



VP Bank Group
18 March 2014

VP Bank Group Annual results 2013

SIX Swiss Exchange





Welcome
Fredy Vogt
Chairman of the Board of Directors

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Welcome

Fredy Vogt, Chairman of the Board of Directors

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Fredy Vogt, Chairman of the Board of Directors
Alfred W. Moeckli, Chief Executive Officer
Siegbert Näscher, Chief Financial Officer



Welcome
Fredy Vogt
Chairman of the Board of Directors

Annual results 2013

Siebert Näscher
Chief Financial Officer



Overview of topics

- **Profile as of 31 December 2013**
- **Client assets under management**
- **Balance sheet**
- **Income statement**
- **Segments**
- **Dividends**
- **Summary**

VP Bank Group – Profile as of 31 December 2013

Shareholders' equity
CHF 888.7 million

Headcount (FTE)
706

Group net income
CHF 38.7 million

Client assets under management
CHF 30.6 billion

Cost/income ratio
70.2%

Balance sheet total
CHF 11.2 billion

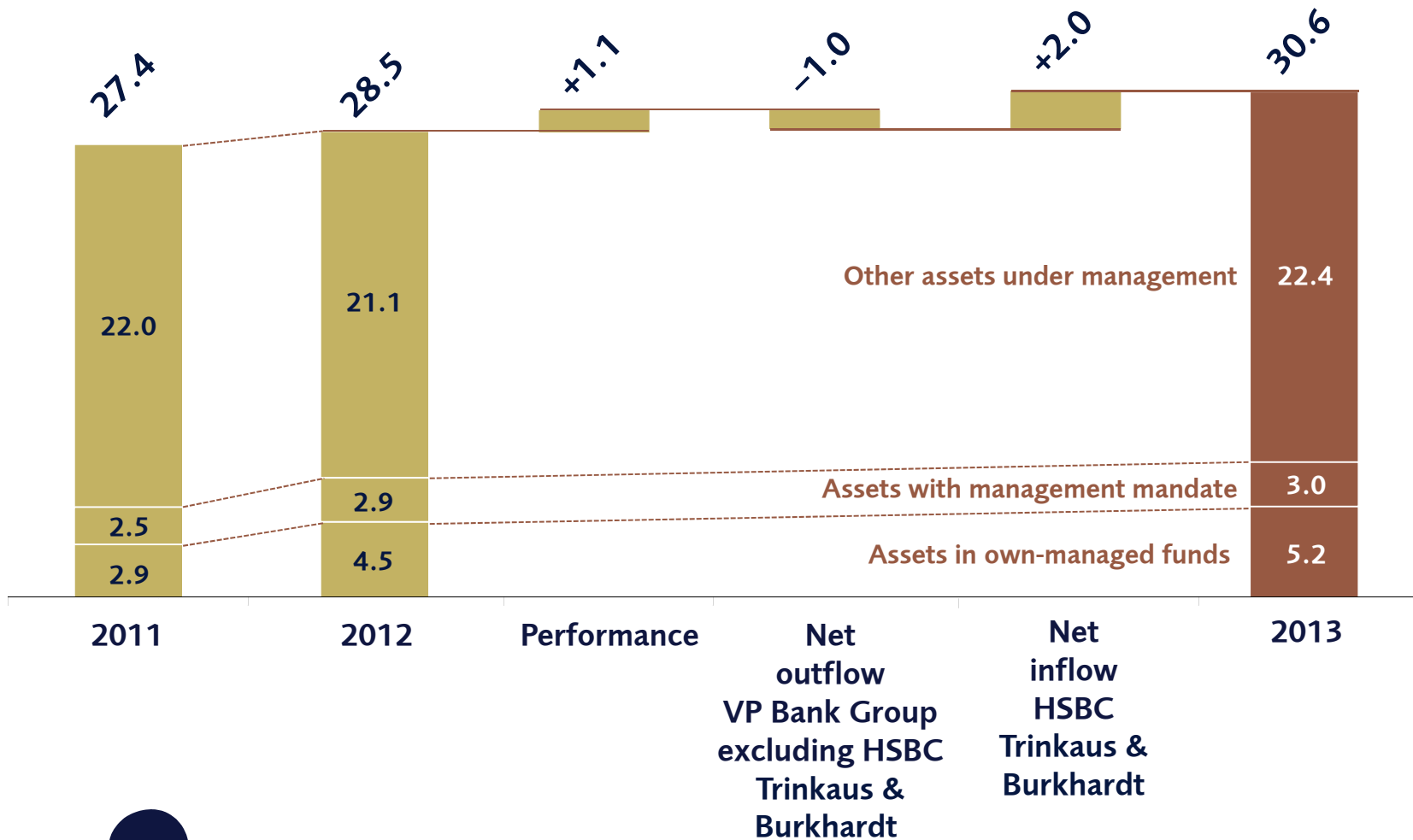


**Client assets
under management**

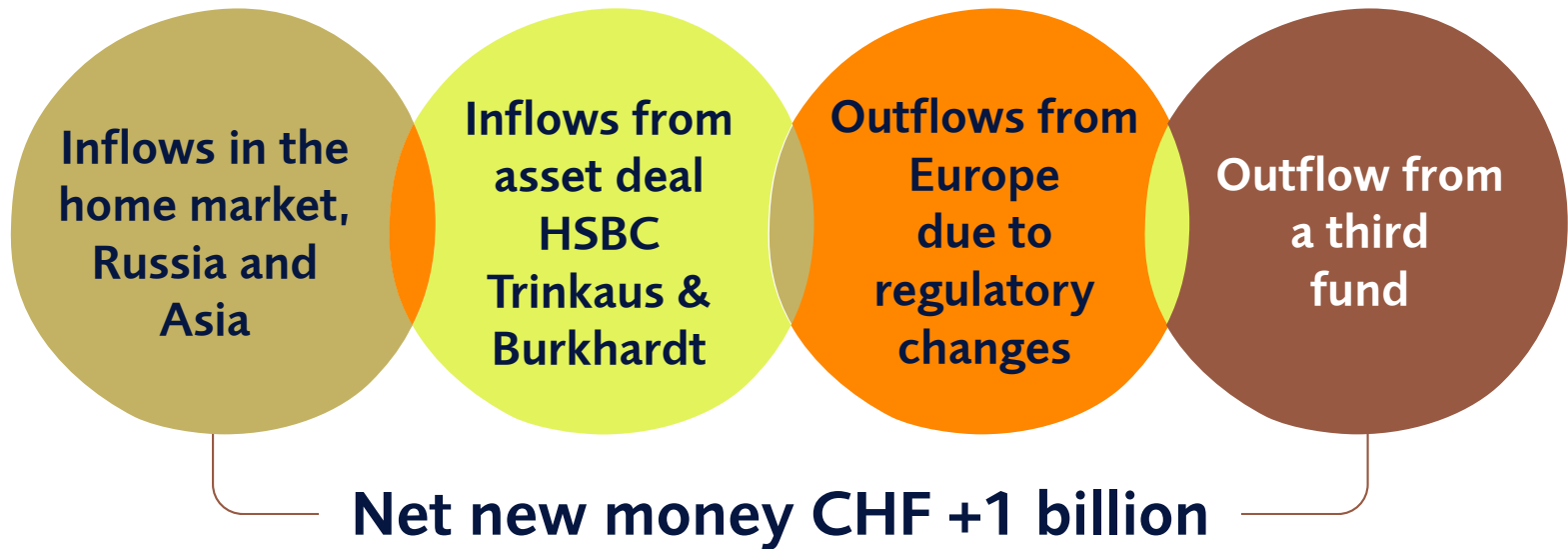


Client assets under management (1/2)

in billion CHF

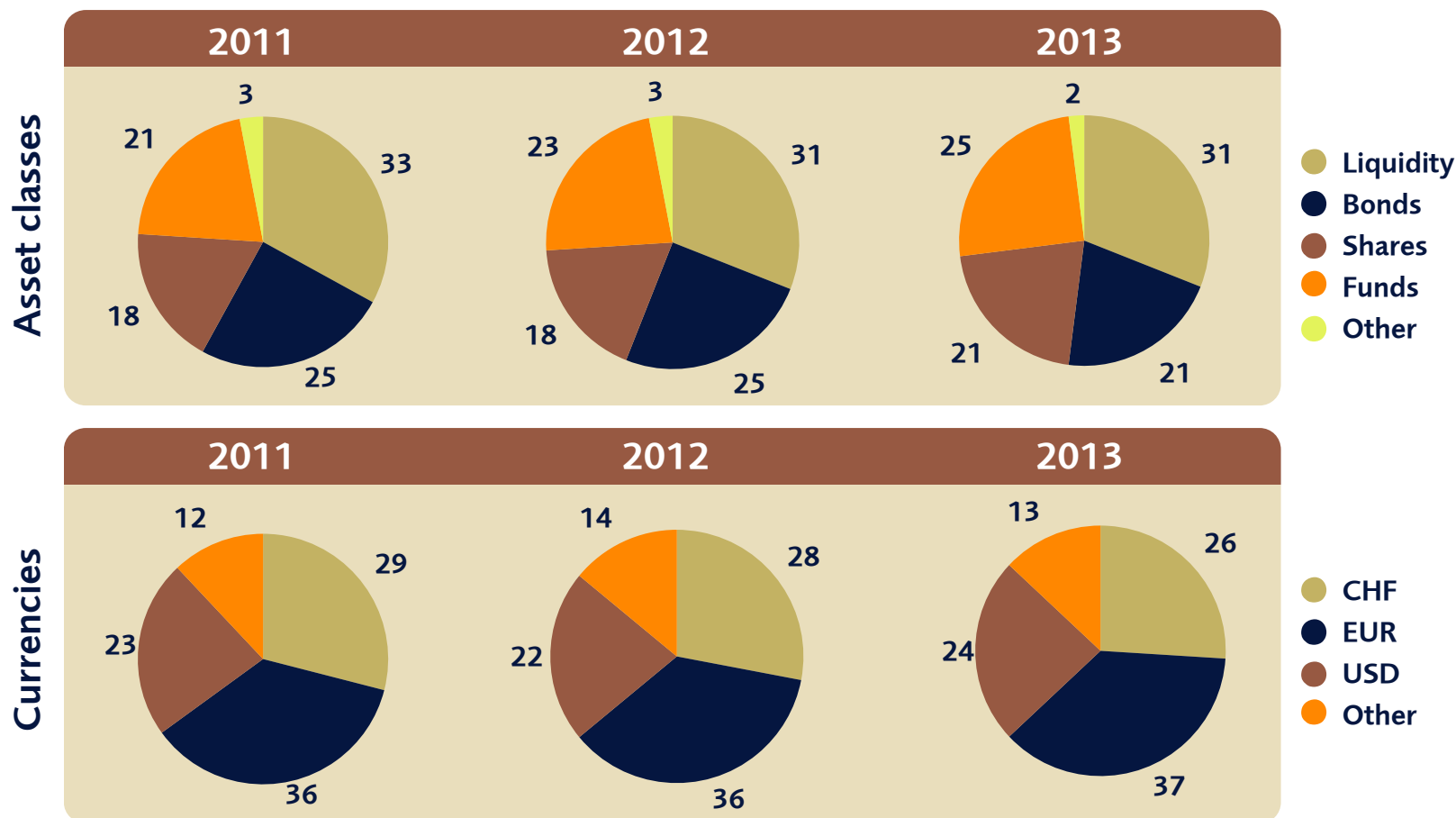


Client assets under management (2/2)



