

Full Year 2015 Results Steady Growth in Client Franchise Income; Disciplined Balance Sheet Management

16 February 2016

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Steady Growth Amid Volatility

- **FY2015 profit broadly stable at \$3.21bn**
- **Net interest income higher, driven by growth in both loan volume and NIM**
 - Loans: +4.0% YoY growth across industries and countries
 - NIM: +6bps to 1.77%
- **Non-interest income boosted by**
 - Higher fee income (+7.7% YoY) and trade and investment income (+16.8% YoY)
 - Good momentum in treasury customer income
- **Cost-to-income (“CIR”)**
 - Underlying CIR at 43.4%, due to ongoing investments in long-term capabilities
 - Reported CIR at 44.7%, with one-off expenses included
- **Dividend**
 - Final dividend of 35 cents/share
 - Full-year dividend of 90 cents/share, including 80th Anniversary dividend of 20 cents/share

Disciplined Balance Sheet Management

- **Slight uptick in NPLs buffered by diversified portfolio with significant allowances**

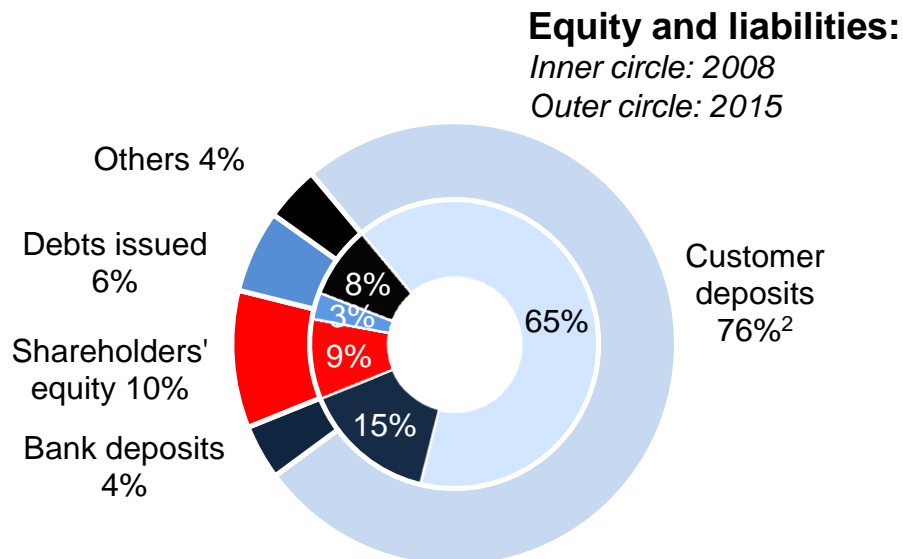
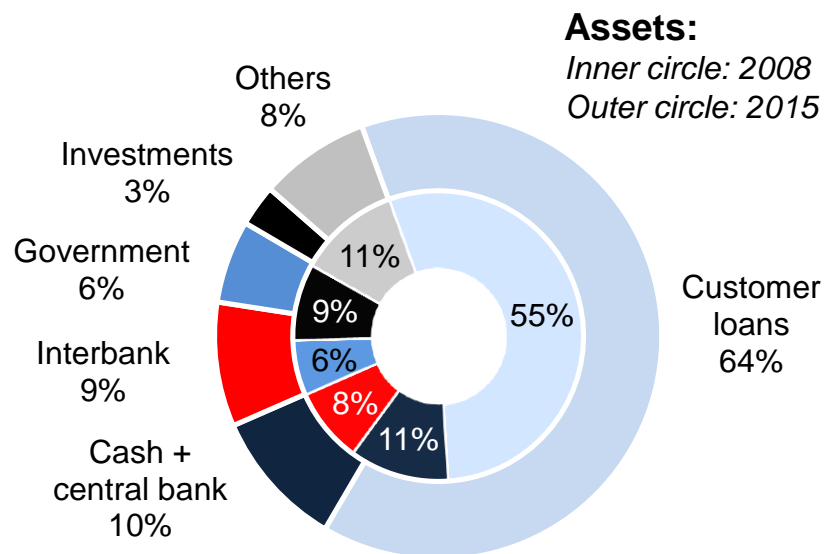
- NPL ratio largely stable at 1.4%
- High general allowances-to-loans ratio of 1.4%
- Strong NPL coverage: 130.5%

- **Strong funding and capital base**

- US\$8bn covered bond programme to broaden funding sources and investor base
- Liquidity Coverage Ratios: SGD (217%) and all-currency (142%); well above regulatory minimum
- Fully-loaded CET1 ratio¹ of 11.7%

- **High-quality ‘sticky’ deposits remains a key focus**

1. Proforma CET1 ratio (based on final rules effective 1 January 2018).
2. The definition of ‘Customer Deposits’ was expanded to include deposits from financial institutions relating to fund management and operating accounts from 1Q14 onwards.

