

ZURICH, 15 NOVEMBER 2018

CREDIT SUISSE EQ MID CAP CONFERENCE 2018 LEONTEQ AG | PRESENTATION





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- OUR BUSINESS
- OUR MARKET
- OUR STRATEGY
- FINANCIAL PERFORMANCE
- CORPORATE GOVERNANCE
- SUMMARY & OUTLOOK
- APPENDIX



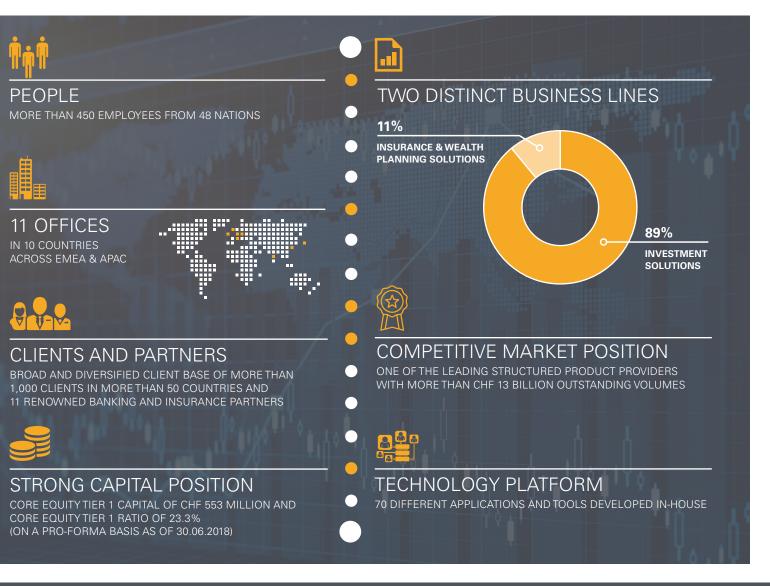


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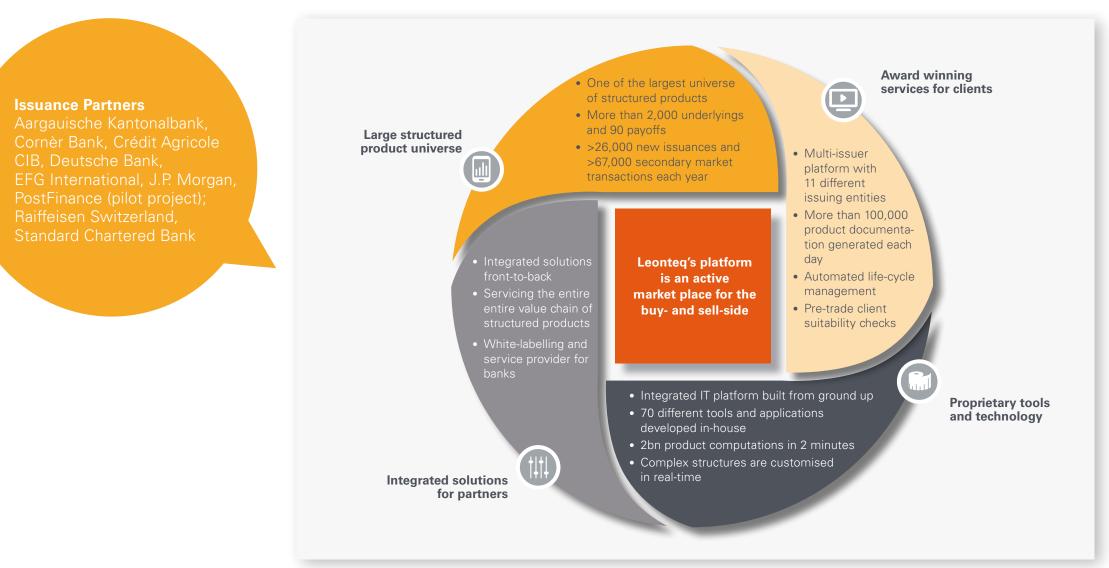
OUR BUSINESS INDEPENDENT EXPERTS IN STRUCTURED PRODUCTS

