

2018

Press conference Results for the 2018 business year

March 8th, 2019



Agenda

- Summary
- Business development
- Balance sheet
- Outlook & new organisation
- Key figures & others

Summary

Section I

FY-2018 in a nutshell

Net revenues of CHF

214.5 million

Pre-tax profit of CHF

53.8 million

Pre-tax margin of **25.1%**

Capital ratio

29.0%

Pro-forma at **22.7%**

Client assets in CHF

23.8 billion

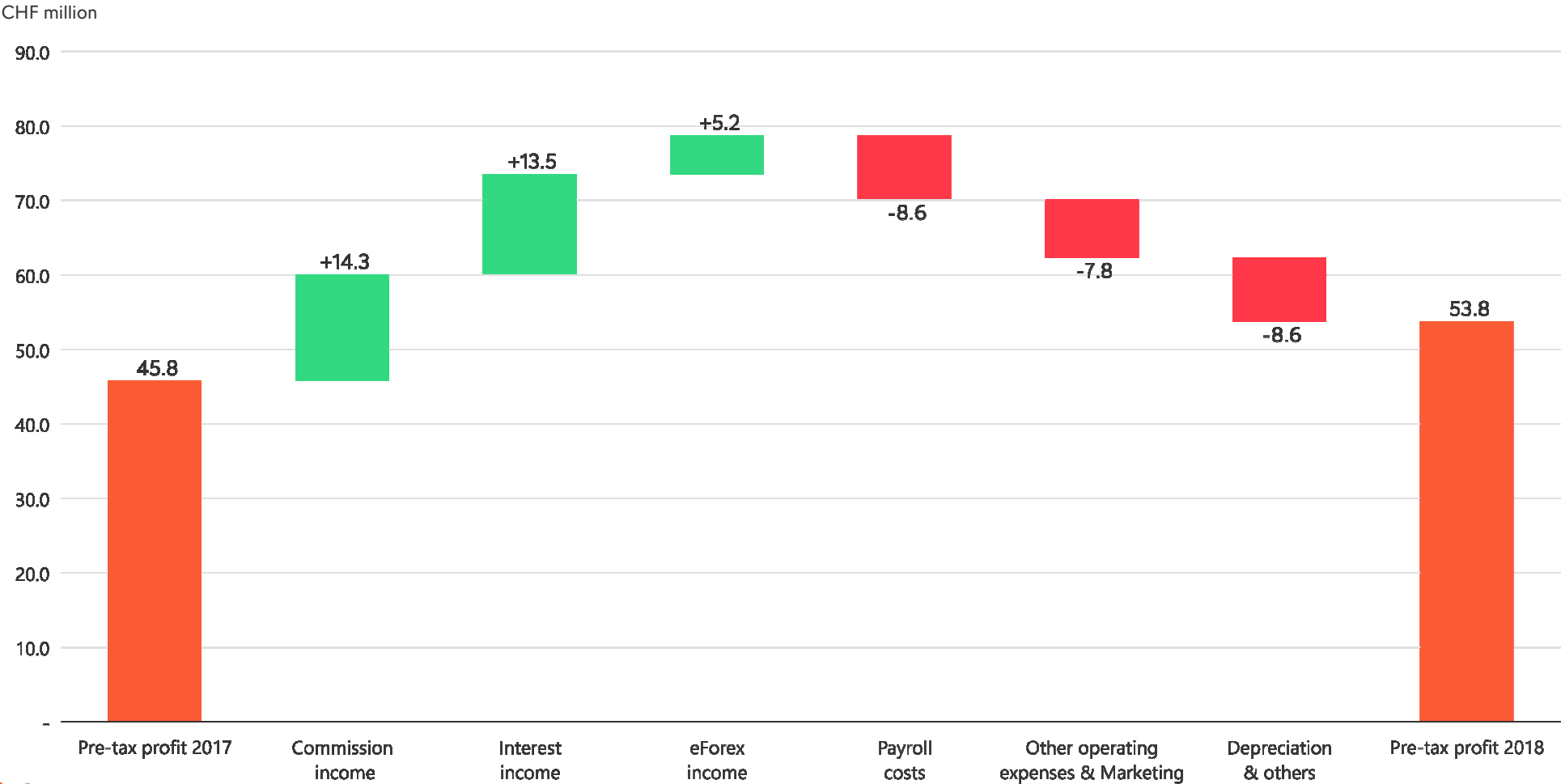
Net new money in CHF

+3.1 billion

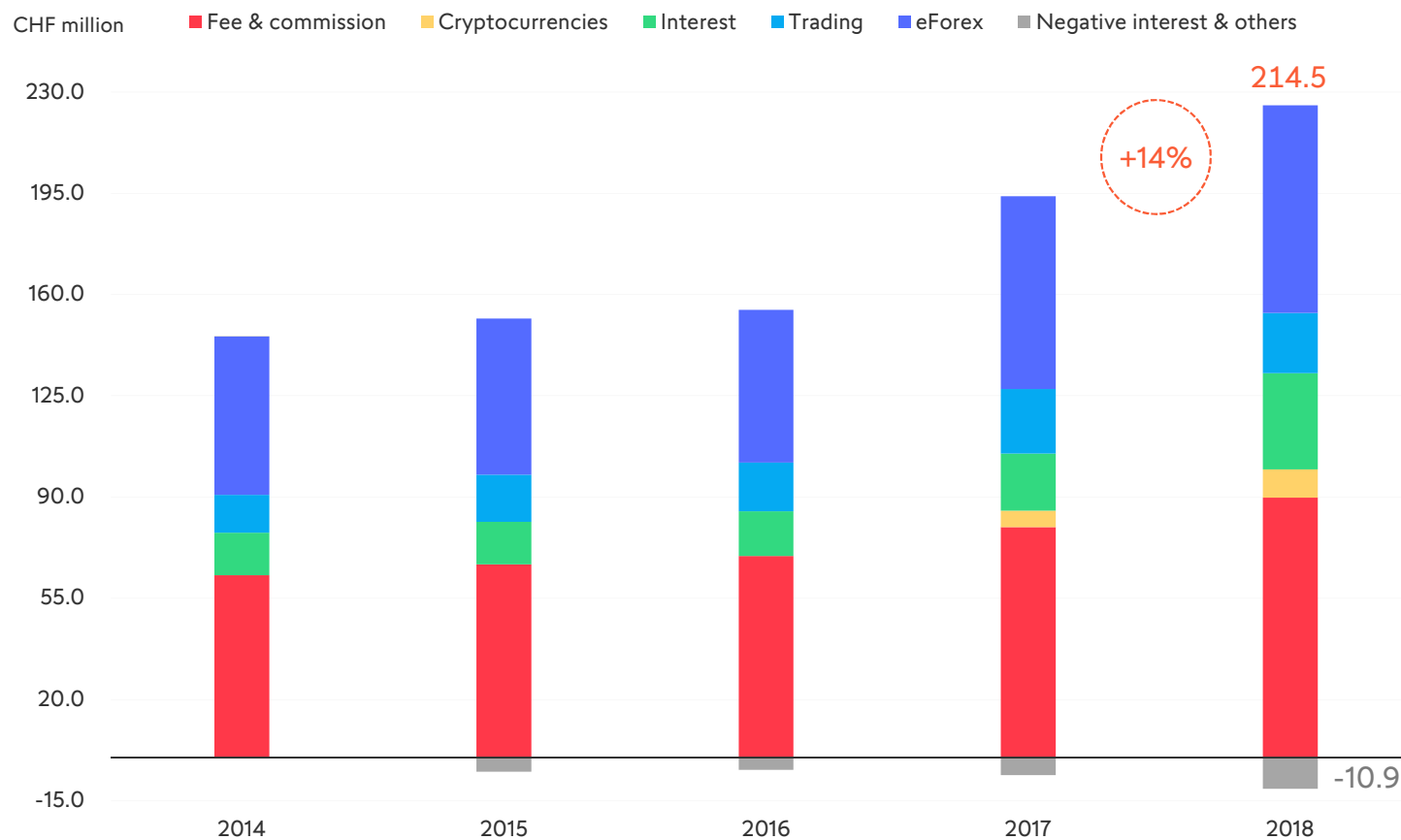
Dividend at

CHF 1.00

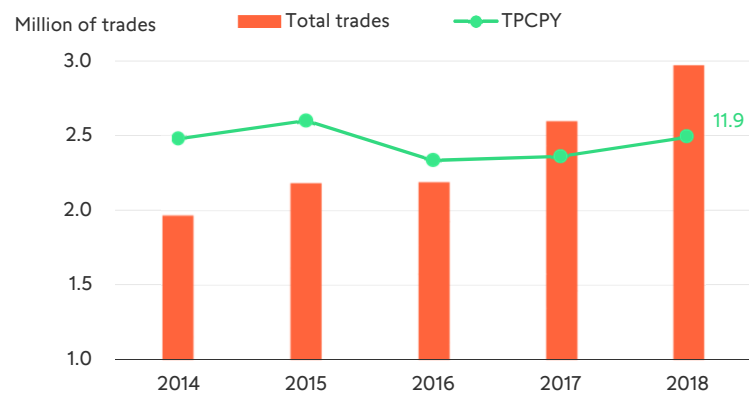
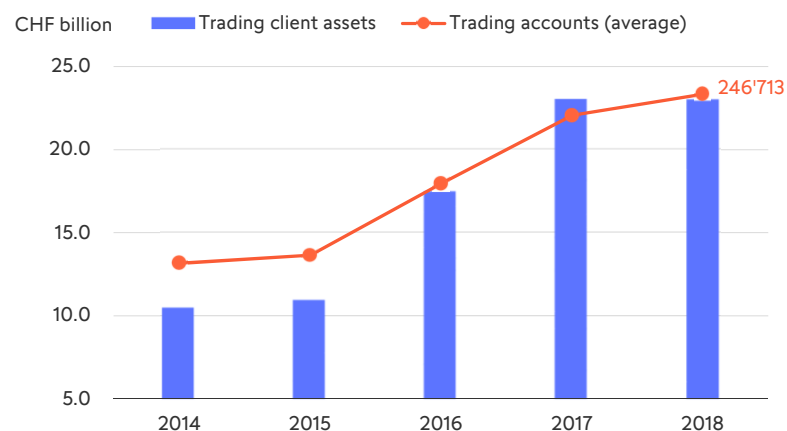
Pre-tax profit analysis



Net revenues of CHF 214.5 million

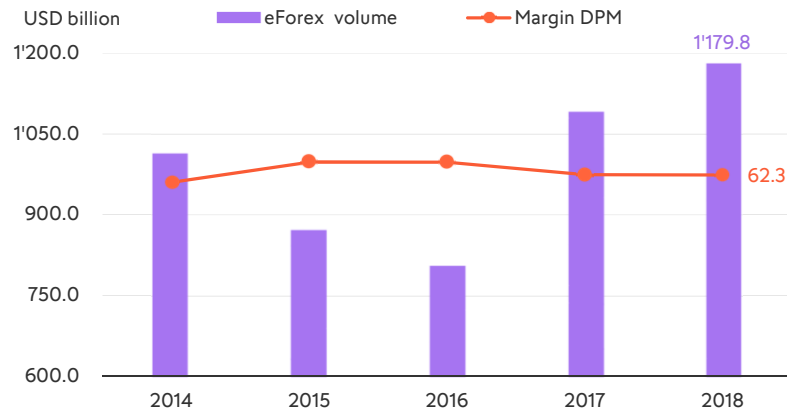
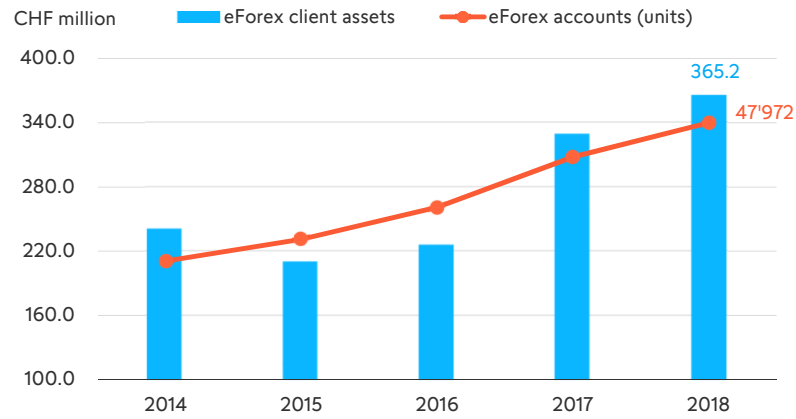


