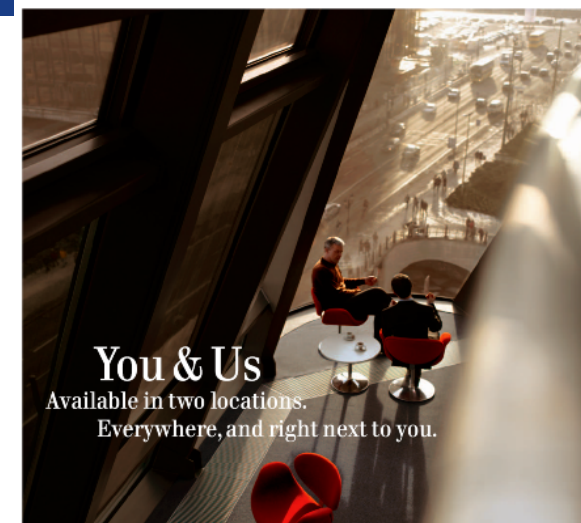


# UBS Product Day – Zurich Products & Services

Michael Weisberg, Global Head of Investment Solutions  
Martin Dunnett, Global Head of Private Equity



June 1, 2006

# Investment Solutions ("IS") - our vision

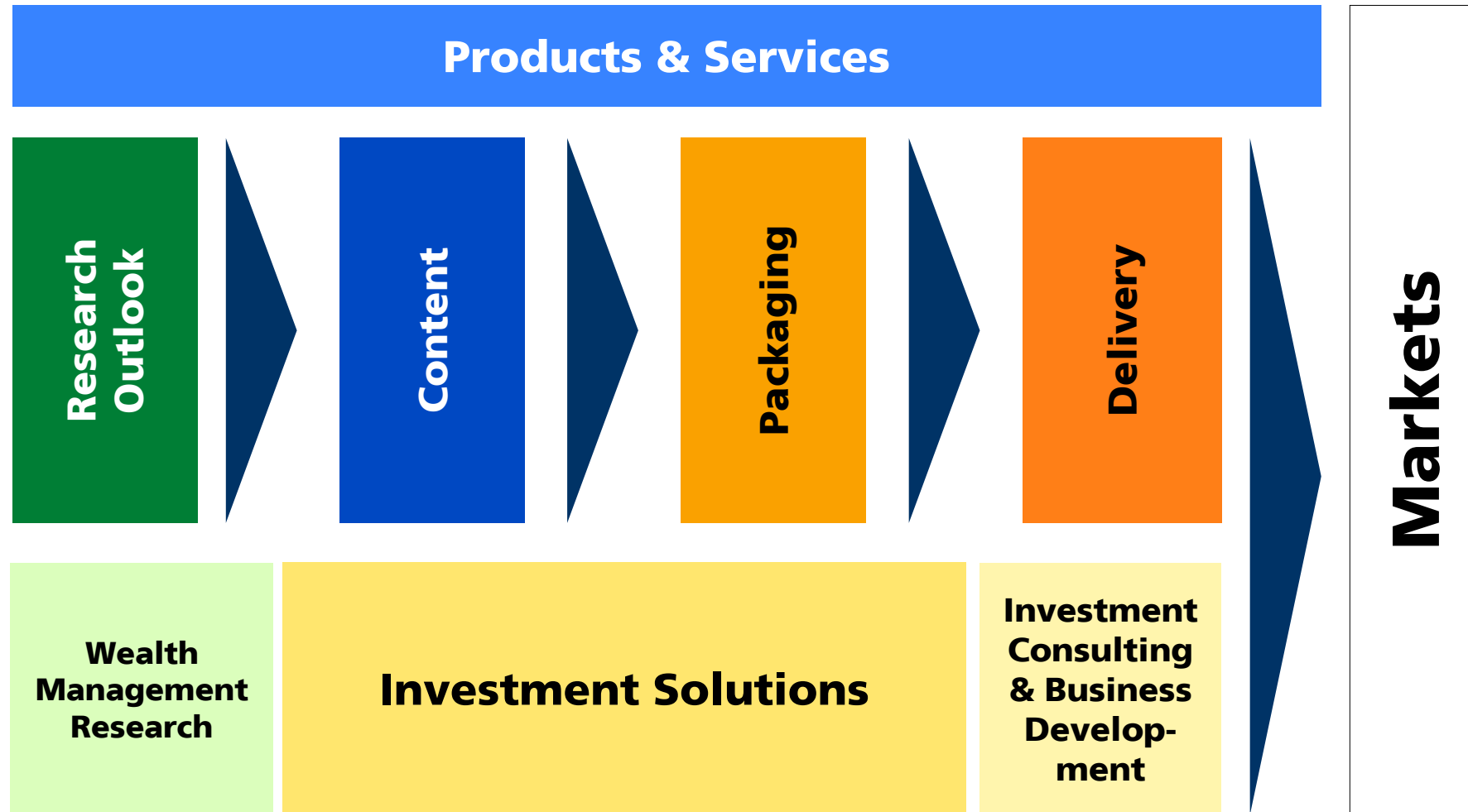
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Be the leader in providing holistic private wealth solutions

