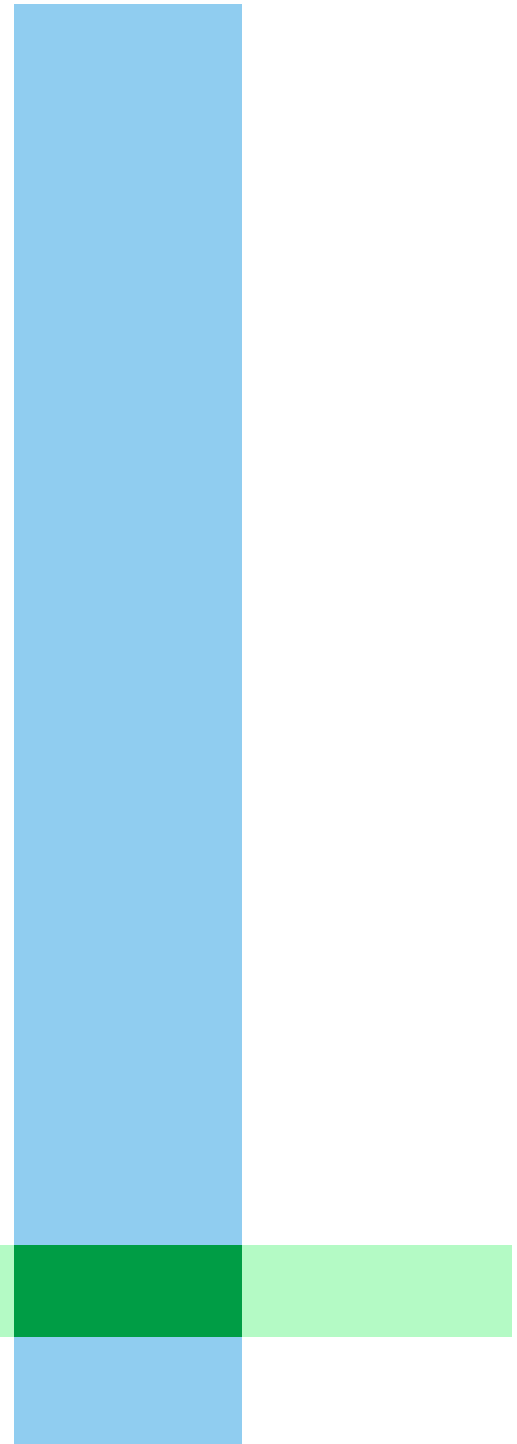


# 2010 Full-Year Results

Analysts' Presentation  
Lausanne, 24 February 2011



## Agenda

- **BCV in 2010** **Pascal Kiener**
- FY 2010 financial results **Thomas Paulsen**
- Outlook **Pascal Kiener**

## Key facts

**Ongoing growth in business volumes**

**Rise in revenues, operating profit and net profit**

**Continuation of dividend policy and equity-  
optimization strategy announced in 2008**

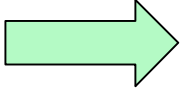
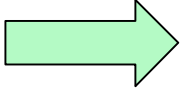
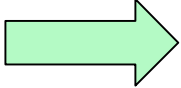
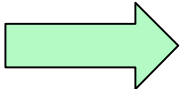
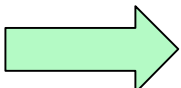
## 2010 key figures

*CHF millions (rounded)*

		Change vs. 2009
<b>Revenues</b>	<b>996</b>	<b>+2%</b>
<b>Operating profit</b>	<b>480</b>	<b>+2%</b>
<b>Net profit</b>	<b>314</b>	<b>+4%</b>
<b>Total assets</b>	<b>35,585</b>	<b>-0.4%</b>
<b>AuM</b>	<b>75,849</b>	<b>-0.5%</b>

# Main business trends in 2010

CHF millions (rounded)

<b>Increase in mortgage loans</b>		<b>+1,484</b>	<b>+8%</b>
<b>Other loans to customers stable<sup>1</sup></b>		<b>+33</b>	<b>+0.4%</b>
<b>Strong increase in savings deposits</b>		<b>+1,043</b>	<b>+11%</b>
<b>Decrease in other clients deposits</b>		<b>-684</b>	<b>-5%</b>
<b>AuM down slightly</b>		<b>-359</b>	<b>-0.5%</b>
<b>Net new money</b>		<b>+758</b>	

