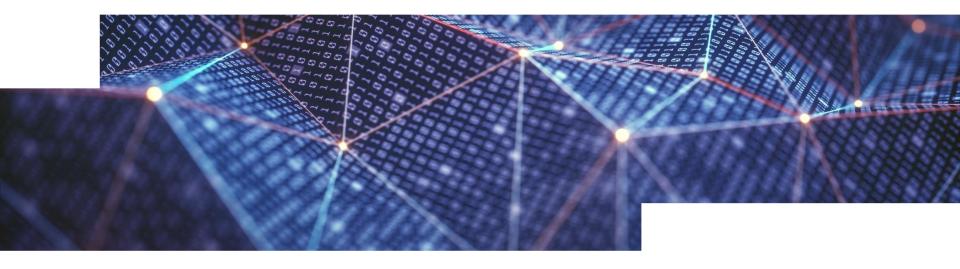
## Credit Suisse Investor Day 2019

## General overview



Tidjane Thiam, Chief Executive Officer



### Disclaimer

This material does not purport to contain all of the information that you may wish to consider. This material is not to be relied upon as such or used in substitution for the exercise of independent judgment.

#### Cautionary statement regarding forward-looking statements

This presentation contains forward-looking statements that involve inherent risks and uncertainties, and we might not be able to achieve the predictions, forecasts, projections and other outcomes we describe or imply in forward-looking statements. A number of important factors could cause results to differ materially from the plans, targets, goals, expectations, estimates and intentions we express in these forward-looking statements, including those we identify in "Risk factors" in our Annual Report on Form 20-F for the fiscal year ended December 31, 2018 and in the "Cautionary statement regarding forward-looking information" in our media release relating to Investor Day, published on December 11, 2019 and filed with the US Securities and Exchange Commission, and in other public filings and press releases. We do not intend to update these forward-looking statements.

In particular, the terms "Estimate", "Allustrative", "Ambition", "Objective", "Outlook" and "Goal" are not intended to be viewed as targets or projections, nor are they considered to be Key Performance Indicators. All such estimates, illustrations, ambitions, objectives, outlooks and goals are subject to a large number of inherent risks, assumptions and uncertainties, many of which are completely outside of our control. These risks, assumptions and uncertainties include, but are not limited to, general market conditions, market volatility, interest rate volatility and regional economic conditions, political uncertainty, changes in tax policies, regulatory changes, changes in levels of client activity as a result of any of the foregoing and other factors. Accordingly, this information should not be relied on for any purpose. We do not intend to update these estimates, illustrations, ambitions, objectives, outlooks or qoals.

#### We may not achieve the benefits of our strategic initiatives

We may not achieve all of the expected benefits of our strategic initiatives. Factors beyond our control, including but not limited to the market and economic conditions, changes in laws, rules or regulations and other challenges discussed in our public filings, could limit our ability to achieve some or all of the expected benefits of these initiatives.

#### Estimates and assumptions

In preparing this presentation, management has made estimates and assumptions that affect the numbers presented. Actual results may differ. Annualized numbers do not take into account variations in operating results, seasonality and other factors and may not be indicative of actual, full-year results. Figures throughout this presentation may also be subject to rounding adjustments. All opinions and views constitute judgments as of the date of writing without regard to the date on which the reader may receive or access the information. This information is subject to change at any time without notice and we do not intend to update this information.

#### Cautionary statements relating to interim financial information

This presentation contains certain unaudited interim financial information for the fourth quarter of 2019. This information has been derived from management accounts, is preliminary in nature, does not reflect the complete results of the fourth quarter of 2019 or the full year 2019 and is subject to change, including as a result of any normal quarterly adjustments in relation to the financial statements for the full year 2019. This information has not been subject to any review by our independent registered public accounting firm. There can be no assurance that the final results for these periods will not differ from these preliminary results, and any such differences could be material. Quarterly financial results for the fourth quarter of 2019 and full year results will be included in our 4Q19 Earnings Release and our 2019 Annual Report.

#### Statement regarding non-GAAP financial measures

This presentation also contains non-GAAP financial measures, including adjusted results as well as return on regulatory capital, return on tangible equity and tangible book value per share (which are based on tangible shareholders' equity). Information needed to reconcile such non-GAAP financial measures to the most directly comparable measures under US GAAP can be found in this presentation in the Appendix, which is available on our website at www.credit-suisse.com.

Our estimates, ambitions, objectives and targets often include metrics that are non-GAAP financial measures and are unaudited. A reconciliation of the estimates, ambitions, objectives and targets to the nearest GAAP measures is unavailable without unreasonable efforts. Adjusted results exclude goodwill impairment, major litigation provisions, real estate gains and other revenue and expense items included in our reported results, all of which are unavailable on a prospective basis. Return on Tangible Equity is based on tangible shareholders' equity (also known as tangible book value), a non-GAAP financial measure, which is calculated by deducting goodwill and other intangible assets from total shareholders' equity as presented in our balance sheet, both of which are unavailable on a prospective basis. Tangible book value per share excludes the impact of any dividends paid during the performance period, share buybacks, own credit movements, foreign exchange rate movements and pension-related impacts, all of which are unavailable on a prospective basis. Such estimates, ambitions, objectives and targets are calculated in a manner that is consistent with the accounting policies applied by us in preparing our financial statements.

#### Statement regarding capital, liquidity and leverage

Credit Suisse is subject to the Basel III framework, as implemented in Switzerland, as well as Swiss legislation and regulations for systemically important banks (Swiss Requirements), which include capital, liquidity, leverage and large exposure requirements and rules for emergency plans designed to maintain systemically relevant functions in the event of threatened insolvency. Credit Suisse has adopted the Bank for International Settlements (BIS) leverage ratio framework, as issued by the Basel Committee on Banking Supervision (BCBS) and implemented in Switzerland by the Swiss Financial Market Supervisory Authority FINMA.

References to phase-in and look-through included herein refer to Basel III capital requirements and Swiss Requirements. Phase-in reflects that, for the years 2014-2018, there was a five-year (20% per annum) phase-in of goodwill, other intangible assets and other capital deductions (e.g., certain deferred tax assets) and a phase-out of an adjustment for the accounting treatment of pension plans. For the years 2013-2022, there is a phase-out of certain capital instruments. Look-through assumes the full phase-in of goodwill and other intangible assets and other regulatory adjustments and the phase-out of certain capital instruments.

Unless otherwise noted, leverage exposure is based on the BIS leverage ratio framework and consists of period-end balance sheet assets and prescribed regulatory adjustments. The look-through tier 1 leverage ratio and CET1 leverage ratio are calculated as look-through BIS tier 1 capital and CET1 capital, respectively, divided by period-end leverage exposure. Swiss leverage ratios are measured on the same period-end basis as the leverage exposure for the BIS leverage ratio.

#### Sources

This presentation contains certain material prepared by Credit Suisse on the basis of publicly available information, internally developed data and other third-party sources believed to be reliable. Credit Suisse has not sought to independently verify information obtained from public and third-party sources and makes no representations or warranties as to accuracy, completeness or reliability of such information. Certain information has been derived from internal management accounts.



## Programme of the day



| General overview   | Thiam                      | 8:30 am  | 40 min    | Webcast |
|--|----------------------------|----------|-----------|---------|
| Key financials   | Mathers                    | 9:10 am  | 20 min    | Webcast |
| Growth in Wealth Management  | Gottstein, Wehle, Sitohang | 9:30 am  | 30 min    | Webcast |
| An effective approach: 3 case studies  | Varvel, Drew, Low/Hung     | 10:00 am | 30 min    | Webcast |
| Coffee break   |                            | 10:30 am | 15 min    |         |
| Delivering profitable growth in a low interest rate environment Break-out sessions (round 1) |                            | 10:45 am | 75 min    |         |
| Driving revenue growth in  Wealth Management   | Wehle, Sitohang, Gottstein |          |           |         |
| Increasing profitability across our Markets activities                                       | Chin, Miller               |          |           |         |
| Facilitating growth through an effective and efficient operating model                       | Warner, Hudson, Walker     |          |           |         |
| Lunch break  |                            | 12:00 pm | 60 min    |         |
| Break-out sessions (rounds 2 & 3)  |                            | 1:00 pm  | 75 min ea | ach     |
| Coffee break   |                            | 3:30 pm  | 15 min    |         |
| Q&A & wrap-up  |                            | 3:45 pm  |           | Webcast |

### Agenda

- Continued momentum in 2019
- 2 Resilient business model delivering profitable, compliant growth
- 3 Capita

### We have a clear and consistent strategy

A leading Wealth Manager...

...with strong Investment Banking capabilities

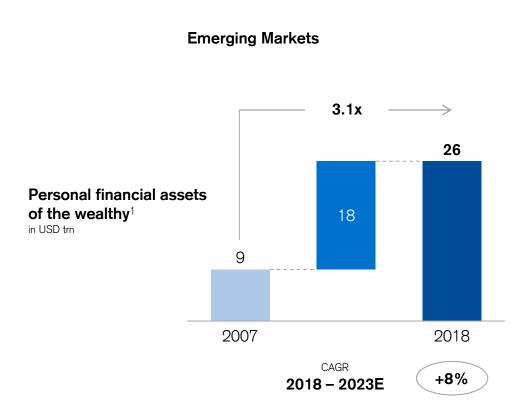
Following a **balanced approach** between Mature and Emerging Markets in Wealth Management...

...focusing on **UHNW and entrepreneur** clients...

