

Banque Cantonale de Genève

ZKB Swiss Equity Conference, 8 November 2024





Nicolas Krügel

CEO



Our
Identity.

Our Identity.

1816 1st cantonal bank

995 Employees in Switzerland and abroad

+250,000 Clients

2.2 bn Shareholders' equity

31.3 bn Total balance sheet

36.6 bn Total AuM

Rooted in Geneva, open to the world



Universal in its offering and its capabilities

INDIVIDUALS & DIGITAL BANKING

Day-to-day banking services

Savings

Pension planning

Investments

Housing financing

Consumer financing

CORPORATE BANKING & TRADE FINANCE

Corporate finance

Cash management

Property and construction finance

Global commodity finance

Financial services & markets

Corporate advisory

Mezzanine and equity solutions

PRIVATE BANKING & ASSET MANAGEMENT

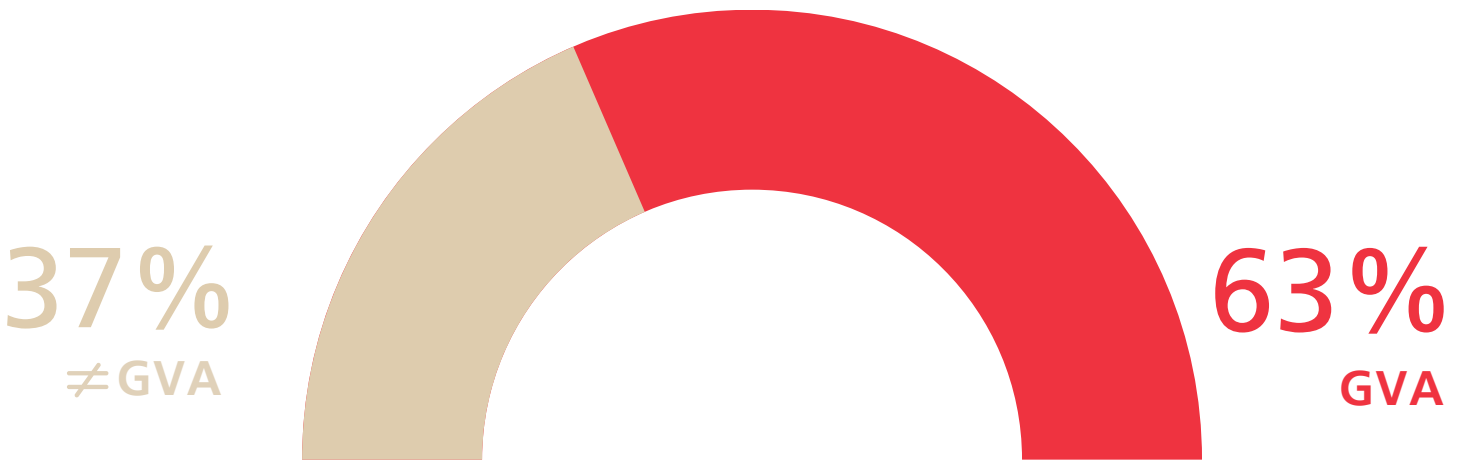
Wealth management for private clients and entrepreneurs

Asset management solutions for institutional clients

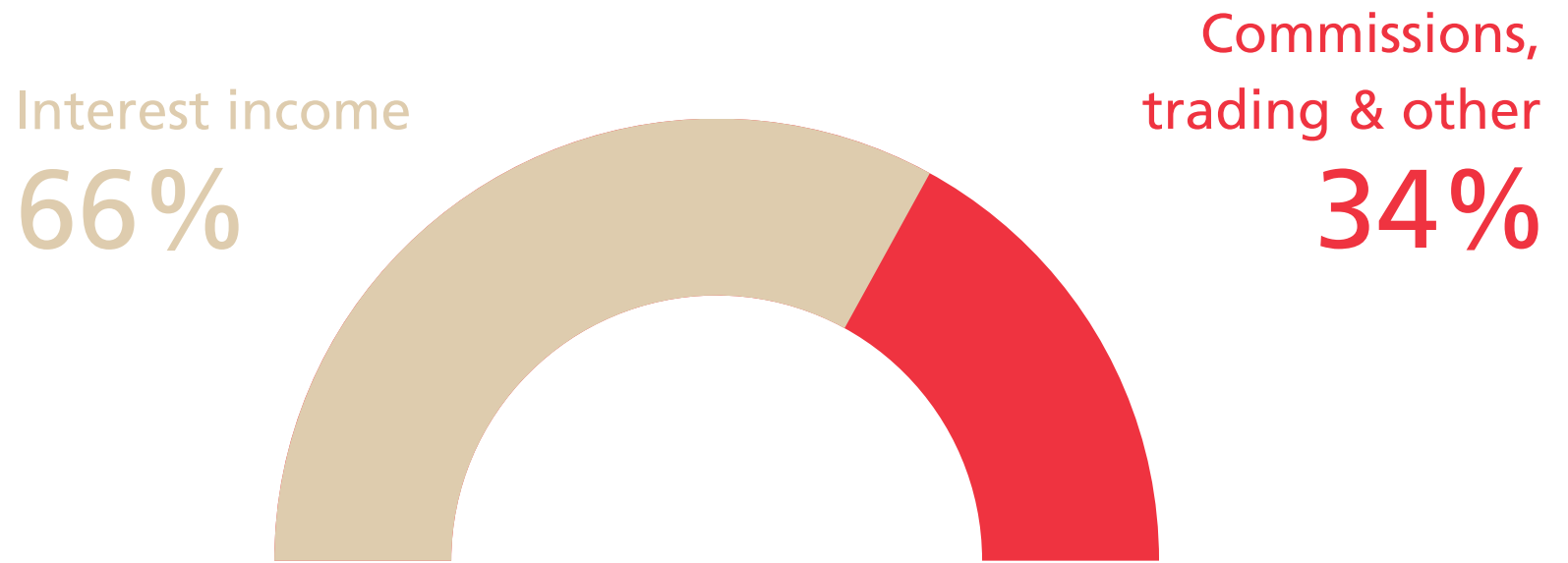
Services to independent wealth managers

Advisory for associations and IGOs

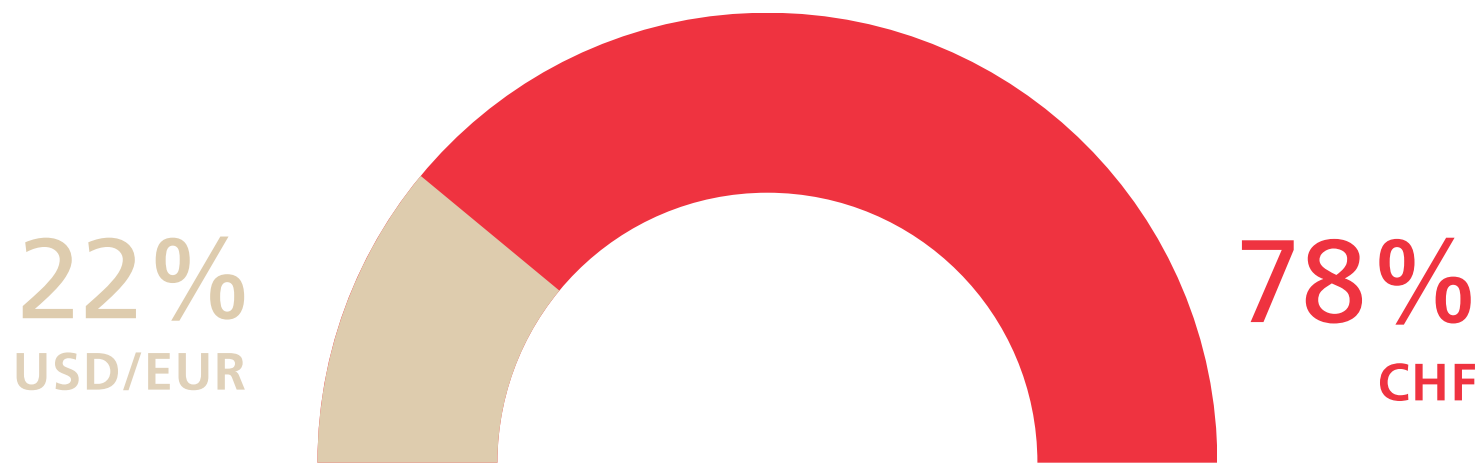
Broadly diversified in its revenue streams



