

UOB - Premier Regional Bank

2004 Group Results Briefing

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Agenda

1

Review Of Financial Performance

2

Business & Geographical Segments

3

Loans, Deposits & Asset Quality

4

Performance of Key Regions

5

Capital Position

Another Year of Record Profit

	2004	2003	Incr / (Decr)	
	\$m	\$m	\$m	%
Net Interest Income	2,155	2,071	84	4
Non-Interest Income	1,104	1,089	15	1
Total Income	3,259	3,160	99	3
Less: Operating Expenses	1,227	1,095	132	12
Operating Profit before Goodwill and Provisions	2,032	2,064	(32)	(2)
Less: Goodwill Amortisation	214	202	12	6
Provisions	209	362	(153)	(42)
Operating Profit after Goodwill and Provisions	1,610	1,501	109	7
Share of Profit of Associates	307	107	200	186
Profit before Tax & Minority Interests	1,917	1,608	309	19
Less: Tax & Minority Interests	465	406	59	14
Net Profit After Tax	1,452	1,202	250	21

Higher Profit in 4th Quarter 2004

	4Q04 \$m	4Q03 \$m	Incr / (Decr) %	3Q04 \$m	Incr / (Decr) %
Net Interest Income	562	540	4	537	5
Non-Interest Income	298	291	2	270	10
Total Income	860	831	3	807	7
Less: Operating Expenses	364	290	26	315	16
Operating Profit before Goodwill and Provisions	496	542	(8)	493	1
Less: Goodwill Amortisation	59	50	18	55	7
Provisions	113	41	173	(1)	NM
Operating Profit after Goodwill and Provisions	324	451	(28)	439	(26)
Share of Profit of Associates	184	45	308	47	291
Profit before Tax & Minority Interests	509	496	3	486	5
Less: Tax & Minority Interests	133	130	2	115	16
Net Profit After Tax	376	366	3	371	1

NM denotes "Not Meaningful".

Higher Net Interest Income despite Lower Margin

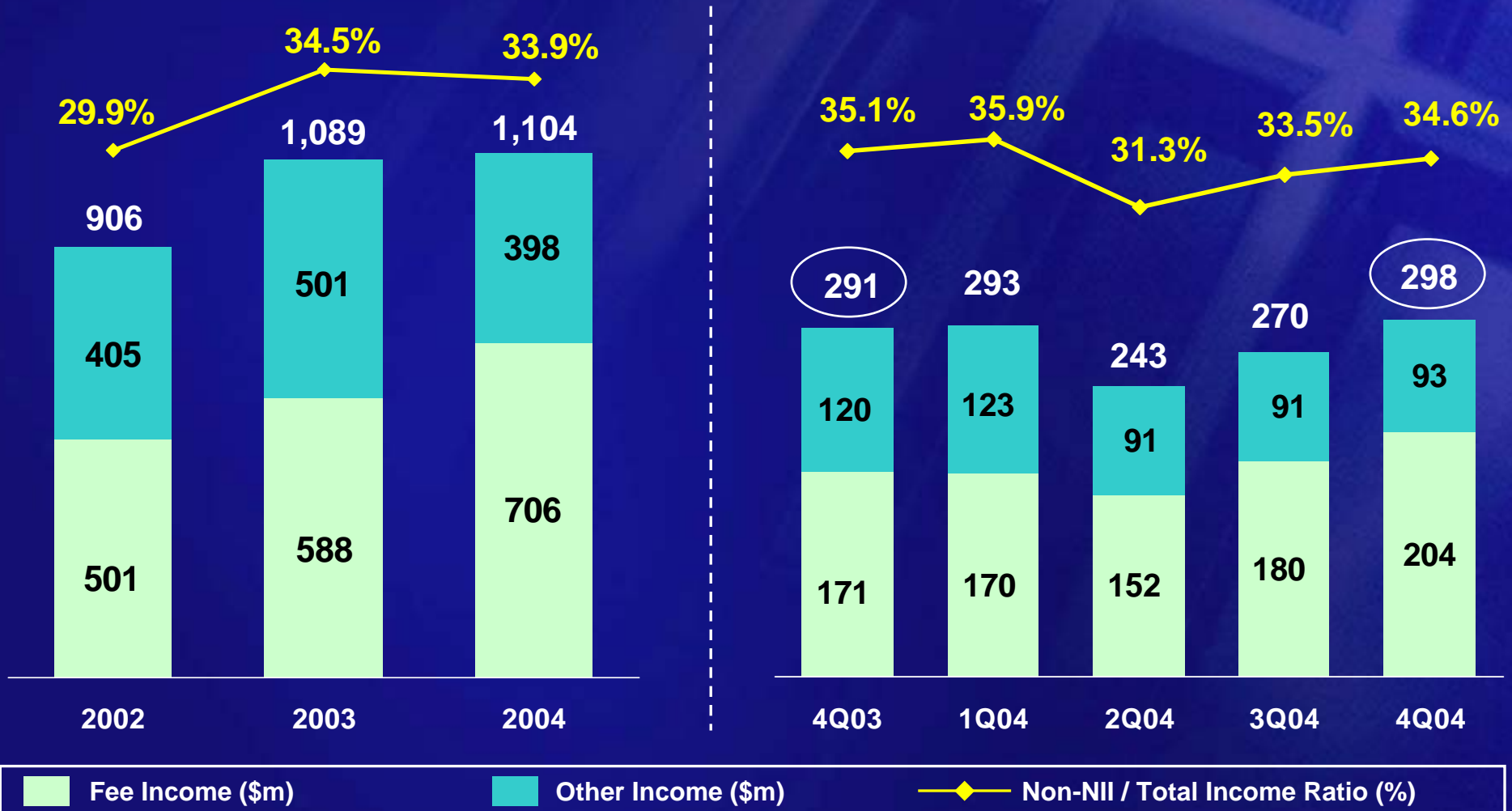
Net Interest Income and Margin



■ Net Interest Income (\$m) —◆— Net Interest Margin (%)

