

ZURICH, 15 NOVEMBER 2018

# **CREDIT SUISSE EQ MID CAP CONFERENCE 2018** LEONTEQ AG | PRESENTATION





#### LEGAL DISCLAIMER

#### Not for release, publication or distribution in the United States of America, Canada, Japan or Australia

This document is not an offer to sell or a solicitation of offers to purchase or subscribe for shares or any other securities. This document is not a prospectus within the meaning of Article 652a of the Swiss Code of Obligations or Article 27 et seq. of the listing rules of SIX Swiss Exchange AG or any other regulated trading venue in Switzerland or a prospectus under any other applicable laws. Copies of this document may not be sent to jurisdictions, or distributed in or sent from jurisdiction, in which this is barred or prohibited by law. The information contained herein shall not constitute an offer to sell or the solicitation of an offer to buy, in any jurisdiction in which such offer or solicitation would be unlawful prior to registration, exemption from registration or qualification under the securities laws of any jurisdiction. A decision to invest in securities of Leonteq AG should be based exclusively on the issue and listing prospectus published by Leonteq AG for such purpose. Copies of such issue and listing prospectus (and any supplements thereto) are available free of charge in Switzerland from Leonteq AG, Investor Relations, Europaallee 39, 8004 Zurich, Switzerland (telephone number: +41 58 800 1855; email: investorrelations@leonteq.com).

This document is not for publication or distribution in the United States of America, Canada, Australia or Japan and it does not constitute an offer or invitation to subscribe for or purchase any securities in such countries or in any other jurisdiction. In particular, the document and the information contained herein should not be distributed or otherwise transmitted into the United States of America or to publications with a general circulation in the United States of America. The securities referred to herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), or the laws of any state, and may not be offered or sold in the United States of America absent registration under or an exemption from registration under the Securities Act. There will be no public offering of the securities in the United States of America.

The information contained herein does not constitute an offer of securities to the public in the United Kingdom. No prospectus offering securities to the public will be published in the United Kingdom. This document is only being distributed to and is only directed at (i) persons who are outside the United Kingdom or (ii) to investment professionals falling within article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "FSMA Order") or (iii) persons falling within Articles 49(2)(a) to (d), "high net worth companies, unincorporated associations, etc." of the FSMA Order, and (iv) persons to whom an invitation or inducement to engage in investment activity within the meaning of Section 21 of the Financial Services and Markets Act 2000 may otherwise be lawfully communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). The securities are only available to, and any invitation, offer or agreement to subscribe, purchase or otherwise acquire such securities will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this document or any of its contents.

Any offer of securities to the public that may be deemed to be made pursuant to this communication in any member state of the European Economic Area (each an "EEA Member State") that has implemented Directive 2003/71/EC (as amended, including by Directive 2010/73/EU, and together with any applicable implementing measures in any EEA Member State, the "Prospectus Directive") is only addressed to qualified investors in that EEA Member State within the meaning of the Prospectus Directive.

This publication may contain specific forward-looking statements, e.g. statements including terms like "believe", "assume", "expect", "forecast", "project", "may", "could", "might", "will" or similar expressions. Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may result in a substantial divergence between the actual results, financial situation, development or performance of Leonteq AG and those explicitly or implicitly presumed in these statements. Against the background of these uncertainties, readers should not rely on forward-looking statements. Leonteq AG assumes no responsibility to up-date forward-looking statements or to adapt them to future events or developments.

© Leonteq AG 2018. All rights reserved.







