

MOVING MOUNTAINS SINCE 1997.



Advanced Trader



Meta Trader



FX Book



SWISSQUOTE

BANKING. SELF-MADE.

# Results for the 1<sup>st</sup> half of 2013

July 26<sup>th</sup>, 2013



SWISSQUOTE

BANKING. SELF-MADE.

# Agenda

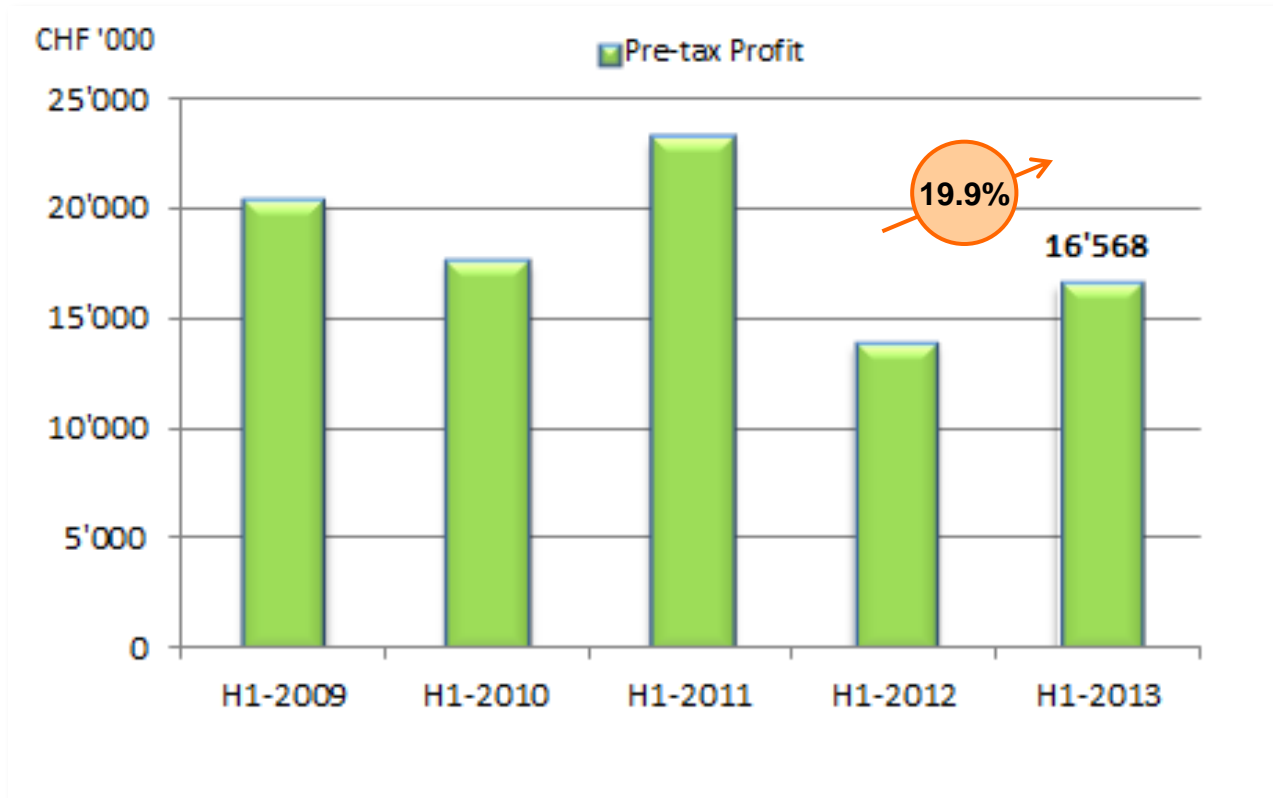
---

- Key messages
- Results for the 1<sup>st</sup> half of 2013
- Client Groups
- Balance Sheet
- Key Figures

# Key messages

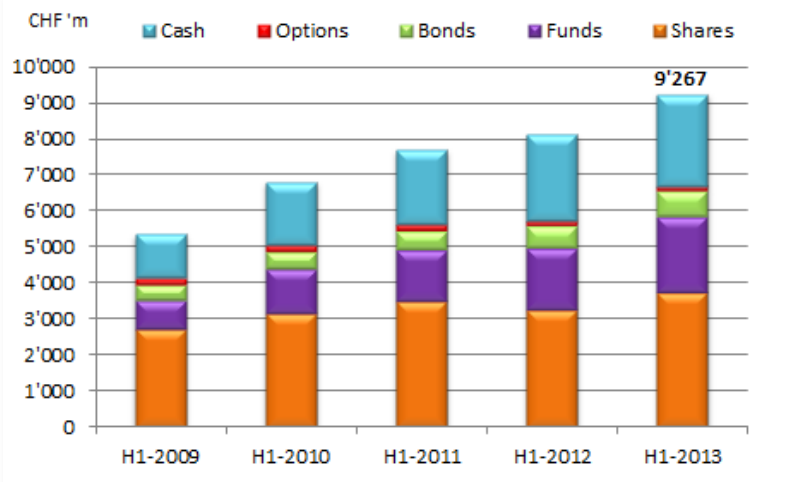
---

- ✓ Pre-tax Profit of CHF 16.6m  
Climbing earnings with better market conditions

