



## Results for the first nine month of 2008

28 October 2008



# Agenda

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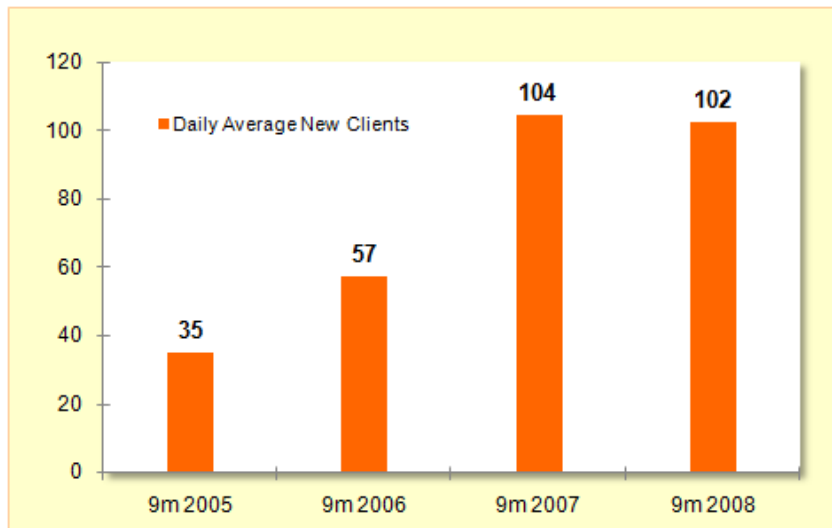
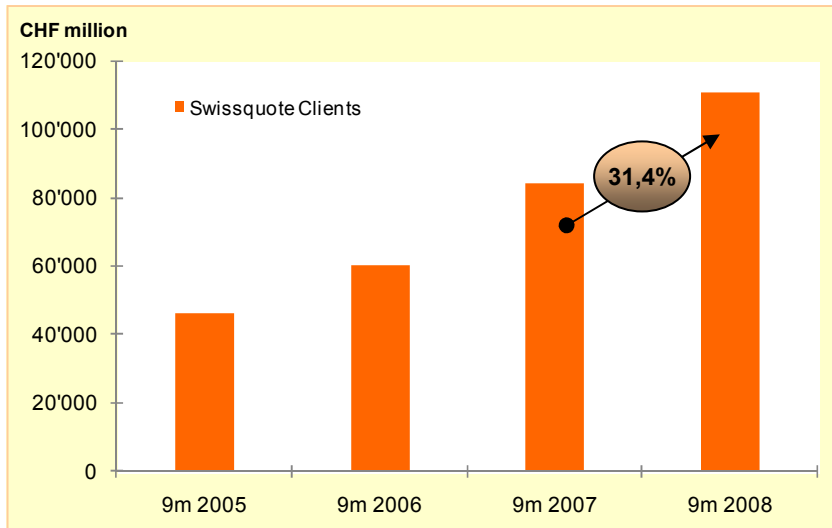
- First nine months of 2008
- 3rd Quarter 2008
- New Services
- Balance Sheet
- Key Figures



## Nine months 2008

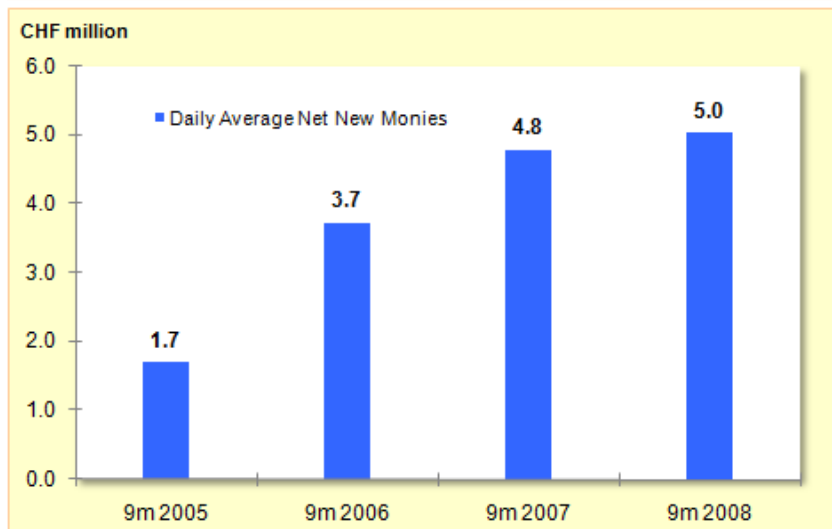
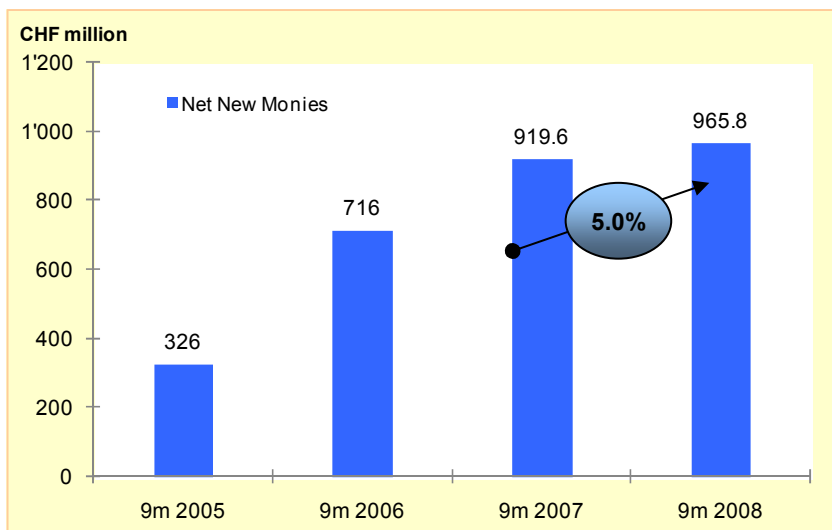
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## Strong client growth