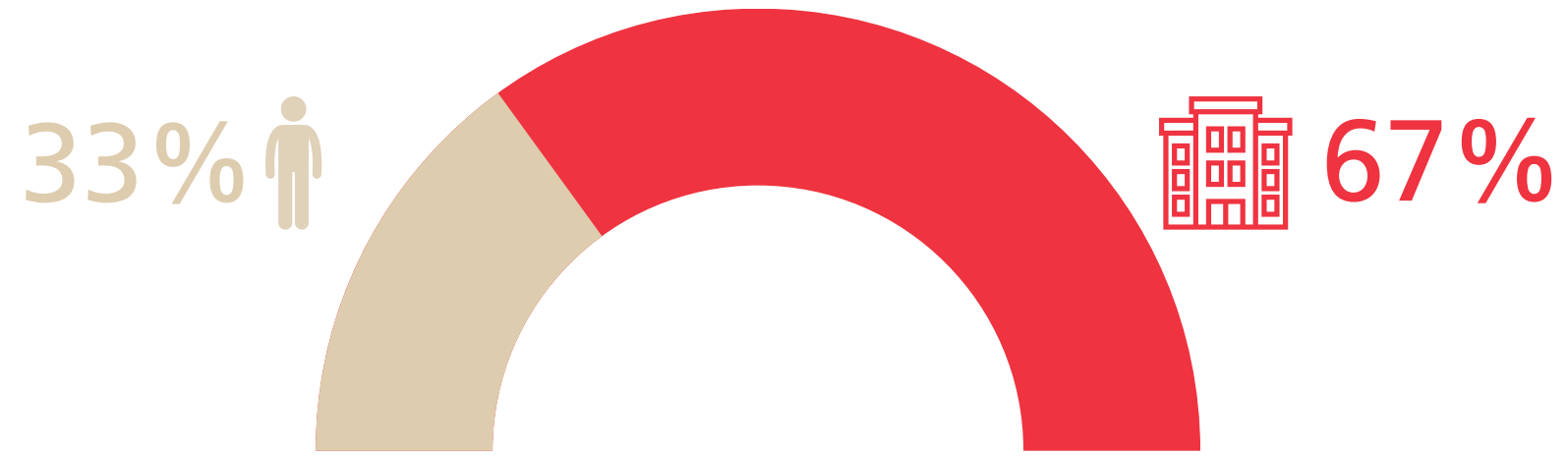
BUSINESS LOCATION



REVENUE DRIVERS



CURRENCIES

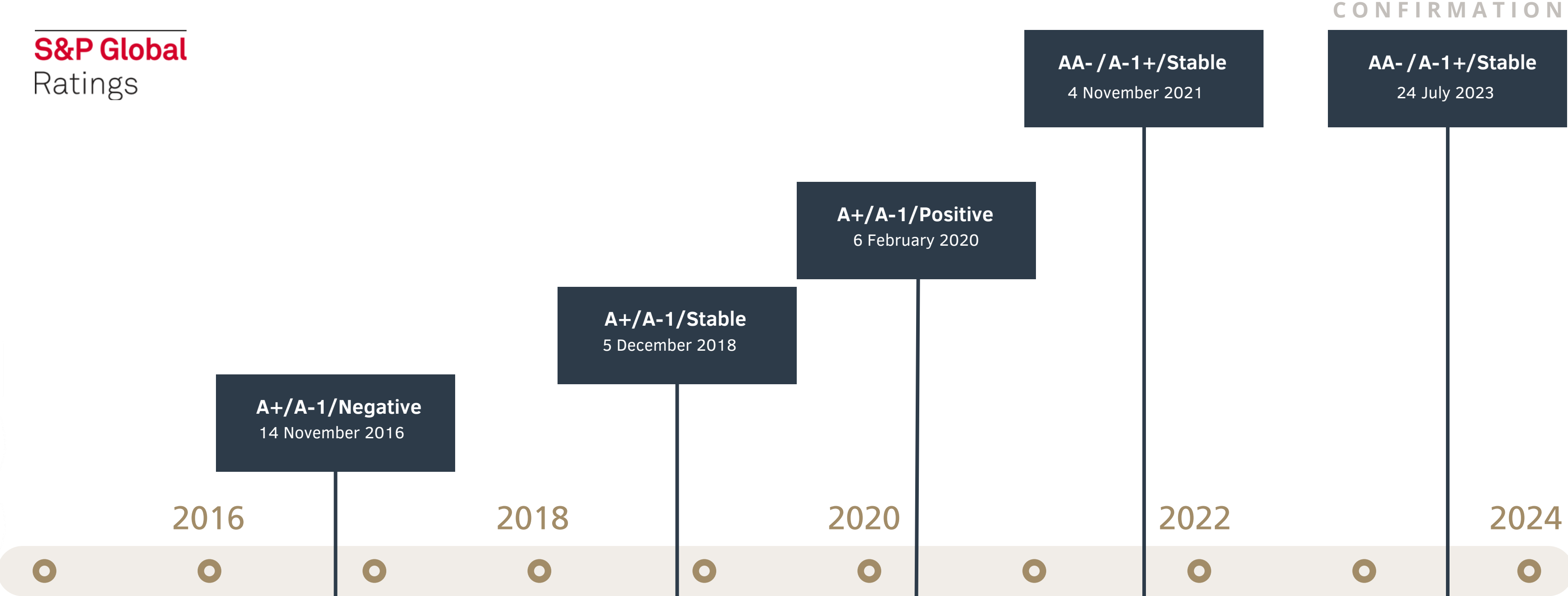


CLIENT TYPE

Our Standard & Poor's rating

AA- / A-1+ / Stable

S&P Global
Ratings



Results

as at 30 June 2024.



GROWTH

- Accelerated growth in business volumes, both in terms of loans and assets under management
- Resilience of operating profit and net profit



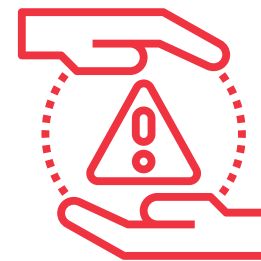
COST CONTROL

- Increase in expenses driven by strong business volumes and substantial investment
- Stable cost/income ratio



HIGHLIGHTS

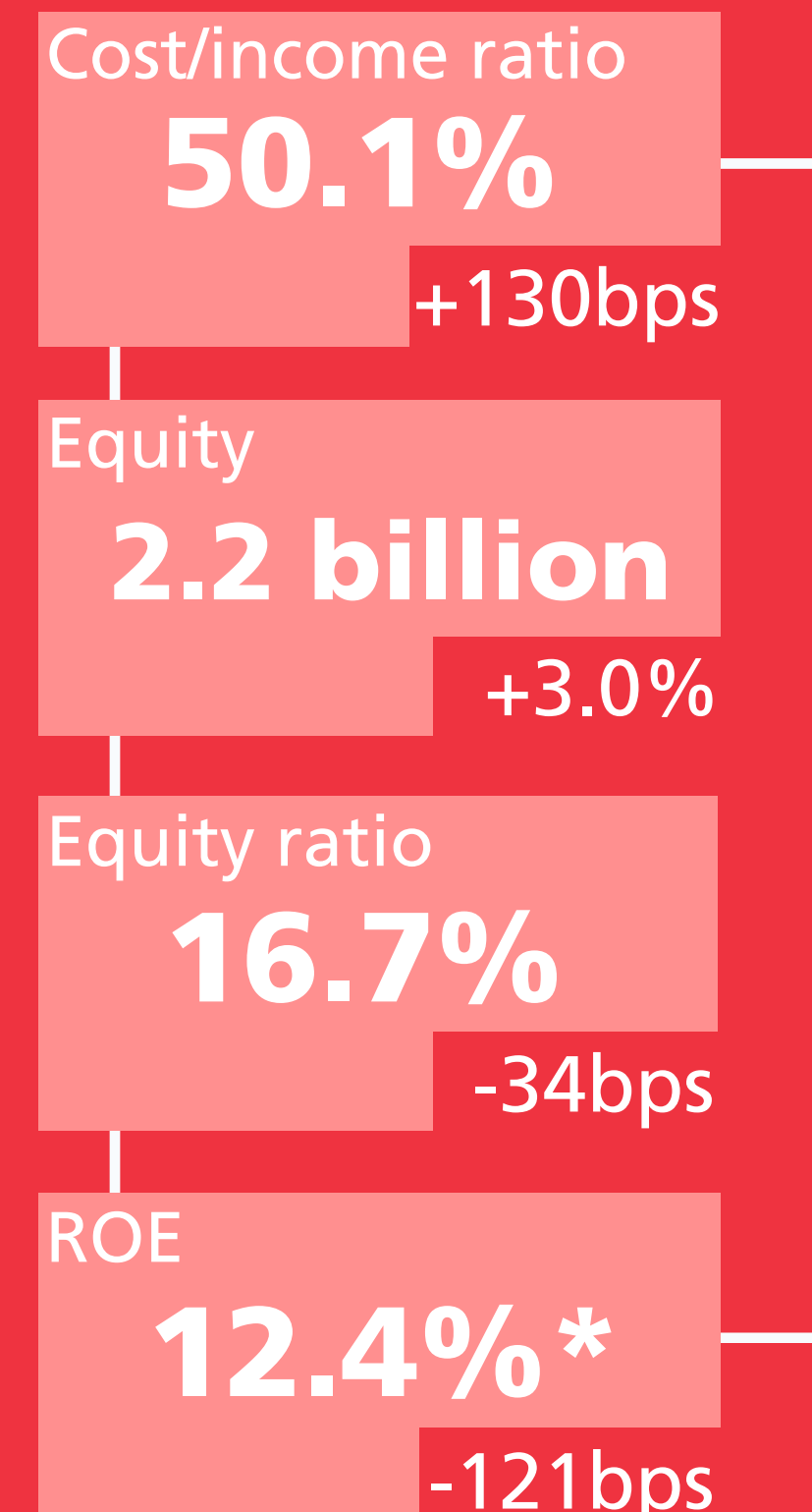
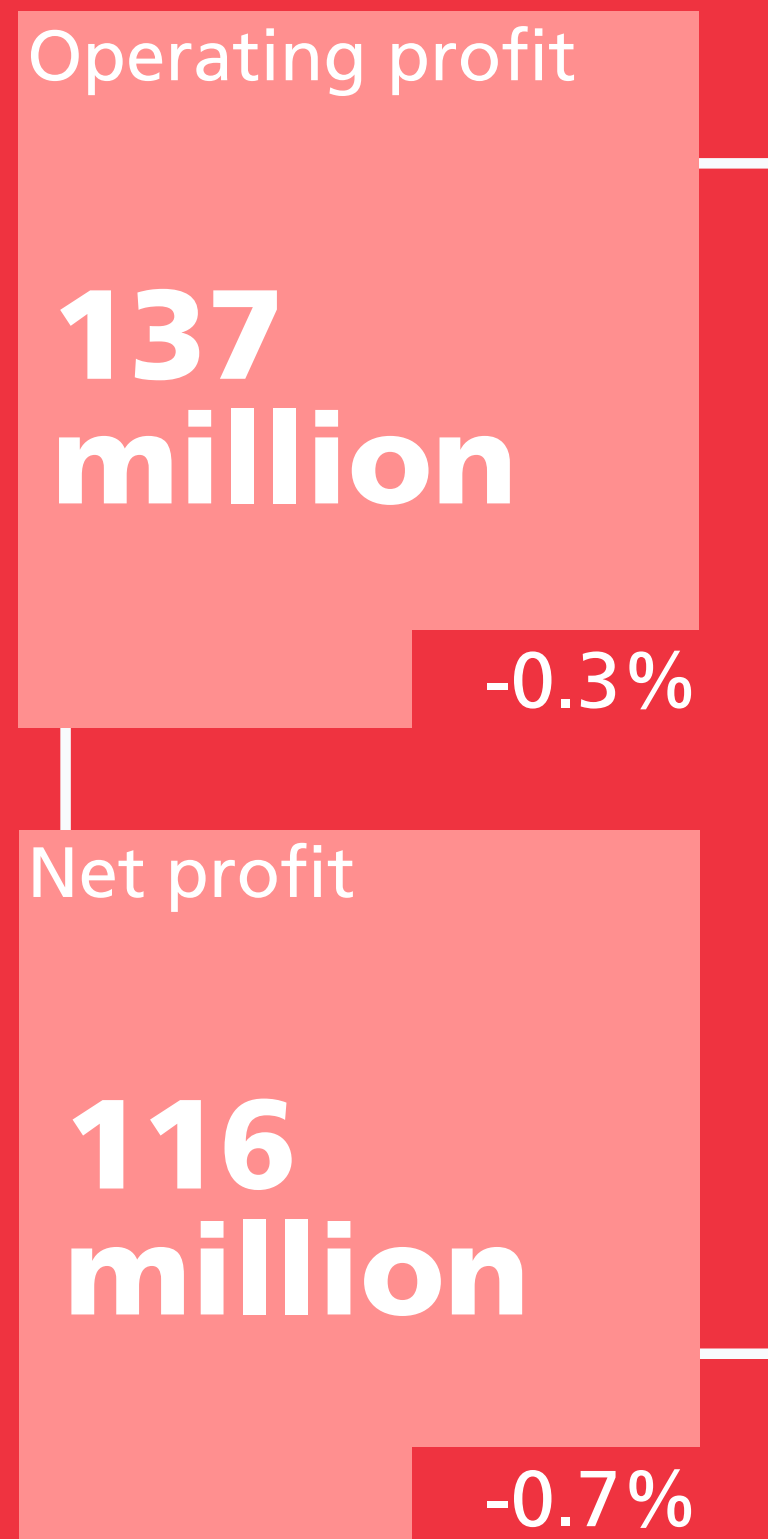
- Issue of a senior social loan
- Capital increase for La Foncière
- Acquisition of Mont-Fort Funds AG



