Julius Bär

The Leading Swiss Private Banking Group

Dieter Enkelmann

Chief Financial Officer

Morgan Stanley European Financials Conference

London, 28 March 2012

Cautionary Statement On Forward-Looking Information

FORWARD-LOOKING STATEMENTS

THIS PRESENTATION BY JULIUS BAER GROUP LTD. ("THE COMPANY") INCLUDES FORWARD-LOOKING STATEMENTS THAT REFLECT THE COMPANY'S INTENTIONS, BELIEFS OR CURRENT EXPECTATIONS AND PROJECTIONS ABOUT THE COMPANY'S FUTURE RESULTS OF OPERATIONS, FINANCIAL CONDITION, LIQUIDITY, PERFORMANCE, PROSPECTS, STRATEGIES, OPPORTUNITIES AND THE INDUSTRIES IN WHICH IT 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", "CONTINUE" AND SIMILAR EXPRESSIONS. 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: CHANGING BUSINESS OR OTHER MARKET CONDITIONS; LEGISLATIVE, FISCAL AND REGULATORY DEVELOPMENTS; GENERAL ECONOMIC CONDITIONS IN SWITZERLAND, THE EUROPEAN UNION 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.

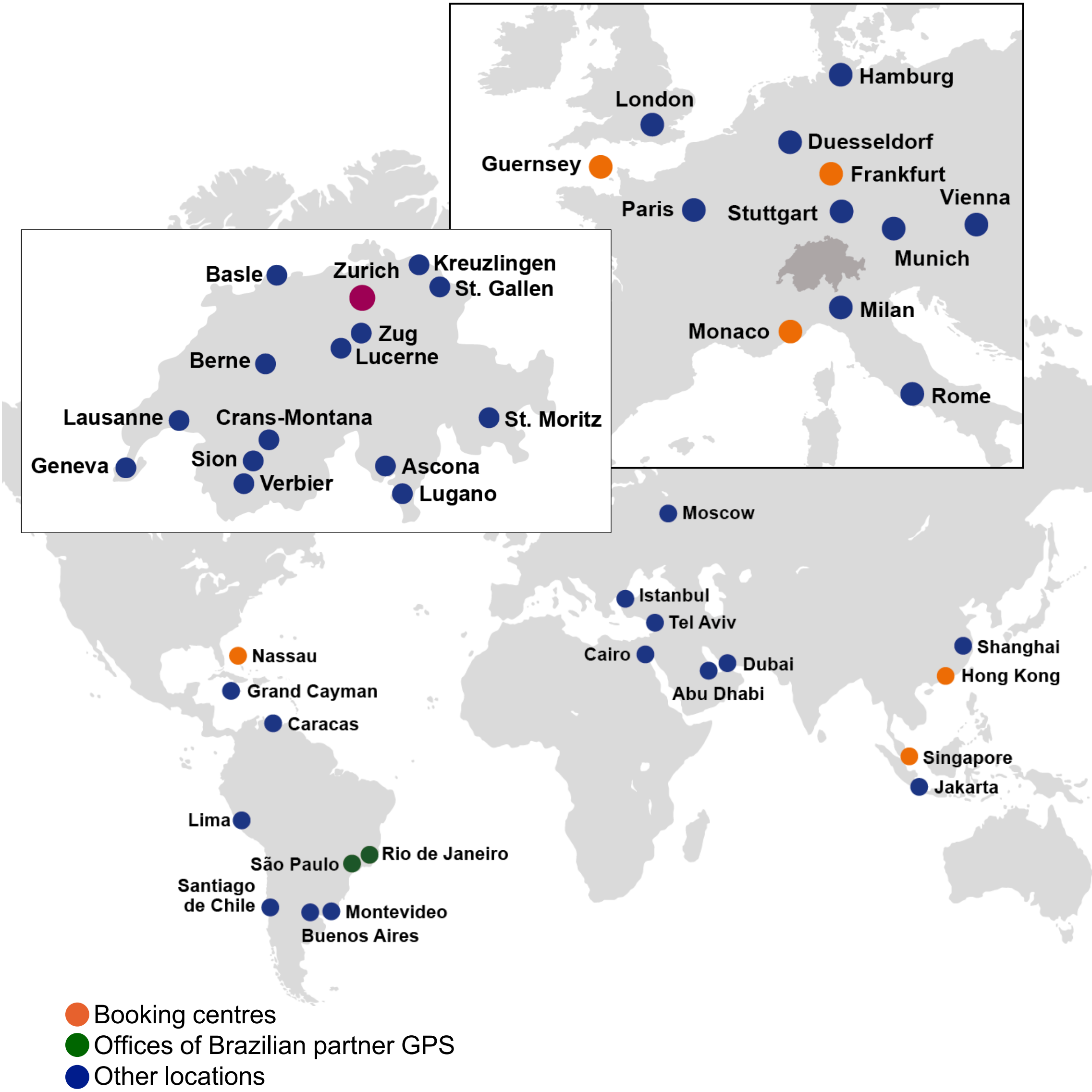
BY ATTENDING THIS PRESENTATION OR BY ACCEPTING ANY COPY OF THE MATERIALS PRESENTED, YOU AGREE TO BE BOUND BY THE FOREGOING LIMITATIONS.

RATINGS INFORMATION

THIS STATEMENT 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.

Julius Baer: Focused Exclusively on Private Banking

More than 40 offices worldwide, with more than 3,600 staff



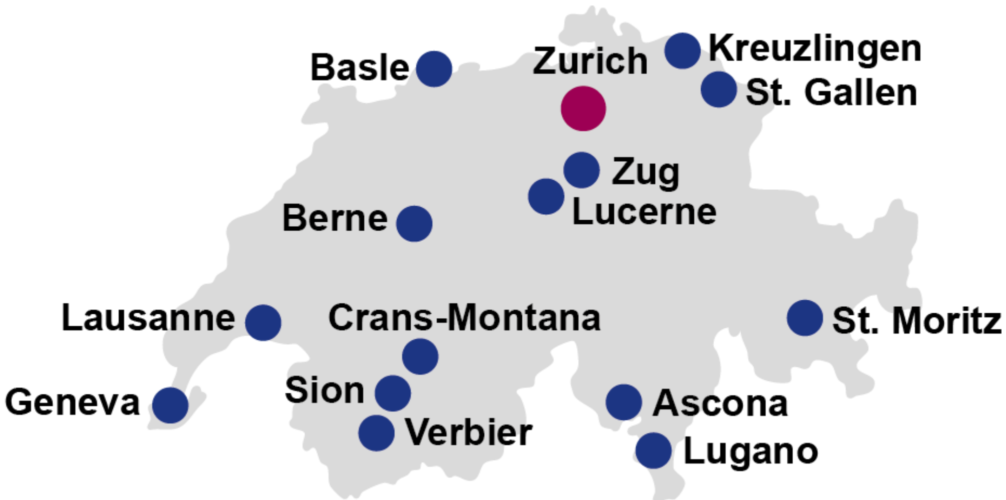
- Rich heritage (established in 1890)
- Premium brand in global wealth management
- Pure private banking business
- International expansion: over 40 locations in more than 20 countries
- Client assets CHF 258bn, of which AuM CHF 170bn[1]
- Strongly capitalised:
  - BIS total capital ratio 23.9%[1]
  - BIS tier 1 ratio 21.8%[1]
- Market capitalisation CHF 7.4bn[2]

[1] as at 31 December 2011
[2] at close of market on 20 March 2012

Julius Bär

Switzerland: Capitalising on Local Wealth Trends

‘The Swiss private bank for Swiss clients’



- Swiss-domiciled clients: ~25% of Group AuM
- Over recent years, expanded Swiss presence to 15 offices, covering all key cities/regions
- Since July 2011 managed as single region (improved marketing, co-operation, offering)
- Full-fledged offering of relevant (Switzerland-specific) value-adding products and services - e.g. mortgages, e-banking, ‘3d pillar’
- Increasingly also targeting also younger generations (e.g. adapted through marketing/sponsoring), as well as wealth migrating into Switzerland

