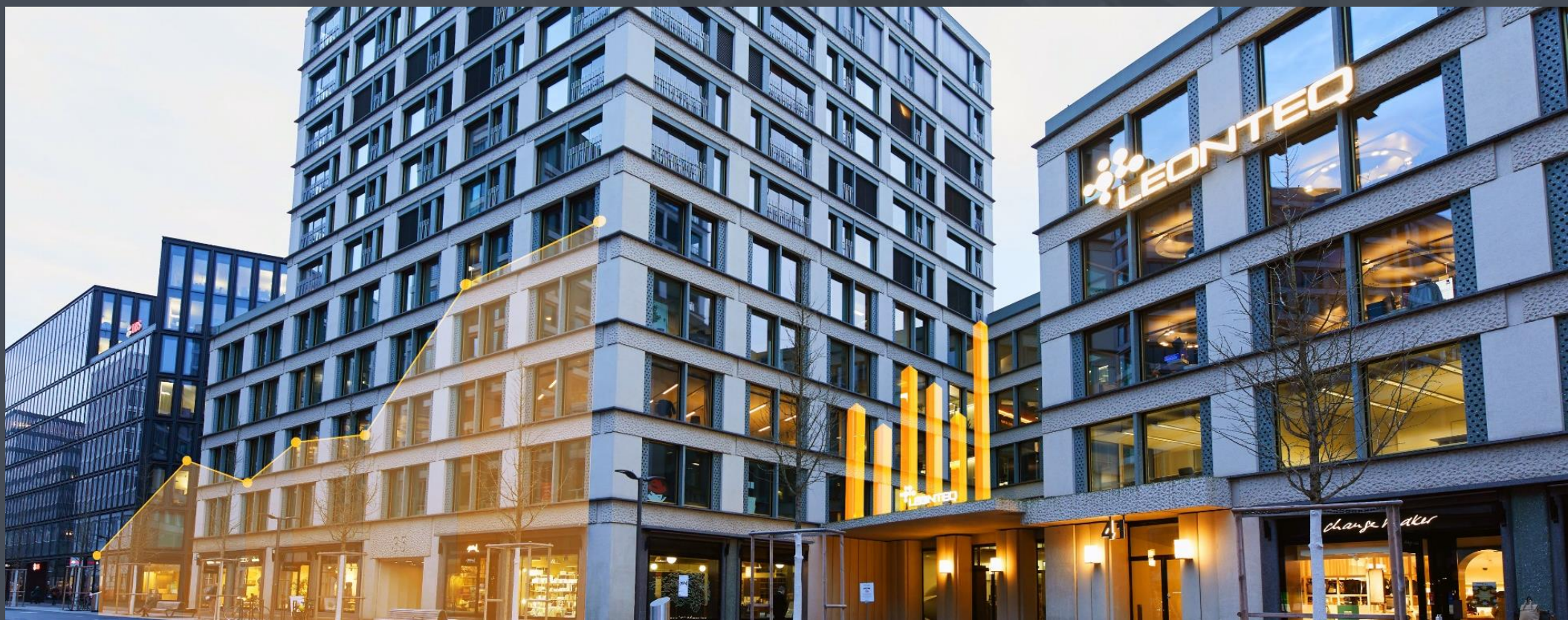




INVESTORA 2021

LEONTEQ AG | PRESENTATION

ZURICH, 16 SEPTEMBER 2021



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All figures in this presentation that are part of the consolidated IFRS financial statements for the twelve months ended 31 December 2012 to 2020 are audited.

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OUR COMPANY

LEONTEQ AT A GLANCE



Leading fintech company from Switzerland



13 offices across EMEA and APAC



State-of-the-art technology platform developed and maintained in-house



Services delivered through API, front-end GUI and comprehensive white-label offerings



>500 expert staff from >50 nations



Headquarters in Zurich, Switzerland



Founded in 2007, IPO in 2012, listed at SIX

Investment Solutions

- Highly automated marketplace for structured investment solutions (> 1,000 clients)
- B2B: 10 white-labelling partner banks
- B2B4C: White-labelled tools to service end-clients of financial intermediaries

Insurance & Wealth Planning Solutions

- B2B4C: Providing 2 insurance companies innovative savings and retirement solutions platform (> 50,000 clients)
- D2C: Digital private pension savings solution for one banking partner

