

BCV Group
full year 2005 figures and
strategy going forward

Brocket Hall, UK, 31.03.2006

A green arrow pointing to the right, indicating the start of a list.

1. BCV in 2005

2. Strategy going forward and outlook 2006

Record results



Revenues climb over a billion

CHF 1,038 mn

**Changes
2004
YTD %**

+10%

Gross profit clearly improved

CHF 486 mn

+22%

Strong net profit growth

CHF 457 mn

+36%

2005: main trends in business volumes



CHF mn (rounded)

ESTIMATES

Increase in mortgage volumes ¹		+374	+2%
Slight increase in other credit volumes ¹		+78	+1%
Strong growth in AuM's		+7,680	+12%
Increase in savings and client deposits		+596	+3%
Strong growth in structured products		+414	+85%

¹ Excl. effects from impaired loans reductions and divestments in Asia

P&L in 2005

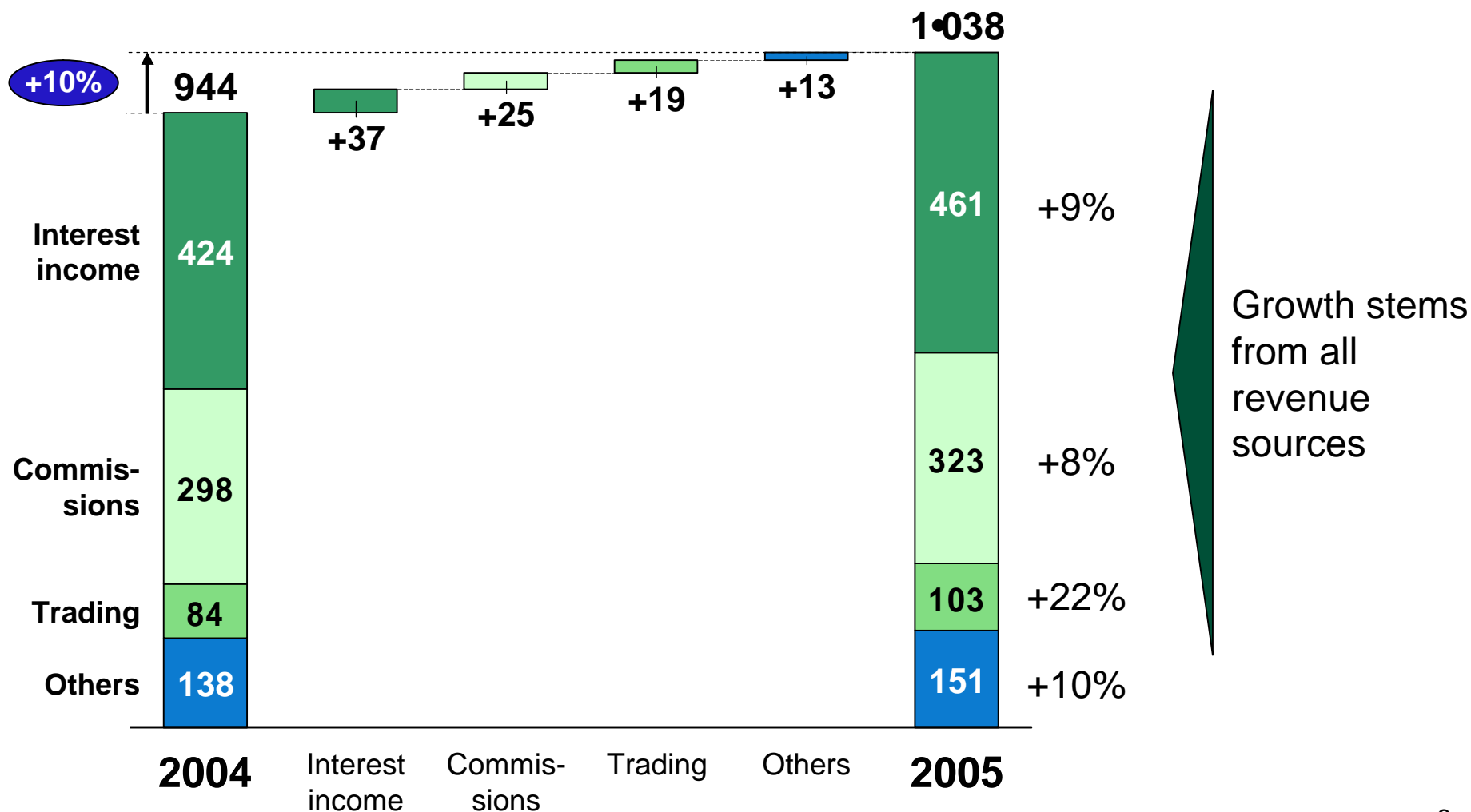


CHF mn (rounded)	2004	2005	Variation		
Total revenues	944	1,038	+94	+10%	◀ All revenue sources on the increase
Operational expenses	-546	-552	+6	+1%	◀ Sustained cost control
Gross profit	399	486	+87	+22%	
Depreciations	-86	-91	+5	+5%	
Value adjustments, provisions, losses	-40	-16	-24	-60%	◀ No longer needed provisions for the affiliates, no provisions for credit risk
Extraordinary income	170	211	+41	+24%	◀ Explanation on page 8
Extraordinary expenses	-84	-112	+28	+34%	◀ Explanation on page 9
Taxes	-22	-20	-2	-8%	
Net profit (before minority interests)	337	457	+120	+36%	

