

# 20 Annual Report 17

**Press conference**  
Results for the 2017  
business year

March 2<sup>nd</sup>, 2018



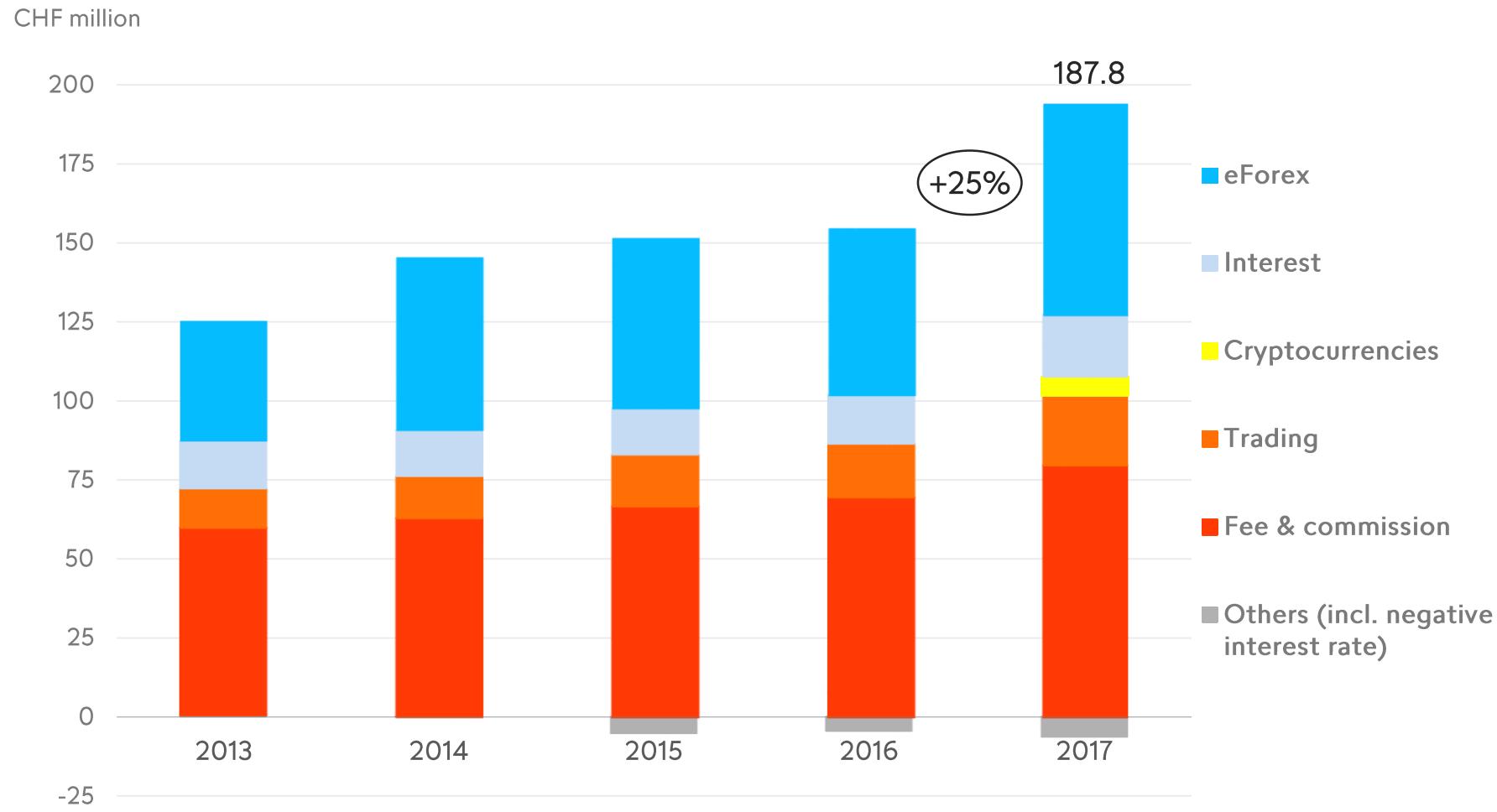