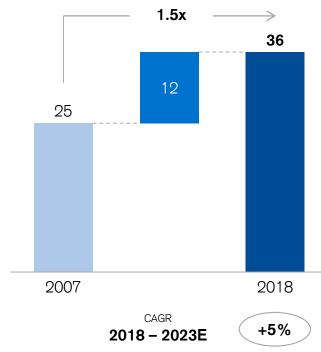
...serving both our clients' private wealth and business financial needs

General overview

### Global Wealth continues to grow



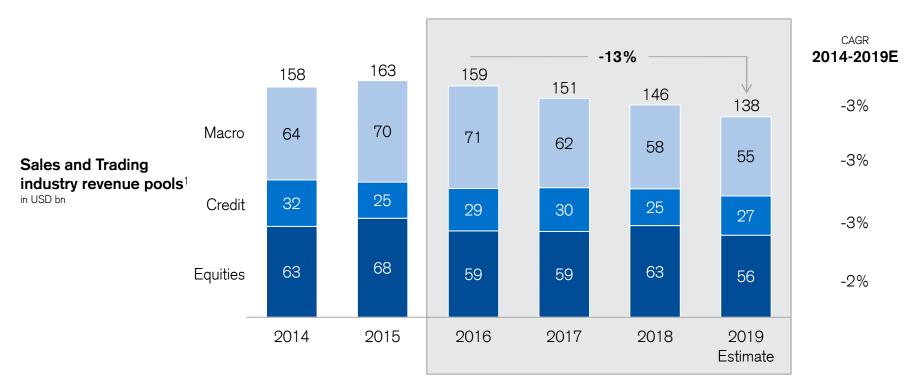
### Mature Markets



 $<sup>1 \</sup> Source: \ McKinsey \ Wealth \ Pools \ 2019. \ Personal \ financial \ assets \ of the \ wealthy \ (USD > 1 \ mn) \ excludes \ life \ and \ pension \ assets$ 



## Sales and Trading industry revenue pools have steadily declined and continue to stagnate



<sup>1</sup> Source: Coalition as of November 2019. Total industry revenue pools according to Credit Suisse's Global Markets and APAC Markets taxonomy



## We are set up to drive performance with resilience in difficult markets and with upside in supportive markets

Transformed and significantly strengthened our capital position

Right-sized and de-risked our Global Markets activities

Significantly reduced our operating cost base, lowering our break-even point

Completed wind-down of legacy assets

Re-allocated capital towards our higher-growth and higher-return Wealth Management businesses

# This approach allowed us to grow strongly in our Wealth Management markets throughout the restructuring

Wealth Management revenue growth

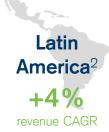
CAGR, 2015-2018 +12% revenue CAGR

Switzerland<sup>1</sup>

+10%
revenue CAGR
Western
Europe<sup>2</sup>

+9%
revenue CAGR
Emerging
Europe<sup>2</sup>

# Gaining market share across all regions<sup>4</sup>



Middle East and Africa<sup>2</sup> +12%

revenue CAGR



<sup>1</sup> Relating to Premium Clients within SUB PC. Excludes Private & Wealth Management Clients 2 Relating to IWM PB. Excludes International Private Clients business and Other (mainly from ITS and Real Assets Lending). Represents CAGR from 2016-2018 relating to period post substantial completion of outflows related to regularisation from IWM Europe; CAGR from 2015-2018 is 1% 3 Relating to APAC PB within WM&C 4 Source: Credit Suisse internal estimates based on McKinsey Wealth Pools 2017



### We continued to improve our performance in 2019

### Select 9M19 performance metrics<sup>1</sup>

**Operating leverage** 

12<sup>th</sup> consecutive quarter of positive operating leverage

Pre-tax income

+26% YoY

Group PTI CHF 3.5 bn<sup>1</sup> **NNA** 

+28% YoY

Record NNA CHF 72 bn AuM

+10% YTD

Record Group AuM
CHF 1.5 trn

Returns

+250 bps YoY

RoTE<sup>‡</sup> 9%

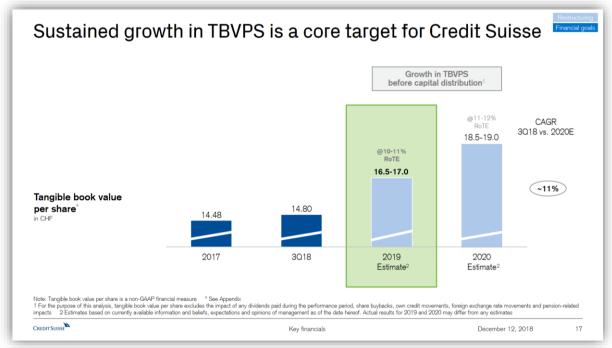
<sup>1 9</sup>M19 includes CHF 327 mn related to the transfer of the InvestLab fund platform to Allfunds Group, recorded in SUB, IWM and APAC



<sup>‡</sup> RoTE is a non-GAAP financial measure, see Appendix

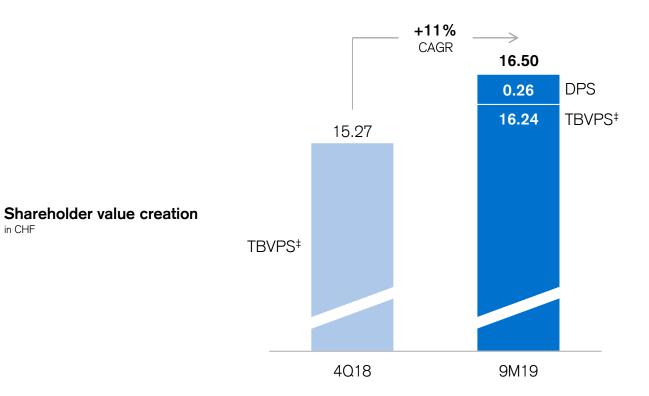
### Growing TBVPS is a key objective...

#### As per 2018 Investor Day





### ...and we delivered significant TBVPS growth



| Shareholder value creation 9M19 increase in TBVPS <sup>‡</sup> and DPS as % of share price <sup>1</sup> |     |  |
|---|-----|--|
| CREDIT SUISSE   | 11% |  |
|   | 1%  |  |
|   | 6%  |  |
| •   | 9%  |  |
|   | 9%  |  |

CREDIT SUISSE

in CHF

<sup>‡</sup> Tangible book value and tangible book value per share are non-GAAP financial measures, see Appendix 1 As of 2018 year-end. Peers include Bank of America, Barclays, BNP Paribas, Citi, Deutsche Bank, Goldman Sachs, HSBC, JP Morgan Chase, Julius Baer, Morgan Stanley, Santander, Société Générale and UBS

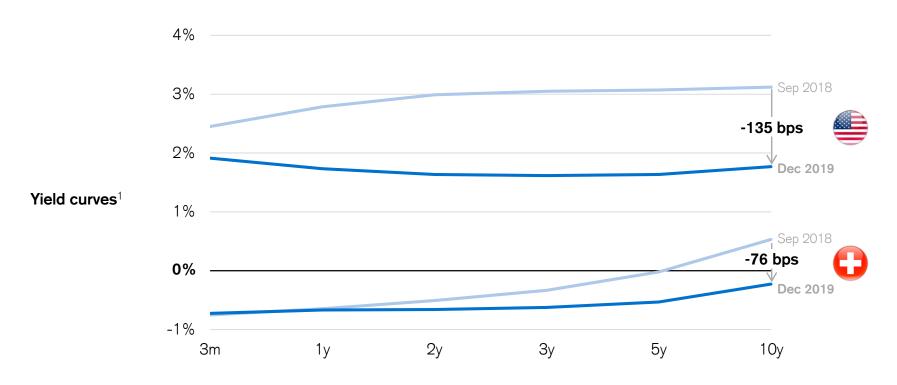
### Agenda

Continued momentum in 2019

2 Resilient business model - delivering profitable, compliant growth

3 Capital

### We are operating in a challenging market environment...



1 Source: Bloomberg as of December 6, 2019

### ...with significant weakness in some of our key markets

| Primary market activity            |          | Street 9M19 YoY performance |      |
|------------------------------------|----------|-----------------------------|------|
| Primary Street fees <sup>1</sup>   | Americas |                             | -6%  |
|                                    | EMEA     |                             | -21% |
|                                    | APAC     | •                           | -11% |
| Lev Fin Street fees <sup>1,2</sup> | Americas |                             | -23% |
|                                    | EMEA     |                             | -28% |

## In that context, we will continue to execute with discipline to maintain our momentum in 2020

| Market concerns   | Strategic focus  | Our approach  |
|---|--|---|
| Maintaining<br>momentum<br>in a challenging<br>market<br>environment                  | Growing revenues in Wealth Management                        | <ul> <li>Leveraging regionalised model and client proximity to scale asset base</li> <li>Compounding growth of recurring revenues</li> </ul>            |
|   | Increasing profitability in our Markets businesses           | <ul> <li>Leveraging our right-sized platform with strong capabilities</li> <li>Continuing to strengthen collaboration with Wealth Management</li> </ul> |
|   | Maintaining cost discipline                                  | <ul> <li>Creating consistently positive operating leverage</li> <li>Generating continued productivity improvements</li> </ul>                           |
|   | Optimising operating model                                   | <ul> <li>Continuing to invest in Risk management and effective Compliance &amp; Controls</li> <li>Leveraging technology front-to-back</li> </ul>        |
| Generating<br>capital to reward<br>shareholders<br>and invest in<br>profitable growth | Swiss regulatory capital rebalancing substantially completed | <ul> <li>Achieving Swiss TBTF risk density¹ of 34% in 1Q20</li> <li>De-risking completed</li> </ul>   |
|   | Driving TBVPS higher   | <ul> <li>Increasing return on tangible equity</li> </ul>  |
|   | Distributing capital to shareholders                         | <ul> <li>Distributing sustainable, growing ordinary dividends</li> <li>Returning capital through share buybacks</li> </ul>                              |
| 1 Ratio of RWA to leverage exposure   |  |   |

