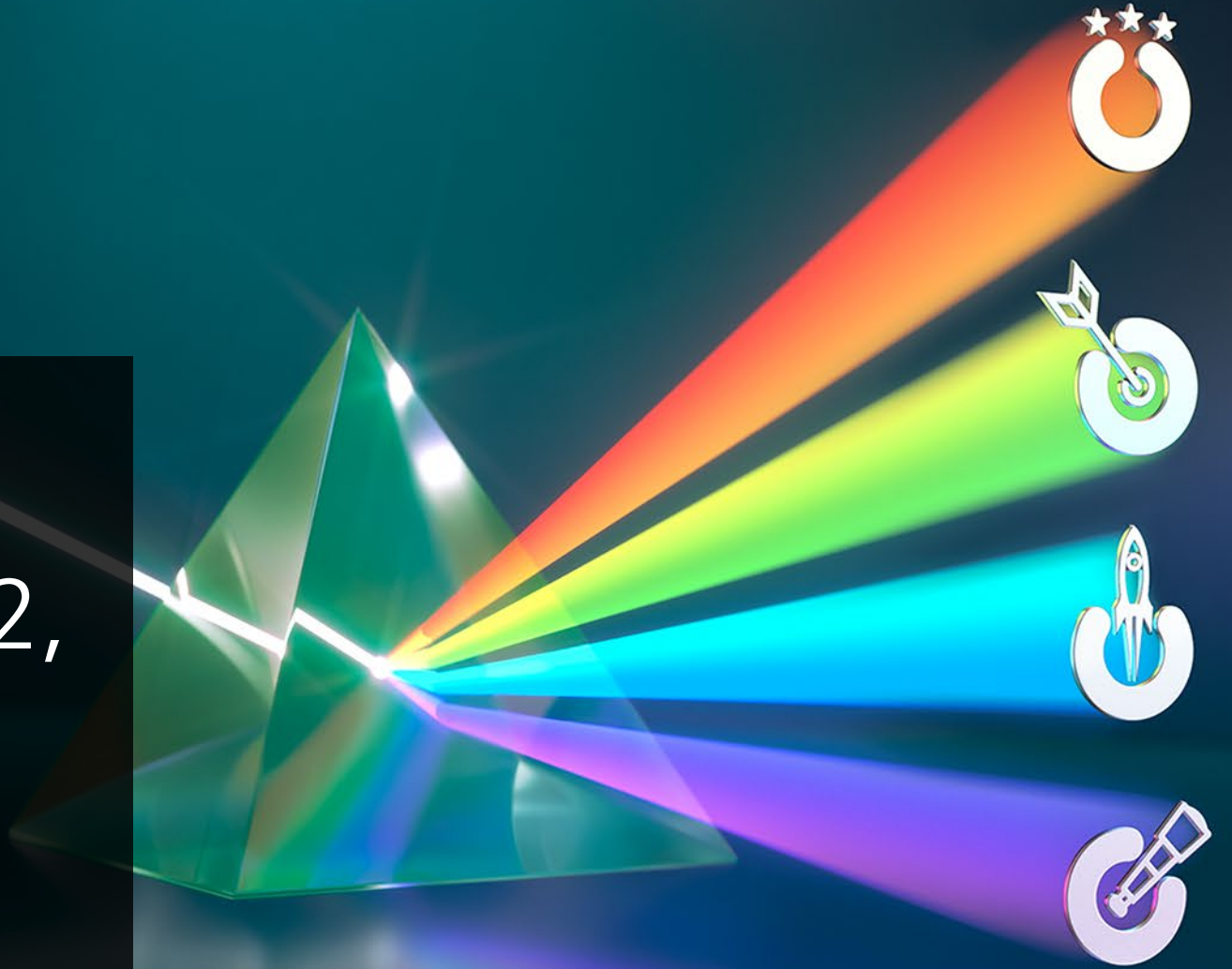


# Turnaround in interest rates – challenging 2022, positive outlook

Hansruedi Köng, CEO PostFinance Ltd



# Annual result for 2022

## Important key figures for PostFinance Ltd

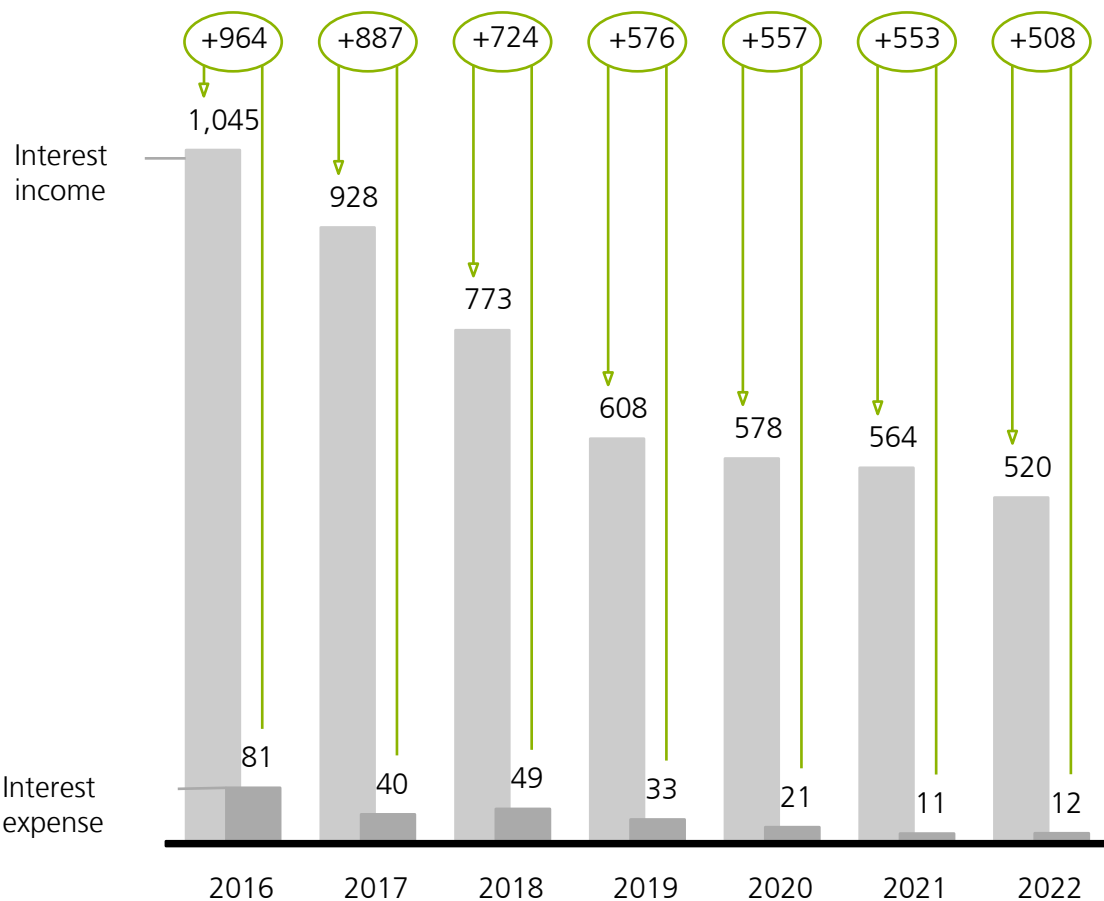
	2021	2022
<b>Financial services segment result (EBIT as per IFRS)</b>	<b>CHF 272 m</b>	<b>CHF 229 m</b>
Profit <sub>ARB</sub>	CHF 223 m	CHF 190 m
Return on equity <sub>IFRS</sub> <sup>1</sup>	3.9%	3.0%
Return on equity <sub>ARB</sub> <sup>1</sup>	3.7%	3.2%
Risk-weighted capital ratio	20.3%	21.3%
<ul style="list-style-type: none"><li>- Minimum requirement 2022 RWA: going concern 12.95%, gone concern 1.71% =&gt; 14.65%</li><li>- We will continue to aim for a target going concern ratio CET1 of &gt; 15%</li></ul>		
Leverage ratio	5.13%	5.54%
<ul style="list-style-type: none"><li>- Minimum requirement 2022 leverage ratio: going concern 4.5%, gone concern 0.56% =&gt; 5.06%</li></ul>		
<b>Customer assets (monthly avg.)</b>	<b>CHF 110.7 bn</b>	<b>CHF 104.6 bn</b>
<b>Number of customers</b>	<b>2.58 m</b>	<b>2.46 m</b>
Transactions processed	1,265 m	1,320 m
Full-time equivalents	3,237	3,250

<sup>1</sup> Return on equity = earnings before tax (EBT) at PF parent as per Group IFRS guidelines or ARB respectively / average eligible equity capital as per ARB.