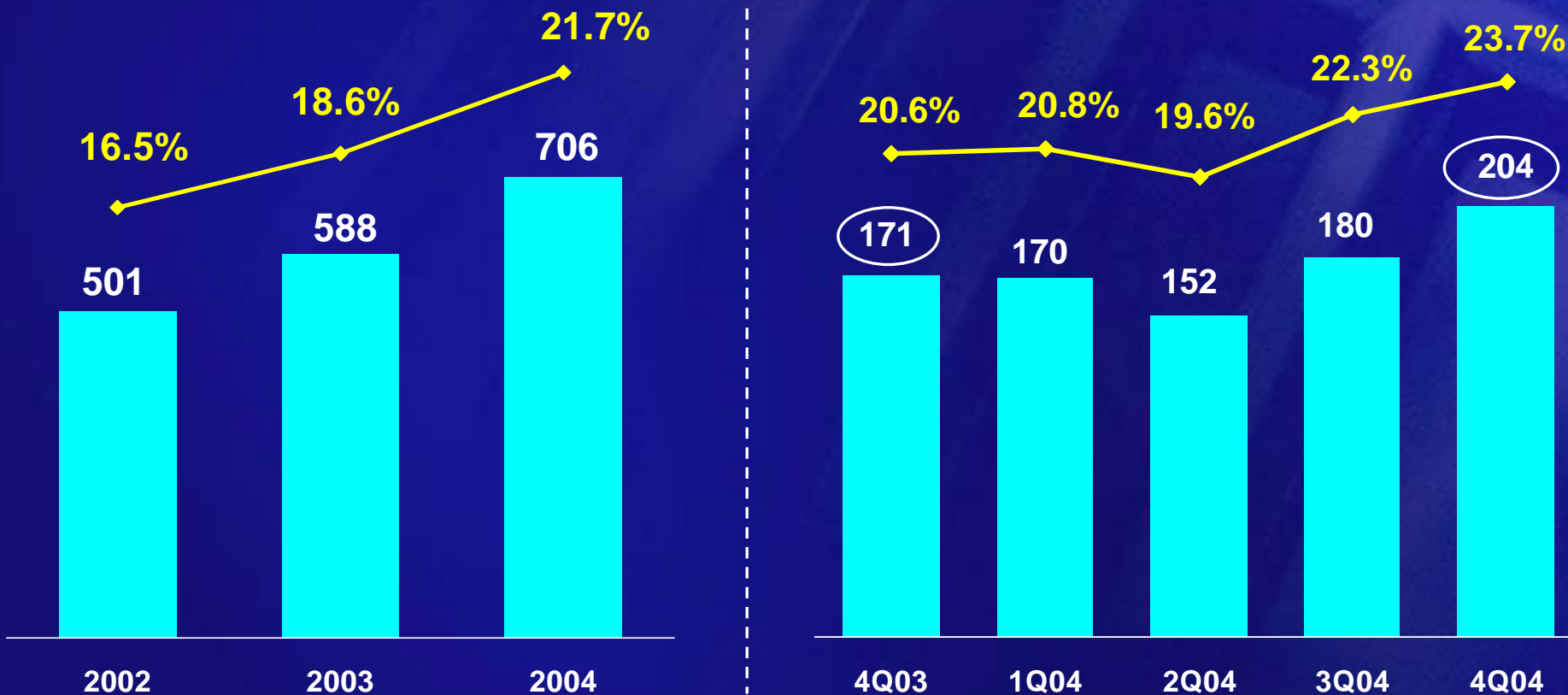
Higher Non-Interest Income mainly from Fee Income

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



Fee Income Continues to Grow

Fee Income and Fee Income Ratio



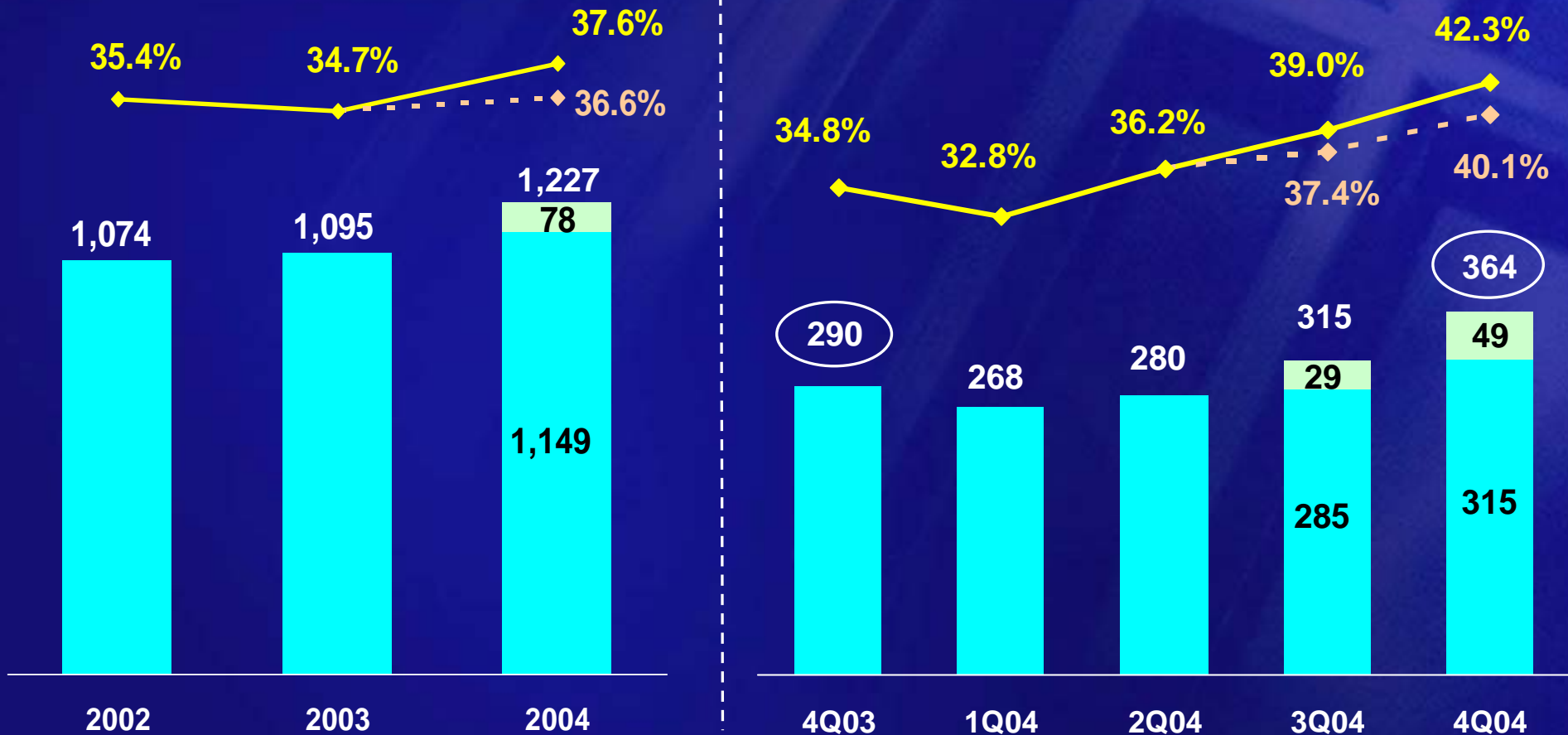
Fee Income (\$m)