RISK MANAGEMENT

- Broad business model, based on 14 core businesses
- Diversified, high-quality assets in an uncertain economic climate

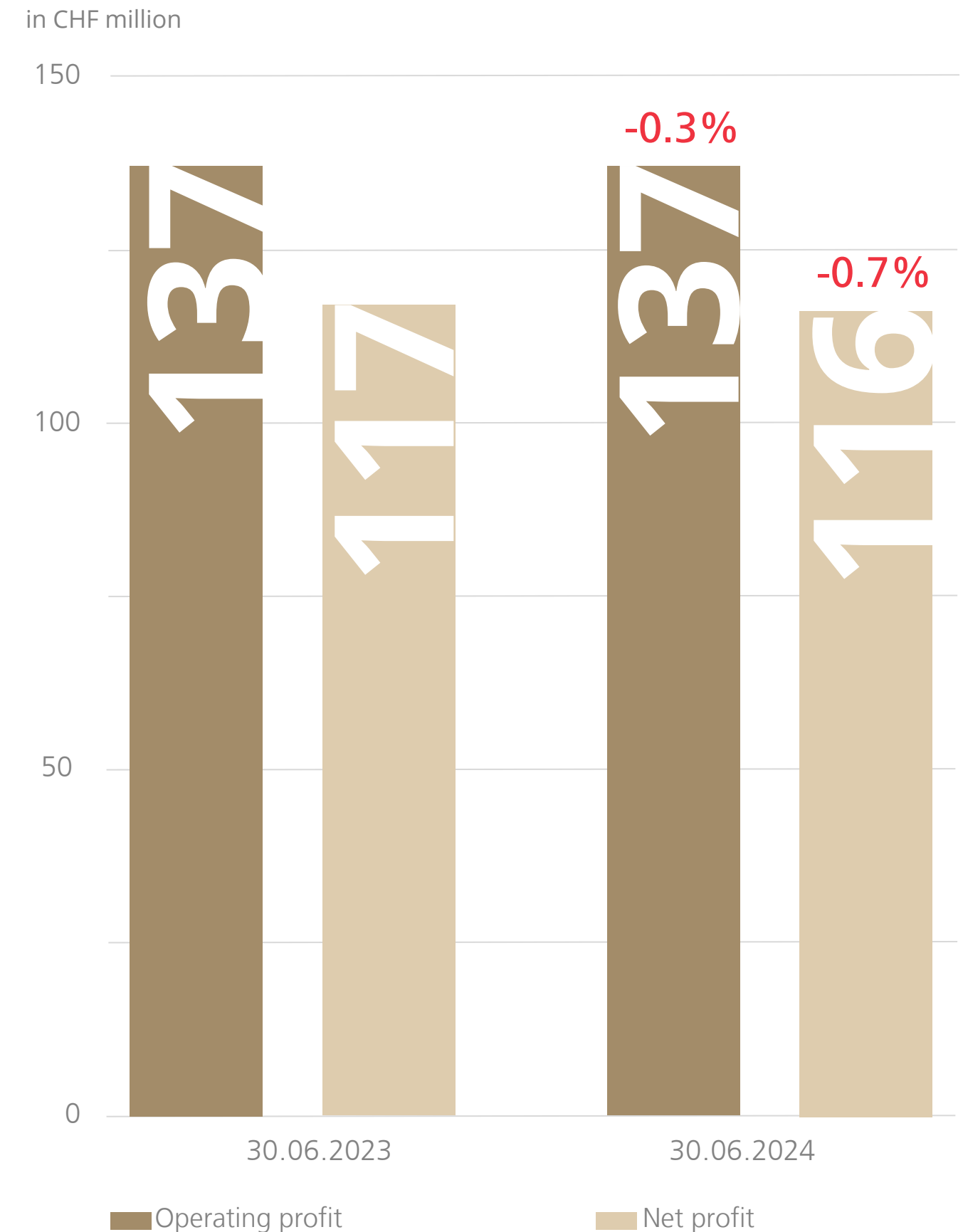
Key indicators



*ROE vs. operational profit

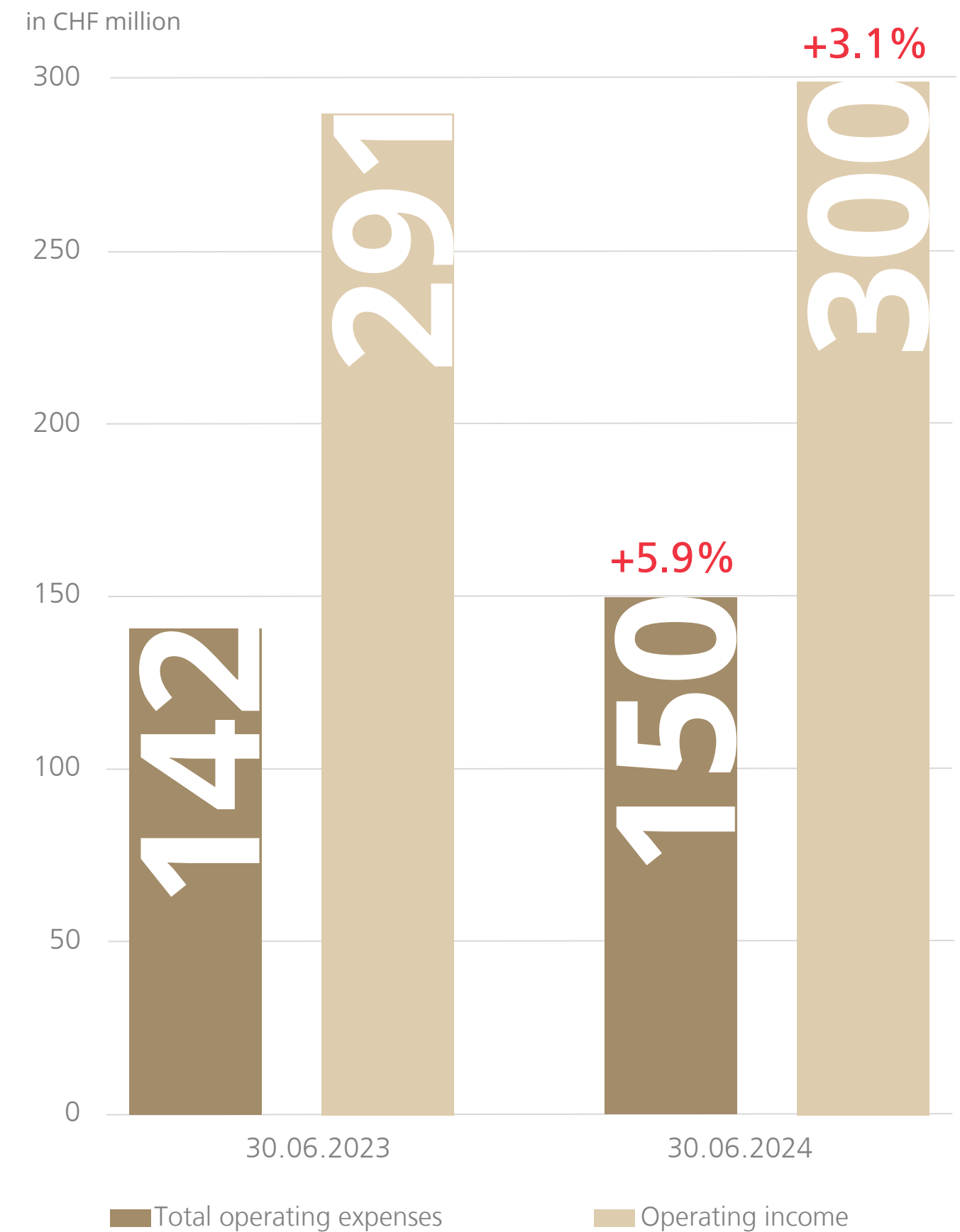
Resilient operating profit and net profit

- ▶ Operating profit remained at a record level, driven by growth in all the Bank's business segments and good risk management.
- ▶ Operating profit and net profit showed remarkable resilience amid falling interest rates.



