

TWENTY TWO

PRESS CONFERENCE

Results for H1-2022

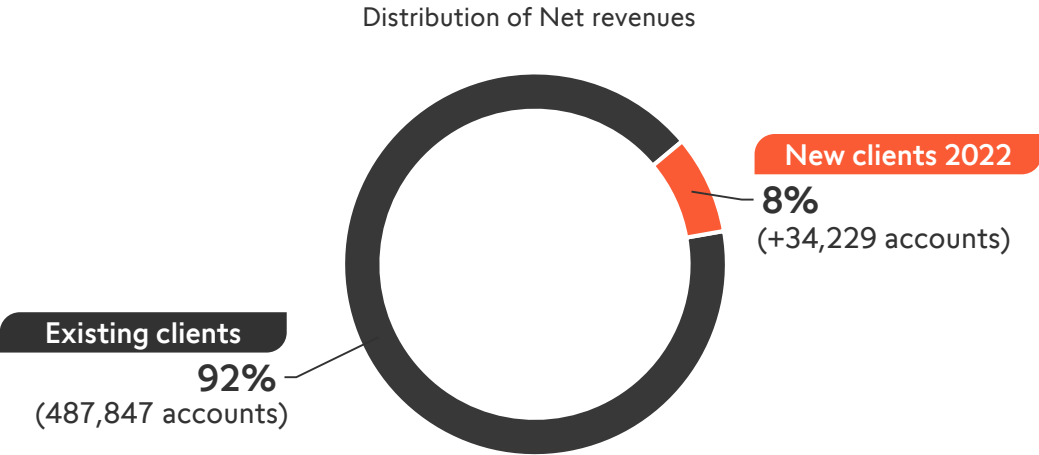
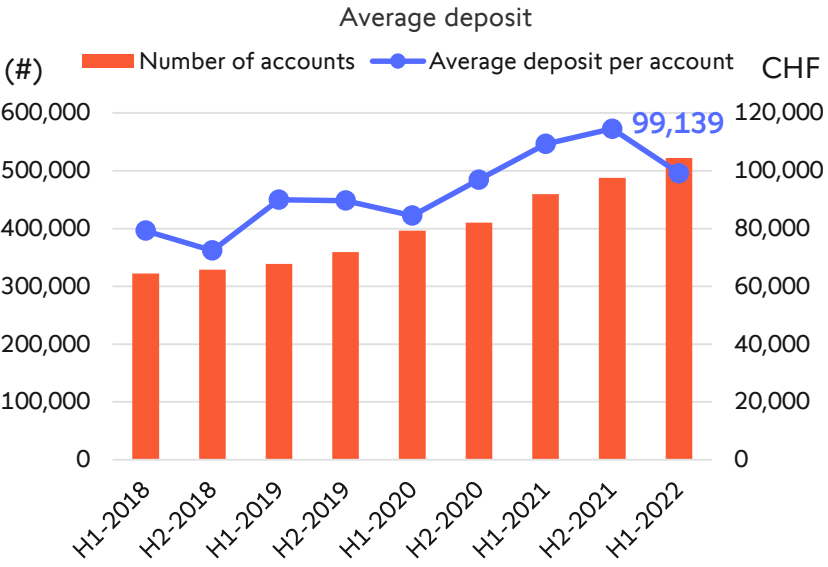
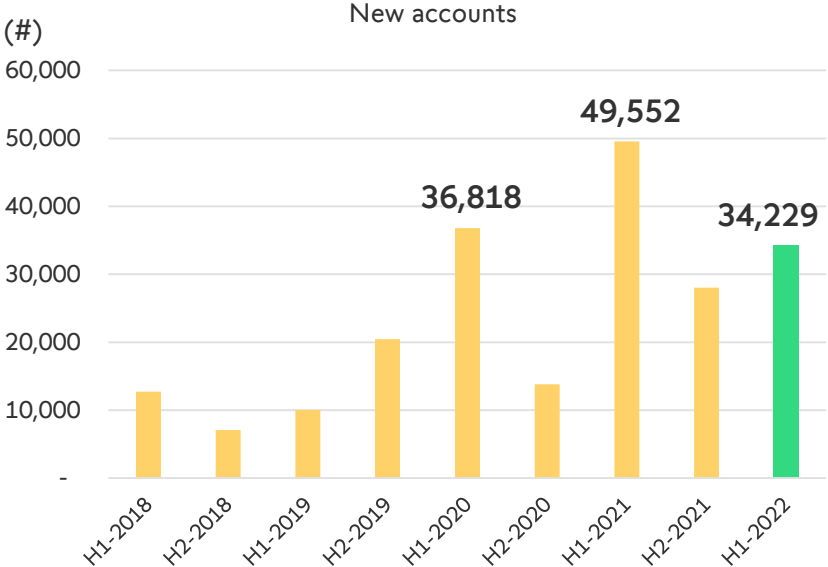
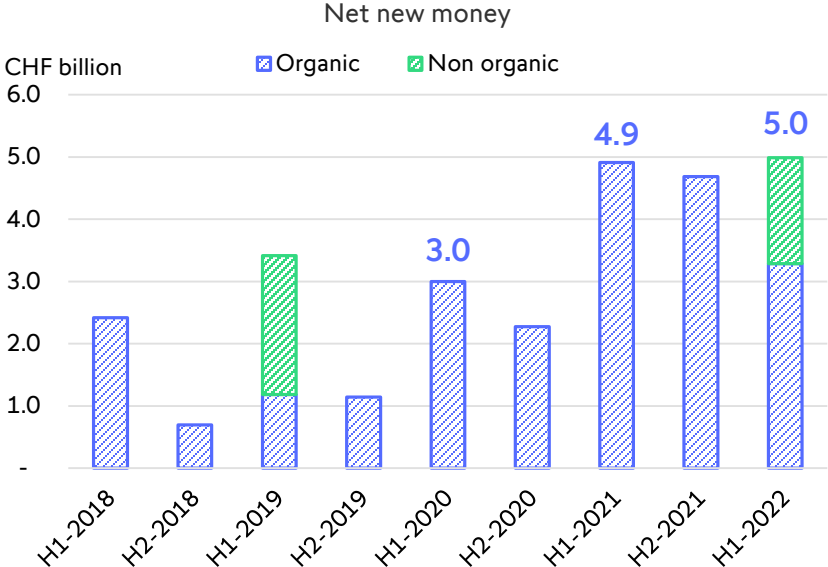
10th August 2022

