# 冊 <br> <br> United Overseas Bank Limited <br> <br> United Overseas Bank Limited <br> Incorporated in the Republic of Singapore 

Company Registration Number: $193500026 Z$

GROUP FINANCIAL PERFORMANCE<br>FOR THE NINE MONTHS / THIRD QUARTER 2004

29 OCTOBER 2004

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Note: Certain comparative figures have been restated to conform with the current period's presentation. Certain figures in this report may not add up to the respective totals due to rounding.

## 1) Highlights and Performance Indicators

|  | $\begin{aligned} & 9 \text { Months } \\ & 2004 \end{aligned}$ | $\begin{aligned} & 9 \text { Months } \\ & 2003 \end{aligned}$ | 9 Mths 04/ 9 Mths 03 (\%) | 3rd Quarter 2004 | 2nd Quarter 2004 |  | $\begin{gathered} \hline \hline \text { 3Q04 / } \\ \text { 3Q03 } \\ (\%) \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Key Indicators |  |  |  |  |  |  |  |
| Net interest income (NII) (\$'m) | 1,593 | 1,531 | + 4.1 | 537 | 533 | 503 | + 6.8 |
| Non-interest income (Non NII) (\$'m) | 786 | 798 | 1.5 | 270 | 222 | 251 | + 7.7 |
| Total income (\$'m) | 2,378 | 2,328 | + 2.1 | 807 | 755 | 754 | + 7.1 |
| Total expenses (\$'m) | 863 | 806 | + 7.1 | 315 | 280 | 269 | + 16.9 |
| Operating profit before goodwill amortisation and provisions (\$'m) | 1,515 | 1,523 | - 0.5 | 493 | 474 | 485 | + 1.6 |
| * Net profit after tax <br> - Including goodwill amortisation (\$'m) <br> - Excluding goodwill amortisation (\$'m) | $\begin{aligned} & 1,076 \\ & 1,231 \end{aligned}$ | $\begin{aligned} & 836 \\ & 988 \end{aligned}$ | $\begin{array}{ll} + & 28.7 \\ + & 24.6 \end{array}$ | $\begin{aligned} & 371 \\ & 426 \end{aligned}$ | $\begin{aligned} & 347 \\ & 398 \end{aligned}$ | 335 385 | $\begin{aligned} & +\quad 10.9 \\ & +\quad 10.6 \end{aligned}$ |
| * Income mix: |  |  |  |  |  |  |  |
| - NII / Total income (\%) - Non NII / Total income (\%) | $\begin{aligned} & 67.0 \\ & 33.0 \end{aligned}$ | $\begin{aligned} & 65.7 \\ & 34.3 \end{aligned}$ | $\begin{array}{\|ll\|} \hline+ & 1.3 \% \mathrm{pt} \\ - & 1.3 \% \mathrm{pt} \\ \hline \end{array}$ | $\begin{aligned} & 66.5 \\ & 33.5 \end{aligned}$ | $\begin{aligned} & 70.5 \\ & 29.5 \end{aligned}$ | 66.7 33.3 | $\begin{array}{\|l\|} \hline-\quad 0.2 \% \mathrm{pt} \\ +\quad 0.2 \% \mathrm{pt} \end{array}$ |
|  | 100.0 | 100.0 | - | 100.0 | 100.0 | 100.0 | - |
| $\therefore$ Profit (before tax and goodwill amortisation) contribution: |  |  |  |  |  |  |  |
| - Onshore (including ACU) (\%) | 79.3 | 77.2 | + 2.1 \% pt | 76.9 | 82.0 | 79.8 | - 2.9 \% pt |
| - Offshore (\%) | 20.7 | 22.8 | - 2.1 \% pt | 23.1 | 18.0 | 20.2 | + 2.9 \% pt |
|  | 100.0 | 100.0 | - | 100.0 | 100.0 | 100.0 | - |
| * Annualised return on average shareholders' funds <br> - Including goodwill amortisation (\%) <br> - Excluding goodwill amortisation (\%) |  |  |  |  |  |  |  |
|  | 10.7 | 8.7 | + 2.0 \% pt | 11.0 | 10.4 | 10.4 | + 0.6 \% pt |
|  | 12.2 | 10.3 | + $1.9 \% \mathrm{pt}$ | 12.7 | 11.9 | 12.0 | + 0.7 \% pt |
| * Annualised basic earnings per share |  |  |  |  |  |  |  |
| - Including goodwill amortisation (\$) | 91.3 | 71.0 | + 28.6 | 94.5 | 88.4 | 85.3 | + 10.8 |
| - Excluding goodwill amortisation (\$) | 104.4 | 83.9 | + 24.4 | 108.4 | 101.2 | 98.0 | + 10.6 |
| * Annualised return on average assets |  |  |  |  |  |  |  |
| - Including goodwill amortisation (\%) | 1.20 | 1.04 | + 0.16 \% pt | 1.20 | 1.18 | 1.24 | - 0.04 \% pt |
| - Excluding goodwill amortisation (\%) | 1.37 | 1.22 | + $0.15 \% \mathrm{pt}$ | 1.37 | 1.36 | 1.43 | - 0.06 \% pt |
| * Annualised NII / Average interest |  |  |  |  |  |  |  |
| * Expense / Income ratio (\%) | 36.3 | 34.6 | + $1.7 \% \mathrm{pt}$ | 39.0 | 37.2 | 35.7 | + 3.3 \% pt |
| * Dividend rate - Interim (\%) | 20.0 | 20.0 | - | - | 20.0 | - | - |

## 冊 UNITED OVERSEAS BANK GROUP

## I) Highlights and Performance Indicators


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## H\# UNITED OVERSEAS BANK GROUP

## II) Review of Financial Performance

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

## Review of Group Performance

## Results

Following UOB's acquisition of Bank of Asia Public Company Limited and its subsidiaries ("BOA") on 27 July 2004, BOA's financial results for the two months ended 30 September 2004 and its balance sheet as at 30 September 2004 were consolidated into the Group's financial statements.

## 9 Months 2004 versus 9 Months 2003

Net profit after tax ("NPAT") increased $\$ 240$ million or $28.7 \%$ to $\$ 1,076$ million for the nine months ended 30 September 2004 ("this year-to-date") from $\$ 836$ million for the nine months ended 30 September 2003 ("last year-to-date"). The increase in NPAT was mainly due to lower provision charges, higher fee and commission income, higher share of profit of associates, and higher net interest income. These were partially offset by lower other operating income, higher operating expenses and higher tax expense.

Total income increased $2.1 \%$ to $\$ 2,378$ million for this year-to-date from $\$ 2,328$ million for last year-to-date, mainly due to higher fee and commission income derived largely from investment-related and fund management activities, higher net interest income from inter-bank money market activities and debt securities, as well as higher net profit from disposal of investment securities and associates. These were partially offset by the net loss from dealing securities, government securities and derivatives.

The Group's total operating expenses increased $7.1 \%$ to $\$ 863$ million for this year-to-date from $\$ 806$ million for last year-to-date attributed mainly to the consolidation of BOA. Staff costs increased $7.0 \%$ to $\$ 417$ million primarily due to increased headcount, while other operating expenses increased $7.2 \%$ to $\$ 446$ million mainly due to higher commission and brokerage expenses incurred to support business growth, and higher depreciation charges mainly on application software. Consequently, the expense-to-income ratio of the Group increased to $36.3 \%$ for this year-to-date from $34.6 \%$ for last year-to-date. Excluding BOA's expenses of $\$ 29$ million, Group total operating expenses would have shown a lower growth of $3.5 \%$ and consequently, the expense-to-income ratio would be reduced to $35.7 \%$.

The Group's provision charges decreased $76.5 \%$ to $\$ 75$ million for this year-to-date from $\$ 320$ million for last year-todate. The decrease was largely attributable to lower specific provisions for loans and the write-back of general provisions due to improved asset quality and economic conditions in Singapore and the region.

Share of profit of associates (before tax) increased $98.3 \%$ to $\$ 123$ million for this year-to-date from $\$ 62$ million for last year-to-date mainly due to higher contributions from most of the Group's major associates.

## 3rd Quarter 2004 versus 3rd Quarter 2003

The Group's NPAT of $\$ 371$ million recorded in the third quarter of 2004 ("3Q04") was $10.9 \%$ higher than the $\$ 335$ million registered in the third quarter of 2003 ("3Q03"). The increase was mainly due to lower provision charges, higher fee and commission income, higher net interest income, and higher share of profit of associates, partially offset by higher operating expenses and higher tax expense.

The Group's total income increased $7.1 \%$ to $\$ 807$ million in $3 Q 04$ from $\$ 754$ million in 3Q03 mainly due to higher fee and commission income derived largely from investment-related, loan-related, trade-related and credit card activities, higher net interest income mainly from loans on increased volume and higher contributions from inter-bank money market activities, higher profit on foreign exchange and disposal of investment securities and associates. These were partially offset by the net loss on dealing securities, government securities and derivatives.

