

# **2005 Results**

Zurich - 13 March 2006



# 2005: Capital transformations driving strategic developments in the sector

#### **Exchanges**

- Globally: volumes up strongly
- United States: electronic strategy and stock market listing, two major themes
- Europe: expected consolidation carried over to 2006
- Convergence: Euronext buys MTS

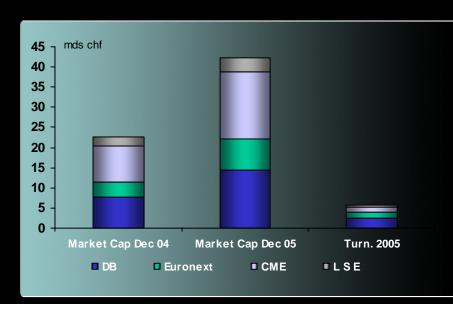
#### Size of 4 benchmark listed exchanges

#### Interdealer brokers & futures brokers

- The US market turned leader
- Strategic interest from private equity firms
- Accelerated consolidation in the futures sector



#### Weight of 4 top listed interdealer brokers



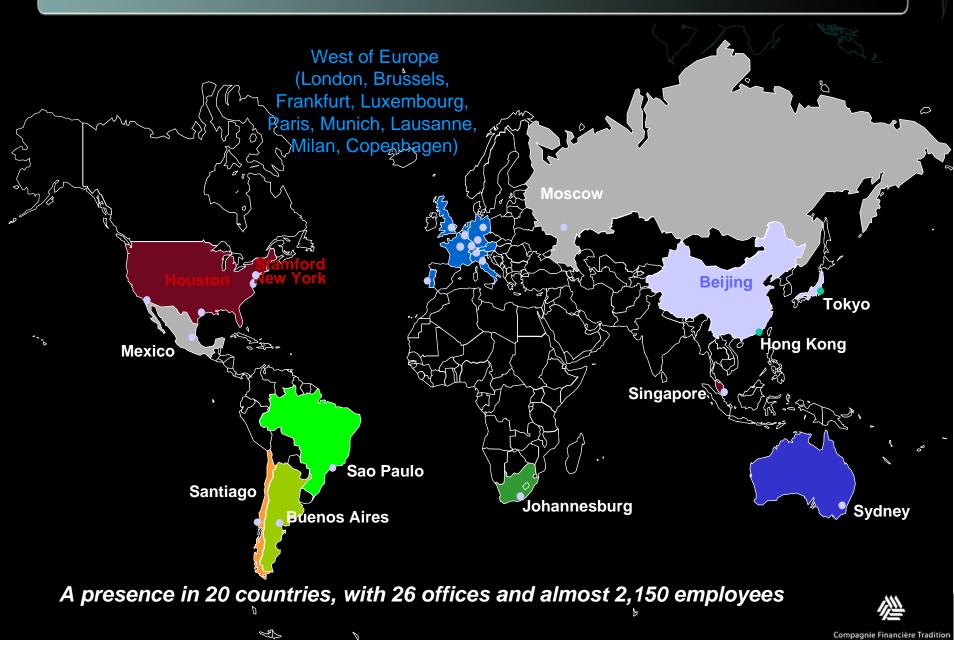
#### Tradition, one of the top three

4		
2,037.8 mchf*	1.	ICAP
1,607.6 mchf*	2.	<b>Tullet Prebon</b>
942.4 mchf	3.	Tradition
635.2 mchf*	4.	GFI

