



Compagnie Financière Tradition

# H1 2024 RESULTS PRESENTATION

30 August 2024  
Lausanne



# Summary of CFT's H1 2024 key financial metrics

Continued growth at solid pace maintaining the momentum from last year

Variations in constant currencies

+9.2% ↑  
**CHF 577m**  
Revenue\*

Productivity up 8.9%

+10.6% ↑  
**CHF 92m**  
EBITDA\*

Margin: 16.0%

+12.0% ↑  
**CHF 80m**  
Operating  
profit\*

Margin: 13.8%

+24.5% ↑  
**CHF 60m**  
Net profit –  
Group share

Basic earnings  
per share: CHF 7.98

+13.6% ↑  
**CHF 492m**  
Shareholders'  
equity\*\*

+4.3% ↑  
**CHF 252m**  
Net cash  
position\*

# 1H24 aligned with the long term track record

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

## A confirmed ambition

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

### Focus on organic growth and sound financial position:

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

### Developed expertise in cost management

- Cultural change without losing market share
- Performance management

### Consistent dividend distribution to shareholders

- Complemented by share buyback program



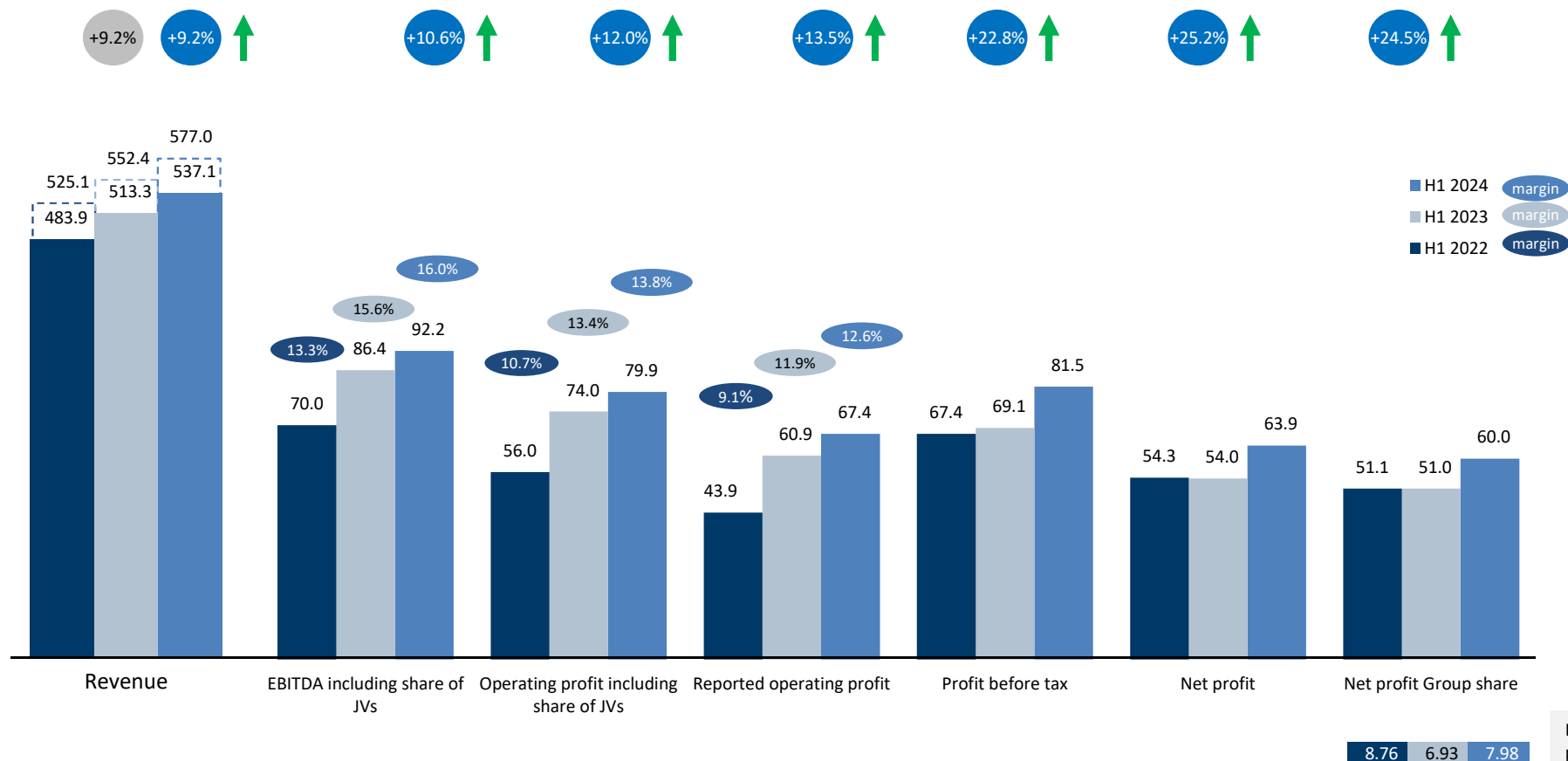
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### Opportunities arising from structural developments

- Data and Analytics dedicated business line to meet increasing demand specific to OTC market data
- Data science lab with state of the art Data platform
- Transformation through an high-touch with high-tech customer driven strategy
- Blurring of traditional market boundaries to access an enlarge customer base

# Revenue including share of joint ventures up 9.2% in constant currencies

## EBITDA including share of JVs increase by 10.6% to 92.2m for a margin of 16%



- Activity level up in all regions and across most asset classes driven by organic growth strategy
- Strong improvement in particular in Energy and Commodities

- Brokers improved productivity up +8.9% to CHF 900'000 annualized
- Improved profitability through a business model with significant operating leverage

- Group net cash position including share of JV up 4.3% in constant currencies to CHF 252m (total gross cash reaching CHF 465m).

