UOB Group
First Half 2011

Core business strengthened;
Seizing regional opportunities

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Macro Perspective

- Expect global volatility and uncertainty to persist. Asia should stay on course, though pace of growth will moderate. Monitoring developments closely

- Banking landscape increasingly complex, with evolving regulations and cross-border coordination

- Increasing emphasis on funding, capital and cost efficiency

- UOB staying focused on fundamentals amidst volatility and complexity
  - Building long-term customer franchise, balancing growth and stability
  - Preserving balance sheet strength to support customers and ride out credit cycles

- UOB well-placed, with strong capital position and deposit-funded franchise
1H 2011 Results – Key Takeaways

- Core business performed well. Strong growth in loans, net interest income and fees

- Robust loans growth, mainly in local currencies, in Singapore and the region as overall net interest margins improved

- Sustained growth in fee and commission income from higher loan volumes and increased cross-selling

- Manageable higher costs from operating in buoyant Asian economies

- Stronger balance sheet from shifting asset mix into Asian credit and more liquid assets. Confident of meeting MAS new capital requirements

- Funding capabilities intact. Increased customer deposits, reduced reliance on interbank funding and diversified funding base by tapping capital markets

- Good progress in building integrated regional platform, with greater cross-border business flows, deeper customer relationships and more operational efficiency
### Delivering Our Regional Strategy – Recap

#### Integrated Regional Banking Platform for Seamless Customer Experience

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<th>Realising the full potential of our regional platform</th>
<th>Serving the expanding regional needs of corporates</th>
<th>Tapping rising Asian consumer affluence</th>
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<td>- Create win-win experience for customers and UOB by investing in</td>
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|   - People  
|   - Product  
|   - Process |
| - Deepen customer relationships on the ground through regional network  |
| - More cross-country, cross-product collaborations  |
| - Expanding wealth management capabilities and network  |
| - Focusing on mass affluent and high net worth segments  |
Strengthening Our Regional Platform

- Continued investment in people, products and processes
- Increased headcount by around 1,000 year-to-date to support regional expansion
- Extended bancassurance reach to Malaysia with Prudential partnership
- Developing centres of excellence and off-shoring back-office processes to enhance productivity and operational efficiency
Extending Our Regional Corporate Banking Franchise

- Leveraging regional network to strengthen customer relationships and to offer comprehensive cross-border solutions

- Growth in overseas wholesale loans and fees outpaced that of the Group

- On track to achieve overseas wholesale profit contribution target by 2015
Tapping Rising Asian Consumer Affluence

- Wealth management covers entire spectrum
  - Mass Market
  - Mass Affluent
  - High Net Worth

- Launched Privilege Reserve to penetrate further the high net-worth segment

- On track to achieve various wealth management growth targets by 2015
Looking Ahead

- Our key markets continue to hold up. Optimistic of medium to long-term prospects for the region

- Staying focused on banking fundamentals to sustain growth in volatile environment

- Confident that UOB is well-positioned in today’s banking landscape and on track to realising our regional potential