



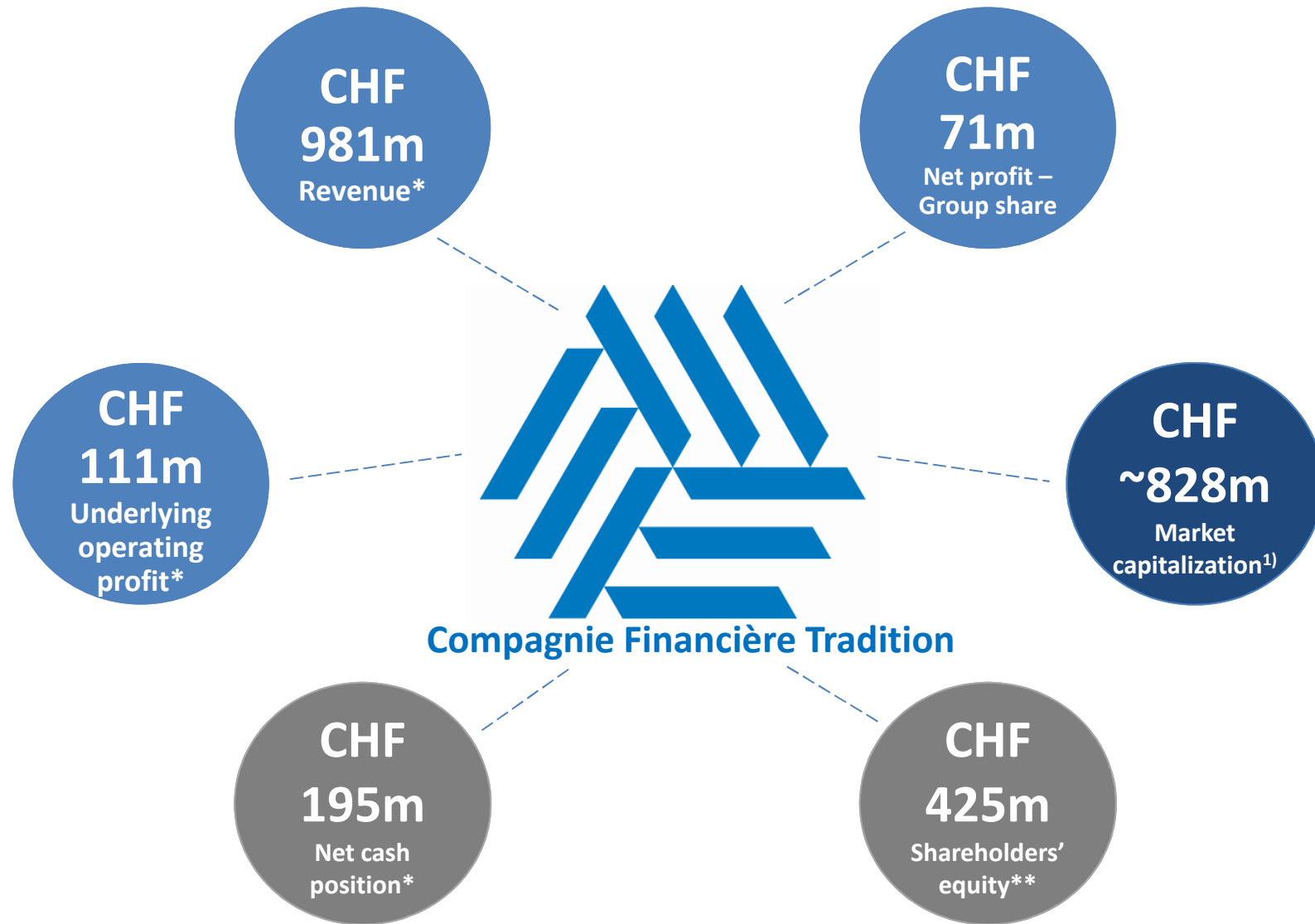
Compagnie Financière Tradition

FY 2020 Results

12 March 2021



Key figures performance and financial position as of 31 December 2020



A long established Swiss group with proven track record

Focused on critical size and quality of balance sheet



Consistent strategy since acquired by Viel & Cie in 1997

- Return to profitability
 - Built critical market share
- Focus on organic growth and sound financial position*

