# United Overseas Bank Group First Half 2008 Briefing 



## Financial Highlights

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## Disclaimer ：This material that follows is a presentation of general background information about the

 Bank＇s activities current at the date of the presentation．It is information given in summary form and does not purport to be complete．It is not to be relied upon as advice to investors or potential investors and does not take into account the investment objectives，financial situation or needs of any particular investor．This material should be considered with professional advice when deciding if an investment is appropriate．UOB Bank accepts no liability whatsoever with respect to the use of this document or its content．
## Profit Growth 2.5\% in 1t Half 2008

Net interest income
Non-interest income
Total income
Less: Total expenses
Operating profit
Less: Intangible assets amortised
Individual impairment - Ioans
Individual impairment - other assets
Collective impairment
Add: Share of profit of associates
Less: Tax \& minority interests
Net Profit After Tax (NPAT)
NPAT Growth at constant FX rate

| 1H08 <br> \$m | $\begin{gathered} \text { 1H07 } \\ \$ \mathrm{~m} \end{gathered}$ | $\begin{gathered} +I(-) \\ \% \end{gathered}$ |
| :---: | :---: | :---: |
| 1,725 | 1,523 | 13.3 |
| 964 | 968 | (0.3) |
| 2,690 | 2,490 | 8.0 |
| 1,015 | 976 | 4.0 |
| 1,675 | 1,515 | 10.6 |
| 5 | 6 | (13.0) |
| 75 | 119 | (36.8) |
| 82 | 50 | 65.9 |
| 112 | - | NM |
| 56 | 112 | (50.0) |
| 327 | 350 | (6.6) |
| 1,130 | 1,103 | 2.5 |
|  |  | 4.2 |

## Quarter－on－Quarter Profit Up 13．5\％

Net interest income
Non－interest income
Total income
Less：Total expenses
Operating profit
Less：Intangible assets amortised
Individual impairment－loans
Individual impairment－other assets
Collective impairment
Add：Share of profit of associates
Less：Tax \＆minority interests
Net Profit After Tax（NPAT）
NPAT Growth at constant FX rate

| $\begin{gathered} \text { 2Q08 } \\ \$ \mathrm{~m} \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \$ m \end{gathered}$ | $\begin{gathered} +I(-) \\ \% \end{gathered}$ | $\begin{gathered} \text { 2Q07 } \\ \$ \mathrm{~m} \end{gathered}$ | $\begin{gathered} +I(-) \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| 873 | 852 | 2.5 | 761 | 14.7 |
| 550 | 414 | 32.9 | 536 | 2.7 |
| 1，424 | 1，266 | 12.4 | 1，297 | 9.8 |
| 518 | 496 | 4.4 | 504 | 2.9 |
| 905 | 770 | 17.6 | 793 | 14.2 |
| 3 | 3 | （3．0） | 3 | （15．9） |
| 65 | 10 | 563.4 | 33 | 99.4 |
| 51 | 32 | 60.6 | 48 | 5.2 |
| 64 | 48 | 34.7 | － | NM |
| 34 | 22 | 54.3 | 65 | （47．8） |
| 156 | 171 | （8．6） | 190 | （17．7） |
| 601 | 529 | 13.5 | 585 | 2.7 |
| 14.2$\\|\\| \underbrace{4.4}_{\text {大 華 銀 }}$ |  |  |  |  |

## Strong Growth in Net Interest Income and Margin

## Net Interest Income and Margin



## Higher Non Interest Income Quarter-on-Quarter



## Disciplined Cost Management

## Operating Expenses and Expense / Income Ratio



## Prudent Provisioning Policy

## Individual Impairment Charges on Loans



## Performance By Business Segment



* Before amortisation of intangible assets and impairment charges.
$\wedge$ Including unallocated expenses.


