

2016 Full Year Results Presentation

14 February 2017



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Agenda

Results Overview

FY16 Group Performance Trends

Appendix: Performance of Major Subsidiaries

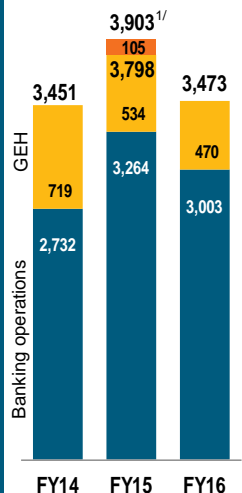
- Great Eastern Holdings
- OCBC Wing Hang
- OCBC Malaysia
- OCBC NISP

FY16 Highlights

Resilient earnings in a challenging operating environment

Earnings

Core net profit (S\$m)



Net Interest Income: S\$5.1b

(2015: S\$5.2b)

Non-interest Income: S\$3.4b

(2015: S\$3.5b)

Operating Expenses: S\$3.8b

(2015: S\$3.7b)

Allowances: S\$0.7b

(2015: S\$0.5b)

Net Profit: S\$3.5b

(2015: S\$3.9b)^{1/}

ROE: 10.0%

(2015: 12.3%)

- Results underscored strength of diversified franchise
 - Wealth management fee income & AUM rose to new highs
 - Strong insurance growth in TWNS, NBEV and NBEV margin
 - Indonesia continued to perform strongly
- Continued stress in the oil and gas sector led to higher allowances and NPLs; remaining credit portfolio continued to be stable
- Disciplined cost management; tight control on headcount
- Pro-active monitoring and provisioning
- Prudent risk management; healthy allowance coverage ratios

Assets and liabilities

Customer Loans: S\$220b

(2015: S\$211b)

Customer Deposits: S\$261b

(2015: S\$246b)

- Loans growth slower than deposits growth
- CASA deposits continued to rise, forming 51.1% of total deposits

Capital and liquidity

CET1 ratio: 14.7%

(2015: 14.8%)

Leverage ratio: 8.2%

(2015: 8.0%)

All-currency LCR: 145%

(4Q15: 124%)

- Maintained strong liquidity, funding and capital position

2016 Group Performance

Full year net profit declined 11% YoY to S\$3.5b

OCBC Group	FY16 S\$m	FY15 S\$m	YoY +/(-)%
Net interest income	5,052	5,189	(3)
Non-interest income	3,437	3,533	(3)
Total income	8,489	8,722	(3)
Operating expenses	(3,788) ^{1/}	(3,664)	3 ^{1/}
Operating profit	4,701	5,058	(7)
Amortisation of intangibles	(96)	(98)	(1)
Allowances	(726)	(488)	49
Associates	396	353	13
Tax & non-controlling interest ("NCI")	(802)	(922)	(13)
Net profit	3,473	3,903^{2/}	(11)



1/ FY16 included integration costs of S\$34m relating to the acquisition of the wealth and investment management business of Barclays PLC in Singapore and Hong Kong in Nov 16. Excluding integration costs, expenses grew 2%

2/ FY15 included a realised gain of S\$136m from the sale of an investment in GEH's equity portfolio. OCBC Group's share of net profit after tax and NCI amounted to S\$105m

4Q16 Group Performance

Net profit for the fourth quarter fell 16% QoQ and 18% YoY to S\$789m

OCBC Group	4Q16 S\$m	3Q16 S\$m	QoQ +/(-)%	4Q15 S\$m	YoY +/(-)%
Net interest income	1,251	1,234	1	1,341	(7)
Non-interest income	926	970	(5)	960	(4)
Total income	2,177	2,204	(1)	2,301	(5)
Operating expenses	(981) ^{1/}	(953) ^{1/}	3 ^{1/}	(974)	1 ^{1/}
Operating profit	1,196	1,251	(4)	1,327	(10)
Amortisation of intangibles	(24)	(23)	2	(25)	(1)
Allowances	(305)	(166)	84	(193)	57
Associates	82	105	(22)	63	30
Tax & non-controlling interest ("NCI")	(160)	(224)	(29)	(212)	(25)
Net profit	789	943	(16)	960	(18)

2016 Banking Operations Performance

Full year net profit *before GEH* contribution (“Banking Operations”) fell 8% YoY to S\$3.0b

Banking Operations	FY16 S\$m	FY15 S\$m	YoY +/(-)%
Net interest income	4,955	5,099	(3)
Non-interest income	2,590	2,477	5
Total income	7,545	7,576	-
Operating expenses	(3,570) ^{1/}	(3,446)	4 ^{1/}
Operating profit	3,975	4,129	(4)
Allowances	(710)	(460)	54
Associates	410	371	11
Amortisation, tax & NCI	(673)	(775)	(13)
Net profit from banking operations	3,003	3,264	(8)
GEH net profit contribution	470	639^{2/}	(26)
OCBC Group net profit	3,473	3,903	(11)



1/ FY16 included integration costs of S\$34m relating to the acquisition of the wealth and investment management business of Barclays PLC in Singapore and Hong Kong in Nov 16. Excluding integration costs, expenses grew 3%

2/ FY15 included a realised gain of S\$136m from the sale of an investment in GEH's equity portfolio. OCBC Group's share of net profit after tax and NCI amounted to S\$105m

4Q16 Banking Operations Performance

4Q16 net profit *before GEH* contribution down 20% QoQ and 19% YoY to S\$630m

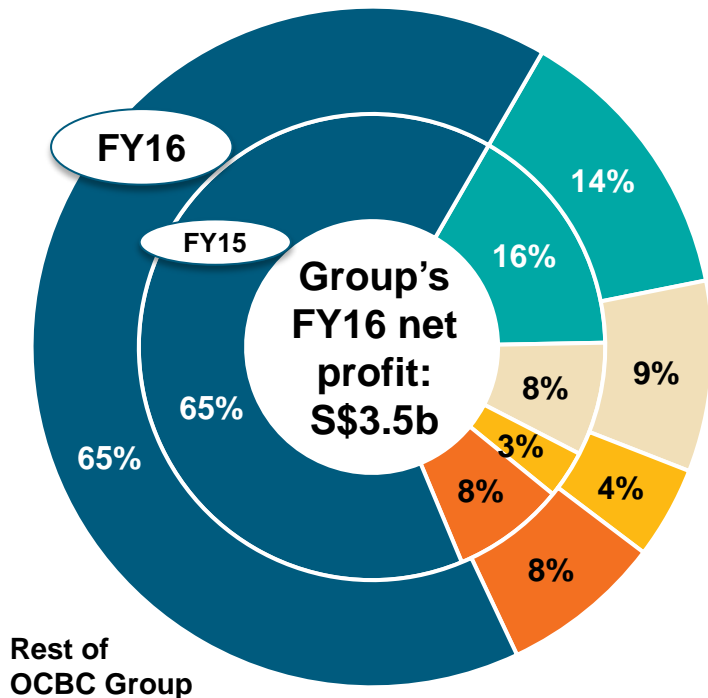
Banking Operations	4Q16 S\$m	3Q16 S\$m	QoQ +/(-)%	4Q15 S\$m	YoY +/(-)%
Net interest income	1,227	1,209	1	1,312	(6)
Non-interest income	660	706	(7)	677	(3)
Total income	1,887	1,916	(2)	1,989	(5)
Operating expenses	(927) ^{1/}	(896) ^{1/}	4 ^{1/}	(916)	1 ^{1/}
Operating profit	959	1,020	(6)	1,074	(11)
Allowances	(301)	(161)	87	(181)	66
Associates	86	110	(22)	68	26
Amortisation, tax & NCI	(115)	(186)	(38)	(181)	(37)
Net profit from banking operations	630	783	(20)	780	(19)
GEH net profit contribution	160	159	-	180	(11)
OCBC Group net profit	789	943	(16)	960	(18)



^{1/} 4Q16 and 3Q16 included integration costs relating to the acquisition of the wealth and investment management business of Barclays PLC in Singapore and Hong Kong in Nov 16. Excluding integration costs, expenses were up 1% QoQ and fell 2% YoY

Subsidiaries' Performance

Major subsidiaries contributed to 35% of the Group's full year net profit



	Key metrics	FY16	FY15	YoY
Great Eastern Holdings	TWNS	S\$1,070m	S\$968m	+11%
	NBEV	S\$466m	S\$383m	+22%
	NBEV margin	43.6%	39.5%	+4.1ppt
	Net profit *	S\$470m	S\$639m	-26%
OCBC Wing Hang	Net profit *	S\$315m	S\$307m	+3% ^{1/}
	Loans	HKD163b	HKD154b	+6%
	Deposits	HKD198b	HKD188b	+5%
OCBC NISP	Net profit *	S\$152m	S\$129m	+18% ^{1/}
	Loans	IDR93t	IDR86t	+9%
	Deposits	IDR104t	IDR87t	+19%
OCBC Malaysia	Net profit *	S\$267m	S\$306m	-13% ^{1/}
	Loans	RM69b	RM70b	-2%
	Deposits	RM72b	RM73b	-2%