Fee Income / Total Income Ratio (%)

Operating Expenses Increased mainly due to acquisition of BOA

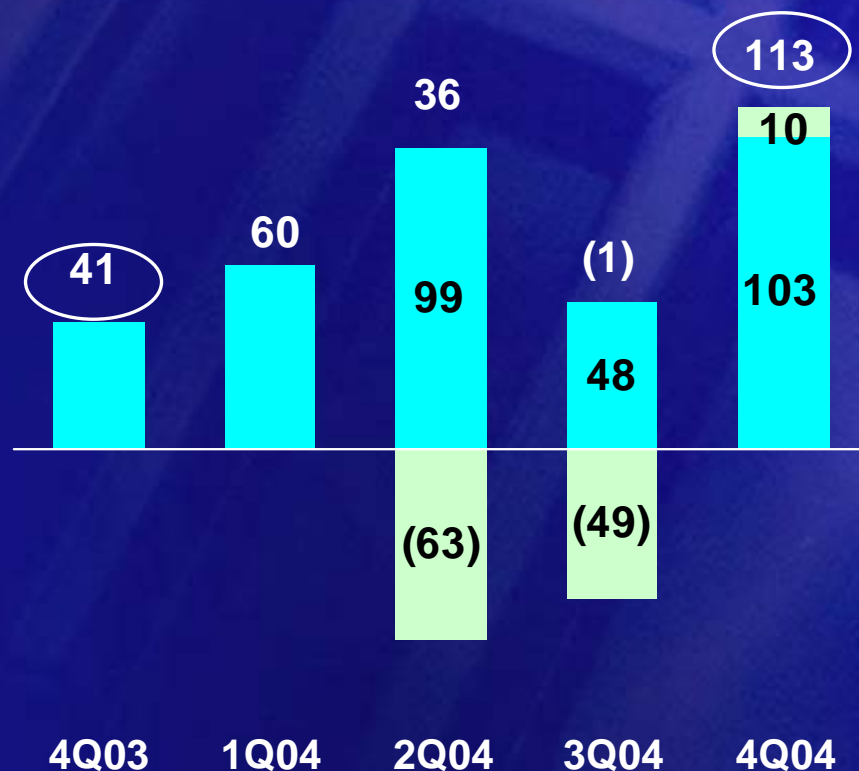
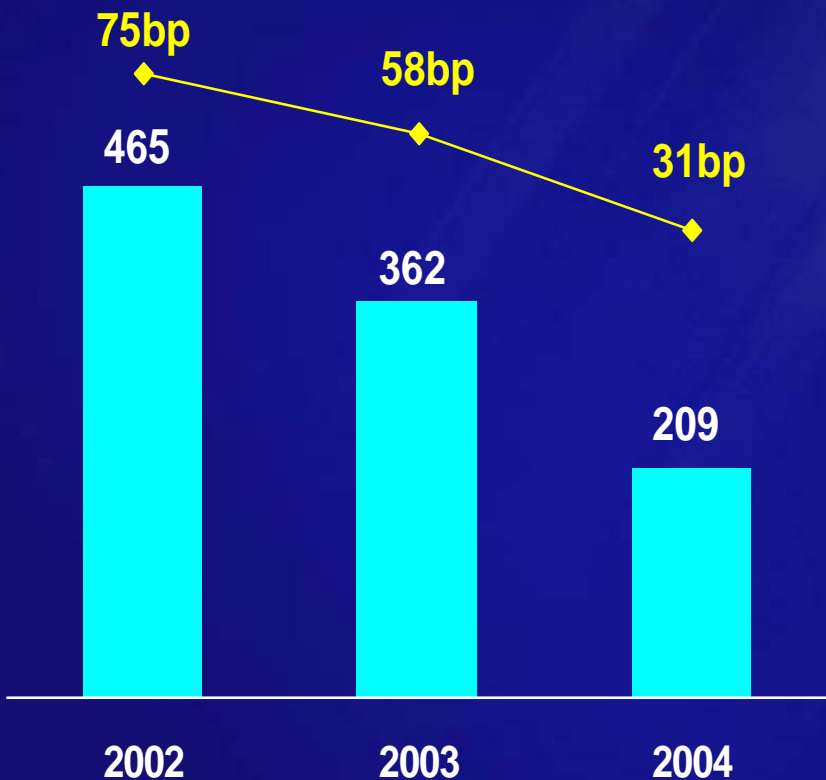
Operating Expenses and Expense / Income Ratio