- Net interest income up CHF 2.2m with improved return from gross cash investments

- **Continued momentum in July and August 2024**

Basic earnings per share

8.76	6.93	7.98
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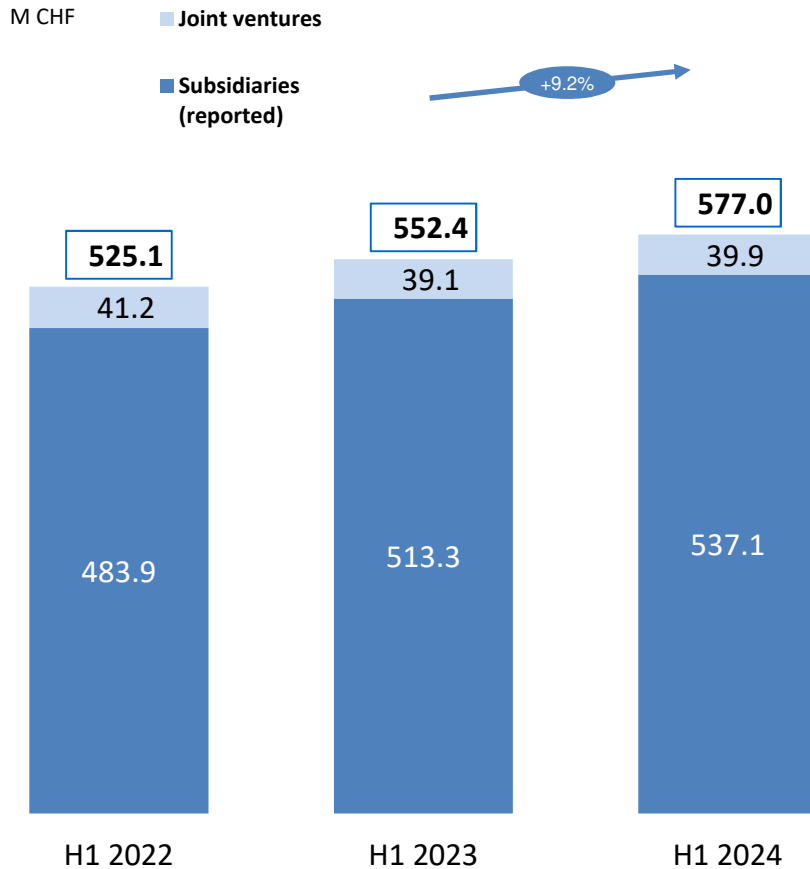
(variation y-o-y in constant currency)

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

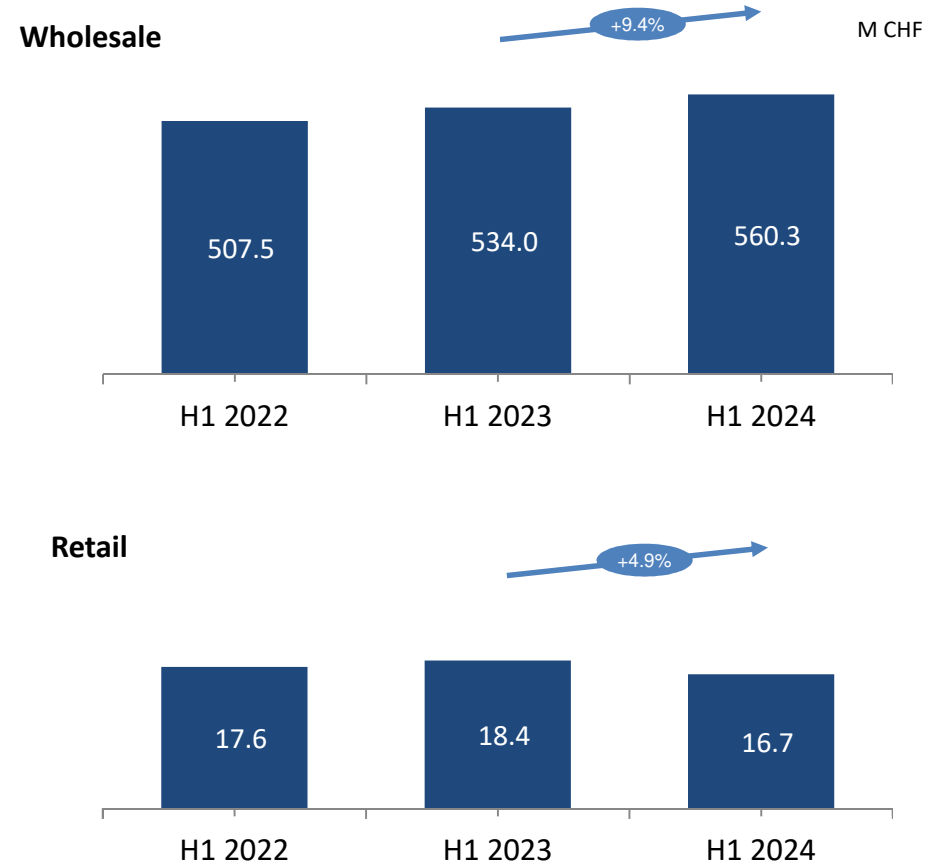
# Growth in both wholesale and retail businesses in constant currencies

