



# OCTAVIAN SEMINAR 2023

LEONTEQ AG

ZURICH, 12 JANUAR 2023



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All figures in this presentation that are part of the consolidated IFRS financial statements for the six months ended 30 June 2022 and 2021 are reviewed. All figures in this presentation that are part of the consolidated IFRS financial statements for the twelve months ended 31 December 2021 and 2020 are audited.

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# OUR COMPANY

## LEONTEQ AT A GLANCE



Leading fintech company from Switzerland



14 offices across EMEA and APAC



State-of-the-art technology platform developed and maintained in-house



Services delivered through API, front-end GUI and comprehensive white-label offerings



~560 employees from >50 nations



Headquarters in Zurich, Switzerland



Founded in 2007, IPO in 2012, listed at SIX



### OUR VISION

[We aspire] to be the leading marketplace for structured investment solutions

### OUR MISSION

We deliver quality products & services to our partners & clients

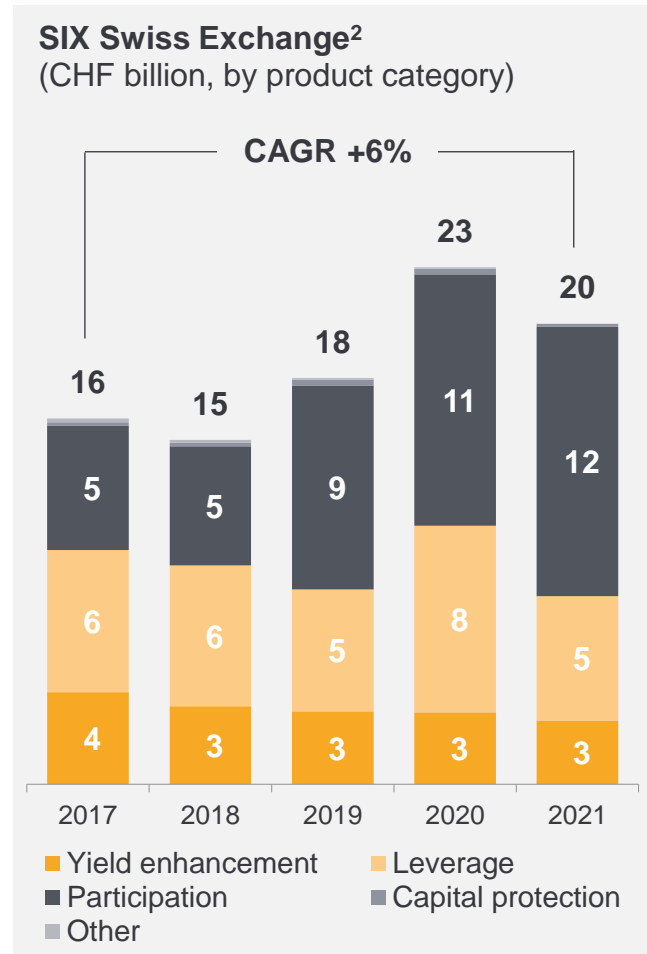
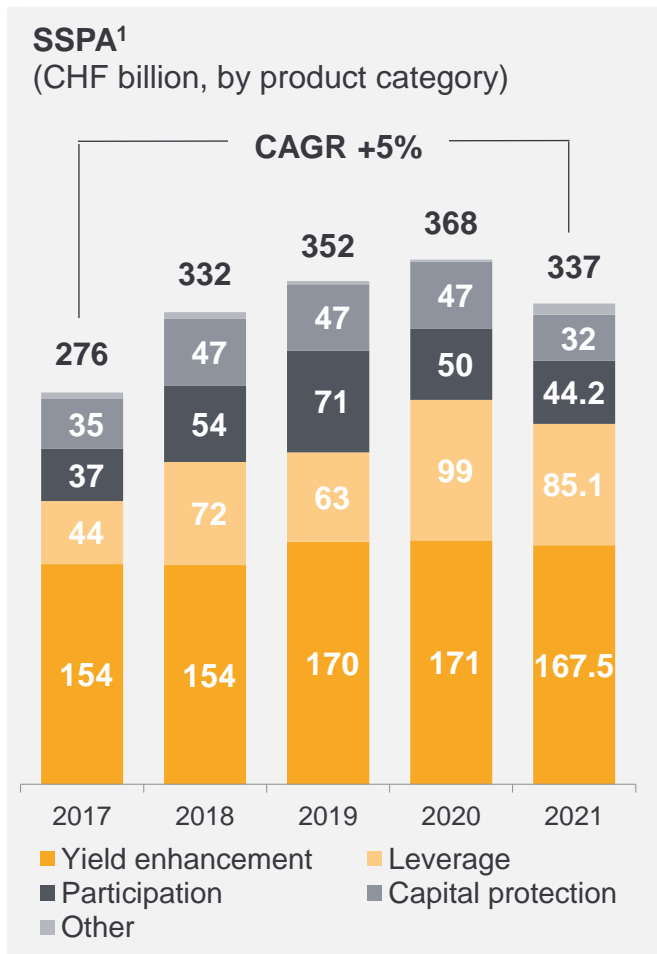


