

20  
20

**Press conference**  
**Results for the first half  
of 2020**

August 11<sup>th</sup>, 2020

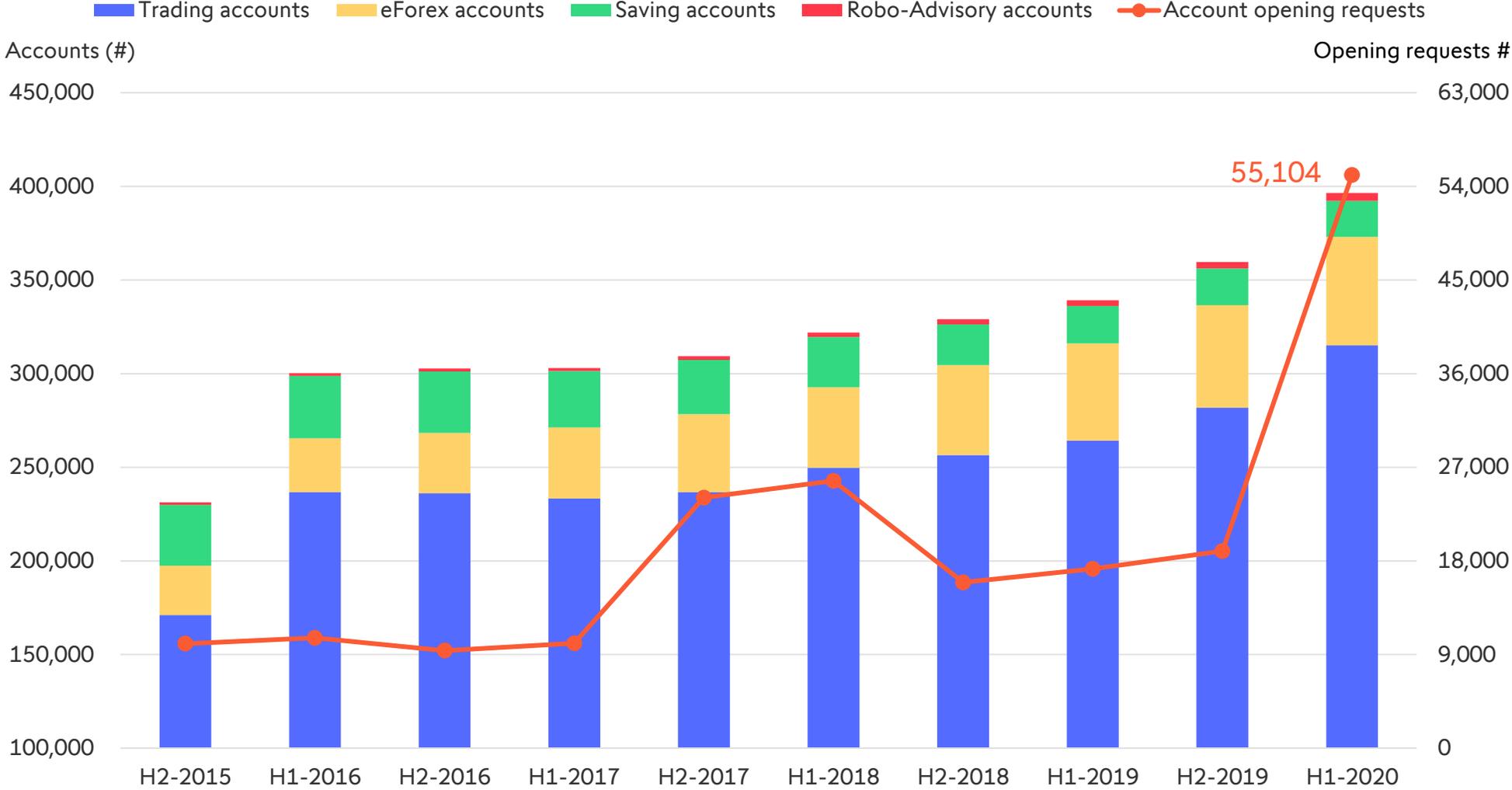
# Agenda

- H1-2020 summary
- FY-2020 outlook
- Business development
- Balance sheet
- Appendix

