# UOB Group <br> Full Year／Fourth Quarter 2005 Results Briefing 

## FINANCIAL HIGHLIGHTS

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## Agenda



## Review of Financial Performance

2

## Business \& Geographical Segments

3 Loans, Deposits \& Asset Quality

4
Capital Management

## Profit Growth of 17.7\% Achieved in 2005

|  | $\begin{array}{r} 2005 \\ \$ m \end{array}$ | $\begin{array}{r} 2004 \\ \$ \mathrm{~m} \end{array}$ | Incr I (Decr) |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | \$m | \% |
| Net Interest Income | 2,348 | 2,155 | 193 | 8.9 |
| Non-Interest Income | 1,414 | 1,104 | 310 | 28.1 |
| Total Income | 3,761 | 3,259 | 502 | 15.4 |
| Less : Operating Expenses | 1,424 | 1,227 | 197 | 16.1 |
| Operating Profit * | 2,337 | 2,032 | 305 | 15.0 |
| Less : Intangible Assets Amortised / Impaired Other Impairment Charges | $\begin{array}{r} 60 \\ 174 \end{array}$ | $\begin{aligned} & 214 \\ & 209 \end{aligned}$ | $\begin{array}{r} (154) \\ (35) \end{array}$ | $\begin{aligned} & (71.9) \\ & (16.9) \end{aligned}$ |
| Add : Share of Profit of Associates | 100 | 307 | (207) | (67.5) |
| Less : Tax \& Minority Interests | 495 | 465 | 30 | 6.3 |
| Net Profit after Tax | 1,709 | 1,452 | 257 | 17.7 |

* Before amortisation and impairment charges


## Higher Operating Profit in 4Q05

|  | $\begin{array}{r} 4 \mathrm{Q} 05 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 3 \mathrm{Q} 05 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} +\quad \text { (-) } \\ \% \end{array}$ | $\begin{array}{r} 4 \mathrm{Q} 04 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} +I(-) \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Interest Income | 614 | 578 | 6.2 | 562 | 9.1 |
| Non－Interest Income | 414 | 350 | 18.4 | 298 | 39.1 |
| Total Income | 1，028 | 927 | 10.8 | 860 | 19.5 |
| Less ：Operating Expenses | 404 | 353 | 14.4 | 364 | 11.0 |
| Operating Profit＊ | 623 | 574 | 8.6 | 496 | 25.7 |
| Less ：Intangible Assets Amortised／Impaired Other Impairment Charges | 2 74 | 19 | $\begin{array}{r} \mathrm{nm} \\ 280.9 \end{array}$ | 59 113 | $\begin{aligned} & (96.5) \\ & (34.8) \end{aligned}$ |
| Add ：Share of Profit of Associates | 23 | 31 | （24．2） | 184 | （87．4） |
| Less ：Tax \＆Minority Interests | 139 | 122 | 13.5 | 133 | 4.6 |
| Net Profit after Tax | 432 | 463 | （6．7） | 376 | 15.0 |

[^0]
## Higher Net Interest Income and Loan Margin

| Net Interest Income and Margin |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3．12\％ | $3.13 \%$ | 3．01\％ | 3．18\％ | 2．99\％ | 3．12\％ | 3.21\% | 3．08\％ | 3．24\％ |
| 2.22\% | 2.25\% | 2．10\％ | 1．99\％ | 2．05\％ | 2．06\％ | 1．97\％ | 1．93\％ | 1．96\％ |
| 2，128 | 2，071 | 2，155 | 2，348 |  |  |  |  |  |
| 2002 | 2003 | 2004 | 2005 | 4Q04 | 1Q05 | 2Q05 | 3Q05 | 4Q05 |
| Net Interest Income（\＄m） |  |  | －－Average Interest Margin（\％） |  |  | $\checkmark$ Loan Margin（\％）＊ |  |  |