- Founded in 2007
- IPO in 2012
- Market cap of close to CHF 1 billion





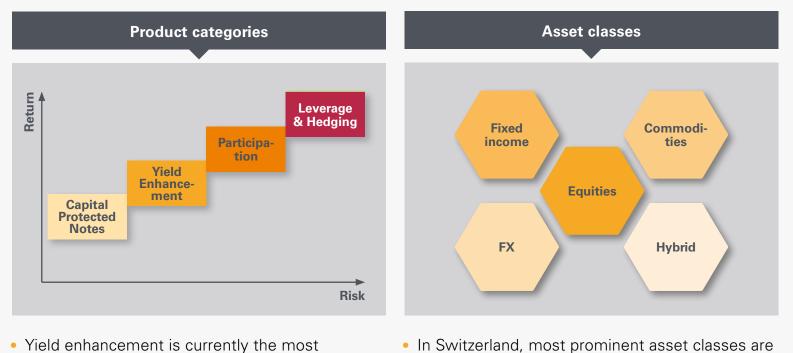
BUSINESS LINE 1 | INVESTMENT SOLUTIONS CONNECTING BUYERS AND SELLERS OF STRUCTURED PRODUCTS





PRODUCT RANGE

LARGE UNIVERSE OF PAYOFFS AND ASSET CLASSES



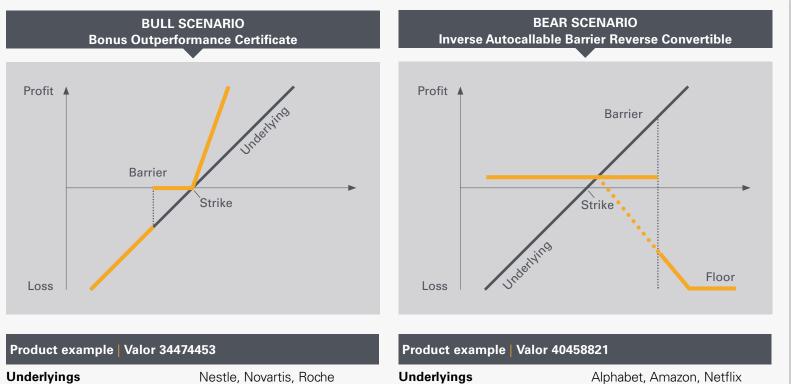
- Yield enhancement is currently the most demanded product category in the Swiss market, followed by leverage products
- Leonteq's client predominantly buy yield enhancement products

 At Leonteq, equity is by far the most requested asset class

equity and foreign exchange



STRUCTURED PRODUCTS FOR EVERY MARKET SITUATION BULL VS BEAR MARKET



1 year

150%

6 months

Early redemption after

9.00% (18% p.a.)

Product example Valor 3447	roduct example Valor 34474453				
Underlyings	Nestle, Novartis, Roche	Underlyings			
Tenor	4 years	Tenor			
Barrier	50%	Barrier			
Participation	200%	Autocallable feature			
Performance since issuance	35%				
(06.12.2016)		Profit			



> Our offering

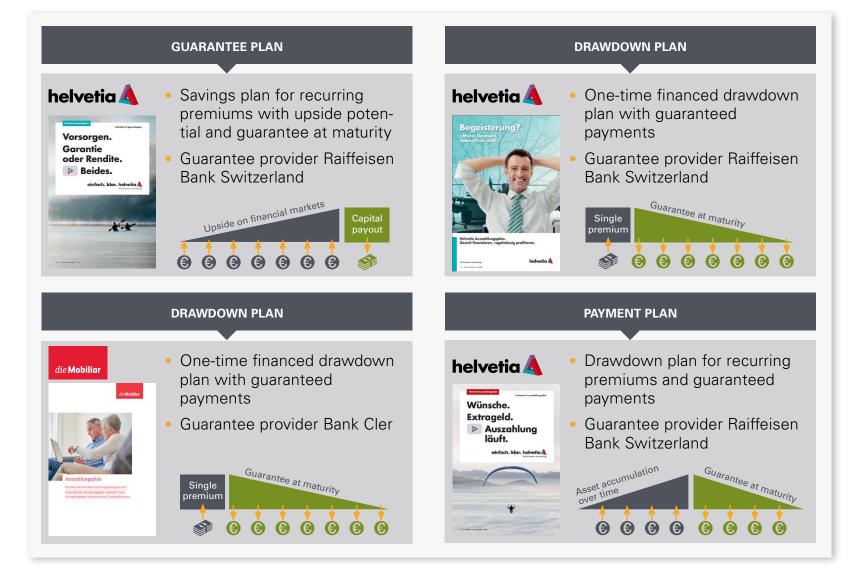
BUSINESS LINE 2 | INSURANCE & WEALTH PLANNING SOLUTIONS OFFERING AND OPERATING MODEL

