

First quarter 2013 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 2013 and UBS's Annual Report on Form 20-F for the year ended 31 December 2012. 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.



1Q13—Key achievements

Strong first quarter 2013 results

- Profit before tax CHF 1,447 million, adjusted profit before tax CHF 1,901 million
- Net profit attributable to UBS shareholders CHF 988 million
- Net new money into our wealth management businesses totaled CHF 23.6 billion
- Basel III fully applied CET1 ratio 10.1% achieved 2019 Swiss CET1¹ regulatory minimum 6 years early

All business divisions² performed well

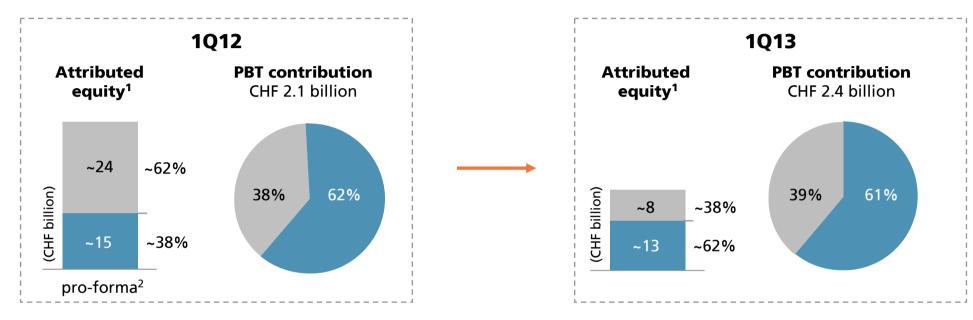
- Wealth Management: PBT CHF 690 million highest since 2Q09, NNM CHF 15.0 billion highest since 4Q07
- Wealth Management Americas: Record PBT USD 262 million, very strong NNM USD 9.2 billion
- Global Asset Management: Strong NNM excluding money markets and stable PBT on good cost management
- Retail & Corporate: Resilient PBT CHF 362 million, continued strong net new business volume growth at 4.7%
- Investment Bank: Very strong results with PBT CHF 928 million
- Corporate Center: Continued progress in Non-core and Legacy Portfolio RWA and balance sheet reduction

Results underline the relentless focus of our employees and our clients' continued loyalty



Reduced capital needs aligned with our business mix

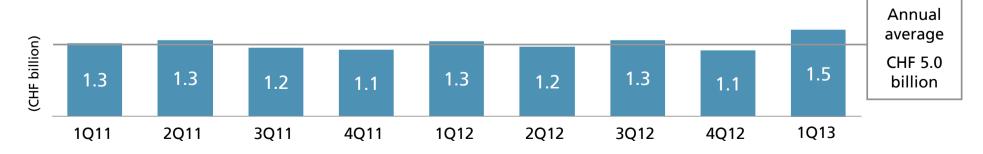
Equity attributed to business divisions and adjusted profit before tax contribution¹



Wealth management businesses, Retail & Corporate and Global Asset Management

■ Investment Bank³

Adjusted profit before tax WM businesses, Retail & Corporate and Global AM





Refer to slide 30 for details about adjusted numbers, IFRS 10, Basel III numbers and FX rates in this presentation

1 Excluding Corporate Center

² Pro-forma excluding attributed equity related to Paine Webber goodwill and intangible assets

^{3 1}Q12 under previous structure. 1Q13 under current structure excluding non-core businesses transferred to Corporate Center

Group results

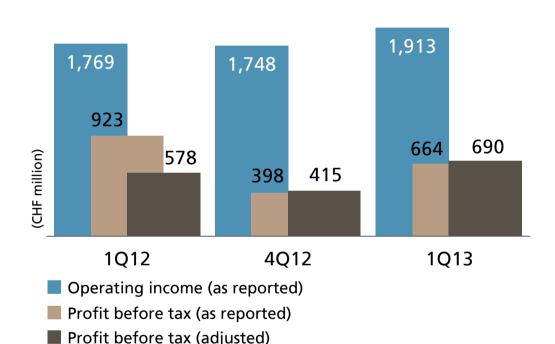
(CHF million)	1Q12	4Q12	1Q13
Total operating income	6,523	6,208	7,775
Total operating expenses	4,956	8,044	6,327
Profit before tax as reported	1,567	(1,837)	1,447
Own credit gain / (loss)	(1,164)	(414)	(181)
Net restructuring charges ¹	(126)	(258)	(246)
Gain on disposals	-	-	65
Net loss related to the buyback of debt	-	-	(92)
Swiss pension fund credit	730	-	-
Adjusted profit before tax	2,127	(1,165)	1,901
Tax (expense) / benefit	(531)	(66)	(458)
Net profit attributable to non-controlling interests / preferred note holders ²	1	1	1
Net profit attributable to UBS shareholders	1,035	(1,904)	988
Diluted EPS (CHF)	0.27	(0.51)	0.26
Total book value per share (CHF)	12.92	12.26	12.57
Tangible book value per share (CHF)	10.45	10.54	10.79



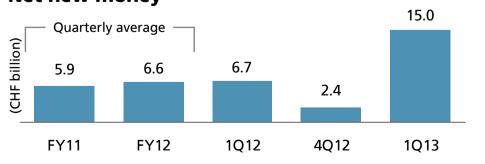
Wealth Management

Highest profit before tax¹ since 2Q09; highest NNM since 4Q07

Operating income and profit before tax



Net new money



Operating income up 9%

- Higher client activity drove increased trading and transaction-based fees
- Recurring fees increased on higher invested assets
- Incremental treasury-related income of CHF 30 million previously reported in the Investment Bank

