

# *First* quarter 2011 results



# 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. Additional information about those factors is set forth in documents furnished or filed by UBS with the US Securities and Exchange Commission, including UBS's financial report for first quarter 2011 and UBS's Annual Report on Form 20-F for the year ended 31 December 2010. 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.



# 1Q11 highlights

CHF 1.8 billion net profit attributable to shareholders

Diluted EPS CHF 0.47; return on equity 15.5%

Over CHF 20 billion net new money for the Group; CHF 11.1 billion for Wealth Management

CHF 1.0 billion pre-tax profit excluding own credit<sup>1</sup> for the Investment Bank

CHF 1.8 billion FICC revenues; significant contribution from credit trading

Wealth Management revenues up 7% on increased client activity and higher interest income

Wealth Management gross margin improved to 98 basis points

CHF 111 million pre-tax profit for Wealth Management Americas

Tier 1 capital ratio increased to 17.9% and core tier 1 capital ratio to 15.6% (Basel 2)

Balance sheet down 2%; risk-weighted assets increased 2% to CHF 203 billion



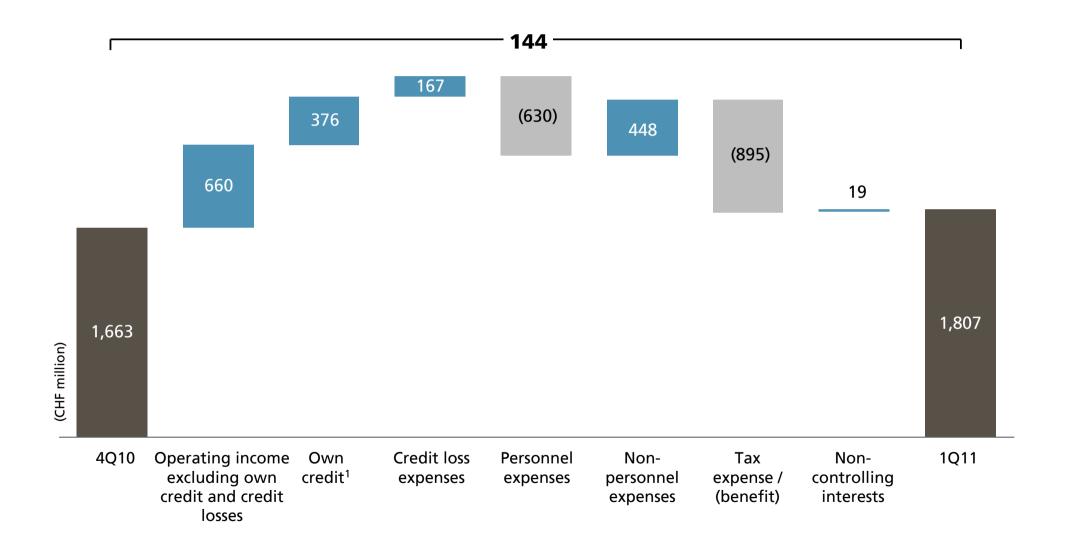
# 1Q11 – performance by business division

(CHF million)	WM&SB	WMA	Global AM	IB	CC	UBS
Income	2,891	1,346	496	3,577	163	8,473
Credit loss (expense) / recovery	2	1		1	(1)	3
Own credit <sup>1</sup>				(133)		(133)
Total operating income	2,893	1,347	496	3,445	163	8,344
Personnel expenses	1,285	1,005	259	1,871	(13)	4,407
Non-personnel expenses	559	231	113	740	60	1,703
Total operating expenses	1,844	1,236	373	2,610	46	6,110
Pre-tax profit / (loss) <sup>2</sup>	1,049	111	124	835	116	2,235
Tax expense / (benefit)						426
Net profit from continuing ope	erations					1,809
Net profit from discontinued oper	ations					0
Net profit attributable to non-con	trolling interests					2
Net profit attributable to UBS	shareholders					1,807
Diluted EPS (CHF)						0.47

Headcount (FIE) 27,542 16,234 3,789 17,628 203 <b>65,39</b>	Headcount (FTE)	27,542	16,234	3,789	17,628	203	65,396
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# Net profit attributable to shareholders 1Q11 vs. 4Q10

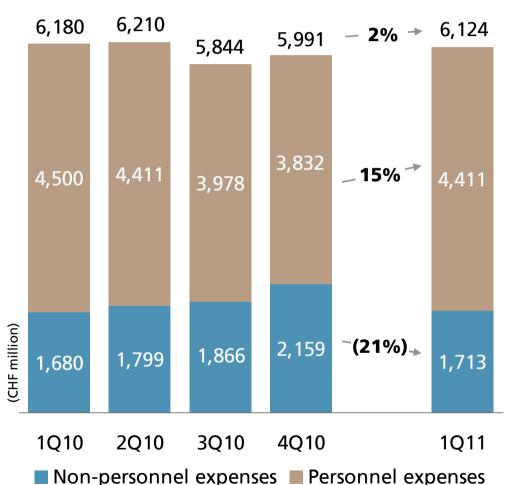




# 1Q11 operating expenses

### Higher personnel expenses more than offset reduced litigation provisions

#### Operating expenses (adjusted)<sup>1</sup>



- Personnel costs comparable to 1Q10 levels
  - 1Q11 personnel expenses include CHF 467 million related to the amortization of bonus awards granted in prior periods
  - Annual salary increases (effective 1 March) will have a greater impact in 2Q11
- Non-personnel costs decreased 21%
  - Litigation provision charges decreased to CHF 107 million from CHF 270 million
  - 4Q10 included a CHF 40 million charge to reimburse the Swiss Government for costs incurred in connection with the US crossborder matter
  - Lower professional fees and marketing costs
  - Lower depreciation of IT equipment

