

Cembra update

Cembra - a leading player in financing solutions and services in Switzerland

Investor presentation May 2020

Key messages

What makes Cembra different

- Active only in Switzerland, with very strong positions in select markets
- High quality of assets stable for >15 years
- Diversified funding and strong capital position
- Focus on execution and cost discipline
- Steady dividend combined with healthy growth
- Delivered on all targets since IPO
- Evolving business with increased diversification

Covid-19 update

- Swiss economy expected to remain relatively resilient, with recovery forecast in 2021
- Strong Cembra business performance in Q1
- Well positioned to manage the Covid-19 situation and for the future
- Rapidly adjusting to new economic reality in 2020
- Resilient business performance expected in 2020, with recovery in 2021
- Mid-term targets confirmed

Agenda

- 1. What makes Cembra different
- 2. Cembra strategy
- 3. Covid-19 update

Appendix

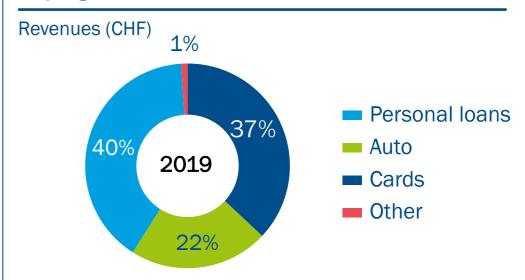
Cembra at a glance

A leading player in financing solutions and services in Switzerland

Who we are

- Independent consumer finance specialist exclusively operating in Switzerland
- Serving more than 1 million customers through diversified distribution, personalised service and digitised solutions
- Strong market positions in personal loans (44% market share), auto loans & leases (23%) and credit cards (14%)
- Acquisitions of auto financing specialist EFL in 2017 and of consumer finance provider cashgate in 2019
- Diverse workforce of more than 1,000 employees with 36 nationalities
- Sustainability and ESG with improving external recognition; rated "A" by MSCI ESG
- Standard and Poor's credit rating A-/A-2, negative outlook
- IPO in 2013, listed on Swiss Stock Exchange under US GAAP

Key figures 2019



- Total assets CHF 7.5bn
- Competitive loss ratio (0.8%) and cost/income ratio (48.3%)¹
- Return on equity 15.7%
- Tier 1 capital ratio 16.3%
- Market cap ~CHF 2.6bn (May 2020)

Strong market positions

Serving more than 1 million customers in Switzerland

Personal loans: 44% market share

2019 Personal loan receivables



13 branches all over Switzerland¹



- Market leader in personal loans segment
- Diversified distribution with branches, independent agents and an efficient internet channel
- Premium pricing supported by superior personalised service
- Strong brand, with second online presence "cashgate"

Auto business: 23% market share

• BMW

FCA Capital

Ford Credit

2019 Leasing receivables

Captives

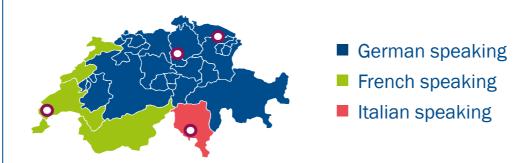
- AMAG Leasing
- MultiLease
- PSA Finance
- RCI Finance

Independent

- Bank-now
- Cembra

(23%)

Diversified distribution

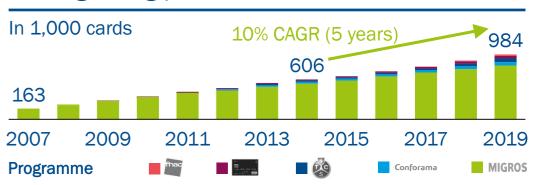


- Strong independent player no brand concentration
- Mix of new (1/3) and used cars (2/3)
- Offering products through about 4,000 dealers dedicated field sales force combined with 4 service centres

Credit cards: 14% market share



A fast growing portfolio



- Growing the portfolio to >1m cards issued by Q1 2020
- Solid innovation track record with attractive loyalty programmes
- **21**% market share in contactless payments
- Smart follower strategy for new technologies
- Intention to launch a new credit card with Migros Bank

1 Following the integration of cashgate branches

Track record

Delivered on all targets since the IPO

IPO targets (Oct 20	13)	2014	2015	2016	2017	2018	2019
Asset growth	In line with Swiss GDP growth	2.1%	-0.3%	0.9%	12.0% Organic: 4.0%	5.4%	37.0% Organic: 5.6%
Profitability	ROE >15%	17.0%	17.7%	17.4%	16.7%	16.9%	15.7%
Capitalisation	Tier 1 capital >17% ¹	20.6%	19.8%	20.0%	19.2%	19.2%	16.3% ²
Dividend-pay-out	Pay-out ratio 60%-70%	66%	66%	68%	69%	69%	68%
Earnings per share	(CHF)	4.67	5.04	5.10	5.13	5.47	5.53
Dividend per share	(CHF)	3.10	3.35	4.45 ³	3.55	3.75	3.75

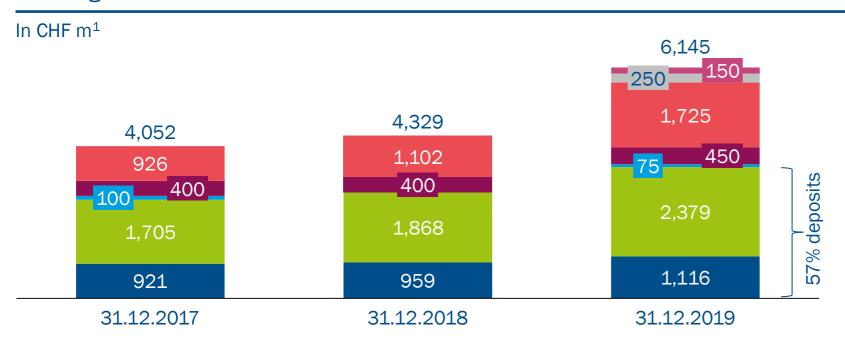
See appendix for key figures since 2010

1 Tier 1 target of >18% before July 2019 | 2 Target range indicated for 2019 of 16 – 17% due to acquisition of cashgate | 3 Including extraordinary dividend of CHF 1.00 per share

