



UNION BANCAIRE PRIVÉE

## 新聞稿

### 2018 年上半年業績

## 瑞聯銀行 (Union Bancaire Privée) 2018 年上半年錄得 1.15 億瑞士法郎純利

日內瓦 2018年7月19日

- 截至2018年6月底，瑞聯銀行純利為1.153億瑞士法郎，比去年同期的1.095億瑞士法郎增長5.3%。
- 今年上半年營業業績為1.474億瑞士法郎，比去年同期的1.339億瑞士法郎增長10.1%(1,350萬瑞士法郎)。
- 管理資產總值達1,284億瑞士法郎，獲27億瑞士法郎資金淨流入。

### 淨新資金流入強勁增長

在2018年上半年，淨新資金流入達27億瑞士法郎，帶動旗下管理資產總值由2017年12月底的1,253億瑞士法郎增長至1,284億瑞士法郎。流入的資金來自私人及機構客戶，尤其是位於亞洲及歐洲市場。

截至2018年6月底，瑞聯銀行的營業收入由去年同期的5.096億瑞士法郎，增長6.0%至5.4億瑞士法郎。儘管在動盪不定的市場環境下，客戶交易減少導致經紀費收入下降，但被管理費收入的增長抵銷。現在本行在基金、全權委託及投資諮詢組合所管理的資產，已超過管理資產總值的60%。

營業開支截至2018年6月底為3.410億瑞士法郎，比去年同期的3.237億瑞士法郎稍有上升，主要源於今年上半年新員工的聘用及在資訊科技和數碼化方面的投資。成本/收入比率為63.1%，反映出本行對成本和利潤率的管理皆有實效。

本行一級資本比率在截至2018年6月底上升至28.2%，繼續遠高於《巴塞爾III》(Basel III) 及瑞士金融市場監督管理局(FINMA)的最低要求。此外，短期流動性比率高達290.4%，雄厚財力可見一斑。

瑞聯銀行執行長Guy de Picciotto 表示：「上述業績充分證明了在日趨嚴峻的市場環境下，瑞聯團隊的活力和滿足客戶期望的卓越能力。我們未來將繼續在優先市場加強投資，並進一步拓展，以更好地服務私人及機構客戶。」

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### 關於瑞聯銀行 (Union Bancaire Privée, UBP) – [www.ubp.com](http://www.ubp.com)

瑞聯銀行為瑞士首屈一指的私人銀行之一，也是其中資本實力最雄厚的金融機構，一級資本比率達到 28.2% (截至 2018 年 6 月 30 日)。本行精於為私人及機構客戶提供財富管理服務，總部設於日內瓦，在全球超過 20 個據點聘用約 1,724 名員工，管理資產總值為 1,284 億瑞士法郎(數據截至 2018 年 6 月 30 日)。

# FINANCIAL RESULTS AS AT 30 JUNE 2018

(UNAUDITED ACCOUNTS)

## Financial highlights for the Group

In CHF million, unless otherwise stated

	As at 30.06.2018	As at 30.06.2017	Variation	Variation in %
Net profit	115.3	109.5	5.8	5.3%
Operating result before provisions	147.4	133.9	13.5	10.1%
Client assets (in CHF billions)	128.4	118.9	9.5	8.0%
<b>Total operating income</b>	<b>540.0</b>	<b>509.6</b>	<b>30.4</b>	<b>6.0%</b>
Net result from interest operations	150.6	139.3	11.3	8.1%
Net fees and commissions income	332.2	315.8	16.4	5.2%
Profit on trading operations and on fair value options	49.1	48.2	0.9	1.8%
<b>Total operating expenses</b>	<b>341.0</b>	<b>323.7</b>	<b>17.3</b>	<b>5.3%</b>
Personnel expenses	250.4	243.3	7.1	2.9%
General and administrative expenses	90.6	80.4	10.2	12.7%
Depreciation, value adjustments, provisions and losses	51.6	52.0	(0.4)	(0.7%)
Total assets	31'116.0	30'979.4	136.6	0.4%
Shareholders' equity	2'215.5	2'124.3	91.2	4.3%
Share capital	300.0	300.0	0.0	0.0%
Capital reserves	867.3	867.3	0.0	0.0%
Reserves and retained earnings	717.6	632.2	85.4	13.5%
Reserves for general banking risks	215.4	215.4	0.0	0.0%
Operating cost / income ratio	63.1%	63.5%	-	-
Cost / income ratio after depreciation	72.3%	72.9%	-	-
Return on equity (ROE)	10.1%	10.4%	-	-
Shareholders' equity / total assets	7.1%	6.9%	-	-
Tier 1 capital ratio	28.2%	26.0%	-	-

## Consolidated statement of income (unaudited accounts)

In CHF thousands

	As at 30.06.2018	As at 30.06.2017	Variation	Variation in %
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### Consolidated statement of ordinary income and expenses on banking operations

