

Third Quarter 2014 Results Presentation

30 October 2014



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Agenda

Results Overview

3Q14 Group Performance Trends

Performance of Major Subsidiaries

- OCBC Wing Hang
 - Great Eastern Holdings
 - OCBC Malaysia
 - OCBC NISP
-

Greater China Strategy with the addition of OCBC Wing Hang

Appendix: Financial Highlights of Malaysian and Indonesian Subsidiaries



Note: Amounts less than S\$0.5 million are shown as “0”;
“nm” denotes not meaningful;
Figures may not sum to stated totals because of rounding

3Q14 Highlights

Net profit up 62% YoY to S\$1.23b, including a one-off gain of S\$391 million

- Earnings from Core Banking Operations rose 30% YoY; excluding OCBC Wing Hang up 23%
- Group Core earnings grew 11% YoY; excluding OCBC Wing Hang up 6%

- 3Q14 results included OCBC Wing Hang's net profit contribution of S\$38m
- Net interest income grew 27% YoY from strong asset growth; net interest margin improved 5 basis points YoY
- Fee and commission income up 16% YoY to a new high
- Great Eastern's contribution declined due to lower unrealised mark-to-market gains in its Non-Participating Fund
- Trading income, primarily treasury income from customer flows, more than doubled YoY
- Operating expenses 28% higher YoY, from consolidation of OCBC Wing Hang and higher staff costs. Excluding OCBC Wing Hang, expenses were up 16% YoY
- Asset quality remained healthy, NPL ratio 0.7%, lower than 0.8% a year ago
- Capital position remained strong post-acquisition of OCBC Wing Hang; CET1 and Tier 1 at 13.2%, Total CAR at 15.5%
- One-off gain of S\$391m resulting from an accounting change, upon Bank of Ningbo ("BON") becoming a 20%-owned associated company, to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON from fair value reserve to income

3Q14 core net profit grew 11% YoY to S\$841m

OCBC Group	3Q14 S\$m	3Q13 S\$m	YoY +/(-)%	2Q14 S\$m	QoQ +/(-)%
Net interest income	1,246	978	27	1,126	11
Non-interest income	801	779	3	850	(6)
Total income	2,047	1,757	17	1,976	4
Operating expenses	(870)	(681)	28	(760)	14
Operating profit	1,177	1,076	9	1,216	(3)
Amortisation of intangibles	(14)	(15)	(3)	(14)	-
Allowances	(97)	(94)	2	(66)	48
Associates & JVs	14	13	8	18	(21)
Tax & NCI	(239)	(221)	9	(233)	3
Core net profit	841	759	11	921	(9)
One-off gain	391 ^{1/}	-	-	-	-
Net profit	1,232	759	62	921	34



^{1/} One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

3Q14 core net profit *before GEH* contribution (“banking operations”) rose 30% YoY to S\$683m

Banking Operations	3Q14 S\$m	3Q13 S\$m	YoY +/(-)%	2Q14 S\$m	QoQ +/(-)%
Net interest income	1,228	962	28	1,109	11
Non-interest income	542	459	18	548	(1)
Total income	1,770	1,421	25	1,657	7
Operating expenses	(815)	(663)	23	(710)	15
Operating profit	955	758	26	947	1
Allowances	(96)	(94)	2	(66)	46
Associates & JVs	16	15	6	20	(23)
Amortisation, tax & NCI	(192)	(154)	24	(182)	6
Core net profit	683	524	30^{1/}	720	(5)
One-off gain	391 ^{2/}	-	-	-	-
Net profit from banking operations	1,074	524	105	720	49
GEH net profit contribution	158	235	(33)	202	(22)
OCBC Group net profit	1,232	759	62	921	34



1/ Excluding OCBC Wing Hang's contribution, the Group's 3Q14 core net profit from banking operations increased 23% YoY.

2/ One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company ⁵

9M14 core net profit at a new record – up 30% YoY to S\$2.66b

OCBC Group	9M14 S\$m	9M13 S\$m	YoY +/(-)%
Net interest income	3,459	2,851	21
Non-interest income	2,451	2,061	19
Total income	5,910	4,912	20
Operating expenses	(2,336)	(2,071)	13
Operating profit	3,574	2,841	26
Amortisation of intangibles	(42)	(44)	(3)
Allowances	(203)	(198)	2
Associates & JVs	48	49	(1)
Tax & NCI	(717)	(595)	20
Core net profit	2,660	2,053	30
One-off gain	391 ^{1/}	-	-
Net profit	3,051	2,053	49



1/ One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

9M14 core net profit *before GEH* contribution grew 28% YoY to S\$2.11b

Banking Operations	9M14 S\$m	9M13 S\$m	YoY +/(-)%
Net interest income	3,409	2,800	22
Non-interest income	1,596	1,382	15
Total income	5,006	4,183	20
Operating expenses	(2,182)	(1,945)	12
Operating profit	2,823	2,237	26
Allowances	(203)	(198)	3
Associates & JVs	55	57	(3)
Amortisation, tax & NCI	(565)	(453)	25
Core net profit	2,110	1,644	28
One-off gain	391 ^{1/}	-	-
Net profit from banking operations	2,502	1,644	52
GEH net profit contribution	550	409	35
OCBC Group net profit	3,051	2,053	49

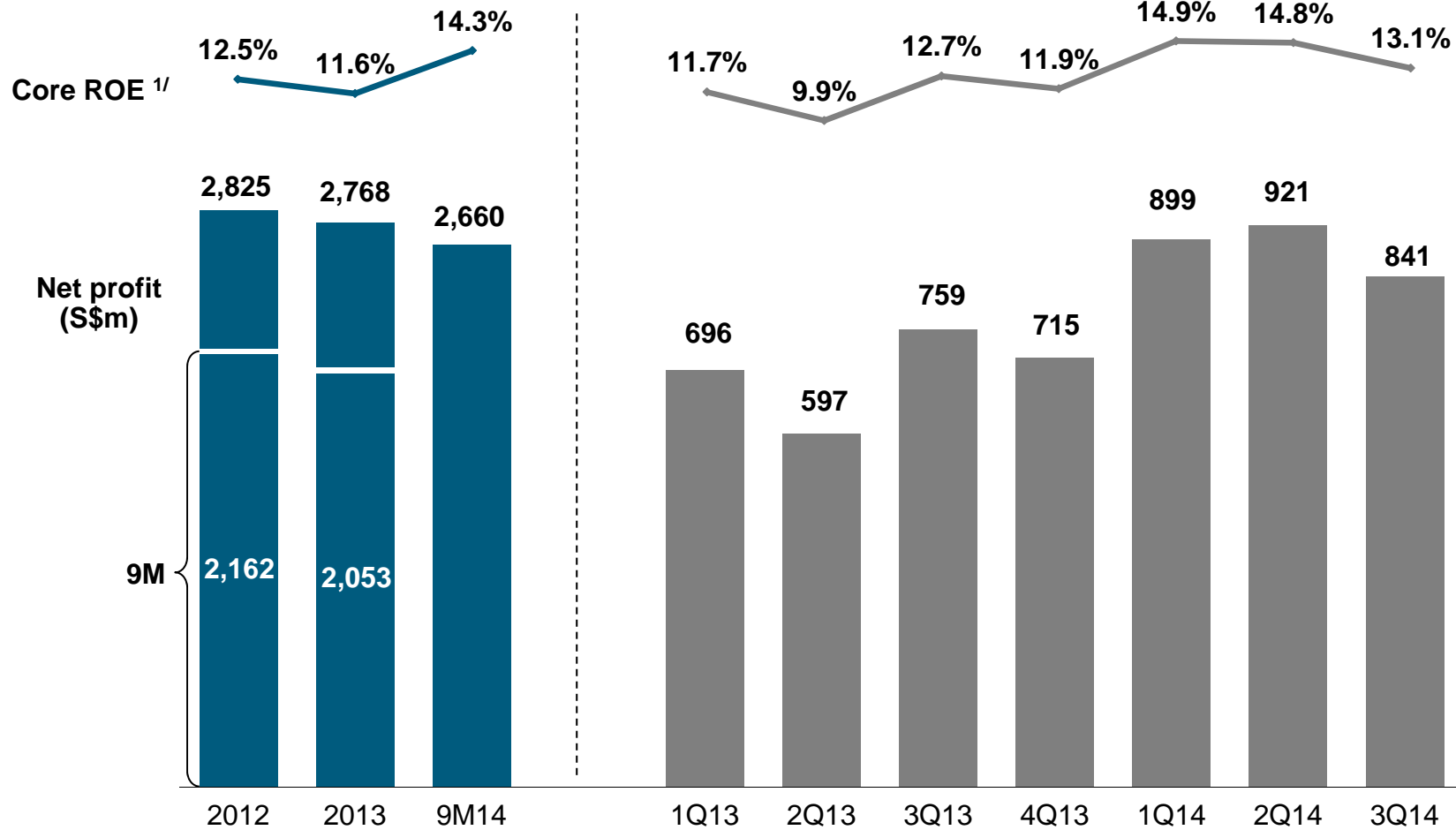


^{1/} One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

Key ratios improved

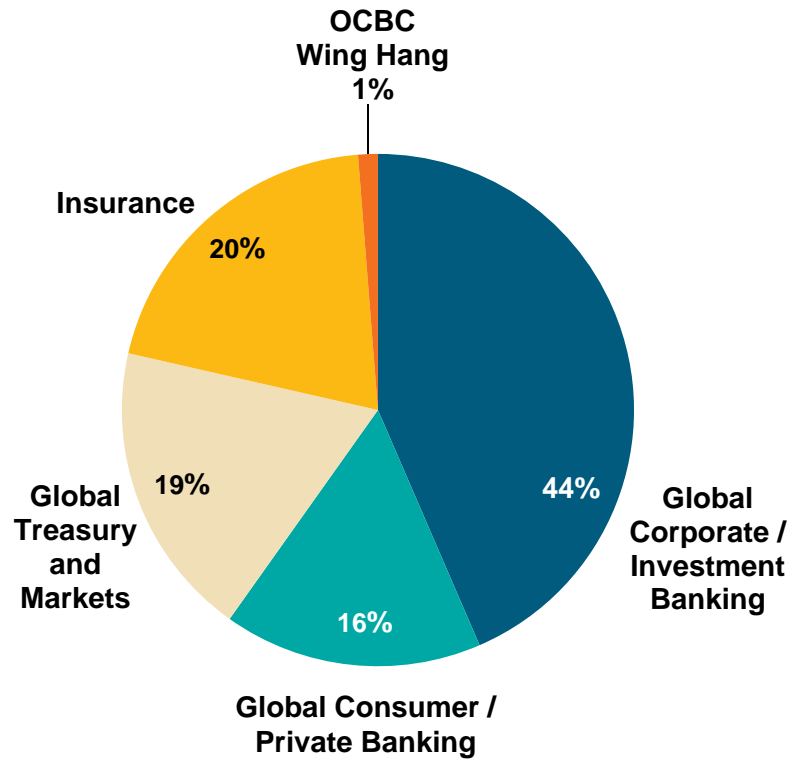
%	3Q14	3Q13	2Q14	9M14	9M13
Net interest margin	1.68	1.63	1.70	1.69	1.63
Non-interest income / Total income	39.1	44.3	43.0	41.5	41.9
Cost / Income	42.5	38.8	38.5	39.5	42.2
Loans / Deposits	85.5	88.4	87.2	85.5	88.4
NPL Ratio	0.7	0.8	0.7	0.7	0.8
Allowances / NPAs	154.6	130.1	149.1	154.6	130.1
Core ROE	13.1	12.7	14.8	14.3	11.5
Cash ROE	13.3	13.0	15.0	14.5	11.7

3Q14 ROE up YoY to 13.1%

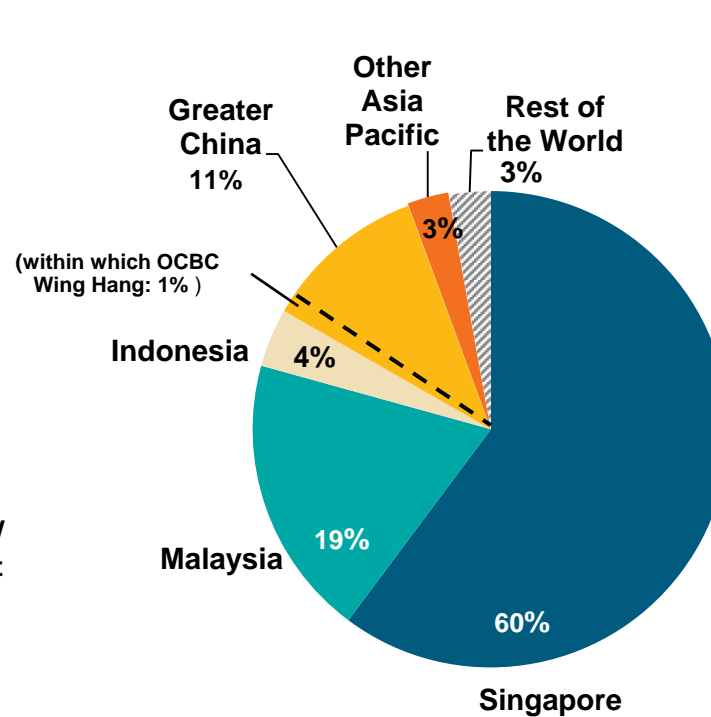


9M14 PBT breakdown – earnings further diversified

**9M14 PBT
by Business^{1/}**



**9M14 PBT
by Geography**



PBT

Group
S\$3,377m
YoY: +28%

Singapore
S\$2,033 m
YoY: +30%

Malaysia
S\$645m
YoY: -5%

Indonesia
S\$134m
YoY: -6%

Greater China
S\$375m
YoY: +191%

Excl. OCBC Wing Hang
S\$331m
YoY: +157%

Rest of the World
S\$190m
YoY: +42%



^{1/} Operating profit after allowances and amortisation. Excludes the Others segment, which comprises mainly property holding, investment holding, items not attributable to the business segments described above and portfolio allowances not attributed to specific business segments.