- ◆ Products are a means to an end — not an end to themselves
- ◆ Provide clients with access to best-in-class content
- ◆ Continuously create win-win opportunities — for our clients and for UBS
- ◆ Be the top-quality provider for our partners and for our clients

# Our vision & process

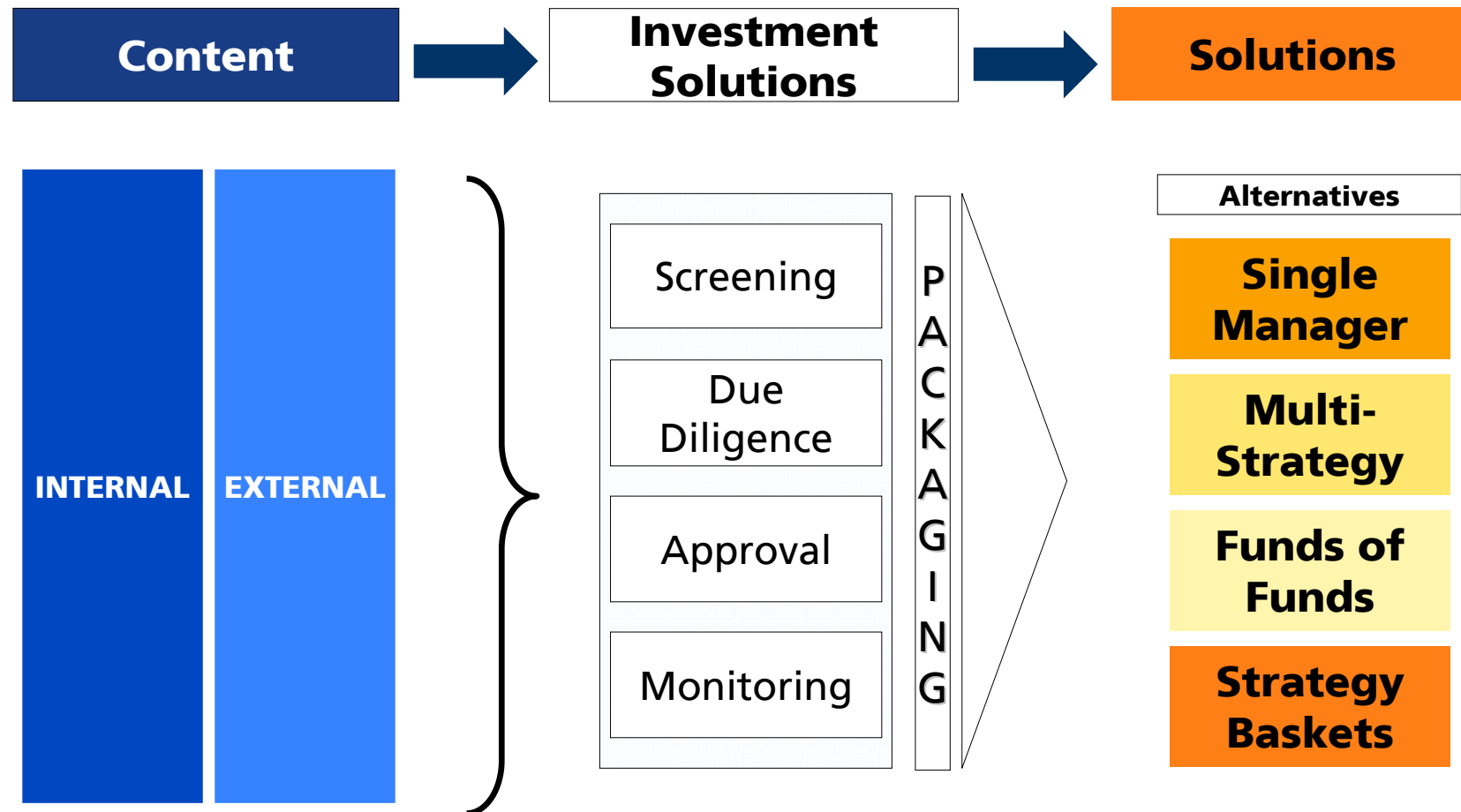
We want to be the leader in providing holistic private wealth solutions ...