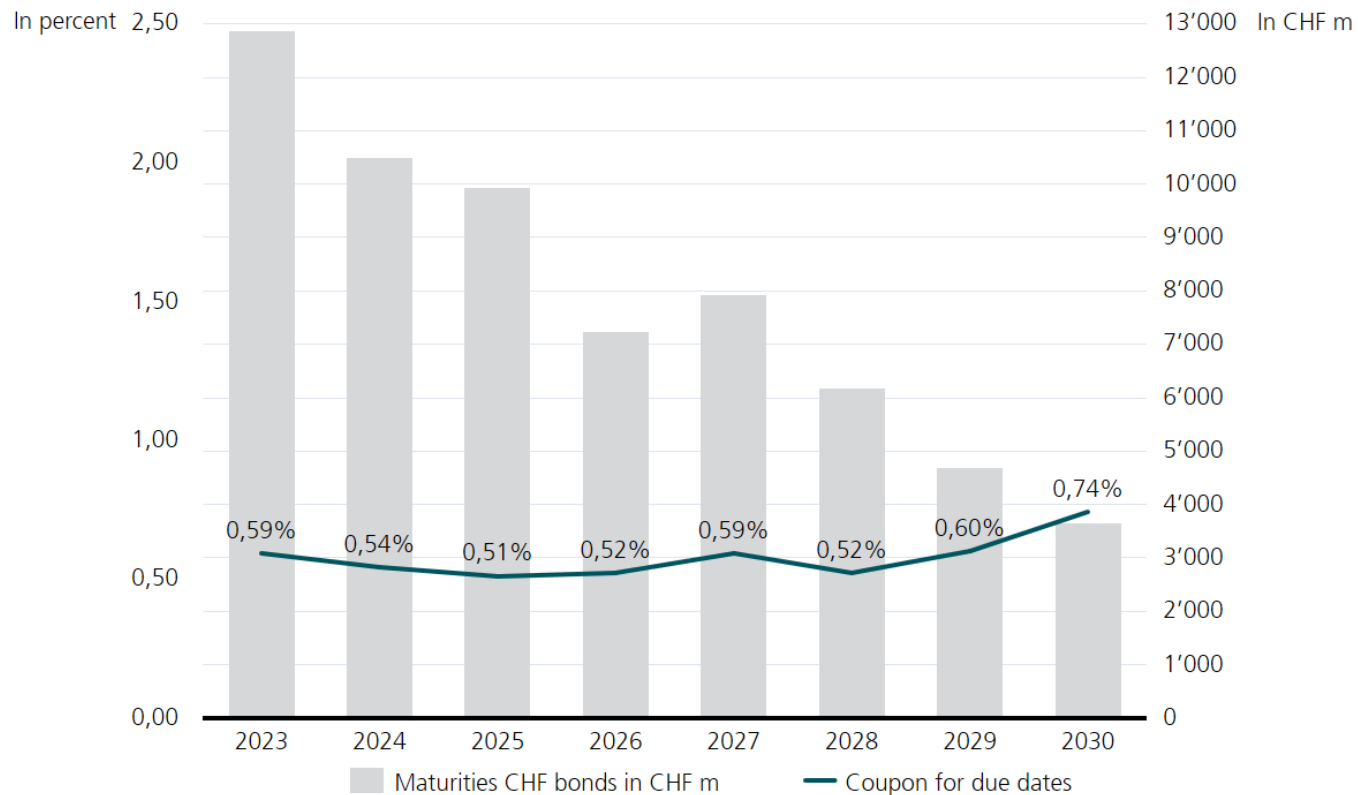
# Development of interest income

Future investment yields much higher than maturing investments

In CHF m

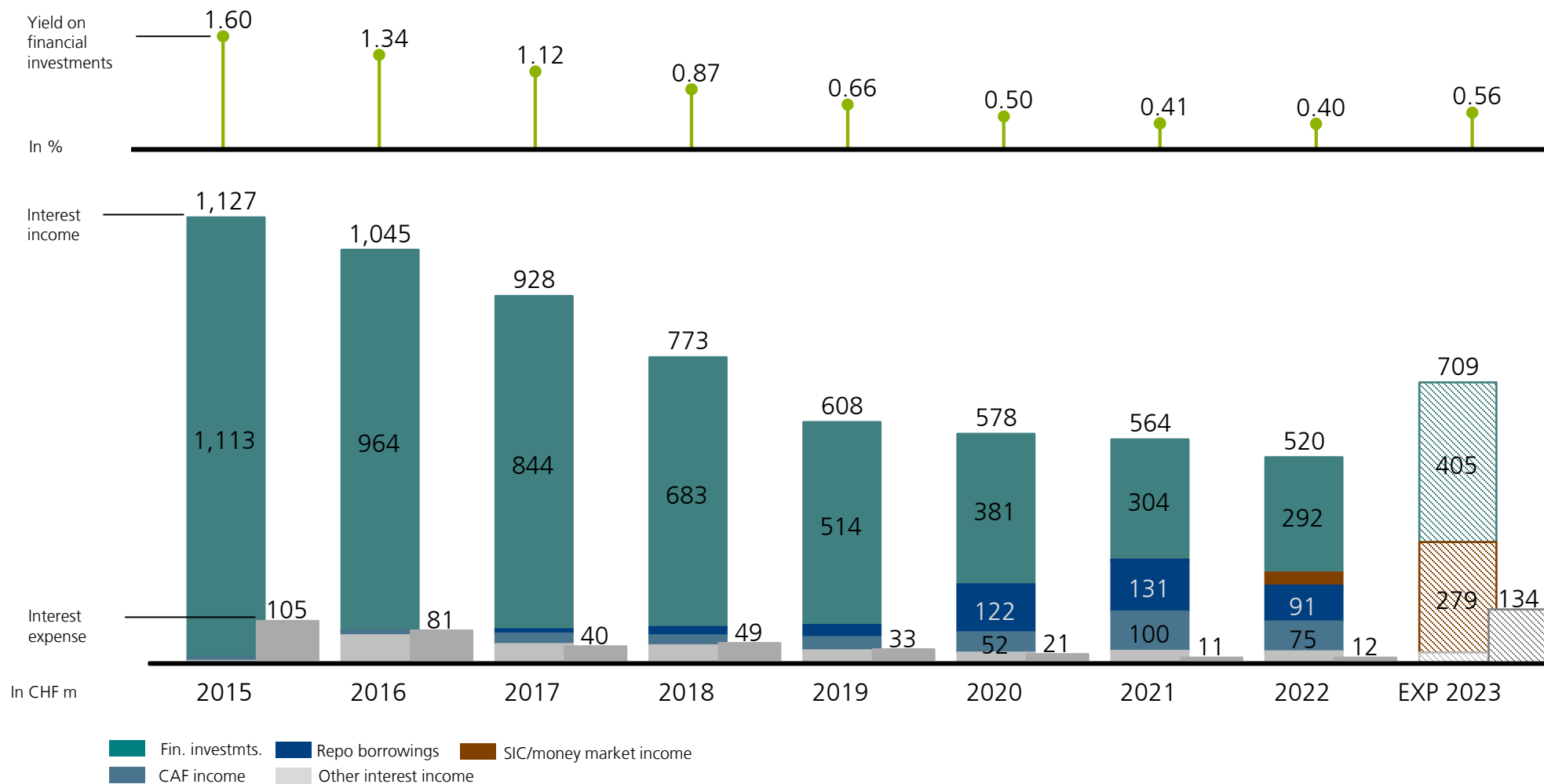