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



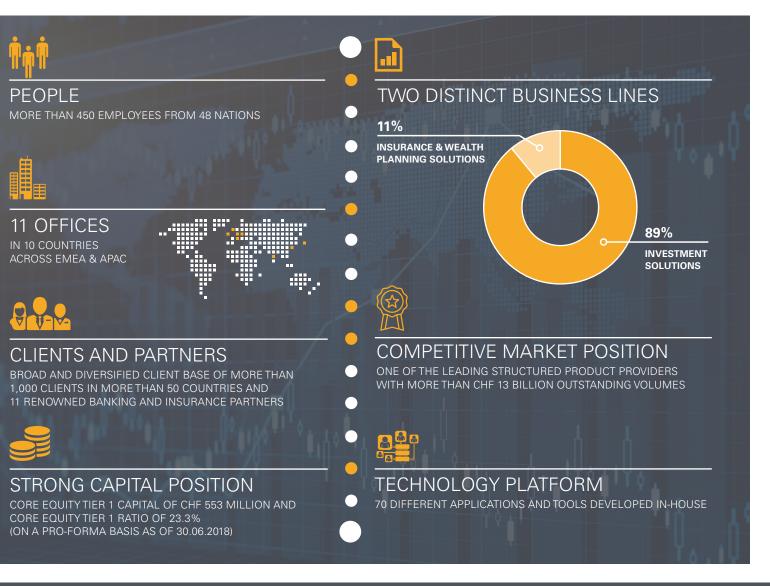


4



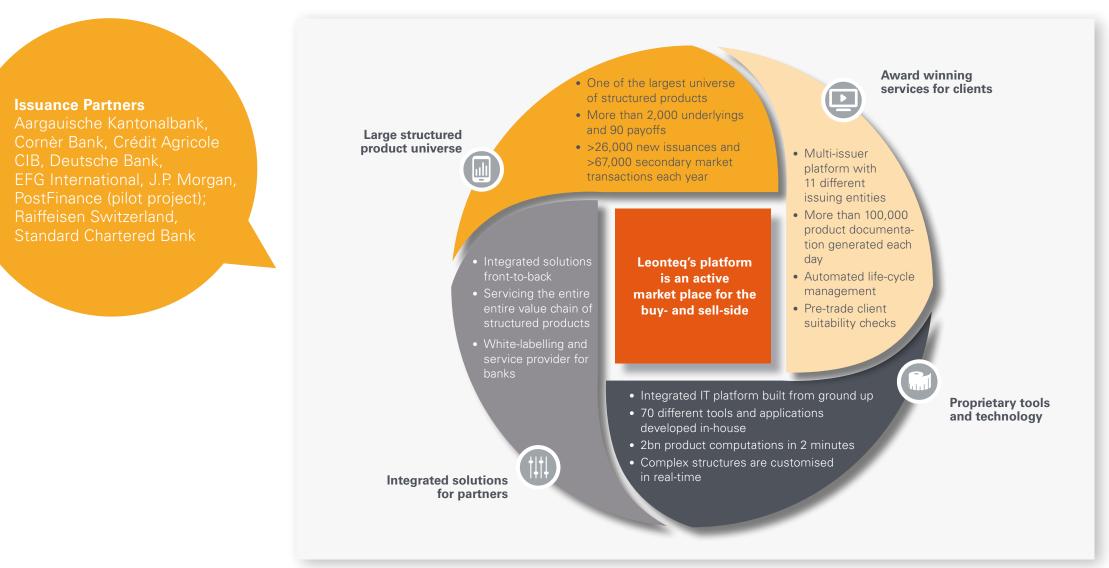
## **OUR BUSINESS** INDEPENDENT EXPERTS IN STRUCTURED PRODUCTS

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





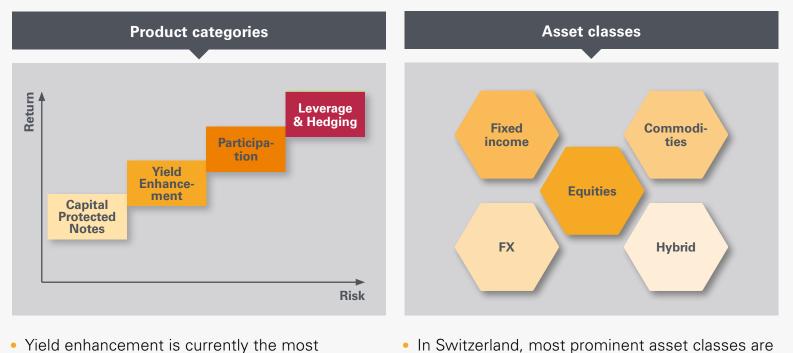
## **BUSINESS LINE 1 | INVESTMENT SOLUTIONS** CONNECTING BUYERS AND SELLERS OF STRUCTURED PRODUCTS