Trading accounts - assets and total trades



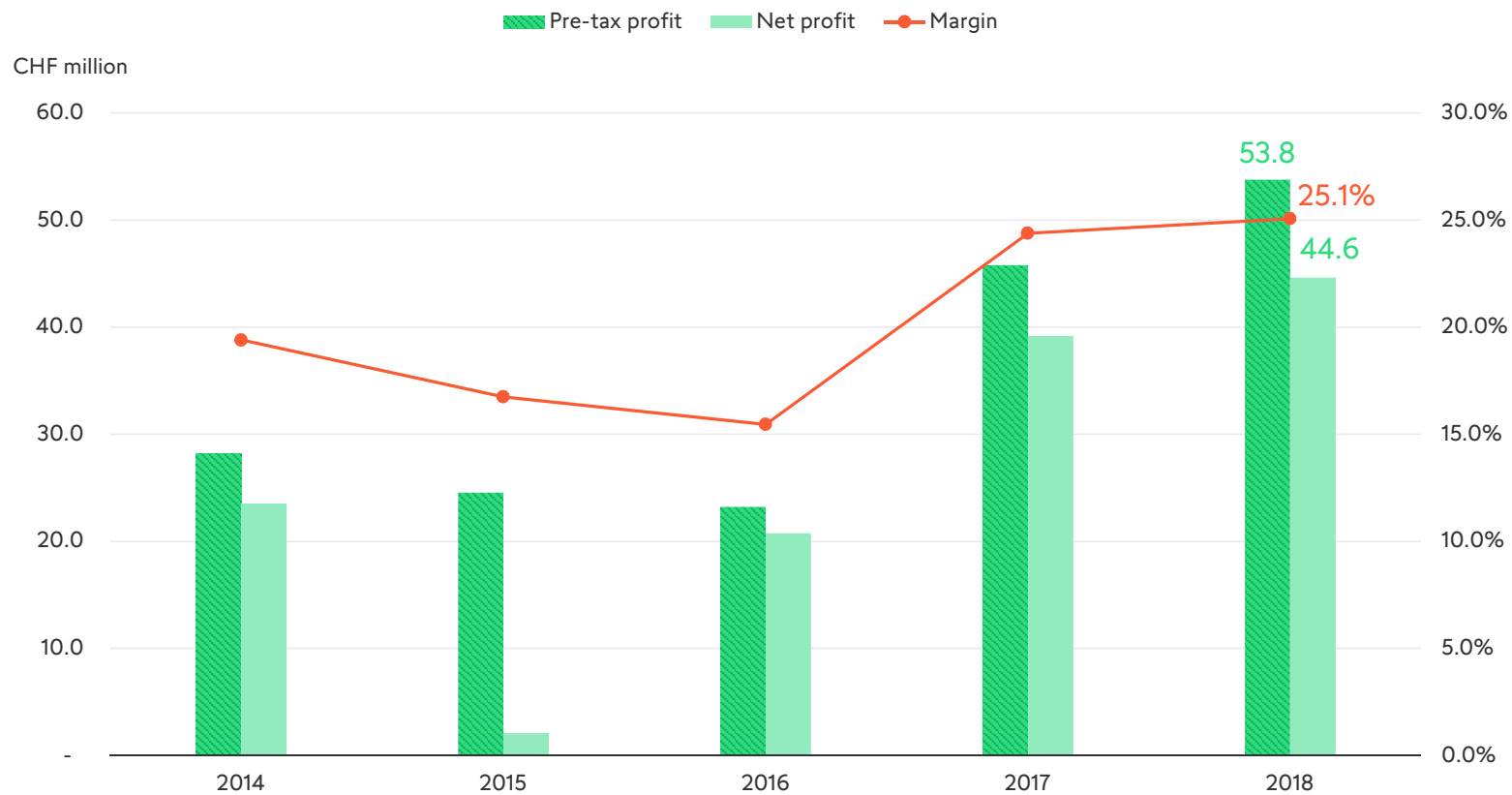
- 246'713 on average (+4.3% vs. 2017)
- Trading client assets at CHF **23.0 billion** (-0.1% vs. 2017)
- Average assets per account at ~ CHF 90'000
- Transactions per client per year increases up to 11.9
- 3 million transactions in 2018 (+14.4% vs. 2017)

eForex accounts - assets and volume

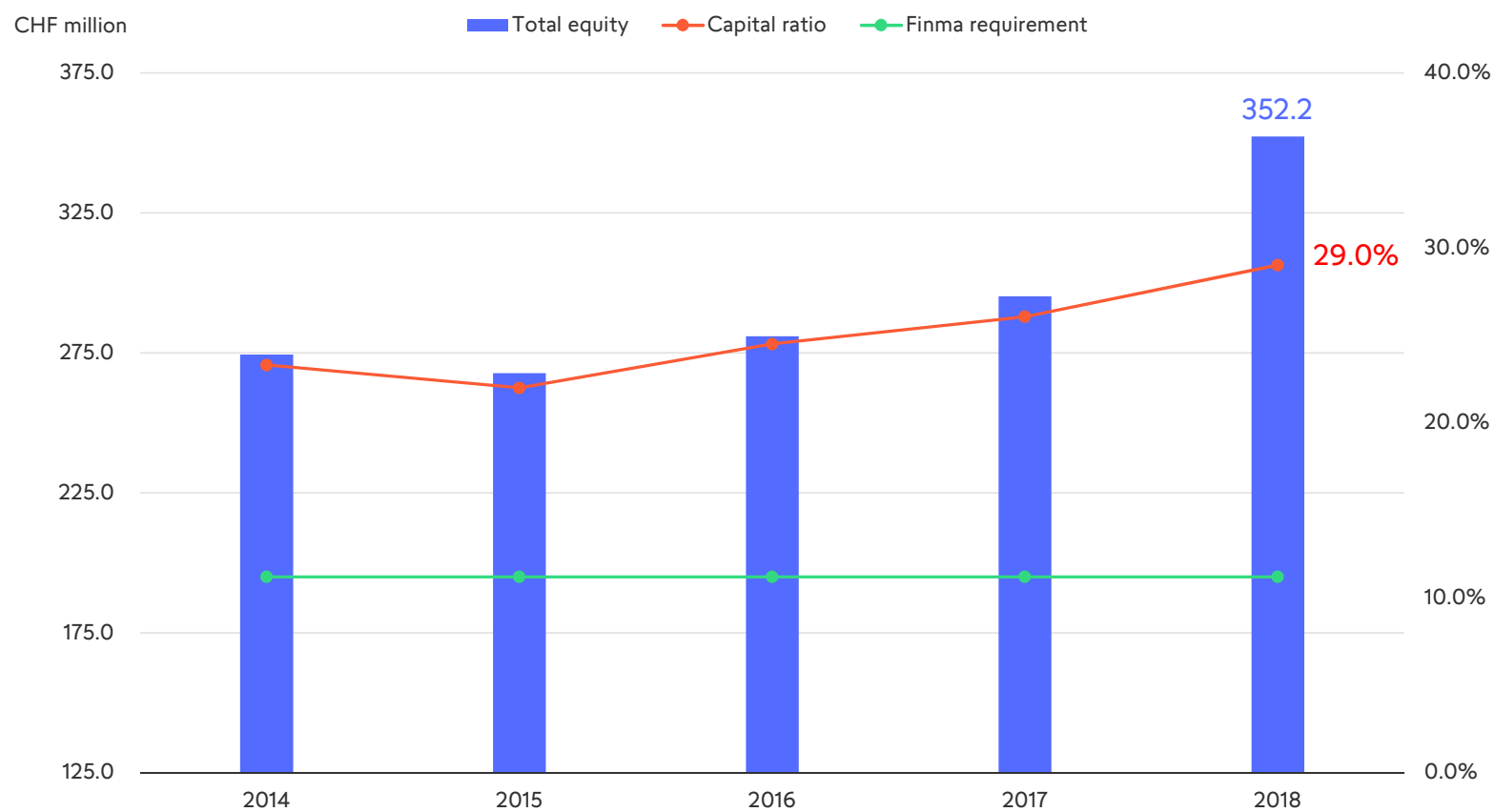


- 47'972 eForex accounts (+15.4% vs. 2017)
- eForex assets at CHF **365.2 million** (+11.1% vs. 2017)
- Total volume of USD **1'179.8 billion** in 2018 (+8.2% vs. 2017)
- eForex income at CHF **71.8 million** (+7.7% vs. 2017)
- DPM at 62.3

