# + H| <br> <br> United Overseas Bank Limited 

 <br> <br> United Overseas Bank Limited}

Incorporated in the Republic of Singapore Company Registration Number: 193500026Z

# GROUP FINANCIAL PERFORMANCE FOR THE NINE MONTHS / THIRD QUARTER 2005 

28 OCTOBER 2005
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Note:

- The financial statements are presented in Singapore dollars.
- 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.


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## I) Highlights and Performance Indicators

|  | $\begin{array}{\|\|l\|l} \hline 9 \text { Months } \\ 2005 \end{array}$ | $\begin{aligned} & 9 \text { Months } \\ & 2004 \end{aligned}$ | $\begin{gathered} \hline \hline 9 \text { Mths } 051 \\ 9 \text { Mths } 04 \\ \% \\ \hline \end{gathered}$ | 3rd Quarter 2005 | $\begin{gathered} \text { 2nd } \\ \text { Quarter } \\ 2005 \end{gathered}$ | 3rd Quarter 2004 | $\begin{gathered} \hline \hline \text { 3Q05 / } \\ \text { 3Q04 } \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| - Key Indicators |  |  |  |  |  |  |  |
| Net interest income (NII) (\$'m) | 1,734 | 1,593 | + 8.9 | 578 | 574 | 537 | + 7.6 |
| Non-interest income (Non NII) (\$'m) | 1,000 | 806 | + 24.0 | 350 | 334 | 270 | + 29.3 |
| Total income (\$'m) | 2,734 | 2,399 | $+14.0$ | 927 | 908 | 807 | + 14.9 |
| Total expenses (\$'m) <br> Operating profit before goodwill and other impairment (\$'m) | 1,020 | 863 | + 18.2 | 353 | 347 | 315 | + 12.3 |
|  | 1,714 | 1,536 | + 11.6 | 574 | 560 | 493 | + 16.5 |
| * Net profit after tax <br> - Including goodwill impairment (\$'m) <br> - Excluding goodwill impairment (\$'m) | $\begin{aligned} & 1,277 \\ & 1,335 \end{aligned}$ | $\begin{aligned} & 1,076 \\ & 1,231 \end{aligned}$ | $\begin{array}{rr} + & 18.7 \\ + & 8.5 \end{array}$ | $\begin{aligned} & 463 \\ & 463 \end{aligned}$ | $\begin{aligned} & 409 \\ & 465 \end{aligned}$ | $\begin{aligned} & 371 \\ & 426 \end{aligned}$ | $\begin{array}{cc} + & 24.6 \\ + & 8.6 \end{array}$ |
| * Income mix: |  |  |  |  |  |  |  |
| - NII / Total income (\%) - Non NII / Total income (\%) | $\begin{aligned} & \hline 63.4 \\ & 36.6 \end{aligned}$ | $\begin{aligned} & 66.4 \\ & 33.6 \end{aligned}$ | $\begin{array}{r} \hline-3.0 \% \mathrm{pt} \\ +\quad 3.0 \% \mathrm{pt} \end{array}$ | $\begin{aligned} & \hline 62.3 \\ & 37.7 \\ & \hline \end{aligned}$ | $\begin{aligned} & 63.2 \\ & 36.8 \end{aligned}$ | $\begin{aligned} & 66.5 \\ & 33.5 \end{aligned}$ | $\begin{aligned} & \hline- 4.2 \% \mathrm{pt} \\ &+ 4.2 \% \mathrm{pt} \\ & \hline \end{aligned}$ |
|  | 100.0 | 100.0 | - | 100.0 | 100.0 | 100.0 | - |
| * Profit contribution (before tax and goodwill impairment): |  |  |  |  |  |  |  |
| - Onshore (including ACU) (\%) | 76.6 | 79.3 | - 2.7 \% pt | 77.3 | 74.2 | 76.9 | + 0.4 \% pt |
| - Offshore (\%) | 23.4 | 20.7 | + 2.7 \% pt | 22.7 | 25.8 | 23.1 | - 0.4 \% pt |
|  | 100.0 | 100.0 | - | 100.0 | 100.0 | 100.0 | - |
| * Annualised return on average shareholders' equity <br> - Including goodwill impairment (\%) <br> - Excluding goodwill impairment (\%) | 12.5 | 10.7 12.2 | $\begin{aligned} & +1.8 \% \mathrm{pt} \\ & +0.9 \% \mathrm{pt} \end{aligned}$ | 13.7 13.7 | 12.0 13.6 | 11.0 12.7 | $\begin{aligned} & +2.7 \% \mathrm{pt} \\ & +1.0 \% \mathrm{pt} \end{aligned}$ |
| * Annualised basic earnings per share <br> - Including goodwill impairment (\$) <br> - Excluding goodwill impairment (\$) | 110.8 | 91.3 104.4 | $\begin{aligned} & +\quad 21.4 \\ & +\quad 10.9 \end{aligned}$ | 120.4 120.4 | 106.4 121.0 | 94.5 108.4 | $\begin{array}{r} + \\ +\quad 27.4 \\ +\quad 11.1 \end{array}$ |
| * Annualised return on average assets <br> - Including goodwill impairment (\%) <br> - Excluding goodwill impairment (\%) | 1.25 1.31 | 1.20 1.37 | $\begin{aligned} & +0.05 \% \mathrm{pt} \\ & -0.06 \% \mathrm{pt} \end{aligned}$ | 1.35 1.35 | 1.21 1.38 | 1.20 1.37 | $\left\|\begin{array}{l} +0.15 \% \mathrm{pt} \\ -0.02 \% \mathrm{pt} \end{array}\right\|$ |
| * Annualised NII / Average interest bearing assets (\%) | 1.99 | 2.11 | - 0.12 \% pt | 1.93 | 1.97 | 2.05 | - 0.12 \% pt |
| * Expense / Income ratio (\%) | 37.3 | 36.0 | + $1.3 \% \mathrm{pt}$ | 38.1 | 38.3 | 39.0 | - 0.9 \% pt |
| * Dividend rates |  |  |  |  |  |  |  |
| - Interim (\%) | 20.0 | 20.0 | - | - | 20.0 | - | - |
| - Special dividend in specie (\%) | 28.5 | - | + 28.5 \% pt | - | 28.5 | - | - |

I) Highlights and Performance Indicators


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## II) Review of Financial Performance

## New / Revised Financial Reporting Standards

The financial statements have been prepared in accordance with Singapore Financial Reporting Standards ("FRS"). The new and revised FRS that are applicable to the Group with effect from 1 January 2005 and that have impact on the Group's financials are as follows:
(a) FRS39 Financial Instruments: Recognition and Measurement
(b) FRS103 Business Combinations / FRS36 Impairment of Assets / FRS38 Intangible Assets
(c) FRS102 Share-based Payment
(d) FRS105 Non-current Assets Held for Sale and Discontinued Operations

FRS39 requires prospective application with the opening balances of the affected financial assets and financial liabilities as at 1 January 2005 to be restated and the resulting changes adjusted to the shareholders' equity. The restated 31 December 2004 balances in this report refer to the adjusted opening balances as at 1 January 2005 and are presented to facilitate comparison with the current period's balances.

Other than the above changes, the accounting policies and computation methods adopted in the financial statements for the first nine months of 2005 are the same as those adopted in the audited financial statements for the financial year ended 31 December 2004.

## Review of Group Performance

## Results

The Group acquired Bank of Asia Public Company Limited and its subsidiaries ("BOA") on 27 July 2004. Accordingly, only two months of BOA's results were included in the Group's profit and loss account for the first nine months / third quarter of 2004.

## 9 Months 2005 versus 9 Months 2004

The Group's net profit after tax ("NPAT") of $\$ 1,277$ million recorded for the first nine months of 2005 ("this year-to-date") was an increase of $\$ 201$ million or $18.7 \%$ over the $\$ 1,076$ million registered in the first nine months of 2004 ("last year-to-date"). The increase was mainly due to higher net interest income, higher fee and commission income, discontinuation of goodwill amortisation, and higher other operating income. These were partly offset by higher operating expenses, write-off of goodwill in respect of United Overseas Bank Philippines, and lower share of profit of associates. Excluding BOA's profit contribution, the Group's NPAT would have shown an increase of $16.2 \%$ over that of last year-to-date.