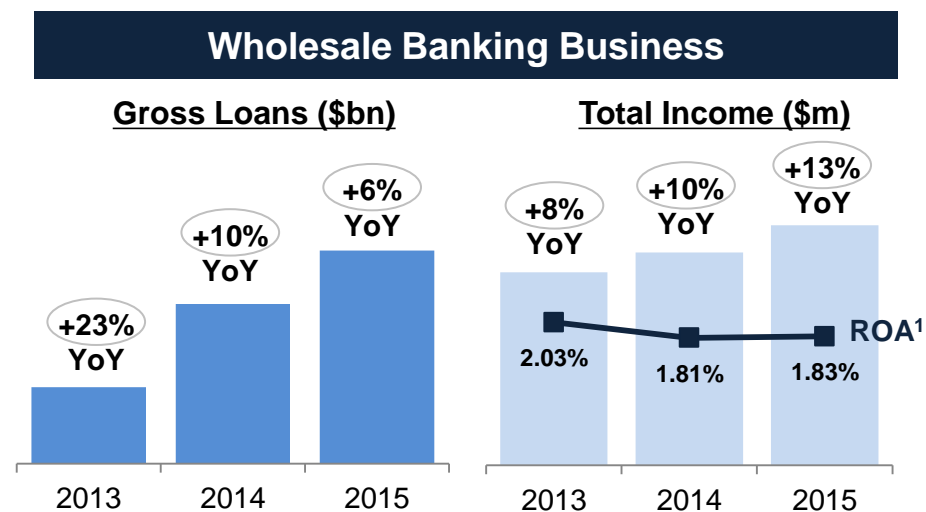


Wholesale Banking: Forging Ahead

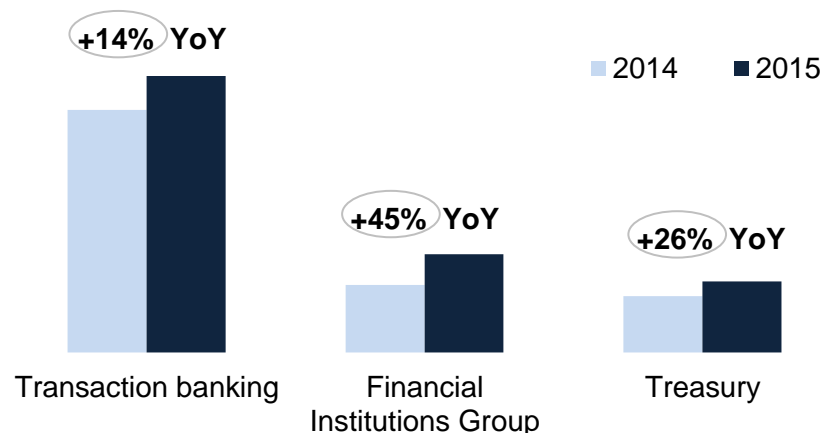
- **Stronger wholesale banking income**
 - Driven by stronger liability management and cross-selling efforts

- **Investing and developing strong product coverage and advisory capabilities**

- **Capturing regional opportunities**
 - Helped more than 700 companies expand in the region since 2011