Gaitame reported revenue impacted by JPY weakening against CHF

## Reported revenue and revenue including share of JV



## Revenue including share of JV by business

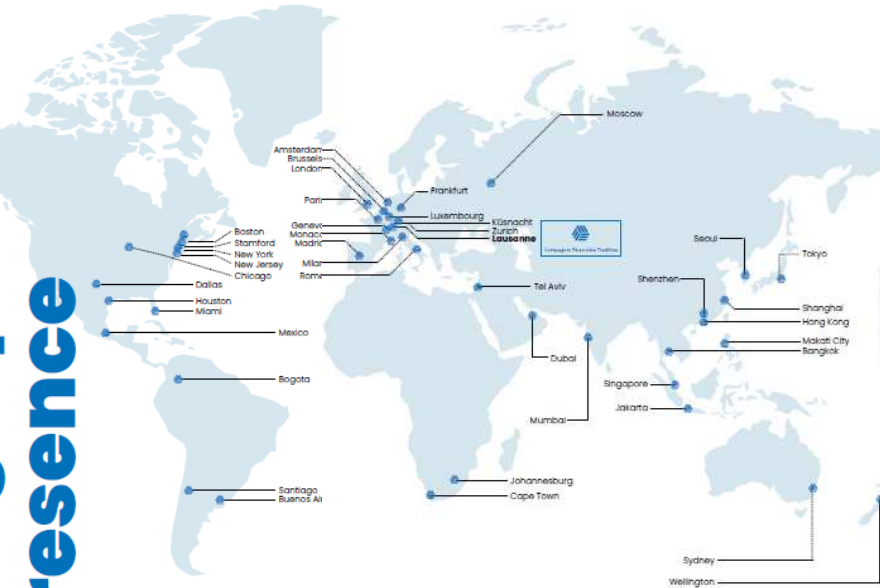


(All variation at constant rates)

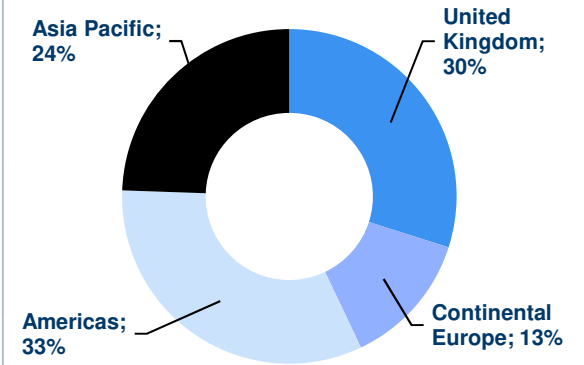
# Diversified revenue portfolio both in terms of geographies and asset classes