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3Q14 Group Performance Trends

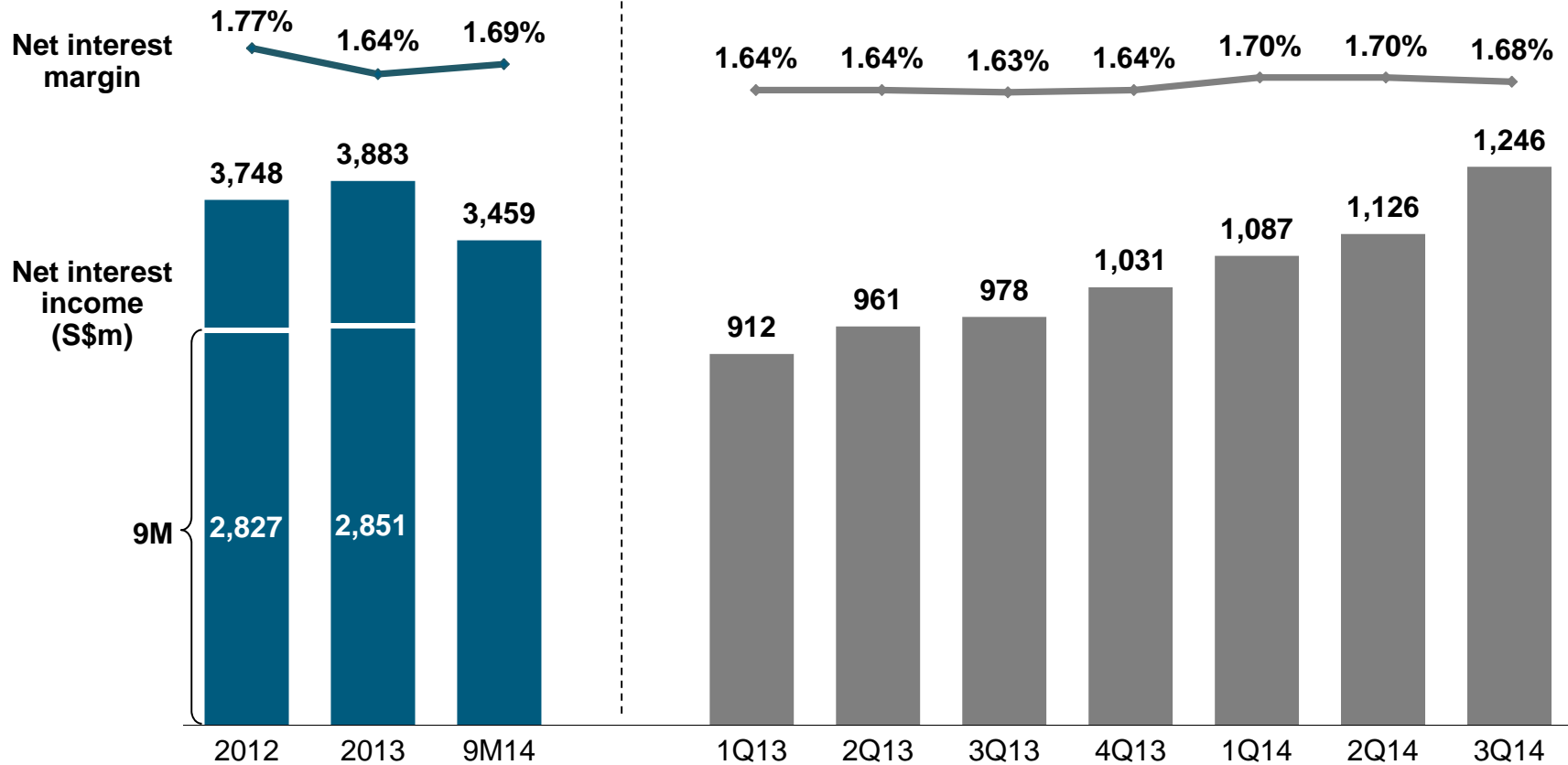
Performance of Major Subsidiaries

- OCBC Wing Hang
- Great Eastern Holdings
- OCBC Malaysia
- OCBC NISP

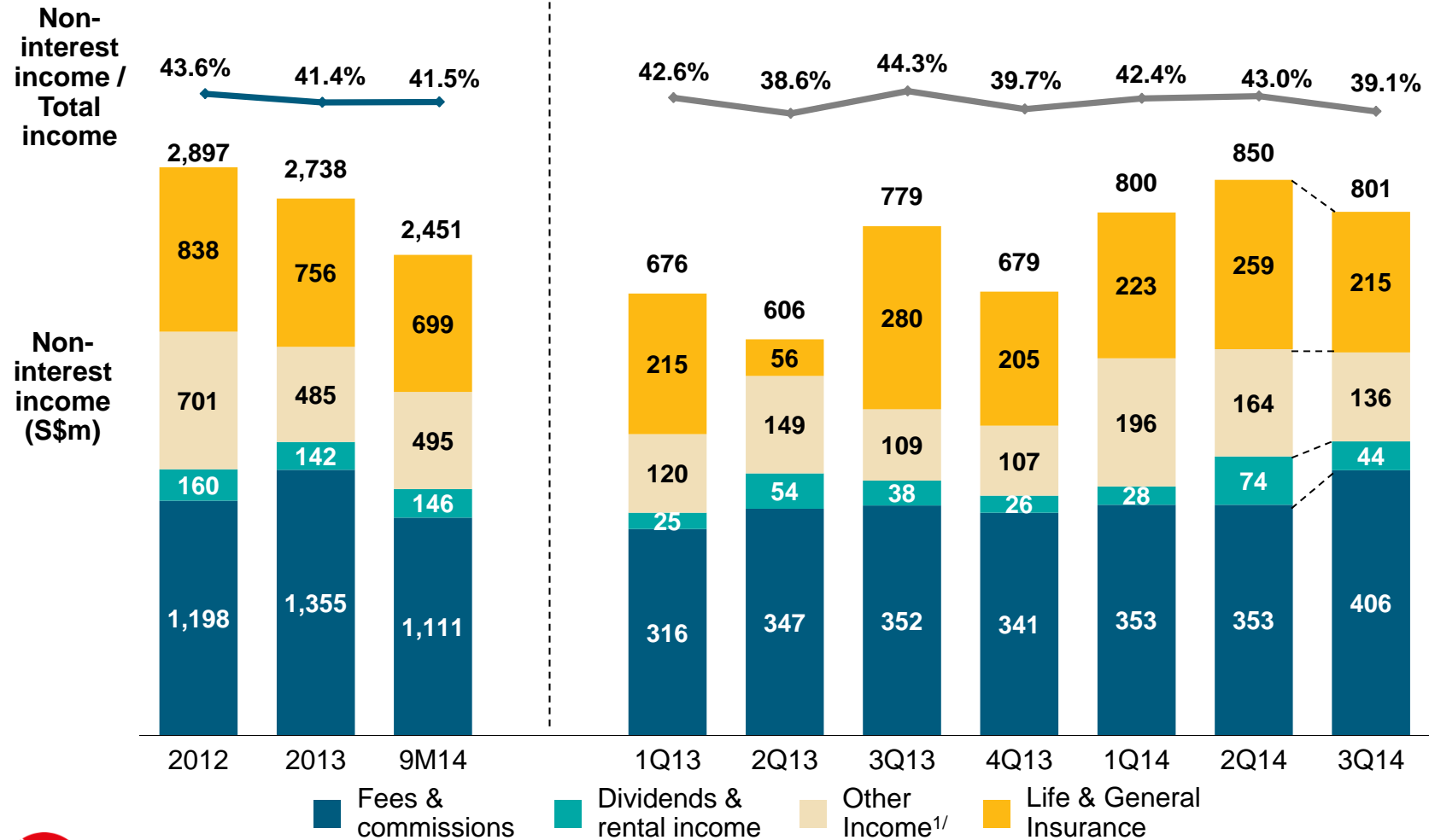
Greater China Strategy with the addition of OCBC Wing Hang

Appendix: Financial Highlights of Malaysian and Indonesian Subsidiaries

Net interest income grew 27% YoY to a new quarterly record; NIM improved 5 basis points YoY

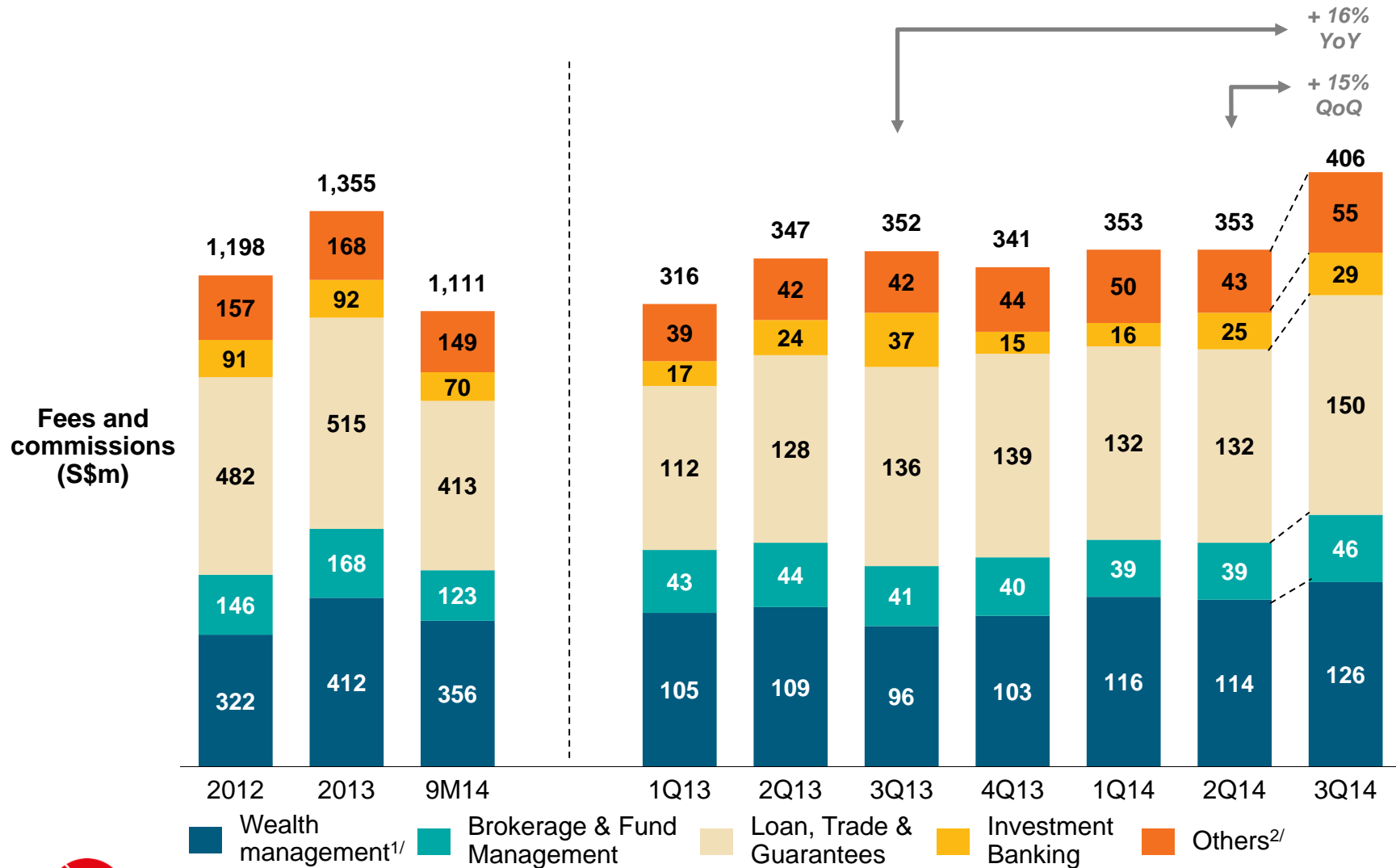


Non-interest income up 3% YoY, mainly on higher fee income and trading income



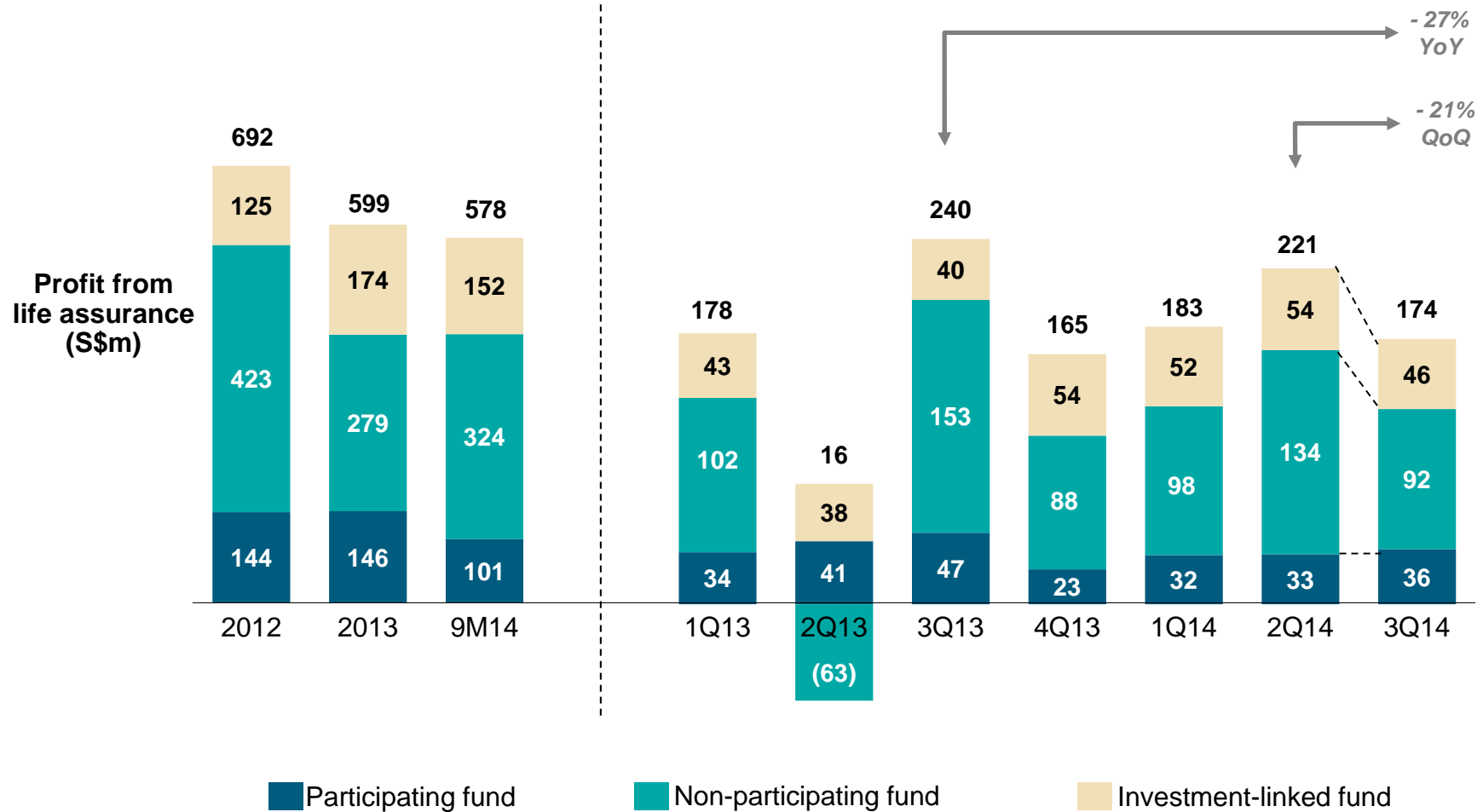
Note: Excludes gains from divestment of non-core assets
 1/ Other Income includes trading income

Fee income rose 16% YoY to a new high, led by wealth management, loan and trade fees

