### SWISS PRIME SITE



# ANNUAL RESULTS 2023

ZURICH, 8 FEBRUARY 2024

Prestigious new development «Alto» in Geneva with generous green outdoor spaces. Various perspectives of the building displayed in the presentations. Agenda



### 1. KEY MESSAGES

#### 2. PORTFOLIO

- 3. FINANCE
- 4. PIPELINE & SUSTAINABILITY
- 5. OUTLOOK

# We have focussed strategically and achieved our targets





<sup>1</sup>Excluding Wincasa

... in a more challenging market environment

### Continued strong lettings, faster-paced transaction market



#### Transactions



- Active transaction market with larger transactions over the course of the year
- Activity spread across types of use, location and development stages – primary motivation is portfolio optimisation
- Increasing number of tenders of portfolios for contributions in kind
- Balanced number of participants in market

   institutional (funds and corporate), private
   equity and family offices
- Prices at or above fair value

Lettings



- Continued strong demand for central locations and high standard; weaker trend for periphery and older buildings
- Primary interest still in long-term rental agreements (approx. 10 years)
- New lets at higher market levels
- Continued downturn in building activity and fewer building permits granted; potential supply shortfall, especially for central locations

#### Valuations



- Discount rate effects result in slight devaluations
- Devaluations typically across all main use types and locations
- Revaluations for successful development properties and individual properties
- Indexations and rent increases cushion discount rate effects; additional positive effects from reduction in vacancy rate and developments

### Overview 2023 financial year (1/2)



### Strategic Focus



- Focus on core business of real estate investments, seizing synergy potential between Real Estate and Asset Management in central and business areas
- Re-Development of Jelmoli property on schedule
  - Planning application submitted
  - Initial preliminary talks with potential tenants
- Sale of Wincasa at a profit of CHF 146 m

### Portfolio & Sustainability



- Stable fair value of the property portfolio at CHF 13.1 bn; revaluations of CHF -250 m (-1.9%) offset by accretive investments
- Purchase of modern office building next to Prime Tower site «Fifty-One» with LEED Gold Label
- Handover of significant development projects Müllerstrasse, Zurich and Alto Pont-Rouge, Geneva according to schedule in Q4 2023 (total rental potential of CHF 26.5 m p.a. for 2024)
- Sales of CHF 280 m (c. +7% over FV) of non-core properties to finance pipeline and optimise portfolio
- Reduction in emissions intensity by 10%; significantly better than linear reduction pathway

### Overview 2023 financial year (2/2)



### **Operating Performance**



- Significant increase in rental income by +4.3% LfL to record high of CHF 438 m
- Further reduction in vacancy rate to 4.0%
- Growth in Asset Management by 9% to CHF 8.4 bn AuMs in cautious market; acquisitions of mandates with contributions in kind
- Slight fall in Asset Management income by 4% to CHF 50 m due to lower new issue activity
- Optimisation of operating costs through more efficient structure

### Financing

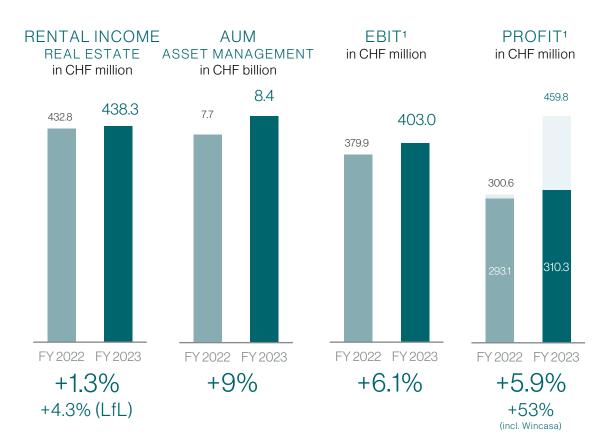


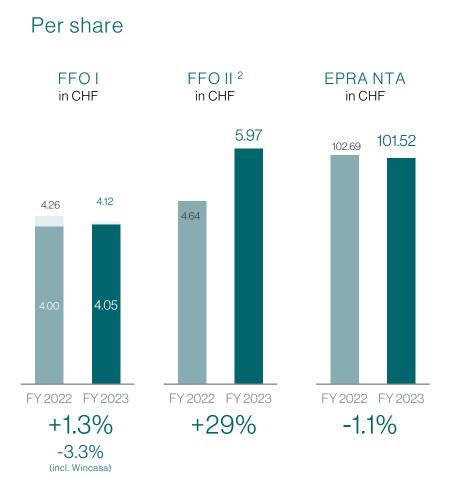
- LTV at 39.8%, slightly higher compared to 2022 [38.8%] due to devaluations and targeted purchase in December 2023
- CHF 425 m in bonds successfully refinanced within our Green Finance Framework and CHF 2.5 bn in credit lines with a sustainability focus extended by one year
- Liquidity covers maturities beyond the next 18 months
- Stable dividend of CHF 3.40 proposed to Annual General Meeting

### Key figures – 2023 financial year









<sup>1</sup>Before revaluations. EBIT excluding Wincasa effects, profit before and after Wincasa effects (IFRS5) <sup>2</sup> Incl. gains from property sales.



