

# Global Markets & Investment Management

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UOBM Corporate Day  
4 - 5 September 2014

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# Agenda

1

**MARKET LANDSCAPE**

2

**FINANCIAL HIGHLIGHTS**

3

**GROWTH DRIVERS**

1

## MACRO-ECONOMY OUTLOOK

- Banking regulatory reforms, e.g., Volcker Rules, Dodd-Frank, Basel III etc. impede trading business
- **Volatile trading income replaced by steady income stream from customer flow business**

2

## CUSTOMER DYNAMICS

- Hedge against volatility in foreign exchange rates and rising interest rates to mitigate financial risks to businesses
- Strong customer demand for more sophisticated investment, hedging and liability management products across interest rates, FX, credit, equity & commodities
- Increasing external trade and cross-border business expansion present opportunities, in particular, for FX and derivatives business
- Corporate/Commercial Banking diversifying into new industries, e.g., manufacturing, agriculture and oil & gas

# Agenda

1

MARKET LANDSCAPE

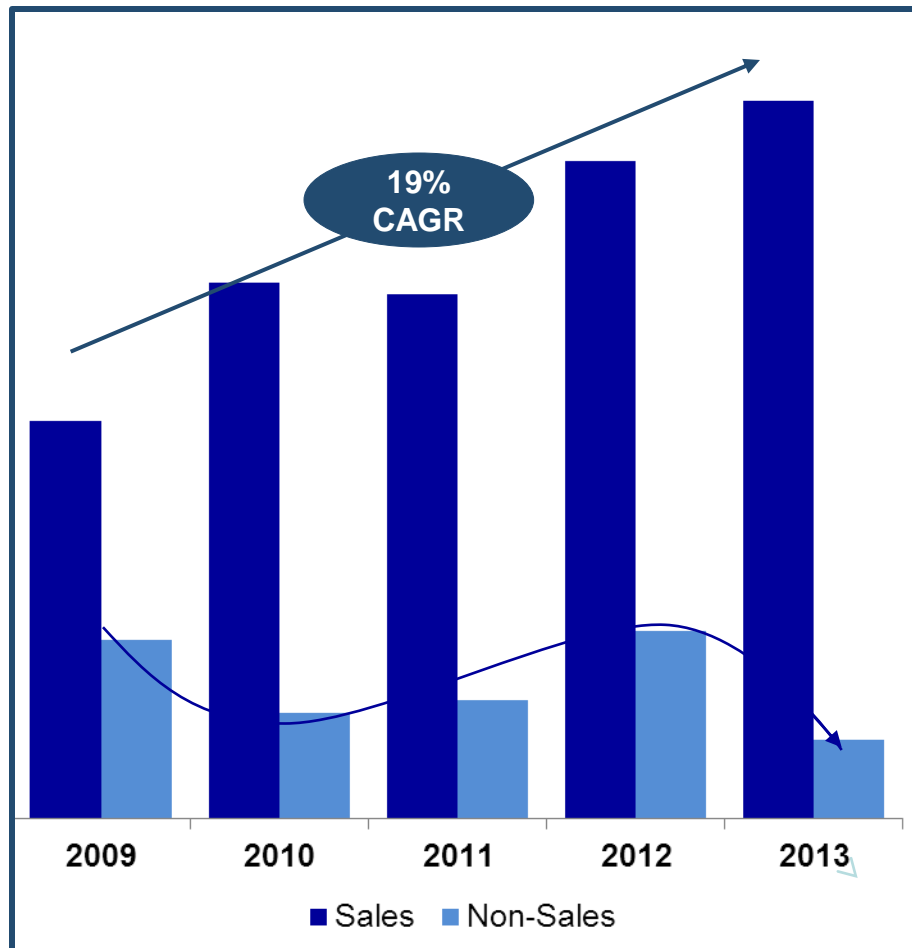
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FINANCIAL HIGHLIGHTS

3

GROWTH DRIVERS

## GMIM's Growth Trending



- Given the market shift, GMIM has since 2008 focused on growing fee-based income from customer flow business
- The large contribution of GMIM's sales growth is attributed by the strong partnership/collaboration with internal business segments, i.e.,
  - Financial Institution/Non-bank Financial Institutions,
  - Corporate,
  - Commercial,
  - Business Banking and
  - Wealth management business

