

2021 PRESS CONFERENCE

Results for the first half
of 2021

August 6th, 2021

AGENDA

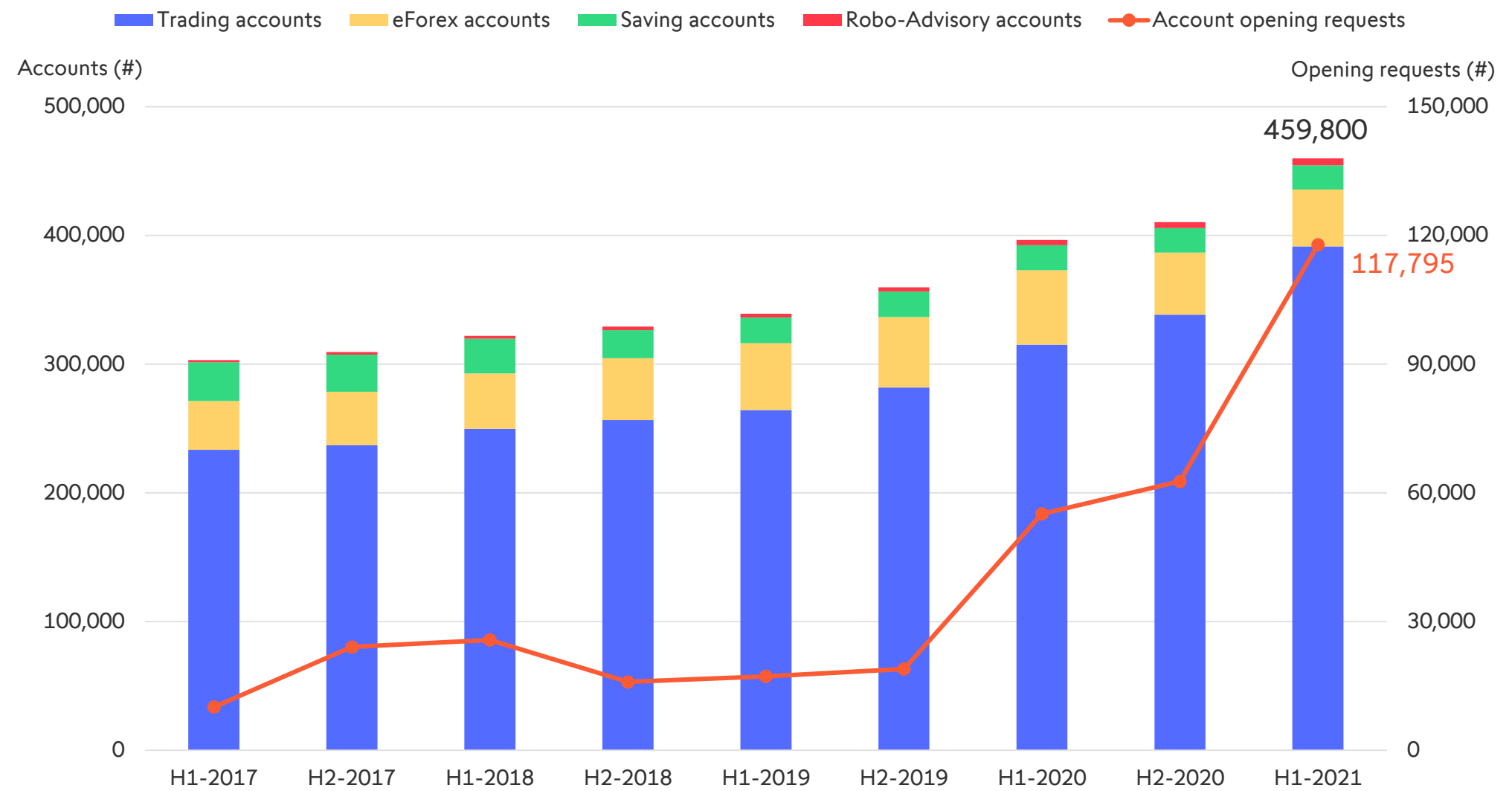
- First half 2021
- Business update
- New guidance 2021
- Balance sheet
- Yuh
- Appendix



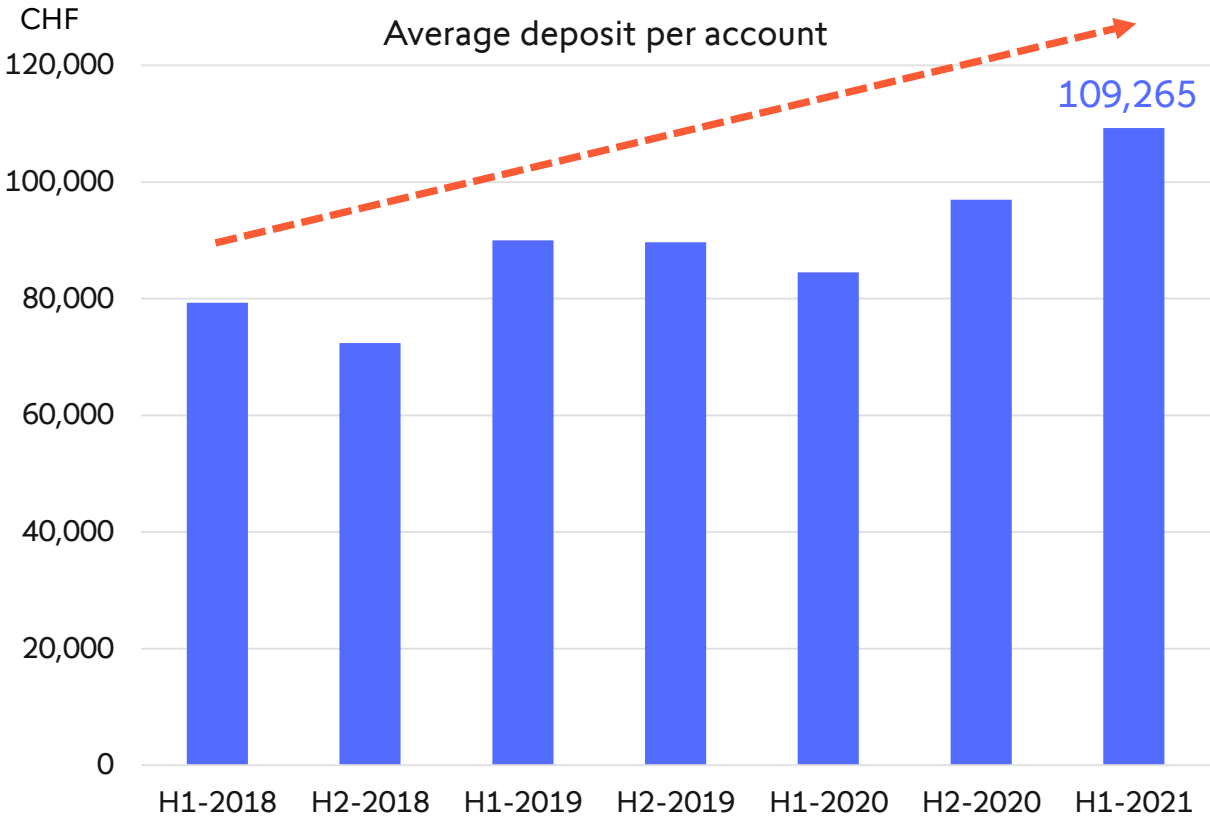
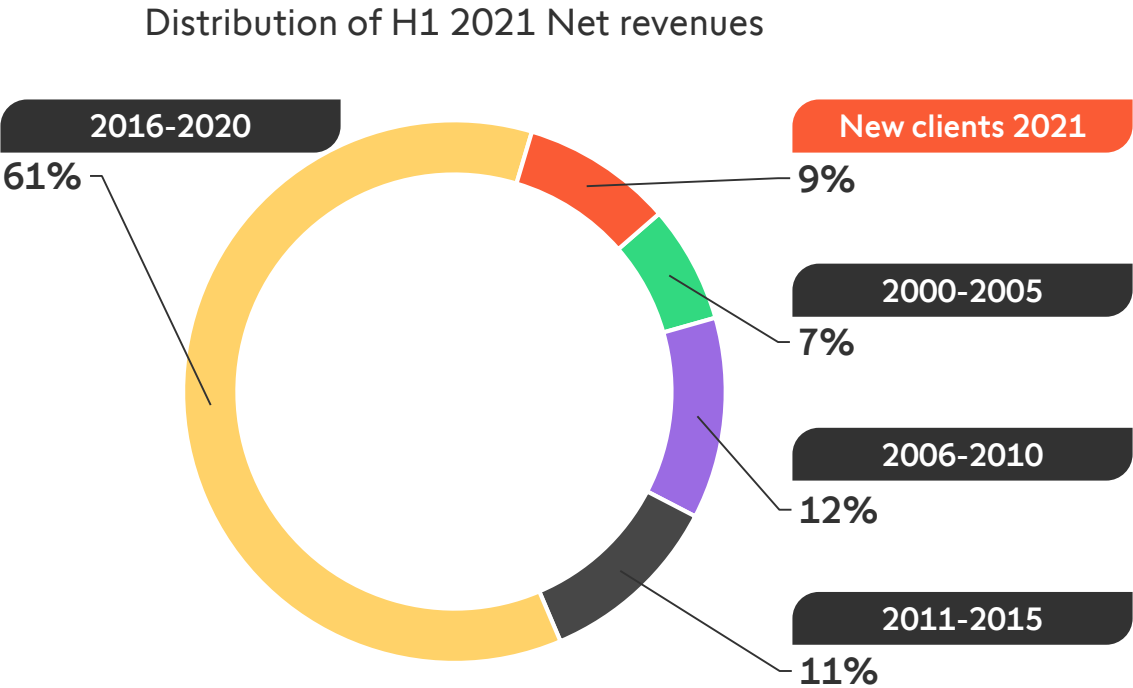
First half 2021

