

# Credit Suisse

## Second Quarter 2018 Results



Tidjane Thiam, Chief Executive Officer  
David Mathers, Chief Financial Officer

July 31, 2018

CREDIT SUISSE 

# 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, objectives, 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, 2017 and in the "Cautionary statement regarding forward-looking information" in our 2Q18 Financial Report, published on July 31, 2018 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", "Illustrative", "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 levels, global 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 goals.

## **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 account of 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.

## **Statement regarding non-GAAP financial measures**

This presentation also contains non-GAAP financial measures, including adjusted results. 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](http://www.credit-suisse.com).

## **Statement regarding capital, liquidity and leverage**

As of January 1, 2013, Basel III was implemented in Switzerland along with the Swiss "Too Big to Fail" legislation and regulations thereunder (in each case, subject to certain phase-in periods). As of January 1, 2015, the Bank for International Settlements (BIS) leverage ratio framework, as issued by the Basel Committee on Banking Supervision (BCBS), was implemented in Switzerland by FINMA. Our related disclosures are in accordance with our interpretation of such requirements, including relevant assumptions. Changes in the interpretation of these requirements in Switzerland or in any of our assumptions or estimates could result in different numbers from those shown in this presentation.

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**

Certain material in this presentation has been 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.

# Earnings Review



# Key messages

PTI<sup>1</sup> of CHF 1.3 bn, up 88% YoY, highest in 12 quarters, driven by continued positive operating leverage with revenues<sup>1</sup> up 7% YoY

## 1 Accelerating profitable growth in Wealth Management<sup>2</sup>

- Continued strong growth momentum with CHF 23.5 bn of Wealth Management NNA in 1H18; representing an annualized NNA growth rate of 6%
- Record AuM of CHF 784 bn, at higher net margin year on year
- Delivering disciplined, quality, client-led revenue growth; adj. revenues up 7% in 1H18 year-on-year

## 2 Driving positive operating leverage with higher revenues and lower costs leading to significant growth in pre-tax income

- 2Q18 adj. revenues up 7% year on year; 1H18 adj. revenues up 4% year on year
- 2Q18 adj. operating expenses down 5% year on year; 1H18 adj. operating expenses down 5% year on year
- CHF 4.4 bn of cumulative adj. PTI increase over 7 quarters

## 3 Restructuring: already achieved end-2018 SRU RWA and leverage exposure target levels

- On track for SRU wind-down by end-2018, with RWA ex Op Risk and leverage exposure target levels already achieved in 2Q18, while further reducing the drag on our Group results

## 4 Accreting capital and growing shareholder returns

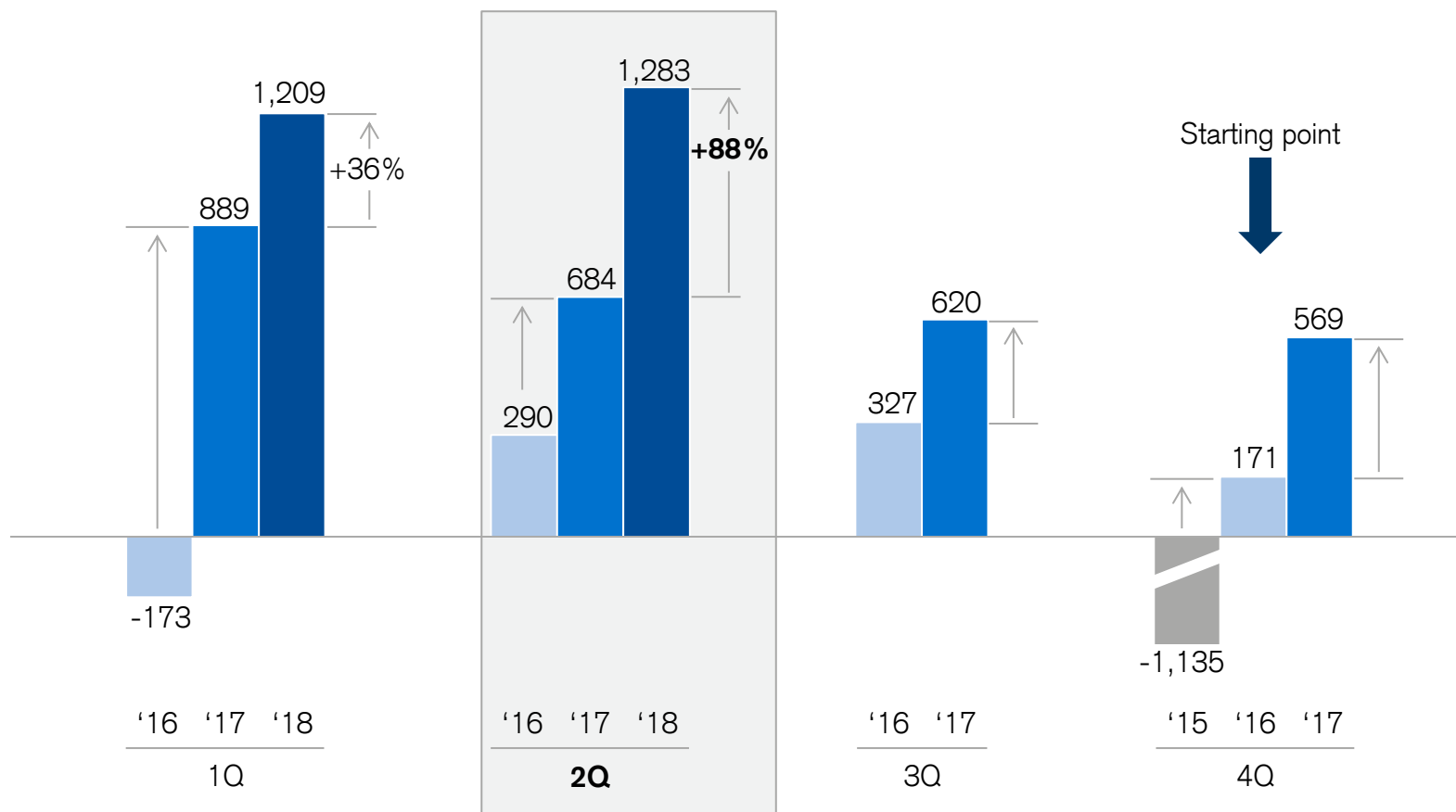
- Strong capital position with CET1 ratio of 12.8%; Tier 1 leverage ratio of 5.2%
- Core adj. RoRC<sup>†</sup> at 15%<sup>3</sup>; Group RoTE<sup>‡</sup> at 7.2%<sup>3</sup> with a clear path to achieving our 2019 target of between 10-11%

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

1 Adjusted 2 Relating to SUB PC, IWM PB and APAC PB within WM&C 3 In 1H18

# Seventh consecutive quarter of year-on-year profit growth, starting from 4Q16

**Group adjusted pre-tax income**  
in CHF mn

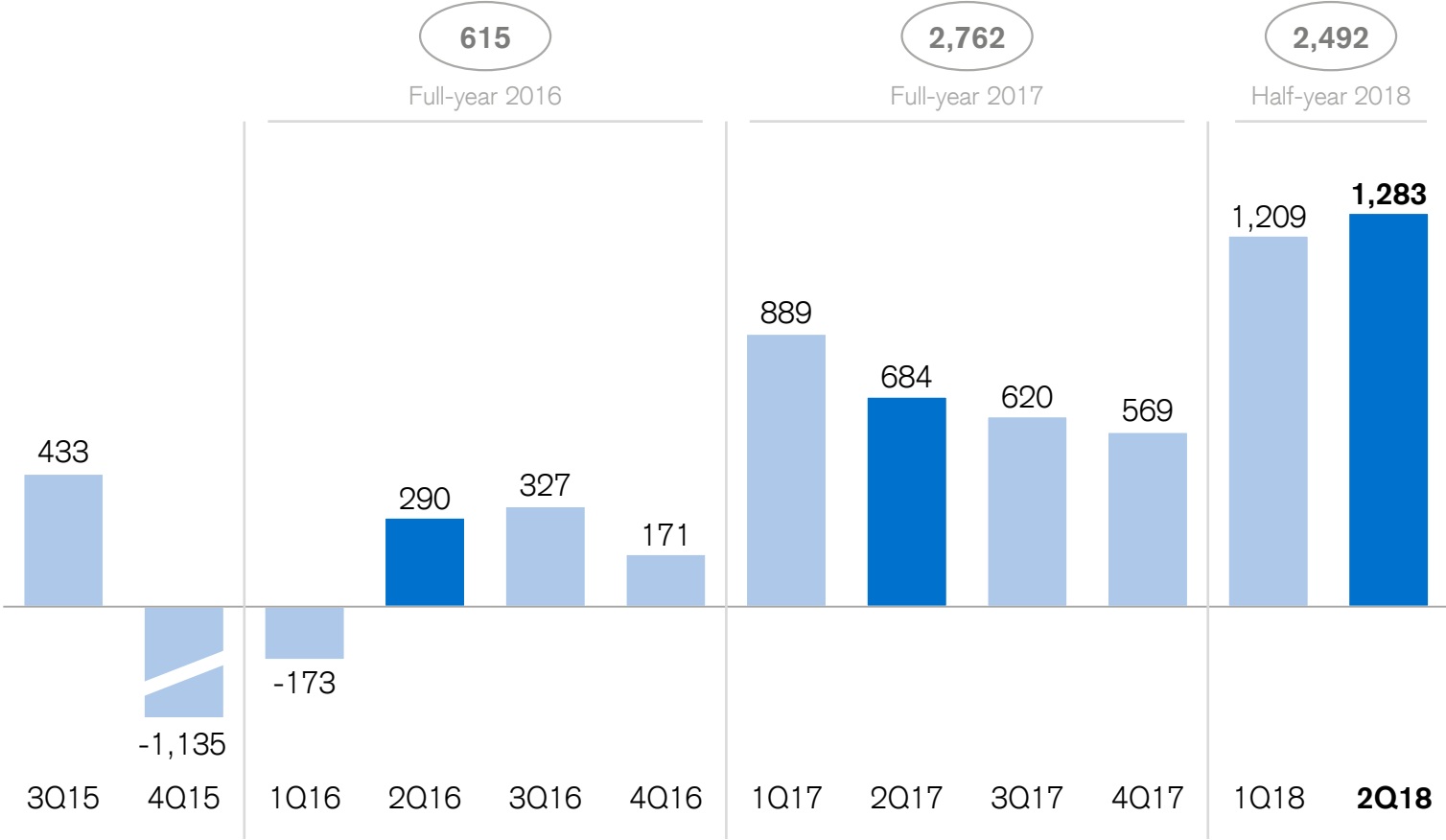


Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

# 2Q18 the highest Group adjusted PTI since 3Q15

## Group adjusted pre-tax income

in CHF mn

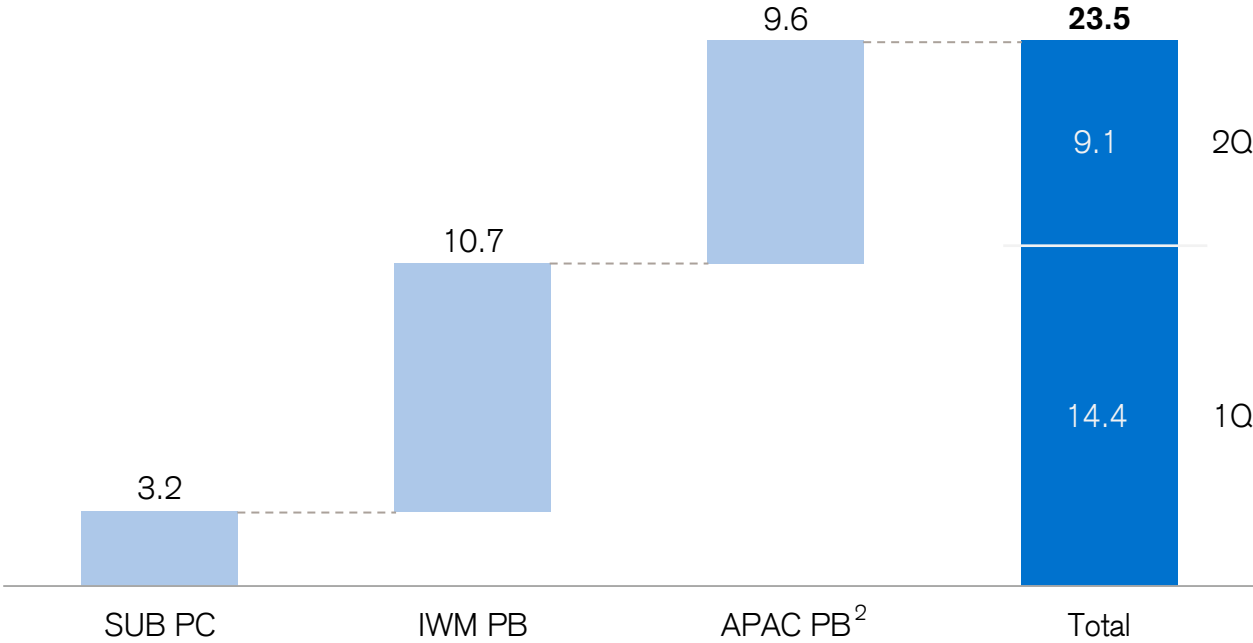


Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

# In Wealth Management, we are delivering strong NNA flows...

## Wealth Management<sup>1</sup> NNA

1H18, in CHF bn



## NNA growth rate

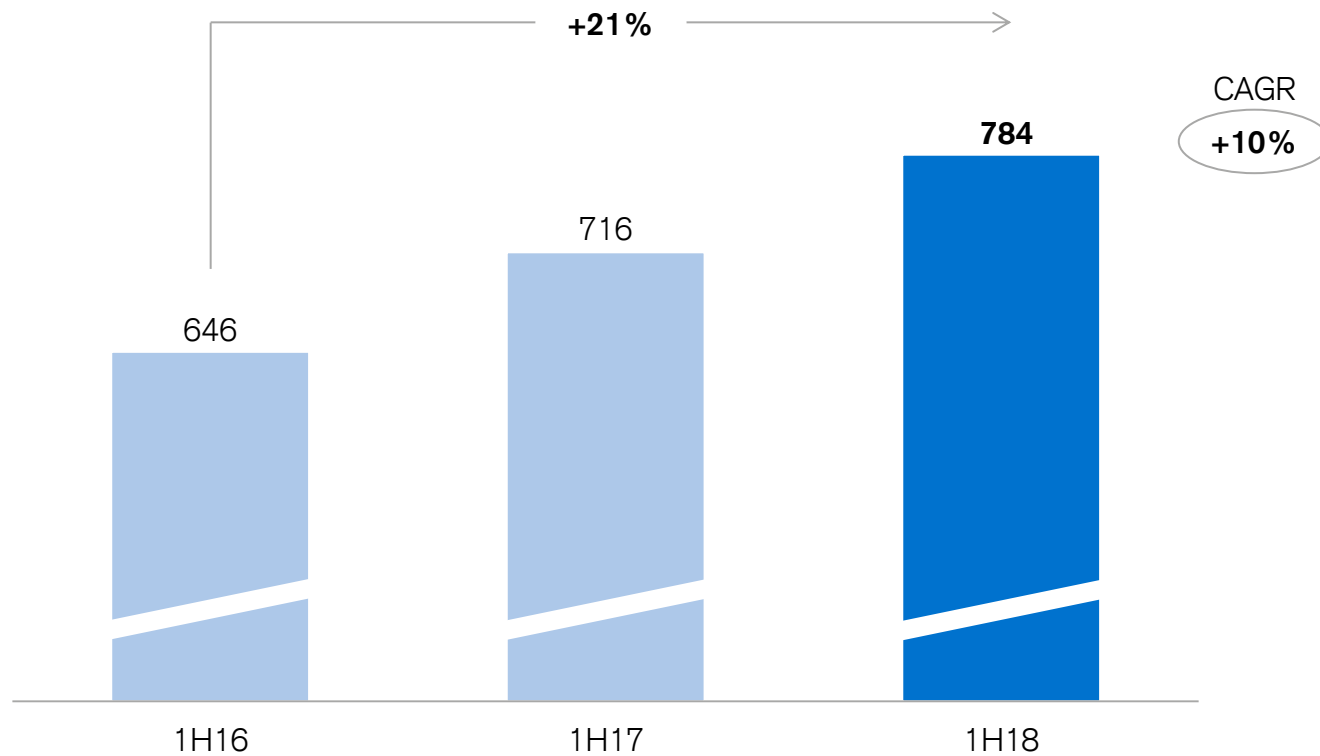
1H18 annualized



1 Relating to SUB PC, IWM PB and APAC PB within WM&C 2 APAC PB within WM&C

# ...reaching record AuM levels...

**Wealth Management<sup>1</sup> AuM**  
in CHF bn



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

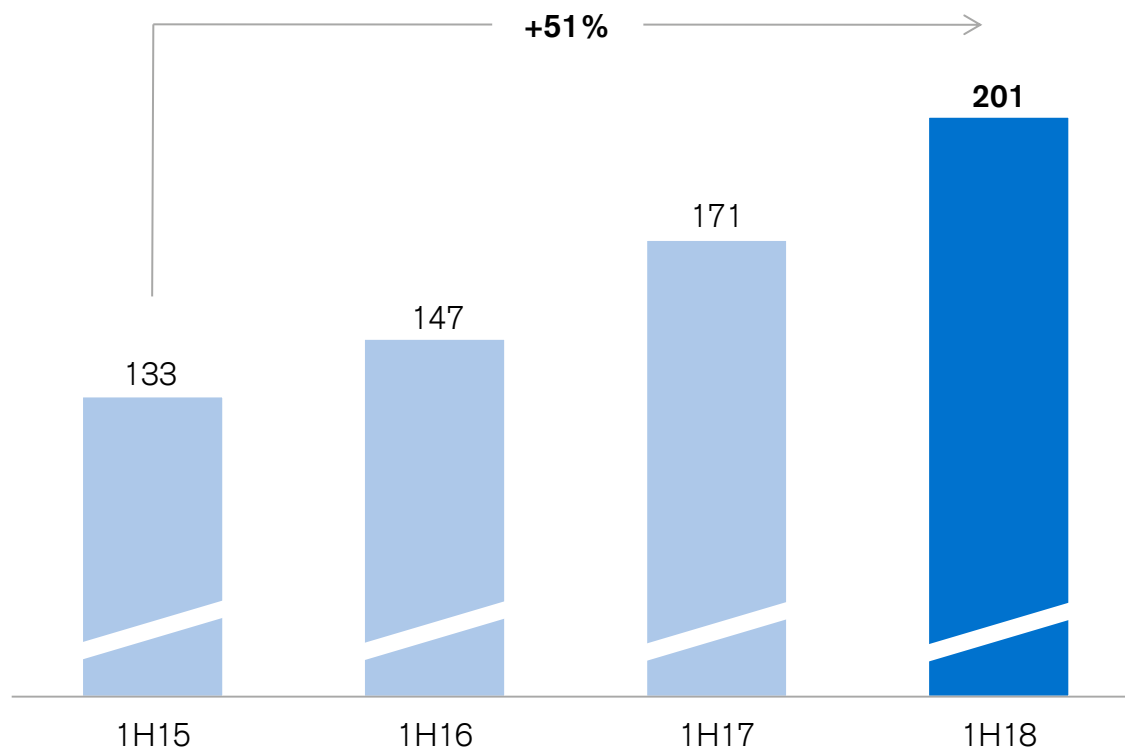


# ...increasing our mandate penetration...

Mandate penetration<sup>1</sup>

21%      24%      25%      27%

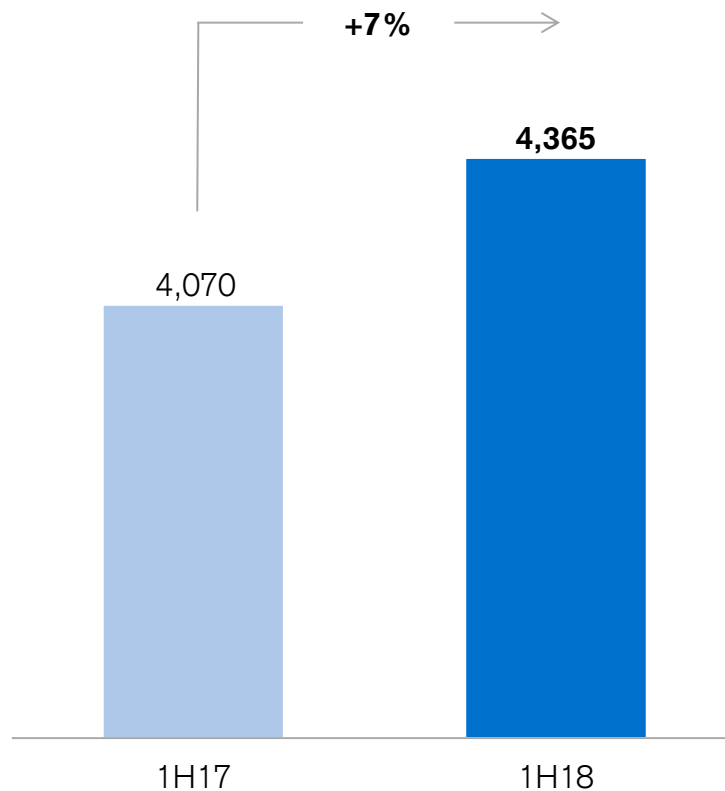
Mandate volume<sup>1</sup>  
in CHF bn



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

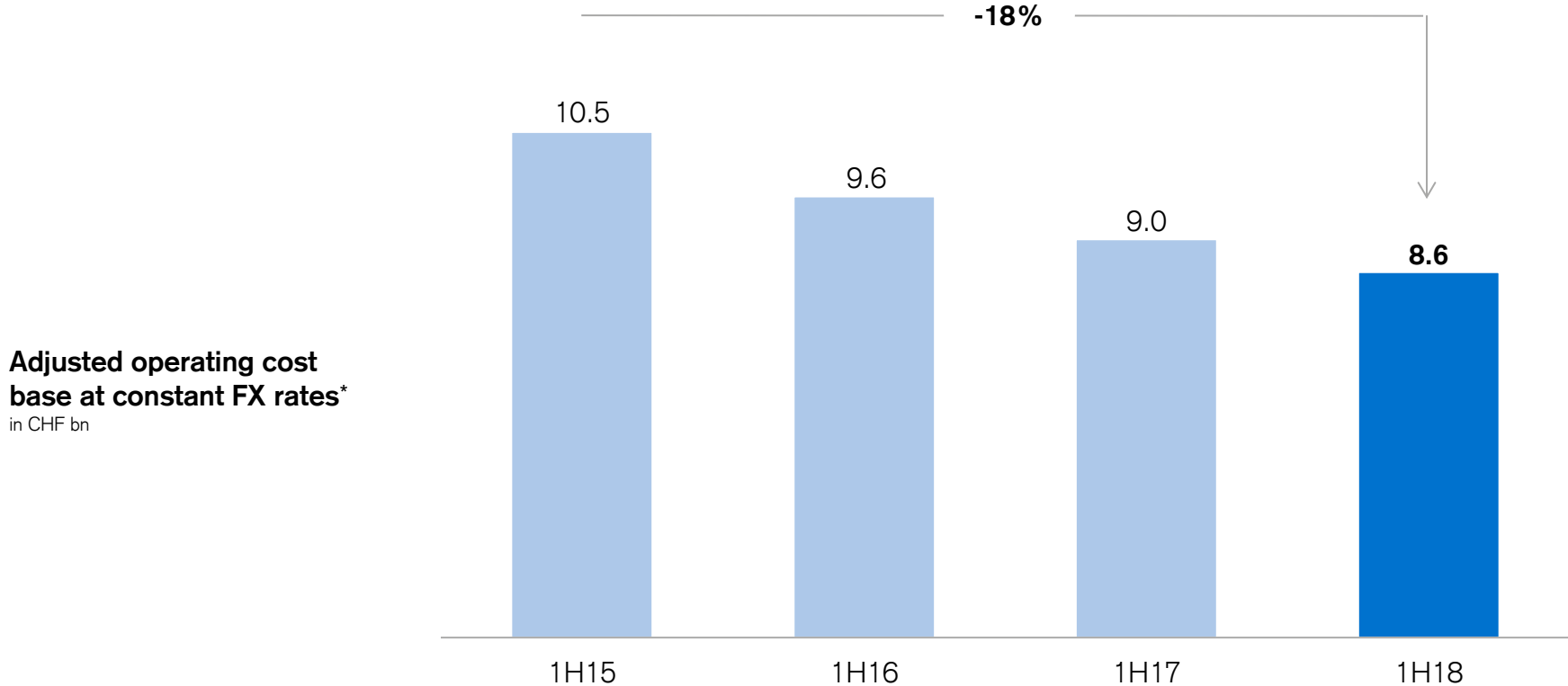
# ...supporting our overall revenue growth

