



## **Full Year 2006 Results**

**Lawrence D. Howell, CEO**

**Rudy van den Steen, CFO**

**Zurich, 28 February 2007**

# Disclaimer

---

This presentation has been prepared by EFG International solely for use by you for general information only and does not contain and is not to be taken as containing any securities advice, recommendation, offer or invitation to subscribe for or purchase any securities regarding EFG International.

This presentation contains specific forward-looking statements, e.g. statements which include terms like "believe", "assume", "expect" or similar expressions. Such forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may result in a substantial divergence between the actual results, the financial situation, and/or the development or performance of the company and those explicitly or implicitly presumed in these statements. These factors include (1) general market, macro-economic, governmental and regulatory trends, (2) movements in securities markets, exchange rates and interest rates, (3) competitive pressures, (4) our ability to continue to recruit CROs, (5) our ability to implement our acquisition strategy, (6) our ability to manage our economic growth and (7) other risks and uncertainties inherent in our business. EFG International is not under any obligation to (and expressly disclaims any such obligation to) update or alter its forward-looking statements whether as a result of new information, future events or otherwise.

**Business Overview**

**Lawrence Howell, CEO**

## 2006 Highlights

---

- First full year for EFG International as a public company
- 11 businesses acquired and/or integrated
- First full financial year with 13 booking centers in operation versus 7 pre-IPO
- First full year for EFG International as a holding company

## 2006 Highlights (cont'd)

|  | 2006                             | 2005               | Δ (%)        |
|--|----------------------------------|--------------------|--------------|
| <b>CROs incl. announced acquisitions</b> | <b>405</b>                       | <b>268</b>         | <b>+51%</b>  |
| <b>AUM incl. announced acquisitions</b>  | <b>CHF 73.6 bn<sup>(1)</sup></b> | <b>CHF 47.3 bn</b> | <b>+56%</b>  |
| <b>Operating Income</b>                  | <b>CHF 634.4 m</b>               | <b>CHF 338.4 m</b> | <b>+87%</b>  |
| <b>Net Profit</b>                        | <b>CHF 230.0 m</b>               | <b>CHF 120.9 m</b> | <b>+90%</b>  |
| <b>Net profit attributable</b>           | <b>CHF 204.0 m</b>               | <b>CHF 83.7 m</b>  | <b>+144%</b> |

(1) Including shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)

## 2006 Highlights (cont'd)

---

### Expansion of geographical presence through organic growth

- Opened banks in the Bahamas and Luxembourg
- Opened offices in Athens, Bangkok, Bahrain, Bogota  
Caracas, Cayman Islands, Dubai, Jakarta, Manila, Mexico City,  
Panama City and Quito
- Opened a trust company in Hong Kong
- Currently present in 44 locations in 30 countries

## 2006 Highlights (cont'd)

---

### Growth through acquisitions

- EFG International announced 5\* acquisitions adding 40 CROs and CHF 11.7 bn of AUM
- Strengthened our presence in the UK, the Nordic markets and in Monaco
- Increased Ultra High Net Worth Individual client base through acquisition of PRS Group

*\* Including the acquisition of PRS Group – announced January 8, 2007*

## 2006 Highlights (cont'd)

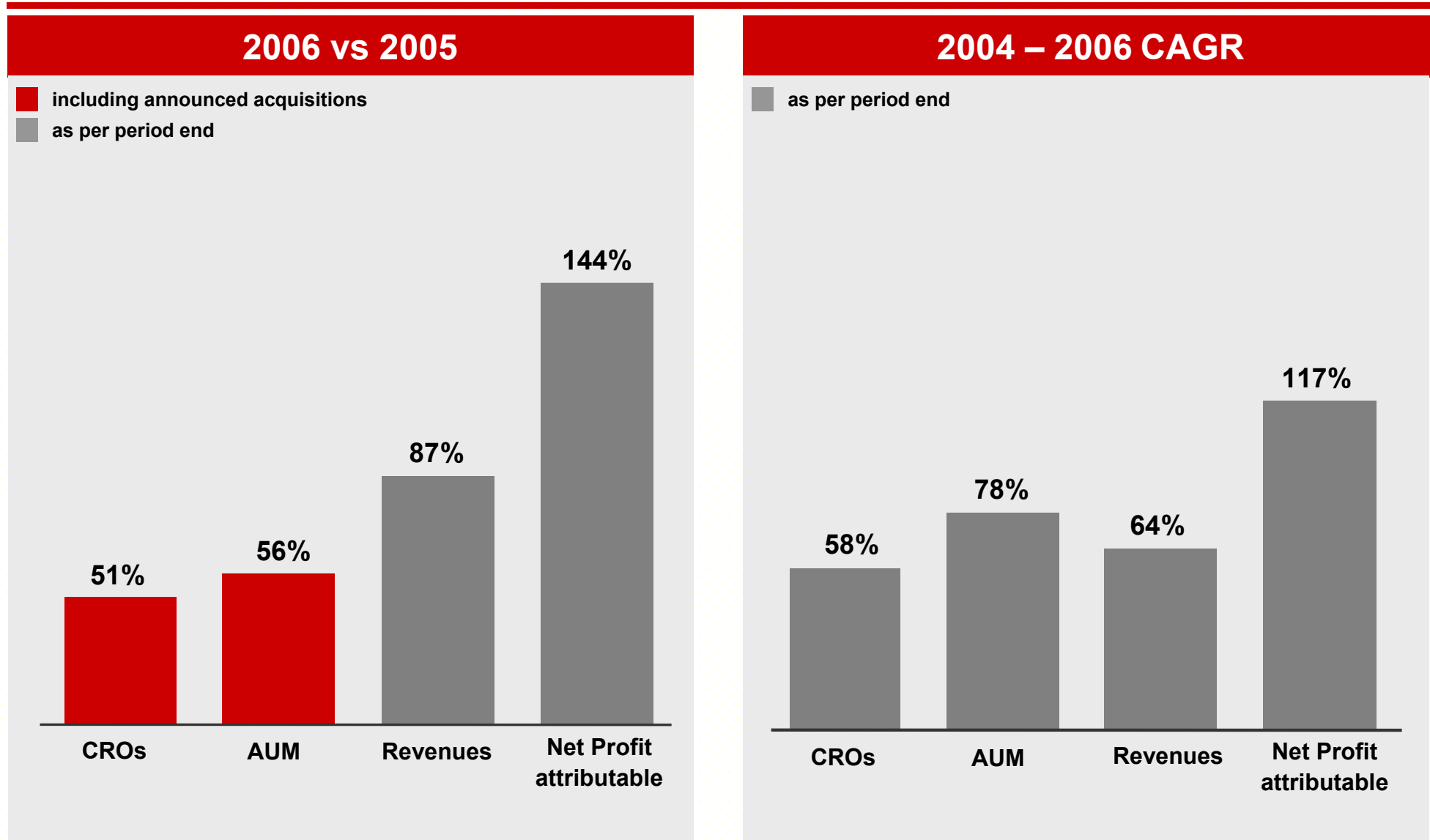
---

### Expansion of product capabilities

- Increased alternative investment capabilities through acquisition of CMA
- Successful launch of CMA Global Hedge PCC Ltd, a London Stock Exchange listed company investing in hedge funds
- Enhanced structured products capabilities
- Added stock exchange memberships in Sweden and the UK

