

# First quarter 2015 results



### Cautionary statement regarding forward-looking statements

This presentation contains statements that constitute "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. These factors include, but are not limited to: (i) the degree to which UBS is successful in executing its announced strategic plans, including its cost reduction and efficiency initiatives and its planned further reduction in its Basel III risk-weighted assets (RWA) and leverage ratio denominator (LRD), and to maintain its stated capital return objective: (ii) developments in the markets in which UBS operates or to which it is exposed, including movements in securities prices or liquidity, credit spreads, currency exchange rates and interest rates and the effect of economic conditions and market developments on the financial position or creditworthiness of UBS's clients and counterparties, and the degree to which UBS is successful in implementing changes to its business to meet changing market, regulatory and other conditions; (iii) changes in the availability of capital and funding, including any changes in UBS's credit spreads and ratings, or arising from requirements for bail-in debt or loss-absorbing capital; (iv) changes in or the implementation of financial legislation and regulation in Switzerland, the US, the UK and other financial centers that may impose more stringent capital (including leverage ratio), liquidity and funding requirements, incremental tax requirements, additional levies, limitations on permitted activities, constraints on remuneration or other measures; (v) uncertainty as to when and to what degree the Swiss Financial Market Supervisory Authority (FINMA) will approve reductions to the incremental RWA resulting from the supplemental operational risk capital analysis mutually agreed to by UBS and FINMA, or will approve a limited reduction of capital requirements due to measures to reduce resolvability risk; (vi) the degree to which UBS is successful in executing the transfer of business to UBS Switzerland AG, a establishing a US intermediate holding company and implementing the US enhanced prudential standards, completing the squeeze-out of minority shareholders of UBS AG, changing the operating model of UBS Limited and other changes which UBS may make in its legal entity structure and operating model, including the possible consequences of such changes, and the potential need to make other changes to the legal structure or booking model of UBS Group in response to legal and regulatory requirements, including capital requirements, resolvability requirements and proposals in Switzerland and other countries for mandatory structural reform of banks; (vii) changes in UBS's competitive position, including whether differences in regulatory capital and other requirements among the major financial centers will adversely affect UBS's ability to compete in certain lines of business; (viii) changes in the standards of conduct applicable to our businesses that may result from new regulation or new enforcement of existing standards, including measures to impose new or enhanced duties when interacting with customers or in the execution and handling of customer transactions; (ix) the liability to which UBS may be exposed, or possible constraints or sanctions that regulatory authorities might impose on UBS, due to litigation, contractual claims and regulatory investigations; (x) the effects on UBS's cross-border banking business of tax or regulatory developments and of possible changes in UBS's policies and practices relating to this business; (xi) UBS's ability to retain and attract the employees necessary to generate revenues and to manage, support and control its businesses, which may be affected by competitive factors including differences in compensation practices; (xii) changes in accounting or tax standards or policies, and determinations or interpretations affecting the recognition of gain or loss, the valuation of goodwill, the recognition of deferred tax assets and other matters; (xiii) limitations on the effectiveness of UBS's internal processes for risk management, risk control, measurement and modeling, and of financial models generally; (xiv) whether UBS will be successful in keeping pace with competitors in updating its technology, particularly in trading businesses; (xv) the occurrence of operational failures, such as fraud, misconduct, unauthorized trading and systems failures; (xvi) restrictions to the ability of subsidiaries of the Group to make loans or distributions of any kind, directly or indirectly, to UBS Group AG; and (xvii) the effect that these or other factors or unanticipated events may have on our reputation and the additional consequences that this may have on our business and performance. 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### 1Q15 highlights

### Net profit attributable to UBS Group AG shareholders of CHF 1,977 million

### Group

Net profit attributable to UBS Group AG shareholders CHF 1,977 million, diluted EPS CHF 0.53 Reported profit before tax (PBT) CHF 2,708 million, adjusted PBT CHF 2,268 million Basel III fully applied CET1 ratio 13.7%, Swiss SRB fully applied leverage ratio 4.6%

#### **Business divisions**<sup>1</sup>

Wealth Management: PBT CHF 856 million and NNM CHF 14.4 billion

Highest PBT since 3Q08, net margin up 7 bps to 35 bps

Wealth Management Americas: PBT USD 293 million and NNM USD 4.8 billion

Record PBT and record USD invested assets

Retail & Corporate: PBT CHF 443 million

Highest first quarter PBT since 1Q10 and all KPIs within target ranges

Global Asset Management: PBT CHF 186 million and NNM CHF 7.5 billion excluding money market flows

PBT up 50%, highest since 4Q09

**Investment Bank: PBT CHF 844 million** 

Strong performances in both ICS and CCS

Corporate Center: PBT of negative CHF 340 million

Significant PBT improvement across all three Corporate Center units



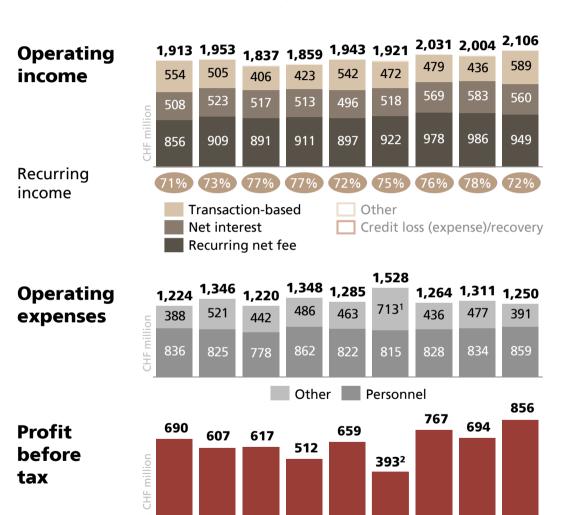
## UBS Group AG results (consolidated)

CHF million	FY13	FY14	1Q14	4Q14	1Q15
Total operating income	27,732	28,027	7,258	6,746	8,841
Total operating expenses	24,461	25,567	5,865	6,342	6,134
Profit before tax as reported	3,272	2,461	1,393	404	2,708
of which: own credit on financial liabilities designated at fair value	(283)	292	88	70	226
of which: gains on sales of real estate	288	44	23	20	378
of which: gain on disposals	65	43	0	0	141
of which: net restructuring charges	(772)	(677)	(204)	(208)	(305)
of which: net losses related to the buyback of debt in public tender offers	(167)	0	0	0	0
of which: impairment of a financial investment available-for-sale	0	(48)	0	0	0
of which: credit related to changes to retiree benefit plans in the US	0	41	0	8	0
Adjusted profit before tax	4,141	2,766	1,486	514	2,268
of which: provisions for litigation, regulatory and similar matters	(1,701)	(2,594)	(193)	(310)	(58)
Tax (expense)/benefit	110	1,180	(339)	515	(670)
Net profit attributable to preferred noteholders	204	142	0	31	0
Net profit attributable non-controlling interests <sup>1,2</sup>	5	32	0	29	61
Net profit attributable to UBS Group AG shareholders	3,172	3,466	1,054	858	1,977
Diluted EPS (CHF)	0.83	0.91	0.27	0.23	0.53
Return on tangible equity, adjusted (%)	9.8	8.6	10.7	8.6	14.4
Total book value per share (CHF)	12.74	13.94	13.07	13.94	14.33
Tangible book value per share (CHF)	11.07	12.14	11.41	12.14	12.59



