



Half-year 2024 results presentation

24 July 2024
Zurich



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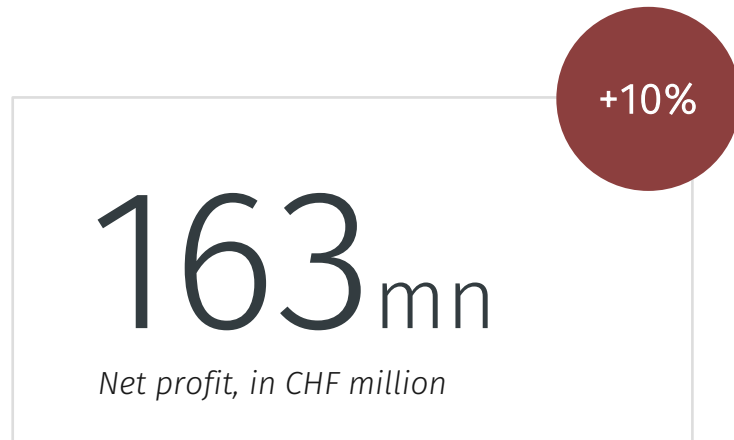
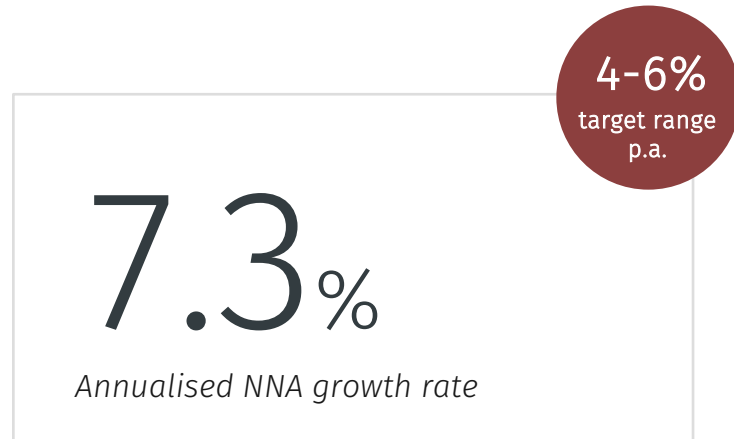
Alternative performance measures and Reconciliations: This presentation and other communications to investors contain certain financial measures of historical and future performance and financial position that are not defined or specified by IFRS, such as “net new assets”, “Assets under Management”, “revenue margin”, “operating profit”, “cost/income ratio”, “Liquidity Coverage Ratio”, “Loan/deposit ratio”, “Return on tangible equity”. These alternative performance measures (APM) should be regarded as complementary information to, and not as a substitute for the IFRS performance measures. The definitions of APM used in this presentation and other communications to investors, are provided in the section headed “Alternative performance measures” of the Half-year report 2024 available at www.efginternational.com/ch/investors/financial-results

01

Highlights

Giorgio Pradelli
Chief Executive Officer

Record profitability and accelerated growth



Building scale

- Accelerated growth with strong NNA of CHF 5.2 billion shows that investments made in 2023 are bearing fruit
- AuM of CHF 159 billion (+12% vs end-2023), driven by strong inflows, market performance as well as supportive foreign currency movements
- Normalised hiring momentum in 1H24

Consistent financial performance

- Well-diversified business delivering consistent performance, reflecting resilient top-line
- Strategic investments made in 2023 are reflected in cost base and are already delivering returns
- Record profitability with RoTE of 19.2% and strongest CET1 Ratio in recent years with 17.5%

02

Financial performance

Dimitris Politis

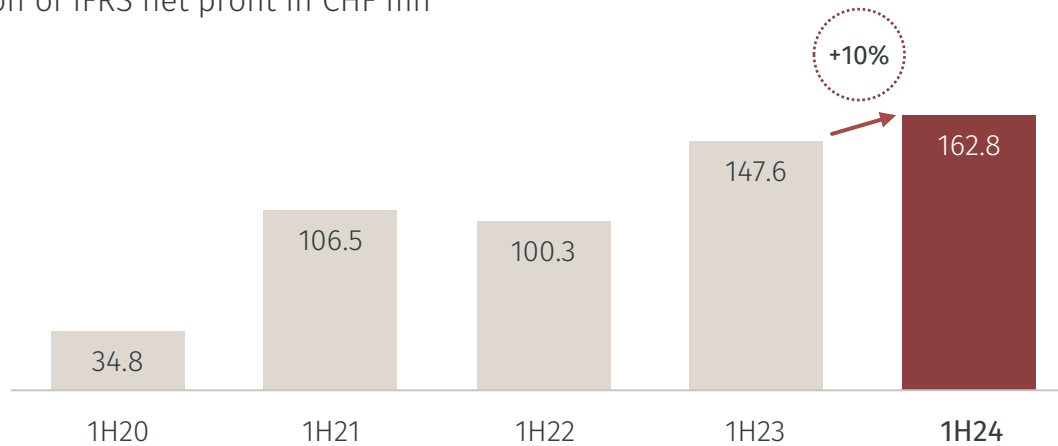
Chief Financial Officer & Deputy CEO

Record profitability of CHF 163 mn in 1H 2024



Consistent delivery towards targets

Evolution of IFRS net profit in CHF mn



RoAuM (bps)	77	76	73	100	97
CIR (in %)	87.2%	74.6%	78.1%	72.1%	72.6%*
RoTE in %	5.0%	14.0%	12.7%	17.8%	19.2%

Key highlights

- Net profit up 10% vs. 1H23
- Revenues up 3% vs. 1H23 and up 5% vs. 2H23, despite headwinds from interest rates
- Revenue margin at 97 bps, reflecting lower net interest income margin, higher commission income and higher net other income margin
- Costs in 1H24 reflect the investments in future growth
- CIR at 72.6%*, compared to 73.3% in FY 2023
- RoTE of 19.2%, above 2025 target range

* Excludes CHF 5.0 mn of depreciation expenses related to tangible assets previously classified as held for sale related to prior years. See Alternative Performance Measures

Accelerated growth momentum and resilient topline



Business development

+7.3% NNA growth
97 bps Revenue margin
+42 CROs Hired in 1H24

159.3 bn Revenue-generating AuM, in CHF bn

Profitability

+3% Revenue growth vs. 1H23
72.6% Cost-income ratio, down – 0.7 pp vs. FY 2023
163 mn Net profit in CHF, up 10% vs. 1H23

19.2% Return on tangible Equity, in %

Capital & Liquidity

+270 bps Gross capital generation
21.3% Total capital ratio
250% LCR

17.5% CET1 capital ratio, in %

Financials summary



In CHF mn	1H24	1H23	Variation vs. 1H23
Revenue-generating AuM (bn)	159.3	146.5	+8.7%
Net new assets (bn)	5.2	3.0	+73.3%
Net new assets growth rate (%)	7.3%	4.2%	+3.1 pp
Revenue margin (bps)	97	100	-3 bps
Operating income	743.8	724.8	+2.6%
Operating expenses	549.4	527.7	+4.1%
Operating profit	194.4	197.1	-1.4%
Net profit	162.8	147.6	+10.3%
Cost/income ratio (%)	72.6%	72.1%	+0.5 pp
Return on tangible equity (%)	19.2%	17.8%	+1.5 pp
Basic EPS (CHF)	0.51	0.45	+13.3%
Diluted EPS (CHF)	0.49	0.44	+11.4%
CET1 ratio (%)	17.5%	17.3%	+0.2 pp
CROs	707	638	+69
FTEs	3,118	2,882	+236

Financials summary

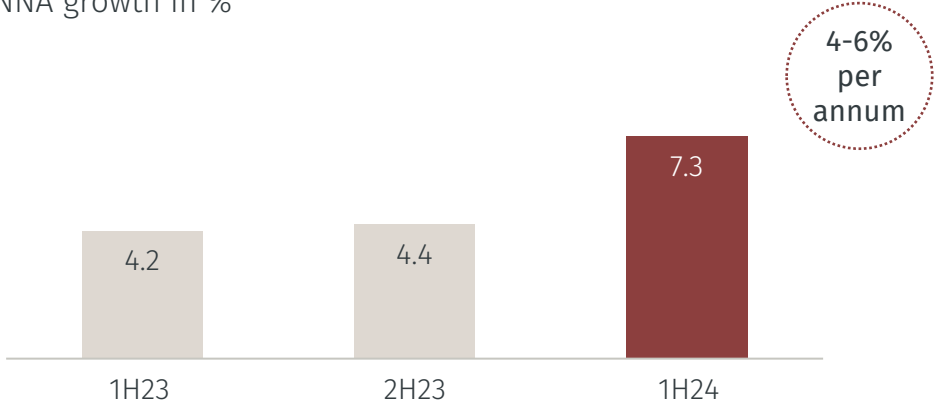


In CHF mn	1H24	2H23	1H23
Revenue-generating AuM (bn)	159.3	142.2	146.5
Net new assets (bn)	5.2	3.2	3.0
Net new assets growth rate (%)	7.3%	4.4%	4.2%
Revenue margin (bps)	97	98	100
Operating income	743.8	705.9	724.8
Operating expenses	549.4	530.2	527.7
Operating profit	194.4	175.7	197.1
Net profit	162.8	155.6	147.6
Cost/income ratio (%)	72.6%	74.4%	72.1%
Return on tangible equity (%)	19.2%	18.7%	17.8%
Basic EPS (CHF)	0.51	0.49	0.45
Diluted EPS (CHF)	0.49	0.47	0.44
CET1 ratio (%)	17.5%	17.0%	17.3%
CROs	707	693	638
FTEs	3,118	3,025	2,882

