

# UBS Discretionary Portfolio Management Service

Working to protect, conserve and maximise  
your wealth. You and us.



# Comprehensive, customised investment management For Private Clients, Companies and Trustees



**Our Discretionary Portfolio Management service is designed to offer you a comprehensive and efficient service that you can rely on to protect, conserve and maximise your wealth by making the most of your assets. Our specialist expertise and experience is underpinned by substantial financial strength and a consistently high credit rating.**

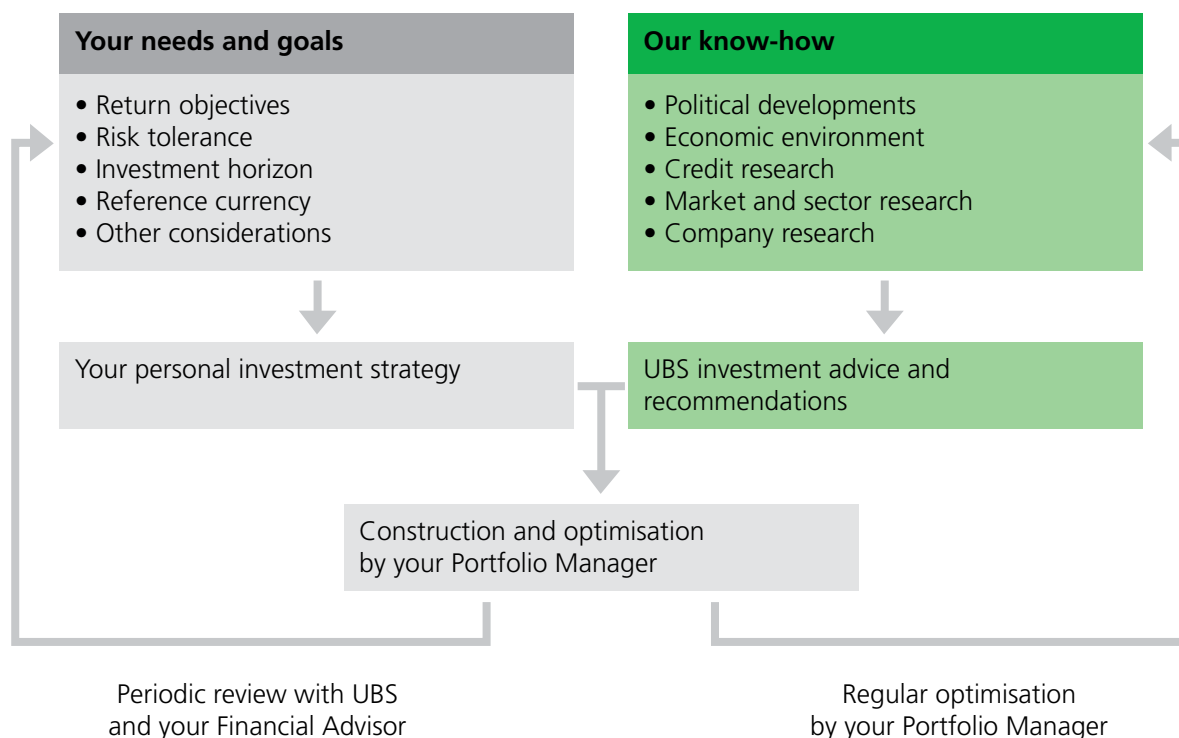
You will receive a service tailored to your personal requirements and goals. You gain access to our global expertise as a leading financial institution,

and by delegating the day-to-day management of your assets to a team of highly experienced specialists, you will save time while ensuring constant professional supervision and active management of your portfolio. We use state-of-the-art risk management tools and sophisticated portfolio monitoring methods to ensure that you profit from current trends in the world of international finance. And because it is invested across a range of asset classes that reflects your personal risk tolerance, you can be confident that your portfolio is structured to achieve the best possible investment returns for you.

# How we work

With many years' experience and a well-established process for managing portfolios on a discretionary basis, the service we provide is geared to be comprehensive and efficient.

