

Press release

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Deloitte Switzerland grows revenue by over 4 per cent and expands sustainability services significantly

Revenue growth at Deloitte Switzerland continued to increase in the past financial year. Net revenue was up by 4.3 per cent to CHF 622.9 million, while headcount remained unchanged at 2,720. All business divisions and sectors contributed to this positive result, especially auditing and tax advisory and the financial services sector. Deloitte also increased revenue from its sustainability services business by a considerable 160 per cent.

The audit and consulting company Deloitte Switzerland generated net revenue of CHF 622.9 million up to 31 May 2024, a rise of 4.3 per cent, maintaining its successful growth trajectory thanks to innovative multidisciplinary services focused squarely on technology and sustainability. Its positive <u>business results</u> were due particularly to its Audit & Assurance and Tax & Legal services, each of which enjoyed substantial revenue growth. Deloitte's consulting services continued to make up over half of its annual revenue, although the figure generated in this area fell slightly on account of the challenging economic conditions. Deloitte thus remains the largest consulting firm in Switzerland.

Steady growth

Deloitte supports clients from all key industries. Financial services — still its biggest sector — fuelled significant growth, followed by life sciences and health care, the second-largest sector in revenue terms. Deloitte also succeeded in expanding its presence in energy and industry as well as in the retail and consumer goods sectors, while revenue from clients in the technology, media and telecommunications industries held steady. The company also supported authorities and public-sector organisations with some highly challenging tasks.

"Deloitte Switzerland remains on course for growth," says its CEO Reto Savoia. "The past financial year was dominated by a deteriorating economic environment and heightening geopolitical tensions. We've risen to these challenges very well and have succeeded in supporting our clients, fine-tuned our portfolio of services even further and gained additional market share," he adds.

Sustainability services in demand

Demand for sustainability-related services is rising constantly, especially in connection with regulatory issues, and the corresponding range of services was expanded considerably during the reporting year: Deloitte Switzerland employed 146 people to handle these matters, 33 per cent more than in the previous year. Meanwhile, the company increased its revenue from sustainability services by 160 per cent.

"We anticipate that the demand for sustainability assurance and consulting services will continue to rise in the coming years, leading to more and more companies who have understood that beyond reporting, we also need to look at embedding sustainability in the core business strategy and operating model," says Liza Engel, Chief Sustainability Officer at Deloitte Switzerland. "This trend reflects a fundamental shift towards integrating sustainability not only in reporting but also in the very fabric of the core business strategy and operational framework," she adds.

Diversity and engagement

Developing its people with a view to rapidly changing market needs is very important to Deloitte Switzerland. The company employed a total of 2,720 people from 70 different countries at its six offices in Switzerland in the 2023/24 financial year and invested 70,750 hours in training and continuing professional development. The percentage of women at the company increased further to 45 per cent. Among partners, directors and senior managers, it stood at 29 per cent. Deloitte is committed to getting more women into executive positions. For instance, 25 per cent of female employees received a promotion in the financial year, compared to 23 per cent of their male counterparts. An external audit by the University of St. Gallen confirmed Deloitte Switzerland's equal pay policy by awarding it the 'We Pay Fair' certificate.

Deloitte is keen to use its expertise as a company to solve some of the wider challenges facing society. These efforts are centred around its very own World*Class* initiative, which launches and coordinates effective social engagement activities around the globe. Deloitte Switzerland invested CHF 1.46 million in social projects in the 2023/24 financial year, which helped a total of 22,000 people in the country. Some 400 employees carried out almost 9,000 hours of voluntary work at the company's expense, particularly in the area of education.

Emissions and climate targets

Deloitte is actively committed to combating climate change and meeting the Paris climate targets. Reducing its greenhouse gas emissions and promoting environmental sustainability is being pursued within Deloitte's global World*Climate* initiative. In the past financial year, the company reduced building emissions by 6 per cent – and by 72 per cent compared to a 2019 benchmark. Deloitte has thus exceeded its 70 per cent reduction target in this area.

CO₂ emissions from business travel increased by 14 per cent per full-time equivalent (FTE) in 2023/24. However, the figures are still 68 per cent lower than pre-pandemic levels. Based on the firm's *Sustainable Service Delivery Framework*, it carefully weighs up, on a case-by-case basis and in dialogue with clients, whether travel is necessary to effectively support clients. In addition, consistent efforts are made to further reduce the environmental footprint.

Deloitte also pushes for continuous improvements in the procurement of goods and services. Thirty per cent of suppliers worldwide have already set science-based targets for reducing their emissions – 10 per cent more than in the previous year. To this end, sustainability-related clauses are being integrated into all new and extended supplier contracts. Deloitte expects 67 per cent of its suppliers worldwide to set science-based climate targets by 2025.

"We want to strengthen our market position even further during the current financial year," explains Reto Savoia. "We are focusing our efforts on a goal that stretches above and beyond our day-to-day business. Our purpose is 'making an impact that matters for clients, people and society'. This is the key to Deloitte's ongoing success, especially in times of constant change and increasing uncertainty," he says.

Our <u>Impact Report web page</u> contains further information, figures and charts for the past financial year, including a breakdown of net revenue by business division and sector, as well as our full Impact Report.

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Deloitte Switzerland

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