Revenues climb over a billion



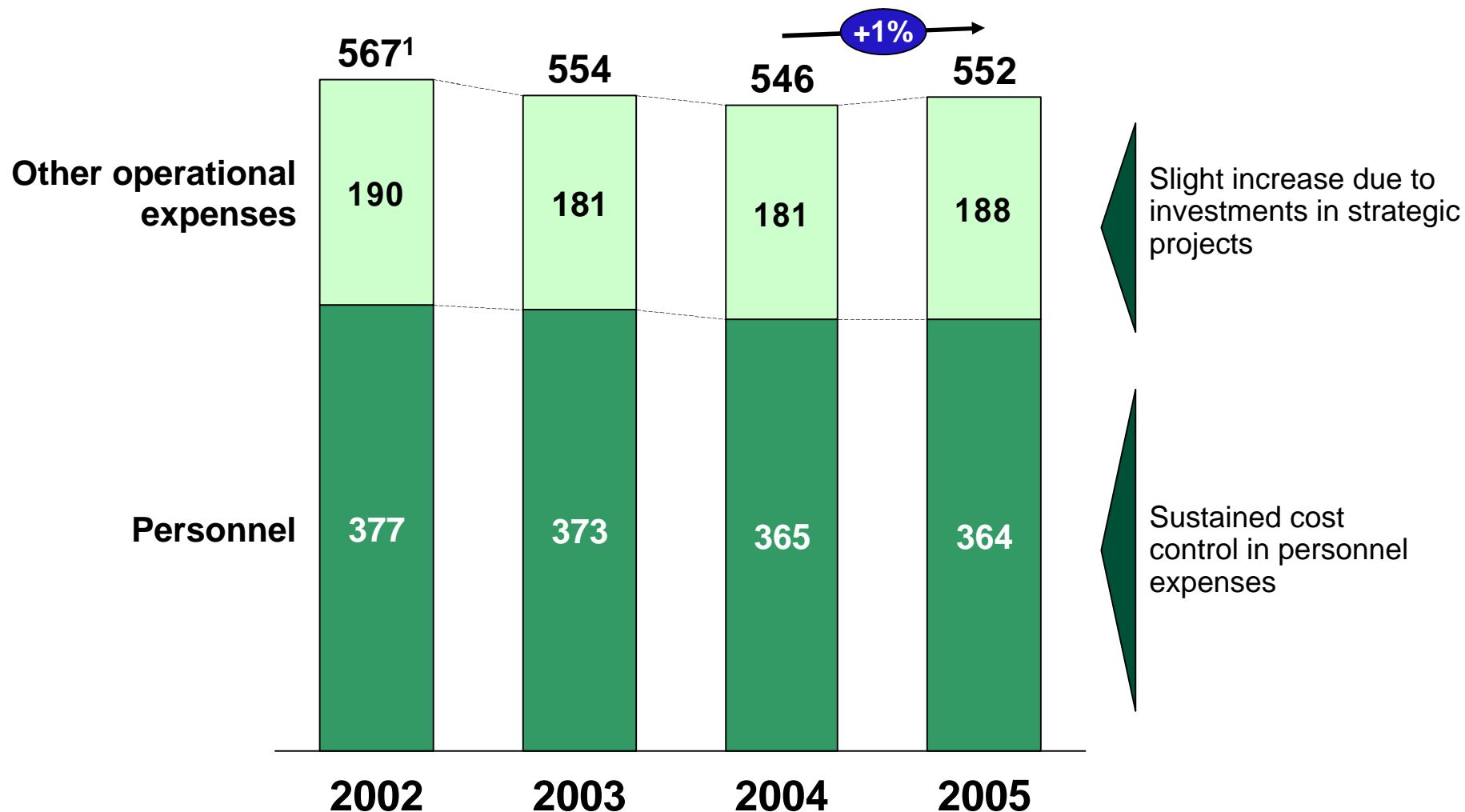
CHF mn (rounded)



Rigorous cost control



Trends in operational expenses, CHF mn (rounded)



