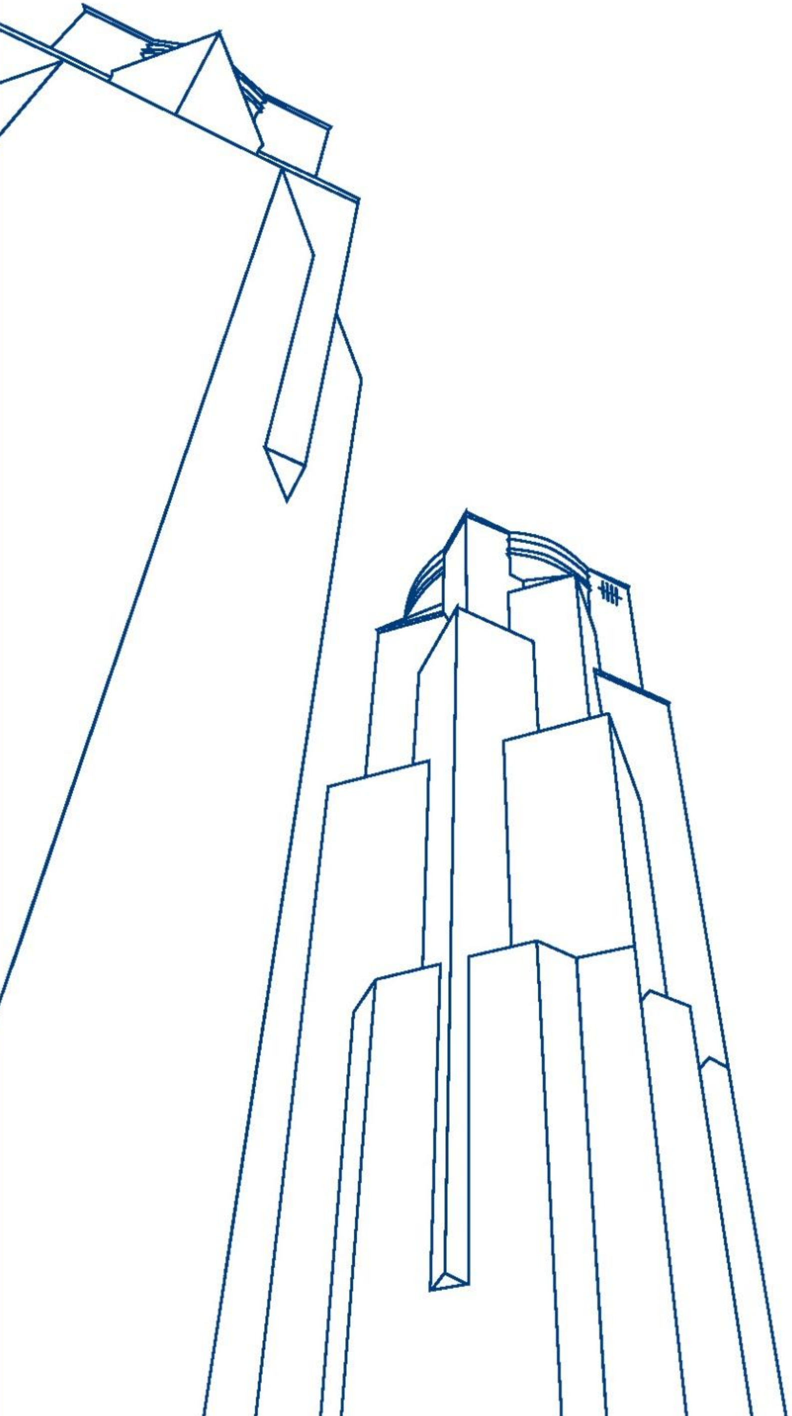


# UOB Group
# Full Year 2014

## *Record Year of Earnings*
## *Supported by Strong Balance Sheet*

**Wee Ee Cheong**
**Deputy Chairman and Chief Executive Officer**

**13 February 2015**

***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 Bank accepts no liability whatsoever with respect to the use of this document or its content.***

