

SIAS Corporate Connect Webinar

Sustained growth reflecting
our diversified franchise

March 2022

Disclaimer: The material in this presentation contains general background information about United Overseas Bank Limited ("UOB") and its activities as at the date of the presentation. The information is given in summary form and is therefore not necessarily complete. Information in this presentation is not intended to be relied upon as advice or as a recommendation to investors or potential investors to purchase, hold or sell securities and other financial products and does not take into account the investment objectives, financial situation or needs of any particular investor. When deciding if an investment is suitable, you should consider the appropriateness of the information, any relevant offer document and seek independent financial advice. All securities and financial product transactions involve risks such as the risk of adverse or unanticipated market, financial or political developments and currency risk. UOB does not accept any liability including in relation to the use of the material or contents herein. All information contained herein shall not be copied or disseminated for whatever purpose.

Private and Confidential

Agenda

1. UOB Group overview
2. UOB's strategy
3. UOB: The story in numbers
4. Summary
5. Q&A



UOB Group overview

UOB Overview



Founding

Founded in August 1935 by a group of Chinese businessmen and Datuk Wee Kheng Chiang, grandfather of the present UOB Group CEO, Mr. Wee Ee Cheong

Expansion

UOB has grown over the decades organically and through a series of strategic acquisitions. It is today a leading bank in Asia with an established presence in the Southeast Asia region. The Group has a global network of around 500 branches and offices in 19 countries and territories.

Note: Financial statistics as at 31 December 2021

1. USD 1 = SGD 1.3501 as at 31 December 2021
2. Average for 4Q21
3. Calculated based on profit attributable to equity holders of the Bank, net of perpetual capital securities distributions

Key Statistics for 2021

■ Gross loans	: SGD311b (USD230b ¹)
■ Customer deposits	: SGD353b (USD261b ¹)
■ Loan / Deposit ratio	: 87.0%
■ Net stable funding ratio	: 116%
■ All-currency liquidity coverage ratio	: 133% ²
■ Common Equity Tier 1 ratio	: 13.5%
■ Leverage ratio	: 7.2%
■ Return on equity ³	: 10.2%
■ Return on assets	: 0.92%
■ Net interest margin	: 1.56%
■ Non-interest income / Total income	: 34.7%
■ Cost / Income	: 44.1%
■ Non-performing loan ratio	: 1.6%

	Moody's	S&P	Fitch
Issuer rating (Senior unsecured)	Aa1	AA-	AA-
Outlook	Stable	Stable	Negative
Short-term rating	P-1	A-1+	F1+

A leading Singapore bank; Established franchise in core market segments



Group Retail

- Best Retail Bank in Singapore
- Strong player in credit cards and private residential home loan business

Group Wholesale Banking

- Best SME Bank in Singapore
- Seamless access to regional network for our corporate clients

