

















#### **2006 First Half Results**

Zurich - 26 September 2006





**Key Figures** 



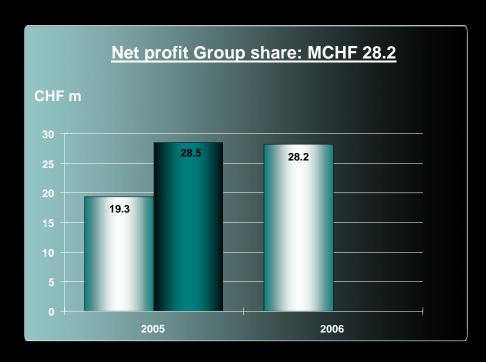
# Key Figures







## Key Figures









# Tradition Profile



#### **Continued Attractive Market Dynamics** - Icap buys -GFI listed **EBS** Refco listed - CSTL and delisted plans To - CSTL demerge approached - Exco by VCs merges - Euronext CrediTrade with buys MTS merge Garban - M&A activity - GFI buys - Collins - Icap in the - Prebon - Tullet is Amerex NA Stewart acquires energy acquires acquired operations buys Brokertec & Marshall sector by Collins - Tradition Prebon First - Tullett Stewart acquires

### Consolidation



1996

reverses in Exco



Intercapital



Liberty

buys Finacor



Brokers





2004



2005

- Creditex and



#### Transactions growth driven by innovation and technology

#### Convergence

- Clients searching for the best pools of liquidity
- New and increasingly sophisticated customers
- **Spread of financial innovation**
- Focus on alternative assets
- Dramatic change in the market structure landscape





### One of the Top Few Participants in a Buoyant Industry

3000+ clients - 2000+ employees - 20 locations

#3 « LB » worldwide

Global coverage

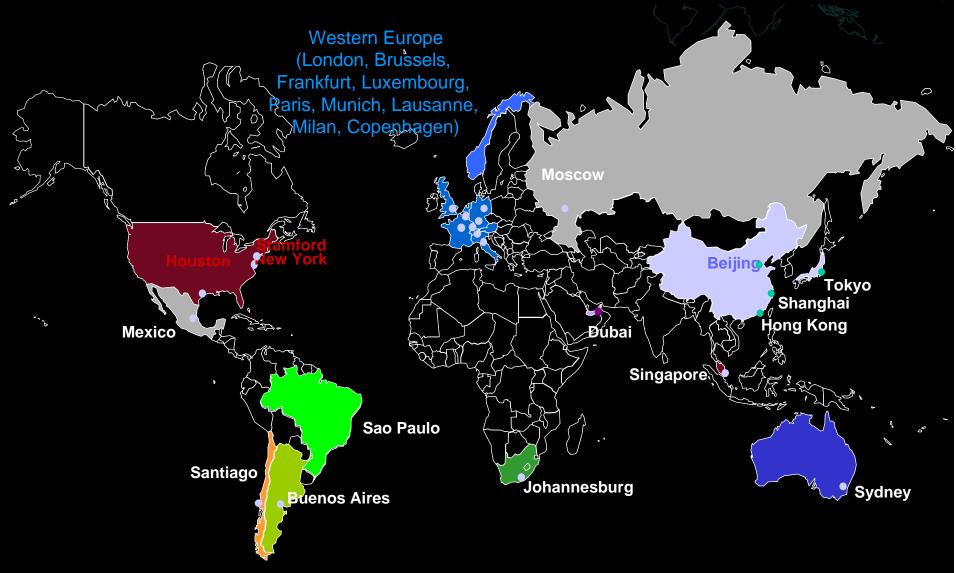
Track Record of Organic Growth

Innovation
Thanks
to Technology

Founded in 1959 in Lausanne – Listed on SWX since 1973



#### Tradition, a Global Coverage



A presence in 20 countries, with 25 offices and more than 2,000 employees



### Tradition, a One Stop Shop Service

# Money market and interest rate and currency derivatives

- Money markets
- Interest rate derivatives
- Currency options

#### **Securities and futures**

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

#### **Commodities**

- Precious metals
- 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 markets
- European government bonds
- Emerging market bonds