Positive revenue development trend reflected in all regions

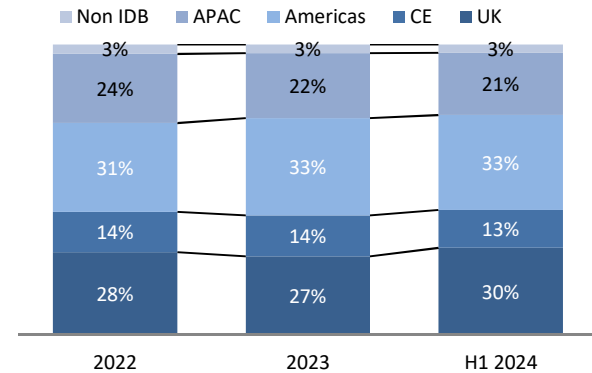
## A diversified Geographical Presence



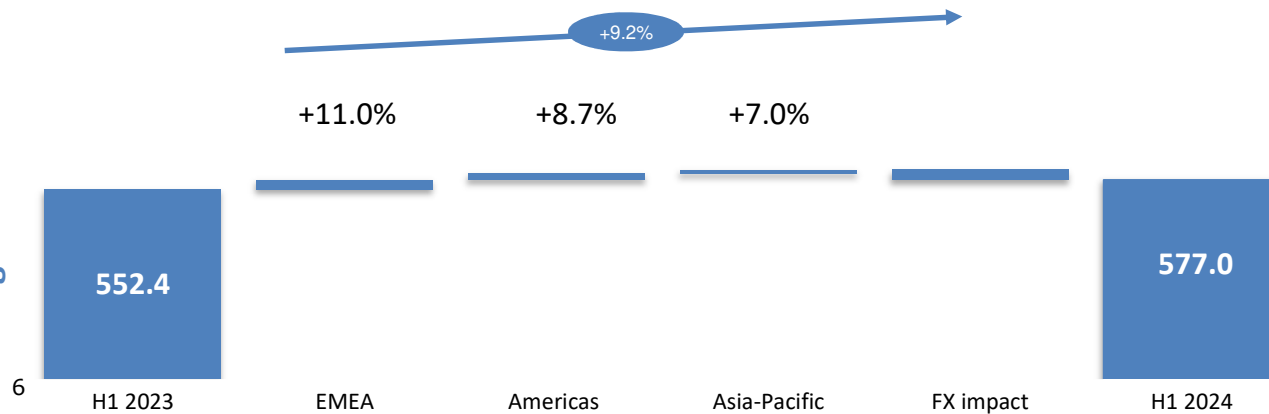
### Breakdown by region in H1 2024



### Trend by region



Revenue including share of JVs by region



# Diversified revenue portfolio both in terms of geographies and asset classes

Strong improvement in Energy and Commodities products

## 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

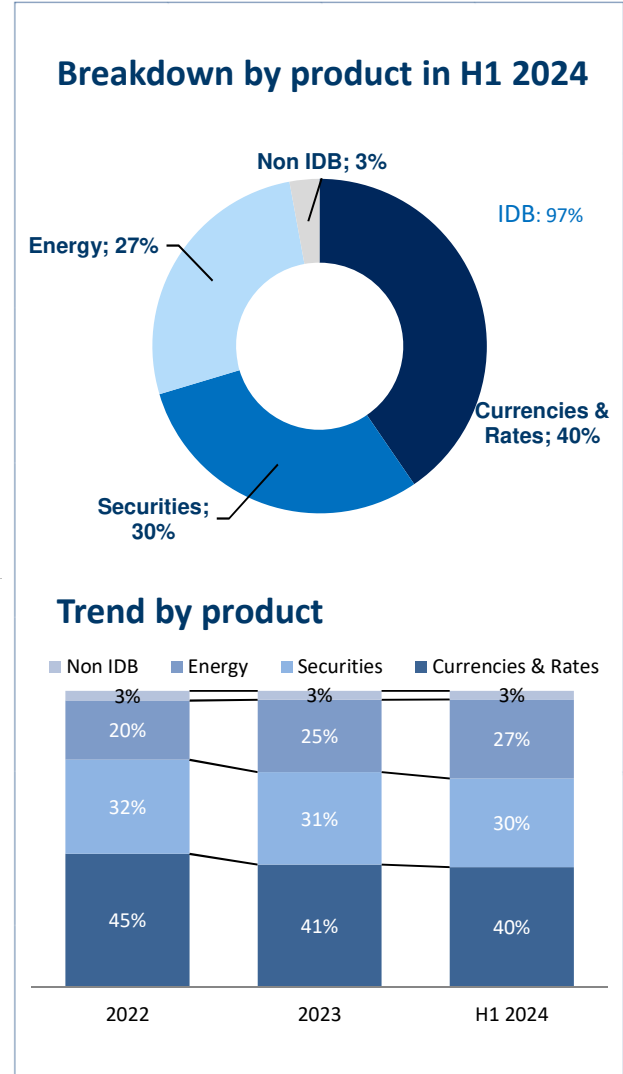
- Government bonds
- Corporate bonds
- Credit derivatives
- Repos
- Equities and equity derivatives

## Energy and Commodities

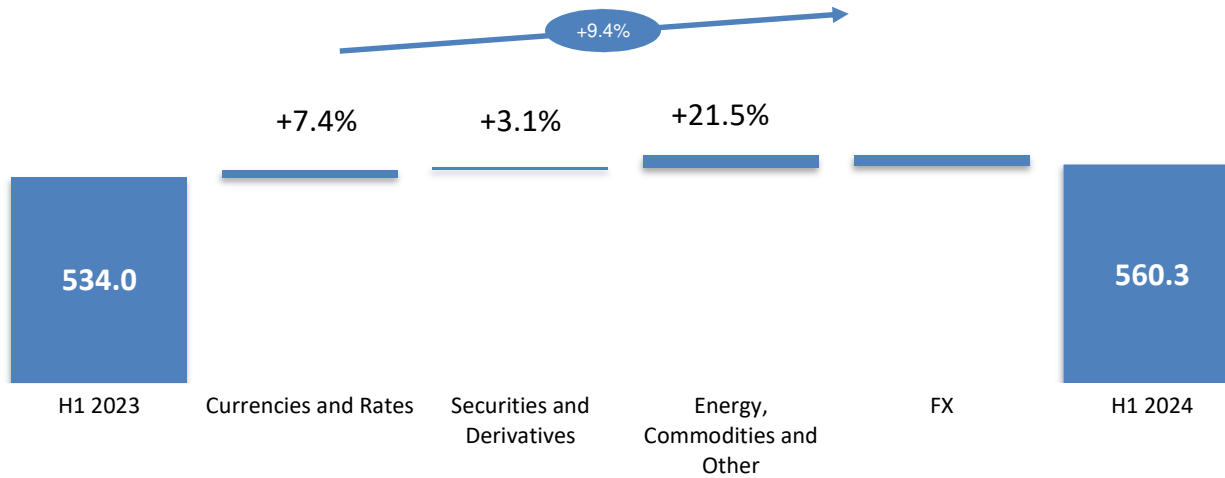
- Oil
- Electricity
- Gas
- Metals
- Environmental
- Energy C&I

## Retail FX

- Gaitame.com – Online retail forex brokerage



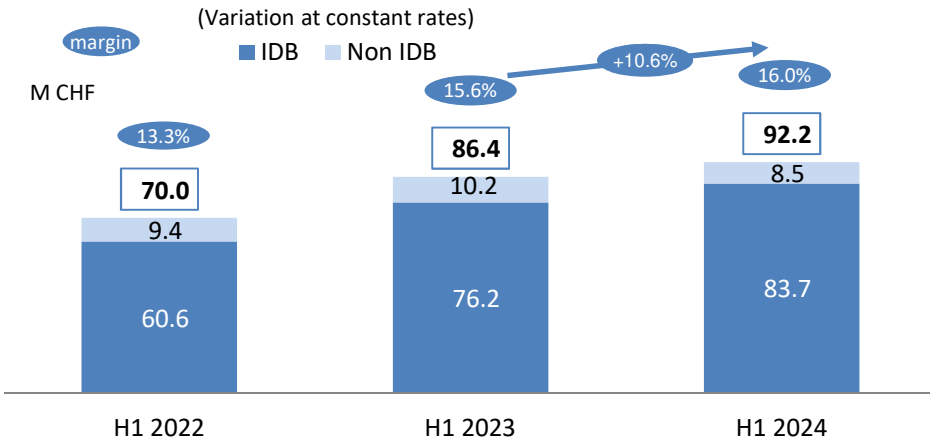
Wholesale revenue including share of JVs by product



