



# *Bellevue Group results 2018*

*Presentation for investors, analysts and the media*

Zurich, February 26, 2019



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# Agenda

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- 1 ***A Summary of Fiscal 2018***  
*André Rüegg, Group CEO*
  - 2 ***Results for Fiscal 2018***  
*Michael Hutter, Group CFO a.i.*
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*André Rüegg, Group CEO*
  - 4 ***Questions & Answers***
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1

## *A Summary of Fiscal 2018*

*André Rüegg, Group CEO*

# Summary

## *Solid overall results despite headwinds*

*Slight, market-induced drop in earnings, quality remains high*

- Operating profit down 16% to CHF 24.7 mn (prev. year: CHF 29.3 mn)
- Operating income stable at CHF 98.1 mn (prev. year: 98.5 mn), with significantly higher recurring income, up 18% to CHF 94.8 mn (97% of total income)
- Solid after-tax profit for the period of CHF 20.0 mn (prev. year: CHF 21.5 mn) despite headwinds

*Short-term slowdown in growth of client assets (AuM)*

- Assets under management (AuM) down 10% to CHF 10.8 bn due to negative performance effect of CHF 1.2 bn from the market correction
- Positive net new money in H1 2018 turns negative in H2 2018 (-CHF 49 mn)
- Broad product and customer base (segments, countries), good quality

*Competitive product offering and innovation are also growth drivers*

- High level of investment competence and expertise with an outstanding track record going back many years underpins our attractive product offering
- Product development guided by innovation excellence enhances our profile and appeal in the eyes of our current as well as potential new clients in Switzerland and abroad

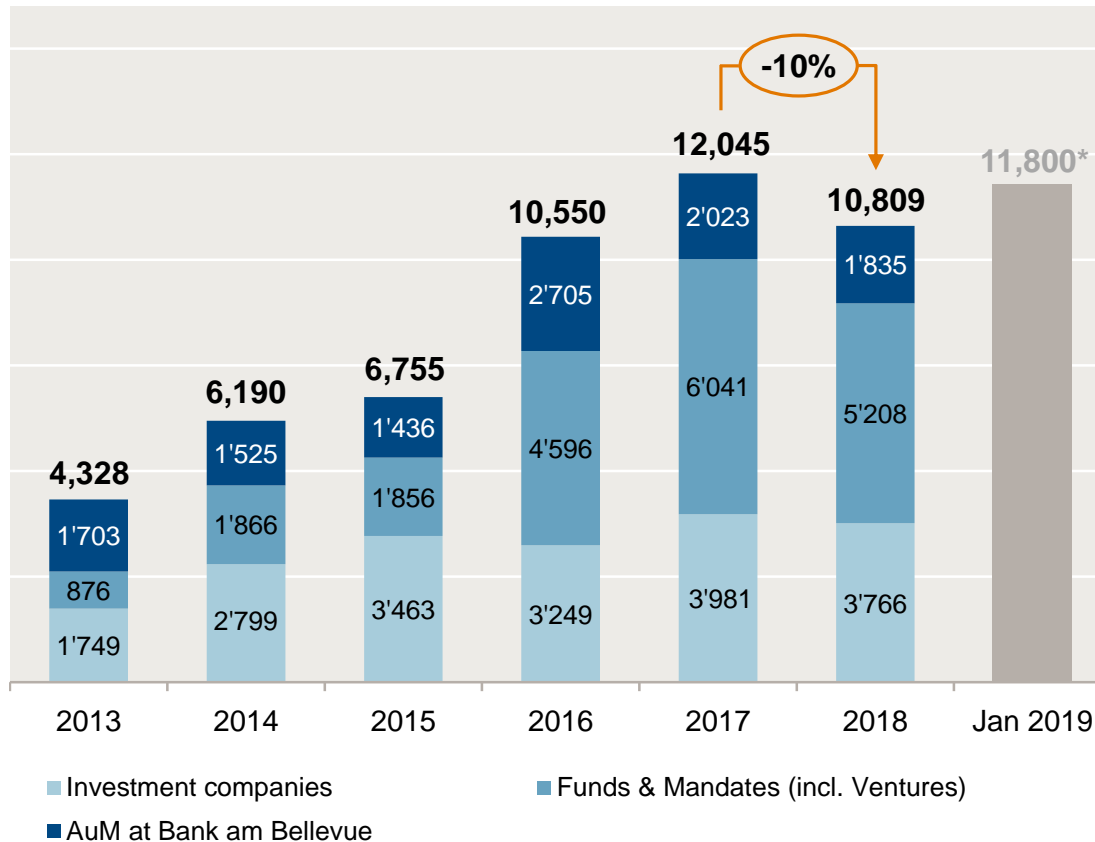
*Attractive dividend and solid return on equity (ROE)*

- Steady earnings power allows us to maintain our shareholder-friendly dividend policy
- Proposed dividend of CHF 1.10 (of which CHF 0.25 cash) leads to an attractive dividend yield of >5%
- Solid capital base with an impressive ROE of 11%

# Temporary lull in long-term growth of assets under management

## Development of AuM 2013 – 2018

CHF million



\* AuM as of January 31, 2019

Source: Bellevue Group, December 31, 2018

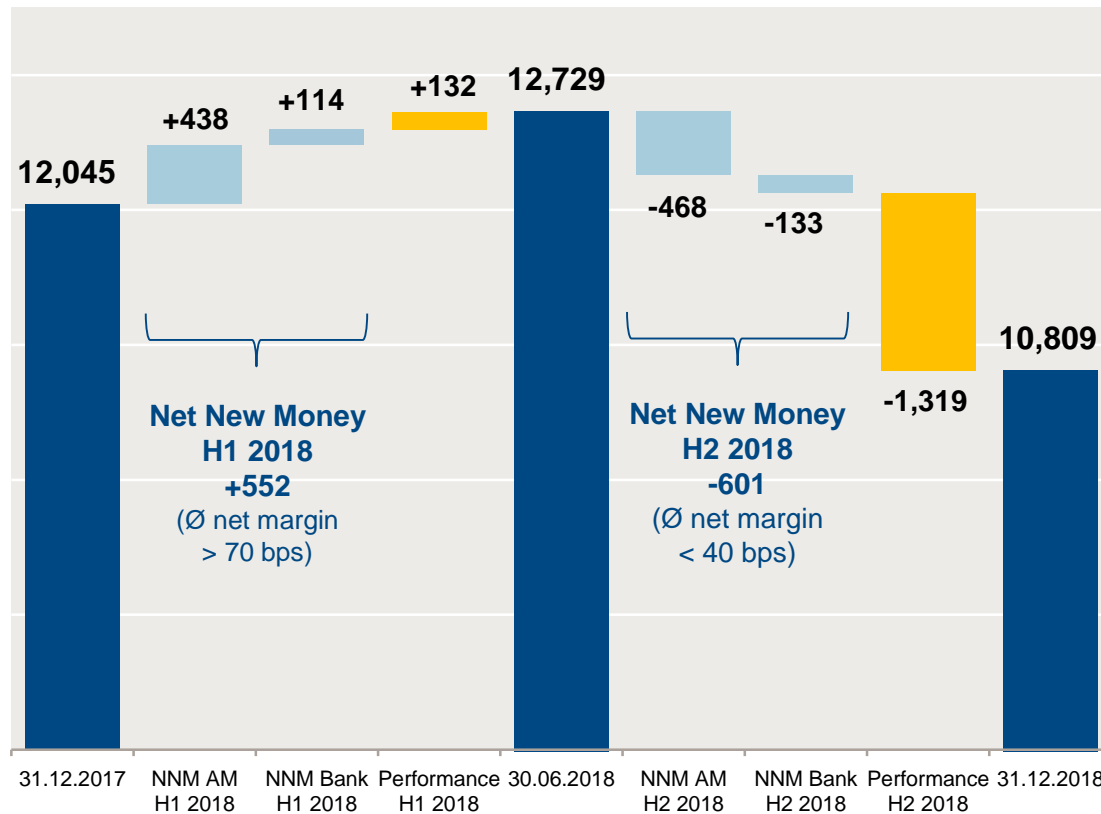
### Market-related decline in AuM to CHF 10.8 bn

- The entire CHF 1.2 bn or 10% decline in AuM is entirely due to the market correction
- Steady increase in AuM during past years did not come to a halt until the market rout in H2 2018
- Valuations hit a low point at year-end 2018 and then bounced back at the start of 2019
- Solid earnings power intact thanks to steady efforts in the past to strengthen and diversify the business