➢ Healthy net inflows in 2011

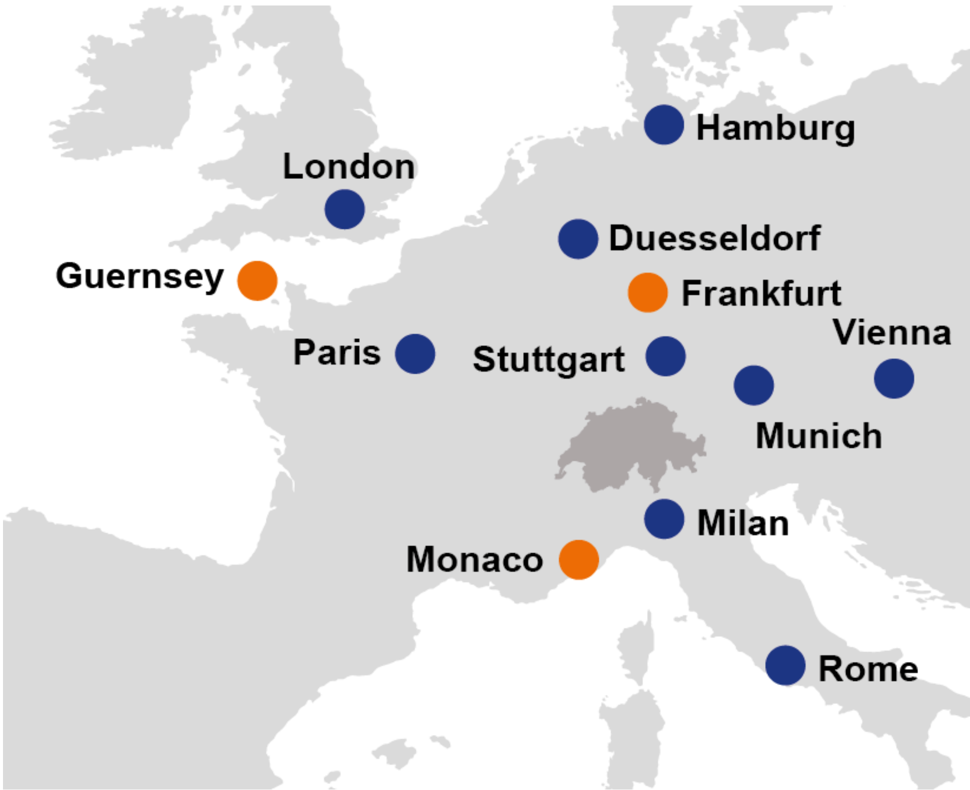
Global Private Banking Awards 2010 EXCELLENCE IN WEALTH MANAGEMENT WINNER

Global Private Banking Awards 2011 EXCELLENCE IN WEALTH MANAGEMENT WINNER

Key awards, e.g.:

Best Private Bank in Switzerland 2010 and 2011
‘Financial Times Group‘

Europe (ex-CH): Further Progress in Business Model Transformation



Booking centres
Other locations

Germany

- Bank Julius Bär Europe AG
  - Now 7 offices
  - Strong inflows in 2011
  - Aiming for profitability in 2-3 years
- Agreement on Final Withholding Tax (‘Abgeltungssteuer’) signed August 2012
- Would come into effect in 2013
- However, still subject to approval from German ‘Bundesrat’

UK

- Final Withholding Tax agreement signed; to come into effect in 2013

Italy

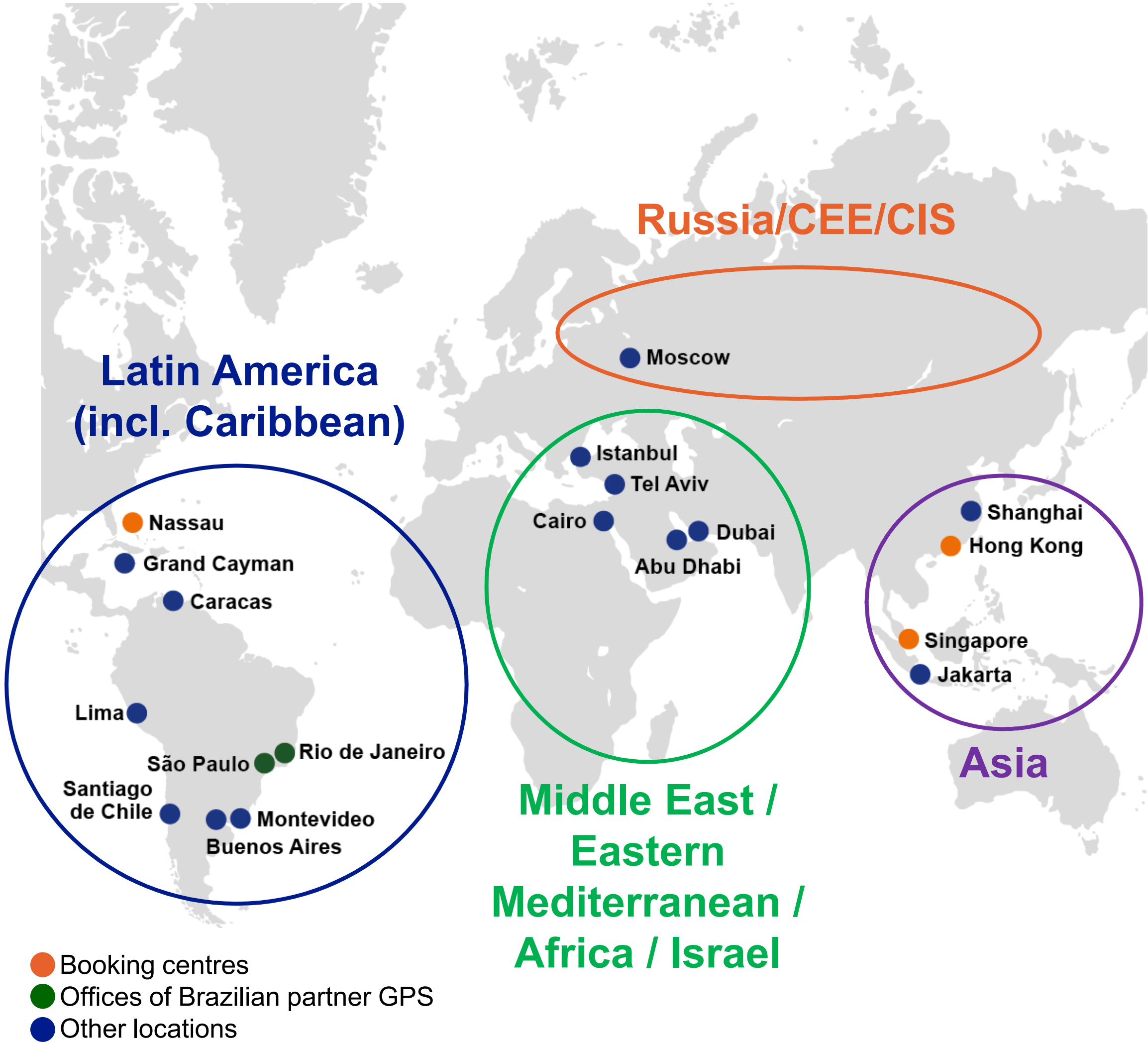
- Investment advisory business of Julius Baer Italia SIM S.p.A. (Milan, Rome)

Key awards, e.g.:

#1 Wealth Manager “Eternal Ranking“ *‘Fuchs Report‘*

Julius Bär

Growth Markets: Sustainable International Diversification



- Currently over 1/3 of Group AuM
- Could grow to over 1/2 by 2015 (based on current growth trends)
- Four broad focus areas:
  - Asia
  - Latin America
  - Russia/CEE/CIS
  - Middle East/Eastern Mediterranean/Africa/Israel

Julius Bär

Asia: Continuing Successful Profitable Growth Strategy

Critical size established

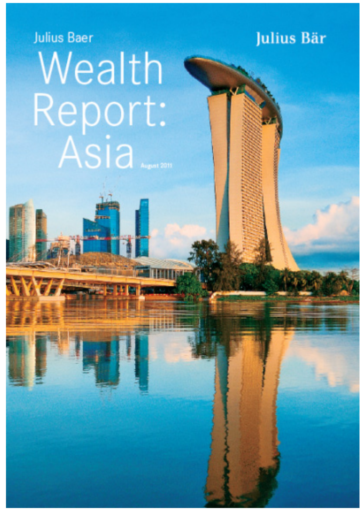
- AuM ~15% of overall Group asset base
- Continued double-digit % NNM contribution
- Reached profitability

Key awards, e.g.:

Best Boutique Private Bank 2010 and 2011 *'The Asset'*

Continuously strengthening platform

- Shanghai representative office opened (end 2011)
- Julius Baer Wealth Report Asia (with CLSA) – a new reference
- Further top hires, e.g. new CEO North Asia
- Increasingly offering Asian expertise to clients in other regions
  - e.g. now offering RMB products (e.g. CNH accounts) to international clients booked in Switzerland and Asia



- Strategic partnership with Macquarie
  - Julius Baer refers clients with IB requirements to Macquarie
  - Macquarie refers clients with PB needs to Julius Baer

Latin America: Continued Growth

2011: Market entry Brazil via GPS investment

- Historical focus and presence enable participation in region's wealth creation
- 7 Julius Baer offices
- 2 GPS offices (Brazil)

- 2011: Market entry into Brazil via 30% investment in local partner GPS
  - Access to Brazilian wealth management market know-how
  - Active exchange of knowledge and expertise (e.g. joint market research, product selection)
  - Accelerate growth potential of GPS
  - Double-digit asset growth since investment

GPS: Julius Baer’s Strategic Partner in Brazil

Who is GPS?

