UOB Group
Full Year 2012

Record Year of Earnings, Fees and Regional Profitability

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27 February 2013

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2012 Results – Key takeaways

- Our priorities remain unchanged
  - Maintaining balance sheet strength
  - Investing in people and infrastructure in the region

- UOB’s FY2012 results reflects this commitment
  - Record net profit after tax
  - Stronger balance sheet and capital position
Record earnings in 2012

- **Profit:** Record year. Diversified, high quality earnings from customer driven-business

- **Fees:** Record quarter and year. Broad-based growth

- **Region:** Record profits, exceeding S$1 billion for the first time

- **NIM:** Under pressure from market and asset mix shift towards highly liquid assets. Function of market conditions and portfolio mix

- **Costs:** Well paced. Remain committed to regional investments and long-term capability building

- **Prudent balance sheet management:** Stable asset quality, robust capital and liquidity position

- **Dividend:** Final dividend of 40 cents and special dividend of 10 cents
Staying focused on fundamentals amid uncertainty

- **Building customer franchise**
  - Increased customer loans’ proportion in asset mix
  - Key Asian markets now account for approximately 95% of total loans
  - Focus on profitability in target segments in key markets

- **Stable funding base**
  - Increased customer deposits’ proportion in funding mix
  - Regional network ensures self-sufficiency in local currency funding
  - Strong credit ratings lower funding costs
Regionalisation on track

- Key regional markets now a significant profit driver, with regional profit growth outpacing that of Singapore

- Harnessing potential of regional network through an integrated platform
  - On track for 2013 completion of regional core banking platform

- Integrated regional platform to deliver:
  - Improved productivity and speed to market
  - Enhanced risk management
  - Seamless and consistent customer experience

**Building an Integrated Regional Platform**

- China: Completed Q3, 2012
- Thailand: IT Centre of Excellence (Hubbed for scale)
- Singapore: IT Centre of Excellence (Hubbed for scale)
- Malaysia: By end 2013
- Indonesia: By Q3 2013

✓ All other overseas locations (across 14 countries) completed
Capitalising on rising intra-regional flows

- Facilitating cross-border business flows via dedicated business units

- UOB is well positioned to support customers’ intra-regional business ambitions:
  - First-mover advantage
  - Fully-owned regional network
  - Relationships/alliances with key trade and industry bodies

- Robust growth in customers and cross-border loans over last 2 years

- On track to achieve overseas wholesale profit contribution target by 2015

Growing Number of Intra-Regional Deals

Growing Overseas Wholesale Profit Contribution
Capturing rising Asian consumer affluence

- Steady inflows in AUM and customers
- From FY 2010 to date,
  - Grew AUM from $48bn to $66bn
  - Expanded customer base from 100,000 to 155,000
  - Increased regional wealth management footprint from 29 to 49 wealth management centres
- On track to achieve wealth management growth targets by 2015
Looking ahead

- Underlying macro-economic issues still persist but risks have moderated
- Continue to review and adjust assets and liabilities mix
- Singapore economy is maturing, expect slower growth in the longer term
- Confident of Asia’s long-term prospects, backed by rise of regional corporates and consumer affluence, particularly in Southeast Asia
- Long-term commitment to the region is reaping results. Expect to deliver greater value from the region