

# Second quarter

2020 results

July 21, 2020



# Important information

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**Forward Looking Statements:** This presentation contains statements that constitute "forward-looking statements," including but not limited to performance targets, expectations and ambitions, as well as management's outlook for UBS's financial performance and statements relating to the anticipated effect of transactions and strategic or business 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. For a discussion of the risks and uncertainties that may affect UBS's future results please refer to the "Risk Factors" and other sections of UBS's most recent Annual Report on Form 20-F, quarterly reports and other information furnished to or filed with the US Securities and Exchange Commission on Form 6-K, and the cautionary statement on the last page of this presentation. 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.

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**Basel III RWA, LRD and capital:** Basel III numbers are based on the BIS Basel III framework, as applicable for Swiss Systemically relevant banks (SRB). Numbers in the presentation are based on the revised Swiss SRB rules as of 1.1.20 that became effective on 1.7.16, unless otherwise stated. Basel III risk-weighted assets in this presentation are calculated on the basis of Swiss SRB rules as of 1.1.20 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 Swiss SRB rules as of 1.1.20, unless otherwise stated. Refer to the "Capital management" section in the 2Q20 report for more information.

**Currency translation of monthly income statement items of operations with a functional currency other than the US dollar** are translated with month-end rates into US dollar.

**Definitions:** "Earnings per share" refers to diluted earnings per share. "Litigation" refers to net additions/releases to provisions for litigation regulatory and similar matters reflected in the income statement for the relevant period. "Net profit" refers to net profit attributable to shareholders.

**Rounding:** Numbers presented throughout this report may not add up precisely to the totals provided in the tables and text. Percentages and percent changes are calculated on the basis of unrounded figures. Information about absolute changes between reporting periods, which is provided in text and which can be derived from figures displayed in the tables, is calculated on a rounded basis.

**Tables:** Within tables, blank fields generally indicate that the field is not applicable or not meaningful, or that information is not available as of the relevant date or for the relevant period. Zero values generally indicate that the respective figure is zero on an actual or rounded basis. Percentage changes are presented as a mathematical calculation of the change between periods.

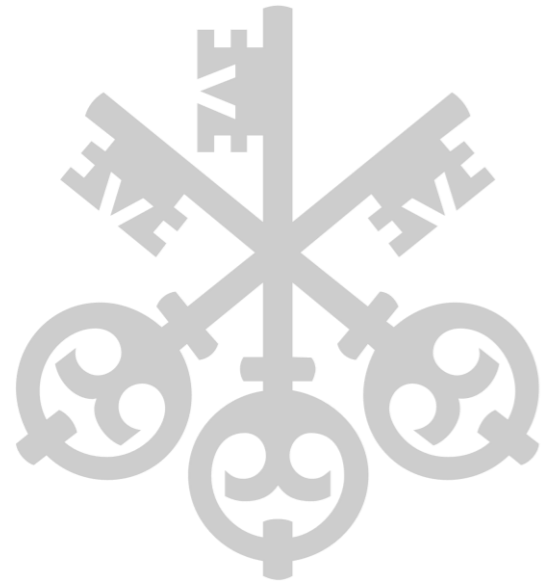
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# 2Q20 highlights

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## Deploying our strengths while executing on our priorities

- › We continue to operate from a position of strength with a clear strategy, operational resilience and a balance sheet for all seasons
- › We are delivering for our clients by deploying resources, providing advice and solutions to meet their needs
- › We are executing on our strategy, building on our momentum and adapting to the rapidly evolving environment

## Strong 2Q20 results

- › Net profit **1.2bn**; diluted EPS **0.33**
- › Profit before tax **1.6bn**, (10%) YoY
- › RoCET1 **13.2%**, cost/income ratio **75.8%**
- › CET1 ratio **13.3%**, CET1 leverage ratio **3.92%**<sup>1</sup>, tier 1 leverage ratio **5.5%**<sup>1,2</sup>

# 1H20 net profit 2.8bn and 15.4% RoCET1

Positive operating leverage, improved cost/income ratio and 3.6bn capital generated<sup>1</sup>; >70bn NNM

**2,827m**  
net profit  
+12% YoY

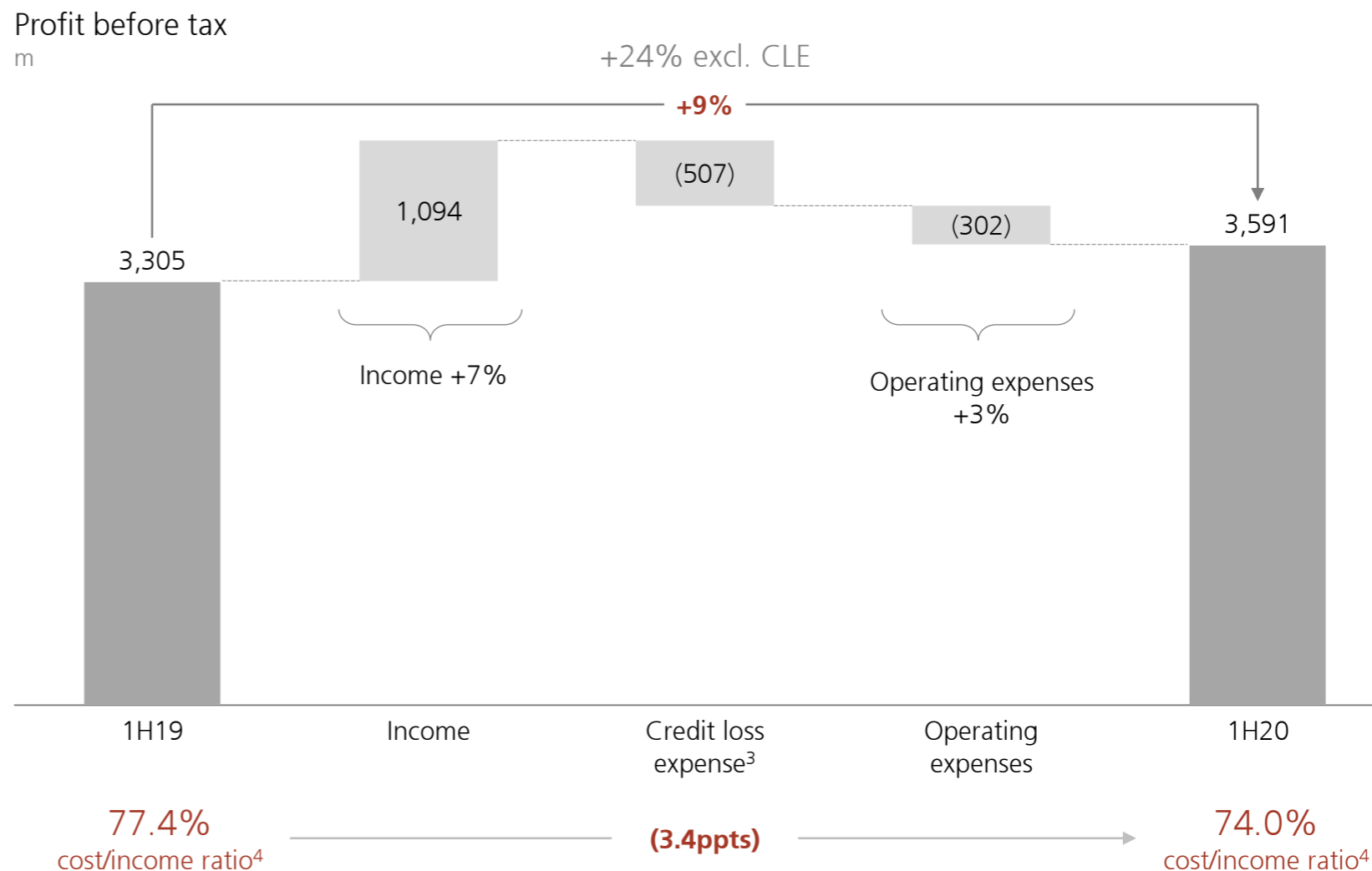
**0.76**  
diluted EPS

**15.4%**  
return on  
CET1 capital

**3.6bn**  
capital  
generated<sup>1</sup>

**13.3%**  
CET1 capital ratio

**3.92%**  
CET1 leverage ratio<sup>2</sup>

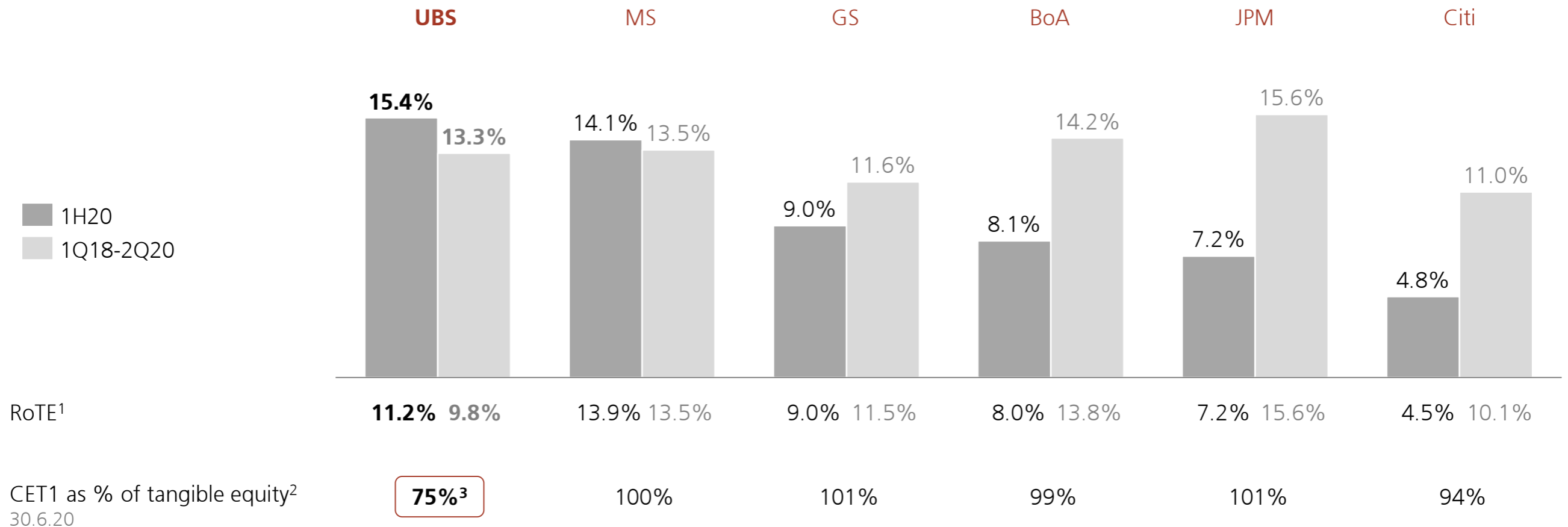


Numbers in USD unless otherwise indicated; **1** Including CHF 350m of buybacks in 1Q20 and 1H20 dividend accruals; **2** Does not reflect FINMA's temporary LRD exemption (net LRD reduction of 89bn), valid until 1.1.21 and only applicable to going concern leverage ratios; refer to page 46 of the 2Q20 report for more information; **3** 1H19: 33m; 1H20: 540m; **4** Calculated as operating expenses divided by income

# Delivering competitive returns

Balancing growth, cost and capital efficiency to deliver attractive returns on deployable equity

Return on CET1 capital



Figures in reporting currency with data based on peer reporting; **1** Return on tangible equity attributable to shareholders; **2** Tangible equity attributable to shareholders; **3** The difference between UBS's 51bn tangible equity and 38bn CET1 capital as of 30.6.20 mainly reflects 6.1bn tax loss DTAs, 2.9bn unrealized gains from cash flow hedges, dividend accruals and 1.1bn compensation-related components

# Strength and resilience

Leveraging the successful business model and capabilities we have built over the years

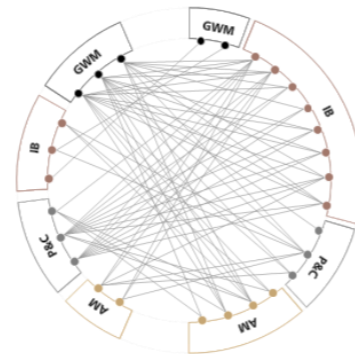
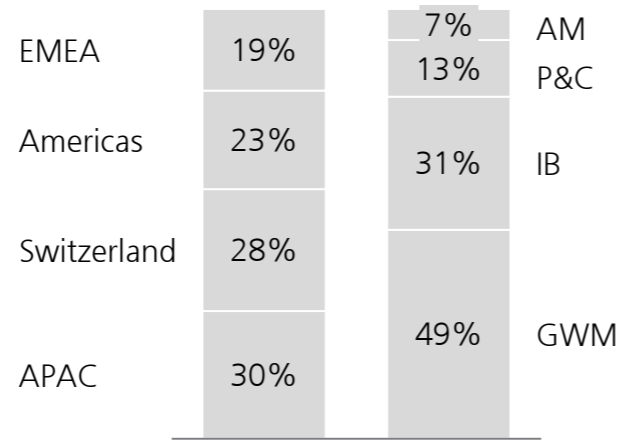
**Attractive business mix** with diversified revenue streams

**Capital accretive** business model

Disciplined **risk management** and **resource allocation**

**Integrated business model**

PBT contribution<sup>1</sup>, 1H20



Sustained **technology investments**

Effective **business continuity** planning and management

Dedicated and flexible **workforce**

**4x** peak daily equity volumes managed by IB platforms  
1H20 peak vs. FY19 average

**+41%** online account openings  
P&C, 2Q20, YoY



- › **Resilient** technology
- › Agility and capacity to deploy **resources**



- › Uninterrupted **connectivity** with clients
- › Mass **remote working**



- › High standards on **controls and compliance**
- › Strict security **monitoring** of platforms and operations

# Switzerland: strong home market

Attractive fundamentals and resilient economy

## Structurally resilient

- › Sound economic fundamentals and fiscal discipline
- › Resilient and broadly diversified corporate sector
- › GDP per capita among the highest globally

## Effective crisis management

- › Swift and effective response by government and health authorities
- › Constructive and efficient cooperation between government and financial sector
- › Package of emergency measures for the corporate sector, including SME lending program, very well received

<50%

of UBS credit facilities drawn under government-backed SME loan program

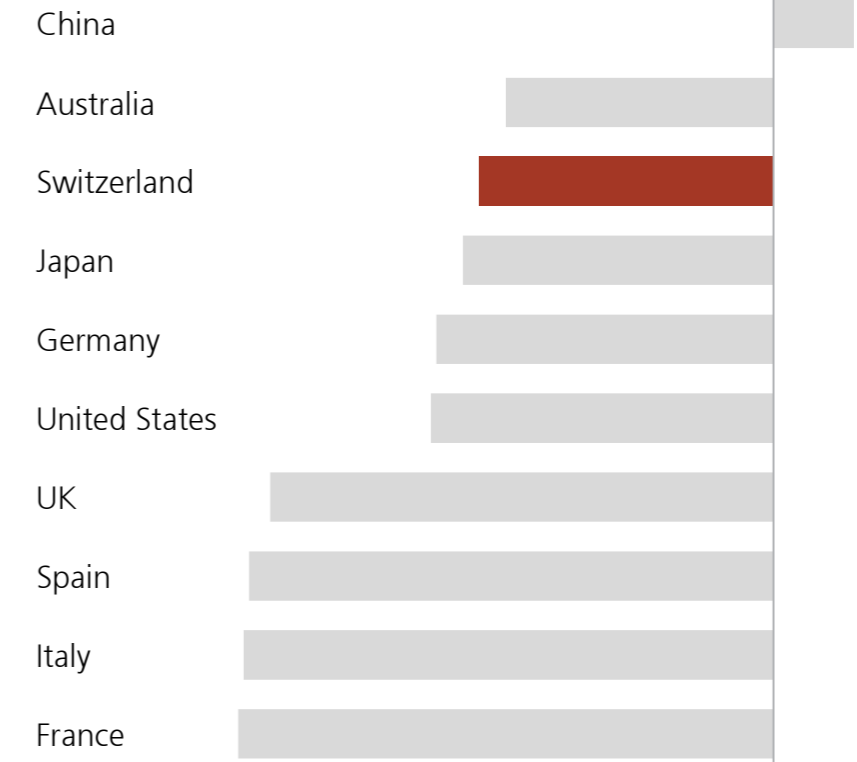
>70%

of corporates expect 2022 revenues to be equal to or higher than 2019<sup>1</sup>

