

UOB Group Full Year 2015

Financial Highlights

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2015 NPAT of \$3.21 billion, down 1% YoY

| | 2015 | 2014 | + / (-) |
|---------------------------------------|--------------|--------------|----------------|
| | \$m | \$m | % |
| Net interest income | 4,926 | 4,558 | 8.1 ▲ |
| Fee and commission income | 1,883 | 1,749 | 7.7 ▲ |
| Other non-interest income | 1,238 | 1,151 | 7.6 ▲ |
| Total income | 8,048 | 7,457 | 7.9 ▲ |
| Less: Total expenses ¹ | 3,597 | 3,146 | 14.3 ▲ |
| Operating profit | 4,451 | 4,311 | 3.2 ▲ |
| Less: Specific allowances | 476 | 301 | 57.9 ▲ |
| General allowances | 196 | 334 | (41.3) ▼ |
| Add: Associates & joint ventures | 90 | 149 | (40.0) ▼ |
| Net profit before tax | 3,869 | 3,825 | 1.1 ▲ |
| Less: Tax & non-controlling interests | 660 | 576 | 14.6 ▲ |
| Net profit after tax | 3,209 | 3,249 | (1.2) ▼ |

1. One-off expenses of \$67m were relating to Singapore's Golden Jubilee ("SG50") and UOB's 80th anniversary ("UOB80") commemorative events and brand campaign in 2015.

▲ favourable variance to earnings ▼ unfavourable variance to earnings

4Q15 NPAT of \$788 million, up 0.3% YoY but down 8% QoQ

| | 4Q15 | 4Q14 | +/(-) | 3Q15 | +/(-) |
|---------------------------------------|--------------|--------------|---------------|--------------|-----------------|
| | \$m | \$m | % | \$m | % |
| Net interest income | 1,277 | 1,168 | 9.3 ▲ | 1,235 | 3.4 ▲ |
| Fee and commission income | 480 | 450 | 6.7 ▲ | 485 | (1.0) ▼ |
| Other non-interest income | 323 | 232 | 39.4 ▲ | 365 | (11.5) ▼ |
| Total income | 2,081 | 1,850 | 12.5 ▲ | 2,085 | (0.2) ▼ |
| Less: Total expenses ¹ | 964 | 805 | 19.8 ▲ | 904 | 6.7 ▲ |
| Operating profit | 1,116 | 1,045 | 6.8 ▲ | 1,181 | (5.5) ▼ |
| Less: Specific allowances | 152 | 87 | 75.1 ▲ | 53 | >100.0 ▲ |
| General allowances | 38 | 79 | (52.0) ▼ | 107 | (64.6) ▼ |
| Add: Associates & joint ventures | 18 | 43 | (59.0) ▼ | 28 | (36.7) ▼ |
| Net profit before tax | 944 | 922 | 2.4 ▲ | 1,049 | (10.0) ▼ |
| Less: Tax & non-controlling interests | 156 | 136 | 14.6 ▲ | 191 | (18.6) ▼ |
| Net profit after tax | 788 | 786 | 0.3 ▲ | 858 | (8.1) ▼ |

1. One-off expenses of \$43m in 4Q15 and \$21m in 3Q15 were relating to SG50 and UOB80 commemorative events and brand campaign.



