

Activity
REPORT
2022



ODDO BHF

*Dear clients, dear employees,
dear shareholders, dear business partners,*

2022 cast doubt over the fundamentals of the European economy. Europe is experiencing the return of war and development of an unprecedented energy crisis. For the first time in nearly 40 years, the European economy is facing the combination of high inflation and rising interest rates. Europe must define its place in a new world order disrupted by mounting geopolitical tensions, weakening value chains, and question marks over globalisation. Since 2022, Europe has been experiencing a change of era, which presents a challenge to governments and businesses having to strike the right balance between stability and transformation.

Thanks to your trust and the quality of our partnership, the hard work of our teams and robust growth in France, Germany and Switzerland, we managed to achieve this balance in 2022, and in troubled waters keep our business moving in the right direction.

ODDO BHF has a strong and stable position in Europe. The turnaround since the acquisition of BHF-BANK in 2016 is complete: the group's French and German sides are now comparable in terms of headcount, income and earnings. The group's solvency ratio, which has climbed from 17% to 19.5%, is well above the European average, and our teams were managing assets of over €125 billion at the end of 2022. In recognition of the group's healthy economic and financial standing, the Fitch rating agency upgraded ODDO BHF to BBB+ in 2022.

These encouraging results inspire us to keep investing in the future, especially in IT and cybersecurity. More than 500 members of staff now work on the group's IT teams, reflecting an increase of 25% in the last three years. We are also building on our European ambitions through our Europe Now! transformation plan, which is intended to unify our organisation, simplify our processes, and further the group's goal of investing in new technologies.

The transformation plan will be completed this year: our aim is to be unified as a single bank. This means increasing dialogue between teams, developing shared resources, and harmonising processes to simplify our working methods and reduce the number of applications. Through the

Europe Now! project, our objective is also to achieve the highest levels of stability and security, to seize the best opportunities arising from new technology and artificial intelligence, and use them to help our clients.

Corporate social responsibility is another key issue of our time. Our Foundation in Germany, and our Endowment Fund in France, provided emergency aid to communities affected by the outbreak of war in Ukraine, showing our determination to play a part in the world around us. But this event, which marks the end of an era in Europe, must not divert our attention from the issues that will shape the world of tomorrow: creating a fairer society and protecting the climate. This is why we must develop a range that allows our clients to demonstrate responsibility, and must keep working to limit our group's CO₂ emissions, whether this be through our transport policy and building renovations, or the mobilisation of our teams to help the environment.

With these measures, we want to be fully prepared for the challenges that lie ahead. Results are impressive and we are pleased with the markets' performance since the beginning of the year: businesses are generally coming along well. However, just as we have been thus far, we are being careful with our management of clients' wealth and the group itself.

On behalf of our Executive Committee and all the teams, I hope you enjoy reading this activity report.



PHILIPPE ODDO
General Partner & CEO, ODDO BHF

Philippe Oddo

March 2023

MAKE
every day
AN OPPORTUNITY

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OUR
Group

An entrepreneurial adventure THAT CONTINUOUSLY REAFFIRMS ITSELF OVER THE GENERATIONS

1849

Camille Gautier becomes a stockbroker in Marseille

1854

Frankfurter Bank is founded as the central bank of Frankfurt.

1856

Berliner Handelsgesellschaft (BHG) is founded at the time of the economic upturn in Germany.

1884

Carl Fürstenberg joins BHG. Under his leadership, it becomes one of the leading banks in Germany.

1966

Opening of the high-rise bank tower in Frankfurt am Main designed by Sep Ruf (Bauhaus). It is the highest building in the city at that time.

1970

Merger: BHG and Frankfurter Bank merge to create BHF-BANK. This development attracts significant attention in Germany.

1971

Bernard Oddo founds his own company as a broker. He rapidly introduces a system through which employees can participate in the capital – the foundation of the current partnership program.

1987

Philippe Oddo becomes a partner in 1987 together with his brother Pascal Oddo. They appoint a management team in 1995.

1997-2011

ODDO & Cie grows rapidly and continuously, both internally and externally, acquiring Delahaye Finance, Pinatton, NFMDA, CLSE, Cyril Finance, Banque d'Orsay and Banque Robeco France.

2009

The Oddo Research Institute is founded in Tunis.

2015-2016

Franco-German development: ODDO & Cie acquires Close Brothers Seydler and Meriten Investment Management in 2015 and BHF-BANK in 2016. The aim is to become one of the leading financial services providers in the eurozone.

2017

Transformation: The Group becomes ODDO BHF and appoints a Franco-German management team.

2018

Developments: The brokerage businesses and equity research activities of Natixis in France are transferred to ODDO BHF. Acquisition of ACG Capital (private equity).

2020

Strategic partnerships: ODDO BHF signed a strategic partnership for Equity Brokerage with ABN AMRO in the Netherlands and BBVA in Spain.

Consolidation in Switzerland: ODDO BHF completed the acquisition of the oldest bank in French-speaking Switzerland, Landolt & Cie, which is based in Lausanne and Geneva.

2021

ODDO BHF signed a strategic partnership for equity brokerage with Commerzbank in Germany.

ODDO BHF strengthens its asset management business with the acquisition of Métropole Gestion, a specialist in value management.

2022

ODDO BHF strengthened its private banking activity with the acquisition of 100% of the capital of Quilvest Banque Privée S.A, renamed La Banque Privée Saint-Germain.

Make every day an opportunity

THE VIEWS OF OUR EMPLOYEES



ARTHUR JURUS
Private Wealth Management, Switzerland

"A group that creates opportunities for its clients over the long term and relies on the collaborative and entrepreneurial spirit of its experts."



LORRAINE SERRA
Human Resources, France

"At ODDO BHF we recruit and support the best talents. We build unique, ambitious and challenging career with them."



ALEXIS RENAULT
Asset Management, Germany

"Identifying the best investment opportunities in the High Yield bond portfolios we manage is an exciting daily challenge for our teams."



GU YANXIU
Asset Management, France

"At ODDO BHF we deliver unique expertise and insights, by providing a tailor-made approach to our client."



EVA GRENZEBACH
Private Wealth Management, Germany

"At ODDO BHF, we are attentive competitors and use different options. Our optimism, flexibility and goal orientation are key to seize what's next."



MOKHTAR BENNARI
IT, Tunis

"In the field of information technology, we aim at thinking, creating and then designing sustainable solutions that add value in new technologies, data and digital tools."



ALICE GORGE
Private Wealth Management, France

"Driven by the same values and the same spirit of initiative, we strive every day to identify and offer the best solutions for our clients."



KIM LAST
Corporates & Markets, New York

"At ODDO BHF we maintain a mindset that is focused on growth by being proactive in seeking out and capitalizing on opportunities while building relationships and embracing change in the industry."

Deeply rooted in Europe,
WE AIM TO PROMOTE OUR EXPERTISE
THROUGHOUT THE WORLD

● HEADQUARTERS
● SITES



+ INTERNATIONAL



We are fortunate to have more than **60,000 clients**, institutional investors, companies, distribution partners and large private clients whose financial assets we advise, manage, and invest for a total amount of **128 billion euros**. Our mission is to grow these assets through **our four businesses**.

PRIVATE WEALTH MANAGEMENT

We develop customized investment concepts and solutions for entrepreneurial families and their family offices, high-net-worth individuals and foundations. Our goal is to preserve and grow our clients' wealth, allowing them to pass it on successfully to the next generation.