Global Markets

- Strong player in Singapore dollar treasury instruments

UOB Group's recognition in the industry



Best Retail Bank¹,
2021
Best SME Bank²,
2021



World's Best Bank for
SMEs, 2021
Asia's Best Bank for
SMEs, 2021



Domestic Retail Bank of
the Year¹, 2021

Source: Company reports

1. In Singapore 2. In Singapore and Asia Pacific

Sizeable domestic market share

SGD
deposits

20%

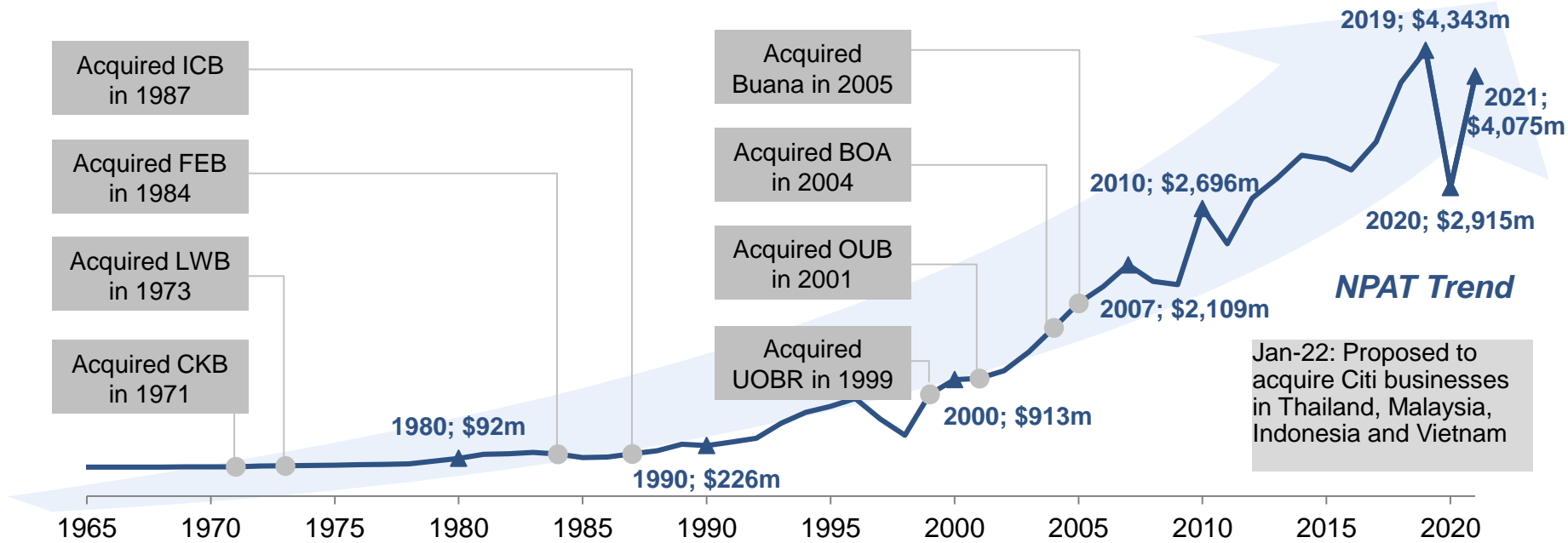
SGD
loans

24%

Source: UOB, MAS, data as of 31 December 2021

Proven track record of execution

- UOB Group's management has a proven track record in steering the Group through various global events and crises
- Stability of management team ensures consistent execution of strategies
- Disciplined management style which underpins the Group's overall resilience and sustained performance



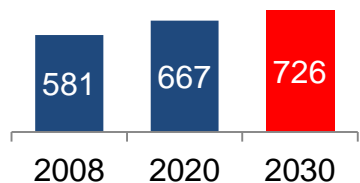
Note: Bank of Asia Public Company Limited (“BOA”), Chung Khiaw Bank Limited (“CKB”), Far Eastern Bank Limited (“FEB”), Industrial & Commercial Bank Limited (“ICB”), Lee Wah Bank Limited (“LWB”), Overseas Union Bank Limited (“OUB”), Radanasin Bank Thailand (“UOBR”)

Comprehensive regional banking franchise

Southeast Asia's potential

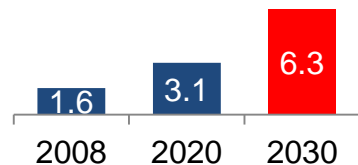
Population

(Million persons)



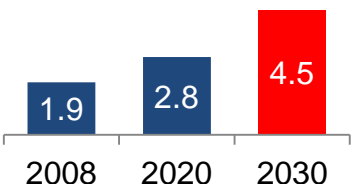
GDP

(USD trillion)



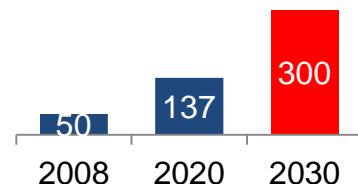
Trade¹

(USD trillion)



FDI²

(USD billion)



Extensive regional footprint with ~500 offices



- Most diverse regional franchise among Singapore banks; effectively full control of regional subsidiaries

* Comprise Mainland China, Hong Kong SAR and Taiwan

1. Comprises exports and imports 2. Foreign direct investments
Source: Macrobond, UOB Global Economics and Markets Research