■ Operating Expenses (\$m)
 ■ BOA Expenses (\$m)
 ◆ Expense / Income Ratio (%)
 ◆ Ratio exclude BOA (%)

Year-on-Year Provision Charges Reduced

Provisions Charged to Profit & Loss Account



■ Provision Charges (\$m)

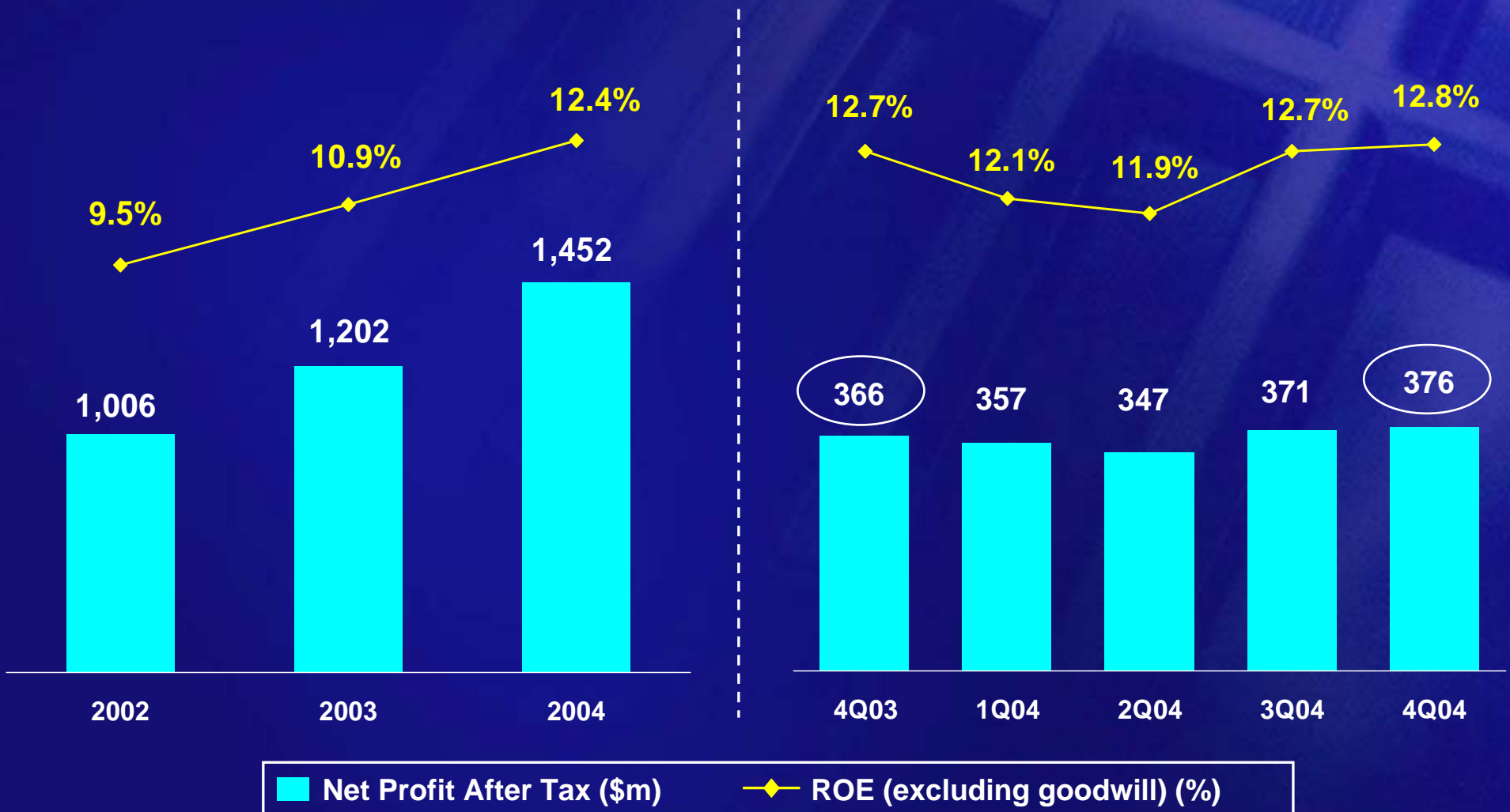
◆ Provision Charges/Gross Customer Loans (bp)

■ Specific Provisions (\$m)

■ General Provisions (\$m)

Higher ROE Achieved

NPAT and ROE (excluding goodwill)