AGENDA

- HALF YEAR 2022
- BUSINESS UPDATE
- yuh
- BALANCE SHEET
- GUIDANCE 2022
- APPENDIX

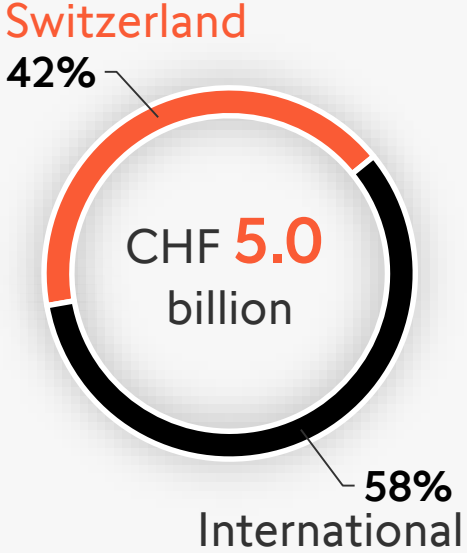
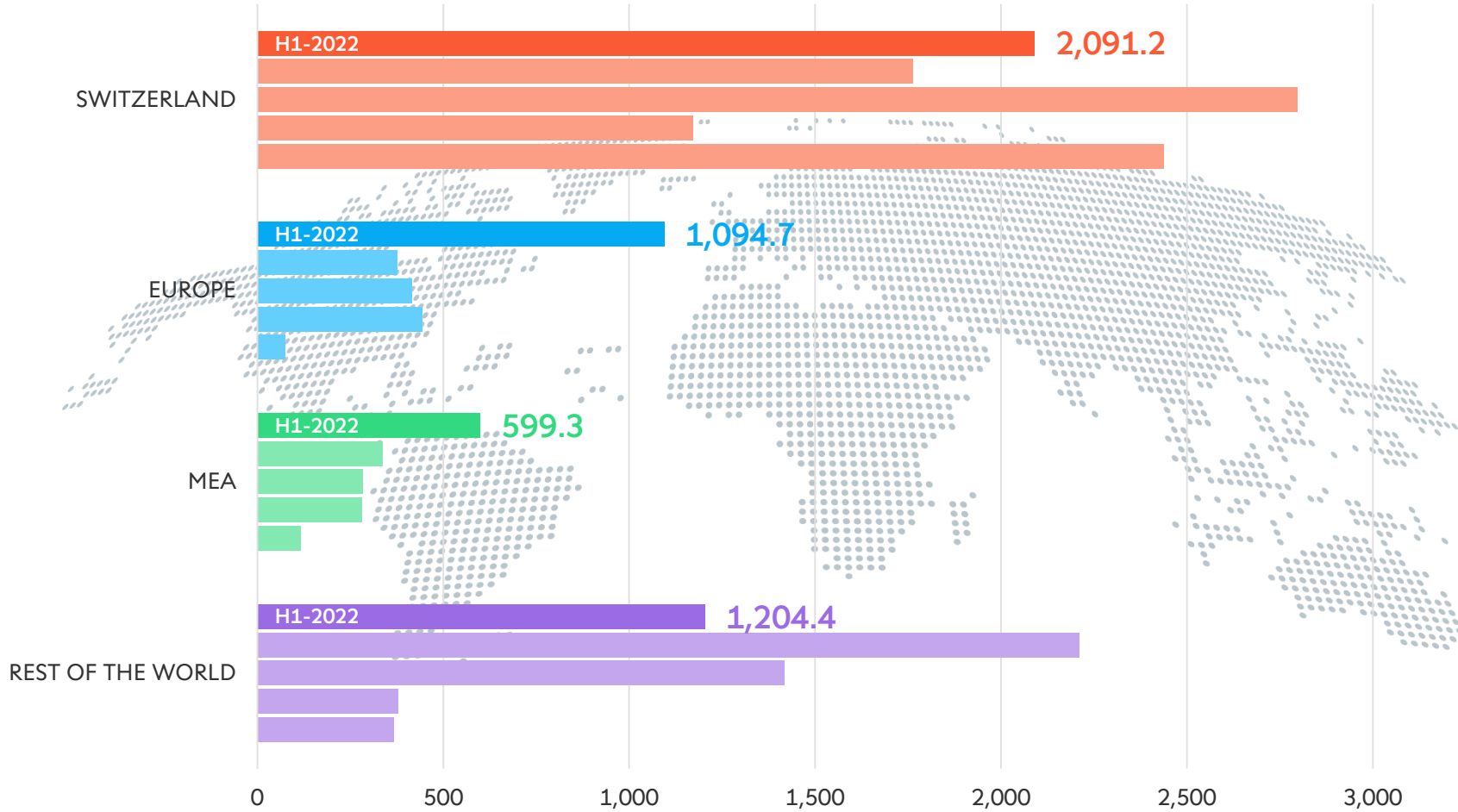
HALF YEAR 2022

Customer interest and quality of accounts remain unchanged

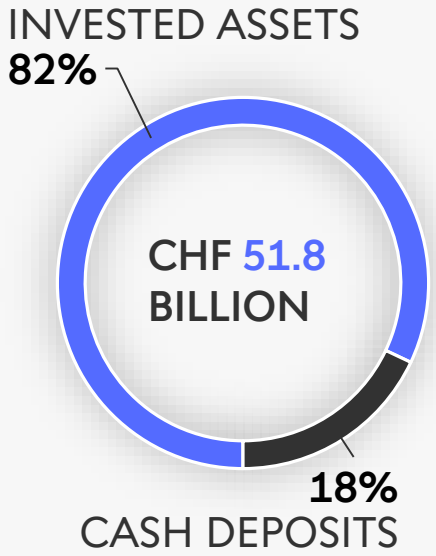
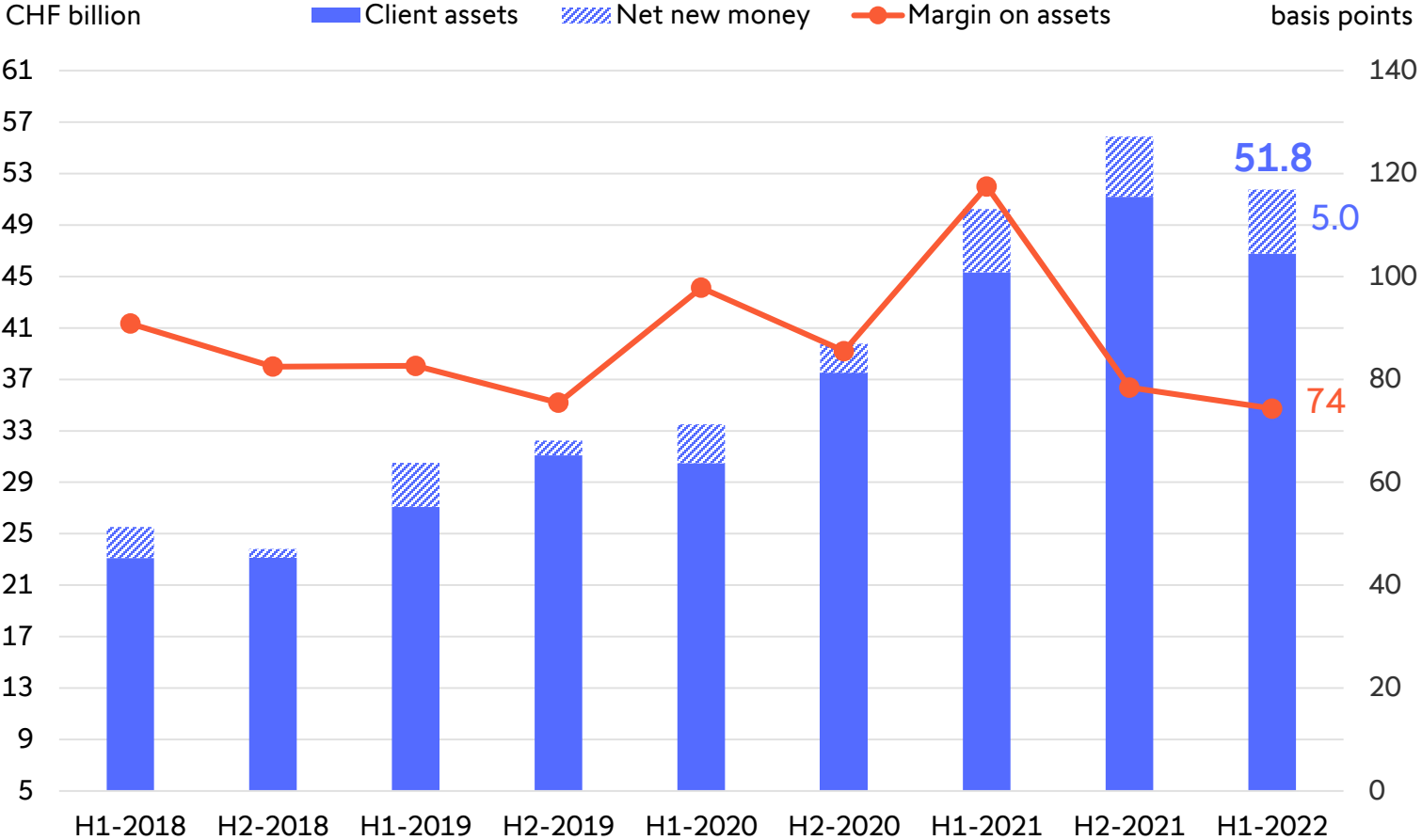