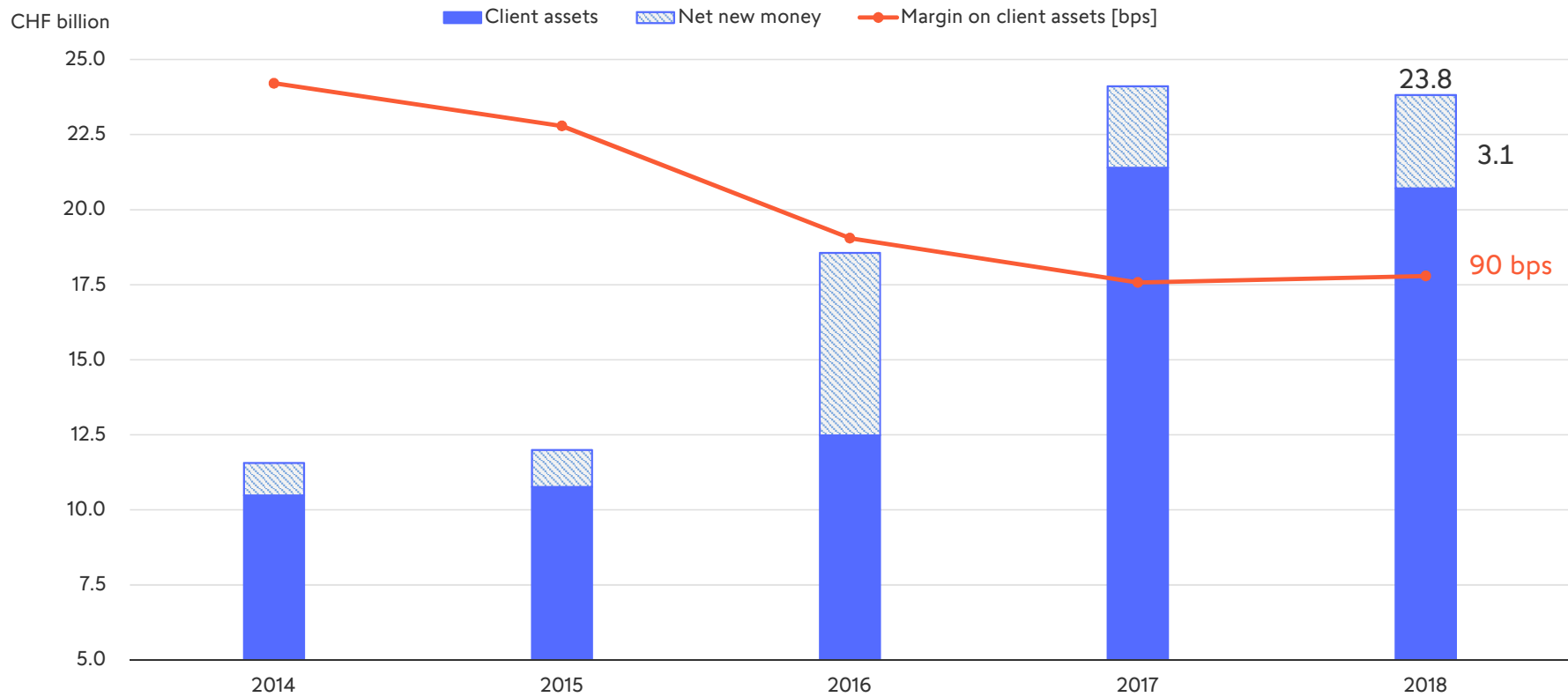
Pre-tax profit of CHF 53.8 million



Strong capital ratio

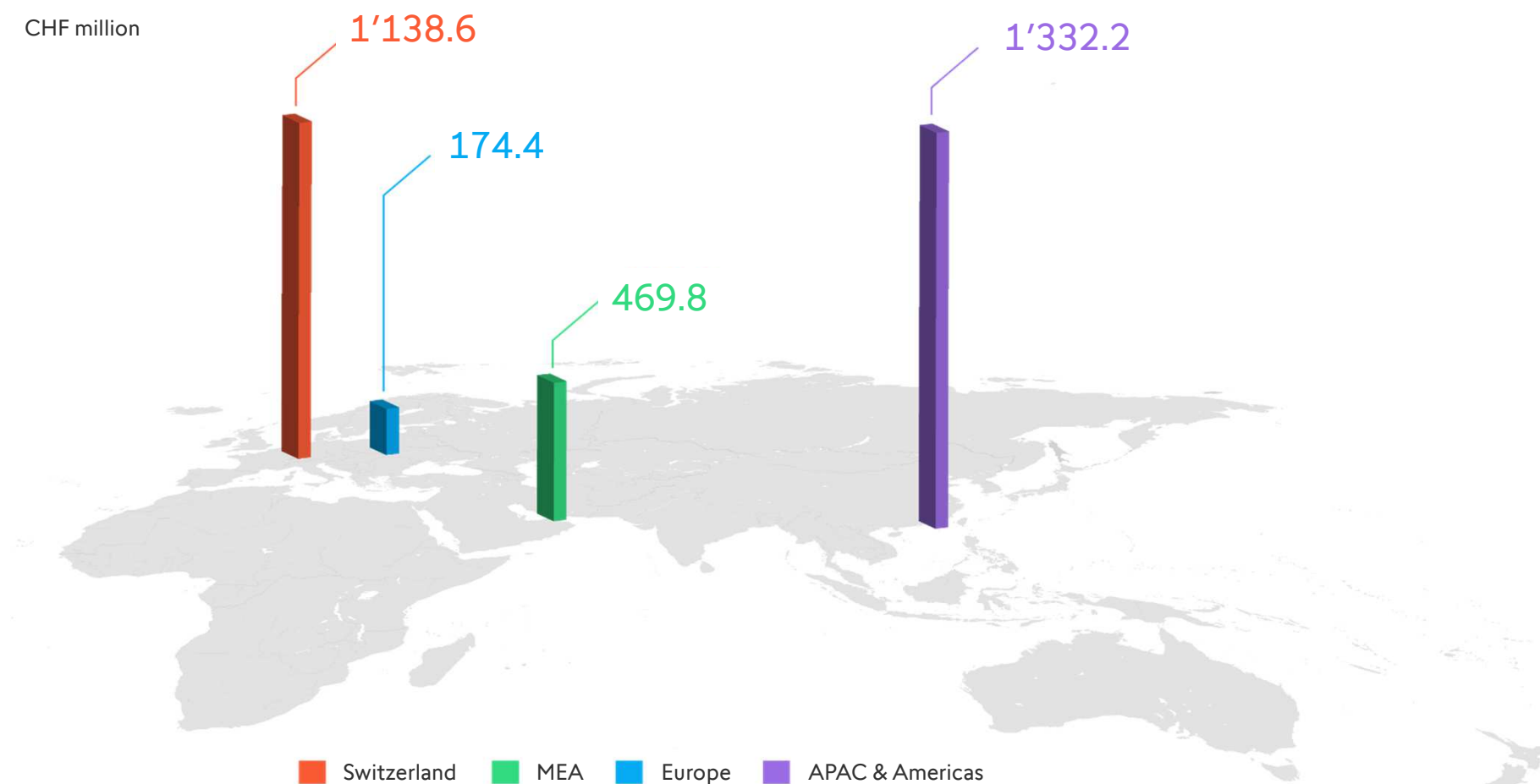


Client assets at CHF 23.8 billion

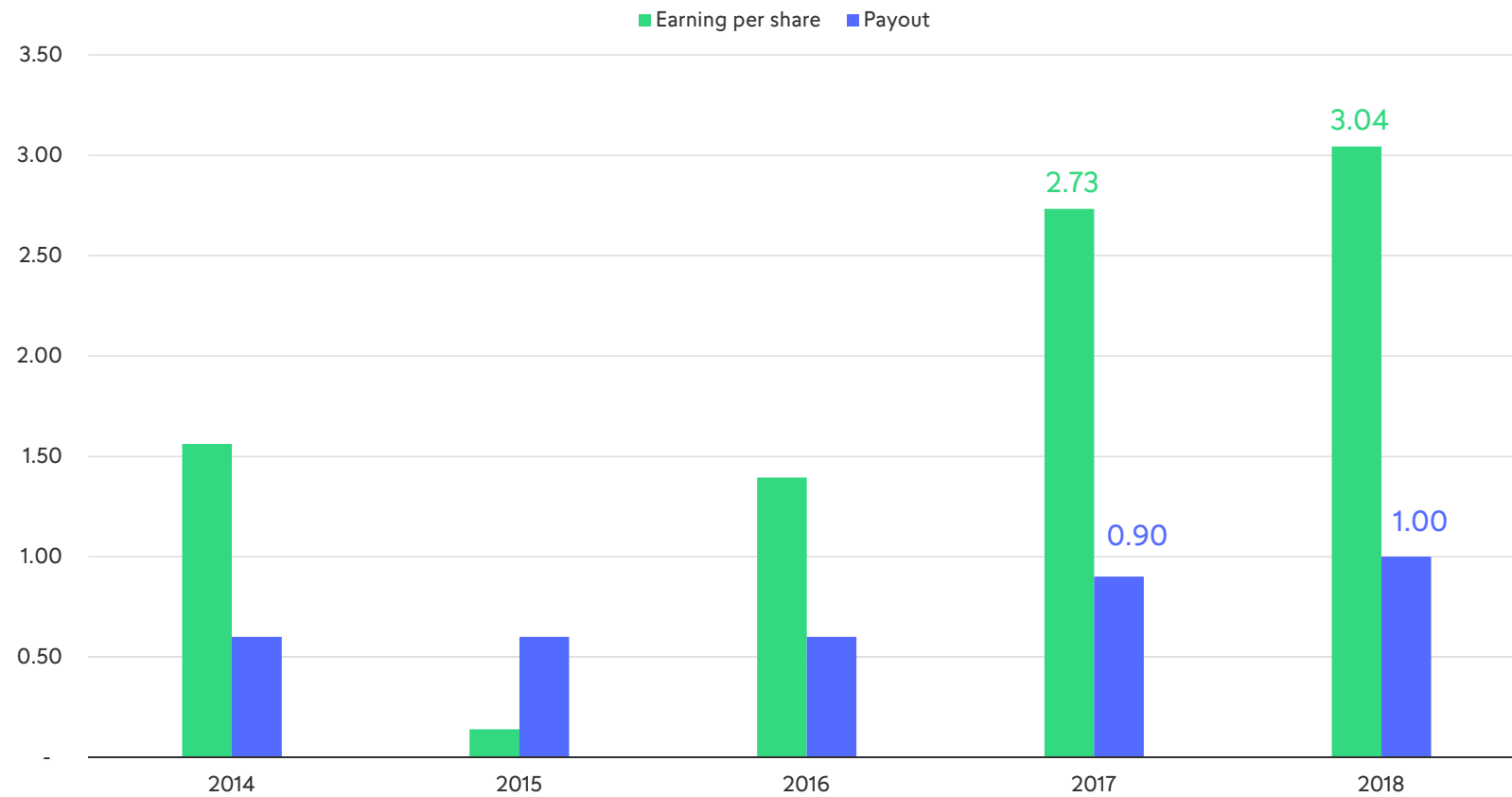


2018 net new money

