

Paul H. Arni, CEO · Roger Barmettler, CFO · August 2023

VP Bank – **Seize opportunities**

The story behind the equity





01

Our Strategy 2026

Paul H. Arni, Chief Executive Officer



Our DNA and expertise

**Intermediaries
business**

Our approach

**Open
Wealth**

Our strengths

**Speed
and agility**

Financial targets 2026 – KPIs for dynamic growth



Growth

Net new
money
(in % of AuM)

Income
growth

4% p.a.¹⁾

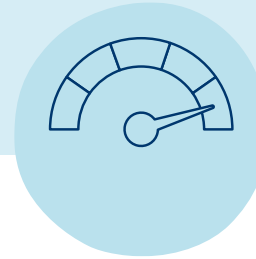
4 - 6% p.a.¹⁾



Profitability

Cost/
income
ratio²⁾

<75%



Stability

Tier 1
ratio

>20%

Strategy 2026

Why?

- Digitisation
- 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



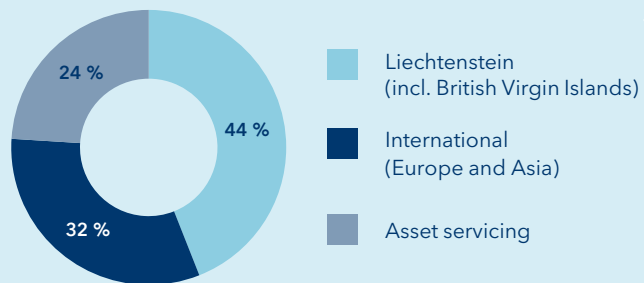
Enable

Building the foundation for the future



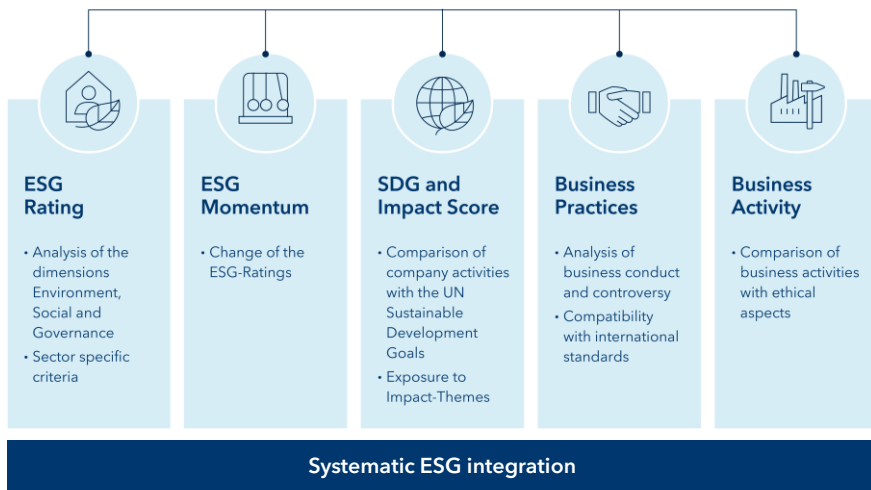
Evolve: Regional development plans

Business volumes (client assets under management and loans)



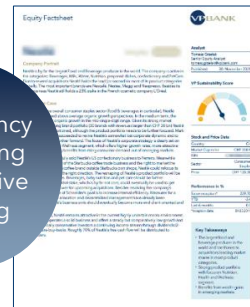
Evolve: VP Sustainability Plan 2026: progress through purpose

Investing for Change with our product offering	Investing in Change in our business activities
Integrate sustainability into our investment process	Integrate sustainability into our business activities
Create a net positive impact through our offering	Achieve CO ₂ -neutral operations
Grow assets under management in sustainable investment solutions	Improve gender diversity in our workforce
Achieve "AA" MSCI ESG rating	

