

Julius Bär

FY 2021 RESULTS AND BUSINESS UPDATE

Presentation for Investors, Analysts & Media
Zurich, 2 February 2022



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INTRODUCTION

PHILIPP RICKENBACHER, CEO

Cover picture:

Quality, craftsmanship, precision, ingenuity and reliability – these characteristics and values essentially define Switzerland's business landscape and the people behind it, like Belén Ferrier and Mohamed Khalia. They run AtelierB in Geneva with the mission to frame art. Beyond adding a mere enclosure to an artwork, their craft has become an art in itself, combining the most modern techniques and conservation materials with their personalised craftsmanship. Each frame, new or restored, is one of a kind.

Switzerland is Julius Baer's home market. We have lived and breathed the country's business virtues for over 130 years and shaped its wealth management culture in the process. To reinforce our local roots, we have embarked on a new strategic journey designed to enhance the solutions and value we create for Swiss private banking clients.

Picture credits: Jess Hoffman © Michelangelo Foundation, with their insightful platform www.homofaberguide.com

FY 2021: BEST RESULTS IN JULIUS BAER'S HISTORY VALIDATE STRATEGIC DIRECTION SET OUT IN 2020



RECORD FINANCIAL RESULTS 2021

Highest profit in
the company's history

Robust net new money inflows
and high earnings quality

Strong capital generation,
very solid balance sheet



STRATEGIC SUCCESS AND ACHIEVEMENTS

WM business model positioned
for sustainable profit growth

Higher impact for clients from
broader range of capabilities

Dynamic modernisation of
technology and organisation



PRIORITIES FOR 2022

Stringent execution on last leg
of three-year strategic plan

Growth investments in
talent and digital capabilities

Strategy update
on 19 May 2022

FINANCIAL RESULTS FY 2021*

DIETER A. ENKELMANN, CFO

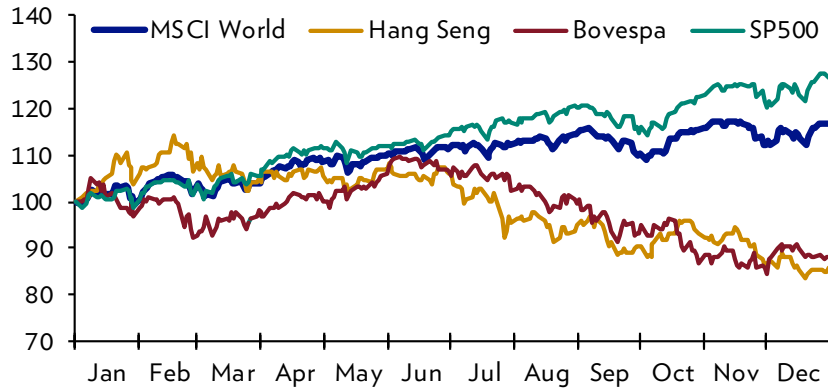
*Financial Results are presented on adjusted basis - see “Scope of Presentation of Financials” in the Appendix

2021 MARKET ENVIRONMENT

Divergence in market performance | Lower volatility | Rising US yields | Weaker euro

Stocks: Certain key markets underperformed

2021 development of selected key stock indices¹



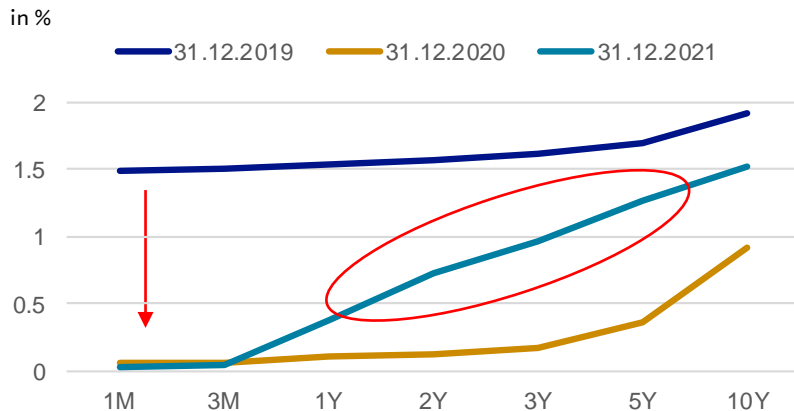
Reduced volatility after extraordinary spike in 2020

2020-2021 development CBOE Volatility Index on S&P 500¹

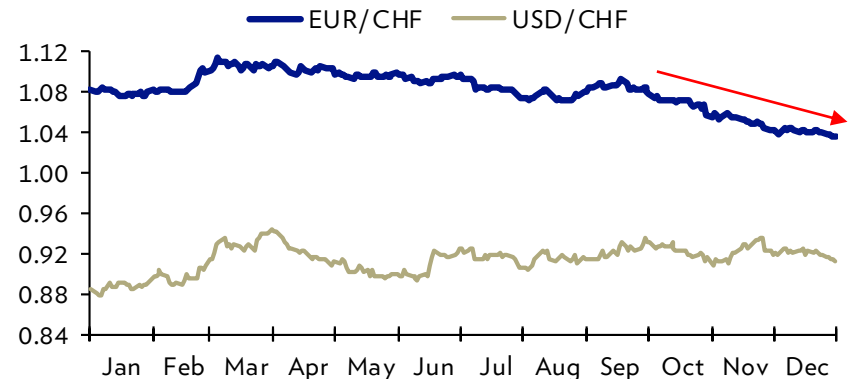


US curve steeper but well below level at start 2020

2021 development of US 1M-10Y treasury yield curve²



US dollar +3%, euro -4% against CHF¹



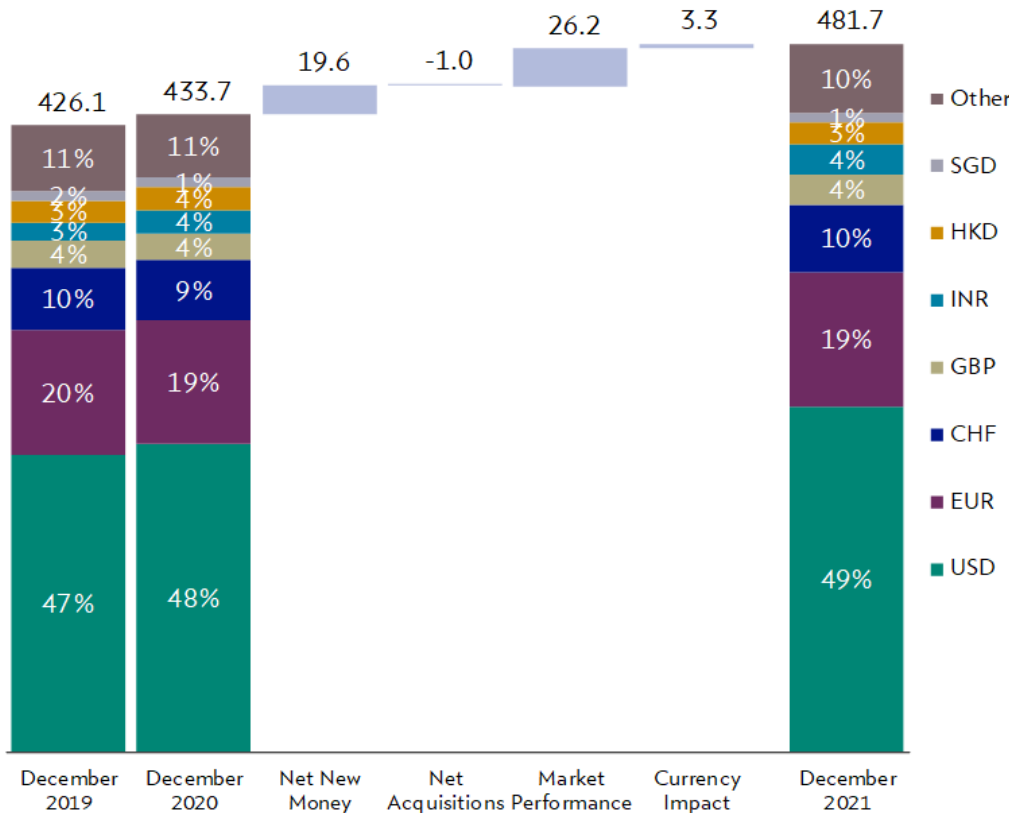
¹ Source: Datastream, Julius Baer | ² Source: Bloomberg Finance L.P., Julius Baer

AUM UP +11% TO CHF 482bn

Driven by market performance and strong NNM inflows

Development of Assets under Management

CHF bn



- AuM: CHF 482bn, up CHF +48.1bn, +11%
 - Net new money CHF +19.6bn
 - Net acquisitions¹ CHF -1.0bn
 - Market performance² CHF +26.2bn
 - Currency impact³ CHF +3.3bn
- Monthly average AuM: CHF 471bn
 - up +15% from CHF 409bn in 2020
- Assets under custody: CHF 80bn, +11%
- Total client assets: CHF 561bn, +11%