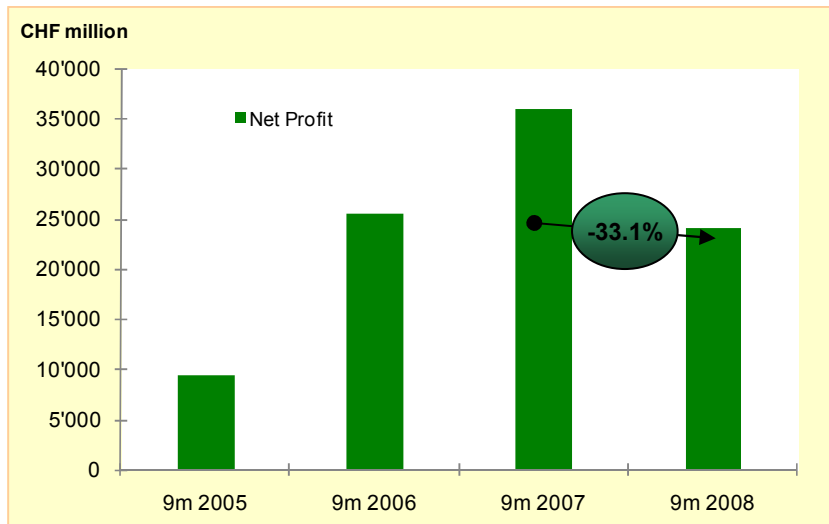
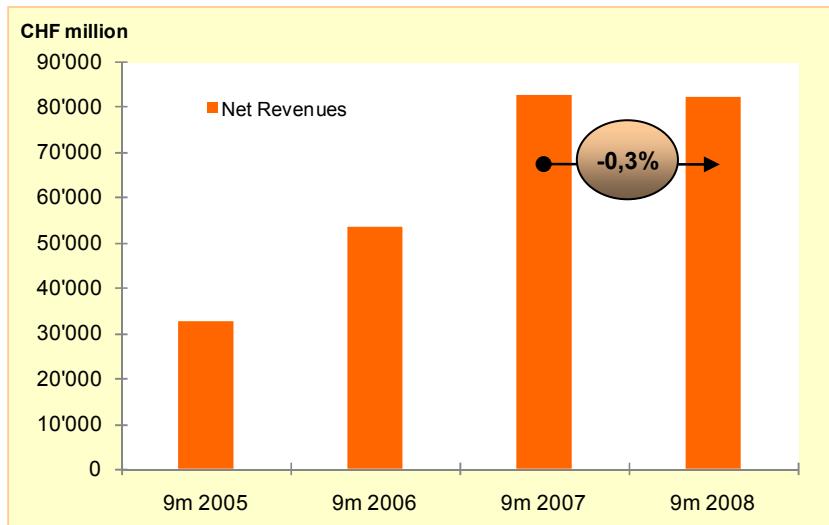
- 31,4% client growth compared to previous period
- 17'901 new trading clients in the first nine months
- 1'776 saving clients
- Aggregate of 110'553 clients at 30<sup>th</sup> September
- More than 100 net new clients per day
- Ambitious growth target of **25'000** new clients in 2008 maintained
- Several **thousands** saving accounts by the end of the year

## Record net new monies



- 5% increase of net new monies compared to previous period
- 966 Mio. new monies in the first nine months
- 1'077 Mio. as of 26<sup>th</sup> October
- Goal for 2008: **1.2 billion** net new monies
- 5.0 million net inflow of new monies per day

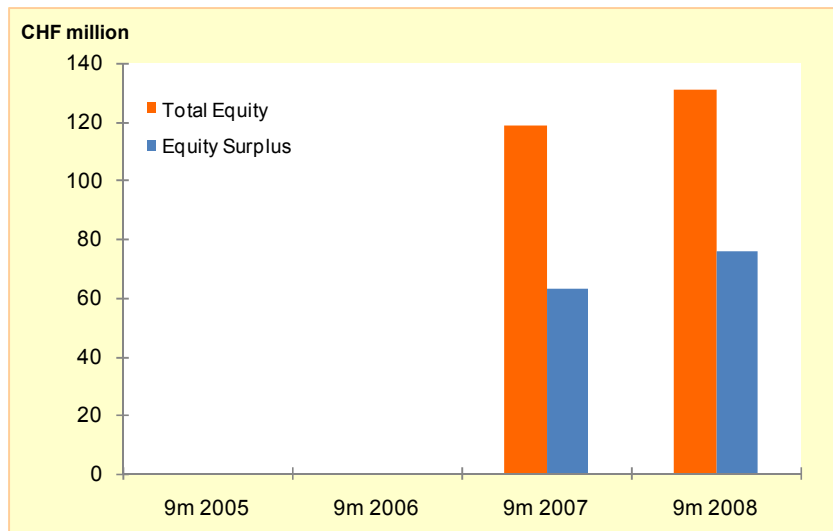
## Stable revenues despite financial crisis – strong start in 4th quarter



- 82.2 million revenues in the first nine months comparable with previous year
- One-off write down of 9.3 million (Lehman Brothers)
- 3<sup>rd</sup> quarter remains profitable (1.8 million) despite write down
- Operating profit of 42.4 million. Stable with margin above 50%
- Net profit of 24 million

## Strong capital base

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- Tier 1 ratio of 19%
- Equity surplus of 75.6 Mio.
- 130.7 million equity

## Key Figures (compared with previous year)

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	9m-2008	9m-2007	
Revenues	82.2m	-0.3m	-0.3%
Operating profit	42.4m	-2.6m	-5.7%
Net profit	24.1m	-11.9m	-33.1%
Clients	110'553	+26'449	+31.4%
Assets u. custody	5'198m	-575.4	-10.0%
Equity	130.7m	+12.3m	+10.4%

