# Investor Deep Dive 2022

June 28, 2022



## Disclaimer (1/2)

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 document 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, 2021 and in the "Cautionary statement regarding forward-looking information" in our media release relating to the 2022 Investor Deep Dive published on June 28, 2022 and submitted to 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", "Goal", "Commitment" and "Aspiration" 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, goals, commitments and aspirations 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, increased inflation, interest rate volatility and levels, global and regional economic conditions, challenges and uncertainties resulting from Russia's invasion of Ukraine, political uncertainty, changes in tax policies, scientific or technological developments, evolving sustainability strategies, changes in the nature or scope of our operations, changes in carbon markets, regulatory changes, changes in levels of client activity as a result of any of the foregoing and other factors. Accordingly, these statements, which speak only as of the date made, are not guarantees of future performance and should not be relied on for any purpose. We do not intend to update these estimates, illustrations, ambitions, objectives, outlooks, goals, commitments, aspirations or any other forward-looking statements. For these reasons, we caution you not to place undue reliance upon any forward-looking statements.

#### 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 including macroeconomic and other challenges and uncertainties, for example, resulting from Russia's invasion of Ukraine, 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 document, 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 document may also be subject to rounding adjustments. All opinions and views constitute good faith 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.



### Disclaimer (2/2)

#### Statement regarding non-GAAP financial measures

This document contains non-GAAP financial measures, including results excluding certain items included in our reported results as well as return on regulatory capital. Further details and information needed to reconcile such non-GAAP financial measures to the most directly comparable measures under US GAAP can be found in the Appendix, which is available on our website at www.credit-suisse.com.

Our estimates, ambitions, objectives, aspirations and targets often include metrics that are non-GAAP financial measures and are unaudited. A reconciliation of the estimates, ambitions, objectives, aspirations and targets to the nearest GAAP measures is unavailable without unreasonable efforts. Results excluding certain items included in our reported results do not include items such as goodwill impairment, major litigation provisions, real estate gains, impacts from foreign exchange 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, a non-GAAP financial measure also known as tangible book value, 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. Return on regulatory capital (a non-GAAP financial measure) is calculated using income/(loss) after tax and assumes a tax rate of 25% and capital allocated based on the average of 13.5% of risk-weighted assets and 4.25% of leverage exposure; the essential components of this calculation 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 framework, as implemented in Switzerland, as well as Swiss legislation and regulations for systemically important banks, 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.

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 tier 1 leverage ratio and CET1 leverage ratio are calculated as BIS tier 1 capital and CET1 capital, respectively, divided by period-end leverage exposure.

#### Sources

Certain material in this document 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, reasonableness or reliability of such information.



# Credit Suisse 2022 Investor Deep Dive

# Agenda

Time (GMT)	Theme	Presenter	Duration
08:00 am	Opening remarks	Thomas Gottstein, Chief Executive Officer	15'
08:15 am	Elevating our risk culture and capability	David Wildermuth, Chief Risk Officer	30'
08:45 am	Keeping the bank safe through effective and efficient compliance risk management	Rafael Lopez Lorenzo, Chief Compliance Officer	30'
09:15 am	Engineering the digital future together	Joanne Hannaford, Chief Technology & Operations Officer	30'
09:45 am	Break		15'
10:00 am	Driving sustainable growth in Wealth Management	Francesco De Ferrari, CEO Wealth Management	30'
10:30 am	Q&A session & Closing remarks		60'
11:30 am	Lunch		



# Risk Elevating our risk culture and capability

David Wildermuth, Chief Risk Officer

June 28, 2022



# The past 12 months have been a period of significant change for the Risk organization

Credit Suisse has set new strategic goals...

...and Risk has evolved to match



Strengthen the core business



Reset our risk appetite and managed our risk profile to position ourselves with the Group strategy



Simplify the operating model



Reinforced the Risk organization, established expectations for first line of defense ownership, and developed path forward for risk culture



Invest for growth



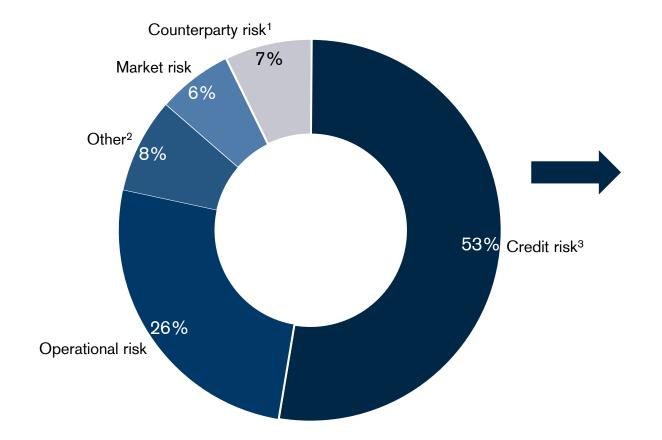
Aligned on priorities for Risk going forward, investing in our people, processes and infrastructure



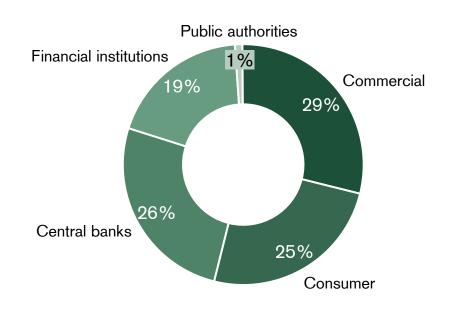
### Our risk profile is well-diversified with a focus on credit risk

#### Bank-wide RWA

in %, end-1Q22



#### Credit exposure – Lending and central bank placements in %, end-1Q22



We are well-diversified across counterparties

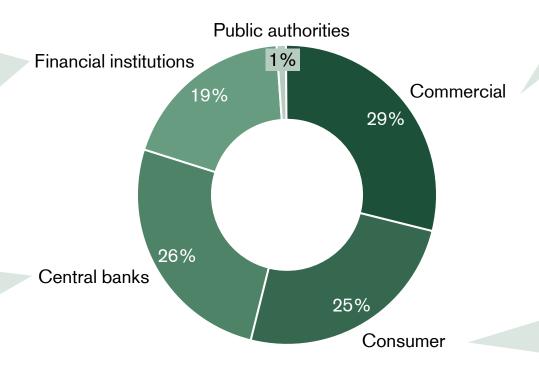


# The credit portfolio is diversified and sound

**Credit exposure – Lending and central bank placements** in %, end-1Q22

87%

Investment grade-rated; mostly commercial banks, funds, asset managers



85%

Exposure to developed markets

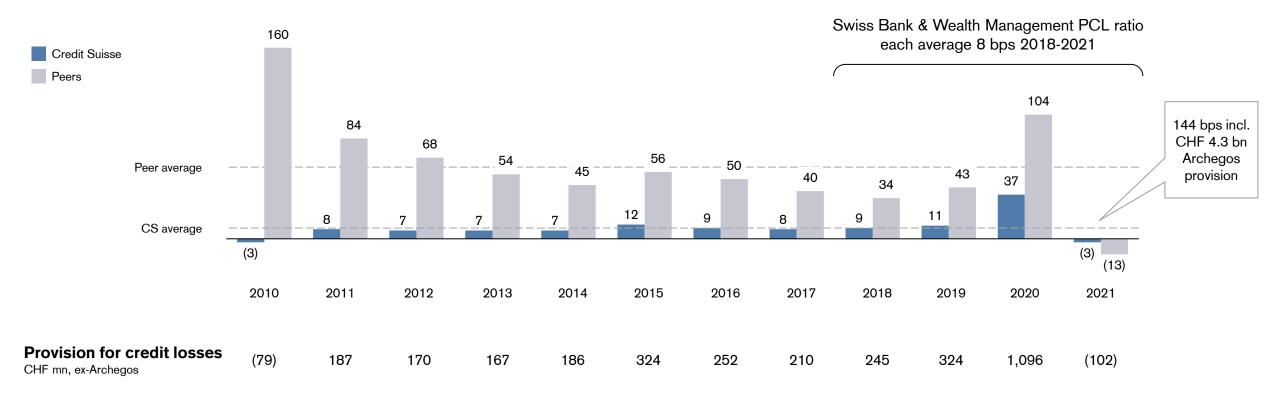
99% Exposure to SNB / ECB / FED 71%
Residential mortgages; well collateralized, Swiss-dominated portfolio



