

MOVING MOUNTAINS SINCE 1997.

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 **SWISSQUOTE**
BANKING. SELF-MADE.

Results for the first 9 months of 2013

November 5th, 2013

Agenda

- Key messages
- Client Groups
- Balance Sheet
- Key figures

Key messages

	Monthly (\$bn)	Daily (\$bn)
FXCM	364	16.8
Saxo Bank	266	12.3
Alpari	263	12.1
IG Group	150	6.9
GAIN Capital	140	6.5
OANDA	120	5.5
LMAX Exchange	85	3.9
FXOpen	80	3.7
IB	80	3.7
FXPro	75	3.5
Pepperstone	71	3.3
CMC	71	3.3
Axi Trader	65	3.0
Forex Club	65	3.0
MIG	60	2.8
FXDD	55	2.5
City Index	50	2.3
XTB	50	2.3
IC Markets*	50	2.3
Plus500*	45	2.1
Dukascopy	40	1.8
Admiral Markets	38	1.8
AVA FX	35	1.6
eToro	33	1.5
CitiFX Pro	32	1.5
IBFX	27	1.2
Markets.com	30	1.4
Go Markets	30	1.4
Swissquote	29	1.3
IForex	25	1.2
Easy Forex	25	1.2

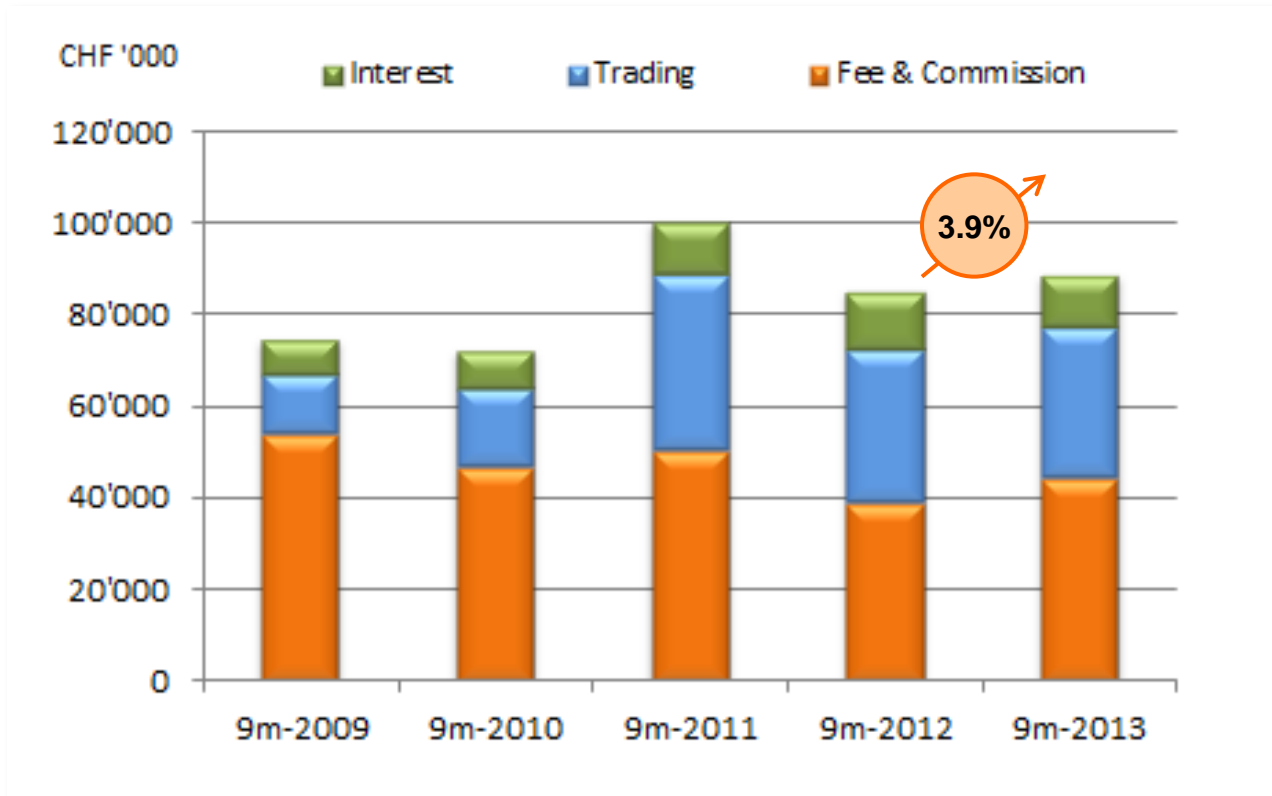
- On the 25th September 2013, Swissquote Bank acquired MIG Bank
- Combined monthly volume of USD 89 billion (7th worldwide rank)
- Strategic expansion in UK and Asian markets

Key messages

- MIG Bank will be fully merged to Swissquote Bank by the end of 2013
- Provisions for restructuring/integration resulted in a one-off costs of CHF 9.8 million
- MIG Bank reported annual revenues of approximately CHF 40 million on year to date basis
- MIG Bank acquisition had a positive impact on assets under custody, as well as the number of accounts:
 - + CHF 138 million
 - + 9'623 accounts
- In a first step, Swissquote Bank aims to increase gross yield from 10% to 25%