# Market turmoil leads to strikingly different H1 and H2 developments

## Development of AuM in 2018

CHF million



### AuM rise and fall with market developments

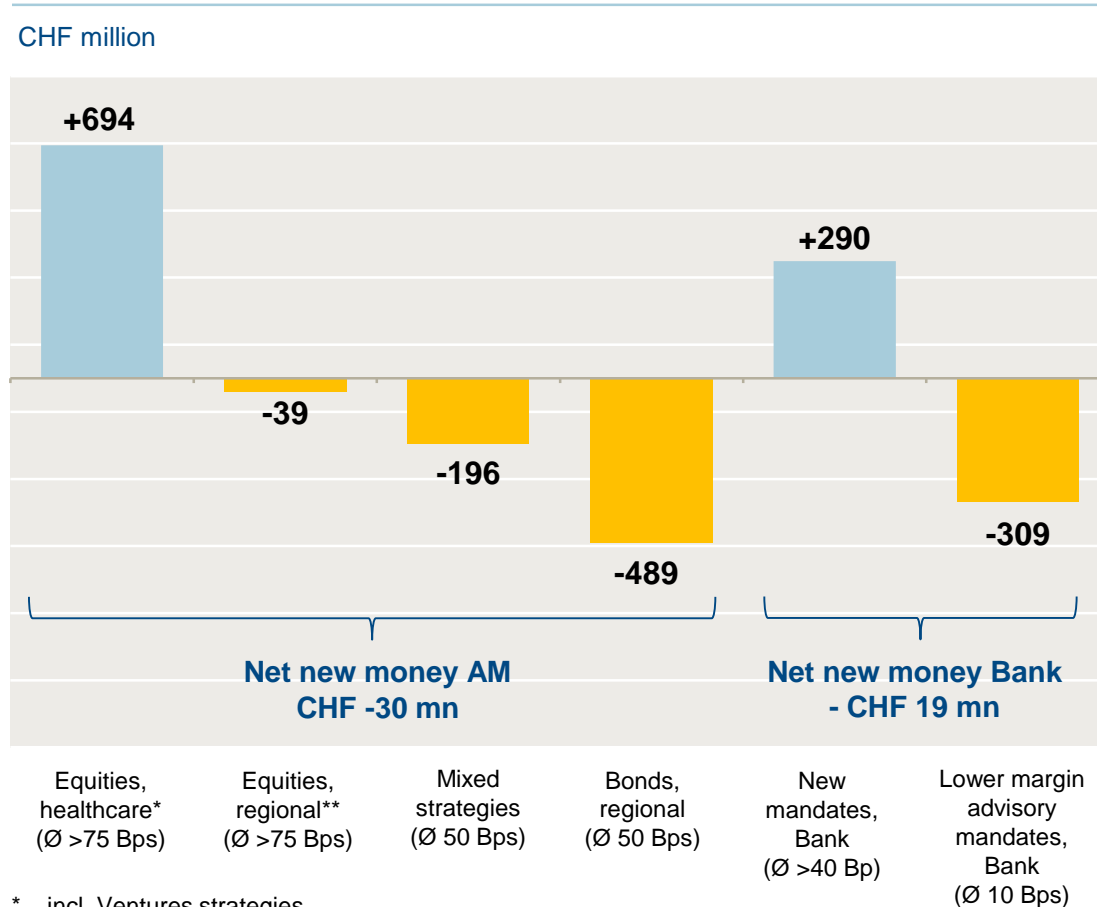
- Sustained growth momentum in long-term trend in H1 2018 thanks to constructive market environment
- Steep market correction, esp. in Q4 2018, led to a substantial performance-related decline in AuM of CHF 1,187 bn

### Net new money for 2018 a “red zero” but margin quality varied

- Changes in investor appetite for risk plain to see in net new money flows
- Positive net new money in every segment in H1 is eliminated in H2 2018 (CHF -49 mn)
- Inflows into various asset classes and product categories led to an overall better margin quality though

## Net new money flows also varied by product

Net new money inflows/outflows by asset class and product category, 2018



\* incl. Ventures strategies

\*\* also includes institutional mandates

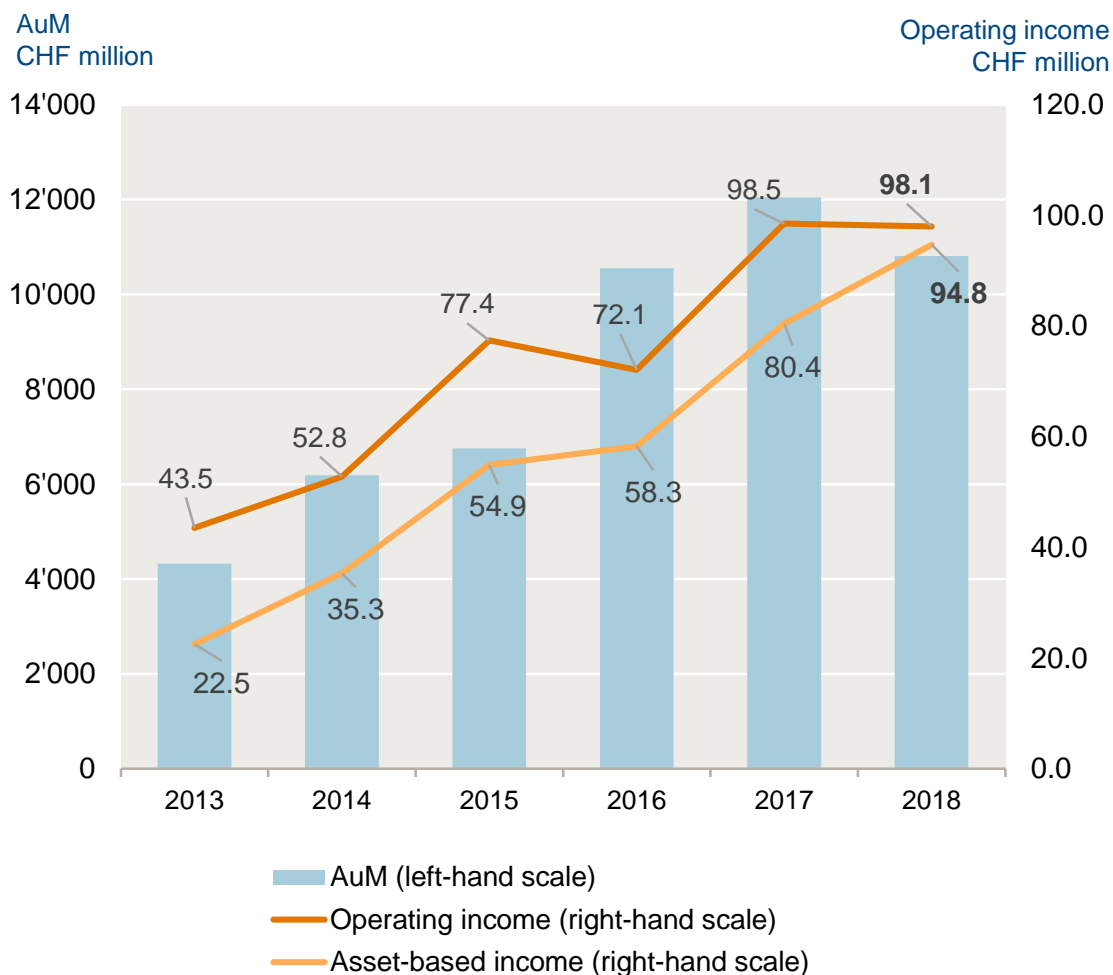
### Differentiable money flows with differing margin quality

- Demand for specialized healthcare strategies with higher margin remained intact even in an adverse market environment
- Multi-asset and bond strategies clearly under pressure as returns in the broader market fall short of expectations
- Outflows at Asset Management were also caused by management succession and other changes at StarCapital in Germany
- Positive shift in margins at the Bank due to divergent money inflows and outflows



## Better business base with stronger earnings power

### AuM and operating income 2013 – 2018



### Assets under management main driver of recurring income

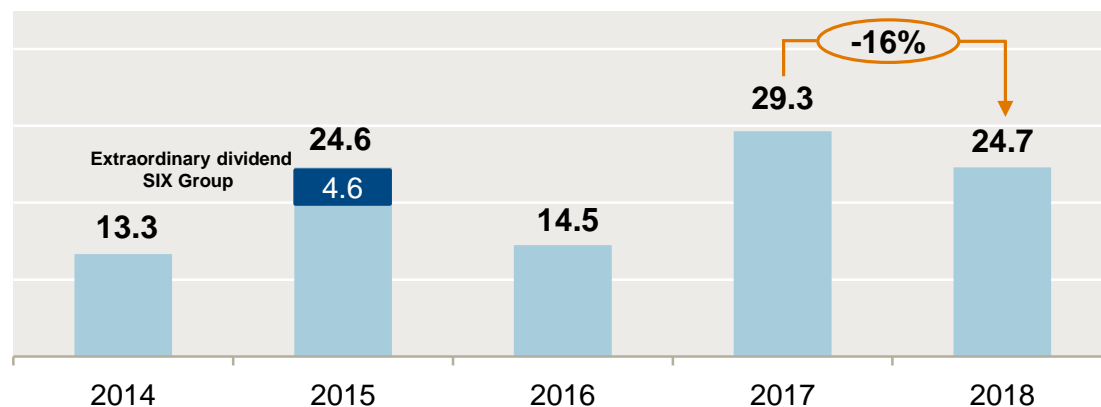
- Historical expansion of asset base leads to sustained earnings power of almost CHF 100 mn
- Marginal decline in operating income for 2018, despite drop in performance fees (CHF -6.6 mn) and absence of transaction fees (CHF -7.7 mn) due to discontinuation of brokerage and other activities
- 18% increase in recurring (asset-based) income streams, which accounted for record-high 97% of total income (prev. year: 82%)
- Asset-based income streams have solid margins and are broadly based (products, segments, countries)

## Market-induced decline in operating profit

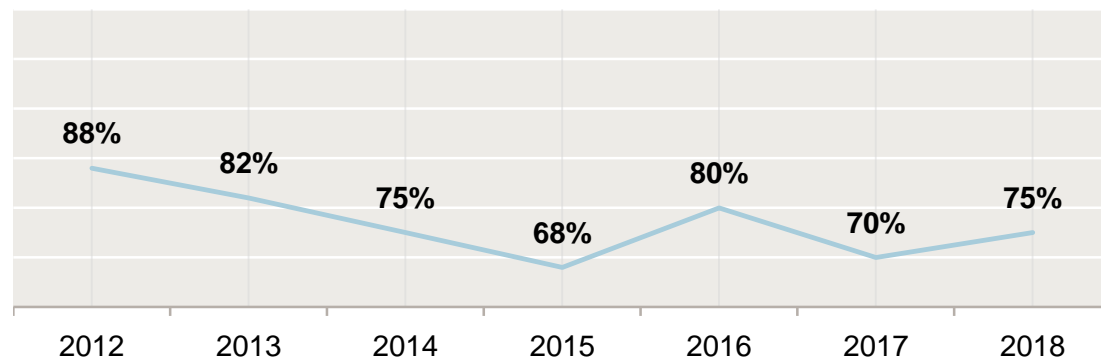
### Historical review of operating profit and cost/income ratio

