


VP Bank Group · 8 March 2022

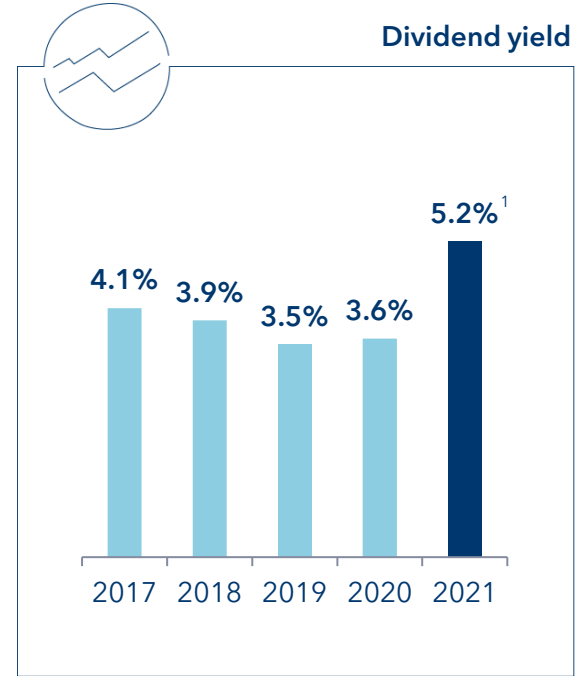
Media and analyst conference



A stylized graphic of a face. The forehead is a large, bright yellow oval. The eyes are two dark, textured black ovals. The background is a textured, light brown surface with white, curved lines that suggest a face's features like the nose and mouth.

Dr Thomas R. Meier
Chairman of the
Board of Directors

Sustainable dividend in the upper target range



Programme

Welcome

Dr Thomas R. Meier, Chairman of the Board of Directors

VP Bank Group 2021 annual results

Roger Barmettler, Chief Financial Officer

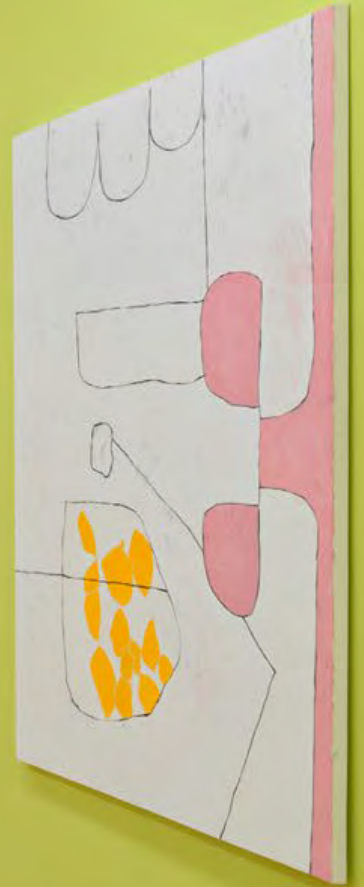
Strategy 2026: review and outlook

Paul H. Arni, Chief Executive Officer

Question and answer session



2021 annual results
Roger Barmettler,
Chief Financial Officer



Financial year 2021 at a glance



Group net income increased **CHF 50.6 million**

CHF 41.6 million in 2020

Increase of 21.7%

Commission income increased **CHF 156.5 million**

CHF 140.0 million in 2020

Increase of 11.8%

Cost/income ratio improved **82.5%**

84.5% in 2020



Net new money inflow **CHF 0.3 billion**

CHF 1.4 billion in 2020

Strong new money inflow affected by major outflow of the assets of an institutional fund client

