# H|t| United Overseas Bank Limited 

GROUP FINANCIAL PERFORMANCE

FOR THE NINE MONTHS / THIRD QUARTER 2003

31 OCTOBER 2003

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## I) Highlights and Performance Indicators

|  | $\begin{array}{\|\|c\|} \hline 9 \text { Months } \\ 2003 \end{array}$ | 9 Months $2002$ | Variance (\%) | $\begin{gathered} \hline \text { 3rd } \\ \text { Quarter } \\ 2003 \\ \hline \end{gathered}$ | 2nd Quarter 2003 | Variance <br> (\%) | 3rd Quarter 2002 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Key Indicators |  |  |  |  |  |  |  |
| Net Interest Income (NII) (\$'m) | 1,591 | 1,623 | - 1.9 | 524 | 532 | - 1.5 | 534 |
| Non-Interest Income (Non-NII) (\$'m) | 743 | 615 | + 20.9 | 235 | 259 | - 9.6 | 229 |
| Total Income (\$'m) | 2,334 | 2,238 | + 4.3 | 758 | 791 | - 4.2 | 763 |
| Total Expenses (\$'m) <br> Operating Profit before Goodwill <br> Amortisation and Provisions (\$'m) | 806 | 789 | + 2.1 | 269 | 271 | - 0.8 | 262 |
|  | 1,528 | 1,448 | + <br> + | 489 | 520 | - 5.9 | 501 |
| * Net Profit After Tax <br> - Include goodwill amortisation (\$'m) <br> - Exclude goodwill amortisation (\$'m) | 802 954 | $\begin{aligned} & 825 \\ & 966 \end{aligned}$ | $\begin{array}{ll} - & 2.8 \\ - & 1.3 \end{array}$ | $\begin{aligned} & 281 \\ & 331 \end{aligned}$ | $\begin{aligned} & 240 \\ & 291 \end{aligned}$ | $\begin{aligned} & +16.9 \\ & +\quad 13.7 \end{aligned}$ | $\begin{aligned} & 234 \\ & 282 \end{aligned}$ |
| * Income Mix:- |  |  |  |  |  |  |  |
| - NII / Total Income (\%) | 68.2 | 72.5 | - $4.3 \% \mathrm{pt}$ | 69.1 | 67.2 | + 1.9 \% pt | 70.0 |
| - Non NII / Total Income (\%) | 31.8 | 27.5 | + $4.3 \% \mathrm{pt}$ | 30.9 | 32.8 | - $1.9 \% \mathrm{pt}$ | 30.0 |
|  | 100.0 | 100.0 | - | 100.0 | 100.0 | - | 100.0 |
| * Profit (Before Tax \& Goodwill Amortisation) Contribution:- |  |  |  |  |  |  |  |
| - Onshore including ACU (\%) | 76.6 | 77.4 | - $0.8 \% \mathrm{pt}$ | 77.0 | 71.7 | + $5.3 \% \mathrm{pt}$ | 63.4 |
| - Offshore (\%) | 23.4 | 22.6 | + 0.8 \% pt | 23.0 | 28.3 | - 5.3 \% pt | 36.6 |
|  | 100.0 | 100.0 |  | 100.0 | 100.0 | - | 100.0 |
| * Annualised Return On Average <br> Shareholders' Funds <br> - Include goodwill amortisation (\%) <br> - Exclude goodwill amortisation (\%) |  |  |  |  |  |  |  |
|  | 8.3 | 8.6 | - 0.3 \% pt | 8.7 | 7.4 | + $1.3 \% \mathrm{pt}$ | 7.3 |
|  | 9.9 | 10.0 | - $0.1 \% \mathrm{pt}$ | 10.3 | 9.0 | + 1.3 \% pt | 8.8 |
| * Annualised Basic Earnings Per Share <br> - Include goodwill amortisation (\$) <br> - Exclude goodwill amortisation (\$) | 68.0 | 70.0 | - 2.9 | 71.4 | 61.1 | + 16.9 | 59.4 |
|  | 80.9 | 82.0 | - 1.3 | 84.2 | 74.1 | + 13.6 | 71.8 |
| * Annualised Return on Average Assets <br> - Include goodwill amortisation (\%) <br> - Exclude goodwill amortisation (\%) | 1.00 | 1.01 | - $0.01 \% \mathrm{pt}$ | 1.05 | 0.89 | + 0.16 \% pt | 0.87 |
|  | 1.19 | 1.18 | + $0.01 \% \mathrm{pt}$ | 1.24 | 1.08 | + 0.16 \% pt | 1.05 |
| * Annualised NII / Average Interest Bearing Assets (\%) |  |  |  |  |  |  |  |
|  | 2.31 | 2.24 | + 0.07 \% pt | 2.29 | 2.28 | + $0.01 \% \mathrm{pt}$ | 2.22 |
| * Expense / Income ratio (\%) | 34.5 | 35.3 | - 0.8 \% pt | 35.5 | 34.3 | + $1.2 \% \mathrm{pt}$ | 34.4 |
| * Dividend Rate - Interim (\%) | 20.0 | 15.0 | + 5.0 \% pt | - | 20.0 | NM | - |

## I) Highlights and Performance Indicators

|  | 30-Sep-03 | 31-Dec-02 | Variance <br> (\%) | 30-Sep-02 | Variance <br> (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - Other Indicators |  |  |  |  |  |
| * Customer Loans (net) (\$'m) | 59,248 | 58,884 | $+\quad 0.6$ | 59,742 | - 0.8 |
| * Customer Deposits (\$'m) | 66,092 | 67,919 | - 2.7 | 67,402 | - 1.9 |
| * Loans / Deposits Ratio ${ }^{\text {@ }}$ (\%) | 89.6 | 86.7 | + 2.9 \% pt | 88.6 | + 1.0 \% pt |
| * Non-Performing Loans (NPLs) (\$'m) | 5,343 | 5,679 | - 5.9 | 6,021 | - 11.3 |
| * Cumulative Provisions (\$'m) | 3,438 | 3,504 | - 1.9 | 3,520 | - 2.3 |
| * NPLs ${ }^{\wedge}$ Gross Customer Loans (\%) | 8.4 | 9.0 | - 0.6 \% pt | 9.5 | - 1.1 \% pt |
| * Cumulative Provisions / NPLs (\%) | 64.3 | 61.7 | + 2.6 \% pt | 58.5 | + 5.8 \% pt |
| * Total Assets (\$'m) | 108,016 | 107,469 | + 0.5 | 107,086 | + 0.9 |
| * Shareholders' Funds (\$'m) | 12,929 | 12,653 | + 2.2 | 12,777 | + 1.2 |
| * Unrealised Revaluation Surplus * (\$'m) | 1,368 | 1,186 | + 15.3 | 1,300 | + 5.2 |
| * Net Asset Value (NAV) Per Share (\$) | 8.23 | 8.05 | + 2.2 | 8.13 | + 1.2 |
| * Revalued NAV Per Share (\$) | 9.10 | 8.81 | + 3.3 | 8.96 | + 1.6 |
| * Net Tangible Asset (NTA) Backing Per Share (\$) | 5.98 | 5.71 | + 4.7 | 5.75 | + 4.0 |
| * Capital Adequacy Ratio (CAR) - BIS (\%) | 17.9 | 15.3 | + 2.6 \% pt | 15.3 | + 2.6 \% pt |
| * Manpower (number) | 10,575 | 10,320 | + 255 no. | 10,238 | + 337 no. |

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## II) Review of Financial Performance

The financial statements are prepared in accordance with Financial Reporting Standards and are expressed in Singapore dollars.

## Review of Group Performance

## Results

## 9 Months 03 versus 9 Months 02

The Group recorded a net profit after tax ("NPAT") of $\$ 802$ million for the nine months ended 30 September 2003 ("this year-to-date") compared to $\$ 825$ million for the nine months ended 30 September 2002 ("last year-to-date"), a decrease of $2.8 \%$. The drop in NPAT was mainly due to higher provision charges and lower share of profit of associates, partly offset by higher operating profits.

The Group's operating profit before goodwill amortisation and provisions ("Operating Profit") increased $5.5 \%$ to $\$ 1,528$ million for this year-to-date compared to $\$ 1,448$ million for the same period last year. The increase in the Group's Operating Profit was mainly due to a $4.3 \%$ growth in total income to $\$ 2,334$ million from $\$ 2,238$ million for last year-to-date. The growth was largely contributed by higher gain on sale of government and investment securities, higher profit on foreign exchange, as well as higher fee and commission income mainly from investment-related and loan-related activities. These were partially offset by lower net interest income mainly due to narrowing of loan margin and lower contributions from inter-bank money market activities as a result of the low and flat interest rate yield curve.

