



Credit Suisse Small & Mid Cap Financials Conference

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Practitioners of the craft of private banking

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Achievements &
outlook

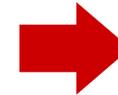
Founded in 1995.

Our founding belief: the private banking industry was not delivering on its potential.

We established the business with the aim of providing wealthy clients with a level of service they were entitled to expect.

We have come a long way.

Thanks to a number of distinctive strengths..



A distinctive philosophy, and practical conditions to realise it.

- A clear focus on private banking and asset management.
- Investment solutions an integral part of private banking.
- Open architecture + select internal solutions in competitive juxtaposition.
- Leadership experience and continuity.
- Truly client-centric: part of our fundamental core.
- Central to this: a distinctive, flexible business model.
- Appealing to some of the finest, entrepreneurial private bankers.
- The controlled freedom to serve clients as best they can.

CROs are drawn to us thanks to a number of factors

Our approach

- Our focus
- Fact that leadership knows the industry
- Drawn by our track record of success
- Fact that we recognise importance of human relationships
- Consistency and persistence – haven't chopped and changed.

The controlled freedom to:

- Seek business without geographical boundaries.
- Select freely from a range of booking centres.
- Where appropriate, refer business to CROs in other locations
- Make a commercial decision to take on people.
- Not compelled to sell, or subject to sales targets.

Remuneration

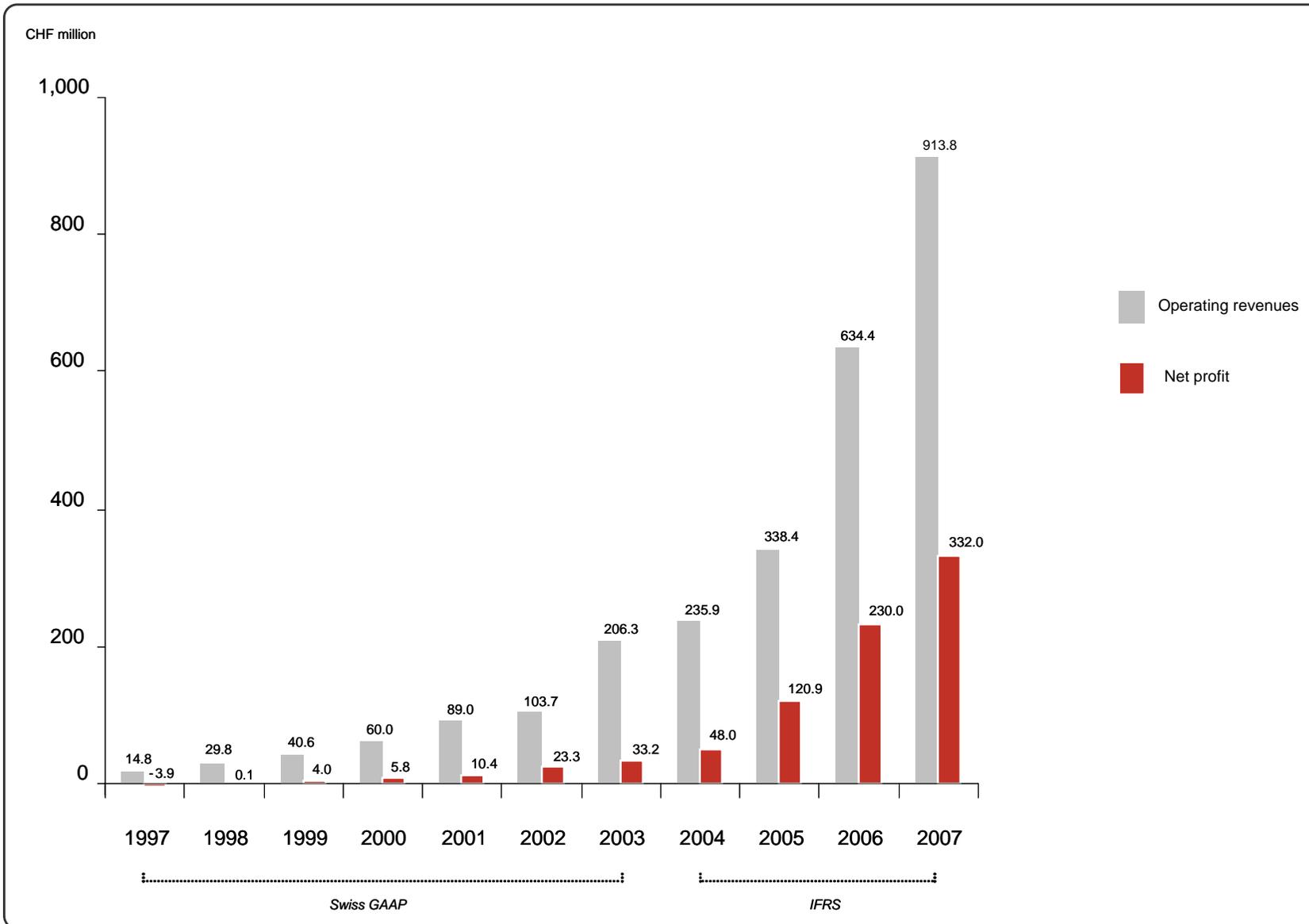
- Salary, plus uncapped bonus reflecting profit contribution.
- Clear, consistent and transparent.
- Have a business to run.

Some observers fixate on **remuneration** aspects alone.
Our model is much more!