Dividend increased by **25%** to CHF 5.00¹

Increase in client assets under management **CHF 51.3 billion**

CHF 47.4 billion in 2020

Increase of 8.1%

Tier 1 ratio **22.4%**

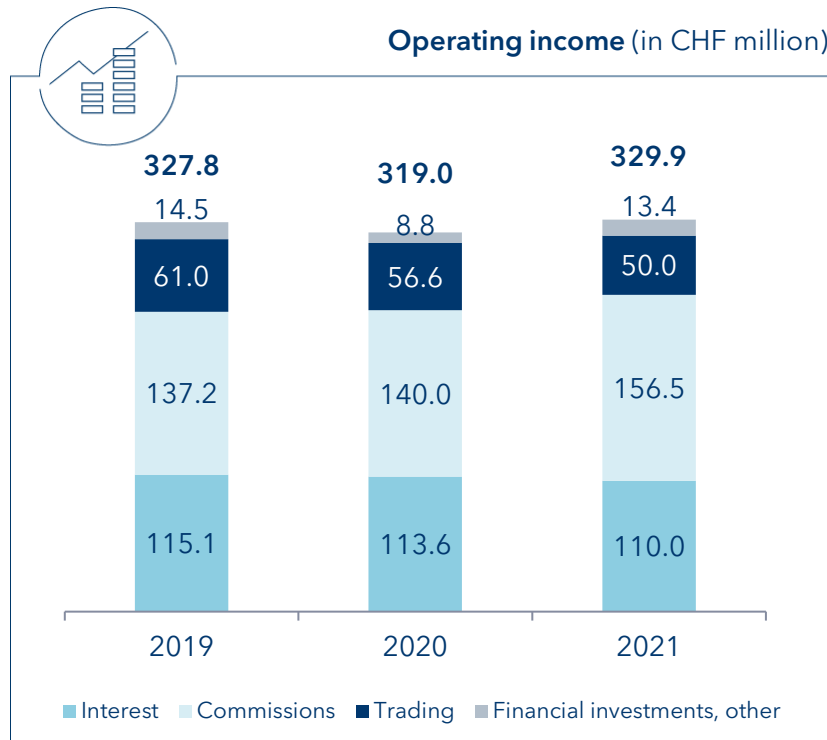
20.8% in 2020

Extremely solid equity base compared with the rest of the sector

Rating: Standard & Poor's **A/negative/A-1**

Good rating confirmed as of 8 February 2022

Very good commission income

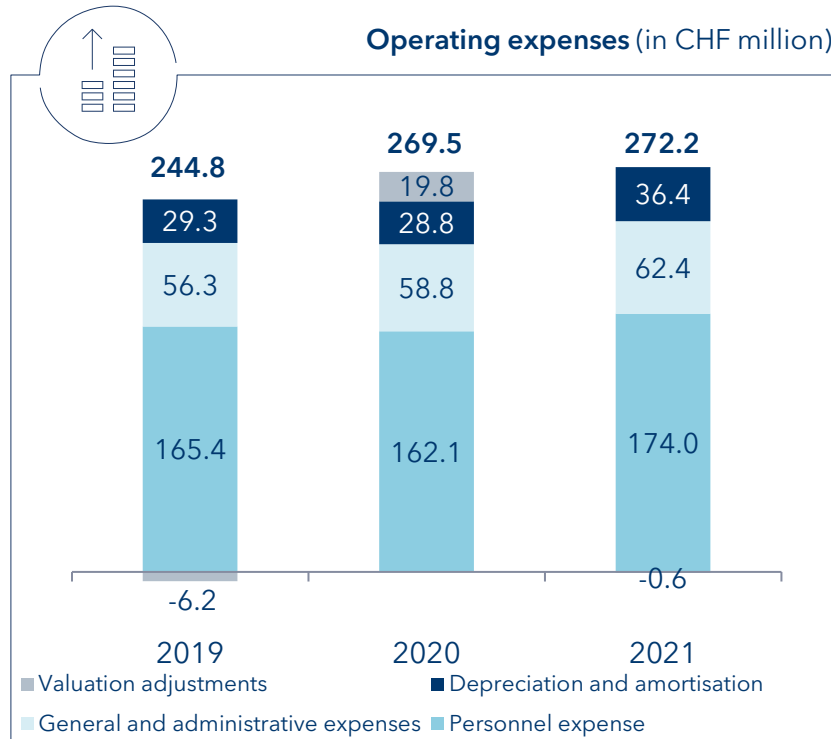


- Commission income up CHF 16.5 million, or +11.8%
 - Higher recurring corporate earnings due to increase in client assets and Öhman
- Financial investments up CHF 3.6 million, or +45.0%
 - Increased dividends and valuation gains

