

A blue line drawing of several skyscrapers of varying heights and widths, some with windows, arranged in a cluster on the left side of the page.

UOB Group First Half 2012

*Delivered Record Earnings,
Regional Focus Sharpening*

Wee Ee Cheong
Deputy Chairman & Chief Executive Officer

7 August 2012

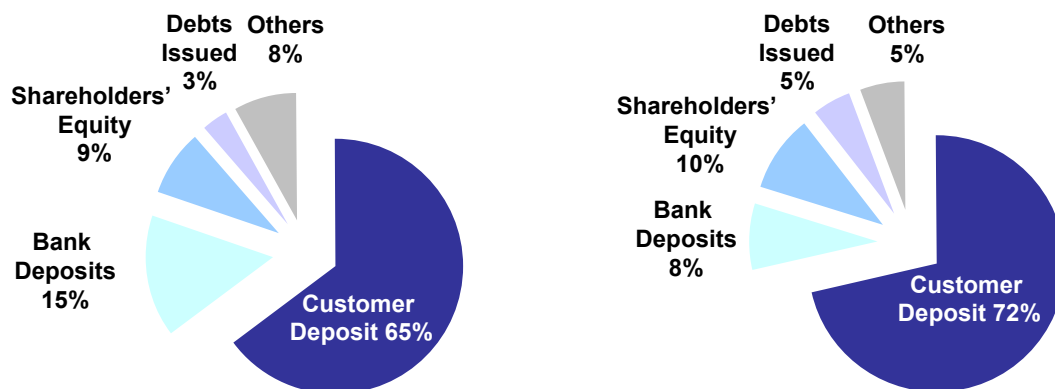
Disclaimer: This material that follows is a presentation of general background information about the Bank's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. This material should be considered with professional advice when deciding if an investment is appropriate. UOB Bank accepts no liability whatsoever with respect to the use of this document or its content.

Singapore Company Reg No. 193500026Z

Staying Focused on Fundamentals amidst Uncertainty

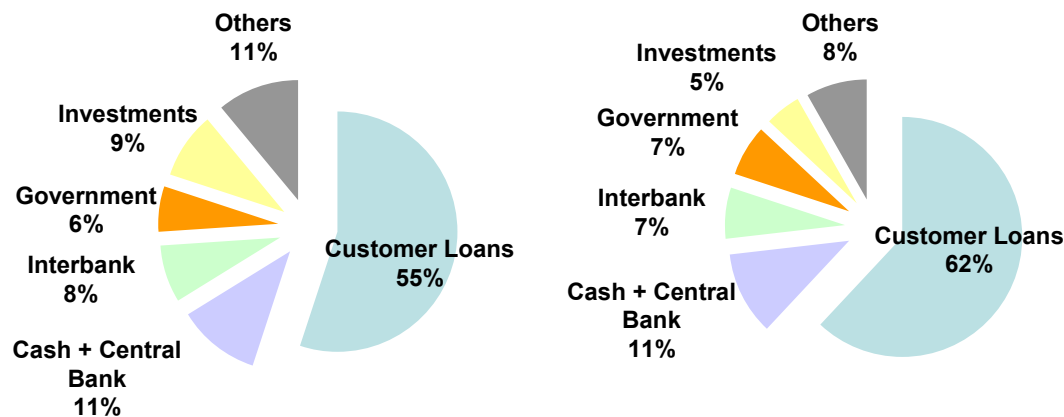
- **Stable funding base**
 - Increased customer deposits proportion of funding mix
 - All regional subsidiaries are fully self funded in local currencies
 - Reduced interbank funding and diversified funding base with debt instruments

Strengthening our Balance Sheet



2008 **FUNDING** **1H12**

- **Building customer franchise**
 - Increased customer loans proportion of asset mix
 - Key Asian markets now account for c.95% of total loans
 - Increased government securities; Downsized investment securities and interbank proportion