The results speak for themselves

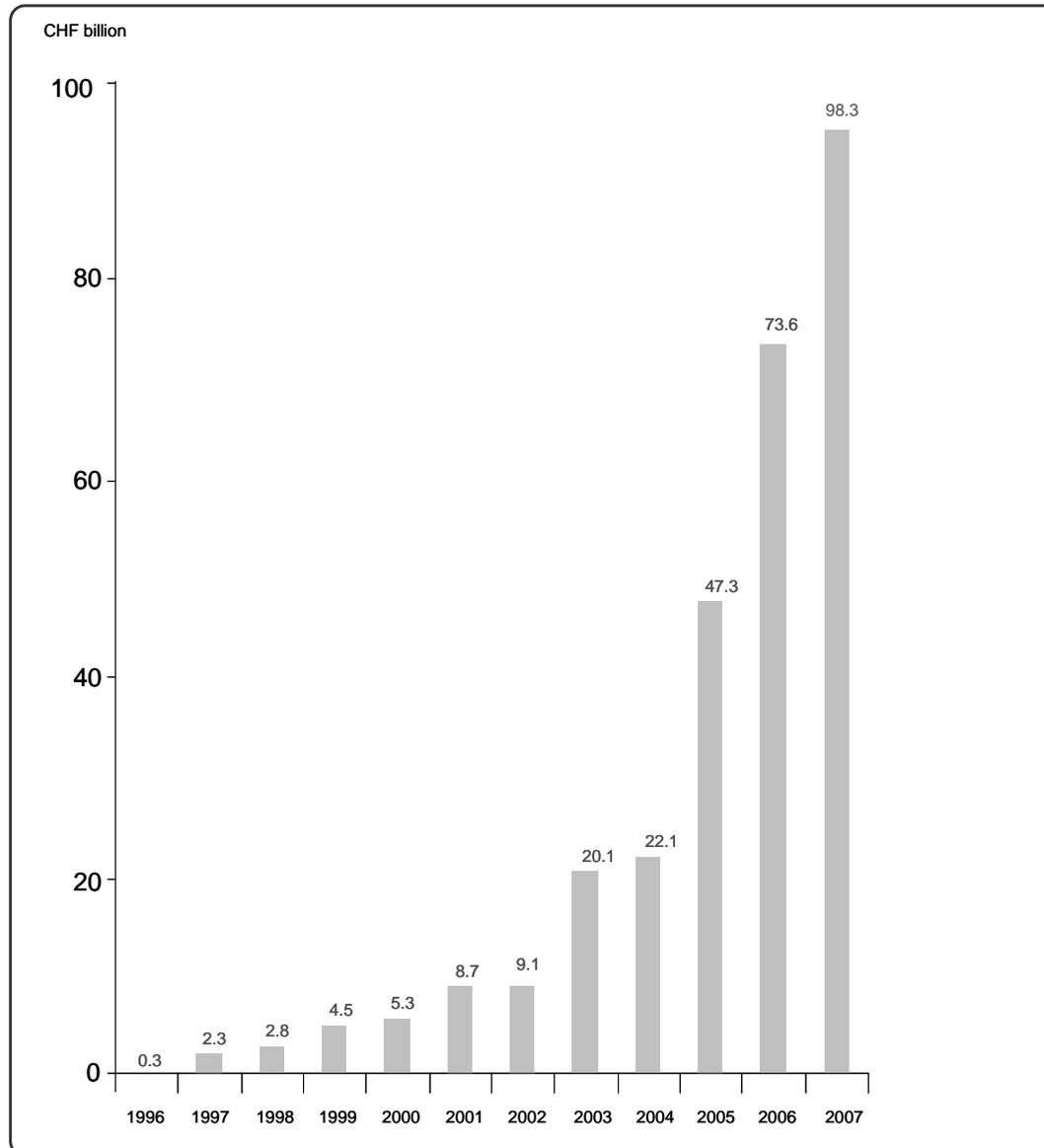
Unbroken growth in P&L development

Operating revenues and net profit



A similar story in relation to AUM

Clients' Assets under Management*



* Including announced acquisitions

All impossible to achieve without significant client appeal and satisfaction.

And achieved in good times and bad.

Continued to grow during last bear market.