Adjusted cost / income ratio of 64%

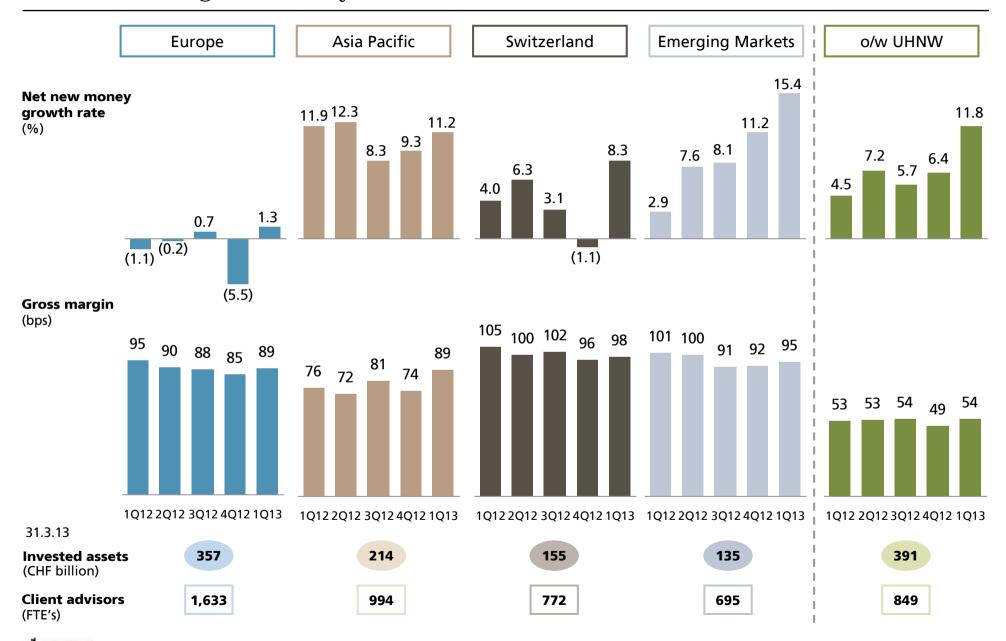
- Adjusted expenses down 8% on seasonally lower costs in IT, communications and marketing and lower litigation charges
- Ratio within target range

CHF 15.0 billion net new money inflows

- Accelerated growth in APAC, Emerging Markets and Ultra High Net Worth
- Europe positive with strong onshore inflows offsetting continuing offshore outflows
- Several larger inflows in the quarter



Wealth Management—by business area¹

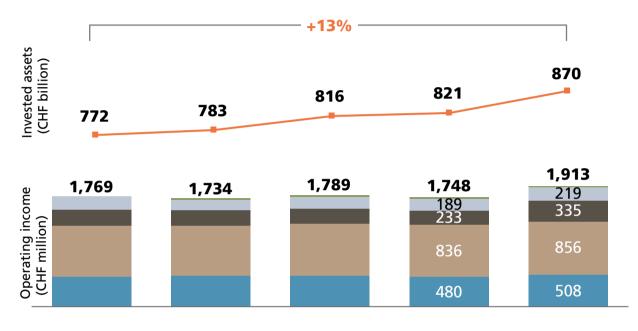


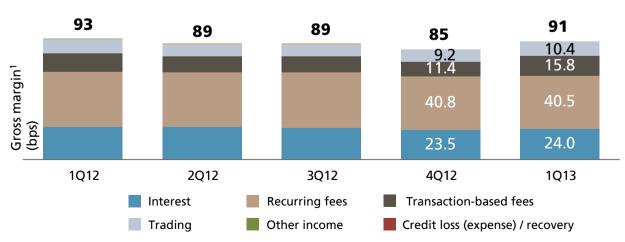


¹ Based on the Wealth Management business area structure, and excluding minor functions with 68 client advisors, and CHF 9 billion of invested assets, and CHF 0.5 billion of NNM inflows in 1Q13 which are mainly attributable to the employee share and option plan service provided to corporate clients and their employees

Wealth Management—Operating income and gross margin

Margins were supported by higher activity early in the quarter





Invested assets:

Up almost CHF 100 billion YoY

Transaction-based and trading revenues:

Significant upturn in client activity in the first six weeks of the quarter, especially in APAC

Recurring fees:

Higher asset-based fees more than offset slight decrease in nonasset based revenues

Net interest income:

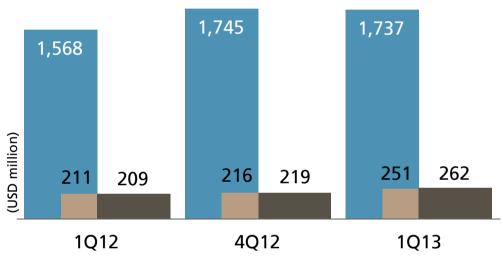
Higher treasury-related income more than outweighed reduced replication portfolio income



Wealth Management Americas (USD)

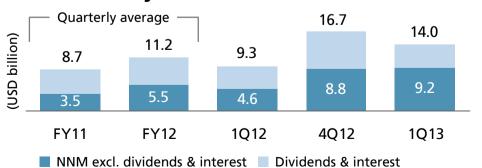
Record profit before tax and continued strong NNM

Operating income and profit before tax



- Operating income (as reported)
- Profit before tax (as reported)
- Profit before tax (adjusted)

Net new money



Stable operating income

- Stronger transaction-based revenues on higher client activity offset by lower AFS gains; lower credit loss expenses
- 4Q12 included higher recurring revenues due to changes in accounting estimates

Adjusted cost / income ratio of 85%

- Adjusted expenses decreased 3%; lower litigation provisions were partially offset by higher personnel costs
- Ratio within target range

USD 9.2 billion net new money

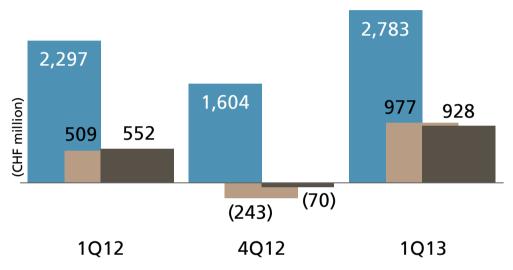
- USD 14.0 billion NNM including dividends and interest
- Financial advisor numbers broadly stable, attrition rates remain low
- Record invested assets / FA, most productive FAs on revenue / FA basis
- Good progress in our banking products initiatives



Investment Bank

Strong client activity drove significant increases in revenues and profit

Operating income and profit before tax



- Operating income (as reported)
- Profit before tax (as reported)
- Profit before tax (adjusted)

