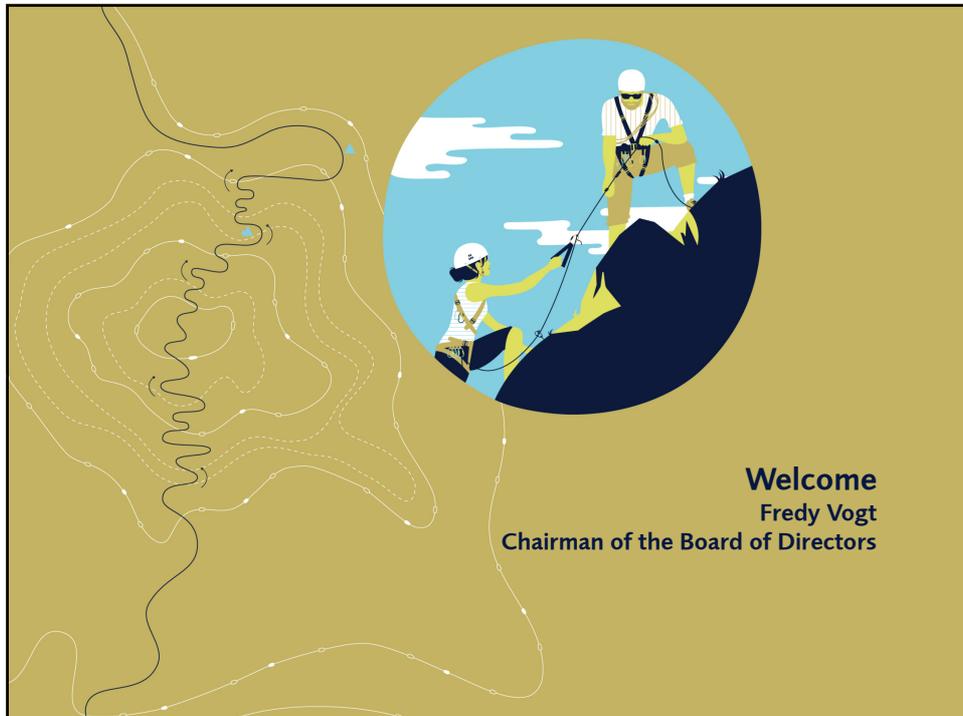


VP Bank Group
26 August 2014

VP Bank Group Semi-annual results 2014

SIX Swiss Exchange



Welcome
Fredy Vogt
Chairman of the Board of Directors

Programme

1 Welcoming remarks
Fredy Vogt, Chairman of the Board of Directors

2 Semi-annual results 2014
Siegbert Näscher, Chief Financial Officer

3 Strategy implementation
Alfred W. Moeckli, Chief Executive Officer

4 Questions & answers
Fredy Vogt, Chairman
Alfred W. Moeckli, Chief Executive Officer
Siegbert Näscher, Chief Financial Officer



Overview of topics

- Profile and medium-term goals as at 30 June 2014
- Client assets under management
- Balance sheet
- Income statement
- Segments
- Summary



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VP Bank Group – profile as at 30 June 2014

Shareholders' equity
CHF 869.4 million

Headcount (FTEs)
697

Client assets under management
CHF 31.4 billion

Group net income
CHF 11.1 million

Rating S&P
A-/Negative/A-2



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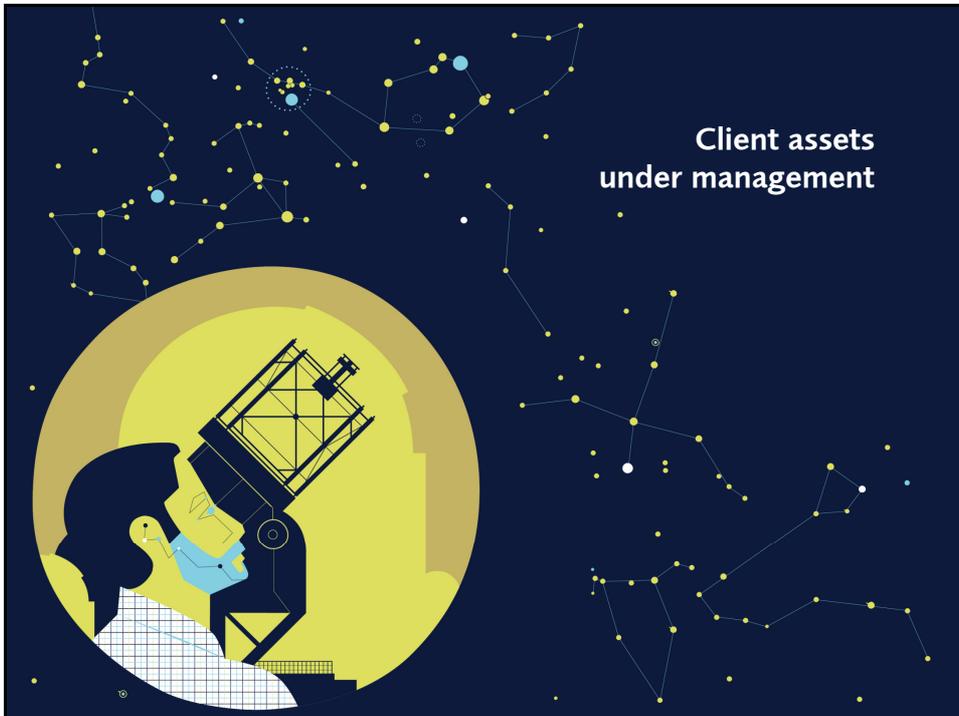
Medium-term goals



