VP Bank Group · 12 March 2024

Annual conference 2023

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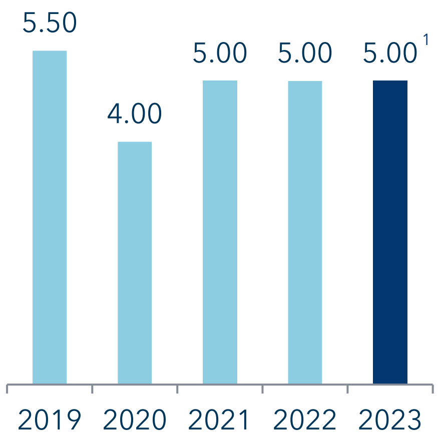
01

Board of Director’s view

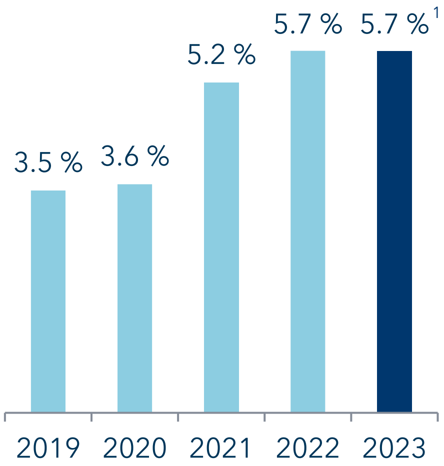
Dr Thomas R. Meier, Chairman of the Board of Directors

Sustainable dividend

Dividend (in CHF)



Dividend yield



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[1] Subject to approval by the annual general meeting.

Proposals to the annual general meeting

Dr Dirk Klee
New election as a Member of the Board of Directors

Philipp Elkuch
Re-election as a Member of the Board of Directors

Nomination as Chairman of the Board of Directors

Stephan Zimmermann

02

2023 annual results

Roger Barmettler, Chief Financial Officer

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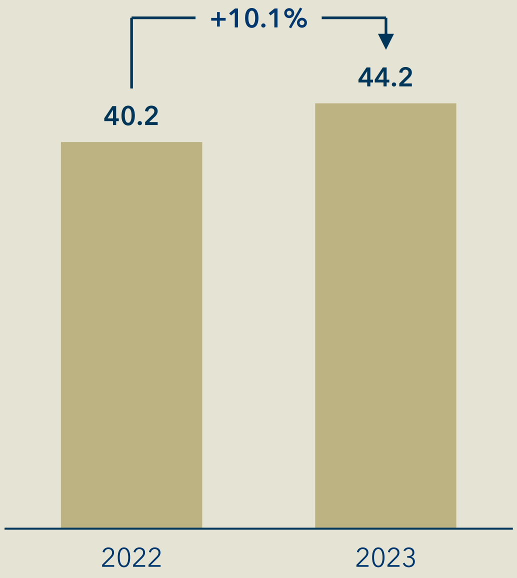
Increased group net income despite effects of exchange rates movements

Group net income (in CHF million)



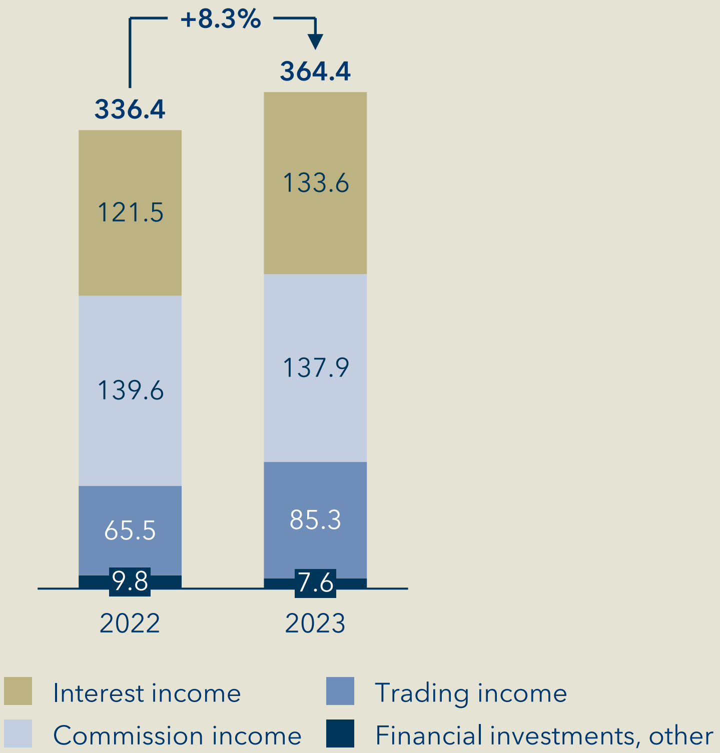
Broad-based business model enables corporate earnings and **profits to be increased** even during challenging times.

