

# Bank of America Merrill Lynch Financials Conference

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## Cautionary statement regarding forward-looking statements

This presentation contains statements that constitute "forward-looking statements", including but not limited to management's outlook for UBS's financial performance and statements relating to the anticipated effect of transactions and strategic initiatives on UBS's business and future development. While these forward-looking statements represent UBS's judgments and expectations concerning the matters described, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from UBS's expectations. These factors include, but are not limited to: (1) future developments in the markets in which UBS operates or to which it is exposed, including movements in securities markets, credit spreads, currency exchange rates and interest rates; (2) the effect of the current economic environment or other developments on the financial position or creditworthiness of UBS's customers and counterparties; (3) changes in the availability of capital and funding, including any changes in UBS's credit spreads and ratings; (4) the outcome and possible consequences of pending or future actions or inquiries concerning UBS's cross-border banking business by tax or regulatory authorities in the United States and other jurisdictions; (5) the degree to which UBS is successful in effecting organizational changes and implementing strategic plans, including the recently announced cost reductions, and whether those changes and plans will have the effects intended; (6) UBS's ability to retain and attract the employees that are necessary to generate revenues and to manage, support and control its businesses; (7) political, governmental and regulatory developments, including the effect of more stringent capital requirements and the possible imposition of additional legal or regulatory constraints on UBS's activities; (8) changes in accounting standards or policies, and accounting determinations affecting the recognition of gain or loss, the valuation of goodwill and other matters; (9) limitations on the effectiveness of UBS's internal processes for risk management, risk control, measurement and modeling, and of financial models generally; (10) changes in the size, capabilities and effectiveness of UBS's competitors; (11) the occurrence of operational failures, such as fraud, unauthorized trading and systems failures; and (12) technological developments. In addition, actual results could depend on other factors that we have previously indicated could adversely affect our business and financial performance which are contained in our past and future filings and reports, including those filed with the SEC. More detailed information about those factors is set forth in documents furnished by UBS and filings made by UBS with the SEC, including UBS's restated Annual Report on Form 20-F/A for the year ended 31 December 2008. UBS is not under any obligation to (and expressly disclaims any obligation to) update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise.

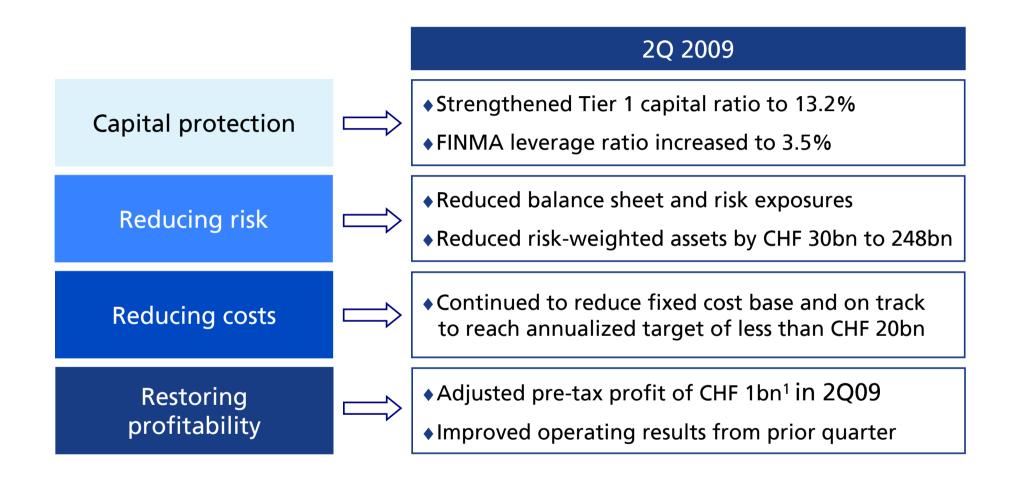


#### SECTION 1

## Overview



## Stabilized financial position



<sup>1</sup> Reported pre-tax result, a loss of CHF 1.3bn was adjusted for own credit losses of CHF 1.2bn, restructuring charges of CHF 0.6bn and a goodwill impairment charge of CHF 0.5bn related to the announced sale of UBS Pactual.