## II) Review of Financial Performance

## 3rd Quarter 2004 versus 3rd Quarter 2003 (cont'd)

Group total operating expenses increased by $16.9 \%$ to $\$ 315$ million in 3Q04 from $\$ 269$ million in 3Q03 mainly due to the consolidation of BOA. Staff costs increased $18.6 \%$ to $\$ 152$ million in 3Q04, mainly attributable to increased headcount, while other operating expenses grew $15.4 \%$ to $\$ 163$ million in 3Q04 mainly due to higher depreciation charges on application software and higher professional fees. Consequently, expense-to-income ratio increased to $39.0 \%$ in 3 Q 04 from $35.7 \%$ in 3 Q 03 . Excluding BOA's expenses of $\$ 29$ million, Group total operating expenses would have been $\$ 286$ million for 3Q04, representing a lower increase of $6.3 \%$ over 3 Q 03 and the expense-to-income ratio for 3 Q04 would be lower at $37.4 \%$.

The net write-back of provisions of $\$ 1$ million in $3 Q 04$ compared to a provision charge of $\$ 40$ million in $3 Q 03$ was largely attributable to the write-back of general provisions.

## 3rd Quarter 2004 versus 2nd Quarter 2004

The Group's NPAT increased $6.9 \%$ to $\$ 371$ million in 3Q04 compared to $\$ 347$ million in the second quarter of 2004 ("2Q04"). The increase was mainly due to higher total income, coupled with write-back of provisions as opposed to provisions charged in 2Q04. These were partially offset by higher operating expenses.

Group total income increased $6.9 \%$ to $\$ 807$ million in 3 Q04 compared to $\$ 755$ million in 2 Q 04 mainly attributed to higher profit on foreign exchange dealings, higher fee and commission income mainly from investment-related, loanrelated and credit card activities, and higher profit on disposal of investment securities. These were partly offset by the net loss from dealing securities, government securities and derivatives.

Group total operating expenses increased $12.2 \%$ to $\$ 315$ million in $3 Q 04$ compared to $\$ 280$ million in $2 Q 04$ attributed mainly to the consolidation of BOA. Consequently, expense-to-income ratio rose to $39.0 \%$ in $3 Q 04$ compared to $37.2 \%$ in 2Q04. Excluding BOA, Group total operating expenses would have recorded a lower increase of $2.1 \%$ over 2Q04, and the expense-to-income ratio for 3 Q04 would be reduced to $37.4 \%$.

The net write-back of provisions of $\$ 1$ million in $3 Q 04$ compared to the provision charge of $\$ 16$ million in 2Q04 was largely attributed to lower specific provisions for loans, partially offset by a lower write-back of general provisions.

## Balance Sheet

The Group's net loans and advances to customers of \$64,489 million as at 30 September 2004 were $8.8 \%$ higher than both the $\$ 59,297$ million as at 31 December 2003 and the $\$ 59,248$ million as at 30 September 2003 mainly contributed by the acquisition of BOA. Excluding BOA's net loans of $\$ 4,168$ million, the Group's net loans and advances to customers as at 30 September 2004 would have been $\$ 60,321$ million, representing an increase of $1.7 \%$ and $1.8 \%$ from 31 December 2003 and 30 September 2003 respectively.

Group non-performing loans ("NPLs") increased $13.7 \%$ and $9.8 \%$ to $\$ 5,866$ million as at 30 September 2004 from the $\$ 5,160$ million as at 31 December 2003 and the $\$ 5,343$ million as at 30 September 2003 respectively attributed mainly to the consolidation of BOA. Consequently, Group NPLs (excluding debt securities) as a percentage of gross customer loans increased to $8.5 \%$ as at 30 September 2004 from $8.1 \%$ as at 31 December 2003 and $8.4 \%$ as at 30 September 2003. Excluding BOA's NPLs of $\$ 1,084$ million, Group NPLs would have decreased to $\$ 4,782$ million, representing a reduction of $7.3 \%$ and $10.5 \%$ from 31 December 2003 and 30 September 2003 respectively. Consequently, NPL ratio would have improved to $7.4 \%$ as at 30 September 2004. Of the total Group NPLs as at 30 September 2004, \$3,050 million or $52.0 \%$ were secured by collateral, and $\$ 3,635$ million or $62.0 \%$ were in the Substandard category.

## II) Review of Financial Performance

Total cumulative specific and general provisions of the Group were $\$ 3,808$ million as at 30 September 2004 compared to $\$ 3,332$ million as at 31 December 2003 and $\$ 3,438$ million as at 30 September 2003. General provisions as at 30 September 2004 were $\$ 1,371$ million or $36.0 \%$ of total cumulative provisions. The total cumulative provisions as at 30 September 2004 provided coverage of $64.9 \%$ against Group NPLs, compared to $64.6 \%$ as at 31 December 2003 and $64.3 \%$ as at 30 September 2003. As at 30 September 2004, unsecured NPLs were $135.2 \%$ covered by total cumulative provisions, compared to $141.4 \%$ as at 31 December 2003 and $137.2 \%$ as at 30 September 2003. Excluding BOA's provisions of $\$ 617$ million, total cumulative specific and general provisions would have been $\$ 3,191$ million as at 30 September 2004, providing a coverage of $66.7 \%$ against Group NPLs.

Total assets of the Group as at 30 September 2004 were $\$ 126,566$ million, of which $\$ 6,674$ million arose from the consolidation of BOA. This represents a growth of $11.6 \%$ and $17.2 \%$ over the $\$ 113,446$ million as at 31 December 2003 and the $\$ 108,017$ million as at 30 September 2003 respectively. Excluding the assets from BOA, the Group's total assets would have recorded a growth of $5.7 \%$ and $11.0 \%$ over 31 December 2003 and 30 September 2003 respectively.

Shareholders' funds of the Group as at 30 September 2004 were $\$ 13,566$ million, representing an increase of $2.1 \%$ and $5.0 \%$ over the $\$ 13,282$ million as at 31 December 2003 and the $\$ 12,924$ million as at 30 September 2003 respectively. Consequently, the Group's net asset value per share increased 18 cents and 41 cents to $\$ 8.63$ as at 30 September 2004, from $\$ 8.45$ as at 31 December 2003 and $\$ 8.22$ as at 30 September 2003 respectively.

As at 30 September 2004, the Group's total Capital Adequacy Ratio ("CAR") of $16.1 \%$ computed under the revised capital framework issued by the Monetary Authority of Singapore ("MAS") was $6.1 \%$ points higher than the minimum total CAR of $10 \%$ set by MAS. Compared to the total CAR of $15.2 \%$ as at 31 December 2003 and $15.0 \%$ as at 30 September 2003, it had increased $0.9 \%$ point and $1.1 \%$ points respectively. The increase was mainly attributable to the issue of US\$1 billion and S\$1 billion Subordinated Notes in August 2004, partly offset by the increase in risk-weighted assets due primarily to the consolidation of BOA's financials and higher holdings in investment securities.

## II) Review of Financial Performance

## UNAUDITED CONSOLIDATED INCOME STATEMENT

 FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2004|  | $\begin{gathered} 9 \text { Months } \\ 2004 \\ \hline \end{gathered}$ | 9 Months 2003 | $\begin{gathered} 9 \text { Mths } 04 \text { / } \\ 9 \text { Mths } 03 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \% |
| Interest income | 2,616 | 2,458 | 6.4 |
| Less: Interest expense | 1,023 | 927 | 10.3 |
| Net interest income | 1,593 | 1,531 | 4.1 |
| Dividend income | 38 | 30 | 27.3 |
| Fee and commission income | 502 | 417 | 20.4 |
| Rental income | 49 | 56 | (12.6) |
| Other operating income | 197 | 295 | (33.3) |
| Total non-interest income | 786 | 798 | (1.5) |
| Income before operating expenses | 2,378 | 2,328 | 2.1 |
| Less: Staff costs | 417 | 390 | 7.0 |
| Other operating expenses | 446 | 416 | 7.2 |
| Total operating expenses | 863 | 806 | 7.1 |
| Operating profit before goodwill amortisation and provisions | 1,515 | 1,523 | (0.5) |
| Less: Goodwill amortisation | 155 | 152 | 2.0 |
| Less: Write-back of general provisions Specific provisions for loans Specific provisions for other assets | (112) <br> 154 <br> 33 | - 292 28 | $\begin{gathered} \text { NM } \\ (47.3) \\ 18.6 \end{gathered}$ |
| Total provisions | 75 | 320 | (76.5) |
| Operating profit after goodwill amortisation and provisions | 1,285 | 1,050 | 22.4 |
| Share of profit of associates | 123 | 62 | 98.3 |
| Profit from ordinary activities before tax | 1,408 | 1,112 | 26.6 |
| Less: Tax | 320 | 267 | 20.0 |
| Profit after tax | 1,088 | 846 | 28.7 |
| Less: Minority interests | 12 | 9 | 27.6 |
| Net profit attributable to members | 1,076 | 836 | 28.7 |
| Expense / Income ratio (\%) | 36.3 | 34.6 | 1.7 \% pt |
| Annualised earnings per share (\$) |  |  |  |
| - Basic | 91.3 | 71.0 | 28.6 |
| - Fully diluted | 91.3 | 71.0 | 28.6 |

