Julius Bär

HY 2018 RESULTS AND BUSINESS UPDATE

Presentation for Investors, Analysts & Media
Zurich, 23 July 2018

Picture from Julius Baer's advertising campaign 'A Window to the Future', providing a vision of Zurich in 2050 and building a bridge between the Julius Baer's 'Next Generation' investment offering and its sponsorship of Formula E

CONTENT

Introduction

Bernhard Hodler, CEO

HY 2018 HIGHLIGHTS

Solid result, delivering on growth and efficiency targets

Strong profit – CIR in target range

- Record adjusted net profit: CHF 480 million, up 19% year-on-year
- Resilient gross margin: 91.5 bp
- Adjusted cost/income ratio improved to 67.3%

Solid asset growth with expanded footprint

- Assets under management: CHF 400 billion, up 3% since year-end 2017
- Net new money: CHF 9.9 billion, 5.1% annualised – well within target range
- 79 additional RMs (net) in H1 2018

Continue to invest into next phase of growth

- Successful closing of acquisition of Brazilian wealth manager Reliance Group in June
- Preparations for joint venture with Siam Commercial Bank in Thailand on track
- Continued investments into automatisation, processes and operating platforms

CONTENT

Financial Results HY 2018*

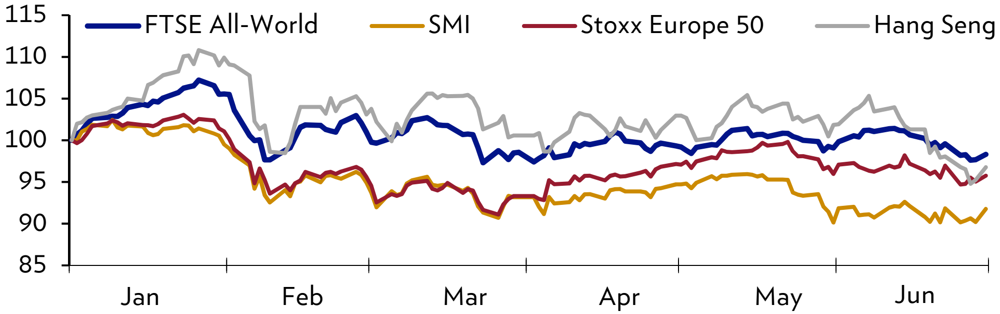
Dieter A. Enkelmann, CFO

*Financial Results are presented on adjusted basis. See "Scope of Presentation of Financials" in the Appendix

H1 2018 MARKET ENVIRONMENT

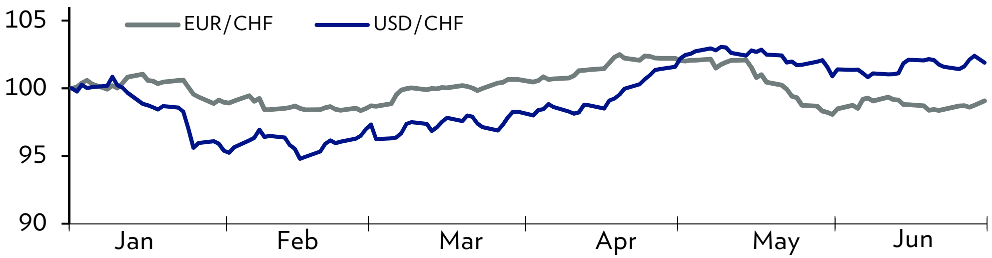
Stock markets edging lower – US dollar recovering in Q2 – US yield curve flattening

Development of FTSE ALL-WORLD INDEX[1]



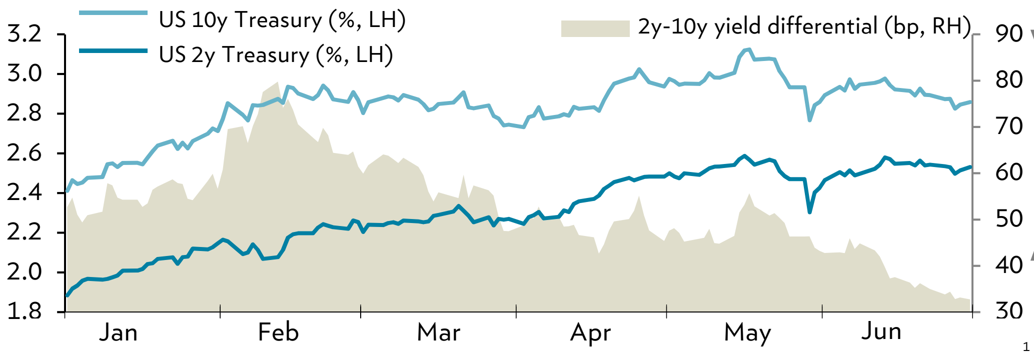
- After a strong start in January and a sharp correction in February ...
- ... stock markets gradually edged lower ...
- ... with key Swiss, European and Asian markets underperforming global stocks

Development of EUR, USD against CHF, rebased[1]



- US dollar initially weakened vs. Swiss franc ...
- ... but recovered in Q2

Development of US 10y vs. 2y bond yield[2]



- US Treasury term spread continued to shrink ...
- ... which historically has signalled impending recessions

