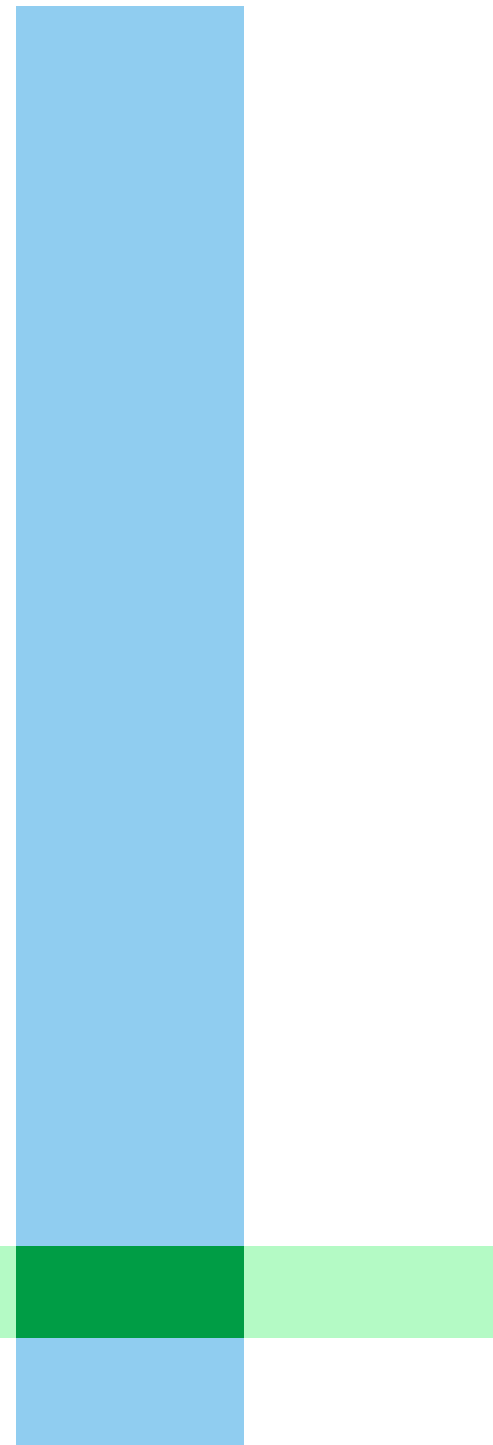
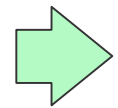