<sup>1</sup> Balance-sheet and off-balance-sheet lending

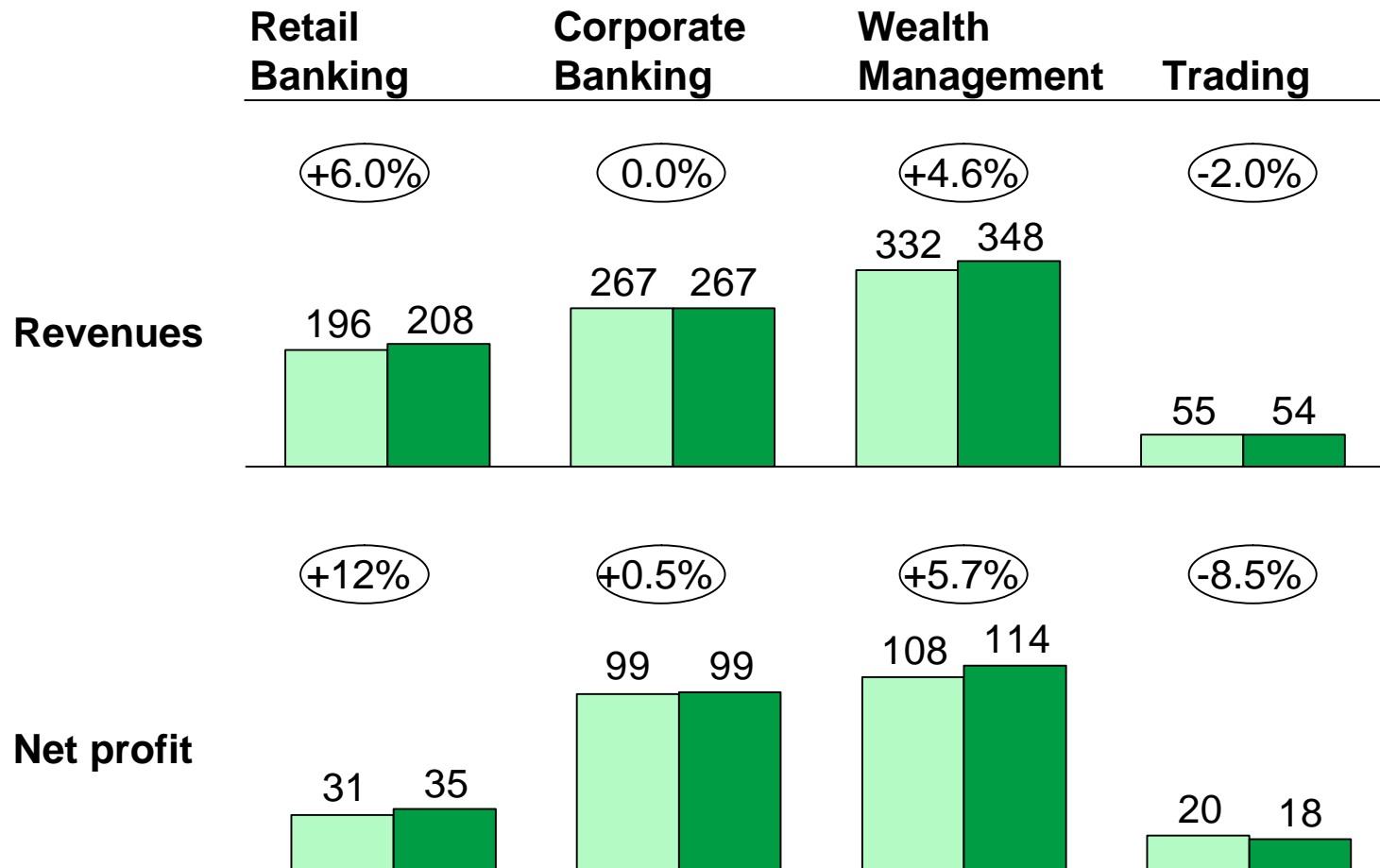
## 2010 highlights

- Acquisition of Banque Franck Galland & Cie SA, which will be merged with Bank Piguet & Cie SA (CHF 8bn in AuM)
- Final settlement with the Swiss Federal Tax Administration (FTA)
- Opening of a representative office in Zurich for institutional asset management activities
- New three-level advertising campaign: corporate communications, business lines, and products and services
- Very good progress on initiatives to enhance operational efficiency under **BCVPlus**, which are set to pay off over time. For example:
  - Integrated performance management
  - Systematic customer satisfaction feedback process
  - More client-facing time for advisors
  - Rigorous sales-force management
  - etc.

# Results by business line

CHF millions (rounded)<sup>1</sup>

2009 2010



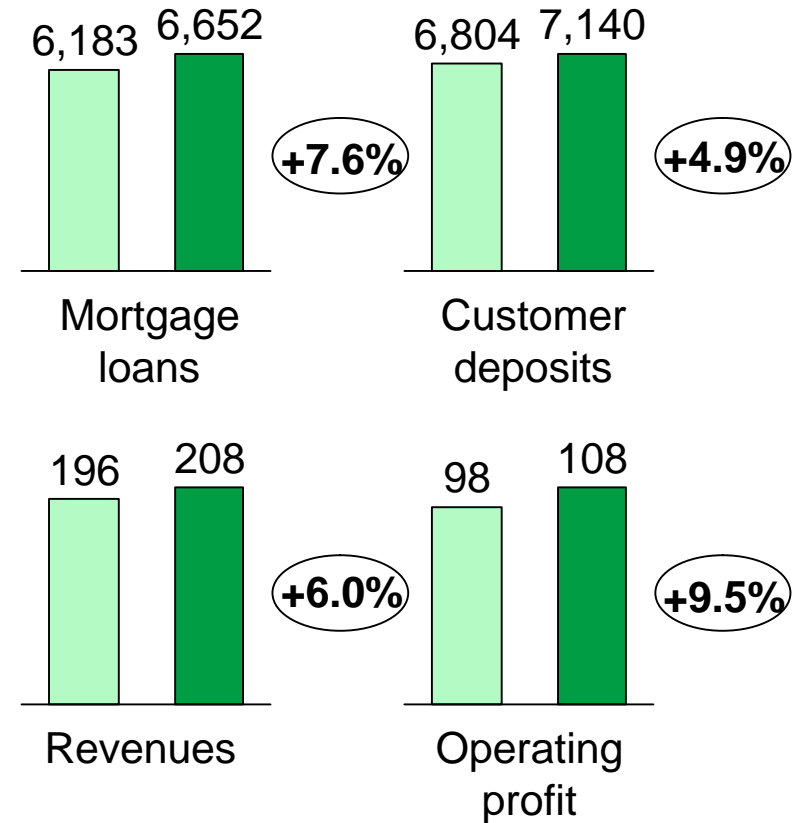
<sup>1</sup> 2009 figures were restated to facilitate like-for-like comparison

# Retail Banking

CHF millions (rounded)<sup>1</sup>

2009 2010

- Ongoing rise in mortgage loans in an expanding real-estate market
- Ongoing increase in customer deposits
- Strong increase in revenues, operating profit and net profit
- New products and services:
  - Combined construction/mortgage loan
  - Simplified range of day-to-day banking solutions



<sup>1</sup> 2009 figures were restated to facilitate like-for-like comparison



# Corporate Banking

CHF millions (rounded)<sup>1</sup>

2009 2010

Revenues, operating profit and net profit stable

### SMEs

- Slight rise in mortgage loans
- Sharp increase in customer deposits

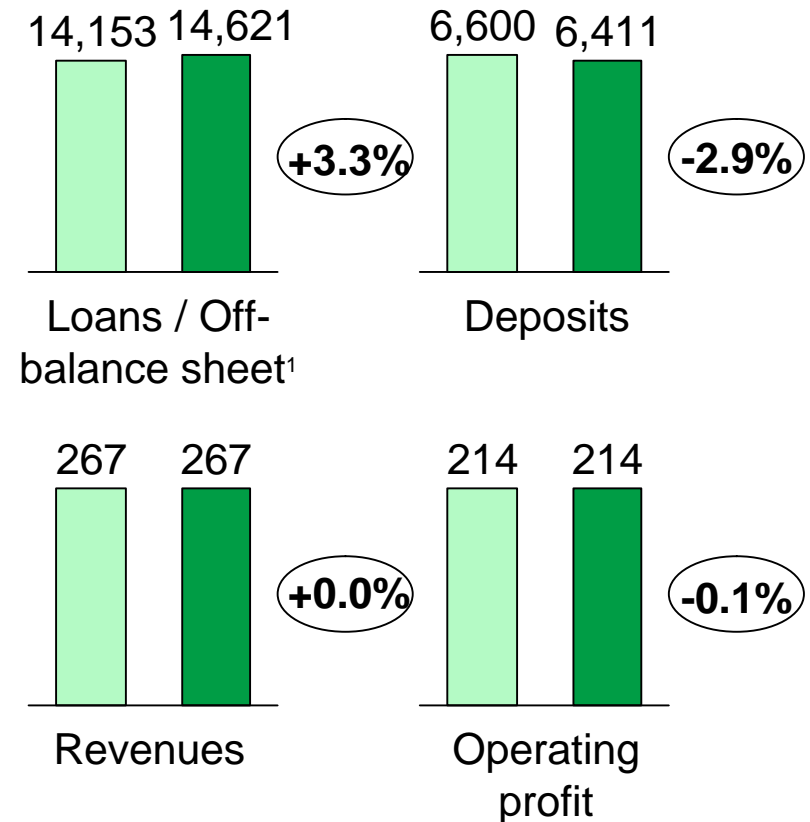
### Large corporates

- Rise in lending
- Customer outflows (due to the Bank's decision to keep deposit interest rates low in a situation marked by plentiful liquidity)

