

A blue line drawing of several skyscrapers of varying heights and widths, arranged in a cluster. The drawing is minimalist, using only outlines to define the buildings' forms.

UOB Group Full Year 2013

Financial Highlights

Lee Wai Fai
Group Chief Financial Officer

14 February 2014

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Singapore Company Reg No. 193500026Z

Full Year 2013 NPAT at New High of \$3.0 billion, Up 7% YoY



	2013	2012	+/(-)
	\$m	\$m	%
Net interest income	4,120	3,917	5.2
Fee and commission income	1,731	1,508	14.8
Other non-interest income	870	1,070	(18.7)
Total income	6,720	6,495	3.5
Less: Total expenses	2,898	2,747	5.5
Operating profit	3,822	3,748	2.0
Less: Individual impairment	157	475	(66.9)
Collective impairment	272	2	>100.0
Intangible assets amortised	-	7	NM
Add: Associates & joint ventures	191	87	>100.0
Less: Tax & non-controlling interests	576	548	5.1
Net profit after tax	3,008	2,803	7.3

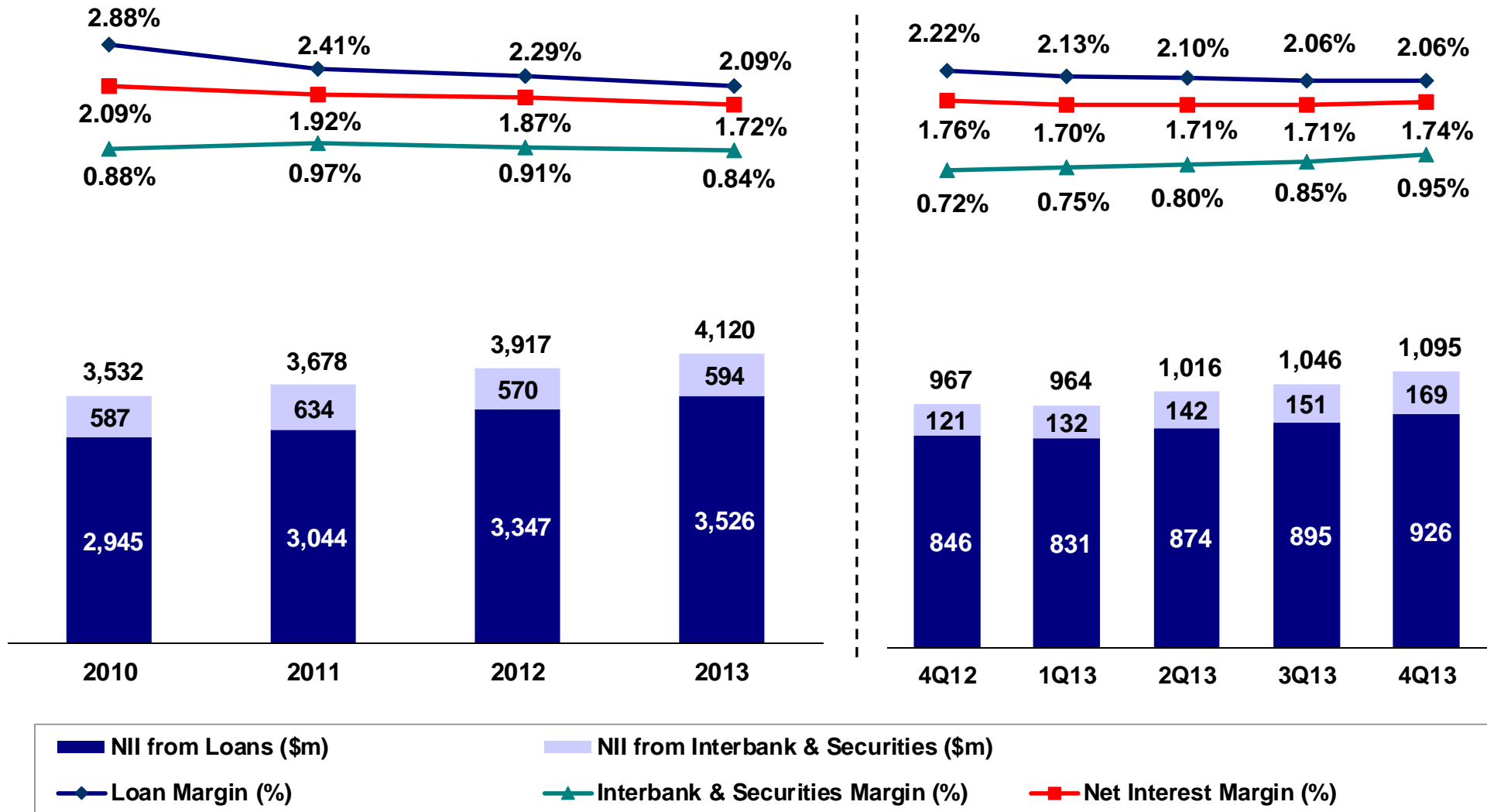
4Q13 NPAT at \$773 million, Up 6% QoQ and 11% Compared to 4Q12 UOB 大華銀行

	4Q13	4Q12	+/(-)	3Q13	+/(-)
	\$m	\$m	%	\$m	%
Net interest income	1,095	967	13.3	1,046	4.7
Fee and commission income	435	388	12.2	407	6.9
Other non-interest income	212	238	(10.9)	211	0.6
Total income	1,742	1,592	9.4	1,663	4.7
Less: Total expenses	762	719	6.1	715	6.7
Operating profit	980	874	12.1	949	3.3
Less: Individual impairment	88	229	(61.3)	41	>100.0
Collective impairment	50	(79)	>100.0	45	12.6
Add: Associates & joint ventures	14	17	(15.8)	52	(73.0)
Less: Tax & non-controlling interests	82	45	82.1	186	(55.9)
Net profit after tax	773	696	11.1	730	5.9

FY2013 NII Crossed \$4b Mark to \$4.1b, Boosted by Strong Loans Growth. 4Q13 NIM Improved 3bps to 1.74%

