

# Credit Suisse Strategy Global Markets

October 21, 2015

Tim O'Hara

#### **Disclaimer**

#### The 3Q15 financial information is subject to further review

We have not finalized our 3Q15 Financial Report and our independent registered public accounting firm has not completed its review of the condensed consolidated financial statements (unaudited) for the period. Accordingly, the 3Q15 financial information contained in this presentation is subject to completion of quarter-end procedures, which may result in changes to that information. Certain reclassifications have been made to prior periods to conform to the current presentation.

#### The re-segmented financial information is preliminary and subject to further review

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

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#### Cautionary statement regarding forward -looking statements

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#### Statement regarding capital, liquidity and leverage

As of January 1, 2013, Basel 3 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. Capital and ratio numbers for periods prior to 2013 are based on estimates, which are calculated as if the Basel 3 framework had been in place in Switzerland during such periods.

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. Leverage amounts for 4014, which are presented in order to show meaningful comparative information, are based on estimates which are calculated as if the BIS leverage ratio framework had been implemented in Switzerland at such time. Beginning in 2015, the Swiss leverage ratio is calculated as Swiss total capital, divided by period-end leverage exposure. The look-through BIS tier 1 capital and CET1 capital, respectively, divided by end-period leverage exposure.

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### Right-sizing the Current Investment Banking Division: Our approach

#### Right-sizing approach

- Targeted and rational approach
- Apply three criteria to determine businesses to be right-sized

Connection with the WM business

- Invest where direct support to Wealth Management
- Protect business with indirect connectivity

2 Capital usage

- Focusing on real binding constraint 'worst of RWA or Leverage'
- Improve capital productivity

3 Profitability

 Keep any business that delivers returns in excess of cost of capital

#### **Global Markets: Where We are Today**

#### Risk weighted assets, in CHFbn



#### Leverage Exposure, in CHFbn



Despite significant reductions, still big relative to Group...

Exposing Group to greater volatility of earnings and underserving areas of growth

Note: This slide presents financial information based on results under our current structure prior to our re-segmentation announcement on October 21, 2015.



#### Global Markets: Connectivity with the Group

Product	Connectivity to IWM	Strategic focus
Cash Equities	High	<ul> <li>Access to markets and geographies, new issue product</li> </ul>
Equity Derivatives	High	<ul><li>Share backed lending, structured notes, retail products</li></ul>
Prime Services	Medium	<ul><li>Prime Services for UHNWI, Futures, Clearing Services</li></ul>
Securitized Products	Low	<ul><li>Leading, highly profitable franchise</li></ul>
Credit Products	Medium	<ul> <li>Investment grade, high yield &amp; leveraged loan new issue product</li> </ul>
Emerging Markets	High	Structured financing
Macro Products	Medium	Foreign exchange

#### Global Markets is an important differentiator to IWM clients

- Execution and clearing services for flow products
- Structured solutions and share backed lending
- Access to markets and geographies