Note: Further details on the subsidiaries are set out in the appendix

* Net profit contribution to the Group

"ppt" denotes percentage points

^{1/} In local currency terms, the YoY movement in net profit contribution to the Group was +2% for OCBC Wing Hang, +16% for OCBC NISP and -8% for OCBC Malaysia

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FY16 Group Performance Trends

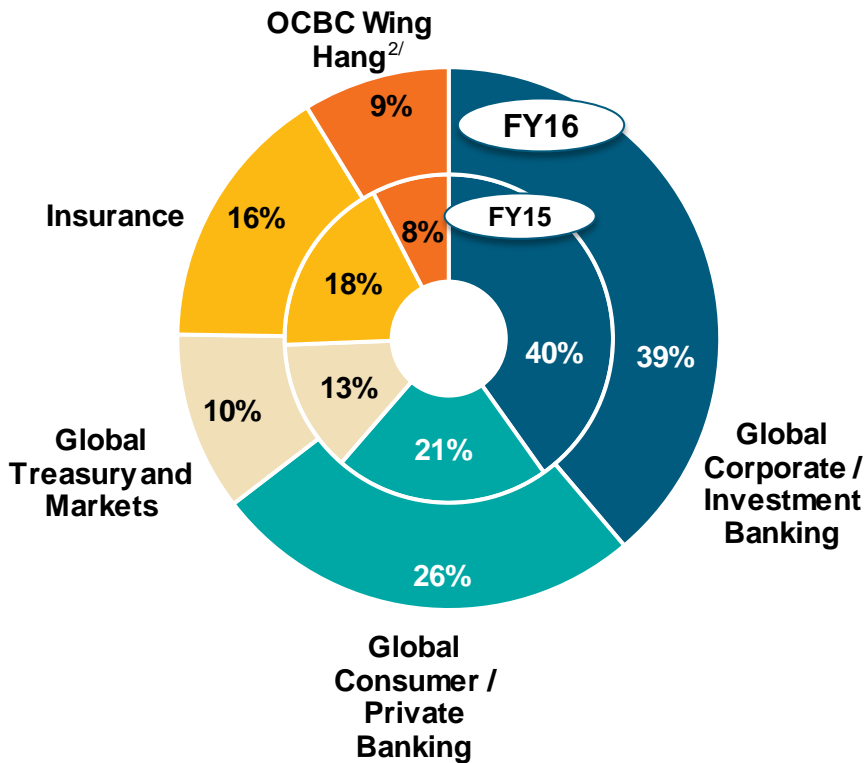
Appendix: Performance of Major Subsidiaries