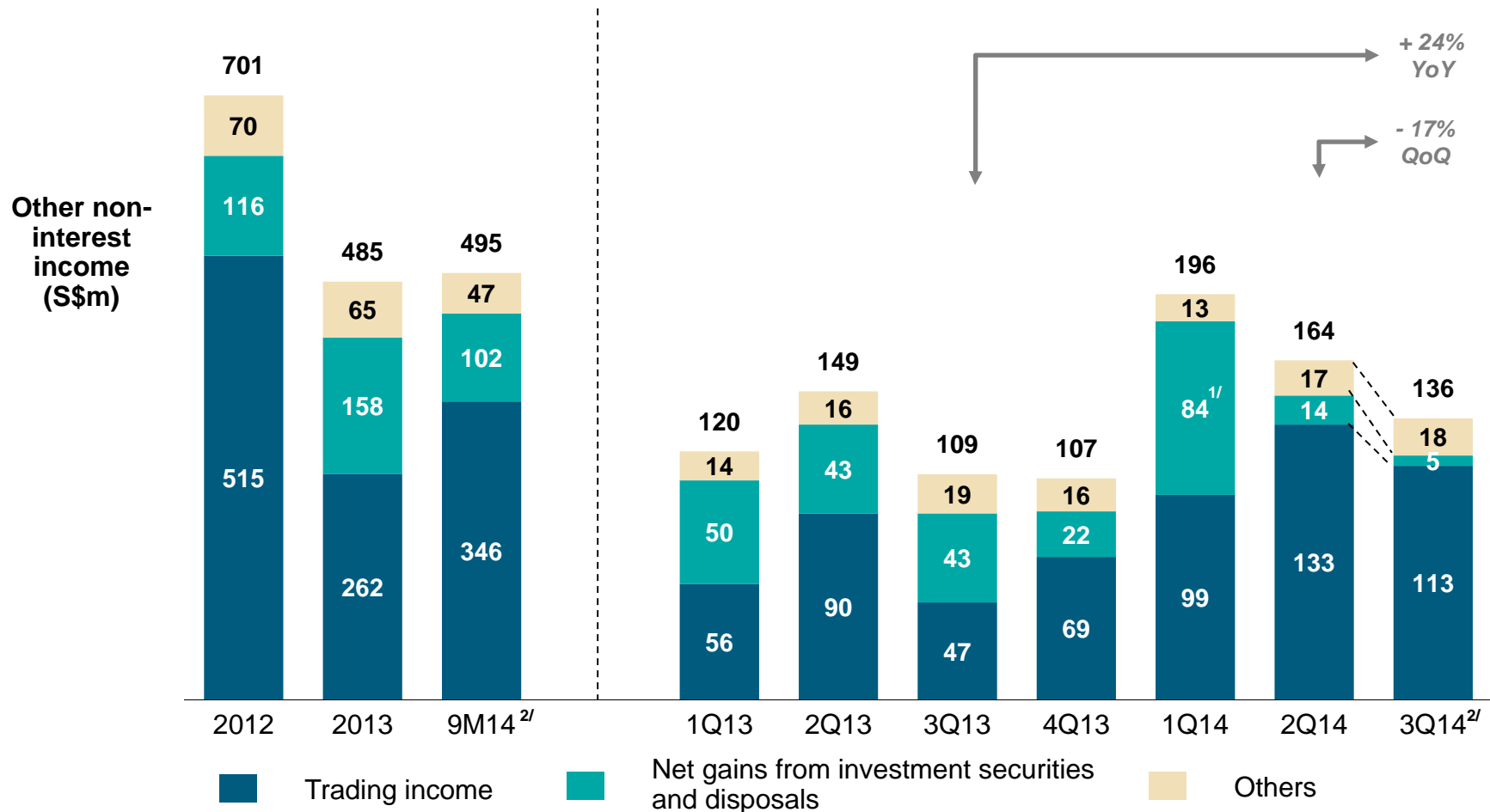


1/ Mainly comprising income from private banking, and sales of unit trusts, bancassurance products, structured deposits and other treasury products to consumer customers
 2/ Others includes credit card fees, service charges and other fee and commission income

Profit from life assurance declined 27% YoY due to lower unrealised mark-to-market gains

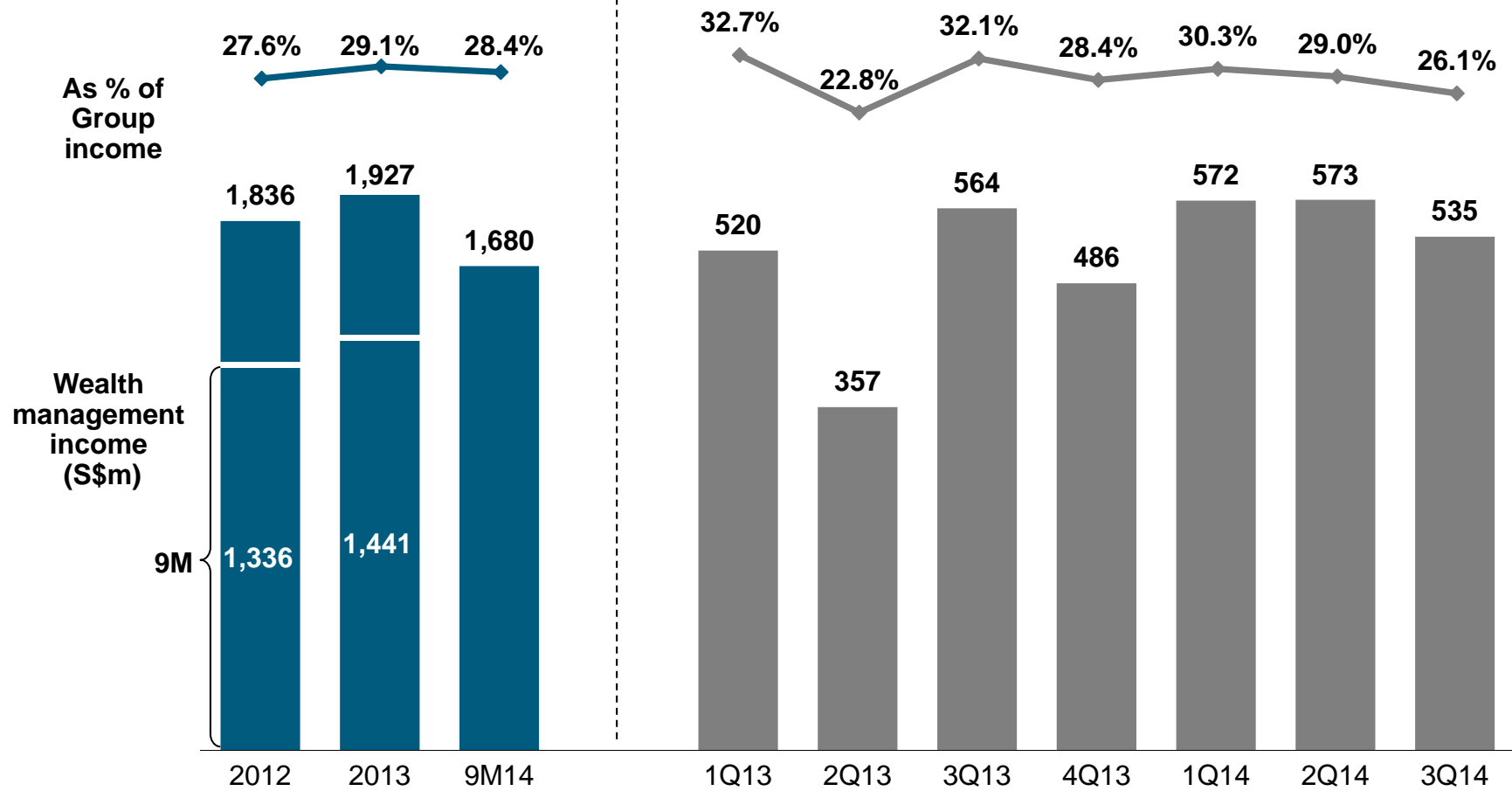


Other non-interest income grew 24% YoY from higher trading income



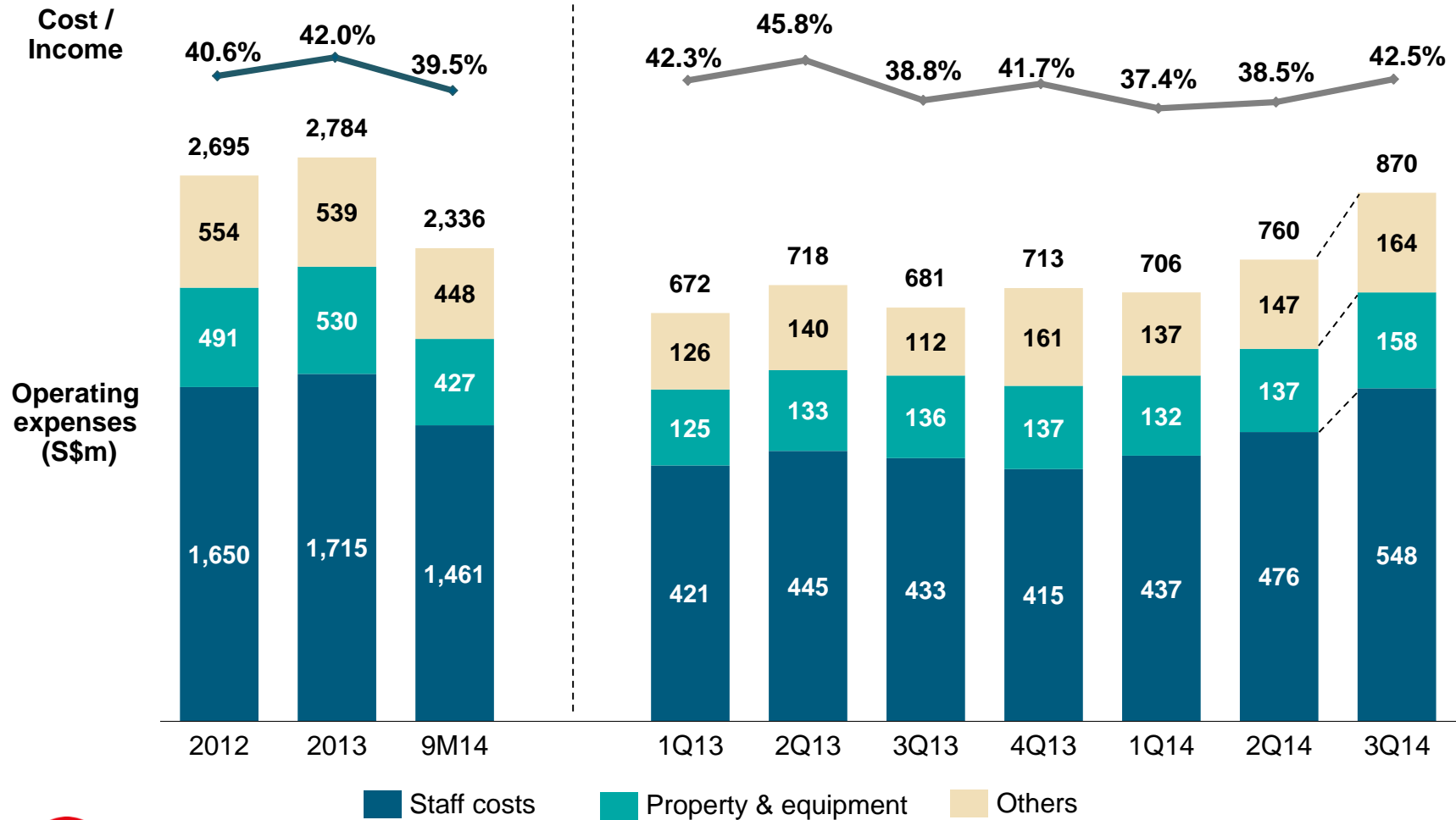
1/ Includes a one-off gain of S\$32 million from the partial disposal of Great Eastern Holdings' stake in its China joint venture
 2/ Excludes a one-off gain of S\$391 million, which resulted from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

Wealth management income up 17%, to a new record nine-month performance

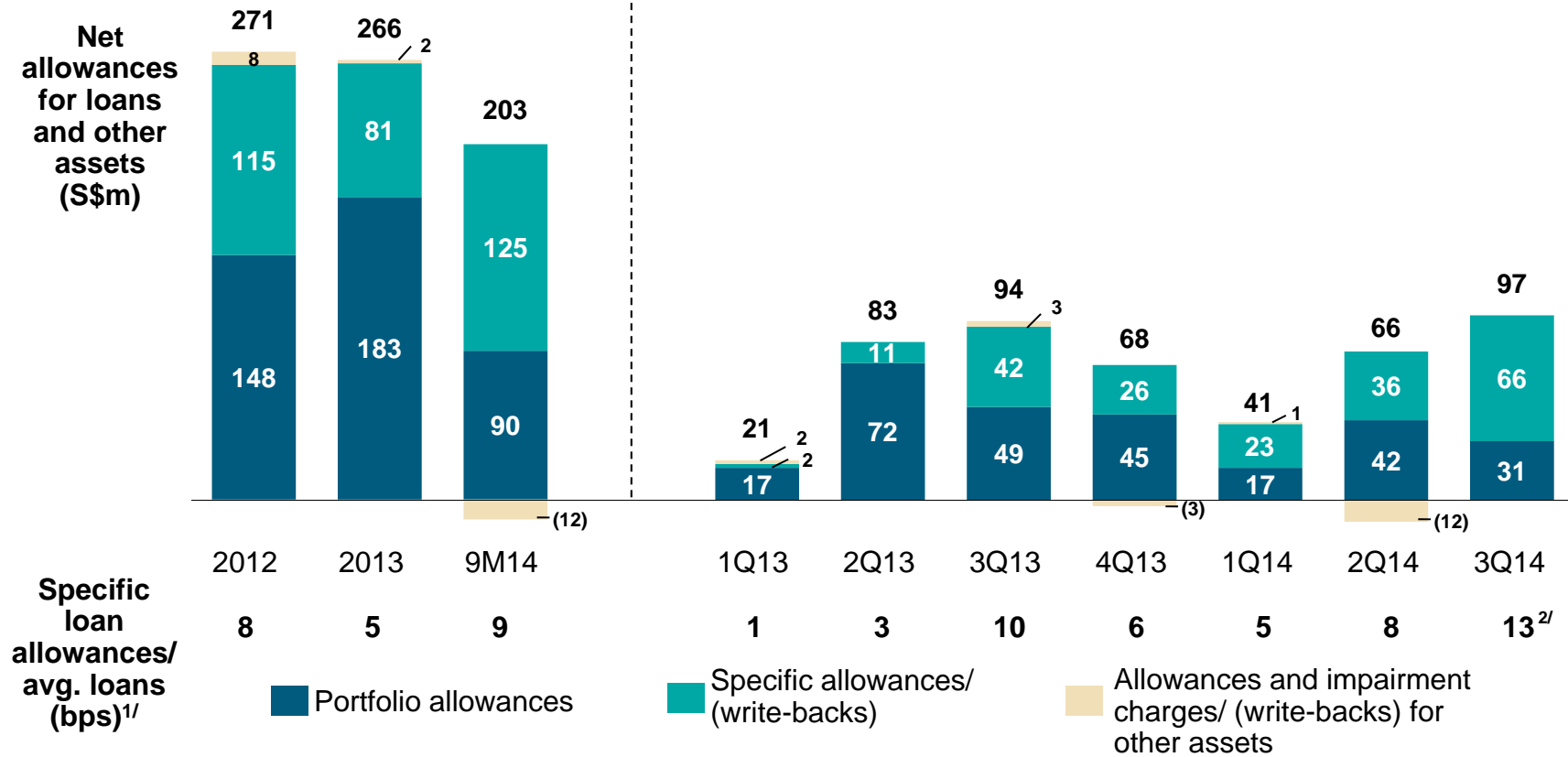


Note: Comprises the consolidated income from insurance, asset management, stockbroking and private banking subsidiaries, plus the Group's income from the sales of unit trusts, bancassurance products, structured deposits and other treasury products to consumer customers

Operating expenses grew 28% YoY;
 excluding OCBC Wing Hang, expenses were up 16% YoY and
 4% QoQ



Net allowances flat YoY; credit quality healthy



1/ Quarterly and 9M figures annualised

2/ The QoQ increase in credit cost (specific loan allowances / avg. loans) reflected the alignment of OCBC Wing Hang's credit provisioning policy for consistency with the OCBC Group. Excluding OCBC Wing Hang, OCBC's credit cost was 8 bps, unchanged QoQ

Net specific allowances included OCBC Wing Hang consolidation; excluding OCBC Wing Hang, specific allowances were unchanged YoY