Consistent delivery

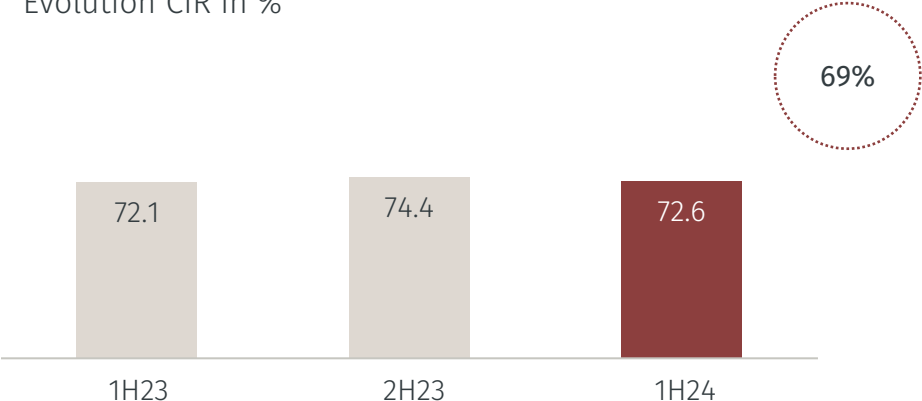
Net new asset growth

NNA growth in %



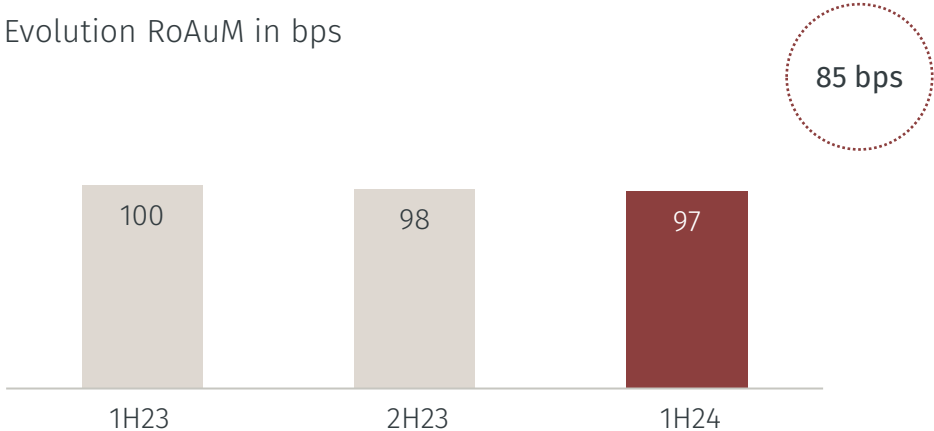
Cost/income ratio

Evolution CIR in %



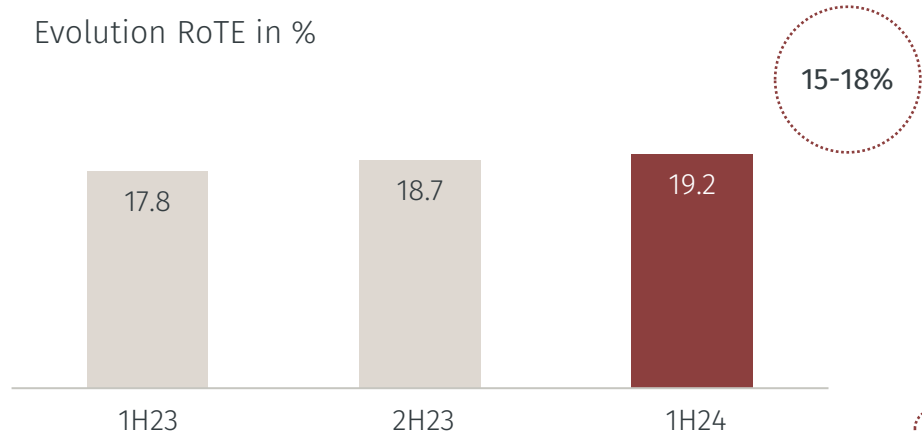
Revenue margin

Evolution RoAuM in bps



Return on tangible equity

Evolution RoTE in %

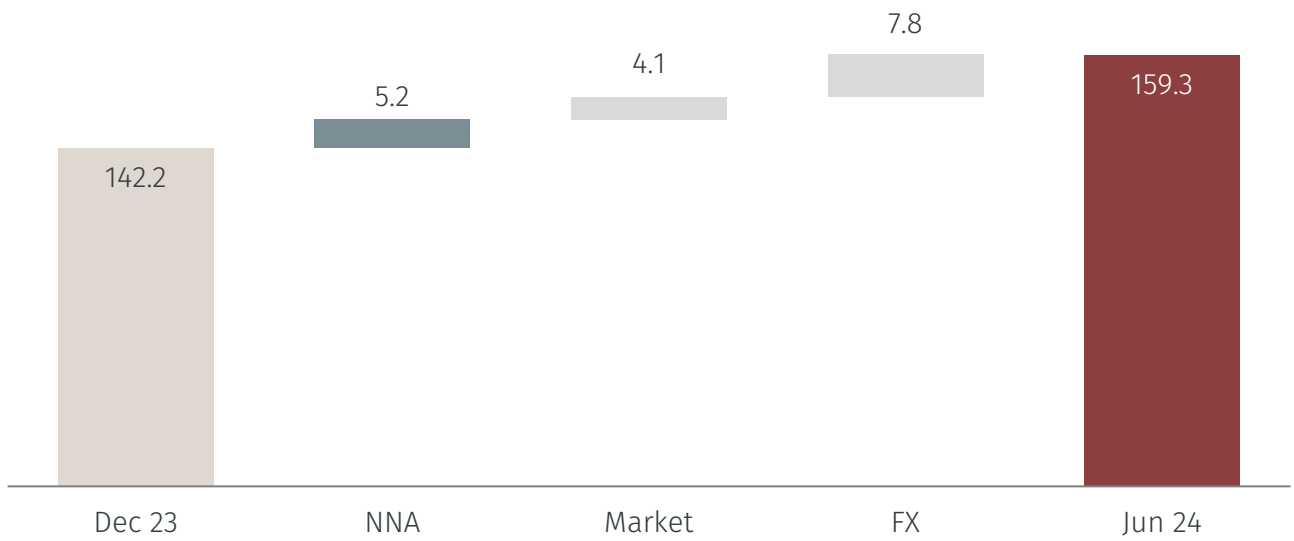


2025 financial targets

NNA growth of 7.3% in 1H 2024 - New hires with strong contribution

AuM evolution

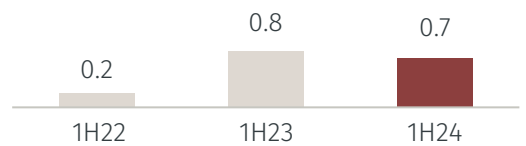
Revenue-generating AuM evolution in CHF bn



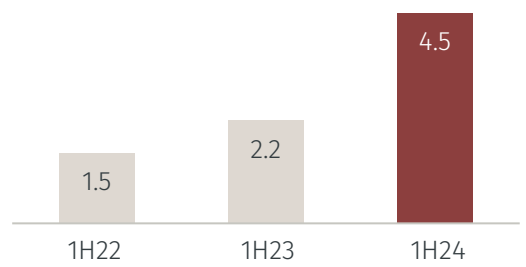
- Annualised NNA growth at 7.3% for 1H 2024
- AuM increased by 12% YTD 2024, reflecting strong NNA, positive market and FX movements
- Strong NNA pipeline for 2H24 in place