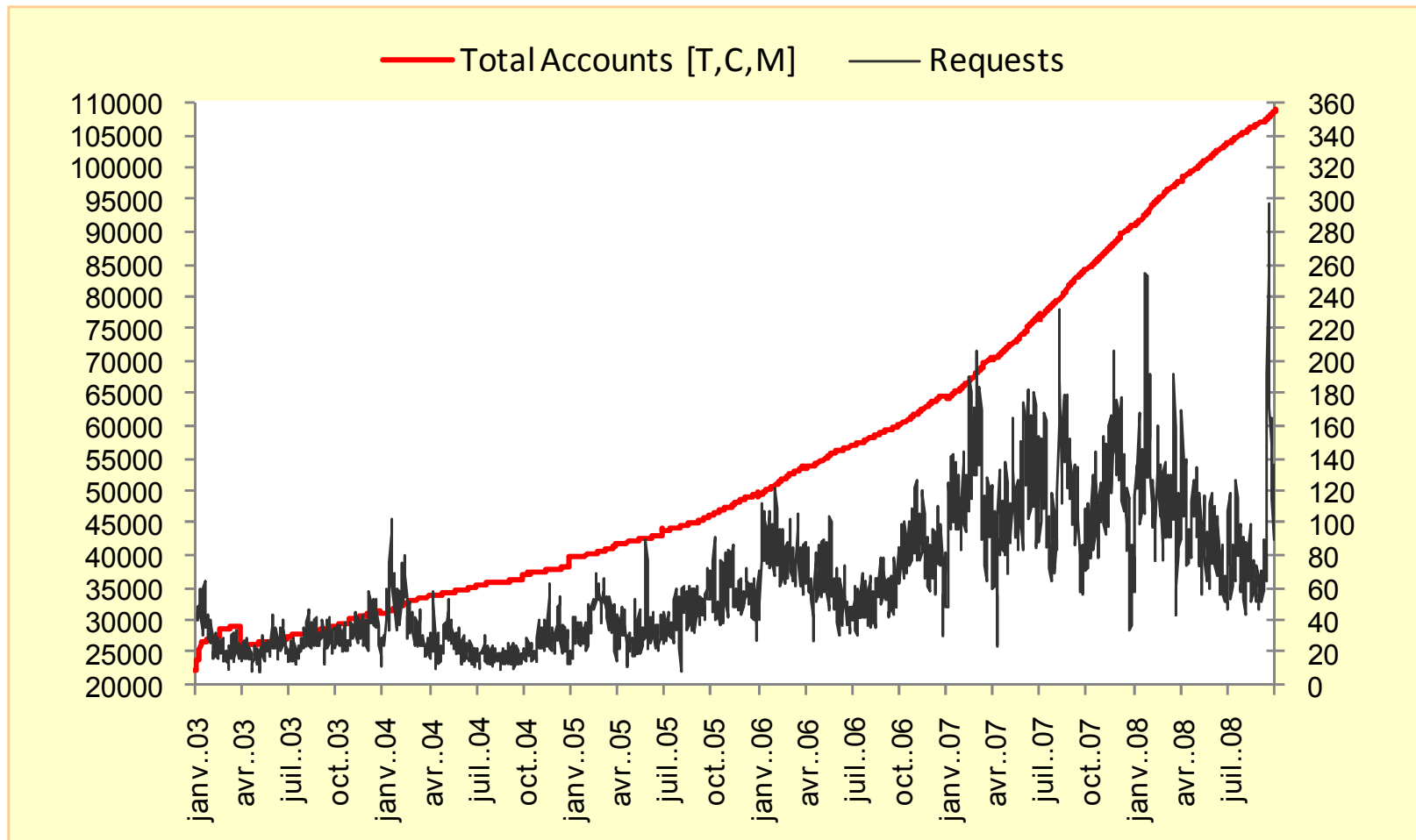




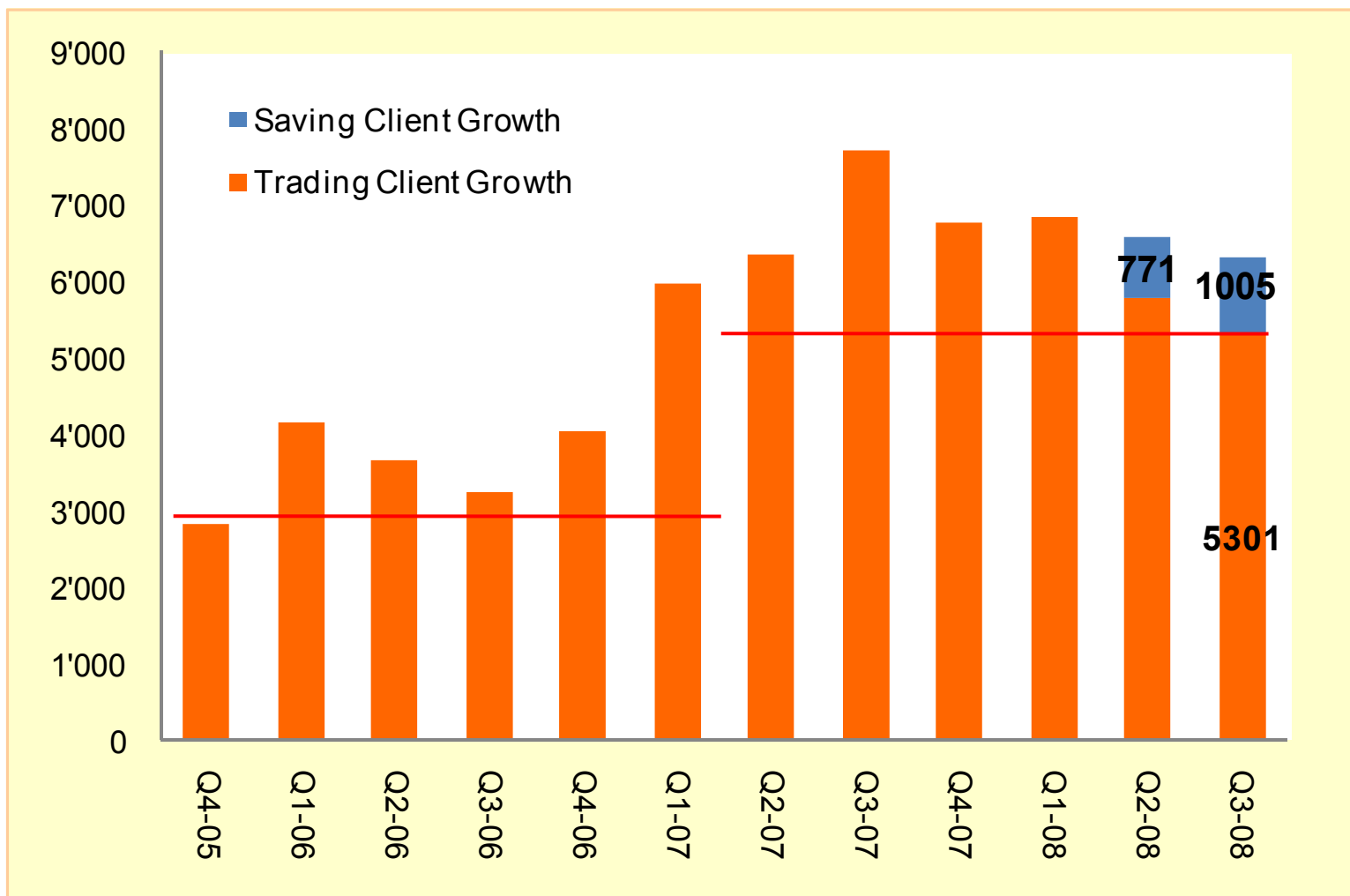
3rd quarter 2008

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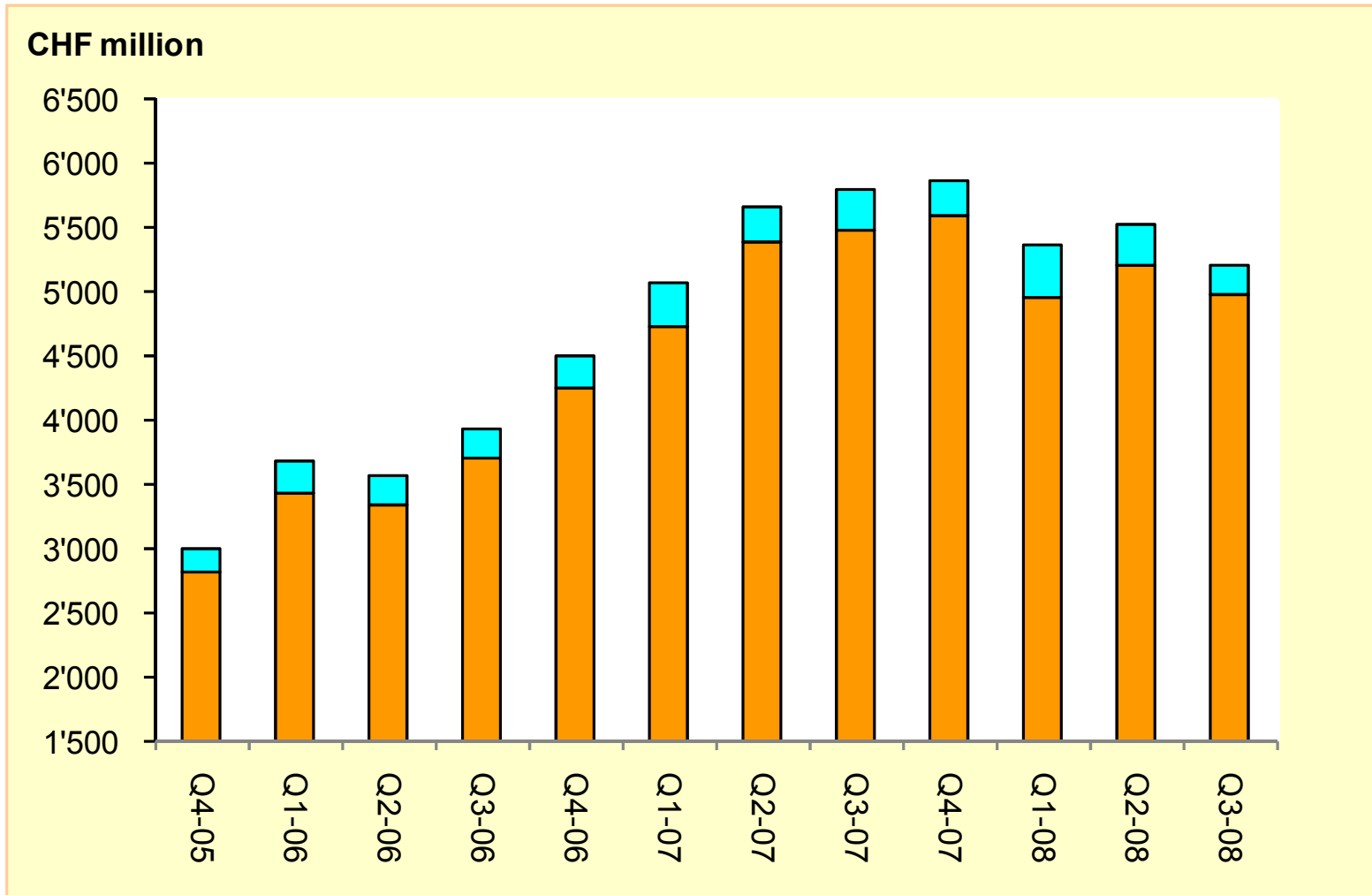
## Strong client growth in September and October