## OUR KEY DIFFERENTIATING FACTORS



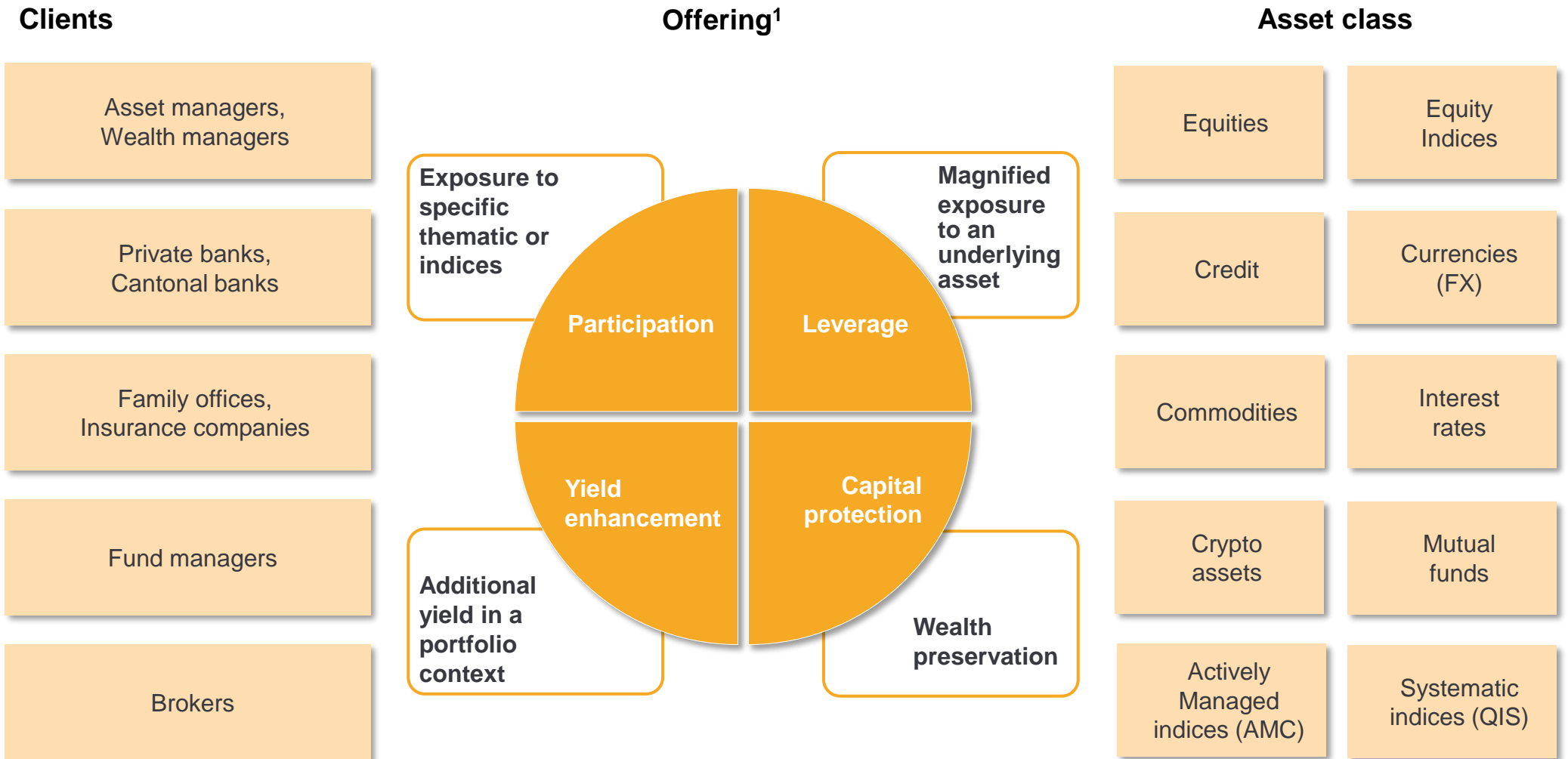
# OUR MARKET & PRODUCTS

# OUR OPERATIONS IN SWITZERLAND: STRONG PRESENCE WITH TOTAL ADDRESSABLE MARKET OF CHF 350 BILLION (TURNOVER)



Sources: 1) Swiss Structured Products Association (SSPA), 2021; 2) SIX Swiss exchange, 2021