Client assets under management – asset classes/currencies

in per cent

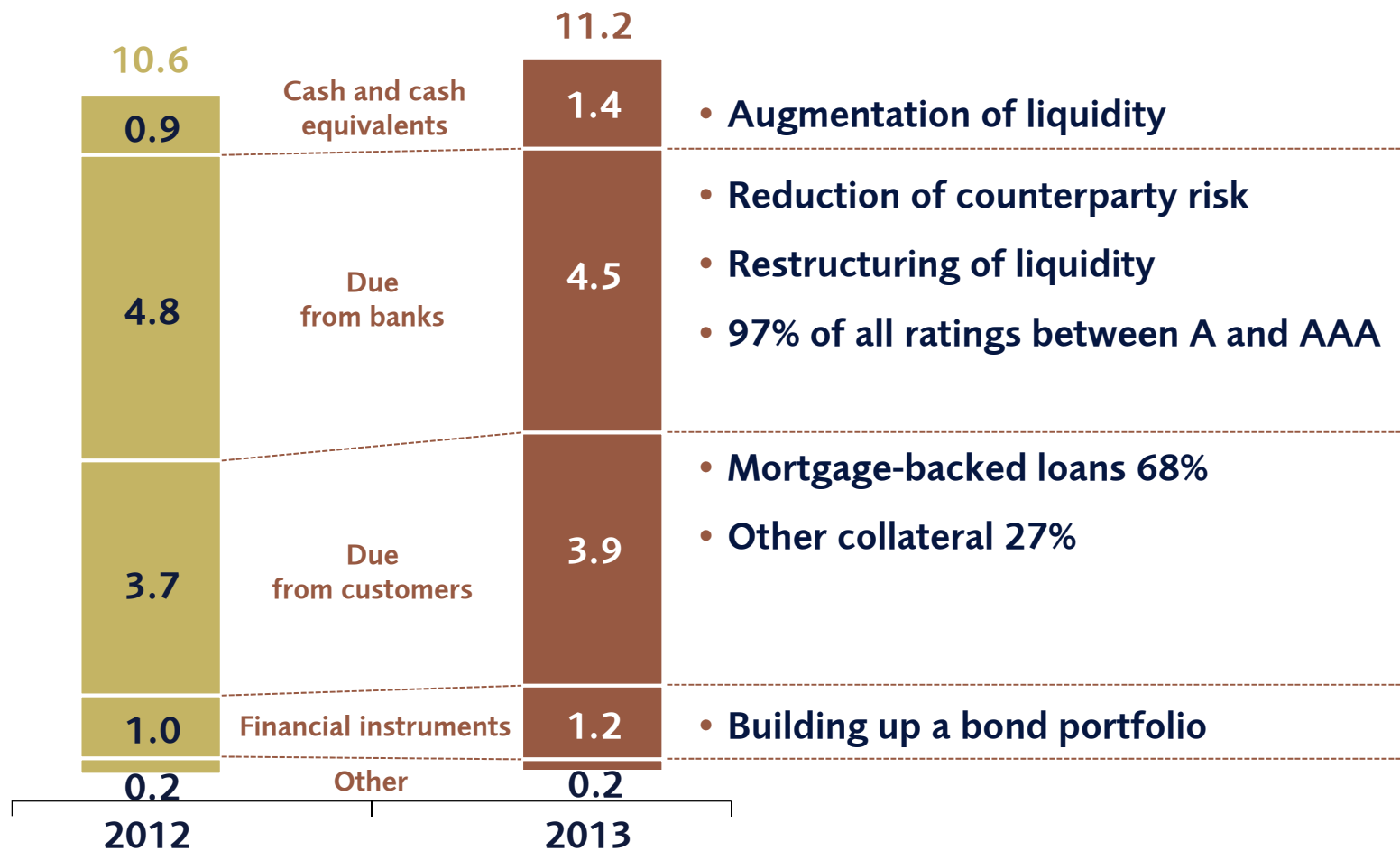




Balance sheet

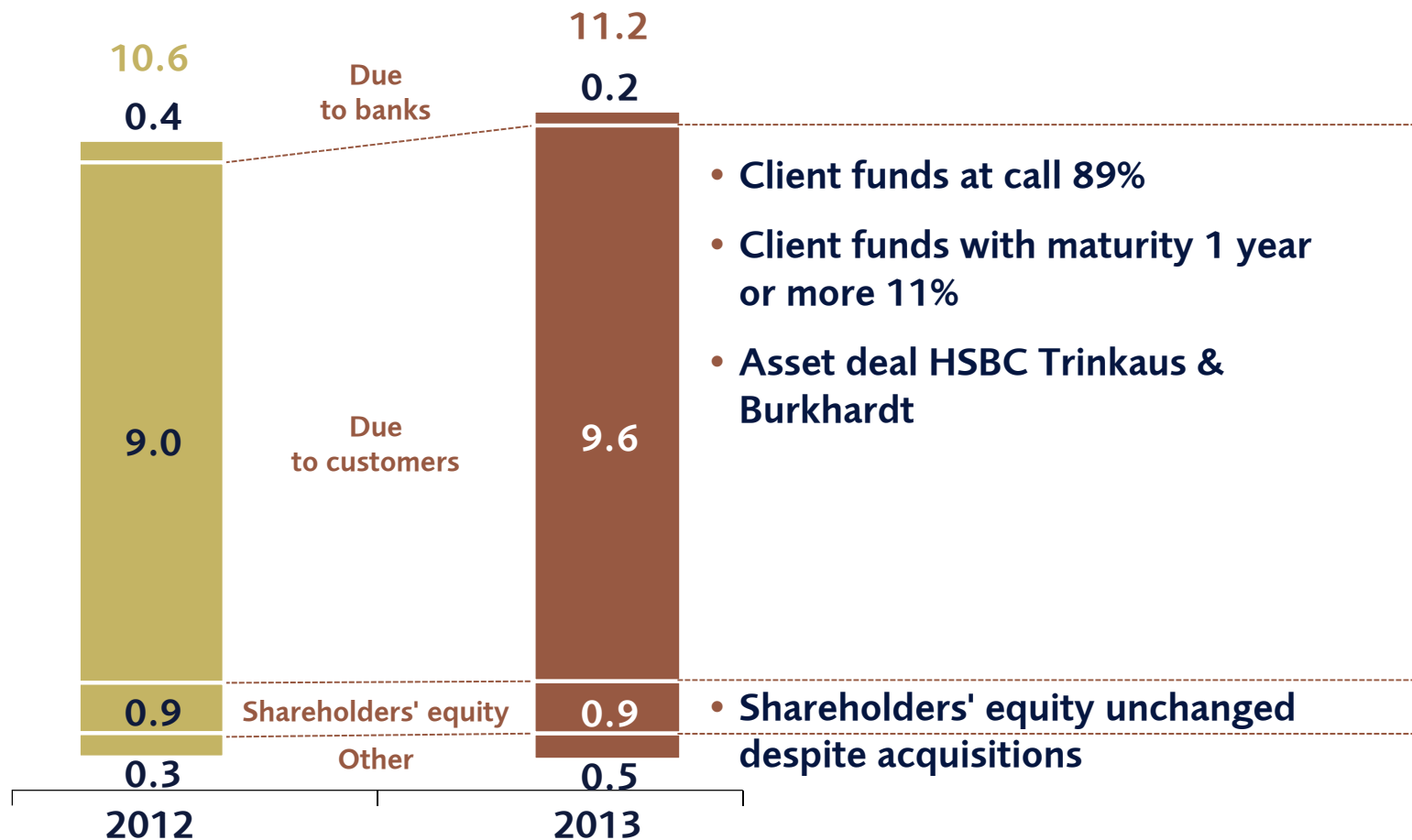
Total assets

in billion CHF



Total liabilities and shareholders' equity