Growth has been maintained in the period post-IPO

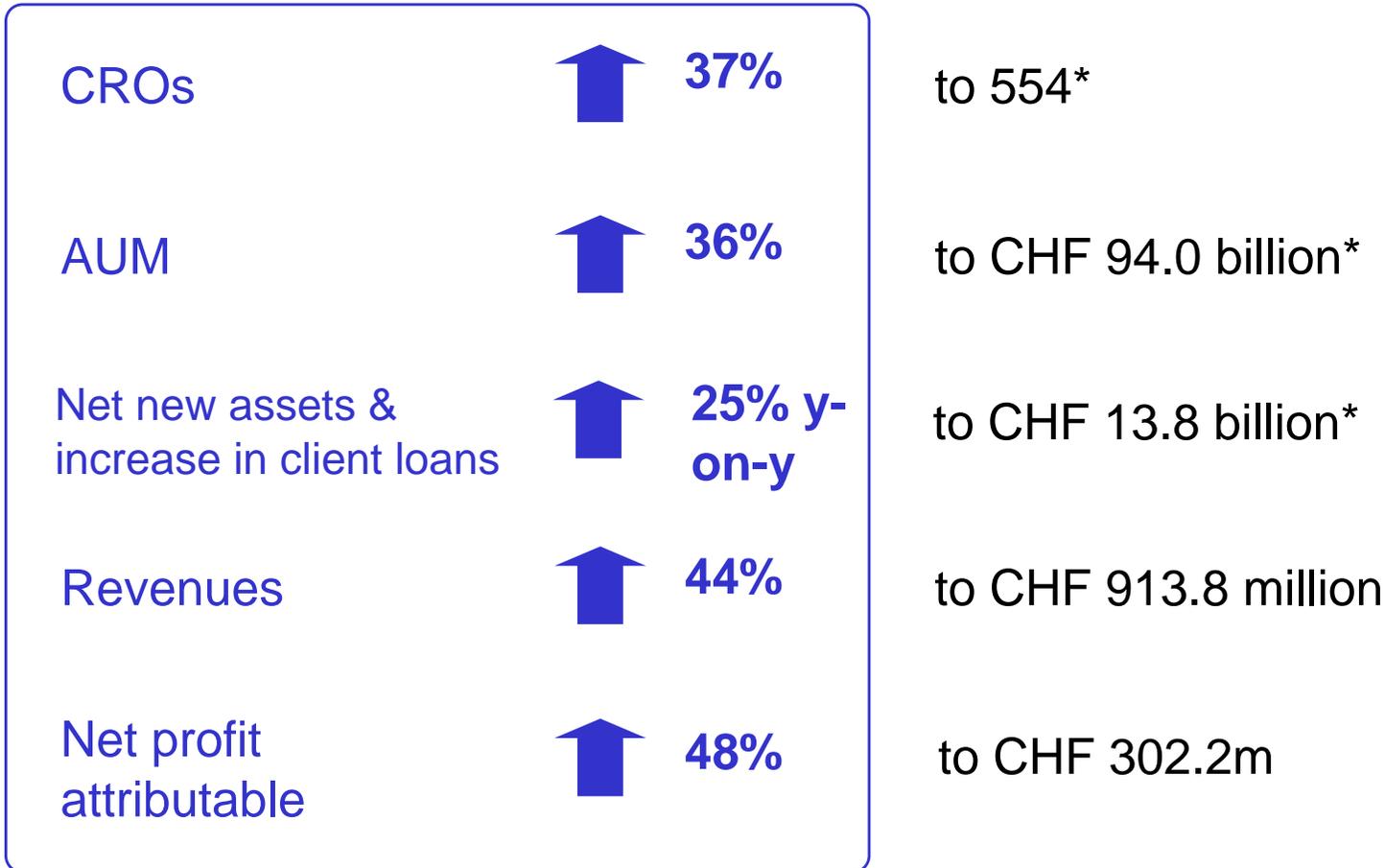
In some areas, has accelerated.

Comparison of CAGR

	2000-2004	2005-2007
CROs	34%	43%
AUMs	43%	46%
Revenues	42%	64%
Net profit	65%	66%

With another record year in 2007

A strong performance across all key metrics



Challenging markets inevitably impacted H2 growth.

**CRO and AUM data incl. announced acquisitions; AUM data excludes shares of EFGI which do not form part of the current free float at the SWX Swiss Exchange*

Building upon the performance and accomplishments of 2007:

- Entering new onshore markets.
- Reinforcing established presence.
- Extending solution capabilities.

The business is well placed to continue to grow.

And we remain extremely optimistic about future prospects.

