

FY 2022 RESULTS PRESENTATION

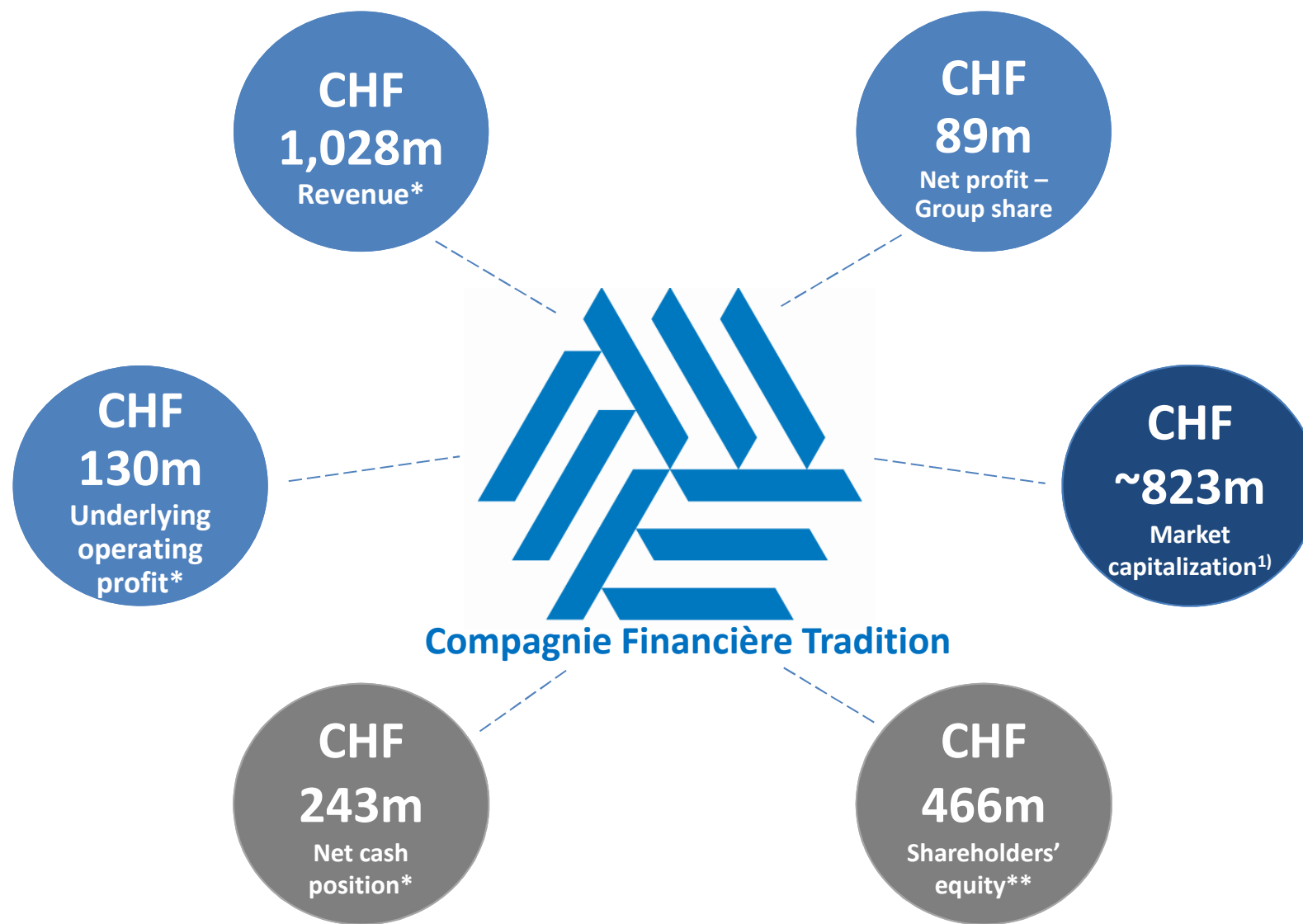
24 MARCH 2023

Lausanne



Compagnie Financière Tradition

Key figures: Performance and financial position as of 31 December 2022

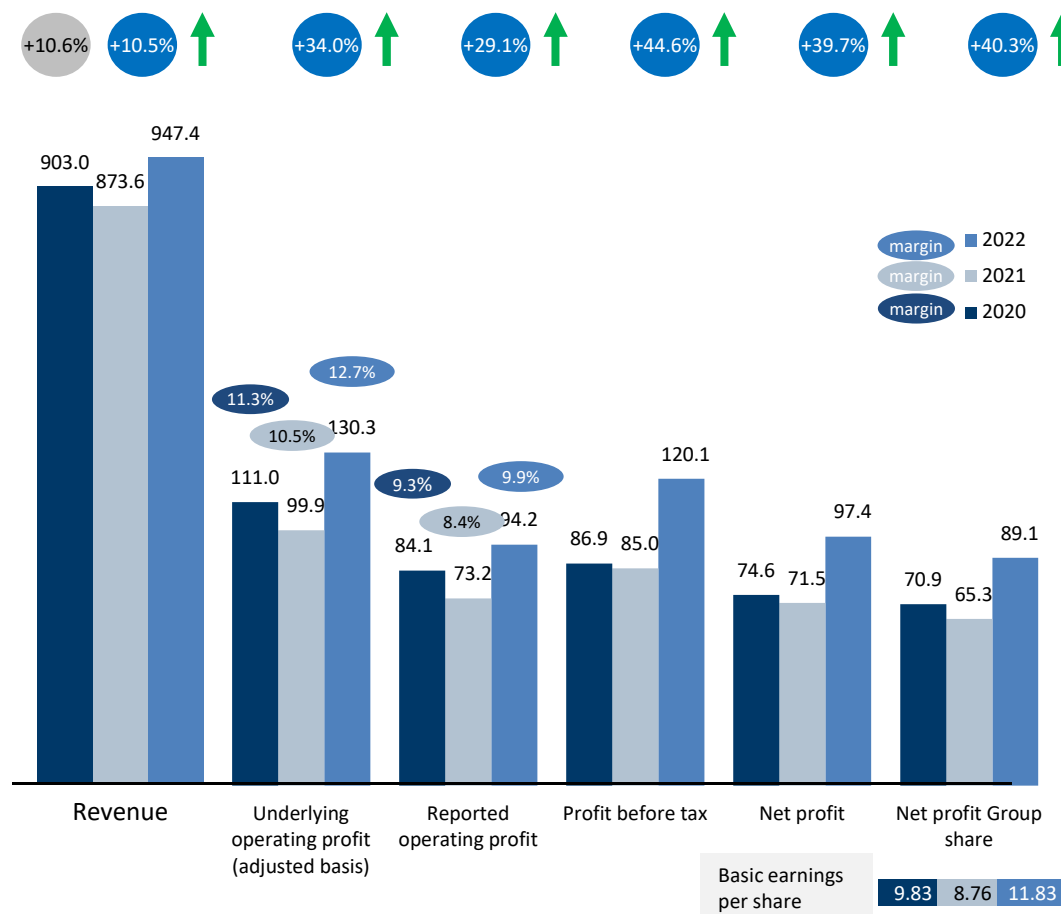


A shift in central-bank monetary policy away from quantitative easing and ongoing rate hikes beneficial for the Group's operations