Operating income increased by 8.3%, while the cost trend has normalised since the second half of the year.

Exchange rate developments had a negative impact of around 20% on pre-tax profit.

Operating income up again

Operating income (in CHF million)



Operating income +8%
Negative effects of exchange rates movements of approx. 4% compared to the previous year

Interest income +10%
Normalisation effects increasingly noticeable in the second half of the year:

- Shifts from current accounts to other investments (primarily call and time deposits)
- Lower credit volume (deleveraging and exchange rate effects)

Commission income -1%

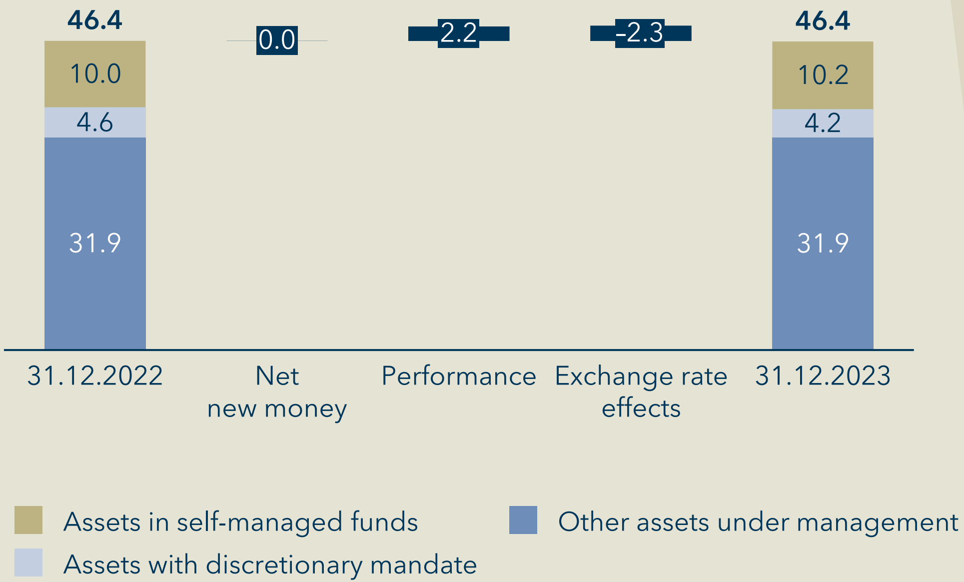
- Recurring income -2% lower in connection with 2% lower average client assets under management
- Transaction-based corporate earnings +3%

Trading income +30%

- Widening of the interest rate differential between USD and CHF

Stable client assets under management

Client assets under management (in CHF billion)



