

GAM | Holding Ltd

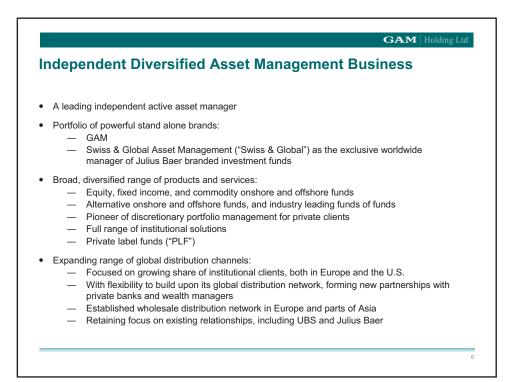
Cautionary Statement on Forward-Looking Information

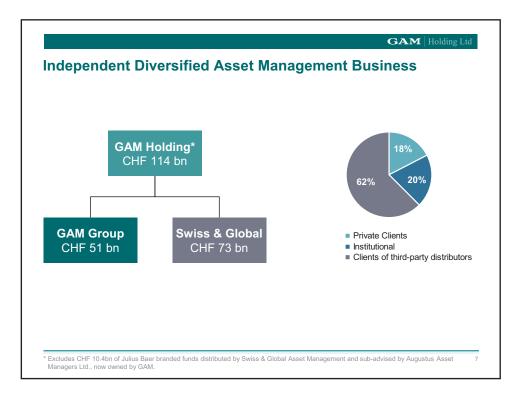
This presentation may contain statements that constitute "forward-looking statements", including, but not limited to, statements about the outlook for the Company's financial performance, its future plans and objectives and their anticipated effect on the Company's business and future development. The Company has tried to identify those forward-looking statements by using words such as "may", "should", "expect", "intend", "estimate", "anticipate", "project", "believe", "predict" and similar expressions. Such statements are made on the basis of assumptions and expectations which, although the Company believes them to be reasonable at the time, may prove to be erroneous as forwardlooking statements necessarily involve risks and uncertainties which could cause actual developments and results to differ materially from expectations. These include, but are not limited to, the effects of, and changes in, fiscal, monetary and tax policies; currency fluctuations; the effect of the current economic environment on the financial position or creditworthiness of the Company's clients and counterparties; the Company's ability to retain and attract the employees that are necessary to generate revenues and to manage its businesses effectively; possible political, legal and regulatory developments, including the effect of more stringent capital and liquidity requirements; changes in accounting standards or policies; limitations on the effectiveness of the Company's internal risk management processes, including the occurrence of operational failures; political and social developments, including war, civil unrest or terrorist activity; the adverse resolution of litigation and other contingencies; changes in the size, capabilities and effectiveness of the Company's competitors. The Company is not under, and expressly disclaims any obligation, to update or amend its forwardlooking statements for any reason.





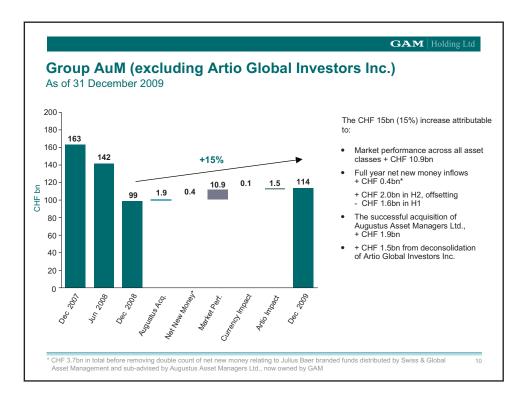
orporate Over	view		
GAM Hold	ling Ltd	Board of Directors	Johannes A. de Gier Chairman
			Hugh Scott-Barrett
Board of D	iractors		Dieter A. Enkelmann
Board of D	hirectors	Executive Board	Johannes A. de Gier CEO, GAM Holding Ltd.
Executive	Board		Andrew M. Wills Group CFO
			Scott Sullivan Group General Counsel
Operating co	ompanies		
		CEO, GAM	David M. Solo
GAM	SWISS& GLOBAL	CEO, Swiss & Global Asset Management	David M. Solo