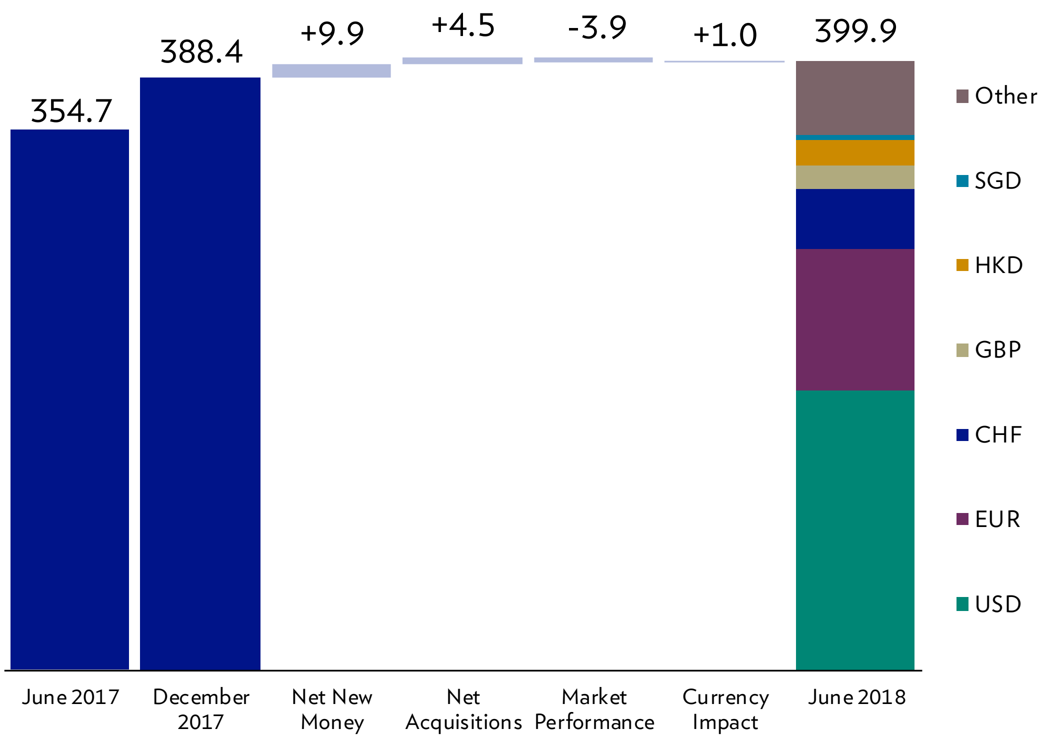
[1] Source: Datastream, Julius Baer | [2] Source: Bloomberg Finance L.P., Julius Baer

AUM INCREASE OF CHF 11bn (+3%) TO CHF 400bn

Driven by strong NNM and acquisition of Reliance Group

Development of Assets under Management

CHF bn



- AuM CHF 400bn, +3% vs. year-end 2017
  - Net new money CHF +9.9bn
  - Net acquisitions[2] CHF +4.5bn
  - Market performance CHF -3.9bn
  - Currency impact CHF +1.0bn
- *Average* AuM[1] CHF 391bn, +12% vs. CHF 348bn in H1 2017
- AuC[3] CHF 68bn, -2% vs. year-end 2017

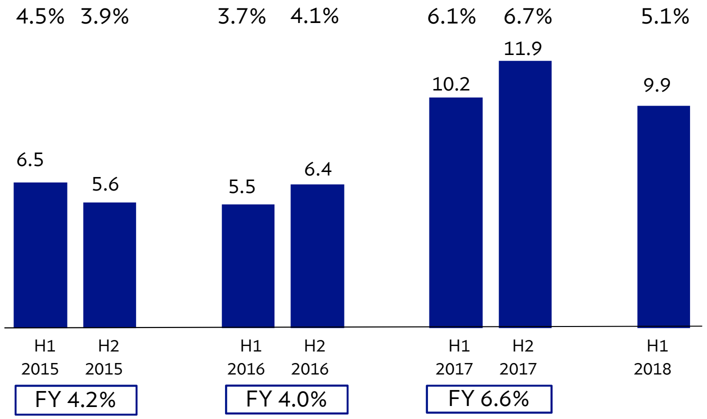
[1] Calculated on the basis of monthly AuM levels | [2] Net acquisition consisting of acquisition of CHF +4.5bn Reliance Group | [3] Assets under custody

NET NEW MONEY WELL WITHIN TARGET RANGE

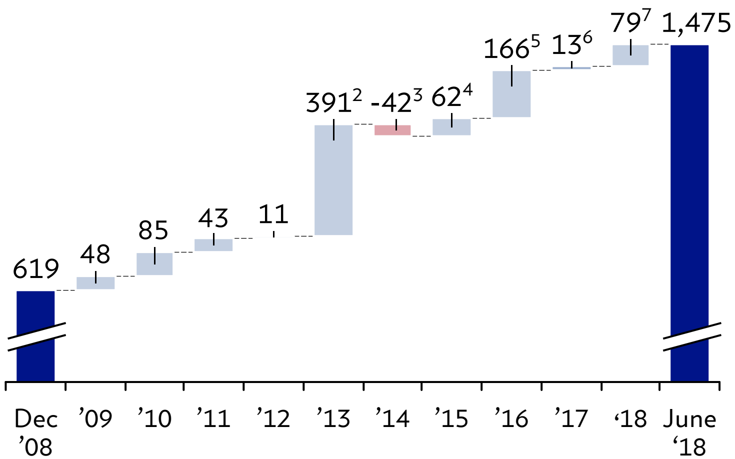
Strong contributions from RMs hired in 2016 and 2017

Net New Money

in CHF bn and %[1]