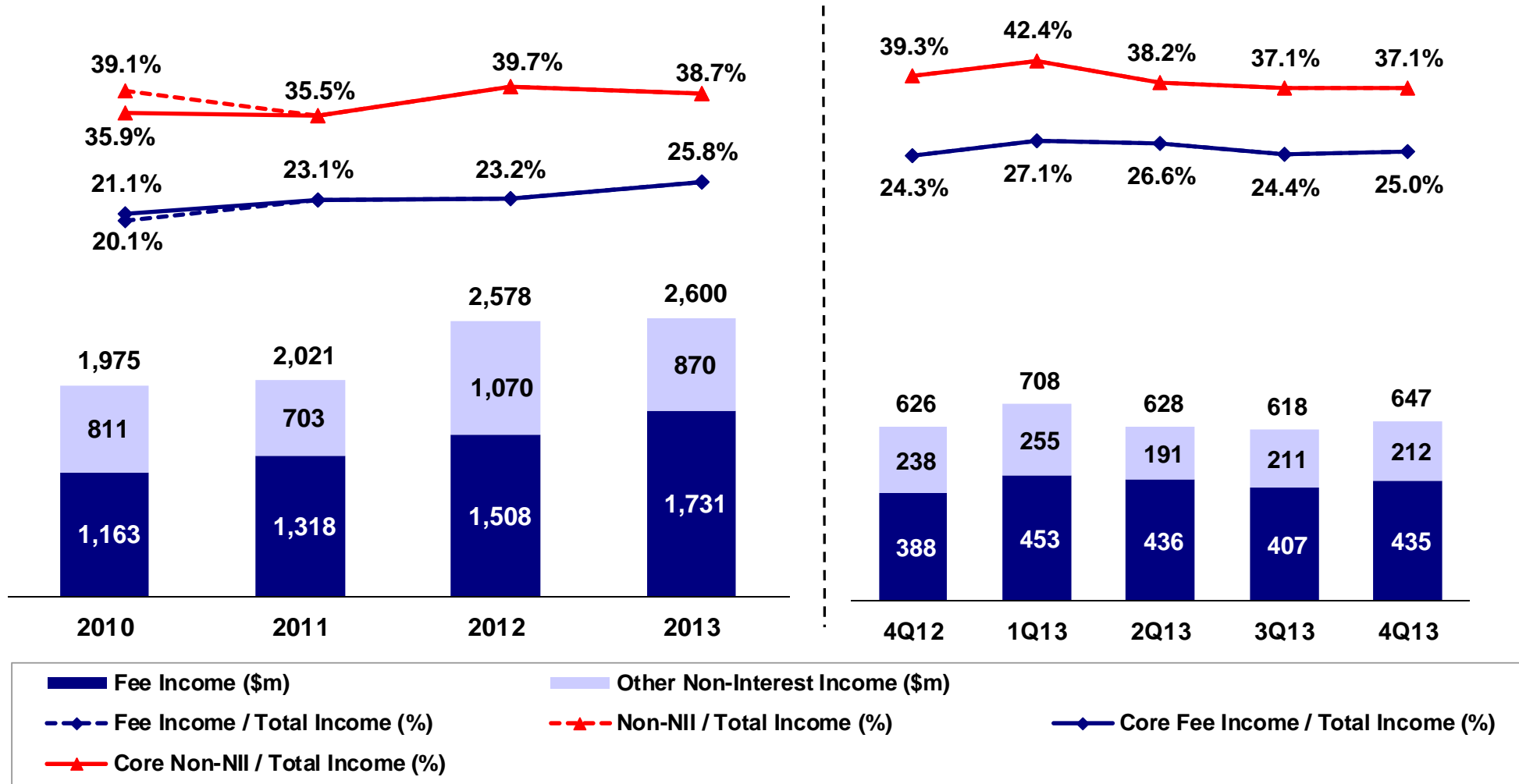


Net Interest Income (NII) and Margin



Strong Fee Income Driven by Double-Digit Growth in Wealth Management, Fund Management and Loan-Related Fees

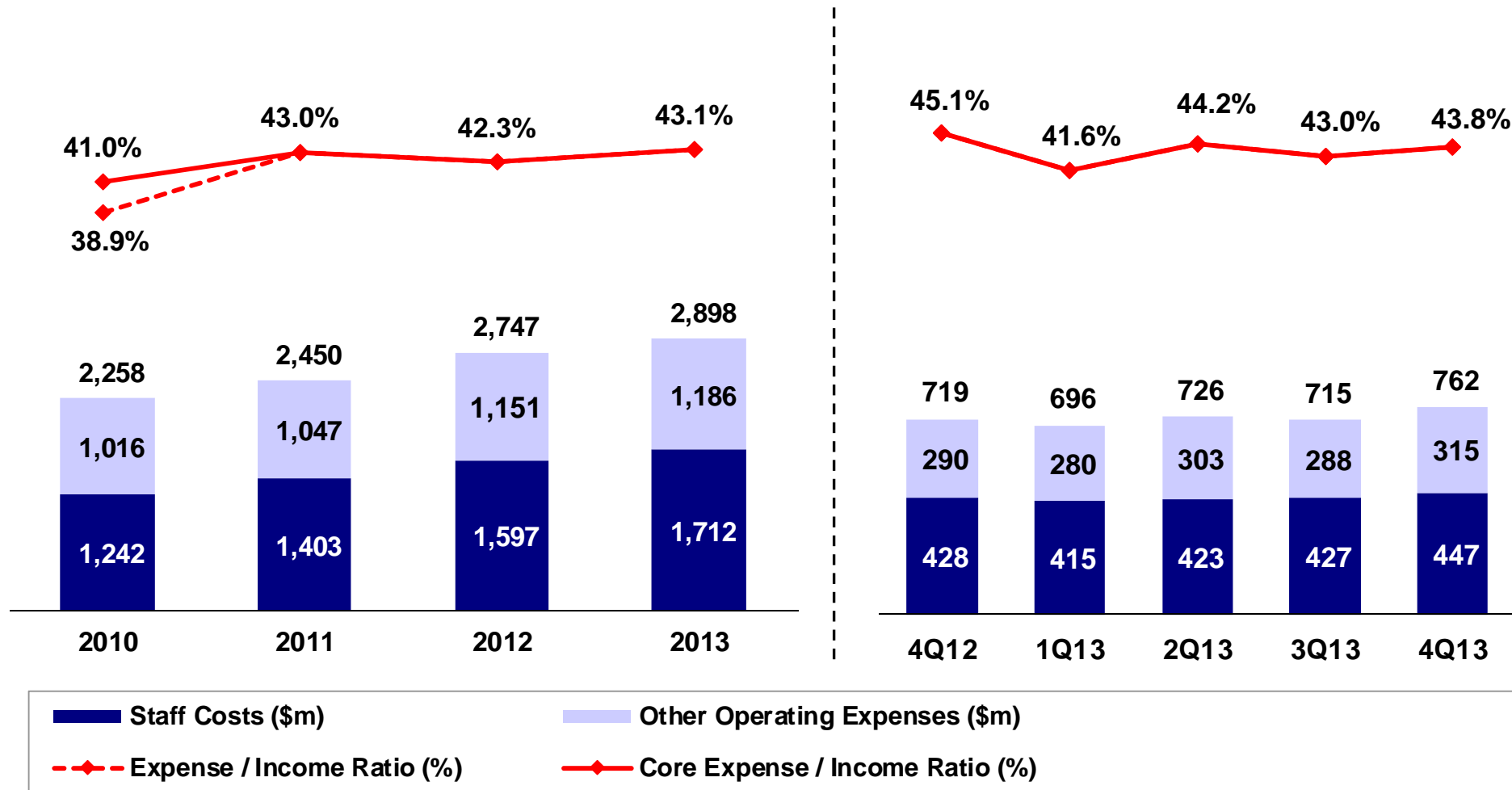
Non-Interest Income (Non-NII) and Non-NII Ratio



Note: core income excluded gain on UOB Life and UIC for 2010.

