# **GAM** Holding AG

# HALF-YEAR REPORT 2014



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# **KEY FIGURES**

	H1 2014	H2 2013	H1 2013	CHANGE FROM H2 2013 IN %	CHANGE FROM H1 2013 IN %
GROUP INCOME STATEMENT <sup>1</sup> CHF M					
Operating income	307.4	312.8	357.4	-2	-14
Operating expenses	194.3	205.9	231.2	-6	-16
Underlying profit before taxes	113.1	106.9	126.2	6	-10
Underlying income taxes	20.0	8.4	14.5	138	38
Underlying net profit	93.1	98.5	111.7	-5	-17
IFRS net profit	90.8	82.4	119.0	10	-24
GROUP BALANCE SHEET CHF M					
Net cash	533.0	592.6	466.1	-10	14
Assets	2,261.2	2,329.7	2,240.5	-3	1
Equity	1,873.4	1,919.7	1,842.8	-2	2
Tangible equity <sup>2</sup>	501.3	551.4	472.9	-9	6
RATIOS					
Cost/income ratio	63.2%	65.8%	64.7%	-	-
Return on tangible equity <sup>3</sup>	36.7%	34.6%	46.6%	-	-
CLIENT ASSETS - INVESTMENT MANAC	GEMENT CHF BN				
Assets under management at the end of the period	73.4	69.8	72.1	5	2
Average assets under management <sup>4</sup>	70.6	71.9	74.2	-2	-5
Net new money	1.3	-2.4	-0.2	-	-
Return on assets (bps) <sup>5</sup>	79.5	79.7	88.9	-	-
CLIENT ASSETS - PRIVATE LABELLING C	HF BN				
Assets under management at the end of the period	46.2	44.6	44.5	4	4
Average assets under management <sup>4</sup>	45.8	44.7	44.4	2	3
Net new money	-0.1	-0.7	-0.4	-	-
Return on assets (bps) <sup>5</sup>	9.3	8.3	9.2	-	-

<sup>&</sup>lt;sup>1</sup> The result for H1 2014 has been adjusted to exclude the impairment of investments of CHF 2.3 million. Including this item, the Group's net profit for H1 2014 amounted to CHF 90.8 million, as shown in the Condensed Interim Consolidated Financial Statements.

The result for 2013 has been adjusted to exclude the gain from the sale of our investment in Artio of CHF 13.1 million (H1 2013: CHF 13.1 million, H2 2013: none), the amortisation of customer relationships of CHF 11.6 million (H1 2013: CHF 5.8 million), the impairment of investments of CHF 5.8 million (H1 2013: none, H2 2013: CHF 5.8 million) and office move expenses (net of taxes) of CHF 4.5 million (H1 2013: none, H2 2013: CHF 4.5 million). Including those items, the Group's net profit for 2013 amounted to CHF 201.4 million (H1 2013: CHF 119.0 million, H2 2013: CHF 82.4 million), as shown in the Condensed Interim Consolidated Financial Statements.

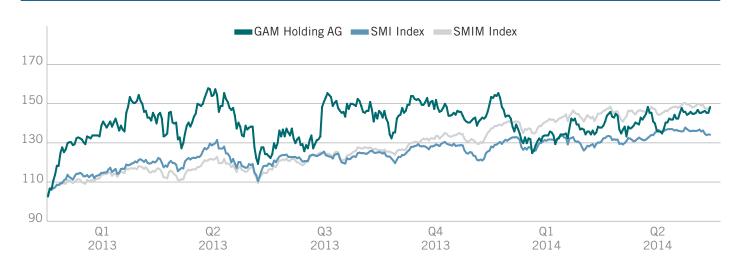
 $<sup>^{\</sup>rm 2}\,$  Equity excluding non-controlling interests, goodwill and other intangible assets.

 $<sup>^{3}</sup>$  Underlying net profit excluding non-controlling interests (annualised) / tangible equity at the end of the period.

<sup>&</sup>lt;sup>4</sup> Average calculated with seven month-end values (December to June for H1 2014 and H1 2013, June to December for H2 2013).

<sup>&</sup>lt;sup>5</sup> Annualised.

# SHARE PRICE PERFORMANCE (INDEXED)



# LISTING INFORMATION

Swiss securities number

ISIN

Listing

10265962 CH0102659627

SIX Swiss Exchange and a component of the Swiss Market Index Mid (SMIM)

	H1 2014	H2 2013	H1 2013	CHANGE FROM H2 2013 IN %	CHANGE FROM H1 2013 IN %
SHARE INFORMATION CHF					
Basic EPS <sup>1</sup>	0.57	0.59	0.67	-3	-15
Closing price	16.90	17.35	14.50	-3	17
High price	17.60	17.60	17.85	-	-
Low price	14.55	14.30	12.70	-	-
Market capitalisation at the end of the period (CHF m)	2,817	3,006	2,512	-6	12
Weighted average number of shares outstanding	162,296,267	163,065,504	163,700,289	-0	-1
PERSONNEL					
Number of full-time equivalents at the end of the period	1,084	1,072	1,093	1	-1
in Switzerland	343	340	352	1	-3
in the United Kingdom	367	371	380	-1	-3
in the rest of Europe	261	250	250	4	4
in the rest of the world	113	111	111	2	2

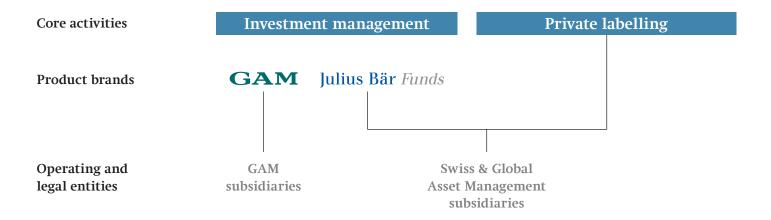
<sup>1</sup> Underlying net profit excluding non-controlling interests / weighted average number of shares outstanding, excluding treasury shares.

# THE GROUP AT A GLANCE

# WHO WE ARE

- An independent, pure-play asset management group, financially strong and with a highly diversified business mix, focused on active investing
- Listed on the SIX Swiss Exchange since October 2009 (following the separation from the former Julius Baer Group)
- Investment strategies for institutions, intermediaries and private clients complemented by private labelling services for third-parties
- Manages investment strategies under two leading product brands: Julius Baer Funds (distributed by Swiss & Global Asset Management) and GAM
- Operates investment centres in London, Zurich, Lugano, New York and Hong Kong
- Headquartered in Switzerland, with over 1,000 staff in 11 countries and a global distribution reach

# GAM HOLDING AG



# JOINT LETTER FROM THE CHAIRMAN AND CEO

# DEAR READER

The results we are presenting for the first half of 2014 mark an important achievement for our firm – clearly demonstrating that our efforts to create a platform for sustainable growth are paying off.

Net new money inflows across our investment management capabilities, robust profitability and a solid balance sheet combine to create a healthy and strongly positioned Group with all the requirements in place to continue to grow well into the future.

When we started our journey as a stand-alone asset management group we were confronted with plenty of internal and external challenges, many of which called for a fundamental transformation of our business. We are very pleased that we have successfully addressed most of these challenges without disruptions, and with this have paved the way for profitable growth. We have built an institutional franchise and a distribution network of third-party financial intermediaries that accounts for 89% of the assets in our investment management business - overcoming our historical reliance on private clients and the captive channels of our previous owners. We have also significantly diversified and expanded our in-house investment capabilities. With now well over 80% of our assets managed by in-house professionals encouraged to deviate from benchmarks and pursue their own views, we have substantially enhanced our profile as a distinctive active investment management house.

While all of our distribution strength was built organically, we have approached the transformation of our product offering from two sides. On the one hand, we have made targeted acquisitions which have been instrumental in bolstering our investment capabilities. These have been undertaken with great care and always with the clear objective of adding proven and complementary skills in areas of upcoming investor demand. It is a strategy which continues to pay off. After the acquisition of fixed income boutique Augustus Asset Management in 2009 and non-directional equity expert Arkos in 2012, in June 2014 we added Singleterry Mansley Asset Management, a team specialised in US mortgage and asset-backed

securities. We are very pleased to have them on board. Not only does the transaction contribute CHF 361 million to the CHF 1.3 billion in net new money we are reporting. It also means that our global client base will gain access to one of the largest segments in the fixed income market, and to an investment team with an outstanding 12-year track record in this asset class. Based on the success of the other acquisitions mentioned above – the assets acquired with Augustus and Arkos have grown by 70% since they became part of our Group – we are confident that Singleterry Mansley will become a significant contributor going forward.

The second side of our approach to transforming the firm has been to foster our internal product pipeline. Here too, after the period needed to build a meaningful track record of outperformance, we have been successful. Today, assets under management attributable to organic product development make up about one-third of our total, more than twice the assets we gained through our acquisitions.

Looking at net inflows in investment management in the first half of 2014 in more detail confirms that the diversification and transformation of our capabilities was the right step. A strong contribution came from our specialised fixed income strategies such as products investing in cat bonds, investment grade credit and European asset-backed securities. Our largest strategy, the absolute return/unconstrained bond strategy, continued to experience robust inflows from institutions, although these were offset by the tailend of the outflows from the intermediaries channel during the first quarter, following last year's flat investment performance.

Other absolute return single manager strategies achieved ongoing strong net new money inflows, particularly non-directional equity products. Flows into directional equity funds also remained robust, reflecting investor demand for active strategies with differentiated performance. Solid institutional mandate wins for our innovative alternative risk premia approach launched in 2013 for customised mandates were offset by outflows from our more traditional fund of hedge funds strategies due to their recent soft absolute performance. The risk-rated model portfolios we offer to independent financial advisers in the UK, on the other hand, continued to grow thanks to increasing net new money inflows. As anticipated, these inflows for the first time more than offset the redemptions from the portfolios we manage for the private clients of our previous owners. Overall, these developments make us confident that we are well on track to meet our mid-term target of growing assets under management in investment management at an annualised rate of 5 to 10%.