<sup>4</sup>Q10: personnel restructuring charges CHF 13 million credit, non-personnel restructuring charges CHF 8 million credit, UK Bank Payroll Tax CHF 42 million credit 1Q11: personnel restructuring charges CHF 10 million credit



<sup>1</sup> Adjustment items excluded from expenses as reported:

<sup>1</sup>Q10: personnel restructuring charges CHF 21 million

<sup>2</sup>Q10: personnel restructuring charges CHF 8 million credit, non-personnel restructuring charges CHF 127 million, UK Bank Payroll Tax CHF 242 million

<sup>3</sup>Q10: personnel restructuring charges CHF 1 million credit, non-personnel restructuring charges CHF 3 million credit

# Changes to reporting – effective 1Q11<sup>1</sup>

Income lines split into interest, fees, trading and other income

WM&SB, WMA

Additional information on loans and customer deposits

WM&SB, WMA

Comparison with the prior year quarter

ΙB

Certain commodities businesses moved from Equities to FICC

ΙB

Risk management premium charges fully allocated to IBD

ΙB

Corporate Center section re-introduced in MD&A

CC

Total litigation provision charges shown separately

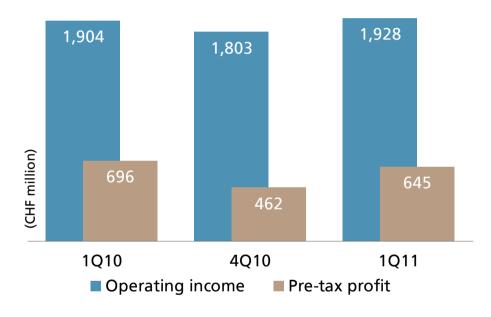
Notes to the financial statements



### Wealth Management

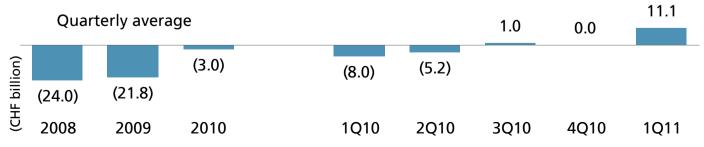
### Pre-tax profit increased 40% on higher income and lower expenses

#### Operating income and pre-tax profit



- Operating income up 7% on improved client activity and higher interest income
- Reported costs down 4% mainly due to lower G&A expenses
  - 4Q10 included CHF 40 million charge to reimburse the Swiss Government for costs incurred in connection with the US cross-border matter
  - 4Q10 included a CHF 40 million litigation provision
- Client advisors increased by 22 to 4,194
- CHF 11.1 billion net new money
  - Positive NNM in all regions except Europe
  - Gross outflows have stabilized

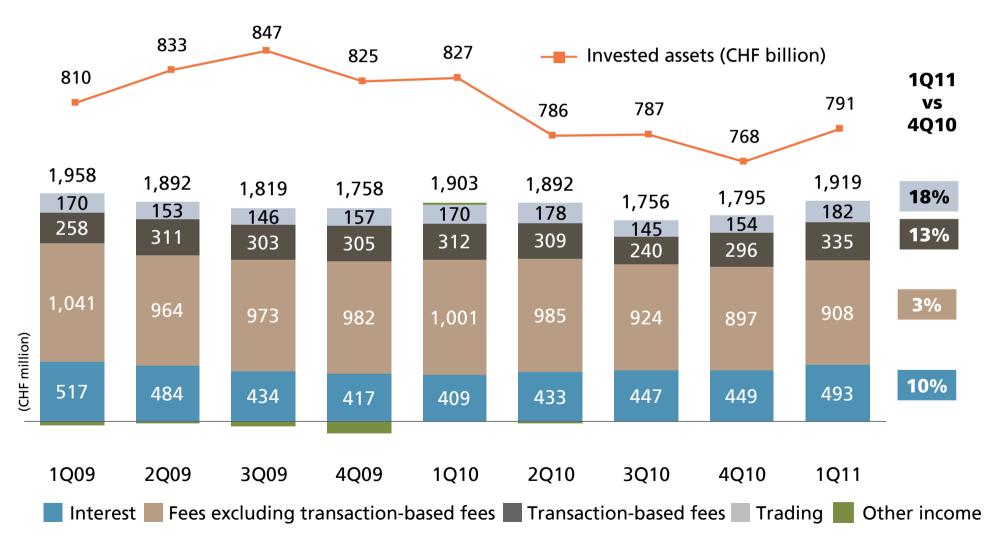
#### **Net new money**





### Wealth Management – revenues

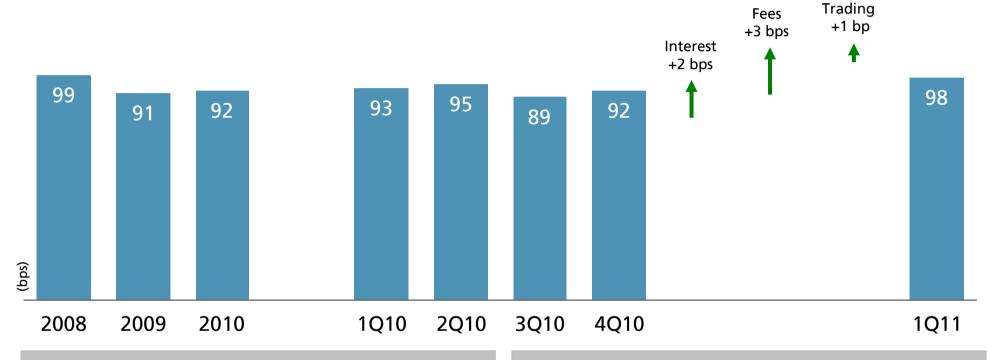
### Revenues up 7% on higher interest income and increased client activity