Total income increased $\$ 335$ million or $14.0 \%$ to $\$ 2,734$ million for this year-to-date from $\$ 2,399$ million for last year-to-date, primarily due to higher net interest income mainly from customer loans, higher fee and commission income mainly from fund management and investment-related activities, and net gain on trading securities, government securities and derivatives as against losses for last year-to-date. BOA contributed $\$ 214$ million to the Group's total income for this year-to-date, mainly on net interest income and fee and commission income. Excluding BOA's income, the Group's total income for this year-to-date would have increased $6.9 \%$ over that of last year-to-date.

## II) Review of Financial Performance

9 Months 2005 versus 9 Months 2004 (cont'd)
The Group's total operating expenses increased $18.2 \%$ to $\$ 1,020$ million for this year-to-date from $\$ 863$ million for last year-to-date attributed mainly to the acquisition of BOA. Staff costs increased $16.1 \%$ to $\$ 484$ million while other operating expenses increased $20.1 \%$ to $\$ 536$ million. Consequently, the expense-toincome ratio of the Group increased to $37.3 \%$ from $36.0 \%$ a year ago. Excluding BOA's operating expenses, the Group's total operating expenses would have shown a lower increase of $5.2 \%$ and the expense-to-income ratio would be lower at 34.8\%.

Total impairment charges increased $\$ 4$ million or $4.3 \%$ to $\$ 100$ million for this year-to-date, mainly due to lower write-back of collective impairment, partially offset by lower impairment charges on investment securities and loans.

Share of pre-tax profit of associates decreased $37.6 \%$ to $\$ 77$ million for this year-to-date compared to the $\$ 123$ million for last year-to-date. The decrease was mainly due to the cessation of equity accounting for United Overseas Land Limited with effect from 1 January 2005 following the divestment exercise.

## 3Q05 versus 3Q04

The Group's NPAT increased 24.6\% to \$463 million in the third quarter of 2005 ("3Q05") from $\$ 371$ million in the third quarter of 2004 ("3Q04"). The increase was mainly due to higher fee and commission income, discontinuation of goodwill amortisation, higher net interest income and higher other operating income. These were partially offset by higher operating expenses and impairment charges in 3Q05.

Total income increased $14.9 \%$ to $\$ 927$ million in $3 Q 05$ from $\$ 807$ million in 3Q04, mainly due to higher fee and commission income largely from investment-related and fund management activities, net gain on trading securities, government securities and derivatives as against losses in 3Q04, and higher net interest income mainly from customer loans.

The Group's total operating expenses increased $12.3 \%$ to $\$ 353$ million in $3 Q 05$ compared to $\$ 315$ million in 3Q04. Staff cost increased $11.0 \%$ to $\$ 169$ million while other operating expenses increased $13.5 \%$ to $\$ 185$ million. Expense-to-income ratio improved to $38.1 \%$ in 3 Q05 from $39.0 \%$ in $3 Q 04$.

Total impairment charges was $\$ 19$ million in $3 Q 05$ as compared to a write-back of $\$ 1$ million in $3 Q 04$, mainly due to the write-back of collective impairment in 3Q04, partially offset by lower impairment charges on loans in 3Q05.

## 3 Q 05 versus 2 Q 05

The Group's NPAT of $\$ 463$ million recorded in $3 Q 05$ was $13.1 \%$ higher than the $\$ 409$ million registered in the second quarter of 2005 ("2Q05"). The increase was mainly due to lower impairment charges on loans, and higher fee and commission income, partially offset by lower dividend income.

The Group's total income increased $2.2 \%$ to $\$ 927$ million in $3 Q 05$ from $\$ 908$ million in $2 Q 05$, while total expenses increased $1.6 \%$ to $\$ 353$ million from $\$ 347$ million in $2 Q 05$. Consequently, expense-to-income ratio improved to $38.1 \%$ in 3 Q 05 from $38.3 \%$ in 2 Q 05 .

Total impairment charges increased $\$ 5$ million or $33.4 \%$ to $\$ 19$ million in $3 Q 05$ from $\$ 14$ million in 2Q05, largely due to the write-back of collective impairment in 2Q05, partially offset by lower impairment charges on loans.

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## II) Review of Financial Performance

## Balance Sheet

The Group's net loans and advances to customers of $\$ 65,739$ million as at 30 September 2005 were 2.4\% higher than the $\$ 64,188$ million as at 31 December 2004 (restated) and $1.9 \%$ higher than the $\$ 64,489$ million as at 30 September 2004. Group non-performing loans ("NPLs") decreased $17.5 \%$ to $\$ 4,290$ million as at 30 September 2005 from $\$ 5,199$ million as at 31 December 2004 (restated). Consequently, Group NPL ratio improved to $6.2 \%$ as at 30 September 2005 from $7.6 \%$ as at 31 December 2004 (restated). Of the total Group NPLs as at 30 September 2005, $\$ 2,432$ million or $56.7 \%$ were secured by collateral, and $\$ 2,769$ million or $64.5 \%$ were in the Substandard category.

Total cumulative impairment of the Group was $\$ 2,946$ million as at 30 September 2005 compared to the $\$ 3,573$ million as at 31 December 2004 (restated). Collective impairment as at 30 September 2005 was $\$ 1,318$ million or $44.7 \%$ of total cumulative impairment. The total cumulative impairment as at 30 September 2005 and 31 December 2004 (restated) provided coverage of $68.7 \%$ against Group NPLs. As at 30 September 2005, unsecured NPLs were $158.6 \%$ covered by total cumulative impairment, compared to the $133.1 \%$ as at 31 December 2004 (restated).

Total assets of the Group as at 30 September 2005 were $\$ 139,792$ million, representing a growth of $3.7 \%$ and $10.5 \%$ over the $\$ 134,776$ million as at 31 December 2004 (restated) and $\$ 126,566$ million as at 30 September 2004 respectively. Shareholders' equity of the Group as at 30 September 2005 was \$13,735 million, representing an increase of $2.1 \%$ and $1.2 \%$ over the $\$ 13,456$ million as at 31 December 2004 (restated) and $\$ 13,566$ million as at 30 September 2004 respectively. This resulted in the increase in the Group's net asset value per share to $\$ 8.93$ as at 30 September 2005, from $\$ 8.76$ as at 31 December 2004 (restated) and $\$ 8.63$ as at 30 September 2004.

As at 30 September 2005, the Group's total Capital Adequacy Ratio ("CAR") of $15.0 \%$ was $5.0 \%$ points above the minimum of $10 \%$ set by Monetary Authority of Singapore. It was $0.5 \%$ point and $1.1 \%$ points lower than the total CAR of $15.5 \%$ as at 31 December 2004 (restated) and $16.1 \%$ as at 30 September 2004 respectively mainly attributed to higher risk-weighted assets.

## II) Review of Financial Performance

## UNAUDITED CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2005

|  | $\begin{gathered} 9 \text { Months } \\ 2005 \\ \hline \$ \text { million } \end{gathered}$ | $\begin{gathered} 9 \text { Months } \\ 2004 \\ \hline \$ \text { million } \end{gathered}$ | $\begin{gathered} 9 \text { Mths } 05 \text { / } \\ 9 \text { Mths } 04 \\ \hline \% \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Interest income | 3,494 | 2,616 | 33.6 |
| Less: Interest expense | 1,760 | 1,023 | 72.1 |
| Net interest income | 1,734 | 1,593 | 8.9 |
| Dividend income | 56 | 38 | 46.4 |
| Fee and commission income | 606 | 502 | 20.8 |
| Rental income | 48 | 49 | (1.2) |
| Other operating income | 290 | 218 | 33.1 |
| Total non-interest income | 1,000 | 806 | 24.0 |
| Income before operating expenses | 2,734 | 2,399 | 14.0 |
| Less: |  |  |  |
| Staff costs | 484 | 417 | 16.1 |
| Other operating expenses | 536 | 446 | 20.1 |
| Total operating expenses | 1,020 | 863 | 18.2 |
| Operating profit before goodwill and other impairment | 1,714 | 1,536 | 11.6 |
| Less: Goodwill written-off / amortised | 58 | 155 | (62.7) |
| Less: Impairment charges | 100 | 96 | 4.3 |
| Operating profit after goodwill and other impairment | 1,556 | 1,285 | 21.1 |
| Share of profit of associates | 77 | 123 | (37.6) |
| Profit before tax | 1,633 | 1,408 | 16.0 |
| Less: Tax | 338 | 320 | 5.6 |
| Profit after tax | 1,295 | 1,088 | 19.0 |
| Less: |  |  |  |
| Net profit attributable to minority interests | 17 | 12 | 44.3 |
| Net profit attributable to members | 1,277 | 1,076 | 18.7 |
| Expense / Income ratio (\%) | 37.3 | 36.0 | 1.3 \% pt |
| Annualised earnings per share (\$) |  |  |  |
| - Basic | 110.8 | 91.3 | 21.4 |
| - Diluted | 110.8 | 91.3 | 21.4 |