BCV: IT and back-office strategy

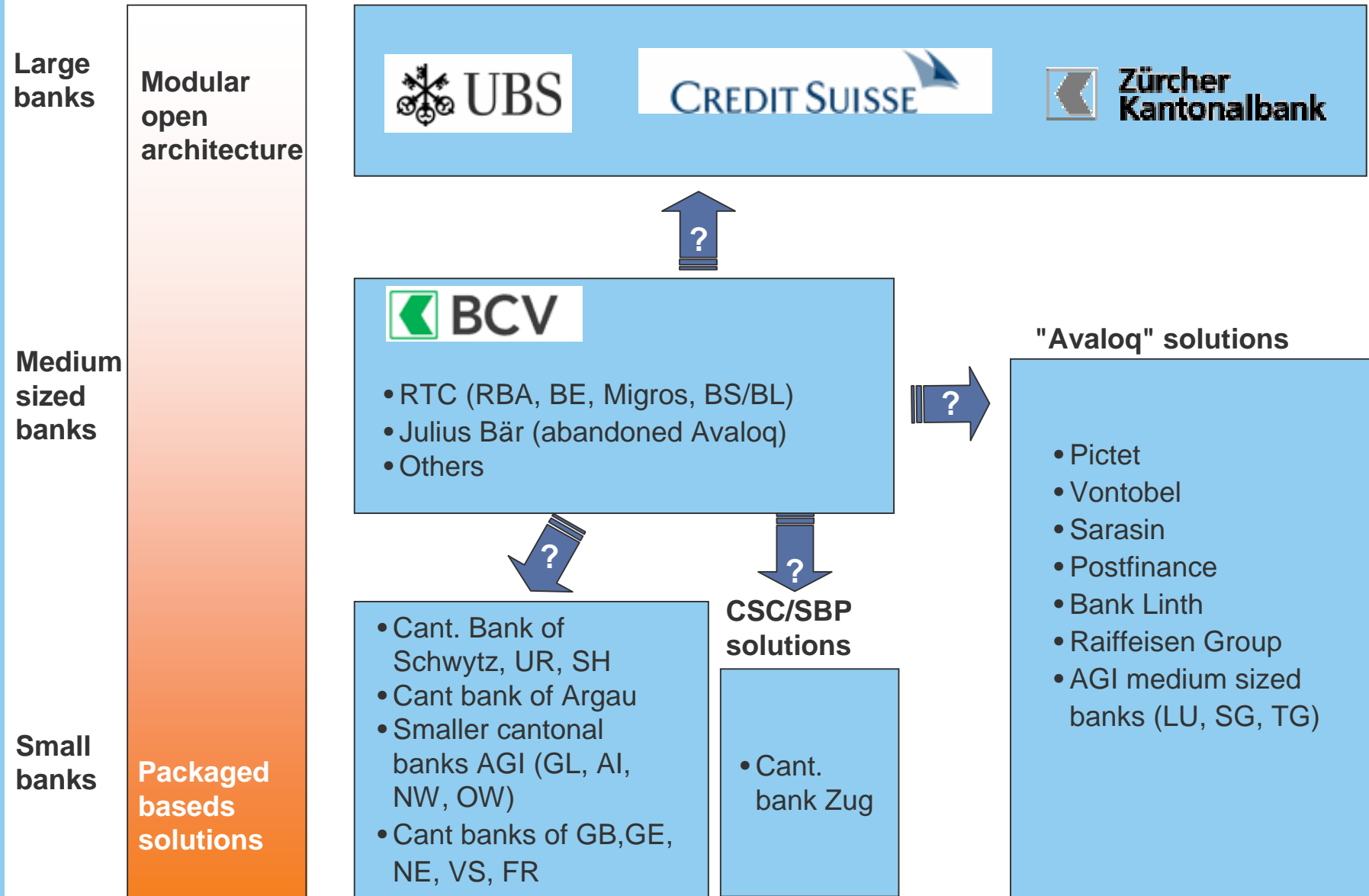
Conference call
Lausanne, 19.04.2007





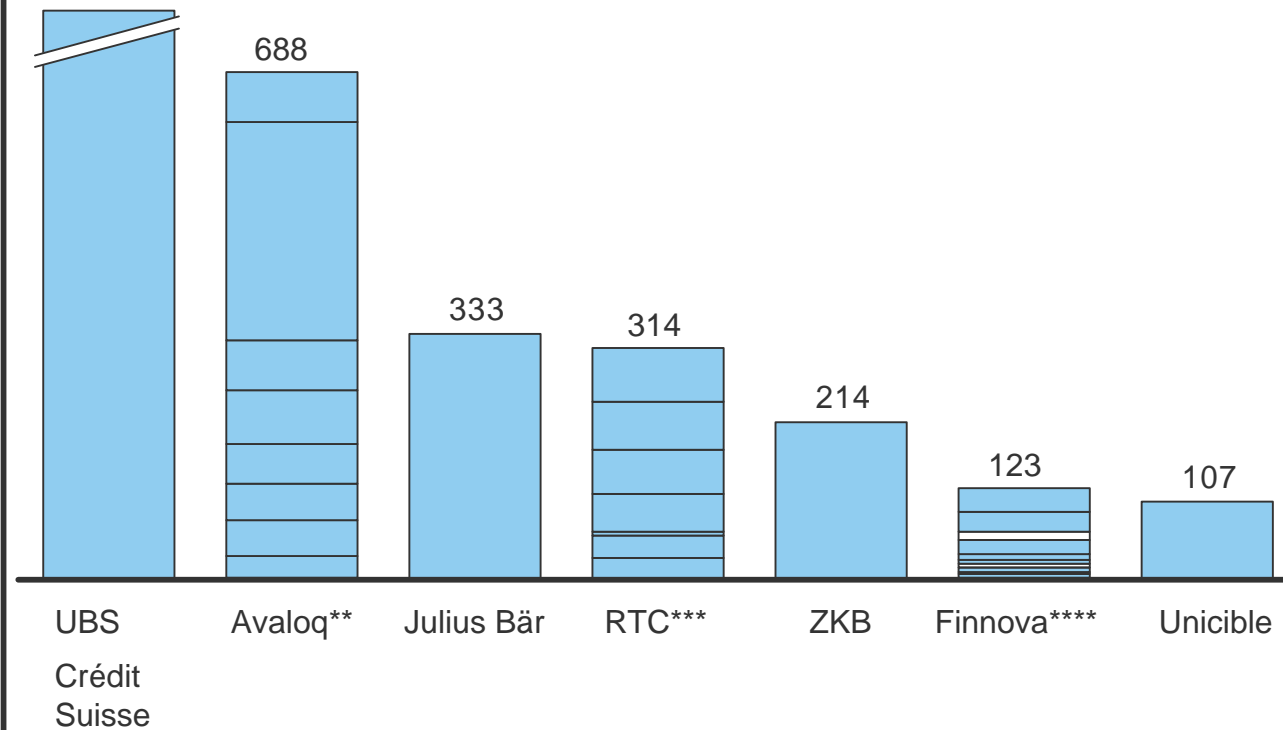
1. CH - IT landscape
2. IT/ operations, joint venture with ZKB
3. Transfer of Unicable assets : IBM Competence Center

Market trend: going towards packaged solutions and open architecture...



