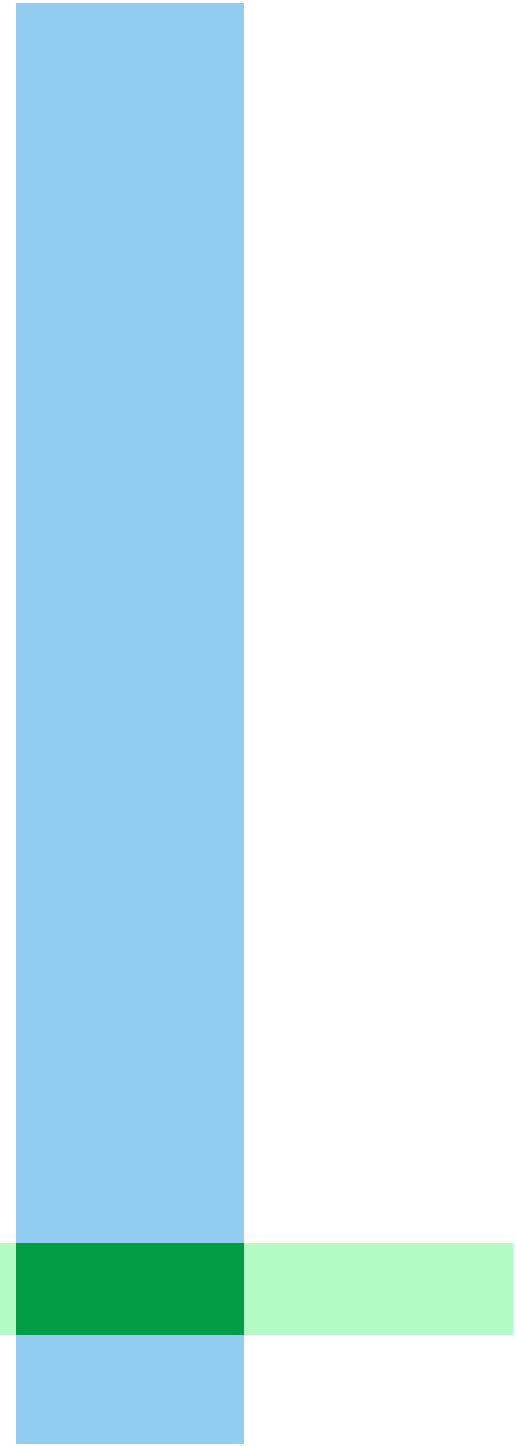
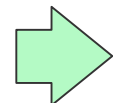


BCV Group - Background and strategy

Zurich, 04 May 2006



- 
- 1. Introduction to BCV**
 2. BCV history and strategic repositioning
 3. Strategy going forward

n **By-laws**

- Public limited company without state guarantee
- Main shareholder: Canton of Vaud with 67.3% of the group's registered share capital and 100% share of the participation certificates
- The cantonal bank status requires a minimal 33% shareholder stake level from the State of Vaud.

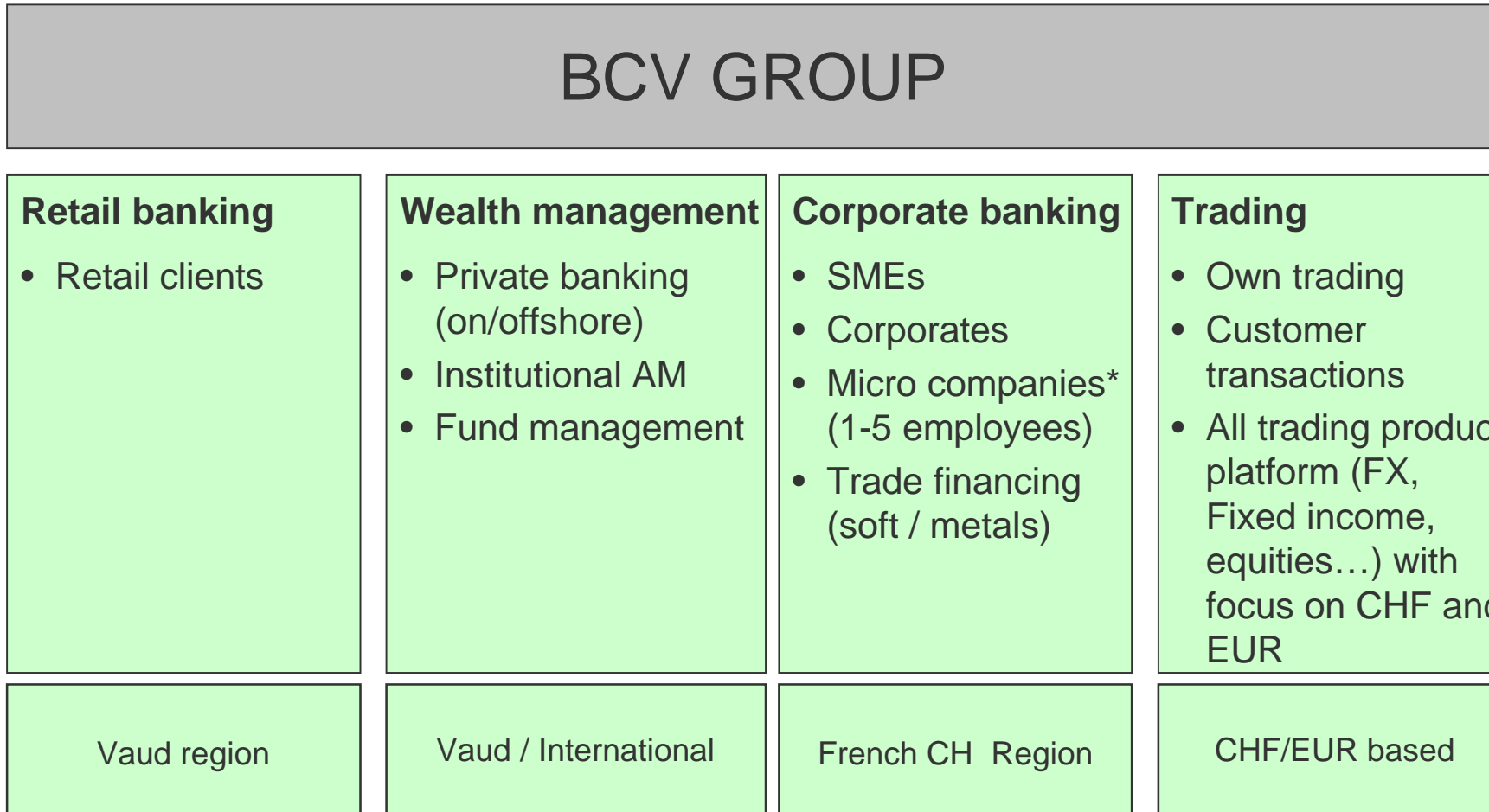
n **Share capital**

- CHF 535.3 mn or 8'565'190 reg. shares of CHF 62.5 par value (listed on the SWX)