NNA growth levers

Existing CROs in CHF bn



New CROs¹ in CHF bn

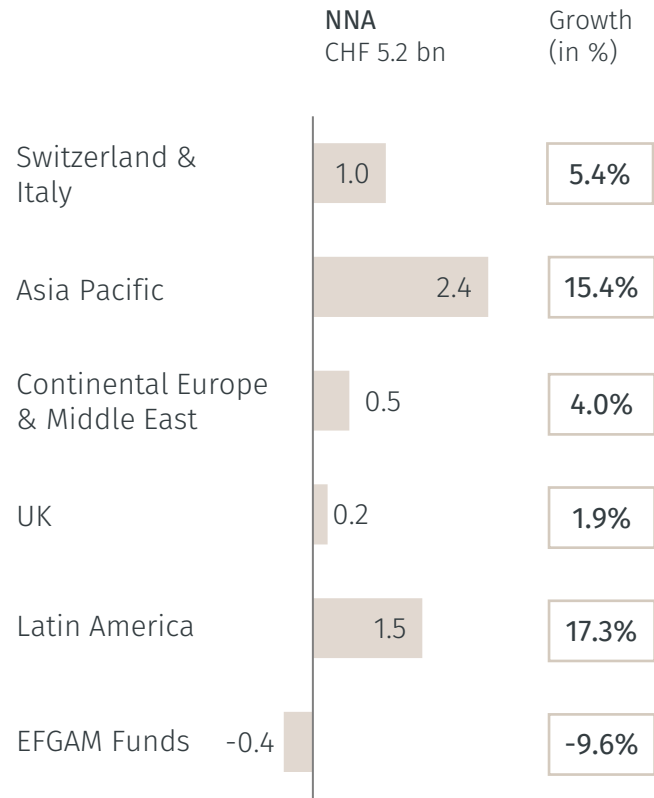


¹ CROs hired in the respective period and the 2 preceding periods, i.e. since 01 January 2022 for 1H24

Strong performance across regions

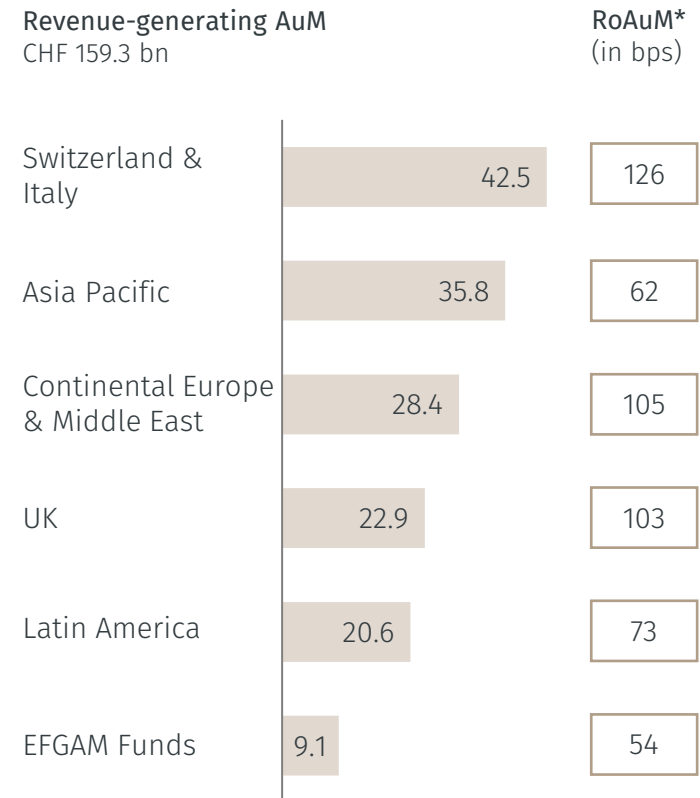


Regional business development



- Growth in Switzerland supported by new locations (Gstaad, St. Moritz)
- Asia Pacific region with strong performance across locations
- Double-digit NNA growth in Latin America

AuM breakdown

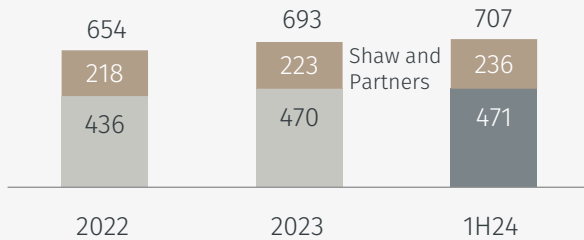


*Including Global Markets & Treasury contribution

Normalised CRO hiring momentum

CRO evolution

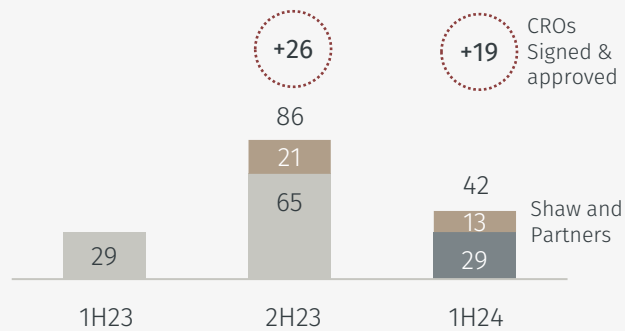
of CROs



- Total number of CROs increased to 707 at end-June 2024
- Driver for future growth

CRO additions

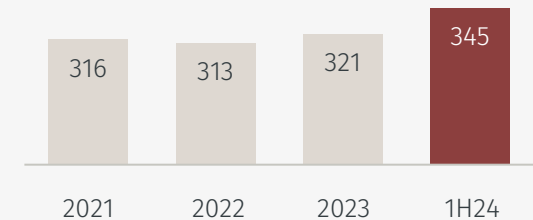
of new CROs



- 2023: strategic hiring opportunity triggered from market dislocation
- Return to normalised hiring momentum in 1H24 (50-70 CROs per year)

AuM per CRO

AuM per CRO (excl. Shaw and Partners) in CHF mn



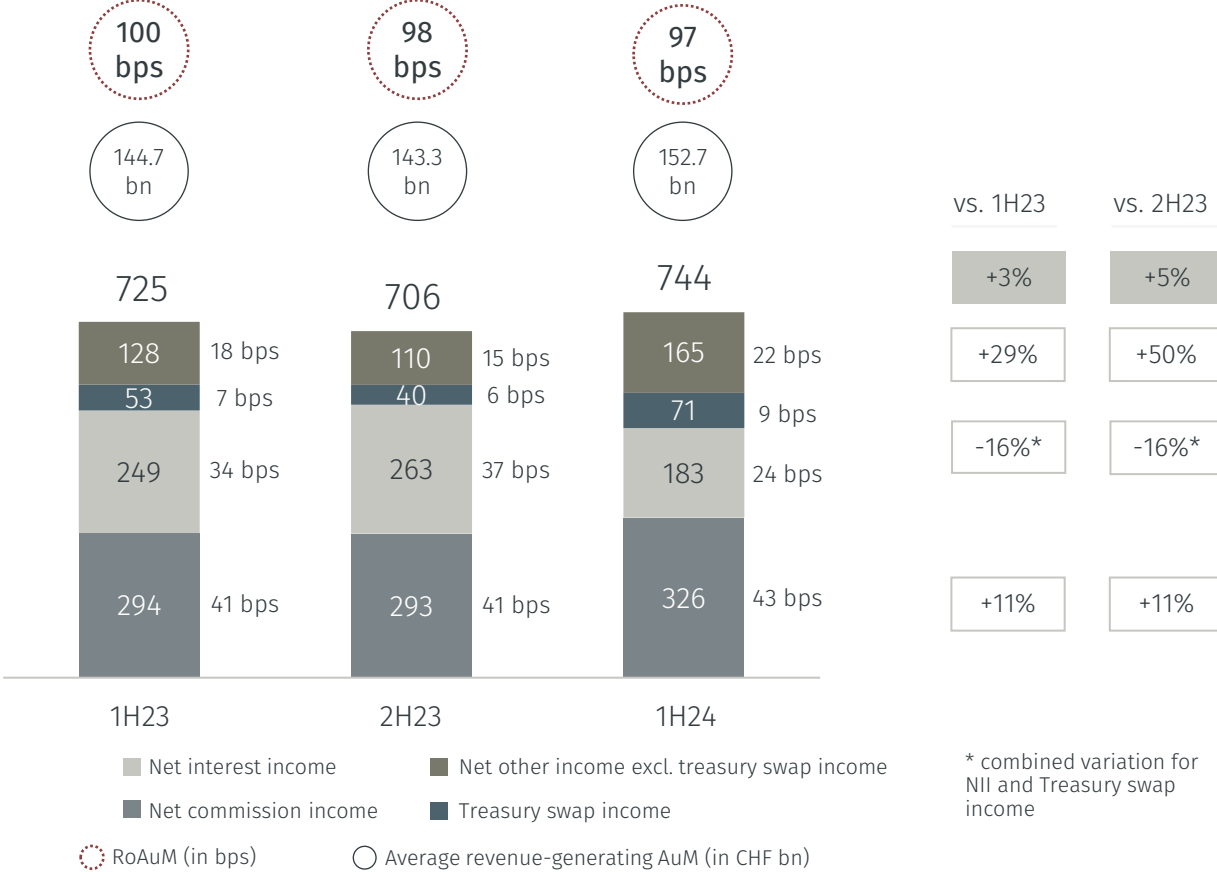
Note: excluding Shaw and Partners and CROs hired in the last 12 months of the respective period