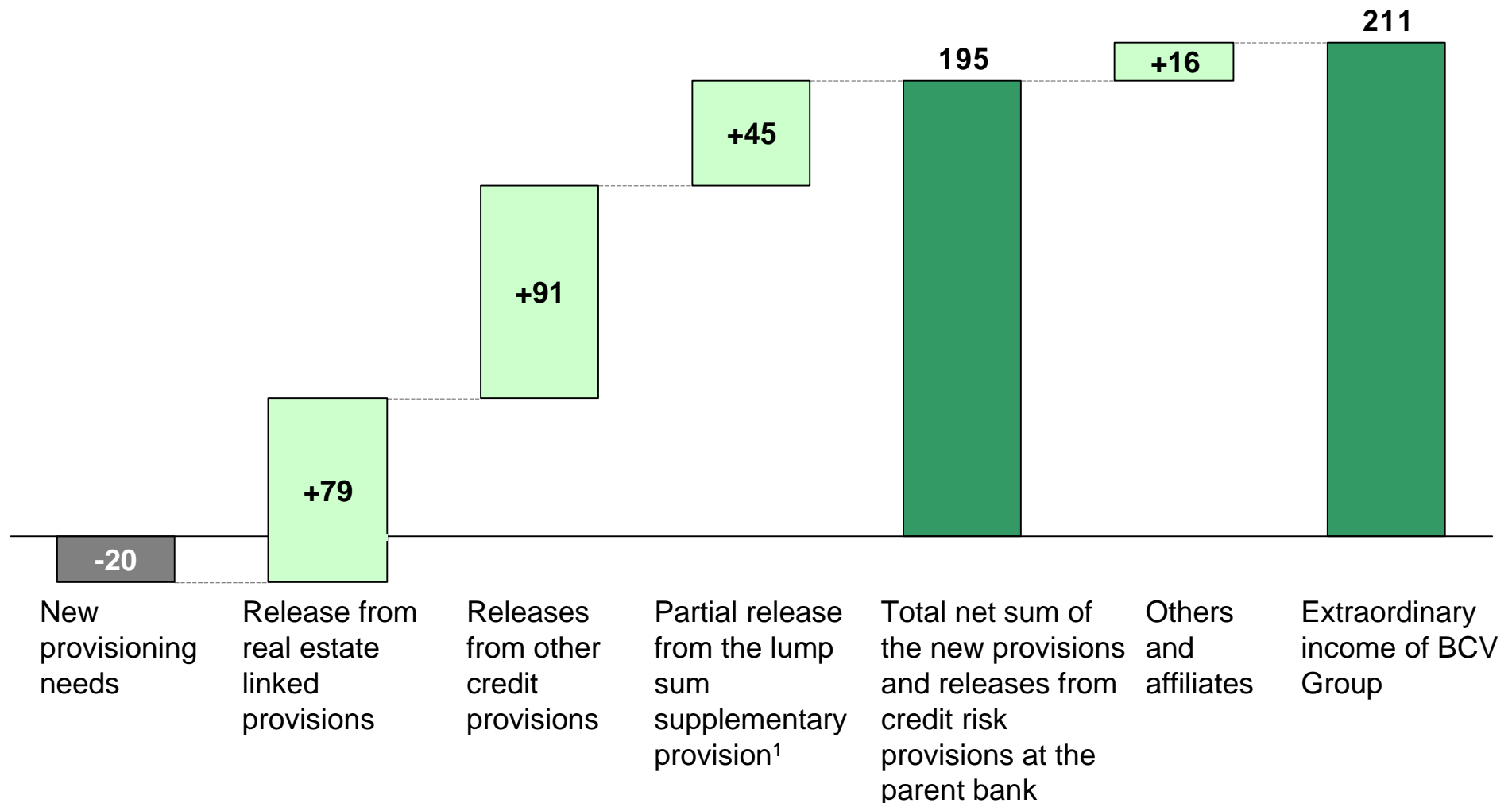
¹ Includes the full integration of Unicable

Extraordinary income generated by provision releases



Breakdown in extraordinary income in 2005, CHF mn

ESTIMATES



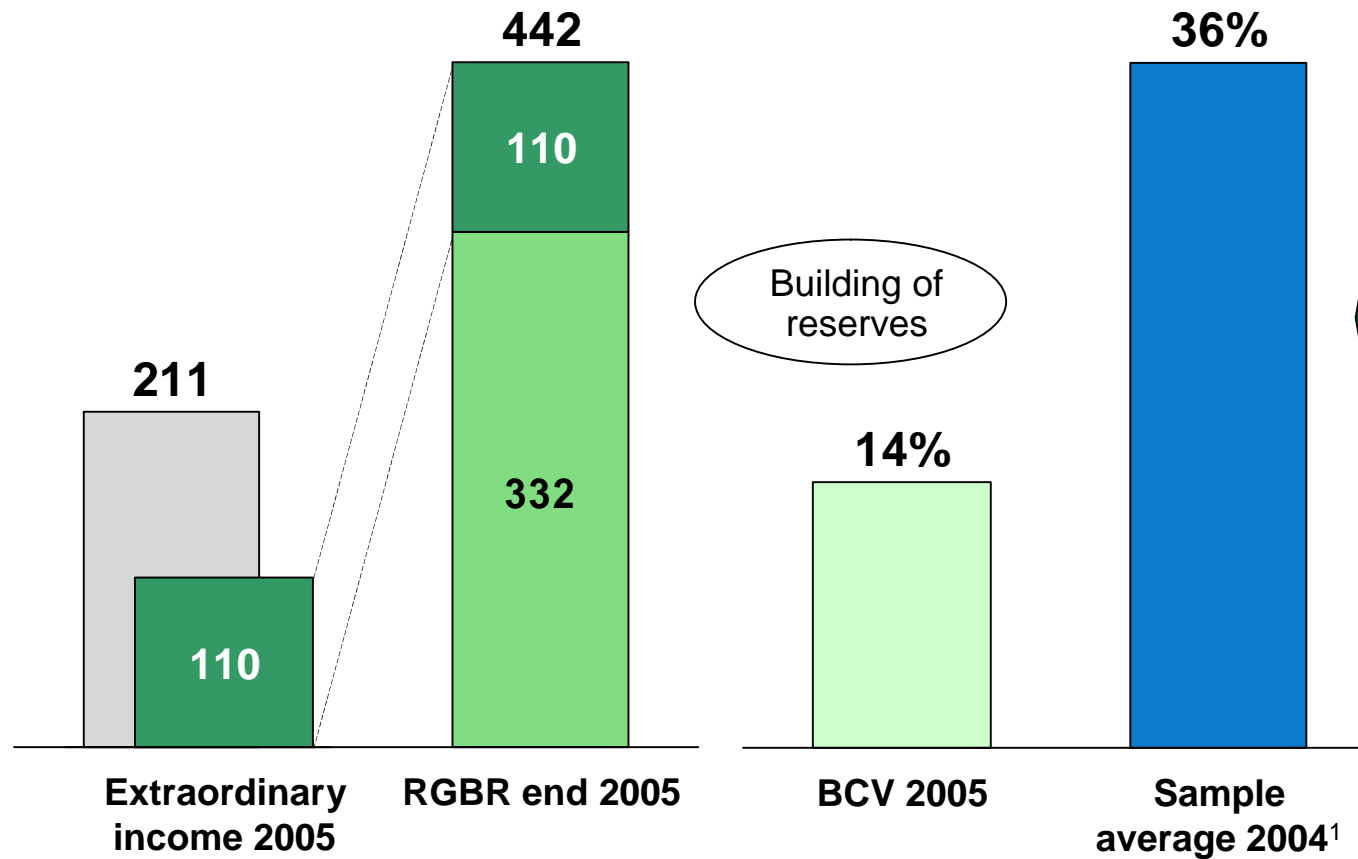
¹ Supplementary provisioning according to the SFBC rules