>85%

of corporates expect in 2022 to employ at least as many employees as in 2019<sup>1</sup>

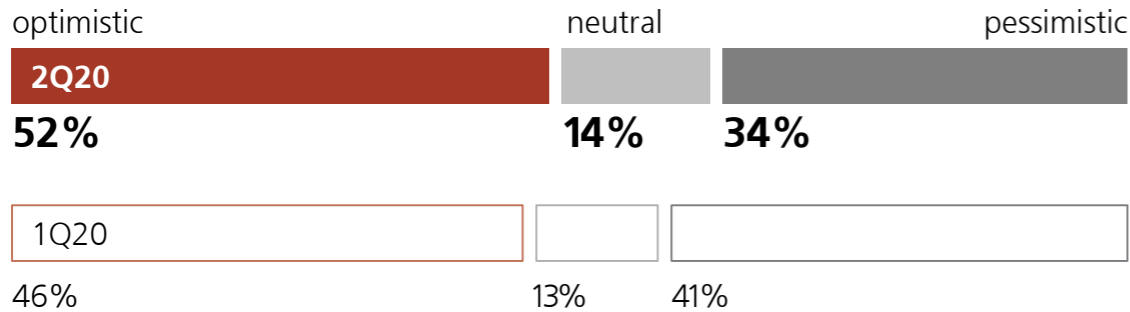
## 2020 GDP growth forecast<sup>2</sup>



# UBS Investor Sentiment Survey

Investors remain cautious; US election may spur reallocations

## Short-term optimism up slightly (next 12 months)



## Short-term economic optimism by region



- 52%** Globally (↑ 5%)
- 60%** Asian investors (↑ 5%)
- 58%** Latin American investors (↑ 9%)
- 55%** European investors except Switzerland (↑ 5%)
- 41%** US investors (↑ 11%)
- 32%** Swiss investors (↑ 4%)

## Investors remain positive long-term (next 10 years)



## US election may spur reallocations



**61%**  
plan to **adjust** their portfolio following the US elections

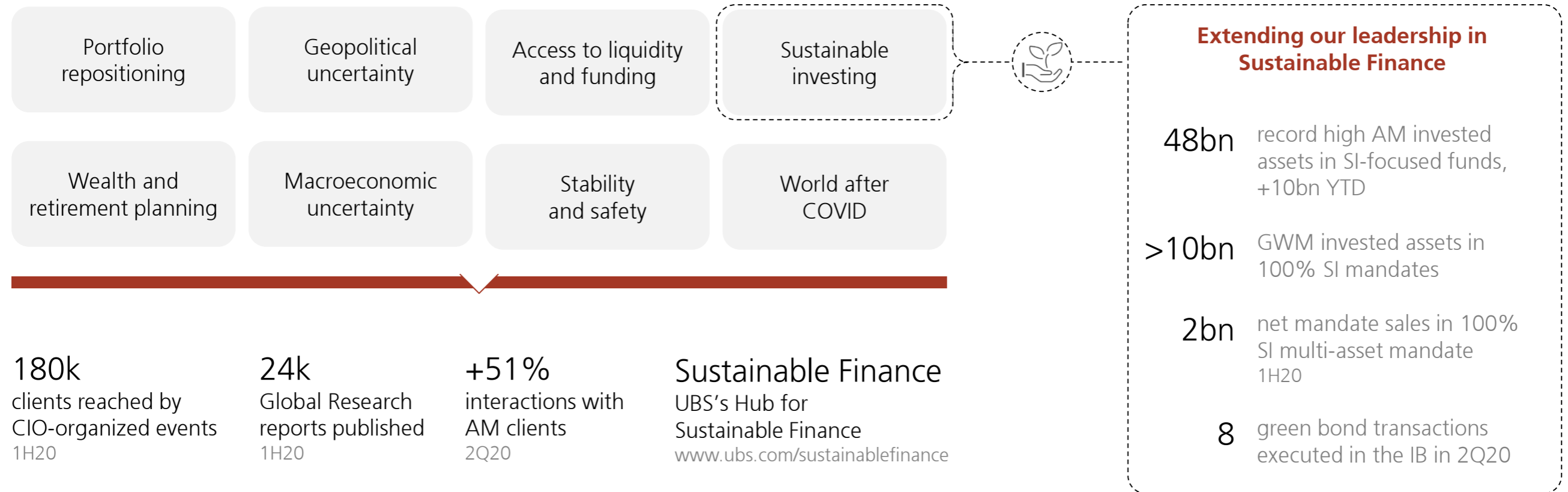




# Uniquely positioned to provide advice and solutions to our clients

Thought leadership powering timely advice, expertise and unique solutions

## What's on our clients' minds



# Adapting and accelerating the pace of change

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Building on our strengths and momentum in a rapidly evolving environment



## Digital client experience and enhanced product offering

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- › Digital delivery and front-end client solutions
- › Client access and interaction
- › Enhanced sustainable investing offering



## Automation and technology enablement

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- › Cloud migration
- › Remote working collaboration capabilities
- › Automation to gain efficiency



## Workforce management and real estate footprint

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- › Flexible working
- › Digital journey across employee lifecycle
- › Optimization of our real estate footprint

# 2Q20 net profit USD 1.2bn; 13.2% RoCET1

Positive operating leverage and 1.9bn capital generated<sup>1</sup>

**1,232m**  
Net profit

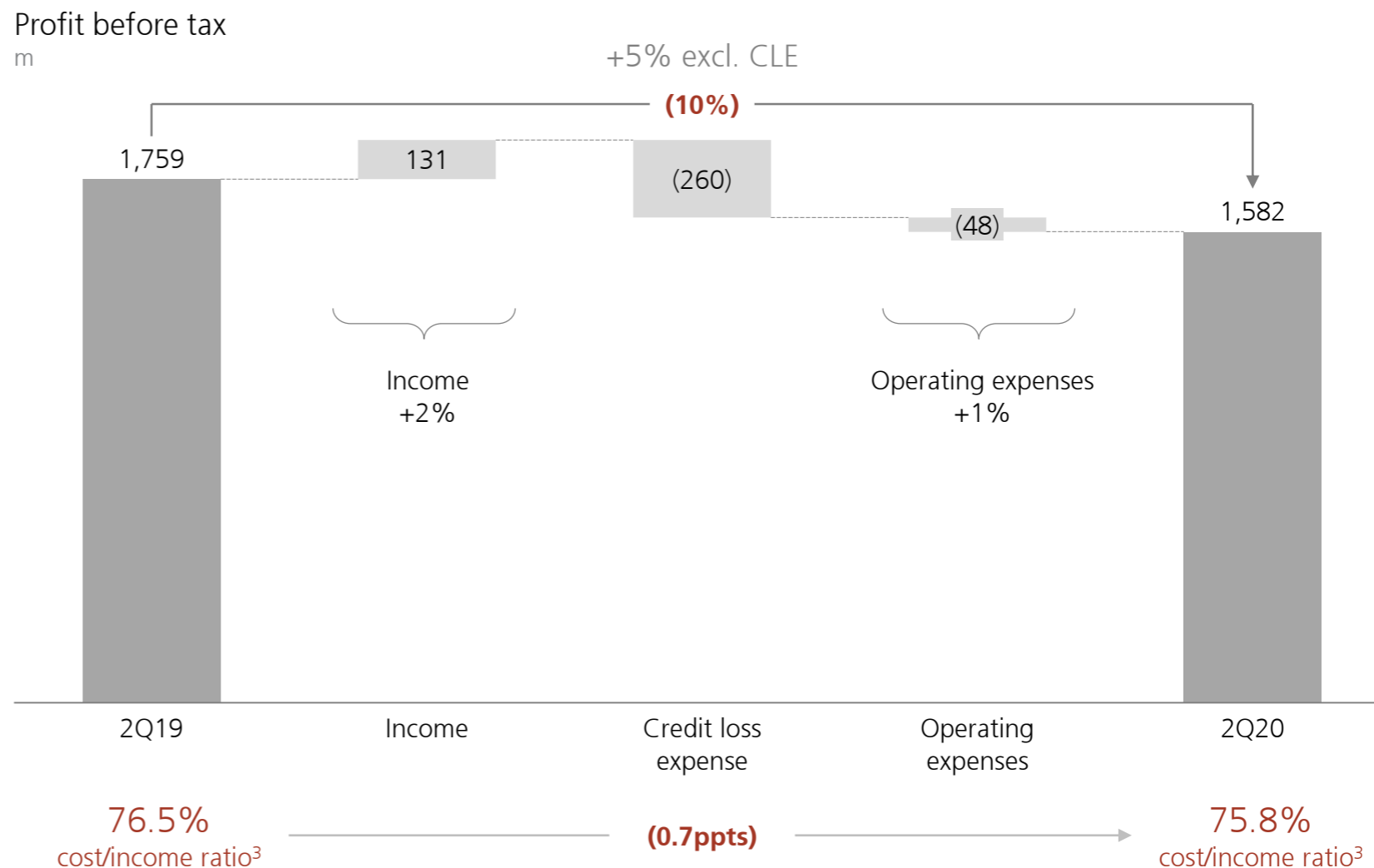
**0.33**  
Diluted EPS

**13.2%**  
Return on  
CET1 capital

**1.9bn**  
capital  
generation<sup>1</sup>

**13.3%**  
CET1 capital ratio

**3.92%**  
CET1 leverage ratio<sup>2</sup>



Numbers in USD unless otherwise indicated; <sup>1</sup> Including dividend accruals; <sup>2</sup> Does not reflect FINMA's temporary LRD exemption (net LRD reduction of 89bn), valid until 1.1.21 and only applicable to going concern leverage ratios; refer to page 46 of the 2Q20 report for more information; <sup>3</sup> Calculated as operating expense divided by income

# Global Wealth Management

Strong performance with positive operating leverage and good momentum across growth drivers

## 2Q20 highlights

Profit before tax

**880m**

+1% YoY  
excl. CLE +8% YoY

Operating income

**3,942m**

(3%) YoY  
excl. CLE (1%) YoY

Cost/income ratio

**76.4%**

(2.0ppts) YoY

### Financials

- › **PBT +1%** despite increased CLE and recurring fee billing referencing 31.3.20 market levels in the US
- › **1H20 PBT +21%**; APAC almost doubled
- › **Positive operating leverage**, reflecting greater advisor productivity and sound cost management with expenses (4%)

### Growth

- › **3.4bn net new loans**, driven by GFO, despite client deleveraging in April; 7.4bn YTD
- › **Mandate penetration 34.2%** with mandate volumes +12% QoQ
- › **9bn net new money**, positive in all regions, driven by EMEA; 21bn YTD

### Risk and business continuity

- › **Margin shortfalls** back at pre-crisis levels since mid-April; no newly impaired Lombard loans
- › **64m credit loss expenses**, or 0.03% of lending book, of which 45m stage 1 & 2, mainly in the US

### One firm

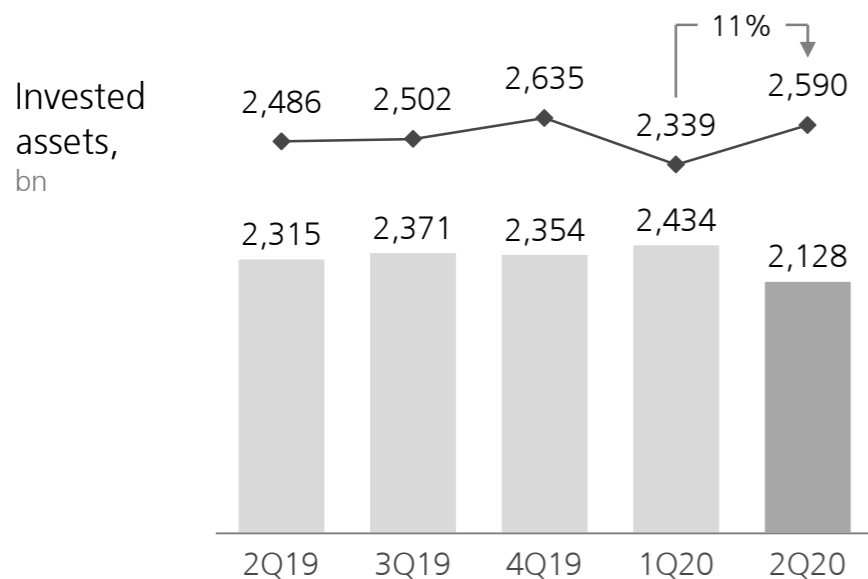
- › **GFO** revenues across GWM and IB +22%
- › **Partnership with the IB** generated 34m revenues from 30 deals YTD
- › **SMA<sup>1</sup>** initiative in the US generated 10bn NNM for AM; 28bn to date



# Global Wealth Management

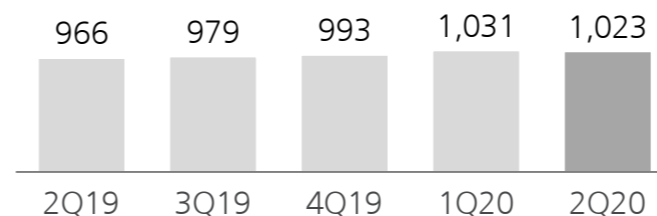
Strong NII and transaction-based income performance more than offset by lower recurring fee income

## Recurring net fee income



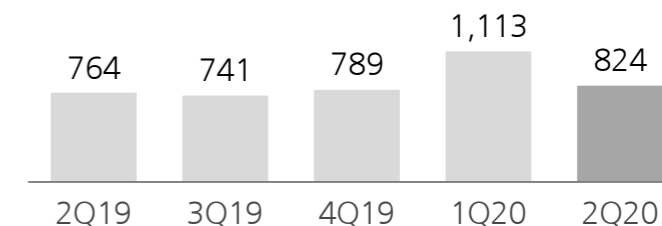
- › (8%) driven by lower billing reference levels, mandate product shifts and lower fund fees
- › (13%) QoQ, reflects lower billing reference as well as lower fund and custody fees

## Net interest income



- › +6% supported by higher loan volumes and margins
- › Slightly higher deposit revenues despite USD rate headwinds, reflecting proactive balance sheet management, exemption threshold increase and higher volumes

## Transaction-based income



- › +8% supported by active client engagement alongside tailored client solutions from CIO and partnership with the IB
- › Consistently strong results in APAC and GFO

# Global Wealth Management

Strong and diversified profit contribution with record 2Q PBT in APAC, offsetting headwinds in the Americas

## Americas<sup>1</sup>

- › Lower PBT vs. very strong 2Q19 on lower billing reference levels, ~(\$100m) from lower USD rates and +\$50m CLE
- › PBT excl. CLE (23%)
- › Loans +2% QoQ on record mortgage volumes

2Q20, YoY

Operating income

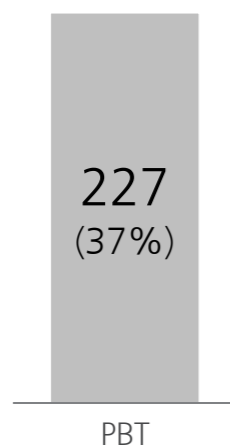
2,017

(11%)

Cost/income ratio

86%

+3ppts



## Switzerland

- › PBT +3%, excl. CLE +12%, on lower operating expenses reflecting advisor productivity gains
- › Cost/income ratio (3ppts)
- › 1bn net new loans and 1bn NNM

Operating income

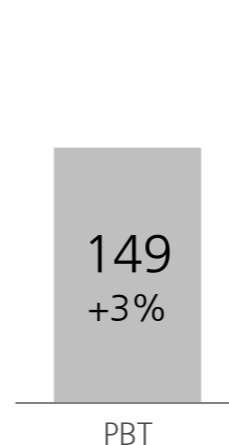
396

(0%)

Cost/income ratio

61%

(3ppts)



## EMEA<sup>2</sup>

- › PBT +16%, reflecting strong operating leverage
- › +10% transaction-based income
- › Strong momentum with loans +6% QoQ and 8bn NNM

