

UBS Product Day – Zurich Balance Sheet, RWA & Capital Management

Clive Standish, Chief Financial Officer

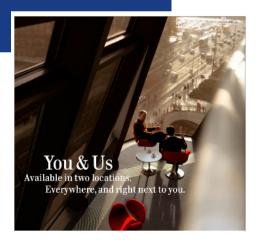


Table of contents

SECTION 1 **Key Messages**

SECTION 2 **Balance Sheet**

SECTION 3 Risk-Weighted Assets (RWA)

SECTION 4 Capital Management



Key messages

- ◆ Large but uniquely liquid balance sheet
- ◆ Rating/funding advantage reflect unique business model/treasury discipline
- ◆ Modest RWA reflects risk profile and high liquidity
- ◆ Strong RWA growth mirrors targeted business growth
- ◆ Soundly capitalized at total capital and especially Tier 1 capital level
- ◆ Business mix and risk profile drives high and growing RoE
- ◆ Capital management balances growth dynamics with pay-out capacity
 - high RoE provides strong capital generation to satisfy multiple demands
- ◆ Basel II impact expected to be modest given large credit gains, especially on highly secured and collateralized portfolios, offsetting new operational risk underpinning



SECTION 2

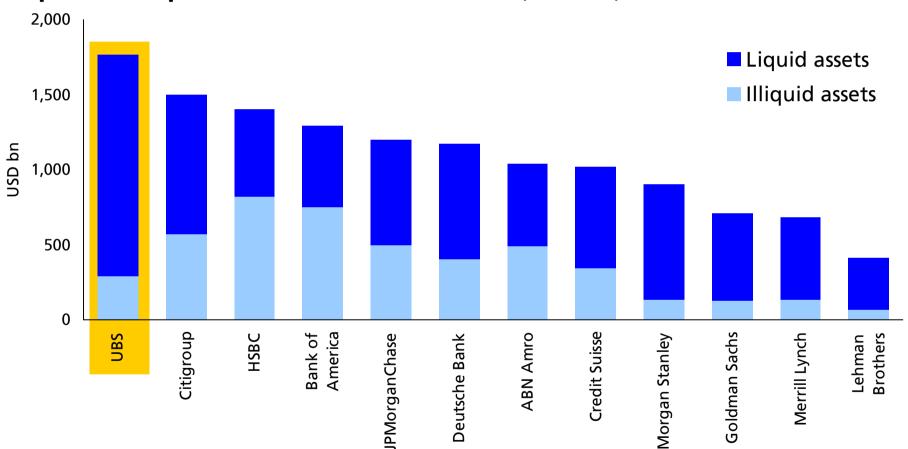
Balance Sheet



Large but uniquely liquid balance sheet

Balance sheet size is not a target...

Liquid and illiquid assets as of December 2005 (US GAAP)



...rather a consequence of profitable business growth

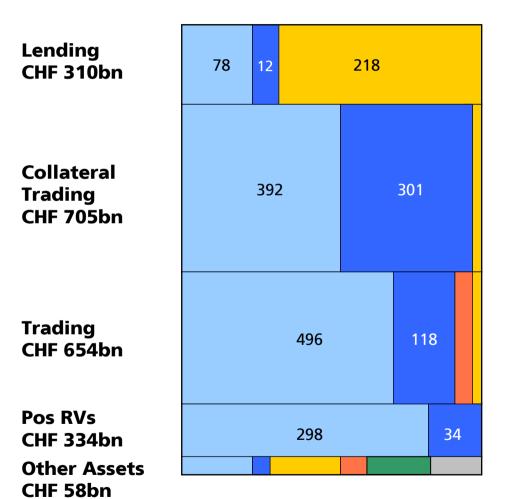


Source: Corporate Reporting

Asset decomposition

Group assets dominated by the IB (85%)...

B/S by category and Business Group as of December 2005 (CHF bn)