## Wealth Management

### PBT CHF 856 million, highest since 3Q08



73%

66%

1013 2013 3013 4013 1014 2014 3014 4014 1015

(80%)

66%

### Operating income CHF 2,106 million

- Transaction-based income increased across all regions, most notably in APAC
- Net interest income decreased, mainly due to lower income from loans and deposits on a stronger Swiss Franc
- Recurring net fee income decreased, mainly due to lower invested assets on a stronger Swiss Franc

### **Operating expenses CHF 1,250 million**

- G&A expenses decreased, mainly due to lower marketing and Corporate Center costs
- Personnel expenses increased, mainly due to increased variable compensation and untaken vacation accruals

#### **PBT CHF 856 million**

• 59% cost/income ratio

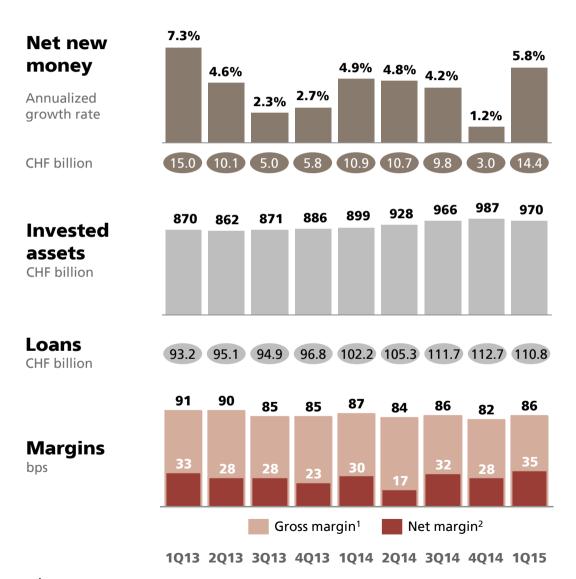


C/I ratio

62%

## Wealth Management

Strong growth in mandate penetration, net margin up 7 bps to 35 bps



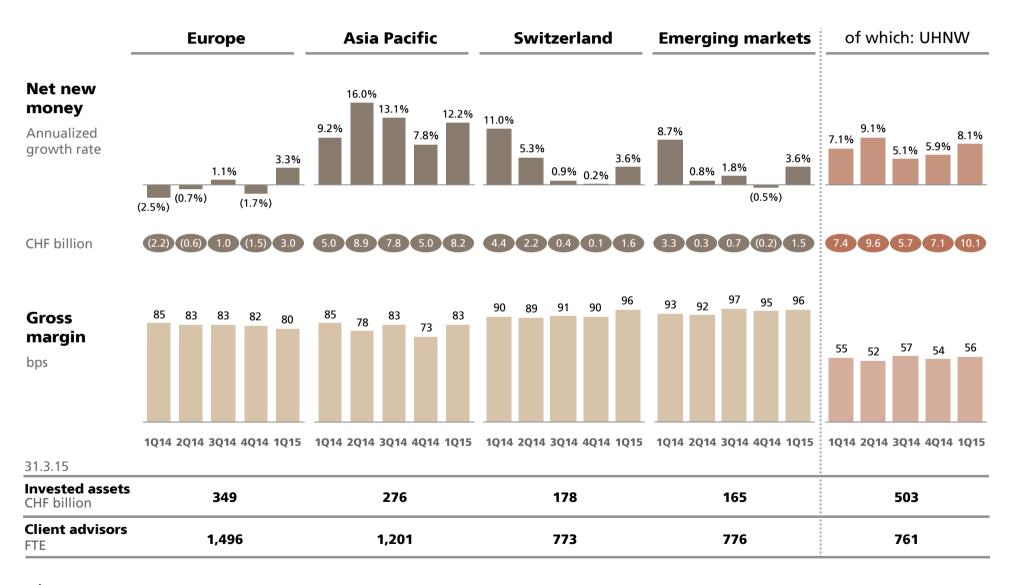
 NNM CHF 14.4 billion, 5.8% growth rate on strong inflows from APAC as well as Europe Domestic and International

- Invested assets CHF 970 billion, strong NNM and positive market performance, more than offset by negative FX translation effects
- Mandate penetration 25.5%, up from 24.4%, with strong net mandate sales of CHF 15.0 billion
- Gross loans CHF 110.8 billion, down on FX translation effects, underlying trend remains positive
- Net margin 35 bps, up 7 bps



### Wealth Management

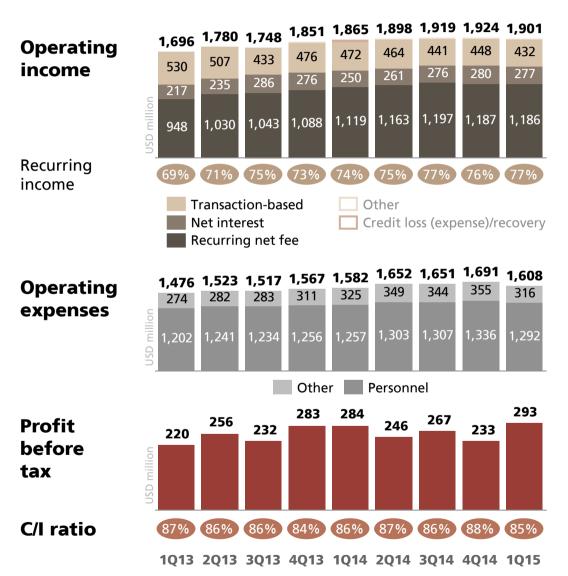
Strong NNM growth, positive in all regions, with APAC and Europe as main contributors





## Wealth Management Americas

### Record PBT USD 293 million



### Operating income USD 1,901 million

Operating income decreased, mainly due to lower transaction-based income

#### Operating expenses USD 1,608 million

- G&A expenses decreased, mainly due to lower charges for provisions for litigation, regulatory and similar matters and lower Corporate Center costs
- Personnel expenses decreased, mainly due to lower FA compensation, primarily reflecting lower performancebased compensation and slightly lower compensable revenues

#### PBT USD 293 million

85% cost/income ratio



# Wealth Management Americas

### Record USD invested assets and loan balances

#### 4.4% **Net new** NNM USD 4.8 billion, 1.9% growth rate money 2.1% 1.9% 2.2% 1.9% reflecting net new money inflows from financial 1.3% 0.9% 0.9% advisors employed more than one year Annualized growth rate (1.0%)USD billion 1,017 1,016 1,032 1,050 Invested assets USD 1,050 billion, new record on 919 892 891 Invested positive market performance and NNM assets USD billion Loans Gross loans USD 45.5 billion mainly on increased 36.8 37.6 39.1 39.6 41.7 **USD** billion credit lines and mortgages 80 **78 78** 79 76 76 **76 75 73 Margins** Net margin 11 bps, up 2bps bps Net margin<sup>2</sup> Gross margin<sup>1</sup>