Relationship Managers

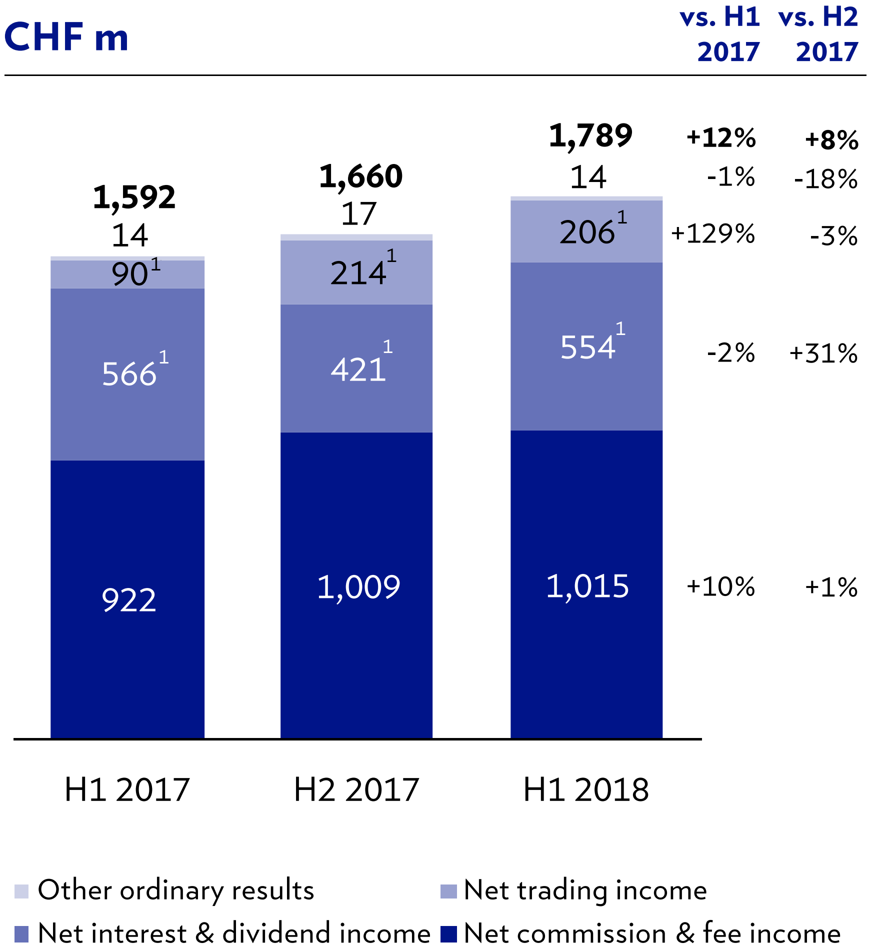


- NNM: CHF 9.9bn (5.1% annualised)
- All geographic regions with positive net inflows
- Particularly strong net inflows from clients domiciled in Europe, Switzerland and Asia
- Healthy inflows slightly tempered by some deleveraging by clients in Asia and Middle East, following the increase in US interest rates
- Added 79 RMs (net), of which 13 through acquisition of Reliance Group

[1] Annualised NNM in % of AuM at the beginning of the period | [2] +391, mostly from RMs transferring in from Bank of America's International Wealth Management business (IWM) outside the US [3] -42, driven by IWM transaction-related synergy realisations | [4] +62, of which net 40 from hiring, remainder from acquisitions | [5] Incl. 50 RMs transferring following the consolidation of Kairos and Commerzbank International S.A. Luxembourg | [6] +13 of which 41 net from hiring, -28 following internal transfers | [7] Incl. 13 RMs from the acquisition of Reliance Group

OPERATING INCOME +12% TO CHF 1.8bn

In line with growth in monthly average AuM



Net commission/fee income +10% to CHF 1,015m

- 11% increase in asset-based fee income
- 8% rise in brokerage commissions
- Despite increased AuM, contribution from Kairos was modestly lower

Net interest/dividend income -2% to CHF 554m

- Excl. dividend trading portfolios[1]: +2% to CHF 395m
- Higher loan volumes and rates, largely offset by …
- … y-o-y reduction in financial assets portfolio, and …
- … increase in interest paid on US dollar deposits

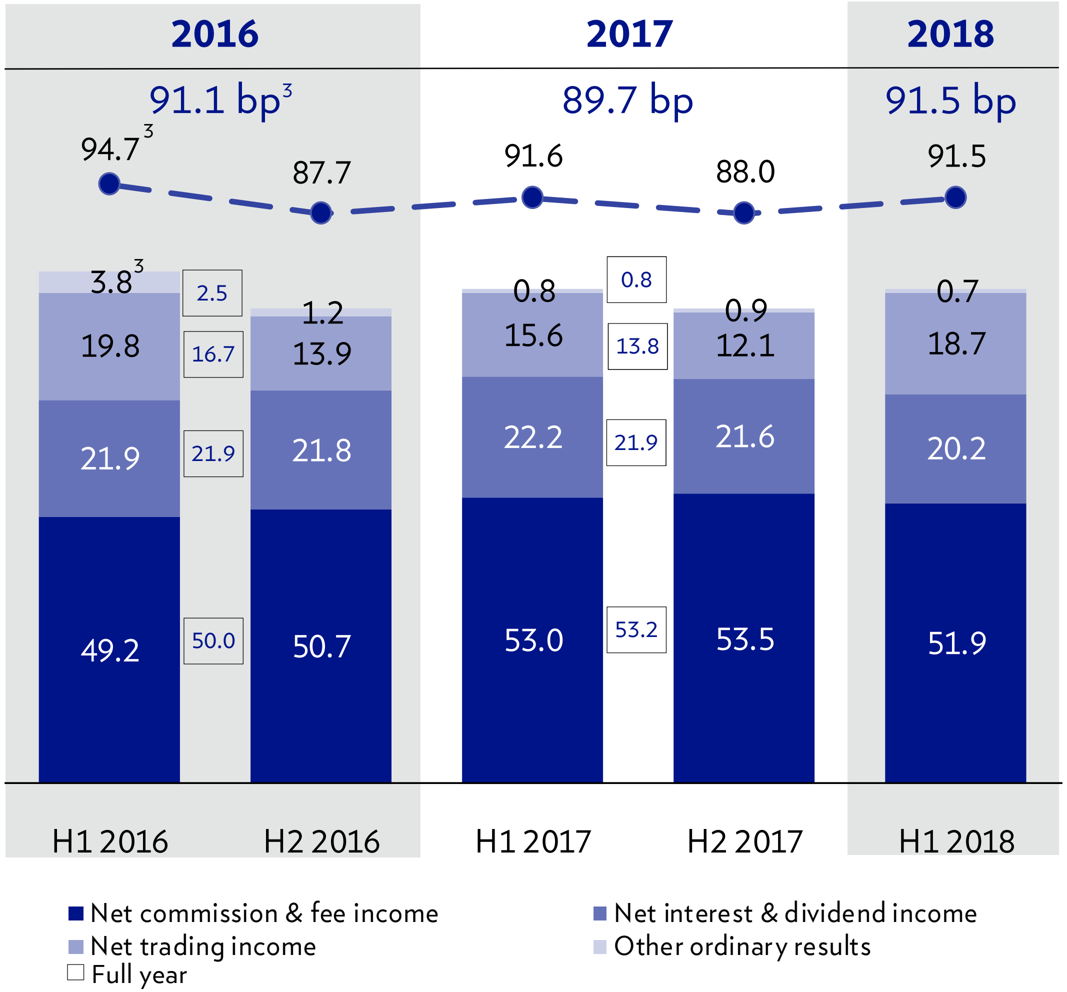
Net trading income +129% to CHF 206m

- Crediting back dividend on trading portfolios[1]: +35% to CHF 365m
- Rise in FX and structured products-related trading income

[1] Dividend income on trading portfolios: H1 2018: CHF 159m (H1 2017: CHF 181m, H2 2017: CHF 14m)