- Enable life insurers to
 - offer highly attractive long-term savings and drawdown solutions with guarantee and upside
 - in a fully unit-linked way, including guarantee instruments
- without ticket size limits
- processed with unmatched efficiency straight-through on our highly flexible investment platform
- Provide structured solutions with downside protection for life insurers and insurance brokers





INSURANCE PRODUCTS ALREADY 4 PRODUCTS IN THE SWISS MARKET









100

80

60

40

20

0

70

Q1

64

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STRUCTURED PRODUCT MARKET SWITZERLAND MARKET LEADING POSITION

76

65

Q3

2018

54

70

Q4

53

- Leonteq has a market leading position in structured products and ranks among the top 5 issuers
- Leonteq is number 1 issuer of listed yield enhancement products at SIX



2017

71

Q2

57

2016

Total market turnover structured products*

(in CHFbn; Bubbles: LTQ market share in %)









* Source SSPA 2018

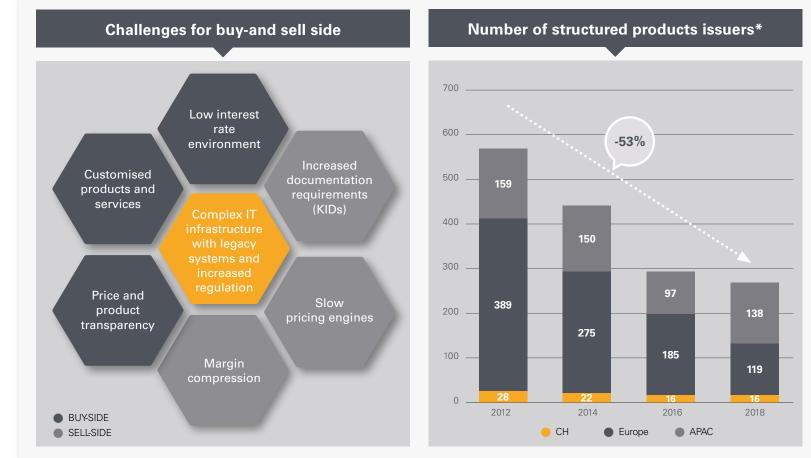
Participating banks

- Barclays Capital
- Banque Cantonale Vaudoise
- Credit Suisse
- Commerzbank – Goldman Sachs
- Julius Bär
- Leonteg
- Notenstein La Roche
- Raiffeisen Switzerland
- UBS
- -Vontobel
- Zürcher Kantonalbank



MARKET DYNAMICS

TODAY'S CHALLENGES FOR MARKET PARTICIPANTS



* Source: Structured Retail Products; Nov 2018

Refers to overall number of manufacturer of structured products excluding non-retail and leverage products with an outstanding volume at the end of the respective reporting period as determined by structured Retail Products



REGIONAL PERFORMANCE GLOBAL APPROACH WITH A LOCAL TOUCH





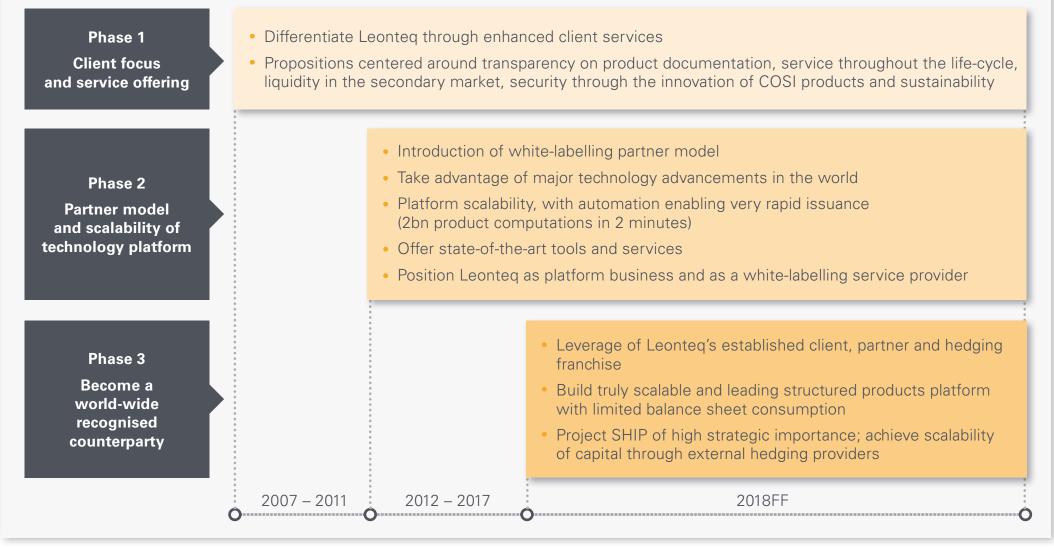
Net fee income (CHFm)	FY 2016	FY 2017	Change	H1 2017	H1 2018	Change
Switzerland	81.7	102.3	<u>у-о-у</u> 25%	49.7	63.3	у-о-у 27%
EMEA	97.3	108.5	12%	50	64.3	29%
APAC	30	36.2	21%	19.7	18.1	-8%







