

FY 2023 RESULTS PRESENTATION

22 March 2024
Lausanne

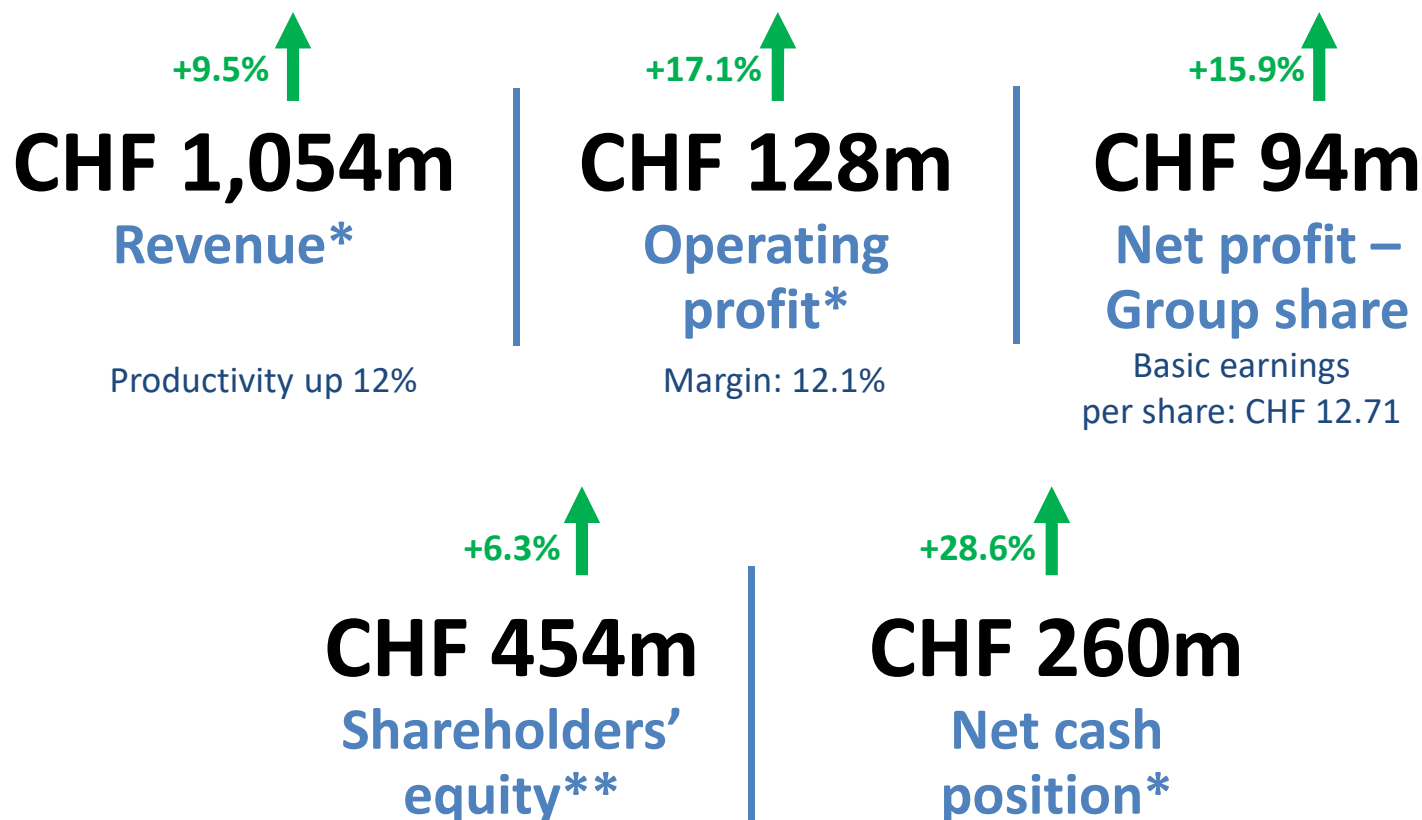


Compagnie Financière Tradition

Summary of CFT's FY2023 key financial metrics

Strong financial performance in spite of CHF strengthening further

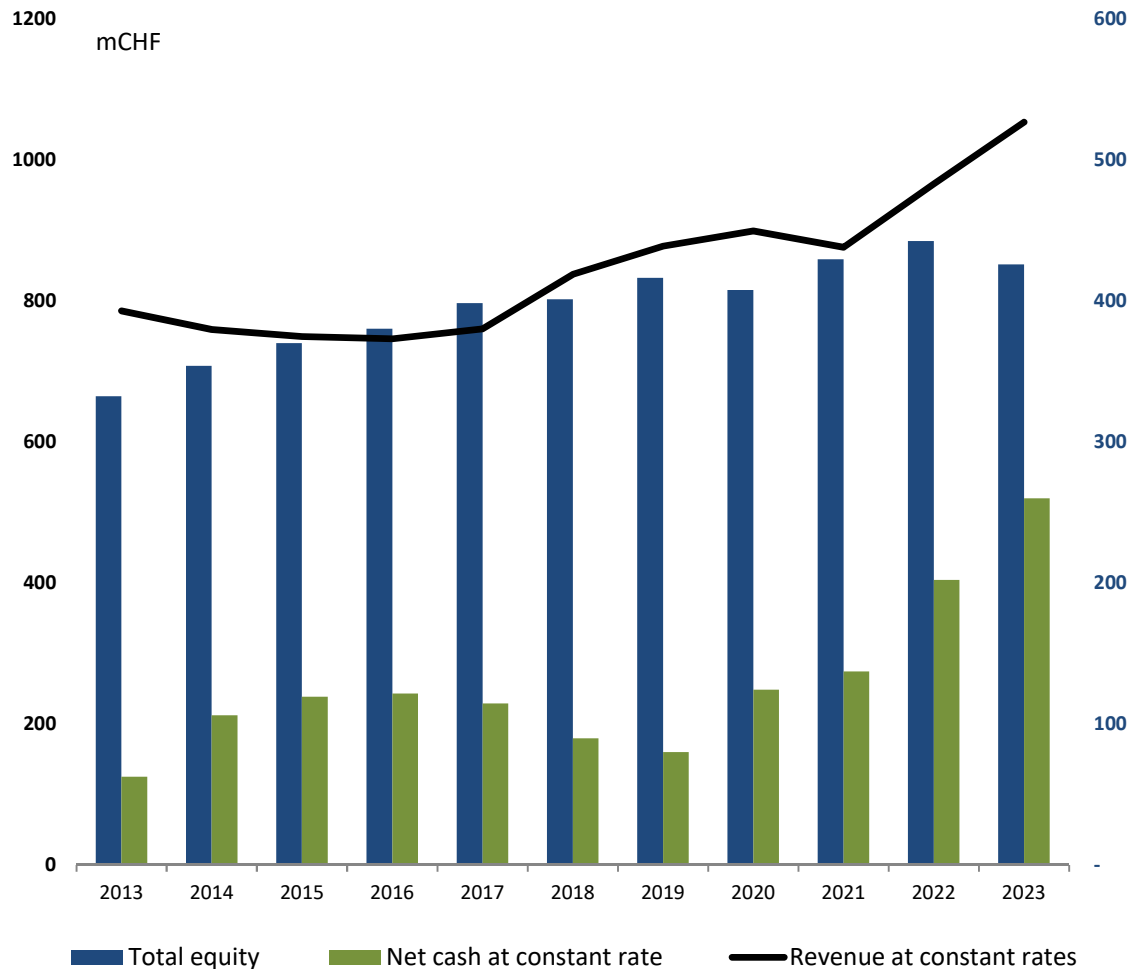
Variations in constant currencies



FY2023 confirming the longer term track record

A long established Swiss group focused on critical size and sound balance sheet

Consolidated revenue, shareholders' equity and net cash (including share of JVs)



1 Focus on organic growth and sound financial position:

- Strong net cash position
- Growing shareholders equity with low level of intangibles

2 Opportunities arising from structural developments

- Data and Analytics dedicated business line
- Data science lab since early 2021 with state of the art Data platform
- Hybridization in the context of digitalization
- Blurring of traditional market boundaries

3 Developed expertise in cost management

- Cultural change without losing market share

