



LGT Group Financial Results 2022

Zurich, 20 March, 2023



Review 2022



H.S.H. Prince Max von und zu Liechtenstein, Chairman

Strong net asset inflows, continuous growth, good profitability

Results

- Net asset inflows: CHF 17.1 bn (6.0% of AuM)
- Assets under management: CHF 287.2 bn (+ 0.5%)
- Total operating income: CHF 2.31 bn (+ 8.3%)
- Group profit: CHF 420.8 m (+19.3%)
- Cost/income ratio: 72.9% (2021: 75.2%)
- Total assets: CHF 61.1 bn (+15.6%)
- Tier 1 ratio: 19.1% (2021: 22.1%)

Highlights (1/2)

LGT Private Banking

- Strong organic growth and net asset inflows in EMEA, UK and APAC regions
- Market entry and expansion of the geographical footprint in Australia, Germany and India; successful start of Japan presence
- Launch of strategic Digital & Data program; investments of CHF 200m+ over next 5 years
- Implementation of new brand positioning “forward-looking for generations”
- Substantial investments and further progress of overall sustainability and decarbonization/net-zero 2030 strategy
- Expansion and diversification of employee base
- LGT Culture & DNA as key factor of success

Highlights (2/2)

LGT Capital Partners (Asset Management)

- Continuation of positive net asset inflows – continued high demand from both institutional and private investors, especially for private markets investments
- Stable assets under management driven by net asset inflows
- Further expansion of global investment hubs and distribution platform, continued investments in build out of staff base
- Continued acceleration of ESG implementation across liquid and private markets investment platform

