# Swissquote

## Results for 1st Half of 2007

SWX, 27. June 2007



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# Agenda

- Key Figures
- Growth
- Balance Sheet
- New Services
- Outlook 2007

# Key Figures



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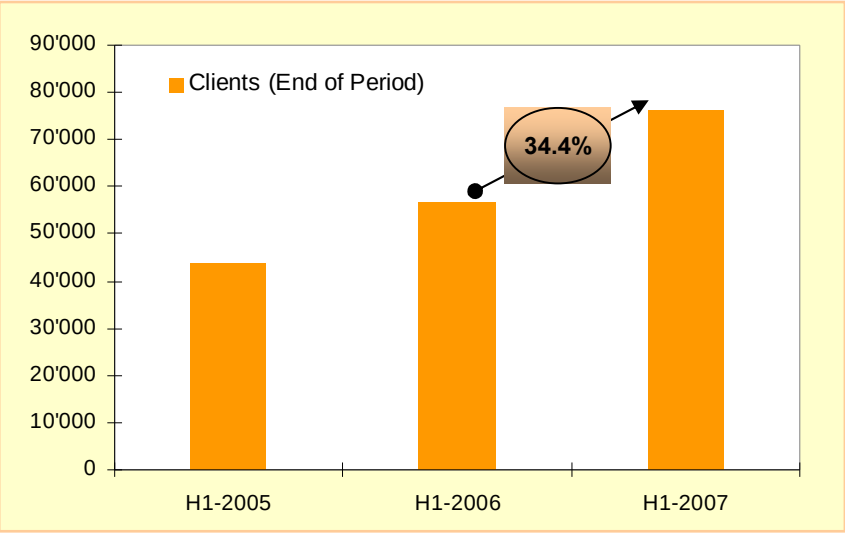
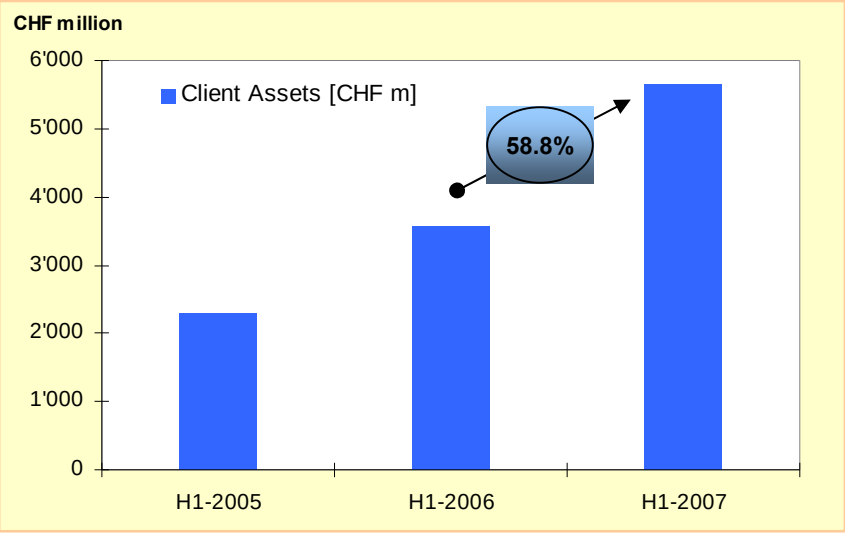
# Massive growth in client numbers and net new monies




- 34.4% increase over 2006
- 12’313 net new clients in 2007
- 76’380 clients in total




- 58.8% growth in client assets over 2006
- 617 Mio net new monies in 1st half of 2007
- 5,6 billion total client assets



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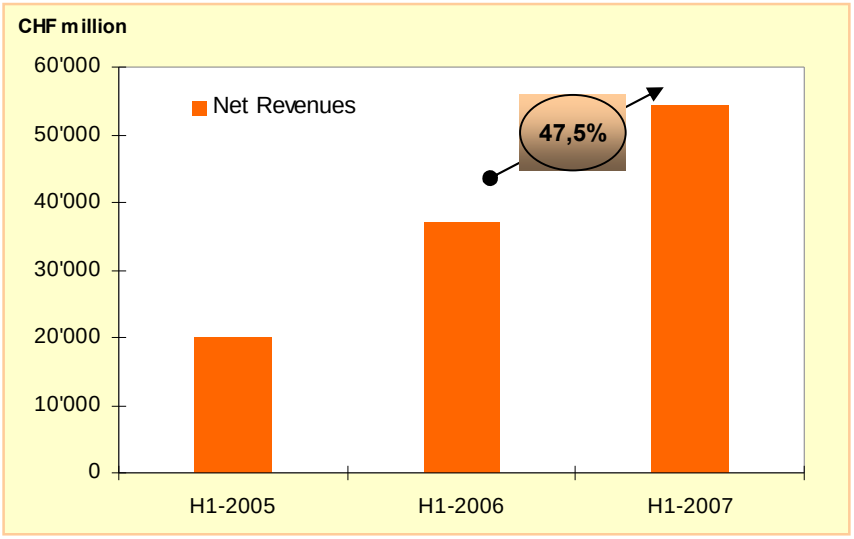
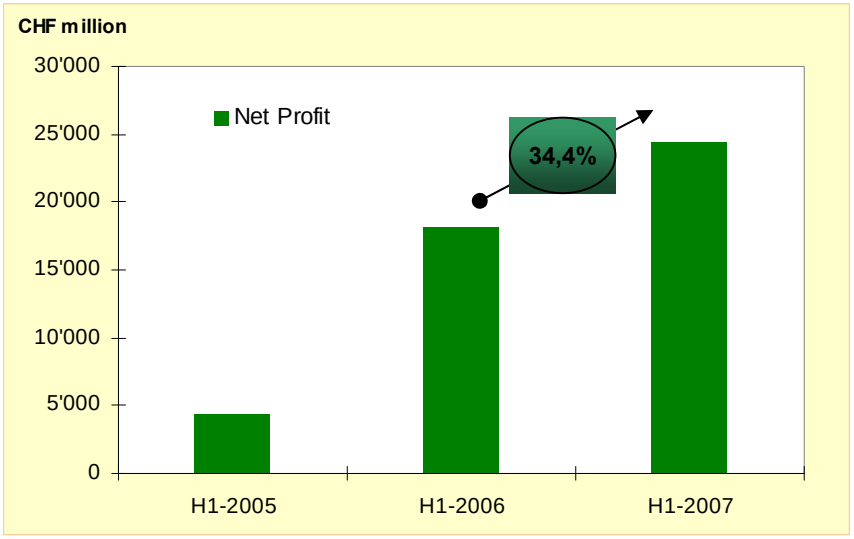
# Revenues increased by half in 2007