	1Q12	4Q12	1Q13
Adjusted cost / income ratio (%)	76	104	66
Adjusted return on attributed equity (%)	18	4	47
RWA (CHF billion)	n/a	64	69
Adjusted return on RWA, gross (%) ¹	n/a	11	16
Funded assets (CHF billion)	219	193	193

Operating income up 74%

- Higher revenues across all business units, including a large private transaction
- Very limited credit loss expense, in line with previous quarters

Adjusted cost / income ratio of 66%

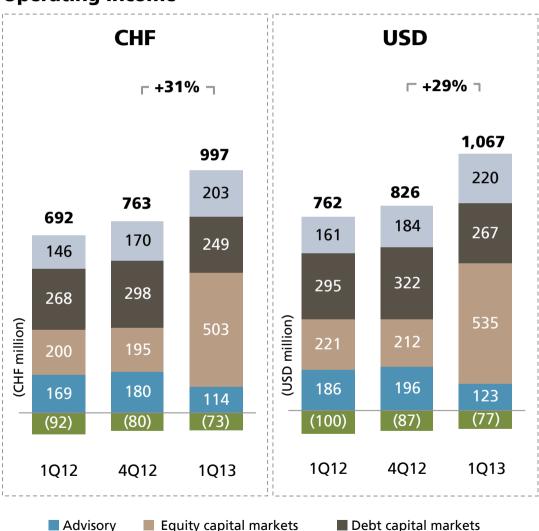
- Higher revenues partially offset by higher personnel expenses
- Ratio at bottom end of target range
- 47% adjusted return on attributed equity
- CCS and ICS both generated positive economic profit
- Generated ~20% more revenue YoY utilizing ~10% less balance sheet and ~15% fewer front office headcount
- Improved synergies with wealth management businesses



Corporate Client Solutions

Very strong equity capital markets performance

Operating income



Comparison in USD terms

Advisory (37%)

 Maintained rank and market share globally; fee pool fell 39% on seasonally low activity

Equity capital markets +152%

- Participated in 8 of the top 20 deals in 1Q13;
 #1 in EMEA and APAC by fees
- Ability to offer innovative solutions to clients drove results, includes a large private transaction

Debt capital markets (17%)

- Strong performance in target markets and products; #3 in European FIG (excluding self-led) and #2 APAC (excluding Japan)
- Increases in DCM investment grade more than offset by a decrease in leveraged capital markets revenues as the fee pool declined

Financing solutions +20%

- Strong performance in EMEA partially offset by lower revenues in the Americas
- Improved revenues in structured financing and special situations group partially offset by decreases in real estate finance



¹ Financing solutions provides customized solutions across asset classes via a wide range of financing capabilities including structured financing, real estate finance and special situations group

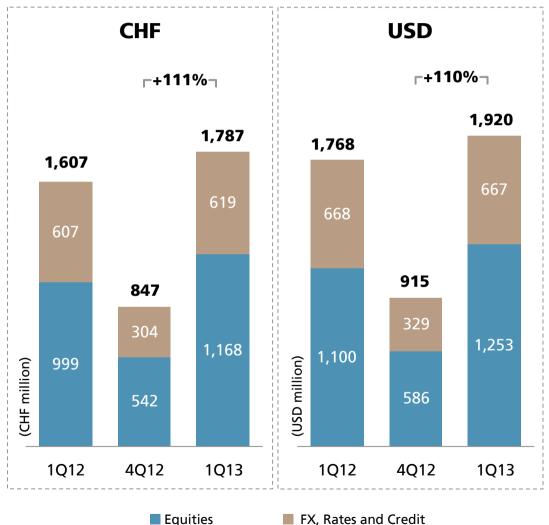
Risk management²

Financing solutions¹

Investor Client Services

Strong performance in Equities, FX, Rates and Credit

Operating income



Comparison in USD terms

Equities +114%

- UBS #1 global cash equities business¹
- Derivatives saw strong performance in EMEA and APAC on increased client activity; higher trading revenues, particularly in Japan
- Cash improved market share and revenues across all regions as client activity increased
- Prime services saw good performance in equity finance
- CHF 55 million gain on sale of the remaining proprietary business

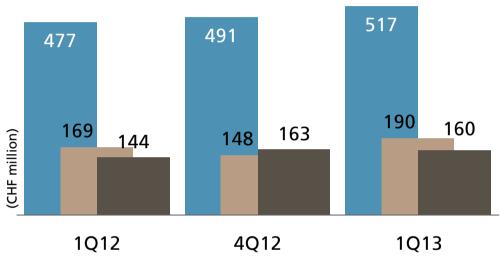
FX, Rates and Credit +103%

- UBS FX #2 globally with the largest share gains, #1 Europe, #1 Americas²
- Good FX result our leading technology platform supported client activity increases on higher volatility in G10 currencies
- Rates and credit revenues up significantly on increased client activity
- CHF 3 million debit valuation adjustment gain compared with CHF 80 million loss in 4Q12

Global Asset Management

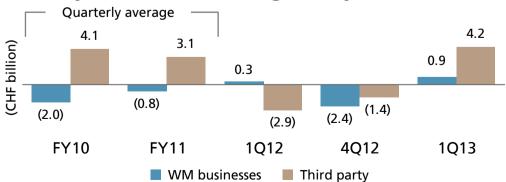
Strong NNM excluding money markets; stable PBT¹ on good cost management

Operating income and profit before tax



- Operating income (as reported)
- Profit before tax (as reported)
- Profit before tax (adjusted)

NNM by channel – excluding money markets



Operating income increased 5%

- Higher performance fees at CHF 53 million
- CHF 34 million gain on Canadian domestic business sale in management fees; excluding disposal, lower net management fees on decreases in business lines other than traditional