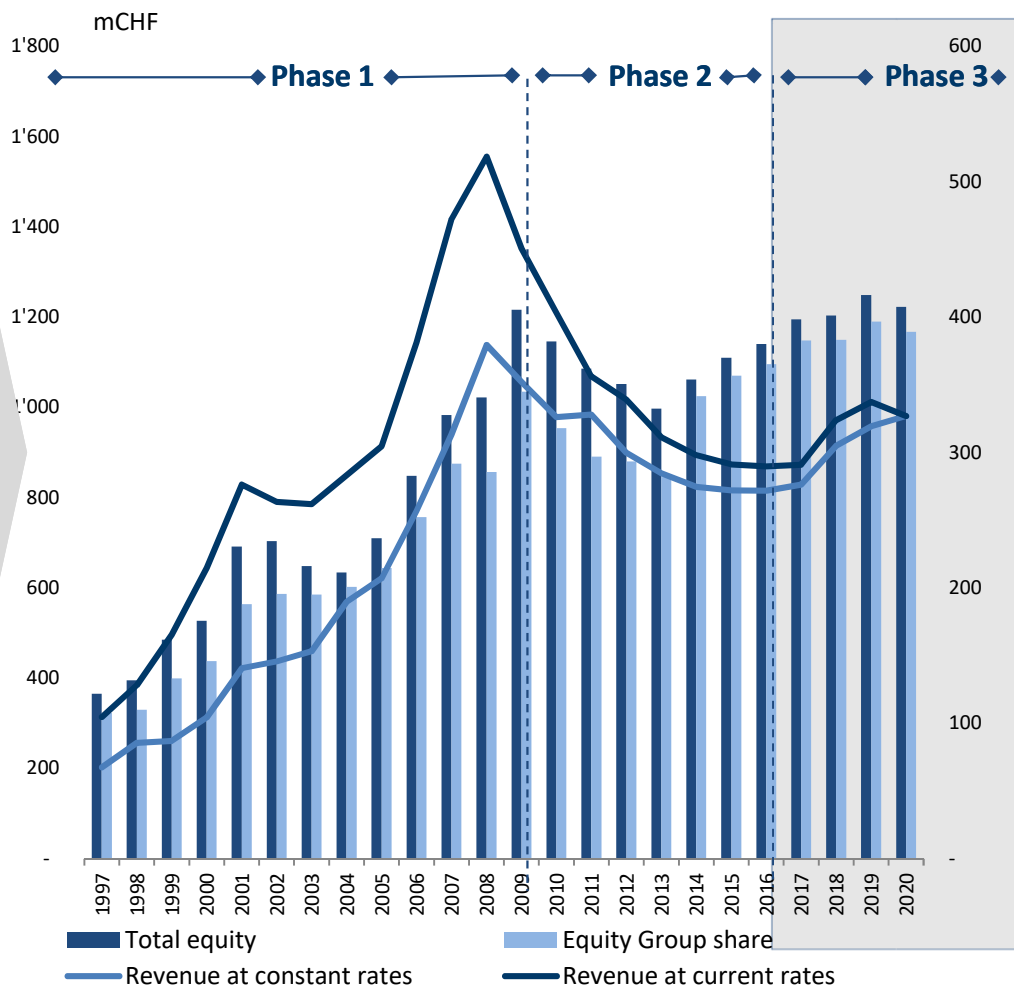
Post Lehman shake up

- Regulatory transformation with increased pressure on banks
 - Launch of electronic initiatives
- Focus on cost management and cultural changes*

Top line stabilisation and growth opportunities

- Final stage of industry consolidation and pressure on smaller scale brokers
 - Blurring of traditional market boundaries
 - Development of Data and Analytics business
- Focus on growth opportunities*

Consolidated revenue and shareholders' equity



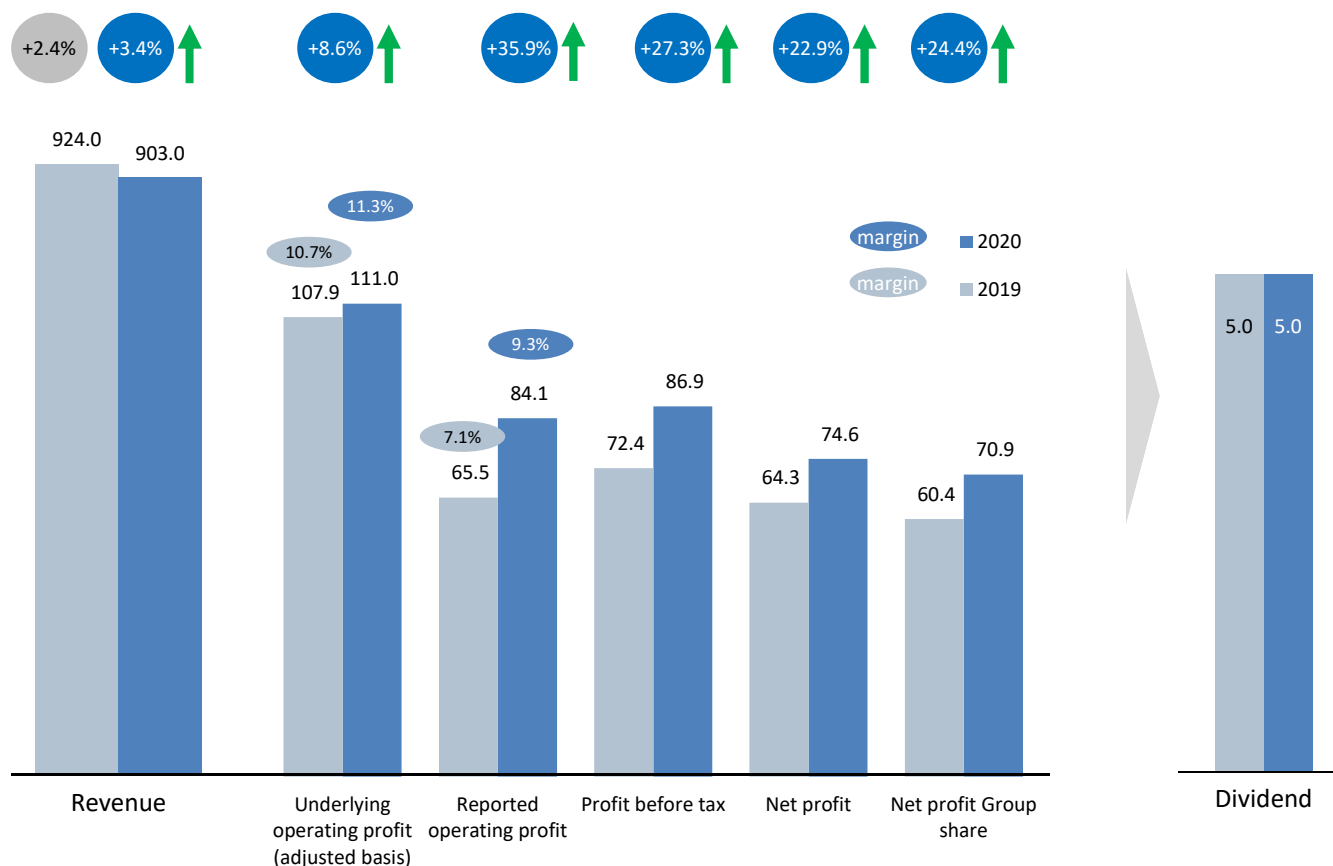
Growth in adjusted revenue of 2.4% in constant currencies to CHF 981.2m with net profit Group share up 24.4% to CHF 70.9m

FY 2020 performance summary, in mCHF

- Navigated successfully this challenging year
- Reported figures negatively impacted from CHF strengthening
- **IDB Adjusted revenue** up 2.6% with underlying operating profit up 11.0% in constant currencies to CHF 96.4m
- **Reported operating profit** up 35.9% to CHF 84.1m from lower "net exceptional costs"
- **Net financial results** impacted by FX losses mostly against USD and GBP
- **Effective tax rate** of 18% (FY 2019 : 15%)
 - FY 2019 : Positive impact from US restructuring

Balance sheet

- **Shareholder's equity Group share** of CHF 406.6m before deduction of own shares of CHF 17.3m. Adjusted net cash up to CHF 195m*
- Proposed cash dividend of CHF 5.0 per share; distribution of treasury shares (1:75 from capital reserve)