# Agenda

1

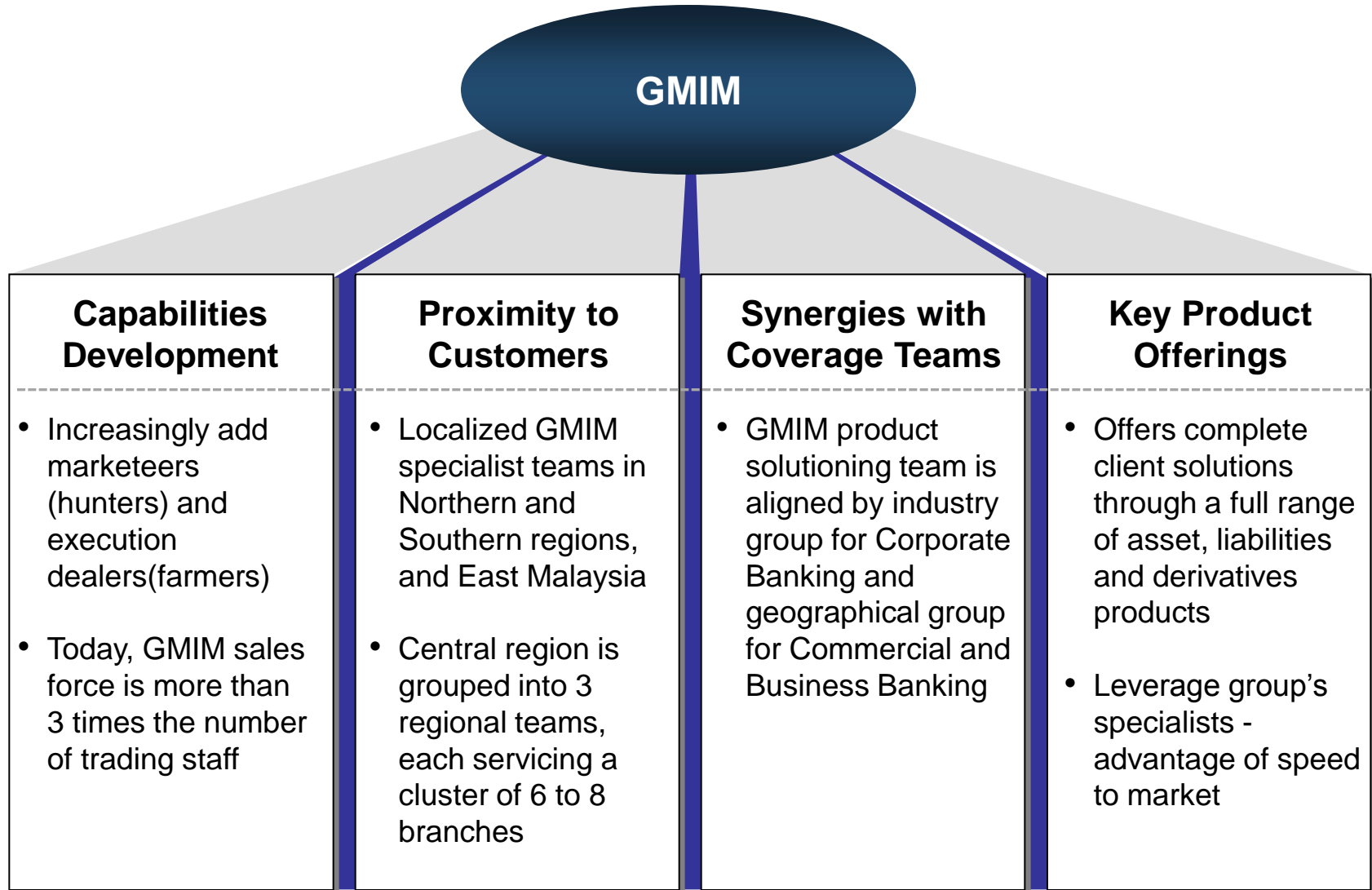
MARKET LANDSCAPE

2

FINANCIAL HIGHLIGHTS