## Performance by Geographical Segment



[^0]
## Strong Growth in Loans

## Customer Loans, Deposits and L/D Ratio



## NPL Ratio Continued to Improve

| NPL (\$m) * | 2,380 | 2,030 | 1,713 | 1,602 | 1,547 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| NPL Ratio | $2.8 \%$ | $2.3 \%$ | $1.8 \%$ | $1.6 \%$ | $1.5 \%$ |



## Impairment Coverage Remained Strong

| Total <br> Impairment * <br> $(\$ \mathrm{~m})$ | 2,110 | 1,970 | 1,915 | 1,883 |
| :---: | :---: | :---: | :---: | :---: |



| 834 | 698 | 645 | 597 | 625 |
| :---: | :---: | :---: | :---: | :---: |
| 1,276 | 1,272 | 1,270 | 1,286 | 1,350 |
| Jun'07 | Sep'07 | Dec'07 | Mar'08 | Jun'08 |

Individual Impairment (\$m)
Cumulative Impairment / Total NPLs (\%)

## Singapore (including ACU) - Summarised P/L

|  | 1H08 \$'m | 1H07 <br> \$'m | $\begin{gathered} +/(-) \\ \% \end{gathered}$ | $\begin{gathered} \text { 2Q08 } \\ \text { \$'m } \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \text { \$'m } \end{gathered}$ | $\begin{gathered} +(-) \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 1,016 | 919 | 10.5 | 507 | 509 | (0.4) |
| Non-interest income | 724 | 621 | 16.5 | 441 | 283 | 55.8 |
| Total income | 1,739 | 1,540 | 12.9 | 948 | 792 | 19.7 |
| Less: Total expenses | 559 | 551 | 1.4 | 291 | 267 | 8.9 |
| Operating profit | 1,181 | 990 | 19.3 | 656 | 524 | 25.2 |
| Less: Total impairment charges | 148 | 22 | 584.2 | 89 | 59 | 51.6 |
| Add: Share of profit of associates | 54 | 106 | (48.7) | 35 | 20 | 76.3 |
| Net profit before tax | 1,087 | 1,073 | 1.3 | 602 | 485 | 24.1 |

## Singapore (including ACU) - Key Financial Indicators

|  | $\begin{gathered} \text { 1H08 } \\ \% \end{gathered}$ | $\begin{gathered} 1 \mathrm{H} 07 \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ | $\begin{gathered} \text { 2Q08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest margin | 1.89 | 1.96 | (0.07) | 1.85 | 1.92 | (0.07) |
| Non-NII / Total income | 41.6 | 40.3 | 1.3 | 46.5 | 35.7 | 10.8 |
| Expense / Total income | 32.1 | 35.8 | (3.7) | 30.7 | 33.8 | (3.1) |
| Customer loans (net) - \$'m | 62,022 | 49,658 | 24.9\% | 62,022 | 59,249 | 4.7\% |
| Loans / Deposits | 74.0 | 65.7 | 8.3 | 74.0 | 72.7 | 1.3 |
| NPL ratio | 0.8 | 2.0 | (1.2) | 0.8 | 0.9 | (0.1) |

## Malaysia - Summarised P/L

Net interest income
Non-interest income
Total income
Less: Total expenses
Operating profit
Less: Total impairment charges
Add: Share of profit of associates
Net profit before tax
Net profit before tax (S\$m)

| 1H08 <br> RM'm | $\begin{aligned} & \text { 1H07 } \\ & \text { RM'm } \end{aligned}$ | $\begin{gathered} +(-) \\ \% \end{gathered}$ | $\begin{aligned} & \text { 2Q08 } \\ & \text { RM'm } \end{aligned}$ | 1Q08 <br> RM'm | $\begin{gathered} +/(-) \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 482 | 435 | 10.8 | 243 | 239 | 1.7 |
| 174 | 212 | (17.9) | 80 | 94 | (14.9) |
| 656 | 647 | 1.4 | 323 | 333 | (3.0) |
| 245 | 215 | 14.0 | 127 | 118 | 7.6 |
| 411 | 432 | (4.9) | 196 | 215 | (8.8) |
| 158 | 123 | 28.5 | 123 | 35 | 251.4 |
| 3 | 16 | (81.3) | (2) | 5 | (140.0) |
| 256 | 325 | (21.2) | 71 | 185 | (61.6) |
| 109 | 144 | (24.2) | 29 | 80 | (63.9) |