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

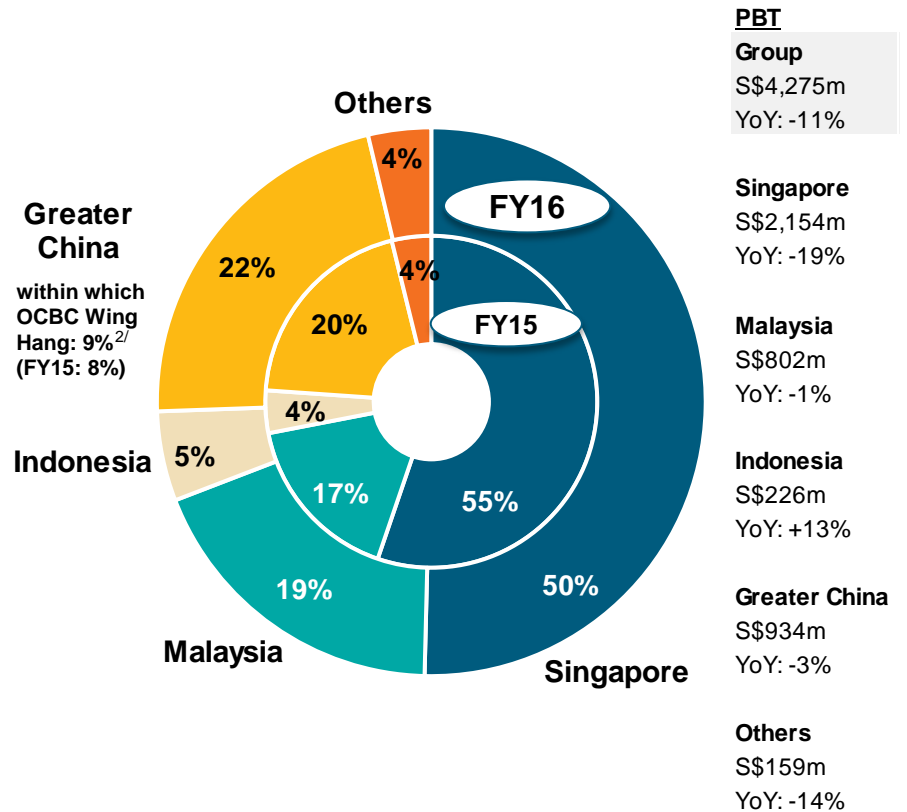
Profit before tax

Earnings well-diversified across key geographies and main businesses

FY16 PBT by Business^{1/}



FY16 PBT by Geography



PBT Group
S\$4,275m
YoY: -11%

Singapore
S\$2,154m
YoY: -19%

Malaysia
S\$802m
YoY: -1%

Indonesia
S\$226m
YoY: +13%

Greater China
S\$934m
YoY: -3%

Others
S\$159m
YoY: -14%

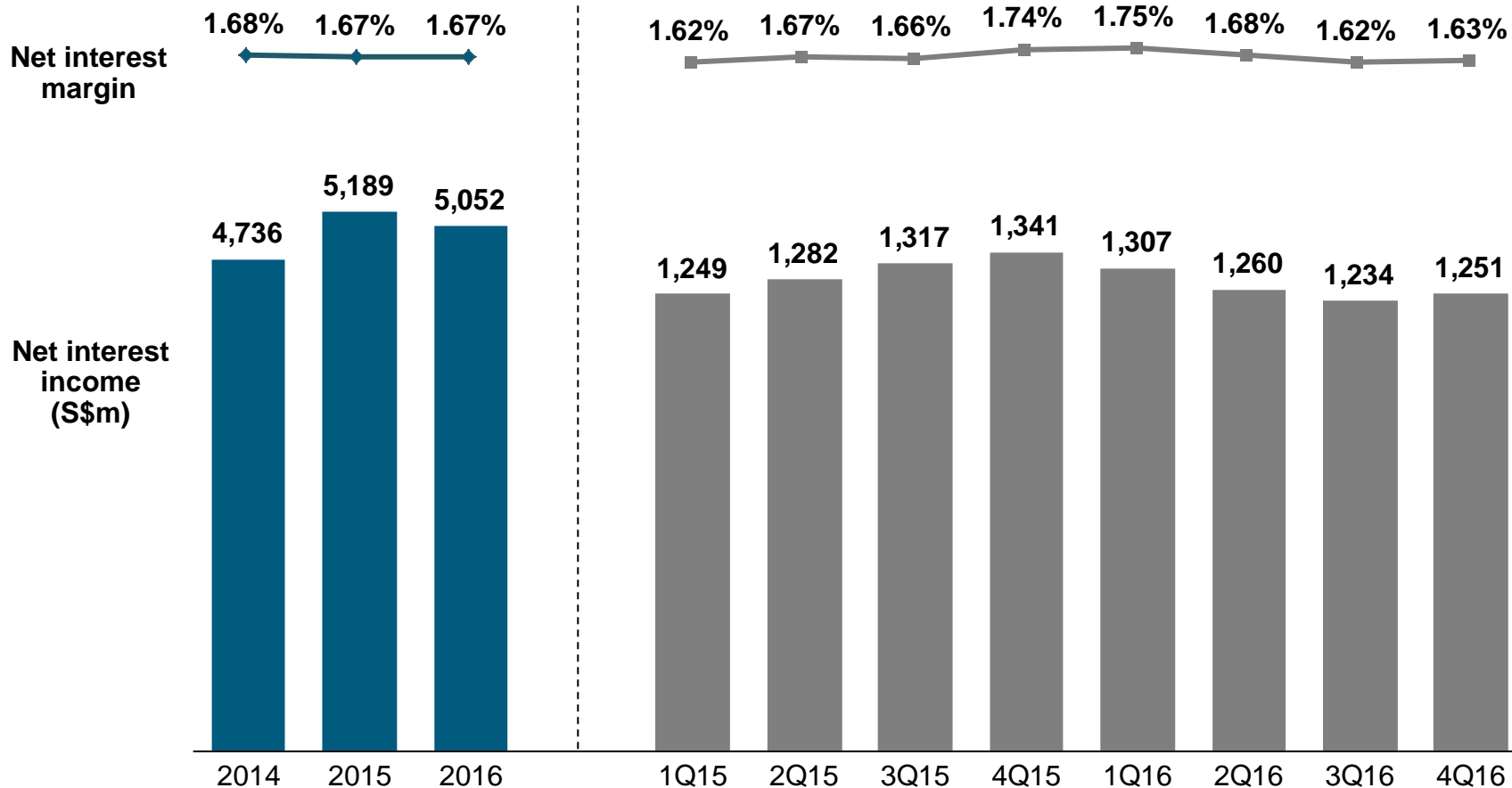


1/ Operating profit after allowances and amortisation. Excludes the Others segment, which comprises mainly property holding, investment holding, items not attributable to the business segments, as well as the offset of OCBC Bank (China) from mid July 2016 which is reported in both the various business segments and OCBC Wing Hang.

2/ This included OCBC Bank (China) from mid July 2016.

Net interest income

2016 NIM stable YoY; net interest income 3% down from lower average asset volumes

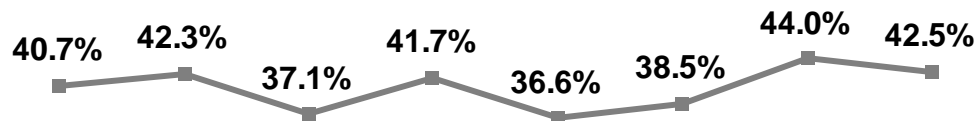


Non-interest income

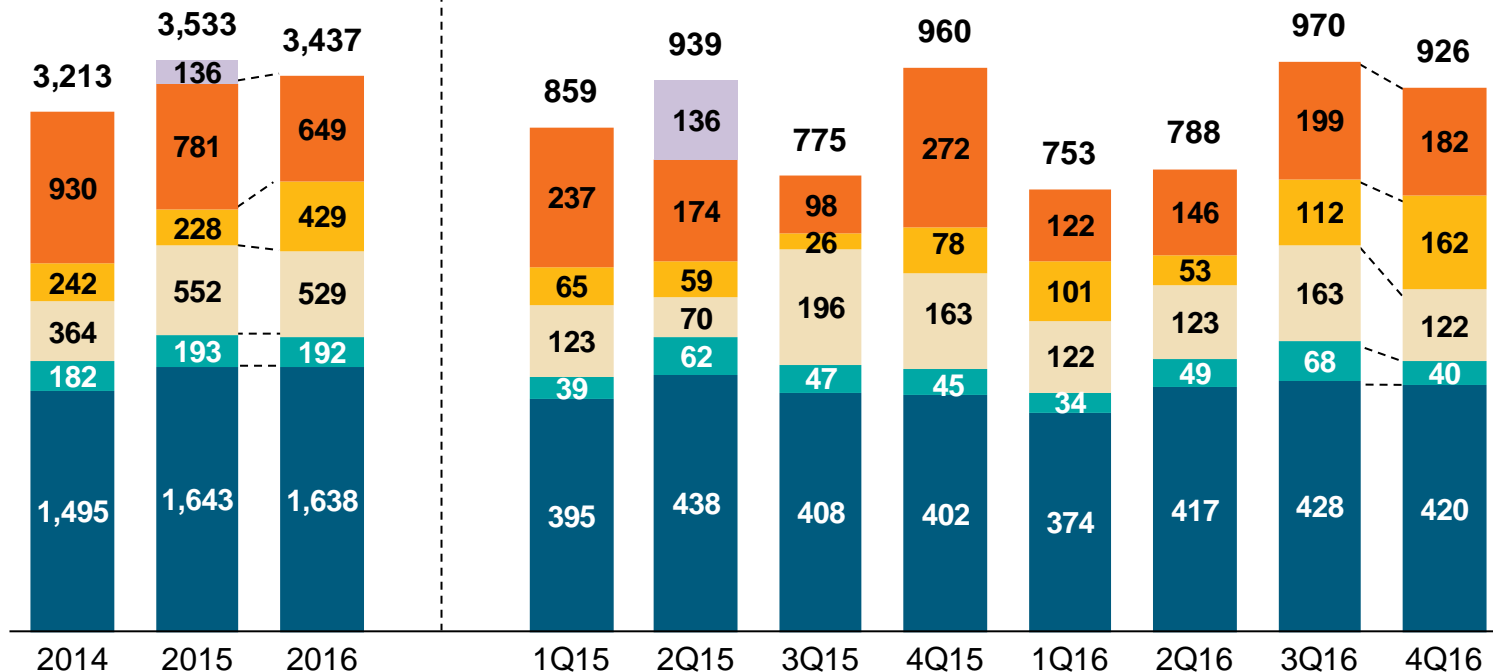
FY16 non-interest income fell 3% YoY, largely from lower insurance income

Non-interest income / Total income

40.4% 40.5% 40.5%



Non-interest income (S\$m)



- Fees & commissions
- Dividends & rental income
- Trading income
- Net gains from investment securities and others
- Life & General Insurance
- Realised gain from the sale of an investment in GEH's equity portfolio



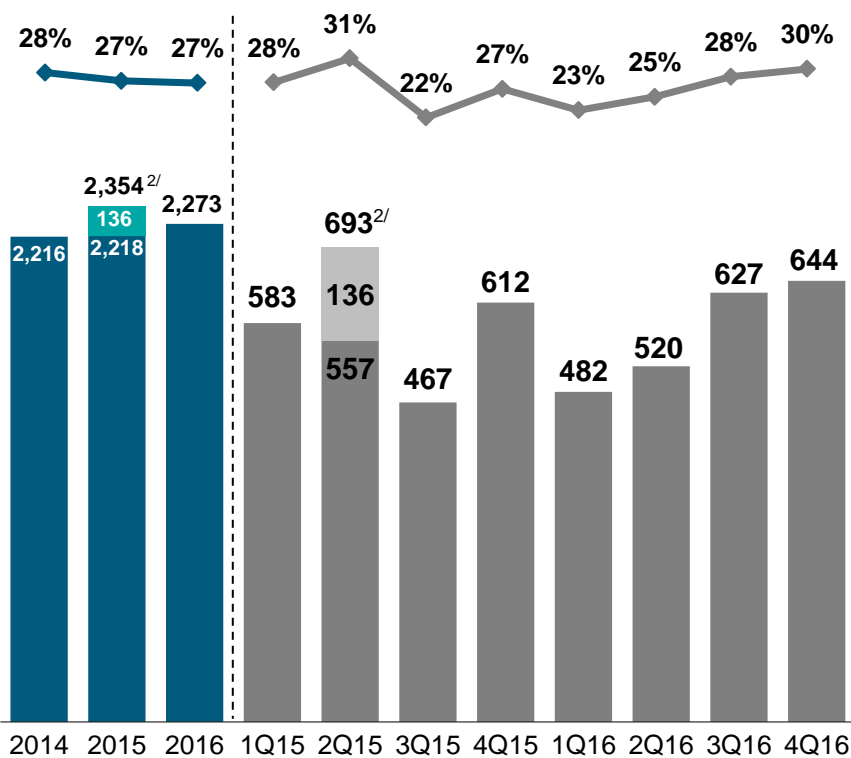
Note: Excludes non-core gains

Wealth Management

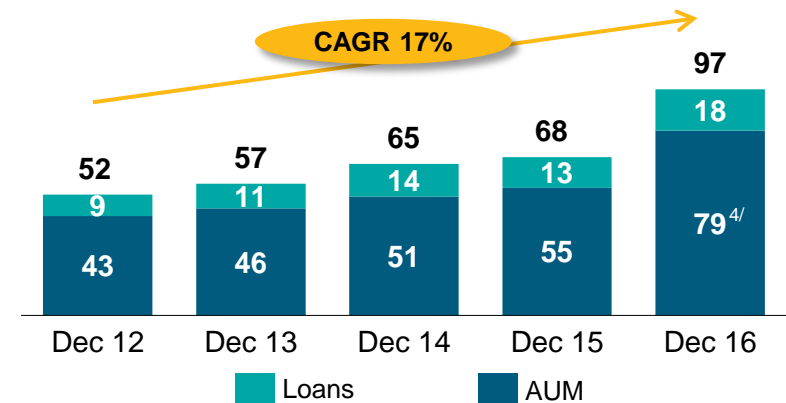
FY16 wealth management income down 3% following drop in GEH contribution;
Excluding GEH, wealth management income grew 10%; BOS' AUM rose 45% to US\$79b

