

Interest rate environment presents PostFinance with challenges

Annual results press conference, 13 March 2025
Info session with PostFinance CEO Beat Röthlisberger

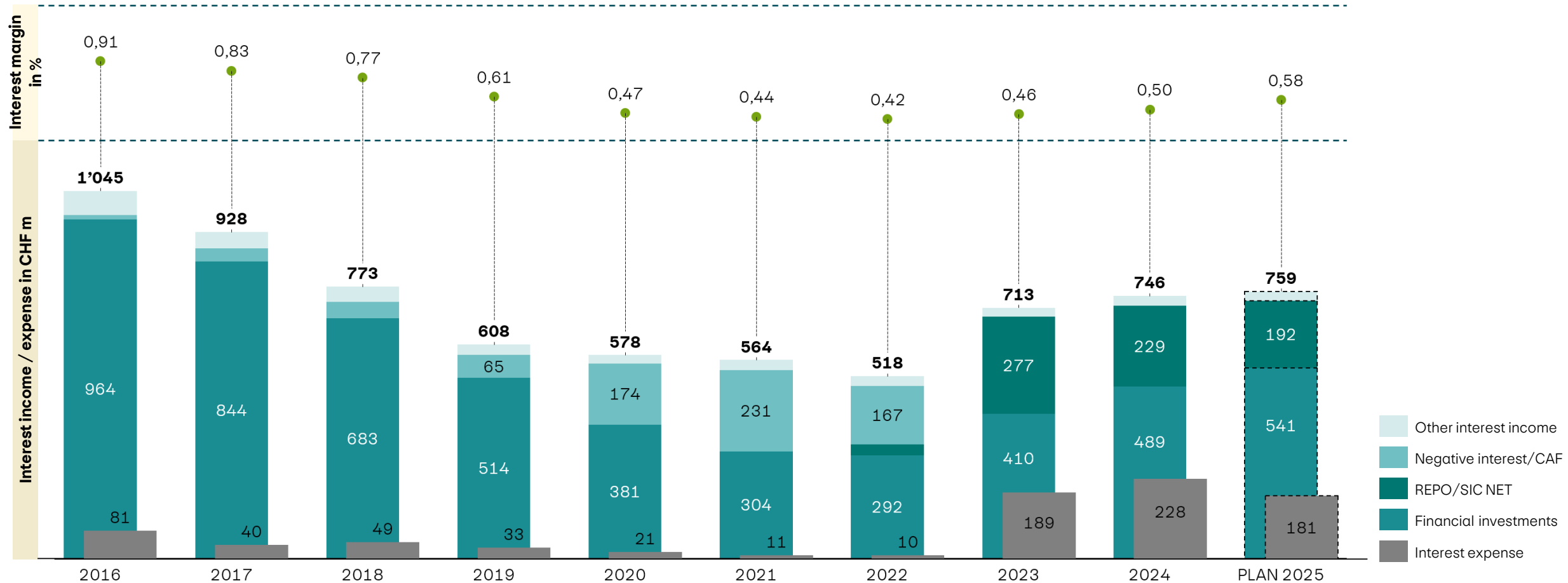
QR code for the 2024 Annual Report



2024 annual results: PostFinance Ltd key figures

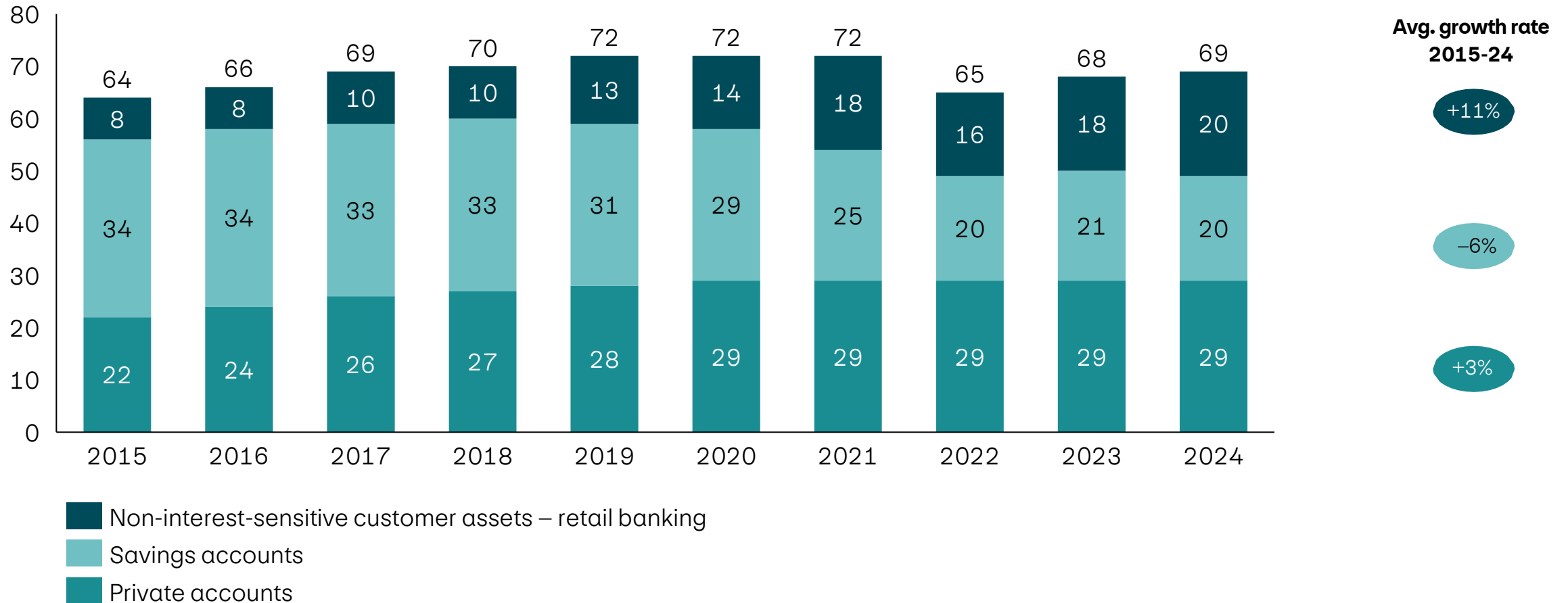
	2023	2024
Financial services segment result (EBIT as per IFRS)	CHF 264 m	CHF 203 m
Profit _{ARB}	CHF 164 m	CHF 120 m
Return on equity _{IFRS}	3.5%	1.8%
Return on equity _{ARB}	3.0%	1.8%
Risk-weighted capital ratio - Minimum requirement 2024 RWA: going concern 14.52%, gone concern 3.91% => 18.44%	22.2%	22.3%
Leverage ratio - Minimum requirement 2024 leverage ratio: going concern 4.5%, gone concern 1.28% => 5.78%	6.38%	6.27%
Customer assets (monthly avg.)	CHF 104.1 bn	CHF 106.6 bn
Number of customers	2.42 m	2.40 m
E-finance users	1.95 m	1.97 m
Full-time equivalents	3,340	3,486
Liquidity (liquidity coverage ratio (LCR))	197%	205%

Interest income development – stable but no trend reversal / mid-term interest margin of approx. 60 bp achievable