- Revenues up 47,5% over 2006
- 54,5 million revenues in 1st Half of 2007
- Revenues again reached a record high of 27.5 million in the 2nd quarter




- Net Profit grew by 34.4% over 2006
- Net profit of 24.5 million in first half of 2007
- Operating profit of 30,6 million
- Net profit margin of 44.9% and operating profit marging of 56.1%



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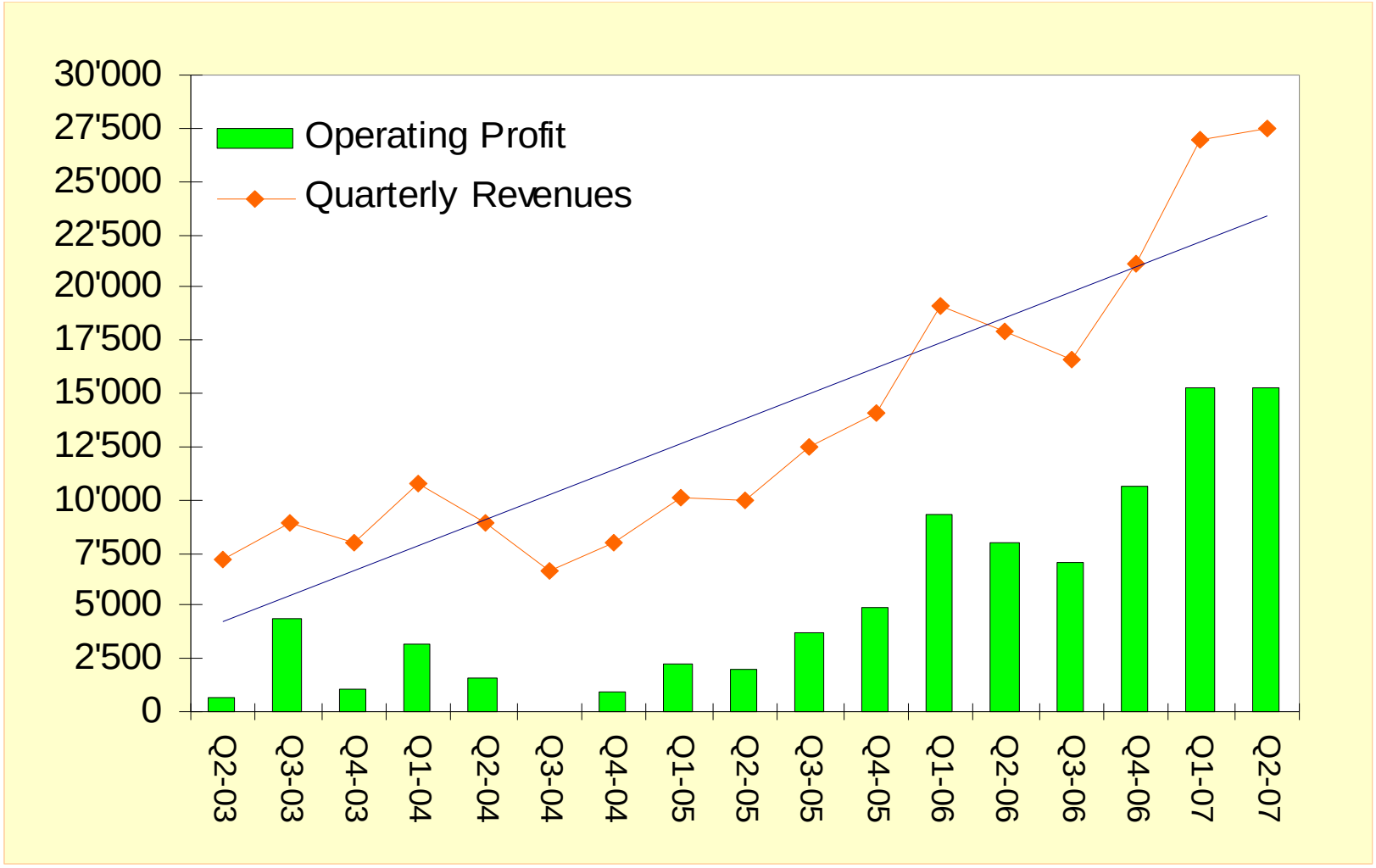
## Key figures for H1-2007 (compared with H1-2006)

| | H1-2007 | H1-2006 | |
|---|---|---|---|
| Revenues | 54.5m | +17.6m | +47.5% |
| Operating profit | 30.6m | +13.4m | +77.7% |
| Net profit | 24.5m | +6.3m | +34.4% |
| Clients | 76’380 | +19’567 | +34.4% |
| Assets u. custody | 5’649m | +2’091m | +58.8% |
| Equity | 108.9m | +34.6m | +46.6% |

## Key figures for Q2-2007 (compared with Q1-2007)

| | Q2-2007 | Q1-2007 | |
|---|---|---|---|
| Revenues | 27.5m | +512k | +1.9% |
| Operating profit | 15.3m | +49k | +0.3% |
| Net profit | 12.3m | +35k | +0.3% |
| Clients | 76’380 | +6’348 | +9.1% |
| Assets u. custody | 5’649m | +594m | +11.8% |
| Equity | 108.9m | +3.0m | +2.8% |