Transition back to the office across the trading floors also benefited our activities

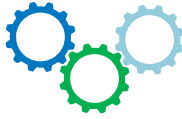
FY 2022 performance summary, in mCHF

- Revenue growth: positive development reflected in all regions and products of the portfolio
- Adjusted operating profit up 34.0% to CHF 130.3m for an operating margin of 12.7%
- Equity investments: Sustained performance with net profit up 38.6%, in particular Ping An Tradition in Mainland China
- Profit before tax up 44.6% to CHF 120.1m
- Ukraine/Russia crisis : Marginal impact on net profit with potential upside from recovery over time
- Net profit Group share: Up 40.3% to CHF 89.1m with earning per share (basic) reaching CHF 11.83 per share
- Proposed cash dividend up 10% to CHF 5.5 per share; distribution of treasury shares (1:100)
- Continued momentum in 2023: Activity level growing more than 10% year to date



Business model with strong operating leverage

Notional transacted annually in hundreds of USD trillion with low commission fee



Commission only revenue driven by cyclical and structural factors

Activity driven by trading volumes which are influenced by a range of factors:

- Macroeconomic performance
- Budget imbalances
- Interest rate environment
- Corporate and government bond issuance
- Commodities cycle
- Market volatility
- Emerging economies



Flexible F.O. cost base, performance driven

Flexibility driven by brokers' compensation scheme including :

- Variable compensation mainly production driven
- Performance measurement
- Communication and market data
- Other F.O. costs (eg trading platform)



Highly scalable support structure with strong cash conversion ratio

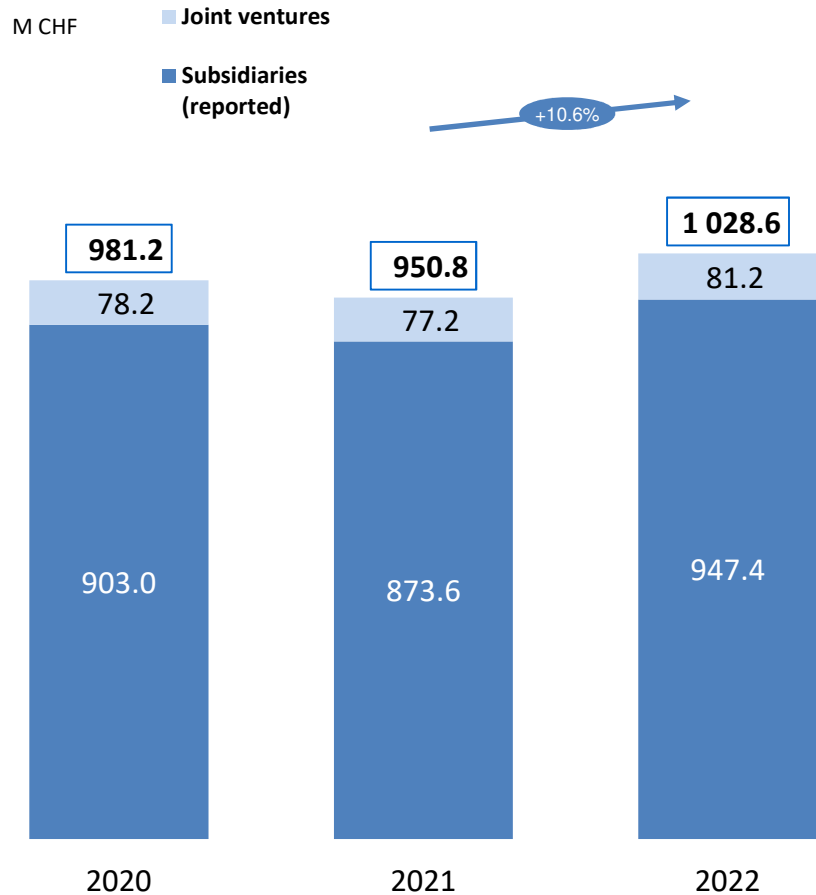
A range of administrative functions in support to the business:

- Management
- Information Technology
- Operations
- Compliance and Risk
- Legal and Human Resources
- Accounting and Finance
- Facilities

