

## Morgan Stanley European Financials Conference

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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.

Credit Suisse has not finalized its 2017 Annual Report and Credit Suisse's independent registered public accounting firm has not completed its audit of the consolidated financial statements for the period. Accordingly, the financial information contained in this presentation is subject to completion of year-end procedures, which may result in changes to that information.

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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, 2016 and in the "Cautionary statement regarding forward-looking information" in our 4Q17 Earnings Release, published on February 14, 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.

## Cautionary Statements Relating to Interim Financial Information

This presentation contains certain unaudited interim financial information for 2018. This information has been derived from management accounts, is preliminary in nature, does not reflect the complete results of the first quarter of 2018 and is subject to change, including as a result of any normal quarterly adjustments in relation to the financial statements for the first quarter of 2018. This information has not been subject to any review by our independent registered public accounting firm. There can be no assurance that the final results for these periods will not differ from these preliminary results, and any such differences could be material. Quarterly financial results for the first quarter of 2018 will be included in our 1Q18 Financial Report. These interim results of operations are not necessarily indicative of the results to be achieved for the remainder of 1Q18 or the full first quarter of 2018.

## 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.

# Key messages

## 1 Delivering profitable growth by generating higher quality earnings and creating operating leverage in 2017

- Successful strategic pivot towards Wealth Management
- Group's first positive reported PTI since 2014 at CHF 1.8 bn, up CHF 4.1 bn YoY
- Adj. net revenues up 5%, adj. operating expenses down 6%, with adj. PTI of CHF 2.8 bn, up CHF 2.1 bn YoY

## 2 Making significant progress towards our ambitious 2018 Group targets

- Strong contribution from our Wealth Management and Investment Banking businesses in 2017
- On track to achieve our 2018 cost target\* of <CHF 17.0 bn after growth investments
- Continued progress in SRU wind-down

