



UNION BANCAIRE PRIVÉE

Press release

First half-year results 2017

Union Bancaire Privée announces strong first half-year results; increasing net profit by more than 20% to CHF 110 million

Geneva, 20 July 2017

- *Net profit* at the end of June 2017 was CHF 109.5 million, up 21.6% from CHF 89.9 million a year earlier.
- *Assets under management* totalled CHF 118.9 billion at the half-year.

Strong operational activity boosts results

Operating revenues grew by 12.5% year on year, from CHF 452.9 million at mid-year 2016 to CHF 509.5 million at the end of June 2017. The *net interest margin* increased by 18.5% to CHF 139.3 million supported, among other factors, by higher US dollar interest rates. The growth in commissions of more than 10%, although helped by the strength of the markets, also attests to the rising amount of private client assets in advisory mandates.

Operating expenses increased by 9.9% between June 2016 and June 2017, rising from CHF 294.5 million to CHF 323.7 million, due to the integration of Coutts in Asia which was finalised in April 2016. Strong cost management enabled UBP to improve its *cost/income ratio* (excluding depreciation and provisions), to 63.5% at the end of June 2017, compared with 67.9% at the end of December 2016.

Operating profit was CHF 133.7 million at the end of June, up from CHF 110.5 million a year earlier – an increase of CHF 23 million (21.2%).

Assets under management remained stable at CHF 118.9 billion (CHF 118.3 billion at the end of 2016). Strong performance of those assets, underpinned by favourable market conditions, made up for the negative effects of exchange rates during the first half of the year (CHF -3.3 billion). The Asset Management division continued to grow organically, with inflows totalling CHF 1.6 billion at the end of June. These inflows offset the outflows resulting from the latest wave of tax regularisation programmes, mainly impacting European and Latin American private clients.

The *Tier 1 ratio*, at 26%, remains well above the minimum requirement stipulated under Basel III and by the FINMA.

“The numbers from the first half of the year have been very encouraging. While we have benefited from positive market movements, the hard work and dedication of our teams in offering our clients innovative solutions have played a significant role in achieving this set of results. They also reflect the substantial investments we have recently made in strengthening our teams and demonstrate the dynamism of our activities in Asia,” said UBP’s CEO, Guy de Picciotto.

For any further information

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About Union Bancaire Privée (UBP)

UBP is one of Switzerland’s leading private banks, and is among the best-capitalised, with a Tier 1 capital ratio of 26% as at 30 June 2017. The Bank is specialised in the field of wealth management for both private and institutional clients. It is based in Geneva and employs 1,694 people in over twenty locations worldwide; it held some CHF 118.9 billion in assets under management as at 30 June 2017. (www.ubp.com)



THE DRIVE YOU DEMAND

FINANCIAL RESULTS AS AT 30 JUNE 2017

(Unaudited accounts)



UNION BANCAIRE PRIVÉE

FINANCIAL HIGHLIGHTS FOR THE GROUP

	As at 30.06.2017 in CHF millions	As at 30.06.2016 in CHF millions	Variation in CHF millions	Variation in %
Net profit	109	90	19	21.1%
Operating result	134	111	23	20.7%
Client assets (in CHF billions)	118.9	113.5	5.4	4.8%
Total operating income	510	453	57	12.6%
Net result from interest operations	139	118	21	17.8%
Net fees and commissions income	316	286	30	10.5%
Profit on trading operations and on fair value options	48	44	4	9.1%
Total operating expenses	324	294	30	10.2%
Personnel expenses	243	218	25	11.5%
General and administrative expenses	81	77	4	5.2%
Depreciation, value adjustments, provisions and losses	52	48	4	8.3%
Total assets	30,979	28,664	2,315	8.1%
Shareholders' equity	2,124	1,958	166	8.5%
Share capital	300	300	0	0.0%
Capital reserves	867	867	0	0.0%
Reserves and retained earnings	633	536	97	18.1%
Reserves for general banking risks	215	165	50	30.3%
Operating cost/income ratio	63.5%	65.0%	-	-
Cost/income ratio after depreciation	72.9%	75.6%	-	-
Return on equity (ROE)	10.4%	9.6%	-	-
Shareholders' equity/total assets	6.5%	6.8%	-	-
Tier 1 capital ratio	26.0%	22.3%	-	-

