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UOB increases cross-border loans to Asian enterprises by 53 per cent

UOB to set up five dedicated FDI units in China, India, Indonesia, Malaysia and Thailand in 2013

Singapore, 3 December 2012 – United Overseas Bank's (UOB) focus in helping businesses execute their intra-Asian expansion plans has seen the Bank record a 53 per cent increase in cross-border loans to Asian enterprises¹.

The Bank has been able to tap into the demands increased intra-regional trade flows are playing in the region's growing economies through such initiatives as the establishment of a Foreign Direct Investment (FDI) Advisory Unit. UOB was the first bank in Singapore to establish an FDI Advisory Unit, dedicated to helping businesses seize new opportunities in the region.

Natural resources, steel, construction, manufacturing and trading make up the majority of companies to which UOB has been providing cross-border loans and assistance through its FDI Advisory Unit.

Eric Tham, Managing Director, Group Commercial Banking, UOB said, "To cater to Asia's fast-growing affluence and changing domestic expectations, infrastructure and urbanisation has to be provided for quickly. Many of the customers we see today are playing key roles in delivering large infrastructural projects or gaining new market share as they cater to the needs of Asia's growing middle class. It is these companies that are helping to drive business and economic growth in the region."

By 2020, UOB projects that intra-Asian trade will contribute more than half of ASEAN's total exports². Similarly in the same period, it is expected that Asia (excluding Japan) will also contribute a third of global GDP, up from 17% in 2010³.

UOB leads the way in facilitating intra-regional trade to support Asia's economic growth

In 2013, UOB will replicate the success of Singapore's FDI Advisory Unit by setting-up five more dedicated FDI Advisory units in China, India, Indonesia, Malaysia and Thailand. In each of these

¹ For the period of June 2011 to June 2012

² UOB Economic-Treasury Research Report – The Rise of Intra-Regional Trade in Asia, November 2012

³ UOB Economic-Treasury Research Report – The Rise of Intra-Regional Trade in Asia, November 2012

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markets, UOB will have experienced bankers serving key industries such as manufacturing, commodities and oil and gas, electronics and technology companies. The FDI Advisory Unit in Singapore will become the Bank's FDI Centre of Excellence, responsible for business development, identifying pan-regional opportunities and regional co-ordination.

"Supporting growing businesses is in UOB's DNA. Our customers are looking for partners to help them navigate new market challenges as they expand in the region. It is our role to support the next wave of Asian enterprises to grow and succeed," Mr Tham said.

One example of the support UOB provides its customers is Lianfeng International Private Limited, a private steel company with business in China. In 2012, Lianfeng chose UOB to support the set-up of its International Headquarters in Singapore.

Chris Campbell, Director, Lianfeng International said, "With Singapore's international trade connections, its geographical location provides an excellent extension to our presence in the region. UOB's strong network in Southeast Asia complimented our vision for expanded business opportunities. We have a great partnership with UOB as they have the capabilities to support us operationally in this fast growing region."

Another customer that UOB has supported in its overseas expansion plans is SANY Group, a global company in the construction machinery industry hiring about 50,000 people in more than 150 countries. In 2011, SANY was ranked in FT Global 500's list as one of the world's 500 most valuable companies with a market cap of US\$21.584 billion.

Strategic partnerships in Asia

UOB has also entered into several strategic partnerships with key trade and industry bodies including the Economic Development Board, Singapore Business Federation and the China Council for the Promotion of International Trade (CCPIT) as part of its objective to build a strong base from which to support intra-regional trade opportunities.

Earlier this month, UOB was the first bank in Southeast Asia to sign a Memorandum of Understanding (MOU) with CCPIT. Under the MOU, CCPIT will help to support the expansion plans of UOB's

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Commercial and Corporate banking customers into China by hosting visiting trade delegations, providing business referrals and access to key industry events. In addition to the major Chinese cities of Shanghai and Beijing, CCPIT will assist UOB customers seeking to expand into other Chinese cities such as Tianjin, Jiangsu and Jinan.

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About United Overseas Bank

United Overseas Bank Limited (UOB) is one of the leading banks in Asia. It provides a wide range of financial services through its global network of over 500 offices in 19 countries and territories in Asia Pacific, Western Europe and North America, including banking subsidiaries in Singapore, Malaysia, Indonesia, Thailand and China. UOB plays an active role in the community, focusing on children, education and the arts. Its staff volunteerism programme was initiated in 2007. Through the UOB Heartbeat Run/Walk, UOB has raised funds for its named beneficiaries. UOB has also organised the prestigious Painting Of The Year Competition and Exhibition since 1982. In recognition of its contributions to the arts, UOB has been conferred the National Arts Council's Distinguished Patron of the Arts Award for the seventh consecutive year.

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