

2020 Annual Business Result

Media and analyst conference of the LLB Group 11 March 2020



Agenda

Introduction

Gabriela Nagel-Jungo, Vice Chairwoman BoD

Financial result

Christoph Reich, Group CFO

StepUp2020 strategy and outlook

Gabriel Brenna, Group CEO

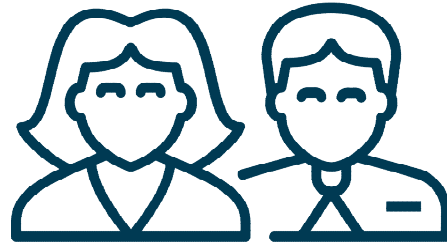
Q&A

LLB – a resilient partner in the crisis



Clients

LLB stands for stability and security



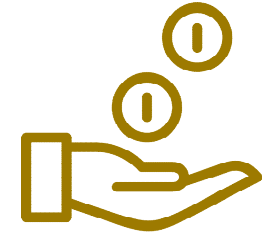
Shareholders

Sustainable attractive dividend policy



Employees

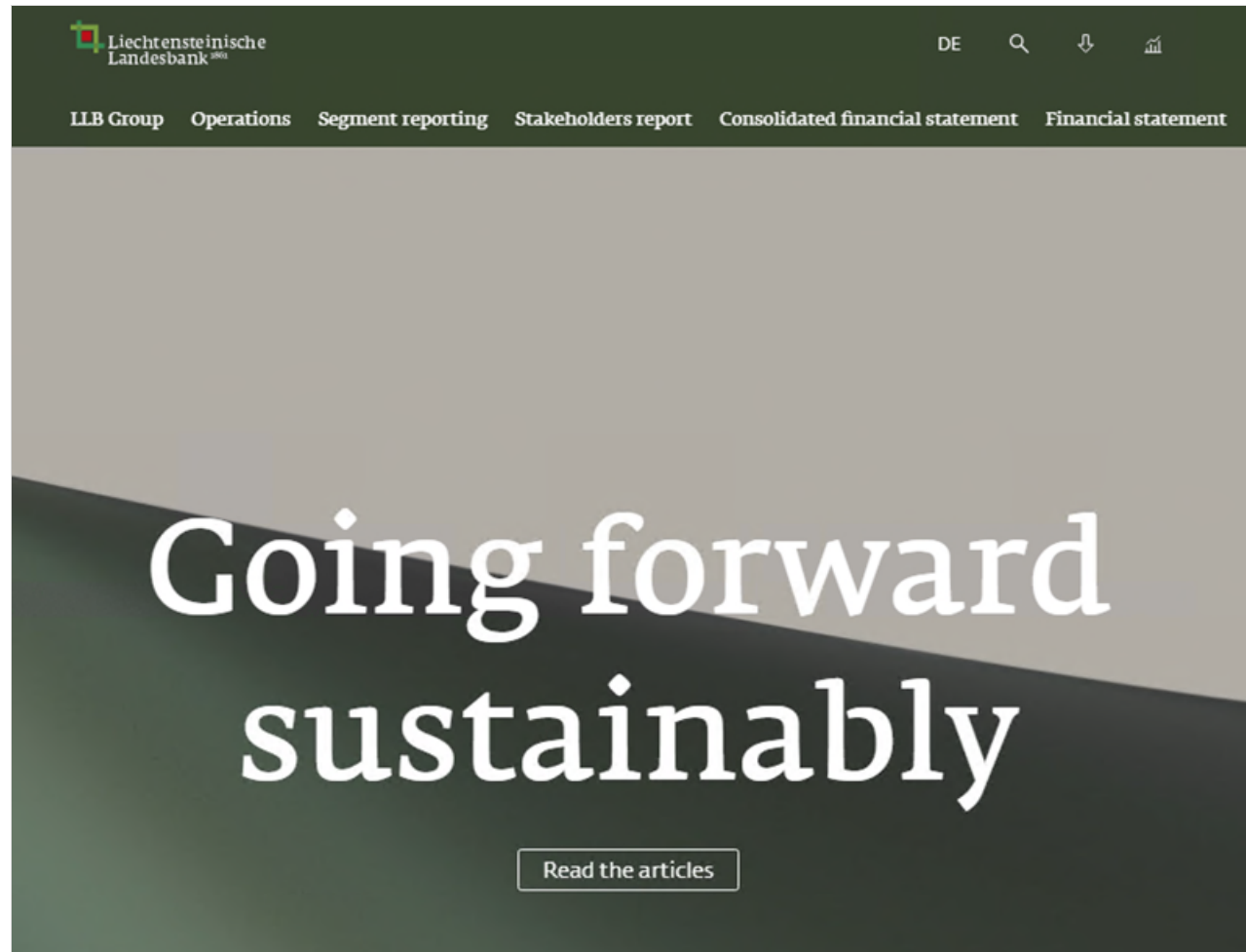
Attractive employer



Regional economy

Provision and payment of Covid-19 loans

Online 2020 annual report



Proposals for election to the Board of Directors



Georg Wohlwend
Chairman



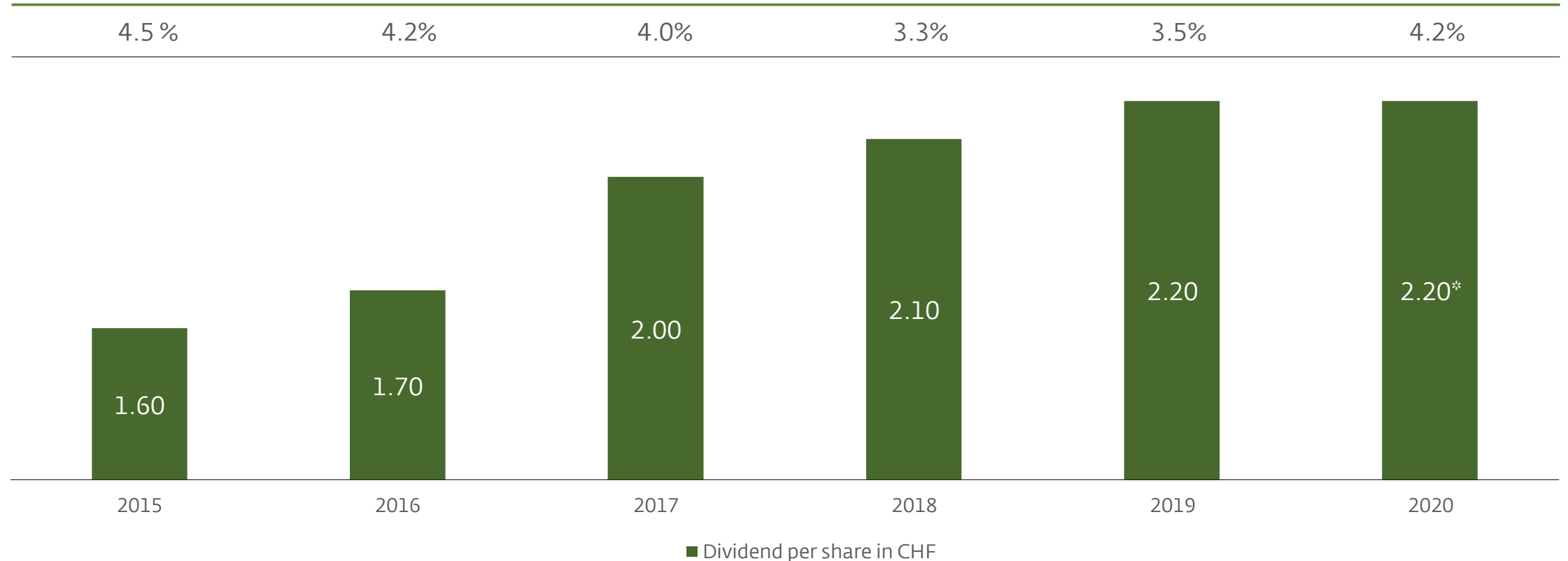
Richard Senti
Member