**Wealth Management<sup>1</sup>**  
**adjusted revenues**  
in CHF mn



Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix  
1 Relating to SUB PC, IWM PB and APAC PB within WM&C

# We have materially lowered our cost base

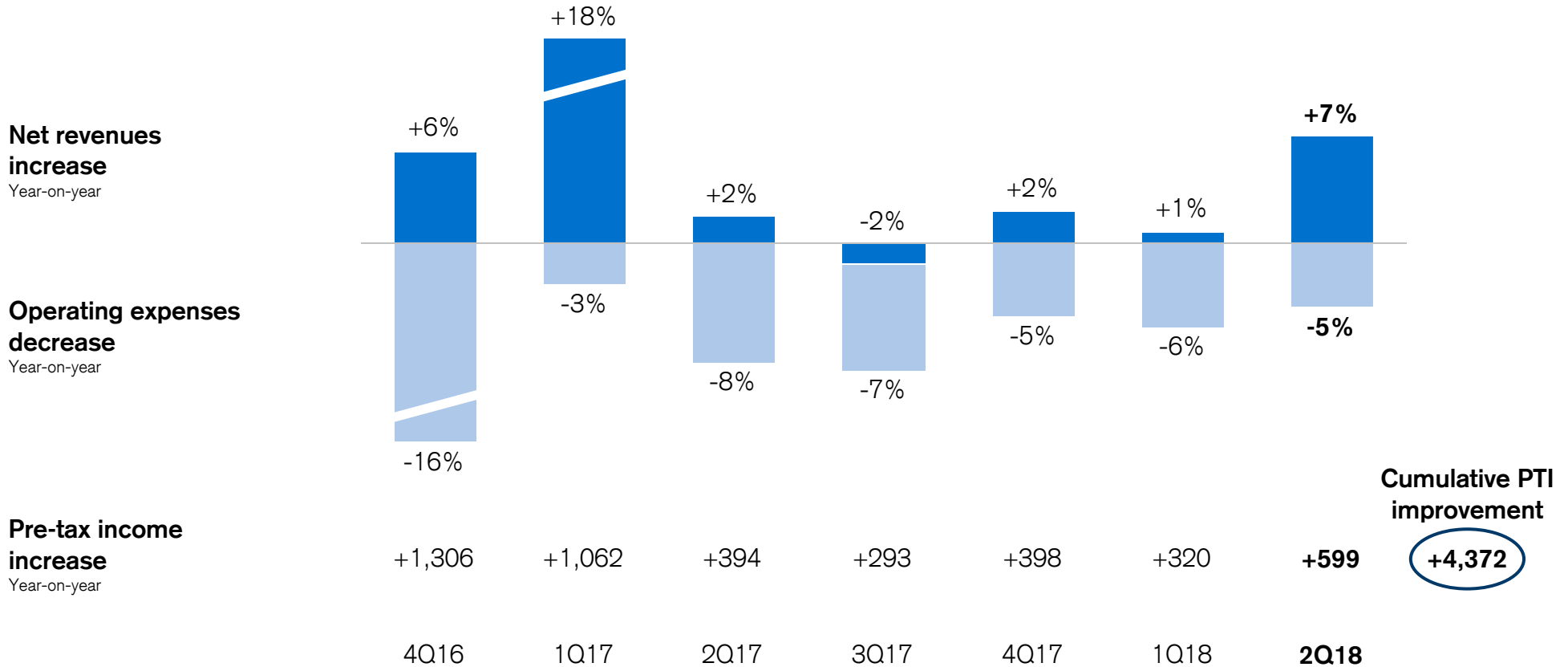


Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix  
\* Adjusted operating cost base at constant 2015 FX rates; see Appendix

# Seven consecutive quarters of value creation through positive operating leverage

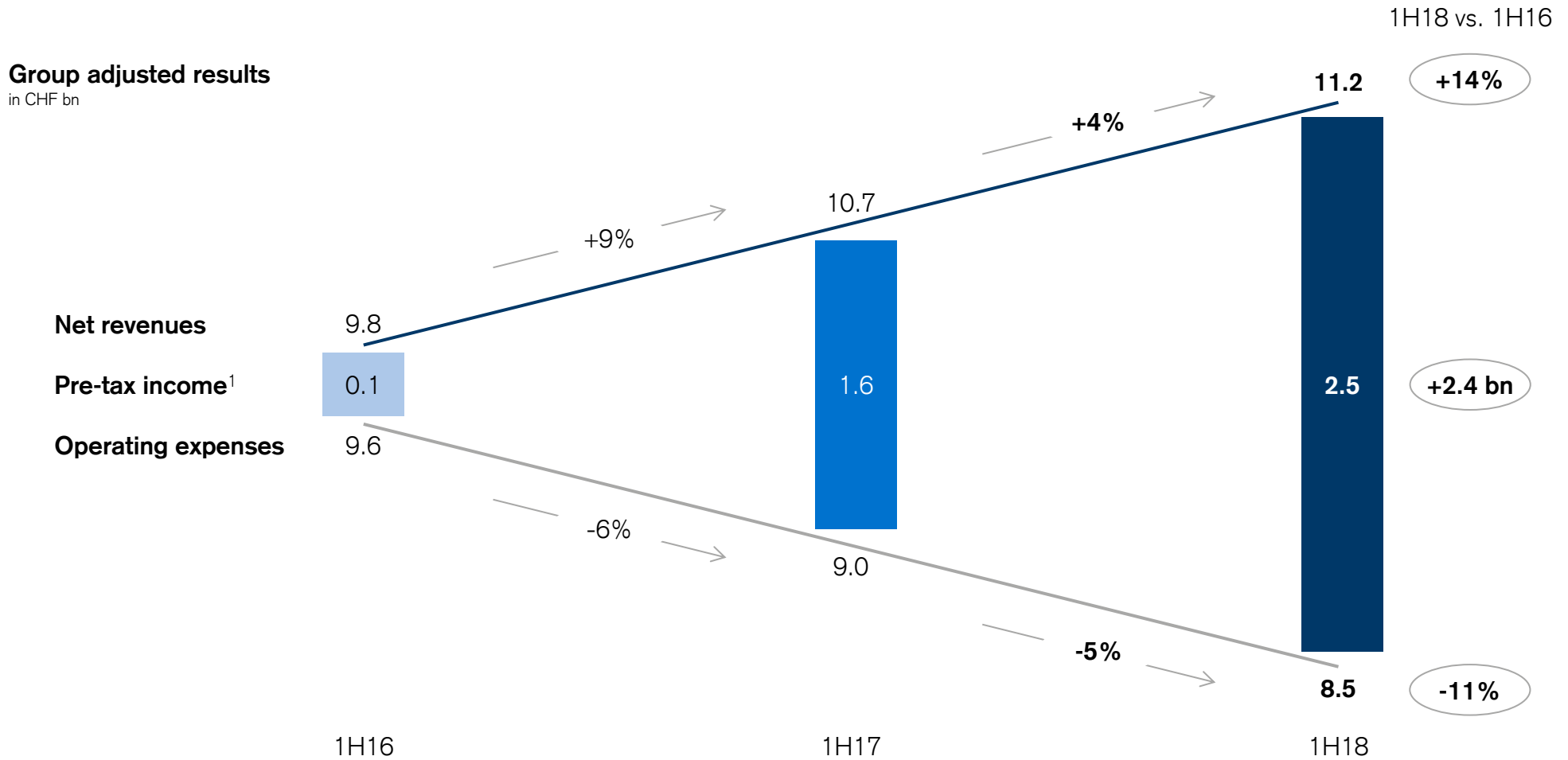
## Group adjusted results

in CHF mn



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

# Compounding effect of consistent delivery of higher revenues and lower costs drives higher profits



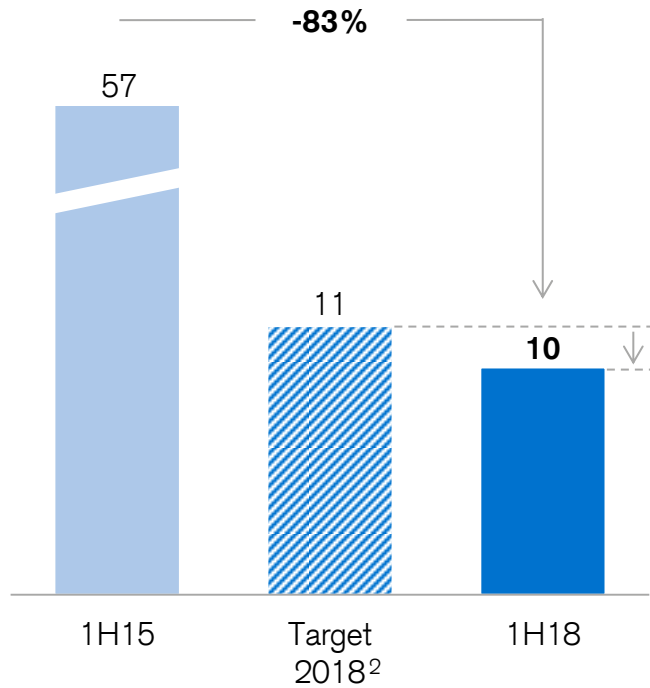
Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

<sup>1</sup> Includes provision for credit losses of CHF 122 mn in 1H16, CHF 135 mn in 1H17 and CHF 121 mn in 1H18

# End-2018 SRU capital targets achieved in 2Q18

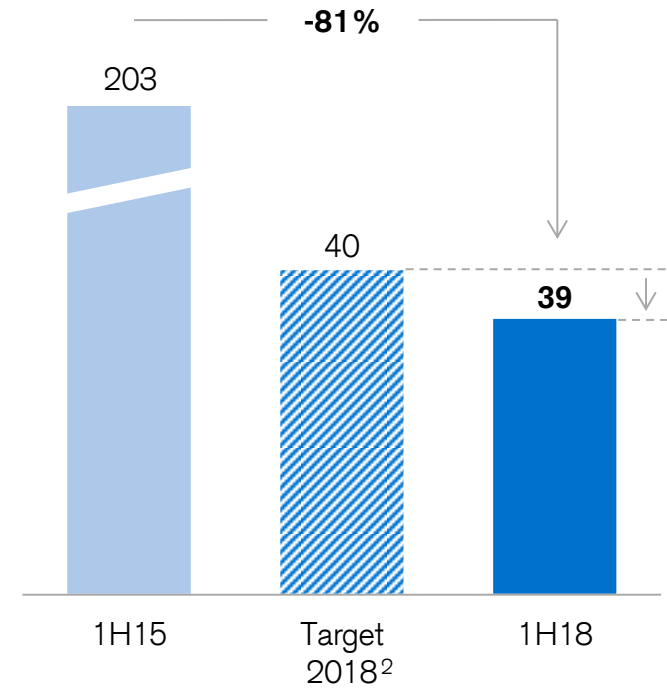
## SRU RWA excl. Op Risk<sup>1</sup>

in USD bn



## SRU leverage exposure

in USD bn

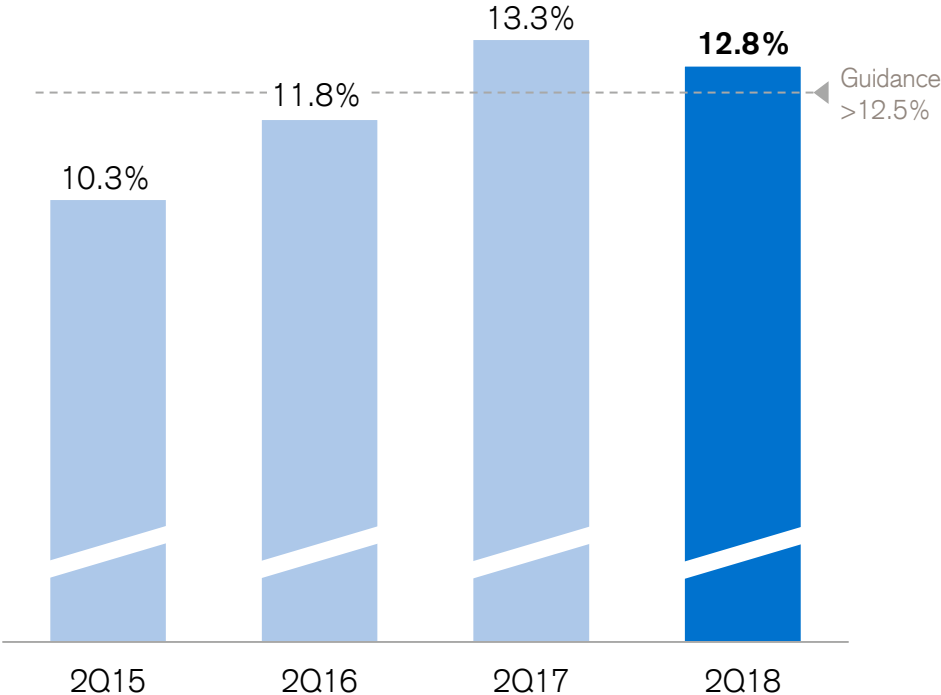


<sup>1</sup> Excludes Op Risk RWA of CHF 19 bn in 1H15 and CHF 11 bn in 1H18

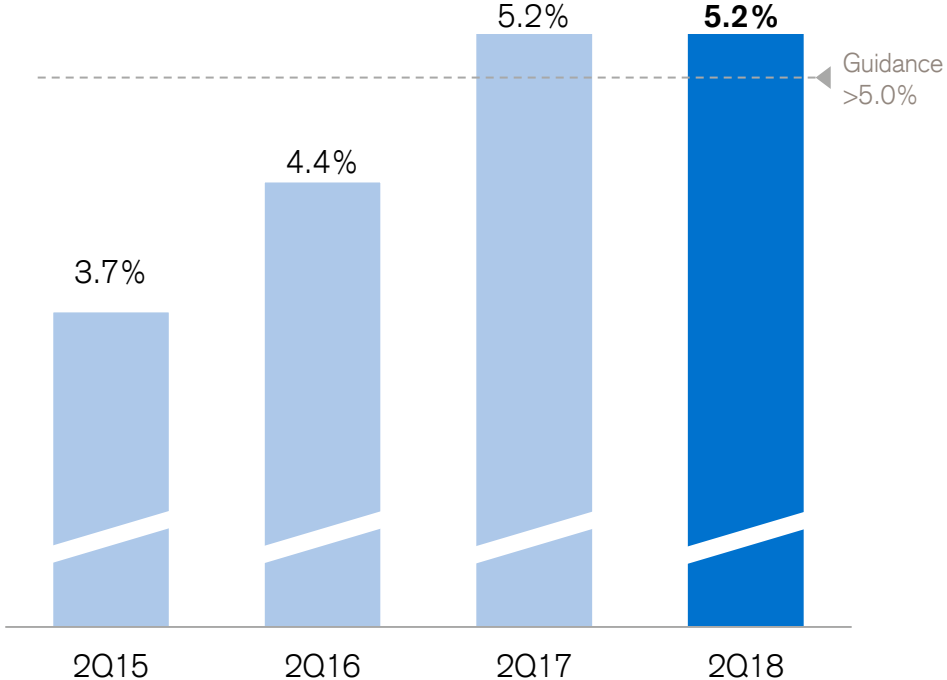
<sup>2</sup> SRU program will be economically completed by end-2018; residual operations and assets to be absorbed into the rest of the Group from 2019 onwards

# Strong capital ratios

CET1 ratio



Tier 1 leverage ratio



# We have won a number of industry awards

## Select accolades<sup>1</sup>

Best Bank in Switzerland

Best Bank for Wealth Management  
Western Europe

Best Bank for Wealth Management  
Central and Eastern Europe

Best Bank for Wealth  
Management Middle East

Best Bank for Wealth  
Management Latin America



Best Investment Bank  
in Switzerland

Best Investment Bank  
in Asia

Global Award for Best  
Investment Bank in  
the Emerging Markets

Banker of the Year

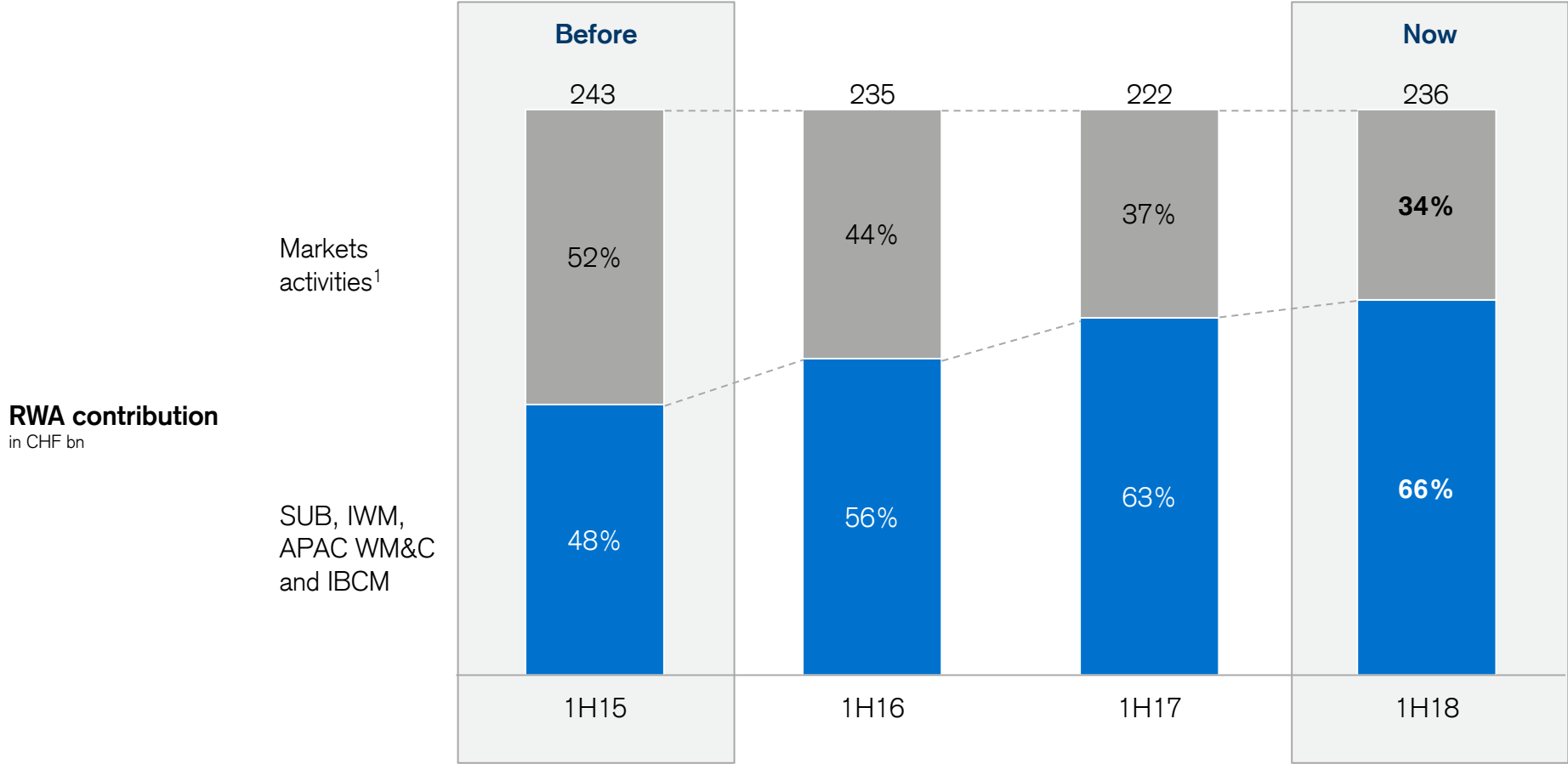
<sup>1</sup> Euromoney as of July 11, 2018



# Divisional Overview

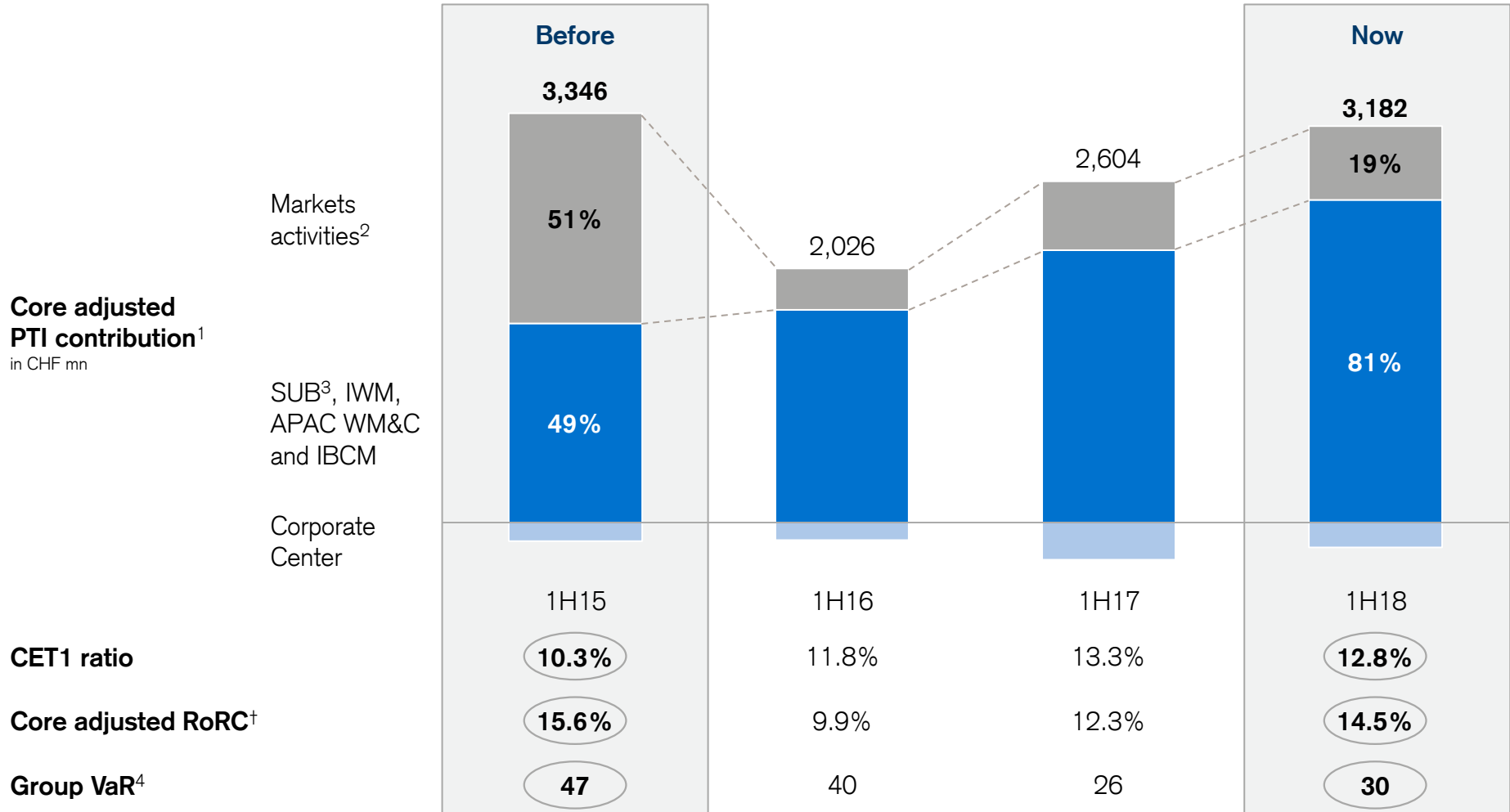


# Strict capital discipline, allocating more capital to our Wealth Management and IBCM businesses...



<sup>1</sup> Includes Global Markets, APAC Markets and SRU. SRU excludes Op Risk RWA of CHF 19 bn in 1H15 and 1H16, CHF 20 bn in 1H17 and CHF 11 bn in 1H18

# ...allowing us to simultaneously grow profits, change the composition of our earnings and reduce risk



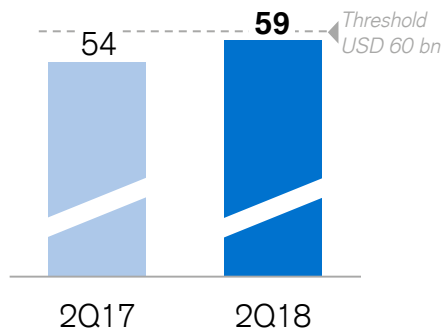
Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix † See Appendix

1 Percentages refer to contribution to Core adjusted pre-tax income excluding Corporate Center adjusted pre-tax income of CHF -159 mn in 1H15 and CHF -212 mn in 1H18 2 Includes Global Markets and APAC Markets 3 Excludes Swisscard pre-tax income of CHF 25 mn in 1H15 4 Trading book average one-day, 98% risk management Value-at-Risk in CHF mn

