

Annual REPORT
2023



ODDO BHF



Dear Sir and Madam,
Dear clients,
Dear employees,

This year has seen complex geopolitical tensions. Governments and businesses have had to operate in an economic environment affected by lingering inflation, rising central bank interest rates and a slowing of growth.

Thanks to your confidence, the quality of our collaboration and the dedication of our teams, we were able to return to growth in revenues this year. At the end of the year, Group net banking income reached €806 million, and we now manage €140 billion in customer assets.

In Europe, ODDO BHF has established itself as a strong and steady financial player: at the end of the year, our shareholders' equity (before distribution) stood at €1,211 million, our solvency ratio reached 21.8% and, this year again, the rating agency Fitch awarded us a BBB+ rating. The Group distinguished itself by the excellence of its research: in 2023, ODDO BHF topped the Institutional Investor Research rankings, not only in France, but also in Germany and the Benelux countries.

Since acquiring BHF-BANK in 2016, we have become a fully-fledged Franco-German group. Our activities in France and Germany are now on a par, not only in terms of number of employees, but also in terms of revenues and results. The inauguration of a new headquarters in Frankfurt, and the opening of a new branch in Rottweil, demonstrate our determination to further extend our positive development in Germany. In Switzerland, growth accelerated this year. This market accounts for around 15% of our private banking business, and we intend to reinforce our expertise there, particularly in asset management.

While remaining rooted in our three domestic markets, we continue to broaden our geographic horizons. In 2023, we opened a new office in London to support our customers in the post-Brexit environment, attract new talent and benefit from the complementarities offered by Europe's leading financial centers. We now have a presence in Austria, thanks to the partnership

concluded with Raiffeisen at the end of the year. We are also keeping a close eye on Africa, where we already have a strong presence through BHF's historical Trade Finance activities, and where we maintain a network of over 250 correspondent banks in more than 40 countries.

In 2023, our priority is to invest in strengthening our teams, now totaling 2,979 employees, and in improving our IT system: our IT investments this year amount to 28 million euros, an increase of 27%. Social and environmental responsibility remains a key issue for the Group. Thanks to our Foundation in Germany and our endowment funds in France, we are pursuing our actions in favor of a more united society, through the financing of medical research or the support given to young people and the development of talent. Finally, through our sustainability strategy, adopted in 2023, we are developing solutions with a positive impact on the climate for our customers, and integrating the minimizing of our carbon footprint into the activities of the Group and our employees.

Dear clients, dear friends, it is with great pleasure that we introduce our business report for the year 2023, in which you will find an overview of what we have achieved during this term. Our results are strong, and we continue to move forward with caution, both in managing our customers' assets and in developing the Group as a whole.

On behalf of our entire Executive Committee, the General Management Committee, and all our teams, I wish you a pleasant reading of this activity report.

PHILIPPE ODDO
General Partner & CEO, ODDO BHF



March 2024

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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 Odde 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 signs 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

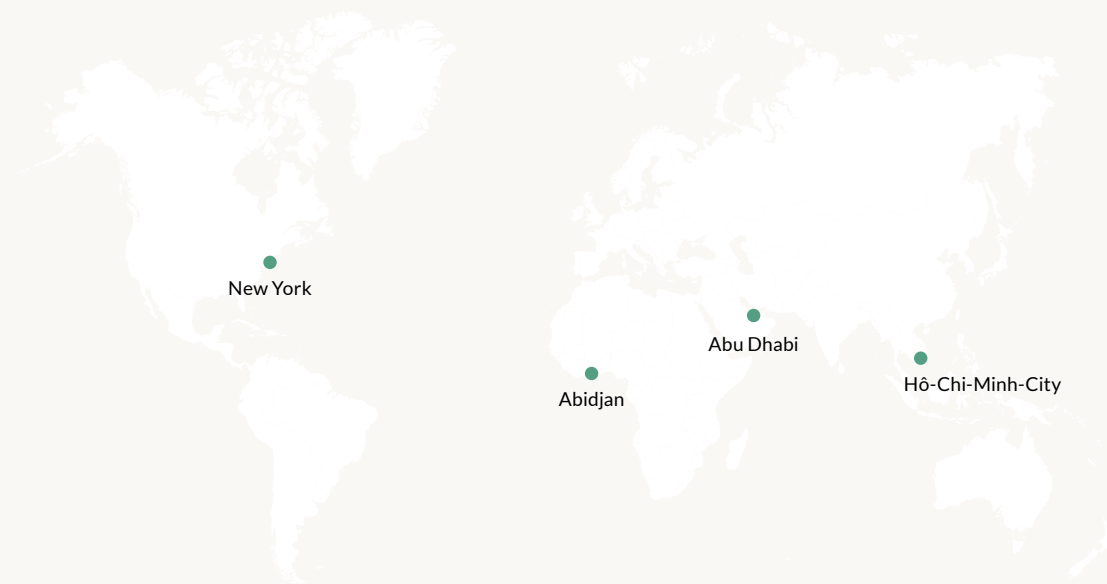
ODDO BHF strengthened its private banking activity with the acquisition of 100% of the capital of Quilvest Banque Privée S.A, renamed La Banque Privée Saint-Germain.