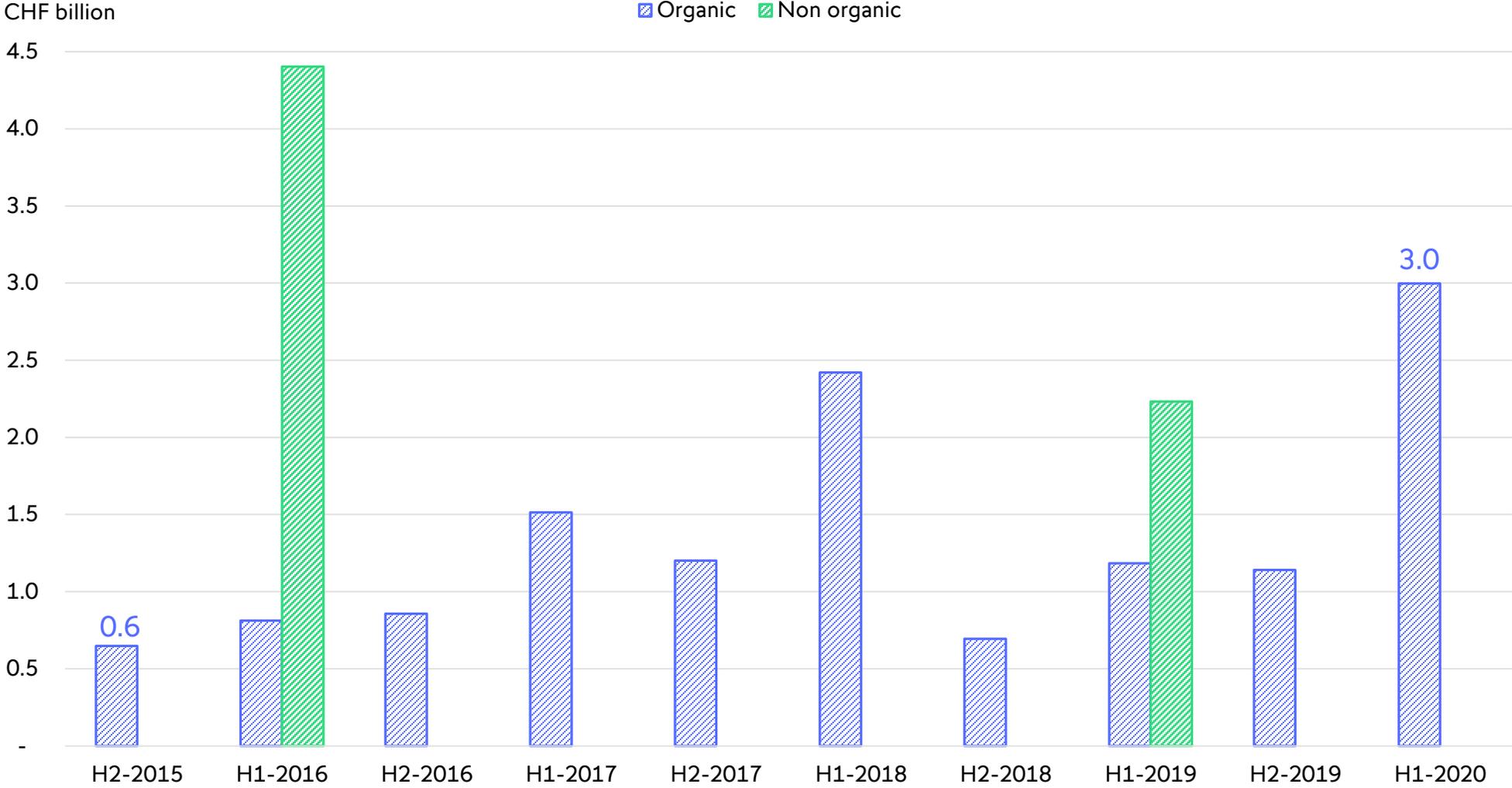
# H1-2020 summary

Section I

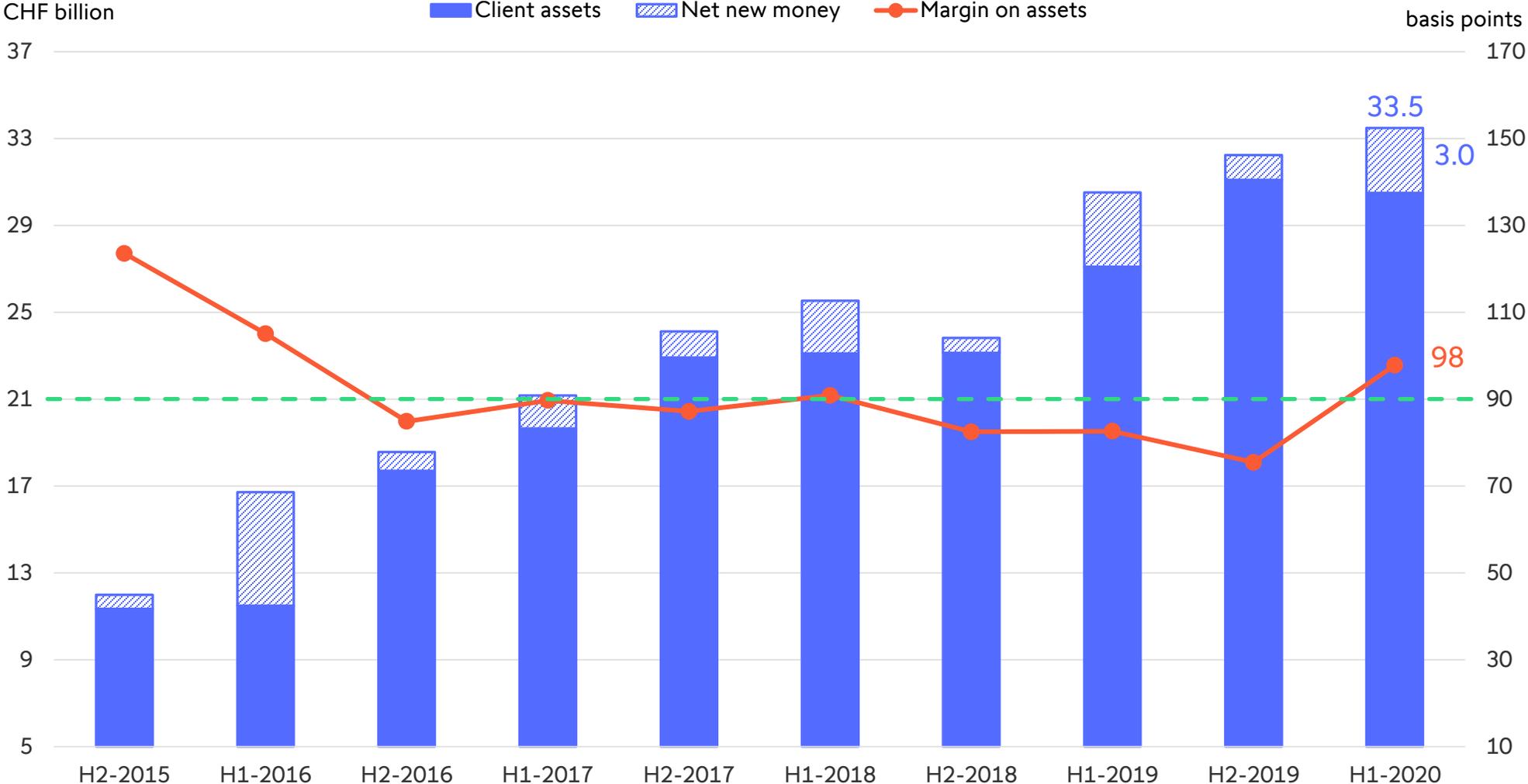
# Strong account opening requests



# Growing net new money



# Client assets at CHF 33.5 billion



# H1-2020 net new money

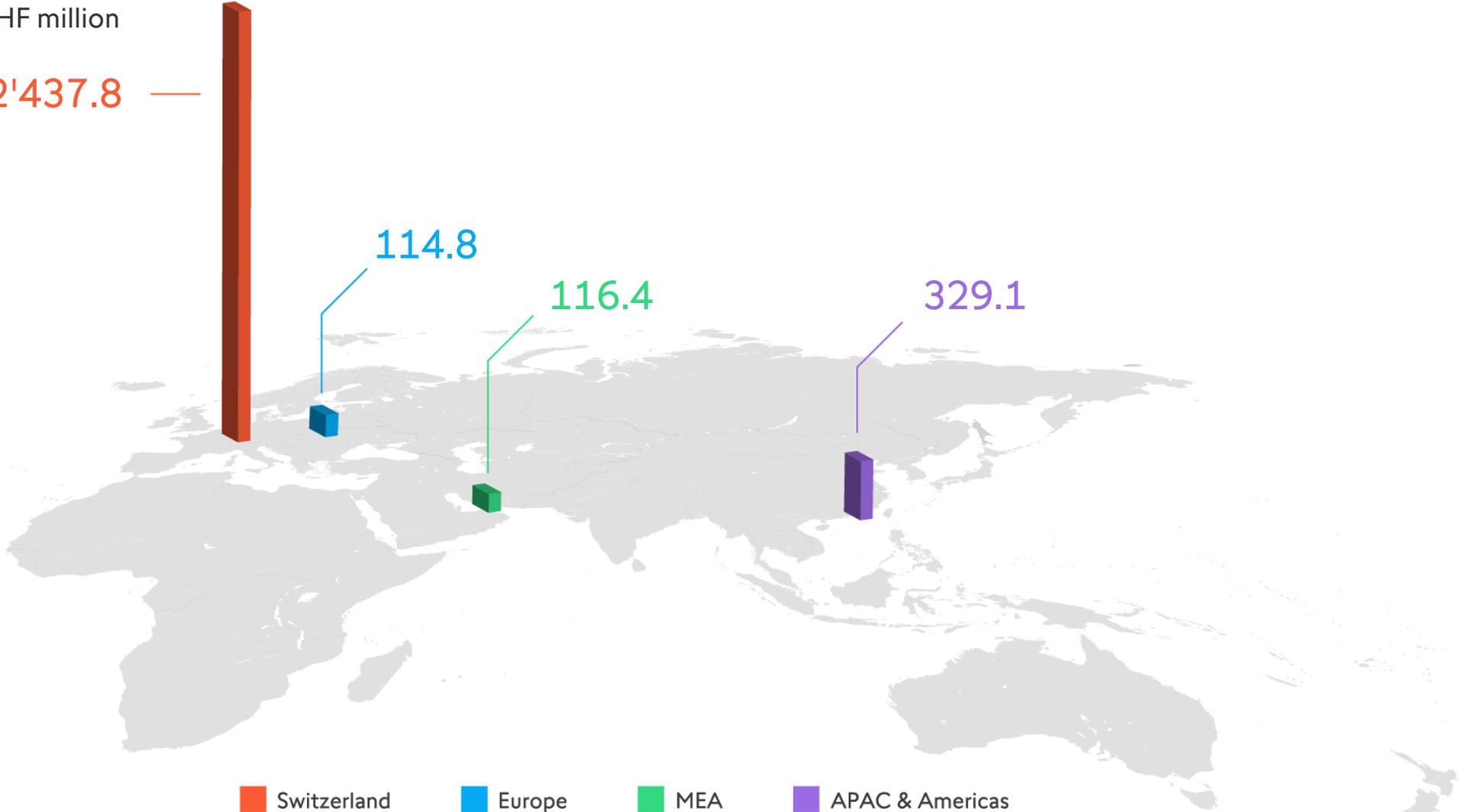