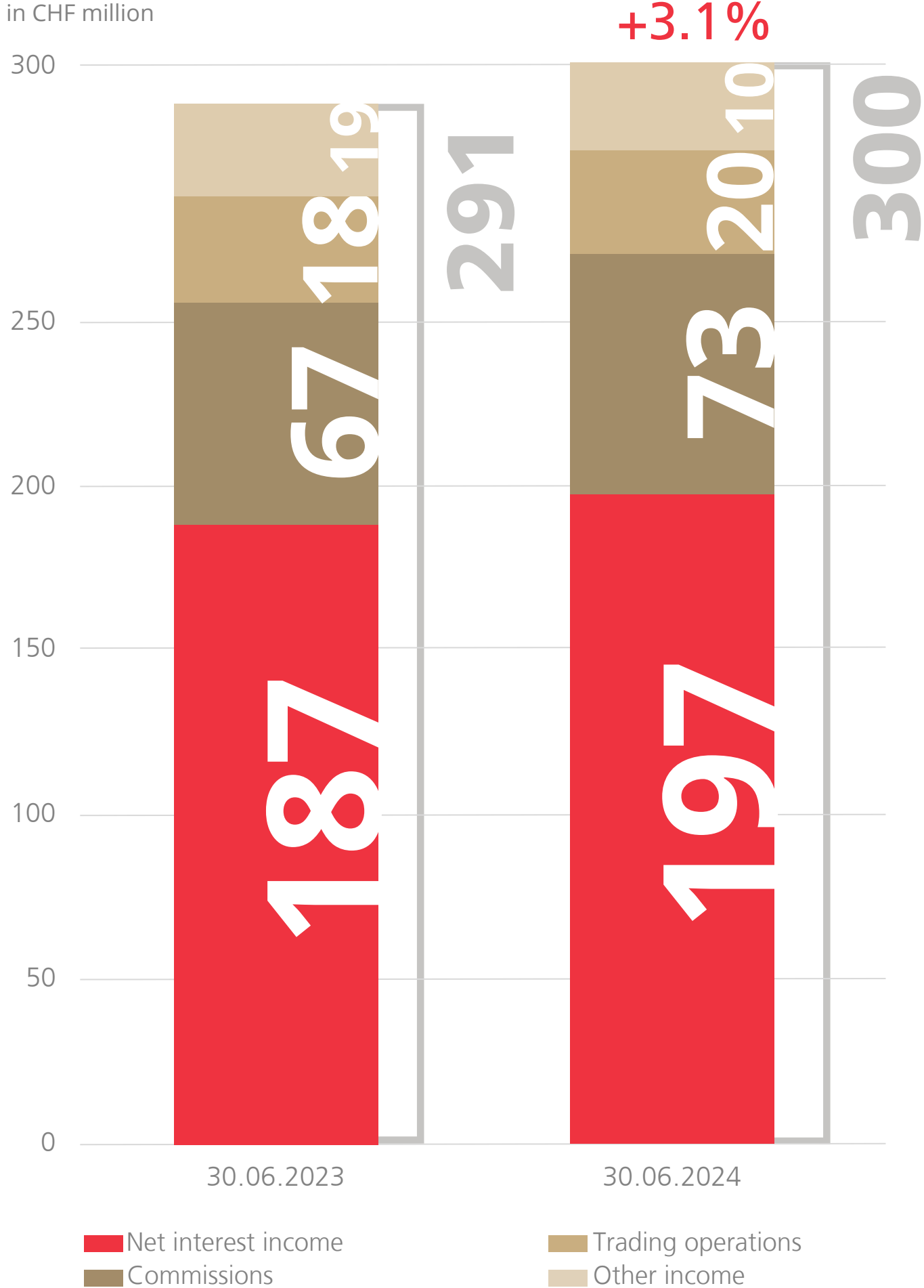
Increase in turnover

- ▶ Turnover is up, reflecting strategic positioning that fully captures the dynamism, both domestic and international, of the Geneva economy.
- ▶ Operating expenses reflect the trend of investment in digitalisation and commercial development.



Diversity of turnover

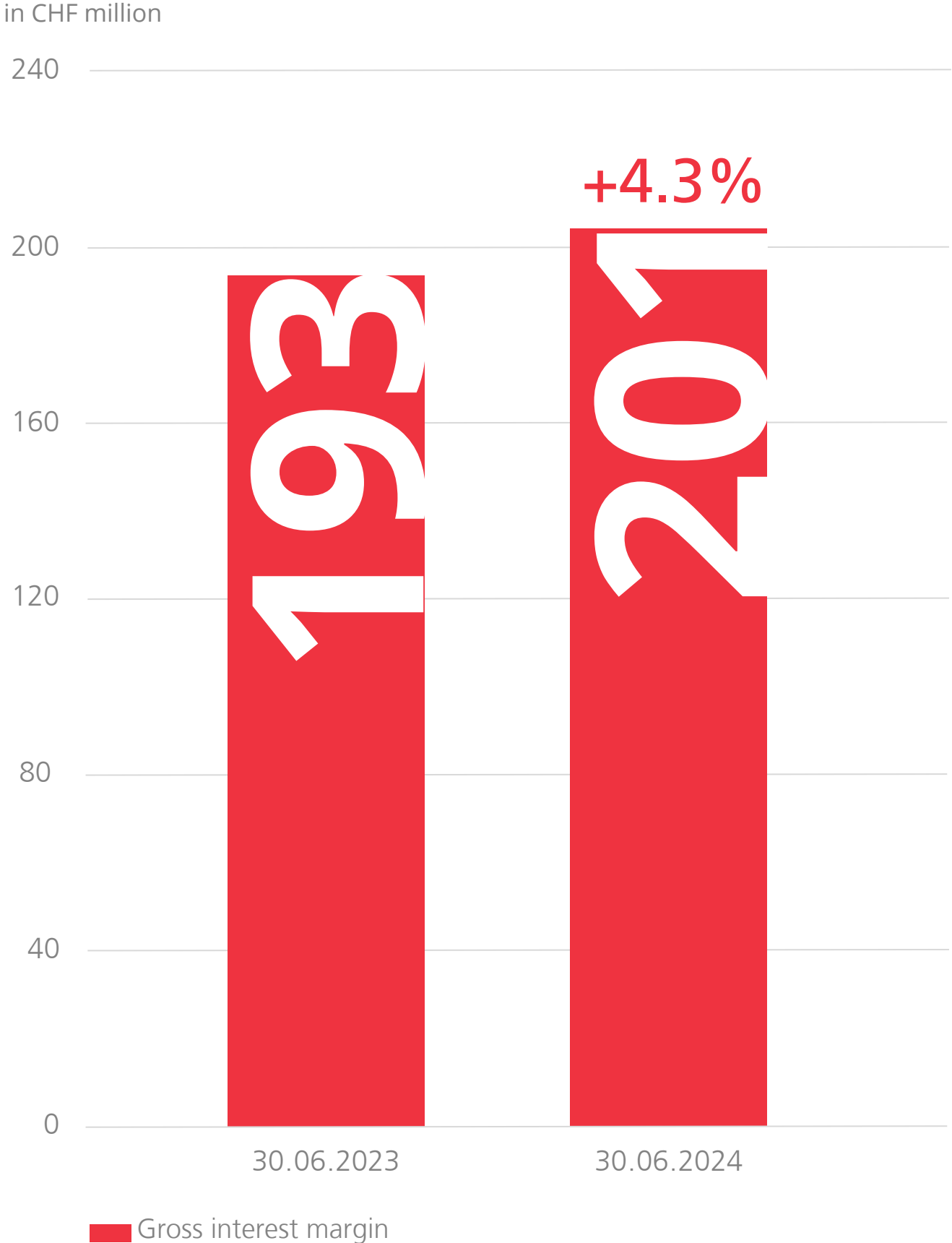
- ▶ Net interest income rose satisfactorily, reflecting growth in financing and efficient ALM management.
- ▶ Commissions reached a record level, driven by wealth management, securities transactions and banking services.
- ▶ Growth in trading operations was boosted by foreign exchange activities.
- ▶ Other results were influenced by equity financing for SMEs and fluctuations in the value of the Bank's own financial assets.



