

## Second Quarter Results 2002

Zurich, 13th August 2002

Peter Wuffli, President

Mark Branson, Chief Communication Officer

### Caution regarding forward-looking statements

This communication contains statements that constitute "forward-looking statements", including, but not limited to, statements relating to the implementation of strategic initiatives, such as the implementation of the new European wealth management strategy, expansion of our corporate finance presence in the US and worldwide, the development of UBS Warburg's new energy trading operations, and other statements relating to our future business development and economic performance.

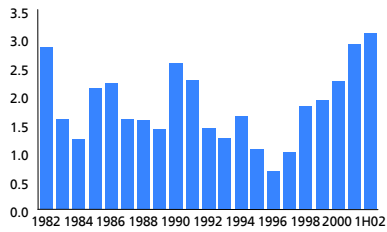
While these forward-looking statements represent our judgments and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, (1) general market, macro-economic, governmental and regulatory trends, (2) movements in local and international securities markets, currency exchange rates and interest rates, (3) competitive pressures, (4) technological developments, (5) changes in the financial position or credit-worthiness of our customers, obligors and counterparties and developments in the markets in which they operate, (6) legislative developments, (7) management changes and changes to our business group structure in 2001 and 2002 and (8) other key factors that we have indicated could adversely affect our business and financial performance which are contained in other parts of this document and in our past and future filings and reports, including those filed with the SEC.

More detailed information about those factors is set forth elsewhere in this document and in documents furnished by UBS and filings made by UBS with the SEC, including UBS's Annual Report on Form 20-F for the year ended 31 December 2001. UBS is not under any obligation to (and expressly disclaims any such obligations to) update or alter its forward-looking statements whether as a result of new information, future events, or otherwise.

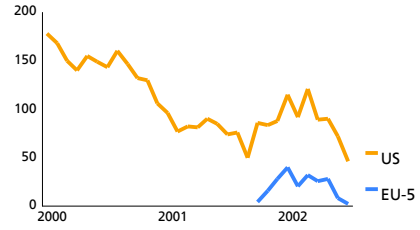
## Market environment

**Downgrade/upgrade ratio**



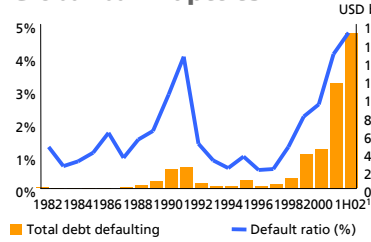
Source: S&P Special Report "Ratings Performance 2001" February 2002

**Investor Optimism**



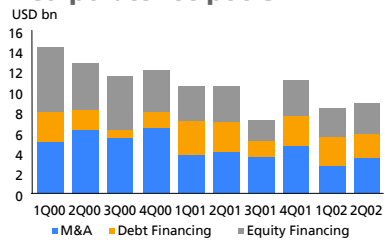
Source: UBS Index of Investor Optimism, www.ubs.com/investoroptimism

**Global bankruptcies**



Source: S&P Special Report "Ratings Performance 2001" February 2002  
 Note: 1) Annualized  
 UBS Financial Services Group

**Corporate fee pools**



Source: Freeman & Co analysis, Thomson Financial Securities Data

## Group results

## Significant financial events

(CHFm)	2Q02	1Q02	2Q01
Pre-tax gain on disposal of Hyposwiss	-	155	-
Tax effect	-	(30)	-
Net after tax effect	-	125	-

No significant financial events in 2001



## Profitability

### Second Quarter 2002

(CHFm)	2Q02	1Q02	2Q01	2Q02 vs 2Q01	2Q02 vs 1Q02
Operating income	9,008	9,589	9,881	(9)%	(6)%
Operating expenses	7,263	7,750	8,024	(9)%	(6)%
Net profit (reported)	1,331	1,363	1,385	(4)%	(2)%
Net profit (adjusted) <sup>1</sup>	1,633	1,574	1,726	(5)%	4%

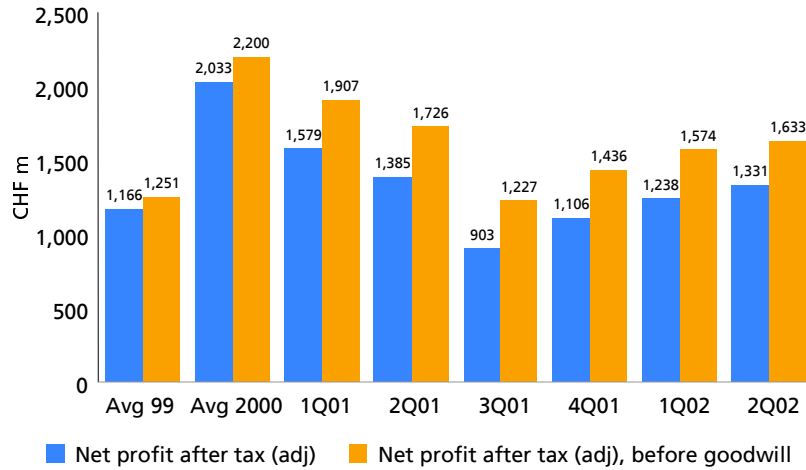
Note:

<sup>1</sup> Adjusted for SFE's and excluding the amortization of goodwill and other intangible assets



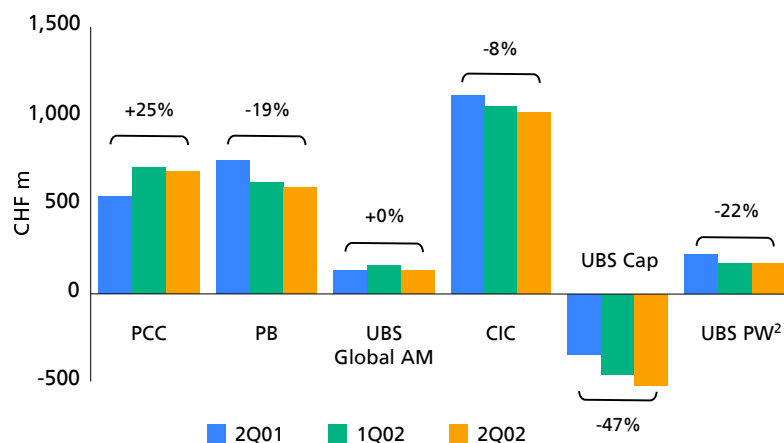
## Net profit

Adjusted for significant financial events



## Operating business unit performance<sup>1</sup>

= year-on-year change



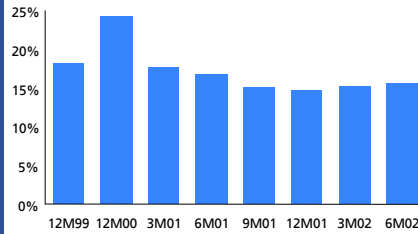
Note:

- Adjusted for SFE's and excluding the amortization of goodwill and other intangible assets
- Before acquisition costs

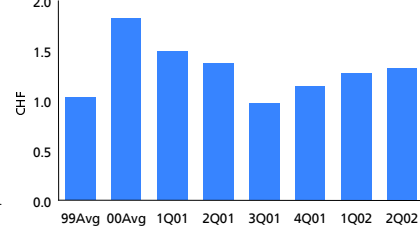


## Performance against targets

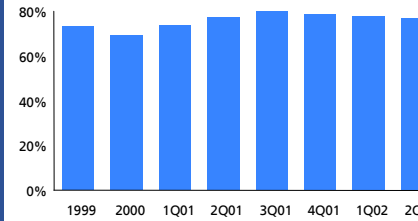
**ROE <sup>1</sup>**



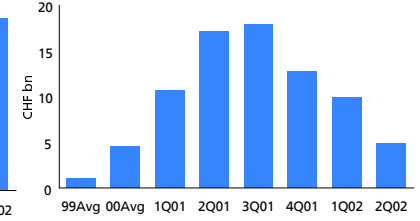
**Basic EPS <sup>2</sup>**



**Cost / Income <sup>2</sup>**



**Private client net new money <sup>3, 4</sup>**



- <sup>1</sup> Annualized, before goodwill amortization and adjusted for significant financial events
- <sup>2</sup> Before goodwill amortization and adjusted for significant financial events
- <sup>3</sup> Private Banking and UBS PaineWebber
- <sup>4</sup> Excludes interest and dividend income