**Singapore Company Reg No. 193500026Z**

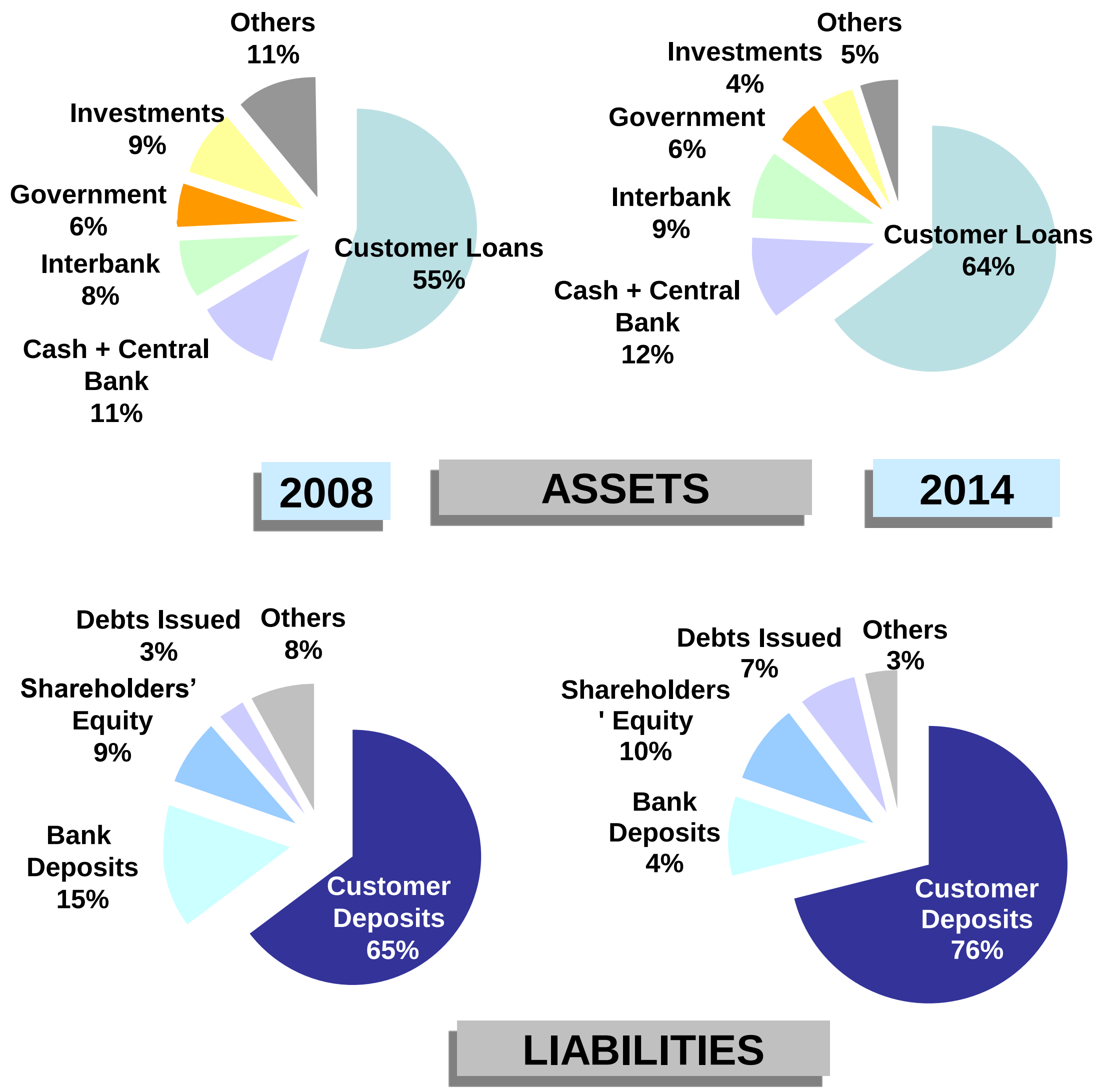
# Delivering Record Earnings in 2014

- **Profit: New high of S$3.2bn. Driven by broad-based growth**
- **Net interest income higher, mainly due to loans growth**
  - **Loans: +9.5% YoY growth across industries and countries**
  - **NIM: Broadly stable**
- **Non-interest income: Higher trading and investment income. Stable fee income growth.**
- **Cost-to-income: Improved to 42.2% as we paced investments**
- **Dividend: Final dividend of 50 cents per share and special dividend of 5 cents**

