

UBS in China



China is a key market for UBS. In 1964, UBS was the first Switzerland-based bank to establish a presence in the Asia Pacific region, primarily through its wealth management business. UBS has provided corporate finance advice to Chinese enterprises since 1985.

UBS invested early in mainland China. Since 1989, its operations have expanded and now include a multi-entity domestic platform with a broad range of licenses. Its China strategy is to broaden the leadership position held by its investment bank and expand the wealth and asset management businesses by taking advantage of the opportunities that come from the ongoing wealth creation, market reform and globalization in China.

UBS is well-positioned to grow its domestic wealth management business by leveraging on both UBS (China) Limited and UBS Securities. As a leading asset manager, UBS offers a broad range of onshore and offshore investment products and capabilities. UBS consistently ranks top among international investment banks operating in China. In December 2018, UBS increased its shareholding in UBS Securities, its investment banking arm, to 51%, to become the first foreign financial institution to raise its stake and take majority control of a securities joint venture in China.

Milestones

- First foreign institution to qualify as a Qualified Foreign Institutional Investor (QFII). (2003)
- First foreign institution to hold a maximum 49% stake in a Chinese fund management company, UBS SDIC. (2005)
- Establishment of UBS Securities marks the first time that a foreign bank invested directly in a fully-licensed domestic securities firm. (2006)
- First Swiss bank to establish a wholly foreign-owned bank in China, UBS (China) Limited. (2012)
- First Qualified Domestic Limited Partner (QDLP) license-holder to receive a Private Fund Management license in China. (2017)
- First foreign bank to increase its stake to gain majority control of a securities joint venture in China. (2018)
- UBS's annual Greater China Conference is widely regarded as the region's pre-eminent China forum. (Since 2001)

History

Opening of **Wuxi Branch of UBS Business Solutions (China) Co., Ltd**

Opening of **UBS (China) Limited Shanghai Branch**

UBS (China) Limited established, converting from UBS AG Beijing Branch into a wholly foreign-owned bank

UBS Asset Management (China) Ltd established in Beijing

UBS SDIC Fund Management Co. Ltd established, fund management JV formed by UBS and State Development Investment Corporation

UBS obtained the first **QFII license**

UBS established in Asia Pacific

2016

2012

2011

2005

2003

1964

2018

2017

2015

2014

2006

2004

1989

1985

UBS AG owns 51% of UBS Securities - first international bank to increase its stake to take majority control in a China securities joint venture

UBS Asset Management granted **Private Fund Management license**

UBS Asset Management (Shanghai) officially set up as part of the Shanghai QDLP scheme

UBS (China) Limited Beijing Huamao Sub-branch established, UBS's first ground-floor presence in Asia Pacific

UBS Futures Co., Ltd established

The incorporation of **UBS Securities Co., Ltd** in December, the first time that a foreign bank invested directly in a fully-licensed domestic securities firm

Opening of **UBS AG Beijing Branch**

Representative offices opened in **Beijing and Shanghai**

Began to provide corporate finance services for Chinese companies



UBS businesses in China

UBS Securities Co., Ltd (51%-owned by UBS)

- First foreign-invested fully-licensed securities firm in China
- Businesses include: securities brokerage; securities investment consultancy; financial advisory related to securities trading and securities investment activities; securities underwriting and sponsoring; securities proprietary trading; securities asset management; distributing financial products; and margin financing.
- Shareholders include: UBS AG (51%); Beijing Guoxiang Property Management Co., Ltd (33%); Guangdong Provincial Communication Group Co., Ltd (14.01%); and China Guodian Capital Holdings Ltd (1.99%).
- Headquartered in Beijing, with a presence in Shanghai, Shenzhen and Guangzhou
- Owns 100% of UBS Futures Co., Ltd

UBS SDIC Fund Management Co Ltd (49%-owned by UBS)

- Engaged in domestic mutual funds and trust advisory, Qualified Domestic Institutional Investors (QDII), Qualified Foreign Institutional Investors (QFII) and RQFII schemes
- Operates two subsidiaries: UBS SDIC Capital Management Co., Ltd, offering special-purpose asset management services; and UBS SDIC Asset Management (HK) Co., Ltd, offering advisory services to QFII clients
- Headquartered in Shanghai, with presence in Beijing, Guangzhou, Shenzhen and Hong Kong

UBS (China) Ltd (100%-owned by UBS)

- Locally incorporated wholly-owned foreign bank, focusing on wealth management
- Headquartered in Beijing, opened Beijing Huamao Sub-branch in 2014 and Shanghai Branch in 2016

UBS Futures Co., Limited (100%-owned by UBS Securities)

- Offers both trading and clearing brokerage services of all China-listed futures products to domestic institutional investors, and the same services of international futures products such as crude oil futures and iron ore futures to global investors
- Located in the Shanghai Free Trade Zone

UBS Asset Management (China) Ltd (100%-owned by UBS)

- Engaged in domestic non-securities equity investment management and advisory services
- Located in Beijing

UBS Asset Management (Shanghai) Ltd (100%-owned by UBS)

- Offers private funds/mandates for onshore fixed income, equity, and multi-asset private funds with Private Fund Management license.
- Set up in the Shanghai Free Trade Zone

UBS Business Solutions (China) Co., Ltd (100%-owned by UBS)

- Provides solutions to all UBS business globally
- Operates in Shanghai, Beijing and Wuxi