• 2023

ODDO BHF reinforced its European presence with the opening of a new office in London and the signing of a partnership agreement with Raiffeisen in Austria.

Our presence





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 140 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.

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.

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.

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.

Key figures

December 2023

€ **806** M

Net banking income

€ **1,158** M

Equity

21.8%

Solvency ratio

*Total capital

3,000

Employees around
the world

BBB+

Fitch Ratings*

*Stable outlook

€ 140_{BN}

Client assets

"In this context of uncertainty, the Group achieved a satisfactory performance, with revenues up on 2022. The Group's growth has been undeniable for 3 years now. These results once again demonstrate the relevance of the choices that have led us to maintain the balance and complementarities between our three core businesses: asset management, private banking and investment banking."



OLIVIER GAUCHERON
Group Chief Financial Officer

Executive committee

GRÉGOIRE CHARBIT

Global CEO, Commodities,
International & Corporate Banking, Asset Servicing

MONIKA VICANDI

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

AGATHE SCHITTLY

Global Chief Marketing, Communication & Sustainability Officer

BENOÎT CLAVERANNE

Global Chief Transformation & Development Officer

PHILIPPE ODDO

General Partner & CEO



CHRISTOPHE TADIÉ

Global CEO, Corporates & Markets

JOACHIM HÄGER

Global CEO, Private Wealth Management

PETER SEETHALER

Head of Transformation

NICOLAS CHAPUT

Global CEO, Asset Management & Private Assets

AUORE VAN DER WERF

Global Head of Human Resources, Corporate Social
Responsibility & Corporate Real Estate Management



Supervisory board

SOCIÉTÉ FINANCIÈRE IDAT (FIDAT), SAS

60% shareholder of the ODDO BHF Group

CORPORATE OFFICERS

PHILIPPE ODDO

Chairman

OLIVIER GAUCHERON

Vice Chairman

MEMBERS

OLIVIER MARCHAL

LAURENT MIGNON

INÈS ODDO

DAPHNÉ ODDO

ALEXIA ODDO

TIMOTHÉE ODDO

ANNE BISMUT

ALICE GORGE

ODDO BHF SCA

OLIVIER MARCHAL

Chairman

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

HÉLÈNE AURIOL POTIER

Senior Advisor at Warburg Pincus-Digital Technologies

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

BETTINA VON OESTERREICH

CEO, BVO Consult GmbH

PATRICK WERNER

CEO, Arum Internationals

MATTHIAS WISSMANN

Partner, WilmerHale

Chairman of Advisory Committee, DEKRA e.V

ODDO BHF SE

WERNER TAIBER

Chairman

Chairman of the Supervisory Board, ODDO BHF Asset Management GmbH, Düsseldorf

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, Düsseldorf

SUSANNE KLÖSS

Supervisory Board member and Senior Advisor in Banking and Digital Business, München

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 are committed to aligning our interests and our values with our clients and partners.

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 fueled 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, considered as strong entrepreneurial qualities.

328

Permanent contracts in 2023 in Europe in all our businesses with a significant age mix.