CHF million

2'437.8

114.8

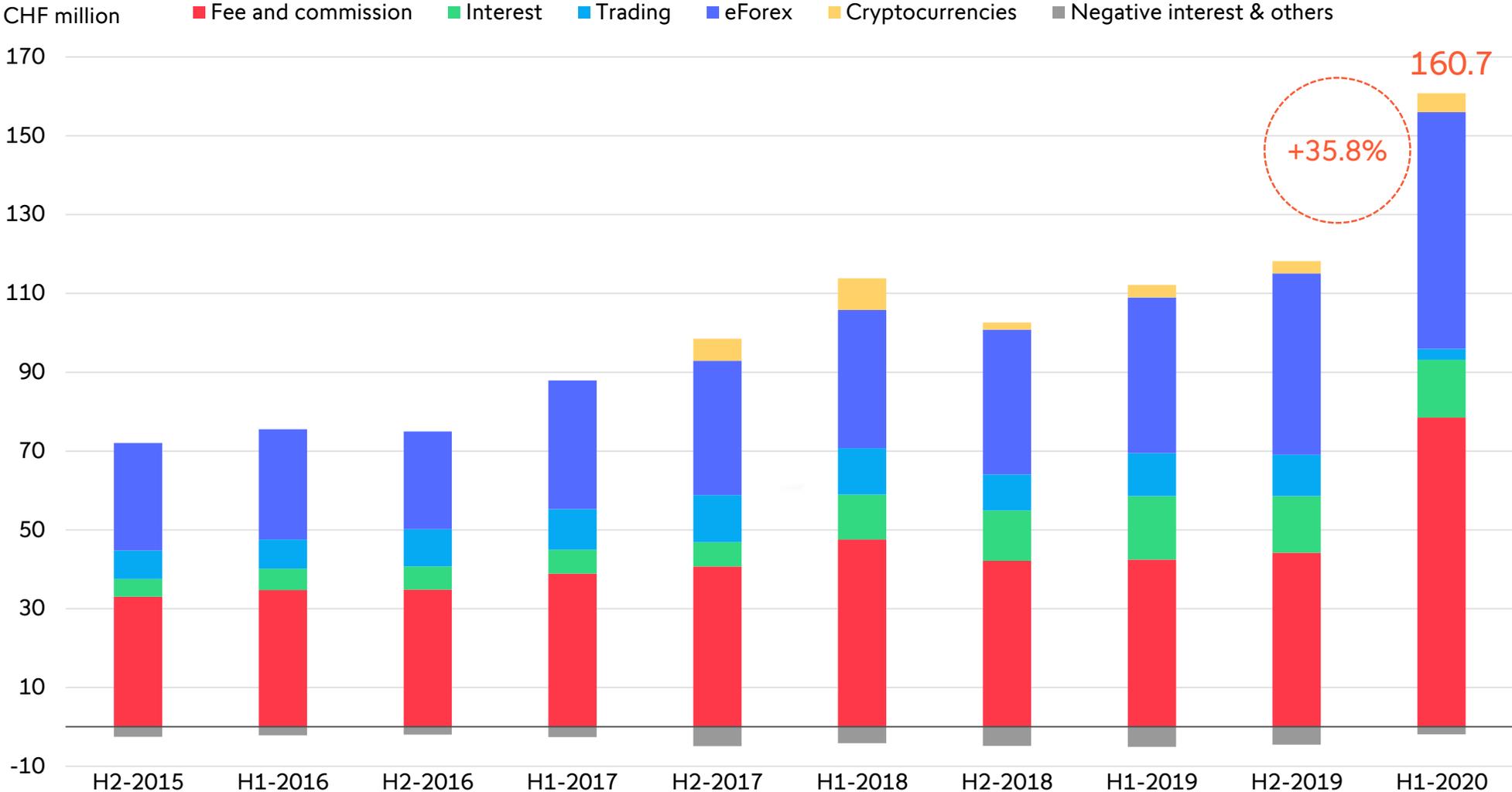
116.4

329.1

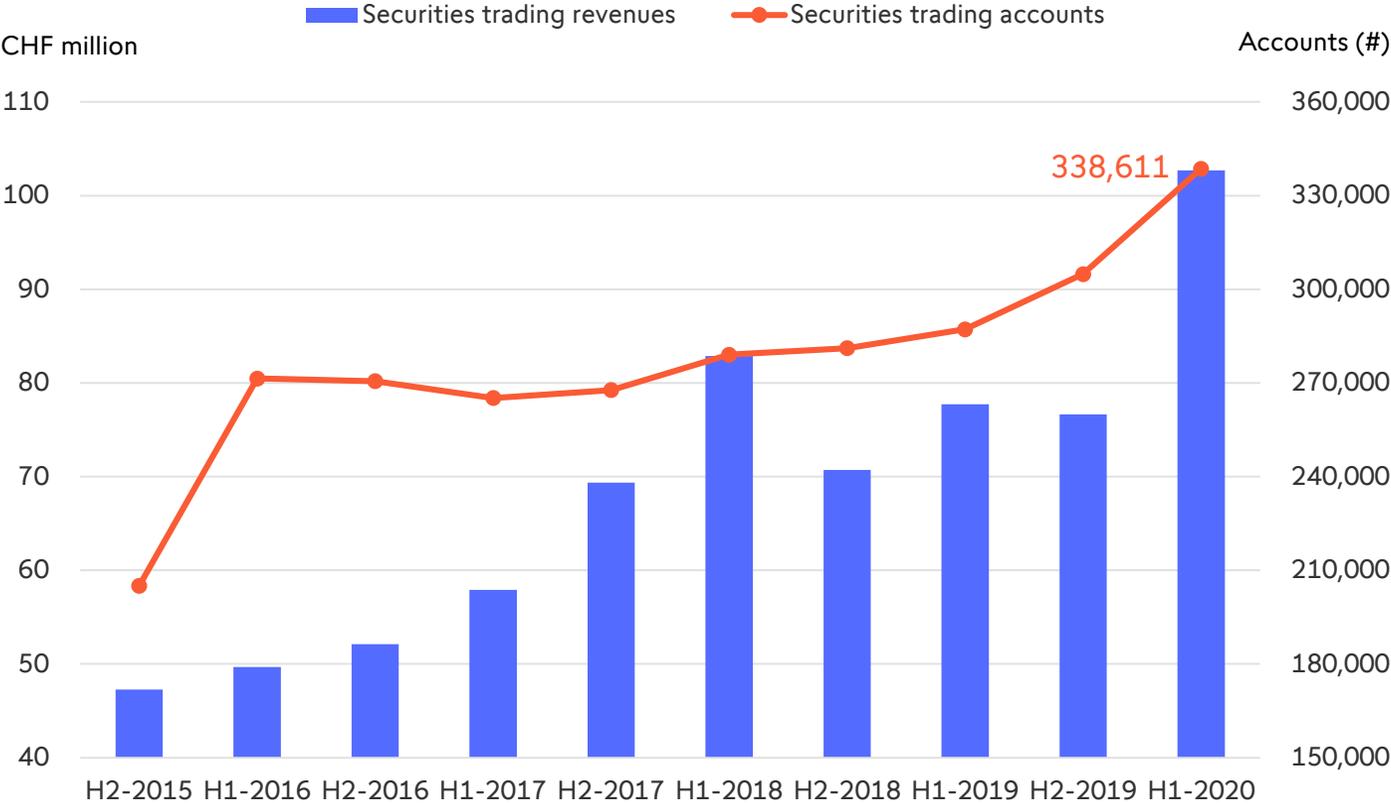


Switzerland Europe MEA APAC & Americas

# Net revenues of CHF 160.7 million

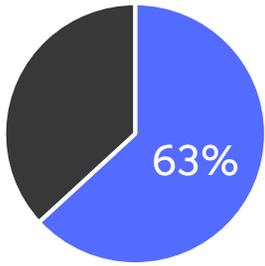


# Securities trading: strong customer acquisition



3 million of transactions in H1-2020 (H1-2019: 1.3 million of transactions)

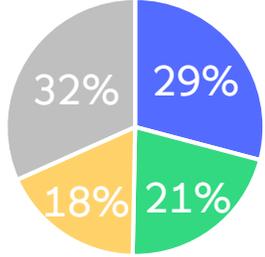
Securities trading in % of total net revenues