Wealth Management Income^{1/} (S\$m)

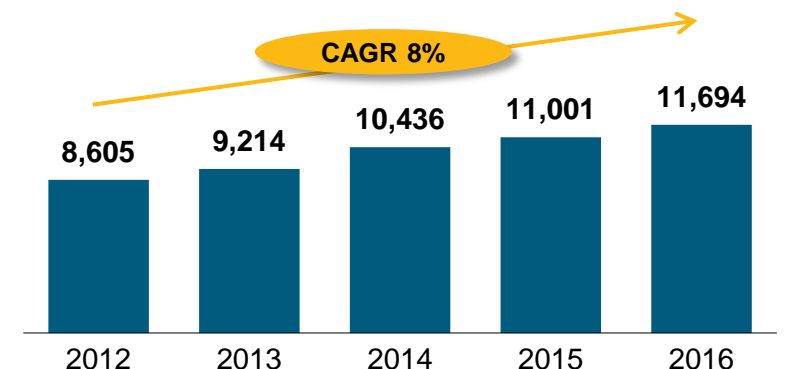
As % of Group income



Bank of Singapore Earning Asset Base (US\$b)



Great Eastern Embedded Value^{3/} (S\$m)



1/ Wealth management income 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.

2/ FY15 and 2Q15 included a realised gain of S\$136m from the sale of an investment in GEH's equity portfolio

3/ An actuarial embedded value is a commonly used technique to estimate the economic value of the existing business of a life insurance company.

4/ As announced on 28 Nov 16, AUM of US\$13b was transferred from the acquisition of Barclays Wealth in Singapore and Hong Kong

Fee & Commissions

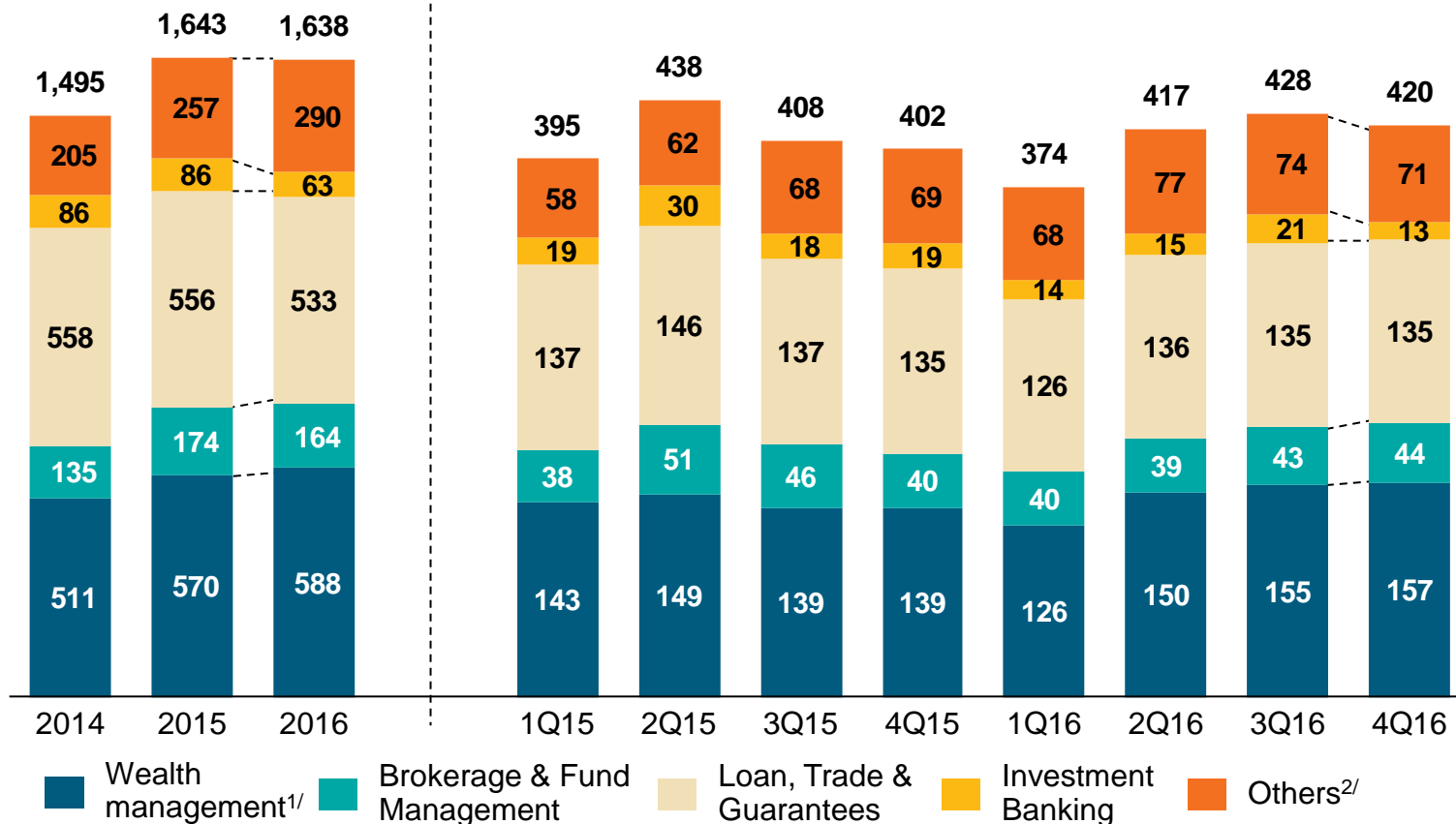
Wealth management fees at new high; fee income contribution to total income up YoY

Fee income / Total income

18.8% 18.8% 19.3%

18.7% 19.7% 19.5% 17.5% 18.2% 20.3% 19.4% 19.3%

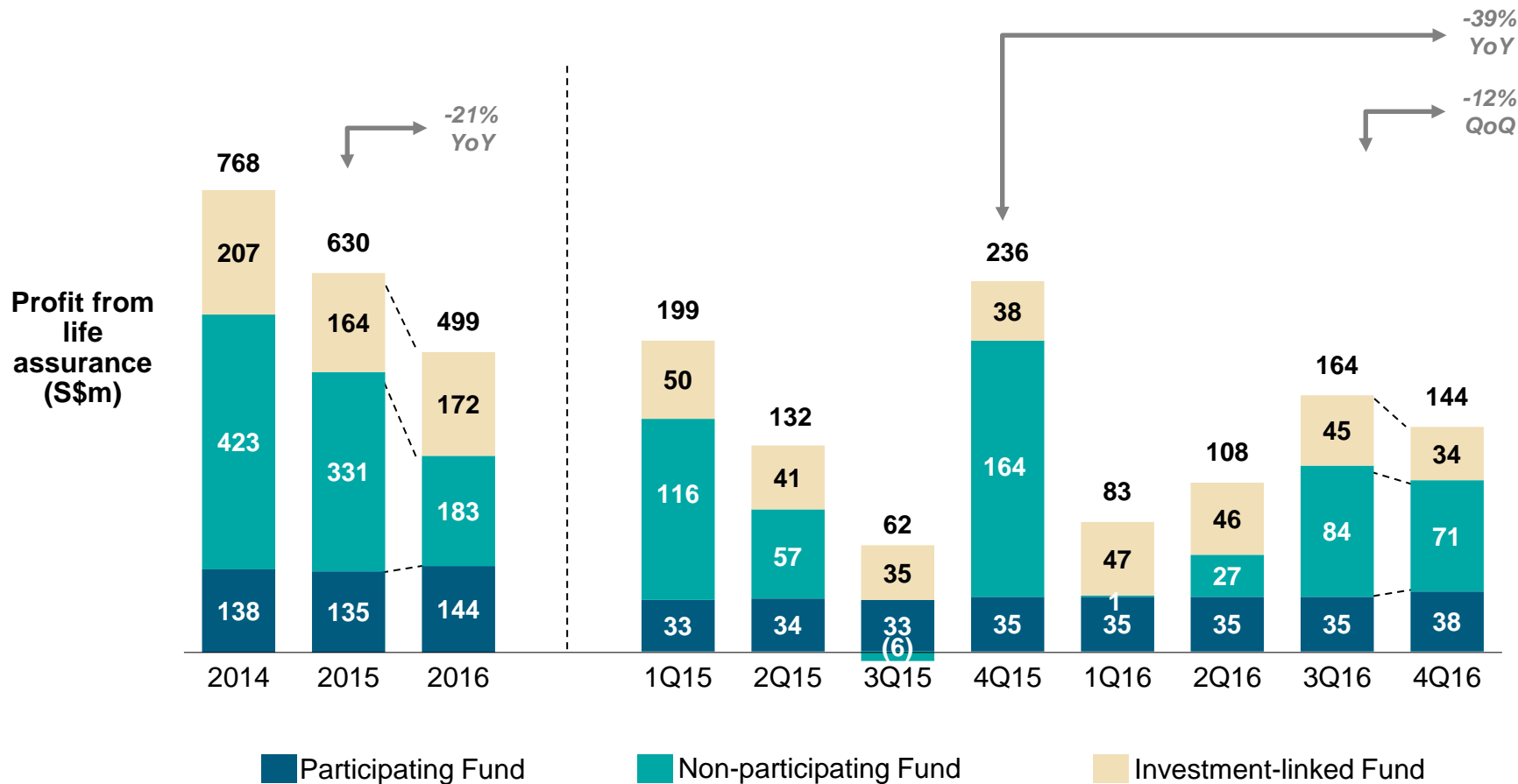
Fees and commissions (\$m)