Expenses Paced for Business Growth

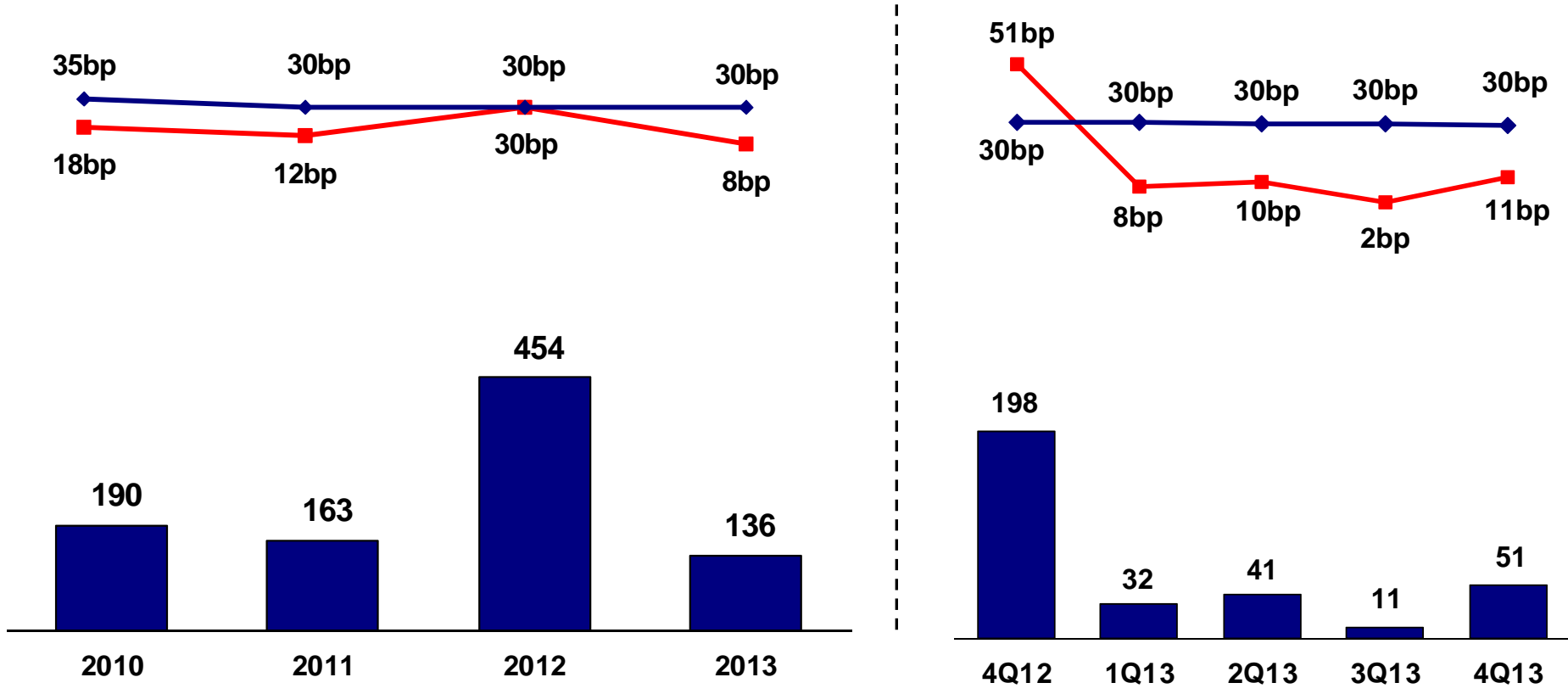
Operating Expenses and Expense / Income Ratio



Note: core income excluded gain on UOB Life and UIC for 2010.

Total Credit Costs Remained Stable

Impairment Charges on Loans



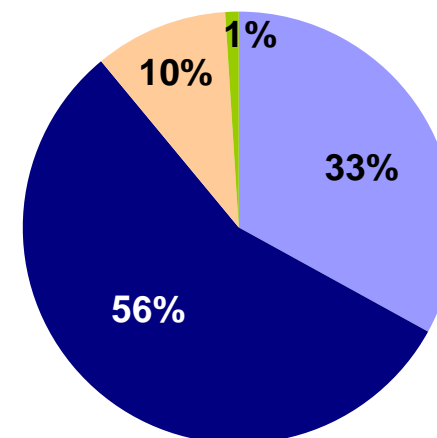
■ Individual Impairment Charges on Loans (\$m)
—■— Individual Impairment Charges on Loans / Average Gross Customer Loans (basis points) *
—◆— Total Impairment Charges on Loans / Average Gross Customer Loans (basis points) *

* On annualised basis

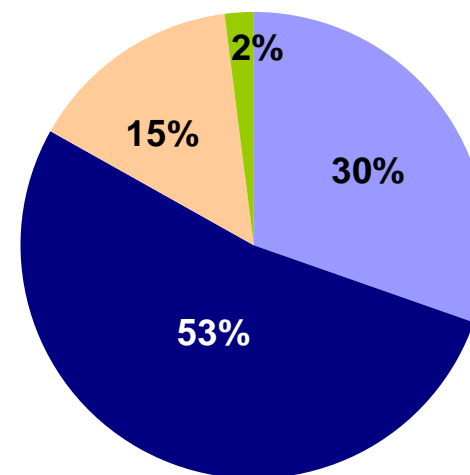
Performance by Business Segment

Segment Operating Profit	2013	2012	+ / (-)
	\$m	\$m	%
Group Retail (GR)	1,259	1,138	10.6
Group Wholesale (GW)	2,136	1,978	8.0
Global Markets & Investment Mgt (GMIM)	392	557	(29.6)
Others	35	75	(53.3)
Total	3,822	3,748	2.0