## Malaysia - Key Financial Indicators

|  | $\begin{gathered} \text { 1H08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1H07 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ | $\begin{gathered} \text { 2Q08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest margin | 2.82 | 2.98 | (0.16) | 2.82 | 2.81 | 0.01 |
| Non-NII / Total income | 26.5 | 32.8 | (6.3) | 24.8 | 28.2 | (3.4) |
| Expense / Total income | 37.3 | 33.2 | 4.1 | 39.3 | 35.4 | 3.9 |
| Customer loans (net) - RM'm | 27,404 | 22,460 | 22.0\% | 27,404 | 26,818 | 2.2\% |
| Loans / Deposits | 106.6 | 90.9 | 15.7 | 106.6 | 105.5 | 1.1 |
| NPL ratio | 4.3 | 5.5 | (1.2) | 4.3 | 4.1 | 0.2 |

## Thailand - Summarised P/L

Net interest income
Non-interest income
Total income
Less: Total expenses
Operating profit
Less: Total impairment charges
Add: Share of profit of associates
Net profit before tax
Net profit before tax (S\$m)

| $\begin{gathered} \text { 1H08 } \\ \text { THB'm } \end{gathered}$ | 1H07 THB'm | $\begin{gathered} +/(-) \\ \% \end{gathered}$ | $\begin{gathered} \text { 2Q08 } \\ \text { THB'm } \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \text { THB'm } \end{gathered}$ | $+/(-)$ $\%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3,647 | 3,147 | 15.9 | 1,849 | 1,798 | 2.8 |
| 1,725 | 1,420 | 21.5 | 919 | 806 | 14.0 |
| 5,372 | 4,567 | 17.6 | 2,768 | 2,604 | 6.3 |
| 3,395 | 3,192 | 6.4 | 1,741 | 1,654 | 5.3 |
| 1,977 | 1,375 | 43.8 | 1,027 | 950 | 8.1 |
| 1,069 | 1,900 | (43.7) | 822 | 247 | 232.8 |
| 10 | (3) | NM | 4 | 6 | (33.3) |
| 918 | (528) | NM | 209 | 709 | (70.5) |
| 41 | (25) | NM | 9 | 31 | (69.5) |

## Thailand - Key Financial Indicators

|  | $\begin{gathered} \text { 1H08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1H07 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ | $\begin{gathered} \text { 2Q08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest margin | 3.85 | 3.34 | 0.51 | 3.87 | 3.82 | 0.05 |
| Non-NII / Total income | 32.1 | 31.1 | 1.0 | 33.2 | 31.0 | 2.2 |
| Expense / Total income | 63.2 | 69.9 | (6.7) | 62.9 | 63.5 | (0.6) |
| Customer loans (net) - THB'm | 152,349 | 137,552 | 10.8\% | 152,349 | 143,688 | 6.0\% |
| Loans / Deposits | 101.3 | 80.5 | 20.8 | 101.3 | 80.5 | 20.8 |
| NPL ratio | 5.3 | 6.3 | (1.0) | 5.3 | 5.6 | (0.3) |