Thomas Russenberger
Member

Sustainable attractive dividend policy

Dividend yield

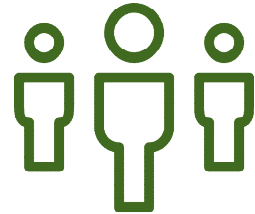


* Proposal of the Board of Directors to the General Meeting of Shareholders of 7 May 2021

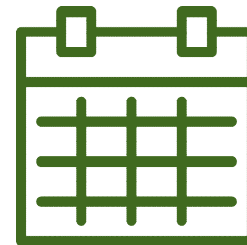
Gabriel Brenna – New CEO of the LLB Group



Gabriel Brenna
Group CEO



Strong leadership executive from within our own ranks



Member of the LLB Group Executive Management for last nine years



Previously eight years with the business consultants, McKinsey & Company in Zurich and London

Financial result

Group business result at a glance

Tier 1 ratio

21.6 %
(+2.0 pp)

Cost/income ratio

69.8 %
(-0.2 pp)

Group net profit
CHF 109.8
million
(-11.0 %)

Assets under
management

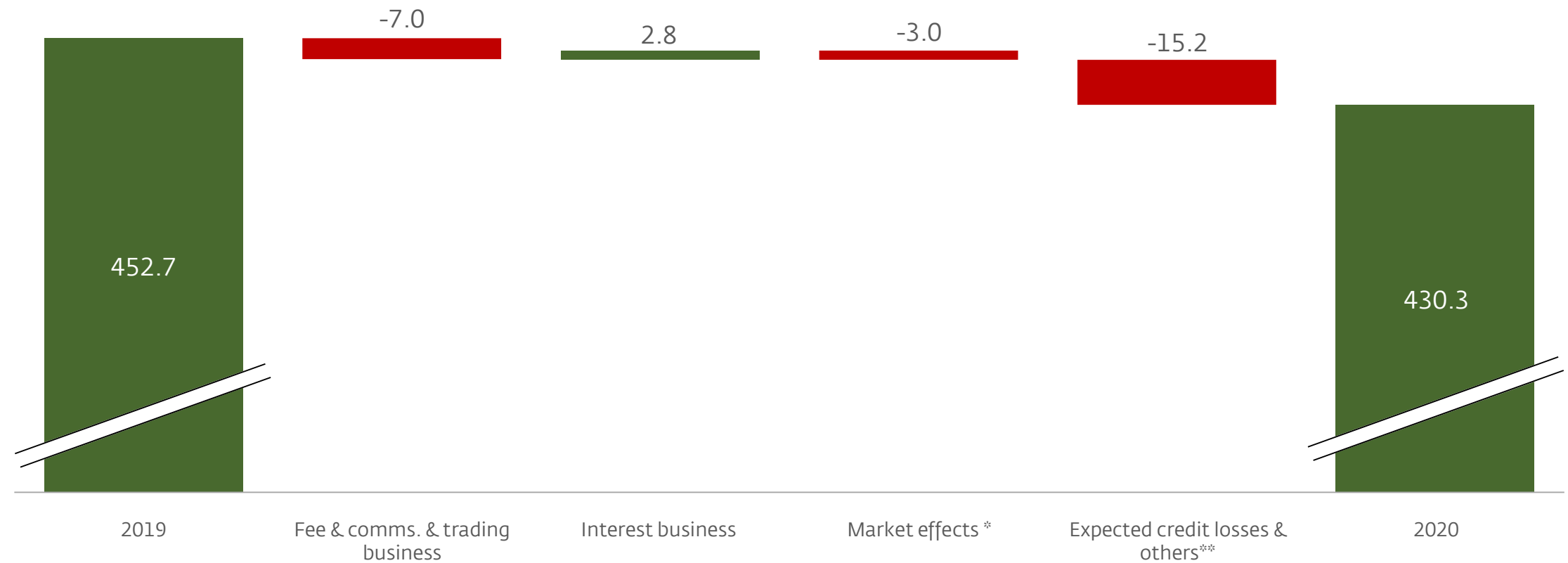
CHF 79.7 billion
(+4.4 %)