ASSETS

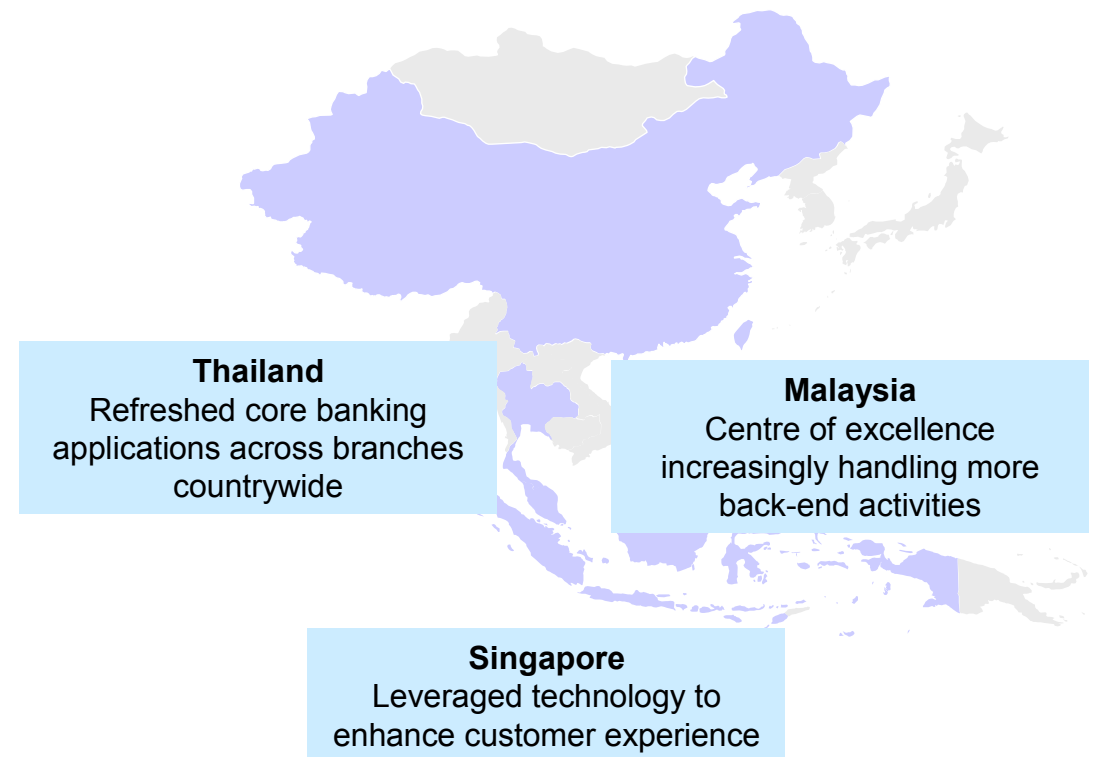
Record Core Earnings

- **Record core earnings underpinned by :**
 - **Strong regional contribution in loans and profitability**
 - **Higher net interest income, although recent trend impacted by slowing loans growth and margins compression**
 - **Continued strength in fee income, a record quarter**
 - **Disciplined cost management; Remain committed to long-term capability building**
 - **Stable asset quality, with no signs of systemic weaknesses**
 - **Declared interim dividend of 20 cents**

Regionalisation on track

- Growth in regional operating profit, loans and deposits outpaced that of Singapore's
- Integrated regional platform for :-
 - Improved productivity
 - Enhanced risk management
 - Seamless customer experience
- Progressing well on various initiatives; On-track for end-2013 completion of core banking refresh

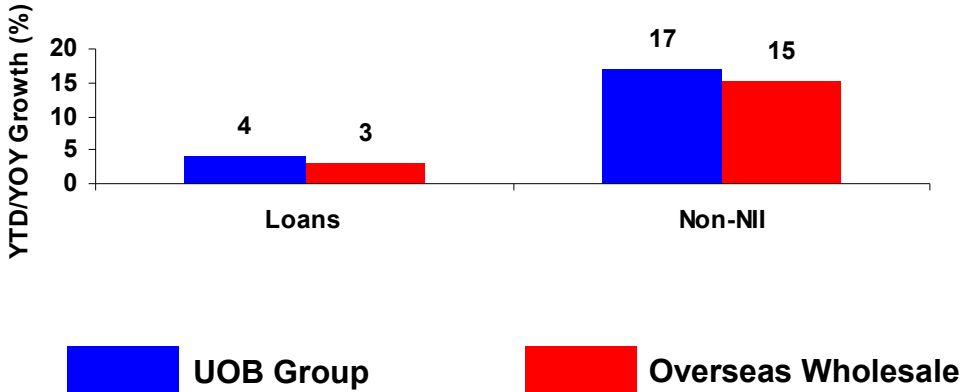
Building an Integrated Regional Platform - Key Updates



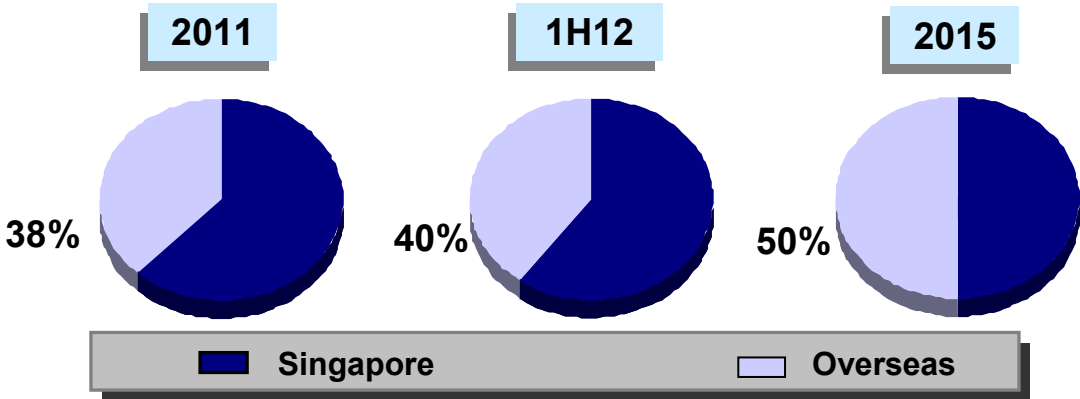
Continued Growth in Regional Corporate Banking