The Group's total operating expenses, comprising staff and other operating expenses, increased $2.1 \%$ to $\$ 806$ million for this year-to-date compared to $\$ 789$ million for last year-to-date. Staff expenses decreased $2.4 \%$ to $\$ 390$ million, while other operating expenses increased $6.7 \%$ to $\$ 416$ million mainly to support increased advertising and promotion activities, as well as higher maintenance costs on premises and other fixed assets. These were partially offset by lower depreciation of fixed assets and lower rental expenses. As a result of a higher growth in total income compared to that of total operating expenses, the expense-to-income ratio of the Group improved to $34.5 \%$ for this year-to-date from $35.3 \%$ for last year-to-date.

The Group's provision charges increased $31.1 \%$ to $\$ 366$ million for this year-to-date compared to $\$ 279$ million for last year-to-date, mainly due to provision for diminution in value of government securities as compared to a write-back for the same period last year.

Share of profit of associates (before tax) declined $43.0 \%$ to $\$ 62$ million for this year-to-date, mainly due to a onetime exceptional gain recorded by United Overseas Land Limited arising from the sale of Tiong Bahru Plaza retail mall in the first quarter of 2002, and no share of profit from Haw Par Corporation Limited which ceased to be an associate of the Group following the divestment in December 2002. These were partially offset by higher contributions from other associates.

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## II) Review of Financial Performance

Results (continued)

## 3Q03 versus 2Q03

The Group's net profit after tax of $\$ 281$ million in the third quarter of 2003 ("3Q03") was $16.9 \%$ higher than $\$ 240$ million recorded in the second quarter of 2003 ("2Q03"). The increase in net profit after tax was principally due to lower provision charges, partially offset by lower non-interest income.

The Group's total income decreased $4.2 \%$ to $\$ 758$ million in $3 Q 03$ from $\$ 791$ million in 2Q03, mainly due to lower net profit from dealing securities, government securities and derivatives, lower foreign exchange profits, lower net interest income, lower dividend income and lower gain on sale of investment securities. These were partially offset by higher fee and commission income from fund management and investment-related activities.

The Group's total operating expenses decreased $0.8 \%$ to $\$ 269$ million in 3Q03 from $\$ 271$ million in 2Q03 mainly due to lower staff expenses. Expense-to-income ratio increased to $35.5 \%$ in 3 Q 03 from $34.3 \%$ in 2Q03.

The Group's provision charges decreased $42.1 \%$ to $\$ 101$ million in 3Q03 from $\$ 175$ million in 2Q03, mainly due to lower specific provisions made for loans partially offset by higher provision for diminution in value of government securities.

## 3003 versus $3 Q 02$

The Group's net profit after tax increased $20.2 \%$ to $\$ 281$ million in 3Q03 compared to $\$ 234$ million in the third quarter of 2002 ("3Q02"). The increase was mainly due to higher fee and commission income, lower provision charges and higher share of profit of associates, partially offset by lower other operating income resulted mainly from the lower net profit from dealing securities, government securities and derivatives, and lower foreign exchange profits.

The Group's total income decreased $0.6 \%$ to $\$ 758$ million compared to $\$ 763$ million in 3Q02, while total operating expenses increased $2.6 \%$ to $\$ 269$ million compared to $\$ 262$ million in 3Q02. Consequently, expense-to-income ratio rose to $35.5 \%$ compared to $34.4 \%$ in 3Q02.

The Group's provision charges were lower at $\$ 101$ million in 3Q03 compared to $\$ 122$ million in 3Q02, largely attributed to lower specific provisions made for loans, partially offset by higher provision for diminution in value of government securities.

Share of profit of associates (before tax) increased $114.0 \%$ to $\$ 32$ million in 3Q03 compared to $\$ 15$ million in 3Q02, mainly due to higher contributions from the Group's stockbroking and investment associates.

## II) Review of Financial Performance

## Balance Sheet

The Group's net loans and advances to customers as at 30 September 2003 were $\$ 59,248$ million, representing an increase of $0.6 \%$ over $\$ 58,884$ million as at 31 December 2002, and a decrease of $0.8 \%$ from $\$ 59,742$ million as at 30 September 2002. Group non-performing loans ("NPLs") declined $5.9 \%$ to $\$ 5,343$ million as at 30 September 2003 from $\$ 5,679$ million as at 31 December 2002, and $11.3 \%$ from $\$ 6,021$ million as at 30 September 2002. Consequently, Group NPLs (excluding debt securities) as a percentage of gross customer loans decreased to $8.4 \%$ as at 30 September 2003, from $9.0 \%$ and $9.5 \%$ as at 31 December 2002 and 30 September 2002 respectively. Of the total Group NPLs as at 30 September 2003, $\$ 2,837$ million or $53.1 \%$ were secured by collaterals, and $\$ 3,406$ million or $63.7 \%$ were in the Substandard category.

Total cumulative specific and general provisions of the Group were $\$ 3,438$ million as at 30 September 2003, compared to $\$ 3,504$ million as at 31 December 2002 and $\$ 3,520$ million as at 30 September 2002. General provisions as at 30 September 2003 were $\$ 1,425$ million, or $41.4 \%$ of total cumulative provisions. The total cumulative provisions as at 30 September 2003 provided coverage of $64.3 \%$ against Group NPLs, compared to $61.7 \%$ and $58.5 \%$ as at 31 December 2002 and 30 September 2002 respectively. As at 30 September 2003, unsecured NPLs were $137.2 \%$ covered by total cumulative provisions.

The Group's total assets as at 30 September 2003 were $\$ 108,016$ million, representing an increase of $0.5 \%$ and $0.9 \%$ over $\$ 107,469$ million as at 31 December 2002 and $\$ 107,086$ million as at 30 September 2002 respectively. The increase came primarily from higher cash and balances with central banks and investment securities, partially offset by lower government securities and inter-bank placements and balances.

Shareholders' funds of the Group as at 30 September 2003 were $\$ 12,929$ million, representing an increase of $2.2 \%$ and $1.2 \%$ over $\$ 12,653$ million as at 31 December 2002 and $\$ 12,777$ million as at 30 September 2002 respectively. The increase was largely contributed by retained profits.

As at 30 September 2003, the Group's Capital Adequacy Ratio ("CAR") of 17.9\% computed under the Bank for International Settlements ("BIS") guidelines was more than twice the minimum requirement of $8 \%$ set by BIS. Compared to the CAR of $15.3 \%$ as at 31 December 2002 and 30 September 2002, the increase by $2.6 \%$ points was mainly due to the issuance of US\$1 billion $4.50 \%$ Subordinated Notes in June 2003.

## II) Review of Financial Performance

UNAUDITED INCOME STATEMENT FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2003

|  | $\begin{aligned} & 9 \text { Months } \\ & 2003 \end{aligned}$ | $\begin{aligned} & 9 \text { Months } \\ & 2002 \end{aligned}$ | Variance |
| :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \% |
| Interest income | 2,518 | 2,851 | (11.7) |
| Less: Interest expense | 927 | 1,228 | (24.5) |
| Net interest income | 1,591 | 1,623 | (1.9) |
| Dividend income | 30 | 24 | 26.0 |
| Fee and commission income | 417 | 362 | 15.1 |
| Rental income | 56 | 60 | (7.0) |
| Other operating income | 241 | 169 | 42.6 |
| Total non-interest income | 743 | 615 | 20.9 |
| Income before operating expenses | 2,334 | 2,238 | 4.3 |
| Less: Staff costs | 390 | 399 | (2.4) |
| Other operating expenses | 416 | 390 | 6.7 |
| Total operating expenses | 806 | 789 | 2.1 |
| Operating profit before goodwill amortisation and provisions | 1,528 | 1,448 | 5.5 |
| Less: |  |  |  |
| Goodwill amortisation | 152 | 142 | 7.4 |
| Provisions | 366 | 279 | 31.1 |
| Operating profit after goodwill amortisation and provisions | 1,010 | 1,027 | (1.7) |
| Exceptional item * | - | (35) | (100.0) |
| Share of profit of associates | 62 | 109 | (43.0) |
| Profit from ordinary activities before tax | 1,072 | 1,101 | (2.7) |
| Less: Tax | 263 | 250 | 5.4 |
| Profit after tax | 809 | 852 | (5.0) |
| Less: Minority interests | 7 | 27 | (72.6) |
| Net profit attributable to members | 802 | 825 | (2.8) |
| Expense / Income ratio (\%) | 34.5 | 35.3 | (0.8) \% pt |
| Annualised Earnings Per Share (¢) |  |  |  |
| - Basic | 68.0 | 70.0 | (2.9) |
| - Fully diluted | 68.0 | 70.0 | (2.9) |