- Performance management process in place for new and existing CROs
- AuM per CRO increased by 7% on the back of strong AuM performance in 1H24 – supports efficiency

Resilient operating income, driven by higher AuM with revenue margin maintained at 97 bps

Increasing operating income

Operating income in CHF mn



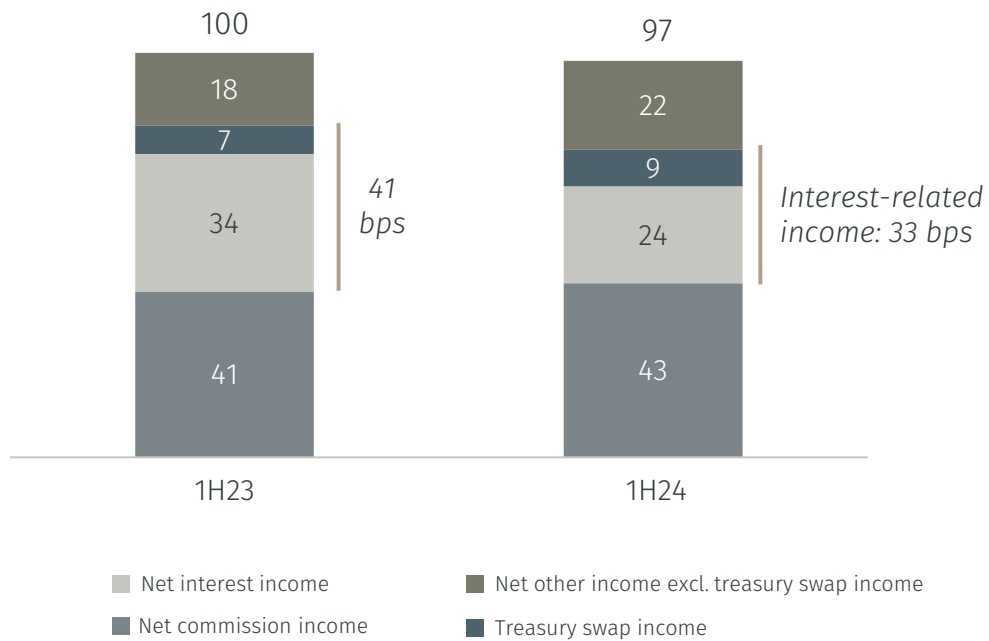
Key highlights

- AuM growth supports revenue resilience
- Decrease in NII year on year, reflecting increased cost of deposits from conversion to interest-bearing products and competitive market environment for deposits
- Deposit conversion now stopped – Interest related income practically flat on a monthly basis in 1H24
- Commission margin increased by 2 bps vs. 2H23, net commission income up 11% year on year, driven by higher average AuM, increased mandate penetration and client activity
- Increased client activity in foreign exchange transactions and higher treasury swap income supportive for net other income
- Life insurance contribution of approx. 4 bps
- Revenue margin (excl. loans) at 110 bps

Revenue margin drivers – Focus on interest components

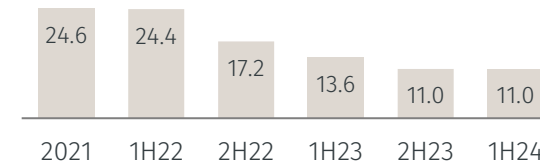
Revenue margin evolution

in bps

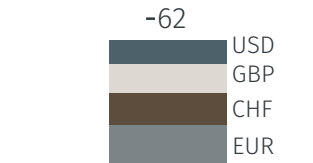


What drives Net Interest Income

Sight deposits, in CHF bn



Interest rate sensitivity¹ for a 100 bps decrease in interest rates
in CHF mn



¹ Full annual impact on revenues, static simulation, assuming no change in client behaviour

Parameters going forward

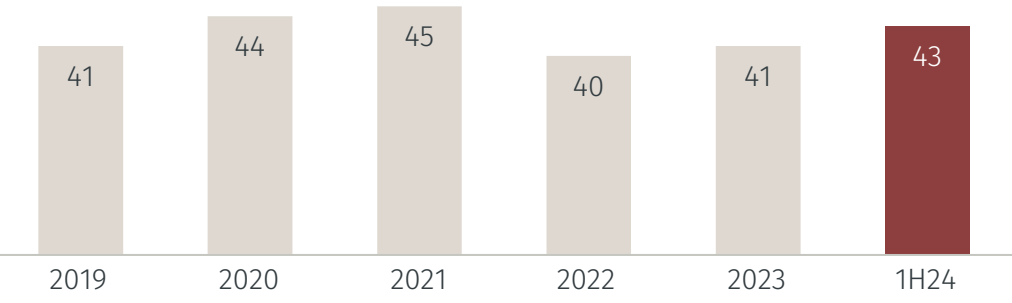
- Conversion to interest-bearing deposits (flat over last 6 months)
- + Organic growth
- Interest rate cuts
- + Releveraging, as yield curves normalise
- + Investment portfolio redeployment
- + Optimising deposit pricing

+ Positive contribution expected

- Negative contribution expected

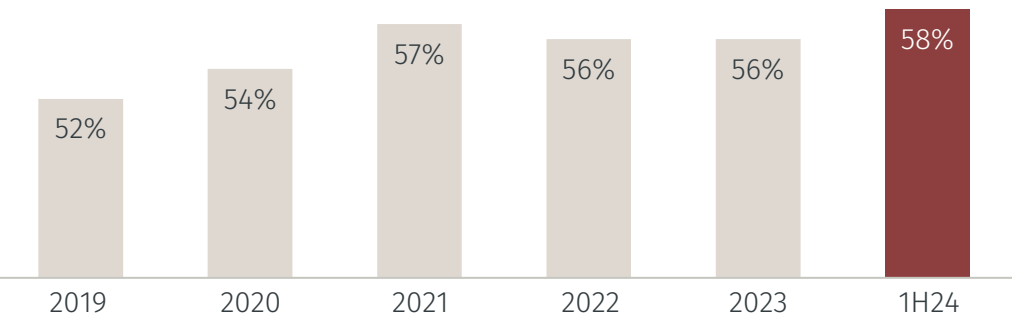
Commissions driving the sustainable improvement in revenues

Commission margin (in bps)



Mandate penetration

Penetration of advisory, discretionary mandates and funds as % of AuM, excluding loans and IAM business



65-70%
2025
target

Key highlights and developments

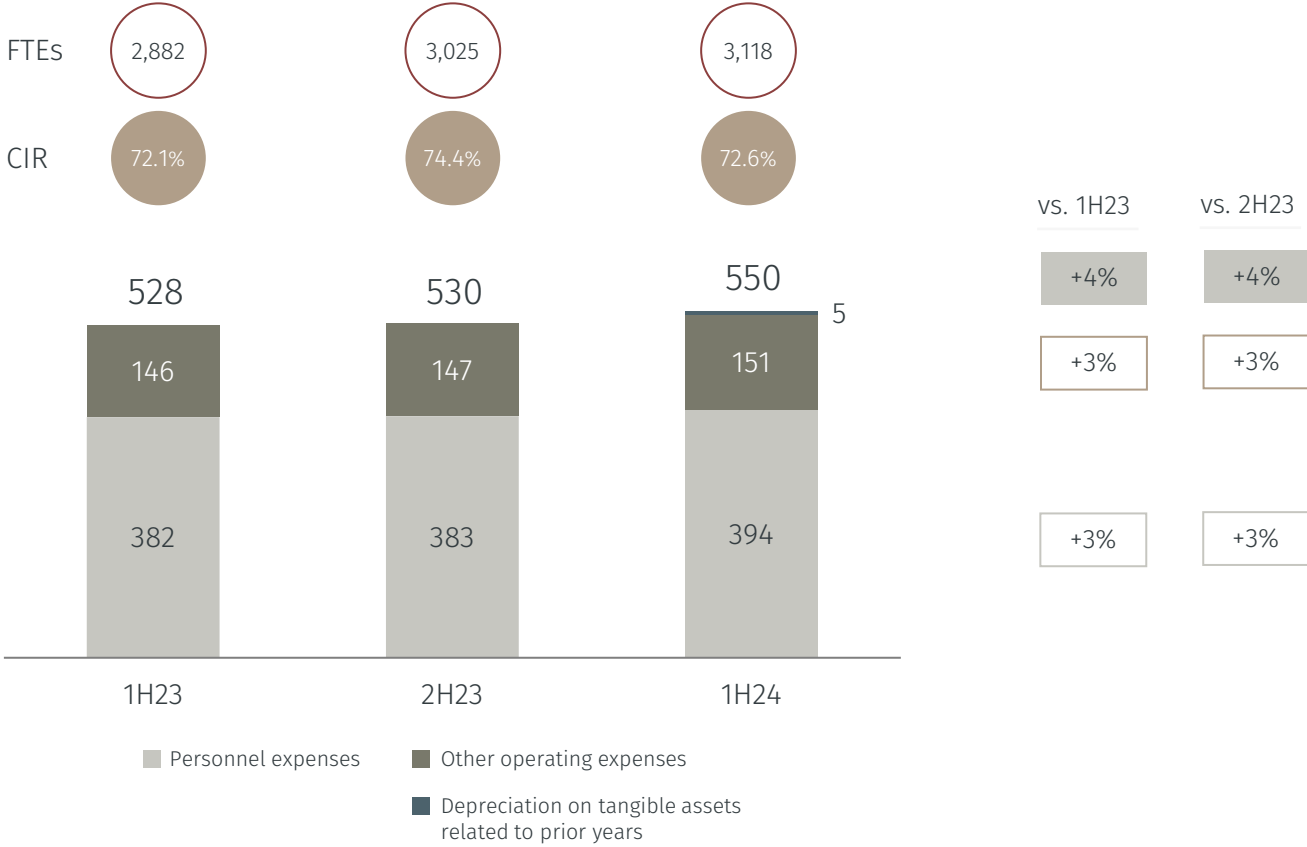
- Increased net commission income (+11% year on year) benefitting from higher management fees on the back of higher AuM and increased client trading activity
- Mandate penetration reached a new high of 58%, driving improvement in recurring revenues
- Increased share of higher-value products and services:
 - Advisory penetration at record high
 - Discretionary mandates re-accelerating on the back of improved performance
 - Revenues from structured products up more than 40% year on year
 - Further launch of the private market vintage series during 1H24
- Portfolio performance trends continue to improve