Adjusted cost / income ratio 67%

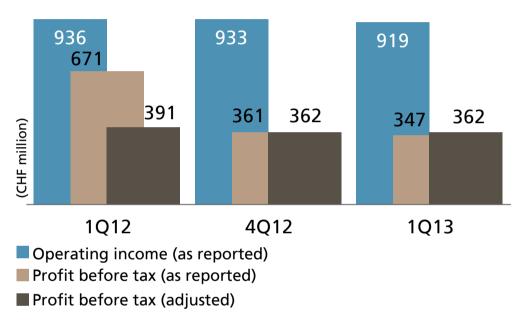
- Adjusted expenses down on lower personnel expenses
- Ratio within target range
- Good investment performance in alternative strategies: over 85% of A&Q assets eligible for performance fees above high water mark
- Over 3 and 5 years, collective funds² stronger vs. peers: 73% and 76% respectively of fund assets in first or second quartile vs. 69% and 68% at end 4Q12



Retail & Corporate

Resilient performance and continued strong net new business volume growth

Operating income and profit before tax



Operating income decreased slightly

Lower interest income partially offset by lower credit loss expenses

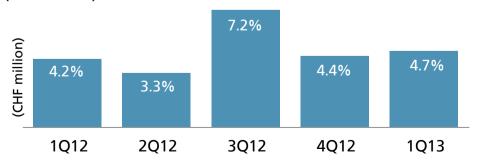
Adjusted cost / income ratio 61%

Adjusted expenses decreased on lower litigation provisions and other G&A costs

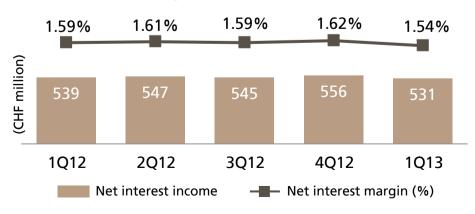
Annualized NNBV growth of 4.7%

 Strong net new asset inflows and loan flows from both retail and corporate clients

Net new business volume (NNBV) growth rate (annualized)



Net interest margin





Corporate Center—Core Functions

Lower losses primarily on reduced litigation expenses

Operating income and profit before tax

(CHF million)	1Q12	4Q12	1Q13
Operating income (as reported)	(1,091)	(240)	(479)
Own credit gain / (loss)	(1,164)	(414)	(181)
Loss related to the buyback of debt	0	0	(119)
Foreign currency translation losses on the sale of the IB proprietary business	0	0	(24)
Adjusted operating income	73	174	(155)
Adjusted operating expenses	104	1,646	242
Profit before tax (as reported)	(1,196)	(1,886)	(719)
Profit before tax (adjusted)	(32)	(1,472)	(398)
Personnel (after allocation)	413	488	1,092

Adjusted operating income negative CHF 155 million

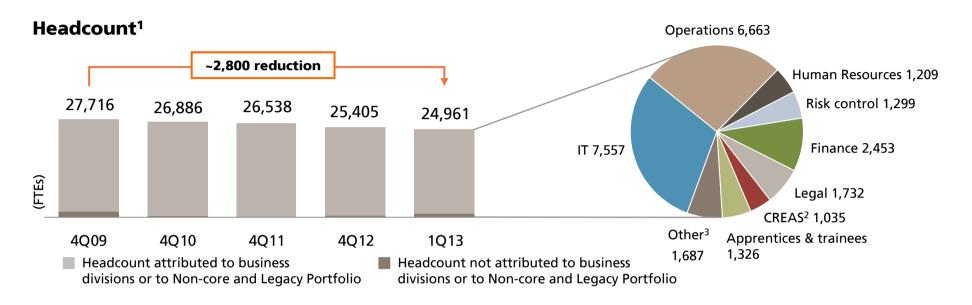
- CHF 60 million hedge ineffectiveness loss compared with CHF 37 million gain in 4Q12
- Losses from valuation adjustments and hedging activity
- 4Q12 included a CHF 112 million gain on the sale of Swiss properties

Adjusted operating expenses CHF 242 million not attributed to business divisions

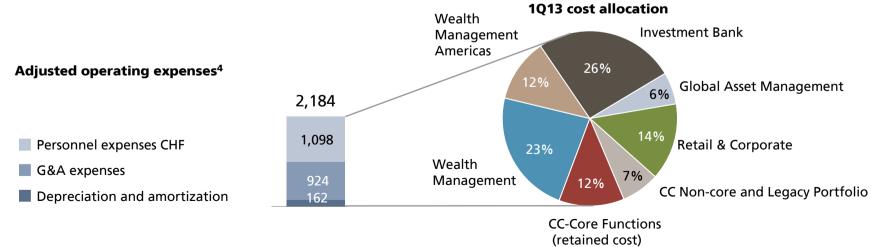
- Lower litigation provisions compared with 4O12
- CHF 22 million higher seasonal effect of vacation accruals
- CHF 50 million cost increase due to ongoing refinement of cost allocation keys, resulting from the accelerated implementation of our strategy
 - Headcount equivalent increase of ~600



Corporate Center—Core Functions / headcount and cost allocation



Allocation of 1Q13 costs⁴ to business divisions



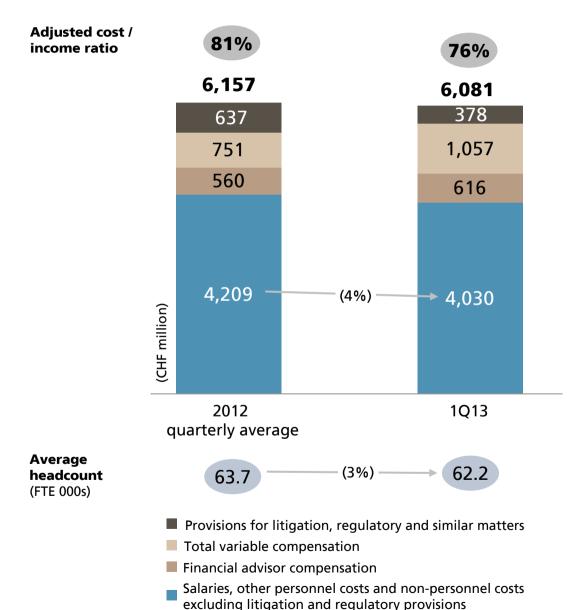


¹ Adjusted for business shifts in prior periods

² Corporate Real Estate & Services

³ Includes Polish Service Center, Communication and Branding, Supply and Demand Management, Group COO Management, Group Internal Audit and BoD Functions 4 Adjusted for restructuring charges of CHF 269 million