... by aligning ourselves to support our client advisors and to deliver the UBS Client Experience

# Delivering the process

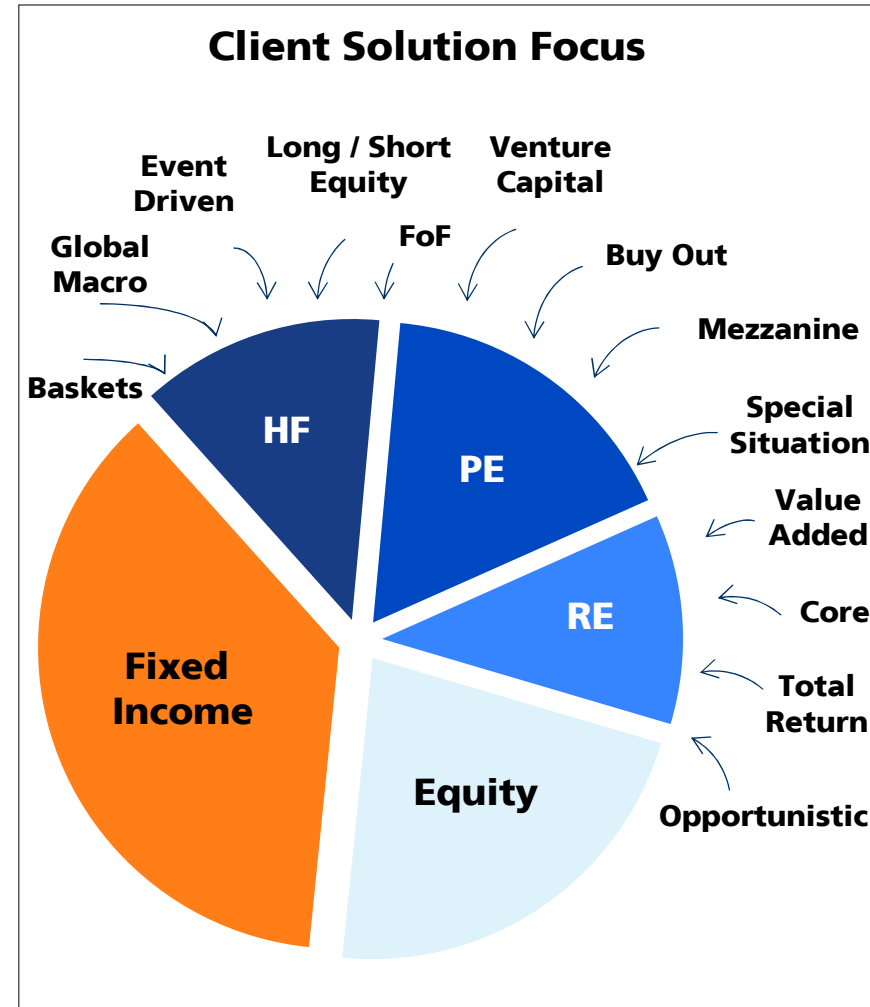
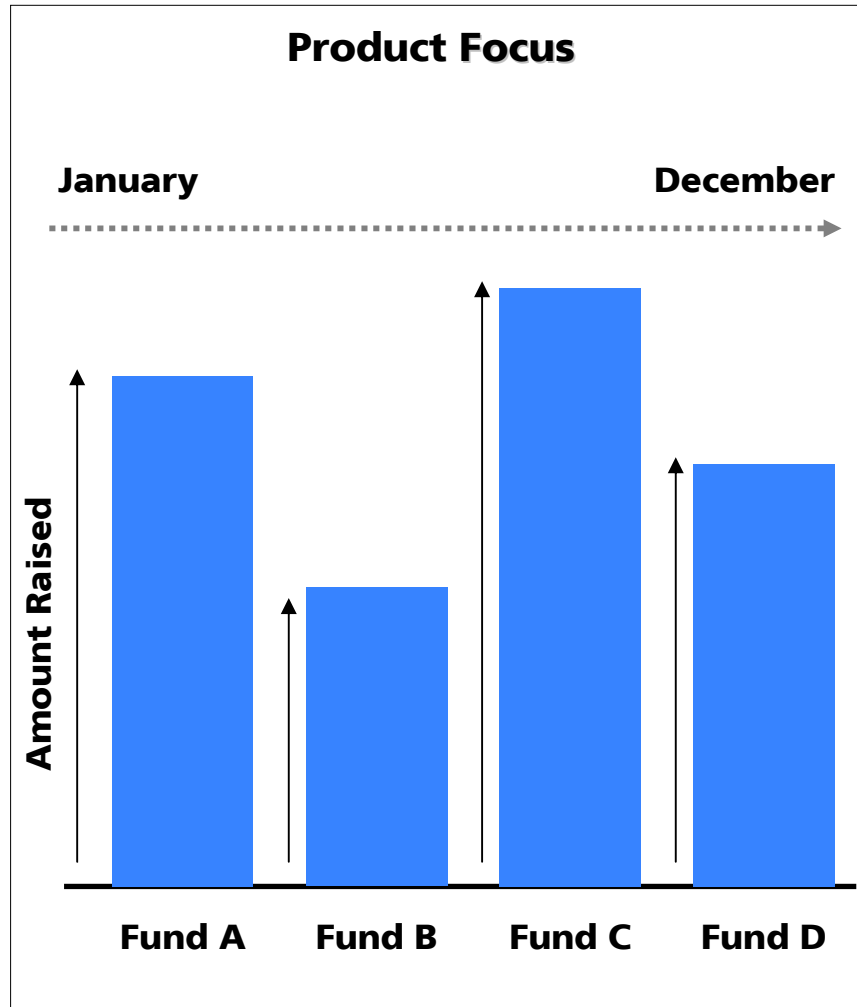
Through thoughtful and comprehensive analysis ...