Funding

Balanced and diversified funding profile

Funding mix 31.12.2019

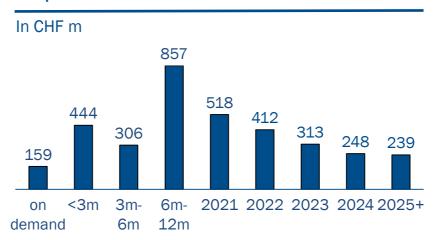


AT1 subordinated	One issuance at 2.5%, remaining term to first call of 4.95 rs. ⁴
Convertible bond	One issuance at 0%, remaining term of 6.6 yrs. ⁴
Senior unsecured	Twelve issuances at avg 0.32%, remaining term of 4.4 yrs. ⁴
ABS	Two AAA issuances at avg. 0.18%, remaining term 1.4 yrs.4
Bank loans	Syndicated term loan
Institutional term deposits	Diversified portfolio with book of 100+ investors
Retail term deposits and saving accounts	~23,000 depositors , fixed term offerings 2 – 8 years; saving accounts are on-demand deposits

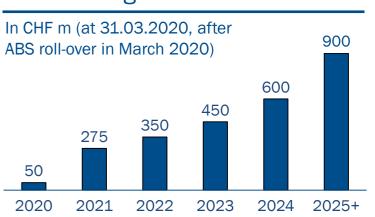
ALM key figures

	31.12.17	31.12.18	31.12.19
End of period funding cost	0.52%	0.49%	0.44%
WA ² remaining term (years)	2.9	2.7	2.9
LCR ³	317%	852%	554%
NSFR	113%	112%	112%
Leverage ratio	14.8%	14.7%	12.5%
Undrawn revolving credit lines	350m	350m	350m

Deposits maturities



Short & long-term debt maturities

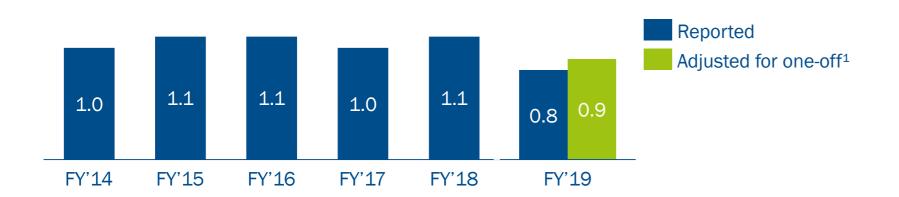


1 Excluding deferred debt issuance costs (US GAAP) | 2 Weighted average | 3 Average for last quarter in reporting period | 4 Additional charges apply related to fees and debt issuance costs

Risk performance

High quality of assets - loss performance stable in the long term

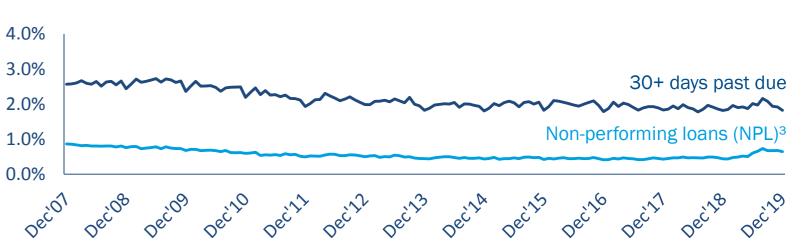
Loss rate



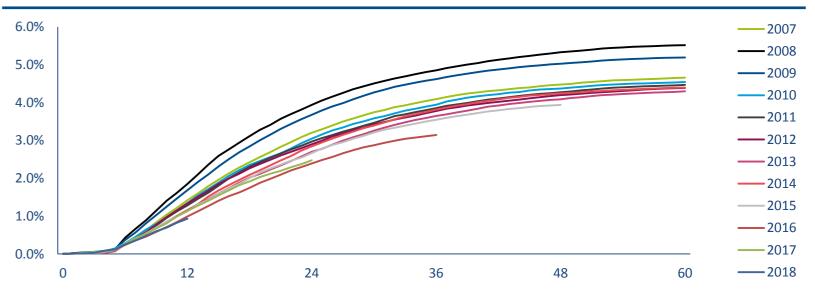
Risk management characteristics

- Proven resilience of portfolios during financial crisis 2008/2009
- Well diversified portfolios contributing to limitation of credit risk
- Consistent risk appetite and strategies over many years
- Expertise in underwriting and collections leading to effective loss mitigation
- Limited volatility in portfolio quality metrics through economic cycle

NPL and delinquencies²



Write-off performance by year of origination⁴

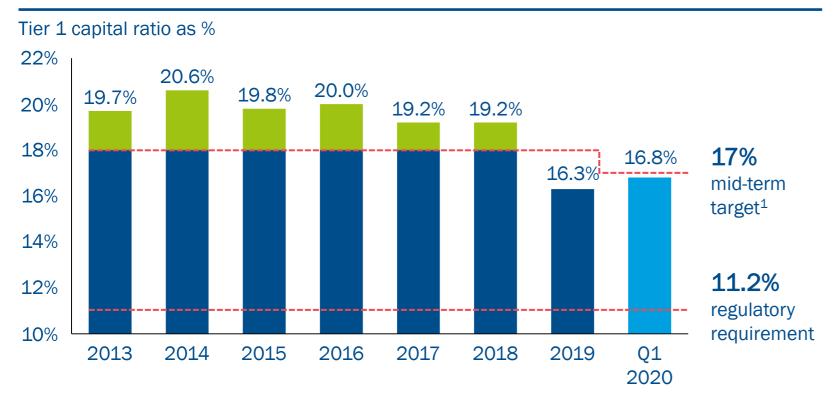


1 Excluding the one-off impact related to synchronisation of write-off and collection procedures | 2 Excluding the one-off impact 30+% and NPL at 1.6% and 0.4% respectively and hence in line with prior years' performance 3 Non-performing loans (NPL) ratio is defined as the ratio of non-accrual financing receivables (at period-end) divided by the financing receivables | 4 Based on Personal Loans and Auto Leases & Loans originated by the Bank