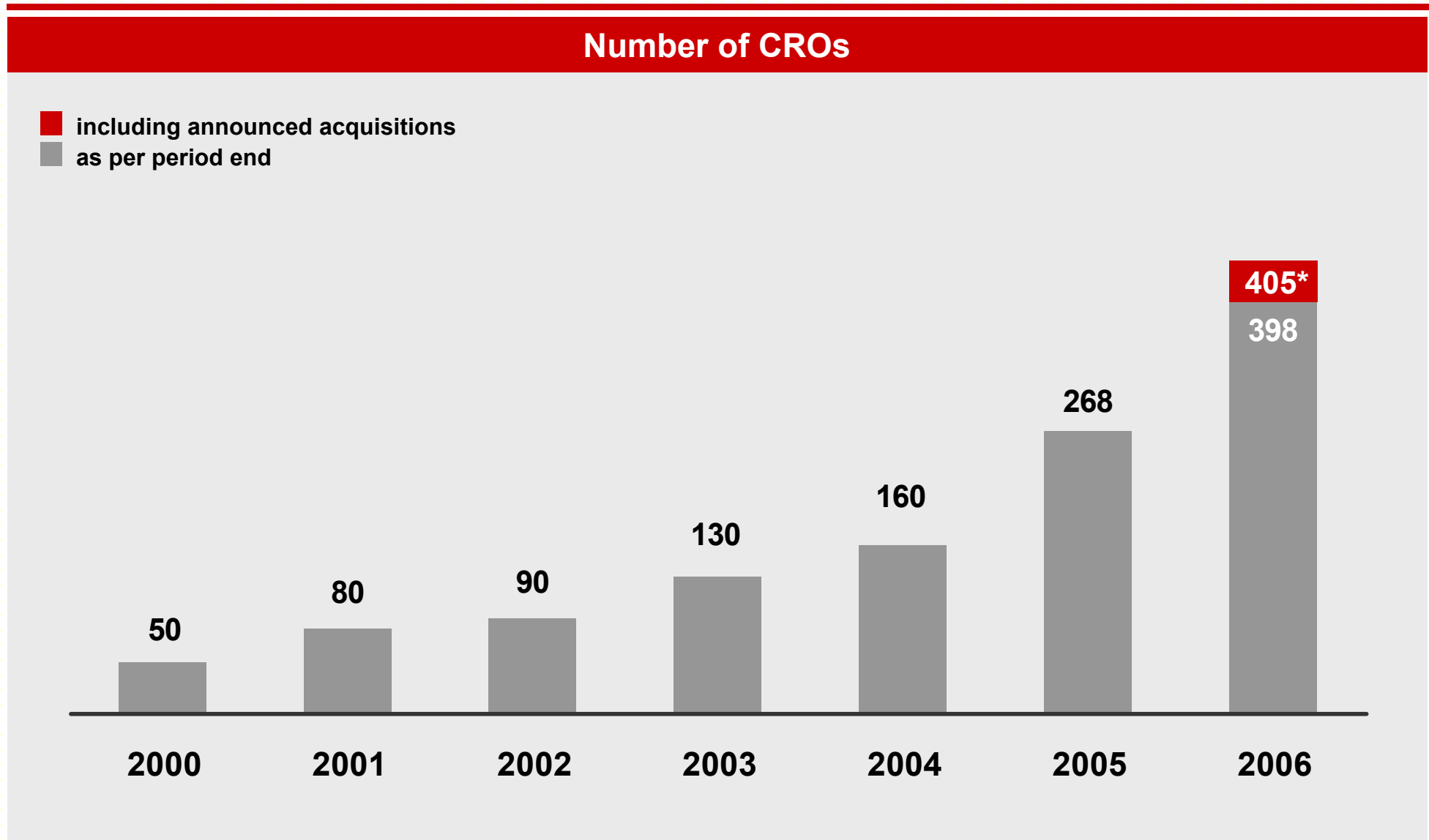


# Key Performance Indicators



Note: AUM data includes shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)

# Continued strong growth in number of CROs

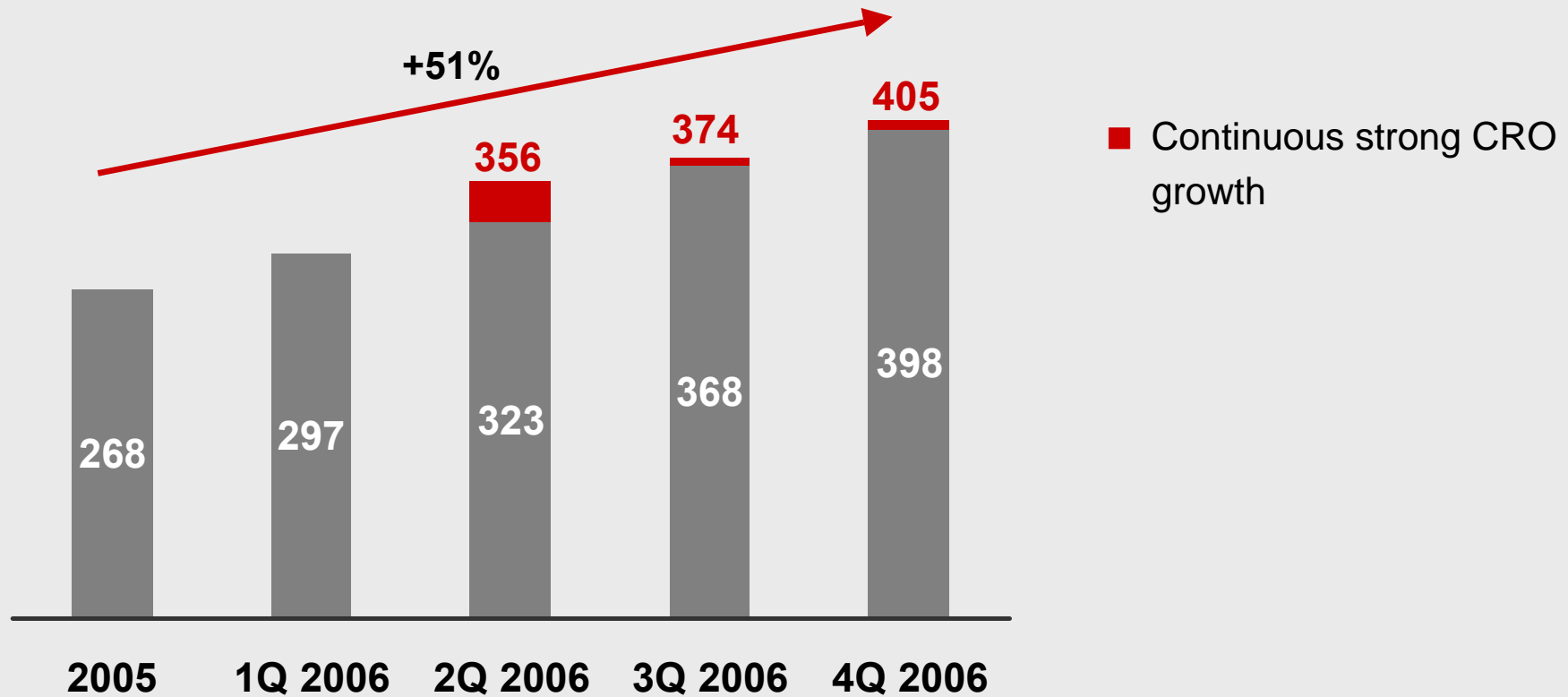


\* Including the announced acquisitions of Qesada Kapitalförvaltning (2 CROs) and PRS Group (5 CROs)