- Founded in 1999
- Independent adviser
- ~BRL 10bn client assets
- GPS is the largest multi-family office in Brazil
- Regulated by CVM (Brazilian SEC), not Central Bank
- No fiduciary risks:
  - 3rd party custody
  - No execution risk
  - Never acts as counterparty in trades
  - Seeks control of 100% of liquid assets of client base

GPS – Philosophy

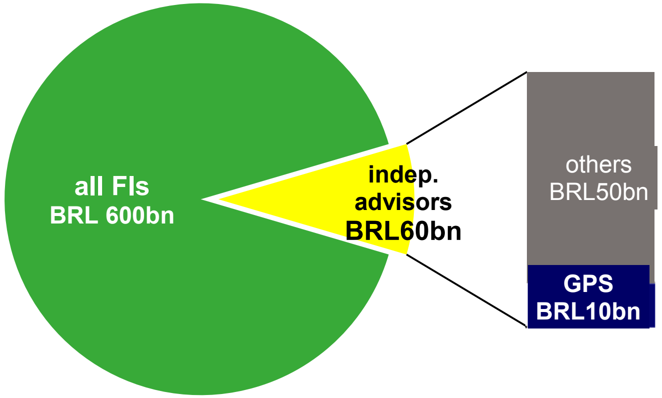
- Conflict-free
- Proprietary research
- Highly skilled professionals
- Non-discretionary mandates
- High-profile client relationships

GPS
Global Portfolio Strategists

GPS – Services

- Comprehensive analysis of clients’ pre-existing portfolio
- Asset allocation modeling and risk control
- Search, selection and monitoring of funds and separate mandates
- Access to institutional investment vehicles
- Advisory on structuring investment vehicles and companies
- Advisory on trust and succession issues
- Fully reconciled and consolidated statements

GPS – WM Market Share in Brazil



Julius Bär

Russia and Central & Eastern Europe

Continued growth

- Further strong business momentum
- Russia desks in Zurich, Geneva, Vienna, Monaco, London, Singapore
- Local presence in Moscow

<u>Key awards, e.g.:</u>

Best Foreign Private Bank
(Outside Russia)
'Spear's Magazine'

Eastern Mediterranean & Middle East

Middle East team strengthened, Tel Aviv opened

EM/ME

- New market head EM/ME joined in summer
- Accelerating inflows
- Recently successful in adding sizeable team of RMs

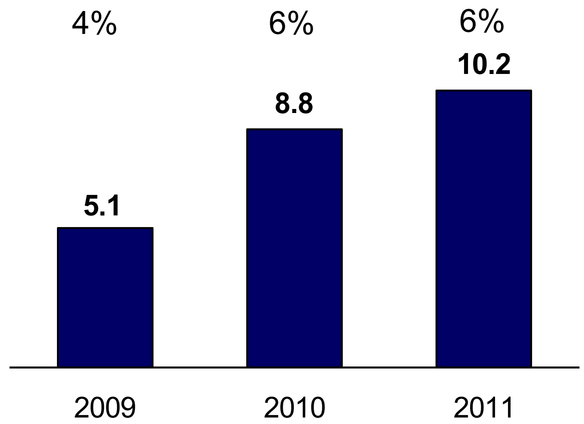
Israel

- Further top hires; new market head has joined
- Tel Aviv office opened March 2012

Platform Continues to Attract New RMs and Clients

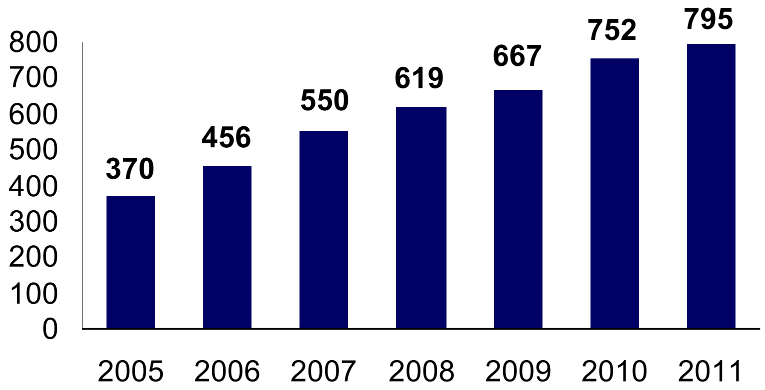
Net new money inflows continuing

Net New Money in CHF bn and %[1]



[1] As percentage of previous period's ending AuM

Relationship Managers



- Targeting NNM of 4-6% p.a.
- Majority of inflows from growth markets
- In 2011 also significant inflows from domestic businesses in Switzerland and Germany

- Julius Baer attractive platform for top Private Banking talents
  - Independence / pure private bank
  - Strong brand
  - Client-centric approach
  - Wide range of first-class products and services
  - Solid capital position and balance sheet
  - International reach, local touch

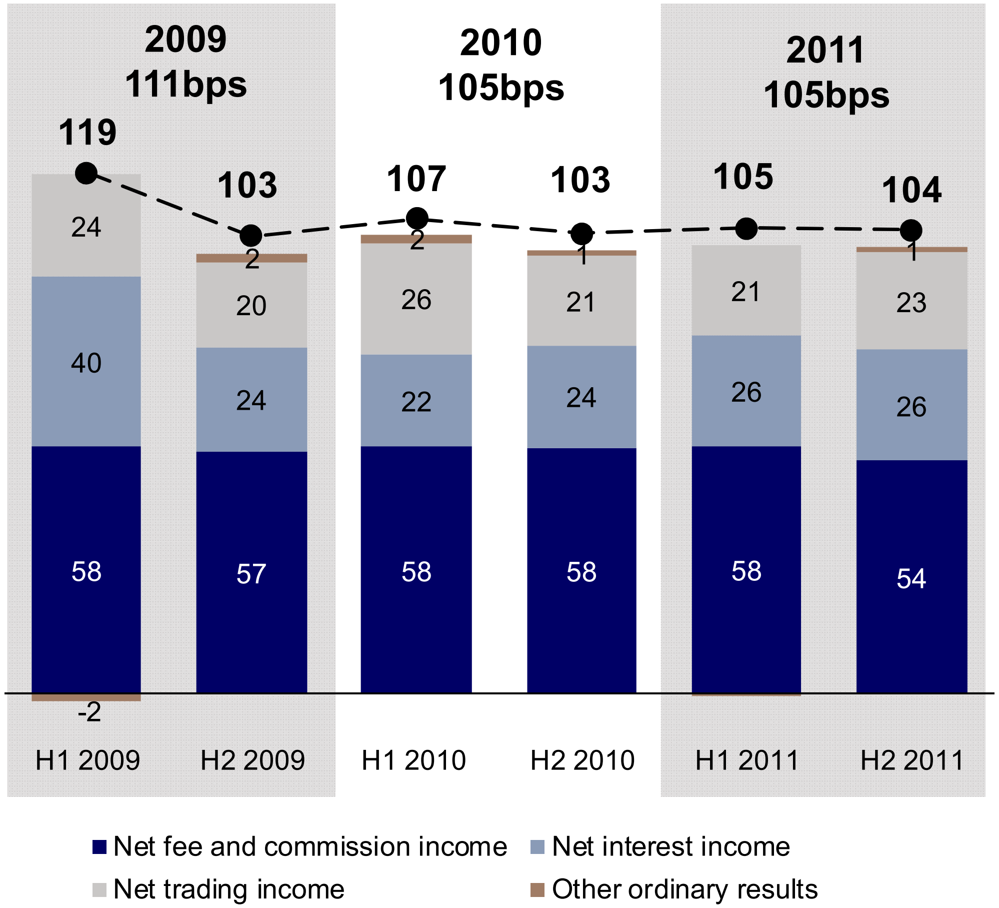
- Added app. 60 RMs (net) p.a. over last four years
- Aiming to add 40-50 RMs p.a. in medium term

- Recent M&A-induced turbulence in industry has increased *size* and *quality* of hiring pipeline