The private labelling business, where we generate approximately 6% of the Group's revenues by providing fund administration and other outsourcing services to third parties, saw its assets under management grow by 4%. While we were able to win a number of important new mandates for Swiss-domiciled funds, net new money results were negatively affected by outflows experienced by our private label partners, mainly in money market funds.

For the Group as a whole, we report a net profit according to IFRS of CHF 90.8 million for the first half of 2014, of which CHF 89.8 million is attributable to our shareholders. This result includes a write-down of CHF 2.3 million of our minority stake in QFS, a US-based alternative asset manager which is in the process of being wound down. Excluding this non-cash charge, underlying net profit for the first half of 2014 was CHF 93.1 million. While this is a solid six-month result, it did not match those in the previous year (down 5% from the second half of 2013, down 17% from the first half). This is mainly due to the unusually low tax rate

we recorded in 2013. On a pre-tax basis, underlying profitability declined 10% from the first half of 2013 and actually improved by 6% from the second half of 2013, showing the importance of a flexible cost base which allows us to reduce expenses when income declines.

Our revenues are directly tied to the level of assets we manage and the investment returns of strategies eligible for performance fees - both factors can, over the short term, cause certain natural fluctuations in our results. In the first half of 2014, for instance, net management fees and commissions were negatively affected by a decline in average assets under management in investment management due to adverse currency effects and net new money outflows in the previous year. Performance fees were robust – up from the second half of 2013, but down from the record level we achieved in the first half of 2013, reflecting softer performance in macro/managed futures and non-directional equity strategies. Reduced variable compensation – which is closely aligned to business and investment performance and constitutes a substantial portion of personnel expenses – as well as on-going cost discipline allowed us to keep expense levels under control. We have also been successful in realising the savings we targeted when we introduced our new integrated structure in early 2013. As a result of all of these efforts, our cost/income ratio for the first half of 2014 was 63.2%, well within our medium-term target range of 60 to 65%. This shows that our business offers an attractive operating leverage and that we continue to run it efficiently.

As announced earlier this year, in April 2014 we launched a new share buy-back programme. The programme is complementary to our dividend payments and allows us to return capital to our shareholders in a flexible way. The combination of dividend payments and share repurchases will ensure that, each year, our shareholders receive the maximum amount that is prudently justifiable – while our dividend payments remain predictable and sustainable.

We are well-positioned to continue our current practice of returning excess capital to our shareholders. This is first and foremost because our business is capable of generating strong cash flows and requires little capital to grow. Furthermore, we have a balance sheet that is very strong and highly liquid, we have no financial debt and – at CHF 501.3 million – our tangible equity is well above regulatory minimums.

While we have achieved a great deal we are very much aware that this is no time to become complacent. Rising geopolitical tensions, the prospects of monetary tightening and the unwinding of Quantitative Easing – all of these factors create the need for proven active management to navigate the increasingly volatile markets ahead. Timing, as usual, will be key, and hard to predict. Informed views, selective positioning, experienced risk management and nimble decision-making will be decisive in protecting capital and identifying return opportunities. These are precisely the areas in which we want to distinguish ourselves – regardless of whether our clients choose to invest in emerging markets, equities or global fixed income.

With a broad set of active investment capabilities in place, supported by strong investment track records and an effective global distribution platform, our focus now lies on promoting our capabilities more actively through enhanced sales and marketing activities in order to raise the awareness of our unique investment skills with the leading asset allocators globally. As always, we remain strongly focused on our ability to earn the trust of clients and investors day after day. We know that our commitment to act in their best interest has brought us to where we are now, and will help us to accelerate our growth efforts in the years to come.

Johannes A. de Gier Chairman David M. Solo Group CEO

Zurich, 12 August 2014

# H1 2014 RESULTS OVERVIEW

## GROUP KEY PERFORMANCE INDICATORS

- Basic earnings per share at CHF 0.57. Well-positioned to achieve our ambition of sustainable growth, thanks to improved earnings capacity from growing assets under management and operating leverage
- Cost/income ratio at 63.2%, with the improvement over 2013
  reflecting cost flexibility and a reduction in our cost base driven
  by the integrated functional structure introduced in early 2013
- Net cash of CHF 533.0 million, reduced from year-end 2013 by the dividend payment to our shareholders for the 2013 financial year and share repurchases; partially offset by the strong cash generated from our business activities
- Tangible equity of CHF 501.3 million, well above regulatory requirements

# **OUR MID-TERM FINANCIAL TARGETS**

- Our overarching objective is to grow profitability in a sustainable fashion, measured by growth in basic earnings per share
- By constantly improving efficiency and operating leverage, we aim to achieve a cost/income ratio of 60–65%
- We target an annualised net new money growth rate of
  - 5-10% in investment management and
  - 5% in private labelling

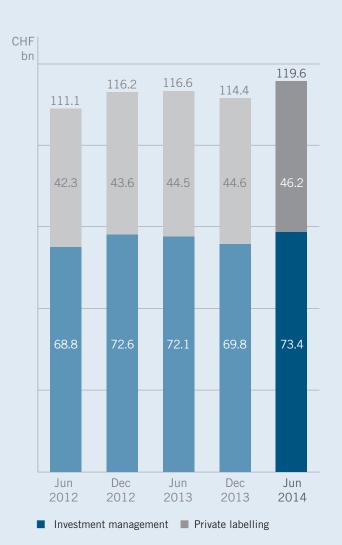
# GROUP PERFORMANCE H1 2014 VS H2 2013

- Underlying profit before taxes of CHF 113.1 million, up 6% from H2 2013, driven by stronger performance fees and cost discipline
- Underlying net profit of CHF 93.1 million, down 5% from H2 2013, reflecting a more normalised tax rate
- Net profit according to IFRS of CHF 90.8 million (CHF 82.4 million in H2 2013) reflects non-cash write-down of minority stake in QFS (CHF 2.3 million), a US alternative asset manager (not included in underlying results)

# GROUP PERFORMANCE H1 2014 VS H1 2013

- Underlying profit before taxes of CHF 113.1 million, 10% lower than in H1 2013, as cost reductions compensated for a large part of the decline from an all-time high in net fee and commission income
- Underlying net profit of CHF 93.1 million, down 17% from H1 2013, reflecting a more normalised tax rate
- Net profit according to IFRS declined by 24% reflecting the non-recurring gain from the sale of the minority stake in Artio in H1 2013 (not included in underlying results)

# ASSETS UNDER MANAGEMENT



# **INVESTMENT MANAGEMENT**

- Net fee and commission income at CHF 280.8 million, down 2% from H2 2013, despite an increase in performance fees by 17%, due to a slight decline in average assets under management
- Return on assets at 79.5 basis points, only slightly lower than in H2 2013, reflecting resilient product margins
- Period-end assets under management of CHF 73.4 billion, up CHF 3.6 billion from year-end 2013, driven by net new money inflows and positive market performance
- Net new money inflows of CHF 1.3 billion, driven by strong contributions across product range. Include CHF 361 million acquired from Singleterry Mansley in June 2014
- Improving momentum of net new money growth during H1 2014 confirms that we are well on track to achieve targeted growth rate of 5–10% over the medium term

# PRIVATE LABELLING

- Net fee and commission income at CHF 21.4 million, up 15% from H2 2013, and return on assets slightly higher at 9.3 basis points
- Period-end assets under management of CHF 46.2 billion, up CHF 1.6 billion from year-end 2013, driven by positive impact from market performance
- Net new money outflows of CHF 0.1 billion, as new mandate wins for Swiss-domiciled funds were offset by the loss of an offshore mandate and outflows experienced by our clients
- Achieving the targeted net new money growth rate of 5% (annualised) will depend on ultimate outcome of European fund regulation and flows from and into our clients' funds

# **GROUP PERFORMANCE REVIEW**

# GROUP FINANCIAL RESULTS

### H1 2014 VS H2 2013

Operating income for the first half of 2014 totalled CHF 307.4 million. It was down 2% compared to the second half of 2013 as net management fees and commissions fell from CHF 275.2 million to CHF 267.3 million. This contraction resulted from a reduction in our average assets under management for the period. While assets under management in investment management as at 30 June 2014 were well above year-end levels, the average asset base in this business trailed the prior periods due to outflows experienced in the second half of 2013 and negative currency effects. The resulting reduction in net management fees and commissions, however, was largely offset by a rise in performance fees, which climbed 17% from CHF 29.8 million to CHF 34.9 million. This was driven by

improved contributions from a number of equity and fixed income strategies, particularly from the absolute return/unconstrained bond strategy whose annual performance fee is booked at the end of June.

Other operating income – which includes the impact of foreign exchange movements as well as recurring fund-related fees and service charges – was CHF 5.2 million, compared to CHF 7.8 million in the second half of 2013.

Operating expenses were 6% lower at CHF 194.3 million. Personnel expenses amounted to CHF 141.1 million and were down 3%. Costs for salaries were lower, despite the addition of personnel in the first half of 2014 (12 full-time equivalents) helped by cost savings from our flatter organisation structure and reduced severance payments. Variable contractual payments to personnel entitled to receive a formula bonus were reduced proportionally with net management fees and commissions. The impact of the

# GROUP INCOME STATEMENT<sup>1</sup>

	H1 2014	H2 2013	H1 2013	CHANGE FROM	CHANGE FROM
	CHF M	CHF M	CHF M	H2 2013 IN %	H1 2013 IN %
Net management fees and commissions	267.3	275.2	278.9	-3	-4
Net performance fees	34.9	29.8	70.9	17	-51
Net fee and commission income	302.2	305.0	349.8	-1	-14
Other operating income	5.2	7.8	7.6	-33	-32
Operating income	307.4	312.8	357.4	-2	-14
Personnel expenses	141.1	145.8	175.5	-3	-20
General expenses	49.7	56.2	52.5	-12	-5
Depreciation and amortisation	3.5	3.9	3.2	-10	9
Operating expenses	194.3	205.9	231.2	-6	-16
Underlying profit before taxes	113.1	106.9	126.2	6	-10
Underlying income taxes	20.0	8.4	14.5	138	38
Underlying net profit	93.1	98.5	111.7	-5	-17

<sup>&</sup>lt;sup>1</sup> The result for H1 2014 has been adjusted to exclude the impairment of investments of CHF 2.3 million. Including this item, the Group's net profit for H1 2014 amounted to CHF 90.8 million, as shown in the Condensed Interim Consolidated Financial Statements.