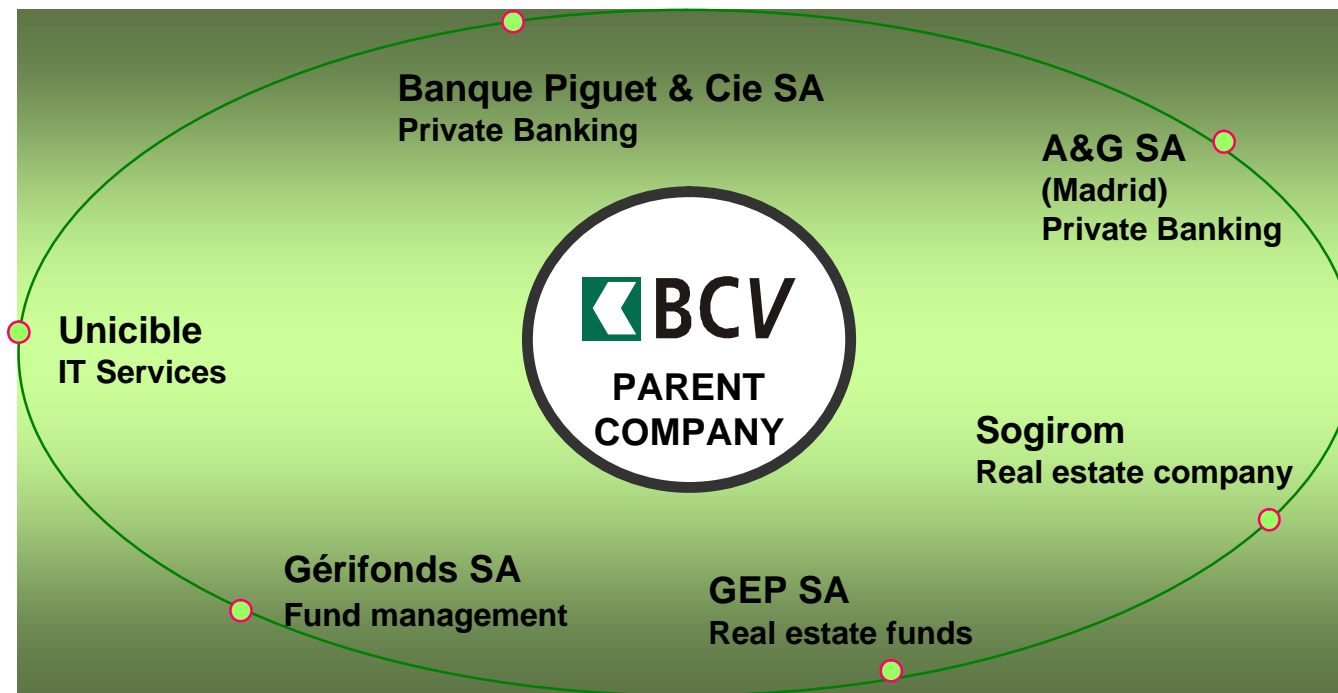
n **PC's**

- CHF 716.6 mn or 11'464'846 participation certificates of CHF 62.5 par value (not listed)

BCV has four main business areas



Main affiliates within the BCV Group



Key data (as of 31.12.2005)



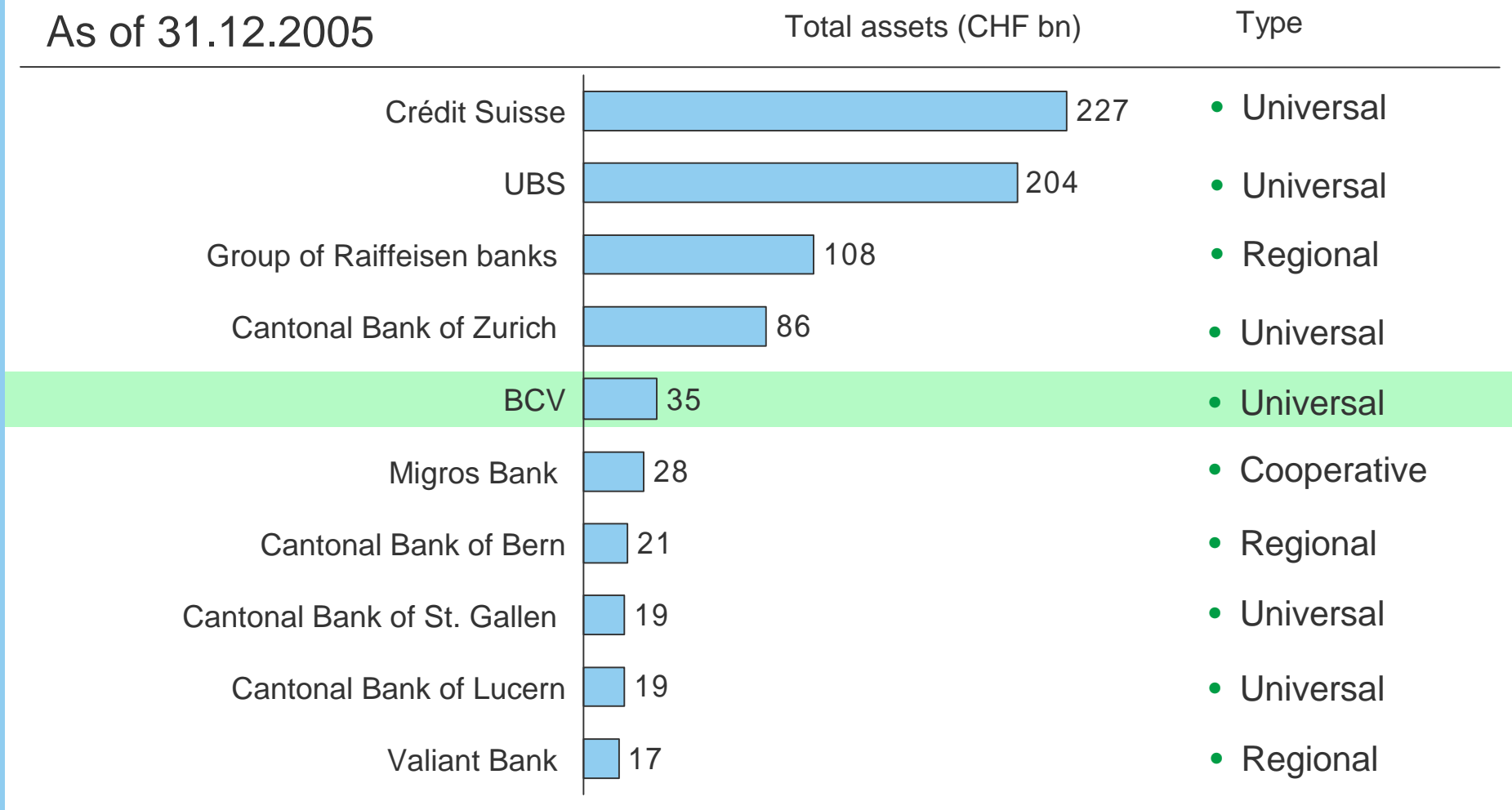
(in CHF rounded)

	31.12.2005	31.12.2004	Var %
n Total assets	34.9 bn	32.3 bn	+ 8.0%
n Equity	3.2	2.9 bn	+10.6%
n AUM	71.7 bn	64.1 bn	+12.0%
n Full time equivalents	2349	2423	- 3.1%
<hr/>			
n Revenue	1037.7 mn	944.1 mn	+9.9%
n Net profit*	454.2 mn	334.9 mn	+35.6%