... IS draws from both internal & external offerings to deliver holistic solutions to our clients

# Products vs. solutions

In order to truly drive holistic wealth management ...



... we must move from an individual raise-up approach to objective asset navigation on behalf of our clients

# IS Offering 2006

## The IS program shelf in Switzerland ...

IS Programs							IS Modules
<b>Discretionary</b>						<b>Advisory</b>	Equities
							- UBS Access SICAV
Managed Accounts Programs						Advisory Accounts Programs	Real Estate
							- Vintage Series - Investment Circles - Syndications
<b>Absolute Return</b>		<b>Relative Return</b>				<b>Relative Return</b>	Private Equity
Absolute Return	Choice Investment Portfolio	Managed Fund Portfolio	Portfolio Management	Managed Investment Portfolio	Special Investment Portfolio	Choice Investment Portfolio	Active Advisory
- UBS Absolute Return - GAM AR	- CHIP ARB - CHIP DAS 1 - CHIP DAS 2	- Classic Plus - World - UBS Select - UBS Select ER - UBS Select Plus	- Classic Plus - Classic ER - GAM PM	- MIP - MIP ER	- SIP - SIP ER	- CHIP GA	- ALPES - STRIPES - SELECT
						- Active Portfolio Supervision - Active Portfolio Advisory	

... designed to meet our clients' needs

# The use of Hedge Funds in client portfolios

A careful build-up of the HF offering is the key to success ...