Investment Bank excl CCT CHF 1,279bn

IB Cash & Collateral Trading CHF 470bn

Global WM&BB CHF 249bn

Global Asset Management CHF 37bn

Corporate Center CHF 14bn

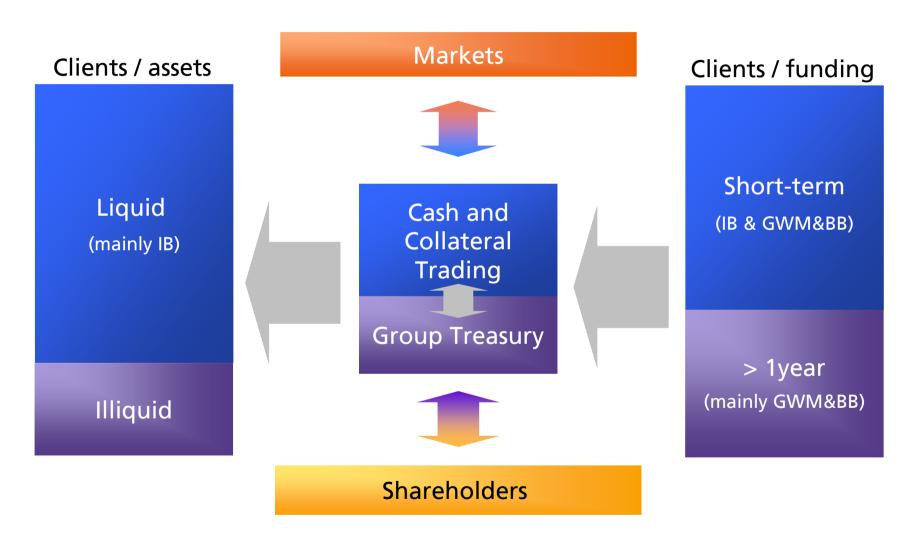
Industrial Holdings CHF 11bn



...consistent with high liquidity of balance sheet

Flow of funds – disciplined, integrated business model

Long-established central treasury model reduces risks...



...nets all flows and delivers substantial funding advantage



SECTION 3

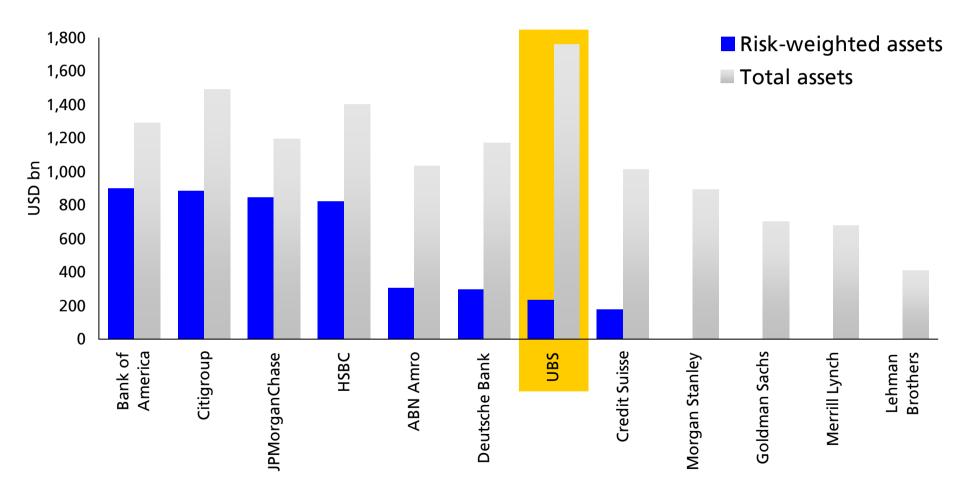
Risk-Weighted Assets (RWA)



RWA – peer comparison

Modest RWA level...

RWA and total assets as of December 2005 (US GAAP)



...reflects risk profile and highly liquid balance sheet



Source: Corporate Reporting

Risk-weighted assets

Note 28: Capital Adequacy

CHF billion @ 31.12.2005	Exposure	Risk- weighted assets	Average risk- weightings
Due from Banks and other collateralized lendings	665.9	7.0	1%
Net positions in securities	8.1	6.8	85%
Positive replacement values	87.0	20.5	24%
Net loans and other collateralized lendings	540.1	196.1	36%
Accrued income and prepaid expenses	9.1	4.8	53%
Property and equipment	8.0	8.0	100%
Other assets	13.3	9.1	69%
Total on-balance sheet	1,331.3	252.4	19%
Contingent liabilities	16.6	7.5	45%
Irrevocable commitments	73.2	18.5	25%
Forward and swap contracts	22,365.4	10.7	-
Purchased options	1,629.3	0.3	-
Total off-balance sheet	24,084.5	37.0	-
Market risk positions		21.0	
Total risk-weighted assets		310.4	



RWA decomposition

Balanced RWA mix between IB and GWM&BB

B/S by category and Business Group as of December 2005 (CHF bn)