## The UBS Portfolio Management approach



## UBS Discretionary Portfolio Management delivers:

- The benefit of a global approach backed by some 250 investment professionals around the world.
- Active diversification across a range of asset classes, industry sectors and geographic regions including alternative investments such as hedge funds, real estate and commodities (where suitable).
- Access to some of the market's most successful funds, including many that are not usually available to private investors.
- Continuous monitoring and management of your portfolio by a dedicated team of specialists, using sophisticated risk management tools and the most up-to-date portfolio management techniques.

## Our investment process – balance through diversification

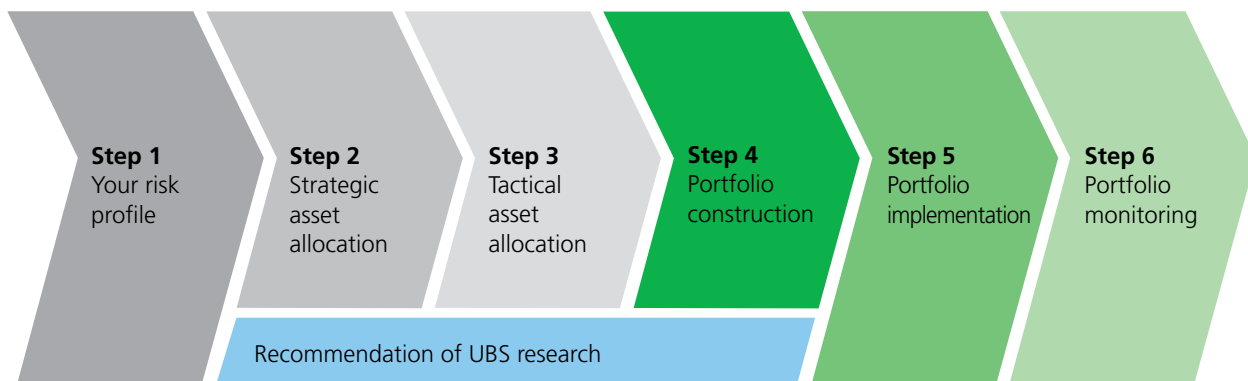


The first step in the investment process is to **understand** your objectives. To start this process we will require you to complete and return our client profiling questionnaire. This will enable us to **propose** an initial portfolio for your consideration and further discussion. We then **agree** and **implement** the proposed strategy, keeping you systematically informed on the performance of the portfolio. Financial markets are in constant motion, which is why we regularly **review** your portfolio comparing it against the selected investment strategy and making adjustments where necessary. This ensures that your portfolio always remains in line with your chosen strategy and consequently your goals. Since personal circumstances can also change, we will help you and your Financial Advisor review your situation in order to decide whether your investment strategy needs adjusting.

### **Asset allocation – reducing portfolio risk, stabilising returns**

Achieving the right mix between major asset classes such as equities, property, cash and fixed interest securities, together with alternative investments, where suitable, is the key to a well-balanced, diversified portfolio. Through UBS, clients gain access to some of the world's leading fund managers — including hedge funds, many of which are typically only available to institutional investors. We apply financial modelling techniques to create a suitable investment portfolio in line with your profile, taking account of your attitude to risk, tax status, time horizons, income and liquidity needs, and specific objectives. This can involve the use of structured products, where appropriate. The overriding aim of our strategic asset allocation is to reduce portfolio risk while stabilising returns.

# Our investment process – we add value for you in six steps



## Step 1 Your risk profile

Based on your financial and personal circumstances, how much risk are you prepared to take on and what are your investment objectives?

## Step 2 Strategic asset allocation

We determine the portfolio that will potentially offer you the best possible returns for your risk profile over the long term. By combining investments that have a low correlation, we both reduce your portfolio's overall risk level and increase its potential returns.

## Step 3 Tactical asset allocation

We are constantly monitoring the markets in order to identify and exploit short-term and medium-term opportunities on your behalf. To do this, we deviate from the long-term strategic asset allocation in a targeted manner in order to invest in undervalued asset classes, markets or currencies, or to reduce your exposure to temporarily overvalued assets.

## Step 4 Portfolio construction

Our portfolio specialists select the most suitable investment instruments, including those not normally accessible to private investors. We can even create instruments exclusively for you where appropriate.