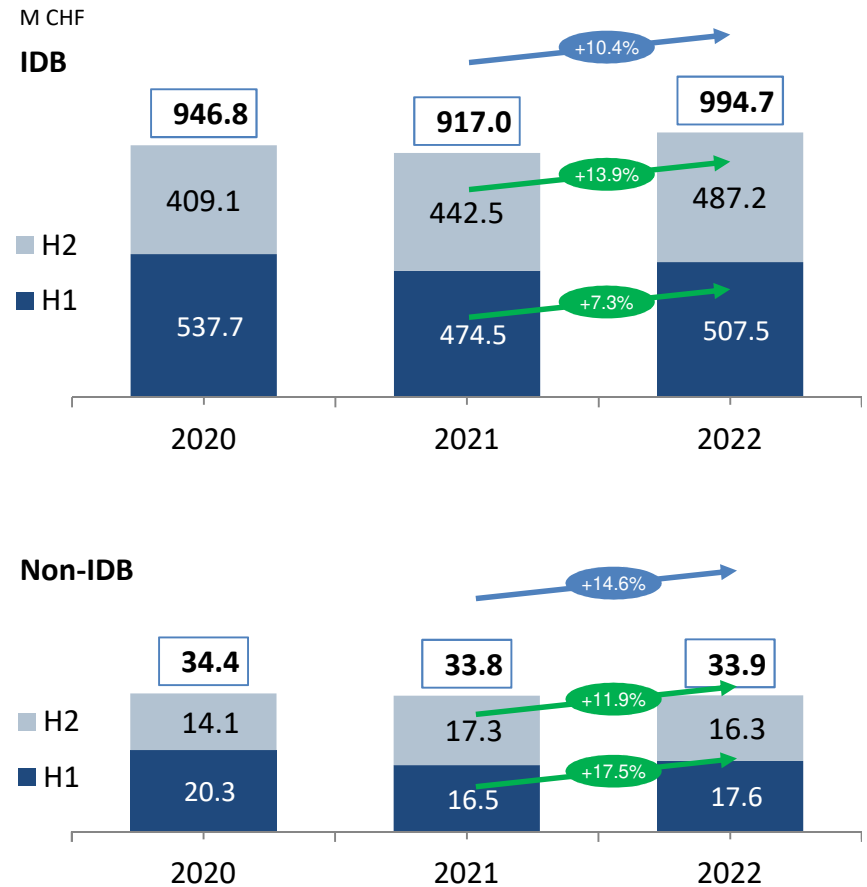
From reported to adjusted revenue

Growth in both IDB and Non-IDB businesses in constant currencies

Reported and adjusted revenue



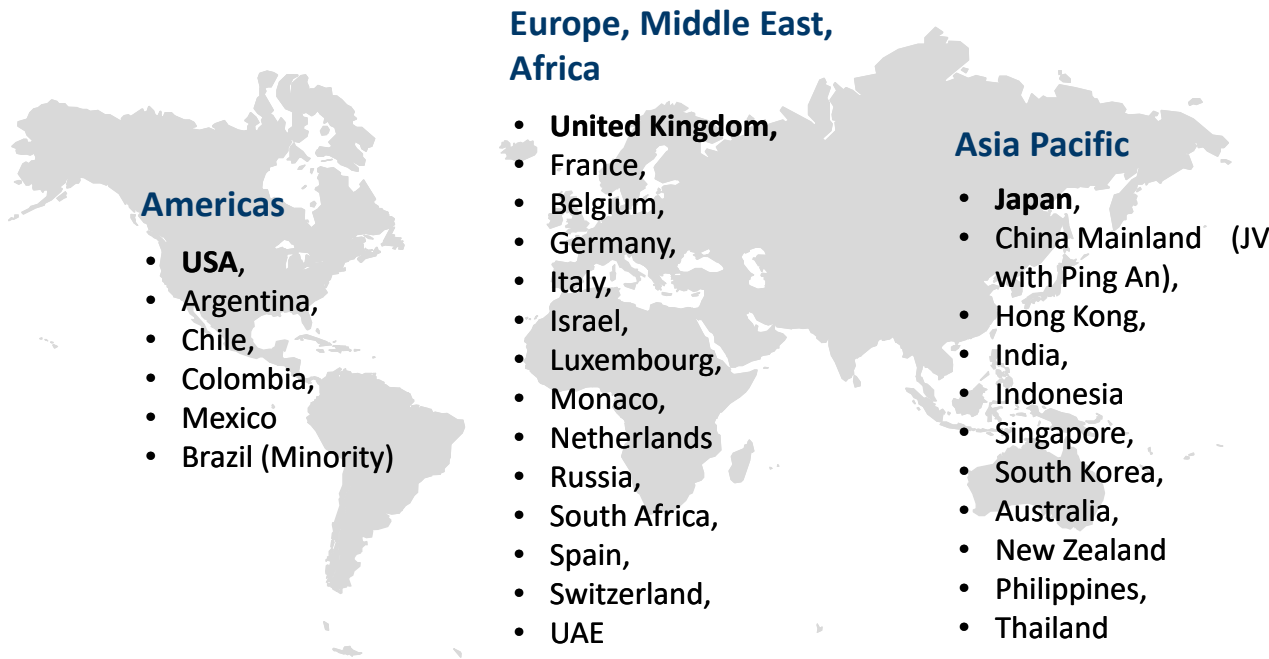
Adjusted revenue by business



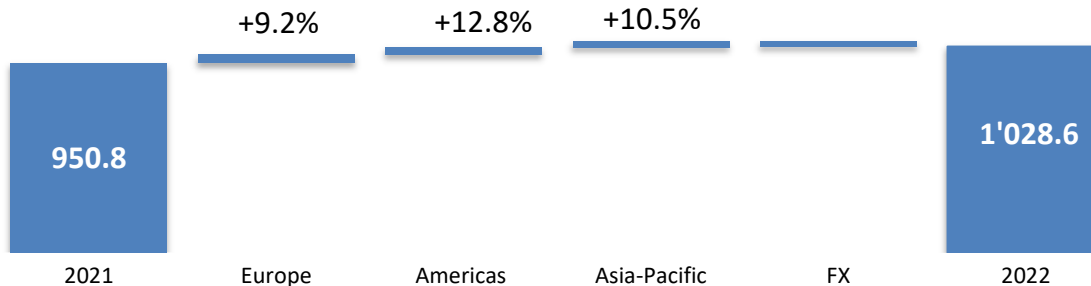
Diversified revenue portfolio both in terms of geographies and asset classes