UOB's strategy

UOB's strategic priorities

Capture cross-border opportunities



- Deep and entrenched Asian footprint enables UOB to capture regional trade and capital flows through our wholesale banking division

Tap on rising regional affluence



- Use digital banking to acquire customers at scale in a cost efficient manner with a relentless focus on customer engagement
- Omni-channel approach to engage and serve customers as their needs become more sophisticated
- Ride on the rising consumer affluence opportunities in Asia with our holistic wealth management solutions

Forge a sustainable future



- Huge opportunities for green financing as urban cities embrace sustainable concepts and lifestyles
- Integrate sustainable concepts into wealth management products and advisory framework

Wholesale: Record income on regional franchise, capturing cross-border opportunities



Strengthening Connectivity

Across our ASEAN footprint and global network



+10%¹

Cross-border income growth (formed 30%² of Group Wholesale Banking income)



2x¹

Growth in suppliers and distributors within financial supply chain management solution



Sector Specialisation

Building capabilities for greater diversification and risk mitigation



+21%¹

Global Financial Institutions Group income growth



+28%¹

Loan- and trade-related fee growth



Deepening Digitalisation

For secure and efficient transactions



+25%^{1,4}

Digital banking transactions by businesses



~3x^{1,3}

Cashless payments to businesses

1. Year on year growth for FY21. 2. As of FY21. 3. Refers to payments made on Corporate PayNow in Singapore. 4. Refers to digital banking transactions via UOB Infinity/BIBPlus.

Consumers: Tapping on rising affluence and digital adoption in Southeast Asia



Driving Digital Adoption

Scale UOB TMRW across ASEAN in a cost-effective manner



~800k¹

Customers digitally acquired across the region by UOB TMRW

#1²



In App Store and Play Store ranking among key banking apps in Singapore



Ecosystem Partnerships

Embed partnerships and data to digitally acquire at low cost, retain and reward customers



4

Key strategic partnerships concluded in 2021 to drive growth

+44%³



Rewards+ coupon users



Omni-channel Offerings

Digitalise customer experience and processes; repurpose branches for more advisory needs



SGD139b^{4,5}

Assets under management (AUM)⁶
▲ 4% YoY



+17%⁷

Total card billings in Singapore

1. Since 4th Quarter 2018. 2. As at December 2021. 3. Quarter on quarter growth in 4Q21. 4. As at FY21. 5. Of which around 60% are from customers overseas. 6. Refers to Privilege Banking, Privilege Reserve and Private Bank. 7. Year on year growth in FY21.

Forging a sustainable future with our customers in ASEAN



Sustainable financing

Sustainable growth in priority sectors driving ASEAN progress



Responsible investment

Integrate sustainability into wealth management products and advisory framework



Delivering tangible impact

Making an impact beyond financial targets



SGD17b

Total sustainability financing¹ provided to date at end-2021



SGD9b

Total AUM in ESG-focused investments at end-2021



>220k tCO₂-e

Contribution to annual avoided greenhouse gas emissions



274GWh²

Solar energy generated under U-Solar programme, equivalent to 2.3m new tree seedlings grown over 10 years



U-Energy U-Drive

Ecosystem solutions offering end-to-end financing for energy-efficiency projects and EVs

Achieved operational carbon neutrality in 2021

UOB: The story in numbers

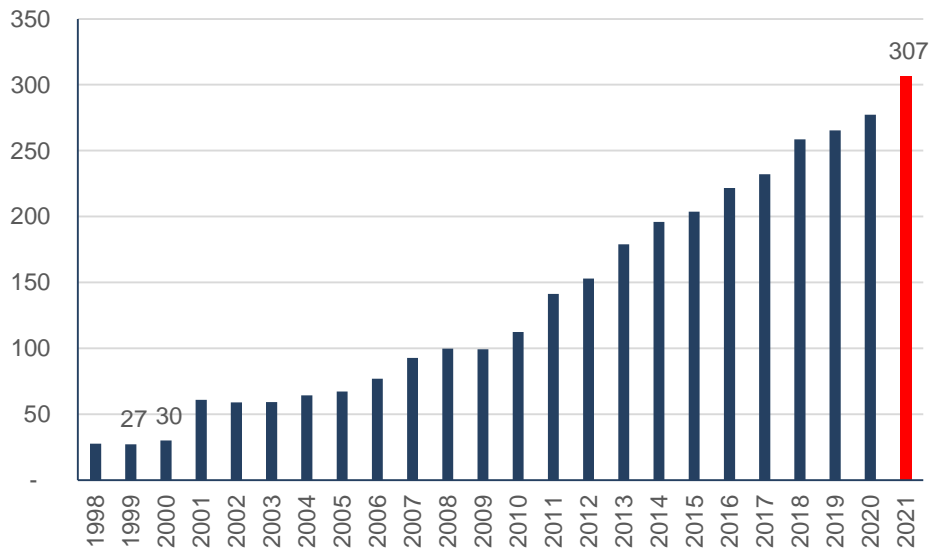
Growing loans without compromising asset quality



