

1/2 Media Release / 7 December 2017

Vontobel focuses its business model in Wealth Management and transfers Vontobel Liechtenstein to Kaiser Partner

As part of the focusing of its strategy, Vontobel is transferring its Liechtenstein operation, together with the local booking platform, to the established wealth manager Kaiser Partner Privatbank. Both companies will cooperate closely in the securities business in the future.

As an internationally active Swiss wealth and asset manager and product specialist, Vontobel is systematically pursuing a strategy which – in Wealth Management – places an emphasis on client-centric active wealth advisory and portfolio management. The decision to focus on its Swiss platform as well as on its German platform, which Vontobel uses to conduct a range of European market activities, will reduce complexity, increase operational efficiency and have a positive impact on the gross margin in Wealth Management. In addition, its cooperation with Kaiser Partner Privatbank in the area of securities settlement will generate additional revenues and economies of scale.

“We have found the ideal buyer with Kaiser Partner – a company with local roots and a first-class reputation, as well as many years of experience in this market. This will ensure the best possible continuity for clients as well as an excellent level of service and advice,” commented Zeno Staub, CEO of Vontobel. “We want to focus even more intensively on client needs and we are therefore further sharpening our cross-border strategy and reducing complexity. With our German subsidiary, we also have the right strategic positioning to access the European market.”

Kaiser Partner Privatbank is the multi-award-winning Liechtenstein private bank within Kaiser Partner Group. It is family owned, and Fritz Kaiser is one of the leading figures in responsible, sustainable investing. The private bank’s success in recent years validates its strategy of putting client needs at the centre of its activities, rather than pursuing growth and profitability at any price. The bank believes that Liechtenstein will continue to offer clear advantages for clients in the future.

“We are delighted that we will be able to look after Vontobel’s clients in Liechtenstein. Vontobel and Kaiser Partner share very similar values, and we believe we will be a good partner to these clients. We aim to provide continuity and exceptional service for each individual client. With this acquisition, we are taking an important step forward in the growth of our business and we are gaining Vontobel as a new partner in the international securities business,” stated Fritz Kaiser, owner and Chairman of the Board of Directors of Kaiser Partner.

The transaction is expected to close in the first quarter of 2018, subject to regulatory approval being granted. Both parties have agreed not to disclose the purchase price. In the course of the transaction, the entire client portfolio, with CHF 1.4 billion of assets under management as of the end of October 2017, as well as around 15 employees will be transferred to Kaiser Partner.

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Vontobel

At Vontobel, we actively shape the future. We create and pursue opportunities with determination. We master what we do – and we only do what we master. This is how we get our clients ahead. As a globally operating financial expert with Swiss roots, we specialize in wealth management, active asset management and investment solutions. We empower our colleagues to take ownership of their work and bring opportunities to life. Because we are convinced that successful investing starts with assuming personal responsibility. We relentlessly question the achieved, striving to exceed the goals and expectations of our clients. The registered shares of the Vontobel Holding AG are listed on the SIX Swiss Exchange. The Vontobel families' close ties to the company guarantee our entrepreneurial independence. We consider the resulting freedom an obligation to assume social responsibility as well. As of 30 June 2017, Vontobel held over CHF 208 billion of client assets. Throughout our 21 offices worldwide more than 1,700 employees service our clients.

Kaiser Partner

We develop tailor-made strategies to help clients protect and sustainably grow their wealth in a rapidly changing world. We are supported in our endeavors by an international network of experts and selected partners. The company is family owned and its roots stretch back to 1931. Our private bank has received numerous awards over the last few years. It currently manages CHF 2.6 billion in assets; this will grow to around CHF 4 billion with the Vontobel client portfolio. Our private bank clients additionally benefit from the family office, fiduciary and reporting solutions provided by Kaiser Partner's other companies. Kaiser Partner Financial Advisors in Zurich is registered as an investment advisor with the SEC, the US stock market regulator. The Kaiser Partner companies employ approximately 200 employees in offices in Vaduz and Zurich, and look after assets of around CHF 25 billion.

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