### Trade finance

- Stabilizing commodity markets after uneven 2008-2009
- Realized credit risk costs in line with the Bank's expectations

Solid, resilient loan book



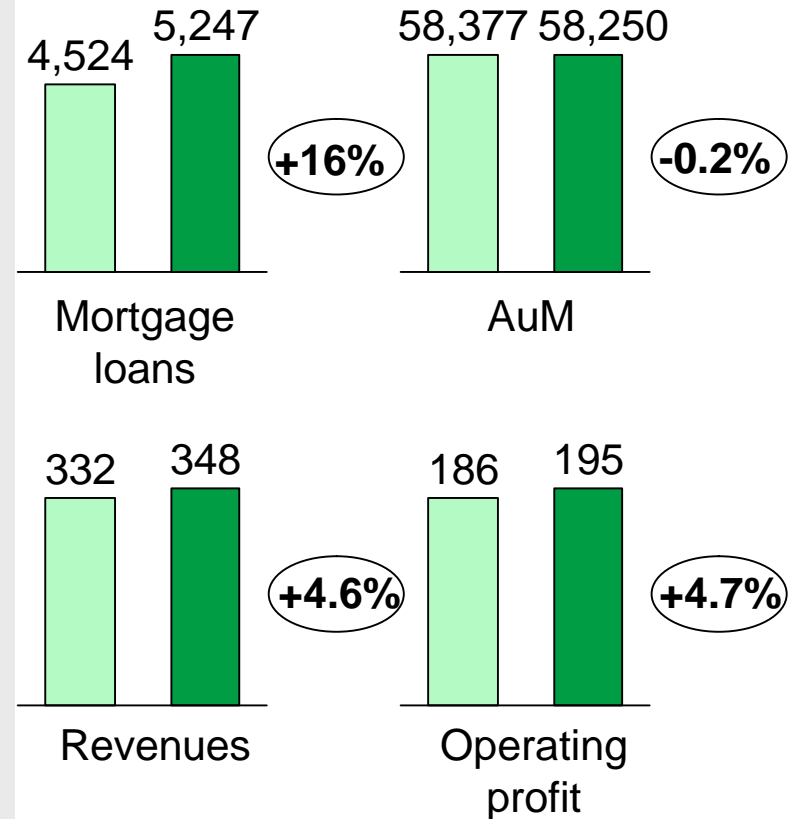
<sup>1</sup> 2009 figures were restated to facilitate like-for-like comparison

# Wealth Management

CHF millions (rounded)<sup>1</sup>

2009 2010

- AuM stable: customer inflows offset declining markets (impact of exchange rates)
- Significant rise in mortgage loans
- Rise in revenues, operating profit and net profit
- Acquisition of Banque Franck Galland, to be merged with Banque Piguet<sup>2</sup>
- Representative office opened in Zurich for institutional asset management



<sup>1</sup> 2009 figures were restated to facilitate like-for-like comparison

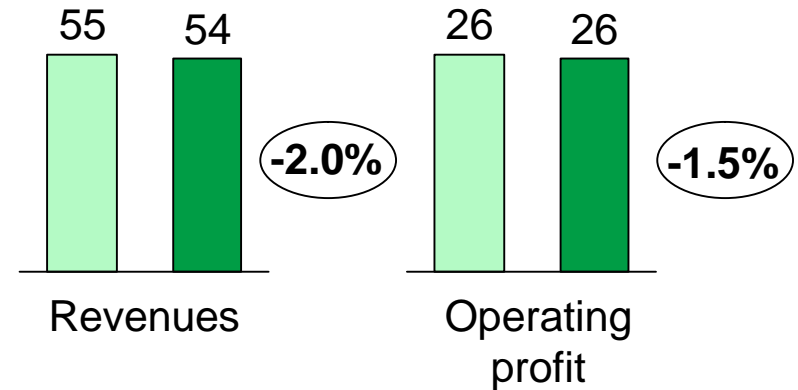
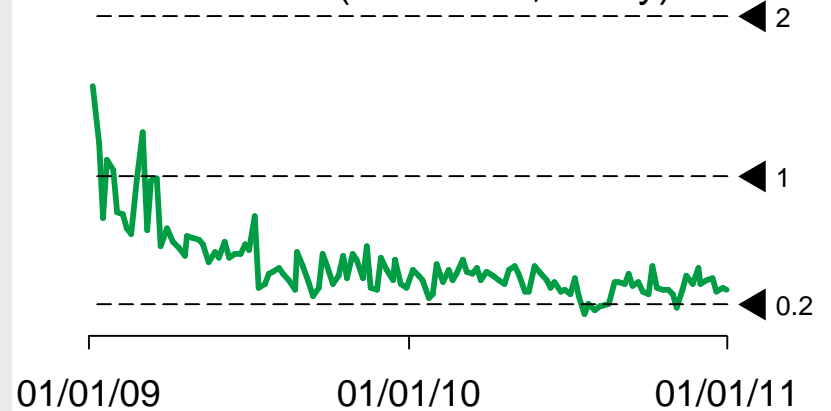
<sup>2</sup> The merger is expected to be finalized on 31 March 2011

CHF millions (rounded)

- Forex revenues strong due to solid customer demand for hedging products in volatile markets
- Slight volume recovery in structured products but still below pre-crisis levels
- Low volumes in fixed income
- Slight decrease in revenues, operating profit and net profit
- New structured products website ([www.bcv.ch/invest](http://www.bcv.ch/invest)) with product names brought into line with those of the Swiss Structured Products Association

2009 2010

Value at risk (VaR 99%, 1 day)



## Agenda

- BCV in 2010 Pascal Kiener
- **FY 2010 financial results** **Thomas Paulsen**
- Outlook Pascal Kiener