Loan book up >10x in 20 years with asset quality staying well managed despite macro challenges

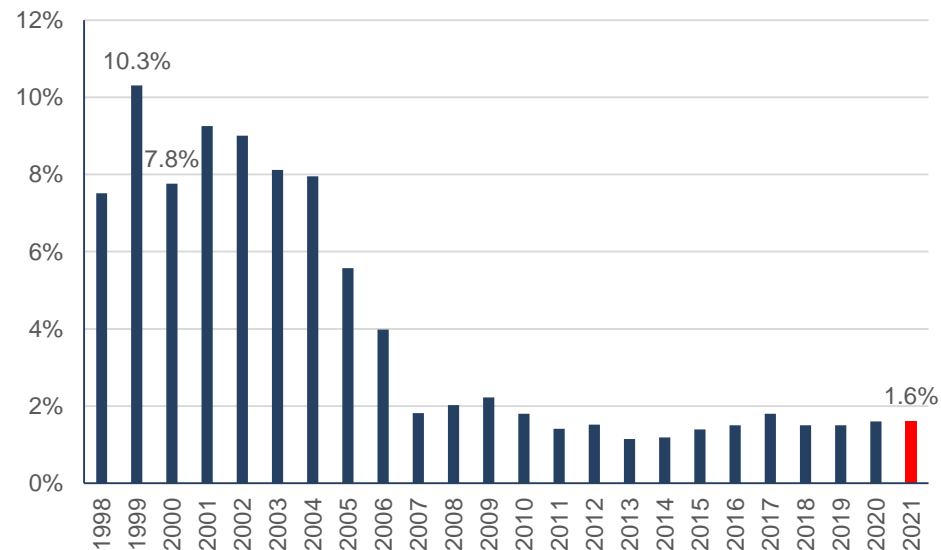
Net loans

(S\$b)