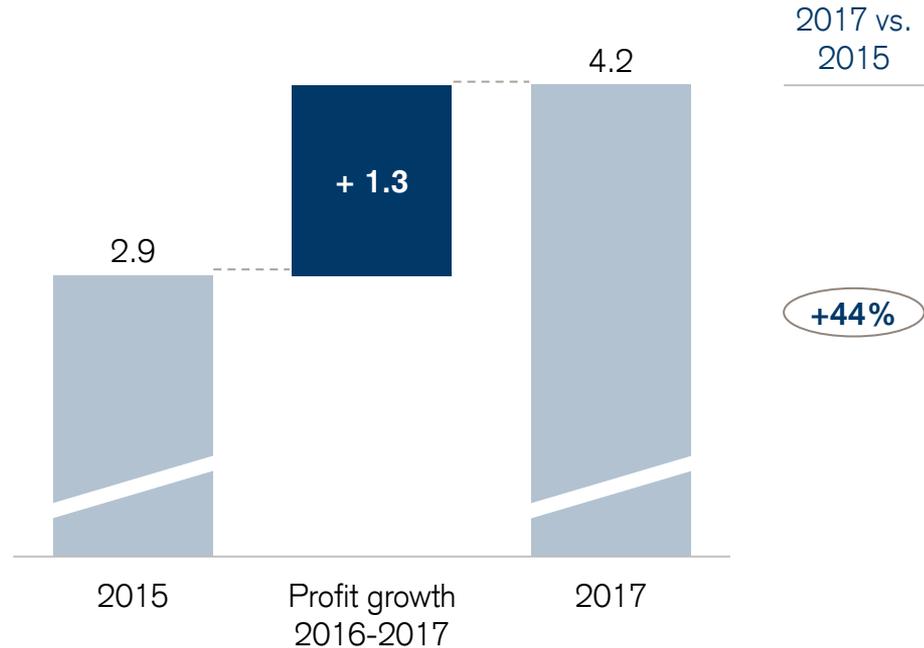
## 3 Increasing returns to shareholders

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

\* See Appendix

# Our strategic pivot towards Wealth Management has generated CHF 1.3 bn of adjusted PTI growth in two years

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

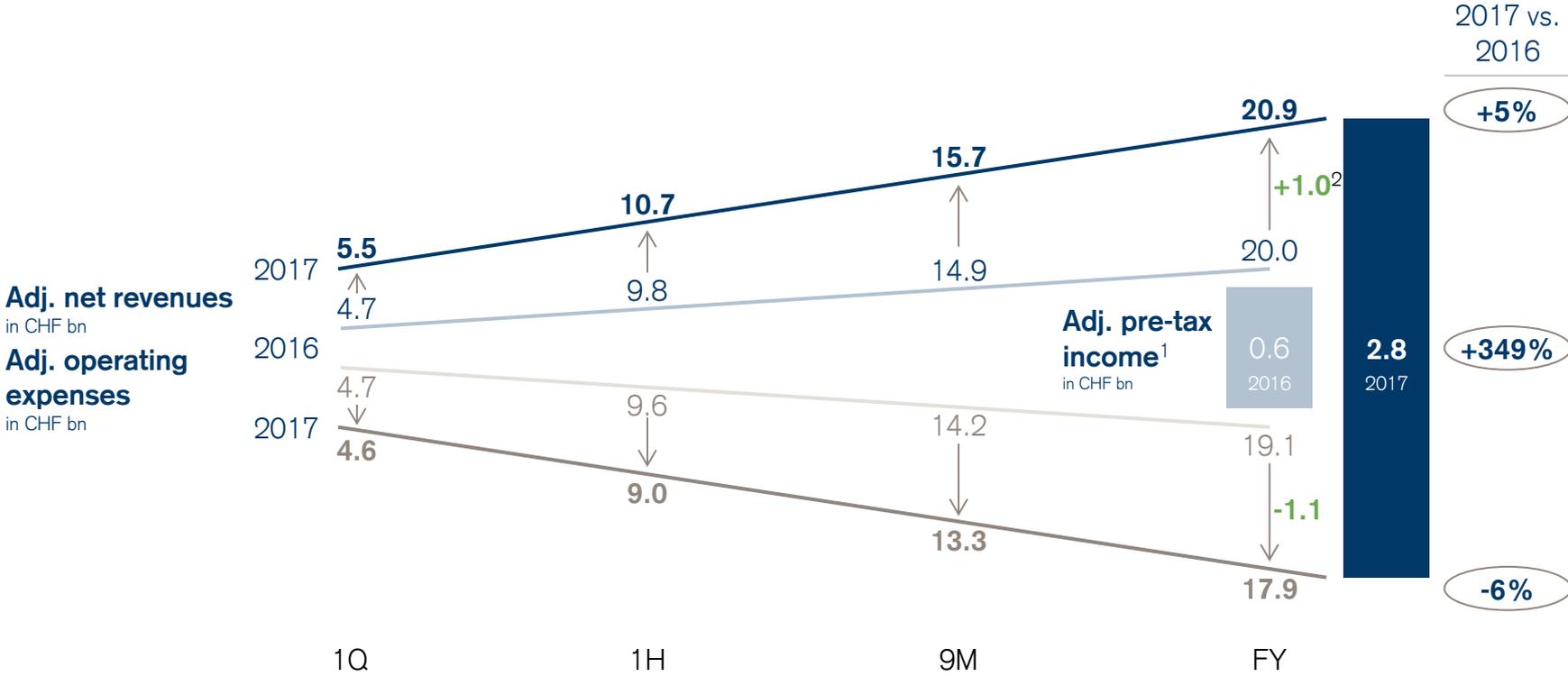


**Wealth Management related businesses<sup>1</sup> RWA**  
in CHF bn



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

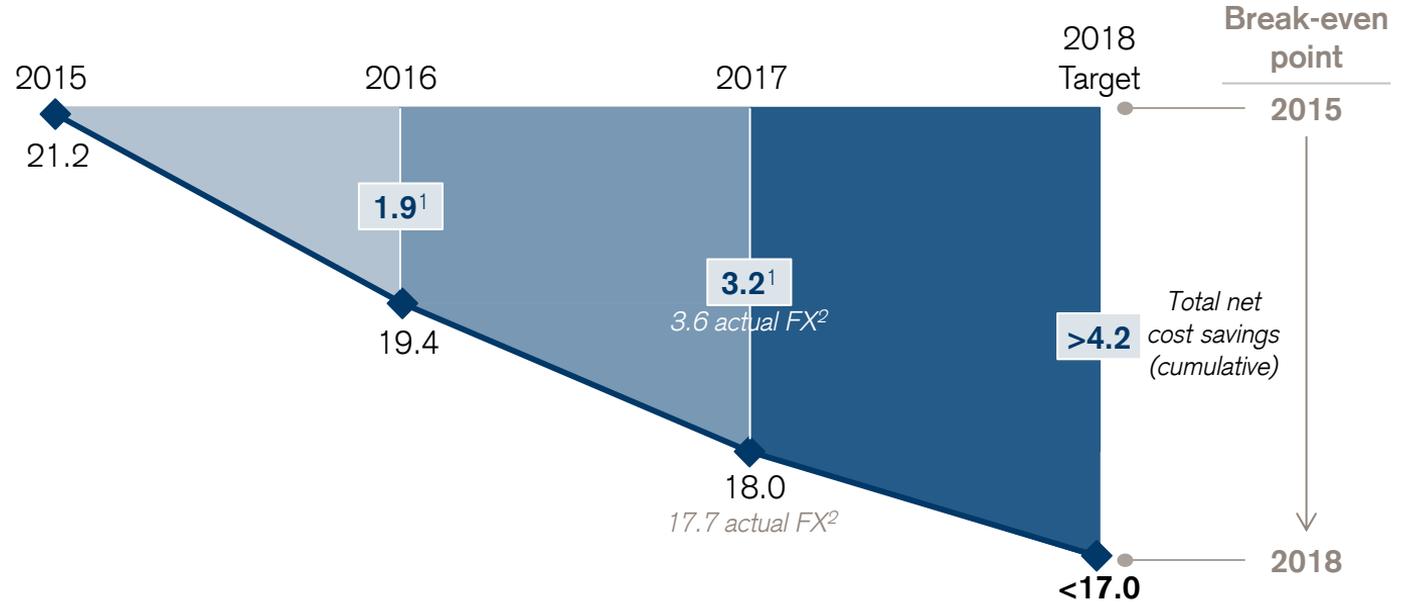
# Delivering positive operating leverage in 2017



Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix  
 1 Reflects credit provisions of CHF 252 mn in 2016 and CHF 210 mn in 2017    2 Adjusted net revenues increase of CHF 956 mn based on adjusted net revenues of CHF 19,957 mn in 2016 vs. CHF 20,913 mn in 2017

