Results
for the 1st half of 2012

Zurich, 27 July 2012
Agenda

- Results for the 1st half of 2012
- Client Groups
- Achievements in the 1st half of 2012
- Balance Sheet
Results for the 1\textsuperscript{st} half of 2012

- Solid results despite continuing difficult economic environment
- Positive interest business reflecting strong balance sheet and cautious investment strategy
- Trading results (eForex) improved compared to 1\textsuperscript{st} quarter
- Further growth in client numbers and net new monies
- Successful start of Swiss DOTS
- More products available on FX platforms
- Categorie 4 licence received from the DFSA in Dubai
Results for the 1st half of 2012
Revenues

- Total revenues of CHF 57.3 million in the 1st half of 2012 (-15.1% compared to previous year)
- 2012: Swissquote expects now revenues of the order of CHF 120 million
- Net Fee & Commission Income: 26.5 million (-20.5%)
  Interest Income: 8.6 million (+10.1%)
  Trading Income: 22.2 million (-15.7%)
- Revenues for Trading and Interest Income could be improved compared to the 1st quarter of 2012. Total Revenues however slightly down (-3.7%)
Earnings

- Solid net profit of CHF 12 million in the 1st half 2012. 32.5% lower than previous year
- Net profit of 5.7 million in the 2nd quarter 2012
- Net profit margin: 21.0% in the 1st half 2012
  20.4% in the 2nd quarter 2012
• Total equity increases to CHF 229.9 million. Equity surplus to CHF 129.4 million
• Earnings per share at CHF 0.83 for the first 6 month of 2012
• Solid core capital ratio (Tier 1) of 21.2%
Clients & Segments

- Aggregate of 200'244 accounts
- Increase of 11.4% year-on-year
Assets and Net New Monies

- Net new monies of CHF 647.9 million in the 1st half of 2012
- Target: “Net new monies of 1 billion in 2012” should be doable
- Total assets under custody: CHF 8’160 million
### Revenues & Client Groups

<table>
<thead>
<tr>
<th>CHF'000</th>
<th>Trading</th>
<th>ALM</th>
<th>eForex</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Fee &amp; Commission Income</strong></td>
<td>26'453.7</td>
<td></td>
<td></td>
<td>26'453.7</td>
</tr>
<tr>
<td><strong>Net Interest Income</strong></td>
<td></td>
<td>8'603.1</td>
<td></td>
<td>8'603.1</td>
</tr>
<tr>
<td><strong>Trading Income</strong></td>
<td>5'745.4</td>
<td></td>
<td>482.4</td>
<td>15'503.9</td>
</tr>
<tr>
<td>Forex</td>
<td>(126.8)</td>
<td></td>
<td></td>
<td>15'503.9</td>
</tr>
<tr>
<td>eForex</td>
<td></td>
<td></td>
<td></td>
<td>355.6</td>
</tr>
<tr>
<td>Fair Value Impact</td>
<td></td>
<td></td>
<td></td>
<td>616.3</td>
</tr>
<tr>
<td>Other One-off</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>32'072.3</td>
<td>9'112.5</td>
<td>16'120.2</td>
<td>57'305.0</td>
</tr>
</tbody>
</table>

- Only the Interest Segment (ALM) had a positive growth so far
- The business with trading clients is suffering from low activity despite strong client growth
- eForex is impacted by low volatility in the 1\textsuperscript{st} quarter of 2012. Situation is improving in the 2\textsuperscript{nd} quarter
- Total revenues 15.1% lower compared to 2011
Client Groups
Swiss DOTS
Die neue Art, Derivate zu handeln.

Trade it ➤
Trading Accounts - Growth

- 159,500 Trading accounts (+4.3% vs. 2011)
- CHF 7.5 billion assets under custody (+5.4% vs. 2011)
- Average assets per account at ~ CHF 47,000
Trading Accounts - Transactions

- Transactions per client per year very low at 11.8
- Recovery potential in total number of trades due to strong client growth
Saving Accounts – Growth and Total Assets

- 29'490 Saving accounts (+81.4% vs. 2011)
- Assets under custody at almost CHF half a billion
- Swiss Life assets transferred in 1st quarter 2012
Continuous growth in ALM revenues

CHF 8.6 million in the 1st half of 2012 (+10.1% vs. 2011)

Cautious investment strategies
Accounts – Growth and Total Assets

- 10,542 active clients (+6.5% vs. 2011)
- CHF 136.2 Mio. assets under custody
- Stronger regulation in foreign countries challenges the business model
eForex Accounts - Volumes

- Total trading volumes of CHF 151.6 billion in the 1st half of 2012
- Average margin (dpm) stable around 100
Achievements in the 1st half of 2012
Swiss DOTS

A new way to trade derivatives

Swissquote is revolutionising derivatives trading by offering you from today more than 20,000 leveraged products through a direct and exclusive Over-The-Counter (OTC) service.