LEONTEQ BUSINESS MODEL AGGREGATE TURNOVER AT MARGINAL COSTS





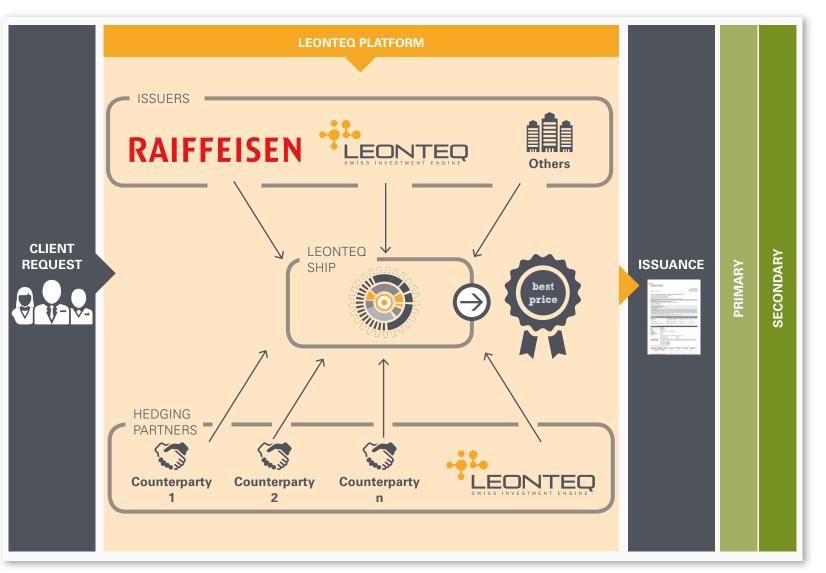
STRATEGIC PRIORITIES CREATE THE BASIS FOR SUSTAINABLE GROWTH





SMART HEDGING AND ISSUANCE PLATFORM (SHIP) FURTHER SCALE THE LEONTEQ PLATFORM

- SHIP connects issuance partners with hedging partners
- SHIP will transform Leonteq's position from a balance sheet business to a platform business





300

200

100

0

219.7

2015

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FINANCIAL TARGETS 2020 COMMITMENT TO CLEAR TARGETS

- Leonteq maintains its disciplined cost management while growing its topline
- Updated financial targets increase transparency and enable clear measurement





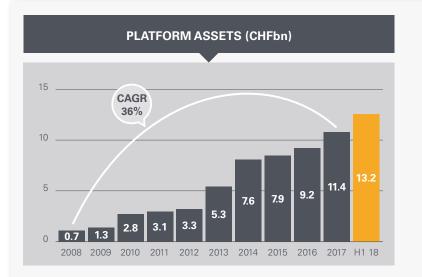
FINANCIAL PERFORMANCE

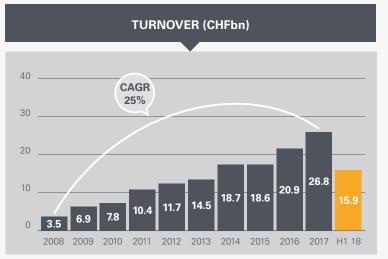
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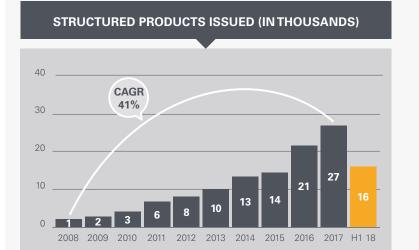


