

Paul Arni, CEO / Roger Barmettler, CFO · September 2021

VP Bank – **Seize opportunities**

The story behind the equity





Paul H. Arni, CEO

VP Bank: the international Open Wealth Service pioneer

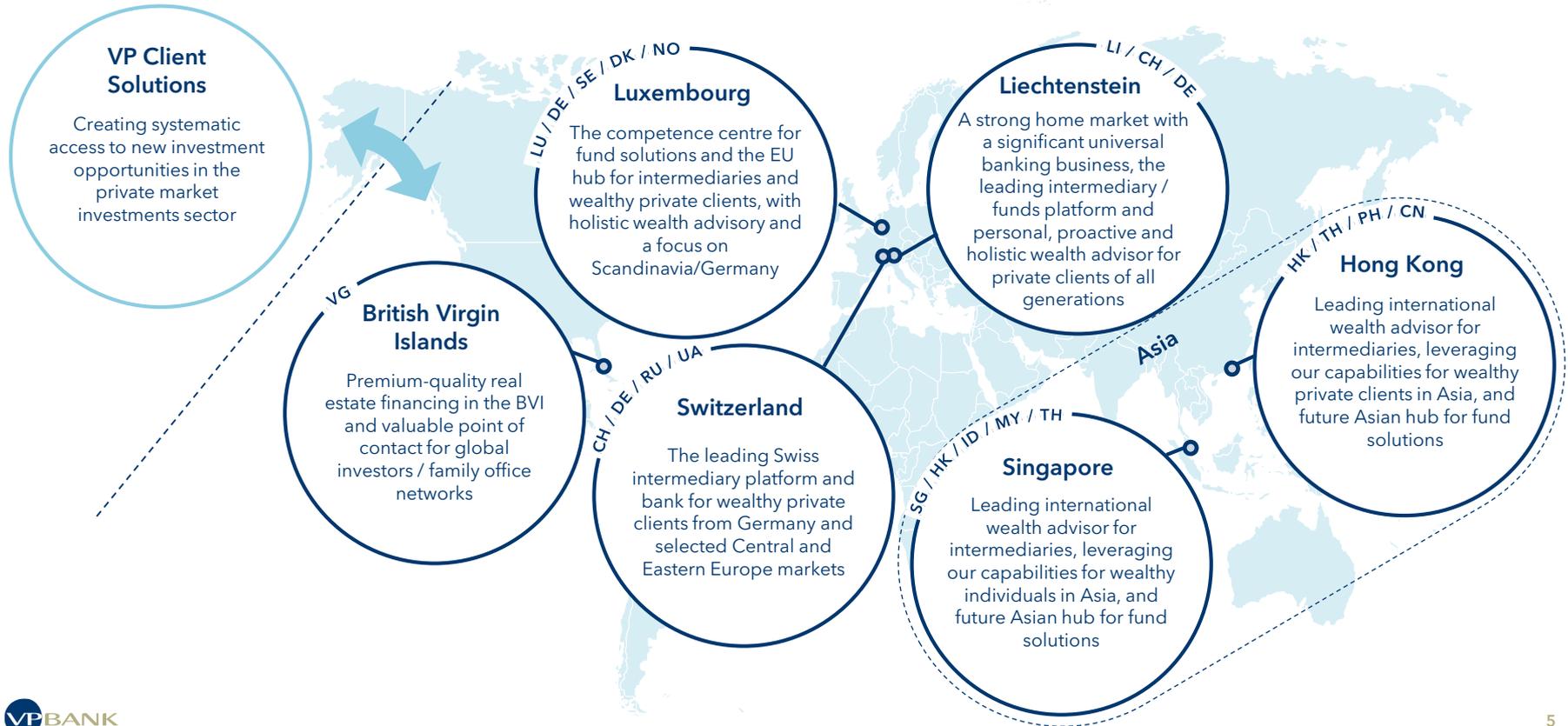
We are rethinking wealth management experience and beginning a new “Open Wealth” chapter based on an innovative open platform for comprehensive wealth services. Combining our strengths in traditional banking with the advantages of a digital ecosystem, we provide an array of new and innovative products and services to our clients.



