

Results for the 1st half of 2009

### **Swissquote still well in the running**

**In the first half of 2009, Swissquote posted a net profit of CHF 15.9 million, corresponding to a profit margin of 33.0 percent. The number of clients increased by 26.5 percent year-on-year to 131,834. The inflow of new funds in the first half of 2009 came to CHF 530.9 million. The positive market trend witnessed in the past few months is confirmed by a comparison of the figures for the 2nd quarter of 2009 with those for the 1st quarter: revenues rose by 7.2 percent and net profit by 13.4 percent. For the year as a whole Swissquote is maintaining its growth targets: 25,000 new clients and new funds totalling at least CHF 1 billion.**

### **Revenues trending positively**

Commission business, which at 69.9 percent is still the mainstay of earnings at Swissquote, generated revenues of CHF 33.8 million and thus virtually matched the year-back level (CHF 34.6 million) despite the huge market downturn suffered in the 2nd half of 2008 and in the 1st quarter of 2009. This was due in part to the market recovery seen in the 2nd quarter of 2009, which brought a quarter-on-quarter increase of 18.3 percent in commission revenues. Much of the expected sharp year-on-year decrease of CHF 10.0 million (64.1 percent) in interest business was offset by a massive CHF 4.6 million (106.7 percent) increase in revenues from trading operations, particularly in the eForex sector. The development of revenues in the three business areas led to an 11.4 percent decrease in overall revenues to CHF 48.3 million (CHF 54.6 million).

### **Solid earnings**

In comparison with the year-back period, operating expenditure increased by CHF 1.7 million (6.6 percent) to CHF 28.0 million. While personnel expenses fell by CHF 0.3 million and marketing expenses were down by CHF 0.5 million, other operating expenditure rose by CHF 2.6 million mainly as a result of direct costs in the eForex business. In the first half of 2009, the lower revenues and higher expenditure resulted in an operating profit of CHF 20.3 million (CHF 28.3 million) and a net profit of CHF 15.9 million (CHF 22.3 million). Margins stood at 42.1 percent for operating profit and 33.0 percent for net profit.



### **Strong client growth**

In comparison with the year-back period, the number of clients grew by a total of 27,587 to 131,834, which is equivalent to a 26.5 percent increase. At 126,949 (+23,473), trading clients make up the largest contingent. Although Swissquote only launched the 'dynamic savings account' one year ago, today it already numbers 4,885 clients in this segment, with assets totalling CHF 137.1 million.

### **New service for savings account holders**

As of 24 July Swissquote is offering its savings account holders an additional service. Savings account clients are no longer restricted to a choice of 1.8 percent interest or an investment in fixed-term deposits, now they can themselves put together an investment savings portfolio comprising SIX Swiss Exchange listed ETFs and Swissquote Quant funds and determine the investment amount and frequency. The system then automatically triggers investment in the products selected. The flat-rate charge for investment in a savings portfolio is CHF 9.

### **Attractive new flat-rate charge models**

For some months now Swissquote has been offering its trading clients safekeeping account charges with a ceiling of CHF 100 p.a. This adjustment in conditions appeals particularly to larger private clients.

Swissquote has also introduced an attractive flat-rate charge of CHF 9 for clients who invest above all in investment funds. This flat-rate charge currently applies for 2,500 funds that are tradable on the Swissquote platform.



The complete **financial report for the first half of 2009** is available on:

<http://www.swissquote.ch> – THE COMPANY/Investor Relations/Reporting

*Swissquote – Swiss leader in online trading*

*Swissquote has 227 employees in Gland (Vaud) and Zurich. Swissquote is the Swiss leader in online trading. In addition to low-cost stock market access for private clients and portfolio managers, Swissquote also offers an eForex trading platform and a very attractive saving account. Swissquote Group Holding AG shares (SQN) are quoted on the SIX Swiss Exchange.*

#### **For further information**

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#### **Agenda 2009**

27.10.2009 Publication of figures for the first nine months of 2009 (conference call)

## Key figures for the first six months 2009

CHF'000	Comparison with Previous Year				Comparison with Previous Quarter			
	H1-2009	H1-2008	Change	Change [%]	Q2-2009	Q1-2009	Change	Change [%]
Net Fee & Commission Income	33'807.4	34'640.7	(833.3)	-2.4%	18'322.8	15'484.6	2'838.2	18.3%
Interest Income, net	5'613.9	15'640.2	(10'026.3)	-64.1%	2'280.6	3'333.4	(1'052.8)	-31.6%
Trading Results	8'926.7	4'318.7	4'608.0	106.7%	4'405.9	4'520.7	(114.8)	-2.5%
<b>Total Net Revenues</b>	<b>48'348.0</b>	<b>54'599.6</b>	(6'251.6)	-11.4%	<b>25'009.3</b>	<b>23'338.7</b>	1'670.6	7.2%
Payroll & Related Expenses	(12'144.6)	(12'464.7)	320.1	-2.6%	(6'080.6)	(6'064.0)	(16.6)	0.3%
Other Operating Expenses (incl. Depr. & Provision)	(11'865.1)	(9'300.3)	(2'564.8)	27.6%	(6'176.8)	(5'688.3)	(488.5)	8.6%
Marketing Expenses	(3'994.3)	(4'503.2)	508.9	-11.3%	(2'012.3)	(1'981.9)	(30.4)	1.5%
<b>Total Expenses</b>	<b>(28'004.0)</b>	<b>(26'268.2)</b>	(1'735.8)	6.6%	<b>(14'269.7)</b>	<b>(13'734.2)</b>	(535.5)	3.9%
<b>Operating Profit</b>	<b>20'344.0</b>	<b>28'331.4</b>	(7'987.4)	-28.2%	<b>10'739.6</b>	<b>9'604.5</b>	1'135.1	11.8%
Income Taxes	(4'410.8)	(6'048.2)	1'637.4	-27.1%	(2'271.6)	(2'139.2)	(132.4)	6.2%
<b>Net Profit</b>	<b>15'933.2</b>	<b>22'283.2</b>	(6'350.0)	-28.5%	<b>8'468.0</b>	<b>7'465.3</b>	1'002.7	13.4%
Operating Profit Margin	42.1%	51.9%			42.9%	41.2%		
Net Profit Margin	33.0%	40.8%			33.9%	32.0%		
	<b>30.06.2009</b>	<b>30.06.2008</b>	Change	Change [%]	<b>30.06.2009</b>	<b>31.03.2009</b>	Change	Change [%]
Total number of Trading Clients [units]	126'949	103'476	23'473	22.7%	126'949	122'151	4'798	3.9%
Total number of Saving Clients [units]	4'885	771	4'114	533.6%	4'885	3'335	1'550	46.5%
Total Number of Clients	131'834	104'247	27'587	26.5%	131'834	125'486	6'348	5.1%
Assets under Custody [CHF m]	5'485.0	5'508.0	(23.0)	-0.4%	5'485.0	4'643.8	841.2	18.1%
Total Net New Monies [CHF m]	530.9	739.3	(208.4)	-28.2%	240.3	290.6	(50.3)	-17.3%
Total Headcounts	227	233	(6)	-2.6%	227	228	(1)	-0.4%
Total Balance Sheet [CHF m]	1'647.3	1'352.9	294.4	21.8%	1'647.3	1'501.4	145.9	9.7%
Total Equity [CHF m]	152.4	136.3	16.1	11.8%	152.4	145.2	7.2	5.0%
Equity Surplus [CHF m]	100.6	83.3	17.3	20.8%	100.6	95.2	5.4	5.7%