Client loans

CHF 13.2 billion
(+2.1 %)

Diversified earnings structure

Operating income (in CHF millions)

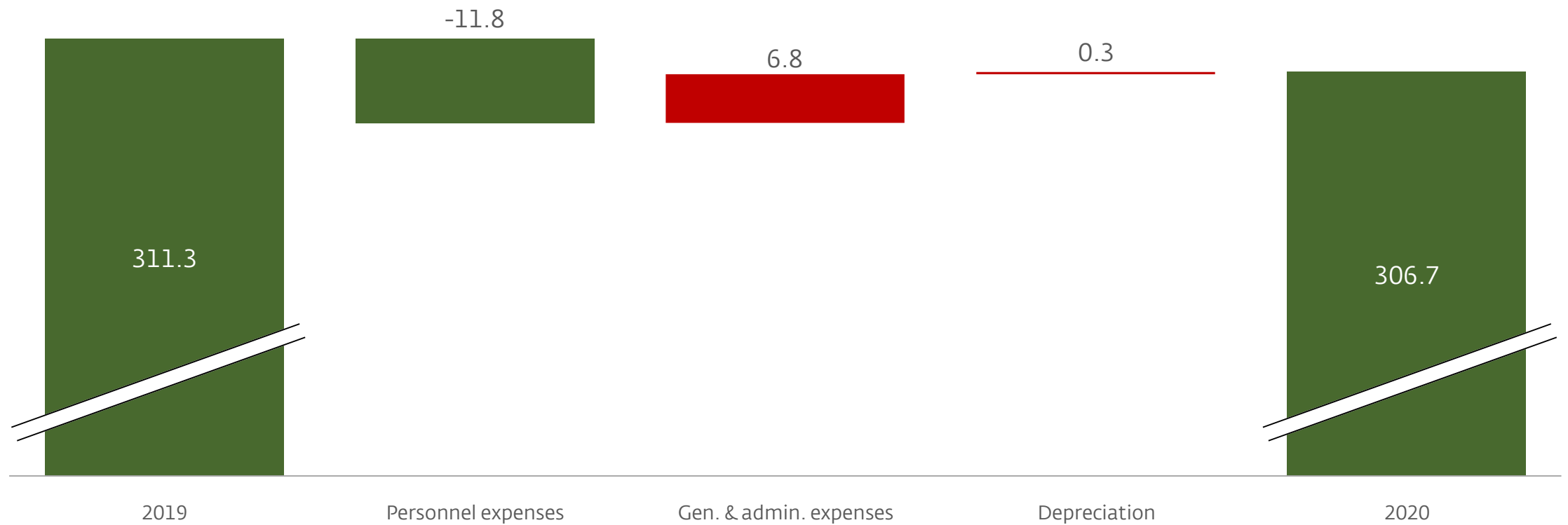


* Contains valuation of interest rate swaps measured on reporting date and price gains with financial investments

