



UNION BANCAIRE PRIVÉE

## 新聞稿

### 2020 年全年業績

瑞聯銀行淨資金流入大增近 90 億瑞士法郎，使管理資產總值成長至 1,474 億瑞士法郎(上升 5.1%)

日內瓦, 2021 年 1 月 21 日

- 管理資產總值截至 2020 年底成長 71 億瑞士法郎 (5.1%) 至 1,474 億瑞士法郎。
- 淨新資金流入總額相比去年同期擴展一倍至 89.7 億瑞士法郎，相當於管理資產總值的 6.4%。
- 企業收入穩定保持於 10.71 億瑞士法郎，未受淨利息收益率顯著下降影響。
- 營業業績上升 8.7%，而淨利為 1.814 億瑞士法郎，稍比 2019 年在錄得一項不動產交易的特殊收益後的 1.878 億瑞士法郎為低。

#### 各地客戶的新資金持續流入，造就管理資產顯著成長

瑞聯銀行的管理資產總值在 2020 年全年成長 5.1% 至 1,474 億瑞士法郎，所得淨新資金(達到 89.7 億瑞士法郎)主要來自本行位於主要市場(包括瑞士、英國、中東、歐洲和亞洲)的私人客戶，也受益於旗下基金和委託組合的優異表現。由於淨新資金流入總額可觀，足以抵銷在過去一年由匯率引致的不利影響(73 億瑞士法郎)。

儘管美國降息以致淨利息收益率顯著下降，但本行的企業收入仍然穩定保持於 10.71 億瑞士法郎(上升 0.4%)，其中管理資產總值及客戶交易量上升，帶動服務費用和佣金的收益有所成長(上升 8.7% 至 5,880 萬瑞士法郎)，配合由外匯和交易業務所貢獻的穩固回報(上漲 27.3% 至 2,290 萬瑞士法郎)，能夠全數抵銷淨利息收益下降 7,460 萬瑞士法郎的影響。

即便本行在本年度維持大額投資，仍然能夠將營業支出些微削減 0.9% 至 7.184 億瑞士法郎。我們繼續投資於提升數位能力，尤其是通訊工具和科技，成功確保本行所有業務在公共衛生危機期間正常運作。此外，本行也在主要成長市場招納賢才壯大團隊。

在前景不確定的艱難環境中，本行營業業績繼續上漲 8.7%，而淨利為 1.814 億瑞士法郎，雖比 2019 年的 1.878 億瑞士法郎下降 3.4%，但若撇除該年度出售一幢倫敦不動產的一次性特殊收益則上升 1.9%。至於成本/收入比率在 2020 年為 67.1% (2019 年為 67.9%)。

瑞聯銀行執行長 Guy de Picciotto 表示：「本行的優良業績彰顯客戶對瑞聯銀行和瑞士金融中心充滿信心。本行團隊憑著靈活的適應力和精益求精的幹勁，既讓我們在這場史無前例的挑戰中持續推出最合適的投資方案，



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同時克盡厥職為全球客戶繼續提供卓越服務。展望新一年，我們將繼往開來，在主要的市場中擴大投資和拓展業務。」

### 財政根基穩健

瑞聯銀行資產負債表總額截至 2020 年 12 月底為 378 億瑞士法郎(較 2019 年的 328 億瑞士法郎上升)，而一級資本比率為 27.7%，遠高於《巴塞爾協定 III》(Basel III) 及瑞士金融市場監督管理局 (FINMA) 的最低要求。至於短期流動性覆蓋比率(LCR) 為 307.5%

以上各項財務比率皆反映本行資產負債表的強健性和質量，而本行的長期存款獲得穆迪 Aa2 級的評等，正是瑞聯銀行資本實力雄厚的確證。

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### 關於瑞聯銀行 (Union Bancaire Privée, UBP)

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 27.7%。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 1,812 名員工，管理資產總值為 1,474 億瑞士法郎(截至 2020 年 12 月 31 日)。

[www.ubp.com](http://www.ubp.com)