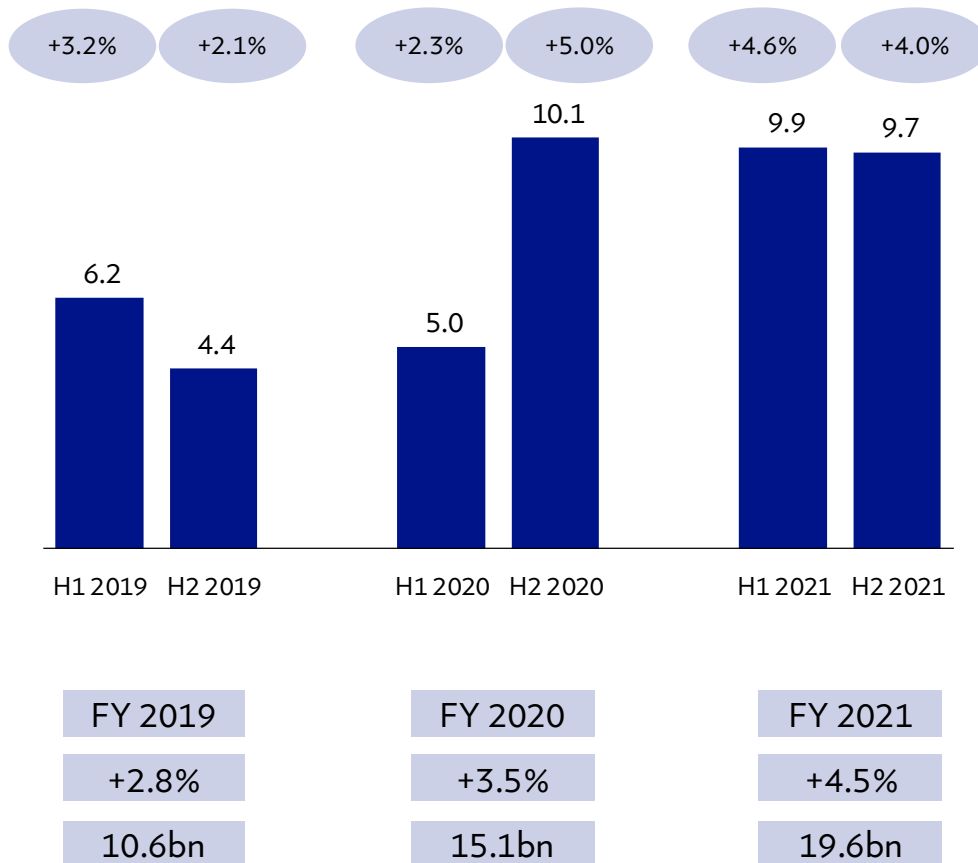
¹ Resulting from discontinuation of offering to clients from selected countries | ² Market performance is determined through the change in AuM that remains after accounting for net new money, net acquisitions, currency impact, and other effects (if any) | ³ Currency impact is determined by applying the changes in the currency exchange rates in the period to the AuM at the end of the preceding year

NET NEW MONEY AT CHF 19.6bn (+4.5%)¹

All regions contributed positively

Net New Money

in CHF bn and %¹



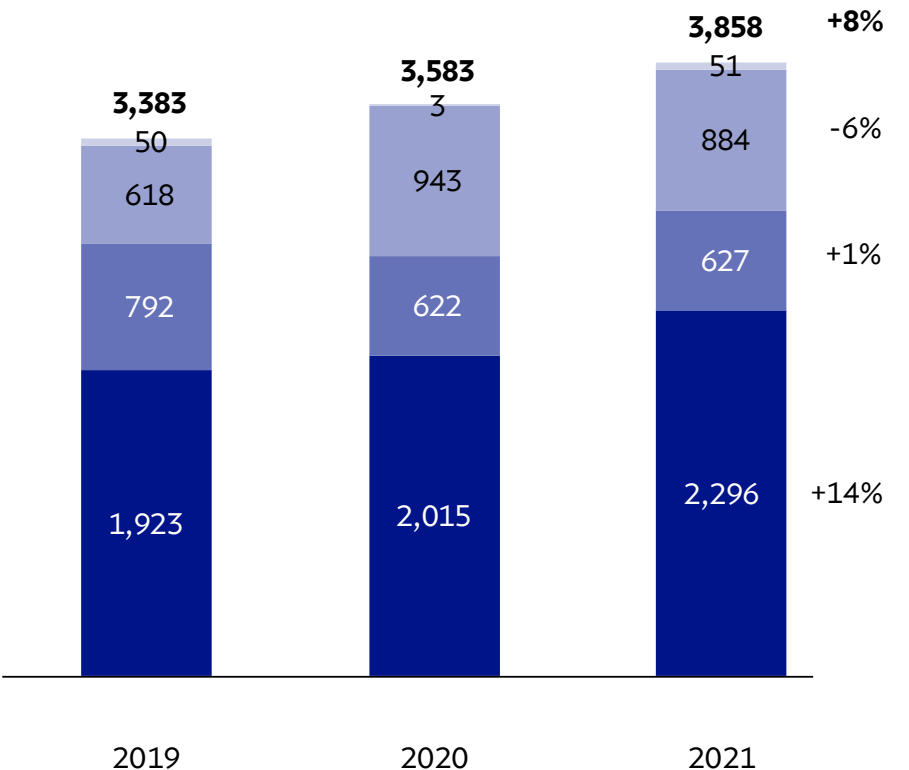
- Positive inflows across the board
- Particularly strong contributions from clients domiciled in:
 - W. Europe (esp. UK & Ireland, Germany, Switzerland, Luxembourg)
 - Asia (esp. Singapore, Japan, India)
 - UAE
 - Brazil
- Over half of net new money from clients served by RMs who joined before 2018

¹ Annualised NNM in % of AuM at the beginning of the period

OPERATING INCOME +8% TO CHF 3.9bn

Substantial rise in recurring fee income

CHF m



■ Net commission/fee income ■ Net interest income
 ■ Net income from fin. instr. meas. at FVTPL ■ Other income²

vs. 2020 Net commission/fee income: +14% to CHF 2,296m

- Strong rise in recurring income on higher AuM and rise in penetration of higher-value mandates and improved investment fund fees
- Transaction-driven income up y-o-y, but lower in H2 as client activity slowed down

Net interest income: +1% to CHF 627m

- Stabilisation after significant y-o-y fall in US rates
- CHF 50m decrease in income from loans more than offset by CHF 78m decrease in net cost of deposits ...
- ... as interest expense on deposits fell by CHF 66m (to CHF 8m) and negative interest charged on deposits rose by CHF 12m (to CHF 39m)
- Income from treasury portfolio declined by CHF 20m
- Group well positioned to benefit from higher US rates

Net income financial instruments¹: -6% to CHF 884m

- Declining volatility resulted in lower FX & precious metals trading income

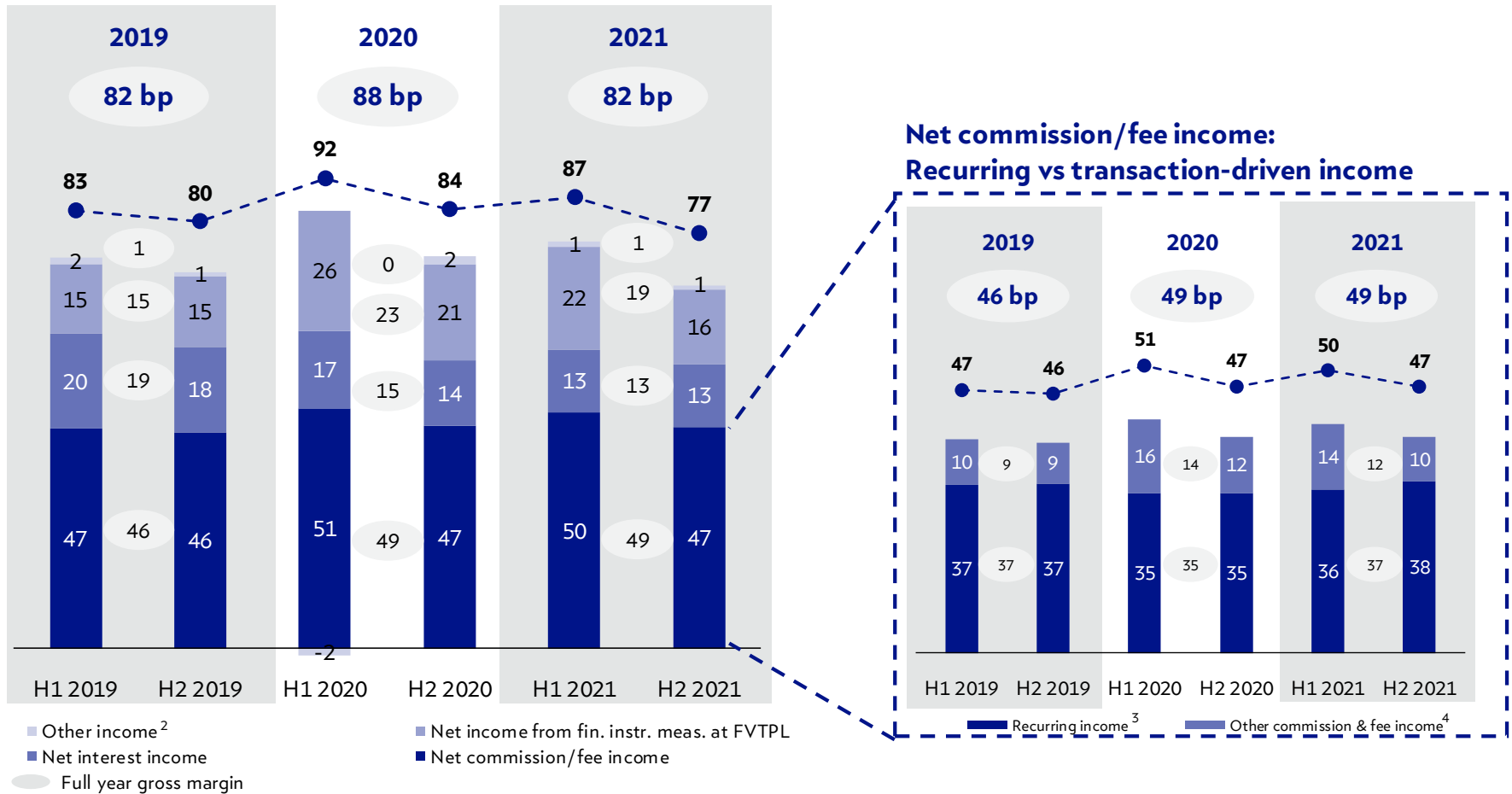
Other income²: up CHF 48m to CHF 51m

- Net credit provisioning fell by CHF 34m to CHF 2m

¹ At fair value through profit or loss | ² Other income is the total of income statement items "other ordinary results" and "net credit losses/recoveries on financial assets"; includes "net credit losses/recoveries on financial assets" of CHF -2m in 2021, CHF -36m in 2020 and CHF -9m in 2019