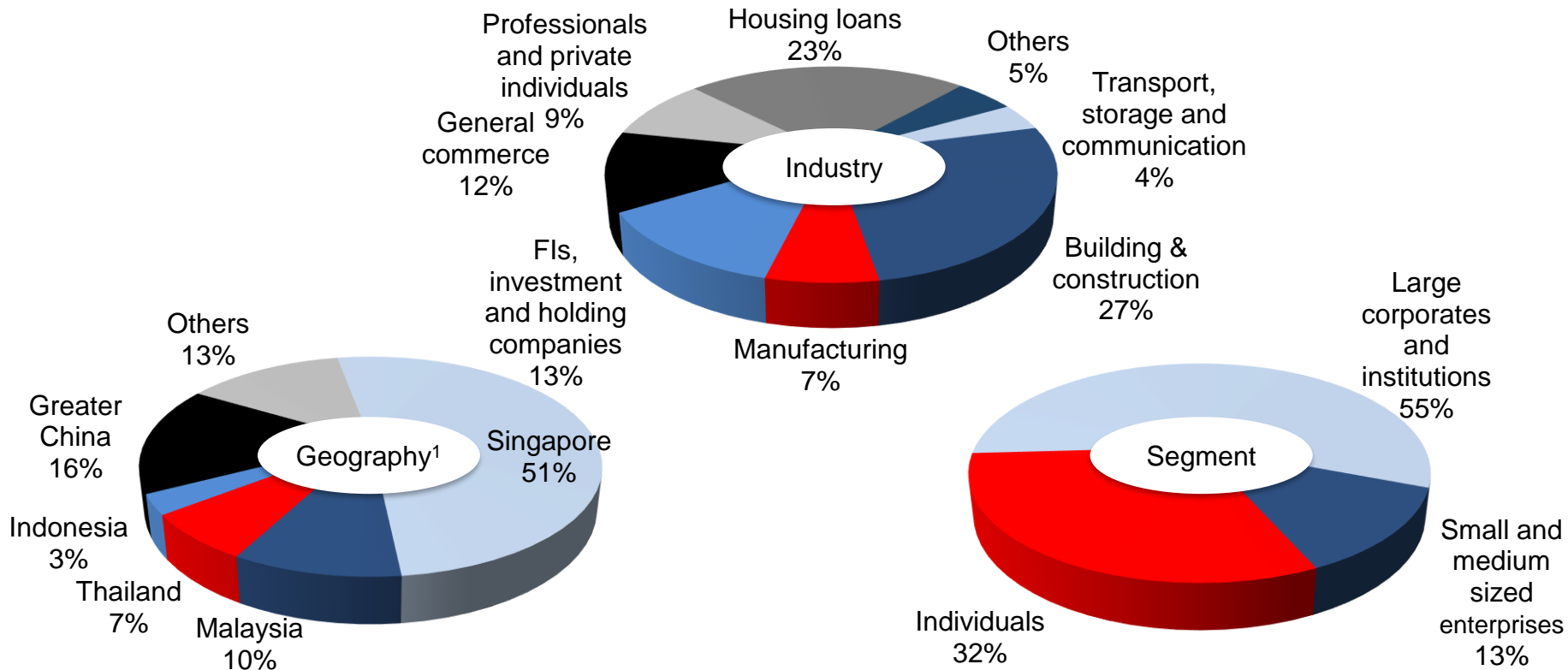


NPL ratio

(%)



Diversified loan portfolio



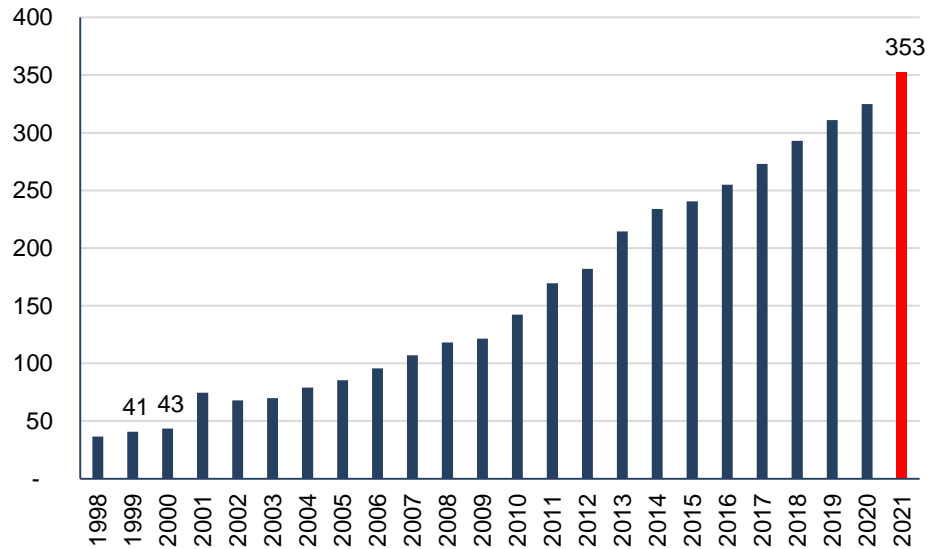
Note: Financial statistics as at 31 December 2021

1. Loans by geography are classified according to where credit risks reside, largely represented by the borrower's country of incorporation / operation (for non-individuals) and residence (for individuals)

