## **WOB**



### **UOB Group**

Creating Long-term Value Across Our Regional Banking Franchise

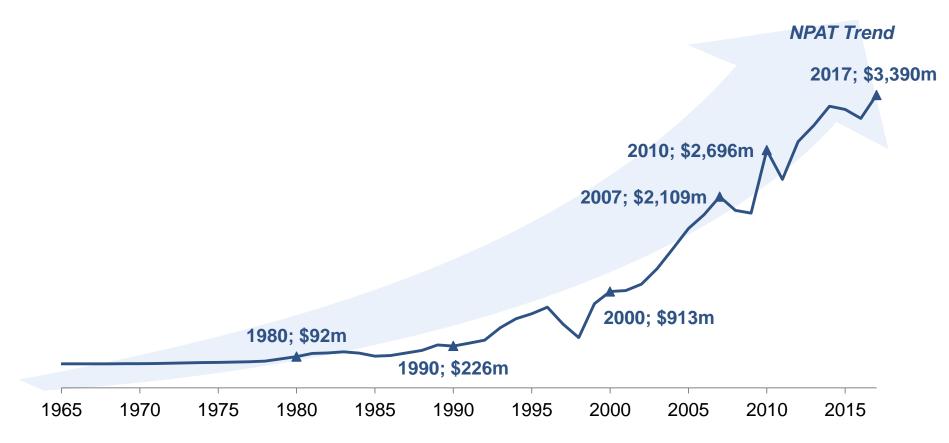
February 2018

Disclaimer: This material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. This material should be considered with professional advice when deciding if an investment is appropriate. UOB accepts no liability whatsoever with respect to the use of this document or its content.

Private & Confidential

### **Proven Track Record of Execution**

- UOB's management has steered the Group through various global events and crises
- Stability of management team ensures consistent execution of strategies
- Disciplined management style which underpins the Group's overall resilience and sustained performance



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### Performance Backed by Healthy Growth Momentum and Strong Balance Sheet

Net Profit After Tax<sup>1</sup> (NPAT) Movement, FY17 vs FY16 (SGD m) 22 231 331 537 133 104 136 +9% 3.390 3,096 +11% +12% +2% +9% +23%>100% +20% Other non-FY16 net Net interest Fee income **Expenses** Total Share of Tax and FY17 net profit after income allowances profit of nonprofit after interest associates controlling tax income tax and joint interests ventures **Key Indicators YoY Change FY17 FY16** ROE (%)<sup>2</sup> 10.2 10.2 NPL ratio (%) 1.8 1.5 +0.3% pt Loan/Deposit ratio (%) 85.1 86.8 (1.7) pt

#### Common Equity Tier 1 capital adequacy ratio<sup>3</sup>

- 1. Relate to amount attributable to equity holders of the Bank.
- 2. Calculated based on profit attributable to equity holders of the Bank net of preference share dividends and perpetual capital securities distributions.