Robust interest margin

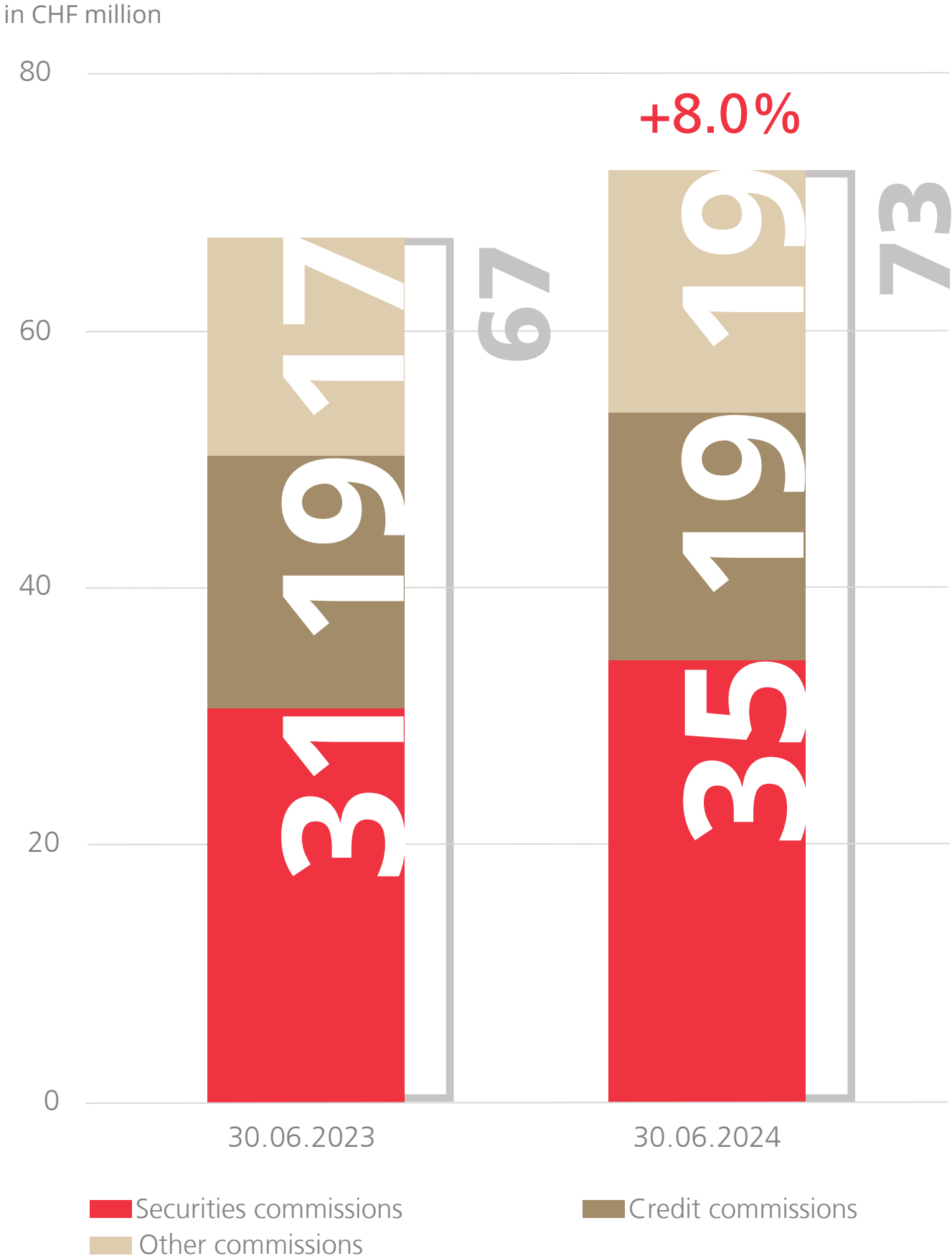
- ▶ Gross interest margin topped the CHF 200 million mark, setting a new record.
- ▶ This remarkable increase was achieved against a backdrop of falling interest rates and a slight steepening of the yield curve (2-10 year spread).
- ▶ Growth in financing volumes, combined with an effective ALM strategy, enabled the Bank to maintain its margin rate.

Margin rate
1.31%
-1bp



Record commission results

- ▶ The 12% rise in securities commissions was driven by the success of management mandates, investment funds and favourable trends in asset values.
- ▶ The decline in lending fees mainly reflects the slowdown in the French subsidiary's real estate financing business (-1%).
- ▶ Other commissions reflect business growth in retail banking in branches and online (+11%).

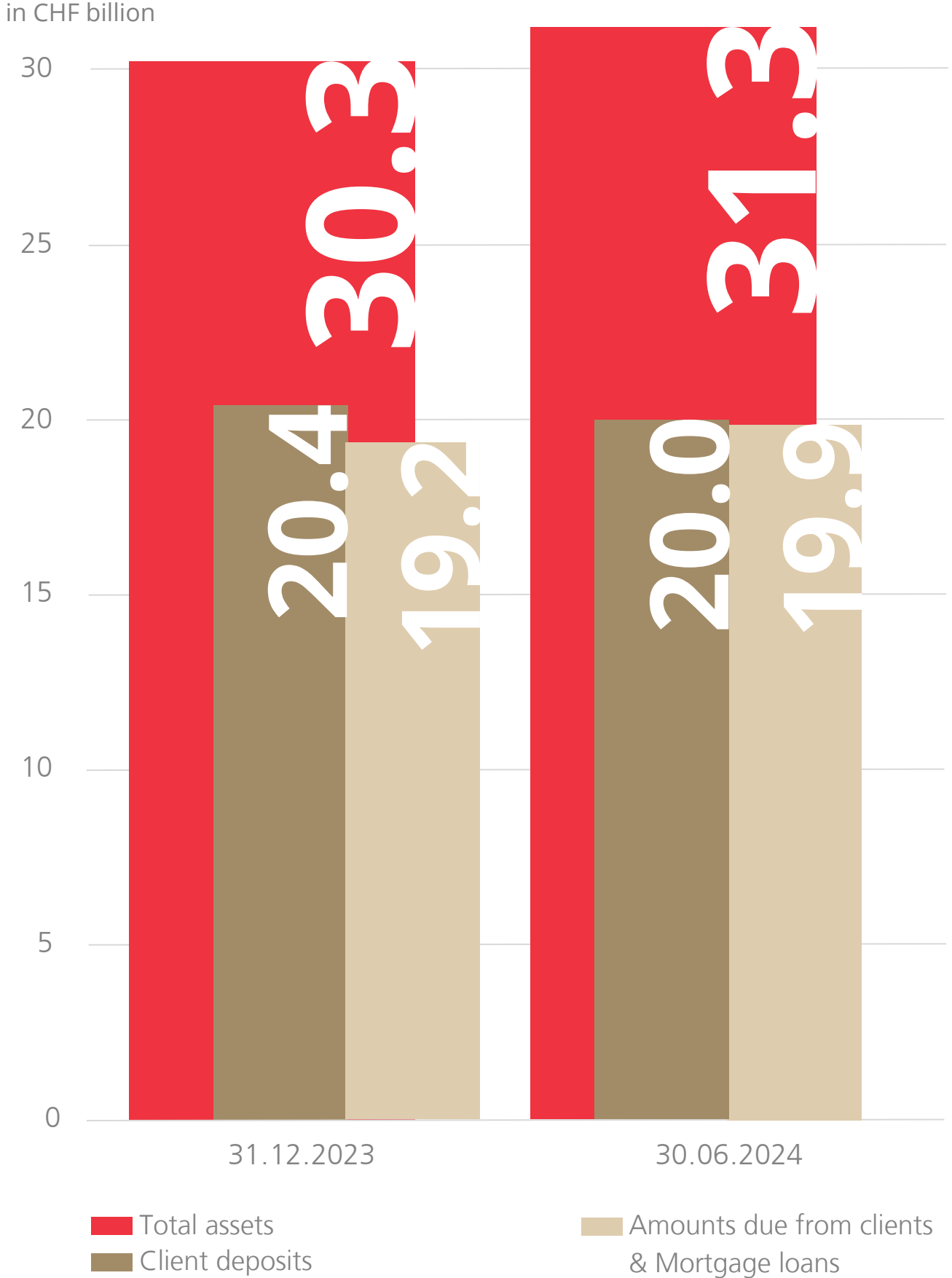


Balanced receivables and deposits

- ▶ The share of mortgage loans in the balance sheet total (44%) reflects a high level of asset diversification.
- ▶ Well-diversified client deposits have contributed to financial strength. They are the primary source of refinancing for loans granted.
- ▶ Liquidity ratios are at an excellent level, exceeding regulatory requirements.