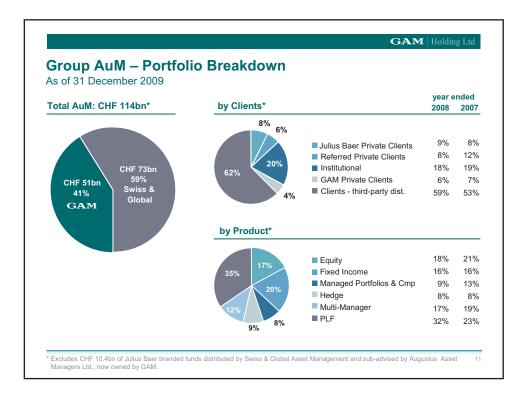




Results	Transactions	Capital Management
Reported net profit 2009 CHF 3,637m	Divestment of Julius Baer Group Ltd. completed 1 Oct 2009	Strong balance sheet, with CHF 1,223m of tangible equity (total equity excluding goodwill, customer relationships and brand
Underlying net profit of CHF 150m*	Artio Global Investors Inc. IPO completed at top of expected price range in Sep 2009	With CHF 974m of cash on the balance sheet, no need to refinance the CHF 150m bond due for repayment in March 2010
AuM increases by 15% to CHF 114bn during 2009	Successful acquisition and integration into GAM of the specialist fixed income and currency manager Augustus Asset Managers Ltd.	Starting 2011 targeting a dividend payout ratio in excess of 50% of net profit
Positive net new money of CHF 0.4bn for full year, net inflows of CHF 2.0bn in second half of 2009		

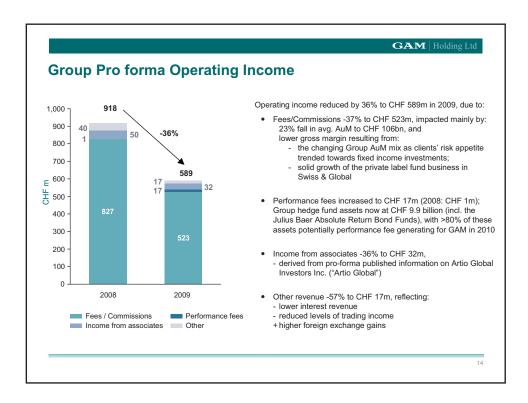


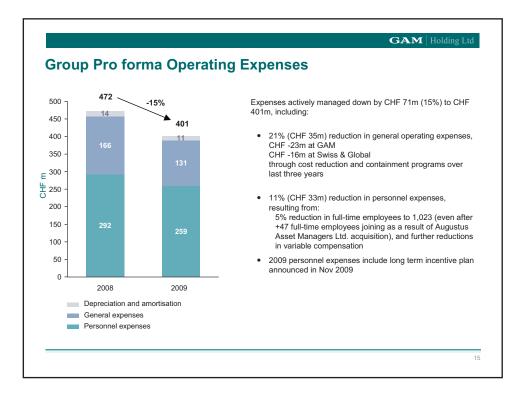




Group Financial Results	
Reported net profit for financial year 2009 was CHF 3,637m (2008:	CHF 662m)
Includes:	
Net profit from IPO of Artio Global Investors Inc., shown under discontinued operations before eliminations	CHF 861m
Gain from divestment of Julius Baer Group Ltd.	CHF 3,943m
 Reduction in carrying value of GAM goodwill and customer relationships after a critical review subsequent to divestment of the Julius Baer Group Ltd.* 	CHF (1,314m)
Note: Reported net profit for financial year 2009 includes multiple non-recurring items	
Pro forma financial results for 2008 and 2009 are presented to best reflect the pe excluding past or potential future extraordinary items	prformance of the continuing operations,
A reconciliation between the pro forma financial results as detailed in this presen 2009 is provided in the appendix to this presentation	tation and the audited financial statements

