

UOB Group Fixed Income Investor Presentation

Steady Business Momentum Backed by Solid Balance Sheet
October 2019

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Agenda

- 1. Overview of UOB Group
- 2. Strong UOB Fundamentals
- 3. Macroeconomic Outlook
- 4. Regulatory Developments
- 5. Resilience of the Singapore Housing Market

Appendix:

- A. Overview of Our Cover Pool and Covered Bond Program
- B. Latest Financials
- C. Our Growth Drivers



Overview of UOB Group

UOB Overview



Founding

Founded in August 1935 by a group of Chinese businessmen and Datuk Wee Kheng Chiang, grandfather of the present UOB Group CEO, Mr. Wee Ee Cheong

Expansion

UOB has grown over the decades organically and through a series of strategic acquisitions. It is today a leading bank in Asia with an established presence in the Southeast Asia region. The Group has a global network of more than 500 branches and offices in 19 countries and territories.

Note: Financial statistics as at 30 June 2019.

- 1. USD 1 = SGD 1.3528 as at 30 June 2019.
- 2. Average for 2Q19.
- Calculated based on profit attributable to equity holders of the Bank, net of perpetual capital securities distributions.
- 4. Computed on an annualised basis.

	Key Statistics f	or 1H19	
	Total assets	: SGD406b	(USD300b1)
	Shareholders' equity	: SGD39b	(USD29b1)
	Gross loans	: SGD273b	(USD202b1)
	Customer deposits	: SGD305b	(USD225b1)
	Loan/Deposit ratio	: 88.5%	
	Net stable funding ratio	: 108%	
•	Average all-currency liquidity coverage ratio	: 147% ²	
	Common Equity Tier 1 CAR	: 13.9%	
	Leverage ratio	: 7.5%	
	Return on equity 3, 4	: 12.0%	
	Return on assets 4	: 1.12%	
	Return on risk-weighted assets ⁴	: 1.95%	
	Net interest margin ⁴	: 1.80%	
•	Non-interest income/ Total income	: 35.0%	
	Cost / Income	: 44.1%	
	Non-performing loan ratio	: 1.5%	

Moody's

Aa1

Stable

P-1

S&P

AA-

Stable

A-1+

Fitch

AA-

Stable

F1+

Credit Ratings

(Senior Unsecured)

Short Term Debt

Issuer Rating

Outlook

A Leading Singapore Bank; Established Franchise in Core Market Segments





Group Retail

- Best Retail Bank in Singapore¹
- Strong player in credit cards and private residential home loan business

Group Wholesale Banking

- Best SME Banking¹
- Seamless access to regional network for our corporate clients

Global Markets

 Strong player in Singapore dollar treasury instruments

UOB Group's recognition in the industry



Best Retail Bank¹

Best SME Bank¹



Excellence in Mobile Banking – Overall, 2018

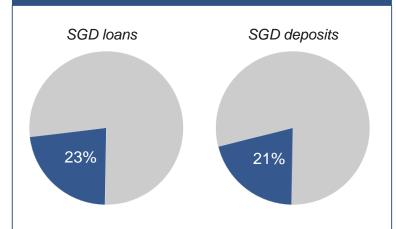


Bank of the Year, Singapore, 2015

Source: Company reports.

 The Asian Banker "International Excellence in Retail Financial Service Awards": 2019 (Best SME Bank in Asia Pacific & Singapore), 2017 & 2016 (SME Bank of the Year), 2014 (Best Retail Bank in Asia Pacific & Singapore).

UOB's sizeable market share in Singapore

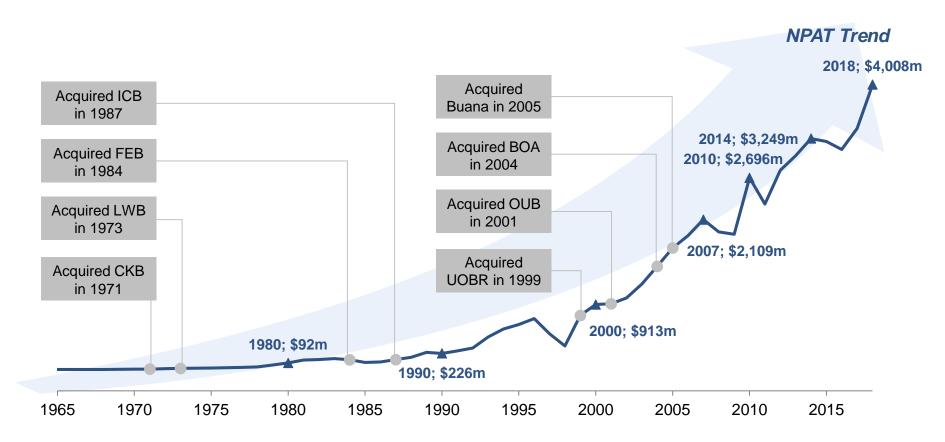


Note: The resident portion of loans and advances is used as a proxy for total SGD loans in Singapore banking system. Source: UOB, MAS data as of 30 Jun 19

Proven Track Record of Execution



- UOB Group's management has a proven track record in steering the Group through various global events and crises.
- Stability of management team ensures consistent execution of strategies
- Disciplined management style which underpins the Group's overall resilience and sustained performance

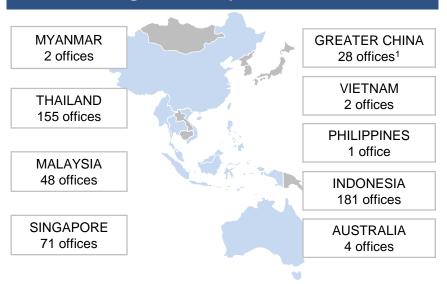


Note: Bank of Asia Public Company Limited ("BOA"), Chung Khiaw Bank Limited ("CKB"), Far Eastern Bank Limited ("FEB"), Industrial & Commercial Bank Limited ("ICB"), Lee Wah Bank Limited ("LWB"), Overseas Union Bank Limited ("OUB"), Radanasin Bank Thailand ("UOBR").

Expanding Regional Banking Franchise



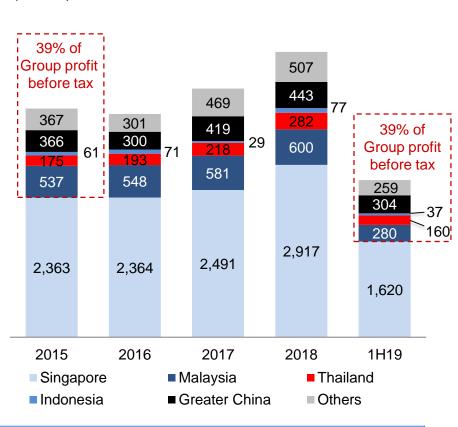
Extensive Regional Footprint with c.500 Offices



- Most diverse regional franchise among Singapore banks; effectively full control of regional subsidiaries
- Integrated regional platform improves operational efficiencies, enhances risk management and provides faster time-to-market and seamless customer service
- Organic growth strategies in emerging/new markets of China and Indo-China

Profit Before Tax by Region

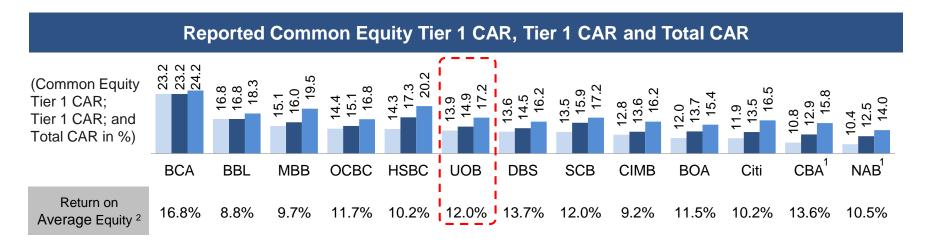
(SGD m)

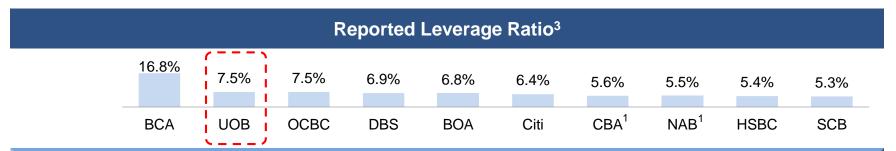


Established regional network with key Southeast Asian pillars, supporting fast-growing trade, capital and wealth flows

Strong Capital and Leverage Ratios







UOB is among the most well-capitalised banks, with capital ratios comfortably above regulatory requirements and high compared with some of the most renowned banks globally

Source: Company reports.

Banks' financials were as of 30 Jun 19, except for those of HSBC, CIMB, Maybank and NAB (which were as of 31 Mar 19) and CBA (which were as of 31 Dec 18).

- 1. NAB's and CBA's CARs are based on APRA's standards. Their internationally comparable CET1 CAR was 14.6% (31 Mar 19) and 16.5% (31 Dec 18), respectively.
- 2. Computed on an annualised year-to-date basis.
- 3. BBL, CIMB and MBB do not disclose their leverage ratio.

Competitive Against Peers



				Standalone Strength	Efficient Cost Management	Competitive ROAA ¹	Well-Maintained Liquidity
Moody's	S&P	Fitch		Moody's baseline redit assessment	Costs/income ratio	Return on averageassets	Loan/deposit ratio
Aa1	AA–	AA–	UOB	a1	44.1%	1.12%	88.5%
Aa1	AA–	AA-	OCBC	a1	42.4%	1.27%	87.6%
Aa1	AA-	AA-	DBS	a1	41.9%	1.17%	89.6%
A2	Α	AA-	HSBC	a3	57.0%	0.74%	74.1%
A2	BBB+	A+	SCB	baa1	67.7%	0.43%	63.7%
Baa1	A-	n.r.	CIMB	baa2	55.3%	0.88%	91.4%
A3	A-	A-	MBB	a3	47.9%	0.93%	92.4%
Baa1	BBB+	BBB+	BBL	baa1	45.3%	1.19%	85.7%
Baa2	n.r.	BBB-	BCA	baa2	46.2%	3.70%	79.0%
A2	A-	A+	BOA	a3	57.5%	1.24%	69.4%
A3	BBB+	Α	Citi	baa1	56.5%	0.98%	64.7%
Aa3	AA-	AA-	CBA	a2	44.4%	0.94%	118.3%
Aa3	AA-	AA-	NAB	a2	47.0%	0.66%	142.6%

Source: Company reports, Credit rating agencies (updated as of 2 Aug 19).

Banks' financials were as of 30 Jun 19, except for those of HSBC, CIMB, Maybank and NAB (which were as of 31 Mar 19) and CBA (which were as of 31 Dec 18).

^{1.} Computed on an annualised year-to-date basis.