Highest net new money since 2016

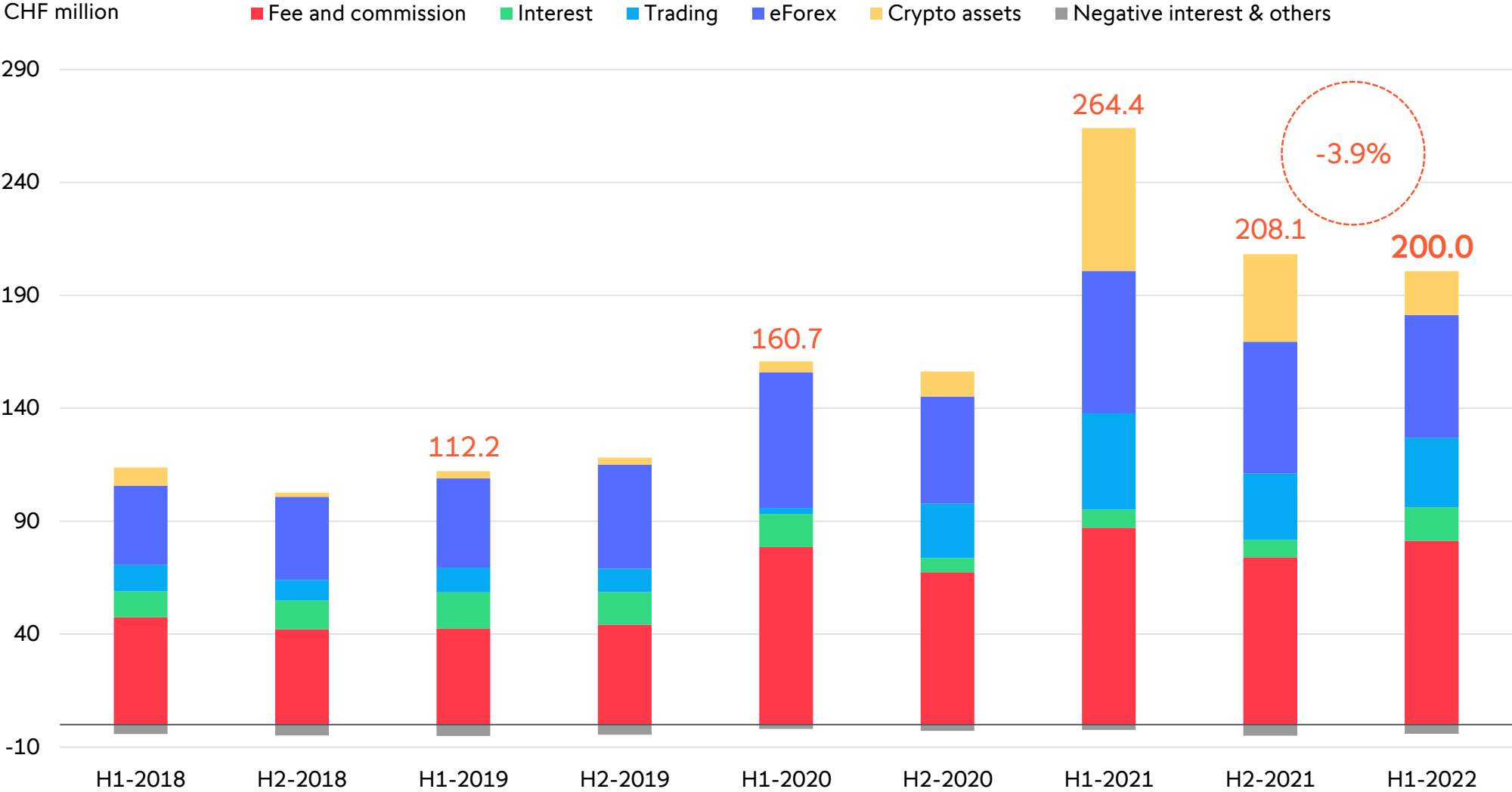
By domicile of the customers (in CHF million)



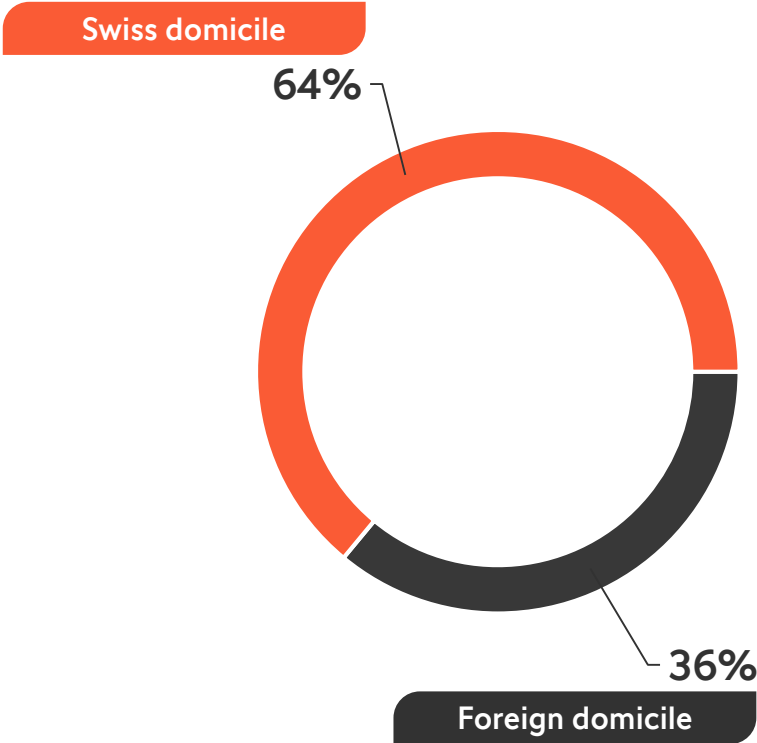
Client assets at CHF 51.8 billion



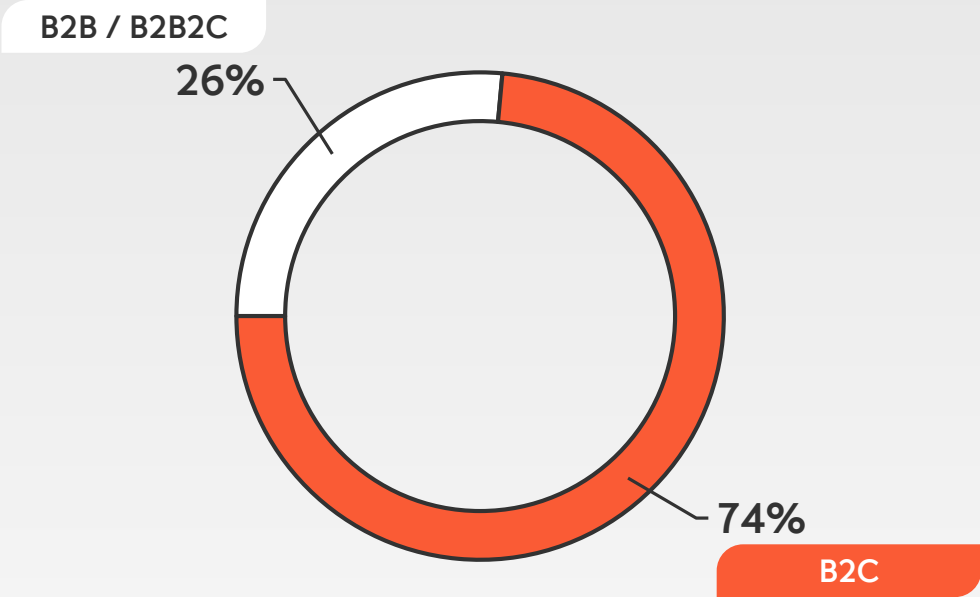
Net revenues of CHF 200.0 million



Net revenues by customer profile

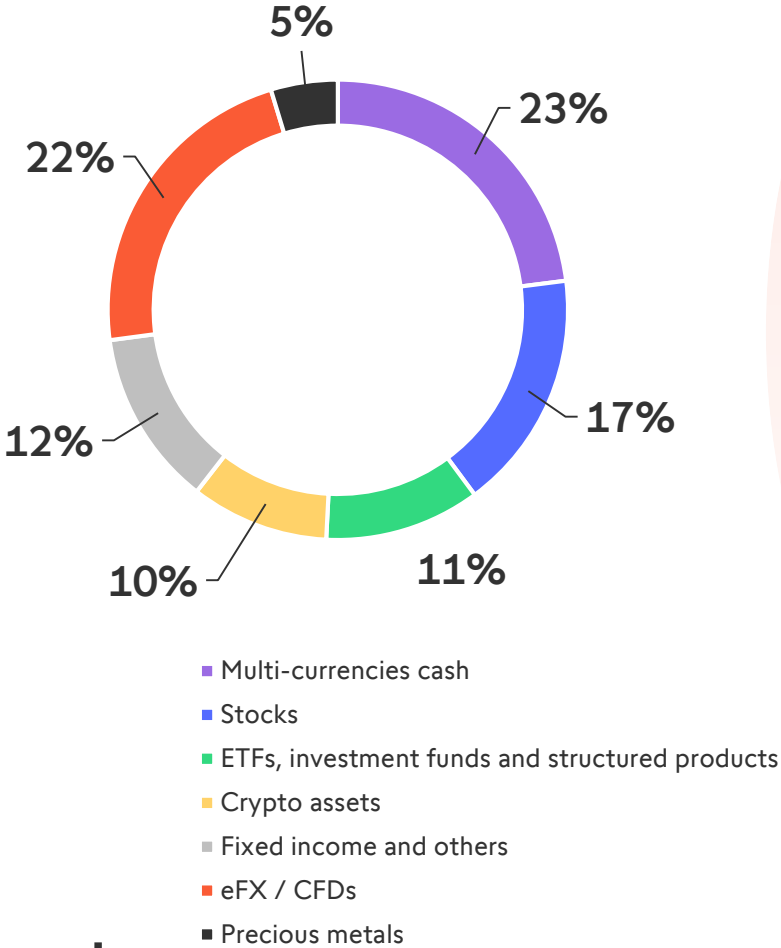


- Asset managers
- Money managers
- White labels
- Investment funds
- Fund managers
- Banks and brokers