- Focus on risk adjusted returns and overall profitability
- Growth in non-interest income (non-NII) has outpaced loans growth
- Continue to build capabilities in transaction banking, treasury and investment banking
- On track to achieve overseas wholesale profit contribution target by 2015

Overseas Wholesale Growth Progress



Growing Overseas Wholesale Profit Contribution



Our Transaction Banking Value Proposition



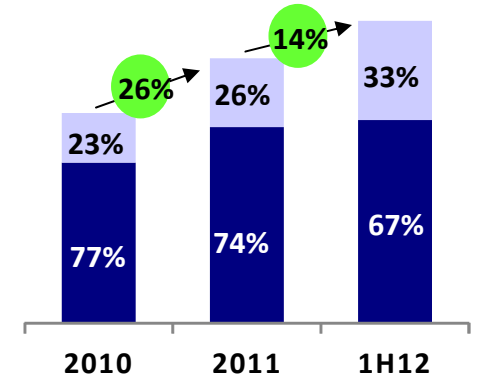
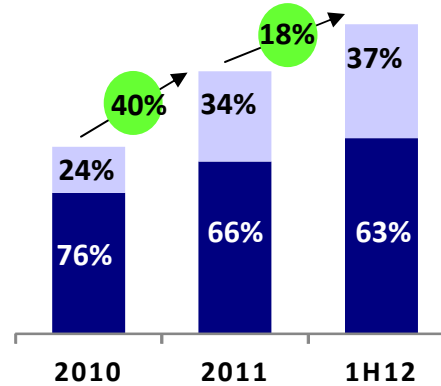
- Offer end-to-end solutions ranging from cash, trade and supply chain financing across our network

- Good growth in trade loans, deposits and revenue, led by the region

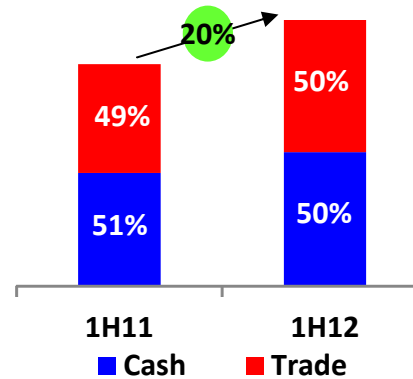
- Cash and trade equally important. Gathering of sticky deposits consistent with liability management initiatives