Positive revenue development trend reflected in all regions

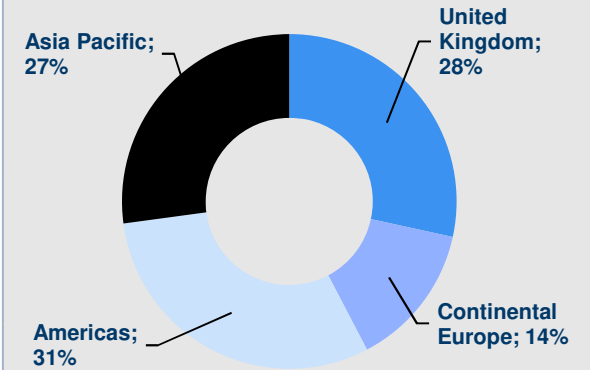
Geographies



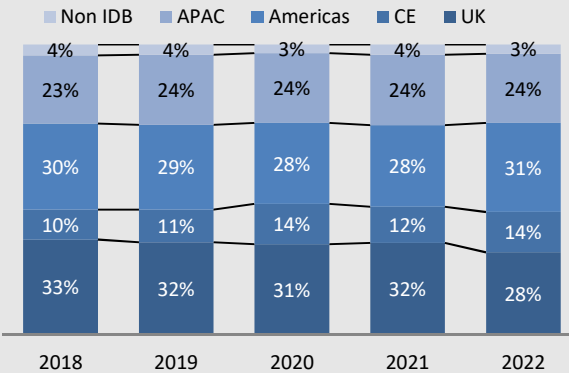
Adjusted revenue by region



Breakdown by region in 2022



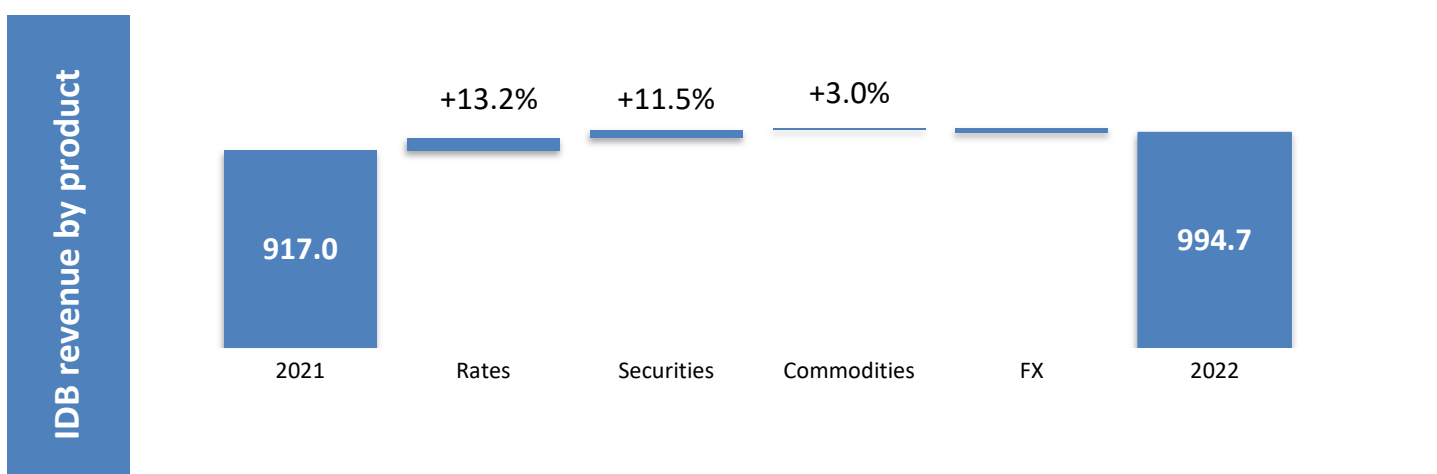
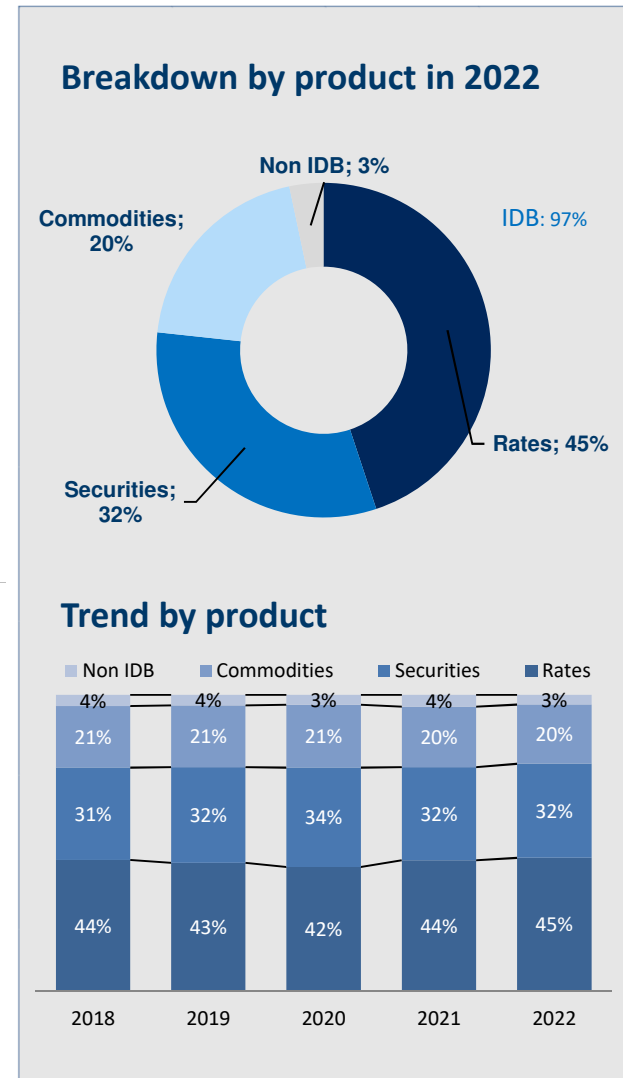
Trend by region



Diversified revenue portfolio both in terms of geographies and asset classes

Favorable market conditions in Interest rate and FX products and securities and security derivatives

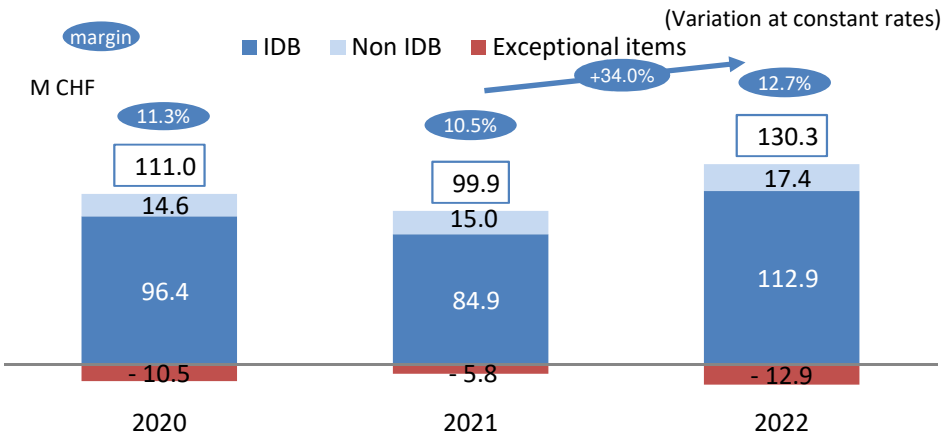
Products	Currencies and rates	Securities and security derivatives	Commodities	Non-IDB
	<ul style="list-style-type: none"> Interest rate derivatives (eg IRS, IRO) Money markets FX forwards (o/w NDFs) FX options 	<ul style="list-style-type: none"> Government bonds Corporate bonds Credit derivatives Repos Equities and equity derivatives Futures and options 	<ul style="list-style-type: none"> Oil Electricity Gas Metals Environmental Energy C&I 	<ul style="list-style-type: none"> Gaitame.com – Online retail forex brokerage



