

# Record net profit supported by balanced performance

## CEO remarks

Wee Ee Cheong, Deputy Chairman and Chief Executive Officer

For the third quarter ended 30 September 2022

# Robust performance on rising margins and customer-related treasury income



## Record 3Q22 Net Profit



**S\$1.4 billion**

+26% quarter on quarter  
+34% year on year

## Benign asset quality

**Total credit costs at  
17 basis points**



**Non-performing loan ratio  
1.5%**

## Robust liquidity & funding positions

**Common Equity Tier 1  
12.8%**

**Liquidity coverage ratio  
142%**

**Net stable funding ratio  
114%**

# Group Wholesale Banking: Steady performance as margins rose



## Higher returns achieved



Driven by enlarged USD and SGD assets and CASA balances

## Cross-border revenue



**Grew 16% year on year<sup>1</sup>**

Our extensive regional footprint, deep local and sector expertise gave us an edge in facilitating trade and investment flows

## Regional cash management services lauded



**No. 1 preferred financial institution** by large Asian corporates

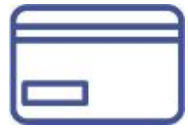
# Group Retail Banking: Balanced business drivers

## Core business



**Mortgage business**  
**held steady**

with a market share of **30%**



**Credit card fees**  
**Grew steadily**



**Wealth management**  
AUM **S\$140 billion**  
+ 2% year on year

## UOB x Citi

*Completing acquisition:*

On Nov 1: **Thailand and Malaysia**

By end 2023: **Vietnam and Indonesia**

Citi's business remains strong  
and **around 90%** of Citi staff have  
agreed to join us

# Continued sustainability efforts

## Supporting businesses

**Reached S\$23 billion<sup>1</sup>**

Total sustainable financing portfolio

**>295,000 tCO<sub>2</sub>-e<sup>2</sup>**

Contribution to annual avoided greenhouse gas emissions

**Helping SMEs to go green**

- Launched UOB Sustainability Compass, a tool to help SMEs identify steps that they can take to go green in their businesses

## Ensuring just and orderly transition

**Climate action** must be **balanced** with ensuring lives and livelihoods continue to improve

**Help channel the resources** needed to the relevant parties on this journey **to reach global net zero**

<sup>1</sup> As at September 2022

<sup>2</sup> As at August 2022

# Confident of ASEAN's long-term potential



## 2022 outlook

- Mid single-digit loan growth
- 4Q22 margins above 2%
- Stable cost-to-income ratio
- Credit costs at 20 basis points



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