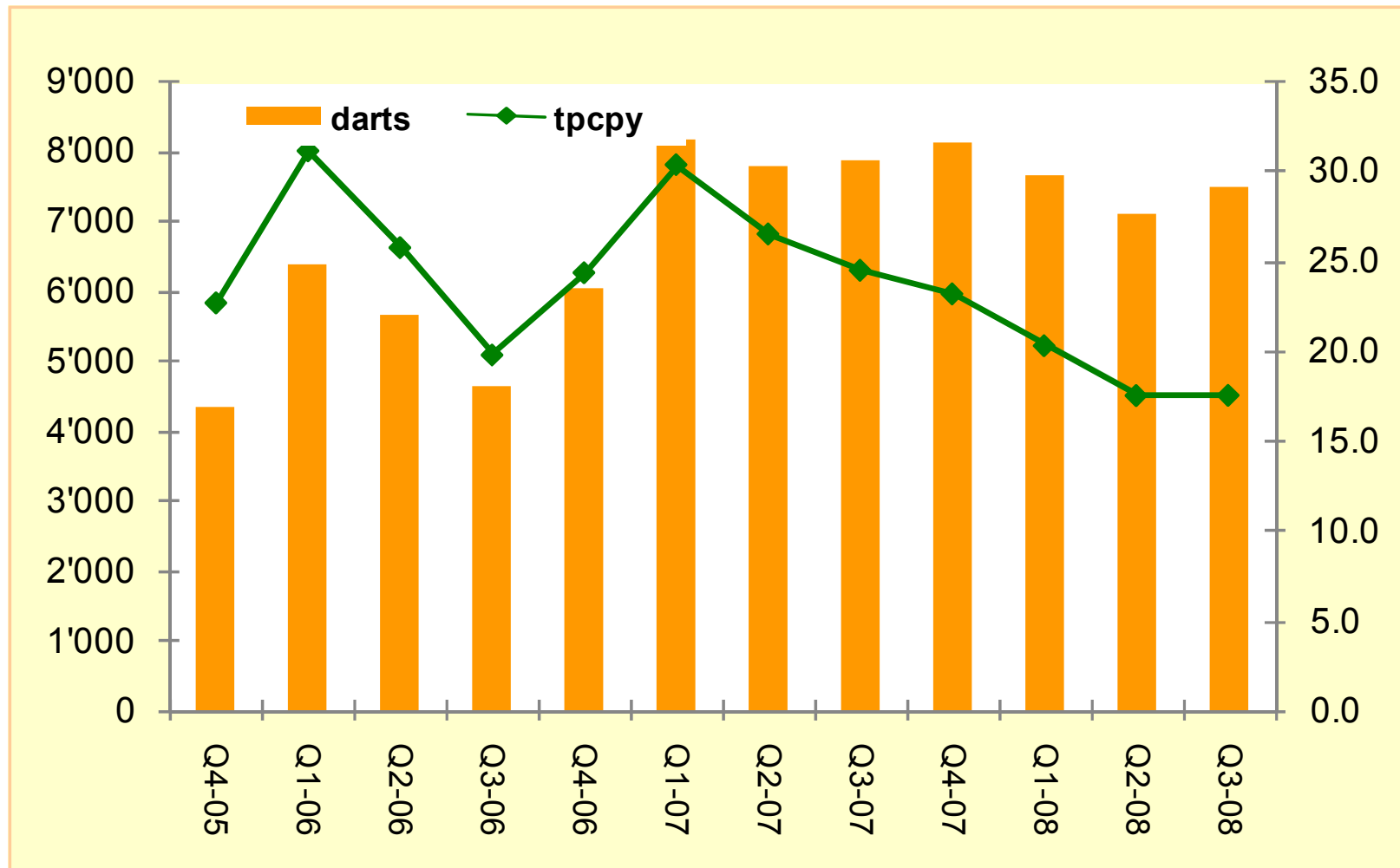
## Higher client growth since 2007



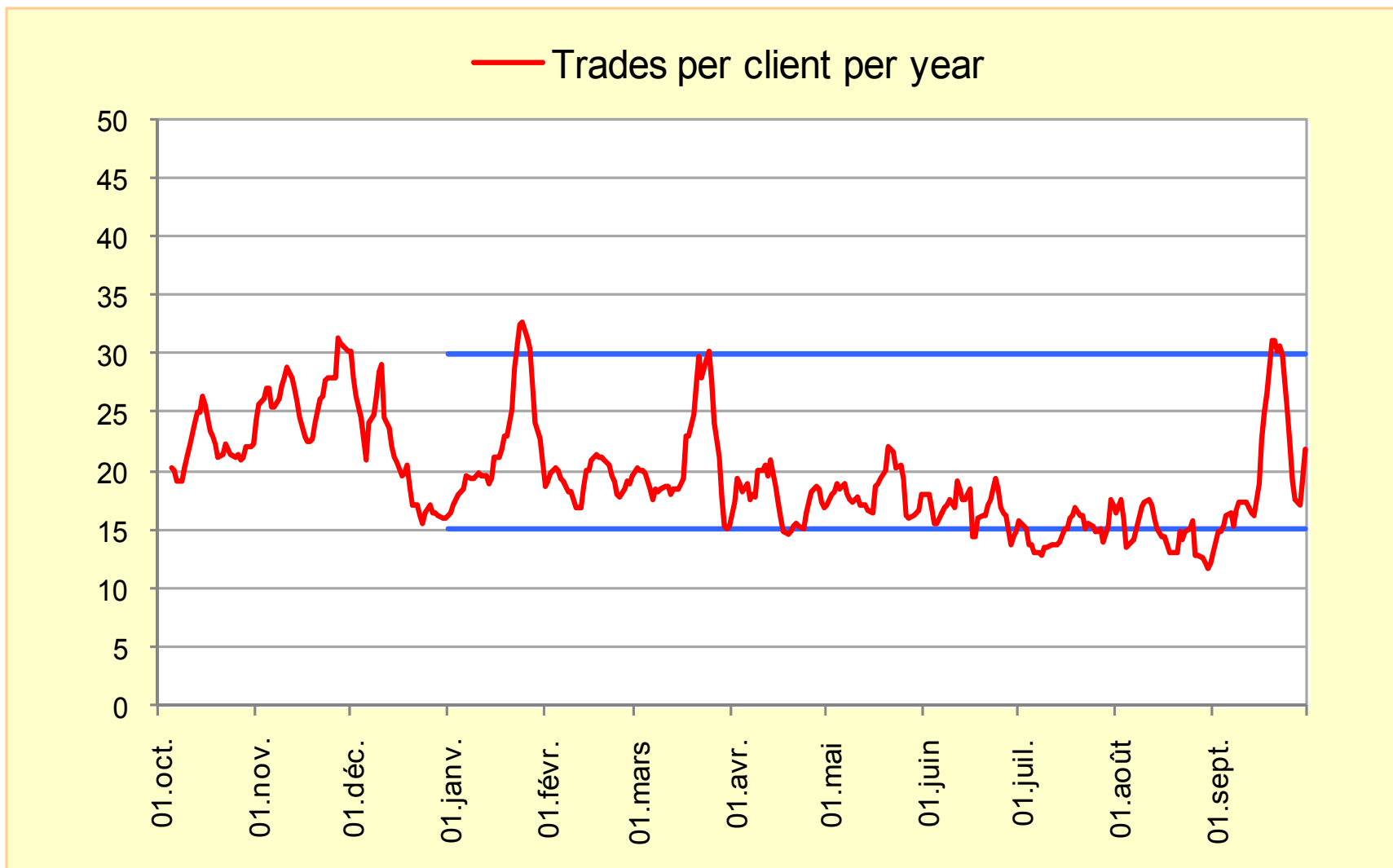