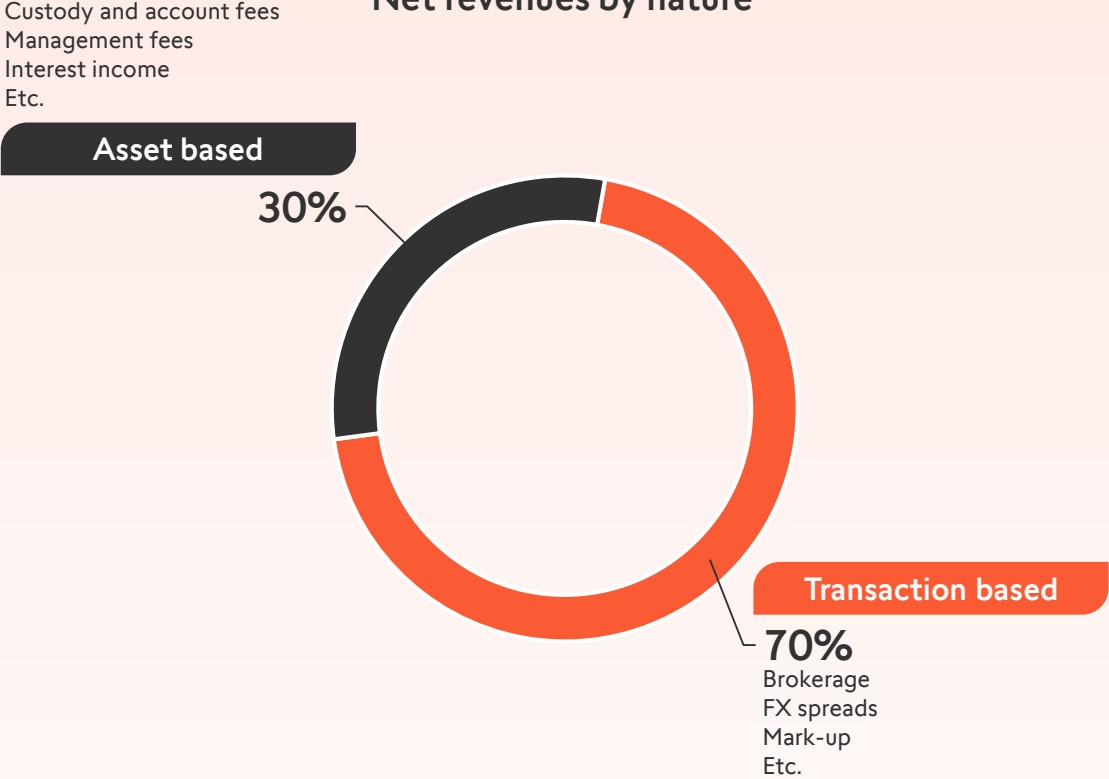


Net revenues by asset class and nature

Net revenues by asset class



Net revenues by nature

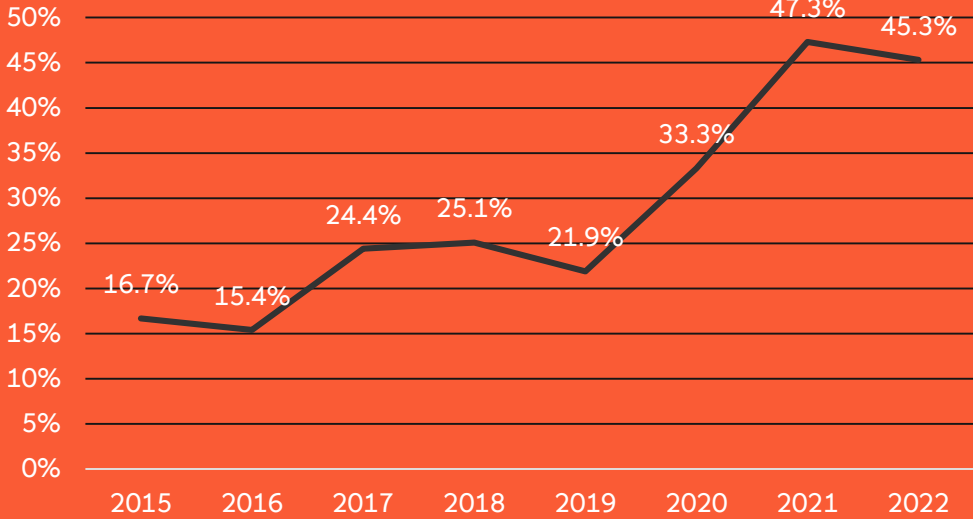


Pre-Tax Profit and Pre-Tax Margin

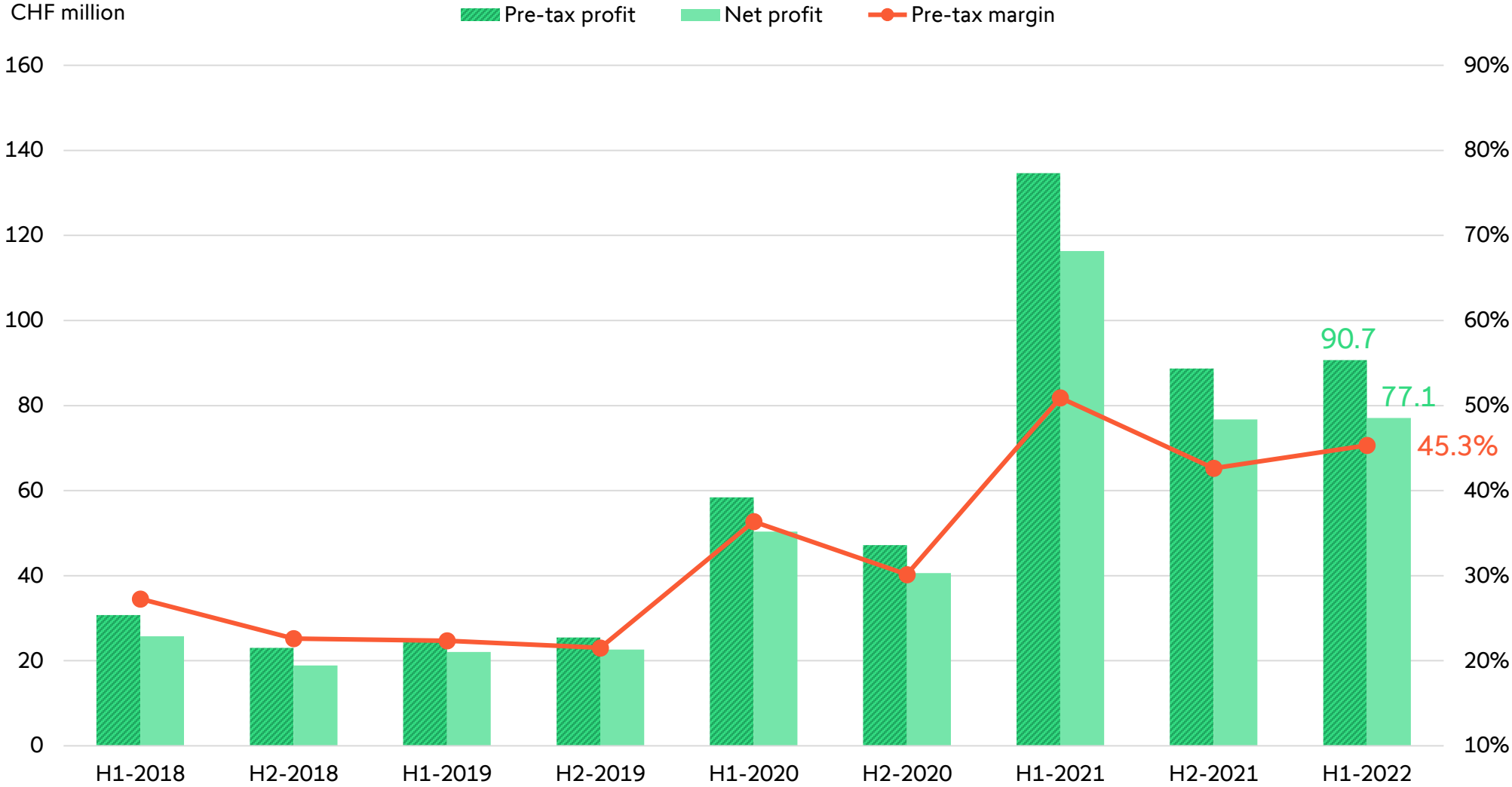
IN H1-2022, SWISSQUOTE ACHIEVED



Pre-Tax Margin throughout negative interest period

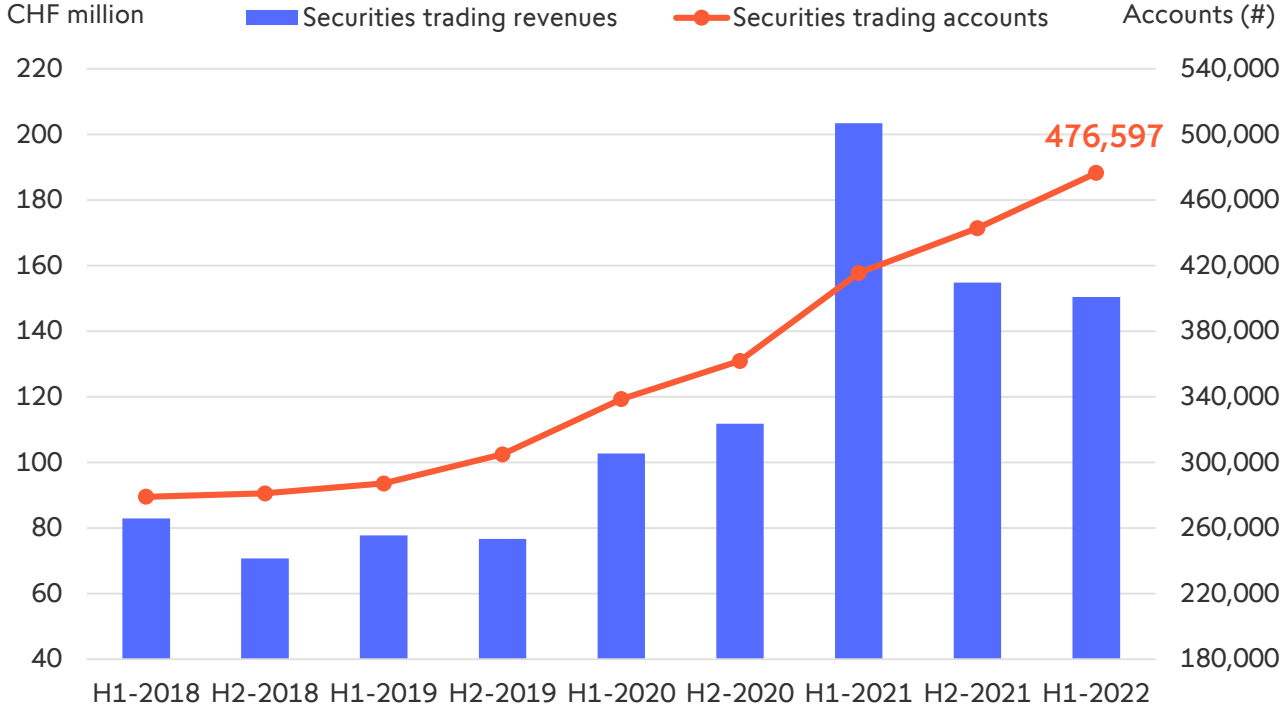
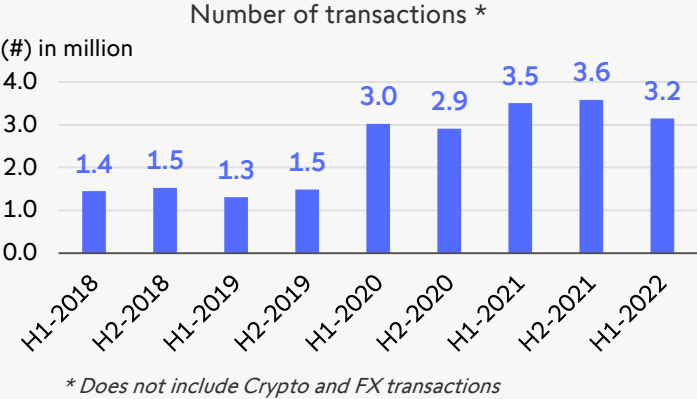


Net profit of CHF 77.1 million

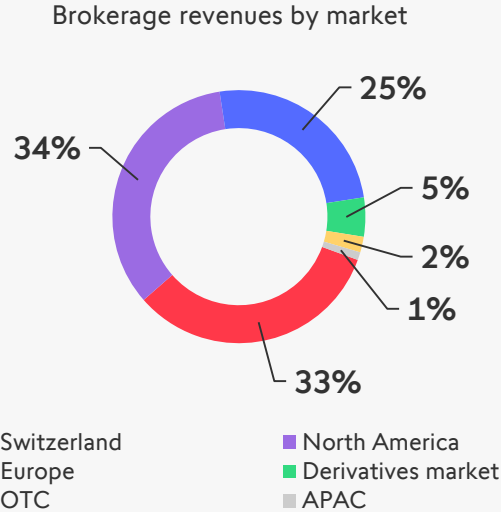


BUSINESS UPDATE

Securities trading



AVERAGE TRANSACTION SIZE
CHF 24,835



ENABLING ESG INVESTING @Swissquote

Filter out sectors client wants to avoid: fossil fuel, animal testing, weapons, tobacco, alcohol...