Capital management

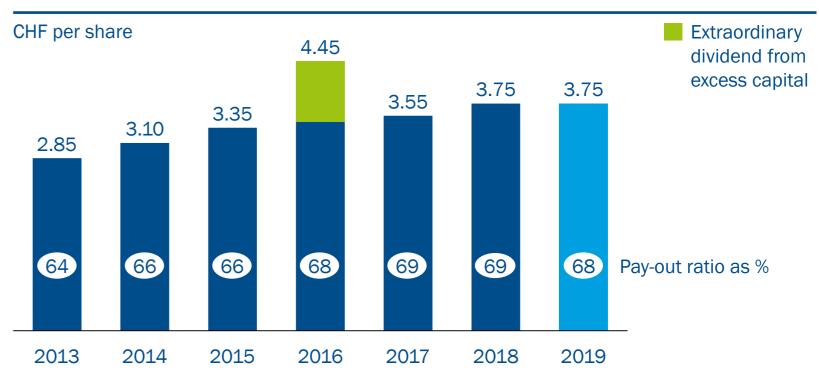
Disciplined use of capital, and continuous flow of dividends

Capital position



- Tier 1 capital ratio of 16.8% as per 01 2020
- Mid-term Tier 1 capital ratio of 17%
- Intention to return excess Tier 1 capital above circa 19% (lowered from >20% until $2018)^2$

Dividends



Cembra

- Dividend pay-out ratio target between 60 and 70%
- Continuous dividend payouts since the IPO

1 Tier 1 capital ratio target 18% until June 2019 | 2 Cembra Money Bank aims at distributing 60-70% of net income to shareholders in the form of ordinary dividends. Furthermore, Cembra intends to return excess Tier 1 capital above circa 19% (previously 20%) to shareholders either via extraordinary dividends or share buybacks unless there is a more efficient allocation of capital May 2020 Investor presentation

Agenda

1. What makes Cembra different

2. Cembra strategy

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Our strategic priorities

Aim to be the provider of choice for financial solutions in Switzerland

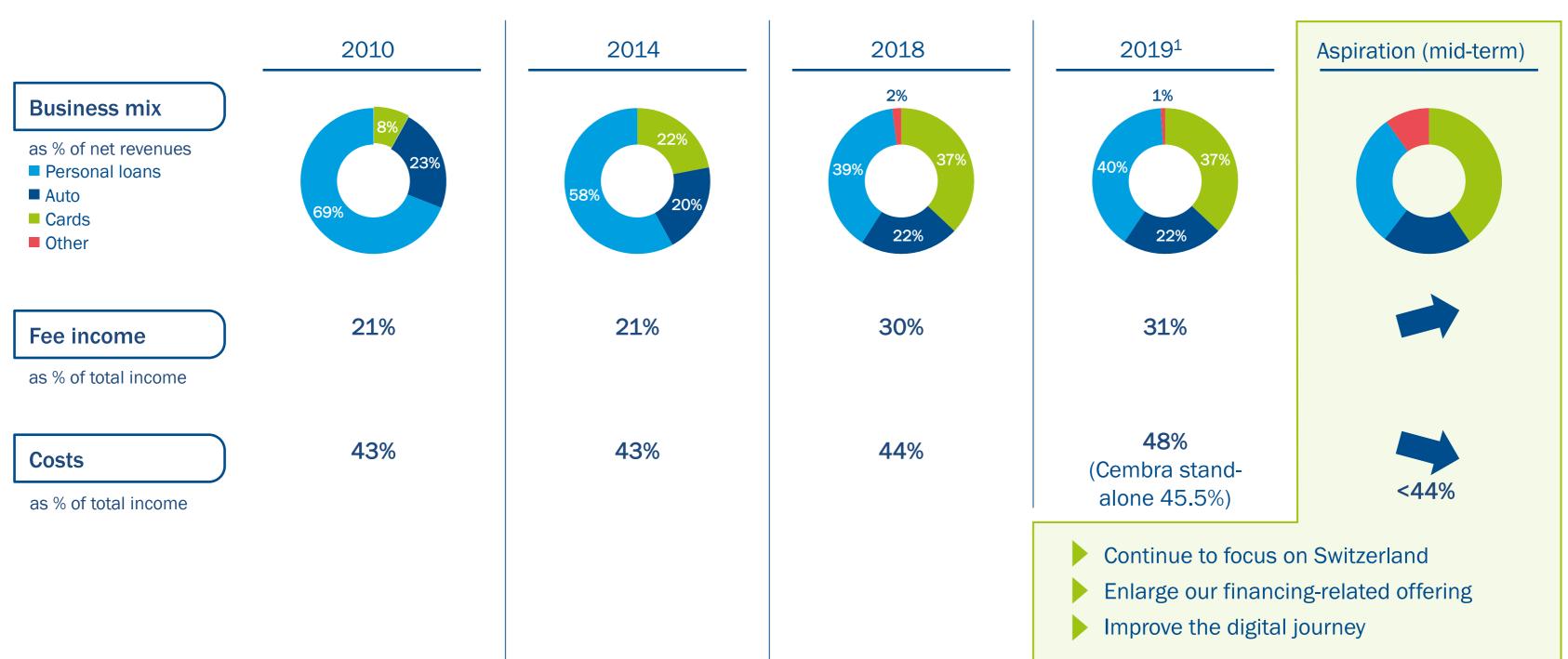
- Defend the core business
 - Maintain a leading market position in auto and personal loans in Switzerland
 - Roll out new product offerings and adapt to the evolving distribution environment
 - Increase the market position in cards through innovative solutions and new partnerships

- Build for the future
 - Accelerate digitisation of the business in a changing environment
 - Transform into a more customer-centric organisation supported by a competitive cost base
 - Change into self-servicing platforms and an open banking environment to offer partnerbased solutions

- Gain size through growth
 - Continue steady organic growth
 - Develop new business lines
 - Expand customer base through acquisitions and partnerships

Cembra is evolving

Aspiration to further increase diversification



1 Not adjusted (including cashgate revenues for 4 months)

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Q1 2020 macroeconomic environment

Swiss economy expected to decline by 6.7% in 2020 (Source: SECO)

GDP in Switzerland

Change vs. previous period in %

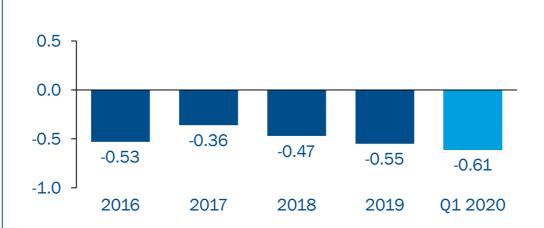


Source: SECO 23 April 2020

- Swiss economy expected to remain relatively resilient, with GDP -6.7% in 2020 and +5.2% in 2021 (Source: SECO¹)
- Increasing consumer caution, reducing travel spend, with private consumption forecast to decline by -7.5% in 2020 (Source: SECO¹)