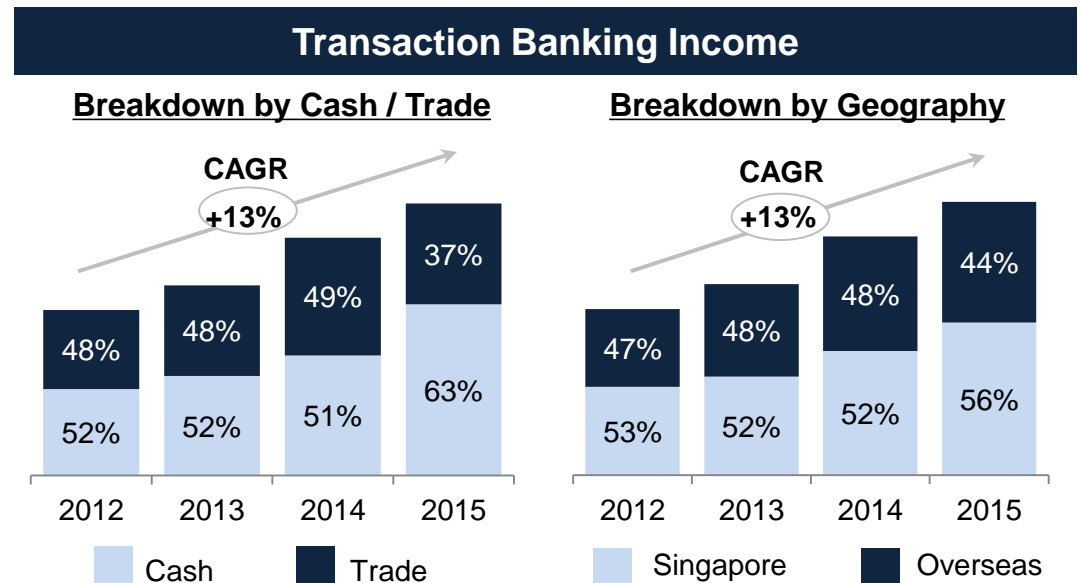
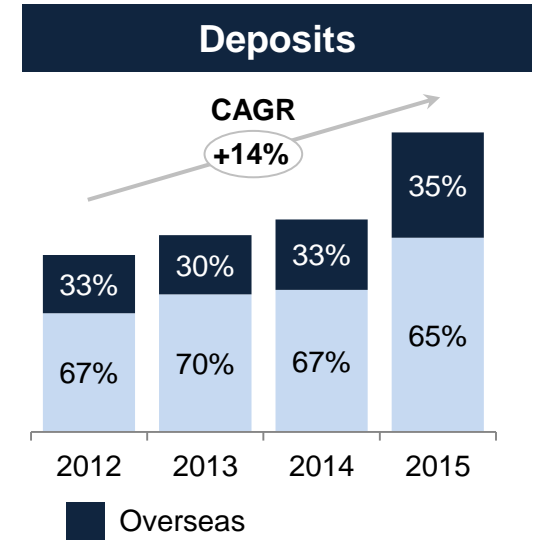
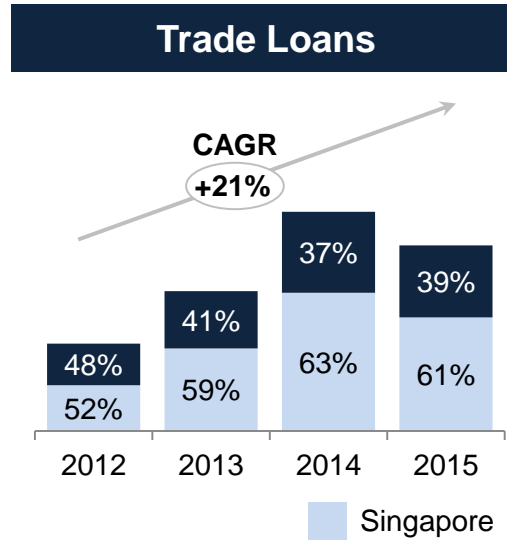
Higher Income Mainly Due to Stronger Liability Management and Fees