Agenda



#### 1. KEY MESSAGES

#### 2. PORTFOLIO

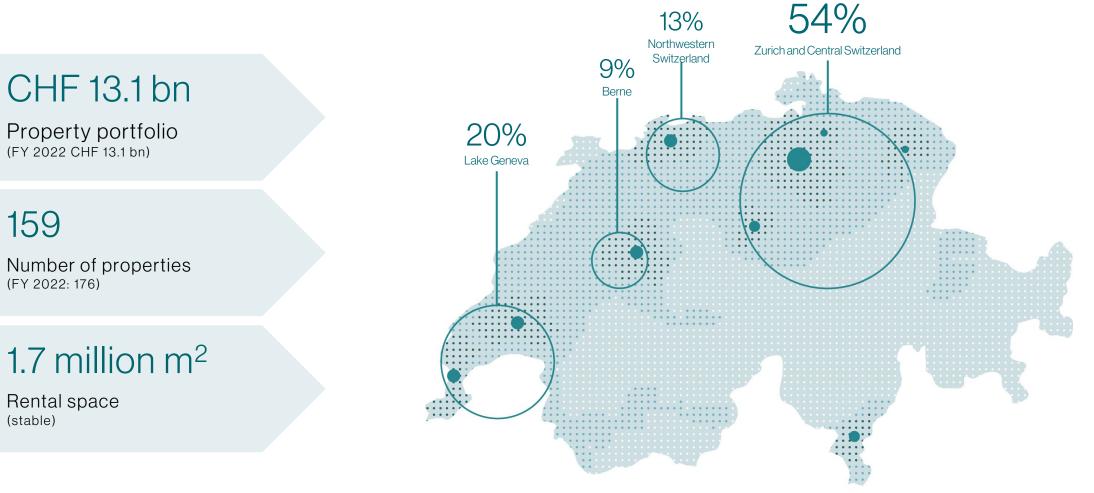
#### 3. FINANCE

- 4. PIPELINE & SUSTAINABILITY
- 5. OUTLOOK

159

# Portfolio focus on business centres and larger properties





Note: intensity of dot colour indicates population density

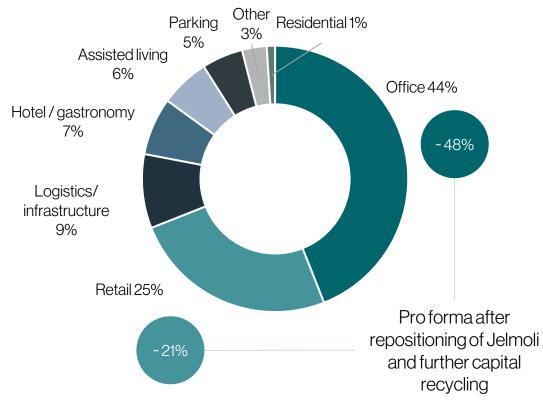
(stable)

# Office as largest segment and broad tenant diversification



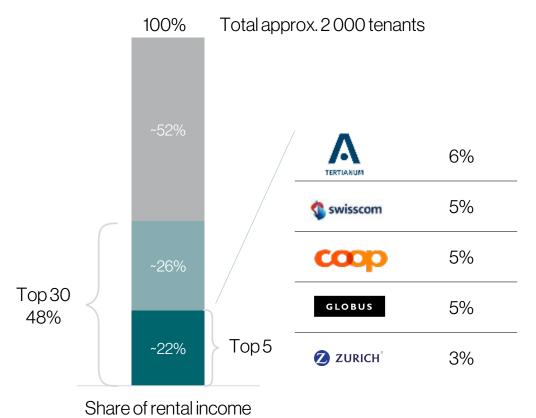
Portfolio by type of use<sup>1</sup>

as at 31.12.2023



Broad tenant diversification

as at 31.12.2023



<sup>1</sup>Real Estate segment. Note: Values based on rental income

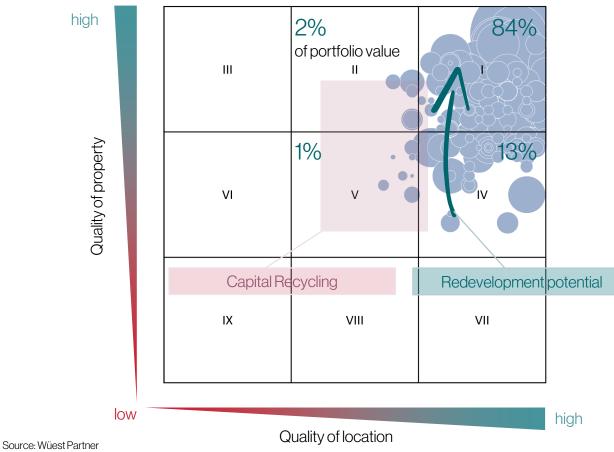
#### PORTFOLIO

### Active portfolio management further enhances quality



#### Portfolio Market Matrix

Wüest Partner as of 01.01.2024



#### New/repositioned properties typically in quadrant I

- > Zurich, Fifty-One, office (acquisition)
- > Zurich, Müllerstrasse 16/20, office (redevelopment)
- > Schlieren ZH, JED modification, office (redevelopment)

### Properties sold

typically in quadrant II & V

- > Gossau, Center Moos, retail
- > Berlingen, Tertianum, assisted living
- > Olten, Tertianum, assisted living Listincludes the largest properties

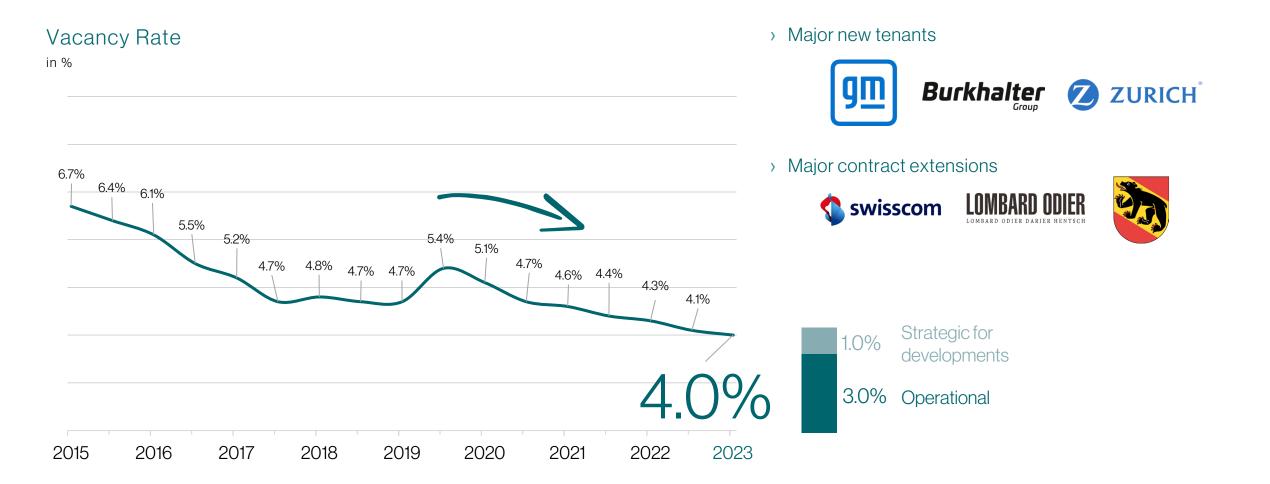
### Best use in the right place!