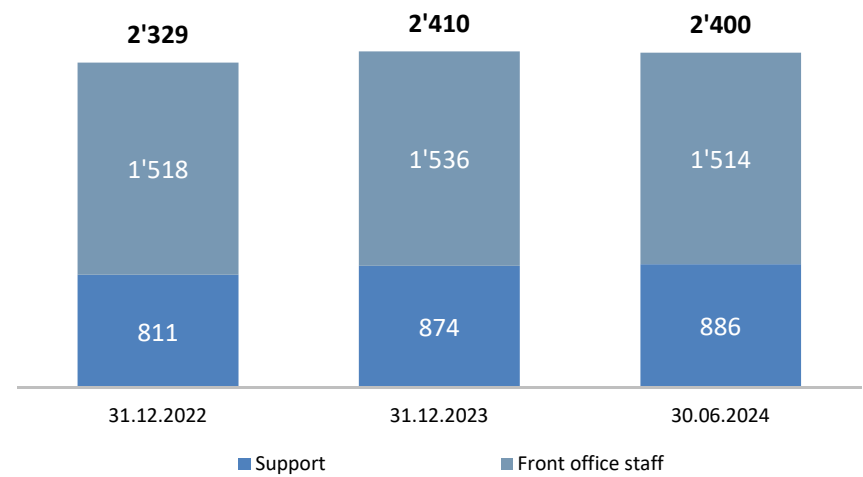
# EBITDA including share of joint ventures up 10.6% to CHF 92.2m