[^1]
## II) Review of Financial Performance

## UNAUDITED INCOME STATEMENT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2003

|  | 3rd Quarter 2003 | $\begin{gathered} \text { 2nd } \\ \text { Quarter } \\ 2003 \end{gathered}$ | $\begin{gathered} 3 Q 03 / \\ \text { 2Q03 } \end{gathered}$ | 3rd Quarter 2002 | $\begin{array}{r} 3 Q 03 / \\ 3 Q 02 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \% | \$ million | \% |
| Interest income | 817 | 846 | (3.5) | 926 | (11.8) |
| Less: Interest expense | 293 | 314 | (6.8) | 392 | (25.3) |
| Net interest income | 524 | 532 | (1.5) | 534 | (1.8) |
| Dividend income | 11 | 17 | (32.8) | 6 | 100.3 |
| Fee and commission income | 148 | 138 | 7.5 | 115 | 29.2 |
| Rental income | 17 | 18 | (5.6) | 20 | (14.1) |
| Other operating income | 58 | 86 | (33.1) | 89 | (34.9) |
| Total non-interest income | 235 | 259 | (9.6) | 229 | 2.4 |
| Income before operating expenses | 758 | 791 | (4.2) | 763 | (0.6) |
| Less: Staff costs | 128 | 130 | (1.6) | 129 | (0.5) |
| Other operating expenses | 141 | 141 | (0.1) | 133 | 5.6 |
| Total operating expenses | 269 | 271 | (0.8) | 262 | 2.6 |
| Operating profit before goodwill amortisation and provisions | 489 | 520 | (5.9) | 501 | (2.3) |
| Less: |  |  |  |  |  |
| Goodwill amortisation | 50 | 51 | (1.5) | 49 | 3.1 |
| Provisions | 101 | 175 | (42.1) | 122 | (17.1) |
| Operating profit after goodwill amortisation and provisions | 338 | 294 | 14.9 | 330 | 2.4 |
| Exceptional item * | - | - | - | (17) | (100.0) |
| Share of profit of associates | 32 | 27 | 20.7 | 15 | 114.0 |
| Profit from ordinary activities before tax | 370 | 321 | 15.4 | 328 | 12.9 |
| Less: Tax | 87 | 77 | 13.3 | 88 | (0.9) |
| Profit after tax | 283 | 244 | 16.0 | 240 | 18.0 |
| Less: Minority interests | 3 | 4 | (36.7) | 7 | (61.3) |
| Net profit attributable to members | 281 | 240 | 16.9 | 234 | 20.2 |
| Expense / Income ratio (\%) | 35.5 | 34.3 | 1.2 \% pt | 34.4 | 1.1 \% pt |
| Annualised Earnings Per Share (¢) |  |  |  |  |  |
| - Basic | 71.4 | 61.1 | 16.9 | 59.4 | 20.2 |
| - Fully diluted | 71.4 | 61.1 | 16.9 | 59.4 | 20.2 |

[^2]
## 粗 UNITED OVERSEAS BANK GROUP

## II) Review of Financial Performance

## Net Interest Income



Net interest income of the Group declined $1.9 \%$ to $\$ 1,591$ million for this year-to-date compared to $\$ 1,623$ million for last year-to-date. The decrease was largely due to narrowing of loan margin and lower contributions from inter-bank money market activities as a result of the low and flat interest rate yield curve. Net interest income continued to be the major contributor of total income, accounting for $68.2 \%$ (last year-todate: $72.5 \%$ ) of total income.

In 3Q03, net interest income of the Group declined $1.5 \%$ to $\$ 524$ million from $\$ 532$ million in 2Q03 mainly due to lower interest income from government securities.

Average interest margin was $2.31 \%$ for this year-to-date, an increase of 7 basis points compared to $2.24 \%$ for the corresponding period last year. The increase was mainly contributed by higher yielding debt securities. Average interest margin in 3Q03 increased marginally to $2.29 \%$ from $2.28 \%$ in 2Q03.

## Average Interest Margin

|  | $\begin{gathered} 9 \text { Months } \\ 2003 \\ \hline \end{gathered}$ | 9 Months 2002 | $\begin{gathered} \text { 3rd Quarter } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 2nd Quarter } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2002 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million |
| Annualised Interest Income | 3,367 | 3,811 | 3,241 | 3,394 | 3,673 |
| Less: Annualised Interest Expense | 1,239 | 1,642 | 1,162 | 1,261 | 1,555 |
| Annualised Net Interest Income | 2,127 | 2,170 | 2,078 | 2,134 | 2,117 |
| Average balance of interest bearing assets | 92,217 | 96,771 | 90,693 | 93,569 | 95,431 |
| Average Interest Margin* (\%) | 2.31 | 2.24 | 2.29 | 2.28 | 2.22 |

[^3]
## H井 UNITED OVERSEAS BANK GROUP

## II) Review of Financial Performance

## Non-Interest Income



Total non-interest income of the Group grew $\$ 128$ million or $20.9 \%$ to $\$ 743$ million for this year-to-date compared to $\$ 615$ million for last year-to-date. The increase in total non-interest income was mainly contributed by higher fee and commission income largely from investment-related and loan-related activities, higher gain on sale of government and investment securities, as well as higher foreign exchange profits. The Group's non-interest income for this year-to-date accounted for 31.8\% (last year-to-date: 27.5\%) of total income.

In 3Q03, total non-interest income decreased $\$ 25$ million or $9.6 \%$ to $\$ 235$ million from $\$ 259$ million in 2Q03, mainly due to lower net profit from dealing securities, government securities and derivatives, lower foreign exchange profits, lower gain on sale of investment securities and lower dividend income. These were partially offset by higher fee and commission income from fund management and investment-related activities.

## Composition of Non-Interest Income

Fee and commission income
Credit card
Fund management
Futures broking \& stockbroking
Investment-related
Loan-related
Service charges
Trade-related
Others

Dividend and rental income

| $\mathbf{9}$ Months | 9 Months |
| :---: | :---: |
| $\mathbf{2 0 0 3}$ | 2002 |
| \$ million | $\$$ million |


| $\mathbf{6 4}$ | 69 |
| ---: | ---: |
| $\mathbf{5 3}$ | 56 |
| $\mathbf{2 7}$ | 41 |
| $\mathbf{5 1}$ | 16 |
| $\mathbf{8 3}$ | 56 |
| $\mathbf{3 7}$ | 31 |
| $\mathbf{8 1}$ | 75 |
| $\mathbf{2 1}$ | 17 |
| $\mathbf{4 1 7}$ | 362 |
| $\mathbf{8 6}$ | 84 |


| $\mathbf{2 4}$ | 20 | 26 |
| ---: | ---: | ---: |
| $\mathbf{2 1}$ | 16 | 17 |
| $\mathbf{1 0}$ | 9 | 11 |
| $\mathbf{2 3}$ | 12 | 4 |
| $\mathbf{2 1}$ | 35 | 16 |
| $\mathbf{1 3}$ | 12 | 11 |
| $\mathbf{2 7}$ | 27 | 26 |
| $\mathbf{1 0}$ | 7 | 4 |
| $\mathbf{1 4 8}$ | 138 | 115 |
| $\mathbf{2 9}$ | 35 | 26 |


| 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 3}$ | 2003 | 2002 |
| \$ million | \$ million | \$ million |

Other operating income
Net profit / (loss) from:

- dealing securities, government securities and derivatives
- foreign exchange dealings
- disposal of investment securities / associates
- disposal and liquidation of subsidiaries
- disposal of properties and other fixed assets
- others

Total non-interest income

| $\mathbf{6 7}$ | 27 |
| ---: | ---: |
| $\mathbf{8 7}$ | 65 |
| $\mathbf{3 6}$ | 14 |
| $0^{\star}$ | 1 |
| 9 | 7 |
| 41 | 54 |
| $\mathbf{2 4 1}$ | 169 |
| 743 | 615 |


| 10 | 22 | 23 |
| :---: | ---: | ---: |
| 16 | 28 | 25 |
|  |  |  |
| 14 | 18 | 8 |
| $(0)^{\wedge}$ | $0^{*}$ | 1 |
| 1 | 2 | 5 |
| 16 | 16 | 26 |
| 58 | 86 | 89 |
| 235 | 259 | 229 |

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## 肼 UNITED OVERSEAS BANK GROUP

## II) Review of Financial Performance

## Operating Expenses

Total operating expenses amounted to $\$ 806$ million for this year-to-date, representing an increase of $2.1 \%$ over that in the same period last year. The increase was attributed to higher other operating expenses, partially offset by lower staff costs. As a result of a higher growth in total income compared to that of total operating expenses, the expense-to-income ratio of the Group improved to $34.5 \%$ for this year-to-date from $35.3 \%$ for last year-to-date.