## II) Review of Financial Performance

UNAUDITED CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE THIRD QUARTER ENDED 30 SEPTEMBER 2005

|  | 3rd Quarter 2005 | $\begin{gathered} \text { 2nd Quarter } \\ 2005 \\ \hline \end{gathered}$ | $\begin{aligned} & \text { 3Q05 / } \\ & \text { 2Q05 } \end{aligned}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2004 \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q 05 ~ / ~ \\ 3 Q 04 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \% | \$ million | \% |
| Interest income | 1,229 | 1,169 | 5.1 | 937 | 31.2 |
| Less: Interest expense | 651 | 596 | 9.3 | 400 | 62.8 |
| Net interest income | 578 | 574 | 0.7 | 537 | 7.6 |
| Dividend income | 11 | 42 | (73.1) | 10 | 14.3 |
| Fee and commission income | 234 | 186 | 26.1 | 180 | 30.4 |
| Rental income | 16 | 16 | (2.5) | 16 | (3.6) |
| Other operating income | 88 | 90 | (2.0) | 64 | 36.8 |
| Total non-interest income | 350 | 334 | 4.7 | 270 | 29.3 |
| Income before operating expenses | 927 | 908 | 2.2 | 807 | 14.9 |
| Less: |  |  |  |  |  |
| Staff costs | 169 | 163 | 3.7 | 152 | 11.0 |
| Other operating expenses | 185 | 185 | (0.1) | 163 | 13.5 |
| Total operating expenses | 353 | 347 | 1.6 | 315 | 12.3 |
| Operating profit before goodwill and other impairment | 574 | 560 | 2.5 | 493 | 16.5 |
| Less: Goodwill written-off / amortised | - | 56 | (100.0) | 55 | (100.0) |
| Less: Impairment charges | 19 | 14 | 33.4 | (1) | NM |
| Operating profit after goodwill and other impairment | 555 | 489 | 13.3 | 439 | 26.4 |
| Share of profit of associates | 31 | 32 | (5.5) | 47 | (35.2) |
| Profit before tax | 585 | 522 | 12.2 | 486 | 20.4 |
| Less: Tax | 116 | 106 | 9.1 | 108 | 6.6 |
| Profit after tax | 470 | 416 | 13.0 | 377 | 24.4 |
| Less: |  |  |  |  |  |
| Net profit attributable to minority interests | 7 | 7 | 2.3 | 6 | 13.8 |
| Net profit attributable to members | 463 | 409 | 13.1 | 371 | 24.6 |
| Expense / Income ratio (\%) | 38.1 | 38.3 | (0.2)\% pt | 39.0 | (0.9)\% pt |
| Annualised earnings per share (\$) |  |  |  |  |  |
| - Basic | 120.4 | 106.4 | 13.2 | 94.5 | 27.4 |
| - Diluted | 120.4 | 106.4 | 13.2 | 94.5 | 27.4 |

NM denotes "Not Meaningful".

## II) Review of Financial Performance

## Net Interest Income



Net interest income of the Group increased $8.9 \%$ to $\$ 1,734$ million for this year-to-date compared to $\$ 1,593$ million for last year-to-date. The growth was mainly from increased average loan volume contributed by the acquisition of BOA and improved loan yields. These were partially offset by the increase in average cost of funds. Net interest income continued to be the major contributor of total income, accounting for 63.4\% (last year-to-date: 66.4\%) of total income.

Average interest margin was lower at 1.99\% for this year-to-date as compared to $2.11 \%$ a year ago. The decrease was mainly due to higher cost of funds in a rising interest rate environment, coupled with lower contributions from interbank money market activities due to the flat yield curve. These were partially offset by improved loan yields.

In 3 Q05, net interest income increased $7.6 \%$ to $\$ 578$ million from $\$ 537$ million in $3 Q 04$. The increase was mainly from higher average loan volume largely contributed by the acquisition of BOA and improved loan yields, partially offset by the higher average cost of funds. Average interest margin was $1.93 \%$ in 3 Q 05 as compared to $2.05 \%$ in 3 Q 04 mainly due to the narrowing of interest spread.

## Average Interest Rates and Margin

|  | 9 Months 2005 |  |  | 9 Months 2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average Annualised Average |  |  | Average Annualised Average |  |  |
|  | Balance <br> \$ million | Interest <br> \$ million | Rate <br> \% | Balance <br> \$ million | Interest <br> \$ million | Rate <br> \% |
| Customer loans | 63,799 | 3,023 | 4.74 | 60,191 | 2,501 | 4.16 |
| Inter-bank balances / balances with central banks | 34,736 | 1,050 | 3.02 | 26,475 | 482 | 1.82 |
| Securities | 18,245 | 598 | 3.28 | 14,154 | 425 | 3.01 |
| Total interest bearing assets | 116,780 | 4,672 | 4.00 | 100,820 | 3,408 | 3.38 |
| Customer deposits | 81,430 | 1,311 | 1.61 | 73,696 | 851 | 1.16 |
| Inter-bank balances / other | 33,387 | 1,043 | 3.12 | 25,944 | 430 | 1.66 |
| Total interest bearing liabilities | 114,817 | 2,354 | 2.05 | 99,640 | 1,281 | 1.29 |
| Net interest income |  | 2,318 |  |  | 2,127 |  |
| Average interest margin ^ |  |  | 1.99 |  |  | 2.11 |

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

## Net Interest Income (cont'd)

Average Interest Rates and Margin (cont'd)

|  | 3rd Quarter 2005 |  |  | 2nd Quarter 2005 |  |  | 3rd Quarter 2004 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average <br> Balance <br> \$ million | Annualised Interest \$ million | Average Rate \% | Average <br> Balance <br> \$ million | Annualised <br> Interest <br> \$ million | Average Rate \% | Average <br> Balance <br> \$ million | Annualised <br> Interest <br> \$ million | Average Rate \% |
| Customer loans | 63,728 | 3,051 | 4.79 | 63,404 | 3,080 | 4.86 | 61,640 | 2,579 | 4.18 |
| Inter-bank balances / balances with central banks | 35,857 | 1,181 | 3.29 | 35,018 | 1,004 | 2.87 | 27,131 | 574 | 2.12 |
| Securities | 19,159 | 642 | 3.35 | 18,444 | 607 | 3.29 | 15,586 | 476 | 3.06 |
| Total interest bearing assets | 118,744 | 4,874 | 4.10 | 116,866 | 4,691 | 4.01 | 104,357 | 3,629 | 3.48 |
| Customer deposits | 82,435 | 1,407 | 1.71 | 81,501 | 1,342 | 1.65 | 76,117 | 955 | 1.25 |
| Inter-bank balances / other | 34,105 | 1,176 | 3.45 | 33,306 | 1,048 | 3.15 | 27,956 | 539 | 1.93 |
| Total interest bearing liabilities | 116,540 | 2,583 | 2.22 | 114,807 | 2,390 | 2.08 | 104,073 | 1,494 | 1.44 |
| Net interest income |  | 2,291 |  |  | 2,301 |  |  | 2,135 |  |
| Average interest margin ^ |  |  | 1.93 |  |  | 1.97 |  |  | 2.05 |

[^2]
## II) Review of Financial Performance

Non-Interest Income


Non-interest income of the Group increased $24.0 \%$ to $\$ 1,000$ million for this year-to-date compared to $\$ 806$ million for last year-to-date. The growth, contributed partly by BOA, was primarily from higher fee and commission income mainly from fund management and investment-related activities, and net gain on trading securities, government securities and derivatives as against losses for last year-to-date. The Group's non-interest income for this year-to-date accounted for $36.6 \%$ of total income, up 3.0\% points from 33.6\% for last year-to-date.

In 3Q05, non-interest income increased $29.3 \%$ to $\$ 350$ million from $\$ 270$ million in 3Q04. The increase was mainly from higher fee and commission income mainly from investmentrelated and fund management activities, and net gain on trading securities, government securities and derivatives as against losses in 3Q04. These were partially offset by losses on investment securities in 3Q05.