BUSINESS METRICS

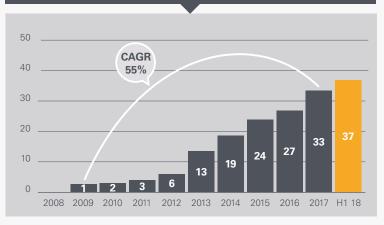
CONSISTENT STRONG DOUBLE DIGIT GROWTH RATES







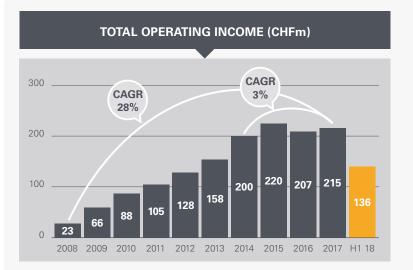
OUTSTANDING INSURANCE POLICIES (IN THOUSANDS)

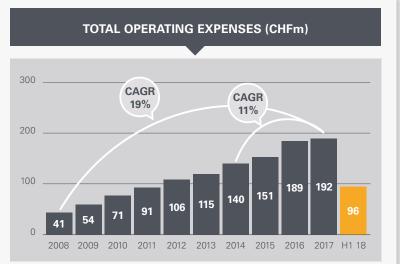


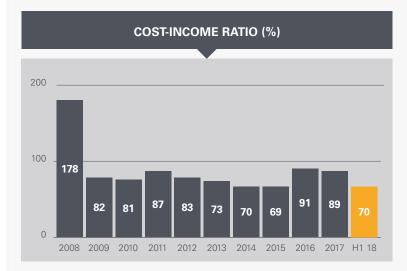


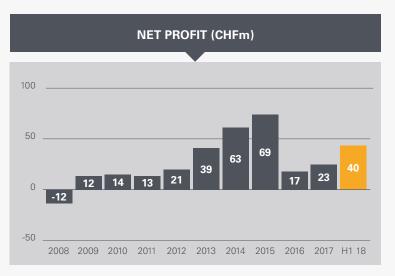
INCOME STATEMENT FOCUS ON SUSTAINABLE, PROFITABLE GROWTH

- Stable fee income generated in different set of market environment
- Cost line under control
- Since reaching break-even in 2008, Leonteq was profitable each year











BALANCE SHEET LIQUID ASSETS AND LIABILITIES

 Own structured investment products and partner issued products are hedged either through derivatives or through listed trading equities/indices

 Derivatives position also contain back-to-back hedges with partners where Leonteq provides hedge services for their derivatives components

- ¹ Trading financial assets & trading inventories
- ² Other financial assets designated at fair value through profit and loss
- ³ Positive replacement values of derivative financial instruments
- ⁴ Other financial liabilities designated at fair value through profit or loss
- ⁵ Negative replacement values of derivative financial instruments CHFbn 2.4; Trading financial liabilities CHFbn 0.2

Ass	ets (CHFbn)	Liabilities (CHFbn)				
Cash & receivables	1.8	1.8	Short-term credit & liabilities			
Trading equities & indices ¹	2.3	3.5	Own structured investment products ⁴			
High-grade investment portfolio ²	1.6					
Derivatives ³	2.7	2.6	Derivatives⁵			
Other assets	0.2	0.1 0.6	Other liabilities Shareholders' equity			
	LIQUIDITY & FINANCING	ISSUANCE & HEDGING				

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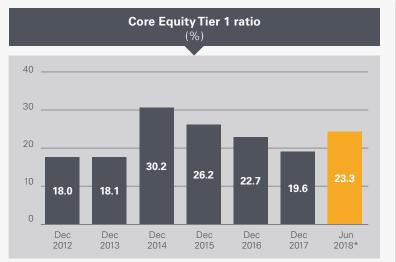


REGULATORY CAPITAL

BUSINESS VOLUMES DRIVE CAPITAL REQUIREMENTS



- Increase in retained earnings of CHF 40.1 million
- Implementation of IFRS 15 reduced capital by CHF -20.7 million on 1 January 2018
- Net proceeds of CHF 118.5 million from capital increase



- FINMA requirement: 10.5%
- CET 1 ratio increased to 23.3% following completion of the rights offering (on a pro-forma basis)