GROSS MARGIN¹ DECREASED BY 6 BP

Mainly from lower transaction revenues | 2 bp increase from recurring fees

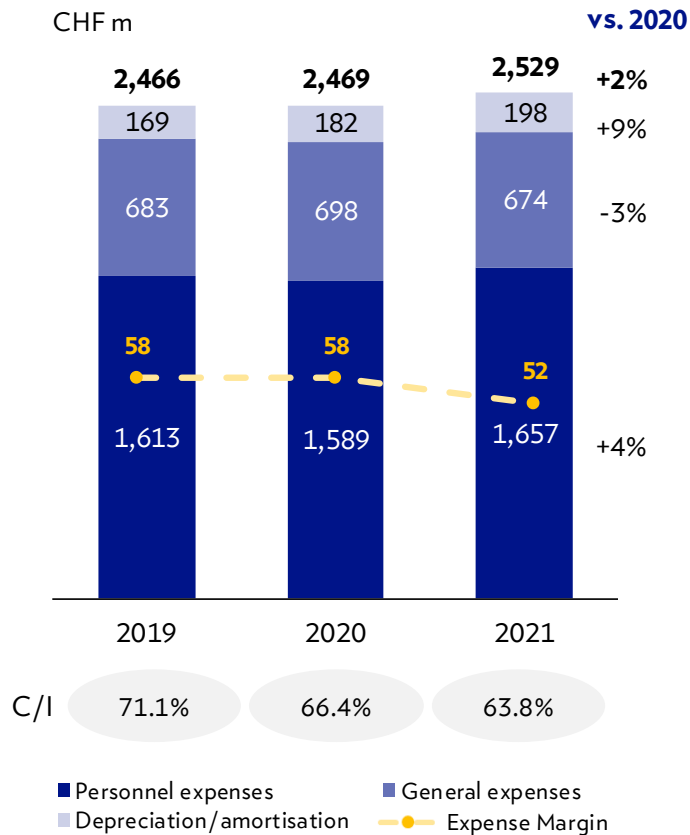


¹ Operating income divided by average AuM in basis points. | ² Other income is the total of income statement items “other ordinary results” and “net credit losses/recoveries on financial assets” |

³ Total of income statement items “advisory and management fees” and “commission and fee income on other services” | ⁴ Income statement item “brokerage commissions and income from securities underwriting” minus income statement item “commission expense”

OPERATING EXPENSES +2%, WELL BELOW REVENUE GROWTH

Cost/income ratio improved to 63.8%



Personnel expenses: +4% to CHF 1,657m

- On back of higher performance-based remuneration, following strong growth in operating income and profit
- Excluding performance-based compensation, personnel expenses were flat year-on-year
- Severance costs related to 2020-21 cost reduction programme: CHF 21m (2020: CHF 31m)

General expenses: -3% to CHF 674m

- Excluding provisions & losses (down CHF 22m to CHF 67m), general expenses declined slightly to CHF 607m ...
- ... as benefits of 2020-21 cost reduction programme more than offset impact of strategic investments in technology

Depreciation/amortization: +9% to CHF 198m

- Rise in IT-related investments in recent years

Cost/income ratio¹ improved to 63.8% (2020: 66.4%)

- Now 7 percentage points below 2019 level

Expense margin¹ improved to 52 bp (2020: 58 bp)

- Now 6 bp below 2019 level

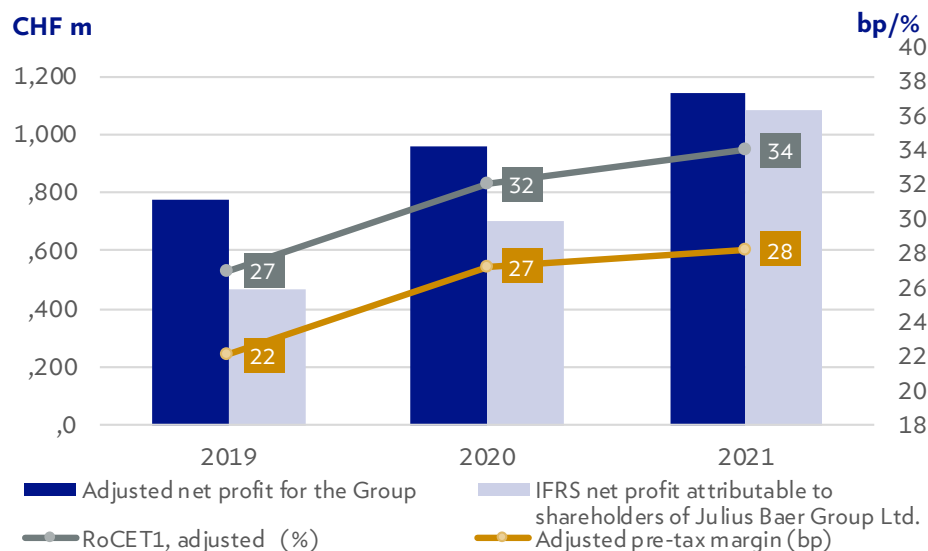
FY 2021 adj. operating expenses approx. breakdown by currency

CHF	56%	SGD	10%	USD	4%	BRL	2%
EUR	13%	HKD	7%	GBP	5%	Other	4%

¹ Excluding provisions and losses

ADJUSTED NET PROFIT¹: +20% to CHF 1,144m

IFRS net profit²: +55% to CHF 1,082m



Significantly improved profitability

- Adjusted PBT: +19% to CHF 1,329m
- Pre-tax margin: +1 bp to 28 bp
- Adjusted net profit¹: +20% to CHF 1,144m
- Adjusted EPS²: +20% to CHF 5.34
- IFRS net profit²: +55% to CHF 1,082m

CHF m	2019	2020	2021	Change 2021/2020
Average assets under management	414.0	409.2	471.2	+15%
Operating income	3,383	3,583	3,858	+8%
Adjusted operating expenses	2,466	2,469	2,529	+2%
Adjusted profit before taxes	917	1,114	1,329	+19%
Adjusted pre-tax margin (bp)	22.1	27.2	28.2	+1.0 bp
Income taxes	145	158	185	+17%
Adjusted net profit¹	772	957	1,144	+20%
Adjusted EPS attributable to shareholders ²	3.55	4.44	5.34	+20%
RoCET1, adjusted (%)	27%	32%	34%	+1% pt
Tax rate (%)	15.8%	14.2%	13.9%	-0.2% pt
IFRS net profit attributable to shareholders²	465	698	1,082	+55%

Updated tax guidance

- Adjusted tax rate (FY 2021: 13.9%) as currently estimated:
 - 2022-2023: ~14%
 - from 2024: >15%
- Estimate bandwidth has increased due to upcoming OECD minimum tax rate (and lack of visibility on how different countries will implement this)

¹ Reconciliation to IFRS result available in Appendix and from www.juliusbaer.com/APM | ² Attributable to shareholders of Julius Baer Group Ltd.

STRATEGIC REVENUE & COST IMPROVEMENT PLAN¹ ACHIEVED

CLIENT VALUE & REVENUES

Gross revenue improvements of > CHF 150m by 2022 to offset gross margin pressure

- Achieved CHF ~150m on run-rate basis
- CHF ~70m implemented in 2020 (~70% in FY 2020 results, 100% in FY 2021)
- CHF ~80m in 2021 (~75% reflected in FY 2021 results)

Including through:

- Repricing (incl. negative rates)
- Reducing cash-holdings
- Smart credit growth
- Derivatives Toolbox
- Increase in higher-value mandate penetration

Further improvements in 2022 expected, including through:

- Further enhancement of product & service offering
- Further increasing focus on UHNW client segment

PRODUCTIVITY & EFFICIENCY

Gross cost savings of CHF 200m by 2022

- Achieved CHF ~200m on run-rate basis
- CHF ~130m implemented in 2020 (~50% in FY 2020 results, 100% in FY 2021)
- CHF ~70m in 2021 (50% in FY 2021 results)

Mainly through:

- FTE optimisation (front/back)
- Internalisation of formerly external staff
- Operational improvements
- Sale of Bahamas operations (in 2020)
- Uruguay restructuring (in 2020)

- Productivity & efficiency measures have been completed by end of 2021
- Full impact to come through in 2022

Restructuring costs CHF ~52m

- FY 2020: CHF 31m
- FY 2021: CHF 21m
 - H1 2021: CHF 14m
 - H2 2021: CHF 7m

¹ As part of the 3-year improvement plan presented in Strategy Update February 2020

HIGH-QUALITY, DEPOSIT-DRIVEN BALANCE SHEET

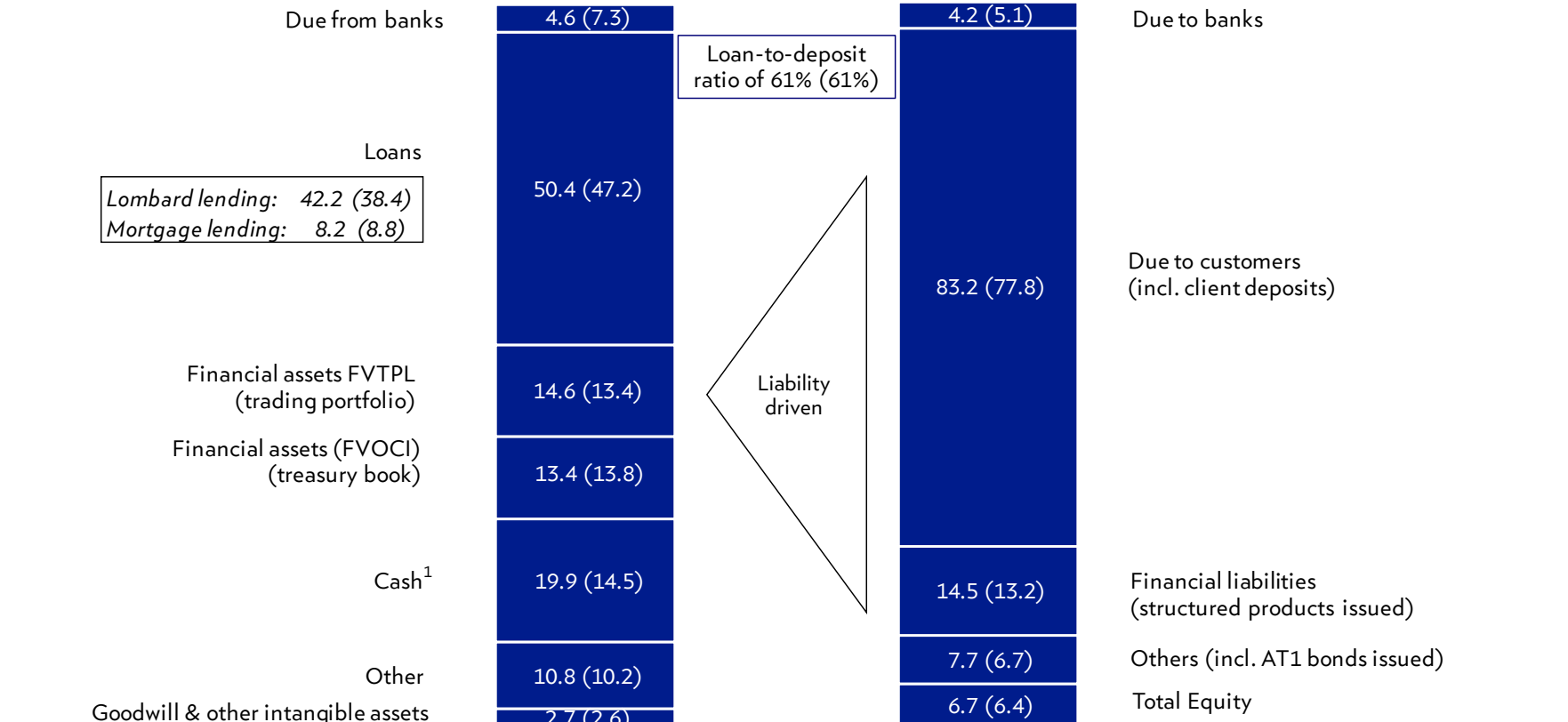
Lombard loans +10% | Mortgage book -7% | Deposits +7%