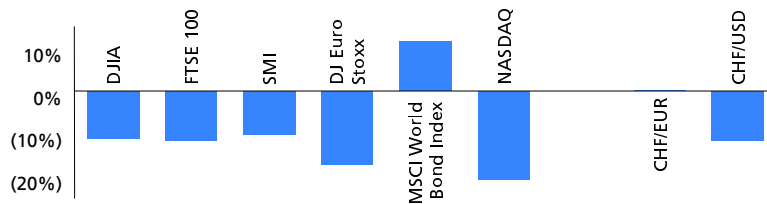


## Invested assets

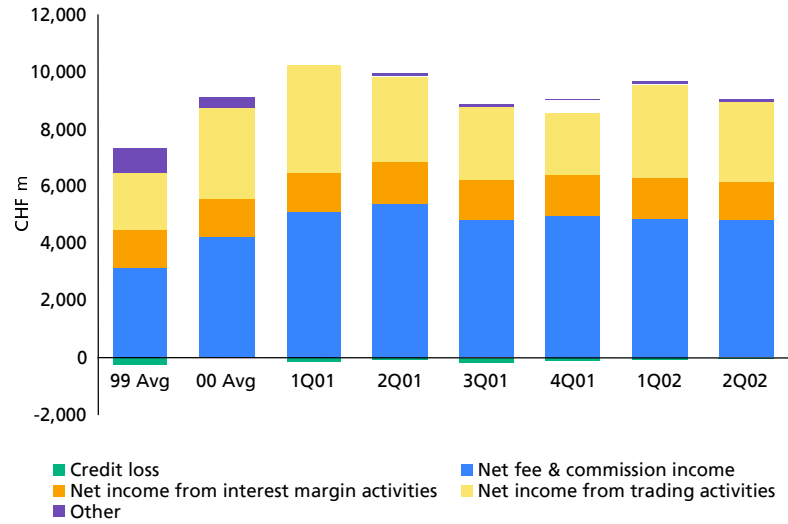
### 2Q02 vs. 1Q02

(CHFbn)	UBS CH		UBS Global AM		UBS W	UBS PW	Total
	PB	PCC	Inst.	Wholesale			
Total opening	697	314	330	347	1	779	2,468
Net new money	3.5	(1.1)	1.8	(4.9)	0.2	1.4	0.9
Performance, currency & transfers	(61.5)	(14.9)	(22.8)	(39.1)	1.8	(134.4)	(270.9)
Closing	639	298	309	303	3	646	2,198