# Quarterly CRO Evolution during 2006 (I)

## Number of CROs as per end of period

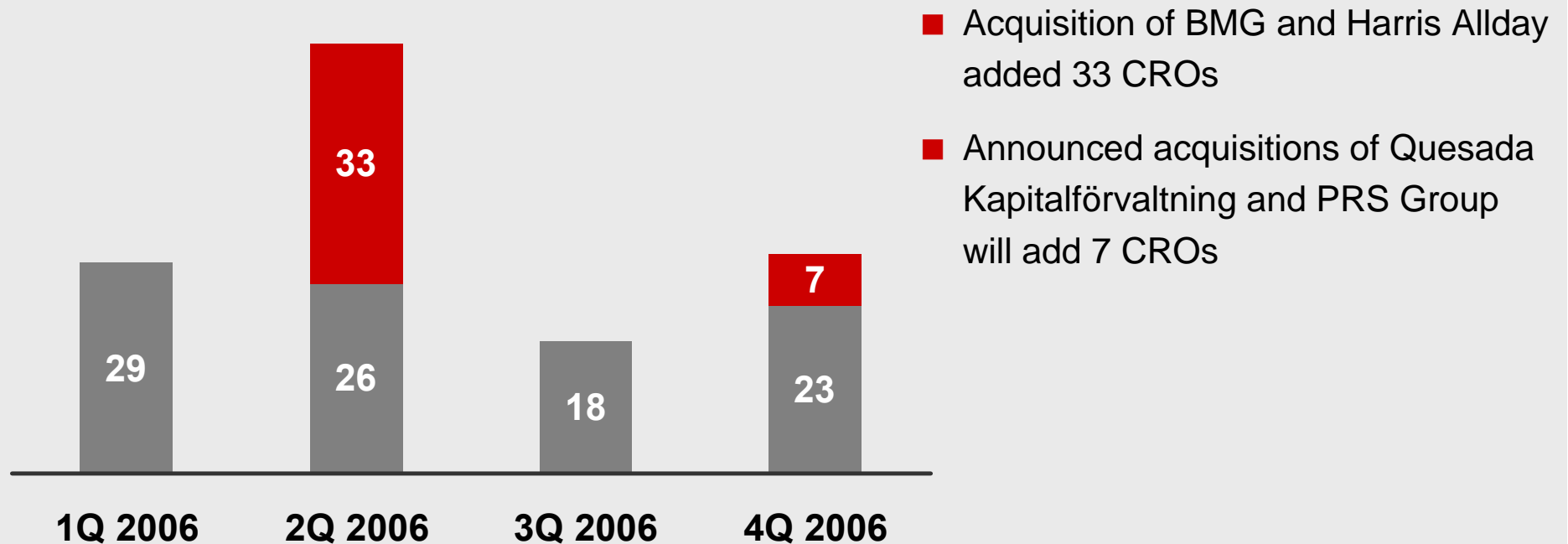
■ including announced acquisitions at the time