# Wealth Management – gross margin<sup>1</sup>

### Significant improvement in the quarter



### **Pricing**

Pricing realization and price grid realignment efforts continued

### **Brokerage**

Brokerage revenues increased due to higher client activity

### Lending

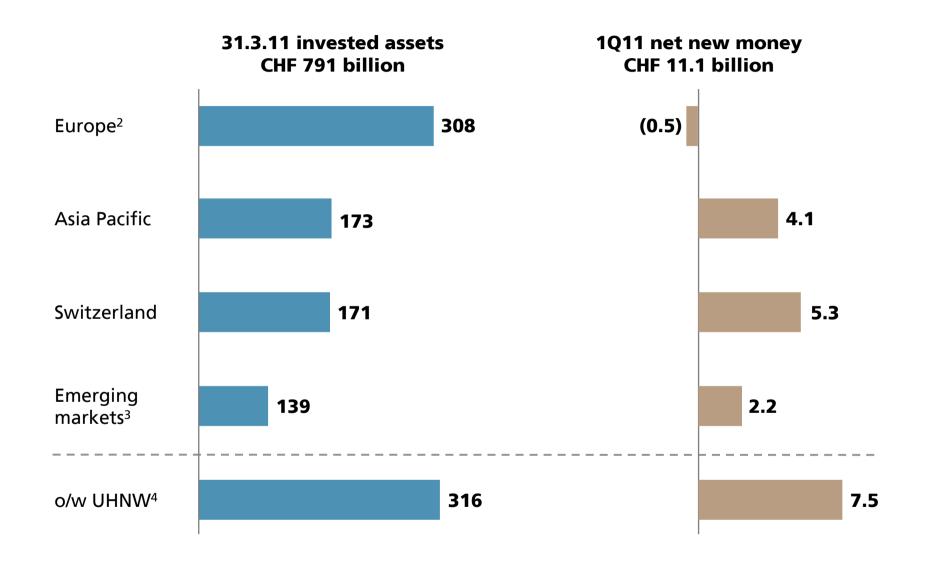
Significant increase in loan volume

#### **Mandates**

The proportion of assets invested in mandates increased slightly



# Wealth Management – invested assets and NNM by region<sup>1</sup>





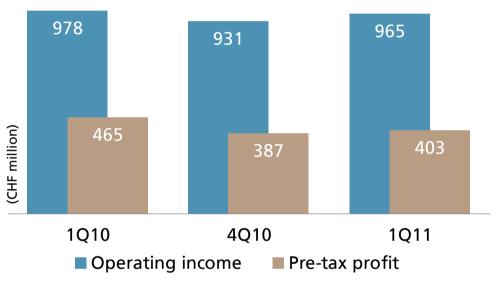
<sup>2</sup> Includes Western Europe and all other countries not covered elsewhere

<sup>3</sup> LatAm, Middle East & Africa and Central & Eastern Europe

# Retail & Corporate

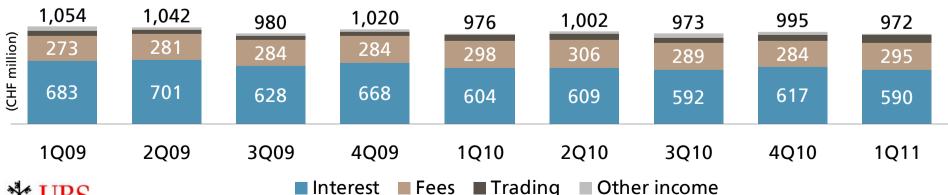
### Stable profits, low credit loss expenses

#### Operating income and pre-tax profit



- Operating income up 4% as lower credit loss expenses offset lower revenues
  - Revenues down 2% as lower interest income was partly offset by higher transactional fees
  - Credit loss expenses totaled CHF 7 million compared with CHF 63 million in 4Q10
- Higher costs mainly due to higher personnel expenses

#### **Revenues**



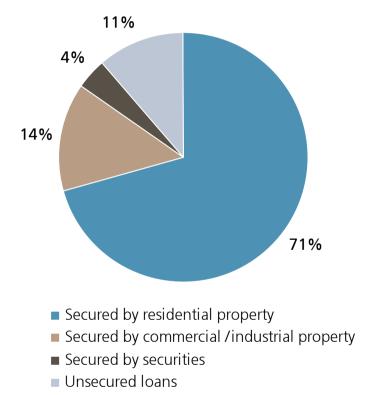


# Retail & Corporate – loan portfolio

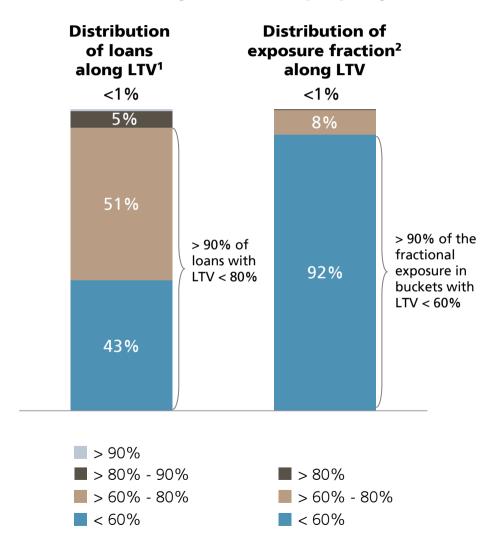
### Over 70% of loans outstanding are secured by residential mortgages

Loans, gross (31.3.11)

#### 100% = CHF 136 billion



#### Loans secured by residential property (31.3.11)



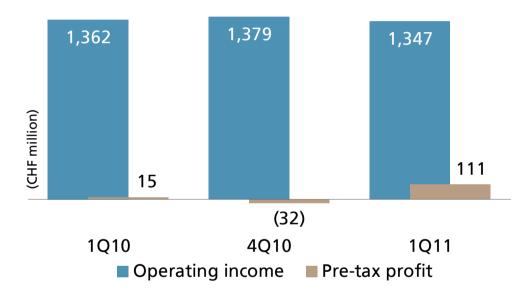


respective buckets, e.g. CHF 0.75 million to the "<60%" bucket and CHF 0.25 million to the ">60-80%" bucket