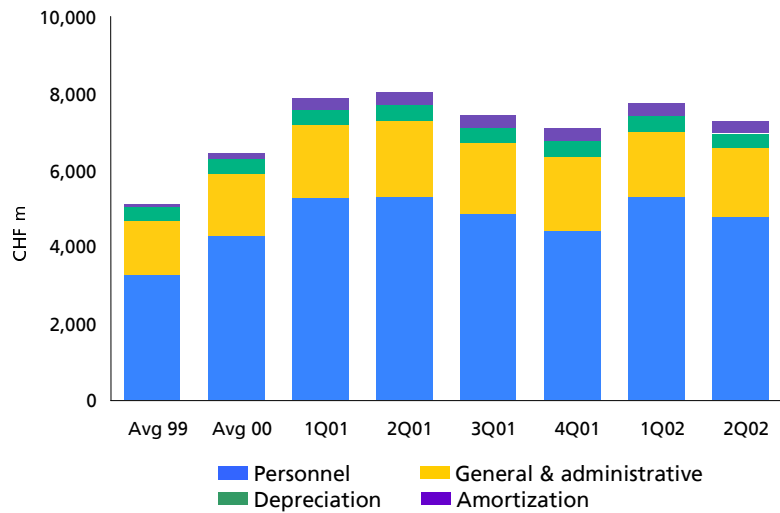
### Market performance - 2Q02



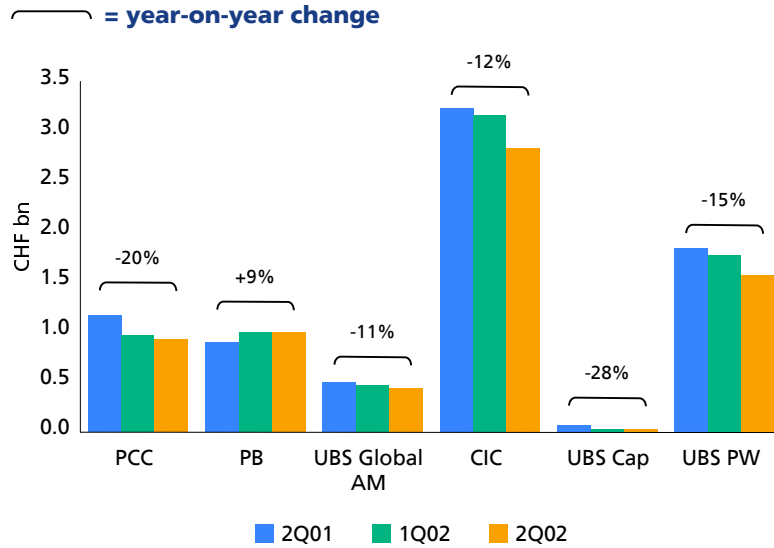
## Revenue trends



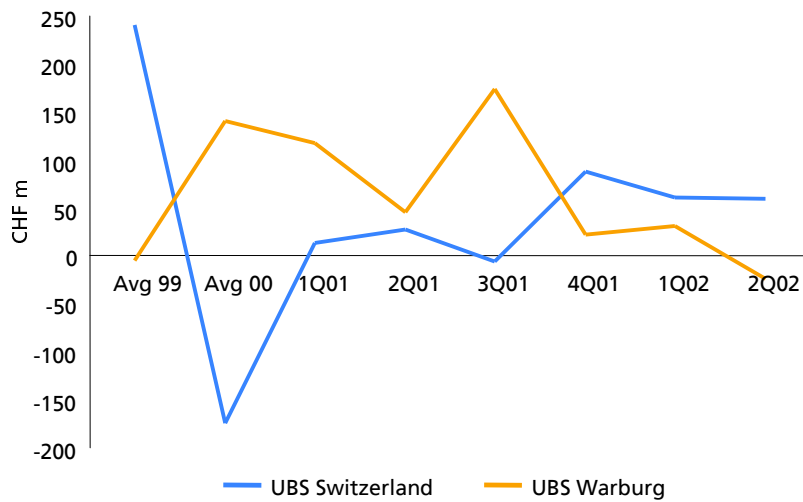
## Group cost trends



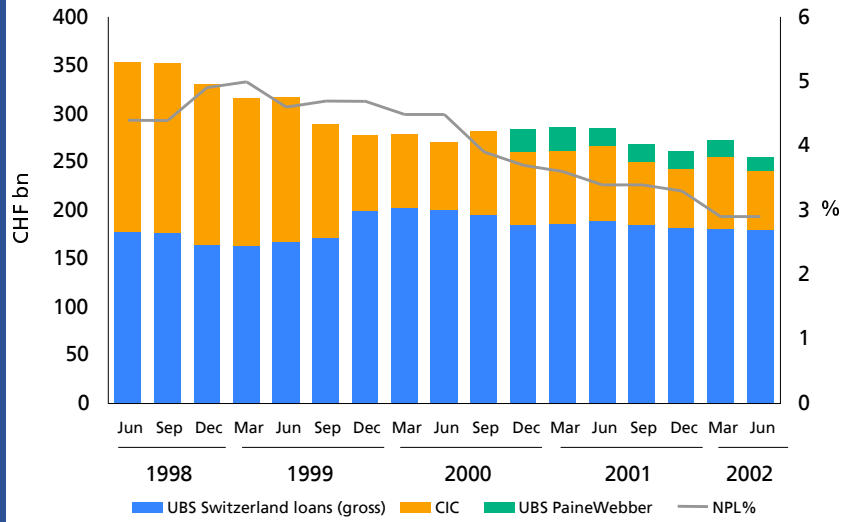
## Operating business unit cost trends



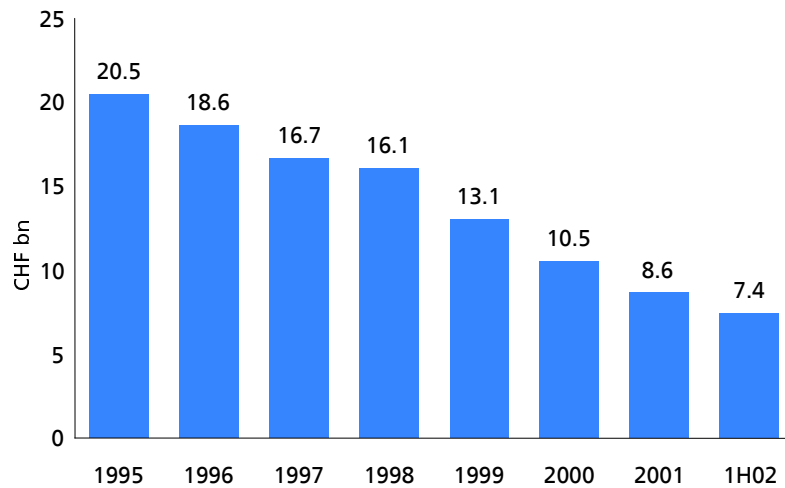
## Actual credit loss expense



## Group loan portfolio

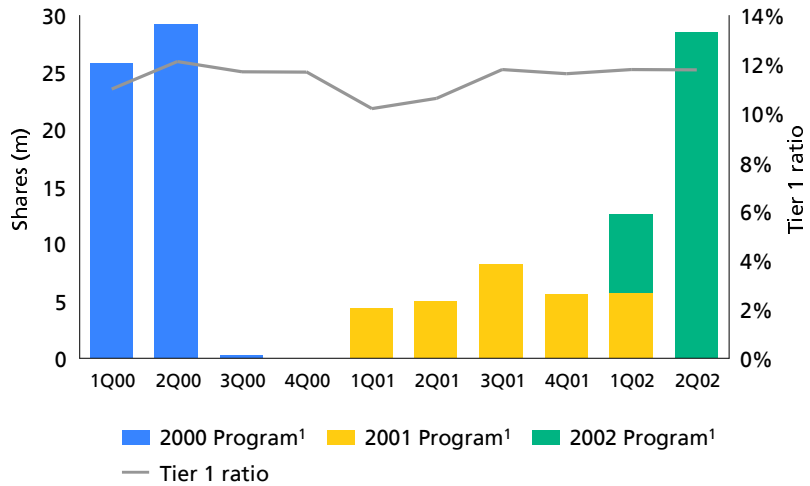


## Non-performing loans since 1995





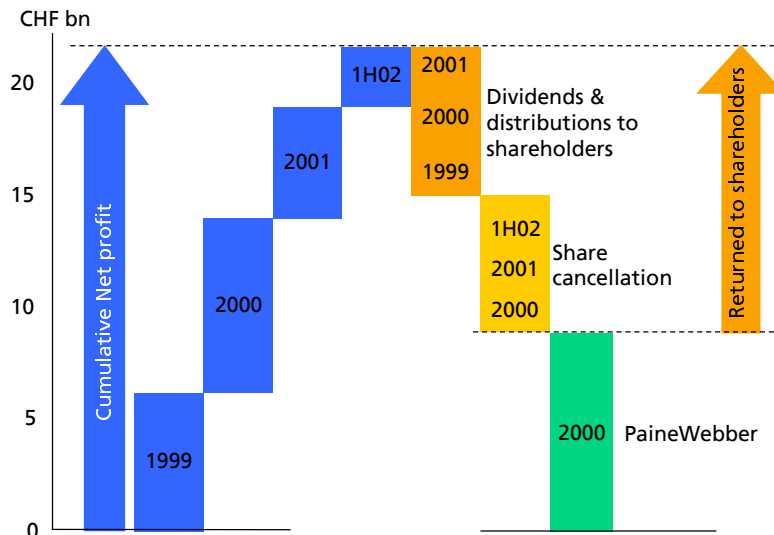