CHF bn

Assets

CHF 116.3bn
(CHF 109.1bn)*

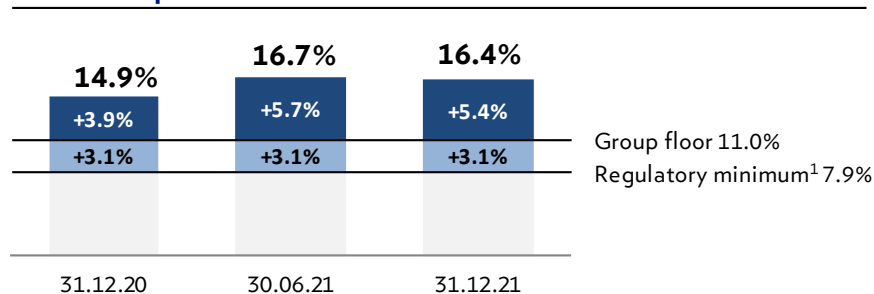
Liabilities &
Equity



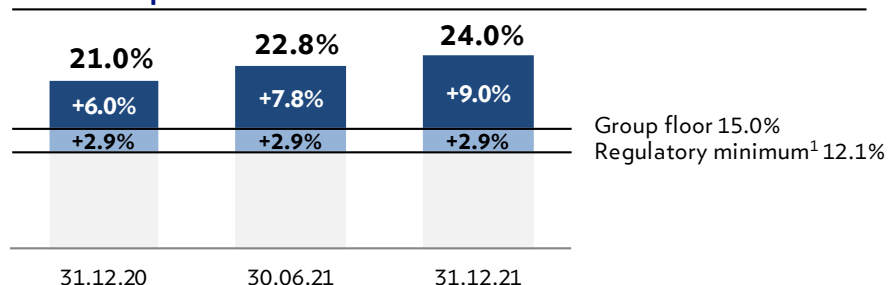
Figures as at 31 December 2021, summarised and regrouped from Financial Statements. (*In brackets: figures as at 31 December 2020) | ¹ Cash held mainly at Swiss National Bank as well as at Deutsche Bundesbank, Banque centrale du Luxembourg and Banque de France

CAPITAL AND LEVERAGE RATIOS WELL ABOVE FLOORS

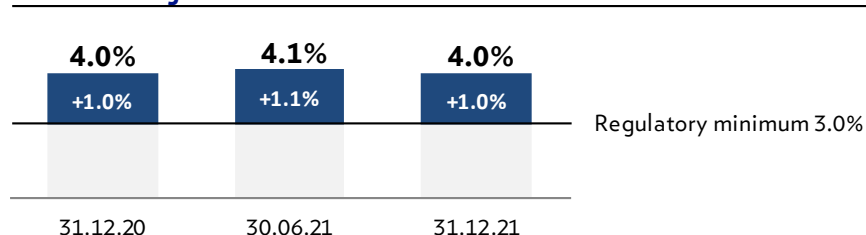
BIS CET1 capital ratio



BIS total capital ratio



Tier 1 leverage ratio



- **CET1 ratio 16.4%**, up ~150bp year-on-year, driven by:

- **CHF 0.2bn (+5%) CET1 capital build** following strong profit growth, and despite:

- CHF 575m dividend accrual
- CHF 450m share buy-back (completed in 2021)

- **CHF 0.8bn (-4%) RWA decrease**, mainly on:

- CHF 0.8bn decrease in credit RWA, primarily due to lower treasury investments and mortgage volumes

RWA positions, capital, leverage exposure

BIS approach / CHF m	31.12.2020 Basel III	30.06.2021 Basel III	31.12.2021 Basel III
Risk-weighted positions			
Credit risk	13,755	13,929	12,936
Non-counterparty-related risk	581	549	515
Market risk	1,117	1,189	851
Operational risk	5,668	5,792	5,973
Total risk-weighted positions	21,121	21,458	20,274
Capital			
CET1 capital	3,157	3,583	3,316
Tier 1 capital	4,296	4,754	4,748
- of which hybrid tier 1 capital instrument:	1,139	1,170	1,432
Total capital	4,430	4,890	4,859
Leverage exposure	107,194	116,729	118,274

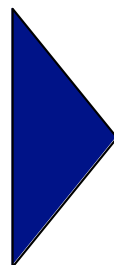
¹ At end 2021, the regulatory minimums were 7.9% (CET1 capital ratio) and 12.1% (total capital ratio) since the countercyclical buffers of Switzerland and other countries had been (temporarily) deactivated or reduced in 2020. However, on 26 January 2022, the Swiss National Bank announced that it had submitted a proposal to the Swiss Federal Council requesting that the countercyclical buffer be reactivated, with a proposed deadline of compliance of 30 September 2022. Pro forma for the proposed reactivation, the regulatory minimums for Julius Baer would increase slightly to 8.1% (CET1 capital ratio) and 12.3% (total capital ratio).

CAPITAL AND DIVIDEND FRAMEWORK

Target dividend payout ratio increased to **~50%** (up from ~40%)

Regulatory capital requirements¹:

- BIS total capital ratio > 12.1%
- BIS Tier 1 capital ratio > 9.7%
- BIS CET1 capital ratio > 7.9%
- Tier 1 leverage ratio > 3.0%



Julius Baer floors:

- **BIS total capital ratio > 15%**
- **BIS CET1 capital ratio > 11%**

Dividend payout ratio

- Targeting a dividend payout ratio of **~50% of adjusted net profit** attributable to shareholders of Julius Baer Group Ltd.
- Unless justified by significant events, per-share ordinary dividend to be at least equal to previous year's ordinary dividend

Share buy-backs or special dividends

- The Board of Directors will normally at the start of the financial year analyse the potential for returning excess capital via share buy-backs or special dividends (or by increasing the ordinary dividend payout ratio) ...
- ... at all times considering minimum capital requirements, the business and market outlook, as well as near-term significant investment requirements and opportunities

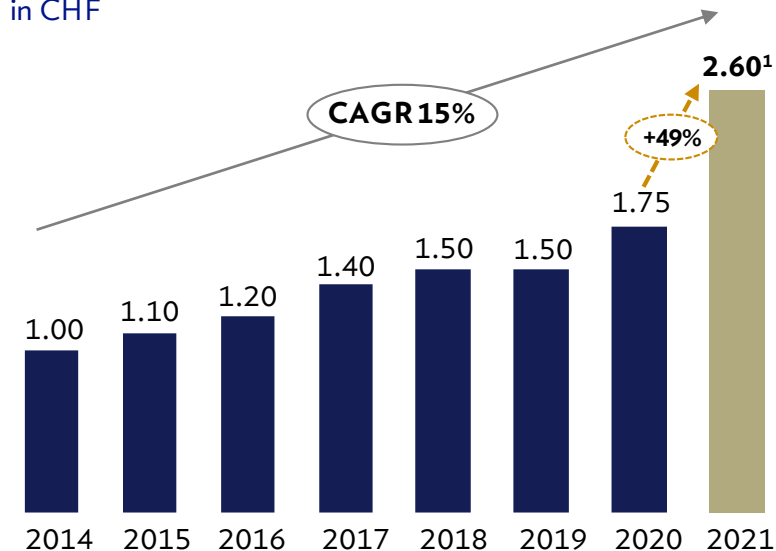
¹ At end 2021, the regulatory minimums were 7.9% (CET1 capital ratio), 9.7% (Tier 1 capital ratio) and 12.1% (total capital ratio) since the countercyclical buffers of Switzerland and other countries had been (temporarily) deactivated or reduced in 2020. However, on 26 January 2022, the Swiss National Bank announced that it had submitted a proposal to the Swiss Federal Council requesting that the countercyclical buffer be reactivated, with a proposed deadline of compliance of 30 September 2022. Pro forma for the proposed reactivation, the regulatory minimums for Julius Baer would increase slightly to 8.1% (CET1 capital ratio), 9.9% (Tier 1 capital ratio) and 12.3% (total capital ratio).