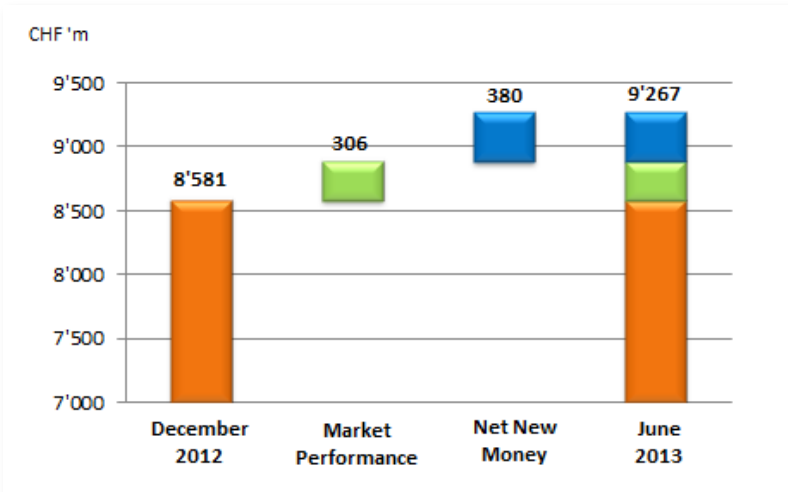


# Key messages

- ✓ Total Assets under Custody of CHF 9.3bn - Net New Monies of CHF 380m

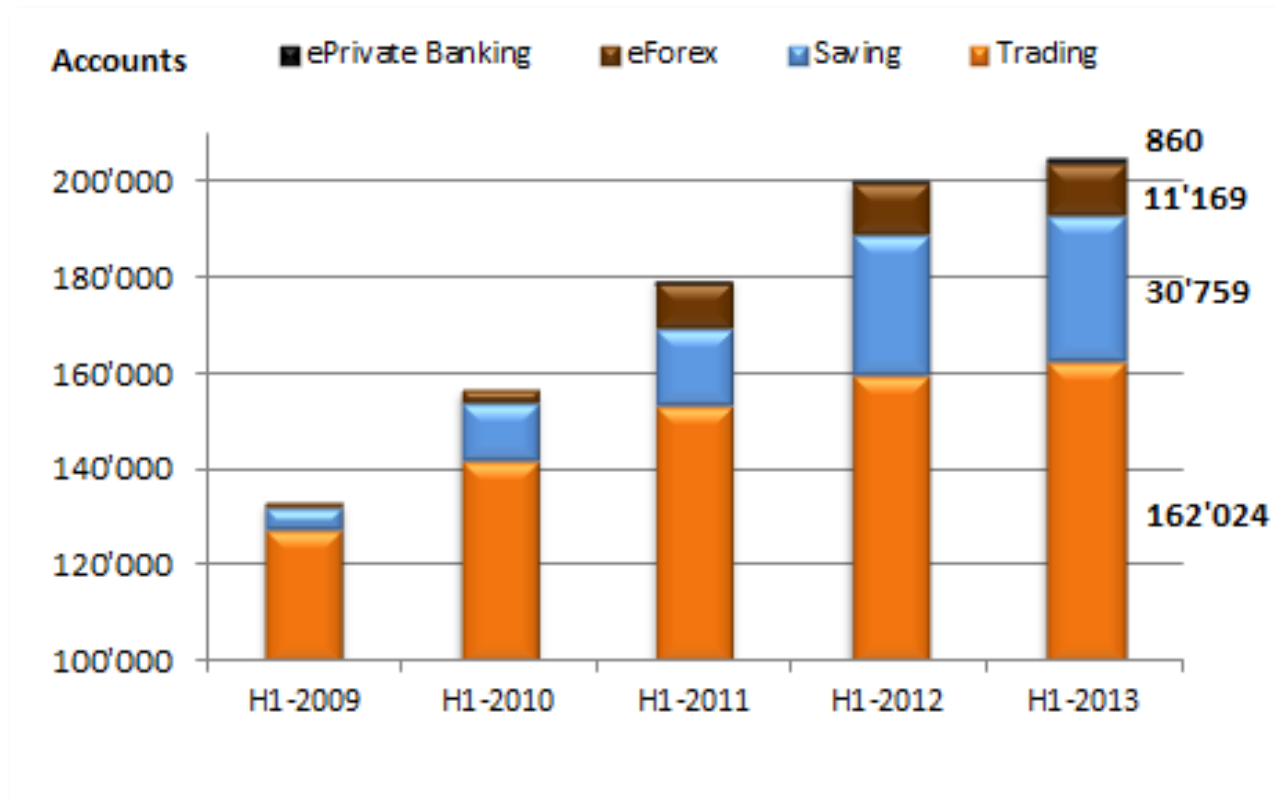


- Total assets under Custody at its highest: CHF 9'267 million
- Net new monies of CHF 380 million in the first semester 2013