LCR
151%

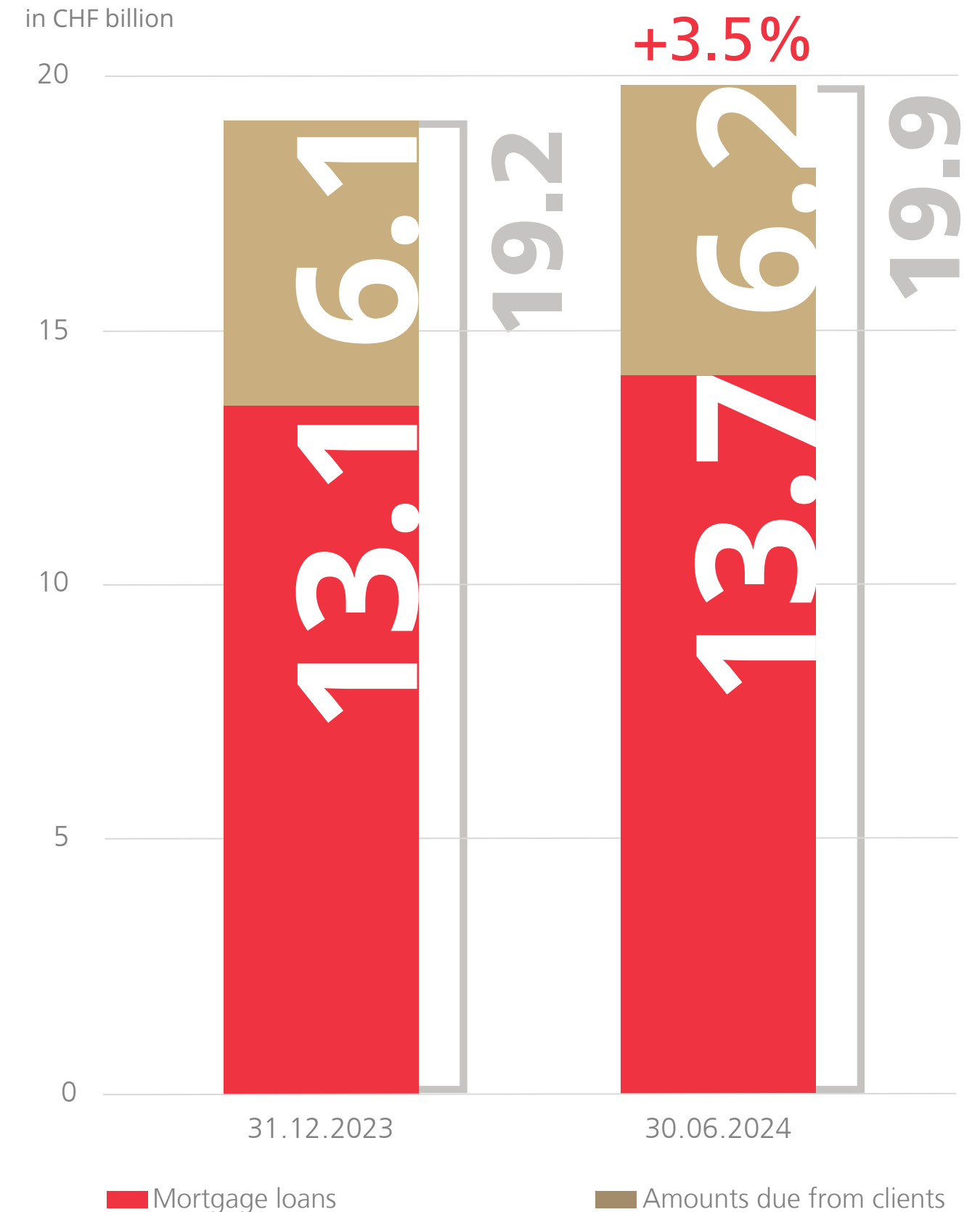
NSFR
137%
-430bps



An increase in lending

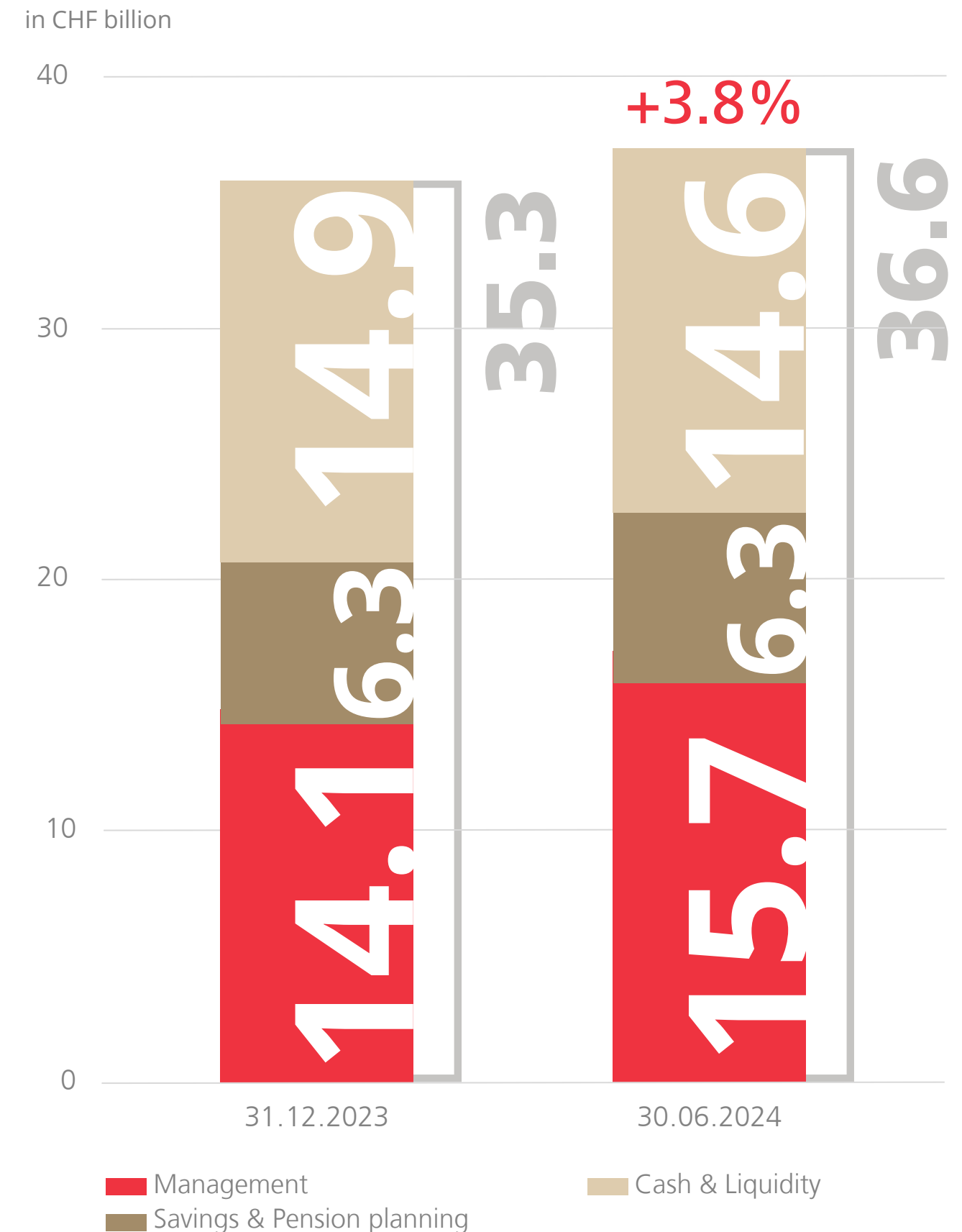
- ▶ Bank loans worth CHF 19.9 billion granted to companies and private individuals.
- ▶ The Bank favours moderate-risk financing. It is committed to building a diversified mortgage portfolio in a real estate market where fundamentals remain solid.
- ▶ The Bank remains true to its mission of supporting the Geneva economy, of which it is a major contributor. It serves more than 250,000 clients.

NPL
1.09%
+26bps



Asset under management and custody

- ▶ The growth in assets under management and administration demonstrates BCGE's commercial success and confirms client confidence in the Bank.
- ▶ The increase in assets under management was driven by discretionary mandates and investment funds under the Synchrony funds brand.
- ▶ Net new assets from private and institutional clients amounted to CHF 352 million.

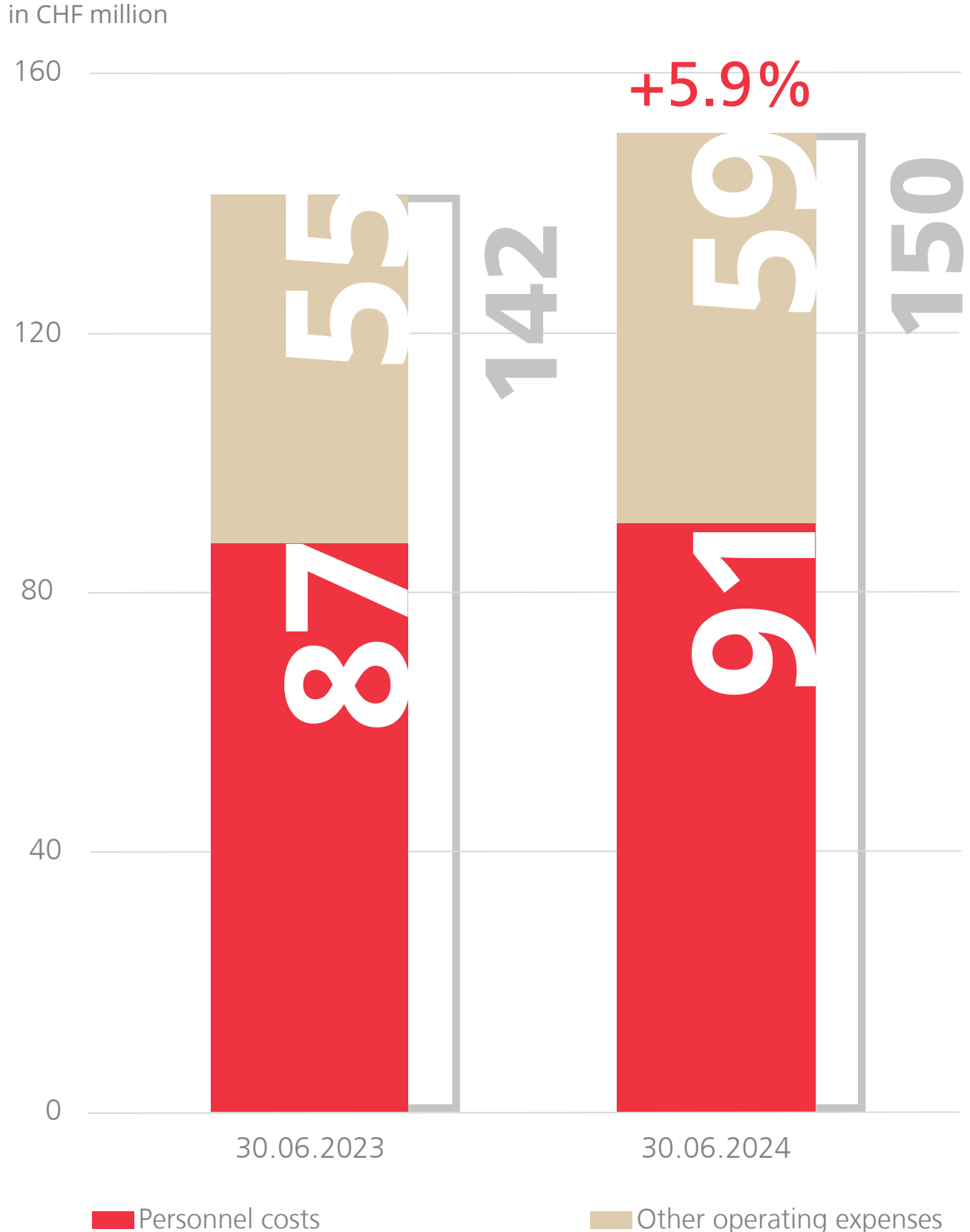


Expenses: reflecting business momentum

- ▶ BCGE has been strengthening its teams in commercial and support functions to boost growth.
- ▶ The Bank has been maintaining its pace of investment, particularly in digital innovations, cyber risk prevention solutions and the energy transition.
- ▶ Numerous regulatory changes require investment to upgrade management tools. Operating expenses remain under control.