2013

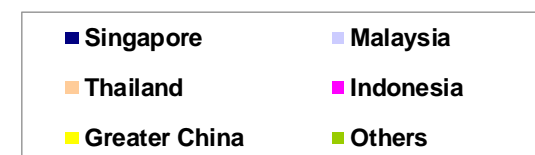
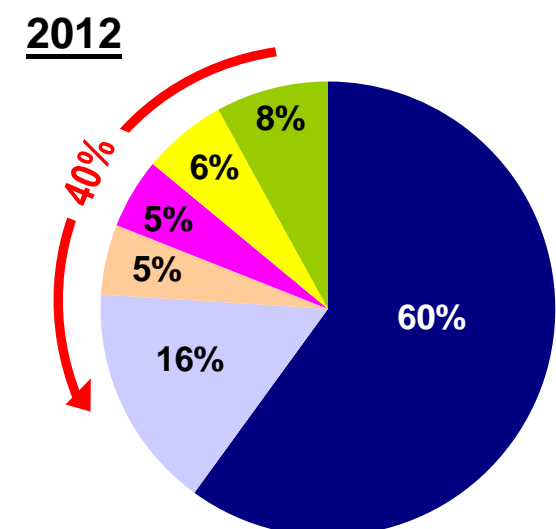
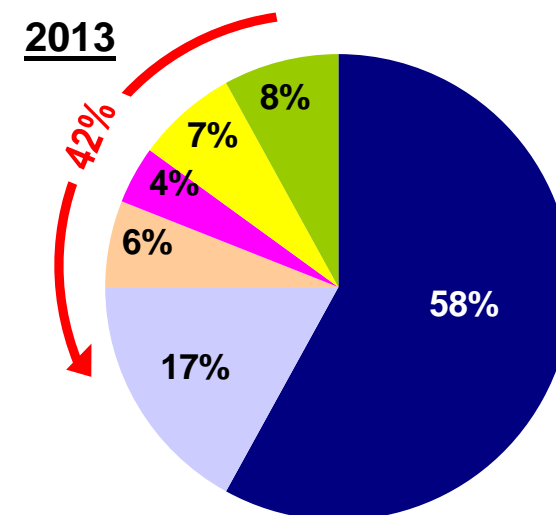


2012



Regional Performance Delivered 10% Growth. Overseas contributions at 42%

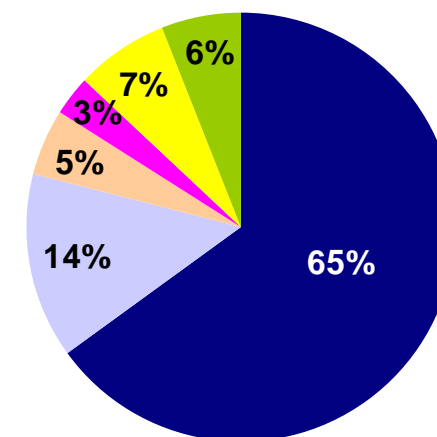
Operating Profit	2013 \$m	2012 \$m	+/(-) %	At constant FX rate +/- %
Singapore	2,213	2,243	(1.3)	(1.3)
Regional:	1,310	1,217	7.6	10.3
Malaysia	634	608	4.2	6.4
Thailand	222	182	21.6	20.2
Indonesia	171	195	(12.3)	(2.3)
Greater China	283	232	22.3	20.8
Others	299	288	4.1	9.4
Total	3,822	3,748	2.0	3.2



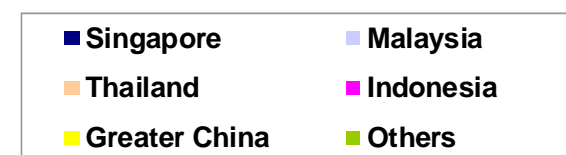
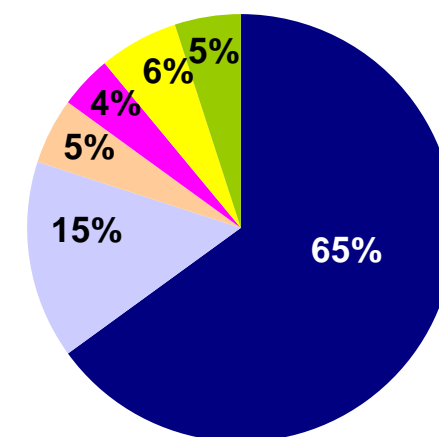
Steady Loans Growth

Gross Loans	Dec-13	Dec-12	+/(-)	At	Sep-13	+/(-)	At
	\$b	\$b	%	constant FX rate +/-)	\$b	%	constant FX rate +/-)
Singapore	119.0	101.1	17.7	17.7	116.4	2.2	2.2
Regional:	52.7	46.8	12.7	16.8	49.8	5.9	7.0
Malaysia	25.2	23.5	7.4	11.4	24.3	3.9	3.7
Thailand	9.8	8.5	15.5	19.6	9.5	4.0	8.2
Indonesia	5.4	5.6	(3.7)	15.6	5.4	(0.4)	5.3
Greater China	12.3	9.2	33.6	27.9	10.6	15.6	14.4
Others	10.2	8.0	28.1	32.3	10.3	(0.9)	(0.5)
Total	182.0	155.9	16.8	18.2	176.5	3.1	3.4
USD Loans	26.9	18.1	48.5	43.4	24.4	10.4	9.7

2013

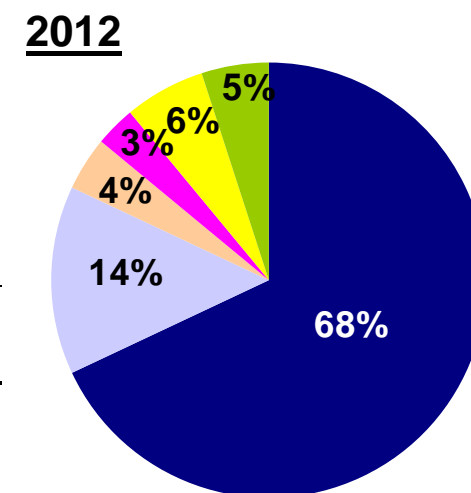
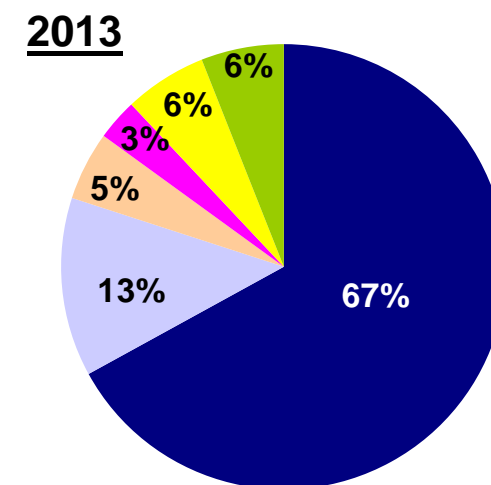