Results



Michael Bürge, CFO

Income statement 2022

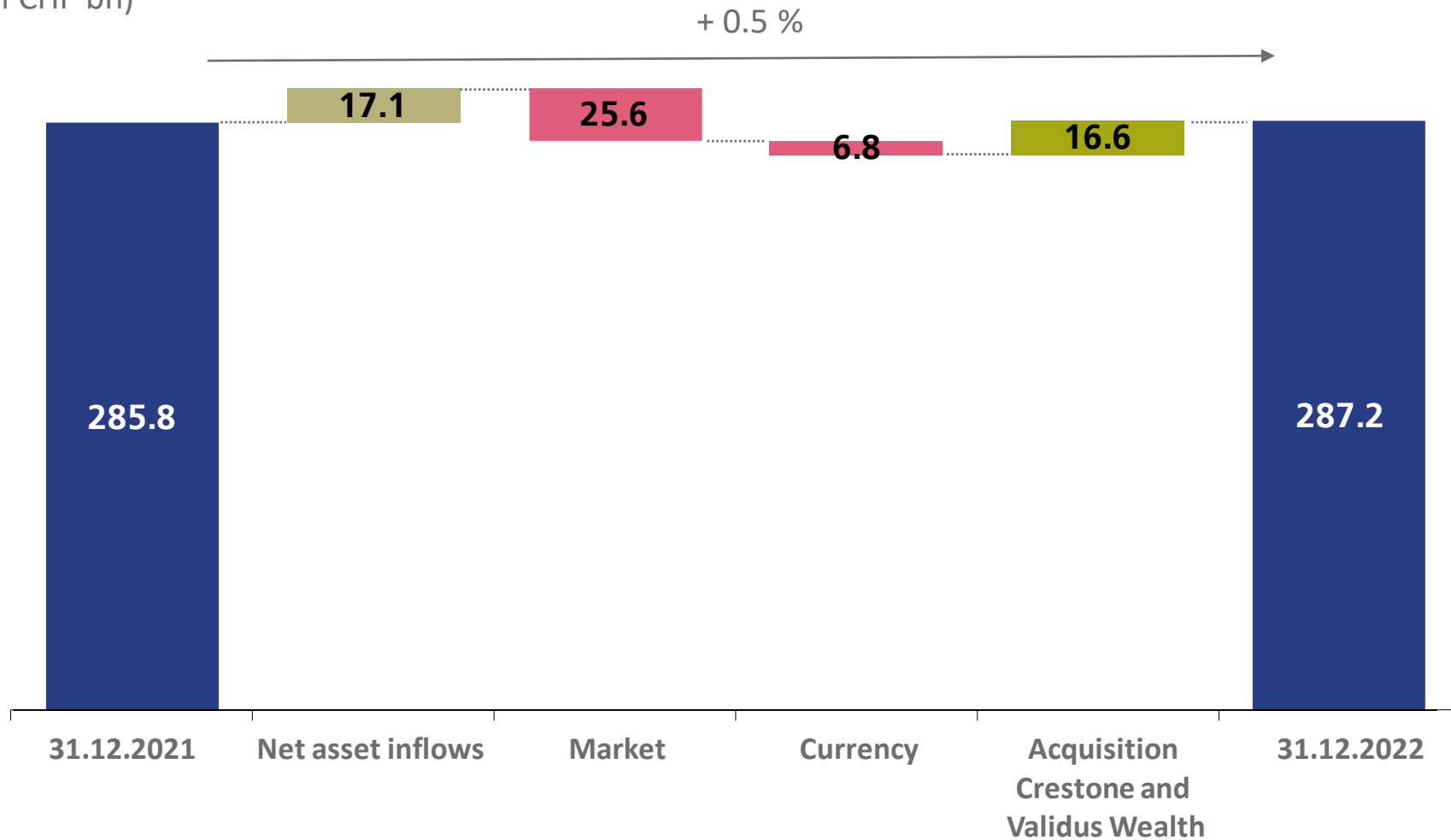
IFRS, in CHF m

(Final Audit 26 April 2023)

	2022	2021	Change in %
Net interest income and credit losses	390.0	204.5	90.7
Income from services	1 590.2	1 582.2	0.5
Income from trading activities and other operating income	328.7	345.5	-4.9
Total operating income	2 308.9	2 132.2	8.3