# Agenda

- Key messages
- Innovation
- Balance sheet
- Business metrics

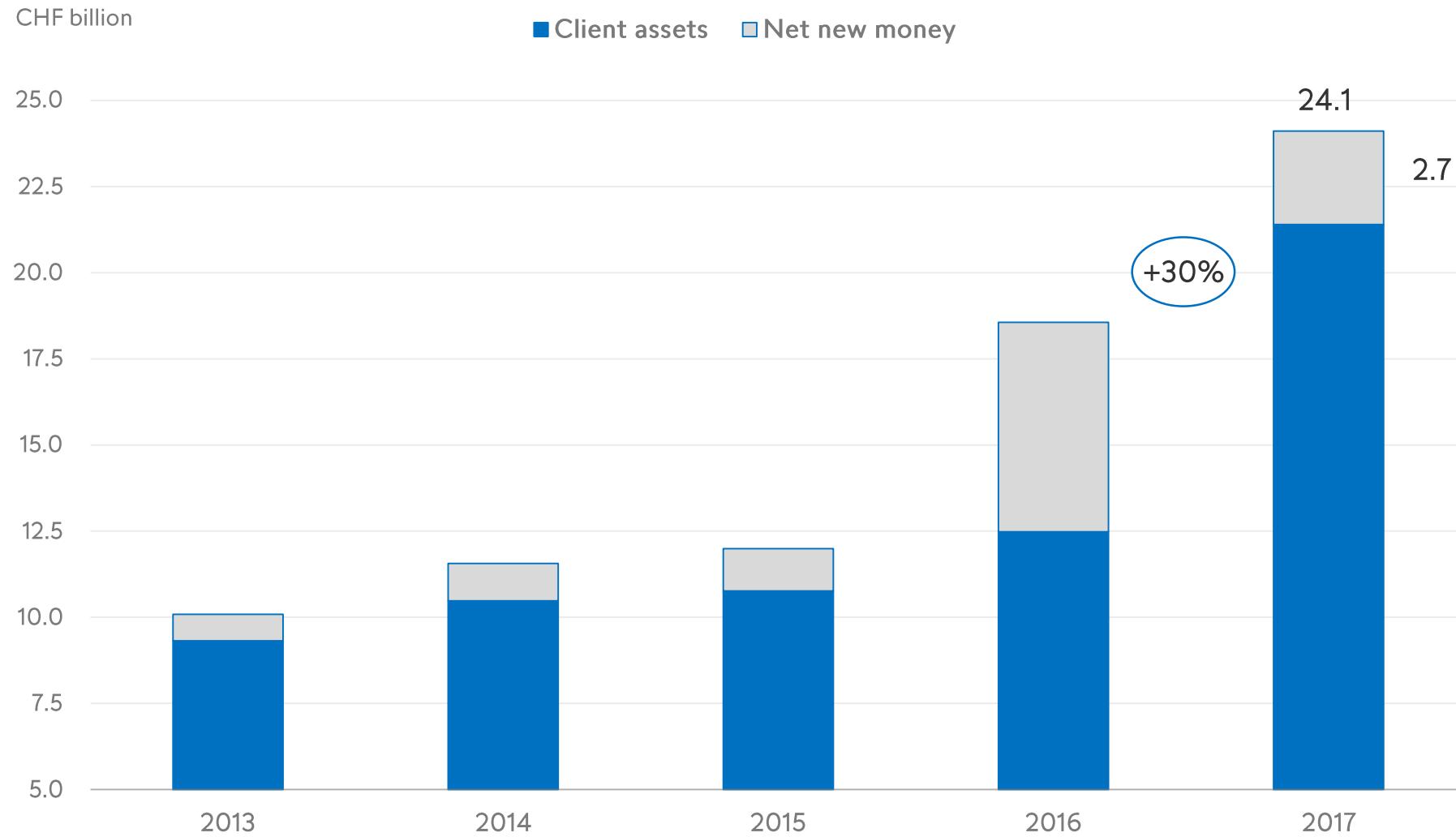
# Key messages

Section I