Source: BCV annual report and press release

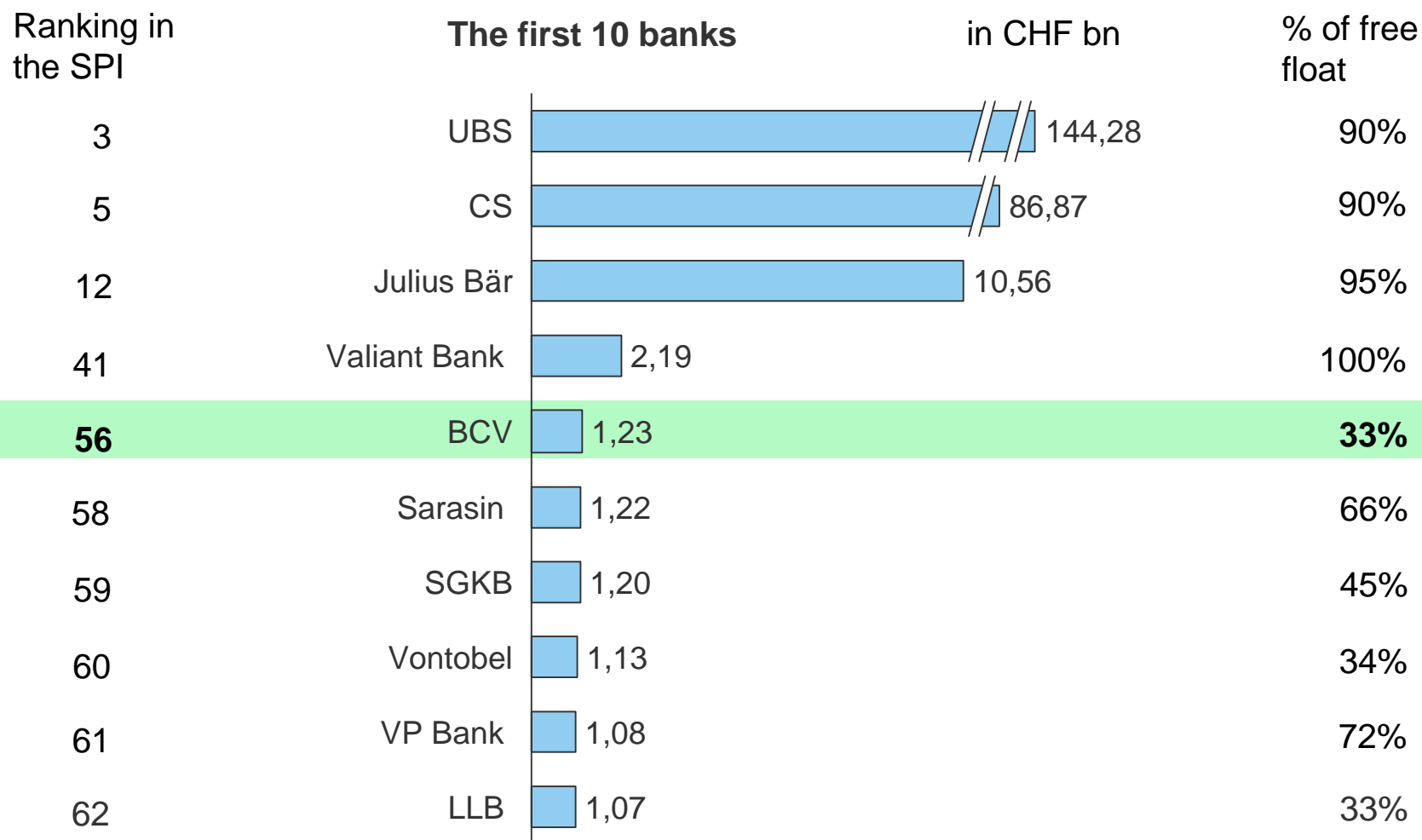
* After minorities

BCV, the fourth largest universal Swiss bank



*Swiss activities only
Sources: annual reports

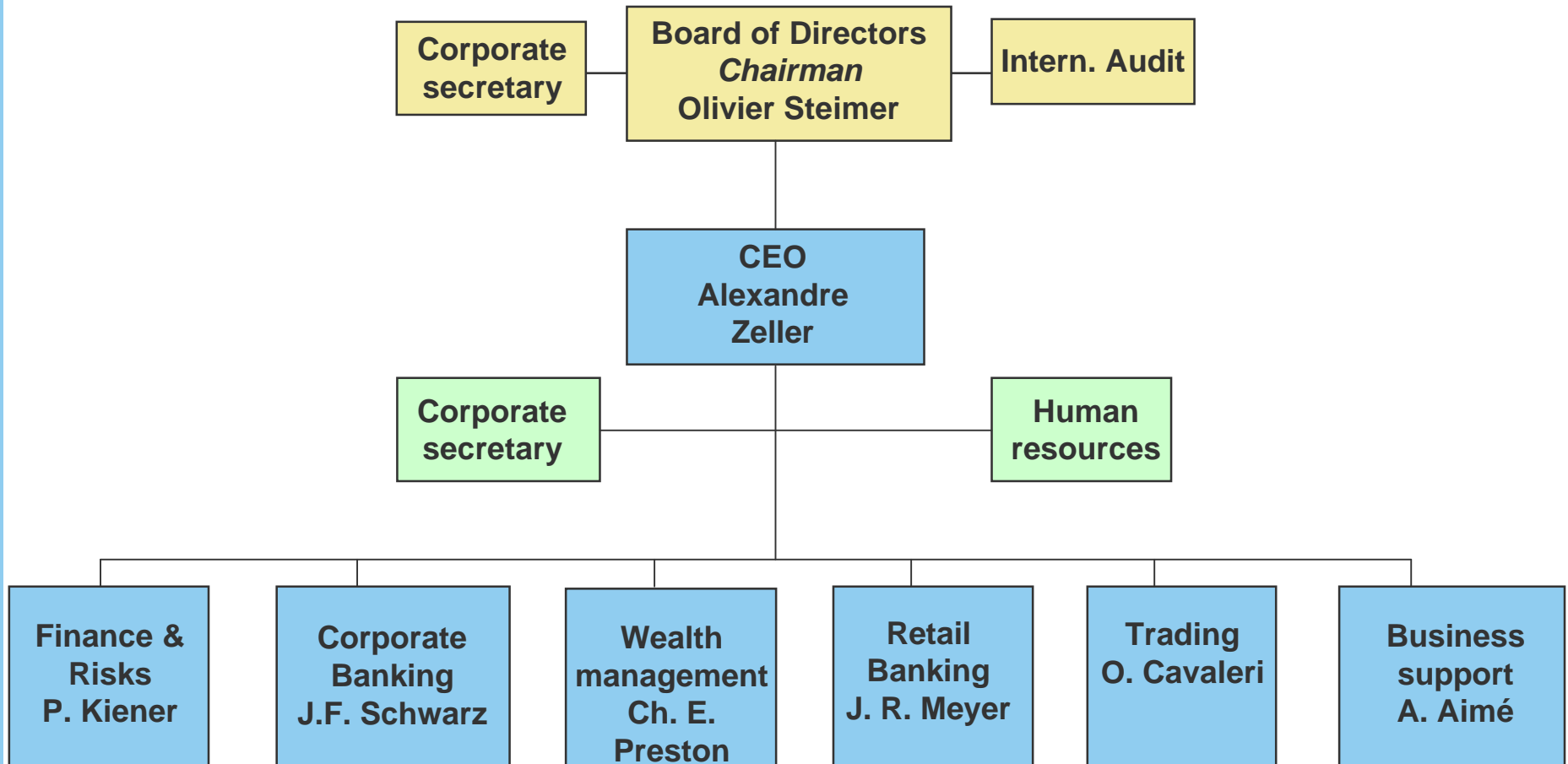
BCV: 5th largest capitalisation (free float) among Swiss banks