# Archegos highlighted weaknesses in risk management where outcome substantially deviated from historical performance

#### Provision for credit losses ratio vs. peers<sup>1</sup>

Provision for credit losses / average net loans, in bps

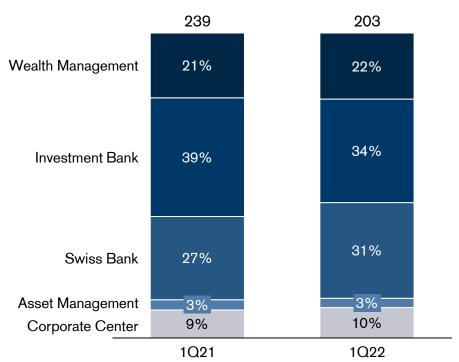




# Aggregate risk profile has been recalibrated, enabling reinvestment into strategic areas

#### Bank-wide market & credit risk RWA

in CHF bn



#### Recalibrated risk profile, 1Q22 vs. 1Q21

- Reduced CHF 30 bn total RWA and CHF 90 bn leverage exposure in line with risk appetite recalibration
  - Managed reductions in line with business strategy primarily in IB: ongoing exit of Prime Services and non-core GTS markets without Wealth Management nexus, and optimization of Corporate Bank exposure
  - Credit portfolio is stable in size, but increased quality; <1% drop in credit exposure, but 21% reduction in Emerging Markets driven by single name client review
- Reduced Fair Value Level 3 assets to CHF 10 bn (1.4% of total assets) from CHF 15 bn
- Conservative management of short-term and long-term liquidity
  - Maintained Liquidity Coverage Ratio >190%
  - Increased Net Stable Funding Ratio from 115% to over 120%
- Go-forward plans to execute the strategy in target areas (WM, SB, select IB focus businesses) while maintaining a risk-aware focus



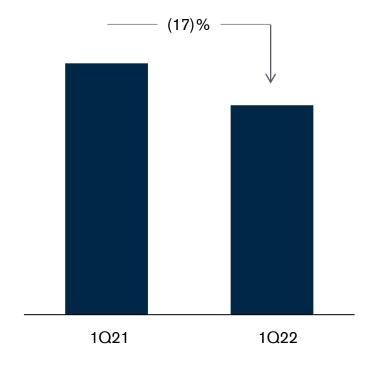
## The focused reductions have been on higher risk areas

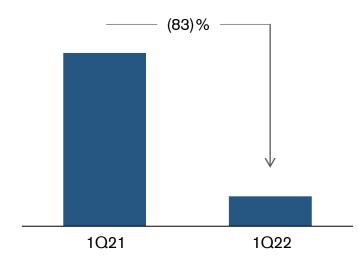
### Credit portfolio de-risking focused on more concentrated non-IG clients

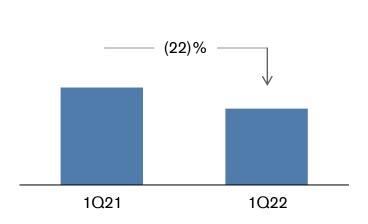
Non-IG credit exposure, in CHF

# Prime Services has been reduced in line with exit strategy Prime Services credit RWA, in USD









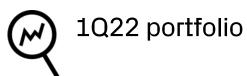


### Deep dive on selected portfolios

#### Swiss Bank

#### Share-Backed Lending

#### IB Leveraged Finance



- Swiss Bank portfolio (CHF 163 bn) of high quality; 93%<sup>1</sup> investment grade rated
- 73% relates to real estate lending (~45% average LTV)
- Commodity Trade Finance (CTF)
   portfolio concentrated on large/mid size players focus on energy
   (43%) and metals (45%)

- 75% investment grade rated focused on liquid listed collateral
- Diversified portfolio of transactions with core UHNW clients
- Global book; largest region APAC, supporting Entrepreneur strategy

- 1Q22 NIG underwriting exposure of USD 7.4 bn, ~25% lower vs. 1Q21
- Underwriting exposure further reduced as deals syndicate
- 2Q22 shift toward higher quality and defensive names with de-risking underway



Forward looking risk management measures

- Conservative lending standards aligned to Swiss Banking Association
- Resilient to interest rate changes
- CTF with 75% of exposures transactionally secured with maturities under 180 days

- De-risked portfolio; with de-risking focus on concentration risks
- Emphasis on conservative LTV terms, collateral support and structural mitigants
- Remains a core product for WM client growth

- Track record of managing and distributing risk in adverse markets
- Maintain robust and improved underwriting terms
- New commitments well structured and reflect current investor appetite
- Disciplined approval of higher quality new underwriting



# Investing in our people and our organizational design is critical to strengthening our Risk management

Clearer lines of control

Depth of experience

Improved stability



# Greater top-of-house transparency

6 CRO direct reports no longer dual-hatted since April 2021



# Reinforced leadership team

4 new CRO direct reports hired since April 2021



# Increased industry expertise

CRO direct reports average ~25 years experience



# More CS tenure and institutional insights

CRO direct reports average ~11 years at Credit Suisse



#### Strengthened risk pillars

Enabled greater consistency across all risk types; new risk types elevated (Cyber & Tech, Sustainability)



#### Heightened investment

Risk budget increase of >15% for 2022 vs. 2020



# We continue to invest in embedding Climate risk into our risk management framework building on strong progress to-date



We are engaging with peers & the broader community as climate risk management continues to evolve

Select examples:

UN Environment Programme – Finance Initiative

Sustainable Markets Initiative – Financial Services Taskforce

Task Force on Climate-Related Financial Disclosures

Taskforce on Nature-related Financial Disclosures

Carbon Disclosure Project

Net Zero Asset Managers Initiative

Climate Bonds Initiative

Climate Action 100+

Science-Based Targets Initiative

Poseidon Principles



# Many gaps identified following Archegos have been addressed via prioritized investments

#### Archegos themes

#### First line of defense enhancements (examples)

#### Second line of defense enhancements (examples)

#### Risk governance

- Appointed IB Chief Business Risk Officer
- Completed review of resource and seniority levels across relevant areas
- Split Chief Risk and Chief Compliance Officer functions
- Reinforced risk capabilities and frameworks, especially in credit risk
- Established Executive Board Risk Management Committee

# Client risk management

- Further clarified first line of defense ownership of Counterparty Risk and risk constraints
- Enhanced reporting and added metrics for hedge funds & family offices
- Completed review of largest clients globally
- Refined appetite with an eye to single-name and collateral concentrations

# Counterparty risk management

- Completed roll out of dynamic margining model for hedge funds
- Enhanced default management capabilities

- Created dedicated Counterparty Market Risk function
- Implemented additional portfolio stress testing scenarios
- Improved measurements of specific risks (e.g. tail and concentration risks) and margining

# Risk appetite & limit framework

- Immediately revised risk appetite across the portfolio
- Enhanced Investment Bank overarching framework for counterparty limits
- Continue to examine the risk profile of each business division, recalibrating limits and reducing concentrations
- Introduced stronger escalation protocols, particularly for limit excesses
- Introduced escalation of any significant and persistent limit excesses to the Executive Board and Board Risk Committee

#### Risk culture

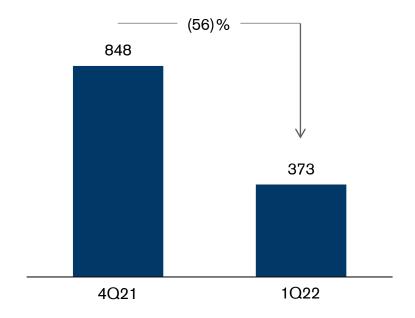
- Instilled increased accountability across first and second line of defense activities
- Implemented enhanced risk-sensitive performance scorecards
- Reinforced training, communications and expectation setting from senior management covering areas such as Speak Up Culture, Risk Mindset, Red Flags/Escalation, and "Everyone is a risk manager"



# Our response to Russia/Ukraine demonstrated improvements to risk capabilities, urgency and accountability

#### Net Russian risk exposure<sup>1</sup>

in CHF mn



#### Response to Russia crisis

- Risk and Compliance-led risk reduction began pre-crisis, limiting exposure
- Response team launched cross-division, supporting consistency of approach
- Multiple Risk-led focus meetings held daily, including decision-making call with key Executive Board members
- Trade finance limits for Russian banks reduced pre-invasion by 40%<sup>2</sup>
- Remaining exposure to corporates & individuals highly collateralized with non-Russian collateral



# Strengthened risk infrastructure will support connectivity across lines of defense and forward-looking analysis

#### Recent updates

- Risk technology centralized under new CTOO to support cohesive management across the bank
- New dedicated Head of Risk Technology joined in May 2022
- Targeted investment in technology to support risk infrastructure objectives
- Reengineering and automation have improved the timeliness of early warning indicators
- Early success in the movement of risk calculations and aggregation into the cloud

#### Go-forward approach to Risk Technology infrastructure

- Automation and foundational infrastructure to support timely and accurate risk management
- Move from siloed risk platforms to open service architecture
- Data plant augmented by market and alternate data sets to enable complex scenario analysis and regulatory simulations
- Elastic and scalable compute to cater for the breadth and complexity
  of the domain
- Agile working to improve efficiency and collaboration



### Risk culture is a core focus across first and second lines of defense

#### Risk Culture framework



#### Recent developments

- Clear and dedicated focus on risk culture at the heart of the Group Strategy announced in November 2021
- Several immediate enhancements made following Archegos, e.g. risk elements on senior performance scorecards, "Everyone is a risk manager" communications
- A risk culture framework has been developed focusing on desired behaviors and focus foundation elements
- To track progress, an internal risk culture dashboard has been developed with specific metrics to measure and drive change
- Progress will be driven by a Risk Culture Activities plan with activities along various framework dimensions

