

A blue line-art illustration of several skyscrapers of varying heights and widths, arranged in a cluster. The lines are thin and create a sense of depth and perspective.

UOB Group Full Year 2009 Briefing

Results Overview

Wee Ee Cheong
Deputy Chairman & Chief Executive Officer

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Record Operating Profit – Resilient Core Franchise

| Key Indicators | 2009 | 2008 | YoY Change |
|----------------------------|-------|-------|------------|
| Total Income (\$m) | 5,405 | 5,250 | ↑ 3.0% |
| Operating Profit (\$m) | 3,331 | 3,200 | ↑ 4.1% |
| Net Profit After Tax (\$m) | 1,902 | 1,937 | ↓ 1.8% |
| NIM (%) | 2.36 | 2.27 | ↑ 0.09%pt |
| Expense / Income (%) | 38.4 | 39.0 | ↓ 0.6%pt |
| Non-NII / Total Income (%) | 32.0 | 31.9 | ↑ 0.1% pt |

Strengthening Singapore Market Share

- **Operating profit up 3.5%. Loan growth of 3.4%.**
- **Captured market share in housing loan portfolio, maintained leadership position in private property segment.**
- **Continued to support customers through crisis, strengthened our franchise with SMEs and corporates.**
- **Singapore's recovery momentum to pick up. Confident of advancing our market position.**

Sustaining Regional Growth

- **Overseas operating profit up 6.9%, led by regional markets despite cautious approach.**
- **Malaysia**
 - **Intense price war. Targeted non-interest income to sustain topline with good cost control.**
 - **Leading foreign player in retail segment. Continue to push for market leadership and service differentiation.**
- **Thailand**
 - **Slower growth due to challenging environment.**
 - **To remain prudent and support customers amidst uncertainties.**

Sustaining Regional Growth (*cont'd*)

■ Indonesia

- **Performed well. Grew operating and pre-tax profit.**
- **To expand further in core businesses and increase fee-based activities.**

■ China

- **Competitive lending activities amid downturn, took measured and prudent approach. Expanded branch network to extend business reach and offerings.**
- **Targeting foreign and local corporates to tap market potential.**

Positioning Regional Platform for Upturn

- **Re-aligned organisation to achieve scale and synergies regionally.**
- **Retail segment: Leverage experience to grow mortgage and credit card business in key countries. Also strengthening wealth management platform.**
- **IFS segment: Build regional industry specialisation to tap opportunities in growth industries. Well placed with our SEA connectivity to serve intra-regional companies.**
- **Harmonising back-end operating systems towards an integrated platform for greater cross-border synergies.**

Strong Capital Position

- **Proactive re-balancing of portfolio improved RWAs – strong balance sheet management.**
- **Shareholders' equity boosted by improvement in AFS reserves.**
- **Well capitalised at core Tier 1, Tier 1 and total CAR of 11.9%, 14% and 19% respectively.**
- **Stay disciplined when seizing growth opportunities to strengthen franchise value for the long-term.**
- **The Board proposed a final dividend of 40 cents per share, giving a total payout of 48% for 2009.**

Looking Ahead

- **Record operating profit despite cautious stance during crisis. Strengthened balance sheet with strong capital and prudent provisioning.**
- **Looking ahead, expect volatile macro environment as de-leveraging continues. Asian markets normalising, well placed for post-crisis recovery.**
- **UOB's regional strategy intact. SEA pillars and distribution platform in place.**
- **Focus on harnessing network potential to capture opportunities from rising customer affluence and intra-regional business flows.**
- **UOB confident of growth this year. Continue to be disciplined, balancing growth and stability.**