# Maintaining Balance Sheet Strength

- **Overall portfolio resilient in face of market uncertainties**
- **Diversifying funding sources and reducing reliance on interbank market**
  - **Remain mainly deposit-funded**
- **Comfortable in meeting new Liquidity Coverage Ratio requirements from 1Q 2015 onwards**

**Strengthening our Balance Sheet**



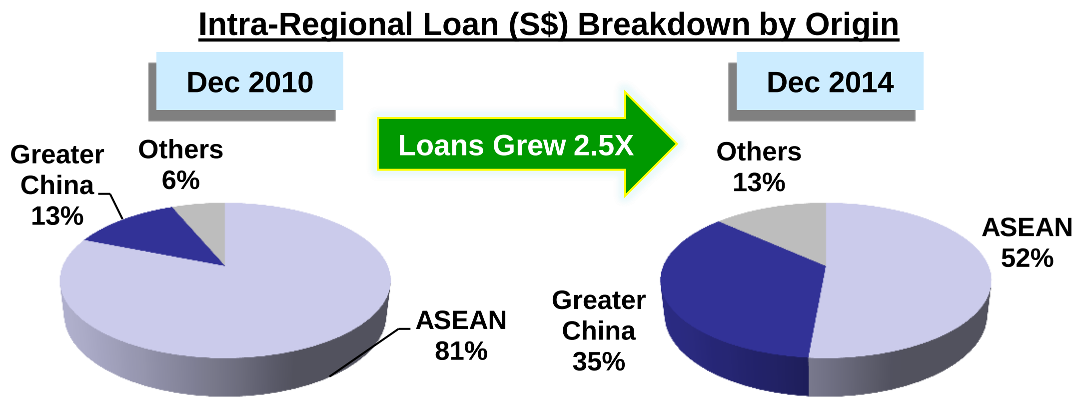
# Capitalising on Rising Intra-regional Flows

- **Building 3 growth pillars in wholesale banking**
  - **Strengthen geographical footprint**
  - **Develop integrated portfolio of product solutions**
  - **Improve breadth and depth of client portfolio**

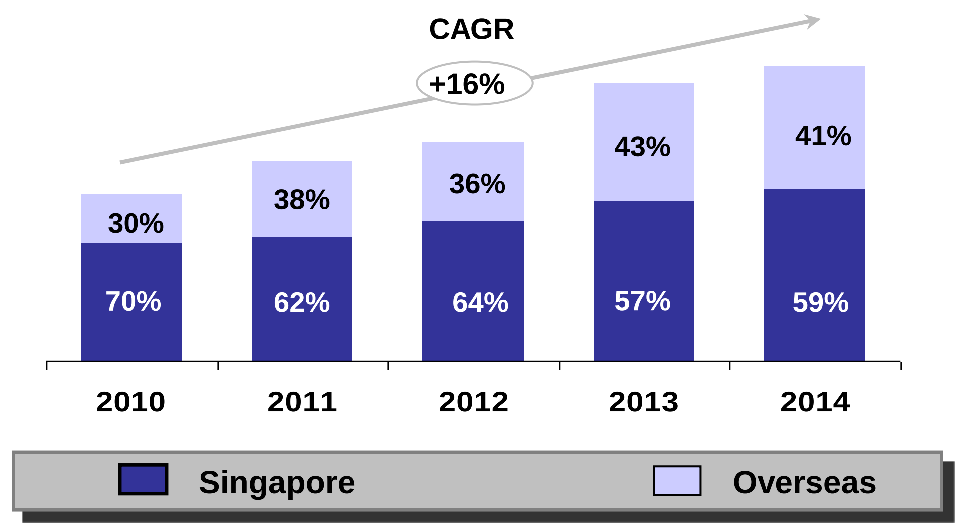
- **Capturing more opportunities to cross-sell and diversify beyond loans into fees and deposits**