## Share buyback & Tier 1 ratio



Note: 1) Share repurchase programs run for 12 months from early March.



## Returning excess capital to shareholders

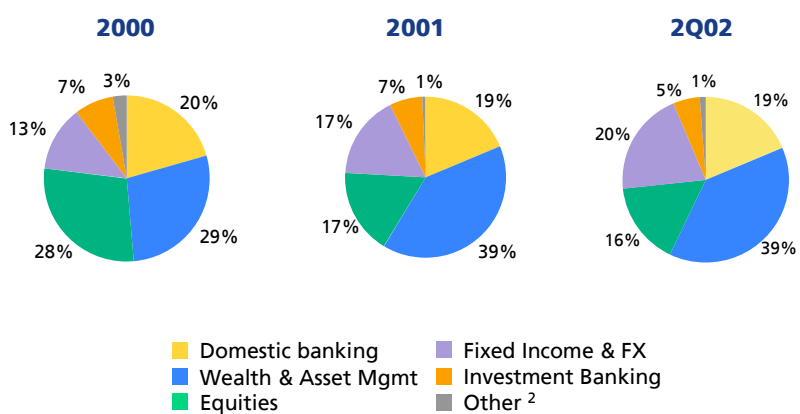


## Business unit results



## Balanced business mix

### Revenues<sup>1</sup> by operating business area

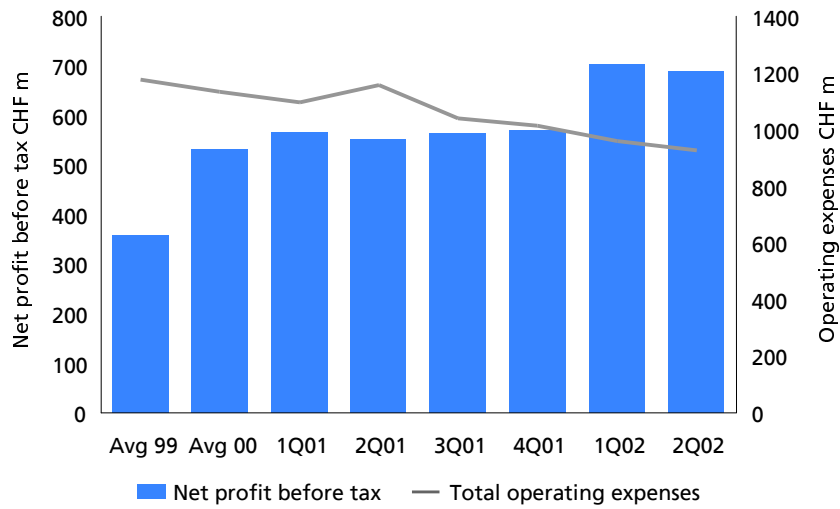


Notes:

- 1 Before credit loss expense
- 2 Corporate Center, UBS Capital & CIC Non-core Business



