



UNION BANCAIRE PRIVÉE



Press release

Union Bancaire Privée forms a strategic partnership with leading equity specialist Bell Asset Management

Geneva, 17 June 2020

Union Bancaire Privée (UBP) has announced a strategic partnership with Bell Asset Management (Bell AM), a leading Australia-based global all-cap and small- and mid-cap (SMID) equity specialist manager.

This partnership enables UBP clients to access a world-class boutique equity manager with a track record of eighteen years which has consistently delivered alpha across a range of market conditions and cycles. Bell AM employs an active, bottom-up, fundamental, quality at reasonable price approach, with extensive research expertise across the market-cap spectrum, in particular in the SMID space, where they are highly regarded. They also have proven expertise in applying ESG criteria as part of their investment process. In turn, Bell AM will be able to leverage UBP's core distribution channels in Europe, the Middle East and Asia to expand their own footprint in those regions.

Building on its presence in the Asia-Pacific region, and with asset management offices already in place in Hong Kong, Shanghai, Taipei and Tokyo, UBP recently opened an Australian branch, through its Hong Kong subsidiary, to support this new partnership. This entity is headed by Olivier Marion who has been appointed Head of Business Development for Australia.

This partnership will thus enable UBP's flagship asset management strategies to be marketed in Australia, encompassing, among other segments, fixed income – including high-yield, convertible, and emerging market bonds – as well as hedge funds, 'cat bonds', private markets, and ESG and impact investing solutions.

Commenting on the new partnership, **Nicolas Faller, Co-CEO Asset Management and Head of Institutional Clients at UBP** said: "This is an opportune moment to enter such a prestigious pension market and to offer a wide range of solid solutions to institutional investors in Australia. UBP and Bell AM share many commonalities, not only from a purely investment standpoint but also culturally, as both come from family-owned businesses."

Ned Bell, CIO at Bell Asset Management added: "We are very pleased to be entering into this mutually beneficial strategic partnership with UBP. We have no doubt this will enable Bell AM to forge long-term relationships with the very important and growing client base across Asia, Europe and the Middle East. We look forward to working with a like-minded progressive partner like UBP to grow in the years to come."

For further information, please contact:

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About Union Bancaire Privée (UBP) – www.ubp.com

UBP is one of Switzerland's leading private banks, and is among the best-capitalised, with a Tier 1 capital ratio of 25.6%. The Bank is specialised in the field of wealth management for both private and institutional clients. It is based in Geneva and employs 1,743 people in over twenty locations worldwide; it held CHF 140.3 billion in assets under management as at 31 December 2019.

About Bell Asset Management - www.bellasset.com.au

Bell Asset Management is an Australia-based, independently owned boutique equity manager focussed on delivering consistent performance outcomes for eighteen years under the leadership of Chief Investment Officer Ned Bell and his investment team. Bell Asset Management's investment philosophy is grounded in the belief that high-quality companies will outperform over the long term and that all potential investments should be considered on the basis of their 'quality' and 'valuation' attributes. Bell Asset Management aims to deliver consistent performance outcomes and to provide superior service to its clients.