Section I

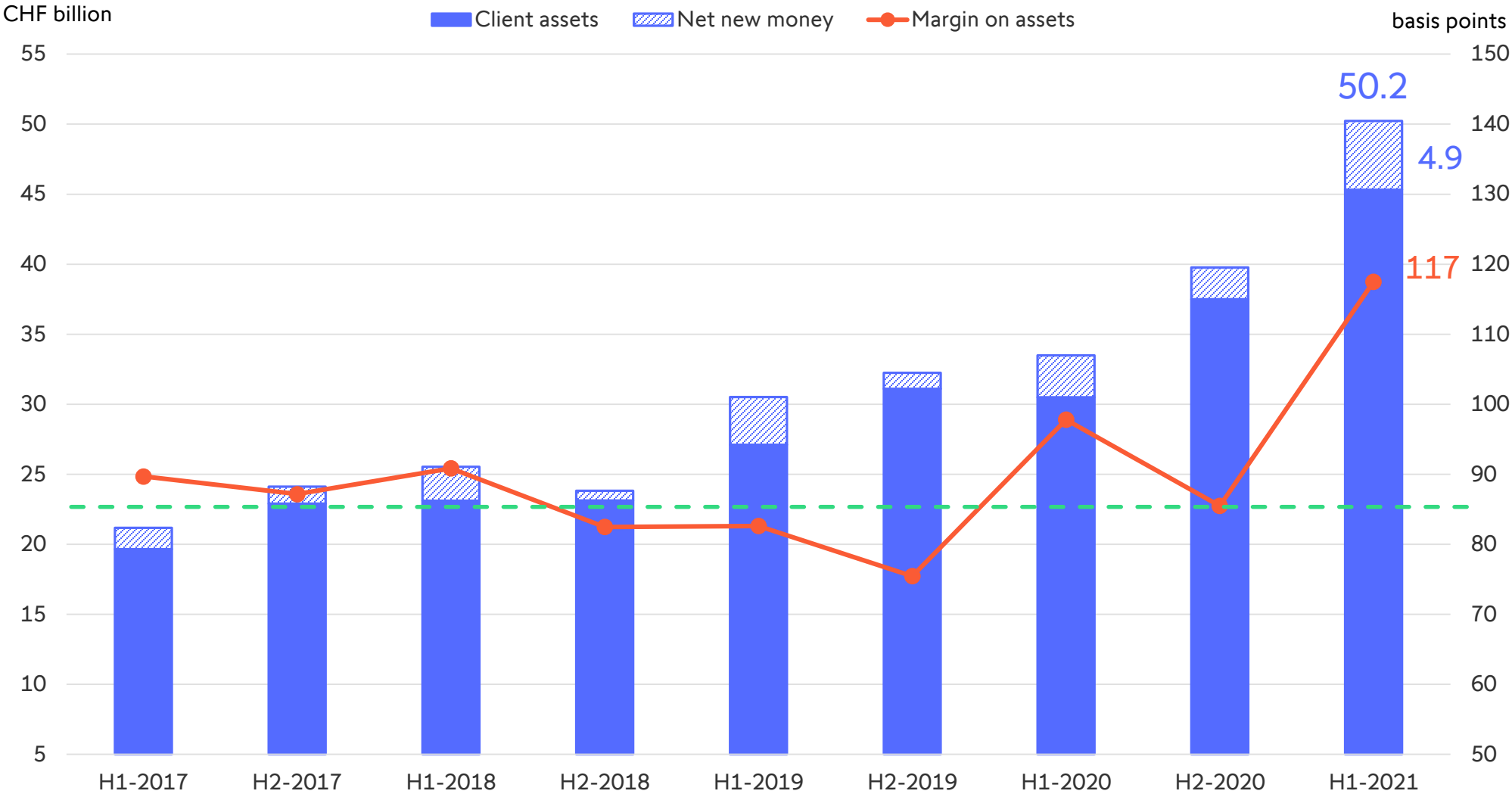
Strong account opening requests



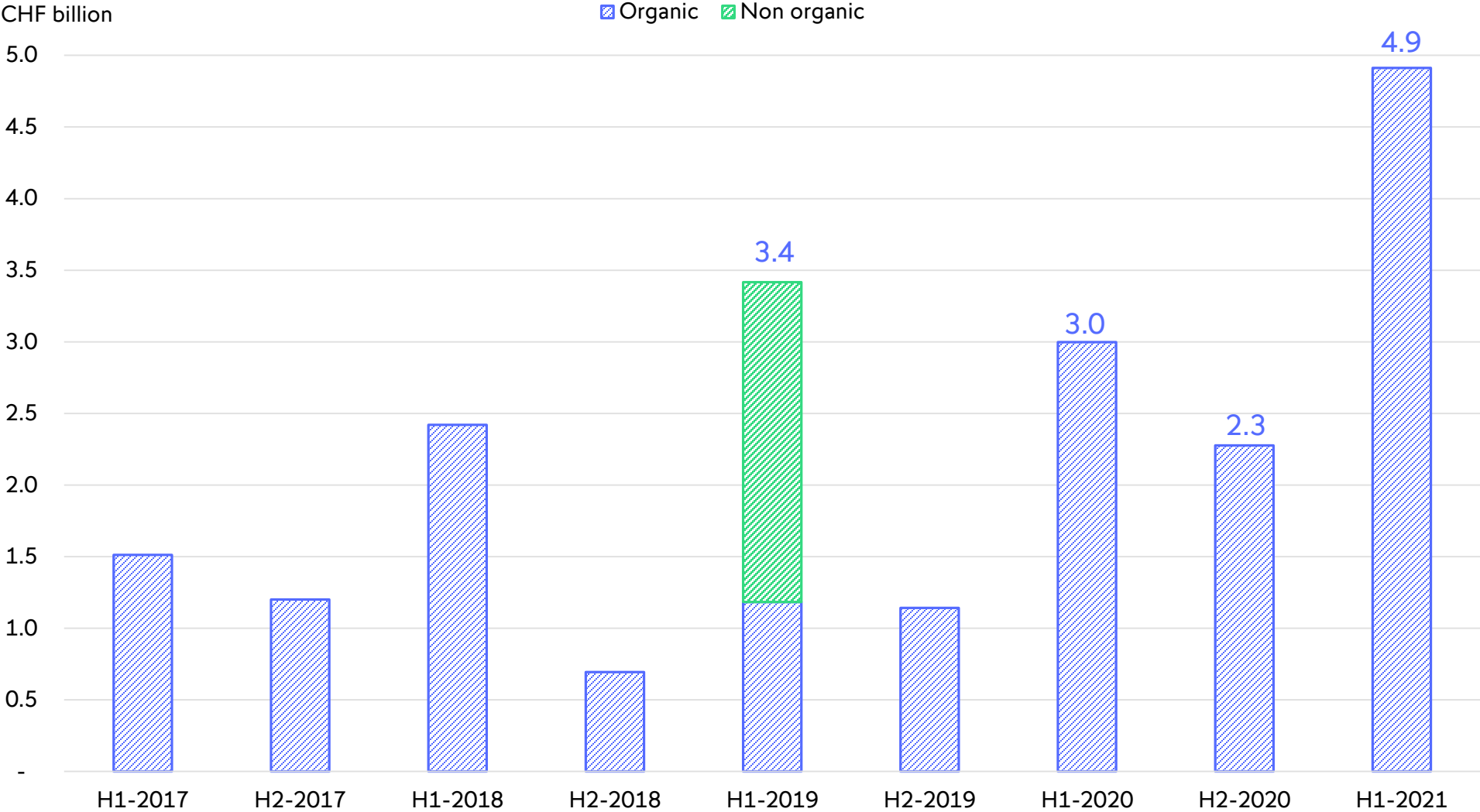
49,552 new accounts in H1-2021



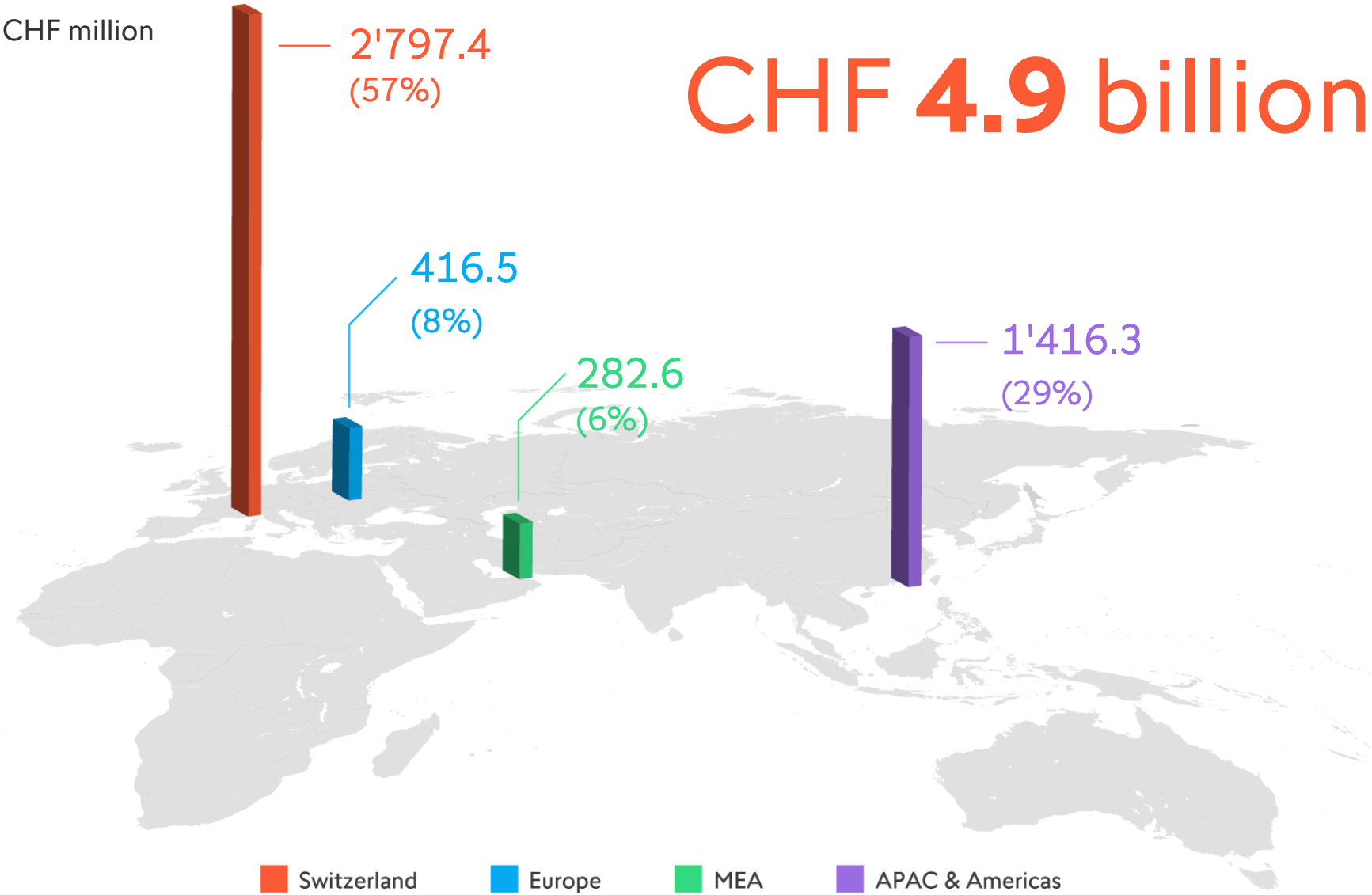
Client assets at CHF 50.2 billion



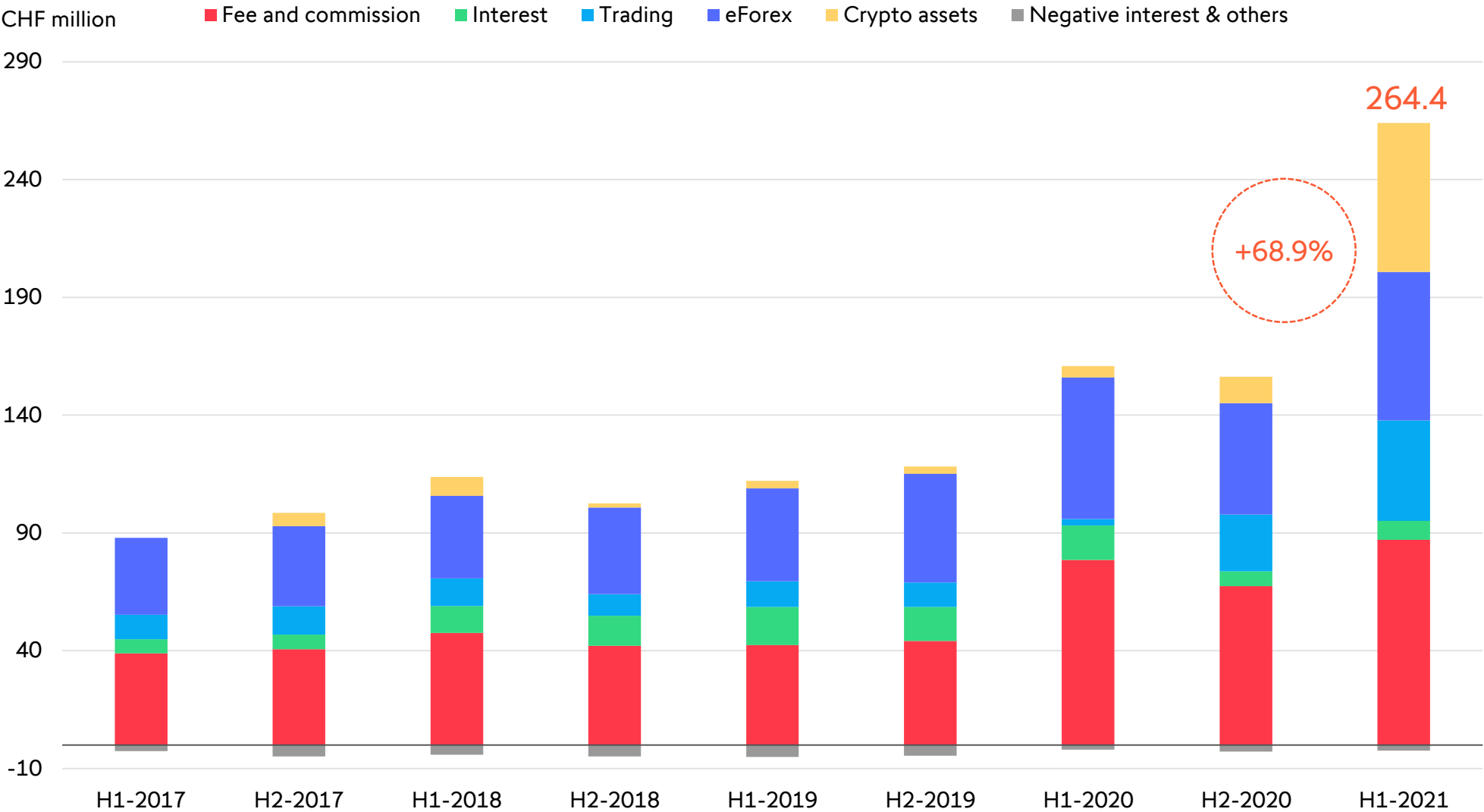