Increase in operating expenses reflects growth investments

Cost-to-income ratio improves to 72.6%*

Increase in personnel expenses reflects growth investment

Operating expenses in CHF mn



Key highlights

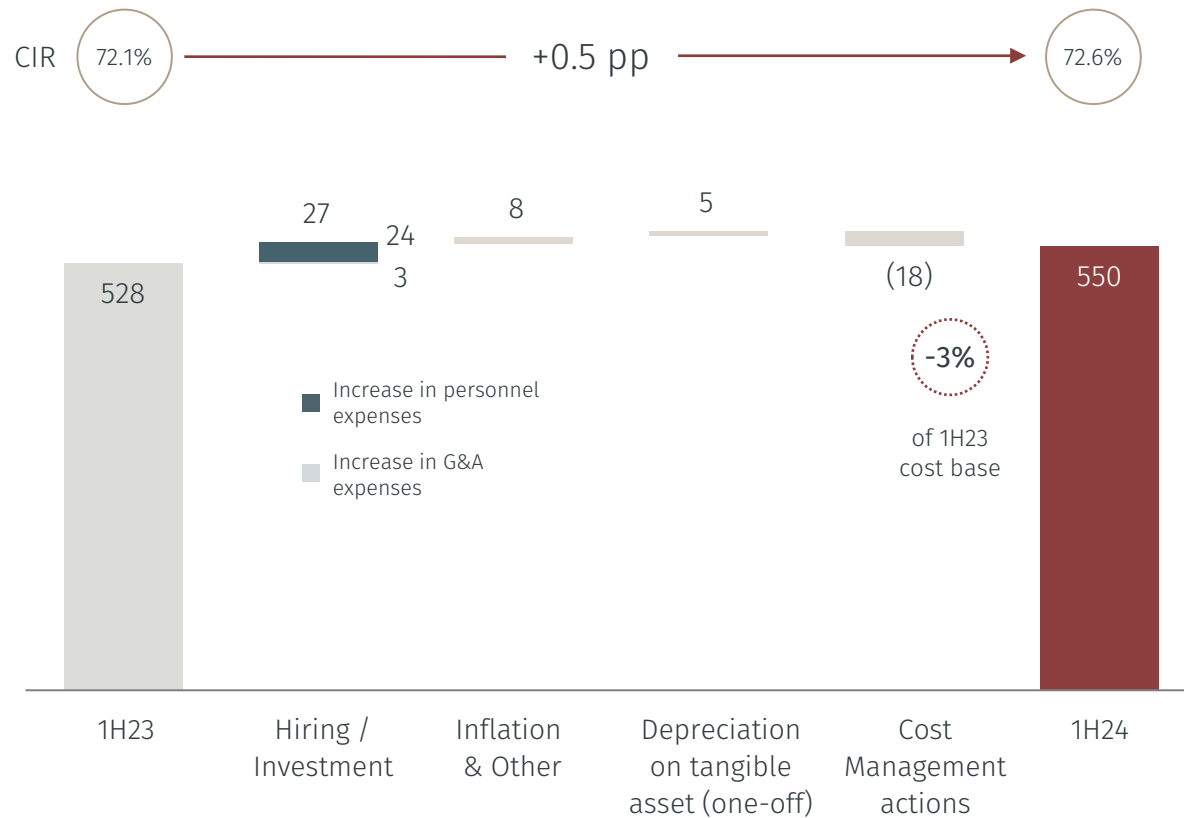
- Cost-to-income ratio improves vs. FY 2023 to 72.6%*
- Strategic investments from 2023 now impacting 1H 2024 operating expense line: strategic hiring and investments in new locations and technology
- Operating platform and resources in place to support higher business volume

* Excludes CHF 5.0 mn of depreciation expenses related to tangible assets previously classified as held for sale related to prior years. See Alternative Performance Measures

Active cost management

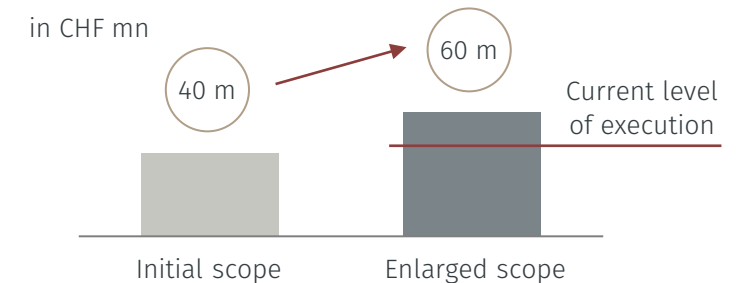
Operating expense evolution year on year

in CHF mn



Key highlights

- Ongoing rigorous cost management efforts
- Simplicity program on track to deliver the announced expanded cost savings of CHF 60 mn by 2025
- Currently level of execution at CHF 44 mn, up from CHF 33 mn at year-end 2023



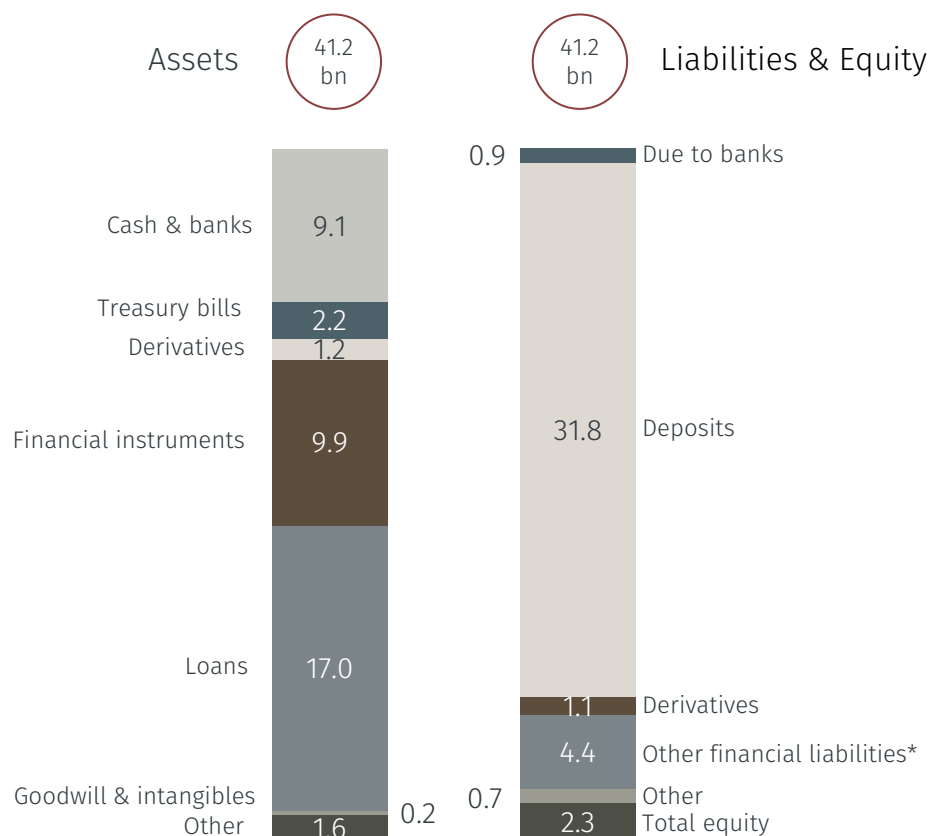
Note: Basis 2021 operating expenses

Strong balance sheet



Balance Sheet highlights

in CHF bn



* Including financial liabilities at amortised cost (structured products funding)