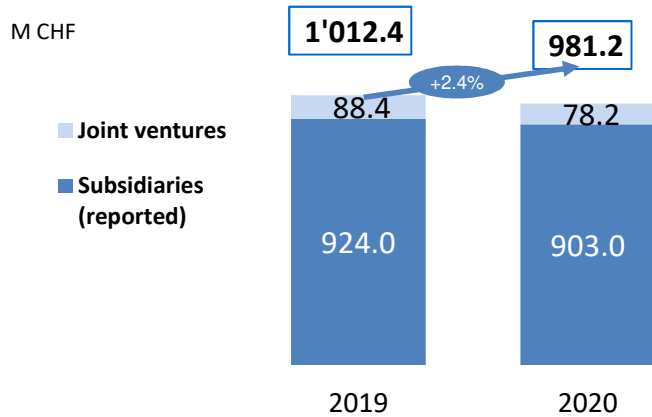


* Adjusted from variation in MP activities and including Group share of cash in JV

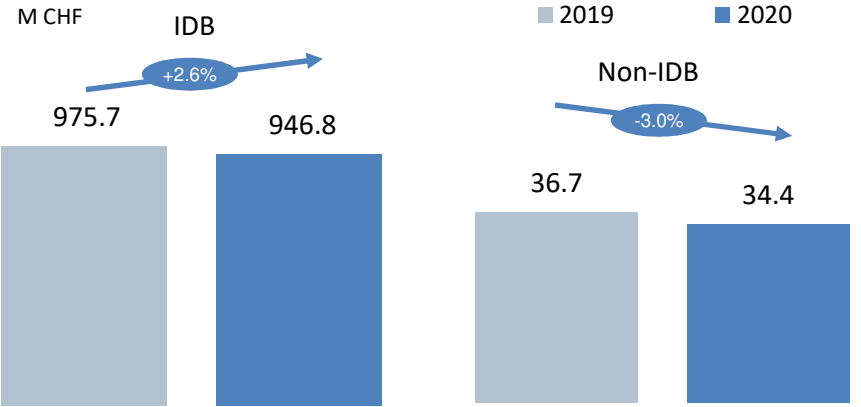
Revenue overview

Global and diverse product offering

Group adjusted revenue



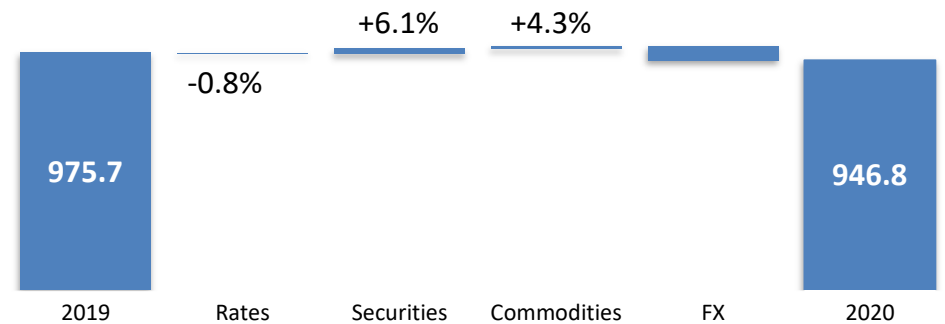
Adjusted revenue by business



Adjusted revenue by region



IDB revenue by product



Diversified revenue portfolio both in terms of geographies and asset classes

Geographies

Americas

- USA,
- Argentina,
- Chile,
- Colombia,
- Mexico
- Brazil (Minority)

Europe, Middle East, Africa

- **United Kingdom,**
- France,
- Belgium,
- Germany,
- Italy,
- Israel,
- Luxembourg,
- Monaco,
- Netherlands
- Russia,
- South Africa,
- Spain,
- Switzerland,
- UAE

Asia Pacific

- **Japan,**
- China Mainland (JV with Ping An),
- Hong Kong,
- India,
- Indonesia
- Singapore,
- South Korea,
- Australia,
- **New Zealand (new)**
- Philippines,
- Thailand