Record net new money



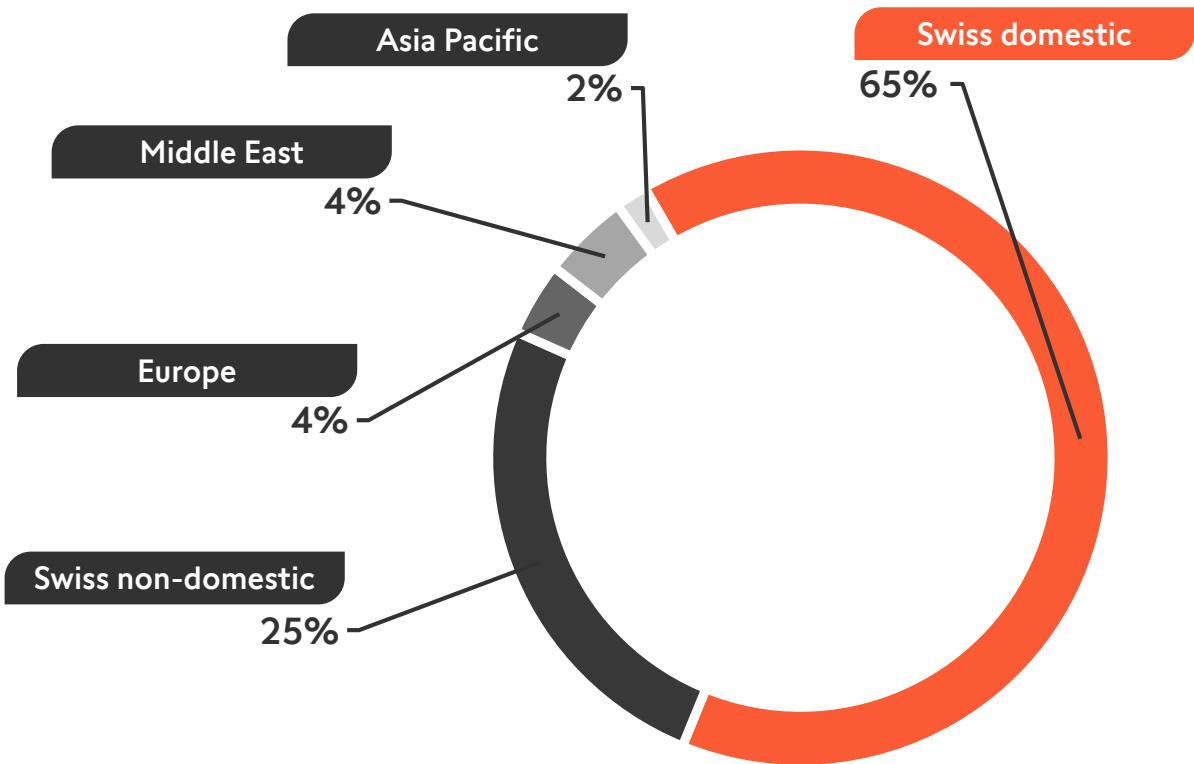
H1-2021 net new money



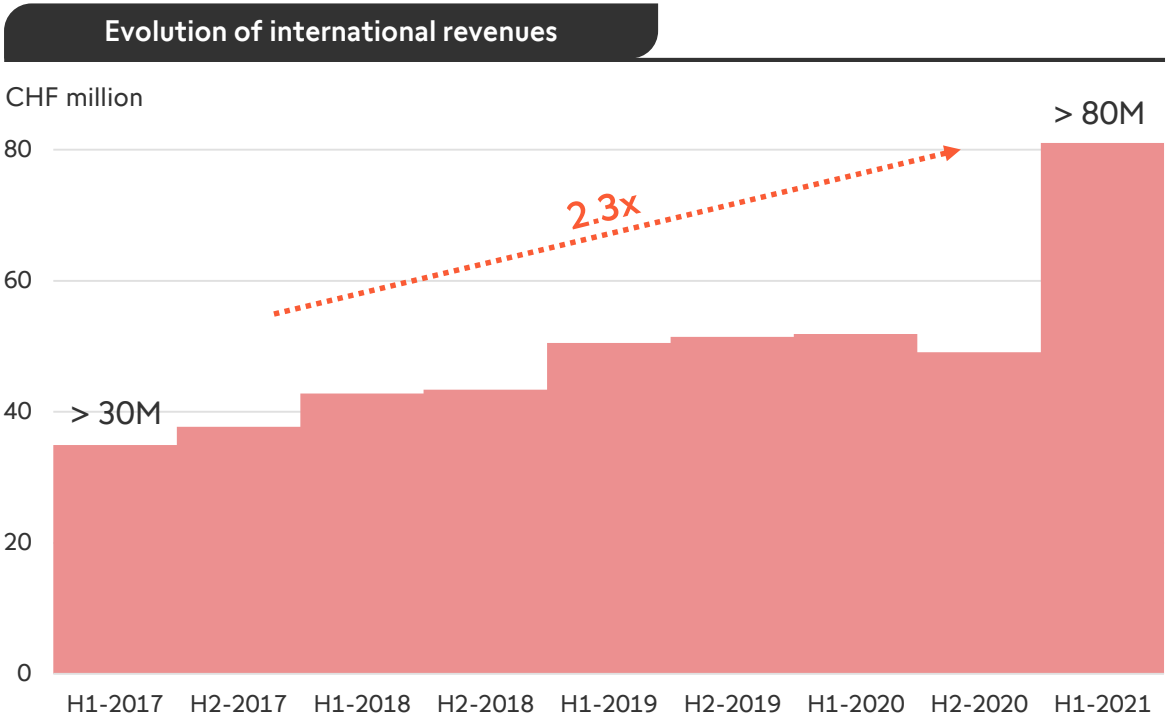
Net revenues of CHF 264.4 million



Net revenues by Swissquote location

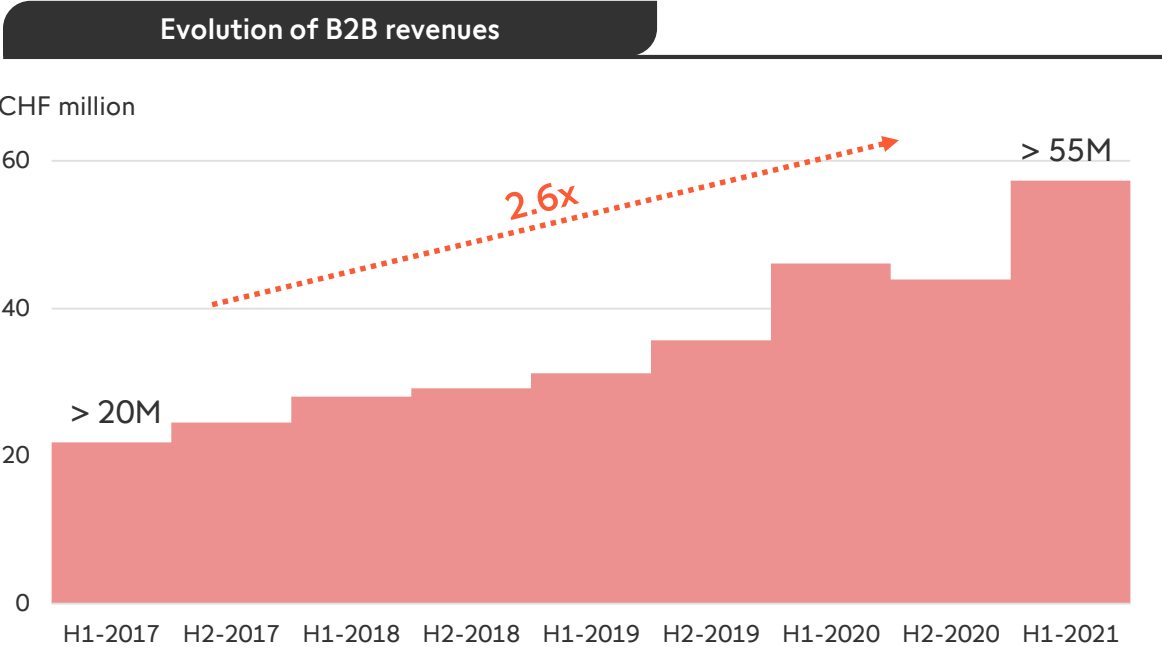
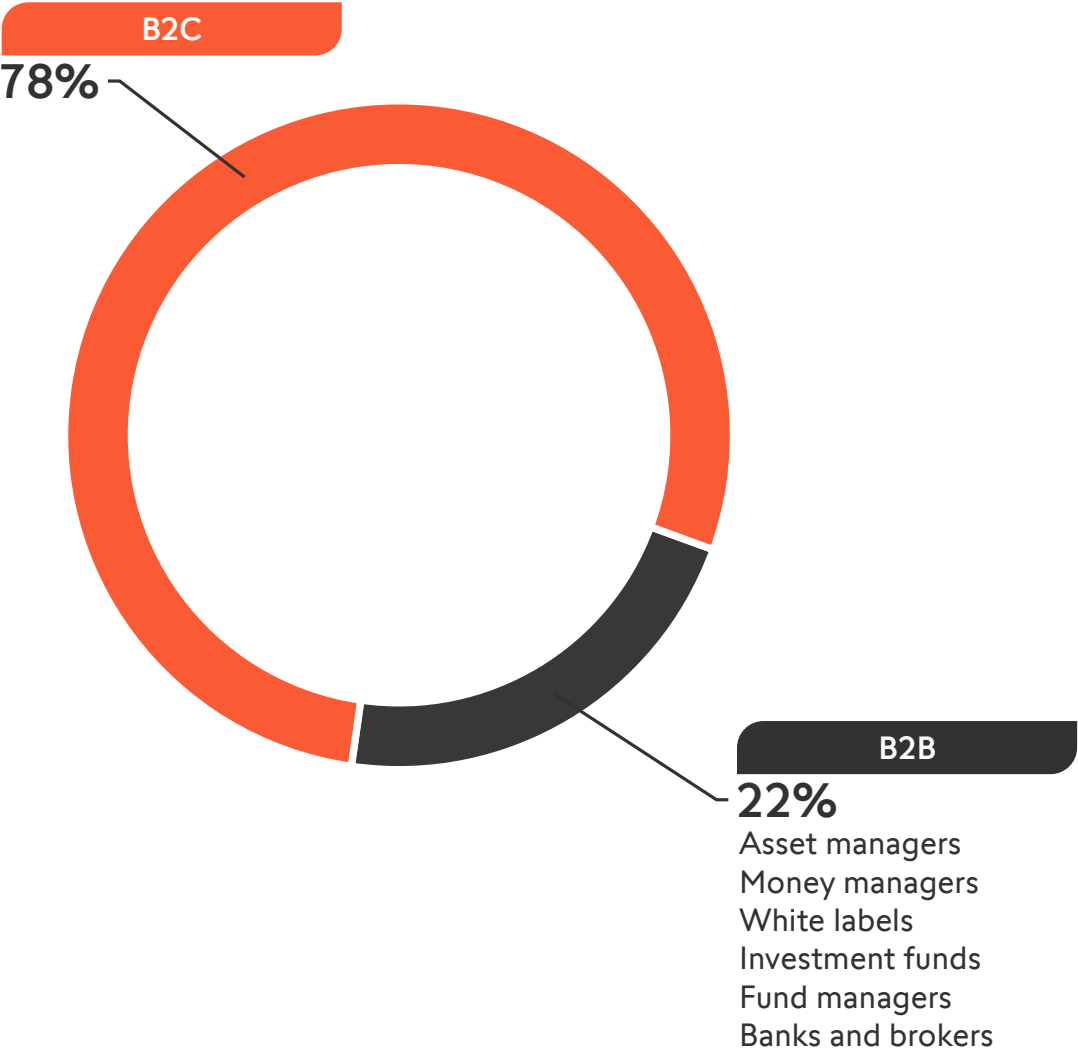