\* Latest full year estimates

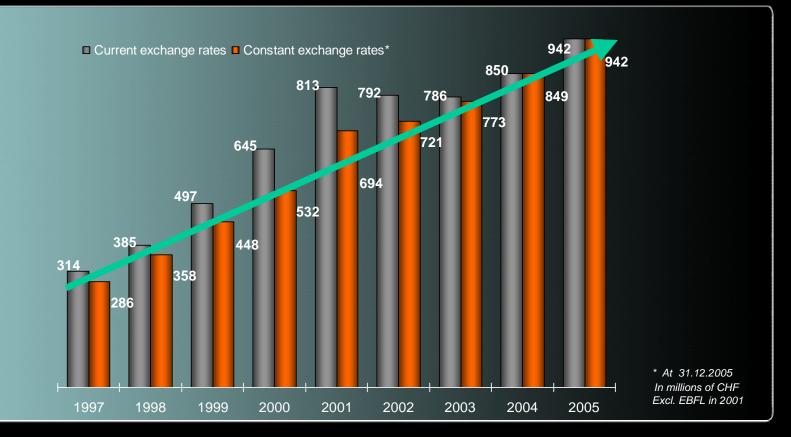


## Tradition, a global coverage



#### Tradition, growing organically

2 m m / states



- 1997-2005 revenues CAGR 1997-2005 of 14.7% in current terms and 16.1% in 2005 constant currency terms
- Revenue drivers include:
  - Market Growth
  - Hiring of new teams
  - Small scale acquisitions



#### Tradition, a one stop shop service

#### Money market and interest rate and currency derivatives

- Money market
- Interest rate derivatives
- Currency options

#### **Securities and futures**

- Equity and equity derivatives
- Exchange-traded derivatives
- Government and corporate bonds
- Repos
- Credit derivatives

#### **Commodities**

- Precious metal
- Energy (natural gas, electricity, oil, coal, weather derivatives, emissions)
- Other (pulp and paper, freight, property derivatives)

#### Exchange memberships :

AMEX, Bondex, CME, EEX, EUREX, Euronext Liffe, LSE, NYSE, OFEX, Safex, SGX, Xetra

Tradition is particularly strong in the following market segments:

- Interest rate derivatives
- FX derivatives
- Energy / environmental / precious metal derivatives
- European and US equity derivatives
- US money market
- European government bonds
- Emerging market bonds



### Tradition, innovation thanks to technology

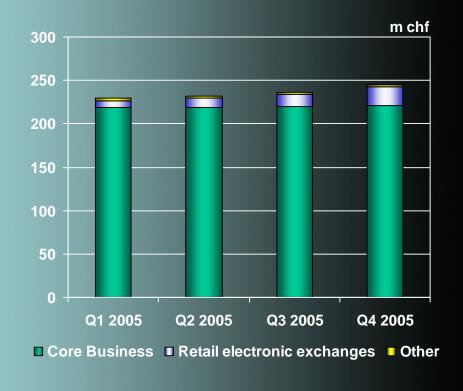
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#### Tradition, innovation thanks to technology

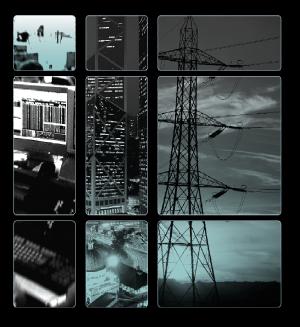




Revenues of about 55 mchf coming from retail, electronic exchange in 2005
North of 100.0 mchf for 100% shareholding

