First Quarter Results 2004

Zurich, 4th May 2004
Peter Wuffli, Chief Executive Officer
Clive Standish, Chief Financial Officer
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 European wealth management business, 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 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 2003. 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.
A record quarter

- Operating income up **33%** y-on-y
- **82%** y-on-y net profit growth
- EPS growth of **95%** y-on-y
- **32%** RoE
- CHF **19** bn private client net new money
Net profit, quarterly

Adjusted for significant financial events

<table>
<thead>
<tr>
<th>Quarter</th>
<th>CHF m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg 1999</td>
<td>1,166</td>
</tr>
<tr>
<td>Avg 2000</td>
<td>1,251</td>
</tr>
<tr>
<td>Avg 2001</td>
<td>1,243</td>
</tr>
<tr>
<td>1Q02</td>
<td>1,574</td>
</tr>
<tr>
<td>2Q02</td>
<td>1,238</td>
</tr>
<tr>
<td>3Q02</td>
<td>1,325</td>
</tr>
<tr>
<td>4Q02</td>
<td>1,227</td>
</tr>
<tr>
<td>1Q03</td>
<td>922</td>
</tr>
<tr>
<td>2Q03</td>
<td>1,735</td>
</tr>
<tr>
<td>3Q03</td>
<td>1,923</td>
</tr>
<tr>
<td>4Q03</td>
<td>1,808</td>
</tr>
<tr>
<td>1Q04</td>
<td>2,423</td>
</tr>
</tbody>
</table>

- **Net profit after tax**
- **Net profit after tax, before goodwill**
Operating leverage with balanced growth

1Before acquisition costs
Shareholder returns

**ROE\(^1\)**

1 Year to date annualized net profit less the amortization of goodwill and other intangible assets and significant financial events (after tax)/average shareholders’ equity less dividends

**Basic EPS\(^2\)**

2 Net profit less the amortization of goodwill and other intangible assets and significant financial events (after tax)/weighted average shares outstanding

---

1999 2000 2001 2002 3M03 6M03 9M03 12M03 3M04

Avg99 Avg00 Avg01 Avg02 1Q03 2Q03 3Q03 4Q03 1Q04

0.0 0.5 1.0 1.5 2.0 2.5 3.0 2.46
Cost control across all areas

Cost / Income¹

¹ Operating expenses less the amortization of goodwill and other intangible assets and significant financial events / operating income less credit loss expense or recovery and significant financial events
² Before acquisition costs
Performance against targets

Wealth management units net new money \(^1\)

<table>
<thead>
<tr>
<th></th>
<th>WM-US</th>
<th>WM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg 00</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Avg 01</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Avg 02</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>1Q03</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>2Q03</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>3Q03</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>4Q03</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>1Q04</td>
<td>20</td>
<td></td>
</tr>
</tbody>
</table>

1 Excludes interest and dividend income

UBS
Invested assets

Quarterly trend

CHF bn

31.12.03  Net new money  Performance  Currency  31.03.04

Market performance - 1Q04

DJIA  FT-SE 100  SMI  DJ Euro Stoxx  MSCI World Bond Index  NASDAQ  EUR/CHF  USD/CHF

0%  5%  -5%
Balanced business mix

Revenues\(^1\) by operating business area

2002

- Domestic Banking: 16%
- Wealth & Asset Mgmt: 41%
- Equities: 22%
- Investment Banking: 2%

2003

- Domestic Banking: 14%
- Wealth & Asset Mgmt: 41%
- Equities: 16%
- Investment Banking: 5%

1Q04

- Domestic Banking: 17%
- Wealth & Asset Mgmt: 37%
- Equities: 12%
- Investment Banking: 4%
- Fixed Income: 5%
- Other: -2%

Numbers in graph indicate y-on-y change in absolute revenues

\(^1\) Before credit loss expense
Quality of trading revenues

1Q04 VaR and income from trading activities

Quality of trading revenue

Daily trading revenues (CHF m)

Quality of trading revenues
Cost trends

CHF m

Avg 99  Avg 00  Avg 01  Avg 02  1Q03  2Q03  3Q03  4Q03  1Q04

- Personnel
- Depreciation
- General & administrative
- Amortization of goodwill & other intangible assets

UBS
Actual credit loss expense

**WM&BB**

<table>
<thead>
<tr>
<th>quarters</th>
<th>CHF m</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q01</td>
<td>-100</td>
</tr>
<tr>
<td>2Q01</td>
<td>-50</td>
</tr>
<tr>
<td>3Q01</td>
<td>0</td>
</tr>
<tr>
<td>4Q01</td>
<td>50</td>
</tr>
<tr>
<td>1Q02</td>
<td>100</td>
</tr>
<tr>
<td>2Q02</td>
<td>150</td>
</tr>
<tr>
<td>3Q02</td>
<td>200</td>
</tr>
<tr>
<td>4Q02</td>
<td>1Q03</td>
</tr>
<tr>
<td>2Q03</td>
<td>3Q03</td>
</tr>
<tr>
<td>4Q03</td>
<td>1Q04</td>
</tr>
</tbody>
</table>

