

ONE

GLOBAL

FORCE

Compagnie Financière Tradition

FY 2016 results presentation

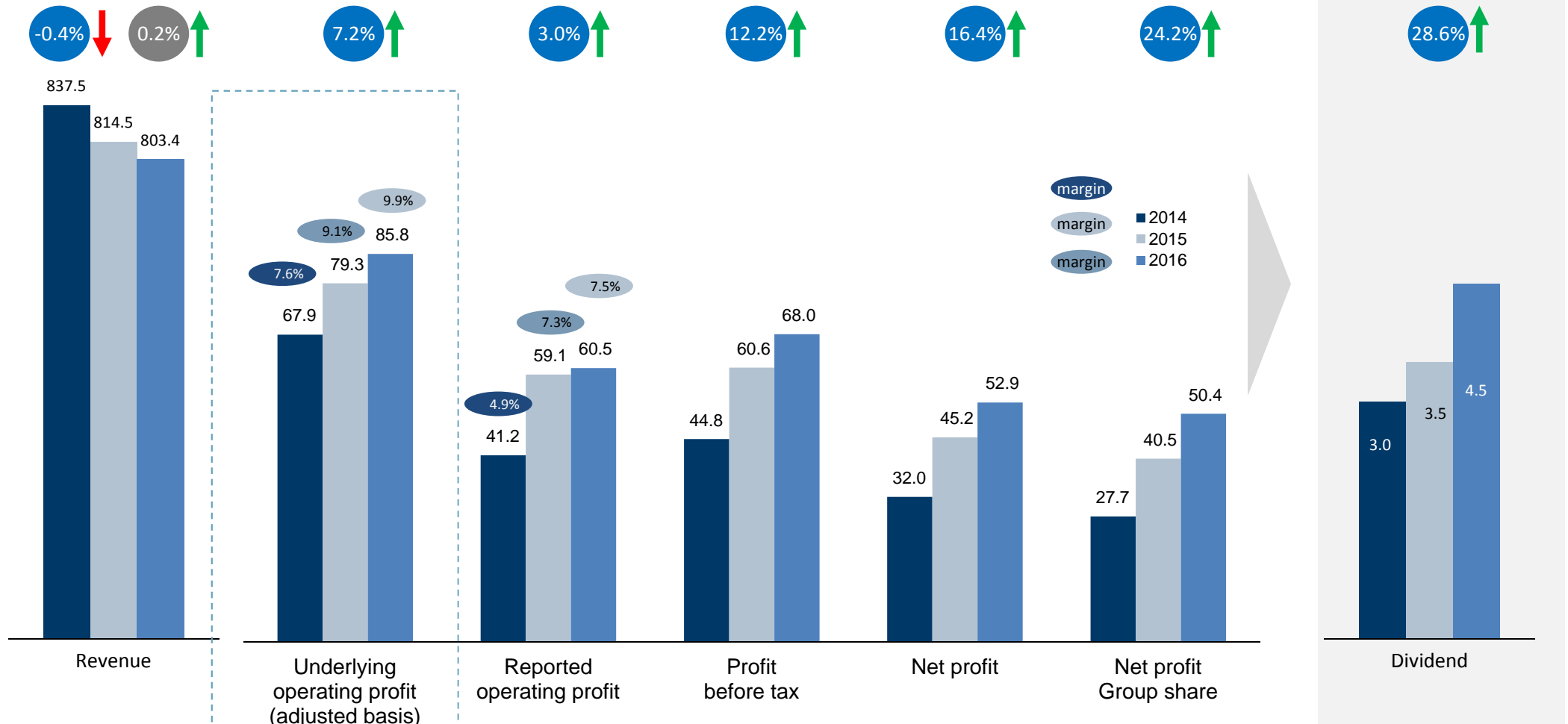
Zurich

10 March 2017

Improved profitability in a stabilizing revenue environment

Dividend in cash up close to 30% to CHF 4.50; exceptional dividend from treasury shares 1:25