Key messages

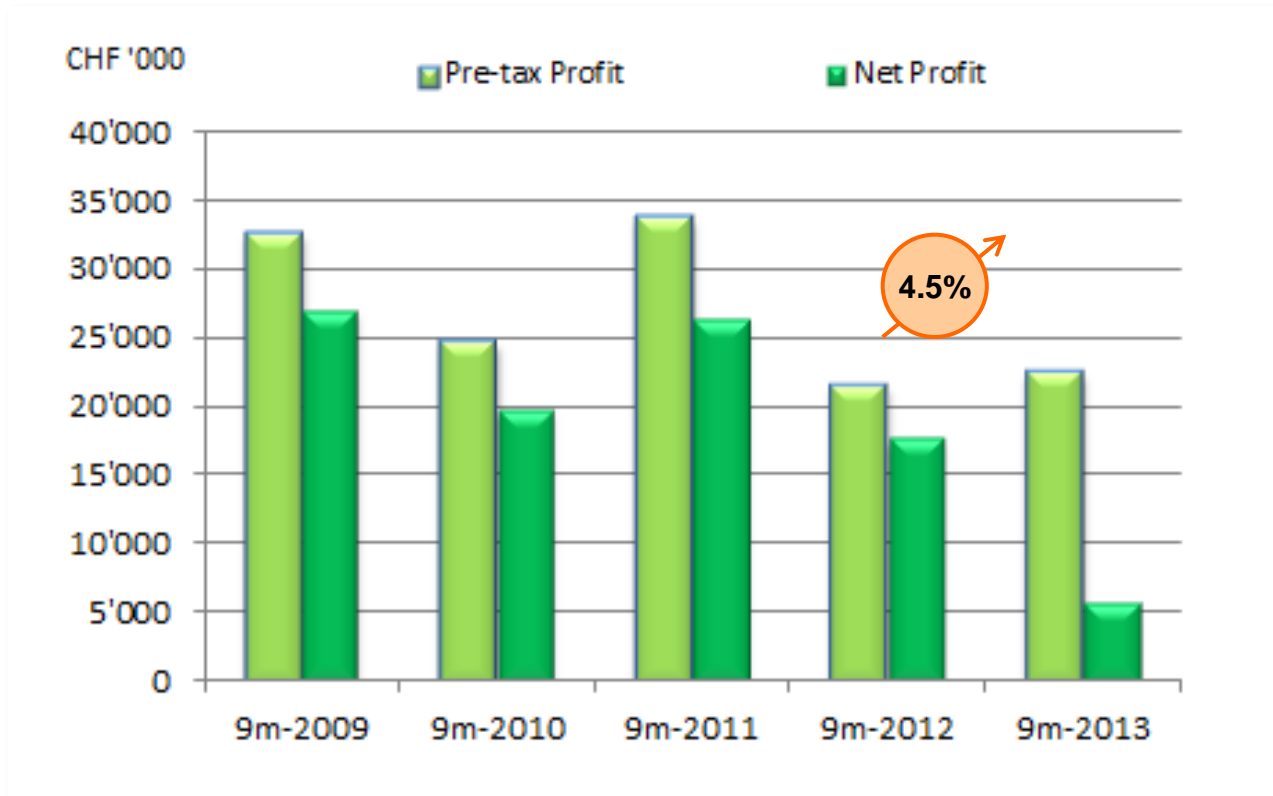
- ✓ Total Net Revenues of CHF 88.6m



Key messages

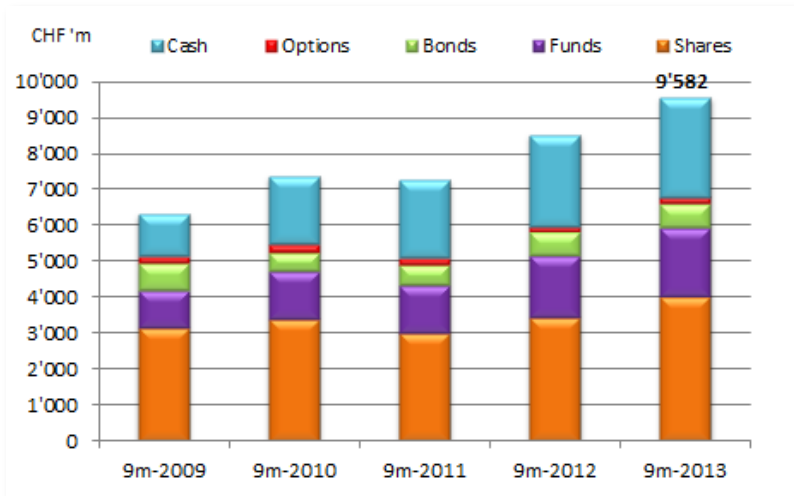
- ✓ Pre-Tax Profit of CHF 22.4m

Net Profit of CHF 5.6 million strongly impacted by one-off items

