

# Credit Suisse's Journey to Warsaw



# Credit Suisse is to open its second office in Poland

- We currently run a Center of Excellence (CoE) in Wroclaw, and are soon going to open a second office in Poland.
- It will be located in Warsaw and we expect it to be fully operational by the third quarter of this year. It will be the fifth Center of Excellence worldwide.
- The opening of the Warsaw center marks another important milestone in an initiative, which started in 2006: a global approach to tap into the bank's talent as well as new talent around the world, and reduce our Group-wide cost base, whilst ensuring a high quality of products and services for our clients worldwide.
- We have Centers in Pune and Mumbai (India), Raleigh (USA) and Wroclaw (Poland), and soon, in Warsaw. Together, they support our operations in more than 50 countries.
- We have evaluated several locations and have chosen Warsaw for numerous reasons. As the capital and biggest city in Poland, Warsaw offers access to an outstanding talent pool on all seniority levels, with a diverse skill set, including an excellent command of foreign languages. In addition, other factors such as geographical location/accessibility, as well as the availability of modern office space played a role.



# Credit Suisse already has a significant presence in Wrocław

## Driven by knowledge and innovation

### Wrocław is an attractive location for CS

- People - graduates, technical skills, languages, broad talent pool
- Location - access to London/Zurich, attractive to live
- Cost – competitive labor and real estate costs
- The Wrocław office opened in 2007 and has expanded to over 4,000 FTE today
- Supporting all divisions and corporate functions, including IT, Operations, Finance, Risk and Compliance
- Continuous transition from operational support to senior management roles
- Enabling training, internal and international mobility, talent and leadership development and long term career opportunities

### Wrocław

Wrocław is well located and provides access to a qualified labor pool

Wrocław is a fast-growing, multi-functional site

Credit Suisse is located in modern buildings near the city center

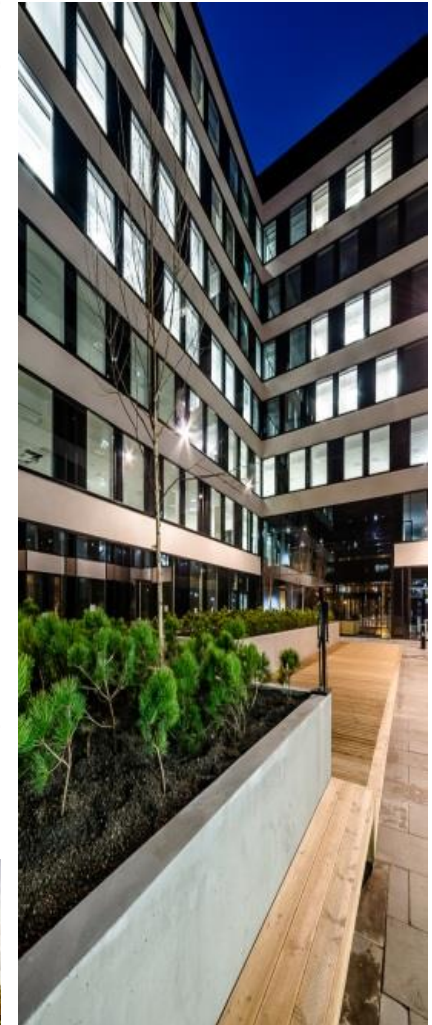
**Grunwaldzki Center**  
Since 08/08  
1600 seats



**Silver Forum**  
Since 04/13  
600 seats



**Green Day**  
Since 04/14  
2000 seats



# Warsaw: leveraging the existing Credit Suisse footprint in Poland

## Warsaw

Warsaw provides access to a large qualified talent pool with relevant experience and language skills