Source: SWX, as of 27.04.2006

Organisational chart

 Executive board



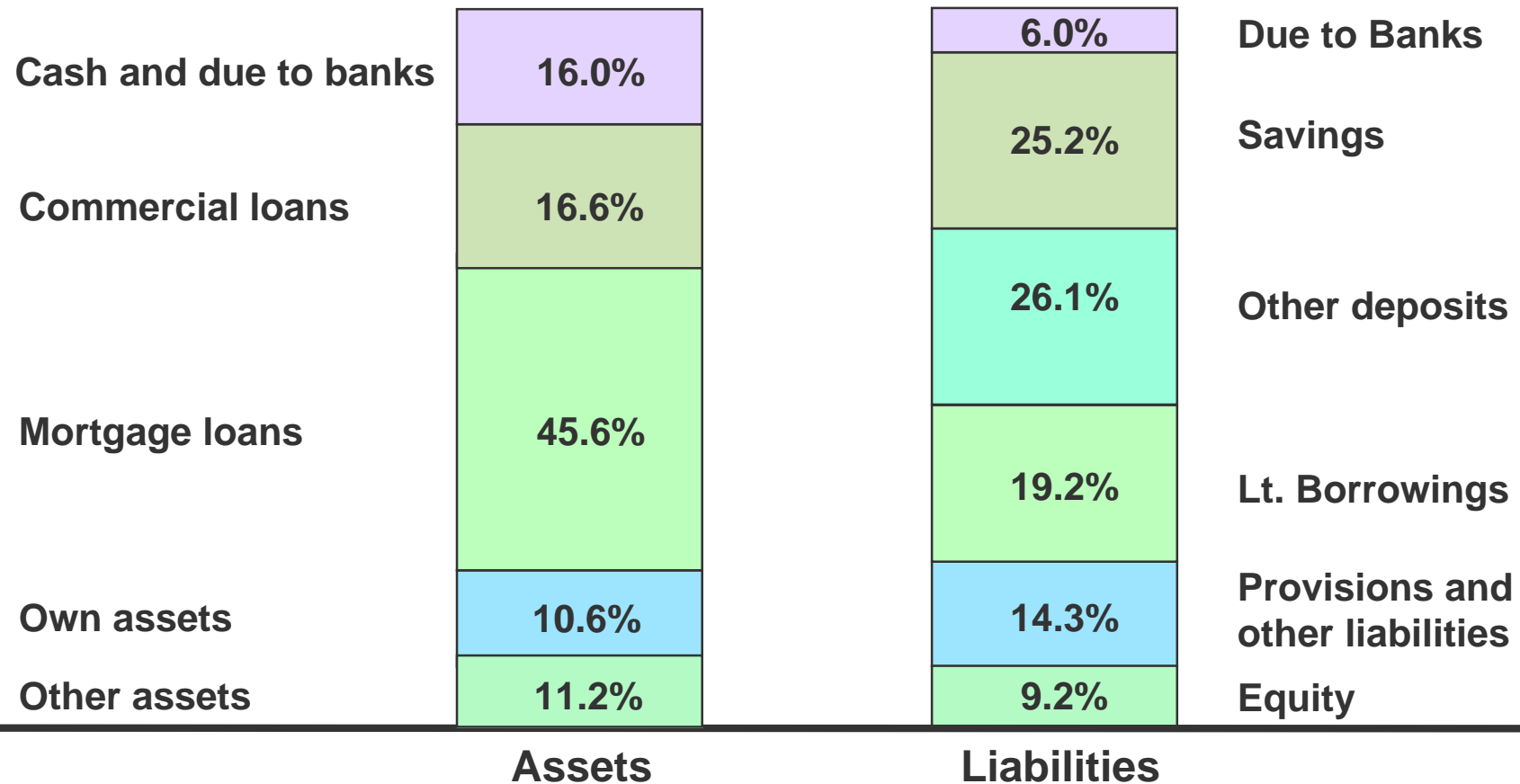
Consolidated balance sheet (as of 31.12.05)*



(rounded) – BCV Group

CHF 34.9 bn

CHF 34.9 bn



*Audited figures

Key figures by business areas

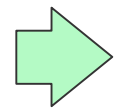
(in CHF mn, rounded) – 2005 Group

	Corporate Banking	Retail Banking	Wealth management	Trading
Revenue	226.2	266.1	293.0	58.7
Gross profit	152.7	156.5	175.0	29.6
ROE*	8.6%	13.4%	59.0%	10.6%
Cost/Income	0.46	0.69	0.59	0.61

Source: annual report 2005

*Based on net profit considering expected losses (not actual losses) and calculatory taxes