1) per semester, not annualised
 2) of which, HSBC Trinkaus (Lux) takeover: CHF 1.986 billion
 3) excluding one-time effect of IAS 19

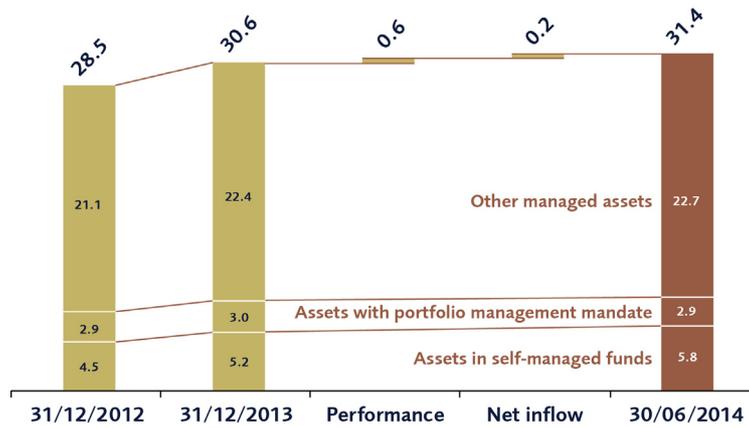


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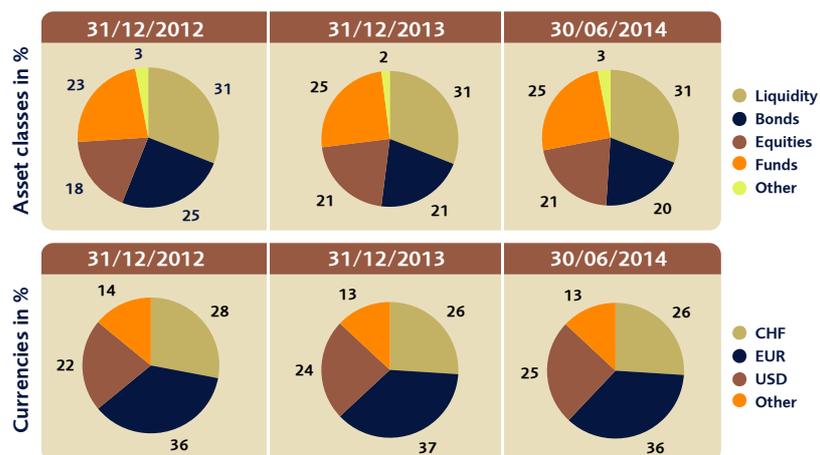
Client assets under management