4 Consistent dividend distribution to shareholders

- Complemented by share buy-back program



A new ambition

- A change of paradigm from the normalization of the Central banks monetary policies
- Creating long term value through growth, profitability and cash conversion

CFT's track record of delivering return for shareholders, a demonstration of the Group's DNA, long term vision and ambition

A total return of 17.4% p.a. with dividends reinvested in shares since 1 January 1997

Total Return Analysis (TRA) - 1/1/1997 and 21/3/2024



Consistent dividend policy

Cumulative dividends of CHF 50 paid during 2013 to 2023 excluding distribution of treasury shares

Dividend payout trend 2013 to 2023



+9.1% ↑

CHF 6
FY2023 Cash dividend¹⁾

Payout: 47%

Yield: 4.6%²⁾

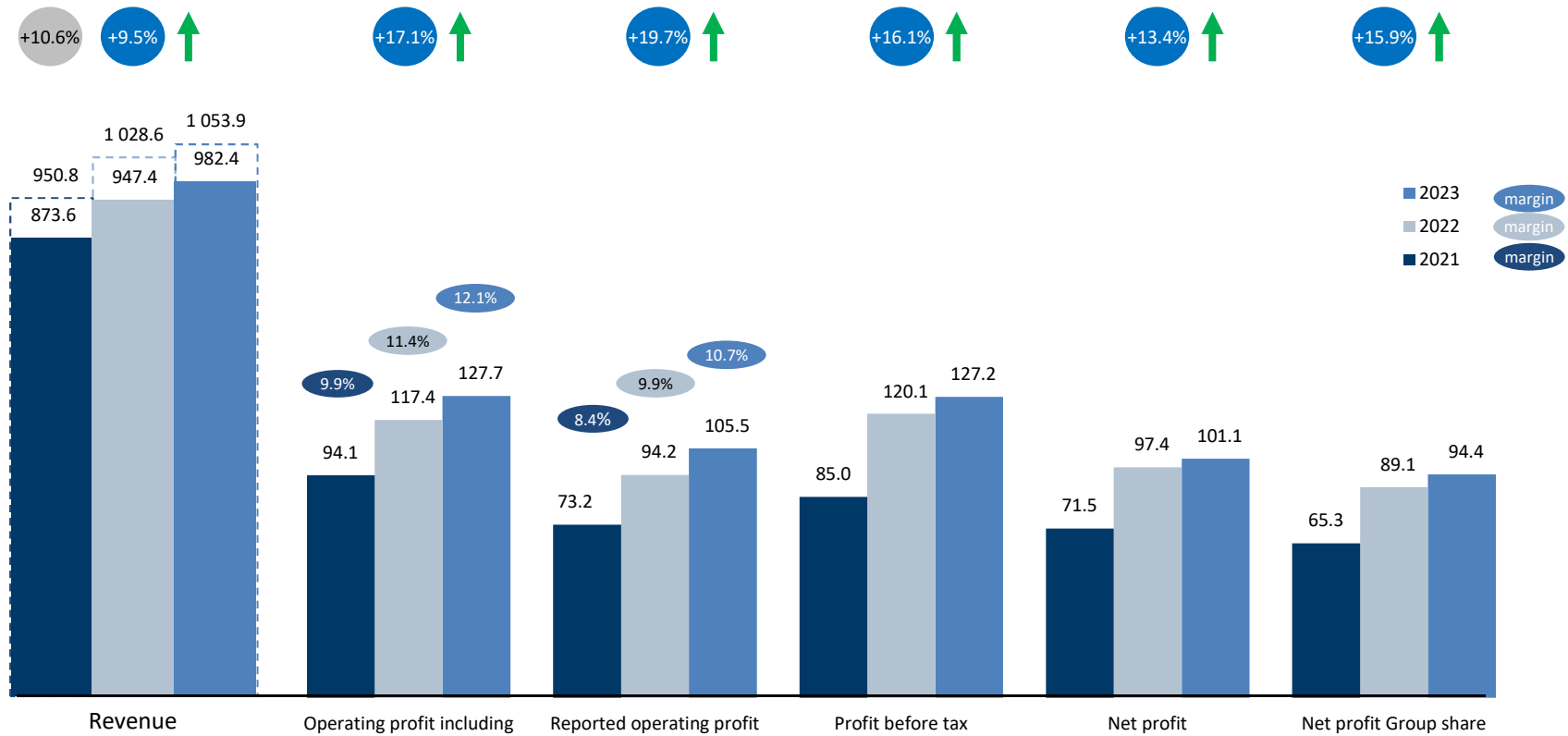
*An additional distribution of one treasury share for shares held above the dividend in cash (2022 : 1:100, 2021 : 1:100, 2020 : 1:75, 2019 : 1:50, 2018 : 1:35; 2016 : 1:25)