The second fast growing, multi-functional site in Poland

Leveraging our presence in Wroclaw & Warsaw

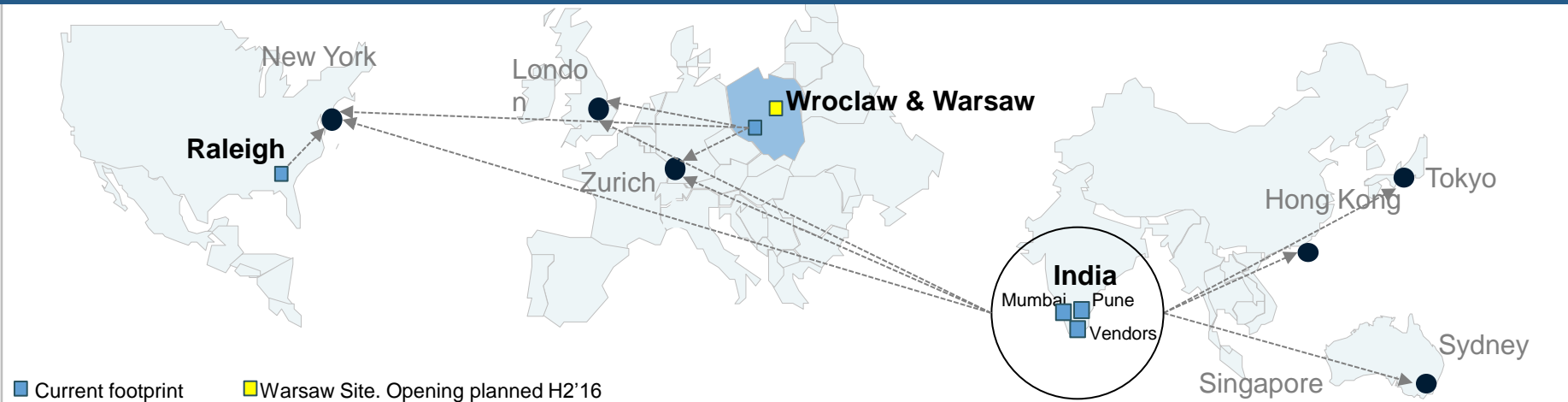
## Optimal location for new site in Poland

- Large and well-developed market, including SSC sector, financial industry and IT & consulting companies (i.e. 30+ retail banks' headquarters, stock exchange)
- Widest talent pool of graduates coming from 78 universities (incl. the top three in Poland), IT graduates (three times more than in other Polish cities) and large pool of German and English speaking workforce
- Real estate with flexible options available; short time to market
- Well-connected city (11 direct flights to London, 3 to Zurich) and Wroclaw (<4h car drive, 8 flights/day)
- Complementary to Wroclaw
- A new site in a location in a reasonable distance offers new recruitment opportunities

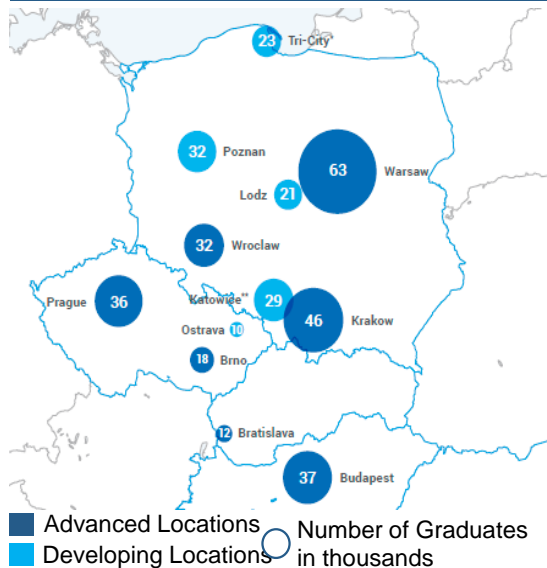


# Polish business centers respond to Credit Suisse's demand for a highly qualified workforce

## Credit Suisse's Global Network



## Poland: attractive location in Central Europe



- Both locations provide the **highest number of computer science and economics graduates** in Poland
- **Leading academic centers:** 98 Institutes of Higher Education – including the top Polish universities, business and economics schools and universities of technology give access to >360,000 students; >95,000 graduates per year
- **Attractive cities;** attracts expatriates and migrating workforce; strong local investment support; EU grants potentially available