

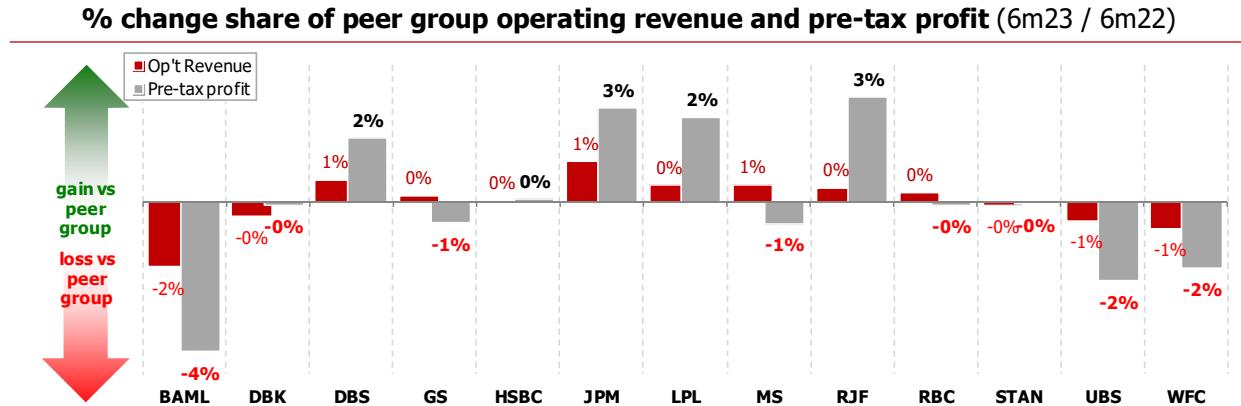
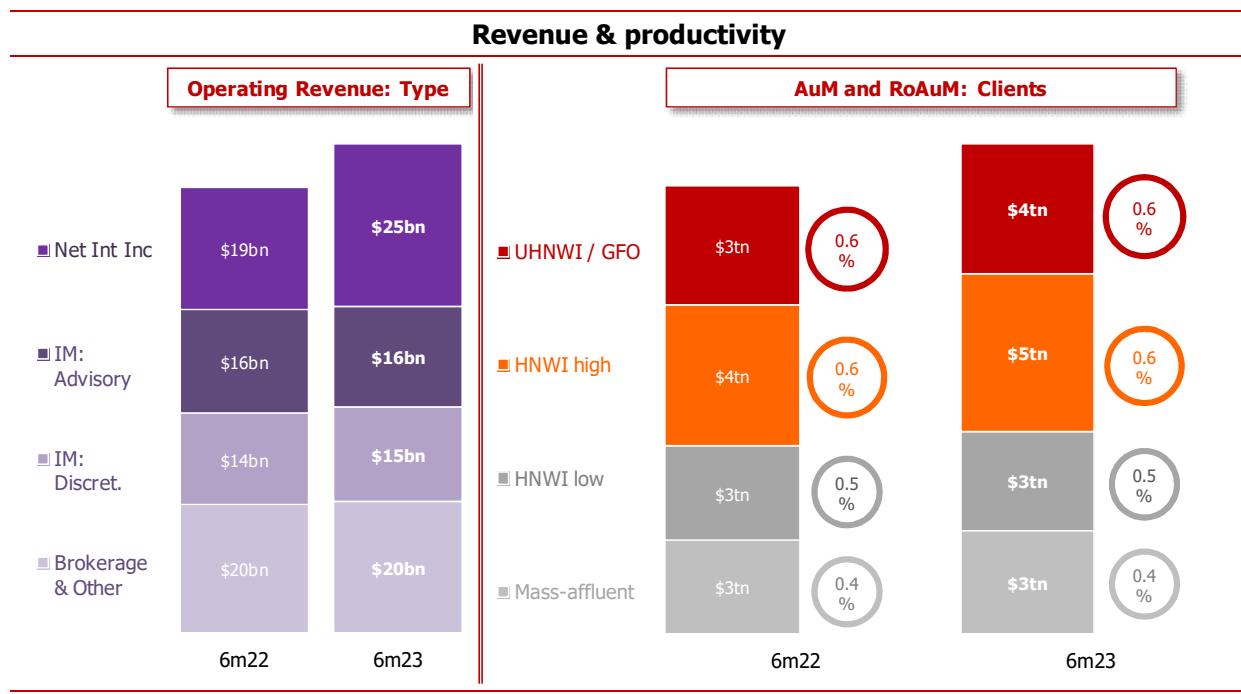
Wealth Management & Private Banking Review 2Q23 / 6m23

UBS postponed the release of its 2Q23 results to 31-Aug-23; the financials shown here are based on Tricumen's models. Credit Suisse is excluded from all analysis.