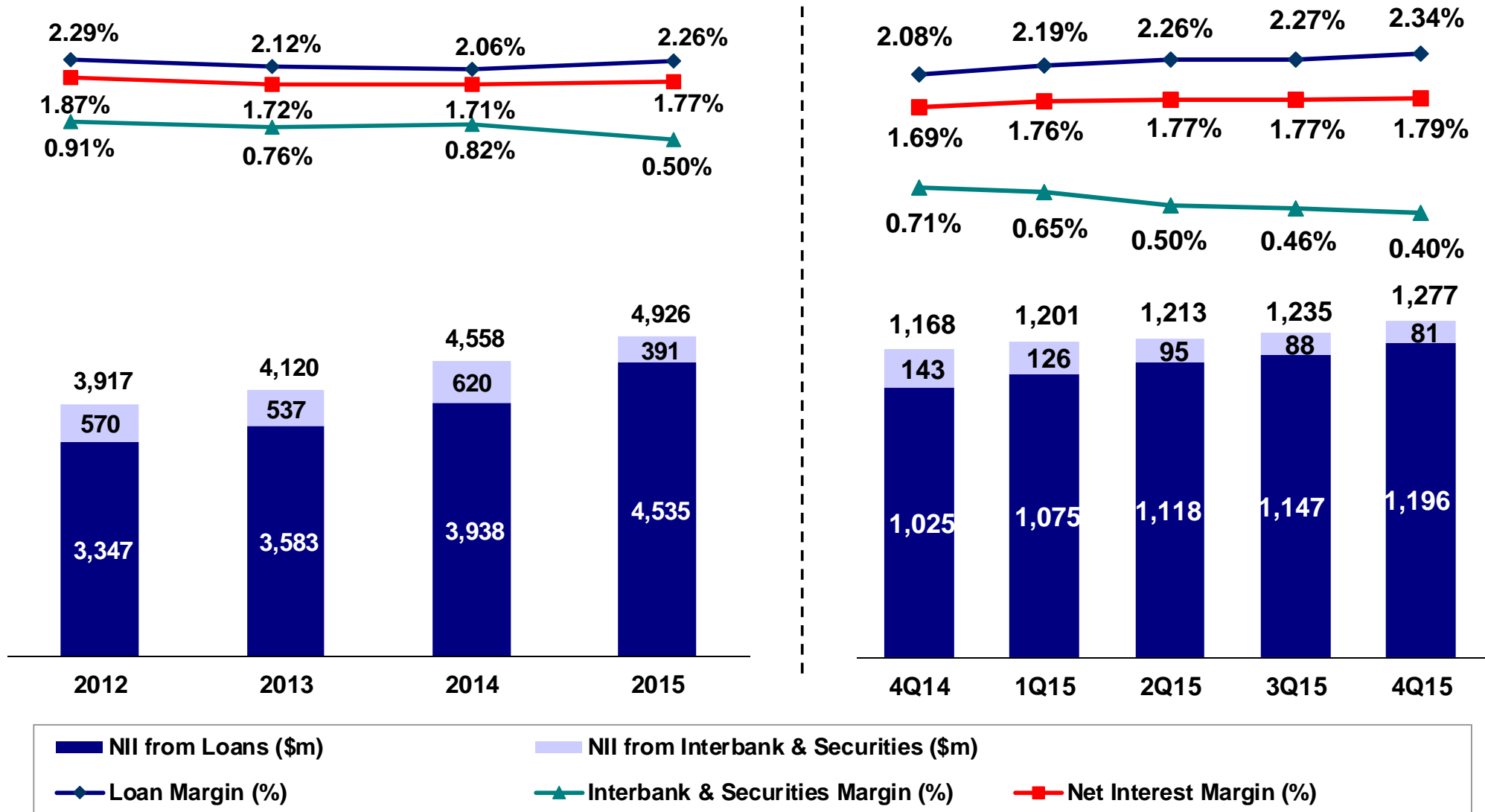
favourable variance to earnings



unfavourable variance to earnings

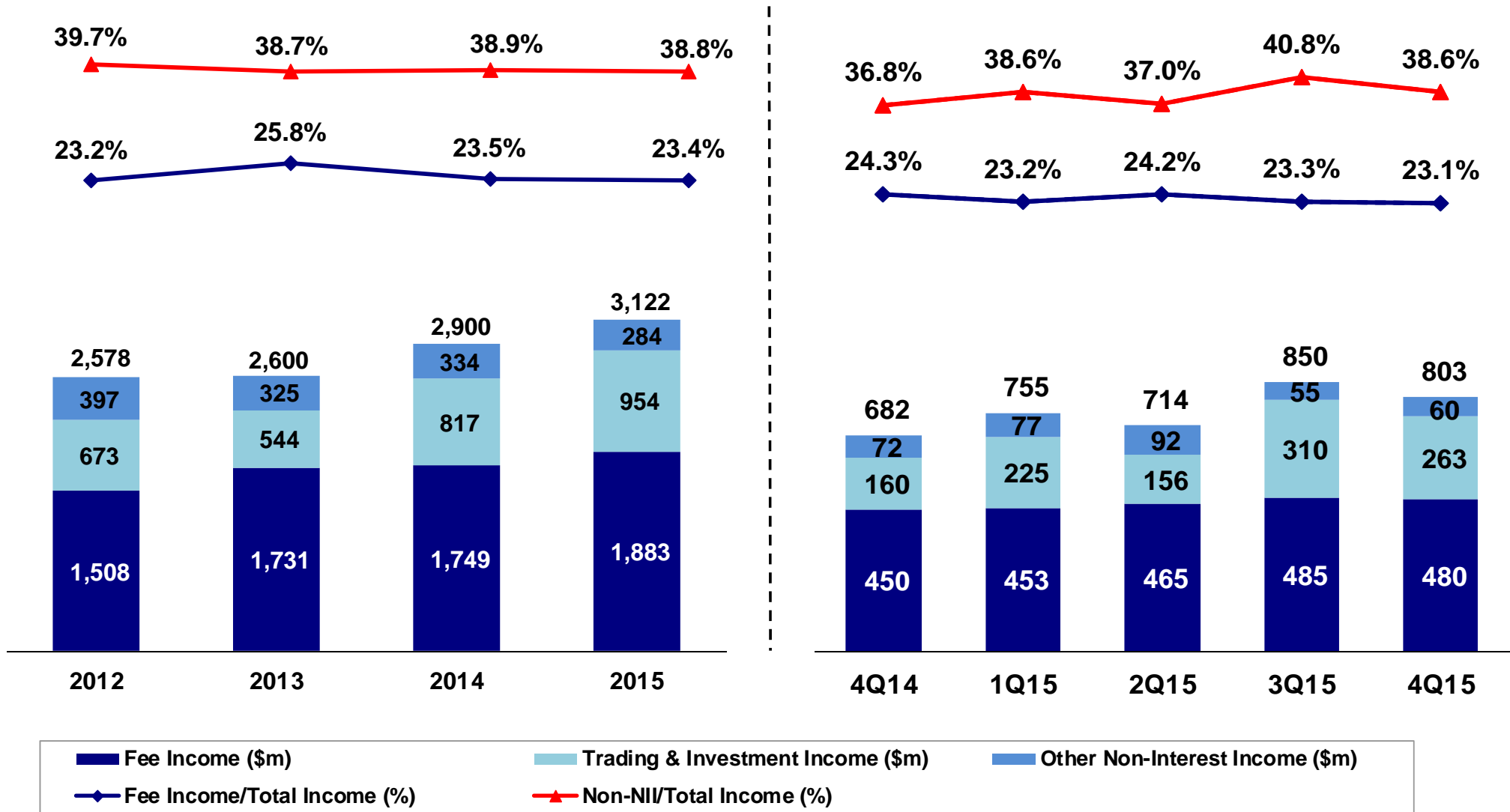
NII Reached New High, Rising 8% YoY and 3% QoQ

Net Interest Income (NII) and Margin



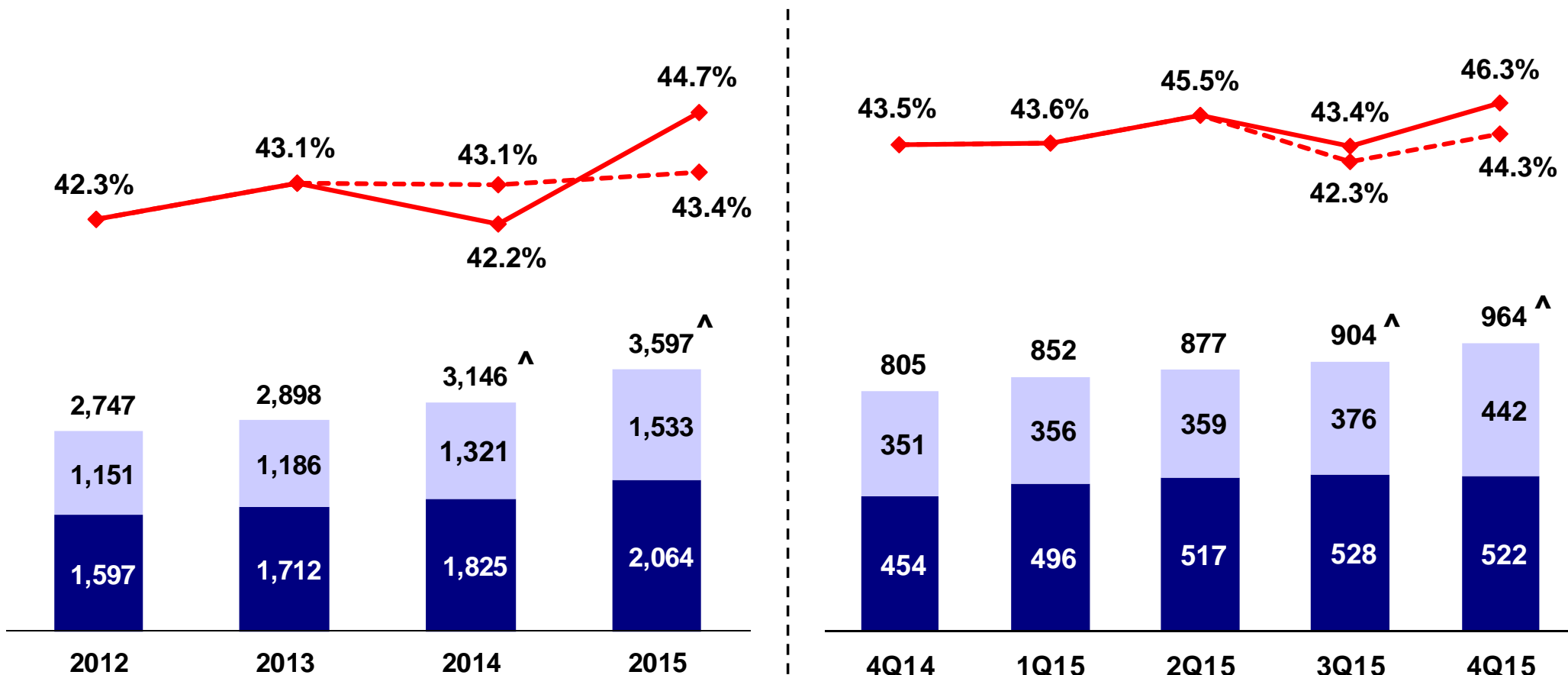
Broad-based fee Income Growth and Stronger Treasury Contributions