STABLE GROSS MARGIN[1,2]

Higher trading income offsets lower contribution from NII and brokerage commissions



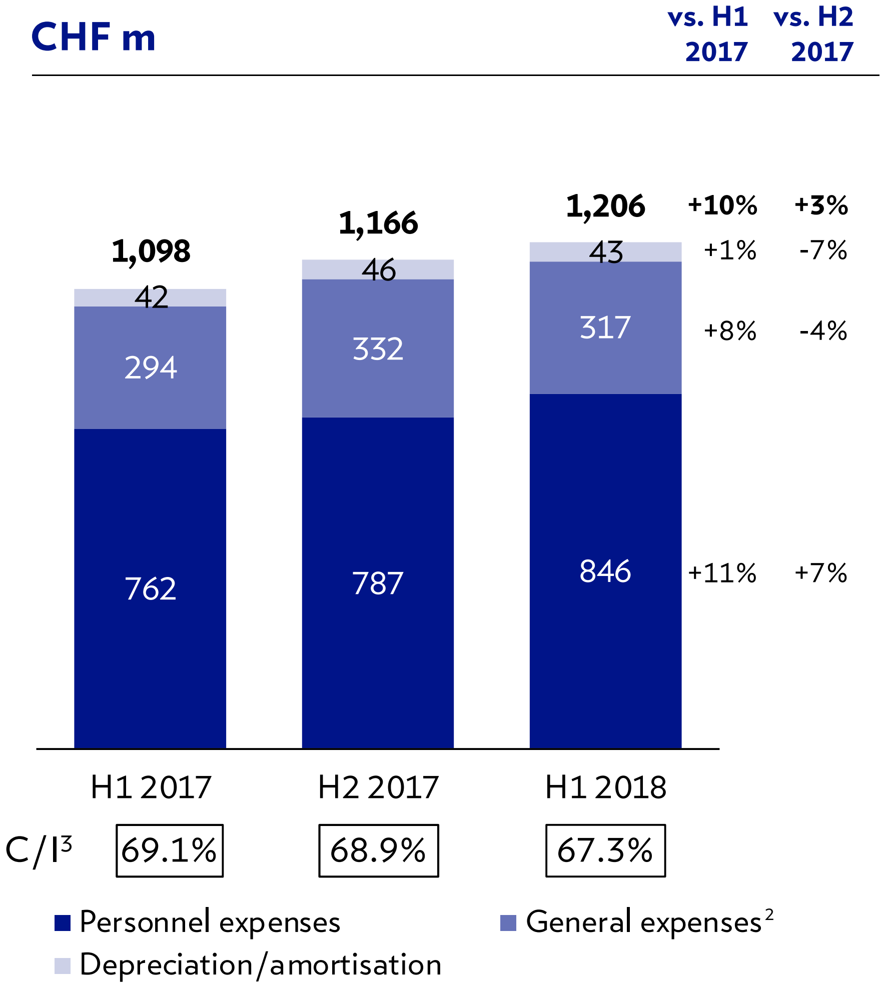
Gross margin at 91.5bp

- Commission & fee: -1.1 bp to 51.9 bp
- Trading[2]: +3.1 bp to 18.7 bp
- Net interest[2]: -2.0 bp to 20.2 bp

[1] Operating income (annualised) divided by average AuM, in basis points. Average AuM for H1 2018 was CHF 391bn, up 12% compared to H1 2017 and up 4% compared to H2 2017 | [2] Net interest income adjusted to exclude dividends on trading portfolios, net trading income adjusted to include the same (H1 2016: CHF 180m, H2 2016: CHF 12m, H1 2017: CHF 181m, H2 2017: CHF 14m, H1 2018: CHF 159m) | [3] Includes CHF 38.6m Kairos fair value adjustment (equivalent to 2.6 bp)

OPERATING EXPENSES[1] +10% TO CHF 1.2bn

Cost/income ratio improved to 67.3%, inside medium-term target range



Personnel expenses +11% to CHF 846m

- Reflecting 5% increase in average FTE and higher performance-based pay driven by increased revenues

General expenses[2] +8% to CHF 317m

- Increased marketing spend
- Rise in general expenses resulting from staff increase
- CHF 4m increase in provisions and losses

Depreciation/amortisation +1% to CHF 43m

- Driven by increase in IT software amortisation and IT hardware depreciation

Cost/income ratio[3] 67.3%

Operating expenses[1] – approx. breakdown by currency

CHF	53%	SGD	10%	USD	6%	Other	4%
EUR	15%	HKD	7%	GBP	5%		

[1] Excluding integration and restructuring expenses and the amortisation of intangible assets related to acquisitions and divestments | [2] Including provisions and losses |
[3] Cost/income ratio not considering provisions and losses

ADJUSTED NET PROFIT UP 19% to CHF 480m

IFRS net profit up 26% to CHF 444m

CHF m	H1 2017	H2 2017	H1 2018	Change H1 18/H1 17	Change H1 18/H2 17
Operating income	1,592	1,660	1,789	+12%	+8%
Adjusted operating expenses	1,098	1,166	1,206	+10%	+3%
Adjusted profit before taxes	**494**	**495**	**583**	**+18%**	**+18%**
Adjusted pre-tax margin (bp)	**28.4**	**26.2**	**29.8**	**+1.4 bp**	**+3.6 bp**
Income taxes	90	93	103	+14%	+11%
Adjusted net profit[1] for the Group	**404**	**402**	**480**	**+19%**	**+19%**
Adjusted EPS attributable to shareholders of Julius Baer Group Ltd. (CHF)	1.84	1.82	2.20	+20%	+21%
ROTE, adjusted[2] (%)	31.6%	28.6%	33.0%	+1.5pt	+4.5 pt
Tax rate (%)	18.3%	18.8%	17.7%	-0.6 pt	-1.1 pt
IFRS net profit attributable to shareholders of Julius Baer Group Ltd.	353	352	444	+26%	+26%

Tax guidance

- Full-year adjusted tax rate (H1 2018: 17.7%) expected to be in 18-19% range in next few years