ASSET MANAGEMENT

Whether listed securities, private assets, or savings products: our global Asset Management offering covers all asset classes and investment solutions for our clients and partners. In each of our three businesses - asset management, private assets and independent financial advisory - we seek to create sustainable value for them, in line with their expectations and investment objectives.

CORPORATES & MARKETS

In all our businesses - equity and fixed income Research & Brokerage, corporate finance, metals trading, international and corporate banking - strong values of independence, excellence and partnership guide us in the way we conduct our businesses. Our presence in Europe and around the world, our market expertise and deep understanding of our clients' needs enable us to seize the best opportunities. Thanks to these assets, our clients view us as a financial partner of choice.

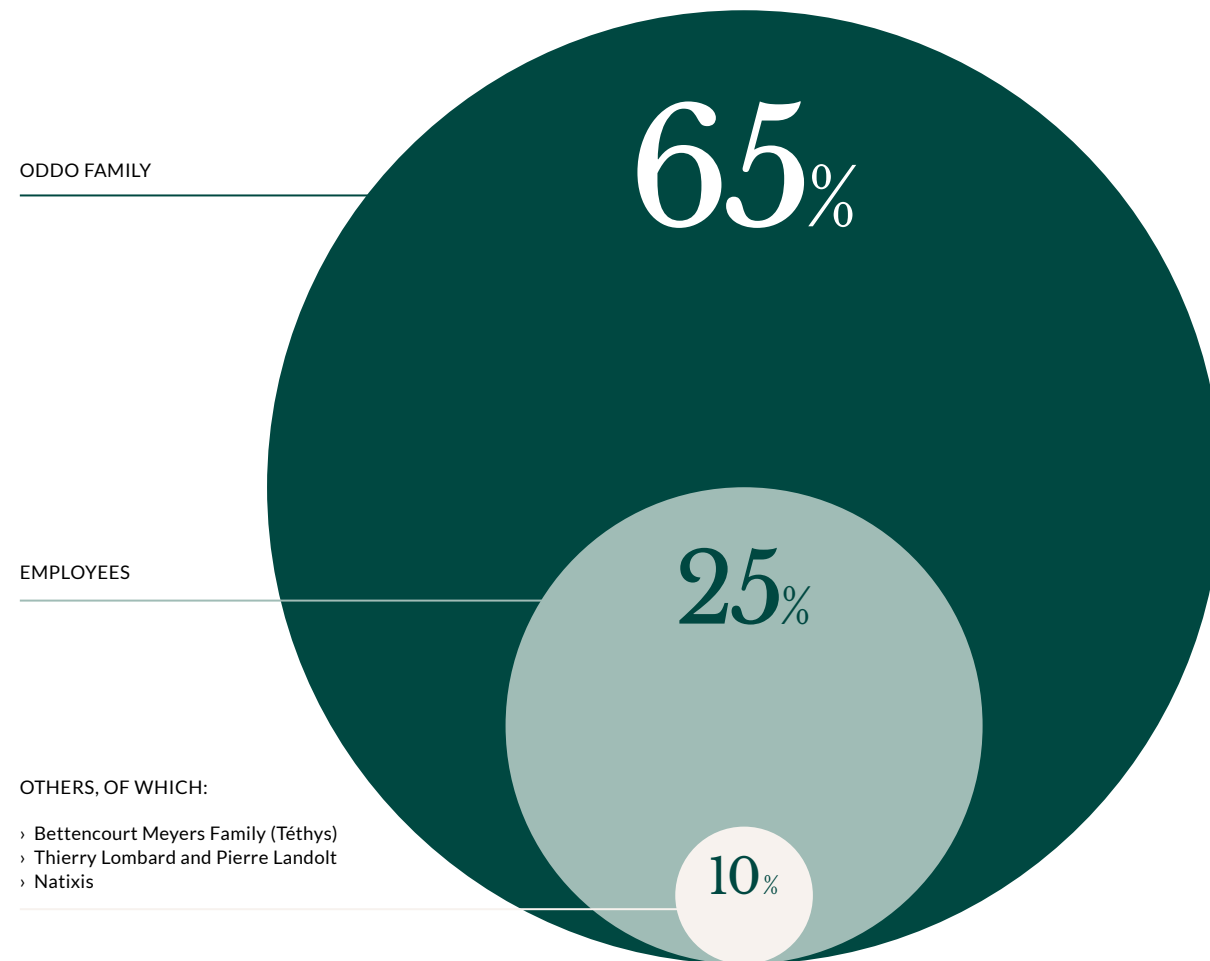
BANKING SERVICES & TECHNOLOGIES

We offer a full range of front-to-back solutions including custody account management for asset managers, as well as administrative, operational and IT outsourcing for private banks and insurance companies. Expertise, commitment, entrepreneurship: these three words sum up the core of our service offering to professionals.

Involving our employees IN THE GROUP'S SUCCESS

We are committed to attracting and retaining talents notably by offering them the opportunity to become shareholders of the Group, alongside the Oddo family. Together, they own 90% of the share capital.

We aim to align our interests and values with those of our clients and partners, as we design responsible solutions for them in line with their aspirations and those of our societies. We wish to promote, together, a world where every day is an opportunity.



AURORE VAN DER WERF
Global Head of Human Resources
& Corporate Social Responsibility

When recruiting candidates, what matters the most to us above all, is their potential. The "Who" before "What" is a key element of our human resources approach.

298

PERMANENT CONTRACTS IN 2022
IN EUROPE IN ALL OUR BUSINESS
WITH A SIGNIFICANT AGE MIX.

Employees are our main asset. We aim to create an environment for them in which they can thrive, find opportunities to grow and feel appreciated. We accompany each of our talents so that they can be actors of their own paths, make an impact and write their unique story within the Group.

For example, our Graduate Programs allow young graduates to evolve in different teams and countries. We encourage all employees to seek mobility opportunities within the Group – to a new country, a new business line or simply a new role.

What our colleagues and new joiners find within ODDO BHF, is a very dynamic spirit fuelled by the ambition to seek solutions and create value for our clients in an ever-changing world. When recruiting candidates to join us, the most important thing for us is their potential. “Who before what” is the key elements of our human resources approach. Beyond skill and experience, we look for committed candidates who want to grow with us and bring a positive can-do mindset, a result-driven spirit, curiosity and a high degree of agility of mind to successfully meet every challenge along the way.

As these are very entrepreneurial qualities, we are happy to make our employees co-entrepreneurs, too. This key element of both our people strategy and corporate culture means that 25% of the Group's capital is held by our employees and 65% by the Oddo family. The resulting mutual commitment and alignment of interests enable us to build and grow together over the long term.

Apart from these cultural cornerstones that unite us as a European Group, we love to have our teams as diverse as possible. We firmly believe that diversity is a performance driver and promote it within the Group. The positive trend and very encouraging results over the last years motivate us to further intensify our efforts and achieve an even more diverse and inclusive workplace.

Transformation

OUR AMBITION: "EUROPE NOW!"

Since 2021, ODDO BHF Group has the ambition to be significantly transformed to strengthen its European presence and simplify its organization within its three main markets. In two years, many significant steps have been taken to implement our "one tool, one team, one process" strategy and be prepared for the future.



BENOÎT CLAVERANNE
Global Chief Transformation and Development Officer

Europe Now! is the way to become an integrated European bank and above all to become an Independent European leader. For this we must be efficient, consolidate our independence, redefine our organization and our processes. We therefore want to become ONE bank!

The ODDO BHF Group is the result of a unique growth history, made up of many successful strategic acquisitions.

Over the years, these acquisitions have led to a more complex management of the different Group entities. Within the *Europe Now!* program, the Group's ambition is to open a new chapter of its history and create the best conditions to become a European leader of the financial sector.