** Net allocation of provisions for credit losses of CHF 11.6 million in 2020.

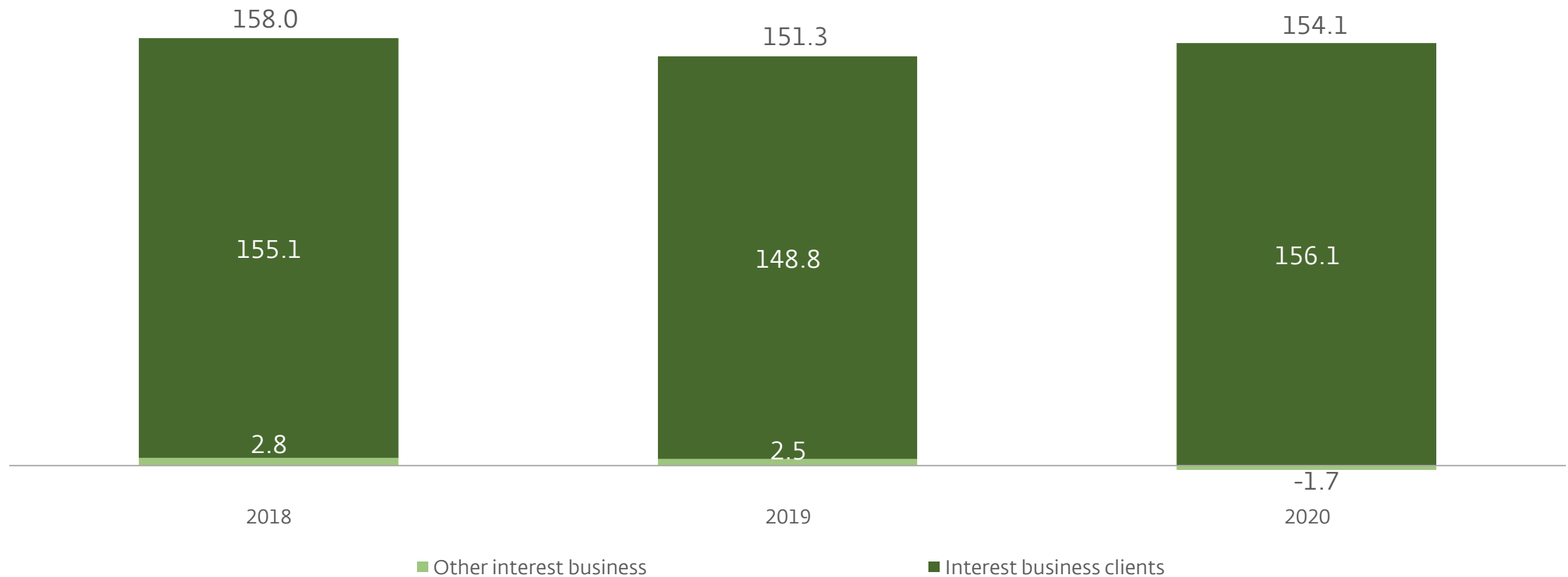
Operating expenses reduced

Operating expenses (in CHF millions)



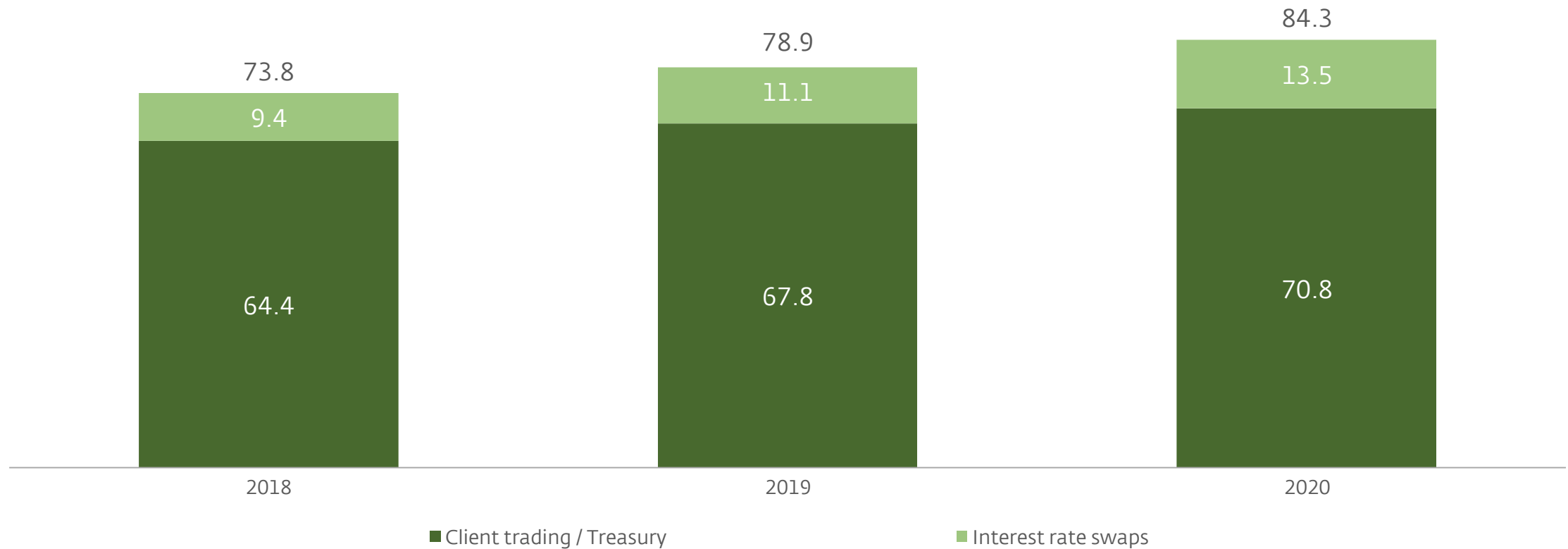
Increased interest business with clients

Interest income before credit loss expense (in CHF millions)