in billion CHF

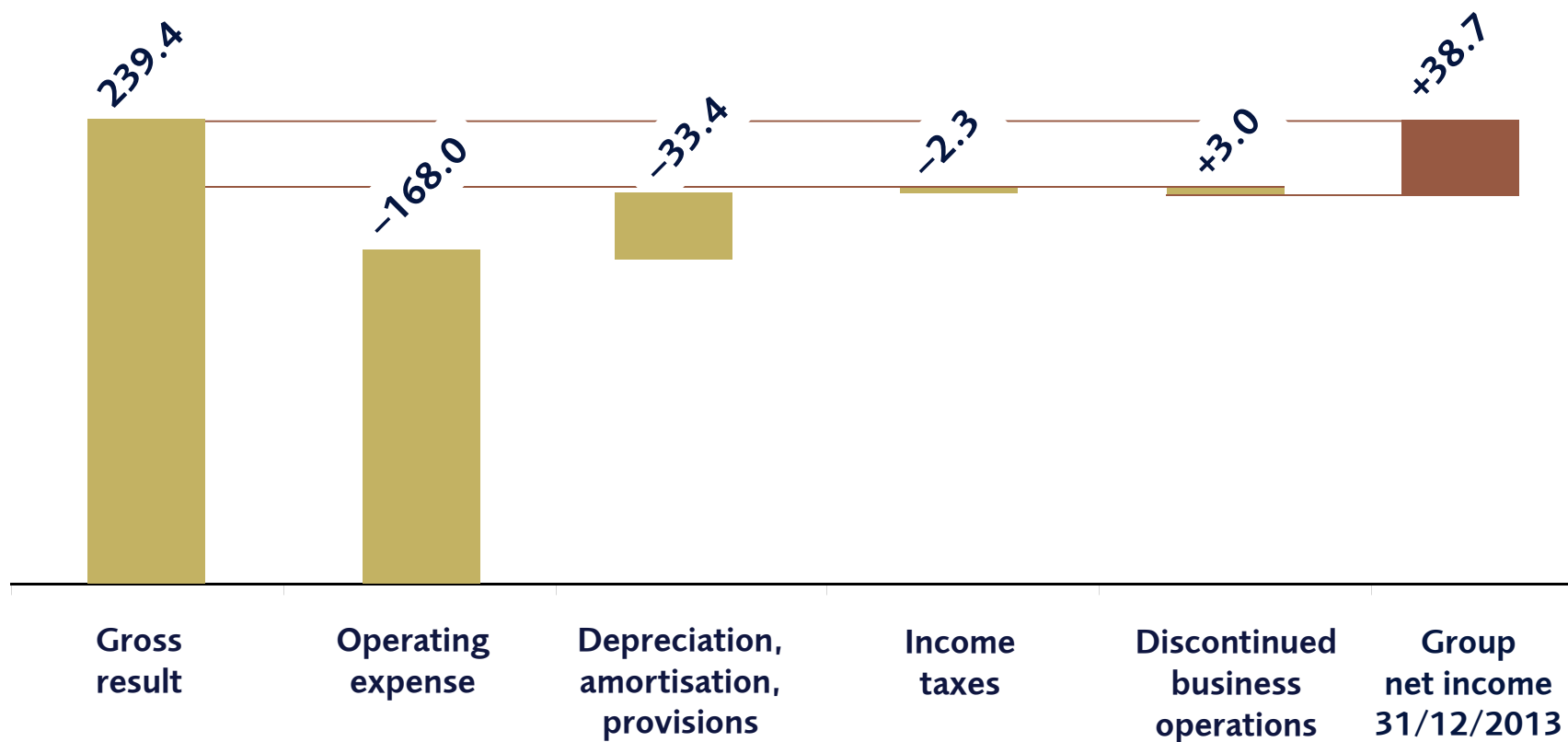




Income statement

Group net income

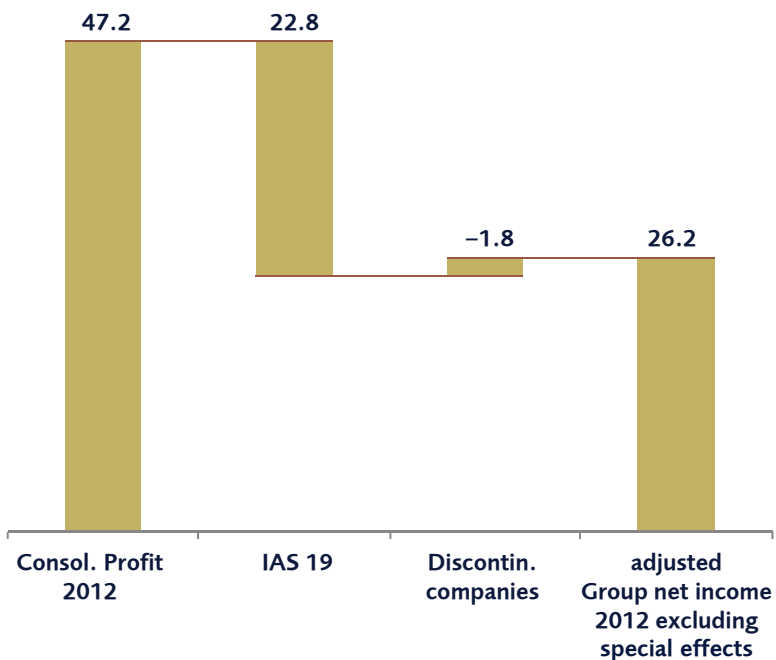
in million CHF



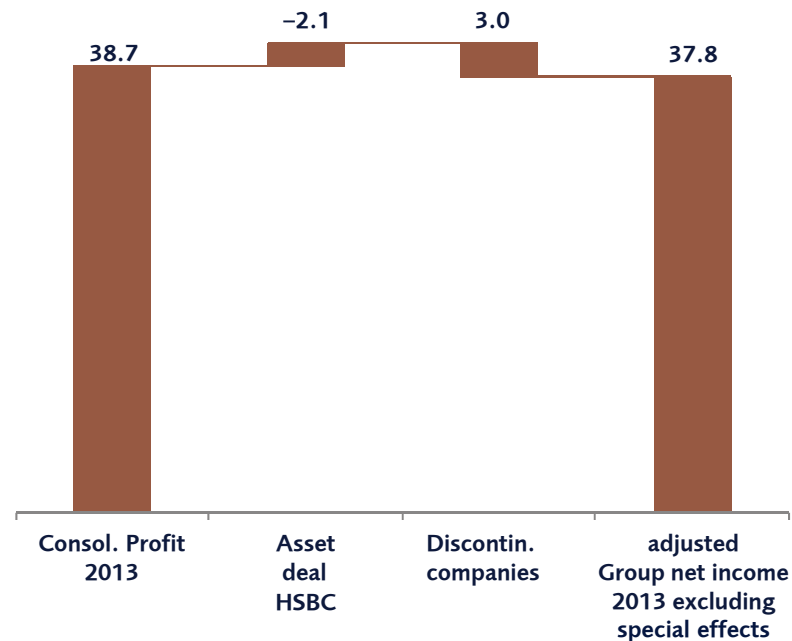
Group net income – principal effects