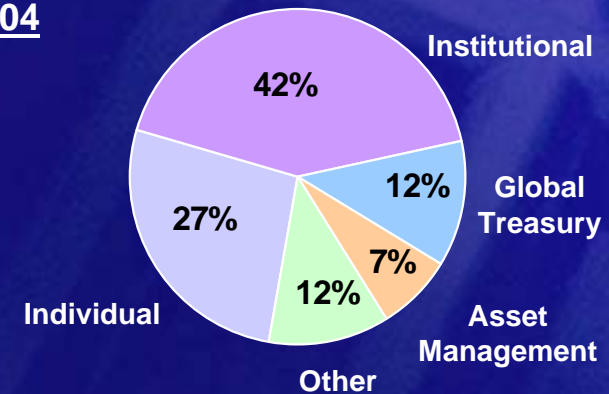


Profit Contribution by Business Segment

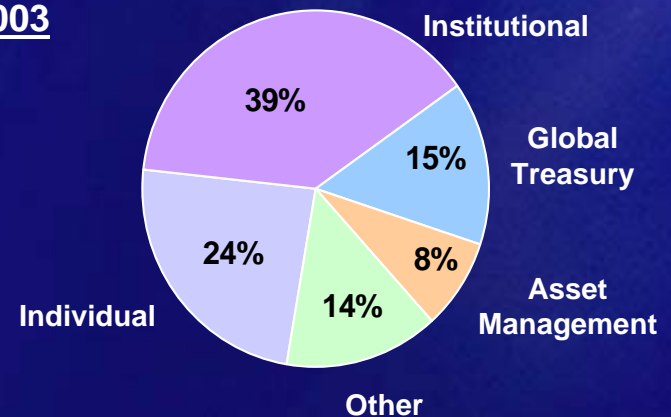
Business Segment

Segment Profit Before Tax	2004 \$m	2003 \$m	Incr / (Decr) %
Individual Financial Services	504	421	20
Institutional Financial Services	794	682	16
Global Treasury	229	260	(12)
Asset Management	141	149	(5)
Other	219	255	(14)
Total	1,887	1,767	7

2004



2003

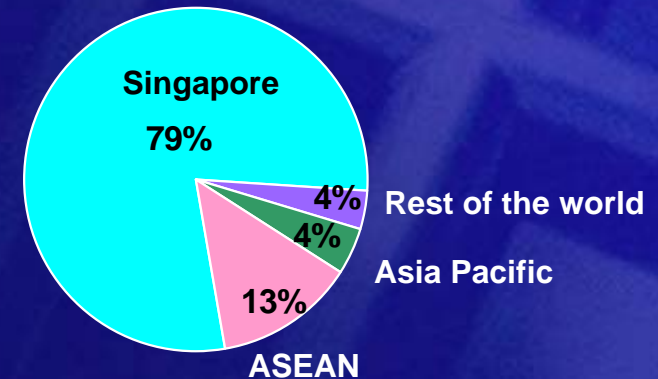


Profit Contribution by Geographical Segment

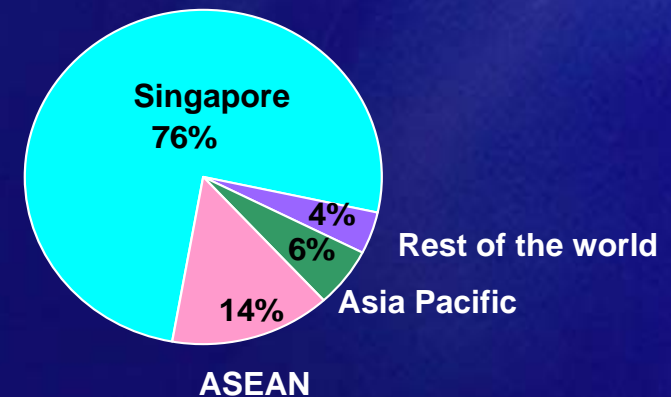
Geographical Segment

Profit Before Tax	2004 \$m	2003 \$m	Incr / (Decr) %
Singapore (including ACU)	1,680	1,367	23
Other ASEAN countries	278	263	6
Other Asia-Pacific countries	95	104	(9)
Rest of the world	78	76	3
	2,131	1,810	18
Goodwill amortisation	(214)	(202)	6
Total	1,917	1,608	19

2004



2003



Loans and Deposits Expansion largely from acquisition of BOA

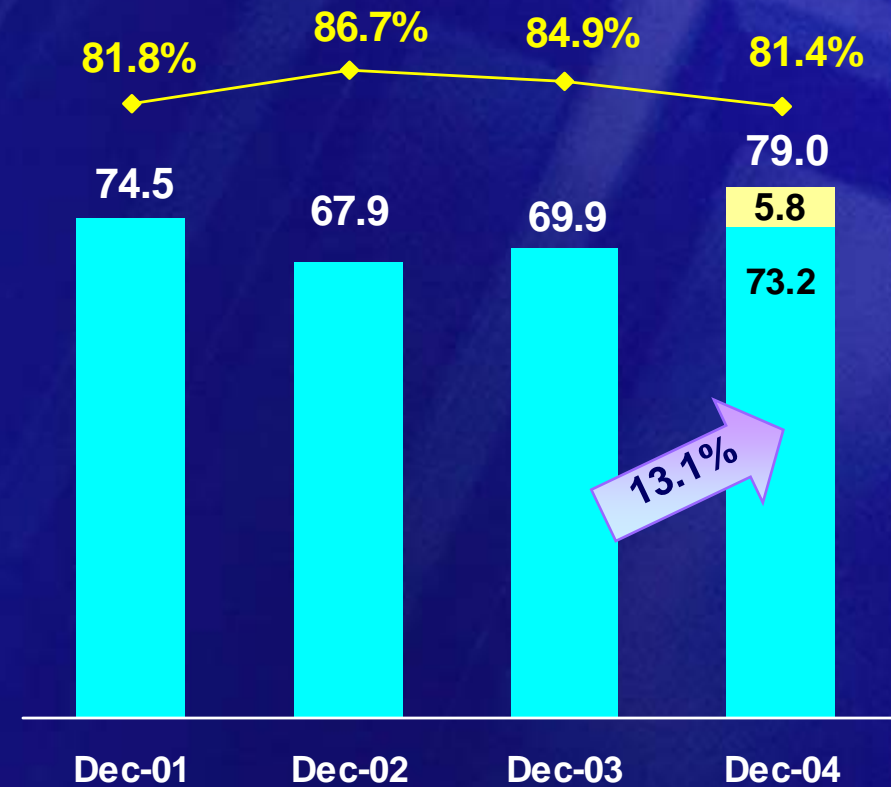
Net Customer Loans

(\$b)



Customer Deposits and L/D Ratio

(\$b)