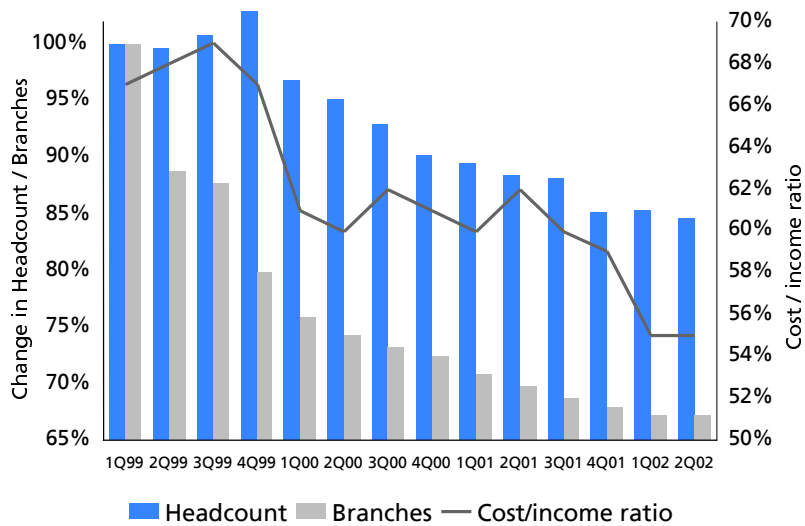
## Continued strong profitability



UBS  
Financial Services Group

PCC PB Global AM UBS-W UBS-PW

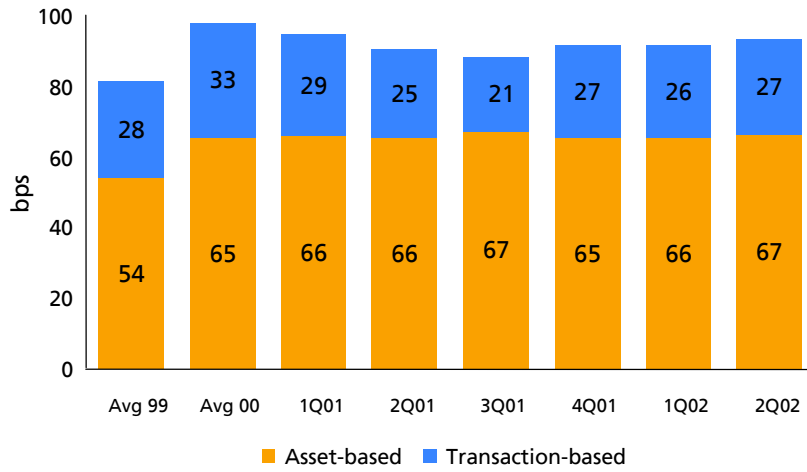
## Cost base development



UBS  
Financial Services Group

PCC PB Global AM UBS-W UBS-PW

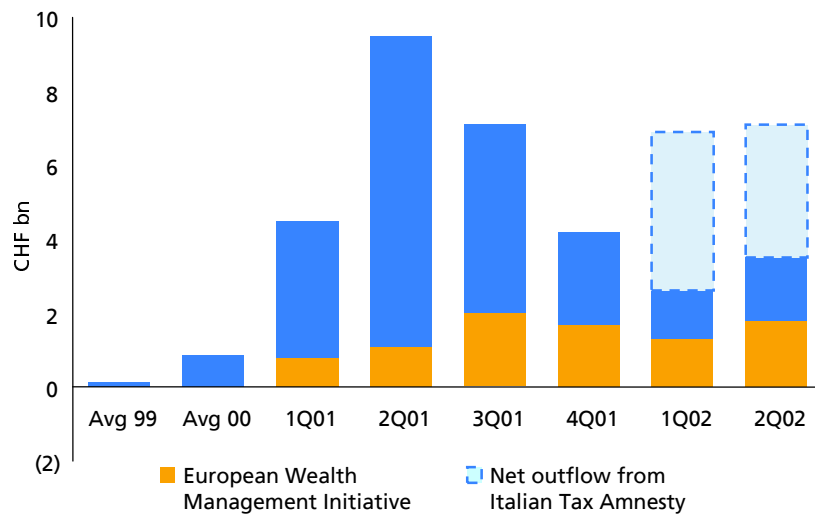
## Continued strong, stable gross margin