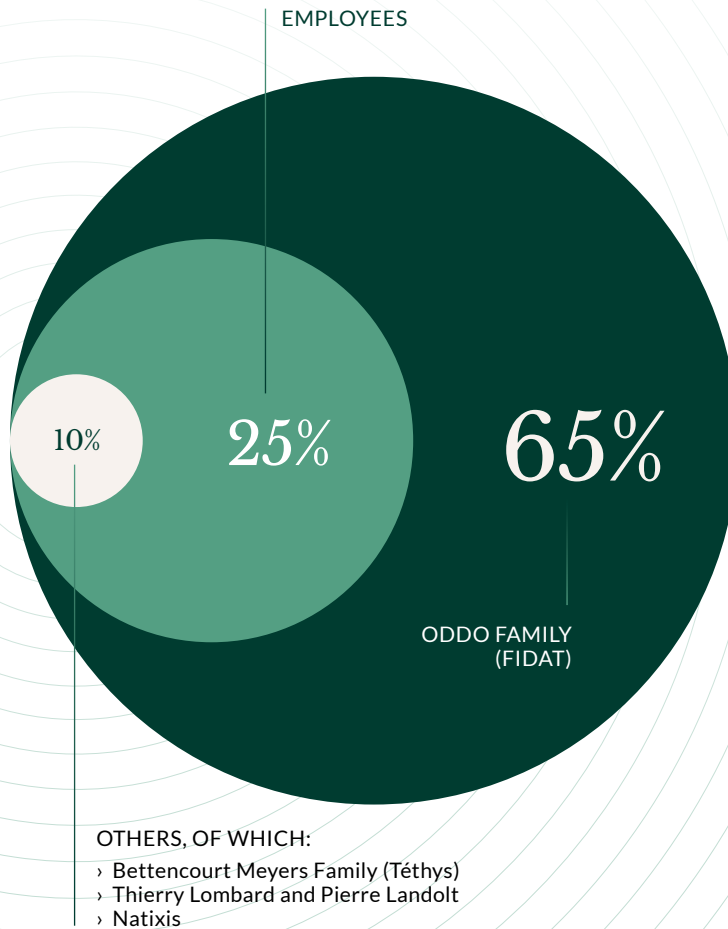
We are happy to make our employees co-entrepreneurs, too. This key element of both our people strategy and corporate culture means that 25% of the Group's capital is held by our employees and 65% by the Oddo family. The resulting mutual commitment and alignment of interests enable us to build and grow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

"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."



AURORE VAN DER WERF
Global Head of Human Resources,
Corporate Social Responsibility and
Corporate Real Estate Management



Transformation

LONG-TERM VISION AND AMBITION

The transformation of the Group, engaged since 2021, aims to make our processes and organization more efficient and aligned, in order to respond better and faster to our clients' expectations and benefit from the potential of digital and data, while aiming for the highest security standards.

Our ambition is to build a more agile, more efficient ecosystem by simplifying our processes and organization. The Group is continuing this process with the absorption of the Metropole Gestion subsidiary into the asset management business.

We are also enhancing the client experience by digitizing business sequences such as the processing of letters of credit for our International Financing business, and digital subscription for our private banking and wealth management advisors. To offer even more services, we have internalized key processes such as the clearing of stock market transactions.

Thanks in particular to the industrialization of data science projects for our businesses, and the launch of innovative generative artificial intelligence initiatives, the Group's transformation has accelerated. Data Now! is an ambitious plan, which combines work on our technological fundamentals to improve data quality and access with a growing drive to develop business use cases, whether for business development, financial analysis or efficiency gain.

"Staying true to our Group's entrepreneurial DNA by exploring the fantastic opportunities of digital and artificial intelligence, to serve the satisfaction of our clients, this is the goal of our transformation."



BENOÎT CLAVERANNE
Global Chief Transformation
& Development Officer

STABILITY, CONTINUITY AND AGILITY ARE OUR STRENGTHS

Long-term thinking means resisting the temptation of trends to make forward-looking decisions. The ambition of the Compliance and Risk functions is to protect the organization, promote ethical behavior and improve overall resilience as much as risk management, in order to pursue the Group's ambitions, and always enhance service quality.

ODDO BHF has embarked on an in-depth transformation of its business model to become a truly European player. With the ambition of making every day an opportunity for its customers, the legal, operational and technological foundations have been strengthened.

To further facilitate cross-border cooperation, ODDO BHF has transformed its German entity into a Societas Europaea (SE). The aim is to maintain our agility and support our long-term growth, in compliance with applicable regulations.