# FINANCIAL RESULTS AS AT 31 DECEMBER 2020

(UNAUDITED ACCOUNTS)

## Consolidated statement of income

In CHF thousands

	As at 31.12.2020	As at 31.12.2019	Variation	Variation in %
<b>Consolidated statement of ordinary income and expenses on banking operations</b>				
<b>Result from interest operations</b>				
Interest and discount income	318,805	592,215	(273,410)	(46.2%)
Interest and dividends from financial investments	66,118	93,602	(27,484)	(29.4%)
Interest expense	(161,307)	(383,390)	(222,083)	(57.9%)
<b>Gross result from interest operations</b>	<b>223,616</b>	<b>302,427</b>	<b>(78,811)</b>	<b>(26.1%)</b>
Changes in value adjustments and provisions for default risks and losses from interest operations	13	(4,270)	4,283	100.3%
<b>Net result from interest operations</b>	<b>223,629</b>	<b>298,157</b>	<b>(74,528)</b>	<b>(25.0%)</b>
<b>Fees and commissions</b>				
Commission income on securities trading and investment transactions	746,875	689,466	57,409	8.3%
Credit-related fees and commissions	2,748	2,833	(85)	(3.0%)
Other fees and commissions income	3,479	4,182	(703)	(16.8%)
Commission expense	(16,381)	(18,591)	(2,210)	(11.9%)
<b>Fees and commissions</b>	<b>736,721</b>	<b>677,890</b>	<b>58,831</b>	<b>8.7%</b>
<b>Result from trading activities and the fair value option</b>	<b>106,660</b>	<b>83,806</b>	<b>22,854</b>	<b>27.3%</b>
<b>Other result from ordinary activities</b>				
Result from the disposal of financial investments	1,867	(524)	2,391	456.3%
Income from participations	706	5,726	(5,020)	(87.7%)
of which, from participations reported using the equity method	(415)	(322)	93	28.9%
of which, from other non-consolidated participations	1,121	6,048	(4,927)	(81.5%)
Result from real estate	576	663	(87)	(13.1%)
Other ordinary income	1,030	1,643	(613)	(37.3%)
<b>Other result from ordinary activities</b>	<b>4,179</b>	<b>7,508</b>	<b>(3,329)</b>	<b>(44.3%)</b>
<b>Total income</b>	<b>1,071,189</b>	<b>1,067,361</b>	<b>3,828</b>	<b>0.4%</b>

In CHF thousands

	As at 31.12.2020	As at 31.12.2019	Variation	Variation in %
<b>Operating expenses</b>				
Personnel expenses	(529,811)	(524,175)	5,636	1.1%
General and administrative expenses	(188,618)	(201,069)	(12,451)	(6.2%)
<b>Operating expenses</b>	<b>(718,429)</b>	<b>(725,244)</b>	<b>(6,815)</b>	<b>(0.9%)</b>
Value adjustments on participations and depreciation of tangible and intangible fixed assets				
	(129,601)	(123,742)	5,859	4.7%
Changes to provisions and other value adjustments and losses	(3,148)	(16'010)	(12'862)	(80.3%)
<b>Operating result</b>	<b>220,011</b>	<b>202'365</b>	<b>17'646</b>	<b>8.7%</b>
Extraordinary income	1	34,361	(34,360)	(100.0%)
Taxes	(38,570)	(48,957)	(10,387)	(21.2%)
<b>Group profit</b>	<b>181,442</b>	<b>187,769</b>	<b>(6,327)</b>	<b>(3.4%)</b>
including minority shareholders' interests	248	82	166	-

## Consolidated balance sheet

In CHF thousands

	As at 31.12.2020	As at 31.12.2019
<b>Assets</b>		
Cash and cash equivalents	7,043,041	7,099,857
Due from banks	2,538,863	2,057,494
Due from securities financing transactions	95,587	454,151
Due from clients	9,587,854	9,418,196
Mortgages	1,957,788	1,686,248
Trading portfolio assets	1,690,161	688,044
Positive replacement values of derivative financial instruments	625,442	382,284
Other financial instruments at fair value	1,454,014	957,917
Financial investments	11,795,932	9,091,438
Accrued income and prepaid expenses	152,768	147,737
Non-consolidated participations	2,755	3,173
Tangible fixed assets	317,643	306,437
Intangible assets	223,433	286,361
Other assets	318,339	176,263
<b>Total assets</b>	<b>37,803,620</b>	<b>32,755,600</b>
<b>Total subordinated claims</b>	<b>-</b>	<b>-</b>