Three pillars of strategic actions have been defined to describe the challenges faced in the context of this transformation program, and the values embodied in this ambition: UNIFY, SIMPLIFY, AMPLIFY.

UNIFY | Becoming ONE bank

We are working towards becoming one bank, with unified governance, under the supervision of a single lead authority.

SIMPLIFY | Our organization and our processes

We want to build a more agile, efficient bank by simplifying our processes and our organization.

AMPLIFY | Our growth

We want to accelerate our investments to scale up the use of data in our Group with the ambition to get the best tools and practice for, above all, client experience but also decision making, risk monitoring and user experience.

Data protection & cyber security

This transformation program, *Europe Now!* is also essential for our future. We have to ensure the privacy of everyone's personal data, especially those of our clients.

The HORUS program illustrates this desire to improve the performance of our information systems through the strengthening of our expertise and processes in the field of data protection and cyber security.

"Europe Now! a new state of mind"

Europe Now! is also a new state of mind to create a positive and human adventure for all our employees and our customers.

Just like the *Bike Now!* initiative, 680 km travelled under our European banner to link Paris to Frankfurt by bike in 4 days. Our endowment fund ODDO BHF Agir pour Demain has committed to donating €1 per km cycled and per participant to Médecins Sans Frontières (MSF) to support their actions. In total, more than €8,000 were donated to the association.

Together, we want to promote a world where every day is an opportunity!



Executive COMMITTEE

PHILIPPE ODDO
General Partner & CEO

NICOLAS CHAPUT
Global CEO, Asset Management & Private Assets

GRÉGOIRE CHARBIT
Global CEO,
Commodities, International & Corporate Banking
and Asset Servicing

BENOÎT CLAVERANNE
Global Chief Transformation
& Development Officer

JOACHIM HÄGER
Global CEO, Private Wealth Management

AGATHE SCHITTLY
Global Chief Marketing
& Sustainability Officer

CHRISTOPHE TADIÉ
Global CEO, Corporates & Markets

AURORE VAN DER WERF
Global Head of Human Resources
& Corporate Social Responsibility

MONIKA VICANDI
Global Head Legal, Compliance,
Credit Risk Management & Risk Controlling



MARC FORT
Secretary of the Group Management Committee,
Deputy Head of Corporate Governance
and Corporate Development



From left to right: Christophe Tadié, Grégoire Charbit, Philippe Oddo, Nicolas Chaput, Monika Vicandi, Joachim Häger, Benoit Claveranne, Agathe Schittly, Aurore Van Der Werf.

Supervisory BOARD

ODDO BHF SCA



OLIVIER MARCHAL
Chairman
Vice Chairman
of the Supervisory Board
of ODDO BHF SE,
Chairman, Bain & Company France

DORIS BIRKHOFFER
Chairwoman and CEO
of Siemens France

**RONALD
LATENSTEIN VAN VOORST**
CEO, Sailfish Management

LAURENT MIGNON *Censor*
Chairman of the board
of directors of Wendel

FLORENCE BONNEVAY
Chairman, ALLESENS SAS

THIERRY LOMBARD
Member of the Supervisory Board
ODDO BHF and Vice Chairman of
the Board of Directors ODDO BHF
Switzerland

**BERNARD
RAMANANTSOA**
Honorary Director General,
HEC Paris

**BETTINA
VON OESTERREICH**
CEO, BVO Consult GmbH

PATRICK WERNER
CEO, Arum Internationals

MATTHIAS WISSMANN
Partner, WilmerHale



H EL NE AURIOL POTIER
Senior Advisor at Warburg
Pincus-Digital Technologies

ODDO BHF SE



WERNER TAIBER
Chairman
Chairman of the Supervisory Board,
ODDO BHF Asset Management GmbH,
D usseldorf
Chairman of the Supervisory Board,
ODDO BHF Corporates & Markets SE,
Frankfurt am Main

OLIVIER MARCHAL
Vice Chairman,
Chairman of the Supervisory Board,
ODDO BHF SCA, Paris,
and Chairman,
Bain & Company France, Paris

DR. KATRIN BURKHARDT
Business consultant, Berlin

SABINE DIEHL*
Chairwoman of the national works
council of ODDO BHF Group Germany,
chairwoman of the joint works council
ODDO BHF SE, Frankfurt am Main
and vice-chairwoman of works council
of ODDO BHF SE, Frankfurt am Main

JUTTA MILKE*
Vice Chairwoman of the Works Council
Frankfurt and the Joint Works Council,
ODDO BHF Asset Management GmbH,
D usseldorf



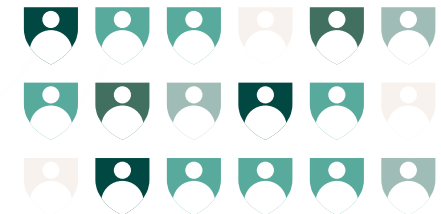
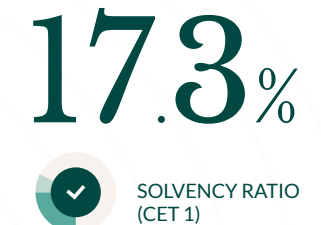
SUSANNE KL OSS
Supervisory Board member
and Senior Advisor in Banking
and Digital Business, M unchen

Key FIGURES



OLIVIER GAUCHERON
Group Chief Financial Officer

In a difficult geopolitical and market context, the teams maintained a good level of profitability. This allows us to continue to invest in 2023 for our clients and our employees.



*Stable outlook. Source: ODDO BHF. Data as of 31.12.2022

The 3 pillars OF OUR RESPONSIBLE COMMITMENT

Long-term commitment is one of our core values. We aim to act as a responsible player by integrating sustainable development issues into our daily activities.

In line with our ESG expertise, we are committed to sustainable initiatives based on 3 main pillars.



ODILE JURNY
Head of HR Development
and Group CSR

1

Champion our employees

We are convinced that diversity within teams is a major performance driver. This is why we have put in place a series of measures to encourage the diversity of talent, create professional opportunities and build loyalty among our teams.

2

Limit our environmental impact

We aim to limit our environmental impact by accurately tracking our carbon footprint, implementing a low-carbon approach and an action plan to reduce our emissions.

3

Act towards a cohesive society

Through our dedicated entities, the ODDO BHF Agir pour demain (Acting for Tomorrow) endowment fund and the independent foundation BHF BANK Stiftung, we promote the development of the regions where we operate by supporting educational, social and artistic projects in which our clients and employees are regularly involved.

To bring this CSR ambition to life, a dedicated team works with the relevant ESG experts and representatives of the businesses concerned by each of the pillars of our commitment. In addition, we want to involve all our employees in our approach. This is why we regularly communicate internally on our initiatives, carry out collective projects and rely on volunteer ambassadors who participate in the impulsion and implementation of the numerous actions undertaken by the Group.



Champion OUR EMPLOYEES

Our "**Gender Balance Program**" aims to promote gender balance within the teams and at all levels of responsibility. This program is led by Human Resources with the support of the executive committees, and is based on the commitment of top management, training and awareness-raising, and the adaptation of HR and management processes.

- › **We are particularly attentive to diversity in terms of seniority within our teams. This allows us to capitalize on the knowledge of all generations and build the Group of tomorrow.**
- › **Mission Handicap assists employees with disabilities to enable them to carry out their work in the best possible conditions. It educates and trains teams in order to contribute to create an even more welcoming atmosphere.**

Reduce OUR ENVIRONMENTAL IMPACT

2

In 2022, we have evaluated the carbon footprint of our organization, based on data from 2021. The results allowed our Committee to measure the results of the progress accomplished and to continue to implement its action plan to reduce our emissions.