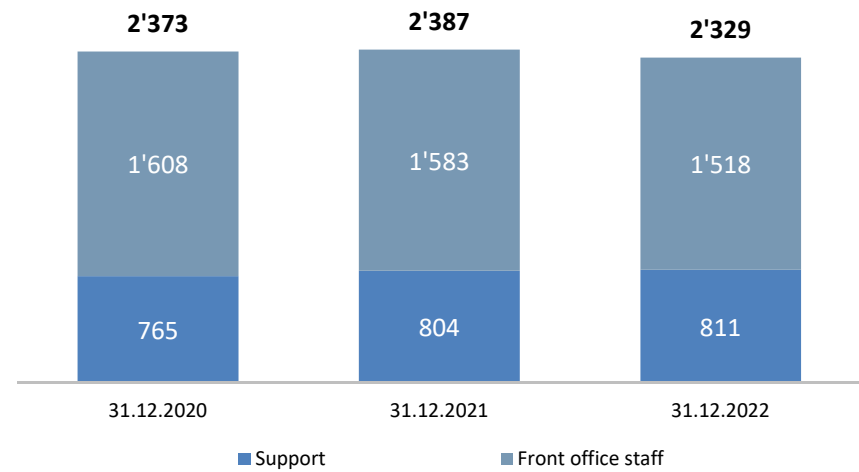
Adjusted underlying operating profit up 34.0% to CHF 130.3m

Improved average annualized productivity to CHF 774'000 per individual

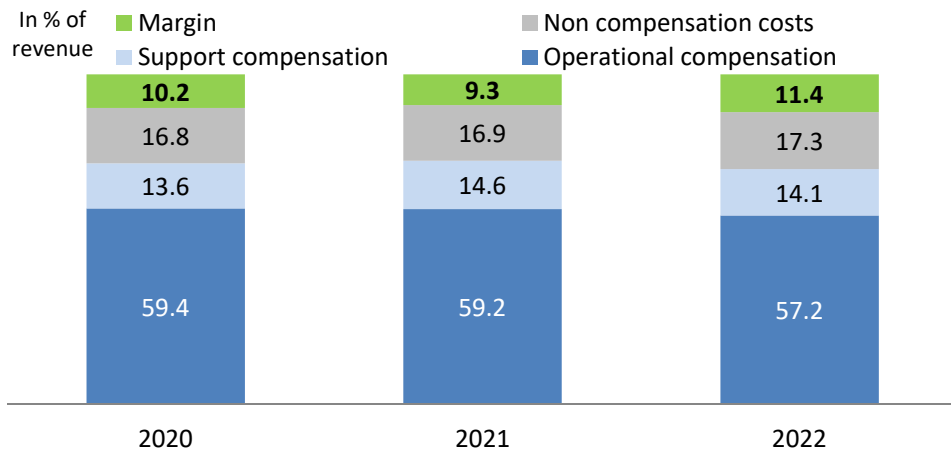
Adjusted underlying operating profit



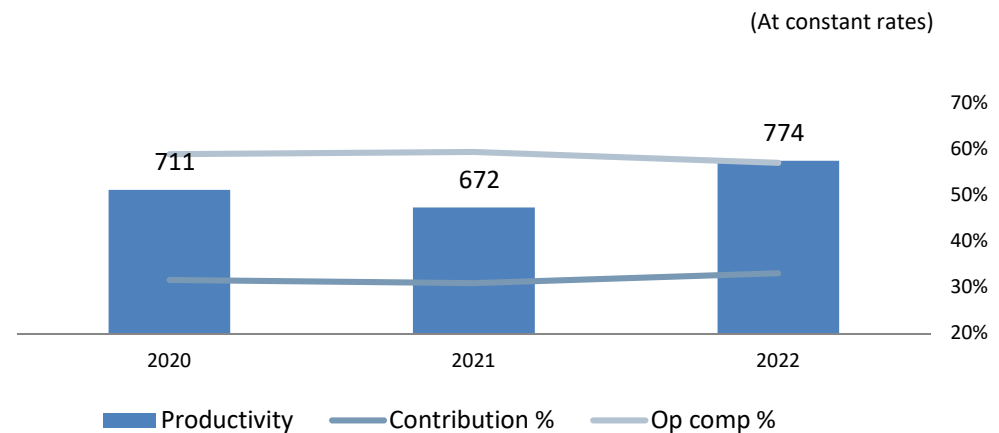
IDB headcount trend



IDB underlying operating ratios



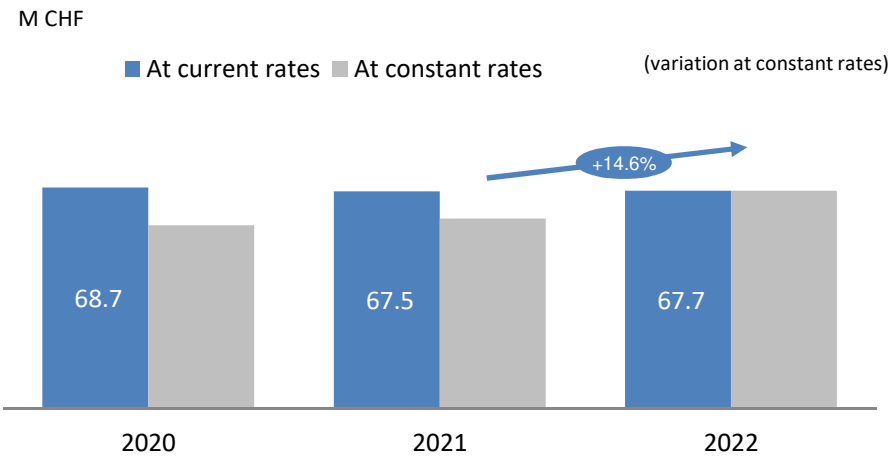
IDB – Other KPI



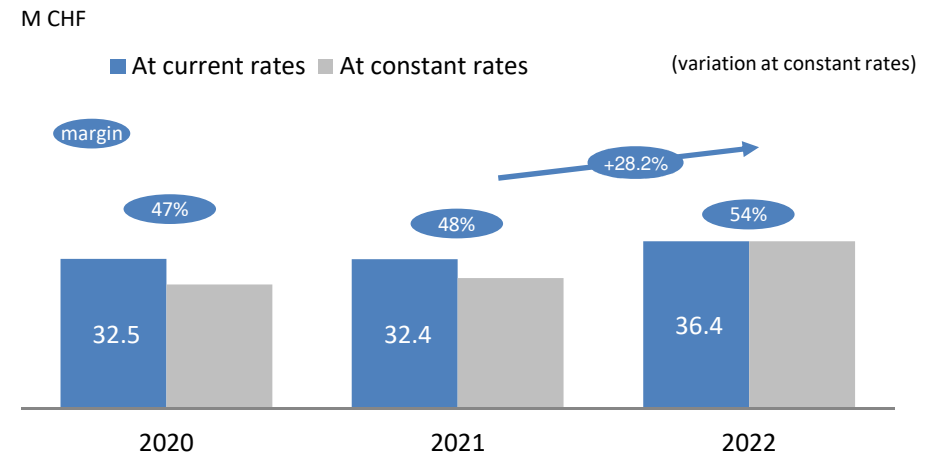
Gaitame.com : EBITDA margin continue to improve to 54% in 2022