Personnel expenses	1 318.1	1 302.0	1.2
Business and office expenses	364.5	302.4	20.5
Total operating expenses	1 682.5	1 604.4	4.9
Depreciation, amortization and provisions	138.4	124.6	11.0
Tax and minority interests	67.1	50.4	33.3
Group profit	420.8	352.8	19.3

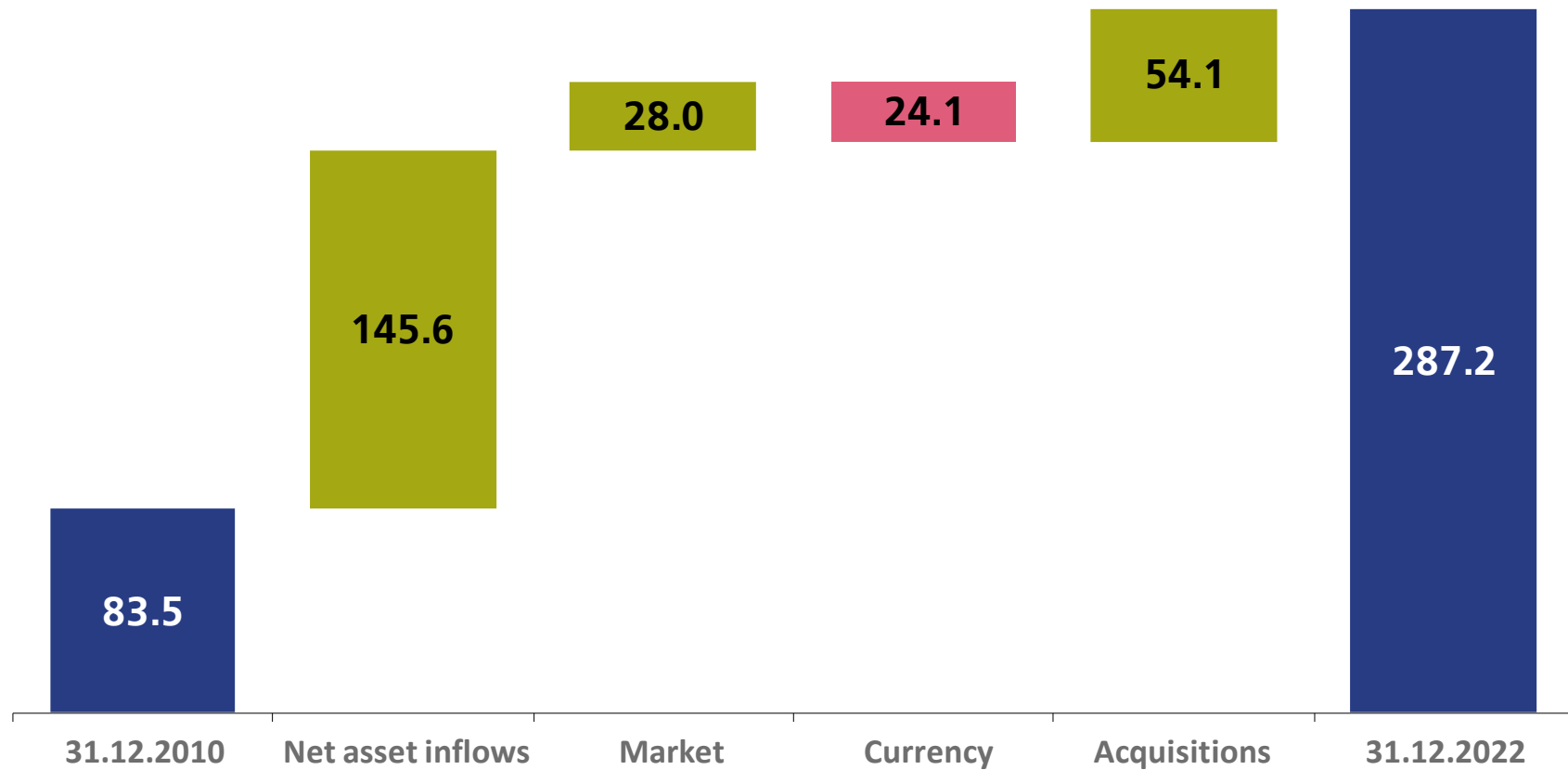
Development of assets under management 2022