## Wealth Management Americas

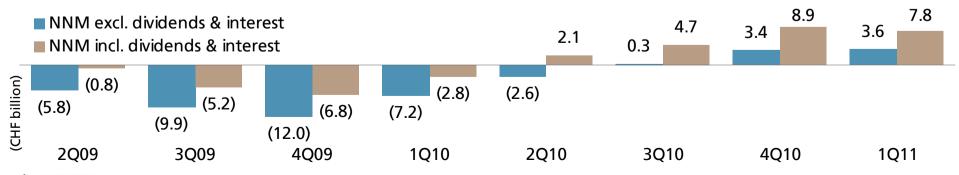
### **Pre-tax profit of CHF 111 million**

#### Operating income and pre-tax profit



- Operating income down 2% (up 2% in USD terms) as currency effects offset higher fee and commission income
- Operating expenses decreased 12% (9% in USD terms), mainly due to lower litigation provisions
- Financial advisor attrition near historical lows
- CHF 3.6 billion net new money
  - CHF 7.8 billion NNM including dividends and interest
  - 'Same store' NNM improved; positive for the fifth consecutive quarter

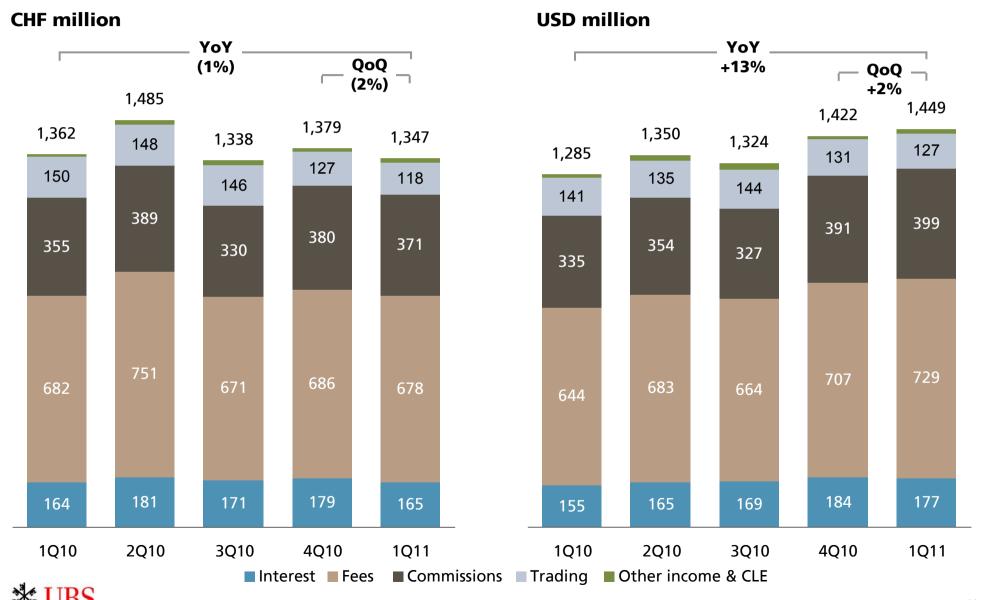
#### **Net new money**





# Wealth Management Americas – operating income

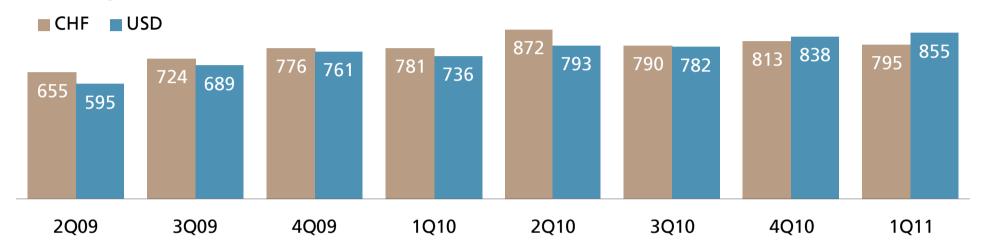
### Currency effects offset increase in underlying USD fee & commission income



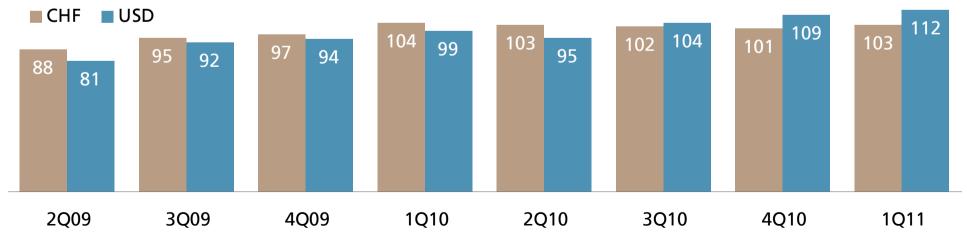
# Wealth Management Americas – financial advisor productivity