Julius Bär

Gross Margin[1,2]: Impacted by Market Volatility

In Q4 2011 again affected by lower client activity



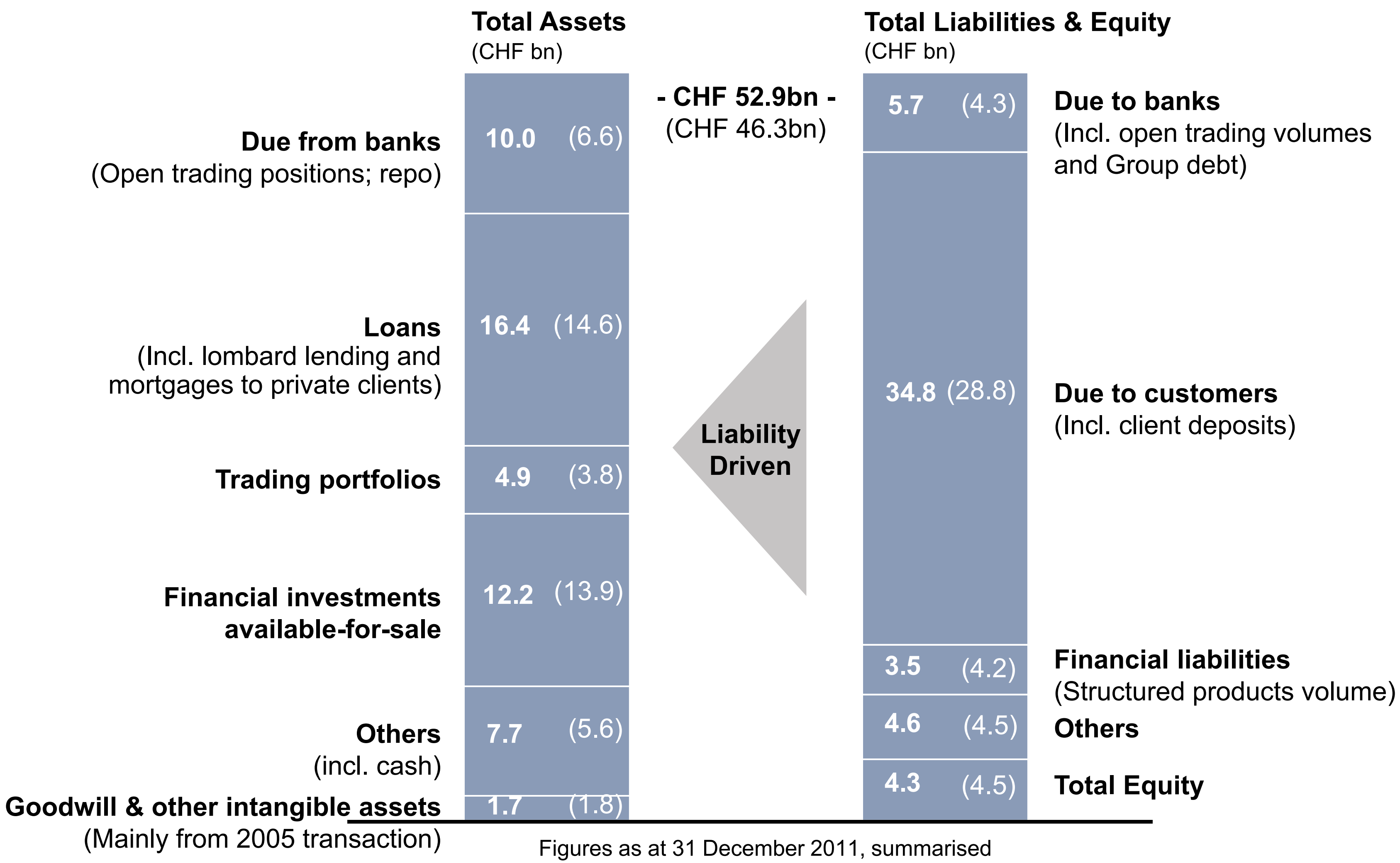
[1] Operating income divided by period monthly average AuM in basis points (annualised)
[2] Net interest income adjusted to exclude dividends on trading portfolios, net trading income adjusted to include the same (H1 09: CHF 11m, H2 09: CHF 2m, H1 10: CHF 59m, H2 10: CHF 7m, H1 11 CHF 97m, H2 11 CHF 4m)

- Measured over longer periods of 6 months, gross margin looks relatively stable
  - between 103-107bps for last 2.5 years
- However, month to month volatility can be more pronounced
  - e.g. in 2011:
    - August/September significantly *above* recent average
    - November/December significantly *below* recent average
- The *transaction-based component* of fee & commission income (<25%) will likely continue to be most significant differentiator
  - declined significantly after Q3 2008 (Lehman crisis) …
  - … and further in Q4 2011
- However, *the asset-based component* of fee & commission income (>75%) is relatively stable

Julius Bär

Solid Group Balance Sheet

Loan to deposit ratio 0.47 (end-of 2010: 0.51)



Figures as at 31 December 2011, summarised and regrouped from Financial Statements.
(In brackets: Figures as at 31 December 2010)

Balance Sheet – Financial Investments AFS

CHF m	31.12.2010	31.12.2011	in %	Change vs. 31.12.2010
Money market instruments	**5'993**	**3'421**	*28%*	**-43%**
Debt instruments	**7'745**	**8'672**	*71%*	**+12%**
Government and agency bonds	2'518	1'733	*14%*	-31%
Financial institution bonds	3'369	4'430	*36%*	+32%
Corporate bonds	1'859	2'509	*21%*	+35%
Equity instruments	**147**	**74**	*1%*	**-49%**
Total financial investments available-for-sale	**13'885**	**12'168**	***100%***	**-12%**

Debt instruments by credit rating classes (excluding money market instruments)	Fitch, S&P	Moody's	31.12.2010	31.12.2011	in %	Change vs. 31.12.2010
1-2	AAA - AA-	Aaa - Aa3	5'843	6'420	*74%*	+10%
3	A+ - A-	A1 - A3	1'709	2'001	*23%*	+17%
4	BBB+ - BBB-	Baa1 - Baa3	132	139	*2%*	+6%
5-7	BB+ - CCC-	Ba1 - Caa3	32	56	*1%*	+78%
Unrated[1]			29	56	*1%*	+93%
Total			**7'745**	**8'672**	***100%***	**+12%**

- Treasury portfolio repositioned by reducing exposure to European issuers, resulting in high level of cash and repos (CHF 5.5bn) and higher investments in high-quality European bonds
- No exposure to Greek, Spanish, Portuguese and Irish issuers; Italian exposure reduced to one single position of CHF 9m which was paid back in early January 2012

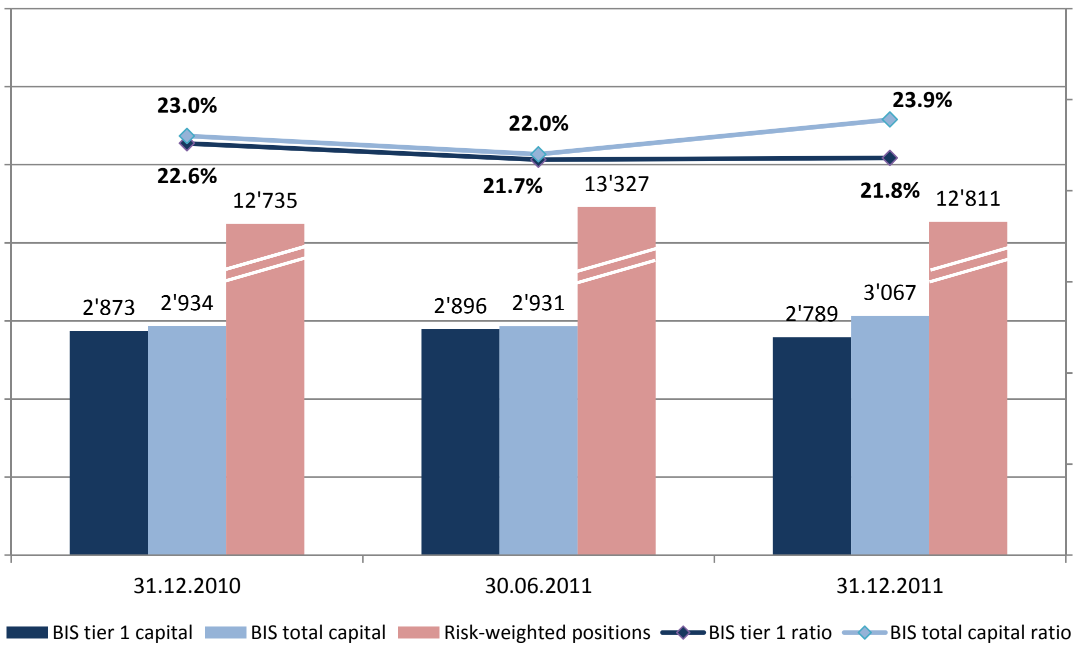
[1] New issues or unrated bonds from top rated issuer