Assets under management
(in CHF bn)



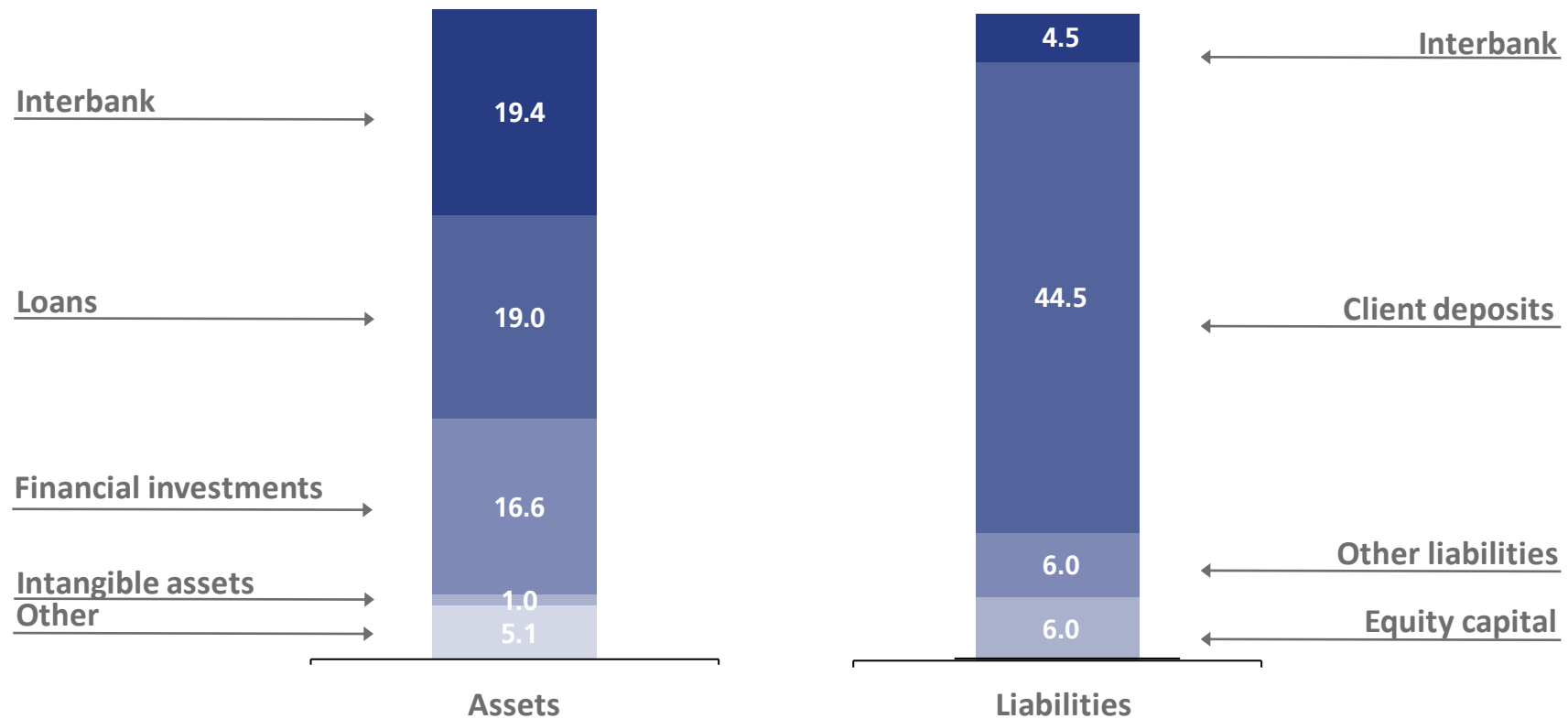
Development of assets under management 2010 - 2022