1. ROA: Ratio of "Profit before tax" to "Average Assets"

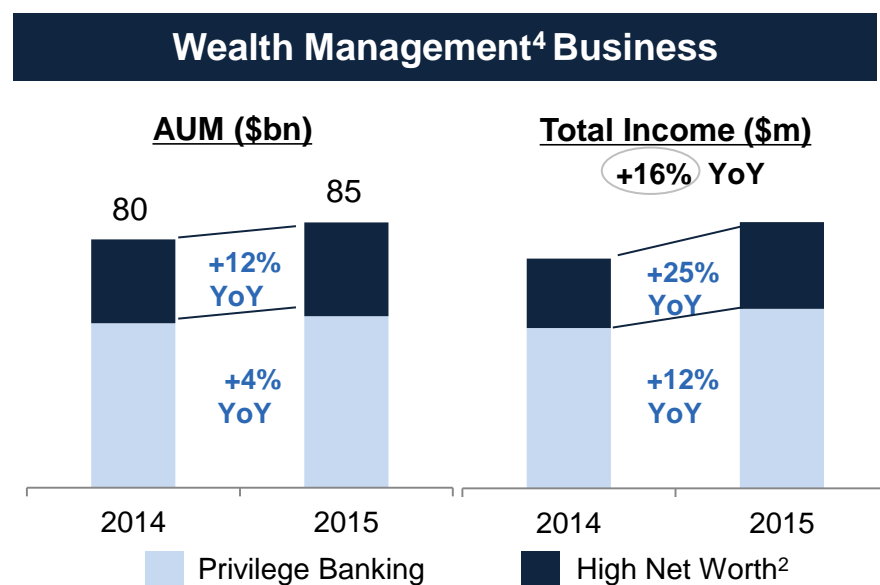
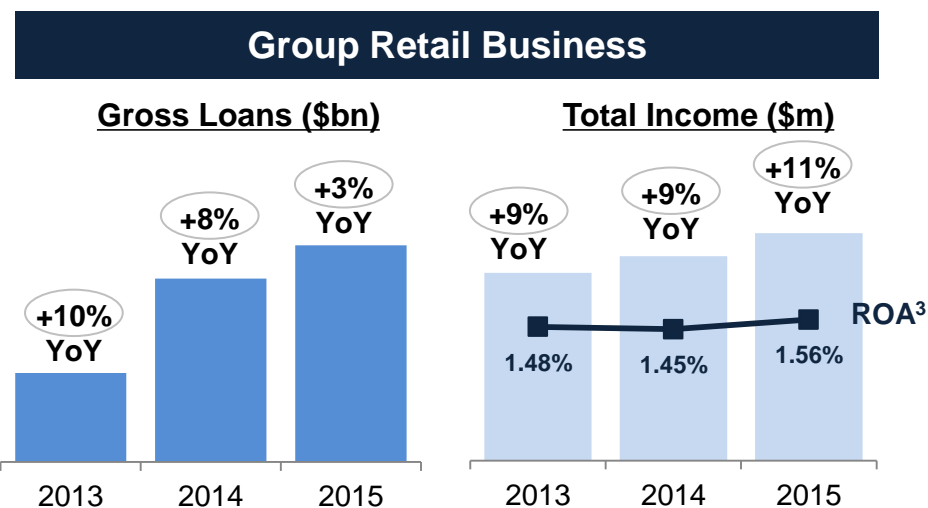
Cash Management Maintains Strong Momentum

- Growth in transaction banking income in 2015, despite lower trade loans
- Strong cash management performance
 - Invested in product solutions and innovations
 - Growth driven by significant mandates won
 - Continue to garner quality deposits
- Won 32 awards, exceeding the 28 won in 2014



Retail Banking: Healthy Contributions

- **Healthy retail banking¹ income despite challenging environment**
- **Growth of housing loan portfolio easing**
 - Overall asset quality expected to remain healthy
- **Improved returns, with successful growth in CASA**
- **Wealth management growing steadily**
 - \$85bn AUM as at end-2015
 - High Net Worth² segment seeing good traction



1. Retail Banking comprises Personal Financial Services, Private Banking and Business Banking.
 2. High Net Worth segment comprises Privilege Reserve and Private Bank segments.
 3. ROA: Ratio of "Profit before tax" to "Average Assets"
 4. Wealth Management comprises Privilege Banking, Privilege Reserve and Private Bank segments.

Digitalisation in 2015 - Enriched Customer Experience




+30% internet & mobile activity
+27% Online funds transfers


PIB New look & feel




UOB Mighty
launch




~7 million LINE social app "friends" in UOB Thailand



1st in the market with Bank, Dine & Pay on-the-go with UOB Mighty



1st in Asia for Contactless Pay



+14% visits to revamped website



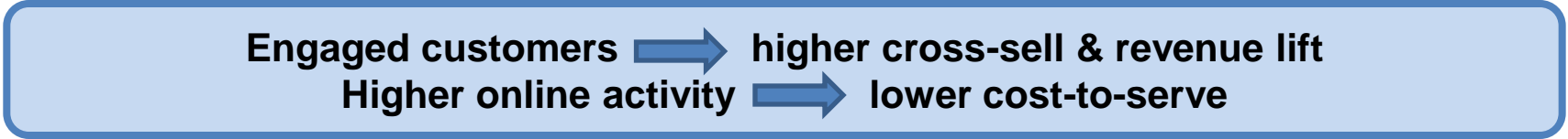
UOB & I IPL JV **FinTech innovation** Lab & Accelerator



Collaborate with BASH & Spring to support start-ups



Venture debt JV with Temasek to finance Asian start-ups in region



Looking Ahead

- **Confident of Asia's fundamentals**
 - Long-term growth drivers will continue to be underpinned by increasing connectivity, both physically and digitally
 - UOB's regional network: a key competitive advantage in helping customers to expand

- **UOB's strong balance sheet and fundamentals will see us through this volatile period**

- **Remain guided by the same principles that underpinned UOB's growth and development for past 80 years**

Thank you