1 Ratio of RWA to leverage exposure

16



# Our approach to Wealth Management – building on our understanding of our clients' needs

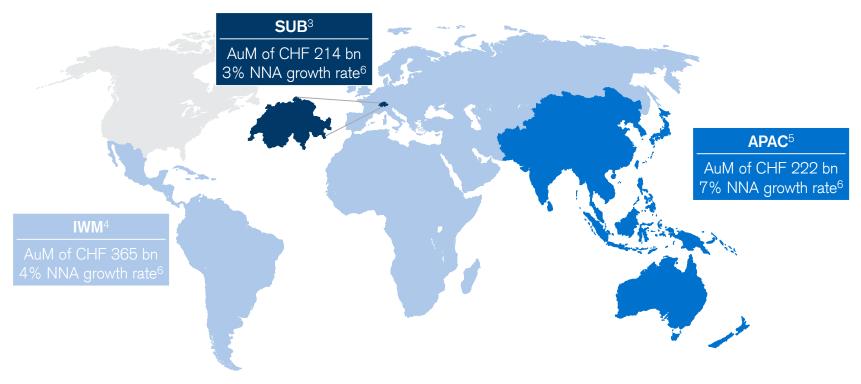
Scaling **Prioritising** Regionalised model Focusing on **UHNW** and compliant aligned to client needs asset growth and risk entrepreneurs Growing base sustainability management Increasing RM platform Compounding Offering distinctive productivity growth in **Asset Management** stable and capabilities **Providing** Being recurring institutional quality trusted advisor revenues solutions and capabilities across assets and liabilities

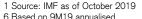
General overview



#### Wealth Continued momentum

### We are covering three-fourths of global GDP<sup>1</sup> with our regionalised model<sup>2</sup>





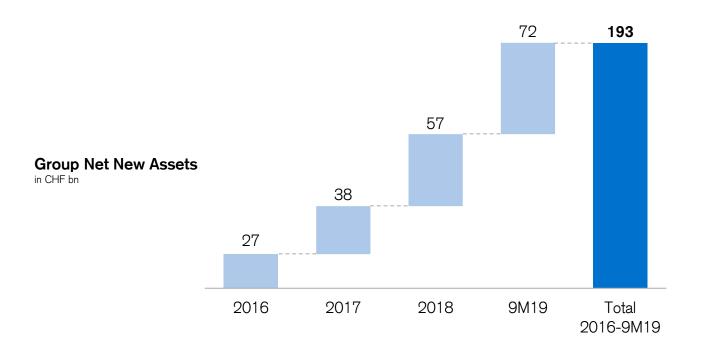
2 In compliance with applicable economic and trade sanctions laws

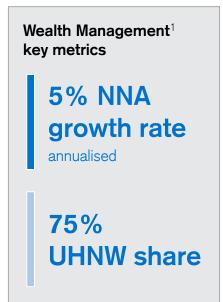
3 Relating to SUB PC as of 3Q19 4 Relating to IWM PB as of 3Q19 5 Relating to APAC PB within WM&C as of 3Q19





## We have a strong track record of consistent NNA growth since 2015 ...



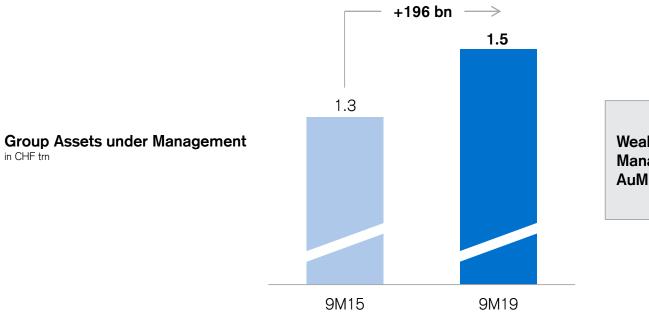


1 Relating to SUB PC, IWM PB and APAC PB within WM&C



### ...driving our asset base to record levels...



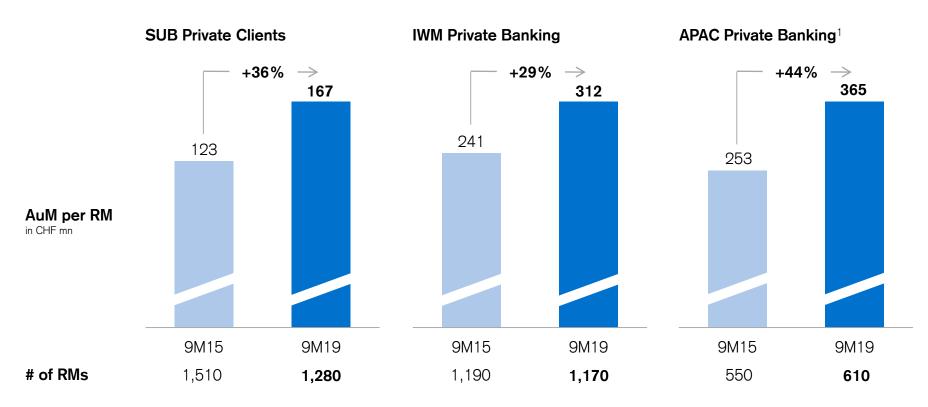




1 Relating to SUB PC, IWM PB and APAC PB within WM&C

### ...with increasing RM productivity...

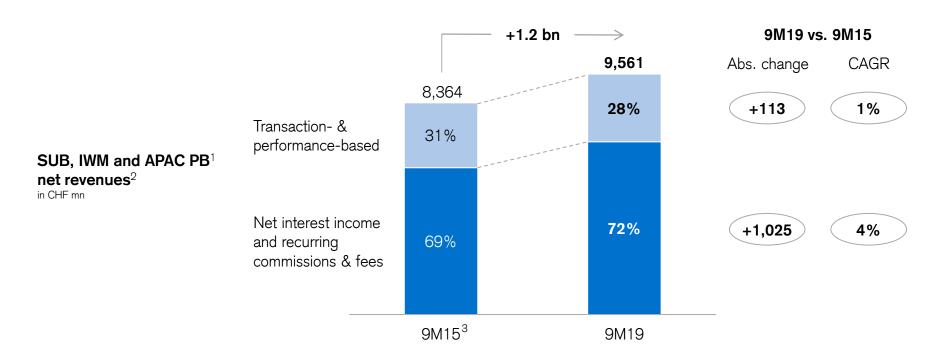




1 APAC PB within WM&C



## ...and compounding growth in our more stable recurring revenue streams



<sup>1</sup> APAC PB within WM&C 2 Totals include other revenues of CHF -10 mn in 9M15 and CHF 49 mn in 9M19. Excludes impact of CHF 327 mn in 3Q19 related to the transfer of the InvestLab fund platform to Allfunds Group, recorded in SUB, IWM and APAC PB within WM&C 3 Excludes Swisscard net revenues of CHF 148 mn in 1H15



# We are providing institutional quality solutions to our clients...



Continued strong client demand...

~60 transactions executed in 4Q19<sup>1</sup>

...with deep transaction pipeline

Strong pipeline of ~80 deals<sup>1</sup>

Across products...

FX M&A Real Asset IPO

Structured ESG

Products Securitization Total Return

Hedging Financing Swaps

...and geographies

General overview





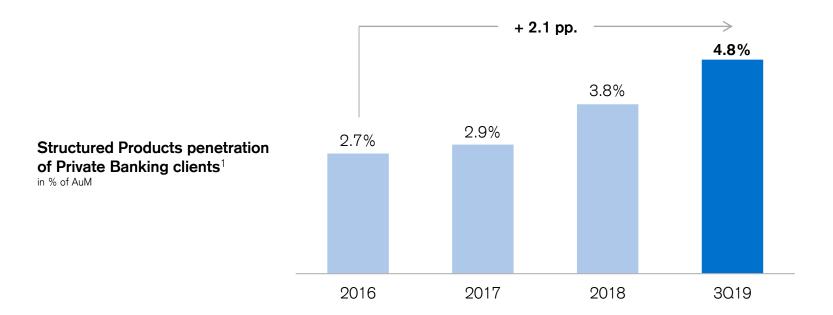
23

<sup>†</sup> RoRC is a non-GAAP financial measures, see Appendix

<sup>1</sup> Relating to SUB PC, IWM PB and APAC WM&C

## Continued Markets momentum Cost Controls

## We are providing institutional quality solutions to our clients...



CREDIT SUISSE

<sup>1</sup> Source: McKinsey private banking survey 2017. AuM represents UHNWI, HNWI and entry-HNWI. Reflects the share of structured products and retail products as percent of AuM across IWM and SUB. 2018 and 3Q19 represent CS internal view leveraging McKinsey methodology



# ...and addressing the growing demand for sustainable investment opportunities

As per carousel session "An effective approach: 3 case studies - Impact Advisory & Finance"

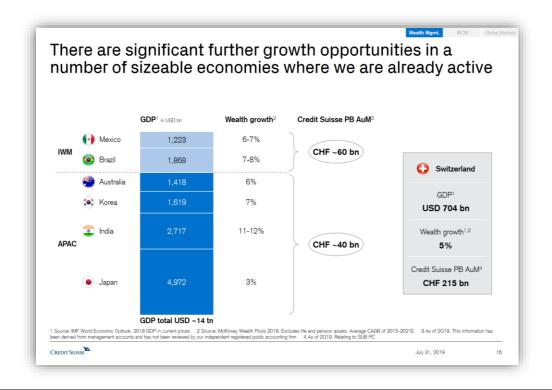




## We can capture significant additional growth opportunities



#### As per 2Q19 results





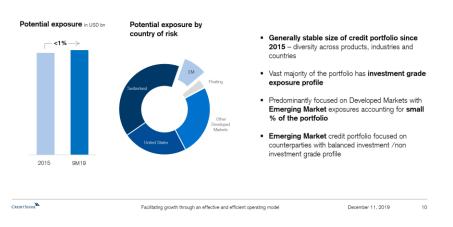


## We take a conservative approach to growth and manage our risks with prudence

As per carousel session

"Facilitating growth through an effective and efficient operating model"

