

# UBS Investment Bank

## *Expertise, innovation and global capabilities*



At UBS we are building an investment bank like no other.  
Being client-centric is in our DNA.

Here's what that means for you.

### **Deep understanding**

We take the long view on client relationships. We want the value of today's opportunities to be fully realized for your businesses tomorrow.

We want to be known for superior understanding of your business and objectives, so that our advice cuts through complexity and delivers direct value.

### **Service and access**

Exceptional, dedicated service is essential to successful relationships. Serving you to the highest standard is deeply ingrained in our culture.

- UBS manages the interests of more high net worth and ultra-high net worth individuals than any other bank in the world.<sup>1</sup> These are individuals who require dedicated service, so providing this has become part of our DNA.
- Ongoing collaboration within our unrivalled global network allows us to provide you with deeper insights and unique opportunities across sectors and markets.

### **Innovative solutions**

We know that in this world of continuous change, standing still means getting left behind. To stay ahead of the curve, you need an investment bank that is deeply committed to meeting your evolving needs.

At UBS, improving our services is fundamental to everything we do. We continuously invest in new products, services and technologies that aim to add value and empower you to succeed.

### **Adaptable**

We are one of the best capitalized of the world's major investment banks,<sup>2</sup> ahead of Basel III requirements, and we have anticipated the changes in the market to develop a responsive model.

1. *Euromoney*, 2013.

2. See "Important Information."

# Corporate, institutional and wealth management clients choose UBS Investment Bank because they know that we are built to deliver client-focused results, both today and tomorrow.

## Our services

UBS Investment Bank is divided into two main divisions that provide a suite of industry-leading services:

- Our **Corporate Client Solutions** division provides corporate, financial and sponsor clients with expert advice, innovative solutions and outstanding execution for both simple and complex transactions—and everything in between.
- Our **Investor Client Services** division provides quality insight, analytics, liquidity, execution, post-trade services as well as wide partnership in fund investments and distribution capabilities for corporate, institutional, prime brokerage and wealth management clients.

For additional information on each division's capabilities, see below.

### Corporate Client Solutions

- **Coverage and advisory:** M&A advice and execution, refinancings, spinoffs, exchange offerings, LBOs, joint ventures, takeover defense, corporate broking and other advisory services.
- **Capital markets solutions:**
  - Equity capital markets: Equity capital raising, related derivative products, risk management solutions, IPOs, right issues, follow-ons, block trades, equity-linked transactions and other strategic equity solutions.
  - Debt capital markets: Debt capital raising including investment-grade and emerging market bonds, high-yield bonds, subordinated debt and hybrid capital.
  - Leverage capital markets: Event-driven loans, bonds and mezzanine financing.
- **Financing solutions:** Customized solutions across asset classes including structured financing, real estate financing, special situations group and selective corporate lending to support our advisory-driven business.

### Investor Client Services

- Collaborative global insights into companies, sectors, markets and macro-economic trends to help shape our clients' investment decision process.
- Direct execution strategies that think like a trader and access to quality liquidity including UBS's vast internal flow.
- Expertise in global cash and derivative execution and pre- and post-trade portfolio analysis to fine tune trading, index research and quant strategies.
- Access to synthetic means of trading to meet our clients' equities and futures hedging, market access, yield enhancement and financing needs.
- A global derivative platform delivered locally to help our clients protect, enhance, optimize and leverage their investment performance.
- A full suite of global financing services including prime brokerage for custody, asset servicing, advisory, capital introduction, clearing and execution.
- Leading FX and precious metals platforms, leading through complete client offering and superior technology platform (#2 global FX, #1 in Europe and #2 in Americas).<sup>3</sup>
- Solid rates and credit business providing liquidity and solutions in a broad array of fixed income markets.

## The UBS Group: Key facts

UBS draws on its 150-year heritage to serve private, institutional and corporate clients worldwide, as well as retail clients in Switzerland. Our business strategy is centered on our preeminent global wealth management businesses and our leading universal bank in Switzerland. Together with a client-focused Investment Bank and a strong, well-diversified Global Asset Management business, UBS will expand our premier wealth management franchise and drive further growth across the UBS group of companies (UBS Group). Headquartered in Zurich and Basel, Switzerland, UBS has offices in more than 50 countries, including all major financial centers, and has approximately 62,000 employees. UBS AG is the parent company of the UBS Group. Under Swiss company law, UBS AG is organized as an Aktiengesellschaft, a corporation that has issued shares of common stock to investors. The operational structure of the Group comprises the Corporate Center and five business divisions: Wealth Management, Wealth Management Americas, the Investment Bank, Global Asset Management and Retail & Corporate.