# In Global Markets, we maintained our capital discipline, lowered our cost base and delivered a profitable quarter...

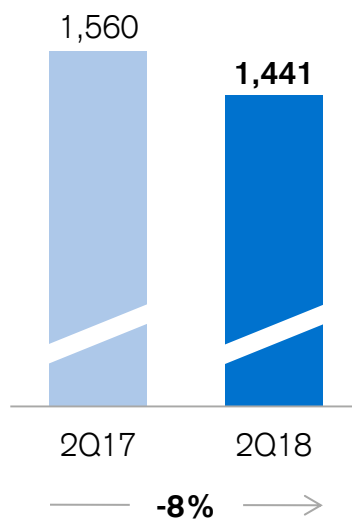
## GM RWA<sup>1</sup>

in USD bn



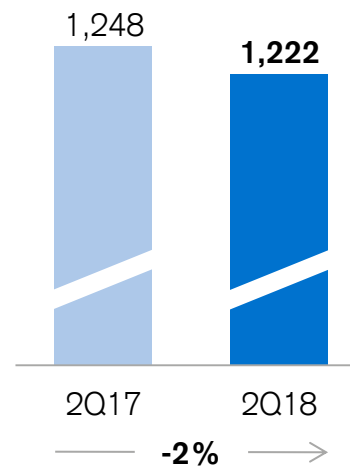
## GM net revenues

in USD mn



## GM adj. operating expenses

in USD mn



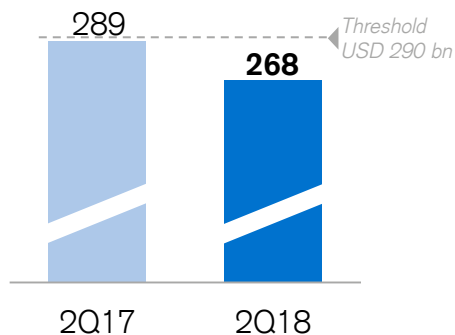
## GM adj. PTI

in USD mn



## GM leverage exposure

in USD bn

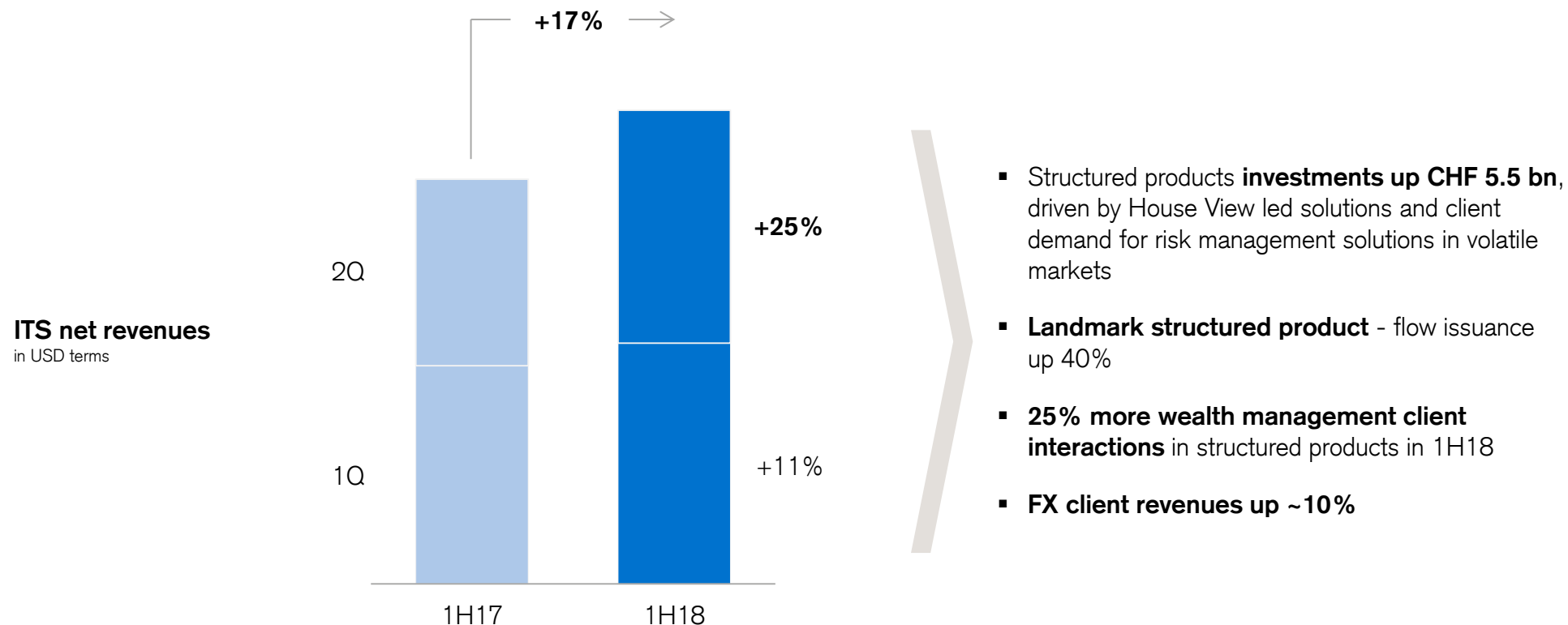


**Binding capital constraint**

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

<sup>1</sup> Global Markets RWA in 2Q18 of USD 59 bn included an increase year-over-year of USD 1.9 bn from the re-allocation of operational risk RWA in 1Q18.

# ...while continuing to invest in growing our strategic ITS business

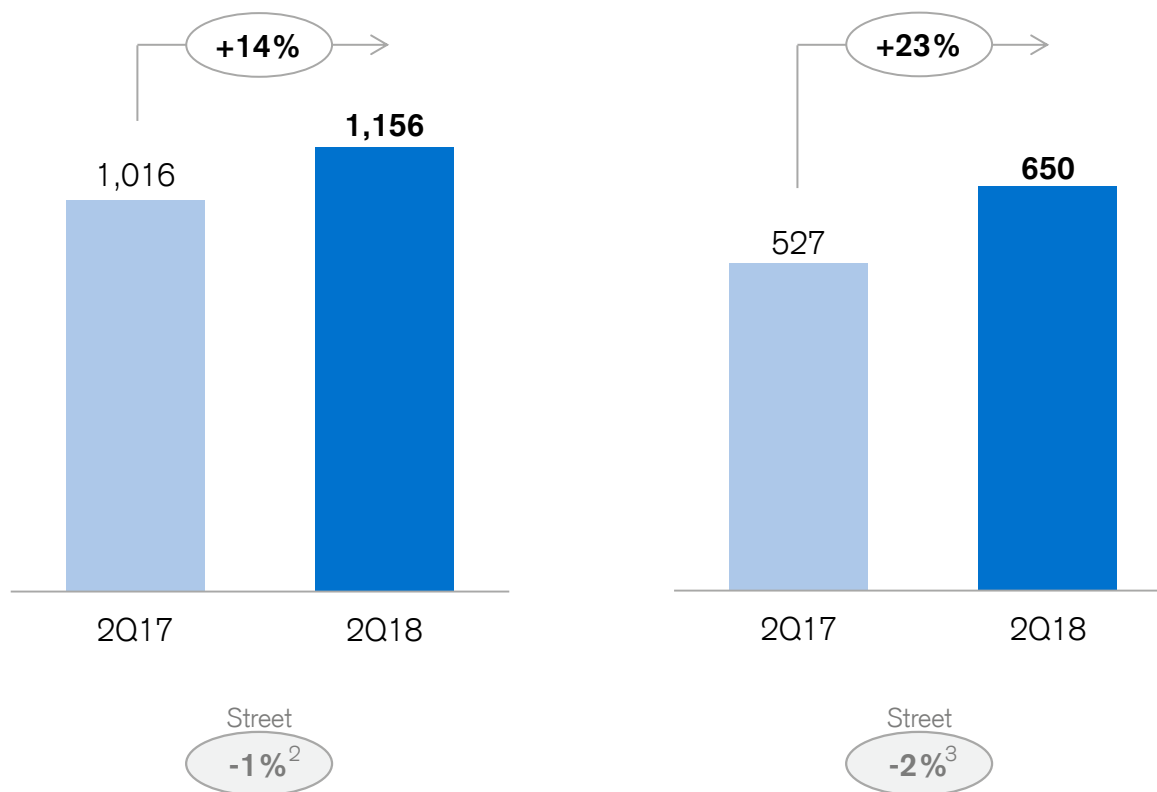


# In IBCM we have outperformed the Street across all key products led by strong performance in advisory...

**Global underwriting and advisory revenues<sup>1</sup>**  
in USD mn

**IBCM net revenues**  
in USD mn

**IBCM 2Q18 YoY performance<sup>3</sup>**



	Street fees	Performance vs. market
▪ Advisory	-3%	▲
▪ Equity underwriting	-5%	▲
▪ Debt underwriting	+1%	▲

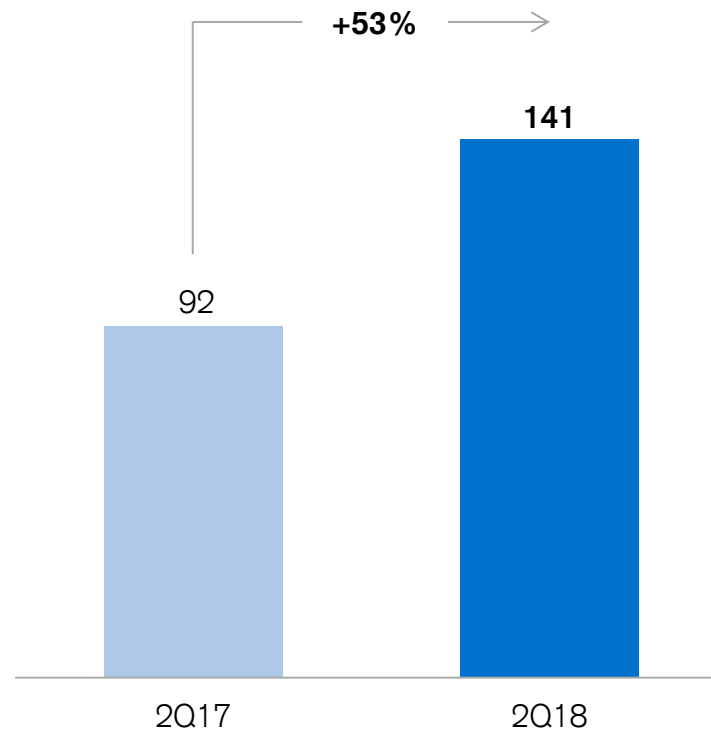
<sup>1</sup> Gross global revenues from advisory, debt and equity underwriting generated across all divisions before cross-divisional revenue sharing agreements

<sup>2</sup> Source: Dealogic as of June 30, 2018 (Global)

<sup>3</sup> Source: Dealogic as of June 30, 2018, includes Americas and EMEA only

# ...and have driven both profits and returns higher

**IBCM adjusted pre-tax income**  
in USD mn



**IBCM adjusted RoRC<sup>†</sup>**

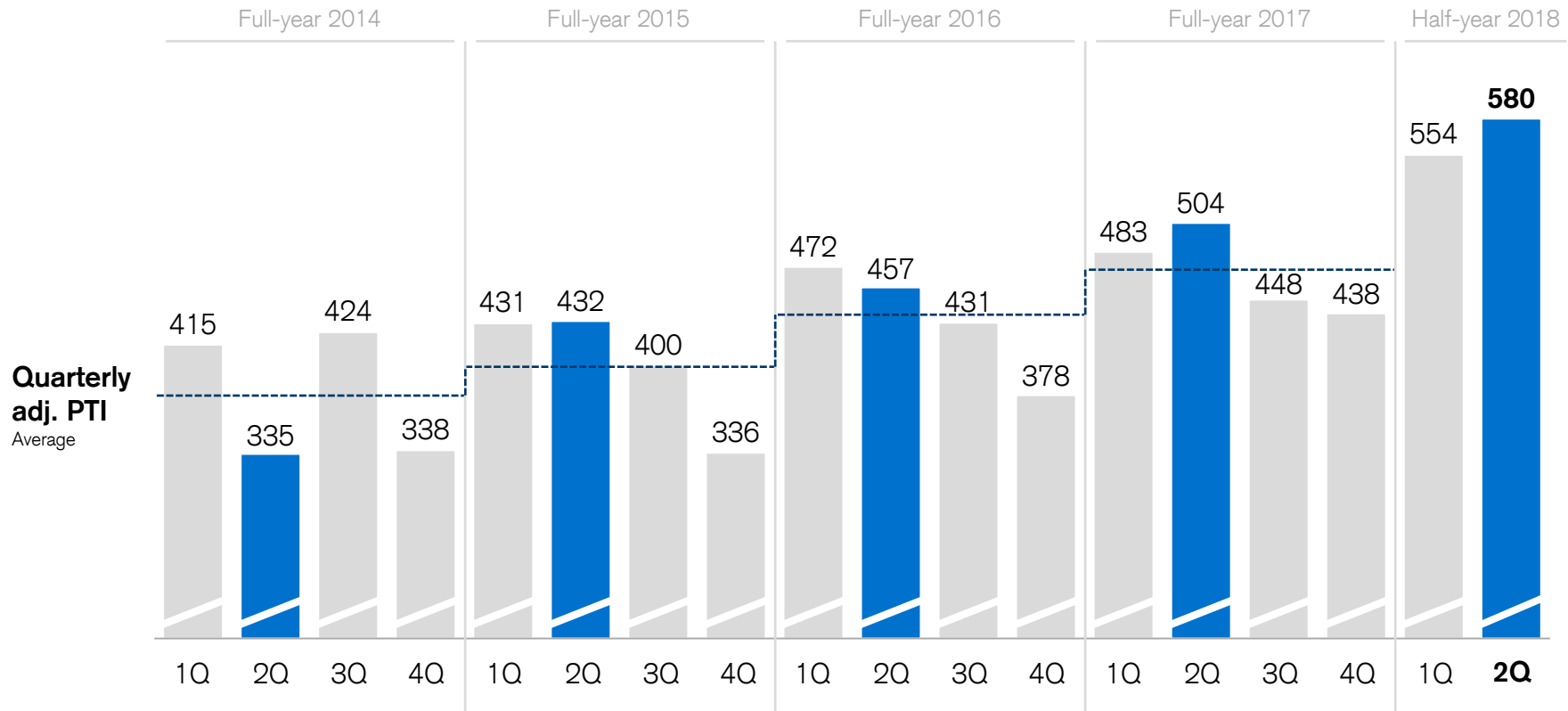
14%

**18%**

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

# Highest quarterly profit in SUB since 2013...

## SUB adjusted pre-tax income<sup>1</sup> in CHF mn



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

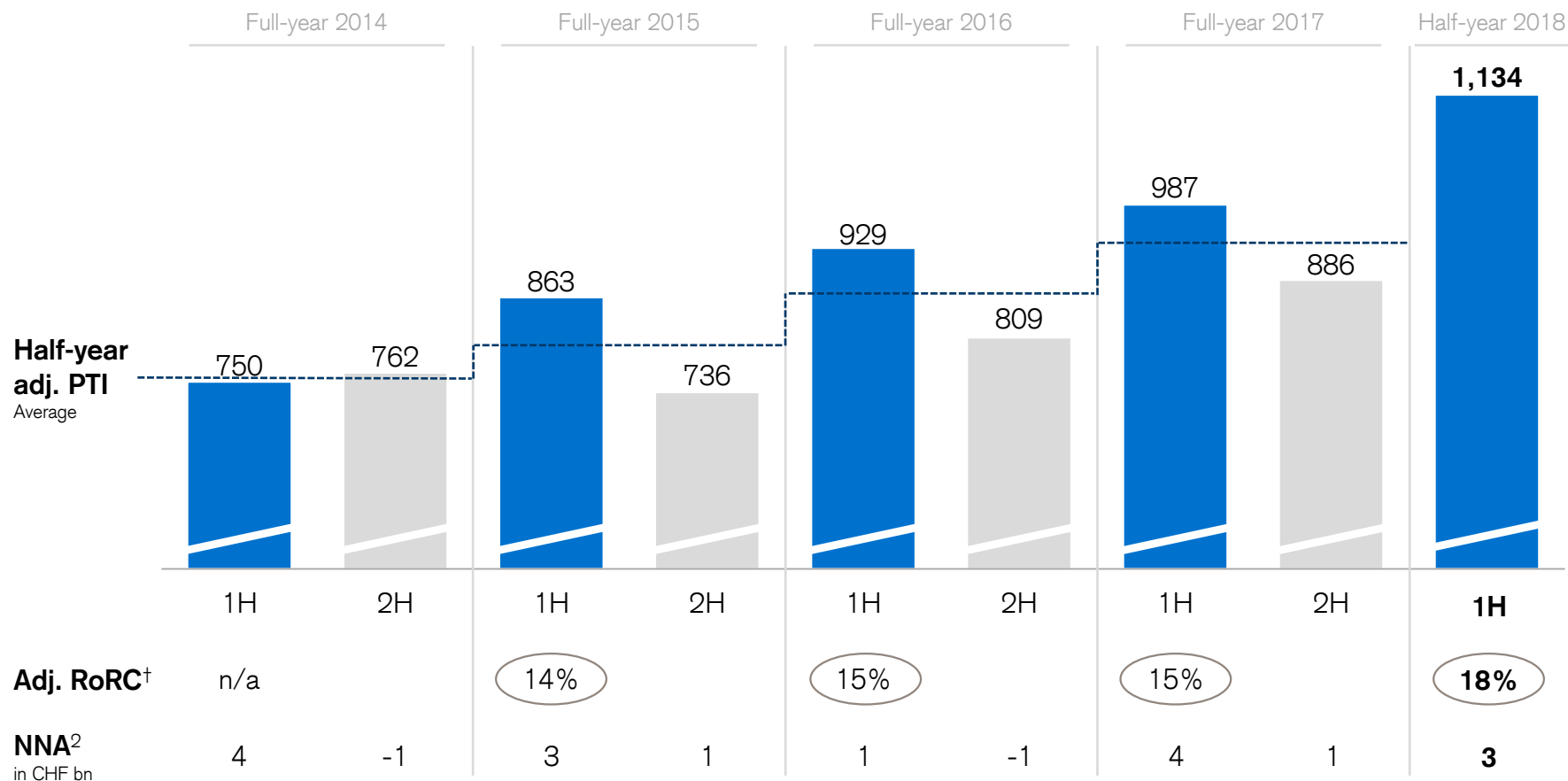
<sup>1</sup> Excludes Swisscard pre-tax income of CHF 16 mn in 1Q14, CHF 19 mn in 2Q14, CHF 22 mn in 3Q14, CHF 17 mn in 4Q14, CHF 12 mn in 1Q15 and CHF 13 mn in 2Q15



# ...building a clear ascending profitability trend

## SUB adjusted pre-tax income<sup>1</sup>

in CHF mn



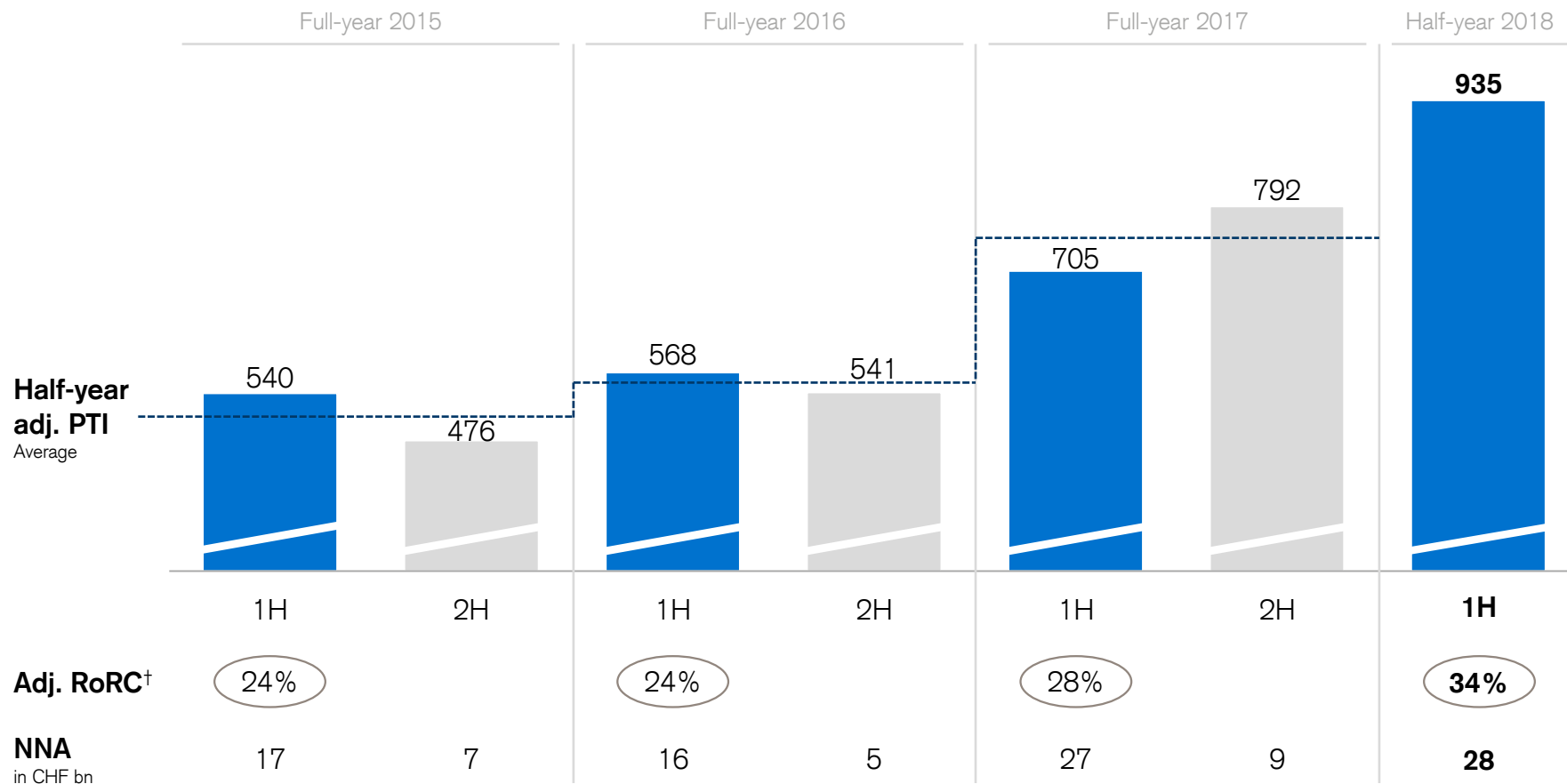
Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix † See Appendix