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

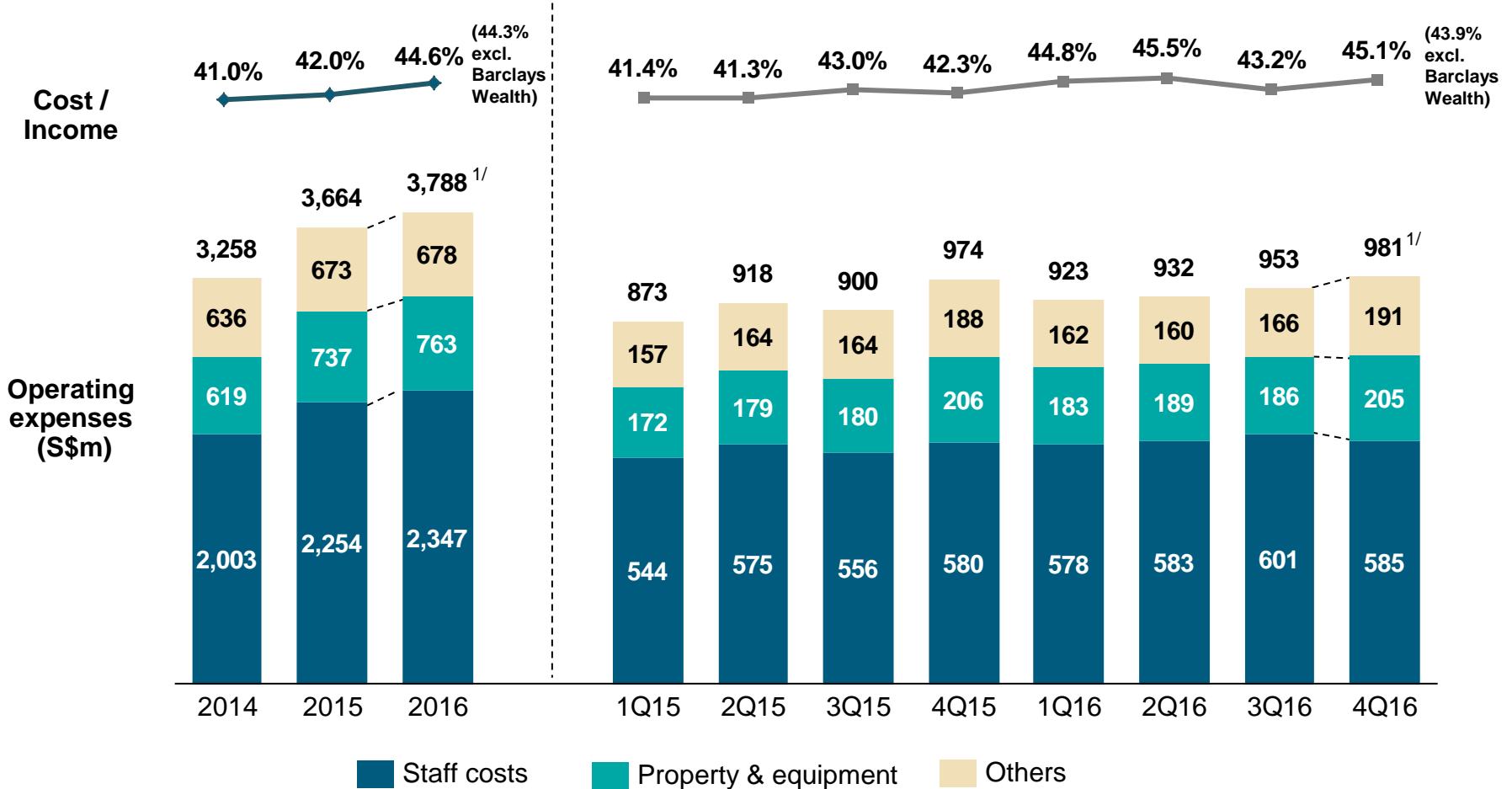
Profit from life assurance

Underlying business remains strong as TWNS and NBEV continued to grow; however profit mainly impacted by higher costs associated with strong sales growth, a rise in medical claims and mark-to-market losses in GEH's Non-participating Fund



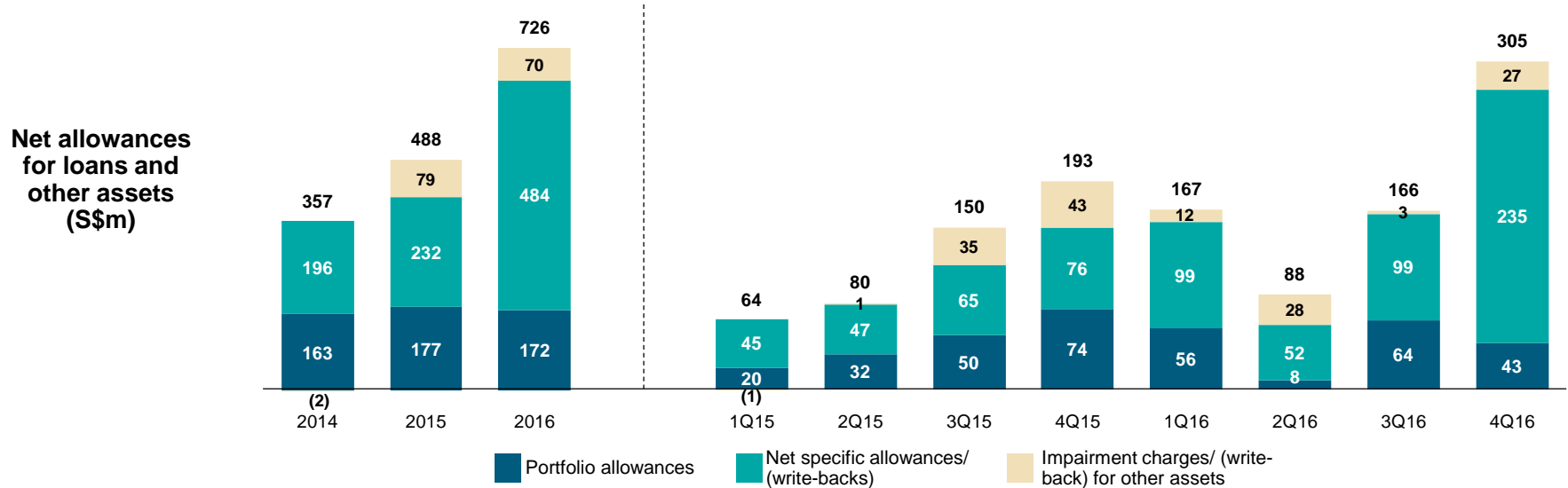
Operating expenses

FY16 expenses were well-controlled, up only 3% YoY; headcount growth tightly controlled. Excluding Barclays Wealth integration costs, expenses grew 2%



Allowances

FY16 net allowances up 49% led by higher specific allowances for corporate accounts in the oil and gas support services sector



As a % of avg. loans (bps) ^{1/}

Net specific loan allowances	10	11	23	9	9	12	14	19	10	19	44
Total loan allowances ^{2/}	19	19	31	13	15	21	28	30	12	31	52

Net specific loan allowances (\$m)