In 3Q03, total operating expenses reduced $0.8 \%$ to $\$ 269$ million from $\$ 271$ million in 2Q03, while expense-toincome ratio increased to $35.5 \%$ from $34.3 \%$ in 2Q03.

## Staff costs

Other operating expenses
Total operating expenses ${ }^{@}$

| $\begin{aligned} & 9 \text { Months } \\ & 2003 \end{aligned}$ | 9 Months 2002 | 3rd Quarter 2003 | $\begin{gathered} \text { 2nd Quarter } \\ 2003 \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2002 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ million | \$ million | \$ million | \$ million | \$ million |
| 390 | 399 | 128 | 130 | 129 |
| 416 | 390 | 141 | 141 | 133 |
| 806 | 789 | 269 | 271 | 262 |

@ Total operating expenses included:

| IT-related expenses <br> IT-related expenses as \% <br> of total operating expenses | $\mathbf{1 4 9}$ | 148 | 49 | 48 | 46 |
| :--- | ---: | ---: | ---: | ---: | ---: |

## Other Operating Expenses

| $\mathbf{9}$ Months | 9 Months |  | 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2003 | 2002 |  | 2003 | 2003 | 2002 |
| $\mathbf{\$ ~ m i l l i o n ~}$ | \$ million |  | \$ million | \$ million | \$ million |

Depreciation

- Land and buildings
- Office equipment, computers, fixtures and other fixed assets

Rental of premises and equipment
Maintenance of premises and other fixed assets
Other expenses
Total other operating expenses

| $\mathbf{2 0}$ | 19 |
| ---: | ---: |
| $\mathbf{6 0}$ | 69 |
| $\mathbf{8 0}$ | 88 |
| $\mathbf{3 1}$ | 38 |
| $\mathbf{4 1}$ | 33 |
| $\mathbf{2 6 4}$ | 231 |
| $\mathbf{4 1 6}$ | 390 |


| 7 | 7 | 6 |
| ---: | ---: | ---: |
| 21 | 20 | 21 |
| 27 | 27 | 27 |
| 10 | 10 | 10 |
| 13 | 14 | 14 |
| 91 | 90 | 83 |
| 141 | 141 | 133 |

Other operating expenses increased $6.7 \%$ to $\$ 416$ million for this year-to-date compared to $\$ 390$ million for the corresponding period last year, mainly to support increased advertising and promotion activities, as well as higher maintenance costs on premises and other fixed assets. These were partially offset by lower depreciation of fixed assets and lower rental expenses.

## II) Review of Financial Performance

## Provisions Charged to Income Statement

Total provision charges of $\$ 366$ million for this year-to-date was $31.1 \%$ higher than $\$ 279$ million for last year-todate. The increase was mainly attributed to provision for diminution in value of government securities as compared to a write-back in the same period last year.

In 3Q03, total provision charges decreased to $\$ 101$ million from $\$ 175$ million in 2Q03. The decrease was mainly due to lower specific provisions made for loans, partially offset by higher provision for diminution in value of government securities.

|  | $\begin{gathered} 9 \text { Months } \\ 2003 \\ \hline \end{gathered}$ | $\begin{aligned} & 9 \text { Months } \\ & 2002 \\ & \hline \end{aligned}$ | 3rd Quarter 2003 | $\begin{gathered} \text { 2nd Quarter } \\ 2003 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2002 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million |
| Specific provisions for loans | 292 | 292 | 47 | 163 | 101 |
| General provisions | - | 7 | - | - | 7 |
| Specific provisions for diminution in value of investments and other assets | 74 | (19) | 55 | 12 | 15 |
| Total provisions | 366 | 279 | 101 | 175 | 122 |

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## III) Non-Performing Loans (NPLs) and Cumulative Provisions

## NPLs and Cumulative Provisions

NPLs edged down $5.9 \%$ to $\$ 5,343$ million as at 30 September 2003 from $\$ 5,679$ million as at 31 December 2002. Consequently, the ratio of NPLs (excluding debt securities) to total gross customer loans improved by $0.6 \%$ point to $8.4 \%$. Of the total NPLs, $\$ 2,837$ million or $53.1 \%$ were secured by collateral, and $\$ 3,406$ million or $63.7 \%$ were in the Substandard category. Total cumulative provisions as at 30 September 2003 were $\$ 3,438$ million, a decrease of $1.9 \%$ over $\$ 3,504$ million as at 31 December 2002, and provided a coverage of $64.3 \%$ against the total NPLs and $137.2 \%$ against the unsecured NPLs.

NPLs as at 30 September 2003 declined $11.3 \%$ or $\$ 678$ million compared to $\$ 6,021$ million as at 30 September 2002. As a result, the ratio of NPLs (excluding debt securities) to total gross customer loans reduced $1.1 \%$ points to $8.4 \%$ as at 30 September 2003 from $9.5 \%$ as at 30 September 2002. Cumulative provision coverage against unsecured NPLs increased $3.1 \%$ points to $137.2 \%$ as at 30 September 2003 from $134.1 \%$ as at 30 September 2002.


NPLs
Substandard
Doubtful
Loss
Total NPLs
30-Sep-03 30-Jun-03 31-Dec-02 30-Sep-02 31-Dec-01

Cumulative Provisions
Specific Provisions
General Provisions
Total Cumulative Provisions

|  |  |  |  | \$ million |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 , 4 0 6}$ | 3,386 | 3,619 | 3,945 | 3,851 |
| $\mathbf{3 7 8}$ | 425 | 447 | 439 | 497 |
| $\mathbf{1 , 5 5 9}$ | 1,582 | 1,613 | 1,637 | 1,620 |
| $\mathbf{5 , 3 4 3}$ | 5,393 | 5,679 | 6,021 | 5,968 |

## Ratios

NPLs*/Gross Customer Loans
Cumulative Provisions/NPLs
Cumulative Provisions/Doubtful \& Loss NPLs
Cumulative Provisions/Unsecured NPLs
Cumulative Provisions*/Gross Customer Loans
General Provision/Gross Customer Loans (net of Specific Provision*) NPLs/Total Assets

|  |  |  |  | \$ million |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 , 0 1 3}$ | 2,069 | 2,079 | 2,085 | 1,899 |
| $\mathbf{1 , 4 2 5}$ | 1,427 | 1,425 | 1,435 | 1,435 |
| $\mathbf{3 , 4 3 8}$ | 3,496 | 3,504 | 3,520 | 3,334 |

[^5]
## III) Non-Performing Loans (NPLs) and Cumulative Provisions

## NPLs by Region

By geographical region, Singapore accounted for $\$ 3,703$ million or $69.3 \%$ of the total NPLs as at 30 September 2003. NPLs of Singapore decreased $\$ 232$ million or $5.9 \%$ compared to that as at 31 December 2002, and $\$ 440$ million or $10.6 \%$ compared to that as at 30 September 2002.

NPLs of the Five Regional Countries reduced $\$ 84$ million or $5.8 \%$ to $\$ 1,374$ million as at 30 September 2003 from $\$ 1,458$ million as at 31 December 2002, and $\$ 156$ million or $10.2 \%$ from $\$ 1,530$ million as at 30 September 2002.

NPLs of Greater China as at 30 September 2003 were $\$ 172$ million, representing a decline of $5.5 \%$ over $\$ 182$ million as at 31 December 2002, and 21.5\% over \$219 million as at 30 September 2002.

|  | 30-Sep-03 |  | 31-Dec-02 |  | 30-Sep-02 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount \$ million | As \% of Total NPLs | Amount <br> \$ million | As \% of Total NPLs | Amount \$ million | As \% of Total NPLs |
| Singapore | 3,703 | 69.3 | 3,935 | 69.3 | 4,143 | 68.8 |
| Five Regional Countries |  |  |  |  |  |  |
| Malaysia | 924 | 17.3 | 943 | 16.6 | 984 | 16.4 |
| Indonesia | 107 | 1.9 | 156 | 2.8 | 170 | 2.8 |
| Philippines | 191 | 3.6 | 208 | 3.7 | 217 | 3.6 |
| Thailand | 137 | 2.6 | 144 | 2.5 | 151 | 2.5 |
| South Korea | 15 | 0.3 | 7 | 0.1 | 8 | 0.1 |
|  | 1,374 | 25.7 | 1,458 | 25.7 | 1,530 | 25.4 |
| Greater China | 172 | 3.2 | 182 | 3.2 | 219 | 3.7 |
| Others | 94 | 1.8 | 104 | 1.8 | 129 | 2.1 |
| Total NPLs | 5,343 | 100.0 | 5,679 | 100.0 | 6,021 | 100.0 |

## NPLs by Industry

NPLs as at 30 September 2003 were led by non-bank financial institutions and professionals and private individuals sectors. NPLs across all sectors were managed down from their respective levels as at 30 September 2002.