Display **ESG scores** per company



ESG Inspiration section stock-picking based on the values



Display client's **portfolio ESG score** and how it matches the **values** chosen



Select values considered important: gender equality, human rights, GHG emissions...

IN
H2-2022

EXCHANGE Crypto Assets

NEW CRYPTO

AUDIUS
APECOIN
CHILIZ
DECENTRALAND
ENJIN
HEDERA HASHGRAPH



STAKING

TEZOS POLKADOT



COMING SOON

ETHER



CARDANO



ALGORAND



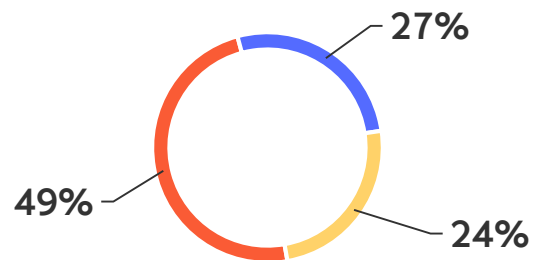
COSMOS



SOLANA

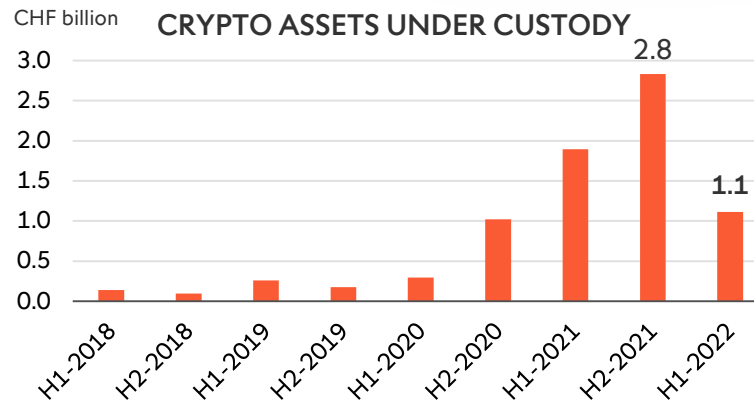


DISTRIBUTION OF CRYPTO HOLDINGS



■ BTC ■ ETH ■ OTHER CRYPTO ASSETS

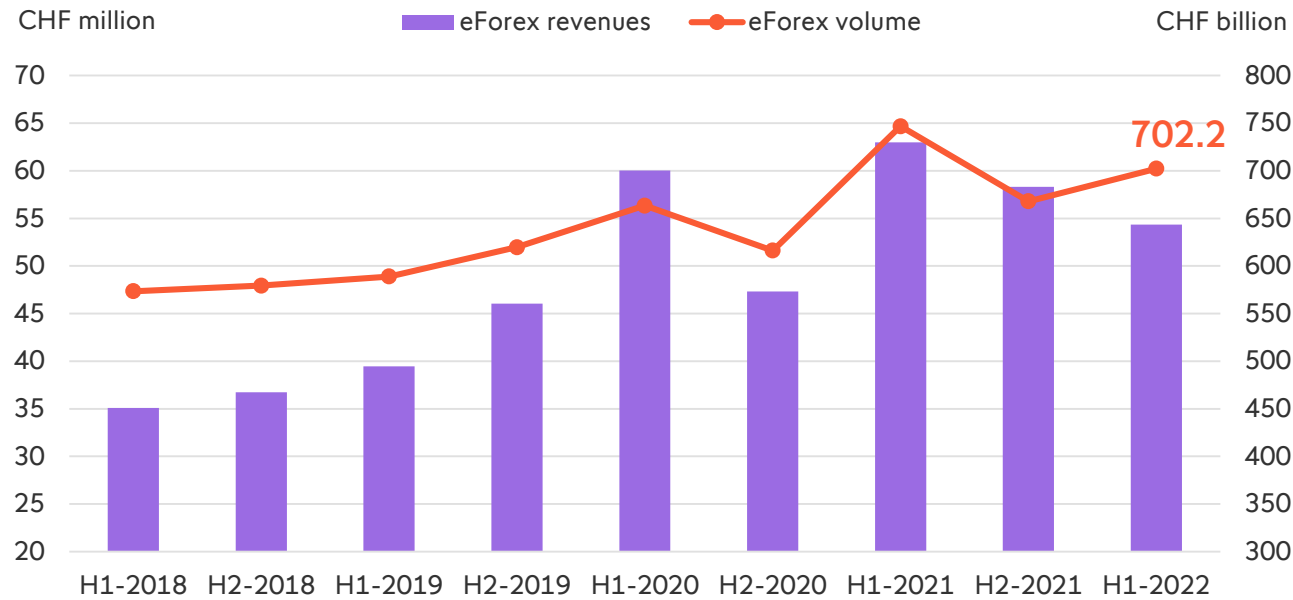
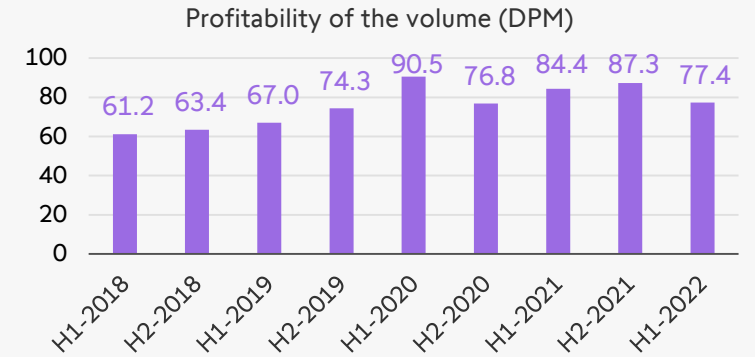
CUSTOMER HOLDINGS