# WE ENABLE WEALTH MANAGERS WITH AN EXTENSIVE RANGE OF SOLUTIONS TO MANAGE PORTFOLIOS IN DIFFERENT MARKET ENVIRONMENTS

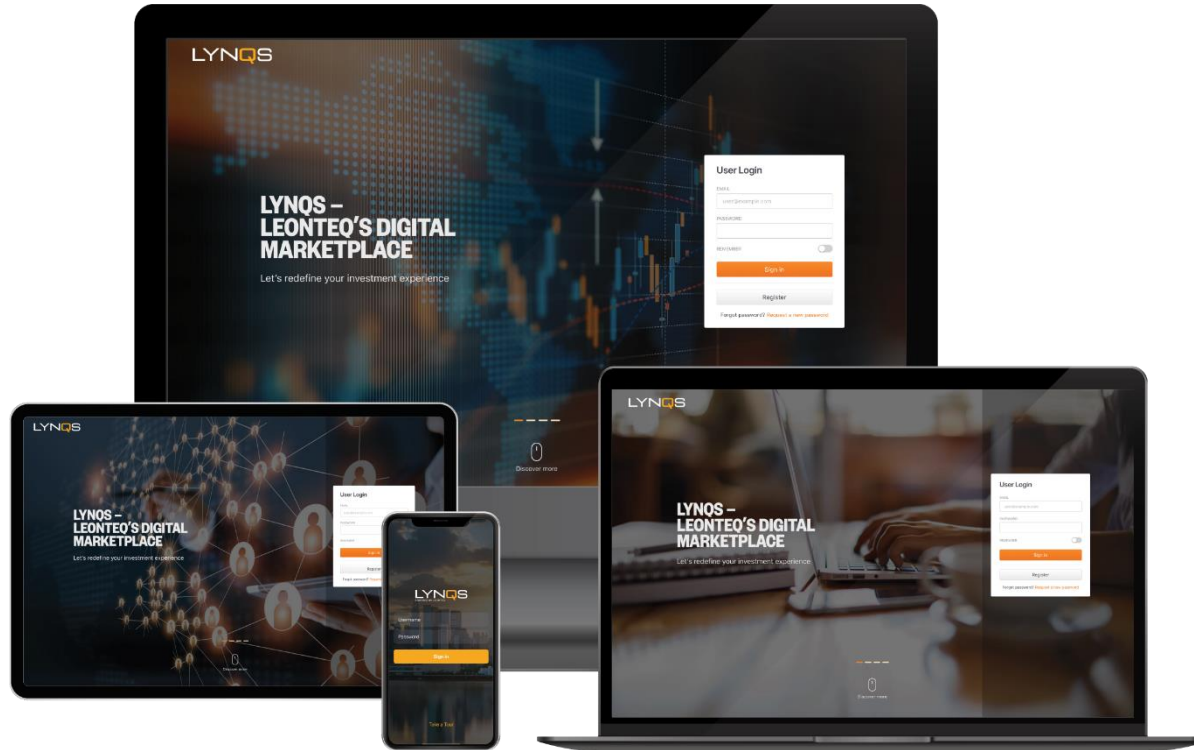


1) To express bullish but also investors' bearish views on specific asset classes



# OUR PLATFORM

# LYNQS<sup>1</sup>: LEONTEQ'S ONE-STOP-SHOP PROVIDING CLIENTS DIGITAL ACCESS TO THE WORLD OF STRUCTURED PRODUCTS



## INVESTMENT IDEAS

Latest trends and daily updated investment ideas prepared by Leonteq's leading structuring team



## QUOTE

Click 'n' trade tailor-made investment products from more than 10 renowned issuers to fit any investment need



## PORTFOLIO

Comprehensive overview of structured products portfolios and lifecycle management across all issuers



## AMC

Single entry point to manage index strategies and easy access to instructions and reporting



## ACADEMY

IMD/Leonteq online education course "Investing in Structured Products"