			Result	5	
		2008	2009	Change 08/09	2009 highlights:
(CHF m) Operating income		917.5	589.3	-36%	 Operating income reduced by 36% to
Fees / Commissions		827.1	523.1	-37%	CHF 589m
Performance fees		1.0	17.5	1584%	
Income from associates		49.6		-36%	 Operating expenses reduced by 15% to
			31.7		CHF 401m
Other		39.8	17.0	-57%	
Operating expenses		472.0	400.6	-15%	 Taxes incl. costs relating to prior years
Personnel expenses		292.3	259.0	-11%	respect of Swiss & Global, ongoing tax
General expenses		165.7	130.6	-21%	rate (excl. income from associates)
Depreciation and amortisation		14.0	10.9	-22%	expected in 19 - 21% range
Profit before taxes		445.5	188.7	-58%	 Net profit reduced by 60% to CHF 150
Taxes		68.9	39.1	-43%	in line with guidance
Net profit		376.6	149.6	-60%	
AuM	CHFbn	98.8	113.6	15%	
Average AuM	CHFbn	136.6	105.9	-23%	
Net new money	CHFbn	-24.3	0.4	102%	
Gross margin	bps	67.2	55.7	-17%	
Cost/income ratio		51.4%	68.0%	-	
Tax rate		15.5%	20.7%	-	
Tax rate (exc. income from associates)		17.4%	24.9%	-	
Number of employees	FTE	1,076	1,023	-5%	

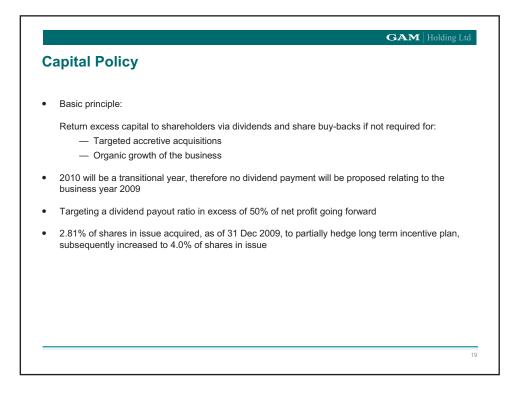




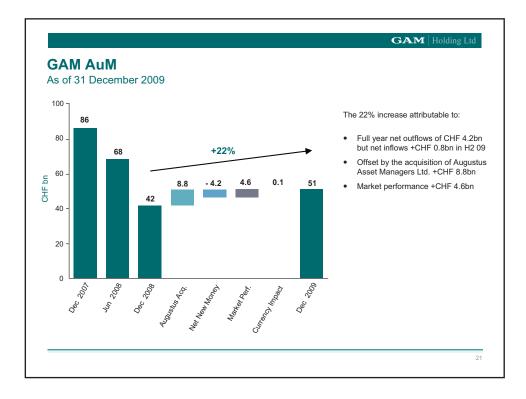
(CHF m)		2008	2009	Change 08/09	• EPS of CHF 0.72, in line with
GAM		321.1	126.1	-61%	lower net profit
Swiss & Global		96.8	53.2	-45%	·
Corporate Centre		27.6	9.3	-66%	Return on tangible equity reduce
Profit before taxes		445.5	188.7	-58%	to 12%, resulting from 60% reduction in net profit and 457%
Pre-tax margin	bps	32.6	17.8	-45%	increase in tangible equity.
Taxes		68.9	39.1	-43%	
Tax rate		15.5%	20.7%	-	
Net profit		376.6	149.6	-60%	
Weighted average no. of shares (in m)		207.0	206.5	0%	
EPS	CHF	1.82	0.72	-60%	
Return on tangible equity*		171.6%	12.2%	-	
Tangible equity	CHF	219.5	1.222.8	457%	