### Improved financial advisor productivity in US dollar terms

#### Revenue per FA, annualized (thousand)



#### **Invested assets per FA (million)**

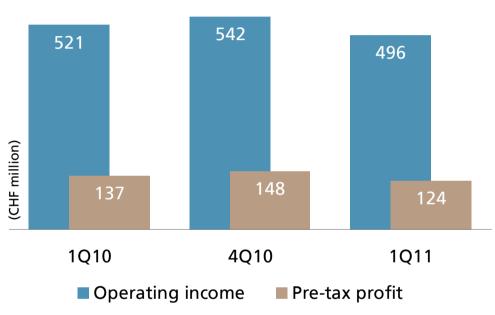




### Global Asset Management

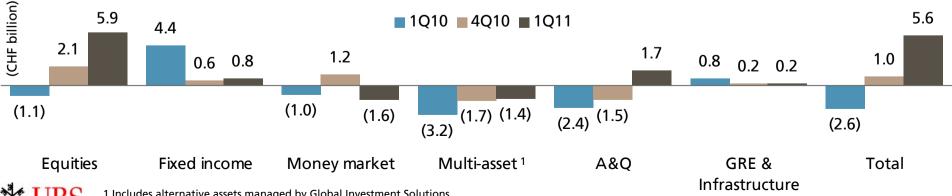
### **Strong net new money**

#### **Operating income and pre-tax profit**



- Operating income decreased 8%
  - Net management fees decreased primarily in A&Q, Global Real Estate and Fund Services
  - Performance fees decreased by CHF 19 million compared with a very strong 4Q10
- Operating expenses down, mainly due to lower personnel expenses
- CHF 5.6 billion net new money
  - Highest level of NNM since 4Q06
  - NNM inflows principally to Equities

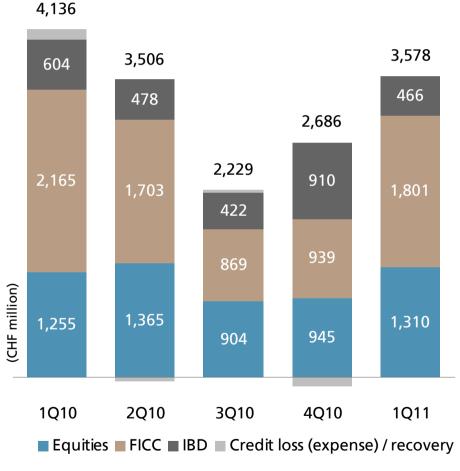
#### **Net new money**

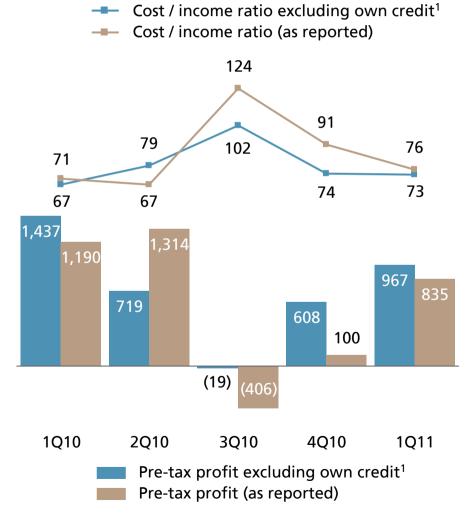


### **Investment Bank**

### CHF 1 billion pre-tax profit excluding own credit<sup>1</sup>

# Operating income excluding own credit<sup>1</sup> Pre-tax profit and cost / income ratio

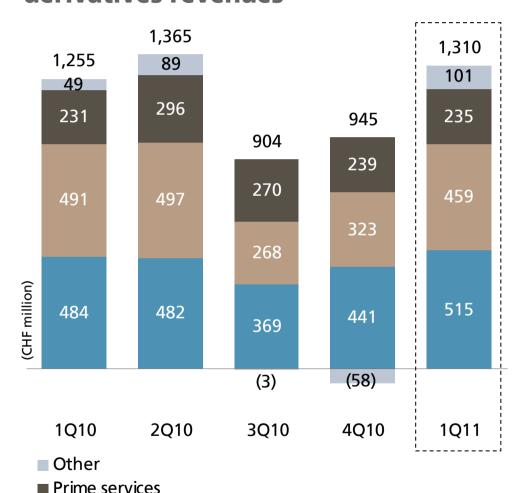






# Equities revenues (vs. 1Q10)

# Increase in cash and prime services revenues partly offset by lower derivatives revenues



 Cash: strong performance in Asia Pacific and the US partially offset by lower revenues in Europe, Middle East and Africa

#### Derivatives:

- Derivatives revenues decreased slightly despite a stronger performance in Asia Pacific; 1Q11 does not include commodities revenues now reported under FICC
- Equity-linked revenues saw lower revenues in all regions against a strong 1Q10

#### Prime services:

- Prime brokerage revenues were up as higher client balances more than offset spread contraction
- ETD commissions were down, partly offset by higher financing revenues
- Other: positive revenues from a number of items including improved proprietary trading revenues

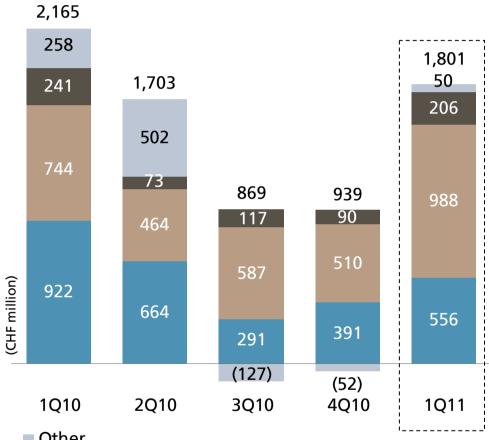


Derivatives



# FICC revenues (vs. 1Q10)

### Strong credit revenues; macro disappointed



- Other
- **■** Emerging markets
- Credit
- Macro

#### Macro:

- FX revenues marginally down on lower client activity
- Good results in non-linear rates were offset by a decline in linear rates due to market uncertainty and poor liquidity
- Credit: very strong quarter as structured credit and flow trading saw a return in flow volumes and client business in Europe and the US
- **Emerging markets:** revenues declined as instability in the Middle East and North Africa which impacted liquidity globally and client activity

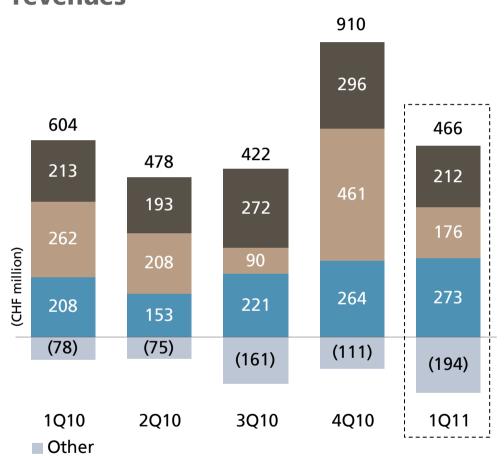
#### Other:

- Includes commodities
- Strong gains from residual risk positions in 1Q10 not seen in 1Q11



# Investment banking revenues (vs. 1Q10)

# Strong advisory results more than offset by lower equity capital markets revenues



- **Advisory:** revenues increased 31% versus a market fee pool increase of 21%
- Capital markets:
  - Equities: revenues declined 33% due to lower participation in IPO's and follow-ons
  - **FICC**: revenues virtually unchanged
- Other:
  - Risk management charges fully allocated to IBD starting 1Q11
- Overall UBS fee based market share<sup>1</sup> decreased compared with 1Q10 (3.4% from 4.1%)
  - M&A: 5.0% (5.5%)
  - ECM: 3.5% (4.0%)
  - DCM: 3.1% (4.5%)

- Fixed income capital markets
- Equity capital markets
- Advisory

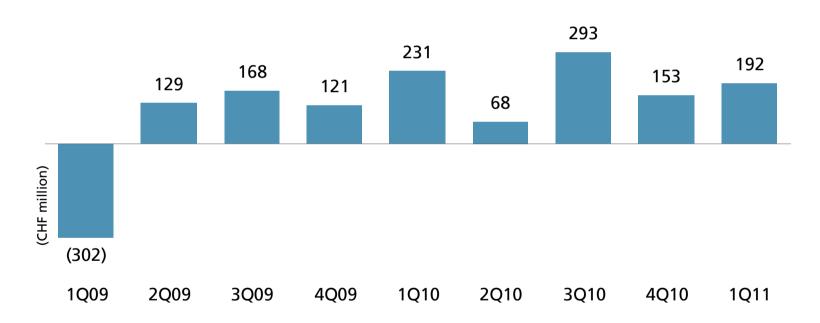


# **Corporate Center**

### **Pre-tax profit of CHF 116 million**

- The revaluation of our option to buy the SNB StabFund contributed CHF 192 million in 1Q11
  - Option fair value CHF 1.9 billion (USD 2.1 billion) on 31.3.11

Revaluation of UBS's option to buy the SNB StabFund: contribution to UBS results

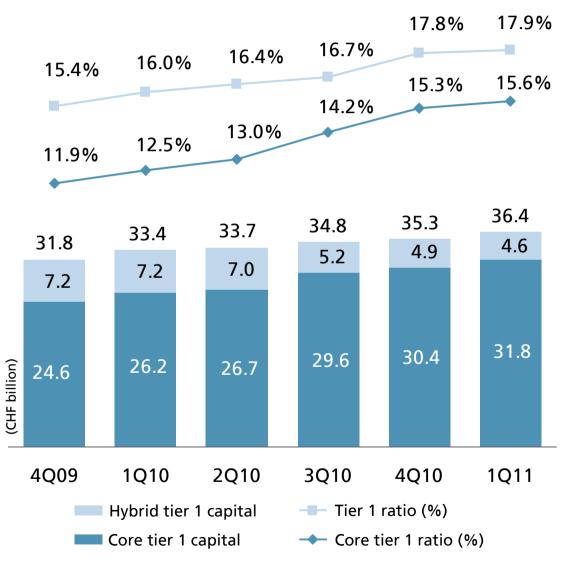


- Net income from treasury activities decreased from the prior quarter
- Operating expenses not allocated to the business divisions totaled CHF 46 million



## Capital position – Basel 2

### CHF 1.4 billion of core tier 1 capital accretion in 1Q11



- Basel 2 risk-weighted assets increased CHF 4.5 billion to CHF 203.4 billion as at 31.3.11
- USD 500 million hybrid tier 1 instrument with first call date in June 2011<sup>1</sup>
  - 31.3.11 tier 1 capital and tier 1 ratio already reflect redemption



## Capital position – Basel 2.5

#### **Pro-forma Basel 2.5 tier 1 ratio of 12.6% on 31.3.11**

Basel 2.5 RWAs of CHF 279 billion for the Group

CHF billion	Basel 2 RWAs	Basel 2.5 RWAs	Change		
Wealth Management & Swiss Bank	43	44	0		
Wealth Management Americas	23	25	1		
Global Asset Management	3	4	0		
Investment Bank	123	193	70	VaR	(7)
Corporate Center	9	14	5	Stressed VaR	30
Group	203	279	76	IRC <sup>1</sup>	32
				CRM <sup>2</sup>	12
				Securitizations <sup>3</sup>	9

- Basel 2.5 tier 1 capital of CHF 35.2 billion
  - Tier 1 deduction of CHF 1.2 billion due to additional deduction for low-rated securitization exposures

# Movements in IFRS equity

IFRS equity	Total	of which attributable to UBS shareholders	of which attributable to non-controlling interests
(CHF million)			
31.12.10	51,863	46,820	5,043
Net profit	1,809	1,807	2
Foreign currency translation of foreign operations (OCI)	(78)	(182)	104
Financial investments available-for-sale (OCI)	(121)	(121)	0
Cash flow hedges (OCI)	(639)	(639)	0
Deferred tax benefit on equity items (share premium)	(87)	(87)	0
Equity compensation plans (share premium)	(1,150)	(1,150)	0
Other	246	247	(1)
Total movements in 1Q11	(20)	(125)	105
31.3.11	51,842	46,695	5,147