in million CHF

2012

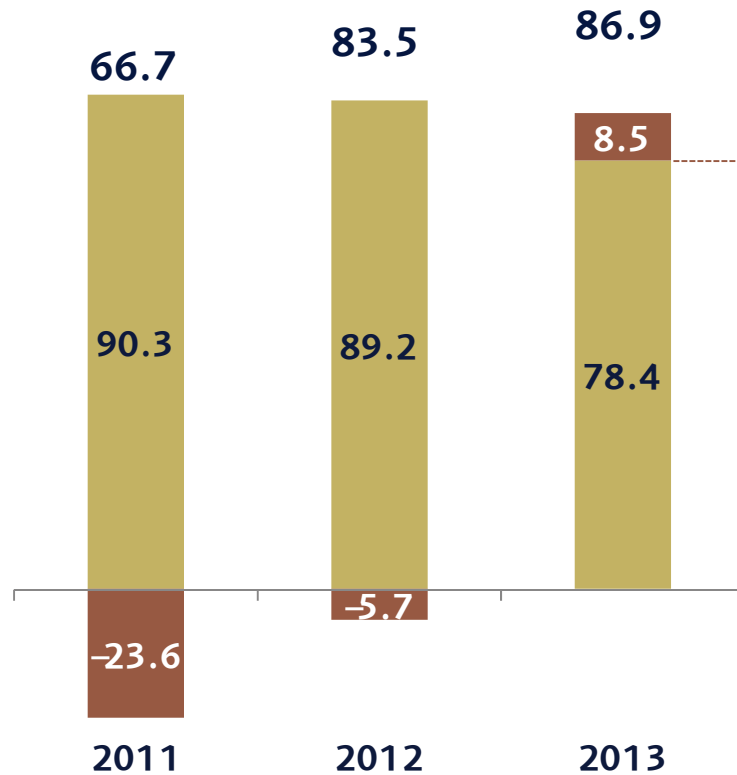


2013



Interest business

in million CHF



- Changes in value from hedges
- Declining interest income from bank and client loans
- Lower interest expense on bonds