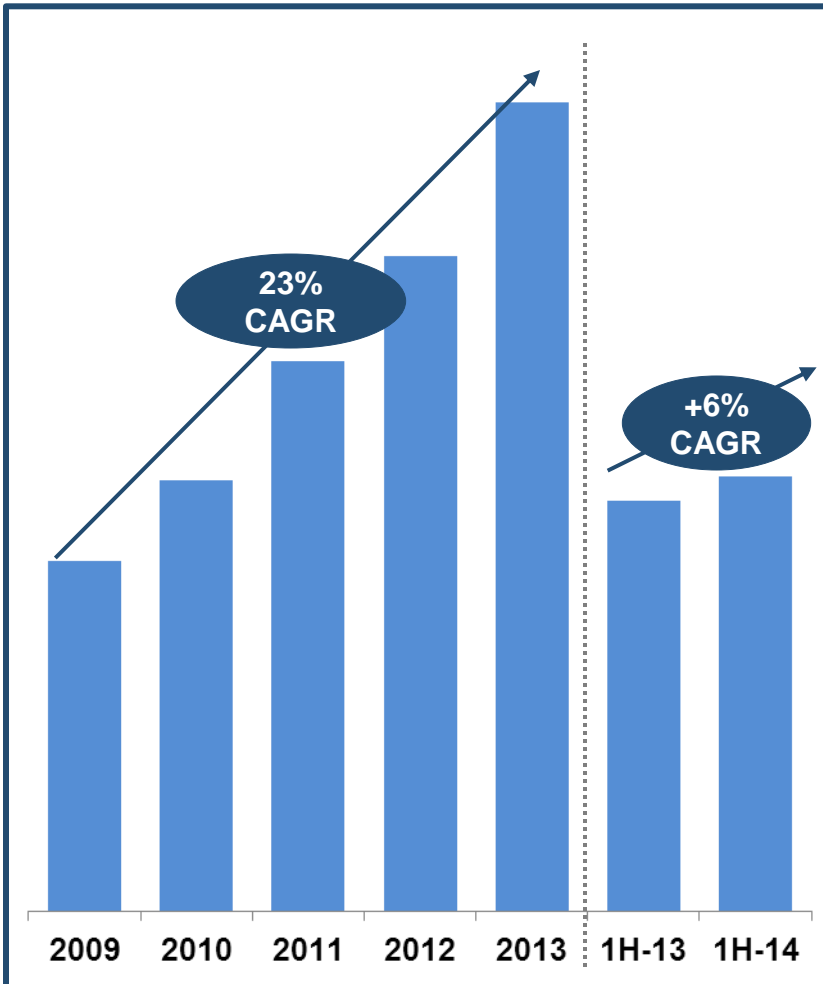
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GROWTH DRIVERS