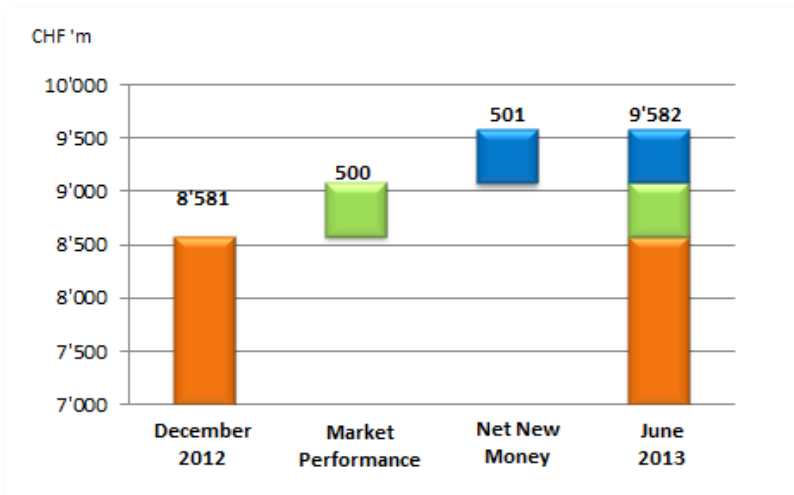


Key messages

✓ Total Assets under Custody of CHF 9.6bn - Net New Monies of CHF 501m



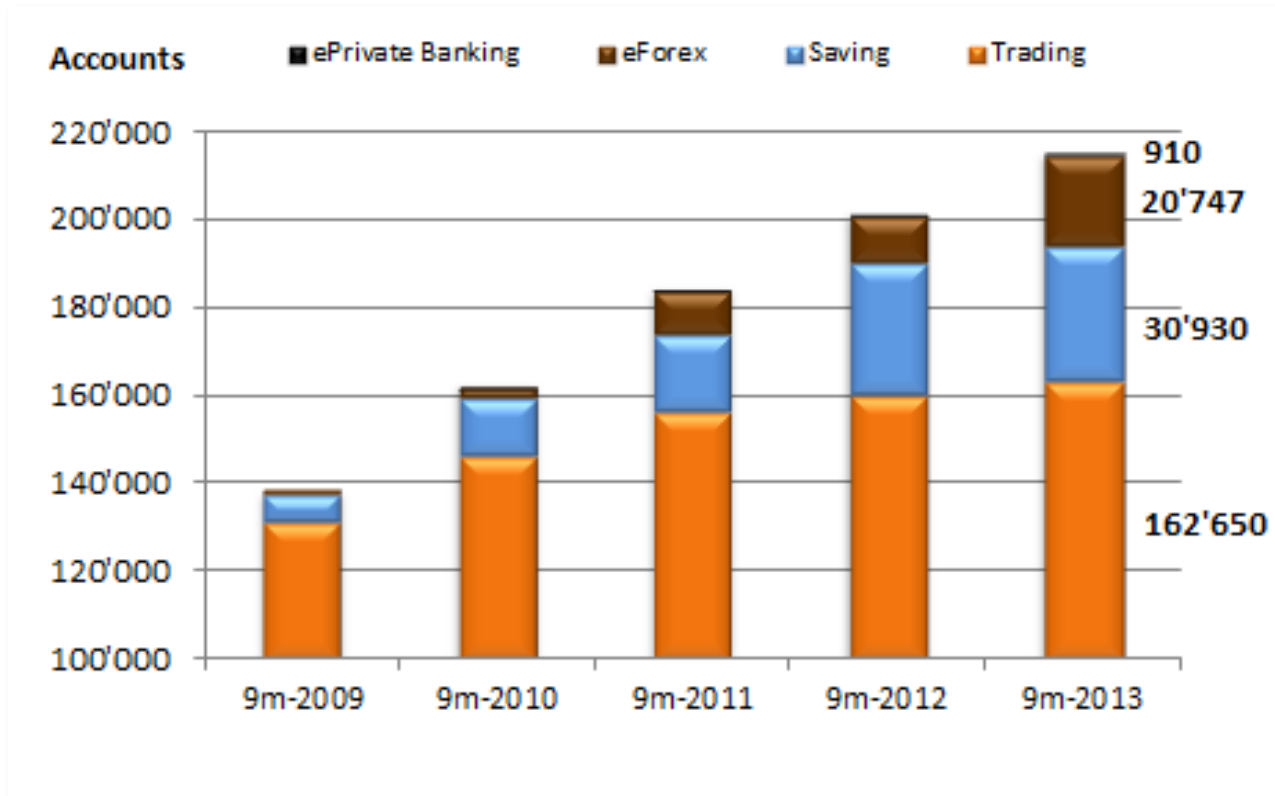
- Total assets under Custody at its highest: CHF 9'582 million (of which CHF 138 million acquired through MIG Bank)