CHF interest rates

End-of-period 3-year swap rates in % (Source: Bloomberg)

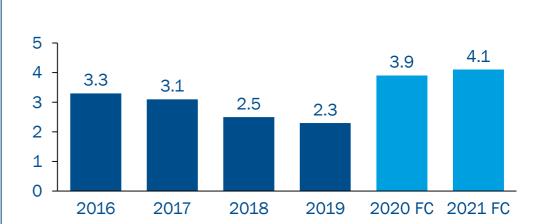


Source: Bloomberg

- CHF interest rates remain near their alltime lows
- Forward curve suggests CHF rates to remain negative in the long term
- Lower rates partly offset by increasing spreads for corporates

Unemployment rate in Switzerland

In %, average per period



Source: SECO 23 April 2020

- Unemployment rate forecast to rise modestly to 3.9% in 2020 and to 4.1% in 2021 (Source: SECO¹).
- Several covid-19-related measures by federal and cantonal governments with the aim to support businesses and to avoid unemployment, e.g. short-time working

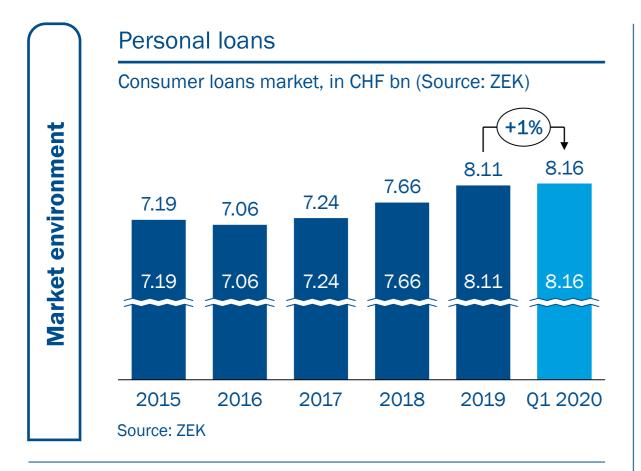
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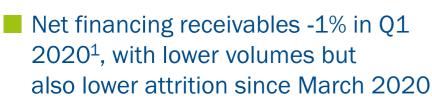
1 Swiss State secretariat for economic affairs (SECO) 23 April 2020, April forecast

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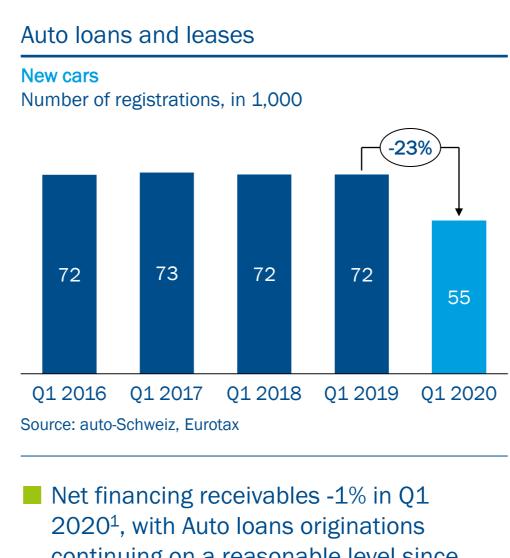
Q1 2020 products and markets

Personal loans and auto business stable, cards affected by lower spending





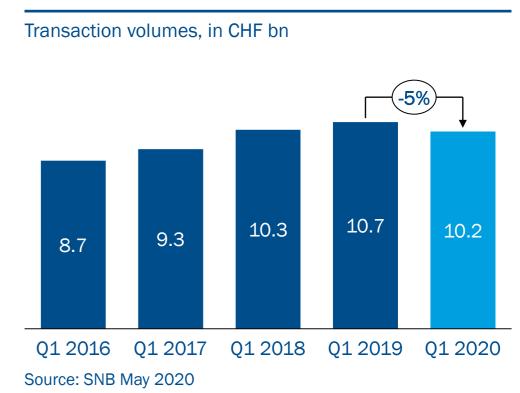
Stable market share at 44%



continuing on a reasonable level since March 2020

Stable market share at 23%





- Net fin receivables –9% in Q1 2020¹ due to pay-downs of short-term balances
- Cards issued +2% (+18k) to 1,002,000 for the first 3 months
- Transaction volumes in March down 17%. year on year due to lower volumes abroad
- Stable market share at 14%

1 Compared to 31.12.2019 May 2020

2020

01

Cembra

Cembra Investor presentation

Q1 2020 performance

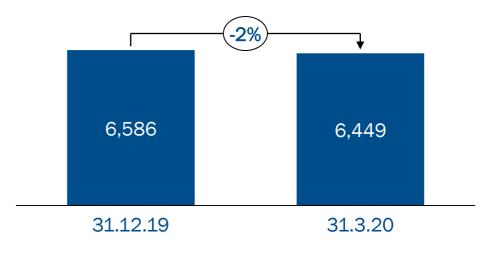
Cembra with overall strong business performance in Q1

Highlights Q1 2020 update¹

- Net revenues +19% in Q1 (organic growth +1%)
- Cards revenues impacted by Covid-19 impact in the month of March 2020
 - Transaction volumes -17% year-on year, with clearly lower volumes abroad with impact on profitability, offset by healthy national spend
- Operating expenses favourable compared to management's budget in Q1
 - Integration of cashgate progressing as planned
- Loss rate stable in Q1 year-on-year, and above budget
 - delinquencies and losses in March 2020 in-line with budgets
 - Restrictive underwriting for new SME business since end of February
- Net financing receivables -2% compared to year-end 2019
 - Personal loans -(1%) and Auto (-1%) with stable trend
 - Cards -9% due to pay-down of balances
- Capital ratio improved to 16.8%
- Net income Q1 2020 above management's budget
 - Based on December 2019 budget for 2020 financial year