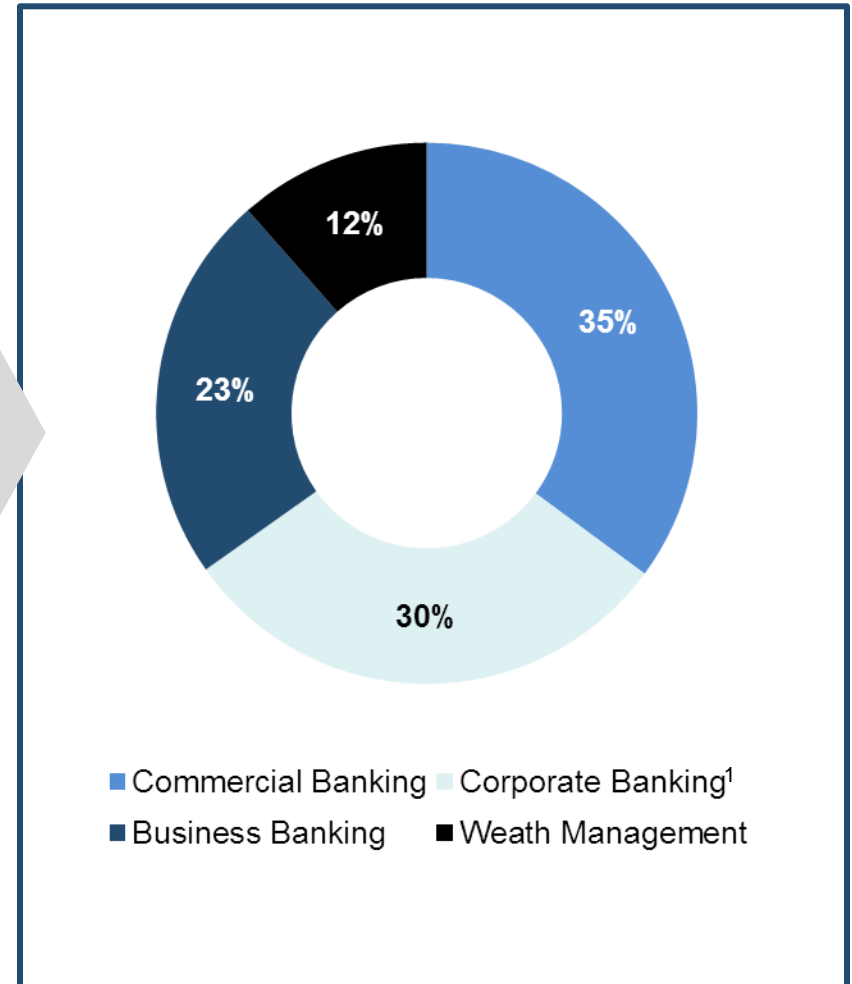


# Building Traction via Synergies with Coverage Teams

## Total Collaboration Income



## Split by Coverage Team as of 1H14

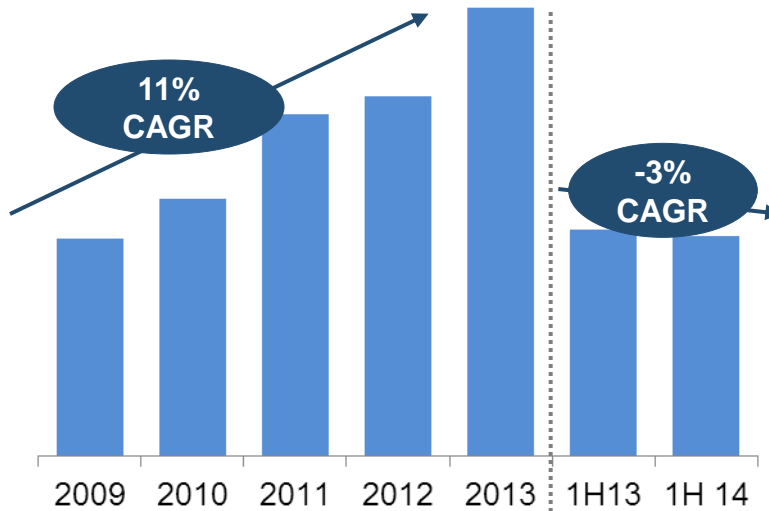


Notes: <sup>1</sup> (incl. FI/NBFI)

