# UOB Group First Half / Second Quarter 2006 Results Briefing

#### "Building Regional Platform For Long-Term Growth"

#### Wee Ee Cheong Deputy Chairman & President

#### 1 August 2006

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#### **Panel Members**

- Mr Wee Ee Cheong
- Mr Terence Ong
- Mr Francis Lee
- Mr Chong Kie Cheong
- Ms Susan Hwee
- Mr Lee Wai Fai

Deputy Chairman & President

- SEVP, Global Treasury & Asset Management
- SEVP, Personal Financial Services & International
- SEVP, Institutional Financial Services & Private Banking
- EVP, Information Technology
- **Chief Financial Officer**









### **A Quick Glance At The Results**

	1H06	1H05	1H06 / 1H05	2Q06	1Q06	2Q06 / 1Q06
Operating Profit*	\$1,782m	\$1,140m	<b>†</b> 56.3%	\$1,175m	\$607m	<b>† 93.6%</b>
Net Profit After Tax	\$1,571m	\$815m	<b>†</b> 92.8%	\$1,132m	\$439m	<b>157.5%</b>
Basic EPS^	\$1.57	\$1.06	<b>†</b> 48.3%	\$1.58	\$1.12	<b>† 41.4%</b>
Cash ROE	16.7%	12.8%	<b>†</b> 30.5%	16.5%	12.0%	<b>†</b> 37.5%
Dividend Per Share	\$0.20	\$0.20	-	\$0.20	-	NM
Special Dividend Per Share	\$0.20	\$0.285#	↓ 29.8%	\$0.20	-	NM

\* Before amortisation and impairment charges

^ Computed based on annualised profit attributable to equity holders of the Bank net of subsidiary preference

share dividend incurred for the financial period

<sup>#</sup> Dividend in specie of shares in United Overseas Land Limited



### **Core Customer Business Remains Robust**

- NPAT increased 8.3% yoy.
- Net interest income up 14.5% yoy due to higher loan volume and interbank money market activities.
- Customer loans grew 4.5% ytd. Loans margin improved 8bps yoy. Overall NIM down as we placed excess funds in the short end in view of rising interest rate.
- Fee and commission income rose 21.1% yoy. Other non-interest income affected by investment securities losses.
- Expenses under control as we continue to invest in regional capabilities.
- Offshore pre-tax profit\* contribution increased from 23.8% to 29.1%.
- Achieved steady growth in operating profit in recent years.



\* Before intangible assets amortised / impaired

# **Singapore – Maintaining Our Leadership**

- Leadership in target segments in Consumer and SME.
  Customer loans and margins up.
- Growth in consumer loans with increased market share in mortgages. Maintained lead in cards industry.
- SME loans and profitability improved. Continue to expand in structured trade finance.
- Enhanced treasury and wealth management capabilities to support core franchise.
- Continue to cultivate long-term customer relationships and strengthen fee-based capabilities to remain at the forefront.

# Malaysia – Expanding The Franchise

- Pre-tax profit rose 94.1% yoy. Operating profit up 19.2% yoy.
- Achieved above-industry loans growth of 6.8% ytd.
- Good progress in fee-based business. Expect sustainable results with economic growth on track.
- Expanding delivery channels to better serve customers.
  Opened 2 branches in Jul 06, another 2 by year-end.
- Leverage on strengths to seize growth opportunities with market liberalisation.



# **Thailand – Strengthening Our Platform**

- Pre-tax profit rose 31.5% and operating profit up 8.0% yoy.
- Loans growth flat reflecting a more cautious environment.
- Improving overall risk management framework. Upgrading and hubbing credit management systems in preparation for Basel II compliance, allowing business activities to scale up.
- UOB (Thai) will be a strong contributor in the medium term.



# Indonesia – Scaling Up

- Pre-tax profit and operating profit up 2.2%\* and 21.4%\* yoy respectively. Loans growth of 4.8% ytd.
- Upgrading infrastructure and processes.
- Further strengthen SME and Consumer Banking businesses by leveraging on Group's network and capabilities.
- Plan to comply with one-bank policy.
- Indonesia to be key contributor in the medium term.



\* 1H05 based on proforma figures for Bank Buana and UOBI

#### **Overseas Expansion On Track**

- Regionalisation efforts seeing results. Established strong SEA platform. Pre-tax profit\* grew 70.4%.
- Operations outside ASEAN key to achieving well-balanced global portfolio.
- Promote synergies across countries, products and customers in expanded regional footprint.
- Offshore contribution accounts for 29.1% of pre-tax profit\*.



\* Before intangible assets amortised / impaired

## **Capital Management**

- Completed non-core assets divestment exercises.
- Overall capital position strengthened by the gain on divestment and reduction in earmarked capital for non-core assets.
- The Board declared special dividend of 20 cents per share on top of interim dividend of 20 cents per share.



# **In Summary**

- Our core business remains strong.
- Regional expansion on track and beginning to bear fruits.
- We are upbeat about the region's prospects.
- Confident of becoming an established regional bank by 2010.