Non-Interest Income (Non-NII) and Non-NII Ratio



Higher Expenses to Support Growing Franchise

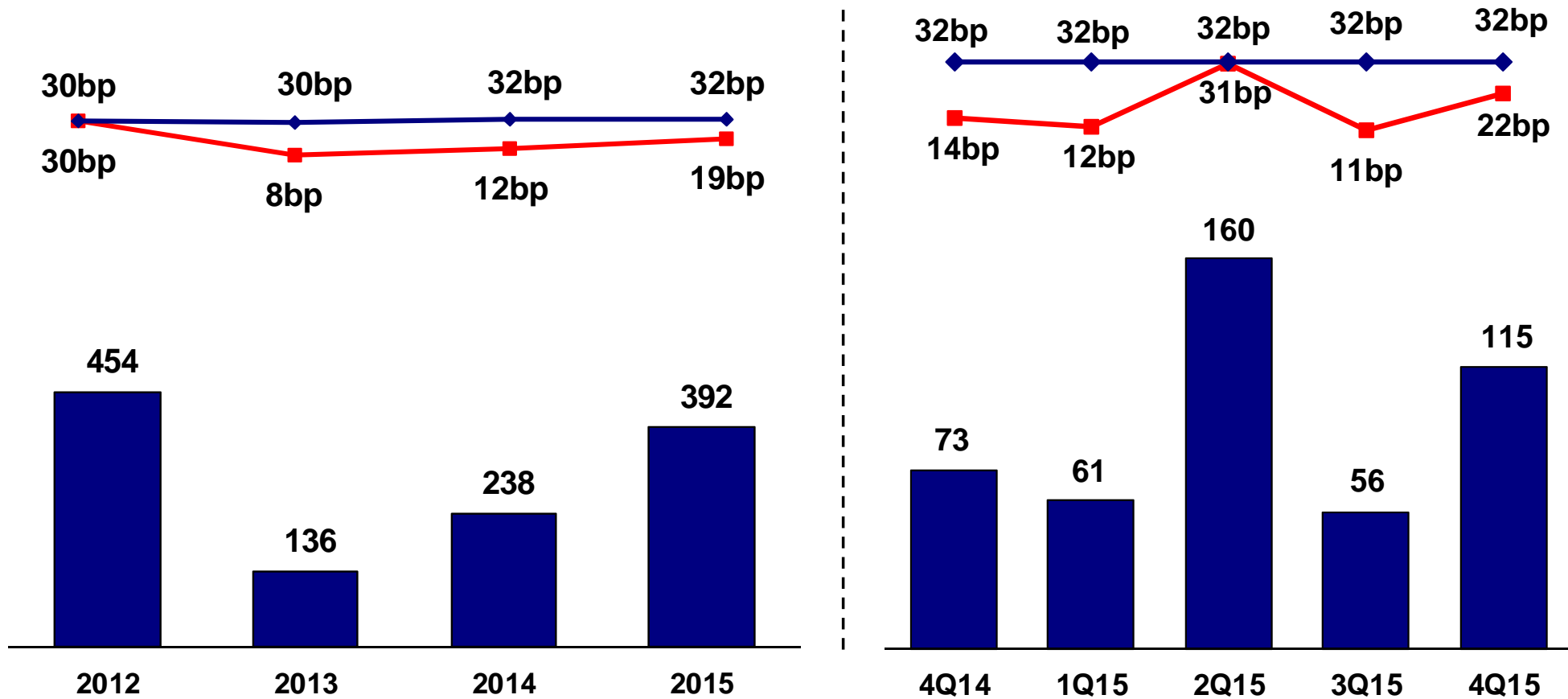
Operating Expenses and Expense / Income Ratio



^ One-off expenses were relating to SG50 and UOB80 commemorative events and brand campaign (2015: \$67m, 4Q15: \$43m, 3Q15: \$21m) and adjustment for prior year bonus.

Total Loan Charge Off Rate Stable at 32bps

Allowances on Loans



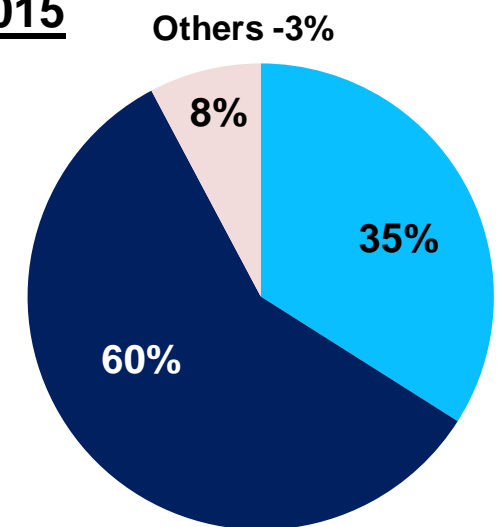
- Specific Allowances on Loans (\$m)
- Specific Allowances on Loans/Average Gross Customer Loans (basis points) *
- ◆— Total Allowances on Loans/Average Gross Customer Loans (basis points) *

* On annualised basis

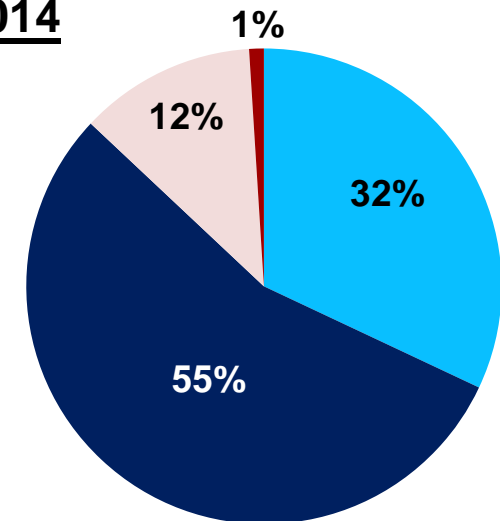
Performance by Business Segment

| Segment Operating Profit | 2015 | 2014 | +/(-) |
|--|--------------|--------------|------------|
| | \$m | \$m | % |
| Group Retail (GR) | 1,573 | 1,384 | 13.7 |
| Group Wholesale Banking (GWB) | 2,660 | 2,349 | 13.2 |
| Global Markets & Investment Mgt (GMIM) | 343 | 537 | (36.1) |
| Others | (125) | 41 | (>100.0) |
| Total | 4,451 | 4,311 | 3.2 |

2015



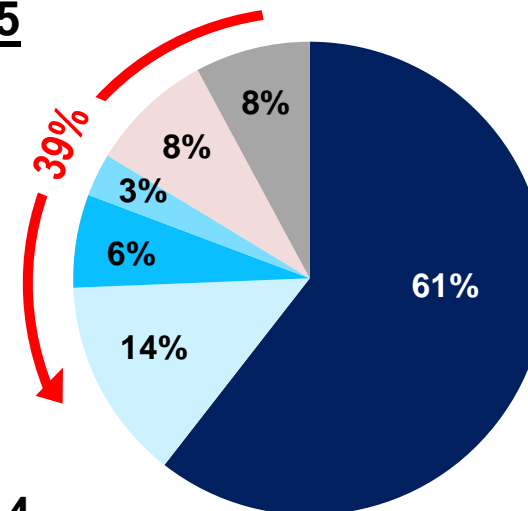
2014



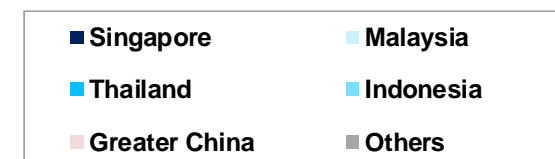
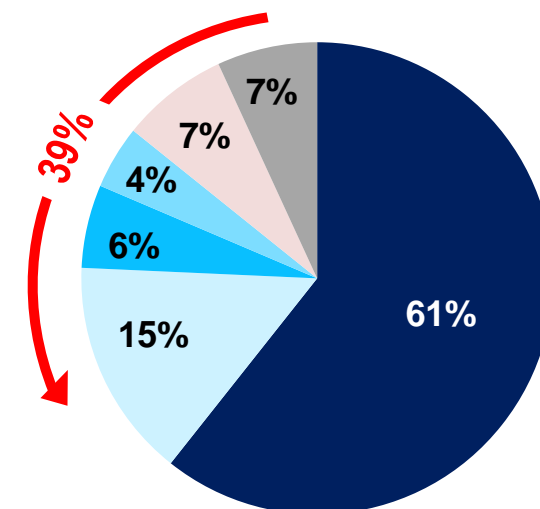
Overseas Operating Profit Contribution Rose 7% YoY in Constant Currency Terms

| Operating Profit | | | | At constant FX rate |
|------------------|--------------|--------------|------------|---------------------|
| | 2015 \$m | 2014 \$m | +/(-) % | +/(-) % |
| Singapore | 2,694 | 2,642 | 2.0 | 2.0 |
| Regional: | 1,407 | 1,370 | 2.7 | 5.1 |
| Malaysia | 616 | 655 | (5.9) | 3.8 |
| Thailand | 283 | 248 | 14.4 | 11.7 |
| Indonesia | 131 | 147 | (10.6) | (6.2) |
| Greater China | 377 | 320 | 17.6 | 17.6 |
| Others | 350 | 300 | 16.8 | 16.6 |
| Total | 4,451 | 4,311 | 3.2 | 4.0 |