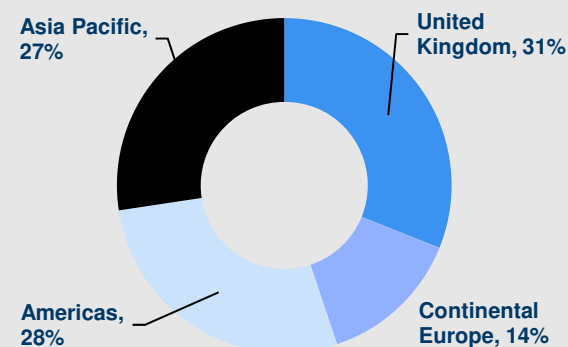
28%

45%

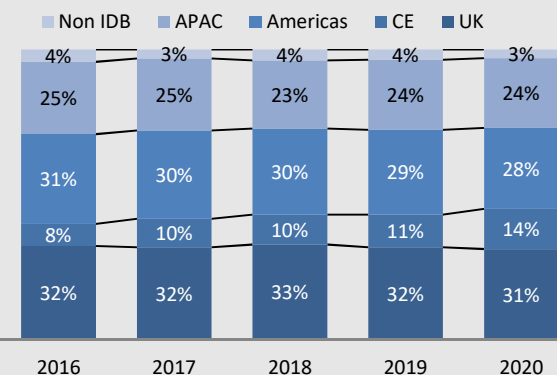
27%

% revenue
FY 2020

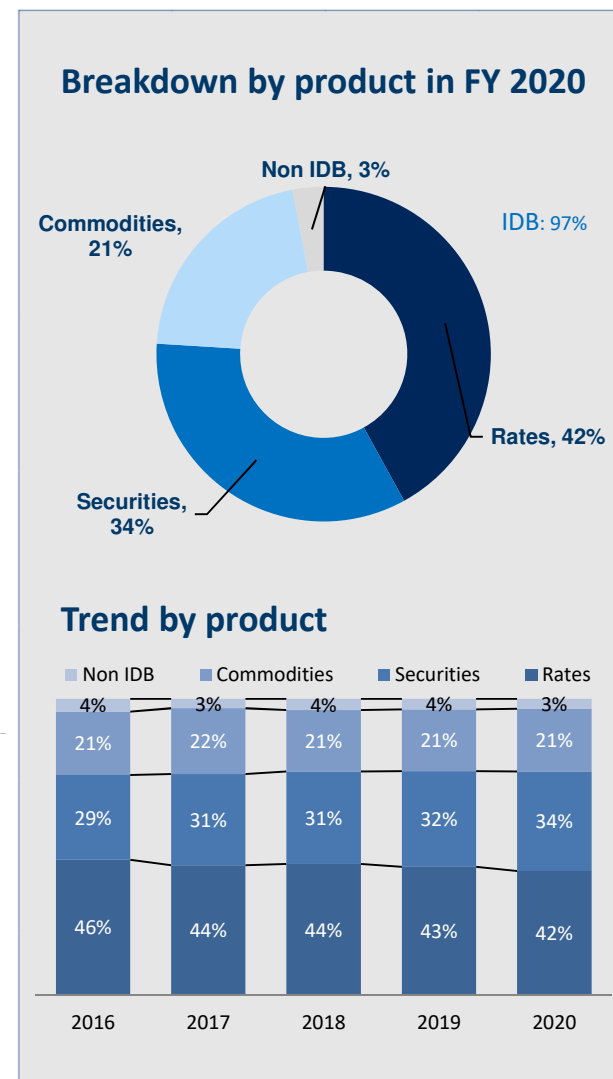
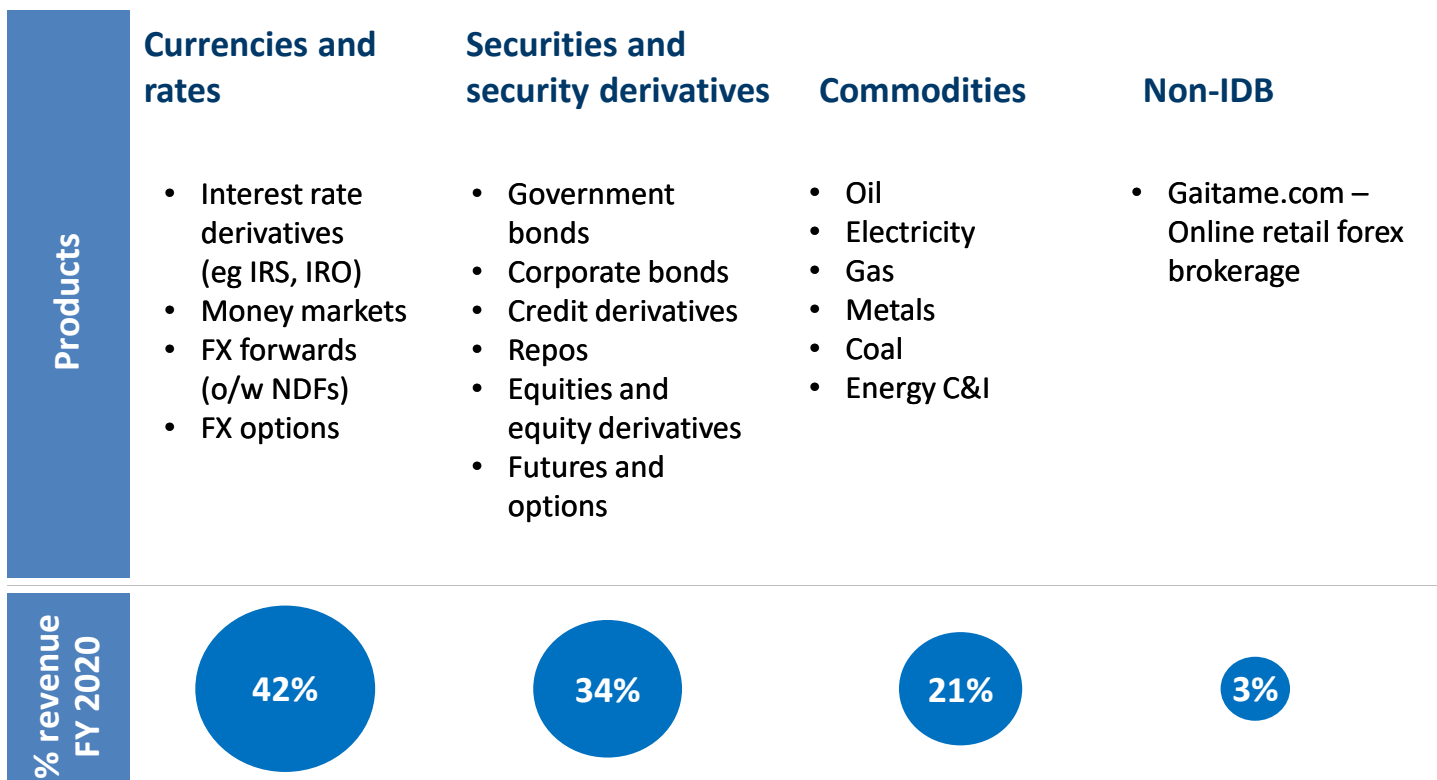
Breakdown by region in FY 2020