Increase in profit, number of customers and deposits in constant terms; Reported figures impacted by weaker Japanese currency

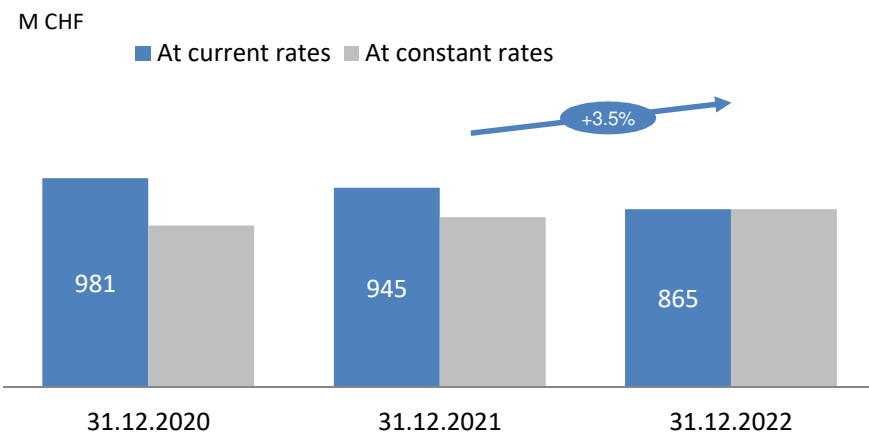
Revenue trend*



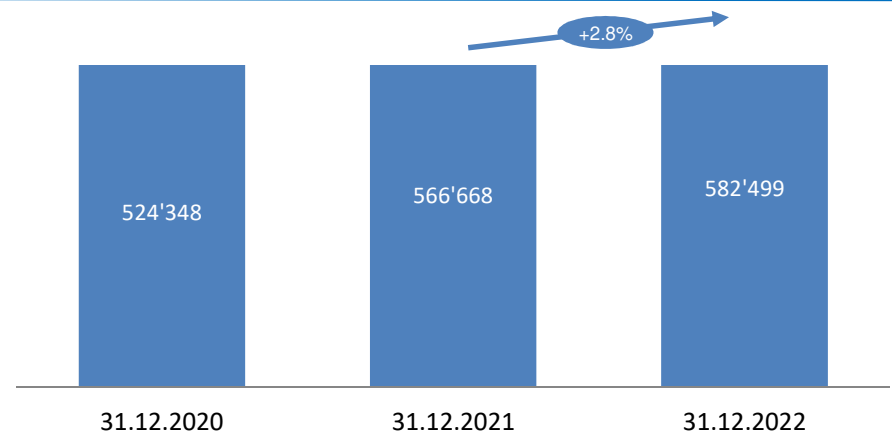
EBITDA trend*



Client deposits trend*



Number of clients trend*



* Figures presented at 100%. Group stake of 50% accounted as an equity investment

Sustained performance from equity investment with profit up 38.6%, in particular Ping An Tradition in Mainland China

Net financial result: FX gain due to movements in the Russian Ruble

Net profit – Group share

M CHF	FY 2022	FY 2021	Change at current exchange rates	Change at constant exchange rates
Operating profit as reported	94.2	73.2	+28.7%	+29.1%
Net financial result	-3.7	-10.8		
Share of profit of associates and joint ventures	+29.6	22.6	+31.0%	+38.6%
Profit before tax	120.1	85.0	+41.3%	+44.6%
Income tax	-22.7	-13.5	+67.9%	+70.5%
<i>Effective income tax rate</i>	25%	22%		
Net profit for the period	97.4	71.5	+36.2%	+39.7%
Group share	89.1	65.3	+36.5%	+40.3%

M CHF	FY 2022	FY 2021
Interest expense on bank borrowings and bonds (net)	-6.4	-6.5
Interest expense on lease liabilities	-2.4	-2.6
Net foreign exchange gains/(losses)	+5.0	-1.7
Other items	+0.1	-
Total	-3.7	-10.8

% / M CHF	FY 2022	FY 2021
Normative income tax rate	21% ; 19.4m	22% ; 13.4m
Net unrecognized tax losses	1% ; 1.1m	1% ; 0.7m
Non-taxable income	-% ; -0.2m	-6% ; -3.8m
Non-deductible expenses	3% ; 2.9m	5% ; 3.2m
Prior year current tax	-% ; -m	-% ; 0.3m
Other items	-% ; -0.5m	-% ; -0.3m
Effective income tax rate	25% ; 22.7m	22% ; 13.5m

Continued focus on sound balance sheet with important shareholders' equity and net cash position