FY2016 performance summary

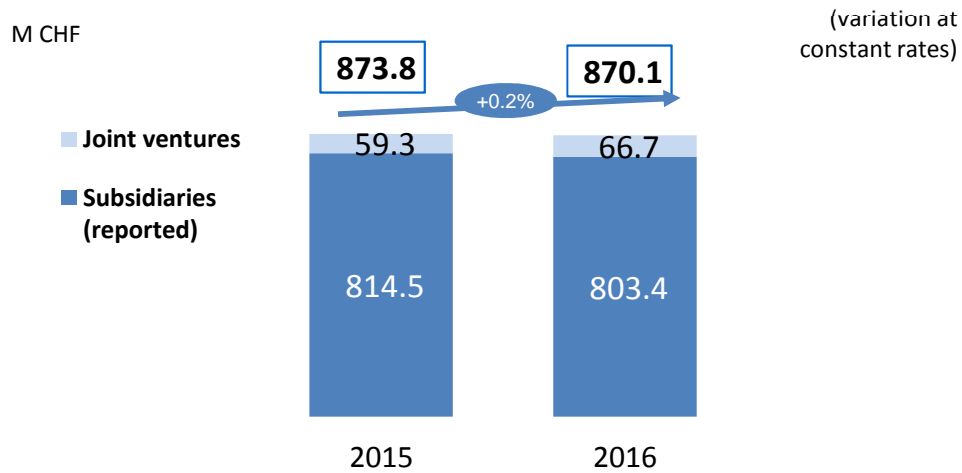


(in CHFm (except dividend), variation y-o-y in constant currency)