1 Excludes Swisscard pre-tax income of CHF 35 mn in 1H14, CHF 39 mn in 2H14, CHF 25 mn in 1H15 2 SUB PC

# Step-change in IWM profits...

## IWM adjusted pre-tax income

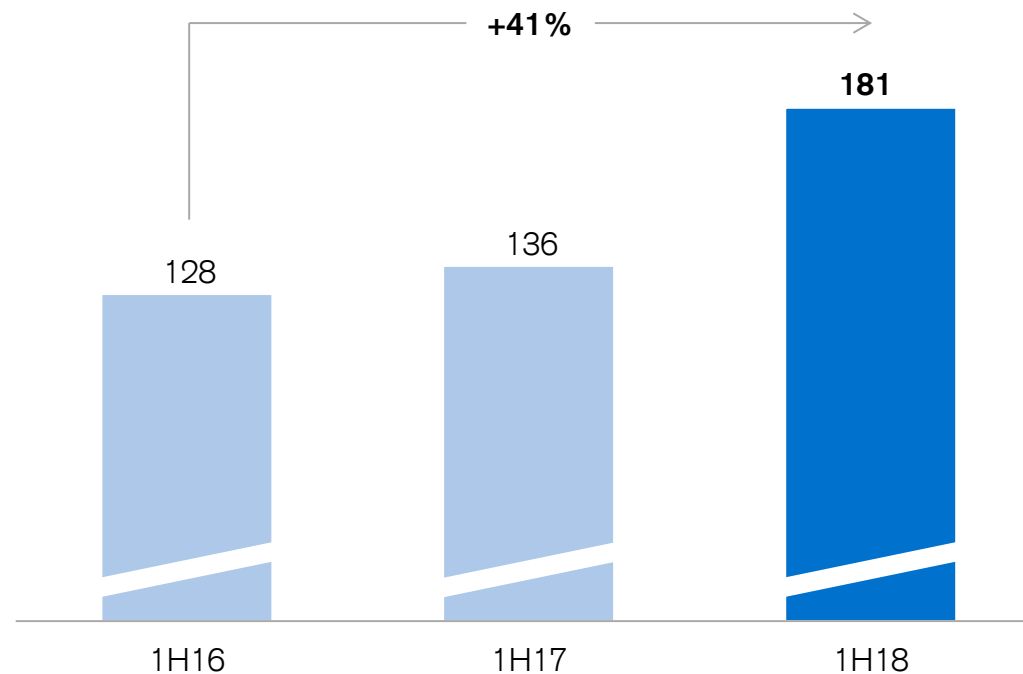
in CHF mn



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

# ...with strong contribution from Asset Management

**Asset Management  
adjusted pre-tax income**  
in CHF mn



**Asset Management  
adjusted RoRC<sup>†</sup>**

15%

16%

25%

**Asset Management NNA**  
in CHF bn

5.0

17.8

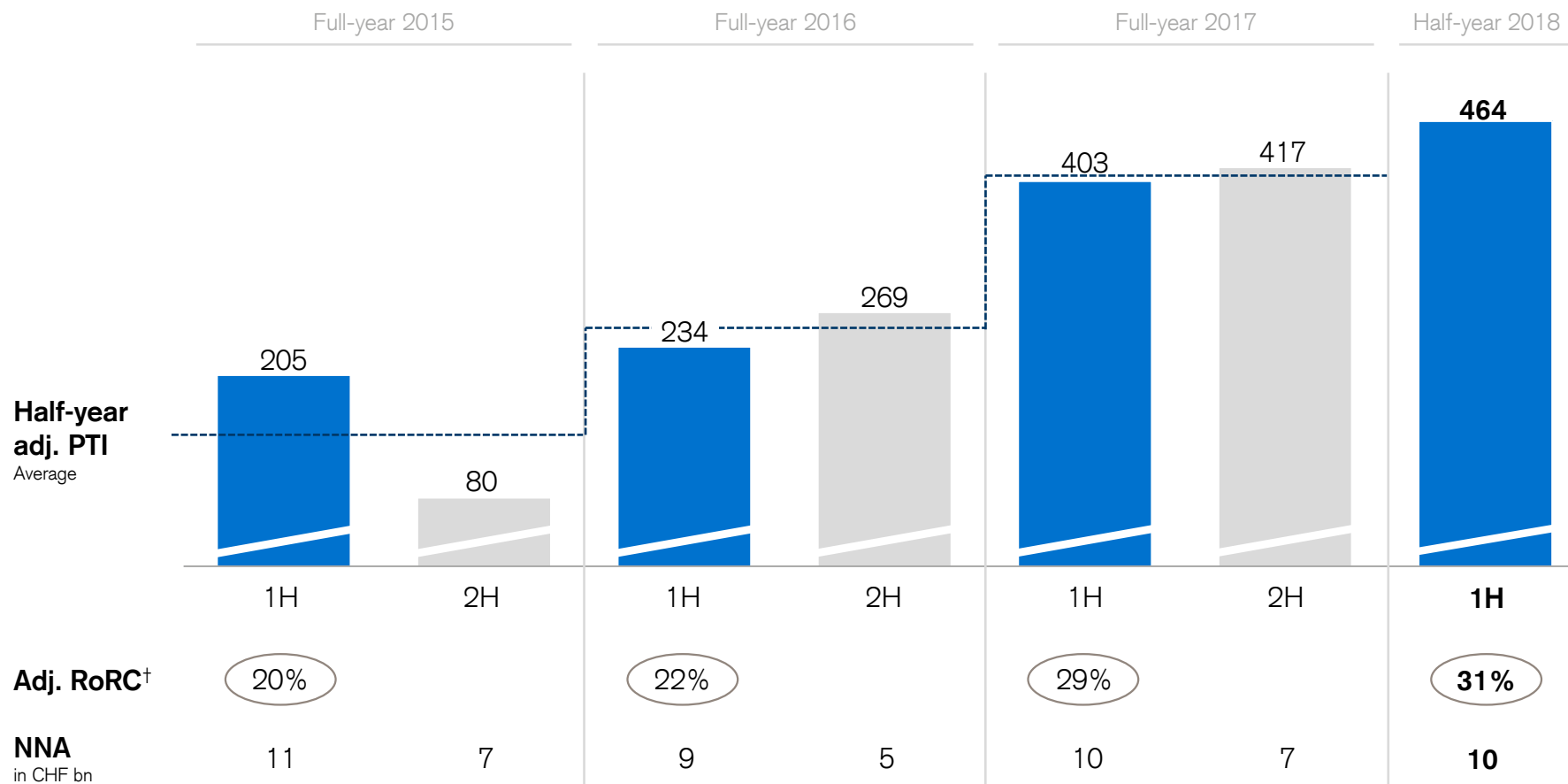
17.0

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

# Step-change in APAC WM&C profits...

## APAC WM&C adjusted pre-tax income

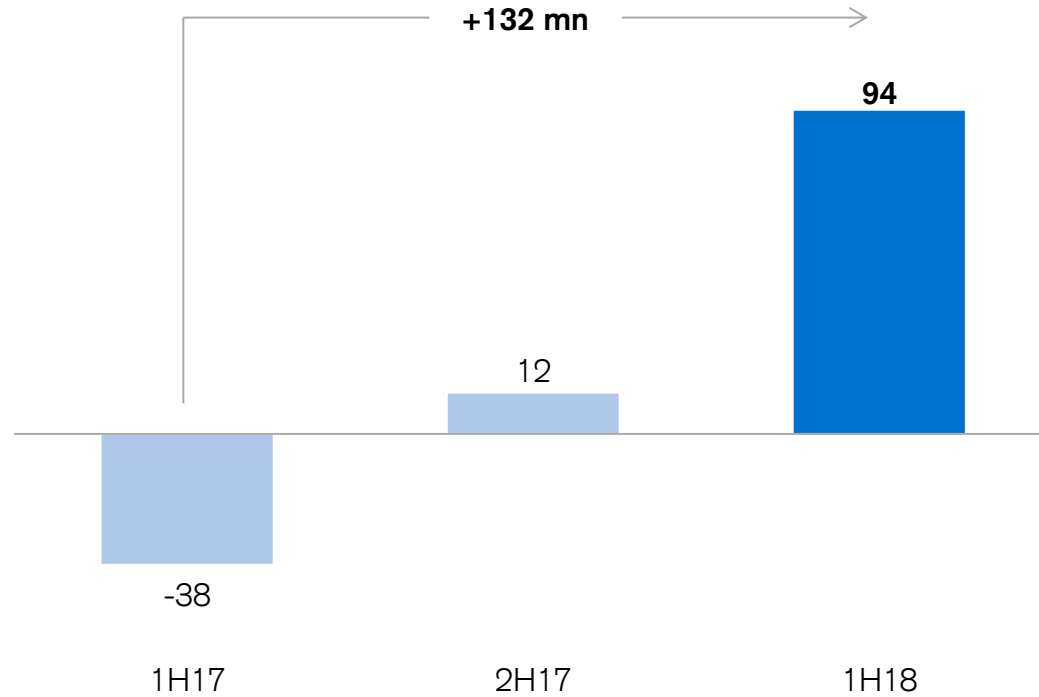
in CHF mn



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

# ...significant improvement in APAC Markets performance...

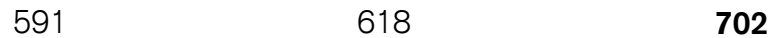
**APAC Markets adjusted PTI**  
 in USD mn



**APAC Markets adjusted RoRC<sup>†</sup>**



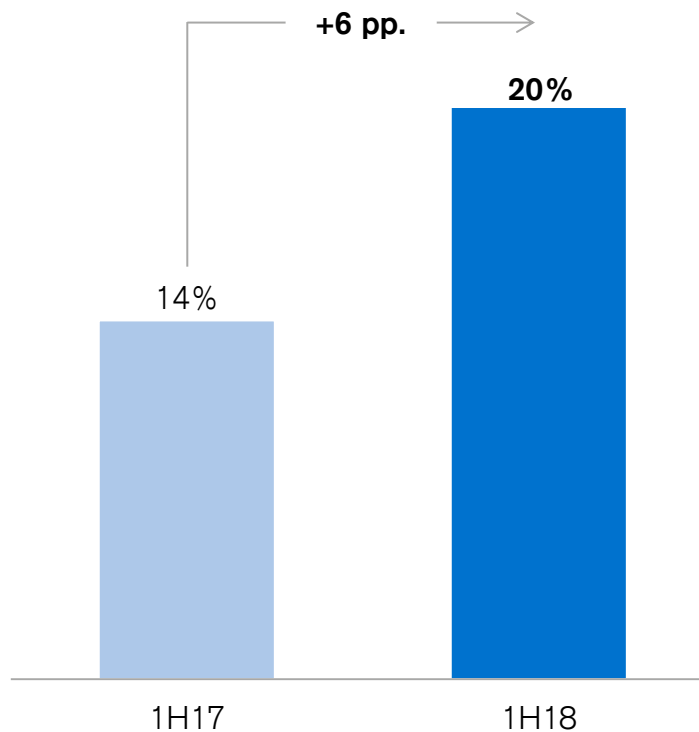
**APAC Markets adjusted revenues**  
 in USD mn



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

# ...driving higher returns for the division

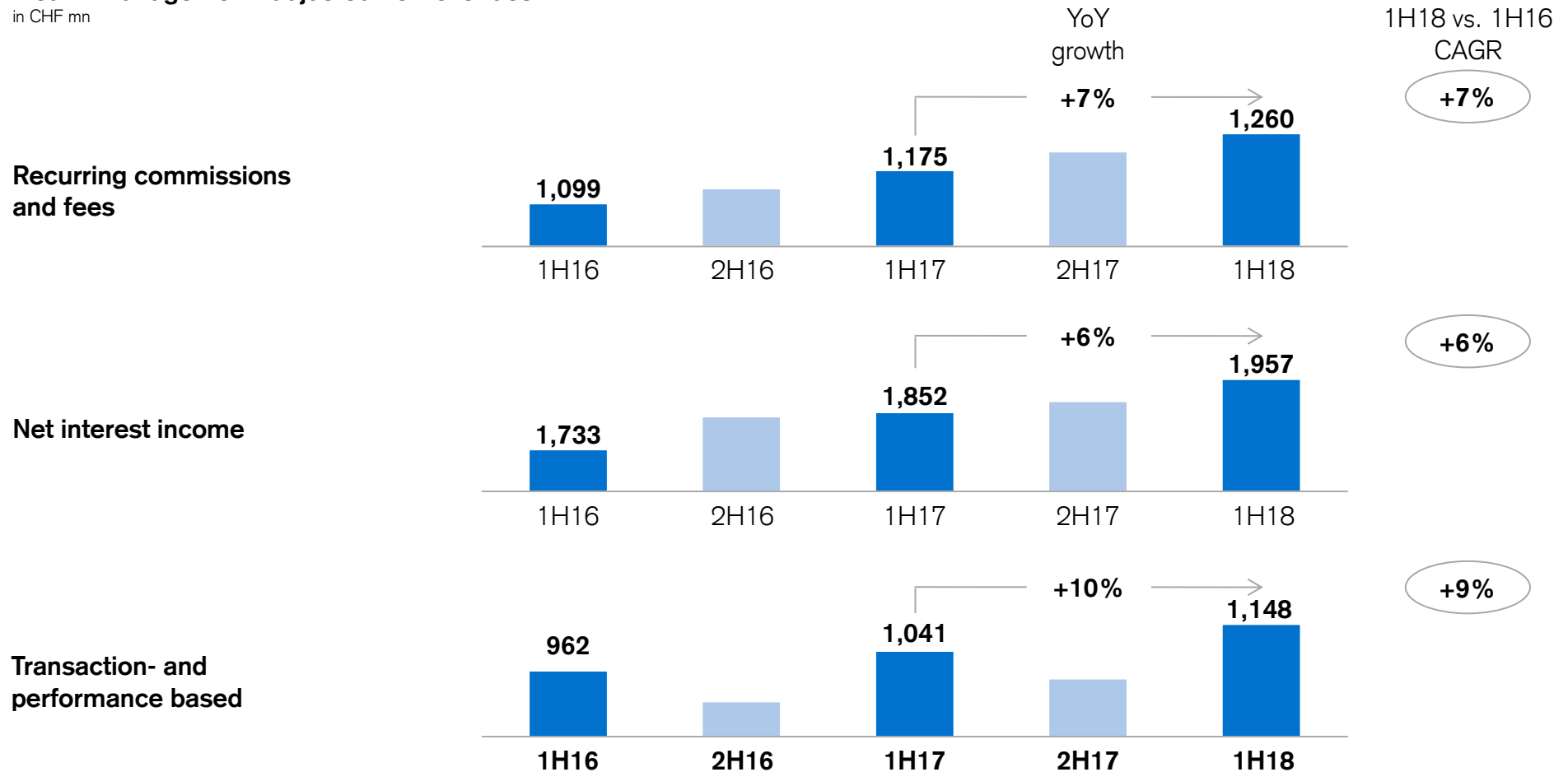
APAC adjusted RoRC<sup>†</sup>



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

# Across Wealth Management, we are delivering disciplined, quality, client-led revenue growth...

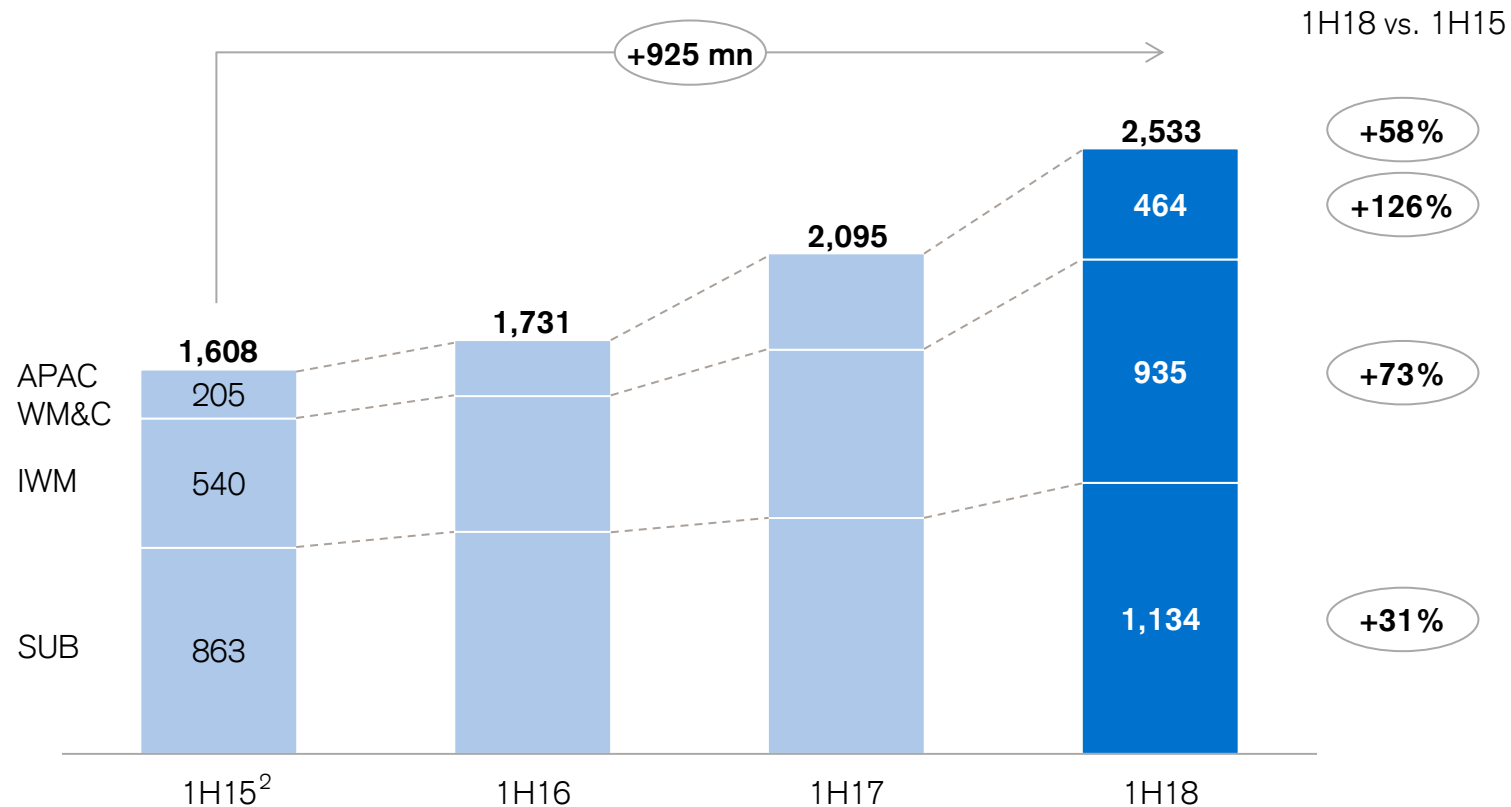
## Wealth Management<sup>1</sup> adjusted net revenues<sup>2</sup> in CHF mn



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

<sup>1</sup> Relating to SUB PC, IWM PB and APAC PB within WM&C <sup>2</sup> Excludes other revenues of CHF -18 mn in 1H16, CHF -3 mn in 2H16, CHF 2 mn in 1H17, CHF 1 mn in 2H17, CHF 0m in 1H18

# ...and have achieved a significant profit acceleration



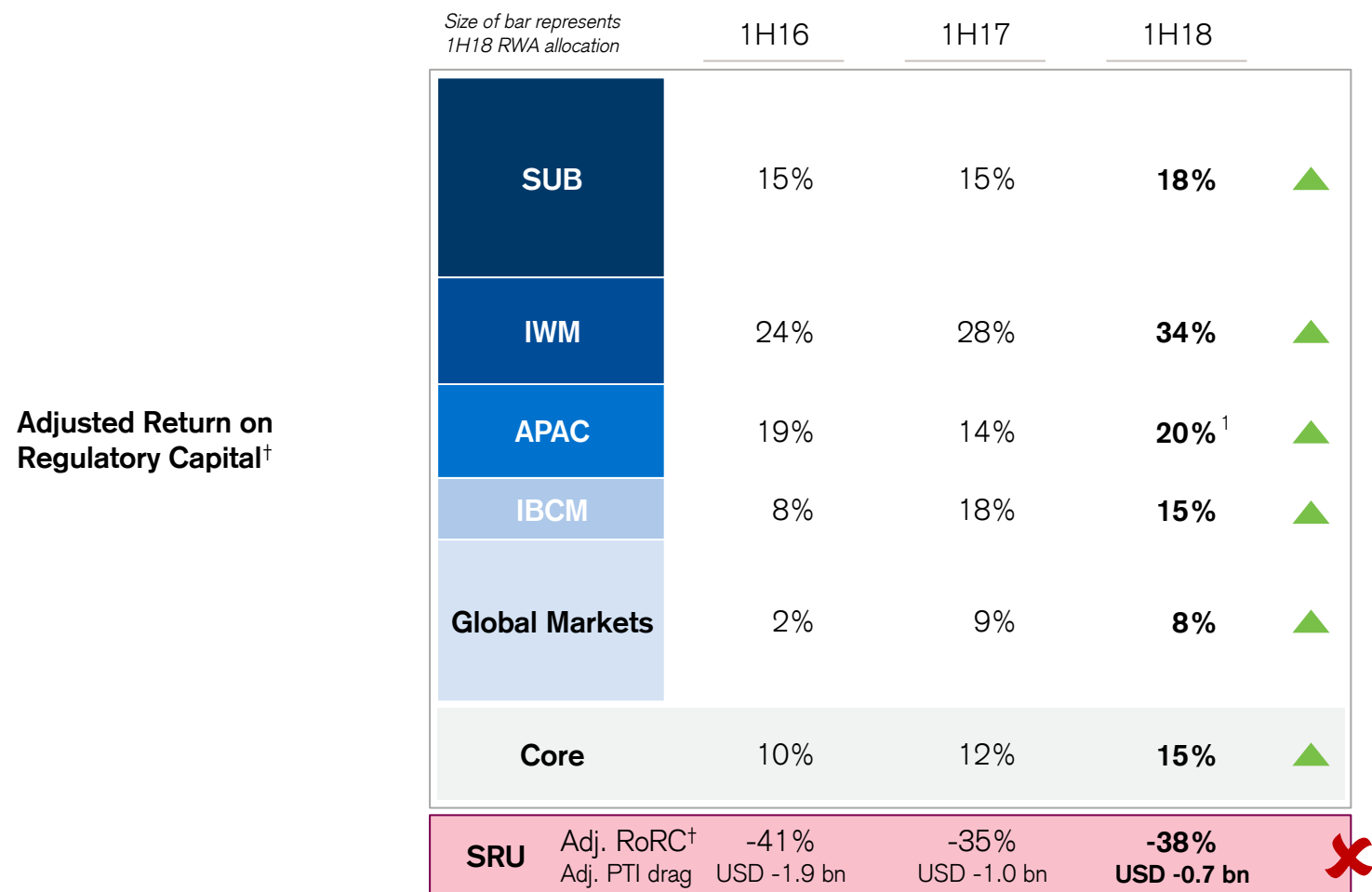
**Wealth Management-related businesses<sup>1</sup>**  
adjusted pre-tax income  
in CHF mn

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

<sup>1</sup> Relating to SUB, IWM and APAC WM&C    <sup>2</sup> Excludes Swisscard pre-tax income of CHF 25 mn



# Increasing returns across our core businesses and eliminating the drag of the SRU



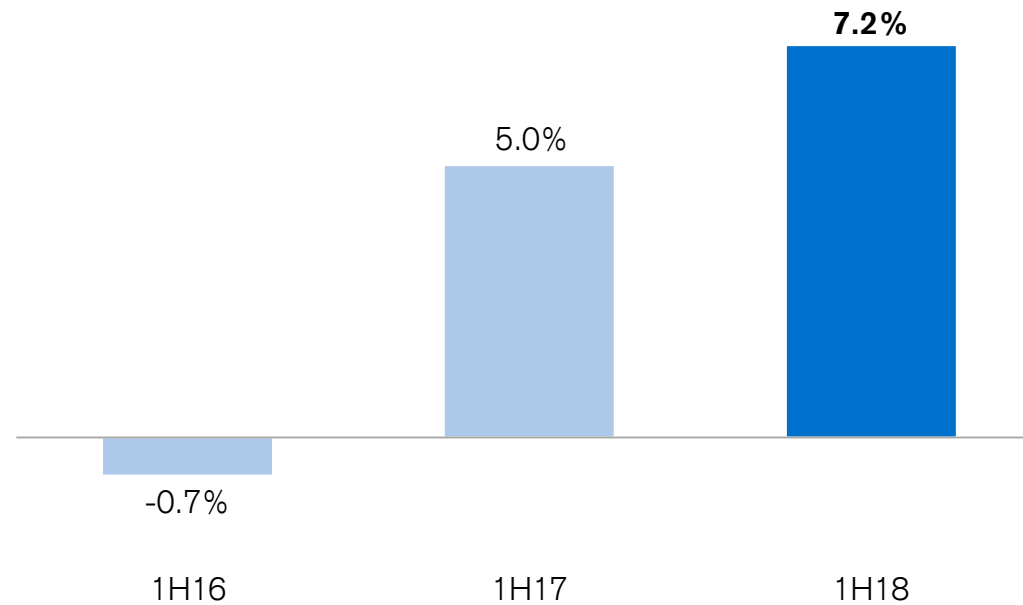
Drag on Group RoRC<sup>†</sup> to reduce further by 2019<sup>2</sup>

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

1 Thereof WM&C 31% and Markets 6% 2 SRU program will be economically completed by end-2018; residual operations and assets to be absorbed into the rest of the Group from 2019 onwards