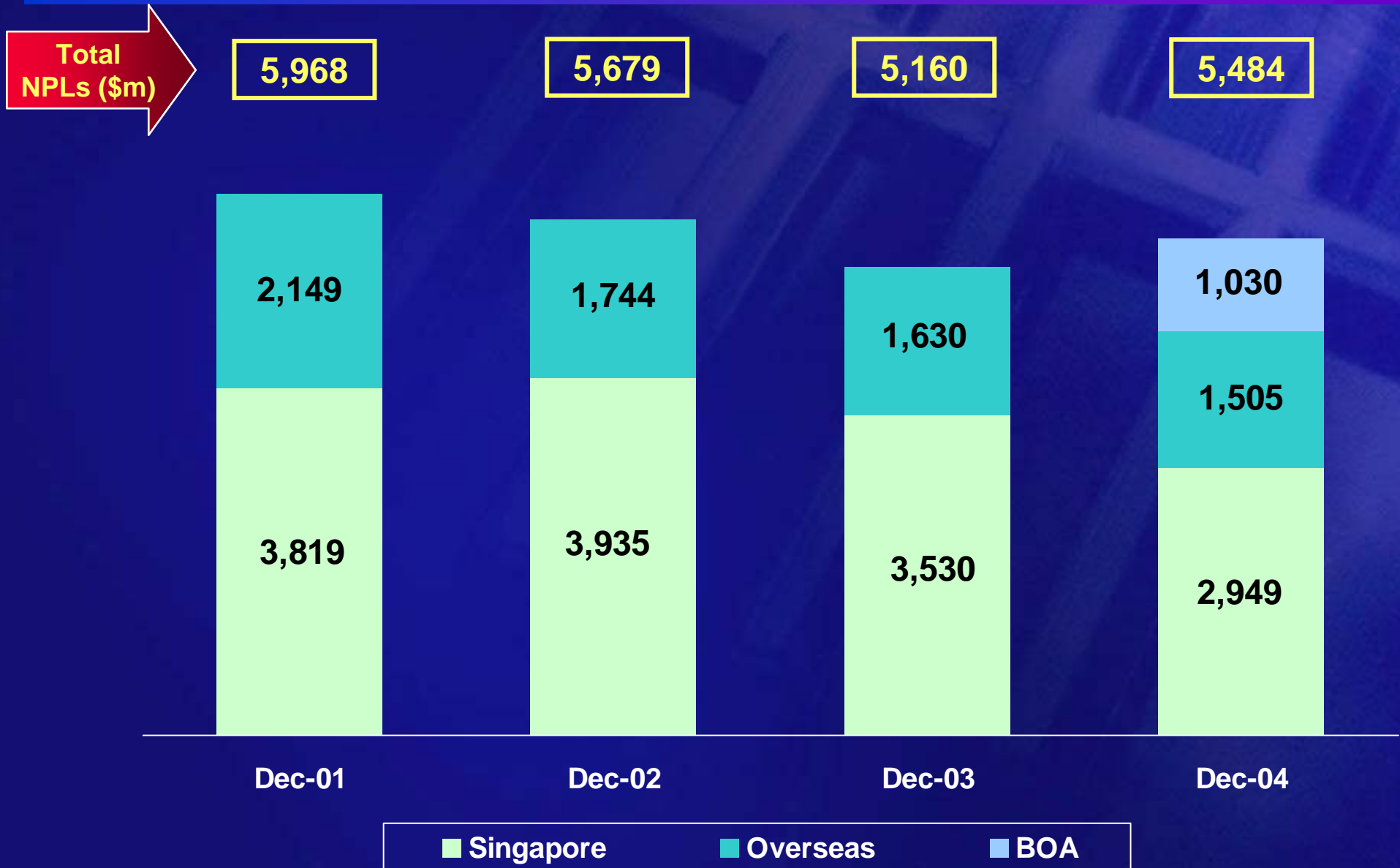


BOA

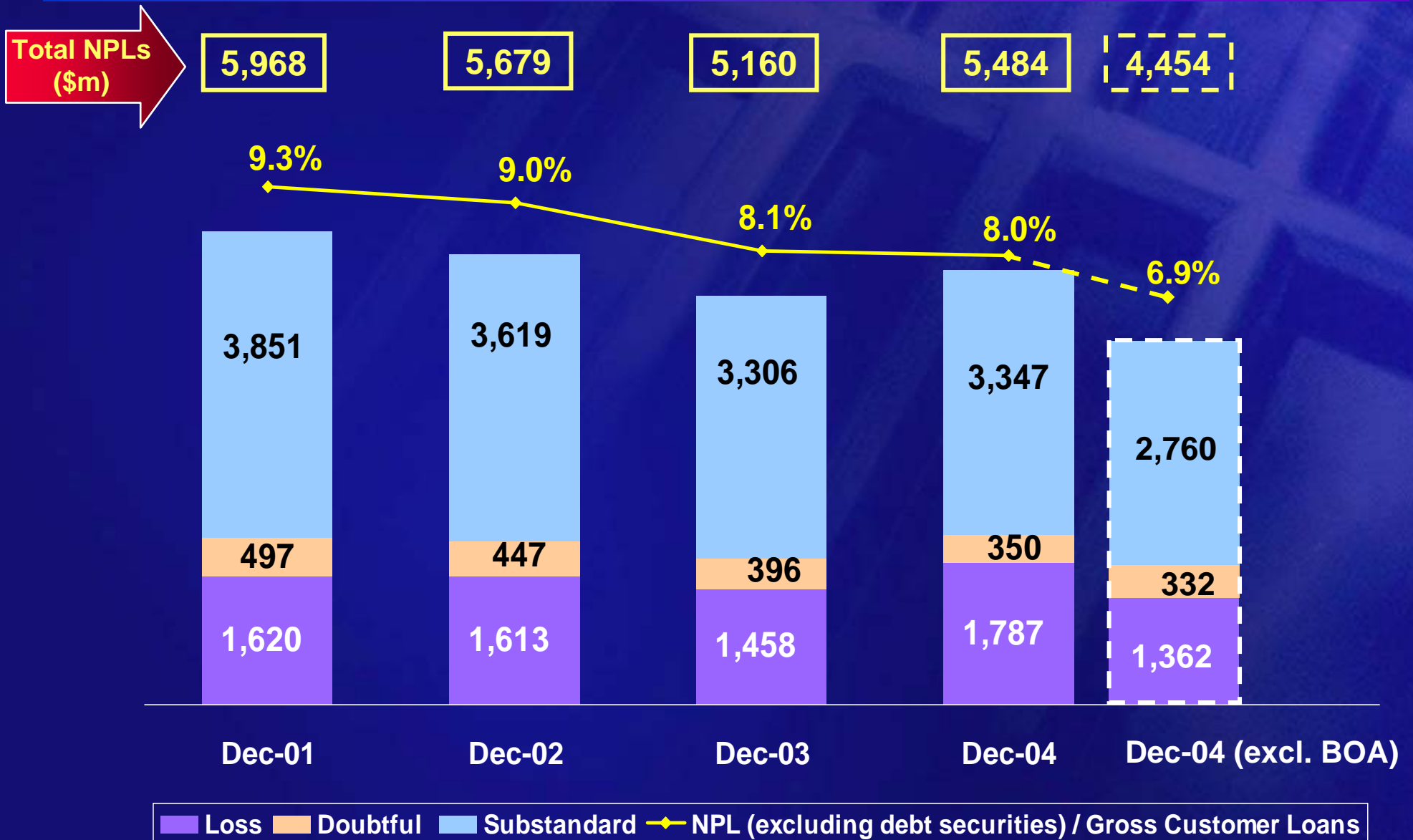


Loans / Deposits (L/D) Ratio

