

Geneva, 9 May 2019

DECALIA appoints Bernhard Utiger as new Region Head for German-speaking Switzerland

Swiss investment management company DECALIA Asset Management has appointed Bernhard Utiger as Region Head for the development of its asset management business in German-speaking Switzerland. DECALIA started to tackle the Swiss-German market in 2017 and, through this new hire, underlines its strong commitment to the region. In just a few years, DECALIA has begun to establish itself as an innovation leader by launching thematic strategies and private market solutions that successfully capture promising long-term investment trends.

A seasoned business development professional

Bernhard Utiger has more than 18 years of experience in fund distribution and sales covering German-speaking Switzerland. Over his career, he has developed a strong expertise in setting up and implementing fund distribution strategies for a wide range of professional clients, including independent asset managers, family offices, banks and financial institutions. Before joining DECALIA, he worked in different management and senior sales roles at leading investment firms, such as Vontobel Investment Banking, Flossbach von Storch, JP Morgan Asset Management and Julius Baer Asset Management. Bernhard Utiger replaces Claudia Eftimie who will take on new challenges.

DECALIA: A real innovation leader

DECALIA has developed 14 investment strategies that focus on four themes that are deemed promising over the long-term: new consumer trends, quest for yield, disintermediation in the banking sector and market inefficiencies. These investment solutions are mostly available in UCITS & RAIF formats, but are also offered in the form of mandates. DECALIA has established a strong credibility as an innovator by launching the first Millennials equity fund, the first Circular Economy equity fund, and Varia Decalia Swiss Reatech, an innovative Swiss real estate fund focused on the changes brought by the digitalization of the economy.

It has also developed several exclusive partnerships to offer investment solutions in alternative lending, in the media industry for instance.

"It's great to have Bernhard Utiger join our team. His strong experience marketing both UCITS and private market solutions in German-speaking Switzerland will help strengthen our franchise there. I'd also like to thank Claudia Eftimie for her valuable contribution to the development of our brand in the region and wish her all the best for her new ventures." said Xavier Guillon, Partner and Head of DECALIA funds.

"The current environment is challenging for 'generalist' houses in the asset management industry. Specialist boutiques like DECALIA can make a difference here and I am looking forward to promoting this franchise in this market." added Bernhard Utiger.

About DECALIA Asset Management

Established in Geneva in 2014, the DECALIA Group is a private and institutional investment management company. With more than 40 employees and assets under management that stand at CHF 3.5 billion (EUR 2.7 billion), DECALIA has expanded rapidly, in particular thanks to its active-management experience built up over the last 30 years by its founders. The strategies developed by DECALIA focus on four investment themes deemed promising in the long term: banking disintermediation in Europe, quest for yield, new consumption trends and market inefficiencies.

Geared to practical solutions, DECALIA is devoted entirely to generating for its clients a higher risk-adjusted performance, while ensuring the highest level of service. The fundamental values that shape its DNA and underpin its action are dedication, innovation and team spirit. Its investment philosophy is based on several fundamental principles: stringent risk management, capital preservation, an active management style and selection of the best talent.

As a member of the Swiss Association of Asset Managers (SAAM), DECALIA is regulated by FINMA through a collective investment manager's license (LPPC).

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