Funding our business with sticky customer deposits

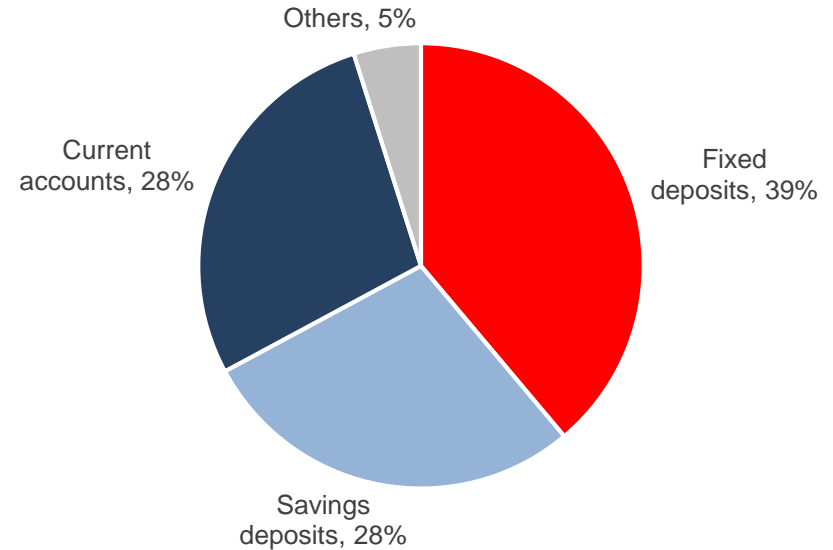
Customer deposits

(S\$b)



Customer deposit mix

(%)