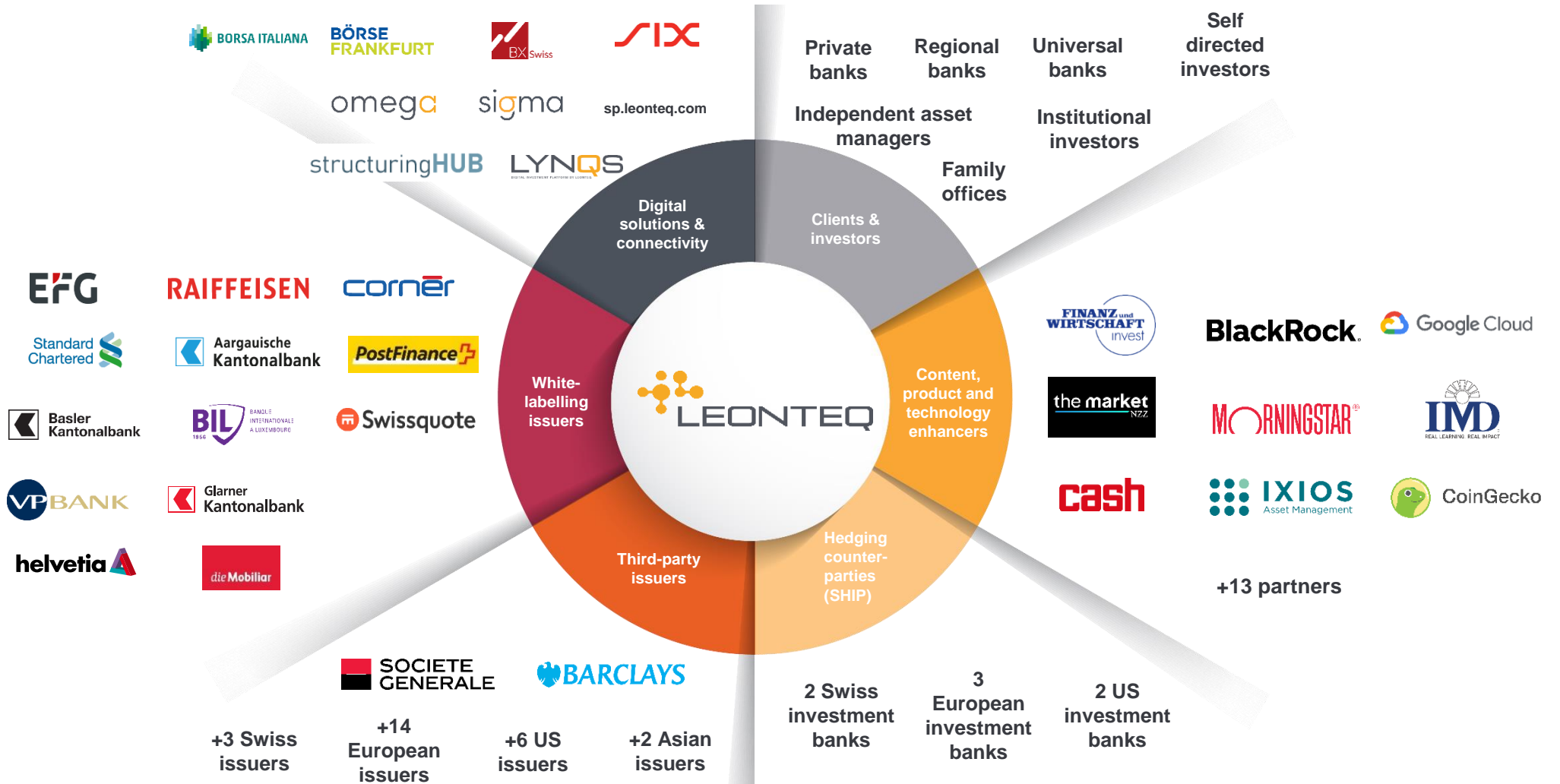


## MOBILE APP

The power of LynQs on a mobile app

1) The modules and features of LynQs may vary from one country to another and may change without notice at any time. Certain functionalities may not be available worldwide. In addition, they may be subject to legal restrictions in certain countries.

# OUR ECOSYSTEM FOR INVESTMENT SOLUTIONS



# OUR PERFORMANCE

# WE DELIVERED RECORD RESULTS IN UNPRECEDENTED MARKET CONDITIONS

## Key figures H1 2022

**289.2**

H1 2021: 205.8  
+41%

**Operating income**  
(CHF million)

**143.4**

H1 2021: 125.2  
+15%

**Operating expenses**  
(CHF million)

**145.8**

H1 2021: 80.6  
+81%

**Profit before taxes**  
(CHF million)

**118.0**

H1 2021: 74.4  
+59%

**Group net profit**  
(CHF million)

**6.45**

H1 2021: 4.04  
+60%

**Earnings per share**  
(CHF)

**896**

H1 2021: 911  
(2%)

**Number of clients**

**13.5**

Dec-21: 16.0  
(16%)

**Platform assets**  
(CHF billion)

**12.1**

H1 2021: 15.9  
(24%)