DIVIDEND INCREASED, IN LINE WITH NEW POLICY

New share buy-back programme up to CHF 400m over 12 months

DIVIDEND FOR FINANCIAL YEARS 2014-2021

in CHF



38%	35%	38%	40%	41%	44%	41%	49%
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Dividend payout ratio^{2,3}

224	246	269	313	336	371 ⁴	464 ⁵	1,006 ⁶
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Total amount (dividend + buy-back), in CHF m

Increased dividend proposed

- Dividend **+49%** to **CHF 2.60** per share¹
- Representing 49% dividend payout ratio^{2,3}, in line with new dividend policy: **target payout increased to ~50%** (from ~40%)

2021 total return exceeds CHF 1 billion

- Total 2021 proposed dividend amount: CHF 556m^{1,3}
- Executed 2021 share buy-back: CHF 450m

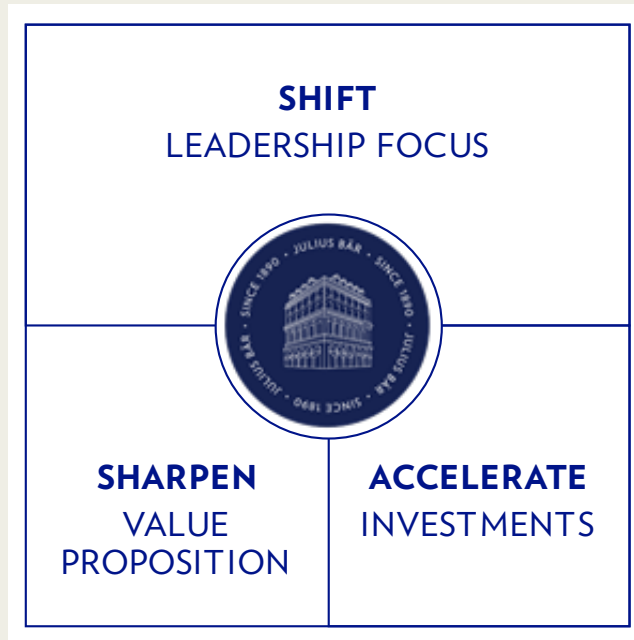
New share buy-back of up to CHF 400 million

- Expected to be launched early March 2022
- Expected to run until end February 2023
- Execution subject to market conditions

¹ Subject to approval at the Annual General Meeting of shareholders on 12 April 2022 | ² Total dividend distribution amount divided by adjusted net profit attributable to shareholders of Julius Baer Group Ltd. (2015: excluding CHF 521m US provision [CHF 422m net of tax]) | ³ For 2021, total proposed dividend amount determined based on total number of shares currently outstanding (221,224,448) net of 7,423,208 shares repurchased under the (completed) 2021 share buy-back programme (and for which the cancellation will be proposed at the AGM on 20 April 2022) | ⁴ Incl. CHF 36m share buy-back executed in 2019 | ⁵ Incl. CHF 77m share buy-back executed in 2020 | ⁶ Incl. CHF 450m share buy-back executed in 2021

BUSINESS UPDATE
PHILIPP RICKENBACHER, CEO

FAST PROGRESS TOWARDS FULL IMPLEMENTATION OF STRATEGY



**WM business model positioned
for sustainable profit growth**

**Higher impact for clients from
broader range of capabilities**

**Dynamic modernisation of
technology and organisation**

WEALTH MANAGEMENT BUSINESS MODEL POSITIONED FOR SUSTAINABLE PROFIT GROWTH

HIGH EARNINGS QUALITY



- › Increasing number of touchpoints and strategic development of client relationships
- › Strengthened recurring revenue base
- › Higher penetration of value-added services
- › Increasing pricing power

REBASED COST STRUCTURE



- › Cost measures completed in 2021
- › Improved efficiency through enhanced ways of working and technology
- › Optimised geographic footprint and operations



SMART ASSET GROWTH



- › Combination of share of wallet growth, referrals, new clients, RM hiring
- › Incentivisation through rollout of new compensation models globally
- › Decrease in risk-weighted assets

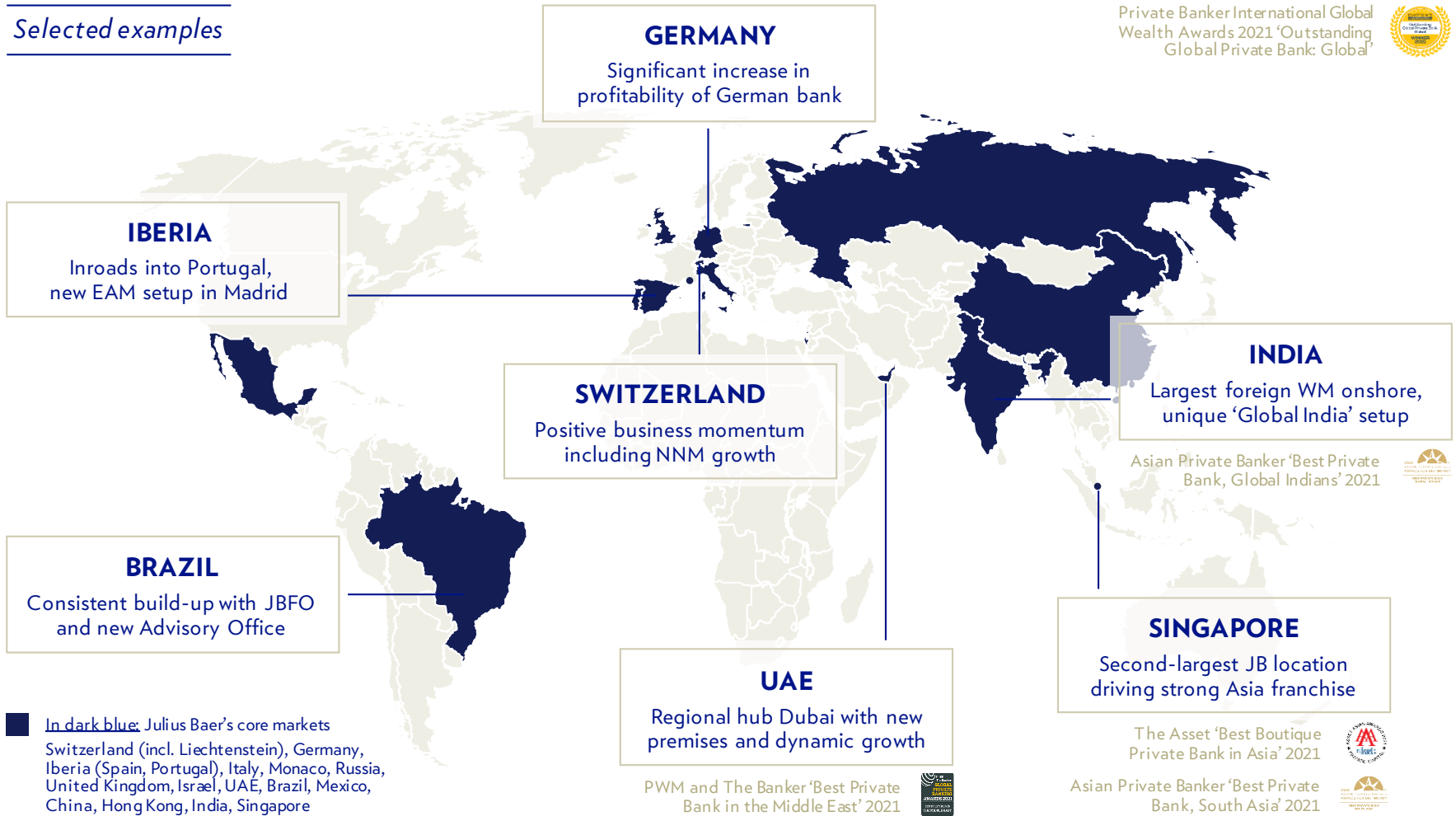
STRONG RISK MANAGEMENT



- › Upgraded risk framework, fundamentally overhauled standards and processes
- › Virtually no credit losses
- › Settlement of legacy legal cases and lifting of M&A ban in Q1 2021

DEVELOPMENT OF OUR GLOBAL PRESENCE WITH STRATEGIC FOCUS ON 15 CORE MARKETS

Selected examples



In dark blue: Julius Baer's core markets
Switzerland (incl. Liechtenstein), Germany, Iberia (Spain, Portugal), Italy, Monaco, Russia, United Kingdom, Israel, UAE, Brazil, Mexico, China, Hong Kong, India, Singapore

VALUE PROPOSITION SUPPORTED BY BROADER RANGE OF CAPABILITIES

PRIVATE MARKETS



- Expanding platform with **fiduciary solutions** – total client commitments of USD 4.2bn (increase of USD >1bn in 2021)
- Exclusive access to opportunities in the **non-fiduciary space** – 13 new deals originated in 2021 with investing clients from 27 countries globally

WEALTH FINANCING



- **Structured finance solutions** for clients with complex needs – credit volumes amounting to CHF ~6bn at the end of 2021
- Launch of new **M&A advisory services** including tailored corporate finance solutions for entrepreneurs

REAL ESTATE



- **Holistic real estate offering** for clients with real estate in Switzerland
- **‘One-stop shop’** – from real estate transactions to financing and investment management
- **40 experienced real estate experts internalised** along the entire real estate value chain

TRUSTED AND UNBIASED PARTNER DELIVERING TRULY BESPOKE SOLUTIONS

SUSTAINABILITY WITH IMPACT



HARDWIRING SUSTAINABILITY INTO THE ENTIRE VALUE CHAIN

RESPONSIBLE WEALTH MANAGEMENT

- 45% increase in client assets in **sustainability discretionary mandates** to close to CHF 4bn in 2021
- New **impact investing products** and launch of new **‘Sustainability Circle’** for clients
- Doubling of **philanthropy advisory mandates** in 2021

RESPONSIBLE CITIZENSHIP

- Global **employee engagement score** and **net promoter score** above industry benchmark
- **All employees trained** in sustainability and **certification** of selected advisors
- Strengthened ESG in our **risk management framework**

CLIMATE STRATEGY: COMMITTING TO A NET-ZERO TARGET

- Net-zero carbon emission target for **own operations** by 2030 – reduction of business travel, internal carbon price on air travel, shift to renewable energies
- Net-zero carbon emission target for **treasury, lending and mortgage book** by 2050, 20% reduction by 2030
- Developing an **engagement strategy on climate aspects**

Signatory of



Recognition

- MSCI ESG – Rating A
- S&P Global CSA – 92nd percentile ranking
- CDP Rating for Carbon Disclosure – Rating B
- SXI Switzerland Sustainability 25 Index
- FTSE4GOOD Index

CONTINUOUS TECHNOLOGICAL INNOVATION TO SEIZE DIGITAL OPPORTUNITIES

DIGITAL ACCESS & CLIENT EXPERIENCE

Mobile banking and e-Banking upgrades in Switzerland and Asia ✓

Digital onboarding, e-Signature, RM chat ✓

New state-of-the-art Digital Intermediaries Platform in Asia ✓

SCALABLE TAILORING & ADVICE

Rollout of 'DiAS' digital advisory suite in Asia ✓

Sophisticated digital portfolio tailoring via Mandate Solution Designer ✓

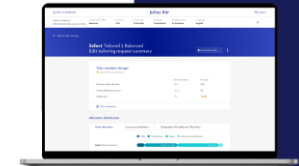
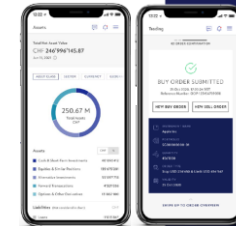


NEW BUSINESS OPPORTUNITIES & DIGITAL INNOVATION

Extension of crypto offering and pioneering digital asset expertise ✓

Development of a cybersecurity offering for clients ✓

Launch of new innovation lab in Singapore ✓



EMPOWERING PEOPLE TO PERFORM AT THEIR BEST IN THE SERVICE OF OUR CLIENTS

GO BEYOND.