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

## UNAUDITED CONSOLIDATED INCOME STATEMENT

 FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2004|  | 3rd Quarter 2004 | 2nd <br> Quarter $2004$ | $\begin{gathered} \text { 3Q04 / } \\ \text { 2Q04 } \end{gathered}$ | 3rd <br> Quarter 2003 | $\begin{array}{r} \text { 3Q04 / } \\ \text { 3Q03 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \% | \$ million | \% |
| Interest income | 937 | 850 | 10.3 | 796 | 17.7 |
| Less: Interest expense | 400 | 317 | 26.1 | 293 | 36.5 |
| Net interest income | 537 | 533 | 0.8 | 503 | 6.8 |
| Dividend income | 10 | 22 | (55.1) | 11 | (13.5) |
| Fee and commission income | 180 | 152 | 18.1 | 148 | 21.3 |
| Rental income | 16 | 16 | (0.1) | 17 | (5.0) |
| Other operating income | 64 | 32 | 102.5 | 74 | (13.3) |
| Total non-interest income | 270 | 222 | 21.6 | 251 | 7.7 |
| Income before operating expenses | 807 | 755 | 6.9 | 754 | 7.1 |
| Less: Staff costs | 152 | 135 | 12.3 | 128 | 18.6 |
| Other operating expenses | 163 | 145 | 12.0 | 141 | 15.4 |
| Total operating expenses | 315 | 280 | 12.2 | 269 | 16.9 |
| Operating profit before goodwill amortisation and provisions | 493 | 474 | 3.8 | 485 | 1.6 |
| Less: Goodwill amortisation | 55 | 50 | 8.3 | 50 | 8.5 |
| Less: Write-back of general provisions Specific provisions for loans Specific provisions for other assets | (49) <br> 41 <br> 8 | $(63)$ <br> 72 <br> 7 | $\begin{gathered} 22.2 \\ (43.3) \\ 9.6 \end{gathered}$ | - <br> 47 <br> $(6)$ | $\begin{gathered} \text { NM } \\ (12.8) \\ \text { NM } \end{gathered}$ |
| Total provisions | (1) | 16 | (105.0) | 40 | (101.9) |
| Operating profit after goodwill amortisation and provisions | 439 | 408 | 7.4 | 394 | 11.3 |
| Share of profit of associates | 47 | 47 | 1.1 | 32 | 45.3 |
| Profit from ordinary activities before tax | 486 | 455 | 6.8 | 427 | 13.9 |
| Less: Tax | 108 | 104 | 4.4 | 88 | 23.3 |
| Profit after tax | 377 | 351 | 7.5 | 339 | 11.5 |
| Less: Minority interests | 6 | 4 | 60.6 | 4 | 64.8 |
| Net profit attributable to members | 371 | 347 | 6.9 | 335 | 10.9 |
| Expense / Income ratio (\%) | 39.0 | 37.2 | 1.8 \% pt | 35.7 | 3.3 \% pt |
| Annualised earnings per share (\$) |  |  |  |  |  |
| - Basic | 94.5 | 88.4 | 6.9 | 85.3 | 10.8 |
| - Fully diluted | 94.5 | 88.4 | 6.9 | 85.2 | 10.9 |

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## II) Review of Financial Performance

## Net Interest Income



Net interest income of the Group increased $4.1 \%$ to $\$ 1,593$ million for this year-to-date compared to $\$ 1,531$ million for last year-to-date. The increase was mainly from inter-bank money market activities and debt securities, partly offset by lower contributions from loans due to lower interest spread. Net interest income continued to be the major contributor of total income, accounting for $67.0 \%$ (last year-to-date: 65.7\%) of total income.

The increase in net interest income of $6.8 \%$ to $\$ 537$ million in 3Q04 from $\$ 503$ million in 3Q03 was mainly due to higher interest bearing assets, partly offset by narrowed interest spreads.

Average interest margin decreased 11 basis points to $2.11 \%$ for this year-to-date from $2.22 \%$ for last year-to-date, and decreased 15 basis points to $2.05 \%$ in 3Q04 from $2.20 \%$ in 3Q03. The contraction in interest margin was mainly due to the increasing market competition and the net interest expense on the recent subordinated notes issued.

## Average Interest Margin

Annualised interest income
Less: Annualised interest expense
Annualised net interest income

Average balance of interest bearing assets
Average interest margin * (\%)

| $\begin{gathered} 9 \text { Months } \\ 2004 \\ \hline \end{gathered}$ | 9 Months 2003 | $\begin{gathered} \text { 3rd Quarter } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 2nd Quarter } \\ 2004 \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2003 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| \$ million | \$ million | \$ million | \$ million | \$ million |
| 3,494 | 3,286 | 3,726 | 3,417 | 3,157 |
| 1,366 | 1,239 | 1,591 | 1,275 | 1,162 |
| 2,127 | 2,047 | 2,135 | 2,142 | 1,995 |
| 100,820 | 92,190 | 104,357 | 100,192 | 90,592 |
| 2.11 | 2.22 | 2.05 | 2.14 | 2.20 |

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## II) Review of Financial Performance

Non-Interest Income


Composition of Non-Interest Income

Dividend and rental income
Other operating income
Net profit / (loss) from:

- Dealing securities, government treasury bills and securities, and derivatives
- Foreign exchange dealings
- Disposal of investment securities and associates
- Disposal and liquidation of subsidiaries
- Disposal of fixed assets
- Other

Total non-interest income

Non-interest income of the Group decreased $1.5 \%$ to $\$ 786$ million for this year-to-date compared to $\$ 798$ million for last year-to-date. The decrease was primarily due to the net loss on dealing securities, government securities and derivatives. This was partially negated by higher fee and commission income derived largely from investmentrelated and fund management activities, and higher net profit from disposal of investment securities and associates. The Group's noninterest income for this year-to-date accounted for $33.0 \%$ of total income compared to $34.3 \%$ for last year-to-date.

Non-interest income increased $7.7 \%$ to $\$ 270$ million in 3Q04 from $\$ 251$ million in 3Q03 due mainly to higher fee and commission income, higher profit from foreign exchange dealings, and higher profit from disposal of investment securities, partly offset by the net loss on dealing securities, government securities and derivatives.

Fee and commission income
Credit card
Fund management
Futures broking
Investment-related
Loan-related
Service charges
Trade-related
Other
Fee and commission income
Credit card
Fund management
Futures broking
Investment-related
Loan-related
Service charges
Trade-related
Other

| $(10)$ | 122 |
| :---: | ---: |
| 78 | 87 |
|  |  |
| 68 | 36 |
| $(5)$ | $0 *$ |
| 11 | 9 |
| 55 | 41 |
| 197 | 295 |
| 786 | 798 |


| $(19)$ | 8 | 27 |
| :---: | :---: | :---: |
| 41 | $(10)$ | 16 |
|  |  |  |
| 26 | 14 | 14 |
| $(6)$ | $0^{*}$ | $(0)^{*}$ |
| 2 | $0^{*}$ | 1 |
| 20 | 20 | 16 |
| 64 | 32 | 74 |
| 270 | 222 | 251 |


| $\mathbf{9}$ Months | 9 Months |  | 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{2 0 0 4}$ | 2003 |  | $\mathbf{2 0 0 4}$ | 2004 | 2003 |
| $\mathbf{\$ ~ m i l l i o n ~}$ | \$ million |  | \$ million | \$ million | \$ million |


| 78 | 64 |
| ---: | ---: |
| 79 | 53 |
| 26 | 27 |
| 92 | 51 |
| 81 | 83 |
| 36 | 37 |
| 98 | 81 |
| 12 | 21 |
| 502 | 417 |


| $\mathbf{3 1}$ | 24 | 24 |
| ---: | ---: | ---: |
| $\mathbf{2 5}$ | 24 | 21 |
| $\mathbf{7}$ | 10 | 10 |
| $\mathbf{3 5}$ | 23 | 23 |
| $\mathbf{3 0}$ | 23 | 21 |
| $\mathbf{1 1}$ | 14 | 13 |
| $\mathbf{3 6}$ | 32 | 27 |
| $\mathbf{5}$ | 3 | 10 |
| $\mathbf{1 8 0}$ | 152 | 148 |
| $\mathbf{2 6}$ | 38 | 29 |

$87 \quad 86$

26
38
29

[^3]
## H U UNITED OVERSEAS BANK GROUP

## II) Review of Financial Performance

## Operating Expenses

Total operating expenses increased $7.1 \%$ to $\$ 863$ million for this year-to-date compared to $\$ 806$ million in the same period last year attributed mainly to the consolidation of BOA's expenses. Staff costs increased $7.0 \%$ to $\$ 417$ million primarily due to increased headcount, while other operating expenses increased $7.2 \%$ to $\$ 446$ million mainly due to higher commission and brokerage expenses incurred to support business growth, and higher depreciation charges mainly on application software. Consequently, the expense-to-income ratio of the Group increased to $36.3 \%$ for this year-to-date from $34.6 \%$ for last year-to-date. Excluding BOA's expenses of $\$ 29$ million, Group total operating expenses would have shown a growth of $3.5 \%$ and the expense-to-income ratio would be lower at $35.7 \%$.