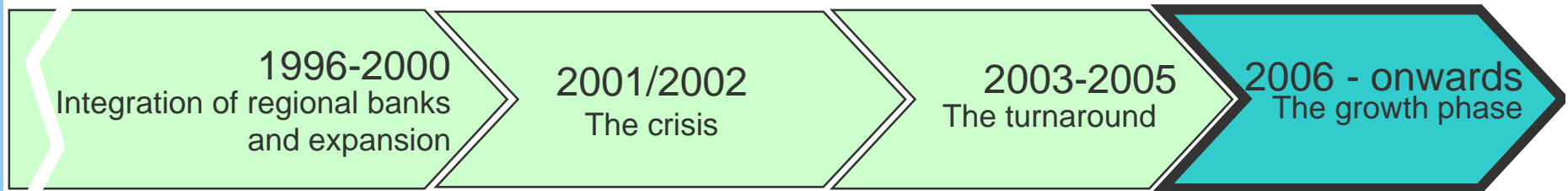
1. Introduction to BCV



2. BCV history and strategic repositioning

3. Strategy going forward

Several phases in BCV's development



1993
Takeover of
BVCred by BCV



1996
Merger between
CFV and BCV



2001
BCV: 1st
recapitalisation of
BCV CHF 600 mn
P&L loss CHF 381

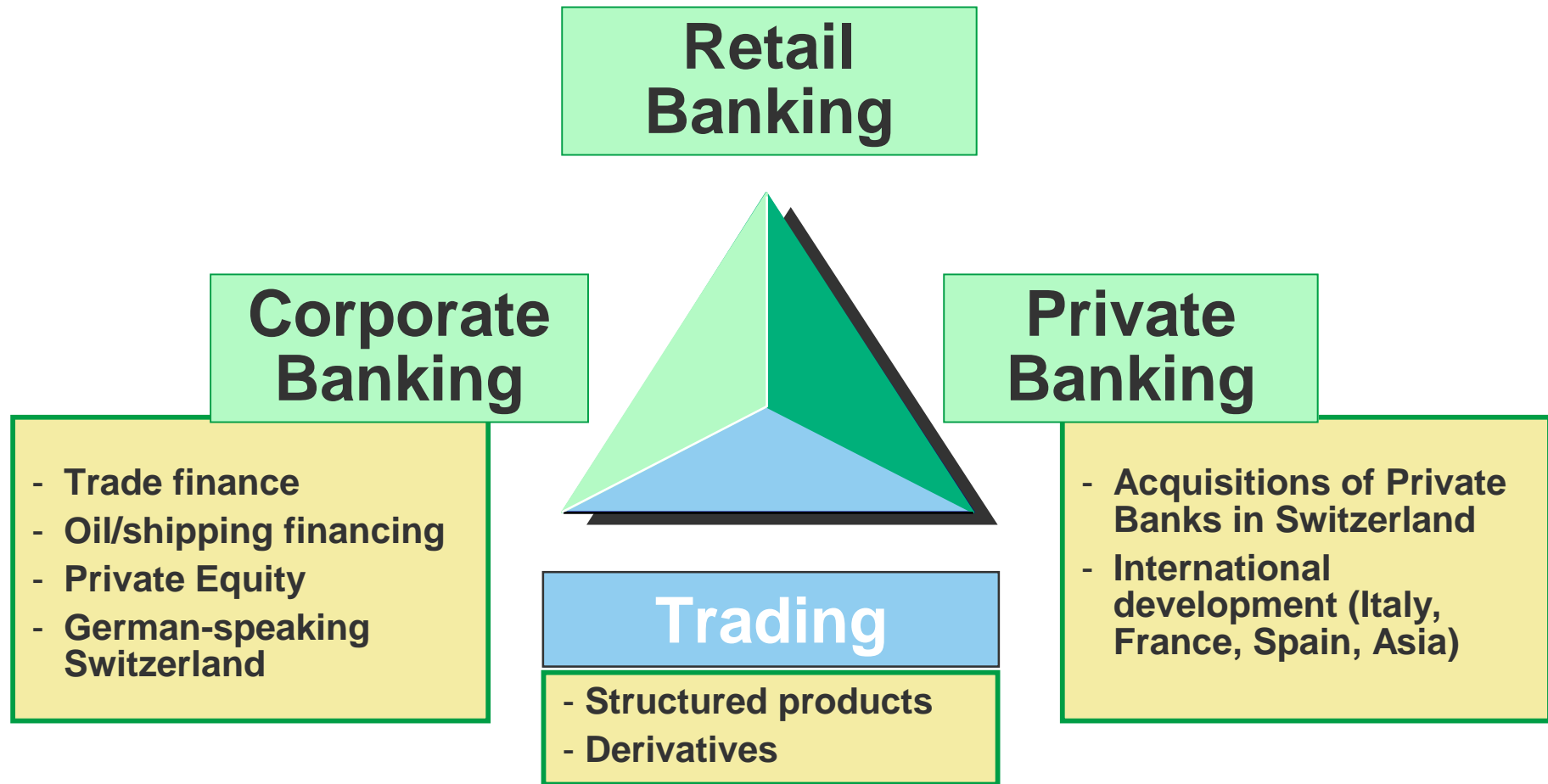


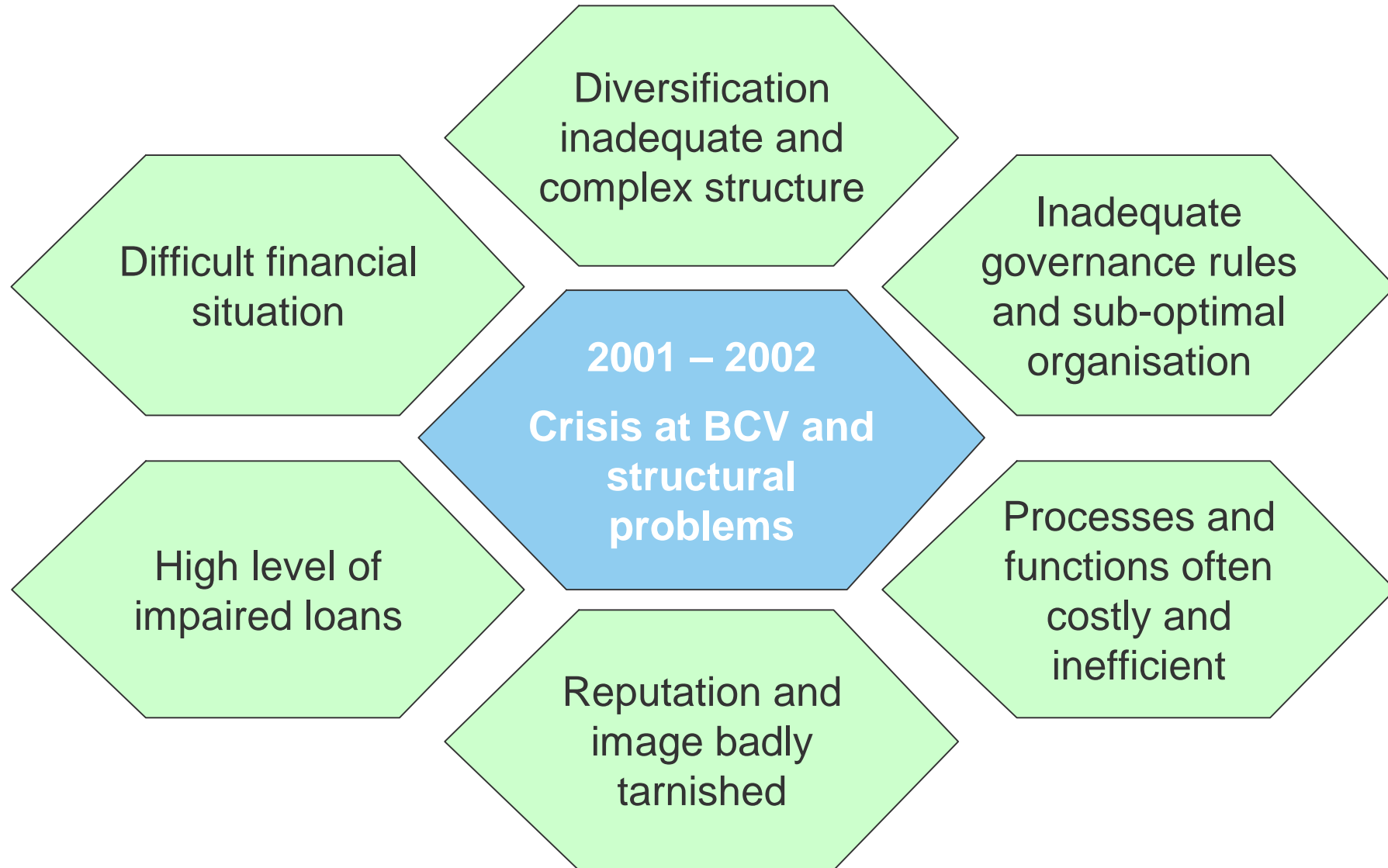
2002
BCV: 2nd
recapitalisation of BCV
CHF 1250 mn
P&L loss CHF 1200m



2003
BCV: A new
strategy

BCV from 1996 to 2000: expanding in new business areas





Situation in 2002: financial data

Sizeable and recurring net losses

2001: **CHF -381 mn**
2002: **CHF -1'200 mn**

Extremely high level of impaired loans

CHF 4.36 bn
(15% of total loans)

Operational inefficiencies

Ratio cost/income: **75%**

Sub-optimal balance sheet structure

Net interest margin : **1.25%**

Insufficient equity level

Tier 1: **5.5%**
Tier 2: **7.5%**
Equity ratio CFB: **76%**

Get "fit"

**Embark on profitable
and lasting growth**

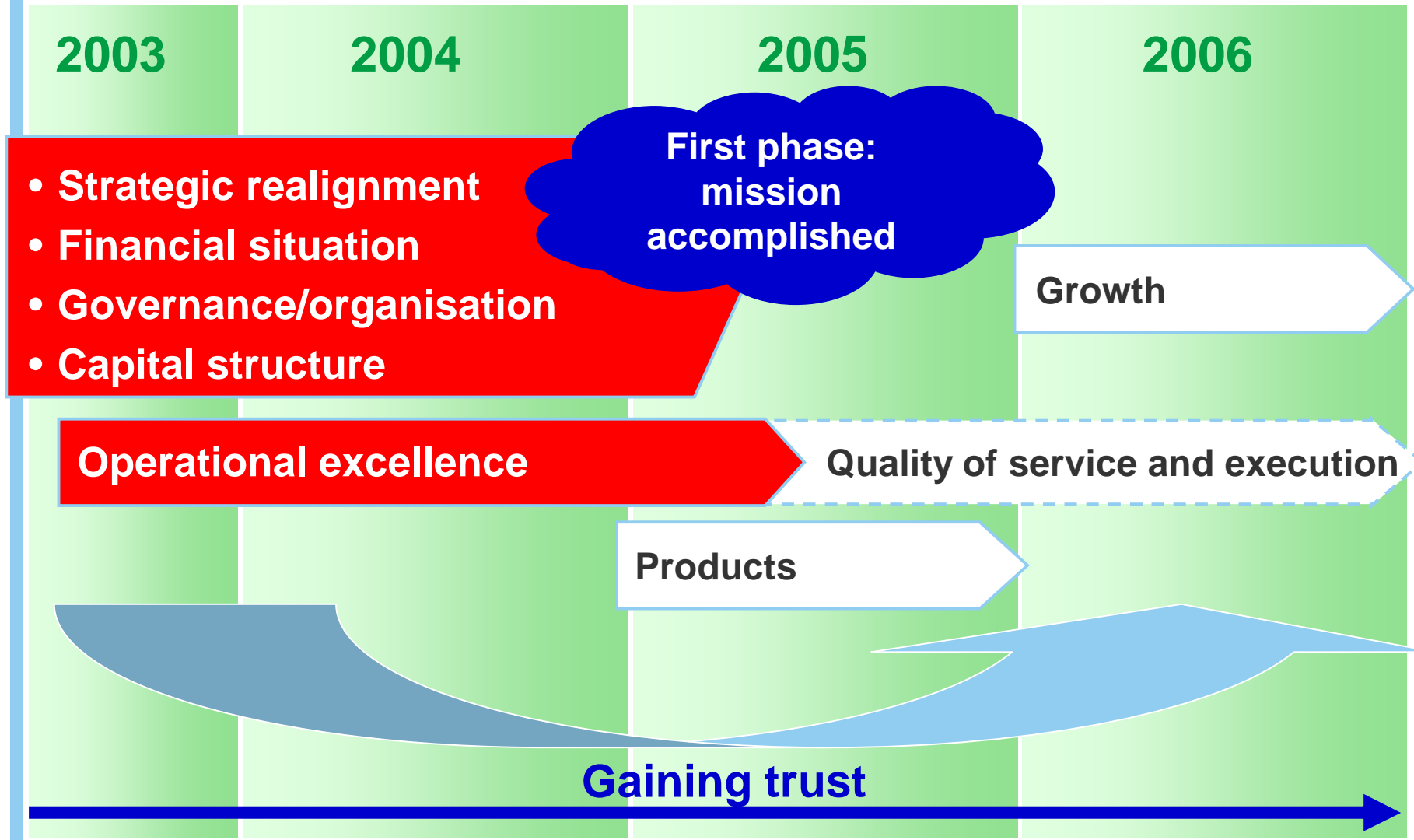


- ★ Focus and simplify
- ★ Aim for operational excellence
- ★ Improve management rigour