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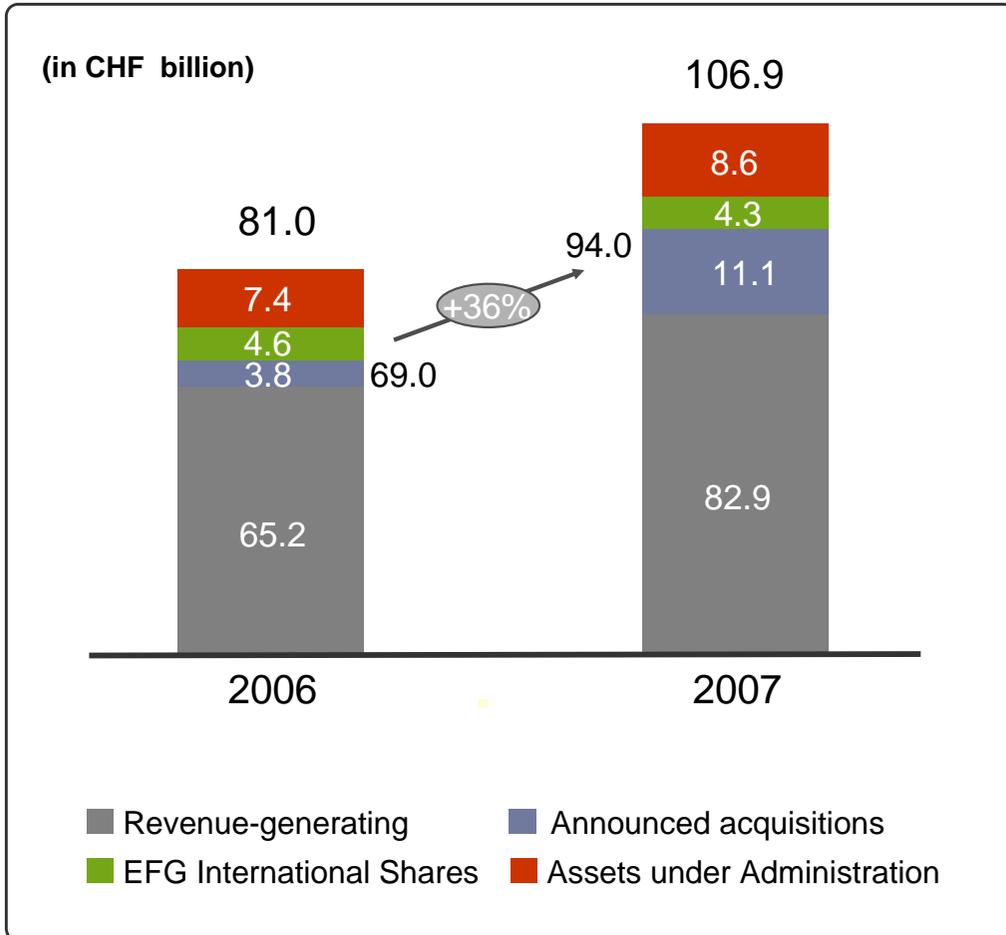
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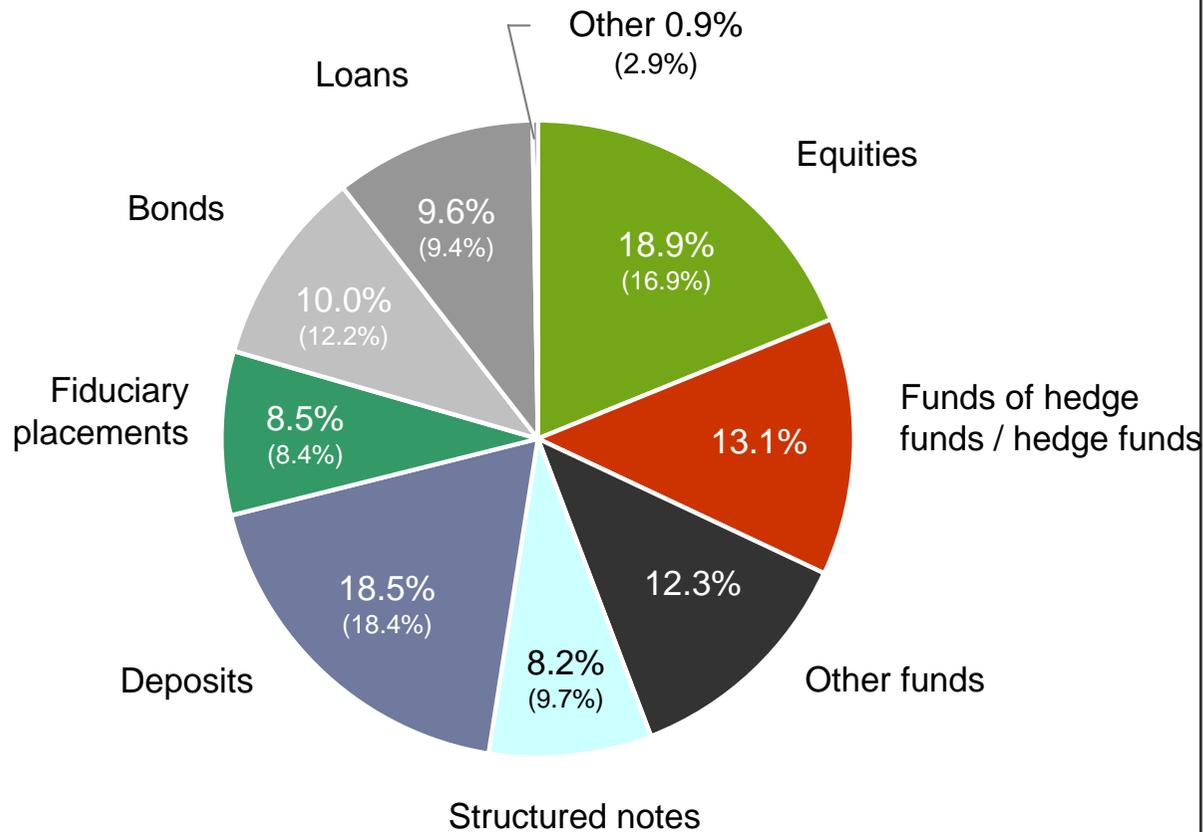
AUMs including announced acquisitions hitting 2007 strategic goal



- Strong AUM growth in established regions such as Asia, Americas and the UK.
- Strong AUM growth also in start-up locations like Luxembourg and the Bahamas.
- Total clients' AUM including announced acquisitions stood at CHF 94.0 billion.
- Clients' Assets under Administration increased to CHF 8.6 billion, up 17% y-o-y.

Breakdown of clients' Assets under Management

(AUM breakdown based on CHF 82.9 bn AUM)



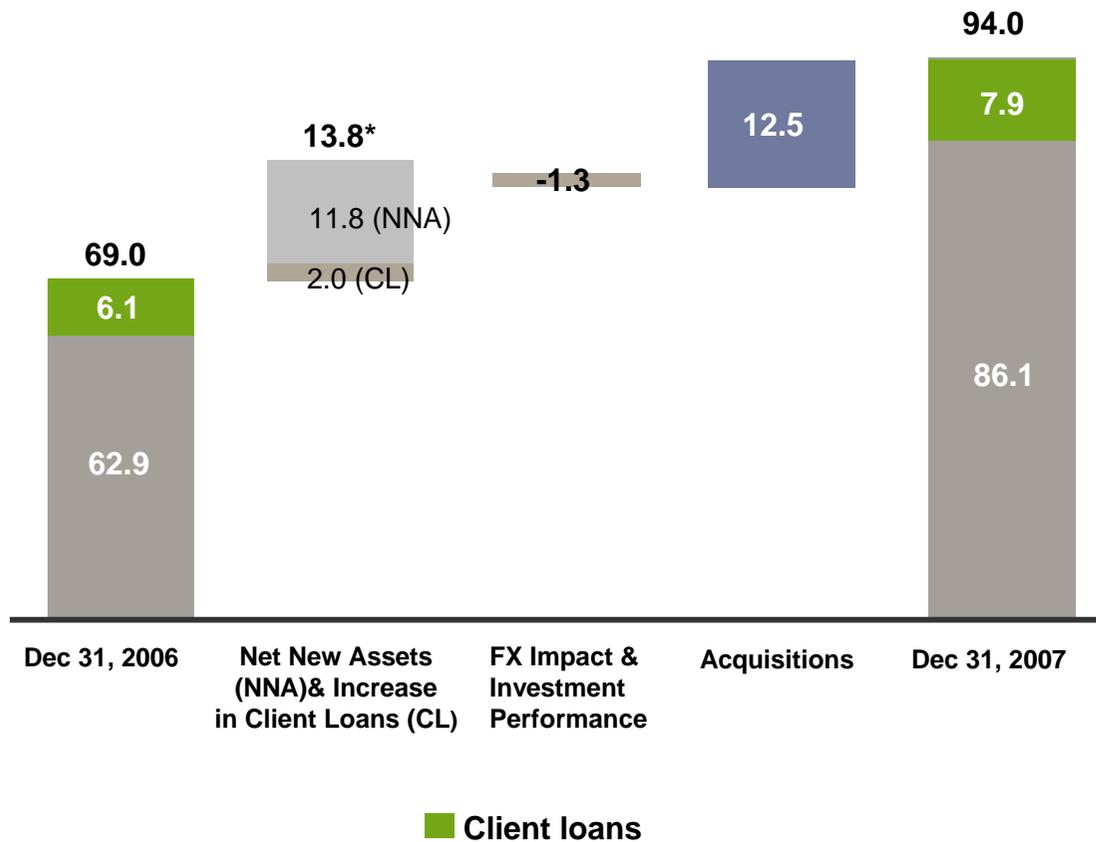
- Direct exposure to equities continues to be low.
- EFG funds still less than half of externally provided funds
- Focus on non-equity correlated investments
- Hedge funds mainly funds of hedge funds (excl. MBAM funds)