This action plan includes the continuation of actions already implemented, the implementation of new identified and quantified actions, and the monitoring of KPIs, on the following 5 topics:

- › **An increasingly responsible and low-carbon purchasing policy**
- › **Low-carbon mobility (business trips and home-work trips)**
- › **Improvement of the responsible digital approach**
- › **Optimized use of buildings**
- › **A communication and awareness-raising campaign on the climate issue**

Act towards A COHESIVE SOCIETY

The Group wishes to encourage a collective dynamic by allowing employees to mobilize around common engagements and to show that the values that shape the company correspond to their vision of life in society.

The involvement and mobilization of employees and customers are the key to the success of the actions carried out by the endowment fund ODDO BHF Agir pour demain (Acting for Tomorrow) and the BHF BANK Stiftung.

The Endowment Fund and the foundation are working together to share their experiences and develop joint actions on both sides of the Rhine. In 2022, numerous initiatives were undertaken collectively to support the historical partners of both entities in the fields of medical research, humanitarian aid, education, art and culture.

3



OUR
expertise

A wide range OF FINANCIAL SERVICES

Family to family, entrepreneur to entrepreneur, investor to investor, we speak the same language. Deeply rooted in Europe, we aim to promote our expertise throughout the world. We develop **tailor-made financial products and services**, drawing on the depth of our know-how and the quality of our network. Driven by the same entrepreneurial spirit, our **2,700 employees** provide our clients with unwavering attention and commitment, building with them **a close, trusting, and long-lasting relationship**.

YOU ARE AN INSTITUTIONAL INVESTOR

- › Asset Management
- › Private Assets
- › Banking Services & Technologies
- › Research & Brokerage
 - equities and fixed income

YOU ARE A COMPANY

- › Corporate Finance
- › Metals Trading
- › Internation & Corporate Banking

YOU ARE A PRIVATE CLIENT

- › Private Wealth Management
- › Asset Management
- › Private Assets
- › Corporate Finance

YOU ARE AN INDEPENDENT FINANCIAL ADVISOR

- › Asset Management
- › Independent Financial Advisors
- › Private Assets
- › Banking Services & Technologies

Private WEALTH MANAGEMENT



JOACHIM HÄGER
Global Head ODDO BHF
Private Wealth Management

Family to family, entrepreneur to entrepreneur, investor to investor: we want to meet the financial needs of our clients and provide access to the expertise of the entire Group. We are firmly rooted in our core markets, Germany, France and Switzerland.

In 2022

Growth and regional presence further strengthened in Germany

ODDO BHF is an important partner for entrepreneurs and their families. Speaking the clients' language and being familiar with the key issues in the region is essential. That is why ODDO BHF has opened additional offices in Saarbrücken, Siegen and Bremen, with Rottweil in Württemberg to be added in 2023. The Group is now present in 17 cities.

New private wealth management brand established in France

In France, ODDO BHF has acquired Quilvest Banque Privée S.A., integrating it under the new name: La Banque Privée Saint-Germain. The Group significantly strengthened its position in the Private Wealth Management segment, where it intends to pursue significant growth in Europe.

Integration of Landoldt & Cie in Switzerland completed

In Switzerland, ODDO BHF (Schweiz) AG finalized its merger with Landoldt & Cie, the oldest bank in French-speaking Switzerland, based in Lausanne and Geneva. The Group becomes "Swiss in Switzerland". Switzerland is now established as ODDO BHF's third core market.

PRIVATE WEALTH MANAGEMENT

Co-building OUR CLIENTS' WEALTH

We develop customized investment concepts and solutions for entrepreneurial families and their family offices, high-net-worth individuals and foundations. Our goal is to preserve and grow our clients' wealth, allowing them to pass it on successfully to the next generation.

We offer our clients liquid and alternative investment solutions, as well as individual financing. Our holistic approach includes wealth management strategies, family office services, loan financing and various other investment options tailored to our clients' specific needs. Thanks to our unique approach to private wealth management, we have been proving for many years that asset protection and risk-controlled value growth are possible through different capital market phases.

What sets us apart? Our identity as a family-owned European private bank and our commitment to maintaining first-class relationships with them. These shared values connect us with our clients, who view us as a reliable partner and entrust us with their assets.

We combine regional support with access to the international experts of our Group. The long tradition of our private bank in France, Germany and Switzerland means we can give our clients access to a unique European network and in-depth market analyses.

We strive to provide our clients with the best support to help them achieve their wealth-related goals. As strategic advisors driven by excellence and creativity, we see ourselves as wealth architects, with the ambition to exceed client expectations.

A DIVERISTY OF KNOW-HOWS

- › Financing solutions
- › Sustainable Investment solutions
- › Succession planning
- › Alternative Investments
- › Family office services
- › Foundation concepts

"Best manager"

FIRSTFIVE 2022
FOR THE "3 YEARS" AND
"5 YEARS" INVESTMENT PERIODS

"Summa Cum Laude"

ELITE REPORT 2022
FOR THE 16TH CONSECUTIVE TIME

"Gestion d'actif exceptionnel"

FOCUS MONEY 2022

We offer entrepreneurs, investors and business owners all the expertise of a Private Bank in a leading European Group, built by entrepreneurs for other entrepreneurs. Our financial strength, our regional and European presence, and the quality of our expertise build the basis of a tailor-made and lasting service for each of our clients.



EMMANUEL D'ORSAY
Head of ODDO BHF Private Wealth
Management France

€53 BN

ASSETS UNDER MANAGEMENT

585+

EMPLOYEES

3 COUNTRIES

GERMANY
FRANCE
SWITZERLAND

FAMILY OFFICE

Our expertise

FOR YOUR FUTURE

Achieving your goals together

Protecting and developing family assets, many of which have been built up over generations, requires a far-sighted professional perspective. Our mission is to open all the available opportunities in order to meet our clients' needs and help them to achieve their long-term interests.

When you create a project or your priorities change, it is important to have someone you can rely on. We support our clients in organising and structuring their wealth irrespective of their family situation and the complexity of their assets. For more than 30 years, we have offered personalised concepts that reflect the values and advantages of our family office.

Asset Management

The composition of our clients' assets is becoming increasingly diverse. To help them achieve their goals, we take care of the financial, tax, legal and administrative aspects involved, handling any process from needs analysis to reporting.

Asset Organization

Protecting assets also means maintaining governance. We help our clients prepare the transfer of their wealth from a legal and tax perspective and thus the handing over to the next generation.

Foundations and Philanthropy

We contribute to the success of the non-profit organisations and charitable projects of the families we serve by creating philanthropic support for them and managing their financial assets.

Access to the network

Whether collectors, entrepreneurs or managers, the families we serve gain access to a large network of private clients with the same interests and professionals who offer tailored advice and solutions.

A BROAD RANGE OF SERVICES

Asset Management

- › Architecture: Analysis and design
- › Management: Strategic implementation
- › Monitoring: Reporting and controlling

Asset Organization

- › Legal entity structuring
- › Succession planning and pension provision
- › Family management and the next generation

Foundations and Philanthropy

- › Setting up foundations
- › Foundation management
- › Asset management

Access to networks

- › Art, collectibles and special investments
- › Entrepreneurs
- › Law firms and notaries

Wealthy families require an individual approach and tailored service. The value added of the family office lies in its professional mindset and its long history of exchanging experience with clients in similar situations.