Key metrics

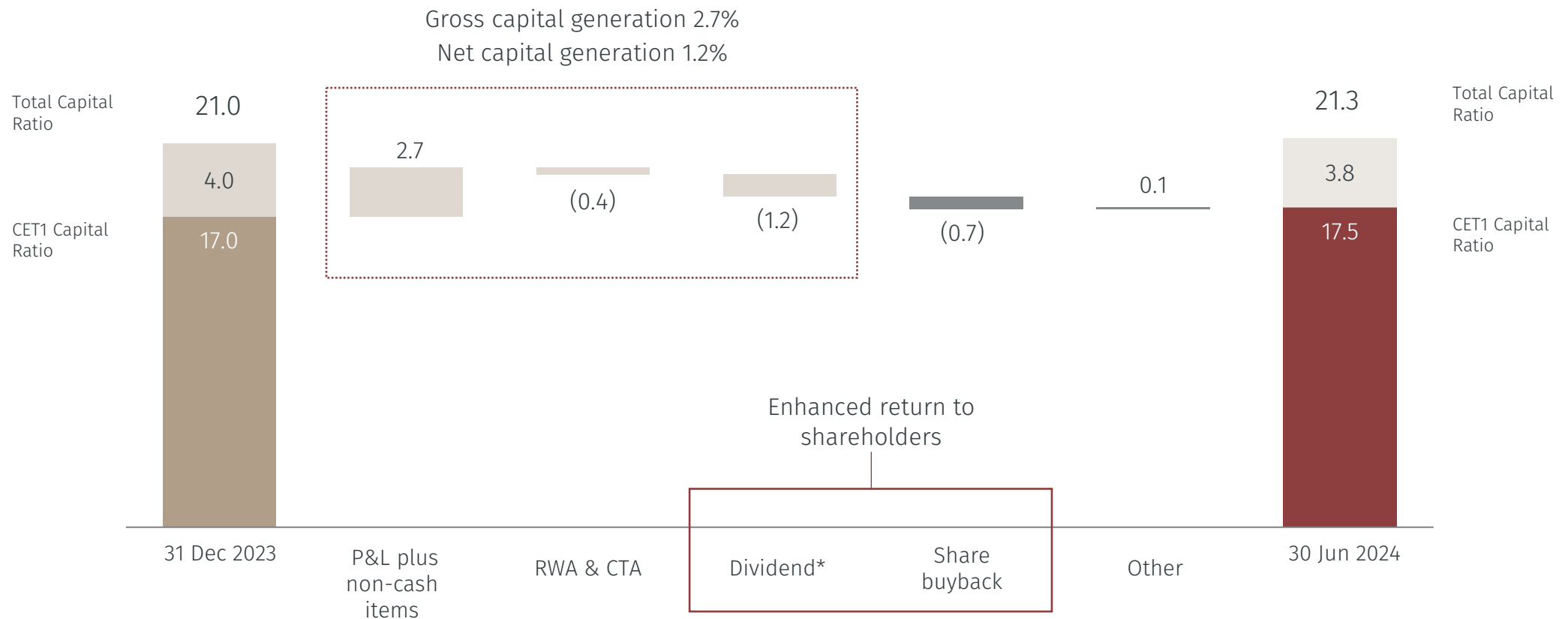
	31 Dec 2023	30 Jun 2024
CET1 capital ratio (%)	17.0%	17.5%
Total capital ratio (%)	21.0%	21.3%
RWAs (CHF bn)	8.6 bn	9.3 bn
Leverage ratio (FINMA) (%)	4.7%	4.7%
Loan/deposit ratio (%)	49%	47%
Liquidity coverage ratio (LCR) (%)	230%	250%
Net stable funding ratio (NSFR) (%)	187%	193%

- Share buyback of approx. 5.1 mn shares until end-June 2024 to fund employee incentive plans
- Repurchase of up to 6 mn shares by 31 July 2025 to fund variable deferred share-based employee compensation. A further 3 mn shares may be repurchased, if the threshold of 6 mn shares has been reached

Strong profitability drives capital generation



Evolution CET1 capital ratio



* Ordinary dividend and AT1 dividend

Key takeaways of 1H 2024 financial results



Midway through 2023-2025 strategic cycle, with consistent and successful execution



Confident on delivery in 2025



Priorities for 2024

- Business development
- Recurring commission income
- Cost efficiency

2025 Financial targets

NNA growth

4-6% p.a.

Revenue margin

85 bps

Cost/income ratio

69%

RoTE

15-18%

03

Outlook and priorities

Giorgio Pradelli
Chief Executive Officer

EFG is well placed to successfully navigate complex environment



Environment

- Shaped by significant macroeconomic uncertainties and heightened geopolitical tensions
- Monetary policy easing cycle has started in many economies with further possible interest rates cuts across key markets
- Many stock markets near or at record levels; elections expected to increase volatility



Priorities

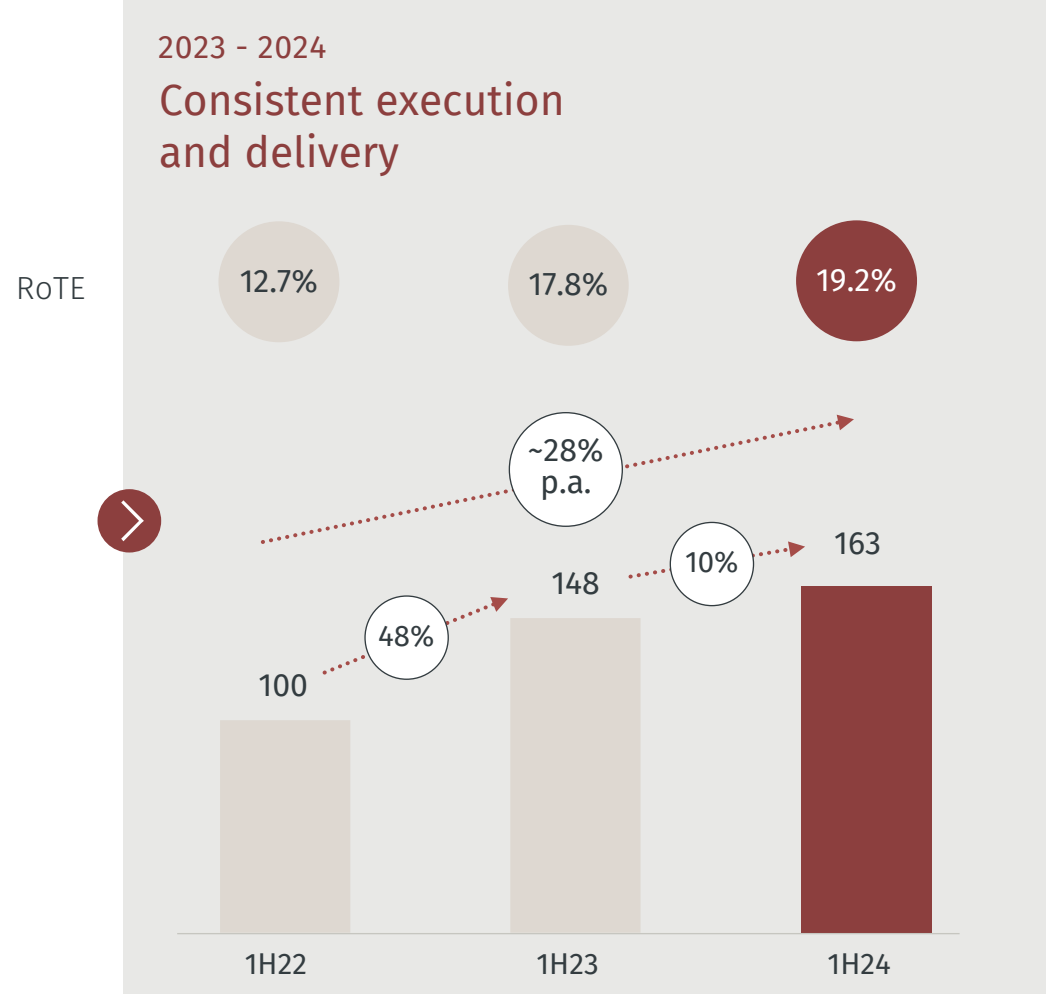
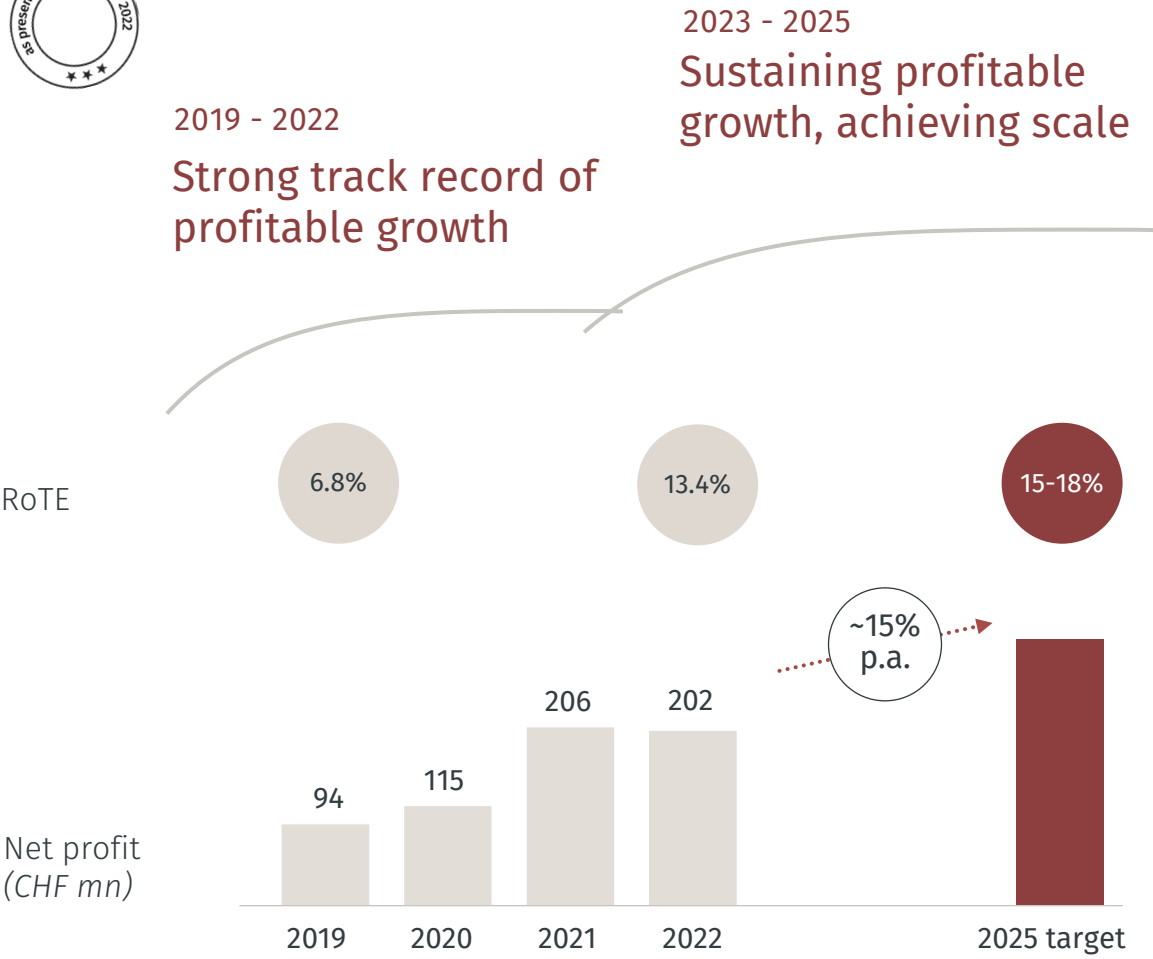
- Maintain growth momentum to continue building scale
- Increase mandate penetration and share of higher-value products and services to drive recurring commission income
- Improve efficiency with disciplined cost management to generate operating leverage



