

# UBP Asset Management Insight

Committed to your  
investments

June 2024



UNION BANCAIRE PRIVÉE

# Union Bancaire Privée

Strong financial foundations

UBP is an **independent Swiss private bank** focusing on performance and capital preservation

UBP stands among the leaders in the field of wealth management in Switzerland and is among **the top four non-listed family-owned private banks** in the world

Its **conservative risk- and balance sheet-management** has given UBP a **strong financial base**

With a **Tier 1 capital ratio of 27.2%**, UBP is one of the **best-capitalised banks**

In January 2019 rating agency **Moody's** assigned **UBP a long-term deposit rating of Aa2** with stable outlook, which was reviewed and confirmed in July 2023

Source UBP, Data as of 30 June 2024



Assets  
Under management

CHF **150.8** BN



Headcount

**2,117**



Balance sheet  
total

CHF **39.2** BN



Tier 1 ratio

**27.2%**



Net profit

CHF **138.1** MN



Liquidity coverage  
Ratio

**267.8%**



Shareholders'  
equity

CHF **2.7** BN



Moody's long-term  
Rating

**Aa2**

# UBP Asset Management division

Addressing mainly Institutional clients

UBP Asset Management shows **strong ground presence** with 15 offices, **200 employees** and **more than 100 investment professionals** around the world

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Since 2011, our Assets Under Management have **grown annually at 7.2%** to a total of CHF 36.3bn\*

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We mainly address **institutional clients**

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**Responsible Investment** and **corporate social responsibility** are key objectives in day-to-day business and for our long-term commitments



Local presence

**15** OFFICES



Employees

**200**



Assets under management

CHF **36.3** BN



Annual growth rate

**7.2%**



Institutional clients

CIRC. **600**



Responsible Investment

ESG & Impact Investing

\*This figure includes AuM managed by Asset Management on behalf of Wealth Management clients and Treasury. Source UBP, data as of 30.06.2024

# UBP Asset Management

A dual CEO structure to remain involved and to foster differentiation

## Nicolas Faller Co-CEO



- Local Institutional & Distribution Services
- Business Development
- Investment Specialists, Marketing & RFP
- Product Development & Management / Fund Legal
- COO Office / Client Service
- Private Market Group (shared)

## Michaël Lok, Co-CEO



- Investment Outlook
- Macro & Thematic Research
- Asset Allocation & DPM
- Long only and Alternative Portfolio Management
- Private Market Group (shared)
- Structured Products

A dual CEO structure to be involved on the ground and to promote our differentiated mindset overseeing 200 employees of which more than 100 investment professionals