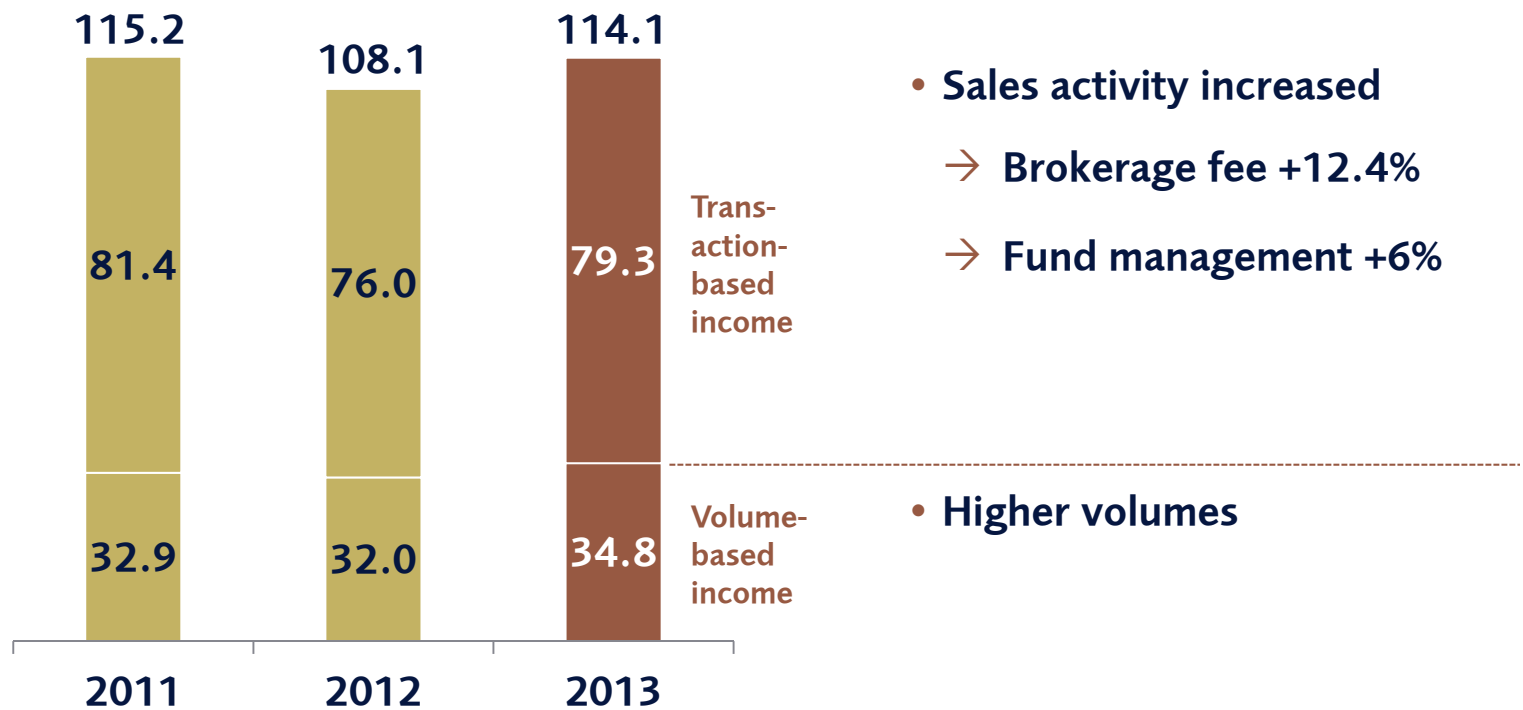
Income from interest business excluding

interest rate derivatives

Income from interest rate derivatives

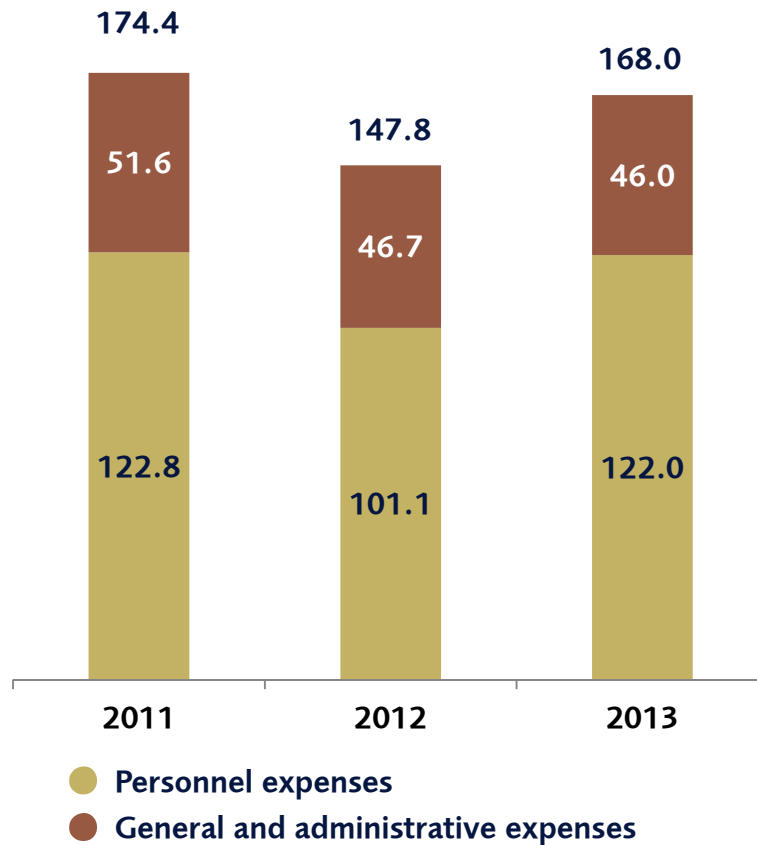
Commission business and services

in million CHF



Operating expenses

in million CHF



- Takeover of the personnel from HSBC Trinkaus & Burkhardt
- IAS 19 one-off effect in 2012 of CHF 22.8 million
- Group-wide reorganisation and recruitment costs for executive staff
- Implementation of tax transparency
- Costs relating to corporate transactions
- Focus on core business
- Continued strict cost discipline