CHF million



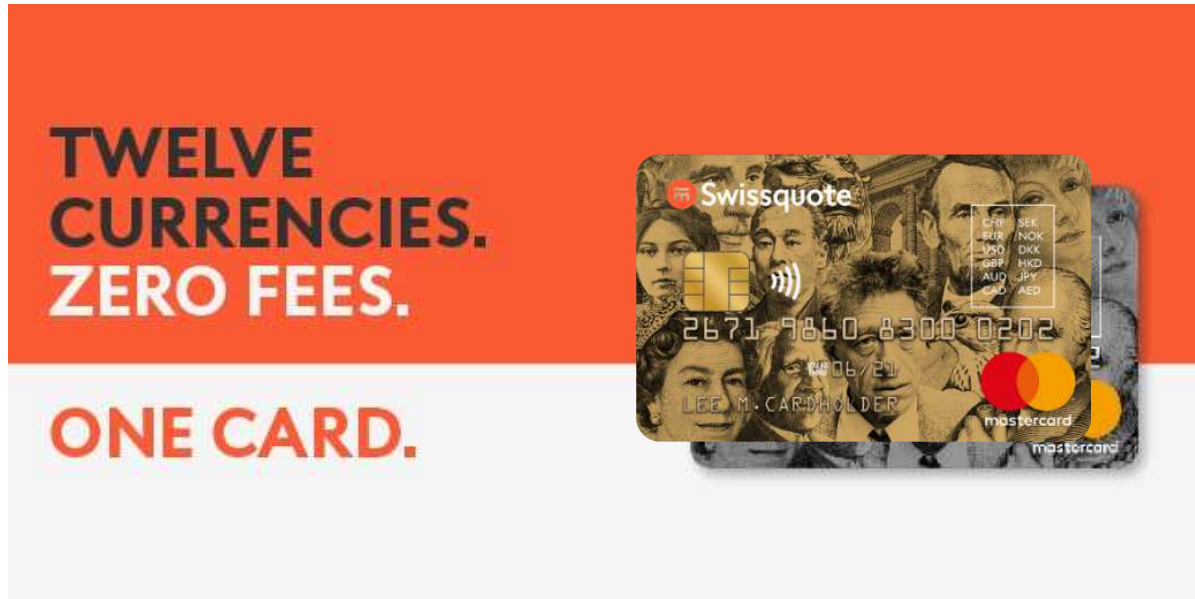
Increased payout to shareholders



Business development

Section II

Multi-currency credit card



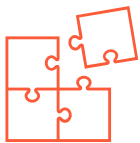
One card.
One trading account.
Full flexibility.