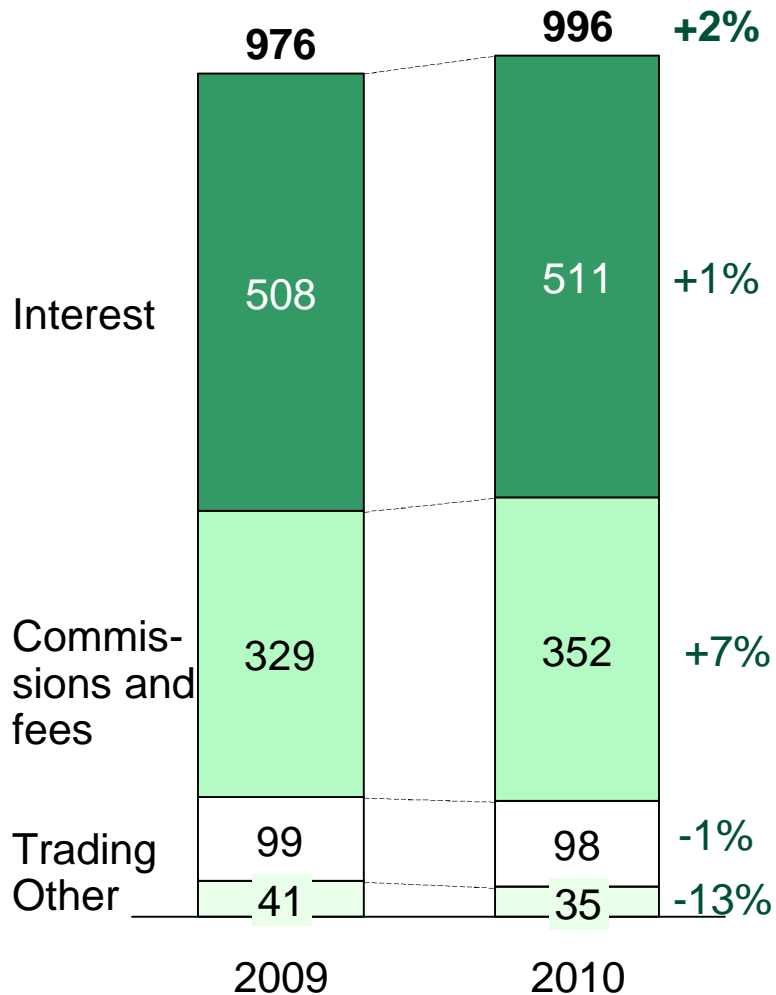
## Income statement

CHF millions (rounded)

	FY10	FY09	Change	
<b>Total revenues</b>	<b>996</b>	<b>976</b>	+20	+2%
<b>Operating expenses</b>	<b>-516</b>	<b>-506</b>	+10	+2%
<b>Operating profit</b>	<b>480</b>	<b>470</b>	+10	+2%
<b>Depreciation</b>	<b>-78</b>	<b>-79</b>	-1	-2%
<b>Value adjustments, provisions &amp; losses</b>	<b>-5</b>	<b>-18</b>	-13	-71%
<b>Extraordinary income</b>	<b>45</b>	<b>17</b>	+28	+168%
<b>Extraordinary expenses</b>	<b>-35</b>	<b>-0</b>	+35	-
<b>Taxes</b>	<b>-93</b>	<b>-88</b>	+5	+6%
<b>Net profit</b> (before minority interests)	<b>314</b>	<b>301</b>	+13	+4%

# Revenues

CHF millions (rounded)



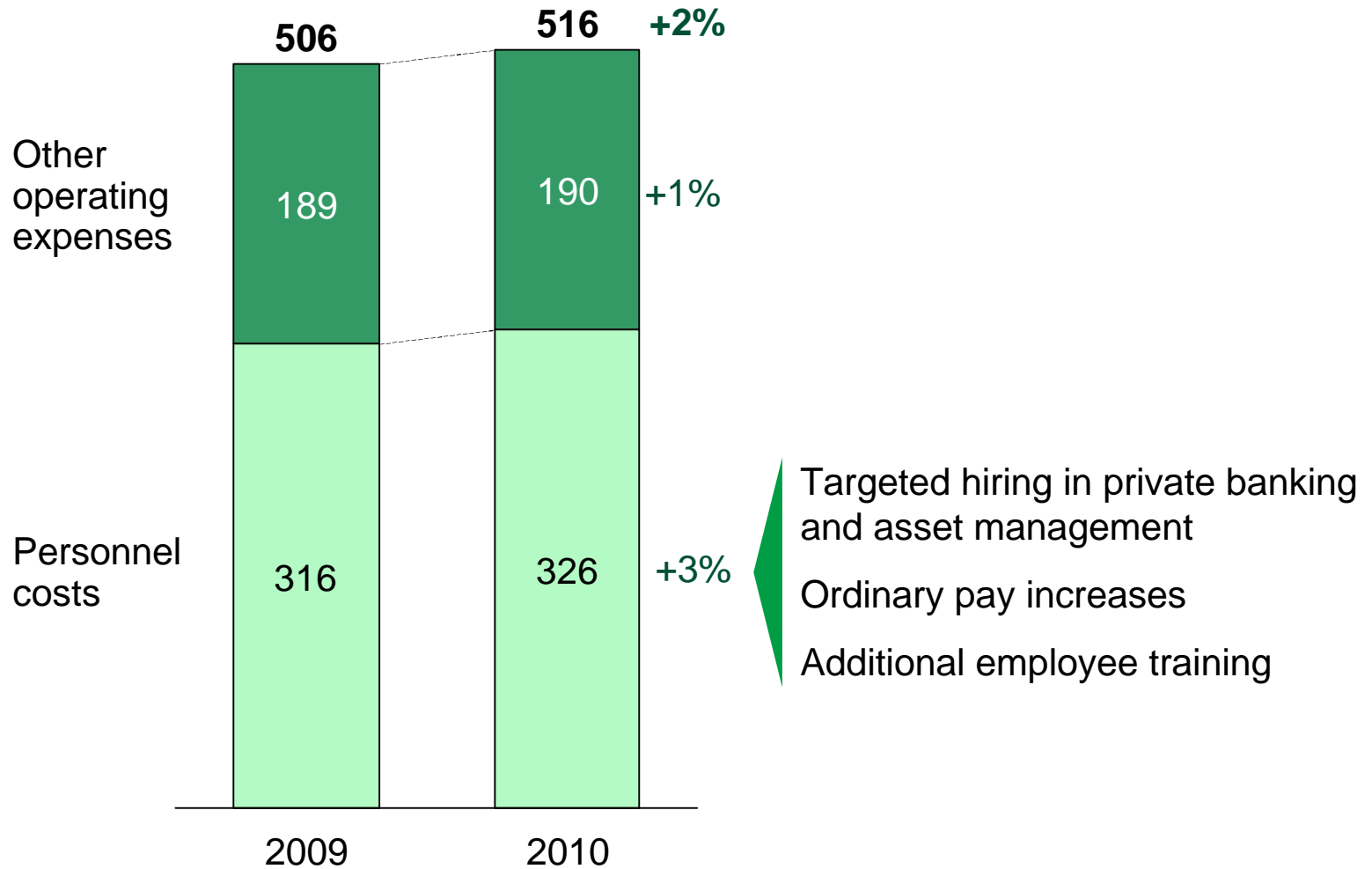
Interest income slightly up as a result of a prudent approach to liquidity management and a low interest-rate environment

Increase in commissions and fees on wealth management business mainly

Trading revenues once again high, thanks largely to customer-driven forex transactions