## Non－Interest Income Up 28．1\％against 2004

Non－Interest Income（Non－NII）and Non－NII Ratio


## Stable Operating Expenses

Operating Expenses and Expense／Income Ratio



## Individual Impairment Charges on Loans

Individual Impairment on Loans Charged to Profit \＆Loss Account


Individual Impairment Charges on Loans（\＄m）


ـ Individual Impairment Charges on Loans I Gross Customer Loans（basis points）＊

## Profit Contribution by Business Segment

## Business Segment

| Segment Pre-tax Profit * | $\begin{array}{r} 2005 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 2004 \\ \text { \$m } \end{array}$ | $\begin{gathered} \text { Incr/(Decr) } \\ \% \end{gathered}$ | 2005 <br> Institutional : 47\% <br> Individual : 25 \% <br> Other : 9 \% <br> Asset <br> Management : 5 \% <br> Global Treasury : <br> 14 \% <br> 2004 <br> Global Treasury : 12 \% |
| :---: | :---: | :---: | :---: | :---: |
| Individual Financial Services | 548 | 503 | 8.9 |  |
| Institutional Financial Services | 1,034 | 791 | 30.7 |  |
| Global Treasury | 308 | 226 | 36.3 |  |
| Asset Management | 125 | 141 | (11.3) |  |
| Other | 196 | 214 | (8.4) |  |
| Total | 2,211 | 1,875 | 17.9 |  |
| * Before unallocated expenses, amortisation / impairment of intangible assets, and share of profit of associates |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

## Higher Operating Profit Contribution From Overseas Operations

## Geographical Segment

| Operating Profit＊ | $\begin{array}{r} 2005 \\ \$ \mathrm{~m} \end{array}$ | $\begin{array}{r} 2004 \\ \$ \mathrm{~m} \end{array}$ | $\begin{gathered} \text { IncrI(Decr) } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Singapore（including ACU） | 1，706 | 1，522 | 12.1 |
| Other ASEAN countries | 409 | 317 | 29.0 |
| Other Asia－Pacific countries | 88 | 102 | （13．7） |
| Rest of the world | 134 | 91 | 47.3 |
| Operating Profit | 2，337 | 2，032 | 15.0 |

[^1]

IIII 大 倳 誏 打
III united overseas bank

## Measured Growth in Loans and Deposits

Customer Loans，Deposits and L／D Ratio


```
Net Customer Loans *($b) }\square\mathrm{ Customer Deposits ($b)
Loans I Deposits (LID) Ratio (%)
```


## Decrease in NPLs across Major Countries

| Group: <br> NPLs $(\$ \mathrm{~m})$ | 5,484 | 4,728 | 4,563 | 4,290 | 3,931 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| NPL Ratio | $8.0 \%$ | $6.9 \%$ | $6.7 \%$ | $6.2 \%$ | $5.6 \%$ |



| $\square$ Singapore $\quad \square$ Malaysia $\quad \square$ Thailand $\quad \square$ Other |
| :--- | :--- | :--- | :--- |

## Impairment Coverage Remains Strong

| Total <br> Impairment <br> $(\$ m)$ | 3,724 | 3,267 | 3,110 | 2,946 | 2,714 |
| :---: | :---: | :---: | :---: | :---: | :---: |



## Strong Capital Position

## Capital Adequacy Ratios (CAR)



## Higher Dividends

| $\square$ Dividend in Specie |  |  |  | 28.5 cts |
| :---: | :---: | :---: | :---: | :---: |
| $\square$ Final | 18.8 cts | 40 cts | 40 cts | 40 cts |
| ■ Interim | 25 cts |  |  |  |
|  | 15 cts | 20 cts | 20 cts | 20 cts |
|  | 2002 | 2003 | 2004 | 2005 |
| Dividend in Specie | \$230m | - | - | \$351m |
| Cash Dividend | \$490m | \$748m | \$744m | \$738m |
| Share Buy-back | - | - | \$500m | - |
| Total Utilization of Profit | \$720m | \$748m | \$1,244m | \$1,089m |
| \% to NPAT | 72\% | 62\% | 86\% | 64\% |

## In Summary ...

- Net profit grew 17.7\% to reach \$1,709 million in 2005
- ROE increased to 12.9\% in 2005 from 12.4\% in 2004
- Expense-to-income ratio is under control at $37.9 \%$ in 2005
- NPL ratio improved to 5.6\% in 2005 from 8.0\% in 2004
- Dividend payout is 88.5 cents per share


[^0]:    ＊Before amortisation and impairment charges

[^1]:    ＊Before amortisation and impairment charges