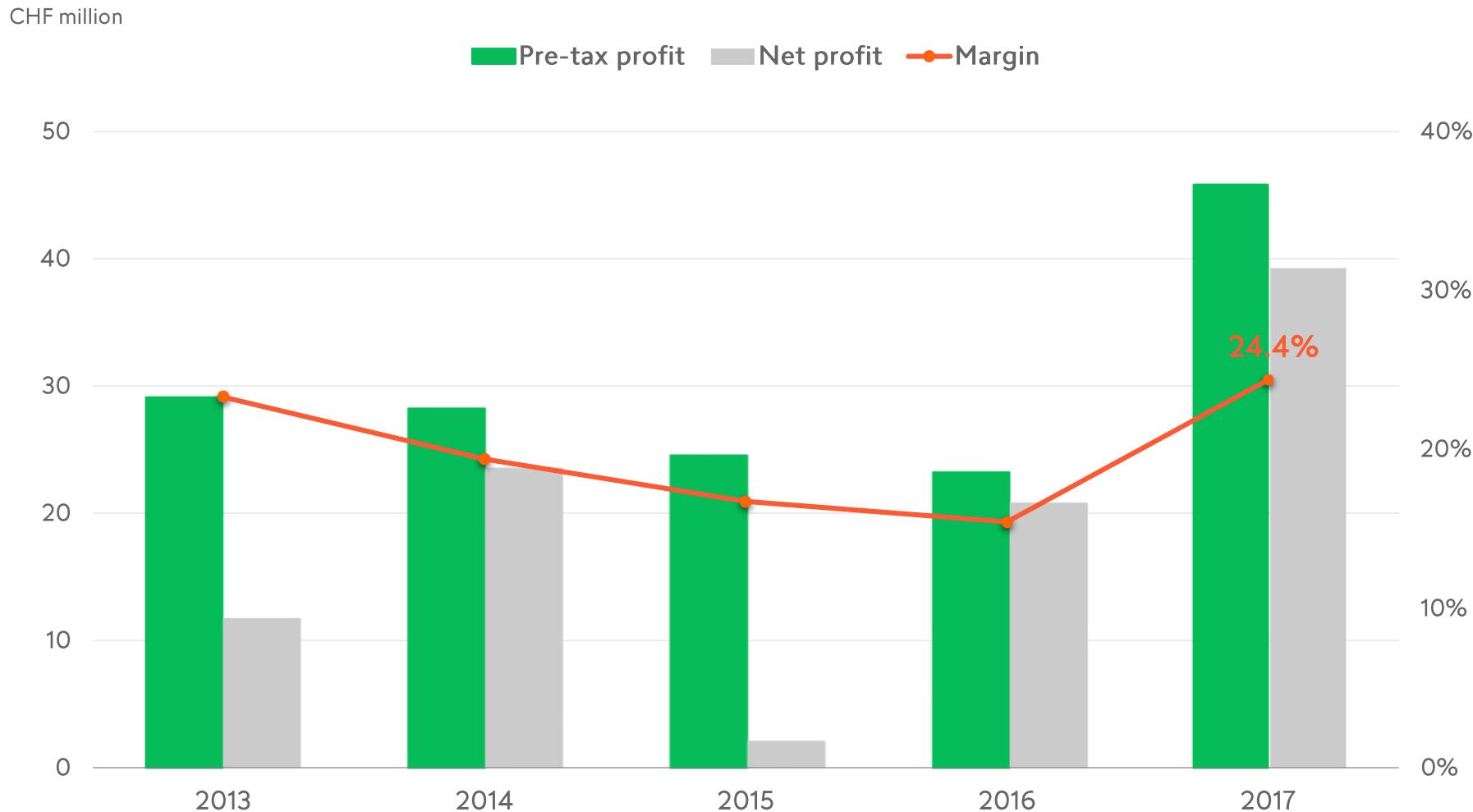
# Net revenues of CHF 187.8 million



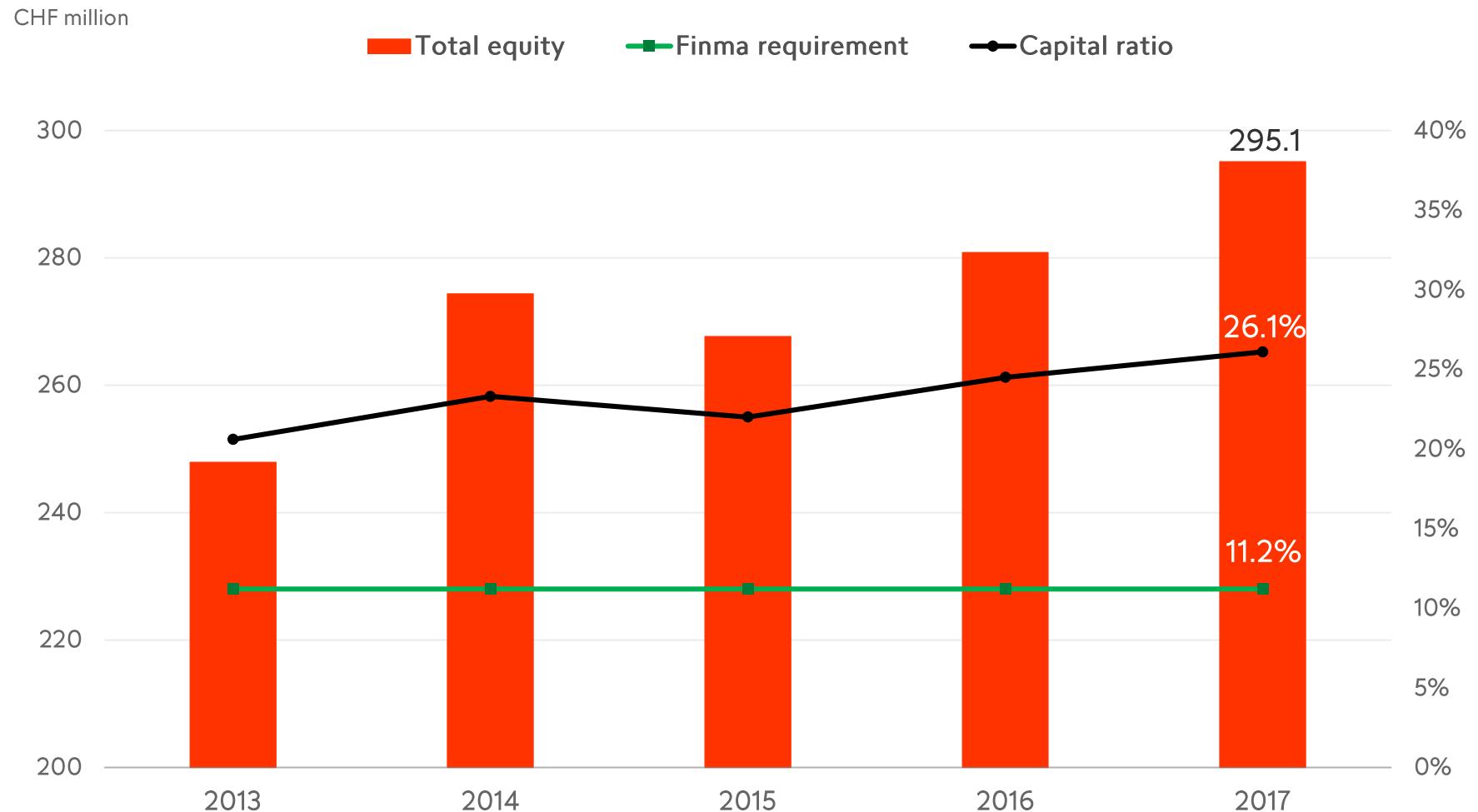
# Record level of client assets at CHF 24.1 billion



