



LOMBARD ODIER
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MEDIA RELEASE

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Lombard Odier Group reports results for 2020

Client assets up 6% to CHF 316 billion with strong net new money

Strong net new money

Net new money flows were strong in 2020 and, supported by positive market impacts, total client assets at end-December 2020 stood at CHF 316 billion, up 6% from end-December 2019.

Growth in operating income and earnings

Operating income for 2020 was CHF 1.4 billion, up 15% from a year earlier, driven by net new money flows, investment performance and increased client activity in volatile markets. Consolidated net profit was CHF 208 million, up 19% from 2019.

Strong balance sheet and capitalisation

The Group's balance sheet remains strong, liquid and conservatively invested, and totalled CHF 19.9 billion at end-December 2020. The Group has a significant equity base with no external debt. At end-December 2020, the CET1 ratio was 29.7% and the liquidity coverage ratio was 231%. Fitch reaffirmed the Group's credit rating at AA- with a stable outlook in July 2020.

*“Throughout this challenging year, our results underline the particular strengths of our client-focussed business model,” said **Patrick Odier, Senior Managing Partner**. “We delivered strong investment performance, generated significant net new money flows, and continuously invested in talent and growth opportunities, particularly in new sustainable investment solutions. Once again, our in-house technology was a critical factor in remaining close to our clients and managing risk.”*

Sustainability, alternatives and private assets as key investment differentiators

Sustainability, through the transition to a circular, lean, inclusive and clean ([CLIC™](#)) economic model, is at the heart of Lombard Odier's approach to its business and investment philosophy. As a leader in this field, the Group continues to expand its range of sustainability-driven core conviction investment strategies, including successful 2020 launches based around Climate Transition and Natural Capital.

Our focus on developing in-house alternative investment strategies has proven particularly useful at a time of heightened market volatility.

The low interest rate environment has also increased the appeal of private assets, such as private equity, real estate and infrastructure, where we have expanded our long-standing offering.



Continued investment in technology remains key to our long-term success

Our proprietary banking platform enabled us to stay close to our clients and to provide seamless and highly secure service throughout the crisis. We will continue to make significant investments in this technology, which has helped us build business with clients and third parties for over 25 years.

Market outlook

2020 was an unprecedented year for global economies and markets. As we move forward in 2021, Lombard Odier is cautiously optimistic in terms of market outlook. We remain focussed on our core mission of preserving and growing our clients' assets, while managing potential risks.

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About Lombard Odier

Lombard Odier is a leading global wealth and asset manager. For 225 years and through more than 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 and has a strong, liquid and conservatively invested balance sheet with a CET1 ratio of 29.7% 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 created cutting-edge banking technology, which is also leveraged by other Swiss and European based private banks and financial institutions.

The Group had total client assets of CHF 316 billion at 31 December 2020. Headquartered in Geneva since 1796, at end-December the Group had 30 offices in 24 jurisdictions and employed 2,560 people.

For more information: www.lombardodier.com

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