

# UBS leads the way in wealth management

## Corporate profile for 4Q16



Building on its history of over 150 years, UBS is committed to bringing its global resources to bear on the portfolios of high net worth individuals to help them pursue their wealth management goals. Today, as the world's largest wealth manager,<sup>1</sup> we are strongly positioned to help our clients address the realities of the global economy and their sophisticated needs. Customized solutions are delivered by dedicated Financial Advisors who are aligned to help give clients confidence in reaching their goals no matter what the environment.

### The UBS approach to managing wealth

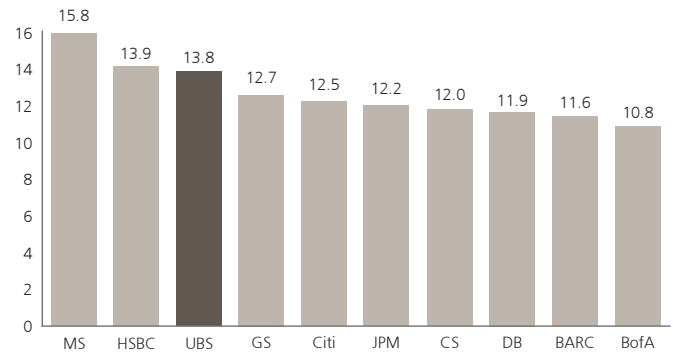
- Exclusive research.** The Chief Investment Office Wealth Management Research (CIO WMR) team combines insights from global research professionals and local expertise to give clients access to our best investment thinking. Informed by a rigorous investment process, CIO WMR's insights help clients make better investment decisions in a rapidly changing global marketplace.
- Global solutions.** The complex needs of our clients drive the solutions we provide. We offer a wide variety of solutions—whether from inside or outside of UBS—across a full range of products and platforms.
- Top-ranked Financial Advisors.**<sup>2</sup> Attuned to the specific needs of those with significant wealth, UBS Financial Advisors manage an average of \$158 million in invested assets.<sup>3</sup> To help clients pursue their ultimate goals, our Advisors provide comprehensive strategies and solutions based on an understanding of clients' objectives and risk tolerance, and the financial plans they create together.

### Strong and well-capitalized

UBS remains financially strong, with solid long-term credit ratings and a BIS Basel III common equity Tier 1 (CET1) ratio (fully applied) of 13.8% as of 12.31.16. The Basel III framework is a global regulatory standard on bank capital adequacy, stress testing and market liquidity risk; it is designed to improve the banking sector's ability to absorb shocks arising from financial and economic stress. UBS's capital position is strong, and its Basel III CET1 ratio is among the highest among large global banks.

### BIS Basel III common equity Tier 1 ratio (%)—fully applied\*

As of 12.31.16



Source: Companies' reporting

\*All figures are fully applied. UBS and CS are based on Swiss SRB Basel III, other European peers are based on Basel III under CRD IV, while US peers are based on US Basel III rules under advanced approach; HSBC, CS and BARC as of 09.30.16. For more information, see disclaimers on following page and "Capital Management" section in our quarterly and annual reports available at [ubs.com/investors](http://ubs.com/investors).

### Long-term credit ratings (as of 2.6.17)

	S&P's long-term rating/outlook	Moody's long-term rating/outlook
UBS Group AG	A-/S	Baa1/S <sup>1</sup>
UBS AG	A+/S	A1/S
Credit Suisse Group AG	BBB+/S	Baa2/S
Credit Suisse AG	A/S	A1/S
HSBC Holdings PLC	A/N	A1/N
HSBC Bank PLC	AA-/N	Aa2/N
Bank of America Corp.	BBB+/S	Baa1/P
Bank of America N.A.	A+/S	A1/P
Citigroup Inc.	BBB+/S	Baa1/S
Citibank N.A.	A+/S	A1/S
The Goldman Sachs Group Inc.	BBB+/S	A3/S
Goldman Sachs Bank USA	A+/S	A1/S
JPMorgan Chase & Co.	A-/S	A3/S
JPMorgan Chase Bank N.A.	A+/S	Aa3/S
Morgan Stanley	BBB+/S	A3/S
Morgan Stanley Bank N.A.	A+/S	A1/S
Wells Fargo & Company Ins.	A/N	A2/S
Wells Fargo Bank, N.A.	AA-/N	Aa2/S

Legend: Group holding/operating company

Source: Credit rating agencies' websites.