Allowances for new & existing loans	340	418	666	78	90	133	118	136	90	154	286
Write-backs ^{3/}	(96)	(133)	(126)	(23)	(32)	(50)	(29)	(26)	(26)	(36)	(38)
Recoveries ^{4/}	(48)	(53)	(56)	(10)	(11)	(18)	(13)	(11)	(12)	(19)	(13)
Net specific loan allowances	196	232	484	45	47	65	76	99	52	99	235



1/ Quarterly figures annualised

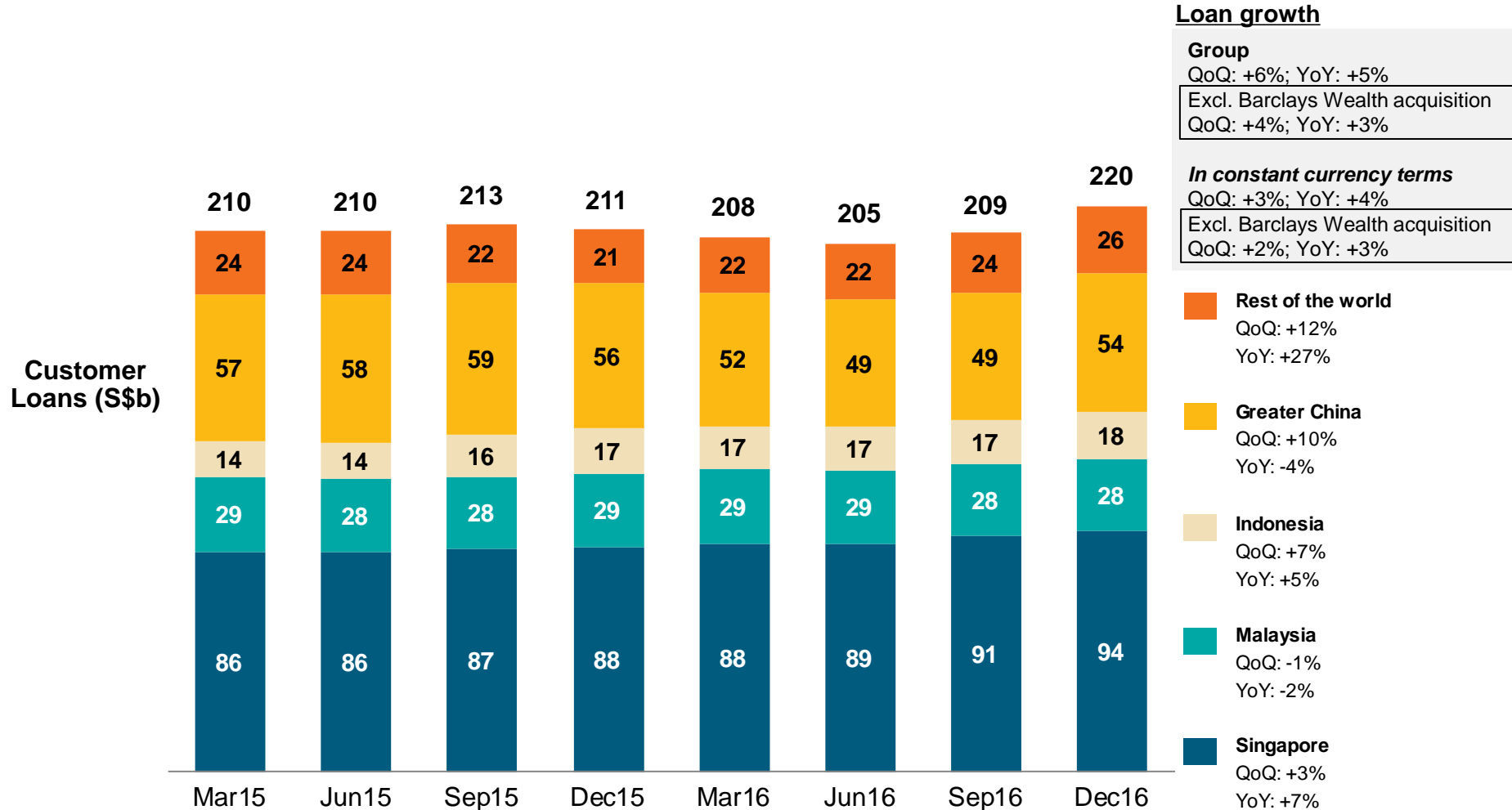
2/ Total loan allowances include net specific allowances and portfolio allowances

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

4/ Recoveries of loans that had been written off

Customer loans

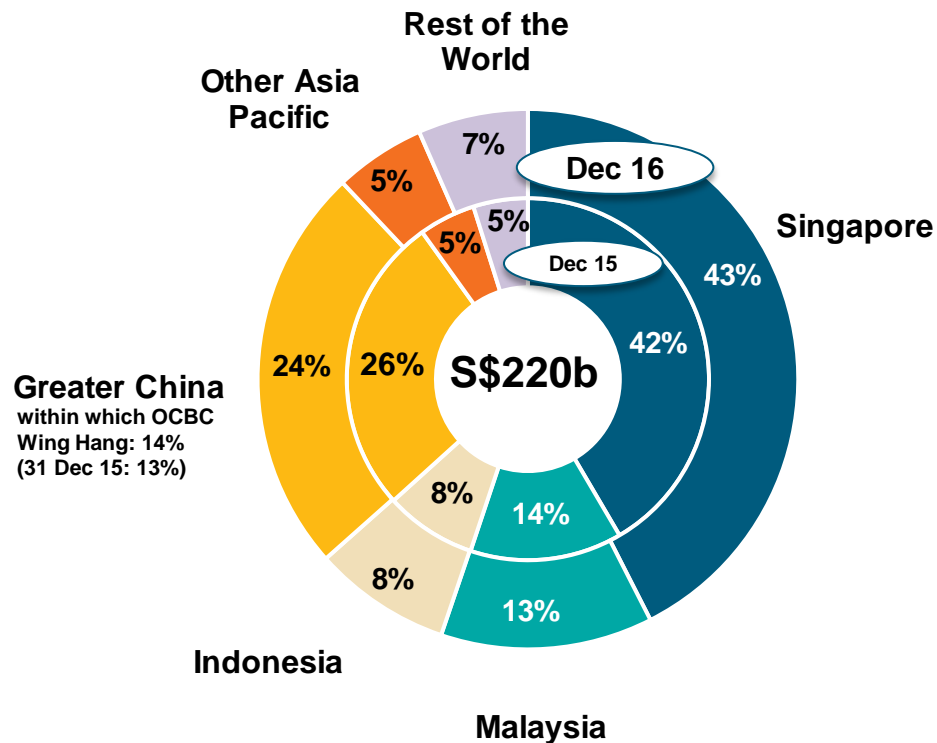
Up 5% YoY, driven by higher housing loans, other consumer-related loans and loans to the building and construction sector