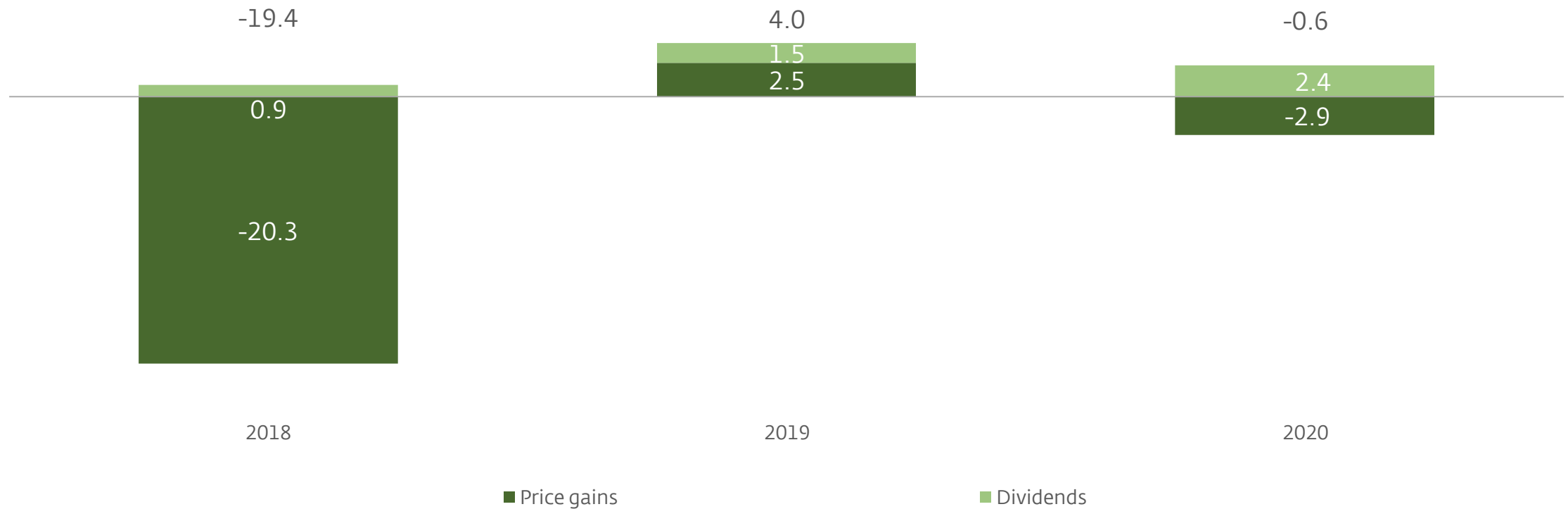
Increased client trading activity

Net trading income (in CHF millions)



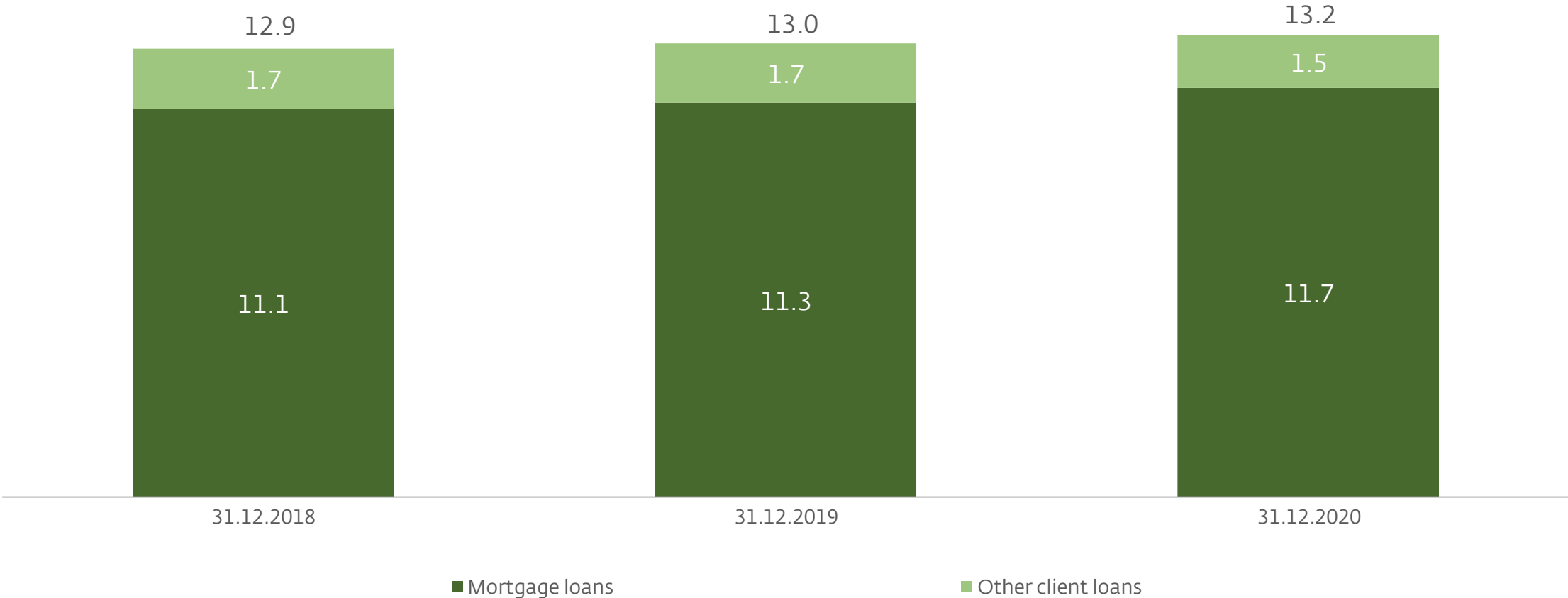
Higher dividend earnings

Income from financial investments (in CHF millions)