★ Revitalise core businesses

- ★ Improve profitability and reduce risk profile
- ★ Promote a unique and strong BCV culture

Successful first phase

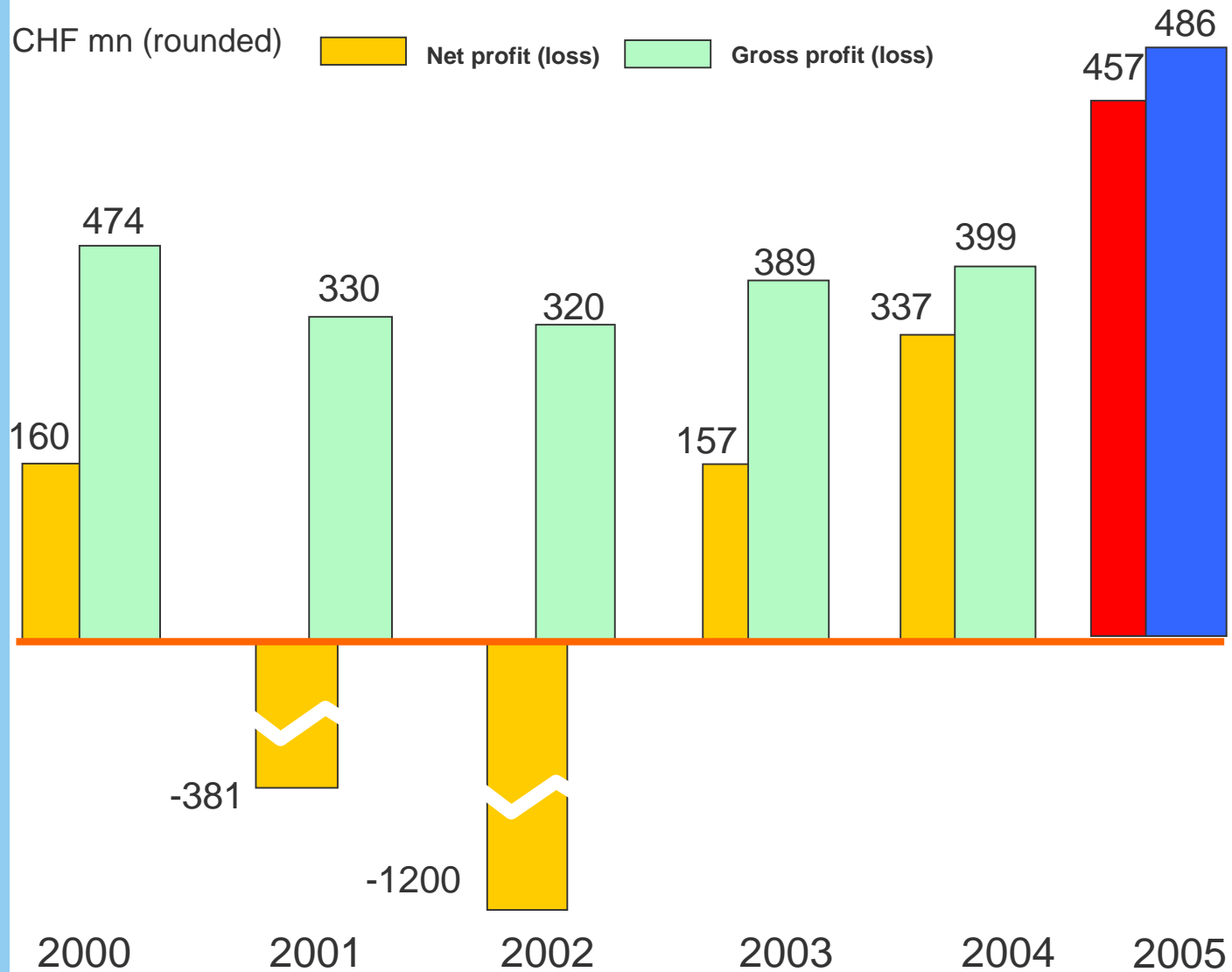


We kept our word

- Financial turnaround skilfully mastered
- Strategic realignment on core businesses on schedule
- Significant reduction of impaired loans
- Reorganisation of the Bank now completed
- Greater transparency in the exchange of information with the State of Vaud
- Simplified capital structure with the decision to buy back the participation certificates
- Clearly defined financial targets with the aim to create value for our shareholders



Improving gross and net profit



- Underlying business over the last 5 years has been very resilient
- Over the past 3 years gross profit is constantly improving
- Losses in 2001 and 2002 were not operational but reflected the long term accumulation of impaired loans

Source: BCV annual reports

Significant improvement in 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%

Strategic realignment finalised

2003

- Sale of Banque Galland
- Closure of Zurich office
- Management buy-out of Dimension Corp. Finance
- Reduction of loans outside Vaud area
- Reduction of non-core financial portfolio

p
p
p
p
p

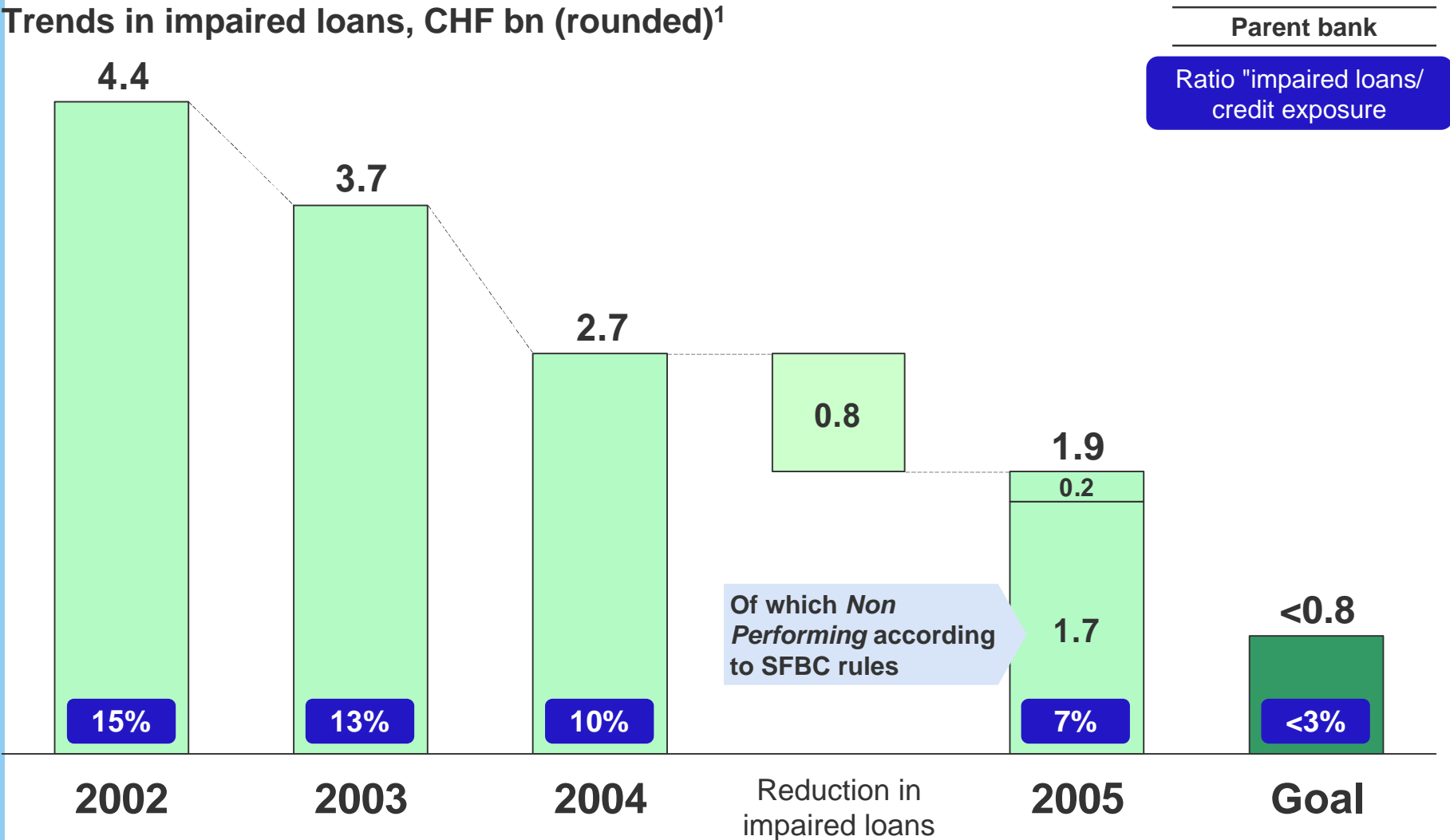
2004

- Exit of oil trade finance (CHF 1.1 bn)
- Successful exit of ship financing (CHF 0.9 bn)
- Closure of Greek office
- Liquidation of Italian affiliate
- Divestment of French and Asian affiliates