Customer loans

Continue to be well-diversified across geographies and industries

Customer Loans by Geography

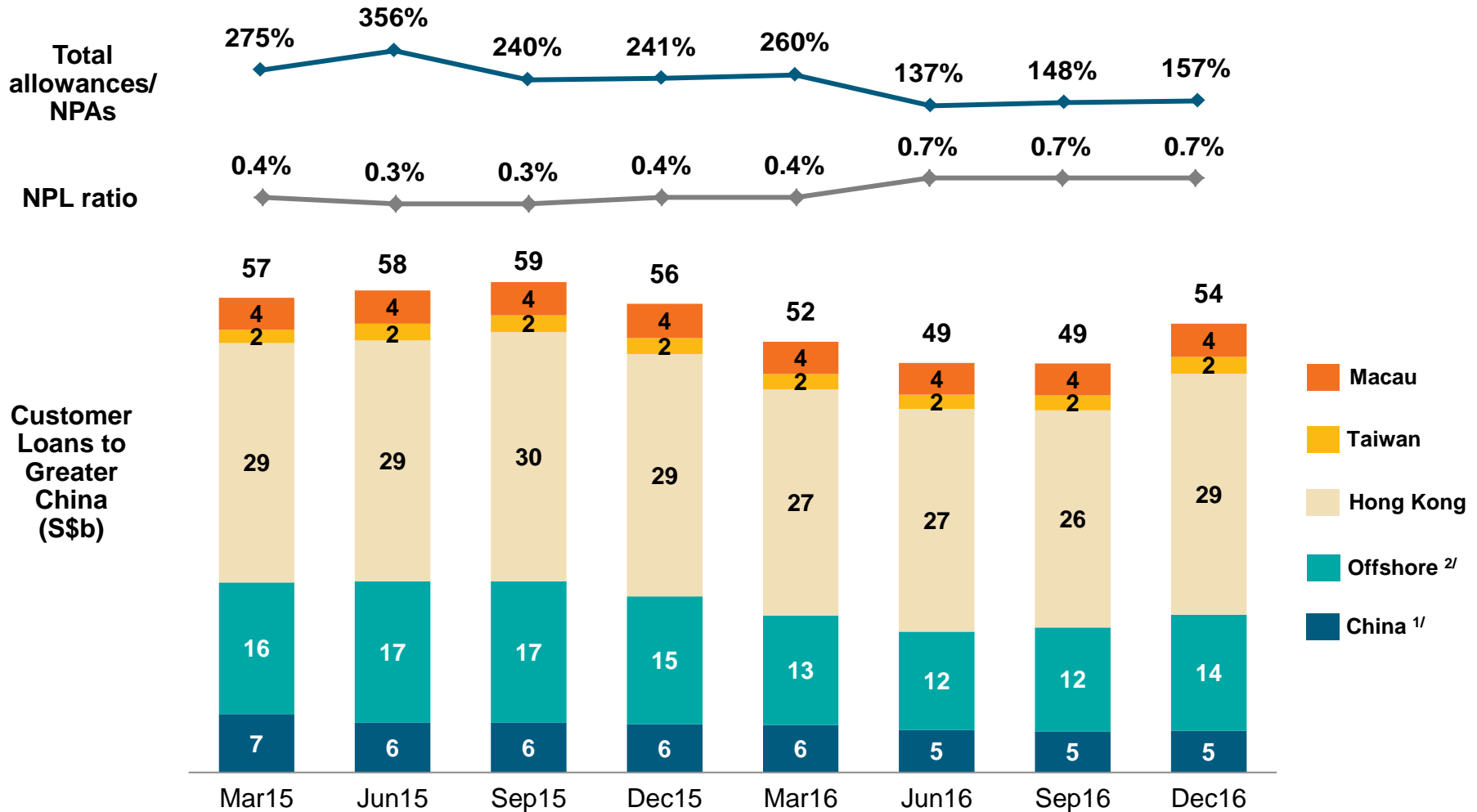


Customer Loans by Industry

Industry	As of 31 Dec 2016		As of 31 Dec 2015	
	S\$b	%	S\$b	%
Housing loans	60	27	56	27
Professionals & individuals	26	12	24	11
General commerce	25	12	26	12
Fls, investment & holding cos	30	14	28	13
Building & construction	36	16	35	16
Manufacturing	13	6	13	6
Tpt, storage & comm	12	5	12	6
Agri, mining & quarrying	9	4	7	4
Others	9	4	10	5
Total	220	100	211	100

Greater China Customer Loans

Loans up QoQ but declined YoY; asset quality and coverage ratios remained sound

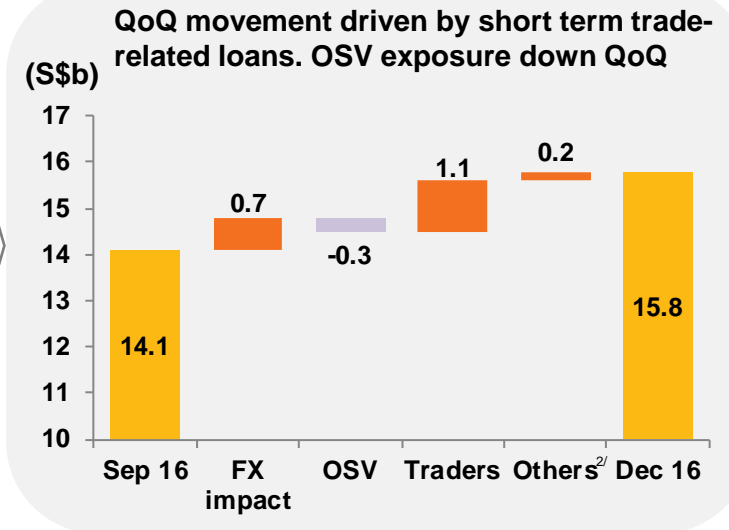
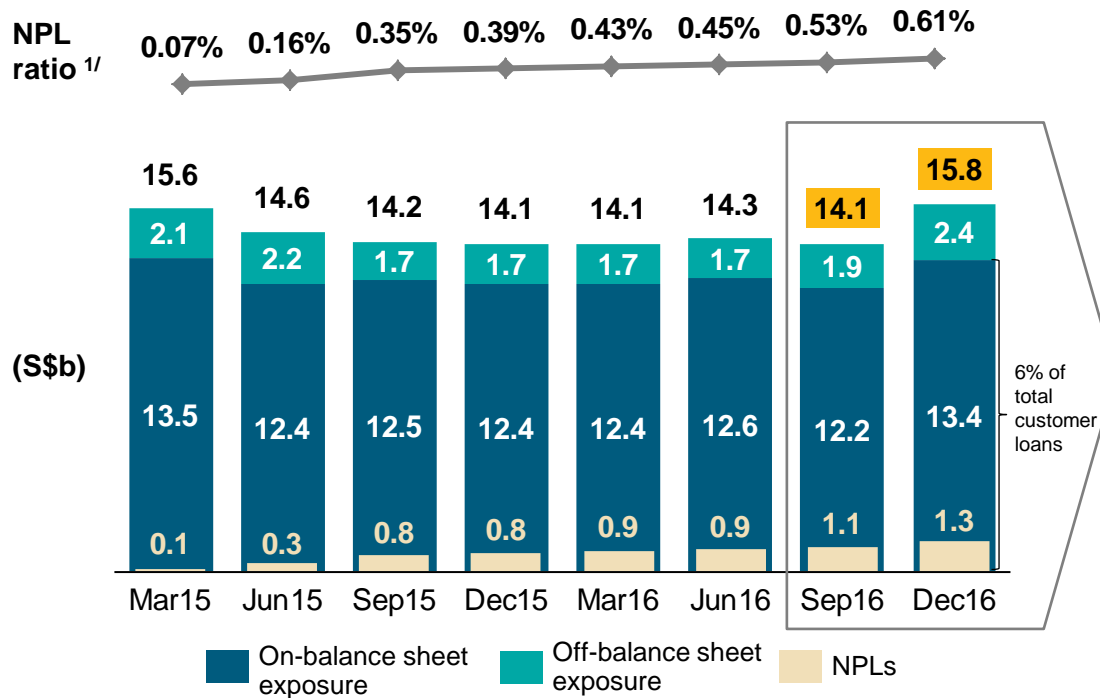


Note: Customer loans to Greater China is based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans

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

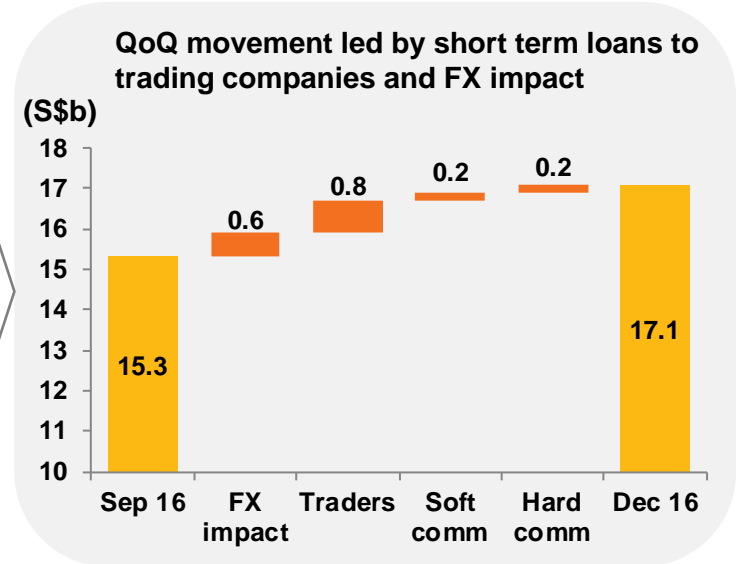
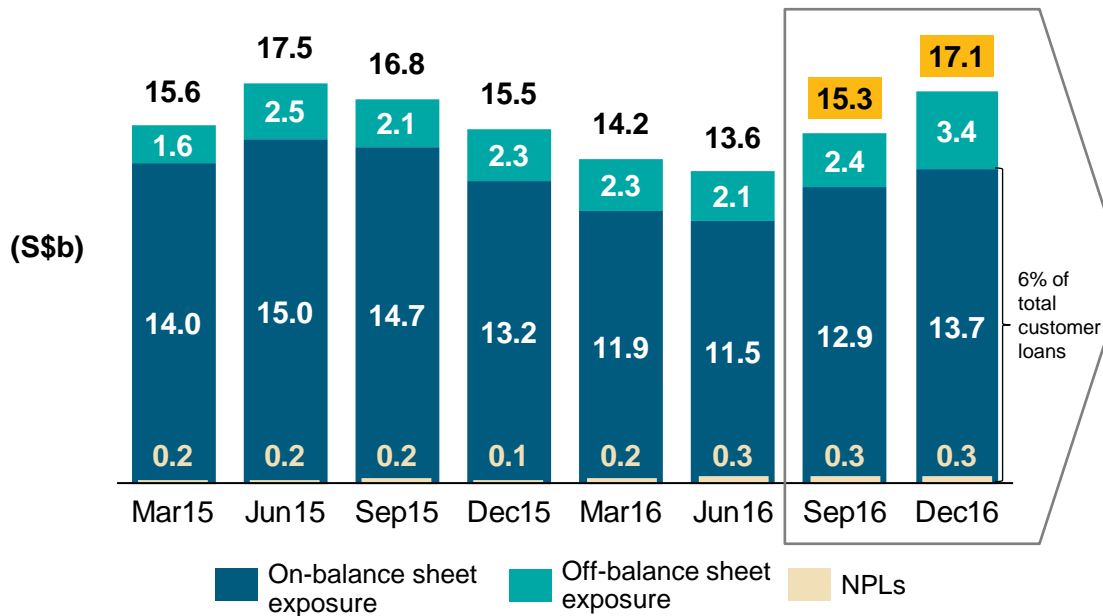
2/ Relates to loans that are booked outside of China, but with credit risks traced to China