2015

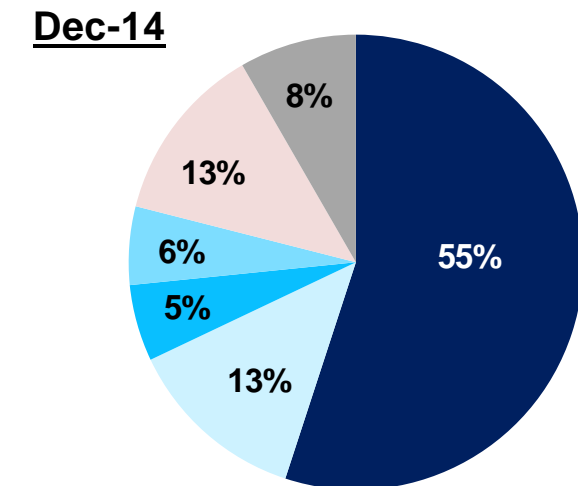
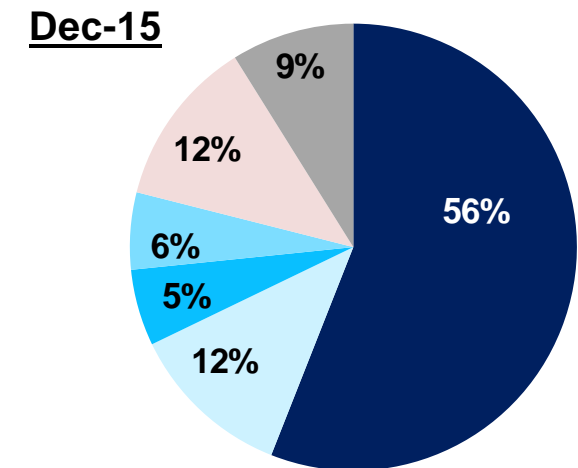


2014



Loans Increased to \$207b, up 5% YoY and 2% QoQ in Constant Currency Terms

| Gross Loans | Dec-15 | Dec-14 | +/(-) % | Sep-15 | +/(-) % |
|---------------|--------------|--------------|------------|--------------|------------|
| | \$b | \$b | % | \$b | % |
| Singapore | 116.1 | 109.7 | 5.8 | 114.3 | 1.6 |
| Regional: | 72.8 | 73.0 | (0.2) | 70.7 | 3.1 |
| Malaysia | 24.6 | 25.8 | (4.5) | 23.7 | 4.0 |
| Thailand | 11.5 | 10.8 | 6.0 | 11.2 | 3.0 |
| Indonesia | 11.5 | 11.1 | 4.0 | 10.8 | 6.9 |
| Greater China | 25.2 | 25.3 | (0.4) | 25.1 | 0.6 |
| Others | 18.4 | 16.6 | 10.9 | 18.3 | 0.8 |
| Total | 207.4 | 199.3 | 4.0 | 203.2 | 2.0 |

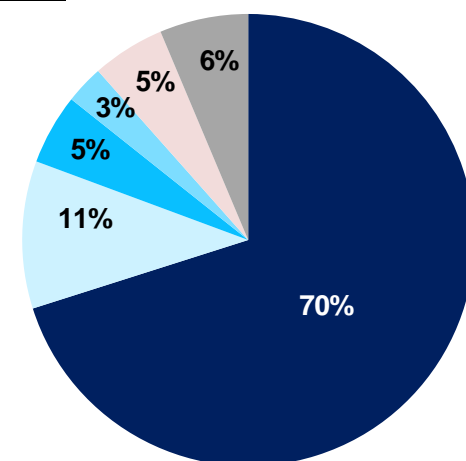


Note: Loans by geography is classified according to where credit risks reside, largely represented by the borrower's country of incorporation/operation (for non-individuals) and residence (for individuals).

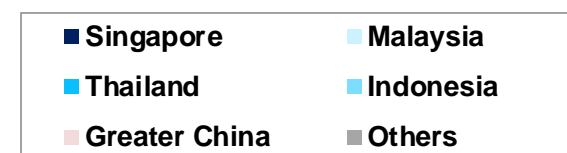
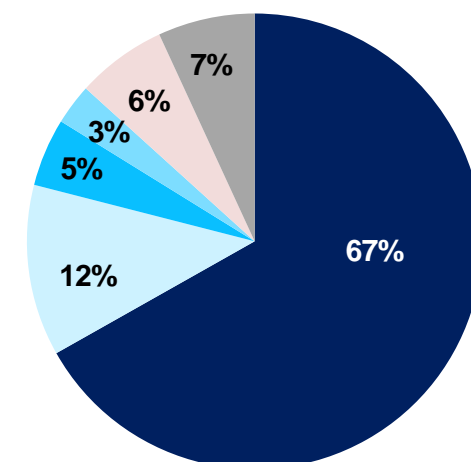
Healthy Deposit Growth

| Customer Deposits | Dec-15 \$b | Dec-14 \$b | +/(-) % | Sep-15 \$b | +/(-) % |
|-------------------|---------------|---------------|---------|---------------|---------|
| Singapore | 168.6 | 156.2 | 7.9 | 169.6 | (0.6) |
| Regional: | 56.6 | 61.5 | (7.9) | 54.9 | 3.3 |
| Malaysia | 25.4 | 28.5 | (10.8) | 24.9 | 1.8 |
| Thailand | 12.1 | 11.3 | 7.3 | 11.3 | 7.0 |
| Indonesia | 6.6 | 6.7 | (2.0) | 6.2 | 6.6 |
| Greater China | 12.5 | 15.0 | (16.4) | 12.4 | 1.0 |
| Others | 15.3 | 16.1 | (5.0) | 20.1 | (24.2) |
| Total | 240.5 | 233.8 | 2.9 | 244.6 | (1.7) |