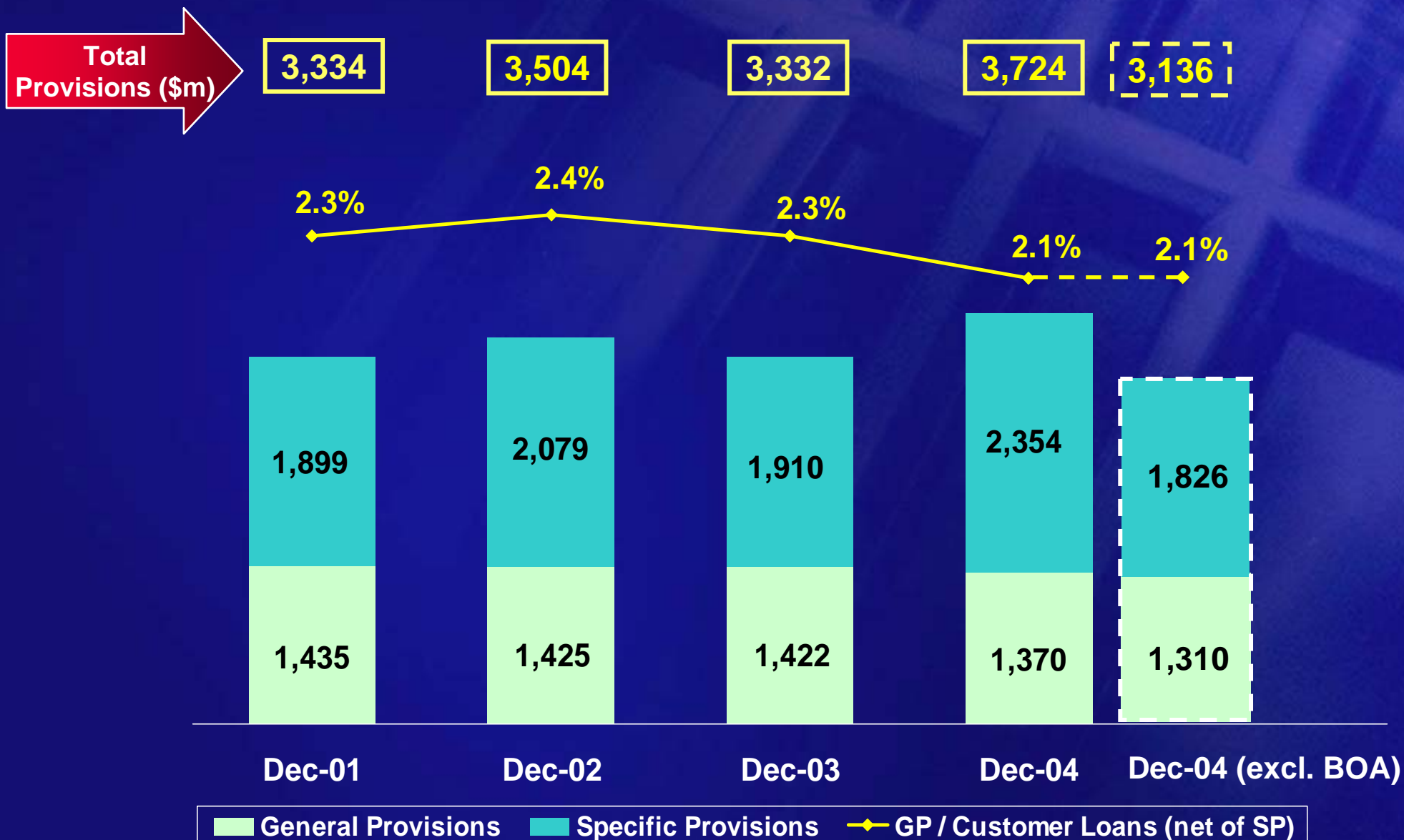
Increase in NPLs attributed to acquisition of BOA