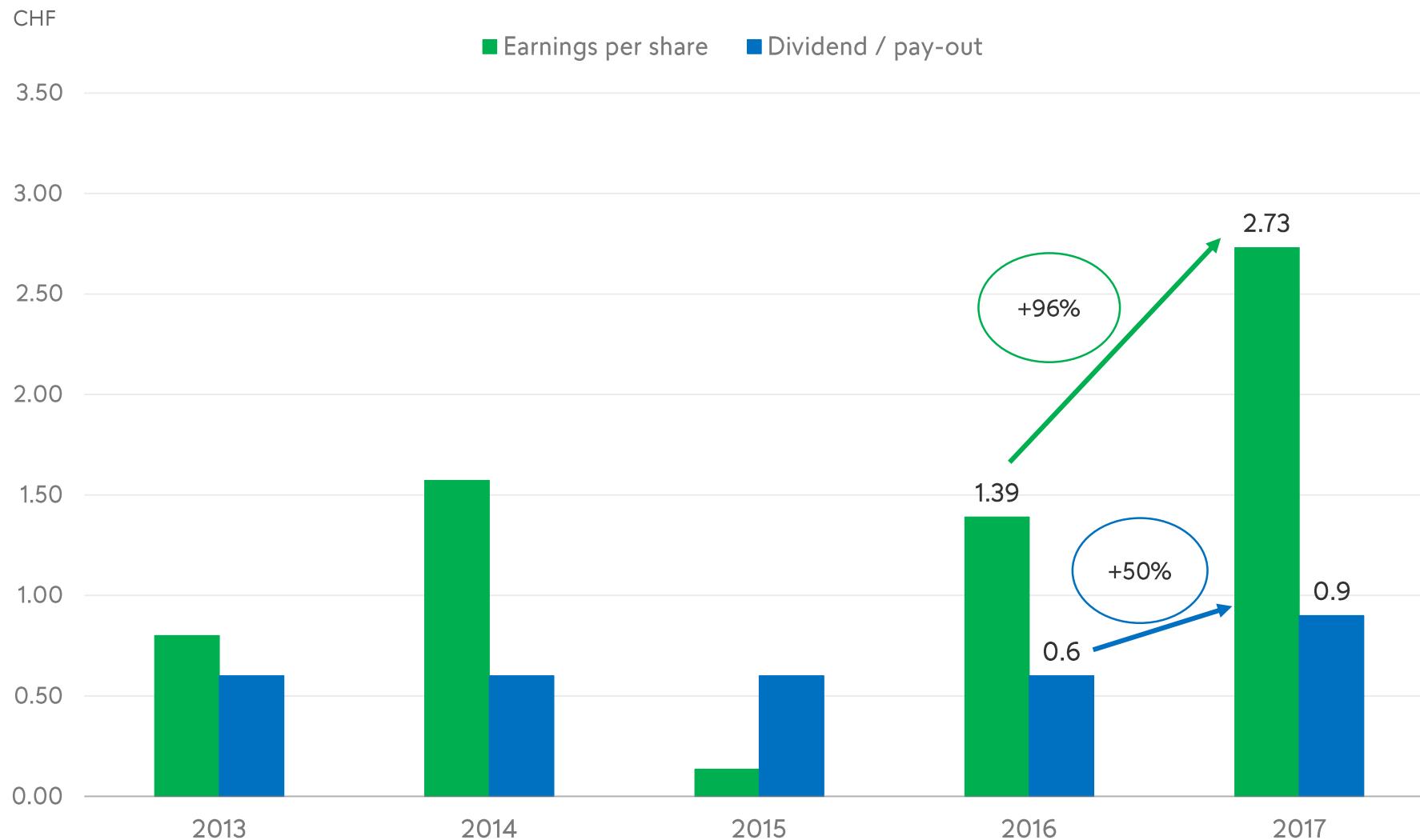
# Pre-tax profit of CHF 45.8 million



# One of Switzerland's best capitalised banks



# Increased return to shareholders



# Innovation

Section II

# First Bank in Europe to give access to the 5 largest cryptocurrencies



The safety and security  
of a renowned bank



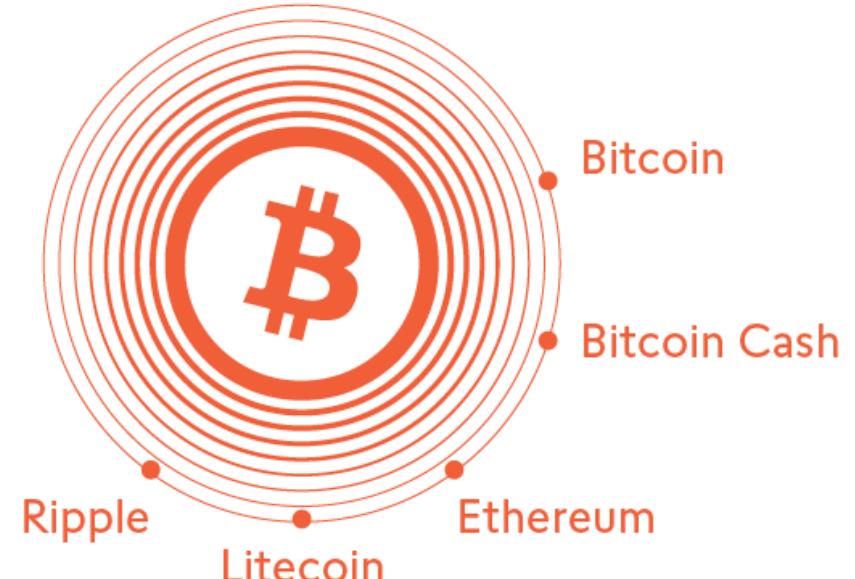
Diversification  
of your portfolio



The 5 cryptocurrencies  
in highest demand

# CHF 5.6million

Cryptocurrencies revenues in 2017



# Creation of 10 new Themes Trading certificates

## Investing made simple: trade what you believe in



1<sup>st</sup> actively managed bitcoin  
certificate in the world



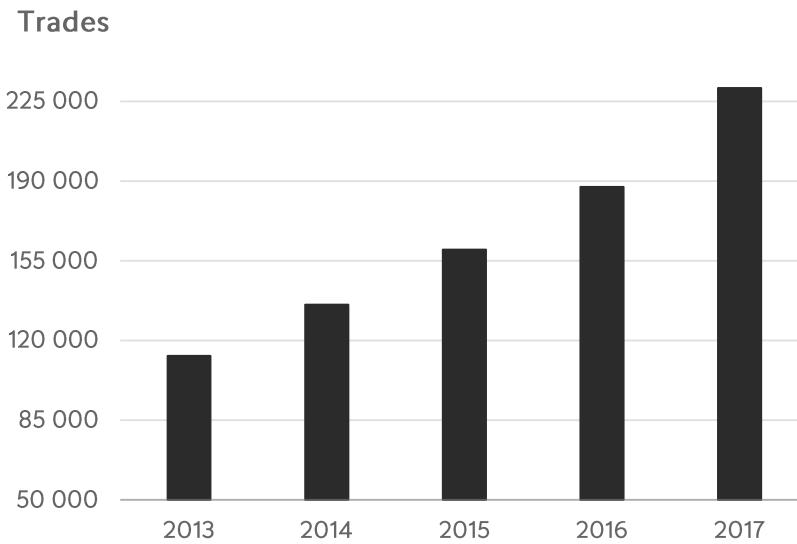
## More than 70 Themes

To provide investment ideas

# 5<sup>th</sup> Swiss DOTS issuer Vontobel

+23%

Swiss DOTS trades (vs. 2016)



The banner features a dark background with blurred blue and yellow lights. In the top right corner, there's a white box containing the text 'Die Handelsplattform für Hebelprodukte' and the 'Swiss DOTS' logo. Below this, large orange circles contain the text '9.- flat' and 'von 08-22 Uhr'. At the bottom left, the text 'Trade it.' is followed by a description: 'Einfach, schnell und direkt: Profitieren Sie von engen Spreads und längeren Handelszeiten.' The bottom right corner features the 'Swissquote' logo with its red square icon. At the very bottom, it says 'In Partnerschaft mit:' followed by logos for Goldman Sachs, UBS, Commerzbank, Deutsche Bank X-markets, and Vontobel.