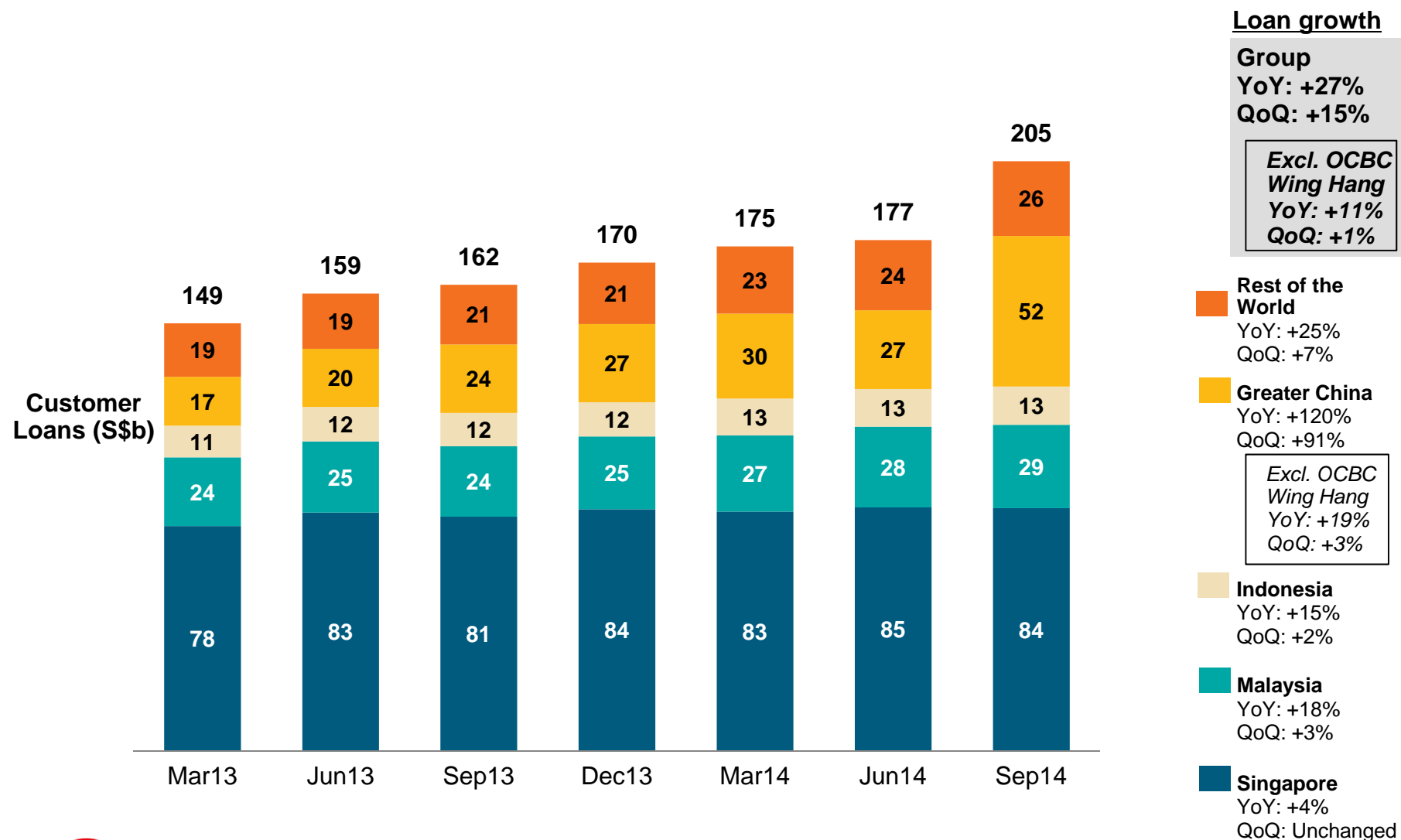
	3Q14 S\$m	3Q13 S\$m	2Q14 S\$m	9M14 S\$m	9M13 S\$m
Allowances for new and existing NPLs	100	72	71	225	171
Write-backs ^{1/}	(23)	(19)	(23)	(66)	(72)
Recoveries ^{2/}	(11)	(11)	(12)	(34)	(44)
Net specific allowances	66	42	36	125	55



1/ Write-backs of specific allowances for existing NPLs due to settlements and repayments

2/ Recoveries of allowances for loans that had been written off

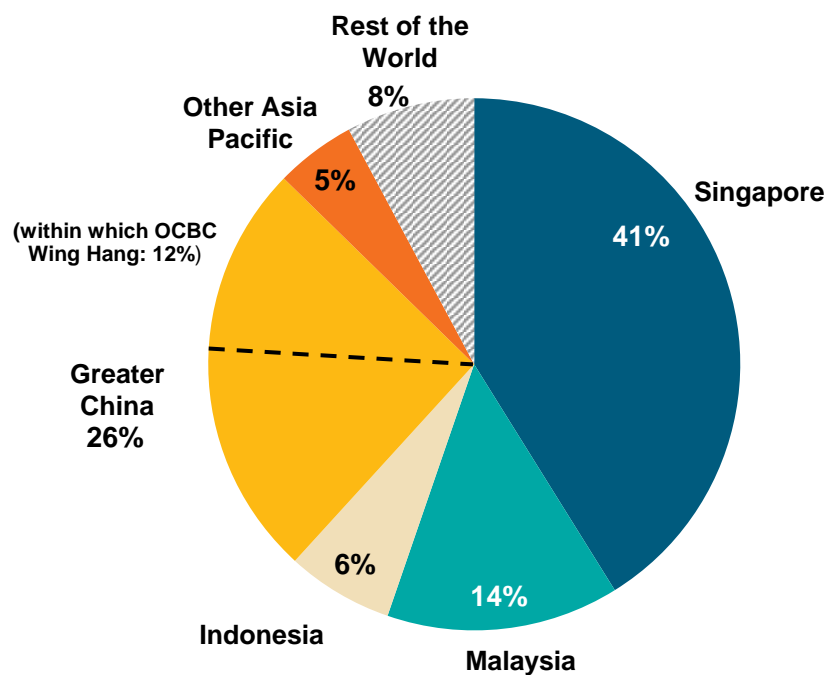
Customer loans grew 27% YoY and 15% QoQ; OCBC Wing Hang accounted for 12% of Group loans



Note: Customer loans by Geography based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans

Customer loan book diversified across geographies and sectors

**Customer Loans by Geography
As of 30 September 2014**



Total: S\$205b

**Customer Loans by Industry
As of 30 September 2014**

Industry

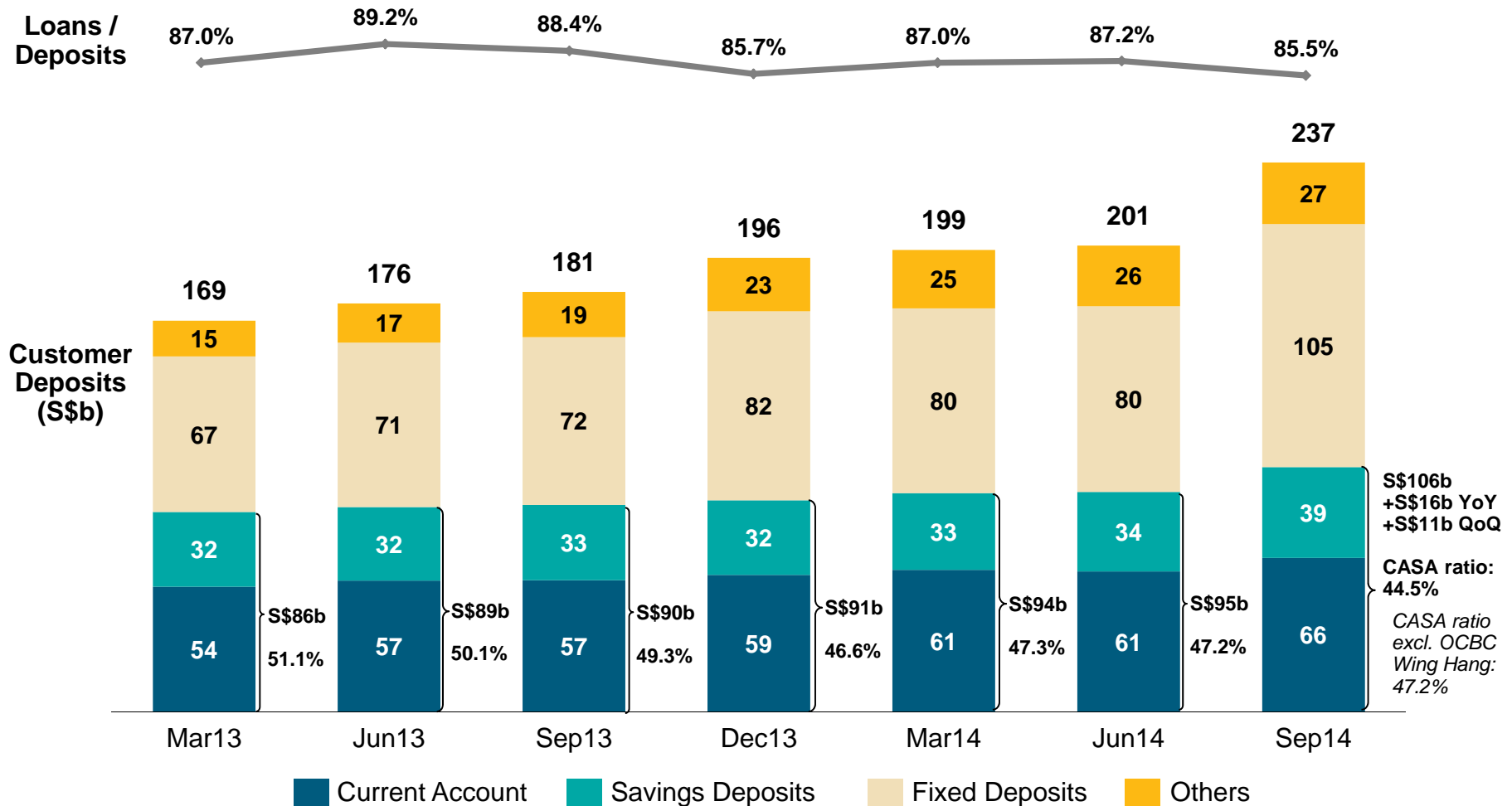
- Housing loans
- Professionals & individuals
- General commerce
- FIs, investment & holding cos
- Building & construction
- Manufacturing
- Tpt, storage & comm
- Agri, mining & quarrying
- Others

Industry	As of 30 Sep 2014		As of 30 Sep 2013	
	S\$b	%	S\$b	%
Housing loans	53	26	41	25
Professionals & individuals	22	11	16	10
General commerce	31	15	23	14
FIs, investment & holding cos	26	13	23	14
Building & construction	29	14	24	15
Manufacturing	12	6	10	6
Tpt, storage & comm	12	5	11	7
Agri, mining & quarrying	8	4	6	4
Others	12	6	8	5
Total	205	100	162	100



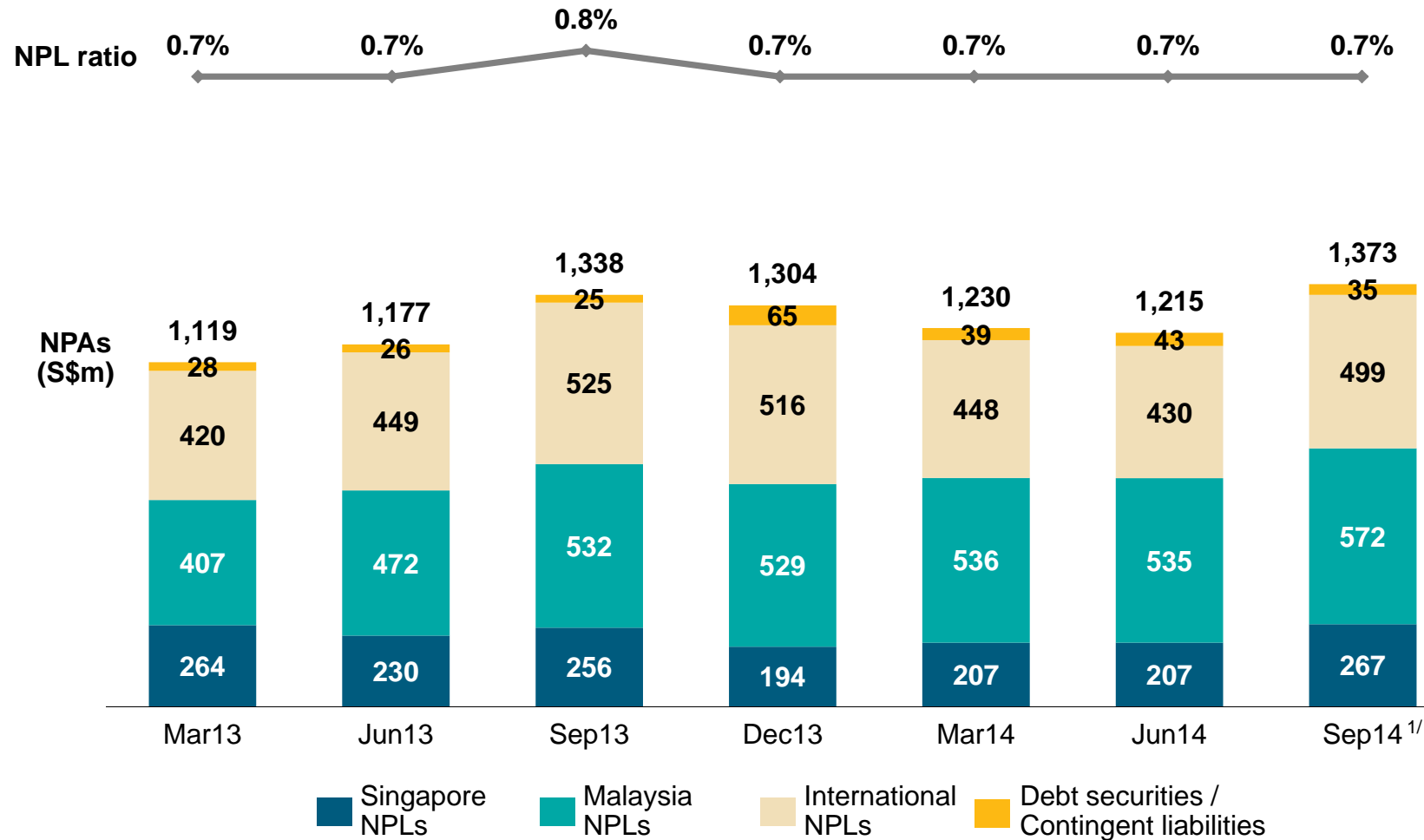
Note: Customer loans by Geography based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans

Customer deposits rose 31% YoY and 18% QoQ, CASA deposits grew 18% YoY



Note: CASA ratio refers to the ratio of current and savings deposits to total customer deposits