- Net new monies of CHF 501 million in the first nine months of 2013

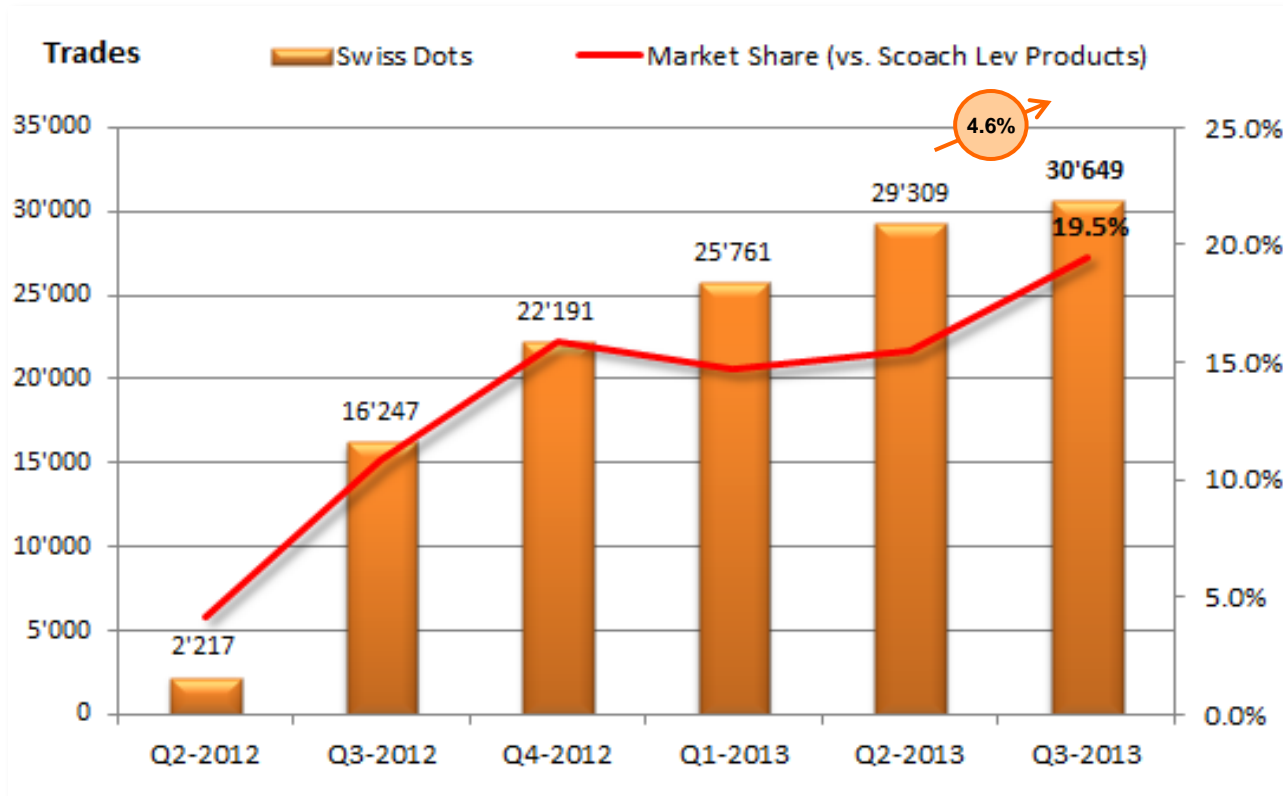
Key messages

- ✓ 13'880 new client accounts over the last 12 months to 215'237 in total
MIG Bank's clientele contributed to this increase with 9'623 new accounts

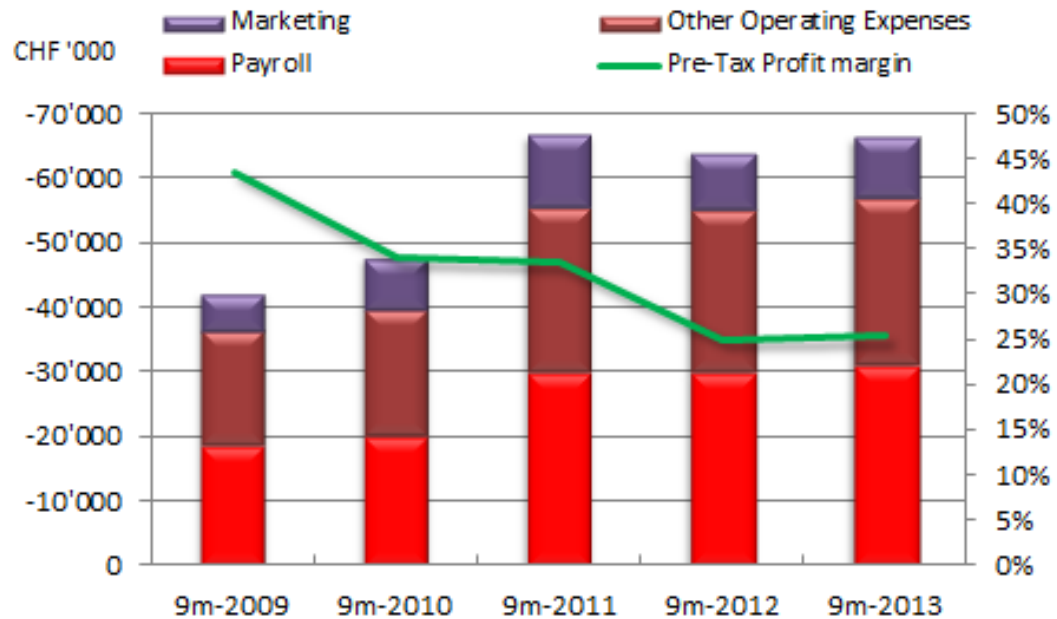


Key messages

- ✓ Continuous growth in market share



Expenses & Profit Margin



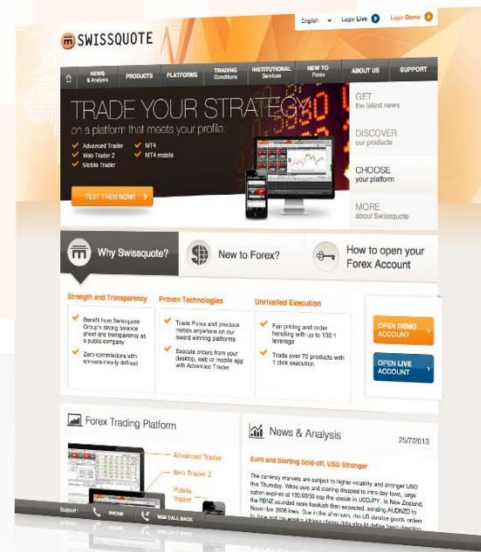
- One-off items (CHF 12.8 million, net of tax):
 - MIG Bank acquisition related costs: CHF 0.8 million
 - MIG Bank restructuring costs: CHF 9.8 million
 - Special tax related costs: CHF 2.2 million