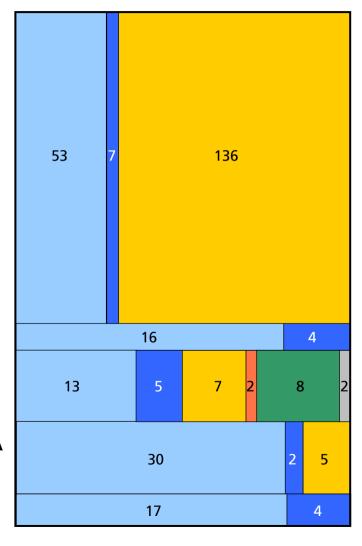
Lending to customers CHF 196bn

Positive RV CHF 21bn

Other balance sheet assets CHF 36bn

Off balance sheet RWA CHF 37bn

Market risk positions RWA CHF 21bn



Investment Bank CHF 128.7bn

IB Cash & Collateral Trading CHF 22.6bn

Global WM&BB CHF 147.3bn

Global Asset Management CHF 1.6bn

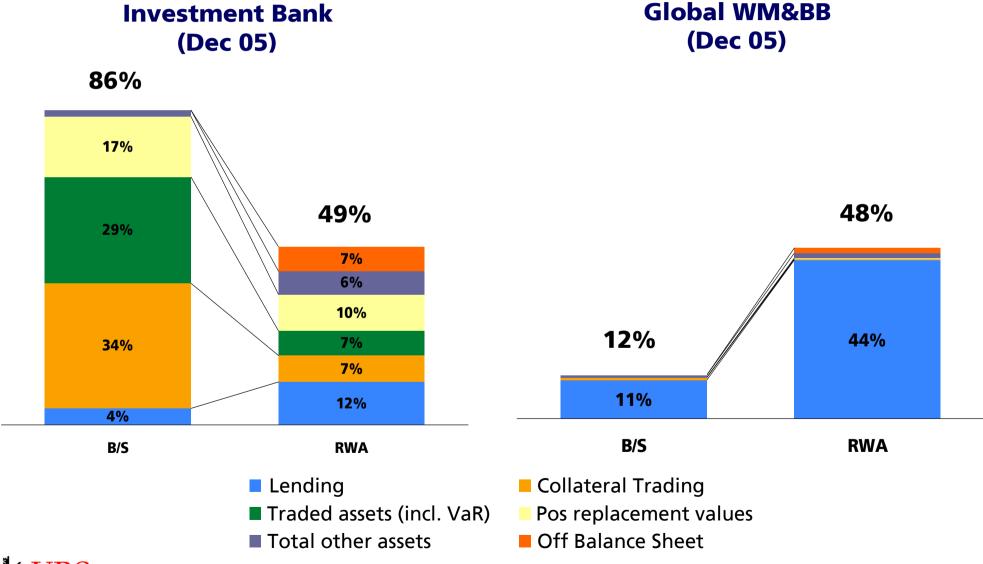
Corporate Center CHF 8.1bn

Industrial Holdings CHF 2.0bn



Decomposition of B/S and RWA by Business Group

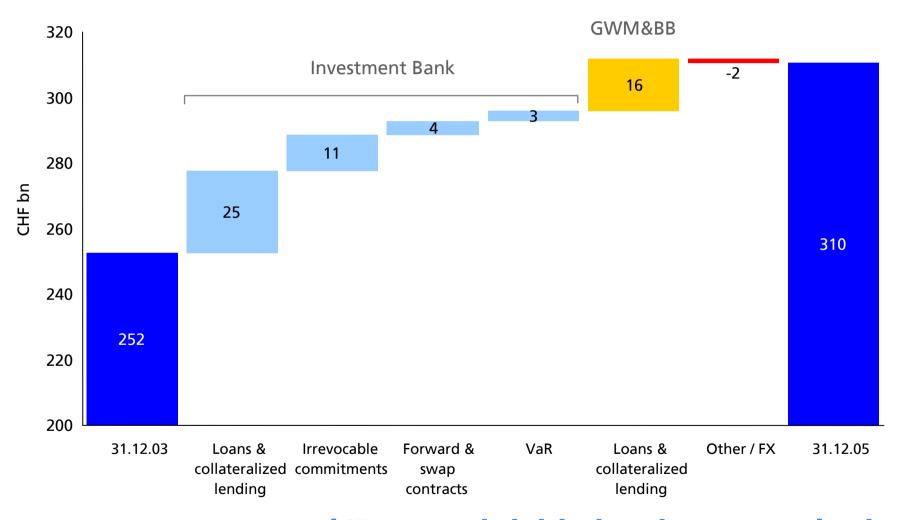
Highly liquid assets translate into low RWA





RWA growth over last 2 years

Main RWA growth drivers are the targeted GWM&BB...