### **PRODUCT RANGE**

## LARGE UNIVERSE OF PAYOFFS AND ASSET CLASSES



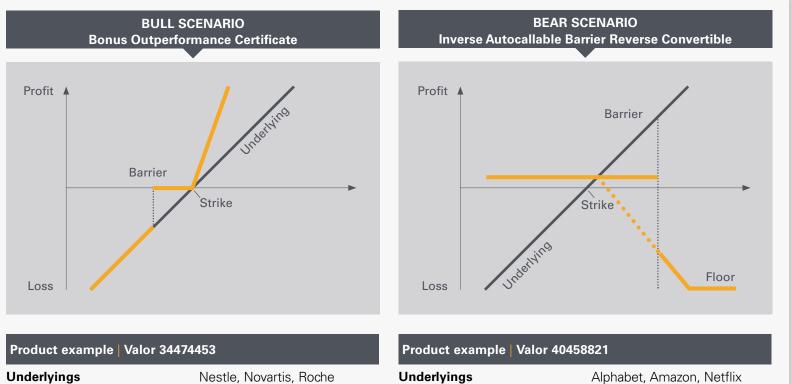
- Yield enhancement is currently the most demanded product category in the Swiss market, followed by leverage products
- Leonteq's client predominantly buy yield enhancement products

 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

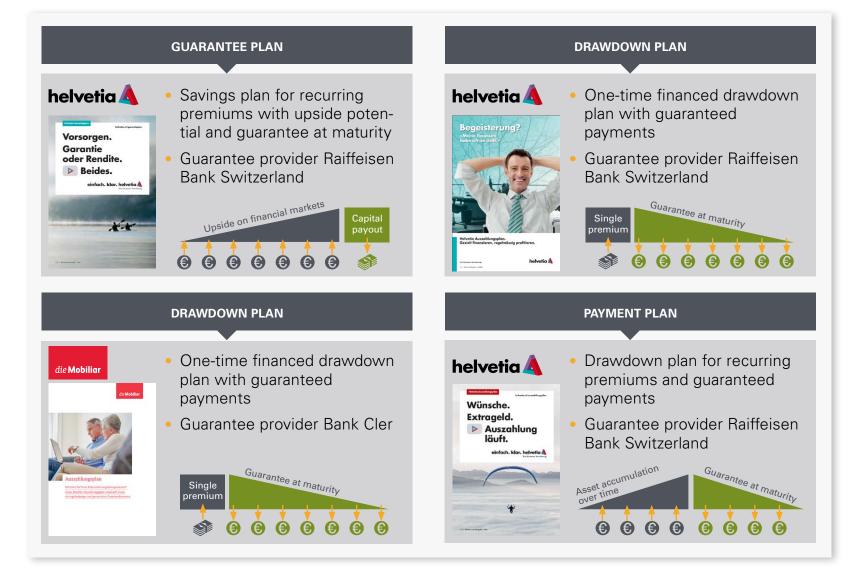
## BUSINESS LINE 2 | INSURANCE & WEALTH PLANNING SOLUTIONS OFFERING AND OPERATING MODEL