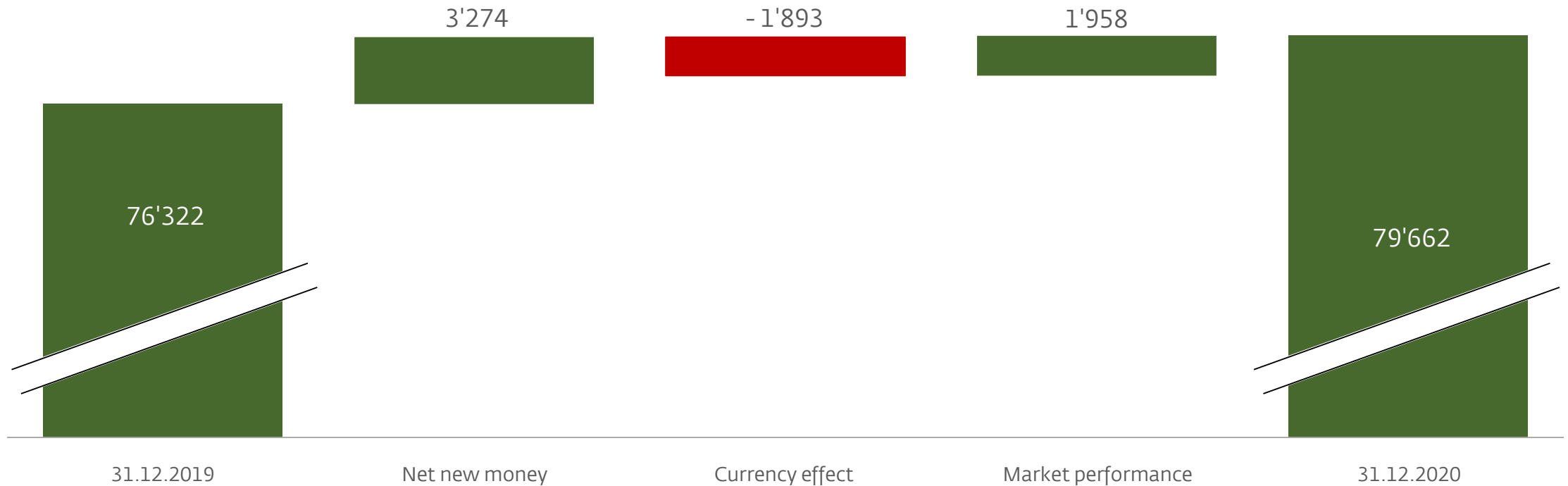
Continuing growth of mortgage loans

Loans to clients (in CHF billions)



Further net new money inflows

Development of client assets under management (in CHF millions)



Financial strength and stability

in CHF billions	31.12.2018	31.12.2019	31.12.2020
Balance sheet total	22.9	22.7	23.6
Risk-weighted assets	8.2	8.4	7.9
Common equity tier 1 (CET1)	1.6	1.6	1.7
in %			
Tier 1 ratio / CET1 ratio	19.0	19.6	21.6
LCR - liquidity coverage ratio	148	157	149
Leverage ratio	6.7	7.1	7.1
Moody's deposits rating	Aa2	Aa2	Aa2

Three high-performing market divisions

	Retail and Corporate Banking	Private Banking	Institutional Clients
Business volumes (in CHF billions)	20.8	19.3	52.8
Net new money (in CHF millions)	+745	+616	+1'916
Growth of client loans (in CHF millions)	+253	+4	-24
Gross margin (in bps)	67	65	26
Profit before taxes (in CHF millions)	47.5	37.2	58.6

Conclusion

1 Profitability

- ◆ Solid business result in Corona year
- ◆ Diversified earnings structure
- ◆ Stable cost/income ratio

2 Growth

- ◆ Broadly-based growth
- ◆ Net new money inflows confirm positive trend
- ◆ Continuing growth of mortgage loans

3 Stability and security

- ◆ Tier 1 ratio of 21.6 per cent
- ◆ Moody's deposits rating Aa2
- ◆ Scope for further growth ambitions