* on a pro-forma basis; including net proceeds of CHF 118m from capital increase



CORPORATE GOVERNANCE

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EXPERIENCED BOARD AND MANAGEMENT TEAM LONG-TERM COMMITTED

- Changed leadership team (new Chairman and new CEO)
- Strong leadership team with long Leonteq experience and financial services track record

Board of Directors (post AGM 2017 ¹)								
	Christopher	Hans	Jörg	Vince	Thomas	Richard	Patrick de	Paulo
	Chambers Chairman	lsler Vice-Chairman	Behrens Member	Chandler Member	Meier Member	Laxer Member	Figueiredo Member	Brügger Member
	(since 2017)	(since 2012)*	(since 2012)		(since 2017)	(since 2017)	(since 2018)	(since 2017)
			Independent	members			Founding partners rep.	Raiffeisen rep.
NRC		\checkmark		Chairman		\checkmark		
AC		Chairman	\checkmark		\checkmark			
RC		\checkmark	Chairman		\checkmark		\checkmark	✓

	Executive Committee									
	CEO Lukas Ruflin Joined: 2007 EC: 2018									
Investment Solutions David Schmid	Insurance & Wealth Planning Solutions Jochen Kühn	Finance & Corporate Services Marco Amato	Risk Reto Quadroni	IT & Operations Manish Patnaik	Legal & Compliance Ingrid Silveri					
Joined: 2008 EC: 2016	Joined: 2008 Joined: 2017 Joined: 2016 Joined: 2009 Joined: 2011 Joined: 2011									

* Member since 2012, Vice-Chairman since 2018



COMPOSITION OF BOARD COMMITTEES INCREASED INDEPENDENCE

- **Board of Directors** AGM 2017 **AGM 2018** Members 7 8 **Board of Directors** 43% 75% Nomination & 100% **Remuneration Committee*** (NRC) Audit Committee 100% 50% (AC) **Risk Committee** 60% 50% (RC) INDEPENDENT MEMBERS NOT-INDEPENDENT MEMBERS ● INDEPENDENCE <=50% ● INDEPENDENCE >50%
- Increased independence and skills of Board of Directors
- Changed composition of board committees
- AC and NRC comprises independent members only
- RC comprises a majority of independent members



LONG TERM COMMITTED BOARD AND EC PERSONAL INVESTMENTS OF CHF 24.6 MILLION IN 2017/2018

Board of Directors	Purchase 2017	40% of director′s fee	Sell 2017	Holding (Shs) 31.12.2017	Purchase YTD 2018	40% of director's fee	Sell YTD 2018	Holding (Shs) 30.09.2018	Market value CHF
Christopher Chambers	194	774	_	5,968	9,870	2,581	_	18,419	920,950
Hans Isler	3,474	1,979	(1,000)	12,259	4,734	1,770	_	18,763	938,150
Jörg Behrens	1,484	1,979	_	9,350	1,051	1,401	_	11,802	590,100
Paulo Brügger				_		_	_	_	_
Vince Chandler	1,000	1,979		16,223	3,117	1,401		20,741	1,037,050
P. de Figueiredo	691	1,562	(70)	6,069	1,671	1,106	_	8,846	442,300
Richard A. Laxer				_	691	1,106		1,797	89,850
Thomas R. Meier	83	332		415	615	1,106	_	2,136	106,800

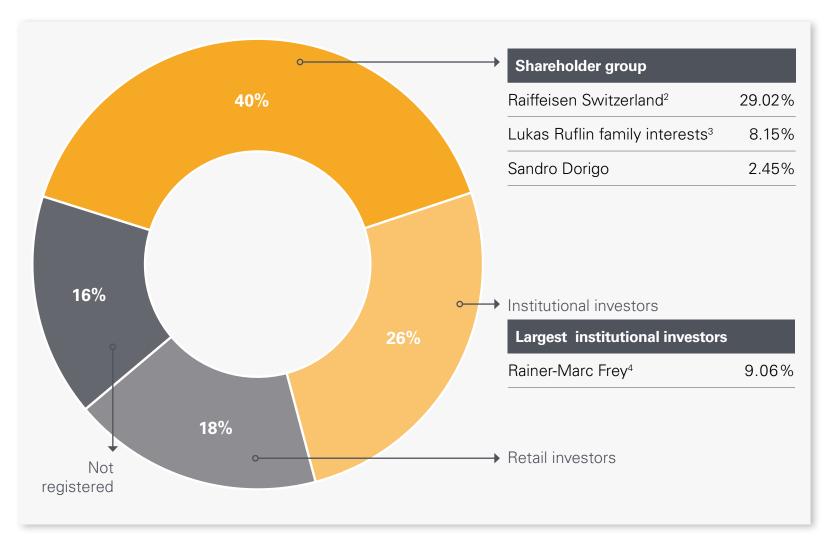
Executive Committee	Purchase 2017	Vested 2017	Sell 2017	Holding 31.12.2017	Purchase YTD 2018	Vested 2018	Sell YTD 2018	Holding 30.09.2018	Market value CHF ¹
Lukas Ruflin ²	247,688	3,645	—	1,283,762	260,555	_	—	1,544,317	77,215,850
Marco Amato	6,000	—	—	7,500	19,221	_	_	26,721	1,336,050
Jochen Kühn	_	—	—	-	—	16,734	—	16,734	836,700
Manish Patnaik		706	_	3,844	_	706	_	4,550	227,500
Reto Quadroni		417	_	699	3,774	416		4,889	244,450
David Schmid	5,000	980	—	13,640	6,306	980		20,926	1,046,300
Ingrid Silveri	_	288	—	288	108	287	_	683	34,150