## Composition of Non-Interest Income

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

Dividend and rental income
Other operating income
Net gain / (loss) on:

- Trading securities, government securities and derivatives
- Foreign exchange
- Investment securities
- Deposits and other

Other *

Total non-interest income

| 39 | (10) | 27 | (34) | (19) |
| :---: | :---: | :---: | :---: | :---: |
| 81 | 78 | 32 | 20 | 41 |
| 63 | 62 | (4) | 93 | 25 |
| 14 | - | 6 | (28) | - |
| 93 | 87 | 27 | 39 | 17 |
| 290 | 218 | 88 | 90 | 64 |
| 1,000 | 806 | 350 | 334 | 270 |

Fee and commission income / Total income (\%) Non-interest income / Total income (\%)

| 22.2 | 20.9 |
| :--- | :--- |
| 36.6 | 33.6 |

$25.3 \quad 20.5$
22.3
$36.6 \quad 33.6$
$37.7 \quad 36.8$
33.5

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## II) Review of Financial Performance

## Operating Expenses

Total operating expenses increased $18.2 \%$ to $\$ 1,020$ million for this year-to-date compared to $\$ 863$ million for last year-to-date, attributed mainly to the acquisition of BOA. Consequently, the expense-to-income ratio of the Group increased to $37.3 \%$ for this year-to-date from $36.0 \%$ for last year-to-date. Excluding BOA's operating expenses, the Group's total operating expenses would have shown a lower increase of $5.2 \%$ and the expense-to-income ratio would have reduced to $34.8 \%$ for this year-to-date.

In 3Q05, total operating expenses increased $12.3 \%$ to $\$ 353$ million from $\$ 315$ million in $3 Q 04$. As the growth in total income outpaced that of operating expenses, the expense-to-income ratio improved to $38.1 \%$ in 3 Q 05 from $39.0 \%$ in 3Q04.

|  | $\begin{aligned} & 9 \text { Months } \\ & 2005 \end{aligned}$ | $\begin{aligned} & 9 \text { Months } \\ & 2004 \end{aligned}$ | 3rd Quarter 2005 | 2nd Quarter 2005 | 3rd Quarter 2004 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million |
| Staff costs | 484 | 417 | 169 | 163 | 152 |
| Other operating expenses | 536 | 446 | 185 | 185 | 163 |
| Total operating expenses | 1,020 | 863 | 353 | 347 | 315 |
| Expense / Income ratio (\%) | 37.3 | 36.0 | 38.1 | 38.3 | 39.0 |
| Manpower (number) | 13,583 | 13,593 | 13,583 | 13,328 | 13,593 |
| Total operating expenses included: |  |  |  |  |  |
| IT-related expenses | 163 | 132 | 55 | 56 | 50 |
| IT-related expenses / |  |  |  |  |  |
| Total operating expenses (\%) | 15.9 | 15.3 | 15.4 | 16.1 | 15.9 |

## Other Operating Expenses

Other operating expenses increased $20.1 \%$ to $\$ 536$ million for this year-to-date compared to $\$ 446$ million for last year-to-date. The increase was mainly attributed to the acquisition of BOA. Excluding BOA's expenses, the Group's other operating expenses would have recorded a lower increase of $3.4 \%$.

In 3Q05, other operating expenses increased $13.5 \%$ to $\$ 185$ million from $\$ 163$ million in $3 Q 04$.

|  | $\begin{aligned} & 9 \text { Months } \\ & 2005 \\ & \hline \end{aligned}$ | $\begin{gathered} 9 \text { Months } \\ 2004 \\ \hline \end{gathered}$ | 3rd Quarter 2005 | $\begin{gathered} \text { 2nd Quarter } \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million |
| Depreciation |  |  |  |  |  |
| - Land and buildings | 20 | 20 | 6 | 7 | 7 |
| - Office equipment, computers, fixtures and other fixed assets | 85 | $70$ | 28 | 28 | 26 |
|  | 105 | 90 | 35 | 35 | 32 |
| Rental of premises and equipment | 35 | 27 | 12 | 12 | 9 |
| Maintenance of premises and other assets | 46 | 38 | 15 | 18 | 14 |
| Other expenses | 350 | 291 | 124 | 121 | 107 |
| Total other operating expenses | 536 | 446 | 185 | 185 | 163 |

## II) Review of Financial Performance

## Impairment Charges

Total impairment charges of $\$ 100$ million for this year-to-date was $4.3 \%$ higher than the $\$ 96$ million for last year-to-date. The increase was mainly due to lower write-back of collective impairment, partially offset by lower impairment charges on investment securities and loans.

Total impairment charges was $\$ 19$ million in 3Q05 as compared to a write-back of $\$ 1$ million in 3Q04, mainly due to the write-back of collective impairment in 3Q04, partially offset by lower impairment charges on loans in 3Q05.

|  | $\begin{gathered} 9 \text { Months } \\ 2005 \\ \hline \end{gathered}$ | $\begin{aligned} & 9 \text { Months } \\ & 2004 \\ & \hline \end{aligned}$ | 3rd Quarter 2005 | $\begin{gathered} \text { 2nd Quarter } \\ 2005 \\ \hline \end{gathered}$ | $\begin{gathered} \text { 3rd Quarter } \\ 2004 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million | \$ million |
| Individual impairment on loans |  |  |  |  |  |
| Singapore | 51 | 139 | (41) | 54 | 41 |
| Regional countries ${ }^{\wedge}$ | 96 | 35 | 51 | 18 | 2 |
| Greater China $\wedge^{\wedge}$ | (5) | (10) | 4 | (2) | 1 |
| Other | 3 | (11) | 1 | 0* | (3) |
|  | 145 | 154 | 16 | 70 | 41 |
| Individual impairment on other assets | 11 | 54 | 4 | 1 | 8 |
| Collective impairment | (56) | (112) | - | (56) | (49) |
| Total impairment charges | 100 | 96 | 19 | 14 | (1) |

[^4]
## III) Non-Performing Loans (NPLs) and Cumulative Impairment

## NPLs and Cumulative Impairment of the Group

NPLs as at 30 September 2005 declined $17.5 \%$ to $\$ 4,290$ million from $\$ 5,199$ million as at 31 December 2004 (restated), leading to an improvement in the NPL ratio from $7.6 \%$ as at 31 December 2004 (restated) to $6.2 \%$ as at 30 September 2005. Of the total NPLs, $\$ 2,769$ million or $64.5 \%$ were in the Substandard category and $\$ 2,432$ million or $56.7 \%$ were secured by collateral.

In line with the lower NPLs, cumulative impairment decreased $17.5 \%$ from $\$ 3,573$ million as at 31 December 2004 (restated) to $\$ 2,946$ million as at 30 September 2005. Impairment coverage of $68.7 \%$ as at 30 September 2005 remained the same as that at 31 December 2004 (restated). The coverage for unsecured NPL increased $25.5 \%$ points from $133.1 \%$ as at 31 December 2004 (restated) to $158.6 \%$ as at 30 September 2005.


Restated
30-Sep-05 30-Jun-05 31-Dec-04 30-Sep-04 31-Dec-03

NPLS
Substandard
Doubtful
Loss
Total NPLs
Cumulative Impairment
Individual impairment
Collective impairment
Total cumulative impairment

## Ratios

## NPL ratio*

NPLs / Total assets
Cumulative impairment / NPLs
Cumulative impairment / Doubtful \& Loss NPLs
Cumulative impairment / Unsecured NPLs
Cumulative impairment ^/ Gross customer loans
Collective impairment / Gross customer loans (net of individual impairment ${ }^{\wedge}$ )

|  |  |  |  | \$ million |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 , 7 6 9}$ | 2,858 | 3,336 | 3,635 | 3,306 |
| $\mathbf{4 7 1}$ | 531 | 655 | 331 | 396 |
| $\mathbf{1 , 0 5 0}$ | 1,174 | 1,208 | 1,900 | 1,458 |
| $\mathbf{4 , 2 9 0}$ | 4,563 | 5,199 | 5,866 | 5,160 |


|  |  |  |  | \$ million |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 6 2 8}$ | 1,794 | 2,203 | 2,437 | 1,910 |
| $\mathbf{1 , 3 1 8}$ | 1,316 | 1,370 | 1,371 | 1,422 |
| $\mathbf{2 , 9 4 6}$ | 3,110 | 3,573 | 3,808 | 3,332 |


|  |  |  |  | $\%$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{6 . 2}$ | 6.7 | 7.6 | 8.5 | 8.1 |
| $\mathbf{3 . 1}$ | 3.3 | 3.9 | 4.6 | 4.5 |
| $\mathbf{6 8 . 7}$ | 68.2 | 68.7 | 64.9 | 64.6 |
| 193.7 | 182.4 | 191.8 | 170.7 | 179.7 |
| $\mathbf{1 5 8 . 6}$ | 153.4 | 133.1 | 135.2 | 141.4 |
| 4.3 | 4.5 | 5.2 | 5.5 | 5.2 |
|  |  |  |  |  |
| $\mathbf{2 . 0}$ | 2.0 | 2.1 | 2.1 | 2.3 |

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

## NPLs by Region

Singapore's NPLs accounted for 51.9\% of the Group's NPL as at 30 September 2005. It decreased $20.1 \%$ to $\$ 2,228$ million as at 30 September 2005 from the $\$ 2,788$ million as at 31 December 2004 (restated).