Strong Investment Grade Credit Ratings



Moody's INVESTORS SERVICE

Aa1 / Stable / P-1

- STANDARD & POOR'S RATINGS SERVICES AA-/Stable / A-1+
- FitchRatings AA-/Stable/F1+

- Capital good by global standards
- Deposit-funded and liquid balance sheet
- Traditional banking presence in Singapore, Malaysia and other markets
- Well-established market position, strong funding and prudent management record
- Will maintain its capitalisation and asset quality while pursuing regional growth
- Sound capital and high loan-loss buffers
- Disciplined funding strategy, supported by its strong domestic franchise

	Debt Issuance History						Debt Maturity Profile (SGD m)								
	Issue Date	Structure	Call	Coupon	Amount	Ratings (M/S/F)		2019	2020	2021	2022	2023	2024	2025	2026
	Jul-19	Perpetual	2026	3.58%	SGD750m	Baa1/BBB-/BBB		-	-	-	-	-	-	-	750
7	Oct-17	Perpetual	2023	3.875%	USD650m	Baa1 / - /BBB		-	-	-	-	879	-	-	-
۲	May-16	Perpetual	2021	4.00%	SGD750m	Baa1 / - /BBB		-	-	750	-	-	-	-	-
	Nov-13	Perpetual	2019	4.75%	SGD500m	Baa1/BBB-/BBB		500	-	-	-	-	-	-	-
	Apr-19	10NC5	2024	3.75%	USD600m	A2 / BBB+ / A+		-	-	-	-	-	812	-	-
	Feb-17	12NC7	2024	3.50%	SGD750m	A2 / - / A+		-	-	-	-	-	750	-	-
r 2	Sep-16	10½NC5½	2022	2.88%	USD600m	A2 / - / A+		-	-	-	812	-	-	-	-
Tier	Mar-16	10½NC5½	2021	3.50%	USD700m	A2 / - / A+		-	-	947	-	-	-	-	-
•	May-14	12NC6	2020	3.50%	SGD500m	A2 / BBB+ / A+		-	500	-	-	-	-	-	-
	Mar-14	10½NC5½	2019	3.75%	USD800m	A2 / BBB+ / A+		1,082	-	-	-	-	-	-	-
eq	Jul-19	3yr FRN		BBSW 3m+0.53%	AUD500m	Aa1 / AA- / AA-		-	-	-	475	-	-	-	-
בַּ	Mar-19	3yr FXN	-	3.49%	RMB2b	Aa1 / AA- / AA-		-	-	-	403	-	-	-	-
Unsecur	Jul-18	3½yr FRN	-	BBSW 3m+0.81%	AUD600m	Aa1 / AA / AA		-	-	-	569	-	-	-	-
ű	Apr-18	3yr FRN	-	3m LIBOR+0.48%	USD500m	Aa1 / AA / AA		-	-	676	-	-	-	-	-
	Apr-18	3yr FXN	-	3.20%	USD700m	Aa1 / AA / AA		-	-	947	-	-	-	-	-
Senior	Apr-17	4yr FRN	-	BBSW 3m+0.81%	AUD300m	Aa1/AA-/AA-		-	-	285	-	-	-	-	-
Š	Sep-14	5½yr FXN	-	2.50%	USD500m	Aa1 / AA / AA-		-	676	-	-	-	-	-	-
	Sep-19	3yr FXN	-	1.625%	USD500m	Aaa / AAA / –		-	-	-	676	-	-	-	-
	Sep-18	5yr FXN	-	0.250%	EUR500m	Aaa/AAA/-		-	-	-	-	770	-	-	-
eq	Feb-18	5yr FRN	-	3m LIBOR+0.24%	GBP350m	Aaa/AAA/-		-	-	-	-	600	-	-	-
vered	Jan-18	7yr FXN	-	0.500%	EUR500m	Aaa/AAA/-		-	-	-	-	-	-	770	-
Ó	Mar-17	3yr FXN	-	2.125%	USD500m	Aaa/AAA/-		-	676	-	-	-	-	-	-
_	Mar-17	5yr FXN	-	0.125%	EUR500m	Aaa/AAA/-		-	-	-	770	-	-	-	-
	Mar-16	5yr FXN	-	0.250%	EUR500m	Aaa/AAA/-		-	-	770	-	-	-	-	-
1.	AT1: Addition	nal Tier 1 secu	ırities.				Total	1,582	1,853	4,375	3,705	2,250	1,562	770	750

^{1.} AT1: Additional Tier 1 securities.

2. The table comprises UOB's public rated issues; Maturities shown at first call date for AT1 and T2 notes; FXN: Fixed Rate Notes; FRN: Floating Rate Notes; Updated as of 5 Sep 2019.



Strong UOB Fundamentals

Strong UOB Fundamentals



Strong Management with Proven Track Record

- Proven track record in steering the bank through various global events and crises
- Stability of management team ensures consistent execution of strategies

Consistent and Focused Financial Management

- Prudent income growth amid the subdued business environment
- Continued investment in talent and technology to build long-term capabilities in a disciplined manner
- Total credit costs expected to be below long-term trend of 28bp

Disciplined Management of Balance Sheet

- Strong capital base; Common Equity Tier 1 capital adequacy ratio of 13.9% as at 30 June 2019
- Liquid and well diversified funding mix with loan/deposits ratio at 88.5%
- Stable asset quality, with a diversified loan portfolio

Delivering on Regional Strategy

- Holistic regional bank with effectively full control of subsidiaries in key markets
- Focus on profitable niche segments and intra-regional needs of customers
- Entrenched local presence: ground resources and integrated regional network to better address the needs of our targeted segments

UOB is focused on the basics of banking; Stable management team with proven execution capabilities

Source: Company's reports.

Disciplined Balance Sheet Management



Sustained balance sheet efficiency

Healthy RoRWA¹

Healthy portfolio quality

- Non-performing loan ratio stable at 1.5%
- 13bp credit cost on loans
- Adequate non-performing assets reserve cover: 84%, or 191% after taking collateral into account

Proactive liability management

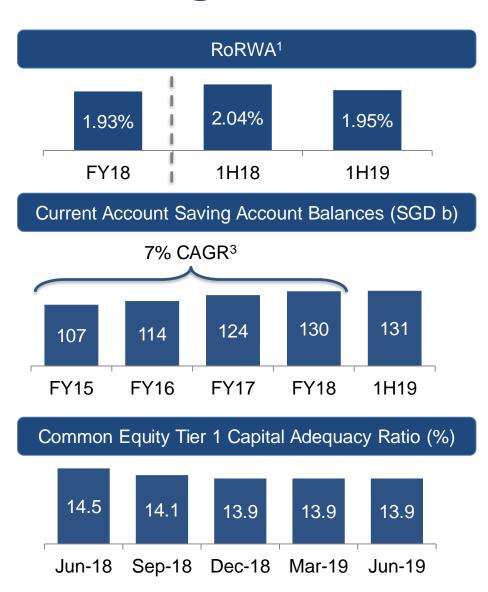
- Liquidity coverage ratios: SGD (312%²) and all-currency (147%²)
- Net stable funding ratio: 108%

Robust capitalisation

Interim dividend / share ▲ to 55 cents, vs 50 cents in 1H18

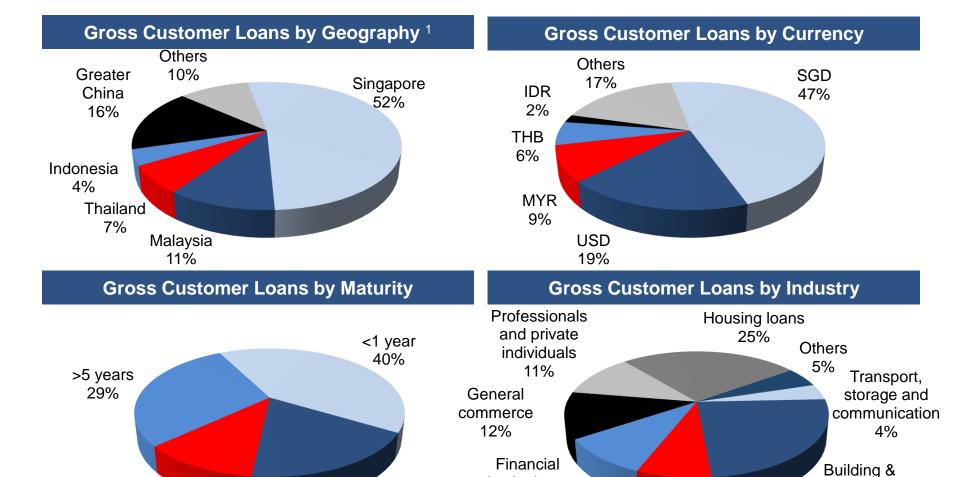
Note: All figures as at 30 June 2019 unless otherwise specified.

- 1. Return on average risk-weighted assets.
- 2. Average liquidity coverage ratios over 2Q19.
- 3. Compound annual growth rate over 3 years (2015 to 2018).



Diversified Loan Portfolio





institutions,

investment

and holding

companies

10%

Manufacturing

8%

Note: Financial statistics as at 30 June 2019.

3-5 years

12%

1. Loans by geography are classified according to where credit risks reside, largely represented by the borrower's country of incorporation / operation (for non-individuals) and residence (for individuals).

1-3 years

19%

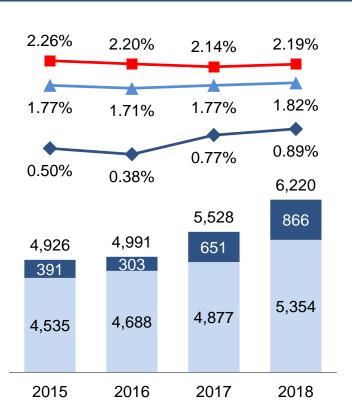
construction

25%

Net Interest Income Supported by Loan Margin and Volume



Net Interest Income and Net Interest Margin





[■]Net loan margin (%) *



Net interest income – interbank & securities (SGD m)

[→] Overall net interest margin (%) *

[→] Net interbank & securities margin (%) *

^{*} Computed on an annualised basis, where applicable.

Broad-based Increase in Loan Portfolio



Gross Loans	Jun-19 SGD b	Mar-19 SGD b	QoQ +/(–) %	Jun-18 SGD b	YoY +/(–) %
By Geography					
Singapore	142	139	+2	131	+9
Regional:	101	101	_	94	+8
Malaysia	29	29	-1	29	_
Thailand	18	18	+3	16	+15
Indonesia	11	11	_	11	+4
Greater China	43	43	_	38	+12
Others	30	29	+2	25	+18
Total	273	270	+1	250	+9
By Industry					
Transport, storage and communication	11	11	– 1	10	+12
Building and construction	68	67	+1	58	+18
Manufacturing	22	23	-4	22	+3
Financial institutions, investment & holding companies	27	23	+16	22	+24
General commerce	34	34	_	31	+7
Professionals and private individuals	29	29	_	29	+1
Housing loans	68	69	_	67	+2
Others	13	14	– 1	12	+16
Total	273	270	+1	250	+9

Note: Loans by geography are classified according to where credit risks reside, largely represented by the borrower's country of incorporation / operation (for non-individuals) and residence (for individuals).