Execution of Strategy 2026 based on three strong pillars

	Target	Key measures
 <p>Evolve</p>	Strategic further development of the operational business at the existing locations	<ul style="list-style-type: none">• Building on regional strengths and market opportunities• Seizing opportunities in Asia through organic growth and partnerships• Empowering client advisors to increase focus on client relationships• Integrating sustainability in our offering
 <p>Scale</p>	Optimisation and scaling of Bank-wide processes and structures	<ul style="list-style-type: none">• Increasing efficiency through process optimisation and enhanced digital services• Scaling and sourcing of services• Increasing the bank's robustness and agility• Offering our talents new perspectives through entrepreneurial mind-set
 <p>Move</p>	Taking advantage of new business opportunities	<ul style="list-style-type: none">• Providing access to private market investments via ORBIT platform• Untapping new asset classes through digitization of assets (tokenization)• Leveraging data analysis to increase relevance of investment advice• Developing new business models powered through ecosystem partners

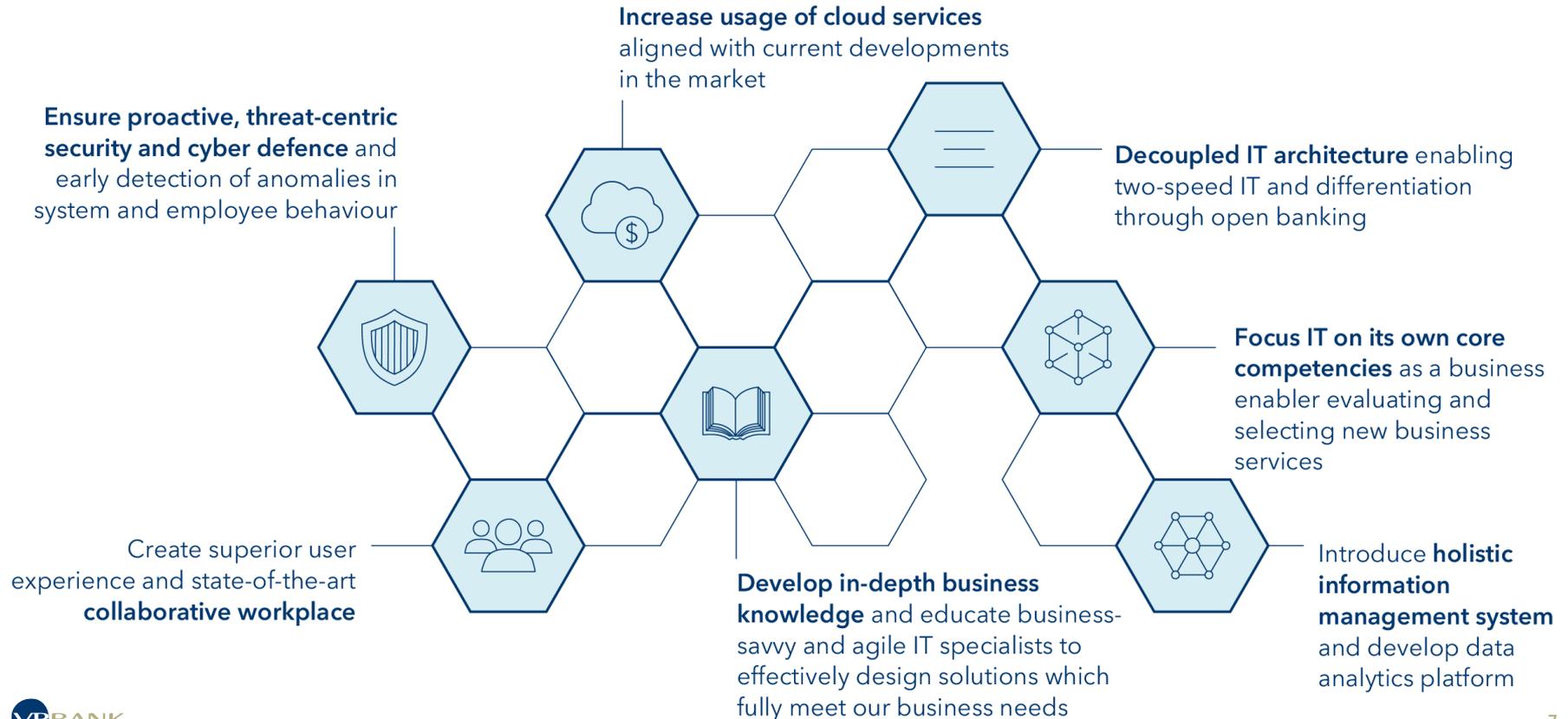
Evolve: Serving clients across 6 strategic locations



Evolve: Consistent inclusion of sustainability



Scale: Build a digital platform that provides efficient, flexible and convenient wealth management services



Move: We need to change the way we think about wealth management

Business segments

Intermediaries & Private Banking

Private clients, (U)HNWIs, corporates, fiduciaries, external asset managers and family offices

Client Solutions

Other multipliers via ORBIT ecosystem and ORBIT core

Platform



International Open Wealth
Service pioneer

External services and products

Third-party
products
and services
provider



Third-party
custodian
banks



Partnerships



Internal services and products

Banking products incl. financing

Investment advisory and wealth mgmt.