- Continue investment to support customers as they regionalise

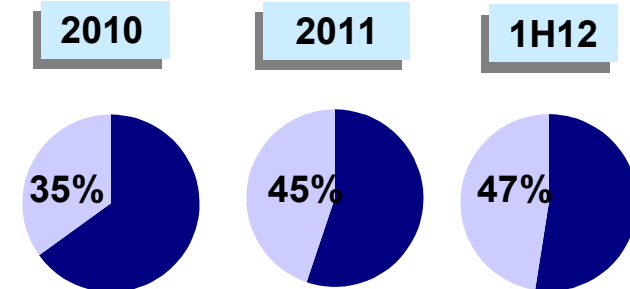
Trade Loans Deposits



Income breakdown



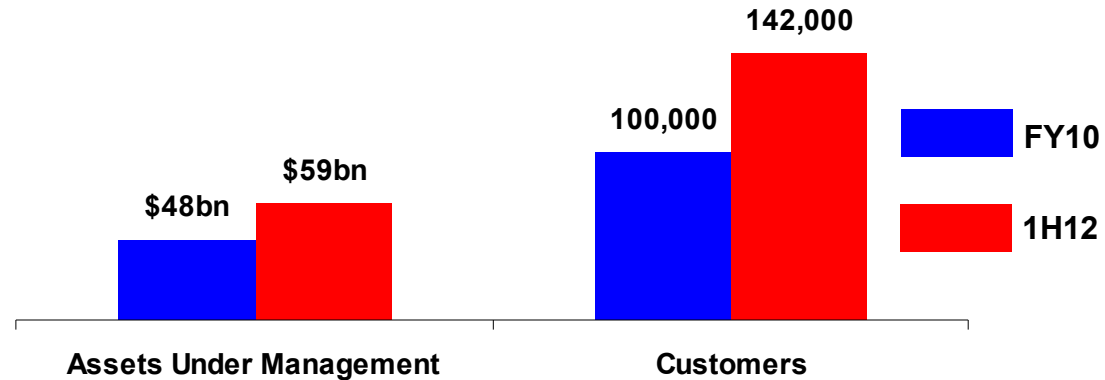
Growing Overseas Revenue Contribution



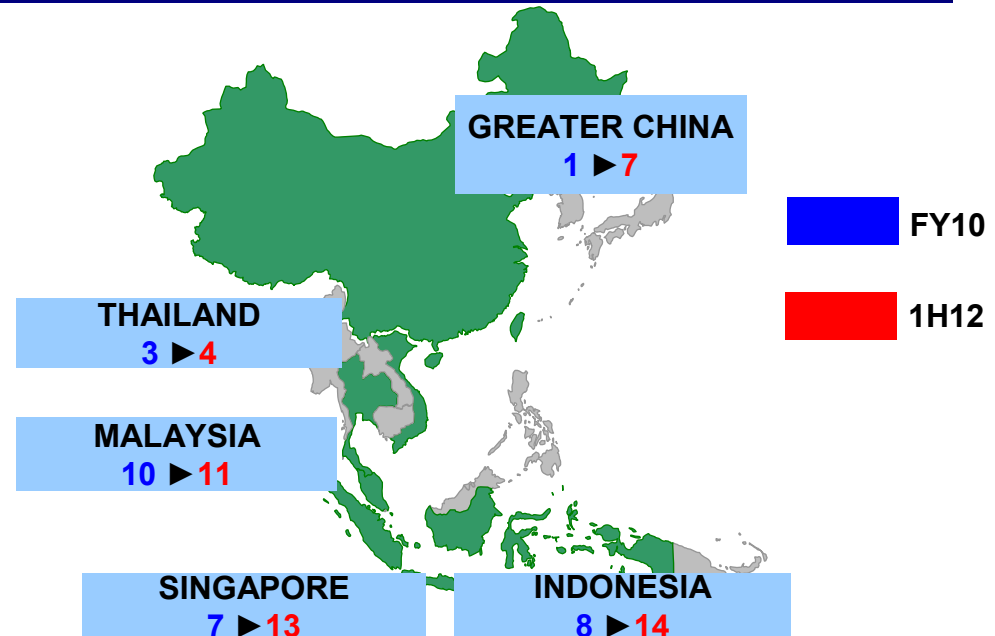
Capturing Rising Asian Consumer Affluence

- Steady inflows in AUM and customers
- Since FY 2010 to date,
 - Grew AUM from \$48bn to \$59bn
 - Expanded customer base from 100,000 to 142,000
 - Increased regional wealth management footprint from 29 to 49
- On track to achieve wealth management growth targets by 2015

Wealth Management Growth Progress



Expanding Regional Wealth Management Centres



Our Bancassurance Platform is Delivering



- A bancassurance platform that combines our highly regarded distribution channels and the product expertise of Prudential
- Tie-up with Prudential performing well ahead of expectations, consistently exceeding joint targets
- Confident of tapping rising regional affluence, leveraging our bancassurance platform and regional network

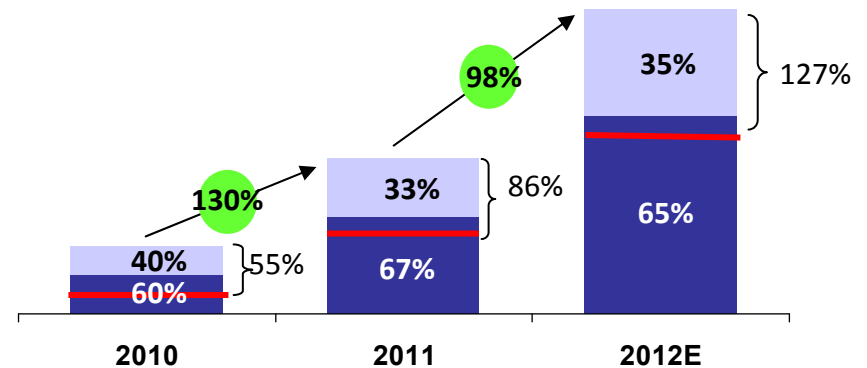
A win-win Partnership with Prudential



PRUDENTIAL

Trusted Channel of Distribution across the Region	Global Brand with Strong Product Expertise
---	--

Delivering Strong APE Growth, with Joint Targets Exceeded Consistently



Looking Ahead

- **Regional strategy and diversification into fee-based business on-track**
- **Remain confident of Asia's resilience, backed by rising affluence and intra-regional business flows**
- **Deep understanding of markets is key to successful navigation of diverse regional operating landscape**
- **Committed to investing in key resources and confident of realising our regional potential**