Exposure to China

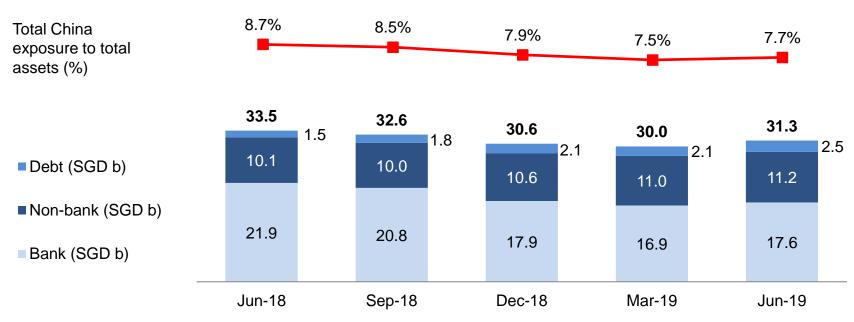


Bank exposure as of 30 June 2019

- Bank exposure accounted for 56% of total exposure to China
- Top 5 domestic banks and 3 policy banks accounted for 76% of total bank exposure
- 99% with <1 year tenor
- Trade exposures mostly with bank counterparties, representing about half of bank exposure

Non-bank exposure as of 30 June 2019

- Target customers include top-tier stateowned enterprises, large local corporates and foreign investment enterprises
- NPL ratio at 0.6%
- 50% denominated in RMB
- 50% with <1 year tenor

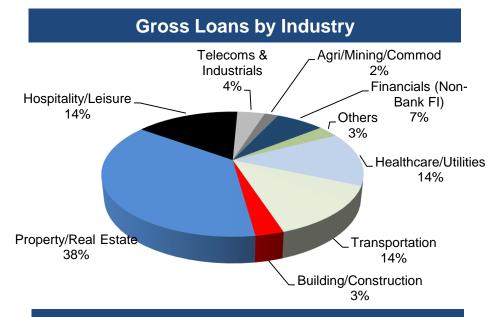


Note: Classification is according to where credit risks reside, largely represented by the borrower's country of incorporation / operation (for non-individuals) and residence (for individuals).

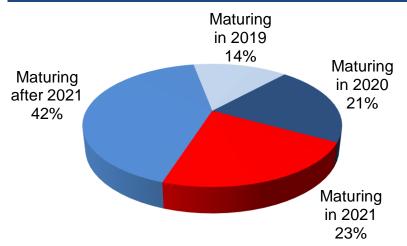
UOB Sydney – Overview



- Australian operations are a key component of UOB Group's regional strategy
- UOB Group obtained an Australian merchant banking license in 1986 and a full branch license in 1993
- Wholesale banking focus
- Positioned to benefit from increased commercial links between Australian and South East Asian economies
- Total Assets have grown to AUD 13.4bn as at July 2019
- Well diversified loan book and funding mix
- Key management personnel banking experience ranges from 20 to 40 years
- Office locations in Sydney, Melbourne and Brisbane
- The Branch is materially self-sufficient and holds substantial amount of high quality liquid assets and repo- eligible securities for use under all market conditions



Gross Customer Loans by Maturity

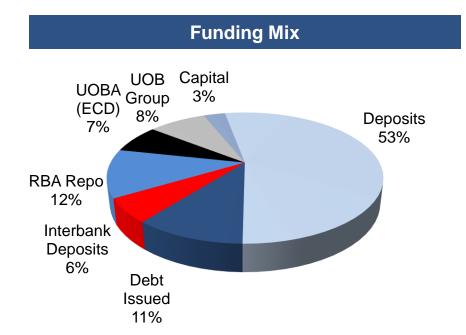


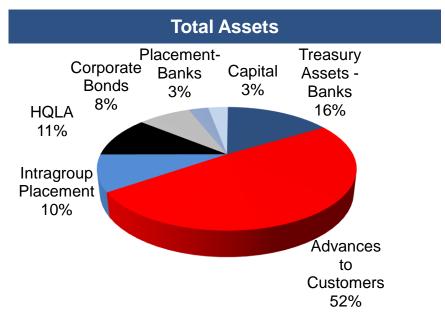
Source UOB Sydney Branch

Notes: UOB Sydney Branch data includes UOB's Melbourne and Brisbane offices; financial statistics are as at August 2019

UOB Sydney – Balance Sheet Summary







Source UOB Sydney Branch

Notes: UOB Sydney Branch data includes UOB's Melbourne and Brisbane offices; financial statistics are as at August 2019

UOB Sydney – Financial Highlights





Note: UOB Sydney Branch data includes UOB's Melbourne and Brisbane offices; YTD financial statistics are as at 31 August 2019

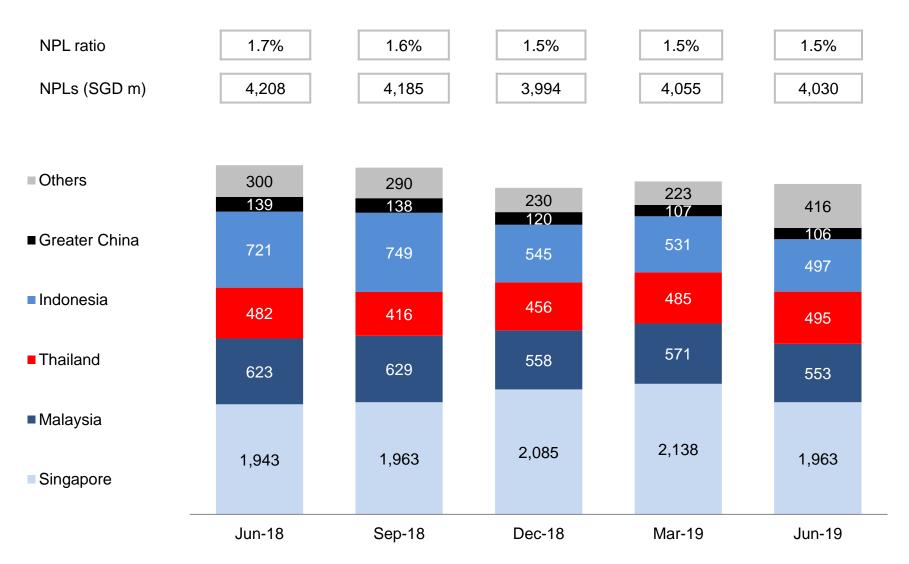
New NPA Formation Stayed within Historical Norm



(SGD m)	2Q18	3Q18	4Q18	1Q19	2Q19
NPA at start of period	4,323	4,404	4,374	4,166	4,215
Group wholesale and sn	nall enterpris	e customers	S :		
New NPA	252	275	370	230	357
Upgrades, recoveries and translations	(88)	(229)	(257)	(139)	(182)
Write-offs	(101)	(29)	(392)	(17)	(229)
	4,386	4,421	4,095	4,240	4,161
Group retail (personal customers only)	18	(47)	71	(25)	24
NPA at end of period	4,404	4,374	4,166	4,215	4,185

NPL Ratio Stable at 1.5%

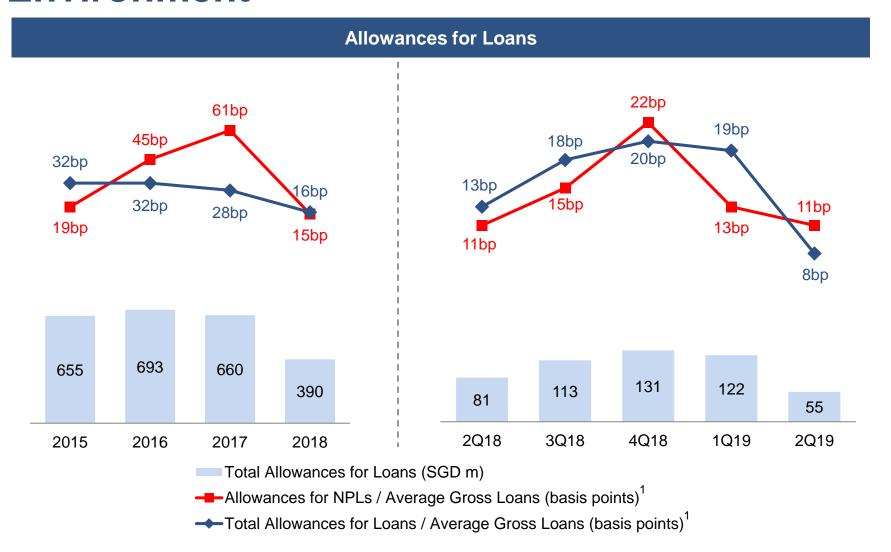




Note: NPLs by geography are classified according to where credit risks reside, largely represented by the borrower's country of incorporation / operation (for non-individuals) and residence (for individuals).

Credit Costs Still Supported by Benign Environment

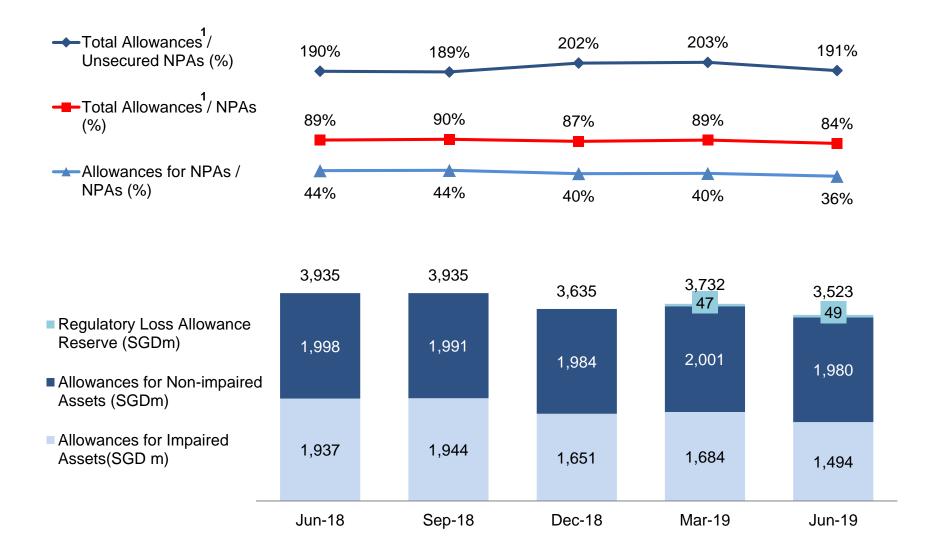




^{1.} Computed on an annualised basis, where applicable.