Assets under management
(in CHF bn)



Balance sheet

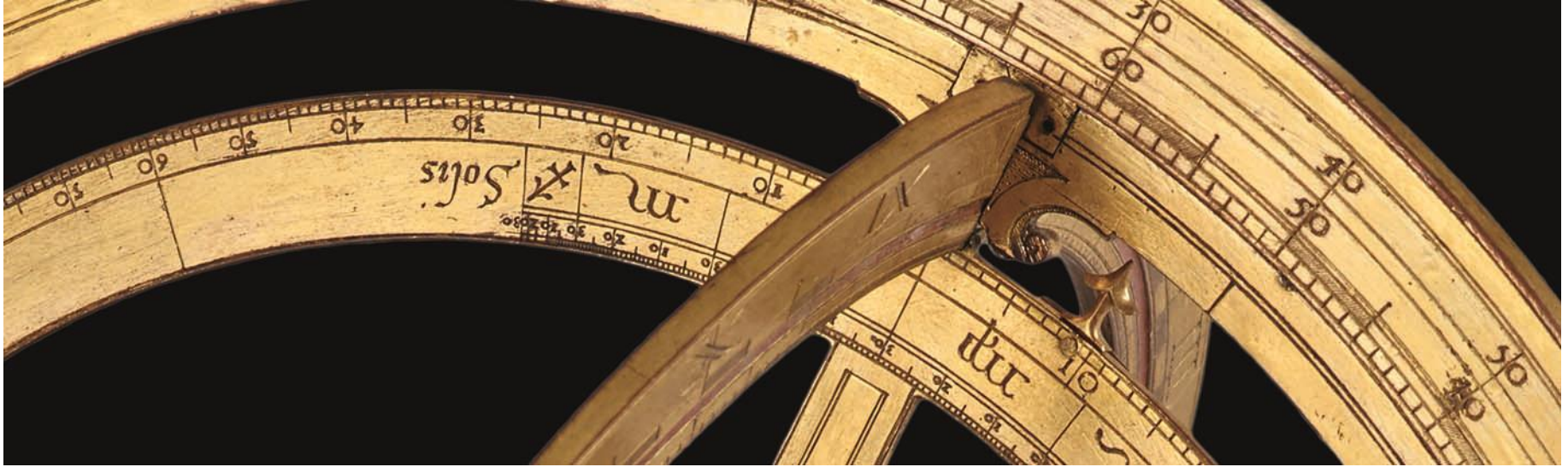
Total assets CHF 61.1 bn
(in CHF bn)



Other key figures 2022

Balance sheet key figures	2022	2021
Total assets (in CHF bn)	61.1	52.9
Equity capital (in CHF bn)	6.0	6.0
Tier 1 ratio	19.1%	22.1%
Liquidity coverage ratio	229.0%	168.1%
Headcount	4 913	4 114
Cost/income ratio	72.9%	75.2%
Rating Moody's/Standard & Poor's for LGT Bank Ltd.	Aa2/A+	Aa2/A+