- 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

CREDIT SUISSE EQ MID CAP CONFERENCE 2018 ZURICH, 15 NOVEMBER 2018

## **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

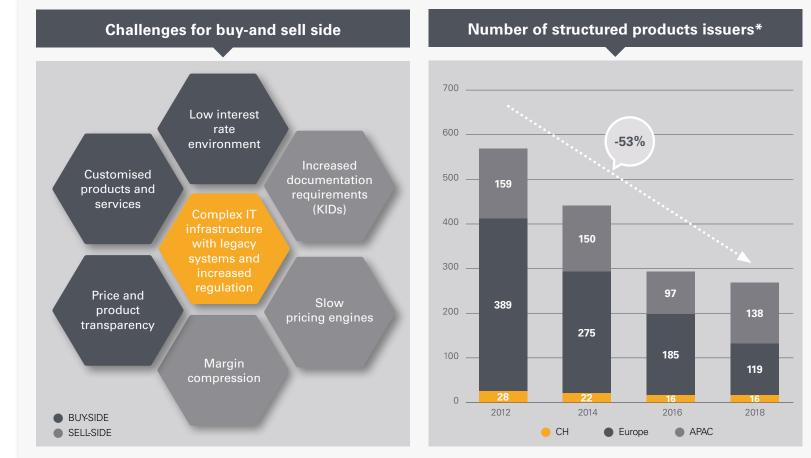
#### Participating banks

- 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





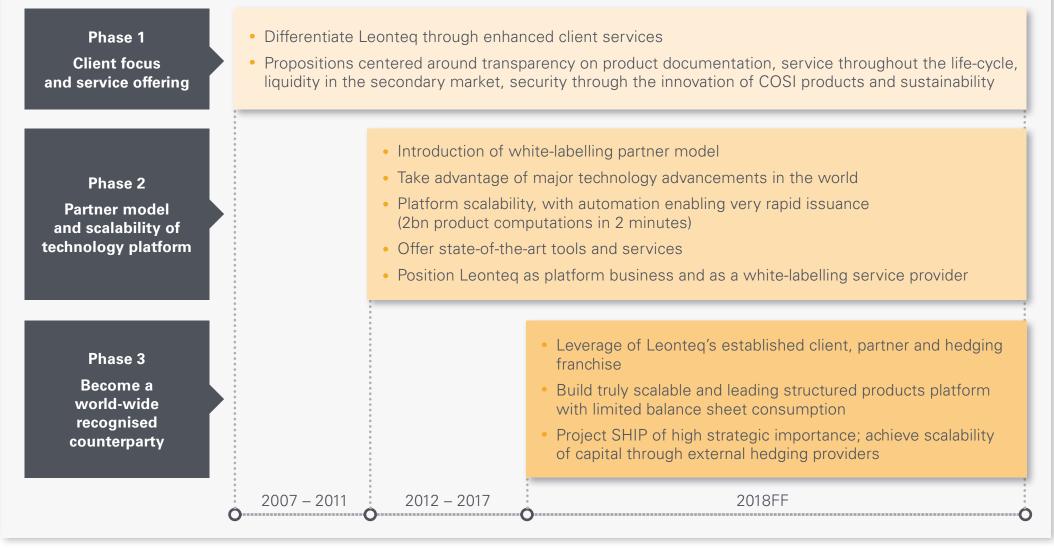
Net fee income (CHFm)	FY 2016	FY 2017	Change	H1 2017	H1 2018	Change
Switzerland	81.7	102.3	<u>у-о-у</u> 25%	49.7	63.3	<b>у-о-у</b> 27%
EMEA	97.3	108.5	12%	50	64.3	29%
APAC	30	36.2	21%	19.7	18.1	-8%