# 2nd quarter 2007 - best quarter so far



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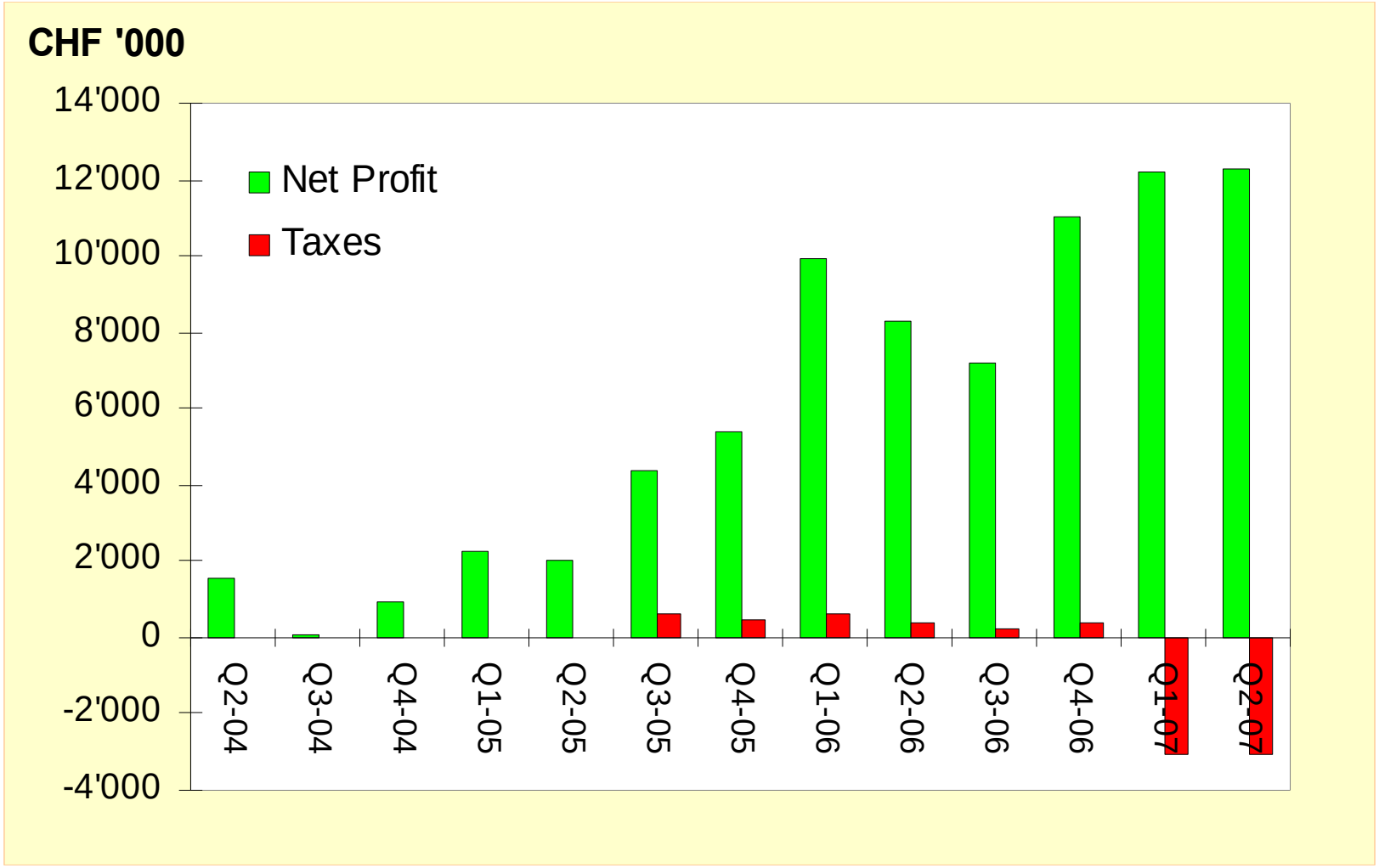
# 12,3 million net profit in 2nd quarter 2007



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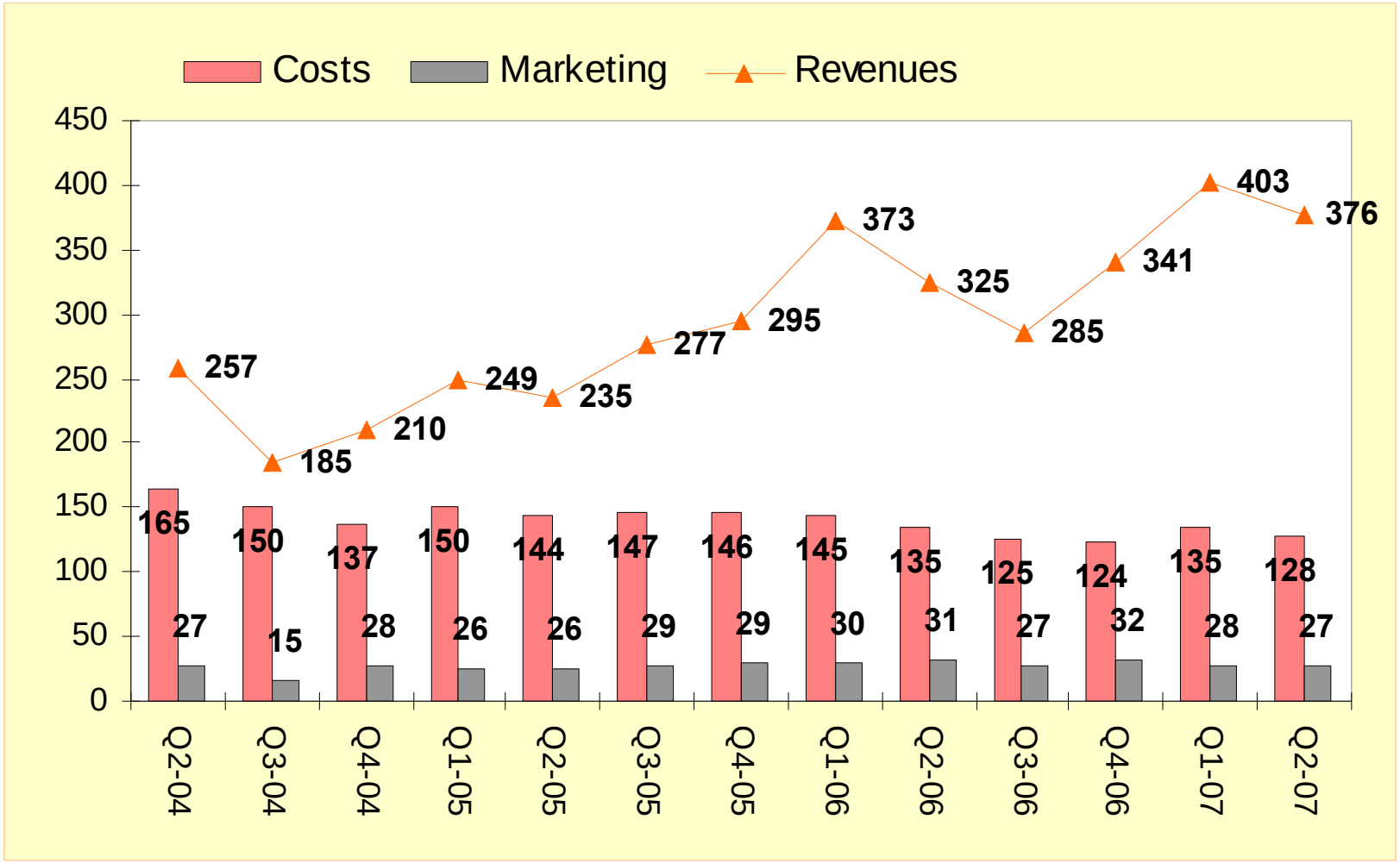
# Goal of CHF 150 costs per client and quarter almost achieved