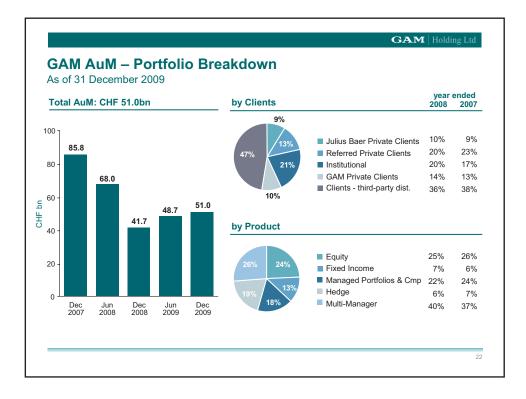
Group Balance Sheet			
As of December 2009 (December 2008	8 pro forma	a – incluc	ling Artio Global Investors Inc.)
,			ç ,
(CHF m)	Dec 2008	Dec 2009	
Cash and cash equivalents	388.9	974.2	
Investment in associates (Artio Global Investors Inc.)	-	463.4	
Financial investments	357.2	90.7	
Accrued income & prepaid expenses	429.4	117.9	
Due from customers	16.6	12.2	
			Including CHF 39m dividend due in Sep
Receivables and other assets	34.9		2010 from Artio Global
GAM goodwill, customer relationships and brand	2,810.8	1,396.5	
Other intangible assets	20.3		
Property and equipment	31.3	19.2	
Deferred tax asset	104.8	9.8	
Total assets	4,194.2	3,161.4	
Due to banks	185.0		CHF 95m loan, amortises over 3 years from Sep 2010
Debt issued	149.5	149.9	Bond repayable Mar 2010
Accrued expenses and deferred income	762.1	245.6	
Taxes payable	37.5	35.9	
Other liabilities & provisions	29.8		
Total liabilities	1,163.9	542.1	
Total equity	3,030.3	2,619.3	Reduced for treasury shares position
Total liabilities and equity	4,194.2	3,161.4	
Tangible equity (total equity and reserves excluding GAM goodwill, customer relationships and brand)	219.5	1.222.8	



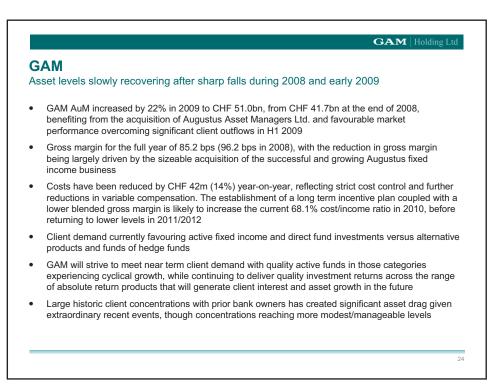


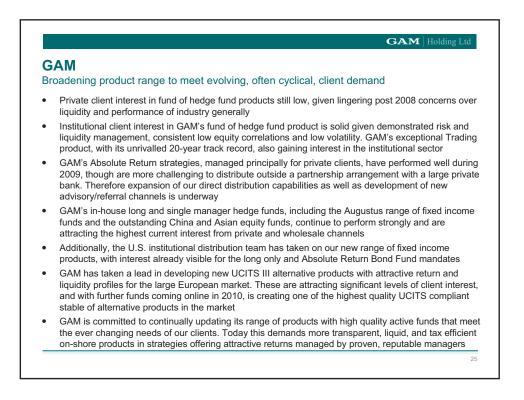






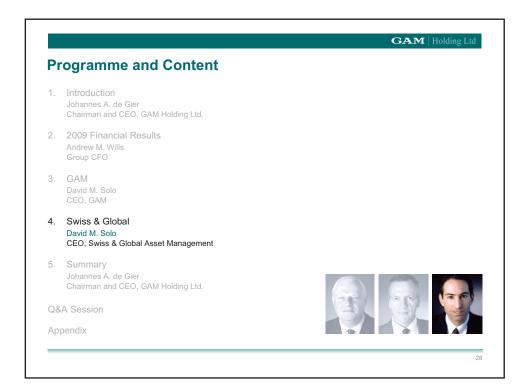
		2000	2000	Channe	
(CHF m)		2008	2009	Change 08/09	 Income -38% to CHF 395m, resulting from 29% fall in avg. AuM reduction in gross margin to 85.2 bps
Operating income		632.6	395.3	-38%	(2008: 96.2bps), as a result of GAM's
Fees / Commissions		608.0	364.5	-40%	acquisition of Augustus Asset Managers
Performance fees		1.0	15.7	1412%	Ltd. and growth of fixed income funds
Other		23.6	15.1	-36%	 Performance fees of CHF 16m, up from
Operating expenses		311.5	269.2	-14%	only CHF 1m in 2008. Predominantly from
Personnel expenses		213.2	195.9	-8%	Asian-focused, currency, and global rates
General expenses		89.2	66.3	-26%	hedge funds
Depreciation and amortisation	9.0	7.1	-21%	 Expenses managed down by CHF 42m 	
Profit before taxes	321.1	126.1	-61%	(14%) to CHF 269m, derived from:	
					- cost reduction programmes
					- further reductions in variable comp.
AuM	CHFbn	41.7	51.0	22%	overcompensating for negative expense
Average AuM	CHFbn	65.8	46.4	-29%	impact of:
Net new money Gross margin	CHFbn bps	-21.8 96.2	-4.2 85.2	-11%	 Augustus Asset Managers Ltd.
Cost/income ratio	pha	96.2 49.2%	68.1%	-117/0	acquisition
Number of employees	FTE	768	750	-2%	- 2009 costs relating to long term
Number of employees	TTE.	700	730	-2 /0	incentive plan
					 Profit before taxes -61% to CHF 126m