Asset quality healthy; NPL ratio at 0.7%

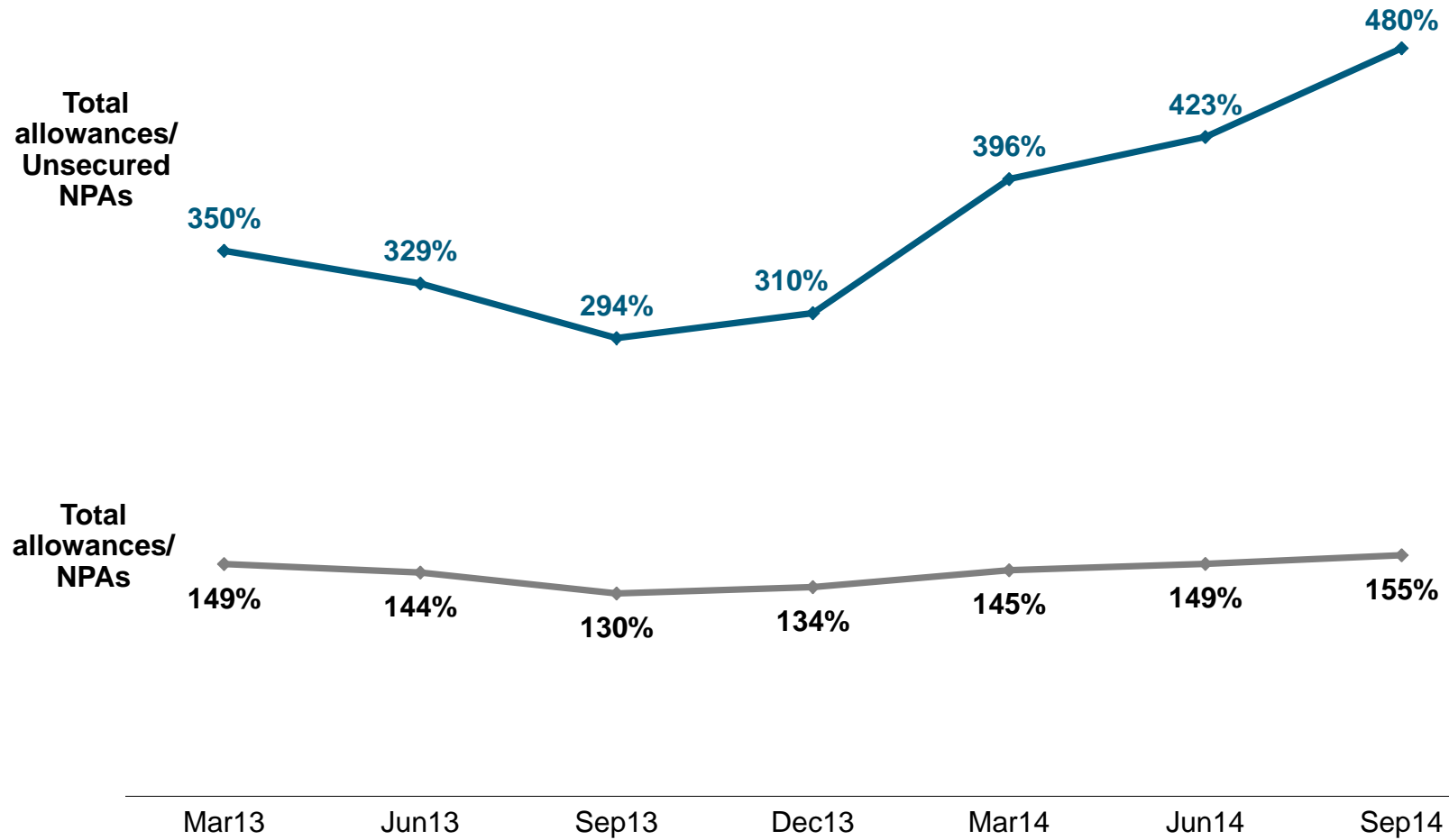


Note: NPLs comprise NPLs and classified debt securities/contingent liabilities
 1/ Includes NPLs of S\$76m from OCBC Wing Hang

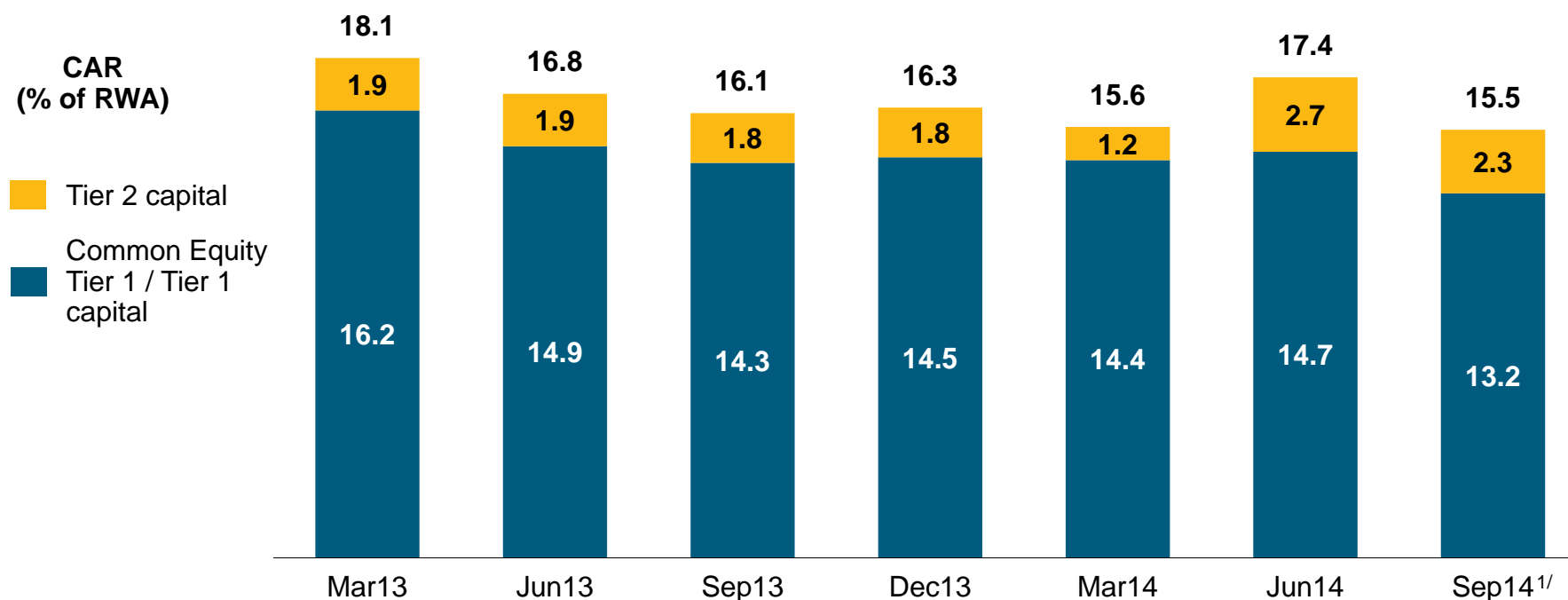
NPAs lower YoY, excluding OCBC Wing Hang consolidation

	3Q14 S\$m	3Q13 S\$m	2Q14 S\$m	9M14 S\$m	9M13 S\$m
NPAs – Opening balance	1,215	1,177	1,230	1,304	1,172
New NPAs	273	287	227	687	662
New recoveries/upgrades	(153)	(103)	(183)	(566)	(387)
Write-offs	(38)	(23)	(59)	(128)	(109)
NPAs – Closing balance (excluding OCBC Wing Hang)	1,297	1,338	1,215	1,297	1,338
OCBC Wing Hang	76	-	-	76	-
NPAs – Closing balance (including OCBC Wing Hang)	1,373	1,338	1,215	1,373	1,338

Allowance coverage ratios strong



Strong capital adequacy ratios, well-positioned to meet regulatory requirements



CET1 capital (S\$m)	22,794	22,146	21,036	21,884	22,765	23,541	24,766
Tier 1 capital (S\$m)	22,794	22,146	21,036	21,884	22,765	23,541	24,766
RWA (S\$m)	140,395	148,131	146,957	150,325	157,078	159,184	187,050



Note: Capital ratios are computed based on Basel III transitional arrangements
 1/ Post-rights issue and OCBC Wing Hang acquisition

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Greater China Strategy with the addition of OCBC Wing Hang

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OCBC Wing Hang: 3Q14 net profit contribution of S\$38m

OCBC Wing Hang	3Q14 S\$m
Net interest income	125
Non-interest income	32
Total income	157
Operating expenses	(83)
Operating profit	74
Allowances	(30)
Profit before tax	44
Tax	(7)
Net profit^{1/}	38
OCBC Group core net profit ex. OCBC Wing Hang	803
One-off gain	391 ^{2/}
OCBC Group net profit	1,232

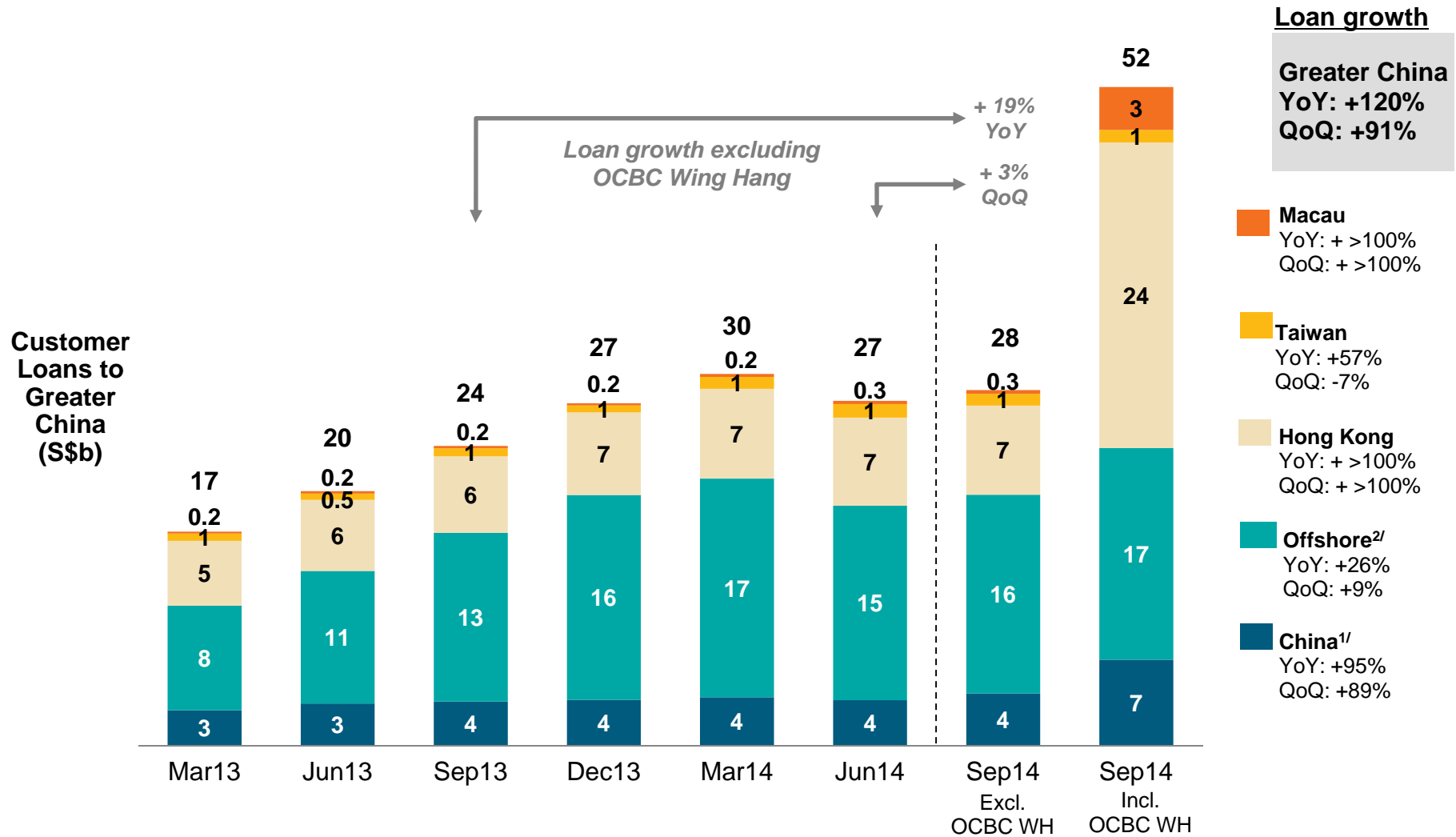
Key ratios (%)

NIM	1.68
LDR	77.5



1/ The acquisition of 97.5%-owned OCBC Wing Hang was completed on 29 July 2014.
 2/ One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

Greater China customer loans doubled YoY with OCBC Wing Hang's contribution

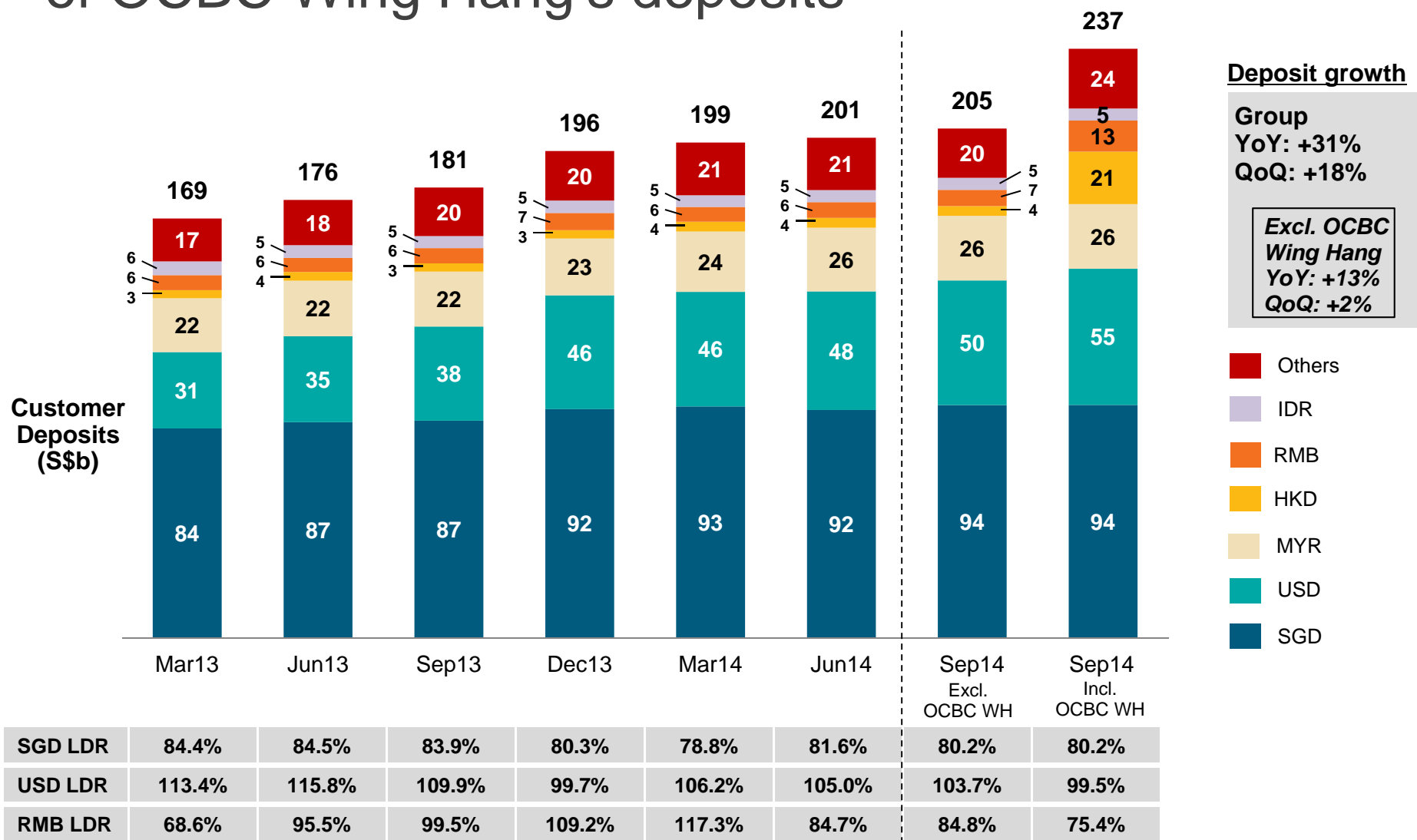


Note: Customer loans to Greater China is based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans.