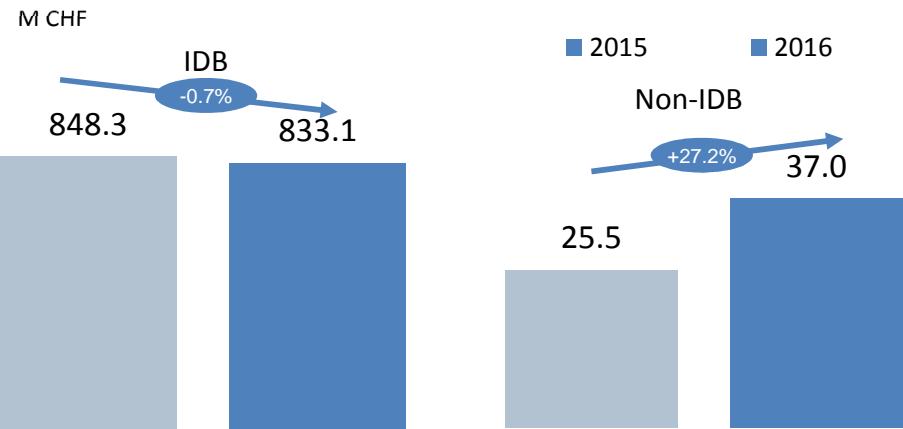
Revenue overview

Adjusted revenue up 0.2%

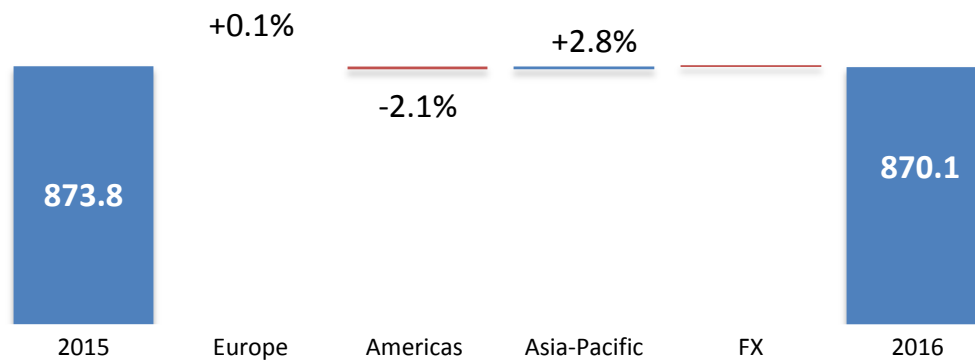
Group adjusted revenue



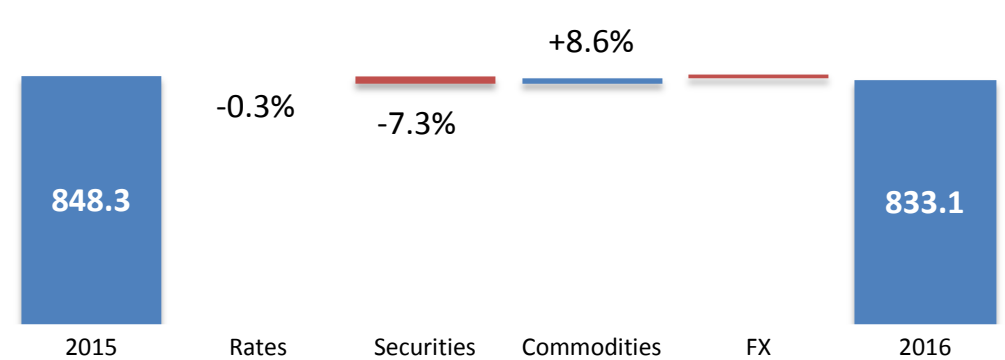
Adjusted revenue by business



Adjusted revenue by region

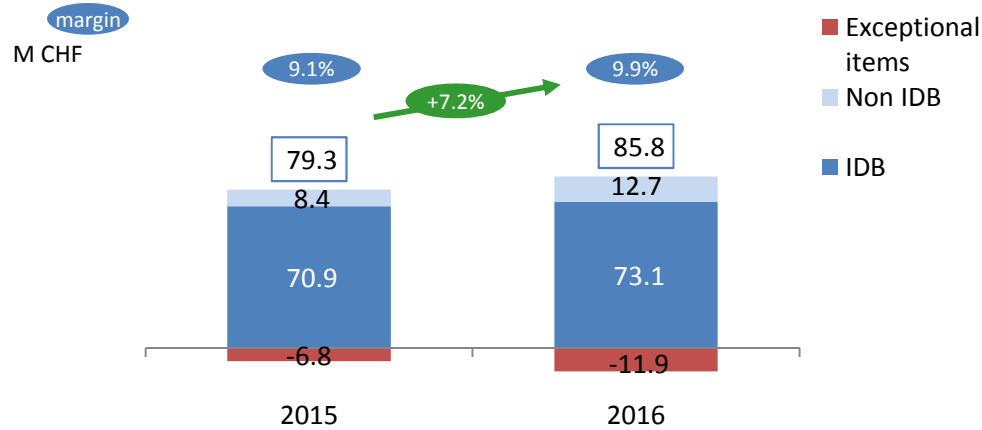


IDB Revenue by product

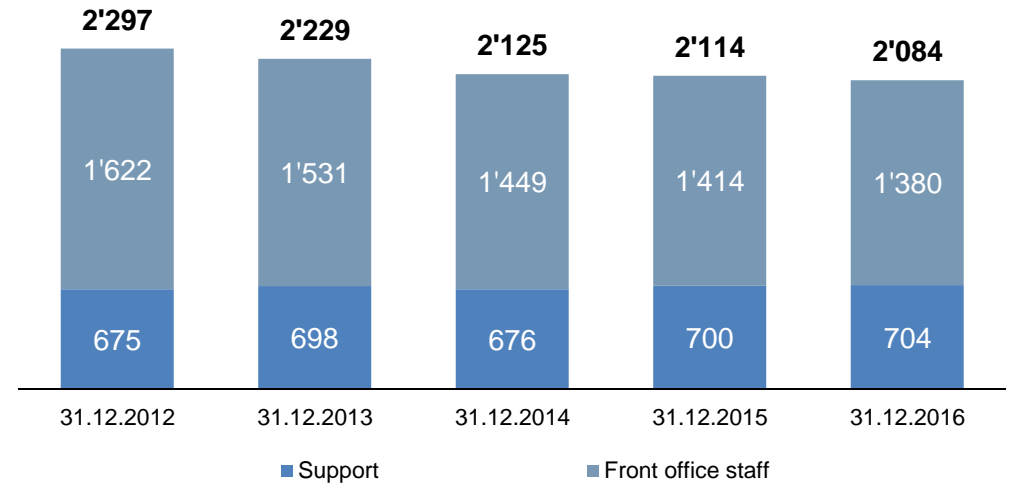