As of 30.06.2021 average deposit is **CHF 109,265**.
International deposits are on average higher than Swiss deposits.

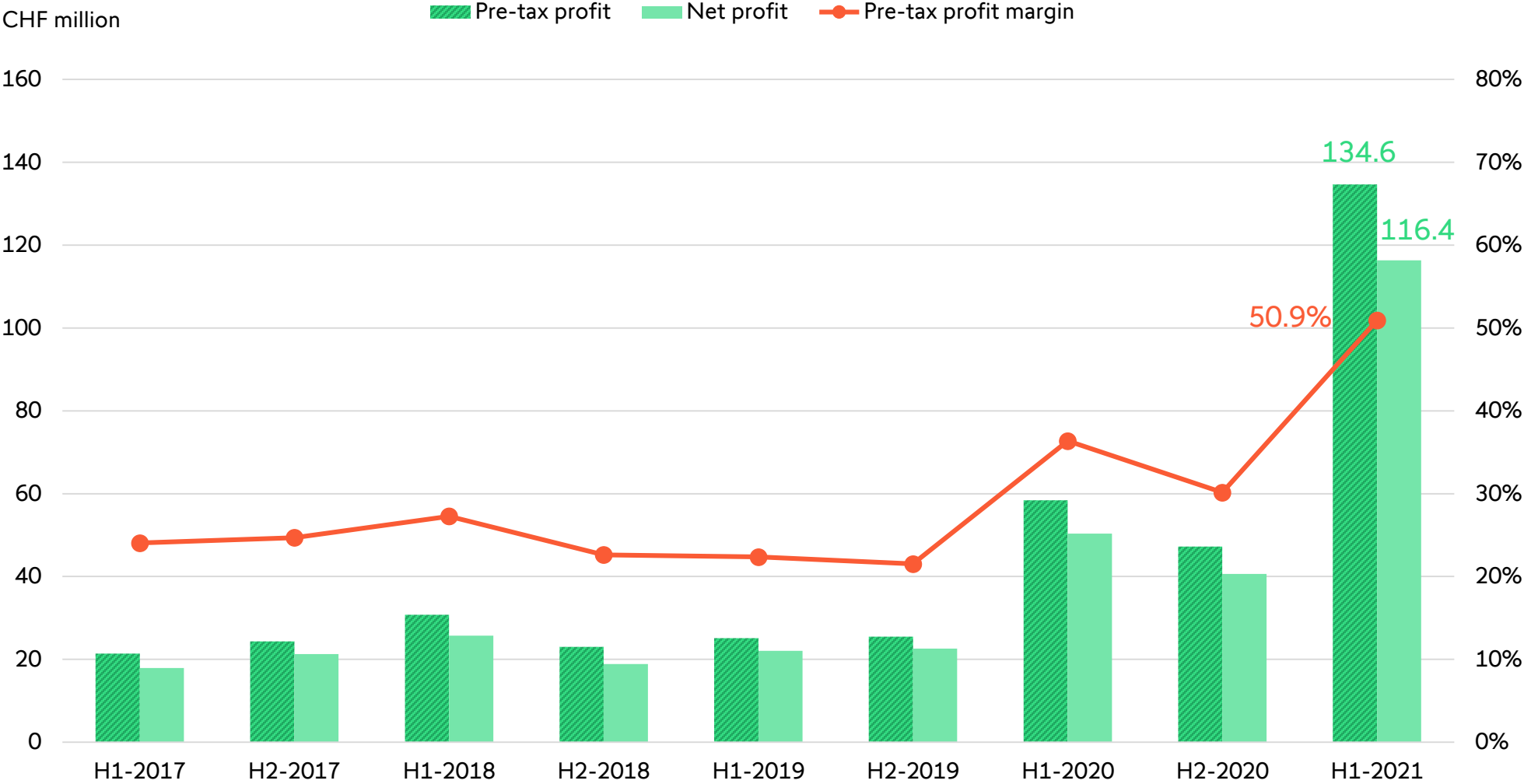


Current locations		
Switzerland (Gland, Zürich)	Luxembourg	Hong Kong
United Kingdom	Malta	Singapore
	UAE	