#### Global credit portfolio remains stable with targeted EM lending



## Wealth Management<sup>1</sup> loan portfolio characteristics

- Experienced <10 bps avg. annual loss rate through the cycle across all lending portfolios<sup>2</sup>
- >95% investment grade and regionally diversified credit exposure<sup>3</sup>
- Loan portfolio ~95% on a secured basis

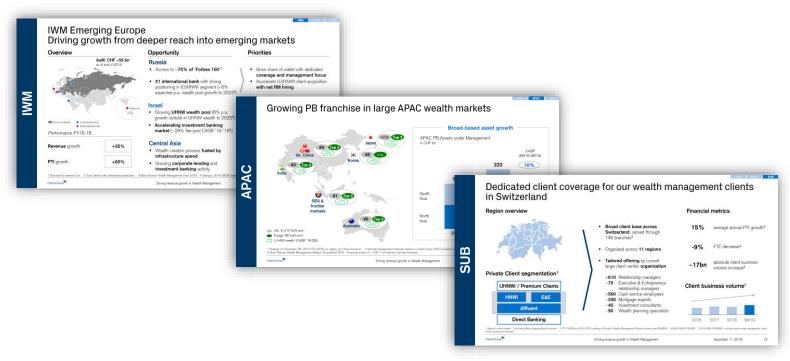
1 Relating to Private Banking loan book 2 From 2008 to 2018 3 Transaction rating as per Credit Suisse internal rating system





# You will be able to meet and interact with the teams implementing our strategy

As per carousel session "Driving revenue growth in Wealth Management"





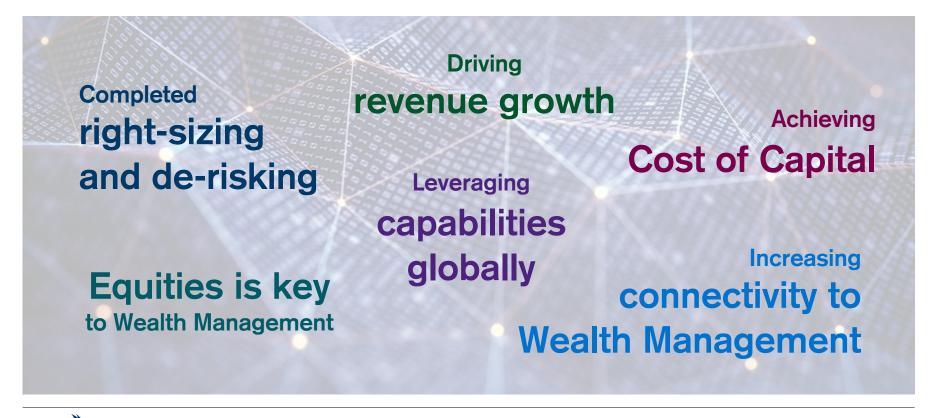
### We are continuing to drive profitable, compliant growth

| Market concerns   | Strategic focus  | Our approach  |
|---|--|---|
| Maintaining<br>momentum<br>in a challenging<br>market<br>environment      | Growing revenues in Wealth Management                        | <ul> <li>Leveraging regionalised model and client proximity to scale asset base</li> <li>Compounding growth of recurring revenues</li> </ul>            |
|   | Increasing profitability in our Markets businesses           | <ul> <li>Leveraging our right-sized platform with strong capabilities</li> <li>Continuing to strengthen collaboration with Wealth Management</li> </ul> |
|   | Maintaining cost discipline                                  | <ul> <li>Creating consistently positive operating leverage</li> <li>Generating continued productivity improvements</li> </ul>                           |
|   | Optimising operating model                                   | <ul> <li>Continuing to invest in Risk management and effective Compliance &amp; Controls</li> <li>Leveraging technology front-to-back</li> </ul>        |
| Generating capital to reward shareholders and invest in profitable growth | Swiss regulatory capital rebalancing substantially completed | <ul> <li>Achieving Swiss TBTF risk density¹ of 34% in 1Q20</li> <li>De-risking completed</li> </ul>   |
|   |  | <ul> <li>Increasing return on tangible equity</li> </ul>  |
|   |  | <ul> <li>Distributing sustainable, growing ordinary dividends</li> <li>Returning capital through share buybacks</li> </ul>                              |
|   |  |   |

1 Ratio of RWA to leverage exposure

### Our approach to our Markets businesses



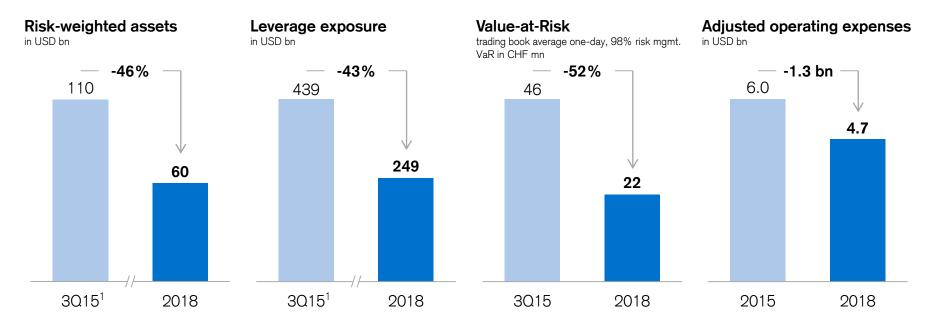




### We have right-sized and de-risked Global Markets...



### **Global Markets key metrics**



Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

General overview

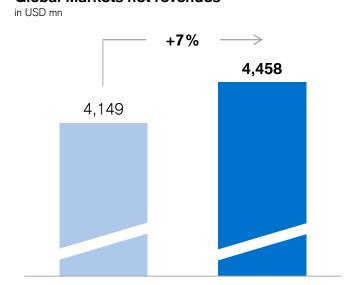
<sup>1</sup> Figures for 3Q15 present financial information based on results under our structure prior to our re-segmentation announcement on October 21, 2015; on the basis of our current structure, the 3Q15 RWA and leverage exposure amounts for Global Markets are USD 63 bn and USD 313 bn, respectively



## ...delivered significant revenue growth and continued cost discipline in 9M19...

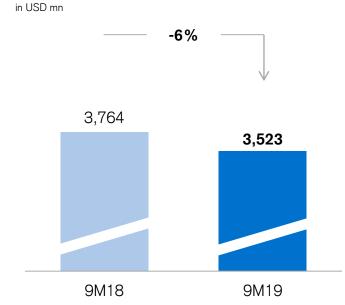
### Global Markets net revenues

9M18



9M19

### **Global Markets operating expenses**





### ...with strong relative performance this year...



#### Global Markets Fixed Income Sales & Trading

net revenues in USD terms, 9M19 YoY



- 3Q19 best Investment Grade trading quarter since 1Q14
- Top-2 Global Leveraged Finance capital markets franchise in 9M19<sup>4</sup>
- Record revenues in #1 ranked Asset Finance franchise<sup>5</sup>

### **Franchise** industry awards

selected accolades



Most Innovative Bank for Leveraged Finance<sup>7</sup> 4th consecutive year and

5<sup>th</sup> time in the past six years

## The Banker

Most Innovative Bank for Securitization<sup>7</sup>

4th consecutive year and 5th time in the past six years

#### **Global Markets Equity Sales & Trading**

net revenues in USD terms, 9M19 YoY



- Best Equity Derivatives 3Q revenues since 2015
- #4 U.S. Cash Equities<sup>6</sup>
- Improved Prime Services Return on Assets for 9M19 YoY

## GlobalCapital Bond Awards

Structured Products House of the Year<sup>8</sup>

### **GlobalCapital**

Credit Derivatives House of the Year<sup>8</sup> 3rd consecutive year

### **GlobalCapital**

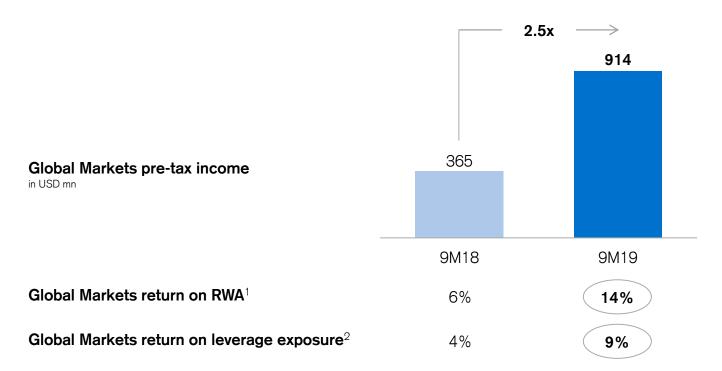
Clearing Bank of the Year<sup>8</sup>

1 Relating to Global Markets only. Global Fixed Income Sales and Trading net revenues (across GM and APAC Markets) increased 16% in 9M19 YoY; Global Equity Sales and Trading net revenues (across GM and APAC Markets) decreased 1% YoY 2 Source: Company public disclosures. Includes Bank of America, Barclays, Citigroup, Deutsche Bank, Goldman Sachs, JPMorgan Chase, Morgan Stanley and UBS. Relating to Global Sales & Trading revenues in USD terms 3 Does not include Deutsche Bank who exited Equity Sales & Trading as part of its strategic transformation as announced on July 7, 2019 4 Source: Dealogic as of September 30, 2019; Relating to SoW rank for Americas and EMEA HY Bonds and Institutional Loans 5 Source: Themson Reuters as of September 30, 2019 6 Source: Third party competitive analysis as of 3019 7 Source: The Banker as of October 4, 2019 8 Source: Global Capital as of September 26, 2019