NPL Ratio Continued to Improve



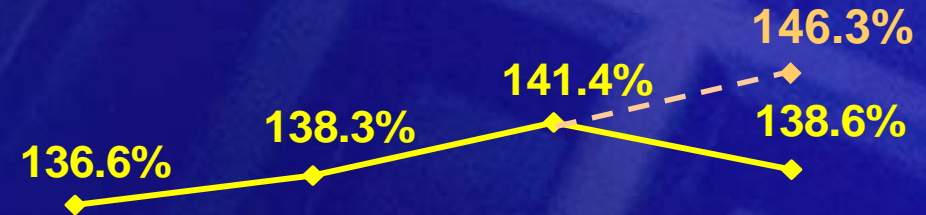
Increase in Cumulative Provisions in Tandem with Higher NPLs



Higher Provision Coverage against Total NPLs

Cumulative Provisions /
Total NPLs Ratio

Cumulative Provisions /
Unsecured NPLs Ratio



Dec-01

Dec-02

Dec-03

Dec-04

Dec-01

Dec-02

Dec-03

Dec-04

— ◆ — Ratio excluding BOA

UOBM Group: Key Indicators

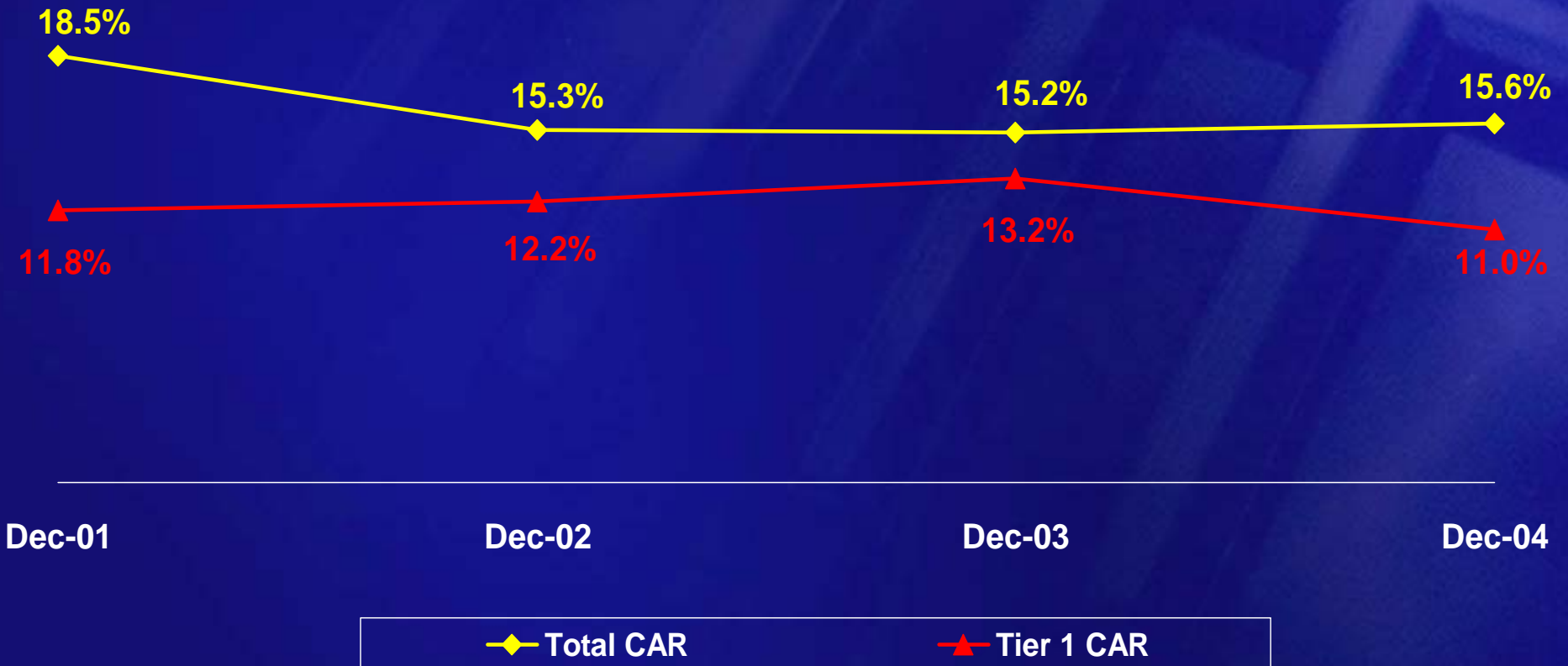
	(MYR'm)			(S\$m)	
	2004	2003	Incr/(Decr) %	2004	2003
Profit after Tax	377	358	5	162	160
ROE - %	21.3	22.7	(1.4)% pt	21.3	22.7
Expense / Income Ratio - %	33.4	29.7	3.7% pt	33.4	29.7
Customer Loans (Net)	16,221	14,657	11	6,974	6,560
Customer Deposits	15,930	13,636	17	6,849	6,103
Loans / Deposits Ratio - %	101.8	107.5	(5.7)% pt	101.8	107.5
Total Assets	29,039	25,198	15	12,485	11,278

Thailand: Key Indicators

	(THB'm)			(\$m)	
	2004	2003	Incr/(Decr) %	2004	2003
Profit after Tax	822	167	391	34	7
ROE - %	6.0	4.4	1.6% pt	6.0	4.4
Expense / Income Ratio - %	70.9	77.9	(7.0)% pt	70.9	77.9
Customer Loans (Net)	147,180	36,649	302	6,178	1,574
Customer Deposits	172,091	45,824	276	7,224	1,968
Loans / Deposits Ratio - %	85.5	80.0	5.5% pt	85.5	80.0
Total Assets	216,468	57,214	278	9,087	2,457

Strong Capital Position

Capital Adequacy Ratio (CAR) *



* Computed based on revised MAS guidelines for 2003 and 2004, and BIS guidelines for 2001 and 2002.

In Summary...

- **NPAT grew 21% to reach \$1,452 million in 2004**
- **ROE (excluding goodwill) increased to 12.4% from 10.9% in 2003**
- **Expense-to-income ratio increased 2.9% points to 37.6% in 2004**
- **NPL ratio declined to 8.0% in 2004 from 8.1% in 2003**