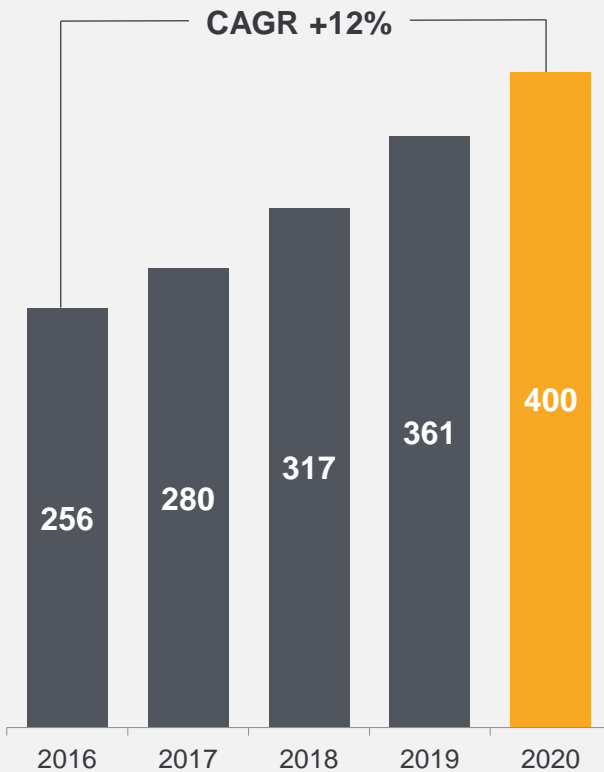
OUR KEY DIFFERENTIATING FACTORS



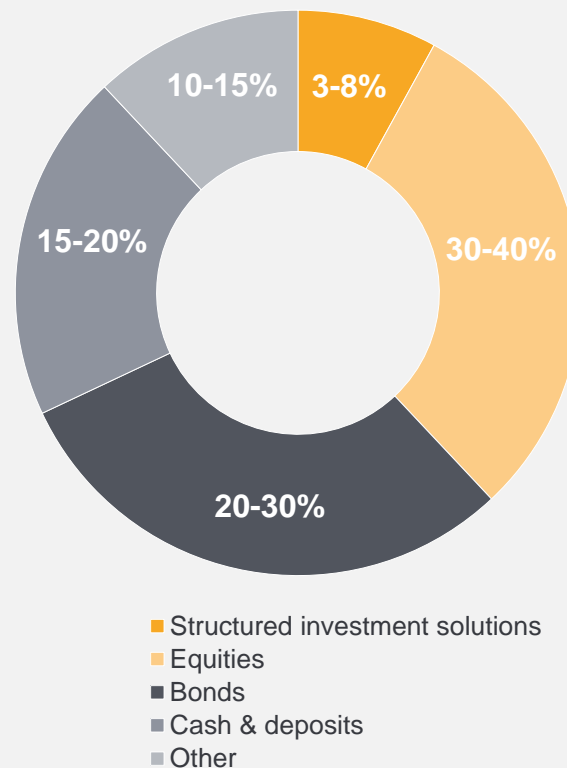
OUR MARKET

LOW INTEREST RATE ENVIRONMENT AND DIGITISATION DRIVE DEMAND FOR TAILORED INVESTMENT SOLUTIONS

Global wealth (USD trillion)¹



Global portfolio allocation²



Key drivers for increase in demand for tailored investment solutions:

1. Low interest rate environment

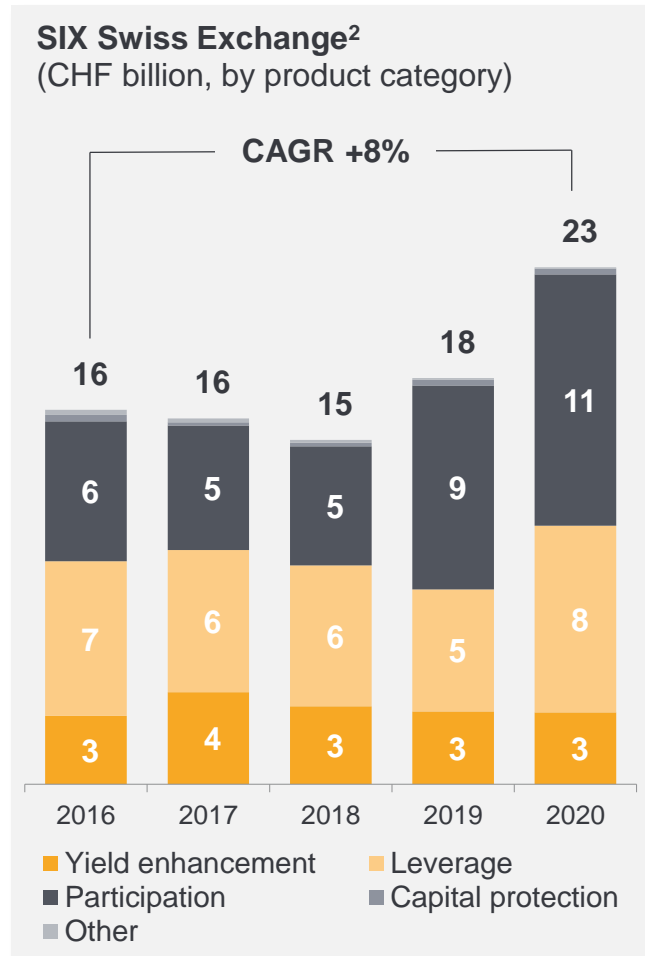
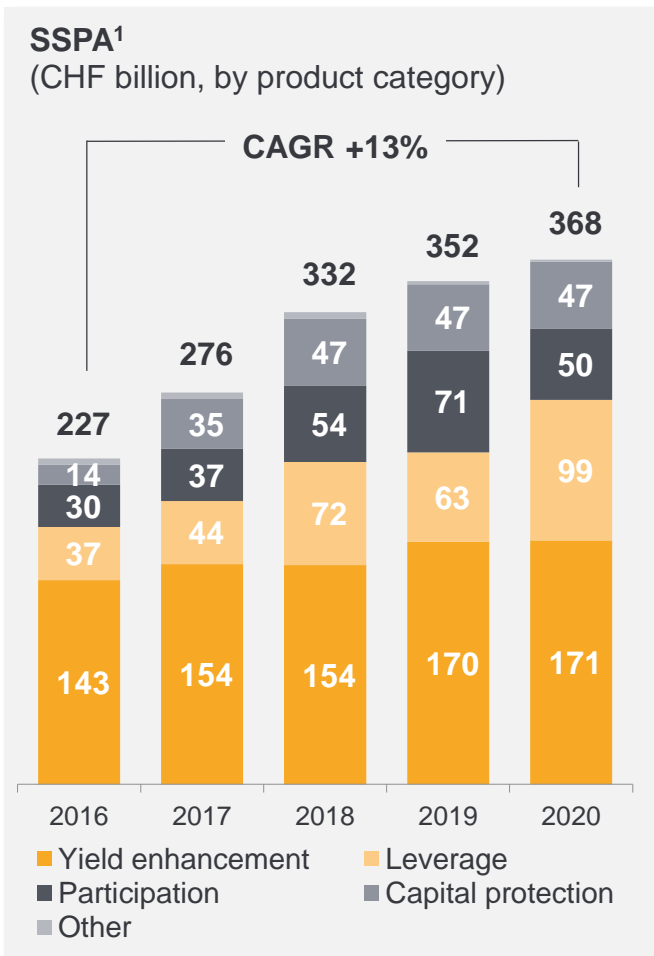
- With increasing wealth, need for adequate and diversified investment opportunities
- Low interest environment triggers need for additional investment opportunities besides traditional asset classes