The aggregated in-scope revenue for 13 banks in this report reached \$38bn in 2Q23, +12% y/y. Costs also grew, but at a slower clip, helping the pre-tax profit margin grow from 26% in 2Q22 to 27% in 2Q23. On a less positive note, the healthy revenue growth was largely due to net interest income, which jumped 26% y/y; investment management and transaction-related fees advanced by comparably modest 7% and 6%, lagging behind the 10% growth in AuM. Deposits declined 9% y/y – with clear winners and losers – and loans were largely unchanged, especially in \$1m+ client bands.

The competition between Hong Kong and Singapore for Family Offices is intensifying. In June, Invest Hong Kong launched Network of Family Office Service Providers – one of eight related initiatives announced in the Government's Policy Statement in March – while in Singapore, VCC structures are gaining in popularity.

India's onshore wealth is firmly in focus: Barclays, Julius Baer, LGT, HSBC and UBS all established onshore presence in recent times. Also, Blackrock and Jio Financial Services formed the \$300m 'digital-first' JV.



Notes: (1) Tricumen-normalised product definitions and allocations apply. (2) Operating revenue and pre-tax profit excludes one-offs. (3) IM = Investment Management fees. Advisory = client-led; Discretionary = advisor-led. (4) Clients: Mass-affluent = \$200k-\$1m AuM; HNWI Low = \$1-10m AuM; HNWI High = \$10-25m; UHNWI & GFO = \$25m+. (5) RoAuM = year-to-date operating revenue / end-of-period AuM.



Rankings: Operational performance

Pre-tax profit (US\$m)			Pre-tax profit margin (%)		
	Rank 6m23	6m23 / 6m22 (movement)		Rank 6m23	6m23 / 6m22 (movement)
MS	#1	↑	DBS	#1	↓
JPM	#2	↑	JPM	#2	↓
BAML	#3	↓	DBK	#3	↑
UBS	#4	↓	GS	#4	↓
RJF	#5	↑	HSBC	#5	↑
HSBC	#6	↑	RJF	#6	↑
WFC	#7	↓	MS	#7	↓

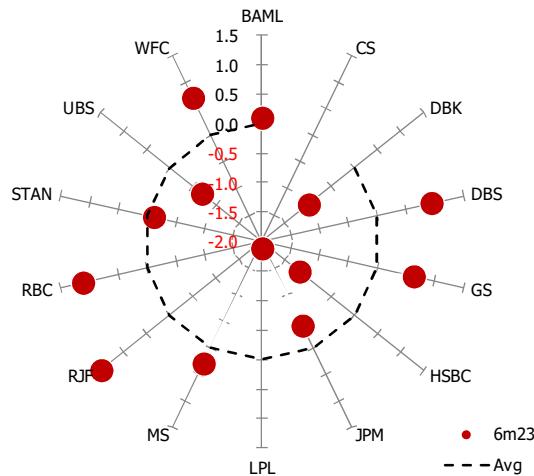
Operating revenue / FO FTE			Operating revenue / AuM (eop)		
	Rank 6m23	6m23 / 6m22 (movement)		Rank 6m23	6m23 / 6m22 (movement)
DBS	#1	↑	RBC	#1	↑
STAN	#2	↓	WFC	#2	↑
GS	#3	↑	STAN	#3	↑
LPL	#4	↑	LPL	#4	↑
JPM	#5	↑	BAML	#5	↓
HSBC	#6	↓	DBS	#6	↑
BAML	#7	↑	DBK	#7	↓

NNM (eop)			eop NNM % eop AuM		
	Rank 6m23	6m23 / 6m22 (movement)		Rank 6m23	6m23 / 6m22 (movement)
JPM	#1	↑	RBC	#1	↑
GS	#2	↑	STAN	#2	↑
HSBC	#3	↓	GS	#3	↑
LPL	#4	↓	JPM	#4	↑
RBC	#5	↓	LPL	#5	↓
BAML	#6	↓	HSBC	#6	↓
DBK	#7	↓	DBS	#7	↓

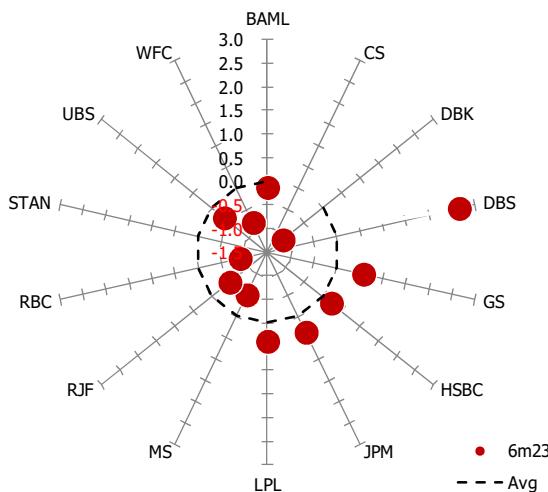
Notes: (1) Tricumen-normalised product definitions and allocations apply. Revenue and pre-tax profit exclude one-offs. All financials are shown in US\$. (3) In-scope: clients with AuM in excess of \$200k. (4) FO FTE = Front Office Full-Time Equivalent; (5) NNM = net new money. Includes funds from new and existing clients less funds withdrawn by existing and former clients, at period end. Includes inter-Group transfers.