Securities trading in % of total client assets

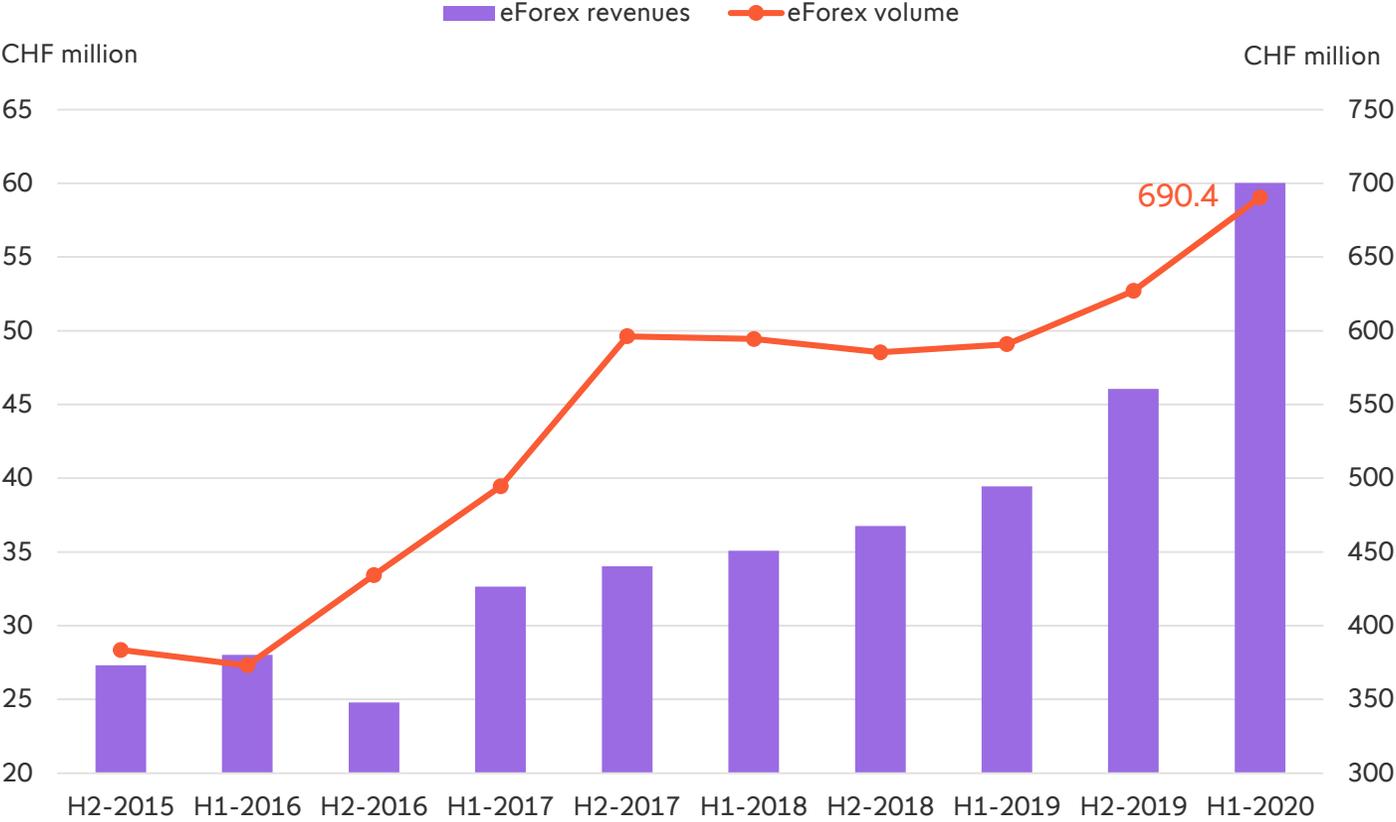


Transactions per stock exchange



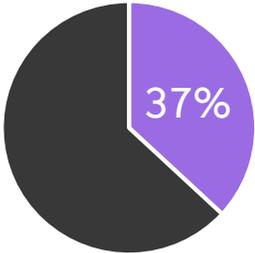
■ SIX ■ USA ■ Germany ■ Others

# eForex: steady increase in transaction volume

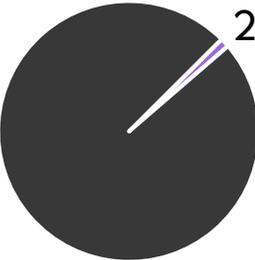


DPM of 90.5 in H1-2020 (H1-2019: 67.0)