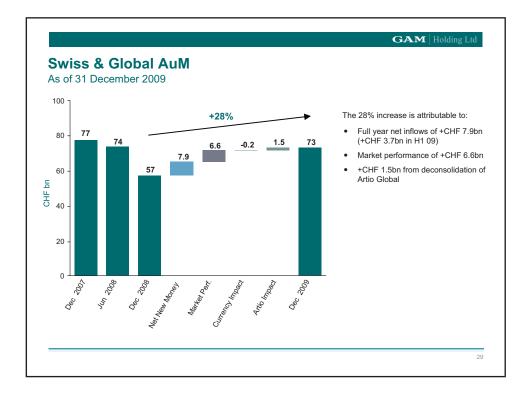


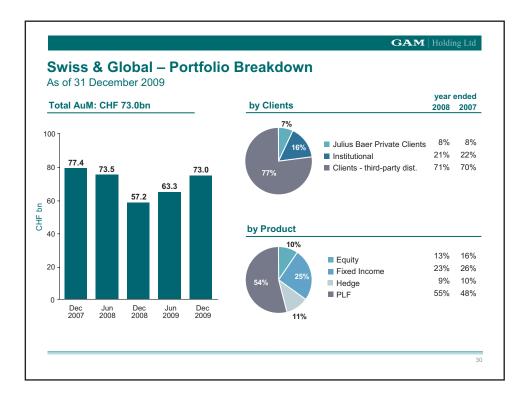




Summary and Targets		
2009 Business Summa	ry	
Profit before taxes of CH	HF 126.1m	
• AuM increases by 22%	to CHF 51.0bn	
Net new money stabilisi	ng in H2	
Gross margin at 85.2bp	s	
Cost/income ratio at 689	%	
Targets 2012: unchang	ed	
Gross margin	79 – 84bps	
Cost/income ratio	60%	
Net new money	6 – 10% of AuM	







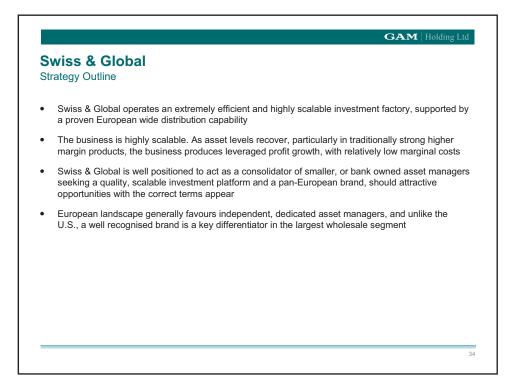
al Pro fo	orma Fi	nanci	al Res	ults
	2008	2009	Change 08/09	
	000.4	100.4	070/	 Income -27% to CHF 166m.
			/ *	with only modest fall in avg. AuM;
	217.2		-26%	but margins negatively impacted by:
	-	1.8	-	- shift away from equity products,
	11.2	4.9	-57%	- strong growth of the PLF business
	131.6	113.2	-14%	 GAM's acquisition of Augustus Asset
	63.3	61.2	-3%	Managers
	63.3	47.3	-25%	 Expenses managed down by CHF 18m
sation	5.0	47	-6%	(14%) to CHF 113m, driven by further co
duon	96.8	53.2	-45%	measures introduced
				 Profit before taxes -45% to CHE 53m
01151	57.0	70.0	000/	 Profit before taxes -45% to CHF 53m
			- / 0	
	32.2			
bpo	57.6%	68.0%	-	
FTE	309	266	-14%	
	al Pro fo	2008 228.4 217.2 - 11.2 131.6 63.3 63.3 63.3 63.3 63.3 63.3 63.	2008 2009 228.4 166.4 217.2 159.8 - 1.8 11.2 4.9 131.6 113.2 63.3 61.2 63.3 47.3 ation 5.0 4.7 96.8 53.2 CHFbn 70.9 64.9 CHFbn -2.5 7.9 bps 32.2 25.6	228.4 166.4 -27% 217.2 159.8 -26% - 1.8 - - 1.8 - 11.2 4.9 -57% 131.6 113.2 -14% 63.3 61.2 -3% 63.3 47.3 -25%