Operating income

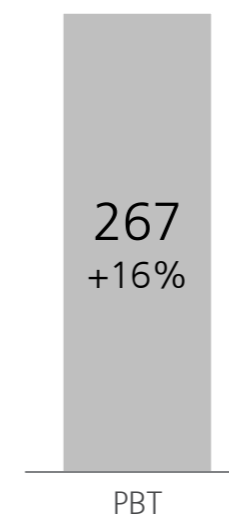
859

+2%

Cost/income ratio

69%

(3ppts)



## APAC

- › Record 2Q PBT with 11ppts cost/income ratio improvement
- › Excellent transaction-based income, +32%
- › Revenue per advisor at 2.7m, +36%

Operating income

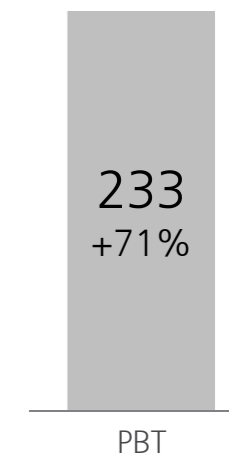
658

+19%

Cost/income ratio

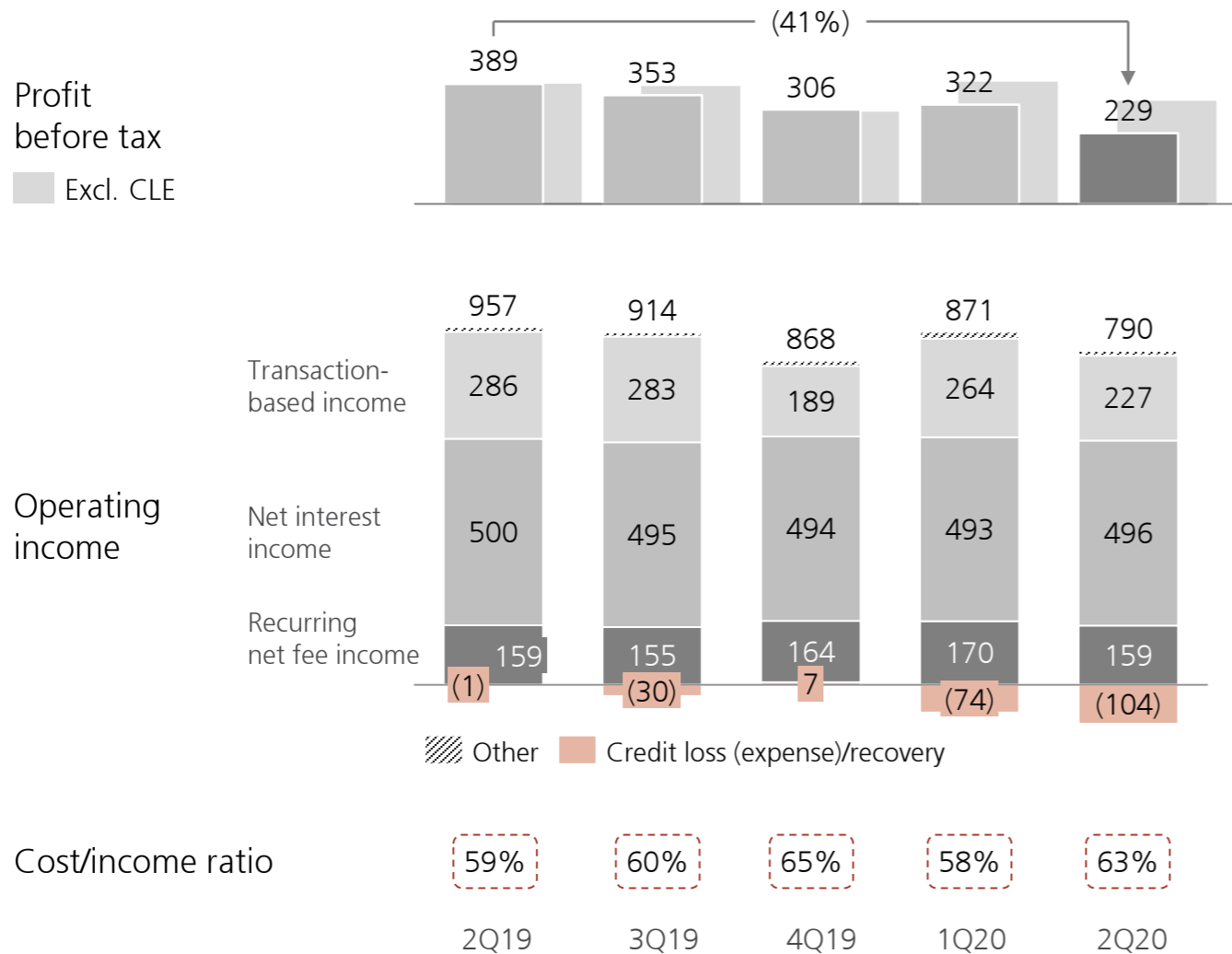
65%

(11ppts)



# Personal & Corporate Banking (CHF)

PBT down on higher CLE and decrease in credit card-related revenues; strong business growth



PBT (15%) excl. CLE

Operating income (17%), or (7%) excl. CLE, as transaction-based income decreased on ~60m lower credit card fees and FX transactions, reflecting lower travel and leisure-related spend

Credit loss expense 104m or 0.08% of loan book, vs. 1m in 2Q19

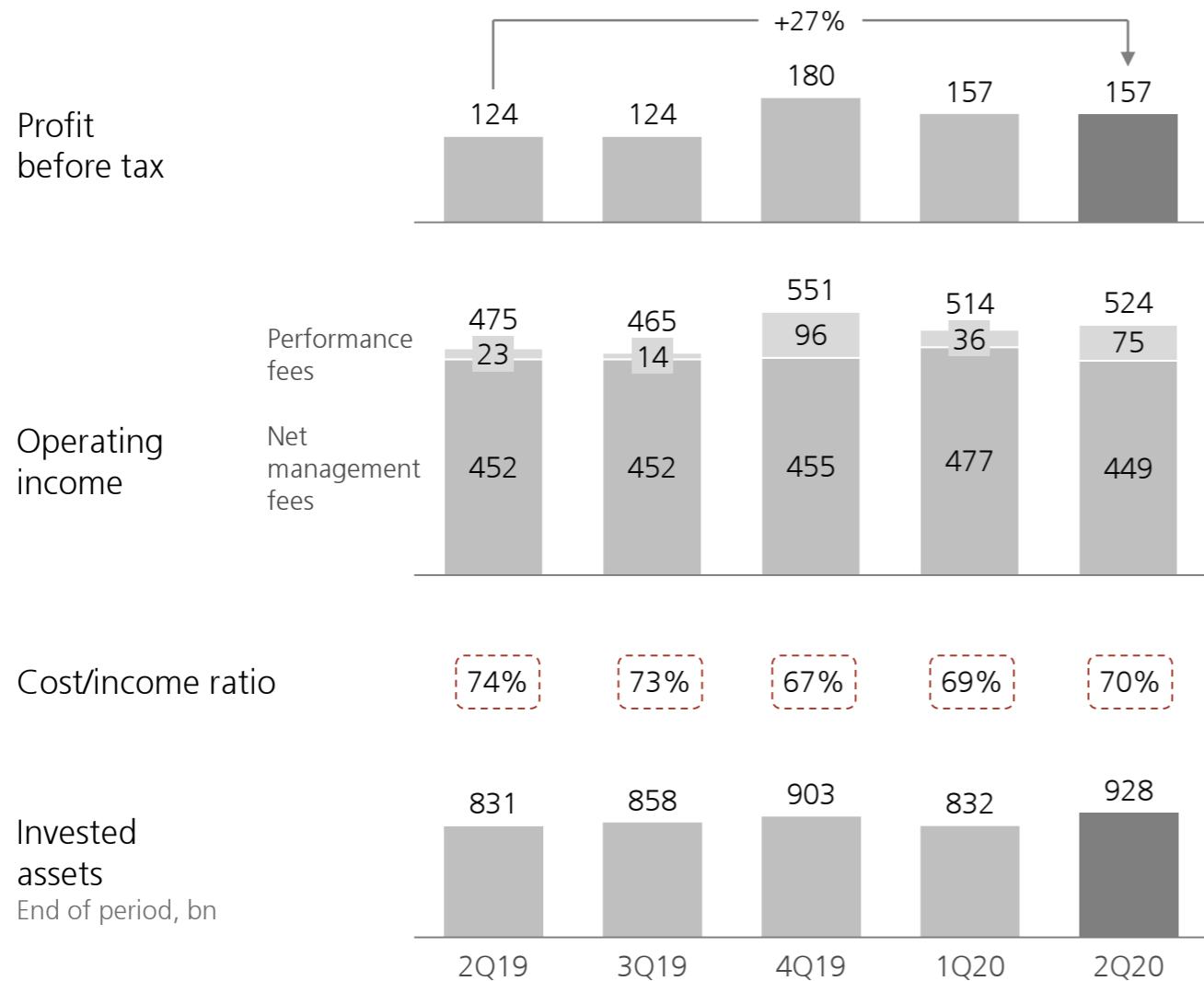
- > Stage 1 & 2: 95m
- > Stage 3: 9m

Record 9.2% net new business volume growth<sup>1</sup>; record 8.4% in 1H20

Operating expenses (1%)

# Asset Management

5th consecutive quarter of YoY PBT growth, up 27%; 19bn net new money, 52bn year-to-date



**PBT** +27% on 6% positive operating leverage; YTD +38%

**Operating income** +10% on strong performance fees; management fees marginally down reflecting 1Q20 market impact, largely offset by continued positive momentum in net new run rate fees

**Operating expenses** +5% on higher personnel costs

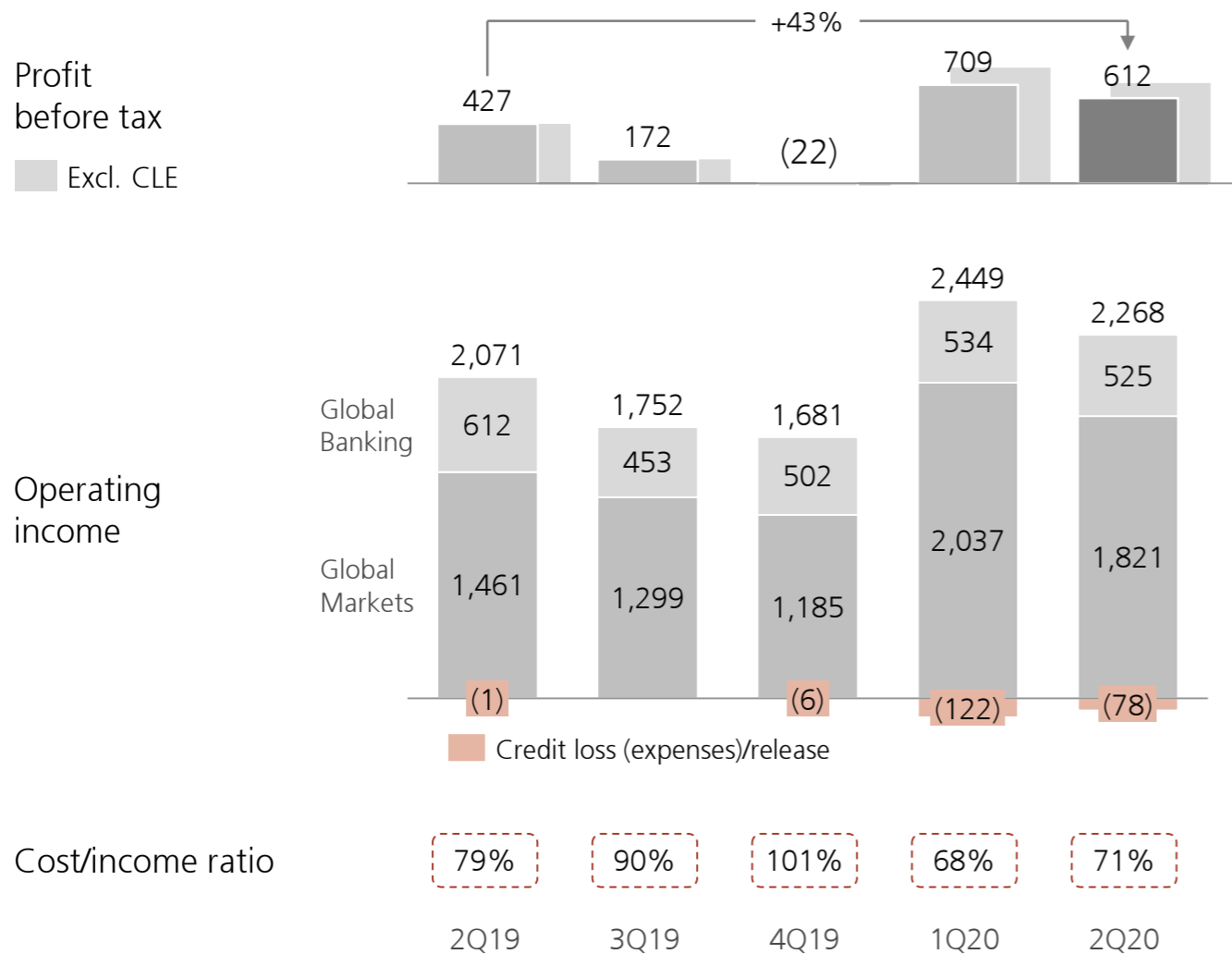
Record **invested assets** +96bn QoQ reflecting 67bn from market performance, NNM and 10bn from currency effects

**NNM** of 19bn, of which 10bn from SMA<sup>1</sup> initiative in US; 9bn NNM excluding money market flows



# Investment Bank

Excellent 1H20 with PBT more than doubling YoY and 21% return on attributed equity



## Global Markets +25%

- › Increases across Execution & Platform, Derivatives & Solutions, and Financing
- › FRC +118%; best quarter for Credit since 2012; improved FX ranking to #2 (from #5) in Euromoney Survey
- › Equities (9%), as strong Cash Equities and Financing Services were offset by lower Equity Derivatives

## Global Banking (14%)

- › Capital Markets +25% with ECM +27m; 88m mark-to-market gain mainly in LCM, partly offset by 70m loss on credit hedges
- › Advisory (65%) on lower fee pool; 2Q19 was exceptionally strong

## Credit loss expense 78m, vs. 1m in 2Q19

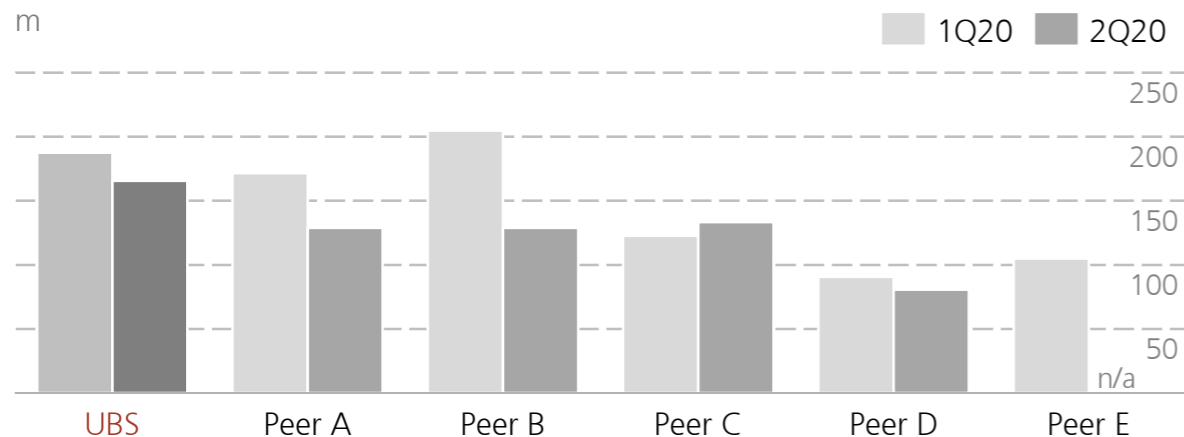
- › Stage 1 & 2: 56m
- › Stage 3: 22m

## Operating expenses +1%

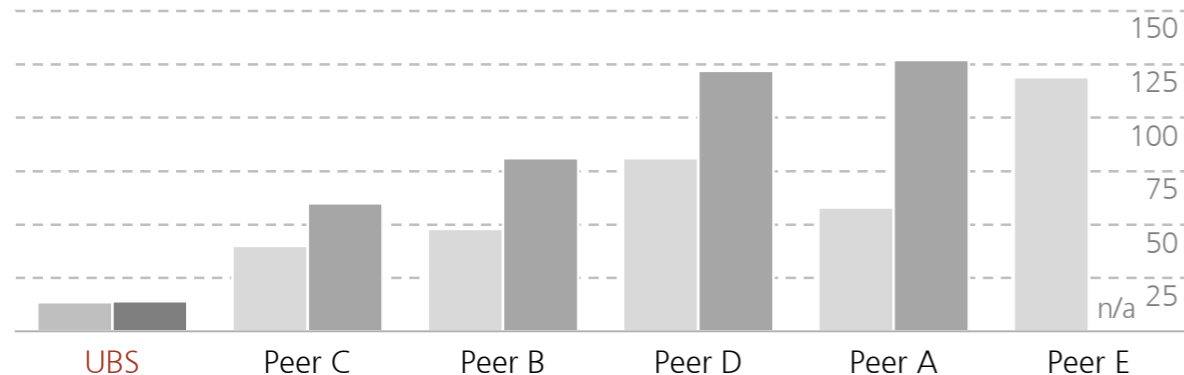
# Investment Bank

Maintaining our focus on capital efficiency and delivering strong risk-adjusted returns