2. Digitisation and mass customisation

- Digitisation and automation enable lower ticket sizes and reduce costs for investing which provides a new and broader range of investors access to tailor made solutions
- Online trading platforms have recorded significant volumes and record new account openings
- Covid-19 has been an accelerator of the digital transformation

Sources: 1) Credit Suisse, Global wealth report, 2020; 2) Management estimate

OUR OPERATIONS IN SWITZERLAND: STRONG PRESENCE WITH TOTAL ADDRESSABLE MARKET OF CLOSE TO CHF 400 BILLION (TURNOVER)



Sources: 1) Swiss Structured Products Association (SSPA), 2020; 2) SIX Swiss exchange, 2020

OUR PLATFORM

CUTTING EDGE TECHNOLOGY AND CLIENT FOCUS



Cutting edge Technology

- State of the art technology build from the ground up by in-house development teams
- Click 'n' trade platform with automated lifecycle management
- AMC Gateway to manage tailor-made strategies



Large universe of structured products

- >90 different payoffs
- Thousands of underlyings (incl. equities, equity indices, exchange traded funds, credits, interest rates, foreign currencies, cryptocurrencies and commodities)



Flexibility to tailor to individual needs

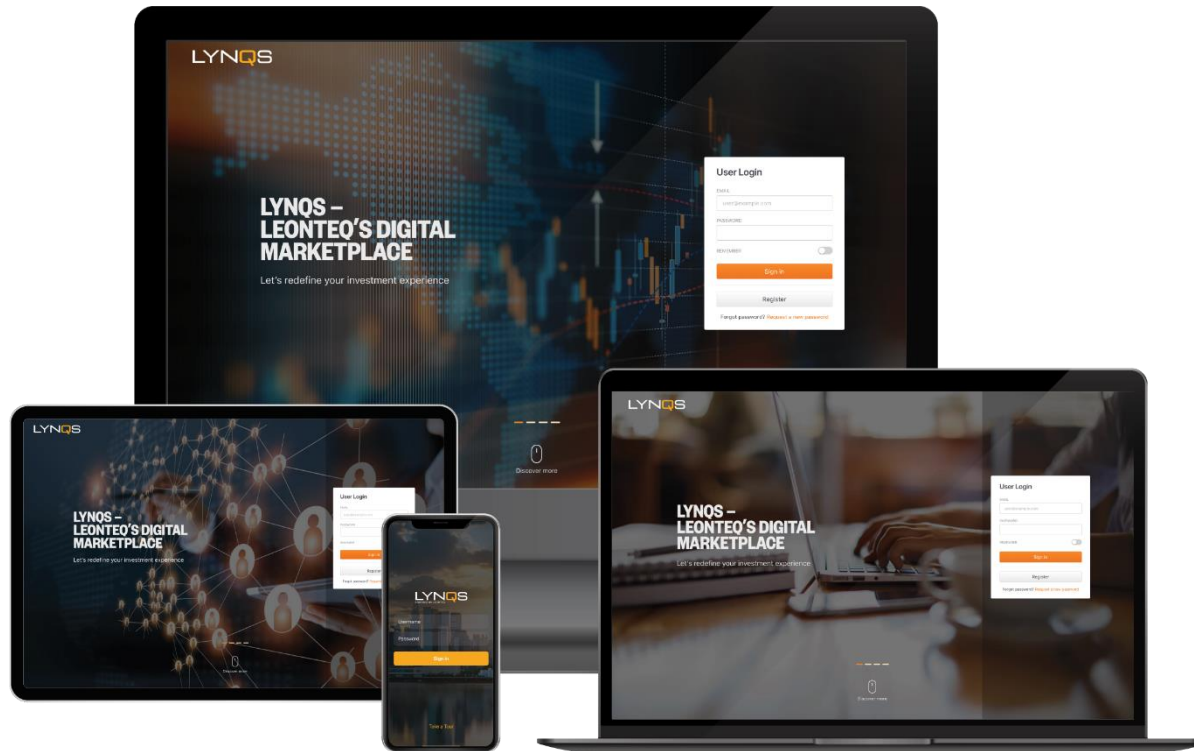
- Competitive pricing and customised complex structures
- Low minimum investment size
- Full MiFID II documentation and additional MiFID II checks
- FinSA-compliant documentation for structured products in Switzerland