The result for 2013 has been adjusted to exclude the gain from the sale of our investment in Artio of CHF 13.1 million (H1 2013: CHF 13.1 million, H2 2013: none), the amortisation of customer relationships of CHF 11.6 million (H1 2013: CHF 5.8 million), the impairment of investments of CHF 5.8 million (H1 2013: none, H2 2013: CHF 5.8 million) and office move expenses (net of taxes) of CHF 4.5 million (H1 2013: none, H2 2013: CHF 4.5 million). Including those items, the Group's net profit for 2013 amounted to CHF 201.4 million (H1 2013: CHF 119.0 million, H2 2013: CHF 82.4 million), as shown in the Condensed Interim Consolidated Financial Statements.

amortisation of share-based compensation plans according to IFRS 2, at CHF 2.1 million, was largely unchanged. A small decline in our share price in the first half of 2014 resulted in a credit of CHF 0.6 million related to the social security expenses on these plans, compared to a charge of CHF 3.3 million in the second half of 2013.

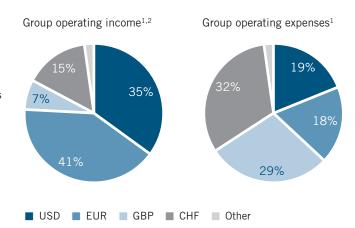
General expenses decreased by 12%, or CHF 6.5 million, to CHF 49.7 million, with reductions in most cost categories as well as a non-recurring credit of CHF 2.1 million relating to prior years.

Compared to the second half of 2013, the Group's **cost/income ratio** improved from 65.8% to 63.2% and was in line with the range of 60–65% we aim to achieve over the medium term. The improvement during the first half of 2014 reflects the strict control and flexibility of our cost base combined with resilient overall net fee and commission income.

Our **underlying profit before taxes** for the first half of 2014 improved by 6% compared to the second half of 2013, reflecting our ability to adjust our costs in line with revenue fluctuations.

Tax expenses for the period amounted to CHF 20.0 million, up from the exceptionally low CHF 8.4 million recorded in the second half of 2013 when we experienced local tax deductions for the 2009 long-term incentive plan (LTIP) and the reversal of tax accruals reflecting the settlement of open tax issues. Excluding these effects, last year's tax rate would have been only slightly below the 17.7% recorded in the first half of 2014.

# APPROXIMATE REVENUE & COST ANALYSIS: BY CURRENCY, H1 2014



- <sup>1</sup> Composition evolves over time, based on evolving fund performance.
- <sup>2</sup> Based on base currency of underlying funds.

# RECONCILIATION OF UNDERLYING TO IFRS NET PROFIT

	H1 2014	H2 2013	H1 2013
	CHF M	CHF M	CHF M
Underlying net profit	93.1	98.5	111.7
Gain from sale of investment in Artio	-	-	13.1
Amortisation of customer relationships	-	-5.8	-5.8
Impairment of investments <sup>1</sup>	-2.3	-5.8	-
Zurich/London office move expenses <sup>2</sup>	-	-4.5	-
IFRS net profit	90.8	82.4	119.0

<sup>&</sup>lt;sup>1</sup> Reduction of the carrying value of the investment in QFS.

<sup>&</sup>lt;sup>2</sup> Pre-tax expenses for office moves of CHF 4.7 million.

With the return to a more normalised tax rate, the Group's underlying net profit declined from the second half of 2013 by 5% to CHF 93.1 million.

Basic earnings per share for the first half of 2014, calculated on the basis of underlying net profit, were CHF 0.57, only slightly lower than the CHF 0.59 achieved in the second half of 2013. Return on tangible equity, calculated on the same basis, rose to 36.7% from 34.6%, reflecting a decline in tangible equity following the dividend payment made in the second quarter of 2014 for the 2013 financial year.

Net profit according to IFRS was up 10% from the second half of 2013 at CHF 90.8 million, of which CHF 1.0 million was attributable to non-controlling interests (resulting from our acquisition of a majority stake in Arkos) and CHF 89.8 million to the shareholders of GAM Holding AG. Net profit according to IFRS includes a non-cash charge of CHF 2.3 million for the partial write-down of the value of our minority stake in QFS, a US-based alternative asset manager. This item is excluded from underlying net profit.

# HOW WE REPORT OUR RESULTS

To give our investors transparency on the value drivers of our business we provide **key performance indicators** (KPIs) for the Group as a whole and additional **business metrics** covering our two distinct core activities: first, the management and distribution of investment strategies under our own brands; and second, the development and operation of outsourcing services on behalf of third parties. As these activities – investment management and private labelling – have fundamentally different value propositions and economics, we discuss business developments and metrics along these two areas individually.

At the Group level, our disclosure consists in a consolidated income statement and balance sheet reported in accordance with International Financial Reporting Standards (IFRS). The discussion and analysis of our financial results focuses on our **underlying net profit**, which excludes certain items from the IFRS result. The adjustments are related to specific non-recurring events or non-cash charges that are indicative neither of the underlying performance of our business nor of its future growth potential.

analysing our results and managing the Group. Where applicable, the Group's KPIs are also disclosed and discussed on this basis.

The underlying net profit also reflects our internal approach to

We release interim management statements for the first and third quarter, with updates on assets under management. The full set of our financial results including audited Consolidated Financial Statements is provided annually, where we discuss the developments in the year in review by comparing them with the prior twelve months. The half-year report which includes a performance review and unaudited Condensed Interim Consolidated Financial Statements aims to give an update on the developments during the first six months of the year. Developments in assets under management and balance sheet items are discussed in comparison to the end of the prior financial year, while movements in the income statement and profits are analysed in comparison to the previous six-month period (second half of the prior year) as well as year-on-year (compared to the first half of the prior year).

### Group key performance indicators (KPIs)

- Basic earnings per share
- Cost/income ratio
- Net cash
- Tangible equity

### Investment management business metrics

- Net fee and commission income
- Return on assets
- AuM (broken down by product type, client segment and manager/distributor)
- Net new money

### Private labelling business metrics

- Net fee and commission income
- Return on assets
- AuM (broken down by fund domicile and asset class)
- Net new money

## H1 2014 VS H1 2013

Compared to the first half of 2013, **operating income** was 14% lower. Net management fees and commissions fell by 4% following a decline of 5% in the average level of assets under management in our investment management business due to negative currency impacts and net new money outflows in the second half of 2013 and the first quarter of 2014. Performance fees declined by 51% from the strong levels recorded in the first six months of 2013, reflecting the natural degree of fluctuation in the short-term investment returns from products eligible for performance fees. The annual performance fees generated from our absolute return/ unconstrained bond strategy as well as a number of equity strategies and emerging market products were higher than in the previous year, while the contribution from macro/managed futures strategies and certain non-directional equity funds was significantly softer.

Other operating income – which includes the impact of foreign exchange movements as well as recurring fund-related fees and service charges – declined by CHF 2.4 million from the CHF 7.6 million reported in the first half of 2013.

Operating expenses declined by 16% from the level recorded in the first six months of 2013, with personnel expenses falling by 20% or CHF 34.4 million. Costs for salaries declined, reflecting a reduction in headcount from 30 June 2013 (9 full-time equivalents) and lower severance payments. Formula bonuses decreased as a result of the fall in net fee and commission income. Accruals for discretionary bonuses were also reduced compared to those made for the first half of 2013, in line with financial performance. The impact of the amortisation of share-based compensation according to IFRS 2 rose from CHF 0.4 million to CHF 2.1 million, reflecting the grants of GAM Holding AG shares made to the Board of Directors as part of their compensation and the amortisation of the deferred share-based compensation plan for the Group Management Board and key position holders. The IFRS 2 amortisation costs were more than offset by a swing in social security expenses on these plans due to fluctuations in our share price, resulting in a credit of CHF 0.6 million in the first half of 2014, compared to a charge of CHF 9.0 million in the same period a year earlier related mainly to the 2009 LTIP.

General expenses decreased by 5% or CHF 2.8 million, including a non-recurring credit of CHF 2.1 million recognised in the first half of 2014 but relating to prior years.

Compared to the first half of 2013, the Group's **cost/income ratio** improved from 64.7% to 63.2%, demonstrating how the flexibility in our cost base allows us to absorb the short-term volatility of our revenues.

The underlying profit before taxes declined by 10% from the first half of 2013, as the reduction in operating expenses compensated for a large part of the decline from last year's all-time high in net fee and commission income.

The Group's **tax rate** increased to 17.7% in the first half of 2014 from 11.5% in the same period a year earlier when we recorded substantial tax deductions reflecting the local taxation of the 2009 LTIP. Accordingly, **underlying net profit** declined by 17% from the record CHF 111.7 million achieved in the first half of 2013. **Basic earnings per share** fell by CHF 0.10 from CHF 0.67 as the drop in net profits was only partly offset by the reduction in the number of shares outstanding through our buy-back activity, which – compared to 2013 – slowed considerably. **Return on tangible equity** was 9.9 percentage points lower than last year's 46.6%, reflecting an increase in tangible equity combined with lower net profits.

Net profit according to IFRS declined by 24% compared to the first half of 2013, when we recorded a non-recurring gain of CHF 13.1 million from the sale of our minority stake in Artio.