NPLs of Regional Countries accounted for $44.7 \%$ of the Group's NPL as at 30 September 2005. It reduced $11.9 \%$ to $\$ 1,918$ million as at 30 September 2005 from $\$ 2,177$ million as at 31 December 2004 (restated).

|  | 30-Sep-05 |  | 31-Dec-04 |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \% | \$ million | \% | \$ million | \% |
| Singapore | 2,228 | 51.9 | 2,788 | 53.6 | 3,182 | 54.3 |
| Regional Countries |  |  |  |  |  |  |
| Malaysia | 717 | 16.7 | 760 | 14.6 | 935 | 15.9 |
| Indonesia | 64 | 1.5 | 88 | 1.7 | 99 | 1.7 |
| Philippines | 164 | 3.8 | 160 | 3.1 | 173 | 3.0 |
| Thailand | 973 | 22.7 | 1,169 | 22.5 | 1,223 | 20.8 |
|  | 1,918 | 44.7 | 2,177 | 41.9 | 2,430 | 41.4 |
| Greater China | 67 | 1.6 | 161 | 3.1 | 172 | 2.9 |
| Other | 77 | 1.8 | 73 | 1.4 | 82 | 1.4 |
| Total NPLs | 4,290 | 100.0 | 5,199 | 100.0 | 5,866 | 100.0 |

## NPLs by Industry

As at 30 September 2005, lower NPLs were registered across all the industries compared to those as at 31 December 2004 (restated). The major reduction was from building and construction, manufacturing, general commerce, and professionals and private individuals sectors.

|  |  Restated <br> 30-Sep-05 31-Dec-04 |  |  |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount \$ million | As \% of Gross Customer Loans | Amount \$ million | As \% of Gross Customer Loans | Amount \$ million | As \% of Gross Customer Loans |
| Transport, storage and communication | 86 | 3.6 | 113 | 5.4 | 116 | 5.0 |
| Building and construction | 587 | 7.4 | 801 | 10.8 | 903 | 12.0 |
| Manufacturing | 889 | 11.7 | 1,092 | 14.1 | 1,221 | 15.8 |
| Non-bank financial institutions | 577 | 5.7 | 619 | 6.1 | 763 | 7.4 |
| General commerce | 789 | 7.1 | 948 | 8.7 | 1,042 | 9.7 |
| Professionals and private individuals | 681 | 6.7 | 826 | 8.2 | 933 | 9.4 |
| Housing loans | 446 | 2.8 | 492 | 3.1 | 557 | 3.5 |
| Other | 198 | 6.1 | 229 | 6.6 | 252 | 6.6 |
| Sub-total | 4,253 | 6.2 | 5,120 | 7.6 | 5,787 | 8.5 |
| Debt securities | 37 |  | 79 |  | 79 |  |
| Total NPLs | 4,290 |  | 5,199 |  | 5,866 |  |

## Secured / Unsecured NPLs

As at 30 September 2005, 56.7\% of the Group's total NPLs was secured by collateral compared to the $48.4 \%$ as at 31 December 2004 (restated).

Secured Unsecured
Total NPLs

Restated

|  | 30-Sep-05 |  | 31-Dec-04 |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \% | \$ million | \% | \$ million | \% |
| Secured | 2,432 | 56.7 | 2,515 | 48.4 | 3,050 | 52.0 |
| Unsecured | 1,858 | 43.3 | 2,684 | 51.6 | 2,816 | 48.0 |
| Total NPLs | 4,290 | 100.0 | 5,199 | 100.0 | 5,866 | 100.0 |

## 且 UNITED OVERSEAS BANK GROUP

## 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 Unit)
Other ASEAN countries
Other Asia-Pacific countries
Rest of the world
Total

## Profit before Tax

Singapore (including Asian Currency Unit)
Other ASEAN countries
Other Asia-Pacific countries
Rest of the world
Goodwill written-off / amortised
Total

| 2005 | 2004 |
| :---: | :---: |
| \$ million | \$ million |


| $\mathbf{1 , 8 2 8}$ | 1,771 |  | $\mathbf{6 1 4}$ | 593 |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{6 4 3}$ | 415 |  | $\mathbf{2 3 0}$ | 210 |
| $\mathbf{1 2 3}$ | 127 |  | $\mathbf{3 5}$ | 50 |
| $\mathbf{1 4 0}$ | 86 |  | $\mathbf{4 8}$ | 55 |
| $\mathbf{2 , 7 3 4}$ | 2,399 |  |  |  |
|  |  | $\mathbf{9 2 7}$ | 908 | $\mathbf{9 2 7}$ |


| 3rd Quarter | 2nd Quarter | 3rd Quarter |
| :---: | :---: | :---: |
| $\mathbf{2 0 0 5}$ | 2005 | 2004 |
| \$ million | \$ million | $\$$ million |

$=2.2 .2$

| 9 Months | 9 Months |
| :---: | :---: |
| 2005 | 2004 |
| \$ million | $\$$ million |


| 1,295 | 1,239 | 452 | 429 | 415 |
| :---: | :---: | :---: | :---: | :---: |
| 201 | 177 | 66 | 72 | 78 |
| 87 | 83 | 30 | 33 | 24 |
| 108 | 64 | 37 | 44 | 23 |
| 1,691 | 1,563 | 585 | 578 | 540 |
| (58) | (155) | - | (56) | (55) |
| 1,633 | 1,408 | 585 | 522 | 486 |

3rd Quarter 2nd Quarter 3rd Quarter

| 2005 | 2005 | 2004 |
| :---: | :---: | :---: |
| $\mathbf{\$ ~ m i l l i o n ~}$ | \$ million | \$ million |

## Total Assets

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

|  | Restated |  |
| :---: | :--- | :--- |
| 30 Sep 05 | 31-Dec-04 | 30-Sep-04 |
| \$ million | \$ million | \$ million |


| $\mathbf{8 7 , 2 8 6}$ | 84,517 | 78,114 |
| ---: | ---: | ---: |
| $\mathbf{2 4 , 7 0 1}$ | 23,398 | 23,077 |
| $\mathbf{1 7 , 7 0 0}$ | 15,789 | 15,398 |
| $\mathbf{6 , 2 0 9}$ | 7,196 | 6,177 |
| $\mathbf{1 3 5 , 8 9 6}$ | 130,900 | 122,766 |
| $\mathbf{3 , 8 9 6}$ | 3,876 | 3,800 |
| $\mathbf{1 3 9 , 7 9 2}$ | 134,776 | 126,566 |

## V) Overview of Balance Sheet

## Total Assets

Total assets as at 30 September 2005 were $\$ 139,792$ million, representing a growth of $3.7 \%$ over the $\$ 134,776$ million as at 31 December 2004 (restated). The increase was mainly from placements with banks and customer loans. Compared to the total assets of $\$ 126,566$ million as at 30 September 2004, it had increased $10.5 \%$ mainly attributed to placements with banks and central banks, government securities, and customer loans.