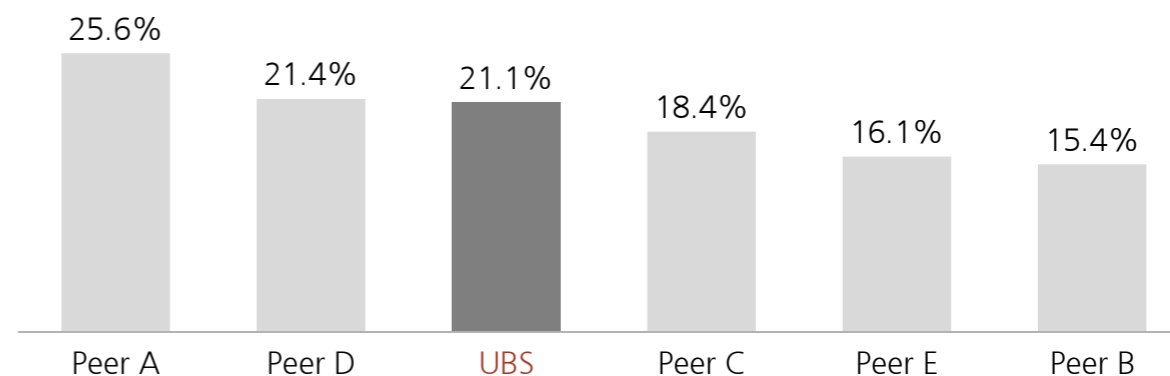
Revenues<sup>1</sup> / VaR<sup>2</sup>  
m



VaR<sup>2</sup>  
m



RoAE<sup>3</sup>  
1H20



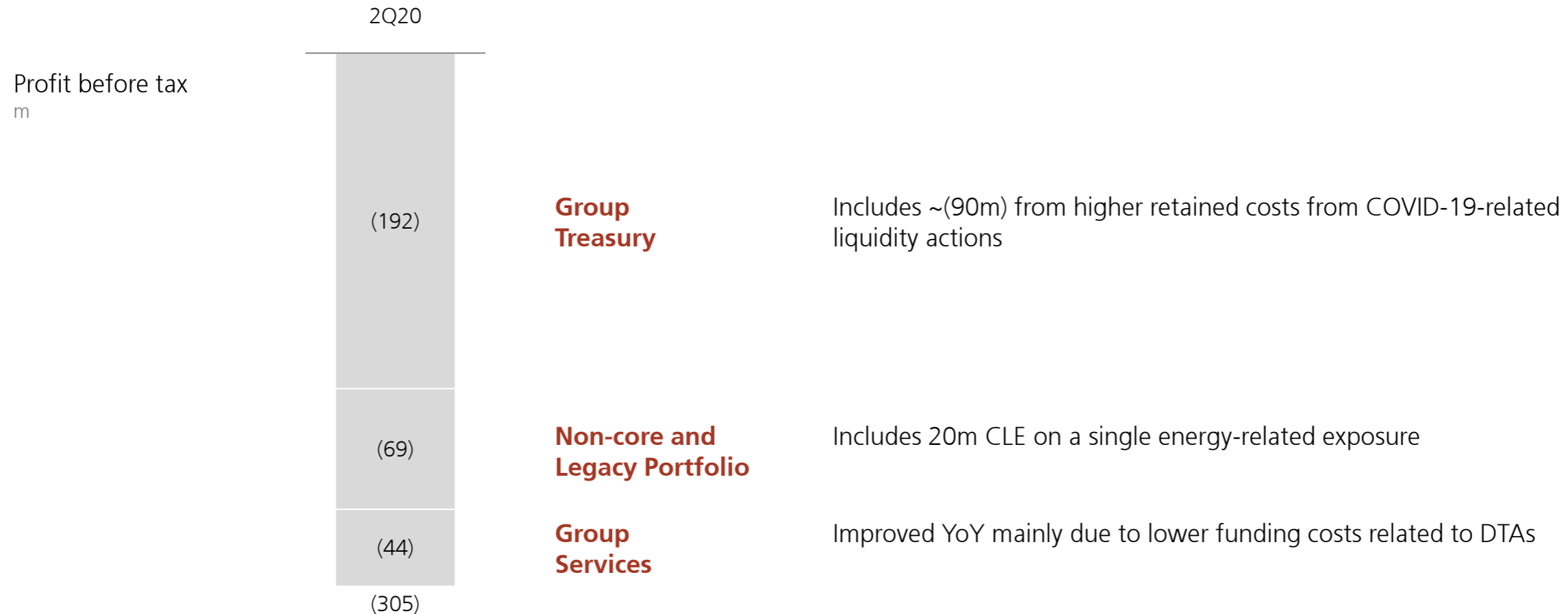
UBS	1Q20	2Q20	1H20
RWA, bn	103	98	98
LRD, bn	297	303	303
Average attributed equity, bn	12.4	12.6	12.5
<b>Return on attributed equity</b>	<b>22.8%</b>	<b>19.4%</b>	<b>21.1%</b>



Numbers in USD unless otherwise indicated. Peer group includes: Bank of America, Citi, Goldman Sachs, JP Morgan and Morgan Stanley; **1** Reported revenues excl. CLE; **2** Reported average Group management VaR with 95% confidence interval used with the exception of Bank of America and Citi where 99% confidence interval is reported; **3** Reported PBT divided by reported attributed equity

# Group Functions

Maintaining our guidance of ~200m loss per quarter, excluding accounting asymmetries, litigation and one-offs



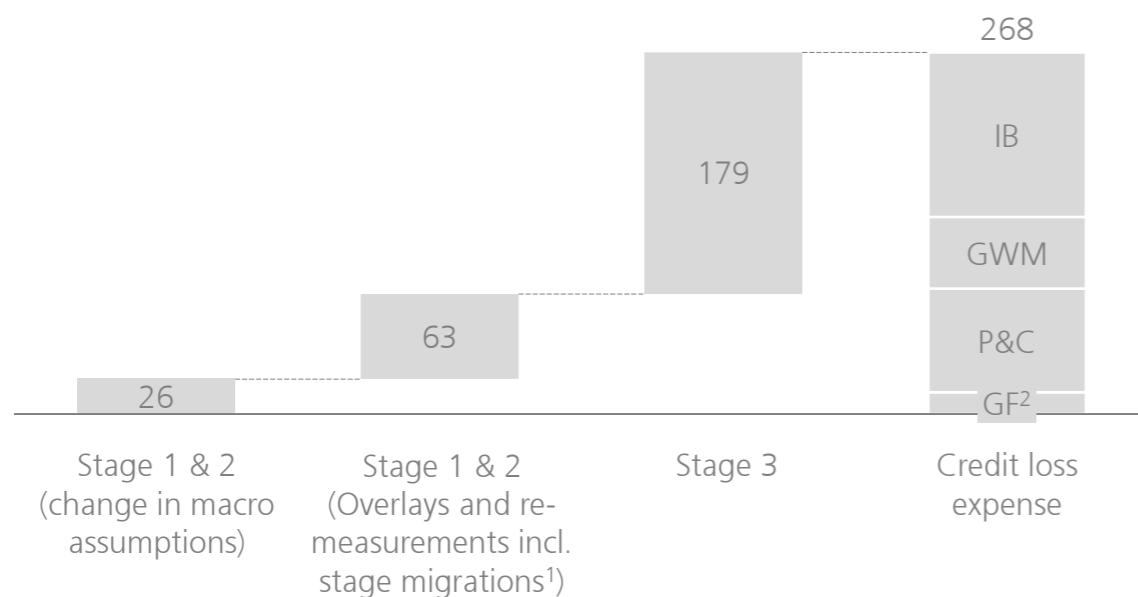
# IFRS 9 credit loss expenses

2Q20 credit loss expenses largely driven by stage 1 & 2 positions

Credit loss expenses

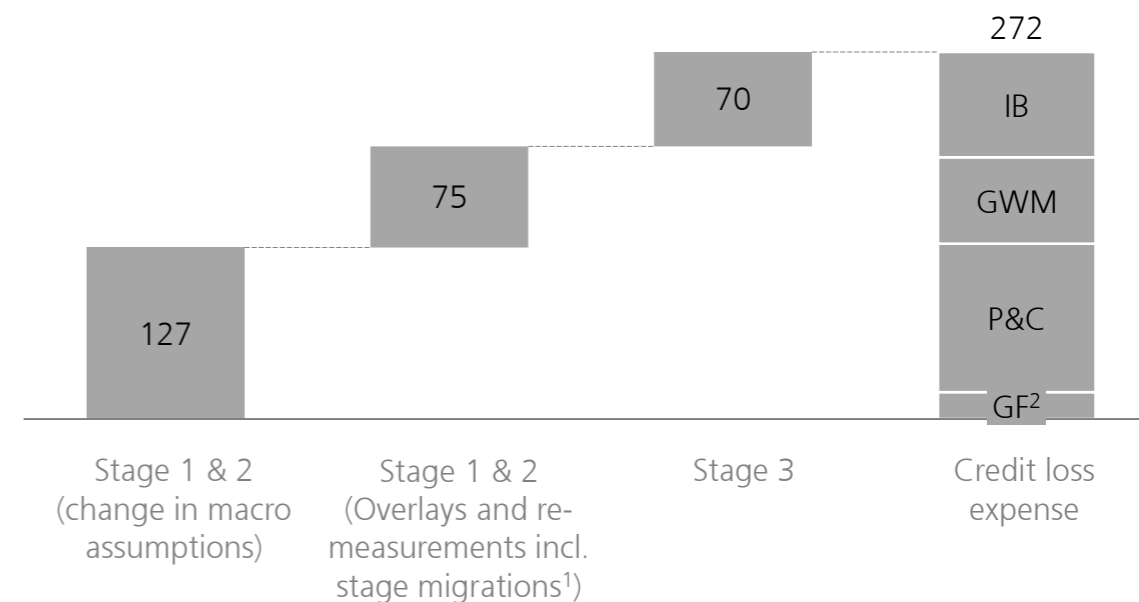
m

1Q20



IB	14	48	60	122
GWM	4	8	41	53
P&C	8	7	62	77
GF <sup>2</sup>	0	0	16	16

2Q20



IB	72	(16)	22	78
GWM	25	20	19	64
P&C	30	70	10	110
GF <sup>2</sup>	0	0	20	20

# IFRS 9 credit loss expenses model parameters and scenarios

Scenario weighting unchanged with updates to new macroeconomic assumptions

Scenario weighting and parameters

70%  
weight

## Updated baseline scenario

		2020	2021
Real GDP growth (annual, % change, annual avg.)	United States	(6.4)	4.5
	Eurozone	(8.2)	6.2
	Switzerland	(5.5)	4.4
Unemployment rate (annual, %, level, 4Q avg.)	United States	14.1	7.8
	Eurozone	9.8	6.6
	Switzerland	3.9	3.4

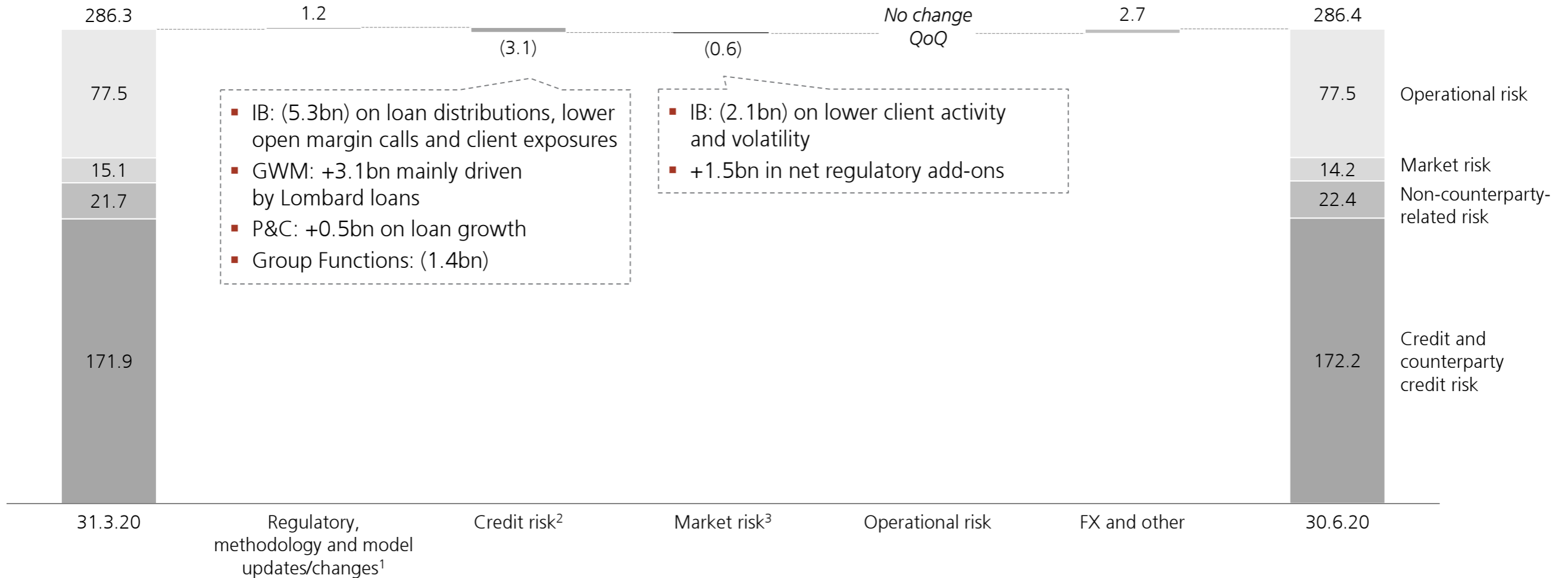
30%  
weight

## Updated global crisis scenario

Reflects very severe stress and significant economic contraction with a slow recovery beginning in late 2021