# Quarterly CRO Evolution during 2006 (II)

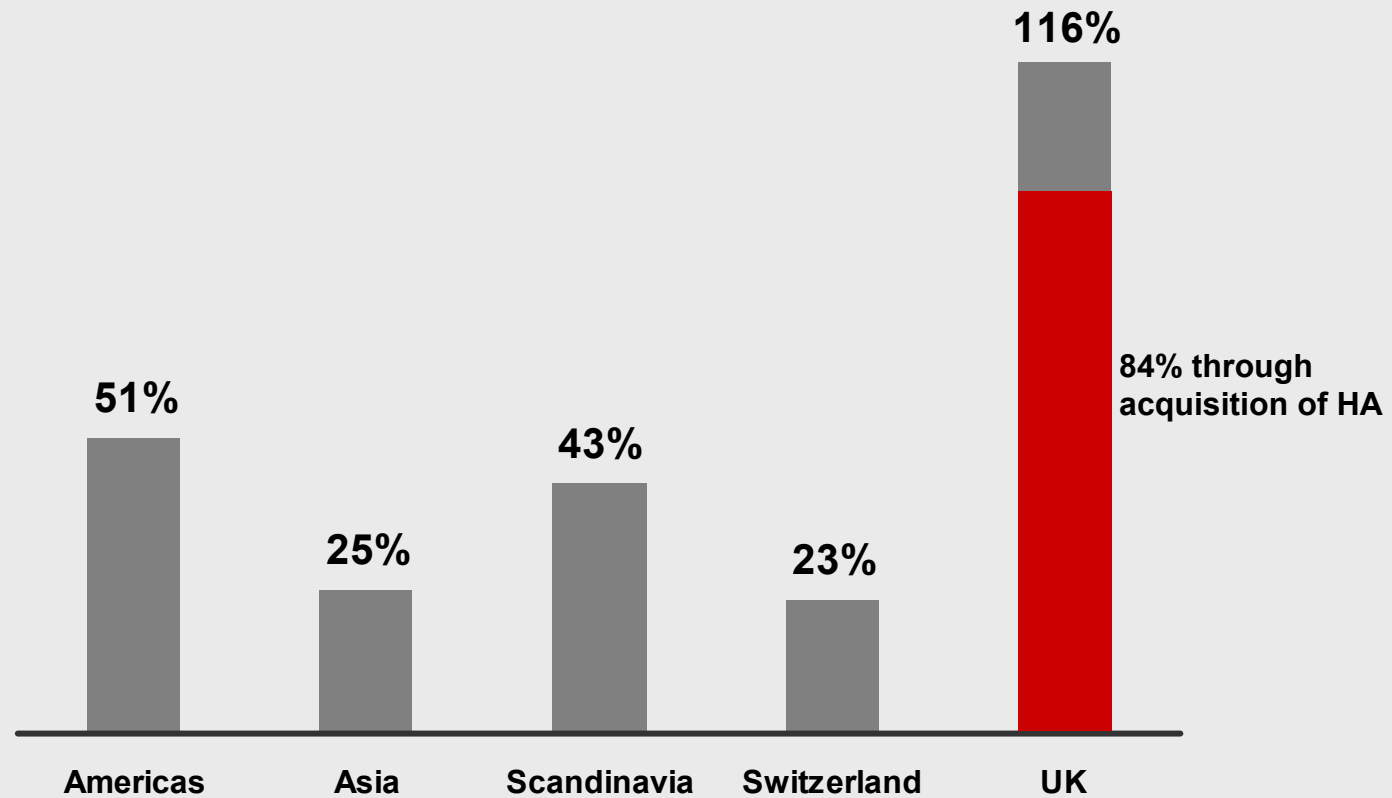
## Organic hiring vs growth through M&A

■ through acquisitions  
■ organic hiring



# CRO growth across all geographical locations

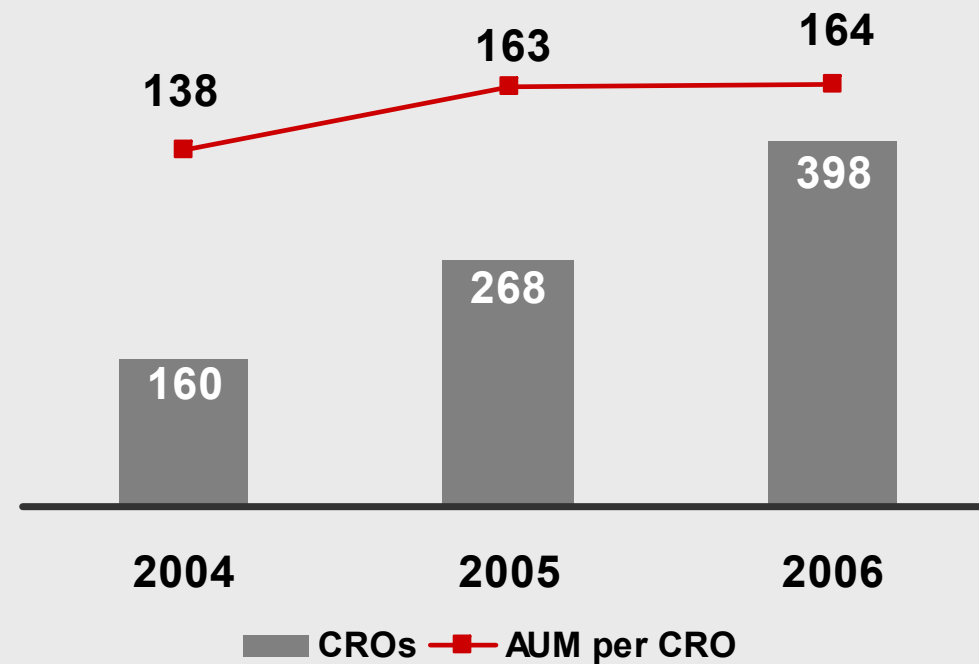
## Regional CRO growth rate in 2006



# CRO Statistics (I)

## AUM\* per CRO\*\* (as of period-end)

AUM in CHF million



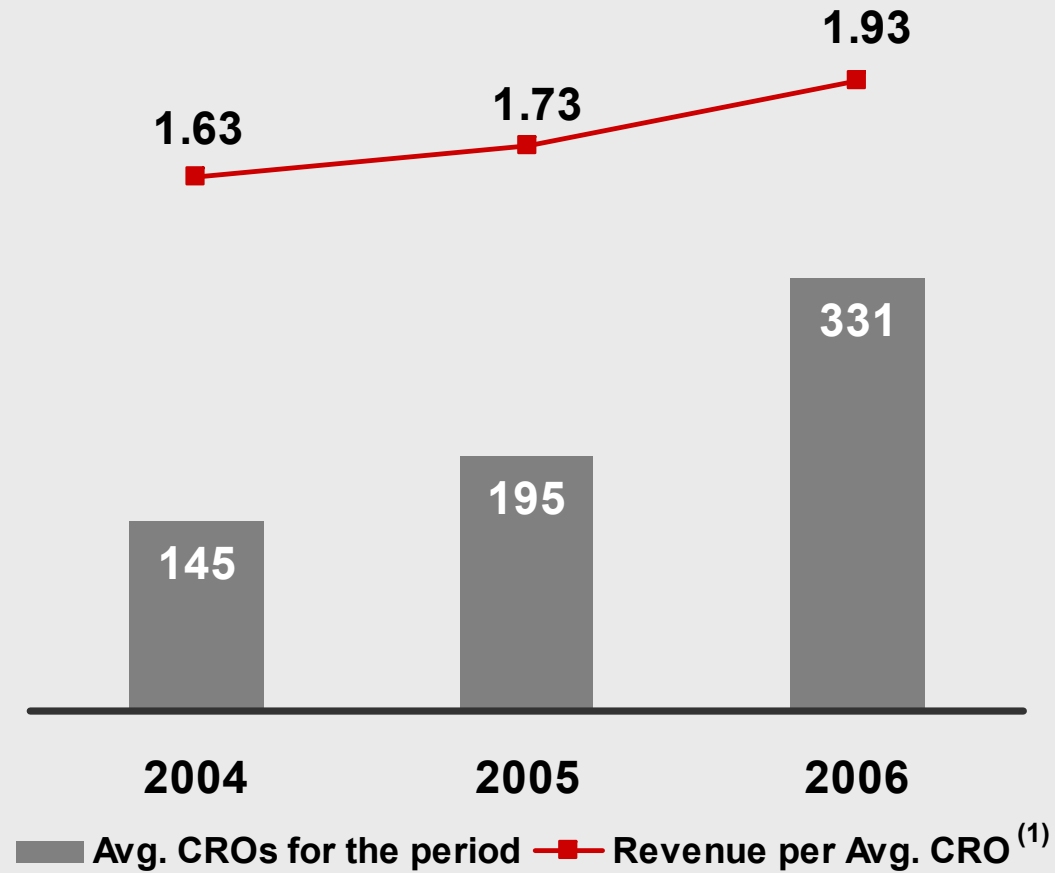
\* As of period-end; AUM excludes around CHF 3.8 billion in 2005 and CHF 4.6 billion as of December 31, 2006 worth of shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange.

\*\* Excludes data from announced acquisitions

# CRO Statistics (II)

## Revenue per Average CRO\*

Revenues in CHF million



<sup>(1)</sup> Time-weighted

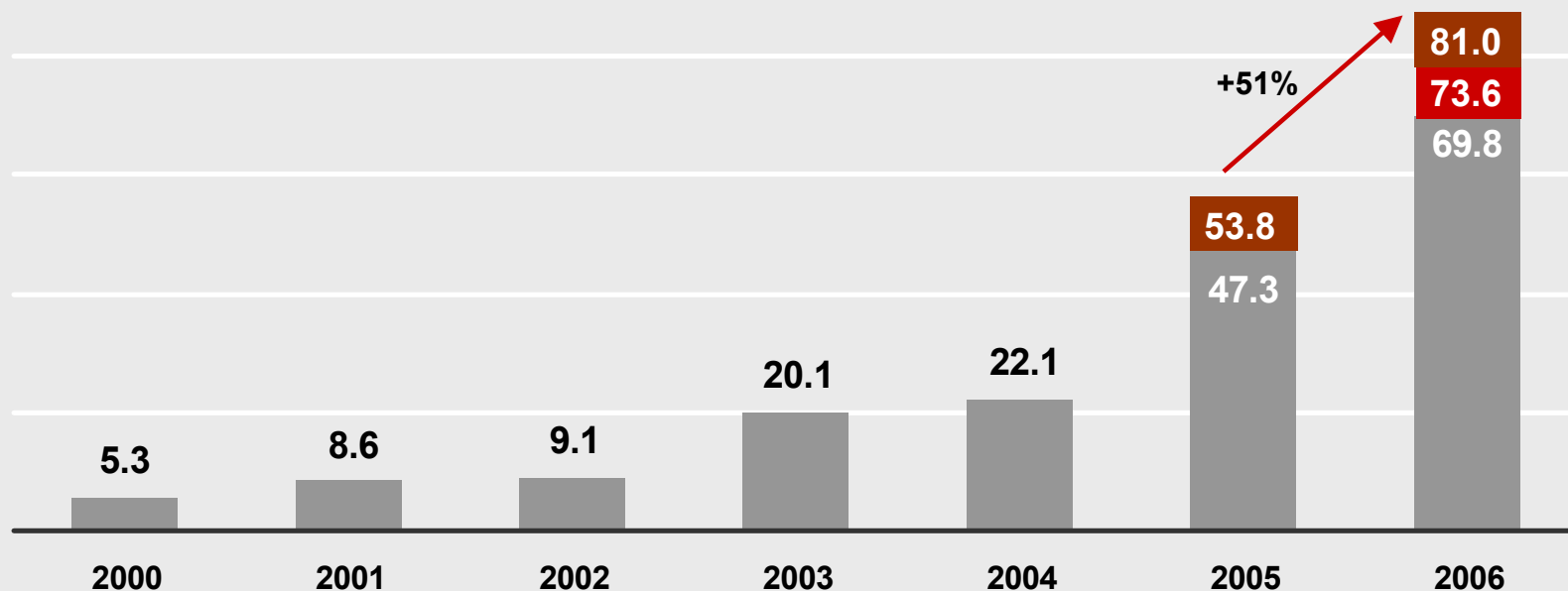
\* Excludes data from announced acquisitions

# Continued strong growth in AUM

## Clients' Assets under Management and Administration

- AUA & AUM including announced acquisitions
- AUM including announced acquisitions
- AUM as per period end

(Data in CHF bn)



- Including the announced acquisitions of Quesada Kapitalförvaltning (CHF 0.8 bn) and PRS Group (CHF 3.0 bn) total Clients' Asset under Management stood at CHF 73.6 bn as of December 31, 2006.
- Assets under Administration increased by 14%

