

20 Annual 17 Report

Press conference Results for the 2017 business year

March 2nd, 2018

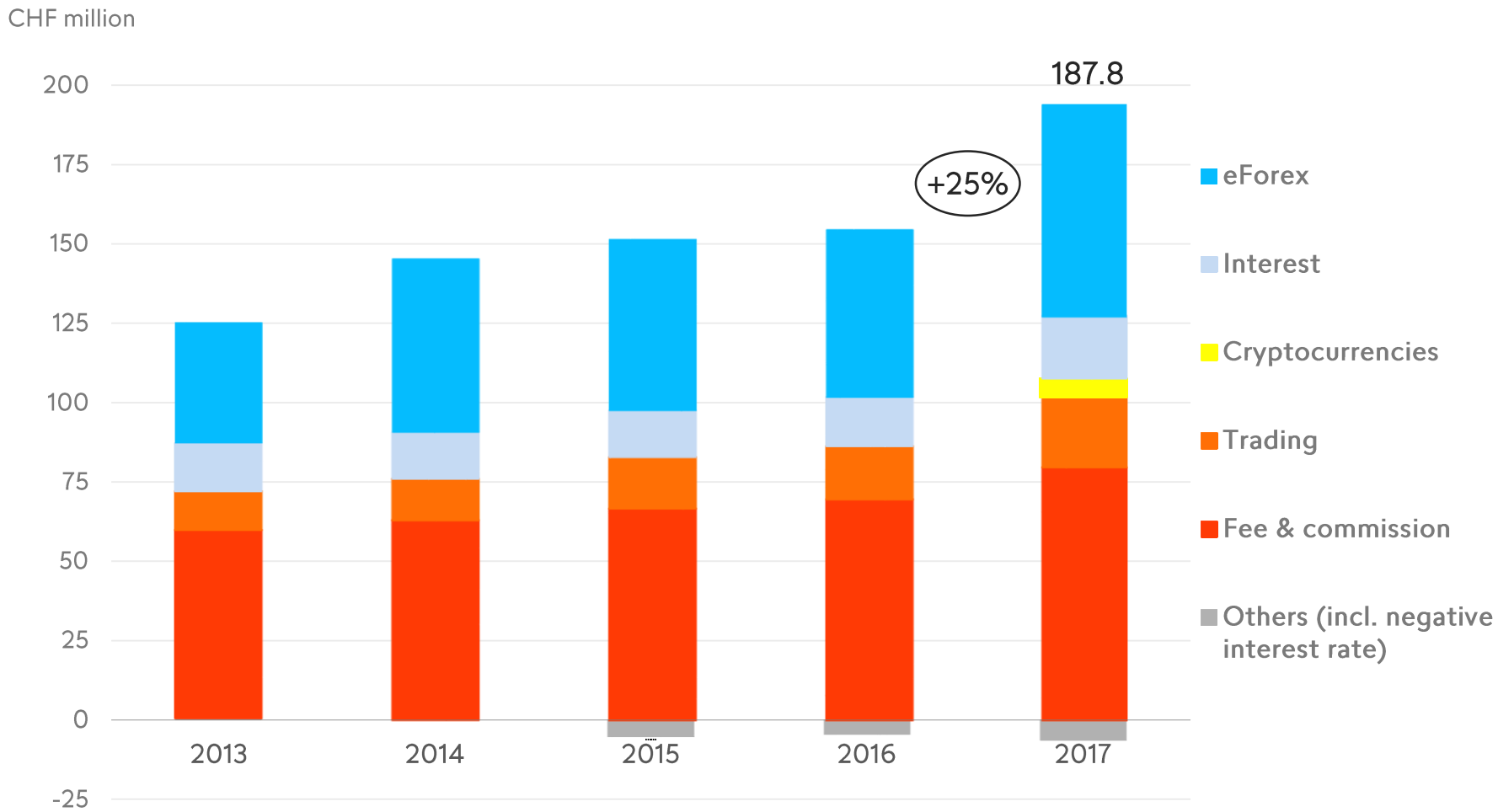
Agenda