# Risk-weighted assets

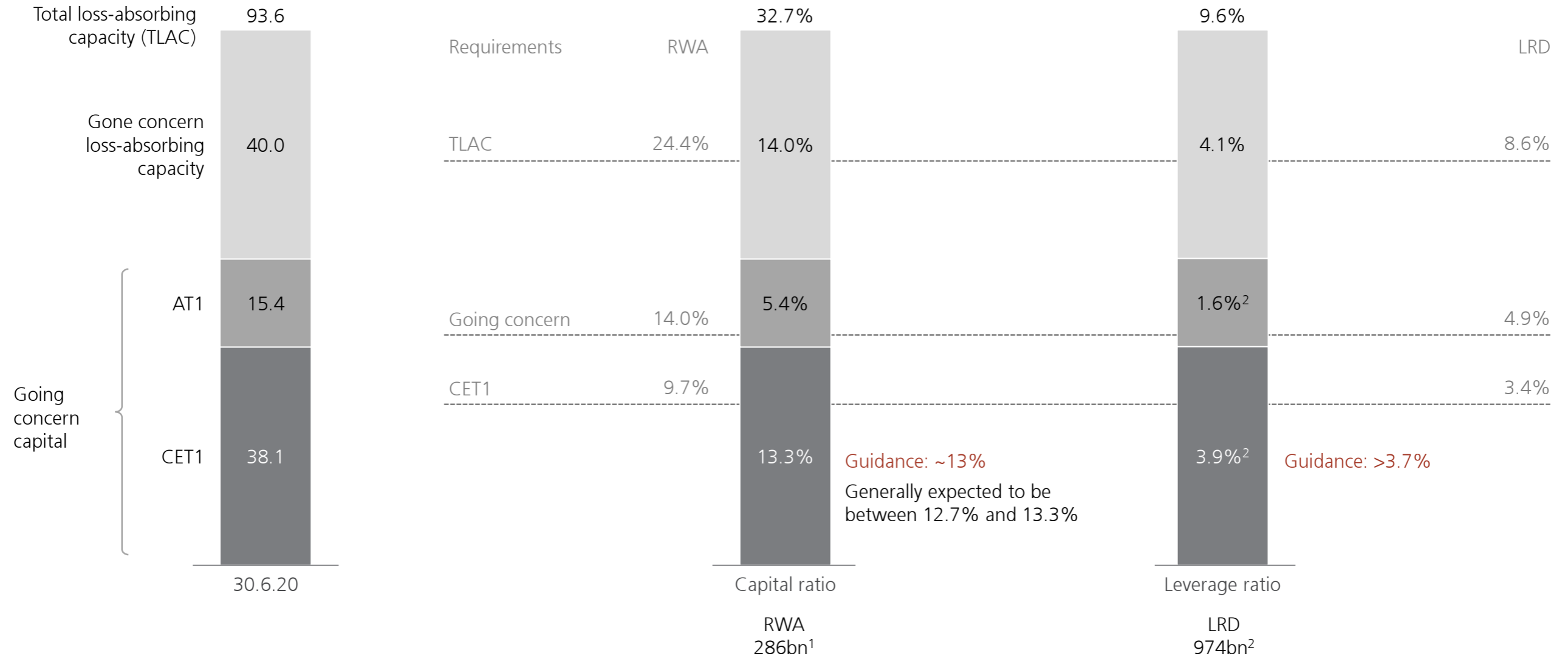
RWAs flat QoQ



Numbers in USD bn unless otherwise indicated; **1** For credit risk RWA includes methodology and policy changes, model updates / changes and regulatory add-ons; for market risk RWA includes methodology and policy changes and model updates / changes; **2** Asset size and other; **3** Asset size and other, and regulatory add-ons

# Capital and leverage ratios

Maintaining capital ratio comfortably above regulatory requirements even without temporary exemptions



Numbers in USDbn unless otherwise indicated; **1** UBS did not benefit from FINMA's temporary freezing of backtesting exceptions; **2** Does not reflect FINMA's temporary LRD exemption (net LRD reduction of 89bn to going concern leverage ratios), valid until 1.1.21 and only applicable to going concern leverage ratios; refer to page 46 of the 2Q20 report for more information

# Deploying our strengths while executing on our priorities

2020-2022 priorities

Drive higher and superior returns by growing and leveraging our unique, integrated and complementary business portfolio and geographic footprint

- I Elevate our world leading **Global Wealth Management** franchise to drive higher margins and **10-15% PBT growth p.a.**
- II **Improve returns** in the **Investment Bank** by further optimizing resources and collaboration
- III Capitalize on our differentiated client offering in **Asset Management** for further **growth, performance** and **scale**
- IV Grow profits in **Personal & Corporate Banking** through **digital** initiatives, **services** and **efficiency**
  - V Deliver more as **one firm** for our clients
  - VI Drive improvements in firmwide **operating efficiency** to fund growth and enhance returns
  - VII Maintain attractive **capital return profile** through dividends and buybacks

 UBS

7

From 4Q19 presentation

We continue to operate from a position of strength with a clear strategy, operational resilience and a balance sheet for all seasons

We are delivering for our clients by deploying resources, providing advice and solutions to meet their needs

We are executing on our strategy, building on our momentum and adapting to the rapidly evolving environment



# Appendix

# Group results

	1H19	1H20	2Q19	3Q19	4Q19	1Q20	2Q20
Total operating income	14,750	15,337	7,532	7,088	7,052	7,934	7,403
of which: credit loss expenses	(33)	(540)	(12)	(38)	(8)	(268)	(272)
of which: net gains/(losses) from properties held for sale					(29)		
of which: FCT gains/(losses) from the disposal of subsidiaries	10		10	(46)			
Total operating expenses	11,445	11,747	5,773	5,743	6,124	5,926	5,821
of which: net restructuring expenses	70	107	39	69	146	86	21
of which: impairment of goodwill					110		
of which: bank levies expenses/(releases)	(17)	17	(32)	(4)	61	15	3
of which: litigation expenses/(releases)	(4)	8	4	65	104	6	2
<b>Profit before tax</b>	<b>3,305</b>	<b>3,591</b>	<b>1,759</b>	<b>1,345</b>	<b>928</b>	<b>2,008</b>	<b>1,582</b>
Tax expense/(benefit)	773	757	366	294	200	410	347
of which: current tax expenses	379	565	209	229	183	222	343
<b>Net profit attributable to shareholders</b>	<b>2,532</b>	<b>2,827</b>	<b>1,392</b>	<b>1,049</b>	<b>722</b>	<b>1,595</b>	<b>1,232</b>
Diluted EPS (USD)	0.67	0.76	0.37	0.28	0.19	0.43	0.33
Effective tax rate	23.4%	21.1%	20.8%	21.9%	21.6%	20.4%	21.9%
Return on CET1 capital	14.6%	15.4%	16.0%	12.1%	8.2%	17.7%	13.2%
Cost/income ratio	77.4%	74.0%	76.5%	80.6%	86.8%	72.3%	75.8%
Total book value per share (USD) <sup>1</sup>	14.5	15.9	14.5	15.5	15.1	16.2	15.9
Tangible book value per share (USD) <sup>1</sup>	12.7	14.1	12.7	13.7	13.3	14.4	14.1



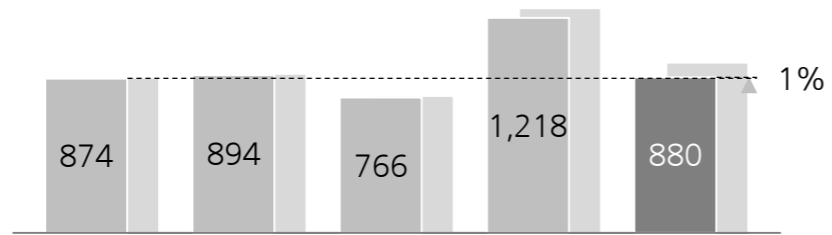
UBS

Numbers in USDm unless otherwise indicated; <sup>1</sup> The payment of a dividend of USD 0.365 per share on 7 May 2020 reduced equity attributable to shareholders by USD 1.3bn in 2Q20

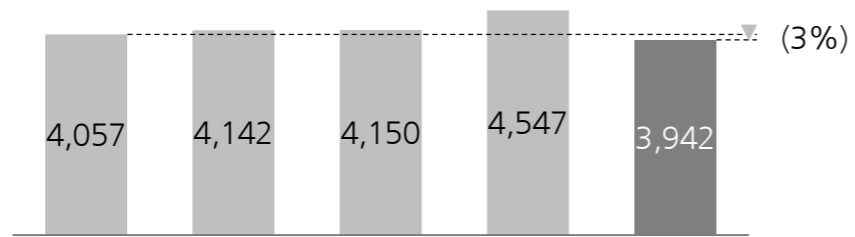
# Global Wealth Management

Profit before tax  
m

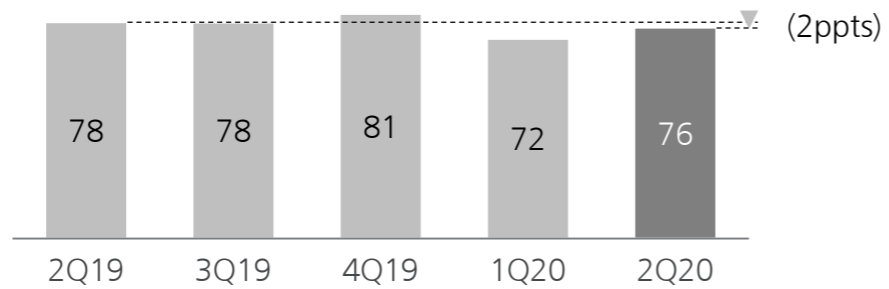
■ Excl. CLE



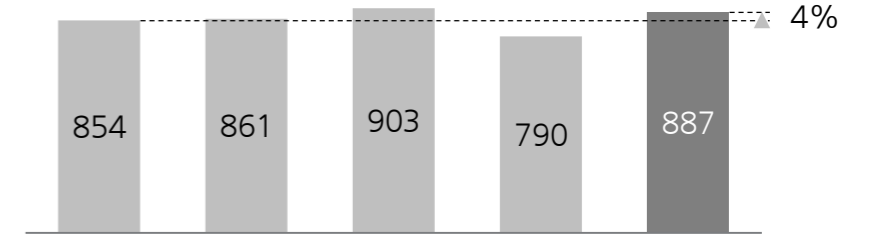
Operating income  
m



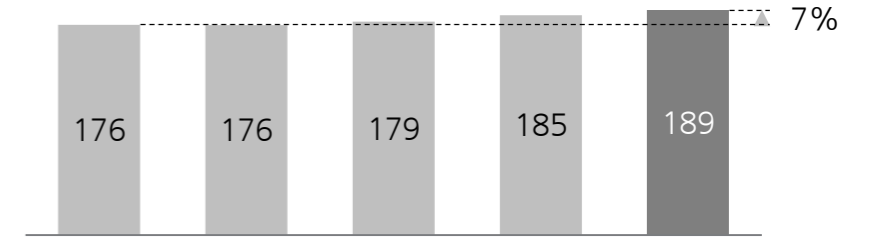
Cost/income ratio  
%



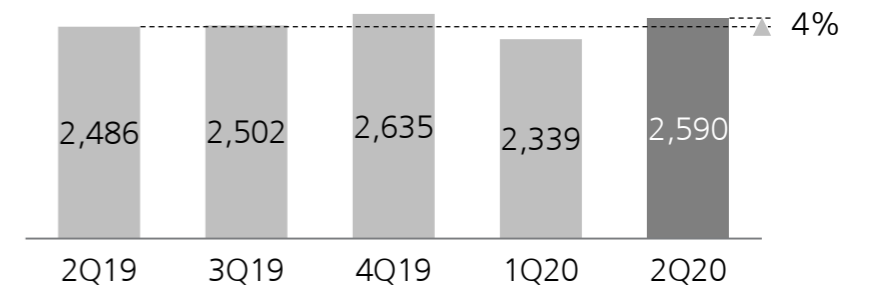
Mandate volume  
bn



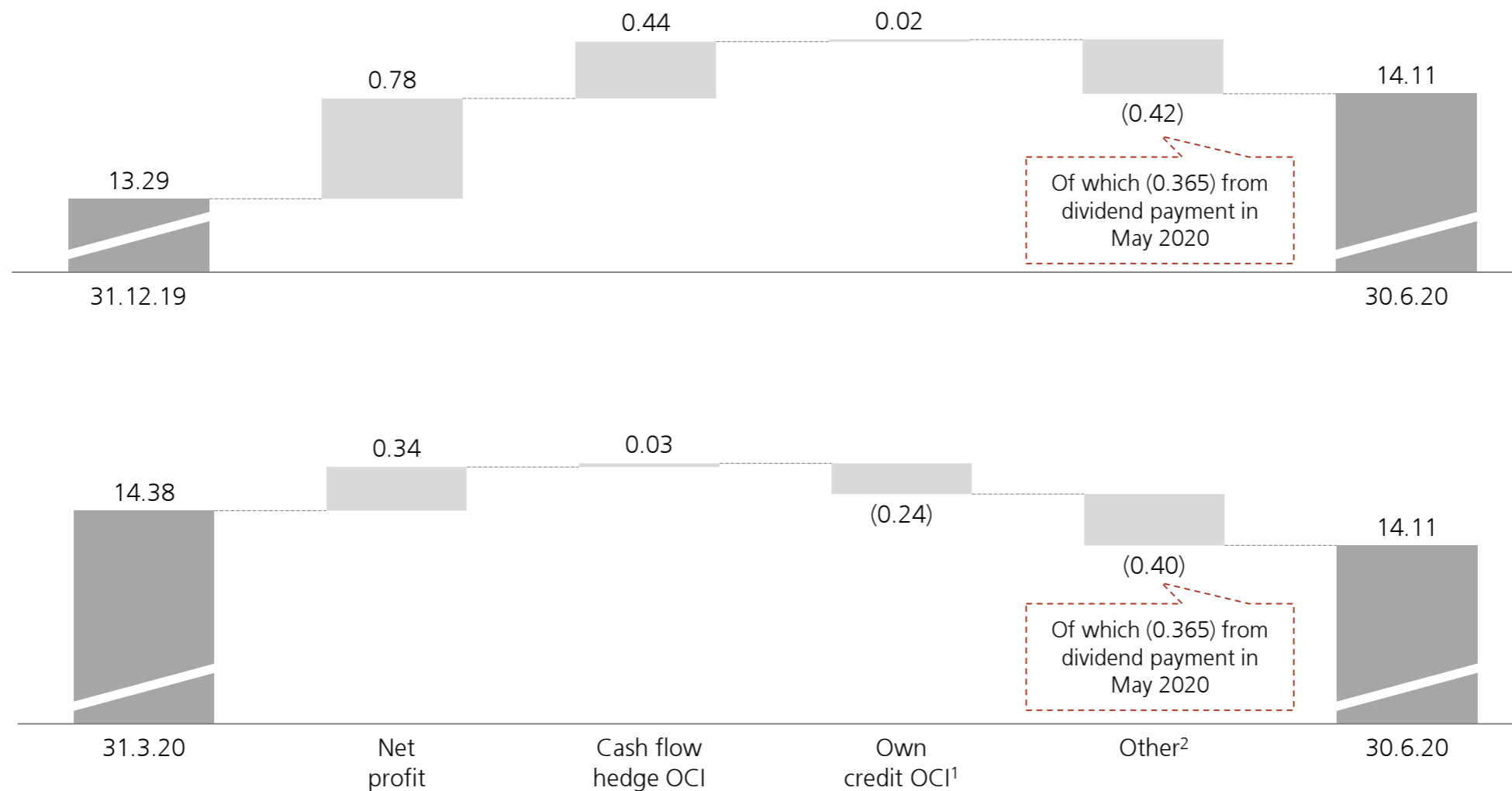
Loans  
bn



Invested assets  
bn

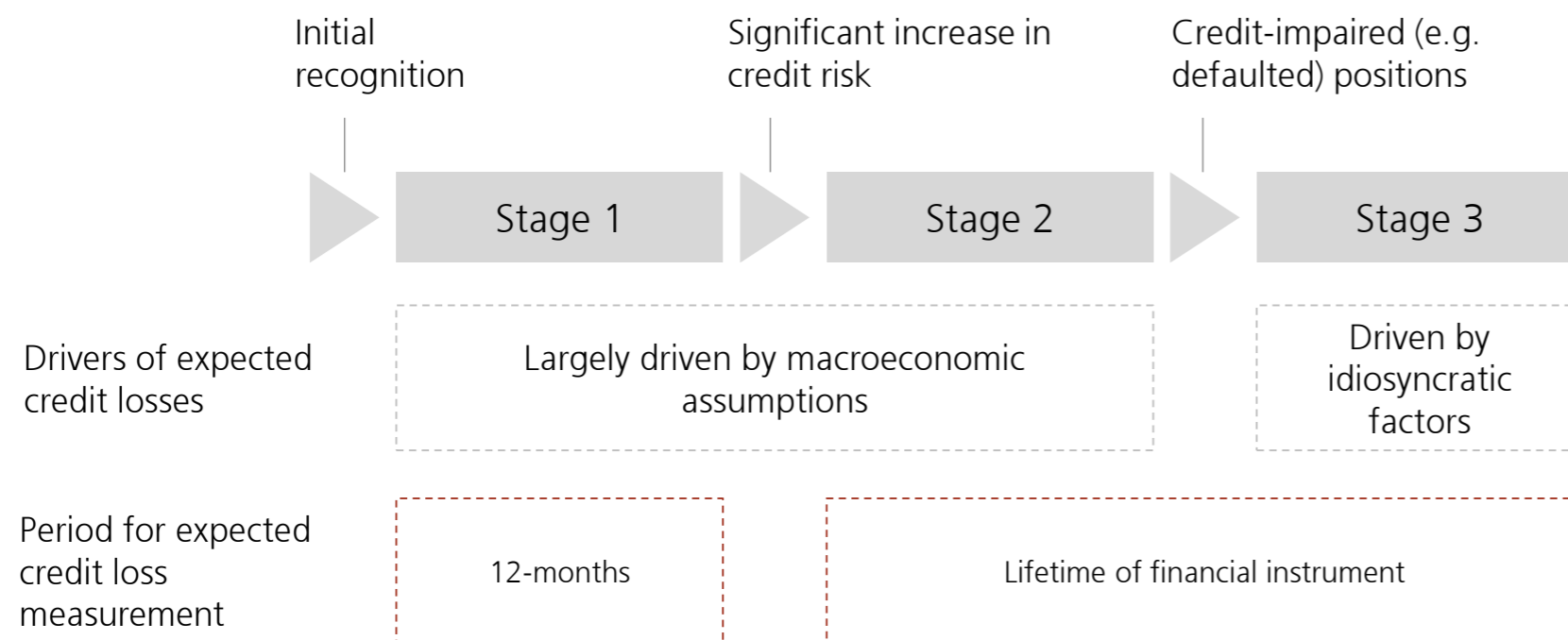


# Tangible book value per share



# Accounting for credit loss expenses under IFRS and US GAAP

IFRS 9 categorizes financial instruments into three stages based on credit risk, these stages determine how expected credit losses are measured