In CHF thousands

	As at 31.12.2020	As at 31.12.2019
<b>Liabilities</b>		
Due to banks	592,670	722,431
Liabilities from securities financing transactions	6,403,239	2,963,872
Due in respect of client deposits	24,894,302	24,326,892
Liabilities from trading portfolios	241	521
Negative replacement values of derivative financial instruments	1,317,827	571,338
Liabilities from other financial instruments at fair value	1,792,661	1,378,138
Accrued expenses and deferred income	290,200	333,619
Other liabilities	78,251	60,652
Provisions	27,306	42,913
<b>Total liabilities</b>	<b>35,396,697</b>	<b>30,400,376</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	842,847	785,067
Minority shareholders' interests	(77)	(323)
Group profit	181,442	187,769
including minority shareholders' interests	248	82
<b>Total equity</b>	<b>2,406,923</b>	<b>2,355,224</b>
<b>Total liabilities and equity</b>	<b>37,803,620</b>	<b>32,755,600</b>
<b>Total subordinated liabilities</b>	<b>-</b>	<b>-</b>

## Off-balance-sheet transactions

In CHF thousands

	As at 31.12.2020	As at 31.12.2019
Contingent liabilities	403,902	422,196
Irrevocable commitments	72,126	146,925
Liabilities to pay up shares and to make additional payments	833,278	322,929
Credit commitments (deferred payments)	1,903	872

## Financial highlights for the Group

In CHF millions, unless otherwise stated

	As at 31.12.2020	As at 31.12.2019	Variation	Variation in %
Net profit	181.4	187.8	(6.4)	(3.4%)
Operating result	220.0	202.4	17.6	8.7%
Client assets (in CHF billions)	147.4	140.3	7.1	5.1%
<b>Total operating income</b>	<b>1,071.2</b>	<b>1,067.4</b>	<b>3.8</b>	<b>0.4%</b>
Net result from interest operations	223.6	298.2	(74.6)	(25.0%)
Net fees and commissions income	736.7	677.9	58.8	8.7%
Profit on trading operations and on fair value options	106.7	83.8	22.9	27.3%
<b>Total operating expenses</b>	<b>718.4</b>	<b>725.2</b>	<b>(6.8)</b>	<b>(0.9%)</b>
Personnel expenses	529.8	524.2	5.6	1.1%
General and administrative expenses	188.6	201.1	(12.5)	(6.2%)
Depreciation, value adjustments, provisions and losses	132.7	139.8	(7.1)	(5.0%)
<b>Total assets</b>	<b>37,803.6</b>	<b>32,755.6</b>	<b>5,048.0</b>	<b>15.4%</b>
Shareholders' equity	2,406.9	2,355.2	51.7	2.2%
Share capital	300.0	300.0	-	-
Capital reserves	867.3	867.3	-	-
Reserves and retained earnings	842.8	785.1	57.7	7.4%
Reserves for general banking risks	215.4	215.4	-	-
Staff members (as at 31 December, FTE)	1,812	1,743	69.0	4.0%
Net profit per staff member (in CHF thousands)	100.1	107.7	(7.6)	(7.1%)
Operating cost/income ratio	67.1%	67.9%	-	-
Cost/income ratio after depreciation	79.2%	79.5%	-	-
Return on equity (ROE)	7.7%	8.2%	-	-
Shareholders' equity/total assets	6.4%	7.2%	-	-
Tier 1 capital ratio	27.7%	25.6%	-	-
Liquidity coverage ratio (LCR)	307.5%	316.4%	-	-
Leverage ratio	6.6%	5.8%	-	-