... forming new IT communities

Volumes* handled by platform



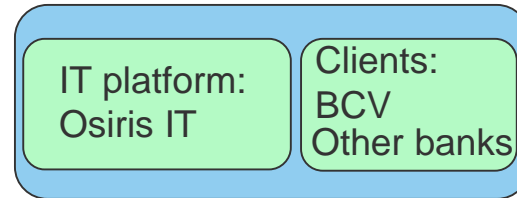
Several banking communities have structured themselves in the Swiss IT market

As of 2005

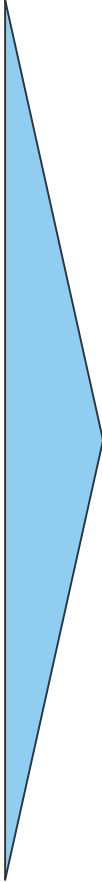
* Volumes calculated as Balance sheet total + AuM's
** Avaloq clients considered : Pictet, Vontobel, Sarasin, Clariden Bank, Cantonal banks LU, SG, TG, Bank Linth as well as Raiffeisen banks (33%)
*** RTC banks considered : RBA, BKB, Migros, Banques Cantonales BE, JU, BLKB, AKB
**** Finnova clients considered : GKB, Cantonal banks of Ge, VS, SZ, Ne, NW, OW, UR, AI, SH, GL

Current assessment of BCV IT situation

UNICIBLE
IT Services



- In its current form the IT platform functions well
- The platform is reliable but lacks some flexibility to meet future banking needs
- Cost levels are adequate but could be lower
- Certain modules of the IT platform will be nearing their end of life cycle by 2011
- Smaller banking clients are planning to exit thereby increasing IT costs for BCV in the long term

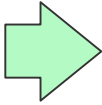


BCV decided to analyse in-depth its situation and define a long term IT strategy

Three main options were analysed in detail

- 1 Revamp the existing OSIRIS IT system
- 2 Choose an established packaged banking solution and adapt it to BCV's universal banking needs
- 3 Go for an IT and operations alliance with ZKB