## Customer Loans

Net loans and advances to customers of $\$ 65,739$ million as at 30 September 2005 was $2.4 \%$ higher than the $\$ 64,188$ million as at 31 December 2004 (restated), and 1.9\% higher than the $\$ 64,489$ million as at 30 September 2004.
Customer Loans Analysed by
Product Group

Housing loans
Term loans
Trade financing
Overdrafts
Total gross customer loans
Individual impairment
Collective impairment
Total net customer loans

## Gross Customer Loans Analysed by Industry

Transport, storage and communication
Building and construction
Manufacturing
Non-bank financial institutions
General commerce
Professionals and private individuals
Housing loans
Other
Total gross customer loans

| 30-Sep-05 |  | $\begin{gathered} \text { Restated } \\ \text { 31-Dec-04 } \end{gathered}$ |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ million | \% | \$ million | \% | \$ million | \% |
| 2,409 | 3.5 | 2,099 | 3.1 | 2,301 | 3.4 |
| 7,914 | 11.5 | 7,440 | 11.0 | 7,526 | 11.0 |
| 7,586 | 11.1 | 7,745 | 11.5 | 7,748 | 11.3 |
| 10,153 | 14.8 | 10,171 | 15.0 | 10,352 | 15.2 |
| 11,122 | 16.2 | 10,852 | 16.0 | 10,747 | 15.7 |
| 10,222 | 14.9 | 10,082 | 14.9 | 9,932 | 14.6 |
| 16,021 | 23.3 | 15,863 | 23.4 | 15,830 | 23.2 |
| 3,239 | 4.7 | 3,446 | 5.1 | 3,813 | 5.6 |
| 68,664 | 100.0 | 67,698 | 100.0 | 68,249 | 100.0 |

[^6]| 30-Sep-05 |  | $\begin{gathered} \text { Restated } \\ \text { 31-Dec-04 } \end{gathered}$ |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ million | \% | \$ million | \% | \$ million | \% |
| 16,021 | 23.3 | 15,863 | 23.4 | 15,830 | 23.2 |
| 39,678 | 57.8 | 38,390 | 56.7 | 38,543 | 56.4 |
| 4,843 | 7.1 | 4,503 | 6.7 | 4,408 | 6.5 |
| 8,122 | 11.8 | 8,942 | 13.2 | 9,468 | 13.9 |
| 68,664 | 100.0 | 67,698 | 100.0 | 68,249 | 100.0 |
| $(1,607)$ |  | $(2,140)$ |  | $(2,389)$ |  |
| $(1,318)$ |  | $(1,370)$ |  | $(1,371)$ |  |
| 65,739 |  | 64,188 |  | 64,489 |  |


| 30-Sep-05 |  | $\begin{gathered} \text { Restated } \\ \text { 31-Dec-04 } \end{gathered}$ |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ million | \% | \$ million | \% | \$ million | \% |
| 33,292 | 48.5 | 33,288 | 49.2 | 32,751 | 48.0 |
| 8,893 | 12.9 | 9,293 | 13.7 | 9,815 | 14.4 |
| 6,454 | 9.4 | 5,898 | 8.7 | 6,214 | 9.1 |
| 20,026 | 29.2 | 19,220 | 28.4 | 19,469 | 28.5 |
| 68,664 | 100.0 | 67,698 | 100.0 | 68,249 | 100.0 |

## V) Overview of Balance Sheet

## Deposits

Total deposits of $\$ 111,290$ million as at 30 September 2005 increased $3.9 \%$ over the $\$ 107,145$ million as at 31 December 2004 (restated) as a result of higher customer deposits. Compared to the total deposits of $\$ 100,501$ million as at 30 September 2004, it had increased 10.7\%, contributed by both banker deposits and customer deposits.

As at 30 September 2005, customer deposits accounted for $74.9 \%$ of total deposits and the loans-to-deposits ratio was 78.9\%.

| Deposits Analysed by Product Group | 30-Sep-05 |  | $\begin{aligned} & \text { Restated } \\ & \text { 31-Dec-04 } \end{aligned}$ |  | 30-Sep-04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \% | \$ million | \% | \$ million | \% |
| Banker deposits | 27,949 | 25.1 | 28,194 | 26.3 | 23,128 | 23.0 |
| Customer deposits |  |  |  |  |  |  |
| Fixed rate deposits | 54,138 | 48.7 | 50,865 | 47.5 | 50,222 | 50.0 |
| Current, savings and other deposits | 29,203 | 26.2 | 28,086 | 26.2 | 27,151 | 27.0 |
|  | 83,341 | 74.9 | 78,951 | 73.7 | 77,373 | 77.0 |
| Total deposits | 111,290 | 100.0 | 107,145 | 100.0 | 100,501 | 100.0 |
| Loans / Deposits ratio * (\%) |  | 78.9 |  | 81.3 |  | 83.3 |
|  | 30-Sep-05 |  | $\begin{gathered} \text { Restated } \\ \text { 31-Dec-04 } \end{gathered}$ |  | 30-Sep-04 |  |
| Deposits Analysed by Remaining Maturity | \$ million | \% | \$ million | \% | \$ million | \% |
| Within 1 year | 108,595 | 97.6 | 104,729 | 97.7 | 98,232 | 97.7 |
| Over 1 year but within 3 years | 1,190 | 1.1 | 1,400 | 1.3 | 1,292 | 1.3 |
| Over 3 years but within 5 years | 840 | 0.7 | 840 | 0.8 | 862 | 0.9 |
| Over 5 years | 665 | 0.6 | 176 | 0.2 | 115 | 0.1 |
| Total deposits | 111,290 | 100.0 | 107,145 | 100.0 | 100,501 | 100.0 |

[^7]
## Debts Issued

| 30-Sep-05 | Restated 31-Dec-04 | 30-Sep-04 |
| :---: | :---: | :---: |
| \$ million | \$ million | \$ million |
| 1,356 | 1,395 | 1,300 |
| 1,585 | 1,541 | 1,690 |
| 1,027 | 1,031 | 998 |
| 1,689 | 1,640 | 1,689 |
| 82 | 84 | 82 |
| 5,739 | 5,691 | 5,759 |
| (13) | (14) | (14) |
| 5,726 | 5,677 | 5,744 |

## V) Overview of Balance Sheet

## Debts Issued (cont'd)

(b) Asset Backed Commercial Paper ("ABCP")
(i) $\mathrm{S} \$ \mathrm{ABCP}$
(ii) US\$ ABCP
(c) Other

| 30-Sep-05 | Restated 31-Dec-04 | 30-Sep-04 |
| :---: | :---: | :---: |
| \$ million | \$ million | \$ million |
| 616 | 724 | 771 |
| 261 | 201 | 201 |
| 877 | 925 | 972 |
| 743 | 534 | 526 |
| 7,346 | 7,136 | 7,243 |

(a) (i) The $\mathrm{S} \$ 1.3$ 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 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 per annum equal to the five-year Singapore Dollar Interest Rate Swap (Offer Rate) plus 1.680\%.
(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 per annum equal to the six-month LIBOR plus $1.666 \%$.

The capitalised expenses incurred in connection with the issue of the subordinated notes are amortised over 10 years from the date of issue of the subordinated notes.

All the 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 2 capital. They rank equally with all present and future Upper Tier 2 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.

The Bank has entered into interest rate swaps to manage the interest rate risk arising from the S\$ and US\$ notes.
(v) The THB2 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. Interest rate of the debentures for the nine months ended 30 September 2005 was 6.5\% (2004: 6.5\%) per annum.

## v) Overview of Balance Sheet

## Debts Issued (cont'd)

(b) The $A B C P$ were issued in relation to a $\$ 1$ billion $A B C P$ 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 on all assets of the SPE.

Interest rates of the S\$ ABCP and US\$ ABCP as at 30 September 2005 range from 2.20\% to 2.45\% (31 December 2004: $1.25 \%$ to $1.60 \%$ ) per annum and $3.52 \%$ to $3.95 \%$ (31 December 2004: $2.00 \%$ to $2.48 \%$ ) 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 $A B C P$ 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 the $\mathrm{S} \$ 276,250,000$ Zero Coupon Exchangeable Notes due January 2006, equity linked notes, interest rate linked notes and credit linked notes issued by the Bank.

## Shareholders' Equity

Shareholders' equity as at 30 September 2005 were $\$ 13,735$ million, representing an increase of $2.1 \%$ and $1.2 \%$ over the $\$ 13,456$ million as at 31 December 2004 (restated) and $\$ 13,566$ million as at 30 September 2004 respectively.