Adjusted underlying operating margin increase to 9.9%

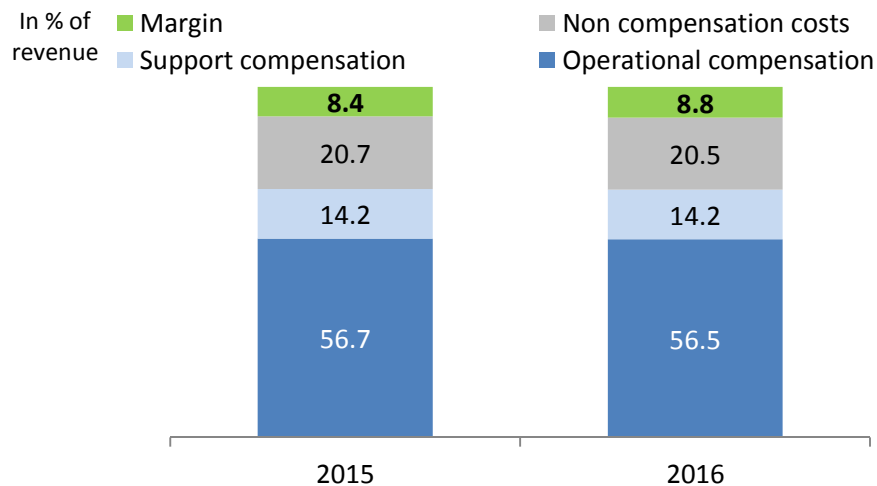
Adjusted underlying operating profit



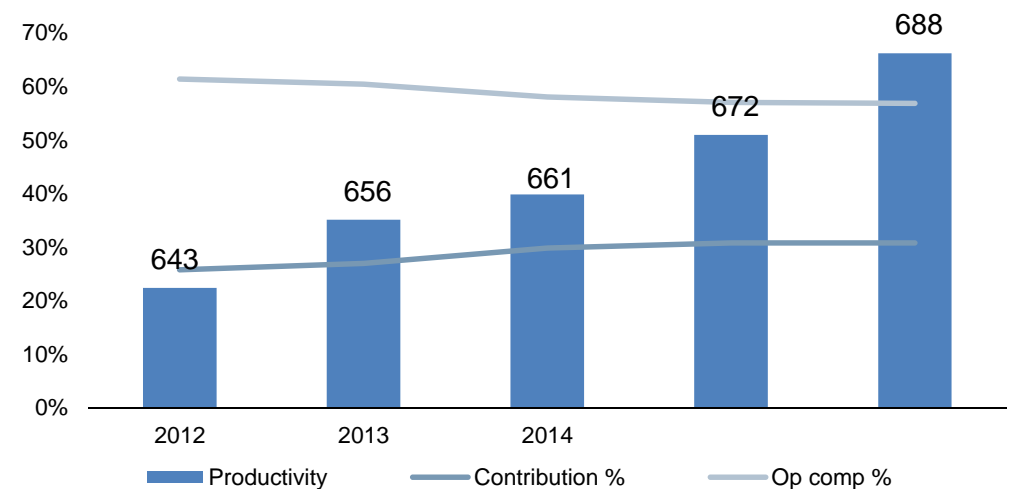
IDB Headcount trend



IDB underlying operating ratios



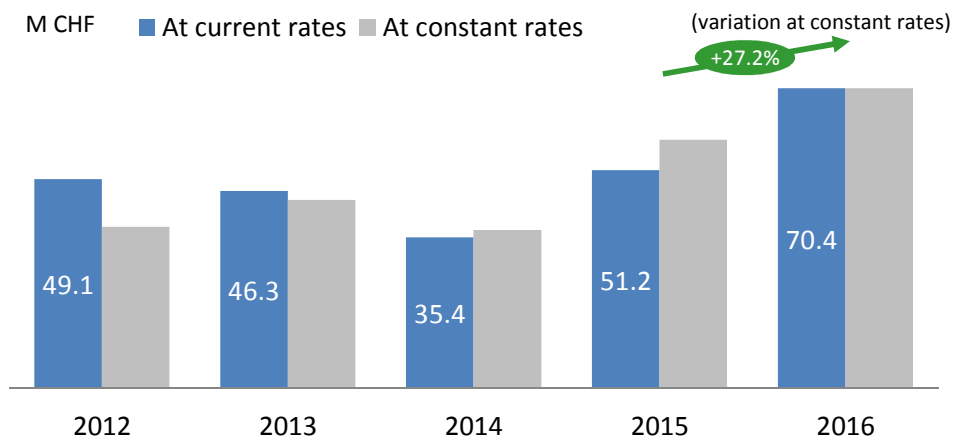
IDB – Other KPI



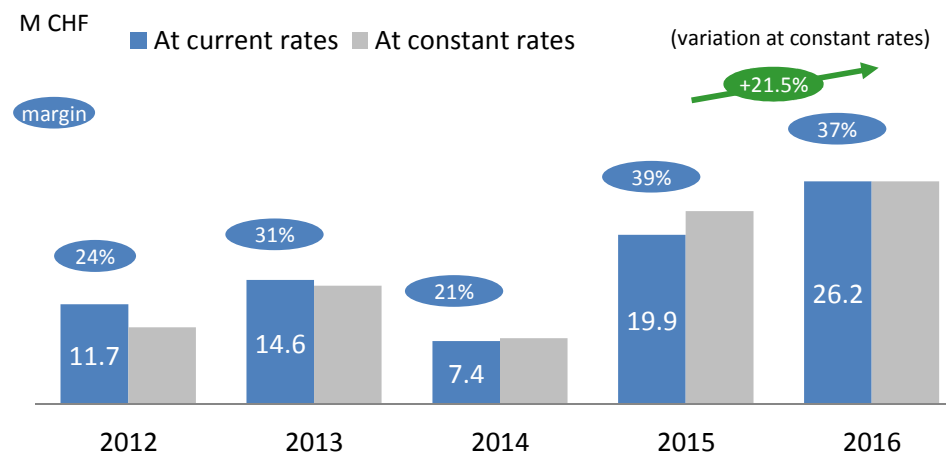
Gaitame.com continue to improve its profitability