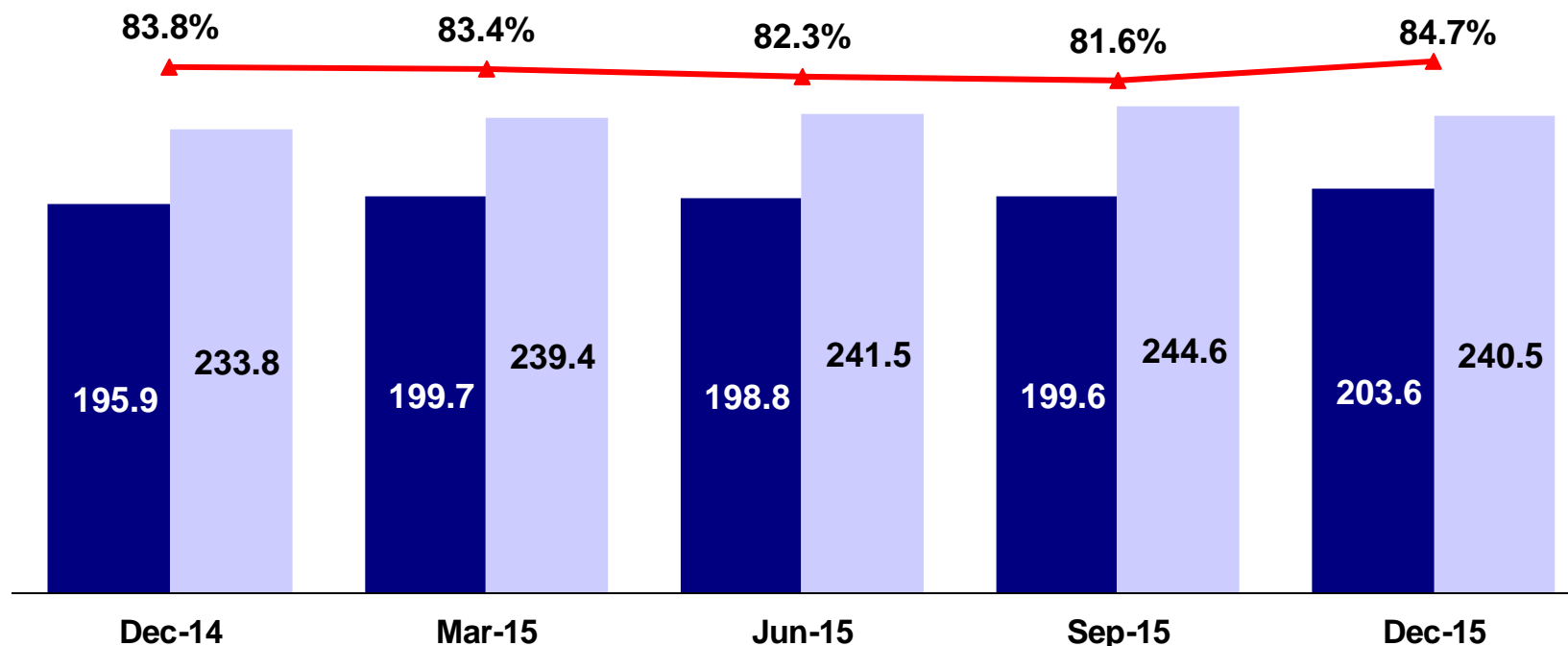
Dec-15



Dec-14



Customer Loans and Deposits; LDR and LCR



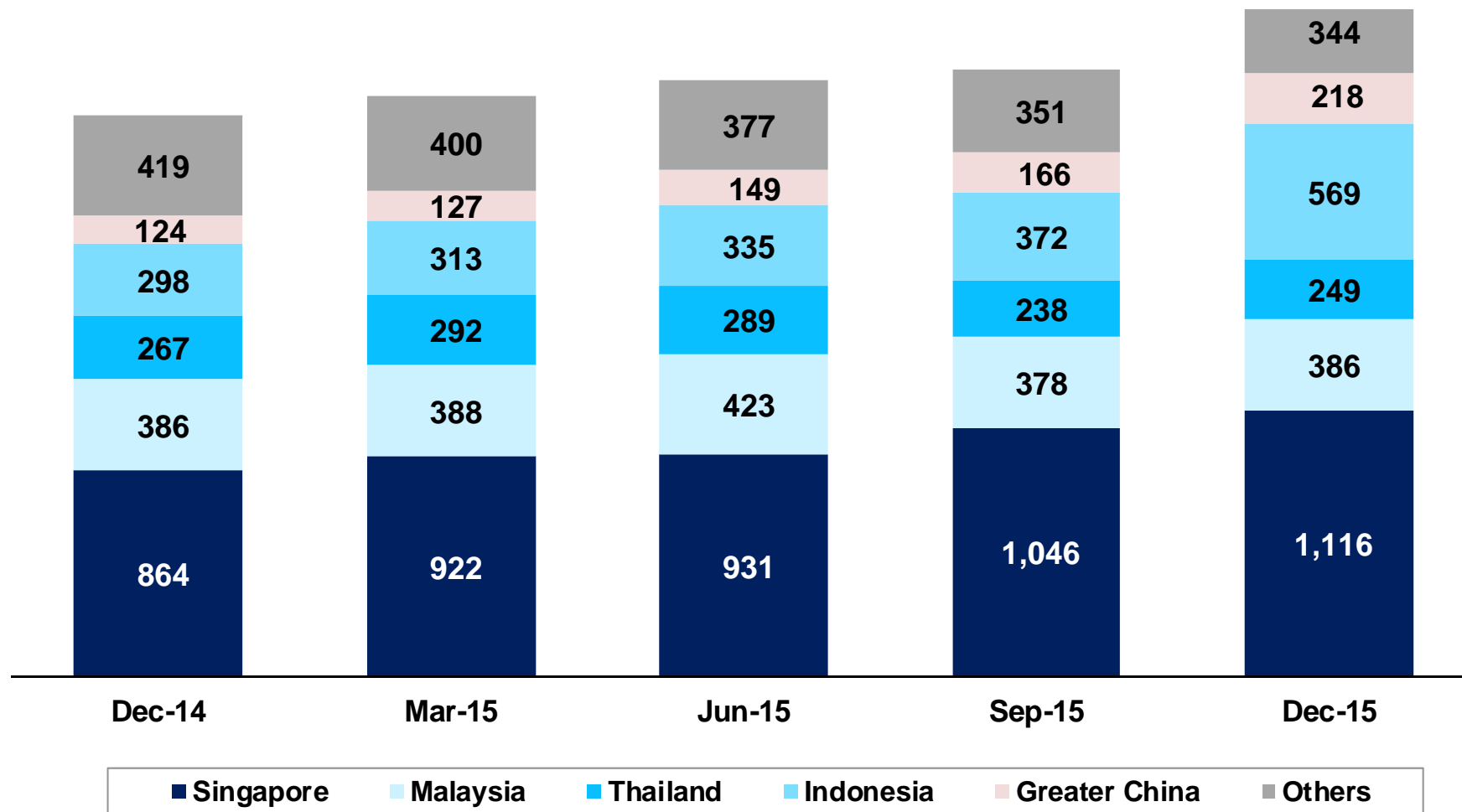
■ Net Customer Loans (\$b)
 ■ Customer Deposits (\$b)
 ↗ Loan/Deposit Ratio (LDR) (%)

| | | | | | |
|----------------------------|------|------|------|------|------|
| SGD LDR (%) | 93.0 | 94.5 | 91.9 | 88.4 | 91.7 |
| USD LDR (%) | 67.7 | 58.0 | 54.9 | 59.8 | 65.6 |
| SGD LCR (%) ¹ | NA | 150 | 165 | 179 | 217 |
| Total LCR (%) ¹ | NA | 140 | 152 | 138 | 142 |

¹ Average for quarters

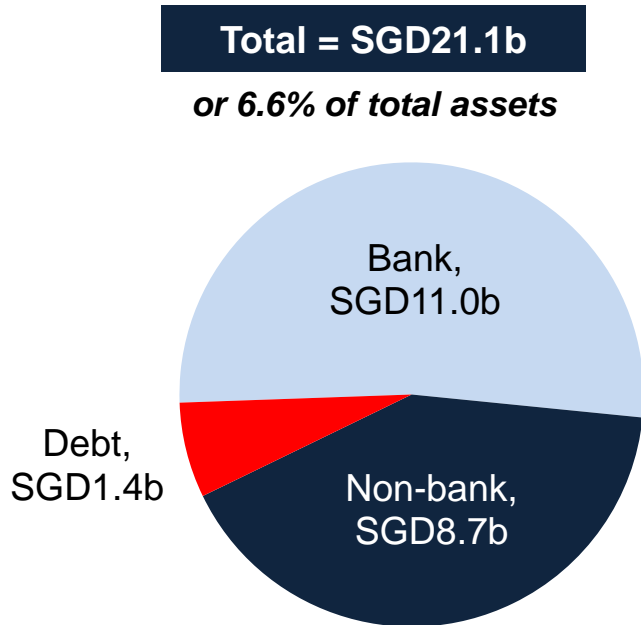
NPL Ratio at 1.4%

| | | | | | |
|-----------|-------|-------|-------|-------|-------|
| NPL (\$m) | 2,358 | 2,442 | 2,504 | 2,551 | 2,882 |
| NPL Ratio | 1.2% | 1.2% | 1.2% | 1.3% | 1.4% |



Note: Non-performing loans by geography is classified according to where credit risks reside, largely represented by the borrower's country of incorporation/operation (for non-individuals) and residence (for individuals).