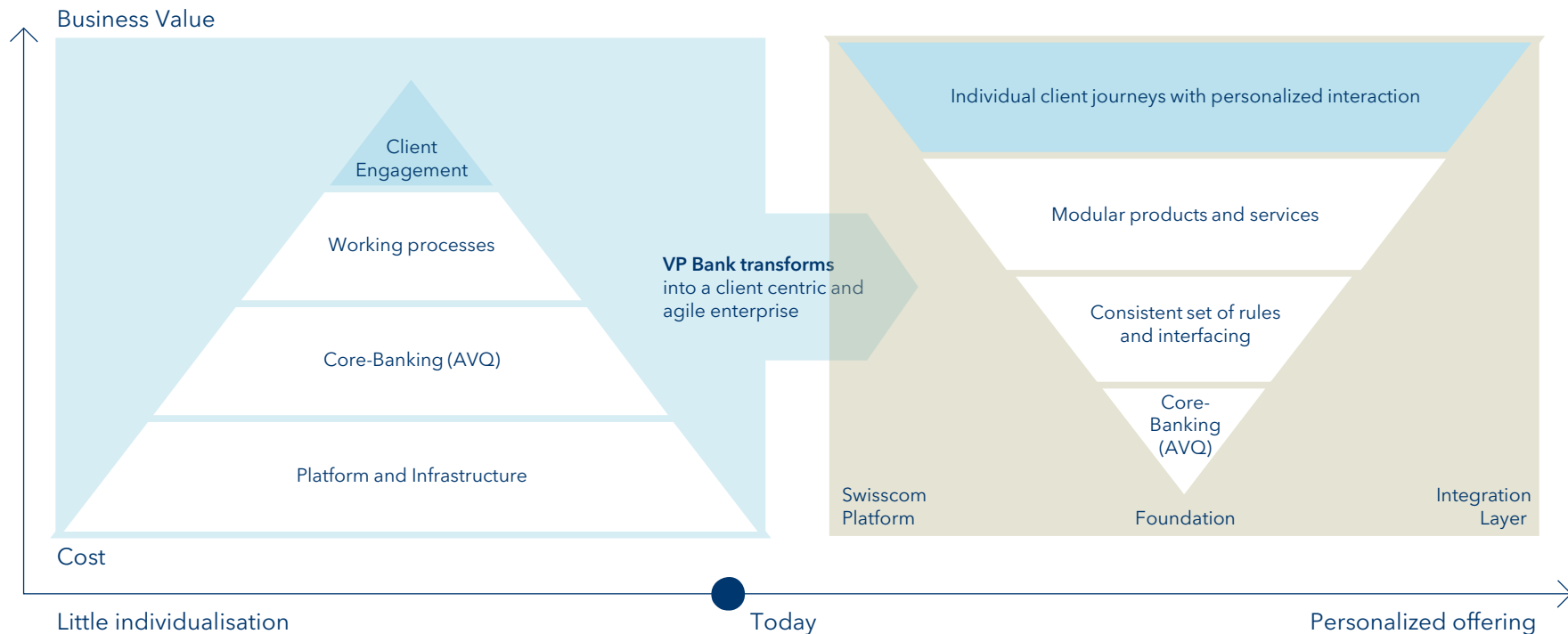


Memberships	Obligation/purpose	Member since
Net-Zero Banking Alliance	We are committed to achieving net zero emissions for all relevant on-balance sheet credit and investment positions by 2050.	2021
UN Principles for Responsible Banking	We are committed to taking more responsibility for protecting the climate and sustainability.	2021
UN Principles for Responsible Investing	We are committed to responsible investment.	2021
UN Global Compact	We are committed to upholding our responsibilities in four areas: Human rights, labour, environment and anti-corruption.	2016
Swiss Sustainable Finance	Exchange of experience and transfer of knowledge.	2016
Swiss Climate Foundation	Support for climate protection measures in Liechtenstein and Switzerland	2012

Transparency in our doing and effective reporting



Scale: Newly established foundation launches the journey to 'open' the platform



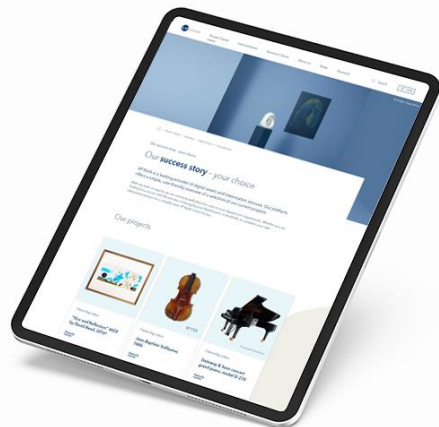
The investment into the foundation is the pillar to move towards a client-centric, agile, and service-oriented enterprise with the target to focus on value-creation and fast-time-to-market for innovations in the banking industry.