- Key messages
- Innovation
- Balance sheet
- Business metrics

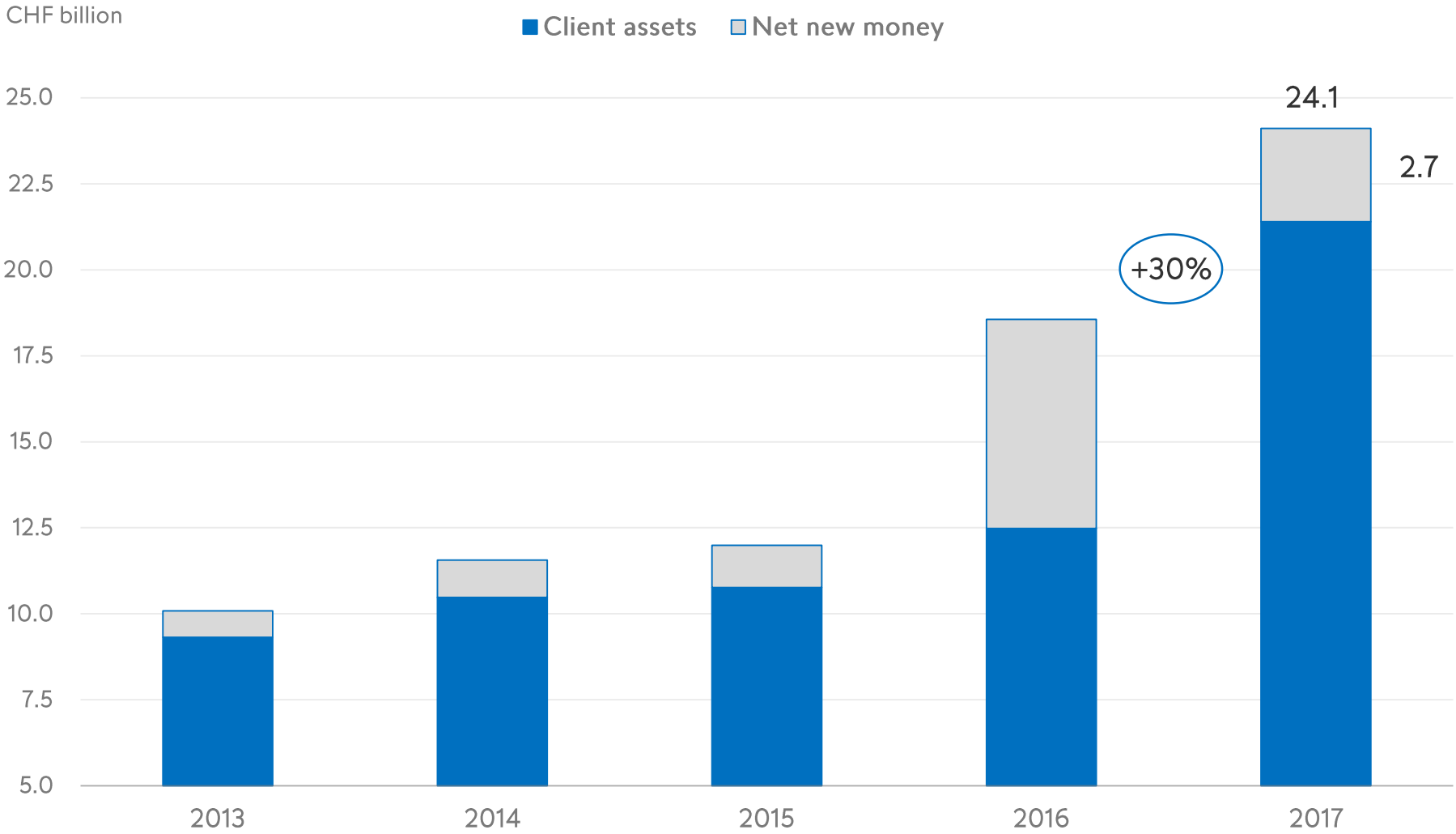
Key messages

Section I

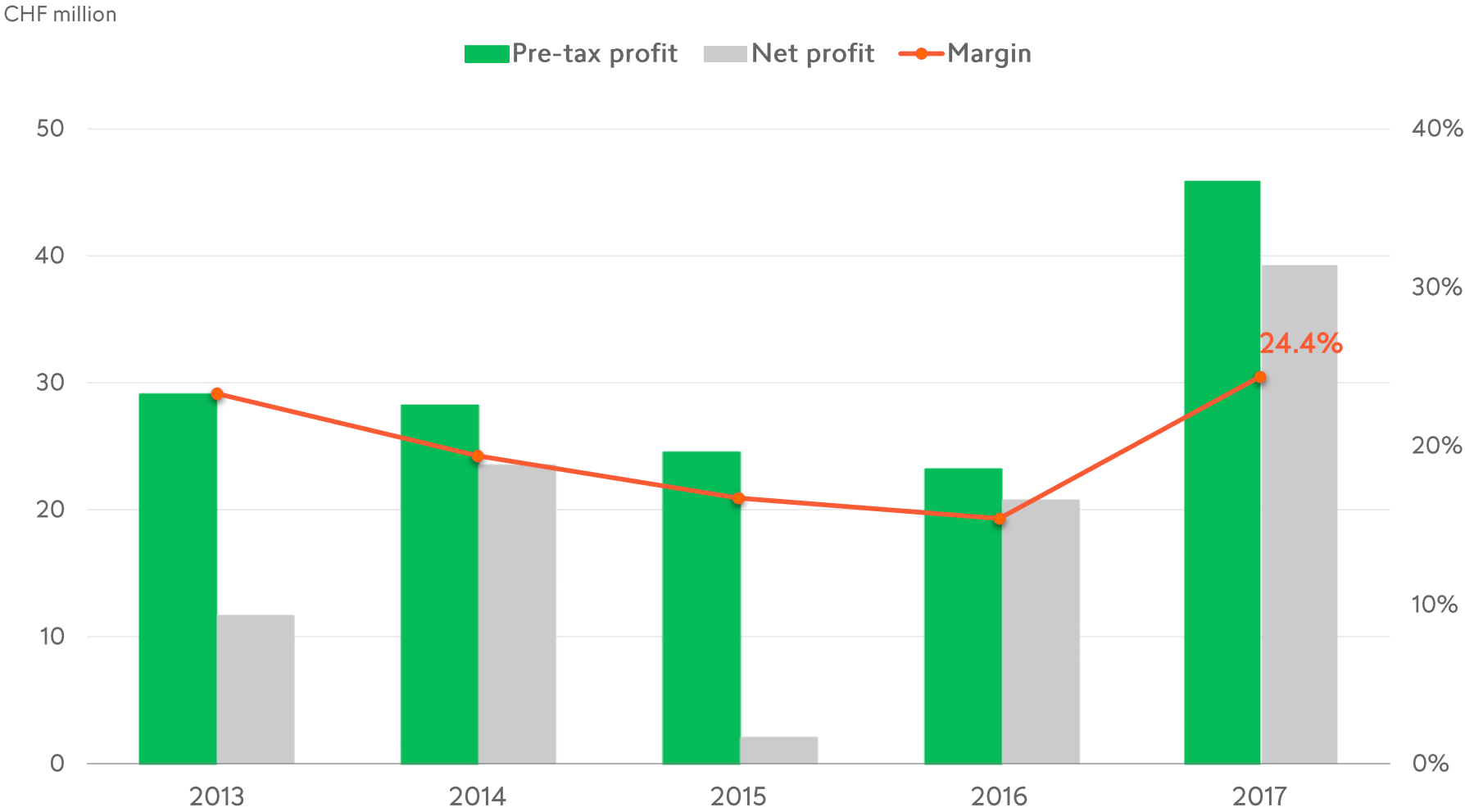