## Continued Markets momentum Cost Controls

## ...leading to significant profit growth and increasing returns on capital

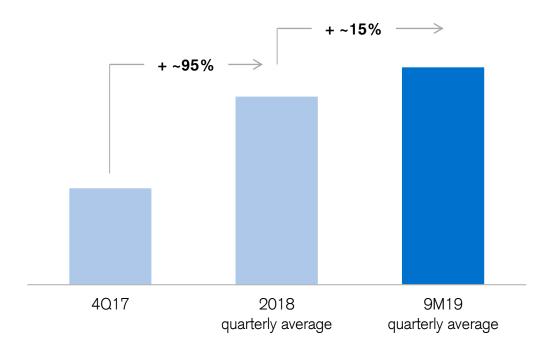


<sup>1</sup> Return on RWA is a non-GAAP financial measure and calculated using income after tax applying an assumed tax rate of 30% and 10% of average RWA based on USD 2 Return on leverage exposure is a non-GAAP financial measure and calculated using income after tax applying an assumed tax rate of 30% and 3.5% of average leverage exposure based on USD 2 Return on leverage exposure is a non-GAAP financial measure and calculated using income after tax applying an assumed tax rate of 30% and 3.5% of average leverage exposure based on USD

# Our ITS platform is making strong progress in delivering institutional quality solutions to our Wealth Management clients

Revenues associated with key ITS transactions for IWM Private Banking clients

in CHF terms

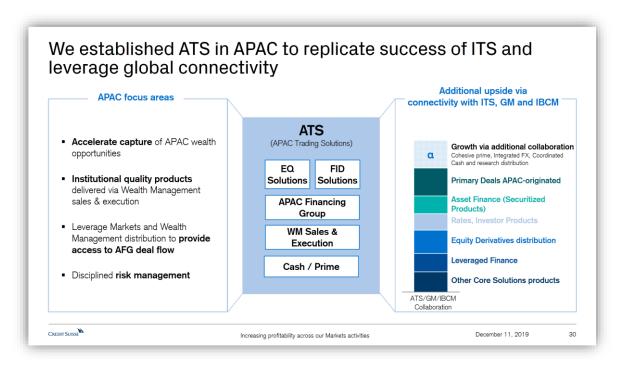


Markets



# We are uniquely positioned to leverage our Markets activities across our Wealth Management businesses

As per carousel session "Increasing profitability across our Markets activities"





### Advisory and Underwriting is core to our strategy



- We have delivered 3 years of strong results since the announcement of our strategy in 2015 and we
  maintain leading market positions in ECM and Leveraged Finance
- Our integrated approach to Wealth Management and Investment Banking has proven successful:
   #1 ranked in APAC¹ and Switzerland in 2019²
- New management under the leadership of David Miller
- We will continue to invest in our IBCM franchise across the US and EMEA
- We are implementing a number of M&A focused strategic initiatives expected to drive incremental revenues for 2020-2022 and our pipeline of announced deals has been improving strongly in 4Q19
- Expecting pre-tax loss for 2019 including early restructuring measures

<sup>1</sup> Source: Dealogic for the period ending September 30, 2019. Relating to APAC ex-Japan and excluding China onshore. Includes USD, EUR and JPY currencies in DCM and Loans and excludes A shares in ECM 2 Source: Dealogic as of September 30, 2019



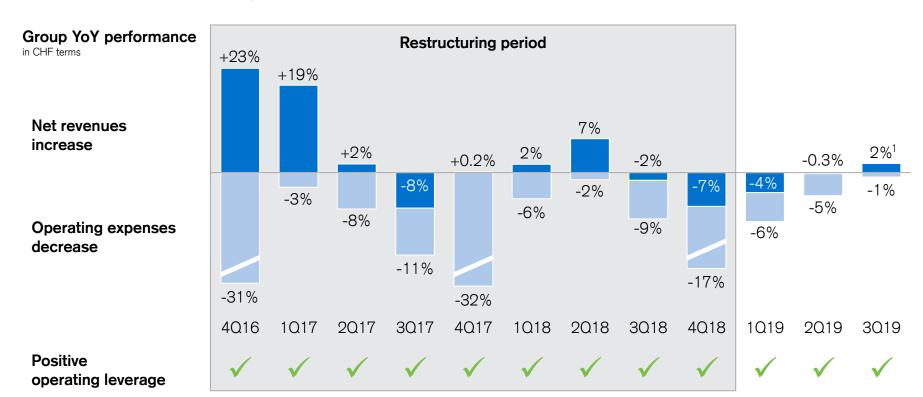
### We are continuing to drive profitable, compliant growth

| Market concerns  | Strategic focus  | Our approach  |
|--|--|---|
| Maintaining<br>momentum<br>in a challenging<br>market<br>environment | Growing revenues in Wealth Management                        | <ul> <li>Leveraging regionalised model and client proximity to scale asset base</li> <li>Compounding growth of recurring revenues</li> </ul>            |
|  | Increasing profitability in our Markets businesses           | <ul> <li>Leveraging our right-sized platform with strong capabilities</li> <li>Continuing to strengthen collaboration with Wealth Management</li> </ul> |
|  | Maintaining cost discipline                                  | <ul> <li>Creating consistently positive operating leverage</li> <li>Generating continued productivity improvements</li> </ul>                           |
|  | Optimising operating model                                   | <ul> <li>Continuing to invest in Risk management and effective Compliance &amp; Controls</li> <li>Leveraging technology front-to-back</li> </ul>        |
| Generating   | Swiss regulatory capital rebalancing substantially completed | <ul> <li>Achieving Swiss TBTF risk density¹ of 34% in 1Q20</li> <li>De-risking completed</li> </ul>   |
|  |  | <ul> <li>Increasing return on tangible equity</li> </ul>  |
|  |  | <ul> <li>Distributing sustainable, growing ordinary dividends</li> <li>Returning capital through share buybacks</li> </ul>                              |
| 1 Ratio of RWA to leverage exposure                                  |  |   |

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## We have achieved positive operating leverage for 12 consecutive quarters



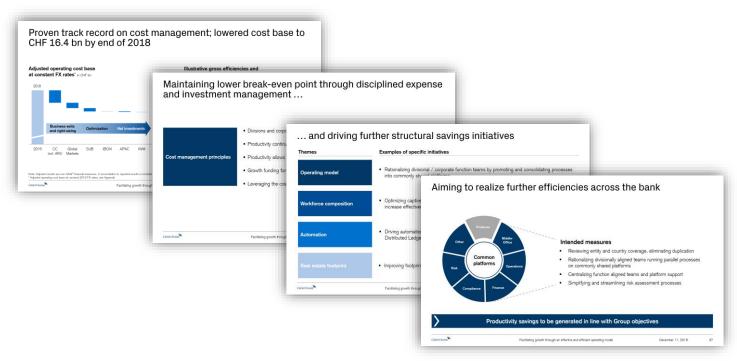
<sup>1</sup> Excludes impact of CHF 327 mn related to the transfer of the InvestLab fund platform to Allfunds Group, recorded in SUB, IWM and APAC





## We are working hard to be both more effective and more efficient...

As per carousel session "Facilitating growth through an effective and efficient operating model"

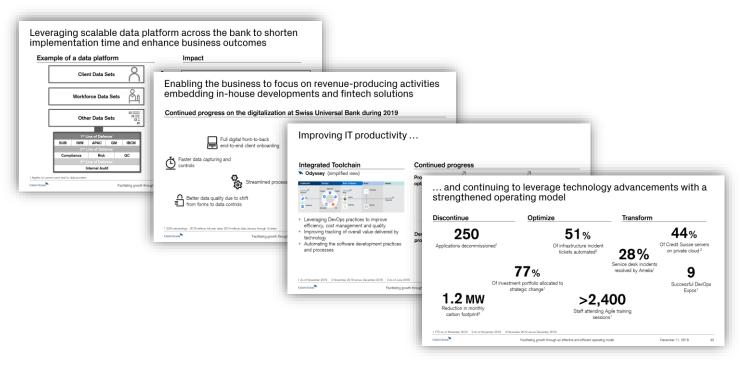




### ...and are increasingly leveraging technology



As per carousel session "Facilitating growth through an effective and efficient operating model"



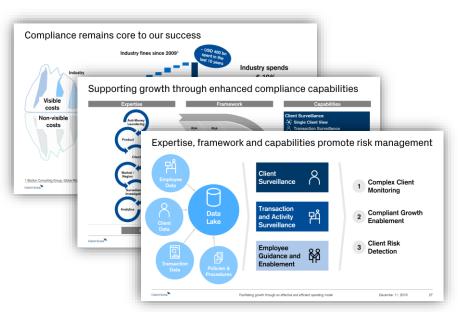




## Continuing to invest in our control functions is key to our success as we grow our businesses

As per carousel session "Facilitating growth through an effective and efficient operating model"