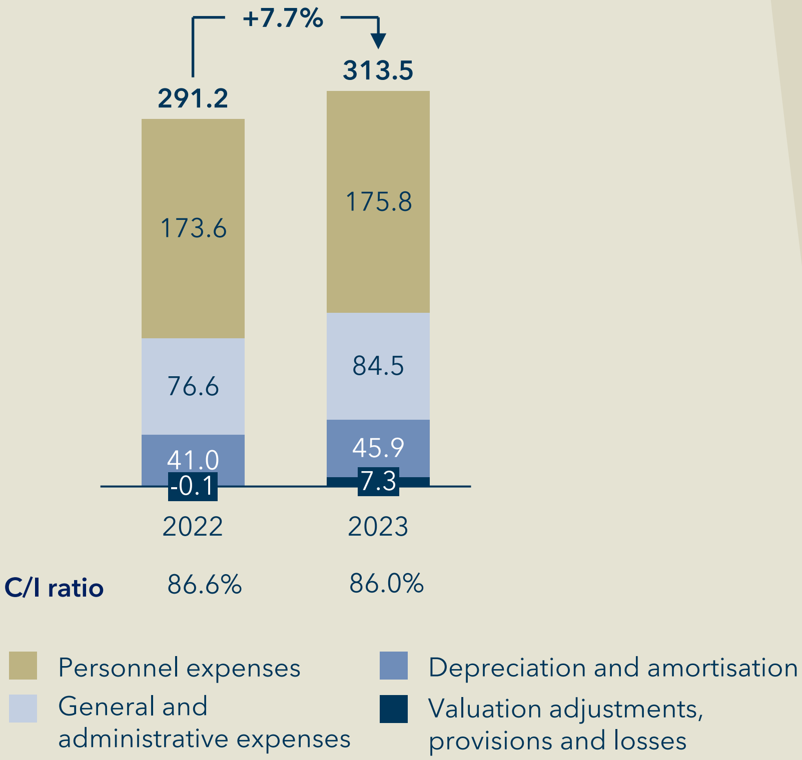
Average client assets under management 2% lower than in 2022.

Net new money (excl. forced outflows) of CHF 0.3 billion, primarily from fund business and Asia.

Forced outflows of CHF 0.3 billion from adjustments to the client portfolio.

Normalised cost trend

Operating expenses (in CHF million)



Personnel expenses +1%
- Pay rise from April
- Average FTEs +4% (end of 2023: 1,007 FTEs)

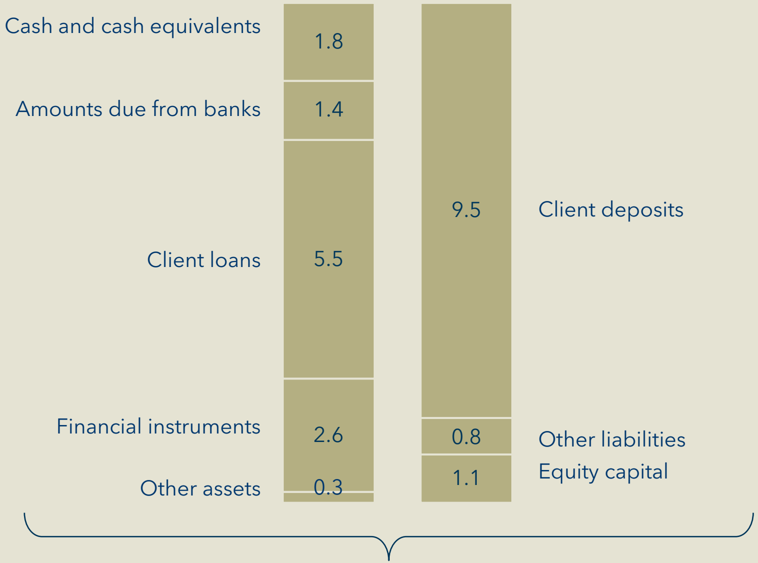
General and administrative expenses +10%
- IT systems CHF +5.3 million
- Total adjustment to client portfolio CHF 6.1 million
- Higher maintenance costs CHF +0.9 million

Depreciation and amortisation +12%
- Investments (intangible assets) normalised at CHF 18.6 million (CHF 31.8 million in 2022)
- Depreciation and amortisation peaked in 2023