1/ Relates to loans that are booked in China, where credit risks reside

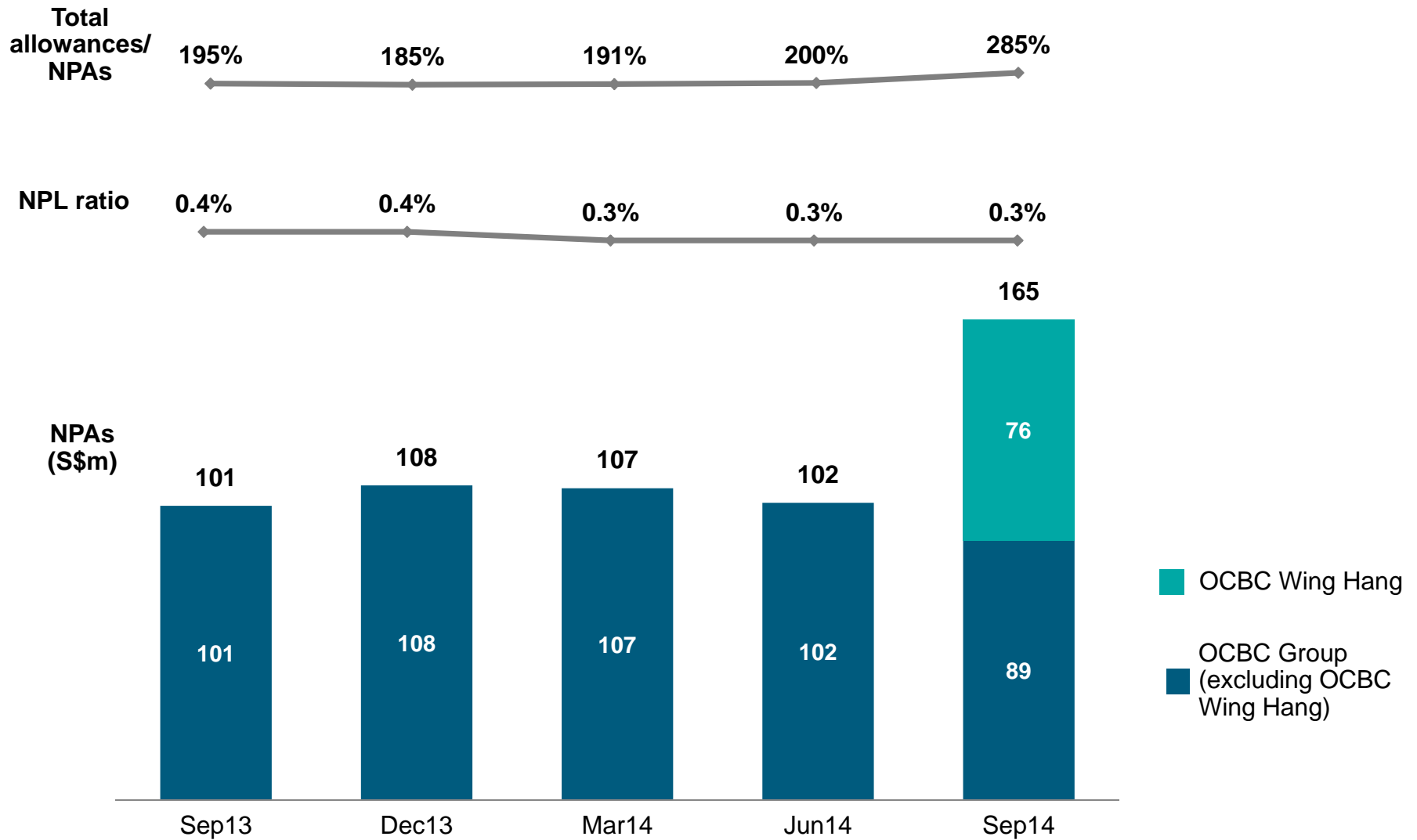
2/ Relates to loans that are booked outside of China, but with credit risks traced to China

USD and RMB deposit base enlarged with inclusion of OCBC Wing Hang's deposits



SGD LDR	84.4%	84.5%	83.9%	80.3%	78.8%	81.6%	80.2%	80.2%
USD LDR	113.4%	115.8%	109.9%	99.7%	106.2%	105.0%	103.7%	99.5%
RMB LDR	68.6%	95.5%	99.5%	109.2%	117.3%	84.7%	84.8%	75.4%

Asset quality of Greater China book remained sound



GEH: 3Q14 earnings contribution of S\$158m

GEH Contribution	3Q14 S\$m	3Q13 S\$m	YoY +/(-)%	2Q14 S\$m	QoQ +/(-)%
Profit from insurance business	183	253	(28)	230	(20)
- Operating profit ^{1/}	149	139	8	143	4
- Non-operating profit/(loss) ^{2/}	14	91	(85)	72	(80)
- Others ^{3/}	20	24	(15)	15	32
Profit from Shareholders' Fund	39	65	(39)	39	(2)
Sub-total	223	318	(30)	269	(17)
Amortisation of intangibles	(12)	(12)	-	(12)	-
Allowances	(0)	(0)	-	0	-
Associates & JVs	0	(0)	-	(1)	-
Tax & non-controlling interests	(53)	(71)	(26)	(55)	(4)
Net profit contribution	158	235	(33)	202	(22)

1/ Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus investment income (dividends, coupons, etc)

2/ Non-operating profit / loss (net of tax) mainly comprises changes in the fair value of assets and liabilities, realised gains / losses on sale of investments, changes in liability discount rates and other non-recurring items

3/ Mainly tax

GEH: 9M14 earnings contribution up 35% to S\$550m

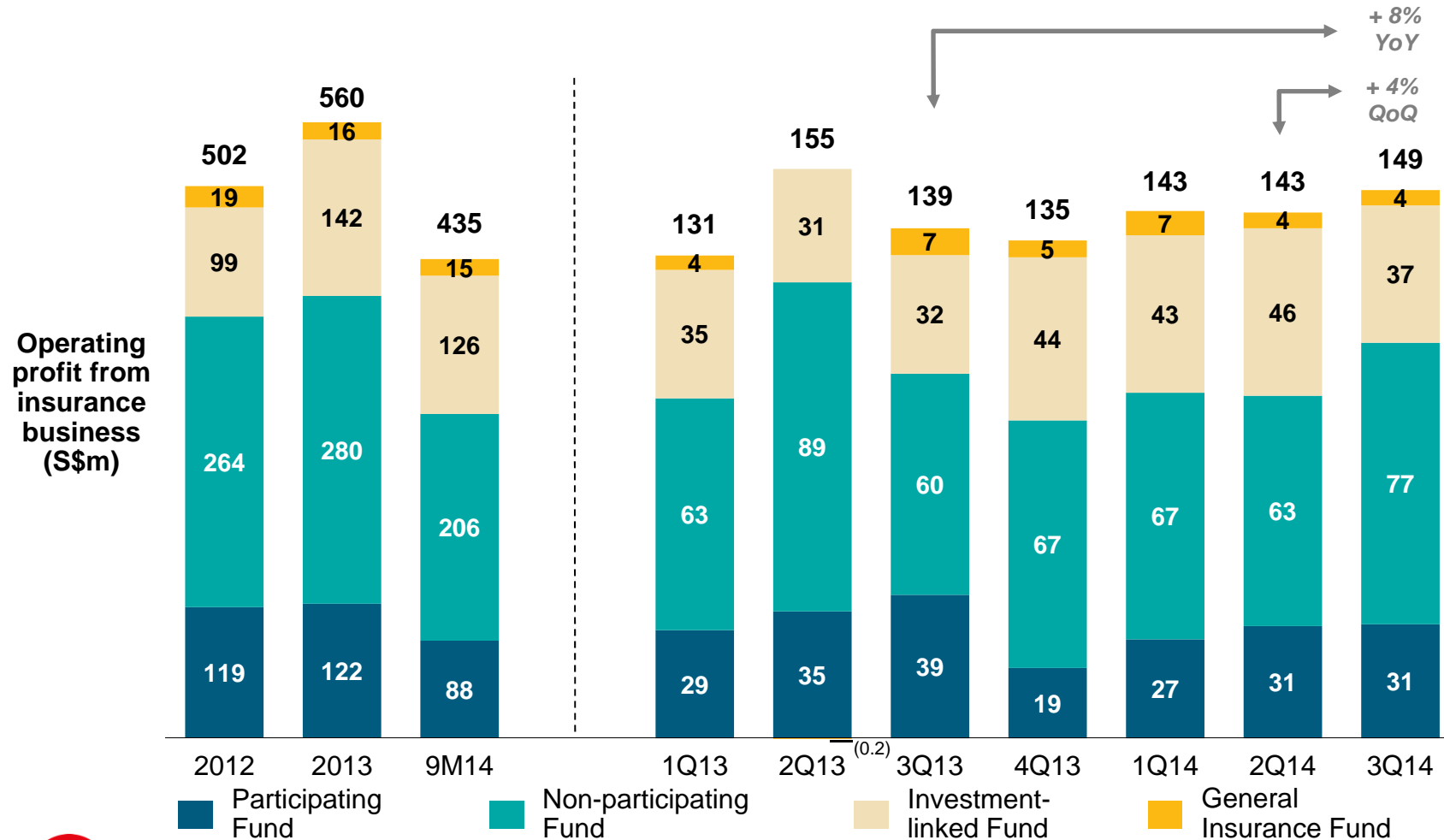
GEH Contribution	9M14 S\$m	9M13 S\$m	YoY +/(-)%
Profit from insurance business	607	458	33
- Operating profit ^{1/}	435	424	3
- Non-operating profit/(loss) ^{2/}	120	(26)	n.m.
- Others ^{3/}	52	60	(13)
Profit from Shareholders' Fund	144	146	(2)
Sub-total	751	604	24
Amortisation of intangibles	(35)	(35)	-
Allowances	(0)	(0)	-
Associates & JVs	(1)	(2)	(70)
Tax & non-controlling interests	(165)	(157)	5
Net profit contribution	550	409	35

1/ Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus investment income (dividends, coupons, etc)

2/ Non-operating profit / loss (net of tax) mainly comprises changes in the fair value of assets and liabilities, realised gains / losses on sale of investments, changes in liability discount rates and other non-recurring items

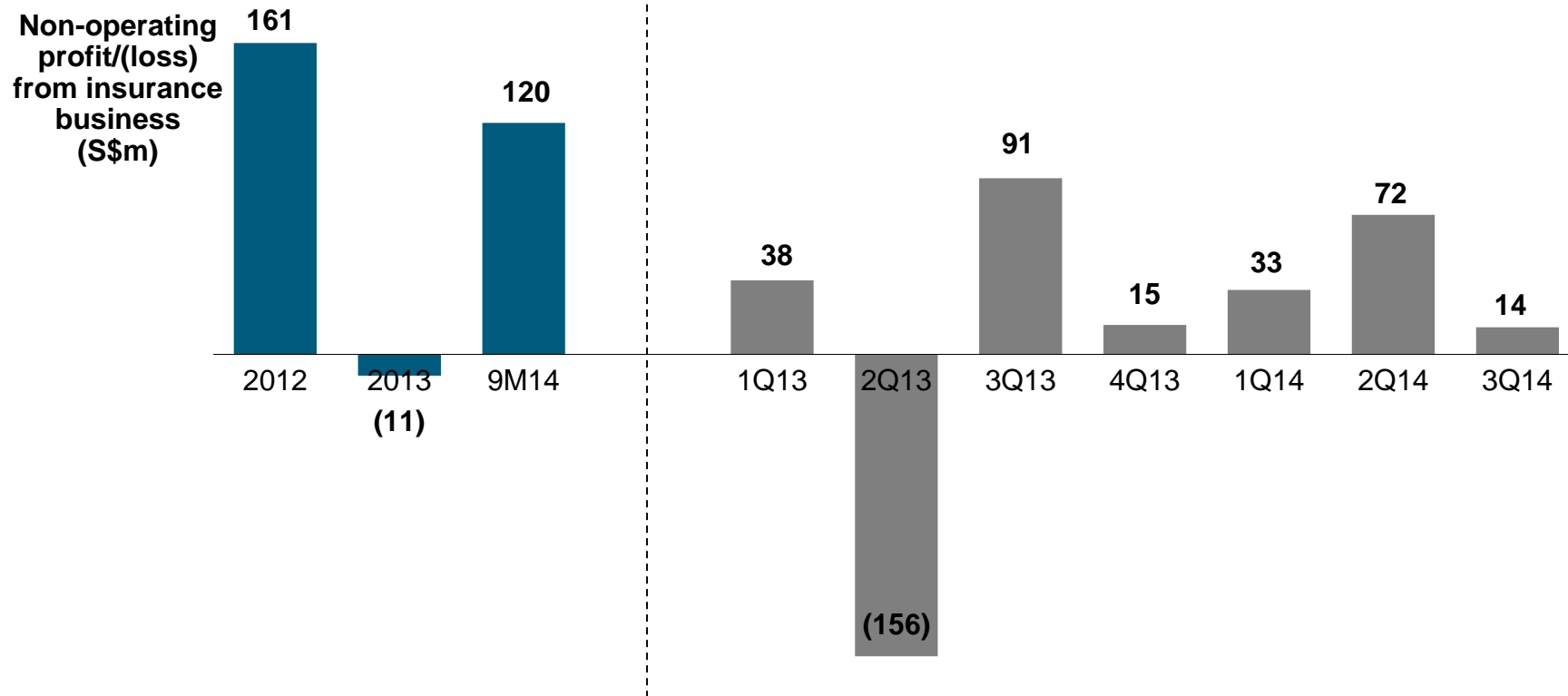
3/ Mainly tax

GEH: Operating profit rose 8% YoY on better performance from the Non-participating and Investment-linked Funds

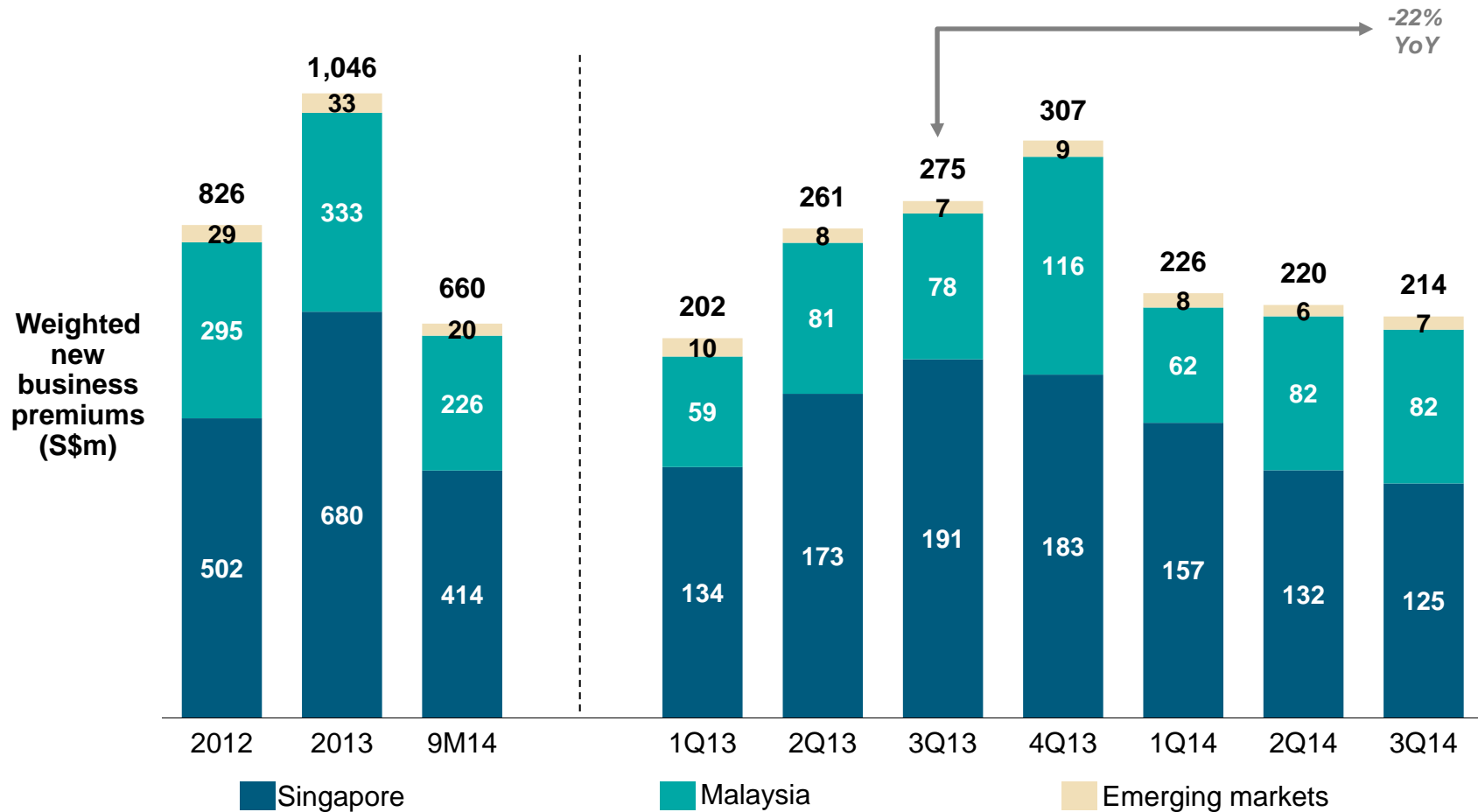


Note: Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus investment income (dividends, coupons, etc)