#### Compliance



#### Risk Management





### Agenda

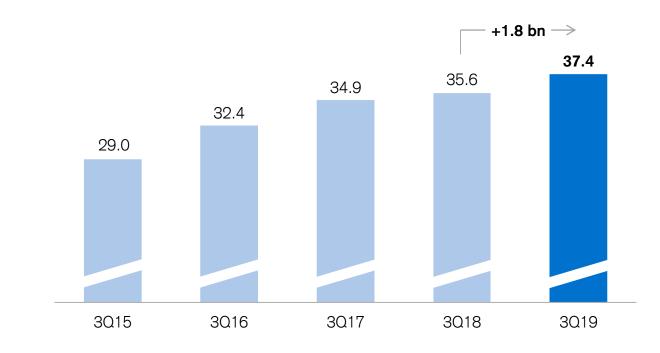
- Continued momentum in 2019
- 2 Resilient business model delivering profitable, compliant growth
- 3 Capital

### As we have substantially rebalanced our Swiss regulatory capital metrics, we should benefit from more headroom

| Market concerns  | Strategic focus  | Our approach  |  |  |  |  |  |
|--|--|---|--|--|--|--|--|
| Maintaining<br>momentum<br>in a challenging<br>market<br>environment | Growing revenues in Wealth Management                        | <ul> <li>Leveraging regionalised model and client proximity to scale asset base</li> <li>Compounding growth of recurring revenues</li> </ul>            |  |  |  |  |  |
|  |  | <ul> <li>Leveraging our right-sized platform with strong capabilities</li> <li>Continuing to strengthen collaboration with Wealth Management</li> </ul> |  |  |  |  |  |
|  |  | <ul> <li>Creating consistently positive operating leverage</li> <li>Generating continued productivity improvements</li> </ul>                           |  |  |  |  |  |
|  | Optimising operating model                                   | <ul> <li>Continuing to invest in Risk mgmt and effective Compliance &amp; Controls</li> <li>Leveraging technology front-to-back</li> </ul>              |  |  |  |  |  |
| Generating<br>capital to reward<br>shareholders<br>and invest in     | Swiss regulatory capital rebalancing substantially completed | <ul> <li>Achieving Swiss TBTF risk density¹ of 34% in 1Q20</li> <li>De-risking completed</li> </ul>   |  |  |  |  |  |
|  | Driving TBVPS higher   | ■ Increasing return on tangible equity  |  |  |  |  |  |
| profitable growth  | Distributing capital to shareholders                         | <ul> <li>Distributing sustainable, growing ordinary dividends</li> <li>Returning capital through share buybacks</li> </ul>                              |  |  |  |  |  |
| 1 Ratio of RWA to leverage exposure                                  |  |   |  |  |  |  |  |



## We have significantly more capital...



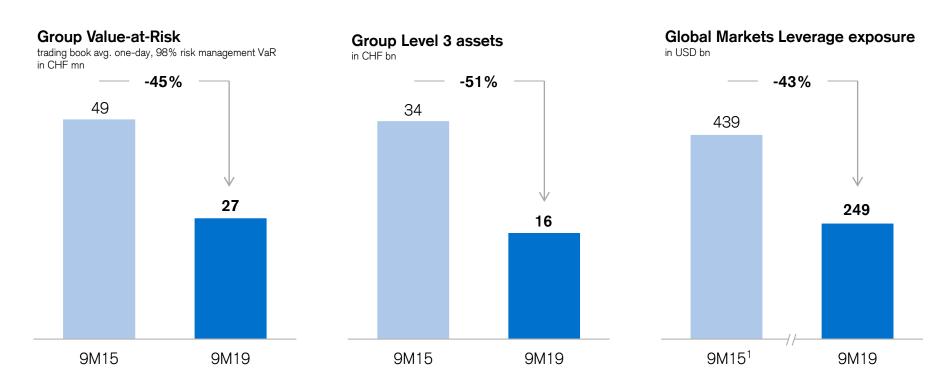


**CET1** capital

in CHF bn

#### ...and lower absolute risk





<sup>1</sup> Presents financial information based on results under our structure prior to our re-segmentation announcement on October 21, 2015; on the basis of our current structure, 9M15 leverage exposure for Global Markets is USD 313 bn

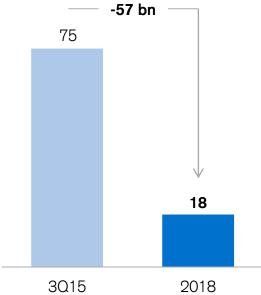
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#### The SRU allowed us to de-risk and mitigate significant RWA inflation

#### SRU risk-weighted assets

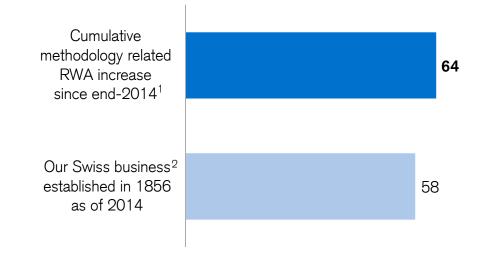
in USD bn



General overview

- We made a strategic decision to right-size and de-risk our business in 2015
- We established the SRU, containing legacy non-core businesses and portfolios
- We completed the wind-down of legacy assets in 2018
- This significant RWA reduction has substantially absorbed the Group's methodology related RWA inflation

## We absorbed CHF 64 bn of methodology related RWA inflation since 2014...



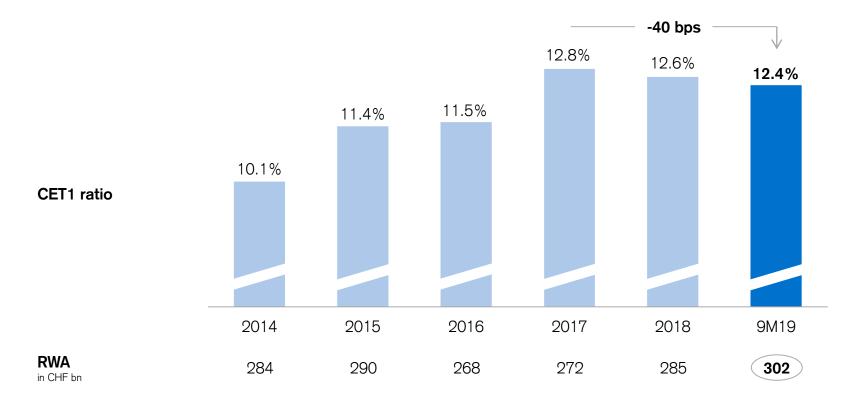
1 Includes RWA increase from both internal and external model and parameter updates as well as methodology and policy changes 2 Related to SUB

in CHF bn

Risk-weighted assets



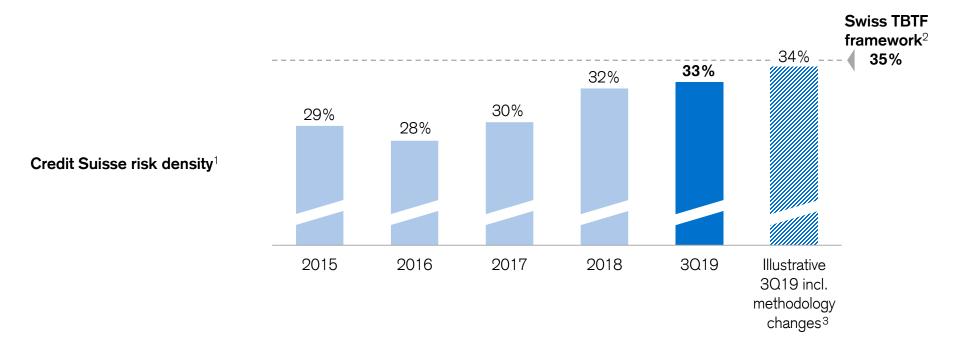
### ...which impacted our published regulatory CET1 ratio during the last two years



General overview



## After several years of significant RWA inflation, we have substantially rebalanced our Swiss regulatory capital metrics...



<sup>1</sup> Ratio of RWA to leverage exposure 2 Reflects the 35% risk density basis used to calibrate the Swiss TBTF2 framework currently in place 3 Includes expected RWA inflation of ~CHF 12-13 bn for SA-CCR/IMM, Equity Investments in Funds, Central Counterparties and other non-Basel III methodology changes

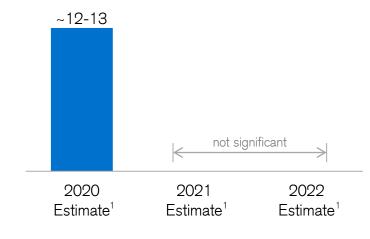
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Capital



## ...and RWA inflation is expected to be minimal over the next three years after 1Q20

Expected RWA increase from Basel III reforms & other methodology changes<sup>1</sup> in CHF bn



- Post Basel III reforms, no significant RWA inflation expected over the next three years
- We expect FRTB to be aligned with EU implementation

General overview



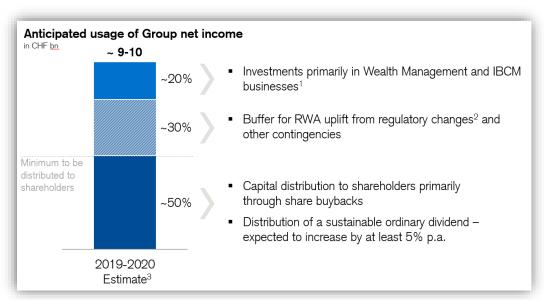
<sup>1</sup> Includes external and internal model and parameter updates

<sup>2</sup> Estimates and assumptions are based on currently available information and beliefs, expectations and opinions of management and include all known facts and decisions as of December 11, 2019. Actual results may differ



## Our headroom to distribute capital and invest in our businesses is expected to increase after 1Q20

#### As per 2018 Investor Day





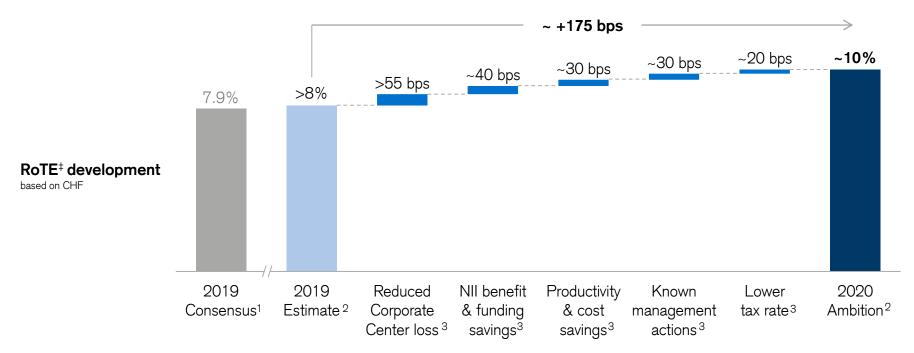
<sup>1</sup> Estimates and assumptions are based on currently available information and beliefs, expectations and opinions of management and include all known facts and decisions as of December 11, 2019. Actual results may differ



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### We expect to deliver ~175 bps of RoTE uplift in 2020...