# Our strategic approach to cost reduction has delivered a sustainably lower break-even point

**Group adjusted operating cost base at constant FX rates\***  
in CHF bn



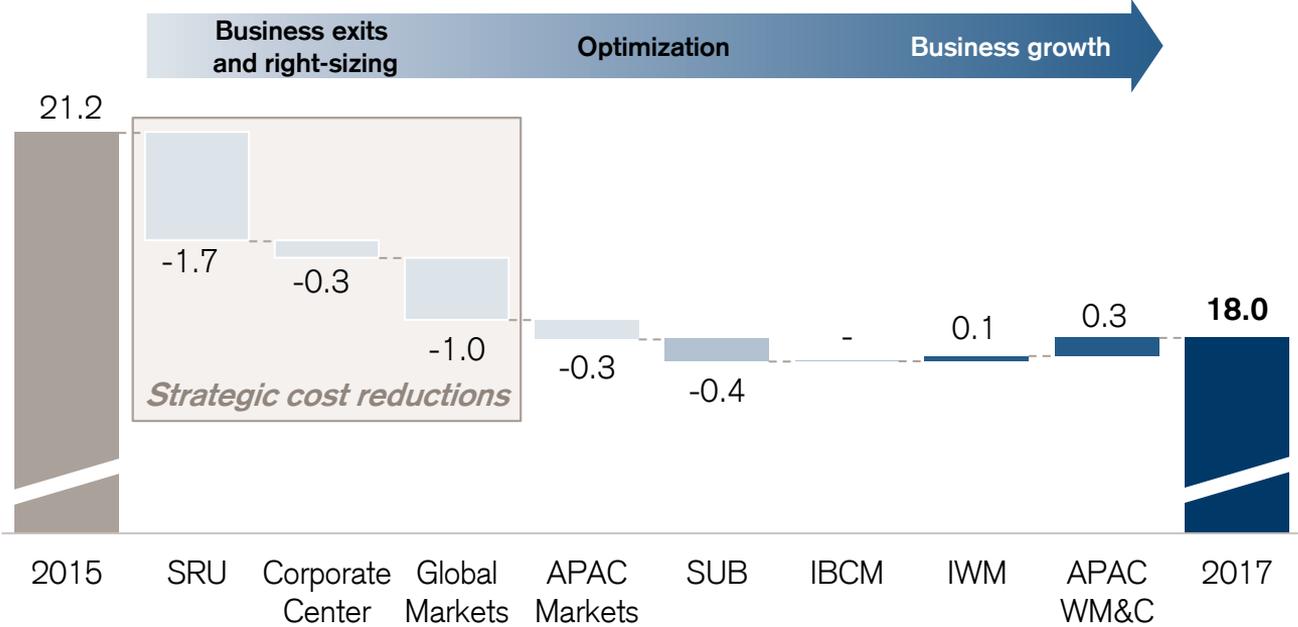
Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix \* See Appendix

1 Reduction of CHF 1,859 mn in 2016 and CHF 3,228 mn in 2017 based on adjusted operating cost base at constant FX rates of CHF 21,242 mn in 2015, CHF 19,383 mn in 2016 and CHF 18,014 mn in 2017