#### Sample risk culture dashboard metrics

Metric	Current value
% limit breaches resolved within guidelines	>99%1
Risk Deep Dives performed by first line of defense in Risk Committees (e.g. Executive Board Risk Management Committee)	+70%²



# Strategic Regulatory Remediation function established to strengthen delivery against regulatory priorities

#### Context

# Strategic Regulatory Remediation (SRR) function established as new independent function at Executive Board level in April 2022

- SRR under lead of D. Wildermuth, reporting to T. Gottstein
- Regulatory Relations aligned together with SRR
- SRR steered by Strategic Regulatory Remediation Committee
- Strong Board engagement on SRR activities through frequent interaction and review of priorities and progress

### SRR's goal is to oversee holistic strategic regulatory remediation across the bank

- Driving and monitoring timely execution
- Ensuring read-across and sustainability of solutions
- Aiming for "one voice" to regulators

Approach structured by themes, owned by Executive Board members that are accountable sponsors for sustainable remediations within designated theme

#### Strategic Regulatory Remediation key priorities



#### Promotion of risk culture

with proactive and holistic perspective on remediations



Strong Executive Board engagement

in planning and executing remediation efforts



Analysis of root causes & target state aspirations at the core of all remediation efforts



Diligent execution

against clear target states with tight process tracking



Continued proactive communication

with regulators on progress



### Delivery will continue on the Risk strategy

#### **Priorities**



- Drive risk management excellence with focus on people, processes, governance and infrastructure
- Strengthen front-to-back risk management, including the first line of defense
- Further incorporating risk return into our decision making



- Increase accountability and risk ownership for both the first line of defense and the Risk organization
- Strengthen the "speak up" and "Everyone is a risk manager" culture
- Drive transparency through the Risk Culture dashboard



- Adapt our organizational structure to support accountability and transparency
- Align on consistent risk practices across divisions, risk types and regions



- Review resources and infrastructure capabilities
- Focus on the training, recruitment and retention of talent
- Accelerate and solidify collaboration with the Strategic Regulatory Remediation function



# Compliance Keeping the bank safe through effective and efficient compliance

Rafael Lopez Lorenzo, Chief Compliance Officer

risk management

June 28, 2022



# Addressing complexity in Compliance remains an industry challenge and core to our success

#### Industry challenges

- Numerous new and prescriptive requirements
- Increasing types of financial crimes and compliance risks
- Increasing regulatory scrutiny and supervisory activities
- War for talent

# Number of regulatory alerts published each year¹ ~67k ~52k ~18k 2012 2016 2020

### Select regulatory developments since 2010

#### 2010 - 2019

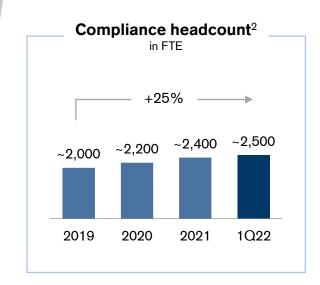
- MiFID II, FIDLEG
- Automatic Exchange of Information
- Foreign Account Tax Compliance Act

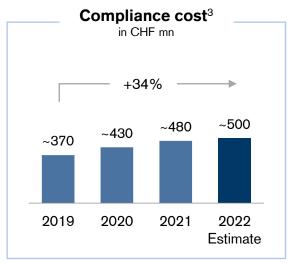
#### 2020 - 2024

- BCBS treatment for crypto-assets
- Revision of the Swiss Anti-Money Laundering Act
- EU Sustainable frameworks

#### Credit Suisse response

- Implementation of regulatory change
- Expanded to cover new and emerging compliance risks
- Engagement with regulators
- Continued investment in people, data and technology







# We have re-set our vision and are taking decisive action to deliver

Vision

**Principles** 

Delivery

Keep the bank safe through effective and

efficient compliance risk management

Risk focus vs. Process focus

Global minimum standards

Holistic assessment of risks

Consolidated supervision

Rebalancing first and second lines of defense

Strengthen risk ownership and culture

**Technology and Data enabled** 

Closer proximity to Compliance officers

Ш

1. Strengthen organization



2. Reinforce controls & simplify processes



3. Deliver on regulatory commitments



4. Improve risk culture



# Refreshed leadership and simplification have strengthened the CCO organization

Responsibilities and ownership...



**Thomas Gottstein** Chief Executive Officer Credit Suisse Group AG



Rafael Lopez Lorenzo Chief Compliance Officer Member of the Executive Board

Risk-aligned teams

**Divisional & Regional teams** 

Centralized teams

...with very clear benefits...

- Risk-aligned teams setting Global Minimum Standards and overseeing these as thematic risk owners
- **Divisional / Regional teams** challenging compliance risk and seeking to ensure execution against Global Minimum Standards
- Centralized teams simplify and accelerate priorities of change, data, technology and regulatory deliverables

...and a focus on strong leadership and talent



#### A refreshed and diverse team

- Average professional experience of 21 years
- 55% female employees in Compliance function



#### Strengthening seniority

- 14% MDs/Directors in Compliance function
- 22 new MDs/Directors hired YTD1



#### Increased leadership bandwidth

- Senior leadership team increased from 8 to 13<sup>2</sup>
- Reduced dual hatting to increase risk oversight





# Client Risk Management has been strengthened and simplified

Strong governance, simplified processes

**Board oversight** 

**Executive Board Risk Management Committee** 

#### Sets risk appetite

Group Client Risk Committee (GCRC)

Divisional Client Risk Committees (DCRC)

Divisional / Regional approvers

Clear criteria

Criteria for reviewing and assessing clients and transactions applied across six dimensions:

- Sanction Risk
- Politically Exposed Persons
- Convicted Persons/Entities
- Country Risk
- Sustainability Risk
- Sovereign Risk

Outcomes

- Simplified governance for efficient decision making
- Clarity of escalation criteria
- Clients and transactions assessed through multiple lenses
- Divisions driving discussion aligned with risk focus and culture, with second line of defense challenge

Ensuring clients and transactions effectively and efficiently reviewed



Escalation

# We are strengthening the first line of defense and Compliance oversight in client onboarding and lifecycle management

Changes to client onboarding and lifecycle management process

**Outcomes** 

Onboarding

Client Lifecycle changes

Offboarding

- Transferring compliance expertise (~450 FTEs) to first line of defense
- Divisions perform know-your-client processes from onboarding and through client lifecycle
- Compliance performs enhanced due diligence for the highest risk clients and performs independent testing
- CTOO committed to further automate and streamline the target operating model

Increased risk accountability in first line of defense

Enhanced efficiency and effectiveness of Client Lifecycle Processes

Strengthened lines of defense oversight and testing of controls

Enabling efficient and effective client onboarding and risk management



# © Our approach to sanctions demonstrates the effectiveness of our controls to manage evolving market developments

#### Our sanctions approach

- Global Sanctions team well connected with sanction authorities
- Scenario planning pre-sanction client exposure assessment
- Bank-wide client screening to identify impacted relationships as sanctions evolve
- First line of defense driving engagement on exposure assessment and mitigation
- Executive Board oversight with dedicated governance and escalation

We apply global sanctions timely and effectively across all impacted clients and businesses

#### Mitigating the risk of clients circumventing sanctions regimes



# We have a clear roadmap to deliver on our regulatory commitments

#### Compliance commitments closed and currently active

Engagement with regulators

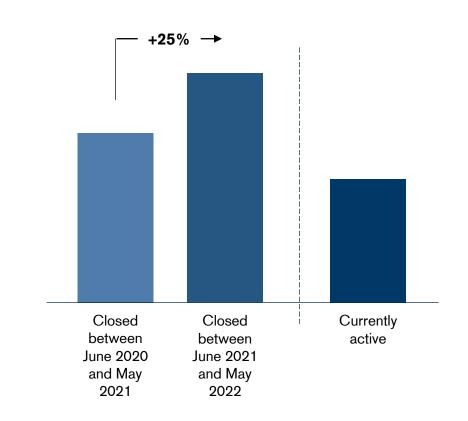
- Increased transparency on deliverables
- Re-calibrate programs

Key regulatory programs

- Good progress in delivery of compliance related regulatory programs
- Working diligently to execute on our regulatory book of work

Strategic Regulatory Remediation Office

- Strengthened delivery
- Consistency of themes
- Improved oversight and reporting





# We are making fundamental changes to the Compliance risk culture

#### Risk Culture framework



#### Changes in Risk Culture observed by Compliance

- Co-ownership of key regulatory programs
- Divisions and Regions leading discussions on compliance risk through bank governance
- Clear accountability of client risk appetite
- Active challenge from the second to the first line of defense
- Lead mindset where "Everyone is a risk manager"