*Note: AUM data includes shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)*

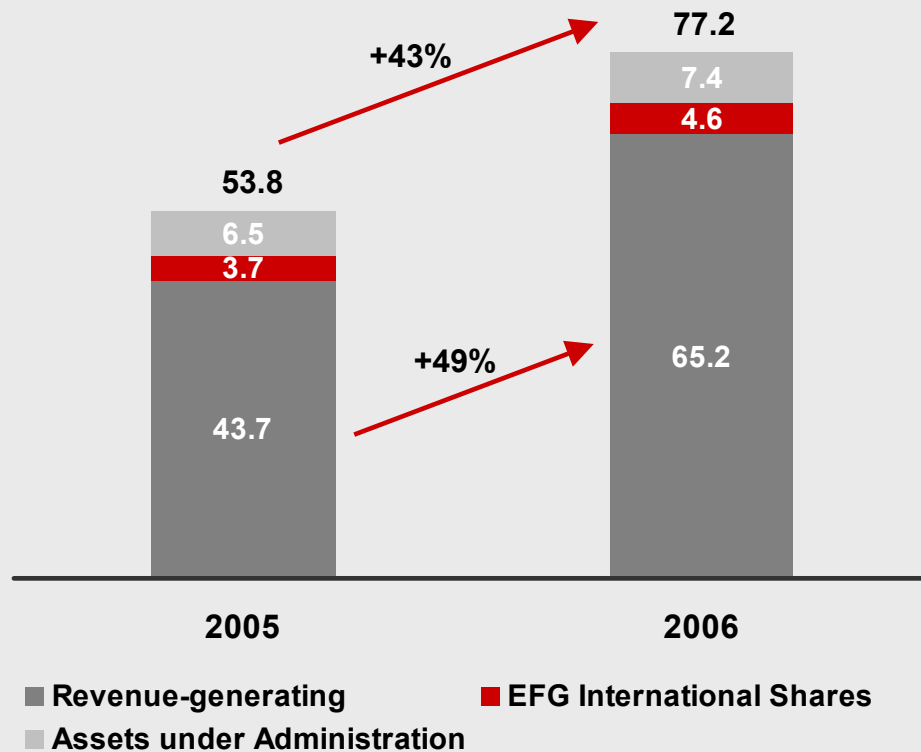


**Financials Overview**

**Rudy van den Steen, CFO**

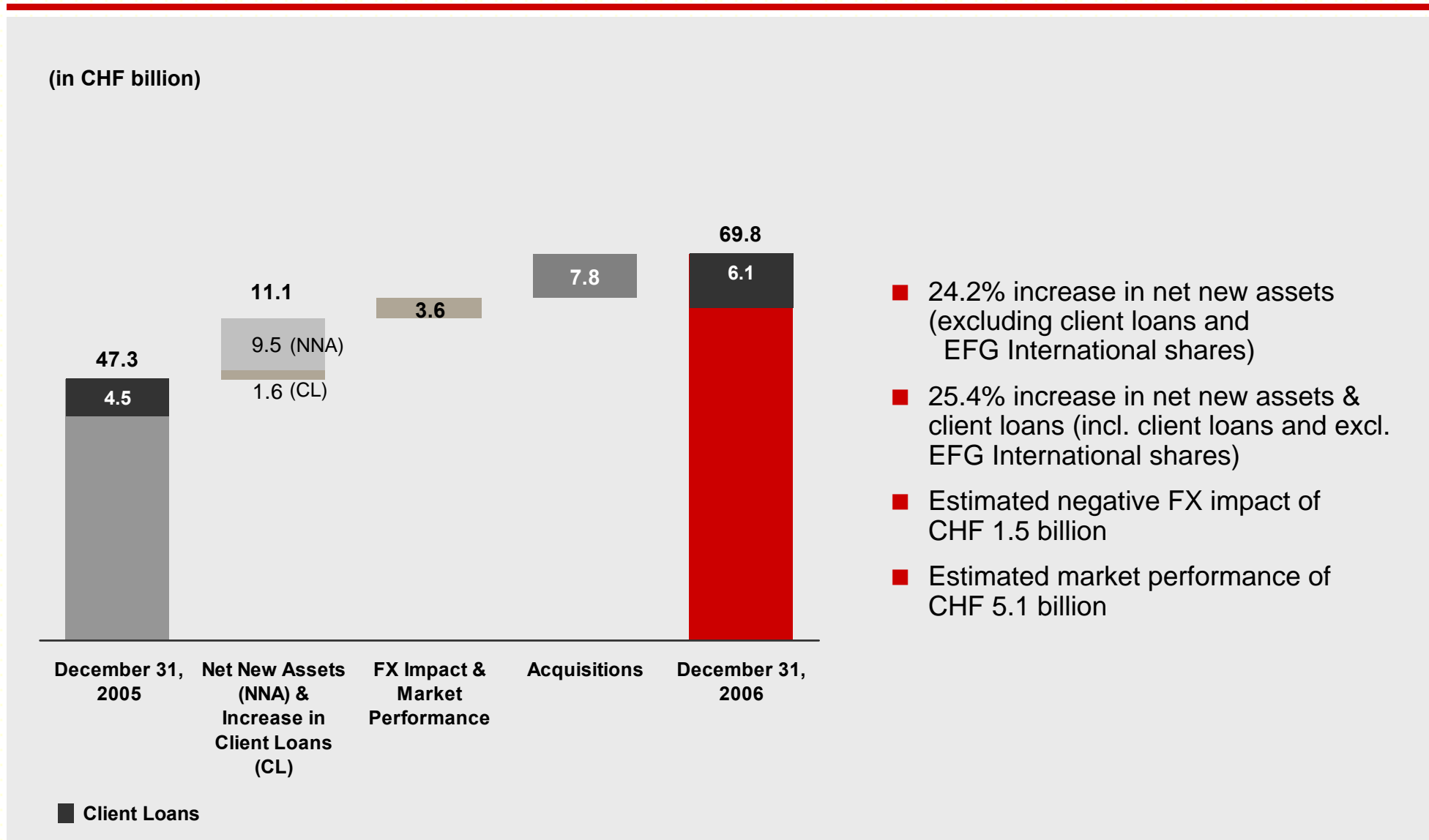
# AUM Development – excluding CHF 3.8 bn from announced acquisitions

(in CHF billion)



- Revenue generating AUMs increased by 49% year-on-year
- Value of EFG International shares reflects increase in share price of 30% during the reporting period
- AUA increased by 14%