## **LEONTEQ BUSINESS MODEL** AGGREGATE TURNOVER AT MARGINAL COSTS





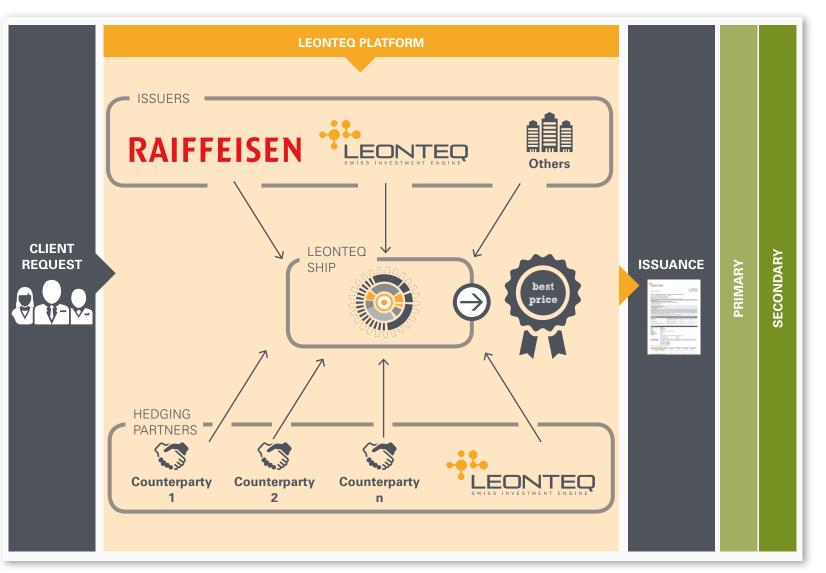
## **STRATEGIC PRIORITIES** CREATE THE BASIS FOR SUSTAINABLE GROWTH





## **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

CREDIT SUISSE EQ MID CAP CONFERENCE 2018 ZURICH, 15 NOVEMBER 2018

# 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





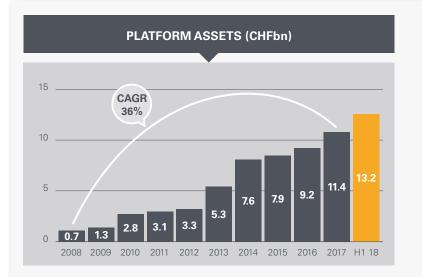
# FINANCIAL PERFORMANCE

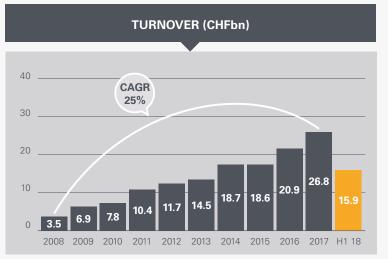
CREDIT SUISSE EQ MID CAP CONFERENCE 2018 ZURICH, 15 NOVEMBER 2018

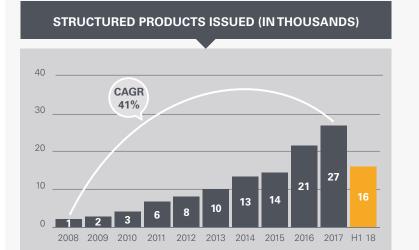


### **BUSINESS METRICS**

## CONSISTENT STRONG DOUBLE DIGIT GROWTH RATES







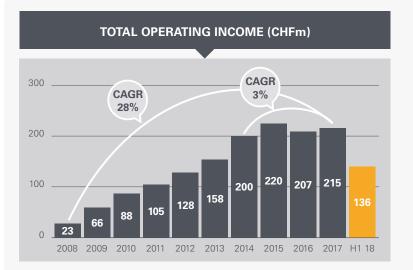
#### **OUTSTANDING INSURANCE POLICIES (IN THOUSANDS)**

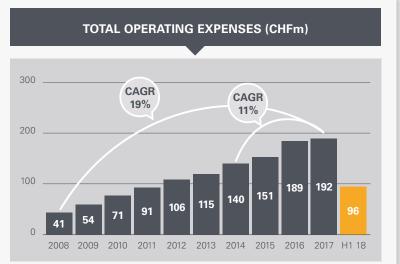


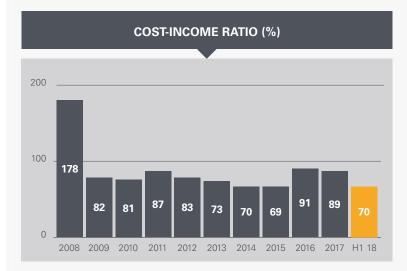


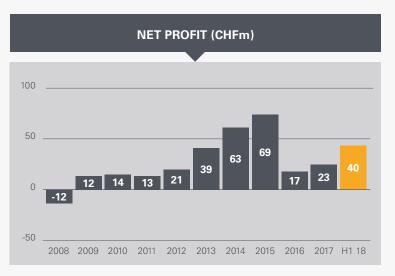
## **INCOME STATEMENT** FOCUS ON SUSTAINABLE, PROFITABLE GROWTH

- 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

- <sup>1</sup> Trading financial assets & trading inventories
- <sup>2</sup> Other financial assets designated at fair value through profit and loss
- <sup>3</sup> Positive replacement values of derivative financial instruments
- <sup>4</sup> Other financial liabilities designated at fair value through profit or loss
- <sup>5</sup> 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 <sup>1</sup>	2.3	3.5	Own structured investment products <sup>4</sup>			
High-grade investment portfolio <sup>2</sup>	1.6					
Derivatives <sup>3</sup>	2.7	2.6	Derivatives⁵			
Other assets	0.2	0.1 0.6	Other liabilities Shareholders' equity			
	LIQUIDITY & FINANCING	ISSUANCE & HEDGING				