Net revenues of CHF 187.8 million



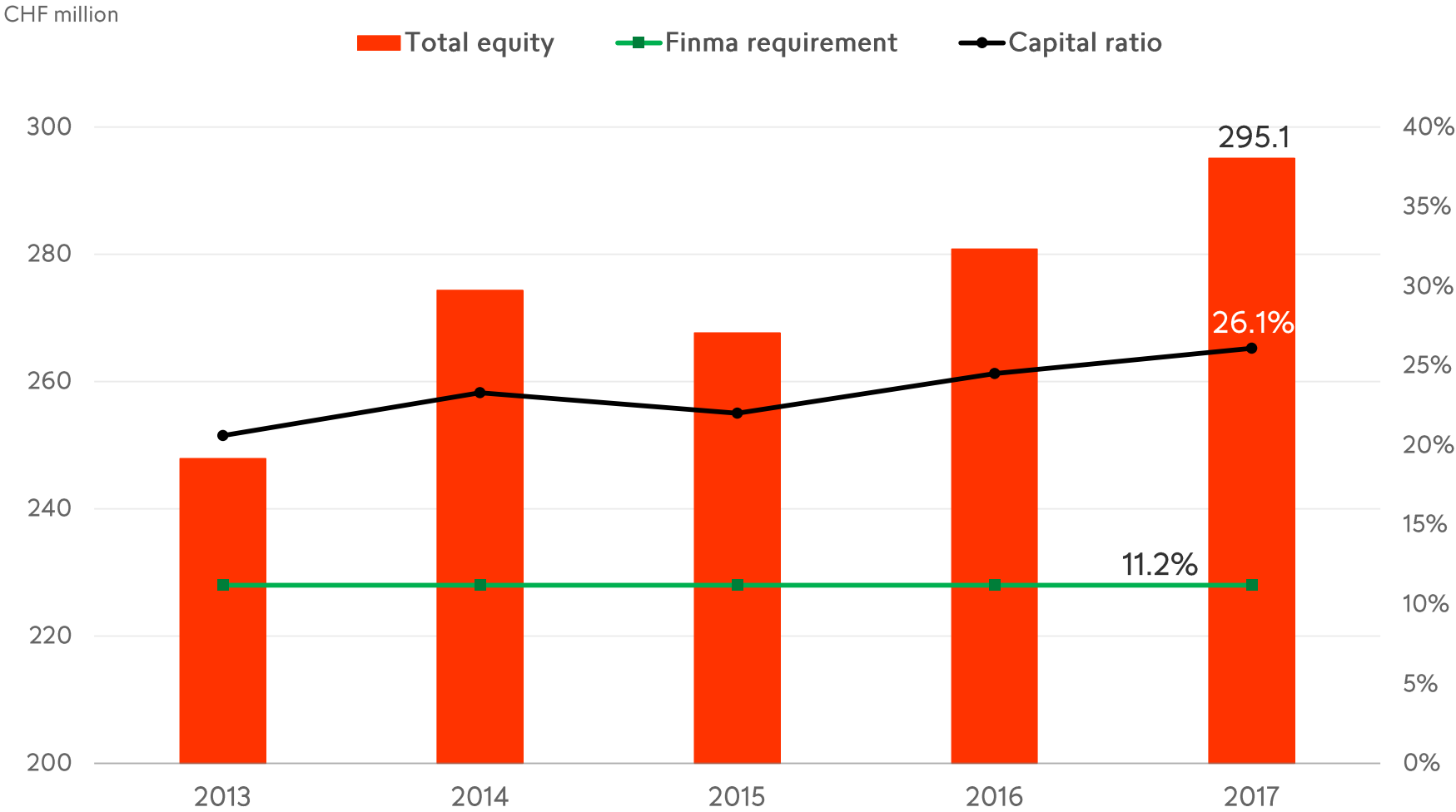
Record level of client assets at CHF 24.1 billion



