



LOMBARD ODIER
LOMBARD ODIER DARIER HENTSCH

MEDIA RELEASE

Geneva, 4 March 2019

Lombard Odier Group reports results for 2018

Operating income up 6% with net profit up 13%

Growth in operating income and earnings

Operating income for 2018 was CHF 1.2 bn, up 6% from a year earlier. This was driven by an increase in client activity across the business, accompanied by solid growth in net new money.

Consolidated net profit, excluding one-off items, was at CHF 165 million, up 13% from CHF 146 million in 2017. The positive net impact of one-off items amounted to CHF 107 million, giving total consolidated net profit of CHF 272 million.

Positive net new money

Total client assets at end-December, 2018 were at CHF 259 billion. Net new money flows were robust, which partially counteracted a negative market impact that reflected the sharp falls across most asset classes seen in the final months of the year.

Solid balance sheet and capitalisation

The Group's balance sheet remains strong, highly liquid and conservatively invested, totalling CHF 17.5 billion. The Group has no external debt and is well capitalised, with a CET1 ratio of 29.9% and a liquidity coverage ratio of 196% at end-December 2018. Fitch reaffirmed the Group's credit rating at AA- in July 2018.

“Market volatility increased in 2018, with a particularly negative impact in December. Against this background our results improved in 2018, reflecting, in part, the positive impact of new clients making Lombard Odier their bank of choice,” said Patrick Odier, Senior Managing Partner.

“Our focus remains on delivering excellence and value for our clients. Although we begin 2019 with ongoing market uncertainty, we stay committed to growing our franchise in Switzerland and internationally, while conservatively managing our strong balance sheet.”

“Amid the current global shift transforming our economies, we have made further strides in embedding sustainability into our investment processes across the Group. We believe that investing according to the principles of sustainability will be one of the main drivers of return for our clients.”

-ends-



LOMBARD ODIER
LOMBARD ODIER DARIER HENTSCH

About Lombard Odier

Lombard Odier is a leading global wealth and asset manager. For over 220 years and through 40 financial crises the Group has combined innovation and prudence to align itself with the long-term interests of private and institutional clients. The Group is solely owned by its Managing Partners, has a highly liquid balance sheet and is well capitalized with a CET1 ratio of 29.9% and a Fitch rating of AA-.

Lombard Odier provides a complete offering of wealth services, including succession planning, discretionary and advisory portfolio management, and custody. Asset management services are offered through Lombard Odier Investment Managers (LOIM). The Group has also created cutting-edge banking technology, which is distributed to other financial institutions.

The Group had total client assets of 259 billion Swiss francs at 31 December 2018. Headquartered in Geneva since 1796, at end-December the Group had 27 offices in 23 jurisdictions and employed 2,480 people.

For more information: www.lombardodier.com

Lombard Odier Group
Rue de la Corraterie 11
1204 Geneva – Switzerland
www.lombardodier.com

Anne Plagnat
Media relations
Tel.: +41 22 709 21 21
a.plagnat@lombardodier.com

Andreas Kessler
Media relations
Tel.: +41 44 214 14 64
an.kessler@lombardodier.com

Important Information - This media release has been prepared by Bank Lombard Odier & Co Ltd, a bank and securities dealer authorised and regulated by the Swiss Financial Market Supervisory Authority (FINMA) (hereinafter "Lombard Odier"). It is not intended for distribution, publication, or use in any jurisdiction where such distribution, publication, or use would be unlawful, nor is it aimed at any person or entity to whom it would be unlawful to address such a document. This media release is provided for information purposes only. It does not constitute an offer or a recommendation to enter into a relationship with Lombard Odier, nor to subscribe to, purchase, sell or hold any security or financial instrument. This document may not be reproduced (in whole or in part), transmitted, modified, or used for any public or commercial purpose without the prior written permission of Lombard Odier.

© 2019 Bank Lombard Odier & Co Ltd – All rights reserved