## Awards

We wish to be judged by what we do for you. The awards we've won across the board are proof that whether you're looking for investment banking, equities, fixed income or foreign exchange services, we have the global strength and industry experience to meet your needs.

### Corporate Client Solutions

- **Most Innovative Bank for M&A,** *The Banker – Investment Banking Awards, 2014*
- **Corporate Derivatives House of The Year,** *Global Capital – Derivatives Awards, 2014*
- **Best Global Bank,** *Euromoney – Awards for Excellence, 2014*
- **Best Equity House in Asia,** *Euromoney – Awards for Excellence, 2014*
- **Best M&A Deal, China Life Strategic Investment in Yunnan Metallurgical,** *Securities Times, 2014*
- **No. 1 Best Investment Bank in China and Australia,** *Euromoney – Awards for Excellence, 2013*

### Investor Client Services – Equities

- **Structured Products House of the Year,** *Global Capital – Derivatives Awards, 2014*
- **No. 1 Pan European Equity House,** *Thomson Reuters Extel Survey, 2004 – 2014*
- **No. 1 Equity Trading & Execution,** *Thomson Reuters Extel Survey, 2008 – 2014*
- **No. 1 Equity and Equity-linked Sales,** *Thomson Reuters Extel Survey, 2002 – 2014*
- **Structured Products House of the Year,** *Global Capital – Americas Derivatives Awards, 2014*
- **No. 1 Global Broker 2013,** *FT StarMine Analyst Awards*
- **Top 2 All-Europe Research Team,** *Institutional Investor – All Europe Research Team, 2009 – 2013*

- **Quality Leader in European Equity Electronic Trading, Portfolio Trading and Sales,** *Greenwich Associates, 2013*

### Investor Client Services – FX, Precious Metals, Rates & Credit

- **Electronic Platform of the Year (UBS Neo),** *Global Capital – Derivatives Awards, 2014*
- **Best Broker-Dealer (UBS Neo platform),** *Waters Technology – Waters Rankings, 2014*
- **No. 1 Top Tier Foreign Exchange Market Share,** *Greenwich Associates, 2014*
- **No. 1 European Foreign Exchange Market Share,** *Greenwich Associates, 2014*
- **No. 1 United States Foreign Exchange Market Share,** *Greenwich Associates, 2014*
- **Electronic Platform of the Year (UBS Neo),** *Global Capital – Americas Derivatives Awards, 2014*
- **Best Platform (UBS Neo),** *Profit & Loss – Digital FX Awards, 2014*
- **Fixed Income Electronic Platform of the Year,** *Derivatives Intelligence – Derivatives Week Awards, 2013*
- **No. 1 FX Overall for US Dollar/Swiss Franc for Swaps, Options and Forwards,** *Risk – Institutional Investor Rankings, 2013*
- **No. 1 European Foreign Exchange Service Quality Leader,** *Greenwich Associates – Global Foreign Exchange Services, 2012 – 2013*
- **No. 1 Dealer – Gold and Silver Spots,** *Risk & Energy Risk – Commodity Rankings, 2011 – 2013*

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#### Important Information:

##### Basel III RWA, Basel III capital and Basel III liquidity ratios

Basel III numbers in this material are BIS Basel III numbers unless otherwise stated. In addition to being required to comply with the BIS Basel III rules, as implemented by the revised Swiss Capital Adequacy Ordinance issued by the Swiss Federal Council and required by FINMA regulation, systemically relevant banks (SRB) in Switzerland (currently UBS and Credit Suisse) are required to comply with Swiss SRB-specific rules. The Swiss SRB Basel III transition rules are in line with the BIS Basel III transition rules, except that under the Swiss SRB Basel III rules our high trigger loss-absorbing capital which was granted as part of UBS's deferred compensations programs is subject to different amortization criteria than under BIS and that phase-out Tier 2 capital is not recognized.

Basel III risk-weighted assets in the presentation are calculated on the basis of Basel III fully applied unless otherwise stated.

From 1Q13 Basel III requirements apply. All Basel III numbers prior to 1Q13 are on a pro-forma basis. Some of the models applied when calculating proforma information required regulatory approval and included estimates (discussed with our primary regulator) of the effect of these new capital charges. These estimates have been refined with prospective effect during the first and second quarter of 2013, as models and associated systems were enhanced.

Refer to the "Capital Management" section in UBS's *Second Quarter 2013 Report* for more information.

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