# GROUP BALANCE SHEET

	30.06.2014	31.12.2013	30.06.2013	CHANGE FROM	CHANGE FROM
	CHF M	CHF M		31.12.2013 IN %	
Cash and cash equivalents	533.0	592.6	466.1	-10	14
Trade and other receivables	45.8	64.9	46.6	-29	-2
Accrued income and prepaid expenses	143.6	125.9	160.2	14	-10
Financial investments	104.5	74.7	85.8	40	22
Assets held for sale	10.8	52.3	55.6	-79	-81
Current assets	837.7	910.4	814.3	-8	3
Investments in associates	0.8	3.1	9.5	-74	-92
Goodwill and other intangible assets	1,370.7	1,363.4	1,368.0	1	0
Other non-current assets	52.0	52.8	48.7	-2	7
Non-current assets	1,423.5	1,419.3	1,426.2	0	-0
Assets	2,261.2	2,329.7	2,240.5	-3	1
Trade and other payables	36.4	19.1	31.4	91	16
Accrued expenses and deferred income	203.4	251.6	226.3	-19	-10
Other current liabilities	33.1	38.5	46.9	-14	-29
Current liabilities	272.9	309.2	304.6	-12	-10
Pension liabilities	81.6	69.2	66.2	18	23
Other non-current liabilities	33.3	31.6	26.9	5	24
Non-current liabilities	114.9	100.8	93.1	14	23
Liabilities	387.8	410.0	397.7	-5	-2
Share capital	8.3	8.7	8.7	-5	-5
Treasury shares	-62.5	-145.5	-137.9	-57	-55
Other equity components	1,927.6	2,056.5	1,972.0	-6	-2
Equity	1,873.4	1,919.7	1,842.8	-2	2
Liabilities and equity	2,261.2	2,329.7	2,240.5	-3	1
Tangible equity <sup>1</sup>	501.3	551.4	472.9	-9	6

 $<sup>^{\</sup>scriptsize 1}\,$  Equity excluding non-controlling interests, goodwill and other intangible assets.

## **GROUP BALANCE SHEET**

**Total assets** for the Group as at 30 June 2014 were CHF 2,261.2 million, including CHF 1,370.7 million relating to goodwill and other intangible assets.

Cash and cash equivalents at the end of June 2014 amounted to CHF 533.0 million, compared to CHF 592.6 million at year-end 2013. The decline reflects the dividend payment to our shareholders for the 2013 financial year (CHF 105.5 million) and, to a lesser extent, the repurchase of our own shares for cancellation (CHF 22.7 million), partly offset by the strong cash flow generation of our business activities.

**Financial investments**, representing mainly seed capital investments, rose to CHF 104.5 million during the first half of 2014, from CHF 74.7 million at year-end 2013, reflecting the reclassification of positions from **assets held for sale**, where we record the seed capital investments deemed to be under our control according to IFRS 10.

Investments in associates, at CHF 0.8 million as at 30 June 2014, represent the remaining minority stake in QFS, a US-based alternative asset manager, which we acquired in the first quarter of 2013. The value of the position was written down by CHF 5.8 million in the second half of 2013 and by CHF 2.3 million in the first half of 2014, reflecting the difficulties of QFS's fundamentals-driven, quantitative macro strategies in the current low-interest environment. Both write-downs resulted in non-cash charges which affected IFRS net profit but were excluded from our underlying net profit.

## CAPITAL MANAGEMENT

As our business activities generally do not consume high amounts of capital but generate strong levels of cash, we are committed to deploying our capital in a disciplined way so as to maximise shareholder value over the long term while retaining our balance sheet strength. Excess capital is returned to our shareholders primarily through dividend payments and complemented by the buy-back of our own shares. This approach gives us flexibility in managing our capital returns while ensuring our dividend payments remain sustainable, reliable and hence predictable for our shareholders.

## TANGIBLE EQUITY

Total equity as at 30 June 2014 amounted to CHF 1,873.4 million. Excluding non-controlling interests, goodwill and other intangible assets, our **tangible equity** stood at CHF 501.3 million, compared to CHF 551.4 million as at 31 December 2013. This decrease was driven by the dividend payment for the 2013 financial year and, to a lesser extent, our share buy-back activity in the first half of 2014. It was partly offset by the net profit generated during the reporting period.

# RECENT CORPORATE ACTIONS

After receiving shareholder approval at the AGM on 15 April 2014, we paid an annual dividend for the 2013 financial year of CHF 0.65 per share, resulting in a total payment to shareholders of CHF 105.5 million. The distribution was made from contributed capital reserves and was exempt from Swiss withholding tax of 35% as well as from income tax for private investors who are resident in Switzerland.

At the same AGM, our shareholders approved the cancellation of a total of 6,567,929 shares repurchased under the now expired share buy-back programme 2011–2014. These shares were cancelled on 25 June 2014, contributing to a decline in our treasury shares holding from 10.3 million at year-end 2013 to 4.4 million as at 30 June 2014.

#### TREASURY SHARES

IFRS requires a company that holds its own shares for trading or non-trading purposes to record those shares as treasury shares and deduct them from shareholders' equity.

On 30 June 2014, our holding of 4.4 million of our own shares was equivalent to 2.6% of shares in issue. Of these shares, 2.9 million were bought back over the regular trading line at the SIX Swiss Exchange (first trading line) and held to cover share-based compensation plans. The position decreased during the first half of 2014 by 0.9 million shares, following the exercise and net settlement of options awarded under the 2009 LTIP and the share grants made to members of the Board of Directors as part of their annual compensation. The remaining 1.5 million shares were bought back during the first half of 2014 over a second trading line at the SIX Swiss Exchange: 1,227,000 shares as part of our former buyback programme 2011–2014, which expired in April 2014, and 230,000 shares as part of our current programme (details on this programme can be found below). These shares are earmarked for cancellation.

#### **CURRENT SHARE BUY-BACK PROGRAMME 2014–2017**

As announced at the presentation of our 2013 full-year results in March 2014, we have launched a new share buy-back programme with the purpose of capital reduction. The new programme started on 28 April 2014, following the expiration of its predecessor, and allows for the repurchase of up to 16.7 million shares over a period of a maximum of three years. The share buy-backs are executed over a second trading line at the SIX Swiss Exchange, where GAM Holding AG acts as sole buyer, and are funded from the Group's substantial cash flows.

Over the course of the first half of 2014 we bought back 230,000 shares under this programme, at an average price of CHF 16.07, representing a total value of CHF 3.7 million.

# TREASURY SHARES

	30.06.2014	31.12.2013
Shares issued	166,661,731	173,229,660
Treasury shares held as a hedge for share-based compensation plans	-2,914,362	-3,778,079
Treasury shares bought back for cancellation (2011–2014 programme)	-1,227,000	-6,567,929
Treasury shares bought back for cancellation (2014–2017 programme)	-230,000	-
Shares outstanding	162,290,369	162,883,652

# INVESTMENT MANAGEMENT

- Comprises all investment strategies, mandates and funds managed and distributed across the Group, for our institutional, wholesale and private clients
- Covers both product brands GAM and Julius Baer Funds

## **BUSINESS UPDATE**

# ACQUISITION OF SINGLETERRY MANSLEY ASSET MANAGEMENT

In June 2014 we acquired Singleterry Mansley Asset Management, a US-based specialist in mortgage and asset-backed securities, further expanding our leading alternative and specialist fixed income franchise. The transaction was structured as an asset purchase, meaning that all of the company's assets under management (CHF 361 million), its principals Gary Singleterry and Tom Mansley and their team, as well as all client relationships were transferred to GAM. The team will continue to be based in the US, moving to the Group's New York office.

Singleterry Mansley has been managing mandates for institutions for 12 years and has built an exceptionally strong track record of absolute and relative outperformance through a number of different market, interest rate and credit cycles. Its offshore fund will be distributed under the GAM brand and, in addition, in July we launched a new dedicated GAM-branded UCITS fund based on the same unlevered strategy the team has been managing since 2002. Working alongside GAM's fixed income team, Singleterry Mansley will also add a sought-after skillset to our unconstrained/absolute return bond strategy (see sidebar on page 18 for more information), bringing the number of investment professionals supporting the strategy to 21.

# JULIUS BAER SMART EQUITY ETFS – FIRST ACTIVELY MANAGED ETFS TO BE LISTED ON THE SWISS STOCK EXCHANGE

At the end of March 2014 we were the first provider to list actively managed equity ETFs on the SIX Swiss Exchange. The Julius Baer-branded Smart Equity ETF range was launched in 2012 with a listing on the Deutsche Börse in Frankfurt, making us one of the pioneers in giving European investors access to this innovative investment vehicle, and one of the few so far to enter this promising but still very young market segment.

The products capitalise on our proven 20-year track record in systematic stock picking, combining this expertise with the advantages of exchange-traded products. As ETFs they offer investors the real-time pricing, transparency and liquidity they seek, while keeping the potential for outperformance intact and eliminating some of the obvious weaknesses of purely passive index replication.

# CREATION OF A GROUP-WIDE INVESTMENT TEAM FOR GLOBAL EMERGING MARKET EQUITIES

At the end of May we created a Group-wide investment team for our Global Emerging Market Equities strategies. The team comprises six fund managers working in London and Zurich who are responsible for strategies distributed under both the GAM and Julius Baer brand.

# INVESTMENT PERFORMANCE BY PRODUCT BRAND<sup>1</sup>

					ALTERNATIVE
% OF AUM IN FUNDS OUTPERFORMING		ABSOLUTE		FIXED	INVESTMENTS
THEIR BENCHMARK OVER THREE YEARS	TOTAL	RETURN	EQUITIES	INCOME	SOLUTIONS
GAM	86%	94%	67%	100%	100%
Julius Baer Funds	80%	100%	48%	64%	n/a
Total funds	82%	98%	61%	72%	100%

<sup>&</sup>lt;sup>1</sup> Excludes mandates, segregated accounts and Julius Baer-branded multi-asset funds.

# UNCONSTRAINED / ABSOLUTE RETURN FIXED INCOME STRATEGY CELEBRATES ITS 10-YEAR ANNIVERSARY

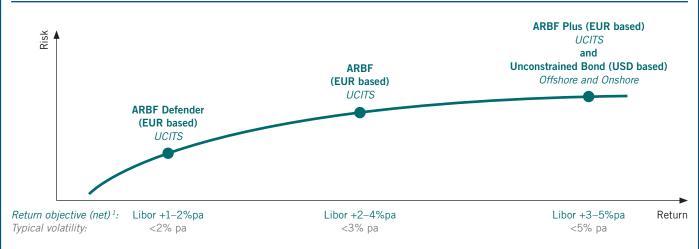
Our absolute return fixed income strategy was one of the first and most successful of its kind. Launched in May 2004, the strategy has delivered a return of 35% since inception (as at 30 June 2014, euro share class), thus successfully weathering one of the most turbulent 10-year periods in global financial markets.