# Strong ground presence

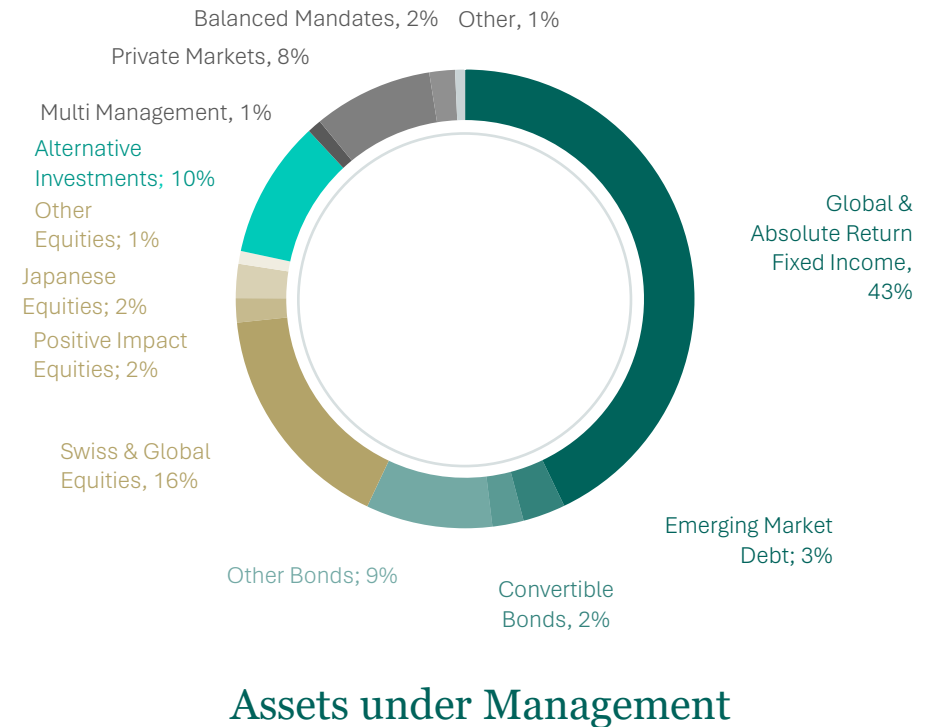
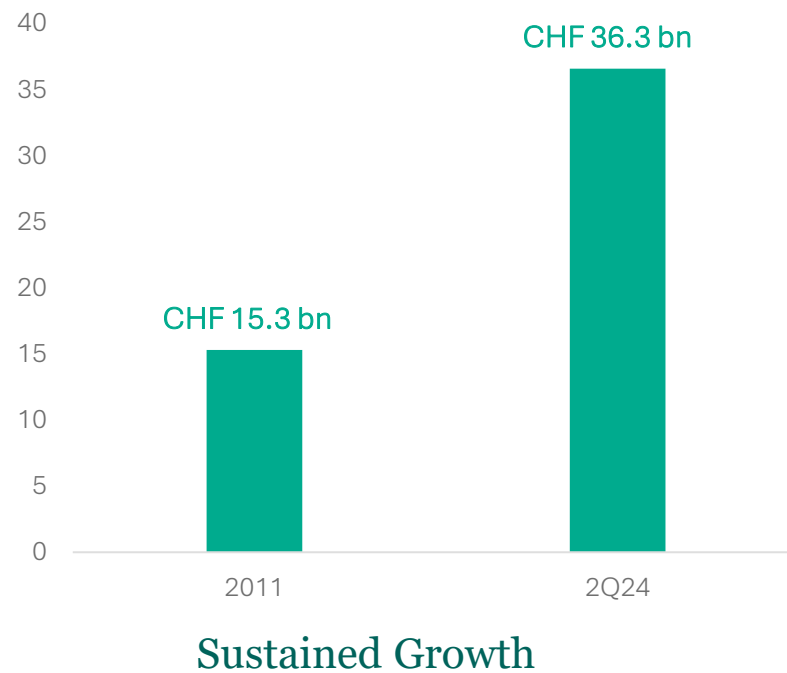
With a predominance in Europe



# Sustained growth

With over CHF 36.3bn under management primarily from Institutional clients

Our differentiated offering has enabled us to grow at an annualized rate of 7.2% since 2011



Source UBP, Data as of 30 June 2024

# Our Mindset

## «Differentiated»

We constantly seek more effective ways to invest in traditional asset classes.

We are very sensitive to our client's needs when investing and thrive in finding valid alternatives to their hurdles. We focus on a selected **range of actively managed strategies**. Typical examples:

- Addressing the **High Yield** space with additional benefits: unparalleled liquidity, limited duration risk, slashed bid/ask costs (1/10<sup>th</sup>), highly competitive pricing
- Unique range of equity strategies based on the proprietary modelling of **CFROI®\***
- **Customised** approach to hedge funds and liquid alternatives combining single manager and multi manager solutions.
- Proprietary “IMAP” process specifically designed around our **Positive Impact** strategies to objectively assess a company's material influence

\*Cash Flow Return On Investments CFROI® - Source: Credit Suisse HOLT

# Our DNA

## «Bold»

We see opportunities where others see boundaries.

Our **flat hierarchy** is the key to **respond quickly to client needs, market opportunities** or simply to extract the best out of our **talents**.

- Launched a Frontier debt strategy in the depths of the COVID dip
- Pioneered a strategy for positive impact investing in emerging equity markets and biodiversity restoration
- Introduced a Japanese Long Short Corporate Governance strategy
- Pioneered Mainland Chinese Convertible bonds strategy



# Our DNA

## «Independent»

The key to boldness is independence.

The **private ownership** of the Bank coupled with the **robustness** of its balance sheet enables us the **resources** and the **stability** needed to achieve our targets.