CHF – USD – EUR – JPY – GBP
AUD – CAD – SEK – HKD –
NOK – DKK – AED



Up to 1% Trading Credit



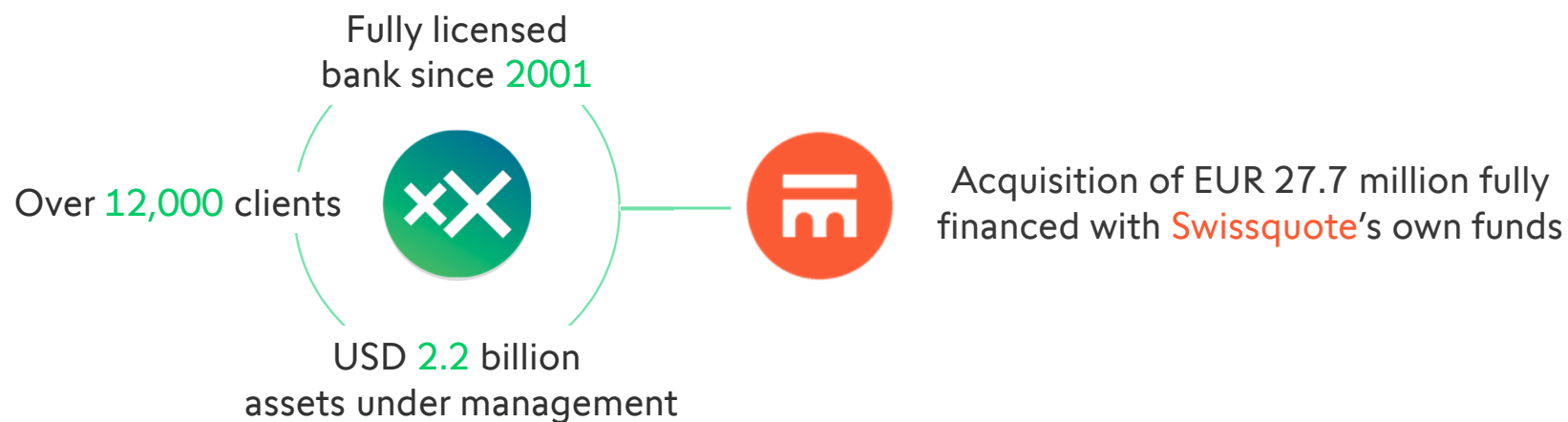
New features coming out every month

- ✓ Manage your card seamlessly online and through the mobile app
- ✓ Instantly lock and unlock your card
- ✓ Change your PIN code and monthly limit in one click
- ✓ Enable/Disable online payments and cash withdrawals

Internaxx joins the Swissquote family

internaxX

Swissquote gains
unrestricted access
to European markets



New subsidiary in Singapore



Swissquote Pte Ltd founded in Singapore

- ✓ Request for a Capital Market Services License (CMSL) with Monetary Authority of Singapore (MAS)
- ✓ Offer technologically advanced White Label solutions for brokerage and custody services
- ✓ Target external asset managers based in Asia
- ✓ 14 new Asian trading exchanges to be activated on the platform for real time trading

Cryptocurrency trading levels up

Secured and fully integrated
custodian and trading platform
for retails and institutionals