Segments



Segment overview as of 31 December 2013

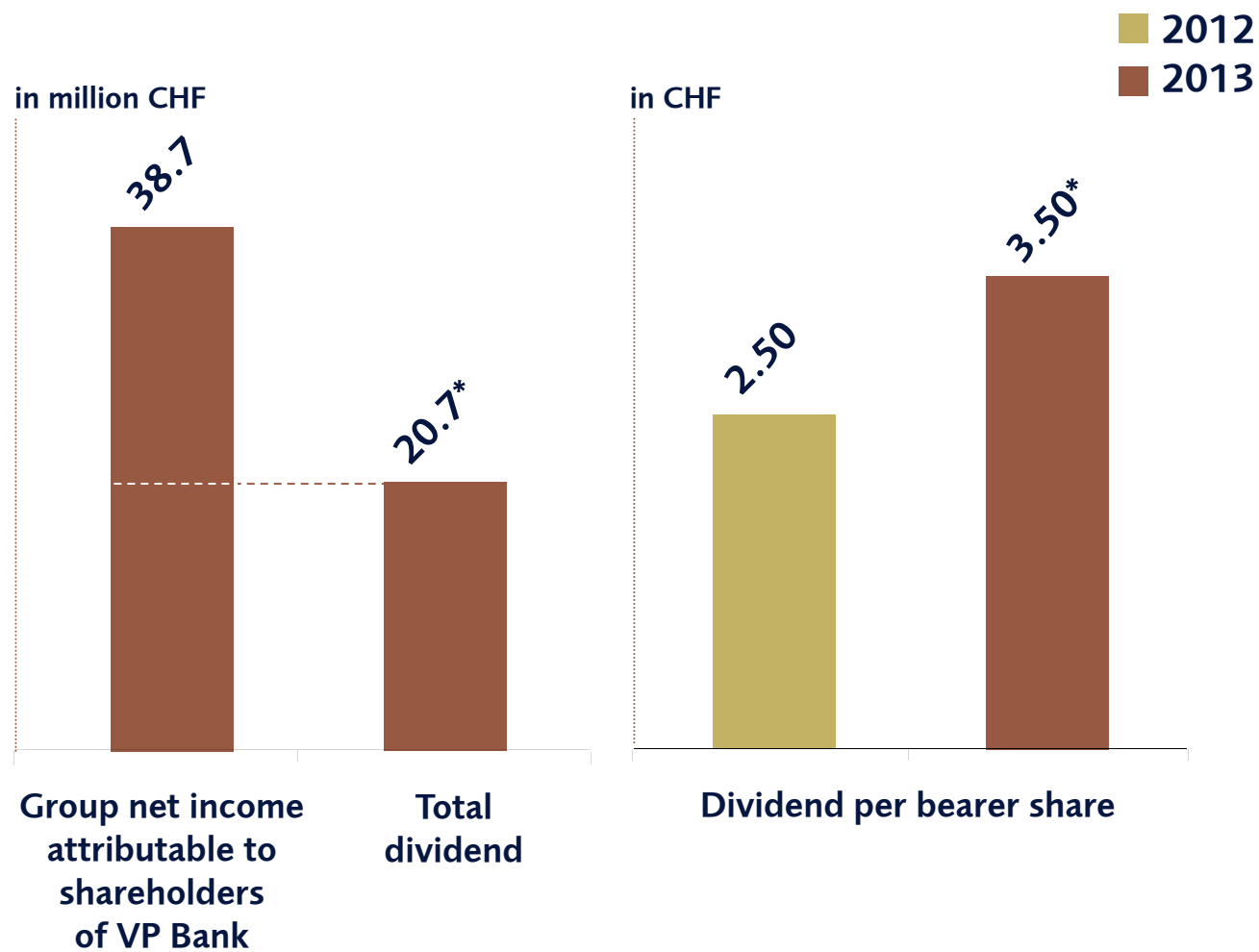
* in CHF	Client Business Liechtenstein	Client Business International	Chief Operating Officer	Corporate Center	Group
Income/loss before tax*	59.8 million	-3.5 million	-25.2 million	6.9 million	38.0 million
Client assets under management*	17.7 billion	11.5 billion	1.2 billion	0.2 billion	30.6 billion
Headcount (full-time equivalents)	109	223	262	112	706