- We are here to stay
- We can accompany our clients in the risks they take
- We are set up for Tailor-made
- We take pride in adapting to your needs and in being reliable

# Five Businesses

Our ranges are built according to five business lines



## Long-only Platform

Selective range of actively managed strategies (Global Fixed Income, EMD, Convertibles, Global, regional and country specific equities, Impact equities)



## Alternative Investment Solutions

Granting access to Pure alpha and Strategy alpha (Single manager UCITS, Multi managers, and customised mandates)



## Private Market Group

Proprietary deal flow to Private Markets such as Real Estate, Private Debt, and Infrastructure



## Partnerships

Teaming up with unparalleled skills in our client's best interests



## Asset Allocation and DPM

Asset allocation, discretionary portfolio management, structured products and Forex

# A selection of our main strategies

5 clearly identified concerns



## Credit & Carry

- **Short-dated IG Credit**

Dynamic US Dollar Bond

Dynamic EUR Bond

- **IG Credit**

Medium term US

Euro Corporate IG

- **Multi-sector Credit**

Strategic Income

- **High Yield**

Global High Yield

- **AT1 Debt**

Hybrid Bond

- **Emerging Market Debt**

EM Resp. Income Opportunities

EM Resp. High Alpha Bond

EM Resp. Sovereign Bond

EM Resp. Local Bond



## High Alpha

- **Global Equities**

