United Overseas Bank Group
Full Year 2007 Briefing

Results Overview

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Deputy Chairman & Chief Executive Officer

27 February 2008

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Singapore Company Reg No. 193500026Z
Agenda

1. Performance Review
2. Capital Management
3. In Summary
## Another Record Year

<table>
<thead>
<tr>
<th>Key Indicators</th>
<th>2007</th>
<th>2006 *</th>
<th>YoY Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Profit ^ ($m) Contributed by both higher NII &amp; Non-NII</td>
<td>2,854</td>
<td>2,488</td>
<td><strong>14.7%</strong></td>
</tr>
<tr>
<td>Net Profit After Tax ($m) Core business remains strong</td>
<td>2,109</td>
<td>1,882</td>
<td><strong>12.1%</strong></td>
</tr>
<tr>
<td>ROE (%) Steady upward trend</td>
<td>12.6</td>
<td>12.3</td>
<td><strong>0.3%pt</strong></td>
</tr>
<tr>
<td>Non-NII / Total Income (%) Driven by strong fee &amp; commission income</td>
<td>38.8</td>
<td>35.8</td>
<td><strong>3.0%pt</strong></td>
</tr>
<tr>
<td>Offshore Profit Contribution # (%) Overseas growth outpaced by Singapore</td>
<td>30.2</td>
<td>32.5</td>
<td><strong>2.3%pt</strong></td>
</tr>
<tr>
<td>Offshore Profit # ($m) Portfolio diversification on track</td>
<td>833</td>
<td>799</td>
<td><strong>4.3%</strong></td>
</tr>
</tbody>
</table>

* Excludes one-time gain
^ Before amortisation of intangible assets and impairment charges
# Before tax and amortisation of intangible assets
Broad-based Quality Growth

- Loans up 20.5%
- Deposits up 11.9%
- Margins up – NIM at 2.04%
- Every fee & commission business up
- Expenses under control – Cost/Income ratio at 41.4%
- Asset quality sound – NPL ratio at 1.8%
- CDO exposure immaterial
Singapore – Riding on Domestic Boom

- Operating profit up 12.6%*; Loans up 20.0%
- Buoyant domestic growth – strong line-up of infrastructure projects; positive property market
- UOB’s dominant positions in growth areas enable us to seize business opportunities
  - Above-industry home loan growth
  - Grew wealth management business
  - Expanded SME portfolio with enhanced supporting fee-related products & services
  - Robust corporate lending

* Excludes one-time income in 2006
Regionalisation On Track

- Diversified global portfolio. Total overseas operating profit crossed $1bn, up 18.4%. Loans up 21.4%
- Prized regional distribution network in place
- New strategic initiatives in China & Vietnam – Local incorporation of UOB (China), 10% stake in Southern Bank
- Invest in greater synergies & efficiencies, supported by strong Singapore infrastructure & risk management systems
- Global diversification key as we build long-term capabilities
Malaysia – Accelerating Growth

- Operating profit up 13.3%; Loans up 28.1%
- Increased financing to consumer & SME segments
- Further inroads in fee-based business, especially wealth management
- Governance structure & risk management processes for Basel II in place
- Focus on accelerating growth in core businesses whilst building capacity & capabilities
Thailand – Better Outlook

- Operating profit down 11.3%; Loans down 1.5%
- Strengthened balance sheet & infrastructure
- Growth momentum picked up in last 2 quarters
- Continue to grow consumer & SME segments
Indonesia – Entrenching Market Position

- Operating profit down 9.1%; Loans up 24.1%
- Good momentum in building consumer business. Mortgage loans up. Launched cards
- SME portfolio grew & complemented well with corporate banking business
- Significant strides in enhancing operating infrastructure for business growth. Pacing our investments
- Strengthen brand name, improve market positions in consumer & institutional banking
Capital Management

- Efficient capital structure
- Strong CAR at 10.0% for tier 1 & 14.5% for total
- Utilised capital for organic expansion – 15.1% increase in risk-weighted assets
- The Board declared final net dividend of 45 cents per share. For 2007, total net dividend of 73.7 cents per share & payout of 53%
In Summary

- Quality broad-based growth in 2007
- 2008 another challenging year. But region remains resilient
- UOB well-placed to grow – strong core franchise; valued distribution network; financial strengths
- Maintain disciplined balance sheet management
- Continue to focus on fundamentals for quality & sustainability
- Long-term strategy intact. On track to becoming a premier regional bank