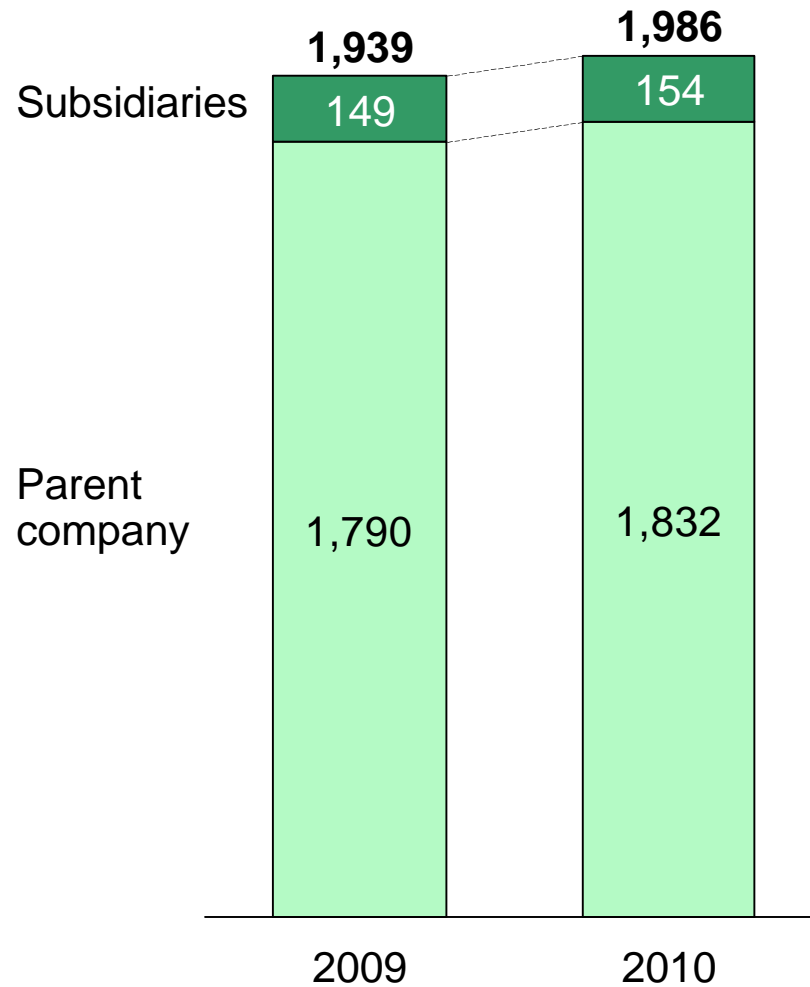
# Operating expenses

CHF millions (rounded)



# Headcount

Full-time equivalents, as of 31 Dec.

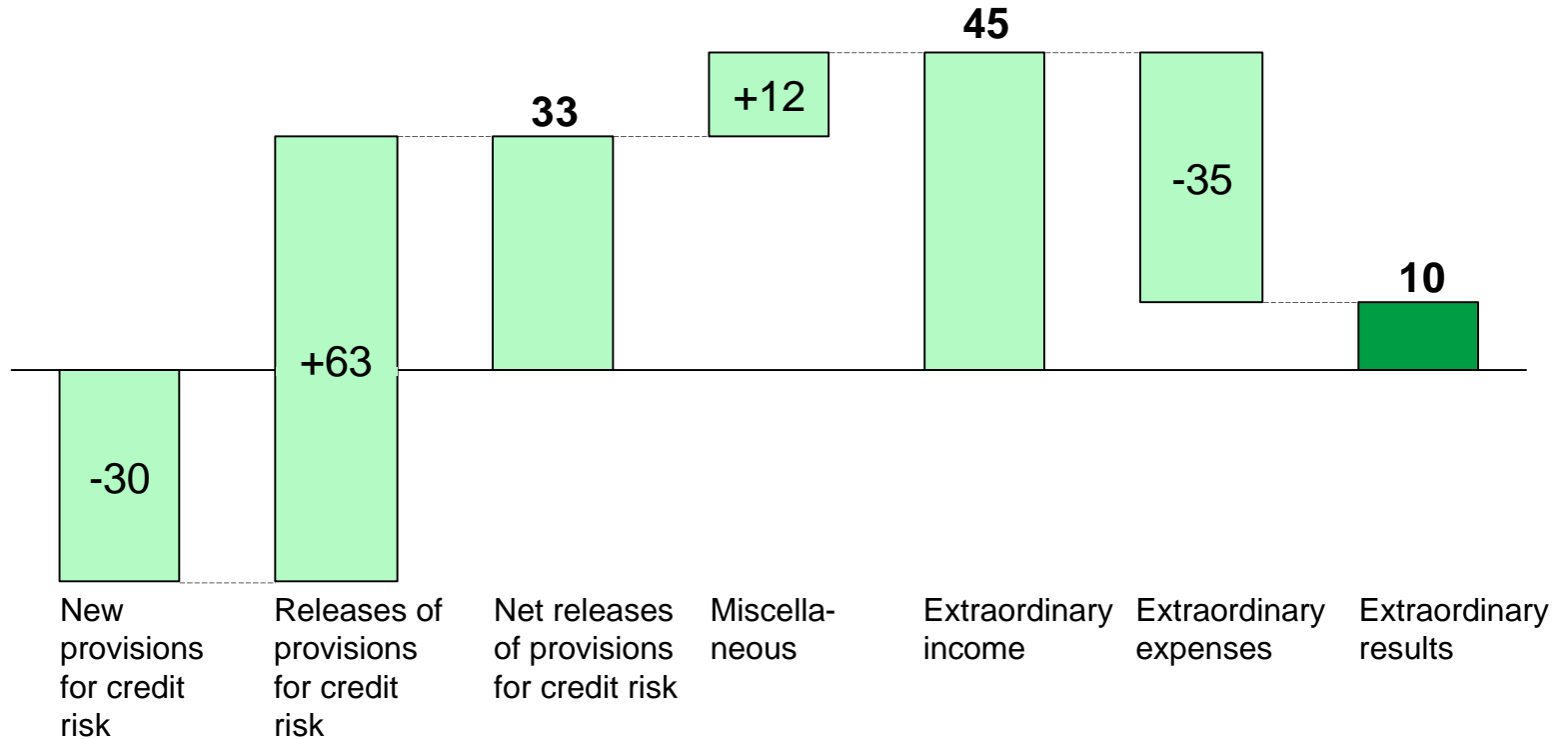


← New employees hired in line with strategy



# Extraordinary income and expenses

CHF millions (rounded)



**Loan book shows good overall resilience**

**Final settlement with the Swiss Federal Tax Administration**

# Assets

CHF billions (rounded)