Global Leaders Equity

Global SMID Cap Equity

- **Swiss Equities**

Swiss Equity

Swiss Small & Mid cap Equity

- **European Equities**

European Leaders Equity

- **Impact Investing**

Emerging Markets

Global Markets

Biodiversity Restoration



## Convexity

- **Convertible Bonds**

Global Convertible Bonds

European Convertible Bonds

China Convertible Bonds



## Alternative Solutions

- **Funds of Hedge Funds**

Multi-funds Alternative

- **Credit L/S**

GCA Credit L/S

Brigade Credit L/S

- **Equity L/S**

Bain Capital Global Equity L/S

Shannon River Equity L/S

Japan Corporate Governance L/S

- **Systematic Multi-strategy**

Campbell Absolute Return

- **CAT Bonds**



## Private Markets

- **Fintech**

Trade & Receivable Finance

Consumer Loans

- **Real Estate**

European Government Properties

- **Infrastructure**

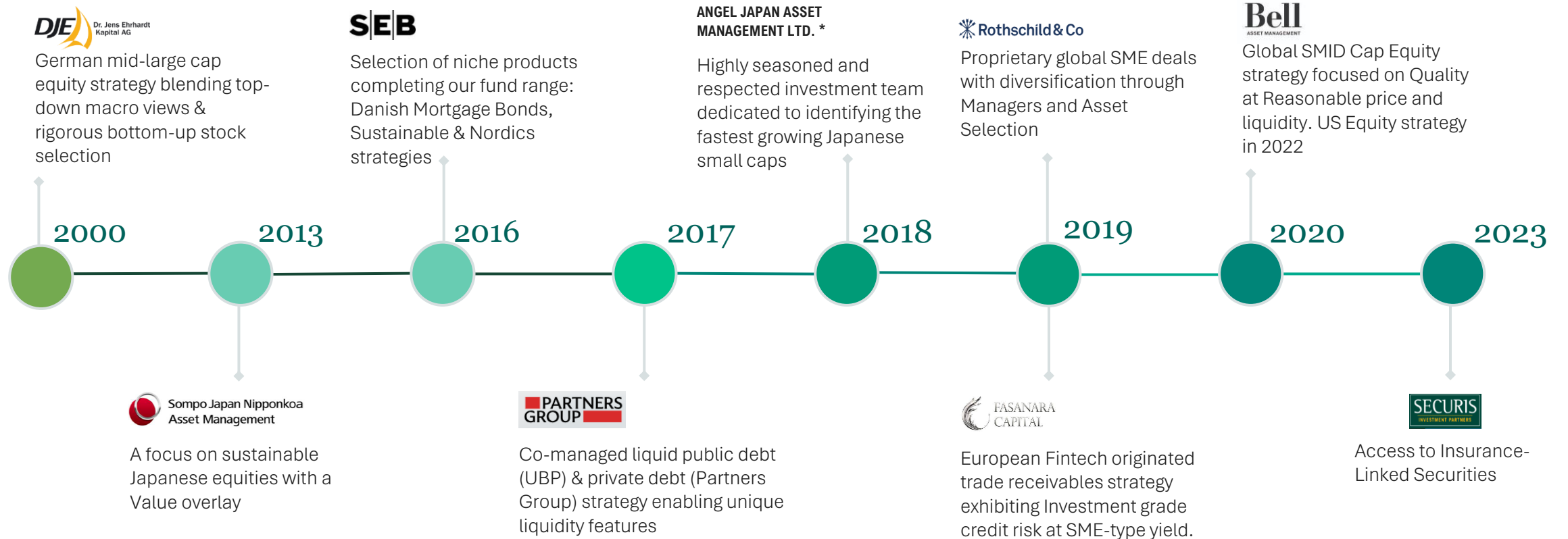
Transition Infrastructure

- **Private Debt**

Mass-Market Residential

# Partnerships

Where others show unmatched long-term management, we team up



\* in May 2023: UBP acquired Angel Japan Asset Management

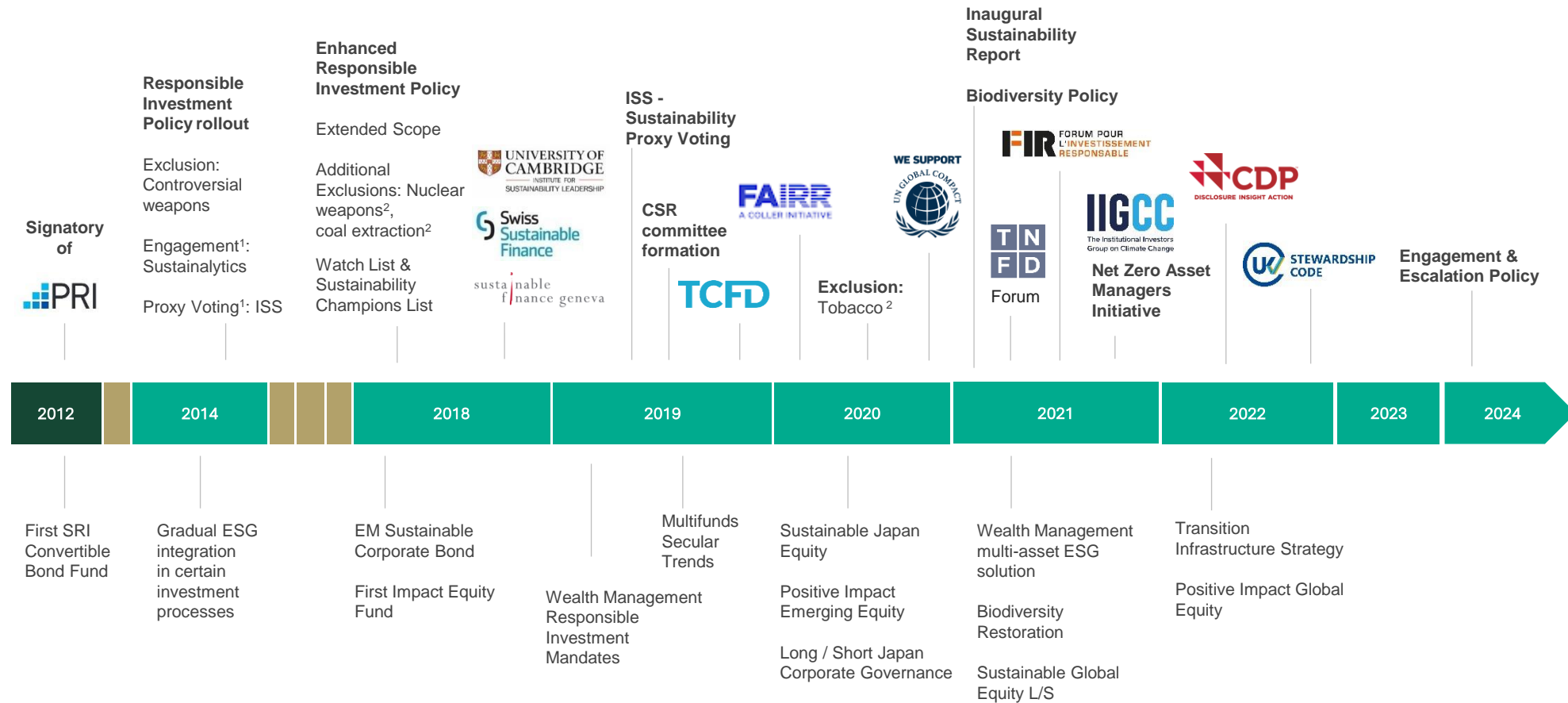
# Institutional clients

Dedicated institutional client focus, experienced in bespoke solutions



# Responsible Investment at UBP

Key milestones of a long-term commitment



<sup>1</sup> For UBP funds. Client holdings upon request. <sup>2</sup> Revenue threshold apply.