## Client deposits hurt by financial crisis (-5.6%)



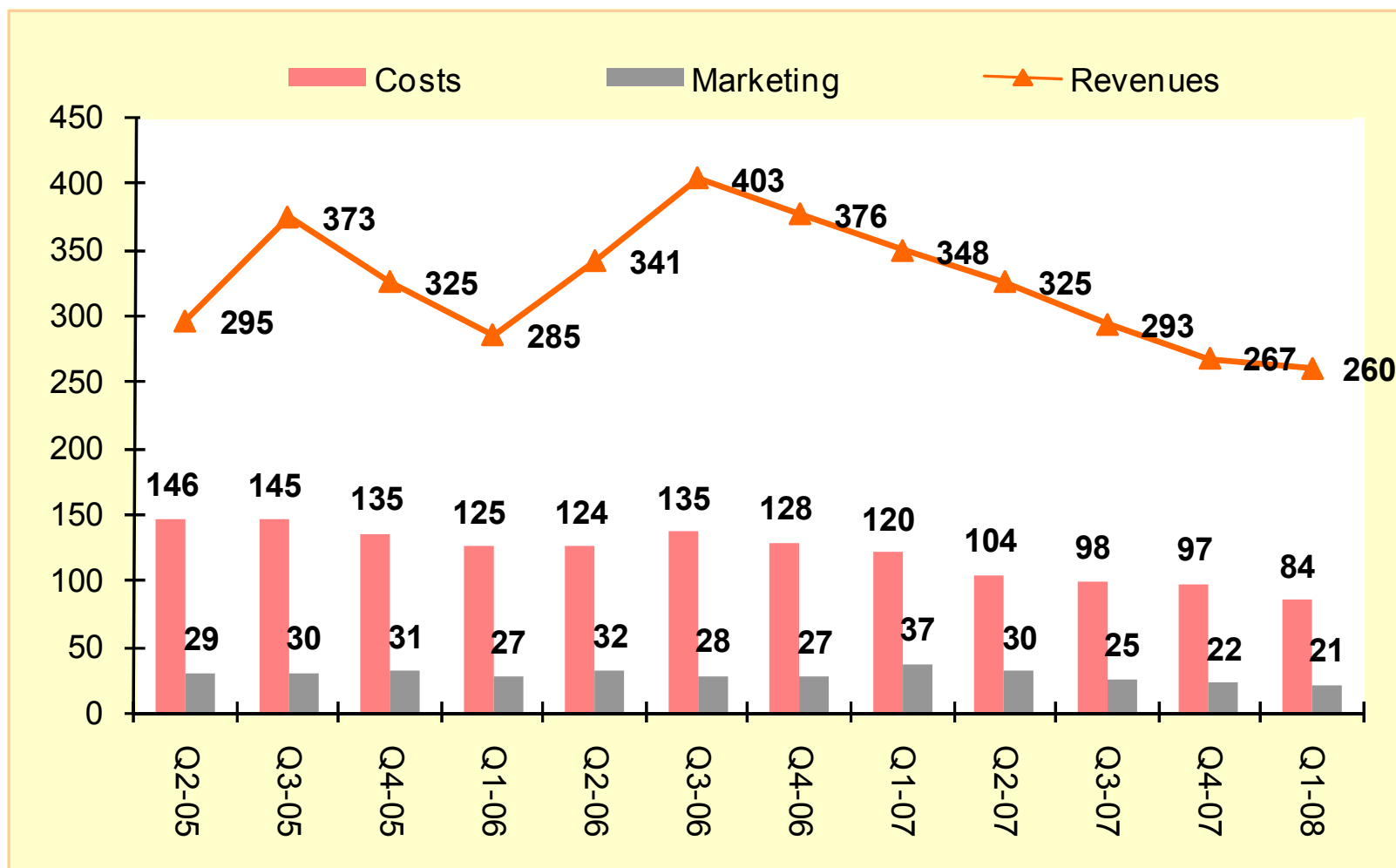
## Daily average revenue transactions (darts)