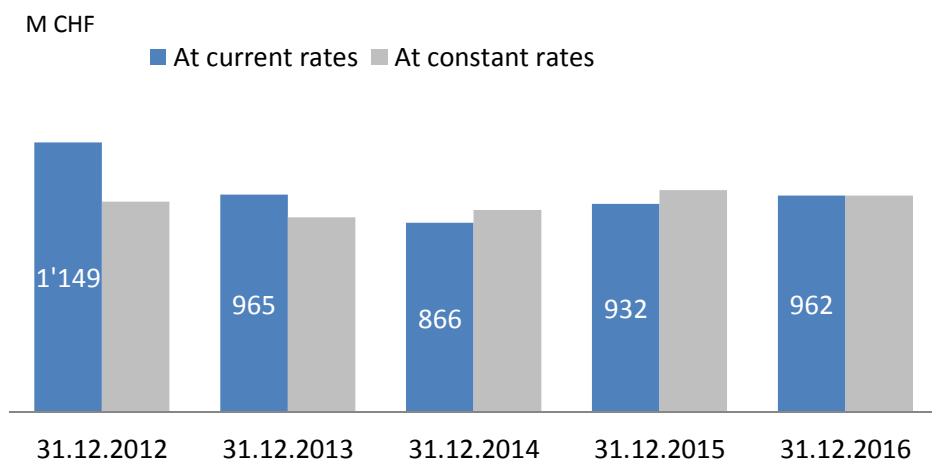
Revenue trend*



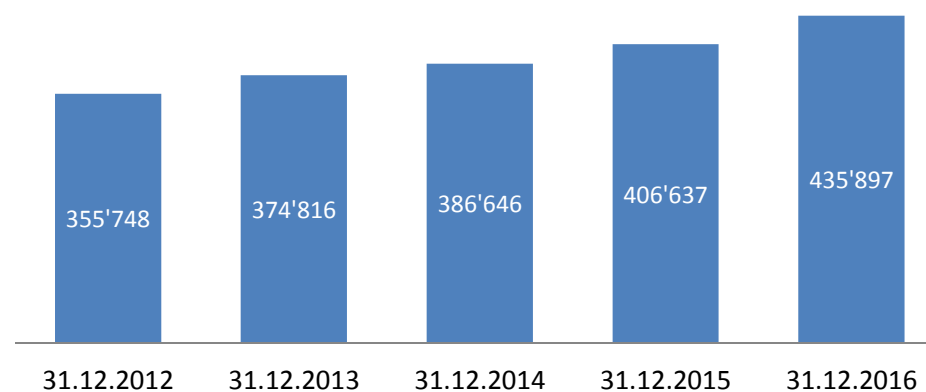
EBITDA trend*



Client deposits trend*



Number of clients trend*



Net profit – Group share up 24.2 % to CHF 50.4m

Net profit – Group share

M CHF	FY 2016	FY 2015	Change at current exchange rates	Change at constant exchange rates
Operating profit as reported	60.5	59.1	+2.2%	+3.0%
Net financial result	-2.1	-7.4		
Share of profit of associates and joint ventures	9.6	8.9		
Profit before tax	68.0	60.6	+12.2%	+12.2%
Income tax	-15.1	-15.4	-1.7%	+0.1%
<i>Effective income tax rate</i>	26%	30%		
Net profit for the period	52.9	45.2	+17.0%	+16.4%
Group share	50.4	40.5	+24.5%	+24.2%

M CHF	FY 2016	FY 2015
Net interest expense	-6.5	-6.9
Net foreign exchange gains/(losses)	5.0	0.5
Gains/(losses) on financial assets at fair value	-0.7	-1.1
Other financial (expense)/income	0.1	0.1
Total	-2.1	-7.4

% / M CHF	FY 2016	FY 2015
Normative income tax rate	17% ; 9.9m	22% ; 11.2m
Net unrecognized tax losses	4% ; 2.4m	5% ; 2.8m
Non-deductible expenses	5% ; 3.2m	8% ; 4.1m
Prior year tax	1% ; 0.3m	-1% ; -0.4m
Other items	-1% ; -0.7m	-4% ; -2.3m
Effective income tax rate	26% ; 15.1m	30% ; 15.4m