Cost/income
50.1%
 +130bps

FTE
942
 +25

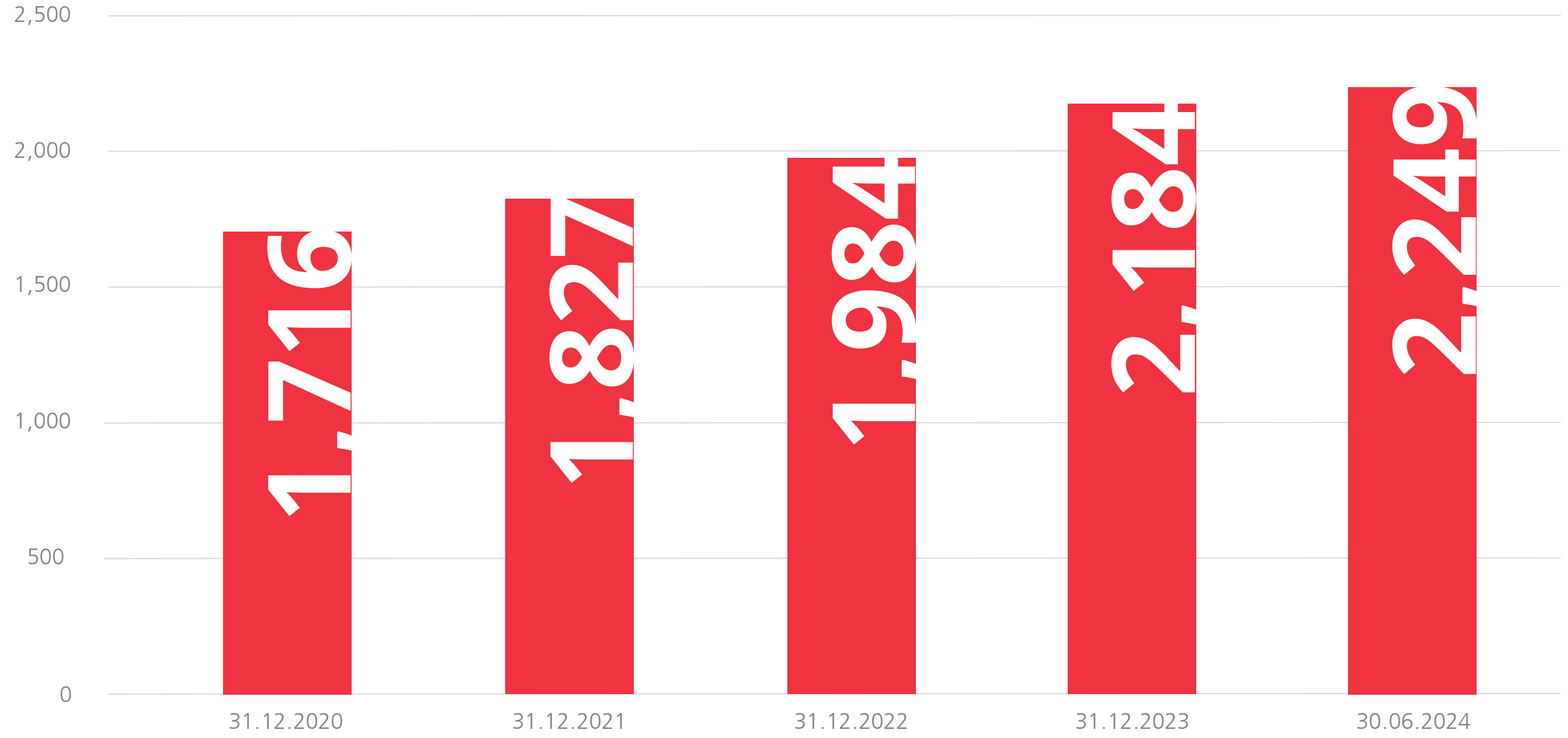


Shareholders & Equity.

Continued increase in equity capital

► Equity rose by CHF 65 million. The Bank is well capitalised.

in CHF million



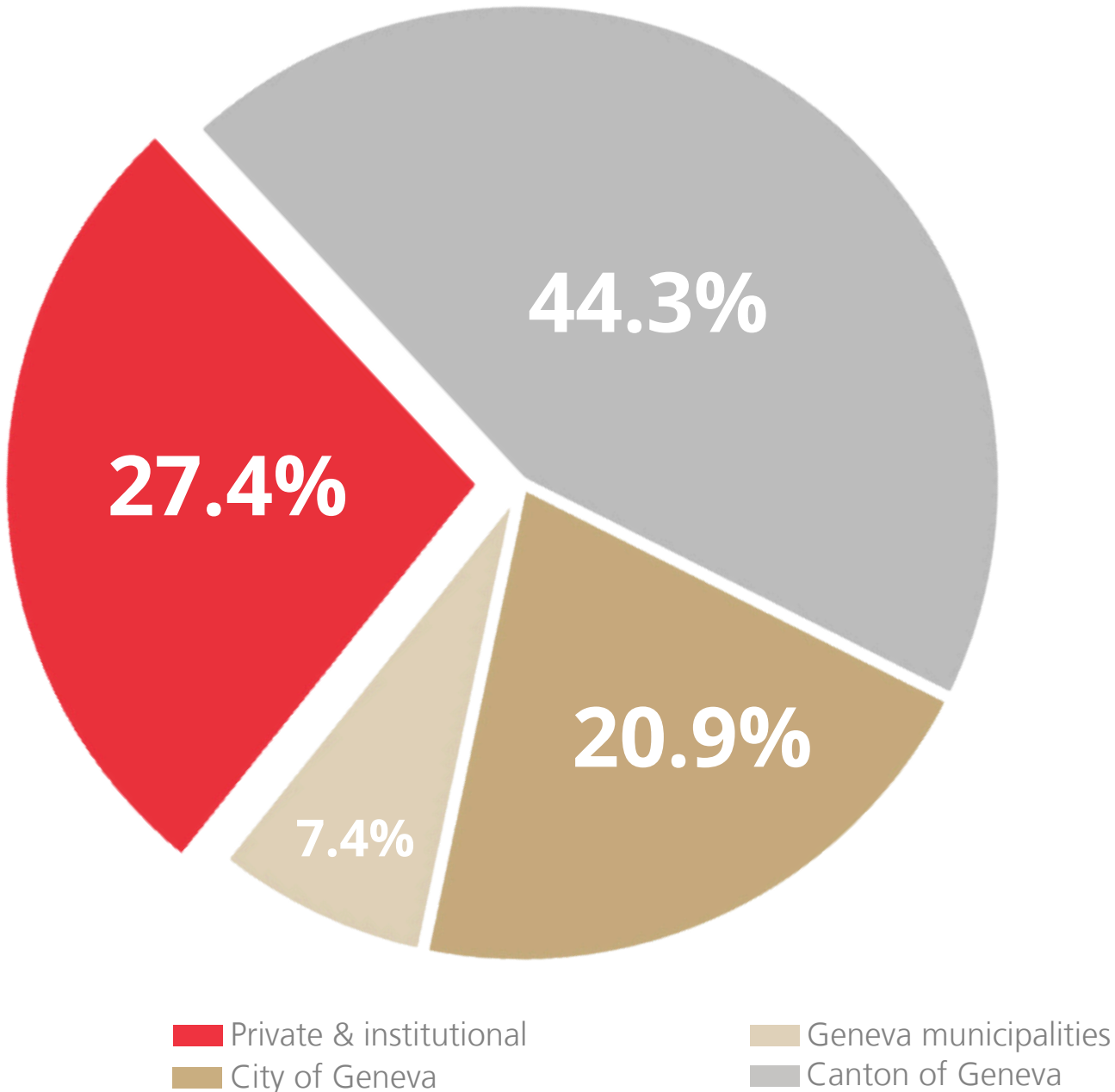
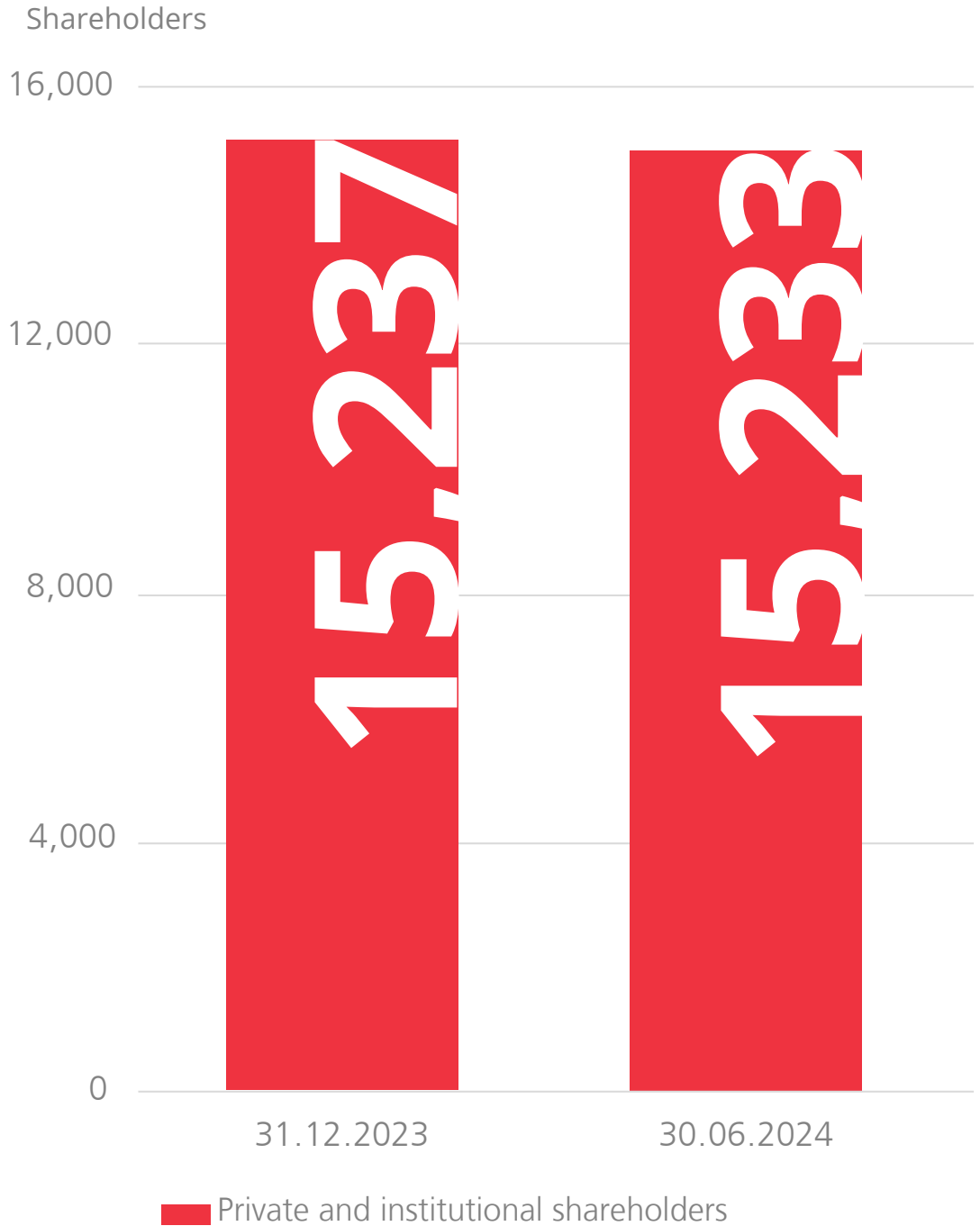
Equity

Equity ratio
16.7%
-34bps

Minimum requirement
12.7%

Evolution of the shareholder base

▶ The shareholder base remained stable over the first half of the year. With more than 15,000 shareholders, the free float is well diversified.