The strategy invests in a broad range of bond markets around the world, taking positions at all levels of the capital structure as well as in certain derivatives, applying directional and relative value trades. It uses diversified sources of return, such as rates, investment grade and high-yield credit, convertible bonds, foreign exchange and mortgage-backed securities. We have steadily developed the strategy and today offer three variants – under both the GAM and Julius Baer brand – that cover the different needs of investors in terms of target return and risk tolerance. The strategy can be accessed through funds or customised mandates. With more than CHF 15 billion in assets under management, it is one of the largest strategies in its class and is supported by 21 investment professionals.

The team managing the strategy, based in London and New York, joined GAM with the acquisition of Augustus Asset Managers Ltd. in May 2009. The company had been formed in 2007 as the result of a management buy-out from the former Julius Baer Group. GAM acquired Augustus at a time when investor interest in specialised fixed income investments was experiencing a strong recovery in the aftermath of the 2008 financial crisis. With the exception of a few selective additions, the team has remained unchanged and continues to be headed by Tim Haywood, the former CEO of Augustus.

Due to the persistently low-interest rate environment in which investors face the prospect of extremely low – or even negative – real yields, the relevance of unconstrained bond strategies that can generate reliable returns across market cycles is higher than ever. The investor base for our product over the last five years has expanded considerably and today it is held by over 350 distribution partners and institutional investors, including pension funds, banks, insurers and wealth managers in over 30 countries.

# ABSOLUTE RETURN/UNCONSTRAINED BOND STRATEGY: OUR FAMILY OF FUNDS



<sup>1</sup> Allocations and objectives refer to the named investment strategy. There is no guarantee that targets will be achieved. Return targets are quoted net of institutional fees. Funds do not have the security of capital that is characteristic of a bank deposit.

Source: GAM

This move allows us to pool our expertise in an asset class, which is likely to attract substantial allocations from our clients in the years to come. It provides full coverage of all emerging and frontier economies around the globe, including Eastern Europe, Latin America, Africa, China and other Asian countries. The diversity of risks and opportunities in these equity markets plays to the strengths of active investing but requires an in-depth knowledge of this vast and complex investment universe. A larger team which combines investment experience across industries in several emerging economies, as well as diverse backgrounds and language skills, will increase our credibility and effectiveness in advising our clients.

#### **EXPANDING OUR PRESENCE IN ASIA PACIFIC**

Asia Pacific has been an important market for our Group in the past and it is one where we aim to grow substantially in the years ahead. Our key markets in this area so far include Hong Kong, Taiwan, Korea and Singapore, but we are planning to increase our coverage in the ASEAN countries as well as in China. In China – a difficult market to enter, and one in which it can take years to build up relationships leading to meaningful investments – we were able to place a number of our strategies on the distribution lists of a number of banks. Both our GAM and Julius Baer brands enjoy a very high reputation in these markets and, paired with a compelling offering, we are confident in our ability to grow in the region in the years to come. Overall, we see increasing investor appetite for focused regional strategies with compelling track records such as our GAM-branded China strategy (one of the most successful in its class) as well as our Japan, US or European strategies.

In order to support our efforts to grow our presence in Asia, in August 2014 we opened an office in Singapore. Initially occupied by a small number of personnel, the office will provide a base for business activity in one of the major financial hubs of the influential ASEAN region. This additional location increases the Group's global presence to 11 countries.

# PERFORMANCE H1 2014

#### REVENUES AND RETURN ON ASSETS

For the first half of 2014 the **return on assets** in investment management was 79.5 basis points. This was only slightly below the 79.7 basis points recorded in the second half of 2013, as average assets under management and total net fee and commission income both declined by 2%. **Net management fees and commissions** declined by 4%, reflecting the drop in average asset levels, after the outflows and negative currency impact experienced in 2013 coupled with a small shift in the asset mix from higher-margin absolute return to fixed income assets. **Performance fees**, on the other hand, rose by 17%, fuelled by stronger contributions from a number of equity and fixed income strategies, particularly from the absolute return/unconstrained bond strategy whose annual performance fees are booked at the end of June.

Compared to the first half of 2013, return on assets fell by 9.4 basis points. While average assets under management were 5% lower, revenues declined by 15%. Net management fees and commissions dropped 5%, reflecting a decline in the average asset base, with product margins remaining resilient. Performance fees, however, were down 51% from the strong first half of 2013, reflecting the natural degree of fluctuation in the short-term investment returns from our products eligible for performance fees. While annual fees from the absolute return/unconstrained bond strategy and revenues from a number of equity strategies and emerging market products rose substantially year-on-year, the contribution from macro/managed futures strategies and non-directional equity funds was substantially softer.

# ASSETS UNDER MANAGEMENT AND NET NEW MONEY

Assets under management for the investment management activities as at 30 June 2014 amounted to CHF 73.4 billion. They rose by CHF 3.6 billion from 31 December 2013, driven by positive market performance (CHF 2.5 billion) and net new money inflows (CHF 1.3 billion). The impact of currency movements was negative, at CHF 0.2 billion. Assets in our investment management activities, reported in Swiss francs but largely denominated in other

# **INVESTMENT MANAGEMENT: KEY FIGURES**

	H1 2014	H2 2013	H1 2013	CHANGE FROM	CHANGE FROM
				H2 2013 IN %	H1 2013 IN %
Net management fees and commissions (CHF m)	245.9	256.6	258.6	-4	-5
Net performance fees (CHF m)	34.9	29.8	70.9	17	-51
Net fee and commission income (CHF m)	280.8	286.4	329.5	-2	-15
Period-end AuM (CHF bn)	73.4	69.8	72.1	5	2
Average AuM (CHF bn)	70.6	71.9	74.2	-2	-5
Net new money (CHF bn)	1.3	-2.4	-0.2	-	-
Return on assets (bps) <sup>1</sup>	79.5	79.7	88.9	-	-

<sup>&</sup>lt;sup>1</sup> Annualised.

currencies, were affected by the somewhat weakening US dollar and euro. This was more than offset by buoyant equity markets and the slight recovery in the gold price since the beginning of the year.

For the first six months of 2014 we achieved **net new money** inflows of CHF 1.3 billion. The result, which includes assets of CHF 361 million acquired in June 2014 from Singleterry Mansley Asset Management, was fuelled by strong inflows from across our existing franchise, a convincing return towards normalised growth levels after the disappointing CHF 2.4 billion of outflows posted in the second half of 2013. Relative to assets under management at the beginning of the year, this represents an annualised growth rate of 3.8% compared to our mid-term target of 5–10%.

A strong contribution came from specialist **fixed income** strategies, in particular the GAM-branded credit opportunities and cat bond strategies as well as the Julius Baer-branded European asset-backed securities strategy. Flows into most emerging market fixed income funds improved markedly and turned positive in the second quarter, most notably for our bond strategy in local emerging market currencies which is distributed under the Julius Baer brand. Over the whole of the first half of 2014 net outflows for the strategy were significantly lower than in the second half of last year.

Our absolute return/unconstrained bond fund continued to experience strong inflows from institutional investors, but these were offset by the tail-end of outflows from the intermediaries channel in the first quarter of 2014 after the strategy's flat performance in 2013. Following the positive absolute returns produced by the strategy so far in 2014 – well within its stated targets and outpacing several of its peers in the sector – net new money flows from the intermediaries channel in fact turned positive in the second quarter of this year.

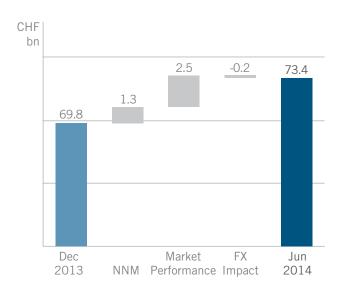
Other absolute return single manager strategies achieved on-going strong net new money inflows. In particular GAM's non-directional equity strategies and the Julius Baer-branded long/short equity strategy were in high demand, while macro/managed futures strategies experienced small outflows given soft recent performance.

Net new money inflows into directional **equity** products remained robust across the range. They continued to rise for our Julius Baer-branded strategies, led by our long-established Japan and the strongly performing European value strategy. Other important contributors were GAM's outstanding 30-year-old global and North American equity strategies as well as the technology strategy.

Redemptions from our physical gold ETF led to another period of net outflows from our **commodities** range, although we started to see an improvement in the net flows of the gold fund following the stabilisation of the gold price over the first half of 2014.

# **INVESTMENT MANAGEMENT:**

# AUM DEVELOPMENT



Solid institutional wins for our innovative alternative risk premia approach launched in 2013 for customised mandates by our alternative investments solutions team were offset by outflows from more traditional fund of hedge funds strategies, due to their recent soft absolute performance.

After the protracted decline experienced over the past six years, assets under management in our **discretionary and advisory portfolios** grew compared to year-end. This was achieved thanks to growing inflows into the risk-rated model portfolios offered as part of GAM's discretionary fund management service, more than offsetting the outflows from the portfolios we manage for the private clients of our previous owners UBS and Julius Baer. The institutional multi-asset capabilities reported net inflows from Continental European and Swiss institutions, demonstrating that our strategy of focusing on clients seeking higher-performing active solutions is proving successful.

# AUM BREAKDOWNS

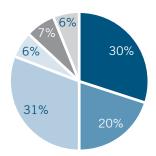
Our assets under management breakdowns are designed to provide transparency on the breadth of our business and the level of cooperation across the entities in our Group:

Breakdown by product type highlights the asset classes and investment solutions we offer. Equity includes only directional strategies. Fixed income encompasses specialised strategies – such as cat bonds and emerging markets – which represent around half of the assets, traditional strategies and a small proportion of money market funds. Absolute return single manager covers our alternative strategies across all asset classes. Commodities are dominated by our Julius Baer-branded ETF range investing in physical metals. Alternative investments solutions (previously labelled multi-manager) covers primarily portfolios of hedge fund strategies, which we increasingly offer in the form of customised solutions. Discretionary & advisory portfolios represents assets managed for private clients or their advisers, with most of these assets reinvested in our own funds and counted in other product categories as appropriate.