Crypto transfers
available on the platform
by 21st March 2019

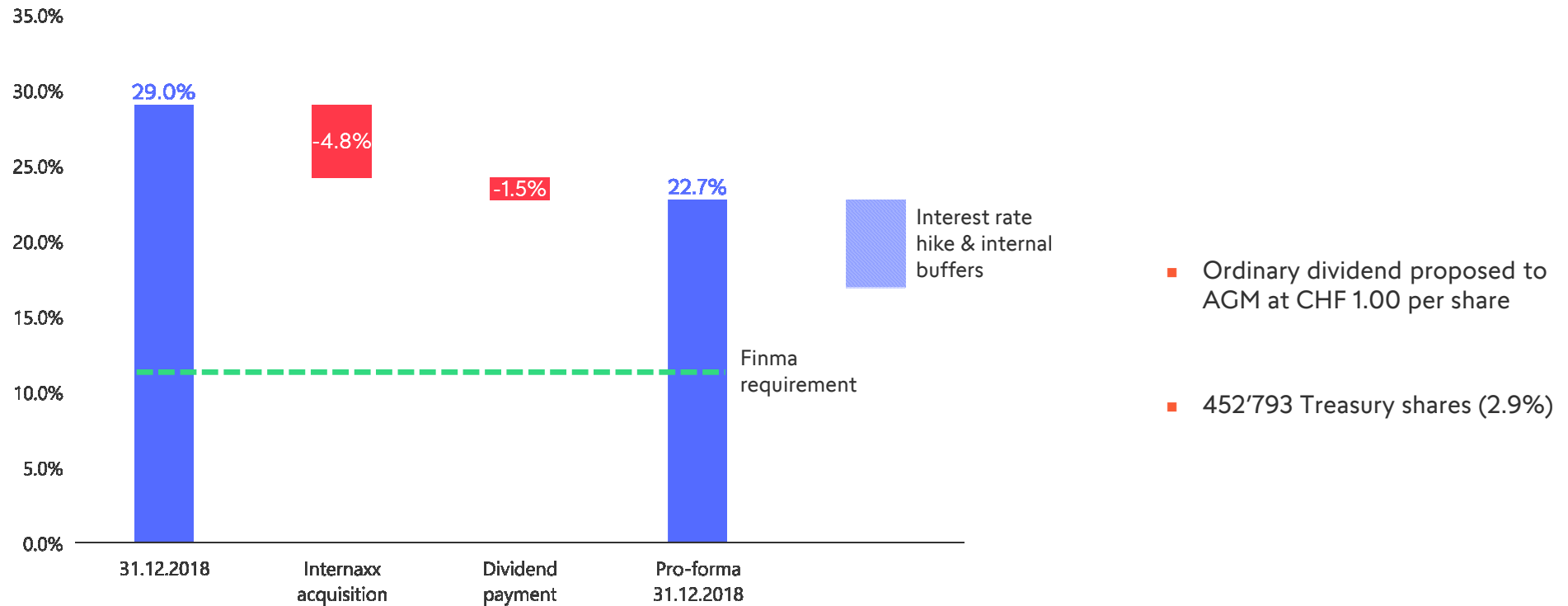
Balance sheet

Section III

Balance sheet as at December 31st, 2018



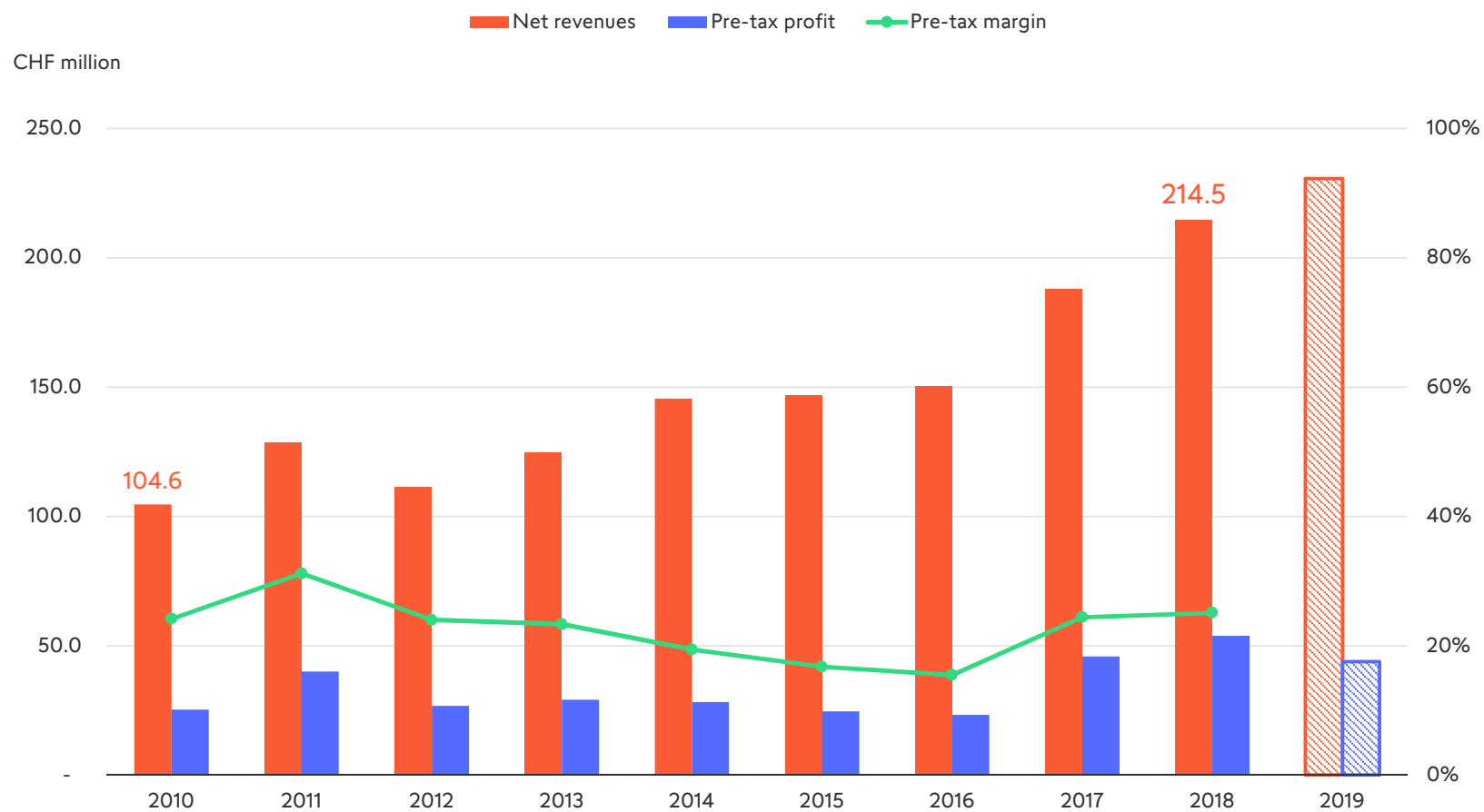
Capital ratio analysis



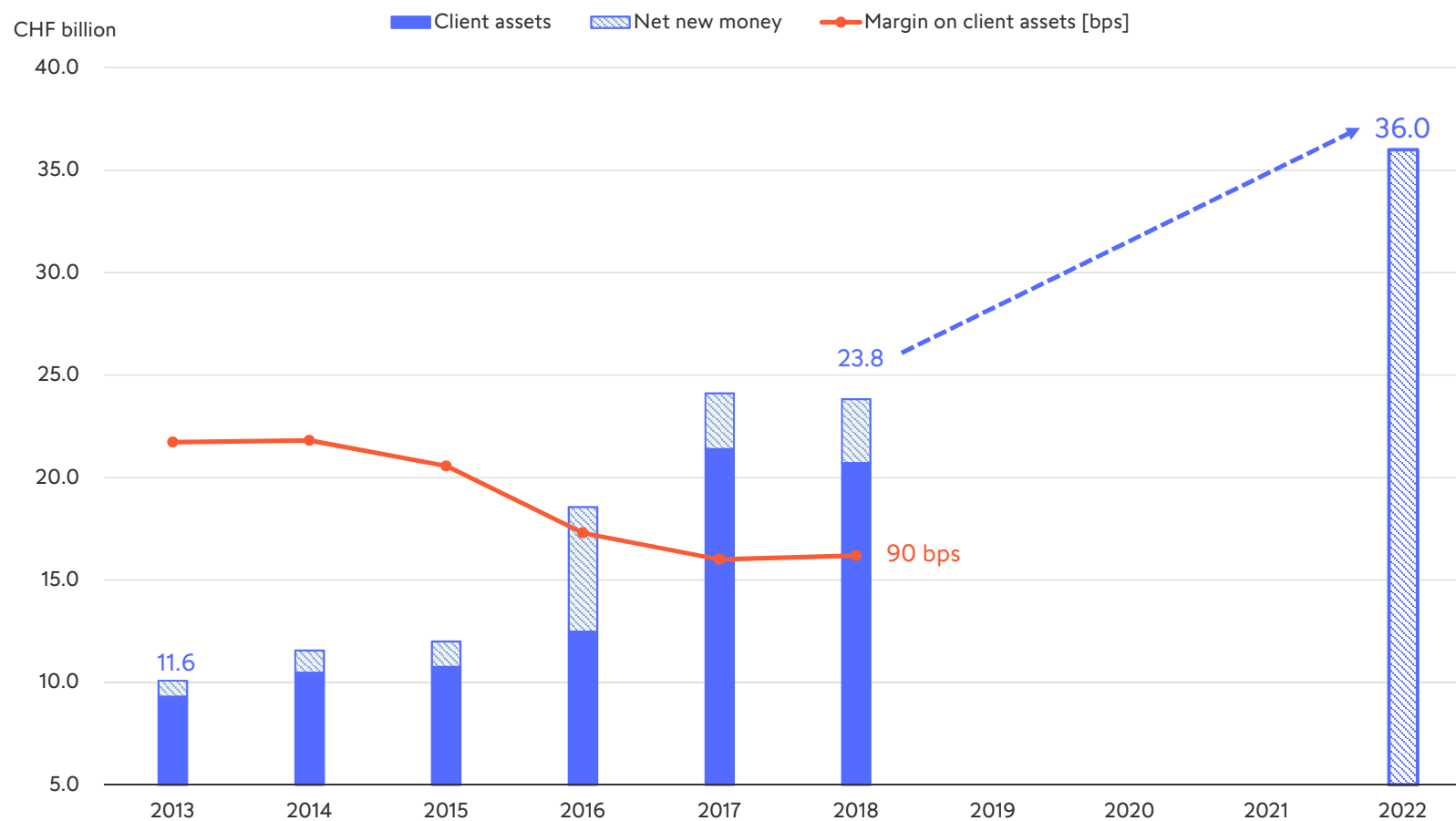
Outlook

Section IV

Outlook



Outlook (cont.)