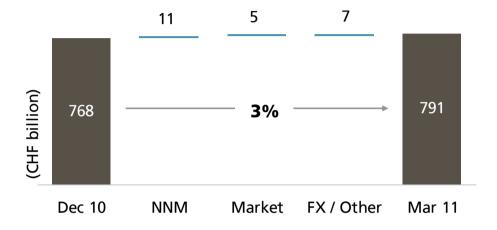


# Appendix



### **Invested assets**

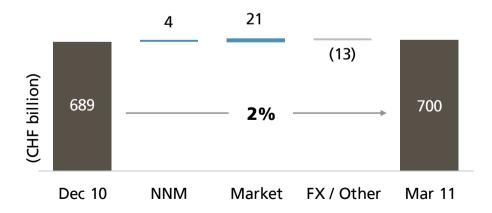
### **Wealth Management**



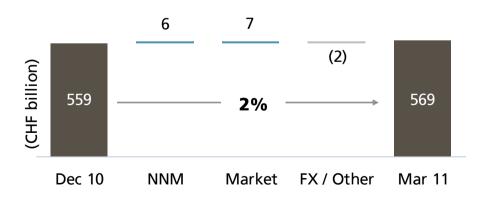
#### **Retail & Corporate**



### **Wealth Management Americas**



### **Global Asset Management**





# BIS regulatory capital (Basel 2)

(CHF billion)	BIS RWA	Core tier 1 capital	Core tier 1 ratio	Tier 1 capital	Tier 1 ratio
31.12.10	198.9	30.4	15.3%	35.3	17.8%
Net P&L attributable to shareholders		1.8		1.8	
Own credit (not eligible for capital)		0.1		0.1	
Other incl. FX		(0.5)		(0.8) <sup>2</sup>	
Change in RWAs	4.5				<b>↓</b>
31.3.11	203.4	31.8 <sup>3</sup>	15.6%	36.4 <sup>3</sup>	17.9%

<sup>1</sup> Includes CHF 0.6 billion due to changes in deduction items, CHF 0.3 billion due to other tier 1 changes, partly offset by CHF 0.4 billion changes in own share related

<sup>2</sup> Includes CHF 0.6 billion due to changes in deduction items, CHF 0.5 billion related to the USD 500 million hybrid tier 1 instrument callable 26.6.11 (redemption subject to FINMA approval), CHF 0.1 billion due to other tier 1 changes, partly offset by CHF 0.4 billion changes in own share related components 3 31.3.11 IFRS deferred tax assets on net operating losses of CHF 8,602 million; 31.3.11 deferred pension expenses CHF 3,240 million

# Hybrid tier 1 instruments outstanding<sup>1</sup>

Amount	Issue date	Interest rate	First call date	Coupon payment
USD 500m	26.6.01	7.247% <sup>2</sup>	26.6.11	Semi-annual (2Q, 4Q) <sup>3</sup>
EUR 1,000m	11.4.08	8.836% <sup>2</sup>	11.4.13	Annual (2Q)
EUR 1,000m	15.4.05	4.28% <sup>2</sup>	15.4.15	Annual (2Q)
USD 1,000m	12.5.06	6.243% <sup>2</sup>	12.5.16	Semi-annual (2Q, 4Q)
EUR 600m	21.12.07	7.152% <sup>2</sup>	21.12.17	Annual (2Q)
USD 300m	23.5.03	Libor + 70bps	4	Monthly

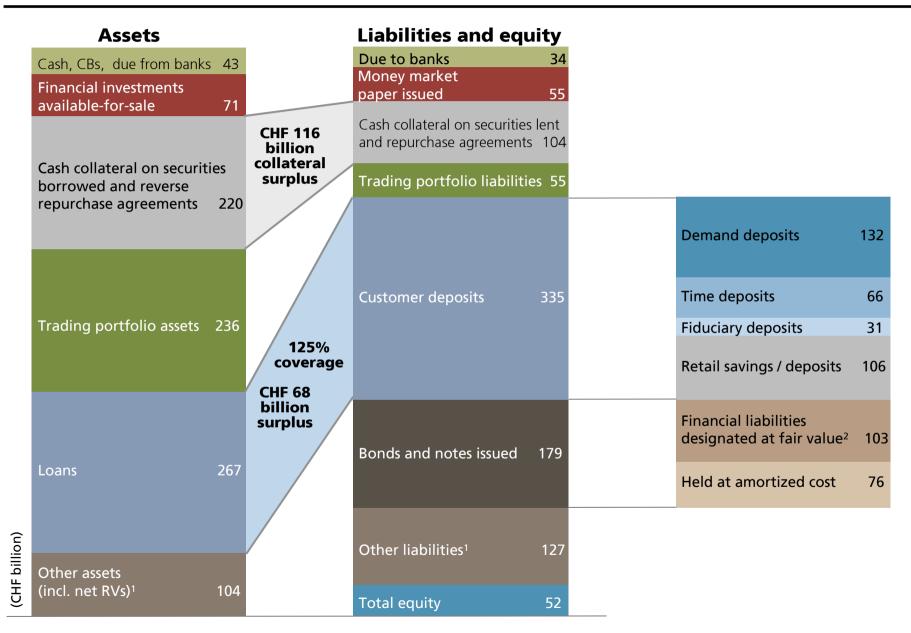
Approximately CHF 200 million of dividends due in 2Q11 not accrued for at 31.3.11



<sup>2</sup> Fixed rate until call date, floating rate coupon payment thereafter 3 If instrument called at first call date, last coupon payment in 2Q11

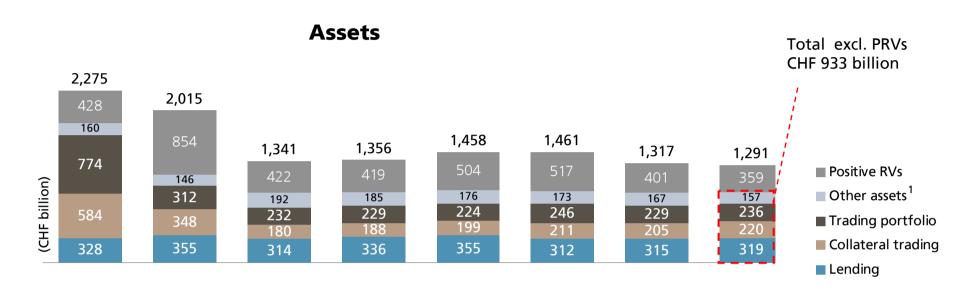
<sup>4</sup> Retail Trust Preferred Securities callable monthly since June 2008