# Significant improvement in Return on Tangible Equity over 24 months...

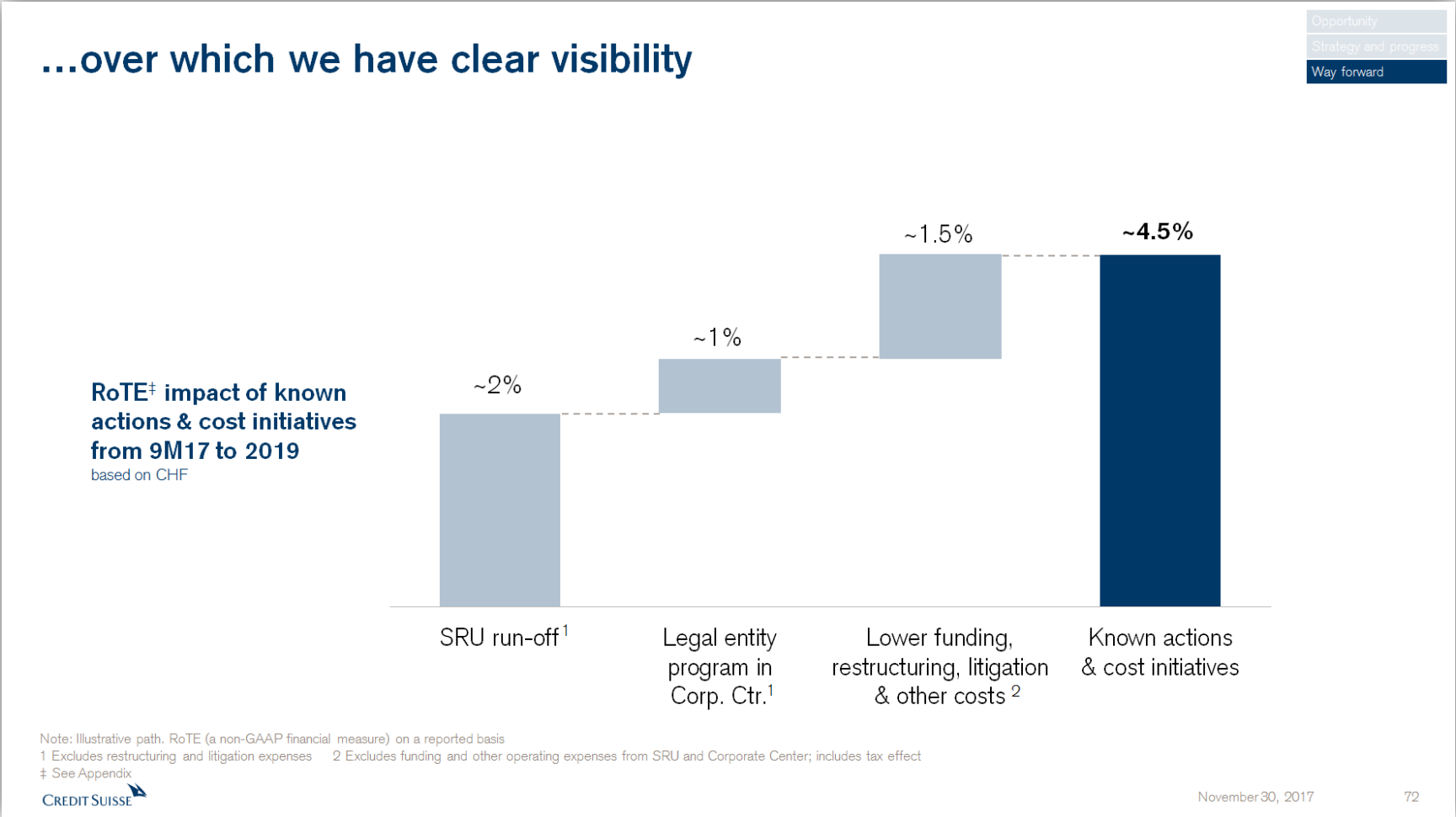
Group reported  
Return on Tangible Equity<sup>‡</sup>



<sup>‡</sup> See Appendix

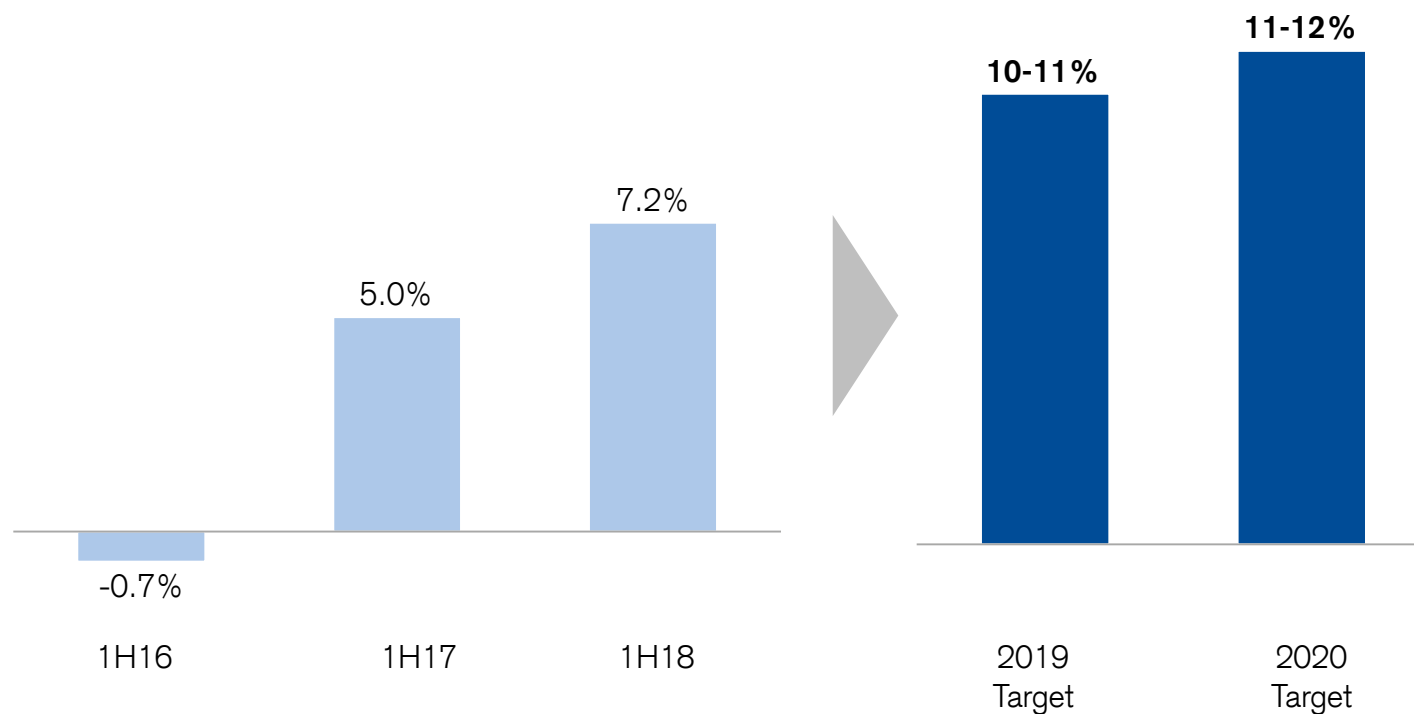
# ...with a number of known actions identified to drive further value...

As per 2017 Investor Day



# ...allowing us to increase our Return on Tangible Equity in 2019 and 2020

Group reported  
Return on Tangible Equity<sup>‡</sup>



<sup>‡</sup> See Appendix

# Summary

- **Accelerating profitable growth in Wealth Management**
- **Driving positive operating leverage with higher revenues and lower costs leading to significant growth in pre-tax income**
- **Restructuring: already achieved end-2018 SRU RWA and leverage exposure target levels**
- **Accreting capital and growing shareholder returns**

# Detailed Financials



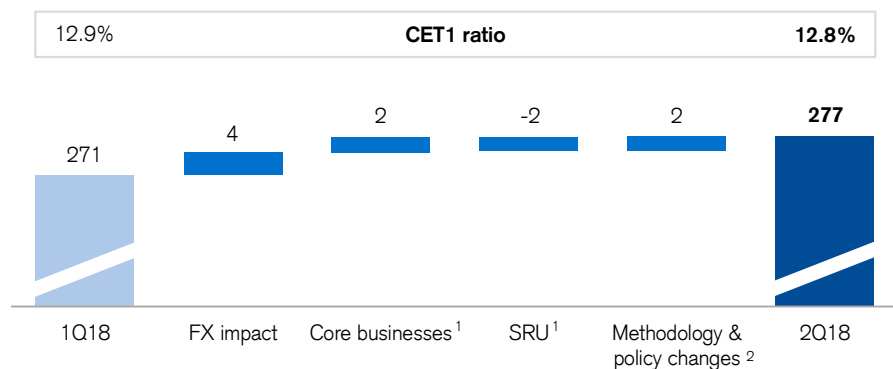
# Results Overview

<b>Credit Suisse Group results</b>	<b>2Q18</b>	1Q18	2Q17	<b>1H18</b>	1H17	vs. 1H17
Net revenues	5,595	5,636	5,205	11,231	10,739	5%
Provision for credit losses	73	48	82	121	135	
Total operating expenses	4,470	4,534	4,541	9,004	9,352	-4%
<b>Pre-tax income</b>	<b>1,052</b>	<b>1,054</b>	<b>582</b>	<b>2,106</b>	<b>1,252</b>	<b>68%</b>
Real estate gains	-	-1	-	-1	-	
Gains (-)/losses on business sales	-	-73	-	-73	-15	
Restructuring expenses	-175	-144	-69	-319	-206	
Major litigation provisions	-55	-85	-33	-140	-130	
Expenses related to business sales	-1	-	-	-1	-	
<b>Adjusted</b>						
<b>Net revenues</b>	<b>5,595</b>	<b>5,562</b>	<b>5,205</b>	<b>11,157</b>	<b>10,724</b>	<b>4%</b>
<b>Provision for credit losses</b>	<b>73</b>	<b>48</b>	<b>82</b>	<b>121</b>	<b>135</b>	
<b>Total operating expenses</b>	<b>4,239</b>	<b>4,305</b>	<b>4,439</b>	<b>8,544</b>	<b>9,016</b>	<b>-5%</b>
<b>Pre-tax income</b>	<b>1,283</b>	<b>1,209</b>	<b>684</b>	<b>2,492</b>	<b>1,573</b>	<b>58%</b>
Net income attributable to shareholders	647	694	303	1,341	899	49%
Diluted earnings per share in CHF	0.25	0.26	0.13	0.51	0.39	31%
Return on tangible equity <sup>‡</sup>	6.9%	7.6%	3.4%	7.2%	5.0%	

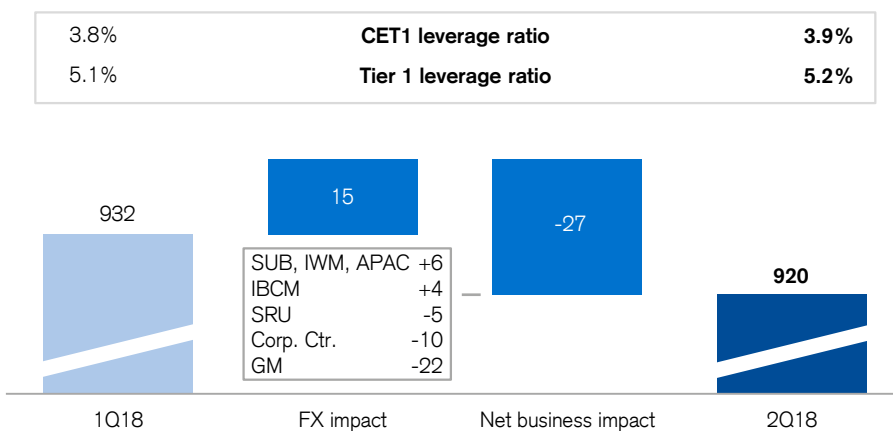
Note: All values shown are in CHF mn unless otherwise specified. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix ‡ See Appendix

# CET1 ratio at 12.8% and Tier 1 leverage ratio increased to 5.2%

## Basel III RWA in CHF bn



## Leverage exposure in CHF bn



## Key messages

- CET1 ratio of 12.8% above our 2018 target level of > 12.5%
- CET1 leverage ratio increased to 3.9% from 3.8% in 1Q18, in excess of the Swiss 2020 requirement of 3.5%
- Year-end 2018 SRU capital target levels exceeded by the end of 1H18

## Risk-weighted assets

- RWA increase during the quarter driven by FX impact, external methodology changes and growth in our businesses
- Continued reduction of RWA by CHF 2 bn in the SRU to USD 10 bn excl. operational risk; exceeded year-end target level of USD 11 bn in RWA excl. operational risk by the end of 1H18

## Leverage exposure

- Leverage exposure lower by CHF 12 bn compared to prior quarter; reduction of CHF 27 bn from lower business usage, primarily in GM, partly offset by FX
- SRU leverage exposure reduced to USD 39 bn, below year-end target level of USD 40 bn
- Expect to call CHF 6.3 bn of CoCo's in 3Q18; even with partial offset from July's USD 2 bn AT1 issuance, expect Tier 1 leverage ratio to decrease in 3Q18; intend to meet our target of > 5% Tier 1 leverage ratio by end-2018

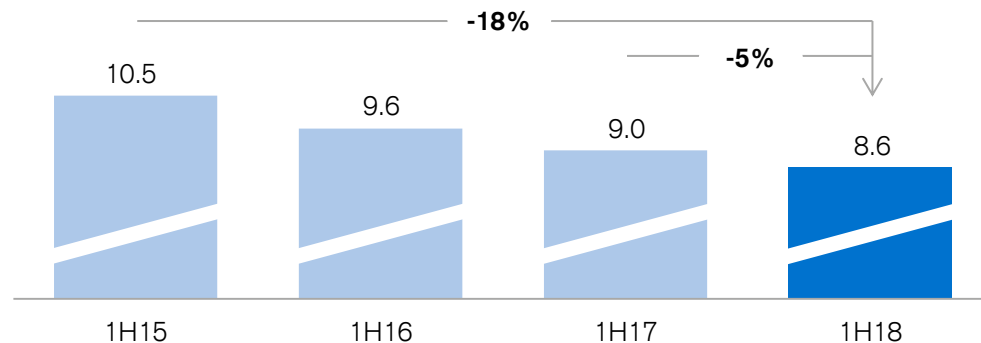
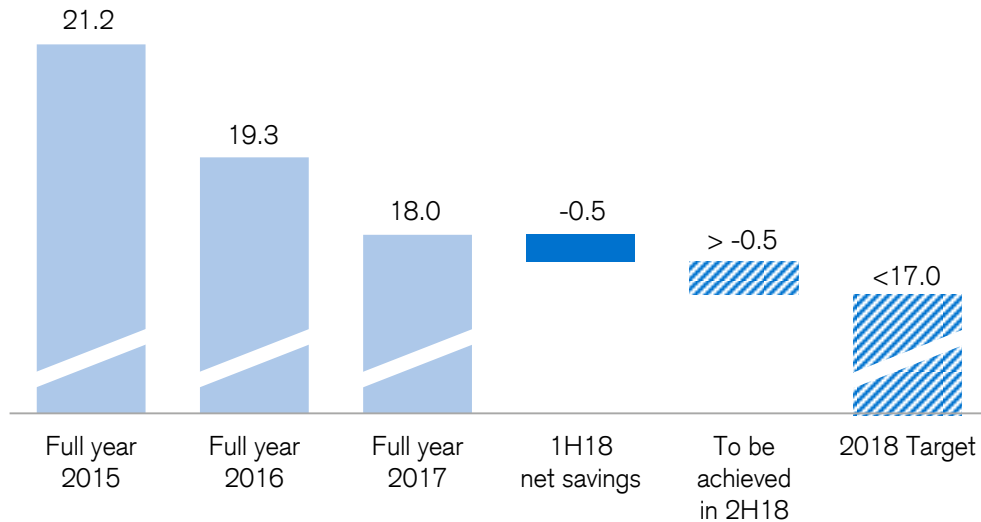
<sup>1</sup> Includes model and parameter updates; core businesses include Corporate Center <sup>2</sup> Represents externally prescribed regulatory changes impacting how exposures are treated



# Continued cost savings of CHF 0.5 bn in 1H18; on track to achieve targeted cost base of <CHF 17.0 by end-2018

## Adjusted operating cost base at constant FX rates\*

in CHF bn



- CHF 0.5 bn or 5% cost reduction vs. 1H17; 2Q18 with incremental net savings of CHF 0.2 bn
- Efficiency gains and cost savings across expense types and divisions as well as from the continued wind-down of the SRU
- 18% cost reduction since inception of the cost reduction program in late 2015<sup>1</sup>; target 20% reduction over the lifetime of the program by end-2018
- On track to achieve our end-2018 target of net savings of > CHF 4.2 bn since the end of 2015 and an adjusted operating cost base of < CHF 17.0 bn for the year

Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix \* Adjusted operating cost base at constant 2015 FX rates; see Appendix 1 Measures 1H18 vs. 1H15

# Swiss Universal Bank

## Strong operating leverage delivers continued profit momentum

### Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net revenues	1,419	1,394	1,405	1%
o/w Private Clients	757	743	733	3%
o/w Corp. & Inst. Clients	662	651	672	-1%
Provision for credit losses	35	34	36	
Total operating expenses	804	806	865	-7%
<b>Pre-tax income</b>	<b>580</b>	<b>554</b>	<b>504</b>	<b>15%</b>
o/w Private Clients	285	268	222	28%
o/w Corp. & Inst. Clients	295	286	282	5%
<b>Cost/income ratio</b>	<b>57%</b>	<b>58%</b>	<b>62%</b>	
<b>Return on regulatory capital<sup>†</sup></b>	<b>19%</b>	<b>18%</b>	<b>16%</b>	

### Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17
Adj. net margin in bps	55	52	44	11
Net new assets	0.5	2.7	1.7	
Mandates penetration	32%	32%	31%	
Net loans	167	167	165	1%
Risk-weighted assets	73	71	64	13%
Leverage exposure	252	247	260	-3%

### Key messages

- 2Q18 pre-tax income up 15%; 10<sup>th</sup> consecutive quarter with YoY PTI growth, resulting in an RoRC<sup>†</sup> of 19%
- Revenues up 1% with increases across net interest income and recurring revenues
- Continued cost momentum with operating expenses down 21% since 4Q15, resulting in a cost/income ratio of 57% for 2Q18
- Named 'Best Bank in Switzerland 2018' by Euromoney

### Private Clients

- Revenues up 3%, supported by continued momentum of our UHNW and Bank for Entrepreneurs franchises
- Continued positive development in mandates, structured products and FX transactions reflecting client needs in current market environment
- NNA of CHF 0.5 bn, taking the 1H18 annualized growth rate to 3%; net margin of 55 bps at highest quarterly level to date

### Corporate & Institutional Clients

- Robust profit growth reflecting stable revenues and decreased operating expenses
- Strong FX transactions and institutional mandates; 2Q17 included a gain from the sale of an investment
- Named 'Best Investment Bank in Switzerland 2018' by Euromoney

Note: All financial numbers presented and discussed are adjusted, unless otherwise stated. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix. All percentage changes and comparative descriptions refer to year on year measurements unless otherwise indicated † See Appendix

# International Wealth Management

1H18 PTI of CHF 935 mn up 33%; strong NNA of CHF 27.7 bn

## Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net revenues	1,344	1,367	1,264	6%
o/w Private Banking	992	1,006	927	7%
o/w Asset Management	352	361	337	4%
Provision for credit losses	5	-1	8	
Total operating expenses	878	894	878	0%
<b>Pre-tax income</b>	<b>461</b>	<b>474</b>	<b>378</b>	<b>22%</b>
o/w Private Banking	372	382	307	21%
o/w Asset Management	89	92	71	25%
<b>Cost/income ratio</b>	<b>65%</b>	<b>65%</b>	<b>69%</b>	
<b>Return on regulatory capital†</b>	<b>34%</b>	<b>35%</b>	<b>29%</b>	

## Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17	
PB	Adj. net margin in bps	40	42	36	4
	Net new assets	5.2	5.5	4.6	
	Number of RM	1,120	1,130	1,120	0%
	Net loans	52	51	46	13%
Net new assets AM	8.0	9.0	2.8		
Risk-weighted assets	39	38	37	6%	
Leverage exposure	99	94	93	6%	

## Key messages

- Delivering positive operating leverage in PB and AM confirming sustainability of strong 1Q18 results
- On track to achieve 2018 PTI target of CHF 1.8 bn
- Cost/income ratio of 65% and RoRC<sup>†</sup> of 34% with continued capital discipline

## Private Banking

- 2Q18 PTI up 21% driven by 7% higher revenues with increases across all major revenue categories
- Stable expenses as we continue to self-fund growth investments; strong net margin of 40 bps and cost/income ratio of 62%
- Mandate penetration increased to 33% with CHF 5.3 bn net mandate sales reflecting successful House View implementation
- NNA of CHF 5.2 bn at an annualized growth rate of 6%, with emerging markets and Europe achieving equally strong growth rates

## Asset Management

- 2Q18 PTI up 25% with continued growth in management fees (up 10%) at resilient recurring margins at 32 bps
- NNA of CHF 8.0 bn, primarily driven by traditional and alternative investments

Note: All financial numbers presented and discussed are adjusted, unless otherwise stated. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix. All percentage changes and comparative descriptions refer to year on year measurements unless otherwise indicated † See Appendix

# Asia Pacific

## Continued strong performance and asset accumulation

### Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net revenues <sup>1</sup>	914	991	848	8%
o/w WM&C	564	663	559	1%
o/w Markets	350	328	289	21%
Provision for credit losses	7	10	-1	
Total operating expenses <sup>1</sup>	641	693	650	-1%
<b>Pre-tax income</b>	<b>266</b>	<b>288</b>	<b>199</b>	<b>34%</b>
o/w WM&C	208	256	198	5%
o/w Markets	58	32	1	n/m
<b>Cost/income ratio</b>	<b>70%</b>	<b>70%</b>	<b>77%</b>	
<b>Return on regulatory capital<sup>†</sup></b>	<b>18%</b>	<b>21%</b>	<b>15%</b>	

### Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17	
PB <sup>2</sup>	Adj. net margin in bps	30	35	34	-4
	Net new assets	3.4	6.2	4.5	
	Number of RM	610	600	610	0%
	Assets under management	206	199	178	16%
	Net loans	44	45	42	7%
	Risk-weighted assets	34	34	32	4%
	Leverage exposure	118	116	102	16%

Note: All financial numbers presented and discussed are adjusted, unless otherwise stated. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix. All percentage changes and comparative descriptions refer to year on year measurements unless otherwise indicated † See Appendix 1 In 1Q18, the US-GAAP standard ASU 2014-09 "Revenue from Contracts with Customers" became effective. As a result, both APAC net revenues and operating expenses decreased vs. prior year by CHF 7 mn and CHF 6 mn in 1Q18 and 2Q18, respectively 2 APAC PB within WM&C 3 All numbers quoted under key messages for Markets are based on USD

### Key messages

- Pre-tax income of CHF 266 mn, up 34%; continued profit growth in WM&C and substantially improved Markets performance
- Record AuM of CHF 206 bn and NNA of CHF 3.4 bn; 1H18 NNA annualized growth rate of 10%

### Wealth Management & Connected (WM&C)

- Continued growth in WM&C with PTI of CHF 208 mn vs. CHF 198 mn in 2Q17
  - Strong performance in M&A and ECM and improved collaboration revenues with PB
  - Some slowdown in transactional and financing activity reflecting weaker conditions
- Continued cost discipline with 3% lower costs

### Markets<sup>3</sup>

- Significant improvement in both Equities and Fixed Income revenues following the restructuring measures implemented in 2017
  - Equities up 20%, led by Prime Services
  - 16% increase in Fixed Income revenues driven by higher client activity in structured products and emerging markets rates
- Continued capital and cost discipline

# Investment Banking & Capital Markets

## Strong performance reflects increased M&A closings

### Adjusted key financials

in USD mn	2Q18	1Q18	2Q17	Δ 2Q17
Net revenues <sup>1</sup>	650	559	527	23%
Provision for credit losses	15	1	14	
Total operating expenses <sup>1</sup>	494	464	421	17%
<b>Pre-tax income</b>	<b>141</b>	<b>94</b>	<b>92</b>	<b>53%</b>
<b>Cost/income ratio</b>	<b>76%</b>	<b>83%</b>	<b>80%</b>	
<b>Return on regulatory capital<sup>†</sup></b>	<b>18%</b>	<b>12%</b>	<b>14%</b>	

### Key metrics

in USD bn	2Q18	1Q18	2Q17	Δ 2Q17
Risk-weighted assets	23	22	19	17%
Leverage exposure	44	41	45	-3%

### Global advisory and underwriting revenues<sup>2</sup>

in USD mn	2Q18	1Q18	2Q17	Δ 2Q17
Global advisory and underwriting revenues <sup>1</sup>	1,156	1,106	1,016	14%

### Key messages

- 2Q18 results reflect continued execution of our strategy:
  - Significant improvement in advisory driven by substantial M&A closings in the quarter
  - Top 5 ranks in global ECM and Leveraged Finance<sup>3</sup>
  - Continued momentum driving share gains in EMEA<sup>3</sup>
- Revenues of USD 650 mn<sup>1</sup> up 23%, significantly outperforming the Street<sup>4</sup>
- Reduced cost/income ratio to 76% from 80% in 2Q17, notwithstanding higher variable and fixed compensation expenses in line with the improvement in business performance as well as USD 21 mn of US-GAAP changes
- RoRC<sup>†</sup> of 18% within the targeted range of 15-20%
- Increased RWA of USD 23 bn vs. USD 22 bn in 1Q18 primarily reflects growth in underwriting commitments and the corporate lending portfolio; YoY increase reflects the 1Q18 re-allocation of operational risk RWA
- Global advisory and underwriting revenues for 2Q18 up 14%

Note: All financial numbers presented and discussed are adjusted, unless otherwise stated. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix. All percentage changes and comparative descriptions refer to year on year measurements unless otherwise indicated † See Appendix 1 In 1Q18, the US-GAAP standard ASU 2014-09 "Revenue from Contracts with Customers" became effective. As a result, both IBCM net revenues and operating expenses increased vs. prior year by USD 16 mn and USD 21 mn in 1Q18 and 2Q18, respectively 2 Gross global revenues from advisory, debt and equity underwriting generated across all divisions before cross-divisional revenue sharing agreements 3 Source: Dealogic for the period ending June 30, 2018 (Global) 4 Source: Dealogic for the period ending June 30, 2018 (Americas and EMEA only)