In 3Q04, total operating expenses increased by $16.9 \%$ to $\$ 315$ million from $\$ 269$ million in 3Q03. Expense-to-income ratio increased to $39.0 \%$ in 3Q04 from $35.7 \%$ in 3Q03. The increase was attributed to the consolidation of BOA's expenses. Excluding BOA, the expense-to-income ratio for 3Q04 would be $37.4 \%$.

|  | $\begin{gathered} 9 \text { Months } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} 9 \text { Months } \\ 2003 \\ \hline \end{gathered}$ | 3rd Quarter 2004 | $\begin{gathered} \text { 2nd Quarter } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2003 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million |
| Staff costs | 417 | 390 | 152 | 135 | 128 |
| Other operating expenses | 446 | 416 | 163 | 145 | 141 |
| Total operating expenses ${ }^{@}$ | 863 | 806 | 315 | 280 | 269 |
| ${ }^{@}$ Total operating expenses included: |  |  |  |  |  |
| IT-related expenses | 132 | 149 | 50 | 40 | 49 |
| IT-related expenses / |  |  |  |  |  |
| Total operating expenses (\%) | 15.3 | 18.5 | 15.9 | 14.3 | 18.2 |

## Other Operating Expenses

| $\mathbf{9}$ Months | 9 Months |  | 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2004 | 2003 |  | $\mathbf{2 0 0 4}$ | 2004 | 2003 |
| $\mathbf{\$ ~ m i l l i o n ~}$ | \$ 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 assets
Other expenses
Total other operating expenses

| 20 | 20 | 7 | 7 | 7 |
| ---: | ---: | ---: | ---: | ---: |
| 70 | 60 | $\mathbf{2 6}$ | 22 | 21 |
| 90 | 80 | $\mathbf{3 2}$ | 29 | 27 |
| 27 | 31 | 9 | 9 | 10 |
| 38 | 41 | 14 | 13 | 13 |
| 291 | 264 | 107 | 95 | 91 |
| 446 | 416 |  |  |  |
|  |  | 163 | 145 | 141 |

Other operating expenses increased $7.2 \%$ to $\$ 446$ million for this year-to-date compared to $\$ 416$ million for the corresponding period last year. The increase was mainly attributed to the consolidation of BOA, and higher commission and brokerage expenses to support the growth in business volume. Excluding BOA, other operating expenses would have recorded a lower growth of $3.1 \%$ over last year-to-date.

In 3Q04, other operating expenses increased $15.4 \%$ to $\$ 163$ million from $\$ 141$ million in 3Q03 due mainly to the consolidation of BOA. Excluding BOA, other operating expenses would have shown a lower increase of $3.5 \%$.

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## II) Review of Financial Performance

## Provisions Charged to Income Statement

Provision charges of $\$ 75$ million for this year-to-date were $76.5 \%$ lower than the $\$ 320$ million for last year-to-date. The decrease was mainly due lower specific provisions for loans and the write-back of general provisions as a result of improved asset quality and economic conditions in Singapore and the region. The net write-back of provisions of $\$ 1$ million in 3Q04 was largely attributable to the write-back of general provisions as compared to the provision charges of $\$ 40$ million in 3Q03.

Write-back of general provisions Specific provisions for loans Specific provisions for diminution in value or impairment of investments, fixed assets and other assets

Total provisions

| 9 Months | 9 Months | 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: | :---: | :---: |
| 2004 | 2003 | 2004 | 2004 | 2003 |
| \$ million | \$ million | \$ million | \$ million | \$ million |


| $(112)$ | - | $(49)$ | $(63)$ | - |
| :---: | :---: | :---: | :---: | :---: |
| 154 | 292 | 41 | 72 | 47 |
|  |  |  |  |  |
| 33 | 28 | $\mathbf{8}$ | 7 | $(6)$ |
|  | 320 | $(1)$ | 16 | 40 |
|  |  |  |  |  |

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

## NPLs and Cumulative Provisions of the Group

NPLs rose by $13.7 \%$ and $9.8 \%$ to $\$ 5,866$ million as at 30 September 2004 from $\$ 5,160$ million as at 31 December 2003 and $\$ 5,343$ million as at 30 September 2003 respectively due to the acquisition of BOA. Correspondingly, the ratio of NPLs (excluding debt securities) to total gross customer loans increased to $8.5 \%$ as at 30 September 2004 from $8.1 \%$ as at 31 December 2003 and $8.4 \%$ as at 30 September 2003. Excluding BOA's NPLs of $\$ 1,084$ million, Group NPLs would have registered a decline of $7.3 \%$ and $10.5 \%$ to $\$ 4,782$ million over 31 December 2003 and 30 September 2003 respectively. The ratio of NPLs (excluding debt securities) to total gross customer loans would have improved to $7.4 \%$ as at 30 September 2004. Of the total NPLs, $\$ 3,050$ million or $52.0 \%$ were secured by collateral, and $\$ 3,635$ million or $62.0 \%$ were in the Substandard category.

Total cumulative provisions of $\$ 3,808$ million as at 30 September 2004 increased by $14.3 \%$ and $10.8 \%$ compared to $\$ 3,332$ million as at 31 December 2003 and $\$ 3,438$ million as at 30 September 2003 respectively. Excluding BOA's provisions of $\$ 617$ million as at 30 September 2004, the Group's total cumulative provisions would have been $\$ 3,191$ million. Total cumulative provisions provided coverage of $64.9 \%$ against total NPLs, compared to $64.6 \%$ as at 31 December 2003 and $64.3 \%$ as at 30 September 2003. Unsecured NPLs as at 30 September 2004 were $135.2 \%$ covered by total cumulative provisions, compared to $141.4 \%$ as at 31 December 2003 and $137.2 \%$ as at 30 September 2003.


30-Sep-04 30-Jun-04 31-Dec-03 30-Sep-03 31-Dec-02

## NPLs

Substandard
Doubtful
Loss
Total NPLs

## Cumulative Provisions

Specific provisions
General provisions
Total cumulative provisions

|  |  |  |  | \$ million |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{3 , 6 3 5}$ | 3,031 | 3,306 | 3,406 | 3,619 |
| $\mathbf{3 3 1}$ | 379 | 396 | 378 | 447 |
| $\mathbf{1 , 9 0 0}$ | 1,442 | 1,458 | 1,559 | 1,613 |
| $\mathbf{5 , 8 6 6}$ | 4,852 | 5,160 | 5,343 | 5,679 |


|  |  |  |  | \$ million |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 , 4 3 7}$ | 1,888 | 1,910 | 2,013 | 2,079 |
| $\mathbf{1 , 3 7 1}$ | 1,361 | 1,422 | 1,425 | 1,425 |
| $\mathbf{3 , 8 0 8}$ | 3,249 | 3,332 | 3,438 | 3,504 |

## Ratios

NPLs*/Gross customer loans
NPLs/Total assets
Cumulative provisions/NPLs
Cumulative provisions/Doubtful \& Loss NPLs
Cumulative provisions/Unsecured NPLs
Cumulative provisions*/Gross customer loans
General provisions/Gross customer loans (net of specific provisions*)

|  |  |  |  | \% |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{8 . 5}$ | 7.6 | 8.1 | 8.4 | 9.0 |
| 4.6 | 4.2 | 4.5 | 4.9 | 5.3 |
| $\mathbf{6 4 . 9}$ | 67.0 | 64.6 | 64.3 | 61.7 |
| $\mathbf{1 7 0 . 7}$ | 178.4 | 179.7 | 177.5 | 170.1 |
| $\mathbf{1 3 5 . 2}$ | 141.0 | 141.4 | 137.2 | 138.3 |
| $\mathbf{5 . 5}$ | 5.1 | 5.2 | 5.4 | 5.5 |
| $\mathbf{2 . 1}$ | 2.2 | 2.3 | 2.3 | 2.4 |

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

## NPLs by Region

By geographical region, Singapore accounted for $\$ 3,182$ million or $54.3 \%$ of the total NPLs as at 30 September 2004. NPLs of Singapore decreased $\$ 348$ million or $9.9 \%$ compared to the $\$ 3,530$ million as at 31 December 2003, and decreased $\$ 521$ million or $14.1 \%$ compared to the $\$ 3,703$ million as at 30 September 2003.

As at 30 September 2004, NPLs of the Five Regional Countries were $\$ 2,431$ million, showing an increase of $76.4 \%$ and $76.9 \%$ over 31 December 2003 and 30 September 2003 respectively. The increase was largely from Thailand due to the inclusion of BOA's NPLs of $\$ 1,084$ million. Excluding BOA, NPLs for the Five Regional Countries would have been $\$ 1,347$ million, representing a decrease of $2.2 \%$ and $2.0 \%$ over 31 December 2003 and 30 September 2003 respectively.