1) Subject to shareholders approval at the 21 May 2024 General Assembly

2) Value based on 21 March 2024 closing share price of 130 CHF per share

Normalization of central banks monetary beneficial to the Group's operations

Momentum from organic growth strategy; impact from CHF strength on reported revenue and profitability



Basic earnings per share: 11.83 (2022), 12.71 (2023)

- Supported by organic growth in particular in Energy and Commodities
- Brokers improved productivity up +12.4%
- Group net cash position including share of JV up 28.6% in constant currencies or CHF approx. 60mm to CHF 260m (total gross cash reaching CHF 470m).
- Net interest income up CHF 9.4m with income from gross cash investments
- Proposed cash dividend up close to 10% to CHF 6.0 per share; Share buybacks set to accelerate in 2024
- Continued momentum in 2024**

(variation y-o-y in constant currency) (Revenue including share of JV variation y-o-y in constant currency)

One of only 3 global Wholesale and Institutional brokerage firms

A diversified transactional platform servicing the world's largest banks and non bank institutions

The world's largest banks and non bank institutions, looking for quality of information and trusted relationships to confidently trade large transactions



Expertise in complex transactions, illiquid instruments, difficult market conditions

No position taking and associated balance sheet risk

Activities regulated by local authorities in almost all countries

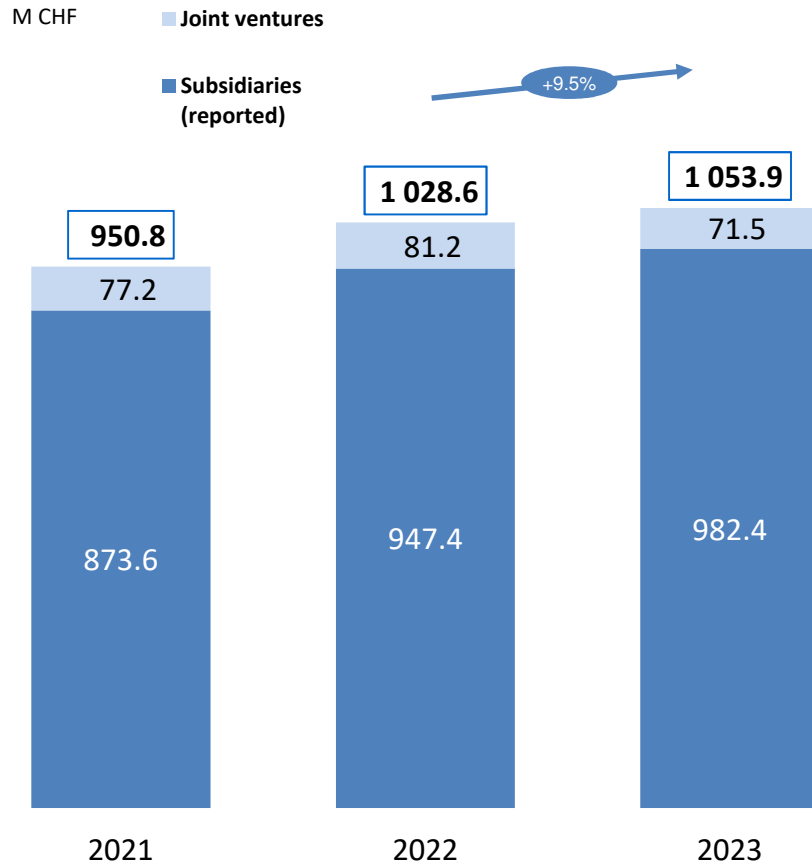
A business model based on high volume x low commission rates

Critical market infrastructure component in sourcing liquidity and price discovery

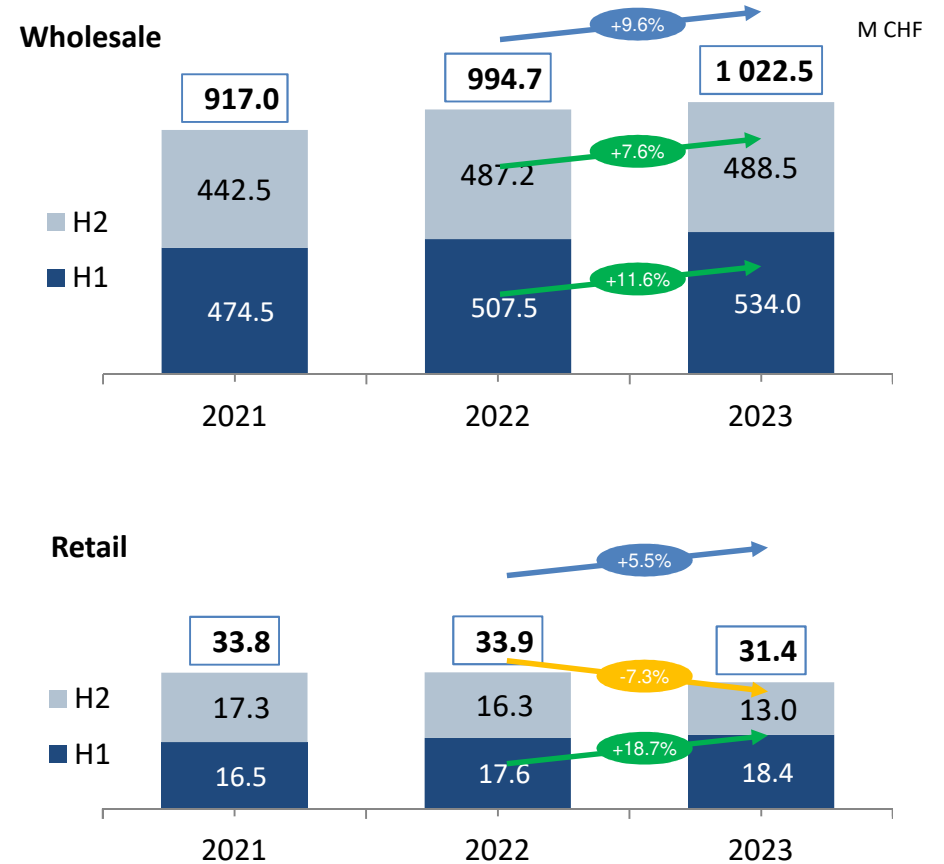
Growth in both wholesale and retail businesses in constant currencies