# Financial Results at 30 June 2006





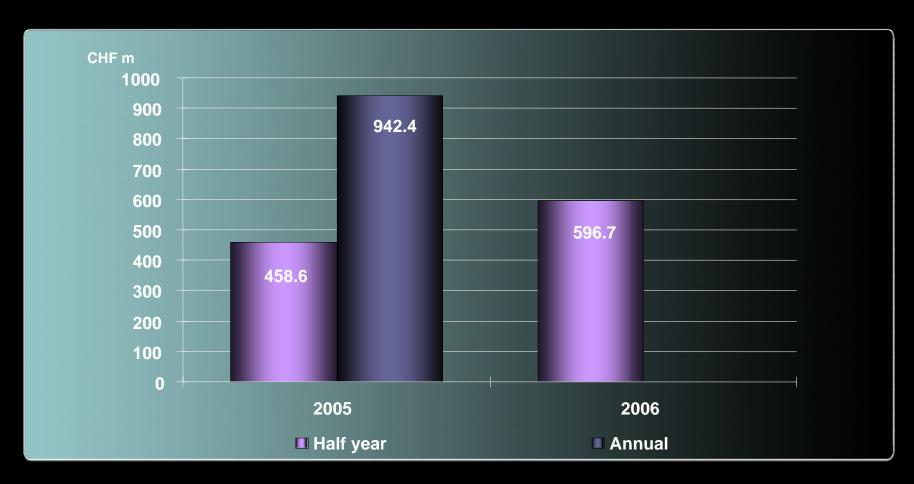
# Financial Results at 30 June 2006

Turnover



#### Turnover

# Up 30.1% on H1 2006 at current exchange rates (27.1% at constant exchange rates)

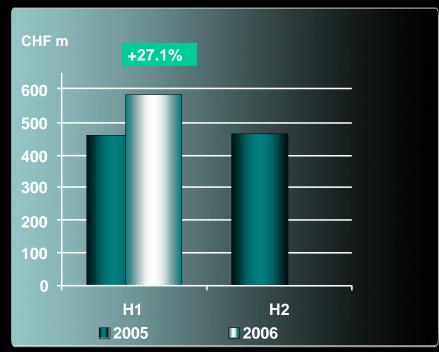




#### Record Revenues for Tradition in the First Half

# Quarterly and half year revenues in constant terms - based on H1 2005 average exchange rates



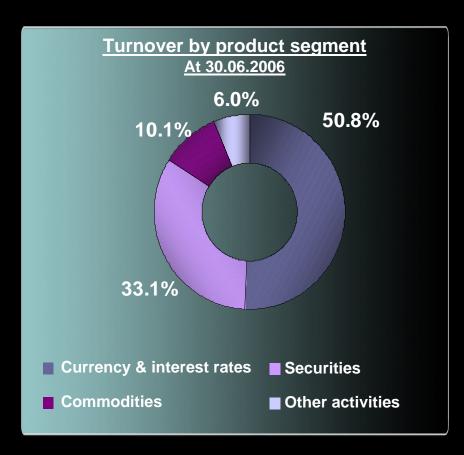


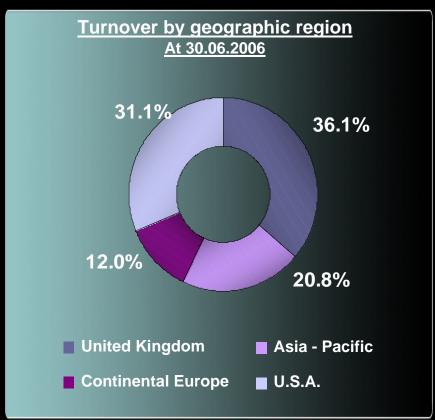
#### Two strong quarters



### Revenue Split by Geography / Product

Two quarters driven by money markets and interest rate derivatives, equities and equity derivatives, commodity-related markets and online retail businesses