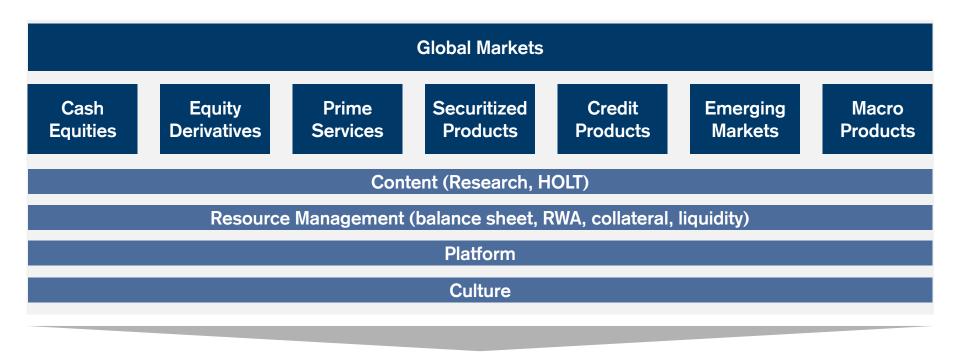


## **Global Markets: Competitive Standing & Ambition**

Product	Competitive standing	Competitive ambition	Approach	Strategic focus	Key clients
Cash Equities	#3	Top 3	Invest	Electronic trading and content delivery	Inst Investors, Corporates
Equity Derivatives	#2	Top 3	Invest	Partnership with IWM, virtual asset management products	Corporates, Inst Investors, UHNWI
Prime Services	#3	Top 3	Optimize	Access products and attachment point for key clients	Inst Investors
Securitized Products	#2	Top 3	Optimize	Leading position with focus on synergies with IWM	Inst Investors, Corporates
Credit Products	Top 5	Top 3	Optimize	Traditional strength in leveraged finance and alignment with IBD	Inst Investors, Corporates, Sponsors
Emerging Markets	#5	Top 3	Optimize	Traditional strength in emerging and frontier markets and alignment with IBD	Inst Investors, Corporates, SWFs, UHNWI
Macro Products	>10	Niche	Scale back	Capital light and electronic, risk facilitation capabilities	Corporates, Inst Investors, SWFs



#### Creating a Profitable, Efficient, and Integrated Markets Business



#### Clients

#### **Optimizing Resources in Macro and Prime**

Market structure and regulatory changes require us to run the businesses differently

#### Macro

#### Prime

Strategy

Niche player with focus on Americas

Serve as attachment point for broader Global Markets franchise with goal of being top 3 with key clients

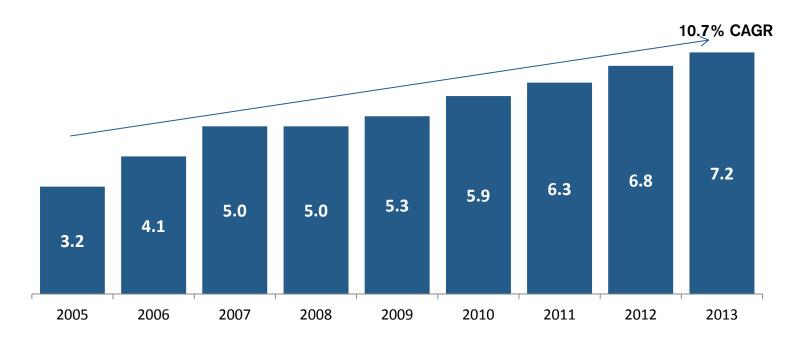
**Actions** 

- Scale back product offering and simplify operating platform
- Large scale reduction in Europe
- Focus resources (RWA and leverage) on Americas platform
- Maintain risk facilitation capabilities aligned to internal/key client requirements

- Maintain leading product capability while optimizing the balance sheet and focusing on key clients
- Continue to re-price leverage
- Further enhance returns by investing technology to streamline platform

#### Prime's Client Base a Key Driver for Revenue Growth

#### Alternative Investments Global Assets Under Management, in USDtr

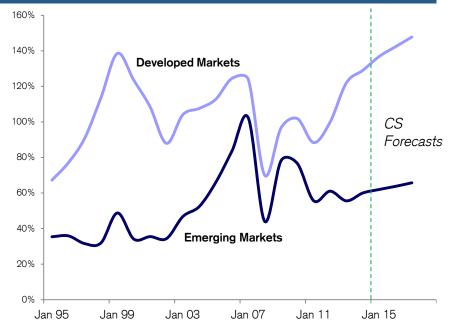


#### **Global Markets Outlook - Equities**

# EQ Markets' 1yr Price Performance Post-Quantitative Easing Announcements



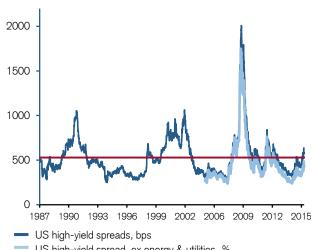
# Emerging vs. Developed Markets Equity Market Capitalization to GDP Ratio (%)