Cost/income ratio improved slightly to 86.0%

Robust foundation

Balance sheet as of 31 December 2023 (in CHF billion)



Total assets: CHF 11.4 billion

Sound balance sheet

- High-quality loan portfolio
- High level of liquid assets
- Cash and cash equivalents along with amounts due from banks cover 33.0% of client deposits
- Total assets -9% based on lower deposits

Stable refinancing

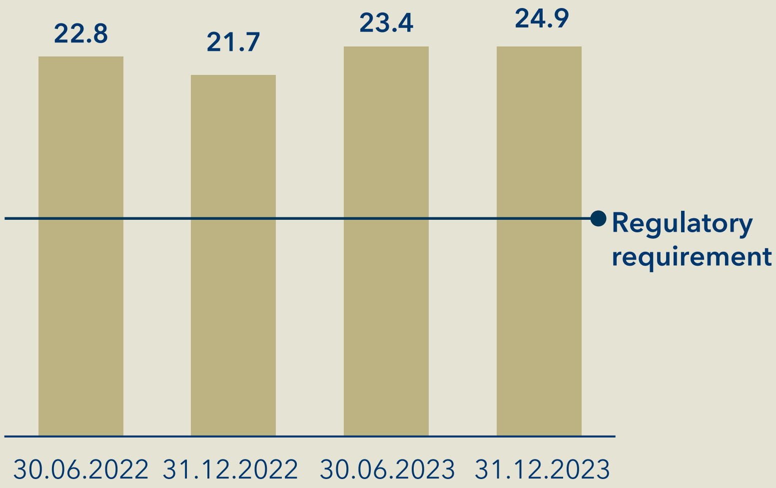
- Proportion of client deposits corresponds to 83% of total assets

Strong equity base

- Equity capital makes up 9.7% of total assets
- Tier 1 ratio at 24.9%

Sound risk profile

Tier 1 ratio (as a percentage)



Tier 1 / CET 1 ratio increased further to 24.9%

Other key figures

Liquidity coverage ratio: 306%

Leverage ratio: 9.1%

Net stable funding ratio (NSFR): 157%

Summary

Group net income in a challenging market environment and despite negative exchange rate effects

CHF 44.2 million

Operating income up by 8%

CHF 364.4 million

Net new money inflow compensates for forced outflows

CHF 0.03 billion

Cost/income ratio improved

86.0%

Dividend per registered share A

CHF 5.00

02

Strategy progress

Paul H. Arni, Chief Executive Officer

Strategy 2026 at a glance

Why?
- Digitalisation
- Sustainability
- A new generation

What?
We are rethinking wealth management by combining traditional banking with the benefits of digital ecosystems to create a whole new world of service.

How?

Evolve
Driving the existing business forward

Scale
Increasing effectiveness and efficiency

Move
Exploiting new business opportunities

Enable
Building the foundation for the future

Regional development plans

Liechtenstein: Further expand leadership in the intermediaries business, position private client business as a genuine alternative.

British Virgin Islands: Continued successful growth in the financing of prime real estate.

Europe: Effective and efficient management of Germany and Nordics via our platform.

Asia: Focus on business with external asset managers.

Asset servicing: Use synergies in sales. Positioning as one-stop shop.

Priorities 2024

Accelerated **growth** in all regions

Active and sustainable **cost management**

Improved attractiveness as an **employer**

Projects and initiatives

Regional market development plans

Value Proposition Excellence project

Client Relationship Excellence programme

Data Management initiative

Further improvements to People & Culture strategy

Financial targets 2026 – KPIs for dynamic growth

	Growth		Profitability	Stability
	Net new money (in % of client assets under management)	Income growth	Cost/ income ratio[2]	Tier 1 ratio
Targets	**4% p. a.[1]**	**4 – 6% p. a.[1]**	**< 75%**	**> 20%**
2023	**0.1%**	**8.3%**	**86.0%**	**24.9%**

[1] Over the 2021–2026 strategy cycle.
[2] Operating expenses / operating income.

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Thank you.

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