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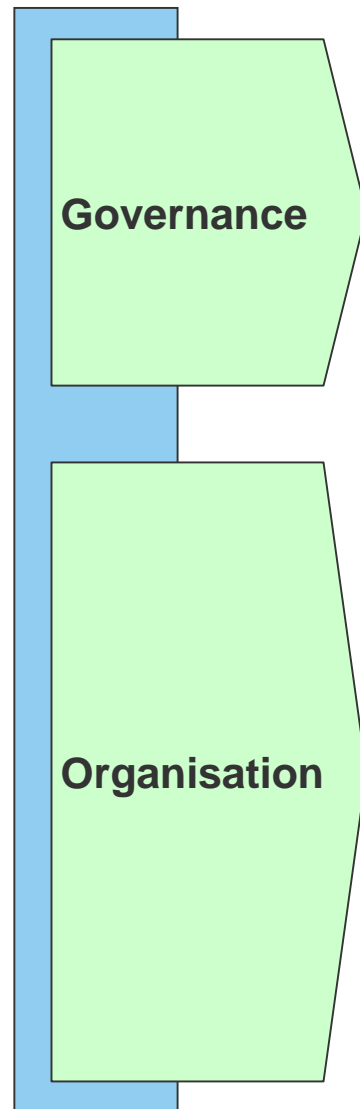
Volumes of impaired loans have been significantly reduced but levels remain too high

Trends in impaired loans, CHF bn (rounded)¹

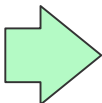


¹ According to SFBC rules

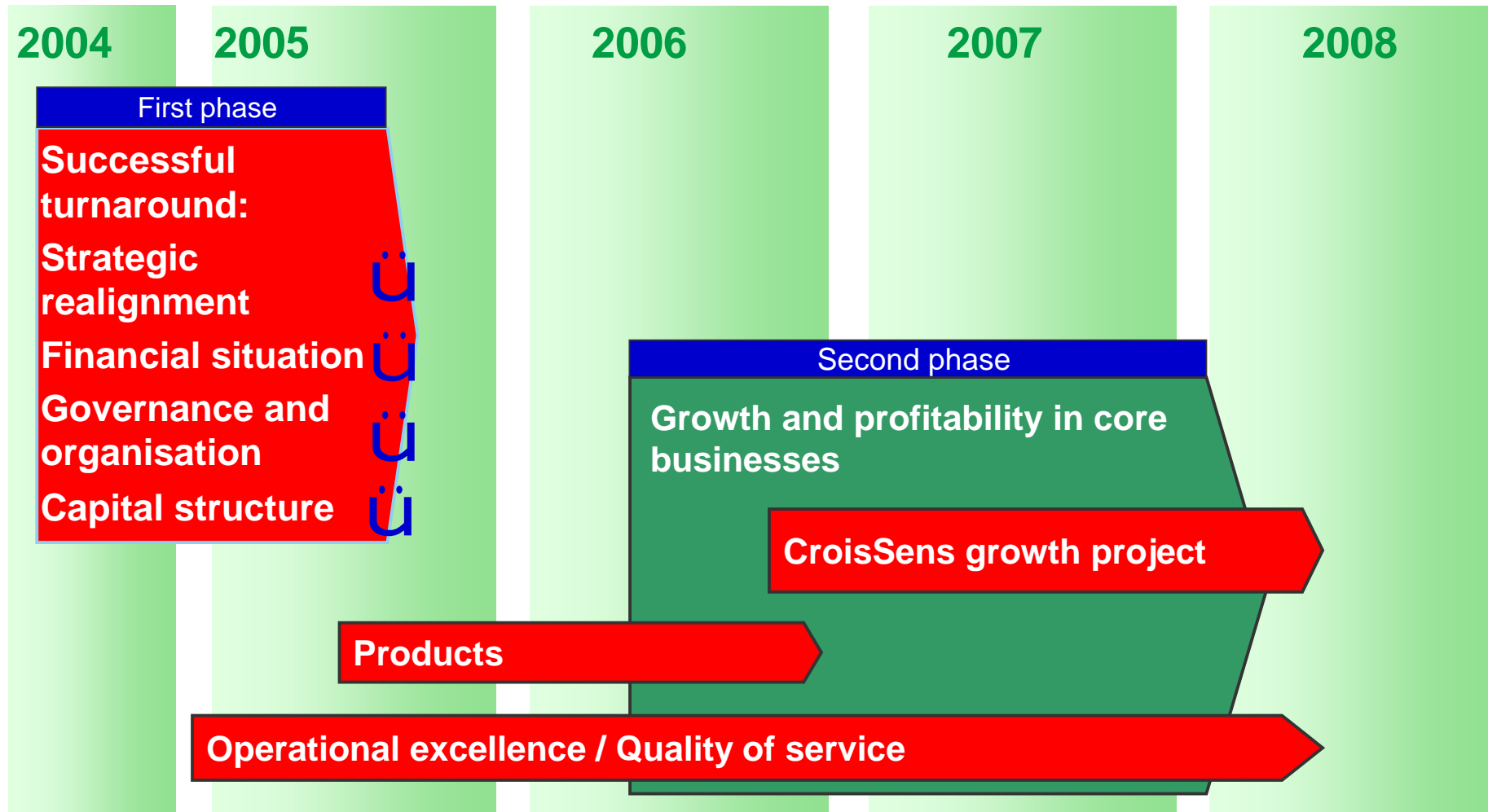
Corporate governance and organisation modernised



- New board, downsized from 21 to 7 members
- Corporate governance modernised
- In-depth review of organisation rules
- Relations clarified with the State of Vaud
- New executive team
- Recruitment of key managers and specialised personnel (ALM, Risk Management, Strategy)
- New management concept of HR
- Structural changes
 - Reinforcement of the CFO function
 - Creation of the Services Division
 - Functional separation between the sale and credit analysis, and the creation of a new Chief Credit Officer function

1. **Introduction to BCV**
2. BCV history and strategic repositioning
-  3. Strategy going forward