More info

- More than 20,000 leveraged products available on the platform
- Extended trading hours from 8 a.m. to 10 p.m. with low fees and narrow spreads
- Positive feedback from clients and media. Volume is increasing
More products available on FX Platforms

- 60 currency pairs with a leverage of 100:1
- 4 precious metals (Gold, Silver, Platinum and Palladium) with a leverage of 100:1
- WTI Crude Oil trading with a leverage of 30:1
- Stock Indices (Euro Stoxx 50, DAX und SMI) with a leverage of 25:1
Category 4 Licence in Dubai

- Category 4 licence received from the DFSA (Dubai Financial Service Authority)
- The licence permits Swissquote to actively offer its bank’s services in the Middle East
- White Label services with institutional clients
Balance Sheet
## Balance Sheet on 30th June 2012

<table>
<thead>
<tr>
<th>Assets</th>
<th>30.06.2012</th>
<th>30.06.2011</th>
<th>Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; TBs with Central Bank</td>
<td>1'517.4</td>
<td>945.9</td>
<td>571.5</td>
</tr>
<tr>
<td>Loans &amp; advances to banks</td>
<td>240.4</td>
<td>649.4</td>
<td>-408.9</td>
</tr>
<tr>
<td>Investment securities</td>
<td>777.4</td>
<td>671.7</td>
<td>105.7</td>
</tr>
<tr>
<td>Loans &amp; advances to customers</td>
<td>97.1</td>
<td>124.8</td>
<td>-27.7</td>
</tr>
<tr>
<td>Fixed assets</td>
<td>62.6</td>
<td>42.1</td>
<td>20.5</td>
</tr>
<tr>
<td>Derivative financial instruments</td>
<td>41.6</td>
<td>28.8</td>
<td>12.8</td>
</tr>
<tr>
<td>Other assets</td>
<td>59.4</td>
<td>53.4</td>
<td>6.0</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>2'795.9</strong></td>
<td><strong>2'516.1</strong></td>
<td><strong>279.8</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities &amp; Equity</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Due to customers:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trading accounts</td>
<td>2'042.6</td>
<td>1'805.3</td>
<td>237.4</td>
</tr>
<tr>
<td>Saving accounts</td>
<td>474.9</td>
<td>451.4</td>
<td>23.5</td>
</tr>
<tr>
<td>Derivative financial instruments</td>
<td>8.2</td>
<td>3.2</td>
<td>5.0</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>40.3</td>
<td>37.5</td>
<td>2.8</td>
</tr>
<tr>
<td>Equity</td>
<td>229.9</td>
<td>218.7</td>
<td>11.2</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Equity</strong></td>
<td><strong>2'795.9</strong></td>
<td><strong>2'516.1</strong></td>
<td><strong>279.8</strong></td>
</tr>
<tr>
<td>Equity surplus</td>
<td>129.4</td>
<td>125.4</td>
<td>3.9</td>
</tr>
<tr>
<td>Tier 1 ratio</td>
<td><strong>21.2%</strong></td>
<td><strong>22.3%</strong></td>
<td><strong>-1.1%</strong></td>
</tr>
<tr>
<td>Risk Weighted Assets</td>
<td><strong>78.2</strong></td>
<td><strong>70.2</strong></td>
<td></td>
</tr>
</tbody>
</table>
Balance Sheet Structure on 30th June 2012

**Total Assets**
- SNB cash deposit & T-Bills: CHF 1'517.4 (945.9)
- Loans & advances to banks (interbank deposits): 240.4 (649.4)
- Investment securities (bonds portfolio): 777.4 (671.7)
- Loans & advances to customers (lombard lending): 97.1 (124.8)
- Others: 163.6 (124.3)

**Total Liabilities & Equity**
- CHF 2'795.9m (CHF 2'516.1m)
- Due to customers (Trading and Saving accounts): 2'517.6 (2'256.7)
- Others (including deposits from banks): 48.4 (40.7)
- Total Equity: 229.9 (218.7)

Figures as at 30 June 2012, summarised and regrouped from Financial Statements (in brackets: Figures as at 30 June 2011)