### Delivery to continue...





2. Reinforce controls & simplify processes



3. Deliver on regulatory commitments



4. Improve risk culture



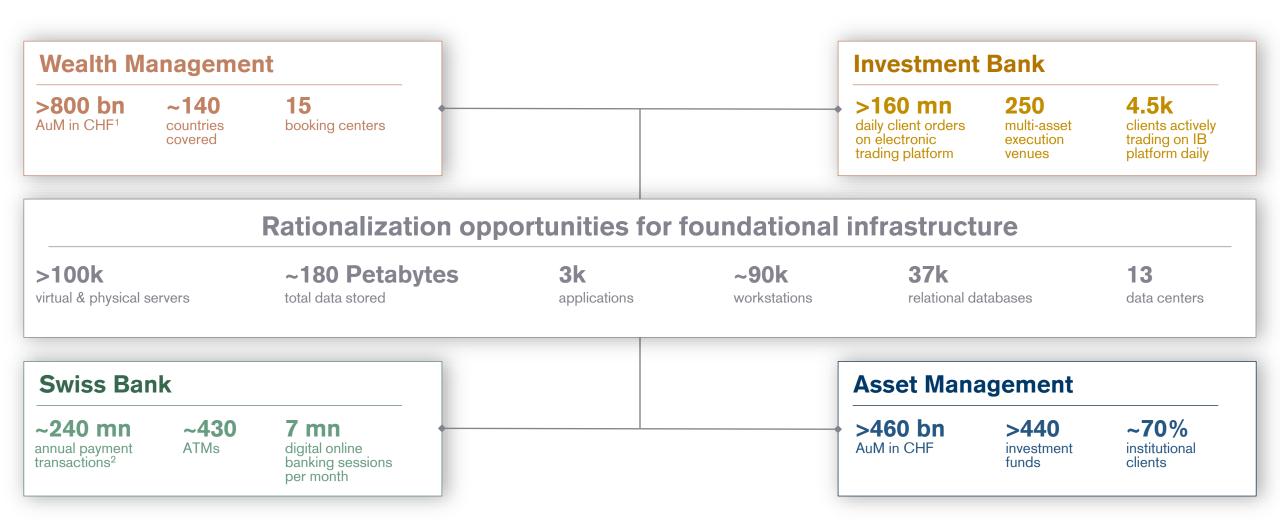
# Technology & Operations Engineering the digital future together

Joanne Hannaford, Chief Technology & Operations Officer

June 28, 2022



# Technology and Operations (CTOO) supports our business today





### We drive the digital transformation of our business

#### Simplify

Simplify our **fragmented** technology landscape
Optimize our footprint and **workforce** strategy
Promote a **secure** and resilient infrastructure

#### Strengthen

Create an engineering, solutions-driven **culture**Invest in an agile **talent** with an engineering mindset
Build enterprise-scale, foundational technology
capabilities

#### Invest for Growth

Invest in **digitally-enabled** client and RM experience

Drive business **growth** through digital products and platforms **Design** for the long-term, **deliver** for the short-term



## CTOO strategy enables client and business priorities

Global **Wealth Management** expanding leading UHNW and accelerating HNW franchises

- Digital platform for HNW clients
- Wealth as a Service approach
- Simplify platform architecture

**Swiss Bank** leading position in serving high-touch / high-tech clients

- Adapted digital engagement model
- CSX offering

Capital-light **Investment Bank** focused on businesses with competitive edge & higher returns and growing connectivity to Wealth Management

- Best-in-class electronic trading execution
- Differentiated cross-asset solutions focused on WM clients (GTS)

Talent and technology led **Asset Management** focused on product

strengths

- Core product capabilities
- Strengthened sales support



Digital business platforms: Business platforms driven by Chief Information Officers, enabling scalable front-to-back capabilities and differentiated products



Technology platforms & core capabilities: Best-of-breed technology platforms driven by Chief Technology Officer, providing enterprise capabilities



Security: Sustained increase in security investment with a Security First approach providing dynamic protection and minimizing risk



Operations: Robust, scalable and automated Operations function with a strong control focus



Structural cost opportunities: Lever opportunities moving to a centralized structure, driving workforce strategy and simplifying technology platforms



Talent, culture and agile ways of working: Right-sized and optimized workforce, with an agile engineering culture



# Digital business platform initiatives have already produced tangible results, and will be further scaled to drive growth

#### Good starting position...

#### Flagship CSX digital franchise

- Targeting retail affluent clients
- >150k clients and CHF >1.8 bn balances
- Integrating core banking, investing, pensions, financing and third-party services

#### Award-winning securities and execution platforms<sup>1</sup>

- Award-winning Advanced Execution Services platform
- Market leading technology enabled ABS whole loan trading platform
- Award-winning Sphere Equity Derivatives platform for institutional clients
- Execution factory providing IB services to sophisticated WM clients

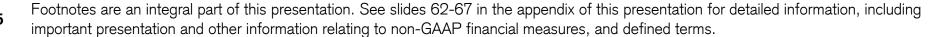
#### **Leading Digital Private Bank**

- Integrating investment offering with our research and House View
- Product shelf with client / product risk profiling, recommendations engine & compliance controls
- Leveraging institutional grade IB content, product manufacturing and risk management capabilities

#### ...building further digital business

- Continued client growth, expected to reach >200k clients by the end of 2022
- Extend digital offerings to business and private clients
- Develop ecosystem platform with customizable service model for Affluent / Wealth as a Service and Open Banking infrastructure
- Continued improvement of execution through advanced low-latency algorithms
- Digital Whole Loan Participation platform expected to double to USD 2 bn in 2022
- Strong client support with awards in 2019-21<sup>1</sup> and continued offering expansion
- 250+ Swiss-booked clients onboarded to scalable cross-asset eTrading platform
- Extend direct-to-client advisory offerings globally in alignment with House View
- Augment cross-asset product distribution and execution services for WM clients
- Increase client facing time for RMs through process simplification and automation
- Standardize international booking platforms and financing solutions
- Build-out cloud-native Wealth as a Service offering with partners







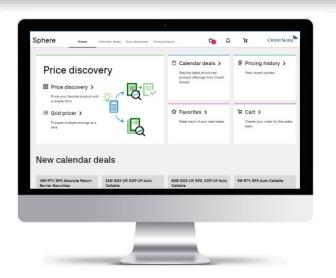
## Our digital products are a key enabler across businesses

#### **CSX Mobile Banking**



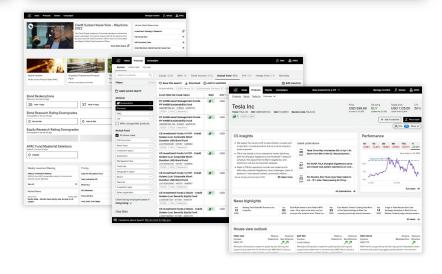


#### **Equity Derivatives Platform**



Award-winning Sphere Equity Derivatives platform<sup>1</sup> offering institutional clients and our RMs the same tools, product customization and quant models

#### **APAC Product & Content Platform**



Spark allows product specialists to manage a compliant product shelf rich with news content and research materials and create actionable investment ideas for RMs and clients

CSX: Fully mobile, high-tech banking for accounts, cards, investing and financing



# Technical core capabilities reduce tool duplication and improve time-to-market

#### Capability Investment outcome Omni-channel Frictionless, high quality client experience within and between communication channels Developer experience is essential to increase developer effectiveness, accelerate Developer experience software delivery, attract and retain engineering talent Cloud operating model enables business agility and differentiating capabilities driving Cloud scale and flexibility Optimized operations through increasing process efficiency, reducing cost and Intelligent automation operational risk Running our applications on the same data platform to accelerate product development Data and obviate siloed infrastructure Site reliability engineering Balance velocity of future development and operational risk by reducing cost of failure Implement Zero Trust security model to operate in a dynamic environment and evolving Security threat landscape



# Cloud and strategic ecosystem partnerships are expected to accelerate our time-to-market and deliver transformation at scale







# Capabilities and services

- Cloud first approach to new developments; design, develop, test, and run in the cloud
- Consume cloud-native services, leapfrog generational transformation
- Implement multi-cloud and Zero Trust strategy – from static to dynamic
- Digital development capacity

# **Ecosystem** partnerships

- Engage with leading technology partners, experienced in executing large scale transformation on a compressed timeline
- Identify opportunities to integrate innovative business capabilities as a service
- Access best-of-breed capabilities and solutions

# Value to Credit Suisse stakeholders

- Accelerated time-to-market for platform scale benefits and market-based opportunities
- Expose value-added Credit Suisse data and analytics to clients
- Reduce operational risk and drive efficiency with consumption based model and dynamic scaling





# We have nearly doubled our investments in security

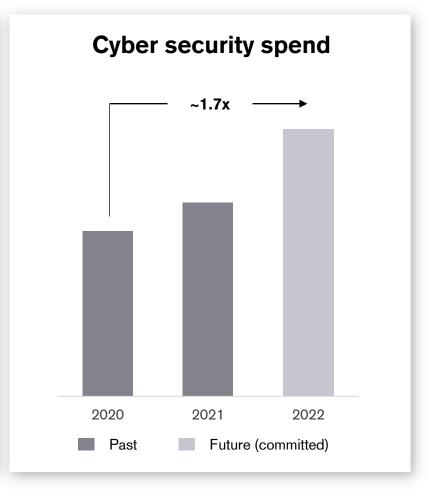
We have prioritized security...