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#### PORTFOLIO

### Vacancies at record low through successful property management

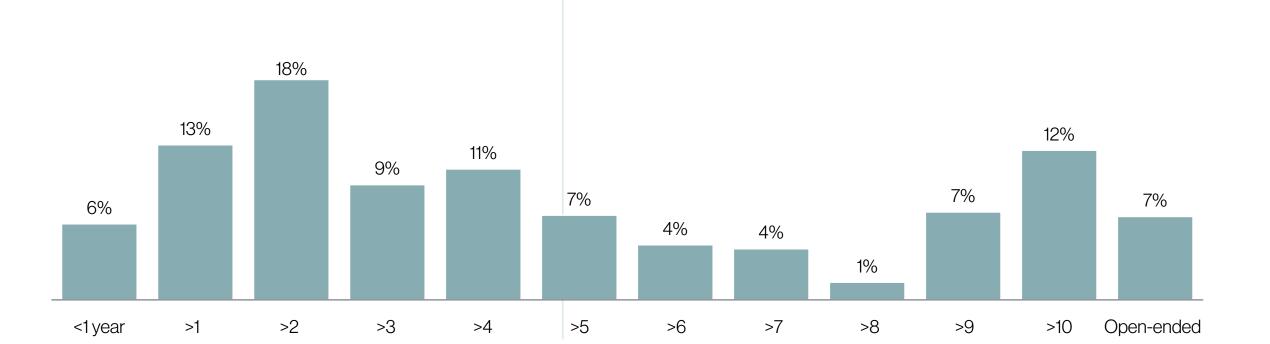




Note:

### PORTFOLIO

# Balanced lease expiry profile for rental contracts, stable WAULT



WAULT 5.0 years

Lease Expiry of Rental Contracts as at 31.12.2023

Presentation excluding the Jelmoli intercompany lease, which ends in 2023

Figures displayed may contain deviations due to roundings



Annual Results 2023

#### ASSET MANAGEMENT

# Asset Management: growth in all product lines

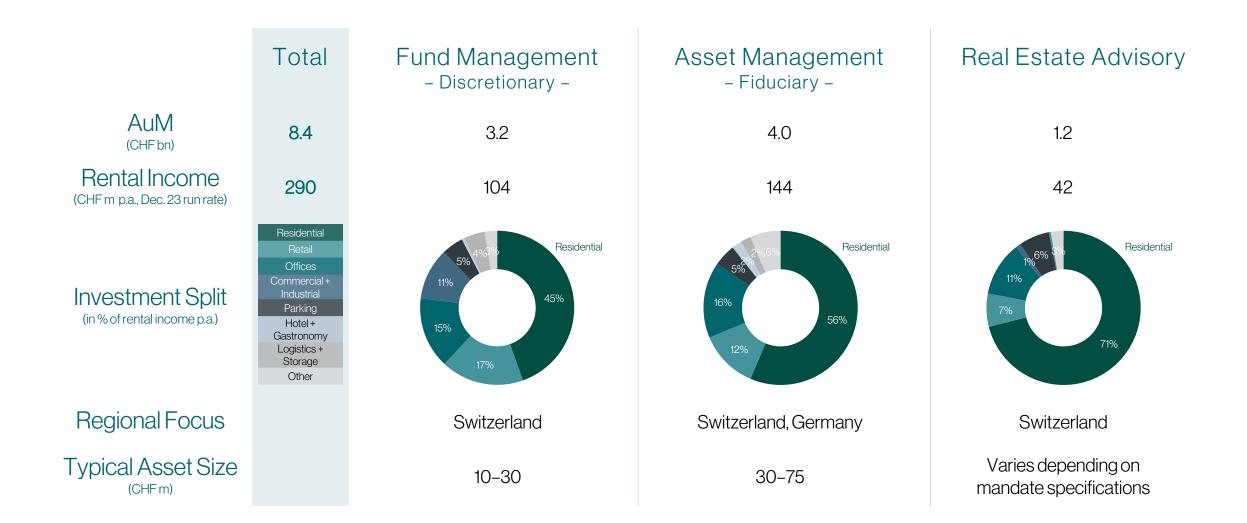




 Regulated by Occupational Pension Supervisory Commission (OPSC)

For regulated and non-regulated clients

Asset Management: diversified investments and complementary to own portfolio SWISS PRIME SITE



# WIR SCHAFFEN LEBENSRÄUME

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Agenda



1. KEY MESSAGES

#### 2. PORTFOLIO

#### 3. FINANCE

- 4. PIPELINE & SUSTAINABILITY
- 5. OUTLOOK

# Operating income: record rental income despite capital recycling

#### Consolidated operating income

in CHF million

	FY 2022	FY 2023	∆у-о-у
Rental income	432.8	438.3	+1.3%
Developments	24.8	39.5	+58.9%
Asset Management	52.0	49.7	-4.4%
Retail	132.1	126.5	-4.2%
Other	4.8	4.6	-4.4%
Total operating income	646.6	658.6	1.9%

- Increase of CHF 5.5 m in rental income to record high despite disposals under capital recycling (effect CHF 9.9 m in rent); main drivers new lettings, indexations and good turnover rent (EPRA LfL +4.3%)
- Increase in developments, primarily due to sale of non-strategic development property (Tertianum Olten)
- Decrease in Asset Management income due to low transaction volumes (new issues and acquisitions); however significant increase in recurring fees
- Reduced turnover in Retail (Jelmoli) primarily due to customer reticence in second half of year



### Better cost management and more potential through streamlining



#### Consolidated operating expenses

in CHF million

	FY 2022	FY 2023	∆у-о-у
Real estate costs	-68.8	-64.6	-6.2%
Development costs	-21.7	-33.6	+55.1%
Cost of goods sold	-75.21	-60.5	-19.6%
Personnel costs	-82.1	-79.7	-3.0%
Depreciation and impairments	-41.6²	-5.7	-86.4%
Other	-30.6	-25.4	-17.0%
Total operating expenses	-320.1	-269.4	-15.8%
- of which Jelmoli one-off effects	34.3		
Operating expenses, adjusted	-285.8	-269.4	-5.7%

- Drop in real estate costs despite inflation and growth in rental income; better cost management for maintenance and insourcing of letting activities
- Development costs for sales corresponds to income evolution
- Lower cost of goods sold reflects reduced turnover and impairments in the previous year in Retail business
- Decrease in personnel costs primarily due to lower expenses for pensions after simplification of pension plans; other effects (Jelmoli social plan and savings) balance each other out in 2023
- Cost savings after streamlining of group structure on track (personnel, consultancy expenses/IT and other expenditure)

<sup>1</sup>Including CHF7.1m impairments in inventory.

<sup>2</sup>Including CHF27.2 m one-off impairments at Jelmoli.