UBS  
Financial Services Group

PCC PB Global AM UBS-W UBS-PW

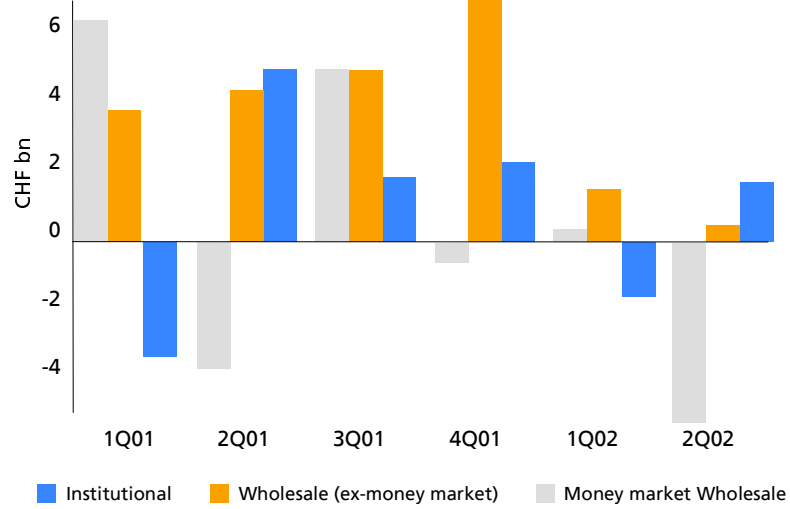
## Net new money



UBS  
Financial Services Group

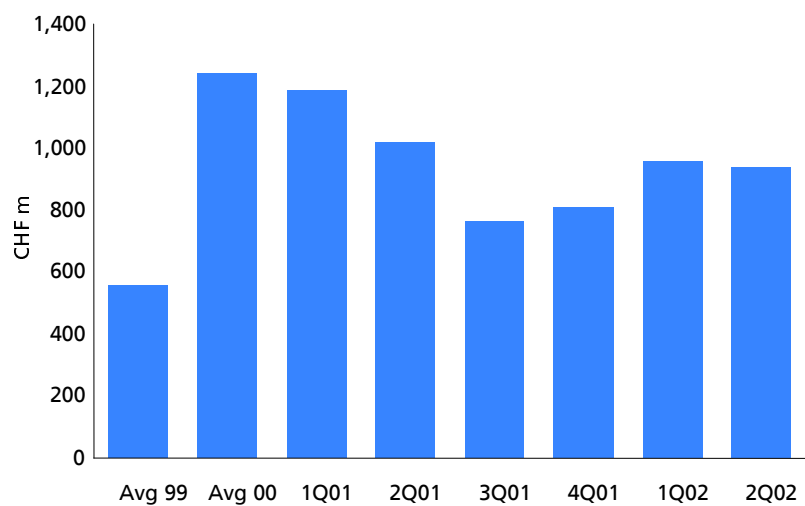
PCC PB Global AM UBS-W UBS-PW

## Net new money



## CIC: continued strong profitability

### Pre-tax profit

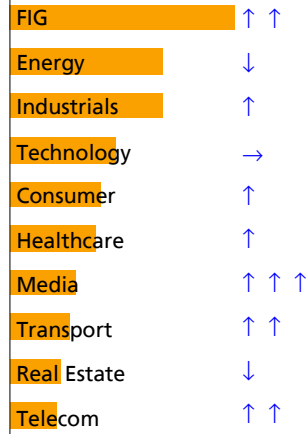


## Improving US market share

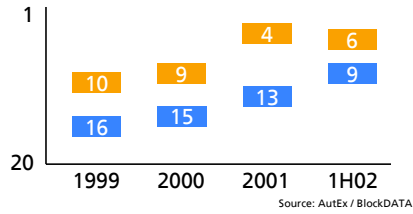
### Investment Banking

1H02 fee pool  
all sectors

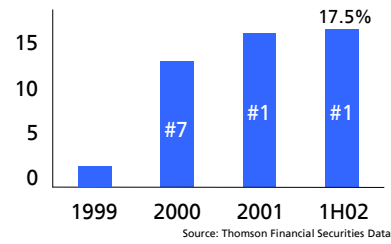
Market share  
gains '99 - 1H02



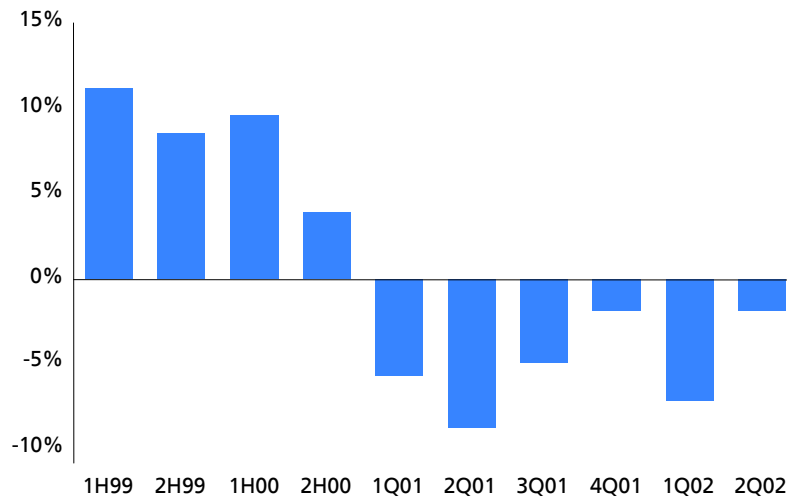
### NYSE Autex & Nasdaq Autex Rankings



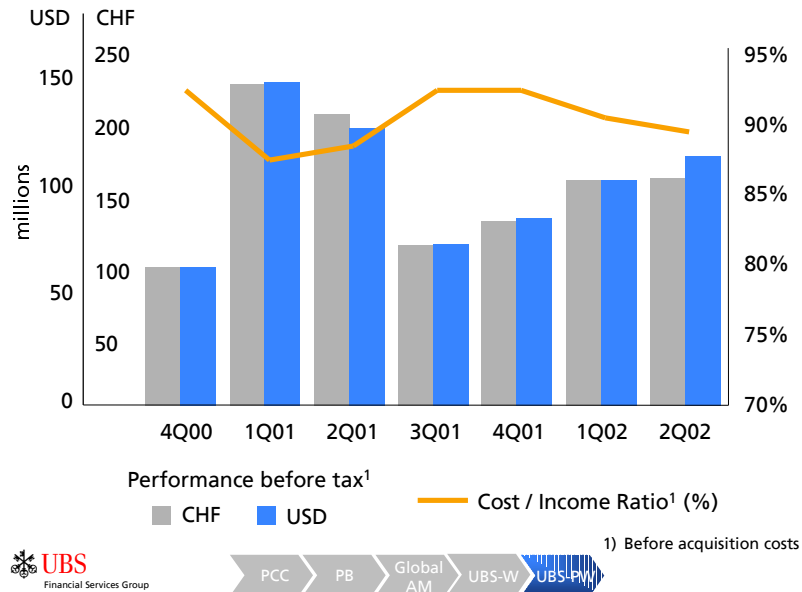