#### Operating profit

CHF million



#### Cost/income ratio (CIR)



#### Solid but lower operating profit of CHF 24.7 mn

- Overall earnings stable and good quality
- Operating expenses up CHF 4.2 mn to CHF 73.4 mn, mainly due to higher headcount and absorption of research costs (MiFID II)
- Steady operating results allows for a continuation of shareholder-friendly dividend policy over the long term

#### Temporary increase in cost/income ratio to 75%

- CIR still within the long-term targeted range of 70-75%
- Slightly higher due to reduced earnings momentum while continuing to invest in human capital and infrastructure
- Improvement in efficiency possible with the increase in AuM



# 2

## *Results for Fiscal 2018*

*Michael Hutter, Group CFO a.i.*

# Asset Management

## Divisional results

CHF 1'000	2018	2017	Δ YoY	
Management fees	92'064	78'083	+13'981	+17.9%
Performance fees	2'449	8'395	-5'946	-70.8%
Other income	-1'919	-2'192	+273	+12.5%
Services from/for other segments	-104	-29	-75	-258.6%
<b>Operating income</b>	<b>92'490</b>	<b>84'257</b>	<b>+8'233</b>	<b>+9.8%</b>
Personnel expenses	41'146	38'726	+2'420	+6.2%
General expenses	14'183	10'066	+4'117	+40.9%
Services from/for other segments	249	225	+24	+10.7%
<b>Operating expenses</b>	<b>55'578</b>	<b>49'017</b>	<b>+6'561</b>	<b>+13.4%</b>
<b>Operating profit</b>	<b>36'912</b>	<b>35'240</b>	<b>+1'672</b>	<b>+4.7%</b>
<b>Cost/Income Ratio</b>	<b>60.1%</b>	<b>58.2%</b>		<b>+1.9%</b>
Profit from other financial instruments at fair value	3'812	1'489	+2'323	+156.0%
Depreciation	5'374	2'427	+2'947	+121.4%
<b>Result before taxes</b>	<b>35'350</b>	<b>34'302</b>	<b>+1'048</b>	<b>+3.1%</b>
Taxes	3'747	5'852	-2'105	-36.0%
<b>Result after taxes</b>	<b>31'603</b>	<b>28'450</b>	<b>+3'153</b>	<b>+11.1%</b>
Ø Average number of staff (full-time equivalent)	81.3	71.9	+9.4	+13.1%

### Operating income

- Management fees
  - Investment companies +15%
  - Funds & Mandates +21%
- Performance fees
  - CHF 1.5 mn Venture products
  - CHF 0.6 mn Funds & Mandates
- Other income
  - Mainly distribution costs (D)

### Operating expenses

- Personnel costs
  - Fixed compensation +18% ~ increase FTE
  - Variable compensation -6%
- General expenses
  - New: Research expenses (MiFID II) CHF 2.2 mn

### Others

- Income from FI at fair value
  - Book loss on investments in own products CHF 0.2 mn
  - Adjustment contingent purchase price SCAG/MARS CHF 3.7 mn
- Depreciation
  - Additional depreciation intangible assets SCAG/MARS CHF 2.7 mn

# Bank am Bellevue

## Divisional results

CHF 1'000	2018	2017	Δ YoY	
Asset management	1'746	1'508	+238	+15.8%
Interest income	2'332	1'177	+1'155	+98.1%
Trading income	-874	2'410	-3'284	-136.3%
Transaction income	1'569	-	+1'569	n.a.
Brokerage and Corporate Finance	-	7'729	-7'729	-100.0%
Other income	815	1'346	-531	-39.5%
Services from/for other segments	133	29	+104	+358.6%
<b>Operating income</b>	<b>5'721</b>	<b>14'199</b>	<b>-8'478</b>	<b>-59.7%</b>
Personnel expenses	6'754	9'625	-2'871	-29.8%
General expenses	5'198	5'701	-503	-8.8%
Services from/for other segments	1'620	1'386	+234	+16.9%
<b>Operating expenses</b>	<b>13'572</b>	<b>16'712</b>	<b>-3'140</b>	<b>-18.8%</b>
<b>Operating profit</b>	<b>-7'851</b>	<b>-2'513</b>	<b>-5'338</b>	<b>-212.4%</b>
<b>Cost/Income Ratio</b>	<b>237.2%</b>	<b>117.7%</b>		<b>+119.5%</b>
Depreciation	303	995	-692	-69.5%
<b>Result before taxes</b>	<b>-8'154</b>	<b>-3'508</b>	<b>-4'646</b>	<b>-132.4%</b>
Taxes	17	249	-232	-93.2%
<b>Result after taxes</b>	<b>-8'171</b>	<b>-3'757</b>	<b>-4'414</b>	<b>-117.5%</b>

Ø Average number of staff (full-time equivalent)	18.6	23.9	-5.3	-22.2%
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### Operating income

- Brokerage and CF
  - Discontinuation of CF transactions and decline in Brokerage income due to restructuring
- Asset management
  - Revenues Wealth Management
- Other income
  - Mainly income from custody fee minus commission expenses

### Operating expenses

- Personnel expenses
  - 2017: Restructuring costs CHF 3.4 mn included

# Group

## Divisional results

CHF 1'000	2018	2017	Δ YoY	
<b>Operating income</b>	<b>-133</b>	<b>-9</b>	<b>-124</b>	<b>n.m.</b>
Personnel expenses	4'600	3'760	+840	+22.3%
General expenses	1'503	1'355	+148	+10.9%
Services from/for other segments	-1'869	-1'611	-258	-16.0%
<b>Operating expenses</b>	<b>4'234</b>	<b>3'504</b>	<b>+730</b>	<b>+20.8%</b>
<b>Operating profit</b>	<b>-4'367</b>	<b>-3'513</b>	<b>-854</b>	<b>-24.3%</b>
Profit from other financial instruments at fair value	916	160	+756	+472.5%
Other income	-	193	-193	-100.0%
Depreciation	-	30	-30	-100.0%
<b>Result before taxes</b>	<b>-3'451</b>	<b>-3'190</b>	<b>-261</b>	<b>-8.2%</b>
Taxes	8	-13	+21	+161.5%
<b>Result after taxes</b>	<b>-3'459</b>	<b>-3'177</b>	<b>-282</b>	<b>-8.9%</b>
Ø Average number of staff (full-time equivalent)	9.2	7.1	+2.1	+29.6%

### Operating expenses

- Personnel expenses
  - BD: CHF 1.4 mn (+CHF 0.7 mn)
- General expenses
  - Higher costs for legal consultations
  - Higher costs for audit

### Others

- Income from FI at fair value
  - Gain Forward Ventures CHF 0.9 mn (thereof: CHF 0.5 mn cash distribution)

## Consolidated financial statements

CHF 1'000	2018	2017	Δ YoY	
Operating income	98'078	98'516	-438	-0.4%
Operating expenses	73'384	69'233	+4'151	+6.0%
<b>Operating profit</b>	<b>24'694</b>	<b>29'283</b>	<b>-4'589</b>	<b>-15.7%</b>
<b>Cost/Income Ratio</b>	<b>74.8%</b>	<b>70.3%</b>		<b>4.5%</b>
Profit from other financial instruments at fair value	4'728	1'649	+3'079	+186.7%
Depreciation	5'677	3'452	+2'225	+64.5%
Other income	-	124	-124	-100.0%
<b>Group profit before taxes</b>	<b>23'745</b>	<b>27'604</b>	<b>-3'859</b>	<b>-14.0%</b>
Taxes	3'772	6'088	-2'316	-38.0%
<b>Group net profit</b>	<b>19'973</b>	<b>21'516</b>	<b>-1'543</b>	<b>-7.2%</b>
Ø Average number of staff (full-time equivalent)	109.1	99.0	10.1	+10.2%

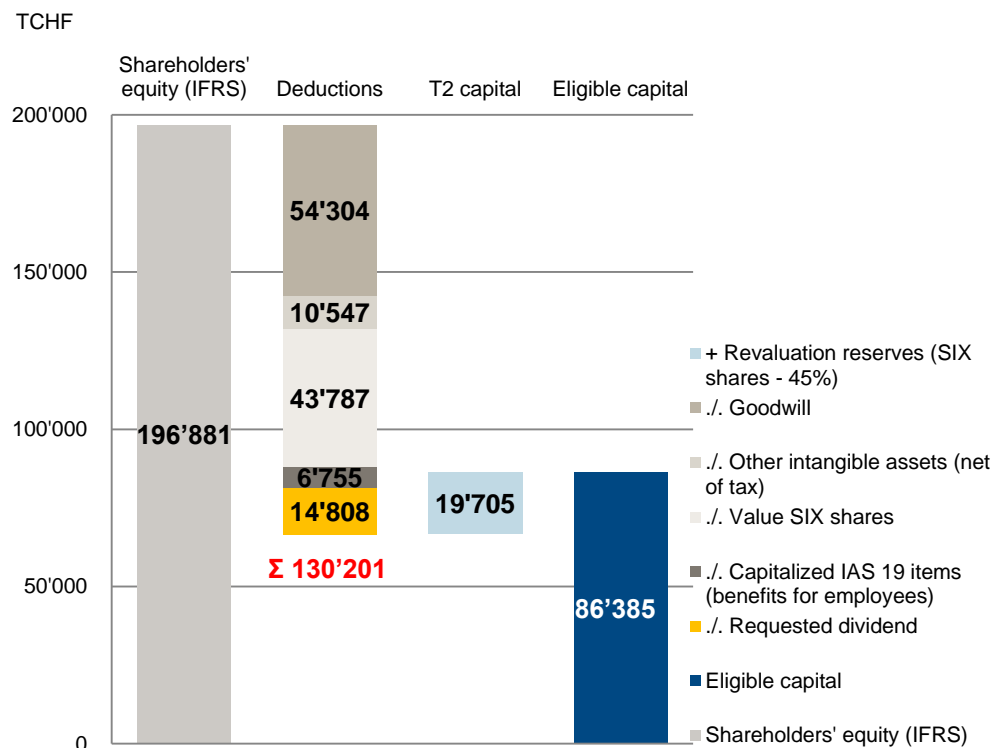
### Summary

- Decrease of the operating profit compared to previous year by 16% to CHF 24.7 mn
- Group net profit after tax of CHF 20.0 mn