### Recent developments

- Settlement of US cross-border tax case announced on 19 Aug
  - No payment by UBS
  - Expectation is that information concerning approximately 4,450 accounts will be provided to the Swiss Federal Tax Administration
- The Swiss Confederation exited its investment in UBS
  - The placement of 332.2 million UBS shares from the conversion of MCNs was successfully completed on 20 Aug
  - The Confederation sold its future MCN coupon payments back to UBS for cash
- Further credit spreads tightening
  - As a result, losses on own credit expected in 3Q09
- Further risk reductions and risk-weighted assets decrease
- Covered bonds program completed
  - The bonds are covered by a part of UBS's Swiss mortgage portfolio and will provide UBS with a source of medium to long term financing (i.e. with terms of three and more years) at favorable conditions, further strengthening its broad financing base



#### SECTION 2

Key regulatory debates



## Key regulatory debates

**FINMA** 

Basel II Com & Central bankers

G20

Other Swiss concerns

International concerns

Higher Capital cushion

Improving quality of Tier 1

Capital /Leverage / Liquidity

SNB: Too big to fail

Local liquidity requirements

Leverage ratio<sup>1</sup>

Harmonize Leverage ratio Cross border banks

Pay/

Governance

Deposit insurance

Liquidity

Funding Liquidity

Across the

cycle credit

buffers

Co-ordinated regulation

Market risk framework<sup>1</sup>

Co-ordinated acc'ting standards

## Proposed regulatory changes: poor co-ordination

**Duplication and conflicting demands** 

Timescales not aligned: Switzerland moving faster

No proper analysis of the economic consequences

Credit crunch for Switzerland?

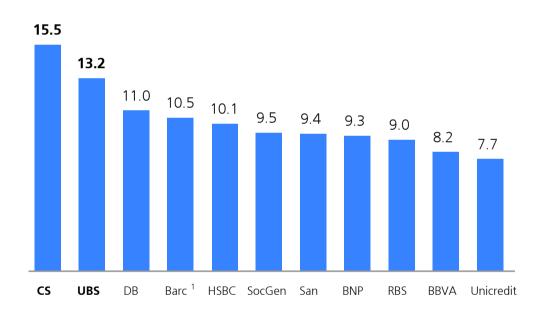
Impaired competitiveness of global banks?

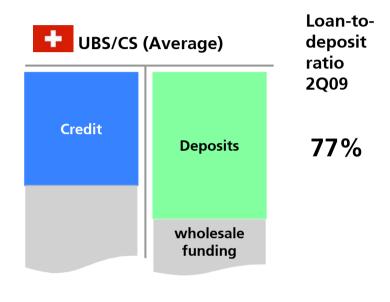


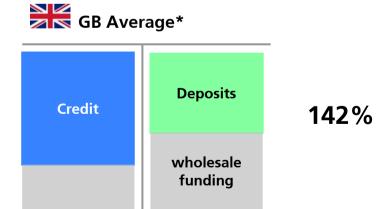
## Global competitiveness comparison

Deposit insurance costs increase funding costs, encouraging use of wholesale funding, increasing funding risks.

Tier 1 Capital Ratio (per 30.6.09): Basel II reporters







Source: Companies reporting; Barc – Barclays, BNP – BNP Paribas, CS – Credit Suisse, DB – Deutsche Bank, RBS – Royal Bank of Scotland, San – Santander, SocGen – Societe Generale

