



Press release

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As projected, VZ Group posts similar profit as for the previous year

Zurich, 6 March 2017 – Relative to the previous year, VZ Group’s revenues grew 4.2% to CHF 235.9 million. At CHF 84.1 million, net profit is in line with the figure recorded in 2015. CEO Matthias Reinhart expects slightly higher revenue growth for the current year.

Revenues and profit in line with expectations

Relative to the previous year, our revenues grew 4.2 %, specifically from CHF 226.4 million to CHF 235.9 million. Growth accelerated in the 2nd half, reaching +7.1 %. The CHF 9.5 million higher revenues in the year under report were offset by additional operating costs amounting to CHF 8.8 million. This reflects, on the one hand, the growing number of clients and services, while on the other hand VZ continues to invest in future growth opportunities on an ongoing basis. The result corresponds to the group’s mid-2016 outlook. At CHF 84.1 million, net profit was in line with the figure recorded in the previous year.

Above-average equity capital

The balance sheet total has exceeded CHF 2.4 billion, while equity capital increased from CHF 377 million to CHF 420 million year-on-year. The sound equity capital provides an excellent basis for financing future growth. In view of the unchanged profit, the Board of Directors proposes a consistent dividend of CHF 4.20 per share to the Shareholders’ Meeting. This proposal is in line with VZ Group’s long-term policy of distributing around 40 % of profits to shareholders.

Well positioned for the future

VZ Group was able to win a large number of clients during the year under report. Trust in its services is reflected in the assets under management, which rose from CHF 16.5 billion to reach CHF 18.4 billion. Demand for the occupational benefit solutions for SMEs was particularly strong. The insurance pool, which offers inexpensive property and liability insurance policies for private households, has successfully completed its first full financial year. These additional services complete the group’s offer. The fact that VZ can provide all financial services from a single source is expected to be a key competitive advantage going forward.

Most important initiatives

In the current year, VZ Depository Bank Germany will be launched, and MeinFinanzportal keeps evolving with the goal of providing clients with additional services online. At the same time, VZ keeps strengthening its physical coverage in Switzerland with new branch offices.

Outlook

«The economy has continued to consolidate in recent months, and the outlook is essentially intact. However, there is considerable potential for surprises», says Matthias Reinhart, Chairman of VZ Group's Executive Board. «Negative interest rates reinforce margin pressure in the financial sector, which will also be reflected in our results. All things considered, we expect our revenues to grow slightly stronger in 2017.»

Annual report

The detailed annual report as well as an investor presentation can be downloaded from the investor relations section on VZ Group's website: www.vzch.com.

Conference call

Media representatives and analysts are invited to discuss VZ Group's results in one of today's teleconferences hosted by Matthias Reinhart (Chairman of the Executive Board) and Philipp Marti (Chief Financial Officer). For details please get in touch with Mr Pavone or Ms Märk:

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VZ Group

VZ Group is an independent Swiss financial service company listed on the SIX Swiss Exchange. Pension and estate planning as well as asset management for individuals and insurance and pension fund management for companies are VZ Group's core services. VZ Holding is headquartered in Zurich, and VZ has 30 branch offices throughout Switzerland and Germany. At the end of 2016, the group counted 900 employees.

Forward-looking statements

This press release contains forward-looking statements that involve known and unknown risks, uncertainties or other factors that may cause the actual results to be materially different from any future results, performance, or achievements expressed or implied by such statements. Against the background of these uncertainties, readers should not rely on such forward-looking statements. The

company assumes no responsibility to up-date forward-looking statements or to adapt them to future events or developments.

Key figures

Income statements (CHF '000)

	2016	2015
Operating revenues	235'865	226'382
Operating expenses	128'660	119'843
Operating profit (EBITDA)	107'205	106'539
Net profit ¹	84'124	84'322

1 Including minority interests.

Balance sheets (CHF '000)

	31.12.2016	31.12.2015
Total assets	2'434'598	2'007'704
Equity ¹	420'056	377'172
Net cash ²	389'595	344'118

1 Including minority interests.

2 Cash & cash equivalents, short-term investments, marketable securities, financial assets less current liabilities due to customers, long-term debts and due to banks.

Equity key figures

	31.12.2016	31.12.2015
Leverage ratio ¹	17.3%	18.8%
Common equity tier 1 capital ratio (CET 1)	27.9%	28.7%
Total eligible capital ratio (T1 & T2)	27.9%	28.7%

1 Equity compared to the consolidated balance sheet total.

Funds under management (CHF million)

	31.12.2016	31.12.2015
Assets under Management	18'415	16'495

Employees

	31.12.2016	31.12.2015
Number of employees	892	812
Full-time equivalents (FTE)	771.5	702.9