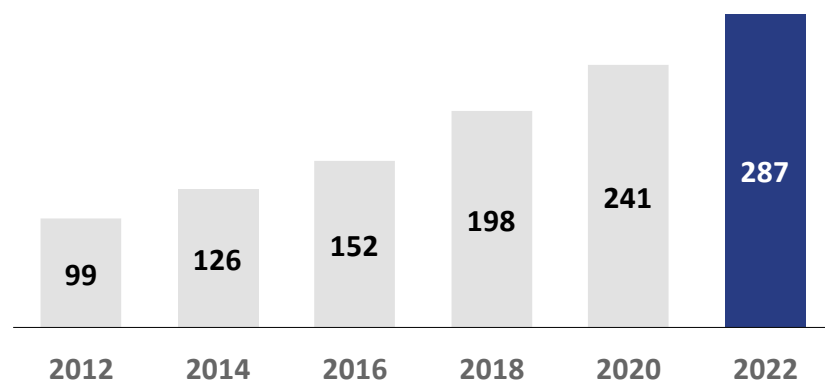
Strategy and outlook



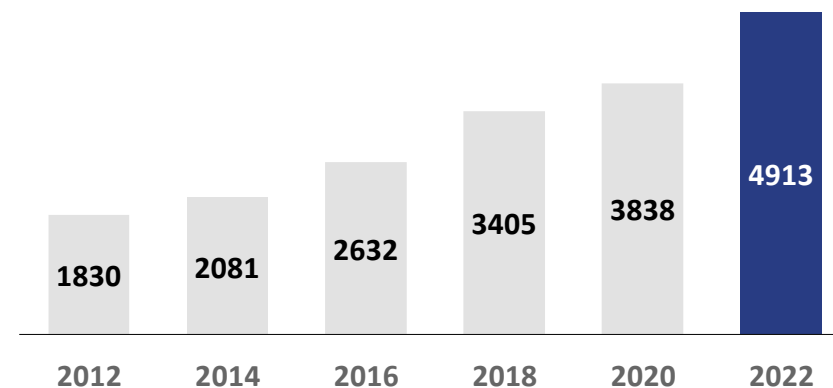
H.S.H. Prince Max von und zu Liechtenstein, Chairman
Olivier de Perregaux, CEO LGT Private Banking

Key developments from 2012–2022

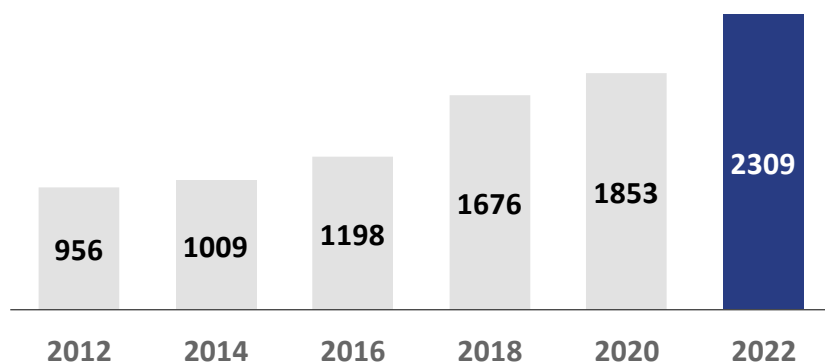
Assets under management
(in CHF bn)



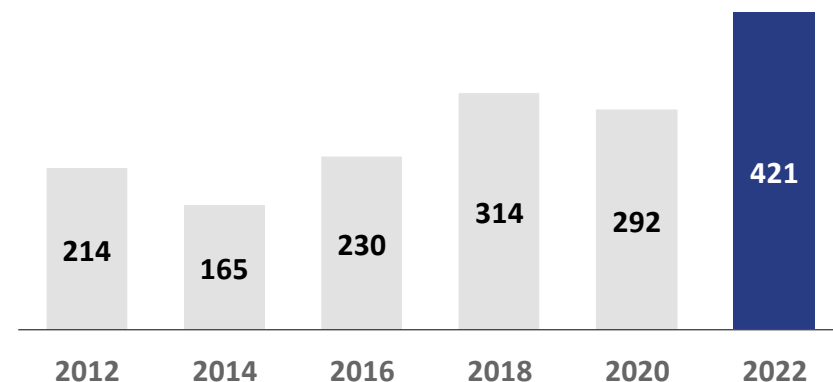
Headcount



Total operating income
(in CHF m)



Group profit
(in CHF m)



LGT Private Banking – Locations in 14 countries in Europe, the Middle East, Asia and Australia