Die Handelsplattform  
für Hebelprodukte  
© Swiss DOTS

9.- flat

von  
08-22  
Uhr

Trade it.  
Einfach, schnell und direkt: Profitieren Sie von engen Spreads und längeren Handelszeiten.

swissquote.com/swissdots

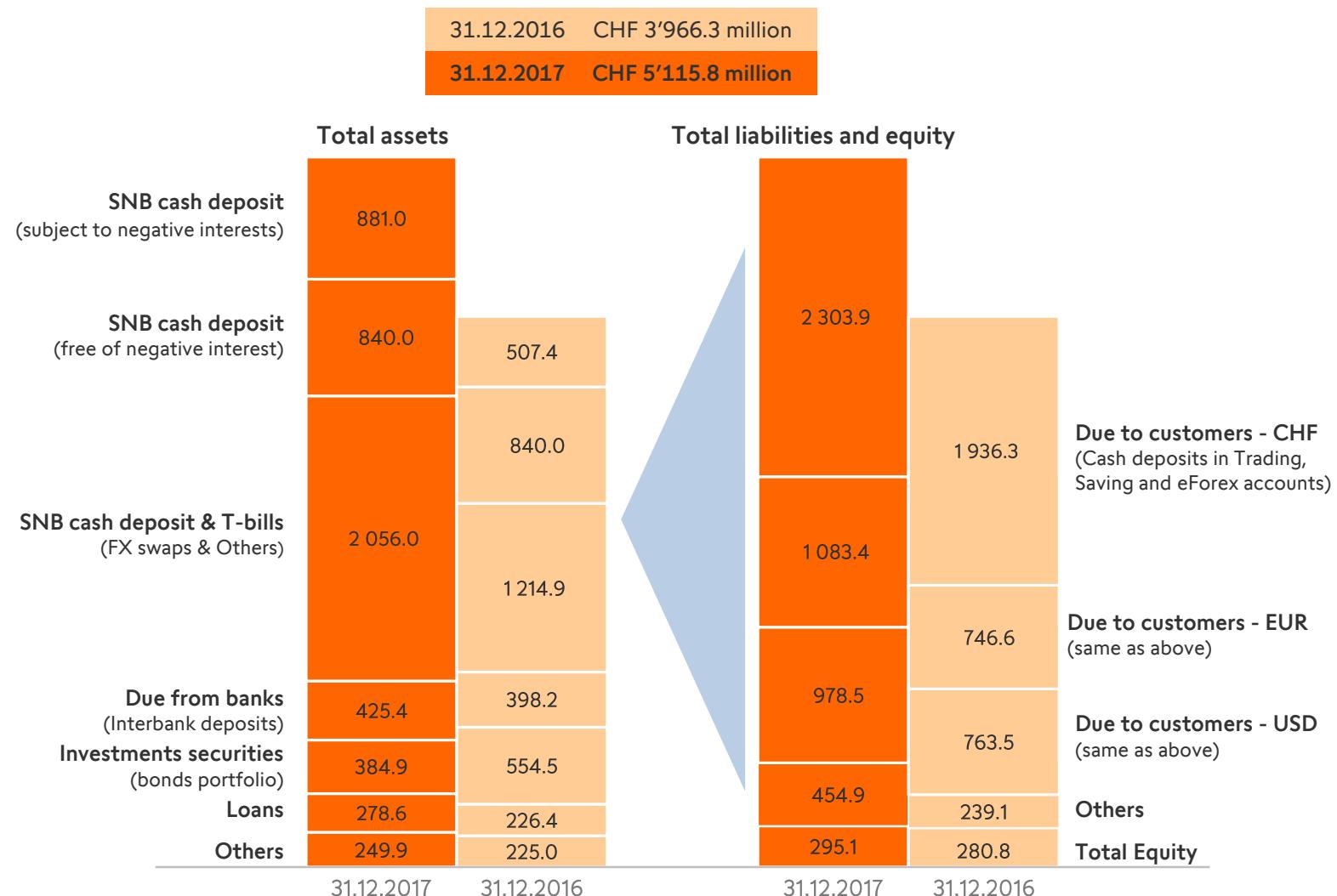
In Partnerschaft mit:

Goldman Sachs    UBS    Commerzbank    Deutsche Bank X-markets    Vontobel

# Balance sheet

Section III

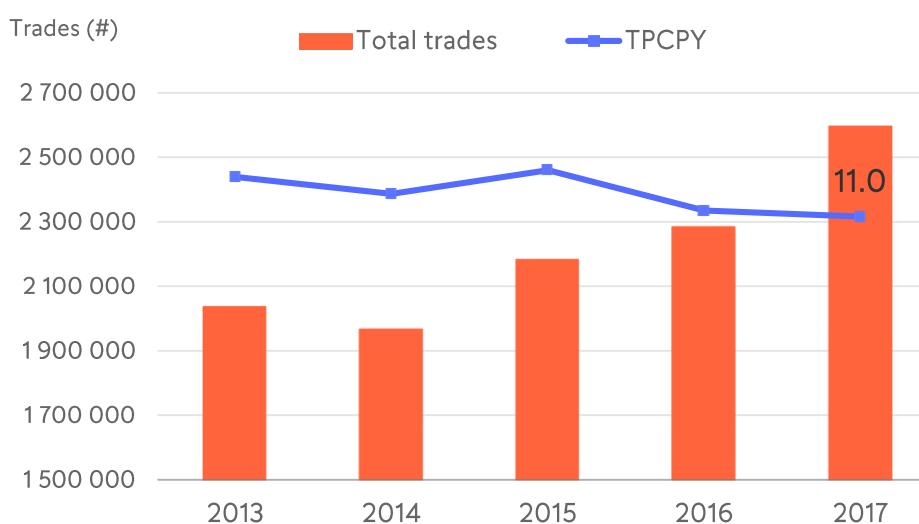
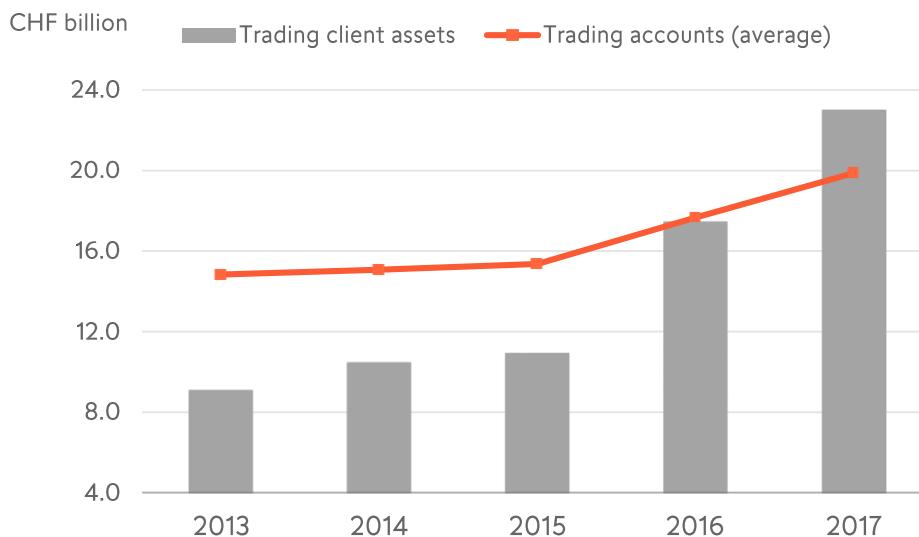
# Balance sheet as at December 31<sup>st</sup>, 2017



# Business metrics

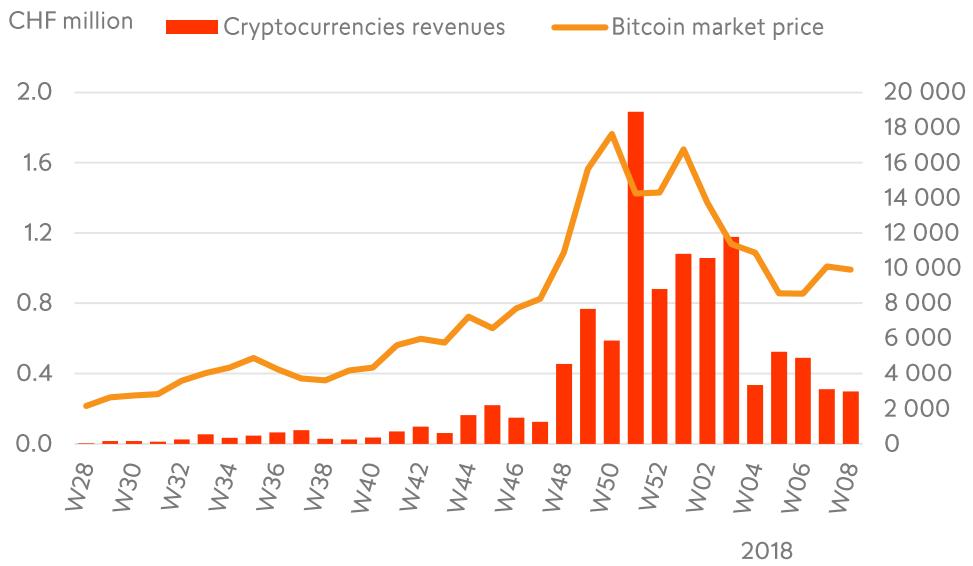
Section IV

# Trading accounts - assets and total trades

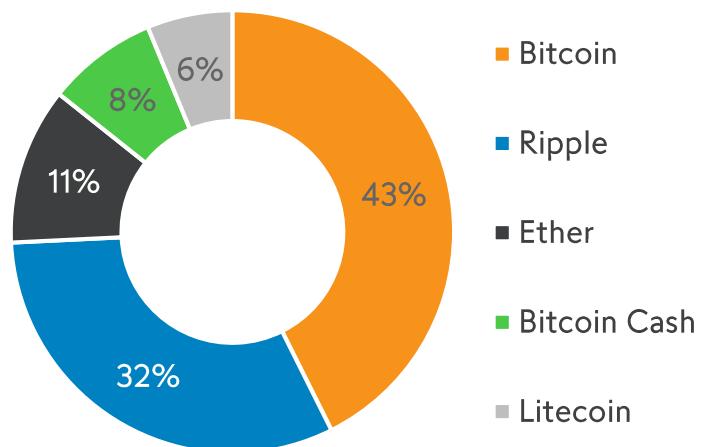


- 236'861 Trading accounts (+0.3% vs. 2016), at the end of 2017
- Trading client assets at **CHF 23.0 billion** (+31.6 % vs. 2016)
- Average assets per account at ~ CHF 97'000
- Transactions per client per year stable at 11.0
- Total number of transactions: around 2.6 million in 2017 (+16% vs. 2016)