[1] Excluding integration and restructuring expenses and the amortisation of intangible assets related to acquisitions and divestments, as well as taxes on those items. Including these positions (see also Appendix), the net profit attributable to shareholders of Julius Baer Group Ltd. was CHF 444m in H1 2018, up 26% from CHF 353m in H1 2017 and also up 26% from CHF 352m in H2 2017. | [2] Adjusted net profit attributable to shareholders/(half-yearly) average shareholders' equity less goodwill and other intangible assets

SOLID BALANCE SHEET – LOW RISK PROFILE

Loans decreased relative to AuM, further to some client deleveraging

CHF bn

CHF 103.5bn
(CHF 97.9bn)*

Assets		
Due from banks	**11.9**	(8.3)
Loans	**46.7**	(46.6)
Trading portfolios	**9.4**	(12.8)
Financial assets (FVOCI)	**13.0**	(12.2)
Cash	**13.2**	(10.9)
Others	**6.4**	(4.3)
Goodwill & other intangible assets	**2.9**	(2.9)

Lombard lending: 36.8 (36.7)
Mortgage lending: 9.8 (9.9)

Loan-to-deposit ratio 66% (69%)

Liability Driven

Liabilities & Equity		
Due to banks	**8.2**	(7.2)
Due to customers (incl. client deposits)	**70.2**	(67.6)
Financial liabilities (structured products issued)	**13.8**	(11.8)
Others (incl. hybrid instruments)	**5.5**	(5.4)
Total equity	**5.8**	(5.9)

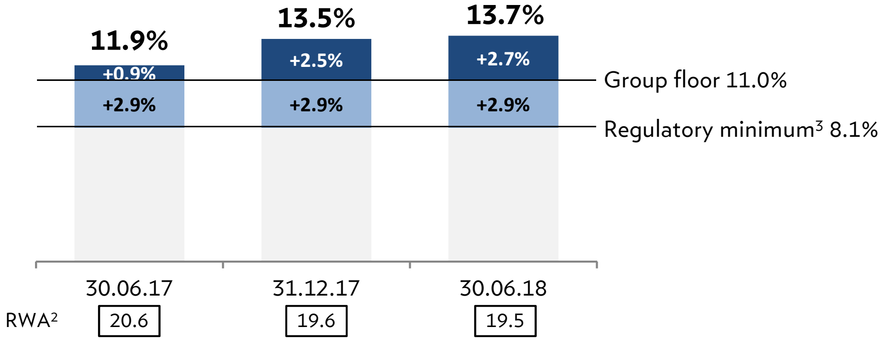
Figures as at 30 June 2018, summarised and regrouped from Financial Statements | * In brackets: figures as at 31 December 2017

CAPITAL RATIOS WELL ABOVE GROUP AND REGULATORY FLOORS

AT1 bond repayment has slight impact on total capital and leverage ratios

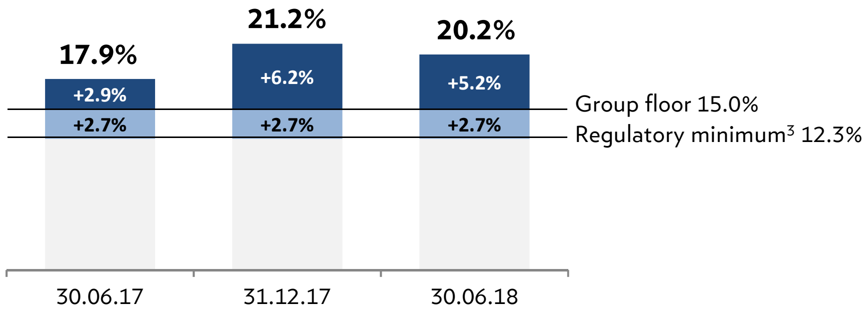
(For more details please see pages 23-24)

BIS CET1 capital ratio[1]



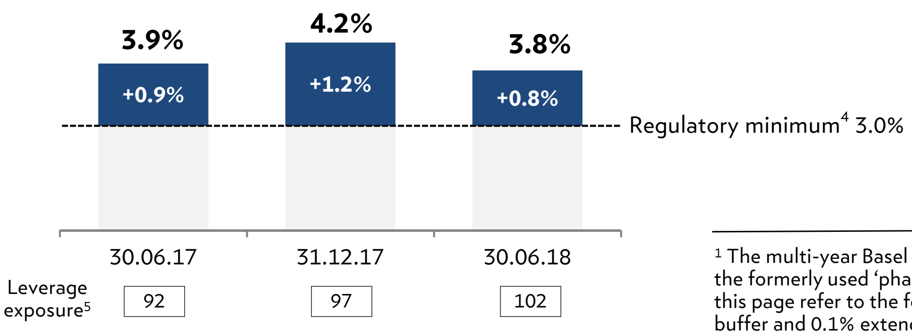
- CET1 ratio 13.7%, up 20 bp from end 2017[1]
  - Small CET1 capital build, despite increase in goodwill and net negative OCI[6] impact
  - Slight decrease in RWA

BIS total capital ratio[1]



- Total capital ratio 20.2%, down 100 bp[1]
- Following repayment of CHF 250m AT1 bond in March 2018

Tier 1 leverage ratio[1]



- Tier 1 leverage ratio 3.8%, well in excess of 3.0% minimum leverage ratio requirement[4]
- Impacted by AT1 bond repayment and growth in balance sheet

[1] The multi-year Basel III phase-in period ended at the beginning of 2018. As a consequence, the differentiation between the formerly used 'phase-in' and 'fully-applied' capital ratios is no longer relevant. The ratios for 30.06.17 and 31.12.17 on this page refer to the former 'fully-applied' ratios. | [2] Risk-weighted assets, in CHF bn [3] Including 0.2% SNB countercyclical buffer and 0.1% extended countercyclical buffer | [4] From 1 January 2018 | [5] In CHF bn | [6] Other comprehensive income