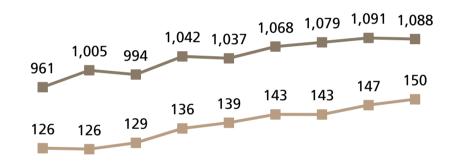
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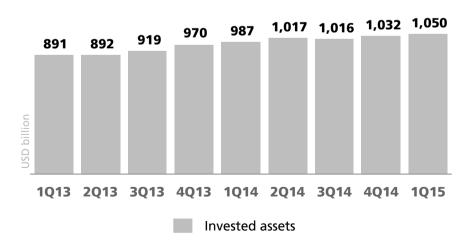
# Wealth Management Americas

Record USD invested assets and industry-leading FA productivity

### Invested assets and FA productivity

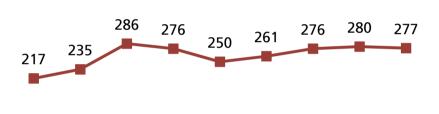
- Annualized revenue per FA (USD k)
- Invested assets per FA (USD million)



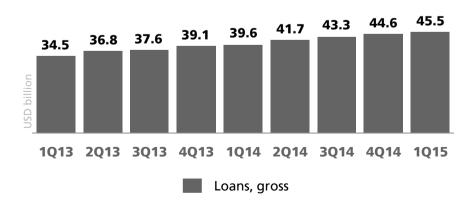


### Net interest income and lending

- Net interest income (USD million)
- Credit loss (expense)/recovery (USD million)









### Retail & Corporate

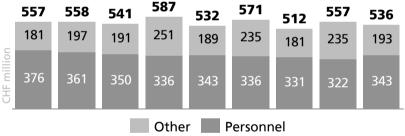
Highest first quarter PBT since 1Q10 and all KPIs within target ranges

#### 979 958 913 958 931 938 948 932 **Operating** 919 284 267 273 income 272 247 262 256 234 243 563 541 557 568 542 531 540 523 531 127 138 134 Transaction-based Other Credit loss (expense)/recovery Net interest Recurring net fee **571** 558 557 541 532 **557** 512 181 251 197 191 235 189 235 181

### **Operating income CHF 979 million**

- Transaction-based income increased, mainly due to FX-trading and hedging-related income
- Net interest income increased, mainly due to pricing measures, partly offset by lower allocated revenues from **Group ALM**
- Credit loss expenses decreased

### **Operating** expenses

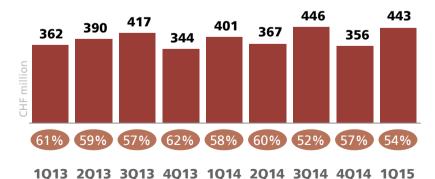


### Operating expenses CHF 536 million

- G&A expenses decreased, mainly as 4Q14 included significant investments in our multichannel offering; marketing expenses and professional fees also declined
- Personnel expenses increased, mainly due to higher variable compensation accruals

### **Profit** before tax

### C/I ratio



#### **PBT CHF 443 million**

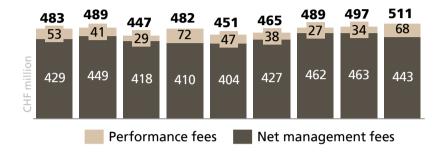
- 54% cost/income ratio
- Net interest margin 165 bps vs. 162 bps in 4Q14, mainly reflecting higher net interest income
- Annualized net new retail business volume growth 3.1% vs. 0.6% in 4Q14, following the typical seasonal pattern



# Global Asset Management

PBT CHF 186 million, up 50% and highest since 4Q09

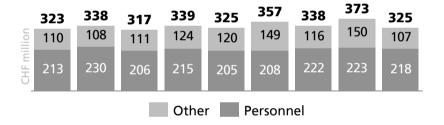
### **Operating** income



### **Operating income CHF 511 million**

- Performance fees increased, primarily in O'Connor and A&Q funds, partly offset by global real estate and traditional investments
- Net management fees decreased, mainly in traditional investments, primarily due to FX

### **Operating** expenses

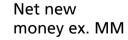


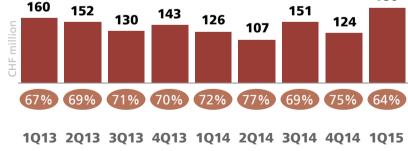
### **Operating expenses CHF 325 million**

• G&A expenses decreased, mainly as the prior guarter included charges for provisions for litigation, regulatory and similar matters, as well as due to lower Corporate Center costs

### **Profit** before tax

### C/I ratio





### (1.3) (3.9) (4.6) 13.0 11.6 3.8 (5.8) 7.5

#### **PBT CHF 186 million**

- 64% cost/income ratio
- Net margin 11 bps vs. 8 bps in 4Q14
- Gross margin 31 bps vs. 30 bps in 4Q14
- Net new money excluding money market flows of CHF 7.5 billion, of which 2.5 billion from third parties and CHF 5.1 billion from our wealth management businesses

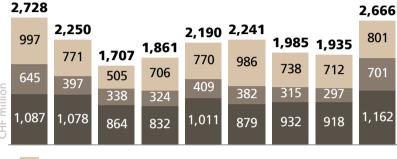


186

### Investment Bank

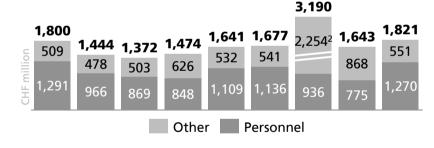
### Strong performances in both ICS and CCS

# Operating income<sup>1</sup>

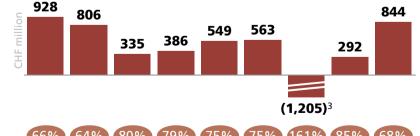


- Corporate Client Solutions
- Investor Client Services FX, Rates and Credit
- Investor Client Services Equities

# Operating expenses



### Profit before tax



#### C/I ratio

1Q13 2Q13 3Q13 4Q13 1Q14 2Q14 3Q14 4Q14 1Q15

### Operating income CHF 2,666 million

- CCS increased on higher revenues in DCM, ECM and financing solutions as well as higher risk management revenues, partly offset by lower advisory revenues
- ICS increased in FRC, on significantly higher volatility and client activity levels, and Equities, on stronger performance across all sectors and regions, mainly reflecting seasonally higher client activity levels

#### **Operating expenses CHF 1,821 million**

- G&A expenses decreased, mainly due to lower charges for provisions for litigation, regulatory and similar matters and the annual UK bank levy in 4Q14
- Personnel expenses increased on higher performance driven variable compensation expenses