# Responsible investment

applies to all our long-only funds and is constantly extended further

## Exclusion across all funds

- Controversial weapons
- Nuclear weapons\*
- Thermal coal extraction\*\*
- Tobacco\*\*\*

*Tighter exclusions apply to Art.8 and Art.9 strategies*

## Norm-based screening

- Companies in breach of international norms are on watchlist
- Investments in FATF “other monitored jurisdictions” are subject to due diligence

## Sustainable and Impact offering

- Capture ESG opportunities

## Stewardship

- Systematic engagement
- Direct and collaborative engagement
- Proxy voting

## ESG integration

- Process defined per asset class



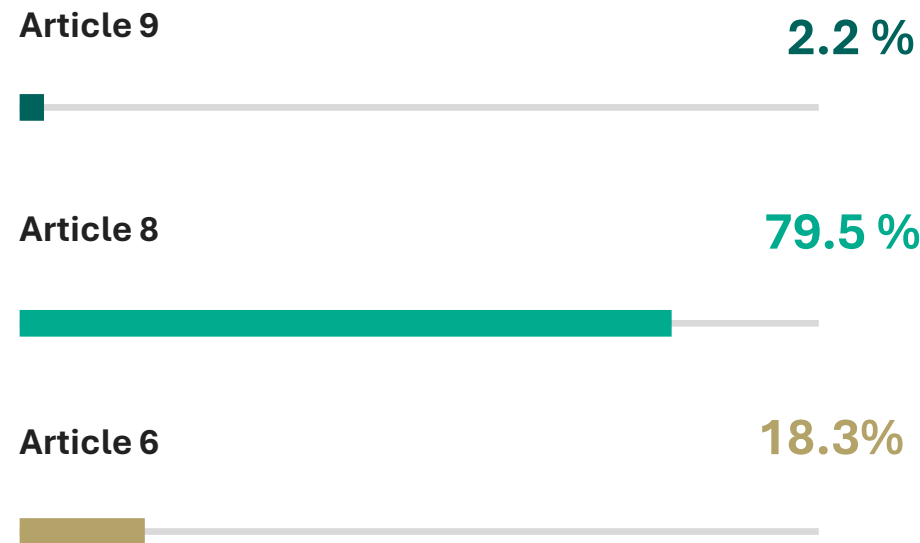
\* threshold: 5% of revenues;

\*\* threshold: 20% of revenues;

\*\*\* all tobacco producers & 10% tobacco revenue threshold for all other companies

# Responsible Investment & SFDR

## UBP Asset Management's Approach



Article 8 and 9 funds' offering, as of end of June 2024:

- 33 strategies in UBAM long-only funds of which 29 falling under Article 8 and 4 falling under Article 9;
- Two Article 8 funds in UBP's alternative investment solutions' offering and three private market Article 8 funds.