Custodian bank

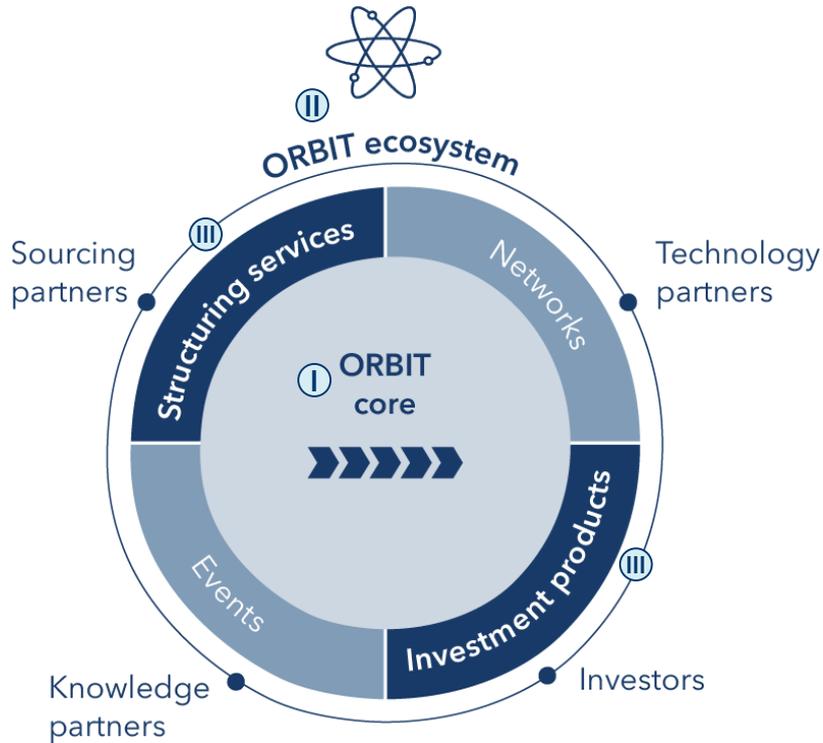
Structured products

Fund solutions

Private markets

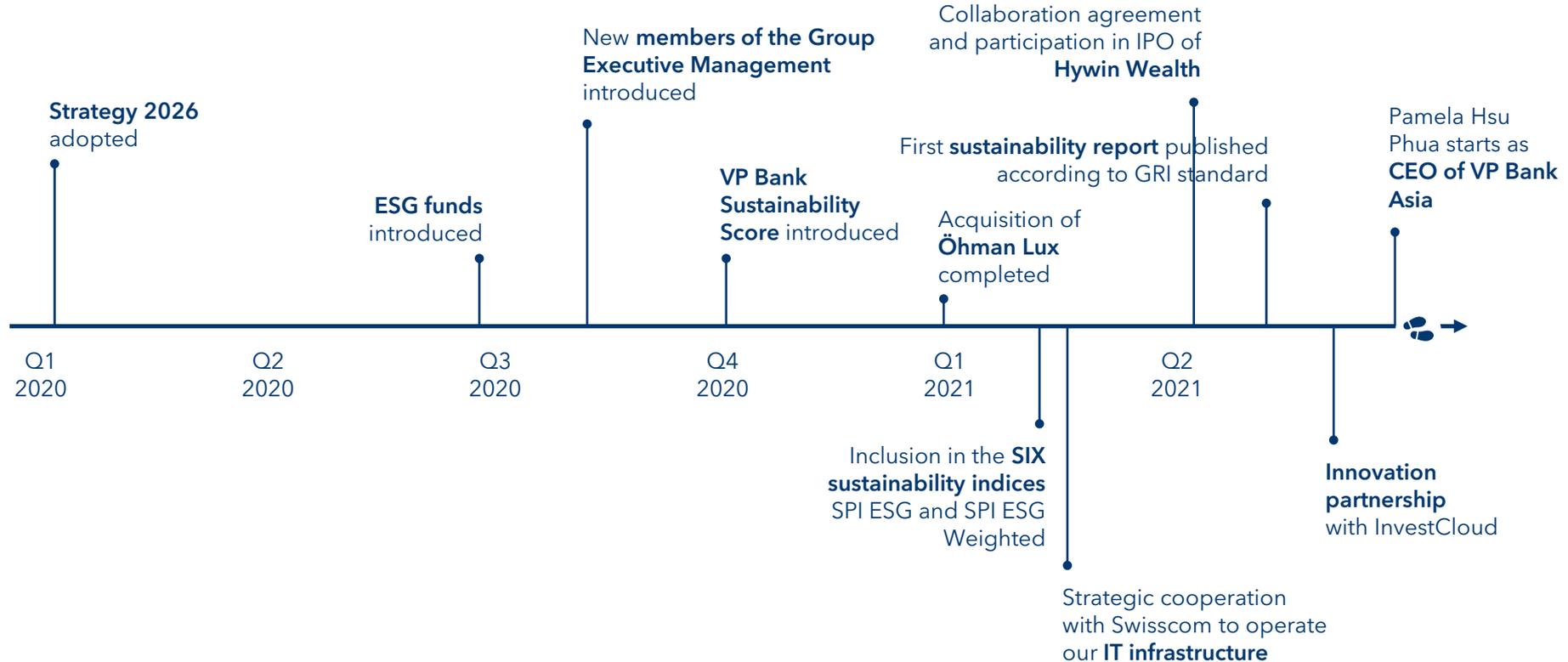
Digital assets

Move: VP Client Solutions – curator of private market investments

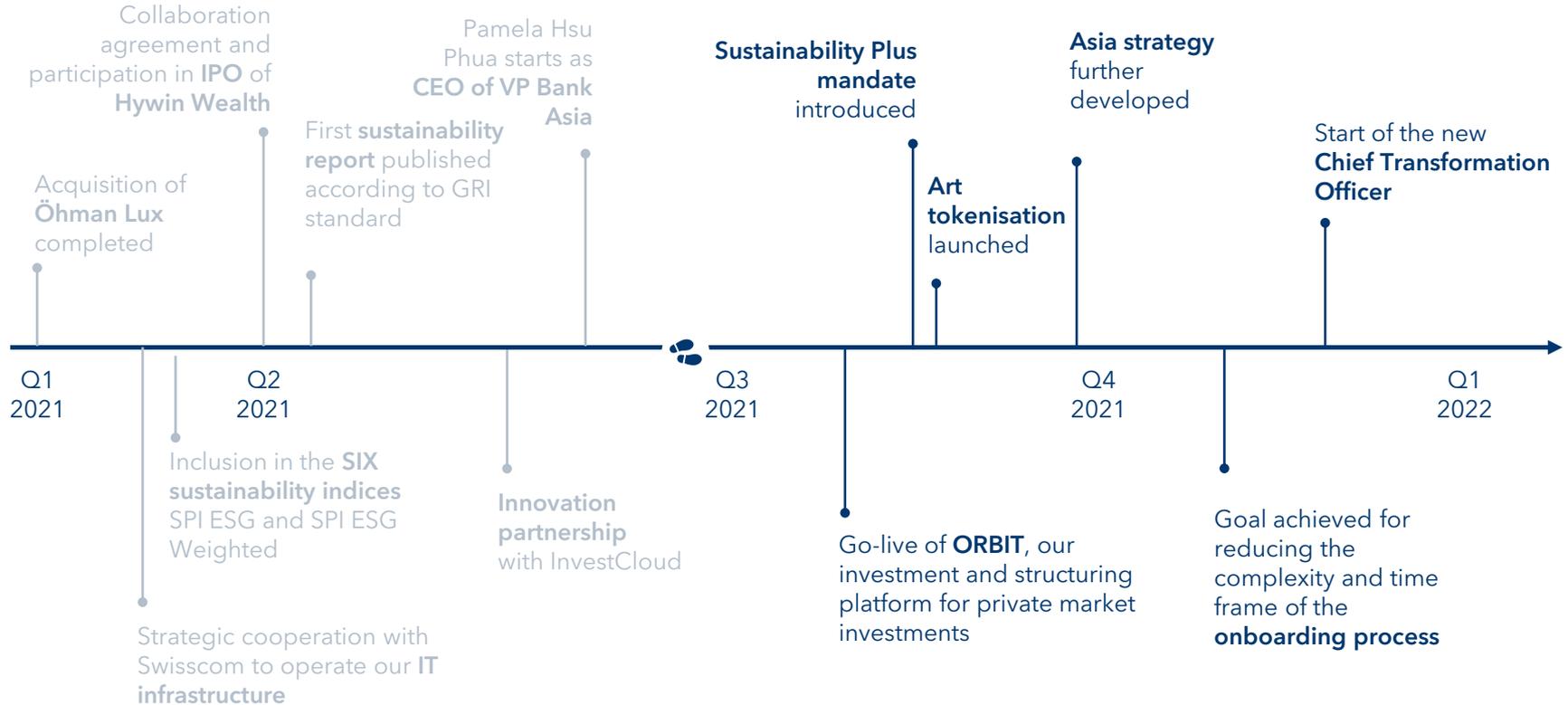


- ① Modular, open-architecture **access and structuring platform (ORBIT core)** for private market investments
- ② The growing **ORBIT ecosystem** connects proprietary investment and structuring solutions with innovative, co-created partner offerings