Group adjusted operating expenses



- Provisions for litigation, regulatory and similar matters decreased, but remained at elevated levels
- Variable compensation increased in line with improved performance
- All other costs decreased by ~CHF 700 million on an annualized basis, reflecting 3% lower headcount and seasonally lower non-personnel expenses



Corporate Center—Non-core and Legacy Portfolio

Realized / unrealized gains offset by expenses including litigation charges

Operating income and profit before tax

(CHF million)	1Q12	4Q12	1Q13
Non-core	525	31	231
of which: Debit valuation adjustments	(37)	(188)	<i>37</i>
Legacy Portfolio	163	12	274
of which: SNB StabFund option	131	94	245
Credit loss (expense) / recovery	22	15	(2)
Total operating income	710	57	504
Gain related to the buyback of debt	0	0	27
Adjusted operating income	710	57	477
Total operating expenses	412	873	749
Net restructuring releases / (charges)	(7)	(51)	(188)
Swiss pension fund credit	2	0	0
Adjusted operating expenses	407	822	561
Profit before tax (as reported)	298	(816)	(245)
Profit before tax (adjusted)	303	(765)	(84)
Personnel (front office)	587	541	323

Adjusted operating income CHF 477 million

- Supportive markets aided positive operating income
- Non-core revenues up in credit and include a debit valuation adjustment gain
- Legacy Portfolio revenues benefited from a strong contribution from the SNB StabFund option as well as income from residual risk positions
 - Increase in the value of the SNB StabFund option results in a higher CET1 capital deduction

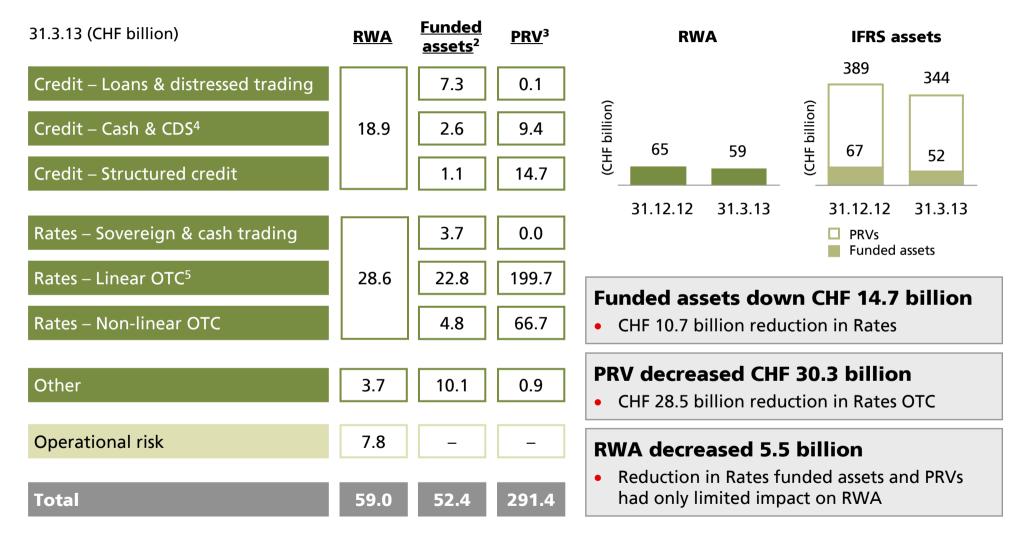
Adjusted operating expenses down 32% to CHF 561 million

- Litigation provisions of CHF 346 million, lower than 4Q12
- Headcount and personnel expenses decreased



Corporate Center—Non-core¹

CHF 45 billion decrease in balance sheet



Refer to slide 30 for details about adjusted numbers, IFRS 10, pro-forma Basel III estimates and FX rates in this presentation

1 Refer to the 1Q13 report for more information about the composition of Non-core

² Funded assets include long cash positions, reverse repos covering short positions, lending and distressed credit, OTC hedges and associated collateral receivables

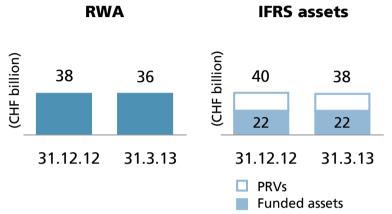
³ Positive replacement values (gross exposure excluding the impact of any counterparty netting)

⁴ Credit default swaps

Corporate Center—Legacy Portfolio¹

Continued decrease in RWA

31.3.13 (CHF billion)	<u>RWA</u>	Funded assets ²	PRV ³	
Collateralized debt obligations (CDO)	10.2	3.4	1.2	(2)
Reference-linked notes (RLN)	5.8	2.3	0.6	(20:11:4 1110)
Muni swaps & options	2.4	(0.2)	4.8	
Monolines	4.6	_	0.5	
Auction rate securities (ARS)	3.4	7.2	_	[
Real estate assets	1.5	0.1	1.9	
Loan to Black Rock fund	0.8	3.2	_	
SNB StabFund option	_	_	2.4	
Other	3.0	5.6	5.4	
Operational risk	4.2	_	_	
Total	35.9	21.6	16.8	



Funded assets down CHF 0.4 billion

PRV decreased CHF 1.1 billion

 Biggest reduction in CDO and Other partly offset by increases in RLN and the value of SNB StabFund option