Our ambition is to achieve complete unification within the Group by 2027. Simplicity, agility and opportunity underpin and encourage this vision, always with the ambition of securing our business, avoiding surprises, and supporting the development of our businesses while complying with regulations and minimizing risks.

"Europe is our horizon. With the ambition to reinforce agility, support expertise and protect our group, value for our customers can only increase."



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

“The Group’s management is firmly and cohesively committed to playing an active role as a financial institution to help create a more sustainable world. Our engagements are based on our belief that economic prosperity cannot be separated from social harmony and environmental protection. We want to be as transparent as possible with our stakeholders about our sustainability approach. We are developing a framework for the whole Group that will allow us to manage all relevant products, processes, and activities rigorously, ensuring the sustainable transition of ODDO BHF. Our goal is to offer services and products to our clients with a pragmatic approach to sustainability.”



AGATHE SCHITTLY
Global Chief Marketing,
Communication & Sustainability Officer

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.



Champion our teams

We are convinced that diversity within our teams is a major driver of performance. In particular, we focus on gender diversity, intergenerational collaboration and multicultural teams. A range of measures have been implemented to promote the plurality of talents, their collaboration, their fulfilment and their development.

We are constantly strengthening our gender diversity program, to achieve a better balance between women and men within the Group, at all levels of responsibility.

Most of our teams are multicultural and cross-border. We encourage international mobility and offer a wide range of training courses to better understand our differences and work better together.

We support employees with disabilities in order to enable them to work in the best possible conditions to achieve their full potential and evolution. Our many awareness-raising initiatives enable us to remove the taboos surrounding disability in the workplace.



ODILE JOURNY
Group Head of People Strategy & Projects



CAROLINE D'HÉROUVILLE
Group CSR Manager



Limit our environmental impact

We limit our environmental impact and guarantee control of our carbon footprint by implementing a low-carbon approach and an ambitious action plan to reduce emissions from our activities.

In 2023, we once again calculated the carbon footprint of our operations, enabling us to compare them with previous years and to measure our efforts. The members of our internal “low-carbon committee” and their teams continue to implement actions aiming at integrating this parameter into our thinking and strategies. Our action plan focuses on:

- 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

Within the framework of our dedicated entities, the ODDO BHF Agir pour demain endowment fund, and the independent foundation ODDO BHF Stiftung, we support the development of regions in which we operate, by supporting educational, social and artistic projects in which our clients and employees are regularly involved.

The Group encourages a collective dynamic that enables employees to mobilize around common causes and to show that the values that shape the company correspond to their vision of life in society. the commitment and mobilization of teams and clients

are the key to the success of the actions carried out by the endowment fund and the foundation. Throughout the year, employees are involved in, and sometimes the driving force behind, sporting and solidarity initiatives that engage them with and alongside the Group, in the fields of medical research, humanitarian aid, education, art and culture.

20 km of Paris
October 8, 2023







A photograph of a modern, multi-story office building with a glass and concrete facade. The building is partially obscured by a large, leafy tree in the foreground. A flagpole with a white flag is visible on the left side of the image. The text "OUR HIGHLIGHTS 2023" is overlaid in the center of the image.

OUR
HIGHLIGHTS
2023

ODDO BHF YOUNG ENTREPRENEURS AWARDS

Recognising and supporting
YOUNG ENTREPRENEURS!

OYEA's ambition is to support young incubated start-ups through personalized coaching and 5 financial prizes. While the 3rd French edition launches in 2024, a German-language edition was inaugurated in 2023, celebrating young entrepreneurs from the DACH region.

After two successful Franco-Swiss editions, the ODDO BHF Young Entrepreneurs Awards opened their first German edition in 2023, to startups from the German-speaking DACH region (Germany, Austria, Switzerland).

Over 70 entries were received from a wide range of fields: artificial intelligence, clean energy, storage, digital business models, engineering, healthcare, proptech, information and communication technologies, industry and materials, life sciences, medical technologies and mobility and transport.

A jury made up of renowned leaders from the German entrepreneurial ecosystem rewarded two start-ups from the competition for their innovative strength and social and environmental impact: WasteAnt & inContAlert.

"The entrepreneurial dynamic of the awards, and the connection of the incubated start-ups with an exclusive network of investors, entrepreneurs and financial experts is an essential part of ODDO BHF's identity."