Note: Presentation as per IFRS 5 for continuing operations, hence without Wincasa in 2022; detailed reconciliation in the appendix. Figures displayed may contain deviations due to roundings. Annual Results 2023

# Growth in operating profit



#### Group profitability

in CHF million

	FY 2022	FY 2023	∆у-о-у
Total operating income	646.6	658.6	
Revaluations (net)	169.7	-250.5	
Result from property sales (net)	50.9	13.0	
Income from associates	2.5	0.8	
Total operating expenses	-320.1	-269.4	
EBIT	549.7	152.5	
EBIT (excl. revaluations)	379.9	403.0	+6.1%
- of which Jelmoli one-off effects	+34.3		
- of which result from property sales	-50.9	-13.0	
Adjusted EBIT (excl. revaluations)	363.3	389.9	+7.3%

- Negative revaluations of CHF -250.5 m (-1.9% of portfolio of CHF 13.1 bn)
  - Devaluations typically across all main use types and locations
  - Revaluations of individual properties, in particular development properties (CHF +19 m)
- Income from property sales (18 sales) continues to demonstrate the intrinsic value of the portfolio (average of 7% over last fair value)
- Operational EBIT significantly higher than previous year

Note: Presentation as per IFRS 5 for continuing operations, hence without Wincasa in 2022; detailed reconciliation in the appendix. Figures displayed may contain deviations due to roundings. Annual Results 2023

# FFO growth despite rising interest expense



### Funds from Operations I (FFO I)<sup>1</sup>

in CHF per share



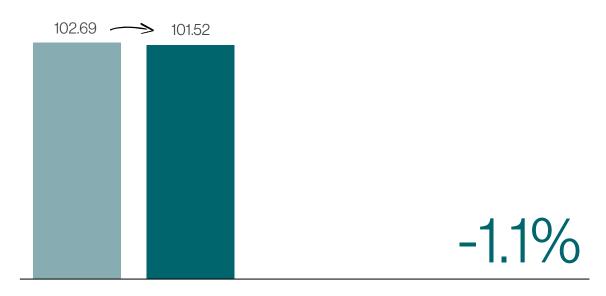
FY 2022 FY 2023

 Better operational result and lower cash-effective tax rate compensate for higher interest expenses

 $^2$  Thereof depreciation and impairments of CHF 48.7 m mainly from Jelmoli repositioning.

### EPRA NTA (Net Tangible Asset)

in CHF per share



FY 2022 FY 2023

- Devaluations result in slight fall in book value, investments financed by sales
- Net tangible assets without value attribution of Asset Management business

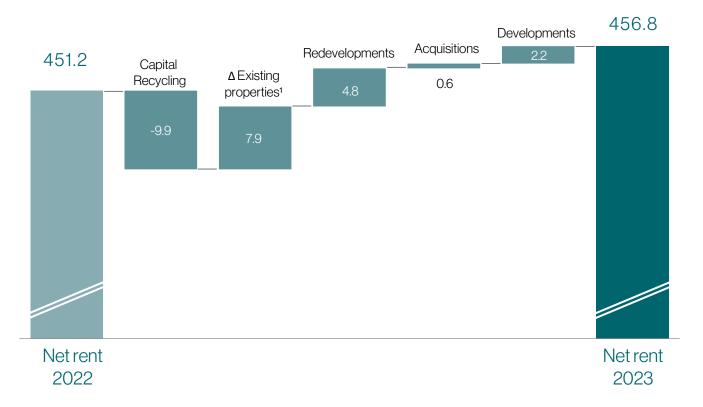
<sup>&</sup>lt;sup>1</sup>Low amount in each case excluding the operational cash flow of Wincasa. Growth excluding Wincasa.

# Real Estate: growth in rental income of 4.3% on EPRA LfL basis



### Rental Income Bridge<sup>1</sup>

in CHF million



<sup>1</sup> Basis: Real Estate segment. <sup>2</sup> Comprised of National Consumer Price Index (LIK), reference interest rate, and turnover rents

- Increase in rental income of around CHF 5.6 m (+1.2%) to CHF 457 m, record high
- Despite sales with rents in the amount of CHF 9.9 m, few acquisitions and larger project completions only around end of year
- Key factors
  - Indexations
  - Turnover rents
  - Vacancy reduction
  - Ongoing improvement of spaces
- ~ 90% of contracts linked to inflation<sup>2</sup>, with an increase of around 2% across the portfolio
- EPRA LfL growth of +4.3%

# Asset Management: growth in a challenging market



#### Earnings overview

in CHF million

	FY 2022	FY 2023	∆у-о-у
Fees	52.0	49.7	-4.4%
thereof recurring	63%	77%	
EBIT	30.0	27.4	-8.5%
% margin	58%	55%	

Assets under Management in CHF billion



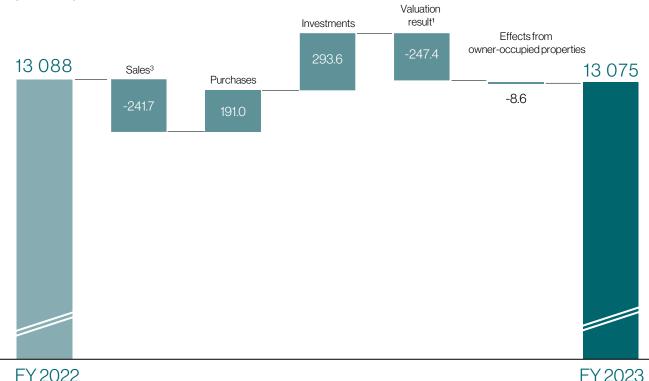
- 2023 challenging environment overall, with restrained appetite for investment, especially by pension funds
- AuM growth of 9% compared to previous year, above average compared to market
- Contributions in kind of real estate in several transactions in which we succeeded against competition
- Fewer capital increases reduce transaction-based income compared with previous year
- Significantly higher recurring income underlines stability of revenues
- Largely stable EBIT margin due to stringent cost management
- Attractive pipeline in terms of assets and mandates allows for confident outlook

in CHF million

### Stable asset base with accretive investments



### Property portfolio bridge (Fair Value)



#### FY 2022

<sup>1</sup> Difference from income statement from revaluation of rights of use from land leases under IFRS.

<sup>2</sup> According to Wüest Partner.

<sup>3</sup> Sales recognised after closing and at last book value.