		2002 / 2003	2004	2005
Discretionary	PM / MFP Mandates	◆ Hedge Funds with 5% allocation	◆ Hedge Funds increase to 10%	◆ Hedge Funds increase to 15%
	AR Mandates		◆ Launch with 35% for Defensive mandate and 30% for Aggressive mandate	
	MIP Mandates			◆ Hedge Funds allocation of 15%
Advisory	APA / APS Mandates		◆ Hedge Funds increase to 10%	◆ Hedge Funds increase to 15%
	Outside Mandates	The current approved universe consists of nearly <b>70</b> HF vehicles		

Notes:

PM = Portfolio Management, MFP = Managed Fund Portfolio, AR = Absolute Return, MIP = Management Investment Portfolio, APA = Active Portfolio Advisory, APS = Active Portfolio Supervision

... and to deriving sustainable solutions

# IS inter-relationships

We work very closely with other areas

## Investment Bank

Some key points:

- ◆ IS is recognized by IB as one of their biggest clients
- ◆ Targeted trading volume for 2006 is 500'000 trades/day
- ◆ Global Property Fund (GPF)



## Investment Solutions



## Global Asset Management

Some key points:

- ◆ UBS Multi Manager Access for MFP
- ◆ UBS Bond Strategy Certificates in discretionary mandates
- ◆ UBS Absolute Return



## IT and Operations

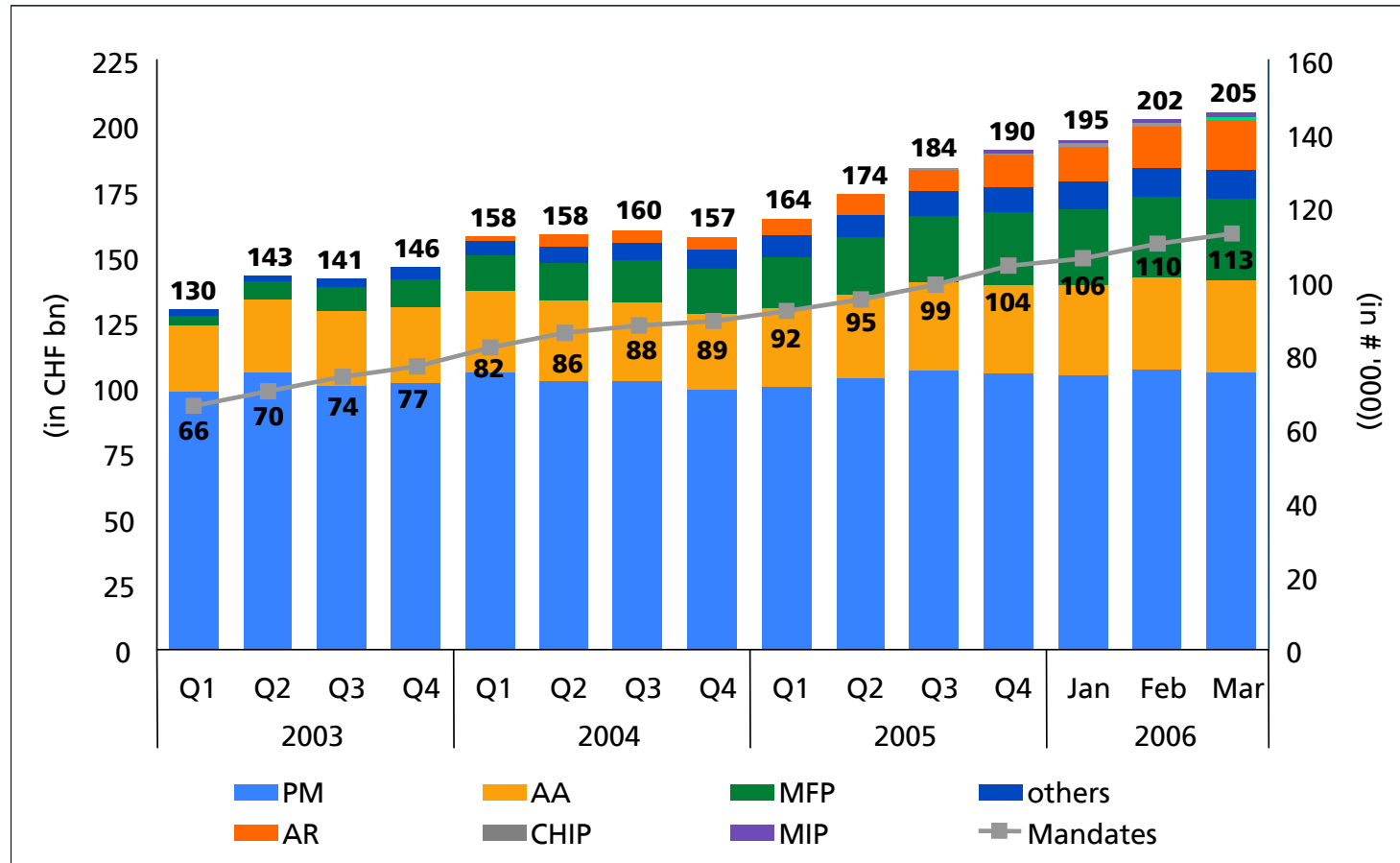
Some key points:

- ◆ New technical solution for the pricing of funds was implemented in Nov 2005
- ◆ A central funds database is to be established and implemented
- ◆ Implementation of a process for redemption fees



# IS Switzerland – assets & mandates by program

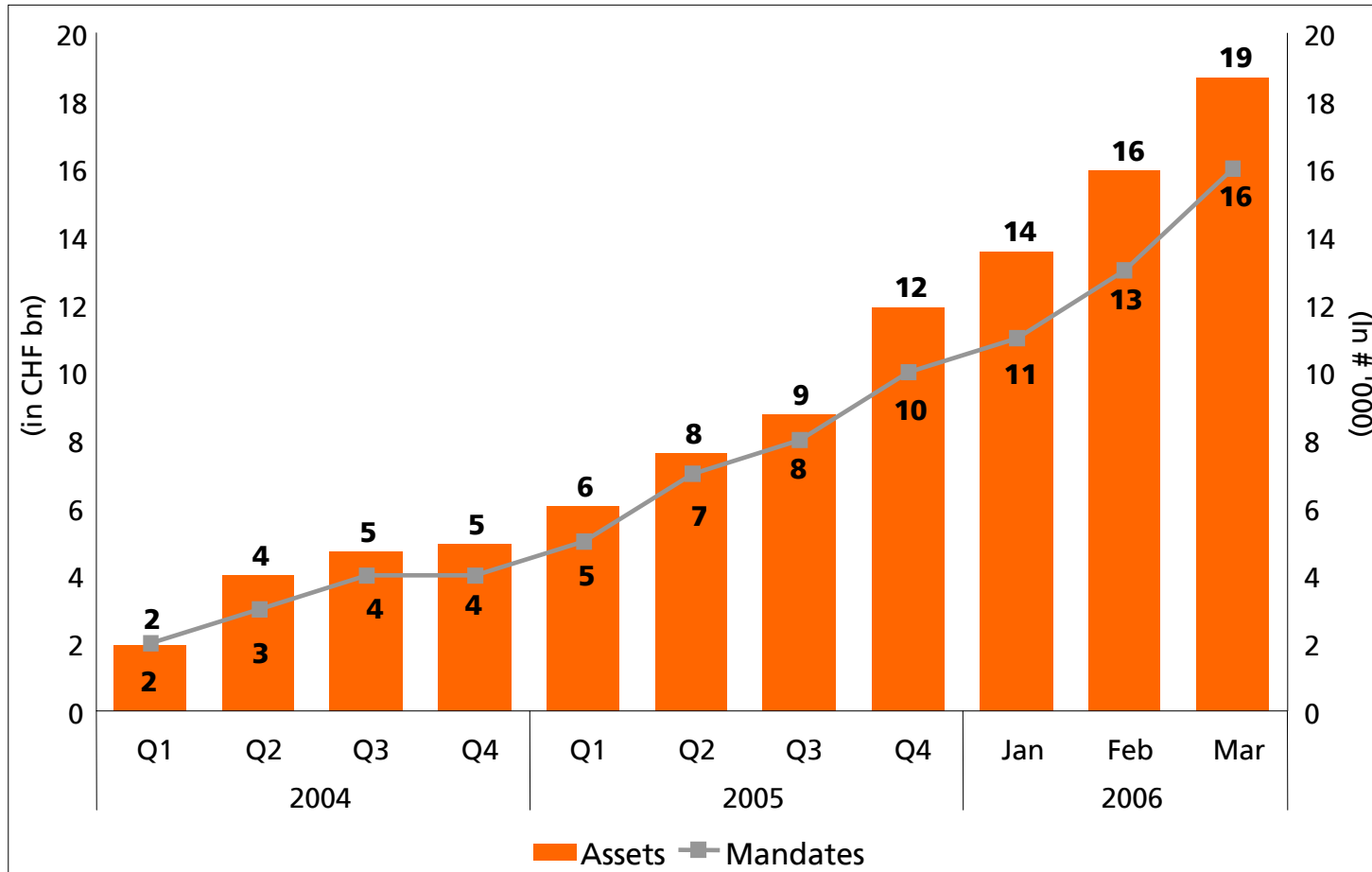
## Assets booked in Switzerland



Since 2003, assets have increased by nearly 60% and mandates are close to 115'000

# UBS Absolute Return ("AR") – assets booked in Switzerland

Launched in 2004...