As of end of Dec 2007, previous year's data in brackets

Note: Total hedge funds / funds of hedge funds and other funds was 22.0% in 2006 vs. 25.4% in 2007

Continued strong net new assets

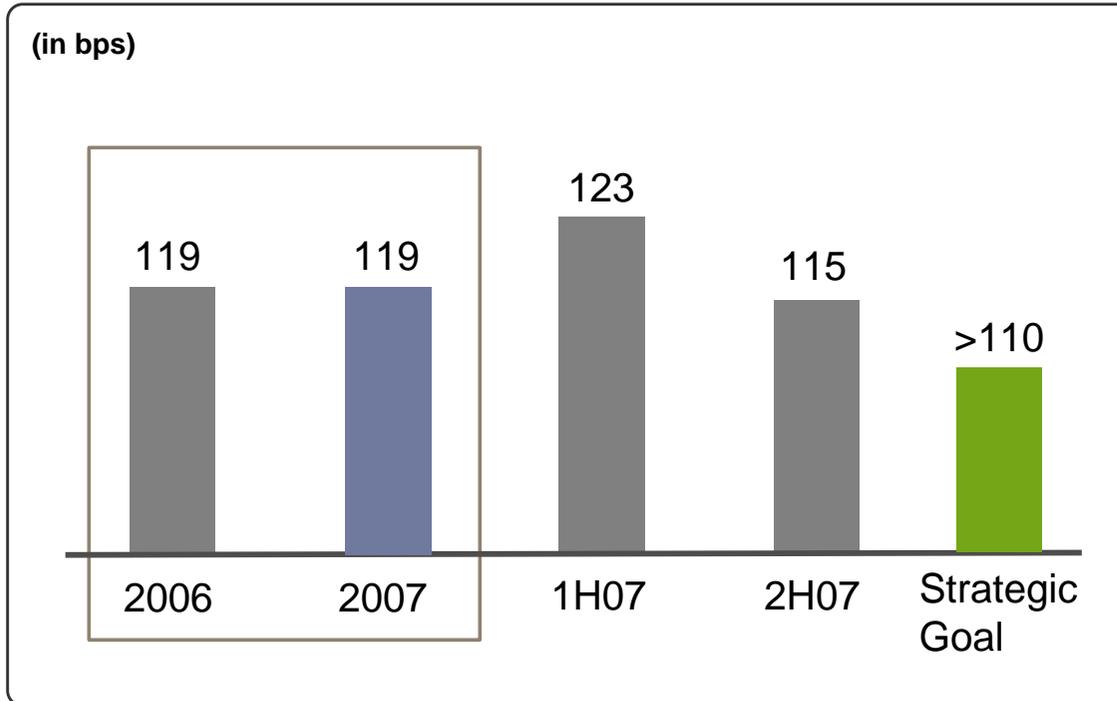
(in CHF billion, incl. announced acquisitions)



- 20.0% increase in net new assets & client loans.
- 18.8% increase in net new assets (excl. client loans).
- Investment performance of CHF 1.7 billion.
- Negative FX impact of CHF 3.0 billion, mainly driven by a 8% decline of US\$ vs CHF during the reporting period.
- Announced acquisitions add a further CHF 10.6 billion in AUM.

Note: Estimates based on Management Information System

* Includes CHF 0.5 bn net new asset growth from MBAM post announcement date of the transaction