DR. EIKE CORNELIUS
Managing Director, ODDO BHF Family Office

+30

YEARS OF FAMILY OFFICE EXPERIENCE

+25

EMPLOYEES AT ODDO BHF FAMILY OFFICE

3 LOCATIONS

FRANKFURT
PARIS
ZURICH

Asset MANAGEMENT



NICOLAS CHAPUT
Global CEO ODDO BHF
Asset Management & Private Assets

Driven by our convictions and independence, and with a strong client focus, we are committed to developing sustainable, sound and high-performance management solutions tailored to our clients' needs.

In 2022

Democratizing Private Equity

We give our distribution partners and the Private Wealth Management of ODDO BHF group access to private equity expertise that has historically been reserved for institutional investors.

Accelerating the development of ODDO BHF Polaris range

Our range of diversified funds ODDO BHF Polaris kept showing strong inflows in 2022. With more than EUR 4 billion in assets under management and over fifteen years of track record, this flagship of fund range is a high-performance solution for our European clients.

Enriching the bond offering

In 2022, our bond funds experienced renewed interest in the context of rising interest rates. We believe that this was the right time to offer a range of bond funds with a maturity date to our institutional clients and distribution partners in order to take advantage of this new environment.

ASSET MANAGEMENT

A long-term investment APPROACH

As a leading asset manager in Europe, we provide investment solutions in equities, bonds, asset allocation as well as private equity and private debt to our institutional clients and distribution partners. Our proximity to investors and a thorough understanding of their needs are at the heart of our concerns. To do so, we rely on our strong local presence in Europe and in-depth knowledge of the markets we invest in. Each day, we strive for excellence in the execution of the mandates entrusted to us.

Our investment style is characterized by an active and long-term investment approach. We aim to outperform the markets in order to create long-term value for our clients. To achieve this, we place financial and extra-financial analysis as well as artificial intelligence at the heart of our investment strategies. Stable and experienced management teams, transparent investment processes are all assets that forge our identity.

We are convinced that the investment world must contribute to a more sustainable and fairer economy. As pioneers in sustainable investment, we have been integrating ESG (environmental, social and governance) criteria into our portfolio selection and management processes for more than ten years. Accordingly, we provide clients with a wide range of sustainable financial solutions across all asset classes.

Our conviction? Responsible investing is a business imperative that makes us more effective at finding sustainable opportunities and generates better outcomes.

A LARGE RANGE OF INVESTMENT SOLUTIONS

- › Fundamental equities
- › Thematic equities
- › Quantitative equities
- › Fixed Income
- › Multi-asset
- › Private Equity & Private Debt



HILKO DE BROUWER
Global Head of Sales and Client Service

The development of our business is built on our local presence and on being as close as possible to our clients and their needs, in order to provide them with a targeted, high-performance offer adapted to current economic and social challenges.

Artificial Intelligence represents a promising opportunity for the years to come. We are only at the beginning of a game-changing trend that will profoundly transform and modernise our economies and the way businesses operate across all sectors.



BRICE PRUNAS
Fund Manager, Thematic Equities

€54 BN

ASSETS UNDER MANAGEMENT

3/4

OF OUR FUNDS' ASSETS INCORPORATE
ESG CRITERIA

340

EMPLOYEES

4 INVESTMENT CENTERS

PARIS / DÜSSELDORF
FRANKFURT / LUXEMBOURG

PRIVATE ASSETS

Offering our clients

ACCESS TO PRIVATE ASSETS

We provide institutional investors and our distribution partners a range of private equity, venture capital, and private debt solutions. With our established expertise in European and global private markets, we have created a large network of dedicated investment professionals and experts.

With proven and strong track records, our Private Assets teams are committed to identifying the best opportunities and building solutions for our clients.

In Private Equity, we leverage the long-standing relationships and connectivity of our global platform to unearth compelling investments. In Private Debt, thanks to our local presence and focus in Germany, we are ideally placed to offer opportunities across the corporate direct-lending universe

Independence, creativity, and agility define us. With €3.6 Bn of total committed capital, we help fuel economic growth and employment by supporting change-makers who, like us, are driven by an entrepreneurial spirit. Our aim is to generate long-term competitive and sustainable returns through our strategies that address the key themes and challenges affecting our society.

A WIDE RANGE OF PRIVATE EQUITY & PRIVATE DEBT SOLUTIONS

Private Equity

- › Primary investments
- › Secondary investments
- › Direct co-investments

Private Debt

- › Senior Debt
- › Unitranche
- › Loans and Bonds

Our private asset offering addresses the changing expectations of our clients and their search for investment solutions that contribute to financing the real economy and innovation.



JÉRÔME MARIE
Managing Director,
Private Equity



DR. MARKUS GEIGER
Managing Director,
Head of Private Debt

€3.6 BN

IN COMMITTED CAPITAL
(PRIVATE EQUITY + PRIVATE DEBT)

65+

PRIVATE DEBT TRANSACTIONS IN TRACK RECORD

500+

PRIVATE EQUITY PARTNERSHIP COMMITMENTS

30+

 YEARS OF EXPERTISE

PRIVATE DEBT

20+

 YEARS OF EXPERTISE

PRIVATE EQUITY

INDEPENDENT FINANCIAL ADVISORS

Combining innovation & proximity TO BETTER SERVE IFAs

For more than 30 years, we have been offering a full range of innovative and unique personal finance products tailored to the needs of our IFA partners and their clients. With a wide array of solutions in life insurance, securities accounts, real estate, private equity and retirement, we are committed to developing a high-end turnkey offer that brings long lasting value to our customers.

One of our key strengths is our privileged access to the ODDO BHF Group's full range of financial expertise, especially in Asset Management. Our entrepreneurial spirit and people-focused approach inspire us to build pioneering and exclusive products tailored to our clients' financial priorities. In line with growing digital uses, we back our offering with a range of online tools such as a dedicated partner extranet, simulators, and online subscriptions.

Building high-quality and long-term relationships has always been the foundation of our success. That is why a dedicated and experienced team assists partners at all times, ensuring an in-depth understanding of their needs.

Our conviction is that innovation and proximity can help us thrive together.

HIGH VALUE ADDED PRODUCTS & DEDICATED SERVICES

- › Life insurance and endowment policy
- › Savings Retirement
- › Securities account
- › Private Equity:
Secondary and Venture strategies
- › Real estate:
Core Plus and Value Added strategies
- › Structured products including
fixed-maturity products
- › Wealth engineering

Innovation and pursuit of excellence:
the same DNA for over 30 years.
We are proud to lead a great team
that works hard to offer our partners
the best service.



BERTRAND SANCE
Managing Director, IFAs
France & Belgium

€7.5 BN

ASSETS UNDER MANAGEMENT

800

IFA PARTNERS

45

 DEDICATED EXPERTS

INCLUDING 15 SALESPEOPLE
BASED IN FRANCE & BELGIUM

100,000

CLIENTS

CORPORATES & Markets



CHRISTOPHE TADIÉ
Global CEO ODDO BHF
Corporates & Markets

Our clients and partners benefit from the in-depth expertise and know-how of all our teams. Above all, we seek to offer our partners excellence in service and execution.



GRÉGOIRE CHARBIT
Global CEO Commodities, International & Corporate
Banking and Asset Servicing

The success of our activities in France and Germany is first of all based on the quality and professionalism of our teams and their managers who create high-quality relationships with our clients. This relationship of trust allows us to better serve our clients over the years and to develop innovative solutions.