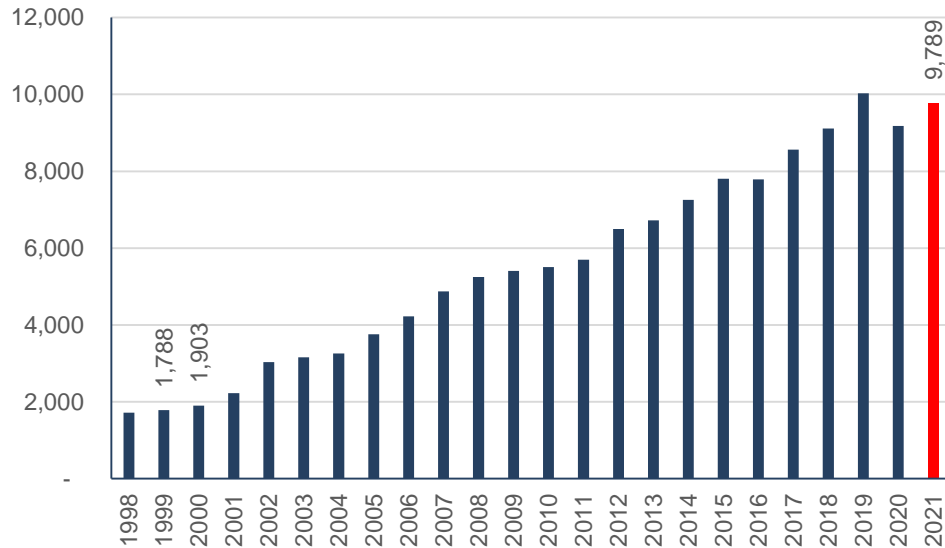


Consistently delivering profits over the years

UOB has remained profitable over the various economic cycles

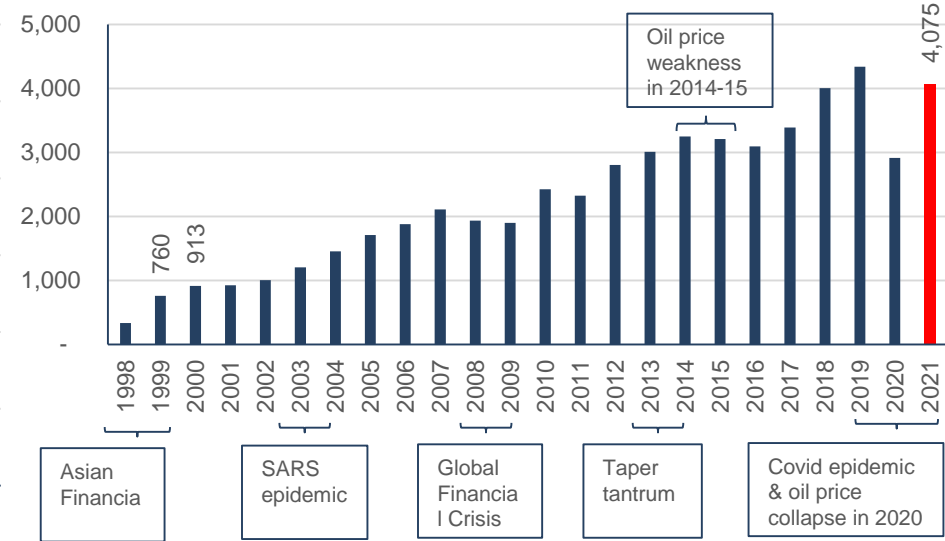
Total income

(S\$m)



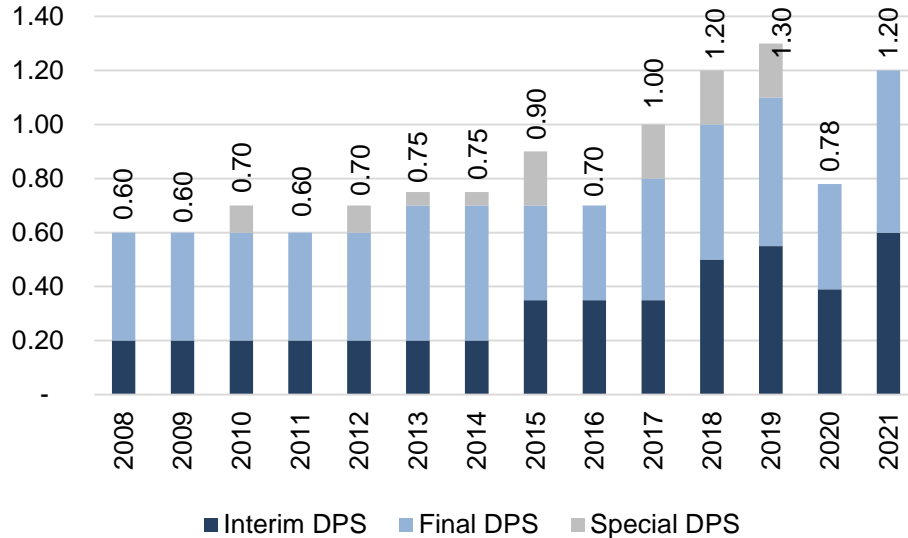
NPAT

(S\$m)



Dividends in line with higher earnings

Net dividend per ordinary share (¢)



- Dividend per share (DPS) has increased significantly over the years
- Shareholders can expect higher DPS as earnings improve
- Comfortable with paying out ~50% of core profits as dividends given that capital position and earnings are expected to stay resilient

FY20 dividends were in line with Monetary Authority of Singapore's call for banks to cap dividends at 60% of 2019 dividends.

Note: The Scrip Dividend Scheme was applied to all the dividends for the financial years ended 2020

The Scheme provides shareholders with the option to receive Shares in lieu of the cash amount of any dividend declared on their holding of Shares. For more details, please refer to www.uobgroup.com/investor-relations/shares-and-dividends/dividends.html

Summary

Why UOB?

Stable management



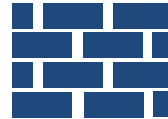
- Proven track record in steering the bank through various global events and crises
- Stability of management team ensures consistent execution of strategies

Integrated regional platform



- Entrenched domestic presence and deep local knowledge to address the needs of our targeted segments
- Truly regional bank with full ownership and control of regional subsidiaries

Strong fundamentals



- Sustainable revenue channels as a result of carefully-built core businesses
- Strong capital and reserves, sound liquidity position and resilient asset quality – testament of solid foundation built on the premise of basic banking

Balance growth with stability



- Continue to diversify portfolio, strengthen balance sheet, manage risks and build core franchise for the future
- Maintain long-term perspective to growth for sustainable shareholder returns

Questions & answers

Thank You