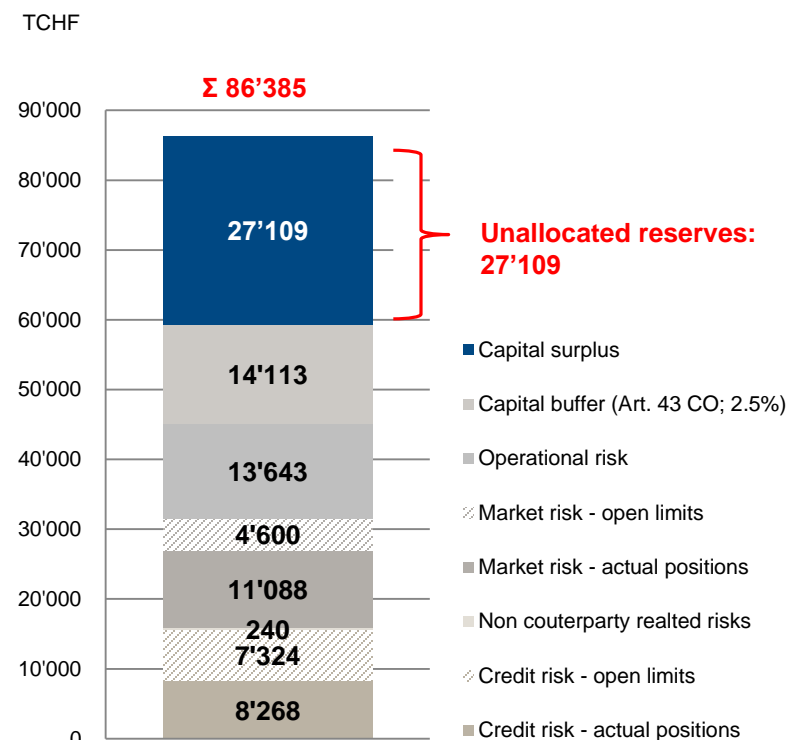
# Equity situation (consolidated)

Situation at December 31, 2018 – equity nearly 18% higher than year-end 2017

## Breakdown of eligible capital



## Allocation of eligible capital



**CET1 capital ratio 15.9%**  
(prev. year: 16.6%)

→ Actual exposure calculation



## News on Bellevue interest in SIX

### *Background*

- Bellevue Group AG holds through its subsidiary Bank am Bellevue AG a historical 1.175% interest in SIX Group AG
- The stated value of this interest on 31.12.2017, applying an illiquidity discount and taking into consideration deferred taxes, amounted to CHF 21.1 mn

### *Divestment of SIX Payment Services to Worldline*

- SIX Group AG will book a divestment gain of an estimated CHF 2.7 bn on this transaction
- Bank am Bellevue AG's gross share of this estimated divestment gain (not incl. illiquidity discount and deferred taxes) amounts to CHF 31.7 mn

### *Upward revaluation of interest as of 31.12.2018*

- Applying a discount for illiquidity and taking into consideration deferred taxes, Bank am Bellevue AG and Bellevue Group AG (in the consolidated statements) adjusted the value of the SIX Group AG interest upwards by CHF 22.7 mn to CHF 43.8 mn
- This upward adjustment in value was recognized in the 2018 consolidated financial statements as other comprehensive income in shareholders' equity

### *Expected dividend income in 2019 from SIX interest*

- The ordinary dividend in 2019 is expected to be around the prior-year level (CHF 1.6 mn)
- A special dividend is expected to be distributed from the cash consideration under the terms of the SIX/Worldline transaction due to Bellevue's interest in SIX



3

## *Business & Strategy Update*

*André Rüegg, Group CEO*

# How can we continue to grow?

## Our growth drivers



### Market performance

- Structural growth themes in the equities segment
- Existing diversification
- End of the bull market cycle?
- Further diversification (new asset classes)



### New money growth

- Attractiveness of the entire product range
- High performance quality with a long track record
- Steady increase in distribution network/client base
- Product innovation
- Focus on quality
- New segments (Bank) and distribution channels



### Acquisitions

- Impressive track record (3 successful takeovers)
- Clear strategic intentions:
  - strengthen AuM base
  - strengthen expertise
  - complementary add-ons
- Sharp focus on private client business (strengthen Bank)
- Setbacks?

*AuM growth drivers*

*Our positioning and strengths*

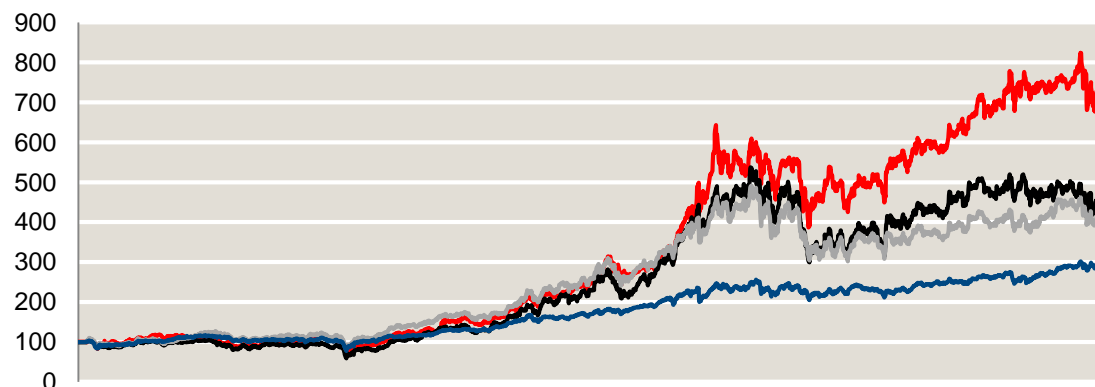
*Basic thoughts & priorities*

# Flagship product BB Biotech – continued growth case

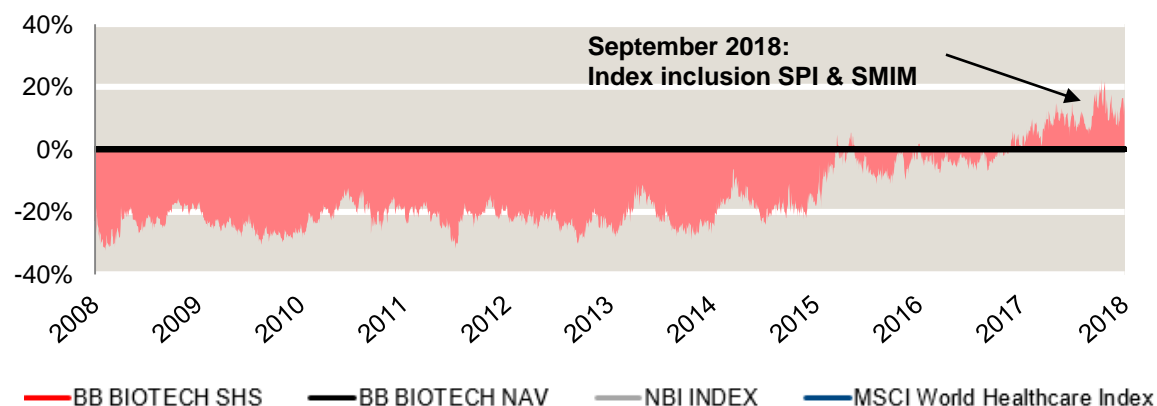
Inclusion in Swiss indices SPI and SMIM in September 2018

## 10y performance (in CHF)

Indexed in %



## Development of the discount/premium to the NAV



Source: Bloomberg, Bellevue Group, as of December 31, 2018

*Solid performance result in the short term and very compelling long term track record*

	2018	5 years	10 years
BB Biotech shares	-5.2%	162.0%	536.9%
BB Biotech NAV	-14.5%	74.9%	317.4%
NBI Index	-8.0%	44.9%	300.5%
MSCI World Healthcare	3.5%	59.4%	182.8%

\* Performance in CHF, indexed in %

## Summary

- FDA approval record and clinical breakthroughs in new therapies overshadowed by negative stock market environment
- Investment team continues to increasingly focus on smaller and mid-cap companies with novel therapeutic approaches
- Increased M&A activity and attractive valuations are in favour of the biotech sector

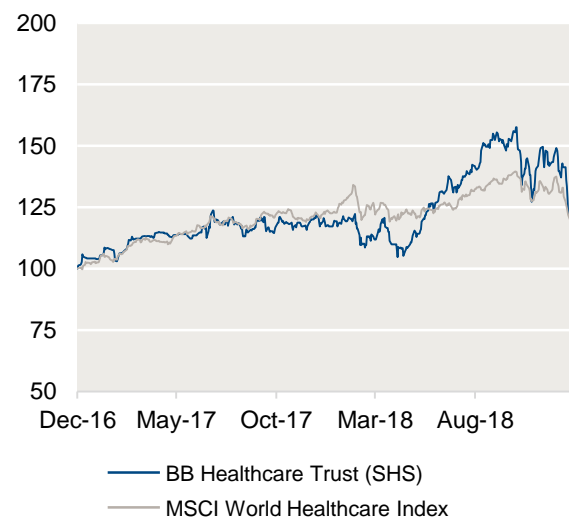
# Performance quality as an indispensable growth driver