Move: Development of new services

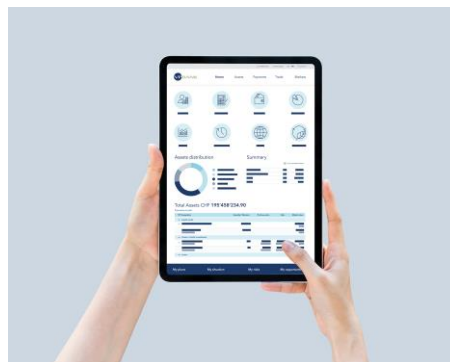
VP Bank **Nova**

VP Bank Nova
Banking packages
for young adults

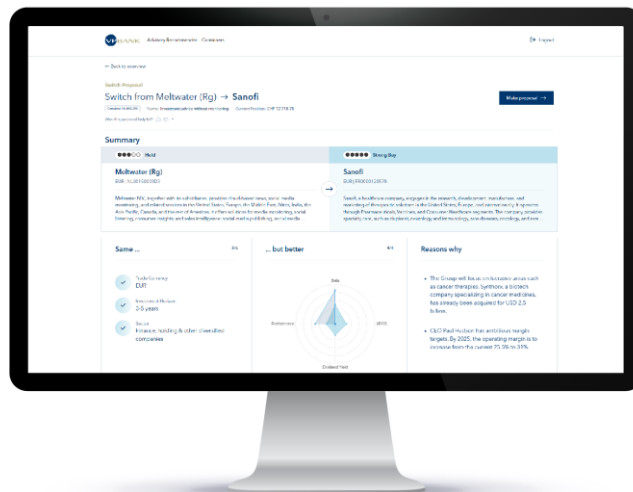
Digital assets
Expansion of
tokenisation service



**Open Wealth
Service Platform**
Various new services



Digital analytics
AI-powered
advisory tool





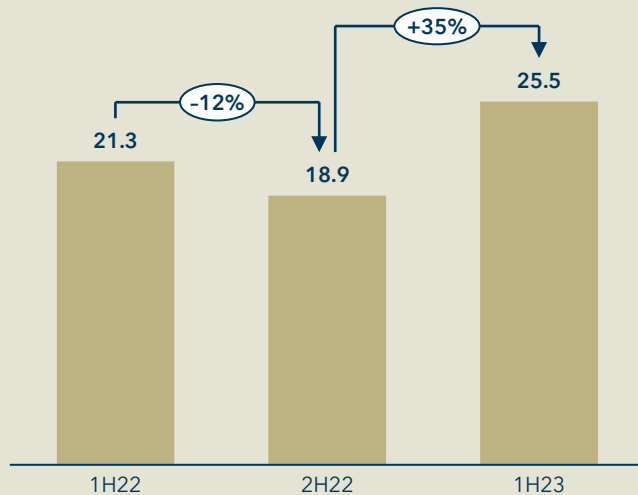
02

2023 semi-annual results

Roger Barmettler, Chief Financial Officer

Broad-based business model as a driver of group net income

Group net income (in CHF million)

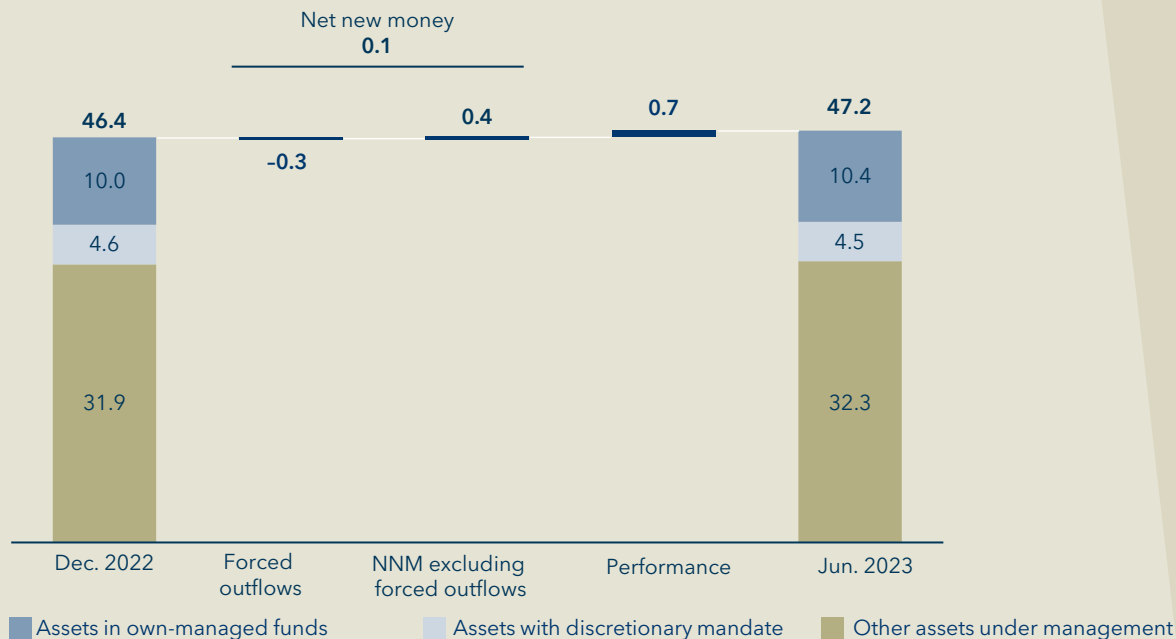


Broad-based business model enables corporate **earnings to be increased by 17% and profits by 19%** even during challenging times.