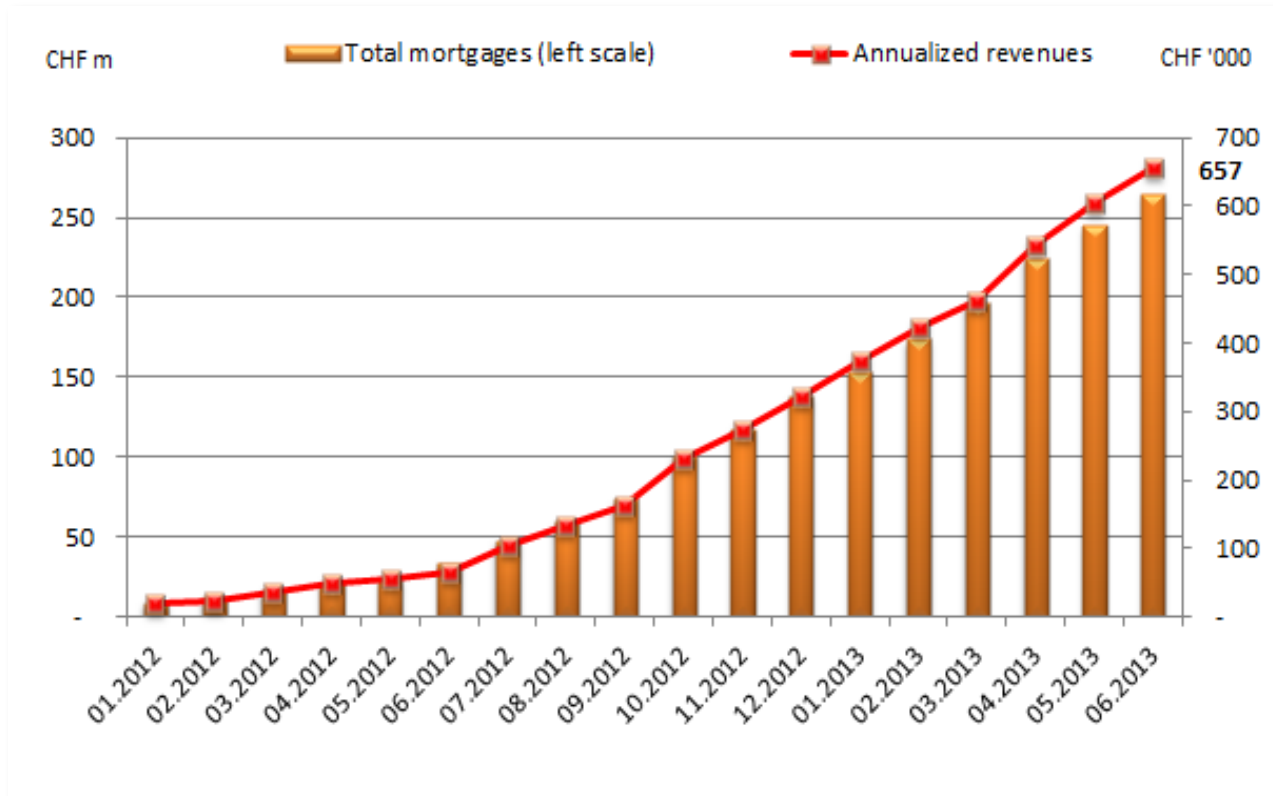
# Key messages

- ✓ 4'568 new client accounts over the last 12 months to 204'812 in total  
1'807 during the second quarter 2013



# Key messages

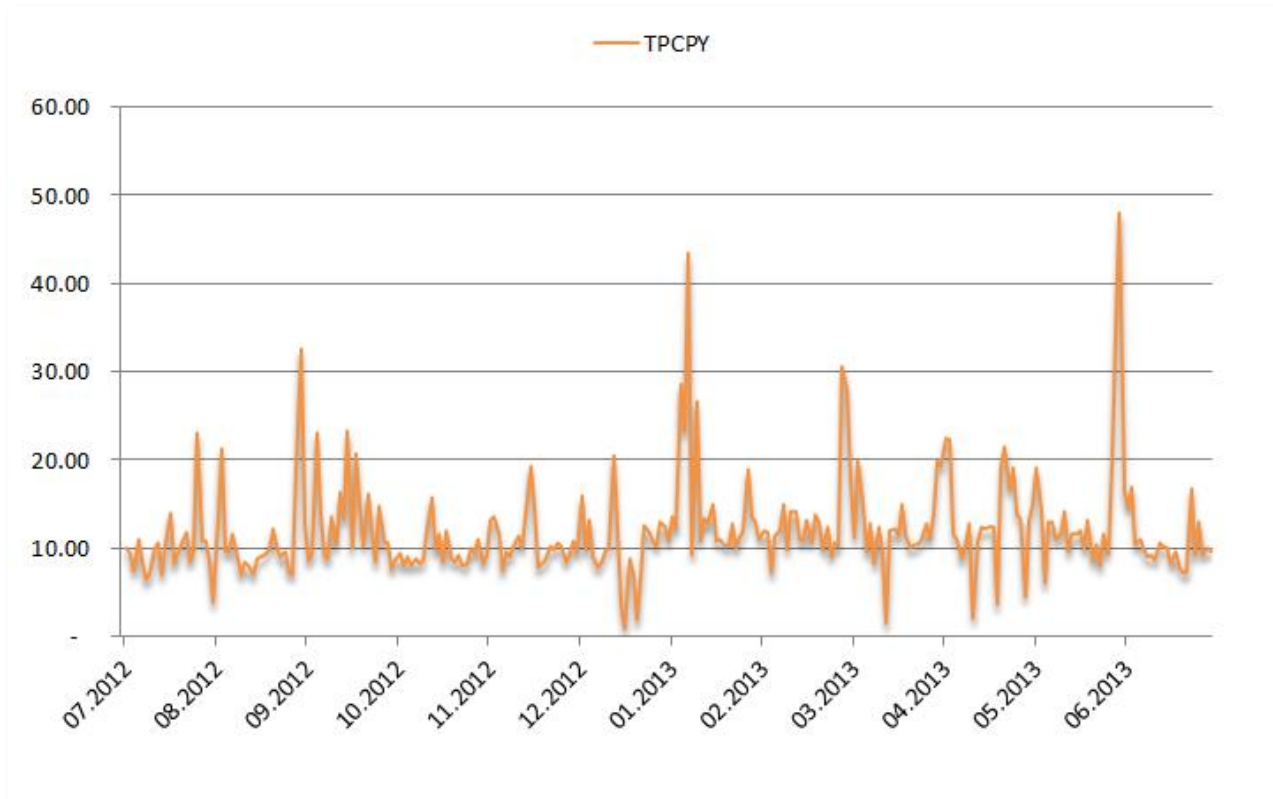
- ✓ Successful partnership with BLKB  
Over CHF 265m mortgages



# Key messages

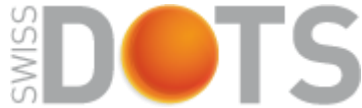
---

- ✓ Recovering TPCPY

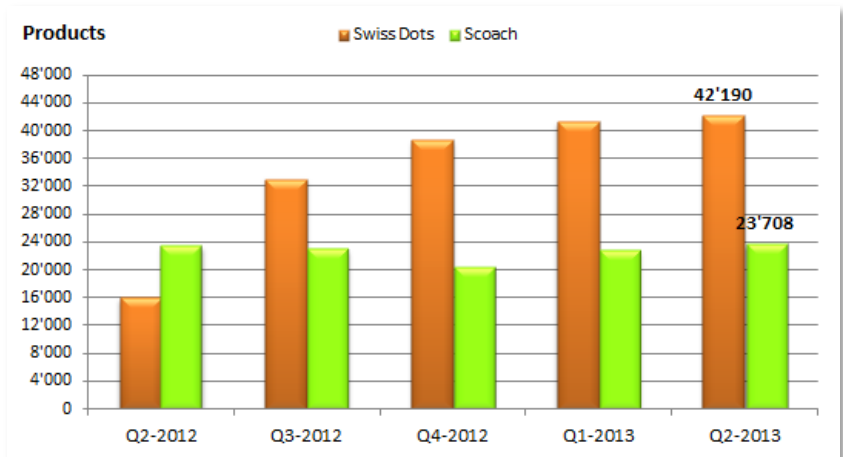
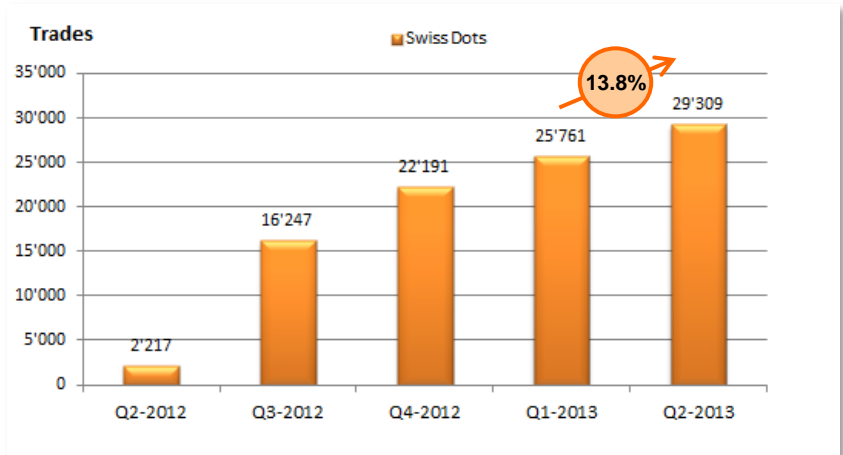


