

Investment Bank

APAC Factsheet

Awards and achievements



1st place All-Asia Sales Team (Institutional Investor 2018)
 25 total awards of distinction (Asia Money Awards 2017)
 Best House in APAC (Asia-Pacific Structured Products and Derivatives Awards 2015-2017)

Recently in APAC

As a leading investment bank in APAC, our people and platform offer integration and connectivity across our 13 APAC markets, delivering global perspectives with deep local insight to help clients drive economic growth. With 30 years' experience in China, we continue to expand our presence and are the first foreign bank to raise our shareholding in a joint Chinese securities venture - UBS Securities - to a majority 51%. We lead in terms of market share/platform via QFII/RQFII and Stock Connect, helping our clients navigate the market.

Overview of businesses

Corporate Client Solutions (CCS)

Offers solutions for corporate clients looking for strategic advice with respect to capital raising and M&A. In addition, we work with Institutional and Individual investors to raise funds.

Investor Client Services (ICS) Equities

Distributes, trades, finances and clears cash equity and equity-linked products as well as structures, originates and distributes new equity and equity-linked issues.

Foreign Exchange, rates and Credit (FRC)

Offers products in FX, rates, credit, and emerging markets to manage risk and access liquidity. **Global Research**

Offers informed credit, equity, economic and strategy research on companies, industry sectors, markets and macro-economic trends.

Key strengths



Client focus

- We take a relationship-driven approach, competing on value-add for our clients, not on size, balance sheet or product suite.
- Over 1500 people across 13 APAC markets offer access and connectivity across the region, including the largest team in sell-side research.



China market knowledge

- Established in China since 1989.
- The first and only fully-licensed international bank in the A-share market.
- Ranked #1 of global competitors and #2 overall in 2017 All-China Institutional Investor Survey; approximately 70 analysts in China.



Innovation

- To uncover new insights for investment advice, our research analysts often collaborate with UBS Evidence Lab, a specialist research facility focused on quantitative market research, digital footprint analysis, and data science and statistical modeling.

Our clients

We are a global leader in providing corporate, institutional and wealth management clients with expert advice, innovative solutions, execution and comprehensive access to international capital markets.

Client Segment:

- Institutional investors
- Individual investors
- Intermediaries

Senior management

David Chin

Head of Corporate Client Solutions APAC Hong Kong

Taichi Takahashi

Head of Equities APAC Hong Kong

Anthony Hall

Head of FX, Rates and Credit (FRC) APAC Singapore

Damien Horth

Head of Research APAC Hong Kong

For more information, go to:
www.ubs.com/InvestmentBank

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

UBS Investment Bank factsheet

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