Several strategies with robust performance results in a challenging market environment

## BB Healthcare Trust Plc

Investment trust that invests in the global healthcare space

### Performance since inception (in GBP)



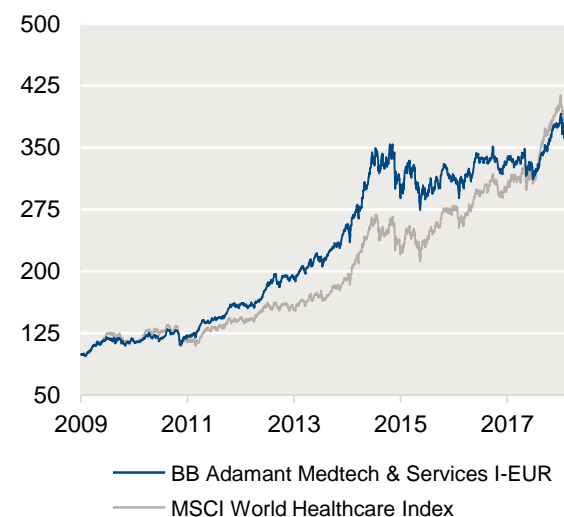
	2018	ITD*
BB Healthcare Trust - GBP	4.9%	25.1%
MSCI World Healthcare Net Total Return Index	8.8%	24.3%

\* Indexed performance in GBP

## BB Adamant Medtech & Services

Equity fund investing in companies in the medical technology & services sector

### Performance since inception (in EUR)

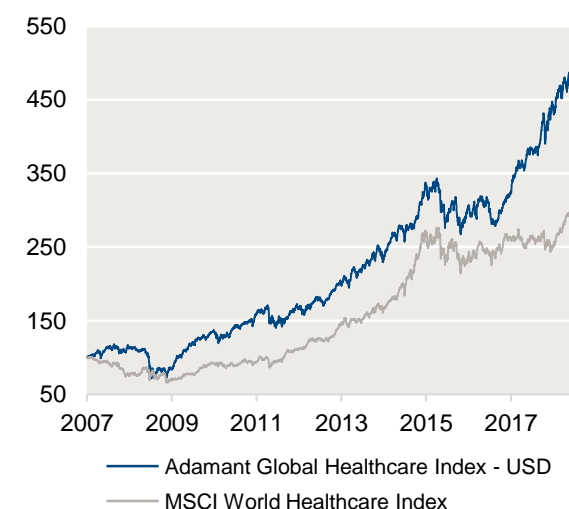


	2018	3 years	5 years	ITD
BB Adam. Medtech & Serv. – EUR-I	18.3%	45.5%	121.8%	263.1%
MSCI World HC Net Total Return Index	7.6%	8.6%	73.5%	255.2%

## Adamant Global Healthcare Index

Proprietary global healthcare index launched by Adamant

### Performance since inception (in USD)



	2018	3 years	5 years	ITD
Adm. Global HC Index - USD	-0.1%	25.3%	69.6%	295.2%
MSCI World HC Net Total Return Index	2.5%	14.5%	44.1%	133.5%

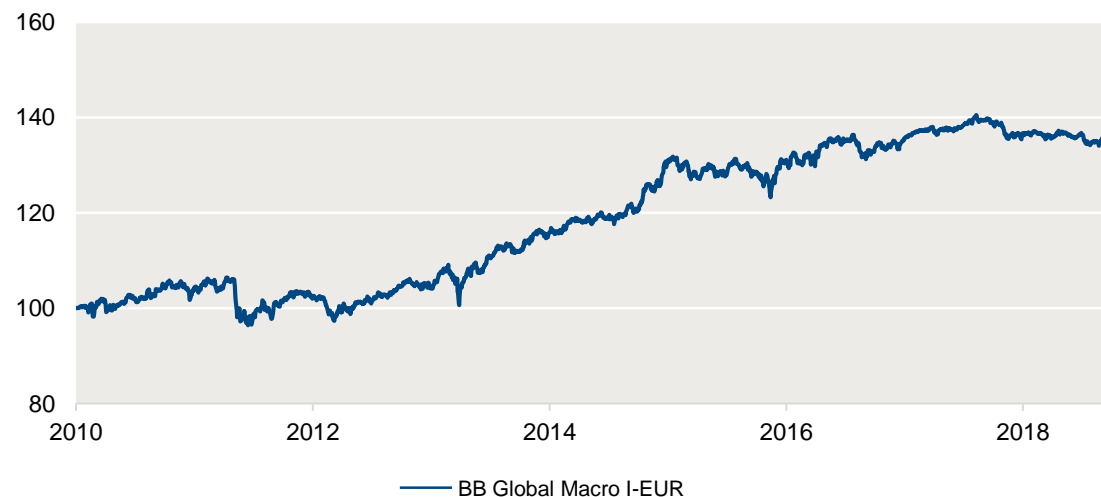
# Absolute return strategy with extremely solid annual performance

High stability thanks to moderate equity exposure and defensive basic portfolio

## BB Global Macro

UCITS V regulated absolute return strategy with daily liquidity

### Performance since inception (indexed in %)



Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2018
-0.8%	-0.6%	+0.1%	+0.1%	-0.4%	-0.1%	+0.8%	-0.9%	+0.5%	-1.2%	+0.4%	0.0%	-2.2%

## Summary

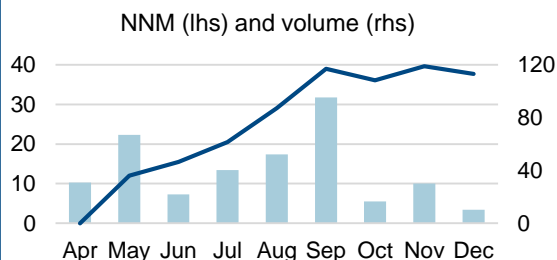
- 2018 was a difficult year for investors, in which most asset classes suffered losses
- Our BB Global Macro strategy, was able to limit losses and keep volatility low in the course of 2018
- The performance is also highly competitive in comparison with peers and
- This result underpins our expertise in this area and is expected to be a positive trigger for further asset growth in absolute return strategies
- The fourth quarter performance (-0.8%) and December (flat) in particular emphasize the defensive quality of the fund

# Innovation boost in our healthcare product range

## New investment vehicles in a nutshell

### BB Adamant Digital Health Bellevue Funds (Lux)

- Benefitting from technological shift in the healthcare sector
- Invested along a fundamental bottom-up process based on our 25-year healthcare expertise
- Global portfolio of 30-50 stocks with an attractive risk-return profile
- Strong asset growth since launch in an adverse market environment



### BB Adamant Sustainable Healthcare Bellevue Funds (Lux)

- First healthcare fund to focus on sustainability criteria
- Global equity portfolio of 40 positions based on a proven investment process
- Cooperation with the global ESG specialist



- Compliant with sustainability requirements according to



### BB Pureos Bioventures Bellevue Venture Capital

- Venture capital franchise to exclusively invest in private innovative drug development companies
- Experienced management team supported by a top-class advisory board
- 15-20 companies mainly based in CH, EU, UK, US
- Limited partnership under Guernsey law
- First portfolio investment planned for February 2019

# Bank am Bellevue

## Challenging repositioning in the face of market headwinds

*Process of realignment  
and restructuring  
concluded*

- Repositioning with new business model began in H2 2017
- Premium portfolio and investment advisory solutions and special services with a focus on entrepreneurial private clients
- Complementary banking services in various areas: trading, securities accounts, lending for affluent private clients as well as institutional clients

*Financial results clearly  
lagged our expectations*

- Budgeted 2018 loss (CHF 4 mn) clearly missed with actual loss of about CHF 8 mn
- We were unable to compensate for the absence of historical income streams and market turmoil caused more headwinds (trading, treasury)
- Positive developments are nevertheless visible in the new core business but momentum is still weak

*Adjustments must  
obviously be made  
to ensure progress*

- Substantial improvements necessary to plug the losses and achieve profitability over the mid term
- Better calibration of strategic and business profile
- Action to enhance growth momentum – organic and acquisitive

*Establish reputation  
as an attractive  
“House of Ideas”*

- Draw on our heritage as an equity specialist and creator of sound investment ideas (“DNA”)
- Leverage existing competencies in viable, prime-quality niches (healthcare and elsewhere)
- Create attractive investment ideas for entrepreneurial clients (“club deals”)



# Strategic developments and priorities – status & outlook

## Group Strategy & Performance



### Achievements 2018

- Solid AuM base with further growth potential
- High-quality income streams with high recurring percentage
- Turnaround of Bank am Bellevue with new business model still in process
- Foundation laid for further growth – organic and inorganic



### Strategic priorities in 2019

**Asset Management:** “Grow with the products and innovate”, turnaround at StarCapital



**Bank am Bellevue:** Strategic adjustments needed to sharpen profile and focus



**Development of new sources of revenues**  
Possible creation of a 3rd core pillar



### Vision 2022

**Asset and wealth manager with a clear focus (“house of ideas”)**

- Highly specialized sector and theme strategies
- Focused, holistic investment strategies
- Distinctive, attractive investment ideas for entrepreneurial private clients (“club ideas”)



### Performance snapshot

1 Recurring income

2 Assets under management (AuM)

3 Cost/income ratio

4 Operating profit

5 Return on equity

6 Performance quality

# Performance criteria 2019 – solid basis for future growth

## Long-term goals reiterated

### 1 *Recurring income*

- Further strengthening of earnings power underpinned by a growing AuM base
- Broadly based and well-diversified in terms of asset classes and client segments