# Key messages

## ✓ Swiss DOTS



- 9'500 transactions in June 2013, 42'000 products and 16.3 % market share



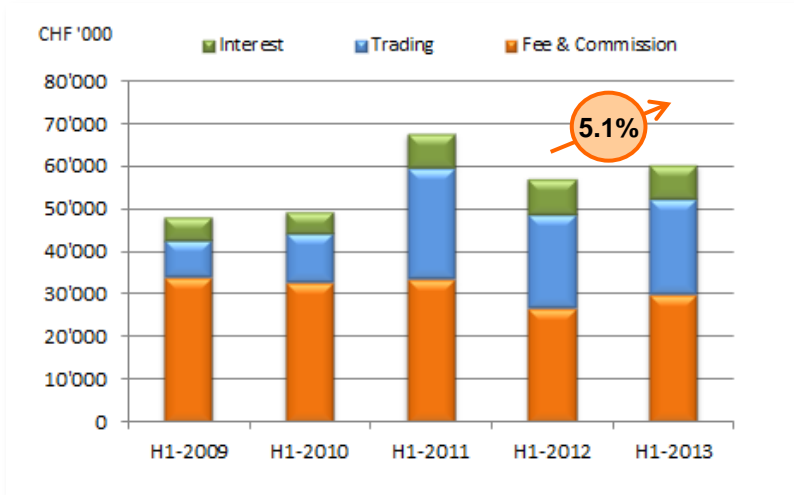




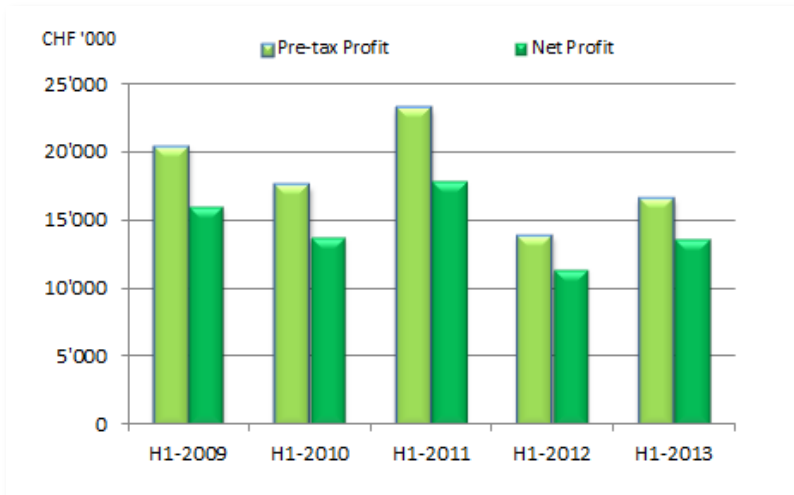
## Results for the 1<sup>st</sup> half of 2013

---

# Revenues & Profitability

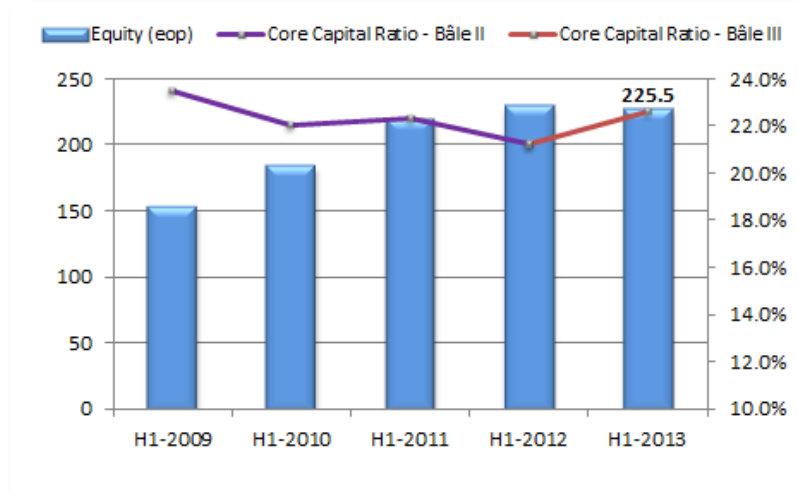


- Total Net Revenues at 60.2m (+5.1% compared to previous year)
  - Net Fee & Commission Income: 30.0m (+13.3%)
  - Interest Income: 7.8m (-9.2%)
  - Forex & Trading Income: 22.4m (+2.6%)