Adequate Reserve Coverage Ratios

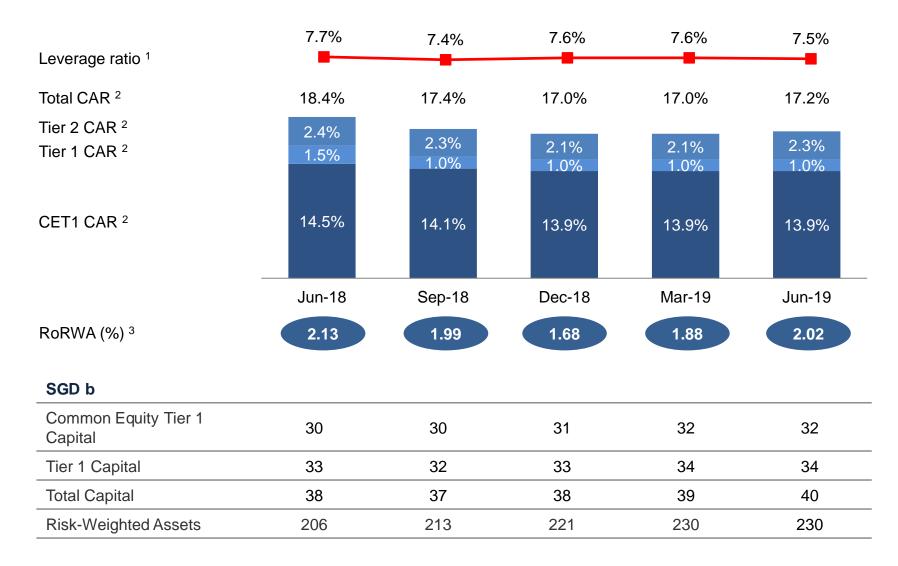




^{1.} Include regulatory loss allowance reserve (RLAR) as part of total allowances. RLAR is a non-distributable reserve appropriated through retained earnings to meet MAS Notice No. 612 Credit Files, Grading and Provisioning requirements.

Strong Capital and Leverage Ratios

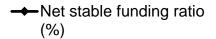




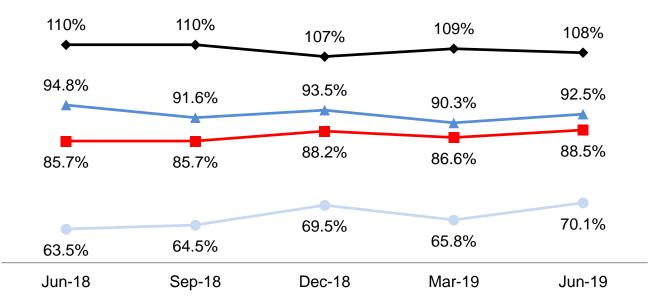
- 1. Leverage ratio is calculated based on the revised MAS Notice 637.
- 2. CAR: Capital adequacy ratio.
- 3. Return on average risk weighted assets, computed on an annualised basis.

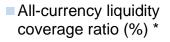
Stable Liquidity and Funding Position



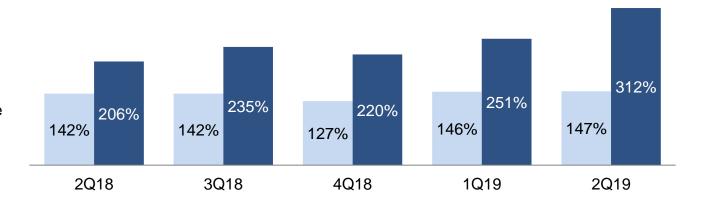


- SGD loan-deposit ratio (LDR) (%)
- Group LDR (%)
- --- USD LDR (%)





■ SGD liquidity coverage ratio (%) *



^{*} Liquidity coverage ratios are computed on a quarterly average basis.

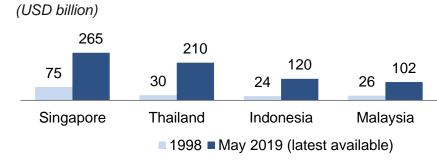


Macroeconomic Outlook

Southeast Asia: Resilient Key Markets







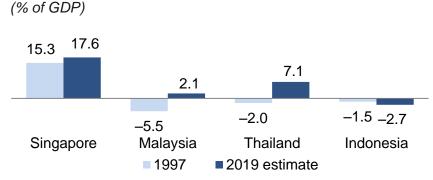
Sources: World Bank, International Monetary Fund

Lower Debt to Equity Ratio



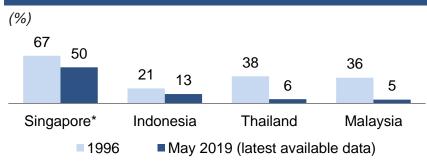
Total debt to equity ratio = total ST and LT borrowings divided by total equity, multiplied by 100; sources: MSCI data from Bloomberg

Healthy Current Account Balances



Source: International Monetary Fund

Lower Foreign Currency Loan Mix

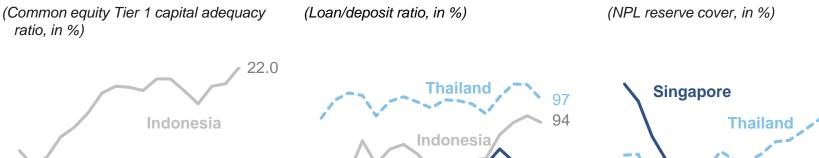


^{*} Foreign currency loans in 1996 approximated by using total loans of Asia Currency Units; sources: Central banks

Long-term fundamentals and prospects of key Southeast Asia have greatly improved since the 1997 Asian Financial Crisis.

Southeast Asia Banking Sectors: Strong Fundamentals Remain Intact

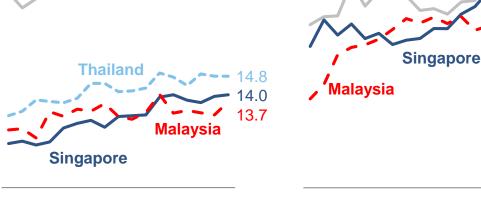




Adequate Loan/Deposit Ratio

87

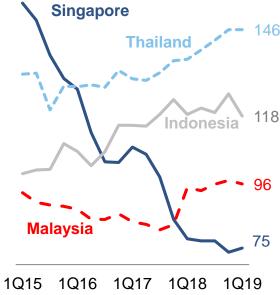
85



1019

1Q15

1Q16



Healthy Reserves

Note: For Singapore, common equity Tier 1 capital adequacy ratio and NPL reserve cover are based on the average of the three Singapore banking groups, while the loans/deposit ratio approximates that of Singapore dollar.

1Q17 1Q18 1Q19

Source: Central banks, banks

1Q16 1Q17 1Q18

1Q15

Robust Capital Positions

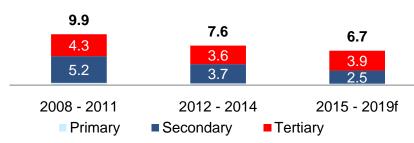
Trade Tensions Cloud China's Outlook but Low Risk of Hard Landing



- Despite ongoing structural slowdown, the Chinese economy has its underlying momentum, supported by rebalancing reforms and steady jobs market.
- Low central government debt underpins China's fiscal capacity, which could help mitigate "black swan" events.
- Baseline GDP growth est for China at 6.2% in 2019 & 2020 (2018: 6.6%). Greatest near-term risk from protracted US-China trade negotiations (30% prob of talks breakdown). Growth to slow to 5.8% should all Chinese exports to the US be targeted in trade conflicts.

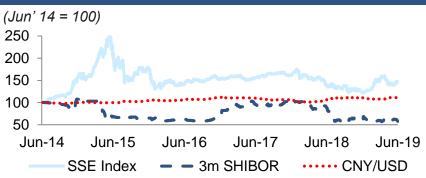
Structural Shift of China's Economy

(Average Contribution to GDP growth rate, %)



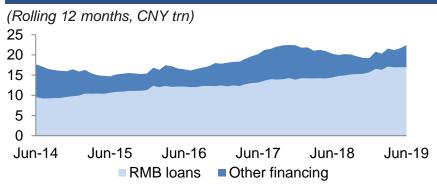
Source: IMF, CEIC, UOB Global Economics & Markets Research

Episodes of Market Volatility Contained



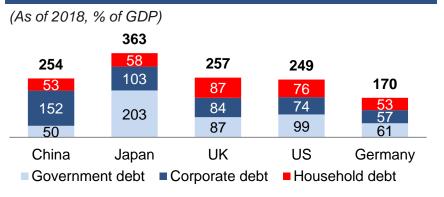
Source: Bloomberg, UOB Global Economics & Markets Research

New Financing Increasingly from Banking Sector



Source: PBOC, UOB Global Economics & Markets Research

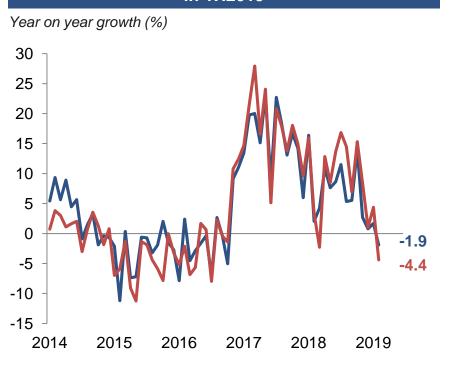
Source of China Debt Risk



Source: BIS, Macrobond, UOB Global Economics & Markets Research

Global Trade Tension Negative for ASEAN ^{₩∪OB} but Some Silver Lining May Emerge

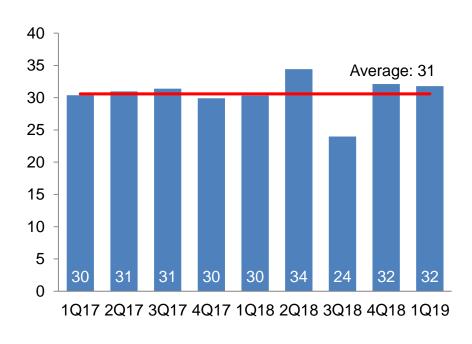
Exports growth slowed across ASEAN countries in 1H2019





Strong foreign direct investment inflows to ASEAN

(US\$ billion)



ASEAN Quarterly Foreign Direct Investments

2017 Quarterly Average

ASEAN = Indonesia, Malaysia, Myanmar, Thailand, Philippines, Vietnam Sources: CEIC, UOB Global Economics & Markets Research

Implication on Regional Policy Rates



	4Q17	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19f	4Q19f	1Q20f
US 10-Year Treasury	2.40	2.74	2.86	3.06	2.68	2.41	2.00	2.00	1.90	1.80
US Fed Funds	1.50	1.75	2.00	2.25	2.50	2.50	2.50	2.25	2.00	2.00
SG 3M SIBOR	1.50	1.45	1.52	1.64	1.89	1.94	2.00	2.00	1.95	1.95
SG 3M SOR	1.30	1.48	1.59	1.64	1.92	1.93	1.83	2.00	1.95	1.95
MY Overnight Policy Rate	3.00	3.25	3.25	3.25	3.25	3.25	3.00	3.00	3.00	3.00
TH 1-Day Repo	1.50	1.50	1.50	1.50	1.75	1.75	1.75	1.75	1.75	1.75
ID 7-Day Reverse Repo	4.25	4.25	5.25	5.75	6.00	6.25	6.00	5.50	5.50	5.50
CH 1-Year Deposit Rate	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50

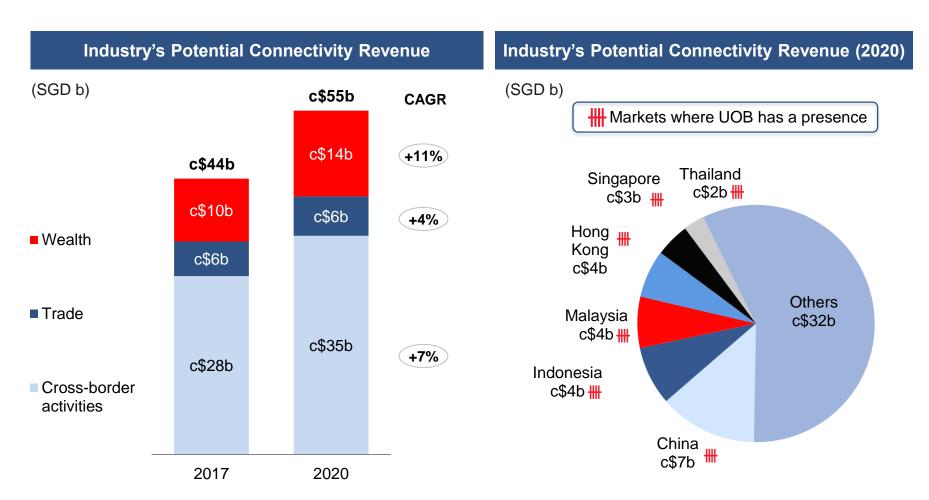
The FOMC cut its policy Fed Funds Target Rate by 25bps in its 31 Jul meeting, in light of the implications of global developments for the economic outlook as well as muted inflation pressures even with the view that US domestic conditions remaining robust. The FOMC did not commit to a further rate cut but said that it will continue to monitor the incoming economic data growth. We expect the Fed to go into a period of wait-and-see as more US data becomes available, and then to follow up with another 25bps cut only in Dec, bringing the upper bound of FFTR to 2.00% by end-2019. That said, an escalation of the US-China trade tensions may also influence the Fed's timeline for the next rate cut.