Gaitame reported revenue impacted by JPY weakening

Reported revenue and revenue including share of JV

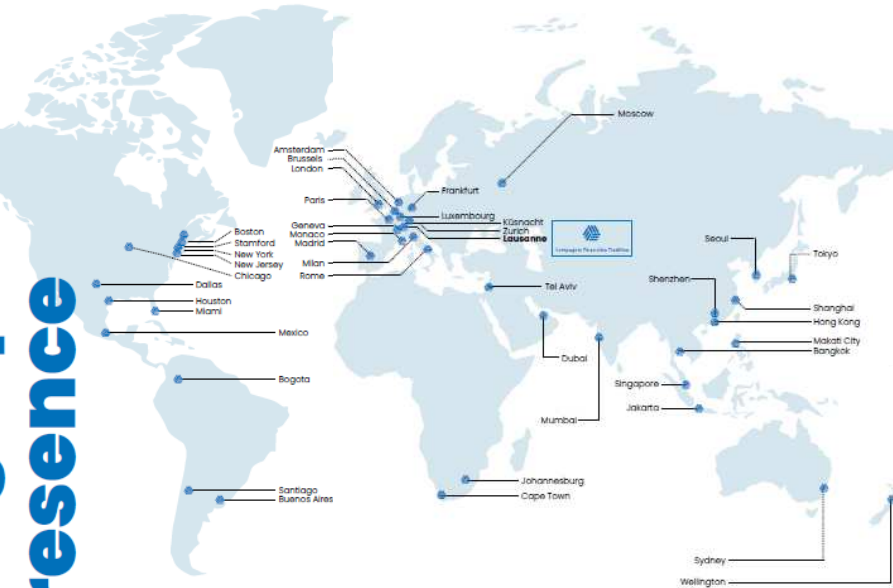


Revenue including share of JV by business

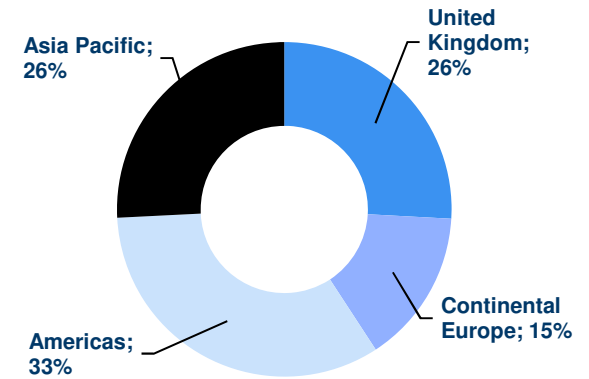


Diversified revenue portfolio both in terms of geographies and asset classes
 Positive revenue development trend reflected in all regions

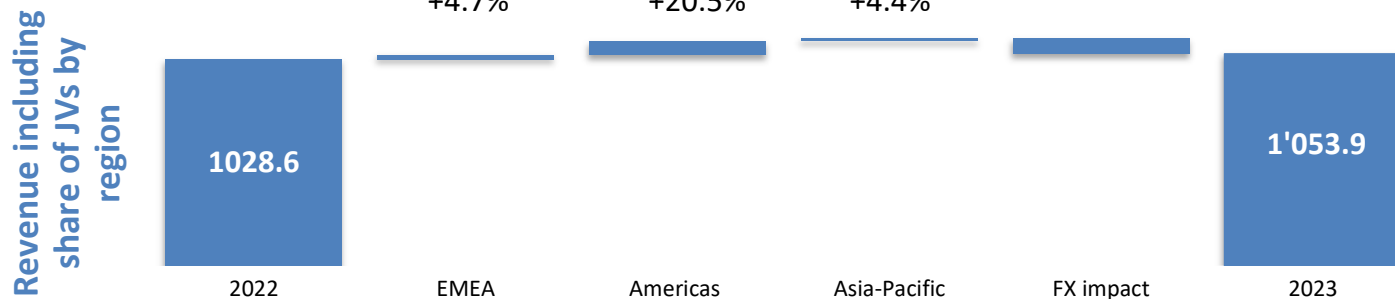
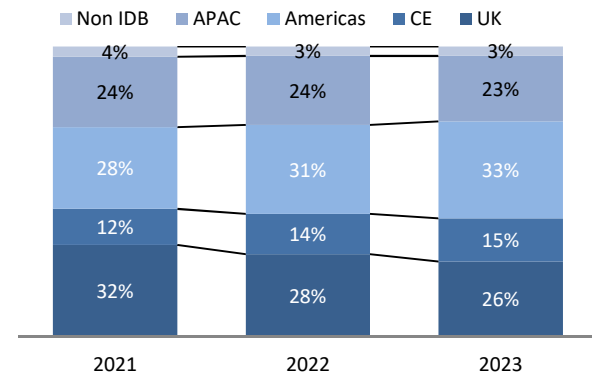
A diversified Geographical Presence



Breakdown by region in 2023



Trend by region



Diversified revenue portfolio both in terms of geographies and asset classes

Strong improvement in Energy and Commodities products supported by organic growth

Currencies and rates

- Interest rate derivatives (eg IRS, IRO)
- Money markets
- FX forwards (o/w NDFs)
- FX options
- Futures and options

Securities and security derivatives

- Government bonds
- Corporate bonds
- Credit derivatives
- Repos
- Equities and equity derivatives