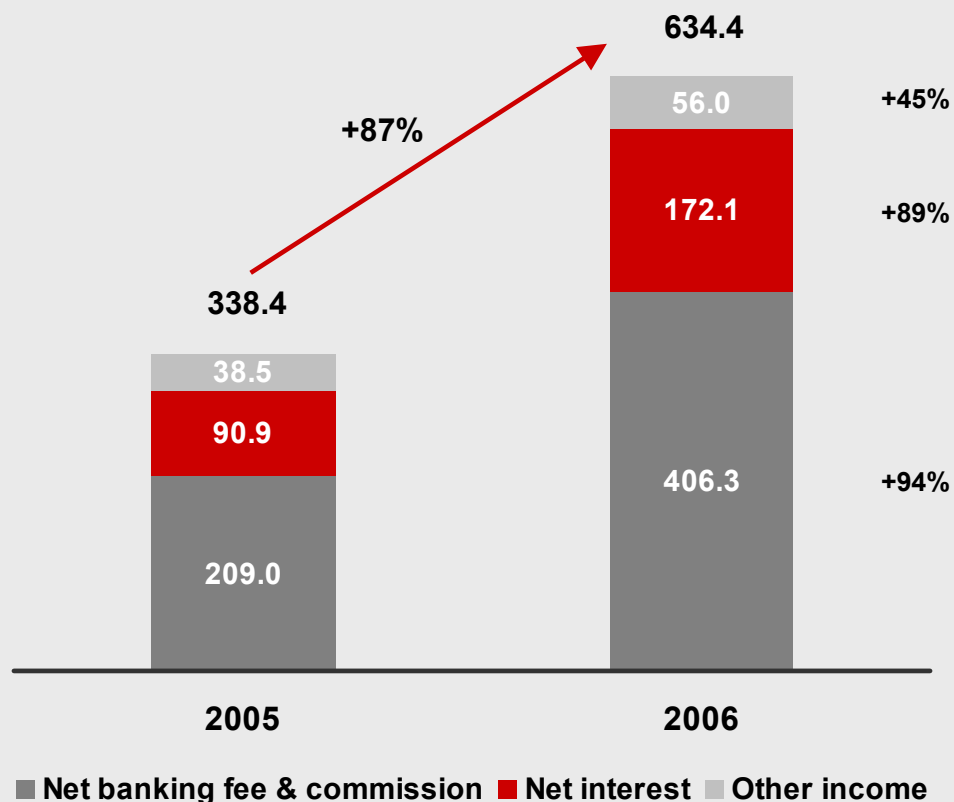
# 2006 AUM Growth<sup>(1)</sup> – excluding CHF 3.8 bn from announced acquisitions



(1) Estimate based on Management Information System

# Operating Income

(in CHF million)

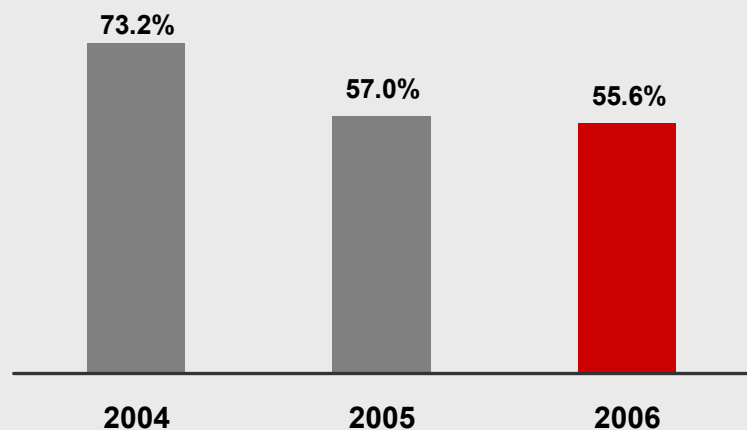


- Average AUM\* increased by 98% from CHF 27.0 bn to CHF 53.4 bn
- Return on AUM\*\* (RoAUM) was 1.19% in 2006 vs 1.25% in 2005
- Revenue from CMA was CHF 51.0 million
- Revenues from other acquisitions were CHF 13.5 million
- Revenue mix remained stable over the period

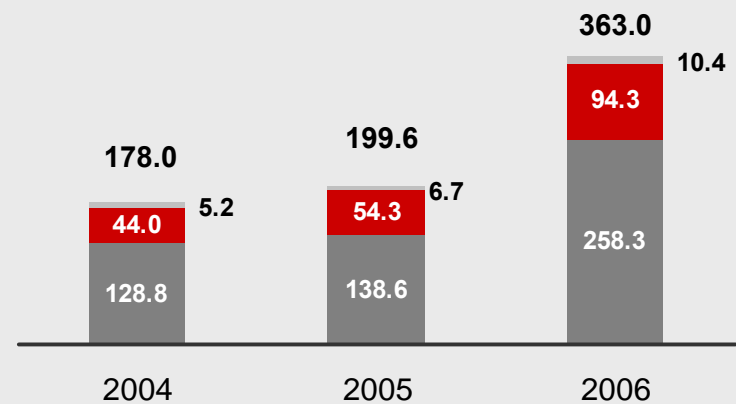
\* Time-weighted average AUM

\*\* RoAUM = Return on Assets under Management: Operating Income divided by weighted Average Assets under Management

# Development of Operating Expenses and Cost-Income-Ratio



- Continued decrease of CIR over last three years
- Limited improvement because of acceleration of CRO growth



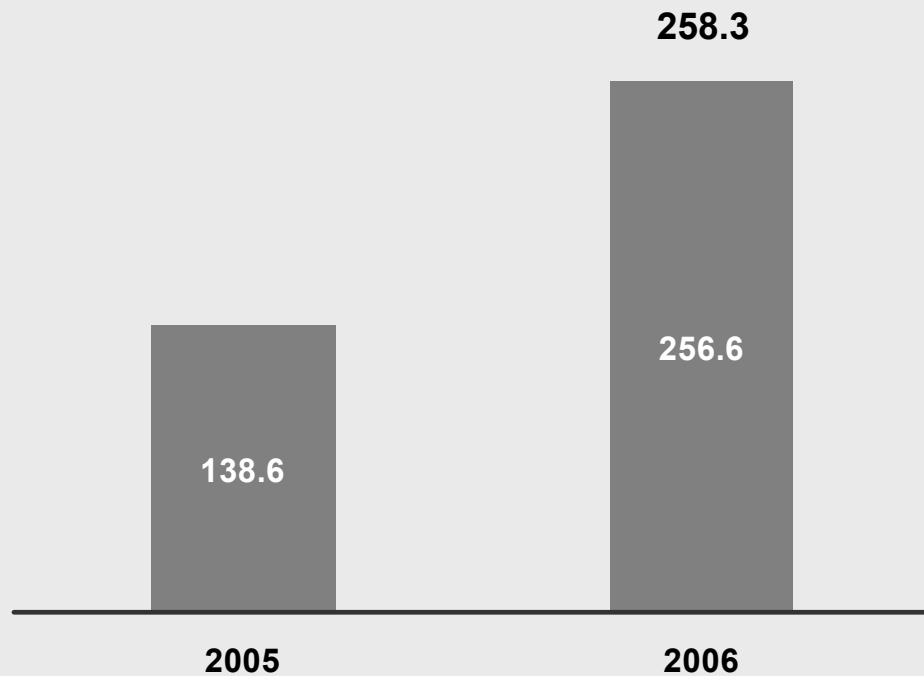
- Total expenses increased in line with revenues by 82% to CHF 363.0 million
- Includes CHF 10.4 million PPE & Software depreciation
- Non-compensation ratio at 14.9%, down from 16%

■ Depreciation of PPE & Software\*  
 ■ Other expenses  
 ■ Personnel expenses

Note: Cost-Income Ratio = Operating expenses without depreciation and amortisation / Operating Income

\* excluding CHF 11.2 million of non-cash IFRS required amortisation of acquisition related intangibles for 2006, CHF 0.8 million for 2005 and CHF 0.1 million for 2004

# Development of Personnel Expenses



■ Personnel expenses - for 2006 including CHF 1.7 m in option expenses

- Total personnel expenses increased by 86% to CHF 258.3 m in line with 87% increase in operating income
- Compensation ratio unchanged at 41%
- Total headcount increased from 1,053 at the end of 2005 to 1,477 at the end of 2006
- 761,548 options issued in February 2006
- Approx. 2.3 million options issued in February 2007