## Maturity structure of financial investments in core portfolio



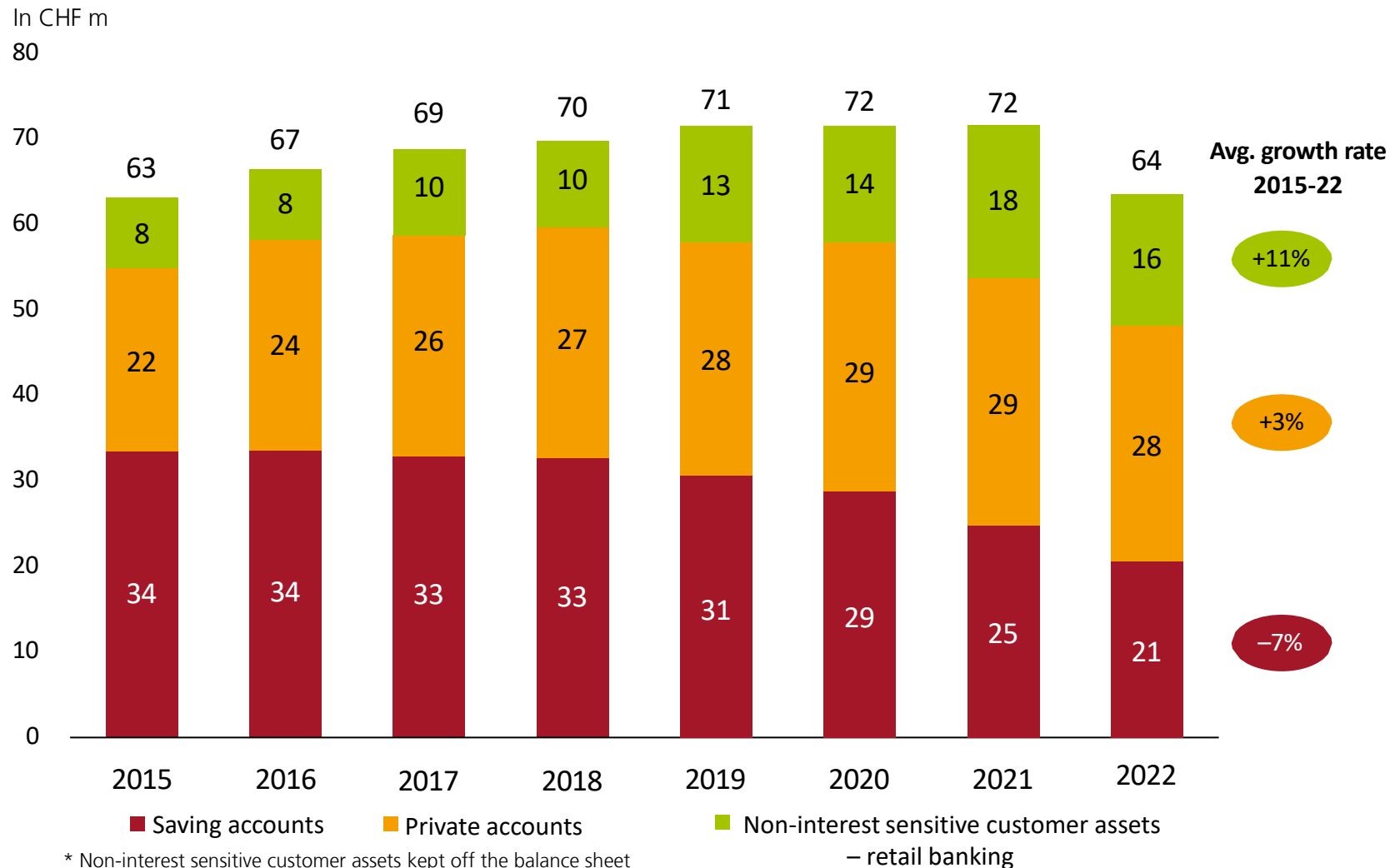
# Development of interest income

Trend interrupted / mid-term interest margin of 70 to 80 BP in sight



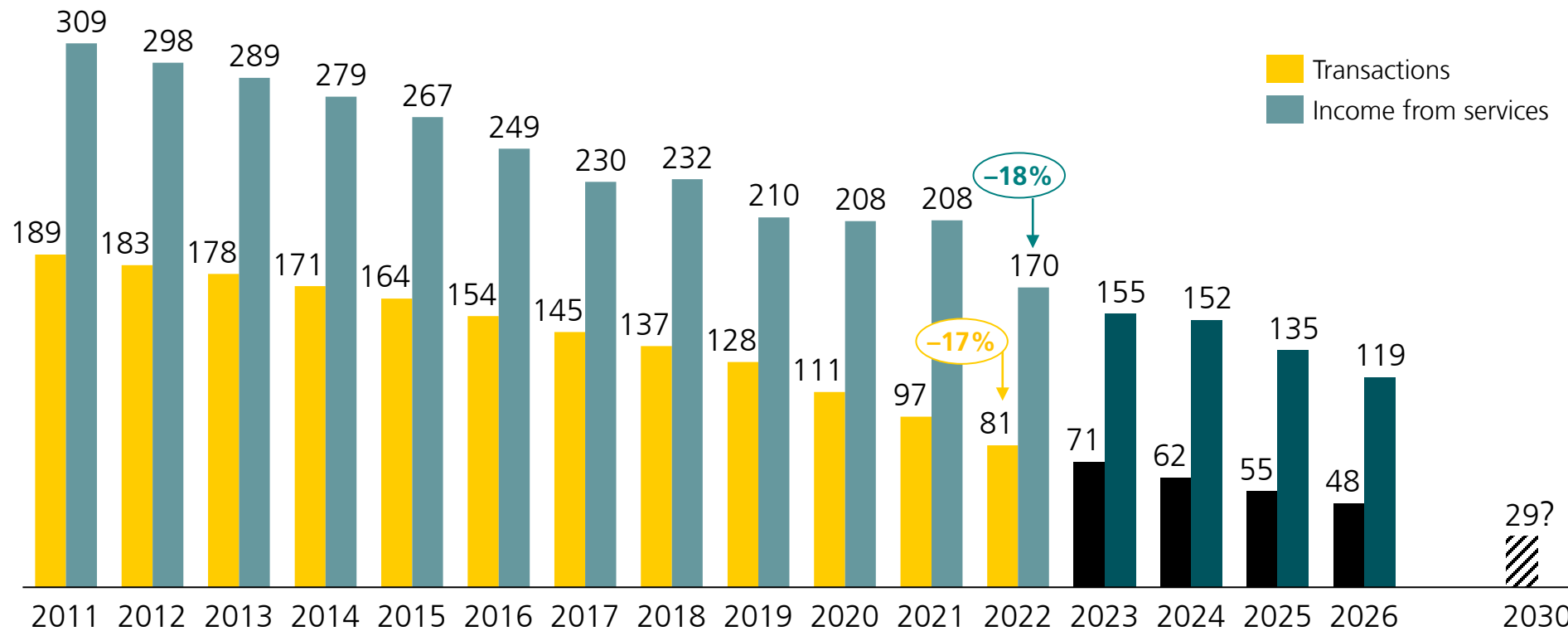
# Increase in commission-based transactions

## Investment assets partly