Trend by region

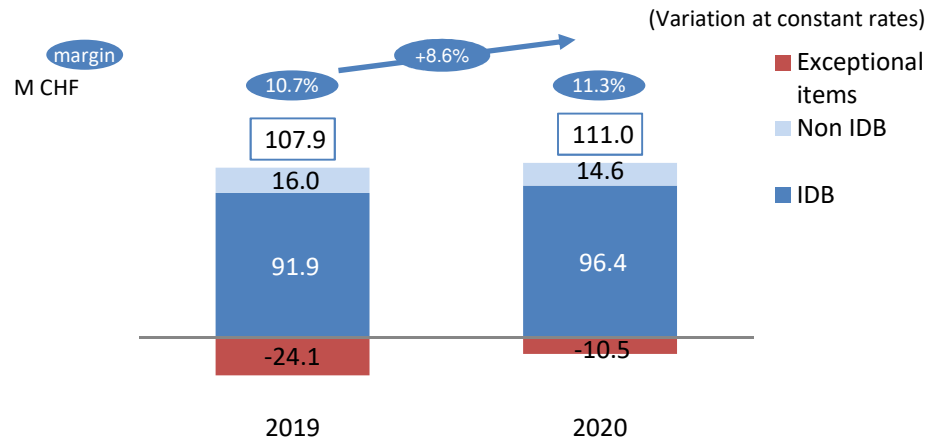


Diversified revenue portfolio both in terms of geographies and asset classes

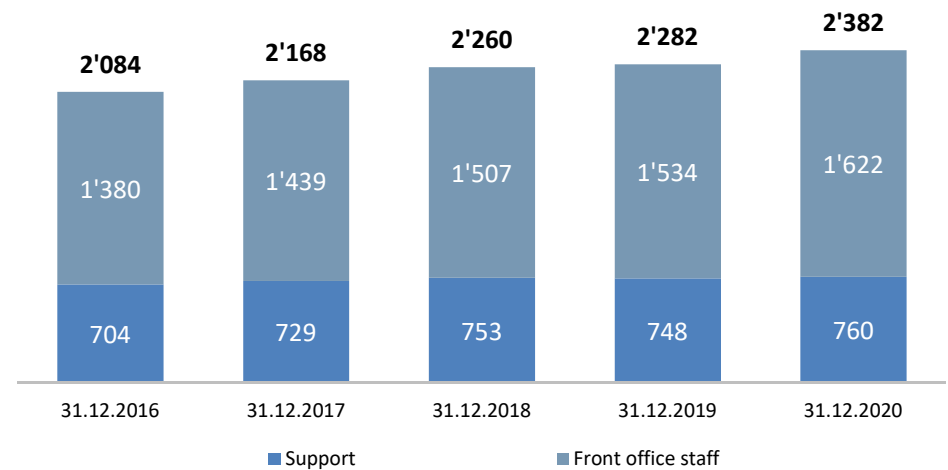


Adjusted underlying operating profit up 8.6% to CHF 111.0m

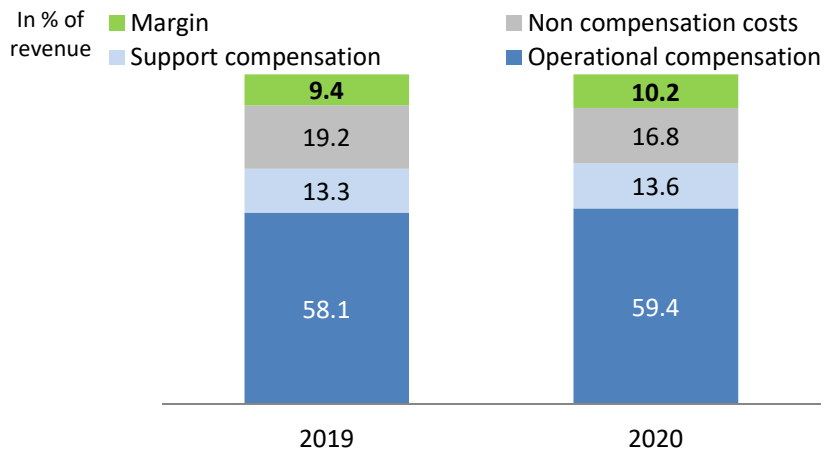
Adjusted underlying operating profit



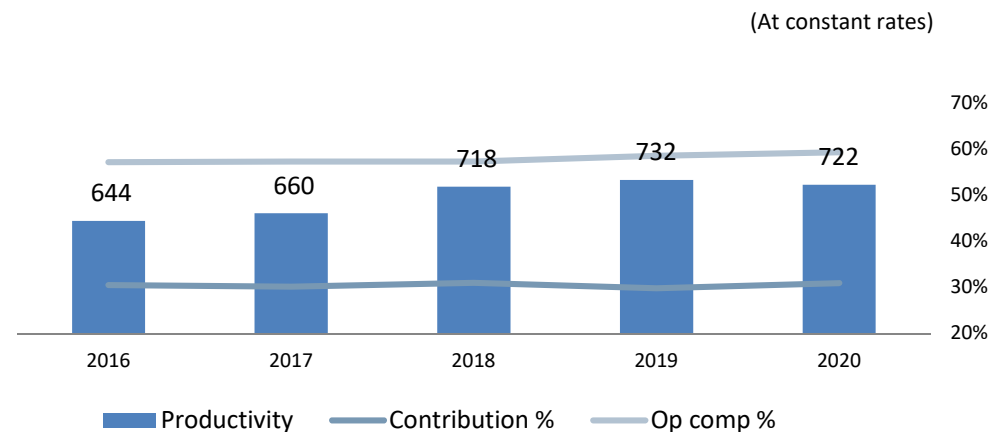
IDB headcount trend



IDB underlying operating ratios

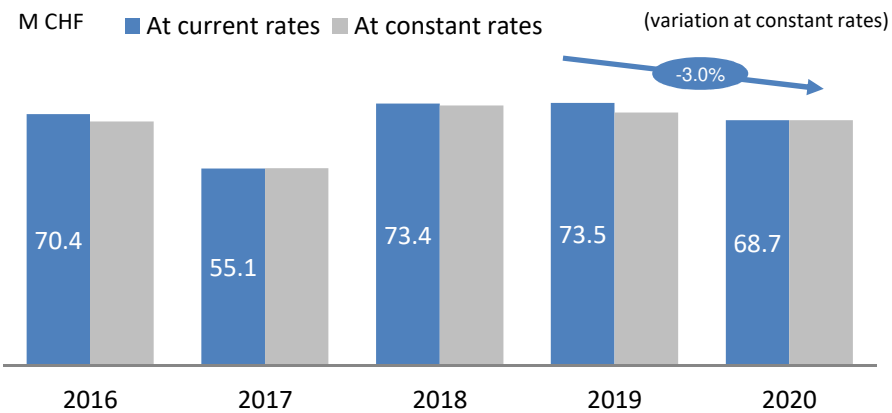


IDB – Other KPI

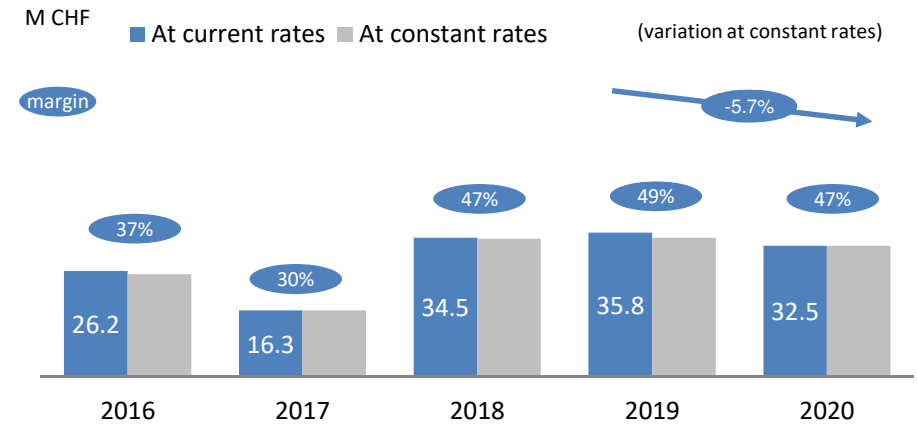


Gaitame.com improved performance with EBITDA margin 外為どっとコム reaching 47% in FY 2020