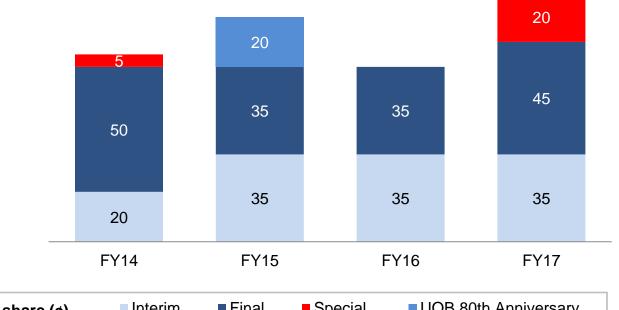
14.7

12.1

3. Based on final rules effective 1 January 2018.

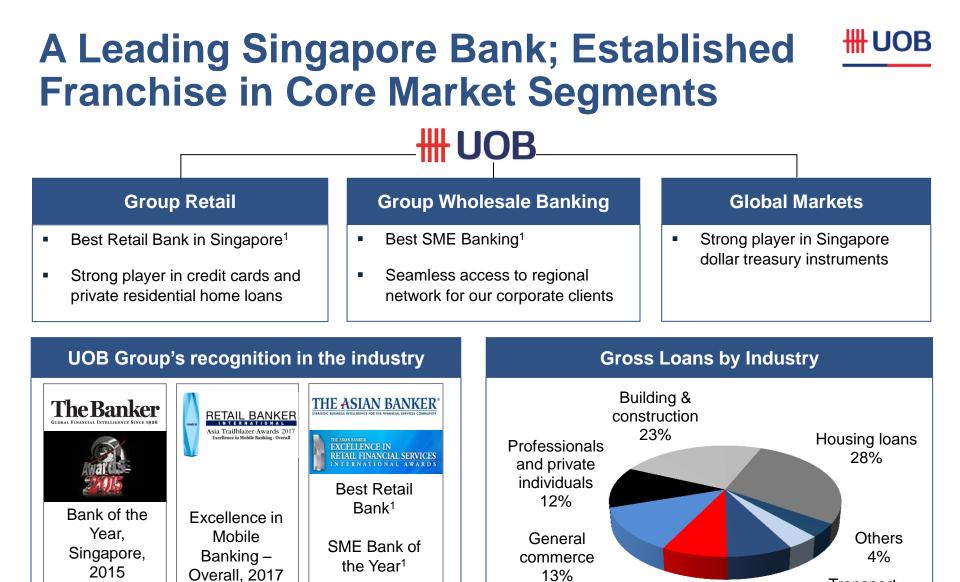
+2.6% pt

### **Higher Dividends for 2017**



Net dividend per ordinary share (¢)	Interim	■ Final	Special	■ UOB	80th Anniversary
Payout amount (SGD m)	1,201	1,444		1,135	1,661
Payout ratio (%)	37	45		37	49
Payout ratio (excluding special/one-off dividends) (%)	35	35		37	39

**Note**: The Scrip Dividend Scheme was applied to UOB 80<sup>th</sup> Anniversary dividend for the financial year 2015; interim and final dividends for the financial year 2016; as well as interim, final and special dividends for the financial year 2017. The Scheme provides shareholders with the option to receive Shares in lieu of the cash amount of any dividend declared on their holding of Shares. For more details, please refer to <a href="http://www.uobgroup.com/investor/stock/dividend\_history.html">http://www.uobgroup.com/investor/stock/dividend\_history.html</a>.



Source: Company reports.

1. The Asian Banker "Excellence in Retail Financial Service Awards": 2016 & 2017 (SME Bank of the Year), 2014 (Best Retail Bank in Asia Pacific and Singapore).

Transport,

storage &

communication

4%

Financial

institutions.

investment &

holdina

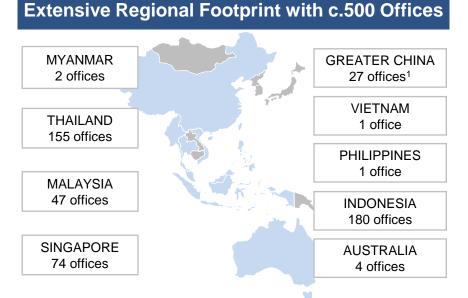
companies

8%

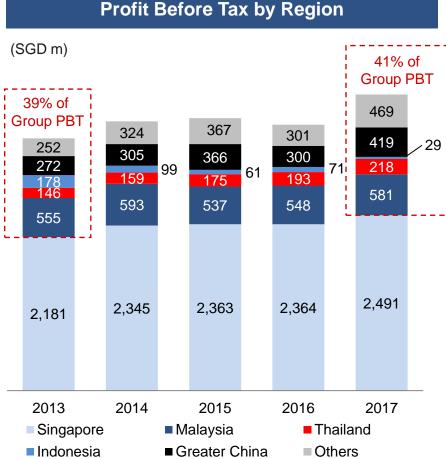
Manufacturing

8%

# Expanding Regional Banking Franchise



- Most diverse regional franchise among Singapore banks; effectively full control of regional subsidiaries
- Integrated regional platform improves operational efficiencies, enhances risk management and provides faster time-to-market and seamless customer service
- Organic growth strategies in emerging/new markets of China and Indo-China



Established regional network with key South East Asian pillars, supporting fast-growing trade, capital and wealth flows

1. UOB owns c13% in Hengfeng Bank (formerly Evergrowing Bank) in China.

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### Conclusion



Established Regional Banking Franchise								
Realising the full potential of our regional platform		Serving the expanding regional needs of corporates		Tapping rising Asian consumer affluence				
Pacing growth	bala	reserving ance sheet strength	Investing in our people		Investing in our platform and capabilities			

# **Thank You**