Exposure to China



Bank exposure in China

- 99% with <1 year tenor
- Around 75% accounted for by top 5 domestic banks and policy banks
- Trade exposures mostly with bank counterparties, representing about 65% of bank exposure

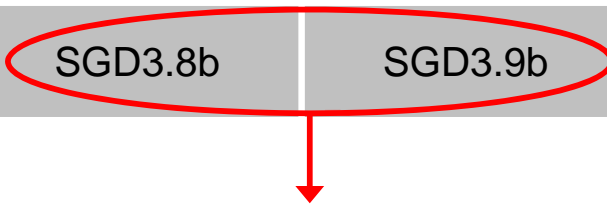

Non-bank exposure in China

- Target customers include top-tier state-owned enterprises, large local corporates and foreign investment enterprises
- NPL ratio around 1%
- Around half of loans denominated in RMB
- Around half has tenor within a year
- Minimal exposure to stockbroking companies linked to China's stock market
- No exposure to Qingdao fraud and local government financing vehicles

Note: Classification is according to where credit risks reside, largely represented by the borrower's country of incorporation/operation (for non-individuals) and residence (for individuals).

Exposure to Commodities

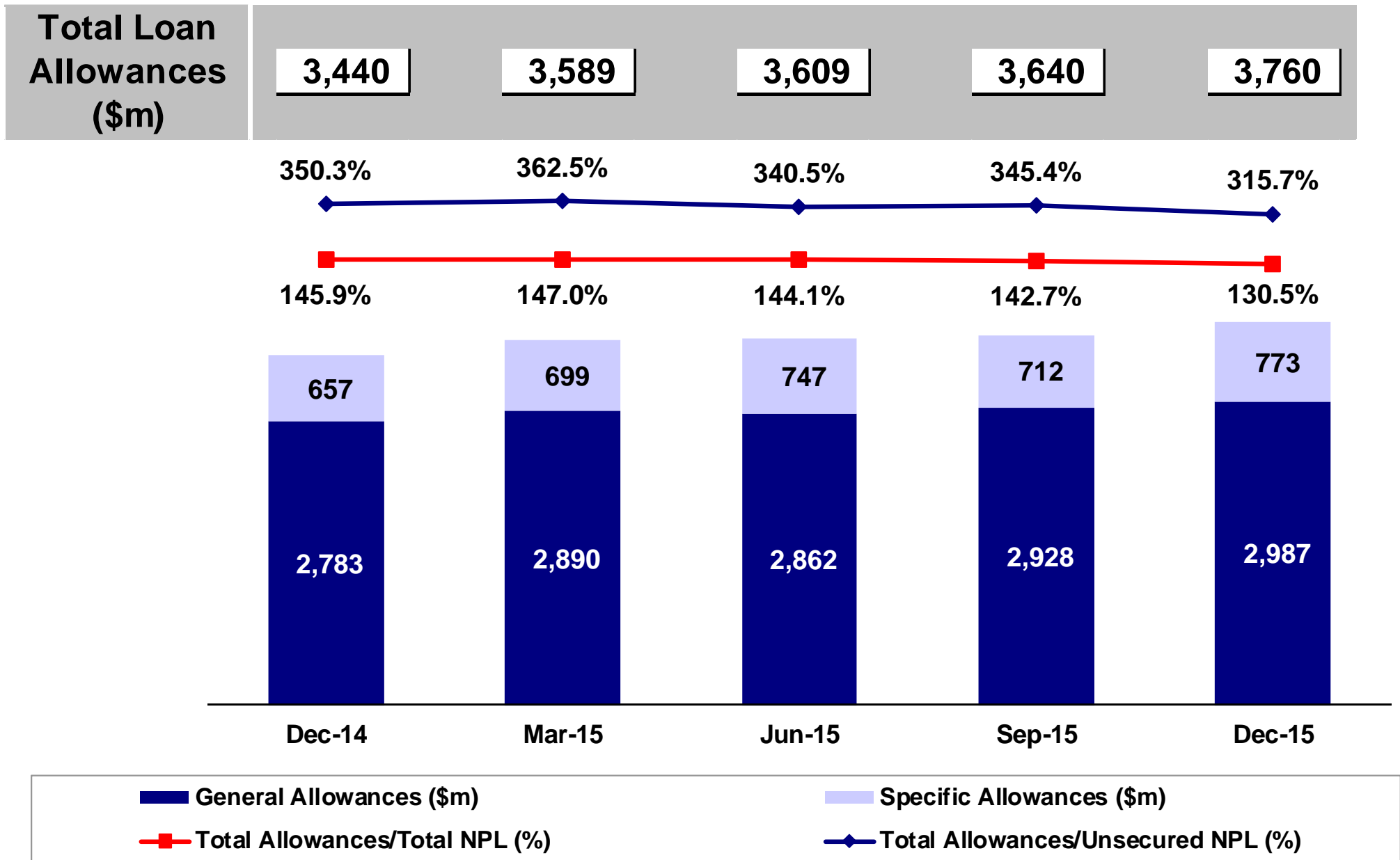
| As of 31 Dec 15 | Oil and gas | | Other commodity segments | Total |
|--------------------------------|------------------------|--------------------------------------|-----------------------------|----------|
| | Upstream industries | Traders/ downstream industries | | |
| Total exposure ¹ | SGD5.0b | SGD7.1b | SGD8.9b | SGD21.0b |
| Outstanding loans | SGD3.8b | SGD3.9b | SGD7.1b | SGD14.8b |


3.6% of total loans

7% of total loans

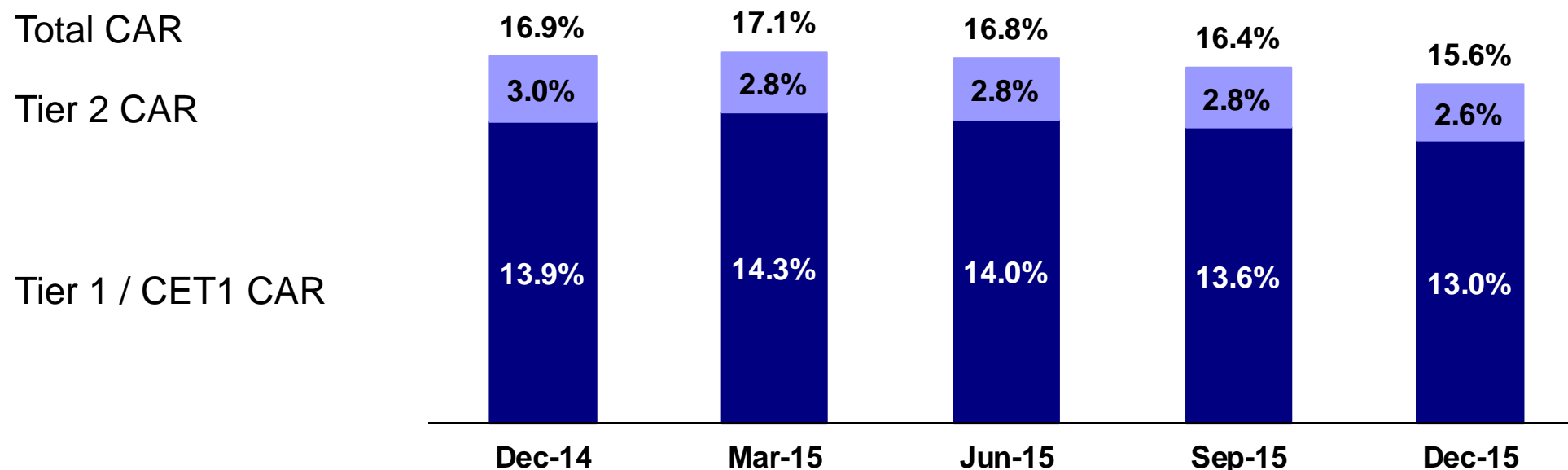
- Total exposure, including off-balance sheet items, stood at SGD21.0b as of 31 Dec 2015
- Mainly to traders and downstream segments
- Proactive monitoring, limit management and collateral enhancement