In 2022

Brokerage Platform

2022 has been the first full operational year of our new platform in partnership with ABN AMRO, BBVA, COMMERZBANK and NATIXIS. We now cover 700 stocks in Research, serve more than 800 institutional investors in Europe and North America and have executed in excess of € 100 Bn of flows for our clients.

Growth of our businesses Metals and International & Corporate Banking

In a difficult environment, ODDO BHF Metals recorded its best results ever within the Group. This success is the result of the proximity of our teams to our clients and the quality of the services we have been providing for many years.

The targeted strategy of developing our trade finance business, particularly in Africa and Central Asia, is proving its worth, with international trade in these two regions growing rapidly and our market share increasing.

EQUITY RESEARCH & BROKERAGE

ENABLING CLIENTS TO BENEFIT *from our opportunities and expertise* IN THE EQUITY MARKETS

As a leading broker for European equities, we provide institutional clients with a first-class brokerage offering supported by a research capability spanning more than 600 stocks. We also support companies and entrepreneurs in their IPO process by giving them unique access to a broad institutional investor base (around 700).

Thanks to our partnerships with leading banks in Europe (Natixis, ABN Amro, BBVA and Commerzbank), we benefit from experienced teams capable of seizing the best opportunities in the equity markets. We bring these to our clients through hundreds of conferences and roadshows each year, as they provide great opportunities to unite issuers and investors.

With a strong sector-specific expertise and specialization in large and mid-cap stocks, our research is both independent and of high quality. As pioneers in sustainable investment, we integrate ESG criteria (environmental, social and governance) into our analyses and perform in-depth studies on key ESG themes, following our own proprietary methodology.

Together with our partners, we have also become a leading European Corporate Broking player in France with nearly 100 liquidity contracts and a significant market share in share buybacks. Our dedicated platform brings a wide array of value-added services to issuers, holdings, and family offices, including liquidity provision and monitoring, and brokerage services.

We draw on our DNA as an independent financial Group, investor and entrepreneur from one generation to the next. This heritage gives us privileged access to an extensive network of corporates and investors, allowing us to bring lasting value to our clients.

A COMPLETE SERVICE PLATFORM

- › Brokerage
- › ECM transactions
- › Research
- › Corporate Access
- › Corporate Broking
- › Investment advisory

7 BRANCHES

- › AMSTERDAM
- › FRANKFURT
- › LYON
- › MADRID
- › NEW YORK
- › PARIS
- › TUNIS

2022 is a landmark in our strategic development thanks to our N°1 Rank as Multi-local European broker by Institutional Investor 2002 Survey and our 3rd Rank for the second consecutive year on the Eurozone equity offerings by Dealogic.



MATTHIAS DESMARAIS
Head of Equities



MARLÈNE DENIZE NAVARO
Head of Execution

N° 1

OVERALL BROKER
FRANCE

N° 2

OVERALL BROKER
GERMANY

N° 1

OVERALL BROKER
BENELUX

N° 3

IN NUMBER OF ECM
TRANSACTIONS IN
THE EUROZONE

N° 5

BROKER ESPAGNE
OFFICE OPENING IN MADRID IN 2021

FIXED INCOME RESEARCH & BROKERAGE

Suggesting investment opportunities TO OUR CLIENTS

We offer institutional investors a fully integrated platform comprising brokers, market makers, repo and credit research. Our pan-European coverage gives us an excellent knowledge of private issuers and a deep understanding of our clients' needs.

In Fixed Income, our strength lies primarily in our ability to provide liquidity through the various channels offered by the platforms and to support our clients across the value chain, from brokerage to market-making, from short sale analysis to credit research.

What sets us apart is our corporate coverage with a sharper focus on high yield, non-rated and convertible bonds.

The interest rate environment and the widening of spreads have given us the opportunity to develop our presence in the investment grade universe since the last year.

With one of the largest credit research teams in Europe, we are committed to providing quality and independent fundamental analysis.

We also make opportunities available to our clients through numerous forums and roadshows each year. Our market-making activities leverage the main multilateral trading platforms to bring liquidity to our clients.

To meet investors' expectations, and in line with our ambition to evolve into a more sustainable, greener and more socially responsible group, we are also active in the ESG bond segment.

A HYBRID MODEL

- › Brokerage
- › Repo
- › Research
- › Market-making
- › Liquidity
- › Sales

€19 BN

TRADED VOLUME

38

EXPERTS INCLUDING

8 CREDIT ANALYSTS
7 TRADERS
14 DISTRIBUTION SPECIALISTS

880+

INSTITUTIONAL CLIENTS

FRANCE / BENELUX / SWITZERLAND
GERMANY / AUSTRIA / UNITED-KINGDOM
EUROPE / SCANDINAVIA

The gradual withdrawal of western central banks has put fixed income back at the center of investment opportunities. With rising interest rates and widening spreads, the fixed income market is back in the spotlight, offering decent yields that have been absent since the early 2010s. Against this backdrop, we have boosted our role as liquidity provider to better satisfy our clients.

With 8 dedicated analysts, we provide our clients with fundamental research recognized for its expertise.



CAROLE BRAUDEAU
Head of Fixed Income Research



CHRISTOPHE QUESNEL
Head of Fixed Income

Market data analysis creates competitive edge for our clients.



STÉPHANE ARTIGAUD
Head of Securities Lending & Repo

EUROMONEY RANKING

N° 1

BEST CREDIT
RESEARCH IN EUROPE
(LAST SURVEY IN 2019)

N° 1

IN HIGH YIELD RESEARCH
IN EUROPE FOR 4
CONSECUTIVE YEARS
(LAST SURVEY IN 2019)

CORPORATE FINANCE

Providing long-term support TO CLIENTS AND INVESTORS

We offer family businesses, listed companies and private equity houses a full range of services including M&A advisory, financing and restructuring, public M&A, bond placements, capital increases and IPOs.

Our M&A and debt advisory platform is based on an in-depth knowledge of the mid-market, particularly in France and Germany. What sets us apart?

Our sector-specific expertise covering healthcare, agribusiness, corporate services, real estate, TMT (Technology, Media, and Telecom) and infrastructure.

Thanks to our strong positioning on both equity and debt capital markets, we are able to structure tailored transactions for our clients. Our research and placement capabilities, combined with the technical expertise of our partner Natixis, enable us to offer listed companies and IPO candidates unique access to a broad investor base.

Our approach to corporate finance is primarily guided by a long-term vision and the independence of our advisory services.

Our ambition is to be the leading European partner for companies and investors.

ADVISORY

- › Mergers & acquisitions
- › Financing
- › Restructuring
- › Stock Exchange Engineering

CAPITAL MARKETS

- › Bond Issuance
- › Initial public offering
- › Capital raising

50

TRANSACTIONS PER YEAR

41

EMPLOYEES

Our advisory platform and capital markets structuring capabilities allow us to respond independently to all requirements of family businesses, publicly traded companies and private equity houses.



LAURENT BONNIN
Managing Partner,
Head of Debt Advisory
Corporate Finance



JEAN-FRANÇOIS DELPECH
Managing Partner,
TMT & Infrastructure
Corporate Finance



LAURENT BUIATTI
Managing Partner Switzerland,
Healthcare, Energy, FIG,
Corporate Finance



SOMMET
DES
LEADERS
DE LA
FINANCE
2022

Silver Trophy

Best team in distressed M&A

Silver Trophy

Best team in debt advisory and financial restructuring

Special award

Special Award Capital markets

INTERNATIONAL & CORPORATE BANKING

Bringing opportunities TO CLIENTS IN A CHANGING WORLD

To companies doing business abroad, we offer a full range of banking services designed to support growth and global trade. They include short and long-term financing, cross-border and structured financing of capital goods, financing of assets needed to manufacture or market products, foreign exchange trading and international payment transactions. With our solutions we promote the growth of companies and thus contribute to the dynamism of global trade.

