

UBS leads the way in wealth management

Corporate profile for 3Q16



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

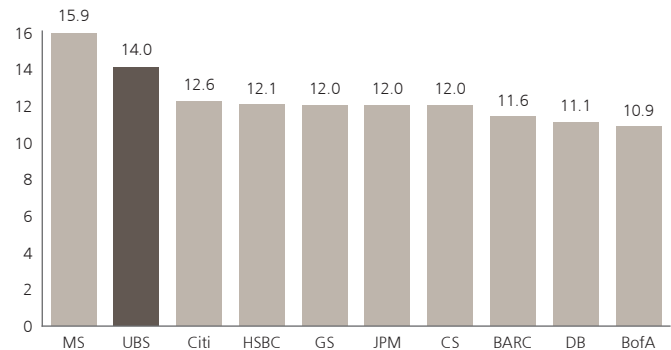
- Exclusive research.** The Chief Investment Office Wealth Management Research (CIO WMR) team combines insights from global research professionals and local expertise to give clients access to our best investment thinking. Informed by a rigorous investment process, CIO WMR insights help clients make 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.**² Attuned to the specific needs of those with significant wealth, UBS FAs manage an average of \$151 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 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 9.30.16. 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 9.30.16



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 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.

Long-term credit ratings (as of 11.3.16)

	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, 11.3.16

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

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

¹ 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](#)

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 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) 3Q16 performance highlights¹

- Pre-tax profit was \$328 million in 3Q16, compared with \$268 million in 3Q15 and \$242 million in 2Q16.
- Invested assets were \$1.106 trillion in 3Q16 compared with \$992 trillion in 3Q15 and \$1.077 trillion in 2Q16.
- Operating income was \$1,988 million in 3Q16, increased 3% from 3Q15 as well as 2Q16.

Wealth Management Americas¹

Performance

(USD millions)	3Q16	2Q16	3Q15
Operating income	1,988	1,924	1,931
Operating expenses	1,660	1,682	1,663
Pre-tax profit	328	242	268

Assets (USD billions)

Invested assets	1,106	1,077	992
-----------------	--------------	-------	-----

UBS key corporate figures^{2,3} (as of 9.30.16)

Invested assets (USD billions)	3Q16	2Q16
UBS Group AG	2,829	2,738
Wealth Management	996	956
Wealth Management Americas	1,106	1,077
Asset Management	669	654

Financial strength (USD millions)

Equity attributable to UBS shareholders	54,888	57,081
Market capitalization ⁴	52,459	49,501

¹ Source: UBS quarterly report for 3Q16.

² Refer to the "UBS Figures" section of the firm's quarterly report for 3Q16.

³ UBS and its business divisions, excluding WMA, report results in CHF. USD figures are provided for convenience, based on the following conversion rates: 3Q16 spot 0.9711 CHF per 1 USD and 2Q16 spot 0.9777 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 Refer to the "UBS shares" section of the firm's 3Q16, and 2Q16 reports for more information.

ubs.com/fs

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.

This document contains "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 U.S. Securities and Exchange Commission, including UBS Group AG's financial reports for third quarter 2016. 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. The information contained in this document is provided solely for information purposes, and is not to be construed as a solicitation of an offer to buy or sell any securities or other financial instruments in Switzerland, the United States or any other jurisdiction. No investment decision relating to securities of or relating to UBS Group AG or its affiliates should be made on the basis of this document. Refer to our quarterly and annual reports for more information. These reports are available at [ubs.com/investors](#). No representation or warranty is made or implied concerning, and UBS assumes no responsibility for, the accuracy, completeness, reliability or comparability of the information contained herein relating to third parties, which is based solely on publicly available information. UBS undertakes no obligation to update the information contained herein.

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.

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](#).

Wealth management services in the United States are provided by UBS Financial Services Inc., a registered broker-dealer offering securities, trading, brokerage and related products and services. Wealth Management Americas includes the domestic U.S. business, the domestic Canadian business and international business booked in the U.S.