Transport, storage and communication Building and construction

| 30-Sep-03 |  | 31-Dec-02 |  | 30-Sep-02 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Amount <br> \$ million | As \% of Gross Customer Loans | Amount \$ million | As \% of Gross Customer Loans | Amount <br> \$ million | As \% of Gross Customer Loans |
| 104 | 5.7 | 124 | 6.0 | 130 | 7.0 |
| 810 | 10.3 | 843 | 9.2 | 1,059 | 11.0 |
| 796 | 13.6 | 874 | 16.2 | 901 | 16.6 |
| 1,010 | 9.6 | 1,029 | 9.5 | 1,069 | 9.5 |
| 709 | 11.4 | 769 | 12.4 | 814 | 13.1 |
| 972 | 10.0 | 1,014 | 10.9 | 1,037 | 11.2 |
| 657 | 4.5 | 668 | 4.8 | 666 | 4.8 |
| 222 | 3.5 | 294 | 5.3 | 322 | 5.6 |
| 5,280 | 8.4 | 5,615 | 9.0 | 5,998 | 9.5 |
| 63 |  | 64 |  | 23 |  |
| 5,343 |  | 5,679 |  | 6,021 |  |

## Secured / Unsecured NPLs

As at 30 September 2003, $53.1 \%$ of the Group's total NPLs was secured by collateral, compared to $55.4 \%$ and $56.4 \%$ as at 31 December 2002 and 30 September 2002 respectively. The decline in the level of secured NPLs was primarily due to lower collateral value in a weak property market.

Secured
Unsecured
Total NPLs

| 30-Sep-03 |  | 31-Dec-02 |  | 30-Sep-02 |  |
| ---: | ---: | ---: | ---: | ---: | ---: |
| Amount | As \% of | Amount | As \% of | Amount | As \% of |
| \$ million | Total NPLs | \$ million | Total NPLs | \$ million | Total NPLs |
| $\mathbf{2 , 8 3 7}$ | $\mathbf{5 3 . 1}$ | 3,146 | 55.4 | 3,397 | 56.4 |
| $\mathbf{2 , 5 0 6}$ | $\mathbf{4 6 . 9}$ | 2,533 | 44.6 | 2,624 | 43.6 |
| $\mathbf{5 , 3 4 3}$ | $\mathbf{1 0 0 . 0}$ | 5,679 | 100.0 | 6,021 | 100.0 |

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## IV) Segmental Analysis

## Geographical Segments

The following geographical segment information is based on the location where the transactions and assets are booked. It provides an approximation to geographical segment information that is based on location of customers and assets. The information is stated after elimination of inter-segment transactions.

Income before operating expenses

| 9 Months <br> 2003 | 9 Months <br> 2002 |
| :---: | :---: |
| \$ million | $\$$ million |


| 3rd Quarter <br> 2003 | 2nd Quarter <br> 2003 | 3rd Quarter <br> 2002 |
| :---: | :---: | :---: |
| $\mathbf{\$ ~ m i l l i o n ~}$ | $\$$ million | $\$$ million |

Singapore (including Asian Currency Units)
Other ASEAN countries
Other Asia Pacific countries
Rest of the world
Total

| $\mathbf{1 , 7 5 6}$ | 1,694 |  | $\mathbf{5 6 6}$ | 586 |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 7 2}$ | 338 |  | $\mathbf{1 2 8}$ | 127 |
| $\mathbf{1 2 9}$ | 146 | $\mathbf{4 1}$ | 47 | 571 |
| $\mathbf{7 7}$ | 59 | $\mathbf{2 3}$ | 31 | 51 |
|  |  | $\mathbf{7 5 8}$ | $\mathbf{7 9 1}$ | $\mathbf{7 6 3}$ |

## Profit before tax

| 9 Months <br> 2003 | 9 Months <br> 2002 |
| :---: | :---: |
| \$ million | $\$$ million |


| 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 3}$ | 2003 | 2002 |
| $\mathbf{\$ ~ m i l l i o n}$ | $\$$ million | $\$$ million |

Singapore (including Asian
Currency Units)

Other Asia Pacific countries
Rest of the world
Goodwill amortisation
Total

| $\mathbf{9 3 7}$ | 962 |
| ---: | ---: |
| $\mathbf{1 7 3}$ | 157 |
| $\mathbf{5 8}$ | 90 |
| $\mathbf{5 6}$ | 34 |
| $\mathbf{1 , 2 2 4}$ | 1,243 |
| $\mathbf{( 1 5 2 )}$ | $(142)$ |
| $\mathbf{1 , 0 7 2}$ | $\mathbf{1 , 1 0 1}$ |


| $\mathbf{3 2 4}$ | 267 | 239 |
| ---: | ---: | ---: |
| $\mathbf{6 1}$ | 64 | 83 |
| $\mathbf{2 0}$ | 17 | 42 |
| $\mathbf{1 6}$ | 24 | 12 |
| $\mathbf{4 2 0}$ | 372 | 377 |
| $\mathbf{( 5 0 )}$ | $(51)$ | $(49)$ |
| $\mathbf{3 7 0}$ | 321 | $\mathbf{3 2 8}$ |

## Total assets

$\frac{\text { 30-Sep-03 }}{\$ \text { million }} \quad \frac{31-\text { Dec-02 }}{\$ \text { million }} \quad \frac{30-\text { Sep-02 }}{\$ \text { million }}$

Singapore (including Asian
Currency Units)
Other ASEAN countries
Other Asia Pacific countries
Rest of the world
Goodwill
Total

| $\mathbf{7 1 , 8 4 5}$ | 77,286 | 76,417 |
| ---: | ---: | ---: |
| $\mathbf{1 5 , 5 8 6}$ | 12,477 | 13,168 |
| $\mathbf{1 1 , 4 8 1}$ | 8,365 | 8,839 |
| $\mathbf{5 , 5 8 9}$ | 5,675 | 4,917 |
| $\mathbf{1 0 4 , 5 0 1}$ | 103,803 | 103,342 |
| $\mathbf{3 , 5 1 6}$ | 3,666 | 3,744 |
| $\mathbf{1 0 8 , 0 1 6}$ | 107,469 | 107,086 |

## V) Overview of Balance Sheet

## Total Assets

The Group's total assets as at 30 September 2003 were $\$ 108,016$ million, representing an increase of $0.5 \%$ and $0.9 \%$ over $\$ 107,469$ million as at 31 December 2002 and $\$ 107,086$ million as at 30 September 2002 respectively. The increase came primarily from higher cash and balances with central banks and investment securities, partially offset by lower government securities and inter-bank placements and balances.

## Customer Loans

Net loans and advances to customers as at 30 September 2003 were $\$ 59,248$ million, representing an increase of $0.6 \%$ over $\$ 58,884$ million as at 31 December 2002. The increase was mainly from housing loans and trade financing, partially offset by a decrease in overdrafts. Compared to net loans and advances of \$59,742 million as at 30 September 2002, there was a decrease of $0.8 \%$, largely due to lower overdrafts and term loans, partially offset by higher housing loans.

| Customer Loans Analysed By Product Group | 30-Sep-03 |  | 31-Dec-02 |  | 30-Sep-02 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \% | \$ million | \% | \$ million | \% |
| Housing loans | 14,488 | 23.1 | 13,841 | 22.2 | 13,785 | 21.8 |
| Term loans | 35,302 | 56.4 | 35,253 | 56.5 | 35,990 | 56.9 |
| Trade financing | 3,324 | 5.3 | 2,915 | 4.7 | 2,935 | 4.6 |
| Overdrafts | 9,523 | 15.2 | 10,330 | 16.6 | 10,529 | 16.7 |
| Total gross customer loans | 62,637 | 100.0 | 62,339 | 100.0 | 63,239 | 100.0 |
| General provisions | $(1,425)$ |  | $(1,425)$ |  | $(1,435)$ |  |
| Specific provisions and Interest-in-suspense | $(1,965)$ |  | $(2,030)$ |  | $(2,062)$ |  |
| Total net customer loans | 59,248 |  | 58,884 |  | 59,742 |  |
| Gross Customer Loans Analysed By | 30-Sep-03 |  | 31-Dec-02 |  | 30-Sep-02 |  |
| Industry | \$ million | \% | \$ million | \% | \$ million | \% |
| Transport, storage and communication | 1,816 | 2.9 | 2,058 | 3.3 | 1,852 | 2.9 |
| Building and construction | 7,841 | 12.5 | 9,148 | 14.7 | 9,588 | 15.2 |
| Manufacturing | 5,859 | 9.4 | 5,392 | 8.6 | 5,443 | 8.6 |
| Non-bank financial institutions | 10,470 | 16.7 | 10,809 | 17.3 | 11,292 | 17.8 |
| General commerce | 6,209 | 9.9 | 6,200 | 10.0 | 6,192 | 9.8 |
| Professionals and private individuals | 9,678 | 15.5 | 9,335 | 15.0 | 9,295 | 14.7 |
| Housing loans | 14,488 | 23.1 | 13,841 | 22.2 | 13,785 | 21.8 |
| Others | 6,276 | 10.0 | 5,556 | 8.9 | 5,791 | 9.2 |
| Total gross customer loans | 62,637 | 100.0 | 62,339 | 100.0 | 63,239 | 100.0 |