#BeBär



RECRUITMENT & TALENT MANAGEMENT

- Employer value proposition focusing on **empowerment, personal development, human connections**
- Unique combination of **entrepreneurial spirit, diversity** and **genuine respect** at the workplace



JULIUS BAER AGILE TRANSFORMATION

- Own '**Julius Baer approach**' to respond even faster to client needs and increase speed of innovation
- **Transformation** piloted with ~600 employees in selected areas in 2021; further scaling in 2022

We celebrate and value the individual qualities our people bring, enabling them to be impactful, entrepreneurial and empowered, and to create value beyond wealth

LAST LEG OF OUR THREE-YEAR STRATEGIC PLAN: PRIORITIES IN 2022

SHIFT LEADERSHIP FOCUS

Further drive **revenue development**

Finalise rollout of **new compensation models**

SHARPEN VALUE PROPOSITION

Operationalise **UHNWI strategy** and refine **HNWI service model**

Press ahead with our **sustainability agenda**

ACCELERATE INVESTMENTS

Extend the scope of our **digital tools** and upgrade **platform technologies**

Strengthen our brand positioning through **select brand partnerships**

MEDIUM-TERM TARGETS & ADJUSTED¹ FINANCIALS

	MEDIUM-TERM TARGETS	ACTUALS 2021
Cost/income ratio	<67% by 2022	63.8%
Pre-tax margin	25-28 bp by 2022	28.2 bp
Profit before taxes	>10% growth p.a. over 2020-22 cycle ²	CHF 1,329m (+19% vs. 2020) ³
RoCET1	>30% by 2022	34%

¹ Financial results are presented (and targets are set) on adjusted basis – see “Scope of Presentation of Financials” | ² Relative to 2019 adjusted PBT of CHF 917m | ³ Change 2020/2019: +22%

IMPORTANT DATES

21 March 2022

ANNUAL REPORT & SUSTAINABILITY REPORT 2021
Publication

12 April 2022

ANNUAL GENERAL MEETING
Including approval of dividend proposal

19 May 2022

STRATEGY UPDATE
With publication of Interim Management Statement

25 July 2022

HALF-YEAR RESULTS 2022
Publication and presentation

APPENDIX

SCOPE OF PRESENTATION OF FINANCIALS

As in previous years, financial results and analysis are presented on adjusted basis

- Adjusted: *Excluding* expenses related to acquisitions or divestments (M&A-related expenses) and the taxes on those respective items
- In 2019, the M&A-related expenses included (next to other M&A-related items) two larger adjustments:
 - As announced on 4 December 2019: CHF 153 million provision (CHF 119 million net of taxes) related to the claim by the Bundesanstalt für vereinigungsbedingte Sonderaufgaben (BvS) against Bank Julius Baer & Co. Ltd. as successor to Bank Cantrade Ltd. (which Julius Baer acquired in 2005 through the acquisition of Bank Ehinger & Armand von Ernst Ltd. from UBS AG) in relation to alleged unauthorised withdrawals between 1990 and 1992 from a Cantrade account (“BvS provision”)
 - As announced on 19 November 2019: CHF 99 million non-cash goodwill impairment charge related to the Group’s investment in Kairos, which was acquired in steps between May 2013 and January 2018 (“Kairos 2019 impairment”)
- In 2020, the M&A-related expenses included (next to other M&A-related items) one larger adjustment:
 - As announced on 19 October 2020: The goodwill on the Group’s investment in Kairos was impaired further and the amortisation of the value of acquired customer relationships accelerated, resulting in a CHF 190 million non-cash charge (“Kairos 2020 impairment”)
- Please refer to the Julius Baer Group Ltd. Consolidated Financial Statements 2021¹ for the IFRS results
- A reconciliation from the IFRS results to the adjusted results is outlined in the Appendix
- A more detailed explanation of the adjustments, a definition of (non-IFRS) Alternative Performance Measures, as well as a more comprehensive reconciliation from the adjusted results to the most directly reconcilable IFRS line items, are provided in the Alternative Performance Measures document available from www.juliusbaer.com/APM

¹ Available from www.juliusbaer.com

RECONCILIATION CONSOLIDATED FINANCIAL STATEMENT¹

IFRS to adjusted net profit

CHF m	2021	H2 2021	H1 2021	2020	H2 2020	H1 2020
IFRS net profit attributable to shareholders of Julius Baer Group Ltd.	1'082.0	476.1	605.8	698.0	207.1	490.9
Non-controlling interests	0.7	0.6	0.2	0.6	0.6	0.0
IFRS net profit	1'082.7	476.7	606.0	698.6	207.7	491.0
Total adjustments to personnel expenses	3.2	2.8	0.4	6.1	1.8	4.3
Total adjustments to general expenses	9.0	3.1	6.0	13.2	7.6	5.6
Total adjustments to depreciation	-	-	-	0.1	0.1	-
Total amortisation and impairment of customer relationships adjustments related to previous acquisitions	57.9	29.1	28.9	70.1	40.8	29.3
o/w IWM	35.2	17.6	17.6	35.9	18.2	17.7
o/w GPS	2.6	1.3	1.3	2.8	1.3	1.5
o/w Kairos ²	8.9	4.5	4.5	20.3	15.9	4.5
o/w Commerzbank Luxembourg	1.7	0.8	0.8	1.7	0.8	0.8
o/w Leumi	1.0	0.5	0.5	1.0	0.5	0.5
o/w Fransad	0.9	0.5	0.5	0.9	0.5	0.5
o/w Wergen	0.8	0.4	0.4	0.8	0.4	0.4
o/w WMPartners	1.4	0.7	0.7	1.4	0.7	0.7
o/w Reliance	2.2	1.1	1.1	2.3	1.1	1.2
o/w NSC Asesores	3.0	1.5	1.5	3.0	1.5	1.5
o/w KMP	0.2	0.2	-	-	-	-
Total adjustments to amortisation and impairment of intangible assets ³	-	-	-	179.0	179.0	-
Total adjustments to operating expenses and profit before taxes^{2,3}	70.2	34.9	35.3	268.5	229.3	39.2
Impact of total adjustments on income taxes	-9.0	-4.1	-4.9	-10.6	-4.8	-5.8
Adjustments to net profit	61.2	30.9	30.3	257.9	224.5	33.5
Adjusted net profit for the Group	1'143.9	507.5	636.3	956.6	432.1	524.4
Adjusted non-controlling interests	1.6	1.0	0.6	1.5	1.0	0.5
Adjusted net profit attributable to shareholders of Julius Baer Group Ltd.	1'142.3	506.5	635.8	955.1	431.1	524.0

Further details on acquisition-related amortisation:

- IWM: CHF 35m p.a. in 2021, declining to approx. CHF 10m in 2022, and approx. CHF 1m in 2023 and 2024 (ending September 2024)⁴
- GPS: BRL 15.4m p.a. until March 2023
- Leumi: CHF 1.0m p.a. until February 2025
- Fransad: CHF 0.9m p.a. until October 2024

- Kairos: CHF 8.9m p.a. until March 2026
- Commerzbank Luxembourg: CHF 1.7m p.a. until June 2025
- Wergen & Partner: CHF 0.8m in 2021
- WMPartners: CHF 1.4m p.a. until December 2022
- Reliance: BRL 12.9m p.a. until May 2027
- NSC Asesores: CHF 3.0m p.a. until February 2028
- KMP: CHF 0.8 p.a. until December 2025

¹ Please see detailed financial statements in the Consolidated Financial Statements 2021, the Half-Year Report 2021 and the Alternative Performance Measures document, available from www.juliusbaer.com | ² H2 2020 includes CHF 11.4m for Kairos impairment on customer relationships | ³ H2 2020 includes CHF 179.0m for Kairos goodwill impairment | ⁴ The acquisition of Bank of America Merrill Lynch's international wealth management business outside the US (IWM) took place in steps and is to a small extent subject to CHF translation

ADJUSTED¹ FULL YEAR PERFORMANCE

CHF m	2021	2020	2019	Change 2021/2020	2021 in %
Net interest income	627	622	792	+1%	16%
Net commission and fee income	2,296	2,015	1,923	+14%	60%
Net income from financial instruments measured at FVTPL	884	943	618	-6%	23%
Other income ²	51	3	50	>+1k%	1%
<i>o/w net impairment losses/(recoveries)</i>	-2	-36	-9	-95%	0%
Operating income	3,858	3,583	3,383	+8%	100%
Personnel expenses	1,657	1,589	1,613	+4%	66%
General expenses	674	698	683	-3%	27%
<i>o/w provisions and losses</i>	67	89	61	-25%	3%
Depreciation and amortisation	198	182	169	+9%	8%
Operating expenses	2,529	2,469	2,466	+2%	100%
Profit before taxes	1,329	1,114	917	+19%	
Income taxes	185	158	145	+17%	
Adjusted net profit for the Group³	1,144	957	772	+20%	
AuM & NNM					
Net new money (CHF bn)	19.6	15.1	10.6	+30%	
Assets under management (CHF bn)	481.7	433.7	426.1	+11%	
Average assets under management (CHF bn)	471.2	409.2	414.0	+15%	
Key Metrics & Ratios					
Adjusted EPS attributable to shareholders of Julius Baer Group Ltd. (CHF)	5.34	4.44	3.55	+20%	
RoTE, adjusted (%)	29	27	24	+1% pt	
RoCET1, adjusted (%)	34	32	27	+1% pt	
Gross margin (bp)	81.9	87.6	81.7	-5.7 bp	
Expense margin (bp)	52.3	58.2	58.1	-5.9 bp	
Pre-tax margin (bp)	28.2	27.2	22.1	+1.0 bp	
Cost/income ratio (%)	63.8	66.4	71.1	-2.6% pt	
Tax rate (%)	13.9	14.2	15.8	-0.2% pt	
FTE					
Staff (FTE)	6,727	6,606	6,639	+2%	
RMs (FTE)	1,274	1,376	1,467	-7%	