2012



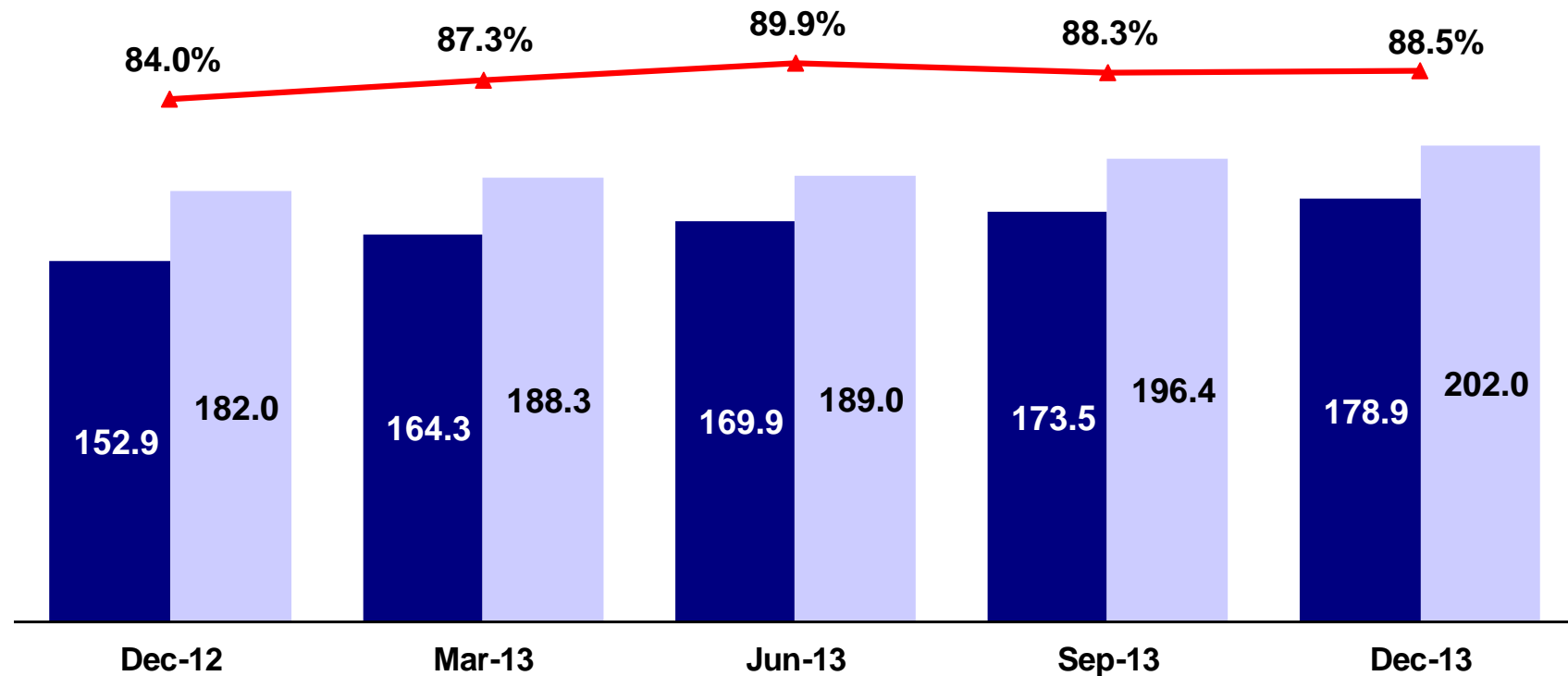
Strong Deposits Franchise

Customer Deposits	Dec-13	Dec-12	At constant FX rate		Sep-13	At constant FX rate	
	\$b	\$b	+/(-) %	+/(-) %	\$b	+/(-) %	+/(-) %
Singapore	136.1	123.4	10.3	10.3	134.8	1.0	1.0
Regional:	54.4	50.3	8.2	11.9	50.4	7.8	8.9
Malaysia	26.9	26.2	2.5	6.3	25.8	4.0	3.9
Thailand	9.3	8.2	14.2	18.2	8.9	5.3	9.5
Indonesia	6.0	5.8	2.9	23.6	5.8	3.0	8.9
Greater China	12.2	10.1	21.1	15.5	9.9	22.9	21.4
Others	11.5	8.4	37.0	41.3	11.2	2.3	2.8
Total	202.0	182.0	11.0	12.2	196.4	2.8	3.1
USD Deposits	33.2	21.9	51.5	46.4	28.9	14.9	14.2
USD LDR (%)	80.4	81.6	(1.3)	NA	83.7	(3.3)	NA



Stable Liquidity Position

Customer Loans, Deposits and LDR



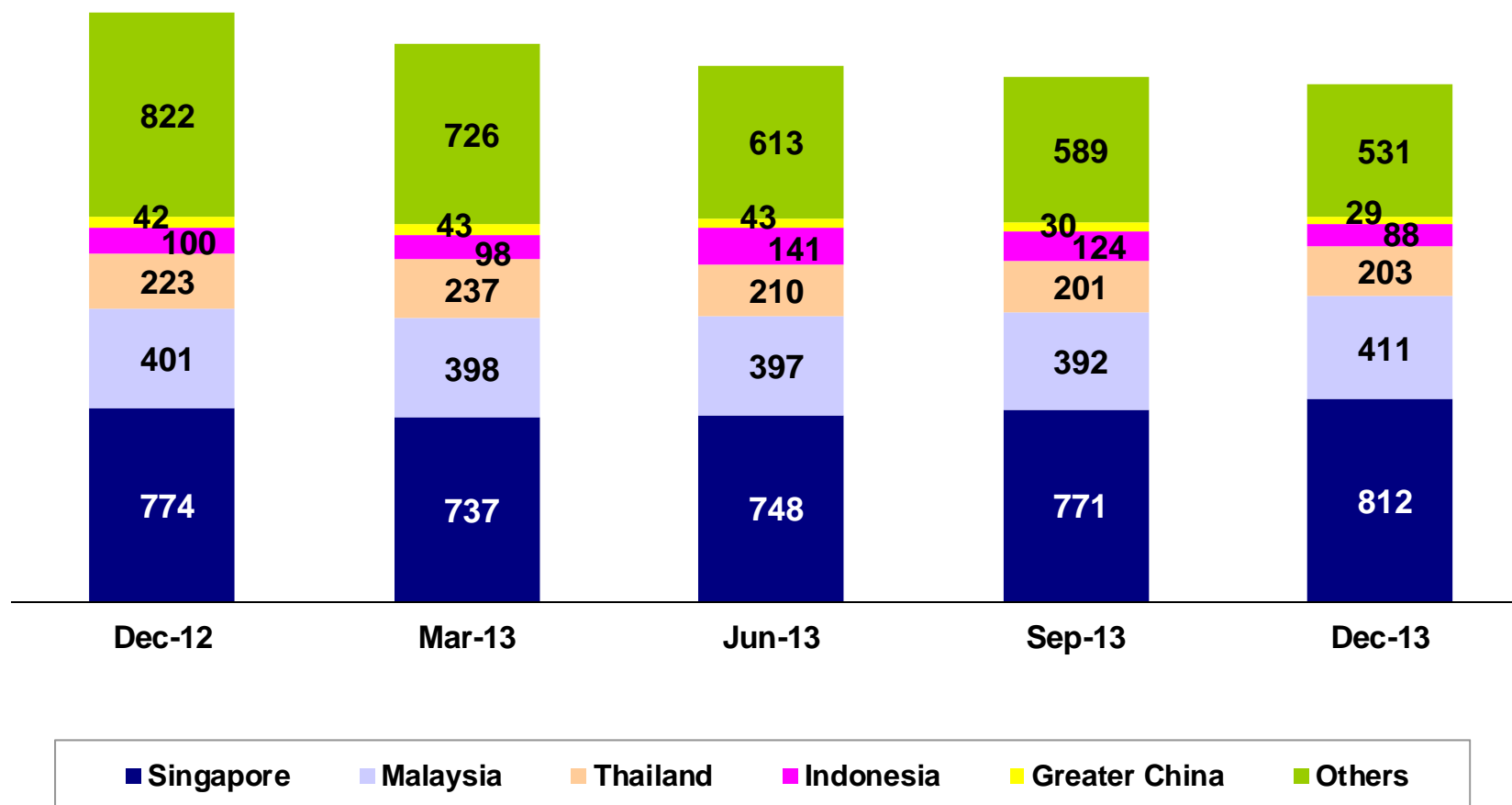
■ Net Customer Loans (\$b)