Revenues that could be influenced only to a limited extent

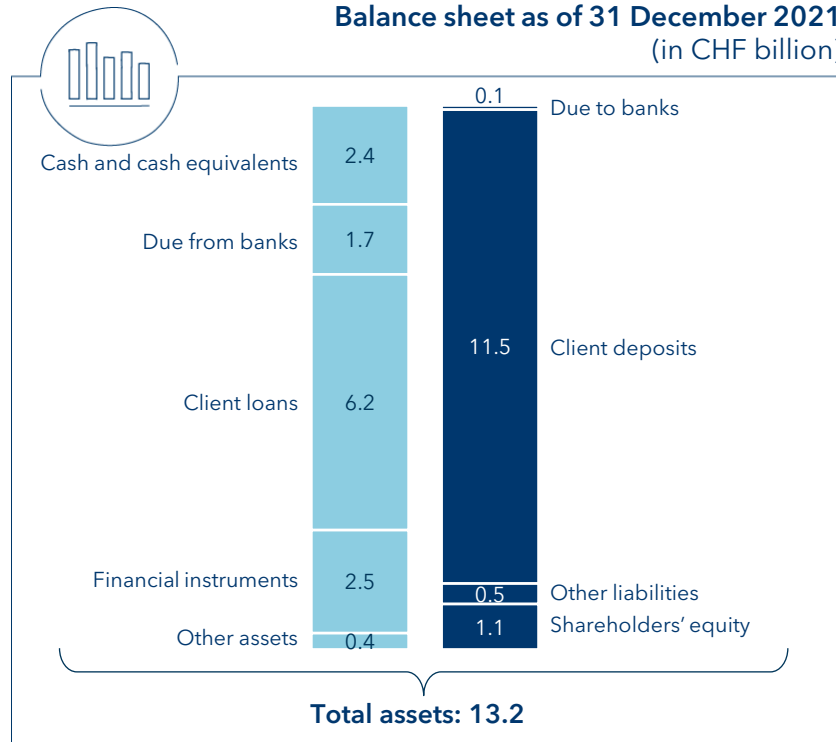
- Interest income down CHF 3.6 million, or -3.1%
 - USD and EUR interest down
- Trading income down CHF 6.6 million, or -11.7%
 - Trade Tickets increased
 - Reduction due to lower USD/CHF swap margin

Investment in strategy



- Investment in strategy leads to operational strengthening
- Personnel expense up CHF 11.9 million, or +7.3%
 - Recruitment for new Client Solutions business segment, implementation of Asia strategy and client advisors acquired from Öhman
- General and administrative expenses up CHF 3.5 million, or +5.9%
 - Investments in digitisation and IT systems; higher supervisory fees
- Depreciation and amortisation up CHF 7.6 million, or +26.5%
 - Investments in Open Wealth Service platform