# Global Markets

## Results reflect disciplined capital management and continued momentum in ITS

### Adjusted key financials

in USD mn	2Q18	1Q18	2Q17	Δ 2Q17
Equities <sup>1</sup>	571	588	557	3%
Fixed Income <sup>1</sup>	986	1,152	1,049	-6%
Other	-116	-98	-46	
Net revenues <sup>2</sup>	1,441	1,642	1,560	-8%
Provision for credit losses	13	4	12	
Total operating expenses <sup>2</sup>	1,222	1,281	1,248	-2%
<b>Pre-tax income/(loss)</b>	<b>206</b>	<b>357</b>	<b>300</b>	<b>-31%</b>
<b>Cost/income ratio</b>	<b>85%</b>	<b>78%</b>	<b>80%</b>	
<b>Return on regulatory capital<sup>†</sup></b>	<b>6%</b>	<b>10%</b>	<b>8%</b>	

### Key metrics

in USD bn	2Q18	1Q18	2Q17	Δ 2Q17
Risk-weighted assets	59	61	54	11%
Leverage exposure	268	296	289	-7%

### Key messages

- 2Q18 PTI of USD 206 mn amid slowdown in client activity in credit franchise compared to a strong 2Q17; solid 1H18 RoRC<sup>†</sup> of 8%
- Continued momentum in ITS with pivot towards wealth management growth
- Higher Equities revenues, up 3%, with significant increase in equity derivatives reflecting benefits of business investments and increased collaboration in ITS
- Fixed Income revenues decreased 6%; higher results in leveraged finance trading and in structured credit and financing offset by lower securitized products vs. a strong 2Q17
- Expenses declined both YoY and QoQ driven by continued progress on efficiency initiatives
- Continued discipline in capital management with QoQ decline in RWA and leverage exposure

Note: All financial numbers presented and discussed are adjusted, unless otherwise stated. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix. All percentage changes and comparative descriptions refer to year on year measurements unless otherwise indicated † See Appendix

1 Includes sales and trading and underwriting 2 In 1Q18, the US-GAAP standard ASU 2014-09 "Revenue from Contracts with Customers" became effective. As a result, both Global Markets net revenues and operating expenses increased vs. prior year by USD 8 mn and USD 7 mn in 1Q18 and 2Q18, respectively

# Strategic Resolution Unit

## End-2018 capital targets achieved in 2Q18

### Key financials

in USD mn		2Q18	1Q18	2Q17	Δ 2Q17
Adjusted	Net revenues	-178	-216	-280	-36%
	Provision for credit losses	-1	0	14	
	Total operating expenses	155	166	252	-38%
	<b>Pre-tax loss</b>	<b>-332</b>	<b>-382</b>	<b>-546</b>	
Real estate gains		-	-1	-	
Restructuring expenses		12	12	12	
Major litigation provisions		26	41	20	
Expenses related to business sales		1	-	-	
<b>Pre-tax loss reported</b>		<b>-371</b>	<b>-434</b>	<b>-578</b>	

### Key metrics

	2Q18	1Q18	2Q17	Δ 2Q17
Risk-weighted assets <small>in CHF bn</small>	20	22	38	-46%
RWA excl. operational risk <small>in USD bn</small>	10	12	19	-49%
Leverage exposure <small>in USD bn</small>	39	45	75	-48%

### Key messages

- RWA excl. operational risk of USD 10 bn compares to year-end target level of USD 11 bn
- Leverage exposure of USD 39 bn compares to year-end target level of USD 40 bn
- 1H18 adjusted pre-tax loss of USD 714 mn, on track for full-year target of ~USD 1.4 bn
- Adjusted pre-tax loss reduced by USD 214 mn vs. 2Q17, primarily due to lower overall funding costs and a reduction in costs related to the settlements with US authorities regarding US cross-border matters
  - 2Q18 revenues included a USD 72 mn loss relating to the settlement of legacy claims with Lehman Brothers Holding Inc. and certain of its subsidiaries
- Leverage exposure and RWA excl. operational risk lower vs. 1Q18 by USD 6 bn and USD 2 bn, respectively
  - Derivatives exposure reduced by more than 20% through unwinds, clearing and compression, and portfolio hedging
  - Continued progress in reducing loan and financing exposure, notably through the sale of emerging markets loans

Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix. All percentage changes and comparative descriptions refer to year on year measurements unless otherwise indicated

# Summary

- **Accelerating profitable growth in Wealth Management**
- **Driving positive operating leverage with higher revenues and lower costs leading to significant growth in pre-tax income**
- **Restructuring: already achieved end-2018 SRU RWA and leverage exposure target levels**
- **Accreting capital and growing shareholder returns**



# Appendix



# Overview of Credit Suisse 2Q18 results

Pre-tax income	Reported					Adjusted				
	2Q18	1Q18	2Q17	1H18	1H17	2Q18	1Q18	2Q17	1H18	1H17
in CHF mn unless otherwise specified										
<b>SUB</b>	553	563	502	1,116	906	580	554	504	1,134	987
<b>IWM</b>	433	484	365	917	656	461	474	378	935	705
<b>APAC</b>	217	234	188	451	335	266	288	199	554	365
<b>IBCM</b> in USD mn	110	62	82	172	231	141	94	92	235	243
<b>Global Markets</b> in USD mn	149	313	267	462	585	206	357	300	563	638
<b>Total Core</b>	<b>1,420</b>	<b>1,463</b>	<b>1,145</b>	<b>2,883</b>	<b>2,354</b>	<b>1,611</b>	<b>1,571</b>	<b>1,215</b>	<b>3,182</b>	<b>2,604</b>
<b>SRU</b> in USD mn	-371	-434	-578	-805	-1,118	-332	-382	-546	-714	-1,048
<b>Group</b>	<b>1,052</b>	<b>1,054</b>	<b>582</b>	<b>2,106</b>	<b>1,252</b>	<b>1,283</b>	<b>1,209</b>	<b>684</b>	<b>2,492</b>	<b>1,573</b>
RWA in CHF bn	277	271	259							
CET1 ratio	12.8%	12.9%	13.3%							
Leverage exposure in CHF bn	920	932	906							
Tier 1 leverage ratio	5.2%	5.1%	5.2%							

# IBCM with continued momentum in executing marquee global M&A transactions in 1H18

## Selected announced global M&A transactions in 1H18

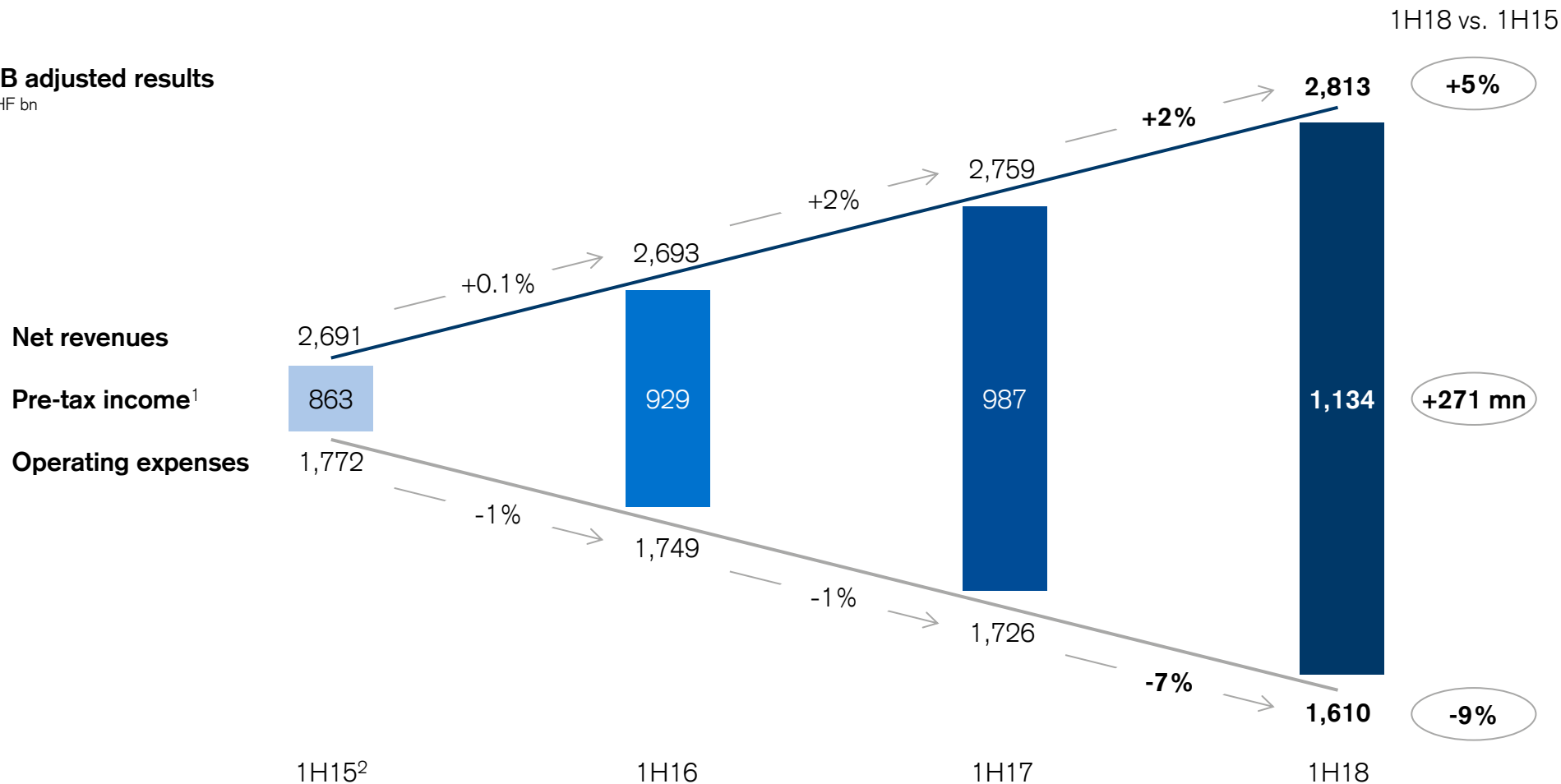
Deal value and Credit Suisse role

	Merger with Keurig Green Mountain	<b>USD 23 bn</b>	Financial Advisor to Dr Pepper Snapple
	Acquisition of SCANA Corp	<b>USD 15 bn</b>	Exclusive Financial Advisor to Dominion
	Sale to Conagra Brands	<b>USD 11 bn</b>	Financial Advisor to Pinnacle Foods
	Combination of Sainsbury's and Asda (Walmart UK)	<b>USD 10 bn</b>	Financial Advisor to Walmart
	Acquisition of Impact Biomedicines Inc.	<b>USD 7 bn</b>	Exclusive Financial Advisor to Celgene
	Sale to Informa PLC	<b>USD 6 bn</b>	Financial Advisor and Corporate Broker to UBM
	Acquisition of Westinghouse Electric Co.	<b>USD 5 bn</b>	Financial Advisor to Brookfield
	Sale to KKR	<b>Not disclosed</b>	Financial Advisor to BMC and Joint Lead Arranger on financing

# Positive operating leverage in SUB

## SUB adjusted results

in CHF bn



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

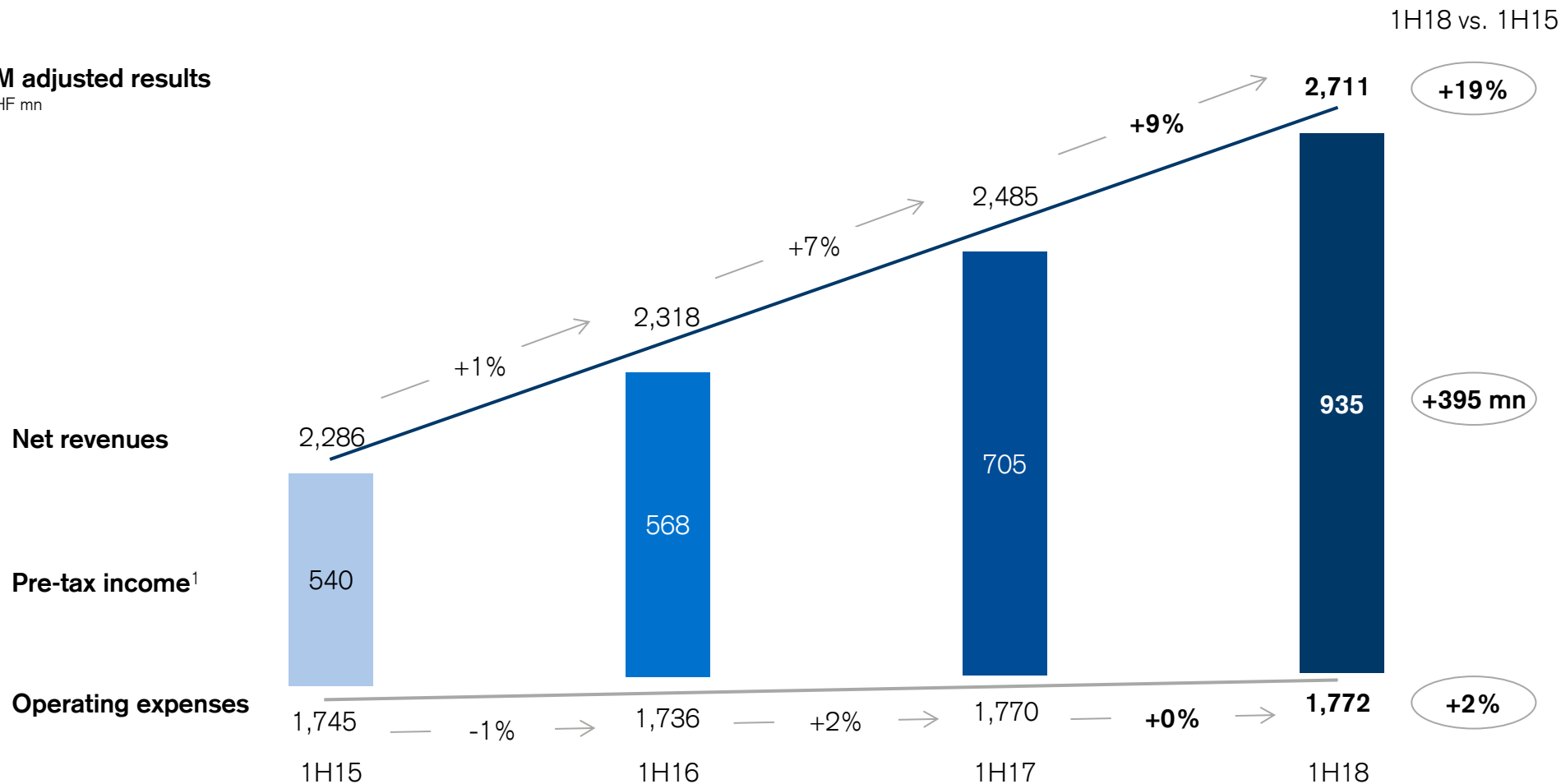
1 Includes provision for credit losses of CHF 56 mn in 1H15, CHF 15 mn in 1H16, CHF 46 mn in 1H17 and CHF 69 mn in 1H18

2 Excludes Swisscard net revenues of CHF 148 mn, total operating expenses of CHF 123 mn and pre-tax income of CHF 25 mn

# Positive operating leverage in IWM

## IWM adjusted results

in CHF mn



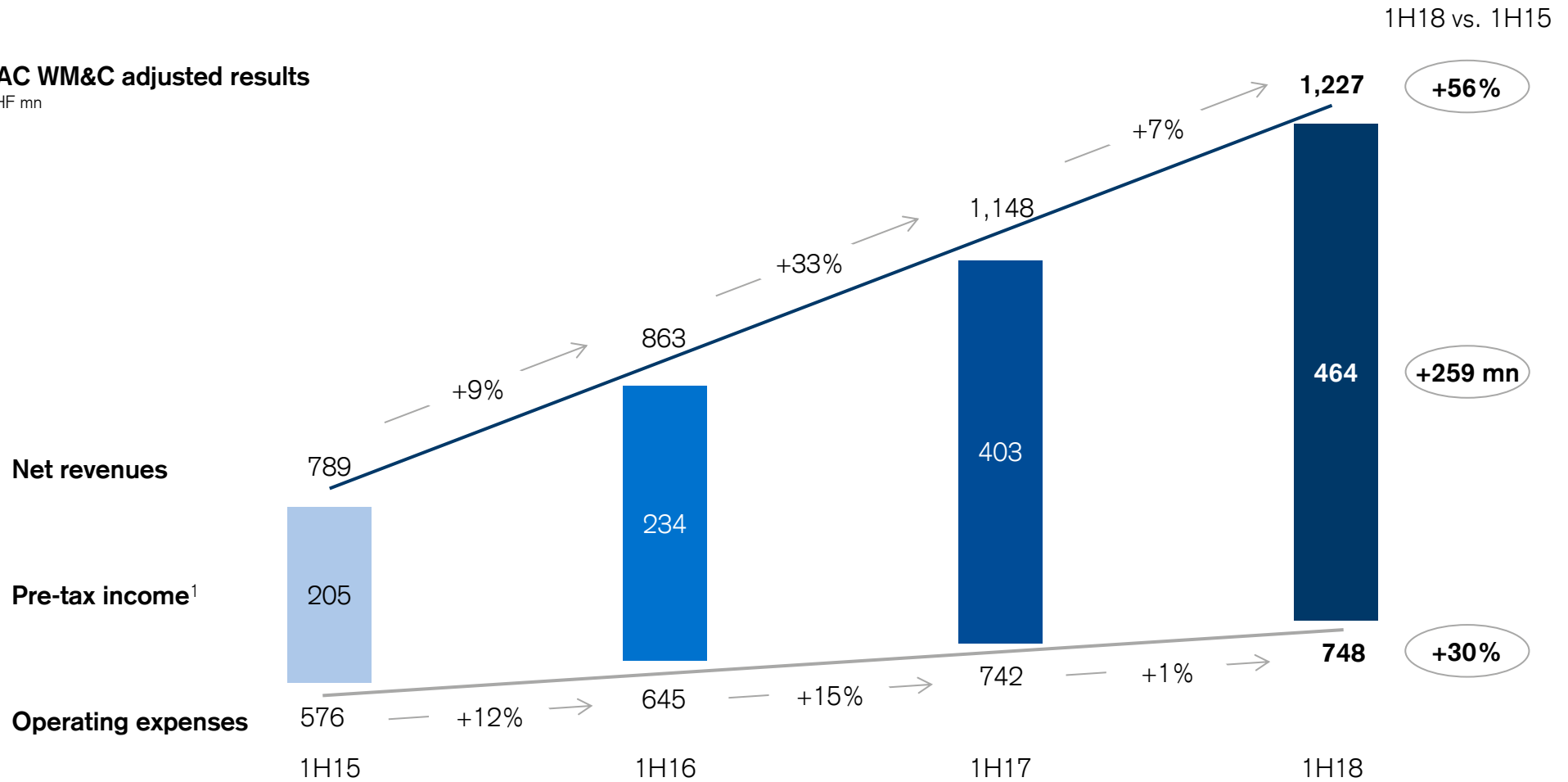
Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

<sup>1</sup> Includes provision for credit losses of CHF 1 mn in 1H15, CHF 14 mn in 1H16, CHF 10 mn in 1H17 and CHF 4 mn in 1H18

# Positive operating leverage in APAC WM&C

## APAC WM&C adjusted results

in CHF mn



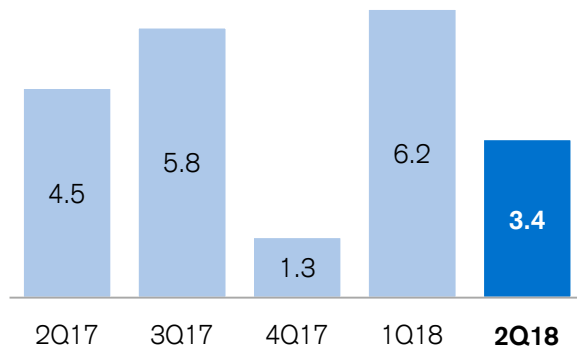
Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

<sup>1</sup> Includes provision for credit losses of CHF 8 mn in 1H15, CHF -16 mn in 1H16, CHF 3 mn in 1H17 and CHF 15 mn in 1H18

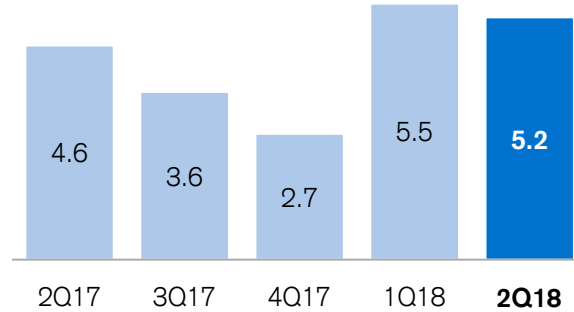
# Wealth Management businesses

## NNA generation

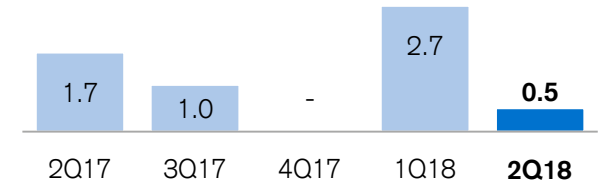
APAC PB<sup>1</sup> NNA in CHF bn



IWM PB NNA in CHF bn



SUB PC NNA in CHF bn



Regularization outflows included in NNA in CHF bn

-0.1   -   -0.1   -   -

Regularization outflows included in NNA in CHF bn

-0.4   -0.4   -0.5   -0.1   -

Regularization outflows included in NNA in CHF bn

-   -   -0.1   -0.1   -0.1

NNA growth (annualized)

10%   13%   3%   13%   **7%**

NNA growth (annualized)

6%   4%   3%   6%   **6%**

NNA growth (annualized)

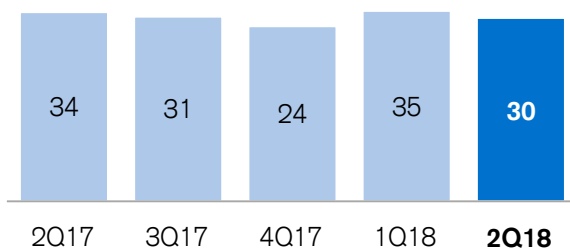
3%   2%   -%   5%   **1%**

<sup>1</sup> APAC PB within WM&C

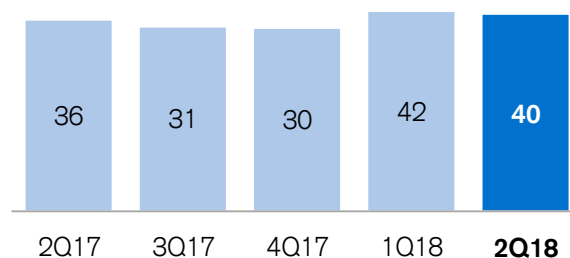
# Wealth Management businesses

## Net and gross margins

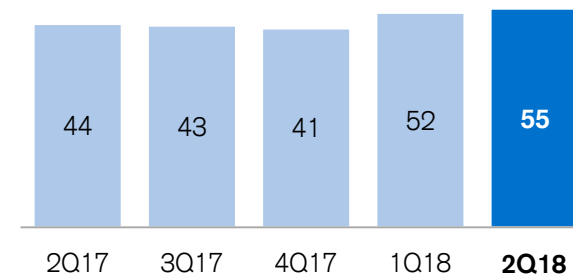
**APAC PB<sup>1</sup>** Adj. net margin in bps



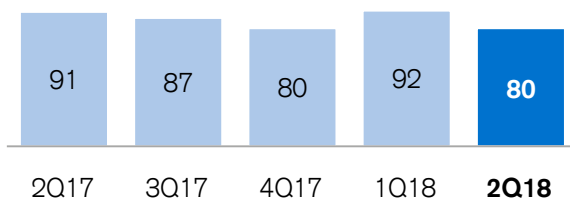
**IWM PB** Adj. net margin in bps



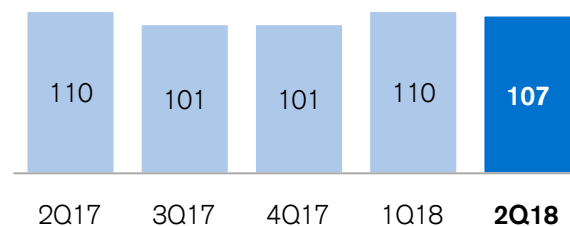
**SUB PC** Adj. net margin in bps



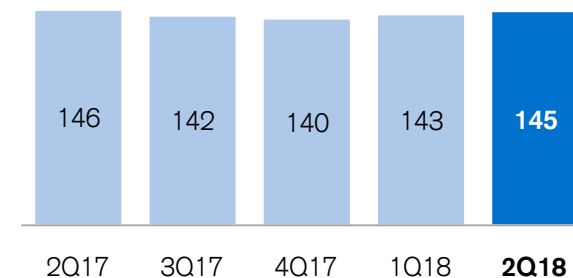
Adj. gross margin in bps



Adj. gross margin in bps



Adj. gross margin in bps



Adj. net revenues in CHF mn

2017	405	400	391	455	<b>412</b>	2017	927	870	923	1,006	<b>992</b>	2017	733	727	726	743	<b>757</b>
------	-----	-----	-----	-----	------------	------	-----	-----	-----	-------	------------	------	-----	-----	-----	-----	------------