#### **PBT CHF 844 million**

- 68% cost/income ratio
- Annualized return on attributed equity 46%
- Basel III RWA CHF 64 billion
- Funded assets CHF 175 billion

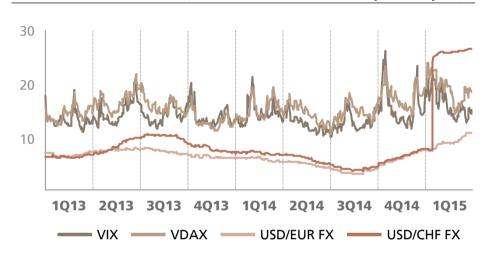


### Investment Bank

### Solid 1Q15 results delivered with continued efficient resource utilization

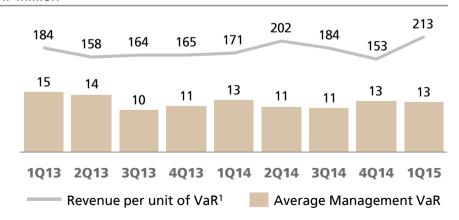
#### **Market volatility**

VIX and VDAX (index value), USD/EUR and USD/CHF 90-day volatility (%)



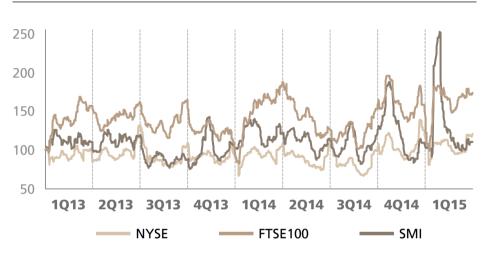
### Revenue per unit of VaR

**CHF** million



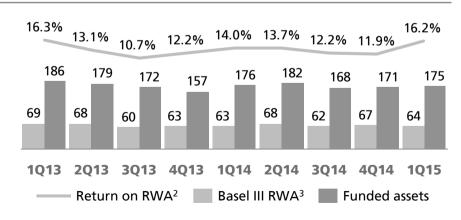
### **Equity trading volumes**

Indexed, 1.1.13 = 100



#### Resource utilization and return on RWA

CHF billion, %

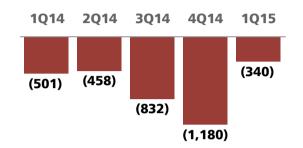




### Corporate Center

### Improved results across all three Corporate Center units

Profit before tax



#### **Corporate Center PBT negative CHF 340 million**

Losses reduced due to improved results in all three Corporate Center units, mainly due to improved operating income in Non-core and Legacy Portfolio and Group ALM, and lower operating expenses in Non-core and Legacy Portfolio

Corporate Center total (CHF million)

Corporate Center results by unit (CHF million)

#### Services

Profit before tax	(246)	13	(171)	(261)	(222)
olw net allocations	(1,849)	(1,890)	(1,878)	(2,059)	(1,811)
o/w before allocations	2,082	1,881	2,058	2,314	2,029
Operating expenses	233	(9)	180	255	218
Operating income	(14)	4	9	(6)	(4)

- Operating expenses before allocations decreased on lower G&A and personnel expenses, partly due to favorable currency effects
- Net allocations for shared services decreased, mainly due to lower operating expenses before allocations

#### **Group Asset and Liability Management**

Operating income	(46)	(55)	(65)	(201)	118
o/w gross income	160	189	275	129	407
o/w net allocations	(206)	(243)	(341)	(330)	(289)
Operating expenses	(8)	3	(1)	6	(4)
Profit before tax	(39)	(57)	(64)	(208)	122

 Operating income increased, mainly due higher retained income related to hedge accounting models and cross-currency basis swaps held as economic hedges

### **Non-core and Legacy Portfolio**

Profit before tax	(216)	(414)	(596)	(711)	(240)
Operating expenses	245	247	273	350	160
Operating income	29	(167)	(322)	(361)	(80)

- Operating income improved, mainly as 4Q14 included losses from the termination of certain CDS contracts and greater novation and unwind activity
- Operating expenses decreased, mainly due to lower charges for provisions for litigation, regulatory and similar matters as well as the annual UK bank levy in 4Q14

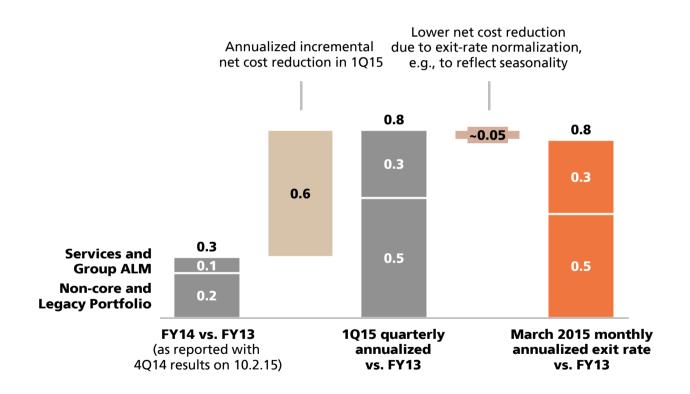


## Corporate Center cost reductions

~CHF 0.8 billion net cost reductions using March 2015 annualized exit rate

### **Cumulative annualized net cost reduction**

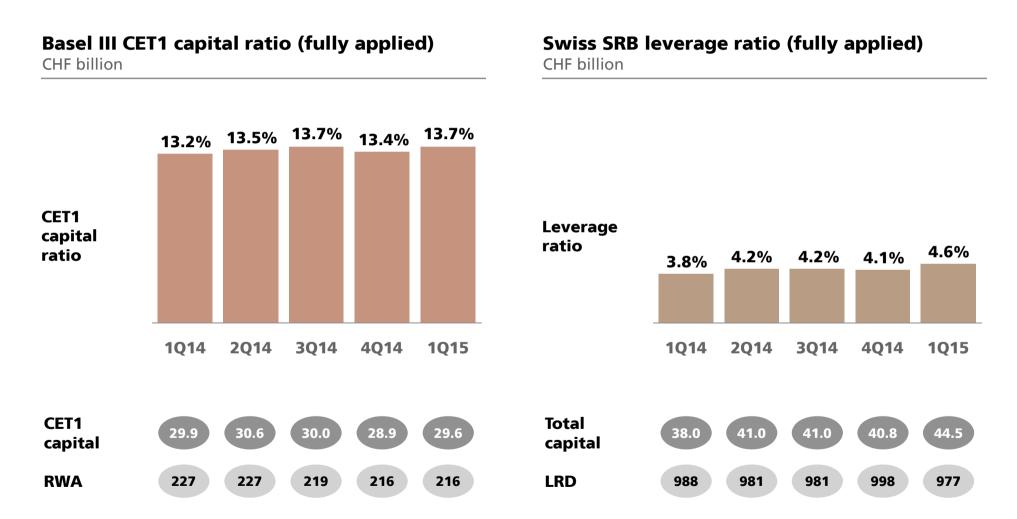
CHF billion



- Target CHF 1.4 billion net cost reduction by 2015 year-end exit rate vs. FY13<sup>1,2</sup>
- March 2015 exit rate performance is an early positive sign of continued cost reductions
- Execution risk remains throughout the year, we will continue to be vigilant on costs, including expenses driven by higher regulatory demand