RWA decreased CHF 2.2 billion

 Largest decreases in muni swaps & options and real estate assets

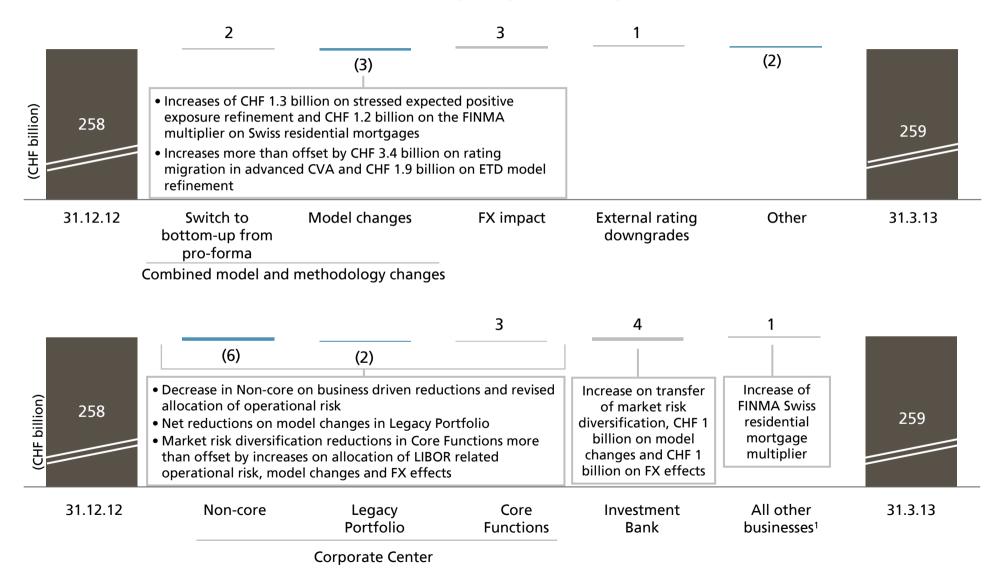


¹ Refer to the 1Q13 report for more information about the composition of the Legacy Portfolio

² Funded assets include long and short cash positions, lending and distressed credit, OTC hedges and collateral

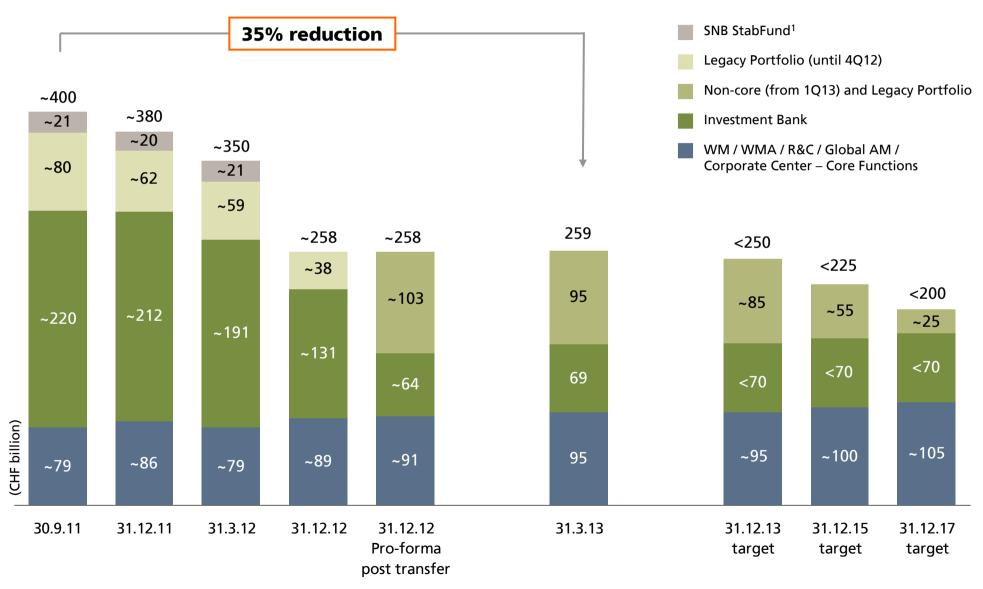
Changes in Group risk-weighted assets

Decrease in Non-core RWA offset by higher usage in the Investment Bank





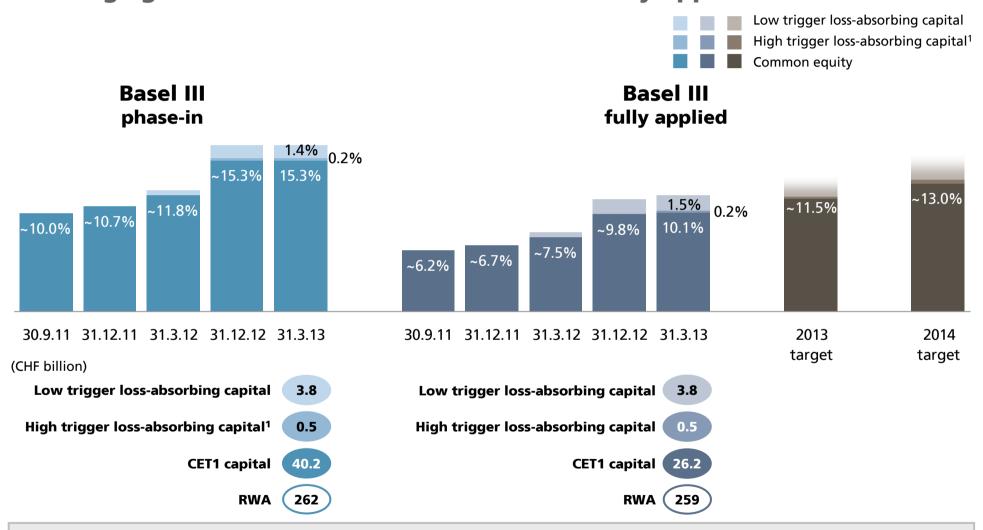
Risk-weighted assets





Basel III

First large global bank to achieve 10% Basel III fully-applied CET1 ratio



Strong funding profile and liquidity position²: 107% Basel III LCR and 103% Basel III NSFR



¹ Debt issued as part of UBS's 2012 deferred compensation programs. We could build ~100 bps of high trigger loss-absorbing capital from these deferred compensation programs over the next 5 years; CHF 0.5 billion are eligible under Swiss SRB (systemically relevant banks). Under BIS rules the amount is amortized and CHF 0.4 billion are eligible on 31.3.13

UBS—Leading positions across all business divisions

An unrivaled franchise with compelling growth prospects

Wealth management businesses

- World's leading HNW and UHNW franchise
- Unrivaled scope, reach and client mix
- Uniquely positioned in the largest markets and in the most attractive growth markets
- Wealth generation growth rates ~2x GDP

Wealth Management

- "Best Private Bank Globally"¹
- "Best Private Bank in Asia"¹
- #1 Europe, APAC, Emerging Markets, Switzerland and UHNW segment by invested assets
- Over 4,000 advisors in 40+ countries