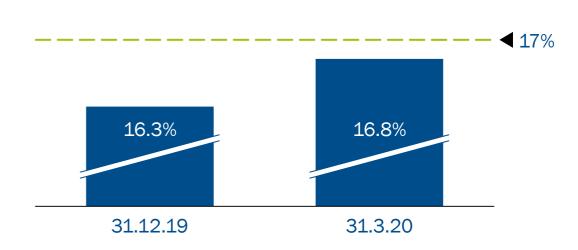
Net financing receivables 31 March 2020

Asset growth target: in line with Swiss GDP growth. In CHF m



Capital adequacy (Tier 1) 31 March 2020

Mid-term target for Tier 1 capital ratio: >17%



1 Media release Q1 2020 update from 28 April 2020
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Covid-19 situation Well positioned to manage the future

Strong quality of assets

- 100% consumer finance in Switzerland
- Multi-year contracts
- Proven historic risk performance

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- Solid capital position and liquidity
 - Capital position significantly above regulators' requirements
 - Negligible exposure to market risk
 - Large liquidity buffer

- Secured long-term funding
 - Balanced and diversified funding profile
 - Secured long term funding after paydown of the cashgate bridge facility
 - Undrawn credit lines

2020 priorities to adjust to new economic reality Focus on execution and mitigation of Covid-19 effects

Priorities for 2020 from Q2 2020 on

Continue to deliver despite Covid-19

- Regain organic revenue growth in all businesses after the downturn
- Manage costs and align with revenue development
- Accelerate digital transformation, and continue restructuring of branches

Focus on risk performance

- Tight underwriting and implement additional risk assessments
- Strengthened collections processes, through staffing increase and training
- Deploy debt restructuring solutions for customers in financial difficulties

Mitigation of Covid-19 effects

Complete integration of cashgate

- Consolidate branches, systems and business
- Establish cashgate as online brand

Unchanged priorities for 2020

Innovate the card business

- Further improve CRM and self-servicing cards
- Develop new card for Migros Bank

Further improve ESG performance

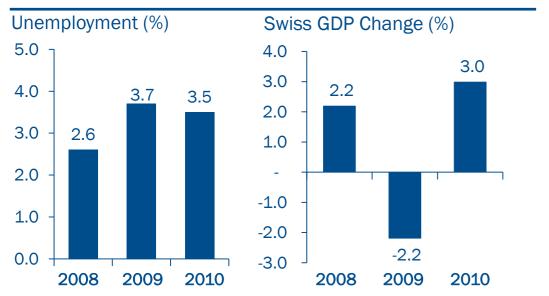
- Manage sustainability initiatives by management board committee
- Sustainability part of management board's remuneration from 2020 on

Risk management

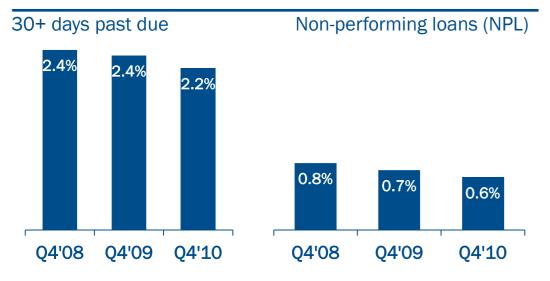
Prepared for a more challenging environment

2008 financial crisis

Macro impact¹



Asset quality

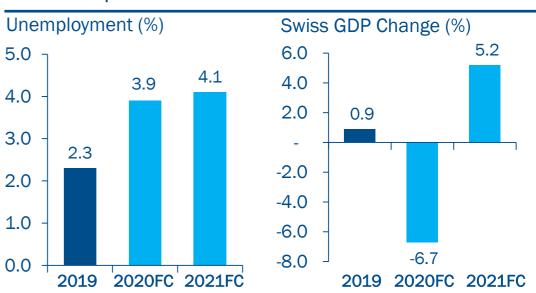


Risk measures taken 2008/09 and now

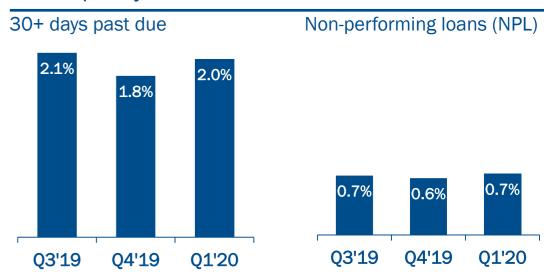
- Operational performance: collections staffing, process efficiency, dashboards and monitoring
- Collections strategies: segmentations, contact strategies, application of hardship tools
- Underwriting policies:
 stricter rules on exposed segments
 (e.g. commercial, big tickets)
- Scoring models: monitoring to ensure predictive power, score cut-off refinement
- Authority and delegation: escalations to expert teams, additional manual underwriting
- Portfolio monitoring: timely adjustments or changes when necessary

2020 Covid-19

Macro impact¹



Asset quality



1 Source: SECO 19 May 2020

Investor presentation Cembra

Outlook

Cembra expects to deliver a resilient business performance in 2020

Outlook 2020

- Cembra currently expects do deliver a resilient business performance in 2020, with revenues being impacted mainly by overall lower volumes in credit cards.
- Detailed guidance for 2020 suspended due to the uncertainties related to Covid-19

Mid-term targets¹

- ROE >15%
- Tier 1 capital ratio target of 17%
- 60 70% dividend-pay-out ratio target (and return excess capital >19% capital²)

1 Assuming a recovery of the Swiss economy in 2021 | 2 Cembra Money Bank aims at distributing 60-70% of net income to shareholders in the form of ordinary dividends. Furthermore, Cembra intends to return excess Tier 1 capital above circa 19% (previously 20%) to shareholders either via extraordinary dividends or share buybacks unless there is a more efficient allocation of capital

New 2020 Investor presentation

Cembra

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Sustainability Improving external recognition

ESG performance

Governance

- Strong and consistent governance structure¹ since the IPO
- Independent and diverse board
- Operating exclusively under Swiss law and regulation
- Sustainability committee chaired by CEO and executive compensation linked to sustainability from 2020 on