# Swiss SRB Basel III capital and leverage ratios

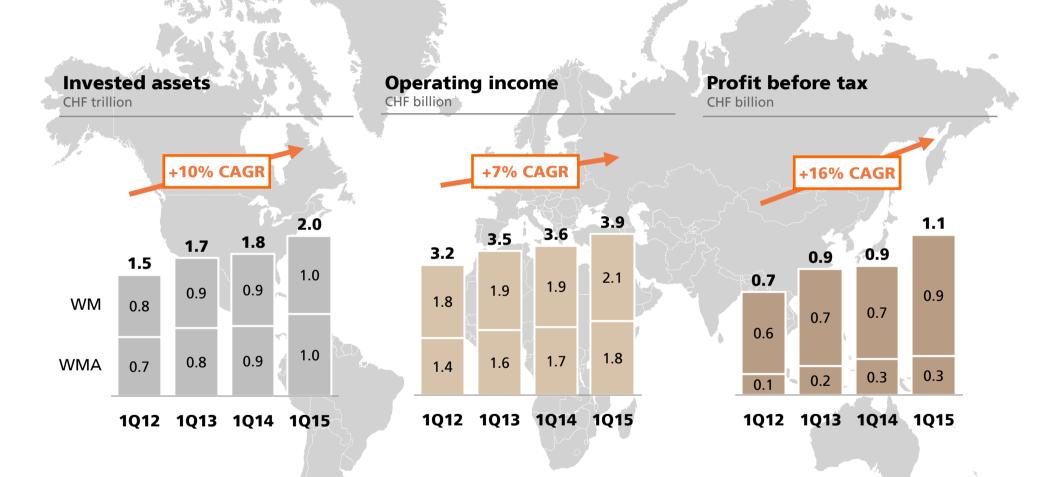
Fully applied Swiss SRB leverage ratio 4.6%





# The world's leading wealth management franchise

Superior growth prospects and strong track record



Unique global footprint – operating in the largest and fastest growing markets



### UBS – a unique and attractive investment proposition

# The world's leading wealth manager

### UBS is the world's largest wealth manager<sup>1</sup>

- Unique global footprint provides exposure to both the world's largest and fastest growing global wealth pools
- Leading position across the attractive HNW and UHNW client segments
- Profitable in all regions including Europe, US, APAC and emerging markets
- Significant benefits from scale; high and rising barriers to entry
- Retail & Corporate, Global Asset Management and the Investment Bank all add to our wealth management franchise, providing a unique proposition for clients
- Highly cash generative with a very attractive risk-return profile
- 10-15% pre-tax profit growth target for our combined wealth management businesses<sup>2</sup>

# Strong capital position

### UBS capital position is strong – and we can adapt to change

- Our fully applied Basel III CET1 capital ratio is the highest among large global banks and we already meet our expected 2019 Swiss SRB Basel III capital ratio requirements
- Our highly capital accretive business model allows us to adapt to changes in regulatory capital requirements

# Attractive capital returns policy

### **UBS** is committed to an attractive capital returns policy

- Our earnings capacity, capital efficiency and low-risk profile all support our objective to deliver sustainable and growing capital returns to our shareholders
- Our capital returns capacity is strengthened by our commitment to further improve efficiency and our potential for net upward revaluations of deferred tax assets
- We target to pay out at least 50% of net profits<sup>3</sup>, while maintaining our strong capital position and profitably growing our businesses



# Appendix

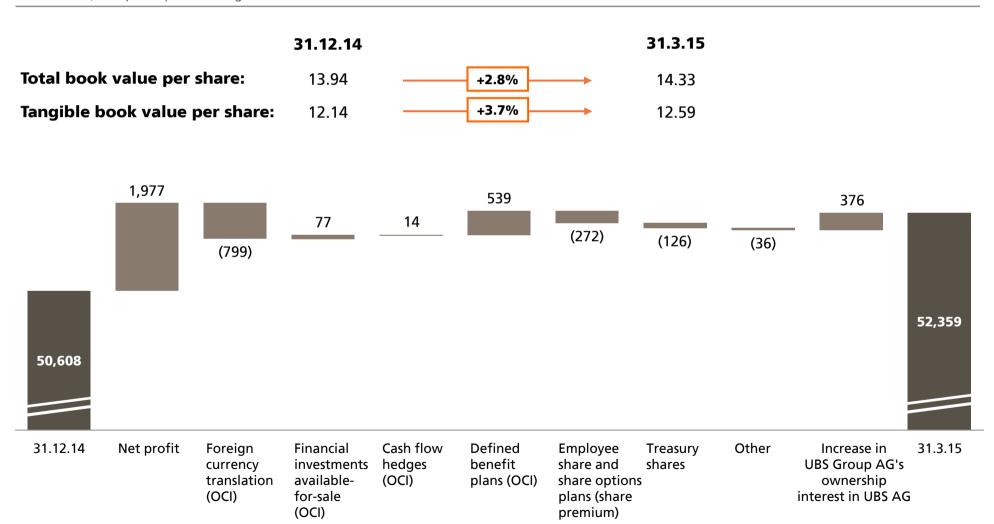


### IFRS equity attributable to UBS Group AG shareholders

Equity attributable to UBS Group AG shareholders CHF 52 billion as of 31.3.15

### **QoQ** movement

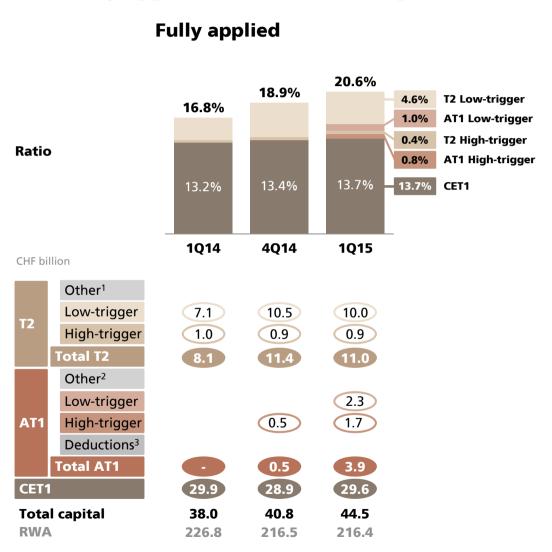
CHF million, except for per share figures in CHF