Note: Illustrative path. ‡ RoTE is a non-GAAP financial measure, see Appendix

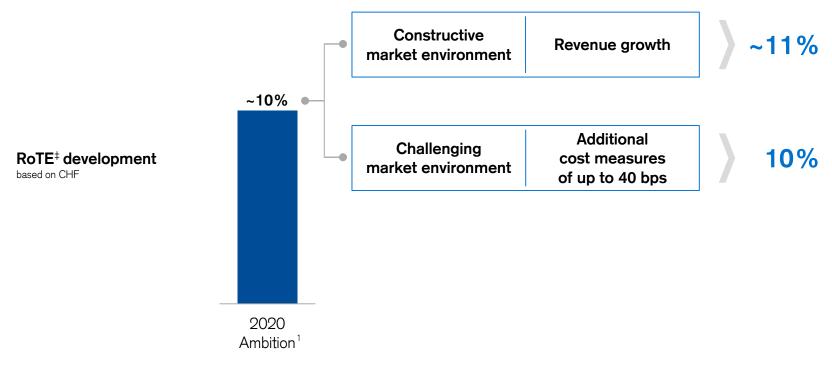
<sup>3</sup> Includes impact from higher average tangible shareholders' equity



<sup>1</sup> Based on Consensus Summary published by Credit Suisse Group on October 18, 2019 and available on the Credit Suisse website. Consensus data is used solely for illustrative purposes. Actual results may differ significantly 2 Estimates and assumptions are based on currently available information and beliefs, expectations and opinions of management and include all known facts and decisions as of December 11, 2019. Actual results may differ



# ...with additional potential upside and measures to protect our RoTE in challenging markets



Note: Illustrative path. ‡ RoTE is a non-GAAP financial measure, see Appendix

1 Estimates and assumptions are based on currently available information and beliefs, expectations and opinions of management and include all known facts and decisions as of December 11, 2019. Actual results may differ



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## We expect to continue operating profitably and return capital to shareholders in 2020

#### 10% RoTE<sup>‡</sup>

Expect to distribute at least 50% of net income to shareholders

General overview

#### Share buyback program

up to CHF 1.5 bn approved with at least CHF 1.0 bn expected in 2020<sup>1</sup>

#### Sustainable ordinary dividend

expected to increase by at least 5% p.a.

<sup>‡</sup> RoTE is a non-GAAP financial measure, see Appendix 1 Subject to market and economic conditions



## Consistent growth and continued disciplined execution is expected to drive an RoTE of 12%+ in the medium term

#### Consistent growth in AuM

Increasing capital allocation to our higher-return, higher-growth businesses

Compounding NII and recurring revenues in Wealth Management

Increasing profitability in our Markets businesses and IBCM

Continued cost discipline and productivity improvements

Reduced capital need for regulatory inflation



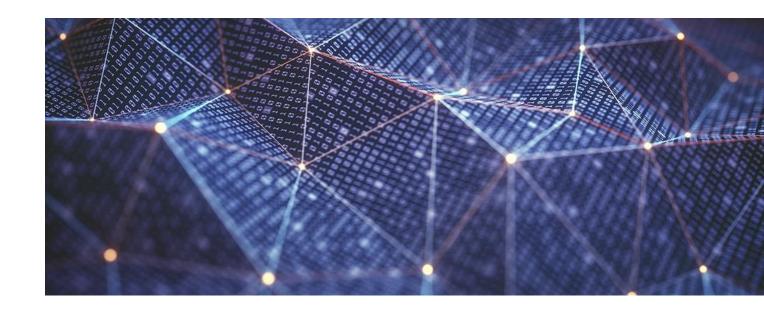
‡ RoTE is a non-GAAP financial measures, see Appendix

## Programme of the day



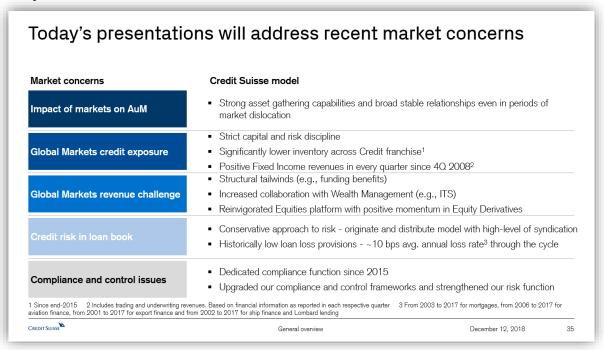
| General overview   | Thiam                      | 8:30 am  | 40 min    | Webcast |
|--|----------------------------|----------|-----------|---------|
| Key financials   | Mathers                    | 9:10 am  | 20 min    | Webcast |
| Growth in Wealth Management  | Gottstein, Wehle, Sitohang | 9:30 am  | 30 min    | Webcast |
| An effective approach: 3 case studies  | Varvel, Drew, Low/Hung     | 10:00 am | 30 min    | Webcast |
| Coffee break   |                            | 10:30 am | 15 min    |         |
| Delivering profitable growth in a low interest rate environment Break-out sessions (round 1) |                            |          | 75 min    |         |
| Driving revenue growth in Wealth Management  | Wehle, Sitohang, Gottstein |          |           |         |
| Increasing profitability across our Markets activities                                       | Chin, Miller               |          |           |         |
| Facilitating growth through an effective and efficient operating model                       | Warner, Hudson, Walker     |          |           |         |
| Lunch break  |                            | 12:00 pm | 60 min    |         |
| Break-out sessions (rounds 2 & 3)  |                            | 1:00 pm  | 75 min ea | ach     |
| Coffee break   |                            | 3:30 pm  | 15 min    |         |
| Q&A & wrap-up  |                            | 3:45 pm  |           | Webcast |

## **Appendix**



#### In 2018, we faced a number of market concerns

#### As per 2018 Investor Day





Adjusted results are non-GAAP financial measures that exclude certain items included in our reported results. During the implementation of our strategy, it was important to measure the progress achieved by our underlying business performance. Management believes that adjusted results provide a useful presentation of our operating results for purposes of assessing our Group and divisional performance consistently over time, on a basis that excludes items that management does not consider representative of our underlying performance. Provided below is a reconciliation of our adjusted results to the most directly comparable US GAAP measures.

### Reconciliation of adjustment items (1/2)

| Group in CHF mn  | 9M19   | 9M18   | 9M17   | 9M16   | 2018   | 2015   |
|--|--------|--------|--------|--------|--------|--------|
| Total operating expenses reported                      | 12,610 | 13,156 | 13,892 | 15,028 | 17,303 | 25,895 |
| Goodwill impairment                                    | -      | -      | -      | -      | -      | -3,797 |
| Restructuring expenses                                 | -      | -490   | -318   | -491   | -626   | -355   |
| Major litigation provisions                            | -63    | -162   | -238   | -306   | -244   | -820   |
| Expenses related to real estate disposals              | -51    | -      | -      | -      | -51    | -      |
| Expenses related to business sales                     | -      | -3     | -      | -      | -      | -      |
| Debit valuation adjustments (DVA)                      | -21    | 14     | -63    | 46     | 45     | -33    |
| Total operating cost base adjusted                     | 12,475 | 12,515 | 13,273 | 14,277 | 16,427 | 20,890 |
| FX adjustment  | -42    | -      | 27     | -68    | -      | -135   |
| Total operating cost base adjusted at constant 2018 FX | 12,433 | 12,515 | 13,300 | 14,209 | 16,427 | 20,755 |



Adjusted results are non-GAAP financial measures that exclude certain items included in our reported results. During the implementation of our strategy, it was important to measure the progress achieved by our underlying business performance. Management believes that adjusted results provide a useful presentation of our operating results for purposes of assessing our Group and divisional performance consistently over time, on a basis that excludes items that management does not consider representative of our underlying performance. Provided below is a reconciliation of our adjusted results to the most directly comparable US GAAP measures.