4150+

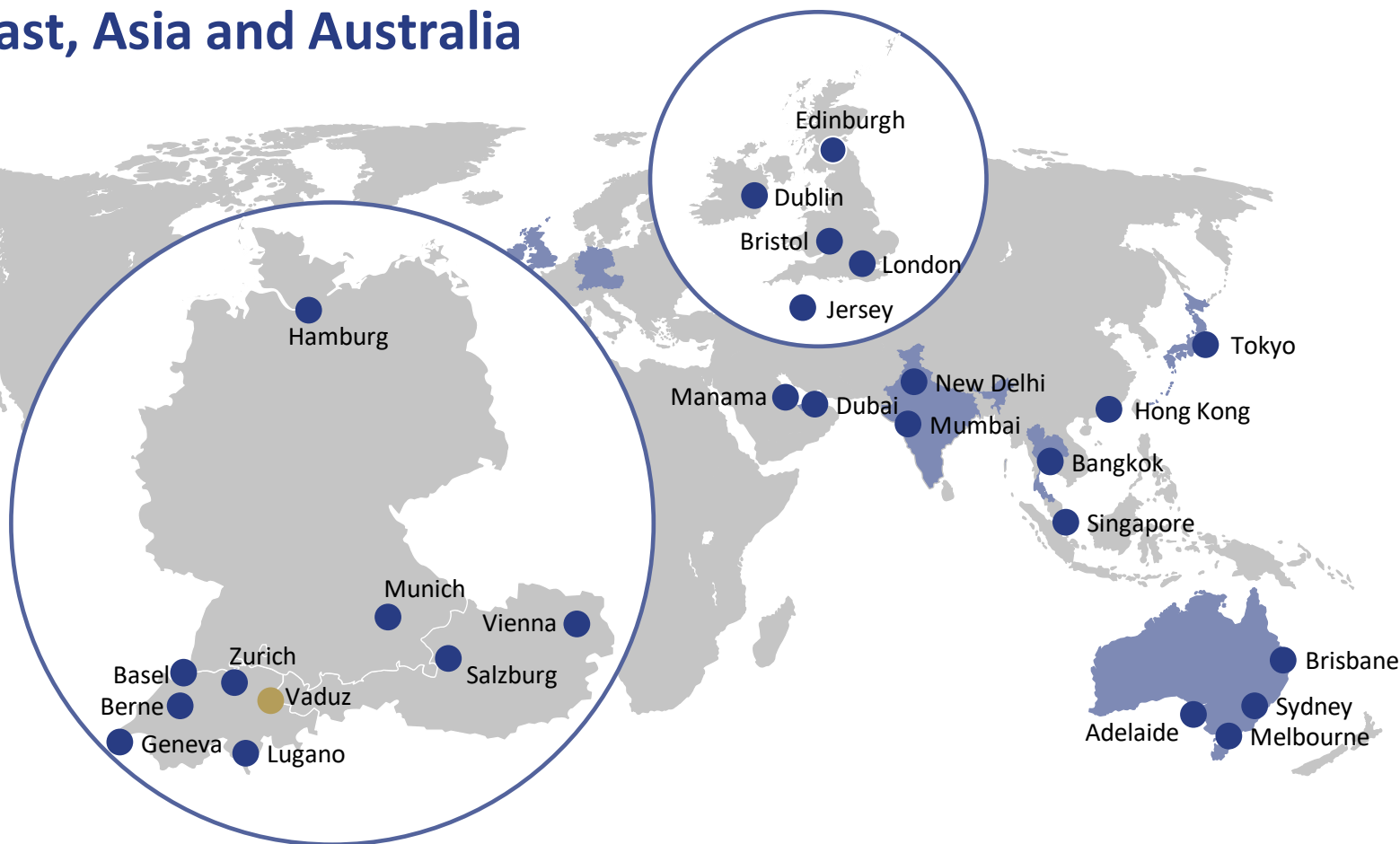
Employees from
60+ countries

25+

Locations in
14 countries

6

Booking platform
locations

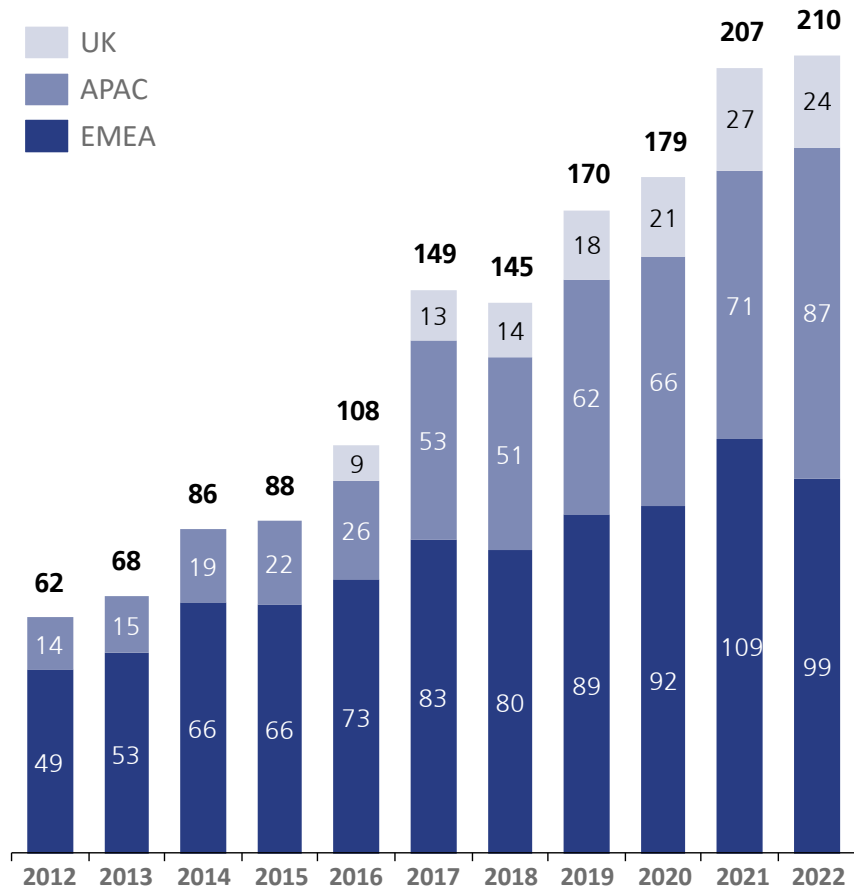


Australia Adelaide, Brisbane, Melbourne, Sydney
Austria Salzburg, Vienna
Bahrain Manama
Germany Hamburg, Munich
Hong Kong SAR
India New Delhi, Mumbai
Ireland Dublin

Japan Tokyo
Liechtenstein Vaduz
Singapore
Switzerland Basel, Berne, Geneva, Lugano, Zurich
Thailand Bangkok
United Kingdom Bristol, Edinburgh, Jersey, London
United Arab Emirates Dubai

LGT Private Banking – Historical development and key facts

Client Assets under Administration (CHF bn)



* LGT Bank Ltd.

** LGT Group

Ratings and key figures as per Dec 2022 (2021)

A+/Aa2

S&P and Moody's
ratings*

61.1 (52.9)

CHF bn
total assets**

6.0 (6.0)

CHF bn group
equity capital**

19.1% (22.1%)

Tier 1 ratio**

4150+ (3400+)

Employees

269 (186)

CHF m profit

13.9 (13.8)

CHF bn net asset
inflow

LGT Private Banking – Important achievements and strategic priorities (I)

New Brand Positioning

- Re-interpreting our entrepreneurial DNA in a new, modern corporate design
- Ensuring brand relevance for next generation clients
- Enriching the brand with new themes (sustainability, decarbonization, biodiversity) that convey our purpose
- New brand campaign since September 2022 and new corporate website since end of February 2023



Product & Services Offering

- Consolidating our position as market leader in private markets investments for private clients with a broad range of offerings (private equity, co-investments, impact investing)
- Complementing our holistic consulting approach with various highly specialized additional services for very wealthy families (family governance, philanthropy advisory, etc.)



LGT Private Banking – Important achievements and strategic priorities (II)

Digital & Data

- Establishing LGT as a leading personal & digital private bank providing a seamless outstanding client experience
- Investing into a multi-year program of more than CHF 200m and an additional 150 positions globally
- Introducing a new mobile app for clients, a fully digitized customer onboarding process and an enhanced front workbench