### Total 159 properties (2022: 176)

- Increased efficiency through portfolio consolidation (portfolio clusters, larger individual buildings)
- Rejuvenation and location optimisation under the capital recycling strategy
- Sales to finance the development pipeline
- Investments and purchases with a focus on first-class locations and properties
- Portfolio value stable at CHF 13.1 bn (-0.1%):
  - Devaluations driven by increases in discount rates, nominal discount rate for investment properties at 4.04% (2022: 3.72%)<sup>2</sup>
  - Compensation in valuation through higher rent potential (indexations, higher new lettings) and accretive investments
  - Revaluations of the development properties by CHF 19 m (+2%)

# Broad financing base with continuous access



### Financing parameters

in CHF million

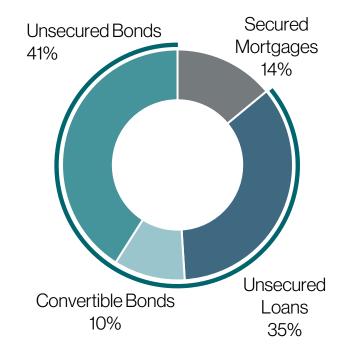
	2022	2023
Investment properties	13 088	13 075
of which unencumbered	86%	86%
Financial liabilities (Real Estate segment)	5 095	5304
of which fixed interest	78%	87%
Net financial liabilities <sup>1</sup> (Real Estate segment)	5074	5210
LTV (net)	38.8%	39.8%
Øinterestrate	0.9%	1.2%
Ømaturity	5.0 years	4.6 years

<sup>1</sup>Net of liquid funds including short-term receivables secured by bank garantuees.

Rating - Moody's A3 stable

### Consolidated financing structure

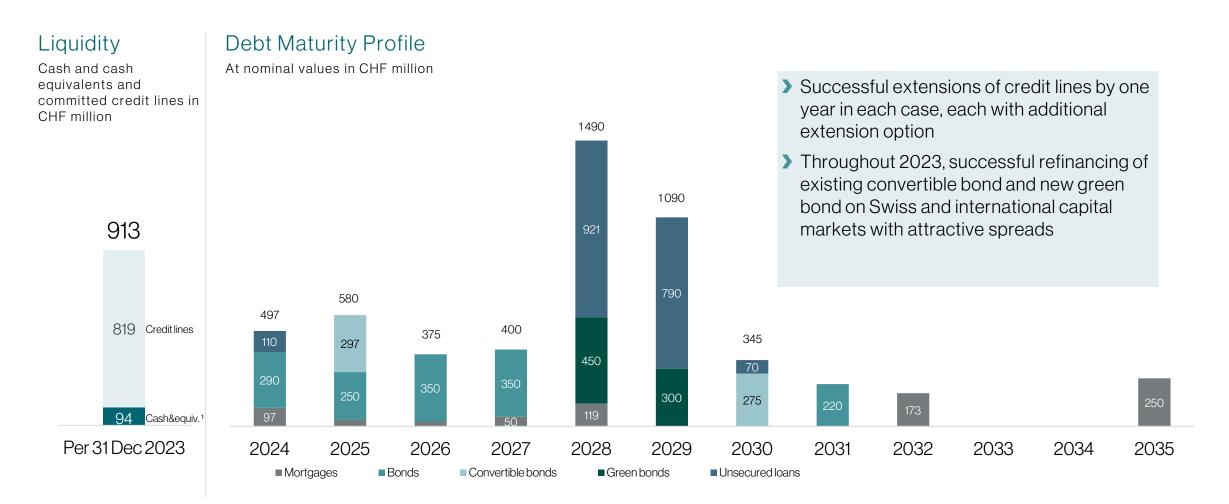
86% unsecured



#### FINANCE

### Continuous rollover of maturities, high liquidity reserve





<sup>&</sup>lt;sup>1</sup>Including short-term receivables secured by bank garantuees.



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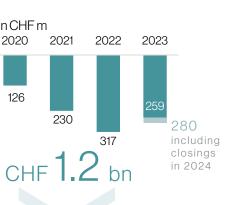
#### PIPELINE

### Successful continuation of our capital recycling strategy





### Funding Pipeline



CHF**O.8** bn 2020-2025

2023 completion of basic fit-out

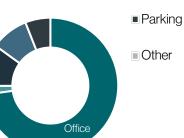
- Müllerstrasse
- Alto Pont-Rouge
- Stücki Park

2024 completion: Tertianum, Paradiso

# Optimising Mix<sup>1</sup>

2





### 3 **Enhancing Locations &** Sustainability

- Non-core
- Low \_\_\_\_ **BREEAM** rating



- **Top locations**
- **SNBS** Label \_\_\_\_

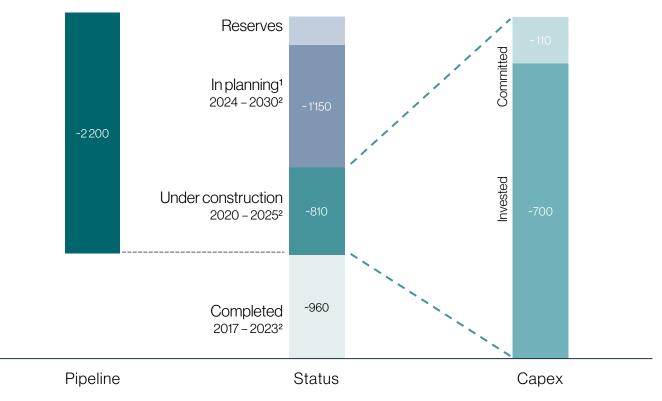
<sup>1</sup>Sales in 2023; pipeline refers to projects under construction. Distribution according to rental income.

#### PIPELINE

### Projects under construction largely completed, projects in planning to 2030 swiss prime sit



in CHF million



<sup>1</sup> For Destination Jelmoli & Grand Passage excluding existing value. <sup>2</sup> Project execution.

#### > Pipeline:

 High densification potential and land reserves within the existing portfolio and ongoing «refreshing» of the land bank through acquisitions

#### > Projects under construction:

- CHF ~810 m project volume with target rental income totalling CHF ~41 m
- To date CHF ~700 m invested incl. land and development costs incurred

### > Projects in planning:

 CHF ~1 150 m planned investments with target return of 4–5%; thereof CHF 230 m already invested or committed

#### PIPELINE

### Projects under construction with high levels of pre-letting



First tenants moved in

	Alto Pont-Rouge Lancy	Stücki Park I+II Basel	Tertianum Paradiso Lugano	JED new build Schlieren	BERN 131 Berne
Construction status	Basic fit-out completed	Basic fit-out completed	scheduled	scheduled	scheduled
Pre-letting rate	78%	90%	100%	100%	60%
Investments <sup>1</sup> (million)	CHF 305	CHF 250	CHF 75	CHF 105	CHF 80
Target rent (million)	CHF 15.5	CHF 14	CHF 3.3	CHF 5	CHF 3.5
Project execution <sup>2</sup>	2020-2023 <sup>2</sup>	2020-2023 <sup>2</sup>	2021-2024	2022-2024	2022-2025
Yield on cost	5.1%	5.7%	4.5%	4.9%	4.4%

Note: Approximate plan figures

<sup>1</sup> including land and acquisition costs. |<sup>2</sup> Basic fit-out, followed by tenant-specific fit-out.