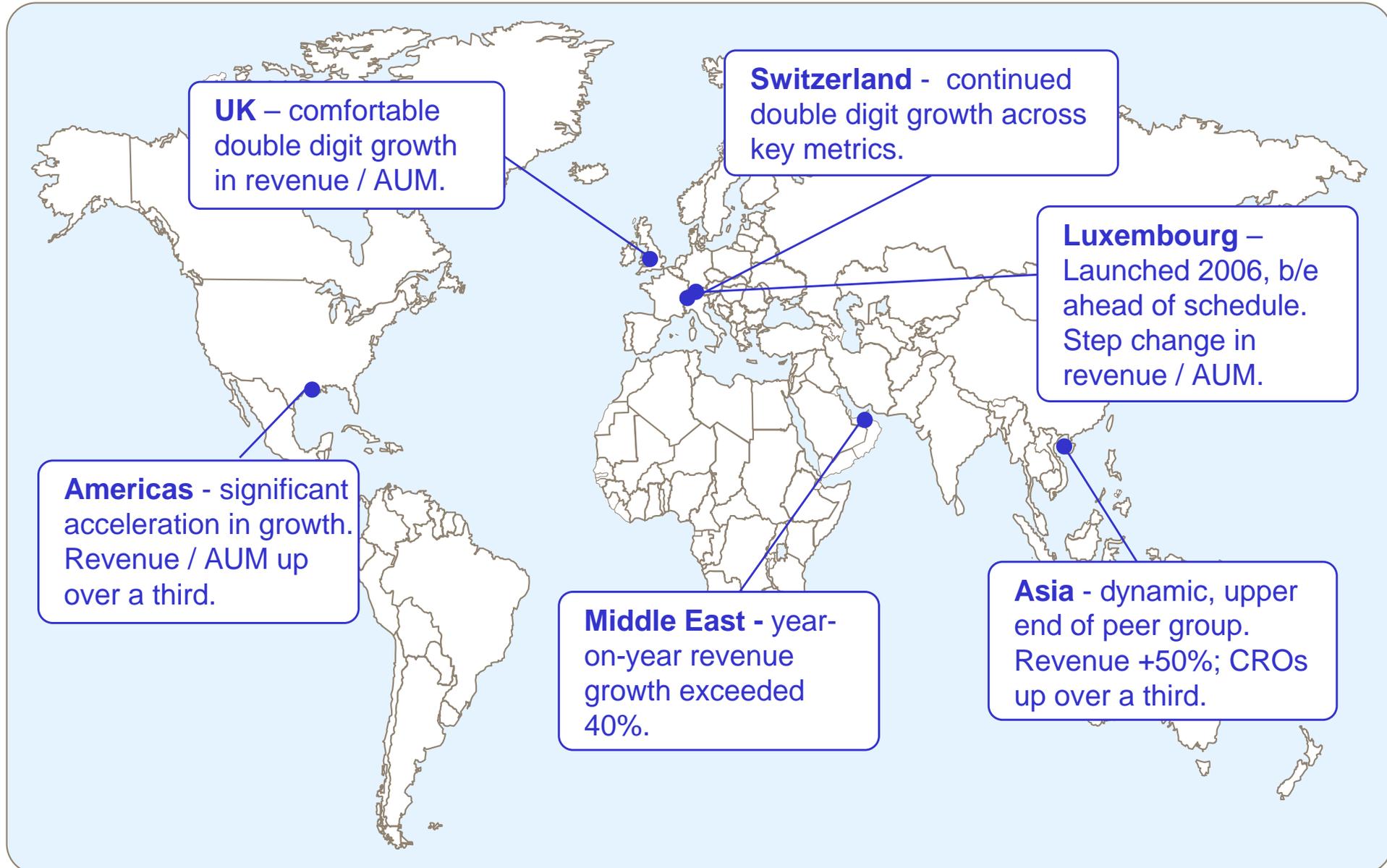


- Despite decline in 2H07 – the full year revenue margin came in at the level indicated at the time of 1H07 results.
- Margin remained very strong in 2H07 due to stable asset breakdown and EFGI's CRO model.
- Development of RoAUM during 2H07 was negatively impacted by overall market environment.

RoAUM = Return on Assets under Management: Operating Income divided by weighted Average Assets under Management

Benefits of a broad geographical spread

All regions performed strongly. In most, strong double digit growth



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Six acquisitions, adding in total CHF 12.5 bn in AUM and 43 CROs

Entering new onshore private banking markets

- Bull Wealth Management, Canada
- A&G Group, Spain
- Stratcap Securities, India

Reinforcing and extending presence in established markets

- On Finance, Switzerland
- Ashby London, UK

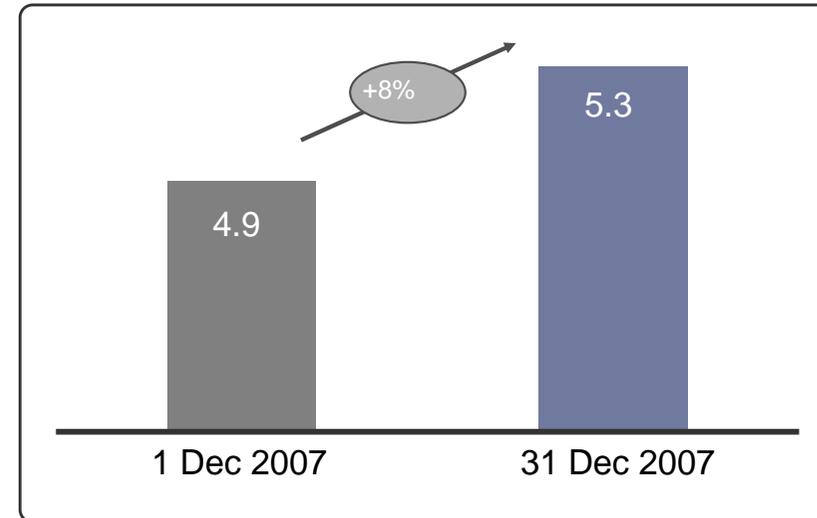
Extending capabilities in alternative investment

- Marble Bar Asset Management

Marble Bar Asset Management

- Acquired 90%; completed January 2008.
- Leading UK-based alternative asset manager.
- Specialises in long/short equity strategies. Serves institutional clients / UHNWIs.
- Rationale: range of benefits to EFGI. Ability to provide value-adding solutions in sophisticated product areas – particularly UHNWIs.
- 70 employees; clients' AUM* of circa \$4.4 billion (CHF 4.9 billion) and a team of 70 employees.
- In period following announcement of acquisition by EFGI, clients of MBAM took the news positively, with strong net new money inflows.