Adj. pre-tax income in CHF mn

2017	151	141	116	171	<b>153</b>	2017	307	272	275	382	<b>372</b>	2017	222	217	213	268	<b>285</b>
------	-----	-----	-----	-----	------------	------	-----	-----	-----	-----	------------	------	-----	-----	-----	-----	------------

Average AuM in CHF bn

2017	178	184	196	198	<b>205</b>	2017	337	346	365	366	<b>372</b>	2017	201	204	208	208	<b>208</b>
------	-----	-----	-----	-----	------------	------	-----	-----	-----	-----	------------	------	-----	-----	-----	-----	------------

Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in this presentation. For details on calculations see under 'Notes' at the end of this Appendix  
<sup>1</sup> APAC PB within WM&C



# Swiss Universal Bank

## Private Clients and Corporate & Institutional Clients

### Private Clients Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net interest income	430	428	408	5%
Recurring commissions & fees	211	206	202	4%
Transaction-based	116	109	123	-6%
Other revenues	0	0	0	
Net revenues	757	743	733	3%
Provision for credit losses	11	10	11	
Total operating expenses	461	465	500	-8%
<b>Pre-tax income</b>	<b>285</b>	<b>268</b>	<b>222</b>	<b>28%</b>
<b>Cost/income ratio</b>	<b>61%</b>	<b>63%</b>	<b>68%</b>	

### Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17
Adj. net margin in bps	55	52	44	11
Net new assets	0.5	2.7	1.7	
Mandates penetration	32%	32%	31%	
Assets under management	208	207	202	3%
Number of RM	1,290	1,310	1,310	-2%

### Corporate & Institutional Clients Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net interest income	309	303	309	0%
Recurring commissions & fees	175	174	161	9%
Transaction-based	189	190	207	-9%
Other revenues	-11	-16	-5	
Net revenues	662	651	672	-1%
Provision for credit losses	24	24	25	
Total operating expenses	343	341	365	-6%
<b>Pre-tax income</b>	<b>295</b>	<b>286</b>	<b>282</b>	<b>5%</b>
<b>Cost/income ratio</b>	<b>52%</b>	<b>52%</b>	<b>54%</b>	

### Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17
Assets under management	356	352	353	1%
Number of RM	530	540	550	-4%

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

# International Wealth Management

## Private Banking and Asset Management

### Private Banking Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net interest income	394	388	360	9%
Recurring commissions & fees	313	307	302	4%
Transaction- and perf.-based	285	311	265	8%
Net revenues	992	1,006	927	7%
Provision for credit losses	5	-1	8	
Total operating expenses	615	625	612	0%
<b>Pre-tax income</b>	<b>372</b>	<b>382</b>	<b>307</b>	<b>21%</b>
<b>Cost/income ratio</b>	<b>62%</b>	<b>62%</b>	<b>66%</b>	

### Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17
Adj. net margin in bps	40	42	36	4
Net new assets	5.2	5.5	4.6	
Assets under management	371	370	336	10%
Mandates penetration	33%	31%	30%	
Net loans	52	51	46	13%
Number of RM	1,120	1,130	1,120	0%

### Asset Management Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Management fees	278	267	253	10%
Performance & placement rev.	38	27	35	9%
Investment & partnership inc.	36	67	49	-27%
Net revenues	352	361	337	4%
Total operating expenses	263	269	266	-1%
<b>Pre-tax income</b>	<b>89</b>	<b>92</b>	<b>71</b>	<b>25%</b>
<b>Cost/income ratio</b>	<b>75%</b>	<b>75%</b>	<b>79%</b>	

### Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17
Net new assets	8.0	9.0	2.8	
Assets under management	401	391	366	10%

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

# Asia Pacific

## Wealth Management & Connected and Markets

### Wealth Management & Connected Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Private Banking	412	455	405	2%
Adv., Underwr. and Financing	152	208	154	-1%
Net revenues	564	663	559	1%
Provision for credit losses	6	9	-1	
Total operating expenses	350	398	362	-3%
<b>Pre-tax income</b>	<b>208</b>	<b>256</b>	<b>198</b>	<b>5%</b>
<b>Cost/income ratio</b>	<b>62%</b>	<b>60%</b>	<b>65%</b>	
<b>Return on regulatory capital<sup>†</sup></b>	<b>27%</b>	<b>36%</b>	<b>28%</b>	
Risk-weighted assets in CHF bn	22	21	20	9%
Leverage exposure in CHF bn	60	60	45	31%

### Markets Adjusted key financials

in USD mn	2Q18	1Q18	2Q17	Δ 2Q17
Equity sales & trading	233	258	194	20%
Fixed income sales & trading	121	90	104	16%
Net revenues	354	348	298	19%
Provision for credit losses	0	2	0	
Total operating expenses	294	312	297	-1%
<b>Pre-tax income/(loss)</b>	<b>60</b>	<b>34</b>	<b>1</b>	n/m
<b>Cost/income ratio</b>	<b>83%</b>	<b>90%</b>	<b>100%</b>	
<b>Return on regulatory capital<sup>†</sup></b>	<b>8%</b>	<b>5%</b>	<b>0%</b>	
Risk-weighted assets in USD bn	11	13	12	-9%
Leverage exposure in USD bn	59	59	59	0%

### Private Banking<sup>1</sup> revenue details

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Net interest income	158	159	161	-2%
Recurring commissions & fees	112	111	94	19%
Transaction-based revenues	142	185	149	-5%
Other revenues	0	0	1	
Net revenues	412	455	405	2%

Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in this presentation † See under 'Notes' at the end of this Appendix 1 APAC PB within WM&C

# Corporate Center

## Adjusted key financials

in CHF mn	2Q18	1Q18	2Q17	Δ 2Q17
Treasury results	-5	-109	-91	
Other	29	49	25	
Net revenues	24	-60	-66	n/m
Provision for credit losses	0	0	1	
Compensation and benefits	74	55	112	-34%
G&A expenses	-30	37	56	n/m
Commission expenses	21	19	8	163%
Total other operating expenses	-9	56	64	n/m
Total operating expenses	65	111	176	-63%
<b>Pre-tax loss</b>	<b>-41</b>	<b>-171</b>	<b>-243</b>	

## Key metrics

in CHF bn	2Q18	1Q18	2Q17	Δ 2Q17
Total assets	101	110	63	59%
Risk-weighted assets	30	28	18	67%
Leverage exposure	103	111	60	72%

Note: All financial numbers presented and discussed are adjusted, unless otherwise stated. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in this presentation. 'Other revenues' include required elimination adjustments associated with trading in own shares and treasury commissions charged to divisions

# Currency mix & Group capital metrics

## Credit Suisse Core results<sup>1</sup>

Core results	1H18 in CHF mn	Contribution				
		CHF	USD	EUR	GBP	Other
Net revenues	11,610	23%	51%	11%	3%	12%
Total expenses <sup>2</sup>	8,727	31%	37%	4%	10%	18%

## Swiss Universal Bank

Net revenues	2,850	73%	18%	6%	1%	2%
Total expenses <sup>2</sup>	1,734	81%	12%	3%	2%	2%

## International Wealth Management

Net revenues	2,747	17%	53%	19%	3%	8%
Total expenses <sup>2</sup>	1,830	41%	28%	9%	9%	13%

## Asia Pacific

Net revenues	1,905	3%	45%	2%	2%	48%
Total expenses <sup>2</sup>	1,454	8%	18%	-%	1%	73%

## Global Markets

Net revenues	2,972	3%	72%	14%	5%	6%
Total expenses <sup>2</sup>	2,529	7%	60%	4%	19%	10%

## Investment Bank & Capital Markets

Net revenues	1,172	-%	80%	11%	7%	2%
Total expenses <sup>2</sup>	1,003	4%	72%	5%	15%	4%

1 As reported 2 Total expenses include provisions for credit losses 3 Sensitivity analysis based on weighted average exchange rates of USD/CHF of 0.96 and EUR/CHF of 1.16 for the 1H18 results

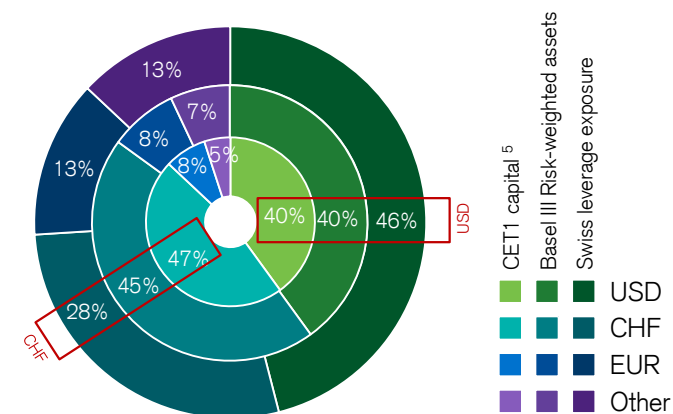
4 Data based on June 2018 month-end currency mix and on a "look-through" basis 5 Reflects actual capital positions in consolidated Group legal entities (net assets) including net asset hedges less applicable Basel III regulatory adjustments (e.g. goodwill)

## Sensitivity analysis on Core results<sup>3</sup>

Applying a +/- 10% movement on the average FX rates for 1H18, the sensitivities are:

- USD/CHF impact on 1H18 pre-tax income by CHF +263 / -263 mn
- EUR/CHF impact on 1H18 pre-tax income by CHF +86 / -86 mn

## Currency mix capital metric<sup>4</sup> "look-through"



A 10% strengthening / weakening of the USD (vs. CHF) would have a **-0.1 bps / +0.1 bps impact** on the "look-through" **BIS CET1 ratio**

Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (1/7)

	Group in CHF mn														1H18	1H17	1H16	1H15
	2Q18	1Q18	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	3Q15	2Q15	1Q15				
<b>Net revenues reported</b>	<b>5,595</b>	<b>5,636</b>	<b>5,189</b>	<b>4,972</b>	<b>5,205</b>	<b>5,534</b>	<b>5,181</b>	<b>5,396</b>	<b>5,108</b>	<b>4,638</b>	<b>4,210</b>	<b>5,985</b>	<b>6,955</b>	<b>6,647</b>	<b>11,231</b>	<b>10,739</b>	<b>9,746</b>	<b>13,602</b>
Fair value on own debt	-	-	-	-	-	-	-	-	-	-	697	-623	-228	-144	-	-	-	-372
Real estate gains	-	-1	-	-	-	-	-78	-346	-	-	-72	-	-23	-	-1	-	-	-23
Gains (-)/losses on business sales	-	-73	28	-	-	-15	2	-	-	56	-34	-	-	-	-73	-15	56	-
<b>Net revenues adjusted</b>	<b>5,595</b>	<b>5,562</b>	<b>5,217</b>	<b>4,972</b>	<b>5,205</b>	<b>5,519</b>	<b>5,105</b>	<b>5,050</b>	<b>5,108</b>	<b>4,694</b>	<b>4,801</b>	<b>5,362</b>	<b>6,704</b>	<b>6,503</b>	<b>11,157</b>	<b>10,724</b>	<b>9,802</b>	<b>13,207</b>
<b>Provision for credit losses</b>	<b>73</b>	<b>48</b>	<b>43</b>	<b>32</b>	<b>82</b>	<b>53</b>	<b>75</b>	<b>55</b>	<b>-28</b>	<b>150</b>	<b>133</b>	<b>110</b>	<b>51</b>	<b>30</b>	<b>121</b>	<b>135</b>	<b>122</b>	<b>81</b>
<b>Total operating expenses reported</b>	<b>4,470</b>	<b>4,534</b>	<b>5,005</b>	<b>4,540</b>	<b>4,541</b>	<b>4,811</b>	<b>7,309</b>	<b>5,119</b>	<b>4,937</b>	<b>4,972</b>	<b>10,518</b>	<b>5,023</b>	<b>5,248</b>	<b>5,106</b>	<b>9,004</b>	<b>9,352</b>	<b>9,909</b>	<b>10,354</b>
Goodwill impairment	-	-	-	-	-	-	-	-	-	-	-3,797	-	-	-	-	-	-	-
Restructuring expenses	-175	-144	-137	-112	-69	-137	-49	-145	-91	-255	-355	-	-	-	-319	-206	-346	-
Major litigation provisions	-55	-85	-255	-108	-33	-97	-2,401	-306	-	-	-563	-204	-63	10	-140	-130	-	-53
Expenses related to business sales	-1	-	-8	-	-	-	-	-	-	-	-	-	-	-	-1	-	-	-
<b>Total operating expenses adjusted</b>	<b>4,239</b>	<b>4,305</b>	<b>4,605</b>	<b>4,320</b>	<b>4,439</b>	<b>4,577</b>	<b>4,859</b>	<b>4,668</b>	<b>4,846</b>	<b>4,717</b>	<b>5,803</b>	<b>4,819</b>	<b>5,185</b>	<b>5,116</b>	<b>8,544</b>	<b>9,016</b>	<b>9,563</b>	<b>10,301</b>
<b>Pre-tax income/loss (-) reported</b>	<b>1,052</b>	<b>1,054</b>	<b>141</b>	<b>400</b>	<b>582</b>	<b>670</b>	<b>-2,203</b>	<b>222</b>	<b>199</b>	<b>-484</b>	<b>-6,441</b>	<b>852</b>	<b>1,656</b>	<b>1,511</b>	<b>2,106</b>	<b>1,252</b>	<b>-285</b>	<b>3,167</b>
Total adjustments	231	155	428	220	102	219	2,374	105	91	311	5,306	-419	-188	-154	386	321	402	-342
<b>Pre-tax income/loss (-) adjusted</b>	<b>1,283</b>	<b>1,209</b>	<b>569</b>	<b>620</b>	<b>684</b>	<b>889</b>	<b>171</b>	<b>327</b>	<b>290</b>	<b>-173</b>	<b>-1,135</b>	<b>433</b>	<b>1,468</b>	<b>1,357</b>	<b>2,492</b>	<b>1,573</b>	<b>117</b>	<b>2,825</b>

	Group in CHF mn						
	1H18	1H17	1H16	1H15	2017	2016	2015
<b>Total operating expenses reported</b>	<b>9,004</b>	<b>9,352</b>	<b>9,909</b>	<b>10,354</b>	<b>18,897</b>	<b>22,337</b>	<b>25,895</b>
Goodwill impairment	-	-	-	-	-	-	-3,797
Restructuring expenses	-319	-206	-346	-	-455	-540	-355
Major litigation provisions	-140	-130	-	-53	-493	-2,707	-820
Expenses related to business sales	-1	-	-	-	-8	-	-
Debit valuation adjustments (DVA)	13	-43	-	-	-83	-	-
Certain accounting changes	-139	-106	-32	-25	-234	-70	-58
<b>Total operating cost base adjusted</b>	<b>8,418</b>	<b>8,867</b>	<b>9,531</b>	<b>10,276</b>	<b>17,624</b>	<b>19,020</b>	<b>20,865</b>
FX adjustment	164	171	102	253	326	291	310
<b>Total operating cost base adjusted at constant FX</b>	<b>8,582</b>	<b>9,038</b>	<b>9,633</b>	<b>10,529</b>	<b>17,950</b>	<b>19,311</b>	<b>21,175</b>

Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (2/7)

	Core in CHF mn						
	2Q18	1Q18	2Q17	1H18	1H17	1H16	1H15 <sup>1</sup>
<b>Net revenues reported</b>	<b>5,771</b>	<b>5,839</b>	<b>5,479</b>	<b>11,610</b>	<b>11,219</b>	<b>10,650</b>	<b>12,729</b>
Fair value on own debt	-	-	-	-	-	-	-372
Real estate gains	-	-	-	-	-	-	-23
Gains (-)/losses on business sales	-	-73	-	-73	23	52	-
<b>Net revenues adjusted</b>	<b>5,771</b>	<b>5,766</b>	<b>5,479</b>	<b>11,537</b>	<b>11,242</b>	<b>10,702</b>	<b>12,334</b>
<b>Provision for credit losses</b>	<b>74</b>	<b>48</b>	<b>69</b>	<b>122</b>	<b>98</b>	<b>44</b>	<b>65</b>
<b>Total operating expenses reported</b>	<b>4,277</b>	<b>4,328</b>	<b>4,265</b>	<b>8,605</b>	<b>8,767</b>	<b>8,879</b>	<b>8,697</b>
Restructuring expenses	-162	-133	-58	-295	-188	-247	-
Major litigation provisions	-29	-48	-12	-77	-39	-	-44
<b>Total operating expenses adjusted</b>	<b>4,086</b>	<b>4,147</b>	<b>4,195</b>	<b>8,233</b>	<b>8,540</b>	<b>8,632</b>	<b>8,923</b>
<b>Pre-tax income reported</b>	<b>1,420</b>	<b>1,463</b>	<b>1,145</b>	<b>2,883</b>	<b>2,354</b>	<b>1,727</b>	<b>3,697</b>
Total adjustments	191	108	70	299	250	299	-351
<b>Pre-tax income adjusted</b>	<b>1,611</b>	<b>1,571</b>	<b>1,215</b>	<b>3,182</b>	<b>2,604</b>	<b>2,026</b>	<b>3,346</b>

	Wealth Management <sup>2</sup> in CHF mn							SUB, IWM, APAC WM&C in CHF mn						
	2Q18	1Q18	2Q17	1H18	1H17	1H16	1H15 <sup>1</sup>	2Q18	1Q18	2Q17	1H18	1H17	1H16	1H15 <sup>1</sup>
<b>Net revenues reported</b>	<b>2,161</b>	<b>2,260</b>	<b>2,065</b>	<b>4,421</b>	<b>4,070</b>	<b>3,776</b>	<b>3,706</b>	<b>3,327</b>	<b>3,497</b>	<b>3,228</b>	<b>6,824</b>	<b>6,392</b>	<b>5,874</b>	<b>5,789</b>
Real estate gains	-	-	-	-	-	-	-23	-	-	-	-	-	-	-23
Gains (-)/losses on business sales	-	-56	-	-56	-	-	-	-	-73	-	-73	-	-	-
<b>Net revenues adjusted</b>	<b>2,161</b>	<b>2,204</b>	<b>2,065</b>	<b>4,365</b>	<b>4,070</b>	<b>3,776</b>	<b>3,683</b>	<b>3,327</b>	<b>3,424</b>	<b>3,228</b>	<b>6,751</b>	<b>6,392</b>	<b>5,874</b>	<b>5,766</b>
<b>Provision for credit losses</b>	<b>22</b>	<b>13</b>	<b>13</b>	<b>35</b>	<b>31</b>	<b>16</b>	<b>21</b>	<b>46</b>	<b>42</b>	<b>43</b>	<b>88</b>	<b>59</b>	<b>13</b>	<b>65</b>
<b>Total operating expenses reported</b>	<b>1,376</b>	<b>1,411</b>	<b>1,384</b>	<b>2,787</b>	<b>2,832</b>	<b>2,739</b>	<b>2,630</b>	<b>2,127</b>	<b>2,203</b>	<b>2,122</b>	<b>4,330</b>	<b>4,374</b>	<b>4,199</b>	<b>4,083</b>
Restructuring expenses	-47	-41	-4	-88	-75	-61	-	-66	-57	-5	-123	-97	-69	-
Major litigation provisions	-	-	-8	-	-8	-	10	-29	-48	-12	-77	-39	-	10
<b>Total operating expenses adjusted</b>	<b>1,329</b>	<b>1,370</b>	<b>1,372</b>	<b>2,699</b>	<b>2,749</b>	<b>2,678</b>	<b>2,640</b>	<b>2,032</b>	<b>2,098</b>	<b>2,105</b>	<b>4,130</b>	<b>4,238</b>	<b>4,130</b>	<b>4,093</b>
<b>Pre-tax income reported</b>	<b>763</b>	<b>836</b>	<b>668</b>	<b>1,599</b>	<b>1,207</b>	<b>1,021</b>	<b>1,055</b>	<b>1,154</b>	<b>1,252</b>	<b>1,063</b>	<b>2,406</b>	<b>1,959</b>	<b>1,662</b>	<b>1,641</b>
Total adjustments	47	-15	12	32	83	61	-33	95	32	17	127	136	69	-33
<b>Pre-tax income adjusted</b>	<b>810</b>	<b>821</b>	<b>680</b>	<b>1,631</b>	<b>1,290</b>	<b>1,082</b>	<b>1,022</b>	<b>1,249</b>	<b>1,284</b>	<b>1,080</b>	<b>2,533</b>	<b>2,095</b>	<b>1,731</b>	<b>1,608</b>

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

<sup>2</sup> Relating to SUB PC, IWM PB and APAC PB within WM&C

Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (3/7)

	SUB in CHF mn																		
	2Q18	1Q18	4Q17	3Q17	2Q17	1Q17	4Q16	3Q16	2Q16	1Q16	4Q15	3Q15	2Q15 <sup>1</sup>	1Q15 <sup>2</sup>	4Q14 <sup>3</sup>	3Q14 <sup>4</sup>	2Q14 <sup>5</sup>	1Q14 <sup>6</sup>	
<b>Net revenues reported</b>	<b>1,419</b>	<b>1,431</b>	<b>1,318</b>	<b>1,319</b>	<b>1,405</b>	<b>1,354</b>	<b>1,399</b>	<b>1,667</b>	<b>1,337</b>	<b>1,356</b>	<b>1,495</b>	<b>1,364</b>	<b>1,387</b>	<b>1,327</b>	<b>1,717</b>	<b>1,301</b>	<b>1,253</b>	<b>1,323</b>	
Real estate gains	-	-	-	-	-	-	-	-20	-346	-	-	-72	-	-23	-	-375	-	-5	-34
Gains (-)/losses on business sales	-	-37	-	-	-	-	-	-	-	-	-23	-	-	-	-24	-	-	-	
<b>Net revenues adjusted</b>	<b>1,419</b>	<b>1,394</b>	<b>1,318</b>	<b>1,319</b>	<b>1,405</b>	<b>1,354</b>	<b>1,379</b>	<b>1,321</b>	<b>1,337</b>	<b>1,356</b>	<b>1,400</b>	<b>1,364</b>	<b>1,364</b>	<b>1,327</b>	<b>1,318</b>	<b>1,301</b>	<b>1,248</b>	<b>1,289</b>	
<b>Provision for credit losses</b>	<b>35</b>	<b>34</b>	<b>15</b>	<b>14</b>	<b>36</b>	<b>10</b>	<b>34</b>	<b>30</b>	<b>9</b>	<b>6</b>	<b>43</b>	<b>39</b>	<b>33</b>	<b>23</b>	<b>29</b>	<b>18</b>	<b>25</b>	<b>17</b>	
<b>Total operating expenses reported</b>	<b>831</b>	<b>834</b>	<b>870</b>	<b>879</b>	<b>867</b>	<b>940</b>	<b>983</b>	<b>879</b>	<b>875</b>	<b>918</b>	<b>1,088</b>	<b>925</b>	<b>899</b>	<b>873</b>	<b>951</b>	<b>859</b>	<b>888</b>	<b>857</b>	
Restructuring expenses	-27	-28	2	-13	4	-52	3	-19	-4	-40	-42	-	-	-	-	-	-	-	
Major litigation provisions	-	-	-7	-9	-6	-27	-19	-	-	-	-25	-	-	-	-	-	-	-	
<b>Total operating expenses adjusted</b>	<b>804</b>	<b>806</b>	<b>865</b>	<b>857</b>	<b>865</b>	<b>861</b>	<b>967</b>	<b>860</b>	<b>871</b>	<b>878</b>	<b>1,021</b>	<b>925</b>	<b>899</b>	<b>873</b>	<b>951</b>	<b>859</b>	<b>888</b>	<b>857</b>	
<b>Pre-tax income reported</b>	<b>553</b>	<b>563</b>	<b>433</b>	<b>426</b>	<b>502</b>	<b>404</b>	<b>382</b>	<b>758</b>	<b>453</b>	<b>432</b>	<b>364</b>	<b>400</b>	<b>455</b>	<b>431</b>	<b>737</b>	<b>424</b>	<b>340</b>	<b>449</b>	
Total adjustments	27	-9	5	22	2	79	-4	-327	4	40	-28	-	-23	-	-399	-	-5	-34	
<b>Pre-tax income adjusted</b>	<b>580</b>	<b>554</b>	<b>438</b>	<b>448</b>	<b>504</b>	<b>483</b>	<b>378</b>	<b>431</b>	<b>457</b>	<b>472</b>	<b>336</b>	<b>400</b>	<b>432</b>	<b>431</b>	<b>338</b>	<b>424</b>	<b>335</b>	<b>415</b>	