- **Targeting for overseas wholesale profit contribution of 50% by 2015**

**Growing Intra-Regional Wholesale Business**



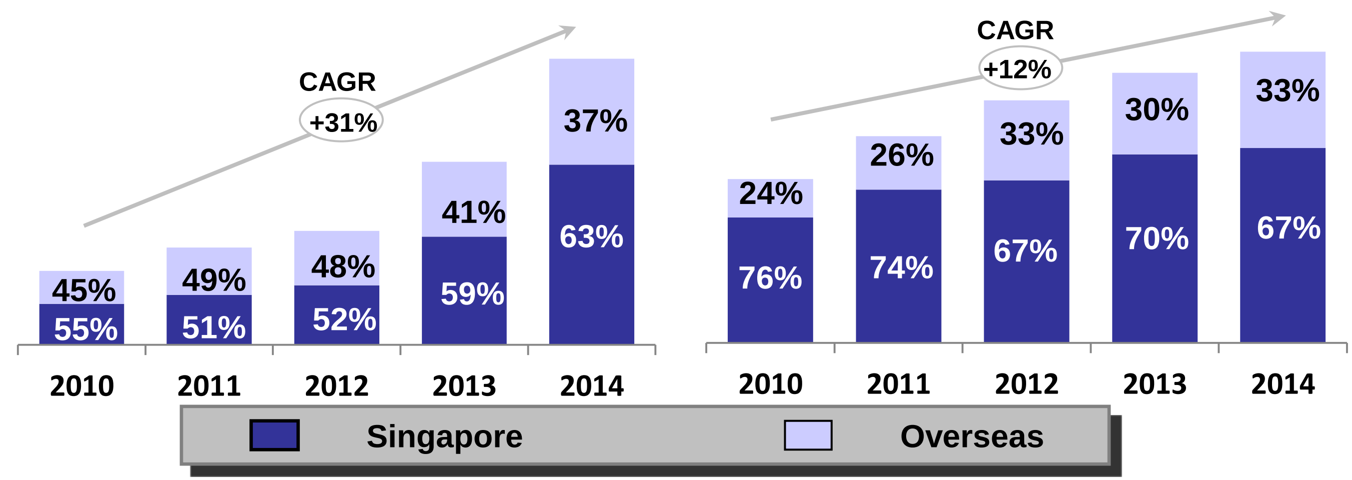

**Growing Overseas Wholesale Profit Contribution**



# Making Good Progress in Transaction Banking

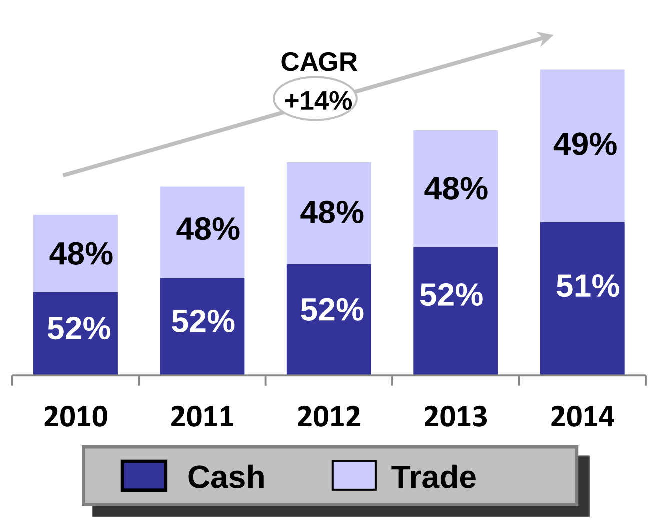
- Healthy growth in trade assets spurred by new and deeper client acquisition
- Continue to invest in regional cash management and liquidity management solutions
- Focus on supply chain solutions to address clients' working capital & trade flow requirements
- Leveraging on our franchise in growing deposit base