in CHF billion

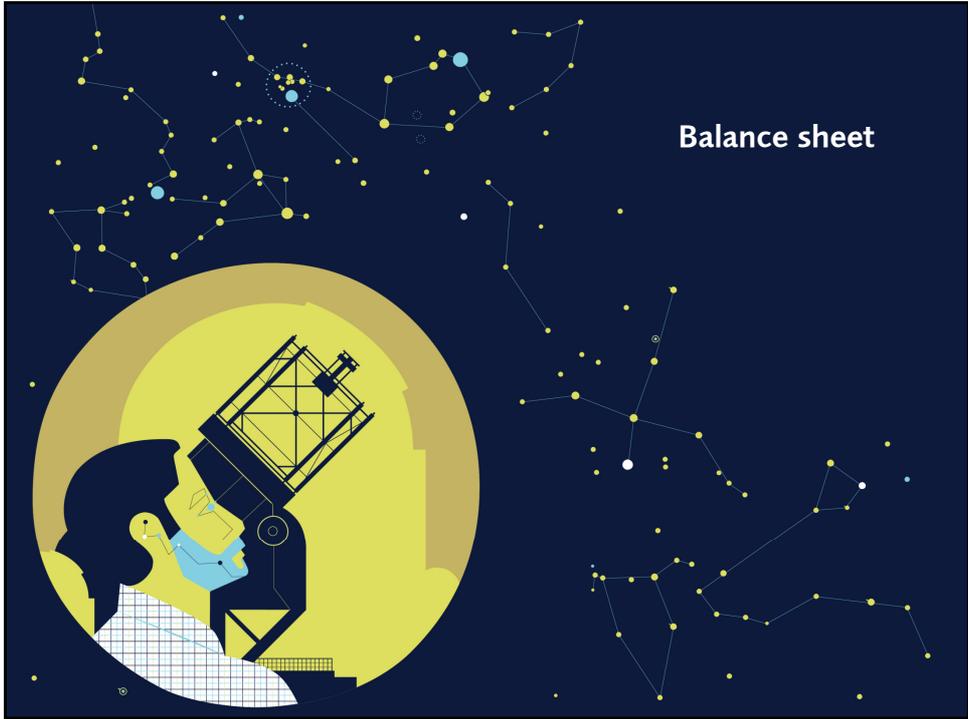


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Managed client assets – asset classes / currencies

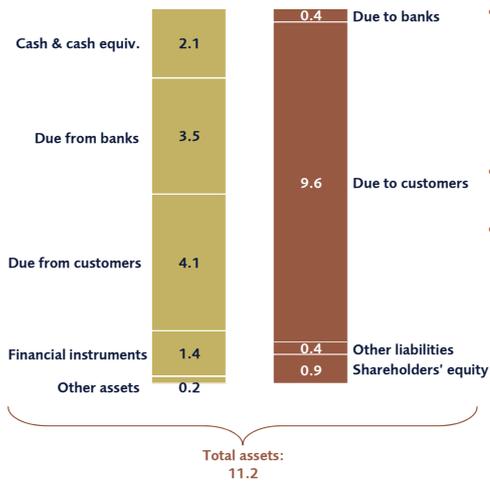


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Balance sheet as at 30 June 2014

in CHF billion



- **Realignment of claims versus banks** (CHF 1.0 billion) **in favour of C&CE** (CHF 0.7 billion) and **financial instruments** (CHF 0.2 billion)
- **Increase in client loans** (CHF 0.2 billion; +4.4%)
- **Client deposits and shareholders' equity essentially unchanged**