Multi-issuer platform

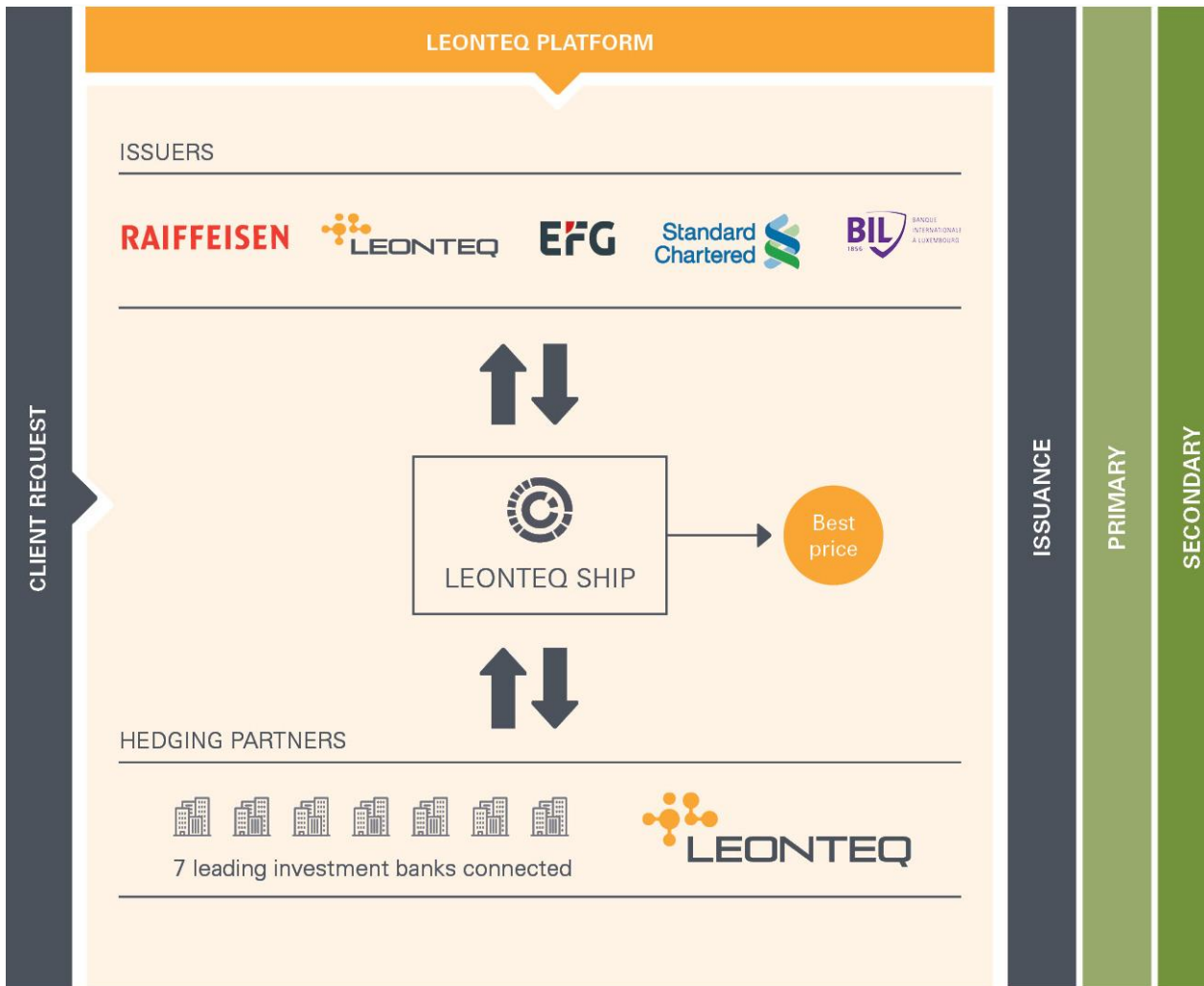
- 10 white-labelling issuers
- >20 third-party issuers
- Best option price from 7 leading investment banks via Smart Hedging Issuance Platform (SHIP)

LYNQS: LEONTEQ'S ONE-STOP-SHOP PROVIDING CLIENTS DIGITAL ACCESS TO THE WORLD OF STRUCTURED PRODUCTS



-  **Investment ideas**
Latest trends and daily updated investment ideas prepared by Leonteq's leading structuring team
-  **Quote**
Click 'n' trade tailor-made investment products from more than 10 renowned issuers to fit any investment need
-  **Portfolio**
Comprehensive overview of structured products portfolios and lifecycle management across all issuers
-  **AMC**
Single entry point to manage index strategies and easy access to instructions and reporting
-  **Mobile app**
The power of LYNQS on a mobile app