SWISSQUOTE EXCHANGE: ACTIVATION IN SEPTEMBER

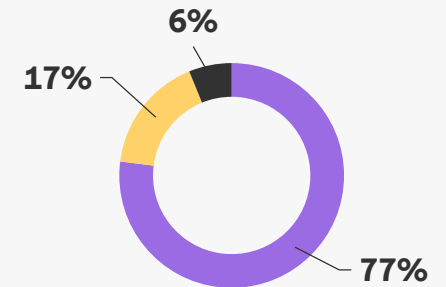


eForex



**TOTAL OF
CHF 426.8 MILLION
eForex assets**

Revenues split by platform



■ MT4 / MT5 ■ Proprietary software ■ Other

quh



yuh IN A NUTSHELL

Number of accounts
75'000



PAY

- Free multi-currency account under 1 IBAN
- Free multi-currency Mastercard Debit Card
- Apple Pay, Google Pay, Samsung Pay
- Recurring payments

Total assets under custody

CHF 281 million

SAVE

- Create your own saving pots
- Set rules to automate payments
- Withdraw money anytime



Number of trades since launch

1.7 million

INVEST

- Selected product universe (275 stocks, 37 ETFs, 34 cryptos, 27 themes)
- Fractional trading – any securities as of 25 CHF
- Saving plans (Recurring investments)



THE YUHSERS

50% our yuhsters are between **18** and **35 y.o.**

CHF 3,500 average deposit per account

CHF 320 average transaction size

2/3 are card users
2/3 are using saving pots
1/2 are traders

Favorite traded share
TESLA

70% men
30% women

yuh



yuh STANDS FOR INNOVATION AND YUHUSER CENTRICITY

Innovation at the core of Yuh's DNA: we thrive to launch one new feature per month

NEW FEATURES SINCE LAUNCH

- Mobile payments (Apple Pay, Google Pay, Samsung Pay)
- Fractional trading
- Recurring payments
- Card limits
- Recurring investments
- Push notifications
- + 200 new investment products

FEATURES COMING UP

- Digital invoicing with *eBill*
- Integrated 3A pillar solution
- ... And many more to come