As specialists in export and trade-related country risk management, we cover a wide range of emerging markets in Africa, the Middle East, Central and Southeast Asia.

As the European economy embarks on a green and a digital transition, companies must adapt to a rapidly changing world. But this imperative also brings opportunities to develop more modern and sustainable production methods and supply chains. That is why we have strengthened our support to businesses looking to transform their production tool, assets and supply chain, helping them to get the subsidies and government backed loans they need to invest and achieve their goals.

SOLUTIONS SUPPORTING COMPANIES' GLOBAL GROWTH

- › International Banking Services
- › Corporate Banking
- › Forex Exchange

70+

COUNTRY AND PRODUCT
EXPERTS

25

SPOKEN LANGUAGES

100+

COVERED COUNTRIES

7%

MARKET SHARE
IN THE LETTERS OF
CREDIT BUSINESS*
(CONFIRMED AND ABOUT
GERMANY DELIVERED
EXPORT LETTERS
OF CREDIT)

15+

NATIONALITIES

*Source: SWIFT Watch 2022

"From local to international", "from brown to green" and "from analog to digital" - our mission is to support these transformation processes in companies. In addition to the ecological transformation, we focus on the changes of globalization in terms of more sustainable and geographically diversified supply chains and sales markets - #globalizationrecomposed.



FLORIAN WITT
Head of International & Corporate Banking

Source: ODDO BHF Corporates & Markets. Data as of 12/31/2022

METALS TRADING

Securing metal supply

FOR OUR INDUSTRIAL CLIENTS



As specialists in non-ferrous metals trading (aluminium, copper, zinc, tin...), we provide manufacturers with a range of services covering the entire value chain: supply, financing, logistics and forward price hedging. We serve all stakeholders in the industry, from production to processing through the distribution of industrial metals to the transport, packaging, construction and building sectors.

We draw our expertise from a deep knowledge and understanding of our clients' needs. What they love about us is the tailored support we bring them, our independence and reliability. We secure supplies through our partnerships with the world's leading producers, multiple supply chains and intermediate storage capabilities in several European ports - sometimes even at our clients' premises. As a result, we are the only international player in the nonferrous metals market to be ISO 9001 certified for the quality of our operations.

We are committed to sustainable development and support organisations such as the Aluminium Stewardship Initiative or Copper Mark, while also contributing to the energy transition of the metalprocessing industry. We support producers and clients in their low-carbon approach, helping them to optimise their supply chain or source metals with a low environmental footprint. We are also ISO 14001 certified for the environmental management of our activities.

A PRODUCT RANGE COVERING THE ENTIRE VALUE-ADDED CHAIN

- › Safeguarding supply
- › Process optimization
- › Process management
- › Financing
- › Hedging market risks



JENNIFER GECHELE
Trader, Metals

With both producers and processors, we are always committed to a long-term approach.

Assisting our clients towards geopolitical tensions and supporting them in their industrial transition are our priorities.



ANTOINE CHACUN
Head of Metals

€1.9 BN

IN SALES IN AVERAGE

400,000

TONS OF ALUMINIUM

200

PROCESSING COMPANIES AS CLIENTS IN EUROPE

80,000

TONS OF COPPER

23,000

TONS OF ZINC

310,000

TONS TRANSPORTED BY TRUCK,
BARGE OR TRAIN

750

TONS OF TIN

BANKING *Services & Technologies*



GRÉGOIRE CHARBIT
Responsible GMC member
for Asset Servicing



STEFFEN DUNEMANN
Group Head of Operations
& B2B



JULIANE FRANCE
Group Head of ODDO BHF
Asset Servicing

Passionate for 20 years in the area of Asset Servicing, driving product innovation and leveraging the platforms, products and services of the group towards our institutional clients.

BANKING SERVICES & TECHNOLOGIES

Providing expertise and responsiveness TO OUR CLIENTS

We offer a full range of front-to-back solutions including custody account management for asset managers, as well as administrative, operational and IT outsourcing for private banks and insurance companies. We also act as custodians for listed and unlisted funds, and as delegates for the shareholder record keeping of these funds. Furthermore we complete our offering by digital assets custody services.

As providers of financial, administrative and technical services, we understand that our clients' requests are time sensitive and crucial for their success. That is why we commit to being proactive without ever compromising on quality. And because each need is specific, we aim to design innovative and customize solutions. We constantly invest in our own technology as this enables us to address our clients' challenges while supporting the digital and regulatory transition of their business. We tailor well suiting solutions for our clients, which differentiates our offering well from the market.

Expertise, commitment, entrepreneurship: these three words sum up the core of our service offering to professionals. Expertise, because our businesses are very specific and require the highest level of financial, operational, legal, and technical know-how. Commitment, because our teams make themselves available to clients each day. Entrepreneurship, because we draw from our DNA as an entrepreneurial financial Group the agility and creativity our clients need to find a targeted response to their needs.

ASSET SERVICING

- › **International**
A team of 130 cross sectional experts are ready to tailor solutions for our clients.
- › **Expérience**
Constantly adapting change & regulation, recruiting the best skills for nearly 20 years.
- › **Indépendance**
Independent in our backbone, where it matters – at the digital edge towards our clients. On that we invest significantly.
- › **Exhaustif**
A full service range for financial intermediaries, listed & non listed funds and life insurers.

€35 BN

ASSETS UNDER ADMINISTRATION

110,000

MANAGED ACCOUNTS

90

INSTITUTIONAL CLIENTS

250

FUND MANDATES

INSTITUTIONAL FUND PLATFORM

- › **A modern, flexible platform offering more than 38,000 investment funds** from 300 investment management companies.
- › **We offer order execution, custody / administration** and trailer fee management.
- › **Our fund solutions** consist of UCITS and alternative funds in Germany as well as a wide.

€26 BN

ASSETS UNDER ADMINISTRATION

300

DISTRIBUTION AGREEMENTS

38,000

INVESTMENTS FUNDS



SVEN GRÄBEDÜNKEL
Head of the Institutional Fund Platform

Identifying, understanding and implementing customer needs, consistent high quality and our passion is a crucial element for long-term success client relationships.

FUND SERVICING/PRIVATE LABEL FUNDS

- › **Private Label Funds** for family offices, entrepreneurial families, foundations and institutional clients, as well as for independent asset managers and banks.
- › **Our Private Label Fund solutions** consist of a wide range of fund structures. We provide UCITS and AIF structures in Germany and Luxembourg.

€9.4 BN

ASSETS UNDER ADMINISTRATION

88

FUND MANDATES



STEPHAN TIEMANN
Head of Fund Servicing

Our team supports family offices, entrepreneurial families, foundations and institutional clients, as well as independent asset managers and banks with their fund projects. We offer customized fund solutions with multiple segments and portfolio managers, as well as the launch and management of partner funds for independent asset managers and banks.

OPPORTUNITY
Creators

OYEA

OYEA: reveal young entrepreneurial talent

2022 saw the launch of the ODDO BHF Young Entrepreneurs Awards (OYEA) a prize that aims to reveal the young French and Swiss entrepreneurs. Pascale Seivy, Team manager at ODDO BHF Private Banking, talks about the project she initiated.

What is OYEA?

OYEA is a competition for early stage or seed businesses and startups in France and Switzerland. They come from incubators that have partnered with business and engineering schools, or from others that might be regional, specialised or devoted to a particular cause or sector.