We see downside risk to our base call for MAS to keep policy unchanged in October. SG\$NEER is coming from a position of strength that is inconsistent with underlying weakness displayed in the domestic economy. Convergence of views towards MAS easing in October will reinforce downside pressure on SG\$NEER. Potential for weaker domestic currency will cause SORs to lag US rates when the latter is repricing lower.

China's growth is expected to slow further due to its structural reforms and trade tensions with the US but policymakers have been able to manage downside risks with proactive fiscal and monetary measures. On balance, with China's growth within target (6-6.5%) and more dovish Fed, capital flight risk from Asia will remain low. Asian central banks are also likely to move towards easing monetary policy to support growth, albeit those with current account and fiscal deficits, would likely do so in a cautious approach.

Revenue Potential from 'Connecting the Dots' in the Region





Note: 'Trade' and 'cross-border activities' capture both inbound and outbound flows of Southeast Asia, with 'trade' comprising exports and imports while 'cross-border activities' comprising foreign direct investments and M&A. 'Wealth' captures offshore and onshore assets booked in Singapore as a wealth hub. Incorporating BCG analysis, these are converted into banking revenue potential.

Source: Boston Consulting Group's analysis, Boston Consulting Group Global Banking Revenue pool.



Regulatory Developments

Basel III across the Region



	BCBS	Singapore	Malaysia	Thailand	Indonesia	Hong Kong	China
Minimum CET1 CAR	4.5%	6.5% ¹	4.5%	4.5%	4.5%	4.5%	5.0%
Minimum Tier 1 CAR	6.0%	8.0% ¹	6.0%	6.0%	6.0%	6.0%	6.0%
Minimum Total CAR	8.0%	10.0% ¹	8.0%	8.5%	8.0%	8.0%	8.0%
Full Compliance	Jan-15	Jan-15	Jan-15	Jan-13	Jan-14	Jan-15	Jan-13
Capital Conservation Buffer	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Full Compliance	Jan-19	Jan-19	Jan-19	Jan-19	Jan-19	Jan-19	Jan-19
Countercyclical Buffer ²	Up to 2.5%	Up to 2.5%	Up to 2.5%	Up to 2.5%	Up to 2.5%	Up to 2.5%	Up to 2.5%
2019 Requirement	n/a	0%	0%	0%	0%	2.5%	0%
D-SIB Buffer	n/a	2.0%	2.0%	1.0%	1.0%-3.5% ³	1.0%-3.5%	1.0%4
G-SIB Buffer	1.0%-3.5%	n/a	n/a	n/a	n/a	n/a	1.0%–1.5 ⁴
Minimum Leverage Ratio	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	4.0%
Full Compliance	2018	2018	2018	2022	2018	2018	2015/16
Minimum LCR	100%	100%	100%	100%	100%	100%	100%
Full Compliance	Jan-19	Jan-19	Jan-19	Jan-20	Dec-18	Jan-19	Dec-18
Minimum NSFR	100%	100%	100%	100%	100%	100%	100%
Full Compliance	Jan-18	Jan-18	Jan-20	Jul-18	Jan-18	Jan-18	Jul-18

% of risk weighted assets 5

- Minimum CET1 CAR
- Minimum Tier 1 CAR
- Minimum Total CAR

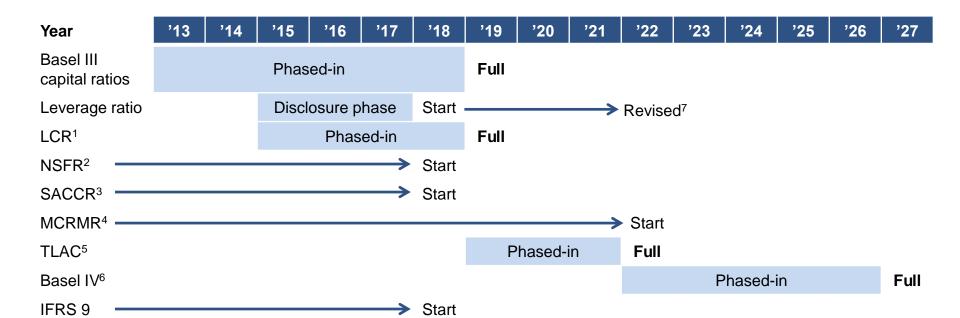


Source: Regulatory notifications.

- 1. Includes 2% for D-SIB (domestic-systemically important banks) buffer for the three Singapore banks.
- 2. Each regulator determines its own level of countercyclical capital buffer.
- 3. According to the regulations, Indonesia D-SIBs will initially be subject to a D-SIB buffer of up to 2.5%.
- 4. In China, G-SIBs (global-systemically important banks) are only subject to the higher of G-SIB and D-SIB buffer.
- 5. Minimum ratios on fully-loaded basis, including capital conservation buffer and D-SIB surcharge, but excluding countercyclical capital buffer and G-SIB surcharge.

Banking Regulations Still Evolving





Banks need to be profitable in order to be strong. Retained earnings are one of the major sources of equity – which is the highest quality capital that banks hold. Banks also need to be profitable to be able to support the real economy. They have to earn a decent return for intermediating credit, otherwise they will do less of it.

Mr Ravi Menon, Managing Director,
 Monetary Authority of Singapore, 20 April 2017

Source: BCBS

- 1. Liquidity Coverage Ratio.
- 2. Net Stable Funding Ratio.
- 3. Standardised Approach for measuring Counterparty Credit Risk exposure (MAS has not announced implementation date).

...certain liabilities should be excluded from the scope of bail-in because their repayment is necessary to ensure the continuity of essential services and to avoid widespread and disruptive contagion to other parts of the financial system. The proposed scope of bail-in would hence exclude liabilities such as ... senior debt and all deposits.

 Consultation Paper by the Monetary Authority of Singapore, June 2015

- 4. Minimum Capital Requirements for Market Risk replaced Fundamental Review of the Trading Book (MAS has not announced implementation date).
- 5. Total Loss Absorbing Capacity (not applicable to Singapore banks).
- 6. Basel IV: Reducing variation in credit risk-weighted assets.
- 7. Revised definition on exposure measure.

Impact of Basel IV¹ Likely to be Manageable



Retail credit

Wholesale credit

Others

LGD² floor of Retail Mortgage cut to 5% from 10%

Unsecured corporate FIRB⁵ LGD² cut to 40% from 45%

CCF⁶ for general commitments cut to 40% from 75%

Higher haircuts and lower FIRB⁵ secured LGD

Removal of 1.06 multiplier for IRB⁸ RWA⁷

LGD² and PD³ floors introduced for QRRE⁴ and Other Retail

CCF⁶ for unconditional cancellable commitments raised to 10% from 0%

PD³ floor of bank asset class raised to 5bp from 3bp

RWA⁷ output floor set at 72.5% of that of standardised approach

Fundamental review of the trading book

Lower RWA

Higher RWA



- 1. Basel IV: Reducing variation in risk-weighted assets
- 2. Loss given default
- 3. Probability of default
- 4. Qualifying revolving retail exposures

- 5. Foundation internal rating-based approach
- 6. Credit conversion factor
- 7. Risk weighted assets
- 8. Internal rating-based approach

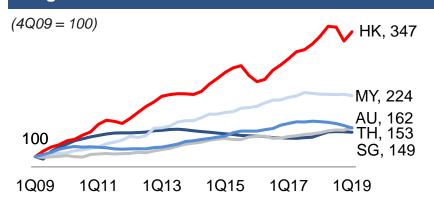


Resilience of Singapore Housing Market and UOB's Cover Pool

Conducive Macro Conditions Underpin Singapore Property Market



Regional House Price Indices over Last 10 Years

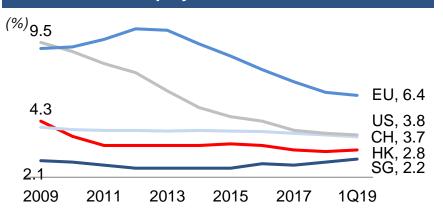


Sources: CEIC, UOB Economic-Treasury Research

High National Savings Rate (% of GDP) 51 45 SG, 44 CH, 43 32 HK, 24 US, 19 2009 2011 2013 2015 2017 2019F

Sources: IMF, UOB Economic-Treasury Research

Low Unemployment vs Global Peers



Sources: CEIC, UOB Economic-Treasury Research

SG Household Income in Line with Property Prices

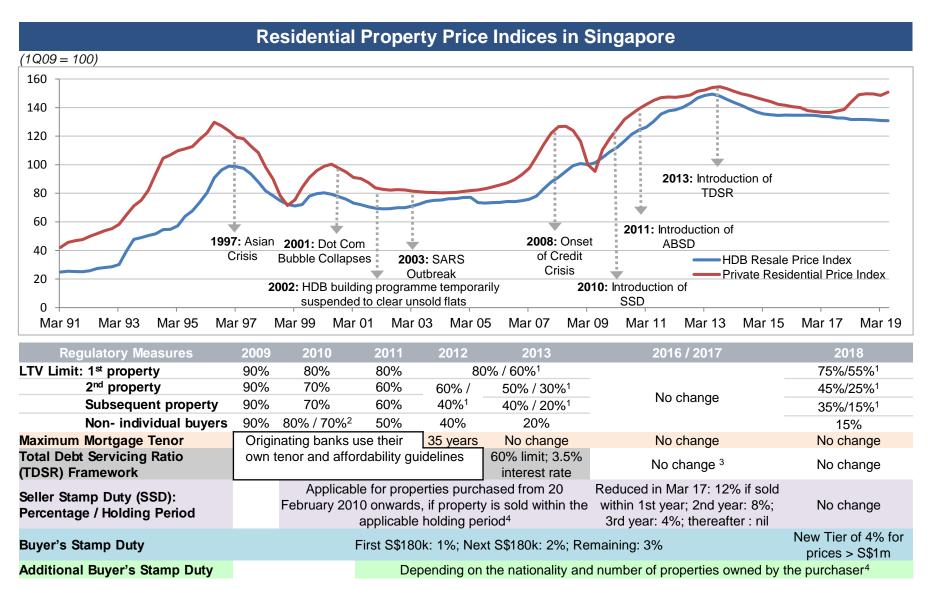
	2008	1Q19	+/(-)
Price ¹ (SGD / sq ft)	895	1,120	+25%
Unit size (sq ft)	1,200	1,200	_
Unit costs (SGD m)	1.07	1.34	+25%
Interest rate (%)	2.80	2.45	
Household income ² (SGD / mth)	12,763	17,492	+37%
Debt servicing ratio ³ (%)	49	23 ⁴	