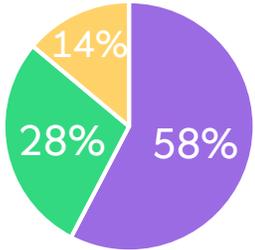
eForex in % of total revenues



eForex in % of total client assets

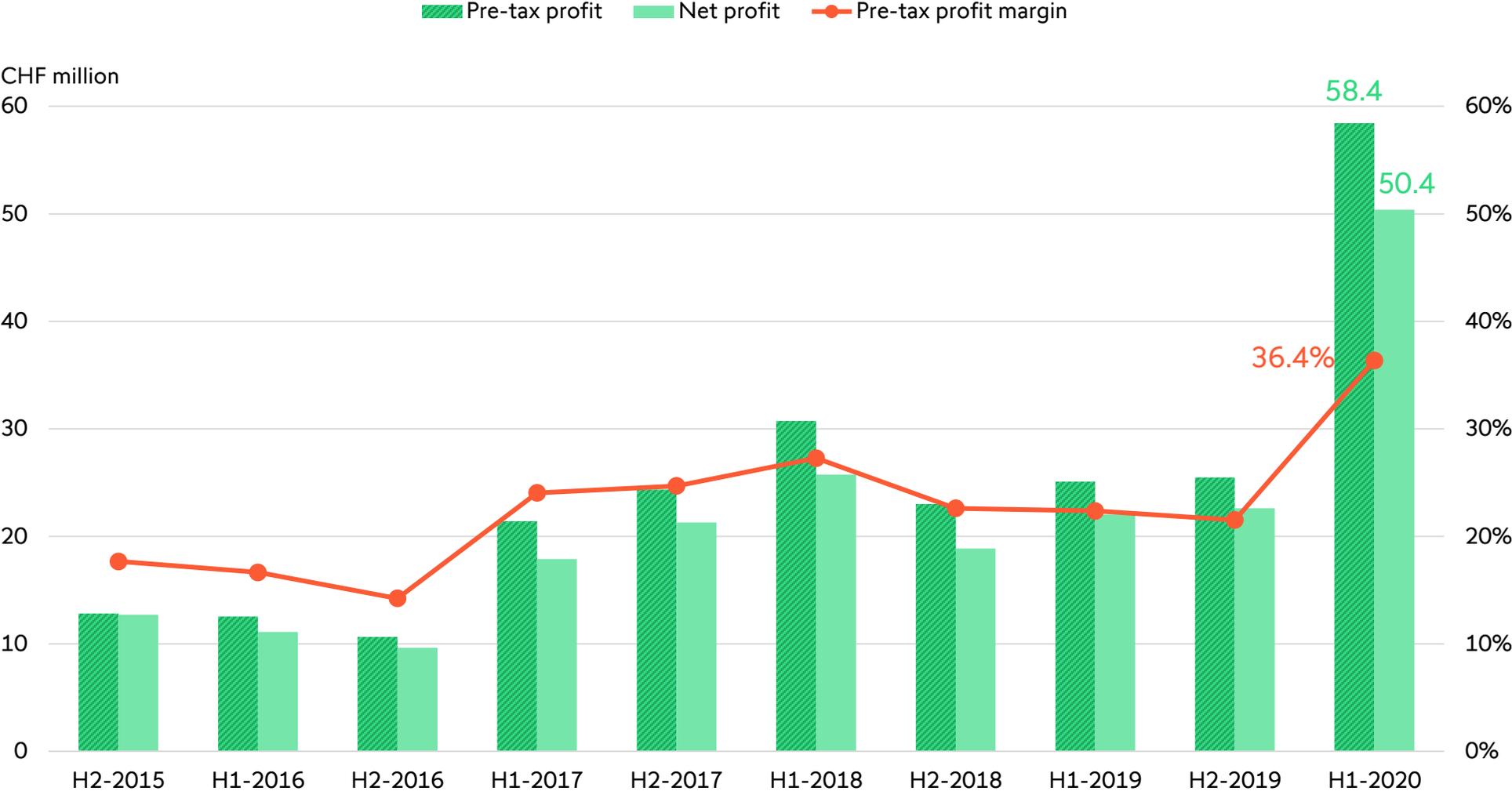


eForex by products

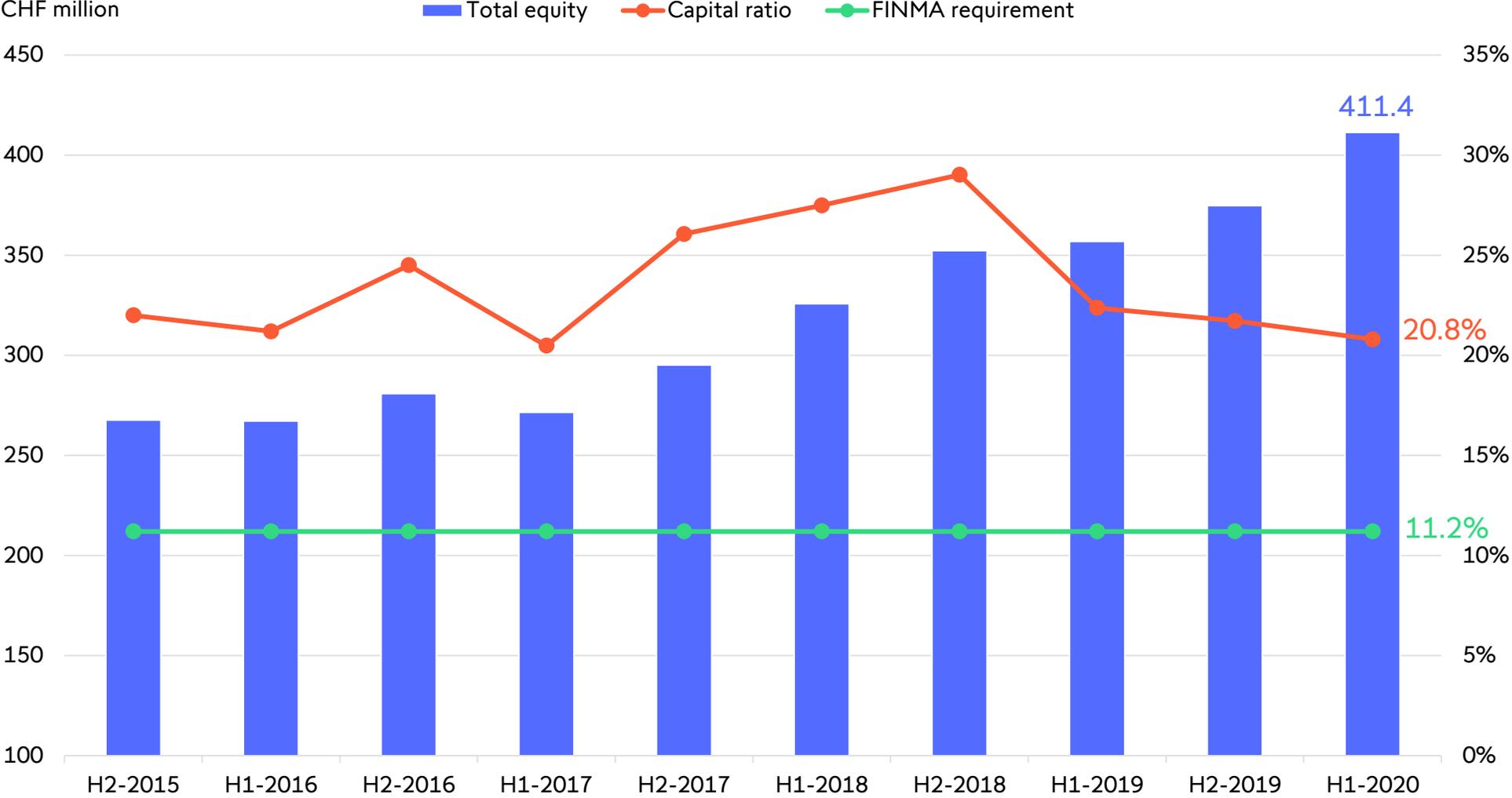


■ FX ■ CFDs ■ Precious metals

# Strong increase in profitability



# Solid capital ratio



# First half year of 2020 in a nutshell

Net revenues in CHF

**160.7 million**

Net new money in CHF

**+ 3.0 billion**

Pre-tax profit in CHF

**58.4 million**

Pre-tax profit margin of **36.4%**

Client assets in CHF

**33.5 billion**

Net profit in CHF

**50.4 million**

Net profit margin of **31.4%**

Core capital ratio

**20.8%**

# Swissquote international locations

Clients assets of CHF

**1.1 billion**

Net Revenues of CHF **1.0 million**



Malta



etrading services

Net Revenues of CHF

**3.4 million**

Client assets of CHF **0.04 billion**



Hong Kong



eforex services

Client assets of CHF

**2.2 billion**

Net Revenues of CHF **7.5 million**



Luxembourg



etrading services

Net Revenues of CHF

**1.6 million**

Client assets of CHF **0.02 billion**



London



eforex services

Institutional partners signed

**24 partners**



Singapore



etrading services

Net Revenues of CHF

**8.5 million**

Client assets of CHF **1.2 billion**



Dubai



etrading services

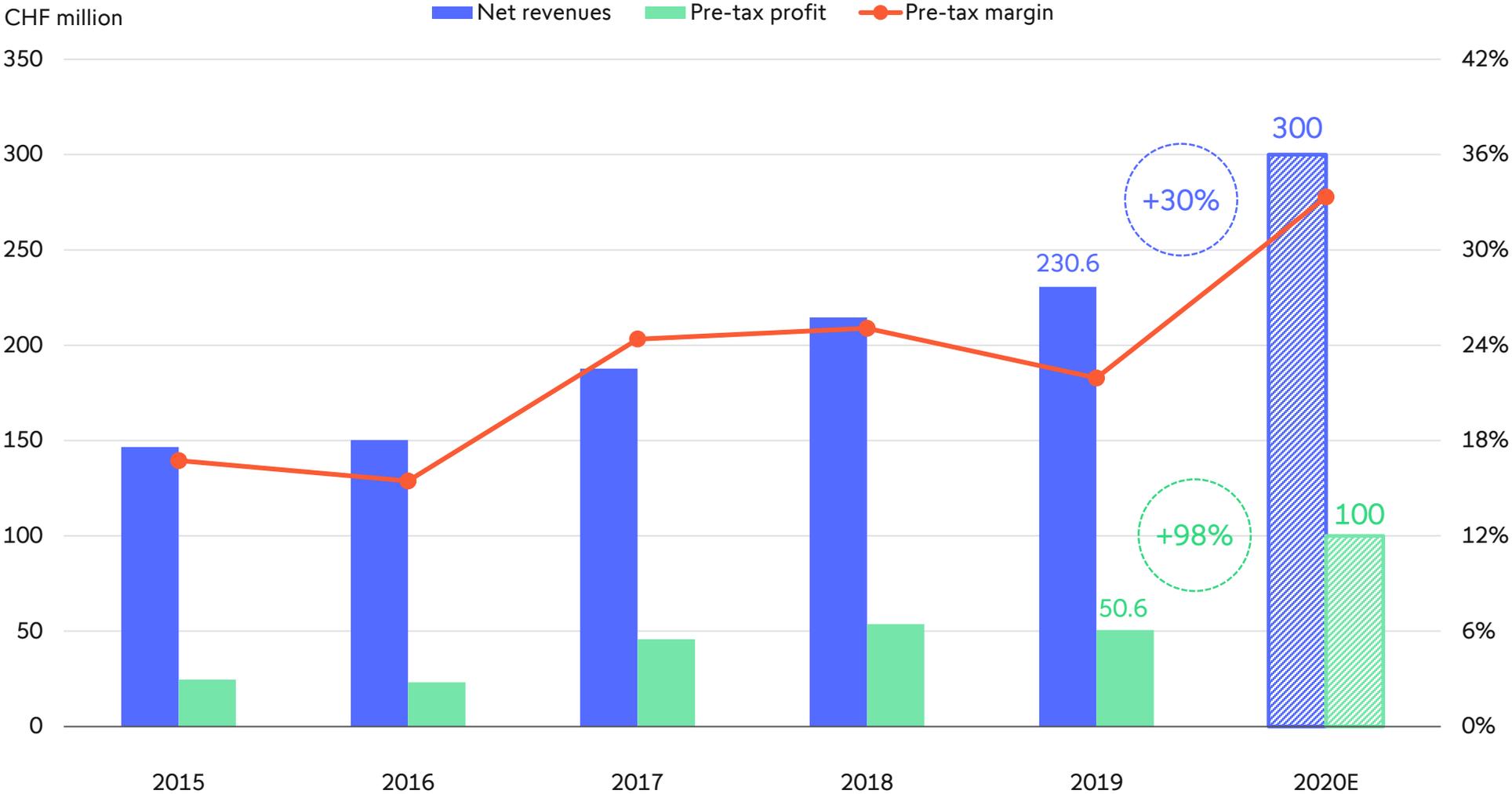


eforex services

# FY-2020 outlook

## Section II

# 2020: pre-tax profit of CHF 100 million expected



# July 2020 in a nutshell

Net revenues in CHF

**27.0 million**

Pre-tax profit in CHF

**10.0 million**

Pre-tax profit margin of **~37%**

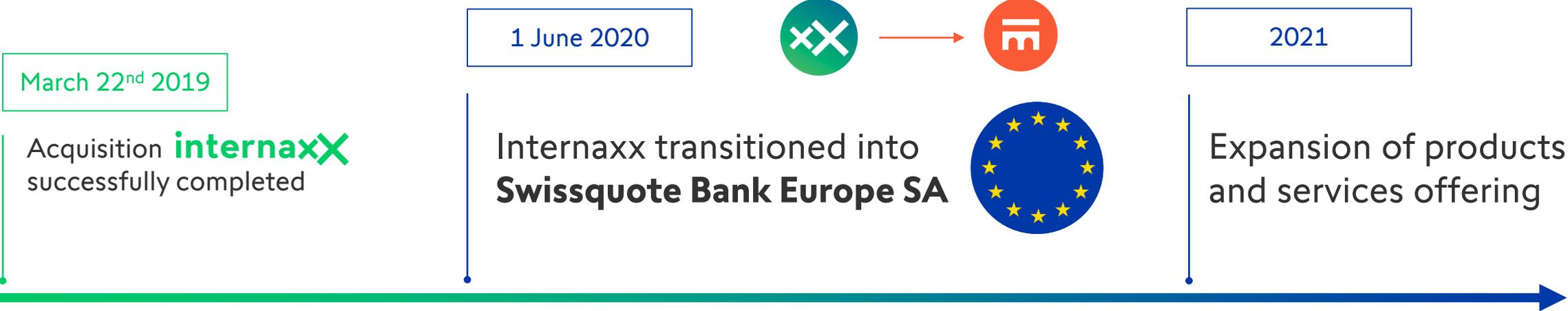
Net new money in CHF

**+ 0.5 billion**

# Business development

Section III