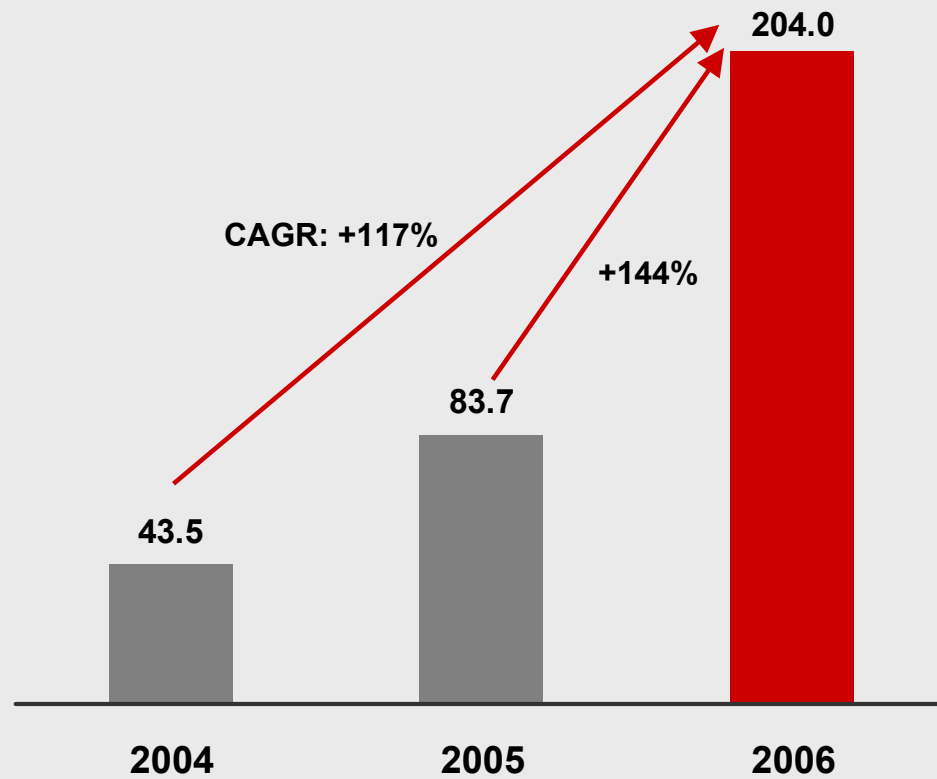
# Net profit

| (In CHF million)  | 2005         | 2006         | Δ vs. 2005  |
|---|--------------|--------------|-------------|
| <b>Profit before tax</b>                                | <b>138.1</b> | <b>260.2</b> | <b>88%</b>  |
| Income tax expense                                      | (17.2)       | (30.2)       | 76%         |
| Tax rate  | 12.5%        | 11.6%        | -0.9%       |
| <b>Net profit for the period</b>                        | <b>120.9</b> | <b>230.0</b> | <b>90%</b>  |
| Estimated preference dividend on Fiduciary Certificates | (37.2)       | (26.0)       | -30%        |
| <b>Net profit attributable to ordinary shareholders</b> | <b>83.7</b>  | <b>204.0</b> | <b>144%</b> |
| <b>EPS (Basic) - in CHF</b>                             | <b>0.72</b>  | <b>1.39</b>  | <b>93%</b>  |
| <b>EPS (Diluted) – in CHF</b>                           | <b>0.72</b>  | <b>1.39</b>  | <b>93%</b>  |

Expected pro-forma accrued preference dividend has been calculated by applying a preference dividend rate of 3.788% until April 30, 4.386% for the period of April 30 to October 31 and 4.315% for the period of October 31 to December 31, 2006

# Net profit attributable

(in CHF million)



- Operating leverage reflected in net profit attributable to ordinary shareholders growth



# Balance Sheet

| (In CHF million)                             | as of Dec. 31, 2005 | as of Dec 31, 2006 | Δ (in %) |
|--|---------------------|--------------------|----------|
| Loans and advances to customers              | 4,544               | 6,146              | +35%     |
| Intangible assets                            | 351                 | 910                | +159%    |
| Due to customers                             | 7,711               | 11,994             | +56%     |
| Total shareholders' equity (before dividend) | 2,082               | 2,303              | +11%     |
| Risk Weighted Assets                         | 3,410               | 4,599              | +35%     |
| BIS Tier 1 Capital                           | 1,709               | 1,378              | -19%     |
| BIS Total Capital                            | 1,888               | 1,531              | -19%     |
| BIS Tier 1 Ratio                             | 50.1%               | 30.0%              | n.m.     |
| BIS Total capital ratio                      | 55.4%               | 33.4%              | n.m.     |

# Dividend proposal

- Proposed\* ordinary dividend of CHF 44.0 million or CHF 0.30 per share
- Payout ratio of 21.6% - in line with announced dividend policy at the time of the IPO (15-30%)
- Ex-dividend date will be Monday, April 30, 2007, if dividend is approved by AGM

(In CHF million)

|   | 2006         |
|---|--------------|
| <b>Net profit attributable</b>              | <b>204.0</b> |
| Proposed ordinary dividend                  | 44.0         |
| Payout ratio                                | 21.6%        |
| <b>Proposed dividend per share (in CHF)</b> | <b>0.30</b>  |

**Review & Outlook for Acquisitions**

**Rudy van den Steen, CFO**

# Review of 2006 Acquisitions

---

- **Capital Management Advisors (CMA)** – Bermuda based fund of hedge fund manager (*closed February, 2006*)
  - Enhanced product expertise for EFG International, adding CHF 2.1 bn AUM
  - For 2006, CMA contributed > CHF 36 million to net profit (after intangibles depreciation)
- **Harris Allday** – Birmingham (UK) based private client stock broker (*closed August, 2006*)
  - Adding CHF 4.5 bn AUM bringing UK total to CHF 12.5 bn
  - Adding 27 CROs, total UK CROs over 65
- **Banque Monégasque de Gestion** – UniCredito private bank (*closed October, 2006*)
  - Adding 6 CROs and CHF 1.3 bn AUM to existing presence in Monaco
  - Substantial pre-identified cost synergies; operational and legal merger expected by the end of June 2007
- **Quesada Kapitalförvaltning** – Stockholm-based wealth management company (*announced December 22, 2006*)
  - Adding 2 CROs and CHF 800 million AUM to our presence in the Nordic markets
  - Closing of transaction is expected during the first quarter of 2007
- **PRS Group** – Cayman/Miami-based UHNWI specialized investment services company (*announced January 8, 2007*)
  - Adding 5 CROs and CHF 3.0 billion AUM
  - Closing of transaction is expected during the first quarter of 2007

# Outlook on M&A Activities

## 2006 Achievements

- Total AUM acquired in 2006 totalling CHF 11.7 billion (incl. announced acquisitions)

CMA CHF 2.1 bn

Harris Allday CHF 4.5 bn

BMG CHF 1.3 bn

Quesada CHF 0.8 bn

PRS Group CHF 3.0 bn

---

**Total CHF 11.7 bn**

## Outlook

- Acquisitions meeting EFGI's pricing criteria exist, but overall prices are higher, though moderation in the first months of 2007 visible
- Expected acquisition volume of CHF 10-15 billion for both 2007 & 2008 reconfirmed
- Evaluation of acquisition opportunities in Switzerland, onshore Europe, the UK and the Americas
- As of today:
  - > CHF 10 billion in AUM with advanced negotiations ongoing
  - > CHF 50 billion AUM opportunities being evaluated with ongoing discussions and meetings

## Capital Status

- Excess Tier 1 Capital capacity (after dividend) for incremental goodwill stands at approx. CHF 0.8 – 0.9 billion

**Conclusion**

**Lawrence Howell, CEO**

# Taking a step back – revisiting some issues & concerns

---

1.