**Turnover**  
(CHF billion)

**890.2**

Dec-21: 873.6  
+2%

**Capital base**  
(CHF million)

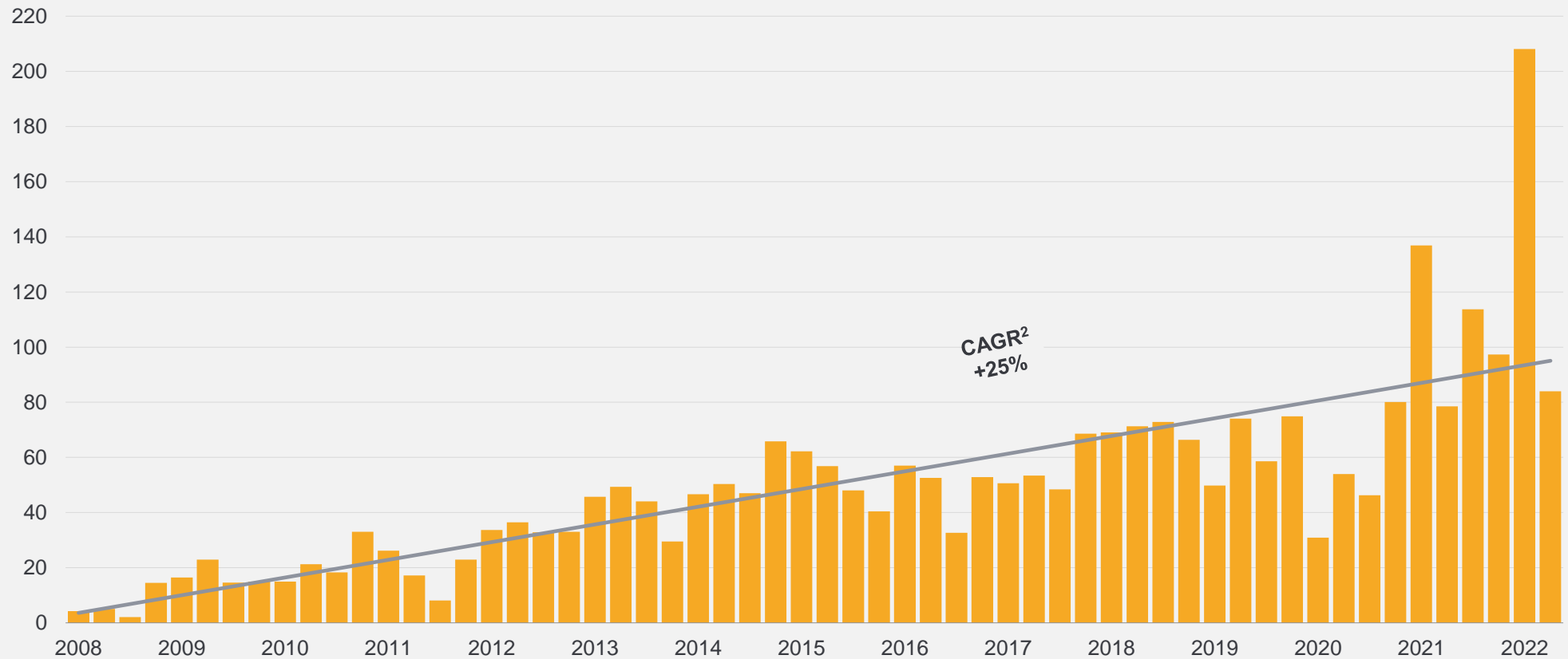