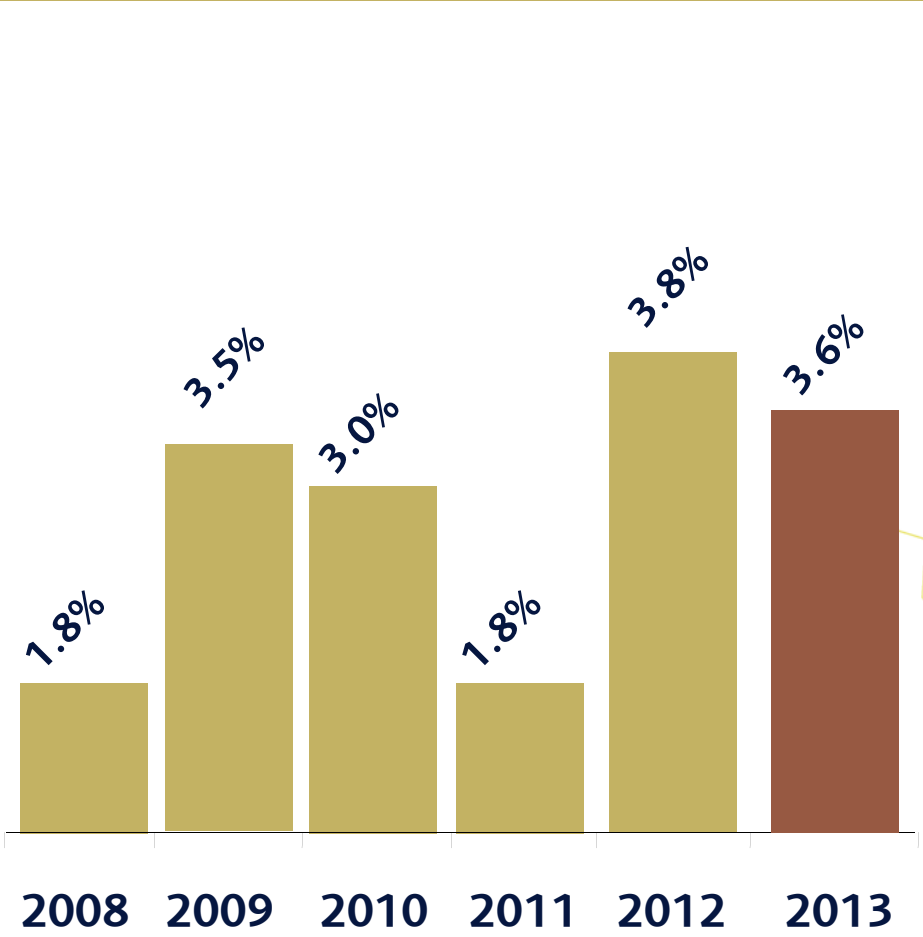
Dividend



Dividend



Dividend yield





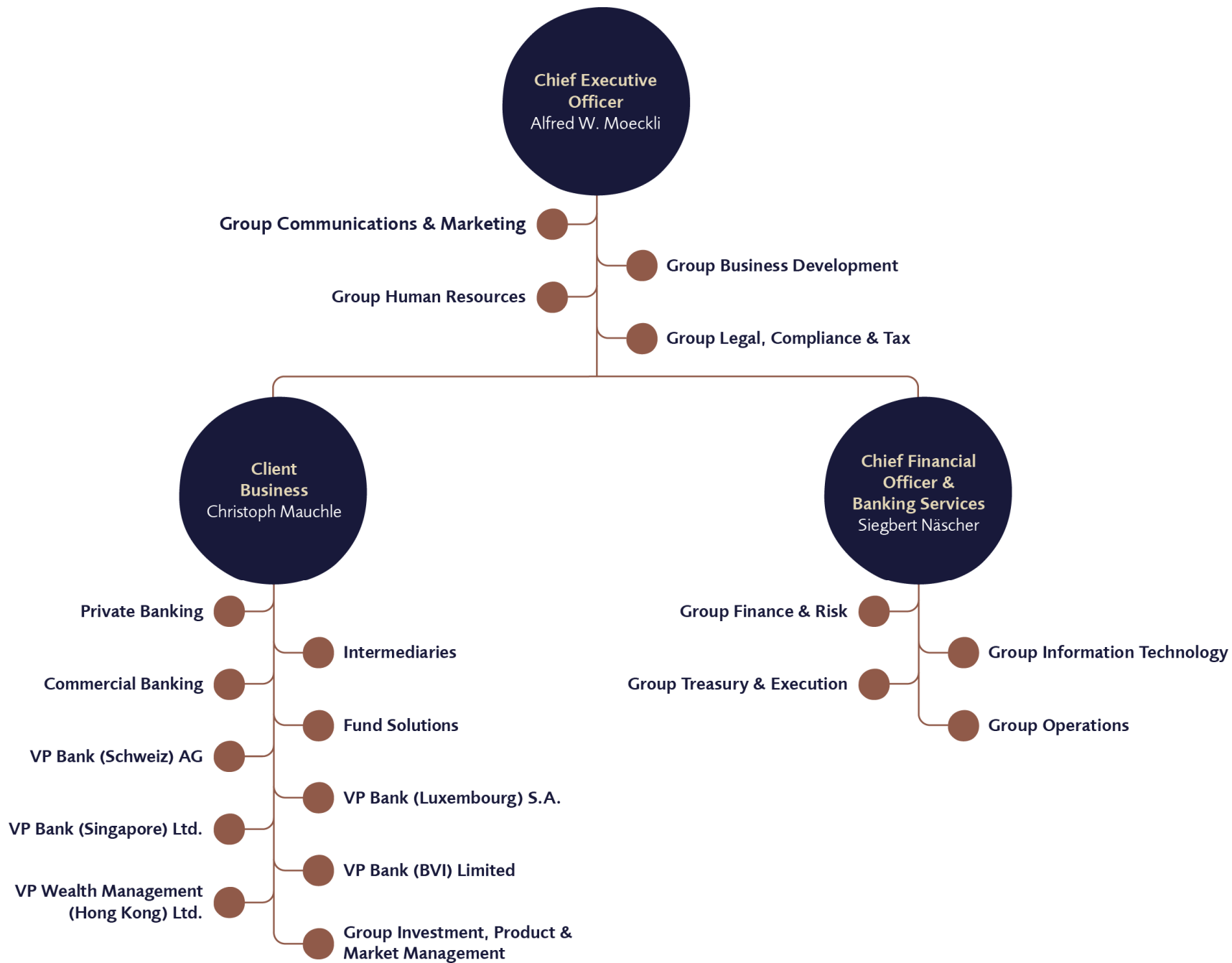
Summary

VP Bank Group – Summary 2013

- Group net income of CHF 38.7 million (+59% compared to the adjusted prior-year profit)
- Inflow of net new money: CHF 1 billion
- Successful takeover of personnel and clients from HSBC Trinkaus & Burkhardt in Luxembourg
- Sale of fiduciary companies as a result of focusing on our strategic business models
- Stable high equity and solid tier 1 ratio of 20.4%
- Proposal to the annual general meeting: increase in dividend to CHF 3.50



VP Bank:
Strategy implementation
Alfred W. Moeckli
Chief Executive Officer



Current situation

Favourable conditions and a fair number of strengths...

- Client segments and target markets have been determined
- Core assets under management have on the whole been stable since 2008
- Well-established cost discipline
- Strongly positioned in the intermediary business
- Promising positioning in Luxembourg and Russia
- Major shareholders are investing on a long-term basis
- Very strong capitalisation



Important topics in 2014

... but also a number of strategic challenges

- Many regulatory aspects
- Ongoing pressure on the cross-border business, particularly in Switzerland and Liechtenstein → dropping margins
- Uncertain future for the fiduciary business
- Unclear positioning of private banking
- Some synergies within the Group are not fully used
- Low profitability of a number of subsidiaries
- Positioning of VP Fund Solutions
- Infrastructure not fully utilised
- Acquisitions and organic growth
- Maintaining cost discipline

Group-wide front strategy (1/3)

Liechtenstein

- Specific strategy of the head office for
 - Direct customers (private banking, affluent and retail)
 - External asset managers
 - Fiduciaries
 - Regional commercial business
- Distribution
 - Improving sales effectiveness
 - Ways of reducing cost
- Pricing strategy will be revised



Group-wide front strategy (2/3)

Switzerland

- Focusing on developing the markets in Switzerland and Russia

Luxembourg

- HSBC: from asset deals to migration to integration
- Strengthening the funds business
- Using Group synergies – increased integration

Group-wide front strategy (3/3)

Asia

- Increasing front capacities in the new markets around Singapore
- Promising situation in the intermediary business

BVI

- Spin-off of fiduciary companies (operational implementation)
- Highly profitable mortgage business in the premium segment
- Complementary private banking and intermediary business

Our vision



We are the most recommended private bank, since we appeal to clients by creating unique client experiences.





Questions and answers