RECAP: JULIUS BAER'S GROWTH STRATEGY

Profitable growth along three drivers

CAPITALISING ON OUR STRONG FRANCHISE

1

Organic growth by taking advantage of existing Julius Baer network

ATTRACTING TALENT

2

Adding top talents by continuous hiring and expansion of footprint

TAKING ADVANTAGE OF M&A OPPORTUNITIES

3

Taking advantage of strategic transactions to enable our market strategies

STRENGTHENED EUROPEAN PRESENCE

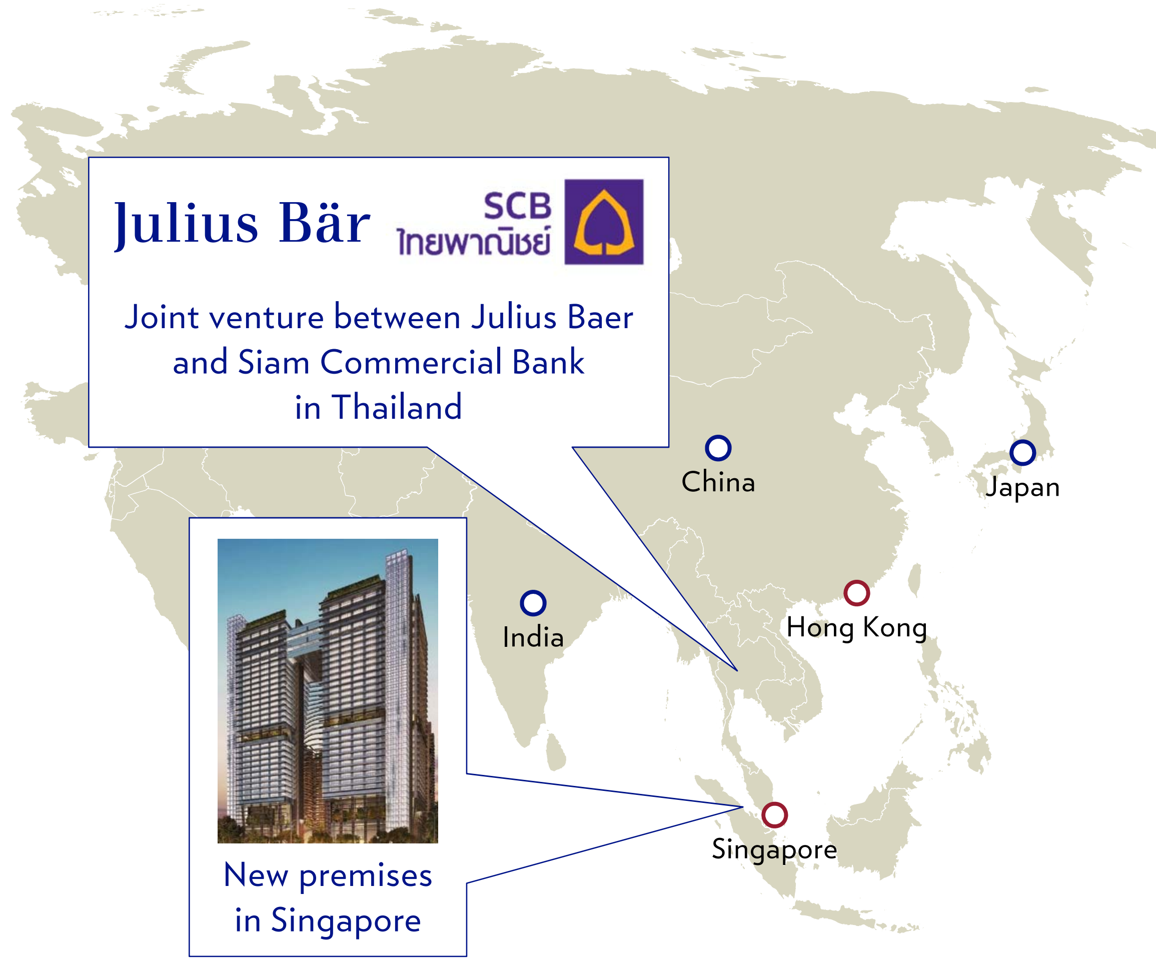
As solid base for further growth

- Strong net new money flows and growth across all European markets including Switzerland
- Significant hiring and opening of new offices
- 100% stake in Kairos, solidifying position in Italy
- Platform capabilities of EU hub providing integrated and MiFID II-compliant advisory process

○ Countries with Julius Baer booking centres
○ Countries with Julius Baer office(s)
○ Kairos Investment Management S.p.A., a fully owned subsidiary | Julius Baer is present in Milan with Julius Baer Fiduciaria S.p.A.

SUSTAINED GROWTH IN ASIA

Our second home market



- Significant net new money inflows
- Relocated to new state-of-the-art premises in Singapore
- Successful go-live of new core banking platform
- Strongly positioned among top 5 players in Asia
- Among top 3 foreign wealth managers in India
- Joint venture with Siam Commercial Bank

○ Countries with Julius Baer booking centres
○ Countries with Julius Baer office(s)

SOLID BASIS TO SUPPORT FURTHER GROWTH

TECHNOLOGY

- Continuous investments into core banking platforms, laying the operational and technical foundation of Julius Baer's further profitable growth
- Ongoing upgrade of front-end technology and digital channels to support RMs to deliver holistic and tailored advice to our clients

CLIENT SERVICING

- Holistic 'Your Wealth' approach and strengthened discretionary offering
- Increased emphasis on enhancing client documentation

BALANCE SHEET

- Financial strength and quality of balance sheet providing capacity for future structural investments in growth

DELIVERING ON MEDIUM-TERM FINANCIAL TARGETS

	Adjusted results[1]			
	H1 2017	H2 2017	H1 2018	Medium-term targets
Net new money	6.1%	6.7%	5.1%	4-6%
Cost/income ratio[2]	69.1%	68.9%	67.3%	64-68%
Pre-tax margin	28.4 bp	26.2 bp	29.8 bp	>30 bp

[1] Excluding integration and restructuring expenses and the amortisation of intangible assets related to acquisitions and divestments
[2] Excluding provisions and losses

Appendix

SCOPE OF PRESENTATION OF FINANCIALS

Financial results are presented as usual on the adjusted basis

- *Excluding* integration and restructuring expenses and amortisation of intangible assets related to previous acquisitions or divestments, as well as taxes on those respective items
- Reconciliation from the IFRS results to the adjusted results is outlined on the next page
- Please refer to the Julius Baer Group Ltd. Half-Year Report 2018[1] for the IFRS results

[1] Available from www.juliusbaer.com

RECONCILIATION CONSOLIDATED FINANCIAL STATEMENT[1]