## Indonesia - Summarised P/L

Net interest income
Non-interest income
Total income
Less: Total expenses
Operating profit
Less: Total impairment charges
Net profit before tax
Net profit before tax (S\$m)

| $\begin{aligned} & \text { 1H08 } \\ & \text { IDR'b } \end{aligned}$ | $\begin{aligned} & \text { 1H07 } \\ & \text { IDR'b } \end{aligned}$ | $\begin{gathered} +/(-) \\ \% \end{gathered}$ | 2Q08 <br> IDR'b | 1Q08 <br> IDR'b | $\begin{gathered} +I(-) \\ \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 721 | 702 | 2.7 | 375 | 346 | 8.4 |
| 166 | 145 | 14.5 | 76 | 90 | (15.6) |
| 887 | 847 | 4.7 | 451 | 436 | 3.4 |
| 537 | 377 | 42.4 | 290 | 247 | 17.4 |
| 350 | 470 | (25.5) | 161 | 189 | (14.8) |
| 20 | 13 | 53.8 | 14 | 6 | 133.3 |
| 330 | 457 | (27.8) | 147 | 183 | (19.7) |
| 49 | 77 | (36.5) | 22 | 27 | (20.7) |

## Indonesia - Key Financial Indicators

|  | $\begin{gathered} \text { 1H08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1H07 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ | $\begin{gathered} \text { 2Q08 } \\ \% \end{gathered}$ | $\begin{gathered} \text { 1Q08 } \\ \% \end{gathered}$ | $\begin{aligned} & +/(-) \\ & \% ~ p t \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest margin | 5.87 | 6.57 | (0.70) | 6.15 | 5.70 | 0.45 |
| Non-NII / Total income | 18.7 | 17.1 | 1.6 | 16.9 | 20.6 | (3.7) |
| Expense / Total income | 60.5 | 44.5 | 16.0 | 64.3 | 56.7 | 7.6 |
| Customer loans (net) - IDR'b | 20,753 | 15,770 | 31.6\% | 20,753 | 19,317 | 7.4\% |
| Loans / Deposits | 104.7 | 96.0 | 8.7 | 104.7 | 103.2 | 1.5 |
| NPL ratio | 1.7 | 2.7 | (1.0) | 1.7 | 1.8 | (0.1) |

## Strong Capital Position

## Capital Adequacy Ratios (CAR)



[^1]
## Maintain High Net Dividend Rate

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Dividend in Specie |  | 24.2 cts | 12.3 cts |  |
|  |  |  |  |  |
|  | 22.8 cts |  |  |  |
|  | 32.0 cts | 41.0 cts | 45.0 cts |  |
|  | 16.0 cts | 16.0 cts | 16.4 cts | 20.0 cts |
|  | 2005 | 2006 | 2007 | 1H08 |
| Special Dividend | \$351m * | \$369m | \$187m | - |
| Cash Dividend | \$737m | \$868m | \$929m | \$301m |
| Dividend Payout | \$1,088m | \$1,237m | \$1,116m | \$301m |
| Dividend Payout Ratio | -64\% | 48\% | 53\% | 27\% |

## In Summary ...

- Net profit grew $13.5 \%$ to reach $\$ 601$ million in 2 Q08
- Strong net interest income growth
- Broad based loan growth
- Disciplined cost management
- Continued improvement in asset quality
- High dividend payout


## CDOs

| UOB Group | Exposure as at |  | For 2Q08 |  | For 1Q08 |  | As at 30/6/08 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30/6/08 | 31/3/08 | Provision | Reserves | Provision | Reserves | Provision | Reserves | Coverage |
|  | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \$m | \% |
| ABS | 81 | 82 | - | - | 43 | (35) | 81 | - | 100 |
| Corporate | 183 | 186 | 23 | (19) | - | 10 | 76 | 16 | 50 |
| Total | 264 | 268 | 23 | (19) | 43 | (25) | 157 | 16 | 66 |

- Total CDO exposure was $0.15 \%$ of total assets
- For the corporate CDOs,
- $56 \%$ were rated $A$ and above
- 37\% will mature in Sep 2009
- ABS CDOs were fully provided
- Corporate CDOs were $50 \%$ provided. $\$ 16 m$ was in general provision


[^0]:    * Before amortisation of intangible assets and impairment charges.

[^1]:    * Computed based on Basel II framework in accordance with the revised MAS Notice 637 with effect from January 2008