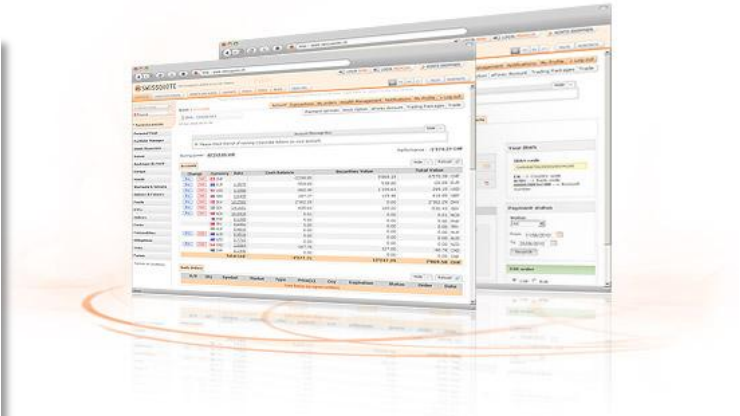
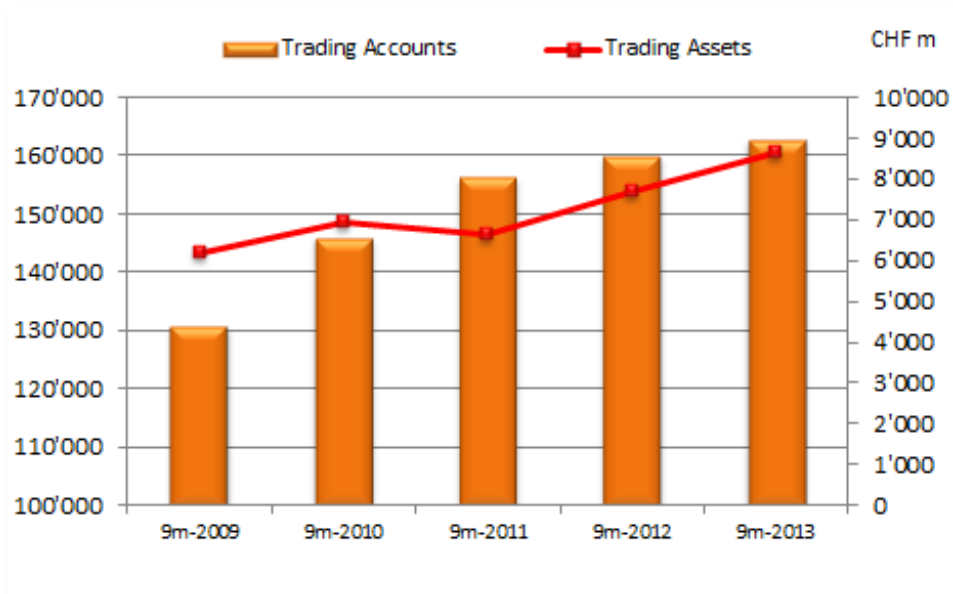
Client Groups

Websites

by Swissquote

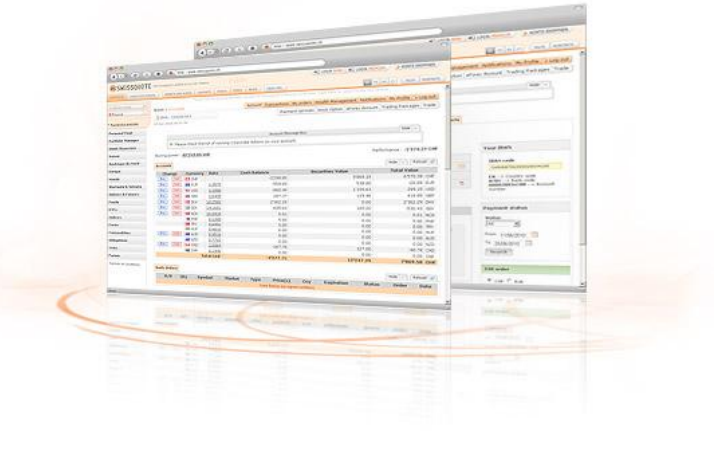
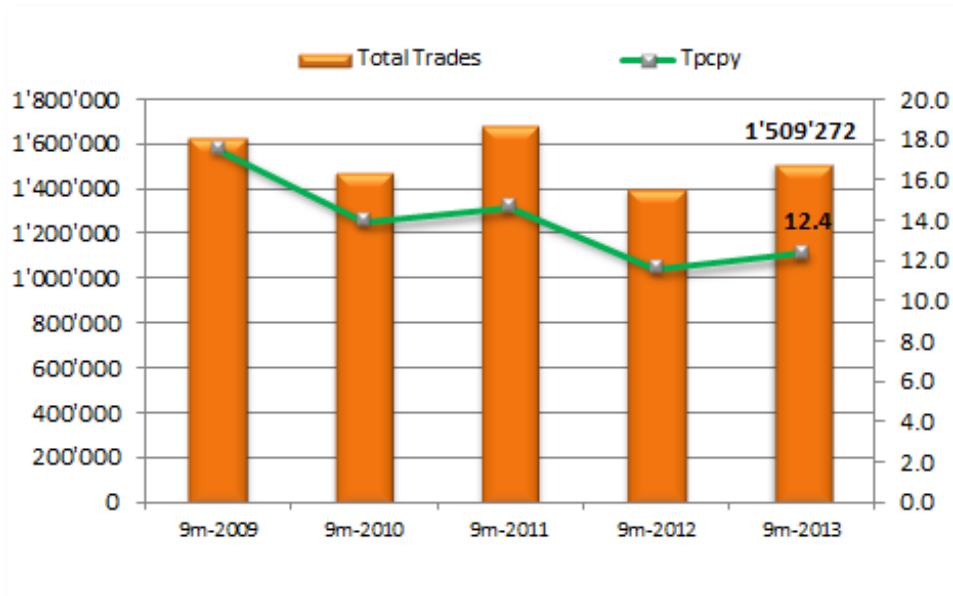