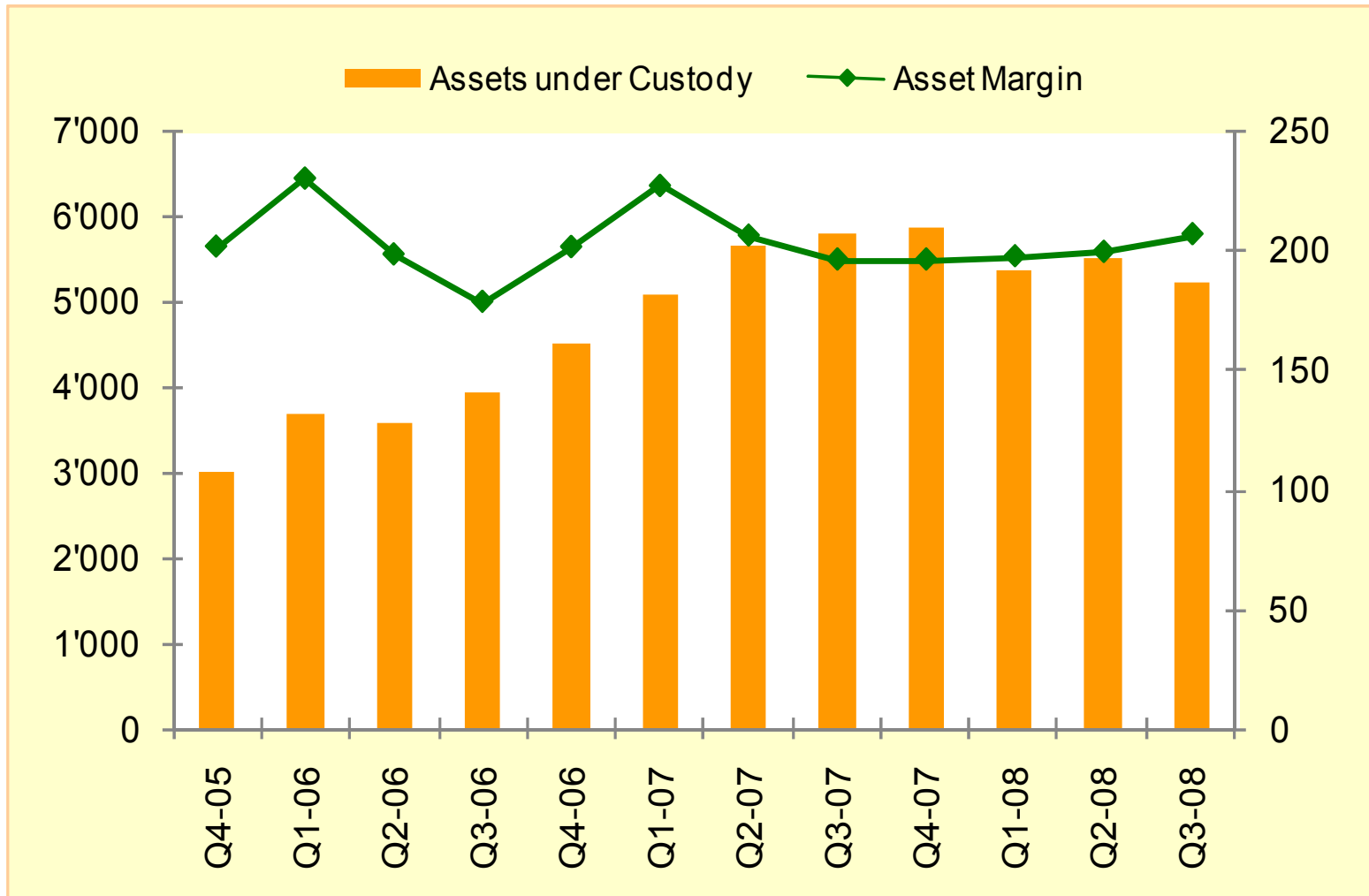
## Recovering in trades per client per year (tpcpy)