### 2 *Assets under management (AuM)*

- Net new money goal missed in 2018 (market-driven stagnation)
- Long-term goal of 5-10% growth p.a. confirmed, but requires an intact market environment

### 3 *Cost/income ratio*

- Ongoing improvement since 2011, with cyclical fluctuations (e.g. 2018)
- Mid-term 70-75% range confirmed with further potential for improvement in the long term

### 4 *Operating profit*

- Solid results considering adverse markets and repositioning of the Bank
- >90% of operating income recurring in nature

### 5 *Return on equity*

- ROE of >11% appealing in current market environment, further room for improvement long term
- Continuation of shareholder-friendly dividend policy

### 6 *Performance quality*

- Excellent and long-term track record across a broad range of products
- Some products lack consistency over the cycle and from a short-term perspective

# Outlook for 2019

## *Good start to fiscal year 2019*

- Encouraging course of business in Q1 2019 vs. H2 2018, not only market-driven
- Last year's "dip" due to market correction offset again: AuM up >10% YTD, short-term performance quality of investment products & strategies reestablished
- Growth momentum and earnings power reestablished in all areas – quantitative and qualitative

## *Group's strategic & operational progress on track*

- Ongoing development and execution of innovation pipeline for products and services
- Strategic and operational adjustments to the Bank's business model are under way
- Evaluation and establishment of potential new income streams (organic and acquisitive)

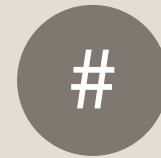
## *Changes in Board of Directors & Executive Board under way*

- Successors to Thomas von Planta (Chairman) and Mirjam Staub-Bisang nominated for election at AGM on March 19, 2019
  - Chairman: Veit de Maddalena (previous director)
  - new members: Katrin Wehr-Seiter and Urs Schenker
- Successful succession planning and strengthening of CFO functions at all units



# 4

## *Questions & Answers*



## *Appendix*

# Business Profile & Strategy

Asset & Wealth Management – independent, entrepreneurial, committed

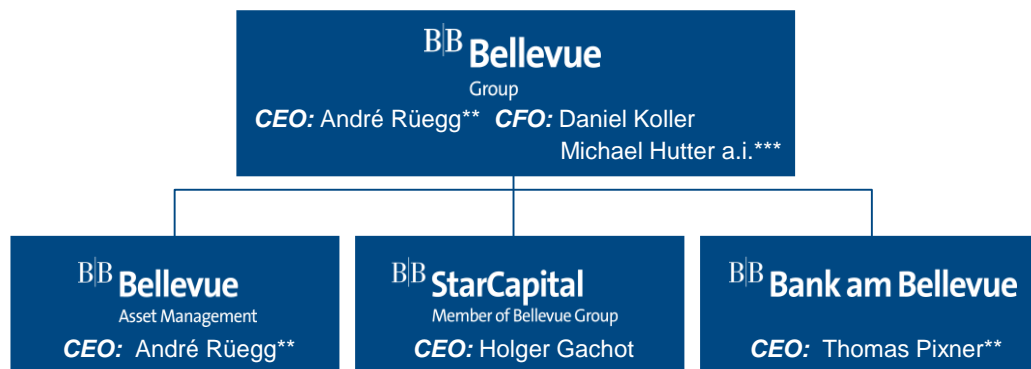
## The Board of Directors

**Chairman:** Thomas von Planta  
Veit de Maddalena\*

Daniel Sigg  
Rupert Hengster

Mirjam Staub-Bisang  
Katrín Wehr-Seiter\*  
Urs Schenker\*

## Legal entities



## Business segments & activities

### Asset Management

- Healthcare strategies
- Specialized regional strategies
- Absolute return strategies
- Balanced strategies
- Bond strategies global
- Value strategies equity
- Multi Asset Class solutions

### Bank am Bellevue

- Wealth Management
- Investment Office Services
- Trading/Custody Services
- Selective lending services

Established

1993

Credo

“We eat our own cooking”

Market cap in CHF

267 million

Number of employees

119

AuM in CHF

10.8 bn

Shareholders' equity in CHF

197 mn

Shares held by anchor shareholders & employees

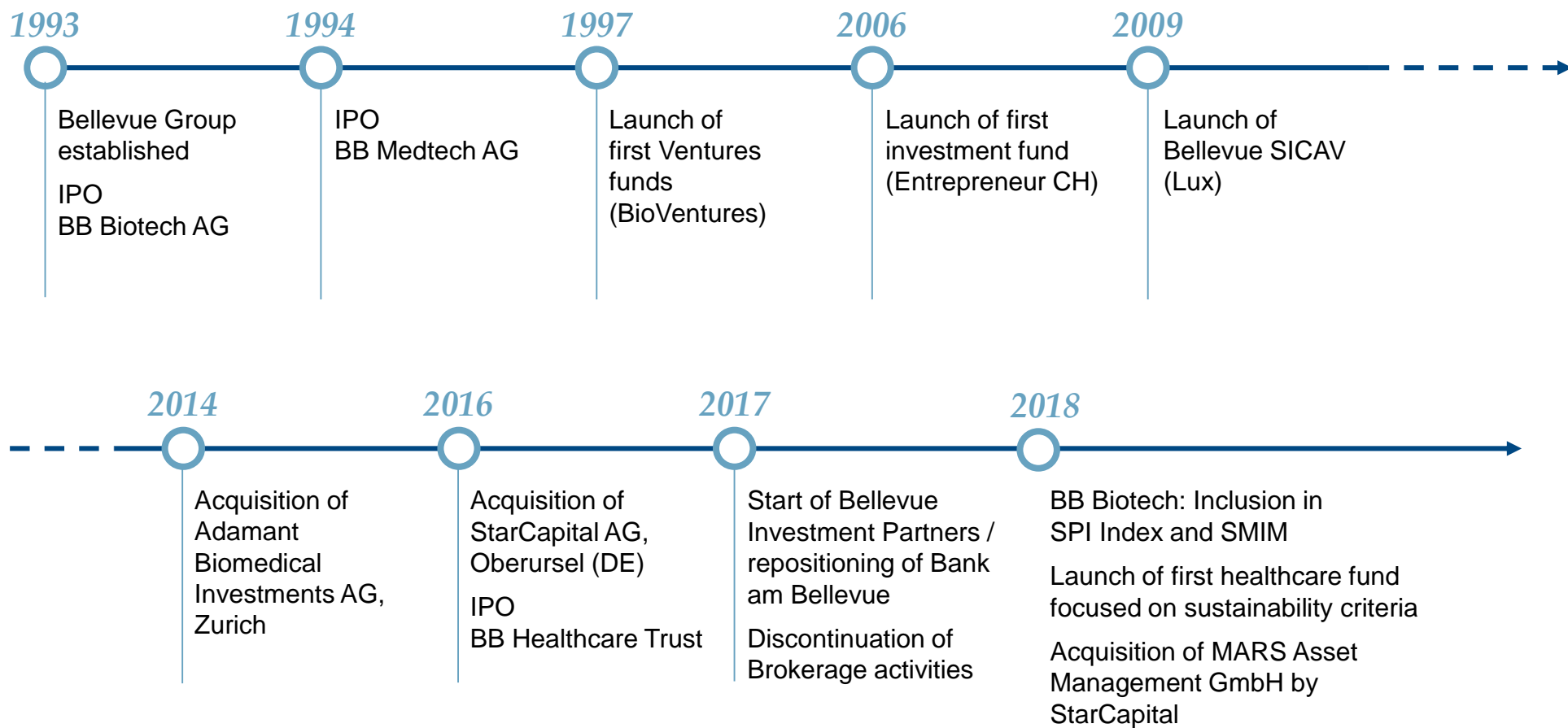
43.7%

\* Proposed for election at the Annual General Meeting 2019 \*\* Member of the Executive Board of Bellevue Group AG

\*\*\* as of March 1, 2019

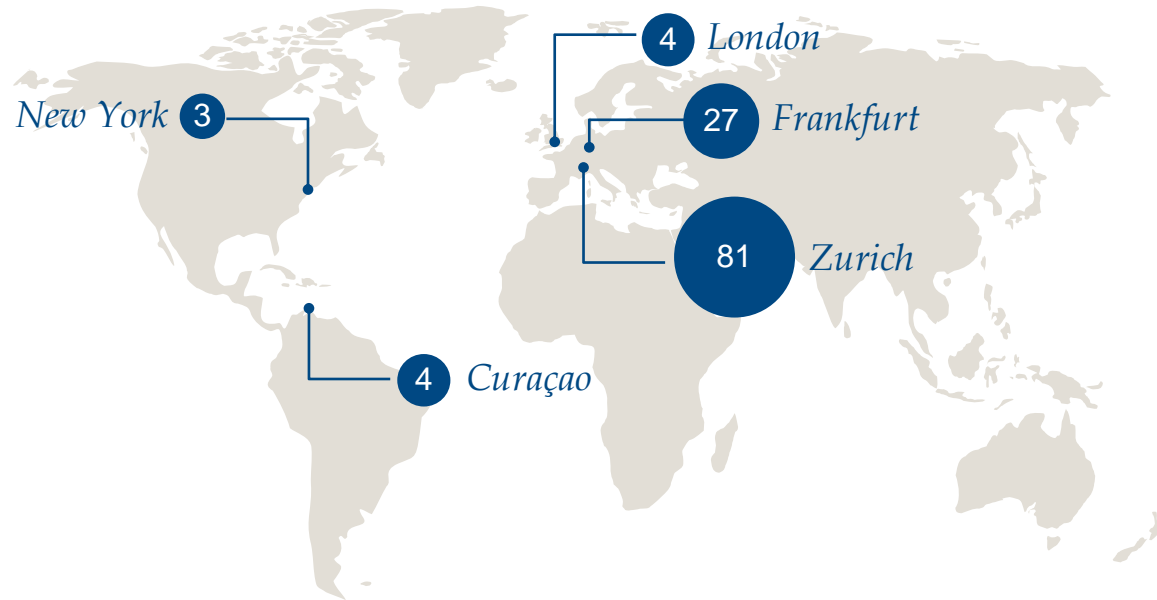
## Business Profile & Strategy

### Milestones in the Group's history



## Business Profile & Strategy

*Organizational stability, continuity and growth*



### *“We eat our own cooking”*

- Portfolio managers and key employees have a personal stake in the performance of our investment vehicles
- Our corporate culture is shaped by the independent and entrepreneurial way we think and act