Trading Accounts - Growth



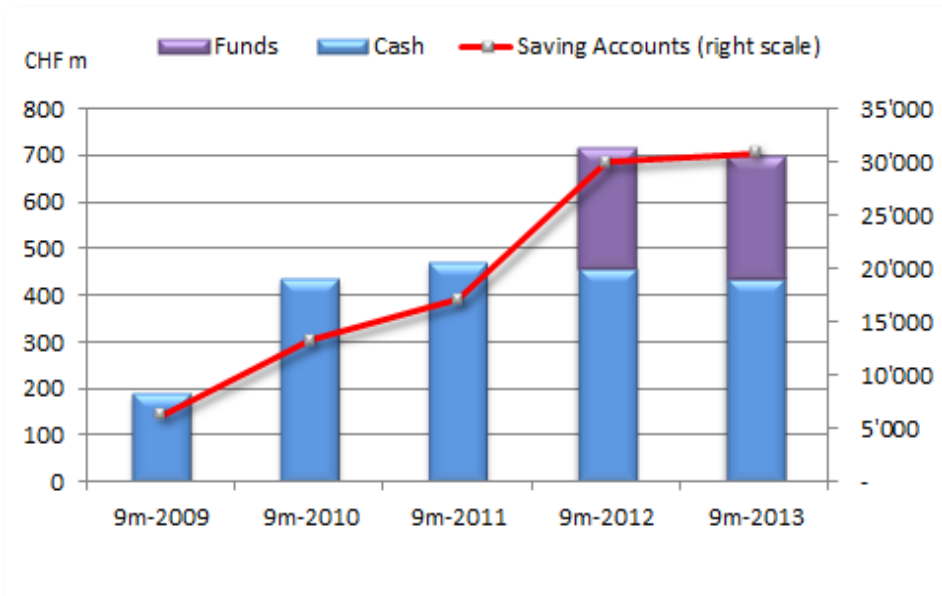
- 162'650 Trading accounts (+1.8 % vs. 2012)
- Trading assets at CHF 8.6 billion (+11.9 % vs. 2012)
- Average assets per account at ~ CHF 52'900

Trading Accounts - Transactions



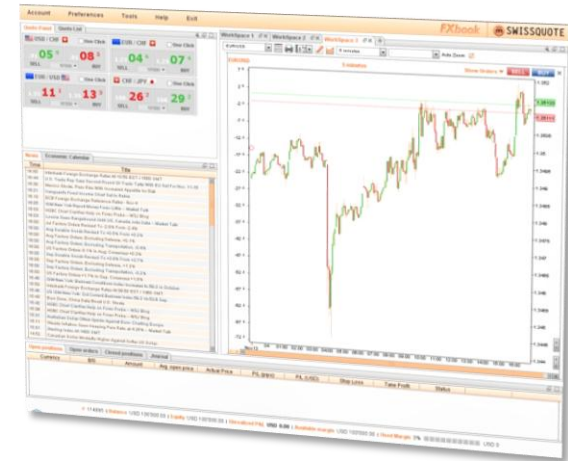
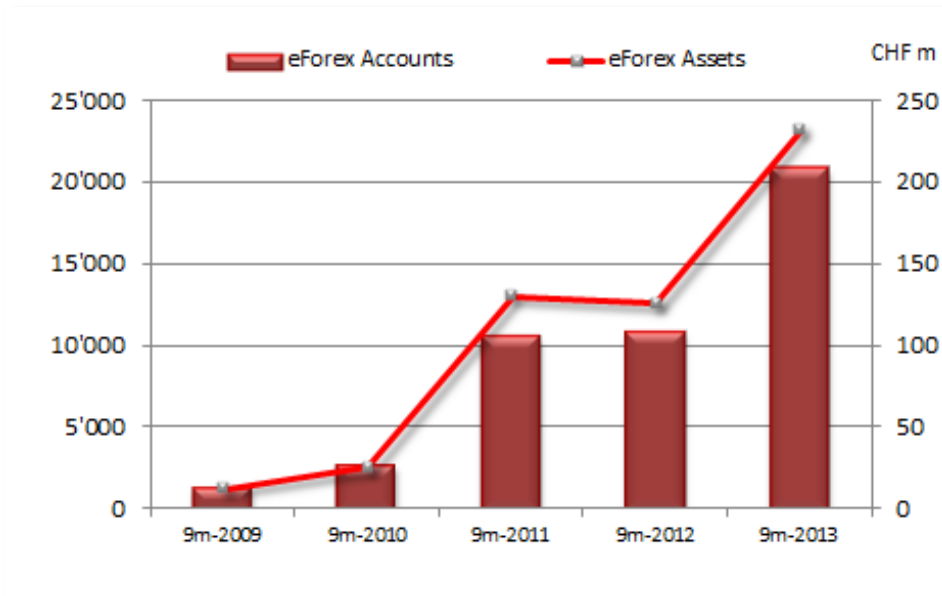
- Transactions per client per year at 12.4 (+6.9% compared to previous year)
- Total number of transactions at around 1.5 million in 2013 (+8.1% compared to previous year)