CHF 110 mn allocated to the reserve for general banking risks (RGBR)



Trend for RGBR at BCV, in CHF mn

RGBR as % of equity



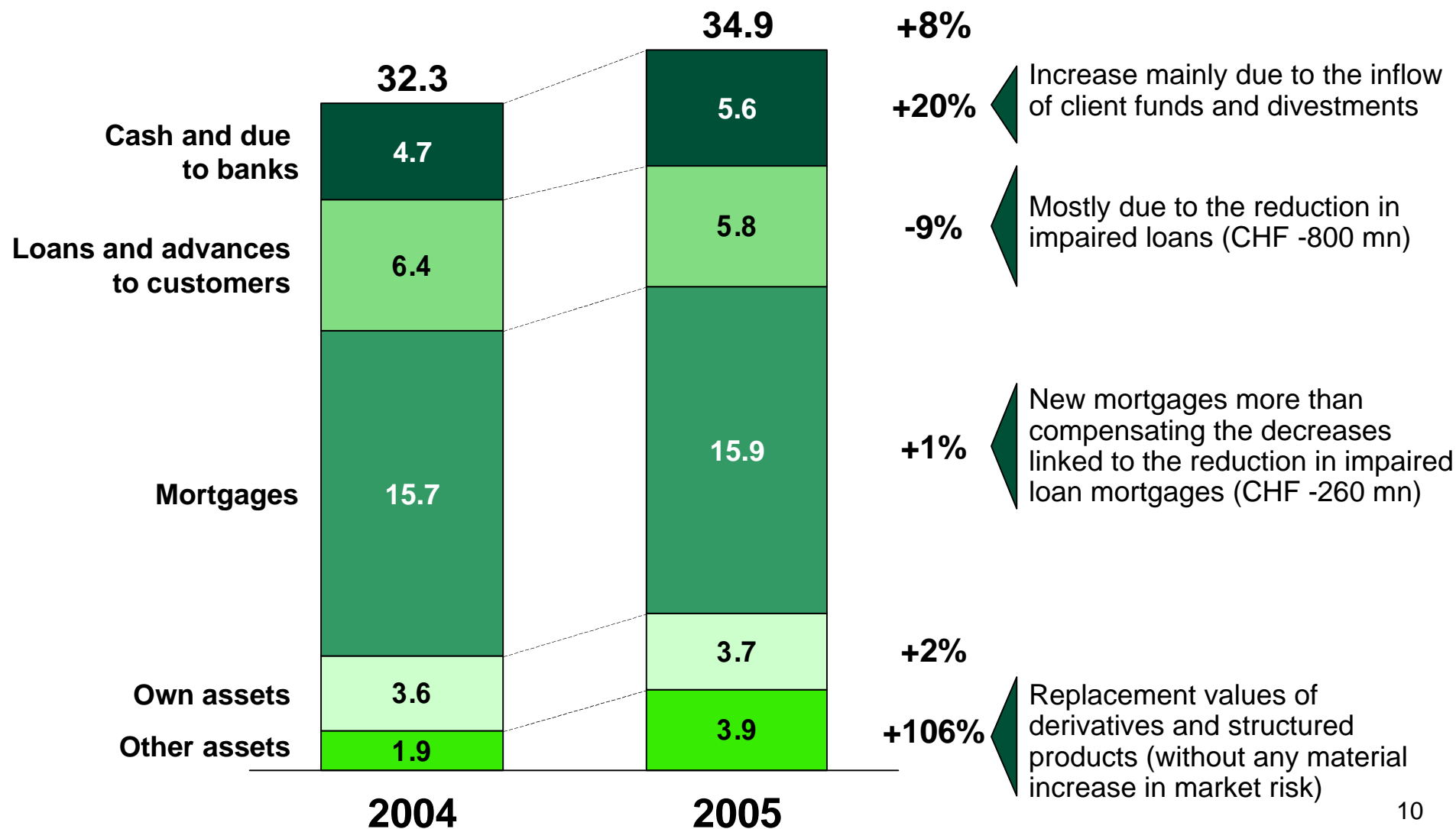
- The RGBR is an integral part of the equity
- Meant to cover exceptional events
- Regularly used by Swiss cantonal banks

¹ Arithmetic average based on a sample of similar cantonal banks, ZKB, LUKB, SGKB, BEKB, BKB, BLKB)