- ③ Development and provision of investment opportunities through the **ORBIT ecosystem**

Review Strategy 2026 – significant milestones achieved



Outlook – definition of a clear set of measures



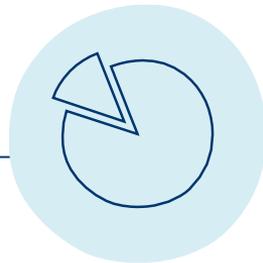
Financial targets 2026: increase in Group net income to CHF 100 million



Growth

Net new money
(in % AuM)

>4% p.a.¹



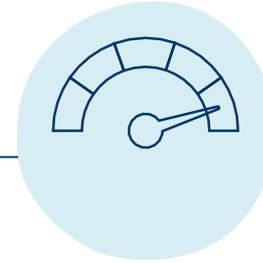
Profitability

Profit margin
(in bp of AuM)

>15 bp

Cost /
income
ratio²

70%



Stability

Tier 1
ratio

>20%



Roger Barmettler, CFO

Good semi-annual results, solid capital base



Group net
income
CHF 29.9 million

CHF 14.4 million
(1st half of 2020)

Significant increase

Commission
income
CHF 78.0 million

CHF 71.5 million
(1st half of 2020)

Strong increase

Cost / income
ratio
79.4%

87.7% (1st half of 2020)

Further improvement



Net new money
inflow
CHF 0.7 billion

CHF 0.4 billion
(2nd half of 2020)

**Continued good inflow
in challenging market
environment**



Extremely stable
key balance
sheet figures

Tier 1 ratio
20.8%

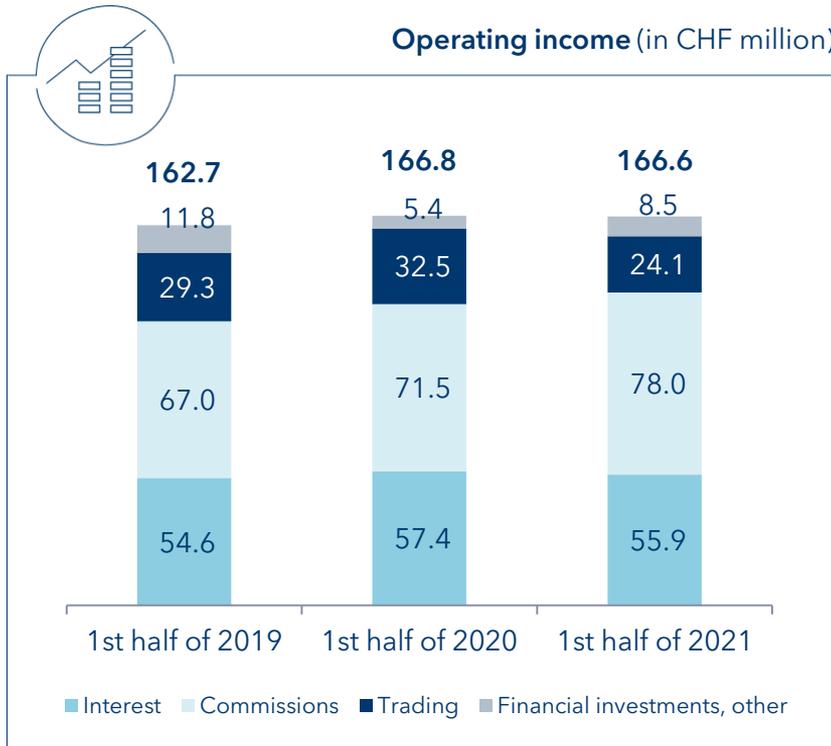
20.8% (end of 2020)