Improved average annualized productivity up 8.9% to CHF 900'000 per individual

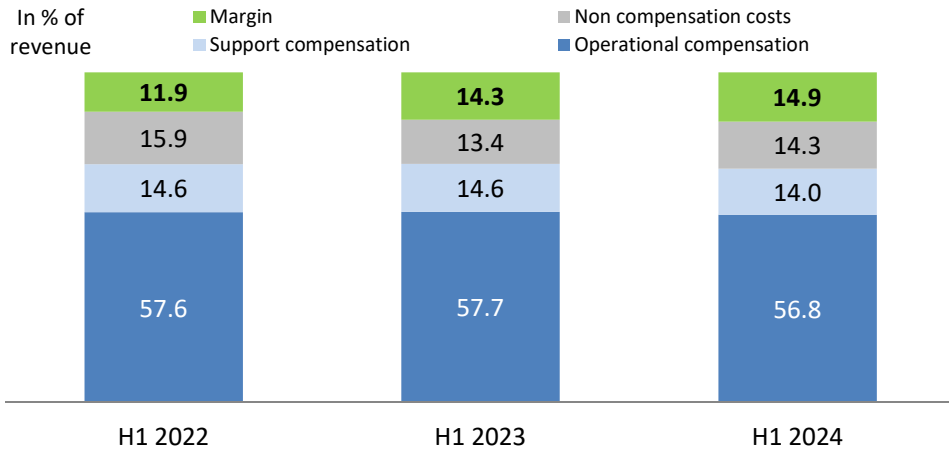
## EBITDA including share of JVs



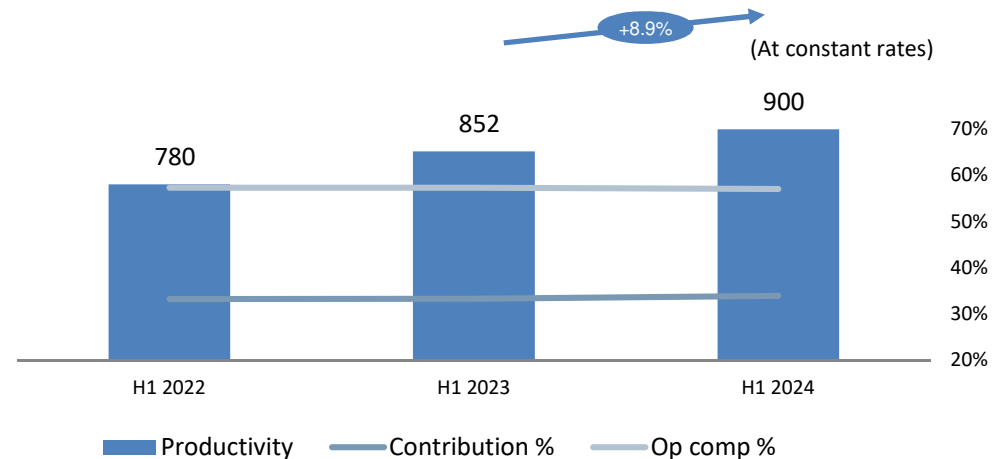
## IDB headcount trend



## IDB EBITDA ratios



## IDB – Other KPI



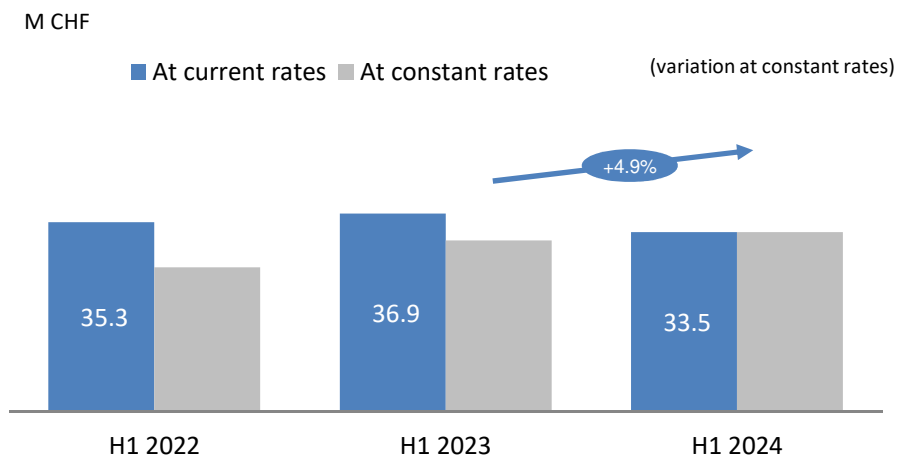


# Gaitame.com : EBITDA margin remained high at 51% in H1 2024

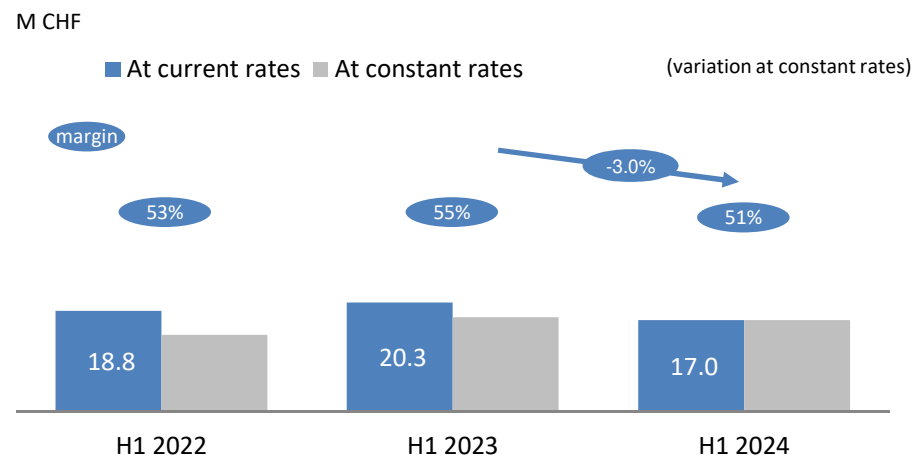


Increase in revenue, number of customers and deposits in constant terms; Reported figures impacted by weaker Japanese currency

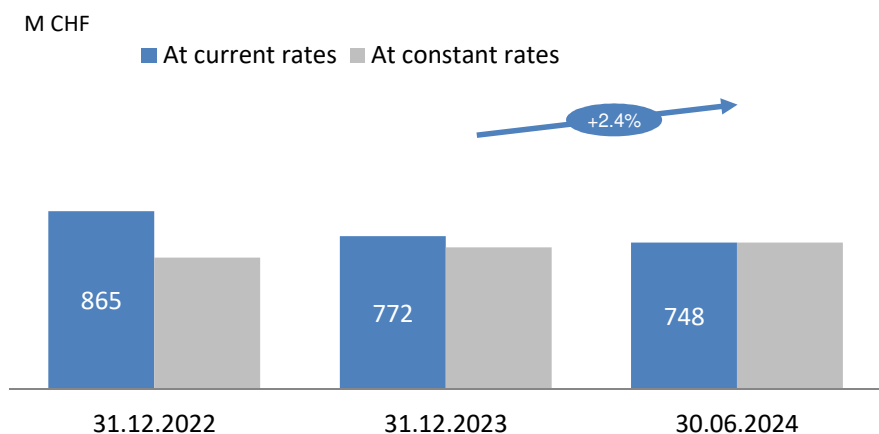
## Revenue trend\*



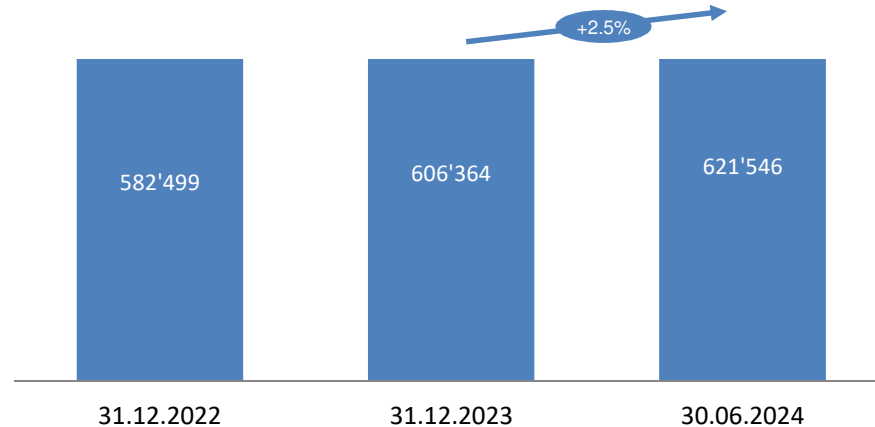
## EBITDA trend\*



## Client deposits trend\*



## Number of clients trend\*



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

## Net profit – Group share up 24.5% to CHF 60.0m

Net interest income increased by CHF 2.2m with improved return from gross cash investments

### Net profit – Group share

M CHF	H1 2024	H1 2023	Change at current exchange rates	Change at constant exchange rates
<b>Operating profit as reported</b>	67.4	60.9	+10.8%	+13.5%
Net financial result	+1.7	-4.5		
Share of profit of associates and joint ventures	12.4	12.7	-3.2%	+7.0%
<b>Profit before tax</b>	81.5	69.1	+17.9%	+22.8%
Income tax	-17.6	-15.1	+16.8%	+14.3%
<i>Effective income tax rate</i>	26%	27%		
<b>Net profit for the period</b>	63.9	54.0	+18.2%	+25.2%
<b>Group share</b>	60.0	51.0	+17.6%	+24.5%

M CHF	H1 2024	H1 2023
Net interest income/(expense)	+2.6	+0.4
Interest expense on lease liabilities	-0.9	-1.0
Net foreign exchange gains/(losses)	-	-3.9
<b>Total</b>	1.7	-4.5

% / M CHF	H1 2024	H1 2023
<b>Normative income tax rate</b>	22% ; 15.4m	23% ; 12.8m
Net unrecognized tax losses	1% ; 0.3m	-% ; 0.2m
Non-deductible expenses	2% ; 1.5m	5% ; 2.6m
Prior year current tax	1% ; 0.3m	-1% ; -0.3m
Other items	-% ; 0.1m	-% ; -0.2m
<b>Effective income tax rate</b>	26% ; 17.6m	27% ; 15.1m

