

REYL Group reports satisfactory 2020 financial results with a 14% growth in assets under administration to CHF 15.5 billion

Geneva, 30 April 2021 – Despite a challenging business environment owing to the COVID-19 pandemic, the REYL Group reported 2020 financial results characterised by a sharp increase in assets under administration and the continuation of its ambitious investment programme in impact investing (Asteria Obviam) and digital banking (Alpian). The conclusion of a strategic partnership with the Fideuram - Intesa Sanpaolo banking group in October 2020 also marked the beginning of a new and promising chapter for the Group.

As at 31 December 2020, the REYL Group reported CHF 15.5 billion in assets under administration (+14%), of which CHF 1.5 billion was in net new assets, together with operating income of CHF 91.7 million (+1%) and consolidated net profit of CHF 6.2 million (-25%). The drop in consolidated net profit was mainly due to the investment expenses related to the development of the Group's global sales force, the setting up of a comprehensive team at Asteria Investment Managers and the assumption of advisory costs in the context of the Fideuram - Intesa Sanpaolo and Obviam AG strategic partnerships. The Tier 1 ratio stood at 18%.

In addition, the Bank's subsidiaries in Switzerland and abroad confirmed their improved profitability. On a consolidated basis, their assets under administration grew sharply to CHF 3.9 billion (+22%), with the largest increases coming from REYL Finance MEA in Dubai (+CHF 372 million, +24%) and REYL Overseas AG in Zurich, which specialises in advising US clients under an SEC licence (+CHF 72 million, +24%). The Group continued to attract new talent, with a 245-strong workforce at the end of 2020, up 9% year-on-year.

In 2021, the Group intends to pursue its transversal development into impact investing, with Asteria Investment Managers and Obviam called to become a leading Swiss player managing both listed and private assets, as well as into digital banking for mass-affluent clients with Alpian, which recently finalised a B series fundraising of USD 18 million.

The Group will continue to pursue its innovative strategy centred on integrated solutions across its five business lines - *Wealth Management, Entrepreneur & Family Offices Services, Corporate Advisory & Structuring, Asset Services* and *Asset Management* – and between its offices in Switzerland (Geneva, Lugano, Zurich), Europe (London, Luxembourg, Malta), the Middle East (Dubai) and Asia (Singapore) as part of a 360-degree approach.

François Reyl, Chief Executive Officer of the REYL Group, commented: *"These promising results in an unprecedented year encourage us to pursue the development of our business model, focused on customised support for a client base of entrepreneurs, family offices and international investors looking for an innovative, multidisciplinary and integrated service offering. We are pleased to see our range of skills enriched by investment products with a social and environmental impact, managed by Asteria Investment Managers and Obviam, and eagerly await the upcoming launch of Alpian, a Swiss digital wealth management bank incubated by the REYL Group. Lastly, our strategic partnership with Fideuram - Intesa Sanpaolo will further enhance our competitiveness as well as organic and external growth momentum."*

[Link](#) to the 2020 management report.

About the REYL Group
www.reyl.com

Founded in 1973, the REYL Group is a diversified and entrepreneurial banking group with offices in Switzerland (Geneva, Zurich, Lugano), Europe (London, Luxembourg, Malta) and the rest of the world (Singapore, Dubai). The REYL Group manages assets in excess of CHF 15.5 billion and employs more than 245 professionals. In 2020, the REYL Group signed a major strategic partnership with Fideuram - Intesa Sanpaolo, a leading European banking player.

Developing an innovative approach to banking, the Group serves a clientele of international entrepreneurs and institutional investors through its *Wealth Management, Entrepreneur & Family Office Services, Corporate Advisory & Structuring, Asset Services* and *Asset Management* business lines.

REYL & Cie Ltd is licensed as a bank in Switzerland and performs its activities under the direct control of the independent Swiss Financial Market regulator (FINMA) and the Swiss National Bank (SNB). The REYL Group's subsidiaries are also regulated by the LPCC in Switzerland, the FCA in the UK, the CSSF in Luxembourg, the MFSA in Malta, the MAS in Singapore, the DFSA in Dubai and the SEC in the United States.

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