NPLs of Greater China as at 30 September 2004 were $\$ 172$ million, representing an increase of $6.8 \%$ over the $\$ 161$ million as at 31 December 2003.

Singapore
Five Regional Countries
Malaysia
Indonesia
Philippines
Thailand
South Korea
Greater China
Other
Total NPLs

| 30-Sep-04 |  | 31-Dec-03 |  |  | 30-Sep-03 |  |
| ---: | ---: | ---: | ---: | ---: | ---: | :---: |
| $\mathbf{\$ ~ m i l l i o n ~}$ | \% | \$ million | $\%$ | \$ million | $\%$ |  |
| $\mathbf{3 , 1 8 2}$ | $\mathbf{5 4 . 3}$ | 3,530 | 68.4 | 3,703 | 69.3 |  |
|  |  |  |  |  |  |  |
| $\mathbf{9 3 5}$ | $\mathbf{1 5 . 9}$ | 930 | 18.0 | 924 | 17.3 |  |
| $\mathbf{9 9}$ | $\mathbf{1 . 7}$ | 119 | 2.3 | 107 | 1.9 |  |
| $\mathbf{1 7 3}$ | $\mathbf{3 . 0}$ | 184 | 3.6 | 191 | 3.6 |  |
| $\mathbf{1 , 2 2 3}$ | $\mathbf{2 0 . 8}$ | 140 | 2.7 | 137 | 2.6 |  |
| $\mathbf{1}$ | - | 5 | 0.1 | 15 | 0.3 |  |
| $\mathbf{2 , 4 3 1}$ | $\mathbf{4 1 . 4}$ | 1,378 | 26.7 | 1,374 | 25.7 |  |
| $\mathbf{1 7 2}$ | $\mathbf{2 . 9}$ | 161 | 3.1 | 172 | 3.2 |  |
| $\mathbf{8 1}$ | $\mathbf{1 . 4}$ | 91 | 1.8 | 94 | 1.8 |  |
| $\mathbf{5 , 8 6 6}$ | $\mathbf{1 0 0 . 0}$ | 5,160 | 100.0 | 5,343 | 100.0 |  |

## NPLs by Industry

The increase in NPLs as at 30 September 2004 over 31 December 2003 and 30 September 2003 were mainly from the manufacturing and general commerce sectors, arising from the consolidation of BOA's balances.

|  | 30-Sep-04 |  | 31-Dec-03 |  | 30-Sep-03 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |

## Secured / Unsecured NPLs

As at 30 September 2004, $52.0 \%$ of the Group's total NPLs was secured by collateral compared to $54.3 \%$ as at 31 December 2003 and $53.1 \%$ as at 30 September 2003.

Secured
Unsecured
Total NPLs

| 30-Sep-04 |  | 31-Dec-03 |  | 30-Sep-03 |  |
| :---: | :--- | :---: | :--- | :---: | ---: |
| $\mathbf{\$ ~ m i l l i o n ~}$ | \% | \$ million | $\%$ | \$ million | $\%$ |
| $\mathbf{3 , 0 5 0}$ | $\mathbf{5 2 . 0}$ | 2,804 | 54.3 | 2,837 | 53.1 |
| $\mathbf{2 , 8 1 6}$ | $\mathbf{4 8 . 0}$ | 2,356 | 45.7 | 2,506 | 46.9 |
| $\mathbf{5 , 8 6 6}$ | $\mathbf{1 0 0 . 0}$ | 5,160 | 100.0 | 5,343 | 100.0 |

## 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 the location of customers and assets. The figures are stated after elimination of inter-segment transactions.

## Income before Operating Expenses

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


| 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 4}$ | 2004 | 2003 |
| \$ million | \$ million | \$ million |


| $\mathbf{1 , 7 5 0}$ | 1,750 | $\mathbf{5 7 4}$ | 559 | 563 |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{4 1 5}$ | 372 | $\mathbf{1 6 2}$ | 126 | 126 |
| $\mathbf{1 2 7}$ | 129 | $\mathbf{4 0}$ | 41 | 42 |
| $\mathbf{8 6}$ | 77 | $\mathbf{3 1}$ | 29 | 23 |
| $\mathbf{2 , 3 7 8}$ | 2,328 | $\mathbf{8 0 7}$ | $\mathbf{7 5 5}$ | $\mathbf{7 5 4}$ |


| 9 Months | 9 Months | 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: | :---: | :---: |
| 2004 | 2003 | 2004 | 2004 | 2003 |
| \$ million | \$ million | \$ million | \$ million | \$ million |


| Singapore (including Asian Currency Units) | 1,239 | 976 | 415 | 414 | 381 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other ASEAN countries | 177 | 174 | 78 | 47 | 60 |
| Other Asia-Pacific countries | 83 | 58 | 24 | 22 | 20 |
| Rest of the world | 64 | 56 | 23 | 22 | 16 |
|  | 1,563 | 1,264 | 540 | 505 | 477 |
| Goodwill amortisation | (155) | (152) | (54) | (50) | (50) |
| Total | 1,408 | 1,112 | 486 | 455 | 427 |

## Total Assets

As at 30 September 2004, the total assets for other ASEAN countries recorded an increase of $51.7 \%$ to $\$ 23,077$ million from $\$ 15,212$ million as at 31 December 2003 resulting mainly from the consolidation of BOA's total assets of $\$ 6,674$ million.

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

Goodwill
Total

| 30-Sep-04 | 31-Dec-03 | 30-Sep-03 |
| :---: | :---: | :---: |
| \$ million | \$ million | \$ million |


| $\mathbf{7 8 , 1 1 4}$ | 75,087 | 71,845 |
| ---: | ---: | ---: |
| $\mathbf{2 3 , 0 7 7}$ | 15,212 | 15,586 |
| $\mathbf{1 5 , 3 9 8}$ | 13,466 | 11,481 |
| $\mathbf{6 , 1 7 7}$ | 6,215 | 5,589 |
| $\mathbf{1 2 2 , 7 6 6}$ | 109,980 | 104,501 |
| $\mathbf{3 , 8 0 0}$ | 3,466 | 3,516 |
| $\mathbf{1 2 6 , 5 6 6}$ | 113,446 | 108,017 |

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## v) Overview of Balance Sheet

## Total Assets

Total assets as at 30 September 2004 were $\$ 126,566$ million, representing a growth of $11.6 \%$ and $17.2 \%$ over the $\$ 113,446$ million as at 31 December 2003 and the $\$ 108,017$ million as at 30 September 2003 respectively. The increase over both periods was mainly from customer loans largely contributed by the inclusion of BOA, inter-bank placements and balances, and investment securities.

## Customer Loans

Net loans and advances to customers of $\$ 64,489$ million as at 30 September 2004 were $8.8 \%$ higher than both the $\$ 59,297$ million as at 31 December 2003 and the $\$ 59,248$ million as at 30 September 2003. Loans growth was mainly contributed by the acquisition of BOA.

|  | 30-Sep-04 |  | 31-Dec-03 |  | 30-Sep-03 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Customer Loans Analysed by Product Group | \$ million | \% | \$ million | \% | \$ million | \% |
| Housing loans | 15,830 | 23.2 | 14,789 | 23.6 | 14,488 | 23.1 |
| Term loans | 38,543 | 56.5 | 35,033 | 56.0 | 35,302 | 56.4 |
| Trade financing | 4,408 | 6.4 | 3,397 | 5.4 | 3,324 | 5.3 |
| Overdrafts | 9,468 | 13.9 | 9,362 | 15.0 | 9,523 | 15.2 |
| Total gross customer loans | 68,249 | 100.0 | 62,581 | 100.0 | 62,637 | 100.0 |
| General provisions | $(1,371)$ |  | $(1,422)$ |  | $(1,425)$ |  |
| Specific provisions | $(2,389)$ |  | $(1,862)$ |  | $(1,965)$ |  |
| Total net customer loans | 64,489 |  | 59,297 |  | 59,248 |  |


|  | 30-Sep-04 |  | 31-Dec-03 |  | 30-Sep-03 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Customer Loans Analysed by Industry | \$ million | \% | \$ million | \% | \$ million | \% |
| Transport, storage and communication | 2,301 | 3.4 | 2,104 | 3.4 | 1,816 | 2.9 |
| Building and construction | 7,526 | 11.0 | 7,320 | 11.7 | 7,841 | 12.5 |
| Manufacturing | 7,748 | 11.3 | 5,846 | 9.4 | 5,859 | 9.4 |
| Non-bank financial institutions | 10,352 | 15.2 | 10,408 | 16.6 | 10,470 | 16.7 |
| General commerce | 10,747 | 15.7 | 9,273 | 14.8 | 9,562 | 15.2 |
| Professionals and private individuals | 9,932 | 14.6 | 9,653 | 15.4 | 9,678 | 15.5 |
| Housing loans | 15,830 | 23.2 | 14,789 | 23.6 | 14,488 | 23.1 |
| Other | 3,813 | 5.6 | 3,188 | 5.1 | 2,923 | 4.7 |
| Total gross customer loans | 68,249 | 100.0 | 62,581 | 100.0 | 62,637 | 100.0 |

## Deposits

Total deposits as at 30 September 2004 amounted to $\$ 100,501$ million, representing an increase of $13.3 \%$ and $19.4 \%$ over the $\$ 88,702$ million as at 31 December 2003 and the $\$ 84,189$ million as at 30 September 2003 respectively. The growth over the two periods came from both the bankers' deposits and customer deposits.