## Reduced operating costs per client

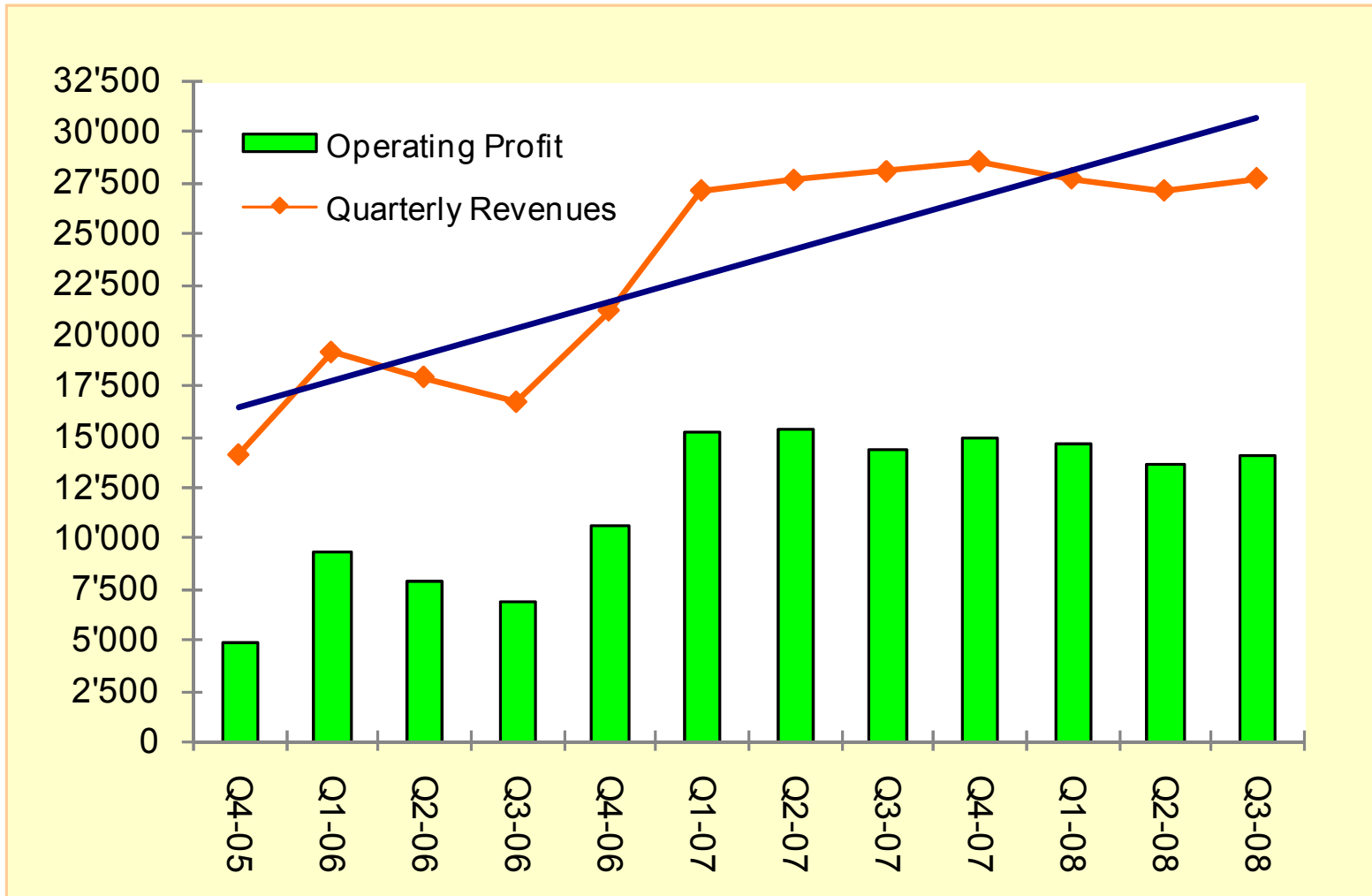


## Stable revenue margins above 2%





## 2.2% higher revenues in 3rd quarter



## Key figures (compared with previous quarter))

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	Q3-2008	Q2-2008	
Revenues	27.6m	+0.6m	+2.2%
Operating profit	14.1m	+0.4m	+2.6%
Net profit	1.8m	-9.0m	-83.5%
Clients	110'553	+6'306	+6.0%
Assets u. custody	5'199m	-309m	-5.6%
Equity	130.7m	-5.6m	-4.1%

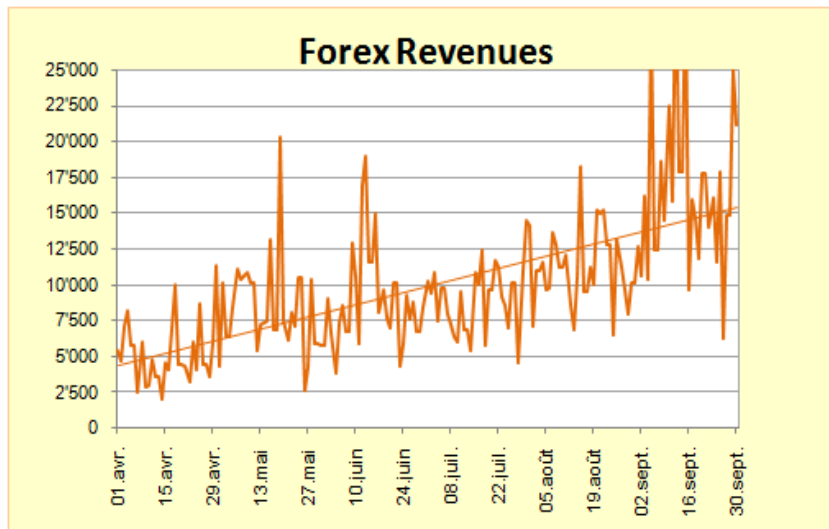
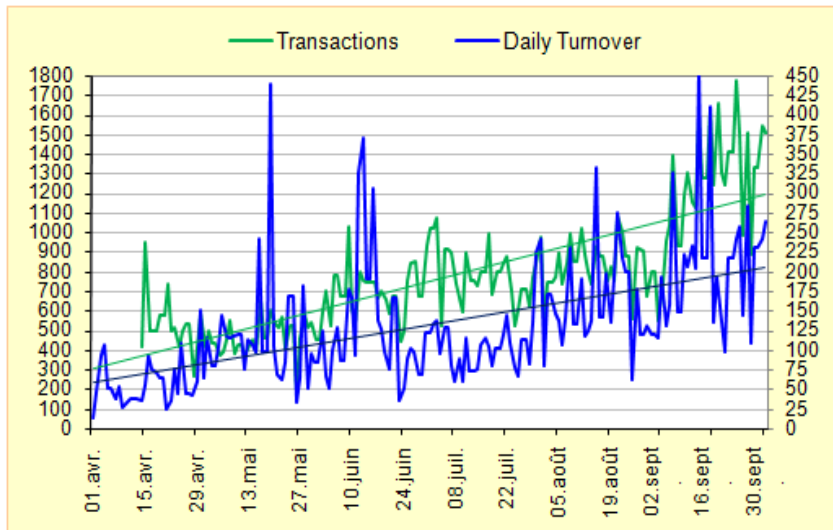


## New products and services

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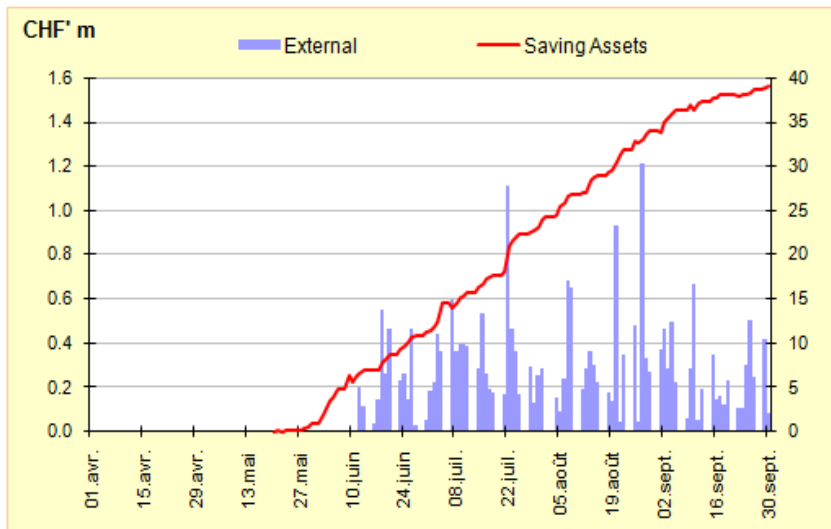
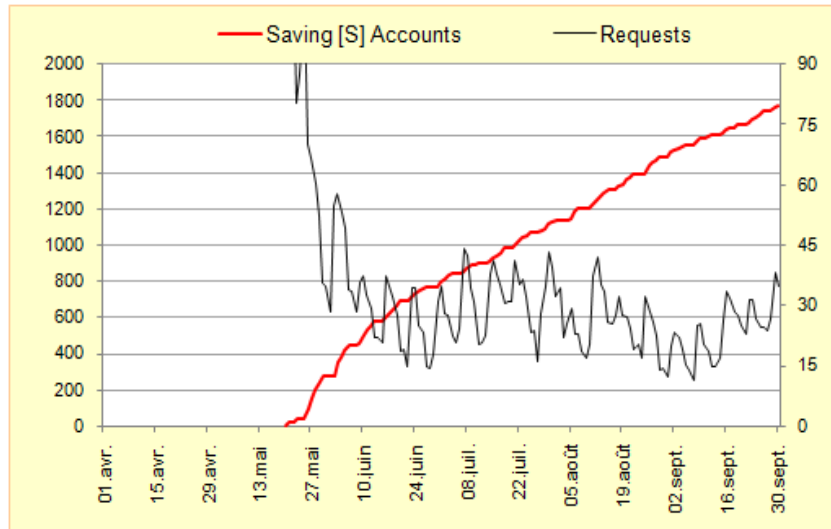
- FXBook, the Forex platform from Swissquote
- The dynamic savings account
- Swissquote offices in Zürich

## FXBook, the Forex platform from Swissquote



- Constant growth in FX since launch of our FXBook platform
- Daily traded volume of more than USD 200 million
- Revenues in 3<sup>rd</sup> quarter almost doubled to CHF 1.1 million
- As of 30 September 2008 ~CHF 15'000 revenues per day
- More growth due to strong client acquisition

# The dynamic savings account



- Best offering in Switzerland with fair interest rates
- Constant growth in clients and assets
- Daily assets inflow of approx CHF 0,4 million
- At 30<sup>th</sup> July 39 million in total and 1'776 clients.