SARAH BECHER
Global Head of Marketing
for Private Wealth Management



LAURE DE NADAILLAC
Global Head of Talent Acquisition
& Experience



SHAYANE AMARSY
Global Head of Digital Client
Experience & Marketing Innovation





LONDON OFFICE OPENS

In 2023, the ODDO BHF Group officially opened a new subsidiary in London, ODDO BHF UK Ltd. With this move, we are strengthening our presence in Europe's leading financial centers, after Paris, Frankfurt, Zurich and Geneva.

A year ago, ODDO BHF opened its new London office at 91 Jermyn Street in Mayfair. This presence in the UK will enable ODDO BHF to develop and market certain investment banking and asset management services from London. The license obtained will also enable the Group to promote its asset management offering, distribute its funds (including private equity) and carry out cross-border M&A deals.

With this new location, ODDO BHF is also strengthening its equity and fixed-income intermediation platform, building on the strategic partnerships already established in recent years with Natixis, ABN AMRO, BBVA and Commerzbank.









"The opening of this UK operation center is a natural evolution to continue to support our clients in the post-Brexit environment and benefit from the expertise of the exceptional pool of talents based in London."



CHRISTOPHE TADIÉ
Global CEO, Corporates & Markets

SPORT NOW!

The ODDO BHF Group is pleased to support young French, German, Tunisian and Swiss athletes and para-athletes in their careers through the Sport Now! program:

-  **Cassandre Beaugrand**, triathlon
-  **Florian Wellbrock**, open-water swimming
-  **Matéo Boheas**, para table tennis
-  **Isabel Gose**, swimming
-  **Helios Latchoumanaya**, para judo
-  **Johannes Floors**, para athletics
-  **Coline Devillard**, gymnastics
-  **Khalil Jendoubi**, taekwondo

In the summer of 2023, ODDO BHF launched the Sport Now! initiative, a program designed to promote the values of sport within the Group, particularly for its employees.

Employees can sign up for regular sports sessions, competitions and challenges, support various causes, take part in workshops and conferences on health and well-being, and meet ODDO BHF team athletes.

“With the Sport Now! program, we wanted to develop three ambitions: Move, Share & Thrill. In this way, we hope to motivate as many employees as possible to practice sport regularly, encourage the sharing of values and get our teams excited about major sporting events.”



ALEXIA MARTY
Global Head of Marketing
Asset Management





GALLUSANLAGE 8

NEW HEADQUARTER OF THE ODDO BHF GROUP IN FRANKFURT

In summer 2023, the Group's Frankfurt headquarter moved from Bockenheimer Landstraße to Gallusanlage 8.

The new prestigious building offers an excellent infrastructure, plenty of space to work and, thanks to its special architecture, the best opportunities for meetings and exchanges. Between employees, but also for our clients.

The building was formerly home to Dresdner Bank's Executive Board. In the 1990s, many masterpieces of art were also exhibited here, including a sculpture by the Swiss sculptor Alberto Giacometti, which was sold at Sotheby's in 2010 as the most expensive work in the world at the time for around 74 million euros. And even today, great art can still be found right outside the front door.

"This building will enable us to continue deploying our Group-wide standards for the design of client reception areas and workspaces: bright, friendly, pleasant and highly functional. In few words: adapted to new uses."



AURORE VAN DER WERF
Global Head of Human
Resources and Corporate Real
Estate Management



HERVÉ WALLERAND
Group Head of Corporate
Real Estate Management



A modern office interior featuring a large window with horizontal blinds, black leather chairs, and a potted plant. The text "OUR expertise" is overlaid on the image.

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 3.000 employees provide our clients with unwavering attention and commitment, building with them a close, trusting, and long-lasting relationship.

You are
a private client

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

You are
an institutional investor

- Asset Management
- Private Assets
- Banking Services & Technologies
- Research & Brokerage – Equities and Fixed Income

Your are
a company

- Corporate Finance
- Metals Trading
- International & Corporate Banking

You are
an independent financial advisor

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

The background features a series of concentric, slightly offset lines that create a tunnel-like effect. A large, semi-circular shape in a dark green color is positioned in the lower half of the page, overlapping the line pattern. The text is centered within this green shape.