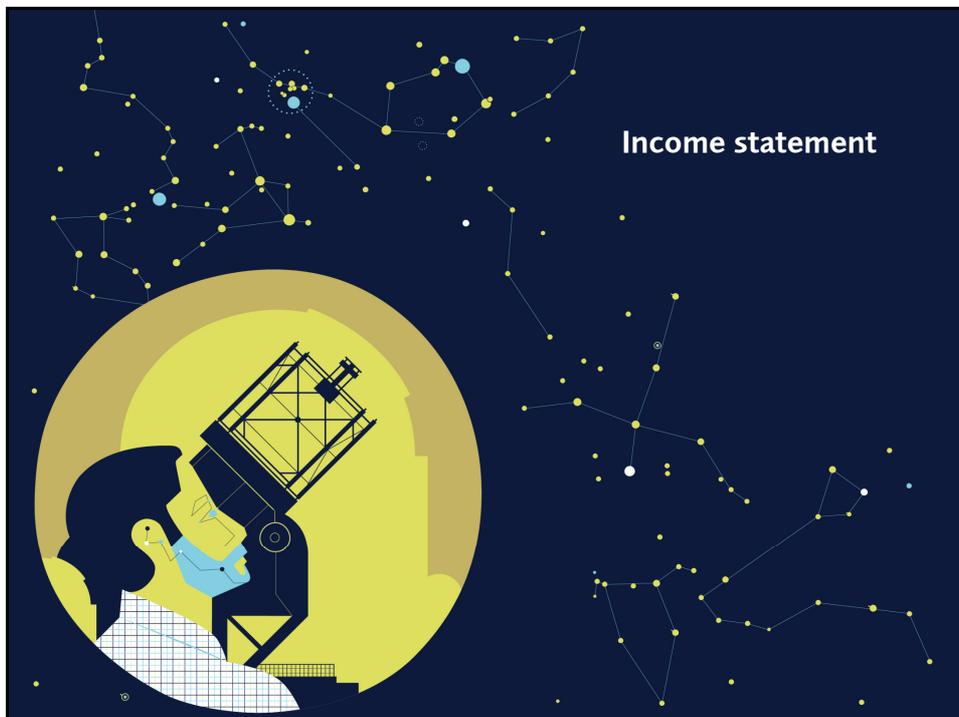
Key balance sheet readings

	31/12/2012	31/12/2013	30/06/2014
Total assets in CHF billion	10.6	11.2	11.2
Risk-weighted assets in CHF billion	3.9	4.1	4.1
Tier 1 ratio	21.5%	20.4%	20.7%
Leverage ratio ¹	7.8%	7.5%	7.5%
Loan-to-deposit ratio ²	41.3%	40.7%	42.7%
Non-performing loans ³	0.9%	0.5%	0.4%
Rating proportion ⁴ ≥ A	95.4%	96.9%	96.7%

- 1) Ratio of allocable shareholders' equity to total assets
2) Ratio of client deposits to client loans
3) Ratio of non-performing loans to total client loans
4) Debt instruments and claims versus banks



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Income statement

	H1 2012	H1 2013	H1 2014
Total net operating income	122.1	124.2	110.5
Operating expenses	-85.0 ¹	-80.0	-84.5
D&A and allowances	-19.7	-14.6	-15.1
Taxes	-3.5	-2.6	0.1
Discontinued businesses	-2.5	1.2	0
Net income	11.5	28.3	11.1

1) excluding one-time effect of IAS 19



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Interest business (1/2)

in CHF million



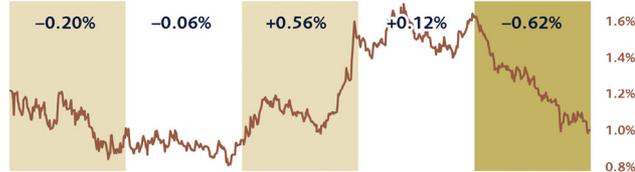
- Expansion of treasury activities
- Interest income from clients unchanged
- Volatility in hedging activities due to general interest rate environment



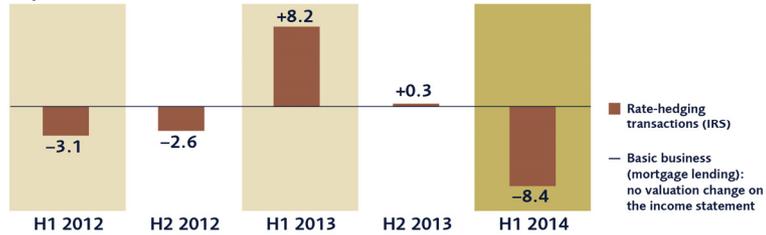
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Interest business (2/2)

Rate developments in CHF 10-year swap versus 6-month Libor



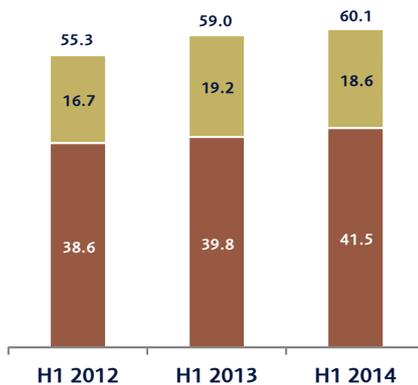
Impact on the income statement in CHF million



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Commission business and services

in CHF million



■ Transaction-dependent revenues
■ Inventory-dependent revenues

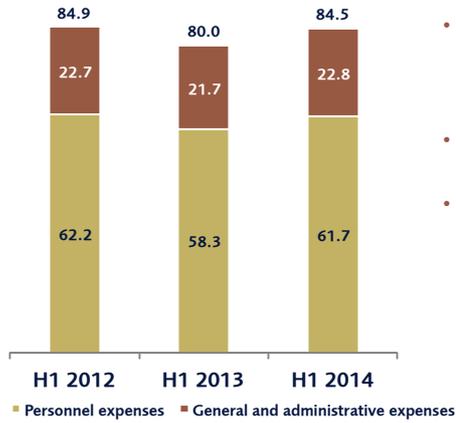


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- Increase through takeover of assets from HSBC Trinkaus & Burkhardt in Luxembourg
- Increase as a result of price adjustments
- Restrained trading activity/volumes

Operating expenses

in CHF million



- Higher costs due to takeover of employees of HSBC Trinkaus & Burkhardt in Luxembourg
- Additional restructuring costs and project-related outlays
- Ongoing cost reductions