¹ Based on share price of CHF 50

² 670,688 shares are subject to a lock-up until October 2025; Lukas Ruflin family interests additionally hold call options in relation to 2.9% share held by Raiffeisen



SHAREHOLDER STRUCTURE¹



- ¹ As per Leonteq share register at 7 November 2018 and significant shareholdings disclosures on SIX Swiss Exchange
- ² Includes 2.9% of shares subject to call options held by the Lukas Ruflin family interests
- ³ 670,688 shares are subject to a lock-up until October 2025; Lukas Ruflin family interests additionally hold call options in relation to 2.9% share held by Raiffeisen
- ⁴ H21 Macro Limited / creation of obligation to notify: 31 October 2018
- ⁵ Rainer-Marc Frey additionally holds written put options, representing 2.57% of the outstanding shares



SUMMARY & OUTLOOK

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SUMMARY & OUTLOOK

- Turnaround confirmed with solid H1 2018 performance
- Four major strategic priorities defined with the aim of enhancing the scalability of Leonteq's business and facilitating further growth
- Continued investments in technology platform supported by increase in staff base by approx. 10% (mainly IT specialists) over the next 12 months subject to continued solid business development
- Strong capital position following completion of fully underwritten capital increase with core tier 1 equity of approx. CHF 553 million and core equity tier 1 ratio of 23.3% (on a pro-forma basis)
- Leonteq aims to grow business volumes whilst implementing project SHIP which is expected to be fully operational in 18 to 24 months
- New set of financial targets for 2020







INCOME STATEMENT

CHFm	FY 2015	FY 2016	FY 2017	H1 2017	H2 2017	H1 2018	Change y-o-y
Net fee income	228.7	209.0	247.0	119.4	127.6	145.7	22%
Net trading result	(4.1)	5.5	(25.8)	(16.4)	(9.4)	(3.7)	(77%)
Net interest result	(4.9)	(7.5)	(8.8)	(4.9)	(3.9)	(7.5)	53%
Other ordinary income	_	0.0	3.0	2.1	0.9	1.6	(24%)
Total operating income	219.7	207.0	215.4	100.2	115.2	136.1	36%
Personnel expenses	(94.4)	(111.5)	(113.6)	(56.6)	(57.0)	(60.7)	7%
Other operating expenses	(41.5)	(56.6)	(50.0)	(25.9)	(24.1)	(24.4)	(6%)
Depreciation	(14.6)	(16.8)	(19.2)	(9.3)	(9.9)	(8.1)	(13%)
Changes to provisions	_	(4.5)	(9.3)	(7.2)	(2.1)	(2.5)	(65%)
Total operating expenses	(150.5)	(189.4)	(192.1)	(99.0)	(93.1)	(95.7)	(3%)
Profit/(loss) before taxes	69.2	17.6	23.3	1.2	22.1	40.4	na
Taxes	(0.6)	(0.4)	(0.2)	(0.0)	(0.2)	(0.3)	na
Group net profit/(loss)	68.6	17.2	23.1	1.2	21.9	40.1	na