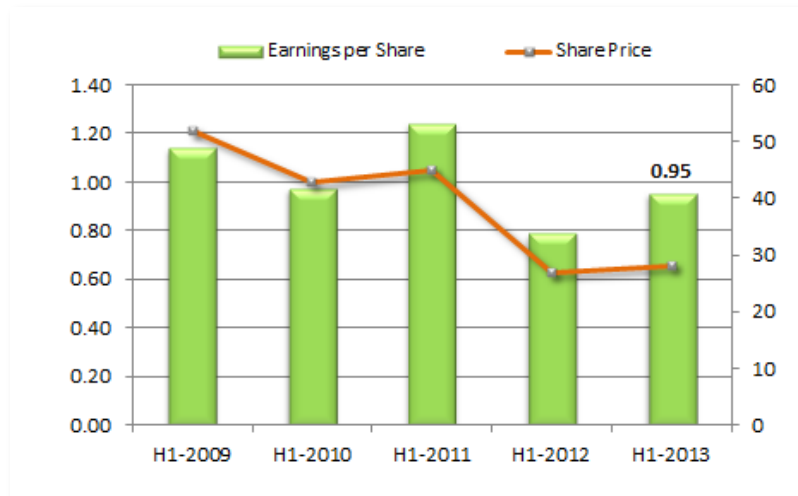


- Pre-tax Profit at 16.6m with margin of 27.5%
- Net Profit at 13.5m with margin of 22.5%

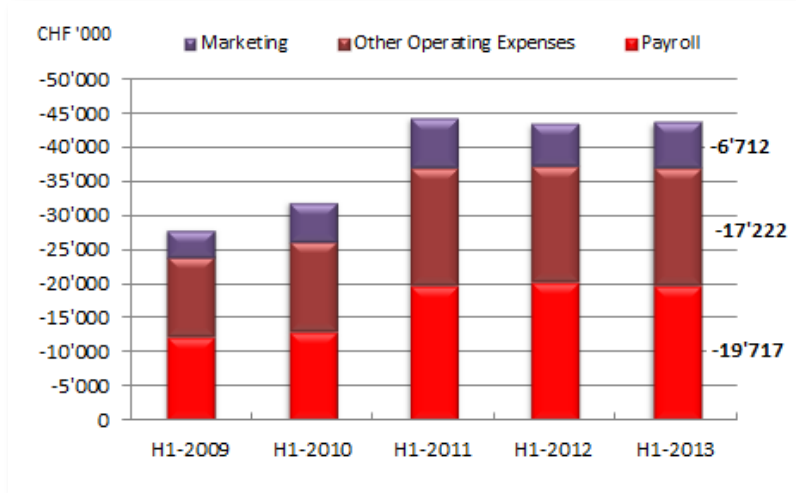
# Equity and Earnings per Share



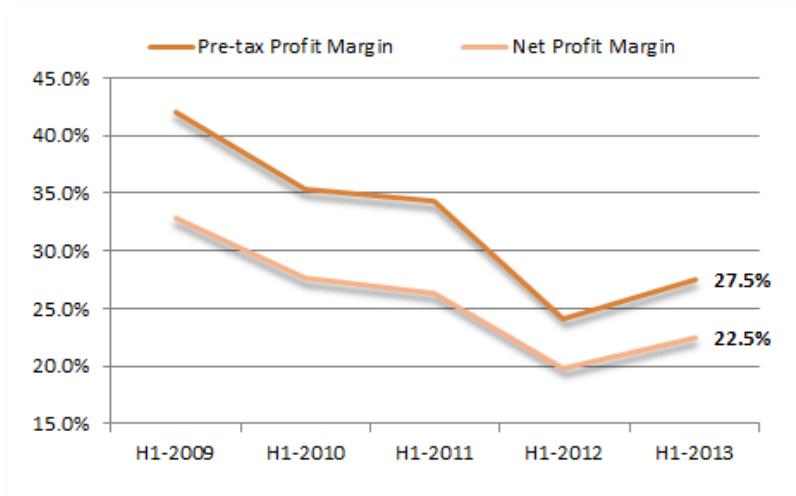
- Solid core capital ratio (CET 1) of 22.6%
- Total equity to CHF 225.5 million
- Earnings per share at CHF 0.95 for the first half of 2013



# Expenses & Profit Margin



- Controlled costs at CHF 43.7 million (+0.4% compared to previous year)



- Improvement of the Pre-tax Profit Margin to 27.5% (vs. 24.1% in 2012) and Net Profit Margin to 22.5% (vs. 19.8% in 2012)

# Revenues and Client Groups

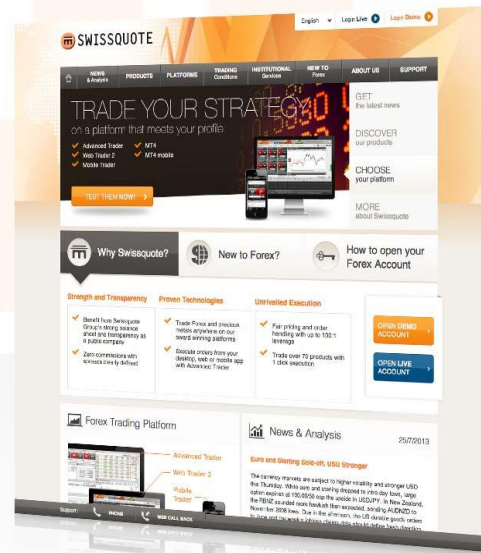
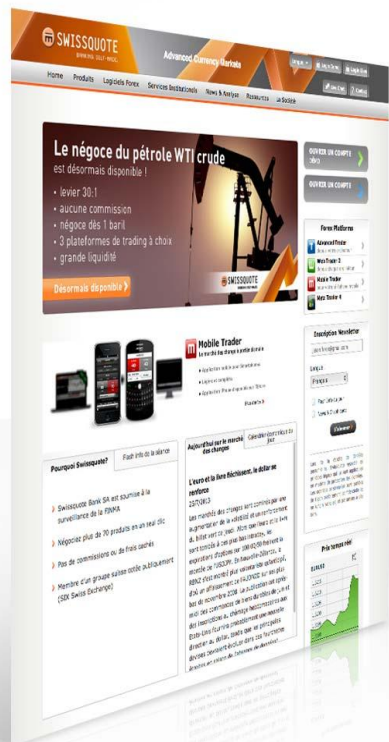
<i>In CHF'000</i>	Trading		Saving		eForex		Total	
	H1-2013	Δ H1-2012	H1-2013	Δ H1-2012	H1-2013	Δ H1-2012	H1-2013	Δ H1-2012
Net Fee & Commission Income	29'981.1	13.3%					29'981.1	13.3%
Net Interest Income			7'834.9	-9.2%			7'834.9	-9.2%
Forex & Trading Income:	6'942.9		-317.2		15'777.6		22'403.3	0.8%
Forex	6'664.8	4.8%					6'664.8	
eForex					15'777.6	1.8%	15'777.6	1.8%
Fair Value Impact	278.1		-317.2				-39.1	
<b>Total Net Revenues</b>	<b>36'924.0</b>	<b>13.0%</b>	<b>7'517.7</b>	<b>-17.5%</b>	<b>15'777.6</b>	<b>1.8%</b>	<b>60'219.3</b>	<b>5.1%</b>

- Total revenues increased by +5.1% compared to previous year
- Trading Segment with a positive growth (+13.0%) due to an increase of trading activity (TPCPY of 13.2 vs. 11.8 in 2012)
- eForex Segment slightly increased by 1.8%.