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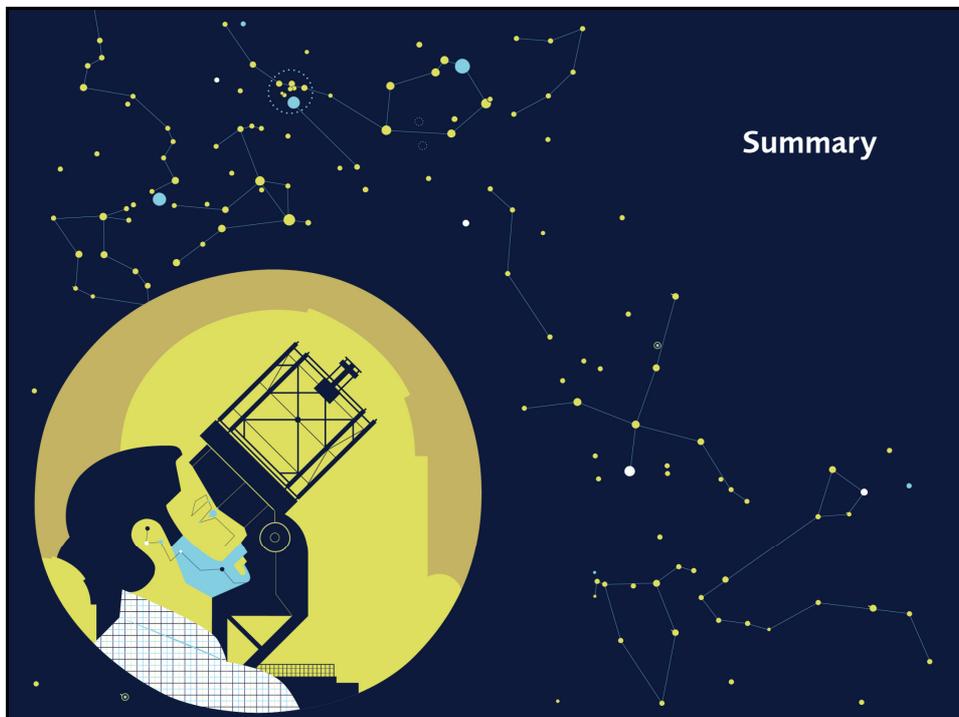
Segment overview as at 30 June 2014

	Client Business Liechtenstein	Client Business International	Corporate Center	Group
Revenues in CHF ¹	22.7 billion	12.6 billion	0.2 billion	35.5 billion
Net new money in CHF	145 million	91 million	–	236 million
Pre-tax net income in CHF	26.9 million	5.9 million	–21.8 million	11.0 million
Gross margin in basis points ²	55	64	–	–
Headcount in FTEs	152	257	288	697

- 1) Client assets under management and customer loans
 2) Total net operating income divided by average revenues



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VP Bank Group – Semi-annual results 2014 summary

- Total net income of CHF 11.1 million
- Net new money inflow of CHF 236 million
- Client assets under management of CHF 31.4 billion
- Successful integration of employees and clients of HSBC Trinkaus & Burkhardt in Luxembourg
- Launch and implementation of Project Apollo
- Stable, substantial level of shareholders' equity and a solid tier 1 ratio of 20.7%



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Strategy implementation
Alfred W. Moeckli
Chief Executive Officer

Semi-annual results 2014

Retreating interest rates

Modestly higher gross income

Gratifying inflow of new client assets

Ensuring efficient and trust-building client management



Project "Apollo" on schedule (1/2)

The implementation activities are structured as follows:

- Adjustment of the client structure by segment and market purity
- Adaptation of the service model to suit the various client groups
- Further development of business partnerships with fiduciaries
- Focused market cultivation with regard to external asset managers



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Project "Apollo" on schedule (2/2)



- Targeted further development of sales excellence
- Ongoing optimisation of pricing
- Expanding the scope of open architecture and the "Best Manager" principle in the investment process



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VP Bank Group (1/2)

Switzerland

- Structure adapted and processes simplified
- Initiation of distribution management
- Approval for rendering crossborder financial services activities in Germany

Luxembourg

- Structure adapted and processes simplified
- Exploitation of Group synergies
- More efficient orientation of the fund business



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VP Bank Group (2/2)

Asia

- Reinforcement of front-office staff
- Gratifying trend in the intermediaries and direct-client business areas

BVI

- Reinforcement of the Executive Board as of autumn 2014
- Niche provider in the attractive regional private banking business, including mortgages
- Occupancy of new offices on the island of Tortola



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Summary

Exploit synergies within the Group

Organic growth as well as acquisitions

Cost discipline



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