

## Vontobel affirms strategy and targets, announces priorities

- **Strategic direction and financial targets affirmed**
- **Assets under management up 10 percent to CHF 227.6 billion on positive flows and performance**
- **Expanding in higher-margin areas like private markets and solutions**
- **On track with CHF 100 million efficiency program**

At today's Investor Day, Vontobel affirms its strategy as an active investment management firm committed to its two complementary and diversifying client segments, Private Clients and Institutional Clients.

The priorities for the coming years leverage the firm's core strengths:

1. Delivering value to clients through advice, active management and customization
2. Growing profitably in the private and institutional client segments
3. Delivering on efficiency goals

The sustained return of higher volatility and greater geopolitical risk is driving all clients to require more sophisticated investment expertise, a greater ability to customize solutions to meet their needs and risk tolerance, and a partner with a solid balance sheet.

Vontobel is well-positioned to benefit from this environment. Its seven investment boutiques serve both client segments and have demonstrated their ability to tailor at scale. Vontobel maintains a conservative risk profile, focusing on investment-led rather than credit-led growth with a focus on developed markets, particularly for its private client segment.

Tailor-made solutions, a key strength of Vontobel, are expected to be among the fastest growing investment offerings over the coming years, as are private markets - an area Vontobel has been actively expanding into. Vontobel's focus markets for private clients are also expected to experience solid growth in the coming years.

Vontobel has demonstrated its ability to complement its steady and disciplined organic growth with bolt-on acquisitions to add scale to its focus markets and new investment skills. The company remains committed to this approach to achieve its 4 to 6 percent revenue growth target through the cycle. The CHF 100 million in gross cost reductions, which it is on track to achieve by 2026, will safeguard this strategic flexibility.

### **Trading update first 9-month 2024**

Assets under management increased to CHF 227.6 billion at the end of September 2024 from CHF 206.8 billion at year-end 2023. This was driven by positive year-to-date market performance (CHF 16.8 billion), net new money (CHF 2.6 billion) and foreign exchange effects (CHF 1.5 billion).

Private Clients inflows continued strong at CHF 3.1 billion, within Vontobel's own target range of 4 to 6 percent, while Institutional Client outflows slowed to CHF 0.5 billion.

CHF billion	9M 2024	1H 2024	2023 <sup>1</sup>
<b>Assets under management</b>	<b>228</b>	<b>226</b>	<b>207</b>
<i>of which Institutional Clients</i>	<i>112</i>	<i>111</i>	<i>103</i>
<i>of which Private Clients</i>	<i>110</i>	<i>109</i>	<i>98</i>
<b>Net new money</b>	<b>2.6</b>	<b>2.3</b>	<b>-3.5</b>
<i>of which Institutional Clients</i>	<i>-0.5</i>	<i>-0.1</i>	<i>-7.6</i>
<i>of which Private Clients</i>	<i>3.1</i>	<i>2.4</i>	<i>3.2</i>

**Vontobel Investor Day 2024**

Vontobel will host its Investor Day 2024 today, Thursday, November 7, 2024, at 13:30 (CET).

The presentation and analyst Q&A session will be broadcast via webcast with a simultaneous slideshow.

<b>Time</b>	13:30 – 17:30 (CET)
<b>Webcast for remote participation</b>	The webcast and presentation can be followed live <a href="#">here</a> with a simultaneous slide show. The webcast will remain available on <a href="https://www.vontobel.com/en-ch/about-vontobel/investor-relations/financial-reporting/">https://www.vontobel.com/en-ch/about-vontobel/investor-relations/financial-reporting/</a>
<b>Documentation</b>	The press release and slide presentation will be available from Thursday, November 7, 2024, at 07:00 (CET) at <a href="https://www.vontobel.com/en-ch/about-vontobel/investor-relations/financial-reporting/">https://www.vontobel.com/en-ch/about-vontobel/investor-relations/financial-reporting/</a>

**Media Relations**

isabel.reck@vontobel.com  
+41 58 283 77 42

urs.fehr@vontobel.com  
+41 58 283 57 90

**Investor Relations**

peter.skoog@vontobel.com  
+41 58 283 64 38

jessica.bruegger@vontobel.com  
+41 58 283 73 58

<sup>1</sup> Private Clients including 1H 2023 (CHF 1.8 bn) and 2H 2023 (CHF 0.3 bn) net outflows from the accelerated implementation of our strategic priority to focus on a strict set of developed markets.

#### **Vontobel**

A global investment house with Swiss roots, we offer investment and advisory solutions to private and institutional clients. Our head office is in Zurich and we are represented in 28 locations worldwide. The shares of Vontobel Holding AG are listed on the SIX Swiss Exchange and are majority-owned by the founding family. The family's close ties to the company guarantee entrepreneurial independence, and the resulting freedom is also an obligation to fulfill our responsibility to society. As of September 30, 2024, Vontobel held CHF 227.6 billion of assets under management. With our investment-led approach that focuses exclusively on the buy-side of financial markets, we think and act purely from the client's perspective – as an investor for investors.

This includes keeping our finger on the pulse to provide our investors with the best solutions - something we have been committed to for over 100 years. We harness the power of technology to multiply our investment expertise across platforms and ecosystems and deliver high-quality, personalized client experiences. Because for us, successful investing starts with taking personal responsibility. This means that we want to empower our employees so that they can realize their potential, act independently and open up new perspectives. We constantly question what we have achieved, because we strive to exceed our customers' expectations.

#### **Legal information**

This press release is provided purely for informational purposes and is expressly not directed at persons whose nationality or place of residence prohibits access to such information on account of existing legislation. The information and views contained in it do not constitute a request, offer, or recommendation to use a service, to buy or sell investment instruments, or to conduct other transactions. Forward-looking statements, by their nature, involve general and specific risks and uncertainties. It should be noted that there is a risk that forecasts, predictions, projections, and results described or implied in forward-looking statements may not prove to be correct.