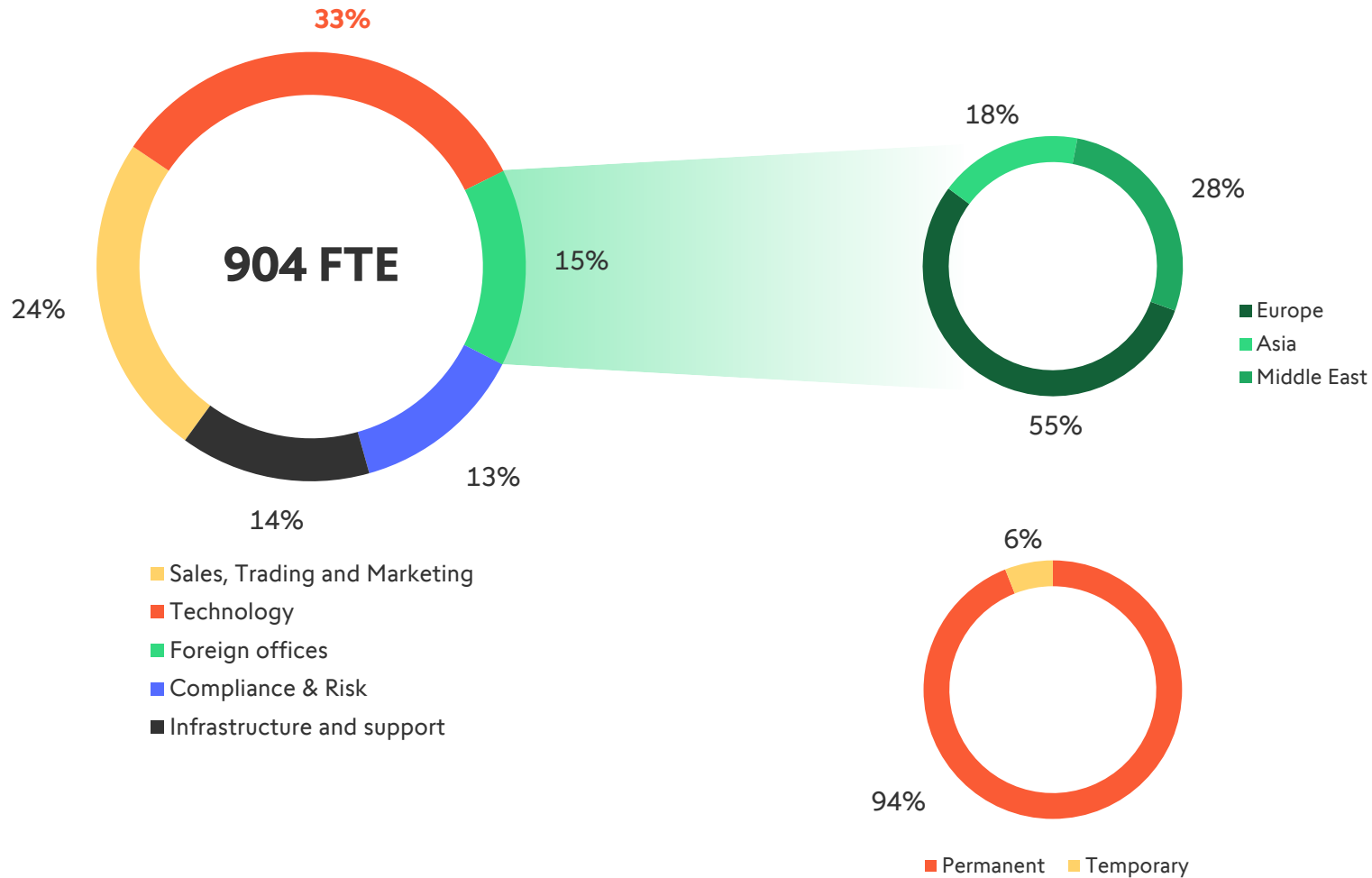
Net revenues by profile of customers



Strong increase in profitability



Swissquote a technology powerhouse



58 nationalities



1/3 female



13% part-time



Average age is **34**



Turnover of **10%**



We build the awareness and Consideration of our brand with Sponsoring, TV-Advertising, Online-Marketing and Social Media.

60%

of the global Marketing budget is invested in Branding and Product Marketing.



Advanced Trader

TRADE IN A NEW DIMENSION

Transform your Forex and CFDs trading experience with a customisable interface, the power of TradingView charts and a wide range of order types. All with the security of a Swiss bank!