Private Wealth Management
& FAMILY OFFICE

“The values of a family owned Private Bank and commitment to provide excellence in client servicing ensure that the long-term interests of our clients are always at the heart of everything we do.”



JOACHIM HÄGER
Global Head ODDO BHF
Private Wealth Management

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 always start by advising our clients on their personal strategic asset allocation. We offer our clients liquid and alternative investment solutions. 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 our clients. These shared values allow us to be recognized for our longterm awarded best in class discretionary portfolio management, and position us as reliable partner.

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.

EXPERTISE

- Strategic Asset Allocation Advice
- Family Office Services
- Succession planning
- Foundation Services
- Discretionary Portfolio Management
- Advisory Mandate for liquid investments
- Capital Markets Desk
- Private Assets
- Financing Solutions

KEY FIGURES

€60 BN

Assets under management

631

Employees

3 COUNTRIES

Germany / France / Switzerland

4 LOCATIONS
IN FRANCE

Paris / Lyon / Strasbourg / Marseille

3 LOCATIONS
IN SWITZERLAND

Geneva / Lausanne / Zurich

17 LOCATIONS
IN GERMANY

Baden-Baden
 Berlin
 Bremen
 Düsseldorf
 Frankfurt
 Essen
 Hamburg
 Hanover
 Cologne
 Mainz
 Munich
 Münster
 Nuremberg
 Rottweil
 Saarbrücken
 Siegen
 Stuttgart

AWARD

"Best fund manager"

FIRSTFIVE 2024 FOR 5 YEARS

INVESTMENT PERIODS

"We draw on our roots and the heritage to offer our clients high value-added services, each carrying the promise of a commitment for a bespoke and expert support."



MISCHA TSCHOPP
 Head of ODDO BHF Private Wealth
 Management Germany

"We offer entrepreneurs, investors and business owners all the expertise of a Private Bank in a leading European Group."



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

"Our financial strength, our regional and European presence, and the quality of our expertise build the basis of a made-to-measure and long-lasting service."



MARTIN LIEBI
 CEO ODDO BHF (Switzerland) Ltd

"We aim to offer premium services for an exceptional client experience, where the details are tailored to the client's needs and goals to provide an unparalleled level of satisfaction and value."



ERIC LIBAULT
 Chairman of the Management Board
 La Banque Privée Saint Germain

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. At ODDO BHF, we preserve and grow our clients' wealth, allowing them to pass it on successfully to the next generation. Our mission is to open up 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 respective family situation and the complexity of their assets. For more than 30 years, we have offered personalised concepts that reflect the particular 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.

EXPERTISE

- **Asset structuring**
 - › Strategic Asset Allocation Advice
 - › Advise on Legal entity solutions
 - › Exchange with Entrepreneurial Families
- **Asset Management**
 - › Analysis and Optimization Concepts
 - › Manager Contest & Selection
 - › Reporting and controlling
- **Wealth Governance**
 - › Family Management
 - › Next Generation
 - › Inheritance Planning
- **Philanthropy and Foundations**
 - › Setting up foundations
 - › Holistic Advice on Foundations
 - › Asset Management
- **Access to ODDO BHF Expert Partner**
 - › Law Firms and Notaries
 - › International Tax Consultants
 - › Art and Real Estate Experts

“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
Gérant, ODDO BHF Family Office

KEY FIGURES

30+

Years of Family Office experience

3 LOCATIONS

Frankfurt / Paris / Zurich

25+

Employees at ODDO BHF Family Office

“When you create a project or your priorities change, it is important to have someone you can rely on.”



ALICE GORGE
Family Office Manager

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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.”



NICOLAS CHAPUT
Global Head ODDO BHF
Asset Management & Private Assets

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 assets 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.

The global ecological transition is transforming our economies and creating investment opportunities that we are looking to seize.

EXPERTISE

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

KEY FIGURES

€58 BN

Assets under management

339

Employees

81%

Of our funds' assets in corporate ESG criteria

4 INVESTMENT
CENTERSParis
Düsseldorf
Frankfurt
Luxemburg

"Calibrated as closely as possible to our clients' needs, we provide a focused asset management offering, driven by our convictions and adapted to current economic and social challenges."



LAURENT DENIZE
Global Chief Investment Officer

"To support the climate transition, we are putting in place the monitoring and measurement tools needed to act on the decarbonization of our investment strategies."