In the books for 11.2 mchf

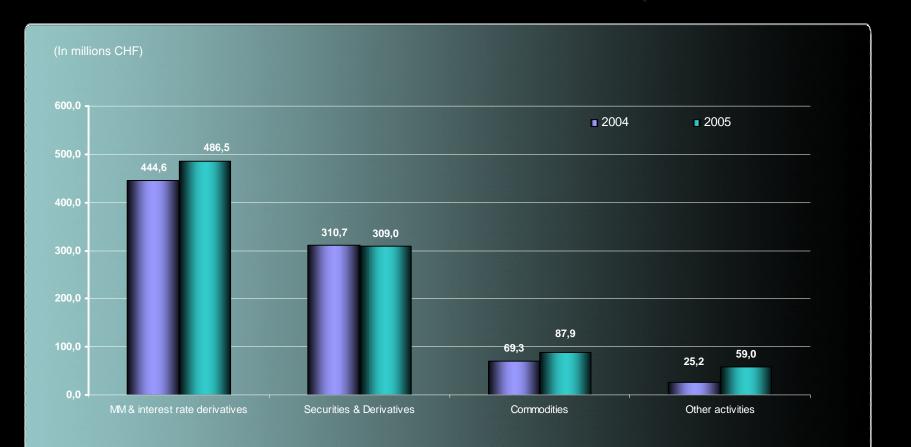




# 2005 Turnover



## Turnover by product

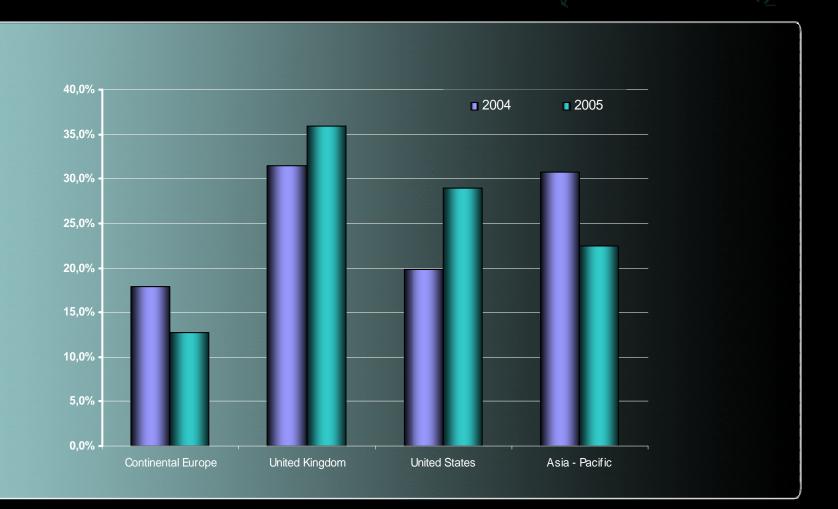




### Product trends 2005

Currencies and interest rates 51.6%	2005: MCHF 486.5 2004: MCHF 445.4 2005 / 2004: + 9.2% (+ 9.3% at constant exchange rates)	
Securities and derivatives 32.8%	2005: MCHF 309.0 2004: MCHF 309.9 2005 / 2004: -0.1% (-0.1% at constant exchange rates)	
Commodities and other activities 15.6%	2005: MCHF 146.9 2004: MCHF 94.4 2005 / 2004: + 55.6% (+ 55.9% at constant exchange rates)	<i>i</i> ji