Content

1. CH - IT landscape
-  2. IT/ operations, joint venture with ZKB
3. Transfer of Unicable assets : IBM Competence Center

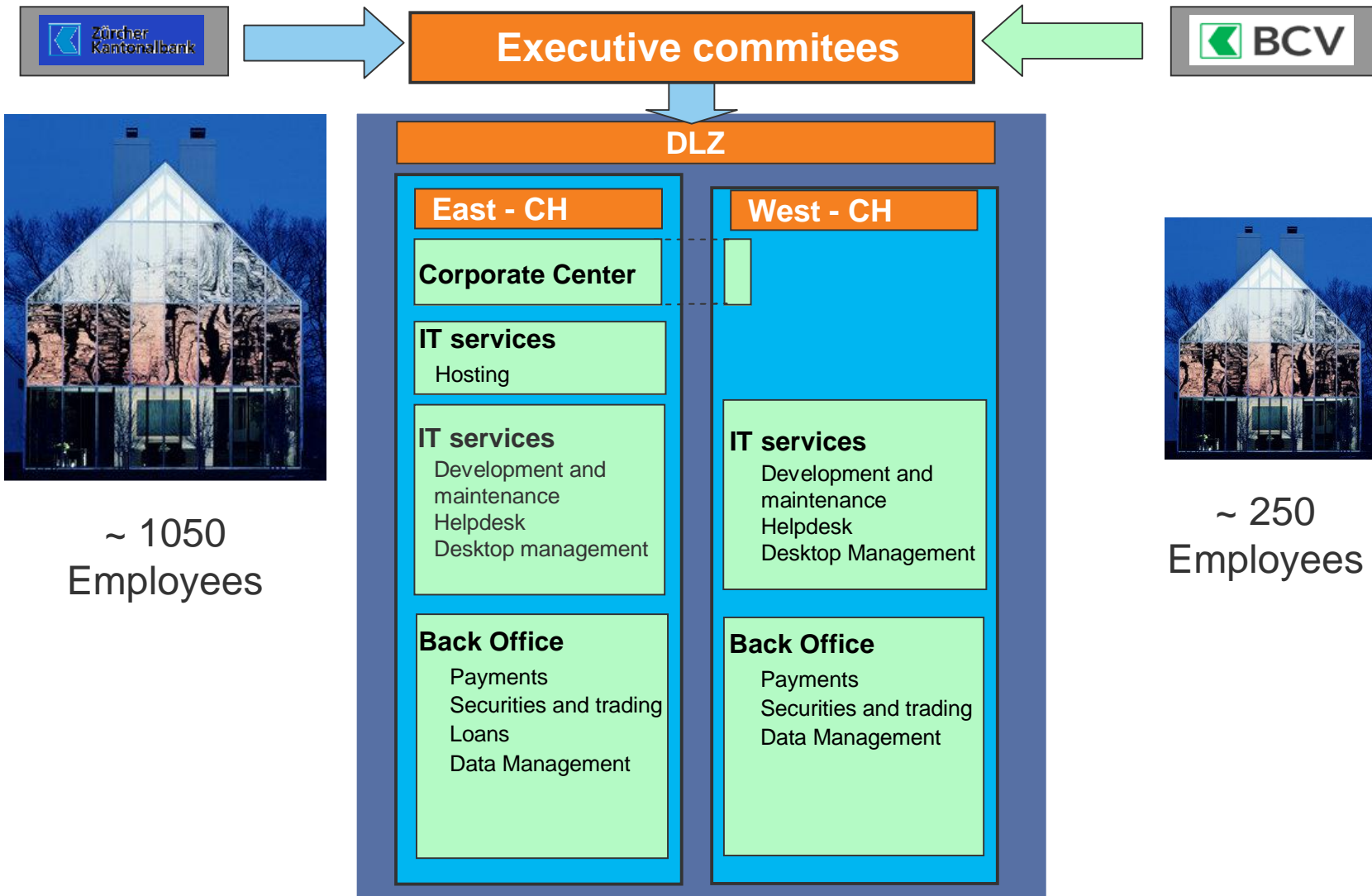
BCV and ZKB create a joint venture by setting up a new IT and back office company



Sharing joint IT and back-office resources while preserving the strategic independence of each partner





IT-BO Center operating from two locations as of 2011 BCV



Main governance principles of the new IT-BO Center



- § Joint venture :
- | | |
|--|-------------|
|  | 65 % |
|  | 35 % |
- § Cooperation based on largely common products and processes
- § Equal representation on the board of Directors
- The Chair, appointed by the ZKB, shall cast the deciding vote as necessary
- § Mechanisms to protect minority shareholders
- Strategic decisions will require unanimous approval. This includes the appointment of the CEO, the inclusion of new partners, changes in financing strategy, material changes in the business strategy of the service provider, capital structure changes,...

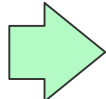
Key financial elements

No investment in future platform is needed Cost of ZKB platform (CHF 1.2bn)	In CHF bn 0
Avoiding new platform IT investment	In CHF mn 400-500
Migration cost (over 4-5 years) • of which capex	In CHF mn 120-150 90-120
Recurring cost reduction represents a 20% reduction of IT/Ops cost base which more than compensates the shortfall from Unicable's contribution (CHF 20-25 mn)	In CHF mn 30

Key rational behind the transaction and advantages



- 1 A platform sharing strategy of IT/op.centers that makes sense between the two largest cantonal banks
- 2 Getting access to a state of the art IT platform which clearly puts BCV in the top-league in terms of quality of the IT platform
- 3 Most attractive option in the short and long term with no significant financial risk
- 4 Limitation / minimization of operational risks (no major development)
- 5 This state of the art platform will contribute to operational efficiencies and front line productivity improvements
- 6 Paves the way for further cost reductions by acquiring new customers
- 7 Common IT architecture facilitates further cooperations between ZKB and BCV

1. CH - IT landscape
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Transfer of Unicable assets

UNICIBLE
IT Services



IBM (CH)

- Unicable assets, people and client contracts are transferred to IBM
- Transfer effective in June 2007

- Reinforcing its position in hosting and IT banking services
- IBM will be a key partner for the migration towards the ZKB platform

- Services will be provided at the same costs to BCV
- IBM will be a key partner for the migration towards the ZKB platform
- The deal with IBM avoids potential restructuring costs for BCV