Swiss & Global

Strong asset growth, significant net new money

- Swiss & Global AuM increased by 28% in 2009 to CHF 73.0bn, from CHF 57.2bn at the end of 2008; 50% or CHF 7.9bn of this increase coming from net new money and 42% or CHF 6.6bn being derived from market performance
- Gross margin for the full year was in line with expectations at 25.6 bps (32.2 bps in 2008) as clients moved from equities into lower risk fixed income products, and the impressive PLF business grew strongly. The new brand license fee payable to Julius Baer will reduce the gross margin by a further 1.5 bps in 2010, absent a meaningful shift in business mix towards equities
- Costs have reduced by CHF 18m (14%) year-on-year to CHF 113m, although the establishment of a long term incentive plan, the brand license, and certain temporary infrastructure costs related to the physical separation from Julius Baer will modestly increase the cost/income ratio in 2010 above the 68.0% level of 2009, before returning to lower levels in subsequent years
- Both the traditional asset management business and the PLF business performed strongly in 2009, with AuM increasing by CHF 7.7bn (30%) and CHF 8.2bn (26%) respectively
- 100% of institutional clients formally consented to transition to the new Swiss & Global entity
- Creation of a true independent dedicated asset management business is proving attractive to both employees and clients across Europe

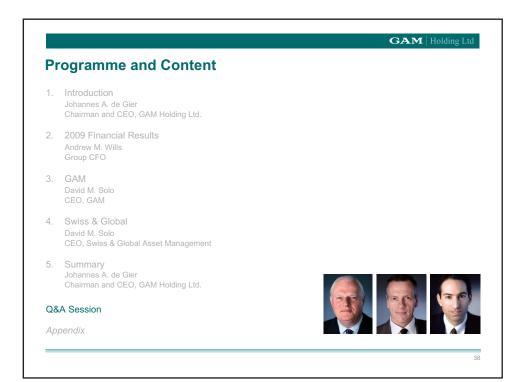
S	GAM Holding Ltd
Br	oad and flexible product footprint
•	Swiss & Global operates under an exclusive world-wide license of the Julius Baer brand for application to traditional fund distribution, with a license fee of ~5% of net management fees on Julius Baer branded funds
•	Business model is fundamentally based upon positioning the extremely well recognised "Julius Baer" brand of funds as a trusted provider of high quality fund products across the European wholesale market using our proven service and distribution model
•	Additionally leveraging established institutional investment track record, particularly in the Swiss and German market places
•	Trend towards transparent, liquid, regulated on-shore products that are provided by independent, recognised branded providers, as opposed to largely disfavoured captive bank asset managers
•	Demonstrated ability to create products in all broad categories of retail client demand, such as the USD1bn+ Julius Baer Physical Gold Fund; now introducing Silver, Palladium & Platinum Funds into the range
•	Swiss & Global is the primary distributor of the highly successful Julius Baer Absolute Return Bond Fund range to the wholesale channel
•	Major initiative to promote Julius Baer equity products as client risk appetite returns, given strong relative performance of equity fund range – a multi-year initiative
•	Exceptionally strong and well established distribution network encompassing more than 1,000 distributors across 35 countries; new expansion into Eastern Europe, particularly Poland