SMART HEDGING ISSUANCE PLATFORM (SHIP): ENABLES AUTOMATED PRICE SELECTION AND EXECUTION OF OPTION COMPONENT



Benefits for the client

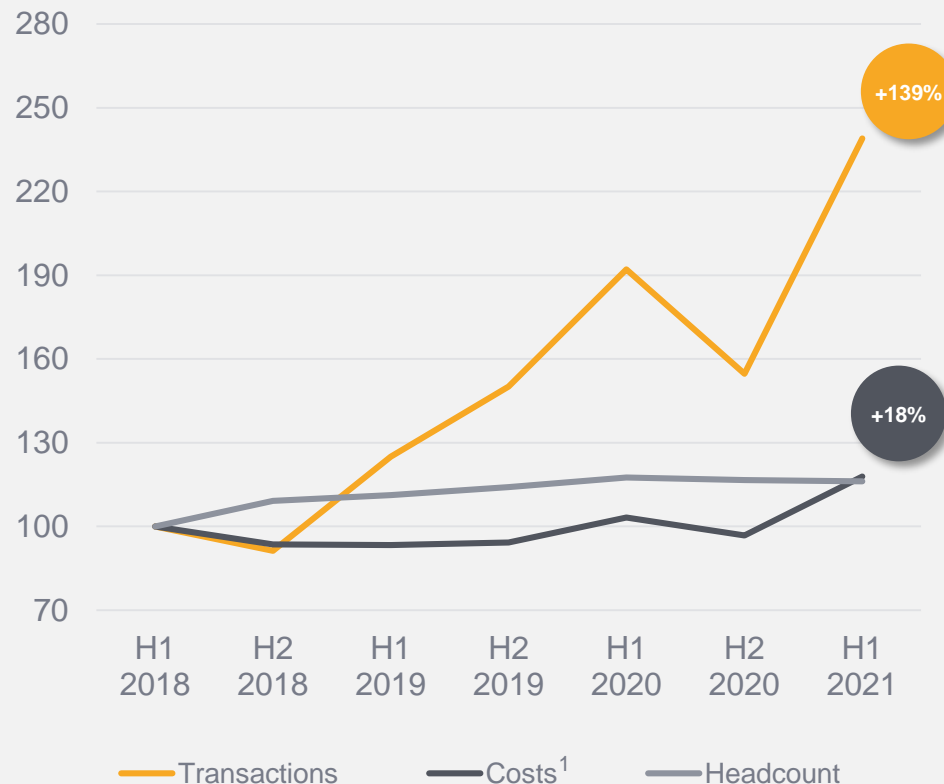
- Only platform which allows to decouple the choice of the desired credit risk from the provider of the option component
- Best option price out of seven leading investment banks including Leonteq
- Fully automated setup

Benefits for Leonteq

- Reduces hedging exposure by outsourcing option component to external counterparties
- Transforms Leonteq's position from a balance sheet business to a platform business

PLATFORM SCALABILITY DEMONSTRATED: # TRANSACTIONS INCREASED FROM 60K IN H1 2018 TO 140K IN H1 2021

Operational leverage (Indexed: H1 2018 = 100)



* Total operating expenses in Investment Solutions

Drivers for improved scalability



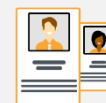
Automation of processes across the full value chain



Full straight-through-processing rate improved to 63% in the first half of 2021 compared to 50% in the first half of 2018