Outlook

- Well-diversified business model supports delivery of resilient top line
- Investments made in 2023 are already reflected in cost base, while return on investment expected to be realised in full in the next 18 to 24 months
- Accelerated business development expected to translate into sustainable and profitable growth

EFG one year ahead of plan after reaching midway point in strategic cycle with consistent execution of strategy



On track and confident for the second half of the 2025 strategic cycle



Resilient financial performance with accelerated growth and record profitability



Focus on capitalising on investments made in 2023



Increasing confidence to meet or exceed 2025 ambitions



Thank you for your attention.



Entrepreneurial thinking.
Private banking.

04

Appendix

Income statement (IFRS)



In CHF mn	1H24	2H23	1H23	2H22	1H22
Net interest income	182.5	262.6	249.4	243.5	152.0
Net banking fee & commission income	325.5	293.0	294.2	273.6	355.9
Net other income	235.8	150.3	181.2	149.0	96.0
Operating income	743.8	705.9	724.8	666.1	603.9
Personnel expenses	(393.9)	(383.2)	(381.6)	(354.5)	(334.2)
Other operating expenses	(108.9)	(108.3)	(106.2)	(103.0)	(100.6)
Amortisation of tangible fixed assets & software	(41.8)	(33.9)	(35.0)	(35.4)	(37.0)
Amortisation of acquisition related intangibles	(4.8)	(4.7)	(4.9)	(5.0)	(5.3)
Total operating expenses	(549.4)	(530.2)	(527.7)	(497.9)	(477.1)
Operating profit	194.3	175.7	197.1	168.2	126.8
Impairment on intangible assets other than goodwill	(1.3)	(2.8)	(20.8)	-	-
Provisions	1.2	(4.2)	(5.1)	(46.3)	(8.7)
Loss allowances expense	(0.4)	(4.8)	(1.9)	(3.9)	1.0
Profit before tax	193.9	163.9	169.3	118.0	119.1
Income tax expense	(31.1)	(8.3)	(21.7)	(15.9)	(17.5)
Net profit	162.8	155.6	147.6	102.1	101.6
Non-controlling interests	0.0	0.0	0.0	0.0	(1.3)
Net profit attributable to equity holders of the Group	162.8	155.6	147.6	102.1	100.3
Basic earnings per share (CHF)	0.51	0.49	0.45	0.30	0.30
Diluted earnings per share (CHF)	0.49	0.47	0.44	0.29	0.28

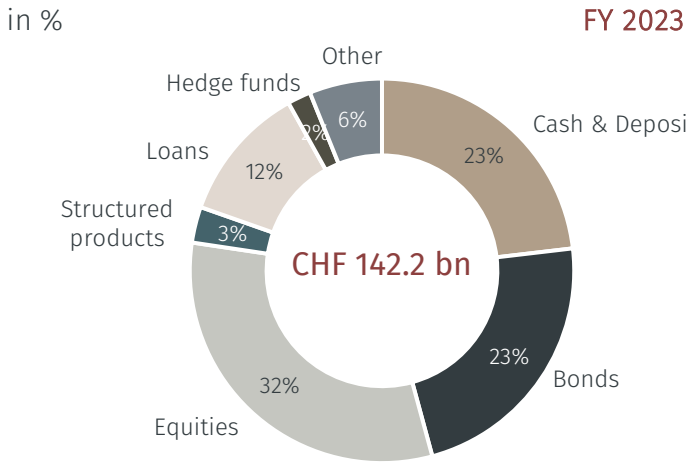
Balance sheet highlights



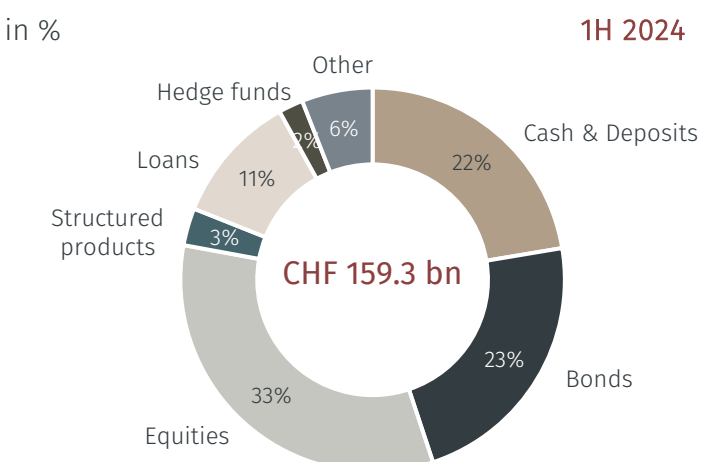
In CHF mn	31 Dec 2023	30 Jun 2024
Cash & banks	7,345	9,110
Treasury bills	2,341	2,238
Derivatives	1,574	1,213
Financial instruments	9,853	9,869
Loans	16,019	16,964
Goodwill & intangibles	204	198
Other	1,250	1,576
Total assets	38,586	41,168
Due to banks	943	881
Due to customers	30,057	31,836
Derivatives	1,570	1,053
Other financial liabilities	2,982	4,379
Other	817	763
Total liabilities	36,369	38,912
Total equity	2,217	2,257
Total equity & liabilities	38,586	41,168
CET1 ratio (%)	17.0%	17.5%
Total Capital ratio (%)	21.0%	21.3%
Leverage ratio (%)	4.7%	4.7%
LCR (%)	230%	250%
Loan/deposit ratio (%)	49%	47%
Net stable funding ratio (NSFR)	187%	193%