¹ Financial Results are presented on adjusted basis. Further information provided in "Scope of Presentation of Financials" and the Alternative Performance Measures document, available from www.juliusbaer.com | ² Other income is the total of income statement items "other ordinary results" and "net credit losses/(recoveries) on financial assets" | ³ Including non-controlling interests (2021: CHF 1.6m; 2020: CHF 1.5m; 2019: CHF 0.9m)

ADJUSTED¹ HALF YEARLY PERFORMANCE

CHF m	H2 2021	H1 2021	H2 2020	H1 2020	Change H2 21/H1 21	Change H2 21/H2 20	Change H2 21/H1 20	H2 2021 in %
Net interest income	319	308	288	333	+3%	+11%	-4%	17%
Net commission and fee income	1,141	1,155	982	1,033	-1%	+16%	+11%	61%
Net income from financial instruments measured at FVTPL	382	503	428	515	-24%	-11%	-26%	20%
Other income ²	23	27	33	-31	-15%	-31%	-176%	1%
<i>o/w net impairment losses/(recoveries)</i>	-1	-1	13	-49	-16%	-106%	-98%	0%
Operating income	1,865	1,993	1,732	1,851	-6%	+8%	+1%	100%
Personnel expenses	809	849	740	850	-5%	+9%	-5%	63%
General expenses	361	312	397	300	+16%	-9%	+20%	28%
<i>o/w provisions and losses</i>	36	31	87	2	+14%	-59%	>+1k%	3%
Depreciation and amortisation	108	90	97	84	+20%	+11%	+28%	8%
Operating expenses	1,278	1,251	1,234	1,234	+2%	+4%	+4%	100%
Profit before taxes	587	742	498	616	-21%	+18%	-5%	
Income taxes	79	106	66	92	-25%	+20%	-14%	
Adjusted net profit for the Group³	508	636	432	524	-20%	+17%	-3%	
AuM & NNM								
Net new money (CHF bn)	9.7	9.9	10.1	5.0	-1%	-4%	+97%	
Assets under management (CHF bn)	481.7	485.9	433.7	401.8	-1%	+11%	+20%	
Average assets under management (CHF bn)	482.6	459.8	414.6	403.7	+5%	+16%	+20%	
Key Metrics & Ratios								
Adjusted EPS attributable to shareholders of Julius Baer Group Ltd. (CHF)	2.38	2.95	2.01	2.43	-19%	+19%	-2%	
RoTE, adjusted (%)	25	32	24	31	-7% pt	+1% pt	-6% pt	
RoCET1, adjusted (%)	29	38	28	36	-8% pt	+1% pt	-7% pt	
Gross margin (bp)	77.3	86.7	83.6	91.7	-9.4 bp	-6.3 bp	-14.4 bp	
Expense margin (bp)	51.5	53.0	55.3	61.1	-1.6 bp	-3.8 bp	-9.6 bp	
Pre-tax margin (bp)	24.3	32.3	24.0	30.5	-8.0 bp	+0.3 bp	-6.2 bp	
Cost/income ratio (%)	66.6	61.2	66.2	66.6	+5.4% pt	+0.4% pt	+0.0% pt	
Tax rate (%)	13.5	14.3	13.2	14.9	-0.8% pt	+0.3% pt	-1.4% pt	
FTE								
Staff (FTE)	6,727	6,667	6,606	6,729	+1%	+2%	-0%	
RMs (FTE)	1,274	1,341	1,376	1,456	-5%	-7%	-13%	

¹ Financial Results are presented on adjusted basis. Further information provided in “Scope of Presentation of Financials” and the Alternative Performance Measures document, available from www.juliusbaer.com | ² Other income is the total of income statement items “other ordinary results” and “net credit losses/(recoveries) on financial assets” | ³ Including non-controlling interests (H1 2020: CHF 0.5m; H2 2020: CHF 1.0m; H1 2021: CHF 0.6m; H2 2021: CHF 1.0m)

DETAILED RWA AND CAPITAL RATIO DEVELOPMENT

BIS approach / CHF m	31.12.2020 Basel III	30.06.2021 Basel III	31.12.2021 Basel III
Risk-weighted positions			
Credit risk	13,755	13,929	12,936
Non-counterparty-related risk	581	549	515
Market risk	1,117	1,189	851
Operational risk	5,668	5,792	5,973
Total risk-weighted positions	21,121	21,458	20,274
CET1 capital ¹	3,157	3,583	3,316
Tier 1 capital ¹	4,296	4,754	4,748
- of which hybrid tier 1 capital instruments	1,139	1,170	1,432
Total capital ¹	4,430	4,890	4,859
CET1 capital ratio ¹	14.9%	16.7%	16.4%
Tier 1 capital ratio ¹	20.3%	22.2%	23.4%
Total capital ratio ¹	21.0%	22.8%	24.0%
Leverage ratio (LERA, Tier 1 capital divided by leverage exposure)	4.0%	4.1%	4.0%
Liquidity coverage ratio (LCR)	178.5%	196.0%	184.8%
Net stable funding ratio (NSFR)	127.6%	136.5%	134.1%
Leverage exposure ²	107,194	116,729	118,274

¹ After dividend accrual | ² For 31.12.2020, leverage exposure excludes central bank deposits adjusted for the dividend payments in 2020 for the financial year 2019 as required by FINMA at that time

CAPITAL DEVELOPMENT

CHF m	31.12.2020 Basel III	31.12.2021 Basel III	Change last 12 months	30.06.2021 Basel III	31.12.2021 Basel III	Change last 6 months
Equity at the beginning of the period	6,189	6,434	+4%	6,434	6,726	+5%
Julius Baer Group Ltd. dividend	-332	-386		-386	-	
Net profit (IFRS)	699	1,083		606	477	
Capital reduction	-	-113		-	-113	
Change in treasury shares	-41	-281		-71	-210	
Treasury shares and own equity derivative activity	-11	45		-2	47	
Remeasurement of defined benefit obligation	21	57		59	-2	
Other components of equity	-88	-94		86	-180	
<i>Financial assets measured at fair value through other comprehensive income</i>	79	-79		12	-91	
<i>Effective portion of changes in fair value of hedging instruments designated as cash flow hedges</i>	-	-9		-2	-7	
<i>Own credit risk on financial liabilities designated at FV</i>	-4	3		1	2	
<i>FX translation differences</i>	-163	-9		75	-84	
Others	-3	-1		-1	-0	
Equity at the end of the period	6,434	6,743	+5%	6,726	6,743	+0%
- Goodwill & intangible assets (as per capital adequacy rules)	-2,622	-2,651		-2,651	-2,651	
- Other deductions (incl. dividend accrual)	-655	-776		-492	-776	
CET1 capital	3,157	3,316	+5%	3,583	3,316	-7%
+ Tier 1 capital instruments	1,139	1,432		1,170	1,432	
= BIS tier 1 capital	4,296	4,748	+11%	4,754	4,748	-0%
+ Tier 2 capital	133	111		136	111	
= BIS total capital	4,430	4,859	+10%	4,890	4,859	-1%

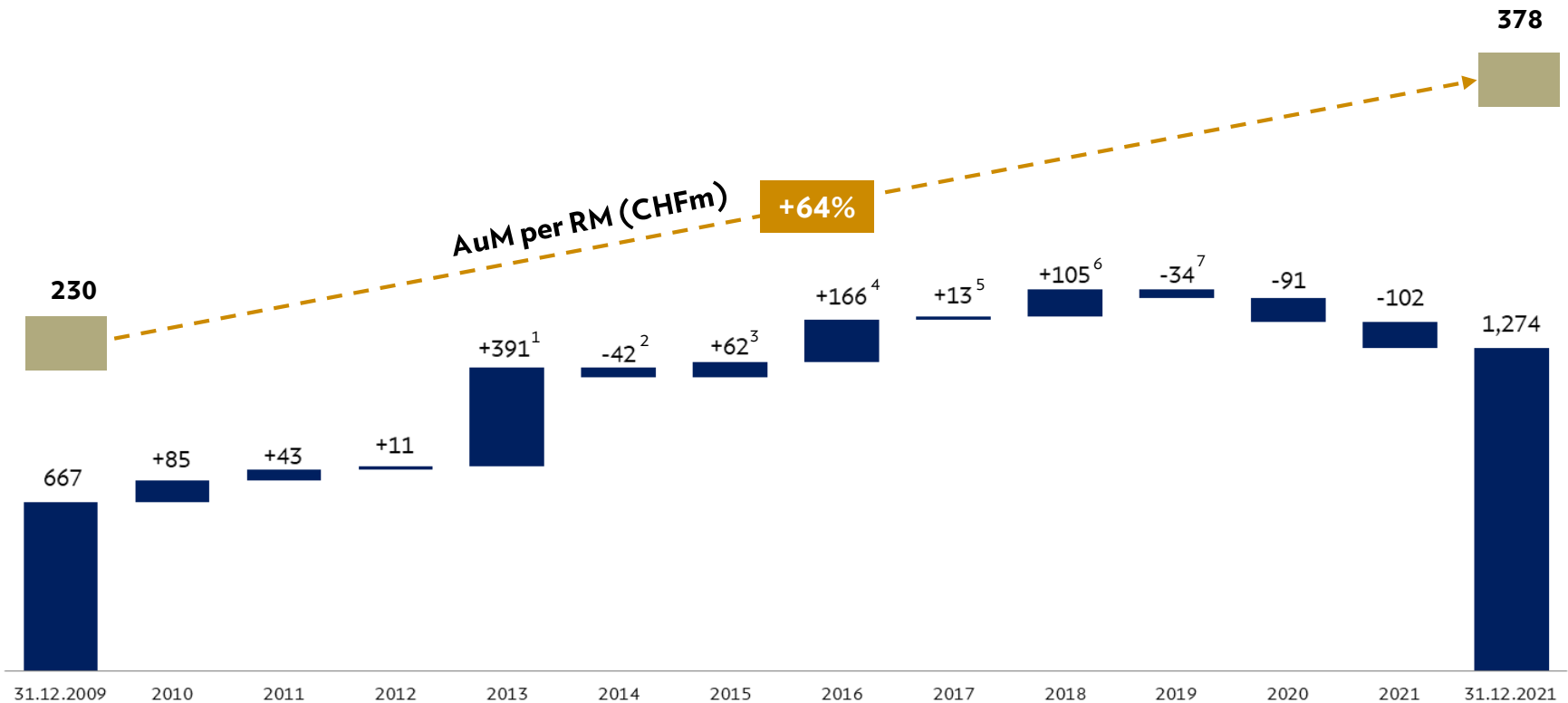
BALANCE SHEET – FINANCIAL ASSETS (FVOCI)