■ Customer Deposits (\$b)

—▲— Loans / Deposits Ratio (LDR) (%)

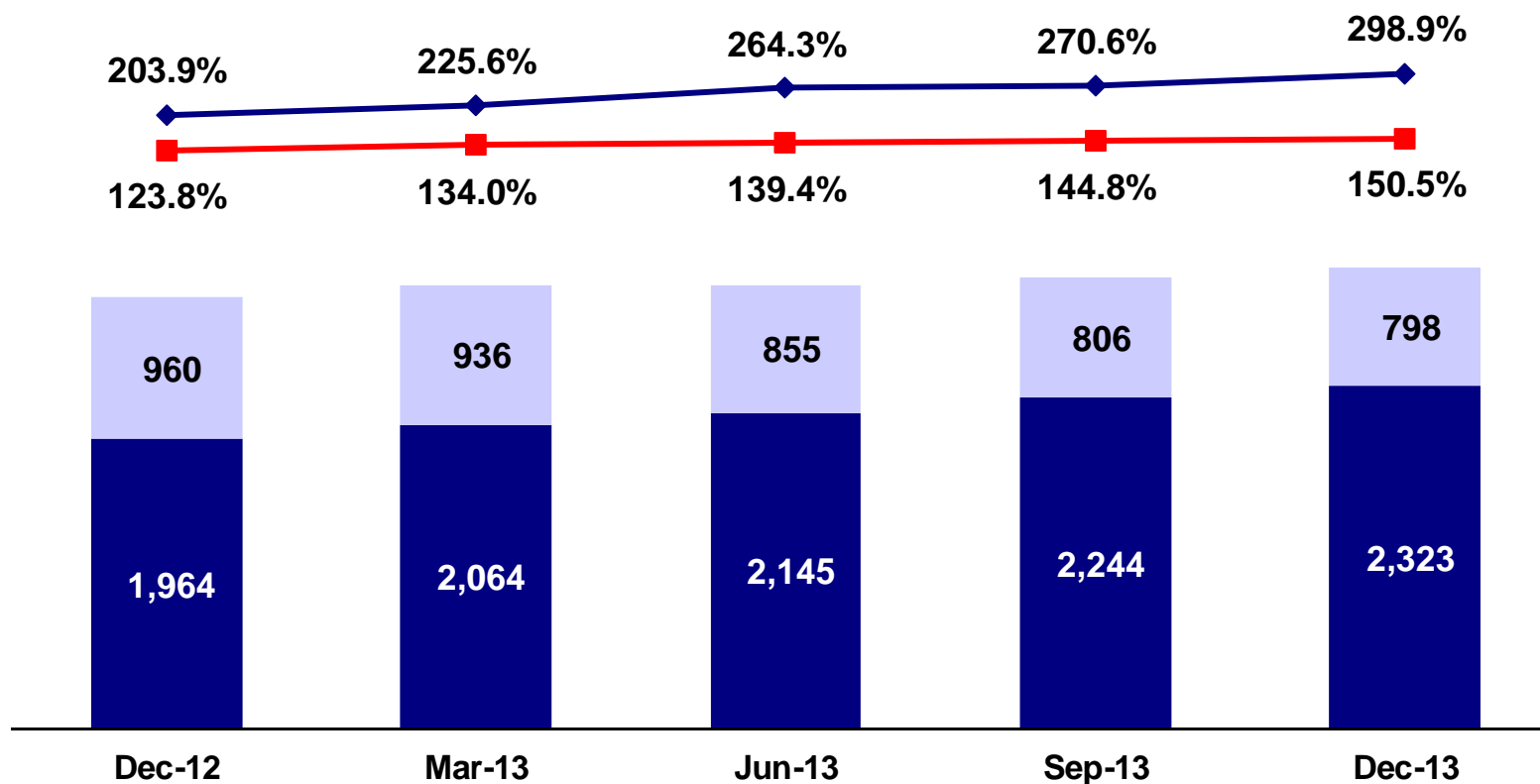
Credit Quality Intact; Low NPL Ratio at 1.1%