### Selection of planned projects – central locations with attractive use





Note: Approximate plan figures

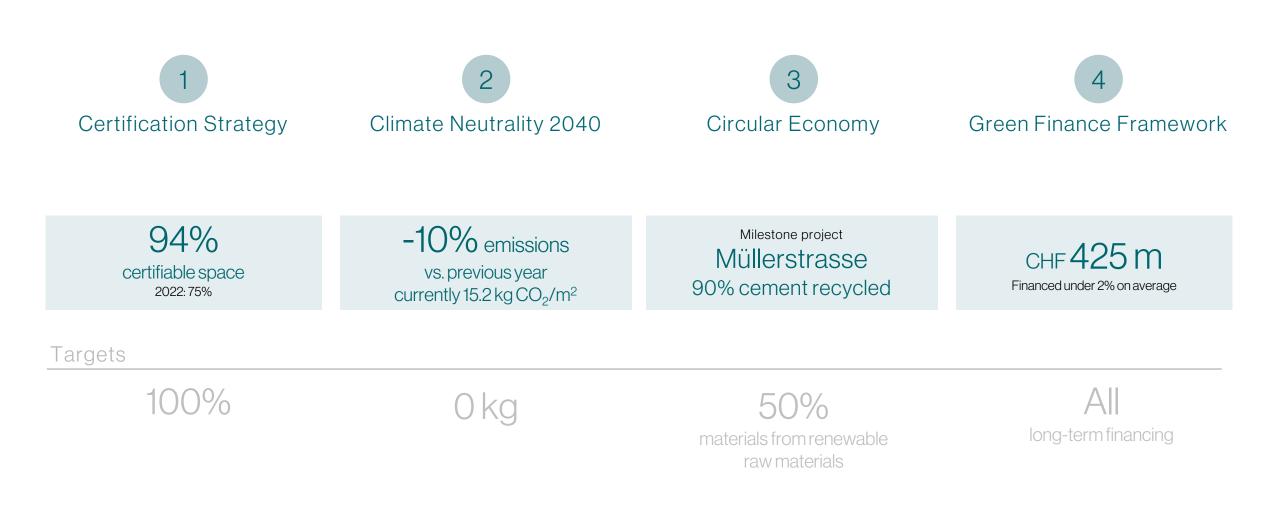
<sup>1</sup> Including existing value (land and acquisition costs); Destination Jelmoli & Grand Passage excluding existing value.

<sup>2</sup> Basic fit-out, followed by tenant-specific fit-out.

<sup>3</sup> Of which additional rent p.a.

Significant progress in our sustainability strategy





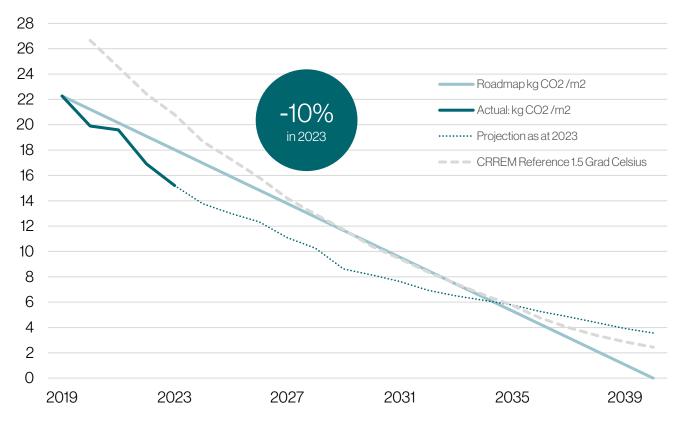
#### SUSTAINABILITY

# Significant reduction in emissions intensity – 2040 net zero target



### CO<sub>2</sub>-Reduction Path

in kg  $CO_2/m^2$ 



### Milestones in 2023

- Replacement of heating with renewable energy in Geneva, Rue du Rhône and Route de Malagnou
- Portfolio disposals with gas/oil heating
- Portfolio additions from development (Richterswil, Gartenstrasse 7)
- Improvement of energy mix (e.g. higher proportion biogas and better district heating mix)
- Roll-out of green leases and operational optimisation

### Milestones in 2024

- Commissioning of heating replacement
  - $\rightarrow$  St. Gallen, Shopping Arena new district heating
  - $\rightarrow$  Zollikofen, Industriestr. 21 new heat pumps
- Portfolio additions from acquisition/developments
  - → Basel, Steinenvorstadt 11 District heating
  - → Zurich, Müllerstrasse SNBS
  - $\rightarrow$  Zurich, Pfingstweidstr. 51, Fifty-One LEED
- Portfolio disposals with gas/oil heating
- Modernisation of building shells and implementation of technical measures to improve energy efficiency

# **TELIVING**

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Agenda



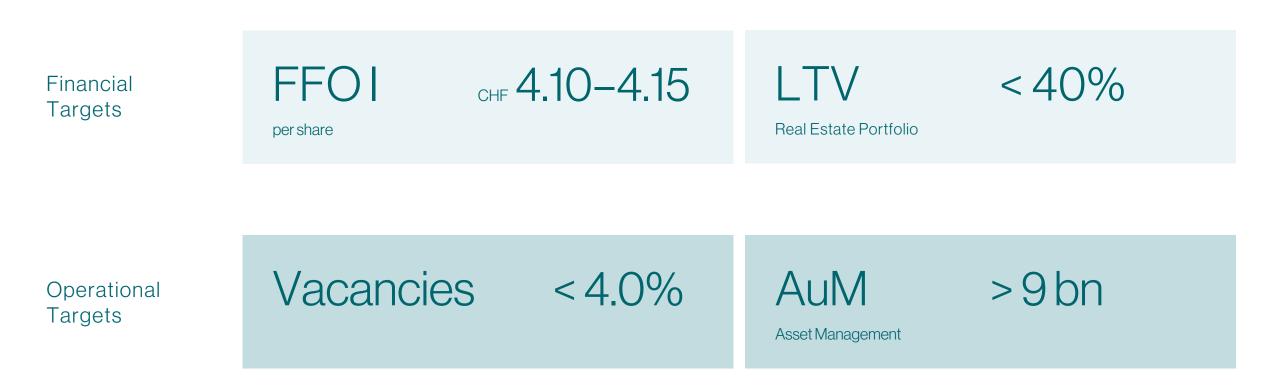
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# 5. OUTLOOK