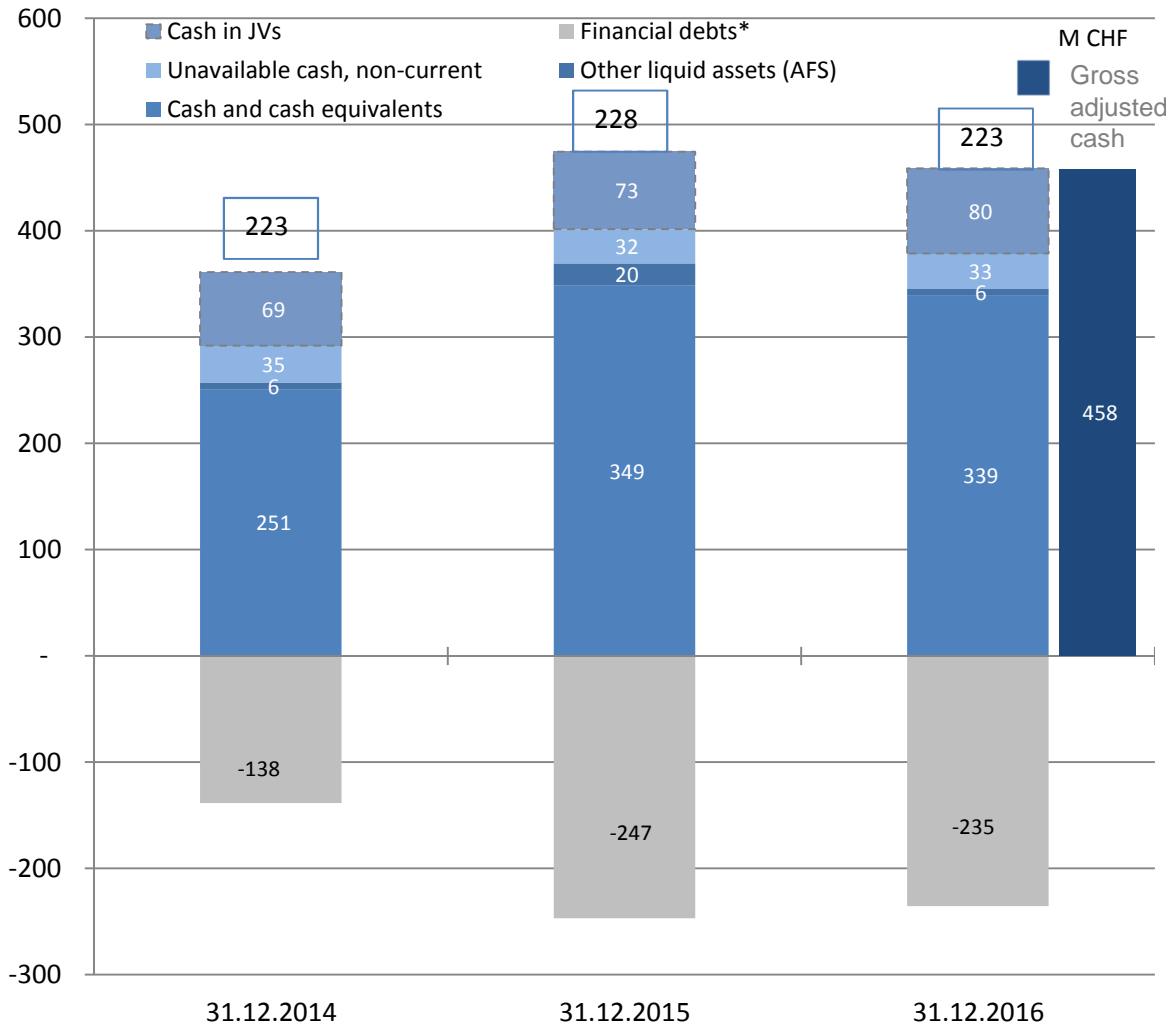
Continued focus on strong balance sheet

M CHF	Assets		M CHF	Equity and Liabilities	
	31.12.16	31.12.15		31.12.16	31.12.15
Property, Plant & Equipment	21.6	21.7	Capital	17.6	17.6
Intangible assets	51.0	47.4	Share premium	24.3	24.2
Investments in associates and joint ventures	126.6	115.0	Treasury shares	-36.0	-21.5
Available-for-sale financial assets (AFS)	8.9	7.1	Currency translation	-139.4	-133.8
Unavailable cash	33.3	32.1	Consolidated reserves	498.9	470.3
Other non-current assets	37.8	29.0	Equity – Group share	365.4	356.8
			Minority interests	14.9	13.2
Non-current assets	279.2	252.3	Equity – Total	380.3	370.0
			Long term financial debts	238.3	129.4
Receivables related to MP activities	97.0	234.2	Other non-current liabilities	26.1	26.2
Receivables related to AH activities	17.5	24.3			
Trade & other receivables	190.6	179.1	Short term financial debts	7.8	125.4
Financial assets at fair value and AFS	5.9	20.4	Payables related to MP activities	86.3	225.9
Cash & Cash equivalents	339.4	348.8	Payables related to AH activities	17.5	24.6
Other current assets	20.3	19.7	Trade & other payables	193.6	177.3
Current assets	670.7	826.5	Current liabilities	305.2	553.2
TOTAL ASSETS	949.9	1 078.8	TOTAL EQUITY AND LIABILITIES	949.9	1 078.8