NPL (\$m)	2,362	2,239	2,152	2,107	2,074
NPL Ratio	1.5%	1.3%	1.2%	1.2%	1.1%

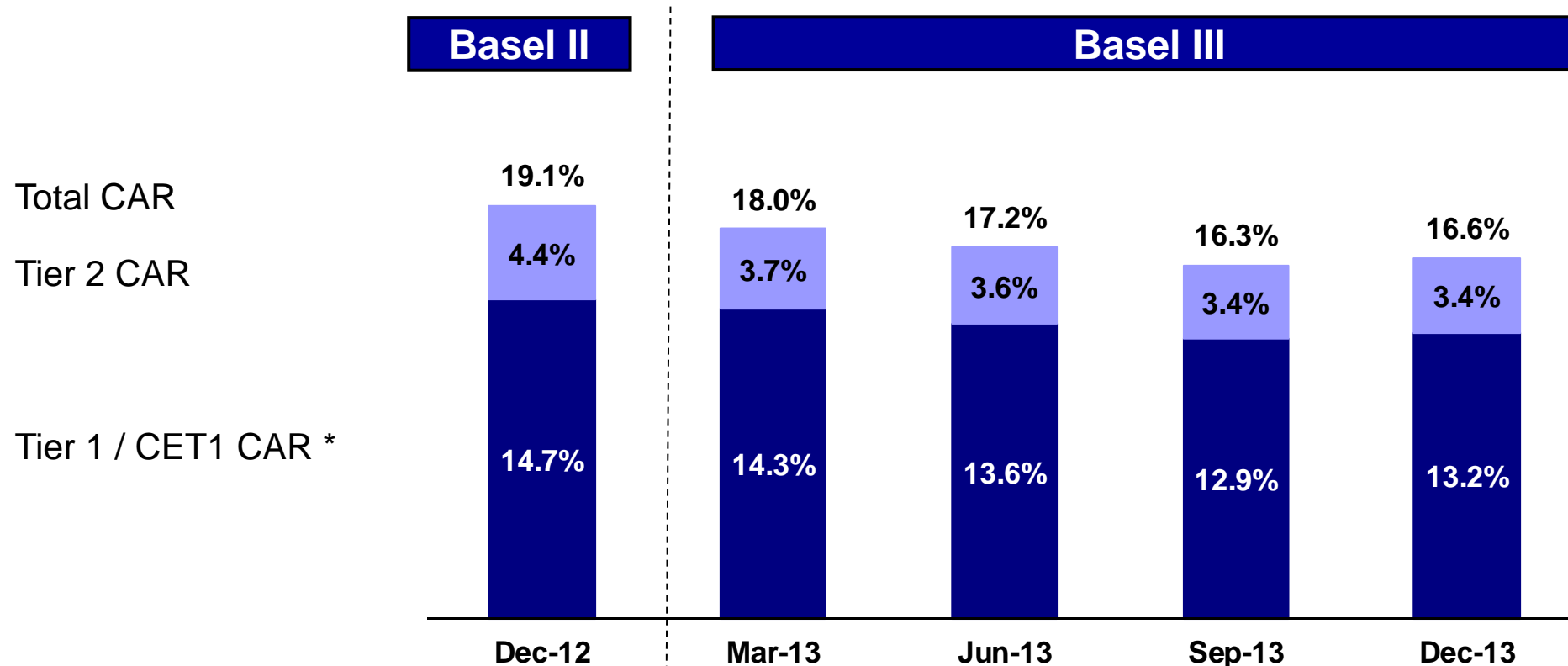


Strong Impairment Coverage

Total Loan Impairment (\$m)	2,924	3,000	3,000	3,050	3,121



Capital Ratios Remained Strong

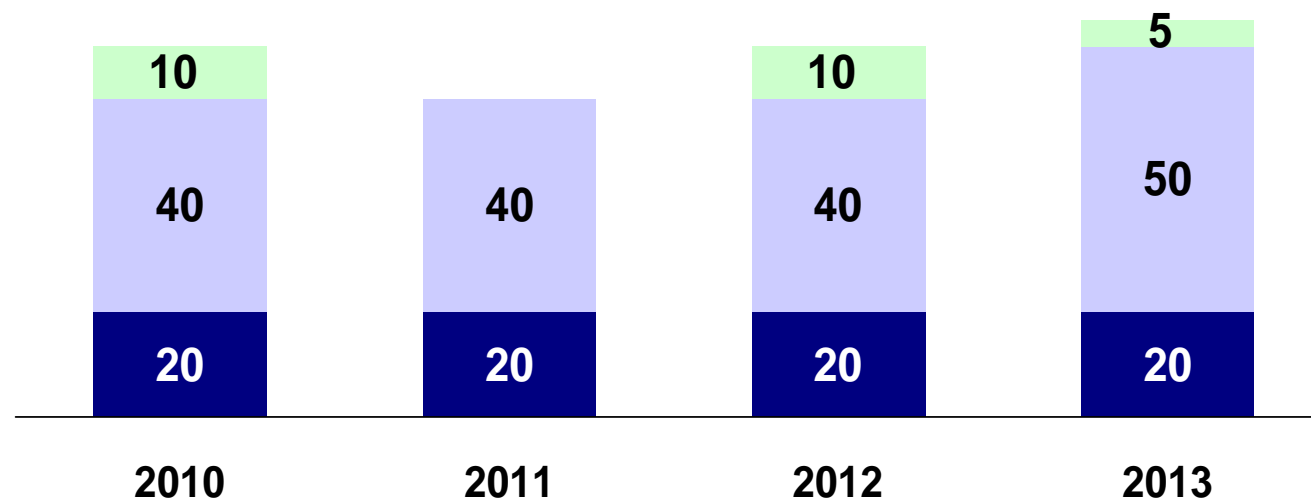


CET1 Capital (\$b)	NA	21	21	21	22
Tier 1 Capital (\$b)	20	21	21	21	22
Total Capital (\$b)	25	27	26	26	27
RWA (\$b)	133	148	152	159	165

Note: With effect from 1 Jan 2013, the Group adopted Basel III framework for its CAR computation in accordance with the revised MAS Notice 637.

* Common Equity Tier 1 (CET1) capital is mandated under MAS Notice 637 with effect from 1 Jan 2013.

Final Dividend of 50 Cents and Special Dividend of 5 Cents Per Share



Net dividend per ordinary share (¢)	Interim	Final	Special
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Payout amount (\$m)	1,077	944	1,102	1,182
Payout ratio (%)	44	41	39	39

Singapore – Summarised Income Statement

	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	\$m	\$m	%	\$m	\$m	%
Net interest income	2,176	2,102	3.5	586	556	5.4
Fee and commission income	1,053	934	12.7	244	240	1.7
Other non-interest income	546	754	(27.6)	142	151	(5.6)
Total income	3,775	3,790	(0.4)	972	946	2.7
Less: Total expenses	1,562	1,547	1.0	408	388	5.2
Operating profit	2,213	2,243	(1.3)	564	558	1.0
Less: Total impairment charges	188	55	>100.0	77	47	65.2
Add: Associates & joint ventures	157	68	>100.0	9	42	(78.7)
Profit before tax	2,181	2,256	(3.3)	495	553	(10.4)