BALANCE SHEET

Balance sheet as at 30th June 2022

Total assets

10.3

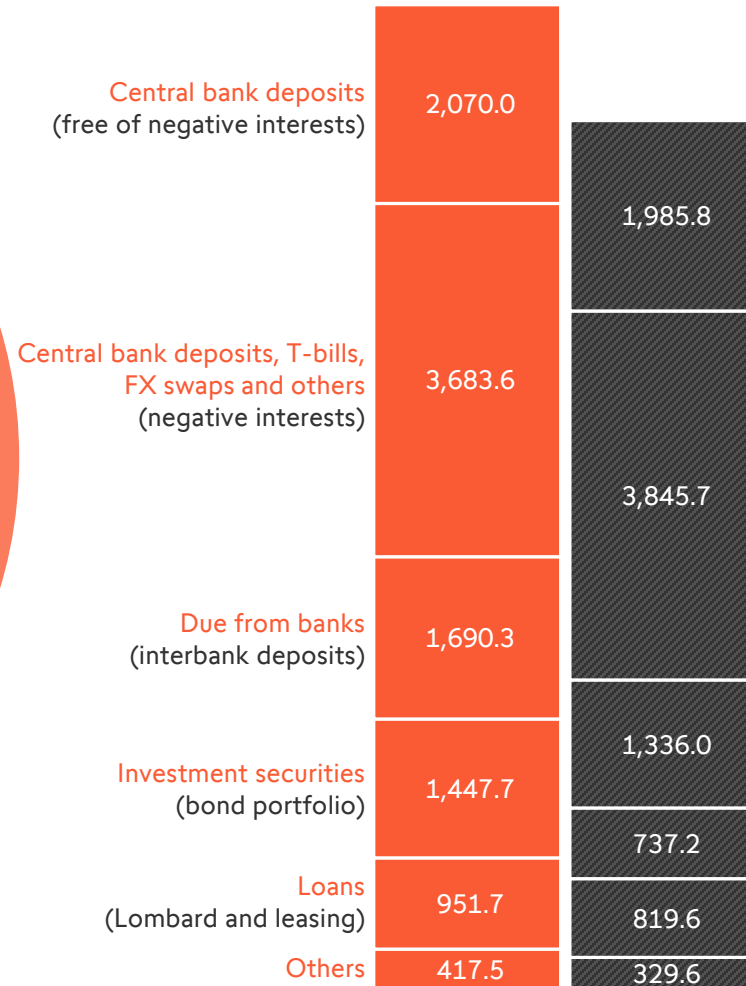
billion in CHF
13.4% increase

Total equity

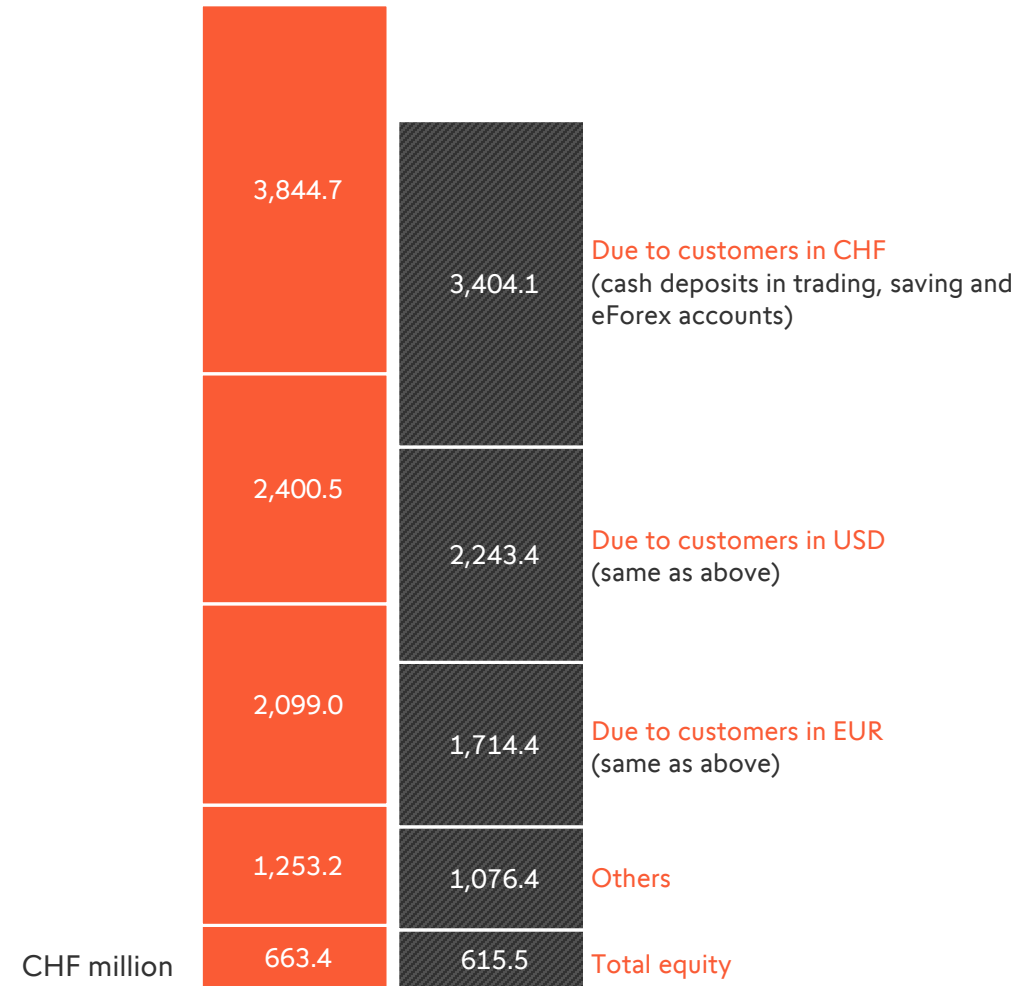
663.4

million in CHF
7.8% increase

Total assets



Total liabilities and equity



CHF million

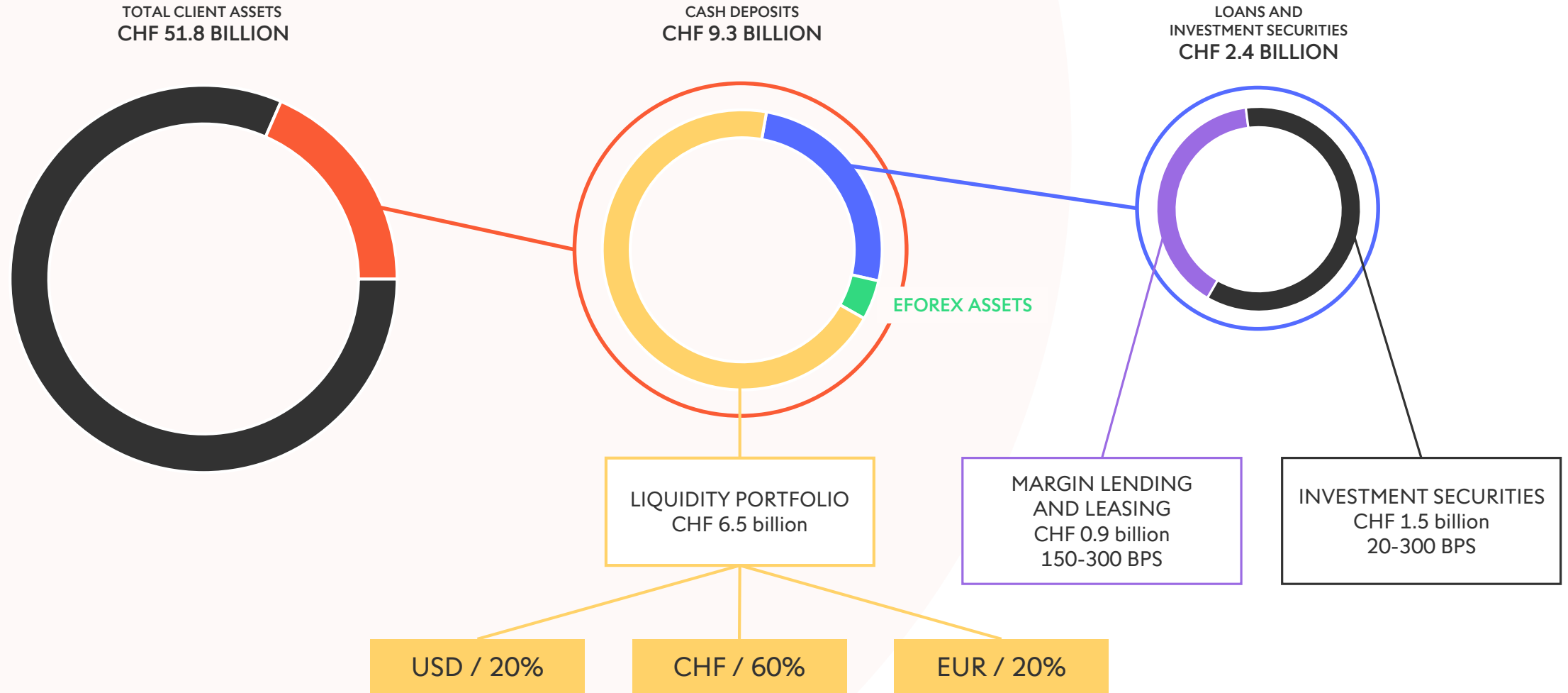
H1-2022

H2-2021

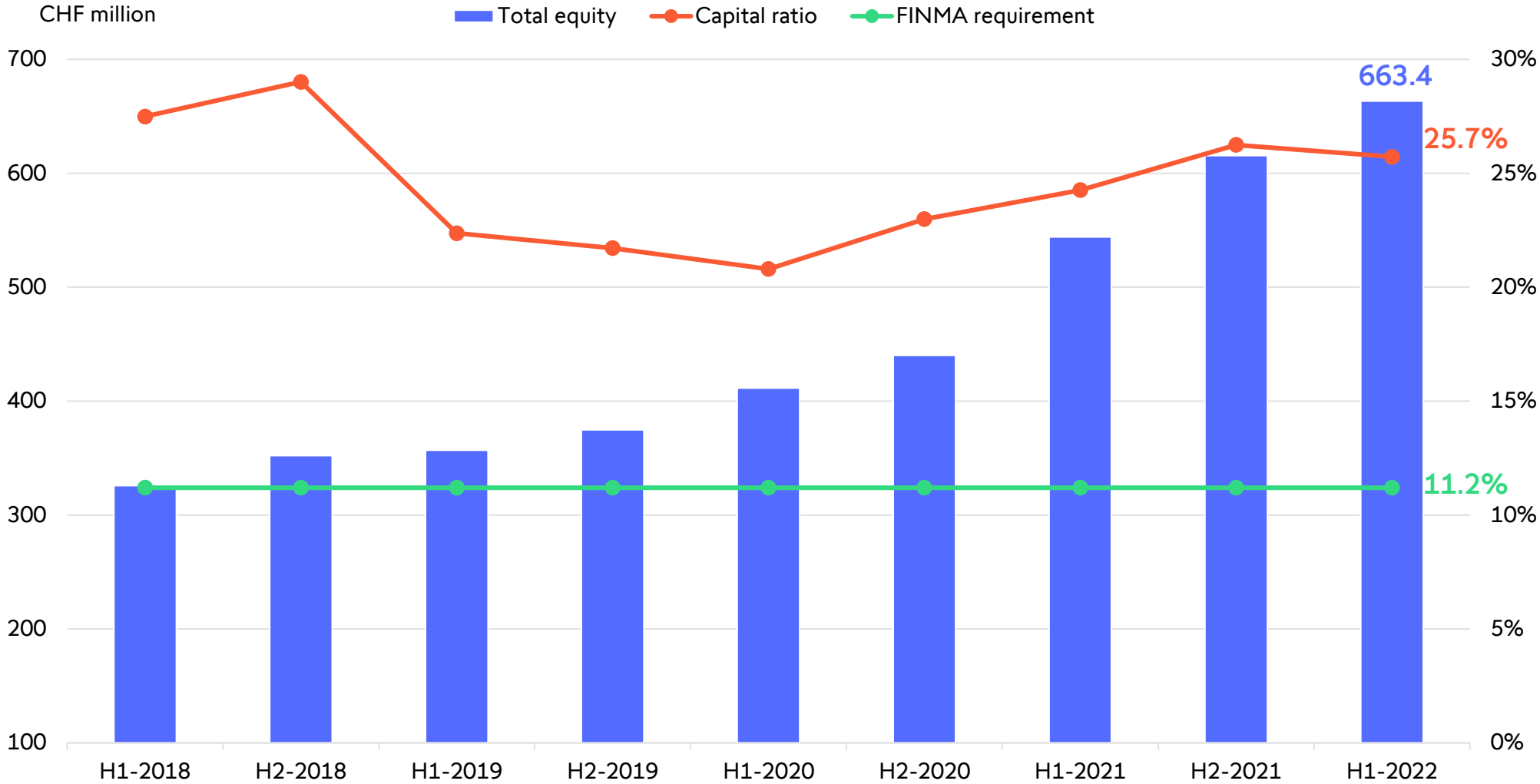
H1-2022

H2-2021

Balance sheet: high interest rate sensitivity

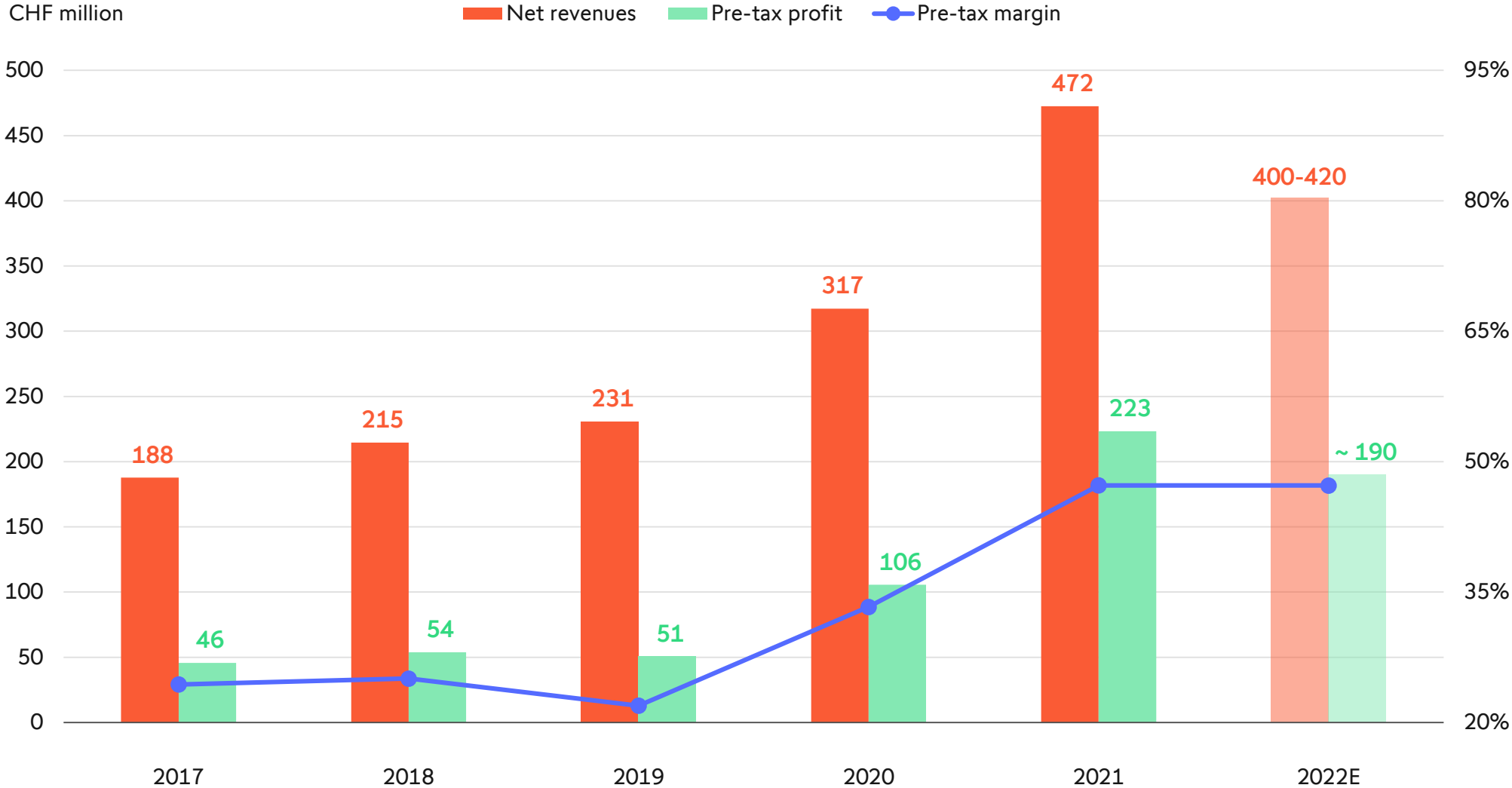


Equity reached CHF 663.4 million



GUIDANCE 2022

Guidance 2022: more caution in uncertain times



APPENDIX

MEET US IN 2022 / 2023



November

ZKB Swiss Equity Conference
Zurich, CH



November

Credit Suisse Equity Forum Switzerland
Zurich, CH



March

Swissquote Presentation of Full Year 2022
Virtual

Key figures for H1-2022

	6 months ended 30 June				Comparison with previous half year			
	2022	2021	Change	Change in %	H1-2022	H2-2021	Change	Change in %
in CHF thousand, except where specified								
Net fee & commission income (excl. crypto.)	81,305.5	87,117.4	(5,811.9)	-6.7%	81,305.5	74,032.8	7,272.7	9.8%
Net crypto-assets income	19,453.6	63,238.5	(43,784.9)	-69.2%	19,453.6	38,845.9	(19,392.3)	-49.9%
Interest income, net ¹	19,023.2	10,454.2	8,569.0	82.0%	19,023.2	12,701.1	6,322.1	49.8%
eForex income, net	54,349.2	63,001.3	(8,652.1)	-13.7%	54,349.2	58,304.1	(3,954.9)	-6.8%
Trading income, net ²	30,664.2	42,618.7	(11,954.5)	-28.0%	30,664.2	29,288.8	1,375.4	4.7%
Operating revenues	204,795.7	266,430.1	(61,634.4)	-23.1%	204,795.7	213,172.7	(8,377.0)	-3.9%
Unrealised fair value	(696.6)	385.6	(1,082.2)	-280.7%	(696.6)	(174.4)	(522.2)	299.4%
Cost of negative interest rates (excluding FX swaps)	(4,087.3)	(2,405.9)	1,681.4	69.9%	(4,087.3)	(4,937.6)	(850.3)	-17.2%
Net revenues	200,011.8	264,409.8	(64,398.0)	-24.4%	200,011.8	208,060.7	(8,048.9)	-3.9%
Payroll & related expenses	(51,917.9)	(70,257.5)	(18,339.6)	-26.1%	(51,917.9)	(54,334.6)	(2,416.7)	-4.4%
Other operating expenses	(26,937.6)	(29,834.9)	(2,897.3)	-9.7%	(26,937.6)	(31,867.9)	(4,930.3)	-15.5%
Depreciation	(15,622.9)	(14,974.7)	648.2	4.3%	(15,622.9)	(16,321.1)	(698.2)	-4.3%
Marketing expenses	(11,960.5)	(14,191.3)	(2,230.8)	-15.7%	(11,960.5)	(15,752.4)	(3,791.9)	-24.1%
Expenses	(106,438.9)	(129,258.4)	(22,819.5)	-17.7%	(106,438.9)	(118,276.0)	(11,837.1)	-10.0%
Net result from investment in joint venture	(2,906.8)	(509.8)	2,397.0	470.2%	(2,906.8)	(1,084.3)	1,822.5	168.1%