### *A stable workforce*

- Bellevue has a low employee turnover rate
- High commitment from key employees and talents at all units

### *On a growth track*

- Expansion of its international presence in Zurich, London and Frankfurt is enlarging its talent pool



# Business Profile & Strategy

## Competencies in Asset Management



### Healthcare strategies

- Healthcare Global
- Biotech
- Medtech & Services
- Generics
- Healthcare Asia/Emerging Markets
- Ventures
- Institutional Mandates

AuM  
CHF 5.7 bn



### Specialized equity strategies

- Entrepreneur Switzerland
- Entrepreneur Europe
- Entrepreneur Europe Small
- Africa
- Institutional Mandates

AuM  
CHF 0.6 bn



### Global bond & equity strategies

- Argos (flexible, dynamic bond strategy)
- Bondvalue (flexible, defensive bond strategy)
- Starpoint (flexible equity strategy)
- Priamos (quantitative value/QV concept)
- Institutional Mandates

AuM  
CHF 1.2 bn



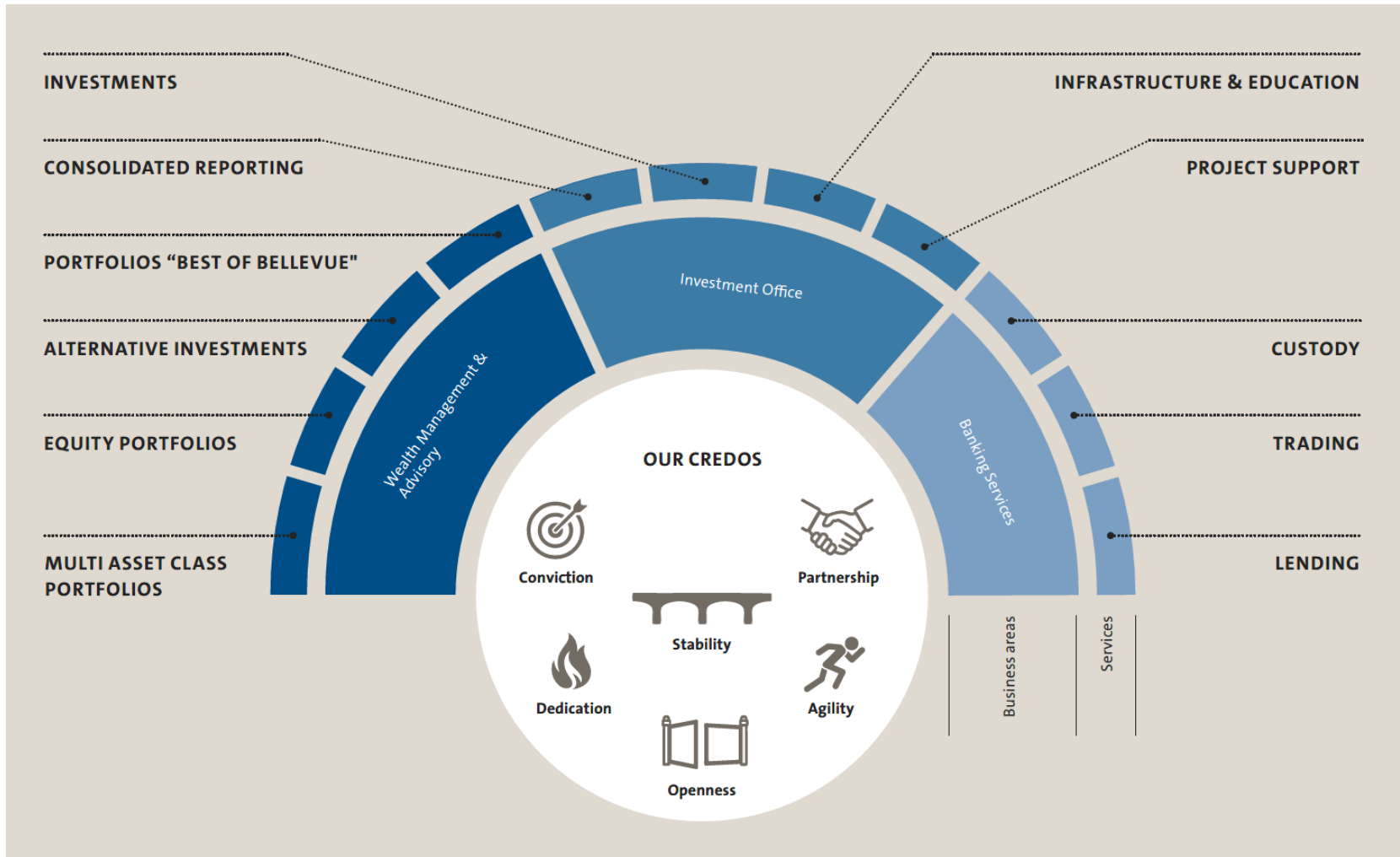
### Multi-asset strategies

- Global Macro
- Winbonds plus (defensive)
- Huber Strategy (dynamic)
- Allocator
- Emerging Markets
- Strategies «STARS» & «MARS» (rules-based)
- Institutional Mandates