Marginal amount of intangible assets

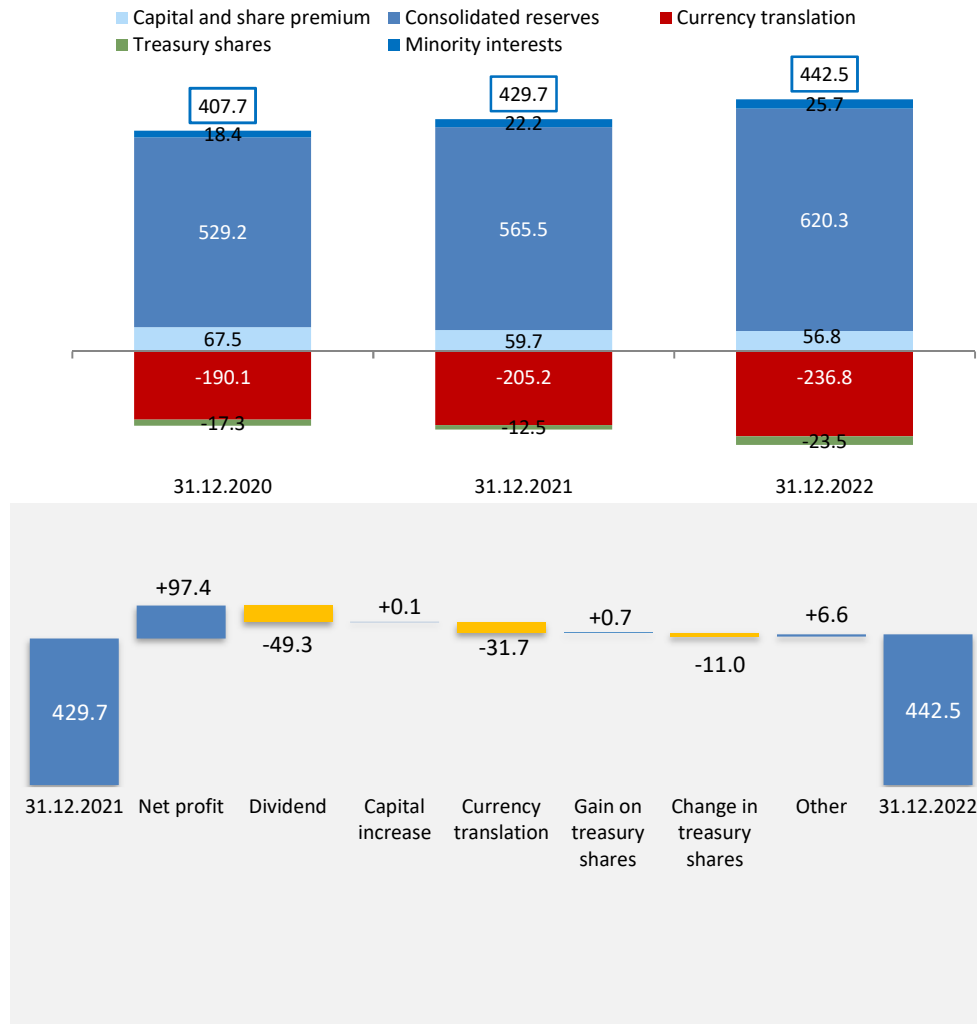
M CHF	Assets	
	31.12.2022	31.12.2021
Property, Plant & Equipment	19.5	22.4
Right-of-use assets	50.4	47.3
Intangible assets	43.8	42.7
Investments in associates and joint ventures	150.6	149.4
Financial assets at fair value (FVTOCI & FVTPL)	7.0	6.6
Unavailable cash	31.6	33.1
Other non-current assets	35.0	44.3
Non-current assets	337.9	345.8
Receivables related to MP activities	109.1	450.3
Receivables related to AH activities	-	98.1
Trade & other receivables	278.2	291.3
Other financial assets	25.8	84.8
Cash & Cash equivalents	308.3	306.2
Other current assets	18.0	18.2
Current assets	739.4	1 248.9
TOTAL ASSETS	1 077.3	1 594.7

M CHF	Equity and Liabilities	
	31.12.2022	31.12.2021
Capital	19.1	19.1
Share premium	37.7	40.6
Treasury shares	-23.5	-12.5
Currency translation	-236.8	-205.2
Consolidated reserves	620.3	565.5
Equity – Group share	416.8	407.5
Minority interests	25.7	22.2
Equity - Total	442.5	429.7
Long term financial debts	209.4	209.2
Long-term lease liabilities	46.2	45.9
Other non-current liabilities	20.8	27.0
Short term financial debts	9.9	112.1
Short-term lease liabilities	15.7	14.8
Payables related to MP activities	106.5	447.4
Payables related to AH activities	-	98.1
Trade & other payables	226.3	210.5
Current liabilities	358.4	882.9
TOTAL EQUITY AND LIABILITIES	1 077.3	1 594.7

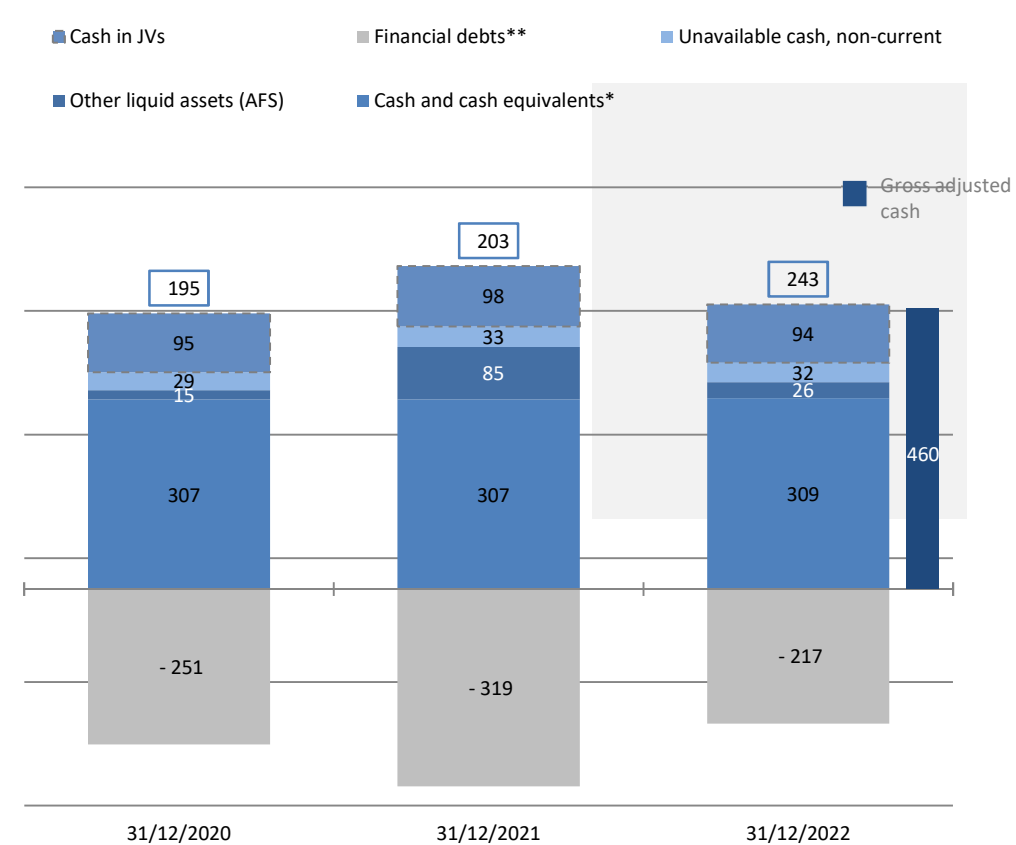
Shareholders' equity of CHF 466.0m before deduction of own shares of CHF 23.5m and net cash position increasing from CHF 203m to CHF 243m¹⁾ with strong operating cash flows

Negative currency translation reserve increasing to CHF 236.8m

Shareholders' equity breakdown



Net cash position trend



*Adjusted from variation in MP activities of CHF 0.8m as of 31 December 2022 (31.12.2021 : CHF 1m)
 ** Excluding lease obligations and overdrafts related to MP activities