Strategy 2026 is focused on **sustainable, profitable growth**.

Increase in client assets under management

Client assets under management (in CHF billion)



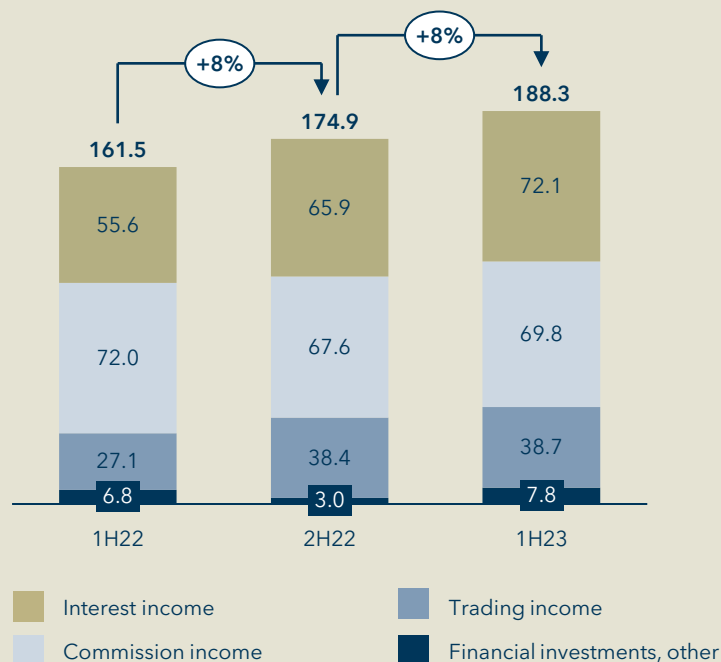
Net new money (excl. forced outflows) of CHF 0.4 billion, primarily from fund business and Asia.

Forced outflows due to adjustments to the client portfolio and client funds with a connection to Russia of CHF 0.3 billion.

Average client assets under management of CHF 47.5 billion, 4% lower than in the first half of 2022.

Operating income up again

Operating income (in CHF million)



Operating income: +17%, despite the negative effect of exchange rates movements

Interest income: +30% (+9% versus H2 2022)

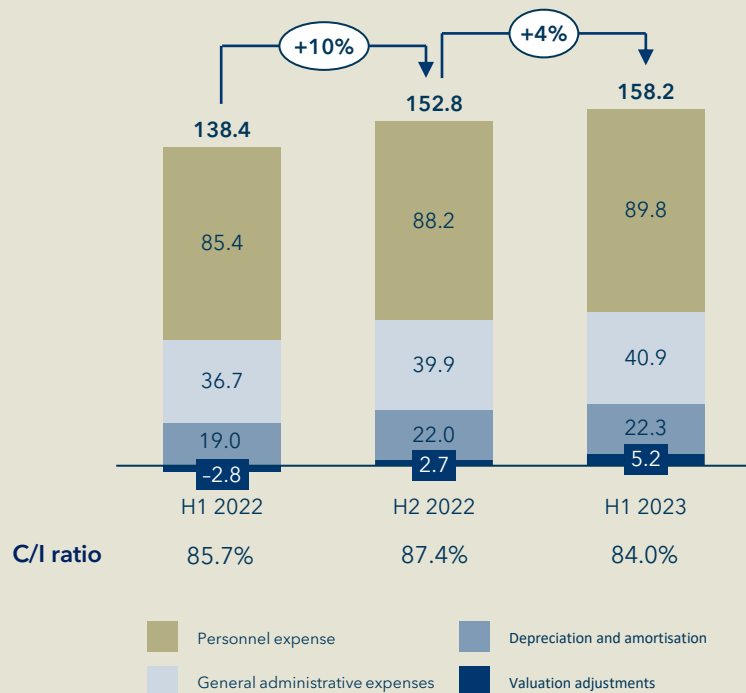
Commission income: -3% (+3% versus H2 2022)

- Recurring corporate earnings: -3% (+1% versus H2 2022)
- Transaction-based corporate earnings: -4% (+12% versus H2 2022) due to persistent low levels of client activity