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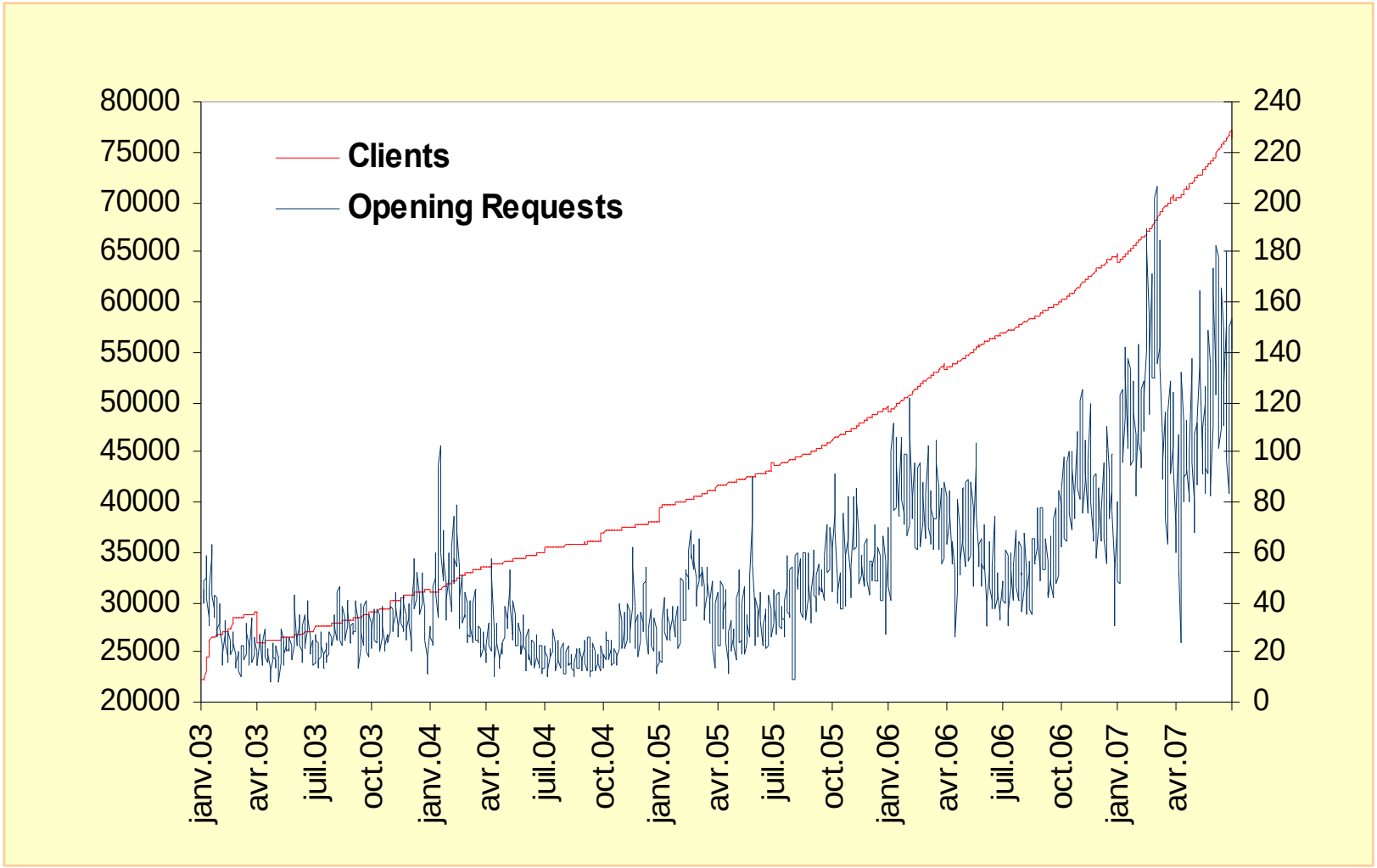
# Growth