2 Measured using Group adjusted operating cost base at actual FX rates, with FX impact of CHF 326 mn, see Appendix

# Most of the cost reductions have come from strategic decisions made...

**Group adjusted operating cost base at constant FX rates\***  
in CHF bn

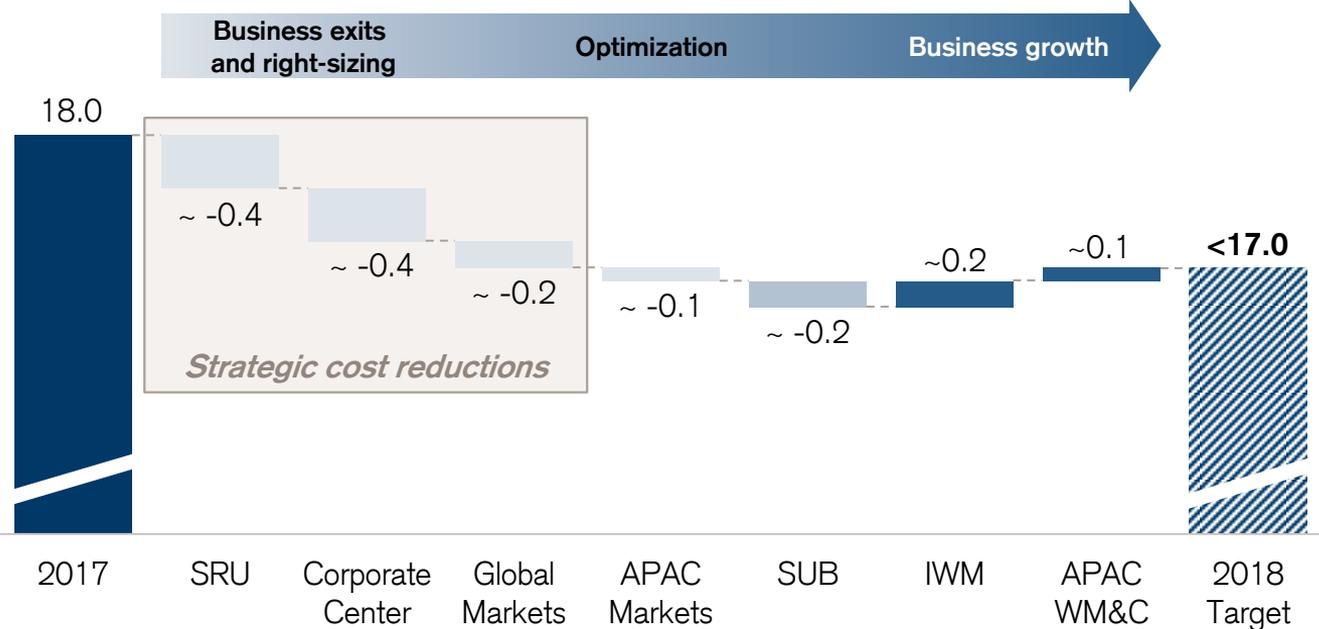


Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

\* See Appendix

# ...and we will continue to drive strategic cost reductions to achieve our 2018 cost target of <CHF 17.0 bn after growth investments

**Group adjusted operating cost base at constant FX rates\***  
in CHF bn



Note: Illustrative path as presented at our Investor Day on November 30, 2017. Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix

# Our Wealth Management businesses have continued to perform strongly in 2017...

## Wealth Management key metrics

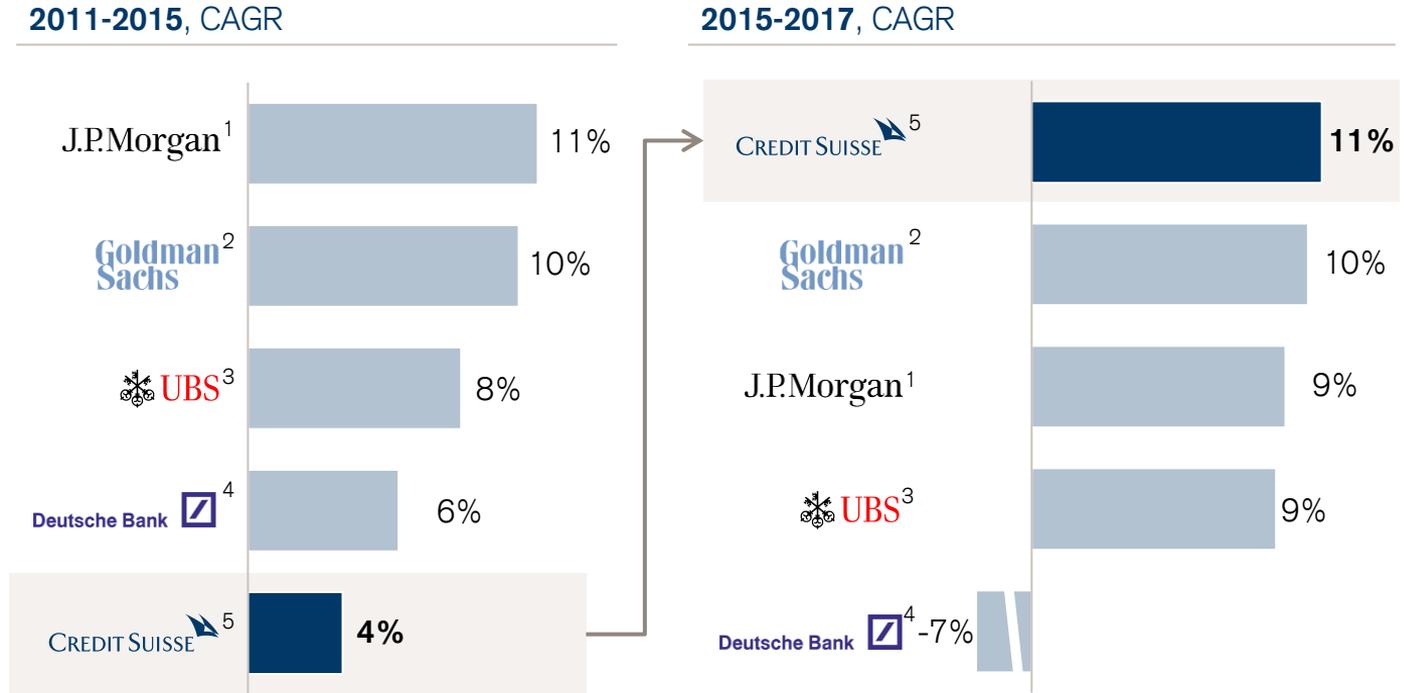
	2015	2017	
Assets under Management <sup>1</sup>	CHF 630 bn	<b>CHF 772 bn</b>	▲
Net New Assets <sup>1</sup>	CHF 18.1 bn	<b>CHF 37.2 bn</b>	▲
NNA <sup>1</sup> growth rate	3%	<b>5%</b>	▲
UHNW share of NNA <sup>1</sup>	~50%	<b>&gt;75%</b>	▲
Adjusted net margin <sup>1</sup>	28 bps	<b>35 bps</b>	▲
Adjusted PTI <sup>2</sup>	CHF 2.9 bn	<b>CHF 4.2 bn</b>	▲

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> Relating to SUB, IWM and APAC WM&C