Changes in the balance sheet : assets



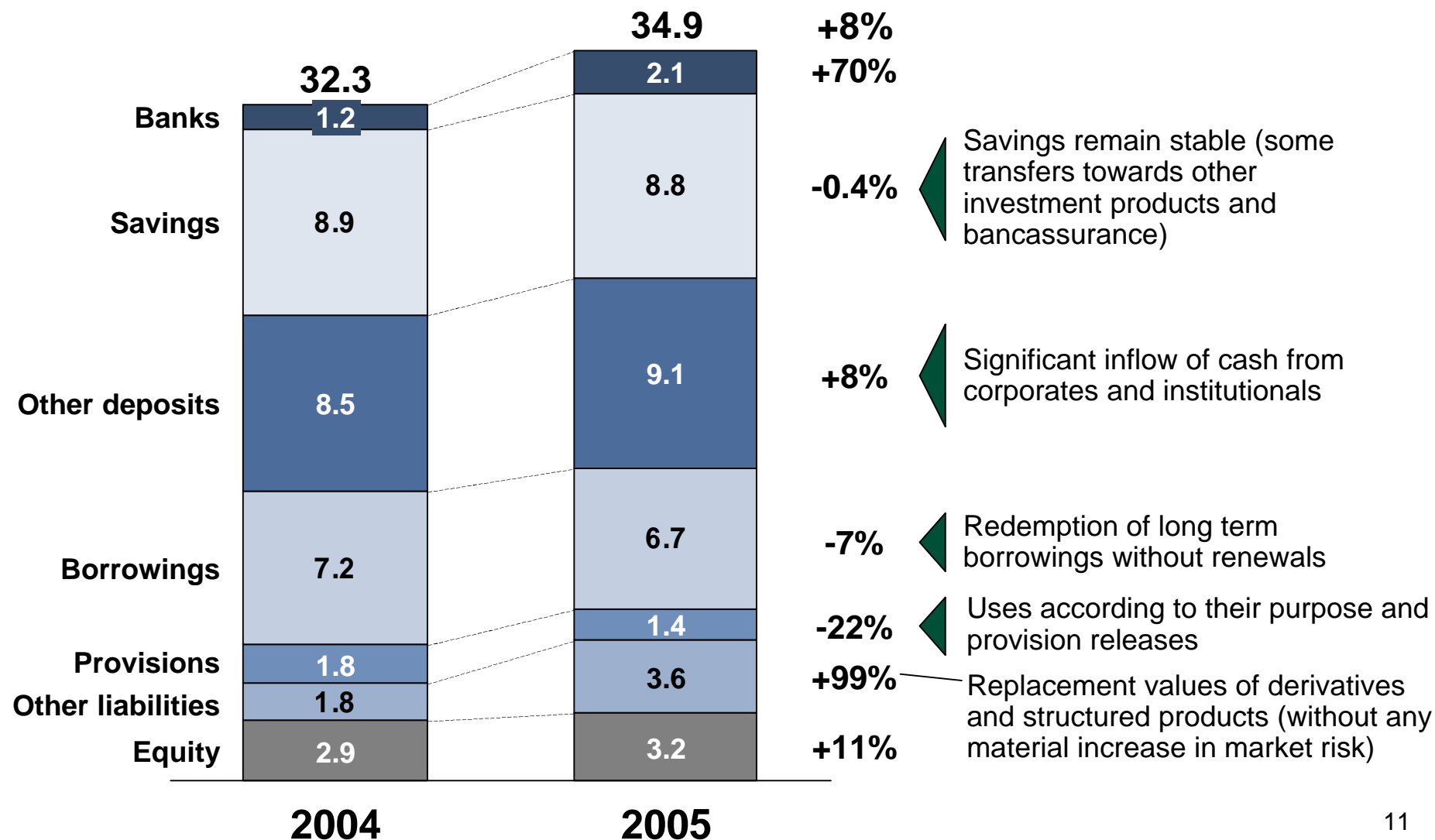
Assets, CHF bn (rounded)



Changes in the balance sheet : liabilities



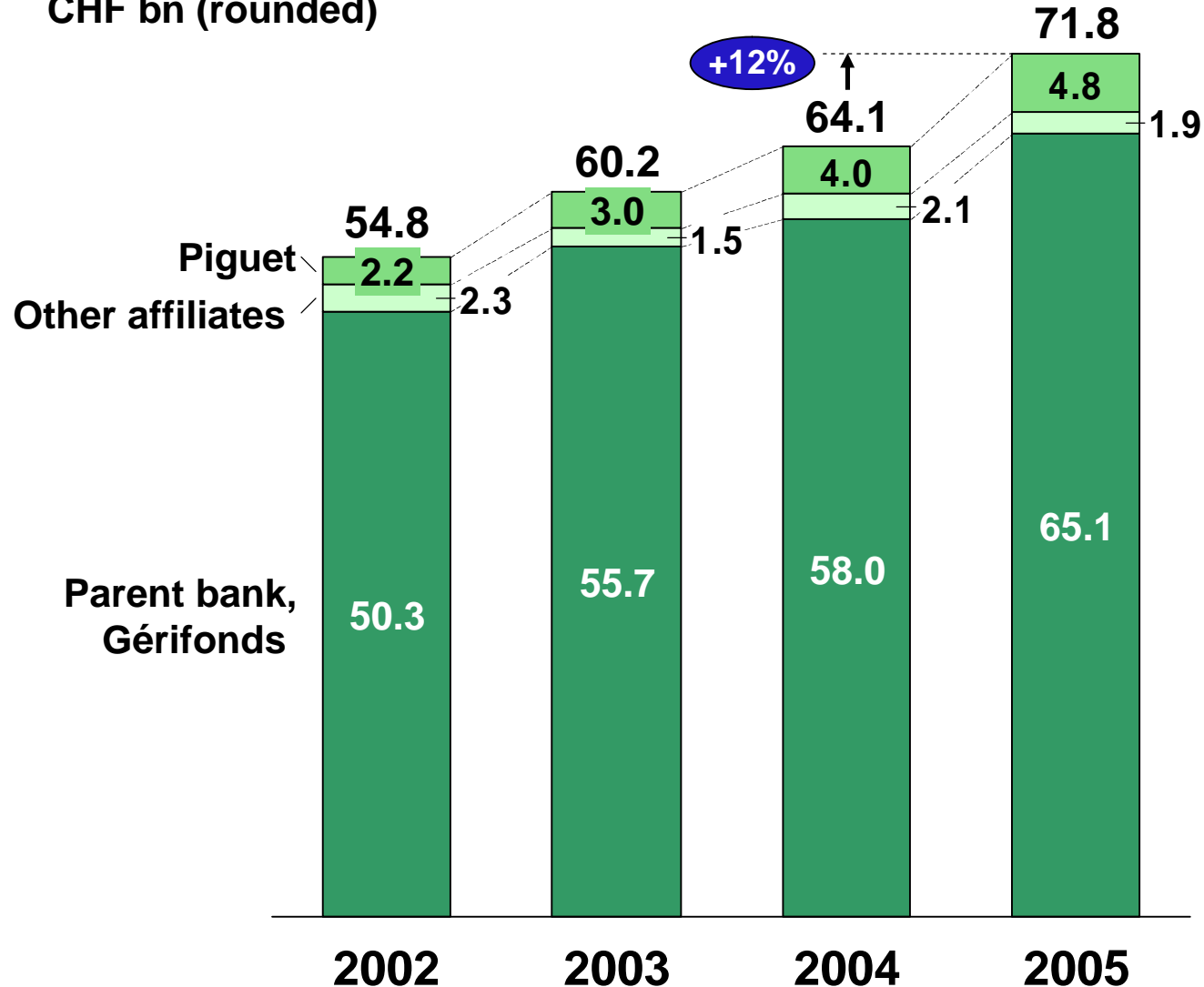
Liabilities, CHF bn (rounded)