swissquote.com/advanced-trader

 Swissquote



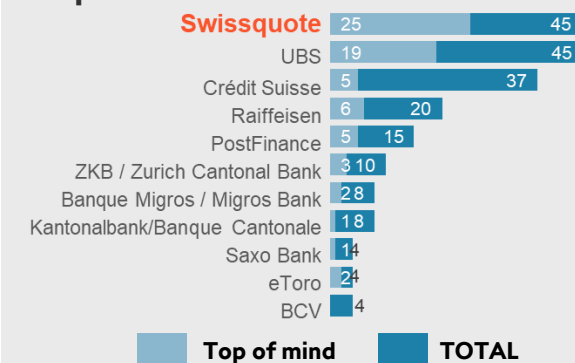
Crypto Assets

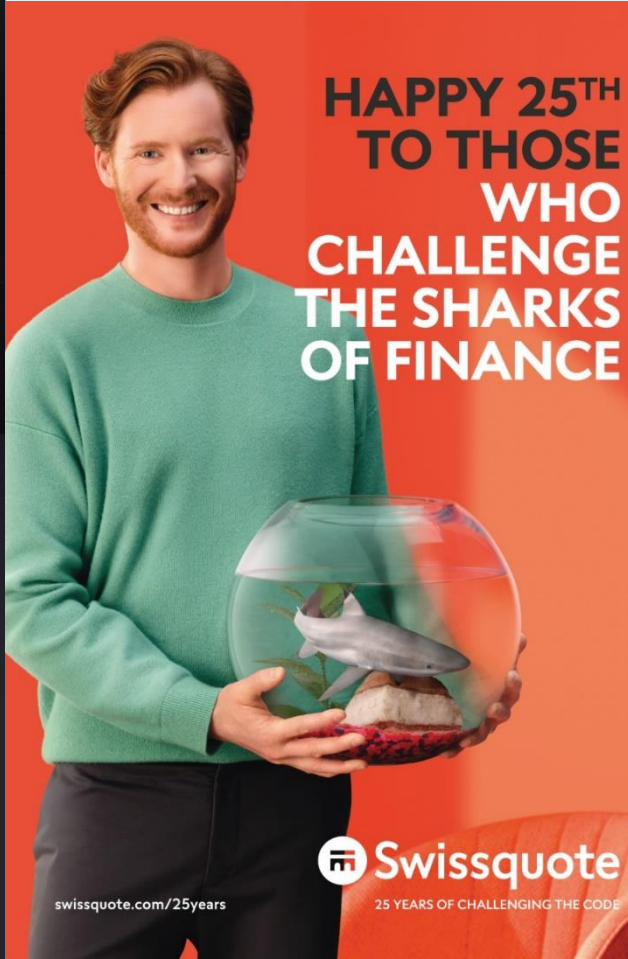
GENIESSEN SIE ÜBER 20 KRYPTOS

swissquote.com/crypto

 Swissquote


Spontaneous Brand Awareness





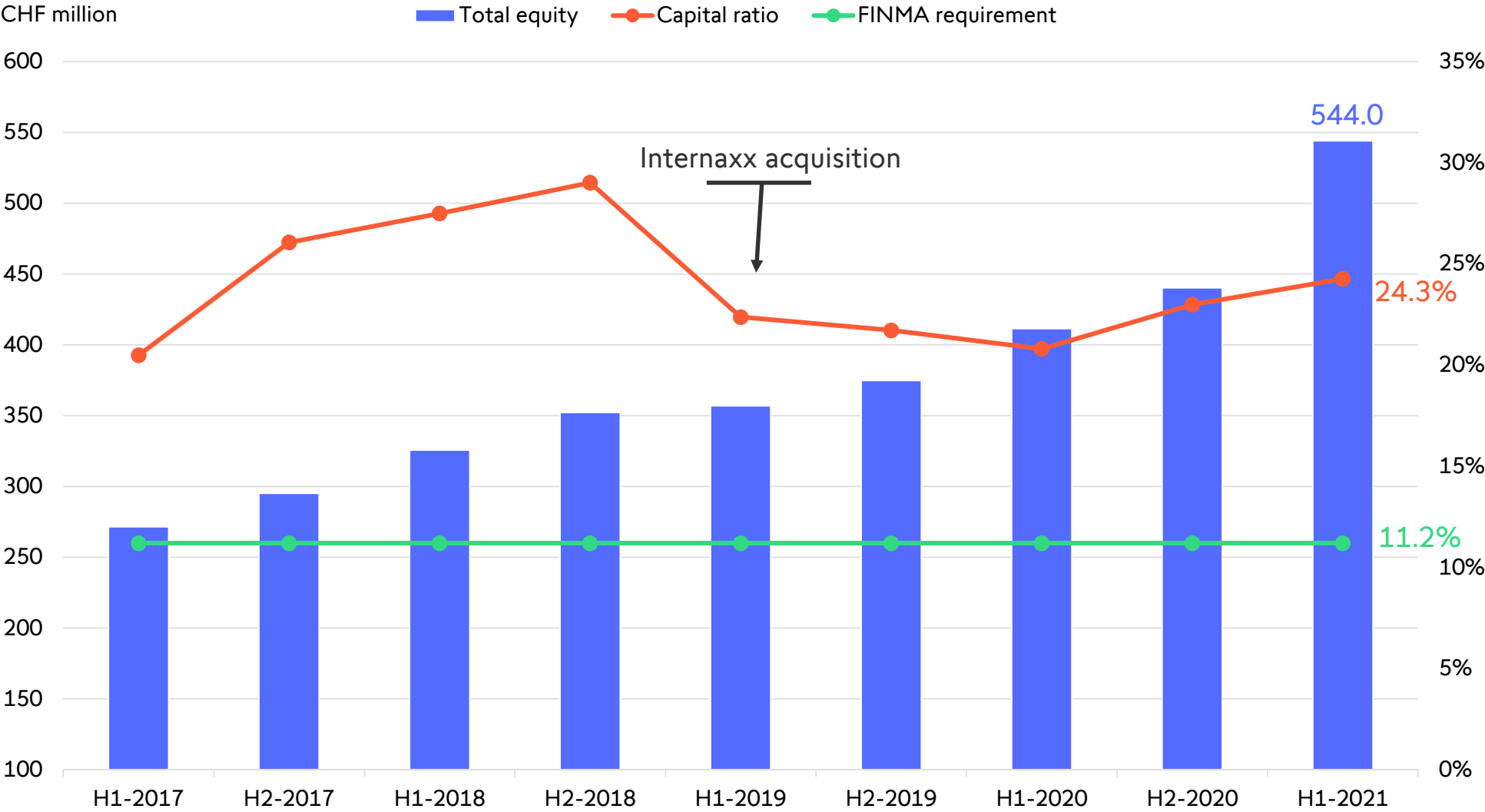
HAPPY 25TH TO THOSE WHO CHALLENGE THE SHARKS OF FINANCE

swissquote.com/25years

 Swissquote

25 YEARS OF CHALLENGING THE CODE

Equity reached CHF 544 million



First half year of 2021 in a nutshell

Net revenues in CHF

264.4 million

Net new money in CHF

+ 4.9 billion

Account opening requests

117,795

Pre-tax profit in CHF

134.6 million

Pre-tax profit margin of **50.9%**

Client assets in CHF

50.2 billion



Net profit in CHF

116.4 million

Net profit margin of **44.0%**

Core capital ratio

24.3%

Net number of new accounts

49,552

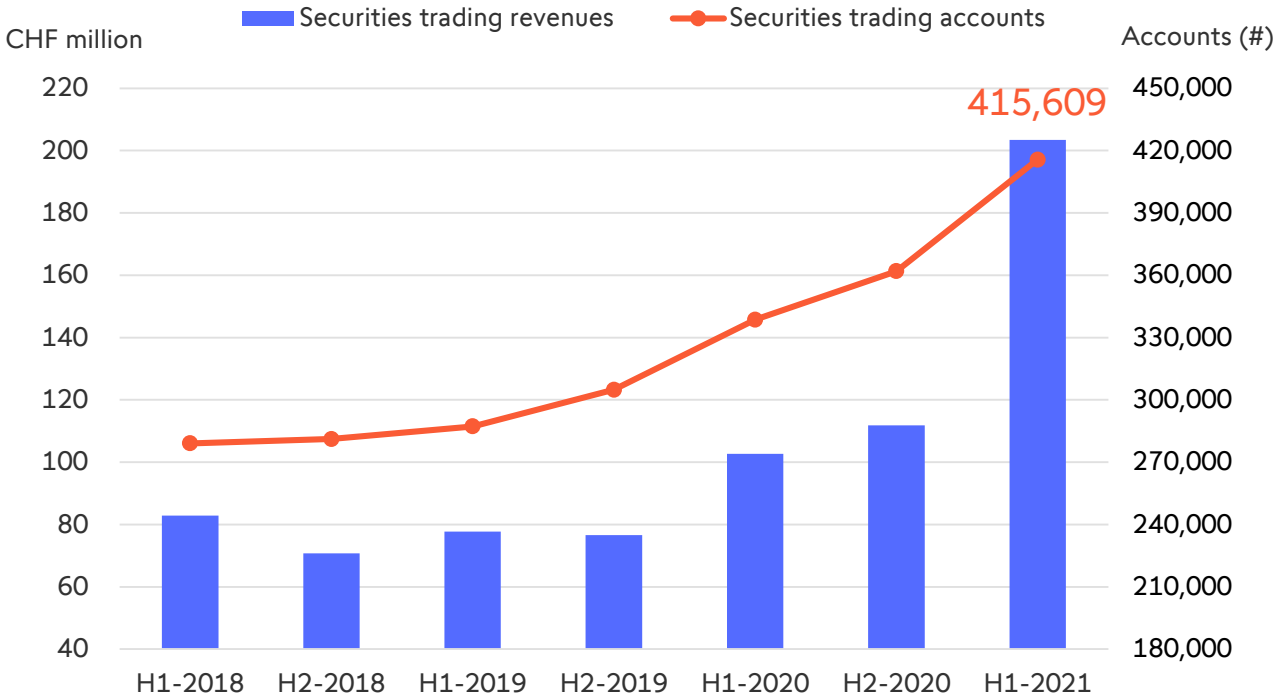
Two thick orange curved lines are positioned on the left side of the slide. One line starts near the top left and curves downwards and to the right. The other line starts further down and curves upwards and to the right, meeting the first line's path.

Business update

Section II

Securities trading:

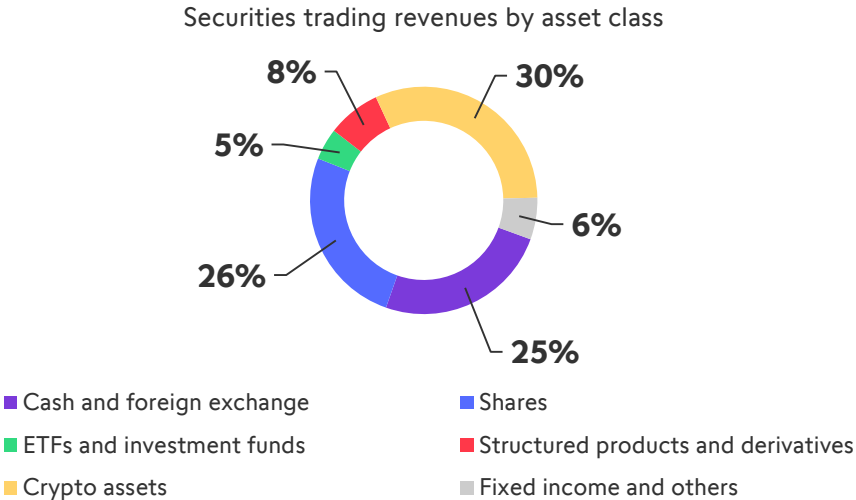
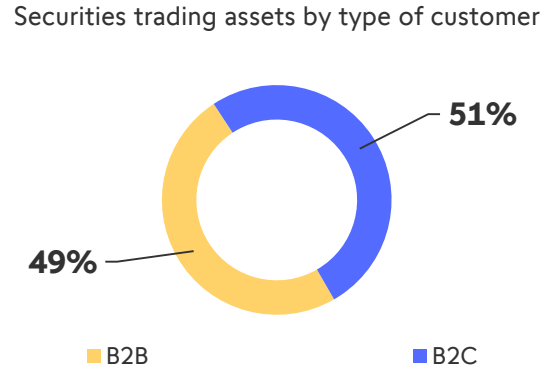
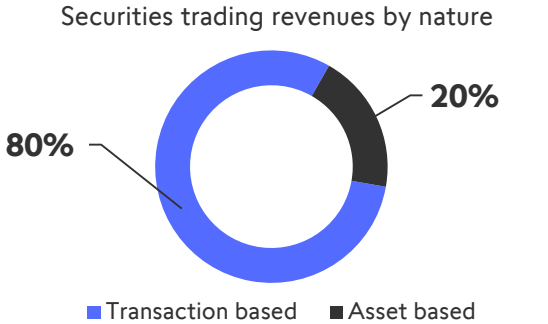
Crypto trading as a strong USP in banking industry



3.4 million of transactions in H1 2021 (H1 2020: 2.8 million of transactions) *

Average transaction size of CHF 21,860 in H1 2021 *

* Does not include Crypto assets and FX



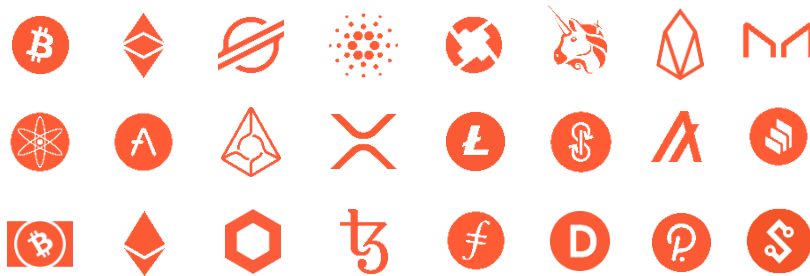
🔗 Crypto Assets

24

CRYPTO ASSETS NOW AVAILABLE

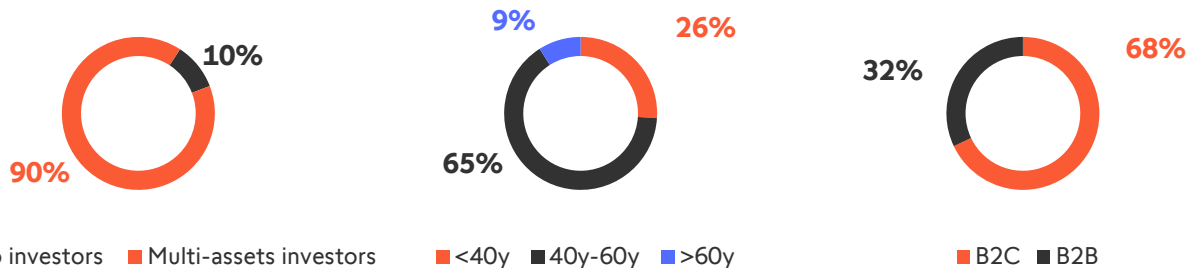
NEW

Swissqoin
Dogecoin
Polkadot



☒ TRADING ☒ CUSTODY ☐ LENDING (soon) ☐ STAKING (soon) ☐ EXCHANGE (soon)

BEHAVIOUR AND CUSTOMER PROFILE



YOUR CRYPTO READY IN NO TIME



CHF 1.9 BILLION

ASSETS UNDER CUSTODY

MORE THAN **60,000** CUSTOMERS HAVE
TRADED **CHF 11.1 BILLION**

CRYPTO ASSETS IN H1 2021

Swissquote

Competitive and transparent pricing

LOW ACCOUNT COSTS

0

- Zero account maintenance fee
- Custody fees capped: CHF 50 / quarter

+

BETTER DEALS ON TRANSACTIONS

1.50.-

Options & Futures
From CHF 1.50

9.-

Funds & Structured products
CHF 9.- flat

19.-

Flat fees per trade
From CHF 19.-

+

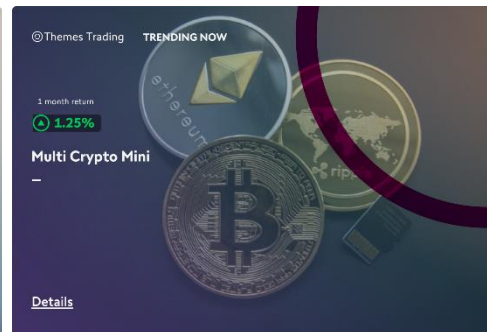
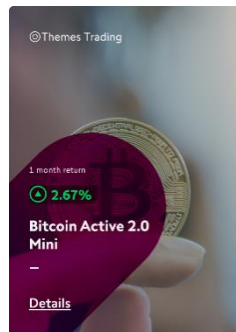
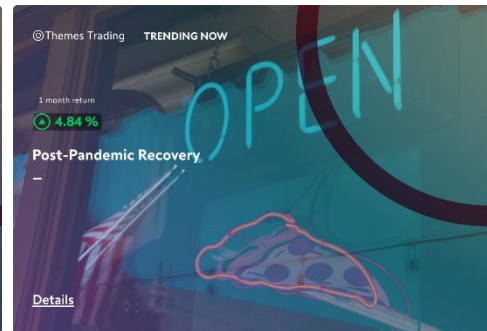
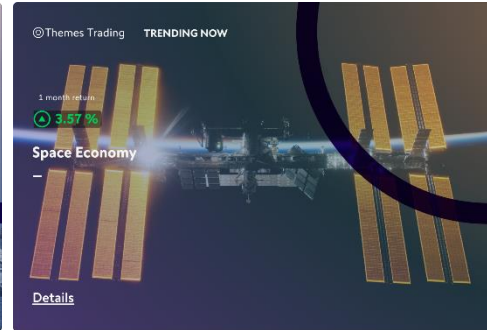
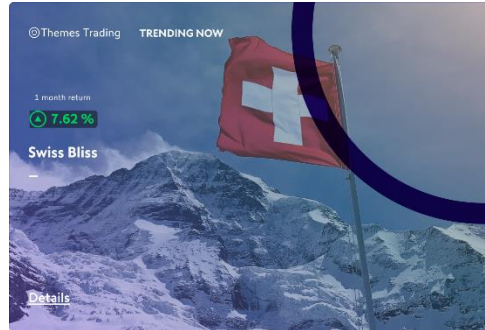
- Real-time prices
- Direct to exchanges
- Unique IBAN per customer