DETAILS ON INCOME STATEMENT ITEMS

Net trading income (CHFm)	FY 2015	FY 2016	FY 2017	H1 2017	H2 2017	H1 2018
Negative treasury carry	(21.1)	(16.9)	(12.6)	(7.0)	(5.6)	(5.0)
Hedging contribution	17.0	22.4	(13.2)	(9.4)	(3.8)	1.3
Net trading result	(4.1)	5.5	(25.8)	(16.4)	(9.4)	(3.7)

One-off costs per expense line item (CHFm)	FY 2015	FY 2016	FY 2017	H1 2017	H2 2017	H1 2018
Personnel expenses	_	(3.0)	(3.6)	(1.6)	(2.0)	-
Other operating expenses	_	(1.5)	(1.1)	(1.1)	_	_
Depreciation	_	(1.0)	(1.9)	(0.9)	(1.0)	_
Provisions	_	(4.5)	(9.3)	(7.2)	(2.1)	(2.5)
Total one-off costs	_	(10.0)	(15.9)	(10.8)	(5.1)	(2.5)



STAFF BASE

FTE by region	31.12.2015	31.12.2016	31.12.2017	30.06.2018
Switzerland	343	350	305	309
Europe	63	84	70	71
Asia	57	76	65	65
Total FTEs	463	510	440	445

FTE by function	31.12.2015	31.12.2016	31.12.2017	30.06.2018
Business units	179	215	178	181
Whereof sales	91	125	88	85
Shared services	284	295	262	264
Whereof IT	95	110	99	108
Total FTEs	463	510	440	445



KEY PERFORMANCE INDICATORS¹

Group KPIs	FY 2015	FY 2016	FY 2017	H1 2017	H2 2017	H1 2018
Cost-income ratio	69%	91%	89%	99%	81%	70%
Return on equity	17%	4%	6%	1%	11%	19%
Investment Solutions						
Platform assets (CHFbn) ²	7.9	9.2	11.4	10.2	11.4	13.2
Whereof issuance partner business (CHFbn)	4.7	6.8	8.4	7.5	8.4	9.7
Whereof issuance partner business (%)	59%	74%	74%	74%	74%	73%
Turnover (CHFbn)	18.6	20.9	26.8	12.9	13.9	15.9
Whereof issuance partner business (CHFbn)	10.4	15.6	18.3	9.1	9.2	11.0
Whereof issuance partner business (%)	56%	75%	68%	71%	66%	69%
Fee income margin (bps)	114	94	84	84	84	83
Issuance partner margin (bps)	111	85	82	85	80	71
Leonteq margin (bps)	119	121	89	84	93	110
Insurance & Wealth Planning Solutions						
Number of insurance partners ²	1	1	2	1	2	2
Number of outstanding policies ²	23,632	26,781	33,388	29,455	33,388	37,150

¹ See appendix, page 34 for detailed definitions of KPIs

² At the end of the respective period



KEY PERFORMANCE INDICATORS DEFINITIONS

Platform assets Platform assets are defined as the outstanding volume of products issued and traded through Leonteq's platform

Return on equity Return on equity has been calculated as the ratio of annualised group net profit to average shareholders' equity

Turnover Turnover has been calculated as the aggregated notional amount of structured products issued through Leonteq's platform plus the aggregated notional amount of structured products traded through Leonteq's platform

Margin Margin has been calculated as net fee income relative to turnover in basis points

- **Number of clients** Number of clients defined as clients (financial institutions, asset managers, insurance brokers, business introducers, institutional investors and insurance companies), which pursuant to a distribution agreement arranged or entered into with the Group, made at least one primary or secondary market transaction in the respective period on account of their respective clients or for their own account. Given the focus on distribution agreements, where global financial institutions of which two separate legal entities or locations of a global financial institution have entered into two separate distribution agreements with the Group, these are calculated as two separate clients.
- **Issuance partners** Companies or company groups in the banking or financial service industry with which Leonteq has established cooperation arrangements relating to one or several of the following, depending on the scope of cooperation: hedging arrangements, distribution, market making, product life-cycle management, or further services related to issuance of structured investment products.
- **Insurance partners** Companies or company groups in the insurance industry with which Leonteq has established cooperation arrangements relating to life insurance and capitalisation products, and where Leonteq, depending on the scope of cooperation, provides for a product platform that covers a range of product types for every life-cycle stage and enables the partner to launch and maintain tailor made products, as well as further services such as advice and provision of investment concepts for individual payment plans.

Number of outstanding policies Defined as number of outstanding unit-linked life insurance policies serviced on Leonteq's platform