# The number of clients tripled in the last 4 years



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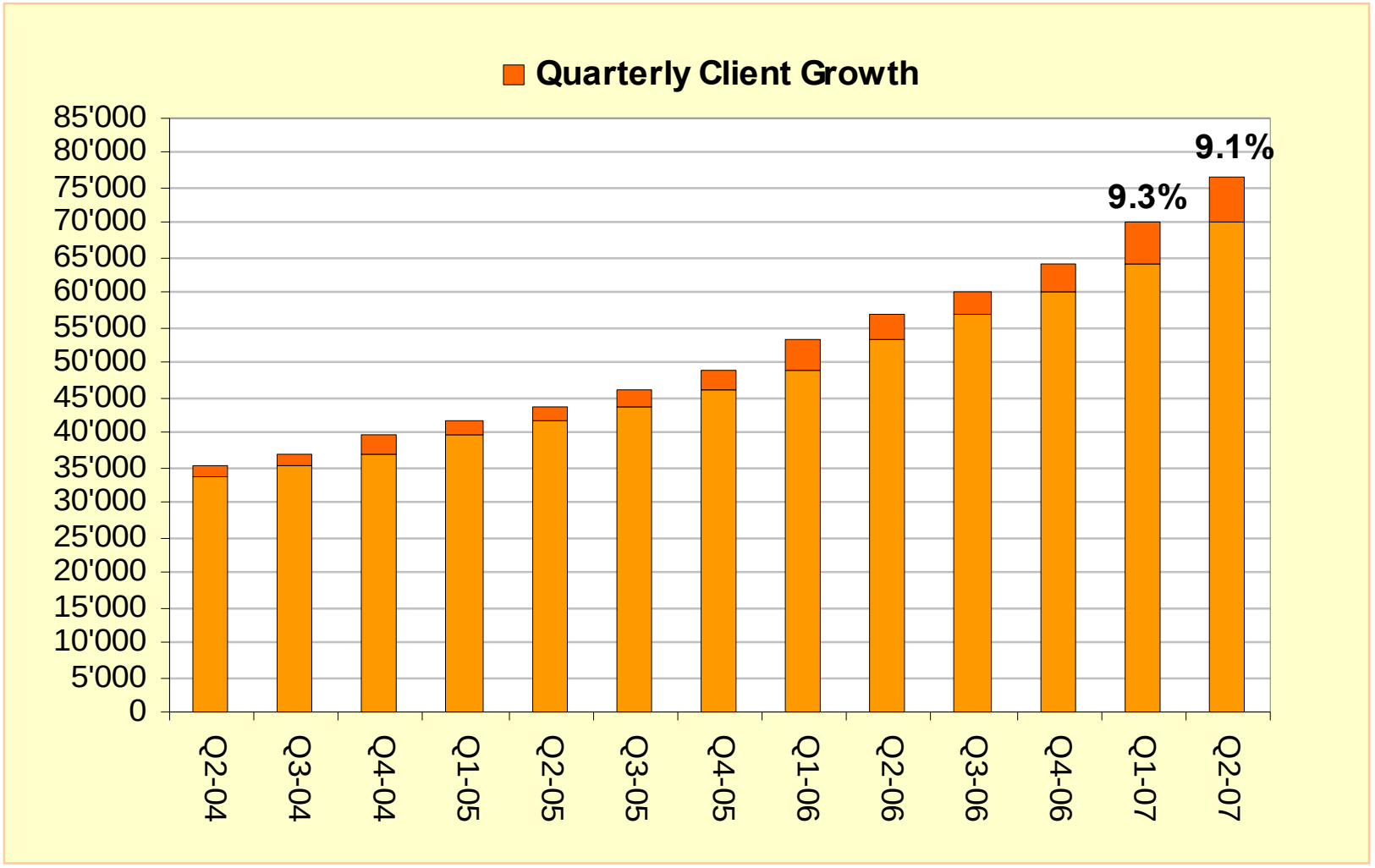
# 9,1% more clients in the 2nd quarter 2007



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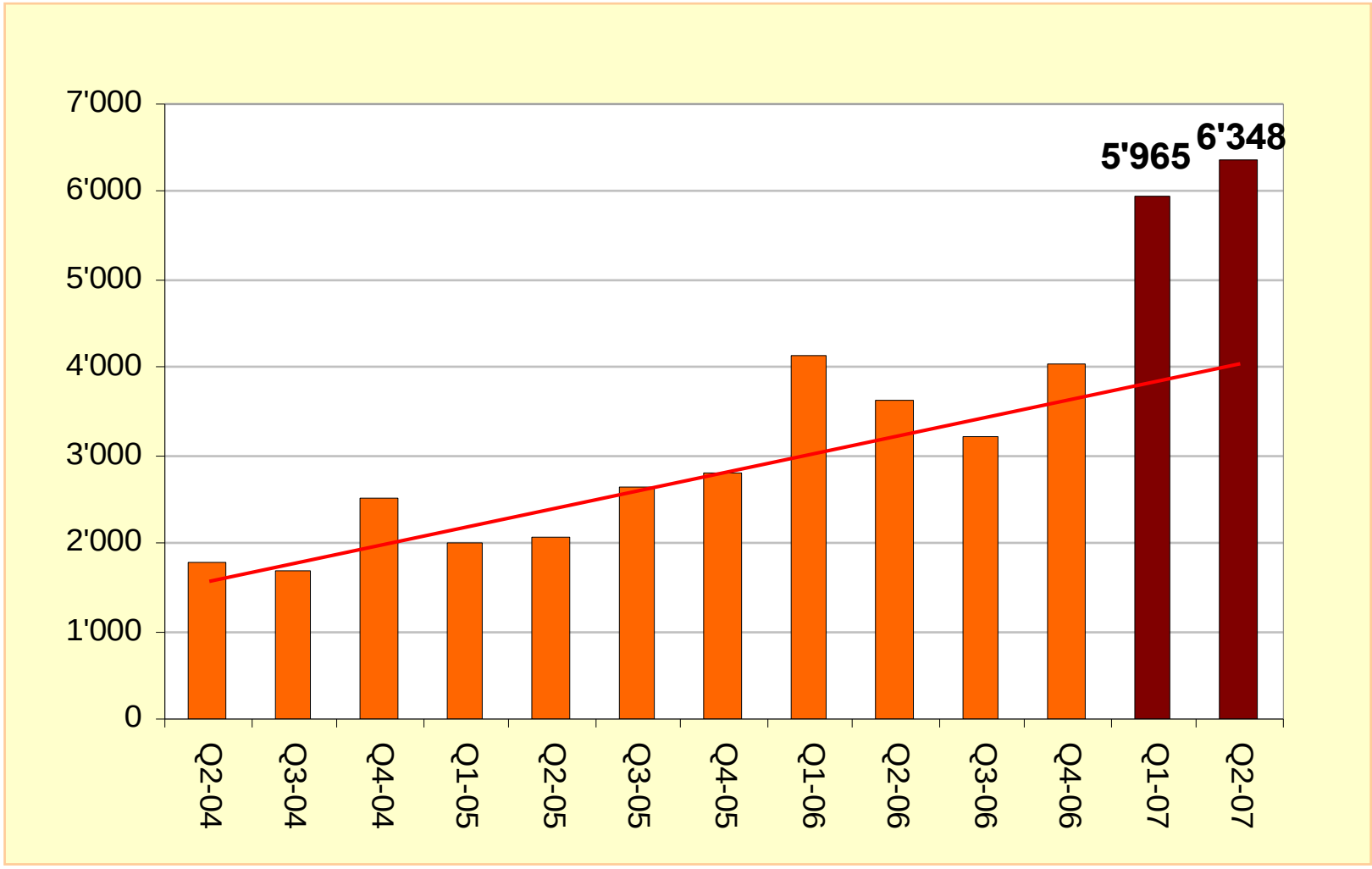
# Targeted growth of 5-6% clearly overachieved