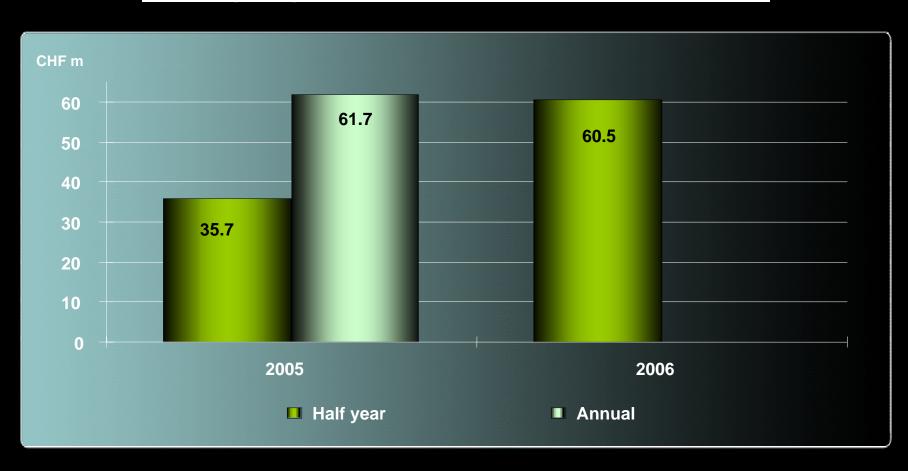


Financial Results at 30 June 2006

Operating profit



Up 69.4% on H1 2006
Operating margin improves to 10.1% of consolidated turnover





#### Operating profit rose by 69.4%

CHF m	June 2006	June 2005	% change
Net turnover	596.7	458.6	+30.1
Other operating income	-0.1	3.4	
Operating income	596.6	462.0	+29.1
Operating expenses	-536.1	-426.3	+25.6
Operating profit	60.5	35.7	+69.4
Operating margin in %	10.1	7.8	



#### Operating margin: 10.1% in H1 2006 against 7.8% in H1 2005

% of turnover	H1 2006	H1 2005
Personal costs	66.7	68.8
- operational	59.7	61.4
- administrative	7.0	7.4
Variable part / personnel costs	41.7	37.2
Telecoms & Data	6.5	7.2
Travel and business expenses	5.2	5.6
Rent	1.8	2.3
Other operating expenses	8.3	7.6
Depreciation and impairment of assets	1.4	1.5
Other operating income	-	-0.8
Operating margin	10.1	7.8

#### **Movements in operating margin**

	H1		H1
% of turnover	2006	2005	2005
Personal costs	66.7	68.8	68.8
- operational	59.7	61.6	61.4
- administrative	7.0	7.2	7.4
Variable part / personnel costs	41.7	35.4	37.2
Telecoms & Data	6.5	7.7	7.2
Travel and business expenses	5.2	6.1	5.6
Rent	1.8	2.2	2.3
Other operating expenses	8.3	7.5	7.6
Depreciation and impairment of assets	1.4	1.6	1.5
Other operating income	-	-0.4	-0.8
Operating margin	10.1	6.5	7.8