**Investment Bank**

<table>
<thead>
<tr>
<th>quarters</th>
<th>CHF m</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q01</td>
<td>-100</td>
</tr>
<tr>
<td>2Q01</td>
<td>-50</td>
</tr>
<tr>
<td>3Q01</td>
<td>0</td>
</tr>
<tr>
<td>4Q01</td>
<td>50</td>
</tr>
<tr>
<td>1Q02</td>
<td>100</td>
</tr>
<tr>
<td>2Q02</td>
<td>150</td>
</tr>
<tr>
<td>3Q02</td>
<td>200</td>
</tr>
<tr>
<td>4Q02</td>
<td>1Q03</td>
</tr>
<tr>
<td>2Q03</td>
<td>3Q03</td>
</tr>
<tr>
<td>4Q03</td>
<td>1Q04</td>
</tr>
</tbody>
</table>
Business unit results
Increasing transparency

New quarterly disclosure

- Split of **underwriting fees** between equity and debt
- Impact of **collateral holdings** on impaired loans coverage ratio
- Split of **BBS revenues** to show **interest income**
- Split of **WM-US revenues** to show **munis** impact
- New WM-US KPI: **financial advisor productivity**
Improving profitability

- Pre-tax profit (CHF m)
- Gross margin (bps)

Performance before tax
Gross margin
Net new money

CHF bn

-2 0 2 4 6 8 10 12 14 16 18

1Q01 2Q01 3Q01 4Q01 1Q02 2Q02 3Q02 4Q02 1Q03 2Q03 3Q03 4Q03 1Q04

Swiss Clients
International Clients (excluding EWM)
Net outflow from Italian Tax Amnesty

European Wealth Management business
Total Wealth Management NNM

UBS
Progress in European domestic business

**NNM, Invested assets**

- **Net new money (CHF bn)**
- **Invested assets (CHF bn)**

**Revenues**

**Invested assets by country**

- Italy
- UK
- France
- Germany
- Spain
- L&C

~CHF 11bn invested assets (expected 2Q04)
Business Banking revenues

1 Before credit loss expense
## Improving profitability

<table>
<thead>
<tr>
<th>Performance before tax (CHF m)</th>
<th>Operating income (CHF m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q01</td>
<td>150</td>
</tr>
<tr>
<td>2Q01</td>
<td>110</td>
</tr>
<tr>
<td>3Q01</td>
<td>100</td>
</tr>
<tr>
<td>4Q01</td>
<td>110</td>
</tr>
<tr>
<td>1Q02</td>
<td>120</td>
</tr>
<tr>
<td>2Q02</td>
<td>90</td>
</tr>
<tr>
<td>3Q02</td>
<td>70</td>
</tr>
<tr>
<td>4Q02</td>
<td>80</td>
</tr>
<tr>
<td>1Q03</td>
<td>90</td>
</tr>
<tr>
<td>2Q03</td>
<td>100</td>
</tr>
<tr>
<td>3Q03</td>
<td>110</td>
</tr>
<tr>
<td>4Q03</td>
<td>120</td>
</tr>
<tr>
<td>1Q04</td>
<td>130</td>
</tr>
</tbody>
</table>

**Legend:**
- Performance before tax
- Operating income
Net new money

Institutional

Wholesale intermediary

CHF bn

CHF bn

Avg 01 Avg 02 1Q03 2Q03 3Q03 4Q03 1Q04

Avg 01 Avg 02 1Q03 2Q03 3Q03 4Q03 1Q04

Money market
Non-money market
Gross margin

Money market
Non-money market
Gross margin

UBS
Improving profitability

- Operating income before credit loss expense
- Performance before tax

Bar chart showing operating income and performance trends from Avg 00 to 1Q04.
FIRC – a diversified portfolio of businesses

Revenue split

- Principal Finance & Commercial Real Estate: 18%
- Fixed Income: 29%
- FX, Cash & Collateral Trading: 23%
- Rates (including Residential Mortgages): 30%

Revenue progression

Distribution of daily revenue

Daily revenues – US$ millions

Number of days

- < (15)
- 15-0
- 0-15
- 15-30
- 30-45
- 45-60
- > 60

CHF m

0 1,000 2,000 3,000

1Q02 2Q02 3Q02 4Q02 1Q03 2Q03 3Q03 4Q03 1Q04
Equity business: #1 and gaining share

Global secondary equity commission pool and UBS market share

Source: Independent survey

UBS

Revenue Pool  UBS share  Average of next two
Strong profitability

1Before acquisition costs
Increasing productivity

Financial advisor productivity

CHF '000

1Q01 2Q01 3Q01 4Q01 1Q02 2Q02 3Q02 4Q02 1Q03 2Q03 3Q03 4Q03 1Q04
Market cross-currents

**Strong corporate earnings...**

Source: UBS. Sample of 307 major S&P 500 firms, of which 219 have reported so far.

**...Concern over Fed tightening**

US Treasuries yield curve, Bloomberg 30 April 2004

**...Volatile investor sentiment**

Source: Index of Investor Optimism, www.ubs.com/investoroptimism
First Quarter Results 2004

Zurich, 4th May 2004
Peter Wuffli, Chief Executive Officer
Clive Standish, Chief Financial Officer
Mark Branson, Chief Communication Officer