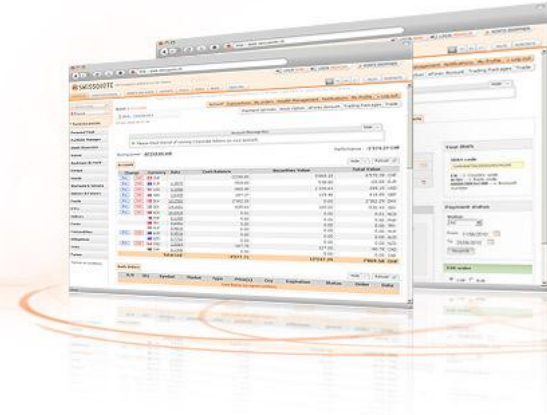
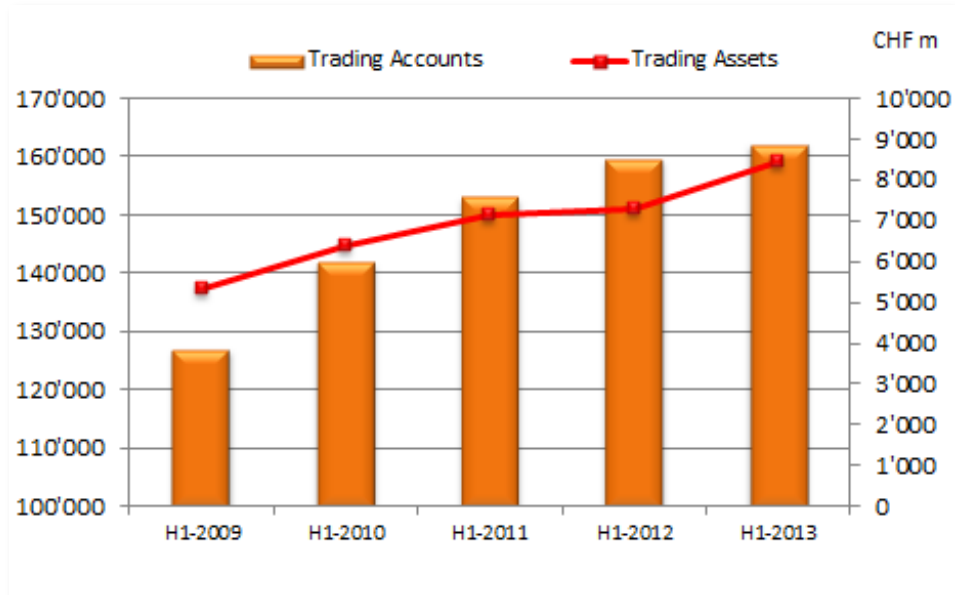
# Client Groups

---

# 4 Websites by Swissquote



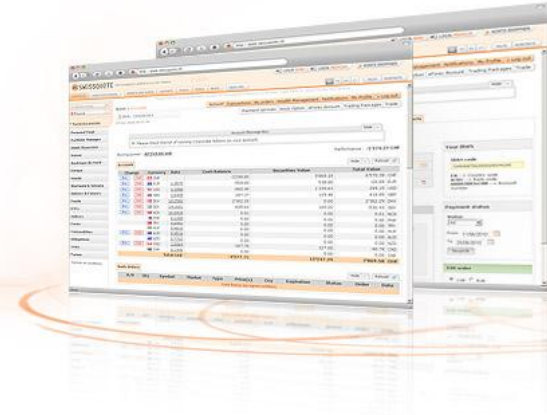
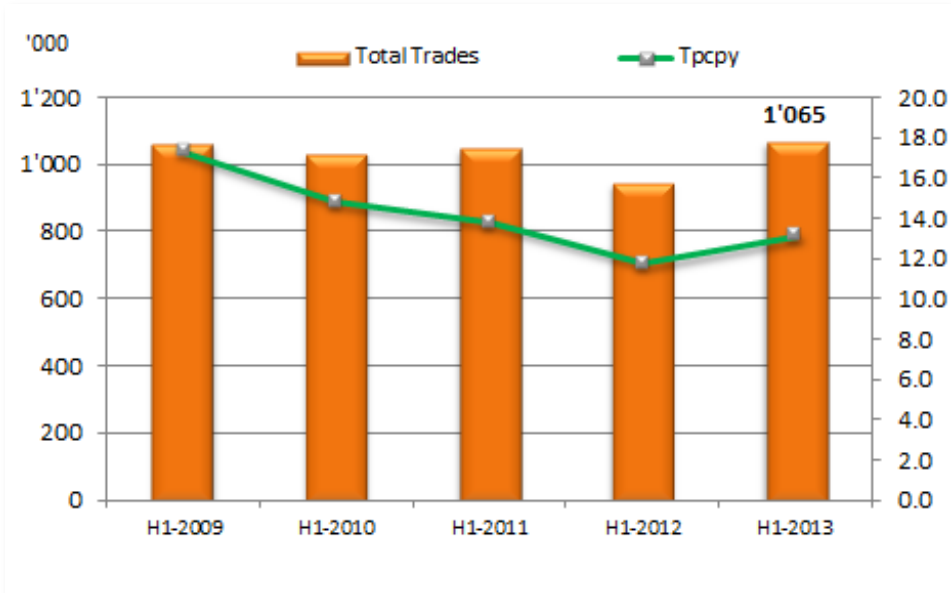
# Trading Accounts - Growth



- 162'024 Trading accounts (+1.6 % vs. 2012)
- Trading assets at CHF 8.5 billion (+16.1 % vs. 2012)
- Average assets per account at ~ CHF 52'500