As at 30 September 2005, the Group's unrealised revaluation surplus on properties and securities was $\$ 1,436$ million which was not incorporated into the financial statements.

|  | 30-Sep-05 | $\begin{gathered} \text { Restated } \\ \text { 31-Dec-04 } \end{gathered}$ | 30-Sep-04 |
| :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million |
| Shareholders' equity | 13,735 | 13,456 | 13,566 |
| Add: Unrealised revaluation surplus |  |  |  |
| - Properties | 1,171 | 1,098 | 1,174 |
| - Securities | 265 | 137 | 373 |
|  | 1,436 | 1,235 | 1,547 |
| Shareholders' equity including revaluation surplus | 15,171 | 14,691 | 15,113 |
| Net asset value (NAV) per share (\$) | 8.93 | 8.76 | 8.63 |
| Revaluation surplus per share (\$) | 0.93 | 0.80 | 0.98 |
| Revalued NAV per share (\$) | 9.86 | 9.56 | 9.61 |

## 龶 UNITED OVERSEAS BANK GROUP

## VI) Capital Adequacy Ratios

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 2005, the Group's total Capital Adequacy Ratio ("CAR") of $15.0 \%$ was $5.0 \%$ points above the minimum of $10 \%$ set by Monetary Authority of Singapore ("MAS"). It was $0.5 \%$ point and $1.1 \%$ points lower than the $15.5 \%$ as at 31 December 2004 (restated) and $16.1 \%$ as at 30 September 2004 respectively mainly attributed to higher risk-weighted assets.

The Group's tier 1 CAR of $9.9 \%$ as at 30 September 2005 was $2.9 \%$ points higher than the minimum of $7 \%$ set by MAS. Compared to the tier 1 CAR of $10.8 \%$ as at 31 December 2004 (restated) and $11.3 \%$ as at 30 September 2004, it had decreased $0.9 \%$ point and $1.4 \%$ points respectively mainly due to the enlarged riskweighted assets.


## 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 $\$ 52.6$ billion or $37.7 \%$ of Group assets as at 30 September 2005. This represents an increase of $7.2 \%$ over the $\$ 49.1$ billion as at 31 December 2004 (restated) and 13.3\% over the \$46.5 billion as at 30 September 2004.

Exposure to countries outside Singapore (where UOB Group has a presence)

|  | Loans to |  | Government | Investments | Total | Less: Loans to I Investments in Subsidiaries \& Branches | Net Exposure |  | Contingent Liabilities |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NonBank | Bank |  |  |  |  | Total | \% of Group Assets |  |
| Malaysia |  |  |  |  |  |  |  |  |  |
| 30-Sep-05 | 7,638 | 7,937 | 3,321 | 1,127 | 20,023 | 3,367 | 16,656 | 11.9 | 1,057 |
| 31-Dec-04 (restated) | 6,939 | 5,014 | 3,383 | 1,056 | 16,392 | 2,137 | 14,255 | 10.6 | 1,066 |
| 30-Sep-04 | 7,334 | 4,979 | 3,360 | 819 | 16,492 | 2,412 | 14,080 | 11.1 | 1,046 |
| $\left\lvert\, \begin{aligned} & \text { Indonesia } \\ & 30-S e p-05 \end{aligned}\right.$ | 662 | 277 | 234 | 342 | 1,515 | 50 | 1,465 | 1.1 | 276 |
| 31-Dec-04 (restated) | 448 | 127 | 234 | 288 | 1,097 | 109 | 1,988 | 0.7 | 240 |
| 30-Sep-04 | 477 | 139 | 234 | 263 | 1,113 | 146 | 967 | 0.8 | 140 |
| Philippines $30-$ Sep-05 | 187 | 67 | 92 | 2 | 348 | 64 | 284 | 0.2 | 36 |
| 31-Dec-04 (restated) | 197 | 59 | 217 | 2 | 475 | 50 | 425 | 0.3 | 46 |
| 30-Sep-04 | 224 | 50 | 236 | 2 | 512 | 40 | 472 | 0.4 | 56 |
| Thailand 30-Sep-05 | 6,498 | 173 | 630 | 1,760 | 9,061 | 1,721 | 7,340 | 5.3 | 899 |
| 31-Dec-04 (restated) | 6,564 | 165 | 1,092 | 1,704 | 9,525 | 1,580 | 7,945 | 5.9 | 993 |
| 30-Sep-04 | 6,330 | 142 | 1,257 | 1,500 | 9,229 | 1,384 | 7,845 | 6.2 | 939 |
| Greater China 30-Sep-05 | 2,278 | 7,083 | 1,362 | 492 | 11,215 | 3,054 | 8,161 | 5.8 | 698 |
| 31-Dec-04 (restated) | 2,013 | 7,007 | 1,384 | 461 | 10,865 | 3,907 | 6,958 | 5.1 | 571 |
| 30-Sep-04 | 1,944 | 7,838 | 1,091 | 424 | 11,297 | 4,295 | 7,002 | 5.5 | 628 |
| $\begin{aligned} & \text { Other OECD } \\ & \text { 30-Sep-05 } \end{aligned}$ | 4,343 | 10,371 | 2,649 | 3,876 | 21,239 | 2,917 | 18,322 | 13.1 | 1,250 |
| 31-Dec-04 (restated) | 4,919 | 8,580 | 3,018 | 2,717 | 19,234 | 943 | 18,291 | 13.6 | 1,015 |
| 30-Sep-04 | 5,174 | 6,689 | 2,171 | 2,501 | 16,535 | 685 | 15,850 | 12.5 | 1,075 |
| Other 30-Sep-05 | 334 | 234 | 19 | - | 587 | 176 | 411 | 0.3 | 85 |
| 31-Dec-04 (restated) | 183 | 121 | 19 | 5 | 328 | 68 | 260 | 0.2 | 74 |
| 30-Sep-04 | 193 | 146 | 18 | - | 357 | 108 | 249 | 0.2 | 49 |
| Grand Total |  |  |  |  |  |  |  |  |  |
| 30-Sep-05 | 21,940 | 26,142 | 8,307 | 7,599 | 63,988 | 11,349 | 52,639 | 37.7 | 4,301 |
| 31-Dec-04 (restated) | 21,263 | 21,073 | 9,347 | 6,233 | 57,916 | 8,794 | 49,122 | 36.4 | 4,005 |
| 30-Sep-04 | 21,676 | 19,983 | 8,367 | 5,509 | 55,535 | 9,070 | 46,465 | 36.7 | 3,933 |

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## 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 $\$ 16.7$ billion or $11.9 \%$ of Group assets, followed by Thailand at $\$ 7.3$ billion and Australia at $\$ 4.4$ billion.

Top Three Direct Net Exposure by Country of Operations


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## UNAUDITED CONSOLIDATED BALANCE SHEET

|  | Restated |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30-Sep-05 | 30-Jun-05 | 31-Dec-04 | 31-Dec-04 | 30-Sep-04 |
| \$ million | $\$$ million | \$ million | \$ million | $\$$ million |  |

## Share Capital and Reserves

Share capital
Capital reserves
Statutory reserves
Revenue reserves
Share of reserves of associates
Shareholders' equity
Minority interests

## Total equity

| 1,538 | 1,538 | 1,536 | 1,536 | 1,573 |
| :---: | :---: | :---: | :---: | :---: |
| 4,398 | 4,404 | 4,421 | 4,250 | 4,215 |
| 2,922 | 2,922 | 2,922 | 2,922 | 2,860 |
| 4,667 | 4,451 | 4,453 | 4,607 | 4,793 |
| 210 | 202 | 123 | 123 | 126 |
| 13,735 | 13,517 | 13,456 | 13,439 | 13,566 |
| 118 | 161 | 156 | 148 | 237 |
| 13,852 | 13,678 | 13,612 | 13,587 | 13,803 |

## 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 equity and liabilities

## Assets

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

| 11,059 | 12,417 | 11,653 | 11,653 | 9,062 |
| :---: | :---: | :---: | :---: | :---: |
| 7,671 | 7,039 | 7,793 | 7,772 | 6,257 |
| 2,339 | 2,003 | 1,984 | 1,975 | 2,248 |
| 464 | 408 | 431 | 439 | 588 |
| 29,281 | 26,965 | 26,726 | 26,726 | 24,112 |
| 65,739 | 64,623 | 64,188 | 64,300 | 64,489 |
| 6,269 | 5,560 | 5,699 | 5,964 | 3,958 |
| 9,112 | 10,069 | 8,861 | 8,609 | 8,498 |
| 817 | 819 | - | - | - |
| 1,348 | 1,313 | 1,702 | 1,702 | 1,689 |
| 1,797 | 1,817 | 1,862 | 1,862 | 1,865 |
| 3,896 | 3,822 | 3,876 | 3,876 | 3,800 |
| 139,792 | 136,856 | 134,776 | 134,879 | 126,566 |

## Off-Balance Sheet Items

Contingent liabilities
Derivative financial instruments
Commitments

| 11,071 | 10,650 | 10,001 | 10,001 | 10,076 |
| :---: | :---: | :---: | :---: | :---: |
| 629,169 | 555,901 | 278,086 | 278,086 | 278,339 |
| 43,811 | 41,556 | 39,276 | 39,276 | 43,271 |