## Turnover by geographical area

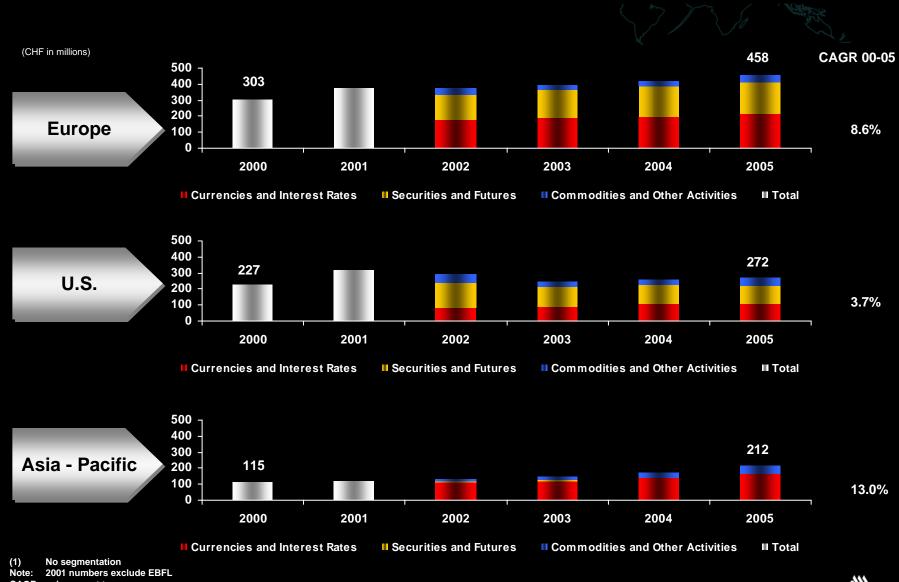




# Regional trends 2005

Continental Europe	2005: MCHF 119.3
12.7%	2004: MCHF 152.5
	2005 / 2004: -21.8%
	(-21.9% at constant exchange rates)
United Kingdom	2005: MCHF 338.7
35.9%	2004: MCHF 266.9
00.070	2005 / 2004: +26.9%
	(+27.5% at constant exchange rates)
United States	2005: MCHF 271.9
28.9%	2004: MCHF 261.7
	2005 / 2004: + 3.9%
	(+ 3.5% at constant exchange rates)
Asia - Pacific	2005: MCHF 212.5
22.5%	2004: MCHF 168.5
	2005 / 2004: + 26.2%
	(+ 26.2% at constant exchange rates)