offset fall in savings deposits



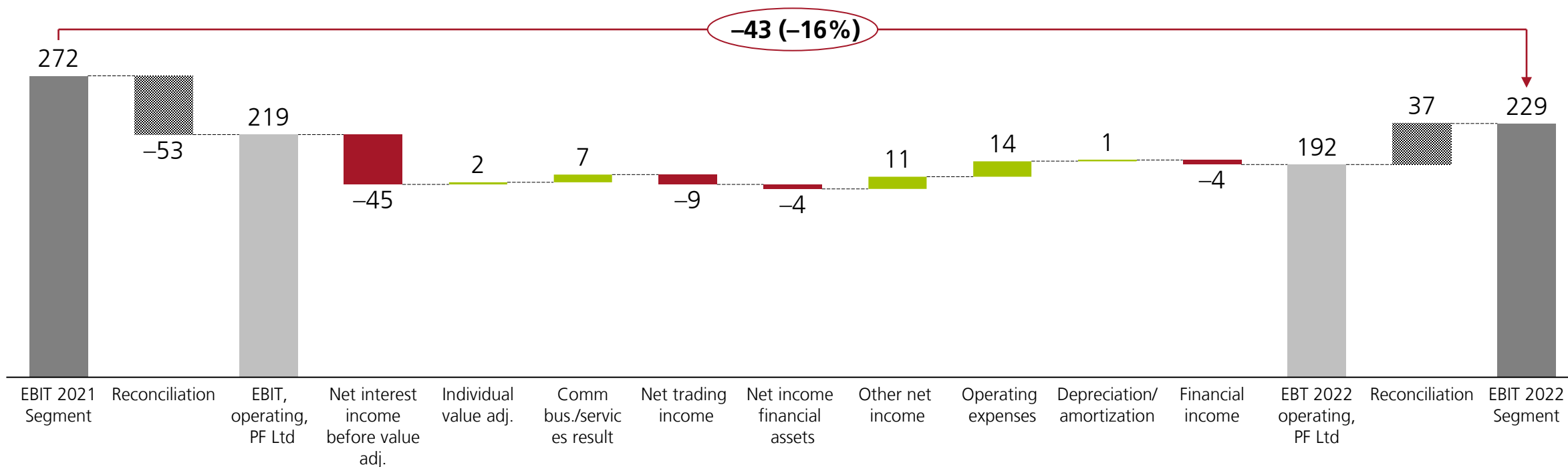
# Counter payment transactions – falling counter inpayments weigh on non-interest sensitive business