GEH: Non-operating profit was weaker YoY

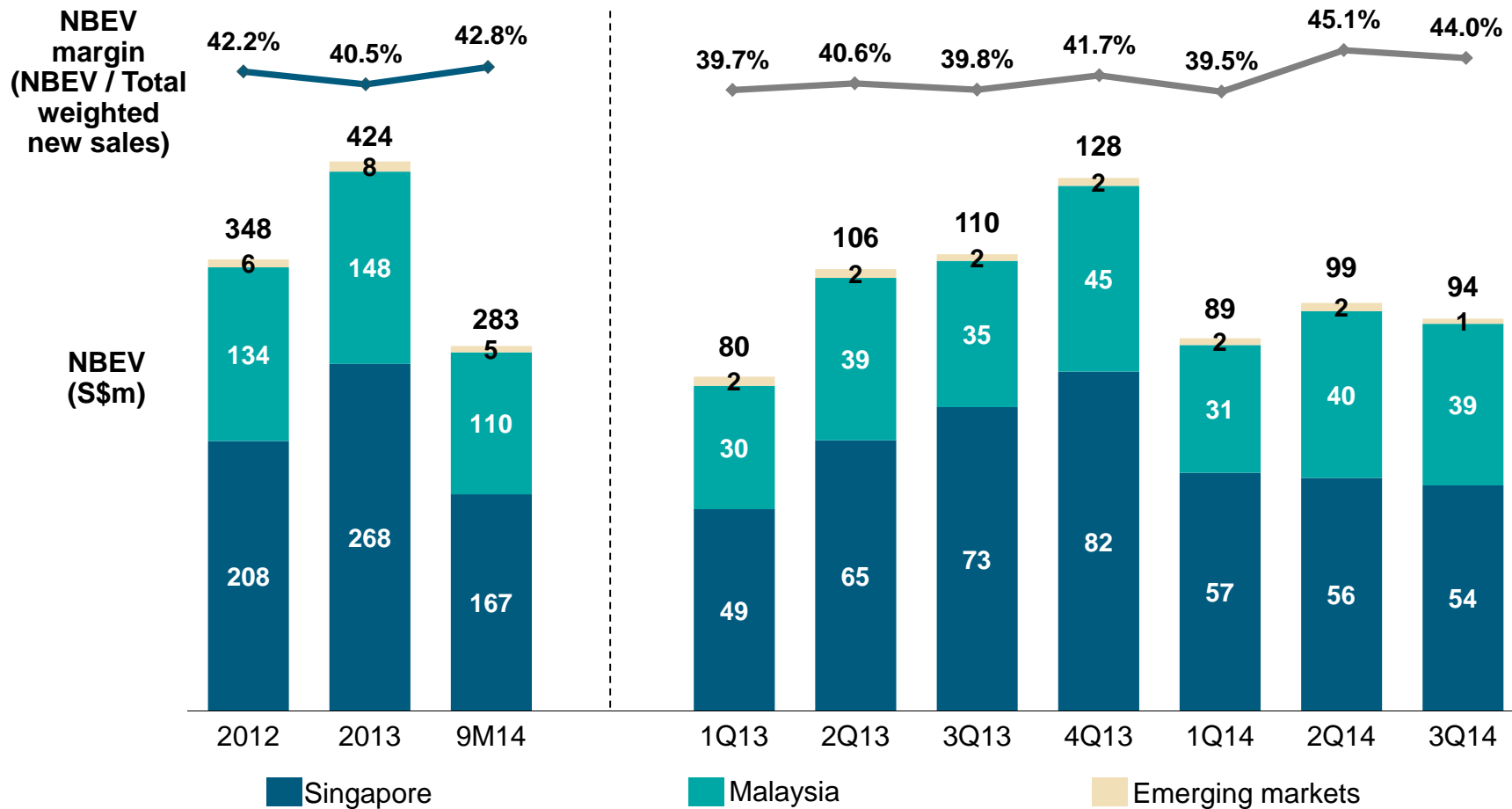


GEH: Total weighted new sales were 22% lower YoY as 3Q13 was boosted by the recapture of an exceptionally high volume of maturing policies



Note: QoQ comparison not relevant given seasonality of insurance sales. For comparative reasons, total weighted new sales figures for periods prior to 3Q14 have been restated using exchange rates as at 30 Sep 2014. Following completion of the sale of 25% stake in the Great Eastern's joint venture in China, sales of emerging markets from 1Q14 reflects reduced stake of 25%.

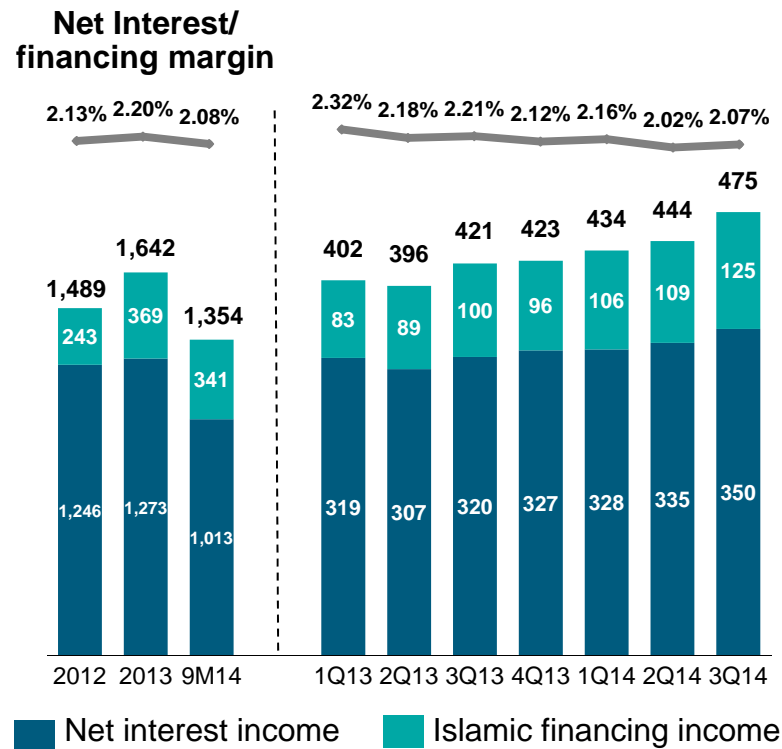
GEH: Increase in *new business embedded value margin*, brought about by positive shift in product and channel mix



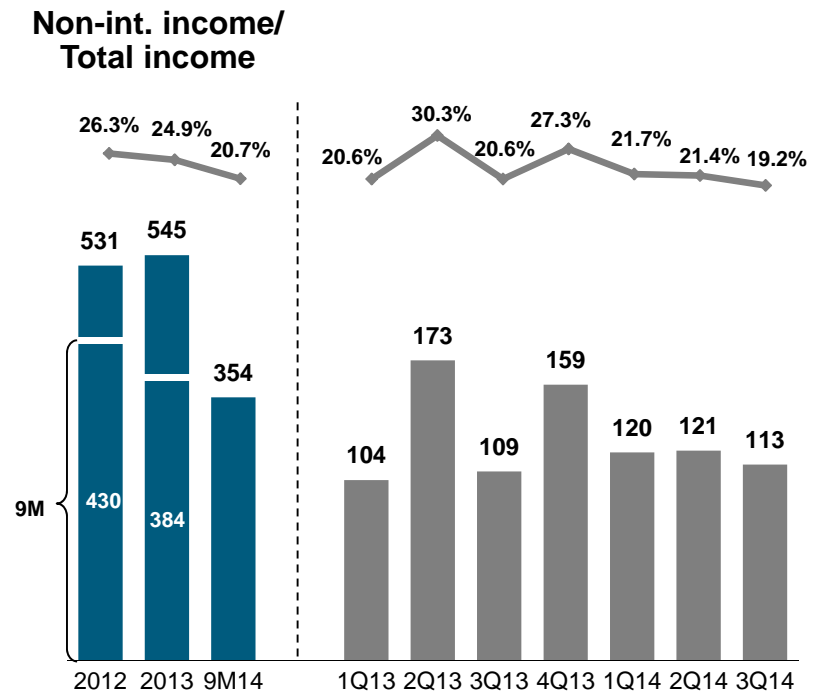
Note: For comparative reasons, NBEV figures for periods prior to 2Q14 have been restated using exchange rates as at 30 Sep 2014. Quarterly NBEV figures in 2013 have been restated to take into account revised actuarial assumptions implemented in 4Q13. Following completion of the sale of 25% stake in the Great Eastern's joint venture in China, NBEV of emerging markets from 1Q14 reflects reduced stake of 25%.

OCBC Malaysia: Total net interest income and Islamic financing income up 13% YoY, non-interest income up 4% YoY

Net interest income and Islamic financing income (RM m)



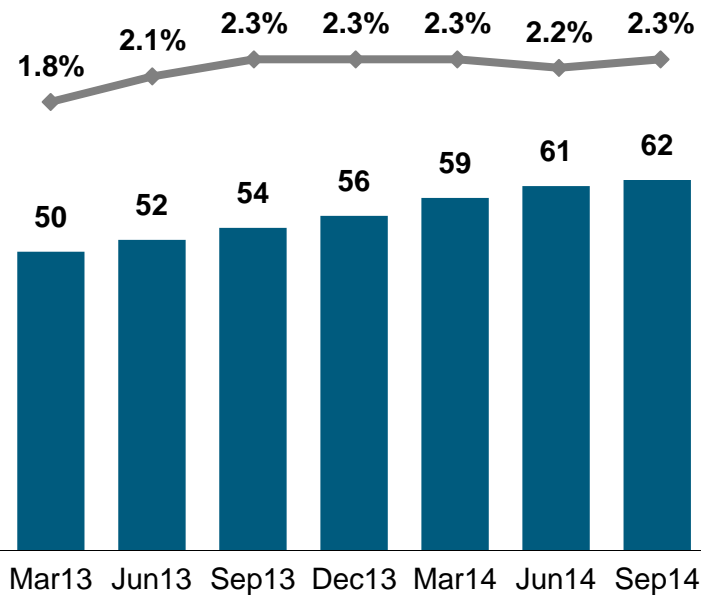
Non-interest income (RM m)



OCBC Malaysia: Loans expanded 14% YoY; NPL ratio steady YoY

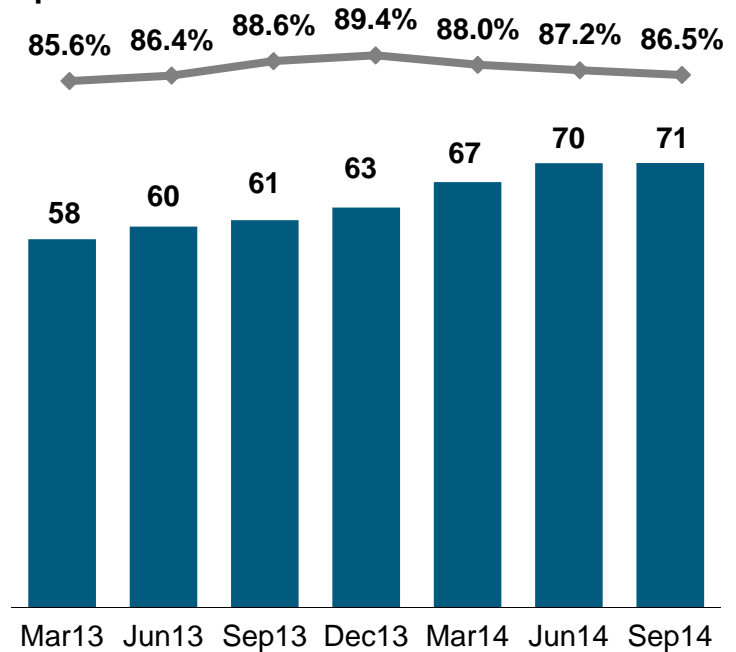
Gross Loans (RM b)

NPL Ratio



Deposits (RM b)

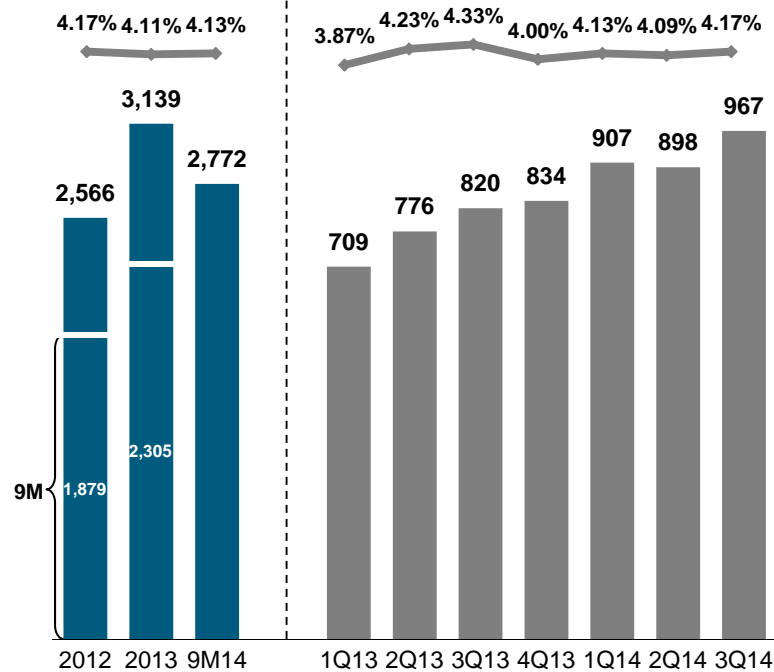
Loans / Deposits



OCBC NISP: Net interest income increased 18% YoY, NIM improved QoQ to 4.17%

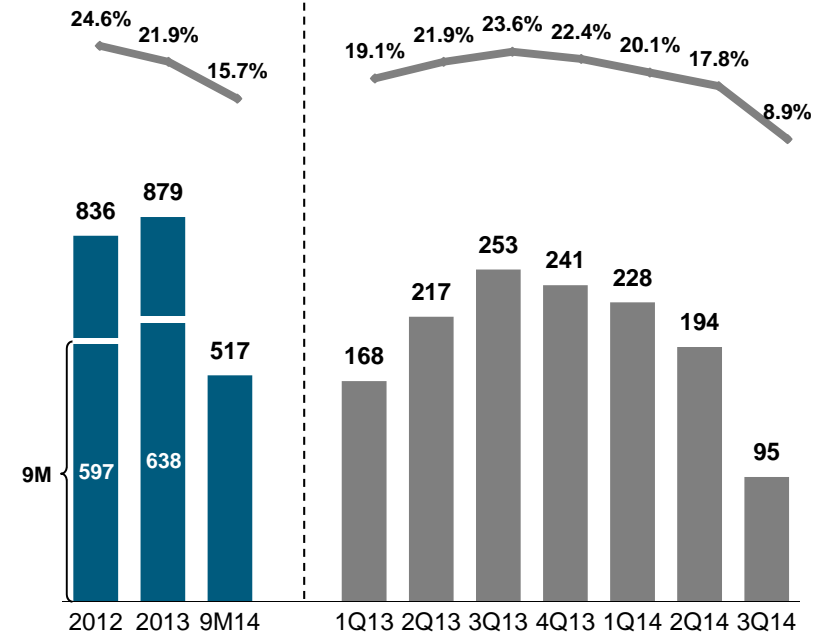
Net interest income (Rp b)