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

## Low level of intangibles assets including goodwill

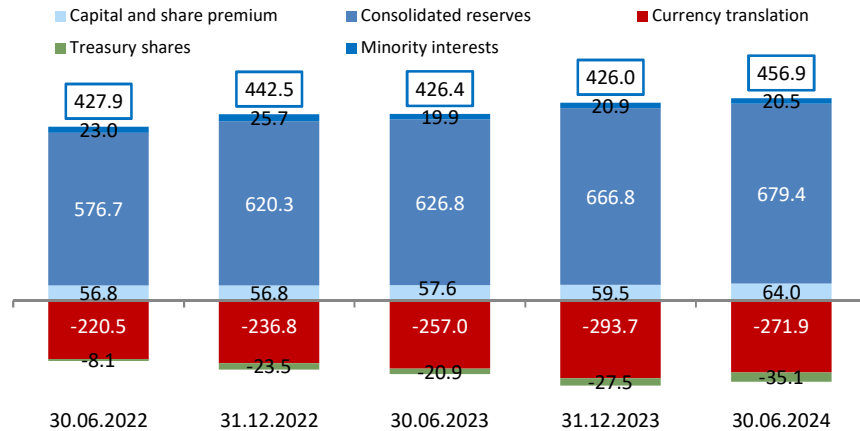
M CHF	Assets	
	30.06.2024	31.12.2023
Property, Plant & Equipment	16.2	17.2
Right-of-use assets	37.7	36.6
Intangible assets	51.5	50.1
Investments in associates and joint ventures	122.7	128.8
Financial assets at fair value (FVTOCI & FVTPL)	5.5	5.3
Unavailable cash	32.5	29.6
Other non-current assets	33.9	33.5
Non-current assets	<b>300.0</b>	<b>301.1</b>
Receivables related to MP activities	389.3	46.5
Trade & other receivables	337.8	263.1
Other financial assets	47.0	28.6
Cash & Cash equivalents	304.9	325.0
Other current assets	20.2	18.9
Current assets	<b>1 099.2</b>	<b>682.1</b>
<b>TOTAL ASSETS</b>	<b>1 399.2</b>	<b>983.2</b>

M CHF	Equity and Liabilities	
	30.06.2024	31.12.2023
Capital	20.1	19.4
Share premium	43.9	40.1
Treasury shares	-35.1	-27.5
Currency translation	-271.9	-293.7
Consolidated reserves	679.4	666.8
<b>Equity – Group share</b>	<b>436.4</b>	<b>405.1</b>
Minority interests	20.5	20.9
<b>Equity - Total</b>	<b>456.9</b>	<b>426.0</b>
Long term financial debts	209.6	209.6
Long-term lease liabilities	32.7	32.6
Other non-current liabilities	23.7	24.2
Short term financial debts	5.6	0.4
Short-term lease liabilities	14.7	13.7
Payables related to MP activities	385.8	46.6
Trade & other payables	270.2	230.1
Current liabilities	<b>676.3</b>	<b>290.8</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 399.2</b>	<b>983.2</b>

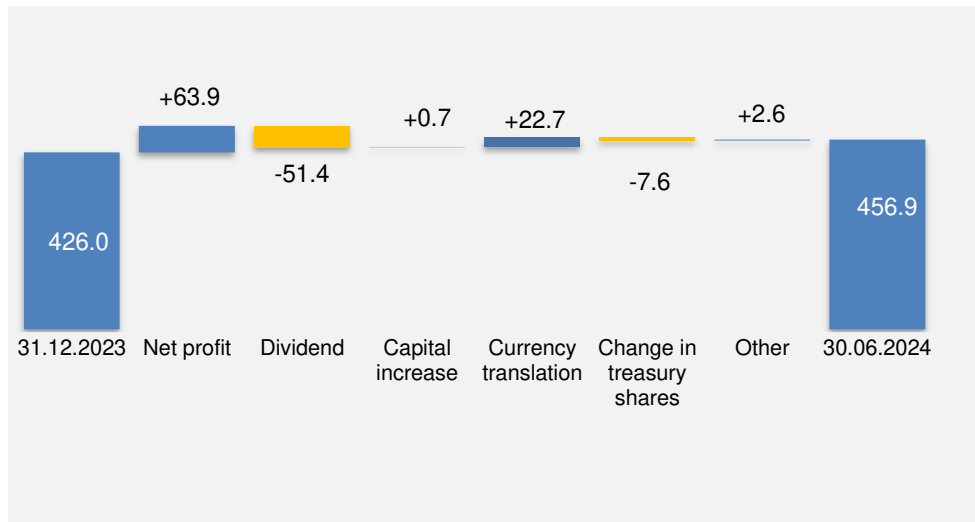
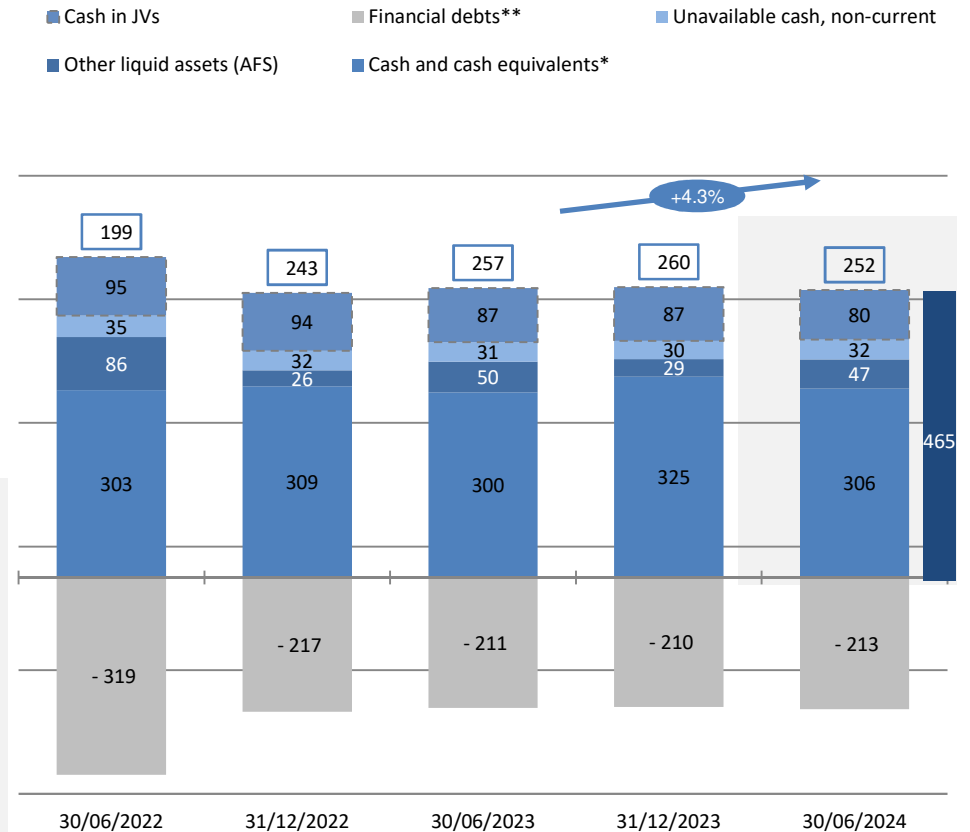
# Shareholders' equity of CHF 492.0m and net cash position of CHF 252m<sup>1)</sup>