Strong increases in assets under management



CHF bn (rounded)



- Net new money 1,546 mn¹
- Without taking into account the outflows linked to the integration of activities from 2 institutional clients, net new money would reach CHF 2,926 mn

¹ Excluding strategic divestments (France, Asia)

All business areas on the rise



CHF mn (rounded)

	Gross profit			Net profit		
	2004	2005	Change	2004	2005	Change
Retail banking	146	157	+7%	36	46	+27%
Wealth management	140	175	+25%	59	83	+40%
Corporate banking	163	153	-6%	42	51	+22%
Trading	23	30	+32%	10	14	+41%

Board proposals for the upcoming AGM



Priority dividend for participation certificates (CHF 2.69 per PC)

30.8 mn

Proposed dividend of CHF 4.50 per reg. share (up 50% from CHF 3.00 in 2004)

38.5 mn

Buy-back tranche of participation capital in 2006

400.0 mn

We kept our word



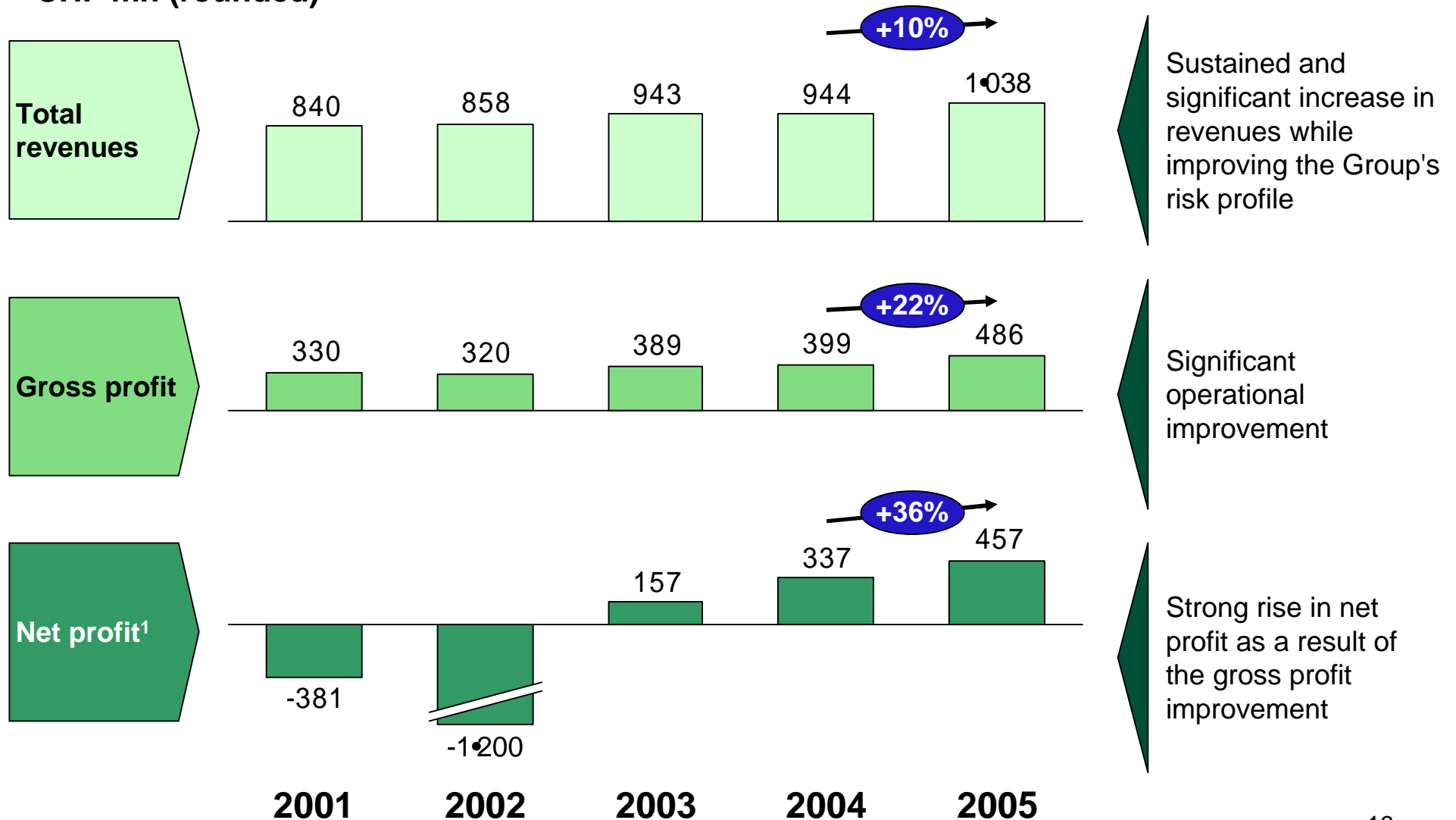
- Successful launch of an ambitious growth program
- Further significant reduction of impaired loans
- Implementation of the first buyback tranche of P-C capital while proposing a second buyback tranche
- Improved credit rating from Standard & Poors from **A-** to **A** (as of 27.01.2006)
- Increase of the net interest margin as planned and despite a very competitive market environment
- Getting closer to the Group's financial targets with the aim to create value for our shareholders