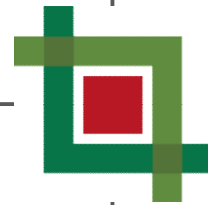
StepUp2020 strategy

Growth

Profitability

Innovation

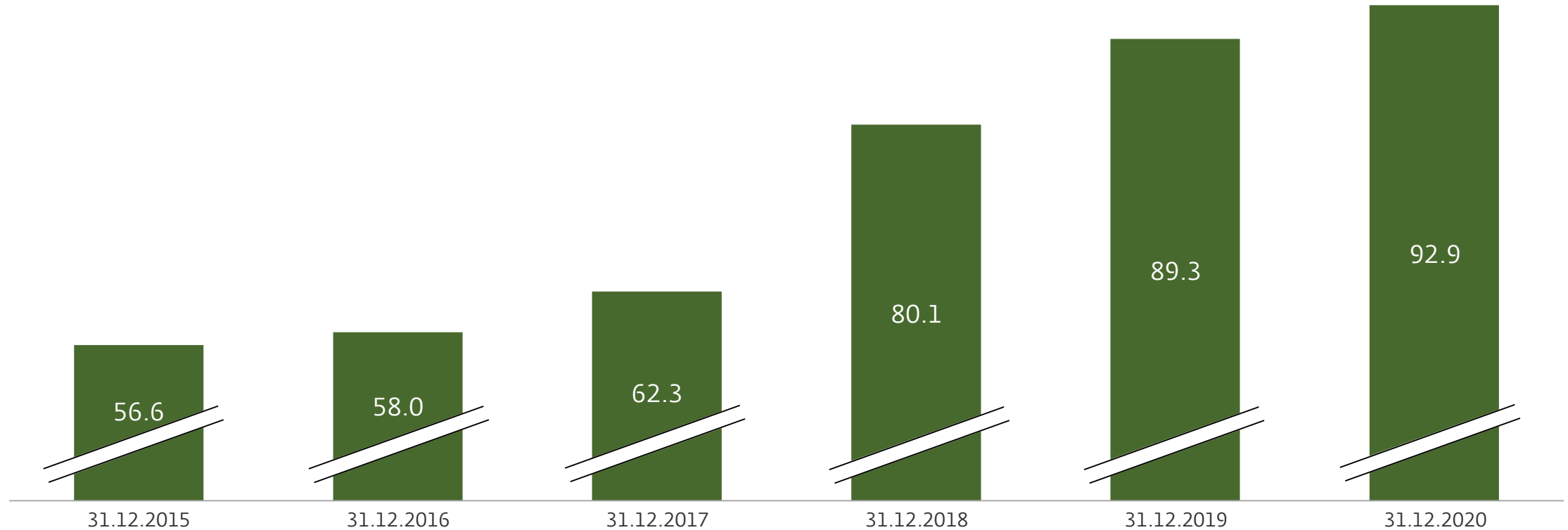
Excellence



Record value for business volume

Growth
Profitability
Innovation
Excellence

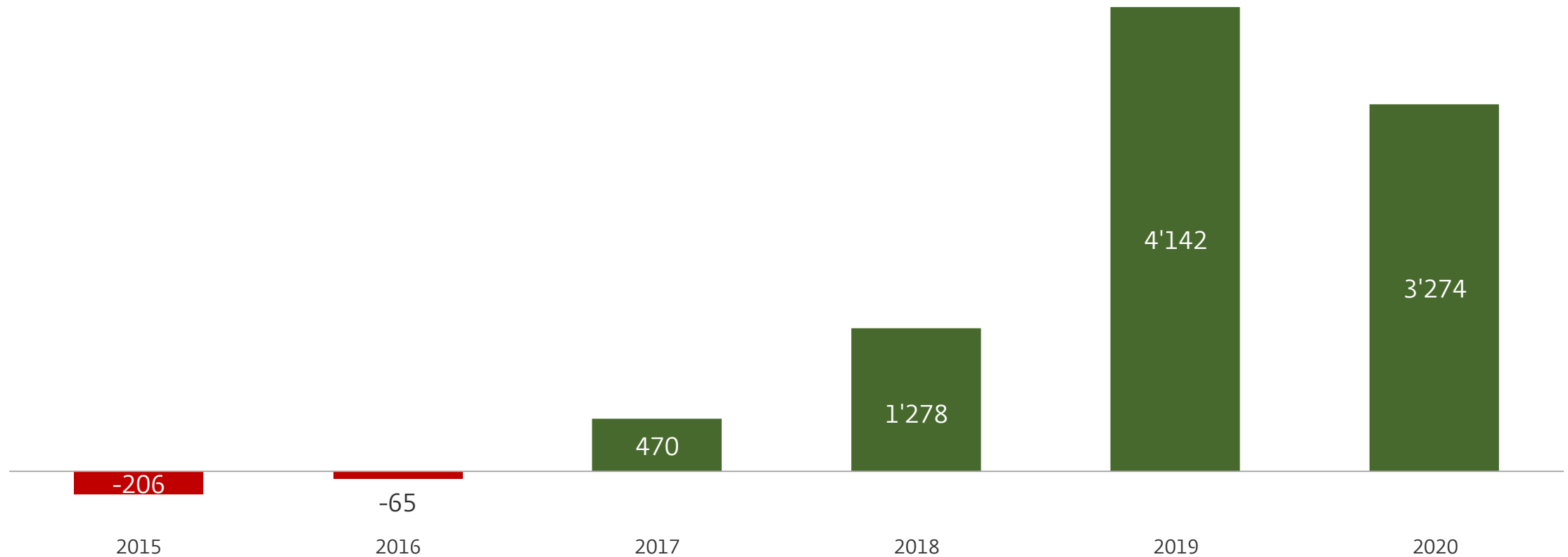
Business volume (client assets and client loans in CHF billions)