Robust and sound foundation

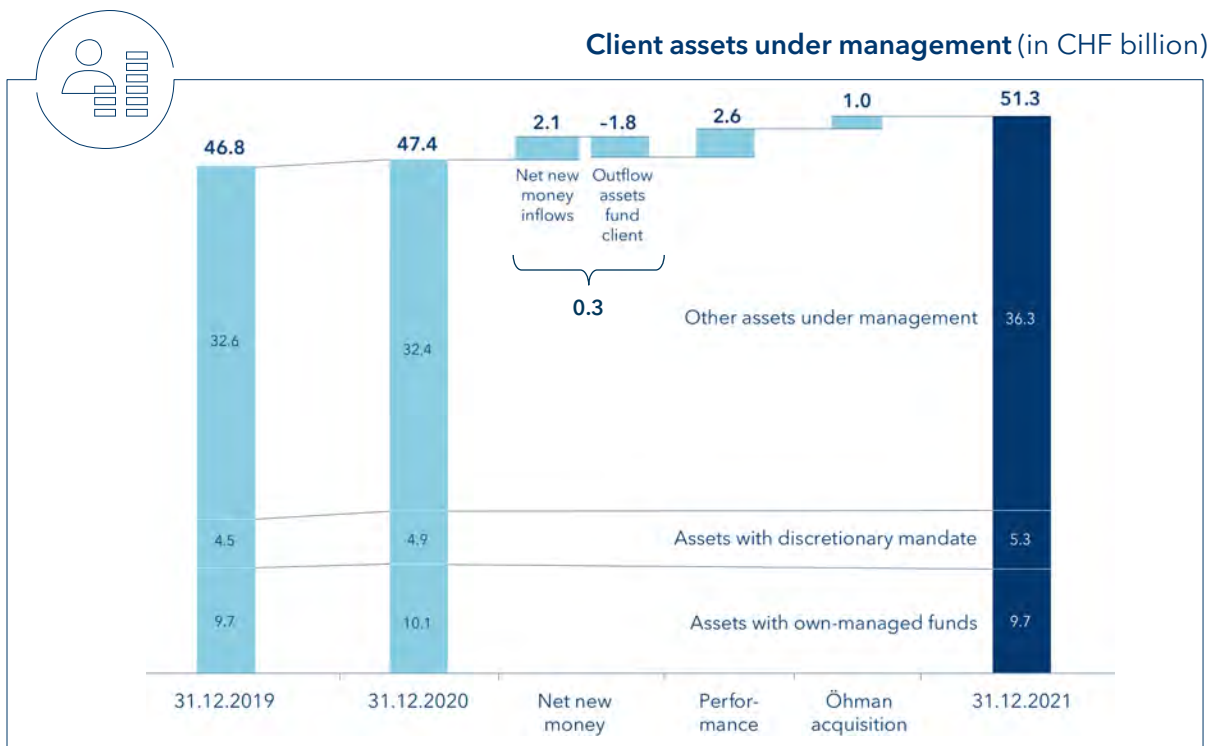


- Sound balance sheet
 - High level of liquid assets
 - Total assets reduced by 2.4%
 - Shareholders' equity up by 5.9%
- Stable refinancing
 - Client deposits: 87% of total assets
- Strong equity, tier 1 ratio at 22.4%

Capital adequacy requirements well exceeded

	31.12.2019	31.12.2020	31.12.2021
Risk-weighted assets in CHF billion	4.8	4.7	4.5
Core capital (CET 1) in CHF million	973.2	972.8	1,014.5
Tier 1 ratio (CET 1 ratio)	20.1%	20.8%	22.4%
Liquidity coverage ratio (LCR)	213.1%	179.4%	160.2%
Leverage ratio	7.1%	7.1%	7.6%
Loan-to-deposit ratio	60.1%	54.2%	54.2%
Non-performing loans	0.8%	1.0%	1.0%
S&P rating	A/stable/A-1	A/negative/A-1	A/negative/A-1

Significant increase in client assets under management



Total client assets under management as of 31 December 2019 reduced by CHF 0.8 billion due to reclassification to custody

- Increase in client assets under management of 8.1%
- Client assets including custody assets: CHF 58.8 billion (+7.1%)
- Öhman integrated successfully

Segment overview

		Intermediaries & Private Banking		Client Solutions		Corporate Center		Group	
		2020	2021	2020	2021	2020	2021	2020	2021
Business volume ¹	CHF billion	42.2	45.8	11.5	11.6			53.7	57.5
Client assets under management	CHF billion	36.0	39.6	11.5	11.6			47.4	51.3
Net new money	CHF billion	0.8	0.8	0.5	-0.5			1.4	0.3
Pre-tax net income	CHF million	100.0	121.8	16.9	12.1	-67.3	-76.2	49.5	57.8
Gross margin ²	Basis points	70.7	69.4	31.3	30.8				
Headcount	Positions	334	360	75	86	508	493	917	939

¹ Client assets under management and client loans.