Increase in clients' AUM (CHF billion)



Financial contribution

Based on AUM of US\$ 5 billion, assumed performance of 10% net of fees, and before minority interests:

- Cash contribution from management fees: CHF 80 m.
- Cash contribution from performance fees: CHF 80 m.
- Total cash contribution: CHF 160 m.
- Net cash contribution after amortisation of non cash intangibles: CHF 120-130 m.

*At time of announcement in December 2007.

Building on our record as a proven acquirer

Continue to seek attractive opportunities, in terms of:

- Entering new onshore private banking markets.
- Reinforcing and extending presence in established markets.
- Extending capabilities in alternative investment.

Our attractiveness as an acquirer should continue to grow
Based on continued success and higher profile.

Outlook

- Will continue to apply customary criteria.
- Exploring opportunities in a number of markets.
- Outlook more positive: competition less intense, pricing more realistic.

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**Achievements &
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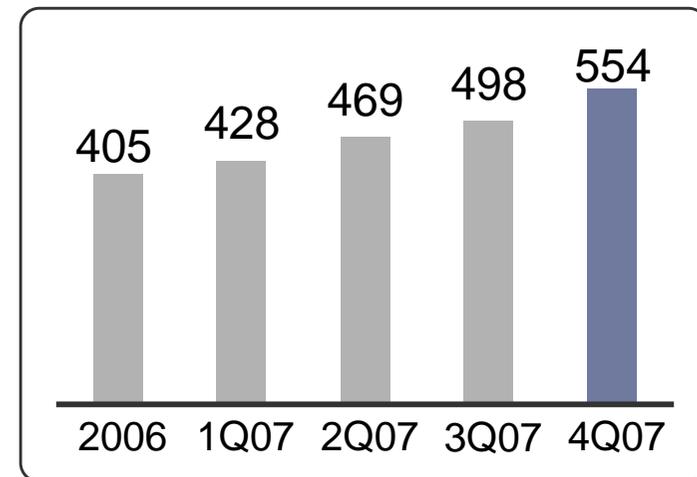
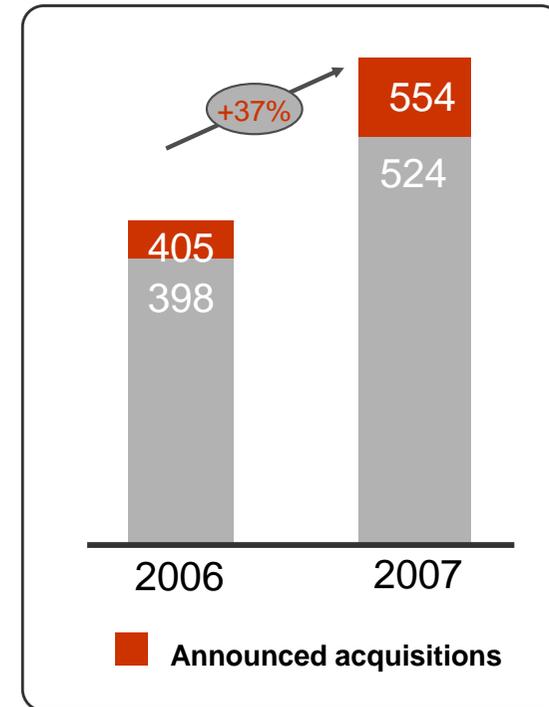
Progress

As in 2006, another strong year in recruitment.
Despite intense competition for talent.

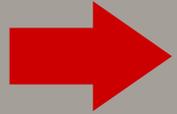
Outlook

Reasons to be optimistic.

- A strong end to the year, and carried through to 2008.
- All the time increasing our profile.
- In particular, gaining traction in important growth markets such as Asia.
- Prospect of less intense competition, given market conditions.



Including announced acquisitions, as per period end



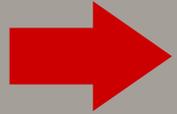
Broadening & deepening client relationships

CROs continue to make headway in deepening relationships.

- Continuity a big plus.
- Reflected in productivity.

Increasing traction among UHNWIs

- Business growing in profile.
- Capturing a significant share of business arising from transformational events.
- Demand to add value in fast-moving / sophisticated product areas – alternative investments.
- Also acquired businesses with strong UHNWI niches. Include PRS, Bull Wealth Management, A&G Group.