### Reconciliation of adjustment items (2/2)

|   | SUB in CHF mn |       |       |       | GM in USD mn |                   |       |        |
|---|---------------|-------|-------|-------|--------------|-------------------|-------|--------|
|   | 9M19          | 9M18  | 2018  | 2017  | 2016         | 2015 <sup>1</sup> | 2018  | 2015   |
| Net revenues reported                     | 4,272         | 4,191 | 5,564 | 5,396 | 5,759        | 5,573             | 5,115 | 7,124  |
| Real estate gains                         | -117          | -15   | -21   | -     | -366         | -95               | -     | -      |
| Gains (-)/losses on business sales        | -             | -37   | -37   | -     | -            | -23               | -     | -      |
| Net revenues adjusted                     | 4,155         | 4,139 | 5,506 | 5,396 | 5,393        | 5,455             | 5,115 | 7,124  |
| Provision for credit losses               | 67            | 100   | 126   | 75    | 79           | 138               | 24    | 11     |
| Total operating expenses reported         | 2,394         | 2,464 | 3,313 | 3,556 | 3,655        | 3,785             | 4,922 | 9,004  |
| Goodwill impairment                       | -             | -     | -     | -     | -            | -                 | -     | -2,690 |
| Restructuring expenses                    | -             | -80   | -101  | -59   | -60          | -42               | -246  | -97    |
| Major litigation provisions               | -3            | -2    | -37   | -49   | -19          | -25               | -10   | -240   |
| Expenses related to real estate disposals | -10           | -     | -     | -     | -            | -                 | -     | -      |
| Total operating expenses adjusted         | 2,381         | 2,382 | 3,175 | 3,448 | 3,576        | 3,718             | 4,666 | 5,977  |
| Pre-tax income/loss (-) reported          | 1,811         | 1,627 | 2,125 | 1,765 | 2,025        | 1,650             | 169   | -1,891 |
| Total adjustments                         | -104          | 30    | 80    | 108   | -287         | -51               | 256   | 3,027  |
| Pre-tax income/loss (-) adjusted          | 1,707         | 1,657 | 2,205 | 1,873 | 1,738        | 1,599             | 425   | 1,136  |

<sup>1</sup> Excludes net revenues and total operating expenses for Swisscard of CHF 148 mn and CHF 123 mn, respectively

### Notes (1/2)

#### General notes

- For reconciliation of adjusted to reported results, refer to the Appendix of this Investor Day 2019 presentation
- Throughout the presentation rounding differences may occur
- Unless otherwise noted, all **CET1 capital, CET1 ratio**, **Tier 1 leverage ratio**, **risk-weighted assets** and **leverage exposure** figures shown in this presentation for periods prior to 2019 are as of the end of the respective period and on a "look-through" basis
- Gross and net margins are shown in basis points
  Gross margin = net revenues annualized / average AuM; net margin = pre-tax income annualized / average AuM
- Mandate penetration reflects advisory and discretionary mandate volumes as a percentage of AuM, excluding those from the external asset manager business

#### Specific notes

- \* Following the successful completion of our restructuring program in 2018, we updated our calculation approach for adjusted operating cost base at constant FX rates. Beginning in 1Q19, adjusted operating cost base at constant FX rates includes adjustments for major litigation provisions, expenses related to real estate disposals and business sales as well as for debit valuation adjustments (DVA) related volatility and FX, but not for restructuring expenses and certain accounting changes. Adjustments for FX apply unweighted 2018 currency exchange rates, i.e., a straight line average of monthly rates, consistently for the periods under review. Under the current presentation, adjusted operating cost base at constant FX rates for periods prior to 1Q19 still include adjustments for restructuring expenses and a goodwill impairment taken in 4Q15, but no longer include an adjustment for certain accounting changes. Beginning in 1Q20, adjustments for FX will apply unweighted 2019 currency exchange rates.
- † Regulatory capital is calculated as the worst of 10% of RWA and 3.5% of leverage exposure. Return on regulatory capital (a non-GAAP financial measure) is calculated using income/(loss) after tax and assumes a tax rate of 30% and capital allocated based on the worst of 10% of average RWA and 3.5% of average leverage exposure. For the Markets business within the APAC division and for the Global Markets and Investment Banking & Capital Markets divisions, return on regulatory capital is based on US dollar denominated numbers. Adjusted return on regulatory capital is calculated using adjusted results, applying the same methodology to calculate return on regulatory capital.
- ‡ Return on tangible equity is based on tangible shareholders' equity, a non-GAAP financial measure, which is calculated by deducting goodwill and other intangible assets from total shareholders' equity as presented in our balance sheet. Tangible book value, a non-GAAP financial measure, is equal to tangible shareholders' equity. Tangible book value per share is a non-GAAP financial measure, which is calculated by dividing tangible shareholders' equity by total number of shares outstanding. Management believes that tangible shareholders' equity ty angible book value, return on tangible equity and tangible book value per share are meaningful as they are measures used and relied upon by industry analysts and investors to assess valuations and capital adequacy. For end-4Q17, tangible shareholders' equity excluded goodwill of CHF 4,742 mn and other intangible assets of CHF 212 mn from total shareholders' equity of CHF 41,902 mn as presented in our balance sheet. For end-1Q18, tangible shareholders' equity excluded goodwill of CHF 4,667 mn and other intangible assets of CHF 212 mn from total shareholders' equity of CHF 42,540 mn as presented in our balance sheet. For end-2Q18, tangible shareholders' equity excluded goodwill of CHF 4,797 mn and other intangible assets of CHF 212 mn from total shareholders' equity of CHF 43,470 mn as presented in our balance sheet. For end-3Q18, tangible shareholders' equity excluded goodwill of CHF 4,766 mn and other intangible assets of CHF 219 mn from total shareholders' equity of CHF 43,922 mn as presented in our balance sheet. For end-1Q19, tangible shareholders' equity excluded goodwill of CHF 4,807 mn and other intangible assets of CHF 216 mn from total shareholders' equity of CHF 43,825 mn as presented in our balance sheet. For end-2Q19, tangible shareholders' equity excluded goodwill of CHF 4,760 mn and other intangible assets of CHF 216 mn from total shareholders' equity of CHF 45,150 mn as presented in our balance sheet. For end-3Q19, tangible shareholders' equity excluded

### Notes (2/2)

#### **Abbreviations**

ABL = Asset Based Lending; Abs. = Absolute; Adj. = Adjusted; AFG = Asia Pacific Financing Group; AM = Asset Management; Ann. = Annualized; APAC = Asia Pacific; Approx. = Approximately; ARC = Asset Risk Consultants; ARU = Asset Resolution Unit; ATS = APAC Trading Solutions; AuM = Assets under Management; Avg. = Average; BCBS = Basel Committee on Banking Supervision; BEAT = Base Erosion and Anti-Abuse Tax; BfE = Bank for Entrepreneurs; BHC = Bank Holding Company; BIS = Bank for International Settlements; bps = basis points; CAGR = Compound Annual Growth Rate; CBG = Corporate Bank Group; CC = Corporate Center; CCO = Chief Compliance Officer; CCRO = Chief Compliance and Regulatory Affairs Officer; CET1 = Common Equity Tier 1; CH = Switzerland; C/I = Cost/Income; C&IC = Corporate and Institutional Clients; CIC = Corporate & Institutional Clients; CLO = Collateralized Loan Obligation; CRO = Chief Risk Officer; CSAM = Credit Suisse Asset Management; DCM = Debt Capital Markets; DevOps = Development-to-Operations; DPS = Dividend Per Share; E = Estimate; EAM = External Asset Manager; ECA = Export Credit Agency; ECM = Equity Capital Markets; E&E = Entrepreneurs & Executives; EMEA = Europe, Middle East & Africa; ESG = Environmental Social and Governance; Est. = Estimate; EU = European Union; Excl. = Exclude; FID = Fixed Income Department; FI&WM = Fixed Income Wealth Management; FRTB = Fundamental Review of the Trading Book; FX = Foreign Exchange; FY = Full Year; GC = General Counsel; GCP = Global Credit Products; GM = Global Markets; GMV = Gross Market Value; GYB = Global Yield Balanced; HLG = High Level Group; HR = Human Resources; HY = High Yield; IAF = Impact Advisory & Finance; IB = Investment Banking; IBCM = Investment Banking & Capital Markets; IBOR = Interbank Offer Rate; IFC = International Finance Corporation; IG = Investment Grade; ILS = Insurance-Linked Strategies; IMM = Internal Model Method; incl. = including; IPO = Initial Public Offering; IRB = Internal Ratings-Based Approach; IT = Information Technology; ITS = International Trading Solutions; IWM = International Wealth Management; LDI = Liability-driven investments; Lev Fin = Leveraged Finance; LTD = Long-term debt; LTM = Last Twelve Months; LTV = Loan to Value; M&A = Mergers & Acquisitions; MREL = Minimum Requirement for own funds and Eliqible Liabilities; NIG = Non investment grade; NNA = Net new assets; NRI = Non-resident Indians; Op Risk = Operational Risk; OTC = Over the Counter; p.a. = per annum; PB = Private Banking; PB&WM = Private Banking & Wealth Management; PC = Private Clients; PD = probability of default; p.p. = percentage points; PTI = Pre-tax income; QIS = Quantitative Investment Strategies; QoQ = Quarter over Quarter; QT = Quantitative Trading; RBL = Reserve Based Lending; RM = Relationship Manager(s); RoRC = Return on Regulatory Capital; RoTE = Return on Tangible Equity; RSA = Revenue Sharing Agreement; RWA = Risk-weighted assets; SA-CCR = Standardized Approach to Counterparty Credit Risk; SBL = Share Backed Lending; SCP = Strategic Client Partner; SEA = South East Asia; SME = Small and Medium-Sized Enterprises; SNB = Swiss National Bank; SoW = Share of Wallet; SP = Securitized Products; STBs = Sustainable Transition Bonds; SUB = Swiss Universal Bank; TBVPS = Tangible book value per share; TLAC = Total Loss-Absorbing Capacity; TLOF = Total Liabilities and Own Funds; TMT = Technology, Media and Telecommunications; (U)HNW(I) = (Ultra) High Net Worth (Individuals); U/W = Underwriting; US GAAP = United States Generally Accepted Accounting Principles; WM&C = Wealth Management & Connected; YoY = Year over year; YTD = Year to Date