...and IB strategic initiatives in our core businesses



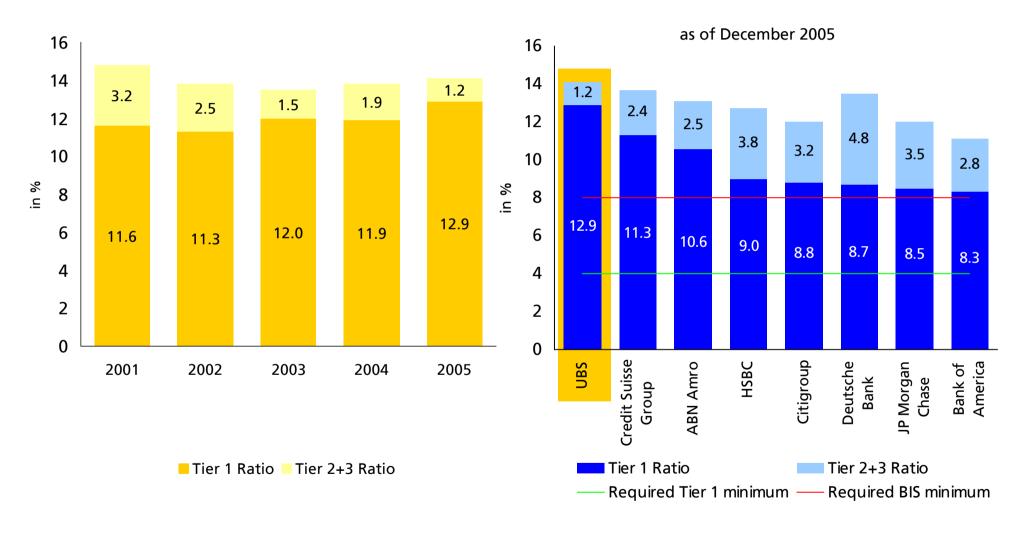
SECTION 4

Capital Management



Core capital strength – peer comparison

Soundly capitalised at total capital and especially Tier 1 level...



...but 2005 level inflated by SBC WM sale proceeds



Source: Corporate Reporting

Eligible capital

Goodwill represents significant adjustment to eligible tier 1 capital ...

Eligible Capital (CHF bn) as of December 2005		/ RWA	Capital Ratios
Tier 1 before goodwill deductions	51.1		
Less goodwill *	(11.2)		
Tier 1 Capital	39.9		12.9%
thereof hybrid	5.0		
Tier 2 Capital	7.2		
Deductions	(3.3)		
thereof Julius Baer	(2.2)		
thereof Bank of China	(0.7)		
Total Group Capital	43.9		14.1%



Decomposition of required capital @ 10% Tier 1 level

High IB focus on capital consumption and returns per BU...

B/S by category and Business Group as of December 2005 (CHF bn)