- 1. Reflects median price of non-landed private residential
- 2. Reflects median of resident households living in private properties
- 3. Based on a 30-year housing loan, with a loan-to-value of 75%
- 4. A housing loan with 5% interest rate would increase DSR to 31% Sources: URA, CEIC, Singapore Statistics, UOB Economic-Treasury Research

Note: AU: Australia; CH: China, EU: European Union, HK: Hong Kong, SG: Singapore, TH: Thailand, UK: United Kingdom, US: United States

Prudent Policies for Sustainable Prices





^{1.} From 6 October 2012, the higher LTV limit applies if the mortgage tenor ≤30 years and sum of mortgage tenor and age of borrower is ≤65 years old, otherwise lower LTV limit will apply. 2. 80% LTV limit for 1st property and 70% LTV limit for subsequent properties. 3. Exemptions granted to certain borrowers if they meet exemption criteria. 4. Refer to IRAS website for more details. Source: Singapore Department of Statistics



Appendix A: Overview of our Cover Pool and Covered Bond Program

UOB's Cover Pool Profile

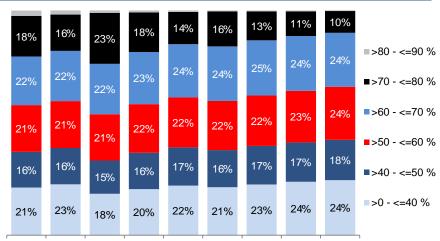


Overview of Cover Pool (as of Jul'19)

<u> </u>
12,335
7.6 billion
616,754
9,115,303
2.47%
65 months
240 months
51%
55%

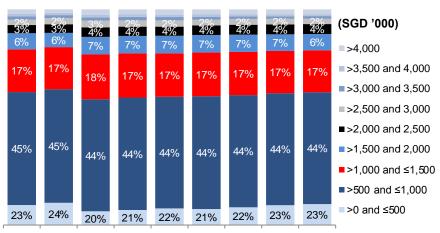
- Loan to value
- 2. Current loan balance divided by the original property value

Current LTV mainly ≤60%



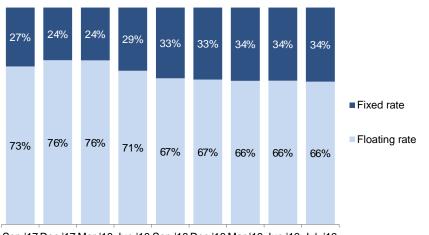
Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Current Loan Balances Mainly <SGD1m



Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Largely Floating Rate Mortgages



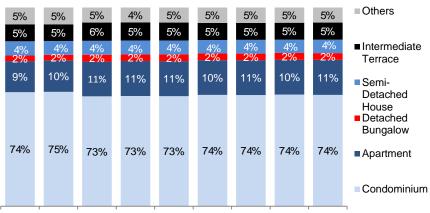
Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Note: Percentages less than 2% are not shown due to immateriality.

Cover Pool has Been Stable

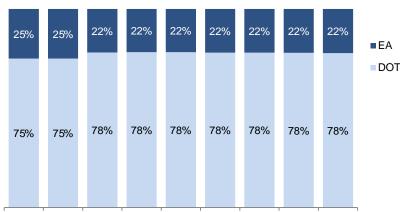


Primarily Apartments / Condominums



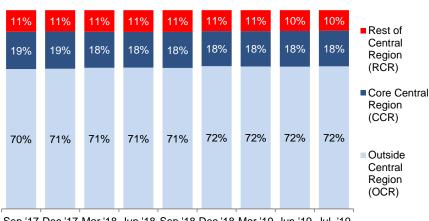
Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Strong Legal Protection by EA¹ / DOT²



Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Diversified Geographical Distribution



Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Borrowers mainly Citizens / PRs



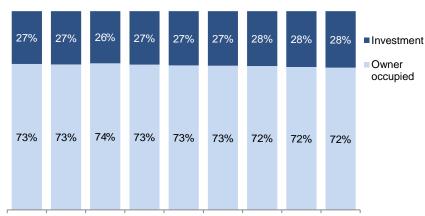
Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Equitable assignment
 Declaration of asset trust
 Note: Percentages less than 2% are not shown due to immateriality.

Cover Pool has Been Stable

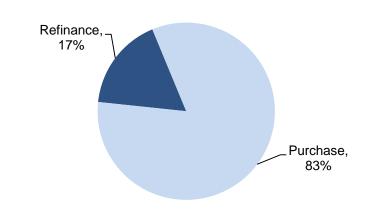


Majority Owner Occupied

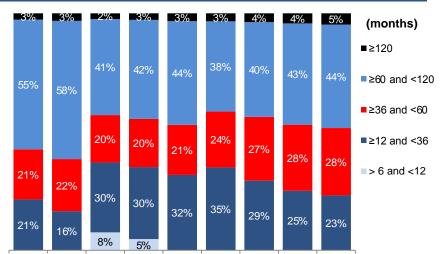


Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Loans Mainly for Purchases

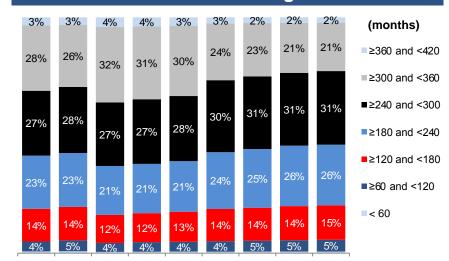


Well Seasoned Portfolio (in months)



Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Stable Profile for Remaining Loan Tenors



Sep '17 Dec '17 Mar '18 Jun '18 Sep '18 Dec '18 Mar '19 Jun '19 Jul '19

Covered Bond Program Summary



	USD8,000,000,000 Global Covered Bond Programme
Issuer	United Overseas Bank Limited
Issuer Long Term Rating	Aa1 (stable) / AA- (stable) / AA- (stable) (Moody's / S&P / Fitch)
Issuer Short Term Rating	P-1 (stable) / A-1+ (stable) / F1+ (stable) (Moody's / S&P / Fitch)
Programme Limit	USD8,000,000,000
LCR Status / ECB Repo Eligibility	Expected Level 2A Eligible (EU) ¹ / Not Eligible
Programme Rating	Aaa / AAA (Moody's / S&P)
Issuance Structure	Direct issuance covered bond regulated under MAS Notice 648, Senior unsecured claim against the Issuer and
(Dual Recourse)	senior secured claim against the Cover Pool
Covered Bond Guarantor (CBG)	Glacier Eighty Pte. Ltd., a newly set up orphan SPV incorporated in Singapore for the sole purpose of facilitating the activities under the Covered Bond Programme
Covered Bond Guarantee	The CBG has provided a guarantee as to payments of interest and principal under the Covered Bonds
Cover Book	Eligible 1st ranking SGD-denominated residential mortgages loans originated by UOB in Singapore (and other
Cover Pool	eligible assets)
Mortgage Loan-to-Value Cap	80% of latest Valuation of the Property, to be adjusted at least quarterly
Over-collateralisation (OC)	Legal minimum OC of 3% and committed OC of 15.90%
	Cover Pool Swap ² to hedge against possible variances between the interest received from the residential
Hedging	mortgage loans to the CBG's SGD interest/swap payments; Covered Bond Swap to hedge against the currency
	risk between the amount received by the CBG against its payment in other currency
Listing	Singapore Stock Exchange (SGX – ST)
Governing Law	English law (bond & swap documents) and Singapore law (asset documents)
Servicer, Cash Manager and Seller	United Overseas Bank Limited
Asset Monitor	Ernst & Young LLP
Trustee	DB International Trust (Singapore) Limited
Issuing and Paying Agent	Deutsche Bank AG, Singapore Branch
Arrangers	BNP Paribas and United Overseas Bank Limited and Hong Kong and Shanghai Banking Corporation

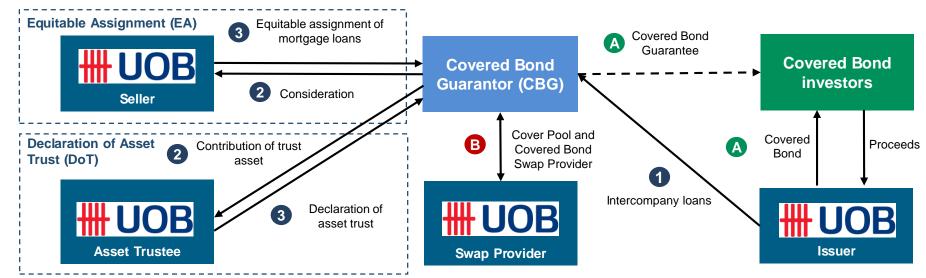
^{1.} Please refer to http://ec.europa.eu/finance/bank/docs/regcapital/acts/delegated/141010_delegated-act-liquidity-coverage_en.pdf and check for details. At the time of this presentation and subject to any relevant matters which are within the control of a relevant EU investor (including its compliance with the transparency requirement referred to in article 129(7) of Regulation (EU) 575/2013) and to the issuer and the covered bonds being regarded to be subject to supervisory and regulatory arrangements regarded to be at least equivalent to those applied in the EU, this bond should satisfy the eligibility criteria for its classification as a Level 2A asset in accordance with Chapter 2 of Regulation (EU) 2015/61 supplementing Regulation (EU) 575/2013. Notwithstanding the foregoing, it should be noted that whether or not a bond is a liquid asset for the purposes of the Liquidity Coverage Ratio under Regulation (EU) 575/2013 is ultimately to be determined by a relevant investor institution and its relevant supervisory authority and neither the issuer nor the manager accept any responsibility in this regard

2. Only entered into if and when required by either Rating Agency in order to ensure that the then current rating of the Covered Bonds would not be downgraded

Covered Bond Structure



Notwithstanding that $\mathcal{C}F$'s consent is required for the transfer or assignment of mortgages relating to $\mathcal{C}F$ Loans, no such consent is required for a declaration of trust over mortgages relating to $\mathcal{C}F$ Loans. The Seller is acting as the Assets Trustee and the $\mathcal{C}F$ Loans are held on trust for the benefit of the $\mathcal{C}V$ vered Bond Guarantor ($\mathcal{C}F$). Both EA and DOT mechanisms are permissible under MAS Notice 648 and such hybrid structure has been used in Covered Bond programmes in other jurisdiction



Credit Structure (Dual Recourse)