S&P: Issuer Credit Ratings: [details](#)

Moody's: senior unsecured debt rating: [details](#)

<sup>1</sup>Moody's rates senior unsecured debt issued by a funding vehicle guaranteed by UBS Group AG on an unsolicited basis.

<sup>1</sup> Scorpio Partnership's "Global Private Banking Benchmark 2016" rank of global wealth managers by assets under management as of 12.31.2015. [Click to view.](#)

<sup>2</sup> Many of the UBS Financial Advisors are recognized on a number of industry lists and rankings, such as *Barron's* Top 1,200, *Barron's* Top 100 and *Barron's* Top Women Financial Advisors.

<sup>3</sup> As of 12.31.16.

## Worldwide industry recognition

### Best Global Wealth Manager

*Euromoney*, 2017, 2016, 2015

### Best Services for High Net Worth Clients

(US\$ 5 million – US\$ 30 million)

*Euromoney*, 2017, 2016, 2015

### Best Family Office Services

*Euromoney*, 2017

### Best Research and Asset Allocation Advice

*Euromoney*, 2016, 2015

### Best Services for Philanthropy and Social Impact Investing

*Euromoney*, 2017, 2016, 2015

### Best Services for International Clients

*Euromoney*, 2017, 2016, 2015

### Best Services for Succession Planning Advice and Trusts

*Euromoney*, 2017, 2016, 2015

### Best Global Private Bank

*Euromoney*, 2017, 2016, 2014

*PWM The Banker*, 2016

### Best Global Bank

*Euromoney*, 2014

### Best Private Bank in Asia

### Best Global Brand in Private Banking

*PWM The Banker*, 2016

For the complete list of UBS private bank and wealth management awards: [Click here](#).

## UBS Wealth Management Americas (WMA) 4Q16 performance highlights<sup>1</sup>

- Pre-tax profit was \$337 million in 4Q16, compared with \$13 million in 4Q15 and \$328 million in 3Q16.
- Invested assets were \$1.111 trillion in 4Q16, compared with \$1.033 trillion in 4Q15 and \$1.106 trillion in 3Q16.
- Operating income was \$2,059 million in 4Q16, increased 10% from 4Q15 and 4% from 3Q16.

## Wealth Management Americas<sup>1</sup>

### Performance

(USD millions)	4Q16	3Q16	4Q15
Operating income	2,059	1,988	1,874
Operating expenses	1,723	1,660	1,860
Pre-tax profit	337	328	13

### Assets (USD billions)

Invested assets	1,111	1,106	1,033
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## UBS key corporate figures<sup>2,3</sup> (as of 12.31.16)

Invested assets (USD billions)	4Q16	3Q16
UBS Group AG	2,771	2,829
Wealth Management	960	996
Wealth Management Americas	1,111	1,106
Asset Management	644	669

### Financial strength (USD millions)

Equity attributable to UBS shareholders	52,773	54,888
Market capitalization <sup>4</sup>	60,334	52,459

<sup>1</sup> Source: UBS quarterly report for 4Q16.

<sup>2</sup> Refer to the "UBS Figures" section of the firm's quarterly report for 4Q16.

<sup>3</sup> UBS and its business divisions, excluding WMA, report results in CHF. USD figures are provided for convenience, based on the following conversion rates: 4Q16 spot 1.0180 CHF per 1 USD and 3Q16 spot 0.9711 CHF per 1 USD. Spot rate is used for invested assets, equity attributable to UBS shareholders and market capitalization. WMA results reflect actual USD. Group invested assets include invested assets for Personal & Corporate Banking.

<sup>4</sup> Refer to the "UBS shares" section of the firm's 4Q16 and 3Q16 reports for more information.

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Accolades are independently determined and awarded by their respective publications. For more information on a particular rating, visit its corresponding website. Neither UBS Financial Services Inc. nor its employees pay a fee in exchange for these ratings. Accolades can be based on a variety of criteria including length of service, compliance records, client satisfaction, assets under management, revenue, type of clientele and more.

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These are adjusted results, which are non-GAAP financial measures as defined by SEC regulations. Refer to Pages 7 – 9 of the fourth quarter 2016 report, which is available in the section "Quarterly reporting" at [ubs.com/investors](#) for an overview of adjusted numbers.

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