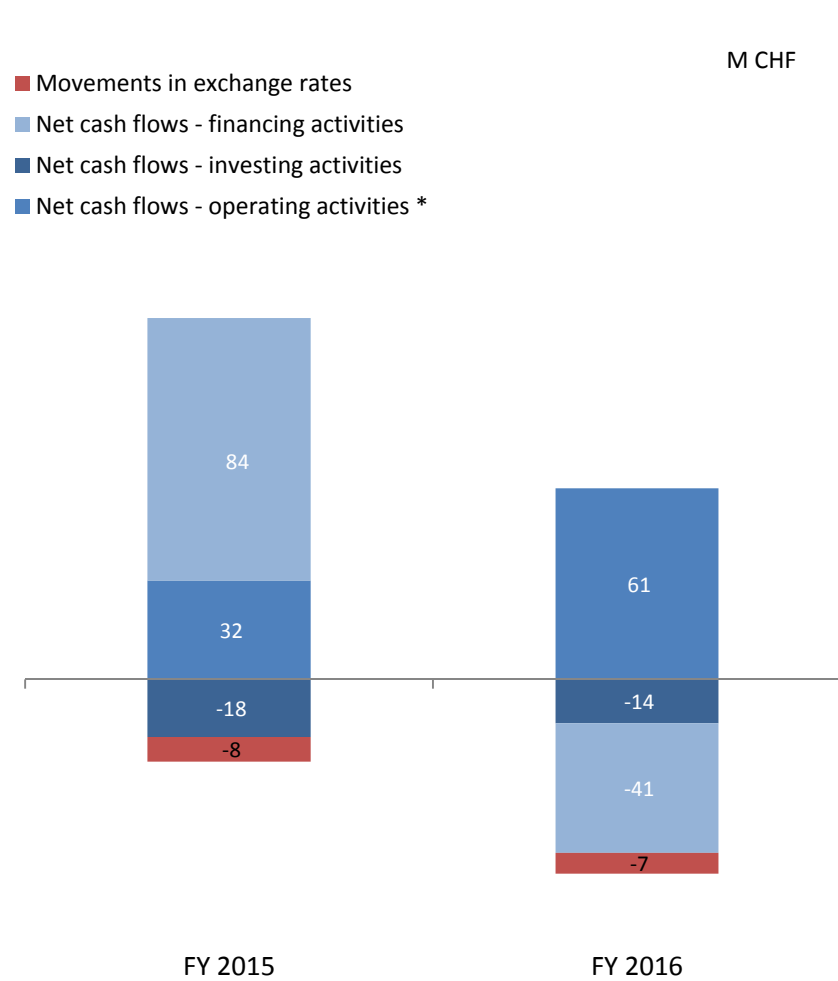
Net cash position of CHF 223m¹⁾

Cash conversion up to 110% of operating profit before D&A

Net cash position trend



Net adjusted cash flows trend*

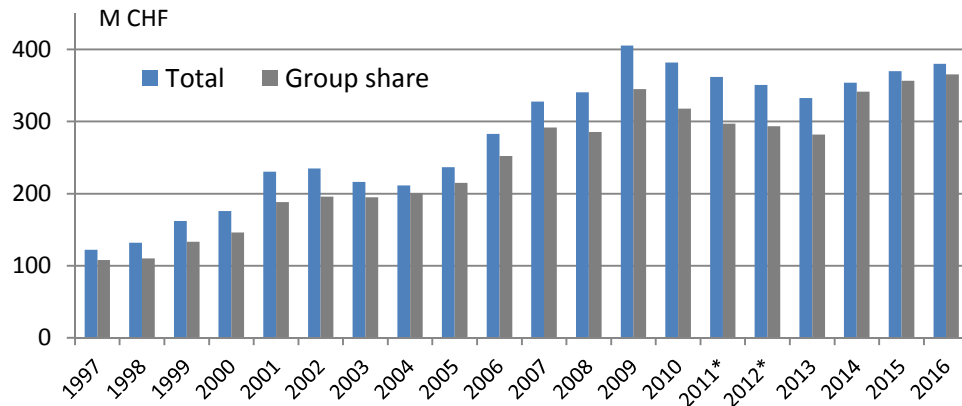


1) Including Group share of cash at JVs accounted as equity investments

* Adjusted from variation in MP activities

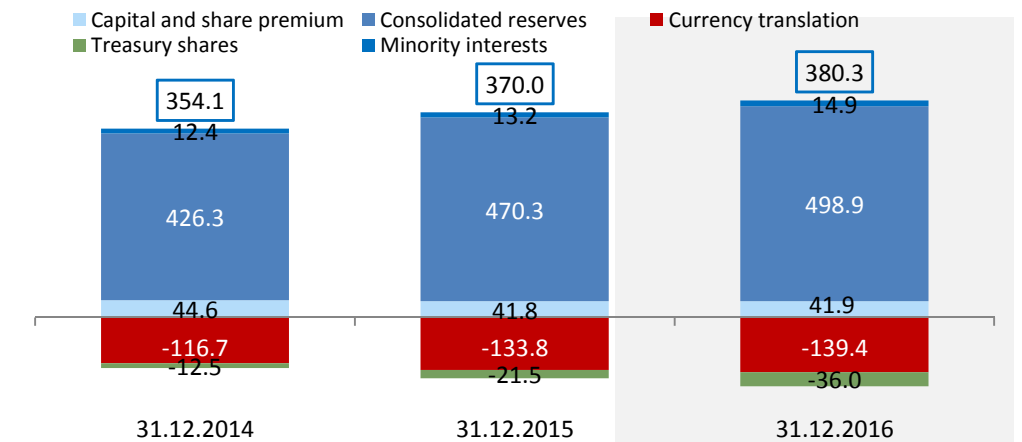
Total shareholders' equity amount to CHF 401.5m excluding treasury shares