## Deposits

Total deposits as at 30 September 2003 were $\$ 84,189$ million, representing a decrease of $3.5 \%$ and $4.5 \%$ over $\$ 87,221$ million as at 31 December 2002 and $\$ 88,137$ million as at 30 September 2002 respectively. The decrease was from lower bankers' deposits and customer fixed deposits, partially offset by higher savings and other deposits.

As at 30 September 2003, customer deposits accounted for $78.5 \%$ of total deposits.

| Deposits Analysed By Product Group | 30-Sep-03 |  | 31-Dec-02 |  | 30-Sep-02 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \% | \$ million | \% | \$ million | \% |
| Bankers' deposits | 18,097 | 21.5 | 19,302 | 22.1 | 20,735 | 23.5 |
| Customer deposits |  |  |  |  |  |  |
| Fixed deposits | 42,495 | 50.5 | 47,287 | 54.2 | 47,600 | 54.0 |
| Savings and other deposits | 23,597 | 28.0 | 20,632 | 23.7 | 19,802 | 22.5 |
|  | 66,092 | 78.5 | 67,919 | 77.9 | 67,402 | 76.5 |
| Total deposits | 84,189 | 100.0 | 87,221 | 100.0 | 88,137 | 100.0 |

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## V) Overview of Balance Sheet

## Loans / Deposits Ratio*

Loans-to-deposits ratio was $89.6 \%$ as at 30 September 2003, representing an increase of $2.9 \%$ points over $86.7 \%$ as at 31 December 2002, and an increase of $1.0 \%$ point over $88.6 \%$ as at 30 September 2002.


* Loans refer to net customer loans while Deposits refer to customer deposits.


## Debts Issued

(a) Subordinated Notes

S\$1.3 billion 4.95\% Subordinated Notes due 2016
Callable with Step-up in 2011 ("S\$ Notes")

US\$1 billion 4.50\% Subordinated Notes due 2013 ("US\$ Notes")
$\frac{\text { 30-Sep-03 }}{\text { \$ million }} \quad \frac{31-\text { Dec-02 }}{\$ \text { million }} \quad \frac{30-\text { Sep-02 }}{\$ \text { million }}$

Unamortised discount and expenses incurred in connection with the issue of the subordinated notes

| $(10)$ |
| ---: |
| 3,018 |

(b) Asset Backed Commercial Papers ("ABCPs")

S\$ ABCPs
US\$ ABCPs
(c) Others

Total debts issued

| 703 | 642 | 501 |
| :---: | :---: | :---: |
| 206 | 211 | 18 |
| 909 | 852 | 518 |
| 303 | - | - |
| 4,231 | 2,147 | 1,812 |

(a) The $\mathrm{S} \$$ Notes were issued by the Bank at par on 30 September 2001 and mature on 30 September 2016. The S\$ Notes may be redeemed at par at the option of the Bank, in whole but not in part, on 30 September 2011 or at any interest payment date in the event of certain changes to the tax laws of Singapore, subject to the prior approval of the Monetary Authority of Singapore and certain other conditions. Interest is payable semi-annually at $4.95 \%$ per annum up to and including 29 September 2011. From and including 30 September 2011, interest will be payable semiannually at a fixed rate equal to the five-year Singapore Dollar Interest Rate Swap (Offer Rate) as at 30 September 2011 plus $2.25 \%$ per annum.

The Bank has entered into interest rate swaps to manage the interest rate risk arising from the S\$ Notes.

## v) Overview of Balance Sheet

## Debts Issued (cont'd)

The US\$ Notes were issued by the Bank at $99.96 \%$ on 30 June 2003 and mature on 2 July 2013. These fixed rate notes may be redeemed at par at the option of the Bank, in whole, in the event of certain changes to the tax laws of Singapore, subject to the prior approval of the Monetary Authority of Singapore and certain other conditions. Interest is payable semi-annually on 2 January and 2 July of each year, beginning 2 January 2004, at the rate of $4.50 \%$ per annum.

The S\$ Notes and US\$ Notes are unsecured.
(b) The ABCPs were issued in relation to a $\$ 1$ billion ABCP programme carried out by Archer 1 Limited, a special purpose entity (SPE). The ABCPs have maturity of less than one year, and are secured by a first floating charge in favour of the trustee, Bermuda Trust (Singapore) Limited, on all assets of the SPE. These assets have been included in the assets of the Group.

Interest rates of the S\$ ABCPs and US\$ ABCPs as at 30 September 2003 range from $1.0 \%$ to $1.3 \%$ (31 December 2002: $1.5 \%$ to $1.9 \%$ ) per annum and $1.2 \%$ to $1.4 \%$ (31 December 2002: $2.1 \%$ to $2.45 \%$ ) per annum respectively.

The holders of the ABCPs are entitled to receive payment comprising both the principal and interest as contracted in the ABCPs but only to the extent that there are available resources in the SPE to meet those payments. The holders of the ABCPs have no recourse to the Group.

The SPE intends to issue new ABCPs upon maturity of the outstanding ABCPs for as long as the SPE intends to carry on its principal activity of investment holding.
(c) Other debts issued comprise index-linked notes, credit-linked notes and interest rate-linked notes.

## Shareholders' Funds

Shareholders' funds as at 30 September 2003 were $\$ 12,929$ million, representing an increase of $2.2 \%$ and $1.2 \%$ over $\$ 12,653$ million as at 31 December 2002 and $\$ 12,777$ million as at 30 September 2002 respectively. The increase was largely contributed by retained profits.

Unrealised revaluation surplus on properties and long-term investments amounted to $\$ 1,368$ million as at 30 September 2003. The revaluation surplus was not incorporated into the Group's accounts.

|  | 30-Sep-03 | 31-Dec-02 | 30-Sep-02 |
| :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million |
| Shareholders' Funds per book | 12,929 | 12,653 | 12,777 |
| Add: Revaluation Surplus* | 1,368 | 1,186 | 1,300 |
| Shareholders' Funds including Revaluation Surplus | 14,297 | 13,839 | 14,077 |
| Per Share (in \$) |  |  |  |
| NAV per book | 8.23 | 8.05 | 8.13 |
| Revaluation Surplus | 0.87 | 0.76 | 0.83 |
| Revalued NAV | 9.10 | 8.81 | 8.96 |

[^6]
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## VI) Capital Adequacy Ratio - BIS Basis

The Group's capital management policy is to maintain a strong capital position to support its growth, both organically and through acquisitions.

