

Julius Bär

MEDIA RELEASE

Julius Baer Group Ltd.

Julius Baer (India) expands domestic team, augments digitisation to enhance efficiency and strengthen client relationships

Mumbai, 18 June 2020 – Julius Baer Wealth Advisors (India), one of the largest and best-established global wealth managers in India, has expanded its India team while also capitalising on greater use of technology to bolster client services and boost efficiency.

In spite of the COVID-19 pandemic and imminent economic shock that has gripped the nation, Julius Baer India continues to hire Relationship Managers (RMs) across locations. The firm has welcomed on board a total of six RMs to the Indian franchise during this calendar year, of which three professionals joined the team in India over April and May 2020. Earlier in March this year, Himanshu Bhagat was appointed as Head of Wealth Management at Julius Baer Wealth Advisors (India). Himanshu is also a Member of the Management Committee at Julius Baer India.

Strengthens Non Resident Indian (NRI) Team

Julius Baer also continues to hire across locations to build and strengthen its offering for NRIs across the world. Julius Baer's "Global Indian" approach, which allows the firm to serve Indians globally, is one of its biggest competitive advantages and a strategic aspect of its Global India market strategy.

Implements a stronger focus on digitisation to drive efficiency in India

As a further impetus, several digitisation initiatives that have been implemented in India, have held the company in good stead during these times. Paperless account opening with e-sign and video based in-person verification, has been well received and greatly improves client experience. The firm has also launched tools for RMs and Assistant Relationship Managers to efficiently service clients. The firm is upgrading its online platform and is also adopting more robotics to ensure better, seamless operations.

Jimmy Lee, Head Asia Pacific and Member of the Executive Board, Bank Julius Baer said: "India is an important market for Julius Baer and the recent expansion of our domestic team, attests to the immense potential we foresee in the region. Julius Baer's business model as a 'pure' global private bank positions us favourably to capitalise on the unprecedented opportunities the Indian market has to offer. As we steer ahead in these extraordinary times, we will continue to stay agile and relevant to clients by offering state-of-the-art wealth management services in an increasingly digital future."

Julius Baer Wealth Advisory (India) Private Limited
Registered & Main Office: 8th floor, Mafatlal Centre, Nariman Point, Mumbai 400021, India
Tel.: +91 22 6176 0100, Fax: +91 22 6635 6110

www.juliusbaer.in

Ashish Gumashta, Chief Executive Officer, Julius Baer India said: “Julius Baer’s 130 year heritage of serving private clients globally provides a particularly sound and robust foundation during times of crises. To stay one step ahead, we have strengthened our domestic and NRI team capabilities and upgraded our digital infrastructure to meet the evolving needs of our clients. Increasingly clients in India are looking for global investment opportunities and to address that need, we have launched the Next Generation feeder fund that enables Indian clients to capture the megatrends and next investment themes emerging across the globe. Going forward, we will continue to enhance our product suite and upgrade our delivery channels to offer a holistic wealth management proposition to high net worth clients in the country.”

Contacts

Media Relations, tel. +41 (0) 58 888 8888

Citigate Dewe Rogerson Mumbai, Malini Roy, tel. +91 992 054 90 85, malini@cdr-india.com

About Julius Baer

Julius Baer is the leading Swiss wealth management group and a premium brand in this global sector, with a focus on servicing and advising sophisticated private clients. At the end of April 2020, assets under management amounted to CHF 392 billion. Bank Julius Baer & Co. Ltd., the renowned Swiss private bank with origins dating back to 1890, is the principal operating company of Julius Baer Group Ltd., whose shares are listed on the SIX Swiss Exchange (ticker symbol: BAER) and are included in the Swiss Leader Index (SLI), comprising the 30 largest and most liquid Swiss stocks.

Julius Baer is present in over 25 countries and more than 60 locations. Headquartered in Zurich, we have offices in key locations including Dubai, Frankfurt, Geneva, Hong Kong, London, Luxembourg, Mexico City, Milan, Monaco, Montevideo, Moscow, Mumbai, São Paulo, Singapore and Tokyo. Our client-centric approach, our objective advice based on the Julius Baer open product platform, our solid financial base and our entrepreneurial management culture make us the international reference in wealth management.

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