AuM  
CHF 1.4 bn

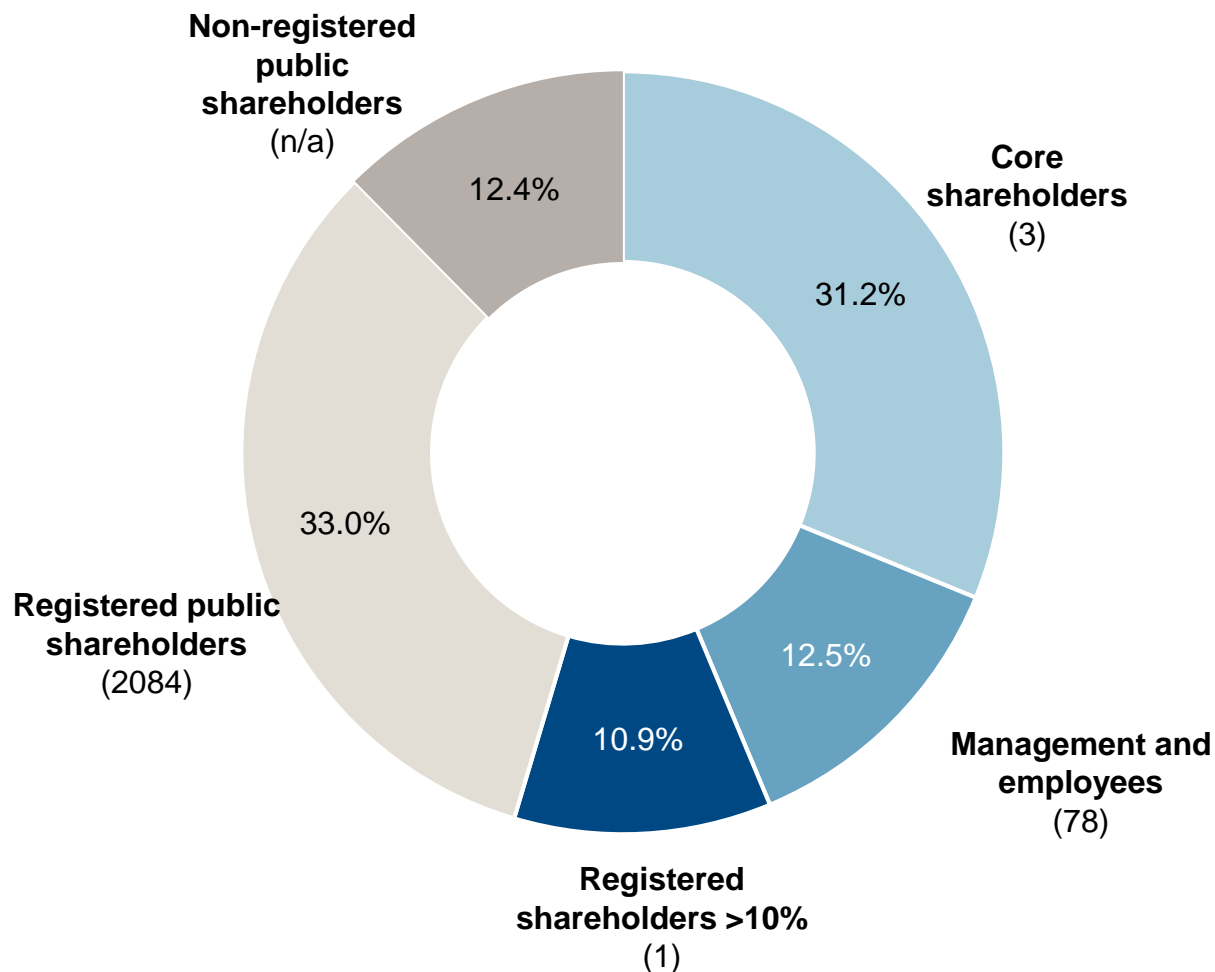
# Strategic developments and priorities

Bank am Bellevue – business model and offering



## Business Profile & Strategy

Structure of the shareholder base as of December 31, 2018



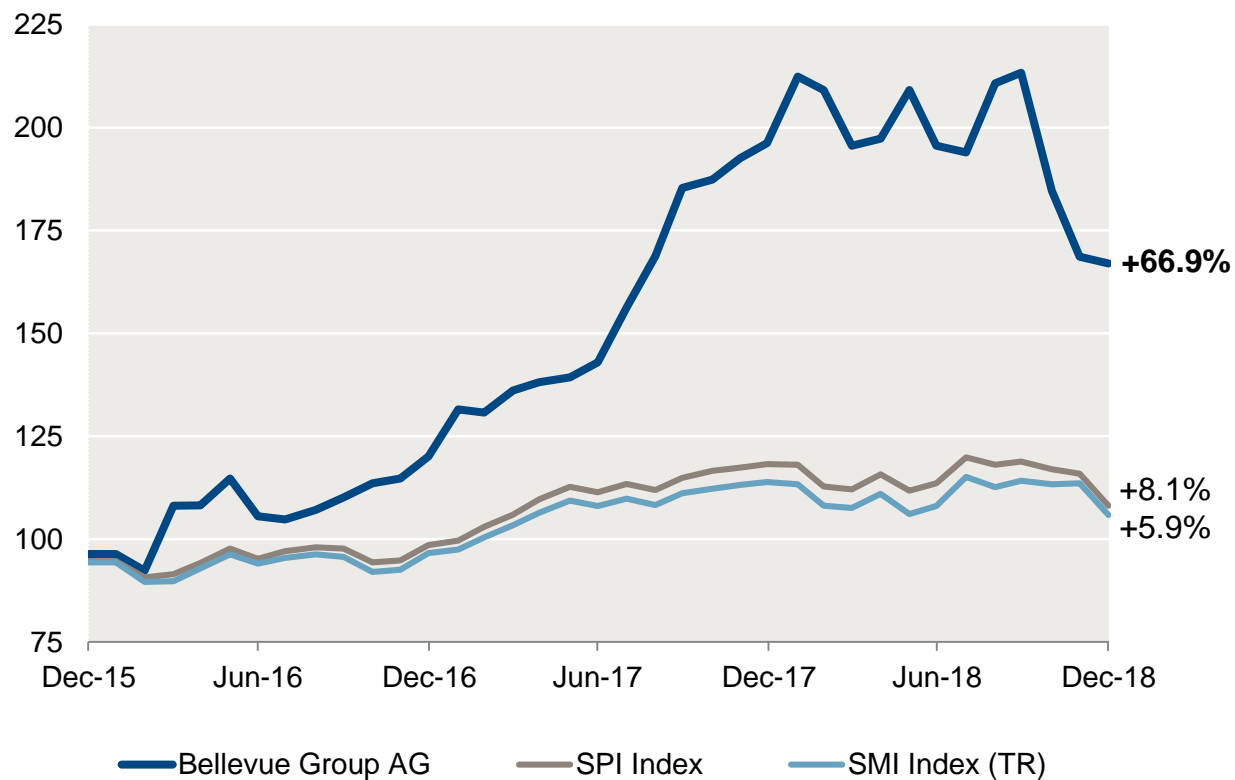
- Strong commitment of core shareholders
- Substantial increase in management/employee shareholders (31.12.2017: 9.6%)
- Base of institutional shareholders is steadily growing
- Very transparent shareholder base: >87% registered (2,166 shareholders)
- Shareholder-friendly dividend policy unchanged, strengthening sense of continuity

# Business Profile & Strategy

Strong performance vs. CH-Indices

## Performance (3 years)

Rebased in %



Market capitalization as of  
31.12.2018

CHF 267 mn

Proposed dividend for 2018

CHF 1.10\*

Dividend yield as of 31.12.2018

5.6%

\* Which includes CHF 0.25 proposed cash distribution from capital contribution reserves

## *Changes in the Board of Directors as of March 19, 2019*

### *Further competence in the Board of Directors*

*Veit de Maddalena*

*New – Chairman*



- Since 2018 Member of the Board
- Head Division Wealth Management & Trust and CEO at Rothschild Bank AG, Zurich
- Last as Executive Vice Chairman for Rothschild Bank AG, Zurich

*Katrin Wehr-Seiter*

*New – Member*



- Partner & Managing Director of BIP Capital Partners and BIP Investment Partners SA, both Luxembourg-based companies
- Previously worked as a Principal at Permira
- Independent Advisor of medium-sized companies, and the international private equity group Bridgepoint as a Senior Advisor

*Urs Schenker*

*New – Member*



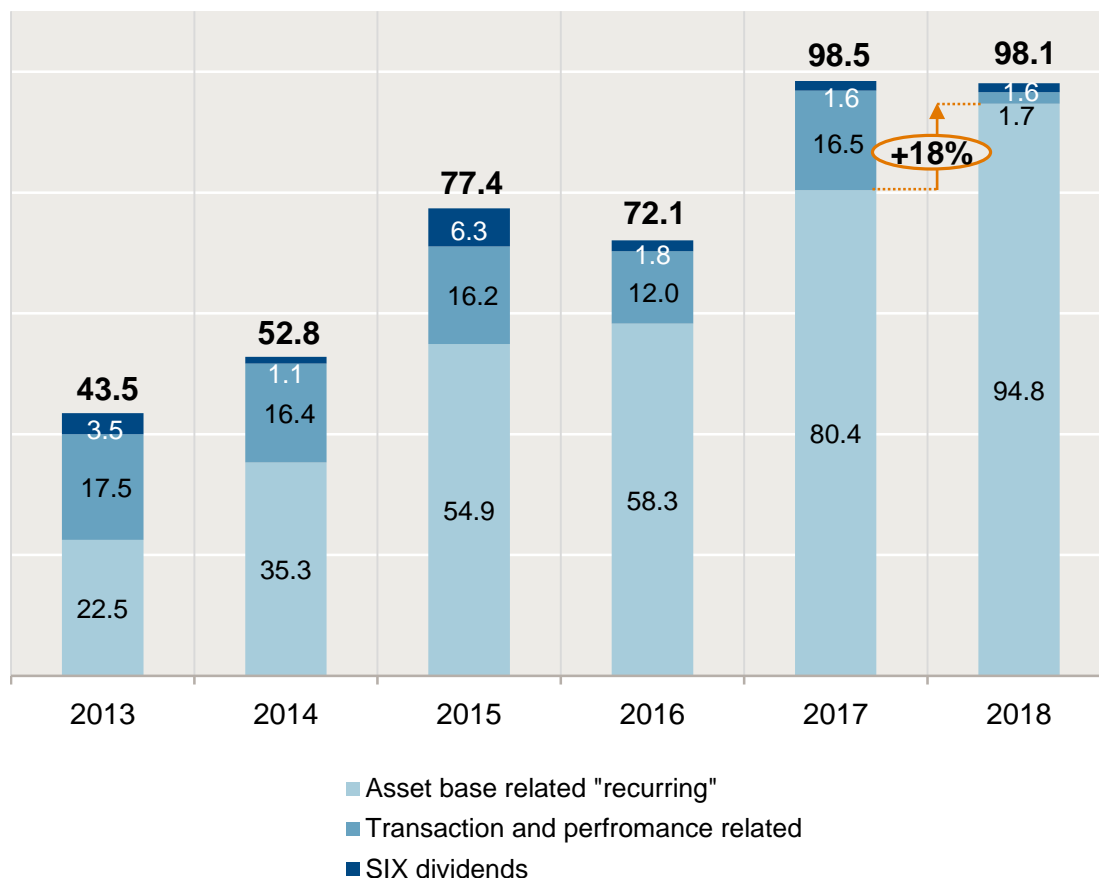
- Lawyer at Walder Wyss, Zurich
- Experience in corporate, financial and capital markets law
- Dr. iur, University Zurich and Harvard (LLM)
- Is titular professor at the University of St. Gallen

# Significant increase in earnings power without sacrificing quality

Breakdown of operating income, 2013 – 2018

## Operating income

CHF million



## Sustainable increase in recurring income

- Significant increase in recurring, asset-based income of 18% to CHF 94.8 mn
- Recurring income as a % of total income very high at 97% (prior-year period: 82%)
- Performance fees plunge from CHF 9.1 mn to CHF 2.6 mn

## For the first time, no Brokerage or Corporate Finance income

- Termination of these activities at mid-year 2017 led to final recognition of related commissions in the amount of about CHF 7.7 mn

# Why turn to Bellevue Group?

## Highlights Bellevue Group

### *Distinctive financial boutique with a focus on Asset & Wealth Management*

- Independent, efficient, entrepreneurial management style ever since it was established in 1993
- Highly specialized, well-diversified spectrum of Asset Management competencies
- Portfolio and investment advisory solutions and special services with a focus on entrepreneurial private clients

### *Outstanding investment and capital market expertise*

- Active investment strategies, benchmark agnostic, expertise in various investment classes with a focus on equity strategies
- Excellent long-term track records with superior investment returns
- Recognized sector expertise in the healthcare industry (e.g. BB Biotech and BB Adamant Team), specialized equity strategies (e.g. Entrepreneur family) and holistic strategies

### *Robust and risk-averse financial profile*

- Sustainable earnings power (>90% recurring) with attractive margins
- Sound balance sheet with a CET 1 ratio of 15.9% (as of December 31, 2018)
- Shareholder-friendly dividend policy with an attractive yield (currently 5.6%)
- 44% of outstanding shares held by core shareholders and employees

### *Significant potential for further growth*

- Agile, scalable business model with little complexity creates opportunities for profitable growth
- Stable and growing base of local and international clients
- Experienced, tested management team and steady expansion of the international talent pool

# Contact



## Investor Relations

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