# ...outperforming the wider market

**Wealth Management  
AuM growth momentum**

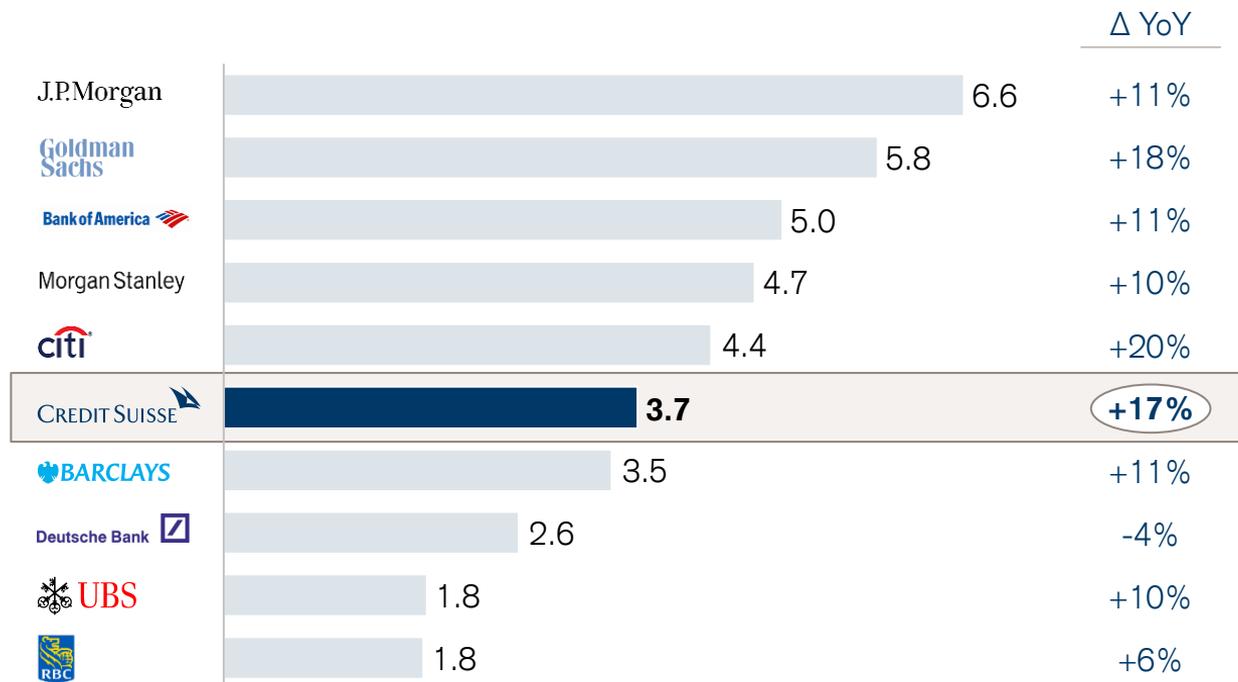


Source: Company reports, Credit Suisse estimates

1 Private Banking client assets, in USD 2 Investment Management long-term assets under supervision, in USD 3 Wealth Management and Wealth Management Americas invested assets, in CHF 4 Asset and Wealth Management invested assets (2011-15); Private and Commercial Bank invested assets (2015-2017), both in EUR 5 SUB PC, IWM PB and APAC PB within WM&C AuM, in CHF; 2011 based on internal estimates; 2012-2017 as reported

# In IBCM, we have increased our market share and held the top spot among our European peers in 2017

**Investment Banking  
global fees 2017<sup>1</sup>**  
in USD bn



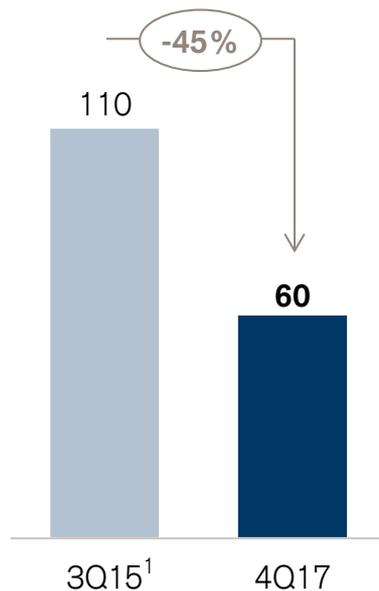
<sup>1</sup> Source: Dealogic as of December 31, 2017