#### Revenue Split by Geography / Product

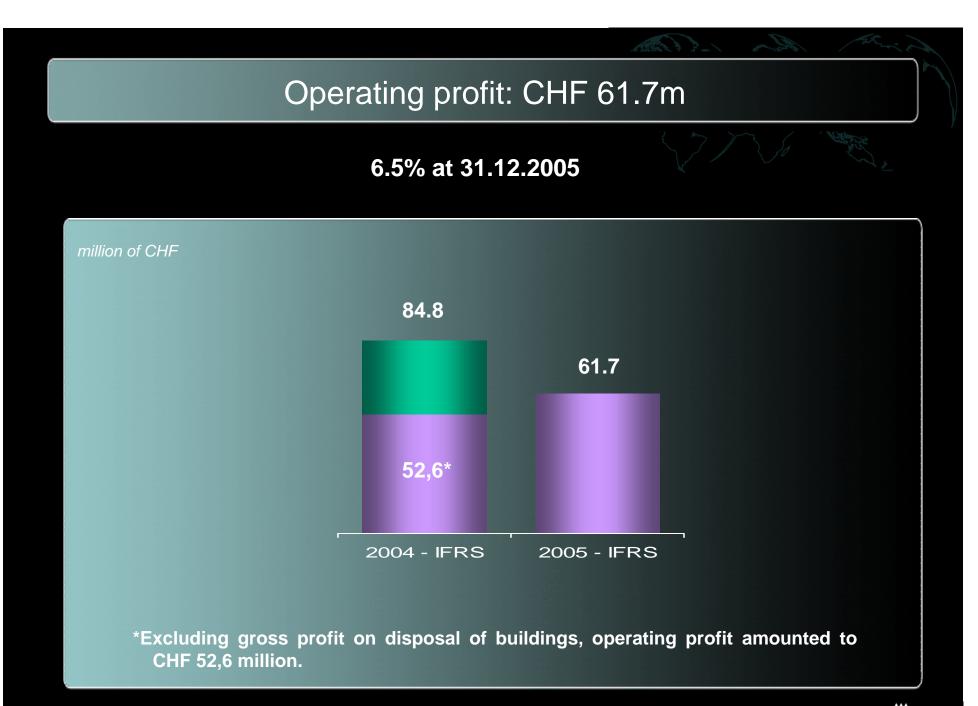


CAGR are in current terms



# 2005 Operating margin





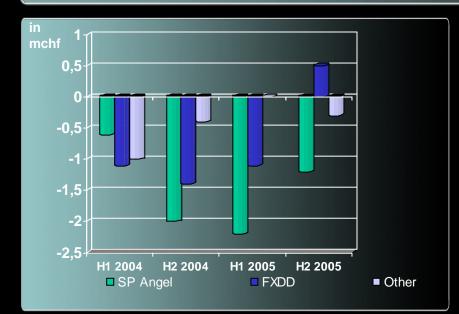


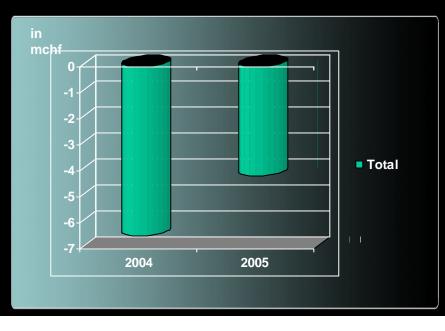
## Analysis of operating margin

	As % of consolidated turnover			
	<u>31.12.2005</u>	<u>31.12.2004</u> <u>IFRS*</u>	<u>31.12.2004</u> Swiss Gaap*	
Personnel costs - operational	61.6	61.8	61.7	
Personnel costs - administrative	7.2	7.3	7.0	
Telecoms & Data	7.7	7.6	7.6	
Business development	6.1	5.8	5.7	
Premises	2.2	2.1	2.1	
Amortisation	1.6	1.3	1.4	
Other net expenses	7.1	7.9	8.1	
Operating margin	6.5	6.2	6.4	



#### Loss making operations (non core)





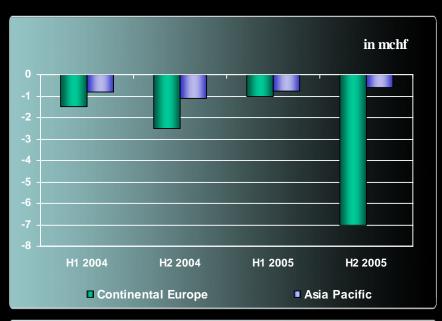
#### •No new non core LMO in 2005

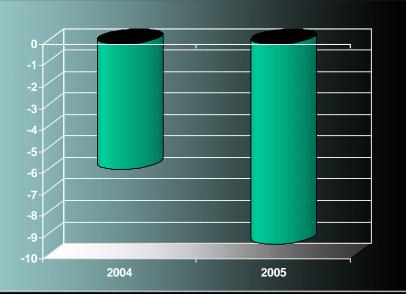
•Turnaround of FXDD in the second half with strong prospects for 2006

•SPAngel closely monitored



#### Loss making operations (core)





#### 2005 focused on the handling of Continental Europe and its satellites

 In Asia, establishment of a few new products in the core business in 2004 and in 2005





# 2005 Net profit





\* Excluding gains on disposal of buildings, Group share of net profit under Swiss GAAP and IFRS was CHF 25,0 million and CHF 23,4 million respectively.

Compagnie Financière <u>Traditio</u>

In millions of Swiss francs	<u>31.12.2005</u> <u>IFRS</u>	<u>31 12 2004</u> <u>IFRS*</u>	<u>31.12.2004</u> <u>Swiss Gaap*</u>
Operating profit	61.7	52.6	54.3
Financial income	10.3	-1.5	-1.7
Associated undertakings	-0.1	-0.5	-0.9
Profit before tax	71.9	50.6	51.7
Profit before tax Tax	71.9 -30.3	50.6 -22.7	51.7 -23.2
	-		
Тах	-		-23.2



In millions of Swiss francs	<u>31.12.2005</u> <u>IFRS</u>	<u>31 12 2004</u> <u>IFRS*</u>	<u>31.12.2004</u> <u>Swiss Gaap*</u>
Operating profit	61.7	52.6	54,3
Financial income	10.3	-1.5	-1.7
Associated undertakings	-0.1	-0.5	-0.9
Profit before tax	71,9	50.6	51,7
Тах	-30,3	-22.7	-23,2
Goodwill amortisation	-	-	1.0
Consolidated net profit	41.6	27.9	29,5
Net profit - Group share	28.5	23.4	25,0



In millions of Swiss francs	<u>31.12.2005</u> <u>IFRS</u>	<u>31 12 2004</u> <u>IFRS*</u>	<u>31.12.2004</u> <u>Swiss Gaap*</u>
Operating profit	61.7	52.6	54.3
Financial income	10.3	-1.5	-1.7
Associated undertakings	-0.1	-0.5	-0.9
Profit before tax	71.9	50.6	51.7
Тах	-30.3	-22.7	-23.2
Goodwill amortisation	-	_	1.0
Consolidated net profit	41.6	27.9	29.5