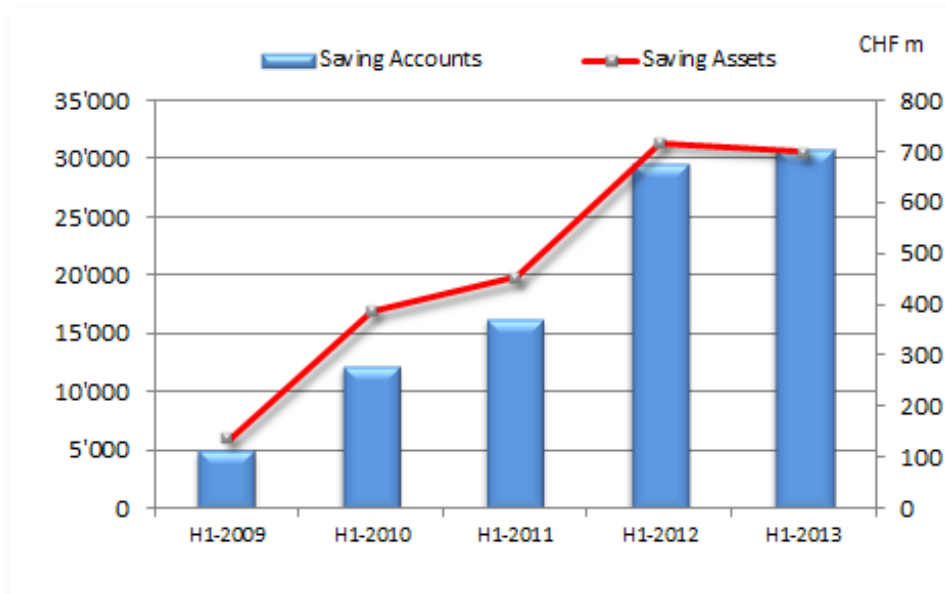


# Trading Accounts - Transactions



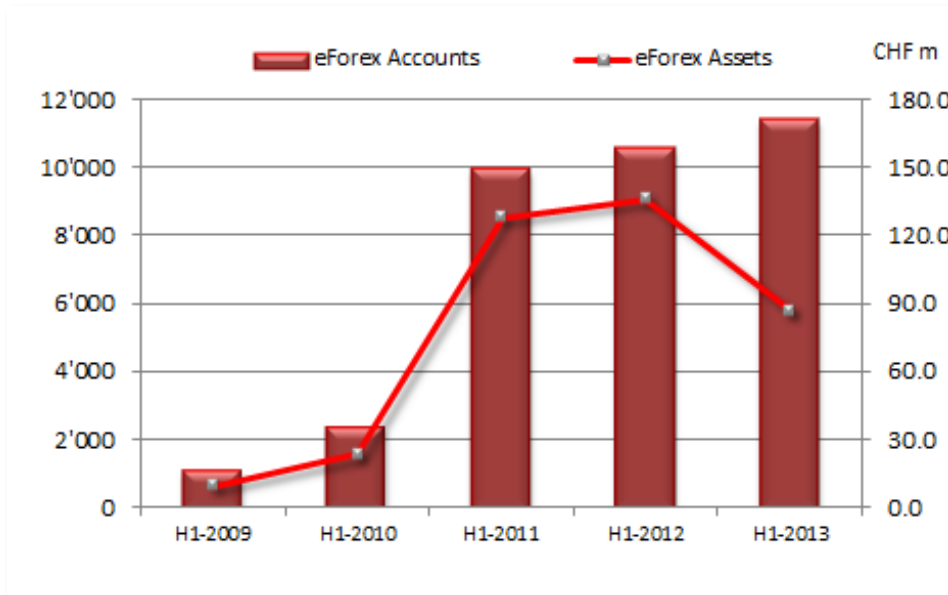
- Transactions per client per year at 13.2 (+11.9% compared to previous year).
- Total number of transactions at around 1.1 million during the first semester 2013 (+13.1% compared to the previous year)

# Saving Accounts – Growth and Total Assets



- 30'759 Saving accounts (+4.3% vs. 2012)
- Stable Saving assets at around CHF 700 million

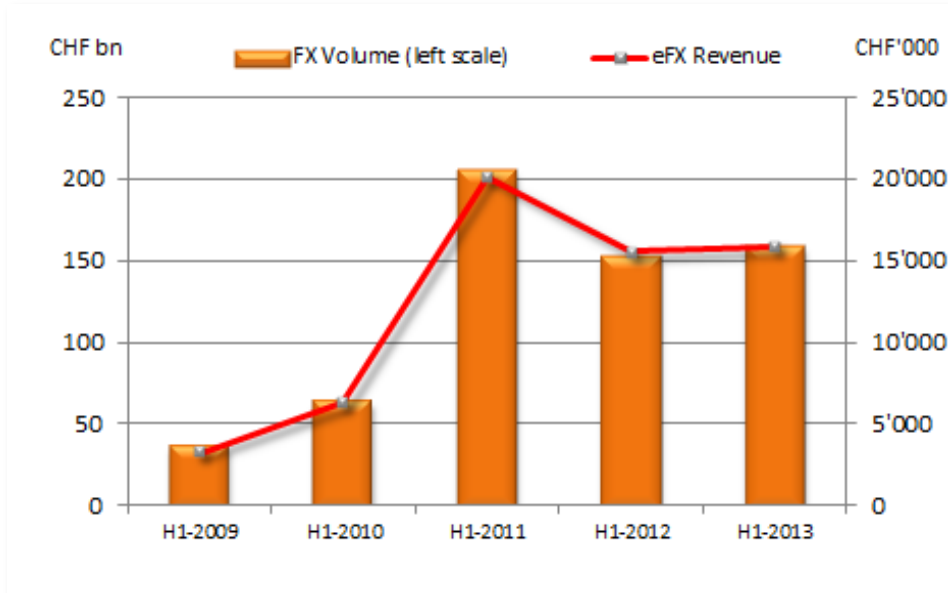
# eForex Accounts – Growth and Total Assets



- 11'169 active clients (+5.9% vs. 2012)
- eForex clients' equity has been impacted by the Gold market turmoil that occurred during Q2-2013