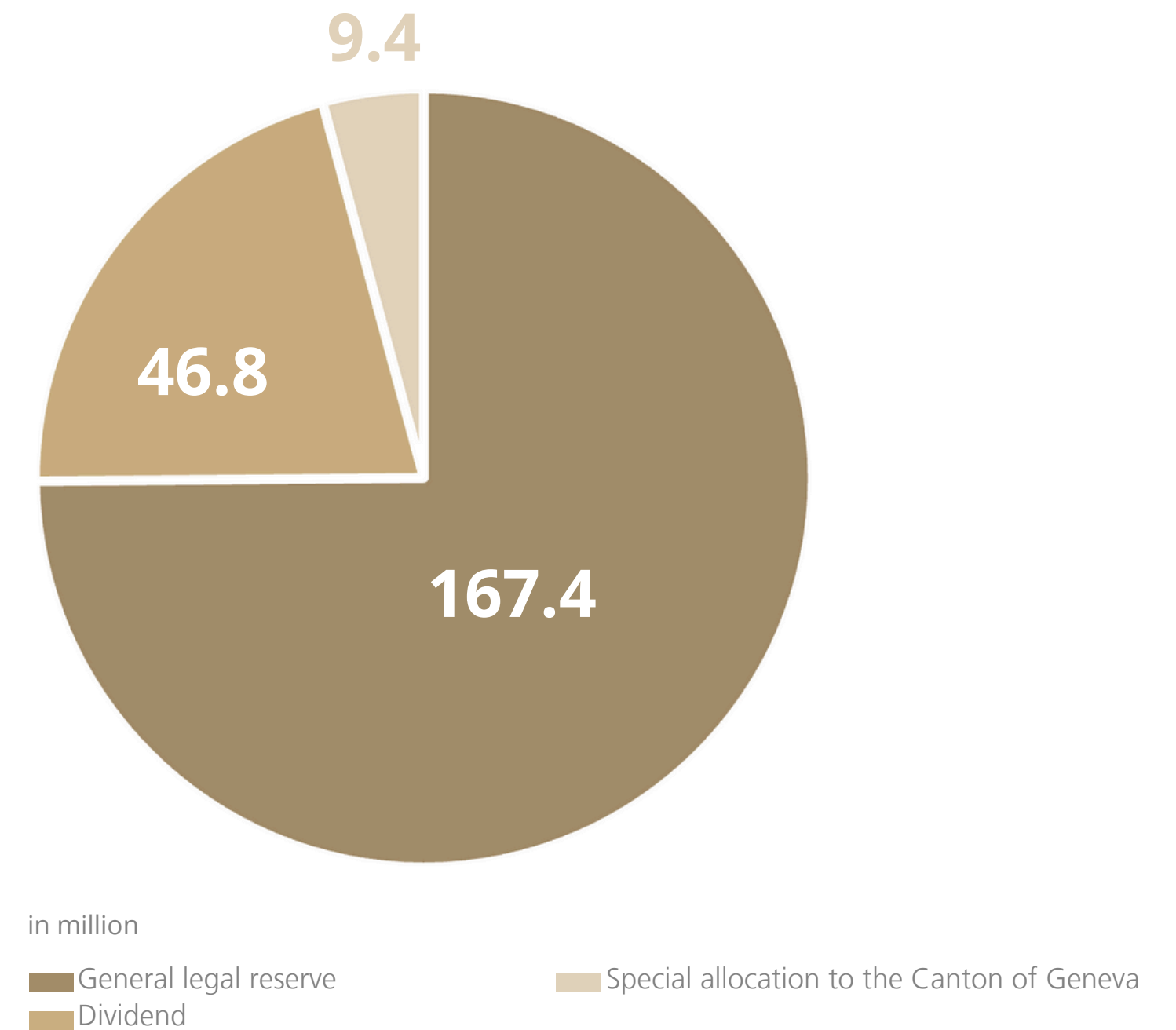
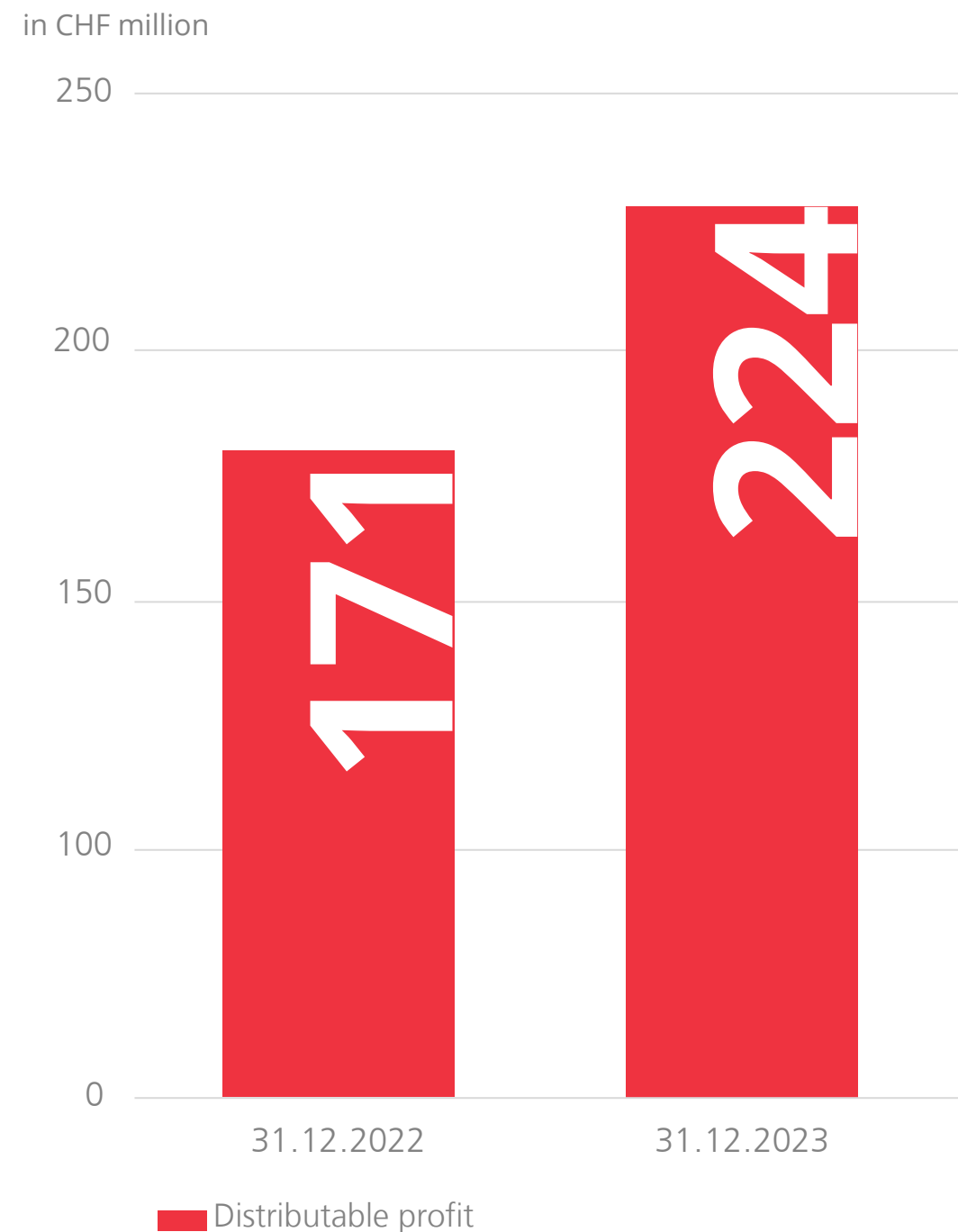
BCGE share performance

► The BCGE share price rose sharply in the first half of the year. Market capitalisation is gradually approaching the equity value of CHF 312 as at 30.06.2024.



Allocation of distributable profit

- ▶ At the Annual General Meeting held on 23 April 2024, shareholders approved the proposed allocation of distributable profits.



Outlook.

Target ratios



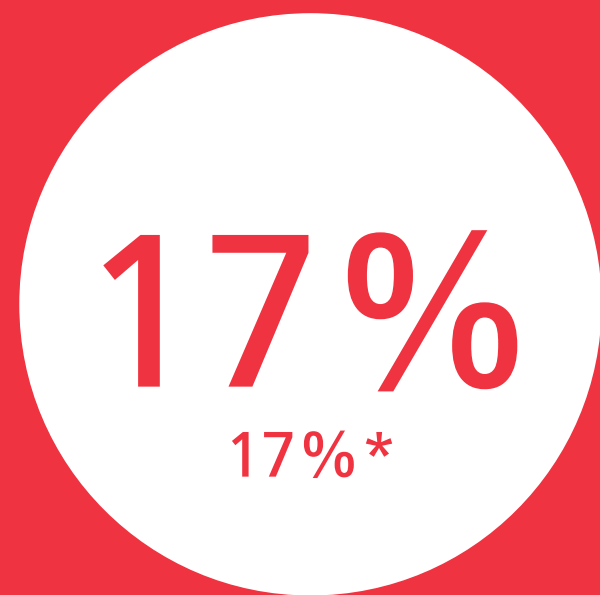
Private clients' market share



Cost Income ratio



Return on equity**



Capital coverage



MSCI ESG rating



Payout ratio

*situation as at 31 December, 2023
**ROE vs. net profit

Questions & Answers.

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