

## Key figures

	2006 <sup>1</sup> CHF m	2007 <sup>1</sup> CHF m	Change to 2006	Change to 2006 in %
<b>Consolidated income statement</b>				
Net interest income	257.8	322.9	65.1	25.3
Net fee and commission income	2 348.8	2 754.7	405.9	17.3
Net trading income	191.4	298.2	106.8	55.8
Other ordinary results	24.6	73.1	48.5	197.2
<b>Operating income</b>	<b>2 822.7</b>	<b>3 449.0</b>	<b>626.3</b>	<b>22.2</b>
Personnel expenses	1 186.6	1 409.1	222.5	18.8
General expenses <sup>2</sup>	460.9	547.8	86.9	18.9
Depreciation and amortisation	44.1	43.3	-0.8	-1.8
<b>Operating expenses</b>	<b>1 691.6</b>	<b>2 000.2</b>	<b>308.6</b>	<b>18.2</b>
<b>Profit before taxes</b>	<b>1 131.1</b>	<b>1 448.8</b>	<b>317.7</b>	<b>28.1</b>
Taxes	263.0	312.2	49.2	18.7
<b>Net profit</b>	<b>868.1</b>	<b>1 136.6</b>	<b>268.5</b>	<b>30.9</b>
Return on equity (ROE) <sup>3</sup>	24.3%	31.6%	-	-
Cost/income ratio <sup>4</sup>	59.5%	56.7%	-	-
	31.12.06 CHF m	31.12.07 CHF m	Change in CHF m	Change in %
<b>Consolidated balance sheet</b>				
Total assets	35 992.9	46 933.0	10 940.1	30.4
Total equity	6 863.9	6 429.1	-434.9	-6.3
BIS Tier 1 capital	2 185.0	1 961.3	-223.7	-10.2
BIS Tier 1 ratio	17.1%	12.9%	-	-
<b>Capital structure</b>				
Number of shares outstanding (adjusted for the stock split 2:1 effective 26 April 2007)	223 256 478	223 256 478	-	-
<b>Assets under management</b>				
Assets under management (CHF bn)	360.7	405.1	44.4	12.3
Net new money (CHF bn)	26.8	35.5	8.7	32.4
<b>Personnel</b>				
Number of employees (FTE)	3 684	4 099	415	11.3

<sup>1</sup>In 2006 and 2007 excluding integration and restructuring expenses as well as the amortisation of intangible assets and significant financial events (in 2006 only). Including these positions, the net profit for 2007 amounted to CHF 940 million, up 40% from 2006.

<sup>2</sup>Including valuation adjustments, provisions and losses

<sup>3</sup>Net profit/average equity less goodwill

<sup>4</sup>Operating expenses less valuation adjustments, provisions and losses/operating income

## Segment key figures

	2006 CHF m	2007 CHF m	Change to 2006	Change to 2006 in %
<b>Bank Julius Baer</b>				
Operating income	1 619.9	1 926.5	306.6	18.9
Operating expenses	990.0	1 109.9	119.9	12.1
<b>Profit before taxes</b>	<b>629.9</b>	<b>816.6</b>	<b>186.7</b>	<b>29.6</b>
Cost/income ratio	60.5%	56.7%	-	-
<b>Assets under management (CHF bn as of 31 December)</b>				
Average assets under management (CHF bn)	198.3	225.0	26.8	13.5
Gross margin (bp)	81.7	85.6	-	-
Pre-tax margin (bp)	31.8	36.3	-	-
<b>Private Banking division</b>				
Operating income	1 266.4	1 528.4	262.0	20.7
Operating expenses	793.4	947.3	153.9	19.4
<b>Profit before taxes</b>	<b>473.0</b>	<b>581.1</b>	<b>108.1</b>	<b>22.9</b>
Cost/income ratio	61.9%	60.8%	-	-
<b>Assets under management (CHF bn as of 31 December)</b>				
Average assets under management (CHF bn)	138.1	156.3	18.2	13.2
Gross margin (bp)	99.1	101.3	-	-
Pre-tax margin (bp)	37.0	38.5	-	-
<b>Investment Products division</b>				
Operating income	353.5	398.1	44.6	12.6
Operating expenses	196.6	162.6	-34.0	-17.3
<b>Profit before taxes</b>	<b>156.9</b>	<b>235.5</b>	<b>78.6</b>	<b>50.1</b>
Cost/income ratio	55.2%	40.8%	-	-
<b>Assets under management (CHF bn as of 31 December)</b>				
Average assets under management (CHF bn)	74.0	77.6	3.6	4.9
Gross margin (bp)	70.4	74.2	3.8	5.4
Gross margin (bp)	50.2	53.7	-	-
Pre-tax margin (bp)	22.3	31.7	-	-
<b>Asset Management</b>				
Operating income	1 138.5	1 429.6	291.1	25.6
Operating expenses	596.2	761.5	165.3	27.7
<b>Profit before taxes</b>	<b>542.3</b>	<b>668.1</b>	<b>125.8</b>	<b>23.2</b>
Cost/income ratio	52.0%	53.0%	-	-
<b>Assets under management (CHF bn as of 31 December)</b>				
Average assets under management (CHF bn)	148.5	171.1	22.6	15.2
Average assets under management (CHF bn)	132.8	168.5	35.7	26.9
Gross margin (bp)	85.7	84.9	-	-
Gross margin excl. performance fees (bp)	79.9	78.7	-	-
Pre-tax margin (bp)	40.8	39.7	-	-
<b>Group Functions</b>				
Operating income	64.3	92.9	28.6	44.5
Operating expenses	105.4	128.8	23.4	22.2
<b>Profit before taxes</b>	<b>-41.1</b>	<b>-35.9</b>	<b>5.2</b>	<b>-12.7</b>