

# UBS leads the way in wealth management

## Corporate profile for 2Q16



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.

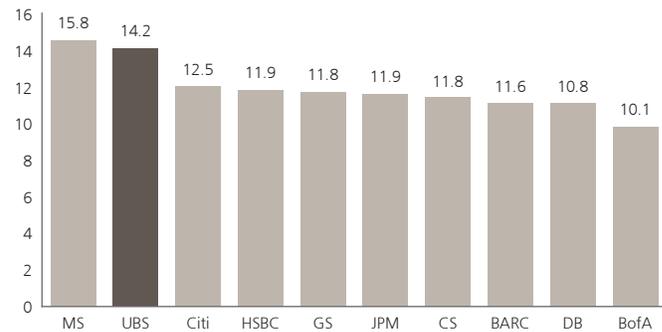
### The UBS approach to managing wealth

- 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 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 FAs manage an average of \$151 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 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 14% as of 3.31.16. 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 among the highest among large global banks.

BIS Basel III common equity Tier 1 ratio (%) – fully applied\*  
As of 6.30.16



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 Basel III under advanced approach HSBC as of 03.31.2016

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 7.27.16)

	S&P's long-term rating/outlook	Moody's long-term rating/outlook
UBS Group AG UBS AG	A-/S A+/S	Baa2/S A1/S
Credit Suisse Group AG Credit Suisse AG	BBB+/S A/S	Baa3/S A2/S
HSBC Holdings PLC HSBC Bank PLC	A/S AA-/S	A1/N Aa2/N
Bank of America Corp. Bank of America N.A.	BBB+/S A/U	Baa1/S A1/S
Citigroup Inc. Citigroup N.A.	BBB+/S A/U	Baa1/S A1/S
The Goldman Sachs Group Inc. Goldman Sachs Bank USA	BBB+/S A/U	A3/S A1/S
JPMorgan Chase & Co. JPMorgan Chase Bank NA	A-/S A+/S	A3/S Aa3/S
Morgan Stanley Morgan Stanley N.A.	BBB+/S A/U	A3/S A1/S
Wells Fargo & Company Ins. Wells Fargo Bank, N.A.	A+/N AA-/S	A2/S Aa2/S

Legend: Group holding company/Parent bank or operating company

Source: Bloomberg, 7.27.16

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

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

<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.

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<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 3.31.16.

## Worldwide industry recognition

### Best Global Wealth Manager

*Euromoney*, 2016, 2015

### Best Services for High Net Worth Clients

(US\$ 5 million – US\$ 30 million)

*Euromoney*, 2016, 2015

### Best Research and Asset Allocation Advice

*Euromoney*, 2016, 2015

### Best Services for Philanthropy and Social Impact Investing

*Euromoney*, 2016, 2015

### Best Services for International Clients

*Euromoney*, 2016, 2015

### Best Services for Succession Planning Advice and Trusts

*Euromoney*, 2016, 2015

### Best Global Private Bank

*Euromoney*, 2016, 2014

*PWM The Banker*, 2015

### Best Global Bank

*Euromoney*, 2014

### Best Private Bank in Asia

### Best Global Brand in Private Banking

*PWM The Banker*, 2015

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

## UBS Wealth Management Americas (WMA) 2Q16 performance highlights<sup>1</sup>

- Pre-tax profit was \$242 million in 2Q16, compared with \$205 million in 2Q15 and \$212 million in 1Q16.
- Invested assets were \$1.077 trillion in 2Q16 compared with \$1.045 trillion in 2Q15 and \$1.050 trillion in 1Q16.
- Operating income was \$1,924 million in 2Q16, decreased 1% from 2Q15 but increased 1% from 1Q16.

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

### Performance

(USD millions)	2Q16	1Q16	2Q15
Operating income	<b>1,924</b>	1,899	1,947
Operating expenses	<b>1,682</b>	1,688	1,743
Pre-tax profit	<b>242</b>	212	205

### Assets (USD billions)

Invested assets	<b>1,077</b>	1,050	1,045
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## UBS key corporate figures<sup>2, 3</sup> (as of 6.30.16)

Invested assets (USD billions)	2Q16	1Q16
UBS Group AG	<b>2,738</b>	2,724
Wealth Management	<b>956</b>	963
Wealth Management Americas	<b>1,077</b>	1,050
Asset Management	<b>654</b>	654

### Financial strength (USD millions)

Equity attributable to UBS shareholders	<b>57,081</b>	57,074
Market capitalization <sup>4</sup>	<b>49,501</b>	62,061

<sup>1</sup> Source: UBS quarterly report for 2Q16.

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

<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: 2Q16 spot 0.9777 CHF per 1 USD and 1Q16 spot 0.9610 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 2Q16 and 1Q16 reports for more information.

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

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