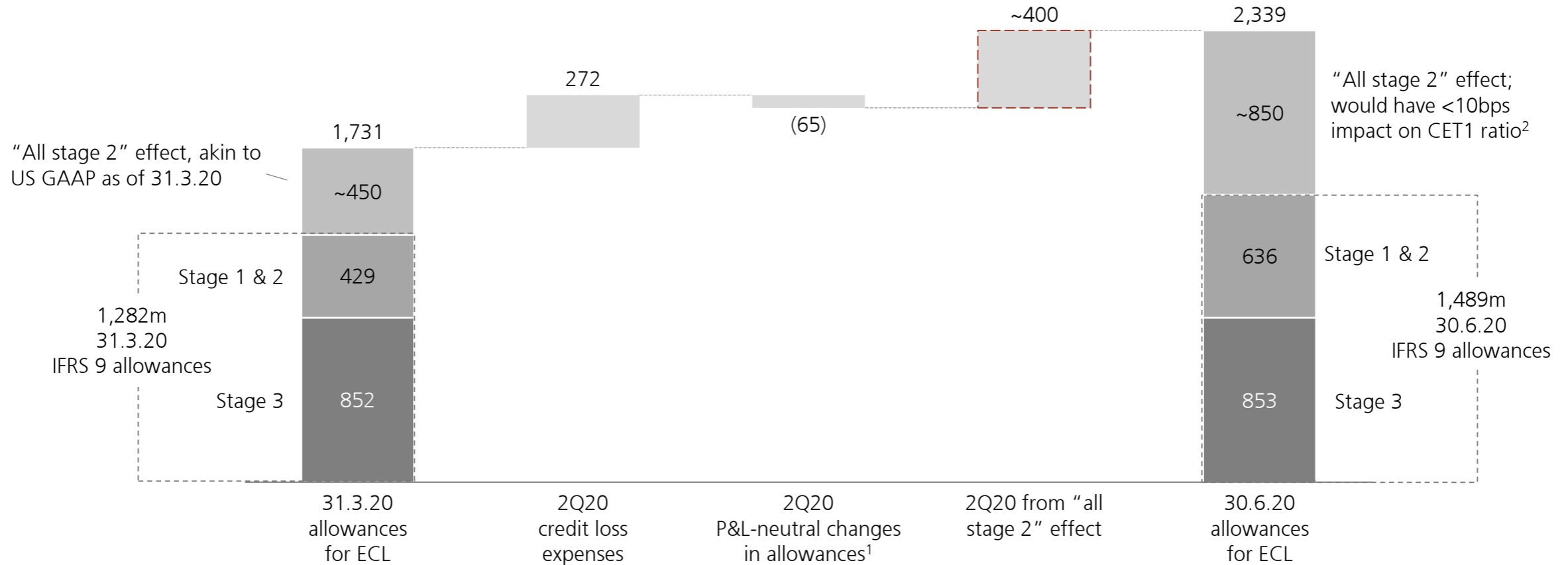


US GAAP accounting

- > Under US GAAP, there is **no stage 1-3 concept** and current expected credit losses (CECL) are measured based on the lifetime for all financial instruments in scope
- > If UBS were to measure all financial instruments on a lifetime approach (akin to US GAAP), **credit loss expenses would have been ~400m higher in 2Q20 and ~480m in 1H20<sup>1</sup>**
- > The hypothetical higher CLE if accounted for under US GAAP would have had a **<10bps impact on CET1 ratio<sup>2</sup>**

# Comparing credit loss expenses and allowances under IFRS and US GAAP

Expected credit loss allowances



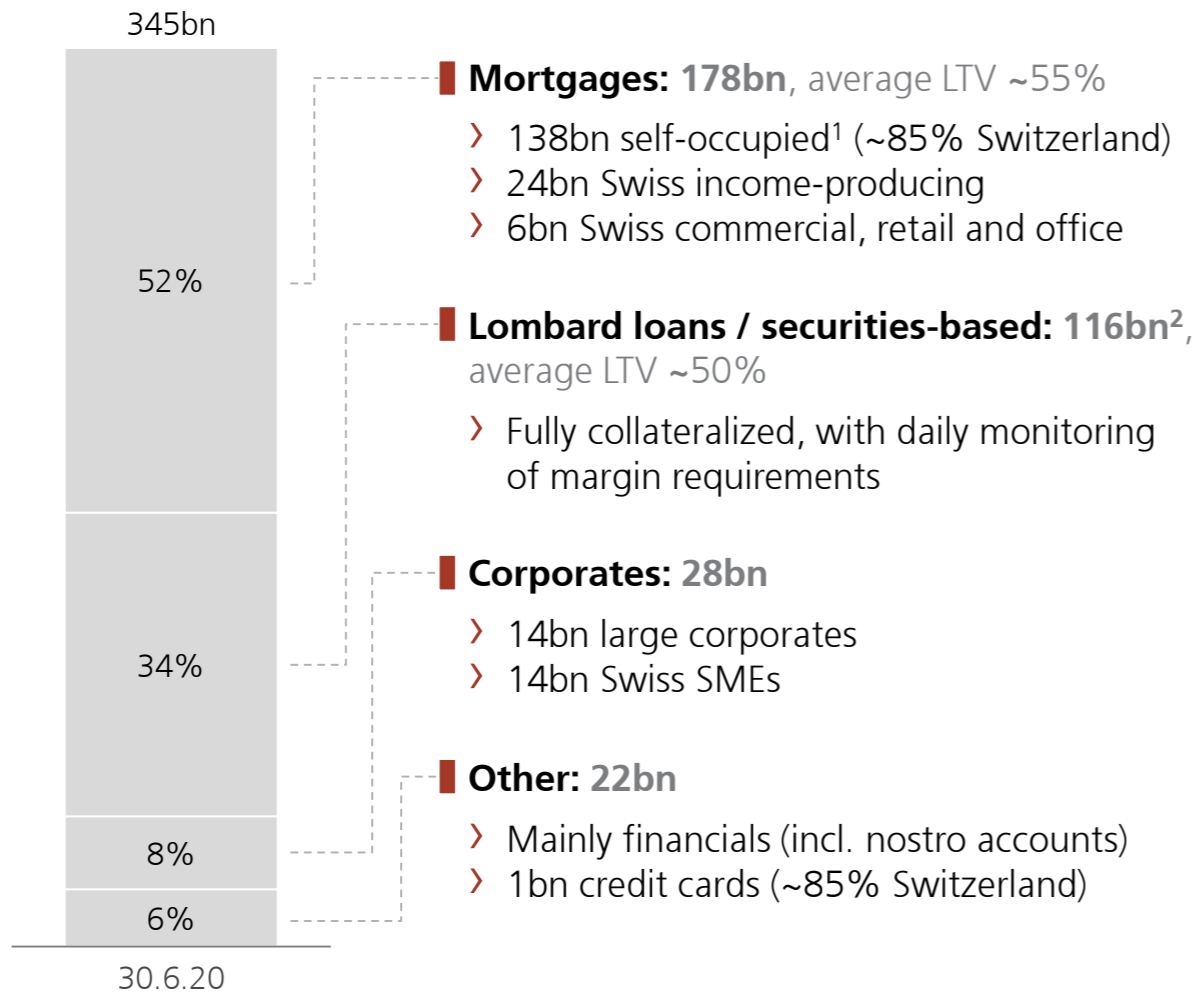
2Q20 CLE ~400m higher under hypothetical "all stage 2" approach, with a small impact on CET1 ratio



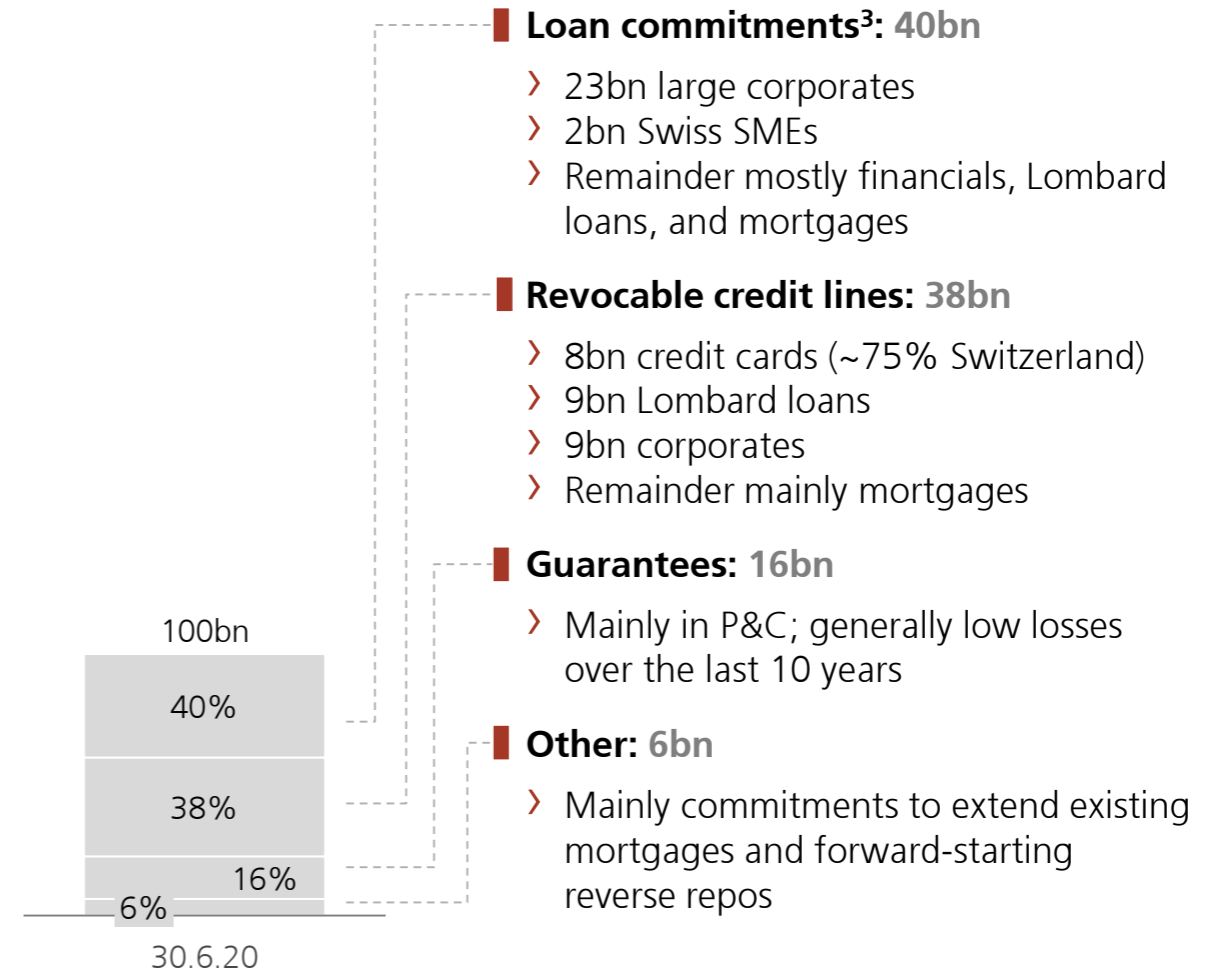
Numbers in USD unless otherwise indicated; refer to Note 10 "Expected credit loss measurement" in the 2Q20 report for more information; <sup>1</sup> Such as write-offs against the gross carrying value; <sup>2</sup> Reflecting incremental life-to-date ECL of ~850m and 50% phase-in of expected credit losses in excess of Basel III expected loss

