent uncertainty in forecasting timing of AuM transfers, …
- … the 2013 and 2014 net profit[2] impacts are difficult to forecast
- Whilst we do not expect significant impacts, net profit[2] could be somewhat volatile
- On a run-rate basis, the point of neutral EPS impact[2,3] is expected to be reached during 2014

[1] Assuming the transfer and integration process is completed in Q4 2014
[2] On basis of adjusted profit, i.e. excluding integration and restructuring expenses and amortisation of intangible assets related to acquisitions or divestitures
[3] Based on equity capital increase of CHF0.74bn to support transaction and taking targeted capital ratios into basis for the calculation

Financial Impact – After Completion of Integration

From 2015[1], on AuM transferred:

Pre-tax margin	▪ 2015[1]: Pre-tax margin on AuM transferred expected to be at ~70% of equivalent pre-tax margin of Julius Baer in absence of a transaction ('stand-alone') ▪ After 2015: Targeted scaleability and efficiency gains will deliver further improvement

Gross margin	▪ 2015[1]: Conservatively assumed at a level below current IWM gross margin (and below Julius Baer's 'stand-alone' gross margin)
	▪ Medium to longer term, clear potential for improvement, e.g.:
	  ▪ Increased penetration of mandates, credit and structured products
	  ▪ Business would benefit from improving client activity levels

Cost/ income ratio	▪ 2015[1]: Investments in restructuring to leverage incremental AuM on Julius Baer platform … ▪ … expected to bring efficiency close to expected Julius Baer 'stand-alone' cost/income ratio ▪ In case of lower level of AuM transferred, costs can be scaled down
Tax	▪ Effective tax rate currently expected to decline after integration (i.e. expected 2015) on the back of changing geographical footprint and transaction tax benefits

Independent of level of AuM transferred[2] (within estimated range), and based on analysis of various scenarios concerning key input factors:

►Transaction targeted to deliver ~15% accretion[3] to EPS[4] in 2015[1]

[1] Assuming 2015 is first full year after integration
[2] Assuming market performance impact on transferred IWM AuM similar to impact on Julius Baer stand-alone AuM
[3] Based on equity capital increase of CHF0.74bn to support transaction and taking targeted capital ratios into basis for the calculation
[4] On basis of adjusted profit, i.e. excluding integration and restructuring expenses and amortisation of intangible assets related to acquisitions or divestitures

Post-Integration Targets

	Starting point		Targets	
	Julius Baer stand-alone *(H1 2012)*	IWM stand-alone[4] *(2011)*	Julius Baer stand-alone *(current mid-term targets)*	Combined entity[6] *(first years post integration)*
Cost/Income Ratio[1]	70%	~105%[5]	62-66%	65-70%
Pre-Tax Profit Margin[2]	30bps	<0bps	>35bps	30-35bps
Net New Money[3]	6%	1%	4-6%	4-6%

1. Adjusted cost/income ratio, calculated excluding valuation allowances, provisions and losses
2. Adjusted pre-tax profit (annualised) divided by period average AuM, in basis points
3. Net new money (annualised), as % of AuM at end of previous period
4. Derived from 2011 Merrill Lynch International Wealth Management Financial Statements audited by PricewaterhouseCoopers
5. Excl. one-offs – incl. one-offs 114%, but in both cases incl. full allocation of BofA corporate overheads
6. New targets based on CHF 72bn of AuM transferred as part of the transaction (actual AuM transferred may vary), and assuming market performance impact on transferred IWM AuM similar to impact on Julius Baer stand-alone AuM

Programme and Content

Welcome
Daniel J. Sauter, Chairman

Overview & Transaction Rationale
Boris F.J. Collardi, CEO

Transaction Details & Financial Consideration
Dieter A. Enkelmann, CFO

Summary & Conclusion
Boris F.J. Collardi, CEO

Q&A Session

Value-Enhancing, Transformational Transaction

Management and organisation focused on executing the integration

Strategic Fit	**Transaction fully in line with corporate strategy – accelerates geographical diversification into growth markets and internationalisation of Julius Baer Group**
Cultural Fit	**Julius Baer and IWM have compatible cultures**
Business Model	**Business models similar along key dimensions, and mutually value-enhancing where different**
Effective Integration	**Diligent integration approach and experienced team to manage complex integration**
Financial Fit	**Expected to be meaningfully accretive to EPS[1], and solid capital position preserved**

[1] In first full year after final integration, and on basis of adjusted profit, i.e. excluding integration and restructuring expenses and the amortisation of intangible assets related to acquisitions or divestitures

Successful Acquisition Integration Track Record

Management and key staff have extensive integration experience

1890 | 2005 | 2010 | 2011 | 2012 | 2012 – 2014

Julius Baer, 1857-1922

Origins of Bank Julius Baer

Takeover of SBC Wealth Management Group, including three private banks: Ehinger & Armand von Ernst AG, Ferrier Lullin & Cie SA, BDL Banco di Lugano
Cost synergies announced: >CHF 100m (pre-tax) – Fully achieved

Acquired ING Bank (Switzerland) Ltd.
Cost synergies announced: CHF 35m (pre-tax) – Fully achieved

- Acquired strategic minority participation in Brazilian wealth manager GPS
- Strategic partnership with Macquarie

Strategic partnership with Bank of China

Acquisition of Merrill Lynch's International Wealth Management business (outside US) from Bank of America

Julius Bär

Programme and Content

Welcome
Daniel J. Sauter, Chairman

Overview & Transaction Rationale
Boris F.J. Collardi, CEO

Transaction Details & Financial Consideration
Dieter A. Enkelmann, CFO

Summary & Conclusion
Boris F.J. Collardi, CEO

Q&A Session

Julius Bär

Julius Bär