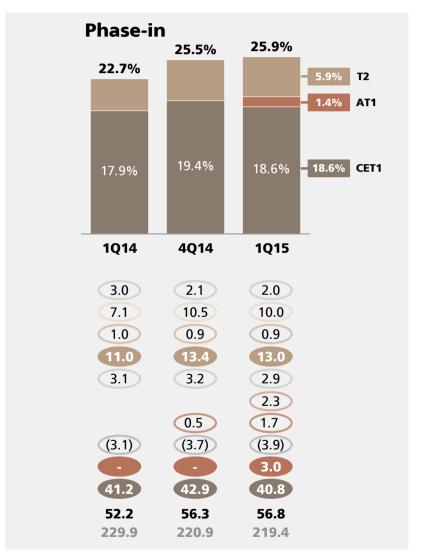




### Swiss SRB Basel III capital and ratios

### 1Q15 fully applied Basel III CET1 capital ratio 13.7%

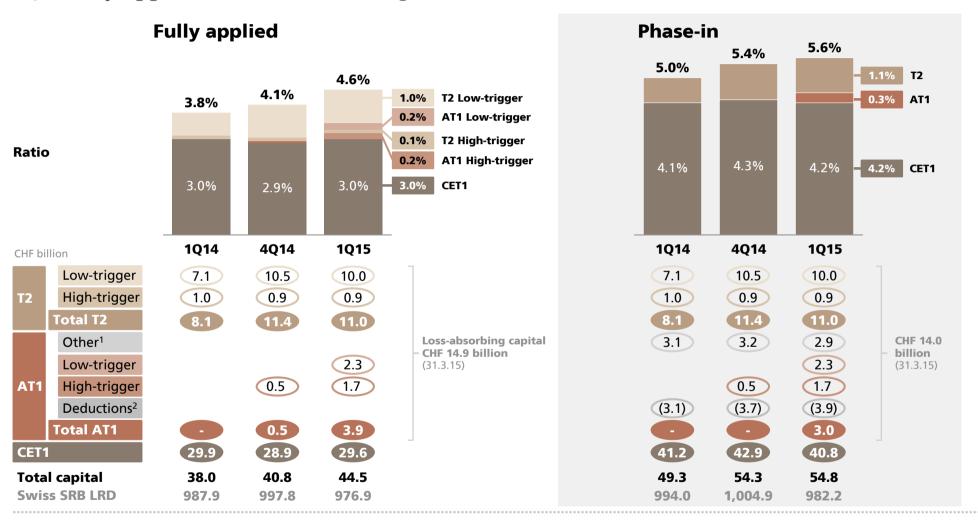






# Swiss SRB leverage ratio

### 1Q15 fully applied Swiss SRB leverage ratio 4.6%

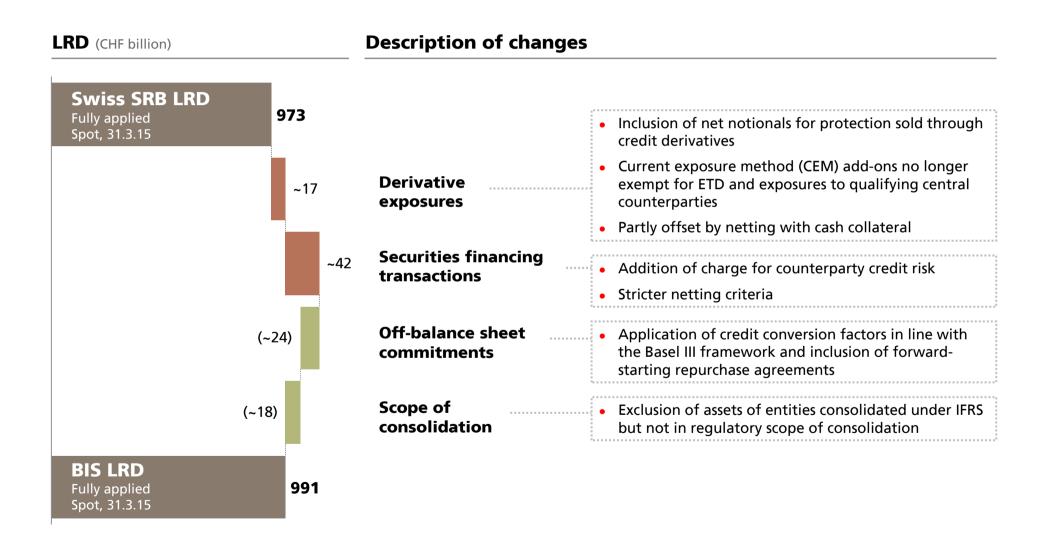


- BIS Basel III leverage ratio 3.4% on a fully applied basis and 4.4% on a phase-in basis<sup>3</sup>
- BIS Basel III LRD CHF 991 billion on a fully applied basis and CHF 996 billion on a phase-in basis<sup>3</sup>



### LRD: Swiss SRB vs. BIS Basel III rules

We expect the net difference to decrease by year-end 2015, as we adjust our exposures to new regulation





## Breakdown of changes in RWA

### By type

CHF billion



31.12.14

+4

#### Methodology/model-driven

- CHF 2.0 billion increase in operational risk RWA due to AMA model parameter changes
- CHF 2.3 billion increase in credit risk RWA due to increased multipliers on Swiss mortgages



**Currency effects** 



#### Book size and other

 CHF 0.7 billion increase in credit risk RWA primarily due to higher derivative exposures partly offset by repayment of loans and termination of loan facilities



31.3.15

### By business division

CHF billion



31.12.14



#### Non-core and Legacy Portfolio<sup>1</sup>

- CHF 0.8 billion increase in operational risk RWA related to AMA model parameter changes
- CHF 0.9 billion decrease in RWA due to currency effects



#### **Investment Bank**

- CHF 2.0 billion decrease in market risk RWA primarily due to lower regulatory VaR, Stressed VaR and risks not in VaR and currency effects
- CHF 0.4 billion increase in operational risk RWA due to AMA model parameter changes
- CHF 1.0 billion decrease in credit risk RWA primarily due currency effects and repayment of loans, termination of loan facilities partly offset by to higher derivative exposures



#### All other businesses<sup>2</sup>

- CHF 2.3 billion increase in credit risk RWA due to increased multipliers on Swiss mortgages
- CHF 0.8 billion increase in operational risk RWA due to AMA model parameter changes



