UOB Group
Full Year 2013

Record Year of Earnings, Fees and Regional Profits

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Singapore Company Reg No. 193500026Z
Record Earnings in 2013

- Profit: Crossed S$3 billion mark, backed by 2 quarters of record earnings. Driven by robust loans growth and fee income
- Record profits from region > S$1 billion for 2nd consecutive year
- Net interest income at new high, >S$4 billion
  - Loans: Strong 16.8% growth
  - NIM: Stabilising over past 3 quarters
- Fees: Record year. Broad-based and consistent growth.
- Costs: Broadly stable, as infrastructure investments paced against income growth
- Prudent balance sheet management: Resilient asset quality, strong capital and liquidity position
- Dividend: Final dividend of 50 cents and special dividend of 5 cents
Focused on Preserving Balance Sheet Strength

- Building customer franchise
  - Disciplined approach to credit growth in target segments within key markets

- Maintaining stable funding base
  - Greater focus on securing more deposits and operating accounts

- Diversifying funding sources in 2013:
  - Issued S$9.7bn commercial papers
  - Issued A$300mn senior debt through EMTN programme
  - 1st bank in Asia to issue two new-style Additional Tier 1 securities, amounting to S$1.35 bn, under Basel III framework
Milestone in Regionalisation

- Successful completion of core banking refresh at end-2013

- Integrated regional platform to bring:
  - Improved productivity and operational efficiency
  - Quicker speed to market
  - Enhanced risk management
  - Consistent and seamless customer service

- Positions us for next stage of regional business growth

Full Rollout of Integrated Regional Platform

- China ✔ Completed 3Q 2012
- Thailand ✔ Completed 3Q 2012
- Malaysia ✔ Completed 4Q 2013
- Singapore ✔ IT Centre of Excellence (Hubbed for scale)
- Indonesia ✔ Completed 3Q 2013

✔ All other overseas locations (across 14 countries) completed
Capitalising on Rising Intra-regional Flows

- Robust growth in customers and cross-border loans over last 3 years

- Strengthened in-market teams and capabilities to serve customers’ regionalisation needs

- Extending coverage to more industry specialisations and enhancing deal origination capabilities; strong growth in Oil & Gas and Agriculture segments

- On track to achieve 50% target for overseas wholesale profit contribution by 2015
Transaction Banking Making Good Progress

- Offer end-to-end solutions ranging from cash, trade and supply chain financing across our network
- Strong increase in trade loans, spurred by intra-regional trades
- Growing corporate deposits by leveraging on strong credit ratings and product bundling/solutions
-Garnered 15 cash management awards in Singapore and Malaysia at 2013 Asiamoney polls
Capturing Rising Asian Consumer Affluence

- From FY2010 to date,
  - Grew wealth management AUM from $48bn to $75bn
  - Expanded customer base from 100,000 to 175,000
  - Increased regional wealth management footprint from 29 to 48 wealth management centres

- Bancassurance consistently performing well ahead of joint targets
Looking Ahead

- Operating environment likely to be more moderate; QE tapering signals recovering US economy which is positive for Asia

- Near-term impact of capital outflows and recent volatilities in emerging markets should be manageable

- Underlying economy and business flows in Asia remain resilient

- Remain committed to our key regional markets and delivering on our long-term strategy