The competition offers French and Swiss winners the chance to benefit from an exhaustive support. This includes a financial endowment, personal advice on corporate finance, and education on strategic challenges of business patrimonial development. The mentoring programme is run by ODDO BHF experts and external partners.

What is the Group ambition with this award?

The ODDO BHF Young Entrepreneurs Awards embody our goal of creating a community of entrepreneurs, a tight network of different stakeholders. We want to share with them our expertise and our experience acquired with successful entrepreneurs and recognized business families at every stage of their development.

By working closely with incubators, we have strengthened our connections to the whole start-up ecosystem: government organisations such as BPI and FrenchTech, as well as specialists in seed funding, impact projects and the legal system, amongst many others.

This competition is also a chance for the Group to support the real economy through its various areas of expertise. In 2022, 72% of applications were for impact projects. The social impact award is designed to reward these noble ambitions.

What is the outlook for 2023?

In 2022, OYEA brought together more than 120 start-ups and 19 incubators.

With the 2023 edition, we hope to widen this entrepreneurial community with even more even more candidates and incubators and new members in the expert committees.

For the second year of the awards, we will also expand the mentoring program offered to finalists. This would mean adding new workshops, masterclasses and new partnerships.

However, 2023 will also be a chance for the group to launch the first OYEA in Germany, capitalising on our expertise and local network there. With a launch in Germany and a second round of awards in France, OYEA is taking a more international dimension, with perhaps the possibility of a global European prize in the long term.



PASCALE SEIVY
Team Manager,
ODDO BHF Private Wealth Management

CLIENT EXPERIENCE

Client experience, central to digitalisation

Since 2022, ODDO BHF launched a new mobile app for its private banking clients. Anne De Paris, Head of Marketing at Private Banking France, and Michaela Wernitz, Team Head Client Solutions in Private Banking Germany, discuss the global strategy for digitalising the client experience within private banking.

What is the objective for digitalising the client experience in private banking activity?

MW Digitalisation has been a major trend for many years: clients want access to all services by any means at any time, wherever they are. This need is particularly evident in financial and banking services, where the need is immediate and the decision is quick.

Digitalisation has also become an essential part of the customer journey: everyone must be able to switch from one point of contact to another instantly, without hindrance.

As a Private Bank, ODDO BHF needs to propose the best quality offer to its clients in all the services provided. The digital resources that we make available must reflect this quality, be constantly improved, and meet clients' expectations.

What is the Private Banking ambition for optimising the client experience?

AP Our ambition is to provide 360° excellence to all our clients excellence, from the moment they come into contact with our bankers. Our approach puts the client at the center of everything we do, improve, change, so that they feel confident, convinced that their assets are in good hands. By ensuring a good balance between our expertise and autonomy of execution through our digital resources, we seek to provide our clients with a seamless and complete experience.

Future strategic developments/content?

MW In the future, we want to increase the interactivity with our customers, through our website and our client app. These devices represent today the best way of maintaining our close relationship with our customers and to embody our commitment to them. We are planning to improve communication features such as secure messaging and document sharing, remote transactions, and contractual validations...



MICHAELA WERNITZ
Team Head
Client Solution in the COO,
ODDO BHF Private
Wealth Management
Germany



ANNE DE PARIS
Head of Marketing,
ODDO BHF Private
Wealth Management
France

ODDO BHF SWISS

ODDO BHF Swiss, the Group's third strategic market

With the acquisition of Landolt & Cie in 2020, the ODDO BHF Group increased its European presence by making Switzerland its new strategic market alongside France and Germany. Martin Liebi, CEO of ODDO BHF Swiss and Head of Private Banking in the country, describes the group's aim of strengthening its growth in Switzerland.

Why is it essential for the Group to be present in Switzerland?

Switzerland is a small country in the middle of Europe, with just 9 million inhabitants. However, despite its small area and population, Switzerland is now the world's biggest cross-border financial hub, ahead of Hong Kong and Singapore. With 40% of cross-border private assets coming from Western Europe, and with growth steady, the Swiss marketplace is both vital and competitive. The development of ODDO BHF on the Swiss market also fits in perfectly with the Group's strategy for growth within Europe but beyond the European Union. This presence in Switzerland allows us to considerably widen our range for the Group's current clients, and future clients from the European Union and other countries. Given the combination of different cultures and languages, with more than 90% of the population speaking one or two of the most important national languages, French and German, Switzerland is an obvious choice and reflecting the Group's DNA.

What opportunities can be expected from the Swiss market?

Switzerland is now globally renowned as one of the main international financial hubs. By increasing its presence in Switzerland, the ODDO BHF group hopes to attract new clients who might never have considered the European Union to be their main or even only financial centre. Although the private banking business is similar across Europe, Switzerland stands out for having lengthy experience of trading on foreign exchange and numerous other markets, in several languages, covering

various liquid and illiquid asset classes in specific international environments. This, along with talented and well-trained teams, lets us offer to clients unusual solutions that cannot be found elsewhere. Like Germany, Switzerland has numerous family businesses as well as a tight industrial fabric. This makes Switzerland a highly attractive banking centre for our clients, and one that will enable us to develop further more our expertise in private banking, investment banking and asset management.

What does "make every day an opportunity" mean to you?

Make every day an opportunity means listening to clients and prospects, as well as collaborators. Everything I see and hear makes me think about how we can improve, provide a better service to our clients, develop and offer better solutions. The brain must never stop receiving messages, turning them into ideas, and taking action.



MARTIN LIEBI
CEO ODDO BHF, Swiss AG

EXPERTS VIEWS

Highlighting investment opportunities

Laurent Denize and Jan Viebig, Global Co-CIOs of the ODDO BHF Group, share with us how they how they communicate the best investment opportunities on behalf of the Group.

How do you support clients in identifying the best opportunities?

LD Our role each day is to help clients understand the markets and sectors so that they can see what's happening and seize any suitable opportunities for them.

The Group shares its strategic views through different media: videos, podcasts, market newsletters, white papers, press articles, etc. Sometimes we also meet clients directly to describe or to detail macroeconomic study.

These views are regularly updated. We meet every month with the asset management and private banking teams from France, Germany and Switzerland. They are also closely intertwined with economic and geopolitical events, which set their own tempo.

Do you always share the same vision? Or do you allow for dissenting voices in your recommendations?

JV Consistency and alignment of views are fundamental. It is vital that we are always 100% aligned on the strategic vision that we share with our clients. We need to agree on the overall conclusions to be communicated. Clients – French, German or Swiss – of all group business lines must be able to benefit from a common investment strategy.

How do you spot the best opportunities?

JV At ODDO BHF Private Wealth Management we are quality investors focused on long-term value creation. We select our investments on the basis of various criteria. First, we focus on companies with a good return on investment and a strong competitive advantage. They also need to have structural growth irrespective of GD,

and hold strong ratings on extra-financial criteria (ESG). We also look for companies with reasonable valuation levels, i.e. valued at less than their real intrinsic value. It is by analysing these criteria that we try to identify the best opportunities for our clients.

LD At ODDO BHF Asset Management we consider ourselves to be growth investors. We look at companies' quality but also want to provide strategic value. We therefore attach great importance to diversification, with the possibility of creating complementary investment strategies to ensure performance in different market environments. We want to create value and be able to meet every client need, while taking market developments into account.

As a European group, we are looking to become more global at a time of deglobalisation.



LAURENT DENIZE
Global Co-CIO,
CIO ODDO BHF
Asset Management



PROF. DR. JAN VIEBIG
Global Co-CIO,
CIO ODDO BHF
Private Wealth Management

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