AWARDS

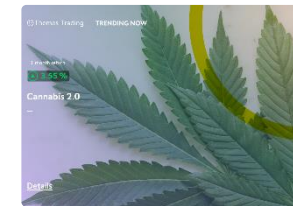
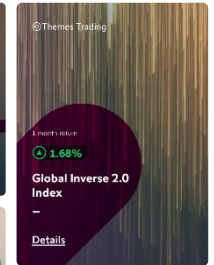


Rainbow rights Certificate won a **Swiss Derivative Award** in the category **Best ESG Product**

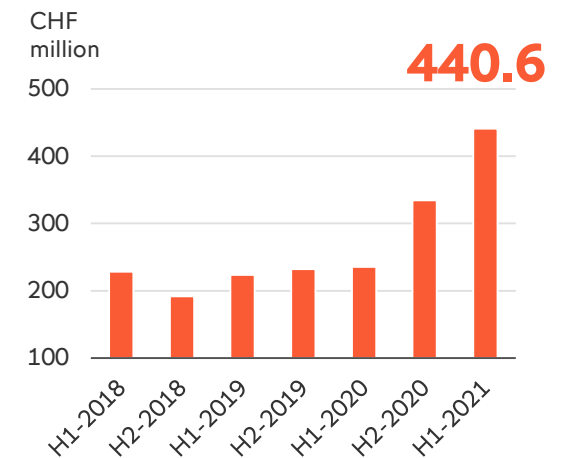
7 NEW CERTIFICATES



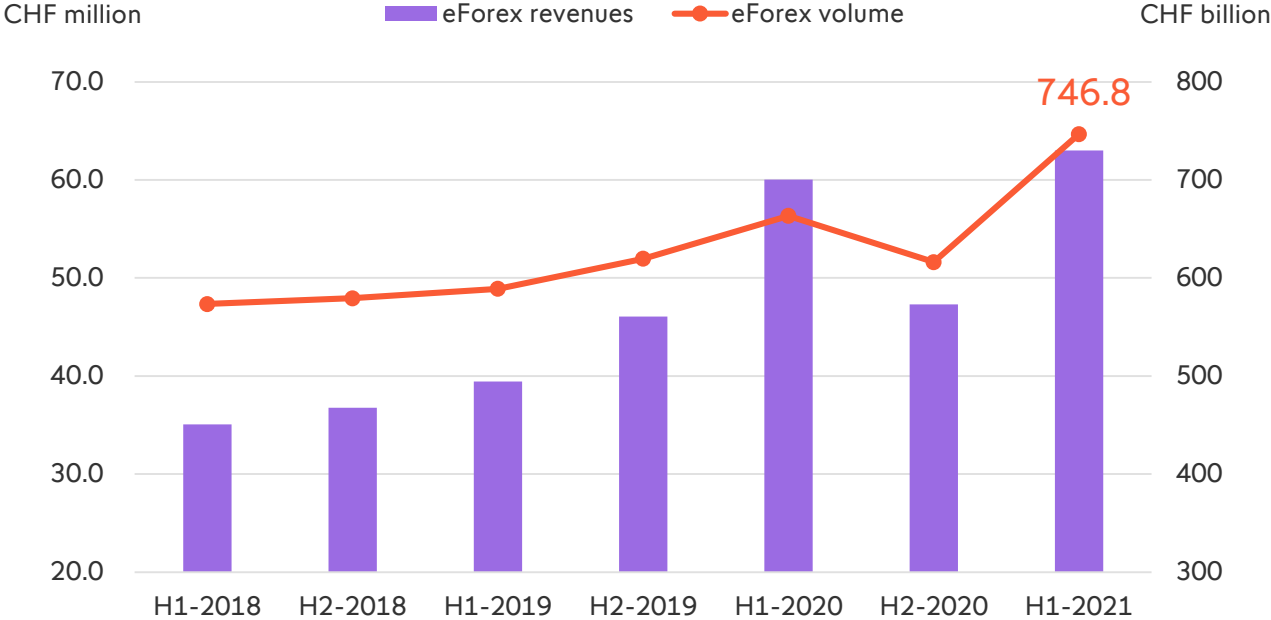
UPDATES



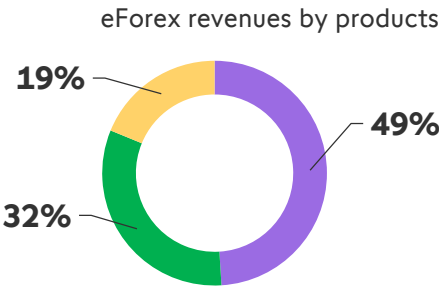
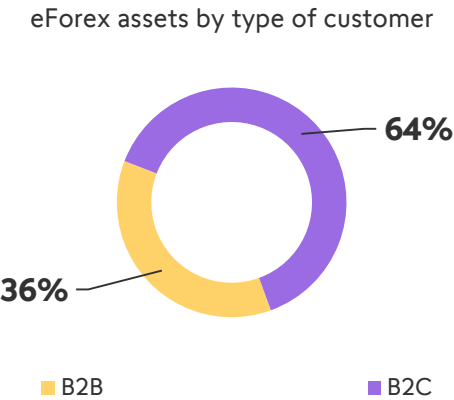
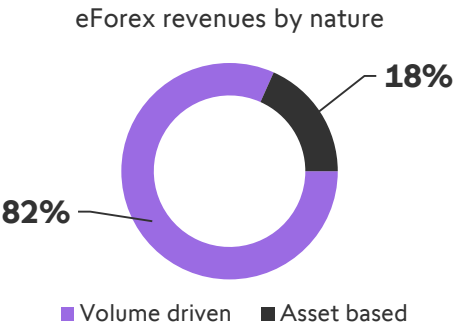
MANAGED ASSETS



eForex: constant increase of volumes



DPM of **84.4** in H1 2021 (H1 2020 : 90.5)