Changes in revenues, gross and net profit



CHF mn (rounded)



¹ Before minority interests

Sustained improvement in all key ratios



		2002	2003	2004	2005
Quality and balance sheet structure	Impaired loans / credit exposure	15%	13%	10%	7%
	Client deposits / Loans to clients	68%	74%	78%	83%
	Net interest margin	1.25%	1.23%	1.29%	1.40%
Equity	Equity ratio SFBC	76%	156%	185%	195%
	Tier 1 ratio (BRI)	5.5 %	13.4%	16.5%	18.1%
Productivity	Cost/income (Excl. goodwill amort.)	75%	71%	67%	62%
Financial performance	ROE (Net profit / average equity)	n/a	6.5%	12.4%	14.9%

Comparing key ratios with stated goals

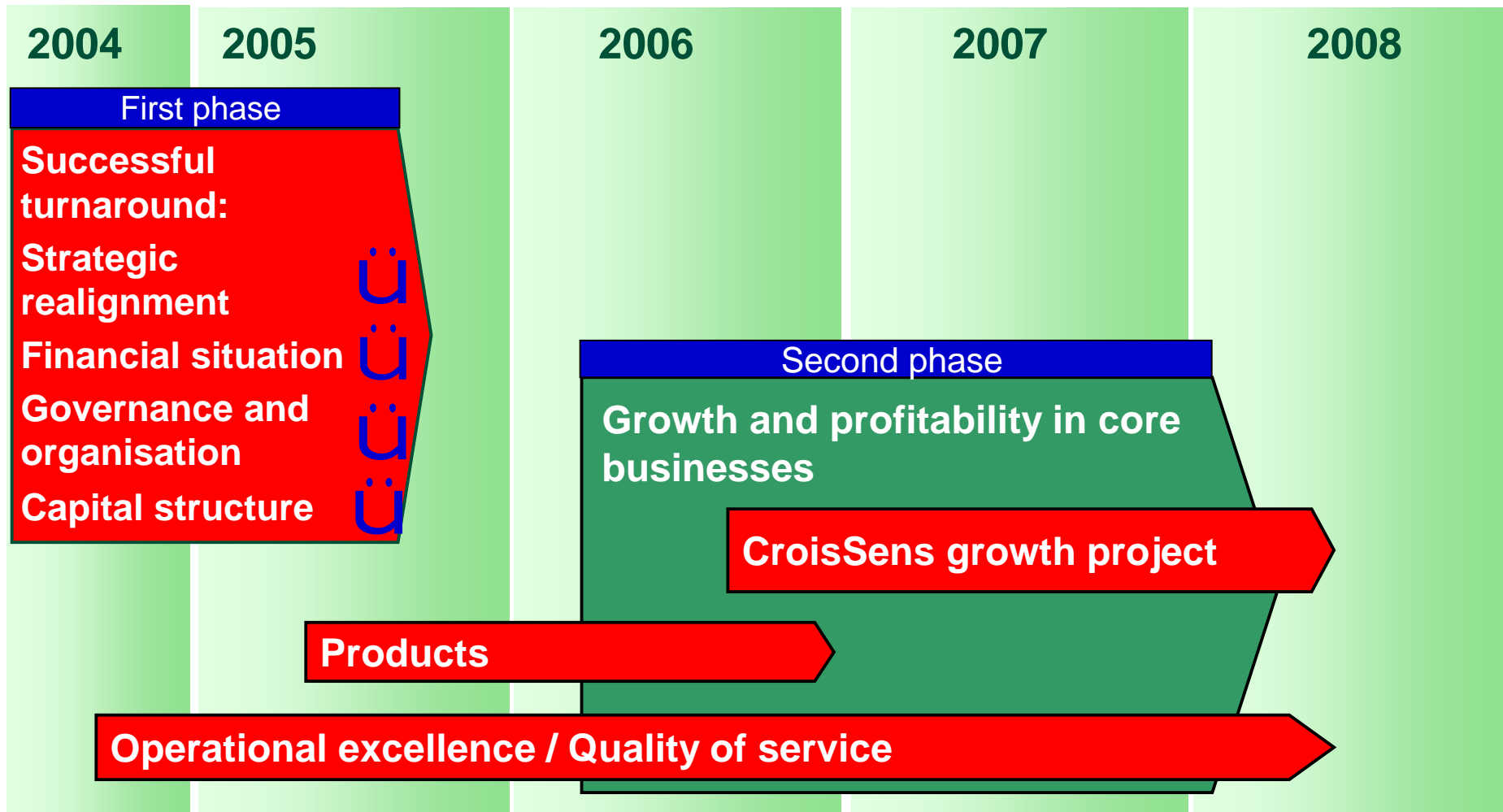


		2002	2005	Goals	
Quality and balance sheet structure	Impaired loans / credit exposure	15%	7%	<3%	Strong improvement but needs to continue
	Net interest margin	1.25%	1.40%	• 1.50%	Excellent progress but more remains to be done
Productivity	Cost/income (Excl. goodwill amort.)	75%	62%	60-63%	Current performance has to be maintained / improved
Financial performance	ROE (Net profit / average equity)	n/a	14.9%	• 12%	Current result is influenced by extraordinary elements