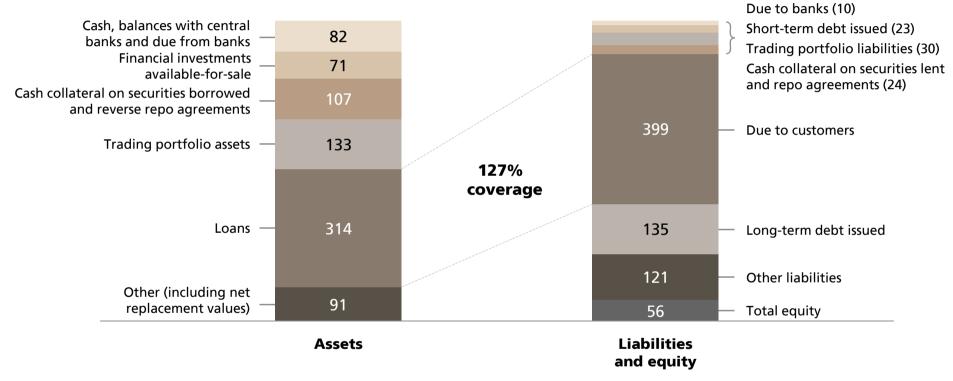
31.3.15



# Strong balance sheet, funding and liquidity position

### Asset funding<sup>1</sup>

31.3.15, CHF billion



### Strong funding and liquidity

- Well diversified by market, tenor and currency
- Limited use of short-term wholesale funding
- Basel III LCR 122% and Basel III NSFR<sup>2</sup> 106%



## Corporate Center cost reductions

### ~CHF 0.8 billion net cost reduction as per March 2015 exit rate

#### 7.9 Litigation 7.9 Services & 7.8 provisions1 0.2 ~CHF 0.8 billion 0.5 **Group ALM** (0.1)Normalization. 0.2 Temporary annualized (<0.1)(0.2)incl. seasonality 0.6 regulatory demand<sup>2</sup> net cost (0.1)< 0.1 (<0.1)7.2 CHF 1.0 billion reduction net cost reduction Residual target by 2015 7.5 7.5 operating expenses vear-end exit rate 7.2 0.3 vs. FY133 (0.1)FY14 FY13 FX FX 1015 FX March 2015 Net cost Net cost Net cost Services and reduction reduction annualized reduction annualized **Group ALM** exit rate March 2015 exit rate Average monthly net cost reduction CHF 630 ~CHF 620 ~CHF 600 ~CHF 600 run rate (residual million million million operating expenses) Adjusted operating expenses before allocations (net of allocations to the Non-core and Legacy Portfolio), CHF billion Adjusted operating expenses, CHF billion 2.4 Non-core and Legacy Litigation 1.3 provisions **Portfolio** (0.2)1.1 0.2 (0.3)CHF 0.4 billion 0.5 Lower direct costs net cost reduction Residual +0.1 0.7 in Non-core and 0.6 target by 2015 1.1 Legacy Portfolio operating expenses 0.9 year-end exit rate Lower allocations 0.6 from Corporate vs. FY133 Center - Services FY13 **FY14** 1015 Net cost March 2015 Non-core and Net cost Net cost reduction reduction annualized (reduction)/ annualized Legacy Portfolio exit rate March 2015 exit rate Average monthly net cost reduction ~CHF 90 ~CHF 80 ~CHF 50 ~CHF 50 run rate (residual million million million operating expenses)



# Group and business division targets

Ranges for sustainable performance over the cycle<sup>1</sup>

#### **Business divisions**

Wealth Management	Net new money growth rate Adjusted cost/income ratio	3-5% 55-65%	10-15% annual adjusted pre-tax profit growth
Wealth Management Americas	Net new money growth rate Adjusted cost/income ratio	2-4% 75-85%	for combined businesses through the cycle
Retail & Corporate	Net new business volume growth rate Net interest margin Adjusted cost/income ratio	1-4% (retail business) 140-180 bps 50-60%	
Global Asset Management	Net new money growth rate Adjusted cost/income ratio Adjusted annual pre-tax profit	3-5% excluding money ma 60-70% CHF 1 billion in the mediu	
Investment Bank	Adjusted annual pre-tax RoAE Adjusted cost/income ratio Basel III RWA limit (fully applied) Funded assets limit	>15% 70-80% CHF 70 billion CHF 200 billion	
Corporate Center			
Services and Group ALM	Net cost reduction	CHF 1.0 billion by 2015 yea	ar-end exit rate
Non-core and	Net cost reduction	CHF 0.4 billion by 2015 yea	ar-end exit rate, additional CHF 0.7 billion after 2015
Legacy Portfolio	Basel III RWA (fully applied)	~CHF 40 billion by 31.12.1	5, ~CHF 25 billion by 31.12.17
Group			
Group	Adjusted cost/income ratio Adjusted return on tangible equity Basel III CET1 ratio (fully applied) Basel III RWA (fully applied) Swiss SRB LRD	60-70% around 10% in 2015, >15% at least 13% <sup>2</sup> <chf 215="" 31.12.<br="" billion="" by="">CHF 900 billion by 2016<sup>3</sup></chf>	6 from 2016 15, <chf 200="" 31.12.17<="" billion="" by="" td=""></chf>



# Regional performance – 1Q15<sup>1</sup>

billion		Americas		Asia F	Pacific	EM	EA <sup>2</sup>	Switz	Switzerland		Corporate Center and global <sup>3</sup>		tal
		4Q14	1Q15	4Q14	1Q15	4Q14	1Q15	4Q14	1Q15	4Q14	1Q15	4Q14	1Q15
	WM	0.1	0.1	0.5	0.6	1.0	1.0	0.4	0.4	(0.0)	-	2.0	2.1
	WMA	1.9	1.8	-	-	-	-	-	-	-	-	1.9	1.8
Onovetina	R&C	-	-	-	-	-	-	0.9	1.0	-	-	0.9	1.0
Operating income	Global AM	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	-	-	0.5	0.5
	Investment Bank	0.6	0.8	0.6	0.7	0.5	0.8	0.2	0.4	0.0	(0.0)	1.9	2.7
	Corporate Center	-	-	-	-	-	-	-	-	(0.6)	0.0	(0.6)	0.0
	Group	2.8	2.9	1.1	1.4	1.7	1.9	1.7	1.9	(0.6)	0.0	6.7	8.1
	WM	0.1	0.1	0.3	0.3	0.7	0.6	0.2	0.2	0.0	0.0	1.3	1.2
	WMA	1.6	1.5	-	-	-	-	-	-	-	-	1.6	1.5
0	R&C	-	-	-	-	-	-	0.6	0.5	-	-	0.6	0.5
Operating expenses	Global AM	0.1	0.1	0.1	0.0	0.1	0.1	0.1	0.1	0.0	(0.0)	0.4	0.3
	Investment Bank	0.5	0.6	0.4	0.5	0.4	0.6	0.2	0.2	0.2	0.0	1.6	1.8
	Corporate Center	-	-	-	-	-	-	-	-	0.6	0.4	0.6	0.4
	Group	2.3	2.3	0.8	0.9	1.2	1.3	1.0	1.0	0.8	0.4	6.1	5.8
	WM	0.0	0.0	0.1	0.2	0.4	0.4	0.2	0.2	(0.0)	(0.0)	0.7	0.9
	WMA	0.2	0.3	-	-	-	-	-	-	-	-	0.2	0.3
Dun fit	R&C	-	-	-	-	-	-	0.4	0.4	-	-	0.4	0.4
Profit before tax	Global AM	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.1	(0.0)	0.0	0.1	0.2
	Investment Bank	0.1	0.2	0.2	0.3	0.1	0.2	0.1	0.2	(0.2)	(0.0)	0.3	0.8
	Corporate Center	-	-	-	-	-	-	-	-	(1.2)	(0.3)	(1.2)	(0.3
	Group	0.4	0.6	0.3	0.5	0.5	0.6	0.7	0.9	(1.4)	(0.4)	0.5	2.3