As at 30 September 2004, customer deposits accounted for $77.0 \%$ of total deposits.

| Deposits Analysed by Product Group | 30-Sep-04 |  | 31-Dec-03 |  | 30-Sep-03 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \% | \$ million | \% | \$ million | \% |
| Bankers' deposits | 23,128 | 23.0 | 18,839 | 21.2 | 18,097 | 21.5 |
| Customer deposits |  |  |  |  |  |  |
| Fixed rate deposits | 50,222 | 50.0 | 45,801 | 51.7 | 42,495 | 50.5 |
| Savings and other deposits | 27,151 | 27.0 | 24,062 | 27.1 | 23,597 | 28.0 |
|  | 77,373 | 77.0 | 69,863 | 78.8 | 66,092 | 78.5 |
| Total deposits | 100,501 | 100.0 | 88,702 | 100.0 | 84,189 | 100.0 |

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## V) Overview of Balance Sheet

## Loans / Deposits Ratio *

Loans-to-deposits ratio of $83.3 \%$ as at 30 September 2004 was $1.6 \%$ points and $6.3 \%$ points lower than the ratios of $84.9 \%$ as at 31 December 2003 and $89.6 \%$ as at 30 September 2003 respectively.


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


## Goodwill

The increase in goodwill to $\$ 3,800$ million as at 30 September 2004 from $\$ 3,466$ million as at 31 December 2003 was primarily due to the acquisition of BOA.

Balance at 1 January
Goodwill arising from the acquisition of BOA
Goodwill arising from the purchase of UOB Radanasin's rights issue Net deferred tax liability on fair values of assets and liabilities of OUT acquired in 2002 and adjusted in 2003

Goodwill written off / amortised
Balance at end of financial period

| 30-Sep-04 | 31-Dec-03 | 30-Sep-03 |
| :---: | :---: | :---: |
| \$ million | \$ million | \$ million |
| 3,466 | 3,666 | 3,666 |
| 12 |  |  |
| - | 2 | 2 |
| $\begin{gathered} 3,955 \\ (155) \end{gathered}$ | $\begin{gathered} 3,668 \\ (202) \end{gathered}$ | $\begin{array}{r} 3,668 \\ (152) \end{array}$ |
| 3,800 | 3,466 | 3,516 |

## Debts Issued

(a) Subordinated Notes
(i) $\mathrm{S} \$ 1.3$ billion $4.95 \%$ Subordinated Notes due 2016 callable with step-up in 2011, at cost
(ii) US\$1 billion 4.50\% Subordinated Notes due 2013, at cost adjusted for discount
$\frac{\text { 30-Sep-04 }}{\$ \text { million }} \frac{31-\text { Dec-03 }}{\$ \text { million }} \frac{30-\text { Sep-03 }}{\$ \text { million }}$
(iii) S $\$ 1$ billion $4.100 \%$ Subordinated Notes due 2019 callable with step-up in 2014, at cost adjusted for discount

998
(iv) US\$1 billion 5.375\% Subordinated Notes due 2019 callable with step-up in 2014, at cost adjusted for discount
(v) THB 2 billion Subordinated Debentures due 2008, at cost

$$
1,689
$$

$\frac{\mathbf{8 2}}{\mathbf{5 , 7 5 9}} \frac{-}{3,000} \frac{-}{3,029}$
Unamortised expenses incurred in connection with the issue of the subordinated notes

| $\frac{(14)}{5,744}$ |
| :---: |

## v) Overview of Balance Sheet

## Debts Issued (cont'd)

(b) Asset Backed Commercial Paper ("ABCP"), at cost adjusted for discount
S\$ ABCP

US\$ ABCP
(c) Other

Total debts issued

| 30-Sep-04 | 31-Dec-03 | 30-Sep-03 |
| :---: | :---: | :---: |
| \$ million | \$ million | \$ million |
| 771 | 679 | 703 |
| 201 | 174 | 206 |
| 972 | 852 | 909 |
| 526 | 353 | 303 |
| 7,243 | 4,196 | 4,231 |

(a) (i) The S $\$ 1.3$ billion $4.95 \%$ subordinated notes were issued by the Bank at par on 30 August 2001 and mature on 30 September 2016. The 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 in the tax laws of Singapore, subject to the prior approval of the Monetary Authority of Singapore and certain other conditions. Interest is payable semiannually at $4.95 \%$ per annum up to and including 29 September 2011. From and including 30 September 2011, interest is payable semi-annually 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.
(ii) The US $\$ 1$ billion $4.50 \%$ subordinated notes were issued by the Bank at $99.96 \%$ on 30 June 2003 and mature on 2 July 2013. The notes may be redeemed at par at the option of the Bank, in whole, on notice, in the event of certain changes in the tax laws of Singapore, subject to the approval of the Monetary Authority of Singapore and certain other conditions. Interest is payable semi-annually at $4.50 \%$ per annum beginning 2 January 2004.
(iii) The $\mathrm{S} \$ 1$ billion $4.100 \%$ subordinated notes were issued by the Bank at $99.755 \%$ on 24 August 2004 and mature on 3 September 2019. The notes may be redeemed at par at the option of the Bank, in whole but not in part, on 3 September 2014 or at any interest payment date in the event of certain changes in the tax laws of Singapore, subject to the prior approval of the Monetary Authority of Singapore and certain other conditions. Interest is payable semiannually at $4.100 \%$ per annum beginning 3 March 2005. From and including 3 September 2014, interest is payable semi-annually at a fixed rate equal to the five-year Singapore Dollar Interest Rate Swap (Offer Rate) as at 3 September 2014 plus $1.680 \%$ per annum.
(iv) The US $\$ 1$ billion $5.375 \%$ subordinated notes were issued by the Bank at $99.929 \%$ on 24 August 2004 and mature on 3 September 2019. The notes may be redeemed at par at the option of the Bank, in whole but not in part, on 3 September 2014 or at any interest payment date in the event of certain changes in the tax laws of Singapore, subject to the prior approval of the Monetary Authority of Singapore and certain other conditions. Interest is payable semiannually at $5.375 \%$ per annum beginning 3 March 2005. From and including 3 September 2014, interest is payable semi-annually at a floating rate equal to the six-month LIBOR as at 3 September 2014 plus $1.666 \%$ per annum.

The Bank has entered into interest rate swaps to manage the interest rate risk arising from the above S\$ and US\$ notes.
All the above S\$ and US\$ notes are unsecured subordinated obligations of the Bank and have been approved by the Monetary Authority of Singapore as qualifying for Upper Tier II capital. They rank equally with all present and future Upper Tier II unsecured subordinated indebtedness of the Bank and rank senior to all ordinary and preference shares of the Bank. At the balance sheet date, all outstanding liabilities of the Bank rank senior to these notes.
(v) The THB 2 billion subordinated debentures were issued by BOA at par on 15 August 2001 and mature on 15 August 2008. The debentures carry a floating rate calculated based on the average of the deposit rate of one year of four major banks in Thailand and BOA, plus $2.50 \%$ per annum with a minimum guaranteed rate of $6.50 \%$ per annum.

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## v) Overview of Balance Sheet

## Debts Issued (cont'd)

(b) The ABCP were issued in relation to a $\$ 1$ billion ABCP programme carried out by Archer 1 Limited, a special purpose entity ("SPE"). The ABCP 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.

Interest rates of the S\$ ABCP and US\$ ABCP as at 30 September 2004 range from 1.15\% to 1.6\% (31 December 2003: $1.1 \%$ to $1.25 \%$ ) per annum and $1.7 \%$ to $2.0 \%$ (31 December 2003: $1.2 \%$ to $1.25 \%$ ) per annum respectively.

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

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

## Shareholders' Funds

Shareholders' funds as at 30 September 2004 were $\$ 13,566$ million, representing an increase of $2.1 \%$ and $5.0 \%$ over the $\$ 13,282$ million as at 31 December 2003 and the $\$ 12,924$ million as at 30 September 2003 respectively. The increase over both periods was mainly from retained profits.