...in the face of an evolving threat and regulatory landscape

#### **Investment and priorities**

- ✓ Sustained increase in cyber security investment including planned migration to Zero Trust architecture responding to the exponential increase of cyber threats and the need to meet client and regulatory expectations
- ✓ Continued cyber risk reduction with focus on strategic capability build in cybersecurity, risk management, supply chain and financial crime capabilities
- ✓ Drive to Security First approach across technology capabilities, moving to security and resilience by design
- ✓ Focus on minimizing complexity through automation and adoption of modern best practices

#### Focus areas to date Increased controls to enhance the security of our assets, applications and systems Improved access management controls including significant reduction in privileged access accounts Deployment of enhanced tools to monitor, analyze and manage our cyber security Threat-led approach including enriched malware detection controls reducing the risk of ransomware Deployment of authenticated vulnerability scanning and augmented patching process to reduce system downtime





# We are driving towards a robust, scalable and automated Operations function with a strong control focus

# Product & client experience

- Client centric: proactive, responsive, data-led client and business interactions
- Increase data-literacy among workforce: close partnership between Technology and Operations enabling the optimization of data use and the identification of opportunities for automation, efficiency and control

# Workflow & process automation

- Automation: Intelligent Automation and service orchestration through data and Artificial Intelligence
- Work orchestration: insight-led activity with work orchestration based on strong data core
- Foundational technology: flexible, uniform and scalable cloud-based architectures replacing duplicate applications

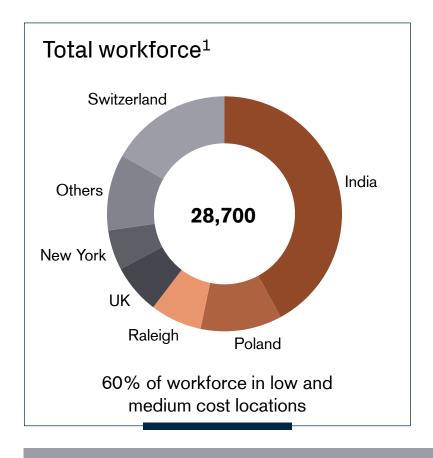
# Proactive management of risks & controls

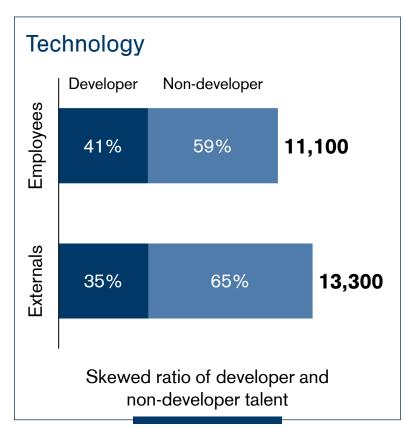
- Control function: strengthen the position of Operations to act as a second line of defense across the organization allowing front-to-back oversight
- Mutualized services: standardization of common services across business lines or corporate functions

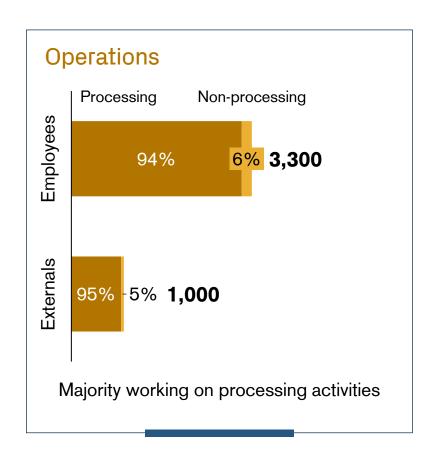




## Our workforce offers opportunity to reinvest



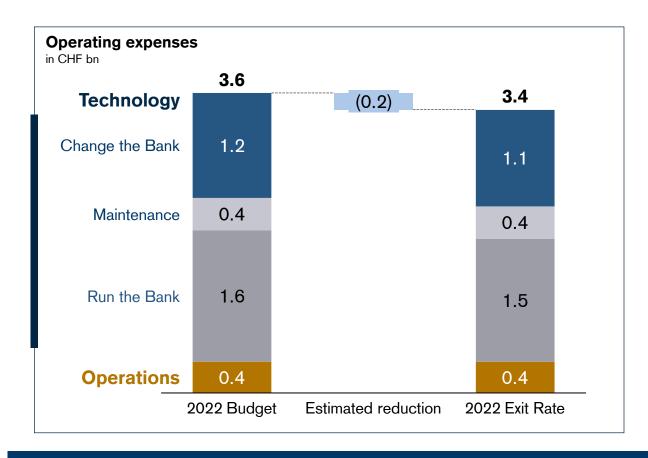




Different skill mix required and lower share of externals to drive further value creation



## Our cost structure reflects the period of transition from a federated to a centralized model





Immediate Exit Rate savings in 2022 identified, actual fiscal savings will be reported with 4Ω22/FY22 results



Defragmentation of Change the Bank portfolio intended to reduce duplication with expected 2022 synergies



Run the Bank cost reflects our on-premises operating model

Our review of industry benchmarks<sup>1</sup> indicates an overspend in Technology and an underspend in Operations





# Consolidation brings further structural cost opportunities

#### CHF 200 mn in 2023



**Centralization** has created transparency on areas of duplication



New hiring **guidelines** in place



**Governance** in place to avoid duplicative work



**Decommissioned** 6%+ of applications in last 12 months



Began to automate extraordinary amount of **manual work** 



**Renegotiated** commercial terms with third party providers and established firm-wide terms



Making the developers we have more productive



Commenced a firm-wide agile rollout to streamline delivery



Fewer change teams

#### ...and additional CHF 400 mn in the medium term



Lean, agile, technical, accountable organization



Contribution-based rewards model



More **meritocracy**, less hierarchy



Highest value work performed in-house - knowledge retained



Platform-driven scale and resiliency



Building out desired end states



Cloud-native build solves duplication and data fragmentation



Consolidate and exit data centers



Site Reliability Engineering mindset reduces Run the Bank

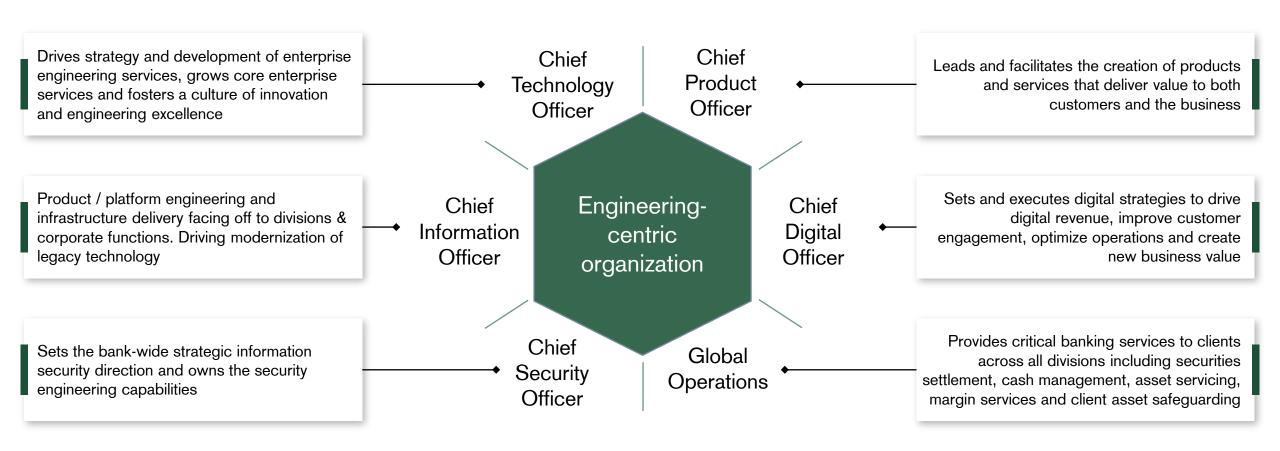


Stringent portfolio prioritization and automated governance





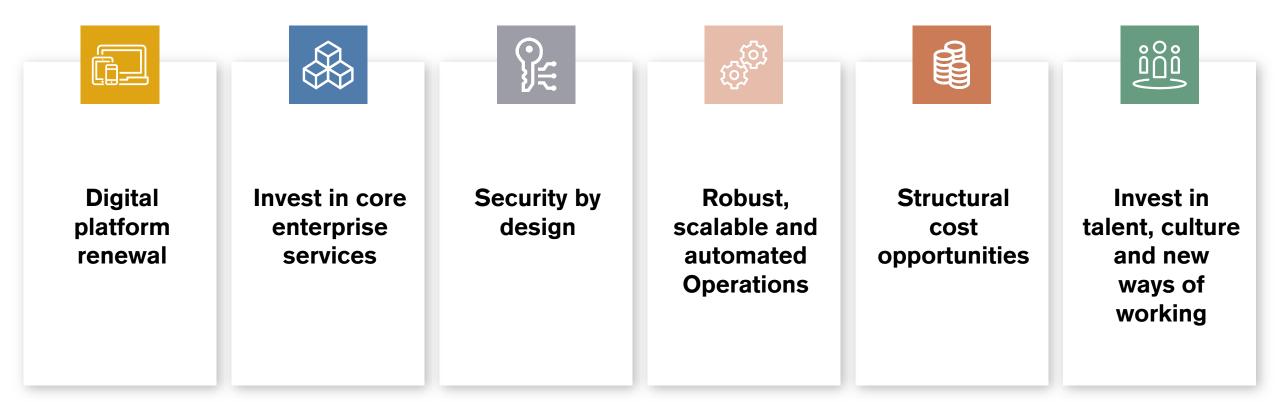
# Strength in execution based on a transformed organization