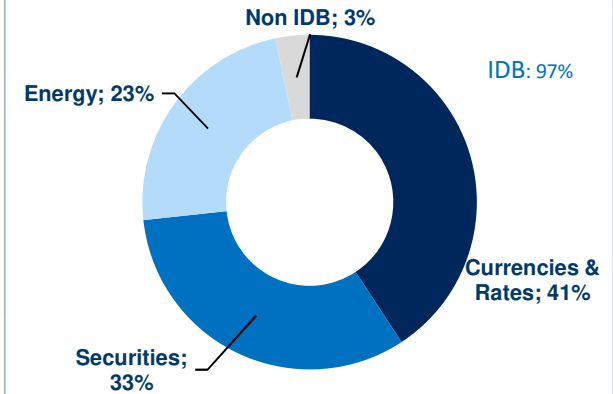
Energy and Commodities

- Oil
- Electricity
- Gas
- Metals
- Environmental
- Energy C&I

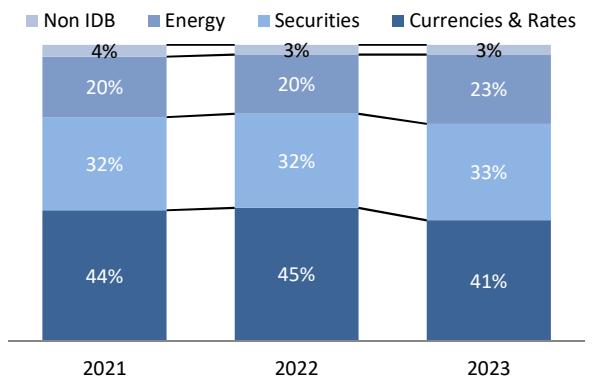
Retail FX

- Gaitame.com – Online retail forex brokerage

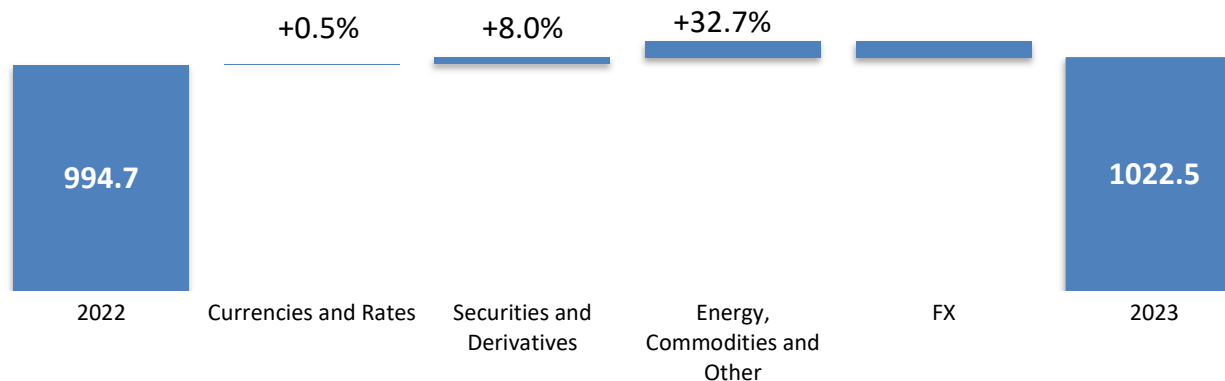
Breakdown by product in 2023



Trend by product



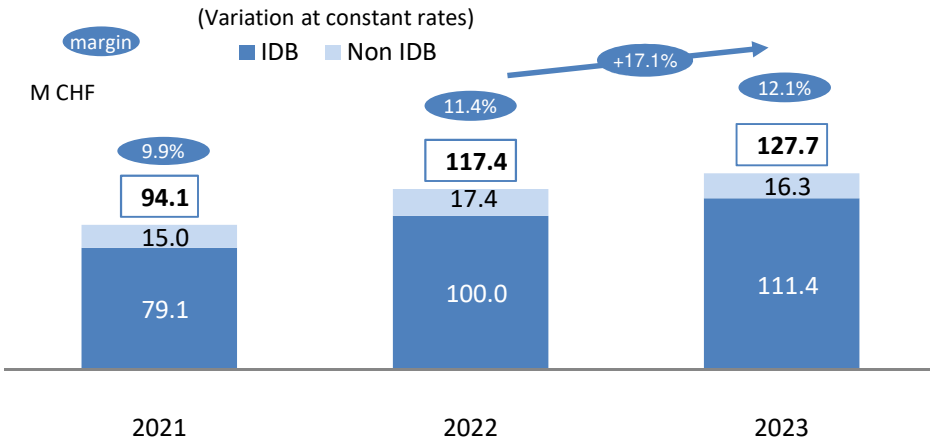
Wholesale revenue including share of JVs by product



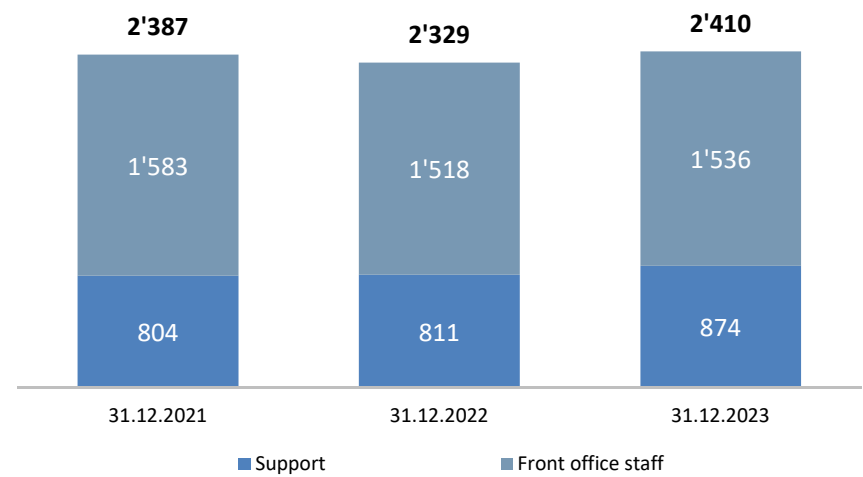
Operating profit including share of joint ventures up 17.1% to CHF 127.7m

