

UBS leads the way in wealth management

Corporate profile for 4Q17



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,¹ 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.

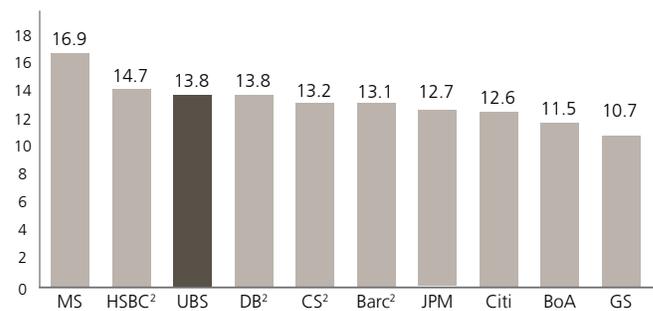
The UBS approach to managing wealth

- **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.** Our clients' complex needs 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.**² Attuned to the specific needs of those with significant wealth, UBS Wealth Management Americas Financial Advisors manage an average of \$180 million in invested assets.³ 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. UBS has a Basel III common equity Tier 1 (CET1) capital ratio (fully applied) of 13.8% as of 31.12.17. 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 capital ratio is among the highest among large global banks.

Basel III common equity Tier 1 capital ratio (%) – fully applied¹
As of 31.12.2017



Source: Companies' reporting

¹ 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 Basel III under advanced approach; ² As of 30.09.2017

For more information, see disclaimers on following page and "Capital Management" section in our quarterly and annual reports available at ubs.com/investors.

Long-term credit ratings (as of 12.07.17)

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

Legend: Group holding / operating company

Source: credit rating agencies' websites.

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

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

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

¹ Scorpio Partnership's "Global Private Banking Benchmark 2017" rank of global wealth managers by assets under management.

² 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.

³ As of 12.31.17.

Worldwide industry recognition

Best Global Wealth Manager

Euromoney, 2017, 2016, 2015

Best Services for High Net Worth Clients

(USD \$5 million – USD \$30 million)

Euromoney, 2018, 2017, 2016, 2015

Best Family Office Services

Euromoney, 2018, 2017

Best Research and Asset Allocation Advice

Euromoney, 2018, 2016, 2015

Best Services for Philanthropy and Social Impact Investing

Euromoney, 2018, 2017, 2016, 2015

Best Services for International Clients

Euromoney, 2018, 2017, 2016, 2015

Best Services for Succession Planning Advice and Trusts

Euromoney, 2018, 2017, 2016, 2015

Best Global Private Bank

Euromoney, 2018, 2017, 2016, 2014

PWM The Banker, 2016

Best Bank for Wealth Management in North America

Euromoney, 2017

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) 4Q17 performance highlights¹

- Pre-tax profit was \$390 million in 4Q17, compared with \$358 million in 4Q16 and \$351 million in 3Q17.
- Invested assets were \$1,225 billion in 4Q17, compared with \$1,100 billion in 4Q16 and \$1,189 billion in 3Q17.
- Operating income was \$2,200 million in 4Q17, increased 7% from 4Q16 and increased 3% from 3Q17.

Wealth Management Americas¹

Performance

(USD millions)	4Q17	3Q17	4Q16
Operating income	2,200	2,126	2,049
Operating expenses	1,810	1,775	1,692
Pre-tax profit	390	351	358

Assets (USD billions)

Invested assets	1,225	1,189	1,100
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UBS key corporate figures^{2, 3}

Invested assets ⁴ (USD billions)	4Q17	3Q17
UBS Group AG	3,259	3,164
Wealth Management	1,177	1,135
Wealth Management Americas	1,225	1,189
Asset Management	795	768

Resources and other (USD millions)

Equity attributable to UBS shareholders	52,615	55,193
Market capitalization ⁵	70,860	65,784

¹ Source: UBS quarterly report for 4Q17.

² Refer to the "UBS Figures" section of the firm's quarterly report for 4Q17.

³ UBS and its business divisions, excluding WMA, report results in CHF.

USD figures are provided for convenience, based on the following conversion rates: 3Q17 spot 0.9755 CHF per 1 USD and 2Q17 spot 0.9680 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.

⁴ Certain account types were corrected during the fourth quarter of 2017. Prior periods were corrected accordingly. The effect on net new money in all periods was immaterial.

⁵ Refer to the "UBS shares" section of the firm's 4Q17 and 3Q17 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 the fourth quarter report, which is available in the section "Quarterly reporting" at ubs.com/investors for an overview of adjusted numbers.

As a firm providing wealth management services to clients, we offer both investment advisory and brokerage services. These services are separate and distinct, differ in material ways and are governed by different laws and separate contracts. For more information on the distinctions between our brokerage and investment advisory services, please speak with your Financial Advisor or visit our website at ubs.com/workingwithus.

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