#### Engaged, agile, empowered and multi-disciplinary workforce with engineering skills and mindset



# Key takeaways





# Wealth Management Driving sustainable growth

Francesco De Ferrari, CEO Wealth Management

June 28, 2022



# Credit Suisse is a leading global Wealth Manager

#### Wealth Management at Credit Suisse<sup>1</sup>

Global scale and market leadership



Top 2 Global Wealth
Manager outside of US
with strong brand and
heritage

CHF 1.2 trn CBV CHF 0.8 trn AuM Deep client franchise



Balanced focus between entrepreneurial UHNW clients (multi-generation relationships) and growing base of HNW clients

50/50 split of net revenues<sup>2</sup>

Highly skilled talent pool



Team of **high quality** RMs as well as specialists in products & solutions and structuring

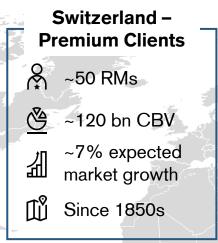
**~3,000** RMs

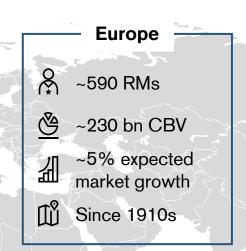


# Deep and long-standing history across our regions, geared towards higher growth markets

Overview of Wealth Management division's key regions<sup>1</sup>

CBV in CHF

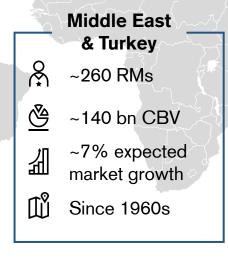


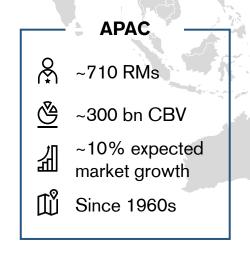














Best PB / Wealth Manager for Clients USD >250 mn in Switzerland

Best PB / Wealth Manager in Brazil

Best PB / Wealth Manager in Middle East

#### **ASIAMONEY**

Best for Family Office in Asia

Best International Private Bank in Indonesia, Philippines, Taiwan and Thailand



# Distinctive capabilities differentiate our client value proposition

# Investment offering



- Leading House View enables us to develop innovative and sustainable solutions generating 'alpha'
- Offering includes broad range of high-quality products including signature managed solutions
- Expanding ESG and Private
   Markets offering to meet demand

# Structured lending capability



- Leading player in sophisticated lending solutions incl. structured Lombard and corporate lending
- Real assets capability for ship, aviation, yacht, real estate & export
- Standard Lombard accounts for half of our lending portfolio

# Cross-divisional collaboration

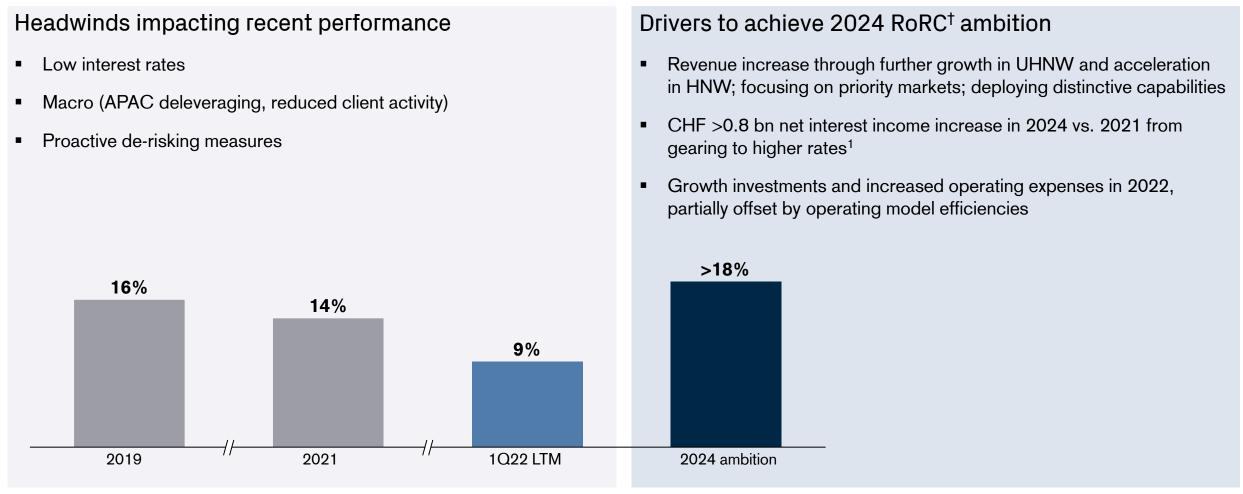


- Active cross-divisional connectivity with IB, AM and Swiss Bank to deliver full bank capabilities to clients
- Key collaboration areas include trading & lending solutions with IB, investment solutions with AM and HNW with Swiss Bank



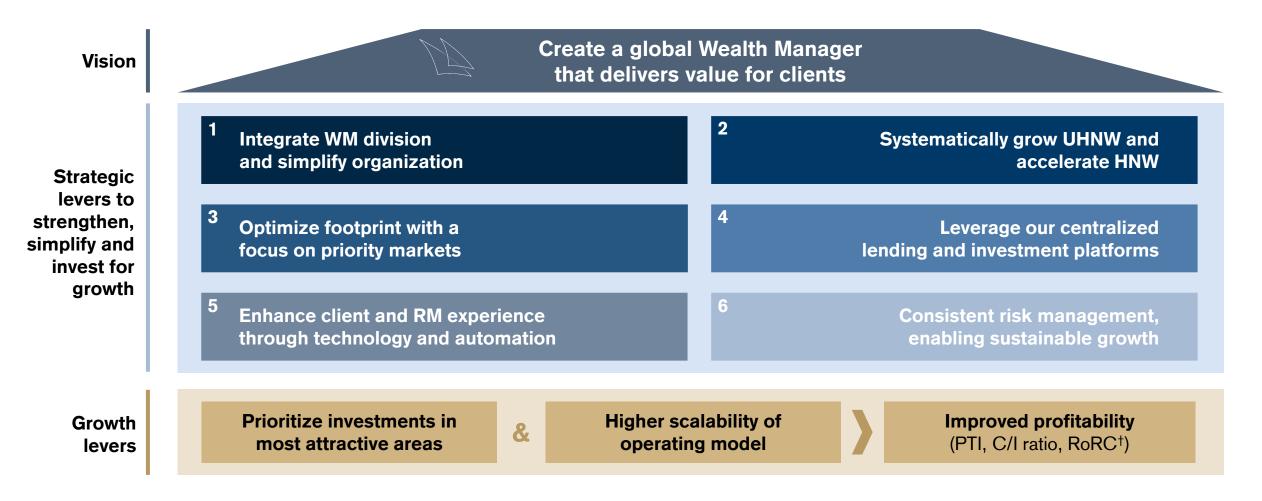
# WM aims to reinvigorate growth and deliver sustainable returns

Adjusted RoRC<sup>†</sup>





# WM has a clear strategy with six execution priorities



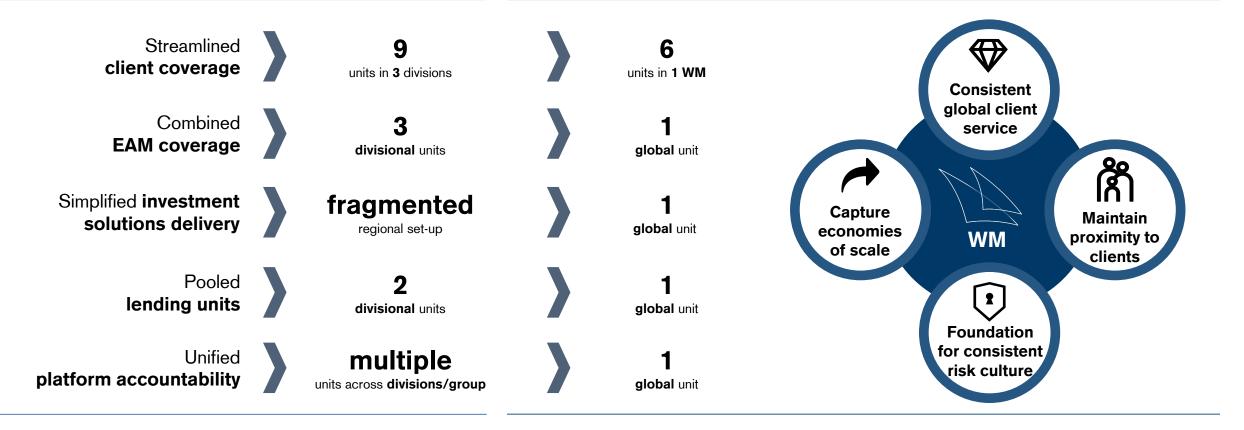


## 1

# Integrated WM business lays the foundations for sustainable growth

From a fragmented set-up...