Consolidated balance sheet

(in CHF thousands)

	30.06.2017	31.12.2016
Assets		
Cash and cash equivalents	9,234,902	7,995,562
Due from banks	1,466,660	1,589,027
Due from securities financing transactions	709,963	589,600
Due from clients	7,231,119	7,097,435
Mortgages	1,317,335	1,356,208
Trading portfolio assets	24,266	21,071
Positive replacement values of derivative financial instruments	337,430	472,798
Other financial instruments at fair value	595,332	593,449
Financial investments	9,240,721	10,200,808
Accrued income and prepaid expenses	129,266	138,023
Non-consolidated participations	9,133	10,494
Tangible fixed assets	251,854	241,887
Intangible assets	384,867	413,823
Other assets	46,574	102,767
Total assets	30,979,422	30,822,952
Total subordinated claims	-	-

(in CHF thousands)

	30.06.2017	31.12.2016
Liabilities		
Due to banks	518,029	617,702
Liabilities from securities financing transactions	5,356,311	2,827,106
Due in respect of client deposits	21,452,049	23,746,512
Liabilities from trading portfolios	167	280
Negative replacement values of derivative financial instruments	380,756	246,171
Liabilities from other financial instruments at fair value	722,568	750,868
Accrued expenses and deferred income	279,775	322,265
Other liabilities	91,696	158,375
Provisions	53,739	58,787
Total liabilities	28,855,090	28,728,066
Reserves for general banking risks	215,375	215,375
Share capital	300,000	300,000
Capital reserves	867,336	867,336
Reserves and retained earnings	632,174	535,744
Group profit	109,447	176,431
Total equity	2,124,332	2,094,886
Total liabilities and equity	30,979,422	30,822,952
Total subordinated liabilities	-	-

Off-balance-sheet transactions

(in CHF thousands)

	30.06.2017	31.12.2016
Contingent liabilities	599,442	447,636
Irrevocable commitments	85,931	124,651
Liabilities to pay up shares and to make additional payments	131,711	142,008
Credit commitments (deferred payments)	-	-

Consolidated statement of income

(in CHF thousands)

	30.06.2017	30.06.2016
Consolidated statement of ordinary income and expenses on banking operations		
Result from interest operations		
Interest and discount income	151,873	92,285
Interest and dividends from financial investments	50,761	50,822
Interest expense	(63,464)	(25,529)
Gross result from interest operations	139,170	117,578
Changes in value adjustments and provisions for default risks and losses from interest operations	146	0
Net result from interest operations	139,316	117,578
Fees and commissions		
Commission income on securities trading and investment transactions	324,091	292,030
Credit-related fees and commissions	1,518	1,755
Other fees and commissions income	1,182	1,898
Commission expense	(10,960)	(9,949)
Fees and commissions	315,831	285,734
Result from trading activities and the fair value option	48,245	43,677
Other result from ordinary activities		
Result from the disposal of financial investments	3,446	4,548
Income from participations	1,978	2,416
of which, from participations reported using the equity method	(594)	(319)
of which, from other non-consolidated participations	2,572	2,735
Result from real estate	439	560
Other ordinary income	433	332
Other ordinary expenses	(91)	(1,864)
Other result from ordinary activities	6,205	5,992
Total income	509,597	452,981

(in CHF thousands)

	30.06.2017	30.06.2016
Operating expenses		
Personnel expenses	(243,335)	(217,723)
General and administrative expenses	(80,386)	(76,785)
Operating expenses	(323,721)	(294,508)
Value adjustments on participations and depreciation of tangible and intangible fixed assets	(47,811)	(46,710)
Changes to provisions and other value adjustments and losses	(4,145)	(1,294)
Operating result	133,920	110,469
Extraordinary income	2,111	2,838
Taxes	(26,584)	(23,321)
Group profit	109,447	89,986