## eForex Accounts – Volumes



- eForex activity recovered and reached total volumes of CHF 158 billion for the 1st half 2013 (+37.4% over the quarter)
- Activity revenues reached CHF 15.8 million (+1.8% vs. 2012)

# Balance Sheet

---

## Balance Sheet Structure on 30<sup>th</sup> June 2013



## Key Figures

---

# Key Figures for the first half 2013

CHF'000	Comparison with Previous Year				Comparison with Previous Quarter			
	H1-2013	H1-2012*	Change	Change [%]	Q2-2013	Q1-2013	Change	Change [%]
Net Fee & Commission Income	29'981.1	26'453.7	3'527.4	13.3%	15'291.6	14'689.5	602.1	4.1%
Interest Income, net	7'834.9	8'630.1	(795.2)	-9.2%	3'917.0	3'917.9	(0.9)	0.0%
Forex & Trading Income, net	22'442.4	21'865.6	576.8	2.6%	12'338.0	10'104.4	2'233.6	22.1%
<b>Total Operating Revenues</b>	<b>60'258.4</b>	<b>56'949.4</b>	<b>3'309.0</b>	<b>5.8%</b>	<b>31'546.6</b>	<b>28'711.8</b>	<b>2'834.8</b>	<b>9.9%</b>
Unrealised Fair Value	(39.1)	355.6	(394.7)	111.0%	284.0	(323.1)	607.1	187.9%
<b>Total Net Revenues</b>	<b>60'219.3</b>	<b>57'305.0</b>	<b>2'914.3</b>	<b>5.1%</b>	<b>31'830.6</b>	<b>28'388.7</b>	<b>3'441.9</b>	<b>12.1%</b>
Payroll & Related Expenses	(19'716.9)	(20'223.0)	506.1	-2.5%	(10'064.3)	(9'652.6)	(411.7)	4.3%
Other Operating Expenses (incl. Depr. & Provision)	(17'222.3)	(17'096.9)	(125.4)	0.7%	(8'701.3)	(8'521.0)	(180.3)	2.1%
Marketing Expenses	(6'712.3)	(6'162.2)	(550.1)	8.9%	(3'305.9)	(3'406.4)	100.5	-3.0%
<b>Total Expenses</b>	<b>(43'651.5)</b>	<b>(43'482.1)</b>	<b>(169.4)</b>	<b>0.4%</b>	<b>(22'071.5)</b>	<b>(21'580.0)</b>	<b>(491.5)</b>	<b>2.3%</b>
<b>Pre-tax Profit</b>	<b>16'567.8</b>	<b>13'822.9</b>	<b>2'744.9</b>	<b>19.9%</b>	<b>9'759.1</b>	<b>6'808.7</b>	<b>2'950.4</b>	<b>43.3%</b>
Income Taxes	(3'021.1)	(2'455.4)	(565.7)	23.0%	(1'745.3)	(1'275.8)	(469.5)	36.8%
<b>Net Profit</b>	<b>13'546.7</b>	<b>11'367.5</b>	<b>2'179.2</b>	<b>19.2%</b>	<b>8'013.8</b>	<b>5'532.9</b>	<b>2'480.9</b>	<b>44.8%</b>
Pre-tax Profit Margin	27.5%	24.1%			30.7%	24.0%		
Net Profit Margin	22.5%	19.8%			25.2%	19.5%		
Weighted average number of ordinary shares [units]	14'262'567	14'459'713			14'077'921	14'449'264		
Earning per share [CHF]	0.95	0.79	0.16	20.3%	0.57	0.38	0.19	50.0%
	<b>30.06.2013</b>	<b>30.06.2012</b>	<b>Change</b>	<b>Change [%]</b>	<b>30.06.2013</b>	<b>31.03.2013</b>	<b>Change</b>	<b>Change [%]</b>
Trading Accounts [units]	162'024	159'500	2'524	1.6%	162'024	160'978	1'046	0.6%
Saving Accounts [units]	30'759	29'490	1'269	4.3%	30'759	30'153	606	2.0%
eForex Accounts [units]	11'169	10'542	627	5.9%	11'169	11'067	102	0.9%
ePrivate Banking Accounts [units]	860	712	148	20.8%	860	807	53	6.6%
<b>Total Number of Accounts</b>	<b>204'812</b>	<b>200'244</b>	<b>4'568</b>	<b>2.3%</b>	<b>204'812</b>	<b>203'005</b>	<b>1'807</b>	<b>0.9%</b>
Trading Assets [CHF m]	8'456.1	7'285.5	1'170.6	16.1%	8'456.1	8'259.2	196.9	2.4%
Saving Assets [CHF m]	697.4	715.7	(18.3)	-2.6%	697.4	694.9	2.5	0.4%
eForex Assets [CHF m]	87.2	136.2	(49.0)	-36.0%	87.2	127.9	(40.7)	-31.8%
ePrivate Banking Assets [CHF m]	26.7	22.7	4.0	17.6%	26.7	25.8	0.9	3.5%
<b>Total Assets under Custody [CHF m]</b>	<b>9'267.4</b>	<b>8'160.1</b>	<b>1'107.3</b>	<b>13.6%</b>	<b>9'267.4</b>	<b>9'107.8</b>	<b>159.6</b>	<b>1.8%</b>
Total Net New Monies [CHF m]	379.5	647.9	(268.4)	-41.4%	138.7	240.8	(102.1)	-42.4%
eForex Volume [CHF bn]	158.0	151.6	6.4	4.2%	91.4	66.5	24.9	37.4%
Total Equity [CHF m]*	225.5	228.4	(2.9)	-1.3%	225.5	245.3	(19.8)	-8.1%
Common Equity Tier 1 ratio [%]**	22.6%	21.2%	1.4%	6.6%	22.6%	25.3%	-2.7%	-10.7%
Total Headcounts / Average Headcounts - FTE	390 / 379	365 / 362	25 / 17	6.8% / 4.7%	390 / 390	389 / 379	1 / 11	0.3% / 2.9%

\* Impact of revised IAS19 standard on comparative figures (see note 9 of Q2-2013 Financial Report)

\*\* At 1st January 2013, Basel III Framework was implemented (Comparative figures in accordance with Basel II).