# We have right-sized and de-risked our Global Markets business

## Global Markets key metrics

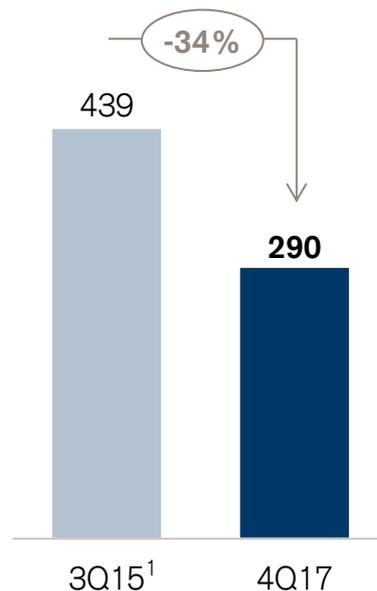
### Risk-weighted assets

in USD bn



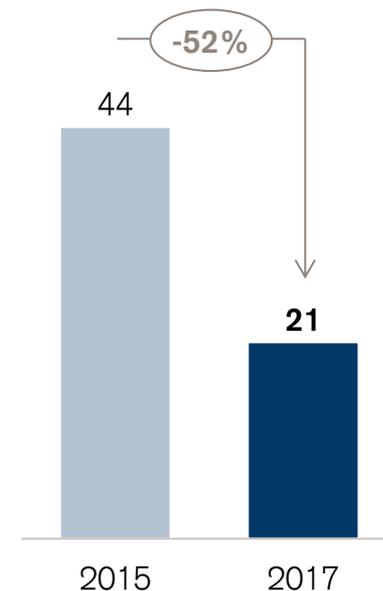
### Leverage exposure

in USD bn



### Value-at-Risk

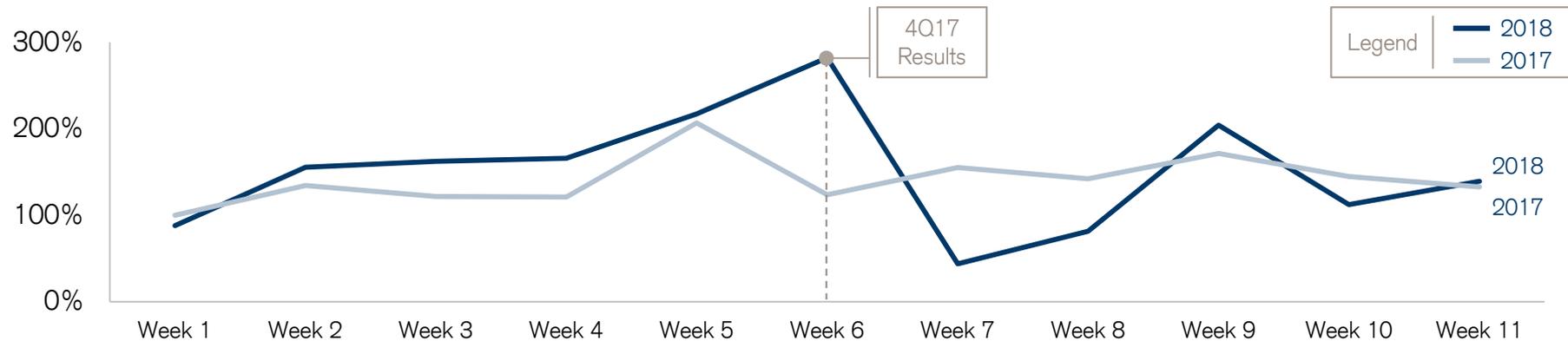
Trading book average one-day, 98% risk management VaR in CHF mn



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

# 1Q18-to-date<sup>1</sup> – Global Markets estimated net revenues in USD terms in line with comparable last year

Global Markets weekly net revenues indexed (week 1, 2017 = 100%), in USD terms



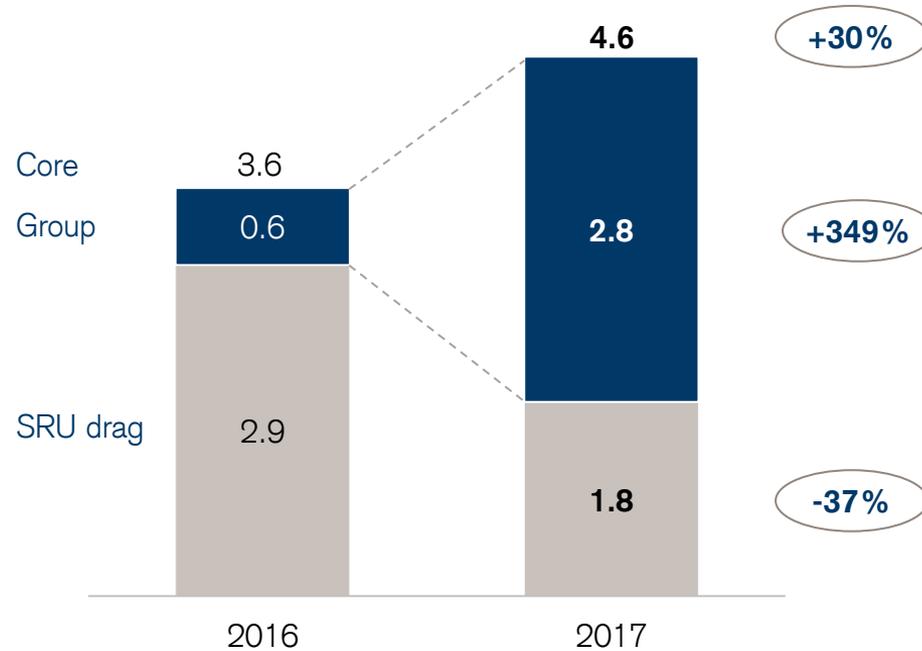
## 1Q18-to-date<sup>1</sup> YoY performance commentary

- Strength in ITS and Equity Derivatives – reflecting increased collaboration between GM and Wealth Management
- Lower equity underwriting industry activity – driven by higher volatility
- Resilient Fixed Income revenues
- Stable funding costs

<sup>1</sup> 1Q18-to-date estimate based on currently available information and beliefs, expectations and opinions of management as of March 15, 2018. Actual results for 1Q18 may differ from any estimates

# Profitability is improving at pace as we strategically pivot towards Wealth Management, generate positive operating leverage and reduce the SRU drag