# Loans and advances to customers

On-balance sheet

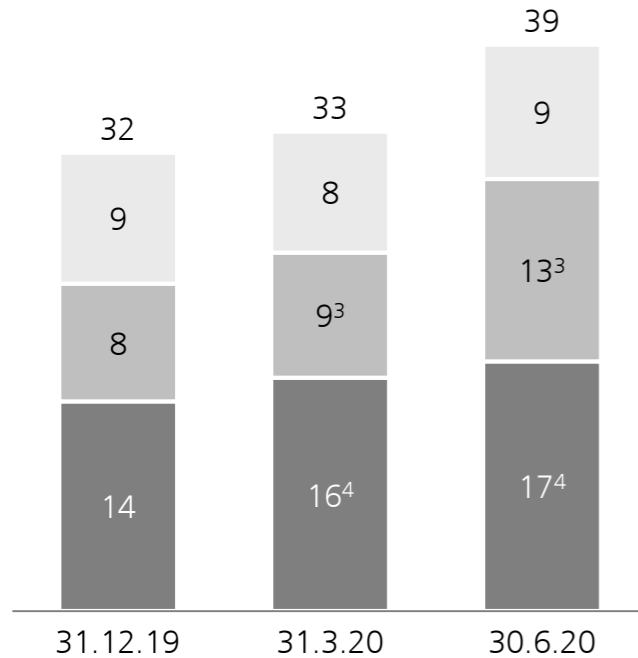


Off-balance sheet



# Corporate lending and credit line utilization

Personal & Corporate Banking<sup>1</sup>  
Notional

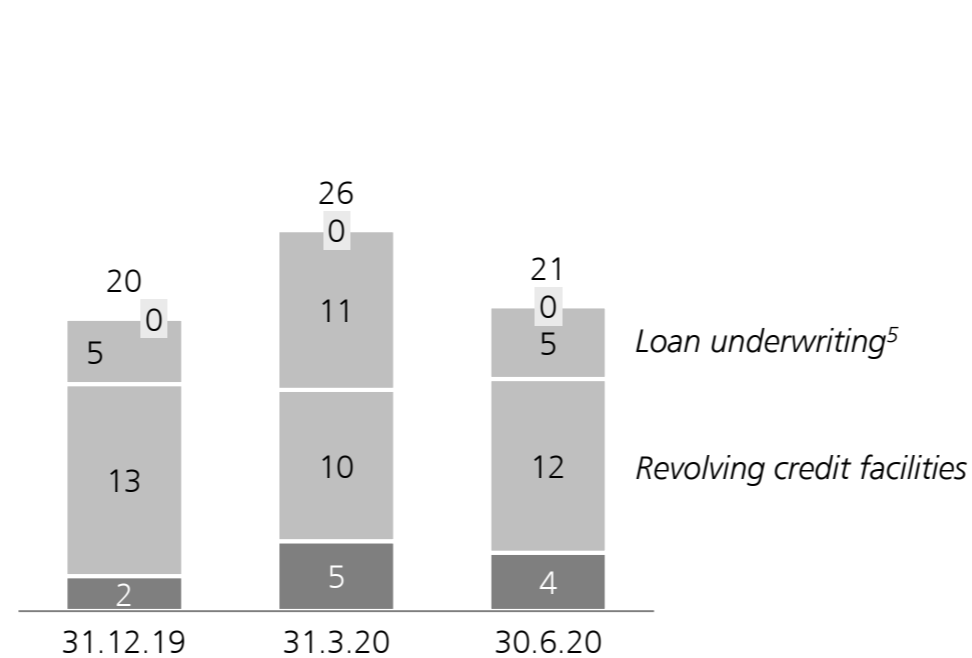


10.8  
RWA

11.4  
RWA

12.0  
RWA

Investment Bank<sup>2</sup>  
Notional



10.9  
RWA

15.0  
RWA

13.2  
RWA

RWA sensitivity

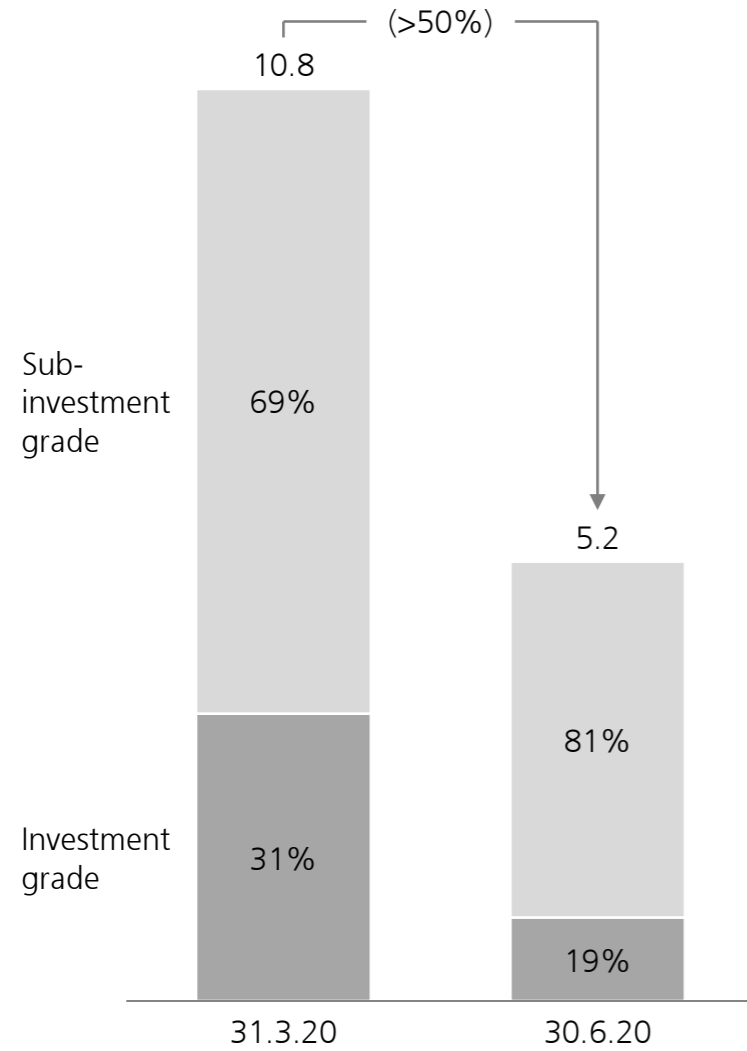
- > Draw-downs<sup>6</sup>: ~10bn of incremental RWA (~40bps CET1 capital ratio) if corporate credit lines were fully drawn in a remote scenario
- > Rating downgrades: ~5bn of incremental RWA (~20bps CET1 capital ratio) if corporate counterparties<sup>1,2</sup> were downgraded by one notch<sup>7</sup>

■ Drawn  
■ Committed<sup>8</sup>  
■ Uncommitted<sup>9</sup>

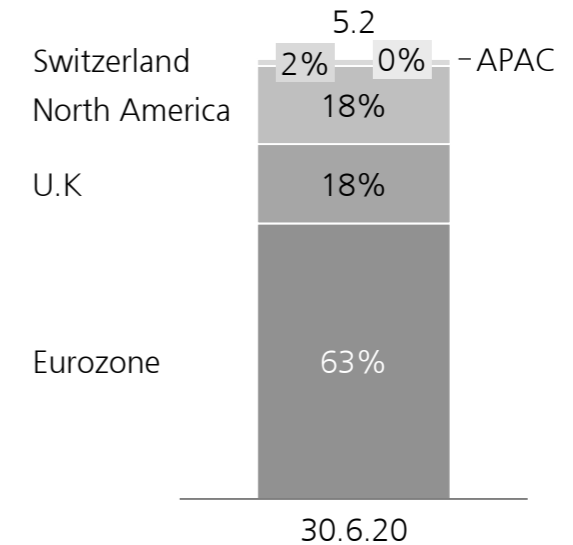
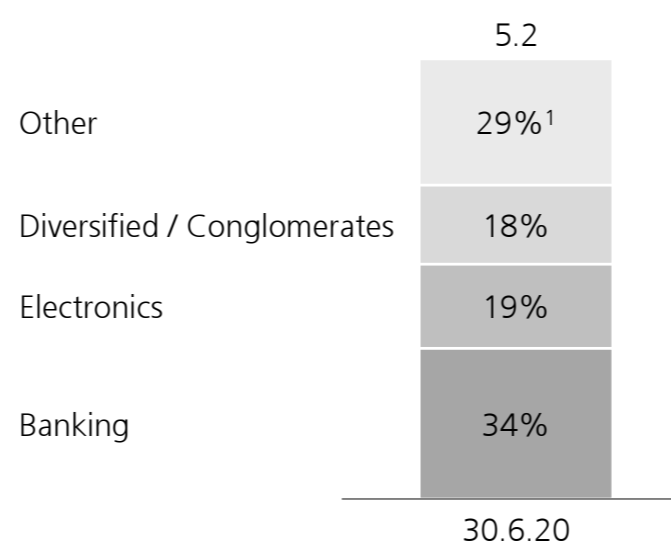


# Investment Bank loan underwriting commitments

Gross notional exposure  
bn

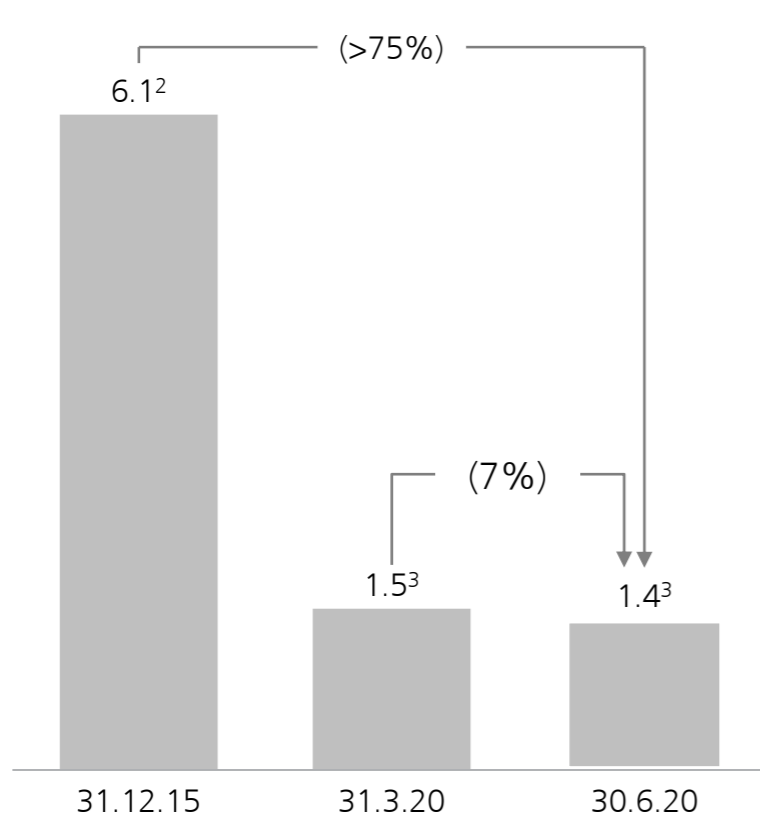


- › Mainly acquisition financing for core corporate clients, with closing due later this year
- › 1H20: 95m of write-downs in LCM, corporate lending and real estate finance portfolios more than offset by 121m gains on credit hedges



# Oil and gas exposures

Oil and gas net lending exposure<sup>1</sup>



30.6.20

## By geography

37%	63%
North America	EMEA & APAC

## By rating

70%	30%
Investment grade	Sub-investment grade

## By division

99%	1%
Investment Bank	Non-core and Legacy Portfolio

## By segment

55%	25%
Integrated	Exploration and production
9%	11%
Midstream	Oil field services

# Swiss mortgage book

## Swiss real estate market



Prices have stabilized at high levels in recent years; no material downward price pressure in 1H20

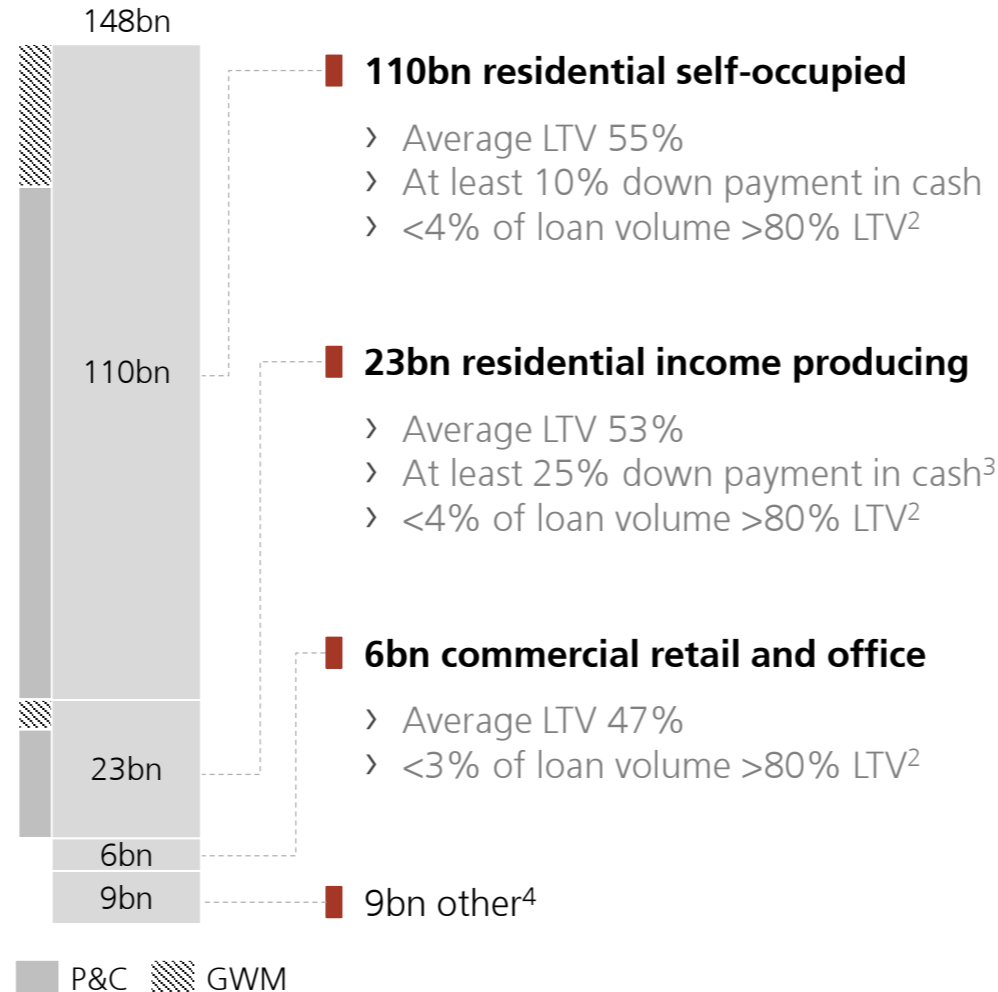


Deeply ingrained payment culture and creditor-friendly legal framework, including full recourse on borrowers



Stringent affordability criteria and strict LTV limits widely enforced

## UBS's Swiss mortgage book<sup>1</sup>



## We manage our mortgage book prudently

- > Sticking to our LTV caps
- > Stringent affordability criteria, based on a theoretical 5% interest rate
- > Average losses per year <1bp of exposure since 2010

## No signs of stress in residential market

- > 30.6.20 delinquency ratio <0.1%; no material increase in 1H20
- > Very limited number of requests for suspension of amortization payments in 1H20

## Carefully monitoring risks in our commercial retail and office portfolio and its resilience to the economic impact of COVID-19

- > Continued strong demand and transaction volumes in 1H20, driven by search for yield

# Swiss credit cards

## Credit cards in Switzerland



Stringent consumer credit laws limit debt through credit cards, including thorough client solvency checks



Credit cards typically used and viewed as a convenient payment method for online purchases, leisure and holidays



Limited use of credit cards as financing method; loyalty programs often the reason to own and use credit cards

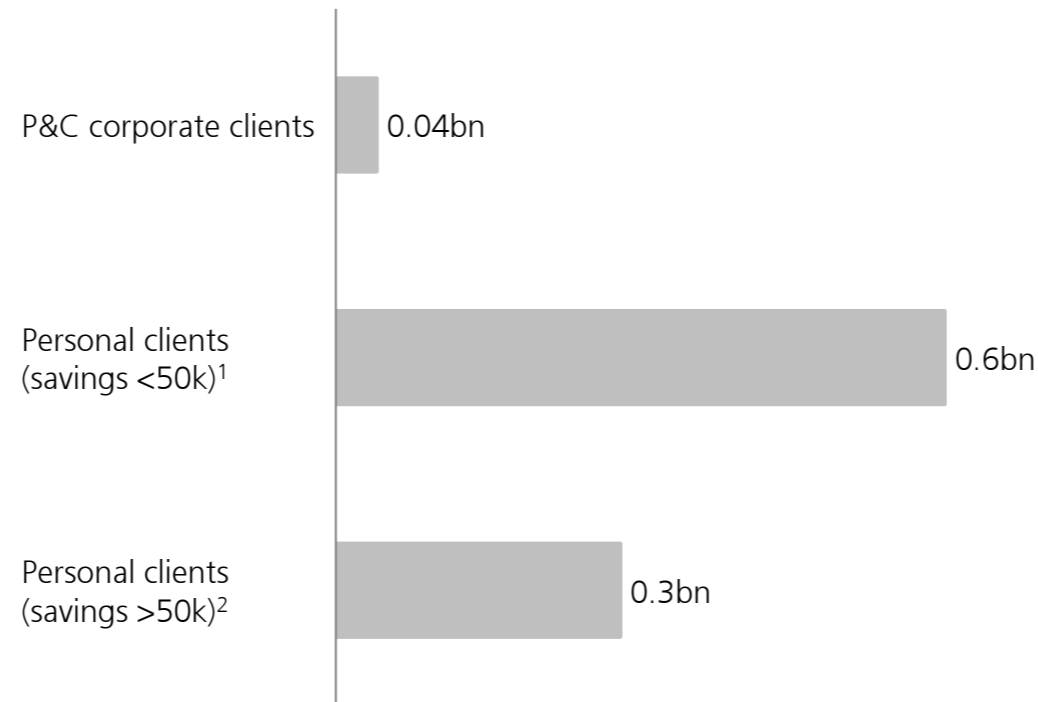


Deeply ingrained payment culture and creditor-friendly legal framework, including full recourse on borrowers

## UBS's Swiss credit card business

### #1 credit card business in Switzerland

Aggregate credit balances as of 30.6.20



0.2%

delinquency ratio<sup>3</sup>  
30.6.20

0.1%

actual credit losses  
% of volume, 1H20

- No deterioration in credit metrics observed YTD, with minimal number of requests for payment deferrals
- Very limited losses even in very severe stress scenarios
- No material changes in usage patterns or incurred credit losses during previous crisis periods