**Breakdown by client segment** shows the clients we serve – mainly wholesale intermediaries and institutions. The category *private clients* represents the share of assets held in *discretionary & advisory portfolios* which is reinvested in our own funds.

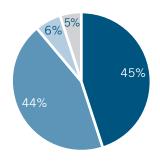
Breakdown by manager/distributor shows the two different roles our entities fulfil – as an investment manager and as a distribution channel to our different client segments. The breakdown discloses the assets managed and distributed within a single entity versus those managed by GAM investment teams and distributed (under the Julius Baer brand) by the sales force of Swiss & Global Asset Management.

# AUM BY PRODUCT TYPE : CHF 73.4 BN : AS AT 30 JUNE 2014



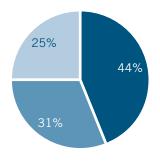
	30.06.2014	31.12.2013	30.06.2013
■ Fixed income	30%	29%	32%
Equity	20%	20%	16%
Absolute return single manager	31%	32%	32%
Commodities	6%	6%	7%
■ Alternative investments solutions	7%	7%	7%
■ Discretionary & advisory portfolios	6%	6%	6%

# AUM BY CLIENT SEGMENT : CHF 73.4 BN : AS AT 30 JUNE 2014



	30.06.2014	31.12.2013	30.06.2013
■ Intermediaries	45%	46%	47%
Institutional clients	44%	43%	42%
■ Discretionary & advisory portfolios	6%	6%	6%
Private clients	5%	5%	5%

# AUM BY MANAGER/DISTRIBUTOR : CHF 73.4 BN : AS AT 30 JUNE 2014



3	30.06.2014	31.12.2013	30.06.2013
■ GAM	44%	43%	39%
Swiss & Global Asset Management	31%	30%	30%
■ GAM managed, S&G AM distributed	25%	27%	31%

# PRIVATE LABELLING

- Includes outsourcing and private labelling solutions for third parties such as fund administration and management company services
- These services are provided by Swiss & Global Asset Management, and contribute around 6% to the Group's revenues

### **BUSINESS UPDATE**

# SWISS & GLOBAL ASSET MANAGEMENT OBTAINS AIFM STATUS

Our Luxembourg fund management company is now authorised as an Alternative Investment Fund Manager (AIFM) by the Luxembourg regulator CSSF. The Alternative Investment Fund Managers Directive (AIFMD) targets fund managers that are not subject to the UCITS directive, such as hedge funds or private equity funds, and includes structural rules as well as disclosure and transparency requirements. As an AIFM we are now able to expand our Luxembourg-based management company services to third parties wanting to market liquid alternative strategies in the context of Luxembourg Part II and Specialised Investment Funds (SIF) structures. Part II and SIF funds can offer a broad range of alternative investment techniques and assets, giving their managers a large amount flexibility, with SIF funds being reserved for sophisticated, well-informed investors.

# PERFORMANCE H1 2014

#### **REVENUES AND RETURN ON ASSETS**

**Return on assets** in private labelling was 9.3 basis points for the first half of 2014, improving from the level of the second half of 2013 (8.3 basis points) and in line with what we reported a year ago (9.2 basis points).

Average assets under management grew by 2% compared to the second half of 2013, while **net management fees and commissions** rose by 15%, as margins from new mandates were higher than from business we lost.

## ASSETS UNDER MANAGEMENT AND NET NEW MONEY

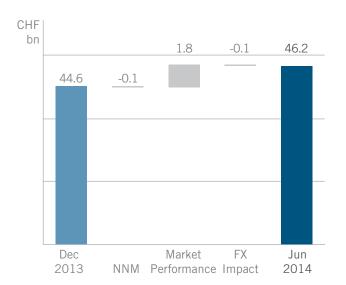
Assets under management in private labelling were CHF 46.2 billion as at 30 June 2014, up from CHF 44.6 billion at year-end 2013, driven by positive market performance of CHF 1.8 billion. As some two-thirds of the assets from private labelling clients are denominated in Swiss francs the negative impact from currency movements was small (CHF 0.1 billion).

## PRIVATE LABELLING: KEY FIGURES

	H1 2014	H2 2013	H1 2013	CHANGE FROM	CHANGE FROM
				H2 2013 IN %	H1 2013 IN %
Net management fees and commissions (CHF m)	21.4	18.6	20.3	15	5
Net performance fees (CHF m)	-	-	-	-	-
Net fee and commission income (CHF m)	21.4	18.6	20.3	15	5
Period-end AuM (CHF bn)	46.2	44.6	44.5	4	4
Average AuM (CHF bn)	45.8	44.7	44.4	2	3
Net new money (CHF bn)	-0.1	-0.7	-0.4	-	-
Return on assets (basis points) <sup>1</sup>	9.3	8.3	9.2	-	-

<sup>&</sup>lt;sup>1</sup> Annualised.

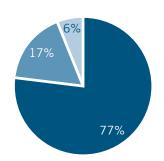
# PRIVATE LABELLING: AUM DEVELOPMENT



For the first six months of 2014 the private labelling business reported **net new money** outflows of CHF 0.1 billion, compared to net outflows of CHF 0.7 billion in the second half of 2013. Launches of Swiss-domiciled funds for new partners were partly offset by the closure of an offshore mandate and by net redemptions experienced by our clients, particularly in money market funds.

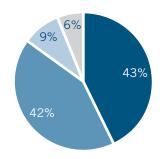
Given that we are not prepared to lower our risk and compliance standards when underwriting new business, our ability to achieve our targeted annualised growth rate of 5% of assets under management over the medium-term will largely depend on two factors: on the one hand, the finalisation of European fund regulation and our ability to capitalise on the changes; on the other hand, the flows into our clients' funds. As this business activity represents a small part of the Group's overall revenues and profits, we are comfortable with maintaining our pricing discipline and focus on profitability and attractive, specialised mandates. We will therefore not pursue simple growth in assets under management at the expense of low margins or by entering into unattractive partnerships.

# AUM BY FUND DOMICILE: CHF 46.2 BN: AS AT 30 JUNE 2014



	30.06.2014	31.12.2013	30.06.2013
Switzerland	77%	78%	77%
Luxembourg	17%	15%	15%
Other	6%	7%	8%

# AUM BY ASSET CLASS : CHF 46.2 BN : AS AT 30 JUNE 2014



	30.06.2014	31.12.2013	30.06.2013
Fixed income	43%	42%	45%
Equity	42%	41%	38%
■ Money market	9%	11%	11%
Alternative	6%	6%	6%

# **AUM BREAKDOWNS**

As part of our disclosure, we provide breakdowns on the domicile and the asset classes of the funds we set up and operate for our private labelling partners.

# CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

(UNAUDITED)

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# CONDENSED CONSOLIDATED INCOME STATEMENT

	H1 2014	H2 2013	H1 2013	CHANGE FROM	CHANGE FROM
	CHF M	CHF M	CHF M	H2 2013 IN %	H1 2013 IN %
Fee and commission income	491.0	511.9	517.4	-4	-5
Distribution, fee and commission expenses	-223.7	-236.7	-238.5	-5	-6
Net management fees and commissions	267.3	275.2	278.9	-3	-4
Net performance fees	34.9	29.8	70.9	17	-51
Net fee and commission income	302.2	305.0	349.8	-1	-14
Other operating income	5.2	7.8	20.7	-33	-75
Operating income	307.4	312.8	370.5	-2	-17
Personnel expenses	141.1	145.8	175.5	-3	-20
General expenses	49.7	57.7	52.5	-14	-6
Depreciation and amortisation	3.5	9.8	9.0	-64	-61
Impairments	2.3	8.9	-	-74	
Operating expenses	196.6	222.2	237.0	-12	-17
Profit before taxes	110.8	90.6	133.5	22	-17
Income taxes	20.0	8.2	14.5	144	38
Net profit	90.8	82.4	119.0	10	-24
Net profit attributable to:					
- the shareholders of the Company	89.8	79.3	117.5	13	-24
- non-controlling interests	1.0	3.1	1.5	-68	-33
	90.8	82.4	119.0	10	-24
Earnings per share					
Basic earnings per share	0.55	0.49	0.72	12	-24
Diluted earnings per share	0.55	0.48	0.70	15	-2:

# CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	H1 2014	H2 2013	H1 2013	CHANGE FROM	CHANGE FROM
	CHF M	CHF M	CHF M	H2 2013 IN %	H1 2013 IN %
Net profit	90.8	82.4	119.0	10	-24
Remeasurements of defined benefit pension plans	-8.2	-1.6	1.6	-	-
Items that will not be reclassified subsequently to the income statement, net of taxes	-8.2	-1.6	1.6	-	
Net gains/(losses) on financial assets available-for-sale	1.5	1.5	15.2	-	-
Net (gains)/losses on financial assets available-for-sale reclassified to the income statement	0.1	-2.7	-14.2	-	-
Translation differences	1.5	0.2	-2.1	-	
Items that may be reclassified subsequently to the					
income statement, net of taxes	3.1	-1.0	-1.1	-	-
Other comprehensive income, net of taxes	-5.1	-2.6	0.5	-	-
Total comprehensive income	85.7	79.8	119.5	7	-28
Total comprehensive income attributable to:					
- the shareholders of the Company	84.7	76.7	118.0	10	-28
- non-controlling interests	1.0	3.1	1.5	-68	-33
	85.7	79.8	119.5	7	-28