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

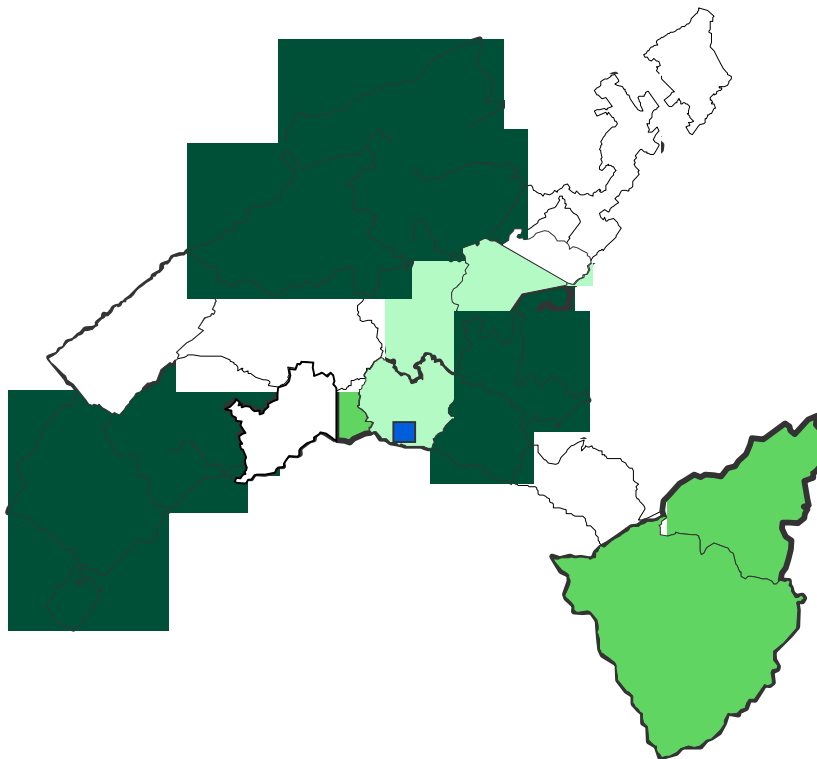
Invest in sales skills

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

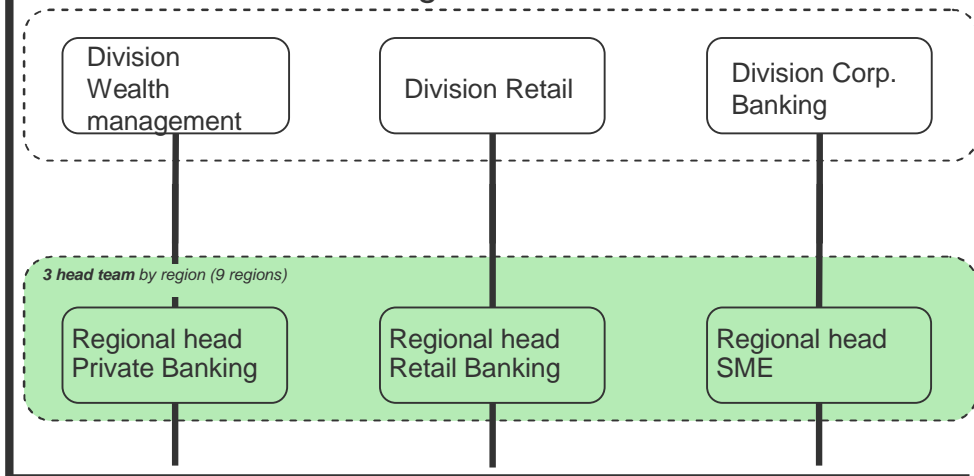
CroisSens program: Network revamp

Split into 9 regions

- Rationale:
- Geography
 - Wealth distribution
 - Growth potential
 - Customer proximity



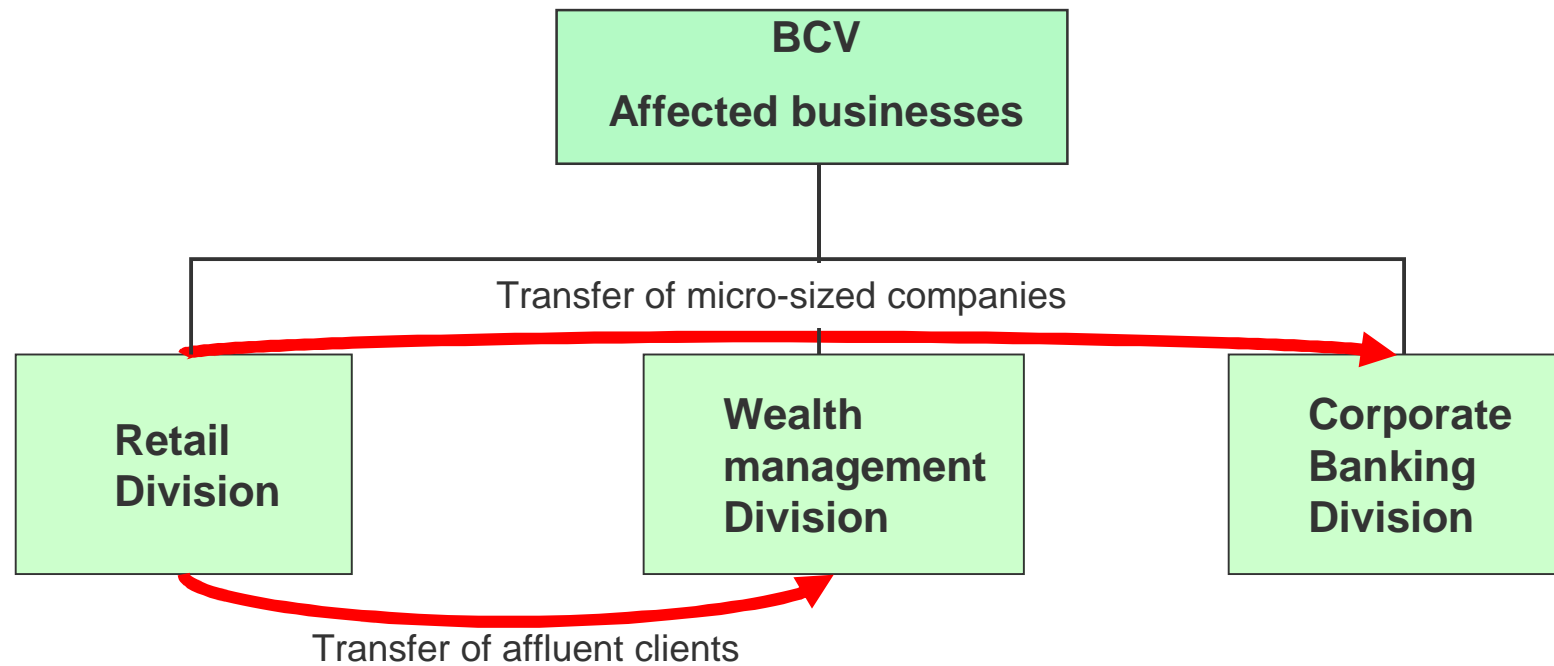
Organization



Network structure

1. More branches, 75 (69)
2. Less large branches but with competence centers
3. More new modern branches in attractive locations
4. Overall reduction of distribution costs

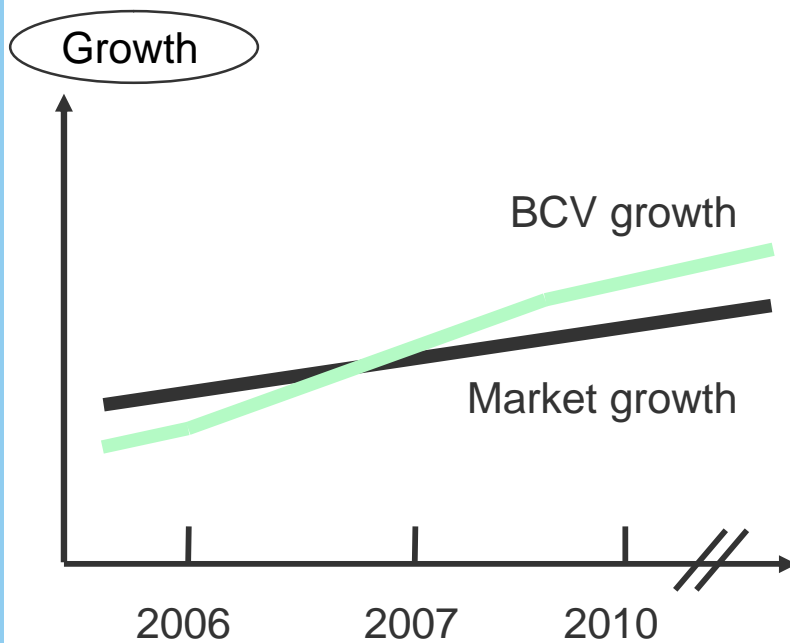
Clear focus of divisional entities



Customer	Individual with assets < CHF 150'000	Affluent (>CHF 150'000) Private Banking	All SME's Selected large corp.
Focus	Standardization Efficiency Costs	Revenue Service	Risks

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

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	<ul style="list-style-type: none">• Launch of the new brand and its corporate repositioning	April – June 2006
Retail network	<ul style="list-style-type: none">• Network revamp from mid-2006 until 2007	Fall 2006
Training	<ul style="list-style-type: none">• Behavioural based sales training for the front	April – Dec. 2006
Progress control	<ul style="list-style-type: none">• Individual analysis of sales targets	Starting April 2006

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