Wealth Management Americas

- #1 revenue per FA, #1 invested assets per FA
- ~ 7,000 advisors in 320+ branches
- High levels of FA satisfaction; low attrition

Retail & Corporate

- "Best bank in Switzerland"²
- The leading universal bank in Switzerland
- Strong momentum, winning back market share

Investment Bank

- Leading Equities franchise, top FX/Precious metals house with leading technology platform, strong advisory and solutions capabilities
- Cash equities: #1 globally³
- FX: #2 globally with the largest share gain, #1 Europe, #1 Americas⁴
- Well positioned with attractive opportunities in capital-light businesses

Global Asset Management

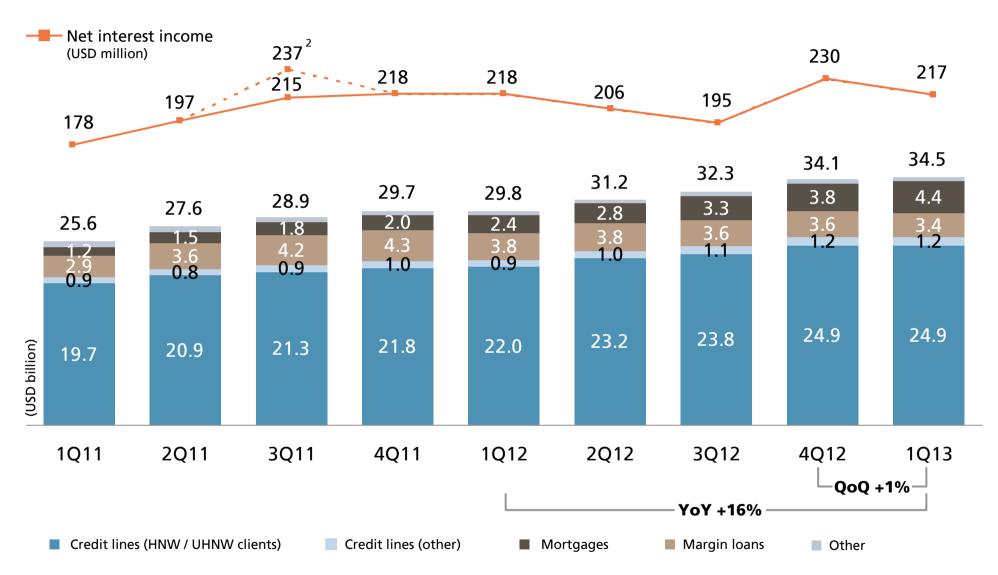
- Well diversified across investment capabilities, regions and distribution channels
- Strong alternatives platform; #2 real estate and fund of hedge funds globally⁵
- Benefits from wealth and pension growth



Appendix



Wealth Management Americas—Lending balances¹ (USD)



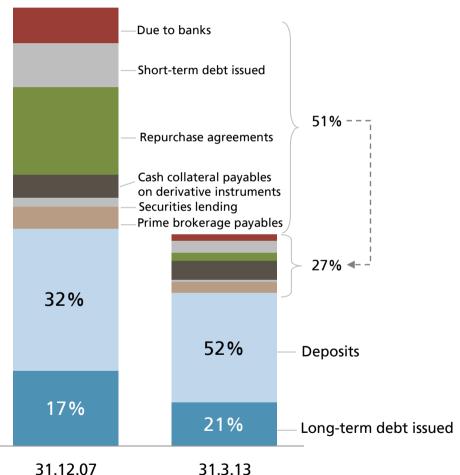
→ Over 98% of WMA's loan portfolio is secured by securities (85%) and residential property (13%)



Our balance sheet, funding and liquidity positions are strong

Our balance sheet structure has many characteristics of a AA-rated bank

Funding by product¹



Strong and significantly reduced balance sheet

- Funded balance sheet down >50% from its peak in 2007
- Swiss SRB Basel III leverage ratio 3.8%²

Strong funding profile

- Well diversified funding sources
- High proportion of stable funding sources with deposits >50% and long-term debt >20%
- Limited use of short-term wholesale funding
- Successfully repurchased CHF 5 billion of senior unsecured notes in February
- 103% Basel III NSFR³

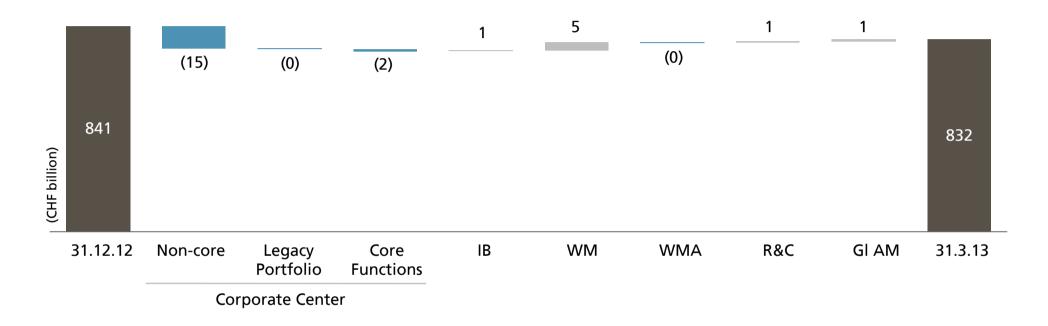
Strong liquidity position

- 107% Basel III LCR³



¹ As a percentage of total funding sources defined as: repurchase agreements, cash collateral on securities lent, due to banks, short-term debt issued, due to customers, long-term debt (including financial liabilities at fair value), cash collateral payables on derivative transactions and prime brokerage payables. CHF 1,527 billion on 31.12.07 and CHF 739 billion on 31.3.13