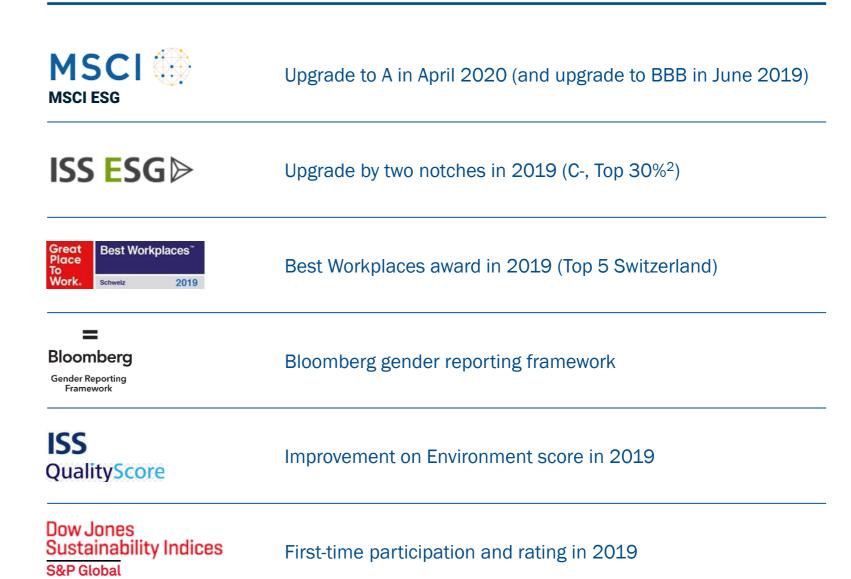
Social

- Products based on one of the strictest consumer finance laws in Europe with the aim of protecting consumers
- Stable credit risk profile with loss ratio of ~1% since IPO
- Ranked among the Top 5 Great Places to Work® in 2019
- Diverse workforce with 36 nationalities

Environment

- Generally limited environmental footprint³
- Energy use of 100% carbon-neutral power (from renewable hydro sources) since 2016 and kWh/FTE reduced by 24% since 2014⁴
- Auto financing: Growing share of electric vehicles

External recognition



1 Cembra's governance rated 1 on a scale from 1 to 10 by ISS Quality Score [®] | 2 Among 277 peers in global financials/commercial banks and capital markets industry | 3 Cembra is operating exclusively in consumer finance in Switzerland | 4 Scope: Cembra headquarters (79% of employees)

cashgate integration

Project fully on track... no surprises

Consolidate branch network At 31 Dec 2019 16 Cembra branches 7 cashgate branches 3 Cembra service centres 3 cashgate service centres Completed by ✓ Combine headquarters in Zürich Dec 2019 ✓ Combine service centres Dec 2019 Pending Integrate branches into Cembra, ongoing leading to 13 branches

Integrate bus	51116556						
	2019		2020				
	Q3 Q4		Q1 Q2		Q3	Q4	
Business integration							
IT integration			-				
	o Cembra Transitio	esing a enal	1.3.20 New e contra	mployn	by De	c 2019 going	
Pending							
Combine sys					20	20	
Combine sys				20	21/22		

Commercial consolidation B₂B Single brand B₂C cashgate.-**Dual brand** Completed by ✓ Combine cashgate 1 Jan 2020 and Cembra auto systems ✓ All brokers originate 1 Jan 2020 through Cembra system ✓ Maintain cashgate as online brand 1 Jan 2020 Pending Improve customer experience ongoing by accelerating digital transformation

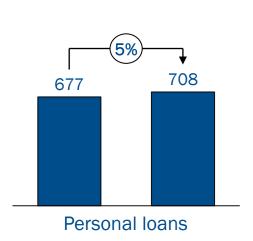
cashgate: financial impact of acquisition

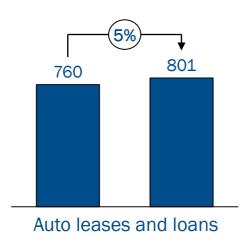
Pleasing financial contribution by cashgate

In CHF m

Growth on track in 2019

cashgate, net financing receivables

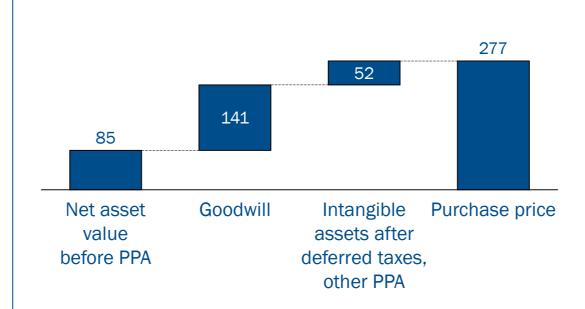




- cashgate net financing receivables CHF 1,509m (+5%) in 2019
- One-off integration and transaction costs of around CHF 25m expected until end 2020, including CHF 8m in 2019
- Normalised net revenues ~CHF 27m for four months

Impact on goodwill and intangibles

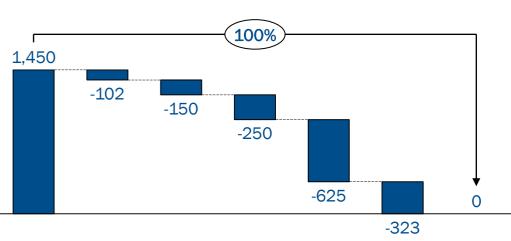
Purchase price allocation at closing date

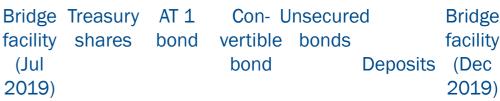


- CHF 85m US GAAP net asset value acquired and CHF 141m goodwill
- Acquired CHF 52m net intangible assets, mainly relating to customer relationships and trademark, and depreciated over ~5 years
- Sale of rental guarantee business in November 2019 reduced intangible assets by CHF 2m

100% of bridge facility paid back







- Repaid 24-month-bridge facility in H2 2019 through diverse instruments:
 - AT1 bond and treasury shares
 - Convertible bond
 - Unsecured bonds
 - Institutional and retail deposits

FY 2019 P&L

In CHF m

	2019	2018	as %
Interest income	359.8	330.0	9
Interest expense	-27.8	-20.8	34
Net interest income 1	332.0	309.2	7
Insurance 2	21.6	20.5	6
Credit cards 3	101.1	92.6	9
Loans and leases 4	14.5	13.4	9
Other 5	10.4	3.2	>100
Commission and fee income	147.7	129.6	14
Net revenues	479.7	438.8	9
Provision for losses 6	-45.1	-50.1	-10
Operating expense	-231.8	-193.0	20
Income before taxes	202.9	195.7	4
Taxes	-43.7	-41.6	5
Net income	159.2	154.1	3
Basic earnings per share (EPS) 7	5.53	5.47	1
Key ratios			
NII/financing receivables ¹	5.8%	6.5%	
Cost/income ¹ 8	48.3%	44.0%	
Effective tax rate	21.5%	21.3%	
Return on average equity (ROE) ¹	15.7%	16.9%	
Return on average assets (ROA) ¹	2.5%	2.9%	

Comments

- Higher interest income driven by cashgate acquisition², as well as asset growth in credit cards, this was partially offset by the repricing of the personal loan book.