IFRS to adjusted net profit

CHF m	H1 2017	H2 2017	H1 2018	Change H1 18/H1 17	Change H1 18/H2 17
IFRS net profit attributable to shareholders of Julius Baer Group Ltd.	353.2	351.6	443.8	+26%	+26%
Non-controlling interests	3.7	7.5	0.0	-100%	-100%
Profit after tax for the Group per consolidated Financial Statements (IFRS)	**356.8**	**359.1**	**443.8**	**+24%**	**+24%**
Amortisation of intangible assets related to the ING transaction	8.2	8.2	8.2	-	-
Amortisation of intangible assets related to the IWM transaction	18.1	18.2	18.2	+0%	-
Amortisation of intangible assets related to the GPS transaction	2.4	2.3	2.1	-9%	-8%
Amortisation of intangible assets related to the Kairos transaction	4.5	4.5	4.5	+1%	+1%
Amortisation of intangible assets related to the Commerzbank Lux. transaction	0.8	0.8	0.8	+0%	+0%
Amortisation of intangible assets related to the Leumi and Fransad transactions	1.0	1.0	1.0	+0%	+0%
Amortisation of intangible assets related to the Wergen transactions		0.7	0.4	-	-45%
Amortisation of intangible assets related to the WMPartner transactions		1.4	0.7	-	-50%
Amortisation of intangible assets related to the Reliance transaction			0.3	-	-
Integration, restructuring and transaction costs	20.0	10.2	4.0	-80%	-61%
Tax impact	-8.1	-4.3	-4.3	-47%	+1%
Net impact	**46.7**	**43.0**	**35.9**	**-23%**	**-17%**
Adjusted net profit for the Group	**403.6**	**402.1**	**479.6**	**+19%**	**+19%**

Further details on transaction-related amortisation:

- ING: January 2010 – December 2019 (CHF 16.3m p.a.)
- IWM: January 2014 – October 2024 (approx. CHF 36m p.a. for most of the years[2])
- GPS: April 2014 – March 2023 (BRL 15.4m p.a.)
- Leumi: March 2015 – February 2025 (CHF 1.0m p.a.)
- Fransad: November 2015 – October 2024 (CHF 0.9m p.a.)
- Kairos: April 2016 – March 2026 (CHF 8.9m p.a.)
- Commerzbank Luxembourg: July 2016 – June 2025 (CHF 1.7m p.a.)
- Wergen: February 2017 – January 2026 (CHF 0.7m for February 2017 - December 2017, going forward CHF 0.8m p.a.)
- WMPartners: January 2014 – December 2022 (CHF 1.4m p.a., starting in 2017 only)
- Reliance: June 2018 – May 2027 (BRL 12.9m p.a., starting in June 2018)

[1] Please see detailed financial statements in the Half-Year Report 2018
[2] The acquisition of IWM took place in steps and is to a small extent subject to CHF translation

ADJUSTED* HALF-YEARLY PERFORMANCE

CHF m	H1 2017	H2 2017	H1 2018	Change H1 18/H1 17	Change H1 18/H2 17	H1 2018 in %
Net interest and dividend income [1]	566	421	554	-2%	+31%	31%
Net commission and fee income	922	1,009	1,015	+10%	+1%	57%
Net trading income [1]	90	214	206	+129%	-3%	12%
Other ordinary results	14	17	14	-1%	-18%	1%
Operating income	**1,592**	**1,660**	**1,789**	**+12%**	**+8%**	**100%**
Personnel expenses	762	787	846	+11%	+7%	70%
General expenses [2]	294	332	317	+8%	-4%	26%
Depreciation and amortisation	42	46	43	+1%	-7%	4%
Operating expenses	**1,098**	**1,166**	**1,206**	**+10%**	**+3%**	**100%**
Profit before taxes	**494**	**495**	**583**	**+18%**	**+18%**	
Pre-tax margin (bp) [4]	28.4	26.2	29.8	+1.4 bp	+3.6 bp	
Income taxes	90	93	103	+14%	+11%	
Adjusted net profit for the Group[3]	**404**	**402**	**480**	**+19%**	**+19%**	
Adjusted EPS attributable to shareholders of Julius Baer Group Ltd. (CHF)	1.84	1.82	2.20	+20%	+21%	
ROTE, adjusted (%) [6]	31.6%	28.6%	33.0%	+1.5% pt	+4.5% pt	
Gross margin (bp) [4]	91.6	88.0	91.5	-0.1 bp	+3.5 bp	
Cost/income ratio (%) [5]	69.1	68.9	67.3	-1.8% pt	-1.6% pt	
Tax rate	18.3%	18.8%	17.7%	-0.6% pt	-1.1% pt	
Staff (FTE)	6,205	6,292	6,643	+7%	+6%	
Provisions and losses	-2	22	2	-	-90%	
Net new money (CHF bn)	10.2	11.9	9.9	-3%	-17%	
Assets under management (CHF bn)	354.7	388.4	399.9	+13%	+3%	
Average assets under management (CHF bn)	347.7	377.4	391.1	+12%	+4%	

* Excluding integration and restructuring expenses and the amortisation of intangible assets related to acquisitions and divestments, as well as taxes on those items

[1] Net interest income contains dividend income (H1 2017 CHF 181m, H2 2017 CHF 14m, H1 2018 CHF 159m) on trading portfolios

[2] Including provisions and losses

[3] Including non-controlling interests of CHF 4.5m for H1 2017, CHF 8.3m for H2 2017. No non-controlling interests for H1 2018, as for accounting purposes 100% of Reliance Group was acquired (see also p. 39 of Half-Year Report 2018)

[4] Based on average AuM

[5] Not considering provisions and losses

[6] Adjusted net profit attributable to shareholders/(half-yearly) average shareholders' equity less goodwill and other intangible assets

DETAILED RWA AND CAPITAL RATIO DEVELOPMENT

BIS approach / CHF m	30.06.2017 *Basel III* [1]	31.12.2017 *Basel III* [1]	30.06.2018 *Basel III* [1]
Risk-weighted positions			
Credit risk	14,187	13,742	13,541
Non-counterparty-related risk	364	357	354
Market risk	1,253	561	451
Operational risk	4,796	4,941	5,125
Total risk-weighted positions	**20,600**	**19,601**	**19,471**
CET1 capital [2]	2,458	2,643	2,677
Tier 1 capital [2]	3,603	4,098	3,878
- of which tier 1 capital 'fully eligible Basel III instruments'	*1,145*	*1,455*	*1,202*
Eligible total capital [2]	3,686	4,164	3,935
CET1 capital ratio [2]	**11.9%**	**13.5%**	**13.7%**
Tier 1 capital ratio [2]	**17.5%**	**20.9%**	**19.9%**
Total capital ratio [2]	**17.9%**	**21.2%**	**20.2%**
Leverage ratio (LERA, tier 1 divided by total exposure)	3.9%	4.2%	3.8%
Liquidity coverage ratio (LCR)	123.3%	144.8%	188.9%
Net stable funding ratio (NSFR)	118.9%	119.0%	126.2%
Leverage exposure (LERA)	92,048	96,949	102,407