# CONDENSED CONSOLIDATED BALANCE SHEET

	30.06.2014	31.12.2013	CHANGE
	CHF M	CHF M	IN %
Cash and cash equivalents	533.0	592.6	-10
Trade and other receivables	45.8	64.9	-29
Accrued income and prepaid expenses	143.6	125.9	14
Financial investments	104.5	74.7	40
Assets held for sale	10.8	52.3	-79
Current assets	837.7	910.4	-8
Financial investments and other financial assets	2.2	2.5	-12
Investments in associates	0.8	3.1	-74
Deferred tax assets	31.2	30.4	3
Property and equipment	18.6	19.9	-7
Goodwill and other intangible assets	1,370.7	1,363.4	1
Non-current assets	1,423.5	1,419.3	0
Assets	2,261.2	2,329.7	-3

# CONDENSED CONSOLIDATED BALANCE SHEET (CONTINUED)

	<b>30.06.2014</b> CHF M	31.12.2013 CHF M	CHANGE IN %
Trade and other payables	36.4	19.1	91
Other financial liabilities	1.4	0.4	250
Accrued expenses and deferred income	203.4	251.6	-19
Current tax liabilities	30.6	28.2	9
Provisions	0.6	1.5	-60
Liabilities held for sale	0.5	8.4	-94
Current liabilities	272.9	309.2	-12
Financial liabilities	29.5	28.5	4
Provisions	3.8	3.1	23
Pension liabilities	81.6	69.2	18
Non-current liabilities	114.9	100.8	14
Liabilities	387.8	410.0	-5
Share capital	8.3	8.7	-5
Capital reserves	1,323.0	1,537.4	-14
Retained earnings	685.3	599.4	14
Other components of equity	-82.2	-85.3	-4
Treasury shares	-62.5	-145.5	-57
Equity attributable to the shareholders of the Company	1,871.9	1,914.7	-2
Non-controlling interests	1.5	5.0	-70
Equity	1,873.4	1,919.7	-2
Liabilities and equity	2,261.2	2,329.7	-3

# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	SHARE CAPITAL	CAPITAL RESERVES	
	CHF M	CHF M	
Balance at 1 January 2013	9.2	1,736.0	
Net profit	-	-	
Remeasurements of defined benefit pension plans	-	-	
Net gains/(losses) on financial assets available-for-sale	-	-	
Net (gains)/losses on financial assets available-for-sale reclassified to the income statement	-	-	
Translation differences	-	-	
Other comprehensive income, net of taxes	-	-	
Total comprehensive income	-	-	
Dividends paid to shareholders of the Company	-	-81.8	
Capital reduction	-0.5	-116.8	
Share-based payment transactions	-	-	
Acquisitions of own shares and derivatives on own shares	-	-	
Disposals of own shares and derivatives on own shares	-	-	
Balance at 30 June 2013	8.7	1,537.4	
Net profit	-	-	
Remeasurements of defined benefit pension plans	-	-	
Net gains/(losses) on financial assets available-for-sale	-	-	
Net (gains)/losses on financial assets available-for-sale reclassified to the income statement	-	-	
Translation differences	-	-	
Other comprehensive income, net of taxes	-	-	
Total comprehensive income	-	-	
Share-based payment transactions	-	-	
Acquisitions of own shares and derivatives on own shares	-	-	
Disposals of own shares and derivatives on own shares	-	-	
Balance at 31 December 2013	8.7	1,537.4	
Net profit	-	-	
Remeasurements of defined benefit pension plans	-	_	
Net gains/(losses) on financial assets available-for-sale	-	-	
Net (gains)/losses on financial assets available-for-sale reclassified to the income statement	-	_	
Translation differences	-	_	
Other comprehensive income, net of taxes	-	-	
Total comprehensive income	-	-	
Dividends paid	-	-105.5	
Capital reduction	-0.4	-108.9	
Share-based payment transactions	-	-	
Acquisitions of own shares and derivatives on own shares	-	-	
Disposals of own shares and derivatives on own shares	-	-	
Balance at 30 June 2014	8.3	1,323.0	

				S OF EQUITY	OTHER COMPONENT	
EQUITY	NON- CONTROLLING INTERESTS	EQUITY ATTRIBUTABLE TO THE SHAREHOLDERS OF THE COMPANY	TREASURY SHARES	FOREIGN CURRENCY TRANSLATION RESERVE	FINANCIAL ASSETS AVAILABLE- FOR-SALE, NET OF TAXES	RETAINED EARNINGS
CHF M	CHF M	CHF M	CHF M	CHF M	CHF M	CHF M
1,902.8	2.0	1,900.8	-241.9	-85.0	1.8	480.7
119.0	1.5	117.5	-	-	-	117.5
1.6	-	1.6	-	-	-	1.6
15.2	-	15.2	-	-	15.2	-
-14.2	-	-14.2	-	-	-14.2	-
-2.1	-	-2.1	-	-2.1	-	-
0.5	-	0.5	-	-2.1	1.0	1.6
119.5	1.5	118.0	-	-2.1	1.0	119.1
-83.4	-1.6	-81.8	-	-	-	-
	-	-	141.2	-	-	-23.9
4.6	-	4.6	-	-	-	4.6
-100.7	-	-100.7	-100.7	-	-	-
-	-	-	63.5	-	-	-63.5
1,842.8	1.9	1,840.9	-137.9	-87.1	2.8	517.0
82.4	3.1	79.3	-	-	-	79.3
-1.6	-	-1.6	-	-	-	-1.6
1.5	-	1.5	-	-	1.5	-
-2.7	-	-2.7	-	-	-2.7	-
0.2	-	0.2	-	0.2	-	-
-2.6	-	-2.6	-	0.2	-1.2	-1.6
79.8	3.1	76.7	-	0.2	-1.2	77.7
5.7	-	5.7	-	-	-	5.7
-8.6	-	-8.6	-8.6	-	-	-
	-	-	1.0	-	-	-1.0
1,919.7	5.0	1,914.7	-145.5	-86.9	1.6	599.4
90.8	1.0	89.8	-	-	-	89.8
-8.2	-	-8.2	-	_	_	-8.2
1.5	_	1.5	_	_	1.5	_
0.1	_	0.1	-	_	0.1	_
1.5	-	1.5	-	1.5	-	-
-5.1	-	-5.1	-	1.5	1.6	-8.2
85.7	1.0	84.7	-	1.5	1.6	81.6
-110.0	-4.5	-105.5	-	-	-	-
	_	-	93.6	_	_	15.7
0.7	-	0.7	-	_	-	0.7
-22.7	_	-22.7	-22.7	-	_	
	_	-	12.1	-	_	-12.1
1,873.4	1.5	1,871.9	-62.5	-85.4	3.2	685.3

# CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

	<b>H1 2014</b> CHF M	H2 2013 CHF M	H1 2013 CHF M
Cash and cash equivalents at the beginning of the period	592.6	466.1	504.0
Cash flow from operating activities	74.3	141.1	159.9
Cash flow from investing activities	-4.2	-7.2	-11.1
Cash flow from financing activities	-132.7	-8.6	-184.1
Effects of exchange rate changes on cash and cash equivalents	3.0	1.2	-2.6
Cash and cash equivalents at the end of the period	533.0	592.6	466.1

Cash flow from financing activities includes the following:

Cash flow from financing activities	-132.7	-8.6	-184.1
Purchase of treasury shares	-22.7	-8.6	-100.7
Dividends paid to non-controlling interests	-4.5	-	-1.6
Dividends paid to shareholders of the Company	-105.5	-	-81.8
	<b>H1 2014</b> CHF M	H2 2013 CHF M	H1 2013 CHF M

# NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

## 1. GENERAL INFORMATION

GAM Holding AG (the Company) is a Swiss corporation domiciled in Zurich and listed on the SIX Swiss Exchange. The Condensed Interim Consolidated Financial Statements as at and for the six months ended 30 June 2014 comprise those of GAM Holding AG and all its subsidiaries (together referred to as the Group) including structured entities under control and the Group's investments in associates.

# 2. BASIS OF PREPARATION

These unaudited Condensed Interim Consolidated Financial Statements were prepared in accordance with IAS 34 *Interim Financial Reporting*. They do not include all the information required for full annual financial statements and should be read in conjunction with the Consolidated Financial Statements as at and for the year ended 31 December 2013, which were prepared in accordance with International Financial Reporting Standards (IFRS).

Except as otherwise indicated in these Condensed Interim Consolidated Financial Statements, all financial information is presented in millions of Swiss francs.

The following exchange rates were used for the major currencies:

	EX	PERIOD-END EXCHANGE RATES			GE EXCHANGE R THE PERIOD
	30.06.2014	31.12.2013	H1 2014	H2 2013	H1 2013
USD/CHF	0.8868	0.8894	0.8885	0.9107	0.9376
EUR/CHF	1.2142	1.2255	1.2184	1.2290	1.2284
GBP/CHF	1.5163	1.4730	1.4899	1.4539	1.4389

# 3. SIGNIFICANT ACCOUNTING POLICIES

These Condensed Interim Consolidated Financial Statements of the Group were prepared on the basis of accounting policies and valuation principles consistent with those used in the Consolidated Financial Statements of the Group as at 31 December 2013.

## 4. NOTES TO SELECTED INCOME STATEMENT ITEMS

#### **EARNINGS VOLATILITY**

Management fees are recognised throughout the period and can vary, among other things, due to fluctuations in the levels of assets under management. Performance fees, however, are only recognised if performance hurdles have been achieved at certain defined dates. As a result, our earnings can be volatile and the income generated in the second half of the year may vary from that generated in the first half. Net performance fees in H1 2014 amounted to CHF 34.9 million (H2 2013: CHF 29.8 million, H1 2013: CHF 70.9 million).

#### **INCOME TAXES**

In 2013, the effective tax rate was positively influenced by higher tax deductions relating to our 2009 long-term incentive plan. These tax deductions resulted from an increase in our share price, which increased the share-based payment expenses being tax deductible. In H1 2014, there was no material impact due to the only slight movement in our share price.