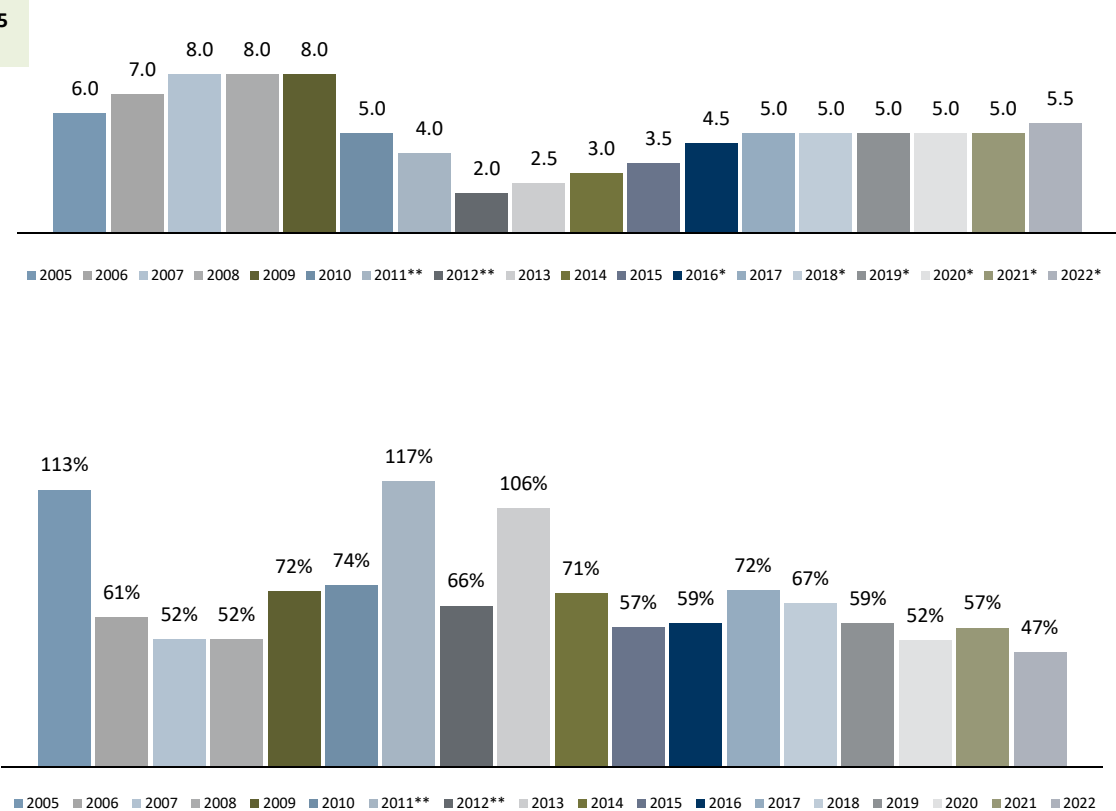
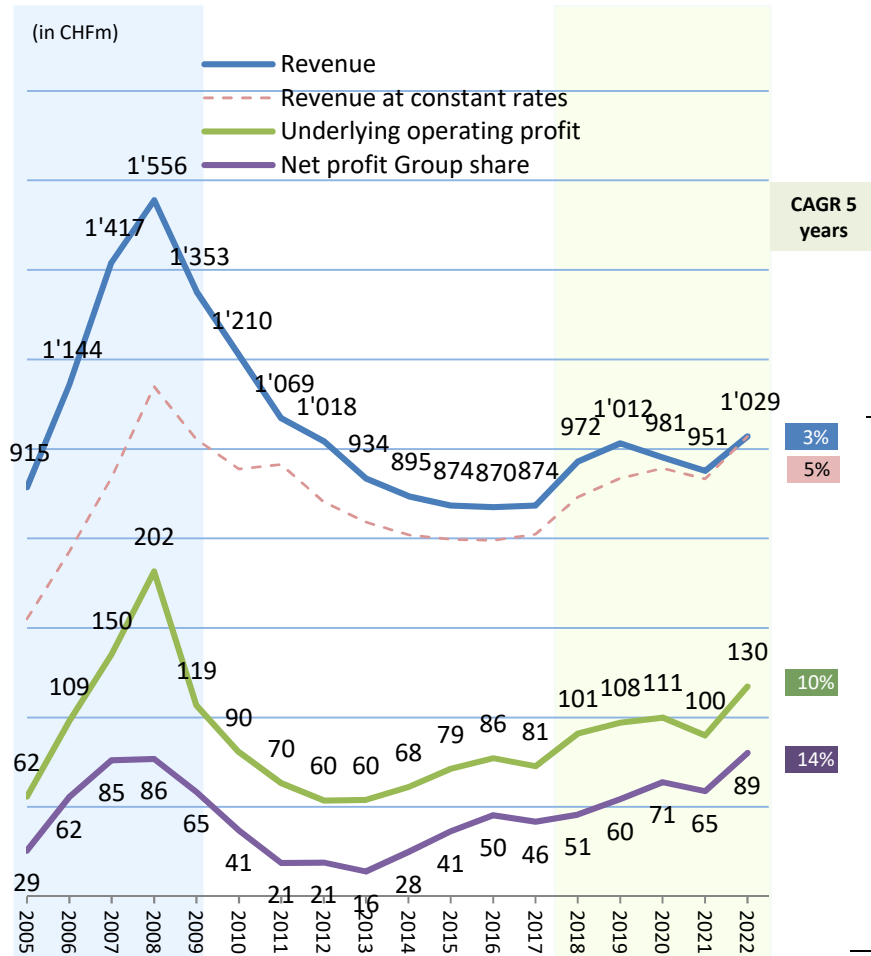
1) Shareholders' equity before the deduction for own shares and net cash position including Group share of cash at JVs accounted as equity investments

Business model incorporate a strong operating upside

Consistent dividend payout

Performance trend between 2005 to 2022*

Dividend payout trend 2005 to 2022



CFT, a Swiss group ranked amongst the top 3 worldwide in its sector

Roadmap based on growth initiatives, operational performance and quality of balance sheet

- 1 Track record of agility to cope with market cycles and structural trends
- 2 Positive impact from the normalization of central banks' policies
- 3 Pursue growth strategy whilst maintaining its focus on cost management
- 4 Continued investments in data and analytics business and hybrid broking capabilities
- 5 Consistent strategic roadmap founded on quality of financial position, with the objective to continue to grow shareholders' equity while serving a good dividend



Thank you