... UBS AR has been a true success story

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# Private Equity

# Our private equity offering

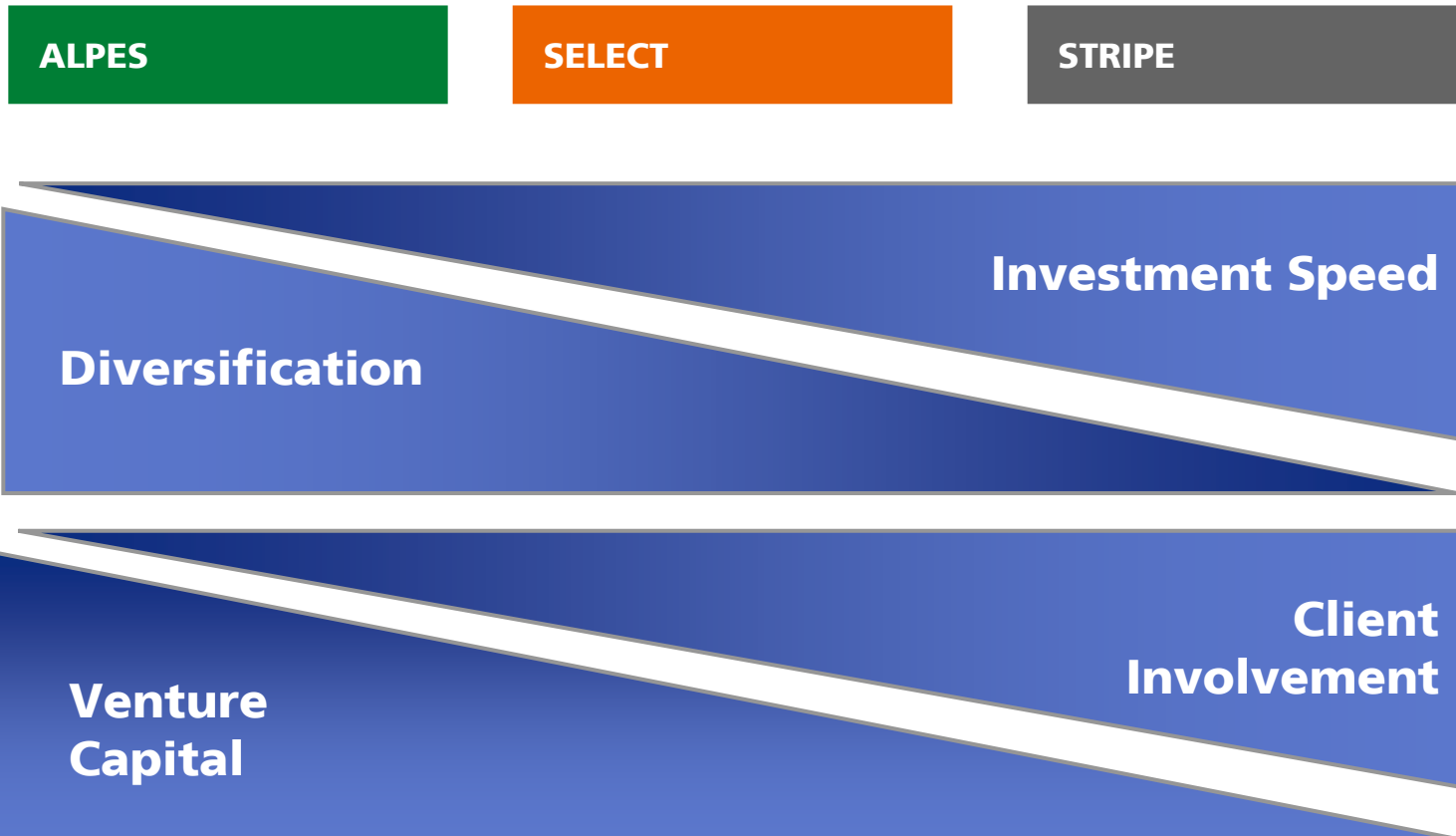
	ALPES	SELECT	STRIPE
Description	<p><b>Fund-of-Funds (FoF)</b></p> <ul style="list-style-type: none"> <li>Unique access to top quartile Private Equity FoF managers with substantial track records, otherwise closed to new investors</li> <li>Adams Street Partners (core investment)</li> <li>Reduced min. investment USD 250'000</li> </ul>	<p><b>Basket (Single Manager Funds)</b></p> <ul style="list-style-type: none"> <li>LBO, growth capital and special situations (incl mezzanine and distressed) exposure</li> <li>Single Vintage program</li> <li>Geographic diversification in US, Europe and Asia</li> <li>Funds selection/due diligence exclusively by Adams Street Partners for UBS GWM</li> <li>Min. investment USD 250'000</li> </ul>	<p><b>Single Manager Funds (SMF)</b></p> <ul style="list-style-type: none"> <li>Access to leading single manager funds in the industry</li> <li>Reduced min. investment of Euro 200'000/USD 250'000 (access outside STRIPE programs would require a minimum investment of at least USD 10m)</li> </ul>
Clients	<ul style="list-style-type: none"> <li>&gt;USD 5m invested assets</li> <li>Long-term investment horizon</li> <li>Focused investment-style with reduced liquidity need</li> </ul>	<ul style="list-style-type: none"> <li>HNWI &amp; KeyClients diversified private equity portfolio</li> <li>Long-term investment horizon</li> <li>Focused investment-style with reduced liquidity needs</li> </ul>	<ul style="list-style-type: none"> <li>KeyClients with diversified private equity portfolio</li> <li>Long-term investment horizon</li> <li>Focused investment-style with reduced liquidity needs</li> </ul>