Net interest margin



Non-interest income (Rp b)

Non-int. income/ Total income

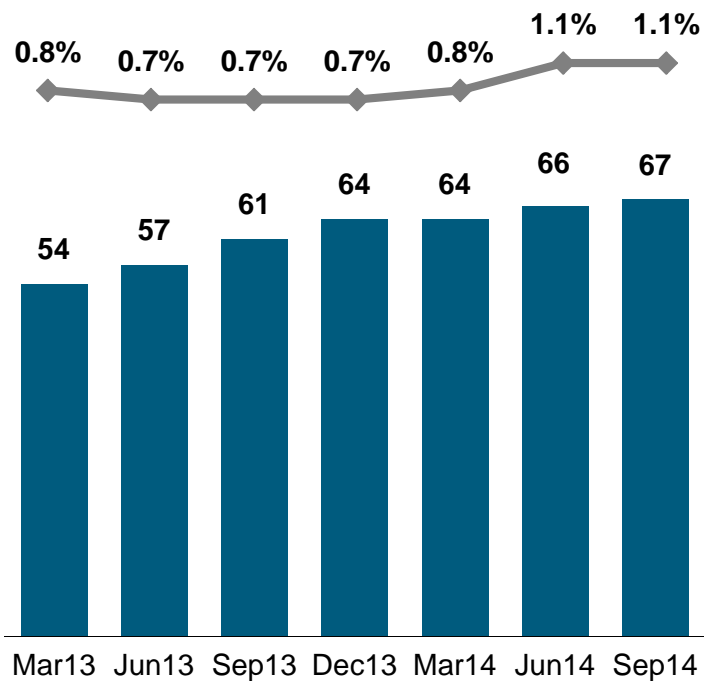


Note: NIM and Non-interest Income/Total Income ratio calculation based on Bank Indonesia's guidelines

OCBC NISP: Loans grew 9% YoY; deposits rose 26% YoY

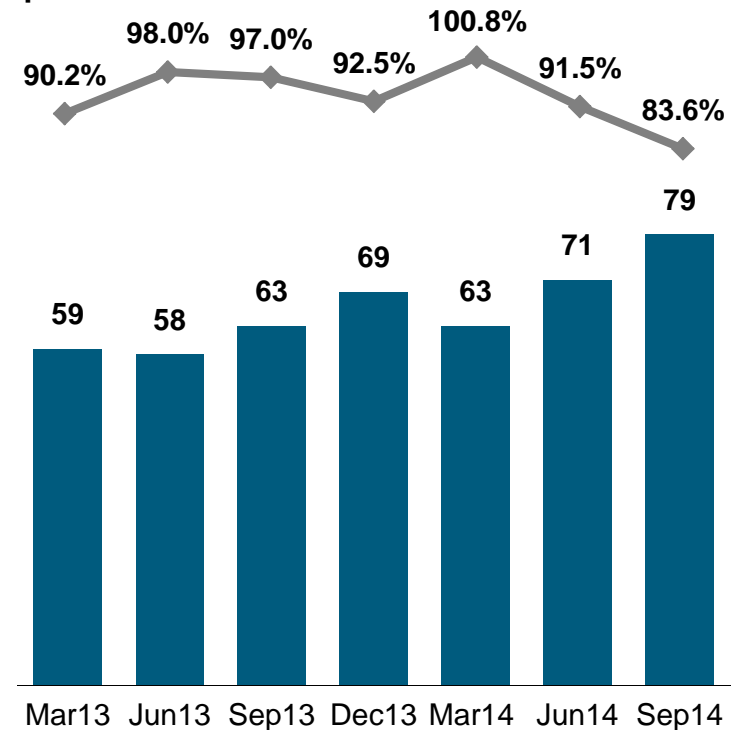
Gross Loans (Rp t)

NPL Ratio



Deposits (Rp t)

Loans / Deposits



CASA Ratio

47.3% 44.8% 44.8% 38.9% 36.1% 37.3% 30.5%



Note: NPL ratio and LDR calculation based on Bank Indonesia's guidelines

Agenda

Results Overview

3Q14 Group Performance Trends

Performance of Major Subsidiaries

- OCBC Wing Hang
- Great Eastern Holdings
- OCBC Malaysia
- OCBC NISP

Greater China Strategy with the addition of OCBC Wing Hang

Appendix: Financial Highlights of Malaysian and Indonesian Subsidiaries

OCBC Greater China Strategy

Leverage OCBC's coordinated and connected platform of geographical network, in-market franchise and onshore-offshore competencies in commercial banking and wealth management as competitive advantage

Serve onshore and regional needs of customers in Greater China

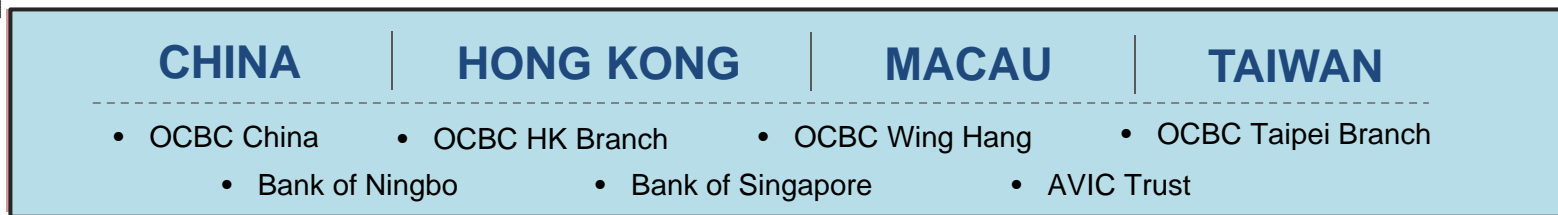
GREATER CHINA



Cross Border & Offshore Needs



SOUTH EAST ASIA & REST OF WORLD



COMMERCIAL BANKING

Trade, capital and investment flows between Greater China and S E Asia



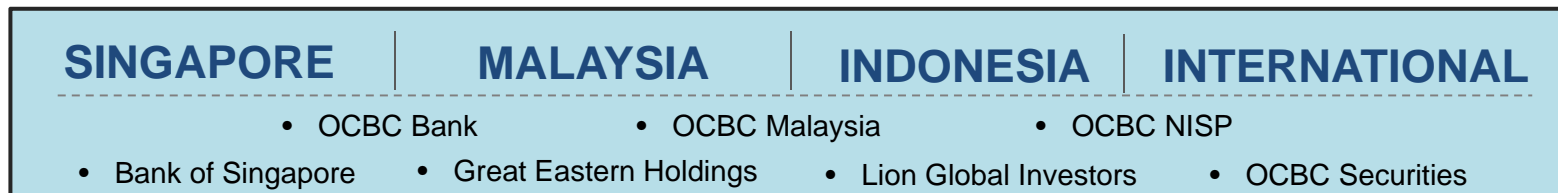
WEALTH MANAGEMENT

Offshore and diversification wealth management needs of private and affluent customers



INSURANCE

Offshore insurance solutions to Greater China residents. Onshore strategy under review



Greater China Re-positioning - with OCBC Wing Hang

1. Leverage Group resources to accelerate Wealth Management, Retail & Commercial Banking and Insurance business growth supported by an enlarged product suite, expanded geographical coverage and bigger customer franchise
2. Capture trade, capital and wealth flows associated with increased economic interconnectivity between Greater China and South East Asia; and capitalize on cross border investment and wealth management opportunities arising from growing wealth accumulation in the region
3. Strengthen customer deposit funding base in USD and RMB for OCBC Group

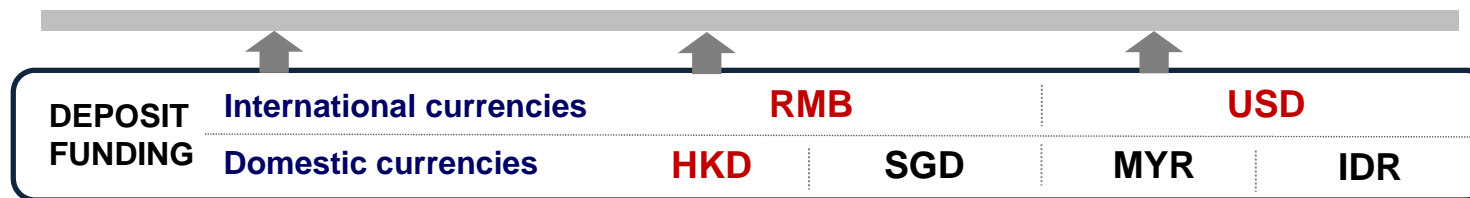
WEALTH MANAGEMENT, RETAIL & COMMERCIAL BANKING

- Additional customer segments, products and network coverage
- Target affluent customers, high networth individuals and SME business owners
- Grow our wealth management product suite and expand our loan, trade and treasury product offering
- Support the enlarged customer base with the OCBC global network of over 630 branches and representative offices in 18 countries and territories

INSURANCE

- Offer offshore insurance services through Great Eastern Holdings

Greater China Business Focus



Structured approach with strong management oversight to drive execution of strategy

Greater China Business Council

OCBC / OCBC Wing Hang Hong Kong Business Council

Functional Support & Resources from OCBC Singapore

Integration Steering Committee

Greater China Business Focus

Deepen relationships with Large Corporates

- Continue focus on growing **large corporate relationships** through OCBC Hong Kong branch, including **Hong Kong blue chip companies and Chinese Top Tier SOEs**
- Leverage on OCBC Wing Hang's presence in the **Pearl River Delta** region and make use of our onshore-offshore competency to increase penetration of Chinese SOEs and top corporates

Grow SME Segment

- Extend OCBC Wing Hang's successful **SME lending model to OCBC China**
- Expand product suite to include **RMB and USD** structured products to deepen penetration of SME and provide "**international currency**" funding to Group

Expand Product & Service Suite

- Introduce **wealth management and advisory services** to the enlarged customer base
- Extend **offshore banking and offshore network services** to individuals and businesses – products and market access
- Roll out **treasury services** to OCBC Wing Hang's business customers. **Develop Investment Banking**

Strengthen Sales Management & Promote Group Customer Concept

- Revamp **Sales Management** -- support sales efforts with training, product development, incentive programmes and sales promotion
- Promote **group customer concept** -- addressing customers' needs with the **collective resources of the Bank and its subsidiaries** in private banking (Bank of Singapore), commercial banking (OCBC Malaysia, OCBC China, OCBC NISP), insurance (Great Eastern), asset management (Lion Global Investors) and securities (OSPL)

Deepen Penetration – Increase Cross-sell

- Increase **product penetration** through **cross-sell -- Private Banking** for SME business owners, Wealth and OCBC **Premier Banking** for mass affluent mortgage & tax loan customers, **Offshore Banking** for Greater China customers in South East Asia, **Treasury** products for SME businesses

Leverage network synergies – Flow Business and Deposits

- Provide network support to OCBC's customers expanding into Greater China with OCBC Wing Hang's broad based branch coverage in the Pearl River Delta region, and vice versa
- Capture the increasing **flows of trade, capital and wealth** between the core markets of Singapore, Malaysia, Indonesia and Greater China
- Access **USD and RMB** customer deposits for OCBC group

Integration in Motion

Post Offer close on 29 July, priority initiatives completed on schedule

100% Acquisition Completed

- Fully acquired OCBC Wing Hang on 15 Oct 2014
- Delisted from the Hong Kong Stock Exchange on 16 Oct 2014
- Rights issue offer successfully closed on 26 Sept 2014, with a subscription rate of 171.5%

OCBC Wing Hang Name and Brand Launched

- Wing Hang Bank legal name changed; rebranded OCBC Wing Hang in HK & Macau on 1 Oct 2014
- All physical branches & ATMs in the two markets, digital platforms as well as corporate, staff, customer and marketing materials rebranded. Customers notified through more than 500,000 letters sent
- Build the OCBC Wing Hang Brand in HK and Macau. Multi-channel credentials advertising campaign in progress. Commenced on 6 Oct 2014, extending till Feb 2015

Collaborative Programmes Launched

- A team of relationship managers from OCBC Wing Hang being set up in Bank of Singapore, to target business owners for private banking
- Business Key Performance Indicators being established for front-line teams
- Sales training being rolled out to enhance sales performance and cross-selling capabilities

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3Q14 Group Performance Trends

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 - OCBC NISP
-

Greater China Strategy with the addition of OCBC Wing Hang

Appendix: Financial Highlights of Malaysian and Indonesian Subsidiaries

OCBC Malaysia: 3Q14 net profit 4% lower YoY

OCBC Malaysia	3Q14 RM m	3Q13 RM m	YoY +/(-)%	2Q14 RM m	QoQ +/(-)%
Net interest income	350	320	9	335	4
Islamic Financing Income	125	100	24	109	15
Non-interest income	113	109	4	121	(7)
Total income	588	529	11	565	4
Operating expenses	(248)	(223)	11	(232)	7
Operating profit	340	306	11	333	2
Allowances	(65)	(20)	225	(51)	27
Tax	(67)	(70)	(4)	(65)	3
Net profit	208	216	(4)	217	(4)

Key ratios (%)

Cost / Income	42.2	42.2		41.1
ROE	14.4	16.2		15.4
CAR				
- Common Equity Tier 1	12.3	11.8		12.4
- Tier 1	13.8	13.7		14.0
- Total CAR	16.4	16.8		16.6



Note: Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia

OCBC Malaysia: 9M14 net profit declined 7% YoY

OCBC Malaysia	9M14 RM m	9M13 RM m	YoY +/(-)%
Net interest income	1,013	946	7
Islamic Financing Income	341	272	25
Non-interest income	354	384	(8)
Total income	1,708	1,602	7
Operating expenses	(696)	(642)	8
Operating profit	1,012	960	5
Allowances	(167)	(43)	288
Tax	(203)	(226)	(10)
Net profit	642	691	(7)

Key ratios (%)

Cost / Income	40.8	40.1
ROE	15.2	17.3
CAR		
- Common Equity Tier 1	12.3	11.8
- Tier 1	13.8	13.7
- Total CAR	16.4	16.8



Note: Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia

OCBC NISP: 3Q14 net profit increased 3% YoY to a new quarterly high

OCBC NISP	3Q14 RP b	3Q13 RP b	YoY +/(-)%	2Q14 RP b	QoQ +/(-)%
Net interest income	967	820	18	898	8
Non-interest income	95	253	(63)	194	(51)
Total income	1,062	1,073	(1)	1,092	(3)
Operating expenses	(624)	(570)	9	(643)	(3)
Operating profit	438	503	(13)	449	(3)
Allowances	(24)	(100)	(77)	(62)	(62)
Non Op Income / (Expenses)	0	0	-	1	-
Tax	(104)	(101)	3	(97)	7
Net profit	310	302	3	291	7

Key ratios (%)

Cost / Income	58.9	53.1		58.8
ROE	9.0	13.3		8.5
CAR				
- Tier 1	17.4	12.9		17.9
- Total CAR	19.0	14.9		19.7



Note: Capital ratios are computed based on the standardised approach under the Basel II framework

OCBC NISP: 9M14 net profit, a record nine months performance, up 12% YoY

OCBC NISP	9M14 RP b	9M13 RP b	YoY +/(-)%
Net interest income	2,772	2,305	20
Non-interest income	517	638	(19)
Total income	3,289	2,943	12
Operating expenses	(1,880)	(1,638)	15
Operating profit	1,409	1,305	8
Allowances	(152)	(186)	(18)
Non Op Income / (Expenses)	-	(1)	-
Tax	(315)	(280)	12
Net profit	942	838	12

Key ratios (%)

Cost / Income	57.2	55.7
ROE	9.2	12.5
CAR		
- Tier 1	17.4	12.9
- Total CAR	19.0	14.9



Note: Capital ratios are computed based on the standardised approach under the Basel II framework

Third Quarter 2014 Results

Thank You