#### OUTLOOK

# Guidance 2024: further profitable growth









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### Company calender

> Annual General Meeting	19 March 2024
Results H12024	22 August 2024

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# APPENDIX

# 2022 figures restated for IFRS5 «Discontinued operations»

01.01.-



#### Consolidated income statement

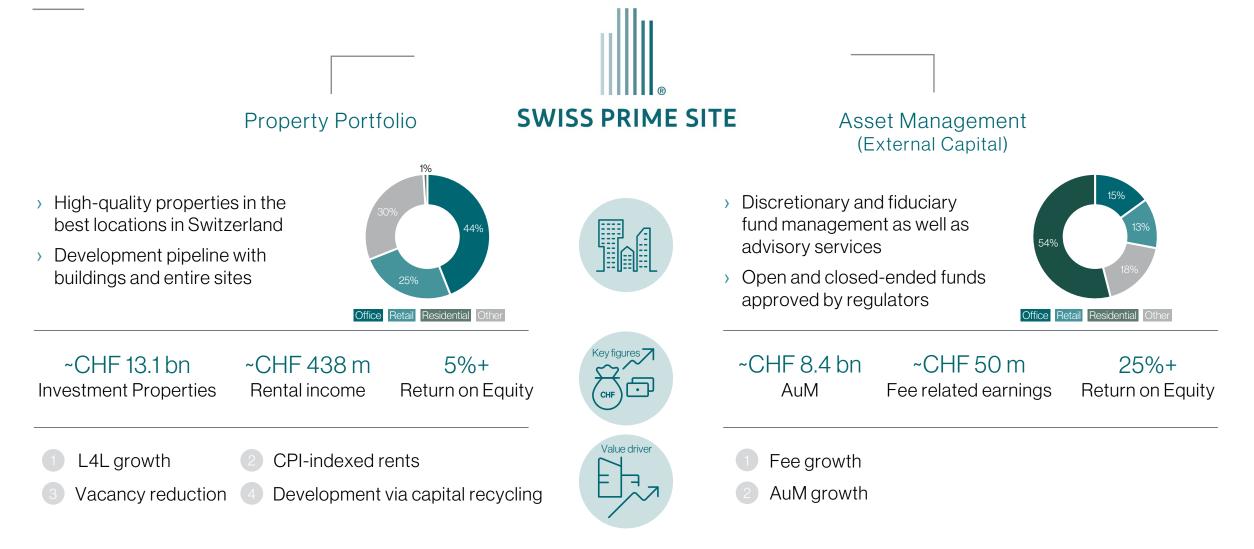
in CHF m	01.01.– 31.12.2022 Total group	Deconso- lidation Wincasa	31.12.2022 continuing operations
Rental income from properties	431.3	1.5	432.8
Income from asset management	52.0	-	52.0
Income from sale of trading properties	15.7	-	15.7
Income from real estate developments	9.1	-	9.1
Income from real estate services	125.6	-125.6	-
Income from retail	132.1	-	132.1
Other operating income	8.6	-3.8	4.8
Operating income	774.4	-127.8	646.6
Revaluation of investment properties, net	169.7	-	169.7
Result from investment property sales, net	2.5	-	2.5
Result from sale of participations, net	50.9	-	50.9
Real estate costs	-55.8	-13.1	-68.8
Cost of trading properties sold	-13.6	-	-13.6
Cost of real estate developments	-8.1	-	-8.1
Cost of goods sold	-75.2	-	-75.2
Personnel costs	-189.4	107.3	-82.1
Other operating expenses	-51.3	17.6	-33.7
Depreciation, amortisation and impairment	-59.0	17.4	-41.6
Capitalised own services	14.2	-11.0	3.1
Operating expenses	-438.2	118.1	-320.1
Operating result (EBIT)	559.4	-9.7	549.7
Financial expenses	-45.2	0.4	-44.8
Financial income	0.5	-0.1	0.4
Profit before income taxes	514.6	-9.4	505.2
Income taxes	-110.2	2.1	-108.1
Profit from continuing operations	404.4	-7.4	397.1

#### Funds from operations (FFO)

in CHF m	01.01.– 31.12.2022 Total group	Deconso- lidation Wincasa	01.01 31.12.2022 continuing operations
Operating result (EBIT)	559.4	-9.7	549.7
Depreciation and amortisation	66.1	-17.4	48.7
Revaluation from investment properties, net	-169.7	-	-169.7
Result from investment property sales, net	-50.9	-	-50.9
Result from investments in associates	-2.5	-	-2.5
Revaluation of net defined benefit assets (IAS 19)	-0.8	0.7	-0.1
Payments from leasing contracts	-14.0	4.7	-9.4
Cash effective interest expenses	-39.9	-	-39.9
Cash effective interest income and dividends	2.0	-0.1	1.9
Current taxes without investment property sales	-23.1	1.9	-21.2
FFOI	326.5	-20.0	306.5
Result from investment property sales, net	50.9	-	50.9
Current taxes from investment property sales	-21.2	-	-21.2
FFOI	356.1	-20.0	336.2
FFO I per share in CHF	4.26	-	4.00
FFO II per share in CHF	4.64	-	4.38

# Two strong pillars with resilient business models





Note: Figures per December 2023, split figures based on rental income; Return figures represent medium term targets

