



## Media Release

Basel/Warsaw, 5 March 2009

# Bank Sarasin opens new representation in Warsaw expanding its presence into Central Europe

**Bank Sarasin & Co. Ltd of Basel, Switzerland continues to expand its European network. The Polish Financial Supervision Authority granted the Swiss private bank a permit issued in consultation with the Polish Minister of Finance to open a representative office in Warsaw. The office is registered under the name BANK SARASIN & CO. LTD S.A. PRZEDSTAWICIELSTWO W POLSCE. The local presence enables Bank Sarasin to promote its sustainable Swiss private banking services to wealthy Polish individuals. At the same time the new representation is the latest milestone implementing the bank's growth strategy also into Central Europe.**

Due to its size and its attractive growth rate the Polish private banking market has particular potential for the Sarasin Group. The Senior Representatives of Bank Sarasin in Warsaw, Yves Sarasin and Daniel Raemy, are assigned to introduce the personalised, exceptionally high standard services of Bank Sarasin to Poland.

### Convincing signal for growth in Central Europe

“We are delighted about the opportunity granted by the Polish authorities. The Sarasin Group regards Poland as a very attractive market for growth in Central Europe. The presence enables us to extend our services to Polish individuals and thus complement the already existing offering by our AAA-rated majority shareholder, Rabobank”, comments Fidelis Goetz, Head of Private Banking, Bank Sarasin & Co. Ltd, Switzerland.

“We are very pleased to be able to move forward. As BANK SARASIN & CO. LTD S.A. PRZEDSTAWICIELSTWO W POLSCE, we are aiming to gain recognition and establish Bank Sarasin as leading financial advisor in the Polish market. Our sustainable heritage and commitment to quality and excellence will certainly bear fruit in this exciting and vibrant country”, explains Yves Sarasin, Senior Representative of Bank Sarasin in Poland.

The opening of the representative office in Warsaw marks the latest step in the successful implementation of the Sarasin Group's international growth strategy. Prior to the entry to the Polish market and committed to expand its European market share, the Sarasin Group had obtained a full banking license in Germany, opened two offices in Spain and has established a presence in Ireland. The Group's commitment to a truly global strategy has been demonstrated by its impressive growth in the Middle East, where it added Qatar, Oman and Bahrain, to its successful operations in Dubai. This dynamic expansion has not only added new locations to the Sarasin Group's existing network in Europe, Asia and the Middle East, it also brought the Sarasin Group's tailor made services and products closer to its clients across the world.



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**Bank Sarasin & Co. Ltd – Sustainable Swiss Private Banking since 1841 – [www.sarasin.ch](http://www.sarasin.ch)**

Bank Sarasin is a leading Swiss private bank whose many years of banking experience has made it consciously opt for sustainability as a key component of its corporate philosophy. It provides a high level of service and expertise when acting as investment advisor and asset manager for private and institutional clients. Within Switzerland, Sarasin has offices in Basel (head office), Geneva, Lugano, and Zurich. Bank Sarasin & Co. Ltd is listed on the SIX Swiss Exchange.

**Sarasin – Sustainable Swiss Private Banking since 1841 – [www.sarasin.com](http://www.sarasin.com)**

The Sarasin Group has its roots as a leading Swiss private bank. As an international financial service provider committed to sustainability, the Group is now represented in 19 locations in Europe, the Middle East, and Asia. By year end 2008 it managed total client assets of CHF 69.7 billion and employed around 1,500 staff. Its majority shareholder is the AAA-rated Dutch Rabobank.



**Yves Sarasin**

Yves Sarasin started his professional career as a mergers & acquisitions consultant with UBS and later PricewaterhouseCoopers. In 2002, he joined the Sarasin Group and has worked in the private banking department of the bank since. He began as a Client Relationship Manager advising wealthy Swiss clients. After having headed a team of Client Relationship Managers for several years he was appointed to set up a representative office in Warsaw, Poland.

Yves Sarasin earned a master degree in business and economics from the University of St. Gallen (HSG) in 1996 and a MBA from the Graduate School of Business of the University of Chicago in 1998.



**Daniel Raemy**

Daniel Raemy joined Bank Sarasin & Co. Ltd on March 1<sup>st</sup>, 2009. He began his professional career in 1992 with UBS AG in Zurich. After having worked in various departments, he joined the Wealth Management department for Austrian Clients as Relationship Manager in 2000. In 2002, he was appointed as Key Client Advisor for Austria and Central Europe clients. In 2004, he moved to Warsaw as Deputy Head of the UBS representative office in Poland where he was working as Senior Representative.

Daniel Raemy earned the Federal Diploma for Expert in Finance and Investments from the Swiss Financial Analysts Association (AZEK) in 2004.