Shareholders' equity trend

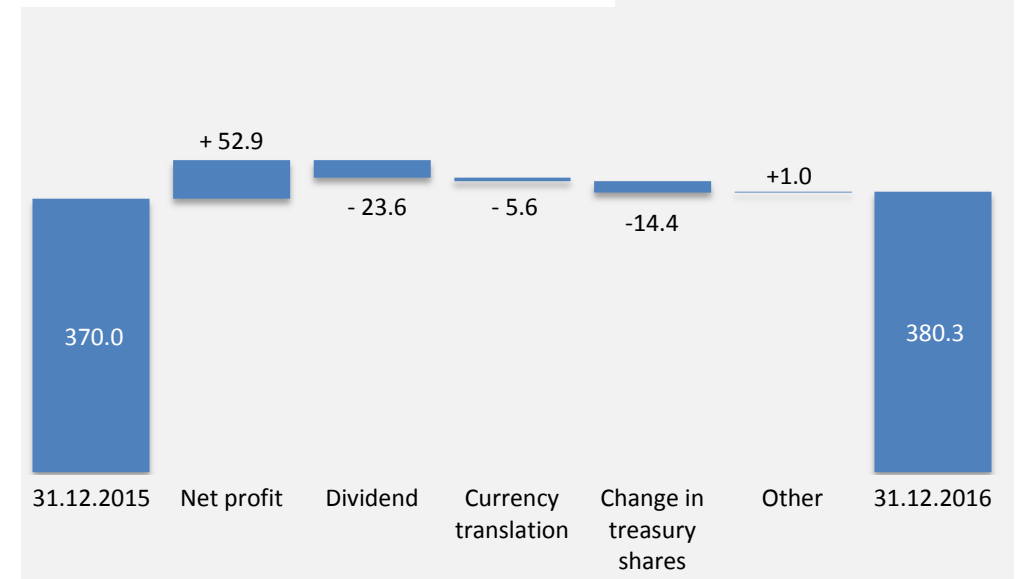
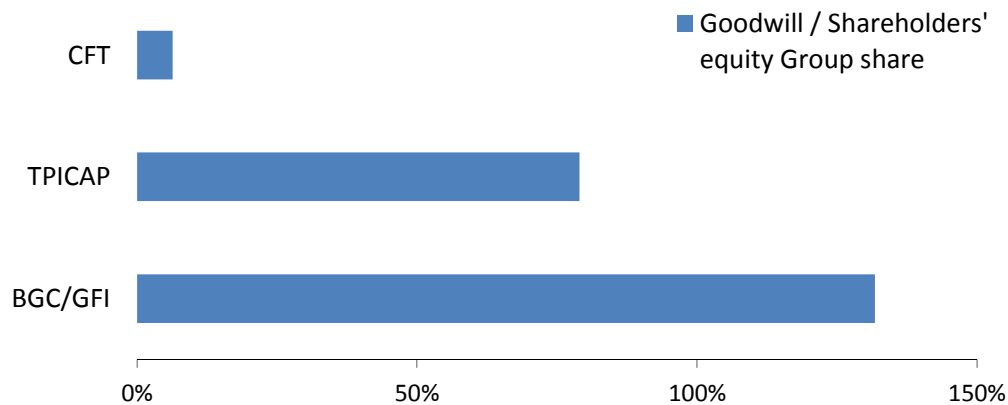


*Restated for IFRS 11 and IAS 19R

Shareholders' equity breakdown



Capital structure comparison¹



Tradition to focus on growth opportunities

Phase 1 – 1997 to 2008

Consistent strategy since 1997

- Return to profitability
- Built critical market share
- *Focus on organic growth and sound financial position*

Phase 2 – 2009 to 2015

Post Lehman shake up

- Regulatory transformation with increased pressure on banks
- Launch of electronic initiatives
- *Focus on cost management and cultural changes*

Phase 3 – 2016 onwards

Top line stabilisation and growth opportunities

- Final stage of industry consolidation and pressure on smaller scale brokers
- Blurring of traditional market boundaries
- Development of Market Information and Content Services
- *Focus on growth opportunities*

Tradition, one of the 3 Global IDB

Through its existing network, the Group share revenue exceed CHF 900m

Strategy fundamentals remain



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Thank you