**Adjusted pre-tax income**  
in CHF bn



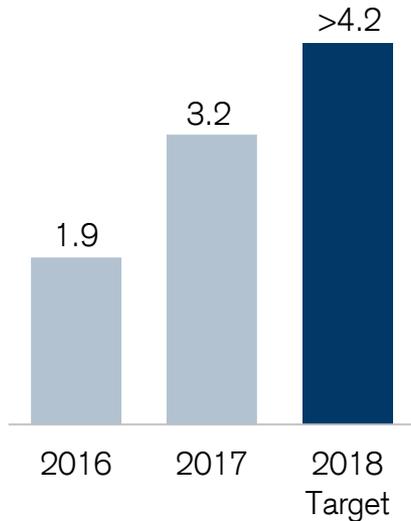
Note: Adjusted results are non-GAAP financial measures. Growth percentages are calculated based on the non-rounded results found in the 4Q17 Earnings Release. A reconciliation to reported results is included in the Appendix

# We are making significant progress towards our 2018 Group targets

## Group net cost savings\* since 2015

cumulative, in CHF bn

Achieved over 75% of cost savings target level within 2 years



## Wealth Management-related businesses<sup>1</sup> adj. PTI in CHF bn

Achieved 85% of combined 2018 adj. PTI target level within 2 years



## Investment Banking 2017 adj. RoRC<sup>†</sup>

IBCM already operated within 2018 adj. RoRC<sup>†</sup> target range

	2016	2017	
IBCM	12%	15%	✓
Global Markets	2%	4%	▲
APAC Markets	9%	(1)%	~

Note: Adjusted results are non-GAAP financial measures. A reconciliation to reported results is included in the Appendix \* At constant FX rates, see Appendix † See Appendix

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

# Summary

- **Executing with discipline**
- **Generating higher quality earnings**
- **Delivering value for our shareholders**

## Appendix

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

	Group in CHF mn								Core in CHF mn		Wealth Management <sup>1</sup> in CHF mn			SUB, IWM and APAC WM&C in CHF mn			GM in USD mn	
	1Q17	1Q16	1H17	1H16	9M17	9M16	2017	2016			2017	2016	2015 <sup>2</sup>	2017	2016	2015 <sup>2</sup>	2017	2016
<b>Net revenues reported</b>	<b>5,534</b>	<b>4,638</b>	<b>10,739</b>	<b>9,746</b>	<b>15,711</b>	<b>15,142</b>	<b>20,900</b>	<b>20,323</b>	<b>21,786</b>	<b>21,594</b>	<b>8,107</b>	<b>8,003</b>	<b>7,459</b>	<b>12,829</b>	<b>12,361</b>	<b>11,631</b>	<b>5,662</b>	<b>5,575</b>
Real estate gains	-	-	-	-	-	(346)	-	(424)	-	(420)	-	(420)	(95)	-	(420)	(95)	-	-
(Gains)/losses on business sales	(15)	56	(15)	56	(15)	56	13	58	51	52	-	-	(21)	28	-	(34)	-	-
<b>Net revenues adjusted</b>	<b>5,519</b>	<b>4,694</b>	<b>10,724</b>	<b>9,802</b>	<b>15,696</b>	<b>14,852</b>	<b>20,913</b>	<b>19,957</b>	<b>21,837</b>	<b>21,226</b>	<b>8,107</b>	<b>7,583</b>	<b>7,343</b>	<b>12,857</b>	<b>11,941</b>	<b>11,502</b>	<b>5,662</b>	<b>5,575</b>
<b>Provision for credit losses</b>	<b>53</b>	<b>150</b>	<b>135</b>	<b>122</b>	<b>167</b>	<b>177</b>	<b>210</b>	<b>252</b>	<b>178</b>	<b>141</b>	<b>73</b>	<b>91</b>	<b>72</b>	<b>117</b>	<b>128</b>	<b>174</b>	<b>32</b>	<b>(4)</b>
<b>Total operating expenses reported</b>	<b>4,811</b>	<b>4,972</b>	<b>9,352</b>	<b>9,909</b>	<b>13,892</b>	<b>15,028</b>	<b>18,897</b>	<b>22,337</b>	<b>17,680</b>	<b>17,960</b>	<b>5,668</b>	<b>5,615</b>	<b>5,828</b>	<b>8,797</b>	<b>8,598</b>	<b>9,252</b>	<b>5,172</b>	<b>5,522</b>
Goodwill impairment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(446)	-	-
Restructuring expenses	(137)	(255)	(206)	(346)	(318)	(491)	(455)	(540)	(398)	(419)	(104)	(102)	(66)	(150)	(128)	(79)	(154)	(220)
Major litigation provisions	(97)	-	(130)	-	(238)	(306)	(493)	(2,707)	(224)	(14)	(54)	12	(299)	(97)	(7)	(299)	-	(7)
Expenses related to business sales	-	-	-	-	-	-	(8)	-	(8)	-	-	-	-	-	-	-	(8)	-
<b>Total operating expenses adjusted</b>	<b>4,577</b>	<b>4,717</b>	<b>9,016</b>	<b>9,563</b>	<b>13,336</b>	<b>14,231</b>	<b>17,941</b>	<b>19,090</b>	<b>17,050</b>	<b>17,527</b>	<b>5,510</b>	<b>5,525</b>	<b>5,463</b>	<b>8,550</b>	<b>8,463</b>	<b>8,428</b>	<b>5,010</b>	<b>5,295</b>
<b>Pre-tax income/(loss) reported</b>	<b>670</b>	<b>(484)</b>	<b>1,252</b>	<b>(285)</b>	<b>1,652</b>	<b>(63)</b>	<b>1,793</b>	<b>(2,266)</b>	<b>3,928</b>	<b>3,493</b>	<b>2,366</b>	<b>2,297</b>	<b>1,559</b>	<b>3,915</b>	<b>3,635</b>	<b>2,205</b>	<b>458</b>	<b>57</b>
Total adjustments	219	311	321	402	541	507	969	2,881	681	65	158	(330)	249	275	(285)	695	162	227
<b>Pre-tax income/(loss) adjusted</b>	<b>889</b>	<b>(173)</b>	<b>1,573</b>	<b>117</b>	<b>2,193</b>	<b>444</b>	<b>2,762</b>	<b>615</b>	<b>4,609</b>	<b>3,558</b>	<b>2,524</b>	<b>1,967</b>	<b>1,808</b>	<b>4,190</b>	<b>3,350</b>	<b>2,900</b>	<b>620</b>	<b>284</b>