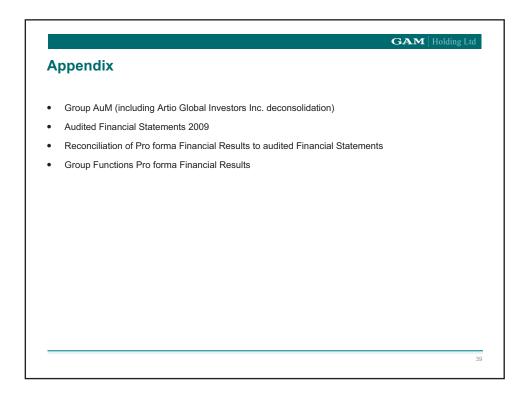


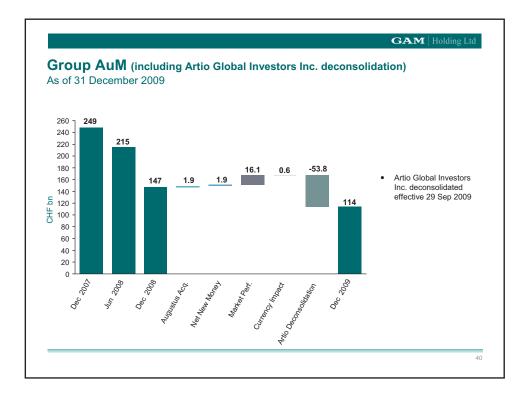
Summary and Targets							
2009 Business Summa	ry						
Profit before taxes of CH	HF 53.2m						
• AuM increases by 28%	to CHF 73.0bn						
Strong net new money f	lows of CHF 7.9bn						
Gross margin at 25.6bps							
Cost/income ratio at 68 ⁶	%						
Targets 2012: unchang	ed						
Gross margin	25 – 28bps						
Cost/income ratio	60 - 65%						
Net new money	8 – 12% of AuM						



	roup Summary
20	09 Business Summary
•	Net profit of CHF 150m
	 Appears modest compared to previous years, but merely underlines the scalability of the Group both in terms of profits and assets under management that can be achieved for relatively small marginal cost, as and when investors' appetite for risk returns
•	EPS of CHF 0.72
•	AuM increases by 15% to CHF 114bn
•	Gross margin at 55.7bps
•	Cost/income ratio at 68%
	The strength of the balance sheet, with tangible assets of CHF 1,223m (including cash of CHF 974m plus the investment in Artio Global Investors Inc. of CHF 463m, which is able to be monetised), will allow the Group to pursue its various growth strategies, both organically and through targeted accretive acquisitions.







(CHF m)	2008	2009	Change 08/09
Fees / Commissions	829.7	508.6	-39%
Net interest income	17.8	6.2	-65%
Income from associates	-	11.3	-
Other	93.9	66.3	-29%
Operating income	941.5	592.5	-37%
Personnel expenses	301.0	239.5	-20%
General expenses	226.8	119.2	-47%
Depreciation of property and equipment	8.8	7.0	-20%
Amortisation and impairment of customer relationships	100.7	649.9	545%
Amortisation and impairment of goodwill and other intangible assets	5.3	765.2	14338%
Operating expenses	642.6	1,780.9	177%
Gain on non-cash dividend paid, net		3,942.9	-
Profit before taxes from continuing operations	298.9	2,754.5	822%
Taxes	68.3	38.2	-44%
Net profit from continuing operations	230.6	2,716.3	1078%
Net profit after tax from discontinued operations	431.0	920.9	114%
Net profit	661.5	3,637.2	450%

GAM | Holding Ltd Reconciliation of Pro forma Financial Results to audited Financial Statements

(CHF m)	2008	2009
Net profit per pro forma financial results	376.6	149.6
Full year of income from associates (Artio Global) included in pro forma financial results	(49.6)	
Actual income from associates (Artio Global) included in the financial statements		11.3
Gain from divestment of Julius Baer Group Ltd.	-	3,942.9
Income and expenses of the pro forma Swiss & Global Asset Management segment included in the companies of Julius Baer Group Ltd deconsolidated in the financial statements of GAM Holding Ltd.	(56.6)	14.4
Amortisation of customer relationships during the year	(100.7)	(100.7)
Reduction in the carrying value of goodwill and customer relationships	-	(1,313.6)
Non recurring other income relating to GAM Holding Ltd.'s ownership of Bank Julius Baer	60.9	44.0
Discontinued operations of Artio Global Investors Inc. and Julius Baer Group Ltd.	431.0	920.9
Net profit per audited financial statements	661.5	3,637.2

	2008	2009	Change 08/09		
(CHF m)	50.5	07.5	= 10/		
Operating income	56.5	27.5	-51%		
Operating expenses Profit before taxes	28.9 27.6	18.2 9.3	-37%		
FIOII Delore laxes	21.0	5.5	-66%		
Number of employees F	FE -	7			