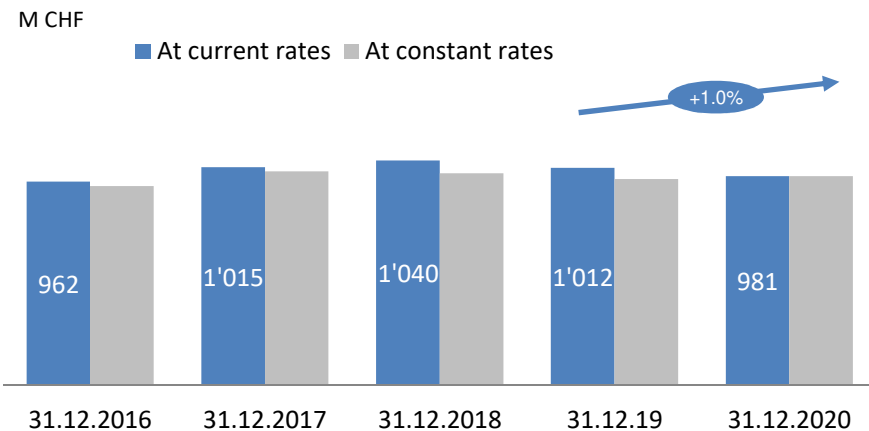
Revenue trend*



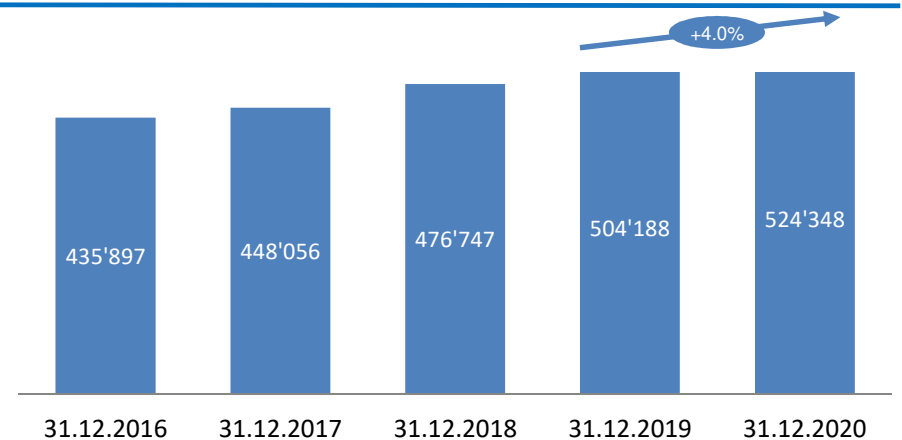
EBITDA trend*



Client deposits trend*



Number of clients trend*



Net profit – Group share up 24.4% to CHF 70.9m

Net profit – Group share

M CHF	FY 2020	FY 2019	Change at current exchange rates	Change at constant exchange rates
Operating profit as reported	84.1	65.5	+28.4%	+35.9%
Net financial result	-14.4	-11.0		
Share of profit of associates and joint ventures	17.2	17.9		
Profit before tax	86.9	72.4	+20.0%	+27.3%
Income tax	-12.3	-8.1	+52.6%	+62.3%
<i>Effective income tax rate</i>	<i>18%</i>	<i>15%</i>		
Net profit for the period	74.6	64.3	+16.0%	+22.9%
Group share	70.9	60.4	+17.4%	+24.4%

M CHF	FY 2020	FY 2019
Interest expense on bank borrowings and bonds (net)	-7.6	-6.4
Interest expense on lease liabilities	-3.0	-2.9
Net foreign exchange gains/(losses)	-3.8	-1.7
Total	-14.4	-11.0

% / M CHF	FY 2020	FY 2019
Normative income tax rate	20% ; 14.1m	18% ; 9.6m
Net unrecognized tax losses	-% ; -0.4m	- % ; -m
Tax loss not previously recognised	- ; -m	-13% ; -7.0m
Non-deductible expenses	4% ; 3.4m	7% ; 3.6m
Prior year current tax	-2% ; -1.2m	- % ; 0.2m
Other items	-4% ; -3.6m	3% ; 1.7m
Effective income tax rate	18% ; 12.3m	15% ; 8.1m