# Swissquote Bank Europe SA



## BRAND TRANSITION

**+13**  
New currencies



**+11'000**  
Funds



Access to  
**4 new stock exchanges**



New **fully customizable**  
Trading platform



**Unique IBAN**  
for all currencies



New  
**mobile app**



Comprehensive crypto offering for retails and B2B



# 7 NEW CRYPTOCURRENCIES JOINED THE SWISSQUOTE FAMILY



CHF **4.8** million Crypto assets revenues in H1-2020

New cryptocurrencies added to the family:  
**EOS, Stellar, Tezos, Ethereum Classic, Chainlink, Augur, Ox**



# Themes trading certificates

## 5 **NEW** CERTIFICATES LAUNCHED IN H1-2020



### **01** Rainbow Rights Certificate

Add a dash of colour to  
your portfolio



### **02** Pharma Opportunity Certificate

Invest in the cure



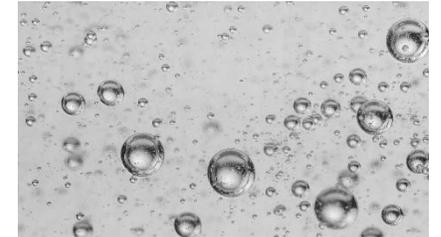
### **03** Active Multi-Crypto 2.0 Certificate

Invest in the latest trends



### **04** UK Real Estate Certificate

Invest in the latest trends



### **05** Hydrogen Economy Certificate

Invest in the latest trends

## CHF 50.0 million AuM

# New issuer for Swiss DOTS

## WELCOME **SOCIÉTÉ GÉNÉRALE!**

Société Générale as a new issuer for Swiss DOTS - The leading OTC marketplace for leveraged products.



**293,193** trades in H1-2020  
(H1-2019: 139,717 trades)

90'000  
**REASONS**  
**TO TRADE**

A large, black, upward-pointing arrow is positioned behind the word "REASONS" in the graphic, symbolizing growth and positive performance.

Our partners:

Goldman  
Sachs



 SOCIETE  
GENERALE

Vontobel



BNP PARIBAS

# Trading at last



**THE NOT  
CLOSING  
BELL**

New **Trading-At-Last** (TAL) feature on the SIX Swiss Exchange.

Traders can place orders at the official closing price for 10 extra minutes after the market closes.