Unrealised revaluation surplus on properties and investment securities amounted to $\$ 1,547$ million as at 30 September 2004. The revaluation surplus was not incorporated into the financial statements.

|  | 30-Sep-04 | 31-Dec-03 | 30-Sep-03 |
| :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million |
| Shareholders' funds | 13,566 | 13,282 | 12,924 |
| Add: Revaluation surplus * | 1,547 | 1,464 | 1,368 |
| Shareholders' funds including revaluation surplus | 15,113 | 14,746 | 14,292 |
| Net asset value (NAV) per share (\$) | 8.63 | 8.45 | 8.22 |
| Revaluation surplus per share (\$) | 0.98 | 0.93 | 0.87 |
| Revalued NAV per share (\$) | 9.61 | 9.38 | 9.09 |

* Refers to revaluation surplus on properties and investment securities which was not incorporated into the financial statements.


## 冊 UNITED OVERSEAS BANK GROUP

## VI) Capital Adequacy Ratio

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

The Group's total Capital Adequacy Ratio ("CAR") is computed under the revised capital framework for Singaporeincorporated banks issued by the Monetary Authority of Singapore ("MAS") with effect from 30 June 2004. The comparative figures as at 31 December 2003 and 30 September 2003 have been restated to conform with the revised framework accordingly.

As at 30 September 2004, the Group's total CAR was $16.1 \%$, which was $6.1 \%$ points higher than the minimum total CAR of $10 \%$ set by MAS. Compared to the total CAR of $15.2 \%$ as at 31 December 2003 and $15.0 \%$ as at 30 September 2003, it had increased $0.9 \%$ point and $1.1 \%$ points respectively. The increase was mainly attributable to the issue of US $\$ 1$ billion $5.375 \%$ and S\$1 billion $4.100 \%$ Subordinated Notes in August 2004, partly offset by the increase in the risk-weighted assets due primarily to the consolidation of BOA's financials and higher holdings in investment securities.


## VII) Exposure by Country of Operations

The Group's total direct net exposure to the countries outside Singapore where it has a presence amounted to $\$ 46.5$ billion or $36.7 \%$ of Group total assets as at 30 September 2004. This represents an increase of $25.1 \%$ over the $\$ 37.1$ billion as at 31 December 2003, attributed mainly to the acquisition of BOA.

Exposure to the Five Regional Countries, Greater China and Other Countries outside Singapore

|  | Loans to NonBank | Balances due from |  | Investments | Total | Less: Loans to Investments in Subsidiaries \& Branches | Net Exposure |  | Contingent Liabilities |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Government | Bank |  |  |  | Total | \% of Group Total Assets |  |
| Malaysia |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 7,334 | 3,360 | 4,979 | 819 | 16,492 | 2,412 | 14,080 | 11.1 | 1,046 |
| 31-Dec-03 | 6,624 | 3,353 | 4,307 | 742 | 15,026 | 2,296 | 12,730 | 11.2 | 1,067 |
| 30-Sep-03 | 6,600 | 3,667 | 3,975 | 595 | 14,837 | 2,379 | 12,458 | 11.5 | 1,038 |
| Indonesia |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 477 | 234 | 139 | 263 | 1,113 | 146 | 967 | 0.8 | 140 |
| 31-Dec-03 | 491 | 165 | 48 | 79 | 783 | 50 | 733 | 0.7 | 132 |
| 30-Sep-03 | 448 | 160 | 50 | 54 | 712 | 50 | 662 | 0.6 | 75 |
| $\left\lvert\, \begin{aligned} & \text { Philippines } \\ & \text { 30-Sep-04 } \end{aligned}\right.$ | 224 | 236 | 50 | 2 | 512 | 40 | 472 | 0.4 | 56 |
| 31-Dec-03 | 241 | 221 | 53 | 12 | 527 | 41 | 486 | 0.4 | 60 |
| 30-Sep-03 | 250 | 245 | 69 | 16 | 580 | 59 | 521 | 0.5 | 61 |
| Thailand 30-Sep-04 | 6,330 | 998 | 142 | 1,759 | 9,229 | 1,384 | 7,845 | 6.2 | 939 |
| 31-Dec-03 | 1,642 | 523 | 112 | 244 | 2,521 | 156 | 2,365 | 2.1 | 332 |
| 30-Sep-03 | 1,651 | 908 | 159 | 244 | 2,962 | 205 | 2,757 | 2.6 | 295 |
| $\begin{array}{\|l} \text { South Korea } \\ 30-S e p-04 \end{array}$ | 38 | 900 | 1,289 | 218 | 2,445 | - | 2,445 | 1.9 | 180 |
| 31-Dec-03 | 41 | 596 | 825 | 209 | 1,671 | - | 1,671 | 1.5 | 173 |
| 30-Sep-03 | 50 | 561 | 1,095 | 178 | 1,884 | - | 1,884 | 1.7 | 55 |
| Total Regional |  |  |  |  |  |  |  |  |  |
| Countries |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 14,403 | 5,728 | 6,599 | 3,061 | 29,791 | 3,982 | 25,809 | 20.4 | 2,361 |
| 31-Dec-03 | 9,039 | 4,858 | 5,345 | 1,286 | 20,528 | 2,543 | 17,985 | 15.9 | 1,764 |
| 30-Sep-03 | 8,999 | 5,541 | 5,348 | 1,087 | 20,975 | 2,693 | 18,282 | 16.9 | 1,524 |
| Greater China |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 1,944 | 1,091 | 7,838 | 424 | 11,297 | 4,295 | 7,002 | 5.5 | 628 |
| 31-Dec-03 | 1,968 | 1,038 | 5,943 | 352 | 9,301 | 3,340 | 5,961 | 5.2 | 639 |
| 30-Sep-03 | 2,107 | 416 | 4,875 | 319 | 7,717 | 2,565 | 5,152 | 4.8 | 461 |
| Other OECD |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 5,136 | 1,271 | 5,400 | 2,283 | 14,090 | 685 | 13,405 | 10.6 | 895 |
| 31-Dec-03 | 5,494 | 3,059 | 5,355 | 1,129 | 15,037 | 2,076 | 12,961 | 11.4 | 911 |
| 30-Sep-03 | 5,239 | 810 | 3,521 | 859 | 10,429 | 985 | 9,444 | 8.7 | 900 |
| Other |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 193 | 18 | 146 | - | 357 | 108 | 249 | 0.2 | 49 |
| 31-Dec-03 | 166 | 17 | 53 | 1 | 237 | 12 | 225 | 0.2 | 65 |
| 30-Sep-03 | 164 | 14 | 42 | 1 | 221 | 9 | 212 | 0.2 | 44 |
| Grand Total |  |  |  |  |  |  |  |  |  |
| 30-Sep-04 | 21,676 | 8,108 | 19,983 | 5,768 | 55,535 | 9,070 | 46,465 | 36.7 | 3,933 |
| 31-Dec-03 | 16,667 | 8,972 | 16,696 | 2,768 | 45,103 | 7,971 | 37,132 | 32.7 | 3,379 |
| 30-Sep-03 | 16,509 | 6,781 | 13,786 | 2,266 | 39,342 | 6,252 | 33,090 | 30.6 | 2,929 |

## 龶 UNITED OVERSEAS BANK GROUP

## 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 $\$ 14.1$ billion or $11.1 \%$ of Group total assets，followed by Thailand at $\$ 7.8$ billion and USA at $\$ 3.9$ billion．

Top Three Direct Net Exposure by Country of Operations


ロ30．9．03 ■31．12．03
ロ30．9．04

## UNAUDITED CONSOLIDATED BALANCE SHEET

|  | 30-Sep-04 | 30-Jun-04 | 31-Dec-03 | 30-Sep-03 |
| :---: | :---: | :---: | :---: | :---: |
| $\$$ million | $\$$ million | $\$$ million | $\$$ million |  |

Share Capital and Reserves

Share capital
Capital reserves
Statutory reserves
Revenue reserves
Share of reserves of associates
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
Debts issued
Total liabilities

Total shareholders' funds and liabilities

## Assets

Cash, balances and placements with central banks
Singapore Government treasury bills and securities
Other government treasury bills and 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

| 1,573 | 1,572 | 1,572 | 1,572 |
| :---: | :---: | :---: | :---: |
| 4,215 | 4,221 | 4,242 | 4,265 |
| 2,860 | 2,860 | 2,860 | 2,801 |
| 4,793 | 4,671 | 4,465 | 4,149 |
| 126 | 126 | 143 | 136 |
| 13,566 | 13,450 | 13,282 | 12,924 |
| 237 | 169 | 155 | 151 |


| 77,373 | 71,631 | 69,863 | 66,092 |
| :---: | :---: | :---: | :---: |
| 23,128 | 21,959 | 18,839 | 18,097 |
| 100,501 | 93,590 | 88,702 | 84,189 |
| 324 | 158 | 164 | 187 |
| 4,695 | 5,066 | 6,947 | 6,336 |
| 7,243 | 4,372 | 4,196 | 4,231 |
| 112,763 | 103,186 | 100,009 | 94,943 |
| 126,566 | 116,805 | 113,446 | 108,017 |


| $\mathbf{9 , 0 6 2}$ | 10,527 | 9,085 | 7,516 |
| ---: | ---: | ---: | ---: |
| $\mathbf{6 , 2 5 7}$ | 6,787 | 6,311 | 5,954 |
| $\mathbf{2 , 2 4 8}$ | 1,721 | 1,352 | 1,800 |
| $\mathbf{5 8 8}$ | 575 | 525 | 473 |
| $\mathbf{2 4 , 1 1 2}$ | 19,442 | 20,072 | 17,022 |
|  |  |  |  |
| $\mathbf{6 4 , 4 8 9}$ | 59,895 | 59,297 | 59,248 |
| $\mathbf{3 , 9 5 8}$ | 3,923 | 4,752 | 4,186 |
| $\mathbf{8 , 4 9 8}$ | 7,210 | 5,423 | 5,264 |
| $\mathbf{1 , 6 8 9}$ | 1,600 | 1,397 | 1,270 |
| $\mathbf{1 , 8 6 5}$ | 1,747 | 1,768 | 1,769 |
| $\mathbf{3 , 8 0 0}$ | 3,378 | 3,466 | 3,516 |
| $\mathbf{1 2 6 , 5 6 6}$ | 116,805 | 113,446 |  |
| ${ } &{ } &{108,017} \\ {\hline \hline}$ |  |  |  |