Improved average annualized productivity up 12.4% to CHF 821'000 per individual

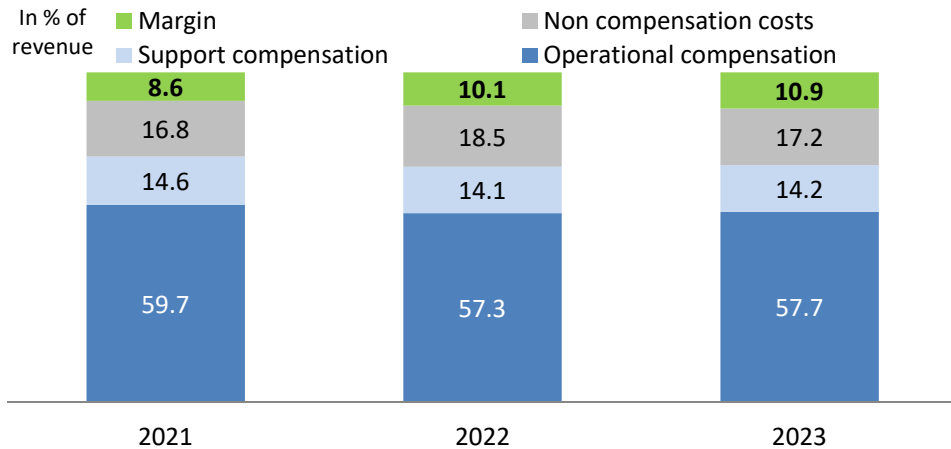
Operating profit including share of JVs



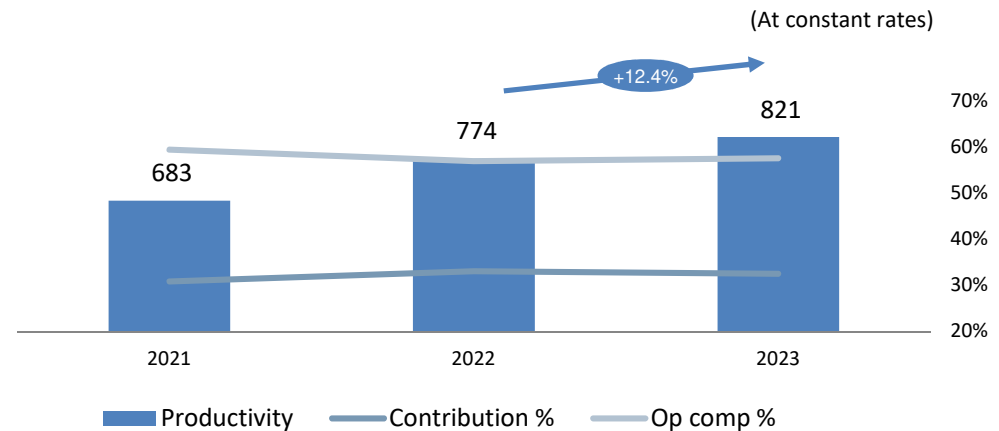
IDB headcount trend



IDB operating ratios



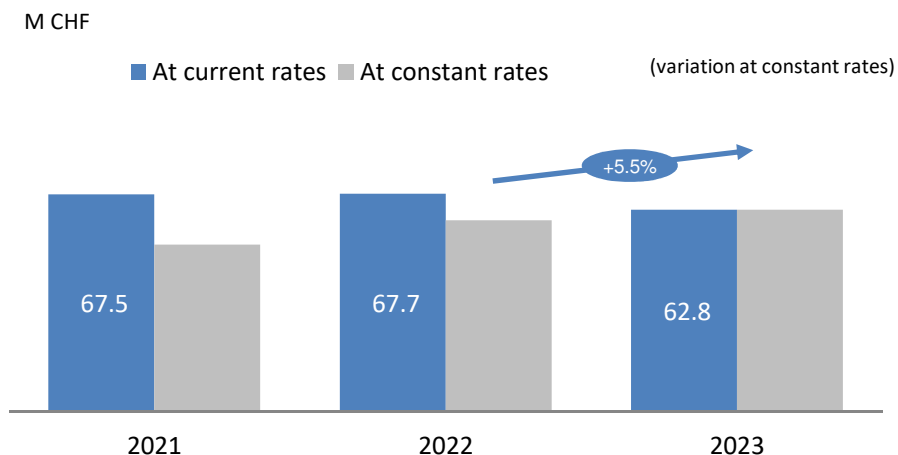
IDB – Other KPI



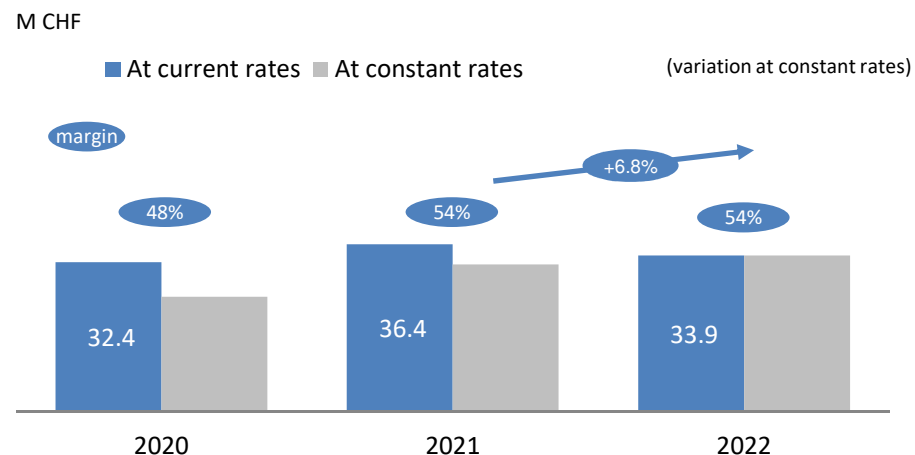
Gaitame.com : EBITDA margin remained high at 54% in 2023

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

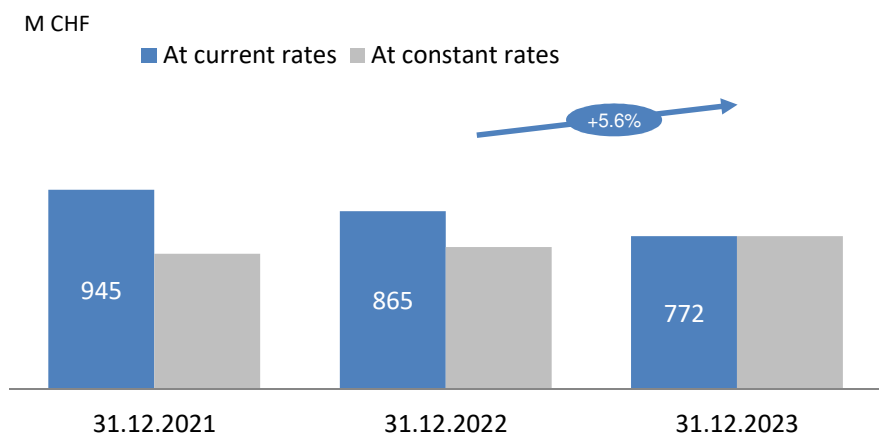
Revenue trend*



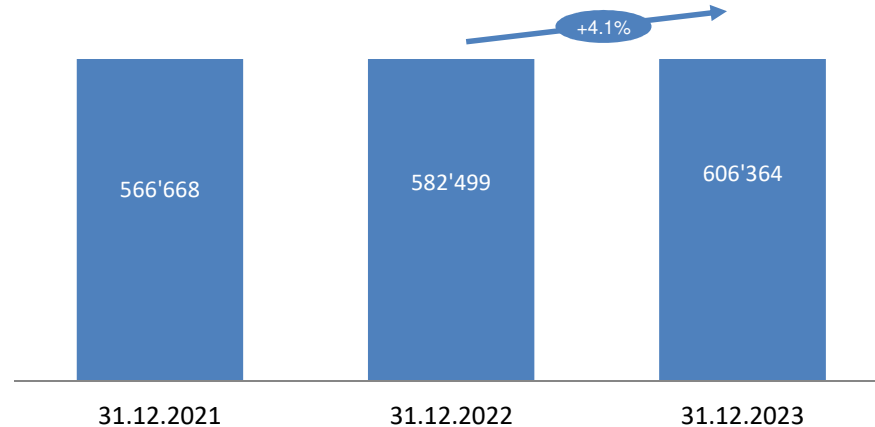
EBITDA trend*



Client deposits trend*



Number of clients trend*



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

Net interest income increase by CHF 9.4m with income from gross cash investments

Financial results impacted by FX losses vs last year gains

Net profit – Group share

M CHF	FY 2023	FY 2022	Change at current exchange rates	Change at constant exchange rates
Operating profit as reported	105.5	94.2	+11.9%	+19.7%
Net financial result	-4.1	-3.7		
Share of profit of associates and joint ventures	25.8	29.6	-12.8%	-3.1%
Profit before tax	127.2	120.1	+5.9%	+16.1%
Income tax	-26.1	-22.7	+15.4%	+27.4%
<i>Effective income tax rate</i>	26%	25%		
Net profit for the period	101.1	97.4	+3.7%	+13.4%
Group share	94.4	89.1	+6.0%	+15.9%