Capital Ratios Comfortably Above Targeted Floors

End 2011: BIS total capital ratio 23.9%, BIS tier 1 ratio 21.8%

Capital/RWA/Ratios (Basel 2.5)

CHFm



Targeted capital ratio floors:

- BIS total capital ratio >16%
- BIS tier 1 ratio >12%

- H2 2011: Modest decrease of RWA due to conservative repositioning of treasury portfolio towards year-end
- Q4 2011: issued CHF 250m lower tier 2 capital
- Looking ahead, considerations include:
  - RWA would increase again, if view on markets were to allow a less conservative treasury positioning
  - Some impact on capital expected from pension fund accounting: IAS19 (revised) from 2013 and actuarial changes ("generation table")
  - Special dividend (not yet considered in 2011 accounts)
  - 2012 portion of current and execution of new share buyback programme

Julius Bär

Capital Management: Balancing Return of Capital and Reinvestment Opportunities

Share buyback 2011 completed

- AGM approved programme on 7 April 2011
- Buyback completed 28 February 2012
- 10.24m shares (5% of shares outstanding) repurchased for CHF 352m
- Average price CHF 34.39, just below average daily closing share price of CHF 34.50 over this period

Dividend

- Proposal to AGM on 11 April 2012:
  - Unchanged ordinary dividend of CHF 0.60 per share, amounting to CHF 118m pay-out
  - Special dividend of CHF 0.40 per share, amounting to CHF 79m pay-out
    – in order to repatriate some excess capital directly to shareholders
    – taking advantage of current tax legislation
  - Both dividends to be paid out of share premium reserve/capital contribution reserve (agio)
    – therefore free of withholding tax and, for Swiss individual shareholders holding their shares as private assets (Privatvermögen), not subject to income tax

Further buybacks possible – but M&A opportunities would have priority

- New share buyback could be launched if not used for potential acquisition opportunities
    – maximum value CHF 500m
    – to be executed flexibly over the next two years

US Situation

- **Early, pro-active and cooperative approach to resolving US tax situation**
- **Ongoing full cooperation with US authorities**
- **Confident in and committed to finding a solution**

- Every bank's situation is different
- Julius Baer …
  - undertook early, proactive and cooperative steps to address the situation, including initiating an early dialogue with the US
  - pro-actively started to exit the US offshore business in 2009 and has completed the process
  - is in an ongoing constructive dialogue with the US to find a resolution whilst fully observing Swiss law and regulation
  - is confident in and committed to reaching a mutually satisfactory solution
  - has the resources to satisfy a resolution
  - is fully supportive of the essential negotiations between the two governments

- Potential outcome and financial and business impact remain open and therefore still not reliably assessable

  → still not in a position to take a provision at this point

Q&A

Julius Bär

Appendix:
Selected Additional Financial Slides – Mainly from 2011 Results Presentation (6 February 2012)*

* full presentation available from our website at www.juliusbaer.com

Scope of Presentation of Financials

- **Financial results are presented as usual on the adjusted basis**
  - *Excluding* integration and restructuring expenses and the amortisation of intangible assets related to previous acquisitions or divestitures as well as the impact of the cost reduction plan announced on 14 November 2011
  - Therefore *including* one-off payment of EUR 50m to German authorities, impacting profit before taxes by CHF 65m and adjusted net profit by CHF 51m
  - In order to ensure a meaningful comparability of *underlying* business performance, certain figures are additionally provided excluding the one-off Germany payment and flagged accordingly

- Please refer to the Annual Report for the IFRS results

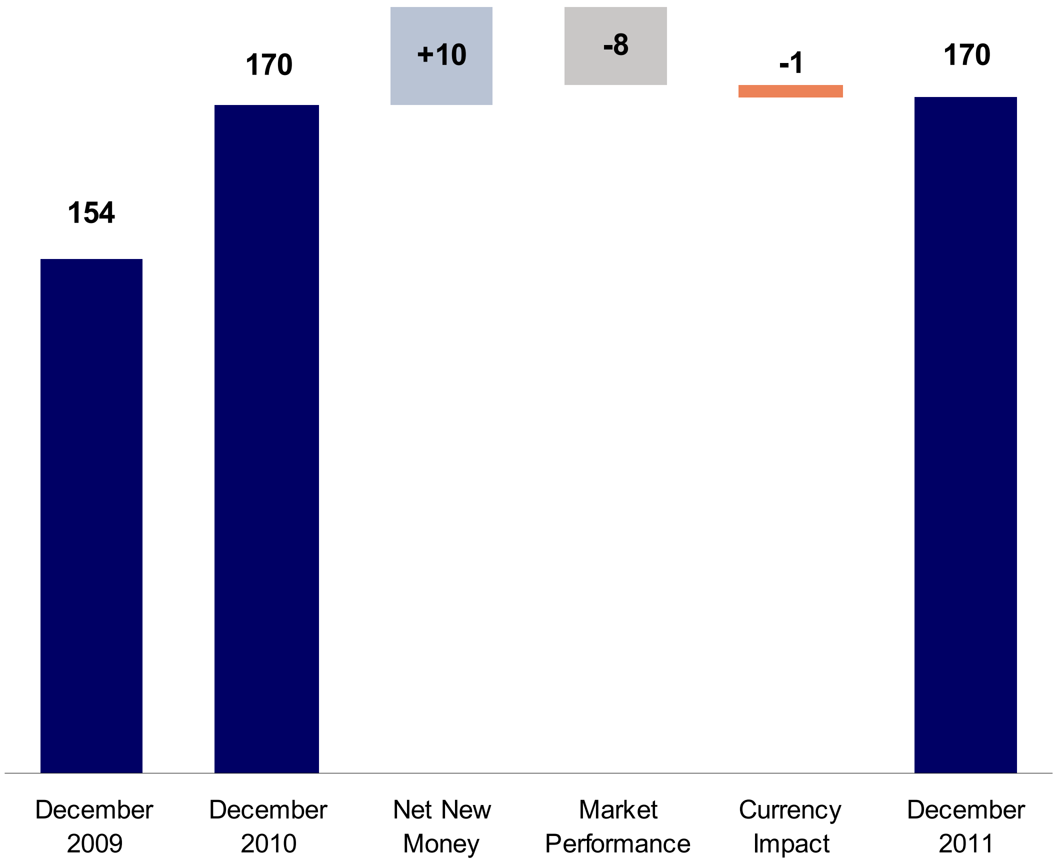
- Slide 27 of this presentation shows the reconciliation from the IFRS results to the adjusted results

Assets under Management Basically Unchanged

Solid inflows offsetting negative market and currency impacts

CHF bn

Development of Assets under Management



- Assets under management CHF 170bn, unchanged from year-end 2010
  - Net new money CHF +10.2bn
  - Market performance CHF -8.1bn
  - Currency impact CHF -1.4bn
- Average AuM for 2011 CHF 168bn, down 2%
- Assets under custody CHF 88bn, after CHF 98bn at end of 2010
- Total client assets CHF 258bn, down 3%

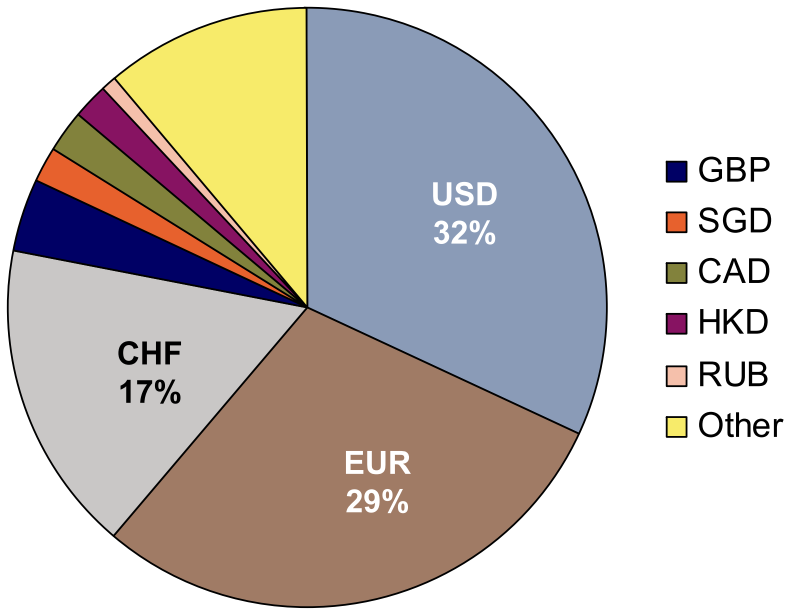
Market/Currency Volatility Impacts Average AuM Level