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## UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| Share | Capital | Statutory | Revenue | Share of Reserves of |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Total Shareholders' | Minority |  |
| Capital | Reserves | Reserves | Reserves | Associates | Equity | Interest | Equity |
| \$ million | \$ million | \$ million | \$ million | \$ million | \$ million | \$ million | \$ million |


| Balance at 1 January 2005 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As previously reported | 1,536 | 4,250 | 2,922 | 4,607 | 123 | 13,439 | 148 | 13,587 |
| Adjustments due to FRS39 | - | 171 | - | (154) | - | 17 | 8 | 25 |
| As restated | 1,536 | 4,421 | 2,922 | 4,453 | 123 | 13,456 | 156 | 13,612 |
| Net profit for the financial period | - | - | - | 1,277 | - | 1,277 | 17 | 1,295 |
| Differences arising from currency translation of financial statements of foreign branches, subsidiaries and associates | - | 20 | - | - | - | 20 | (1) | 19 |
| Group's share of reserves of associates | - | - | - | 26 | 86 | 112 | - | 112 |
| Other adjustments | - | (60) | - | 0 * | - | (60) | 0 * | (59) |
| Total recognised gains I (losses) for the financial period | - | (39) | - | 1,303 | 86 | 1,350 | 16 | 1,366 |
| Change in minority interests | - | - | - | - | - | - | (50) | (50) |
| Dividends | - | - | - | $(1,089)$ | - | $(1,089)$ | (4) | $(1,093)$ |
| Issue of shares upon exercise of options | 1 | 16 | - | - | - | 17 | - | 17 |
| Balance at 30 September 2005 | 1,538 | 4,398 | 2,922 | 4,667 | 210 | 13,735 | 118 | 13,852 |
| Balance at 1 January 2004 | 1,572 | 4,242 | 2,860 | 4,465 | 143 | 13,282 | 155 | 13,437 |
| Net profit for the financial period | - | - | - | 1,076 | - | 1,076 | 12 | 1,088 |
| Differences arising from currency translation of financial statements of foreign branches, subsidiaries and associates | - | (32) | - | - | - | (32) | (2) | (34) |
| Group's share of reserves of associates | - | - | - | - | (16) | (16) | - | (16) |
| Other adjustments | - | 2 | - | 1 | (1) | 2 | 0 * | 2 |
| Total recognised gains / (losses) for the financial period | - | (31) | - | 1,077 | (18) | 1,029 | 10 | 1,039 |
| Net transfer to revenue reserves | - | (5) | - | 5 | - | - | - | - |
| Change in minority interests | - | - | - | - | - | - | 75 | 75 |
| Dividends | - | - | - | (755) | - | (755) | (3) | (758) |
| Issue of shares upon exercise of options | 1 | 9 | - | - | - | 10 | - | 10 |
| Balance at 30 September 2004 | 1,573 | 4,215 | 2,860 | 4,793 | 126 | 13,566 | 237 | 13,803 |

[^8]
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## UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| $l$ |
| :--- |
|  |

* Less than \$500,000.


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## UNAUDITED CONSOLIDATED CASH FLOW STATEMENT

|  | $\begin{gathered} 9 \text { months } \\ 2005 \\ \hline \end{gathered}$ | 9 months 2004 | 3rd Quarter 2005 | 3rd Quarter 2004 |
| :---: | :---: | :---: | :---: | :---: |
|  | \$ million | \$ million | \$ million | \$ million |
| Cash flows from operating activities |  |  |  |  |
| Profit before tax | 1,633 | 1,408 | 585 | 486 |
| Adjustments for: |  |  |  |  |
| Depreciation of fixed assets | 105 | 90 | 35 | 32 |
| Goodwill written-off and amortised | 58 | 155 |  | 55 |
| Share of profit of associates | (77) | (123) | (31) | (47) |
| Operating profit before working capital changes | 1,719 | 1,530 | 589 | 526 |
| Changes in working capital: |  |  |  |  |
| Increase in deposits | 4,145 | 5,953 | 2,400 | 1,065 |
| Increase / (decrease) in bills and drafts payable | 38 | 82 | (192) | 88 |
| Increase / (decrease) in other liabilities | 385 | $(2,338)$ | 642 | (458) |
| Increase in trading securities | (34) | (63) | (56) | (13) |
| Increase in placements and balances with banks and agents | $(2,556)$ | $(3,771)$ | $(2,316)$ | $(4,401)$ |
| Increase in trade bills and advances to non-bank customers | $(1,551)$ | (991) | $(1,116)$ | (393) |
| Decrease in other government treasury bills and securities not qualifying as cash and cash equivalents | - | 20 | - | 11 |
| (Increase) / decrease in other assets | $(1,524)$ | 1,508 | (801) | 691 |
| Cash generated from / (used in) operations | 622 | 1,929 | (849) | $(2,883)$ |
| Income tax paid | (319) | (315) | (126) | (119) |
| Net cash provided by I (used in) operating activities | 303 | 1,614 | (976) | $(3,003)$ |
| Cash flows from investing activities |  |  |  |  |
| Decrease / (increase) in investment securities and investments in associates | 240 | $(2,877)$ | 952 | (886) |
| Net dividends received from associates | 33 | 42 | 2 | 1 |
| Net increase in fixed assets | (39) | (47) | (14) | (11) |
| Change in / acquisition of minority interests of subsidiaries | (51) | (38) | (49) | (49) |
| Net cashflow on acquisition of subsidiaries | - | (38) | - | (38) |
| Net cash provided by I (used in) investing activities | 182 | $(2,958)$ | 890 | (982) |
| Cash flows from financing activities |  |  |  |  |
| Proceeds from issue of shares | 17 | 10 | 0 * | 6 |
| Net increase / (decrease) in debts issued | 210 | 2,963 | (72) | 2,787 |
| Dividends paid by the Bank | $(1,089)$ | (755) | (246) | (252) ${ }_{\star}$ |
| Dividends paid by subsidiaries to minority shareholders | (4) | (3) | (1) | (0) ${ }^{\text {a }}$ |
| Net cash (used in) / provided by financing activities | (866) | 2,216 | (318) | 2,542 |
| Currency translation adjustment | 20 | (32) | 14 | (13) |
| Net (decrease) I increase in cash and cash equivalents for the financial period | (361) | 840 | (390) | $(1,457)$ |
| Cash and cash equivalents at beginning of the financial period | 21,430 | 16,362 | 21,459 | 18,658 |
| Cash and cash equivalents at end of the financial period (Note A) | 21,069 | 17,202 | 21,069 | 17,202 |
| Note A: |  |  |  |  |
| Cash, balances and placements with central banks | 11,059 | 9,062 | 11,059 | 9,062 |
| Singapore Government treasury bills and securities | 7,671 | 6,257 | 7,671 | 6,257 |
| Other government treasury bills and securities less non-cash equivalents of $\$$ Nil (30 September 2004: $\$ 365$ million) | 2,339 | 1,883 | 2,339 | 1,883 |
| Cash and cash equivalents at end of the financial period | 21,069 | 17,202 | 21,069 | 17,202 |

[^9]
[^0]:    @ "Loans" refers to net customer loans while "Deposits" refers to customer deposits.
    ^NPL ratio represents NPLs (excluding debt securities) as a percentage of gross customer loans.
    \# Refer to unrealised revaluation surplus on properties and securities which was not incorporated into the financial statements.

[^1]:    $\wedge$ Average interest margin represents annualised net interest income as a percentage of total interest bearing assets.

[^2]:    $\wedge$ Average interest margin represents annualised net interest income as a percentage of total interest bearing assets.

[^3]:    * Include gain of \$15 million on distribution in specie of shares in United Overseas Land Limited recognised on 30 June 2005.

[^4]:    ^ Regional countries comprise Malaysia, Indonesia, the Philippines and Thailand.
    ^^ Greater China comprises China, Hong Kong S.A.R. and Taiwan.

    * Less than $\$ 500,000$.

[^5]:    * NPL ratio represents NPLs (excluding debt securities) as a percentage of gross customer loans.
    ${ }^{\wedge}$ Excluding debt securities.

[^6]:    Gross Customer Loans Analysed by Remaining Maturity

    Within 1 year
    Over 1 year but within 3 years
    Over 3 years but within 5 years
    Over 5 years
    Total gross customer loans

[^7]:    * "Loans" refers to net customer loans while "Deposits" refers to customer deposits.

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

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