1. BCV in 2005

 2. Strategy going forward and outlook 2006

BCV has entered the second phase of its strategy



Main strategic objectives



- Strengthen business growth and profitability of core businesses
- Further reduce the impaired loan portfolio
- Pursue the in-depth review and overhaul of management and business processes
- Plan additional buybacks of the participation certificates

CroisSens program: Five key levers to strengthen BCV's market position



- 1** *Specific and differentiated value propositions for each customer segment*

 - Improve our value proposition for key segments, e.g., affluent clients with a better adapted offer (proximity, service level, etc.)
- 2** *Increase the commercial time of our sales force*

 - Focus the sales force on their core skills
 - Streamline the administrative processes
- 3** *Increase our market presence*

 - Additional and simplified/ more flexible point of sales in the high potential areas (growing regions) to respond to customer needs
- 4** *Intensify cross selling potential*

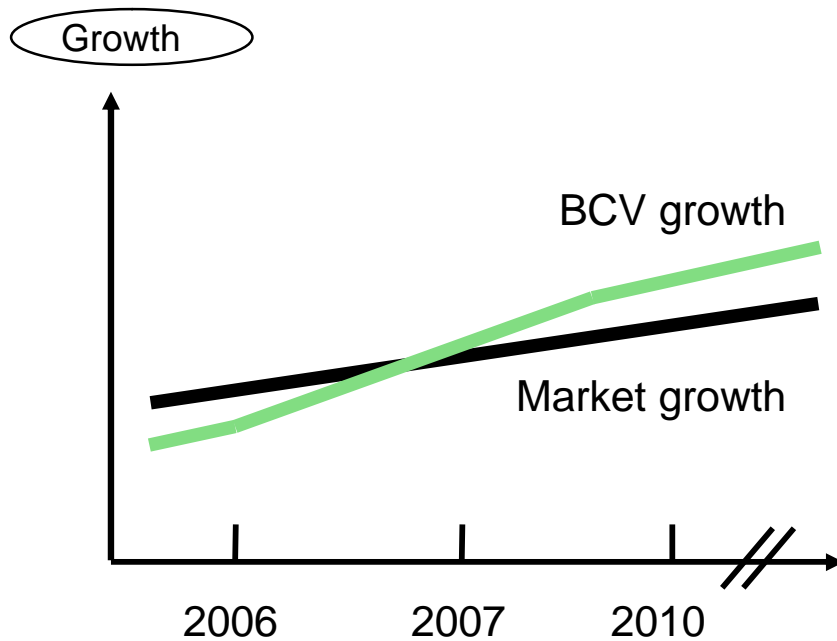
 - Leverage the Group' in-depth knowledge on the region in order promote inter-divisional cross selling
- 5** *Invest in sales skills*

 - Provide the education, improved tools for a more efficient sales force

The goal and impact of "CroisSens"



Goal



Impact

Stabilize market position by 2007

Strengthen the strong long term market position

Increase revenues due to additional volumes (deposits, AuM, mortgages) resulting in a lower C/I in the future

Despite costs associated to CroisSens, C/I ratio should remain unchanged in 2006

Investment of CHF 50 mn over the next 2-3 years with a payback period of 3 years

CroisSens: operational implementation on schedule



Client proximity

Successful migration of client portfolio's within the CroisSens reorganisation between core businesses

2 call centres (one for general inquiries and one for the corporate client base)

Increased client contacts and new client oriented opening hours in specific sales points (shopping malls, hospitals...)

Improved client offer

Real estate financing solutions within 30 minutes

48 hours to finalize a standard mortgage client offer

Easy to use applications

Improved internet based services (e-billing, e-statements, ...)

CroisSens: next steps



BCV Brand

- Launch of the new brand and its corporate repositioning

April – June
2006

Retail network

- Network revamp from mid-2006 until 2007

Fall 2006

Training

- Behavioural based sales training for the front

April – Dec.
2006

Progress control

- Individual analysis of sales targets

Starting April
2006

Other selective sources of growth



Trade finance

- Market fundamentals in selected segments (softs and metals) remain positive
- Opportunities to increase BCV's risk exposure within the limits of the Group's current risk profile

Institutional asset management

- Excellent fund results based on consistent outperformance of the Wealth management's investment strategy
- Growing recognition of BCV's good reputation as an asset manager is opening new growth opportunities in the rest of Switzerland

Structured products

- One of the top 10 players in Switzerland, aiming for further market share gains

Offshore PB in niche markets

- Sustained and double digit AuM growth for Banque Piguet & Cie, increasingly targeting Middle East and Latin American clients
- In Madrid, Asesores & Gestores Financieros, benefiting from the fast-growing onshore Spanish market

Outlook for financial results in 2006



- Based on the Group's moderately positive views on the Swiss and Vaud economy as well as on financial markets
- Slight increase in business volumes
- Sustained improvements of gross profits but at a slower pace than in 2005

Optimising BCV's value proposition for shareholders



- Aiming for long term moderate but steady top line growth
- Improving recurrent gross profit growth in core businesses
- Optimising equity requirements in order to meet ROE targets over the long term
- Aiming for continuous dividend increases while considering the buyback of PCs'



BCVN: a defensive stock offering steady growth and a highly attractive risk/return profile