AuM evolution

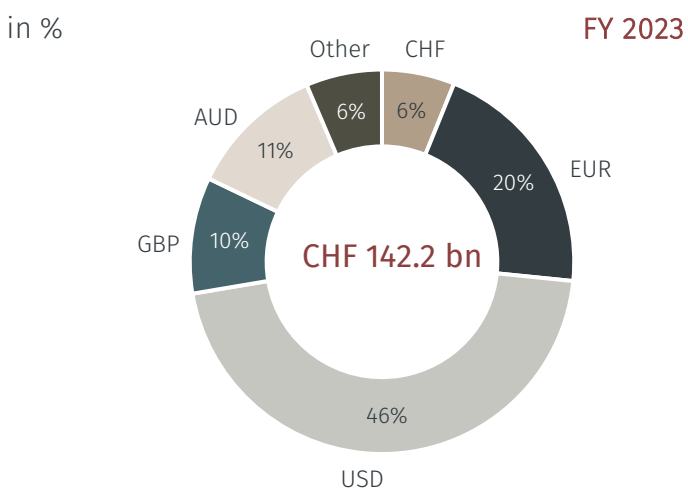
AuM by asset class



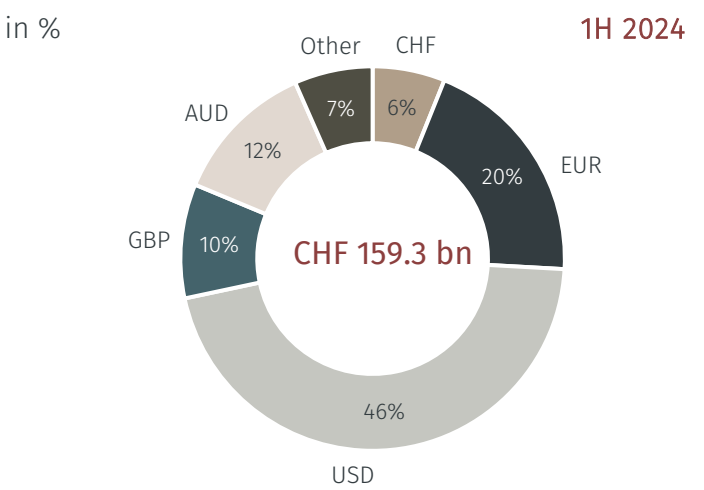
AuM by asset class



AuM by currency



AuM by currency



Segmental analysis 1H24



Performance summary (in CHF mn)	Switzerland & Italy	Continental Europe & Middle East	Americas	UK	Asia Pacific	Investment & Wealth Solutions	Global Markets & Treasury	Corporate	Elimination	Total
Segment revenues	236.7	133.0	64.3	104.0	96.1	62.2	12.7	34.8	-	743.8
Segment expenses	(135.5)	(87.2)	(54.1)	(70.9)	(78.1)	(65.2)	(26.0)	(27.6)	-	(544.6)
Total operating margin	101.2	45.8	10.2	33.1	18.0	(3.0)	(13.3)	7.2	-	199.2
IFRS net profit	84.0	38.3	8.4	26.5	15.1	(2.5)	(10.9)	3.9	-	162.8
AuMs (in CHF bn)	42.5	28.4	20.6	22.9	35.8	55.4	-	-	(46.3)	159.3
NNA (in CHF bn)	1.0	0.5	1.5	0.2	2.4	(0.4)	-	-	-	5.2
CROs	142	101	71	77	316	-	-	-	-	707
Employees (FTEs)	338	236	170	170	337	318	91	1,422	-	3,118

* of which 236 CROs relate to Shaw and Partners

Note: In the six months ended 30 June 2024, the Group changed the basis of allocating segment revenue between the Global Markets & Treasury segment and the United Kingdom Private Banking and Wealth Management segment. This resulted in an additional approximate CHF 17.5 million of segment revenue being allocated to the United Kingdom Private Banking and Wealth Management segment from the Global Markets & Treasury segment

Segmental analysis 1H23



Performance summary (in CHF mn)	Switzerland & Italy	Continental Europe & Middle East	Americas	UK	Asia Pacific	Investment & Wealth Solutions	Global Markets & Treasury	Corporate	Elimination	Total
Segment revenues	237.2	127.4	68.5	87.2	85.0	61.7	40.8	17.0	-	724.8
Segment expenses	(133.4)	(84.4)	(56.5)	(66.9)	(75.8)	(56.2)	(25.1)	(24.5)	-	(522.8)
Total operating margin	103.8	43.0	12.0	20.3	9.2	5.5	15.7	(7.5)	-	202.0
IFRS net profit	92.1	36.7	10.8	17.9	7.8	4.9	13.7	(36.3)	-	147.6
AuMs (in CHF bn)	41.3	26.7	17.0	21.2	29.8	48.0	-	-	(37.5)	146.5
NNA (in CHF bn)	(0.7)	1.5	0.5	0.6	1.1	0.1	-	-	-	3.0
CROs	129	99	69	60	281*	-	-	-	-	638
Employees (FTEs)	320	214	157	187	298	288	91	1,327	-	2,882

* of which 209 CROs relate to Shaw and Partners

Segmental analysis 2H23



Performance summary (in CHF mn)	Switzerland & Italy	Continental Europe & Middle East	Americas	UK	Asia Pacific	Investment & Wealth Solutions	Global Markets & Treasury	Corporate	Elimination	Total
Segment revenues	214.7	129.3	64.6	91.0	80.5	60.7	42.9	22.2	-	705.9
Segment expenses	(137.4)	(89.2)	(59.1)	(69.2)	(74.7)	(63.9)	(30.9)	(1.2)	-	(525.6)
Total operating margin	77.3	40.1	5.5	21.8	5.8	(3.2)	12.0	21.0	-	180.3
IFRS net profit	71.3	32.1	5.2	19.7	5.3	(2.8)	10.9	13.9	-	155.6
AuMs (in CHF bn)	38.8	25.9	17.5	19.9	30.9	48.2	-	-	(38.9)	142.2
NNA (in CHF bn)	(0.8)	1.4	1.2	(0.4)	2.6	(0.9)	-	-	-	3.2
CROs	135	98	71	77	312*	-	-	-	-	693
Employees (FTEs)	335	217	164	205	337	296	94	1,377	-	3,025

* of which 223 CROs relate to Shaw and Partners

Update on Life Insurance Exposures (I)

Life insurance related portfolios

- Legacy exposures acquired more than 10 years ago
- Outright portfolio carried at fair value (marked-to-model, Level 3) for IFRS accounts – small size of portfolio introduces substantial P&L volatility
- Synthetic portfolio carried at fair value for IFRS accounts. Limited P&L volatility through hedging

Longevity risk

- Significant risk in the portfolios due to the impact of longevity (premium payment increasing with age)
- Assumptions are derived by external life settlement underwriters based on the specific medical history
- Regular in-depth reviews of the accuracy as well as developments due to general and individual trends are assessed and incorporated if material

Premium / Cost of insurance risk

- EFG reached a settlement with Transamerica (2021), John Hancock and AXA (2023), Lincoln court date expected 2H 2025
- Legal cases against Lincoln progressing with strong legal basis. All claims are proceeding as anticipated by EFG. Based on the current status, EFG remains in a strong position for prevailing in its claims

Interest rate risk

- Hedged since February 2018

Year	Outright portfolio	
	Death benefits received (USD mn)	Net Cashflow (USD mn)
2012	73.0	17.8
2013	91.7	22.4
2014	93.2	21.9
2015	52.3	(22.6)
2016	83.6	(5.5)
2017	57.4	(41.9)
2018	117.2	8.8
2019	157.3	38.2
2020	227.9	67.0
2021	304.4	153.0
2022	151.9	26.3
2023	258.6	162.8
1H 2024	170.7	120.4

Update on Life Insurance Exposures (II)

Outright portfolio	<ul style="list-style-type: none">▪ Direct holding of life insurance policies for 101 insureds (2023: 125) of an average age of 94.6 years▪ Life expectancy: 3.5 years	<ul style="list-style-type: none">▪ Death benefit: CHF 667.4 mn▪ Carrying value: CHF 383.3 mn▪ 1H2024 premium: CHF 45.4 mn▪ Operating income CHF 36.5 mn
Synthetic portfolio	<ul style="list-style-type: none">▪ Direct holding of life insurance policies + hedge instruments mitigating most of the risks, for 50 insureds of an average age of 91.8 years▪ Life expectancy: 4.1 years	<ul style="list-style-type: none">▪ Net death benefit: CHF 32.0 mn▪ Net carrying value: CHF 4.4 mn▪ 1H2024 net premium: CHF 2.1 mn▪ Operating income CHF -2.8 mn

Financial calendar 2024 & 2025



Event	Date
10M business update 2024	20 November 2024
Full-year 2024 financial results	19 February 2025
Annual General Meeting 2025	21 March 2025

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