Saving Accounts – Growth and Total Assets



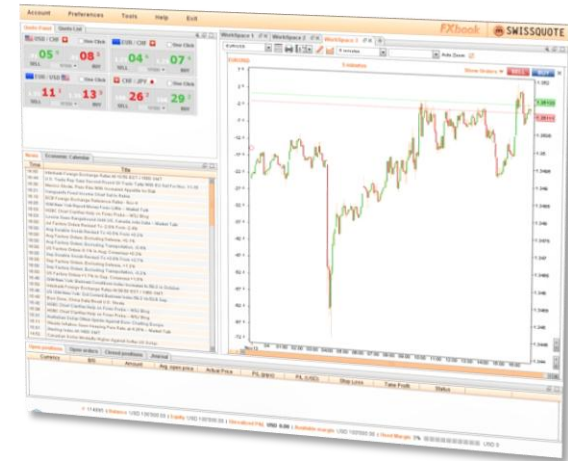
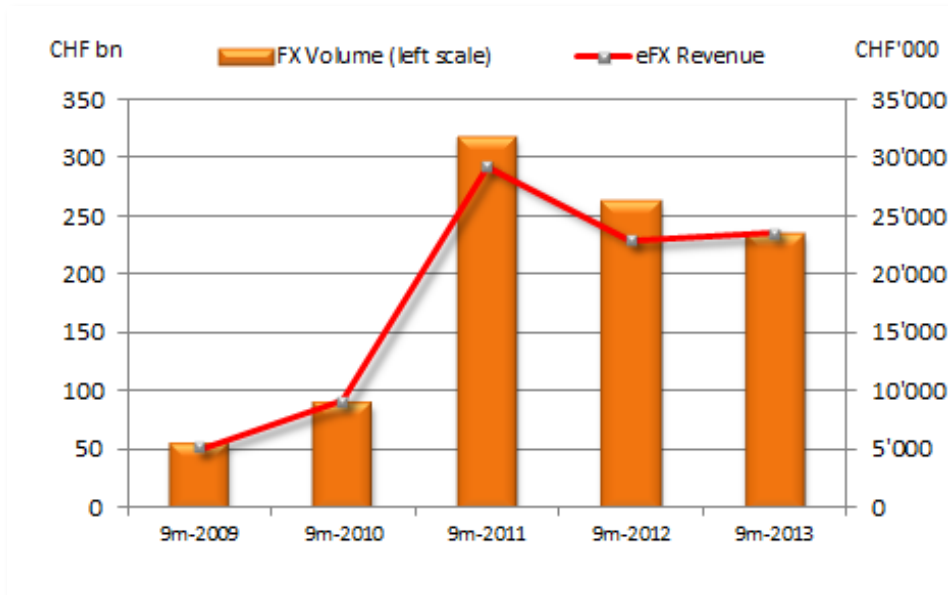
- 30'930 Saving accounts (+3.1% vs. 2012)
- Stable Saving assets at around CHF 700 million

eForex Accounts – Growth and Total Assets



- 20'747 active clients (+92.5% vs. 2012) of which 9'623 new clients acquired through MIG Bank
- eForex assets at CHF 232.3 million (+84.5% vs. 2012) of which CHF 138.1 million brought by MIG Bank

eForex Accounts – Volumes



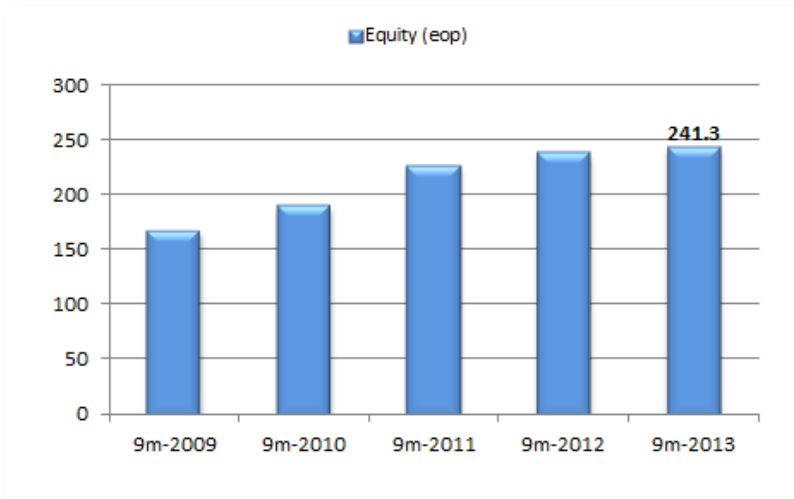
- eForex activity reached total volumes of CHF 233 billion since the beginning of the year (-11.0% year on year), of which CHF 10.3 billion due to MIG activity since the acquisition
- Activity revenues reached CHF 23.5 million (+2.8% vs. 2012)

Balance Sheet

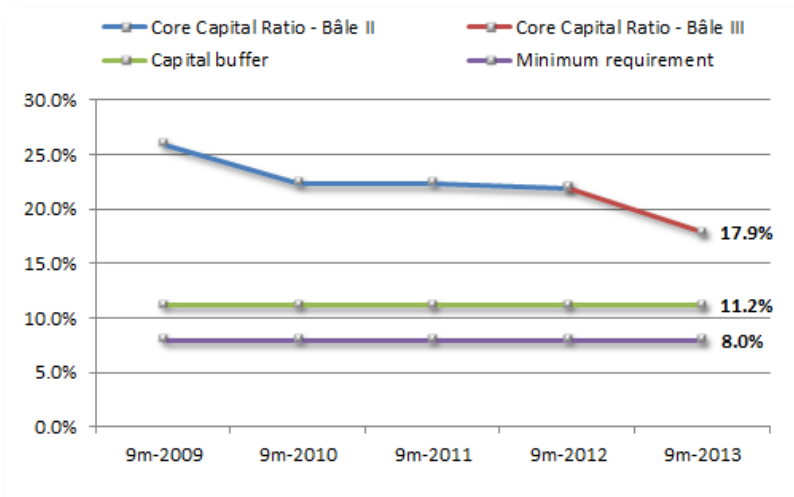
Balance Sheet Structure on 30th September 2013