1 As reported, pro-forma tier 1 ratio taking into account the effects of sale of the Barclays Global Investors was 11.7%



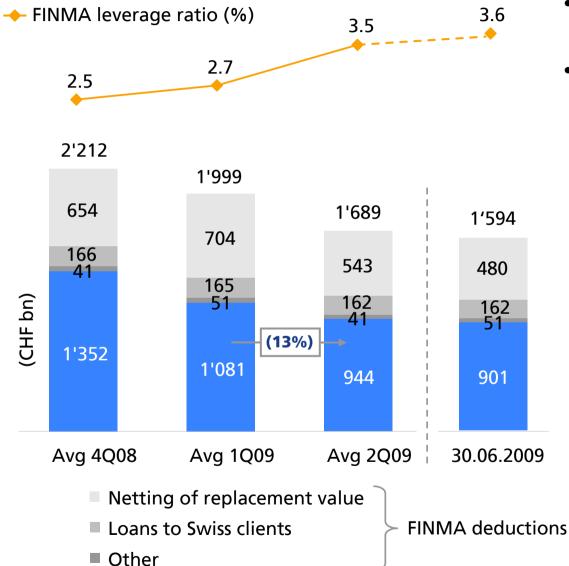
## Regulatory capital – 2Q09

	Tier 1 capital	BIS RWA	Tier 1 ratio	Total capital	Total ratio
CHF billion					
31.03.09	29.2	278	10.5%	41.0	14.7%
Net P&L attr. to shareholders	(1.4)			(1.4)	
Net P&L not eligible for capital	1.2			1.2	
Share placement	3.8			3.8	
Other <sup>1</sup>	(0.2)			(0.2)	
Risk-weighted assets		(30)			
Impacts on Tier 2 capital			<b>\</b>	(0.5)	<b> </b>
30.06.09	32.6	248	13.2%	43.9	17.7%
			<b>+</b>		<b>+</b>
Pro-forma for announced UBS Pactual sale	33.6	245	13.7%	44.9	18.3%
			<b>+</b>		<b>+</b>
Pro-forma for MCN coupons buyback <sup>2</sup>	32.2	245	13.2%	43.5	17.7%

<sup>1</sup> includes effects of goodwill CHF 0.7bn, accrual for MCN coupons (CHF 0.5bn), own shares (CHF 0.3bn) and other (CHF 0.1bn) are approx. CHF 1.4 bn capital impact consists of approx. CHF 1.8 bn coupon consideration less approx. CHF 0.4 bn of charges that UBS had already accrued until end 2009.

### FINMA leverage ratio

Adjusted assets

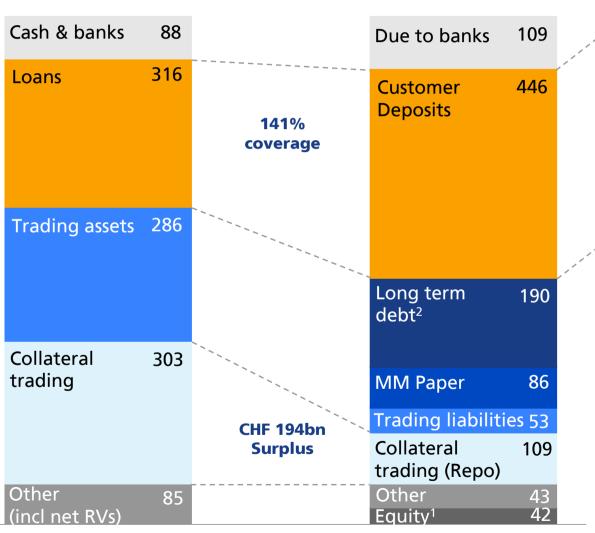


- Average adjusted assets decreased by CHF 137bn or 13% during 2Q09
- Pro-forma leverage ratio of 3.6% using:
  - 2Q09 ending adjusted assets of CHF 907bn
  - CHF 32.2bn of Tier 1 capital taking into account effects of announced sale of UBS Pactual and Swiss Govt MCN conversion and coupon buyback



## UBS Balance Sheet Funding 2Q09

Asset funding, 30 June, 2009 (CHF bn)



Liabilities & Equity



- 1. Including equity attributable to minority interests
- 2. Including Financial Liabilities at Fair Value

**Assets** 

**Customer deposits** 

126

160

109

52

Time deposits

**Retail savings** 

Demand

deposits

/ deposits

**Fiduciaries** 