# Adjusted results

Adjusting items	Business division / Corporate Center	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14	1Q15
CHF million										
Operating income as reported (Group)		7,775	7,389	6,261	6,307	7,258	7,147	6,876	6,746	8,841
Of which:										
Gain on sale of a subsidiary	Wealth Management									141
Gain on sale of Global AM's Canadian domestic business	Global Asset Management	34								
Gain from the partial sale of our investment in Markit	Investment Bank						43			
Impairment of financial investments available-for-sale	Investment Bank							(48)		
Net gain on sale of remaining proprietary	Investment Bank	55								
trading business	Corporate Center - Group ALM	(24)								
Own credit on financial liabilities designated at FV	Corporate Center - Services	(181)	138	(147)	(94)	88	72	61	70	226
Gains on sales of real estate	Corporate Center - Services		19	207	61	23	1		20	378
Net losses related to the buyback of debt	Corporate Center - Group ALM	(119)			(75)					
in public tender offer	Corporate Center - Non-core and Legacy Portfolio	27								
Operating income adjusted (Group)		7.983	7,232	6.201	6.415	7.147	7,031	6.863	6.656	8.096
Of which:										
Of which:										
	Wealth Management	26	50	62	41					
						40	38	60	48	46
	Wealth Management Americas	10	10	13	26	40 10		60 15	23	24
	Retail & Corporate	10 15	10 13	13 15	26 12		7 13	15 20	23 16	24 16
Net restructuring charges	Retail & Corporate Global Asset Management			13	26 12	10	7	15 20	23	24 16 18
Net restructuring charges	Retail & Corporate	15	13	13 15	26 12 13 89	10 15	7 13	15 20	23 16	24 16 18
Net restructuring charges	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services	15 4	13 14	13 15 12	26 12 13	10 15 4	7 13 2 27	15 20 5	23 16 39	24
Net restructuring charges	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services Corporate Center - Non-core and Legacy Portfolio	15 4 6	13 14 31	13 15 12 84	26 12 13 89	10 15 4 124	7 13 2 27 4	15 20 5 50	23 16 39 60 8 14	22 16 18 70 119
Net restructuring charges	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services	15 4 6 (3)	13 14 31 5	13 15 12 84 (1)	26 12 13 89 (7)	10 15 4 124 2	7 13 2 27 4	15 20 5 50 16 10 (3)	23 16 39 60 8	24 16 18 70
Net restructuring charges  Credit related to changes to retiree benefit plans	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services Corporate Center - Non-core and Legacy Portfolio	15 4 6 (3)	13 14 31 5	13 15 12 84 (1)	26 12 13 89 (7)	10 15 4 124 2	7 13 2 27 4	15 20 5 50 16 10 (3) (8)	23 16 39 60 8 14	22 16 18 70 119
	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services Corporate Center - Non-core and Legacy Portfolio Wealth Management Americas Global Asset Management Investment Bank	15 4 6 (3)	13 14 31 5	13 15 12 84 (1)	26 12 13 89 (7)	10 15 4 124 2	7 13 2 27 4	15 20 5 50 16 10 (3) (8) (19)	23 16 39 60 8 14	22 16 18 70 119
Credit related to changes to retiree benefit plans	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services Corporate Center - Non-core and Legacy Portfolio Wealth Management Americas Global Asset Management	15 4 6 (3)	13 14 31 5	13 15 12 84 (1)	26 12 13 89 (7)	10 15 4 124 2	7 13 2 27 4	15 20 5 50 16 10 (3) (8)	23 16 39 60 8 14 (7)	22 16 18 70 119
Credit related to changes to retiree benefit plans	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services Corporate Center - Non-core and Legacy Portfolio Wealth Management Americas Global Asset Management Investment Bank	15 4 6 (3) 188	13 14 31 5	13 15 12 84 (1) 5	26 12 13 89 (7) 24	10 15 4 124 2 9	7 13 2 27 4	15 20 5 50 16 10 (3) (8) (19)	23 16 39 60 8 14 (7)	2 <sup>2</sup> 16 18 70 119
Credit related to changes to retiree benefit plans in the US	Retail & Corporate Global Asset Management Investment Bank Corporate Center - Services Corporate Center - Non-core and Legacy Portfolio Wealth Management Americas Global Asset Management Investment Bank	15 4 6 (3) 188	13 14 31 5 18	13 15 12 84 (1) 5	26 12 13 89 (7) 24 <b>5,660</b>	10 15 4 124 2 9	7 13 2 27 4 (2)	15 20 5 50 16 10 (3) (8) (19) (3) <b>7,287</b>	23 16 39 60 8 14 (7)	22 16 18 70 119



## Important information related to this presentation

#### Use of adjusted numbers

Unless otherwise indicated, "adjusted" figures exclude the adjustment items listed on the previous slide, to the extent applicable, on a Group and business division level. Adjusted results are a non-GAAP financial measure as defined by SEC regulations. Refer to page 15 of the 1Q15 financial report for an overview of adjusted numbers.

If applicable for a given adjusted KPI (i.e., adjusted return on tangible equity), adjustment items are calculated on an after-tax basis by applying indicative tax rates (i.e., 2% for own credit, 22% for other items, and with certain large items assessed on a case-by-case basis). Refer to page 22 of the 1Q15 financial report for more information.

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

Basel III numbers are based on the BIS Basel III framework, as applicable for Swiss Systemically relevant banks (SRB). Numbers in the presentation are Swiss SRB Basel III numbers unless otherwise stated. Our fully applied and phase-in Swiss SRB Basel III and BIS Basel III capital components have the same basis of calculation, except for differences disclosed on page 93 of the 1Q15 financial report.

Basel III risk-weighted assets in this presentation are calculated on the basis of Basel III fully applied unless otherwise stated. Our RWA under BIS Basel III are the same as under Swiss SRB Basel III.

Leverage ratio and leverage ratio denominator in this presentation are calculated on the basis of fully applied Swiss SRB, unless otherwise stated.

Refer to the "Capital Management" section in the 1Q15 financial report for more information.

#### **Currency translation**

Monthly income statement items of foreign operations with a functional currency other than Swiss francs are translated with month-end rates into Swiss francs. Refer to "Note 19 Currency translation rates" in the 1Q15 financial report for more information.

#### Rounding

Numbers presented throughout this presentation may not add up precisely to the totals provided in the tables and text. Percentages, percent changes and absolute variances are calculated based on rounded figures displayed in the tables and text and may not precisely reflect the percentages, percent changes and absolute variances that would be derived based on figures that are not rounded.