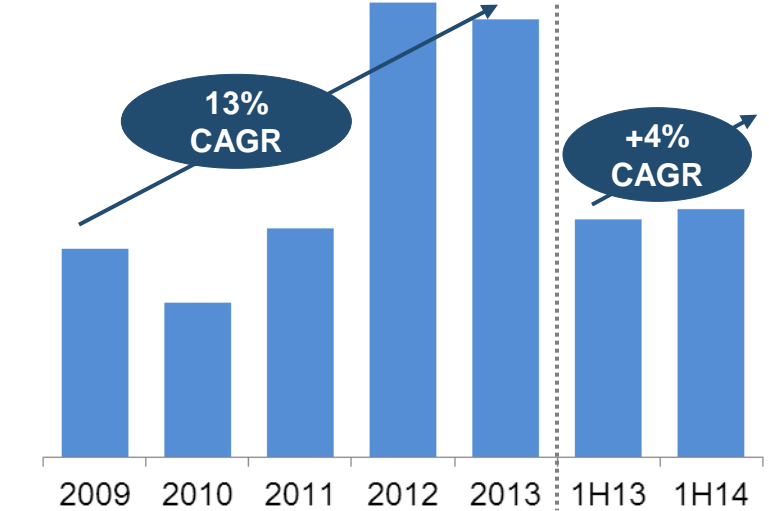


# Building Traction via Synergies with Coverage Teams

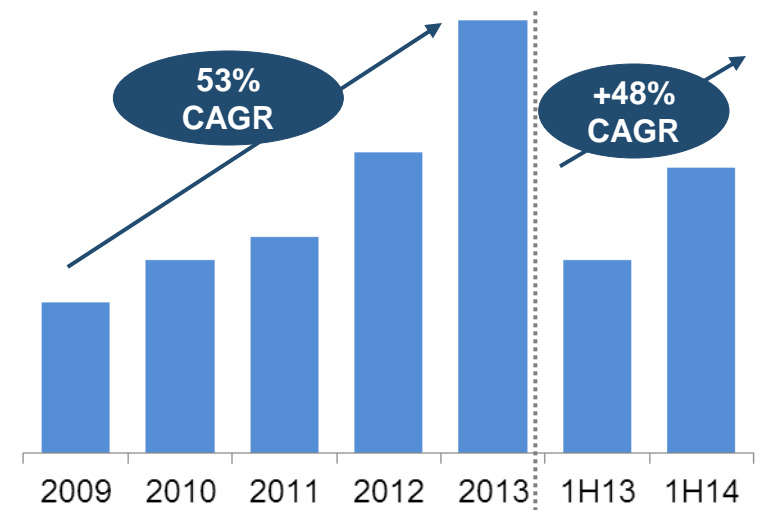
## Commercial Banking



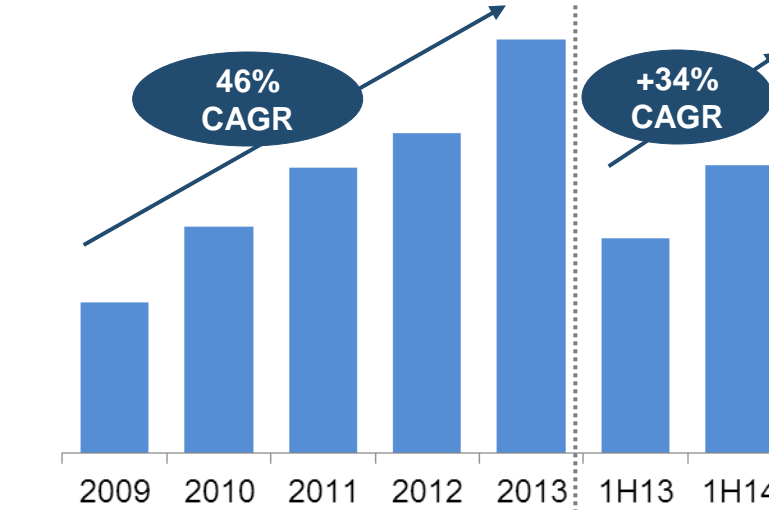
## Corporate Banking (incl. FI/NBFI)



## Business Banking



## Wealth Banking



Notes: <sup>1</sup> (incl. FI/NBFI)

# Growth Drivers Summary

1

## SALES SEGMENTATION MODEL

- Collaboration with internal business partners
- Set up – business development (hunter) /execution teams (farmer)
- Geographical segmentation – proximity to customers, leverage strong relationship
- Alignment to internal business partners
  - Geographical segmentation
  - Industry group segmentation

2

## PRODUCTS

- Full suite of products – FX, IRS, CCS, Commodities, Gold, Dual-Currency Investment, Structured Investment Products, Fixed Income and Derivative

3

## CLIENT SOLUTIONING

- Client solutioning teams – structuring team for business and individuals each

4

## WAREHOUSING

- Warehousing activities to leverage on growing customer flow business

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**THANK YOU**