Source: IMF, Credit Suisse Research

#### Global Markets Outlook - Credit

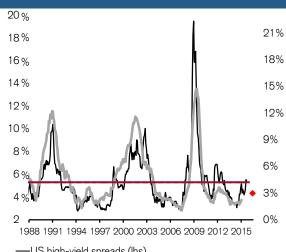
#### **Long-term High Yield Spreads**



- US high-yield spread, ex energy & utilities, %
- Average high-yield spread

Source: Thomson Reuters

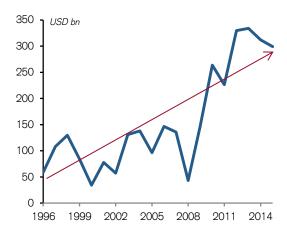
#### **US Default Rates**



- -US high-yield spreads (lhs)
- US 12m trailing speculative default rates, 6m lag (rhs)
- ◆ Moody's mid-2016 default rate forecast
- Average default rate and high-yield spread

Source: Thomson Reuters, Moody's

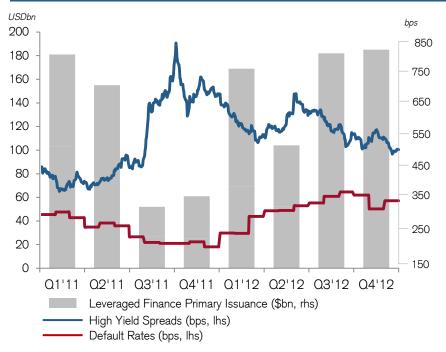
#### **US High Yield Corporate Bond** Issuance



Source: SIFMA

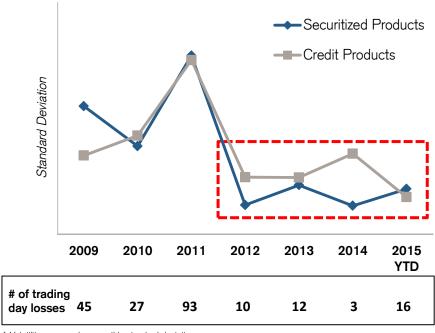
#### **Credit Complex Performance Over-the-Cycle**

# Leveraged Finance Primary Issuance vs. Default Rates & High Yield Spreads



Source: S&P Capital IQ Leveraged Commentary & Data, Thompson Reuters

# Credit and Securitized Products Revenue Volatility<sup>1</sup>

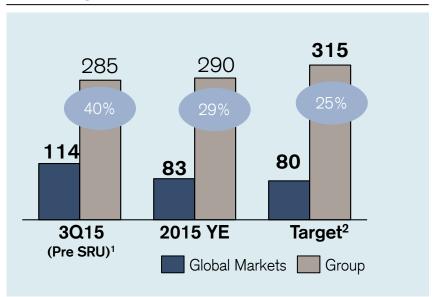


<sup>1</sup> Volatility measured as monthly standard deviation.

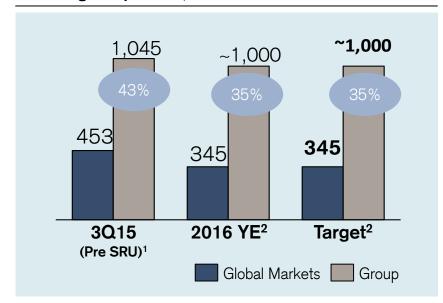


#### Global Markets: Our Return Profile Ambition

#### Risk weighted assets, in CHFbn



#### Leverage Exposure, in CHFbn



**Group Targets for Global Markets** 

RWA: ~USD \$83-85bn by end 2015; held flat thereafter until end 2018

**Leverage Exposure: ~USD 380bn** by end 2015; **USD 370bn** in 2016 - 2018

Note: This slide presents financial information based on results under our current structure prior to our re-segmentation announcement on October 21, 2015.



#### Our Ultimate Goal...

#### **CLIENTS**

Be the **preeminent client- focused** Global Markets
Franchise

#### SHAREHOLDERS

Be the most **profitable**Global Markets **franchise**in the client business

#### **EMPLOYEES**

Be the Global Market
Franchise where the
best talent wants to be

Drive superior returns and attain leading share with key clients

Provide Market-leading Research, Distribution, Execution and Prime capabilities

Meet the Highest Legal, Ethical, Operational & Reputational Standards of Conduct

Attract and Retain the Best and Brightest Professionals

Generate Resilient Pre Tax Income through all cycles

# CREDIT SUISSE