Access to cloud solutions improves flexibility of infrastructure capacity



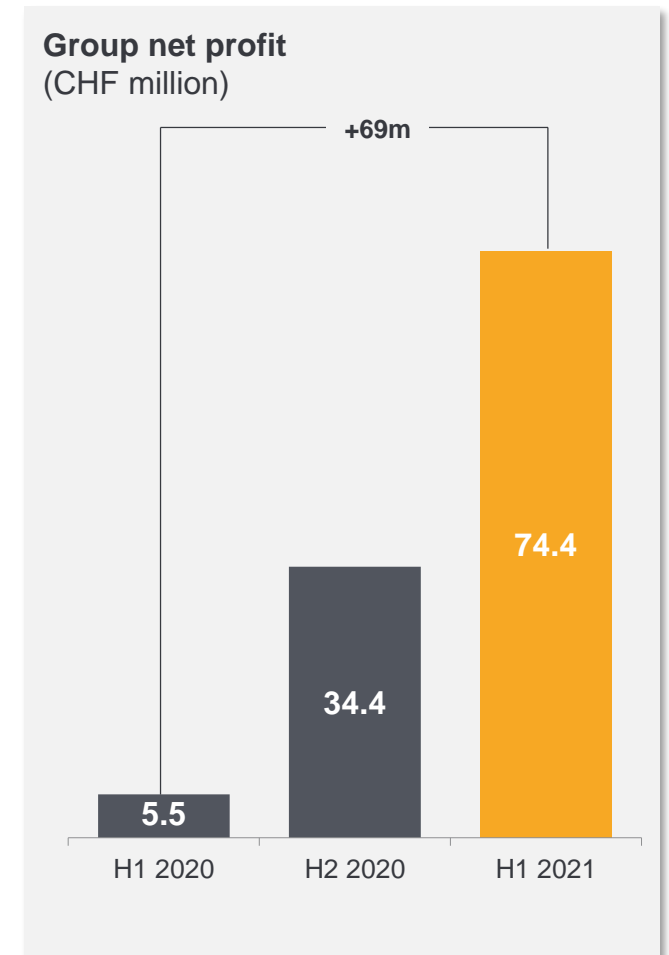
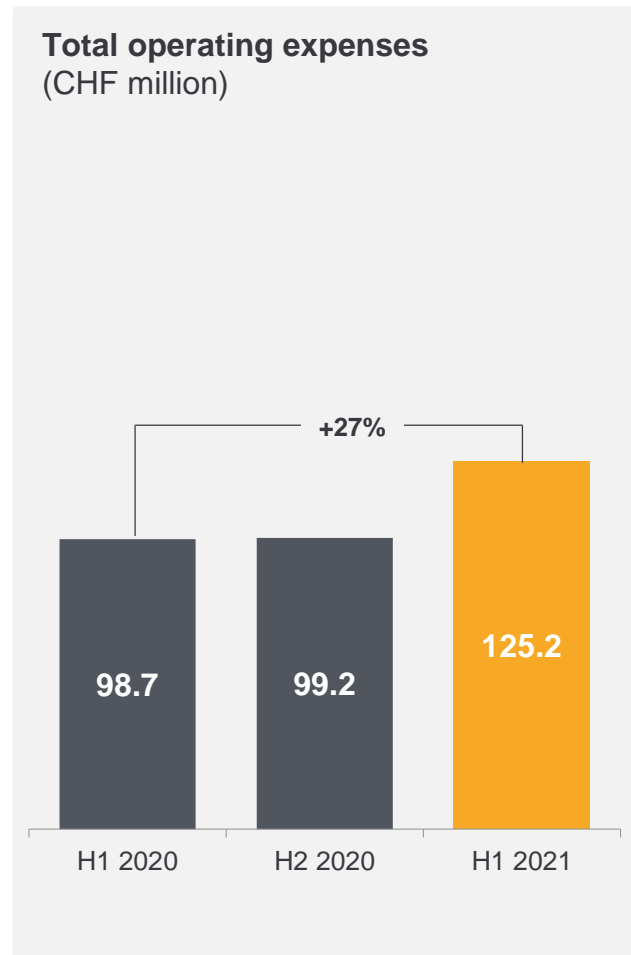
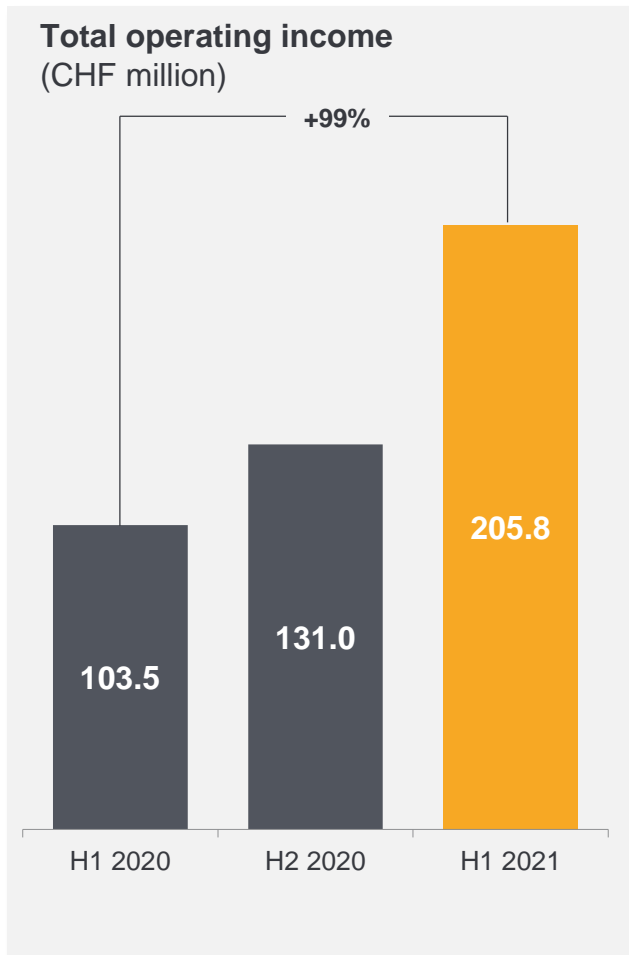
Nearshoring initiative to generate savings and facilitate future growth in a more cost-efficient way as the business continues to expand