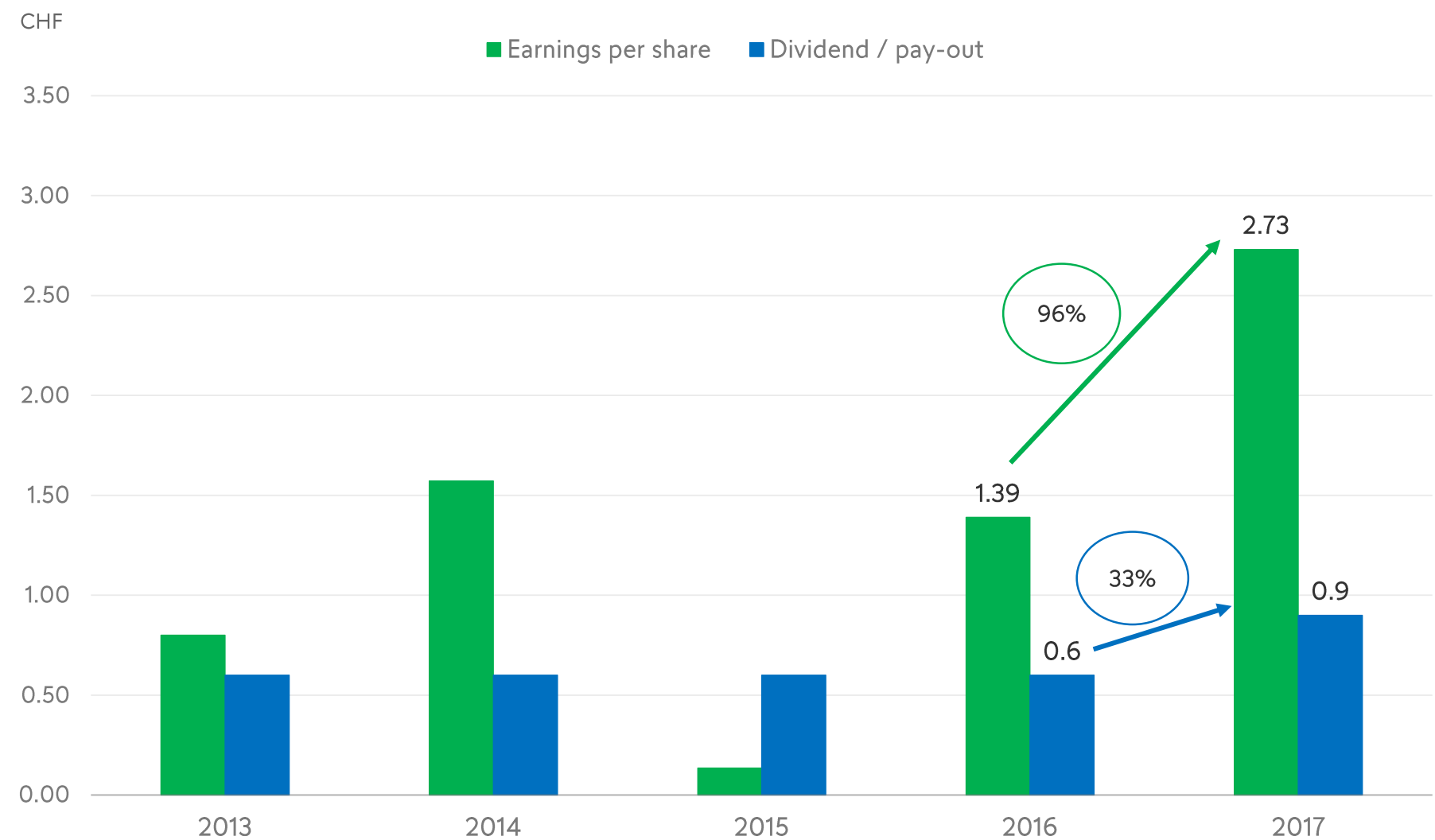
Pre-tax profit of CHF 45.8 million



One of Switzerland's best capitalised banks



Increased return to shareholders



Innovation

Section II

First Bank in Europe to give access to the 5 largest cryptocurrencies



The safety and security
of a renowned bank



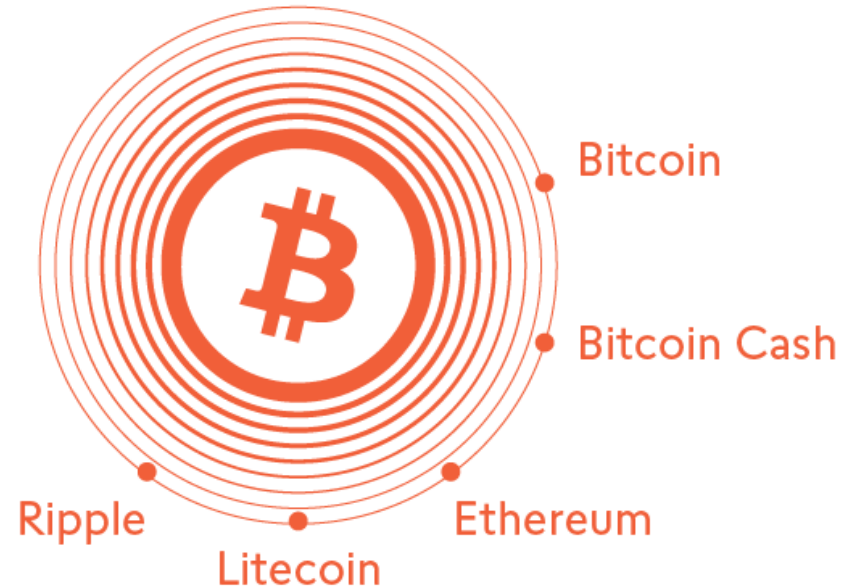
Diversification
of your portfolio



The 5 cryptocurrencies
in highest demand

CHF 5.6m

Cryptocurrencies revenues in 2017



Creation of 10 new Themes Trading certificates

Investing made simple: trade what you believe in



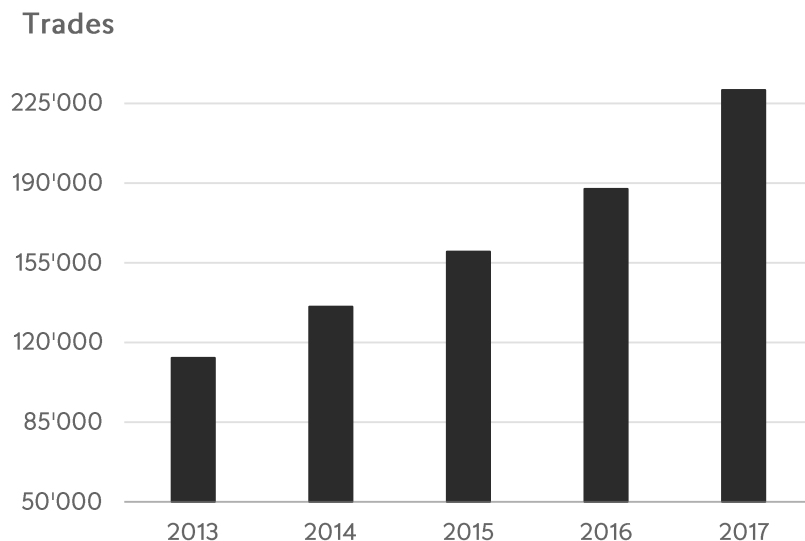
1st actively managed bitcoin certificate in the world



5th Swiss DOTS issuer Vontobel

+23%

Swiss DOTS trades (vs. 2016)



Die Handelsplattform
für Hebelprodukte
© Swiss DOTS

9.- flat

90'000
Produkte

von
08-22
Uhr

Trade it.