# Balance sheet at 31 December 2005



### Consolidated balance sheet at 31 December 2005

				S C	2
ASSETS			LIABIL	ITIES	2 ×
CHF millions	31.12.05	31.12.04	CHF millions	31.12.05	31.12.04
Cash + marketable securities	211.1	187.7	Financial debts	102.7	69.4
Trade and other receivables	198.3	150.4	Other short term debts and accruals	1 067.5	601.2
Other receivables and accruals	893.6	463.3	Provisions	16.2	19.1
Current assets	1,303.0	801.4	Total creditors	1 186.4	689.7
Financial fixed assets	34.3	25.9	Shareholders' equity - Group	214.8	200.8
Tangible fixed assets	36.5	32.9	Minority interests	22.0	10.7
Intangible fixed assets	30.7	29.6	Shareholders' equity	236.8	211.5
Deferred tax	13.9	11.4			
Non current assets	115.4	99.8			
Non current assets for sale held	4.8	-			
TOTAL ASSETS	1 423.2	901.2	TOTAL LIABILITIES	1 423.2	901.2



#### Minority interests

CHF m	2005	2004 IFRS
Net consolidated results	41.6	27.9*
Minority interests	13.1	4.5
%	31.5%	17.2%





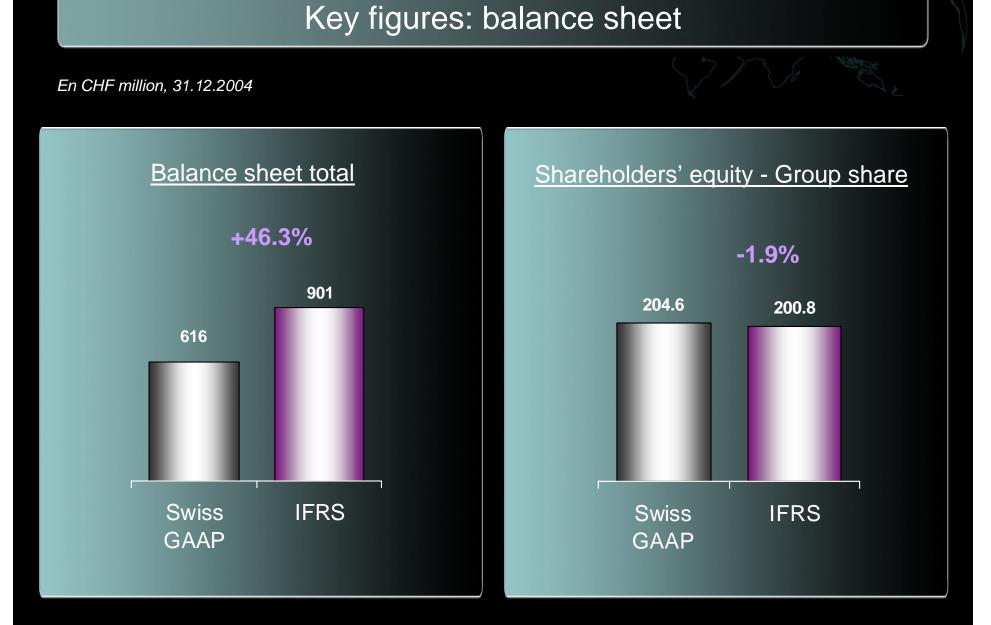
# Impact of conversion to IFRS



#### Key points in the transition to IFRS for Tradition

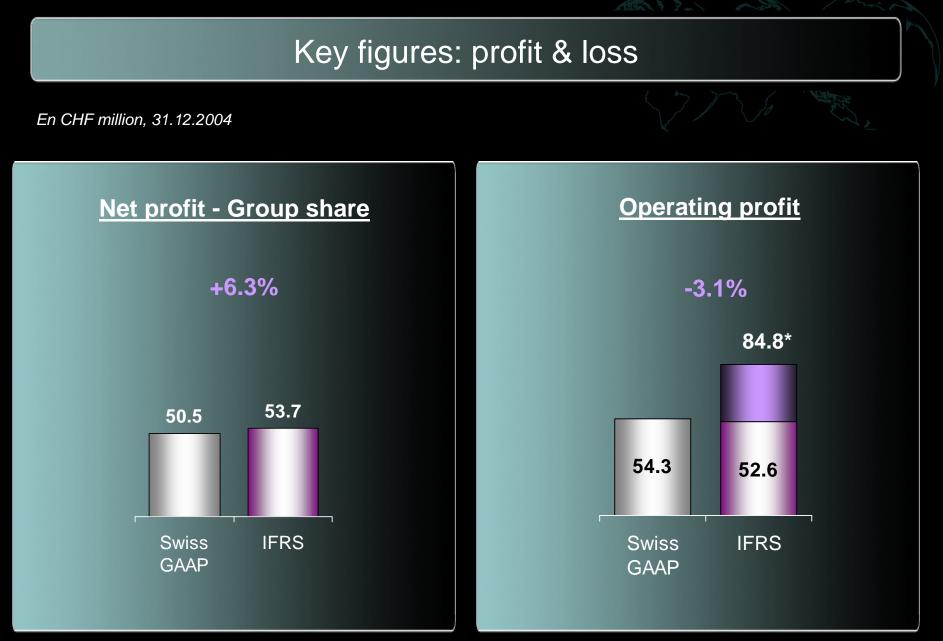
- IFRS have a positive impact on net profit but an insignificant effect on shareholders' equity
  - Slight reduction in Group share of shareholders' equity (-CHF 3.8 million or -1.9% at 31.12.2004 compared to Swiss GAAP reporting)