# Swiss government-backed SME lending program

UBS, 30.6.20

**3.2bn**  
credit lines outstanding  
o/w 2.7bn Facility 1  
o/w 0.5bn Facility 2

46%  
of credit lines drawn

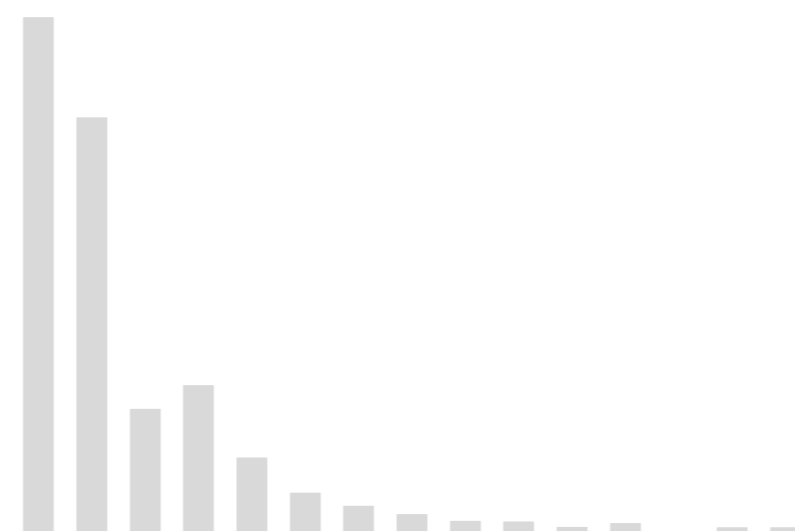
**24k**  
loan requests by clients

41%  
of clients fully drawn

31%  
of clients partly drawn

28%  
of clients have not used  
their credit line

Number of net loan requests, weekly  
23.3.20 - 5.7.20



**Committed to donate any potential profit  
to COVID-19 relief efforts**

## Facility 1

Loans  $\leq 0.5m$ , 100% state-guaranteed

Interest rate: 0% p.a., guaranteed for next 12 months

## Facility 2

Loans 0.5-20m<sup>1</sup>, 85% state-guaranteed

Interest rate: 0.5% p.a. on 85% of notional, guaranteed for next 12 months

## RWA treatment

- > 0% risk-weight for the guaranteed portion
- > Regular risk-weight on the 15% non-guaranteed portion of Facility 2 loans

## LRD treatment

- > Full notional counts as LRD

## SNB refinancing facility

- > Banks can refinance drawn Facility 1 and 2 loans with the SNB, with the loans pledged as collateral
- > Interest rate equal to the policy rate of (75bps)

# Quarterly results by business division

	For the quarter ended 30.6.20					
<i>USD million</i>	Global Wealth Management	Personal & Corporate Banking	Asset Management	Investment Bank	Group Functions	UBS
Operating income	3,942	823	524	2,268	(155)	7,403
Operating expenses	3,062	586	367	1,656	151	5,821
<i>of which: net restructuring expenses<sup>1</sup></i>	11	4	1	5	0	21
<i>of which: net expenses for litigation, regulatory and similar matters<sup>2</sup></i>	8	(6)	0	1	0	2
Operating profit / (loss) before tax	880	238	157	612	(305)	1,582
	For the quarter ended 30.6.19					
<i>USD million</i>	Global Wealth Management	Personal & Corporate Banking	Asset Management	Investment Bank	Group Functions	UBS
Operating income	4,057	958	475	2,071	(30)	7,532
<i>of which: net foreign currency translation gains<sup>3</sup></i>					10	10
Operating expenses	3,183	568	351	1,644	26	5,773
<i>of which: net restructuring expenses<sup>1</sup></i>	12	2	10	13	1	39
<i>of which: net expenses for litigation, regulatory and similar matters<sup>2</sup></i>	19	0	0	(1)	(14)	4
Operating profit / (loss) before tax	874	390	124	427	(56)	1,759



**UBS**

<sup>1</sup> Reflects restructuring expenses related to legacy cost programs as well as expenses for new restructuring initiatives; <sup>2</sup> Reflects the net increase in / (release of) provisions for litigation, regulatory and similar matters recognized in the income statement. Refer to "Note 16 Provisions and contingent liabilities" in the "Consolidated financial statements" section of the 1Q20 financial report for more information. Also includes recoveries from third parties of 1m in each quarter

# YTD results by business division

	Year-to-date 30.6.20					
<i>USD million</i>	Global Wealth Management	Personal & Corporate Banking	Asset Management	Investment Bank	Group Functions	UBS
Operating income	8,489	1,727	1,038	4,718	(635)	15,337
Operating expenses	6,391	1,155	724	3,396	80	11,747
<i>of which: net restructuring expenses<sup>1</sup></i>	72	5	6	24	0	107
<i>of which: net expenses for litigation, regulatory and similar matters<sup>2</sup></i>	15	(6)	0	0	(1)	8
Operating profit / (loss) before tax	2,098	572	314	1,321	(715)	3,591
	Year-to-date 30.6.19					
<i>USD million</i>	Global Wealth Management	Personal & Corporate Banking	Asset Management	Investment Bank	Group Functions	UBS
Operating income	8,061	1,915	921	3,836	17	14,750
<i>of which: net foreign currency translations gains<sup>3</sup></i>					10	10
Operating expenses	6,323	1,139	693	3,202	88	11,445
<i>of which: net restructuring expenses<sup>1</sup></i>	22	6	16	27	(1)	70
<i>of which: net expenses for litigation, regulatory and similar matters<sup>2</sup></i>	20	0	0	(2)	(22)	(4)
Operating profit / (loss) before tax	1,737	777	228	634	(71)	3,305



**UBS**

<sup>1</sup> Reflects restructuring expenses related to legacy cost programs as well as expenses for new restructuring initiatives; <sup>2</sup> Reflects the net increase in / (release of) provisions for litigation, regulatory and similar matters recognized in the income statement. Refer to "Note 16 Provisions and contingent liabilities" in the "Consolidated financial statements" section of the 1Q20 financial report for more information. Also includes recoveries from third parties of 1m and 8m for the first six months of 2020 and 2019, respectively

# Quarterly results by region

		Americas		Asia Pacific		EMEA		Switzerland		Global		Total	
		2Q19	2Q20	2Q19	2Q20	2Q19	2Q20	2Q19	2Q20	2Q19	2Q20	2Q19	2Q20
Operating income	GWM	2.3	2.0	0.6	0.7	0.8	0.9	0.4	0.4	(0.0)	0.0	4.1	3.9
	P&C	-	-	-	-	-	-	1.0	0.8	-	-	1.0	0.8
	AM	0.1	0.2	0.1	0.1	0.1	0.1	0.2	0.2	(0.0)	0.0	0.5	0.5
	IB	0.7	0.8	0.7	0.7	0.5	0.6	0.2	0.2	(0.0)	0.0	2.1	2.3
	GF <sup>1</sup>	-	-	-	-	-	-	-	-	(0.0)	(0.2)	(0.0)	(0.2)
	Group	3.1	2.9	1.3	1.5	1.4	1.5	1.7	1.6	(0.0)	(0.1)	7.5	7.4
Operating expenses	GWM	1.9	1.8	0.4	0.4	0.6	0.6	0.3	0.2	(0.0)	0.0	3.2	3.1
	P&C	-	-	-	-	-	-	0.6	0.6	-	-	0.6	0.6
	AM	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	(0.0)	0.4	0.4
	IB	0.6	0.6	0.5	0.4	0.5	0.5	0.1	0.1	0.0	0.0	1.6	1.7
	GF <sup>1</sup>	-	-	-	-	-	-	-	-	0.0	0.2	0.0	0.2
	Group	2.6	2.5	0.9	0.9	1.1	1.2	1.0	1.1	0.0	0.2	5.8	5.8
Profit before tax	GWM	0.4	0.2	0.1	0.2	0.2	0.3	0.1	0.1	(0.0)	0.0	0.9	0.9
	P&C	-	-	-	-	-	-	0.4	0.2	-	-	0.4	0.2
	AM	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	0.1	0.2
	IB	0.1	0.2	0.2	0.2	0.1	0.1	0.1	0.1	(0.0)	(0.0)	0.4	0.6
	GF <sup>1</sup>	-	-	-	-	-	-	-	-	(0.1)	(0.3)	(0.1)	(0.3)
	Group	0.5	0.5	0.4	0.5	0.3	0.4	0.7	0.5	(0.1)	(0.3)	1.8	1.6

Numbers in USDbn unless otherwise indicated. The allocation of P&L to these regions reflects, and is consistent with, the basis on which the business is managed and its performance evaluated. These allocations involve assumptions and judgments that management considers reasonable, and may be refined to reflect changes in estimates or management structure. The main principles of the allocation methodology are that client revenues are attributed to the domicile of the client, and trading and portfolio management revenues are attributed to the country where the risk is managed. Expenses are allocated in line with revenues. Certain revenues and expenses, such as those related to Non-core and Legacy Portfolio, certain litigation expenses and other items, are managed at the Group level, and are included in the Global column; <sup>1</sup> Group Functions



# YTD results by region

		Americas		Asia Pacific		EMEA		Switzerland		Global		Total	
		1H19	1H20	1H19	1H20	1H19	1H20	1H19	1H20	1H19	1H20	1H19	1H20
Operating income	GWM	4.4	4.4	1.1	1.5	1.7	1.8	0.8	0.8	(0.0)	0.0	8.1	8.5
	P&C	-	-	-	-	-	-	1.9	1.7	-	-	1.9	1.7
	AM	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	(0.0)	0.0	0.9	1.0
	IB	1.3	1.5	1.2	1.5	1.0	1.3	0.4	0.5	(0.0)	0.0	3.8	4.7
	GF <sup>1</sup>	-	-	-	-	-	-	-	-	0.0	(0.6)	0.0	(0.6)
	Group	5.9	6.2	2.5	3.2	2.9	3.3	3.4	3.4	0.0	(0.6)	14.7	15.3
Operating expenses	GWM	3.8	3.8	0.8	0.8	1.3	1.2	0.5	0.5	0.0	0.0	6.3	6.4
	P&C	-	-	-	-	-	-	1.1	1.2	-	-	1.1	1.2
	AM	0.2	0.2	0.1	0.1	0.1	0.1	0.2	0.3	0.0	0.0	0.7	0.7
	IB	1.2	1.2	0.9	0.9	0.9	1.0	0.2	0.2	0.0	0.0	3.2	3.4
	GF <sup>1</sup>	-	-	-	-	-	-	-	-	0.1	0.1	0.1	0.1
	Group	5.1	5.2	1.8	1.9	2.3	2.4	2.1	2.1	0.1	0.1	11.4	11.7
Profit before tax	GWM	0.7	0.6	0.3	0.6	0.5	0.5	0.3	0.3	(0.0)	0.0	1.7	2.1
	P&C	-	-	-	-	-	-	0.8	0.6	-	-	0.8	0.6
	AM	0.0	0.1	0.1	0.1	0.0	0.0	0.1	0.1	(0.0)	0.0	0.2	0.3
	IB	0.1	0.3	0.3	0.6	0.1	0.3	0.2	0.2	(0.0)	(0.0)	0.6	1.3
	GF <sup>1</sup>	-	-	-	-	-	-	-	-	(0.1)	(0.7)	(0.1)	(0.7)
	Group	0.9	1.0	0.7	1.3	0.5	0.8	1.4	1.2	(0.1)	(0.7)	3.3	3.6

Numbers in USDbn unless otherwise indicated. The allocation of P&L to these regions reflects, and is consistent with, the basis on which the business is managed and its performance evaluated. These allocations involve assumptions and judgments that management considers reasonable, and may be refined to reflect changes in estimates or management structure. The main principles of the allocation methodology are that client revenues are attributed to the domicile of the client, and trading and portfolio management revenues are attributed to the country where the risk is managed. Expenses are allocated in line with revenues. Certain revenues and expenses, such as those related to Non-core and Legacy Portfolio, certain litigation expenses and other items, are managed at the Group level, and are included in the Global column; <sup>1</sup> Group Functions

# 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. The outbreak of COVID-19 and the measures being taken globally to reduce the peak of the resulting pandemic have had and may continue to have a significant adverse effect on global economic activity, and an adverse effect on the credit profile of some of our clients and other market participants, which has resulted in and may continue to increase expected credit loss expense and credit impairments. The unprecedented scale of the measures to control the COVID-19 outbreak creates significantly greater uncertainty about forward-looking statements in addition to the factors that generally affect our businesses, but are not limited to: (i) the degree to which UBS is successful in the ongoing execution of its strategic plans, including its cost reduction and efficiency initiatives and its ability to manage its levels of risk-weighted assets (RWA) and leverage ratio denominator (LRD), liquidity coverage ratio and other financial resources, including changes in RWA assets and liabilities arising from higher market volatility and other changes related to the COVID-19 pandemic; (ii) the degree to which UBS is successful in implementing changes to its businesses to meet changing market, regulatory and other conditions; (iii) the continuing low or negative interest rate environment in Switzerland and other jurisdictions; (iv) developments (including as a result of the COVID-19 pandemic) in the macroeconomic climate and in the markets in which UBS operates or to which it is exposed, including movements in securities prices or liquidity, credit spreads, and currency exchange rates, and the effects of economic conditions, market developments, and geopolitical tensions, and changes to national trade policies on the financial position or creditworthiness of UBS’s clients and counterparties as well as on client sentiment and levels of activity; (v) changes in the availability of capital and funding, including any changes in UBS’s credit spreads and ratings, as well as availability and cost of funding to meet requirements for debt eligible for total loss-absorbing capacity (TLAC); (vi) changes in or the implementation of financial legislation and regulation in Switzerland, the US, the UK, the European Union and other financial centers that have imposed, or resulted in, or may do so in the future, more stringent or entity-specific capital, TLAC, leverage ratio, net stable funding ratio, liquidity and funding requirements, heightened operational resilience requirements, incremental tax requirements, additional levies, limitations on permitted activities, constraints on remuneration, constraints on transfers of capital and liquidity and sharing of operational costs across the Group or other measures, and the effect these will or would have on UBS’s business activities; (vii) the degree to which UBS is successful in implementing further changes to its legal structure to improve its resolvability and meet related regulatory requirements and the potential need to make further changes to the legal structure or booking model of UBS Group in response to legal and regulatory requirements, proposals in Switzerland and other jurisdictions for mandatory structural reform of banks or systemically important institutions or to other external developments, and the extent to which such changes will have the intended effects; (viii) UBS’s ability to maintain and improve its systems and controls for the detection and prevention of money laundering and compliance with sanctions to meet evolving regulatory requirements and expectations, in particular in the US; (ix) the uncertainty arising from the UK’s exit from the EU; (x) 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; (xi) changes in the standards of conduct applicable to our businesses that may result from new regulations or new enforcement of existing standards, including recently enacted and proposed measures to impose new and enhanced duties when interacting with customers and in the execution and handling of customer transactions; (xii) 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, including the potential for disqualification from certain businesses, potentially large fines or monetary penalties, or the loss of licenses or privileges as a result of regulatory or other governmental sanctions, as well as the effect that litigation, regulatory and similar matters have on the operational risk component of our RWA as well as the amount of capital available for return to shareholders; (xiii) 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; (xiv) 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; (xv) 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; (xvi) UBS’s ability to implement new technologies and business methods, including digital services and technologies, and ability to successfully compete with both existing and new financial service providers, some of which may not be regulated to the same extent; (xvii) limitations on the effectiveness of UBS’s internal processes for risk management, risk control, measurement and modeling, and of financial models generally; (xviii) the occurrence of operational failures, such as fraud, misconduct, unauthorized trading, financial crime, cyberattacks and systems failures, the risk of which is increased while COVID-19 control measures require large portions of the staff of both UBS and its service providers to work remotely; (xix) restrictions on the ability of UBS Group AG to make payments or distributions, including due to restrictions on the ability of its subsidiaries to make loans or distributions, directly or indirectly, or, in the case of financial difficulties, due to the exercise by FINMA or the regulators of UBS’s operations in other countries of their broad statutory powers in relation to protective measures, restructuring and liquidation proceedings; (xx) the degree to which changes in regulation, capital or legal structure, financial results or other factors may affect UBS’s ability to maintain its stated capital return objective; and (xxi) 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. The sequence in which the factors above are presented is not indicative of their likelihood of occurrence or the potential magnitude of their consequences. Our business and financial performance could be affected by other factors identified in our past and future filings and reports, including those filed with the SEC. More detailed information about those factors is set forth in documents furnished by UBS and filings made by UBS with the SEC, including UBS’s Annual Report on Form 20-F for the year ended 31 December 2019 and UBS’s First Quarter 2020 Report on Form 6K. 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.

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