 Higher interest expense primarily related to cashgate financing
- 2 Increase solely driven by cashgate acquisition
- 3 Driven by 10% growth in transaction volume, off-setting the international interchange rate reduction as of October 2019
- 4 Growth primarily due to cashgate acquisition, partly offset by lower income from the personal loan book
- Growth mainly related to Swissbilling, and sale of rental guarantee business
- For details see slides on provisions and operating expenses

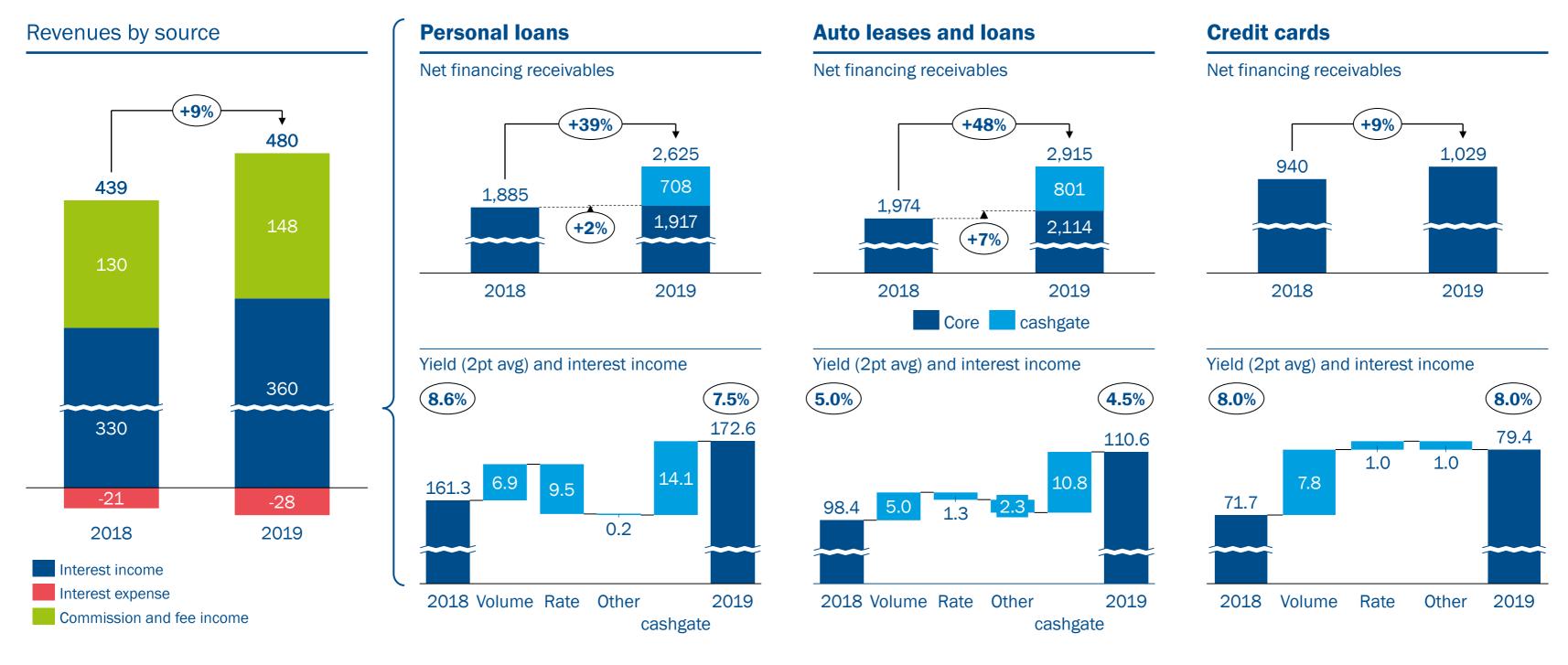
- 7 Including effect of sale of 1.2m own shares (4% of share capital) in July 2019
- 8 Adjusted cost/income ratio excluding cashgate 45.5%

¹ Not adjusted for the effect of the cashgate acquisition

² Following the completion of the casghate acquisition on 2 September 2019, casghate's figures have been included in Cembra's full-year results for the last 4 months of the year.

FY 2019 Net revenues by source





FY 2019 Balance sheet

In CHF m

Assets	31.12.19	31.12.18	as %
Cash and equivalents	543	499	9
Net financing receivables 1	6,586	4,807	37
Personal loans	2,625	1,885	39
Auto leases and loans	2,915	1,974	48
Credit cards	1,029	940	9
Other (Swissbilling)	17	8	>100
Other assets 2	357	134	>100
Total assets	7,485	5,440	38