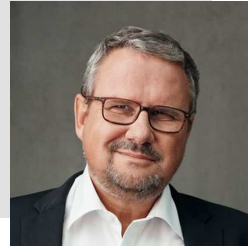
New organisation – executive management



– **Marc Bürki**
CEO



– **Paolo Buzzi**
CTO



– **Michael Ploog**
CIO



– **Morgan Lavanchy**
CLO



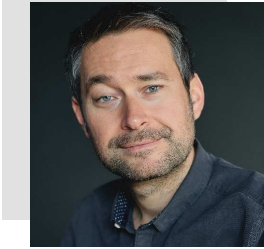
– **Gilles Chantrier**
CRO



– **Yvan Cardenas**
CFO



– **Lino Finini**
COO



– **Jan de Schepper**
CSO

Key figures and others

Section V

Key Figures for the business year 2018

| In CHF thousand, except where indicated | 12 months ended 31 December | | | | Comparison with previous half year | | | |
|------------------------------------------------------|-----------------------------|--------------------|-----------------|--------------|------------------------------------|-------------------|-------------------|---------------|
| | 2018 | 2017 | Change | Change in % | H2-2018 | H1-2018 | Change | Change in % |
| Net fee & commission income | 99'513.7 | 85'204.1 | 14'309.6 | 16.8% | 43'948.4 | 55'565.3 | (11'616.9) | -20.9% |
| Interest income, net | 33'204.5 | 19'748.5 | 13'456.0 | 68.1% | 17'631.4 | 15'573.1 | 2'058.3 | 13.2% |
| eForex income, net | 71'831.9 | 66'675.7 | 5'156.2 | 7.7% | 36'749.2 | 35'082.7 | 1'666.5 | 4.8% |
| Trading income, net* | 20'871.3 | 22'320.6 | (1'449.3) | -6.5% | 9'123.2 | 11'748.1 | (2'624.9) | -22.3% |
| Operating revenues | 225'421.4 | 193'948.9 | 31'472.5 | 16.2% | 107'452.2 | 117'969.2 | (10'517.0) | -8.9% |
| Unrealised fair value | (1'864.4) | 1'320.7 | (3'185.1) | -241.2% | (821.0) | (1043.4) | 222.4 | 21.3% |
| Cost of negative interest rates (excluding FX swaps) | (9'033.1) | (7'513.9) | 1'519.2 | 20.2% | (4'863.1) | (4'170.0) | 693.1 | 16.6% |
| Net revenues | 214'523.9 | 187'755.7 | 26'768.2 | 14.3% | 101'768.1 | 112'755.8 | (10'987.7) | -9.7% |
| Payroll & related expenses | (73'227.1) | (64'645.2) | 8'581.9 | 13.3% | (35'870.2) | (37'356.9) | (1'486.7) | -4.0% |
| Other operating expenses | (43'840.3) | (38'358.9) | 5'481.4 | 14.3% | (21'213.0) | (22'627.3) | (1'414.3) | -6.3% |
| Depreciation | (21'008.7) | (18'544.0) | 2'464.7 | 13.3% | (10'864.0) | (10'144.7) | 719.3 | 7.1% |
| Marketing expenses | (22'686.8) | (20'425.6) | 2'261.2 | 11.1% | (10'809.9) | (11'876.9) | (1'067.0) | -9.0% |
| Expenses | (160'762.9) | (141'973.7) | 18'789.2 | 13.2% | (78'757.1) | (82'005.8) | (3'248.7) | -4.0% |
| Pre-tax profit | 53'761.0 | 45'782.0 | 7'979.0 | 17.4% | 23'011.0 | 30'750.0 | (7'739.0) | -25.2% |
| Income taxes | (9'157.8) | (6'597.1) | 2'560.7 | 38.8% | (4'147.4) | (5'010.4) | (863.0) | -17.2% |
| Net profit | 44'603.2 | 39'184.9 | 5'418.3 | 13.8% | 18'863.6 | 25'739.6 | (6'876.0) | -26.7% |
| Pre-tax profit margin | 25.1% | 24.4% | | | 22.6% | 27.3% | | |
| Net profit margin | 20.8% | 20.9% | | | 18.5% | 22.8% | | |

* Further to the introduction of IFRS 9 on 1 January 2018, it includes credit loss expense of 8.5 million.

Key Figures for the business year 2018 (cont.)

In CHF thousand, except where indicated

| | 31.12.2018 | 31.12.2017 | Change | Change in % | 31.12.2018 | 30.06.2018 | Change | Change in % |
|---------------------------------------------|-----------------|-----------------|----------------|--------------|-----------------|-----------------|------------------|--------------|
| Trading Accounts | 256'565 | 236'861 | 19'704 | 8.3% | 256'565 | 249'699 | 6'866 | 2.7% |
| Saving Accounts | 21'831 | 28'955 | (7'124) | -24.6% | 21'831 | 26'968 | (5'137) | -19.0% |
| eForex Accounts | 47'972 | 41'572 | 6'400 | 15.4% | 47'972 | 42'986 | 4'986 | 11.6% |
| Robo-Advisory (ePB) Accounts | 2'732 | 1'898 | 834 | 43.9% | 2'732 | 2'379 | 353 | 14.8% |
| Total Number of Accounts (units) | 329'100 | 309'286 | 19'814 | 6.4% | 329'100 | 322'032 | 7'068 | 2.2% |
| Trading client assets | 22'958.5 | 22'979.1 | (20.6) | -0.1% | 22'958.5 | 24'479.7 | (1'521.2) | -6.2% |
| Saving client assets | 306.3 | 600.6 | (294.3) | -49.0% | 306.3 | 496.5 | (190.2) | -38.3% |
| eForex client assets | 365.2 | 328.9 | 36.3 | 11.0% | 365.2 | 328.6 | 36.6 | 11.1% |
| Robo-Advisory (ePB) assets | 191.7 | 203.1 | (11.4) | -5.6% | 191.7 | 228.3 | (36.6) | -16.0% |
| Total client assets (CHF m) | 23'821.7 | 24'111.7 | (290.0) | -1.2% | 23'821.7 | 25'533.1 | (1'711.4) | -6.7% |
| Total assets under custody (CHF m) | 22'983.1 | 23'240.0 | (256.9) | -1.1% | 22'983.1 | 24'657.5 | (1'674.4) | -6.8% |
| Total Net New Monies (CHF m) | 3'115.0 | 2'714.0 | 401.0 | 14.8% | 694.2 | 2'420.8 | (1'726.6) | -71.3% |
| eForex Volume (USD bn) | 1'179.8 | 1'090.6 | 89.2 | 8.2% | 585.4 | 594.4 | (9.0) | -1.5% |
| Total Equity (CHF m) | 352.2 | 295.1 | 57.1 | 19.3% | 352.2 | 325.7 | 26.5 | 8.1% |
| Capital ratio (%) | 29.0% | 26.1% | 2.9% | 11.1% | 29.0% | 27.5% | 1.5% | 5.5% |
| Total Headcounts / Average Headcounts (FTE) | 662 / 628 | 593 / 572 | 69 / 56 | 11.6% / 9.8% | 662 / 648 | 633 / 613 | 29 / 35 | 4.6% / 5.7% |

Next financial events 2019

May

10

Annual General Assembly

August

06

H1 2019 Results

THANK YOU

Geneva – Zurich – Bern – London – Dubai – Malta – Hong Kong – Luxembourg (soon)