Forex & CFDs

**+100 SINGLE STOCKS CFDs
NOW AVAILABLE**



COMING SOON



+200 single stocks CFDs

ACCOUNT TYPES

0.15%

Standard
From 0.15% commissions

0.12%

Premium
From 0.12% commissions

0.09%

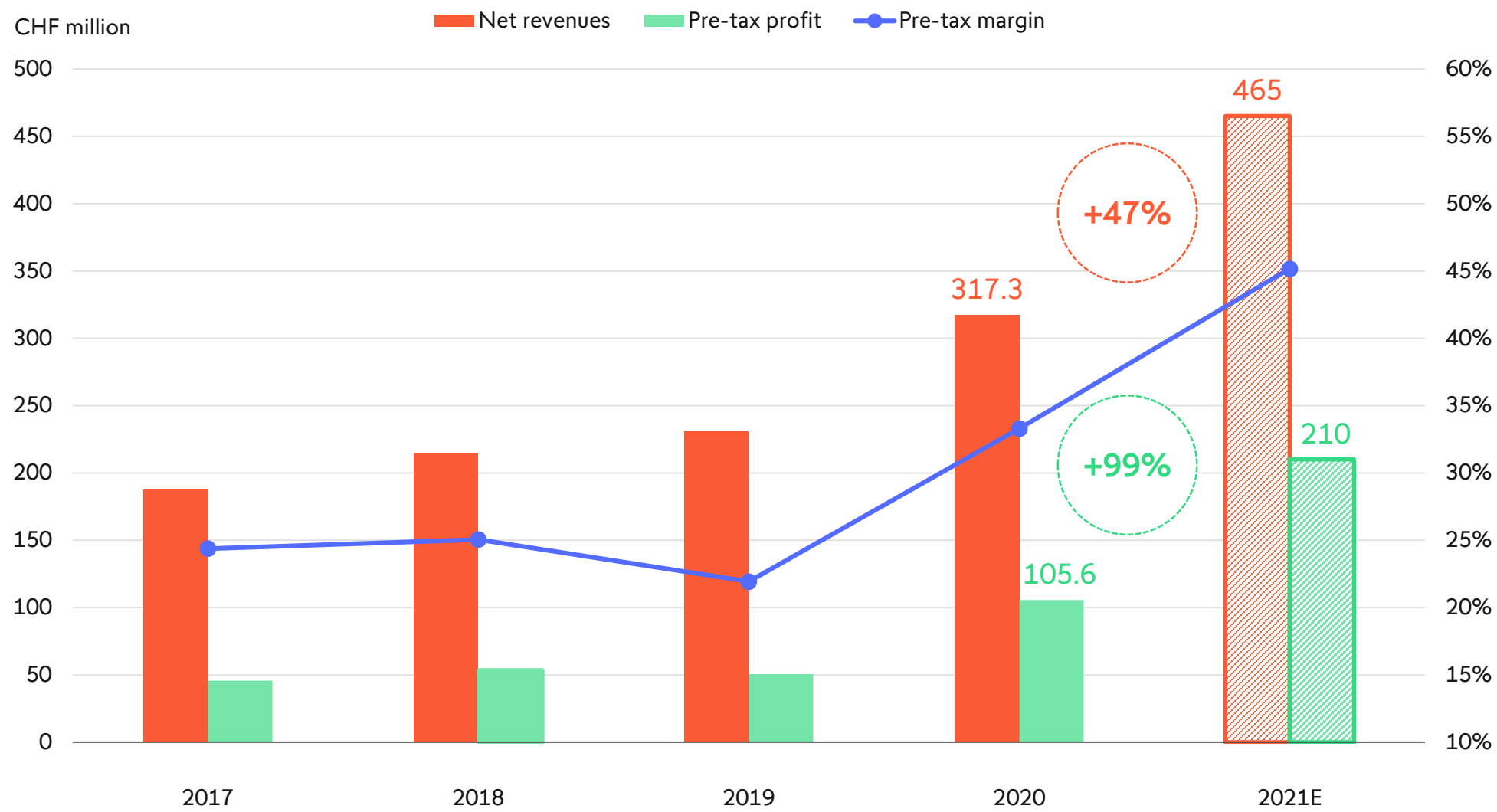
Prime
From 0.09% commissions



New guidance 2021

Section III

New guidance 2021



July 2021 in a nutshell

Net revenues in CHF

28.6 million

Net new money in CHF

+ 0.7 billion

Account opening requests

8,295

Pre-tax profit in CHF

14.1 million

Pre-tax profit margin of ~49%

Client assets in CHF

51.5 billion

Net number of new accounts

5,591

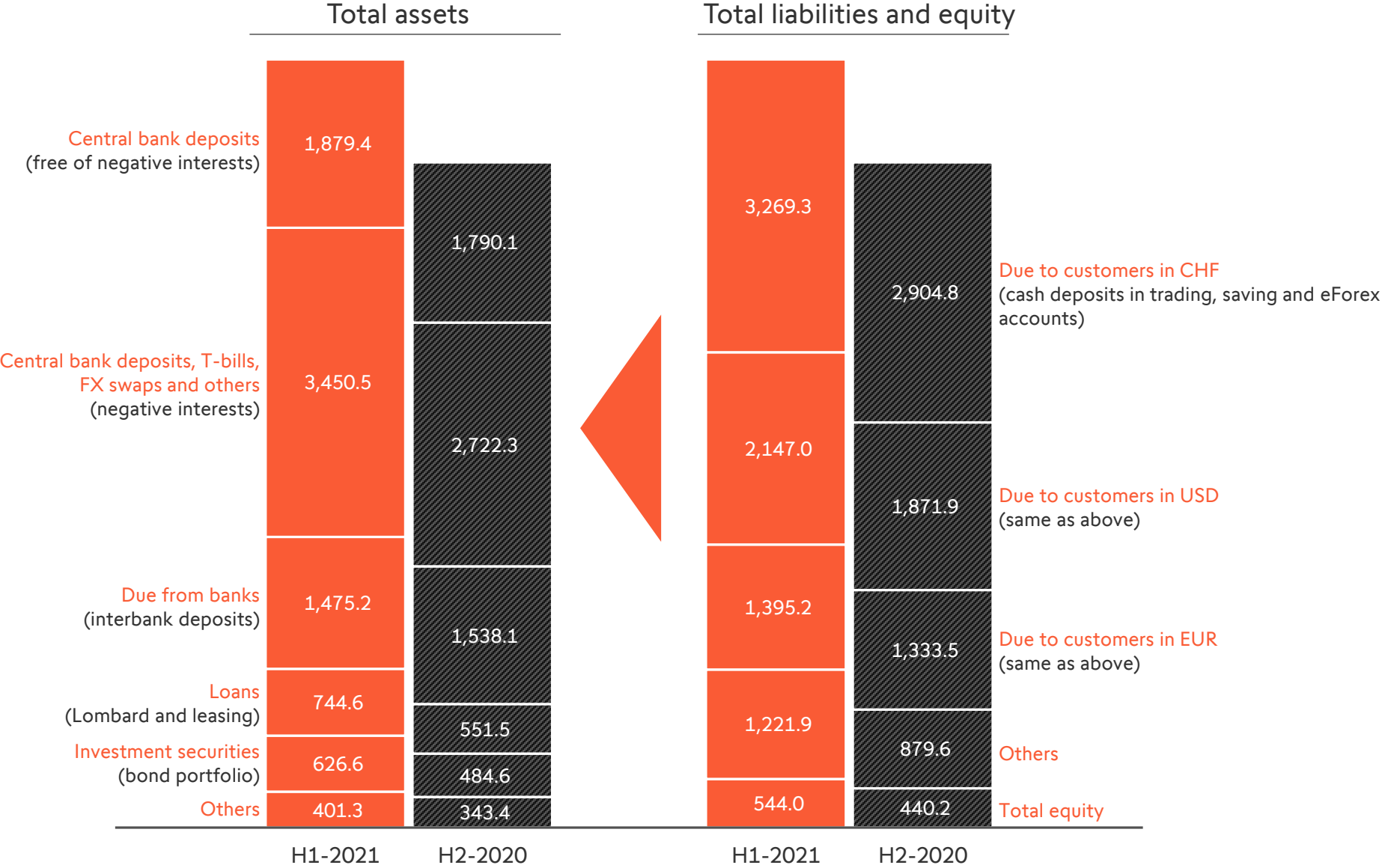
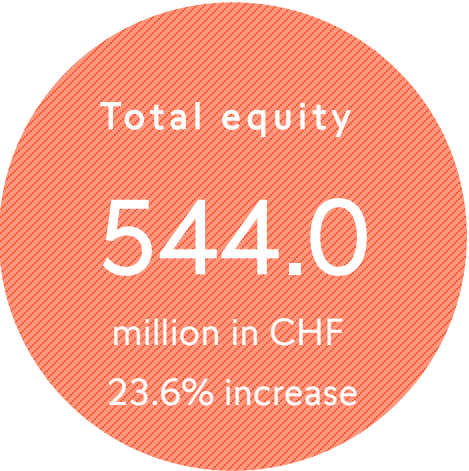




Balance sheet

Section IV

Balance sheet as at June 30th, 2021





Yuh

Section V



Number of
accounts opened
since launch

20,000

Average
deposit by
customer is
CHF 2,170



Pay

Free multi-currency
Mastercard debit card

HZ

HANDELSZEITUNG
EXCHANGE RATE
TEST WINNER



Save

Automate payments
or single deposits

Get Swissqoins!



Invest

Crypto: 1%
Trading commission: 0.5%



Example for stock transaction:

Invest CHF 1'000

Pay CHF 5

CHF 0 custody fees

-

Product universe:

- 111 blue-chip stocks
- 12 trending themes
- 2 investing themes
- 5 ETFs
- 13 cryptos

+ Possibility to filter by ESG score



Appendix

Section VI

MEET US IN 2021 / 2022

24

September

3rd Baader Small-Cap Day
Munich, Germany

16

November

Credit Suisse Equity Forum
Zürich, Switzerland

16

September

Investora
Zürich, Switzerland

04

November

ZKB Swiss Equity Forum
Zürich, Switzerland

17

March 2022

Presentation of FY 2021 Results

Key figures for the 2021 business year

	6 months ended 30 June				Comparison with previous half year			
	2021	2020	Change	Change in %	H1-2021	H2-2020	Change	Change in %
in CHF thousand, except where specified								
Net fee & commission income	87,117.4	78,534.2	8,583.2	10.9%	87,117.4	67,447.6	19,669.8	29.2%
Net crypto assets income	63,238.5	4,845.2	58,393.3	1205.2%	63,238.5	11,160.5	52,078.0	466.6%
Interest income, net ¹	10,454.2	16,561.7	(6,107.5)	-36.9%	10,454.2	9,128.5	1,325.7	14.5%
eForex income, net	63,001.3	60,030.8	2,970.5	4.9%	63,001.3	47,312.6	15,688.7	33.2%
Trading income, net ²	42,618.7	2,756.7	39,862.0	1446.0%	42,618.7	24,055.7	18,563.0	77.2%
Operating revenues	266,430.1	162,728.6	103,701.5	63.7%	266,430.1	159,104.9	107,325.2	67.5%
Unrealised fair value	385.6	(87.5)	473.1	540.7%	385.6	295.2	90.4	30.6%
Cost of negative interest rates (excluding FX swaps)	(2,405.9)	(1,919.6)	486.3	25.3%	(2,405.9)	(2,812.2)	(406.3)	-14.4%
Net revenues	264,409.8	160,721.5	103,688.3	64.5%	264,409.8	156,587.9	107,821.9	68.9%
Payroll & related expenses	(70,257.5)	(50,070.5)	20,187.0	40.3%	(70,257.5)	(54,843.4)	15,414.1	28.1%
Other operating expenses	(29,834.9)	(27,065.8)	2,769.1	10.2%	(29,834.9)	(27,778.2)	2,056.7	7.4%
Depreciation	(14,974.7)	(14,210.0)	764.7	5.4%	(14,974.7)	(14,872.2)	102.5	0.7%
Marketing expenses ³	(14,701.1)	(10,936.9)	3,764.2	34.4%	(14,701.1)	(11,890.8)	2,810.3	23.6%
Expenses	(129,768.2)	(102,283.2)	27,485.0	26.9%	(129,768.2)	(109,384.6)	20,383.6	18.6%
Pre-tax profit	134,641.6	58,438.3	76,203.3	130.4%	134,641.6	47,203.3	87,438.3	185.2%
Income taxes	(18,290.5)	(8,051.7)	10,238.8	127.2%	(18,290.5)	(6,569.0)	11,721.5	178.4%
Net profit	116,351.1	50,386.6	65,964.5	130.9%	116,351.1	40,634.3	75,716.8	186.3%
Pre-tax profit margin	50.9%	36.4%			50.9%	30.1%		
Net profit margin	44.0%	31.4%			44.0%	25.9%		

¹ Net interest income as per Condensed Consolidated Interim Financial Statements of CHF 8.0 million should be read in conjunction with the cost of negative interest rates (excluding FX swaps) of –CHF 2.4 million (CHF 10.5 million less CHF 2.4 million).

² Net trading income as per Condensed Consolidated Interim Financial Statements 2021 of CHF 105.1 million should be incremented by credit loss release of CHF 0.9 million (that is presented separately in the condensed consolidated interim financial statements). The resulting balance is presented here in three separate items: eForex income, Trading income (including credit loss release/expense) and Unrealised fair value.

³ Includes CHF 0.5 million of expenses consolidated through equity accounting method (Yuh Ltd).

Key figures for the 2021 business year (cont.)

in CHF thousand, except where specified

Trading accounts
Saving accounts
eForex accounts
Robo-Advisory accounts
Total number of accounts (units)
Trading client assets
Saving client assets
eForex client assets
Robo-Advisory assets
Total client assets (CHF m)
Assets under custody (CHF m)
Net new money (CHF m)
eForex volume (USD bn)
Total equity (CHF m)
Capital ratio (%)
Total headcounts / average headcounts (FTE)

30.06.2021	30.06.2020	Change	Change in %
391,373	315,185	76,188	24.2%
18,793	19,279	-486	-2.5%
44,191	57,819	-13,628	-23.6%
5,443	4,147	1,296	31.3%
459,800	396,430	63,370	16.0%
49,093.2	32,618.4	16,474.8	50.5%
249.2	255.3	-6.1	-2.4%
456.9	384.9	72.0	18.7%
440.6	235.6	205.0	87.0%
50,239.9	33,494.2	16,745.7	50.0%
48,917.0	32,301.9	16,615.1	51.4%
4,912.8	2,998.1	1,914.7	63.9%
816.4	690.4	126.0	18.3%
544.0	411.4	132.6	32.2%
24.3%	20.8%	3.5%	16.8%
904 / 854	768 / 745	136 / 109	17.7% / 14.6%

30.06.2021	31.12.2020	Change	Change in %
391,373	338,330	53,043	15.7%
18,793	19,037	-244	-1.3%
44,191	48,341	-4,150	-8.6%
5,443	4,540	903	19.9%
459,800	410,248	49,552	12.1%
49,093.2	38,747.7	10,345.5	26.7%
249.2	251.1	-1.9	-0.8%
456.9	439.7	17.2	3.9%
440.6	334.1	106.5	31.9%
50,239.9	39,772.6	10,467.3	26.3%
48,917.0	38,507.9	10,409.1	27.0%
4,912.8	2,276.5	2,636.3	115.8%
816.4	678.3	138.1	20.4%
544.0	440.2	103.8	23.6%
24.3%	23.0%	1.3%	5.7%
904 / 854	805 / 786	99 / 68	12.3% / 8.7%



THANK YOU

Gland – Zurich – Bern – London – Dubai – Malta – Hong Kong – Luxembourg – Singapore