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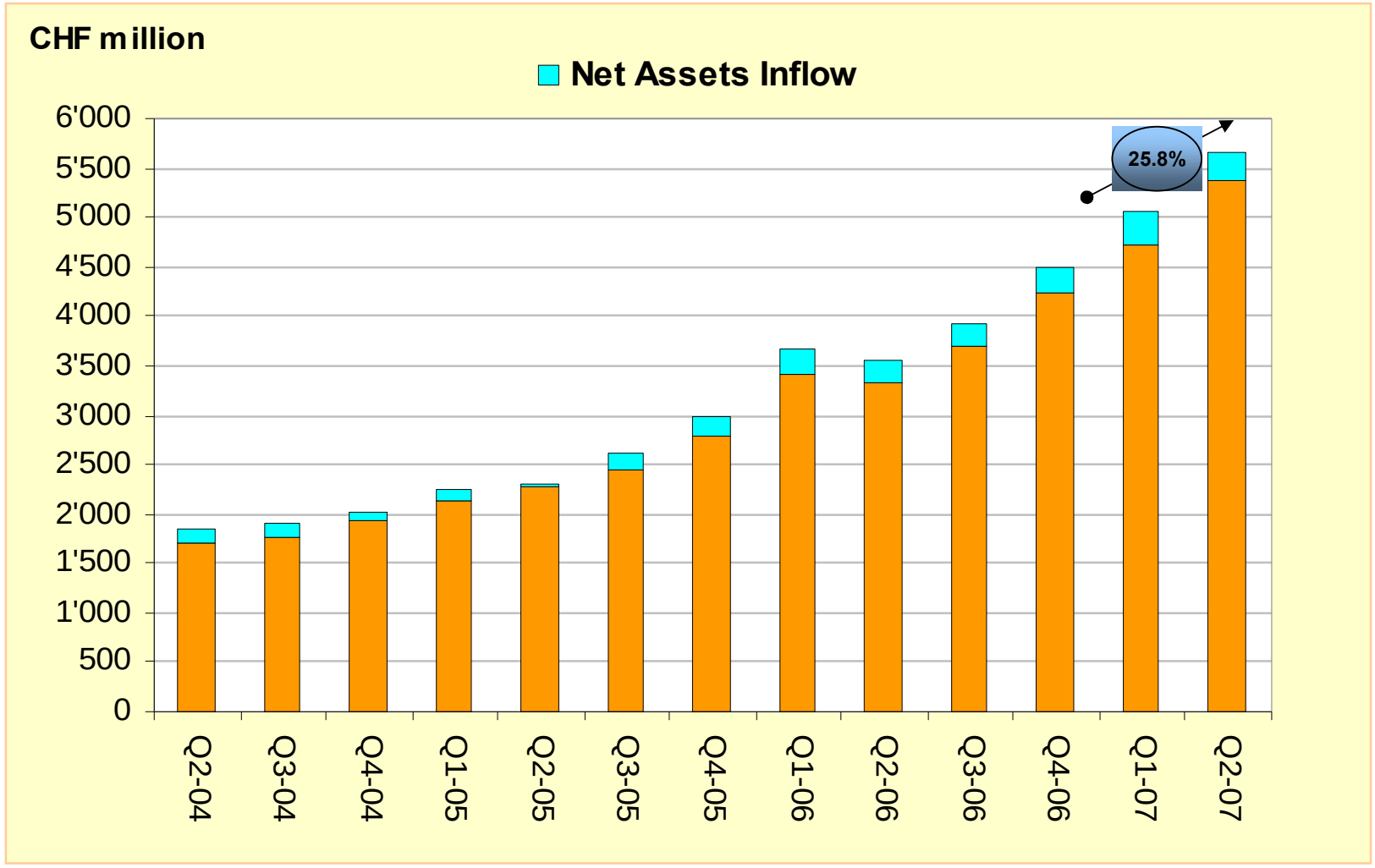
# 5,6 billion client assets