  - Stability in Group share of net profit (+CHF 3.2 million or +6.3% at 31.12.2004)
- The main change for the balance sheet appears in the gross reporting of failed principal operations (impact: CHF 112.8 million at 31.12 2004)
- The other important changes affect the account structure and notes to the consolidated financial statements.







Compagnie



\* Exceptional impact of reclassification and restatement of income on the disposal of buildings







#### **Compagnie Financière Tradition shares**

- Stock No. : 1,248,815
- Listing : SWX Zurich
- No. of shares : 5,468,357
- Nominal value
- Capital

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- Free float
  - : 30.30%
- P/E 2005 : 25.74
- Dividend 2005 : CHF 6.0
- Yield 2005

: CHF 6.0

: CHF 2.50

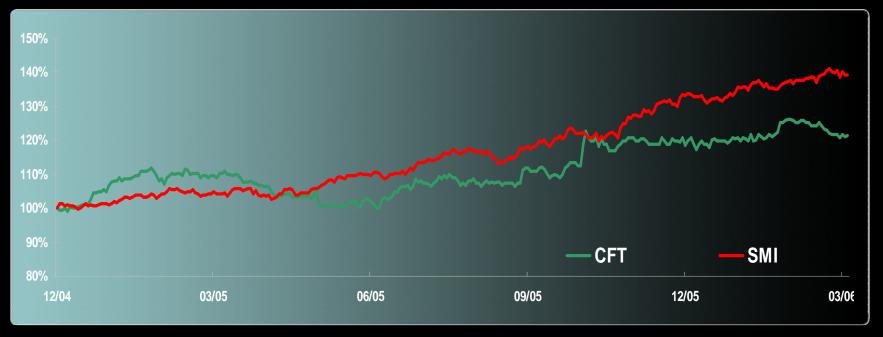
: CHF 13.7 million

: 4.45%\*



Based on a rate of CHF 134.8

Annualised increase in share price: 35.8% since September 1996



	Since 31.12.05*	Since 31.12.96*	Annualised increase 96-06*			
CFT	+ 0.5%	+ 2 038.1%	+ 35.8%			
SMI	+ 4.4%	+ 100.8%	+ 7.2%			
* At 3 Mar	* At 3 March, based on a CFT share price of CHF 134.7 and SMI of 7,916.0					



CFT offers the best direct yield on the SWX



\* Based on a share of CHF 2.50 nominal value

\*\* Will be recommended to the General Meeting of Shareholders on 17 May 2006



#### Tradition's Strategic Objectives







# **2005 Results**

Zurich - 13 March 2006