Singapore – Key Financial Indicators



	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	%	%	% pt	%	%	% pt
Net interest margin	1.32	1.50	(0.18)	1.34	1.33	0.01
Non-NII / Total income	42.4	44.5	(2.1)	39.7	41.2	(1.5)
Expense / Total income	41.4	40.8	0.6	42.0	41.0	1.0
Customer loans (net) - \$b	117.1	99.3	17.9%	117.1	114.6	2.2%
Customer deposits - \$b	136.1	123.4	10.3%	136.1	134.8	1.0%
Loans / Deposits	86.0	80.5	5.5	86.0	85.0	1.0
NPL ratio	0.7	0.8	(0.1)	0.7	0.7	-

Malaysia – Summarised Income Statement



	2013	2012	+/(–)	4Q13	3Q13	+/(–)
	RM'm	RM'm	%	RM'm	RM'm	%
Net interest income	1,616	1,515	6.7	425	408	4.2
Fee and commission income	555	517	7.4	160	145	10.3
Other non-interest income	279	235	18.7	75	70	7.1
Total income	2,450	2,267	8.1	660	623	5.9
Less: Total expenses	847	760	11.4	242	205	18.0
Operating profit	1,603	1,507	6.4	418	418	-
Less: Total impairment charges	285	180	58.3	75	72	4.2
Add: Associates & joint ventures	85	55	54.5	12	27	(55.6)
Profit before tax	1,403	1,382	1.5	355	373	(4.8)
Profit before tax (S\$m)	555	557	(0.3)	138	145	(4.6)

Malaysia – Key Financial Indicators



	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	%	%	% pt	%	%	% pt
Net interest margin	2.09	2.16	(0.07)	2.08	2.05	0.03
Non-NII / Total income	34.0	33.2	0.8	35.6	34.5	1.1
Expense / Total income	34.6	33.5	1.1	36.7	32.9	3.8
Customer loans (net) - RM'b	64.1	57.7	11.3%	64.1	61.8	3.7%
Customer deposits - RM'b	69.7	65.6	6.3%	69.7	67.1	3.9%
Loans / Deposits	92.0	87.9	4.1	92.0	92.1	(0.1)
NPL ratio	1.6	1.7	(0.1)	1.6	1.6	-

Thailand – Summarised Income Statement



	2013	2012	+/(–)	4Q13	3Q13	+/(–)
	THB'm	THB'm	%	THB'm	THB'm	%
Net interest income	11,316	9,992	13.3	2,925	2,861	2.2
Fee and commission income	4,124	2,898	42.3	1,168	1,075	8.7
Other non-interest income	122	318	(61.6)	161	(111)	>100.0
Total income	15,562	13,208	17.8	4,254	3,825	11.2
Less: Total expenses	10,097	8,663	16.6	2,665	2,550	4.5
Operating profit	5,465	4,545	20.2	1,589	1,275	24.6
Less: Total impairment charges	1,890	1,612	17.2	808	320	>100.0
Profit before tax	3,575	2,933	21.9	781	955	(18.2)
Profit before tax (S\$m)	146	118	24.0	31	38	(19.3)

Thailand – Key Financial Indicators



	2013	2012	+/(–)	4Q13	3Q13	+/(–)
	%	%	% pt	%	%	% pt
Net interest margin	3.42	3.48	(0.06)	3.46	3.34	0.12
Non-NII / Total income	27.3	24.3	3.0	31.2	25.2	6.0
Expense / Total income	64.9	65.6	(0.7)	62.6	66.7	(4.1)
Customer loans (net) - THB'b	247.8	207.8	19.3%	247.8	229.2	8.1%
Customer deposits - THB'b	242.3	205.0	18.2%	242.3	221.3	9.5%
Loans / Deposits	102.3	101.4	0.9	102.3	103.6	(1.3)
Loans / Deposits (Include Bills of Exchange*)	93.6	91.2	2.4	93.6	94.0	(0.4)
NPL ratio	2.1	2.6	(0.5)	2.1	2.1	-

* UOB(Thai) offers bills of exchange to customers as an alternative deposit product, common in Thailand's market. This product serves as an alternative funding source and is reflected separately from deposits.

Indonesia – Summarised Income Statement



	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	IDR'b	IDR'b	%	IDR'b	IDR'b	%
Net interest income	2,573	2,572	-	683	658	3.8
Fee and commission income	716	613	16.8	202	164	23.2
Other non-interest income	375	248	51.2	95	122	(22.1)
Total income	3,664	3,433	6.7	980	944	3.8
Less: Total expenses	2,226	1,961	13.5	604	540	11.9
Operating profit	1,438	1,472	(2.3)	376	404	(6.9)
Less: Total impairment charges	(63)	77	(>100.0)	(104)	29	(>100.0)
Profit before tax	1,501	1,395	7.6	480	375	28.0
Profit before tax (S\$m)	178	184	(3.2)	52	44	20.1

Indonesia – Key Financial Indicators

	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	%	%	% pt	%	%	% pt
Net interest margin	4.69	5.29	(0.60)	4.66	4.75	(0.09)
Non-NII / Total income	29.8	25.1	4.7	30.3	30.3	-
Expense / Total income	60.8	57.1	3.7	61.6	57.2	4.4
Customer loans (net) - IDR't	51.6	44.4	16.1%	51.6	48.8	5.7%
Customer deposits - IDR't	57.5	46.5	23.6%	57.5	52.8	8.9%
Loans / Deposits	89.8	95.6	(5.8)	89.8	92.5	(2.7)
NPL ratio	1.6	1.8	(0.2)	1.6	2.3	(0.7)

Greater China – Summarised Income Statement



	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	\$m	\$m	%	\$m	\$m	%
Net interest income	296	233	27.0	90	80	12.3
Fee and commission income	101	67	51.0	28	24	15.4
Other non-interest income	105	114	(7.7)	7	7	(3.9)
Total income	502	414	21.3	125	112	12.0
Less: Total expenses	218	182	20.0	64	55	17.1
Operating profit	283	232	22.3	61	57	7.0
Less: Total impairment charges	13	7	81.7	4	4	(15.6)
Add: Associates & joint ventures	1	(2)	>100.0	1	0	>100.0
Profit before tax	272	222	22.2	58	53	9.7

Greater China – Key Financial Indicators



	2013	2012	+/(-)	4Q13	3Q13	+/(-)
	%	%	% pt	%	%	% pt
Net interest margin	1.39	1.27	0.12	1.46	1.45	0.01
Non-NII / Total income	41.0	43.7	(2.7)	27.8	28.1	(0.3)
Expense / Total income	43.5	44.0	(0.5)	51.2	48.9	2.3
Customer loans (net) - \$b	12.2	9.1	33.8%	12.2	10.5	15.6%
Customer deposits - \$b	12.2	10.1	21.1%	12.2	9.9	22.9%
Loans / Deposits	99.9	90.5	9.4	99.9	106.2	(6.3)
NPL ratio	0.2	0.5	(0.3)	0.2	0.3	(0.1)