Cash and equivalents  
and money-market  
instruments

Due from  
banks

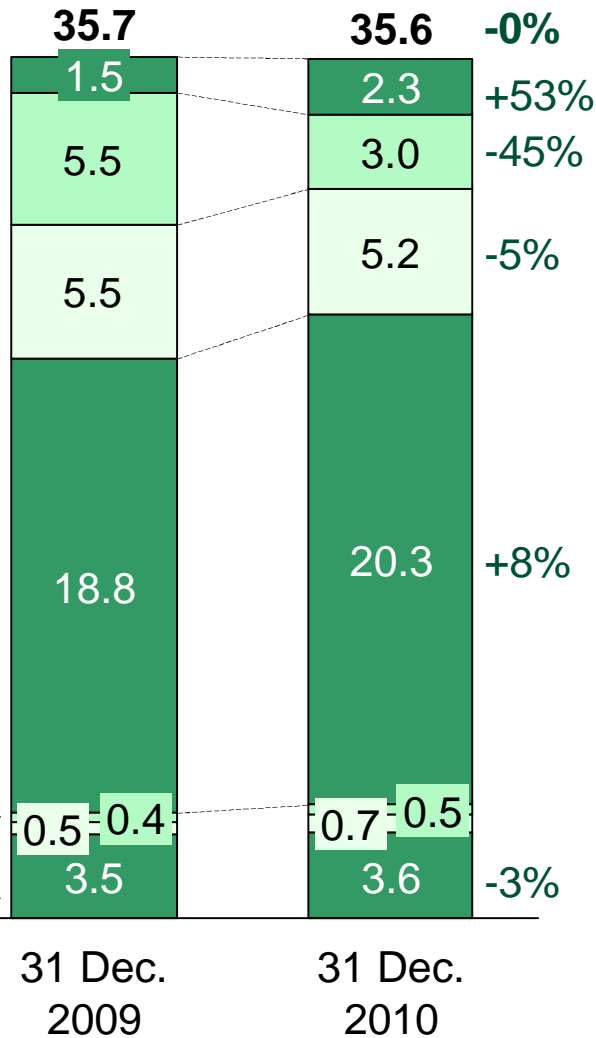
Loans and  
advances to  
customers

Mortgage  
loans

Trading  
portfolio

Miscellaneous  
assets

Own assets

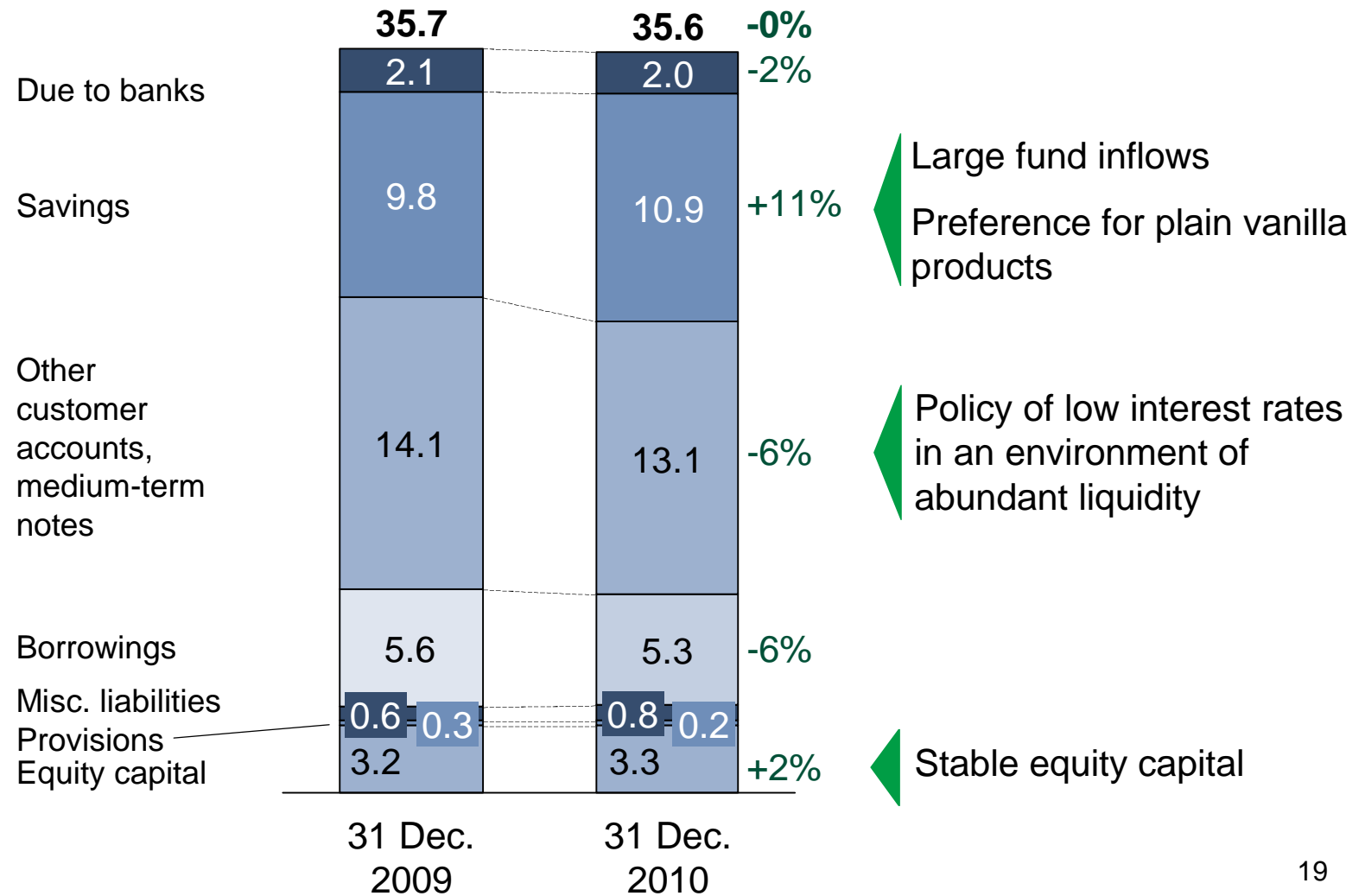


Liquidity invested with SNB up, amounts due from banks sharply down

Rise in mortgage loans

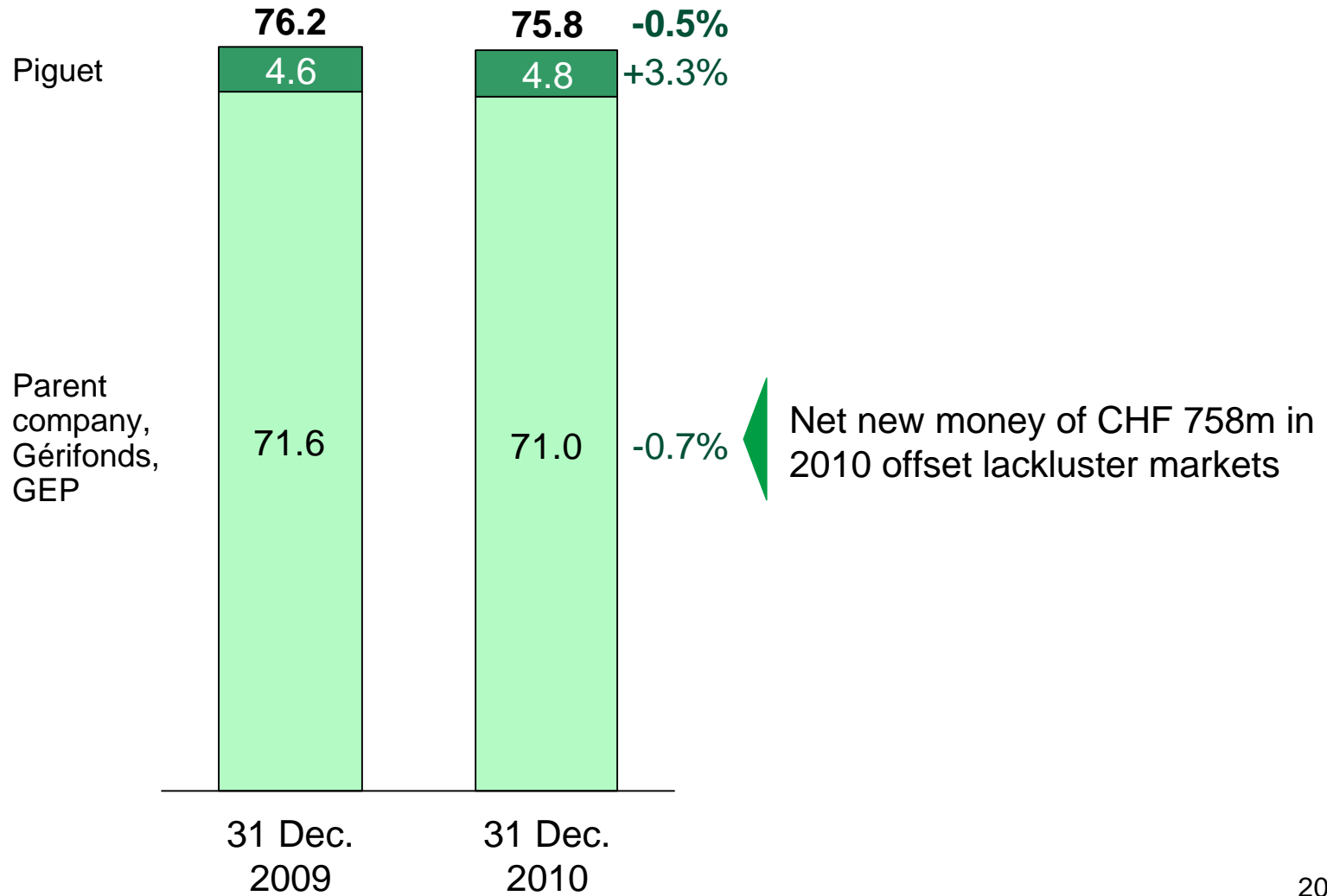
# Liabilities

CHF billions (rounded)



# Assets under management (AuM)

CHF billions (rounded)



## Key ratios

		2006	2007	2008	2009	2010
<b>Asset quality and balance sheet structure</b>	Impaired loans/ credit exposure	4.6%	2.6%	2.2%	1.9%	1.6%
	Customer deposits/ loans to customers	85%	93%	97%	98%	94%
	Interest margin	1.39%	1.53%	1.51%	1.45%	1.45%
<b>Equity capital<sup>1</sup></b>	FINMA capital adequacy ratio <sup>1</sup>	199%	179%	180%	176%	175%
	FINMA capital ratio <sup>1</sup>	15.9%	14.3%	14.4%	14.1%	14.0%
	BIS Tier 1 capital ratio <sup>1</sup>	18.3%	16.3%	16.4%	17.8%	17.6%
<b>Productivity</b>	Cost/income (excluding goodwill)	59%	59%	63%	60%	59%
<b>Financial performance</b>	ROE (net profit/ave. equity)	16.0%	14.3%	11.2%	9.5%	9.8%

<sup>1</sup> Since 1 January 2009, BCV's capital requirements have been determined in accordance with the Basel II Foundation IRB approach

