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UOB (Thai) and Amata sign a Memorandum of Understanding to boost intra-regional trade flows in Southeast Asia

Singapore, 13 May 2015 – United Overseas Bank (Thai) (UOB (Thai)) and Amata Corporation (Amata) has signed a Memorandum of Understanding (MOU) aimed at providing stronger support to companies that plan to expand their businesses in Southeast Asia.

Under the MOU, UOB's wholesale banking customers and Amata's customers will be able to tap into the strengths of both parties and have access to business referrals through each other's network.

Amata is Thailand's largest listed conglomerate in the industrial estate sector with more than 5000 hectares of industrial estate which host global clients from industries such as automotive, healthcare to food and beverage. It has two industrial estates in the Chonburi and Rayong Provinces of Thailand, and another in Vietnam.

UOB has one of Southeast Asia's largest banking networks with 484 branches and offices across the region. Under the auspices of the MOU, UOB and Amata will also set up a formal working group led by their senior executives to help companies identify and seize opportunities to expand into Southeast Asia through cross-border banking solutions including trade financing, loans and investments.

The MOU gives both parties opportunities to enhance regular exchanges of information on cross-border investments and trade. UOB is the only bank in Southeast Asia to have established nine dedicated FDI Advisory Units across the region to provide companies with

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assistance ranging from incorporation, access to UOB's full suite of banking products to borderless financial services through the Bank's long-established regional network.¹

Mr Peter Foo, UOB (Thai)'s Chief Executive Officer said that Southeast Asia's resilient and growing economy is opening up avenues for infrastructural investments and intra-regional trade. "These regional trends and developments are what this MOU seeks to harness and convert into relevant business opportunities so that companies can realise their Southeast Asian business expansion ambitions," said Mr. Foo.

In 2013, Southeast Asia attracted US\$125 billion of FDI inflows or nine per cent of the total FDI inflows globally, almost double the five per cent it captured in 2003. Within the same period, FDI inflows into Thailand also rose 148 per cent to US\$13 billion in 2013, compared with US\$5 billion of investments in 2003². In 2013, Thailand received the third largest share of FDI investments within Southeast Asia.

Mr Viboon Kromadit, Amata's director and Chief Marketing Officer, said "The MOU is an important part of Amata's plan to support intra-regional trade. With the growing affluence of the region, the demand for consumer goods has increased. Amata and UOB will support the growing and diverse financial needs of our clients in Amata's industrial estates as Southeast Asia becomes a more important market for them."

¹ UOB has set up nine FDI Advisory Units across Asia over the last two years. They are located in mainland China, Hong Kong, India, Indonesia, Malaysia, Myanmar, Singapore, Thailand and Vietnam.

² Source: United Nations Trade and Development's World Investment Report 2014.

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UOB (Thai)'s FDI Advisory Unit – early success

Since the launch of UOB (Thai)'s FDI Advisory Unit in 2013, it has helped 19 Thai companies in the trading, automotive, construction and manufacturing sectors to link up with business partners to expand their operations in Southeast Asia. Customers include SUSCO, a listed oil retailer on the Stock Exchange of Thailand and Thai Nakano, a Thai-Japanese joint venture in the construction business.

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About United Overseas Bank

United Overseas Bank Limited (UOB) is a leading bank in Asia with a global network of more than 500 offices in 19 countries and territories in Asia Pacific, Western Europe and North America. Since its incorporation in 1935, UOB has grown organically and through a series of strategic acquisitions. UOB is rated among the world's top banks: AA1 by Moody's and AA- by Standard & Poor's and Fitch Ratings respectively.

In Asia, UOB operates through its head office in Singapore and banking subsidiaries in China, Indonesia, Malaysia, Thailand and the Philippines, as well as branches and representative offices.

UOB plays an active role in the community, focusing on art, children and education. It has, over more than three decades, held the longest-running art competition in Singapore, the UOB Painting of the Year, which has since been extended across Southeast Asia. In recognition of its contributions to the arts, UOB was conferred the Singapore National Arts Council's Distinguished Patron of the Arts Award for the tenth consecutive year in 2014. UOB also encourages its employees across the region to be involved in its regular volunteer activities. This includes the annual UOB Heartbeat Run which is held in China, Indonesia, Malaysia, Singapore and Thailand.

About United Overseas Bank (Thai) PCL.

UOB is committed to providing quality products and excellent customer service. Founded in 1935, UOB has a well-established regional presence, particularly in Asia with networks in Singapore, Malaysia, Indonesia, China and Thailand. With our strong foothold in the region, we understand the Asian corporate culture and business mindset and are well-placed to create opportunities by linking our customers to their counterparts in Asia.

As part of UOB Group, United Overseas Bank (Thai) PCL ("UOB (Thai)") provides a wide range of financial services through a global network of branches: personal financial services, commercial and corporate banking, and treasury services. UOB (Thai) is rated among the top banks in Thailand by Fitch Ratings, receiving the 'AAA(tha)' for the National Long-Term rating. UOB (Thai) plays an active role in the community, focusing on children, education and the arts through the UOB Heartbeat Run/Walk and UOB Painting of the Year Competition and Exhibition.

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