

Press release

Best Wealth Managers 2015:

Bank Gutmann scores overall victory

(Berlin/Vienna, 18 November 2014) – In the current market test of best wealth managers 2015 (“Fuchsbriefe-Test”), Bank Gutmann (www.gutmann.at) won overall victory in the German-speaking countries. Runner-up in the overall standings was Walser Privatbank, another Austrian bank, followed by Feri Trust GmbH (D). Gutmann is thus also number one in the Austrian ranking, ahead of Walser Privatbank in second place and Schoellerbank in third place. Overall, seven Austrian providers of wealth management services were classed as “recommended wealth managers” in German-speaking Europe, two of them even among the “top seven”. In the list of “All-time Best Performers”, Gutmann made significant headway and, by rising to place seven, made it into the top ten. Private Banking Prüfinstanz (Verlag Fuchsbriefe and Institut Dr. Richter | IQF) visited a total of 84 institutions, among them 18 Austrian firms. The theme of this year’s market study was “Where the client is king”.

In Berlin, the winners have just been announced of the twelfth market test of best wealth managers 2015 conducted by Private Banking Prüfinstanz. Apart from leading the ranking for Austria, Bank Gutmann also secured the first place among the top-ranking institutions in the German-speaking countries (Germany, Switzerland, Austria, Luxembourg and Liechtenstein). Runner-up was Walser Privatbank, which serves primarily clients in Germany (95%), followed by Feri Trust GmbH, Germany. “Gutmann impressed us with its first-rate mix of empathy, professional expertise, diligence, and strong client focus as well as an excellent price-performance ratio. This is hard to beat,” said Ralf Vielhaber, Fuchsbriefe editor-in-chief and initiator of the test.

“One of the core competencies of our wealth management service is the systematic approach to investment opportunities and risks,” said Frank W. Lippitt, Partner and Chief Executive Officer of Bank Gutmann, when explaining the Vienna-based wealth manager’s service approach. “This benefits our institutional and our private banking clients: our key concern is the protection of the value of their assets. We are delighted that this has also been recognised by Fuchsbriefe.”

In the first half of the year 2014, Private Banking Prüfinstanz (Verlag Fuchsbriefe and Institut Dr. Richter | IQF) founded in 2004 tested a total of 84 banks, wealth managers and family offices, among them 18 Austrian firms. Scores were awarded for the quality of the consulting session, asset management strategy, portfolio quality, and transparency. Our partner in assessing portfolio quality is Quanvest GmbH, Bad Homburg.

Results by category

The seven **top providers of services** in the current market test of Private Banking Prüfinstanz are Bank Gutmann (AT), Walser Privatbank (AT), Feri Trust GmbH (D), DZ Privatbank S.A. (LUX), Raiffeisen Privatbank Liechtenstein AG (FL), Baden-Württembergische Bank (D), and DekaBank Deutsche Girozentrale Luxembourg S. A. (LUX).

Classed as **unreservedly recommendable** were LGT Bank AG (FL), Bank Julius Bär & Co. AG (CH), Hauck & Aufhäuser Privatbankiers KGaA (D), Liechtensteinische Landesbank AG (FL), BHF-Bank AG (D), von der Heydt & Co. AG (D), Bank J. Safra Sarasin (Deutschland) AG (D), Schoellerbank AG Salzburg (AT), and SEB Private Banking S. A. (LUX).

Number one on the list of all-time best performers based on the five most recent tests is Feri Trust GmbH (D) ahead of DZ Privatbank (LUX) and Walser Privatbank (AT). Bank Gutmann made strong headway and, by rising to place seven, made it into the top ten.

Summaries of all rankings and test results including comments have been published in the Fuchsbriefe-Report "TOPs 2015 – Die besten Vermögensmanager: Wo der Kunde König ist" (TOPs 2015 – the best wealth managers: where the client is king; 104 pages, DIN A4, EUR 94).

For more details see <http://www.fuchsbriefe.de>.

About Bank Gutmann

Founded in 1922, Privatbank Gutmann is a wealth management specialist and market leader in Austria. An 80 percent interest in the bank is held by the Kahane family, another 20 percent by executive and non-executive partners ("The Gutmann Partnership Approach"). The Bank currently manages assets worth EUR 18.7 billion (as of 30 September 2014). Gutmann clients include domestic and foreign entrepreneurs, foundations and trusts, high-net-worth individuals and families as well as institutional investors.

The new app of Bank Gutmann for the iPad is available from the App Store under the name of "Gutmann".

Download from: <https://itunes.apple.com/us/app/bank-gutmann/id902503305?mt=8>

For inquiries, please contact:
Renate Skoff, The Skills Group
Phone: +43-664-337 02 84
E-mail: skoff@skills.at