# Continuation of dividend policy and equity-optimization strategy

CHF per share, except total amount

	2008	2009	Proposal at the 2011 AGM 2010
Increase in the ordinary dividend	CHF 20	CHF 21	CHF 22
Ongoing optimization of equity capital	CHF 10	CHF 10	CHF 10
<b>Total amount paid</b>	CHF 30	CHF 31	CHF 32
	<b>CHF 258m</b>	<b>CHF 267m</b>	<b>CHF 275m</b>

# Distribution to shareholders in detail

CHF per share, except total amount

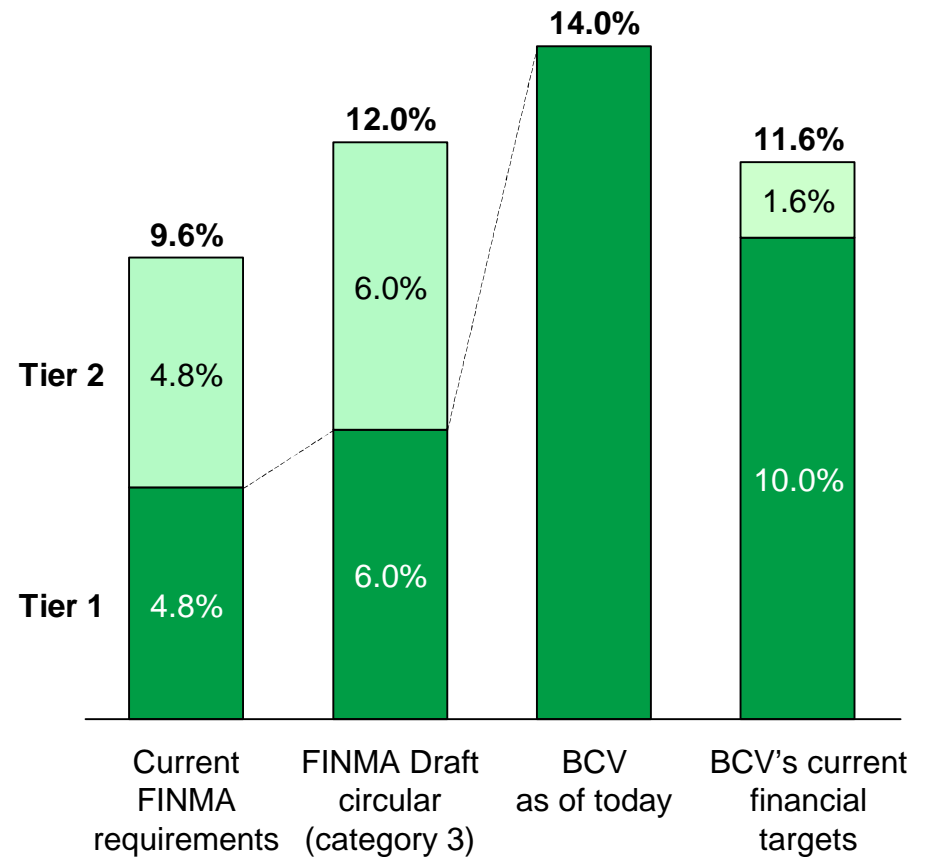
	2008	2009	2010
Increase in the ordinary dividend	CHF 20	CHF 21	CHF 22
Ongoing optimization of equity capital	Par-value reduction CHF 10      CHF 10      -		
	Reimbursement of <i>agio</i> <sup>1</sup> -      -      CHF 10		
Total amount paid	CHF 30	CHF 31	CHF 32
	<b>CHF 258m</b>	<b>CHF 267m</b>	<b>CHF 275m</b>

Pursuant to the Second Corporate Tax Reform Act  
Exempt from withholding tax

<sup>1</sup> Paid-in capital above the nominal value

# FINMA ratio: current and proposed requirements

- Draft circular on “Capital buffer and capital planning” released for comment by FINMA on 1 February 2011
- Comments to be submitted by 14 March 2011
- Numerous technical and timing-related questions:
  - Composition of Tier 1 and Tier 2
  - Calculation of risk-weighted assets