As at 30 September 2003, the Group's Capital Adequacy Ratio ("CAR") of $17.9 \%$ computed under the Bank for International Settlements ("BIS") guidelines was more than twice the minimum requirement of $8 \%$ set by BIS. Compared to the CAR of $15.3 \%$ as at 31 December 2002 and 30 September 2002, the increase by $2.6 \%$ points was mainly due to the issuance of US\$1 billion 4.50\% Subordinated Notes in June 2003.

|  | $\frac{30-\text { Sep-03 }}{\$ \text { million }}$ | $\frac{31-\text { Dec-02 }}{\$ \text { million }}$ | $\frac{30-\text { Sep-02 }}{\$ \text { million }}$ |
| :---: | :---: | :---: | :---: |
| Capital |  |  |  |
| Tier 1 - Core Capital |  |  |  |
| Share capital | 1,572 | 1,572 | 1,572 |
| Disclosed reserves | 11,297 | 10,956 | 10,987 |
| Minority interests | 149 | 150 | 300 |
| Less: Goodwill | $(3,533)$ | $(3,684)$ | $(3,744)$ |
|  | 9,485 | 8,994 | 9,115 |
| Tier 2 - Supplementary Capital |  |  |  |
| Revaluation reserves on investments and properties | 363 | 349 | 485 |
| General loan loss provision ${ }^{(2)}$ | 948 | 920 | 939 |
| Subordinated notes | 3,018 | 1,294 | 1,294 |
|  | 4,329 | 2,563 | 2,718 |
| Less: Deductions against Capital ${ }^{(3)}$ | (239) | (337) | (307) |
| Total Capital | 13,575 | 11,220 | 11,526 |
| Risk-Weighted Assets (including market risk) | 75,802 | 73,574 | 75,091 |
| Capital Adequacy Ratios |  |  |  |
| Tier 1 | 12.5\% | 12.2\% | 12.1\% |
| Total Capital | 17.9\% | 15.3\% | 15.3\% |

[^7]
## VII) Exposure By Country of Operations

The Group's total direct net exposure to the countries outside Singapore in which it has a presence amounted to $\$ 33.5$ billion or $31.0 \%$ of Group total assets as at 30 September 2003. Exposure (excluding contingent items) reported is categorised into loans and advances to customers, balances due from governments, balances due from banks incorporated in the country, and investments.

Exposure to the Five Regional Countries, Greater China and Others

|  | Loans and Debt Securities |  |  | Investments | Total | less: Loans/ Investments in Subsidiaries \& Branches | Net Exposure |  | Contingent Liabilities |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NonBank | Government | Bank |  |  |  | Total | \% of Group <br> Total Assets |  |
| Malaysia |  |  |  |  |  |  |  |  |  |
| 30-Sep-03 | 6,600 | 3,667 | 3,975 | 700 | 14,942 | 2,379 | 12,563 | 11.7 | 1,038 |
| 31-Dec-02 | 6,164 | 1,990 | 2,381 | 530 | 11,065 | 1,498 | 9,567 | 8.9 | 1,032 |
| 30-Sep-02 | 6,158 | 2,428 | 2,570 | 566 | 11,722 | 1,571 | 10,151 | 9.5 | 970 |
| Indonesia |  |  |  |  |  |  |  |  |  |
| 30-Sep-03 | 448 | 160 | 50 | 76 | 734 | 50 | 684 | 0.6 | 75 |
| 31-Dec-02 | 444 | 127 | 106 | 74 | 751 | 50 | 701 | 0.6 | 67 |
| 30-Sep-02 | 453 | 119 | 110 | 56 | 738 | 33 | 705 | 0.7 | 71 |
| Philippines |  |  |  |  | 585 |  |  |  |  |
| 31-Dec-02 | 250 | 248 | 49 | 18 10 | 585 | 59 31 | 526 502 | 0.5 0.5 | 61 56 |
| 30-Sep-02 | 252 | 238 | 38 | 113 | 641 | 138 | 503 | 0.5 | 68 |
| Thailand 30-Sep-03 | 1,651 | 908 | 159 | 183 | 2,901 | 205 | 2,696 | 2.5 | 295 |
| 31-Dec-02 | 1,178 | 1,177 | 112 | 200 | 2,667 | 194 | 2,473 | 2.3 | 285 |
| 30-Sep-02 | 1,267 | 1,317 | 312 | 182 | 3,078 | 362 | 2,716 | 2.5 | 208 |
| South Korea 30-Sep-03 | 50 | 561 | 1,095 | 249 | 1,955 | - | 1,955 | 1.8 | 55 |
| 31-Dec-02 | 45 | 591 | 1,354 | 95 | 2,085 | 12 | 2,073 | 1.9 | 253 |
| 30-Sep-02 | 64 | 268 | 1,628 | 122 | 2,082 | 242 | 1,840 | 1.7 | 225 |
| Total Regional |  |  |  |  |  |  |  |  |  |
| 30-Sep-03 | 8,999 | 5,544 | 5,348 | 1,226 | 21,117 | 2,693 | 18,424 | 17.1 | 1,524 |
| 31-Dec-02 | 8,085 | 4,110 | 3,997 | 909 | 17,101 | 1,785 | 15,316 | 14.2 | 1,693 |
| 30-Sep-02 | 8,194 | 4,370 | 4,658 | 1,039 | 18,261 | 2,346 | 15,915 | 14.9 | 1,542 |
| Greater China |  |  |  |  |  |  |  |  |  |
| 30-Sep-03 | 2,107 | 416 | 4,875 | 281 | 7,679 | 2,559 | 5,120 | 4.7 | 461 |
| 31-Dec-02 | 2,482 | 233 | 4,311 | 632 | 7,658 | 2,536 | 5,122 | 4.8 | 504 |
| 30-Sep-02 | 2,726 | 185 | 4,861 | 712 | 8,484 | 3,030 | 5,454 | 5.1 | 363 |
| Other OECD |  |  |  |  |  | 985 |  |  | 900 |
| 30-Sep-03 | 5,239 | 810 | 3,521 | 1,117 | 10,687 | 985 | 9,702 | 9.0 | 900 |
| 31-Dec-02 | 4,847 | 105 | 4,647 | 687 | 10,286 | 1,862 | 8,424 | 7.8 | 878 |
| 30-Sep-02 | 5,078 | 53 | 4,219 | 780 | 10,130 | 2,244 | 7,886 | 7.3 | 444 |
| Others |  |  |  |  |  |  |  |  |  |
| 30-Sep-03 | 164 | 14 | 42 | 1 | 221 | 9 | 212 | 0.2 | 44 |
| 31-Dec-02 | 154 | 11 | 35 | 4 | 204 | 4 | 200 | 0.2 | 47 |
| 30-Sep-02 | 158 | 11 | 28 | 5 | 202 | 4 | 198 | 0.2 | 42 |
| Grand Total |  |  |  |  |  |  |  |  |  |
| 30-Sep-03 | 16,509 | 6,784 | 13,786 | 2,625 | 39,704 | 6,246 | 33,458 | 31.0 | 2,929 |
| 31-Dec-02 | 15,568 | 4,459 | 12,990 | 2,232 | 35,249 | 6,187 | 29,062 | 27.0 | 3,122 |
| 30-Sep-02 | 16,156 | 4,619 | 13,766 | 2,536 | 37,077 | 7,624 | 29,453 | 27.5 | 2,391 |

## VII) Exposure By Country of Operations

At the country level, direct net exposure to Malaysia where the Group has a long-standing presence, remained the largest at $\$ 12.6$ billion or $11.7 \%$ of Group total assets, followed by USA at $\$ 2.9$ billion and Thailand at $\$ 2.7$ billion.


## UNAUDITED CONSOLIDATED BALANCE SHEET

| 30-Sep-03 | 30-Jun-03 | 31-Dec-02 | 30-Sep-02 |
| :---: | :---: | :---: | :---: |
| \$ million | \$ million | \$ million | \$ million |

## Share Capital and Reserves

Share capital
Share premium
Non-distributable reserves
Revenue reserves
Share of reserves of associate
Total Shareholders' Funds

## Minority Interests

## Liabilities

Deposits of non-bank customers
Deposits and balances of banks and agents
Total deposits
Bills and drafts payable
Other liabilities

| 66,092 | 66,828 | 67,919 | 67,402 |
| :---: | :---: | :---: | :---: |
| 18,097 | 18,741 | 19,302 | 20,735 |
| 84,189 | 85,569 | 87,221 | 88,137 |
| 187 | 180 | 164 | 123 |
| 6,332 | 4,808 | 5,136 | 3,937 |
| 4,231 | 4,281 | 2,147 | 1,812 |
| 94,939 | 94,838 | 94,667 | 94,010 |
| 108,016 | 107,894 | 107,469 | 107,086 |

## Assets

Cash and balances with central banks
Singapore Government securities
Other government securities
Dealing securities
Placements and balances with banks and agents
Loans and advances including trade bills to
non-bank customers
Other assets
Investment securities
Investments in associates
Fixed assets
Goodwill
Total Assets

| $\mathbf{6 , 5 6 6}$ | 4,210 | 4,213 | 3,676 |
| ---: | ---: | ---: | ---: |
| $\mathbf{5 , 9 7 2}$ | 8,546 | 8,261 | 8,288 |
| $\mathbf{1 , 8 0 0}$ | 1,883 | 1,333 | 1,675 |
| $\mathbf{4 5 3}$ | 400 | 620 | 976 |
| $\mathbf{1 7 , 9 7 2}$ | 18,976 | 19,426 | 19,428 |
|  |  |  |  |
| $\mathbf{5 9 , 2 4 8}$ | 59,760 | 58,884 | 59,742 |
| $\mathbf{4 , 1 8 6}$ | 3,153 | 4,052 | 2,756 |
| $\mathbf{5 , 2 6 4}$ | 4,364 | 3,945 | 3,504 |
| $\mathbf{1 , 2 7 0}$ | 1,251 | 1,274 | 1,630 |
| $\mathbf{1 , 7 6 9}$ | 1,785 | 1,794 | 1,668 |
| $\mathbf{3 , 5 1 6}$ | 3,566 | 3,666 | 3,744 |
|  |  |  |  |
| $\mathbf{1 0 8 , 0 1 6}$ | 107,894 | 107,469 | 107,086 |