Inflows at all market divisions

Growth
Profitability
Innovation
Excellence

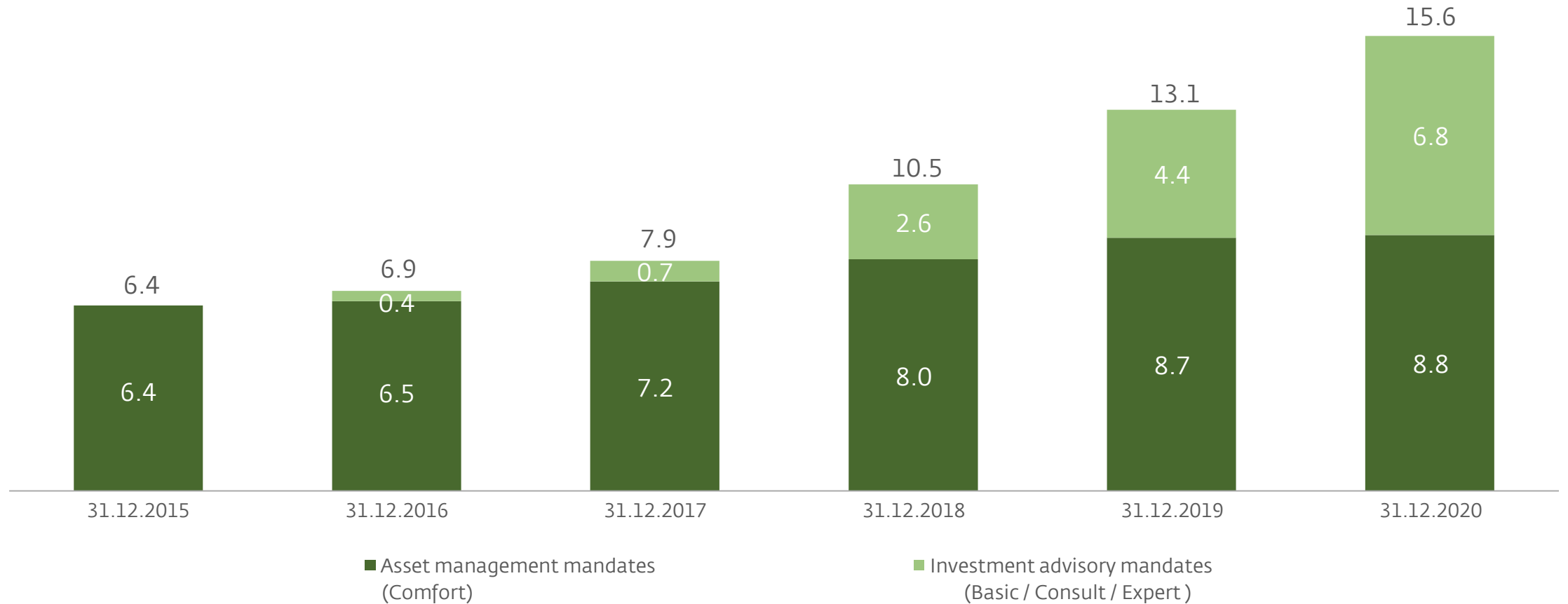
Development of net new money (in CHF millions)



Higher profitability thanks to innovative products

Growth
Profitability
Innovation
Excellence

LLB Invest (in CHF billions)



New digital offers

Growth
Profitability
Innovation
Excellence

- Further expansion in Online and Mobile Banking
- Intermediary cockpit
- LiPay



Practising sustainability since 1861

Growth
Profitability
Innovation
Excellence

- Sustainability is an integral part of the **self-image** of the LLB Group
- Member of the **UN initiative** for sustainable investment (UN PRI)
- Orientation of the **product range** to consider sustainability



Excellent products and advisory services

Growth
Profitability
Innovation
Excellence



Excellent advisory quality

- Top assessment by Fuchsbriefer
- Very good results from client survey



Excellent investment products

- Quantitative investment concept
- Over 40 awards since 2012



Swiss Association for Quality

Excellent client advisers

- Certification of all client advisers
- Systematic training and professional education of our client advisers

Attractive employer

Growth
Profitability
Innovation
Excellence



Swiss Employer Award 2020





Bank Linth and LLB AG among top 10 employers



Label Friendly Work Space

First bank in Liechtenstein with quality label for healthcare management at the workplace

Financial goals StepUp2020

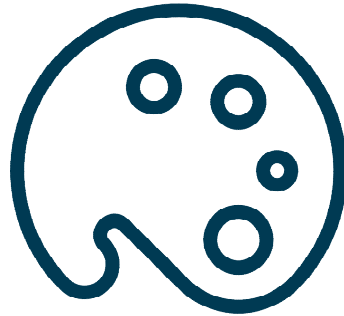
	Target	Result	
Business volume	> CHF 70 billion	CHF 92.9 billion	
Tier 1 ratio	> 14 per cent	21.6 per cent	
Cumulative business result	> CHF 500 Mio.	CHF 533 million	
Cost/Income ratio	< 65 per cent	69.8 per cent	

Outlook 2021

Priorities 2021



Sustainable, profitable growth and strict cost management



Expansion of sustainable product range



Formulation of new corporate strategy

Q&A

Contact and financial calendar

Contact

Liechtensteinische Landesbank AG
Dr. Cyrill Sele
Head Group Corporate Communications &
Sustainability
Städtle 44
9490 Vaduz
Liechtenstein

Telephone +423 236 82 09
E-mail ir@llb.li
Internet www.llb.li

Financial calendar

29th Annual General Meeting of Shareholders
Friday, 7 May 2021

Ex-dividend date
11 May 2021

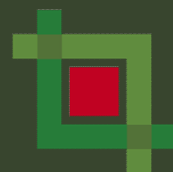
Dividend payout date
13 May 2021

Presentation of 2021 interim financial reporting
Tuesday, 24 August 2021

Disclaimer

This information from the Liechtensteinische Landesbank AG is provided purely for information purposes. It contains statements relating to the future that provide no guarantee of future developments. It contains risks and uncertainties including, but not restricted to, future global economic conditions, exchange rates, legal provisions, market conditions, competitors' activities, as well as other factors lying outside the control of the company. The LLB accepts no responsibility for updating the statements related to the future made in this presentation.

Thank you



Liechtensteinische
Landesbank¹⁸⁶¹

Tradition meets Innovation.