M CHF	FY 2023	FY 2022
Net interest income/(expense)	+3.0	-6.4
Interest expense on lease liabilities	-2.1	-2.4
Net foreign exchange gains/(losses)	-5.1	+5.0
Other items	+0.1	+0.1
Total	-4.1	-3.7

% / M CHF	FY 2023	FY 2022
Normative income tax rate	22% ; 22.3m	21% ; 19.4m
Net unrecognized tax losses	1% ; 0.7m	1% ; 1.1m
Non-taxable income	-% ; -0.2m	-% ; -0.2m
Non-deductible expenses	5% ; 4.9m	3% ; 2.9m
Prior year current tax	-% ; -0.1m	-% ; -m
Other items	-2% ; -1.7m	-% ; -0.5m
Effective income tax rate	26% ; 26.1m	25% ; 22.7m

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

Low level of intangibles assets including goodwill

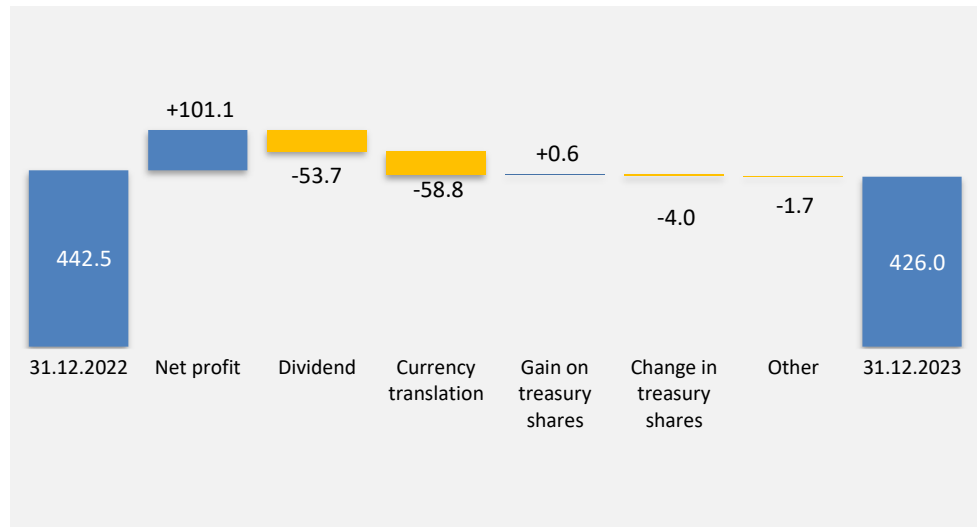
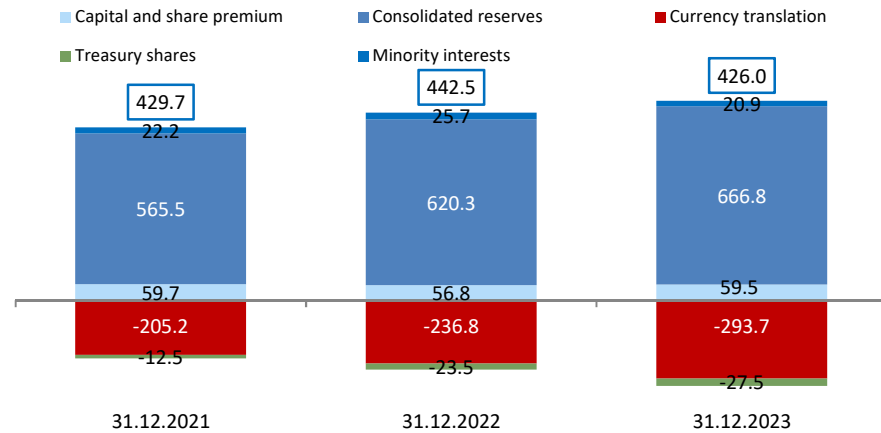
M CHF	Assets	
	31.12.2023	31.12.2022
Property, Plant & Equipment	17.2	19.5
Right-of-use assets	36.6	50.4
Intangible assets	50.1	43.8
Investments in associates and joint ventures	128.8	150.6
Financial assets at fair value (FVTOCI & FVTPL)	5.3	7.0
Unavailable cash	29.6	31.6
Other non-current assets	33.5	35.0
Non-current assets	301.1	337.9
Receivables related to MP activities	46.5	109.1
Trade & other receivables	263.1	278.2
Other financial assets	28.6	25.8
Cash & Cash equivalents	325.0	308.3
Other current assets	18.9	18.0
Current assets	682.1	739.4
TOTAL ASSETS	983.2	1 077.3

M CHF	Equity and Liabilities	
	31.12.2023	31.12.2022
Capital	19.4	19.1
Share premium	40.1	37.7
Treasury shares	-27.5	-23.5
Currency translation	-293.7	-236.8
Consolidated reserves	666.8	620.3
Equity – Group share	405.1	416.8
Minority interests	20.9	25.7
Equity - Total	426.0	442.5
Long term financial debts	209.6	209.4
Long-term lease liabilities	32.6	46.2
Other non-current liabilities	24.2	20.8
Short term financial debts	0.4	9.9
Short-term lease liabilities	13.7	15.7
Payables related to MP activities	46.6	106.5
Trade & other payables	230.1	226.3
Current liabilities	290.8	358.4
TOTAL EQUITY AND LIABILITIES	983.2	1 077.3