## Business Model

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- Swissquote is working with high profit margins also in the worst financial crisis
- The unfortunate depreciation of the Lehman bond tempered only the 3<sup>rd</sup> quarter results. The 4<sup>th</sup> quarter will again generate net profit margins around 40%
- The client growth is strong in all client segments. The potential of 200'000 trading clients is confirmed (i.e. Equity Ownership in Switzerland\*)
- New revenue segments shows potential
- Swissquote is the biggest online bank in Switzerland. The growth is fuelled through technology, strong balance sheet and transparent business model
- The Swissquote system offers a very reliable service offering also in situation with unusual volumes
- October will be the strongest month ever in the Swissquote history

\* Universität Zürich – Institut für schweizerisches Bankwesen



# Balance Sheet

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## Balance sheet per 30<sup>th</sup> September 2008

<b>[CHF m]</b>	<b>30 Sept. 2008</b>	<b>31 Dec. 2007</b>	<b>Change</b>	<b>%</b>
<b>ASSETS</b>				
Cash & deposits	1'174.3	1'103.2	71.1	6.1%
Loans to customers	81.8	93.4	(11.6)	-14.2%
Investment securities	51.8	72.3	(20.5)	-39.6%
Property & systems	31.0	28.7	2.3	7.4%
Other assets	36.2	13.4	22.8	63.0%
<b>Total assets</b>	<b>1'375.1</b>	<b>1'311.0</b>	<b>64.1</b>	<b>4.7%</b>
<b>LIABILITIES AND EQUITY</b>				
<b>Liabilities</b>				
Due to customers	1'191.8	1'143.6	48.2	4.0%
Other liabilities	52.6	40.9	11.7	22.2%
<b>Total liabilities</b>	<b>1'244.4</b>	<b>1'184.5</b>	<b>59.9</b>	<b>4.8%</b>
<b>Equity</b>				
Ordinary shares	2.9	7.3	-4.4	-151.7%
Reserves & retained earnings	148.6	133.0	15.6	10.5%
Treasury shares	(20.8)	(13.8)	(7.0)	33.7%
<b>Total equity</b>	<b>130.7</b>	<b>126.5</b>	<b>4.2</b>	<b>3.2%</b>
<b>Total liabilities and equity</b>	<b>1'375.1</b>	<b>1'311.0</b>	<b>64.1</b>	<b>4.7%</b>





## Key figures

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## Key figures for the first nine months of 2008

CHF'000	Comparison with Previous Year				Comparison with Previous Quarter			
	9m-2008	9m-2007	Change	Change [%]	Q3-2008	Q2-2008	Change	Change [%]
Net Fee & Commission Income	50'925.5	56'991.3	(6'065.8)	-10.6%	16'284.9	16'359.9	(75.0)	-0.5%
Interest Income, net	24'333.2	19'172.5	5'160.7	26.9%	8'693.0	8'214.1	478.9	5.8%
Trading Results	6'941.2	6'291.9	649.3	10.3%	2'622.5	2'428.5	194.0	8.0%
<b>Total Net Revenues</b>	<b>82'199.9</b>	<b>82'455.7</b>	(255.8)	-0.3%	<b>27'600.4</b>	<b>27'002.5</b>	597.9	2.2%
Payroll & Related Expenses	(18'551.6)	(18'382.9)	(168.7)	0.9%	(6'086.9)	(6'325.1)	238.2	-3.8%
Other Operating Expenses (incl. Depr. & Provision)	(14'555.4)	(12'348.1)	(2'207.3)	17.9%	(5'255.1)	(4'812.2)	(442.9)	9.2%
Marketing Expenses	(6'718.1)	(6'787.4)	69.3	-1.0%	(2'215.0)	(2'184.1)	(30.9)	1.4%
<b>Total Expenses</b>	<b>(39'825.1)</b>	<b>(37'518.4)</b>	(2'306.7)	6.1%	<b>(13'557.0)</b>	<b>(13'321.4)</b>	(235.6)	1.8%
<b>Operating Profit</b>	<b>42'374.8</b>	<b>44'937.3</b>	(2'562.5)	-5.7%	<b>14'043.4</b>	<b>13'681.1</b>	362.3	2.6%
Write down on investment securities, net of tax	(9'346.6)	-			(9'346.6)	-		
Income Taxes	(8'967.8)	(8'987.4)	19.6	-0.2%	(2'919.6)	(2'909.0)	(10.6)	0.4%
<b>Net Profit</b>	<b>24'060.4</b>	<b>35'949.9</b>	(11'889.5)	-33.1%	<b>1'777.2</b>	<b>10'772.1</b>	(8'994.9)	-83.5%
Operating Profit Margin	51.6%	54.5%			50.9%	50.7%		
Net Profit Margin	29.3%	43.6%			6.4%	39.9%		
	<b>30.09.2008</b>	<b>30.09.2007</b>	Change	Change [%]	<b>30.09.2008</b>	<b>30.06.2008</b>	Change	Change [%]
Total number of Trading Clients [units]	108'777	84'104	24'673	29.3%	108'777	103'476	5'301	5.1%
Total number of Saving Clients [units]	1'776	-	1'776	-	1'776	771	1'005	130.4%
Total Number of Clients	110'553	84'104	26'449	31.4%	110'553	104'247	6'306	6.0%
Assets under Custody [CHF m]	5'198.6	5'774.0	(575.4)	-10.0%	5'198.6	5'508.0	(309.4)	-5.6%
Total Net New Monies [CHF m]	965.8	919.6	46.2	5.0%	226.5	324.9	(98.4)	-30.3%
Total Headcounts	232	197	35	17.8%	232	233	(1)	-0.4%
Total Balance Sheet [CHF m]	1'375.1	1'354.4	20.7	1.5%	1'375.1	1'352.9	22.2	1.6%
Total Equity [CHF m]	130.7	118.4	12.3	10.4%	130.7	136.3	-5.6	-4.1%
Equity Surplus [CHF m]	75.6	62.9	12.7	20.2%	75.6	83.3	(7.7)	-9.2%