	SUB in CHF mn									SUB PC in CHF mn					SUB C&I in CHF mn		
	1H18	2H17	1H17	2H16	1H16	2H15	1H15 <sup>7</sup>	2H14 <sup>8</sup>	1H14 <sup>9</sup>	2Q18	1Q18	4Q17	3Q17	2Q17	2Q18	1Q18	2Q17
<b>Net revenues reported</b>	<b>2,850</b>	<b>2,637</b>	<b>2,759</b>	<b>3,066</b>	<b>2,693</b>	<b>2,859</b>	<b>2,714</b>	<b>3,018</b>	<b>2,576</b>	<b>757</b>	<b>762</b>	<b>726</b>	<b>727</b>	<b>733</b>	<b>662</b>	<b>669</b>	<b>672</b>
Real estate gains	-	-	-	-366	-	-72	-23	-375	-39	-	-	-	-	-	-	-	-
Gains (-)/losses on business sales	-37	-	-	-	-	-23	-	-24	-	-	-19	-	-	-	-	-18	-
<b>Net revenues adjusted</b>	<b>2,813</b>	<b>2,637</b>	<b>2,759</b>	<b>2,700</b>	<b>2,693</b>	<b>2,764</b>	<b>2,691</b>	<b>2,619</b>	<b>2,537</b>	<b>757</b>	<b>743</b>	<b>726</b>	<b>727</b>	<b>733</b>	<b>662</b>	<b>651</b>	<b>672</b>
<b>Provision for credit losses</b>	<b>69</b>	<b>29</b>	<b>46</b>	<b>64</b>	<b>15</b>	<b>82</b>	<b>56</b>	<b>47</b>	<b>42</b>	<b>11</b>	<b>10</b>	<b>10</b>	<b>9</b>	<b>11</b>	<b>24</b>	<b>24</b>	<b>25</b>
<b>Total operating expenses reported</b>	<b>1,665</b>	<b>1,749</b>	<b>1,807</b>	<b>1,862</b>	<b>1,793</b>	<b>2,013</b>	<b>1,772</b>	<b>1,810</b>	<b>1,745</b>	<b>478</b>	<b>487</b>	<b>504</b>	<b>512</b>	<b>500</b>	<b>353</b>	<b>347</b>	<b>367</b>
Restructuring expenses	-55	-11	-48	-16	-44	-42	-	-	-	-17	-22	1	-9	2	-10	-6	2
Major litigation provisions	-	-16	-33	-19	-	-25	-	-	-	-	-	-2	-2	-2	-	-	-4
<b>Total operating expenses adjusted</b>	<b>1,610</b>	<b>1,722</b>	<b>1,726</b>	<b>1,827</b>	<b>1,749</b>	<b>1,946</b>	<b>1,772</b>	<b>1,810</b>	<b>1,745</b>	<b>461</b>	<b>465</b>	<b>503</b>	<b>501</b>	<b>500</b>	<b>343</b>	<b>341</b>	<b>365</b>
<b>Pre-tax income reported</b>	<b>1,116</b>	<b>859</b>	<b>906</b>	<b>1,140</b>	<b>885</b>	<b>764</b>	<b>886</b>	<b>1,161</b>	<b>789</b>	<b>268</b>	<b>265</b>	<b>212</b>	<b>206</b>	<b>222</b>	<b>285</b>	<b>298</b>	<b>280</b>
Total adjustments	18	27	81	-331	44	-28	-23	-399	-39	17	3	1	11	-	10	-12	2
<b>Pre-tax income adjusted</b>	<b>1,134</b>	<b>886</b>	<b>987</b>	<b>809</b>	<b>929</b>	<b>736</b>	<b>863</b>	<b>762</b>	<b>750</b>	<b>285</b>	<b>268</b>	<b>213</b>	<b>217</b>	<b>222</b>	<b>295</b>	<b>286</b>	<b>282</b>

1 Excludes net revenues and total operating expenses for Swisscard of CHF 75 mn and CHF 62 mn, respectively 2 Excludes net revenues and total operating expenses for Swisscard of CHF 73 mn and CHF 61 mn, respectively 3 Excludes net revenues and total operating expenses for Swisscard of CHF 78 mn and CHF 61 mn, respectively 4 Excludes net revenues, provisions for credit losses and total operating expenses for Swisscard of CHF 83 mn, CHF 2 mn and CHF 59 mn, respectively 5 Excludes net revenues, provisions for credit losses and total operating expenses for Swisscard of CHF 80 mn, CHF 2 mn and CHF 59 mn, respectively 6 Excludes net revenues, provisions for credit losses and total operating expenses for Swisscard of CHF 77 mn, CHF 1 mn and CHF 60 mn, respectively 7 Excludes net revenues and total operating expenses for Swisscard of CHF 148 mn and CHF 123 mn, respectively 8 Excludes net revenues, provisions for credit losses and total operating expenses for Swisscard of CHF 161 mn, CHF 2 mn and CHF 120 mn, respectively 9 Excludes net revenues, provisions for credit losses and total operating expenses for Swisscard of CHF 157 mn, CHF 3 mn and CHF 119 mn, respectively



Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (4/7)

	IWM in CHF mn									
	2Q18	1Q18	2Q17	1H18	2H17	1H17	2H16	1H16	2H15	1H15
<b>Net revenues reported</b>	<b>1,344</b>	<b>1,403</b>	<b>1,264</b>	<b>2,747</b>	<b>2,626</b>	<b>2,485</b>	<b>2,380</b>	<b>2,318</b>	<b>2,266</b>	<b>2,286</b>
Real estate gains	-	-	-	-	-	-	-54	-	-	-
Gains (-)/losses on business sales	-	-36	-	-36	28	-	-	-	-11	-
<b>Net revenues adjusted</b>	<b>1,344</b>	<b>1,367</b>	<b>1,264</b>	<b>2,711</b>	<b>2,654</b>	<b>2,485</b>	<b>2,326</b>	<b>2,318</b>	<b>2,255</b>	<b>2,286</b>
<b>Provision for credit losses</b>	<b>5</b>	<b>-1</b>	<b>8</b>	<b>4</b>	<b>17</b>	<b>10</b>	<b>6</b>	<b>14</b>	<b>4</b>	<b>1</b>
<b>Total operating expenses reported</b>	<b>906</b>	<b>920</b>	<b>891</b>	<b>1,826</b>	<b>1,914</b>	<b>1,819</b>	<b>1,798</b>	<b>1,759</b>	<b>2,089</b>	<b>1,735</b>
Restructuring expenses	-28	-26	-7	-54	-27	-43	-31	-23	-36	-
Major litigation provisions	-	-	-6	-	-42	-6	12	-	-278	10
<b>Total operating expenses adjusted</b>	<b>878</b>	<b>894</b>	<b>878</b>	<b>1,772</b>	<b>1,845</b>	<b>1,770</b>	<b>1,779</b>	<b>1,736</b>	<b>1,775</b>	<b>1,745</b>
<b>Pre-tax income reported</b>	<b>433</b>	<b>484</b>	<b>365</b>	<b>917</b>	<b>695</b>	<b>656</b>	<b>576</b>	<b>545</b>	<b>173</b>	<b>550</b>
Total adjustments	28	-10	13	18	97	49	-35	23	303	-10
<b>Pre-tax income adjusted</b>	<b>461</b>	<b>474</b>	<b>378</b>	<b>935</b>	<b>792</b>	<b>705</b>	<b>541</b>	<b>568</b>	<b>476</b>	<b>540</b>

	IWM PB in CHF mn					IWM AM in CHF mn					
	2Q18	1Q18	4Q17	3Q17	2Q17	2Q18	1Q18	2Q17	1H18	1H17	1H16
<b>Net revenues reported</b>	<b>992</b>	<b>1,043</b>	<b>923</b>	<b>870</b>	<b>927</b>	<b>352</b>	<b>360</b>	<b>337</b>	<b>712</b>	<b>675</b>	<b>654</b>
Gains (-)/losses on business sales	-	-37	-	-	-	-	1	-	1	-	-
<b>Net revenues adjusted</b>	<b>992</b>	<b>1,006</b>	<b>923</b>	<b>870</b>	<b>927</b>	<b>352</b>	<b>361</b>	<b>337</b>	<b>713</b>	<b>675</b>	<b>654</b>
<b>Provision for credit losses</b>	<b>5</b>	<b>-1</b>	<b>14</b>	<b>3</b>	<b>8</b>	-	-	-	-	-	-
<b>Total operating expenses reported</b>	<b>640</b>	<b>643</b>	<b>673</b>	<b>615</b>	<b>622</b>	<b>266</b>	<b>277</b>	<b>269</b>	<b>543</b>	<b>555</b>	<b>526</b>
Restructuring expenses	-25	-18	-8	-9	-4	-3	-8	-3	-11	-16	-
Major litigation provisions	-	-	-31	-11	-6	-	-	-	-	-	-
<b>Total operating expenses adjusted</b>	<b>615</b>	<b>625</b>	<b>634</b>	<b>595</b>	<b>612</b>	<b>263</b>	<b>269</b>	<b>266</b>	<b>532</b>	<b>539</b>	<b>526</b>
<b>Pre-tax income reported</b>	<b>347</b>	<b>401</b>	<b>236</b>	<b>252</b>	<b>297</b>	<b>86</b>	<b>83</b>	<b>68</b>	<b>169</b>	<b>120</b>	<b>128</b>
Total adjustments	25	-19	39	20	10	3	9	3	12	16	-
<b>Pre-tax income adjusted</b>	<b>372</b>	<b>382</b>	<b>275</b>	<b>272</b>	<b>307</b>	<b>89</b>	<b>92</b>	<b>71</b>	<b>181</b>	<b>136</b>	<b>128</b>

Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (5/7)

	APAC in CHF mn						APAC WM&C in CHF mn									
	2Q18	1Q18	2Q17	1H18	1H17	1H16	2Q18	1Q18	2Q17	1H18	2H17	1H17	2H16	1H16	2H15	1H15
<b>Net revenues reported</b>	<b>914</b>	<b>991</b>	<b>848</b>	<b>1,905</b>	<b>1,729</b>	<b>1,818</b>	<b>564</b>	<b>663</b>	<b>559</b>	<b>1,227</b>	<b>1,174</b>	<b>1,148</b>	<b>1,041</b>	<b>863</b>	<b>717</b>	<b>789</b>
<b>Net revenues adjusted</b>	<b>914</b>	<b>991</b>	<b>848</b>	<b>1,905</b>	<b>1,729</b>	<b>1,818</b>	<b>564</b>	<b>663</b>	<b>559</b>	<b>1,227</b>	<b>1,174</b>	<b>1,148</b>	<b>1,041</b>	<b>863</b>	<b>717</b>	<b>789</b>
<b>Provision for credit losses</b>	<b>7</b>	<b>10</b>	<b>-1</b>	<b>17</b>	<b>3</b>	<b>-19</b>	<b>6</b>	<b>9</b>	<b>-1</b>	<b>15</b>	<b>12</b>	<b>3</b>	<b>45</b>	<b>-16</b>	<b>23</b>	<b>8</b>
<b>Total operating expenses reported</b>	<b>690</b>	<b>747</b>	<b>661</b>	<b>1,437</b>	<b>1,391</b>	<b>1,367</b>	<b>390</b>	<b>449</b>	<b>364</b>	<b>839</b>	<b>760</b>	<b>748</b>	<b>739</b>	<b>647</b>	<b>1,067</b>	<b>576</b>
Goodwill impairment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-446	-
Restructuring expenses	-20	-6	-11	-26	-30	-11	-11	-3	-2	-14	-15	-6	-12	-2	-1	-
Major litigation provisions	-29	-48	-	-77	-	-	-29	-48	-	-77	-	-	-	-	-6	-
<b>Total operating expenses adjusted</b>	<b>641</b>	<b>693</b>	<b>650</b>	<b>1,334</b>	<b>1,361</b>	<b>1,356</b>	<b>350</b>	<b>398</b>	<b>362</b>	<b>748</b>	<b>745</b>	<b>742</b>	<b>727</b>	<b>645</b>	<b>614</b>	<b>576</b>
<b>Pre-tax income reported</b>	<b>217</b>	<b>234</b>	<b>188</b>	<b>451</b>	<b>335</b>	<b>470</b>	<b>168</b>	<b>205</b>	<b>196</b>	<b>373</b>	<b>402</b>	<b>397</b>	<b>257</b>	<b>232</b>	<b>-373</b>	<b>205</b>
Total adjustments	49	54	11	103	30	11	40	51	2	91	15	6	12	2	453	-
<b>Pre-tax income adjusted</b>	<b>266</b>	<b>288</b>	<b>199</b>	<b>554</b>	<b>365</b>	<b>481</b>	<b>208</b>	<b>256</b>	<b>198</b>	<b>464</b>	<b>417</b>	<b>403</b>	<b>269</b>	<b>234</b>	<b>80</b>	<b>205</b>

	APAC Mkts in CHF mn			APAC Mkts in USD mn			APAC PB in CHF mn							
	2Q18	1Q18	2Q17	2Q18	1Q18	2Q17	1H18	2H17	1H17	2Q18	1Q18	4Q17	3Q17	2Q17
<b>Net revenues reported</b>	<b>350</b>	<b>328</b>	<b>289</b>	<b>354</b>	<b>348</b>	<b>298</b>	<b>702</b>	<b>618</b>	<b>591</b>	<b>412</b>	<b>455</b>	<b>391</b>	<b>400</b>	<b>405</b>
<b>Net revenues adjusted</b>	<b>350</b>	<b>328</b>	<b>289</b>	<b>354</b>	<b>348</b>	<b>298</b>	<b>702</b>	<b>618</b>	<b>591</b>	<b>412</b>	<b>455</b>	<b>391</b>	<b>400</b>	<b>405</b>
<b>Provision for credit losses</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>6</b>	<b>4</b>	<b>7</b>	<b>-1</b>	<b>-6</b>
<b>Total operating expenses reported</b>	<b>300</b>	<b>298</b>	<b>297</b>	<b>304</b>	<b>315</b>	<b>305</b>	<b>619</b>	<b>625</b>	<b>652</b>	<b>258</b>	<b>281</b>	<b>271</b>	<b>261</b>	<b>262</b>
Restructuring expenses	-9	-3	-9	-10	-3	-8	-13	-19	-23	-5	-1	-3	-1	-2
Major litigation provisions	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total operating expenses adjusted</b>	<b>291</b>	<b>295</b>	<b>288</b>	<b>294</b>	<b>312</b>	<b>297</b>	<b>606</b>	<b>606</b>	<b>629</b>	<b>253</b>	<b>280</b>	<b>268</b>	<b>260</b>	<b>260</b>
<b>Pre-tax income/loss (-) reported</b>	<b>49</b>	<b>29</b>	<b>-8</b>	<b>50</b>	<b>31</b>	<b>-7</b>	<b>81</b>	<b>-7</b>	<b>-61</b>	<b>148</b>	<b>170</b>	<b>113</b>	<b>140</b>	<b>149</b>
Total adjustments	9	3	9	10	3	8	13	19	23	5	1	3	1	2
<b>Pre-tax income/loss (-) adjusted</b>	<b>58</b>	<b>32</b>	<b>1</b>	<b>60</b>	<b>34</b>	<b>1</b>	<b>94</b>	<b>12</b>	<b>-38</b>	<b>153</b>	<b>171</b>	<b>116</b>	<b>141</b>	<b>151</b>

Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (6/7)

	IBCM in USD mn						GM in USD mn					
	2Q18	1Q18	2Q17	1H18	1H17	1H16	2Q18	1Q18	2Q17	1H18	1H17	1H16
<b>Net revenues reported</b>	<b>650</b>	<b>559</b>	<b>527</b>	<b>1,209</b>	<b>1,135</b>	<b>953</b>	<b>1,441</b>	<b>1,642</b>	<b>1,560</b>	<b>3,083</b>	<b>3,175</b>	<b>2,923</b>
<b>Net revenues adjusted</b>	<b>650</b>	<b>559</b>	<b>527</b>	<b>1,209</b>	<b>1,135</b>	<b>953</b>	<b>1,441</b>	<b>1,642</b>	<b>1,560</b>	<b>3,083</b>	<b>3,175</b>	<b>2,923</b>
<b>Provision for credit losses</b>	<b>15</b>	<b>1</b>	<b>14</b>	<b>16</b>	<b>20</b>	<b>30</b>	<b>13</b>	<b>4</b>	<b>12</b>	<b>17</b>	<b>17</b>	<b>5</b>
<b>Total operating expenses reported</b>	<b>525</b>	<b>496</b>	<b>431</b>	<b>1,021</b>	<b>884</b>	<b>842</b>	<b>1,279</b>	<b>1,325</b>	<b>1,281</b>	<b>2,604</b>	<b>2,573</b>	<b>2,962</b>
Restructuring expenses	-31	-32	-10	-63	-12	-19	-57	-44	-33	-101	-53	-154
Major litigation provisions	-	-	-	-	-	-	-	-	-	-	-	-
Expenses related to business sales	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total operating expenses adjusted</b>	<b>494</b>	<b>464</b>	<b>421</b>	<b>958</b>	<b>872</b>	<b>823</b>	<b>1,222</b>	<b>1,281</b>	<b>1,248</b>	<b>2,503</b>	<b>2,520</b>	<b>2,808</b>
<b>Pre-tax income reported</b>	<b>110</b>	<b>62</b>	<b>82</b>	<b>172</b>	<b>231</b>	<b>81</b>	<b>149</b>	<b>313</b>	<b>267</b>	<b>462</b>	<b>585</b>	<b>-44</b>
Total adjustments	31	32	10	63	12	19	57	44	33	101	53	154
<b>Pre-tax income adjusted</b>	<b>141</b>	<b>94</b>	<b>92</b>	<b>235</b>	<b>243</b>	<b>100</b>	<b>206</b>	<b>357</b>	<b>300</b>	<b>563</b>	<b>638</b>	<b>110</b>

Adjusted results are non-GAAP financial measures that exclude goodwill impairment and certain other revenues and expenses included in our reported results. 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 (7/7)

	Corp. Ctr. in CHF mn			SRU in USD mn							SRU in CHF mn		
	2Q18	1Q18	2Q17	2Q18	1Q18	2Q17	1H18	1H17	1H16	1H15	2Q18	1Q18	2Q17
<b>Net revenues reported</b>	<b>24</b>	<b>-60</b>	<b>-66</b>	<b>-178</b>	<b>-215</b>	<b>-280</b>	<b>-393</b>	<b>-487</b>	<b>-917</b>	<b>772</b>	<b>-176</b>	<b>-203</b>	<b>-274</b>
Real estate gains	-	-	-	-	-1	-	-1	-	-	-	-	-1	-
Gains (-)/losses on business sales	-	-	-	-	-	-	-	-39	5	-	-	-	-
<b>Net revenues adjusted</b>	<b>24</b>	<b>-60</b>	<b>-66</b>	<b>-178</b>	<b>-216</b>	<b>-280</b>	<b>-394</b>	<b>-526</b>	<b>-912</b>	<b>772</b>	<b>-176</b>	<b>-204</b>	<b>-274</b>
<b>Provision for credit losses</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-1</b>	<b>-</b>	<b>14</b>	<b>-1</b>	<b>37</b>	<b>81</b>	<b>18</b>	<b>-1</b>	<b>-</b>	<b>13</b>
<b>Total operating expenses reported</b>	<b>65</b>	<b>112</b>	<b>178</b>	<b>194</b>	<b>219</b>	<b>284</b>	<b>413</b>	<b>594</b>	<b>1,045</b>	<b>1,338</b>	<b>193</b>	<b>206</b>	<b>276</b>
Restructuring expenses	-	-1	-2	-12	-12	-12	-24	-19	-99	-	-13	-11	-11
Major litigation provisions	-	-	-	-26	-41	-20	-67	-90	-	-10	-26	-37	-21
Expenses related to business sales	-	-	-	-1	-	-	-1	-	-	-	-1	-	-
<b>Total operating expenses adjusted</b>	<b>65</b>	<b>111</b>	<b>176</b>	<b>155</b>	<b>166</b>	<b>252</b>	<b>321</b>	<b>485</b>	<b>946</b>	<b>1,328</b>	<b>153</b>	<b>158</b>	<b>244</b>
<b>Pre-tax income/loss (-) reported</b>	<b>-41</b>	<b>-172</b>	<b>-245</b>	<b>-371</b>	<b>-434</b>	<b>-578</b>	<b>-805</b>	<b>-1,118</b>	<b>-2,043</b>	<b>-584</b>	<b>-368</b>	<b>-409</b>	<b>-563</b>
Total adjustments	-	1	2	39	52	32	91	70	104	10	40	47	32
<b>Pre-tax income/loss (-) adjusted</b>	<b>-41</b>	<b>-171</b>	<b>-243</b>	<b>-332</b>	<b>-382</b>	<b>-546</b>	<b>-714</b>	<b>-1,048</b>	<b>-1,939</b>	<b>-574</b>	<b>-328</b>	<b>-362</b>	<b>-531</b>

# Notes

## General notes

- Throughout the presentation rounding differences may occur
- Unless otherwise noted, all **CET1 ratio**, **Tier 1 leverage ratio**, **risk-weighted assets** and **leverage exposure** figures shown in this presentation 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 = adj. net revenues annualized / average AuM; net margin = adj. pre-tax income annualized / average AuM
- **Mandate penetration** reflects advisory and discretionary mandates volumes as a percentage of AuM, excluding those from the external asset manager business

## Specific notes

\* Our cost savings program is measured using an adjusted operating cost base at constant FX rates. “Adjusted operating cost base at constant FX rates” include adjustments as made in all our disclosures for restructuring expenses, major litigation provisions, expenses related to business sales and a goodwill impairment taken in 4Q15 as well as adjustments for debit valuation adjustments (DVA) related volatility, FX and for certain accounting changes (which had not been in place at the launch of the cost savings program). Adjustments for certain accounting changes have been restated to reflect grossed up expenses in the Corporate Center and, starting in 1Q18, also include adjustments for changes from ASU 2014-09 “Revenue from Contracts with Customers”, which is described further in our 1Q18 and 2Q18 financial reports. Adjustments for FX apply unweighted currency exchange rates, i.e., a straight line average of monthly rates, consistently for the periods under review.

† Regulatory capital is calculated as the worst of 10% of RWA and 3.5% of leverage exposure. Return on regulatory capital is calculated using (adjusted) 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 equity attributable to shareholders, a non-GAAP financial measure, which is calculated by deducting goodwill and other intangible assets from total equity attributable to shareholders as presented in our balance sheet. Management believes that the return on tangible equity attributable to shareholders is meaningful as it allows consistent measurement of the performance of businesses without regard to whether the businesses were acquired. For end-2Q18, tangible 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-1Q18, tangible 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-2Q17, tangible equity excluded goodwill of CHF 4,673 mn and other intangible assets of CHF 195 mn from total shareholders' equity of CHF 43,493 mn as presented in our balance sheet. For end-2Q16, tangible equity excluded goodwill of CHF 4,745 mn and other intangible assets of CHF 191 mn from total shareholders' equity of CHF 44,962 mn as presented in our balance sheet. For end-2Q15, tangible equity excluded goodwill of CHF 8,238 mn and other intangible assets of CHF 205 mn from total shareholders' equity of CHF 42,642 mn as presented in our balance sheet.

## Abbreviations

Adj. = Adjusted; Adv. = Advisory; AM = Asset Management; APAC = Asia Pacific; AT1 = Additional Tier 1; AuM = Assets under Management; BCBS = Basel Committee on Banking Supervision; BIS = Bank for International Settlements; bps = basis points; CAGR = Compound Annual Growth Rate; CET1 = Common Equity Tier 1; C&I = Corporate & Institutional Clients; CoCos = Contingent Convertibles; Corp. Ctr. = Corporate Center; DVA = Debit Valuation Adjustments; ECM = Equity Capital Markets; EMEA = Europe, Middle East & Africa; FINMA = Swiss Financial Market Supervisory Authority; FX = Foreign Exchange; G&A = General & Administrative; GM = Global Markets; IBCM = Investment Banking & Capital Markets; inc. = income; ITS = International Trading Solutions; IWM = International Wealth Management; M&A = Mergers & Acquisitions; Mkts = Markets; n/m = not meaningful; NNA = Net new assets; Op Risk = Operational Risk; PB = Private Banking; PC = Private Clients; perf. = performance; pp. = percentage points; PTI = Pre-tax income; rev. = revenues; RM = Relationship Manager(s); RoRC = Return on Regulatory Capital; RoTE = Return on Tangible Equity; RWA = Risk-weighted assets; SRU = Strategic Resolution Unit; SUB = Swiss Universal Bank; TBV = Tangible Book Value; UHNW = Ultra High Net Worth; Underwr. = underwriting; VaR = Value-at-Risk; WM&C = Wealth Management & Connected; YoY = Year on year

CREDIT SUISSE