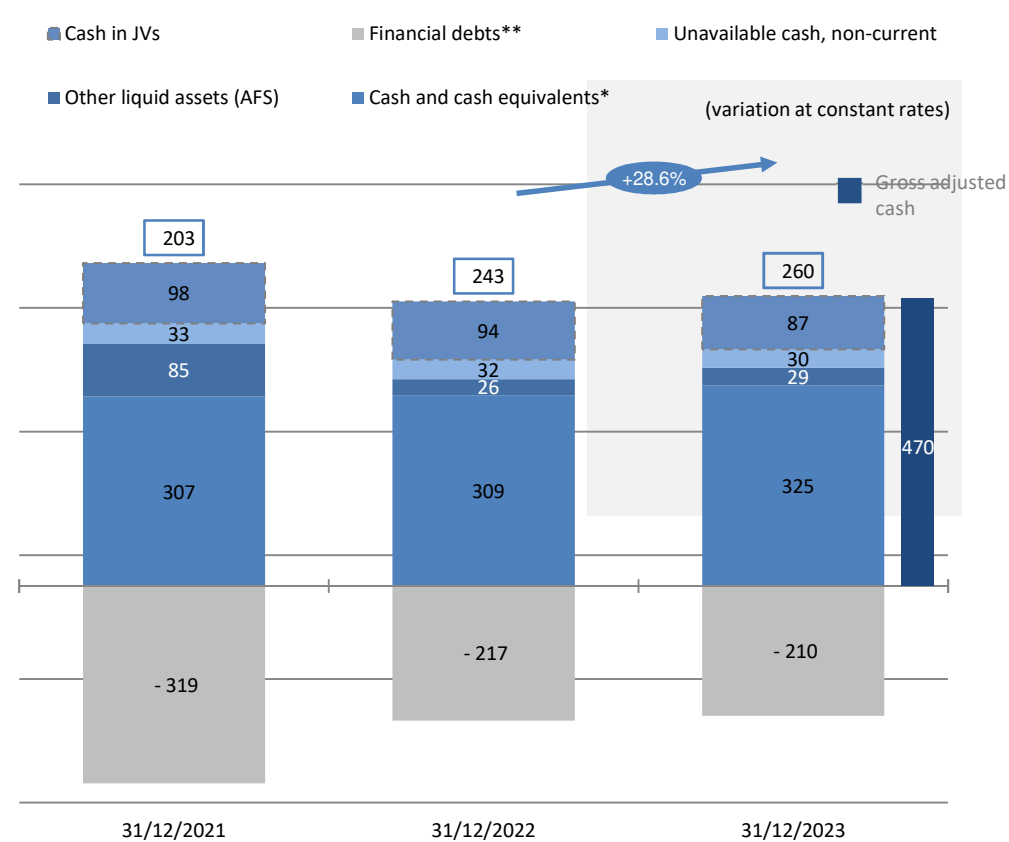
Shareholders' equity of CHF 453.5m before deduction of own shares of CHF 27.5m and net cash position increasing from CHF 243m to CHF 260m¹⁾ with strong operating cash flows

Gross cash of close to CHF 470m including share of JVs; Gross debt / LTM EBITDA incl JV ~1.5x

Shareholders' equity breakdown



Net cash position trend



*Adjusted from variation in MP activities of CHF -0.5m as of 31 December 2023 (31.12.2022 : CHF 0.8m)
 ** 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

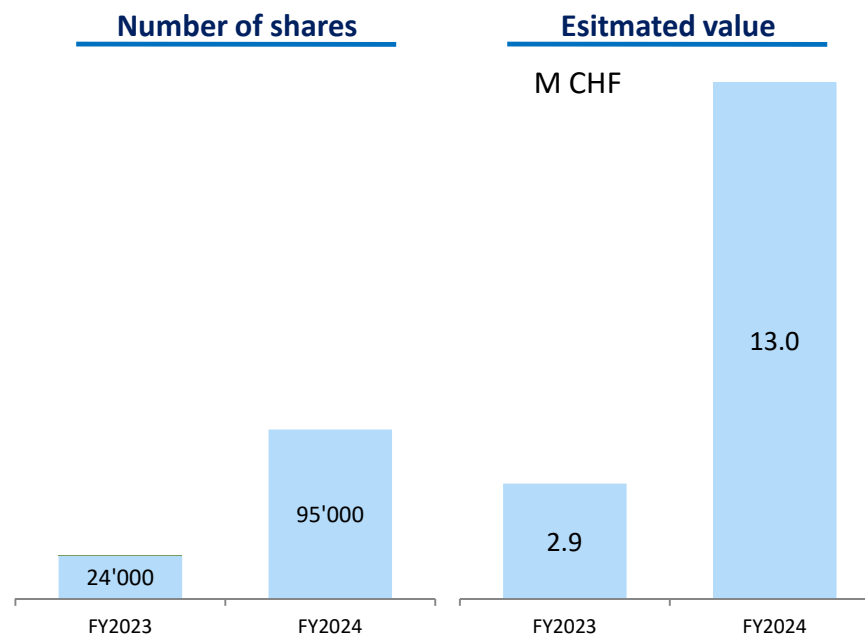
Share buybacks set to accelerate in 2024

In 2023, 24'000 shares were purchased on 2nd line of trading for an amount of CHF 2.9m

Overview

- CFT announced in May 2023 a share buyback program on its bearer shares for the purpose of a capital reduction
- The program started late August 2023 and expected to end in May 2026 at the latest
- To buy back up to 300'000 bearer shares, equivalent to a maximum of close to 4% of the share capital for a total amount of approx. CHF 35-40 million

Quantity and estimated value



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 organically and external opportunities whilst maintaining its focus on cost management
- 4 | Continued investments in hybrid broking capabilities throughout the operations and in the high margin data and analytics business supported by its data science expertise
- 5 | Consistent strategic roadmap founded on quality of financial position, with the objective to continue to grow shareholders' equity while serving a good dividend

Events calendar:

Thursday 25 April 2024

Publication of the Annual Report 2023 and the Notice of the General meeting

Thursday 2 May 2024

Publication of consolidated revenue for the first quarter 2024 (before the opening of the stock exchange)

Tuesday 21 May 2024

Annual General Meeting

Thursday 8 August 2024

Publication of consolidated revenue for the second quarter 2024 (before the opening of the stock exchange)

Friday 30 August 2024

Publication of half-year results at end of June 2024 (before the opening of the stock exchange)

Presentation of half-year results

Thursday 7 November 2024

Publication of consolidated revenue for the third quarter 2024 (before the opening of the stock exchange)

Q & A

Thank you!



Compagnie Financière Tradition

Compagnie Financière Tradition SA
11, rue de Langallerie, CH 1003 Lausanne
T. : +41 21 343 52 87
F. : +41 21 343 55 00