## Scalability

- Over the past 18 months EFG International increased its number of CROs by nearly 180 (adding 137 during 2006) – today EFGI has 405 CROs<sup>(1)</sup> and expects to grow them to 675 by 2008
- Since the IPO AUMs rose from CHF 36.3 bn to CHF 69.0 bn (increasing by CHF 25.3 bn during 2006) and EFGI expects to grow them to CHF 121-131 bn by 2008 <sup>(1)</sup> <sup>(2)</sup>
- At the same time EFGI increased its global presence by expanding from 33 locations to 44 and from 7 booking centers to 13

*(1) Including announced acquisitions*

*(2) Excluding shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)*

# Taking a step back – revisiting some issues & concerns

---

## 2. Acquisitions

- Since the IPO in 2005 a total of 7 private banking & wealth management businesses have been acquired\*
- In 2006 a total of CHF 11.7 bn AUM have been acquired\*
- Expected acquisition volume of CHF 10-15 bn for both 2007 and 2008
- Track record gives EFGI's management comfort to be able to continue to make successful acquisitions in the future

*\* Including announced acquisitions*



# Taking a step back – revisiting some issues & concerns

---

**3.**

## **Risk Management**

- Risk management has a high priority throughout the organisation
- EFG International's CRO model is complemented by strict compliance and risk monitoring processes
- Close supervision and active control by EFG International's senior management
- All significant operating entities are subject to local regulatory supervision
- At consolidated level, EFG International is regulated by the Swiss Federal Banking Commission

# Revisiting Financial Targets as announced at the IPO in 2005

| Announced Medium-Term Targets<br>at IPO | Performance over the last 15 months<br>i.e. until end of FY 2006   | Status  |
|---|--|---|
| CRO Growth: ~ 500                       | Incl. announced acquisitions at 405 CROs, up from 226  | <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> |
| AUM Growth per CRO: CHF 30 m per year   | Currently above CHF 40 m   | <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> |
| Revenue Margin: ~ 1.10% of average AUM  | Currently at 1.19% for FY 2006   | <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> |
| Assets under Management: CHF 60-65 bn   | Now at CHF 69.0 bn *, incl. announced acquisitions   | <input checked="" type="checkbox"/> <input checked="" type="checkbox"/> |
| Cost-Income Ratio: ~ 51%                | Achieved 55.6% for FY 2006 – future development will continue to be a function of EFGI's overall growth rate | <input type="checkbox"/> <input type="checkbox"/>                       |

\* Excluding shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)

# Strategic Goals

|                                | 2005 Status                    | 2006 Status  | 2007 Strategic Goals   | 2008 Strategic Goals   |
|--------------------------------|--------------------------------|--|--|--|
| <b>CROs</b>                    | 268                            | 405 <sup>(2)</sup>   | 540<br>up from 500-525   | 675<br>up from 650-675   |
| <b>AUM Growth per CRO</b>      | Above CHF 35.0 m               | Above CHF 40.0 m   | CHF 30 m per year  | CHF 30 m per year  |
| <b>Acquisitions</b>            | CHF 10.7 bn AUM <sup>(1)</sup> | CHF 11.7 bn AUM <sup>(2)</sup>                             | CHF 10-15 bn per year (incl. in AUM below)                         | CHF 10-15 bn per year (incl. in AUM below)                             |
| <b>Assets under Management</b> | CHF 43.7bn <sup>(3)</sup>      | CHF 65.2bn <sup>(3)</sup> / CHF 69.0 bn <sup>(2) (3)</sup> | CHF 93-99 bn <sup>(3)</sup><br>up from CHF 87-93 bn <sup>(3)</sup> | CHF 121-131 bn <sup>(3)</sup><br>up from CHF 115-125 bn <sup>(3)</sup> |

(1) Including announced acquisitions as of the time of the IPO

(2) Including announced acquisitions of Quesada Kapitalförvaltning and PRS Group

(3) Excluding shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)

# Strategic Goals (cont'd)

|                          | 2005 Status          | 2006 Status          | 2007 Strategic Goals   | 2008 Strategic Goals   |
|--------------------------|----------------------|----------------------|------------------------|------------------------|
| <b>Revenue Margin</b>    | 1.25% of Average AUM | 1.19% of Average AUM | ~ 1.10% of Average AUM | ~ 1.10% of Average AUM |
| <b>Cost-Income Ratio</b> | 57.0%                | 55.6%                | 51% - 55%              | 50% - 55%              |

(1) Excluding shares of EFG International which do not form part of the current 28.1% free float of EFG International at the SWX Swiss Exchange (CHF 4.6 bn)  
 (2) Including announced acquisitions of Quesada Kapitalförvaltning and PRS Group

## Appendix

# Consolidated Income Statement (unaudited)

| (In CHF million)                             | 2005    | 2006    | Δ vs. 2005 |
|--|---------|---------|------------|
| <b>Net interest income</b>                   | 90.9    | 172.1   | 89%        |
| <b>Net banking fee and commission income</b> | 209.0   | 406.3   | 94%        |
| Net trading income                           | 38.4    | 53.6    | 40%        |
| Other operating income / (expense)           | 0.1     | 2.4     | NM         |
| <b>Net other income</b>                      | 38.5    | 56.0    | 45%        |
| <b>Operating income</b>                      | 338.4   | 634.4   | 87%        |
| Operating expenses <sup>(1) (2)</sup>        | (200.3) | (374.2) | 87%        |
| Impairment losses on loans and advances      | -       | -       | -          |
| <b>Profit before tax</b>                     | 138.0   | 260.2   | 89%        |
| Income tax expense                           | (17.2)  | (30.2)  | 76%        |
| <b>Net profit for the period</b>             | 120.9   | 230.0   | 90%        |

Note: All figures on a consolidated basis

(1) Operating expenses including amortisation and depreciation of CHF 21.6 m in 2006 and CHF 7.5 m in 2005

(2) Operating expenses before amortisation and depreciation amounted to CHF 352.6 m in 2006 and CHF 192.8 m in 2005

# Consolidated Balance Sheet (unaudited)

| (In CHF million)                        | Dec 2005      | Dec 2006      | Δ vs. Dec 2005 |
|---|---------------|---------------|----------------|
| Cash and balances with central banks    | 43            | 44            | 2%             |
| Treasury bills and other eligible bills | 489           | 827           | 69%            |
| Due from other banks                    | 3,744         | 5,343         | 43%            |
| Trading securities                      | 8             | -             | -100%          |
| Derivative financial instruments        | 106           | 118           | 11%            |
| Loans and advances to customers         | 4,544         | 6,146         | 35%            |
| Investment securities                   | 1,434         | 2,320         | 62%            |
| Intangible assets                       | 351           | 910           | 159%           |
| Property, plant and equipment           | 30            | 35            | 17%            |
| Other assets                            | 70            | 132           | 89%            |
| <b>Total assets</b>                     | <b>10,819</b> | <b>15,875</b> | <b>47%</b>     |
| Due to other banks                      | 429           | 673           | 57%            |
| Derivative financial instruments        | 100           | 111           | 11%            |
| Due to customers                        | 7,712         | 11,994        | 56%            |
| Debt securities in issue                | 148           | 153           | 3%             |
| Other borrowed funds                    | 31            | 161           | NM             |
| Other liabilities                       | 317           | 480           | 51%            |
| <b>Total liabilities</b>                | <b>8,737</b>  | <b>13,572</b> | <b>55%</b>     |
| Share capital                           | 79            | 79            | -              |
| Share premium                           | 1,338         | 1,338         | -              |
| Other reserves and retained earnings    | 665           | 886           | 33%            |
| <b>Total shareholders' equity</b>       | <b>2,082</b>  | <b>2,303</b>  | <b>11%</b>     |
| <b>Total equity and liabilities</b>     | <b>10,819</b> | <b>15,875</b> | <b>47%</b>     |

Note: All figures on a consolidated basis