Pre-tax profit	90,666.1	134,641.6	(43,975.5)	-32.7%	90,666.1	88,700.4	1,965.7	2.2%
Income taxes	(13,561.5)	(18,290.5)	(4,729.0)	-25.9%	(13,561.5)	(11,938.2)	1,623.3	13.6%
Net profit	77,104.6	116,351.1	(39,246.5)	-33.7%	77,104.6	76,762.2	342.4	0.4%
Pre-tax profit margin	45.3%	50.9%			45.3%	42.6%		
Net profit margin	38.6%	44.0%			38.6%	36.9%		

¹ Net interest income as per condensed consolidated interim financial statements 2022 of CHF 14.9 million should be read in conjunction with the cost of negative interest rates (excluding FX swaps) of -CHF 4.1 million that is presented here separately (CHF 19.0 million less CHF 4.1 million).

² Net trading income as per condensed consolidated interim financial statements 2022 of CHF 84.8 million should be incremented by credit loss expense of -CHF 0.5 million (which 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.

Key figures for H1-2022 (cont.)

	30.06.2022	30.06.2021	Change	Change in %	30.06.2022	31.12.2021	Change	Change in %
in CHF thousand, except where specified								
Trading accounts	452,030	391,373	60,657	15.5%	452,030	418,668	33,362	8.0%
Saving accounts	18,423	18,793	(370)	-2.0%	18,423	18,630	(207)	-1.1%
eForex accounts	45,479	44,191	1,288	2.9%	45,479	44,890	589	1.3%
Robo-Advisory accounts	6,144	5,443	701	12.9%	6,144	5,659	485	8.6%
Total number of accounts (units)	522,076	459,800	62,276	13.5%	522,076	487,847	34,229	7.0%
Trading client assets	50,659.6	49,093.2	1,566.4	3.2%	50,659.6	54,696.0	(4,036.4)	-7.4%
Saving client assets	240.5	249.2	(8.7)	-3.5%	240.5	245.8	(5.3)	-2.2%
eForex client assets	426.8	456.9	(30.1)	-6.6%	426.8	436.9	(10.1)	-2.3%
Robo-Advisory assets	431.4	440.6	(9.2)	-2.1%	431.4	511.1	(79.7)	-15.6%
Total client assets (CHF m)	51,758.3	50,239.9	1,518.4	3.0%	51,758.3	55,889.8	(4,131.5)	-7.4%
Assets under custody (CHF m)	50,431.4	48,917.0	1,514.4	3.1%	50,431.4	54,604.0	(4,172.6)	-7.6%
Net new money (CHF m)	4,989.6	4,912.8	76.8	1.6%	4,989.6	4,687.5	302.1	6.4%
eForex volume (USD bn)	746.1	816.4	(70.3)	-8.6%	746.1	728.9	17.2	2.4%
Total equity (CHF m)	663.4	544.0	119.4	21.9%	663.4	615.5	47.9	7.8%
Capital ratio (%)	25.7%	24.3%	1.4%	5.8%	25.7%	26.2%	-0.5%	-1.9%
Total headcounts / average headcounts (FTE)	1040 / 996	904 / 854	136 / 142	15% / 16.6%	1040 / 996	952 / 928	88 / 68	9.2% / 7.3%

THANK
YOU

GENEVA · ZURICH · BERN | LONDON · LUXEMBOURG · MALTA · BUCHAREST · DUBAI · SINGAPORE · HONG KONG