### 5. NOTES TO SELECTED BALANCE SHEET ITEMS

#### INVESTMENT IN QFS ASSET MANAGEMENT L.P.

On 6 February 2013, the Group acquired a minority interest in QFS Asset Management L.P., a US-based alternative asset manager. The investment is accounted for using the equity method and is presented as an investment in associates in the consolidated balance sheet. Based on the financial information received an impairment test of the carrying value of the investment in QFS was performed as at 31 December 2013 and 30 June 2014. As a result, an impairment loss of CHF 5.8 million was recognised in H2 2013 and CHF 2.3 million in H1 2014. The company is currently in the process of being liquidated.

#### TAX CHARGED OR CREDITED DIRECTLY TO EQUITY

Tax effects on share-based payments amounted to a tax charge to equity of CHF 1.2 million (H2 2013: tax credit of CHF 3.9 million, H1 2013: tax credit of CHF 4.2 million), effectively decreasing the impact of the share-based payment expenses included in the respective line item within equity (see condensed consolidated statement of changes in equity).

#### TREASURY SHARES

As at 30 June 2014, the Company held 4.4 million treasury shares. This includes 1.5 million treasury shares that relate to shares purchased under the Company's share buy-back programmes. These shares will be put forward for cancellation at the next Annual General Meeting. A further 2.9 million treasury shares were held to meet our obligation to deliver shares for the different share-based payment plans, which are expected to be net equity settled.

## CAPITAL REDUCTION

On 25 June 2014, the Company executed the capital reduction resolved by its shareholders at the Company's Annual General Meeting on 15 April 2014 and cancelled 6,567,929 shares repurchased under its 2011–2014 share buy-back programme. The share capital of the Company now amounts to CHF 8,333,087 (166,661,731 registered shares at a par value of CHF 0.05 per share).

## FINANCIAL INSTRUMENTS – FAIR VALUE DETERMINATION<sup>1</sup>

For financial investments whose prices are quoted in an active market, the fair value is derived directly from the quoted market prices.

For financial instruments for which quoted market prices are not directly available, fair values are estimated using valuation techniques or models based wherever possible on assumptions supported by observable market prices or rates existing at the balance sheet date.

For a small portion of financial instruments, neither quoted market prices nor valuation techniques or models based on observable market prices are available for determining the fair value. In these cases, fair value is estimated indirectly using valuation techniques or models based on reasonable assumptions reflecting market conditions.

These valuation techniques remain unchanged to those disclosed in the Consolidated Financial Statements as at and for the year ended 31 December 2013.

The carrying amount of the financial assets and liabilities, including cash, accruals, trade and other receivables and payables, and other financial assets and liabilities, approximates their fair value.

The table below analyses financial instruments, measured at fair value at the end of the reporting period, by the level in the fair value hierarchy into which the fair value measurement is categorised:

	LEVEL 1 CHF M	LEVEL 2 CHF M	LEVEL 3 CHF M	30.06.2014 TOTAL CHF M
Derivative financial instruments	-	1.1	-	1.1
Financial assets at fair value through profit or loss <sup>2</sup>	55.9	-	-	55.9
Financial assets available-for-sale	37.5	-	12.3	49.8
Financial assets measured at fair value	93.4	1.1	12.3	106.8
Derivative financial instruments	-	1.4	_	1.4
Financial liabilities at fair value through profit or loss <sup>2</sup>	0.5	-	35.5	36.0
Financial liabilities measured at fair value	0.5	1.4	35.5	37.4

		LEVEL 2	LEVEL 3	31.12.2013 <b>TOTAL</b>
	LEVEL 1			
	CHF M	CHF M	CHF M	CHF M
Derivative financial instruments	-	0.7	-	0.7
Financial assets at fair value through profit or loss <sup>2</sup>	65.8	-	-	65.8
Financial assets available-for-sale	36.0	-	13.6	49.6
Financial assets measured at fair value	101.8	0.7	13.6	116.1
Derivative financial instruments	-	0.4	-	0.4
Financial liabilities at fair value through profit or loss <sup>2</sup>	8.4	-	26.2	34.6
Financial liabilities measured at fair value	8.4	0.4	26.2	35.0

<sup>&</sup>lt;sup>1</sup> The Group has not disclosed the fair values for financial instruments such as trade and other receivables and payables, because their carrying amounts are a reasonable approximation of fair values.

<sup>&</sup>lt;sup>2</sup> These categories include the balance sheet line items 'assets held for sale' and 'liabilities held for sale' which contain the controlled funds' direct investments into financial instruments and commodities (all measured at fair value through profit or loss and categorised within level 1 of the fair value hierarchy).

The Group's policy is to recognise transfers into and transfers out of the fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer. There were no transfers between the levels during the period.

The valuation methods used to determine the fair value of level 3 financial instruments are as follows:

- Financial assets available-for-sale are measured based on the latest available financial information applying the adjusted net asset method. In case the Group is aware of other factors impacting the fair value, adjustments are made to best reflect the approximation of fair value.
- Financial liabilities at fair value through profit or loss are measured based on their contractual terms.

As in the prior year, no reasonably possible change in the inputs used in determining the fair value would cause the fair value of level 3 financial instruments to change significantly.

The following table presents the changes in level 3 financial instruments:

		FINANCIAL
	FINANCIAL	LIABILITIES
	ASSETS	AT FAIR VALUE THROUGH PROFIT
	FOR-SALE	OR LOSS
	CHF M	CHF M
Balance at 1 January 2013	14.7	19.5
Additions	0.4	-
Total gains/losses:		
- in profit or loss	0.3	2.2
- in other comprehensive income	0.2	-
Balance at 30 June 2013	15.6	21.7
Additions	0.2	-
Disposals/settlements	-1.2	-
Total gains/losses:		
- in profit or loss	-0.7	4.5
- in other comprehensive income	-0.3	-
Balance at 31 December 2013	13.6	26.2
Additions	-	7.0
Disposals/settlements	-0.9	-
Total gains/losses:		
- in profit or loss	-0.1	2.3
- in other comprehensive income	-0.3	-
Balance at 30 June 2014	12.3	35.5

In H1 2014, net losses of CHF 2.4 million (H1 2013: net losses of CHF 1.9 million) included in profit or loss relate to financial instruments held at the end of the reporting period.

## **6. ADDITIONAL NOTES**

#### 2009 LONG-TERM INCENTIVE PLAN

In the first half of 2014, 3.4 million share options from the 2009 long-term incentive plan were exercised. The number of outstanding options as at 30 June 2014 was 3.6 million (31 December 2013: 7.0 million).

#### SHARE PLAN FOR MEMBERS OF THE BOARD OF DIRECTORS

On 24 April 2014, the members of the Board of Directors were granted the right to receive an aggregate total of 63,290 shares at a fair value of CHF 15.80 per share (closing price on 23 April 2014). These rights will vest and be delivered on the day before the Company's 2015 Annual General Meeting in April 2015, subject to certain conditions being met. Expenses are allocated over the relevant vesting period. In H1 2014, an expense of CHF 0.2 million was recognised.

#### ACQUISITION OF SINGLETERRY MANSLEY ASSET MANAGEMENT

On 20 June 2014, GAM USA Inc. (GAM), a wholly owned subsidiary of GAM Holding AG, acquired the business of Singleterry Mansley Asset Management Company, LLC, a US-based specialist in mortgage and asset-backed securities. The acquisition is legally structured as an asset purchase; however, from an accounting point of view the transaction qualifies as a business combination in the scope of IFRS 3. All of the company's assets under management (CHF 361 million as at the acquisition date) and its client relationships in the form of investment management agreements are transferred to GAM. The contingent portion of the total consideration transferred will be settled over a period of five years.

Details of the consideration transferred are as follows:

	CHF M
Cash consideration	1.4
Contingent consideration	7.0
Fair value of consideration transferred	8.4
Fair value of net assets:	
- Customer relationships acquired	-4.6
- Deferred tax assets	-1.7
Goodwill	2.1

#### EVENTS AFTER THE REPORTING PERIOD

The Board of Directors approved these Condensed Interim Consolidated Financial Statements on 11 August 2014.

### 'FORWARD-LOOKING STATEMENTS'

This Half-Year Report contains statements that constitute 'forward-looking statements', including statements of the future financial performance of the Company, its plans and objectives and their anticipated effect on the Company's future business and development, as well as other projections and statements that are forward-looking or contain subjective assessments, regarding the intent, belief or current expectations of the Company. The Company has tried to identify those forward-looking statements by using words such as 'may', 'will', 'would', 'should', 'expect', 'intend', 'estimate', 'anticipate', 'project', 'believe', 'predict' and similar expressions. Such statements are made on the basis of assumptions, estimates and expectations which, although the Company believes them to be reasonable at this time, may prove to be erroneous or unfounded in the future, as forward-looking statements are subject to risks and uncertainties that could cause the actual development, results and financial position of the Company to differ materially from the information presented herein. These risks and uncertainties facing the Company, which could affect the future accuracy of these forward-looking statements, 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; and changes in the size, capabilities and effectiveness of the Company's competitors. If one of these risks or uncertainties materialises or if underlying assumptions prove to be incorrect, actual outcomes may vary materially from those indicated in the forwardlooking statements. Other than in accordance with the ad-hoc publicity rules of the SIX Swiss Exchange, the Company undertakes no obligation to release publicly any revisions or updates to any forward-looking statements herein to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events or to reflect any change in the Company's expectations.

# **CONTACTS**

# **GAM HOLDING AG**

Hardstrasse 201 8037 Zurich Switzerland

T +41 (0) 58 426 37 00 F +41 (0) 58 426 30 31 gamholding@gam.com

# **INVESTOR RELATIONS**

Patrick Zuppiger Head of Investor Relations

T +41 (0) 58 426 31 36 patrick.zuppiger@gam.com

# **MEDIA RELATIONS**

Larissa Alghisi Rubner Group Head of Communications

T +41 (0) 58 426 62 15 larissa.alghisi@gam.com

# CORPORATE CALENDAR

21 October 2014 Interim management statement Q3 2014

3 March 2015 Annual results 2014

21 April 2015 Interim management statement Q1 2015

30 April 2015 Annual General Meeting

# **FURTHER INFORMATION**

Our website provides further information on GAM Holding AG, including share price data, details of our share buy-back programmes, media releases, historical financial information and an events calendar.

www.gamholding.com