Significant CHF strength reflected in average exchange rates

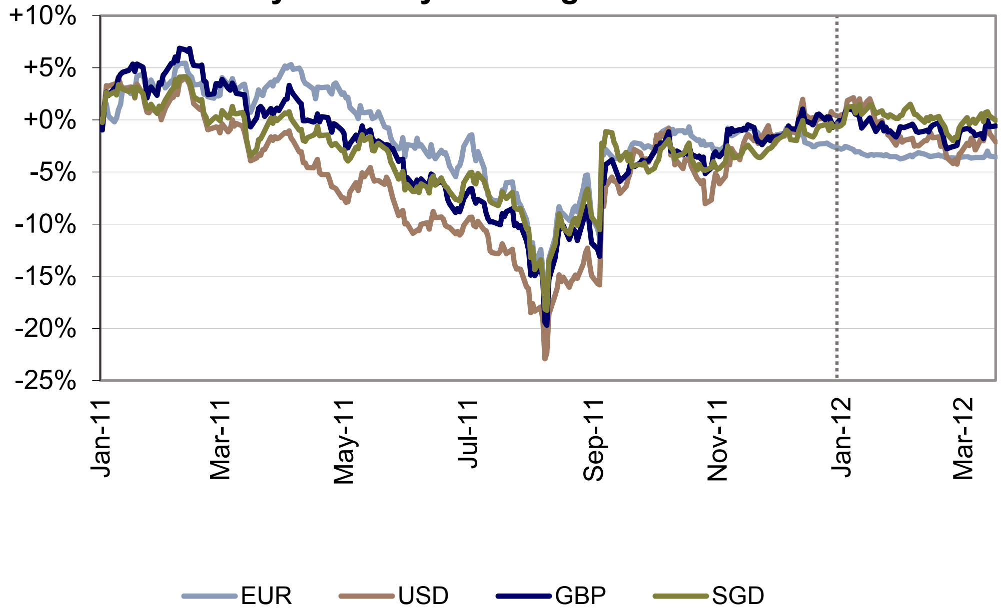
Monthly Averages of Key Currency Exchange Rates

CHF /	EUR	USD	GBP	SGD
2010	1.3690	1.0365	1.5985	0.7630
2011	1.2310	0.8805	1.4170	0.7025
	-10%	**-15%**	**-11%**	**-8%**

Breakdown of AuM, by Currency, 31.12.2011

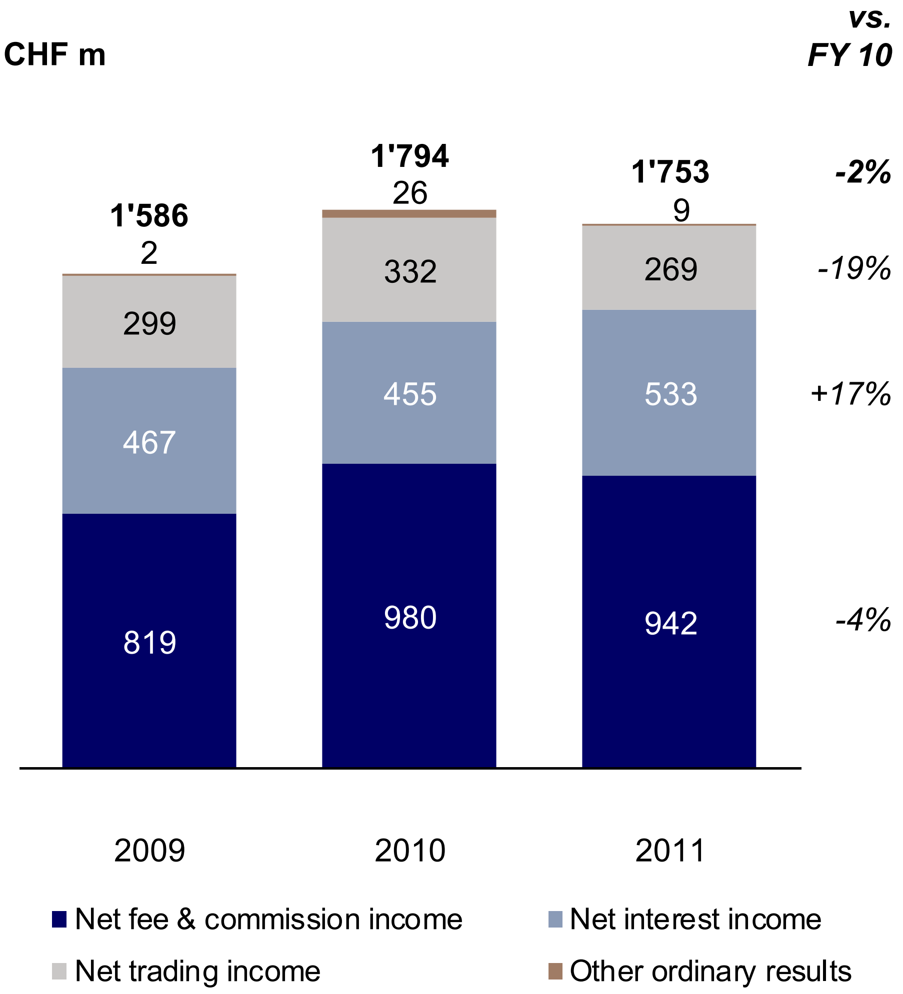


2011 Development of Key Currency Exchange Rates vs. CHF



Operating Income Declined by 2% to CHF 1’753m

In line with lower average AuM



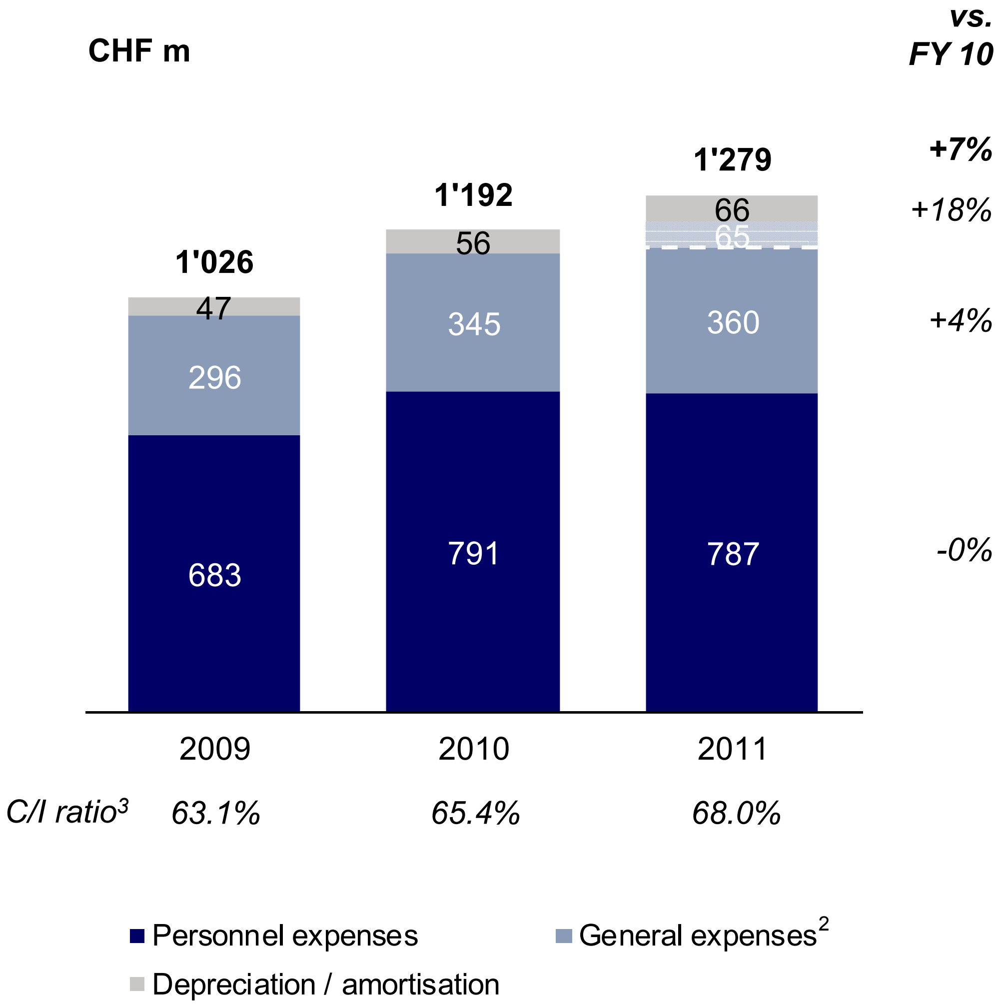
- Net fee/commission income -4% to CHF 942m
  - Impacted by 2% lower average AuM…
  - …and overall lower security transaction volumes
- Net interest income[1] +17% to CHF 533m
  - Excluding dividend income on trading portfolios, underlying net interest income was up 11%
  - Mainly due to an increase in loan volumes
- Net trading income[1] -19% to CHF 269m
  - Crediting back dividend income on trading portfolios, underlying net trading income was down 7%

[1] Including dividend income on trading portfolios (2009: CHF 13m, 2010: CHF 66m, 2011: CHF 101m). Excluding that, net interest income would have been up 11% vs. 2010 and net trading income down 7%.