Change in funded assets¹



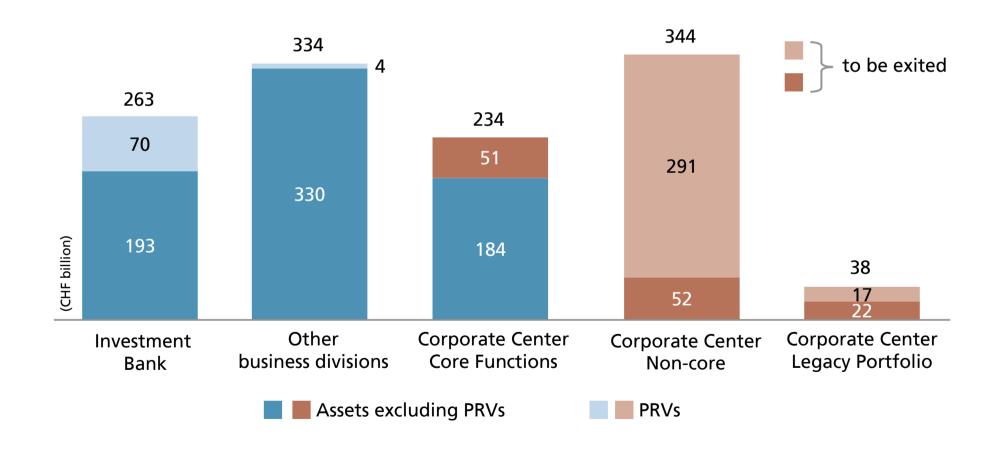
- FX movements added ~CHF 12 billion to funded assets, primarily from the USD appreciation against CHF
 - Largest effects on Corporate Center Core Functions, the Investment Bank and Wealth Management Americas
- Positive replacement values reduced by CHF 37 billion to CHF 382 billion
 - CHF 30 billion decrease in Corporate Center Non-core



Balance sheet

Total assets CHF 1,214 billion or CHF 832 billion excluding PRVs

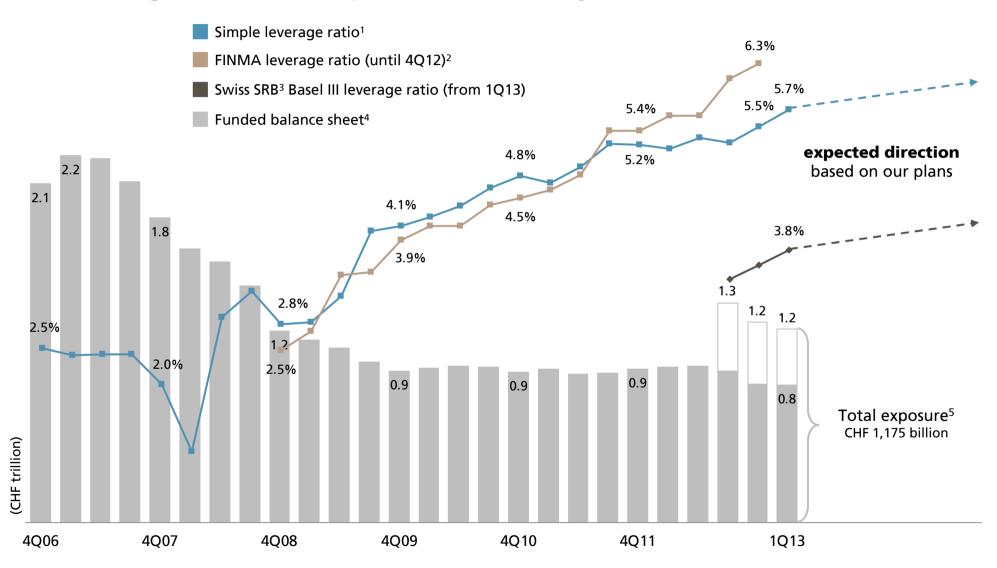
31.3.13

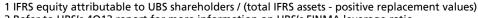




Leverage ratios

Our leverage ratios will improve substantially as we reduce our balance sheet





² Refer to UBS's 4Q12 report for more information on UBS's FINMA leverage ratio

³ Systemically relevant banks

⁴ Total IFRS assets minus positive replacement values

⁵ Total adjusted exposure for the calculation of the Swiss SRB leverage ratio, includes on-balance sheet assets and off-balance sheet items

Important information related to numbers shown in this presentation

Use of adjusted numbers

Throughout this presentation, unless otherwise indicated, "adjusted" figures exclude each of the following items, to the extent applicable, on a Group and business division level:

- Own credit loss on financial liabilities designated at fair value of CHF 181 million in 1Q13 for the Group (CHF 414 million loss in 4Q12, CHF 1,164 million loss in 1Q12)
- Net restructuring charges of CHF 246 million for the Group in 1Q13 (net charge of CHF 258 million in 4Q12, net charge of CHF 126 million in 1Q12)
- Gain on the disposal of the Canadian domestic business of CHF 34 million in Global Asset Management and gain on the sale of a proprietary business in the Investment Bank of CHF 55 million and an associated foreign currency translation loss of CHF 24 million in Corporate Center-Core Functions in 1Q13
- CHF 92 million net loss related to the buyback of debt in a public tender offer for the Group in 1Q13
- Credit to personnel expenses related to changes to UBS's Swiss pension plan (CHF 730 million restated for IAS19R for the Group in 1Q12)

IFRS 10

As a result of the adoption of IFRS 10, all comparative information for 2012, except where otherwise indicated, has been restated as if the new standard had always been applied. Comparative information prior to 2012 has not been adjusted.

Pro-forma Basel III RWA, Basel III capital ratios and Basel III liquidity ratios

Basel III risk-weighted assets in the presentation are calculated on the basis of Basel III fully applied unless otherwise stated.

From 1Q13 Basel III requirements apply. All Basel III numbers prior to 1Q13 are on a pro-forma basis. Some of the models applied when calculating these pro-forma numbers required regulatory approval and included estimates of the effect of these new capital charges. Estimates may have been refined with prospective effect during first quarter of 2013, as models and the associated systems were enhanced. Basel III capital numbers prior to 4Q12 do not include the effect of the implementation of IAS 19R or calculation refinements affecting 4Q12 figures. Refer to the "Capital Management" section in UBS's 1Q13 report for more information.

Currency translation

Monthly income statement items of foreign operations with a functional currency other than Swiss francs are translated with month-end rates into Swiss francs. Refer to "Note 20 Currency translation rates" in UBS's 1Q13 report for more information.