**Trade Loans** | **Deposits**

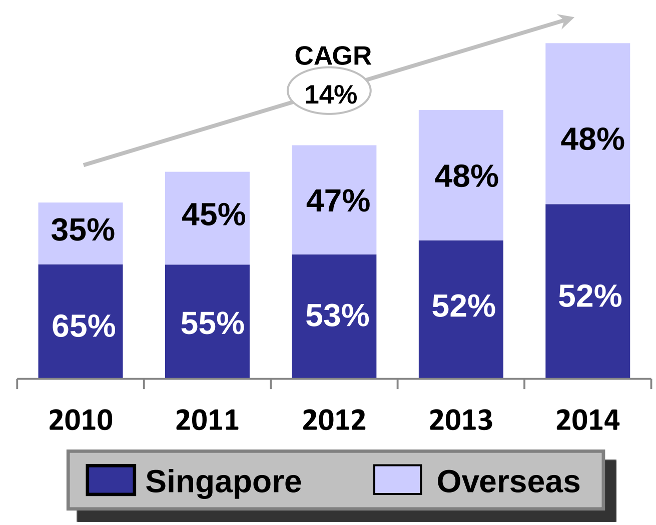



## Transaction Banking Revenue

**Breakdown by Cash / Trade**




**Breakdown by Geography**

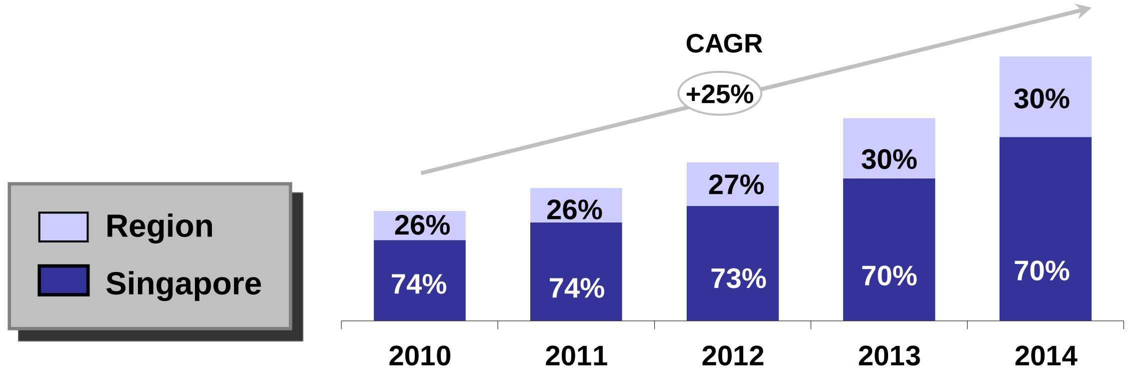


# Capturing Rising Asian Consumer Affluence

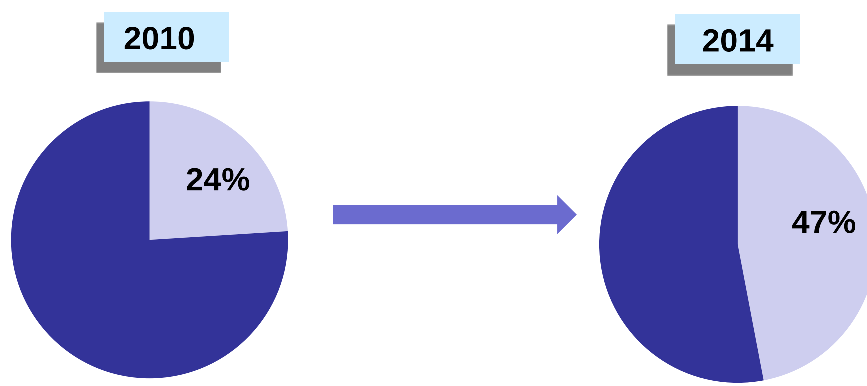
- **Wealth management's[1] FY2010 – 2014 performance:**
  - **AUM up from $48bn to $80bn**
  - **Customer base grew from 100,000 to 191,000**
  - **Widened regional wealth management footprint from 29 to 51 wealth management centres**

- **Sharpening our focus on private banking as customers' needs grow**
  - **Tapping on strong network and customer franchise in the region**

**Growing Regional Wealth Management Profit Contribution**




**Total WM profit as a % of Personal Financial Services (PFS) profit**




(1) Wealth Management comprises Privilege Banking, Privilege Reserve and Private Banking customer segments