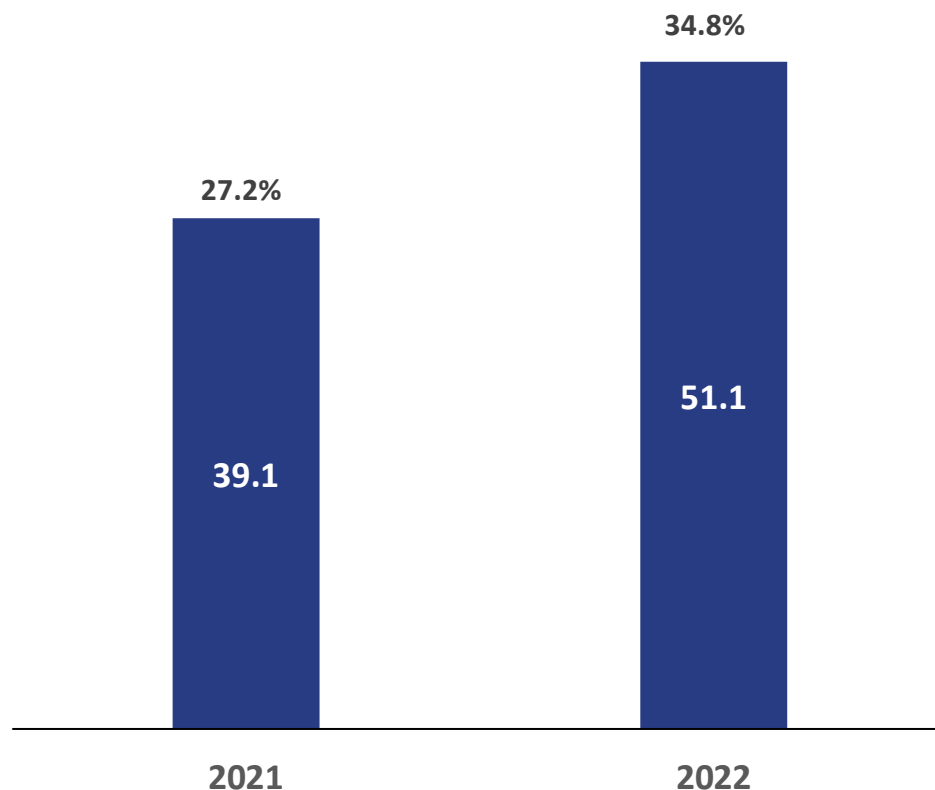
Culture & DNA

- Entrepreneurship and client-centricity as driving elements
- Strong values and long-term orientation
- Friendly, human and collaborative working environment
- Strong growth in employee base thanks to attractive employer value proposition and low turnover; “Great Place to Work” > 90% of employees



LGT Private Banking – Development of sustainable investments

Sustainable investments* (AuM) and their proportion relative to total AuM**
(in CHF bn)



- New offering of portfolio advisory mandates promoting environmental and social characteristics launched
- Exceptionally strong demand for the Lightrock Climate Impact Feeder Fund (target size of EUR 600 Mio., closed on EUR 860 Mio.) – LGT and its clients made a substantial contribution to this result
- LGT was awarded “Best Private Bank for Sustainable Investing in Western Europe” (Global Finance Magazine) and “Best Private Bank in Europe for Philanthropy Services” (PWM/The Banker Global)

*Investments subject to a positive environmental and/or social screen and contribution to the achievement of the SDGs

**Total assets under management/advice excluding execution-only assets, cash- and cashlike accounts and other specific ESG-neutral positions

LGT Capital Partners – Global platform for multi-alternative investment solutions



USD 85 bn

Assets under
management

700+

Employees

Investment competencies

Private markets

Liquid alternatives

Multi-assets

LGT Group: Outlook 2023/2024

Expected landscape

Political and economic environment

- High political and financial market risks and continued uncertainty
- Increased risk of recession/stagflation
- Continued industry consolidation
- Stronger growth in Asia than in Europe

Digitalization

- Changing client needs and behaviours
- New technological possibilities
- Increase in cyber risks

Sustainability

- Climate protection and energy transition
- Social and political polarization

Demand for skilled workers

- Accelerated demographic change
- Shortage of skilled workers/diversity
- Accentuated war for talent

USPs and strategic priorities

- Stable ownership and management structure
- Strong capitalization
- Track record of successful acquisitions
- Diversification across Europe, UK and Asian markets including key growth markets such as India and South East Asia

- Expand hybrid advisory and digital service model
- Build open, modular IT architecture and ecosystems
- Enhance data analytics and AI skills
- Cybersecurity as a high priority

- Forcefully drive net-zero 2030 agenda and impact investments
- Develop effective decarbonization strategies for client portfolios
- Proactive approach to biodiversity

- Preserve LGT's friendly and collaborative culture
- Maintain agility through empowerment, direct communication and efficient decision-making processes
- Reinforce recognition as leading global employer brand

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Picture description

Detail from "Universal diopre instrument", c. 1597/1600

Erasmus Habermel (1538-1606)

Erasmus Habermel was one of the 16th century's most renowned makers of sundials and technical equipment. In October 1594 he was appointed by Emperor Rudolf II to the position of astronomical and geometrical instrument maker in Prague. However, equipment made by him bear inscriptions which indicate that he must have been active in Prague prior to this in the years 1576 and 1580. The instrument is unusual for this epoch, as they were usually designed to be suspended, i.e. without a stand, although this had certain drawbacks in terms of legibility. Erasmus Habermel solved this problem by connecting the sundial's meridian ring to the stand and the compass. The stand is equipped with a compass, enabling the device to be aligned with the magnetic north pole. It also has a plumb line, for geocentric alignment. Once the instrument has been aligned with the points of the compass, its readings are unequivocal. The main parts of the instrument are the fixed vertical meridian ring, with the adjustable annular ring and the horizontal global equator ring. The annular ring is attached to the month slide. It was possible to perform numerous functions with this multifunctional scientific instrument.

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