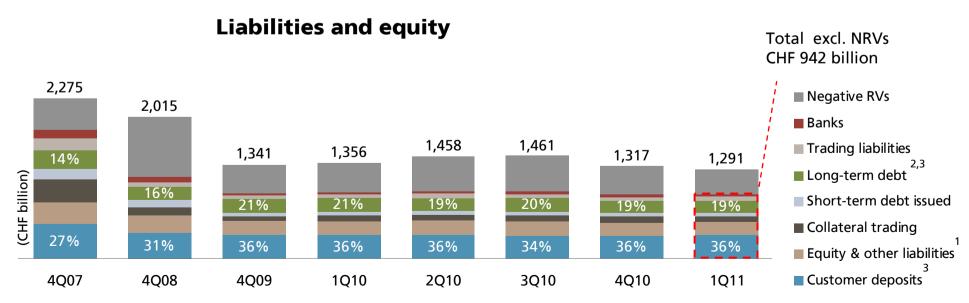
# Asset funding – 31 March 2011





### Balance sheet development







<sup>1</sup> Including cash collateral on derivative transactions

<sup>2</sup> Including financial liabilities designated at fair value

# Exposure to monoline insurers, by rating <sup>1</sup>

(USD billion)	Notional amount <sup>3</sup>	Fair value of underlying assets	Fair value of CDSs prior to CVA	Credit valuation adjustment as of 31.3.11	Fair value of CDSs after CVA
Credit protection on US sub-prime RMBS CDOs <sup>2</sup> of which: from monolines rated investment grade (BBB and above) of which: from monolines rated sub-investment grade (BB and below)	0.7 0.0 0.7	0.2 0.0 0.2	0.5 0.0 0.5	0.4 0.0 0.4	<b>0.1</b> 0.0 0.1
Credit protection on other assets <sup>2</sup> of which: from monolines rated investment grade (BBB and above) of which: from monolines rated sub-investment grade (BB and below)	11.3 2.3 9.0	9.6 <sup>4</sup> 2.1 7.5	1.7 0.2 1.5	0.6 0.0 0.5	1.2 0.2 1.0
Total 31.3.11	12.0	9.8	2.2	0.9	1.3
Total 31.12.10	11.9	9.2	2.7	1.1	1.6

- Based on fair values, 72% of the remaining assets were collateralized loan obligations, the vast majority of which were rated AA and above
- Continued improvement in the fair value of the underlying assets contributed to the reduction in CVA levels in combination with a general tightening of monoline credit spreads

<sup>4</sup> Includes USD 6.2 billion (CHF 5.7 billion) at fair value / USD 5.8 billion (CHF 5.3 billion) at carrying value of assets that were reclassified to "Loans and receivables" from "Held for trading" in fourth quarter 2008. Refer to "Note 12 Reclassification of financial assets" in the "Financial information" section of UBS's 1Q11 report for more information

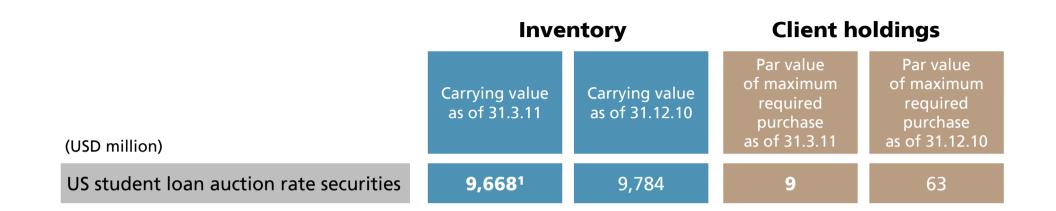


<sup>1</sup> Excludes the benefit of credit protection purchased from unrelated third parties

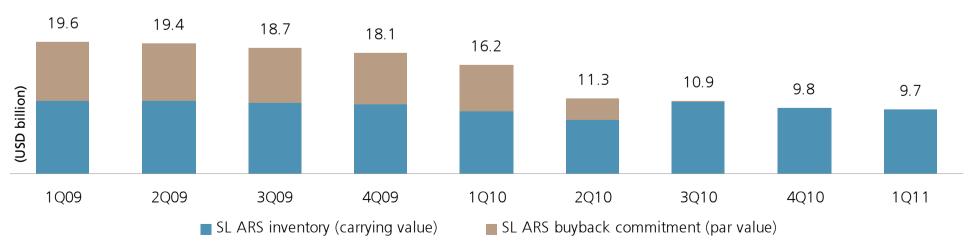
<sup>2</sup> Categorization based on the lowest insurance financial strength rating assigned by external rating agencies

<sup>3</sup> Represents gross notional amount of credit default swaps (CDSs) purchased as credit protection

### Student loan auction rate securities



### Inventory + buyback commitment 1Q09 - 1Q11





# Reclassified assets

31.3.11 (CHF billion)	Notional value	Fair value	Carrying value	Ratio of carrying to notional value
US student loan and municipal auction rate securities	5.0	4.2	4.4	89%
Monoline protected assets	6.1	5.7	5.3	87%
Leveraged finance	0.5	0.4	0.4	77%
US reference linked notes	0.5	0.4	0.4	80%
Other assets	0.9	0.8	0.7	83%
Total (excluding CMBS interest-only strips)	13.1	11.5	11.3	86%
CMBS interest-only strips		0.4	0.3	
Total reclassified assets	13.1	11.9	11.6	