...to a simplified and unified WM division





# Capitalizing on our renowned strength in UHNW

UHNW clients benefit from our 'Bank for Entrepreneurs' approach

Capitalizing on our strengths

#### Segment profile

Highest market AuM growth ex-US<sup>1</sup>

> ~6% **CAGR**

2020-20251

#### **Credit Suisse** franchise impact

Sizeable net new assets and client business volume growth

> >60% of total NNA 2019 to 20212

#### **Credit Suisse** capabilities

Structured lending and investment solutions, IB advisory

**Structured Products House of Year** (Asia)3

#### Opportunity Q

Strongly positioned to serve UHNW clients effectively through our integrated 'Bank for Entrepreneurs' approach

#### **Credit Suisse differentiators**



Established leader in UHNW with a strong value proposition, including IB & AM collaboration and RM base concentrated on top markets; loyalty across multiple generations of families

## Levers 👸

Reinforce our coverage model; further enhance differentiating UHNW value proposition (in areas such as private markets, lending, sustainability and Next Gen programs)



# Aim to accelerate Core HNW to drive recurring revenues

Attractive characteristics of Core HNW profile

Building out our Top 2<sup>1</sup> Core HNW business (outside US)

#### Segment profile

Largest client segment in WM market

~2x

revenue pool<sup>2</sup>

#### **Credit Suisse** franchise impact

Higher potential recurring activities. efficiency and return on capital

~55%

Dedicated unit (PBI) cost / income ratio<sup>3</sup>

#### **Credit Suisse** capabilities

CIO powerhouse and tailored product shelf

~60%

**Dedicated unit** (PBI) mandate penetration<sup>3</sup>

#### Opportunity Q

Aim to build scale, increase recurring revenues and build on our existing attractive C/I ratio

#### **Credit Suisse differentiators**



Brand associated with sophisticated wealth management advice and leading House View; upgrading digital advisory functionality

## Levers 🖔

Significantly expanding HNW-focused coverage model in existing markets while extending to Hong Kong and Singapore; scale HNW best practices globally

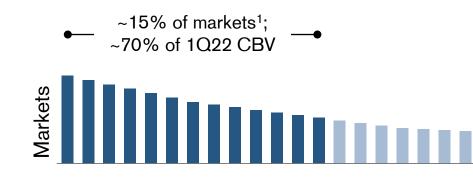


# Continue to optimize footprint and focus investment on priority markets

#### **Market growth**



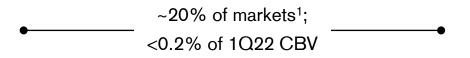
- Scale-up in top-20 markets through targeted initiatives and RM / team hires
- Onshore build-outs across regions
- Invest in technology-enabled client experience



#### **Market optimization**



- Reduce activities with unattractive risk/return profile
- Finalize **Sub-Saharan Africa markets exit** (excl. South Africa)
- Rationalize additional sub-scale markets



ILLUSTRATIVE



# Aim to leverage our centralized lending and investment platforms and drive recurring revenue growth

#### Solutions

Key recurring revenue growth levers



- Systematically deploying our House View to cater for client needs
- Further integrating ESG into client advisory and investment process
- Accelerating Private Markets sales through our single center of competence



2024 ambitions

Mandate penetration<sup>1</sup>

>35%

Sustainable investing

Fully embed in advisory process

**Private Markets**<sup>2</sup>

Double AuM



Lending

- Leveraging our **centralized capability** while maintaining focus on managing credit portfolio and operational risk
- Deploying consistent product offering across regions



**Credit Volume growth** 

Mid- to high-single digit

**Sustainable Finance** 

Support CS Group in growing sustainable finance



# Actively shift towards enhanced digital advisory approach to further improve client and RM experience

Building our digital advisory future

Enhancing client and RM experience as part of journey

Client / RM experience

#### **Holistic**

Advice on total wealth in line with House View

#### **Omni-Channel**

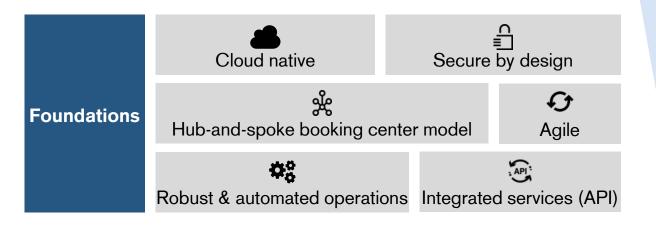
Personalized, direct-toclient omni-channel proposition

#### **Digital Private Bank (APAC)**



- Refreshed look & feel and improved navigation
- **New technology foundation for** future device capability and security

>65% direct execution of eligible DPB client orders<sup>1</sup>



#### Advanced data analytics (Core HNW)



**automation** through direct-to-client investment proposals

**Data-driven leads generated** based on client behavior with periodic House View research distribution

Increased personalization and

~50% conversion rate of resulting leads<sup>2</sup>

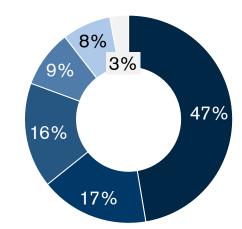


# Aim to selectively grow our diversified portfolio, underpinned by a strengthened approach to risk management

#### High quality credit portfolio

1Q22 credit volume<sup>1</sup> by product

Standard Lombard
Real Estate
Structured Corporate
Ship & Aviation
Structured Lombard
Export



<10 bps

Average loan loss ratio of net loans<sup>2</sup>

Risk appetite alignment largely complete

Strengthened WM client risk and compliance

From fragmented approach to a consolidated WM first line of defense and COO setup



# Realigned accountability:

Transferring 40% of second line of defense onboarding function FTEs to WM first line of defense



Reviews of client relationships with heightened risk profile followed by de-risking measures





Staying close to clients through the market cycle



# Wealth Management is focused on driving sustainable growth

We have a leading and distinctive franchise



We have set the foundations of our global business and have a strong team in place



We have a clear strategy and execution plan



# **Appendix**

Results excluding certain items included in our reported results are non-GAAP financial measures. Following the reorganization implemented at the beginning of 2022, we have amended the presentation of our adjusted results. Management believes that such 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

Group (CHF million)	2021
Provision for credit losses	4,205
Archegos	(4,307)
Adjusted provision for credit losses	(102)

Wealth Management (CHF million)	1Q22	4Q21	3Q21	2Q21	2021	2019
Net revenues	1,177	1,377	1,656	1,913	7,031	7,425
Real estate (gains)/losses	(25)	(19)	-	-	(19)	(49)
(Gains)/losses on business sales	3	(17)	41	-	24	-
Major litigation recovery	-	-	-	(49)	(49)	-
Gain related to InvestLab transfer	-	-	-	-	-	(327)
(Gain)/loss on equity investment in Allfunds Group	353	(31)	(130)	(317)	(622)	-
(Gain)/loss on equity investment in SIX Group AG	(2)	35	-	-	35	(249)
Adjusted net revenues	1,506	1,345	1,567	1,547	6,400	6,800
Provision for credit losses	24	(7)	18	(24)	-	78
Total operating expenses	1,510	1,227	1,236	1,167	4,724	4,739
Restructuring expenses	(10)	(7)	-	(9)	(19)	-
Major litigation provisions	(230)	(3)	(70)	-	(62)	27
Expenses related to real estate disposals	-	(3)	-	-	(7)	(19)
Expenses related to equity investment in Allfunds Group	-	-	(1)	(19)	(20)	-
Adjusted total operating expenses	1,270	1,214	1,165	1,139	4,616	4,747
Income/(loss) before taxes	(357)	157	402	770	2,307	2,608
Adjusted income/(loss) before taxes	212	138	384	432	1,784	1,975



### **Notes**

#### General notes

- Throughout this presentation rounding differences may occur
- Results excluding certain items included in our reported results are non-GAAP financial measures.
- 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 June 28, 2022. Actual results may differ
- Unless otherwise noted, all CET1 capital, CET1 ratio, Tier 1 leverage ratio, risk-weighted assets and leverage exposure figures shown in these presentations are as of the end of the respective period
- Private Banking Switzerland refers to the Private Banking unit within the Swiss Bank division
- Mandates reflect advisory and discretionary mandate volumes
- Mandate penetration reflects advisory and discretionary mandate volumes as a percentage of AuM, excluding those from the external asset manager business
- Client Business Volume includes assets under management, custody assets and net loans
- Custody assets includes assets under custody and commercial assets

#### **Specific notes**

- † Regulatory capital is calculated as the average of 13.5% of RWA and 4.25% of leverage exposure and return on regulatory capital, a non-GAAP financial measure, is calculated using income/(loss) after tax and assumes a tax rate of 25% from 2020 onward. For the Investment Bank, return on regulatory capital is based on US dollar denominated numbers. Return on regulatory capital excluding certain items included in our reported results is calculated using results excluding such items, applying the same methodology. Adjusted return on regulatory capital excluding certain items included in our reported results is calculated using results excluding such items, applying the same methodology.
- ‡ Return on tangible equity, a non-GAAP financial measure, is calculated as annualized net income attributable to shareholders divided by average tangible shareholders' equity. Tangible shareholders' equity, a non-GAAP financial measure, is calculated by deducting goodwill and other intangible assets from total shareholders' equity as presented in our balance sheet.