	Group in CHF mn		
	2017	2016	2015
<b>Total operating expenses reported</b>	<b>18,897</b>	<b>22,337</b>	<b>25,895</b>
Goodwill impairment	-	-	(3,797)
Restructuring expenses	(455)	(540)	(355)
Major litigation provisions	(493)	(2,707)	(820)
Expenses related to business sales	(8)	-	-
Debit valuation adjustments (DVA)	(83)	-	-
Certain accounting changes	(170)	-	-
<b>Total operating cost base adjusted</b>	<b>17,688</b>	<b>19,090</b>	<b>20,923</b>
FX adjustment	326	293	319
<b>Total operating cost base adjusted at constant FX</b>	<b>18,014</b>	<b>19,383</b>	<b>21,242</b>

	SUB in CHF mn		IWM in CHF mn		APAC WM&C in CHF mn		SRU in USD mn	
	2017	2016	2017	2016	2017	2016	2017	2016
<b>Net revenues reported</b>	<b>5,396</b>	<b>5,759</b>	<b>5,111</b>	<b>4,698</b>	<b>2,322</b>	<b>1,904</b>	<b>(905)</b>	<b>(1,285)</b>
Real estate gains	-	(366)	-	(54)	-	-	-	(4)
(Gains)/losses on business sales	-	-	28	-	-	-	(39)	6
<b>Net revenues adjusted</b>	<b>5,396</b>	<b>5,393</b>	<b>5,139</b>	<b>4,644</b>	<b>2,322</b>	<b>1,904</b>	<b>(944)</b>	<b>(1,283)</b>
<b>Provision for credit losses</b>	<b>75</b>	<b>79</b>	<b>27</b>	<b>20</b>	<b>15</b>	<b>29</b>	<b>31</b>	<b>115</b>
<b>Total operating expenses reported</b>	<b>3,556</b>	<b>3,655</b>	<b>3,733</b>	<b>3,557</b>	<b>1,508</b>	<b>1,386</b>	<b>1,243</b>	<b>4,353</b>
Restructuring expenses	(59)	(60)	(70)	(54)	(21)	(14)	(59)	(123)
Major litigation provisions	(49)	(19)	(48)	12	-	-	(275)	(2,646)
<b>Total operating expenses adjusted</b>	<b>3,448</b>	<b>3,576</b>	<b>3,615</b>	<b>3,515</b>	<b>1,487</b>	<b>1,372</b>	<b>909</b>	<b>1,584</b>
<b>Pre-tax income/(loss) reported</b>	<b>1,765</b>	<b>2,025</b>	<b>1,351</b>	<b>1,121</b>	<b>799</b>	<b>489</b>	<b>(2,179)</b>	<b>(5,753)</b>
Total adjustments	108	(287)	146	(12)	21	14	295	2,771
<b>Pre-tax income/(loss) adjusted</b>	<b>1,873</b>	<b>1,738</b>	<b>1,497</b>	<b>1,109</b>	<b>820</b>	<b>503</b>	<b>(1,884)</b>	<b>(2,982)</b>

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

<sup>2</sup> Excludes net revenues and total operating expenses for Swisscard of CHF 148 mn and CHF 123 mn, respectively

# 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
- **Net margins** are shown in basis points; Net margin = adjusted pre-tax income annualized / average AuM

## Specific notes

\* Our cost savings program and our cost targets are measured using an adjusted operating cost base at constant FX rates. “Adjusted operating cost base at constant FX rates” and “adjusted non-compensation 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 certain accounting changes (which had not been in place at the launch of the cost savings program), debit valuation adjustments (DVA) related volatility and for FX. Adjustments for FX apply unweighted currency exchange rates, i.e., a straight line average of monthly rates, consistently for the periods under review. Adjusted non-compensation operating cost base is the adjusted operating cost base excluding compensation and benefits. To calculate the adjusted non-compensation cost base at constant FX rates, we subtract compensation and benefits (adjusted at constant FX rates in the manner described above) from the adjusted operating cost base at constant FX rates.

† 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.

## Abbreviations

Adj. = Adjusted; APAC = Asia Pacific; 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; FINMA = Swiss Financial Market Supervisory Authority; FX = Foreign Exchange; GM = Global Markets; IBCM = Investment Banking & Capital Markets; IWM = International Wealth Management; NNA = Net new assets; PB = Private Banking; PC = Private Clients; PTI = Pre-tax income; RoRC = Return on Regulatory Capital; RWA = Risk-weighted assets; SRU = Strategic Resolution Unit; SUB = Swiss Universal Bank; UHNW = Ultra High Net Worth; VaR = Value-at-Risk; WM&C = Wealth Management & Connected; YoY = Year over year

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