### Mortgage-backed issuance market share



## UBS Capital - relative value creation

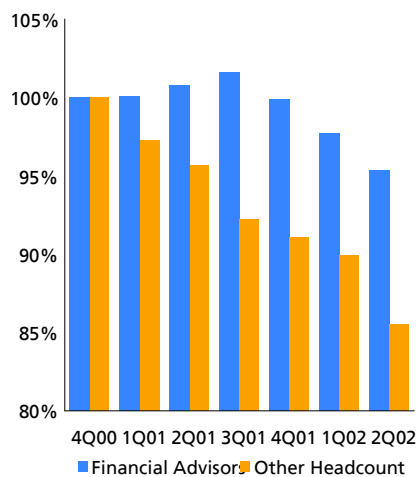


## Improving profitability

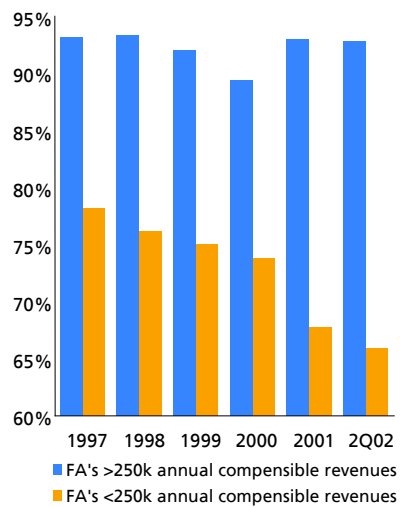


## UBS PaineWebber: headcount development

### Headcount by function

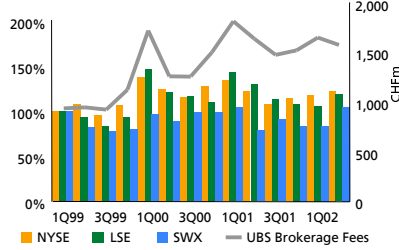


### Financial Advisor retention rates

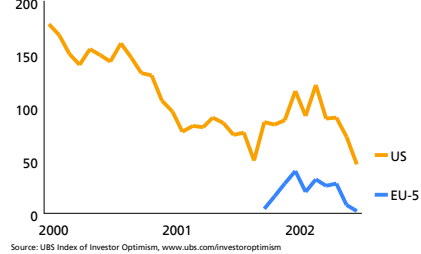


## Resilience in a difficult environment

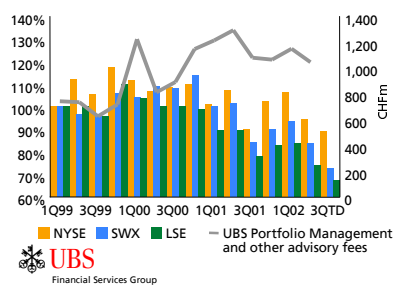
### Equity market volumes



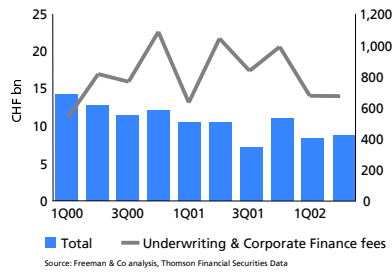
### Investor Optimism



### Equity market levels



### Fee pools



## Second Quarter Results 2002

Zurich, 13th August 2002  
 Peter Wuffli, President  
 Mark Branson, Chief Communication Officer