RACHIDA MOURAHIB
Head of ESG Research

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.

We offer customized service to our clients.

In private equity, we leverage the strong relationships and quality network of our platform to target relevant and promising investments. Our presence and expertise in private debt, particularly in Germany, enables us to offer attractive opportunities in direct corporate lending.

Independence, creativity and agility are the pillars that define and distinguish us. With a total of € 3.8 billion of capital raised, we play a key role in stimulating economic growth and job creation. We actively support change-makers who share our entrepreneurial spirit.

We aim to generate competitive and sustainable returns over the long term. We achieve this through our investment strategies, which are aligned not only with our clients' needs and expectations, but also with today's sustainable trends.

Our commitment to excellence and innovation continues to guide our journey and that of our partners.

EXPERTISE

A wide range of solutions in Private Equity and in Private Debt

- **Fund of Funds and Co-Investments**
 - › Secondary
 - › Environment
 - › Technology
- **Direct investments**
 - › Strategic opportunities
 - › Senior debt

KEY FIGURES

€ 3.8 BN

In committed capital (Private Equity + Private Debt)

500+

Private Equity partnership commitments

20+

Years of expertise in Private Equity

30+

Years of expertise in Private Debt

65+

Private Debt transactions

“Our private asset offering responds to the changing expectations of our clients and their search for investment solutions which help to finance the real economy and innovation, while making a positive contribution to social issues.”



ANNE BISMUT
Head of Operations & Business
Management, Private Assets

“Now with five strategies, from Secondaries to private debt, we have built up a unique private asset platform, serving both institutional and retail investors.”



DR. MARKUS GEIGER
Head of Private Debt

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.

EXPERTISE

- 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

KEY FIGURES

€7.6 BN

Assets under management

800

IFA partners

45

Dedicated experts including 17 sales people based in France & Belgium

100,000

Clients

“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.”



RAPHAËL HASSAN
Director of the CGP
Sales Department



NICOLAS GOYARD
Deputy Director of the CGP
Sales Department

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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.”



CHRISTOPHE TADIÉ
Global CEO ODDO BHF
Corporates & Markets

EQUITY RESEARCH & BROKERAGE

Adding values to *our clients investments*

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 700 stocks. We also support companies and entrepreneurs in their financing solutions - capital raising, IPO process, etc... - 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.

Avec nos partenaires, nous sommes devenus un des leaders européens du Corporate Broking. Together with our partners, we have also become a leading European Corporate Broking player in France with nearly 80 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.

EXPERTISE

- Brokerage
- ECM transactions
- Research
- Corporate Access
- Corporate Broking
- Investment Advisory

"For the first time, a broker becomes number 1 in the three largest equity markets in the eurozone: Germany, France and Benelux."



MATTHIAS DESMARAIS
Head of Equities



FRANÇOIS BANNEVILLE
Head of Execution

"We organize expert access events, more than 400 corporate roadshows per year and several flagship conferences in New York, Lyon, Frankfurt, Amsterdam, Paris and very soon in London."



NATHALIE CABIBBO
Group Head of Corporate Access

PRESENCE

- London
- Amsterdam
- Frankfurt
- Lyon
- Madrid
- New York
- Paris
- Tunis

AWARDS

N°1

OVERALL BROKER FRANCE

N°1

OVERALL BROKER GERMANY

N°1

OVERALL BROKER BENELUX

N°3

IN NUMBER OF ECM TRANSACTIONS
IN THE EUROZONE

N°5

BROKER SPAIN

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 analysts teams in Europe, we are committed to providing quality and independent fundamental research.

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.

EXPERTISES

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

KEY FIGURES

€+18 BN

Traded volume

38

Experts including 8 credit analysts, 8 traders,
13 distribution specialists

700+

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."



CHRISTOPHE QUESNEL
Head of Fixed Income

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)

"Market data analysis creates competitive edge for our clients."



STÉPHANE ARTIGAUX
Head of Securities Lending & Repo

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



CAROLE BRAUDEAU
Head of Fixed Income Research

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 agribusiness, healthcare, real estate, shipping and 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.