1. Total exposure comprises outstanding loans and contingent liabilities

Strong Allowances Coverage



Capital Adequacy Ratios (CAR)

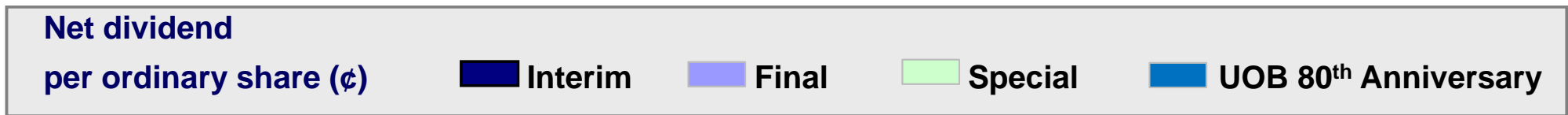
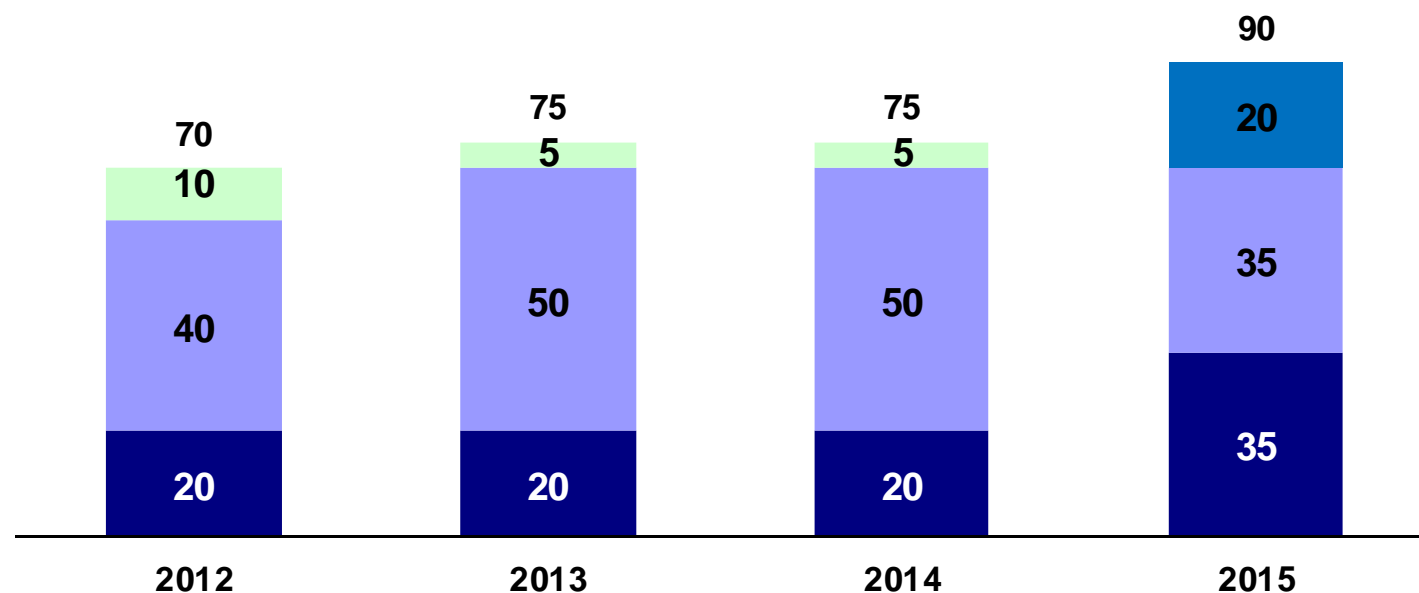


| | | | | | |
|---------------------------------|------|------|------|------|------|
| CET1 Capital (\$b) | 25 | 26 | 25 | 25 | 26 |
| Tier 1 Capital (\$b) | 25 | 26 | 25 | 25 | 26 |
| Total Capital (\$b) | 30 | 31 | 30 | 30 | 31 |
| RWA (\$b) | 179 | 182 | 182 | 186 | 201 |
| Proforma CET1 (%) ¹ | 12.6 | 12.8 | 12.5 | 12.2 | 11.7 |
| Leverage ratio (%) ² | NA | 7.6 | 7.6 | 7.2 | 7.3 |

¹ based on final rules effective 1 Jan 2018.

² Leverage ratio is calculated based on the revised MAS Notice 637 which took effect from 1 January 2015. A minimum requirement of 3% is applied during the parallel run period from 1 January 2013 to 1 January 2017.

Final Dividend Maintained



| | | | | |
|---------------------|-------|-------|-------|-------|
| Payout amount (\$m) | 1,102 | 1,182 | 1,201 | 1,442 |
| Payout ratio (%) | 39 | 39 | 37 | 45 |

Singapore – Summarised Income Statement

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|--|--------------|--------------|------------|--------------|--------------|--------------|
| | \$m | \$m | % | \$m | \$m | % |
| Net interest income | 2,728 | 2,440 | 11.8 | 720 | 686 | 4.9 |
| Fee and commission income | 1,099 | 1,026 | 7.1 | 278 | 278 | (0.1) |
| Other non-interest income | 831 | 847 | (1.9) | 219 | 255 | (13.8) |
| Total income | 4,658 | 4,313 | 8.0 | 1,217 | 1,219 | (0.1) |
| Less: Total expenses | 1,965 | 1,671 | 17.6 | 541 | 501 | 8.0 |
| Operating profit | 2,694 | 2,642 | 2.0 | 676 | 718 | (5.8) |
| Less: Allowances for credit & other losses | 401 | 364 | 10.1 | 85 | 90 | (5.3) |
| Add: Associates & joint ventures | 70 | 67 | 4.1 | 9 | 17 | (44.9) |
| Profit before tax | 2,363 | 2,345 | 0.8 | 601 | 645 | (6.9) |

Singapore – Key Financial Indicators

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|-----------------------------|-------|-------|-------|-------|-------|--------|
| | % | % | % pt | % | % | % pt |
| Net interest margin | 1.40 | 1.32 | 0.08 | 1.41 | 1.37 | 0.04 |
| Non-NII/Total income | 41.4 | 43.4 | (2.0) | 40.9 | 43.7 | (2.8) |
| Expense/Total income | 42.2 | 38.7 | 3.5 | 44.5 | 41.1 | 3.4 |
| - Normalised ⁽¹⁾ | 39.9 | 40.3 | (0.4) | 40.9 | 39.4 | 1.5 |
| Customer loans (net) - \$b | 130.9 | 126.0 | 4.0% | 130.9 | 128.8 | 1.6% |
| Customer deposits - \$b | 168.6 | 156.2 | 7.9% | 168.6 | 169.6 | (0.6%) |
| Loan/Deposit | 77.7 | 80.6 | (2.9) | 77.7 | 75.9 | 1.8 |

(1) Excluding one-off expenses relating to SG50 and UOB80 commemorative events and brand campaign (2015: \$67m, 4Q15: \$43m, 3Q15: \$21m) and adjustment for prior year bonus.