**Very good
equity base**

Rating:
Standard & Poor's
A/negative/A-1

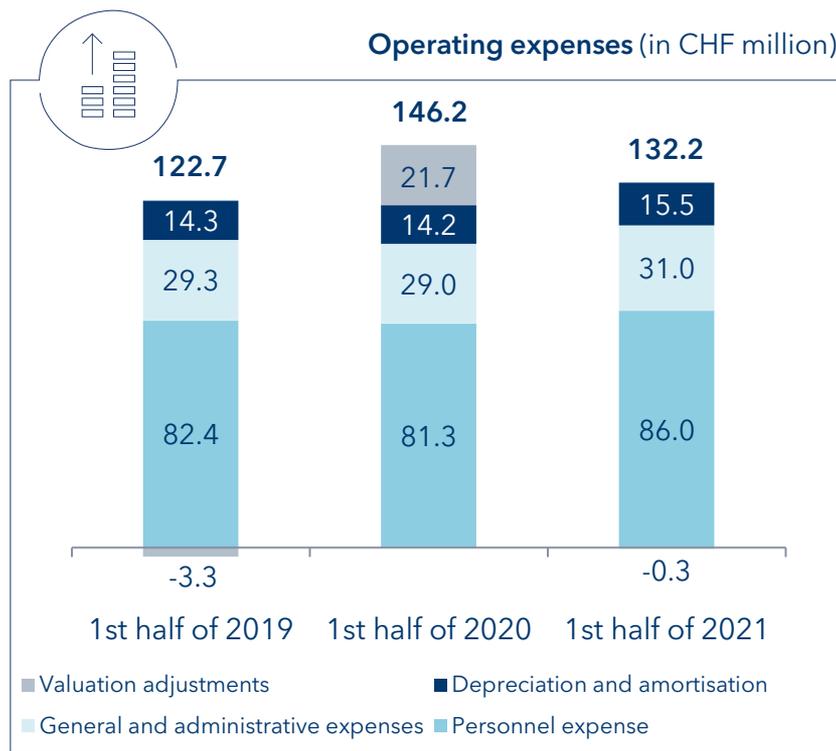
**Good rating in July 2021
confirmed**

Increase in commission income



- Commission income: up CHF 6.5 million, or 9.1%
 - Significantly increased, recurring commission income earnings (CHF 7.4 million) as a result of greater client assets under management (AuM)
- Interest income: down CHF 1.5 million, or -2.6%
 - Primarily a result of the US dollar interest rate cut in March 2020
- Trading income: down CHF 8.4 million, or -25.8%
 - Reduced US dollar/CHF swap margin due to the US dollar interest rate cut by the US Federal Reserve (Fed) in March 2020
- Financial investments: up CHF 2.5 million, or 51.5%, due to higher dividends

Strategic investments and the acquisition of Öhman



- Strategic investments
 - Establishment of Client Solutions and strengthening of governance functions
 - Enhancement of IT functionalities and organizational build outs
- Acquisition of Private Banking of Öhman Bank
 - Onboarded RMs, but positive contributions to revenues

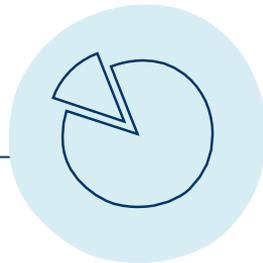
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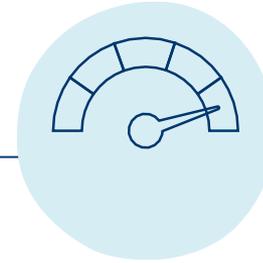
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Contacts and agenda

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Agenda

- Annual results 2021: 8 March 2022
- Annual general meeting of shareholders 2022: 29 April 2022
- Ex-dividend date: 3 May 2022
- Record date: 4 May 2022
- Dividend payment: 5 May 2022
- Semi-annual results 2022: 17 August 2022

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