PostalNetwork inpayments in millions of transactions



# 2022 annual result, PostFinance Ltd segment\*

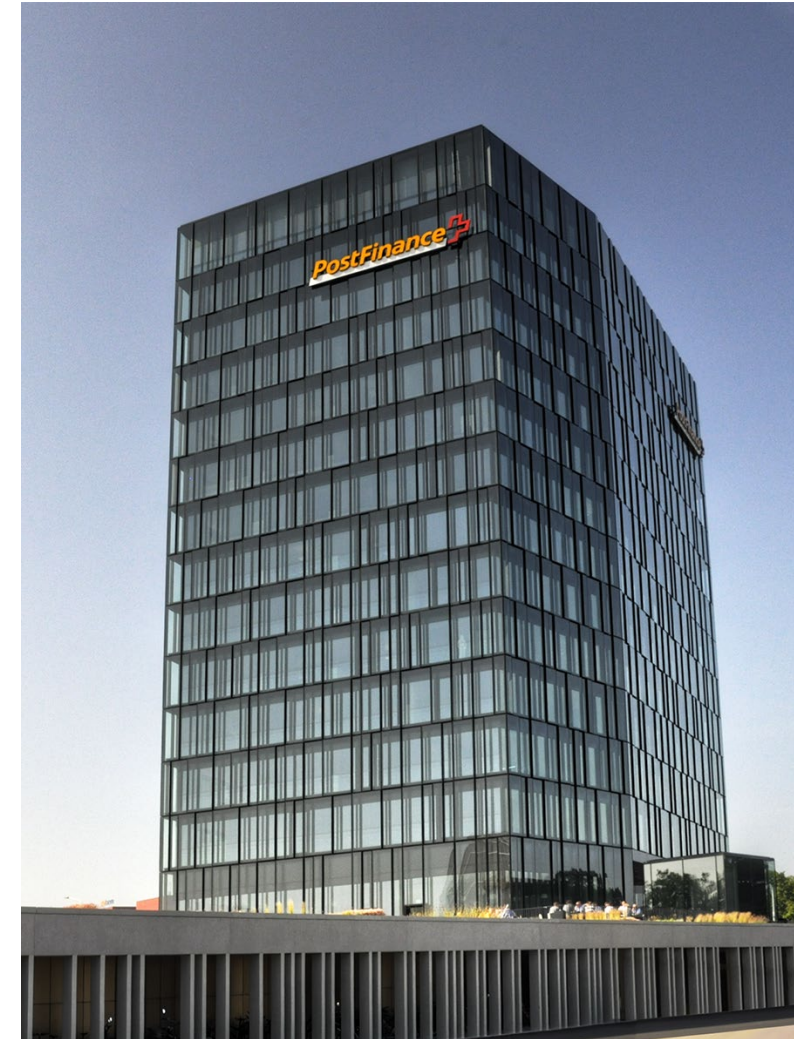
lower interest-rate result due to policy rate changes by SNB



\* as per Group IFRS guidelines

# Summary and key messages – we remain relevant and profitable

- The **interest margin** will **normalize** at its past level thanks to the return to positive interest rates
- **Higher income** in the non-interest sensitive business and consistent **cost orientation** will ensure a significant improvement in **profitability** for PostFinance
- **Investment solutions** enjoy great popularity
- Record revenue from **prepaid cards and credit cards**
- **Optimized product range** such as the combined PostFinance Card, QR-bill, sustainable retirement funds
- **Universal service obligation in payment transactions – what does the future hold?**





Thank you for your  
attention