- A
- ➤ © vered Bond issued directly from UOB constitutes direct, unsecured and unsubordinated obligations of the Issuer
- ▶ **(B)** G guarantees the payment of interest and principal on the Covered Bonds, secured by the Cover Pool

Hedging

- B
- ▶ @ ver Pool Swap¹ –to hedge interest rate risk between the mortgage loans and CBG's SGD interest/swap payments¹
- ▶ @ vered Bond Swap (if necessary) —to hedge against the currency risk between the amount received by the BG against its payment in other currency

Segregation of mortgage loans

- 1 UOB provides an intercompany loan to the CBG
- 2 BG pays UOB consideration for the purchase of the mortgage loans
- A dual ring-fencing structure which uses both equitable assignment (EA) and declaration of assets trust (DOT) mechanisms:
 - ▶ DOT for the sale of DOT loans²
 - ► EA for the sale of EA Loans³ via equitable assignment
- 1. Only entered into if and when required by either Rating Agency to ensure that the then current rating of the Covered Bonds would not be downgraded
- 2. DOT Loans mean: (1) the borrowers had used CPF funds in connection with a residential property (CPF Loan) or (2) the required documentation for the borrowers' use of CPF funds, in connection with a residential property, is prepared
- 3. EA Loans mean a non-CPF Loan and the required documentation for the borrowers' use of CPF funds, in connection with a residential property, is not prepared



Appendix B: Latest Financials

1H19 Financial Overview

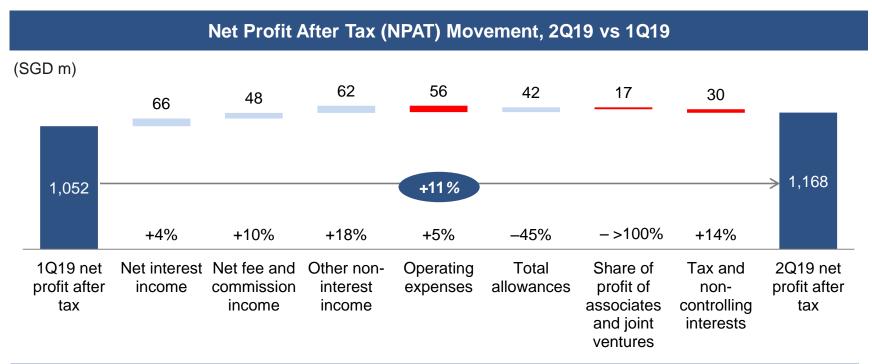


Net Profit After Tax (NPAT) Movement, 1H19 vs 1H18 (SGD m) 198 194 26 229 64 10 20 +8% 2,219 2,055 +8% -1% +36% +10% -15% -79% +5% 1H18 net Net interest Net fee and Other non-Operating Total Share of Tax and 1H19 net allowances profit of profit after profit after income commission interest expenses nontax income associates controlling tax income and joint interests ventures **Key Indicators** 1H19 **YoY Change** 1H18 1.80 Net interest margin (%) 1 1.83 (0.03) pt Non-interest income / Income (%) 35.0 34.1 +0.9% pt 44.1 43.9 Cost / Income ratio (%) +0.2% pt Return on equity (%) 1, 2 12.0 11.6 +0.4% pt Return on risk-weighted assets (%) 1 1.95 2.04 (0.09) pt

- Computed on an annualised basis.
- 2. Calculated based on profit attributable to equity holders of the Bank, net of perpetual capital securities distributions.

2Q19 Financial Overview





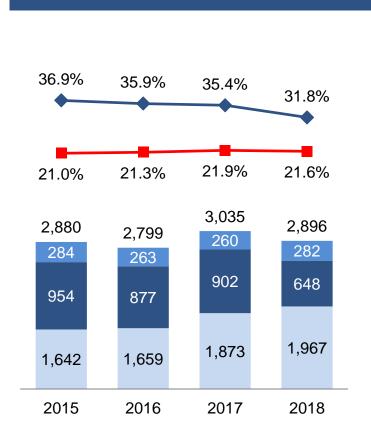
Key Indicators	2Q19	1Q19	QoQ Change	2Q18	YoY Change
Net interest margin (%) 1	1.81	1.79	+0.02% pt	1.83	(0.02) pt
Non-interest income / Income (%)	36.0	34.0	+2.0% pt	34.2	+1.8% pt
Cost / Income ratio (%)	43.7	44.6	(0.9) pt	43.6	+0.1% pt
Return on equity (%) 1, 2	12.5	11.4	+1.1% pt	12.1	+0.4% pt
Return on risk-weighted assets (%)	2.02	1.88	+0.14% pt	2.13	(0.11) pt

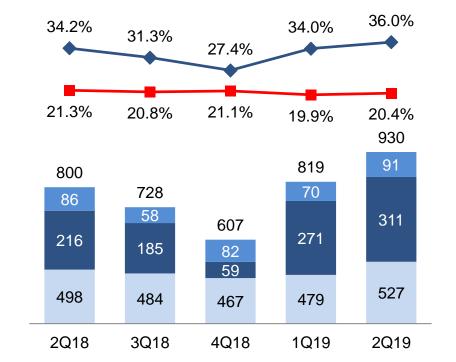
- 1. Computed on an annualised basis.
- 2. Calculated based on profit attributable to equity holders of the Bank, net of perpetual capital securities distributions.

Non-Interest Income Supported by Sustained Rebound in Financial Market



Non-Interest Income and as a % of Total Income



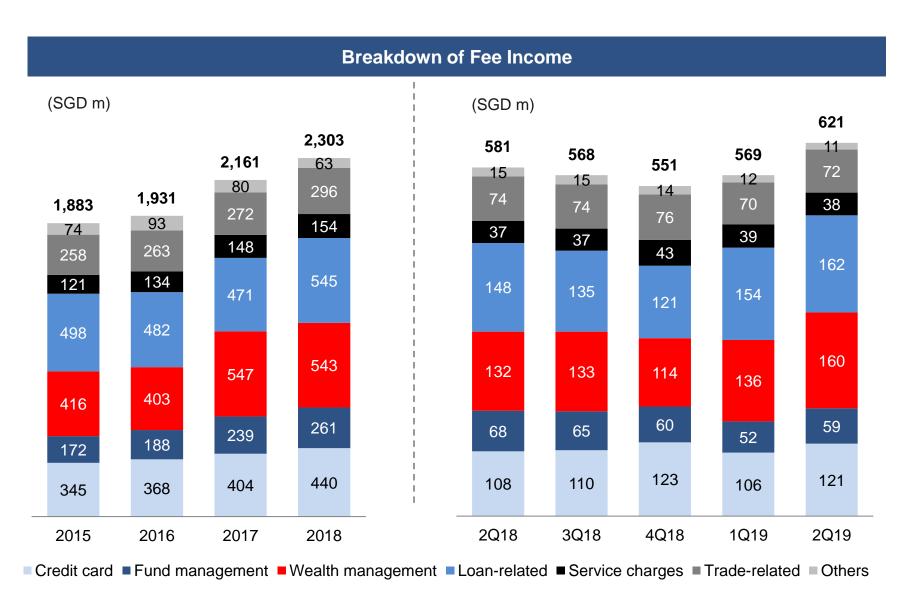


- Net fee income (SGD m)
- Other non-interest income (SGD m)
- ■Net fee income / Total income (%)

- Trading and investment income (SGD m)
- → Non-interest income / Total income (%)

Broad-based Focus in Fee Income

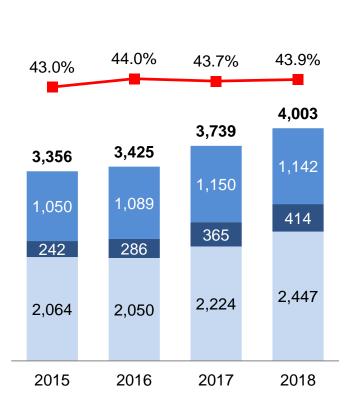




Pacing Growth in Operating Expenses, with Maintaining a Stable CIR









IT-related expenses (SGD m)

Staff costs (SGD m)

Other operating expenses (SGD m)

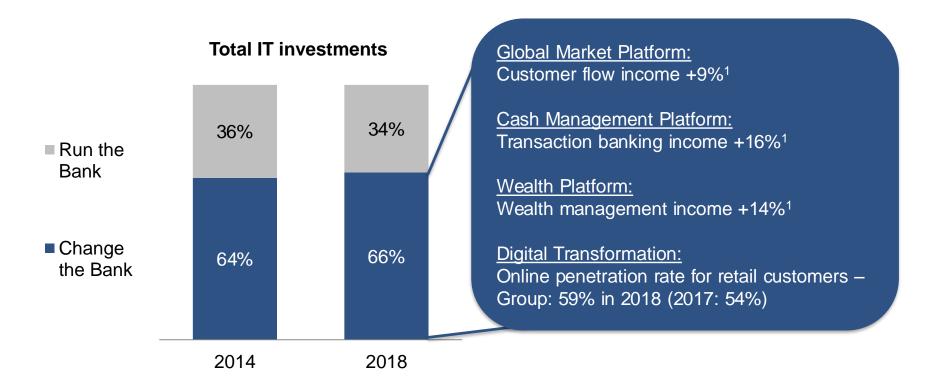
Costs / Income ratio (%)

Note: Expenses have been restated where the amounts no longer include expenses directly attributable to fee income.

IT Investments Towards "Changing the Bank"

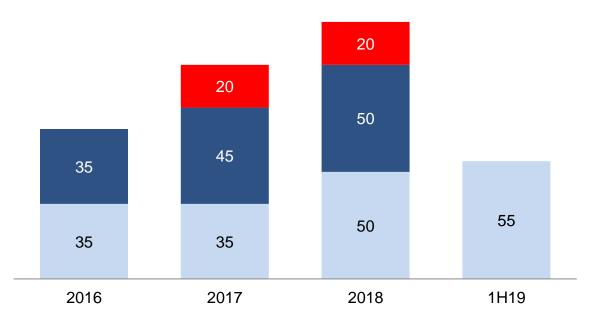






Higher Interim Dividend for 1H19





Net dividend per ordinary share (¢)	■ In	terim	■Final	■ Special
Payout amount (SGD m)	1,135	1,661	2,000	918
Payout ratio (%)	37	49	50	41
Payout ratio (excluding special/one-off dividends) (%)	37	39	42	41

Note: The Scrip Dividend Scheme was applied to interim and final dividends for the financial year 2016; as well as interim, final and special dividends for the financial year 2017.

The Scheme provides shareholders with the option to receive Shares in lieu of the cash amount of any dividend declared on their holding of Shares. For more details, please refer to http://www.uobgroup.com/investor/stock/dividend_history.html.