Gross cash amount to CHF 465m; Gross debt / LTM EBITDA incl JV ~1.5x

## Shareholders' equity breakdown



## Net cash position trend



\*Adjusted from variation in MP activities of CHF +0.6m as of 30 June 2024 (31.12.2023 : CHF -0.5m)

\*\* Excluding lease obligations and overdrafts related to MP activities

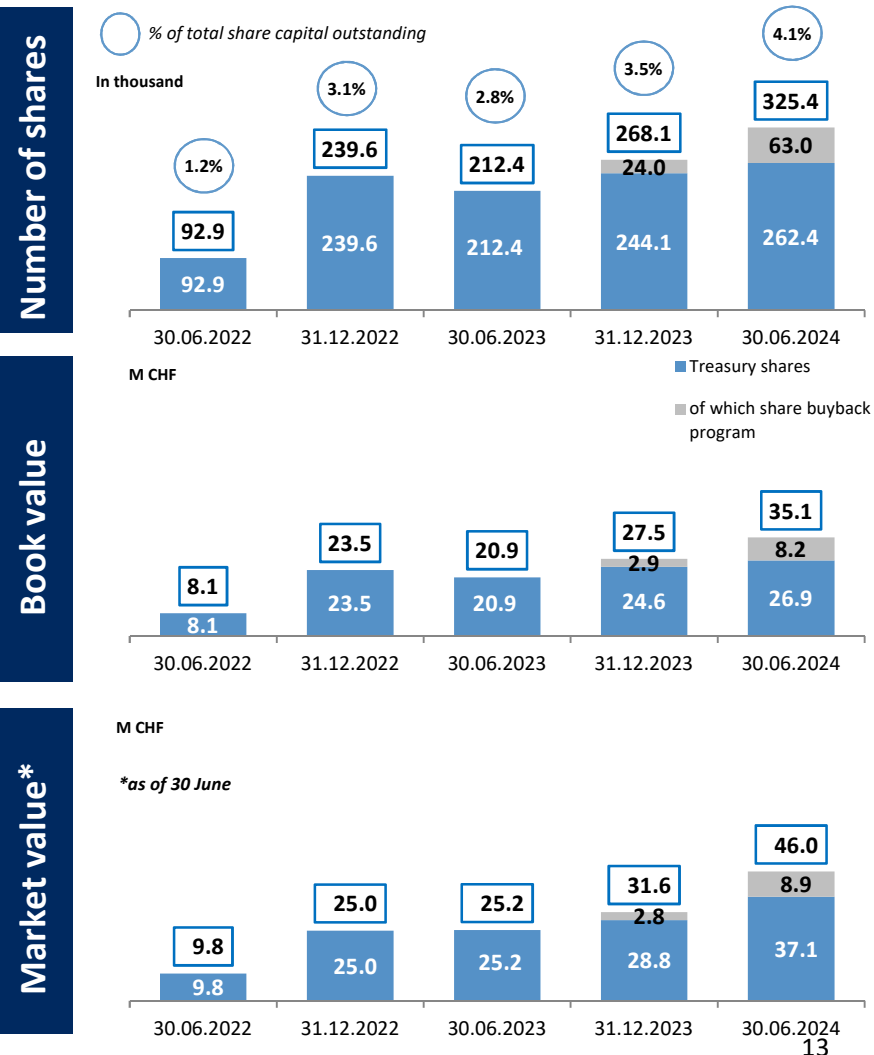
1) Shareholders' equity before the deduction for own shares and net cash position including Group share of cash at JVs accounted as equity investments

**At 30 June 2024, CFT owns 325'400 treasury shares or ~4.1% of share capital of which 63'000 arise from the share buyback program at a cumulative cost of CHF 8.2m**  
**7'701'002 shares outstanding after deduction of treasury shares**

### Share buyback program

- 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 with the cancellation of the shares
- 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 40 million

### Treasury shares breakdown



## 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 | Continued momentum in July and August 2024 in line with the first half of the year
- 2 | Pursue growth strategy organically and external opportunities if/when they arise
- 3 | Extract marginal profitability taking advantage of its simple business model with a significant operating leverage while maintain focus on cost management hygiene in both front office and support structure
- 4 | Continued investments in its broking capabilities to accelerate the digitalization across all its 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 with a payout of ~50%

# Events calendar:

**Thursday 7 November 2024**

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



# Q & A

Thank you!



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