23

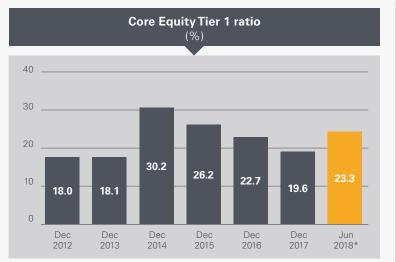


## **REGULATORY CAPITAL**

## 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

CREDIT SUISSE EQ MID CAP CONFERENCE 2018 ZURICH, 15 NOVEMBER 2018



## **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 <sup>1</sup> )								
	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

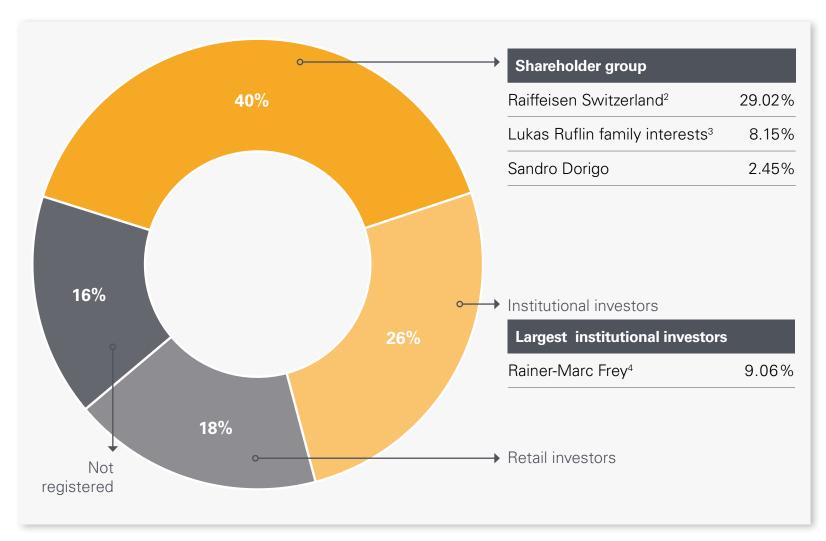
Executive Committee	Purchase 2017	Vested 2017	Sell 2017	Holding 31.12.2017	Purchase YTD 2018	Vested 2018	Sell YTD 2018	Holding 30.09.2018	Market value CHF <sup>1</sup>
Lukas Ruflin <sup>2</sup>	247,688	3,645	—	1,283,762	260,555	_	—	1,544,317	77,215,850
Marco Amato	6,000	—	—	7,500	19,221	_	_	26,721	1,336,050
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

<sup>1</sup> Based on share price of CHF 50

<sup>2</sup> 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 STRUCTURE<sup>1</sup>



- <sup>1</sup> As per Leonteq share register at 7 November 2018 and significant shareholdings disclosures on SIX Swiss Exchange
- <sup>2</sup> Includes 2.9% of shares subject to call options held by the Lukas Ruflin family interests
- <sup>3</sup> 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
- <sup>4</sup> H21 Macro Limited / creation of obligation to notify: 31 October 2018
- <sup>5</sup> Rainer-Marc Frey additionally holds written put options, representing 2.57% of the outstanding shares



# SUMMARY & OUTLOOK

CREDIT SUISSE EQ MID CAP CONFERENCE 2018 ZURICH, 15 NOVEMBER 2018



## **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 INDICATORS<sup>1</sup>**

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) <sup>2</sup>	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 <sup>2</sup>	1	1	2	1	2	2
Number of outstanding policies <sup>2</sup>	23,632	26,781	33,388	29,455	33,388	37,150

<sup>1</sup> See appendix, page 34 for detailed definitions of KPIs

<sup>2</sup> 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