Profitability & productivity

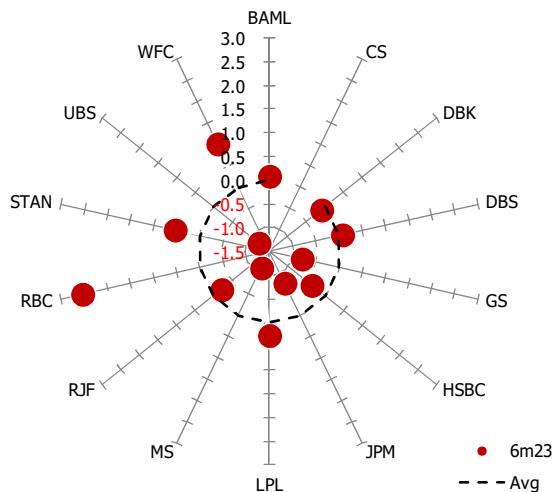
Net Interest Income % (Loans + Deposits)



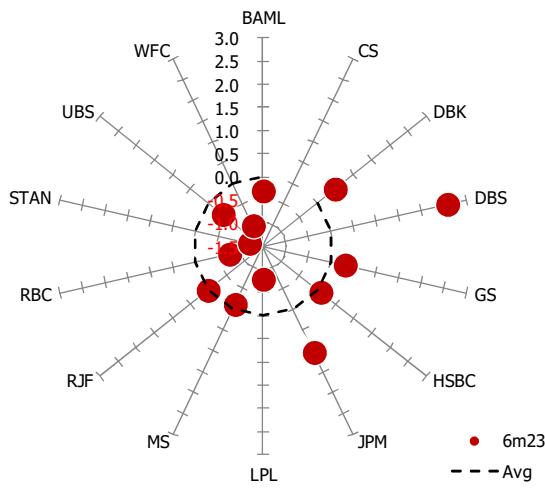
Operating Revenue / Front Office FTE



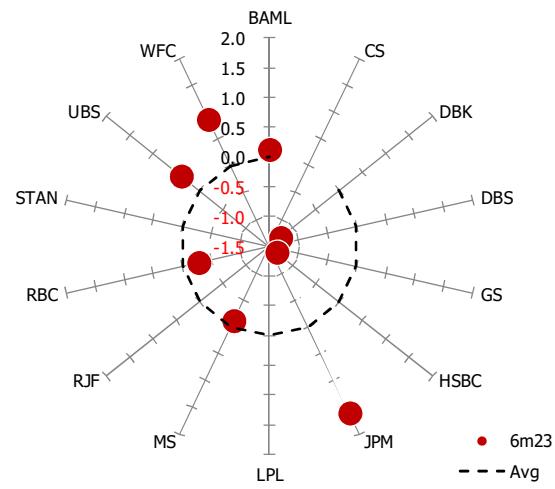
Operating Revenue / AuM



Pre-tax profit margin



RoAE

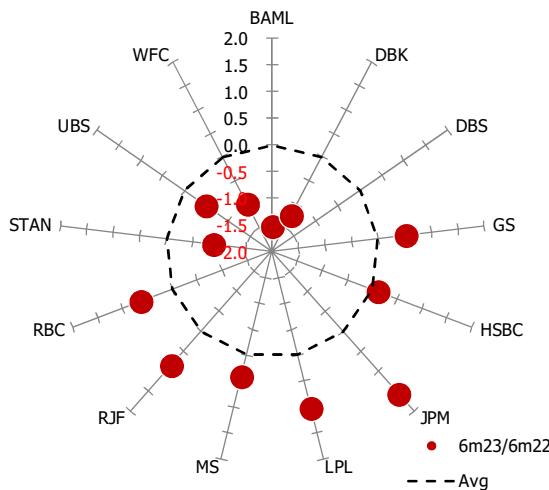


Notes: (1) Tricumen-normalised product definitions and allocations apply. (2) Operating revenue and pre-tax profit exclude one-offs and credit expense/recovery/NPL provisions. Capital expenditure is included as accrued. All financials are shown in US\$. (3) In-scope: clients with AuM in excess of \$200k. (4) RoAE = Net Profit/Allocated Equity. (4) Positive values = outperformance; negative values = underperformance; missing values = N/M; an outlier; no Tricumen coverage; or not a significant competitor.

