

Committed to charities.  
Committed to you.  
UBS Charity Services in the UK



# Introduction

In today's markets, you need access to investment services that you can rely on. UBS is ideally placed to provide you with the peace of mind you seek from your advisor.

UBS has an experienced and stable team which has advised charities over many years. We offer a highly personalised service, tailored to your charity's specific needs, that draws on the worldwide resources of the UBS Group. We have refined a method to help you develop an investment strategy that aligns seamlessly with your goals, performance targets and your level of comfort with risk.



“Our strength lies in our globally integrated team of investment professionals”



## A strong partner

UBS is one of the world's leading financial services firms. We are a public company, listed on the Zurich, New York and Tokyo stock exchanges. Serving a diverse client base, we have a presence in all the world's major financial centres.

We are currently the second highest credit-rated bank in the world, with a rating of AA+ (Source: Standard & Poor's, May 2005). As a result, our clients can enjoy a high level of confidence in the security of their assets.

Our charity specialists draw actively on the UBS Group's global expertise in research, asset management and custody to satisfy the most complex requirements. Our professional and flexible service is complemented by our desire to provide charities with outstanding investment performance, while ensuring that all our clients have easy access to the services we provide.

## Commitment to the sector

We are one of the largest managers of charitable assets in the UK, providing investment services for nearly 500 charities. We have built a leading presence in the charity sector, largely as a result of the enormous breadth of our investment capability and the high quality of the advice offered to our clients.

We retain Professor Paul Palmer as our consultant on charities to advise our team and clients on charity regulation, finance and management issues. Paul is a Professor at the Cass Business School, City University, and has specialised in charity governance issues for many years.

Responsible corporate behaviour is an important part of our culture, identity and business practice. As a corporation and through our employees, we strive to make a positive contribution to the communities in which we do business. In 2004, UBS won the prestigious Lord Mayor's Award at the London Dragon Awards ceremony for its long-term commitment to the community.

# Understanding your needs

Our approach to managing a charity's assets is to look at the whole picture, including, investments, capital commitments, the history of legacies, ethical considerations, permanent endowments and the level of grant giving. Our aim is to ensure that, as our client, your interests drive the entire process. We believe that our approach to, and experience in, financial planning is a vital ingredient in helping charities achieve their goals.



“Responsible corporate behaviour is an important part of our culture, identity and business practice”



## The attention you deserve

Each client deals with an experienced team that has full access to the UBS Group's worldwide resources. In the UK, clients can also draw on the support of our regional offices in Birmingham, Brighton, Bury St Edmunds, Edinburgh, Manchester, Newcastle or Taunton. By combining the global with the local, we aim to offer a highly personalised service that saves you time and ensures your assets are managed in the most appropriate way. We look upon a client relationship as a partnership. We believe that getting to know your needs is crucial. The closer our mutual understanding, the greater the trust between us - and the more productive our partnership.

We will provide you with economic and market intelligence via newsletters, monthly investment updates and regular reporting, including the option of secure internet access to view your account.

## Adding value

With our expertise in strategic asset allocation, we design every investment strategy to meet each individual charity's needs and circumstances.

The dynamics of our success are consistent across all markets. We aim to have:

- Strong personal relationships with clients, nurtured by experienced client advisors
- Excellent process-driven investment decision-making that underpins performance
- Consistent delivery of superior service on our client's terms

# The UBS offering for charities

UBS has an exceptional range of high quality services and products, both discretionary and advisory. Many of these have been specifically designed for charities, including:

- cash management
- medium and long-term investment portfolios
- targeted return strategies
- structured products offering defined risk/return profiles
- lending

The breadth and depth of our offering clearly differentiates us from our competitors. This means that we are able to give truly unbiased advice and assistance to all our clients.

We offer a choice of investment methodology across all asset classes, combining some or all of the following:

- directly-invested (segregated) portfolios
- pooled funds managed by UBS
- "Open Architecture" funds offering access to other top quality investment managers

We can also offer our clients portfolio management that caters for any ethical restrictions and, more generally, meets socially responsible investment criteria.

# UBS: your partner of choice

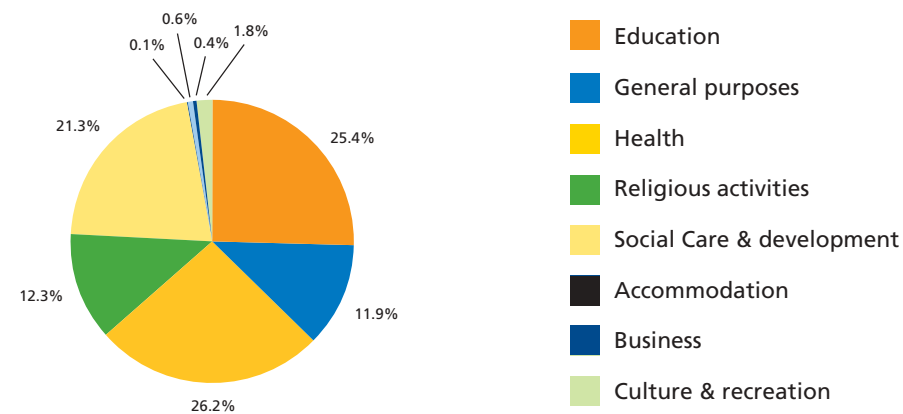
Our breadth of offering combined with our track record in the charity sector, our global strength, reliability and bespoke service, explains why so many charities trust UBS to be their investment partner.

“We have an exceptional range of high quality services and products, both discretionary and advisory”



## What kind of charities do we manage?

UBS provides investment advice for almost 500 charities in the UK, with clients drawn from all key sectors.



Source: UBS Wealth Management, UBS Global Asset Management, UBS Laing & Cruickshank Ltd at 30 June 2005

### For further information about UBS' investment services for charities, please contact:

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