**29%**

H1 2021: 22%  
+7PP

**Return on equity**  
(annualised)

# A TRACK RECORD OF REVENUE GROWTH SINCE INCEPTION

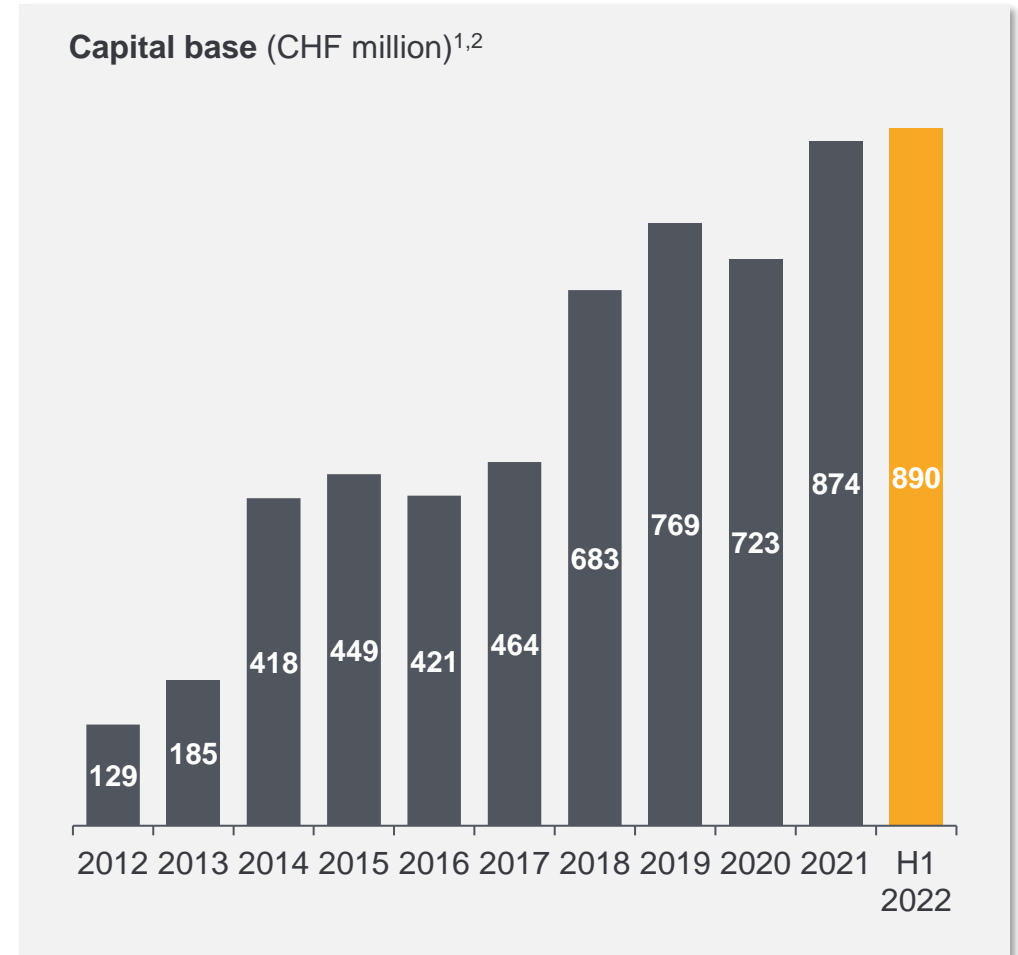
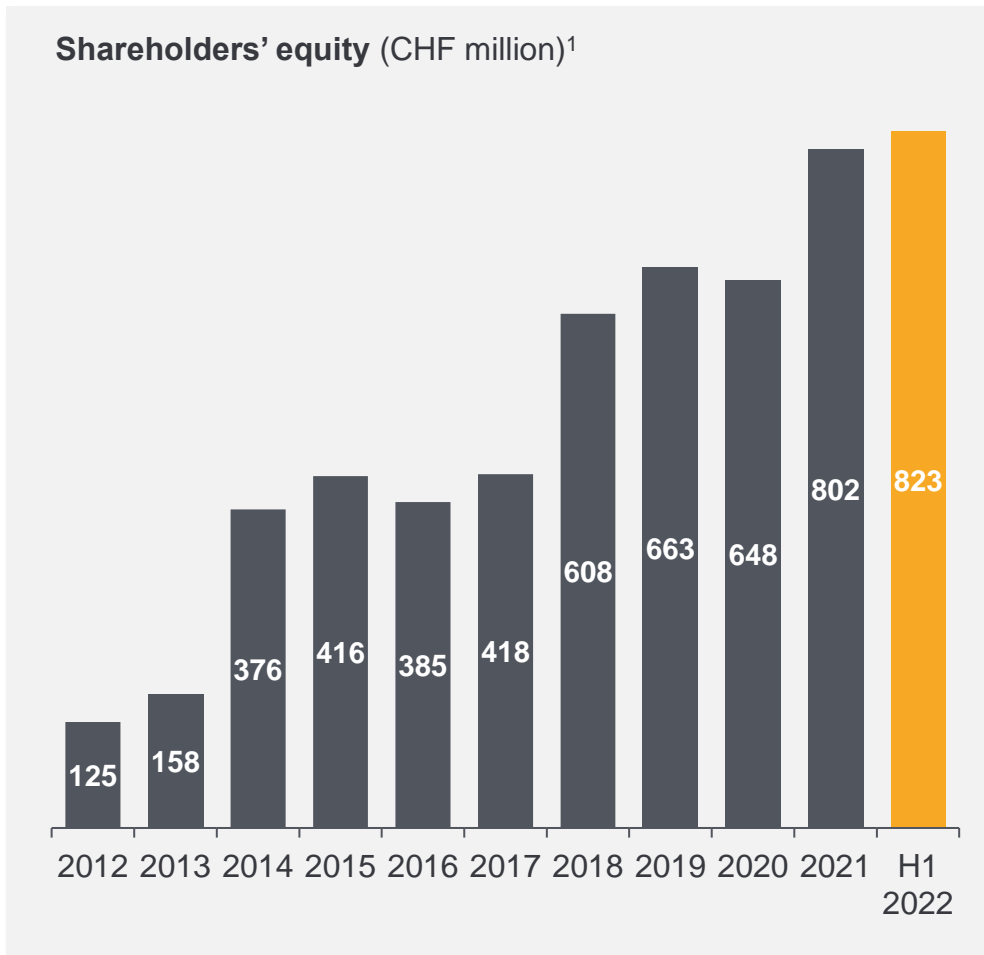
Quarterly economic revenues since inception (CHF million)<sup>1</sup>