- Additional post-auction liquidity
- Orders at the official closing price
- Regulated on-exchange environment
- Available since end of June 2020

# Balance sheet

## Section IV

# Balance sheet as at June 30<sup>th</sup>, 2020

H1 2020  
**7.0**  
billion in CHF  
8.6% increase

H1 2020  
Equity  
**411.4**  
million in CHF



# Appendix

Section V

# Next financial events 2021

March

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2020 Annual Results

May

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06

Annual General Meeting

# Key figures for the 2020 business year

In CHF thousand, except where indicated	6 months ended 30 June				Comparison with previous half year			
	2020	2019	Change	Change in %	H1-2020	H2-2019	Change	Change in %
Net fee & commission income	83,379.4	45,640.5	37,738.9	82.7%	83,379.4	47,274.5	36,104.9	76.4%
Interest income, net <sup>1</sup>	16,561.7	21,151.8	(4,590.1)	-21.7%	16,561.7	18,942.1	(2,380.4)	-12.6%
eForex income, net	60,030.8	39,454.5	20,576.3	52.2%	60,030.8	46,054.4	13,976.4	30.3%
Trading income, net <sup>2</sup>	2,756.7	10,943.4	(8,186.7)	-74.8%	2,756.7	10,417.7	(7,661.0)	-73.5%
<b>Operating revenues</b>	<b>162,728.6</b>	<b>117,190.2</b>	<b>45,538.4</b>	<b>38.9%</b>	<b>162,728.6</b>	<b>122,688.7</b>	<b>40,039.9</b>	<b>32.6%</b>
Unrealised fair value	(87.5)	109.2	(196.7)	-180.1%	(87.5)	199.8	(287.3)	-143.8%
Cost of negative interest rates (excluding FX swaps)	(1,919.6)	(5,053.8)	(3,134.2)	-62.0%	(1,919.6)	(4,493.6)	(2,574.0)	-57.3%
<b>Net revenues</b>	<b>160,721.5</b>	<b>112,245.6</b>	<b>48,475.9</b>	<b>43.2%</b>	<b>160,721.5</b>	<b>118,394.9</b>	<b>42,326.6</b>	<b>35.8%</b>
Payroll & related expenses	(50,070.5)	(40,713.0)	9,357.5	23.0%	(50,070.5)	(43,498.7)	6,571.8	15.1%
Other operating expenses and provisions	(27,065.8)	(22,996.4)	4,069.4	17.7%	(27,065.8)	(23,378.8)	3,687.0	15.8%
Depreciation	(14,210.0)	(12,670.3)	1,539.7	12.2%	(14,210.0)	(13,386.6)	823.4	6.2%
Marketing expenses	(10,936.9)	(10,765.3)	171.6	1.6%	(10,936.9)	(12,643.2)	(1,706.3)	-13.5%
<b>Expenses</b>	<b>(102,283.2)</b>	<b>(87,145.0)</b>	<b>15,138.2</b>	<b>17.4%</b>	<b>(102,283.2)</b>	<b>(92,907.3)</b>	<b>9,375.9</b>	<b>10.1%</b>
<b>Pre-tax profit</b>	<b>58,438.3</b>	<b>25,100.6</b>	<b>33,337.7</b>	<b>132.8%</b>	<b>58,438.3</b>	<b>25,487.6</b>	<b>32,950.7</b>	<b>129.3%</b>
Income taxes	(8,051.8)	(3,052.5)	4,999.3	163.8%	(8,051.8)	(2,882.1)	5,169.7	179.4%
<b>Net profit</b>	<b>50,386.5</b>	<b>22,048.1</b>	<b>28,338.4</b>	<b>128.5%</b>	<b>50,386.5</b>	<b>22,605.5</b>	<b>27,781.0</b>	<b>122.9%</b>
Pre-tax profit margin (%)	36.4%	22.4%			36.4%	21.5%		
Net profit margin (%)	31.4%	19.6%			31.4%	19.1%		

# Key figures for the 2020 business year (cont.)

In CHF thousand, except where indicated

	30.06.2020	30.06.2019	Change	Change in %	30.06.2020	31.12.2019	Change	Change in %
Trading accounts	315,185	264,267	50,918	19.3%	315,185	281,814	33,371	11.8%
Saving accounts	19,279	19,962	(683)	-3.4%	19,279	19,717	(438)	-2.2%
eForex accounts	57,819	51,974	5,845	11.2%	57,819	54,719	3,100	5.7%
Robo-Advisory (ePB) accounts	4,147	2,969	1,178	39.7%	4,147	3,362	785	23.3%
<b>Total number of accounts (units)</b>	<b>396,430</b>	<b>339,172</b>	<b>57,258</b>	<b>16.9%</b>	<b>396,430</b>	<b>359,612</b>	<b>36,818</b>	<b>10.2%</b>
Trading client assets	32,618.4	29,587.0	3,031.4	10.2%	32,618.4	31,296.5	1,321.9	4.2%
Saving client assets	255.3	269.7	(14.4)	-5.3%	255.3	265.5	(10.2)	-3.8%
eForex client assets	384.9	439.8	(54.9)	-12.5%	384.9	447.0	(62.1)	-13.9%
Robo-Advisory (ePB) assets	235.6	223.8	11.8	5.3%	235.6	231.9	3.7	1.6%
<b>Total client assets (CHF m)</b>	<b>33,494.2</b>	<b>30,520.3</b>	<b>2,973.9</b>	<b>9.7%</b>	<b>33,494.2</b>	<b>32,240.9</b>	<b>1,253.3</b>	<b>3.9%</b>
Total balance sheet (CHF m)	7,028.9	6,452.3	576.6	8.9%	7,028.9	6,472.7	556.2	8.6%
Net new money (CHF m)	2,998.1	3,417.1	(419.0)	-12.3%	2,998.1	1,141.3	1,856.8	162.7%
eForex volume (USD bn)	690.4	590.8	99.6	16.9%	690.4	627.0	63.4	10.1%
Total equity (CHF m)	411.4	356.9	54.5	15.3%	411.4	374.8	36.6	9.8%
Capital ratio (%)	20.8%	22.4%	-1.6%	-7.1%	20.8%	21.7%	-0.9%	-4.1%
Total headcounts / average headcounts (FTE)	768 / 745	698 / 680	70 / 65	10% / 9.6%	768 / 745	722 / 710	46 / 35	6.4% / 4.9%

# Key figures for the 2020 business year (cont.)

<sup>1</sup> Net interest income as per Condensed Consolidated Interim Financial Statements of CHF 14.6 million should be read in conjunction with the cost of negative interest rates (excluding FX swaps) of –CHF 1.9 million (CHF 16.5 million less CHF 1.9 million).

<sup>2</sup> Net trading income as per Condensed Consolidated Interim Financial Statements of CHF 86.5 million should be deducted by credit loss expense of –CHF 23.8 million (that are presented separately in the Consolidated Financial Statements). The resulting balance is presented here in three separate items: eForex income, Trading income net (including credit loss expense) and Unrealised fair value.



THANK YOU

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