## Off-Balance Sheet Items

Contingent liabilities
Derivative financial instruments
Commitments

| $\mathbf{8 , 4 1 6}$ | 9,115 | 8,919 | 8,406 |
| ---: | ---: | ---: | ---: |
| $\mathbf{2 0 8 , 4 2 6}$ | 165,273 | 131,279 | 116,154 |
| $\mathbf{3 7 , 6 7 1}$ | 36,973 | 36,526 | 37,527 |

## UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

## Balance at 1 July 2003

Net profit for the financial period attributable to members

Differences arising from currency translation of financial statements of foreign branches and subsidiaries
Group's share of reserves of associates Total recognised gains I (losses) for the financial period

## Dividends

Issue of shares to option holders who exercised their rights

Balance at 30 September 2003

Balance at 1 April 2003
Net profit for the financial period attributable to members

Differences arising from currency translation of financial statements of foreign branches and subsidiaries

Group's share of reserves of associates
Other adjustments
Total recognised gains for the financial period

Net transfer from revenue reserves
Dividends
Issue of shares to option holders who exercised their rights
Balance at 30 June 2003

Balance at 1 January 2003
Net profit for the financial period attributable to members

Differences arising from currency translation of financial statements of foreign branches and subsidiaries

Group's share of reserves of associates
Other adjustments
Total recognised gains / (losses) for the financial period

Net transfer to revenue reserves
Balance at 31 March 2003

| Share capital | Share premium | Nondistributable reserves | Revenue reserves | Share of reserves of associates | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ million | \$ million | \$ million | \$ million | \$ million | \$ million |
| 1,572 | 791 | 6,291 | 4,119 | 137 | 12,910 |
| - | - | - | 281 | - | 281 |
| - | - | (16) | - | - | (16) |
| - | - | - | - | (1) | (1) |
| - | - | (16) | 281 | (1) | 264 |
| - | - | - | (245) | - | (245) |
| 0 * | 0 * | * - | - | - | 0 * |
| 1,572 | 792 | 6,275 | 4,154 | 136 | 12,929 |
| 1,572 | 791 | 6,244 | 4,215 | 131 | 12,952 |
| - | - | - | 240 | - | 240 |
| - | - | 18 | - | - | 18 |
| - | - | - | - | 6 | 6 |
| - | - | - | $0 *$ | - | $0^{*}$ |
| - | - | 18 | 240 | 6 | 264 |
| - | - | 30 | (30) | - | - |
| - | - | - | (306) | - | (306) |
| 0 * | 0 * | - | - | - | 0 * |
| 1,572 | 791 | 6,291 | 4,119 | 137 | 12,910 |
| 1,572 | 791 | 6,223 | 3,933 | 134 | 12,653 |
| - | - | - | 281 | - | 281 |
| - | - | 21 | - | - | 21 |
| - | - | - | - | (3) | (3) |
| - | - | - | 0* | - | $0^{*}$ |
| - | - | 21 | 281 | (3) | 300 |
| - | - | (1) | 1 | - | - |
| 1,572 | 791 | 6,244 | 4,215 | 131 | 12,952 |

* Less than \$500,000


## 冊 UNITED OVERSEAS BANK GROUP

## UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY (cont'd)

|  | Share capital | Share premium | Nondistributable reserves | Revenue reserves | Share of reserves of associates | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million | \$ million |
| Balance at 1 January 2003 | 1,572 | 791 | 6,223 | 3,933 | 134 | 12,653 |
| Net profit for the financial period attributable to members | - | - | - | 802 | - | 802 |
| Differences arising from currency translation of financial statements of foreign branches and subsidiaries | - | - | 23 | - | - | 23 |
| Group's share of reserves of associates | - | - | - | - | 3 | 3 |
| Other adjustments | - | - | - | 0* | - | $0^{*}$ |
| Total recognised gains for the financial period | - | - | 23 | 802 | 3 | 827 |
| Net transfer from revenue reserves | - | - | 29 | (29) | - | - |
| Dividends | - | - | - | (552) | - | (552) |
| Issue of shares to option holders who exercised their rights | 0* | 0* | - | - | - | $0{ }^{*}$ |
| Balance at 30 September 2003 | 1,572 | 792 | 6,275 | 4,154 | 136 | $\underline{12,929}$ |
| Balance at 1 January 2002 | 1,571 | 786 | 6,623 | 3,199 | 537 | 12,717 |
| Net profit for the financial year attributable to members | - | - | - | 1,064 | - | 1,064 |
| Differences arising from currency translation of financial statements of foreign branches and subsidiaries | - | - | (15) | - | - | (15) |
| Group's share of reserves of associates | - | - | - | - | (394) | (394) |
| Other adjustments | - | - | (3) | (2) | - | (5) |
| Total recognised gains / (losses) for the financial year | - | - | (17) | 1,062 | (394) | 651 |
| Net transfer to revenue reserves | - | - | (385) | 385 | - | - |
| Transfer from share of reserves of associates | - | - | 3 | 7 | (10) | - |
| Dividends | - | - | - | (720) | - | (720) |
| Issue of shares to option holders who exercised their rights | $0 *$ | 5 | - | - | - | 6 |
| Balance at 31 December 2002 | 1,572 | 791 | 6,223 | 3,933 | 134 | $\underline{12,653}$ |

[^8]
## 冊 UNITED OVERSEAS BANK GROUP

## UNAUDITED CONSOLIDATED CASH FLOW STATEMENT

## Cash flows from operating activities

Profit before tax
Adjustments for:
Depreciation of fixed assets
Goodwill amortisation
Share of profit of associates
Operating profit before changes in operating assets and liabilities
Changes in operating assets and liabilities:
Deposits
Bills and drafts payable
Other liabilities
Dealing securities
Placements and balances with banks and agents
Loans and advances including trade bills to non-bank customers
Other government securities not qualifying as cash and cash equivalents
Other assets
Cash generated from operations
Income taxes paid
Net cash provided by operating activities

## Cash flows from investing activities

Increase in investment securities and investments in associates
Net dividends received from associates
Net increase in fixed assets
Change in minority interests of subsidiaries
Net cashflow on acquisition of subsidiaries
Net cashflow from disposal of subsidiaries
Net cash used in investing activities

## Cash flows from financing activities

Proceeds from issue of shares
Net increase / (decrease) in debts issued
Dividends paid by the Bank
Dividends paid by subsidiaries to minority shareholders
Net cash provided by I (used in) financing activities


Currency translation adjustment
Net increase in cash and cash equivalents
Cash and cash equivalents at beginning of the financial period
Cash and cash equivalents at end of the financial period (Note A)

## Note A:

Cash and balances with central banks

| $\mathbf{6 , 5 6 6}$ | 4,213 |  |
| ---: | ---: | ---: |
| $\mathbf{5 , 9 7 2}$ | 8,261 |  |
|  |  |  |
| $\mathbf{1 , 0 2 2}$ | 610 |  |
|  |  | 13,084 |

[^9]
[^0]:    @ Loans refer to net customer loans while Deposits refer to customer deposits.
    ${ }^{\wedge}$ Excluding debt securities

    * Refer to revaluation surplus on properties and long-term investments (excluding associates) which was not incorporated into the accounts

[^1]:    \# This comprised restructuring and integration costs as a result of the acquisition and merger of Overseas Union Bank Limited.

[^2]:    \# This comprised restructuring and integration costs as a result of the acquisition and merger of Overseas Union Bank Limited.

[^3]:    * Interest margin represents net interest income as a percentage of average interest bearing assets.

[^4]:    * Less than \$500,000
    ${ }^{\wedge}$ Less than $(\$ 500,000)$

[^5]:    * Excluding debt securities

[^6]:    * Refer to revaluation surplus on properties and long-term investments (excluding associates) which was not incorporated into the accounts

[^7]:    ${ }^{(1)}$ After discount of $55 \%$ in accordance with BIS guidelines
    ${ }^{(2)}$ Excluding specific and earmarked provisions
    ${ }^{(3)}$ Including capital deductions for certain investments

[^8]:    * Less than \$500,000

[^9]:    * Less than \$500,000