² Operating income divided by average client assets under management.

Summary

- Group net income up by 21.7% to CHF 50.6 million
- Significant increase in client assets under management of 8.1%
- Very good capital adequacy with a tier 1 ratio of 22.4%
- Liquidity coverage ratio of approximately 160%





Strategy 2026:
review and outlook
Paul H. Arni,
Chief Executive Officer



Three key topics

Increase in Group net
income to
CHF 100 million by 2026

Strategy
implementation
progresses
consistently and
according to schedule
and is gaining
momentum

Focus on increasing
profitability in 2022

Integrating platform personalised to the needs and rights of the users, be it beneficial owner, intermediary or client advisor



Financial targets 2026: increase in Group net income to CHF 100 million

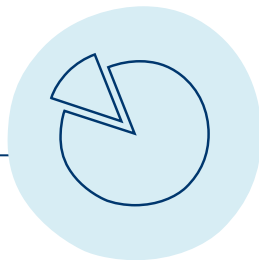


Growth

Net new money
(in % of AuM)

>4.0% p.a.¹⁾

2021
4.3%³⁾



Profitability

Profit
margin
(in bp of AuM)

>15 bp

2021
10 bp

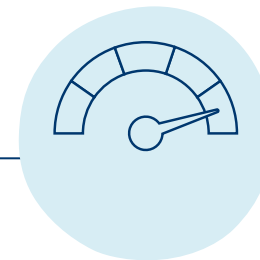
Cost/
income
ratio²⁾

70.0%

2021
82.5%

↗ **+2 bp vis-à-vis 2020**

↘ **-2.0% vis-à-vis 2020**



Stability

Tier 1
ratio

>20.0%

2021
22.4%

¹⁾ Over the 2021-2026 cycle.

²⁾ Operating expenses / operating income.

³⁾ Excluding new money outflow of the assets of an institutional fund client.

Strategy 2026 based on three key areas



Review 2021



Nordics target market

Acquisition of client business of private bank Öhman



Sustainability

- Inclusion in SIX sustainability indices
- VP Bank Sustainability Score
- Sustainable Plus discretionary mandate
- Sustainability report
- UN Principles for Responsible Investment signed
- Joined Net-Zero Banking Alliance



ORBIT

- Launch of ORBIT ecosystem for curated access to private market investments
- Partnership with Utopia Music



Asia

- Memorandum of understanding and equity investment Hywin
- Pamela Phua as new CEO of VP Bank Asia



Technology partnerships

- Strategic cooperation with Swisscom to operate our IT infrastructure
- Innovation partnership with InvestCloud



Digital assets

Art tokenisation as a new service

Outlook 2022



Further development of existing business

- Driving location strategies
- Further development of digital solutions for intermediaries
- Introduction of new advisory tool



Technology

- Completion of migration of IT infrastructure to Swisscom
- Implementation of integration layer



Measures to increase productivity and efficiency



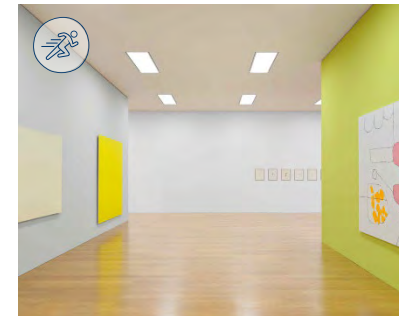
Client experiences

Systematic and agile development of future client experiences by new Chief Transformation Officer



ORBIT

- Driving the activities launched and the technology platform



Digital assets

- Expansion of art tokenisation
- Ecosystem in the arts

Three key topics


Increase in Group net
income to
CHF 100 million by 2026

Strategy
implementation
progresses
consistently and
according to schedule
and is gaining
momentum

Focus on increasing
profitability in 2022



**Question and
answer session**

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Thank you for your interest.



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