Malaysia – Summarised Income Statement

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|--|--------------|--------------|--------------|------------|------------|-------------|
| | RM'm | RM'm | % | RM'm | RM'm | % |
| Net interest income | 1,992 | 1,892 | 5.3 | 511 | 503 | 1.6 |
| Fee and commission income | 606 | 576 | 5.2 | 168 | 153 | 9.8 |
| Other non-interest income | 270 | 235 | 14.9 | 77 | 83 | (7.2) |
| Total income | 2,868 | 2,703 | 6.1 | 756 | 739 | 2.3 |
| Less: Total expenses | 1,114 | 1,013 | 10.0 | 291 | 280 | 3.9 |
| Operating profit | 1,754 | 1,690 | 3.8 | 465 | 459 | 1.3 |
| Less: Allowances for credit & other losses | 229 | 279 | (17.9) | 62 | 93 | (33.3) |
| Add: Associates & joint ventures | 2 | 119 | (98.3) | - | - | - |
| Profit before tax | 1,527 | 1,530 | (0.2) | 403 | 366 | 10.1 |
| Profit before tax (S\$m) | 537 | 593 | (9.4) | 132 | 124 | 6.5 |

Malaysia – Key Financial Indicators

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|-----------------------------|------|------|-------|------|------|--------|
| | % | % | % pt | % | % | % pt |
| Net interest margin | 2.28 | 2.21 | 0.07 | 2.29 | 2.27 | 0.02 |
| Non-NII/Total income | 30.5 | 30.0 | 0.5 | 32.4 | 31.9 | 0.5 |
| Expense/Total income | 38.8 | 37.5 | 1.3 | 38.5 | 37.9 | 0.6 |
| Customer loans (net) - RM'b | 73.6 | 70.5 | 4.4% | 73.6 | 72.9 | 0.9% |
| Customer deposits - RM'b | 77.1 | 75.2 | 2.5% | 77.1 | 77.3 | (0.2%) |
| Loan/Deposit | 95.5 | 93.7 | 1.8 | 95.5 | 94.4 | 1.1 |

Thailand – Summarised Income Statement

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|--|---------------|---------------|-------------|--------------|--------------|---------------|
| | THB'm | THB'm | % | THB'm | THB'm | % |
| Net interest income | 13,143 | 12,366 | 6.3 | 3,387 | 3,323 | 1.9 |
| Fee and commission income | 5,868 | 5,215 | 12.5 | 1,492 | 1,540 | (3.1) |
| Other non-interest income | 719 | 106 | >100.0 | 171 | 439 | (61.0) |
| Total income | 19,730 | 17,687 | 11.6 | 5,050 | 5,302 | (4.8) |
| Less: Total expenses | 12,648 | 11,347 | 11.5 | 3,311 | 3,200 | 3.5 |
| Operating profit | 7,082 | 6,340 | 11.7 | 1,739 | 2,102 | (17.3) |
| Less: Allowances for credit & other losses | 2,729 | 2,274 | 20.0 | 963 | 806 | 19.5 |
| Profit before tax | 4,353 | 4,066 | 7.1 | 776 | 1,296 | (40.1) |
| Profit before tax (S\$m) | 175 | 159 | 10.0 | 31 | 51 | (39.9) |

Thailand – Key Financial Indicators

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|------------------------------|-------|-------|-------|-------|-------|--------|
| | % | % | % pt | % | % | % pt |
| Net interest margin | 3.45 | 3.45 | - | 3.45 | 3.49 | (0.04) |
| Non-NII/Total income | 33.4 | 30.1 | 3.3 | 32.9 | 37.3 | (4.4) |
| Expense/Total income | 64.1 | 64.2 | (0.1) | 65.6 | 60.4 | 5.2 |
| Customer loans (net) - THB'b | 283.3 | 258.8 | 9.4% | 283.3 | 275.9 | 2.7% |
| Customer deposits - THB'b | 309.4 | 281.0 | 10.1% | 309.4 | 289.2 | 7.0% |
| Loan/Deposit | 91.5 | 92.1 | (0.6) | 91.5 | 95.4 | (3.9) |

Indonesia – Summarised Income Statement

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|--|--------------|--------------|---------------|--------------|--------------|---------------|
| | IDR'b | IDR'b | % | IDR'b | IDR'b | % |
| Net interest income | 2,811 | 2,767 | 1.6 | 756 | 748 | 1.1 |
| Fee and commission income | 757 | 759 | (0.3) | 181 | 221 | (18.1) |
| Other non-interest income | 439 | 300 | 46.3 | 148 | 115 | 28.7 |
| Total income | 4,007 | 3,826 | 4.7 | 1,085 | 1,084 | 0.1 |
| Less: Total expenses | 2,724 | 2,458 | 10.8 | 680 | 675 | 0.7 |
| Operating profit | 1,283 | 1,368 | (6.2) | 405 | 409 | (1.0) |
| Less: Allowances for credit & other losses | 682 | 443 | 54.0 | 255 | 157 | 62.4 |
| Profit before tax | 601 | 925 | (35.0) | 150 | 252 | (40.5) |
| Profit before tax (S\$m) | 61 | 99 | (38.3) | 15 | 25 | (38.7) |

Indonesia – Key Financial Indicators

| | 2015 | 2014 | +/(–) | 4Q15 | 3Q15 | +/(–) |
|------------------------------|------|------|--------|------|------|--------|
| | % | % | % pt | % | % | % pt |
| Net interest margin | 4.08 | 4.41 | (0.33) | 4.29 | 4.37 | (0.08) |
| Non-NII/Total income | 29.8 | 27.7 | 2.1 | 30.3 | 31.0 | (0.7) |
| Expense/Total income | 68.0 | 64.2 | 3.8 | 62.7 | 62.3 | 0.4 |
| Customer loans (net) - IDR't | 60.1 | 54.8 | 9.8% | 60.1 | 57.7 | 4.3% |
| Customer deposits - IDR't | 64.4 | 63.4 | 1.7% | 64.4 | 63.7 | 1.2% |
| Loan/Deposit | 93.4 | 86.5 | 6.9 | 93.4 | 90.5 | 2.9 |

Greater China – Summarised Income Statement

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|--|------------|------------|-------------|------------|------------|---------------|
| | \$m | \$m | % | \$m | \$m | % |
| Net interest income | 394 | 351 | 12.2 | 101 | 100 | 0.4 |
| Fee and commission income | 137 | 104 | 31.7 | 37 | 44 | (15.3) |
| Other non-interest income | 175 | 131 | 33.1 | 44 | 40 | 10.7 |
| Total income | 706 | 587 | 20.4 | 182 | 184 | (1.1) |
| Less: Total expenses | 329 | 266 | 23.7 | 92 | 84 | 9.5 |
| Operating profit | 377 | 320 | 17.6 | 89 | 99 | (10.1) |
| Less: Allowances for credit & other losses | 34 | 20 | 67.3 | 22 | 11 | >100.0 |
| Add: Associates & joint ventures | 24 | 5 | >100.0 | 7 | 7 | 10.1 |
| Profit before tax | 366 | 305 | 20.0 | 75 | 95 | (21.5) |

Greater China – Key Financial Indicators

| | 2015 | 2014 | +/(-) | 4Q15 | 3Q15 | +/(-) |
|----------------------------|-------|-------|---------|-------|-------|--------|
| | % | % | % pt | % | % | % pt |
| Net interest margin | 1.26 | 1.21 | 0.05 | 1.27 | 1.27 | - |
| Non-NII/Total income | 44.2 | 40.2 | 4.0 | 44.6 | 45.5 | (0.9) |
| Expense/Total income | 46.6 | 45.4 | 1.2 | 50.9 | 45.9 | 5.0 |
| Customer loans (net) - \$b | 18.5 | 16.7 | 10.5% | 18.5 | 18.8 | (1.8%) |
| Customer deposits - \$b | 12.5 | 15.0 | (16.4%) | 12.5 | 12.4 | 1.0% |
| Loan/Deposit | 147.5 | 111.5 | 36.0 | 147.5 | 151.8 | (4.3) |



Thank you