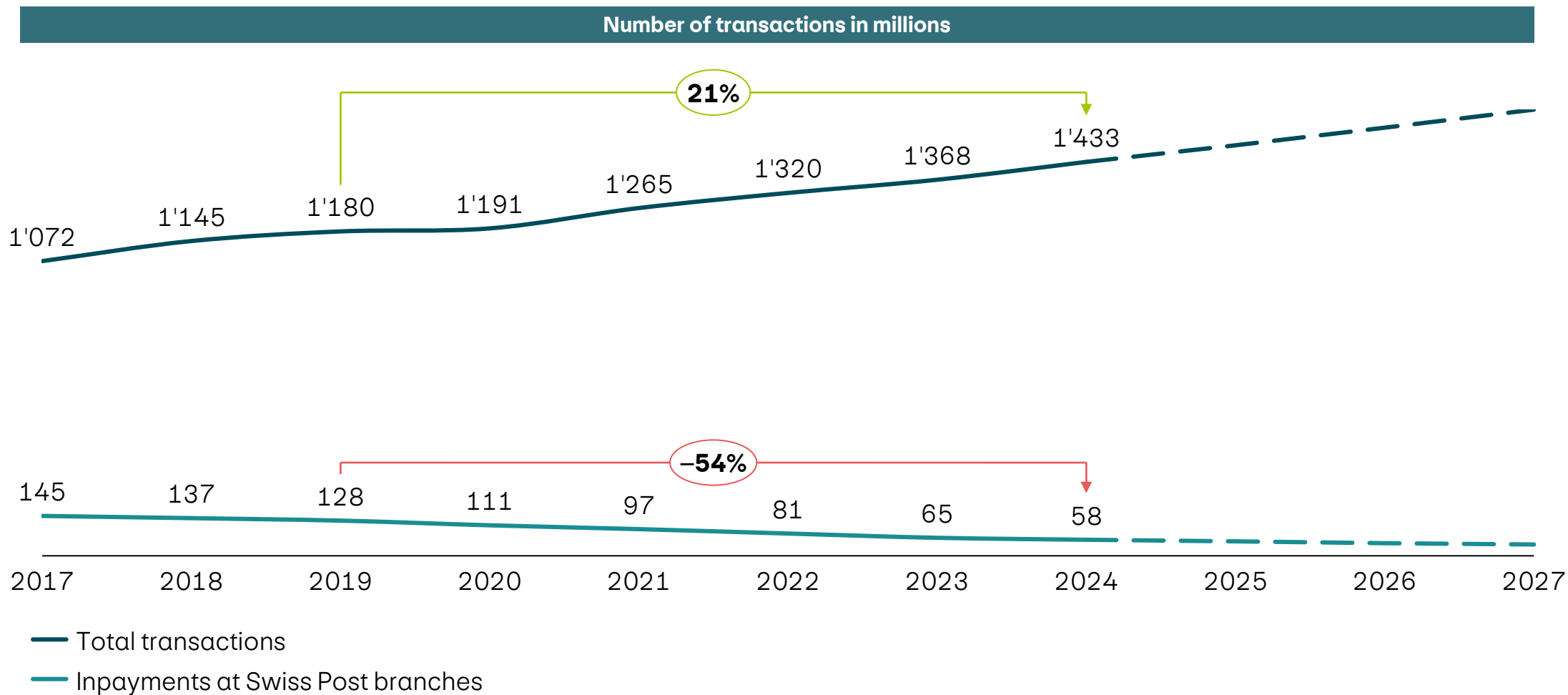


Non-interest-sensitive business grows – Encouraging development on investment side thanks to innovative approach

In CHF bn



Payment transactions – more online banking, but far fewer over-the-counter inpayments at Swiss Post branches



How PostFinance is positioning itself for 2025–2028

- PostFinance’s focus is on the **needs of its customers**
- The 2025–2028 strategy is a **moderate growth strategy**
- The **non-interest-sensitive business is to be expanded** with solutions geared closely to the core business



Summary and core messages



- The latest interest rate cuts by the Swiss National Bank show: the **interest rate environment remains volatile**. PostFinance is heavily dependent on interest operations and **falling interest rates cloud the prospect of a rapid and strong recovery in our margins**.
- **The interest rate environment presents PostFinance with a major challenge** – with the new **strategy, it has defined the important thrusts** needed to overcome the challenges.
- With its **further expansion** of non-interest sensitive business and consistent **cost orientation**, PostFinance will ensure improved **profitability**.
- PostFinance’s **liquidity position is very stable**.
- With a risk-weighted capital ratio of 22.3% and a leverage ratio of 6.27% as at 31.12.2024, we will be able to meet the **FINMA requirements from 2026**.

Questions?

Thank you
for your attention.