## 冊 UNITED OVERSEAS BANK GROUP

## UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

|  | Share Capital | Capital <br> Reserves | Statutory <br> Reserves | Revenue Reserves | Share of Reserves of Associates | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million | \$ million |
| Balance at 1 January 2004 | 1,572 | 4,242 | 2,860 | 4,465 | 143 | 13,282 |
| Net profit attributable to members | - | - | - | 1,076 | - | 1,076 |
| Differences arising from currency translation of financial statements of foreign branches, subsidiaries and associates | - | (32) | - | - | - | (32) |
| Group's share of reserves of associates | - | - | - | - | (16) | (16) |
| Other adjustments | - | 2 | - | 1 | (1) | 2 |
| Total recognised gains / (losses) for the financial period | - | (31) | - | 1,077 | (18) | 1,029 |
| Net transfer to revenue reserves | - | (5) | - | 5 | - | - |
| Dividends | - | - | - | (755) | - | (755) |
| Issue of shares to option holders who exercised their rights | 1 | 9 | - | - | - | 10 |
| Balance at 30 September 2004 | 1,573 | 4,215 | 2,860 | 4,793 | 126 | 13,566 |
| Balance at 1 January 2003 | 1,572 | 4,257 | 2,758 | 3,893 | 134 | 12,613 |
| Net profit attributable to members | - | - | - | 836 | - | 836 |
| Differences arising from currency translation of financial statements of foreign branches, subsidiaries and associates | - | 23 | - | - | - | 23 |
| Group's share of reserves of associates | - | - | - | - | 3 | 3 |
| Other adjustments | - | - | - | 0 * | - | $0{ }^{*}$ |
| Total recognised gains for the financial period | - | 23 | - | 836 | 3 | 862 |
| Net transfer from revenue reserves | - | (15) | 44 | (29) | - | - |
| Dividends | - | - | - | (552) | - | (552) |
| Issue of shares to option holders who exercised their rights | 0 * | $0 *$ | - | - | - | 0 * |
| Balance at 30 September 2003 | 1,572 | 4,265 | 2,801 | 4,149 | 136 | 12,924 |

* Less than \$500,000.


## +\#\# UNITED OVERSEAS BANK GROUP

## UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

|  | Share Capital | Capital Reserves | Statutory Reserves | Revenue <br> Reserves | Share of Reserves of Associates | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million | \$ million |
| Balance at 1 July 2004 | 1,572 | 4,221 | 2,860 | 4,671 | 126 | 13,450 |
| Net profit attributable to members | - | - | - | 371 | - | 371 |
| Differences arising from currency translation of financial statements of foreign branches, subsidiaries and associates | - | (13) | - | - | - | (13) |
| Group's share of reserves of associates | - | - | - | - | 2 | 2 |
| Other adjustments | - | 2 | - | 2 | (2) | 2 |
| Total recognised gains / (losses) for the financial period | - | (12) | - | 373 | (0) ${ }^{*}$ | 361 |
| Dividends | - | - | - | (252) | - | (252) |
| Issue of shares to option holders who exercised their rights | 1 | 6 | - | - | - | 6 |
| Balance at 30 September 2004 | 1,573 | 4,215 | 2,860 | 4,793 | 126 | 13,566 |
| Balance at 1 July 2003 | 1,572 | 4,281 | 2,801 | 4,059 | 137 | 12,850 |
| Net profit attributable to members | - | - | - | 335 | - | 335 |
| Differences arising from currency translation of financial statements of foreign branches, subsidiaries and associates | - | (16) | - | - | - | (16) |
| Group's share of reserves of associates | - | - | - | - | (1) | (1) |
| Total recognised gains / (losses) for the financial period | - | (16) | - | 335 | (1) | 318 |
| Dividends | - | - | - | (245) | - | (245) |
| Issue of shares to option holders who exercised their rights | 0 * | 0 * | - | - | - | 0 * |
| Balance at 30 September 2003 | 1,572 | 4,265 | 2,801 | 4,149 | 136 | 12,924 |

[^4]
## 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 treasury bills and securities not qualifying as cash and cash equivalents
Other assets
Cash generated from / (used in) operations
Income taxes paid
Net cash provided by I (used in) 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 / acquisition of minority interests of subsidiaries
Net cash flow on acquisition 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 I (decrease) 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)

| 9 Months 2004 | 9 Months 2003 | 3rd Quarter 2004 | 3rd Quarter 2003 |
| :---: | :---: | :---: | :---: |
| \$ million | \$ million | \$ million | \$ million |

$\begin{array}{llll}1,408 & 1,112 & 486 & 427\end{array}$
$\begin{array}{llll}0 & 80 & 32 & 27\end{array}$
$155 \quad 152 \quad 55$
(123) $\frac{(62)}{1,282} \frac{(47)}{526} \frac{(32)}{472}$

| $\mathbf{5 , 9 5 3}$ | $(3,032)$ | $\mathbf{1 , 0 6 5}$ | $(1,380)$ |
| ---: | ---: | ---: | ---: |
| $\mathbf{8 2}$ | 23 | $\mathbf{8 8}$ | 8 |
| $\mathbf{( 2 , 3 3 8 )}$ | 1,245 | $\mathbf{( 4 5 8 )}$ | 1,573 |
| $\mathbf{( 6 3 )}$ | 151 | $\mathbf{( 1 3 )}$ | $(58)$ |
| $\mathbf{( 3 , 7 7 1 )}$ | 2,404 | $\mathbf{( 4 , 4 0 1 )}$ | 1,954 |
| $\mathbf{( 9 9 1 )}$ | $(364)$ | $\mathbf{( 3 9 3 )}$ | 512 |
|  |  |  |  |
| $\mathbf{2 0}$ | $(55)$ | $\mathbf{1 1}$ | $(26)$ |
| $\mathbf{1 , 5 0 8}$ | $(131)$ | $\mathbf{6 9 1}$ | $(1,034)$ |
| ${ } }$ | 1,524 | $\mathbf{( 2 , 8 8 3 )}$ | 2,020 |
| $\mathbf{( 3 1 5 )}$ | $(302)$ | $\mathbf{( 1 1 9 )}$ | $(128)$ |
| ${ } }$ | 1,222 | $\mathbf{( 3 , 0 0 3 )}$ | 1,892 |

$(2,877)$

| $(1,295)$ |  |
| ---: | ---: |
| 31 |  |
| $(54)$ |  |
| $(4)$ |  |
| - |  |
| $(1,323)$ | $\mathbf{( 8 8 6 )}$ |
| $\mathbf{1}$ |  |
| $\mathbf{( 1 1 )}$ |  |
| $\mathbf{( 4 9 )}$ |  |
| $\mathbf{( 3 8 )}$ |  |
| $\mathbf{( 9 8 2 )}$ |  |



## Note A:

Cash, balances and placements with central banks
Singapore Government treasury bills and securities
Other government treasury bills and securities, less non-cash equivalents of $\$ 365$ million (30 September 2003: $\$ 778$ million)
Cash and cash equivalents at end of the financial period

| 9,062 | 7,516 | 9,062 | 7,516 |
| :---: | :---: | :---: | :---: |
| 6,257 | 5,954 | 6,257 | 5,954 |
| 1,883 | 1,022 | 1,883 | 1,022 |
| 17,202 | 14,492 | 17,202 | 14,492 |

[^5]
[^0]:    @ Loans refer to net customer loans while Deposits refer to customer deposits.
    ^Excluding debt securities.

    * Refers to revaluation surplus on properties and investment securities which was not incorporated into the financial statements.

[^1]:    NM denotes "Not Meaningful".

[^2]:    * Average interest margin represents net interest income as a percentage of average interest bearing assets.

[^3]:    * Less than \$500,000

[^4]:    * Less than \$500,000.

[^5]:    * Less than \$500,000.