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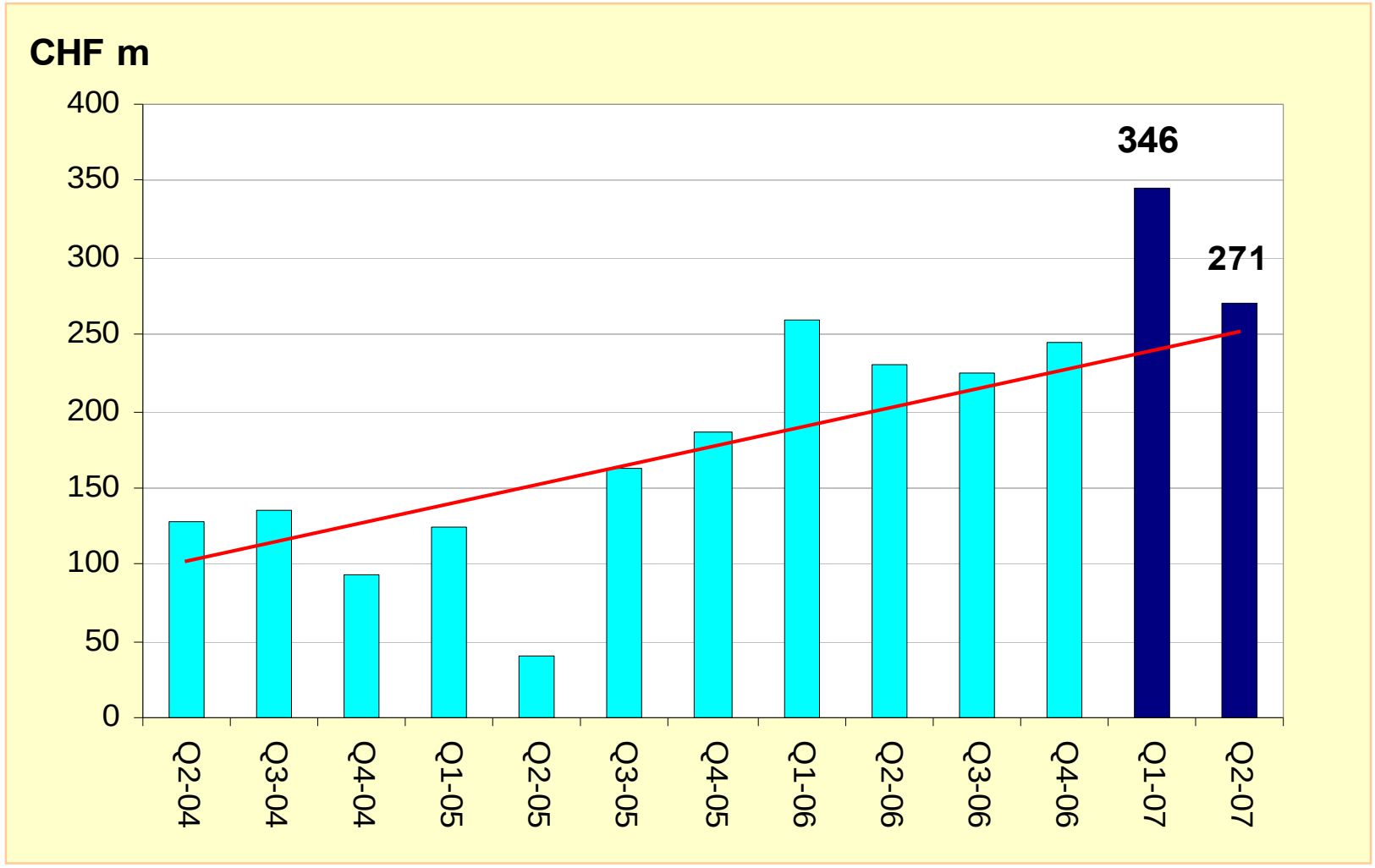
# 617 million net new monies in first half 2007



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# Balance Sheet

# Balance sheet per 30th June 2007

| *CHF'000* | 30 June 2007 | 31 December 2006 | Change | |
|---|---|---|---|---|
| **ASSETS** | - | - | | |
| Cash & deposits | 1,232,220 | 938,885 | 293,335 | *31.2%* |
| Loans to customers | 70,828 | 63,914 | 6,914 | *10.8%* |
| Property,equipment & software | 22,352 | 14,287 | 8,065 | *56.4%* |
| Other assets | 14,536 | 16,397 | (1,861) | |
| **Total assets** | **1,339,935** | **1,033,482** | 306,453 | *29.7%* |
| **LIABILITIES AND EQUITY** | | | | |
| **Liabilities** | | | | |
| Due to customers | 1,194,628 | 910,405 | 284,222 | *31.2%* |
| Other liabilities | 36,454 | 29,593 | 6,861 | |
| **Total liabilities** | **1,231,082** | **939,998** | 291,084 | *31.0%* |
| **Equity** | | | | |
| Ordinary shares | 7,319 | 11,669 | (4,349) | |
| Reserves & Retained earnings | 112,926 | 90,827 | 22,100 | |
| Treasury shares | (11,392) | (9,011) | (2,381) | |
| **Total equity** | **108,854** | **93,484** | 15,369 | *16.4%* |
| **Total liabilities and equity** | **1,339,935** | **1,033,482** | 306,453 | *29.7%* |

# Capital & Equity

| | 30 June 2007 | 31 December 2006 | Change |
|---|---|---|---|
| **Number of shares** | **14,638,370** | **1,458,581** | 13,179,789 |
| **Nominal value per share [CHF]** | **0.50** | **8.00** | (7.5) |
| **Share Price [CHF]** | **60.00** | **39.75** | 20.3 |
| **Tier 1 Ratio** | **22.0%** | **24.5%** | -2.5% |
| **Diluted earning per share [CHF]** | **1.70** | **1.28** | 0.42 |

# New services 2007

# « Swissquote Mobile »

- New program for mobile applications (http://pda.swisquote.ch)
- Stock market prices, charts financial information …
- Realtime streaming data for Swissquote clients (Swissquote Live)
- Direct online trading via the mobile devices (*if activated by client)*



