

Consolidated revenue up 10.0% to €800.0m
Operating profit up 52.3% to €56.6m
Consolidated net profit of €47.5m (+47.5%)
Net profit - Group share up 50.1% to €32.0m

€m	2015	2014	Change
Consolidated revenue	800.0	727.0	+10.0%
Operating profit	56.6	37.2	+52.3%
Financial result	-7.1	-4.5	-56.3%
Profit of equity accounted companies	12.3	12.1	+1.0%
Profit before tax	61.8	44.8	+37.9%
Consolidated net profit	47.5	32.2	+47.5%
Net profit - Group share	32.0	21.3	+50.1%
Minority interests	15.5	10.9	+42.4%

Business overview

In VIEL & Cie's **interdealer broking (IDB) business**, the Tradition Group faced a stabilising market environment in 2015. Activity levels were overall indeed more stable despite a noticeable decrease in the fourth quarter mostly resulting from a base effect in comparison with the equivalent period last year. There are still differences among the geographic regions while some markets, particularly in Europe, remained under pressure. Moreover, the prolonged low interest rates and a continued evolving market structure as a result of regulatory developments affected certain asset classes.

During the year, the Group remained focused on cost management, this being now embedded in the day-to-day operations. Measures were implemented to reduce fixed costs and increase flexibility, while minimising reorganisation costs.

At the same time, the Group maintained its investments in technology, essential to respond to the new regulatory landscape, in particular as part of Tradition SEF activities, and especially through Trad-X, Tradition's market leading hybrid trading platform for interest rate swaps.

The Group's **online trading business** continued to grow in 2015. Trading volumes were again up on the year, by 14.0%, with almost 5 million trades executed and over 106,000 retail investor accounts. The company, leader in its sector, nevertheless saw a decline in profitability against a backdrop of ultra-low interest rates. For the second year running the company gained industry recognition for the quality of its customer service.

The **private banking business** (SwissLife Banque Privée) reported strong growth and improved results in 2015.

Revenue and results

Consolidated revenue from VIEL & Cie's operating subsidiaries was €800.0m, compared with €727.0m in 2014, an increase of 10.0%. In constant currencies, revenue was down 1.7%.

The segment analysis of consolidated earnings is as follows:

€m	2015	2014
Interdealer broking	762.9	689.5
Online trading	37.1	37.5
Consolidated revenue	800.0	727.0

Operating expenses of €747.8m in 2015 were up 7.9% on the year (down 3.6% in constant currencies), and consisted mainly of staff costs.

Consolidated operating profit was €56.6m in 2015, a rise of 52.3% compared with €37.2m in 2014. The improved profitability was mainly due to a reduction in operating expenses as a result of the Group's cost reduction policy.

The net financial result was negative at -€7.1m in 2015 (2014: -€4.5m), mainly due to interest charges.

The consolidated tax expense recognised in 2015 was €14.4m against €12.6m in 2014. The effective tax rate improved significantly compared with the previous year.

Consolidated net profit rose sharply by 47.5% to €47.5m from €32.2m in 2014. Minority interests stood at €15.5m up from €10.9m a year ago

Net profit Group share was €32.0m in 2015, a rise of 50.1% from €21.3m in 2014.

Balance sheet

Consolidated equity stood at €452.4m against €401.3m in 2014, €345.5m of which was Group share after deduction of the gross value of directly held treasury shares totalling €27.3m.

The Board of Directors of VIEL & Cie met on 16 March 2016 to examine and close the accounts for the 2015 financial year. These annual and consolidated accounts are presently being audited by the Company's statutory auditors, and the full financial statements will be included in the Company's financial report.

Dividend

At the Annual General Meeting to be held on 14 June 2016, the Board will be seeking shareholder approval to pay a cash dividend of 15 euro cents per share representing a payout ratio of 4.5%¹.

Outlook

Compagnie Financière Tradition substantially improved profitability in 2015 in a stabilising market environment. In 2016, in a consolidating industry, the Group is positioning itself as one of the three global leaders of the IDB sector. With a sound balance sheet, the Group will focus on external and organic growth opportunities resulting, on the one hand, from the evolving regulatory environment putting pressure on smaller players and on the other, the industry consolidation. Moreover, the Group will also continue its focus on cost management including the optimisation of its investments in technology.

Bourse Direct will continue to focus on developing its business and intensify the recruitment of new customers as part of a more extensive development policy in 2016.

¹Based on the share price on 16 March 2016

VIEL & Cie comprises three core businesses in the financial sector: Compagnie Financière Tradition, an interdealer broker with a presence in 28 countries, Bourse Direct, leader in the internet trading sector in France, and a 40% equity accounted stake in SwissLife Banque, present in the private banking sector in France.

VIEL & Cie shares (codes: FR0000050049, VIL) are listed in Compartment B of Euronext Paris. For more information on our Group, please visit www.viel.com.

Paris, 17 March 2016

Contacts:

VIEL & Cie

Virginie de Vichet
Director of Communications
T: + 331 56 43 70 20

Image 7

Priscille Reneaume
T: + 331 53 70 74 93