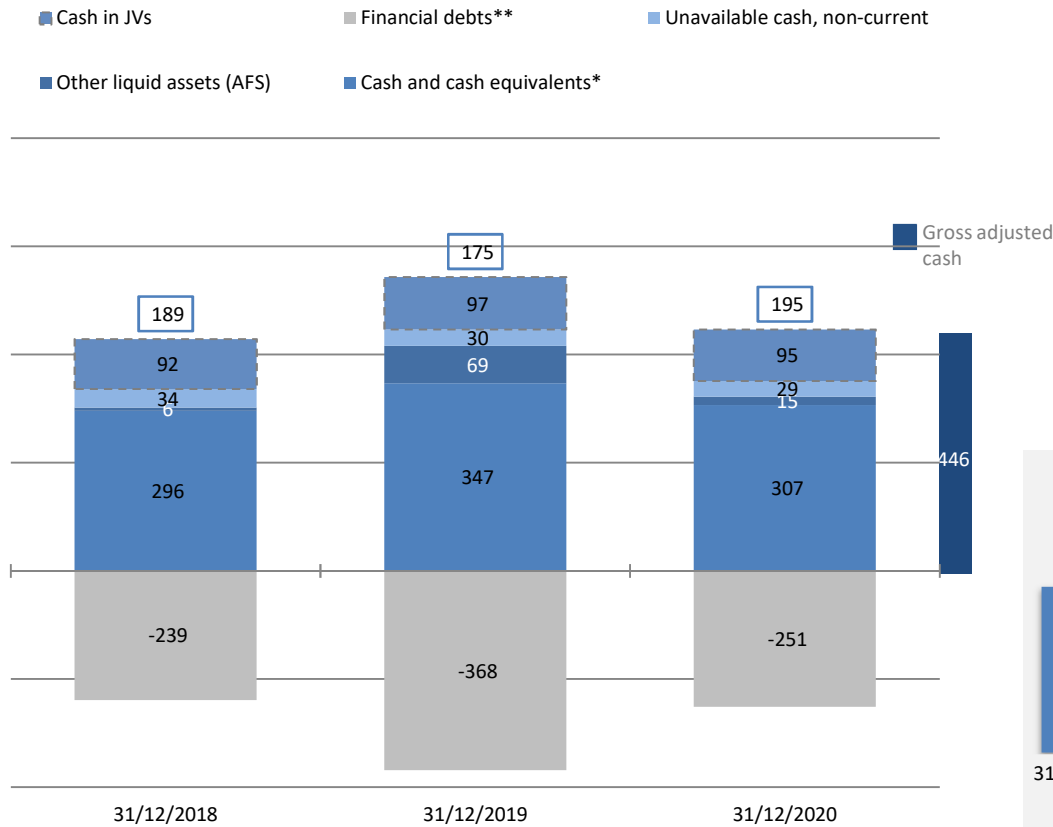
Shareholder's equity Group share of CHF 406.6m before deduction of own shares of CHF 17.3m. Adjusted net cash of CHF 195m.

M CHF	Assets	
	31.12.2020	31.12.2019
Property, Plant & Equipment	24.6	28.9
Right-of-use assets	51.1	59.3
Intangible assets	44.6	46.8
Investments in associates and joint ventures	146.6	150.0
Financial assets at fair value (FVTOCI & FVTPL)	6.5	6.7
Unavailable cash	28.7	29.8
Other non-current assets	44.6	50.0
Non-current assets	346.7	371.5
Receivables related to MP activities	172.5	563.6
Receivables related to AH activities	25.4	42.8
Trade & other receivables	264.6	280.7
Other financial assets	15.5	69.3
Cash & Cash equivalents	303.8	343.4
Other current assets	20.1	21.0
Current assets	801.9	1 320.8
TOTAL ASSETS	1 148.6	1 692.3

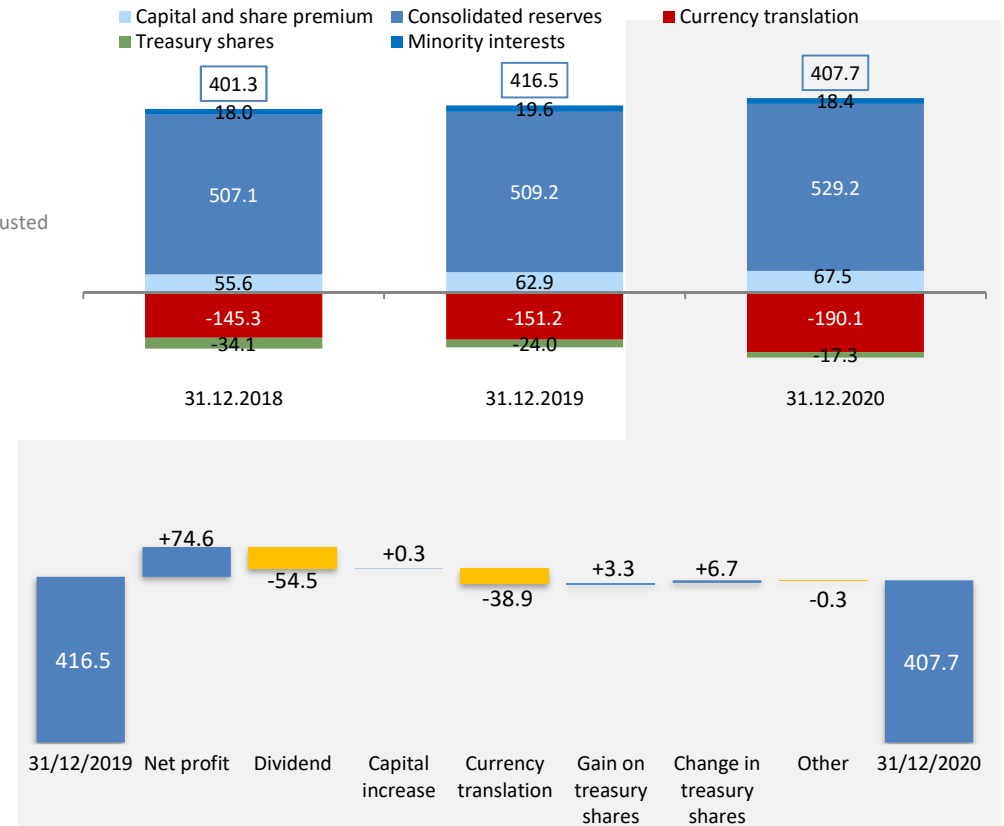
M CHF	Equity and Liabilities	
	31.12.2020	31.12.2019
Capital	18.8	18.6
Share premium	48.7	44.3
Treasury shares	-17.3	-24.0
Currency translation	-190.1	-151.2
Consolidated reserves	529.2	509.2
Equity – Group share	389.3	396.9
Minority interests	18.4	19.6
Equity - Total	407.7	416.5
Long term financial debts	239.3	239.1
Long-term lease liabilities	49.2	53.2
Other non-current liabilities	32.4	29.3
Short term financial debts	20.5	131.9
Short-term lease liabilities	14.7	15.5
Payables related to MP activities	161.3	557.7
Payables related to AH activities	25.4	42.8
Trade & other payables	198.1	206.3
Current liabilities	420.0	954.2
TOTAL EQUITY AND LIABILITIES	1 148.6	1 692.3

