

Wealth Management

APAC Factsheet

Awards and achievements



Best Private Bank Overall in APAC (Euromoney 2018)
 Outstanding Global Private Bank APAC (Private Banker International 2017)
 Top spot on AUM League Table (Asian Private Banker 2017)
 10 awards of distinction (Asian Private Banker 2017)

Recently in APAC

With over 50 years of experience in APAC, UBS is Asia's No. 1 Wealth Manager with invested assets of over CHF 387 billion. To expand our footprint, we entered into a joint venture with Qianhai Financial Holdings Co., Ltd. in 2017 to become the first international wealth manager to establish a presence in the Qianhai free trade zone. We also launched our globally unified One Wealth Management Platform in 2017 in Hong Kong and Singapore, delivering scalability and customized advice for clients. Our footprint in Asia is extensive, and our commitment to the region is robust, with 12 wealth management offices in 10 locations across Asia as well as three trading outlets in Beijing, Shanghai and Guangzhou offering wealth management services. With our strong onshore presence and leading market position in key markets, we are well placed to serve international and domestic clients in the region.

Overview of businesses

Investment Platforms and Solutions (IPS)

Provides a full range of financial offerings across all asset classes aligned to the client's investment focus.

Chief Investment Office (CIO)

Our leading research team draws upon financial market analysis from investment specialists to curate a single investment view and strategy.

Global Family Office (GFO)

A global joint venture between IB and WM focusing on family offices with institutional-like profiles and requirements.

Key strengths



Our people

- We have longstanding senior management, who have an average tenure of more than 20 years with UBS.
- With more than 1,000 client advisors and more than 2,500 employees in WM APAC, UBS attracts, trains, and retains the best people.



Experience & coverage

- As a truly global business, we have unique global scale and insights, and provide our clients with broad access, diversified global products and services and a multi-shore offering.
- UBS covers half of the world's billionaires, and the three out of every five Asian billionaires.



Client focus

- We offer One Firm capabilities, leveraging our WM, IB, and AM divisions to provide customized solutions for clients.
- Our EVOLVE - UBS Centre for Design Thinking & Innovation in Singapore and Digital Hub in Hong Kong show our dedication to improving client focus.

Our clients

We are the global leader in wealth management for private clients, serving ultra high net worth (UHNW) and high net worth (HNW) clients.

Client Segment:

- HNW > USD 2 million in investible assets
- UHNW > USD 50 million in investible assets

Senior management

Edmund Koh

Head of WM APAC Singapore

Amy Lo

Chairman and Head of WM Greater China Hong Kong

August Hatecke

Head of WM Southeast Asia Singapore

Ravi Raju

Head of Global UHNW APAC Singapore

Anurag Mahesh

Head of GFO APAC Singapore

Jean-Claude Humair

Head of IPS APAC Hong Kong

Min Lan Tan

Head of CIO APAC Singapore

For more information, go to:
ubs.com/wealth-management

Committed to Asia Pacific
for more than **50 years.**

UBS Wealth Management factsheet

This factsheet has been prepared by UBS AG

© UBS 2018. The key symbol and UBS are among the registered and unregistered trademarks of UBS. All rights reserved.

