



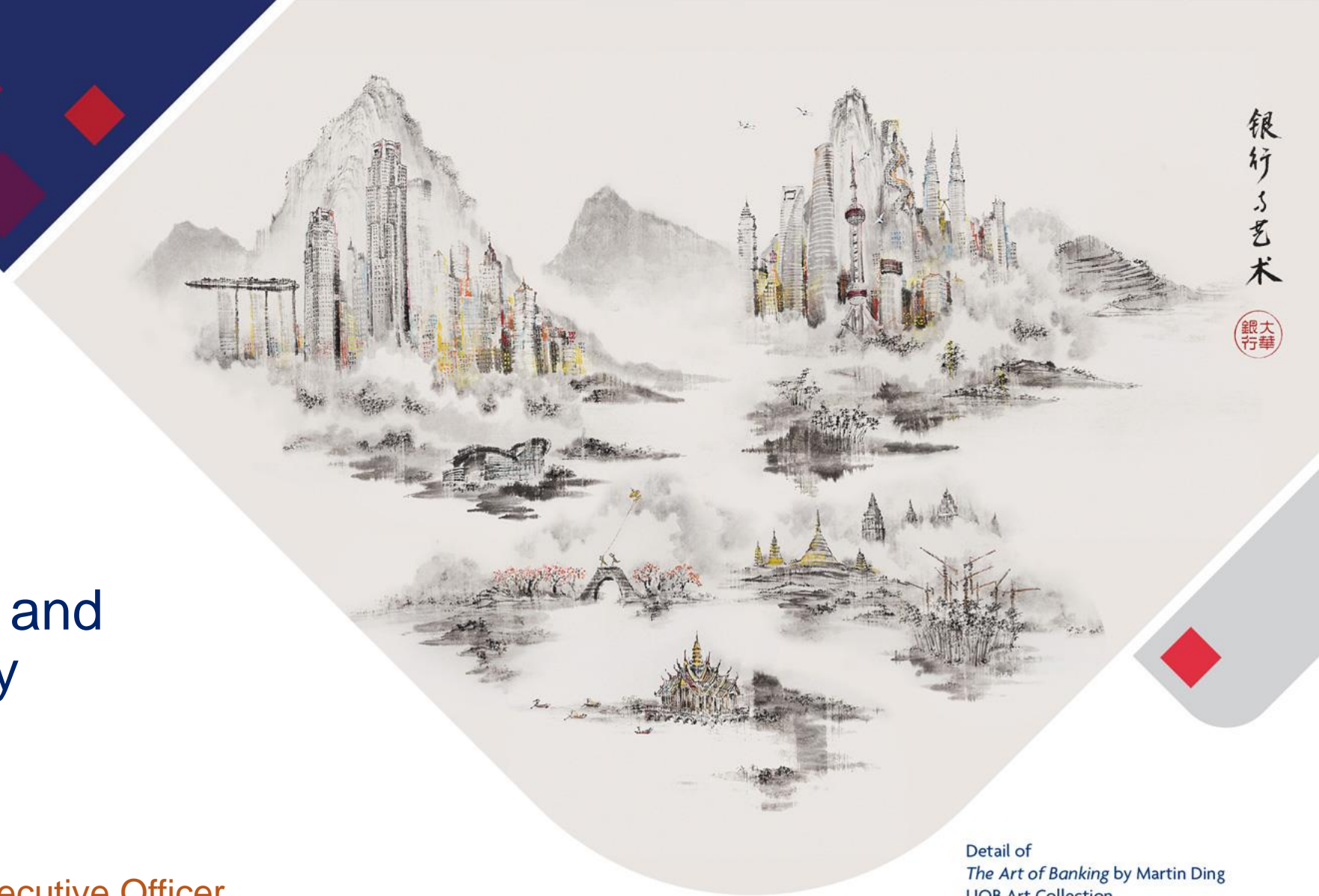
Strong performance and resilient asset quality

CEO's Remarks

Wee Ee Cheong
Deputy Chairman and Chief Executive Officer

For the Financial Year / Fourth Quarter Ended 31 December 2021

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

FY21 net profit up 40% to S\$4 billion



Stabilising operating environment with strengthening green shoots of recovery in Singapore and the region

- Loans grew 10%
- NIM was stable at 1.56%
- Achieved record fees, up 21%
- CIR improved to 44.1%
- Portfolio is resilient with stable asset quality
- Total credit costs declined to 20 basis points
- Final dividend of 60 cents per ordinary share

Group Wholesale Banking - Diversified growth engines powering performance

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

+10% **Cross-border income**
Contributing 30% of Group Wholesale Banking income

- Diversification across geographies, sectors and products

Growth outside Singapore **Non-loan income**

+10%

+7%

- Market-leading positions for capital markets¹

1st Singapore Loans Bookrunner
ASEAN Syndicated Loans Bookrunner

2nd Singapore Dollar Bonds **3rd** ASEAN Local Currency Bonds



Group Retail - Building scale and deepening capabilities



Acquiring customers digitally and serving them through our omni-channel approach
Becoming one of the largest retail banks in the region

UOB x Citi

Indonesia, Malaysia,
Thailand and Vietnam
Subject to regulatory approval



- **Double** retail customer base



- **Enlarge** partner ecosystem



- **Enhance** product offerings and benefits



- **Expand** talent pool

Digital

Progressive roll-out
across the region

800k customers
acquired digitally¹



Wealth advisory

Sharpened focus on serving
high-net-worth individuals

Private Wealth



S\$139b

Record wealth franchise AUM²

+16%

wealth management income³

1 From 2018 to 2021

2 Refers to Privilege Banking, Privilege Reserve and Private Bank

3 Refers to Group-level income

Delivering sustainability for our customers and communities

Leading Sustainable Financial Solutions Across ASEAN

S\$17 billion

Total sustainable financing portfolio¹

S\$9 billion

Total AUM in ESG-focused investments

UOB's US\$1.5 billion sustainability bond

1st sustainability bond in Singapore

Launching Sector-Specific Sustainable Frameworks and Solutions

Green Trade Finance Framework

Co-led development of industry framework under MAS GFIT²

U-Energy and U-Drive

Ecosystem solutions offering end-to-end financing for energy-efficiency projects and EVs

>220,000 tCO₂-e

Contribution to annual avoided greenhouse gas emissions

S\$700 million

Total AUM in UOBAM's new sustainable fund solutions

Forging a Sustainable Future for All

S\$30 billion by 2025

New sustainable financing target

Achieved operational carbon neutrality in 2021

Scope 1, scope 2 and non-financed scope 3³

Enhanced disclosures

Alignment with global best-in-class standards

Continuing to build our decarbonisation pathway

Planning for operational and financed emissions

¹ Comprising green loans, sustainability-linked loans and loans for green certified buildings

² Monetary Authority of Singapore's Green Finance Industry Taskforce

³ Scope 1: Direct emissions; Scope 2: Indirect emissions utilised; Scope 3: All other indirect emissions which occur at sources the organisation neither owns nor controls

Optimistic of ASEAN's long-term potential

- Mid to high single-digit loan growth
- Double-digit growth in non-interest income
- Stable cost-to-income ratio
- Credit costs to normalise on the back of our resilient portfolio





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