# Yielding

Growing

# Defensive

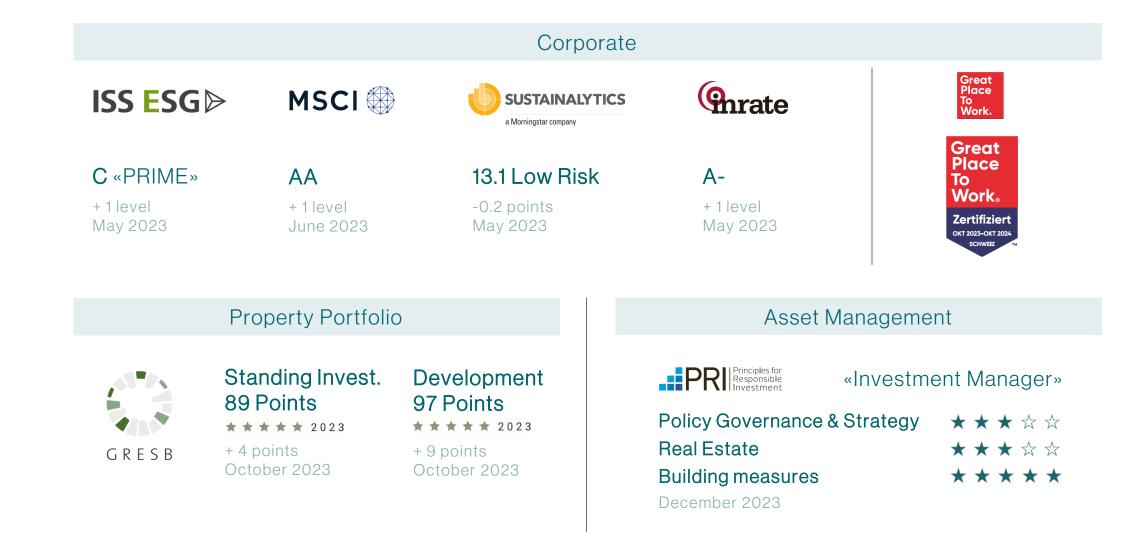
- Largest listed Swiss real estate company; high quality property portfolio of more than CHF 13 billion fair value; 100% free float and high share liquidity
- > Complementary Asset Management franchise with CHF 8 billion Assets under Management
- > Long-standing sustainability strategy (building certification, climate neutrality until 2040, ESG-linked financing and remuneration)
- > Inflation linked rental income with track record to deliver; rent growth through active property management
- > High organic growth in Asset Management with external capital
- > Attractive development pipeline of some CHF 2 billion delivering additional rental income and value uplift
- Stable cash flows; FFO yield of around 5%
- Fee Related Earnings with high margins and economies of scale
- Attractive dividend distribution since inception
- > Diversified tenant base in a resilient economy
- Prudent growth financing through capital recycling
  - Conservative capital structure with broad access to financing

Our investment proposition



# Continuous improvement in ESG ratings

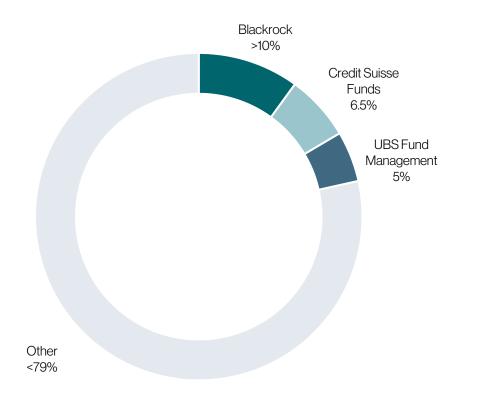




# 100% free float and high liquidity of the shares



Major Shareholders



# Registered Share Data

First day of trading	April 5, 2000
# of shares outstanding	76.7 million
Free float	100%
ISIN	CH0008038389
Ticker symbol	SPSN
Share class	Registered shares
Mainlisting	SIX Swiss Exchange Zurich
Marketsegment	SPI, SMIM, SXI (Real Estate, Swiss Sustainability 25)
Major indices	FTSE EPRA Nareit (Europe, World), Stoxx Europe 600 (Broad, Real Estate, ESG), S&P Europe 350, MSCI ASCI IMI

# Swiss economic environment



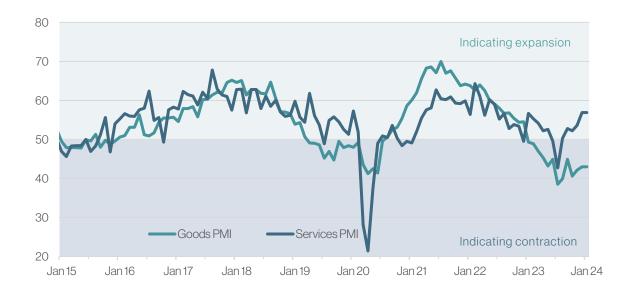
### Economic Indicators

	2023	2024	2025
	Forecast	Forecast	Forecast
Real GDP	1.3%	1.1%	1.7%
Selected components			
Private consumption	2.2	1.1	1.3
Construction industry (Over- and underground)	-2.0	0.9	1.9
Exports	4.2	2.6	3.8
Employment growth	1.9%	0.6%	1.0%
Unemployment rate	2.0	2.3	2.5
Inflation	2.1	1.9	1.1

% Growth figures except for unemployment rate and inflation

Source: SECO Dec 12th, 2023

### Swiss Purchasing Managers' Index (PMI)



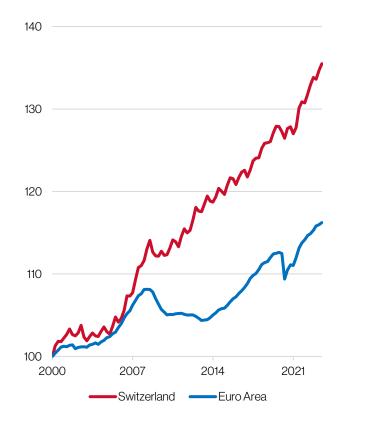
Source: Bloomberg

# Resilient Swiss economy with persistently lower Inflation



# Employment Growth

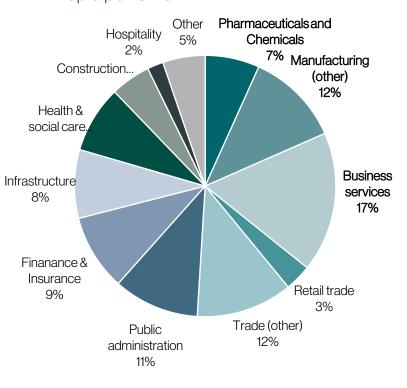
Indexed to 2000



### GDP Split Switzerland

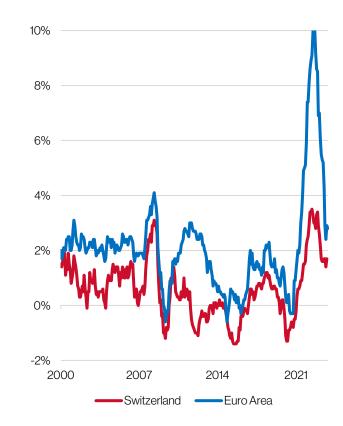
Nominal, Q3 2023 - Production Perspective

# ~USD 91'000 GDP per Head Top 5 per OECD



### Inflation

Headline inflation y-o-y



Sources: Bloomberg, Federal Statistical Office