[1] The multi-year Basel III phase-in period ended at the beginning of 2018. As a consequence, the differentiation between the formerly used 'phase-in' and 'fully-applied' capital ratios is no longer relevant. The ratios for 30.06.17 and 31.12.17 on this page refer to the former 'fully-applied' ratios | [2] After dividend

CAPITAL DEVELOPMENT

Basel III[1]

CHF m	30.06.2017 *Basel III*[1]	31.12.2017 *Basel III*[1]	30.06.2018 *Basel III*[1]	Change
Equity at the beginning of the period	**5,354**	**5,354**	**5,854**	**+9%**
Julius Baer Group Ltd. dividend	-269	-269	-313	
Net profit (IFRS)	357	716	444	
Effect of adoption of IFRS 9			4	
Change in treasury shares	-58	-13	-24	
Treasury shares and own equity derivative activity	-18	29	-21	
Other components of equity	67	43	-41	
Financial assets measured at fair value through other comprehensive income	*41*	*10*	*-60*	
Remeasurement of defined benefit obligation	*37*	*3*	*48*	
FX translation differences	*-10*	*30*	*-30*	
Others	-6	-6	-114	
Equity at the end of the period	**5,427**	**5,854**	**5,789**	**-1%**
- Goodwill & intangible assets (as per capital adequacy rules)	-2,802	-2,837	-2,904	
- Other deductions	-167	-374	-208	
CET1 capital	**2,458**	**2,643**	**2,677**	**+1%**
+ Tier 1 capital instruments	1,145	1,455	1,202	
= BIS tier 1 capital	**3,603**	**4,098**	**3,878**	**-5%**
+ Tier 2 capital	83	66	57	
= BIS total capital	**3,686**	**4,164**	**3,935**	**-5%**

[1] The multi-year Basel III phase-in period ended at the beginning of 2018. As a consequence, the differentiation between the formerly used 'phase-in' and 'fully-applied' capital ratios is no longer relevant. The ratios for 30.06.17 and 31.12.17 on this page refer to the former 'fully-applied' ratios

BALANCE SHEET – FINANCIAL ASSETS (FVOCI)

CHF m	30.06.2017	31.12.2017	30.06.2018	*in %*	Change vs. 31.12.2017
Debt instruments	**16,151**	**12,060**	**12,901**	**99%**	**+7%**
Government and agency bonds	4,057	2,848	3,111	24%	+9%
Financial institution bonds	7,514	5,769	6,287	48%	+9%
Corporate bonds	4,567	3,437	3,497	27%	+2%
Other bonds	13	6	6	0%	-5%
Equity instruments	**185**	**187**	**144**	**1%**	**-23%**
Total financial assets measured at fair value through other comprehensive income (FVOCI)	**16,336**	**12,247**	**13,044**	**100%**	**+7%**
Cash with central banks	12,058	10,838	13,149		+21%

Debt instruments by credit rating classes	Fitch, S&P	Moody's	30.06.2017	31.12.2017	30.06.2018	*in %*	Change vs. 31.12.2017
1–2	AAA – AA-	Aaa – Aa3	10,414	8,386	8,540	*66%*	+2%
3	A+ – A-	A1 – A3	5,327	3,517	3,984	*31%*	+13%
4	BBB+ – BBB-	Baa1 – Baa3	301	127	346	*3%*	+172%
5	BB+ – BB-	Ba1 – Ba3	66	17	17	*0%*	+0%
Unrated[1]			43	13	13	*0%*	+3%
Total			**16,151**	**12,060**	**12,901**	***100%***	**+7%**

Note: With the application of IFRS 9 as of 1 January 2018, the previously separately disclosed money market instruments have been included in debt instruments.

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

BREAKDOWN OF AUM

Asset mix	30.06.2017	31.12.2017	30.06.2018
Equities	27%	28%	28%
Bonds (including Convertible Bonds)	19%	19%	19%
Investment Funds [1]	25%	26%	26%
Money Market Instruments	3%	3%	3%
Client Deposits	19%	18%	18%
Structured Products	6%	5%	6%
Other, including alternative investment assets	1%	1%	0%
Total	**100%**	**100%**	**100%**

Currency mix	30.06.2017	31.12.2017	30.06.2018
USD	45%	45%	46%
EUR	22%	23%	23%
CHF	11%	10%	10%
GBP	4%	4%	4%
HKD	3%	4%	4%
INR	3%	3%	3%
SGD	2%	2%	1%
BRL	1%	1%	2%
JPY	1%	1%	1%
AUD	1%	1%	1%
CNY	1%	1%	1%
CAD	1%	1%	1%
Others	5%	4%	3%
Total	**100%**	**100%**	**100%**

[1] Includes, amongst other asset classes, further exposure to equities and bonds

JULIUS BAER: PURE-PLAY PRIVATE BANKING GROUP

Well positioned for further growth

Legend

Head office | Location | Booking centre
GPS | Kairos | NSC (40%)
Reliance (95%)

- World's largest pure private banking Group
- Premium brand in global wealth management
- Client-centric approach
- Balanced exposure to traditional and growth markets
- Present in more than 50 locations
- Over 6,600 highly dedicated staff, incl. almost 1,500 RMs
- AuM CHF 400bn[1]
- Strongly capitalised:
  - BIS total capital ratio 20.2%[1]
  - BIS CET1 capital ratio 13.7%[1]
- Moody's long-term deposit rating Bank Julius Baer & Co. Ltd: Aa2 / stable outlook
- Market capitalisation: CHF 13bn[2]

[1] At 30 June 2018 | [2] At 20 July 2018 | [3] Additional advisory locations in Bangalore, Chennai, Kolkata and New Delhi

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