<sup>1</sup> Economic revenues are defined as fee income and trading income earned and are considered as recognised at trade date without applying IFRS revenue recognition rules; economic revenues do not include certain other income components such as partner project cost reimbursements

<sup>2</sup> Calculation of CAGR: Average quarterly revenues 2022 vs average quarterly revenues 2008

## STRONG BUILD-UP OF CAPITAL BASE (EQUITY + DEFERRED FEE INCOME)



<sup>1</sup> at the end of the respective period

<sup>2</sup> defined as the aggregated amount of shareholders' equity and deferred fee income

## ATTRACTIVE DIVIDEND POLICY WITH PAYOUT RATIO OF >50% OF NET PROFITS FOR THE FINANCIAL YEAR 2022

|               | 2019   | 2020  | 2021   | 2022   |
|---------------|--|---|--|--|
| Communication | <ul style="list-style-type: none"> <li>• Launch of new phase of conservative dividend policy on the back of improved earnings situation and strategic progress achieved</li> </ul> | <ul style="list-style-type: none"> <li>• Distribution in line with conservative dividend policy</li> <li>• Intention announced to transition to progressive dividend policy after reaching capital base of CHF 800 million</li> </ul> | <ul style="list-style-type: none"> <li>• Targeted capital base reached</li> <li>• Significant increase in dividend</li> <li>• Transition to progressive dividend policy</li> </ul> | <ul style="list-style-type: none"> <li>• Very strong capital base</li> <li>• Progressive dividend policy with payout ratio of &gt;50%</li> </ul> |
| DPS (CHF)     | 0.50   | 0.75  | 3.00   | tba  |
| Payout ratio  | 15%  | 35%   | 36%  | >50%   |



# BUSINESS UPDATE

## BUSINESS UPDATE PUBLISHED ON 27 DECEMBER 2022

### Settlement reached in legacy litigation matter

- Settlement reached in respect of previously disclosed civil proceedings brought in the English Commercial Court by Utmost International Isle of Man Limited and Utmost Paneurope dac
- Legacy case originally put forward by Old Mutual International group companies, which were since acquired by Utmost, primarily related to alleged events in the period 2012 to 2016

### Business update

- Leonteq continued to register reduced client demand on the back of an overall challenging market environment but recorded stable monthly net fee income over the same period
- Leonteq continued to maintain a prudent approach to risk management with net trading result compensating for subdued client activity, particularly in the third quarter of 2022
- As a result, Leonteq expects to report a group net profit for 2022 in the area of the prior-year record result of CHF 155.7 million, equivalent to EPS of CHF 8.47

# OUR GROWTH STRATEGY 2026

# WE WILL CONTINUE TO FOCUS ON AMBITIOUS FIVE-YEAR STRATEGY CYCLE TO DELIVER 2026 TARGETS

We are executing a Growth Strategy 2026 based on four dimensions...



## OFFERING

We are further enlarging and diversifying our offering across products, asset classes and issuers.



## PLATFORM

We are at the forefront of digitalisation and will continue to invest in digital client solutions leveraging our scalable technology platform.



## REGIONS

We continue to focus on our strong home market position whilst expanding our offering to an international client base.



## SUSTAINABILITY

We are implementing responsible investing opportunities for our clients and integrating best ESG practices for a sustainable development of our company.

... measured against clear targets for 2026.

## FINANCIAL TARGETS 2026

# 450-500

Total operating income (CHF million)

# >15%

Return on equity

## INVESTOR RELATIONS CONTACTS



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