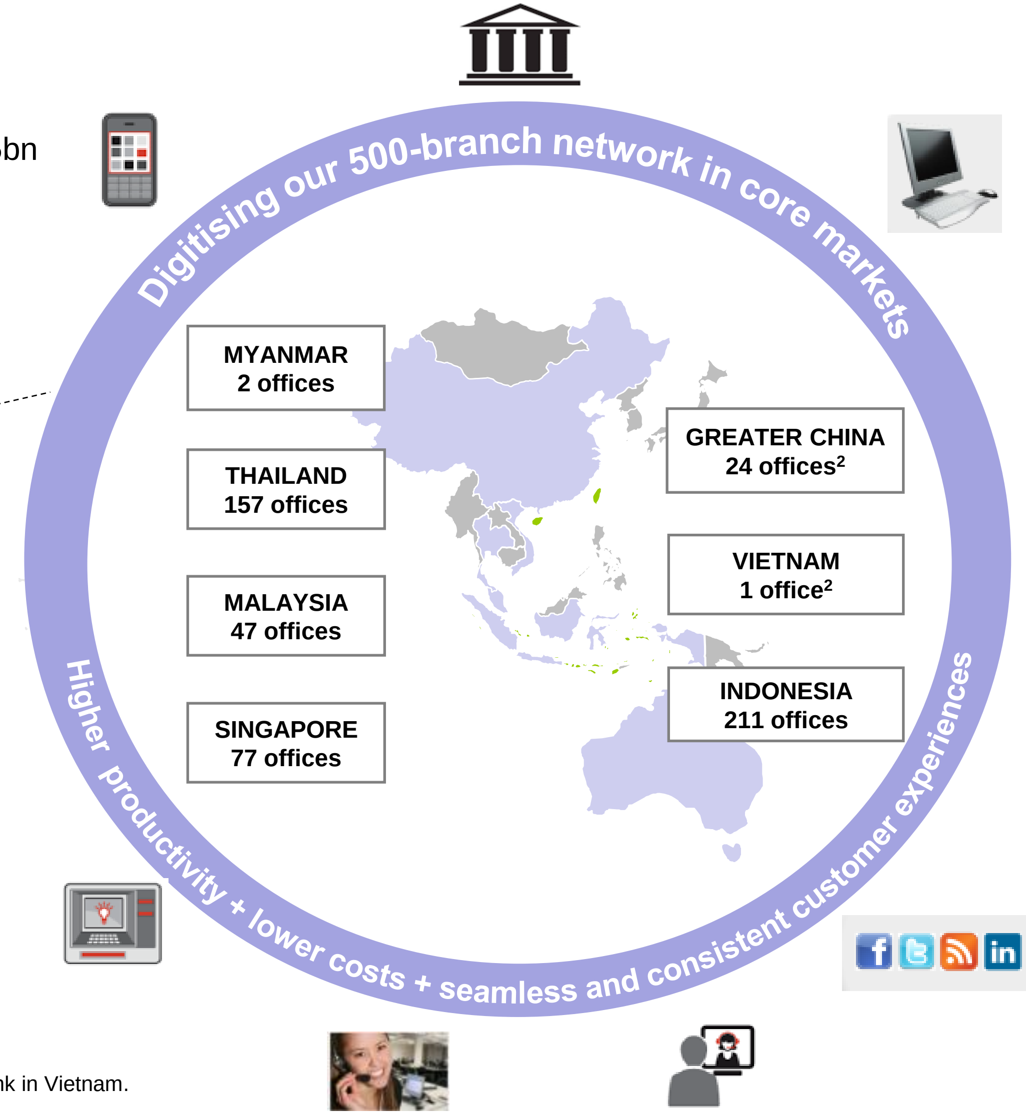
# Tapping on Increasing Connectivity in ASEAN

## Strong ASEAN-China and Intra-ASEAN Flows


**ASEAN-China**
2013 Total trade: US$405bn
**10-yr CAGR: 17%**

**Intra-ASEAN**
2013 Total trade: US$609bn
**10-yr CAGR: 11%**
**2030 forecast: US$1.9tn (3X increase)**

## UOB: Towards a Multi-Channel Model




Source: UOB Global Economics & Markets Research
(1) AEC: ASEAN Economic Community
(2) UOB owns c14% in Evergrowing Bank in China and c20% in Southern Commercial Joint Stock Bank in Vietnam.

# Looking Ahead

- Moderate outlook with heightened policy risks

- Long-term growth dynamics for our core markets remain
  - Commencement of AEC from end-2015 to further lift demand from middle income and regional flows
  - Rise of China and the China connection

- UOB in good stead to tap on increasing customer flows

- Stay focused on core banking fundamentals, ensure balance sheet strength and continue to build capabilities