Julius Bär

Operating Expenses[1] up 7% to CHF 1'279m

Excluding one-off Germany payment up 2% or CHF 22m to CHF 1'214m



- Personnel expenses slightly lower at CHF 787m
  - Lower performance-related payments and pension fund expenses
  - Headcount up 2% (to 3'643), but down 1% since H1 2011
- General expenses +23% to CHF 425m
  - Mainly due to one-off Germany payment of CHF 65m
  - Excluding one-off Germany payment, underlying general expenses +4% to CHF 360m, mainly on higher provisions & losses
- Cost/income[3] ratio at 68%
  - At average 2010 currencies, 2011 CIR would have been below 2010 level

[1] Excluding amortisation of intangible assets, integration and restructuring expenses
[2] Including valuation allowances, provisions and losses
[3] Not considering valuation allowances, provisions and losses

Julius Bär

Adjusted Net Profit CHF 401m

Excluding one-off Germany payment, underlying net profit CHF 452m

CHF m	2009	2010	2011	Change 2011/2010
Operating income	**1'586**	**1'794**	**1'753**	**-2%**
Net interest income	467	455	533	+17%
Net fee and commission income	819	980	942	-4%
Net trading income	299	332	269	-19%
Other ordinary results	2	26	9	-64%
Operating expenses[1]	**1'026**	**1'192**	**1'279**	**+7%**
Personnel expenses	683	791	787	-0%
General expenses	296	345	425	+23%
Depreciation and amortisation	47	56	66	+18%

Profit before taxes	**560**	**603**	**474**	**-21%**
Pre-tax margin (bps)	**39.1**	**35.3**	**28.2**	**-7.1 bps**
Income taxes	87	99	73	-26%
Adjusted net profit[2]	**473**	**504**	**401**	**-21%**
Adjusted EPS	**2.29**	**2.45**	**1.98**	**-19%**
Tax rate	**15.5%**	**16.4%**	**15.4%**	**-0.9 pts**
Underlying net profit (excl. Germany payment)	**473**	**504**	**452**	**-10%**
Underlying EPS	2.29	2.45	2.23	-9%

[1] Including one-off payment to German authorities of CHF 65m

[2] Excluding integration and restructuring expenses and amortisation of intangible assets, as defined on slide 21. Including these positions, the net profit was CHF 258m in 2011, down 27% from CHF 353m in 2010.

For more details, please refer to the consolidated income statement on slide 29

Reconciliation from Consolidated Financial Statement 2011 (IFRS) to Adjusted and Underlying Net Profit

CHF m	2009	2010	2011	Change 2011/2010
Profit after tax per consolidated Financial Statements	**389.3**	**352.8**	**258.1**	**-27%**
Amortisation of intangible assets related to the UBS transaction	74.0	74.0	74.0	-
Amortisation of intangible assets related to the ING transaction	-	16.3	16.3	-
Integration and restructuring costs related to acquisitions and demerger	11.7	77.9	14.5	-81%
Restructuring costs 2011	-	-	50.0	-
Tax impact	-1.8	-17.1	-12.4	-28%
Total impact	**83.9**	**151.1**	**142.4**	-6%
Adjusted net profit	**473.2**	**503.9**	**400.5**	**-21%**
One-off Germany payment	-	-	65.2	-
Tax impact	-	-	-13.9	-
Net impact	-	-	**51.2**	-
Underlying net profit	**473.2**	**503.9**	**451.8**	**-10%**

Please refer to Annual Report for the IFRS results

Adjusted Consolidated Income Statement – Half-yearly

CHF m	H2 2010	H1 2011	H2 2011	Change H2 11/H2 10	Change H2 11/H1 11
Net interest income [1]	210	316	216	+3%	-32%
Net fee and commission income	488	496	446	-9%	-10%
Net trading income [1]	169	86	183	+8%	+113%
Other ordinary results	10	-1	10	+1%	-1529%
Operating income	**878**	**898**	**855**	**-3%**	**-5%**
Personnel expenses	391	411	376	-4%	-9%
General expenses [2]	178	226	200	+13%	-11%
Depreciation and amortisation	30	30	36	+22%	+20%
Operating expenses	**598**	**667**	**612**	**+2%**	**-8%**
Profit before taxes	**280**	**231**	**243**	**-13%**	**+5%**
Pre-tax margin (bps) [4]	33.0	27.0	29.6	-3.4 bps	+2.7 bps
Income taxes	37	35	39	+4%	+11%
Adjusted net profit [3]	**243**	**196**	**204**	**-16%**	**+4%**
Underlying net profit (excl. Germany payment)	**243**	**248**	**204**	**-16%**	**-17%**
Adjusted EPS (in CHF)	1.18	0.96	1.01	-15%	+5%
Underlying EPS (in CHF)	1.18	1.21	1.01	-15%	-16%
Gross margin (bps) [4]	103.4	104.9	104.3	+0.9 bps	-0.6 bps
Cost/income ratio (%) [5]	67.6	67.6	68.4	+0.8% pts	+0.8% pts
Tax rate	13.3%	15.0%	15.9%	+2.6% pts	+0.9% pts
Staff (FTE)	3'578	3'684	3'643	+2%	-1%
Valuation allowances, provisions and losses	4.8	60.2	27.3	-	-55%
Net new money (CHF bn)	5.5	4.9	5.3	-4%	+7%
Assets under management (CHF bn)	169.7	165.6	170.3	+0%	+3%
Average assets under management (CHF bn)	169.8	171.2	163.9	-3%	-4%

Excluding amortisation of intangible assets, integration and restructuring costs
[1] Net interest income contains dividend income (H2 10: CHF 7m, H1 11: CHF 97m, H2 11: CHF 4m) on trading portfolios
[2] Including valuation allowances, provisions and losses
[3] Including non-controlling interests of CHF 0.4m for H2 10, CHF 0.1m for H1 11 and CHF 0.1m for H2 11
[4] Based on average AuM, annualised
[5] Calculated excluding valuation allowances, provisions and losses

Julius Bär

Adjusted Net Profit 2011: CHF 401m

CHF m	2009	2010	2011	Change 2011/2010	2011 in %
Net interest income [1]	467	455	533	+17%	30%
Net fee and commission income	819	980	942	-4%	54%
Net trading income [1]	299	332	269	-19%	15%
Other ordinary results	2	26	9	-64%	1%
Operating income	**1'586**	**1'794**	**1'753**	**-2%**	**100%**
Personnel expenses	683	791	787	-0%	62%
General expenses [2]	296	345	425	+23%	33%
Depreciation and amortisation	47	56	66	+18%	5%
Operating expenses	**1'026**	**1'192**	**1'279**	**+7%**	**100%**
Profit before taxes	**560**	**603**	**474**	**-21%**	
Pre-tax margin (bps) [4]	39.1	35.3	28.2	-7.1 bps	
Income taxes	87	99	73	-26%	
Adjusted net profit [3]	**473**	**504**	**401**	**-21%**	
Underlying net profit (excl. Germany payment)	**473**	**504**	**452**	**-10%**	
Adjusted EPS (in CHF)	2.29	2.45	1.98	-19%	
Underlying EPS (in CHF)	2.29	2.45	2.23	-9%	
Gross margin (bps) [4]	110.8	105.1	104.5	-0.6 bps	
Cost/income ratio (%) [5]	63.1	65.4	68.0	+2.5% pts	
Tax rate	15.5%	16.4%	15.4%	-0.9% pts	
Staff (FTE)	3'078	3'578	3'643	+2%	
Valuation allowances, provisions and losses	25.5	17.6	87.5	-	
Net new money (CHF bn)	5.1	8.8	10.2	+16%	
Assets under management (CHF bn)	153.6	169.7	170.3	+0%	
Average assets under management (CHF bn)	143.2	170.7	167.7	-2%	