Einfach, schnell und direkt: Profitieren Sie von engen Spreads
und längeren Handelszeiten.

swissquote.com/swissdots

 **Swissquote**

In Partnerschaft mit:

Goldman
Sachs

UBS

COMMERZBANK

Deutsche Bank
X-markets

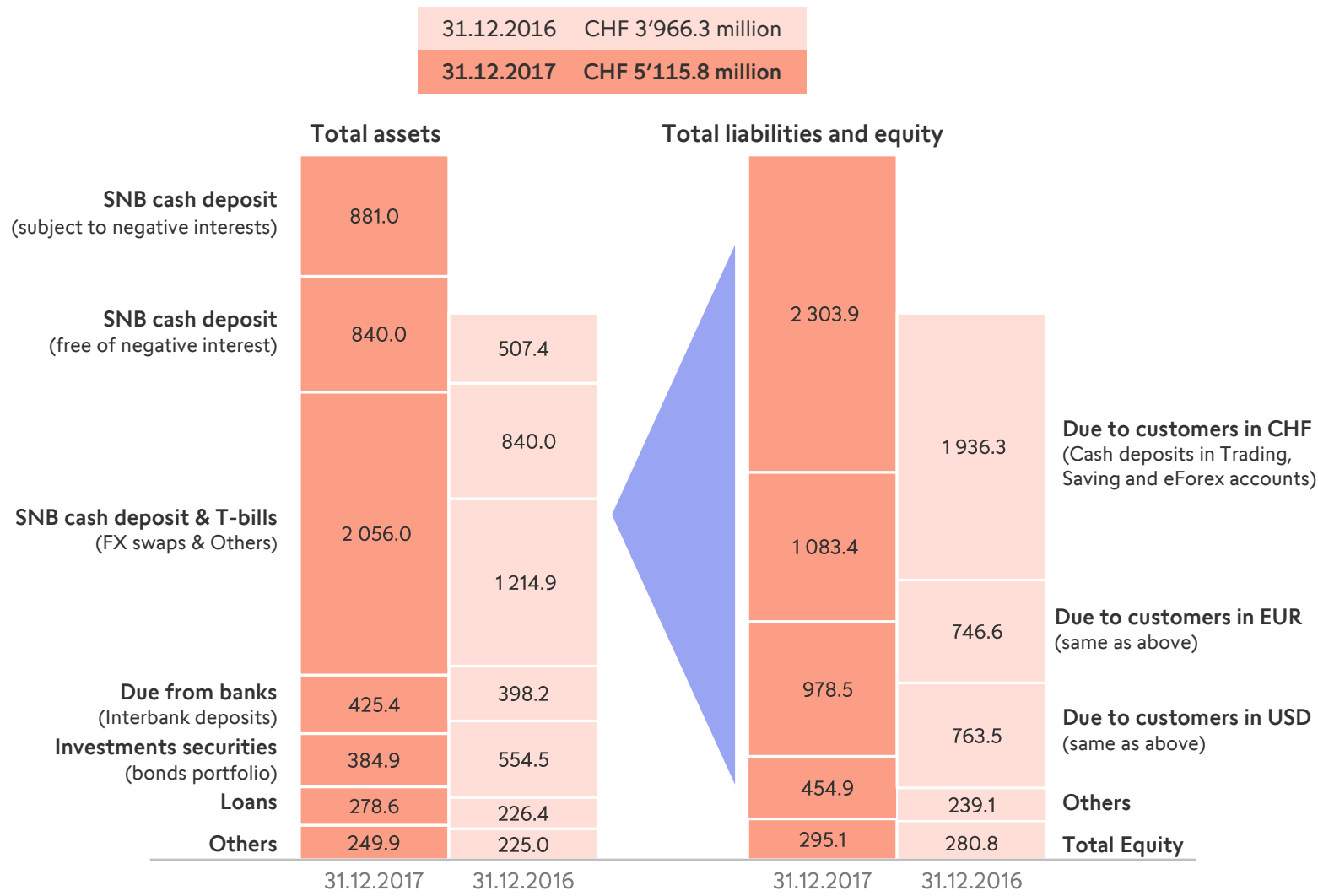


Vontobel

Balance sheet

Section III

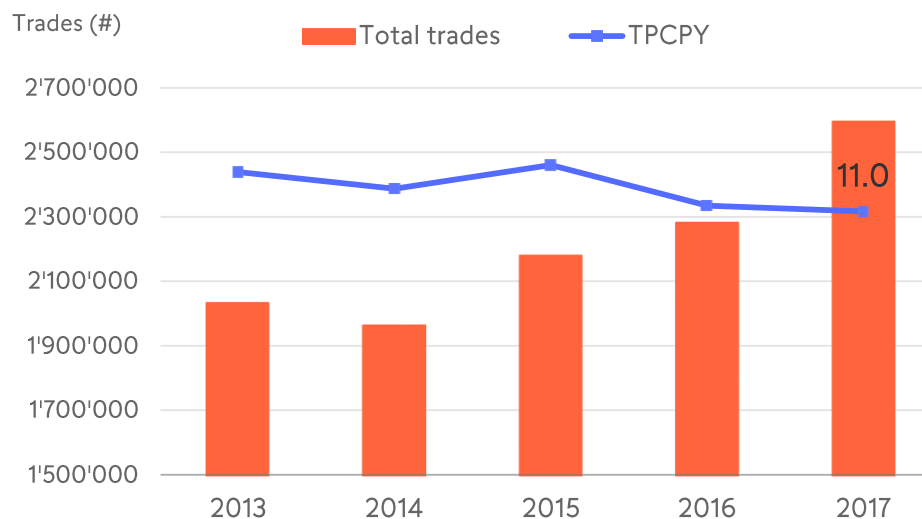
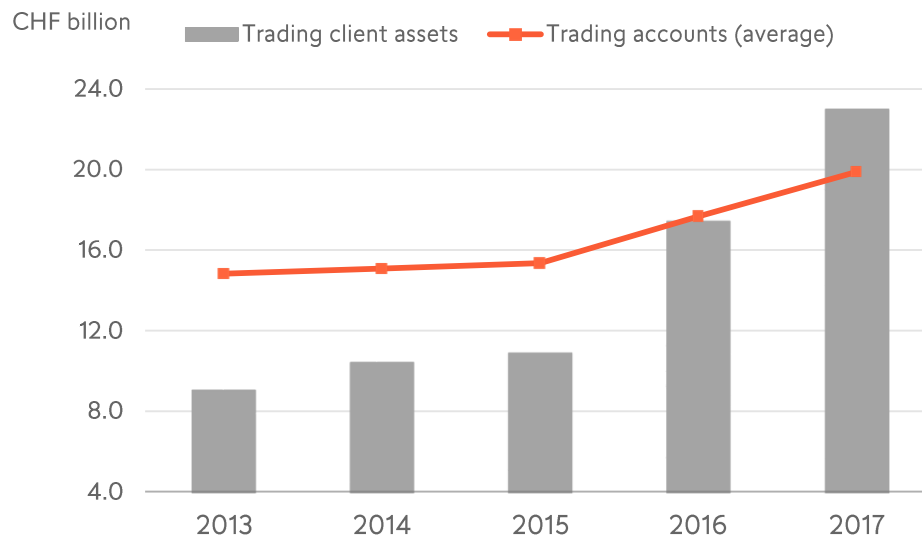
Balance sheet as of December 31st, 2017