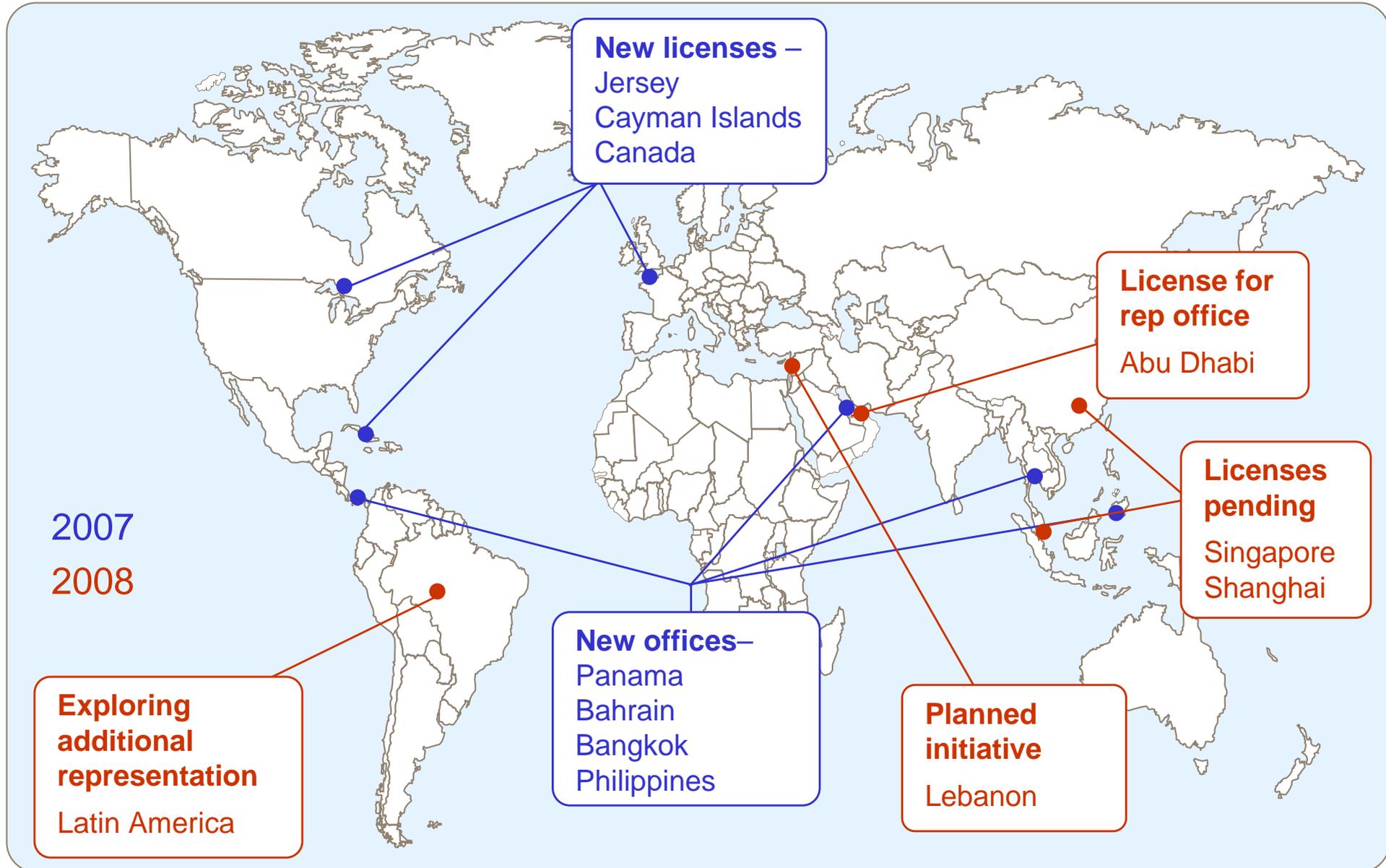
Building our product and service capabilities

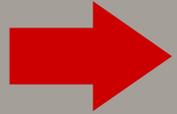
Equipped to strike the right balance

- Aware of potential pitfalls - focus / relationship vs. product.
- But a differentiated & carefully thought through perspective.
- Inter-connected areas.
- Challenge: doing justice to integrated wealth management.
- Feel strongly we have number of compelling advantages.
- Proven in relation to private banking – now building on this in select, related areas of wealth management.

Also continuing to open new offices

Extending our international reach; client proximity





Proven ability to flex our business to meet requirements of growth

Again, our record speaks for itself:

- Always adopted a prudent approach to the management of risk.
- From start-up to leading private bank, with no major accidents.
- Practically no bad debts. Losses across credit, operations and fraud minimal: circa 1%.

Have progressively increased resources in risk and control functions in line with business growth.

Since IPO, have more than doubled headcount in compliance, audit, operations and risk.

Aim by 2010 to reach:

- **1,000** CROs.
- Still generating on average **CHF 30-40m** in AUM per annum, with revenue margin of **110-120bps**.
- Ongoing appetite to make acquisitions.
- Objective: attributable net profit of **CHF 800 – 900m**.



Practitioners of the craft of private banking

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Appendix

	2006	2007	Change
Net interest income	172.1	244.4	42.0%
Net banking fee and commission income	406.3	589.8	45.2%
Net other income	56.0	79.6	42.0%
Operating income	634.4	913.8	44.0%
Operating expenses	(374.2)	(542.0)	44.8%
Impairment losses on loans and advances	-	(1.0)	
Profit before tax	260.2	370.8	42.5%
Income tax expense	(30.3)	(40.6)	34.4%
Consolidated net profit	230.0	330.2	43.6%
Minorities	0.0	1.8	
Net profit for the period	230.0	332.0	44.4%
Preference dividend on fiduciary shares	(26.0)	(29.8)	14.6%
Net profit attributable to ordinary shareholders	204.0	302.2	48.1%

Consolidated balance sheet

	Dec 2006	Dec 2007	Change
Cash and balances with central banks	44	74	69%
Treasury bills and other eligible bills	827	795	-4%
Due from other banks	5'343	3'501	-34%
Loans and advances to customers	6'146	7'920	29%
Derivative financial instruments	118	223	91%
Financial assets designated at fair value	9	38	331%
Investment securities	2'311	4'104	78%
Intangible assets	909	1'191	31%
Property, plant and equipment	35	45	29%
Deferred income tax assets	7	11	53%
Other assets	140	135	-2%
Total assets	15'888	18,037	14%
Due to other banks	675	807	20%
Due to customers	11'994	13'580	13%
Derivative financial instruments	111	236	112%
Debt securities in issue	153	158	3%
Other liabilities	616	742	20%
Current income tax liabilities	18	40	122%
Deferred income tax liabilities	17	36	112%
Total liabilities	13'584	15,598	15%
Share capital	79	78	-2%
Share premium	1'338	1'263	-6%
Other reserves and retained earnings	889	1,095	23%
Minority interest	-	2	
Total shareholders' equity	2'304	2'439	6%
Total equity and liabilities	15'888	18,037	14%

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Calendar

- 29 April 2008
Annual General Meeting
- 29 July 2008
1H 2008 Results