Our ambition to release USD >3 bn of capital from the Investment Bank over 2021-2022 and our ambition to invest CHF ~3 bn of capital in Wealth Management over 2021-2024 is based on an average of 13.5% risk-weighted assets and 4.25% leverage exposure.

#### **Abbreviations**

ABS = Asset Backed Securities; AM = Asset Management; APAC = Asia Pacific; API = Application Programming Interface; ATM = Automated teller machine; AuM = Assets under Management; BCBS = Basel Committee on Banking Supervision; BIS = Bank of International Settlements; bps = basis points; C/I = Cost/income; CAGR = Compound annual growth rate; CBV = Client Business Volume; CCO = Chief Compliance Officer; CET1 = Common Equity Tier 1; CHF = Swiss Franc; CIO = Chief Investment Officer; COO = Chief Operating Officer; CRO = Chief Risk Officer; CSX = Credit Suisse X; CTF = Commodity Trade Finance; CTOO = Chief Technology and Operations Officer; DCRC = Divisional Client Risk Committee; DPB = Digital Private Bank; EAM = External Asset Manager; ECB = European Central Bank; EMEA = Europe, Middle East and Africa; ESG = Environment, Social and Governance; EU = European Union; EUR = Euro; FED = Federal Reserve; FIDLEG = Finanzdienstleistungsgesetz; FINMA = Swiss Financial Market Supervisory Authority; FTE = Full time equivalent; FX = Foreign Exchange; FY = Full year; GAAP = Generally Accepted Accounting Principles; GCRC = Group Client Risk Committee; GTS = Global Trading Solutions; HNW = High Net Worth; IB = Investment Bank; IG = Investment Grade; IT = Information Technology; LTM = Last velve months; LTV = Loan-to-value ratio; ND = Managing Director; MiFID = Markets in Financial Instruments Directive; NIG = Non-investment grade; NNA = Net New Assets; PB = Private Banking; PBI = Private Banking; PBI = Private Banking; PBI = Private Banking; NB = Swiss National Bank; SRR = Strategic Regulatory Remediation; TCFD = Task Force on Climate-Related Financial Disclosures; UHNW = Ultra High Net Worth; UK = United Kingdom; US = United States; USD = United States Dollar; vs. = versus; WM = Wealth Management; YoY = Year on year; YTD = Year to date



## Footnotes – Risk

Slide 7 Our risk profile is well-diversified with a focus on credit risk

- 1. Includes Credit Valuation Adjustments
- 2. Includes equity positions in the banking book under the simple risk weight approach, equity investments in funds, settlement risk, and amounts below thresholds for deductions (subject to 250% risk weight)
- 3. Includes securitization exposures in the banking book

Slide 9 Archegos highlighted weaknesses in risk management where outcome substantially deviated from historical performance

Source: Bloomberg (all numbers in CHF), Company filings as of 4Q21

1. Include Bank of America, Barclays, BNP, Citigroup, Deutsche Bank, Goldman Sachs, HSBC, JP Morgan, Morgan Stanley, Société Générale, Standard Chartered and UBS

Slide 12 Deep dive on selected portfolios

1. Refers to the transaction risk rating that reflects the expected loss associated with one unit of an exposure in normal circumstances

Slide 13 Investing in our people and our organizational design is critical to strengthening our Risk management

Note: All figures as of May 31, 2022

Slide 16 Our response to Russia/Ukraine demonstrated improvements to risk capabilities, urgency and accountability

- 1. Exposure is net of specific allowances, specific provisions for credit losses and valuation adjustments
- 2. January 4, 2022 to February 24, 2022

Slide 18 Risk culture is a core focus across the first and second lines of defense

- 1. As of May 31, 2022 YTD
- 2. 2021 increase relative to 2020 baseline



## Footnotes – Compliance

Slide 22 Addressing complexity in Compliance remains an industry challenge and core to our success

- 1. Thomson Reuters, Cost of Compliance 2021
- 2. Permanent FTE
- 3. Excluding discretionary compensation expenses and FX impact

Slide 24 Refreshed leadership and simplification have strengthened the CCO organization

- 1. MDs/Directors joined Compliance (of which 21 new joiners to Credit Suisse)
- 2. As of March 31, 2022 vs. March 31, 2021



# Footnotes - Technology & Operations

Slide 32 Technology and Operations (CTOO) supports our business today

Note: All figures as of 1Q22

- 1. AuM includes both Wealth Management and Private Banking Switzerland
- 2. 2021 total volume of payment transactions processed via our Payment Platform on Standard Banking IT Platform

Slide 35 Digital business platform initiatives have already produced tangible results, and will be further scaled to drive growth

Note: All figures reflect YTD

1. Structured Retail Products 2021 – Best Structured Product Technological Solution, Americas for GTS Sphere platform; Global Capital Americas Derivatives Award 2020 – Electronic Platform of the Year for Sphere; Pan-Asia Institutional Investor survey 2021 – #1 E-Trading platform in APAC for AES; The Banker Magazine 2019 Tech Projects Awards winner under Trading System category: AES

Slide 36 Our digital products are a key enabler across businesses

1. Structured Retail Products 2021 – Best Structured Product Technological Solution, Americas for GTS Sphere platform; Global Capital Americas Derivatives Award 2020 – Electronic Platform of the Year for Sphere

Slide 41 Our workforce offers opportunity to reinvest

Note: All figures as of 1Q22

1. Employees and externals including outsourced

Slide 42 Our cost structure reflects the period of transition from a federated to a centralized model

1. Source: Oliver Wyman share of Technology and Operations spend per revenue and total spend as of 2020



# Footnotes – Wealth Management (1/2)

#### Slide 47 Credit Suisse is a leading global Wealth Manager

- 1. Figures shown are total for Wealth Management division and Private Banking Switzerland as of 1Q22; Private Banking Switzerland with CHF ~110 bn AuM, CHF ~200 bn CBV and ~1,000 RMs
- 2. Calculation based on net revenues for clients in WM Division and Private Banking Switzerland. Excludes clients with CHF <1 mn AuM with CS

#### Slide 48 Deep and long-standing history across our regions, particularly higher growth markets

- 1. Figures as of 1Q22; CBV for Private Banking International business area has been distributed according to relevant region. Expected market growth rates shown are based on Oliver Wyman Wealth Pools market sizing study (May 2021) and show expected Private Banking AuM (market level) CAGR from 2021 to 2024
- 2. Expected market growth rate not included for External Asset Managers due to lack of comparability (e.g. in terms of entity type, market scope, client scope) in external markets statistics
- 3. Higher growth markets include APAC region and Emerging Markets; % based on CBV

#### Slide 50 WM aims to reinvigorate growth and deliver sustainable returns

1. Net interest income increase from realization of CHF, USD and EUR forward rates; as of June 16, 2022

#### Slide 53 Capitalizing on our renowned strength in UHNW

- 1. McKinsey Wealth Pools 2021
- 2. WM data; UHNW contributed >60% total Credit Suisse Wealth Management NNA for the years 2019, 2020 and 2021 combined
- 3. Asia Risk 2021; Risk.net

#### Slide 54 Aim to accelerate Core HNW to drive recurring revenues

- 1. McKinsey Wealth Pools 2021; Market share based on markets (client domiciles, onshore / offshore) and client segments in which Credit Suisse is active
- 2. Oliver Wyman Wealth Management Model; 2021 revenue pool for HNW compared to the revenue pool for UHNW
- 3. As of 1Q22



# Footnotes – Wealth Management (2/2)

Slide 55 Continue to optimize footprint and focus investment on priority markets

Domiciles that Wealth Management actively serves (offshore or onshore)

Slide 56 Aim to leverage our centralized lending and investment platforms and drive recurring revenue growth

- 1. Includes Wealth Management and Private Banking Switzerland (part of Swiss Bank division)
- 2. Includes Private Equity and Liquid Alternatives

Slide 57 Actively shift towards enhanced digital advisory approach to further improve client and RM experience

- 1. For available products and clients signed up to Digital Private Bank, 1Q22
- 2. 'CS in brief' central monthly research mailing; targeted Credit Suisse Data & Analytics leads with opportunities discussed vs. opportunities converted for 2021

Slide 58 Aim to selectively grow our diversified portfolio, underpinned by a strengthened approach to risk management

- 1. Includes AFG portfolio and small volumes of Aviation, Ship and Export Finance that are within the Swiss Bank and managed by WM
- 2. Provision for credit losses as a % of net loans, average from 2018-1Q22



