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## NEWS RELEASE

### **UOB first in Asia to have Corporate Banking Relationship Managers pass FICS Corporate Banking Common Examination**

**Singapore, 21 May 2012** – United Overseas Bank Limited (UOB) is the first bank in Asia to certify its Corporate Banking Relationship Managers (“Corporate Bankers”) with two to five years experience with the Financial Industry Competency Standards (FICS) Corporate Banking Common Examination.

FICS was established by The Institute of Banking and Finance to give financial industry professionals an industry-agreed set of competency standards required for specific job roles. The corporate lending training programme<sup>1</sup> conducted and assessed by Singapore Management University is an accredited FICS programme for Corporate Bankers.

The SMU-UOB programme for corporate bankers includes 45 hours of course work in areas such as credit risk assessments, trade finance, deal structuring and account monitoring before participants sit for a written and oral exam. Those who pass, are then FICS certified.

UOB is the first bank in Asia to require its new Corporate Bankers with two to five years experience to complete the FICS-certified corporate lending training programme and the Corporate Banking Common Examination.

The Bank believes that this Common Examination is important as it gives its Corporate Bankers with two to five years experience greater depth and understanding when advising their customers.

Mr. Eric Tham, Managing Director, Group Commercial Banking, UOB Group said, “This training ensures that those relatively new to corporate banking are trained and benchmarked against a common standard. It gives our Corporate Bankers an in-depth and robust understanding of corporate lending. With that comes greater

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<sup>1</sup> Corporate lending training programme incorporates the Corporate Banking Common Examination

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confidence when dealing with customers across different industries with diverse financing, treasury and transaction banking needs. Today, our customers know that when they bank with us, they can rest assured that they receive sound advice and are competently served by an RM with the right skill-set.”

One such Corporate Banker to have completed the course is Terence Ng. “Since the course, I have better know-how and skill to develop best practice financing options for my clients. From manufacturing to F&B clients, I feel great satisfaction when I am able to develop solutions that help them grow regionally and meet their business objectives.”

### **The training never stops at UOB**

UOB has a comprehensive training programme for its employees. Beyond job-related training, the Bank has flagship programmes to equip employees with the right tools to excel across the region.

UOB offers role-specific training programmes including the Singapore Management University-UOB Advanced Diploma in Private Banking and the UOB-National University of Singapore Exclusive Certificate in wealth management. This wealth management certificate is one of the first in Singapore to receive Financial Industry Competency Standards (FICS) accreditation by The Institute of Banking and Finance.

UOB employees undergo an average of 47.6 hours of training<sup>2</sup> per year. This is 58% more than the national average of training hours published by the Ministry of Manpower<sup>3</sup> which reported that PMETs<sup>4</sup> went through an average of 30 hours of training in 2010.

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<sup>2</sup> UOB statistics

<sup>3</sup> Ministry of Manpower - [http://www.mom.gov.sg/Publications/mrsd\\_Employer\\_Supported\\_Training\\_2010.pdf](http://www.mom.gov.sg/Publications/mrsd_Employer_Supported_Training_2010.pdf)

<sup>4</sup> PMETs – Professionals, Managers, Executives and Technicians

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**About United Overseas Bank**

United Overseas Bank Limited (UOB) is one of the premier banks in the region. 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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