Business metrics

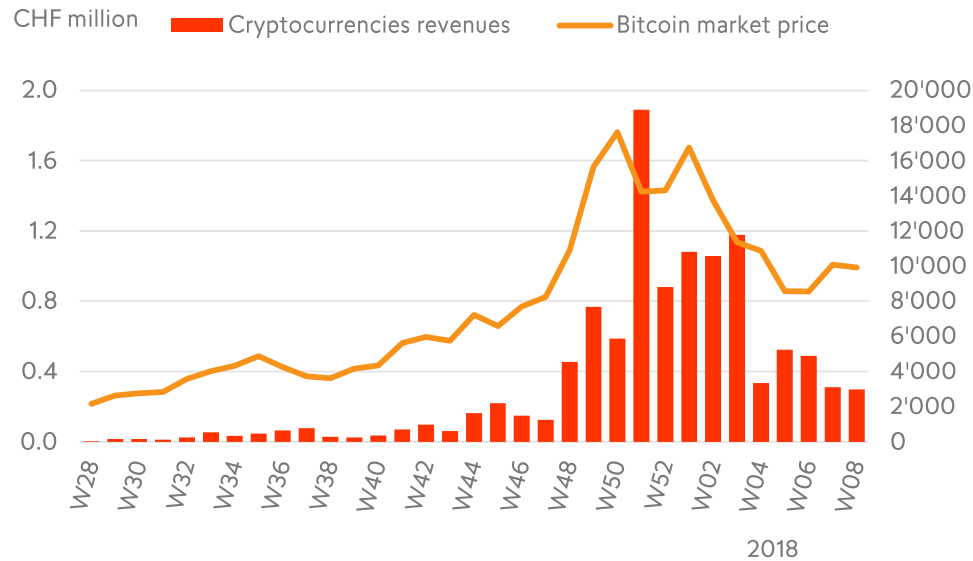
Section IV

Trading accounts - assets and total trades

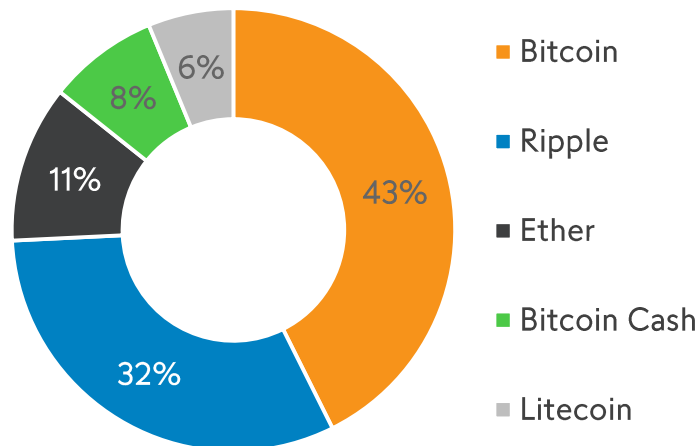


- 236'861 Trading accounts (+0.3% vs. 2016), at the end of 2017
- Trading client assets at CHF 23.0 billion (+31.6 % vs. 2016)
- Average assets per account at ~ CHF 97'000
- Transactions per client per year stable at 11.0 (-2% vs. 2016)
- Total number of transactions: around 2.6 million in 2017 (+16% vs. 2016)