Trading income: +43% (+1% versus H2 2022)

Cost growth normalised

Operating expenses (in CHF million)



Personnel expense: +5% (+2% versus H2 2022) to CHF 89.8 million

- Pay increase: +2% from April
- Change in average FTEs: +3%

General and administrative expenses: +11% (+3% versus H2 2022)

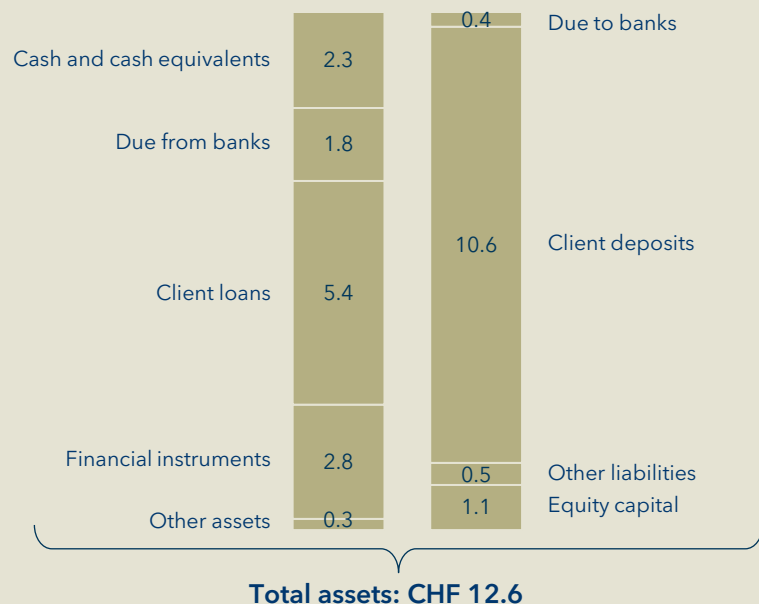
- IT and digitisation expenses: CHF +3.5 million
- Implementation of Russia sanctions and adjustments to the client portfolio: CHF +0.9 million

Depreciation and amortisation +17% (+1% versus H2 2022)

Valuation adjustment: CHF 5.2 million - against the backdrop of the current economic environment

Robust foundation

Balance sheet as of 30 June 2023 (in CHF billion)



Sound balance sheet

- Stable total assets
- High level of liquid assets
- Cash and cash equivalents along with amounts due from banks cover 38.7% of client deposits

Stable refinancing

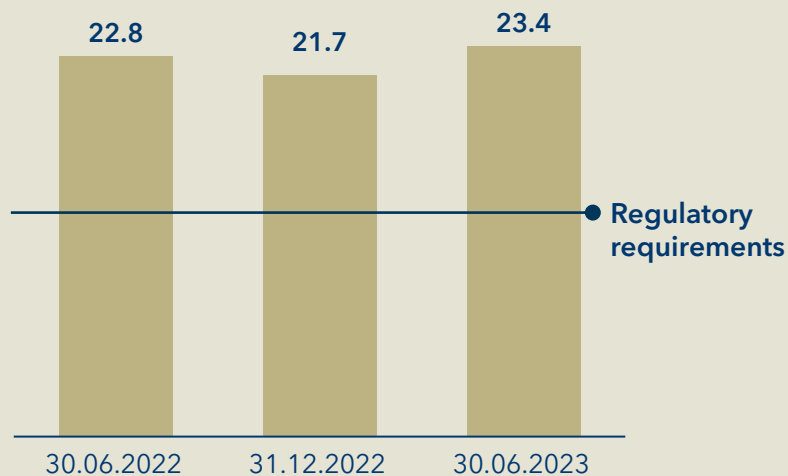
- Proportion of client deposits corresponds to 84% of total assets

Strong equity base

- Equity capital makes up 8.7% of total assets
- Tier 1 ratio at 23.4%

Solid risk profile

Tier 1 ratio (as a percentage)



Other risk metrics (as of 30 June 2023)

Liquidity coverage ratio: 202%

Leverage ratio: 7.9%

Net stable funding ratio (NSFR): 164%

Summary



Group net income in a challenging environment

CHF 25.5 million

Operating income up by 17%

CHF 188.3 million

Net new money inflow despite forced outflows

CHF 0.1 billion

Cost / income ratio improved

84.0%

Very good capital adequacy with a tier 1 ratio of

23.4%



Thank you!

Contacts and agenda

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Agenda

- Publication of 2023 Annual Report: 12 March 2024
- Media and analyst conference: 12 March 2024
- 61. ordinary annual general meeting of VP Bank 26 April 2024

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