## Step 5 Portfolio implementation

We implement the investment decisions quickly and efficiently. Investment success often hinges on rapid transaction processing, especially in the case of short-term market opportunities. You also benefit from our buying power as one of the largest wealth managers.

## Step 6 Portfolio monitoring

Your portfolio is continually analysed and monitored using state-of-the-art risk management tools, which not only ensures transparency but also lays the foundation for your future investment success. You can thus rest assured that your portfolio is in safe hands.

Your portfolio should achieve the highest possible returns without exposing you to more risk than you are prepared to take on.

# Our services for you

## **Dedicated research and intelligence, active management**

Our investment managers are proactive in their management of each portfolio and make adjustments as the investment outlook changes. We apply a process that combines an overview of global economies and markets with rigorous research and intelligence drawn from a dedicated wealth management research team of almost 200 analysts, together with the global research resources and expertise of UBS Investment Bank and also third-party research. UBS Wealth Management research filters financially robust companies with quality balance sheets and avoids recommendations influenced by corporate finance.

Managing portfolios on a discretionary basis enables us to make changes to the portfolio quickly and efficiently – optimising strategic opportunities while keeping administration and paperwork to a minimum. We have a strong track record in meeting our clients' expectations and achieving outperformance.

## **Ethical and Socially Responsible Investment (SRI)**

We can offer you portfolio management that caters for ethical restrictions and meets socially responsible investment criteria. Our strategic approach to SRI is based on 'positive' screening to reflect your concerns or areas of interest.

Our technology infrastructure and secure online information service provide you with direct access to up-to-date portfolio data, reporting, market-relevant research and financial information.

# UBS – one of the world’s leading financial firms



With UBS, you have the full strength and depth of our global capabilities focused on your individual requirements. A dedicated, specialist team working to achieve outstanding results. You and us.

UBS is an integrated organisation that offers you value by drawing on the combined resources and expertise of all our businesses. We are:

- one of the world’s leading wealth managers
- a top tier investment bank
- a leading global asset manager
- the market leader in Swiss retail and commercial banking

## **UBS Wealth Management – strength, security, experience and trust**

Wealth management is at the core of our business. With a strong global presence and regional network, we offer you the best of both worlds – local access and personal service with world-class capabilities. We provide custody services for individual deposits, funds and securities, with global execution and settlement. Lending against assets custodied with us in order to ‘unlock’ capital or for tax and estate planning is available at competitive rates and on flexible terms.

**Please contact us via your Financial Advisor for more information.**

This document is issued by the Wealth Management Division of UBS AG, London Branch which is authorised and regulated by the Financial Services Authority. It has been prepared solely for information purposes and is based upon opinions which reflect our current views but which may be liable to change, and upon sources believed to be reliable. In accordance with FSA requirements, we should point out that with regard to any investments mentioned, values may fall as well as rise and that exchange rates may have a similar effect. It should be noted that past performance is not an indication of future returns.

Please also note the following points, which govern the nature of the services that we will be providing to you:

You have been introduced to UBS AG, London branch (the "Bank") by your Financial Intermediary for the provision of certain services in respect of a portion of your overall wealth

1. The Bank's responsibility is limited to advice or investment management services solely in respect of the cash and investments held in and/or booked to your account with the Bank (including assets that may be held in a tax favoured wrapper such as a Self Invested Personal Pension (SIPP) or Offshore Insurance Bond). For any advice that you may require concerning other assets or your other personal financial needs you should consult directly with your Financial Intermediary.
2. The Bank is not responsible for any advice given by your Financial Intermediary (including but not limited to advice concerning the acquisition by you of any investment product, pension or insurance product notwithstanding our role in advising or managing the underlying investments of any such products). Further, the Bank is not responsible for ensuring that any such products remain appropriate to your personal circumstances in the future.
3. The Bank will not monitor whether your Financial Intermediary adheres to guidelines (whether compulsory or otherwise) and regulations of regulatory bodies they may be subject to, or to other regulations, which the Bank itself would ordinarily have to adhere to if it managed and/or advised you in respect of your assets in the absence of your Financial Intermediary.

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