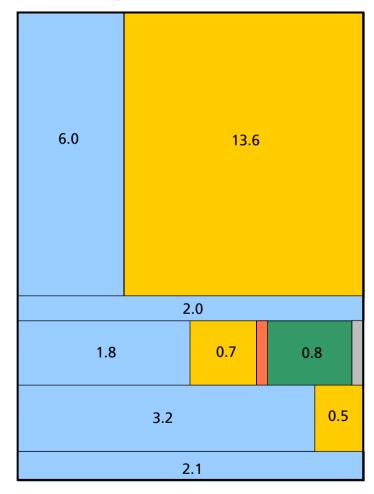
Lending to customers CHF 19.6bn

Positive RV CHF 2.1bn

Other balance sheet assets CHF 3.6bn

Off balance sheet RWA CHF 3.7bn

Market risk positions RWA CHF 2.1bn



Investment Bank CHF 15.1bn

Global WM&BB CHF 14.8bn

Global Asset Management CHF 0.2bn

Corporate Center CHF 0.8bn

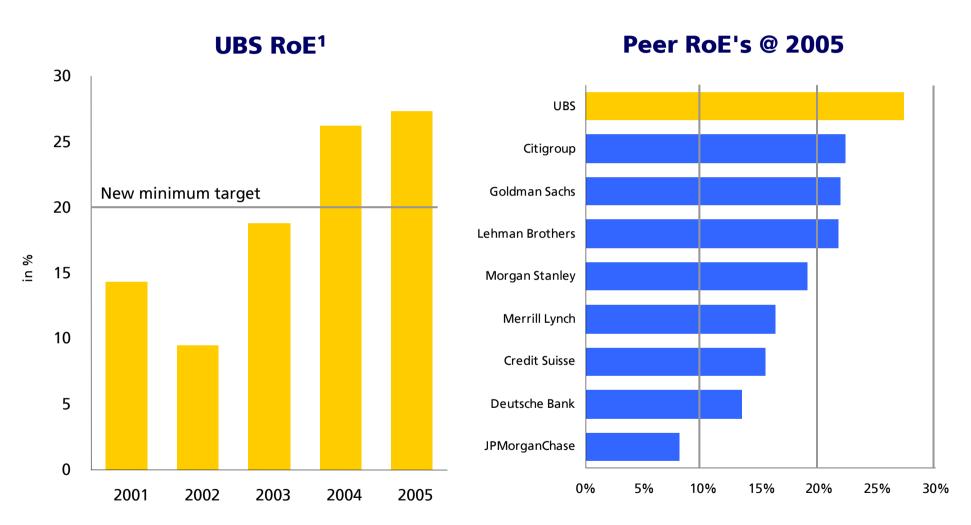
Industrial Holdings CHF 0.2bn



...with material new business/transaction proposals subject to reg cap consumption and return analysis as one decision factor

Return on equity (RoE)

Business mix and risk profile drives high and growing ROE



¹ Net profit attributable to UBS shareholders from continuing operations excluding the amortization of goodwill / average equity attributable to UBS shareholders less accrued distributions

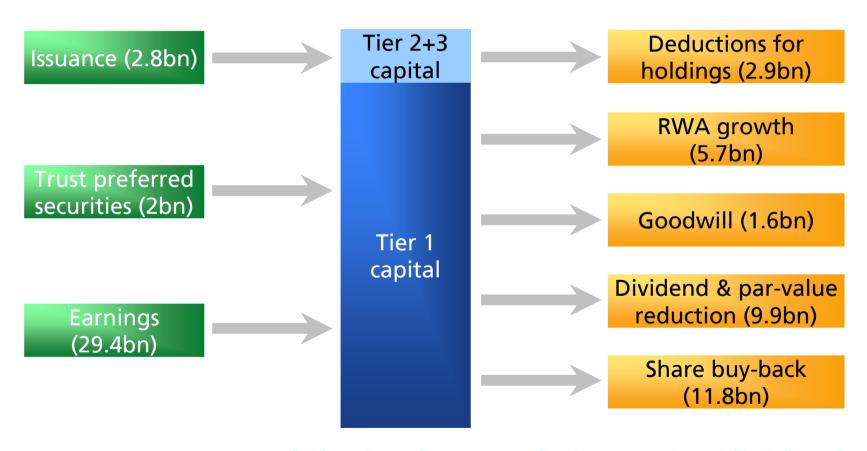


Source: Corporate Reporting

Capital management discipline

High RoE supports rapid organic growth and targeted add-on acquisitions...

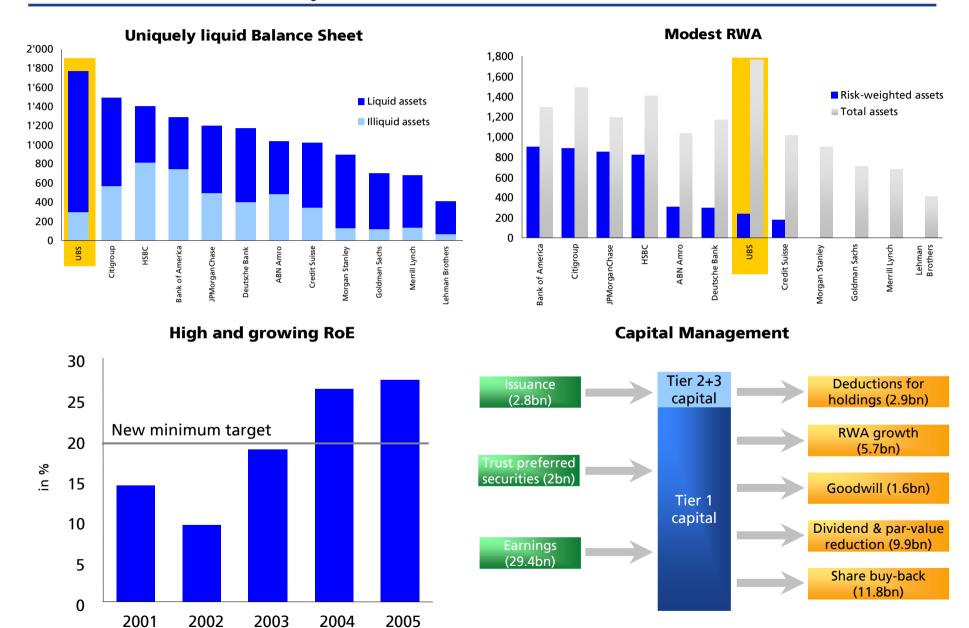
Cumulative flows over last 3 years (2003 – 2005)



...while simultaneously increasing dividends and buying back substantial shares



Executive summary





Questions.....