Shareholders' equity of CHF 425m and net cash position increase to CHF 195m¹⁾

Net cash position trend



Shareholders' equity breakdown



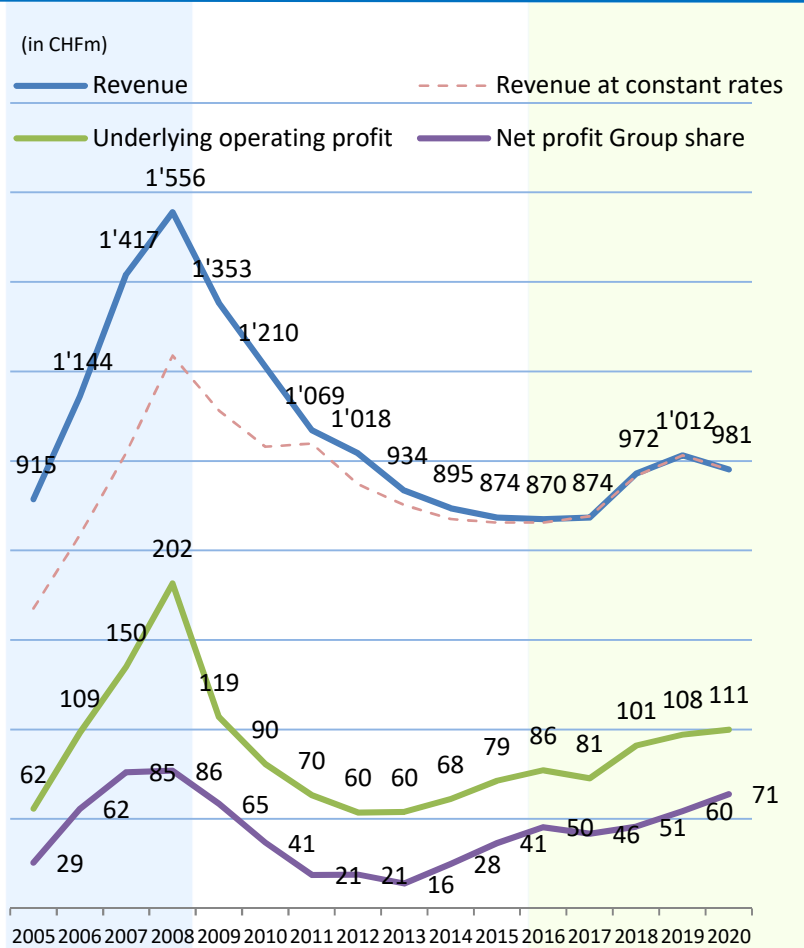
Adjusted from variation in MP activities of CHF 3m as of 31 December 2020 (31.12.2019 : CHF 3m)
 ** Excluding lease obligations and overdrafts related to MP activities

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

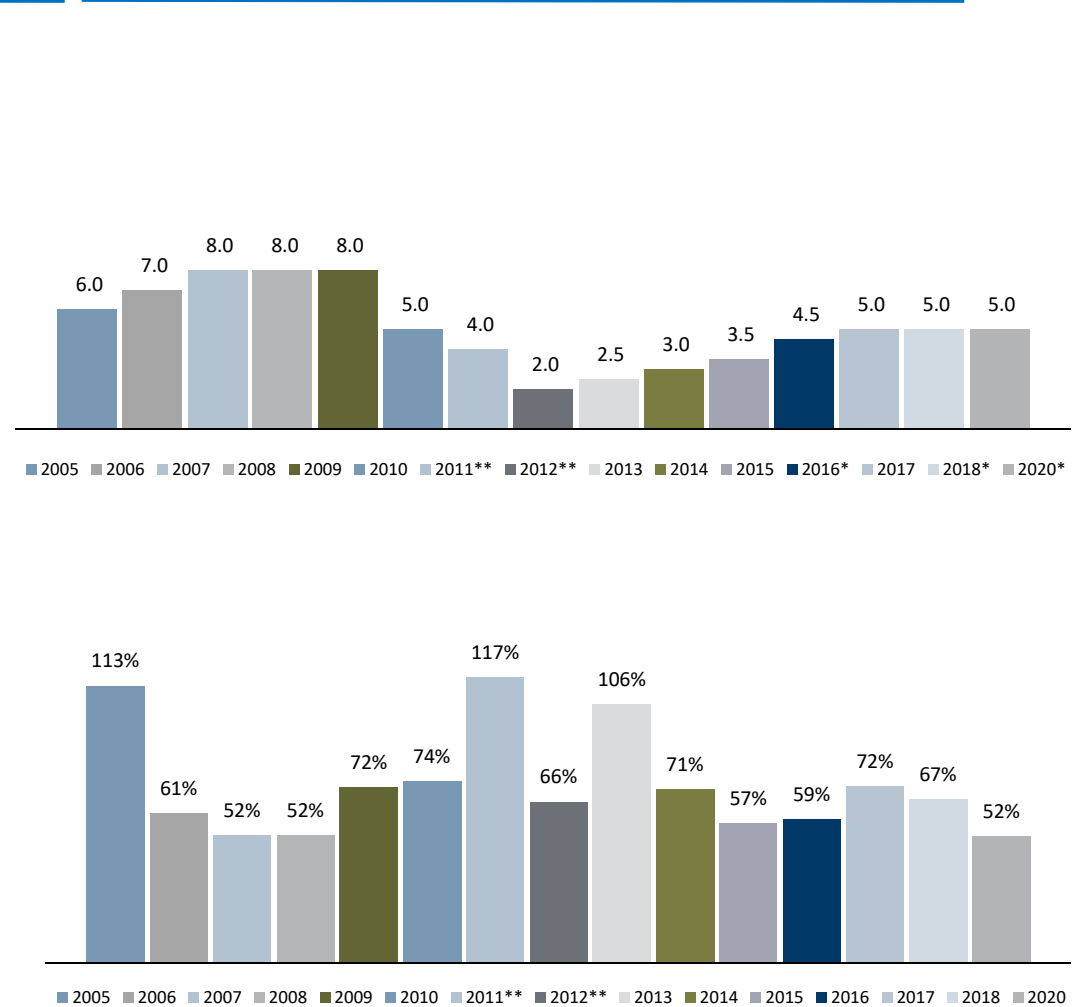
Business model incorporate a strong operating upside

Consistent dividend payout

Performance trend between 2005 to 2020*



Dividend payout trend 2005 to 2020



*Adjusted basis

*An additional distribution of one treasury share for each 75 shares held above the dividend in cash (2019 : 1:50, 2018 : 1:35; 2016 : 1:25)

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 (growth, innovation, cost management)

2

Growth opportunities arising in our core business (volatility, consolidation, clients re-shaping), data and analytics business and hybrid broking capabilities

3

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