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# More information

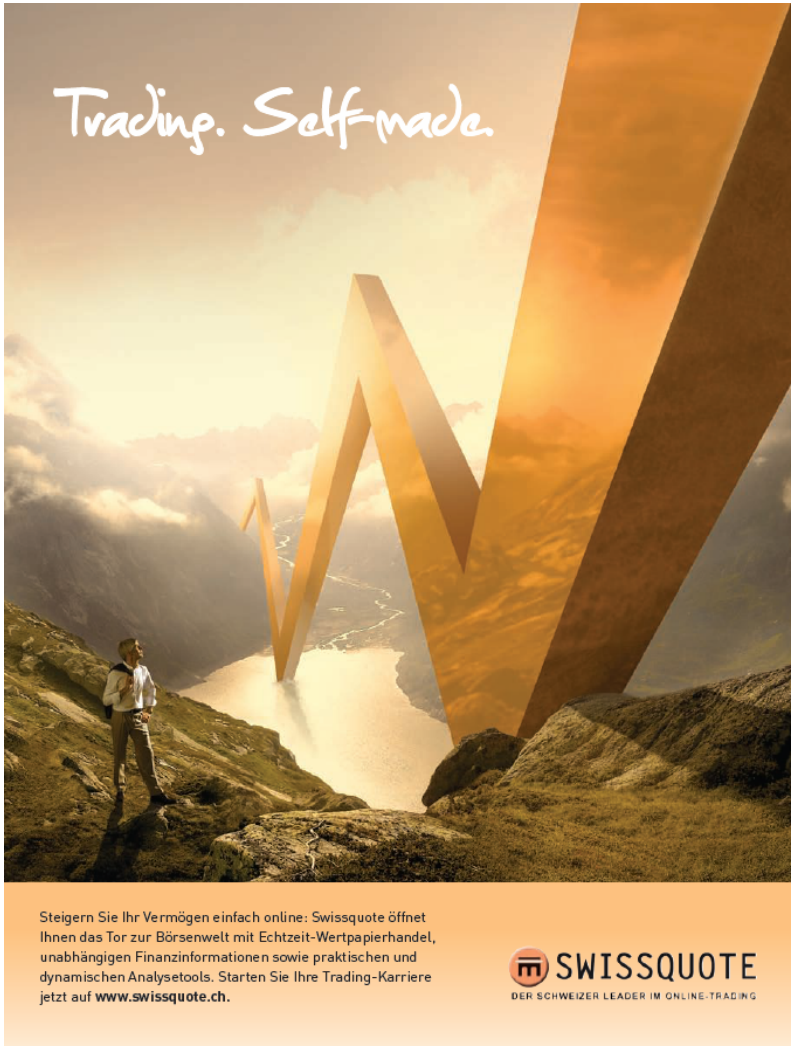
- Fully electronic trading on the Eurex exchange successfully launched
- Move in the recently achieved new Swissquote building in Gland
- Swissquote ranked best platform by Tages-Anzeiger in an extensive comparison of cost and benefits of 11 online banks (among some major banks)

# Outlook 2007

# Outlook 2007

- Capital repayment of CHF 0.30 per share effected on 27th July
- Growth targets upped
  - At least 85’000 clients by the end of 2007
  - New new monies of clearly above CHF 1 billion
- Further investment in marketing and new services to clients

# New branding campaign « Trading. Self-made »



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# Appendix

# Complete key figures for H1-2007

| | Comparison with Previous Year | | | | Comparison with Previous Quarter | | | |
|---|---|---|---|---|---|---|---|---|
| **CHF'000** | **H1-2007** | **H1-2006** | Change | Change [%] | **Q2-2007** | **Q1-2007** | Change | Change [%] |
| Net Fee & Commission Income | 37'577.5 | 27'678.2 | 9'899.3 | 35.8% | 18'612.3 | 18'965.2 | (352.9) | -1.9% |
| Interest Spread | 11'439.8 | 4'906.7 | 6'533.1 | 133.1% | 6'144.1 | 5'295.6 | 848.5 | 16.0% |
| Trading Results | 4'155.0 | 2'860.2 | 1'294.8 | 45.3% | 2'153.6 | 2'001.4 | 152.2 | 7.6% |
| Other Income | 1'348.0 | 1'514.1 | (166.1) | -11.0% | 606.0 | 742.0 | (136.0) | -18.3% |
| **Total Net Revenues** | **54'520.3** | **36'959.2** | 17'561.1 | 47.5% | **27'516.0** | **27'004.2** | 511.8 | 1.9% |
| Operating Expenses | (18'435.3) | (14'849.4) | (3'585.9) | 24.1% | (9'353.4) | (9'081.9) | (271.5) | 3.0% |
| Marketing Expenses | (3'831.7) | (3'241.0) | (590.7) | 18.2% | (1'973.5) | (1'858.2) | (115.3) | 6.2% |
| Depreciation | (1'651.8) | (1'647.6) | (4.2) | 0.3% | (863.7) | (788.1) | (75.6) | 9.6% |
| **Total Expenses & Depreciation** | **(23'918.8)** | **(19'738.0)** | (4'180.8) | 21.2% | **(12'190.6)** | **(11'728.2)** | (462.4) | 3.9% |
| **Operating Profit** | **30'601.5** | **17'221.2** | 13'380.3 | 77.7% | **15'325.4** | **15'276.0** | 49.4 | 0.3% |
| Taxes | (6'120.3) | 1'000.0 | (7'120.3) | 712.0% | (3'067.1) | (3'053.2) | (13.9) | 0.5% |
| **Net Profit** | **24'481.2** | **18'221.2** | 6'260.0 | 34.4% | **12'258.3** | **12'222.8** | 35.5 | 0.3% |
| Operating Profit Margin | 56.1% | 46.6% | | | 55.7% | 56.6% | | |
| Net Profit Margin | 44.9% | 49.3% | | | 44.5% | 45.3% | | |
| | **30.06.2007** | **30.06.2006** | Change | Change [%] | **30.06.2007** | **31.03.2007** | Change | Change [%] |
| Number of Clients | 76'380 | 56'813 | 19'567 | 34.4% | 76'380 | 70'032 | 6'348 | 9.1% |
| Increase of Clients in Period | 12'313 | 7'756 | 4'557 | 58.8% | 6'348 | 5'965 | 383 | 6.4% |
| Increase in % | 19.2% | 15.8% | | | 9.1% | 9.3% | | |
| Assets under Custody | 5'649 | 3'558 | 2'091 | 58.8% | 5'649 | 5'055 | 594 | 11.8% |
| Change [in Million CHF] | 1'157 | 562 | | | 594 | 563 | | |
| Increase in % | 25.8% | 18.8% | | | 11.8% | 12.5% | | |
| Net New Monies in Period [in Million CHF] | 616.6 | 491.0 | 125.6 | 25.6% | 270.9 | 345.7 | -74.8 | -21.6% |
| Equity [in Million CHF] | 108.9 | 74.3 | 34.6 | 46.6% | 108.9 | 105.9 | 3.0 | 2.8% |