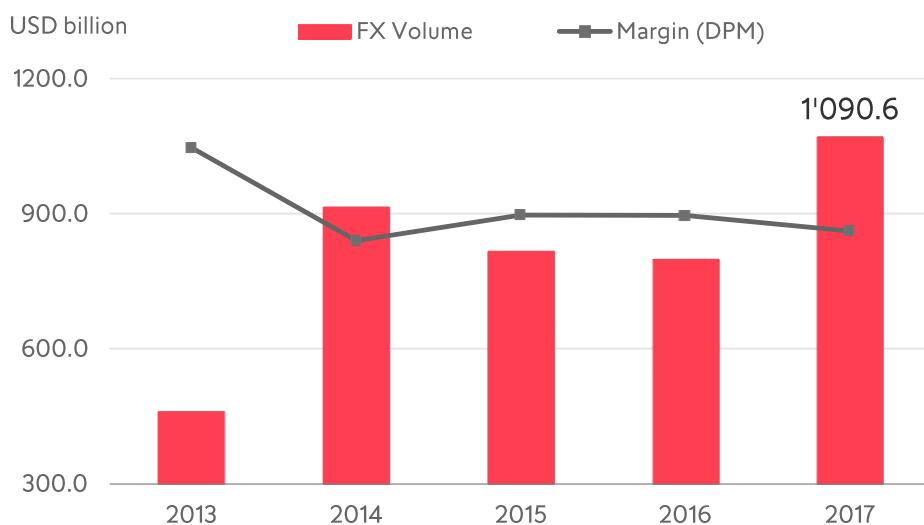
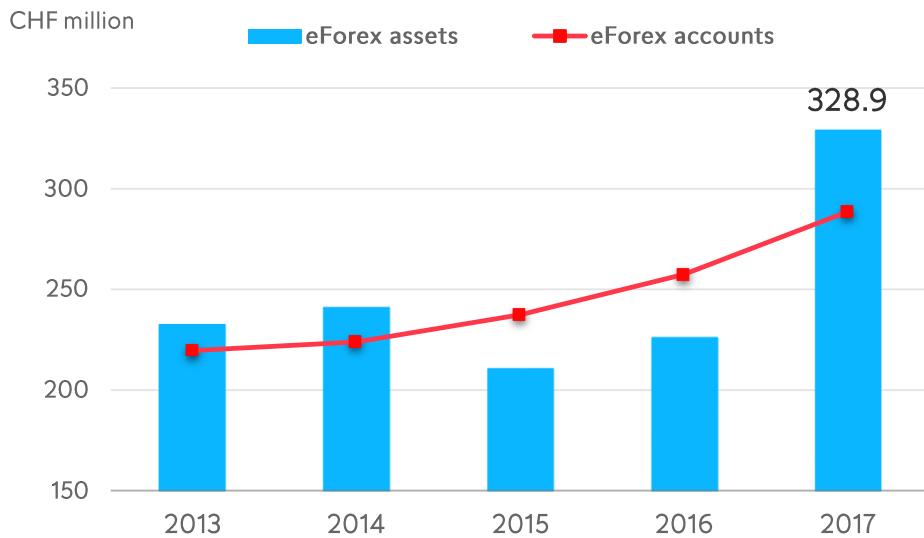
# Trading accounts - cryptocurrencies



- 2017 was characterised by a considerable interest in cryptocurrencies
- During Q4-2017, market capitalisation of cryptocurrencies increased by 4x
- Total volume in 2017: CHF 0.9 billion
- Cryptocurrencies revenues at CHF 5.6 million

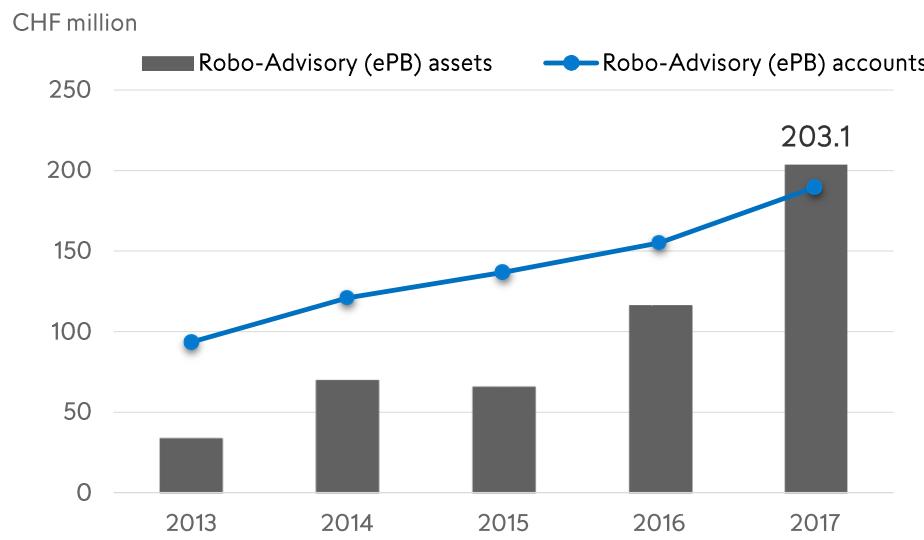


# eForex accounts - assets and volumes

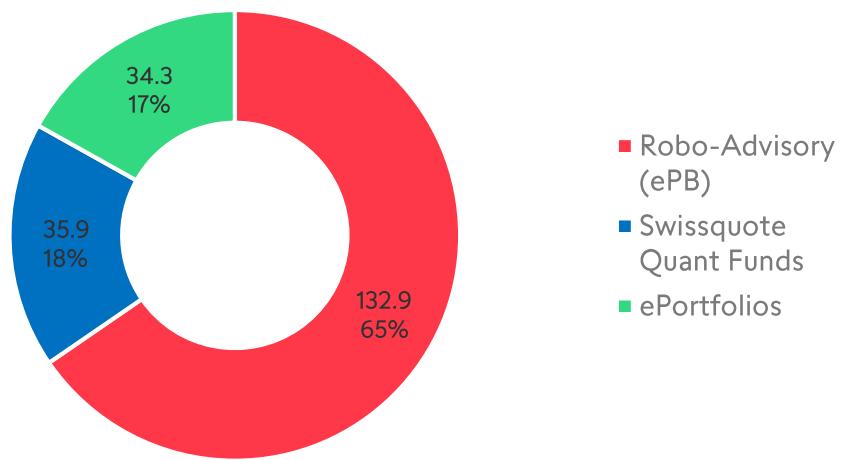


- 41'572 eForex accounts (+29.0% vs. 2016)
- eForex assets at CHF 328.9 million (+45.5% vs. 2016)
- eForex activity reached total volumes of USD 1'090.6 billion in 2016 (+35.1% vs. 2016)
- eForex income at CHF 66.7 million (+26.2% vs. 2016)
- DPM at USD 63.7 (CHF 62.4)