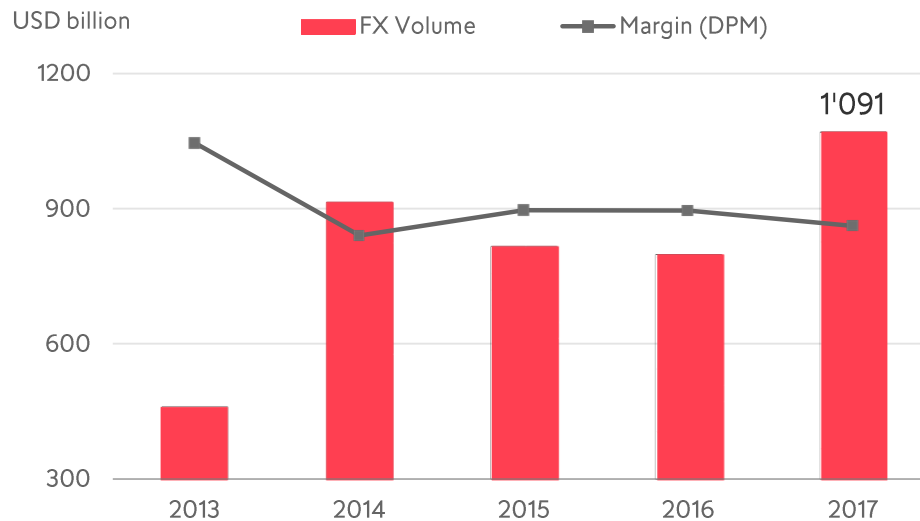
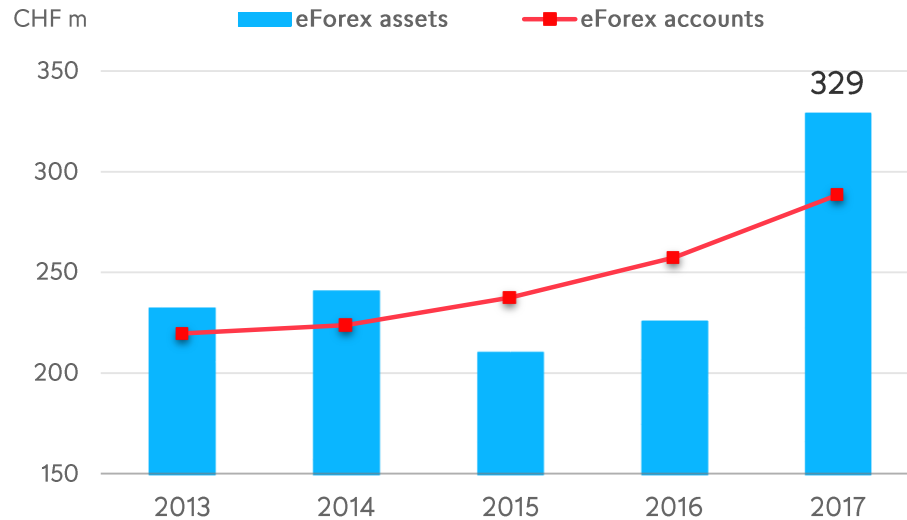
Trading accounts - cryptocurrencies



- 2017 was characterised by a considerable interest in cryptocurrencies
- During Q4-2017, market capitalisation of cryptocurrencies increased by 4x
- Total volume in 2017: CHF 0.9 billion
- Cryptocurrencies revenues at CHF 5.6 million

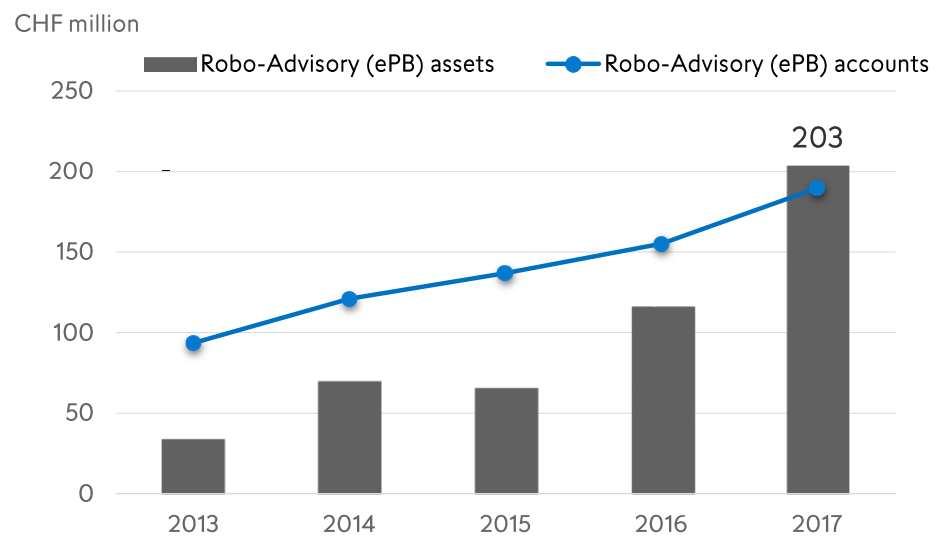


eForex accounts - assets and volumes

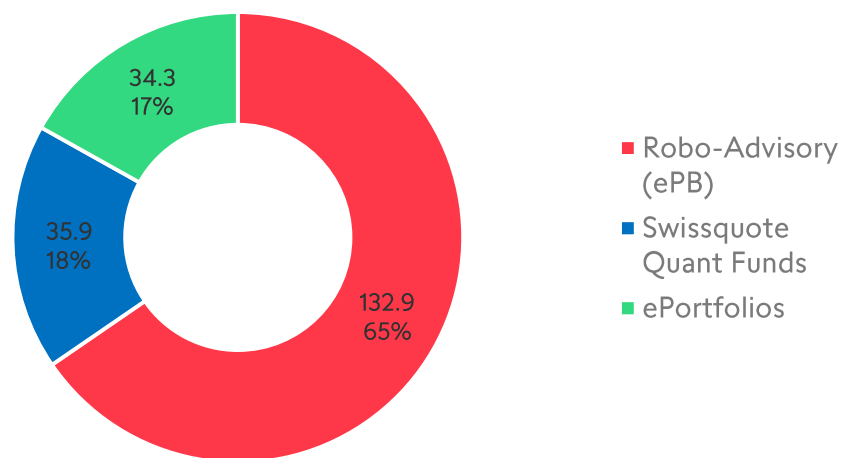


- 41'572 eForex accounts (+29% vs. 2016)
- eForex assets at CHF **328.9 million** (+46% vs. 2016)
- eForex activity reached total volumes of USD **1'090.6 billion** in 2016 (+35.1% vs. 2016)
- eForex income at CHF **66.7 million** (+26.2% vs. 2016)
- DPM at USD 63.7 (CHF 62.4)

Robo-Advisory (ePB) - accounts and assets



- 1'898 Robo-Advisory accounts (+22% vs. 2016)
- Robo-Advisory technology is increasingly being adopted by customers and is expected to gain prominence in the future
- Client assets at CHF **203.1 million** (+75% vs. 2016)