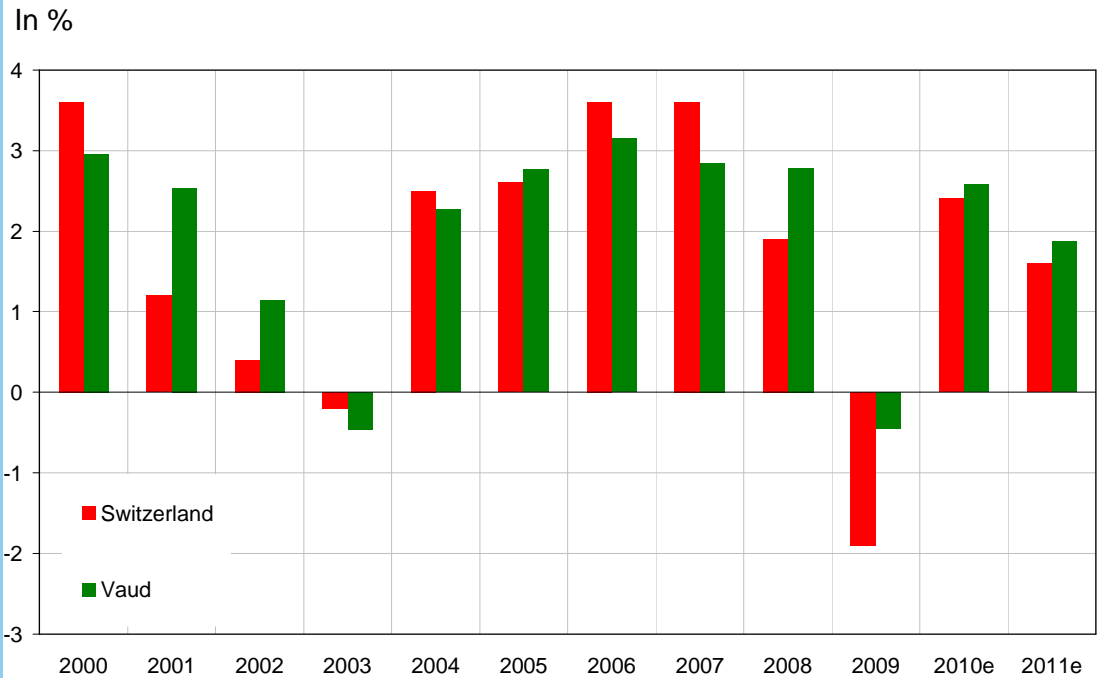
## Board of Directors

- Proposal to appoint Reto Donatsch to BCV's Board of Directors. He will replace outgoing member Jean-Luc Strohm, the current Vice Chairman
- At its meeting on 9 February 2011, the Vaud Cantonal Government appointed Stephan A. J. Bachmann as Vice Chairman of BCV's Board of Directors as of 6 May 2011.
  - Board member and Chairman of the Audit and Risk Committee since January 2008
  - Served on the Management Board and Board of Directors of PricewaterhouseCoopers SA, where he was head of Audit and Advisory in Switzerland

## Agenda

- BCV in 2010 Pascal Kiener
- FY 2010 financial results Thomas Paulsen
- **Outlook** **Pascal Kiener**

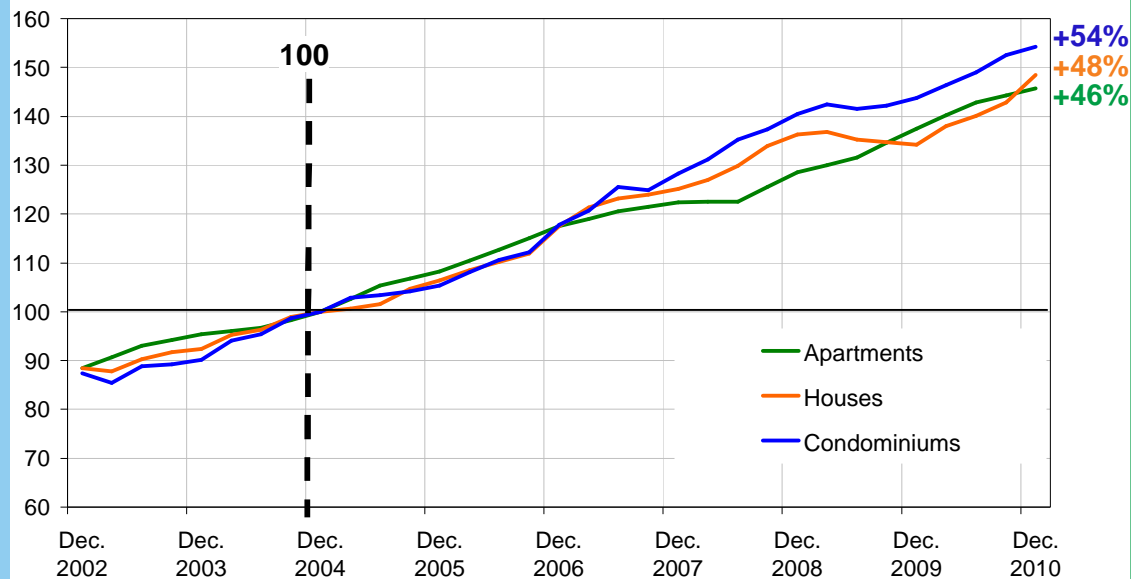
# Switzerland and Vaud GDP



- Real GDP in 2010
  - Switzerland: +2.4%
  - Vaud: +2.6%
- Growth forecast for 2011 below 2010 but still strong
  - Switzerland: +1.6%
  - Vaud: +1.9%

Sources:  
Créa, OFS, KOF, SECO

# Real estate in the Vaud region



- Fundamentals still sound
  - population growth (+1.6% p.a. from 2005 to 2009)
  - scarcity of land/house construction (around 3,100 homes built p.a.)
  - low vacancy rate (0.5% in Dec. 2010)
- Some isolated hot spots
- Cautious stance required because of
  - low interest rates
  - strong competition

## **BCV*Plus* priorities in 2011-2012**

**Maintain momentum in our main business lines in Vaud**

**Pursue our selective growth strategy outside Vaud**

(private banking in western Switzerland, institutional asset management in German-speaking Switzerland, structured products and trade finance)

**Complete the integration of Piguet Galland & Cie in order to focus on business development in French-speaking Switzerland**

**Continue improvement initiatives targeting operational excellence**

- Revenue growth in line with the trend of the past two years
- Continued rigorous control of operating expenses
- Ongoing economic recovery, and slight upward trend on financial markets

**Business trend in line with 2010**



## 2011 calendar

- **5 May** First-quarter 2011 operating profit press release
- **5 May** Annual Shareholders' Meeting in Lausanne
- **9 May** Ex-dividend date<sup>1</sup>
- **11 May** Dividend record date<sup>1</sup>
- **12 May** Dividend payment<sup>1</sup>
- **18 Aug.** Half-year 2011 results
- **10 Nov.** Third-quarter 2011 operating profit press release

<sup>1</sup> Total amount distributed to shareholders in the form of an ordinary dividend of CHF 22 per share and a reimbursement of *agio* (paid-in capital above the nominal value) of CHF 10 per share, subject to approval at the Annual Shareholders' Meeting

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