Excluding amortisation of intangible assets, integration and restructuring costs
[1] Net interest income contains dividend income (2009: CHF 13m, 2010: CHF 66m, 2011: CHF 101m) on trading portfolios
[2] Including valuation allowances, provisions and losses
[3] Including non-controlling interests of CHF 0.6m for 2009, CHF 0.8m for 2010 and CHF 0.2m for 2011
[4] Based on average AuM
[5] Calculated excluding valuation allowances, provisions and losses

Julius Bär

Underlying Net Profit 2011: CHF 452m

Excluding one-off Germany payment

CHF m	2009	2010	2011	Change 2011/2010	2011 in %
Net interest income [1]	467	455	533	+17%	30%
Net fee and commission income	819	980	942	-4%	54%
Net trading income [1]	299	332	269	-19%	15%
Other ordinary results	2	26	9	-64%	1%
Operating income	**1'586**	**1'794**	**1'753**	**-2%**	**100%**
Personnel expenses	683	791	787	-0%	65%
General expenses [2]	296	345	360	+4%	30%
Depreciation and amortisation	47	56	66	+18%	5%
Operating expenses	**1'026**	**1'192**	**1'214**	**+2%**	**100%**
Profit before taxes	**560**	**603**	**539**	**-11%**	
Pre-tax margin (bps) [4]	39.1	35.3	32.1	-3.2 bps	
Income taxes	87	99	87	-12%	
Underlying net profit [3]	**473**	**504**	**452**	**-10%**	
Underlying EPS (in CHF)	2.29	2.45	2.23	-9%	
Gross margin (bps) [4]	110.8	105.1	104.5	-0.6 bps	
Cost/income ratio (%) [5]	63.1	65.4	67.9	+2.4% pts	
Tax rate	15.5%	16.4%	16.1%	-0.2% pts	
Staff (FTE)	3'078	3'578	3'643	+2%	
Valuation allowances, provisions and losses	25.5	17.6	24.2	+38%	
Net new money (CHF bn)	5.1	8.8	10.2	+16%	
Assets under management (CHF bn)	153.6	169.7	170.3	+0%	
Average assets under management (CHF bn)	143.2	170.7	167.7	-2%	

Excluding amortisation of intangible assets, integration and restructuring costs
[1] Net interest income contains dividend income (2009: CHF 13m, 2010: CHF 66m, 2011: CHF 101m) on trading portfolios
[2] Including valuation allowances, provisions and losses
[3] Including non-controlling interests of CHF 0.6m for 2009, CHF 0.8m for 2010 and CHF 0.2m for 2011
[4] Based on average AuM
[5] Calculated excluding valuation allowances, provisions and losses

Julius Bär

Underlying Net Profit – H2 vs. H1 2011

Excluding one-off Germany payment

CHF m	H2 2010	H1 2011	H2 2011	Change H2 11/H2 10	Change H2 11/H1 11	H2 2011 in %
Net interest income [1]	210	316	216	+3%	-32%	25%
Net fee and commission income	488	496	446	-9%	-10%	52%
Net trading income [1]	169	86	183	+8%	+113%	21%
Other ordinary results	10	-1	10	+1%	-	1%
Operating income	**878**	**898**	**855**	**-3%**	**-5%**	**100%**
Personnel expenses	391	411	376	-4%	-9%	61%
General expenses [2]	178	160	200	+13%	+25%	33%
Depreciation and amortisation	30	30	36	+22%	+20%	6%
Operating expenses	**598**	**602**	**612**	**+2%**	**+2%**	**100%**
Profit before taxes	**280**	**296**	**243**	**-13%**	**-18%**	
Pre-tax margin (bps) [4]	33.0	34.6	29.6	-3.4 bps	-5.0 bps	
Income taxes	37	49	39	+4%	-21%	
Underlying net profit [3]	**243**	**248**	**204**	**-16%**	**-17%**	
Underlying EPS (in CHF)	1.18	1.21	1.01	-15%	-16%	
Gross margin (bps) [4]	103.4	104.9	104.3	+0.9 bps	-0.6 bps	
Cost/income ratio (%) [5]	67.6	67.4	68.4	+0.8% pts	+1.0% pts	
Tax rate	13.3%	16.4%	15.9%	+2.6% pts	-0.6% pts	
Staff (FTE)	3'578	3'684	3'643	+2%	-1%	
Valuation allowances, provisions and losses	4.8	-3.2	27.3	-	-	
Net new money (CHF bn)	5.5	4.9	5.3	-4%	+7%	
Assets under management (CHF bn)	169.7	165.6	170.3	+0%	+3%	
Average assets under management (CHF bn)	169.8	171.2	163.9	-3%	-4%	

Excluding amortisation of intangible assets, integration and restructuring costs

[1] Net interest income contains dividend income (H2 10: CHF 7m, H1 11: CHF 97m, H2 11: CHF 4m) on trading portfolios

[2] Including valuation allowances, provisions and losses

[3] Including non-controlling interests of CHF 0.4m for H2 10, CHF 0.1m for H1 11 and CHF 0.1m for H2 11

[4] Based on average AuM

[5] Calculated excluding valuation allowances, provisions and losses

Breakdown of Julius Baer Group AuM

Asset mix	31.12.2009	31.12.2010	31.12.2011
Equities	22%	26%	25%
Bonds	25%	22%	23%
Investment Funds [1]	20%	20%	19%
Money Market Instruments	11%	9%	8%
Client Deposits	15%	15%	18%
Structured Products	5%	6%	5%
Other [2]	2%	2%	2%
Total	**100%**	**100%**	**100%**

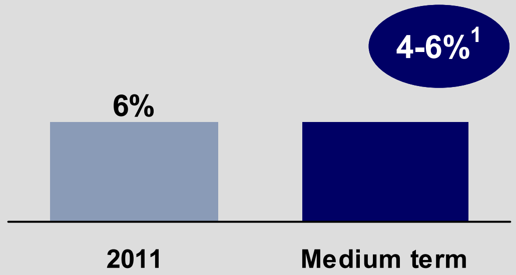
Currency mix	31.12.2009	31.12.2010	31.12.2011
CHF	17%	17%	17%
EUR	36%	31%	29%
USD	30%	31%	32%
GBP	4%	4%	4%
SGD	1%	2%	2%
HKD	1%	2%	2%
RUB	1%	2%	1%
CAD	2%	2%	2%
Other	8%	9%	11%
Total	**100%**	**100%**	**100%**

[1] Includes further exposure to equities and bonds through equity funds and bond funds
[2] Including alternative investment assets

Updated Medium-Term Targets

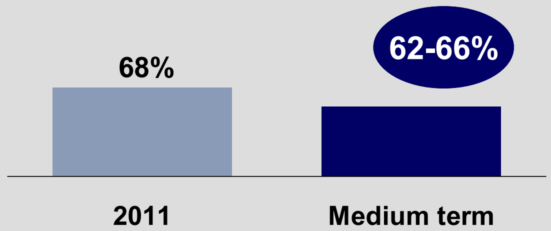
Reflecting reality of new environment and structurally strong CHF

Net New Money



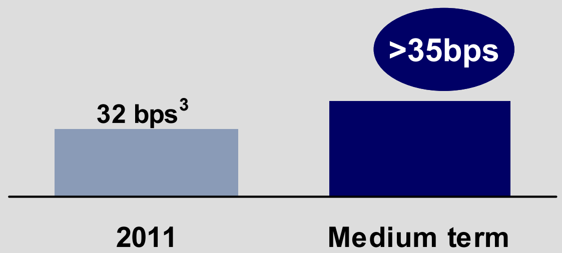
- Unchanged target
- Organic growth, supported by selected hiring of RMs

Cost/Income Ratio[2]



- Up from 60-64% previously
- Continued focus on cost discipline

Pre-Tax Profit Margin



- Adjusted from >40bps previously

[1] as % of AuM at end of previous period
[2] calculated excluding valuation allowances, provisions and losses
[3] underlying pre-tax profit margin (i.e. excluding Germany payment)

Julius Bär

Julius Bär

For further information, please contact
Julius Baer Investor Relations:
Alexander van Leeuwen
(Head of Investor Relations)
+41 58 888 5256
alexander.vanleeuwen@juliusbaer.com