CHF m	31.12.2019	31.12.2020	31.12.2021	in %	Change vs. 31.12.2020
Debt instruments	12,934	13,523	13,018	97%	-4%
Government and agency bonds	5,017	4,301	4,481	34%	+4%
Financial institution bonds	4,695	5,357	5,308	40%	-1%
Corporate bonds	3,222	3,865	3,229	24%	-16%
Equity instruments	232	274	343	3%	+25%
Total financial assets measured at FVOCI	13,166	13,796	13,361	100%	-3%
Cash with central banks	10,071	14,493	19,503		+35%

Debt instruments by credit rating classes	Moody's	31.12.2019	31.12.2020	31.12.2021	in %	Change vs. 31.12.2020	
1-2	AAA – AA-	Aaa – Aa3	8,480	8,015	8,967	69%	+12%
3	A+ – A-	A1 – A3	3,901	5,032	3,700	28%	-26%
4	BBB+ – BBB-	Baa1 – Baa3	536	476	306	2%	-36%
5	BB+ – BB-	Ba1 – Ba3	17	-	-	0%	n/a
Unrated			-	-	46	0%	n/a
Total		12,934	13,523	13,018	100%	-4%	

LONG TERM RM DEVELOPMENT

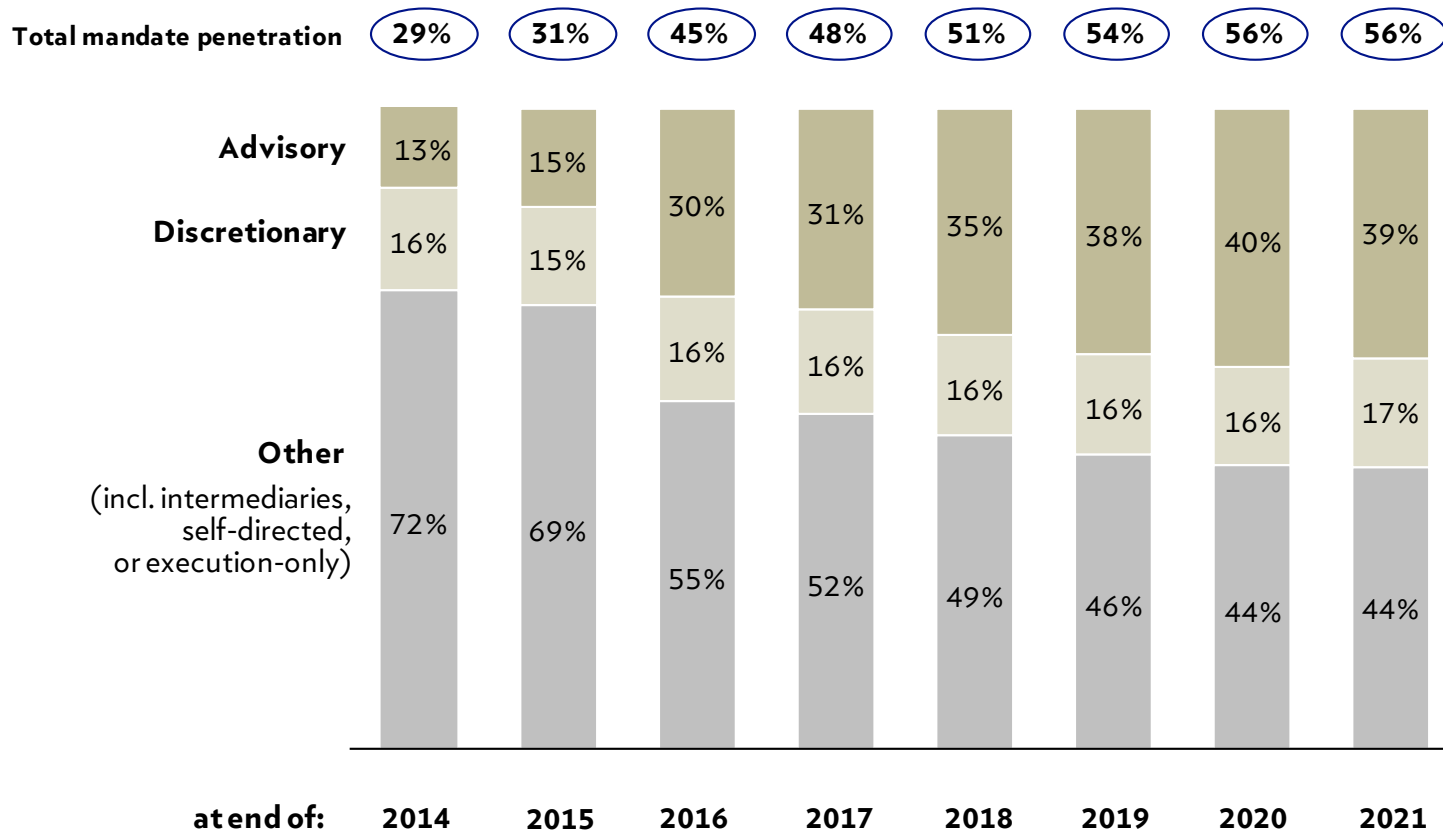
Development of Number of RMs & AuM per RM



2021: RM net decrease of -102 FTEs

¹+391, mostly from RMs transferring in from Bank of America's International Wealth Management business (IWM) outside the US | ²-42, driven by IWM transaction-related synergy realisations | ³+62, of which net +40 from hiring, remainder from acquisitions | ⁴Incl. +50 RMs transferring following the consolidation of Kairos and Commerzbank International S.A. Luxembourg | ⁵+13, of which +41 net from hiring, -28 following internal transfers | ⁶Incl. +13 RMs from the acquisition of Reliance Group | ⁷Incl. +20 RMs from the acquisition of NSC Asesores

MANDATE PENETRATION



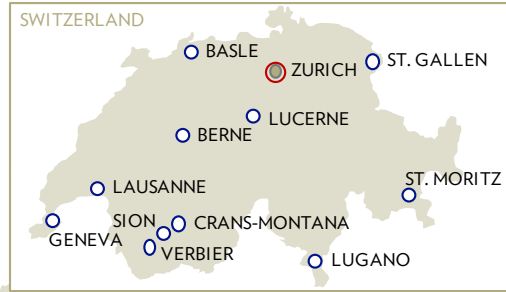
BREAKDOWN OF AUM

Asset mix	31.12.2019	31.12.2020	31.12.2021
Equities	28%	30%	33%
Bonds (including Convertible Bonds)	19%	17%	13%
Investment Funds ¹	26%	27%	30%
Money Market Instruments	4%	2%	1%
Client Deposits	17%	18%	17%
Structured Products	5%	5%	4%
Precious Metals	1%	1%	2%
Total	100%	100%	100%

Currency mix	31.12.2019	31.12.2020	31.12.2021
USD	47%	48%	49%
EUR	20%	19%	19%
CHF	10%	9%	10%
GBP	4%	4%	4%
INR	3%	4%	4%
HKD	3%	4%	3%
BRL	2%	2%	1%
SGD	2%	1%	1%
JPY	1%	1%	1%
AUD	1%	1%	1%
CAD	1%	1%	1%
CNY	1%	1%	0%
Other	5%	5%	6%
Total	100%	100%	100%

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

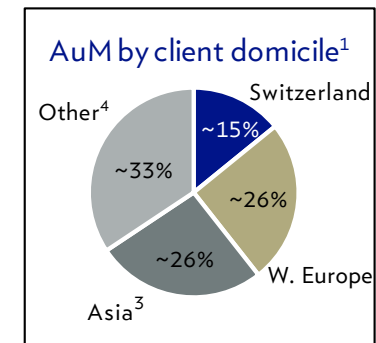
JULIUS BAER: PURE-PLAY WEALTH MANAGEMENT GROUP



Legend

- Head office
- Location
- Booking centre
- Julius Baer Family Office Brasil
- Kairos
- SCB-Julius Baer Securities (40%)
- NSC (70%)
- Julius Baer Nomura Wealth Management (60%)

- World's largest wealth management Group, with premium brand
- Client-centric approach
- Balanced exposure to traditional and growth markets
- Present in more than 60 locations in over 25 countries
- More than 6,700 staff, incl. close to 1,300 RMs¹
- AuM CHF 482bn¹
- Strongly capitalised:
 - BIS total capital ratio 24.0%¹
 - BIS CET1 capital ratio 16.4%¹
- Moody's long-term deposit rating Bank Julius Baer & Co. Ltd: Aa3/stable outlook
- Market capitalisation: CHF 13 bn²



¹ At 31 December 2021 | ² At market close on 1 February 2022 | ³ Excluding Middle East | ⁴ Latin America, Middle East, CEE | ⁵ Additional advisory locations in Bangalore, Chennai, Hyderabad, Kolkata and New Delhi

Julius Bär