EXPERTISE

- **Advisory**
 - › Mergers & acquisitions
 - › Debt Advisory
 - › Restructuring
 - › Public M&A
- **Capital markets**
 - › Bond Issue
 - › Initial Public Offering
 - › Capital raising

KEY FIGURES

30

Transactions per year

35

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 BONNINI
Managing Partner, Head of Debt
Advisory Corporate Finance



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



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

AWARDS

Silver Trophy

**BEST TEAM IN DEBT ADVISORY
AND FINANCIAL RESTRUCTURING**

*Leaders League Trophy**Excellent mention*

- › TMT Small & Mid Cap - 2023
- › Healthcare - 2023
- › Infrastructure & Energies Small & Mid Cap - 2023
- › Agrobusiness & wine - 2023
- › M&A transactions between
€150M and €500M - 2023



*International &
Corporate Banking,*
METALS AND
ASSET SERVICING

“Our common goal and the basis of our success: to simplify our clients’ lives and to be the service provider our clients call first.”



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

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.

EXPERTISE

- International Banking Services
- Corporate Banking
- Forex Exchange

"Our mission is to support transformation processes in companies - from "local to international", "from brown to green" and "from analog to digital". 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."

#globalisationrecomposed



FLORIAN WITT
Head of International
& Corporate Banking

KEY FIGURES

70+

Country and product experts

100+

Covered countries

20+

Nationalities

25

Spoken languages

9%

Market share in the letters of credit business*
(confirmed and about Germany delivered
volume of export letters of credit)

*Source: SWIFT Watch 2023

METALS TRADING

Securing *the entire supply chain* for metals industry

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.

EXPERTISE

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

KEY FIGURES

€ 1.520 BN

In sales average

300,000

Tons of aluminium

100,000

Tons of copper

250,000

Tons of intermediation

300,000

Tons transported by truck, barge or train

10,000

Tons of zinc

500

Tons of tin

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



ANTOINE CHACUN
Head of Metals

ASSET SERVICING

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.

Expertise

Our businesses are highly specific and require the highest level of financial, operational legal and technical awareness, with constant regulations.

Commitment

Every day, our management and operational teams aim at offering an efficient, high-quality relationship to our clients.

Entrepreneurial value

The Group is recognized for its agility and creativity. With an international team, we are committed to develop tailor-made solutions to meet our clients' needs.

Independence

In accordance with our DNA, we are developing and investing significantly in our own tools and platforms.

EXPERTISE

- Account management for third parties
- Custody-account keeping services
- Services for life insurance companies

KEY FIGURES

20

Years of expertise in Asset Servicing

+140

Experts

+100

Clients: private banks, life insurance companies and asset managers

+300

AIF or UCITS funds

160,000

Accounts

€20 BN

Assets under administration

“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.”



JULIANE FRANCE
Global Head of ODDO BHF
Asset Servicing

INSTITUTIONAL FUND PLATFORM

Optimize *your asset administration*

Our goal is to establish a leading B2B fund platform that enables institutional clients to access a wide range of investment funds in an efficient and transparent manner. Through innovative technology and first-class service, we strive to provide our clients with best-in-class solutions that support their investment objectives and foster long-term partnerships. Our commitment to integrity, reliability and excellence is the foundation on which we build trust and create sustainable value for our clients.

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



SVEN GRÄBEDÜNKEL
Head of Institutional Fund Platform

EXPERTISE

- Fund trading & execution
- Custody & administration
- Trail fee management
- Additional services : transfer & paying agent, information agent in the fund business

KEY FIGURES

€28 BN

Assets under Administration

40,000

Investment funds

300

Distribution agreements

FUND SERVICING

Tailor made *fund solutions*

We offer family offices, ultra high net worth individuals, entrepreneurial families and foundations, as well as banks and independent asset managers access to customized fund solutions. We support the fund initiator in all process steps during the establishment and subsequent ongoing management of the private label fund. This ranges from the selection of the fund location to the concrete preparation of the investment guidelines

for the private label fund. Together with our dedicated specialist teams, we take care of the entire fund administration, including compliance, risk controlling and reporting, as well as of regulatory requirements and coordination with the supervisory authorities. We organize distribution licenses in different countries and coordinate the connection of the individual asset managers to the private label fund.

“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.”



STEPHAN TIEMANN
Head of Fund Servicing

KEY FIGURES

€ 10.6 BN

Assets under administration

84

Fund mandates

3 LOCATIONS

Düsseldorf / Frankfurt / Luxemburg

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