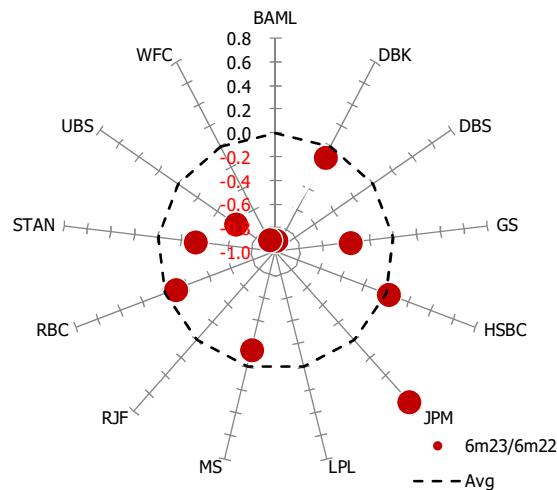


Y/Y dynamics

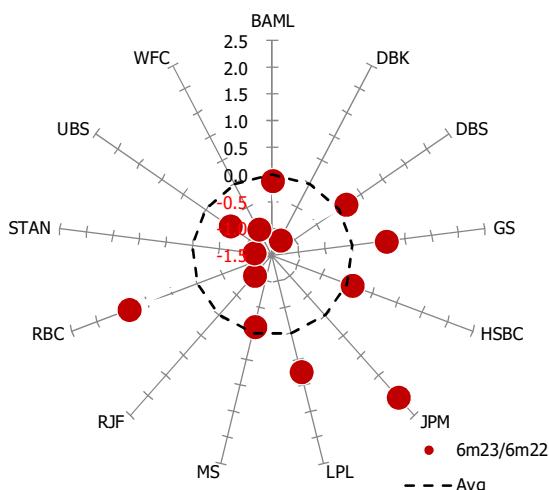
Operating Revenue



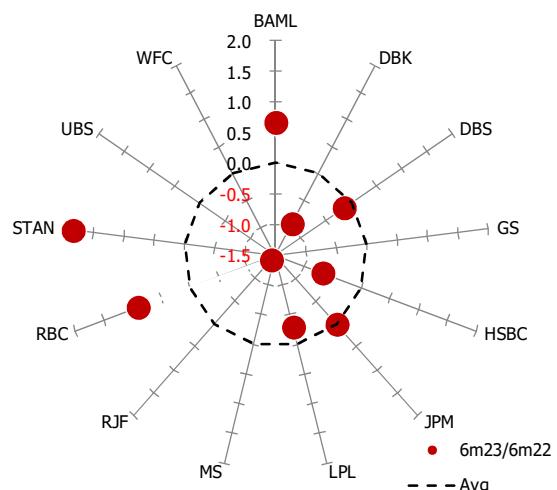
Pre-tax Profit



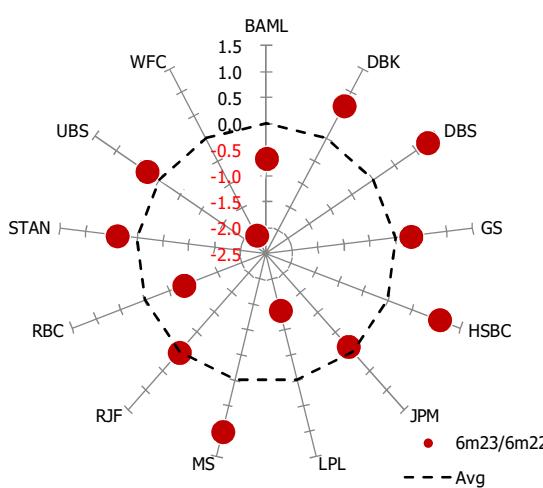
AuM



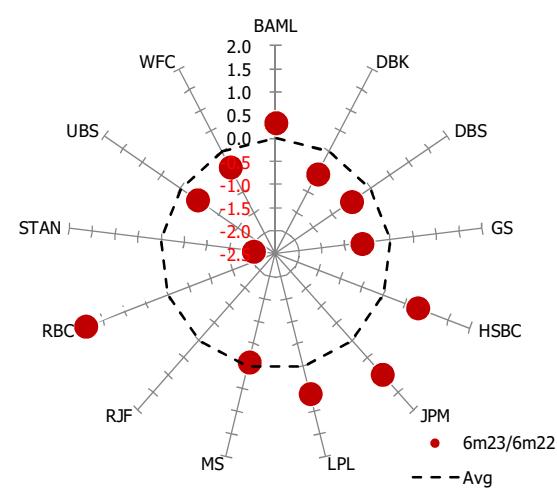
Net New Money



Deposits



Loans



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