#### Result from interest operations

Interest and discount income	221,165	151,873	69,292	45.6%
Interest and dividends from financial investments	48,570	50,761	(2,191)	(4.3%)
Interest expense	(119,171)	(63,464)	(55,707)	87.8%
<b>Gross result from interest operations</b>	<b>150,564</b>	<b>139,170</b>	<b>11,394</b>	<b>8.2%</b>
Changes in value adjustments and provisions for default risks and losses from interest operations	-	146	(146)	(100.0%)
<b>Net result from interest operations</b>	<b>150,564</b>	<b>139,316</b>	<b>11,248</b>	<b>8.1%</b>

#### Fees and commissions

Commission income on securities trading and investment transactions	337,416	324,091	13,325	4.1%
Credit-related fees and commissions	1,468	1,518	(50)	(3.3%)
Other fees and commissions income	2,028	1,182	846	71.6%
Commission expense	(8,749)	(10,960)	2,211	(20.2%)
<b>Fees and commissions</b>	<b>332,163</b>	<b>315,831</b>	<b>16,332</b>	<b>5.2%</b>

<b>Result from trading activities and the fair value option</b>	<b>49,102</b>	<b>48,245</b>	<b>857</b>	<b>1.8%</b>
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#### Other result from ordinary activities

Result from the disposal of financial investments	4,880	3,446	1,434	41.6%
Income from participations	1,802	1,978	(176)	(8.9%)
of which, from participations reported using the equity method	(684)	(594)	(90)	15.2%
of which, from other non-consolidated participations	2,486	2,572	(86)	(3.3%)
Result from real estate	728	439	289	65.8%
Other ordinary income	768	433	335	77.4%
Other ordinary expenses		(91)	91	(100.0%)
<b>Other result from ordinary activities</b>	<b>8,178</b>	<b>6,205</b>	<b>1,973</b>	<b>31.8%</b>

<b>Total income</b>	<b>540'007</b>	<b>509'597</b>	<b>30,410</b>	<b>6.0%</b>
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In CHF thousands

	As at 30.06.2018	As at 30.06.2017	Variation	Variation in %
<b>Operating expenses</b>				
Personnel expenses	(250,417)	(243,335)	(7,082)	2.9%
General and administrative expenses	(90,559)	(80,386)	(10,173)	12.7%
<b>Operating expenses</b>	<b>(340,976)</b>	<b>(323,721)</b>	<b>(17,255)</b>	<b>5.3%</b>
Value adjustments on participations and depreciation of tangible and intangible fixed assets				
	(49,466)	(47,811)	(1,655)	3.5%
Changes to provisions and other value adjustments and losses	(2,118)	(4,145)	2,027	(48.9%)
<b>Operating result</b>	<b>147,447</b>	<b>133,920</b>	<b>13,527</b>	<b>10.1%</b>
Extraordinary income	254	2,111	(1,857)	(88.0%)
Taxes	(32,440)	(26,584)	(5,856)	22.0%
<b>Group profit</b>	<b>115,261</b>	<b>109,447</b>	<b>5,814</b>	<b>5.3%</b>

## Consolidated balance sheet

In CHF thousands

	As at 30.06.2018	As at 31.12.2017 (audited)
<b>Assets</b>		
Cash and cash equivalents	7,289,810	8,881,983
Due from banks	1,872,003	1,878,195
Due from securities financing transactions	833,531	292,545
Due from clients	8,221,301	7,736,181
Mortgages	1,522,052	1,475,424
Trading portfolio assets	403,943	23,087
Positive replacement values of derivative financial instruments	371,920	315,773
Other financial instruments at fair value	814,853	669,061
Financial investments	9,022,356	9,978,352
Accrued income and prepaid expenses	133,611	136,963
Non-consolidated participations	2,986	9,069
Tangible fixed assets	266,688	260,636
Intangible assets	319,597	347,791
Other assets	41,398	31,305
<b>Total assets</b>	<b>31,116,049</b>	<b>32,036,365</b>
<b>Total subordinated claims</b>	<b>-</b>	<b>-</b>

In CHF thousands

As at 30.06.2018	As at 31.12.2017 (audited)
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### Liabilities

Due to banks	568,626	541,959
Liabilities from securities financing transactions	4,575,387	5,938,741
Due in respect of client deposits	22,160,041	21,835,427
Liabilities from trading portfolios	-	3
Negative replacement values of derivative financial instruments	261,964	284,186
Liabilities from other financial instruments at fair value	897,295	722,215
Accrued expenses and deferred income	310,156	375,139
Other liabilities	97,941	74,609
Provisions	29,117	28,819
<b>Total liabilities</b>	<b>28,900,527</b>	<b>29,801,098</b>

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	717,550	632,192
Group profit	115,261	220,364
<b>Total equity</b>	<b>2,215,522</b>	<b>2,235,267</b>

<b>Total liabilities and equity</b>	<b>31'116'049</b>	<b>32'036'365</b>
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<b>Total subordinated liabilities</b>	<b>-</b>	<b>-</b>
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### Off-balance-sheet transactions

In CHF thousands

As at 30.06.2018	As at 31.12.2017 (audited)
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Contingent liabilities	442,129	488,729
Irrevocable commitments	137,350	81,734
Liabilities to pay up shares and to make additional payments	258,280	171,142
Credit commitments (deferred payments)	-	-