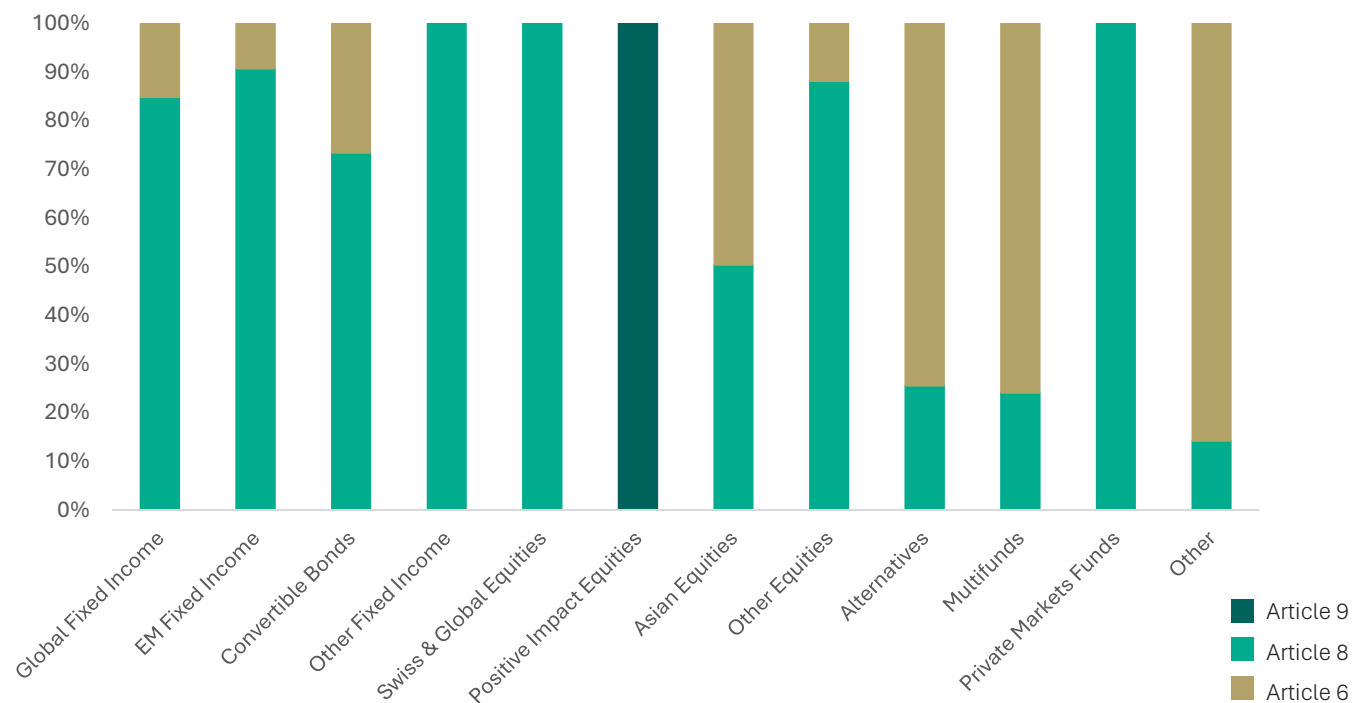
Source(s): UBP Data as of 30.06.2024. The total AUM represents the main UBP's flagship Sicav and UBAM offers the large majority of Art. 8 & 9 classified funds under SFDR.



# Responsible Investment & SFDR

## UBP Asset Management's Approach

### Split by AuM and Asset Class



Source(s): UBP, data as of 30.06.2024 The total AUM represents the main UBP's flagship Sicav and UBAM offers the large majority of Art. 8 & 9 classified funds under SFDR. For Multifunds under Art. 8, the total AuM are taken into account in the above figures, whereas they can contain a minority of Art. 6 funds under SFDR (max. one third of the fund's assets).

- Experience in responsible investing and UN PRI signatory since 2012 with a constantly improving framework and practices.
- Applying UBP Responsible Investment Policy to all UBP-branded public funds and certificates.
- Offering products with a more stringent approach through UBP's Sustainable and Impact range.

# We take your time seriously

We wish to send you only the most relevant information

## Marketing

- **Direct access** to UBP's Investment Specialists
- **Strategy and market insight:** Flash Updates, White Papers, Webinars
- **Meet the experts:** events & presentations, Investment Insight Summit
- Videos, podcasts and digital campaigns



### FLASH UPDATE

UBAM – Global Convertible Bond: Benefit from the Small and Mid-Cap catch-up potential | July 2024

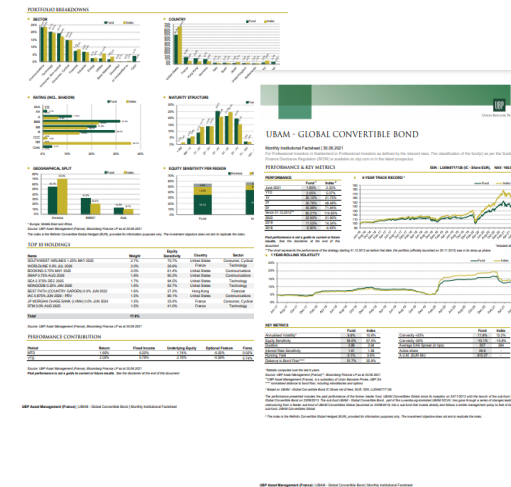


The Professional Investor is Substantial or Professional Investor as defined by the relevant laws. To read classification see page 10 of the Sustainable Finance Disclosure Regulation (SFDR) report also posted on the report page.



## Reporting

- Availability of investment specialists and portfolio managers for dedicated ad hoc reportings/webinars
- Detailed performance reports and attribution analysis (daily/weekly/monthly)
- Solvency 2, ESG, Carbon, Climate specific reporting as well as tailor made if necessary



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