Key Figures for the business year 2017

in CHF thousand, except where indicated	12 months ended 31 December				Comparison with previous half year			
	2017	2016	Change	Change in %	H2-2017	H1-2017	Change	Change in %
Net fee & commission income	85,204.1	69,543.2	15,660.9	22.5%	46,294.9	38,909.2	7,385.7	19.0%
Interest income, net	19,748.5	15,450.4	4,298.1	27.8%	11,120.7	8,627.8	2,492.9	28.9%
eForex income, net	66,675.7	52,821.7	13,854.0	26.2%	34,033.4	32,642.3	1,391.1	4.3%
Trading income, net	22,320.6	16,821.9	5,498.7	32.7%	11,958.7	10,361.9	1,596.8	15.4%
Operating revenues	193,948.9	154,637.2	39,311.7	25.4%	103,407.7	90,541.2	12,866.5	14.2%
Unrealised fair value	1,320.7	(243.2)	1,563.9	643.1%	170.3	1,150.4	(980.1)	-85.2%
Cost of negative interest rates (excluding FX swaps)	(7,513.9)	(4,148.7)	3,365.2	81.1%	(4,899.3)	(2,614.6)	2,284.7	87.4%
Net revenues	187,755.7	150,245.3	37,510.4	25.0%	98,678.7	89,077.0	9,601.7	10.8%
Payroll & related expenses	(64,645.2)	(57,047.7)	7,597.5	13.3%	(34,186.3)	(30,458.9)	3,727.4	12.2%
Other operating expenses	(38,358.9)	(33,572.9)	4,786.0	14.3%	(20,351.1)	(18,007.8)	2,343.3	13.0%
Depreciation	(18,544.0)	(16,745.6)	1,798.4	10.7%	(9,538.0)	(9,006.0)	532.0	5.9%
Marketing expenses	(20,425.6)	(19,669.0)	756.6	3.8%	(10,240.5)	(10,185.1)	55.4	0.5%
Expenses	(141,973.7)	(127,035.2)	14,938.5	11.8%	(74,315.9)	(67,657.8)	6,658.1	9.8%
Pre-tax profit	45,782.0	23,210.1	22,571.9	97.3%	24,362.8	21,419.2	2,943.6	13.7%
Income taxes	(6,597.1)	(2,457.6)	4,139.5	168.4%	(3,065.6)	(3,531.5)	(465.9)	-13.2%
Net profit	39,184.9	20,752.5	18,432.4	88.8%	21,297.2	17,887.7	3,409.5	19.1%
Pre-tax profit margin	24.4%	15.4%			24.7%	24.0%		
Net profit margin	20.9%	13.8%			21.6%	20.1%		
	31.12.2017	31.12.2016	Change	Change in %	31.12.2017	31.12.2016	Change	Change in %
Trading accounts	236,861	236,118	743	0.3%	236,861	233,421	3,440	1.5%
Saving accounts	28,955	32,884	(3,929)	-11.9%	28,955	30,103	(1,148)	-3.8%
eForex accounts	41,572	32,221	9,351	29.0%	41,572	37,879	3,693	9.7%
Robo-Advisory (ePB) accounts	1,898	1,552	346	22.3%	1,898	1,652	246	14.9%
Total number of accounts (units)	309,286	302,775	6,511	2.2%	309,286	303,055	6,231	2.1%
Trading client assets	22,979.1	17,457.4	5,521.7	31.6%	22,979.1	20,039.8	2,939.3	14.7%
Saving client assets	600.6	758.0	(157.4)	-20.8%	600.6	614.5	(13.9)	-2.3%
eForex client assets	328.9	226.1	102.8	45.5%	328.9	347.5	(18.6)	-5.4%
Robo-Advisory (ePB) assets	203.1	115.9	87.2	75.2%	203.1	166.8	36.3	21.8%
Total client assets (CHF m)	24,111.7	18,557.4	5,554.3	29.9%	24,111.7	21,168.6	2,943.1	13.9%
Total assets under custody (CHF m)	23,240.0	17,863.5	5,376.5	30.1%	23,240.0	20,301.1	2,938.9	14.5%
Total net new money (CHF m)	2,714.0	6,072.8	(3,358.8)	-55.3%	1,201.0	1,513.0	(312.0)	-20.6%
eForex volume (USD bn)	1,090.6	807.3	283.3	35.1%	596.2	494.4	101.8	20.6%
Total equity (CHF m)	295.1	280.8	14.3	5.1%	295.1	271.5	23.6	8.7%
Capital ratio	26.1%	24.5%	1.6	6.5%	26.1%	20.5%	5.6	27.2%
Total headcounts/average headcounts (FTE)	593/572	550/537	43/35	7.8%/6.5%	593/582	570/560	23/22	4.0%/3.9%

Business metrics - snapshot

		Unit	H2-2017	H1-2017	H2-2016	H1-2016
Trading accounts	Total number of transactions	#	1'312'596	1'281'451	1'140'578	1'142'039
	Transactions per client per year	#	11.0	10.8	11.1	11.1
	Average assets per account	CHF million	97'000	86'000	71'000	63'000
	Cryptocurrencies volume	CHF million	897.9	-	-	-
	Cryptocurrencies revenues	CHF million	5.6	-	-	-
eForex accounts	Total volume	USD billion	596.2	494.4	434.2	373.1
	Dollar-per-million of volume	CHF	58.5	67.0	57.8	76.2
	Total assets	CHF million	328.9	347.5	226.1	196.9
Robo-advisory accounts	Total assets	CHF million	203.1	166.8	105.4	87.7
	Total accounts	#	1'898	1'652	1'552	1'439
Others	WL share of net revenues	%	9%			

THANK YOU

Geneva – Zurich – Bern – London – Dubai – Malta – Hong Kong