Appendix C: Our Growth Drivers

Our Growth Drivers



Realise Full Potential of our Integrated Platform

- Provides us with ability to serve expanding regional needs of our customers
- Improves operational efficiency, enhances risk management, seamless customer experience and faster time to market

Sharpen Regional Focus

- Global macro environment remains uncertain but the region's long-term fundamentals continue to remain strong
- Region is our growth engine in view of growing intra-regional flows and rising consumer affluence, leveraging digitalisation and partnerships

Reinforce Fee Income Growth

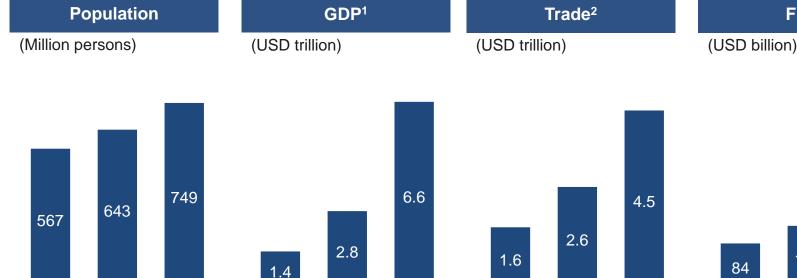
- Grow fee income to offset competitive pressures on loans and improve return on risk weighted assets
- Increase client wallet share size by intensifying cross-selling efforts,
 focusing on service quality and expanding range of products and services

Long-term Growth Perspective

- Disciplined approach in executing growth strategy, balancing growth with stability
- Focus on risk adjusted returns; ensure balance sheet strength and robust capital through economic cycles

Southeast Asia's Immense Long-term Potential





2030

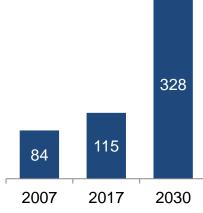
 Fourth largest trading group globally

2017

2030

2007

 23% are intra-ASEAN⁴ (European Union: 63%, NAFTA⁵: 41%)



FDI³

- Third largest recipient of inward FDI globally
- Grown 1.4x over the last decade

GDP: Gross domestic product.

2017

Third largest globally,

after China and India

Young demographics,

with 384 million below

35 years old

2007

- 2. Comprises exports and imports.
- 3. FDI: Foreign direct investments.
- 4. ASEAN: Association of South East Asian Nations.
- 5. NAFTA: North America Free Trade Agreement.

2030

Source: Macrobond, Visual Capitalist, UOB Economic-Treasury Research

2007

2017

Fifth largest economic

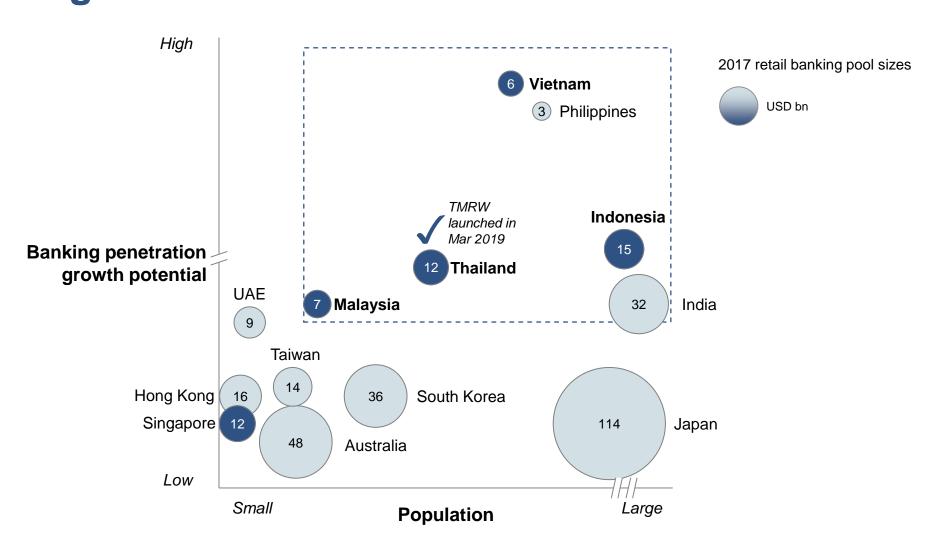
GDP doubled over the

bloc globally

last decade

Strong Retail Presence in High Potential Regional Markets





Group Wholesale Banking: Tapping Intra-Regional Flows through Diversification





Group Wholesale Banking income (SGD b)



... supported by diverse sources

- 1. Return on risk weighted assets (RoRWA), computed as a ratio of "Profit before tax" to "Average segment RWA".
- 2. Year on year growth for May 2019 year-to-date.

Group Wholesale Banking: Strategic Initiatives to Tap Intra-Regional Flows





Strengthen Connectivity

Tapping Greater China / Southeast Asian flows

- Support regional needs of companies from Southeast Asia & Greater China
- Singapore remains attractive as hub for region
- Open second Vietnam branch in Hanoi

Cross-border revenue: +19% growth¹ and 27%² of GWB income



Sector Specialisation

Offering tailored solutions for customers

- Improve customer engagement with insights and sectoral benchmarking
- Well-positioned to bank opportunities from trade diversion and re-shoring arising in the region

Non-loan income: +14%¹

Non-real estate income: +9%¹



Products and Platforms

Building new capabilities

- Platform integrated into national payment system
- API⁴ solutions powering real time transactions
- Re-designed customer journeys
- Faster speed to market

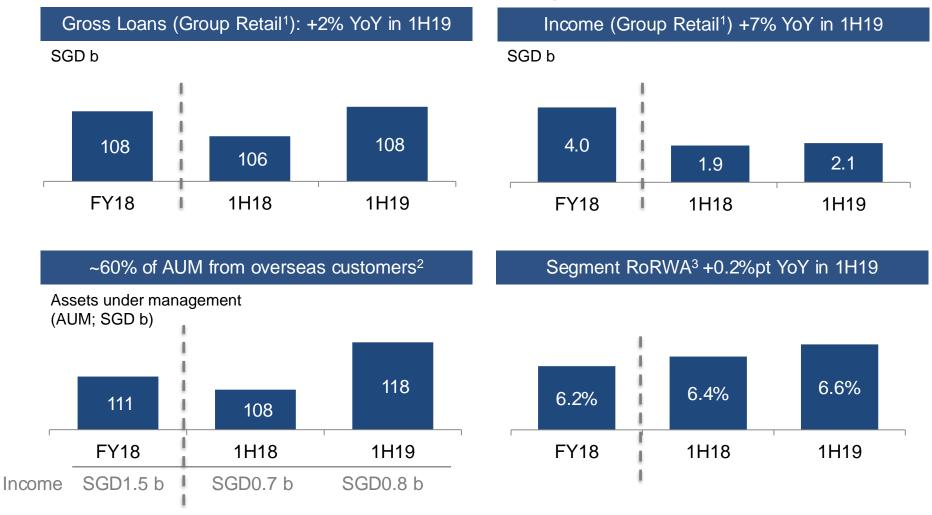
API⁴ solutions: Powering **>0.5m** payment transactions every month

Targeted cost productivity improvement³: ~10%

- 1. Year on year growth for May 2019 year-to-date (ytd).
- 2. As of May 19 ytd.
- 3. 2021 target.
- 4. Application programming interface.

Group Retail: Serving the Rising Affluent via Our Extensive In-country Presence





- Includes Business Banking.
- 2. Through the Group's network of wealth management centres in Southeast Asia.
- 3. Return on risk weighted assets (RoRWA), computed as a ratio of "Profit before tax" to "Average segment RWA".

Group Retail: Leveraging Digitalisation & #UOE Partnerships for Stronger Customer Franchise



Digital Bank: TMRW

Targeting Mobile-First & Mobile-Only Generation

- Launched TMRW in Thailand within 14 months
- Products: Payments, deposits and unsecured

Target 5 markets

3-5m customers

Engagement Index >7

Steady-state cost-income ratio ~35%



Omni-Channel Experience

Traditional & affluent customers with universal banking needs

- Launched UOB Mighty 2 app with improved features for better experience
- Leveraging data analytics & machine learning across customer touch points

Ranked top in Singapore for quality of Branch Services¹

RMs² at Orchard Wealth Centre: Higher sales productivity



Ecosystem Partnerships

Forging collaborations to widen distribution reach

- Strengthening customer acquisition & deepening wallet share
- Improving banking access by integrated with lifecycle needs of consumers & small businesses

Launched Singapore's first online utilities marketplace with 10 partners

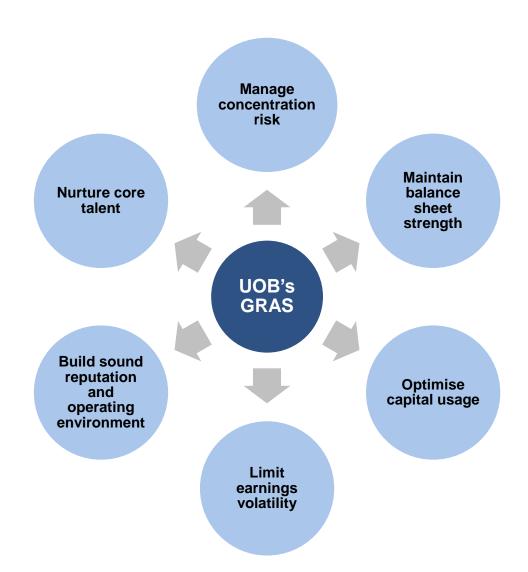
Supported ~20k SMEs with BizSmart³ across the region

- 1. UOB was top bank in Singapore with best score in Branch Services in Customer Satisfaction Index of Singapore (CSISG) 2018.
- 2. Relationship Managers.
- 3. UOB BizSmart offers a suite of integrated account, payroll and business operational solutions. Data as of 30 June 2019.

Managing Risks for Stable Growth



- Prudent approach has been key to delivering sustainable returns over the years
- Institutionalised framework through Group Risk Appetite Statement (GRAS):
 - Outlines risk and return objectives to guide strategic decision-making
 - Comprises 6 dimensions and 14 metrics
 - Entails instilling prudent culture as well as establishing policies and guidelines
 - Invests in capabilities, leverage integrated regional network to ensure effective implementation across key markets and businesses



Our Sustainability Milestones



Supporting Sustainable Development







Sinar Kamiri Sdn Bhd

(A subsidiary of Mudajaya Group)

SRI Sukuk

RM245m

Joint Lead Arranger Jan 2018





Bilateral Loan

S\$76m

Sole Financial Adviser May 2018



Notable Recognitions



1. FTSE4Good ASEAN 5 Index

UOB was ranked second by market capitalisation in 2019

2. Bloomberg Gender-Equality Index

UOB was included in 2019 based on disclosure in 2018.

3. Sustainable Banking Assessment

UOB was ranked second among the Southeast Asian banks in 2018.

4. ASEAN Corporate Governance Scorecard

UOB was ranked fifth in Singapore in 2018.

5. Singapore Governance and Transparency Index

UOB was ranked eighth out of 589 companies listed in Singapore in 2018.

6. Singapore Corporate Awards

UOB won the Silver Awards for both Best Managed Board and Best Risk Management for listed companies with market capitalisation of above SGD1 billion in 2019.

1. BCA-IMDA: Building and Construction Authority - Infocomm Media Development Authority. Source: UOB, FTSE Russell, Bloomberg, World Wildlife Fund (WWF), Centre for Governance, Institutions and Organisations (CGIO) of the National University of Singapore (NUS) Business School; Singapore Corporate Awards.

Thank You