# Robo-Advisory (ePB) - accounts and assets



- 1'898 Robo-Advisory accounts (+22.3% vs. 2016)
- Robo-Advisory technology is increasingly being adopted by customers and is expected to gain prominence in the future
- Client assets at CHF 203.1 million (+75.2% vs. 2016)



# Key Figures for the business year 2017

in CHF thousand, except where indicated	12 months ended 31 December			
	2017	2016	Change	Change in %
Net fee & commission income	85,204.1	69,543.2	15,660.9	22.5%
Interest income, net	19,748.5	15,450.4	4,298.1	27.8%
eForex income, net	66,675.7	52,821.7	13,854.0	26.2%
Trading income, net	22,320.6	16,821.9	5,498.7	32.7%
Operating revenues	193,948.9	154,637.2	39,311.7	25.4%
Unrealised fair value	1,320.7	(243.2)	1,563.9	643.1%
Cost of negative interest rates (excluding FX swaps)	(7,513.9)	(4,148.7)	3,365.2	81.1%
Net revenues	187,755.7	150,245.3	37,510.4	25.0%
Payroll & related expenses	(64,645.2)	(57,047.7)	7,597.5	13.3%
Other operating expenses	(38,358.9)	(33,572.9)	4,786.0	14.3%
Depreciation	(18,544.0)	(16,745.6)	1,798.4	10.7%
Marketing expenses	(20,425.6)	(19,669.0)	756.6	3.8%
Expenses	(141,973.7)	(127,035.2)	14,938.5	11.8%
Pre-tax profit	45,782.0	23,210.1	22,571.9	97.3%
Income taxes	(6,597.1)	(2,457.6)	4,139.5	168.4%
Net profit	39,184.9	20,752.5	18,432.4	88.8%
Pre-tax profit margin	24.4%	15.4%		
Net profit margin	20.9%	13.8%		
	31.12.2017	31.12.2016	Change	Change in %
Trading accounts	236,861	236,118	743	0.3%
Saving accounts	28,955	32,884	(3,929)	-11.9%
eForex accounts	41,572	32,221	9,351	29.0%
Robo-Advisory (ePB) accounts	1,898	1,552	346	22.3%
Total number of accounts (units)	309,286	302,775	6,511	2.2%
Trading client assets	22,979.1	17,457.4	5,521.7	31.6%
Saving client assets	600.6	758.0	(157.4)	-20.8%
eForex client assets	328.9	226.1	102.8	45.5%
Robo-Advisory (ePB) assets	203.1	115.9	87.2	75.2%
Total client assets (CHF m)	24,111.7	18,557.4	5,554.3	29.9%
Total assets under custody (CHF m)	23,240.0	17,863.5	5,376.5	30.1%
Total net new money (CHF m)	2,714.0	6,072.8	(3,358.8)	-55.3%
eForex volume (USD bn)	1,090.6	807.3	283.3	35.1%
Total equity (CHF m)	295.1	280.8	14.3	5.1%
Capital ratio	26.1%	24.5%	1.6	6.5%
Total headcounts/average headcounts (FTE)	593/572	550/537	43/35	7.8%/6.5%

Comparison with previous half year			
H2-2017	H1-2017	Change	Change in %
46,294.9	38,909.2	7,385.7	19.0%
11,120.7	8,627.8	2,492.9	28.9%
34,033.4	32,642.3	1,391.1	4.3%
11,958.7	10,361.9	1,596.8	15.4%
103,407.7	90,541.2	12,866.5	14.2%
170.3	1,150.4	(980.1)	-85.2%
(4,899.3)	(2,614.6)	2,284.7	87.4%
98,678.7	89,077.0	9,601.7	10.8%
(34,186.3)	(30,458.9)	3,727.4	12.2%
(20,351.1)	(18,007.8)	2,343.3	13.0%
(9,538.0)	(9,006.0)	532.0	5.9%
(10,240.5)	(10,185.1)	55.4	0.5%
(74,315.9)	(67,657.8)	6,658.1	9.8%
24,362.8	21,419.2	2,943.6	13.7%
(3,065.6)	(3,531.5)	(465.9)	-13.2%
21,297.2	17,887.7	3,409.5	19.1%
24.7%	24.0%		
21.6%	20.1%		
31.12.2017	31.12.2016	Change	Change in %
236,861	233,421	3,440	1.5%
28,955	30,103	(1,148)	-3.8%
41,572	37,879	3,693	9.7%
1,898	1,652	246	14.9%
309,286	303,055	6,231	2.1%
22,979.1	20,039.8	2,939.3	14.7%
600.6	614.5	(13.9)	-2.3%
328.9	347.5	(18.6)	-5.4%
203.1	166.8	36.3	21.8%
24,111.7	21,168.6	2,943.1	13.9%
23,240.0	20,301.1	2,938.9	14.5%
1,201.0	1,513.0	(312.0)	-20.6%
596.2	494.4	101.8	20.6%
295.1	271.5	23.6	8.7%
26.1%	20.5%	5.6	27.2%
593/572	570/560	23/22	4.0%/3.9%

# Business metrics - snapshot

		Unit	H2-2017	H1-2017	H2-2016	H1-2016
Trading accounts	Total number of transactions	#	1'312'596	1'281'451	1'140'578	1'142'039
	Transactions per client per year	#	11.1	10.8	9.6	11.1
	Average client assets per account	~ CHF	97'000	86'000	74'000	66'000
	Cryptocurrencies volume	CHF million	897.9	-	-	-
	Cryptocurrencies revenues	CHF million	5.6	-	-	-
eForex accounts	Total volume	USD billion	596.2	494.4	434.2	373.1
	Dollar-per-million of volume	USD	60.1	69.9	56.8	78.0
	Total assets	CHF million	328.9	347.5	226.1	196.9
Robo-advisory accounts	Total assets	CHF million	203.1	166.8	115.9	97.7
	Total accounts	#	1'898	1'652	1'552	1'439
Others	White Label share of net revenues	%		9%		



THANK YOU

Geneva – Zurich – Bern – London – Dubai – Malta – Hong Kong