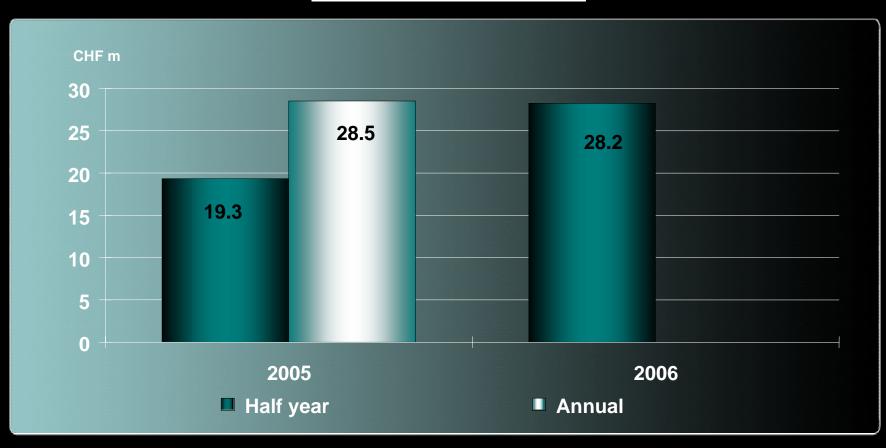
Financial Results at 30 June 2006

Net Profit - Group Share



## Net Profit - Group Share

#### Net profit - Group share of CHF 28.2 million (H1 2005: CHF 19.3 million)





# Net Profit - Group Share

#### Net profit - Group share: +46.3%

CHF m	June 2006	June 2005	% change
Operating profit	60.5	35.7	+69.4
Net financial income	1.9	4.8	-59.8
Share of profit of equity accounted companies	0.4	-0.1	
Profit before tax	62.8	40.4	+55.6
Income tax	-26.7	-15.1	+76.9
Net profit	36.1	25.3	+42.8
Net profit - Group share	28.2	19.3	+46.3



# Consolidated Balance Sheet at 30 June 2006



# **Summary Consolidated Balance Sheet**

	ASSI	ETS
CHF m	H1 2006	2005
Non-current assets	126.7	115.4
Current assets	1,171.8	1 147.6
Non-current assets held for sale	3.7	4.7
TOTAL ASSETS	1,302.2	1,267.7

	LIABIL	ITIES
CHF m	H1 2006	2005
Shareholders' equity	244.1	236.8
Non-current liabilities	28.1	29.9
Current liabilities	1,029.3	1,000.7
Liabilities directly related to non-		
current assets held for sale	0.7	0.3
TOTAL LIABILITIES	1,302.2	1,267.7





# **Stock Market Data**



#### Stock Market Data

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

• Stock No. : 1,248,815

Listing : SWX Zurich

No. of shares : 5,468,357

Nominal value : CHF 2.50

Capital : CHF 13.7 million

• Free float : 32.57%

Dividend 2005 : CHF 6.0

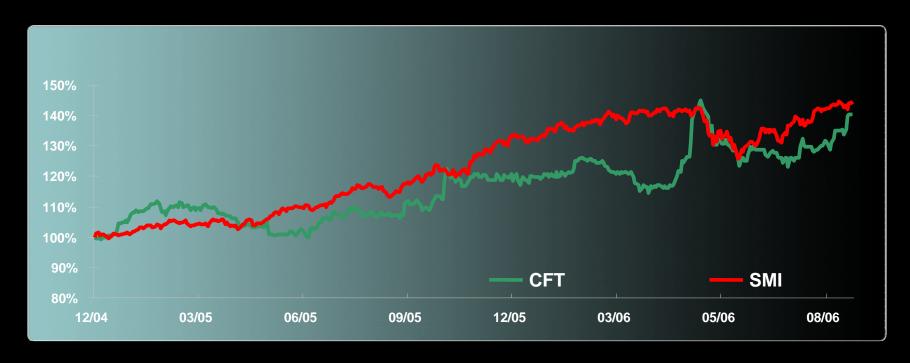
• Yield 2006 : 3.85%\*

• Based on a share price of CHF 155.7 at 14 September 2006



#### **Stock Market Data**

Annualised increase in share price: 37.8% since September 1996



	Since 31.12.05*	Since 31.12.96*	Annualised increase 96-06*
CFT	+ 16.2%	+ 2,371.4%	+ 37.8%
SMI	+ 7.9%	+ 107.5%	+ 7.6%
* At 14 S	eptember 2006, based on a	CFT share price of CHF 15	55.7 and SMI of 8,181.81



#### Tradition's Strategic Objectives

(1980) - 1996 - 2005

2005 Onwards...

**Build Size & Scale** 

Continue to build Size & Scale

Establish Global Coverage

Implement Cost Reduction Programmes regularly

**Deliver Profitable Growth** 

**Enhance Global Coverage** 

**Avoid Goodwill** 

Emphasize Return on Equity

Improve Balance Sheet

Focus on High Technology
Culture

A new threshold: CHF 1 billion in revenues