OUR ECOSYSTEM FOR INVESTMENT SOLUTIONS



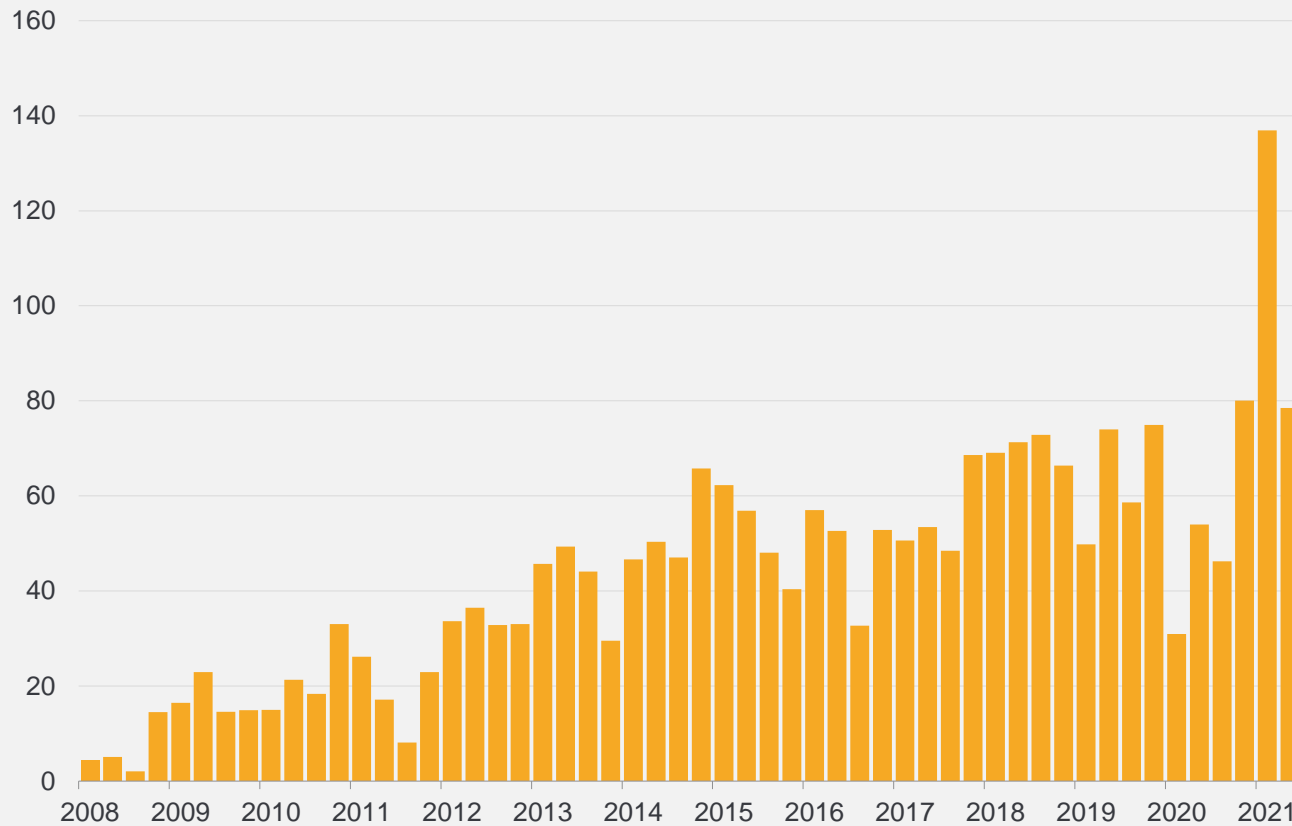
OUR FINANCIALS

STRONG CLIENT ACTIVITY AND DISCIPLINED RISK MANAGEMENT IN A FAVOURABLE MARKET ENVIRONMENT RESULT IN RECORD PERFORMANCE



TOPLINE DRIVEN BY EXCEPTIONAL Q1 2021 AND STRONG Q2 2021

Quarterly economic revenues since inception (in CHF million)¹



Drivers for strong fee income

- High levels of client activity in a favorable market environment
- Strong client demand across products, underlyings and issuers
- Volumes and revenues in own issued products reach record levels
- Notable increase in large ticket transactions

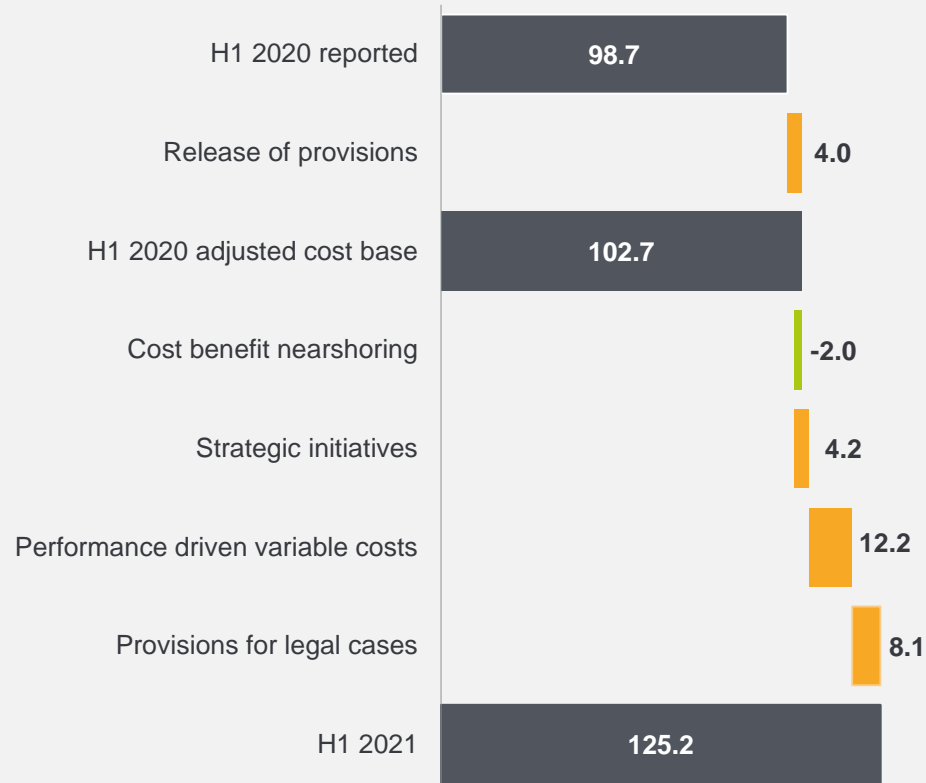
Drivers for positive trading result

- Continued focus on disciplined risk management
- Hedging contribution of CHF 21.1 million
- Treasury carry of CHF 14.4 million

¹ Economic revenues are defined as sales and trading income earned and are considered as recognised at trade date without applying IFRS revenue recognition rules; economic revenues do not include certain other income components such as partner project cost reimbursements

COST INCREASE RESULTING FROM CONTINUED STRATEGIC INVESTMENTS, PERFORMANCE DRIVEN VARIABLE COSTS AND LEGAL PROVISIONS

Total operating expenses (CHF million)



