

UBS: Opening New Horizons for Investment Strategies

By Aveshen Pillay

Leading South African investors face a fresh set of challenges in 2015 as our local equity market interacts with global economic trends in what promises to be a fast-changing investment environment. Making the most of the opportunities and effectively managing risks will require access to innovative, customizable solutions and products.

UBS stands uniquely positioned to help institutional investors meet this challenge. Our leadership in South African equities, along with an award-winning global expertise in derivatives markets and structured solutions, make a powerful combination, opening new horizons for our clients and their investment strategies.

Underscoring our leadership in South Africa has been our first place FM ranking in equity dealing and research for the past four consecutive years. We have a consistent track record with domestic and foreign institutional investors underscored by our market share of trade on the Johannesburg Stock Exchange, as well as our long-term consistent book-runner ranking on equity offerings on the JSE.

Our substantial commitment to the South African equities markets is focused on generating fresh ideas and insights of value to our clients. Our client-centric DNA means we strive to achieve a thorough understanding of clients' strategies and how best to achieve their objectives. As part of our drive to bring innovative solutions to the market, UBS listed its first two structured products for institutional clients on the JSE in March 2014.

When clients need investment vehicles beyond the standard range, UBS helps tailor products to suit their objectives, from simple to complex derivatives and hybrids. We offer dynamic analytical tools that aim to help clients explore ideas, assess performance and analyze market flows.

The bank's global expertise has received extensive recognition from leading industry publications. In 2014, UBS was cited as:

- Structured Products House of the Year by Global Capital Magazine in its 2014 Derivatives Awards,
- Equity Derivatives House of the Year by Structured Products Magazine in its 2014 Structured Products Europe Awards,
- And Equity Derivatives House of the Year by IFR Magazine.

Our expertise in derivatives and structured solutions include:

- Short term or catalyst driven trade ideas
- Yield enhancement strategies
- Hedging and risk management implementation
- Leveraged return strategies
- Global macro trade ideas
- Volatility arbitrage and relativevalue trading
- Bespoke options strategies and analysis
- Custom structured solutions
- Complex financing solutions
- Bespoke commodities solutions

In choosing UBS for its derivatives and structured investment expertise, clients know they are working with one of the best-capitalized counter parties in the industry. Our investment bank's presence in more than 35 countries means we can put our views in a global context and provide access to all the world's major financial markets. Our global knowledge lets us draw on the best ideas in other markets.

The winners in global markets are increasingly those with the ability to implement and adjust their strategies with speed, efficiency and precision. Events in 2015 will likely again prove the value of agility and innovation. That's why UBS, building on its leaderships in the equity market, is expanding the horizon of investment solutions for South African institutional clients.

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