... to match clients risk/return aspirations

# Helping the client choose the right mix

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## 4 factors to take into account



# Our value proposition

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- ◆ Leading client advisor training and education capabilities
- ◆ Assisted sales process ("tandem sales")
- ◆ Leading industry insight
- ◆ Best in class access to private equity managers
- ◆ Advice on portfolio construction
- ◆ A range of products to meet a broad spectrum of risk appetites
- ◆ Fair and competitive product pricing for clients
- ◆ To date outstanding performance / comprehensive quarterly reports

**... is standing up to any other PE offering in the industry**

# An example

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## ALPES 2004

- ◆ Product was developed in Summer 2003 and launched in October
- ◆ Training of Client Advisors:
  - 6 roadshows
  - 4 KeyClient roundtables
  - 5 evening events
  - 439 people presented to at formal events
  - 386 additional Client Advisor meetings
- ◆ Introduction to clients:
  - 73 individual client meetings
  - 100 Client Advisors subscribed 183 tickets, with an average subscription of USD 523'000
  - 38 Client Advisors collected subscriptions > USD 1m
- ◆ And then monitored:
  - After 2 years into the investment period and 3 capital calls (40% drawn), the program shows good returns and a first distribution

**... successful placing of USD 100m into ASP 2004/2005**

# Questions...

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