Equity



- Total equity to CHF 241.3 million
- Solid core capital ratio (CET 1) of 17.9%





Key figures

Key Figures for the first 9 months of 2013

CHF'000	Comparison with Previous Year				Comparison with Previous Quarter			
	2013	2012*	Change	Change [%]	Q3-2013	Q2-2013	Change	Change [%]
Net Fee & Commission Income	43'890.0	38'754.0	5'136.0	13.3%	13'909.0	15'291.6	(1'382.6)	-9.0%
Interest Income, net	11'496.8	13'123.9	(1'627.1)	-12.4%	3'662.0	3'917.0	(255.0)	-6.5%
Forex & Trading Income, net	32'802.6	32'385.4	417.2	1.3%	10'360.0	12'338.0	(1'978.0)	-16.0%
Total Operating Revenues	88'189.4	84'263.3	3'926.1	4.7%	27'931.0	31'546.6	(3'615.6)	-11.5%
Unrealised Fair Value	460.4	1'047.9	(587.5)	-56.1%	499.5	284.0	215.5	75.9%
Total Net Revenues	88'649.8	85'311.2	3'338.6	3.9%	28'430.5	31'830.6	(3'400.1)	-10.7%
Payroll & Related Expenses	(30'677.6)	(29'581.6)	(1'096.0)	3.7%	(10'960.7)	(10'064.3)	(896.4)	8.9%
Other Operating Expenses (incl. Depr. & Provision)	(26'096.5)	(25'239.4)	(857.1)	3.4%	(8'874.2)	(8'701.3)	(172.9)	2.0%
Marketing Expenses	(9'457.3)	(9'047.2)	(410.1)	4.5%	(2'745.0)	(3'305.9)	560.9	-17.0%
Total Expenses	(66'231.4)	(63'868.2)	(2'363.2)	3.7%	(22'579.9)	(22'071.5)	(508.4)	2.3%
Pre-tax Profit	22'418.4	21'443.0	975.4	4.5%	5'850.6	9'759.1	(3'908.5)	-40.0%
Income Taxes	(3'927.0)	(3'814.9)	(112.1)	2.9%	(905.9)	(1'745.3)	839.4	-48.1%
Acquisition related costs, net of tax	(838.4)	-	(838.4)	-	(838.4)	-	(838.4)	-
Restructuring costs, net of tax	(9'791.2)	-	(9'791.2)	-	(9'791.2)	-	(9'791.2)	-
Special tax related costs, net of tax	(2'220.1)	-	(2'220.1)	-	(2'220.1)	-	(2'220.1)	-
Net Profit / (Net Loss)	5'641.7	17'628.1	(11'986.4)	-68.0%	(7'905.0)	8'013.8	(15'918.8)	198.6%
Pre-tax Profit Margin	25.3%	25.1%			20.6%	30.7%		
Net Profit Margin	6.4%	20.7%			-27.8%	25.2%		
Weighted average number of ordinary shares [units]	14'314'215	14'459'276			14'129'555	14'077'921		
Earning per share [CHF]	0.39	1.26	(0.87)	-68.7%	(0.56)	0.57	(1.13)	198.2%
	30.09.2013	30.09.2012	Change	Change [%]	30.09.2013	30.06.2013	Change	Change [%]
Trading Accounts [units]	162'650	159'803	2'847	1.8%	162'650	162'024	626	0.4%
Saving Accounts [units]	30'930	30'012	918	3.1%	30'930	30'759	171	0.6%
eForex Accounts [units]	20'747	10'779	9'968	92.5%	20'747	11'169	9'578	85.8%
ePrivate Banking Accounts [units]	910	763	147	19.3%	910	860	50	5.8%
Total Number of Accounts	215'237	201'357	13'880	6.9%	215'237	204'812	10'425	5.1%
Trading Assets [CHF m]	8'620.8	7'705.4	915.4	11.9%	8'620.8	8'456.1	164.7	1.9%
Saving Assets [CHF m]	698.6	716.9	(18.3)	-2.6%	698.6	697.4	1.2	0.2%
eForex Assets [CHF m]	232.3	125.9	106.4	84.5%	232.3	87.2	145.1	166.4%
ePrivate Banking Assets [CHF m]	30.2	23.6	6.6	28.0%	30.2	26.7	3.5	13.1%
Total Assets under Custody [CHF m]	9'581.9	8'571.8	1'010.1	11.8%	9'581.9	9'267.4	314.5	3.4%
Total Net New Monies [CHF m]	500.5	805.3	(304.8)	-37.8%	121.0	138.7	(17.7)	-12.8%
eForex Volume [CHF bn]	233.1	261.9	(28.8)	-11.0%	75.2	91.4	(16.2)	-17.7%
Total Equity [CHF m]*	241.3	236.2	5.1	2.2%	241.3	225.5	15.8	7.0%
Common Equity Tier 1 ratio [%]**	17.9%	21.6%	-3.7%	-17.1%	17.9%	22.6%	-4.7%	-20.8%
Total Headcounts / Average Headcounts - FTE	519 / 441	362 / 359	157 / 82	43.4% / 22.8%	519 / 455	390 / 390	129 / 65	33.1% / 16.7%

* Impact of revised IAS19 standard on comparative figures (see note 11 of Q3-2013 Financial Report)

** At 1st January 2013, Basel III Framework was implemented (Comparative figures in accordance with Basel II).

For the sake of clarity, one off items have been presented separately in the Q3-2013 Press release.