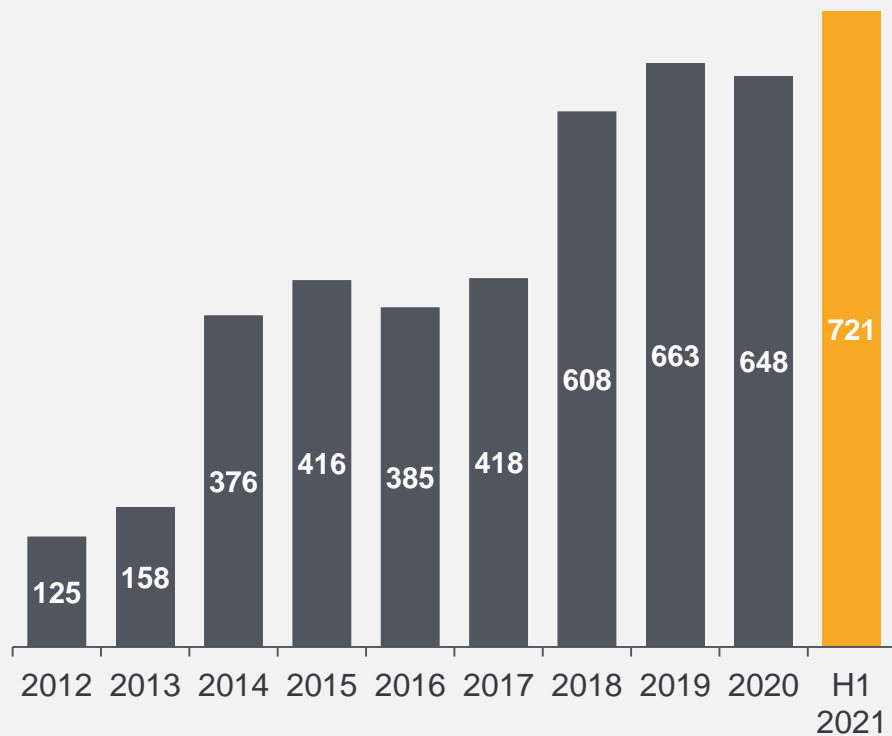
Nearshoring initiative Lisbon, Portugal



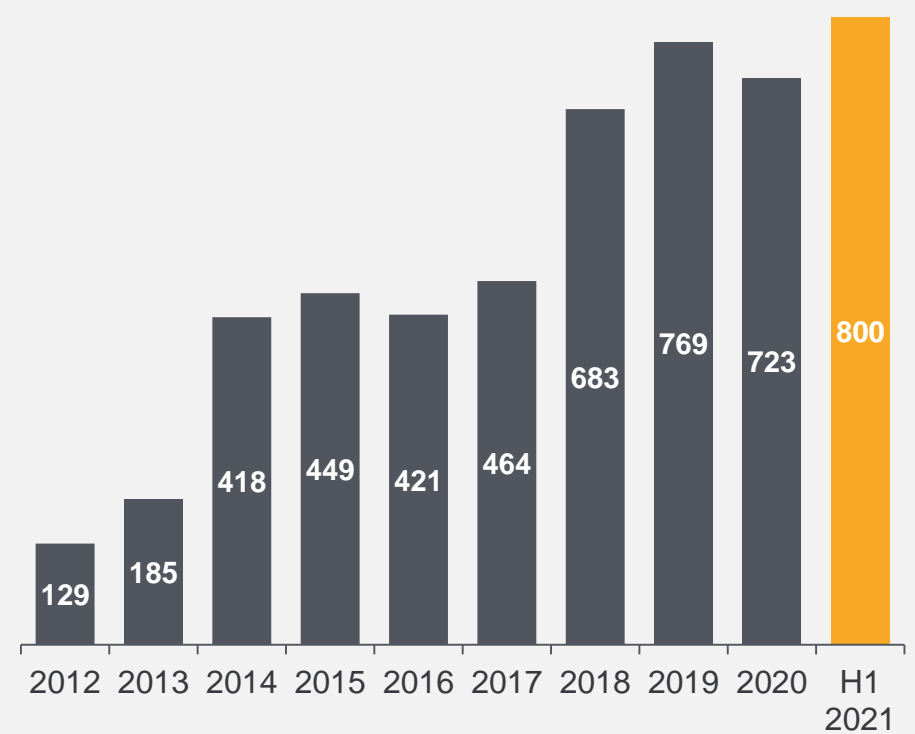
- Phase 1 (since H1 2020) successfully completed. A total of 36 employees working in a serviced office set-up
- Phase 2 (completed by end-2022): Work in progress to set up own office with up to 100 designated roles along the entire value chain; new office expected to open in H2 2021
- Enhanced cost efficiency expected through balanced personnel expense cost structure (from 2022 onwards)

STRONG BUILD-UP OF CAPITAL BASE (EQUITY + DEFERRED FEE INCOME)

Shareholders' equity (CHF million)¹



Capital base (CHF million)^{1,2}



¹ at the end of the respective period

² defined as the aggregated amount of shareholders' equity and deferred fee income

LEONTEQ'S CAPITAL POSITION AND DIVIDEND POLICY

	AGM 2018	AGM 2019	AGM 2020	AGM 2021	AGM 2022	AGM 2023 onwards
Capital base ¹	CHF 464m (at end-2017)	CHF 683m (at end-2018)	CHF 769m (at end-2019)	CHF 723m (at end-2020)	Target to reach CHF 800m area ² (at-end 2021)	Minimum CHF 800m area ²
Dividend policy	No dividend for foreseeable future	No dividend for foreseeable future	Conservative dividend policy	Conservative dividend policy	Transition to progressive dividend policy	Progressive dividend policy
DPS	CHF 0.00 (for 2017)	CHF 0.00 (for 2018)	CHF 0.50 (for 2019)	CHF 0.75 (for 2020)	> CHF 0.75 (for 2021)	Payout >50% of net profits

¹ Capital base is defined as the aggregated amount of shareholders' equity and deferred fee income

² Assuming Leonteq's risk profile does not materially change over time; area is defined as a range of +/- 3% of the target indicated

SUMMARY

LEONTEQ IS WELL POSITIONED FOR FUTURE GROWTH



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