Liabilities

May 2020

	38
933	17
4,507	42
182	43
1,498	76
2,827	24
4,325	42
	4,325

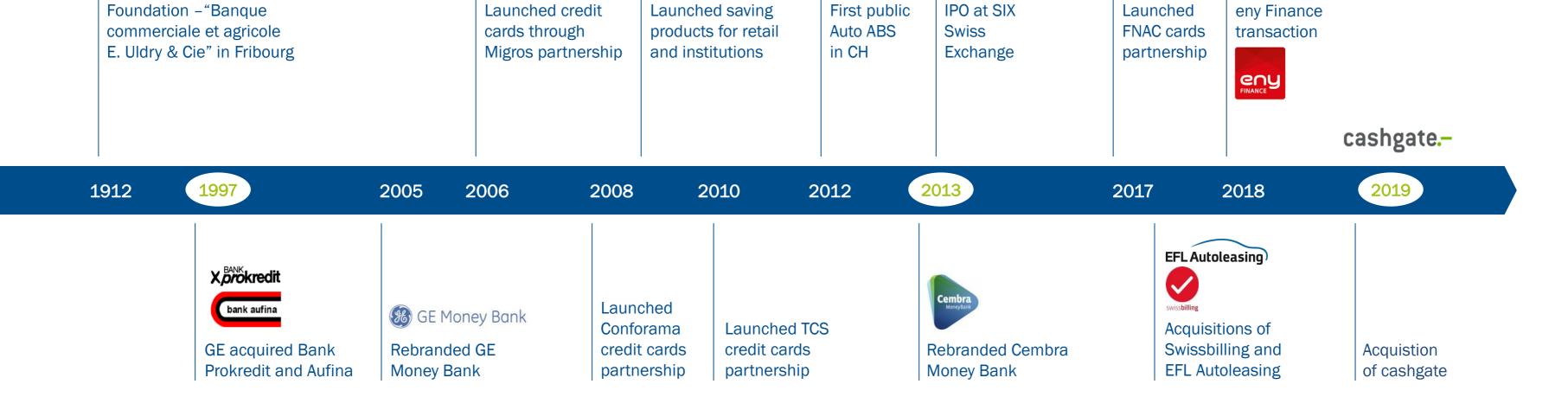
Comments

- Higher financing receivables driven by cashgate acquisition, as well as organic growth in personal loans (+2%), auto leases and loans (+7%) and cards (+9%). Strong H2 cards originations offset by the timing effect of repayments in December.
- 2 Other assets increased due to cashgate acquisition, driven by goodwill and intangible assets

- Increase in funding to support acquisition of assets and asset growth
- Higher equity driven by the sale of treasury shares in July 2019, as well as by current year net income, partially offset by CHF 106m dividend paid in April 2019

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History



Key figures over 10 years

US GAAP	2010	2011	2012	IPO 2013	2014	2015	2016	2017	2018	2019
Net revenues (CHF m)	349	338	356	355	379	389	394	396	439	480
Net income (CHF m)	129	131	133	133	140	145	144	145	154	159
Cost/income ratio (%)	47.0 ¹	46.3	46.2	50.5	42.5	41.5	42.5	42.4	44.0	48.34
Net fin receivables (bn)	4.1	4.0	4.0	4.0	4.1	4.1	4.1	4.6	4.8	6.6
Equity (CHF m)	831	952	1,081	799	842	799	848	885	933	1,091
Return on equity (%)	13.2	14.7	13.1	14.1	17.0	17.7	17.4	16.7	16.9	15.7
Tier 1 capital (%)	18.9	19.3	26.6	19.7	20.6	19.8	20.0	19.2	19.2	16.3
Employees (FTE)	708	700	710	700	702	715	705	735	783	963
Credit rating (S&P)				A-	A-	A-	A-	A-	A-	A-
Earnings per share (CHF)				4.43	4.67	5.04	5.10	5.13	5.47	5.53
Dividend per share (CHF)				2.85	3.10	3.35	4.45 ²	3.55	3.75	3.75
Share price (CHF, end of period)				58.55	55.00	64.40	74.20	90.85	77.85	106.00
Market cap (CHF bn) ³				1.8	1.7	1.9	2.2	2.7	2.3	3.1

1 Swiss GAAP: 42.6% | 2 Including extraordinary dividend CHF 1.00 | 3 Based on total shares | 4 Adjusted for cashgate acquisition 45.5%

The Cembra share

Shareholder structure: 98% free float

Based on nominal share capital of CHF 30m, as %



Main investors and indices

Holdings >5% of share capital

UBS Fund Management (Switzerland)

BlackRock Inc.

Holdings >3% of share capital

Pictet Asset Management (Switzerland)

Credit Suisse Funds AG

Selected indices:

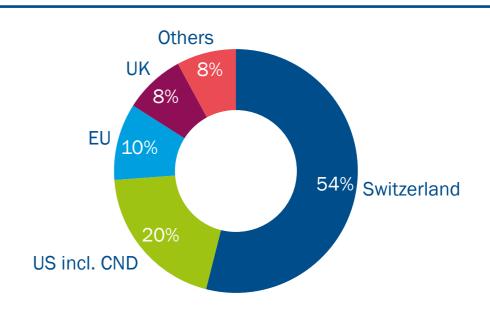
SPI®, SPI Select Dividend 20

Stoxx® Euro 600

1 Estimates

2 Based on net income as per US GAAP and weighted-average numbers of common shares outstanding
30 May 2020 Investor presentation

Institutional owners by domicile¹



Share data	2019	2018
Number of shares	30,000,000	30,000,000
Treasury shares	621,644	1,813,249
Treasury shares as %	2.1%	6.1%
Shares outstanding	29,378,356	28,186,751
Weighted average number of shares outstanding	28,780,504	28,187,984

Note: On 2 July 2019, Cembra placed treasury shares corresponding to 4.0% of its share capital, thereby reducing treasury shares to 2.1%

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This presentation by Cembra Money Bank AG ("the Group") includes forward-looking statements that reflect the Group's intentions, beliefs or current expectations and projections about the Group's future results of operations, financial condition, liquidity, performance, prospects, strategies, opportunities and the industries in which it operates. Forward-looking statements involve matters that are not historical facts. The Group has tried to identify those forward-looking statements by using the words "may", "will", "would", "should", "expect", "intend", "estimate", "anticipate", "project", "believe", "seek", "plan", "predict", "continue" and similar expressions. Such statements are made on the basis of assumptions and expectations which, although the Group believes them to be reasonable at this time, may prove to be erroneous.

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Calendar and further information

Investor presentation

Visit us at www.cembra.ch/investors

Corporate events

23 July 2020 H1 2020 results 19 February 2021 FY 2020 results

22 April 2021 Annual General Meeting

Investor conferences / virtual roadshows

9-10 June 2020 MainFirst virtual Swiss Equity conference

17 September 2020 UBS virtual Best of Switzerland conference Zurich

21 September 2020 Baader Investment conference Munich

23 September 2020 BofA virtual Financials CEO conference London

4 November 2020 ZKB Swiss Equities conference Zurich

19 November 2020 Credit Suisse Swiss Equities conference Zurich

10 December 2020 Berenberg Swiss Seminar Zurich

For virtual roadshows and investor calls please email investor.relations@cembra.ch

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