



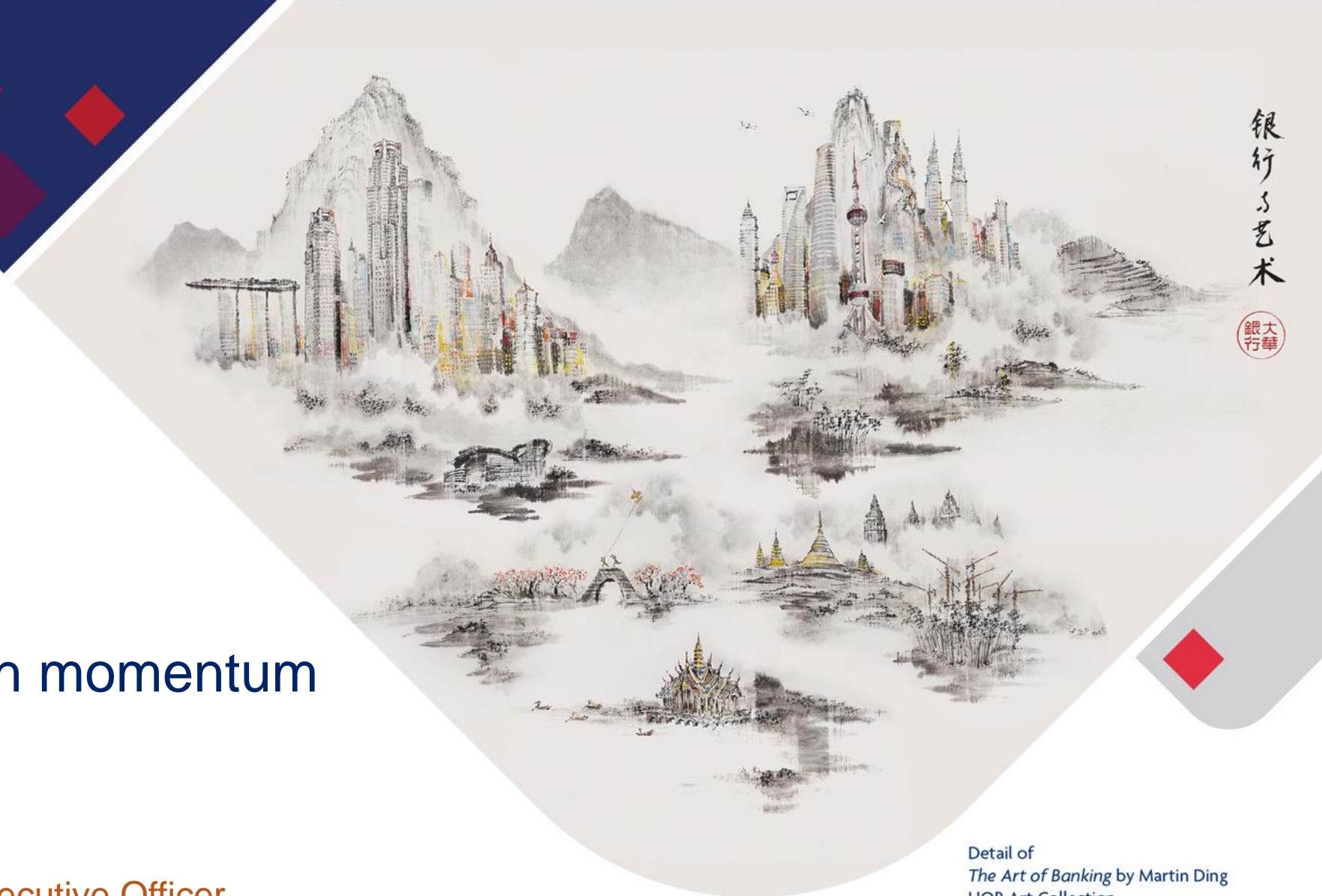
# 3Q 2021 – Building upon growth momentum

CEO's Remarks

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

For the Third Quarter ended 30 September 2021

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Detail of  
*The Art of Banking* by Martin Ding  
UOB Art Collection

# 3Q21 profit rose 4% QoQ to S\$1.05b



## Healthy loan growth and sustained fee income, coupled with lower credit allowance

- Income up 1% to S\$2.45 billion
- Loans grew 3% to S\$306 billion
- Fee income stable at S\$589 million
- Net interest margin steady at 1.55%
- Cost-to-income ratio unchanged at 43.7%
- Portfolio remains resilient and well-secured
- Return on equity rose to 10.4%

# Leveraging regional connectivity and diversified customer franchise

- Increase in cross-border income on continued China-ASEAN trade and investments

**+6%**<sup>1</sup>

**Cross-border income**

Contributing 30% of Group Wholesale Banking income

- Steadfast in long-term commitment to supporting customers



- Sustained growth in wealth management AUM

**+6%**<sup>2</sup>

**AUM**

S\$137b under wealth management franchise<sup>3</sup>

Helping businesses to expand regionally and consumers to grow their wealth



<sup>1</sup> Year-on-year growth as at end-Aug 2021.

<sup>2</sup> Year-on-year growth as at end-Sep 2021.

<sup>3</sup> Refers to Privilege Banking, Privilege Reserve and Private Bank.

# Accelerating innovation with progressive solutions

## Scaling presence through unified UOB TMRW

Singapore launch – October 2021



Progressive roll-out in ASEAN to reach

**>7m**  
consumers by 2026<sup>1</sup>



## Expanding suite of wealth solutions

**>80%**<sup>2</sup>

SimpleInvest customers new to wealth products



Best Wealth Manager for Impact Investing

## Creating Web3.0 ecosystem collaborations



- Data infrastructure
- Distributed ledger
- Asset tokenisation

Examples

**sgtradex**



Marketnode



<sup>1</sup> More than double the existing base of digitally-enabled customers

<sup>2</sup> As at end-Sep 2021.



## Forging a Sustainable Future



Ecosystem solutions offering end-to-end financing



**160,000 tCO<sub>2</sub>-e<sup>1</sup>**

Contribution to annual avoided greenhouse gas emissions



**S\$14b<sup>1</sup>**

Total sustainable financing<sup>2</sup> approved



**S\$7b<sup>1</sup>**

Total AUM in ESG-focused investments

<sup>1</sup> As at end 9M21

<sup>2</sup> Comprising green loans, sustainability-linked loans and loans for green certified buildings.





## Right on course for strong, responsible growth

- High single-digit growth in loans
- Double-digit growth in non-interest income
- Stable cost-to-income ratio
- Lower credit costs of below 25 basis points on the back of our resilient portfolio





RIGHT BY YOU