Oil & Gas exposure



- 52% of oil & gas NPLs are being serviced; pro-active steps taken to restructure loans based on stress-test results
- Oil & gas offshore support vessels (“OSV”) sector made up 39% of oil & gas on-balance sheet exposure as at 31 Dec 2016, of which 22% are classified as NPLs

Commodities exposure



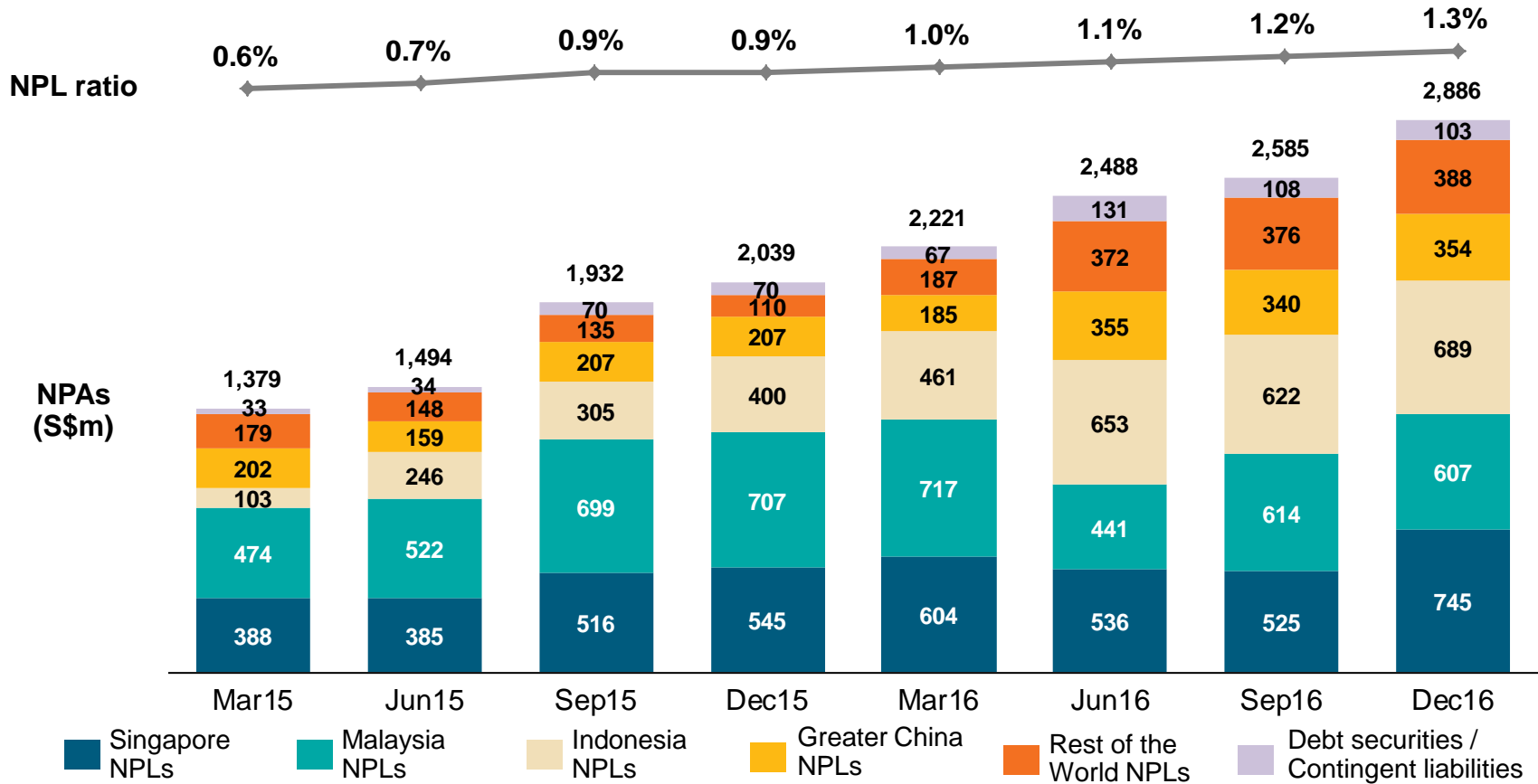
- Commodity on-balance sheet exposure comprises soft commodities (e.g. CPO) 44%, trading 27%, and hard commodities (e.g. metals) 29%
- NPL ratio as at 31 Dec 2016 remained low; overall portfolio asset quality resilient



Note: Commodities include agriculture & soft commodities, metals, mining & quarrying, and commodities trading
 1/ % NPL over total customer loans

Asset quality

NPL ratio rose YoY to 1.3% mainly due to classification of a number of corporate accounts associated with the oil & gas support services sector; Coverage for NPAs remained healthy



Allowance coverage ratios

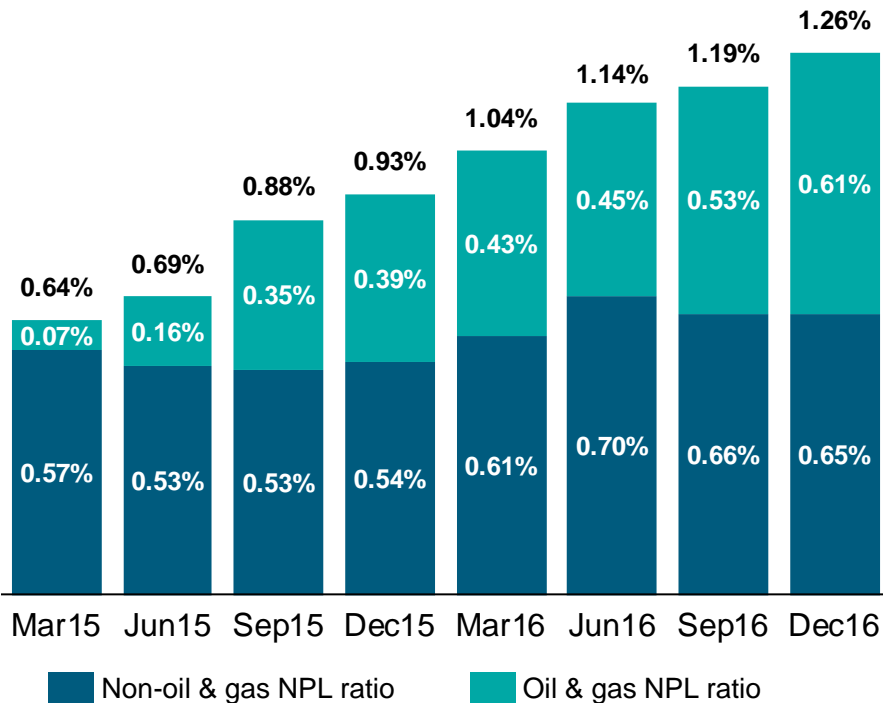
Total allow./ NPAs	166%	153%	121%	120%	113%	100%	101%	100%
Total allow./ unsecured NPAs	559%	443%	453%	417%	384%	271%	308%	303%

Note: NPAs comprise NPLs and classified debt securities/contingent liabilities

NPL Ratio & Non-Performing Assets

Excluding oil and gas NPLs, the NPL ratio was relatively stable over the past quarters

NPL ratio

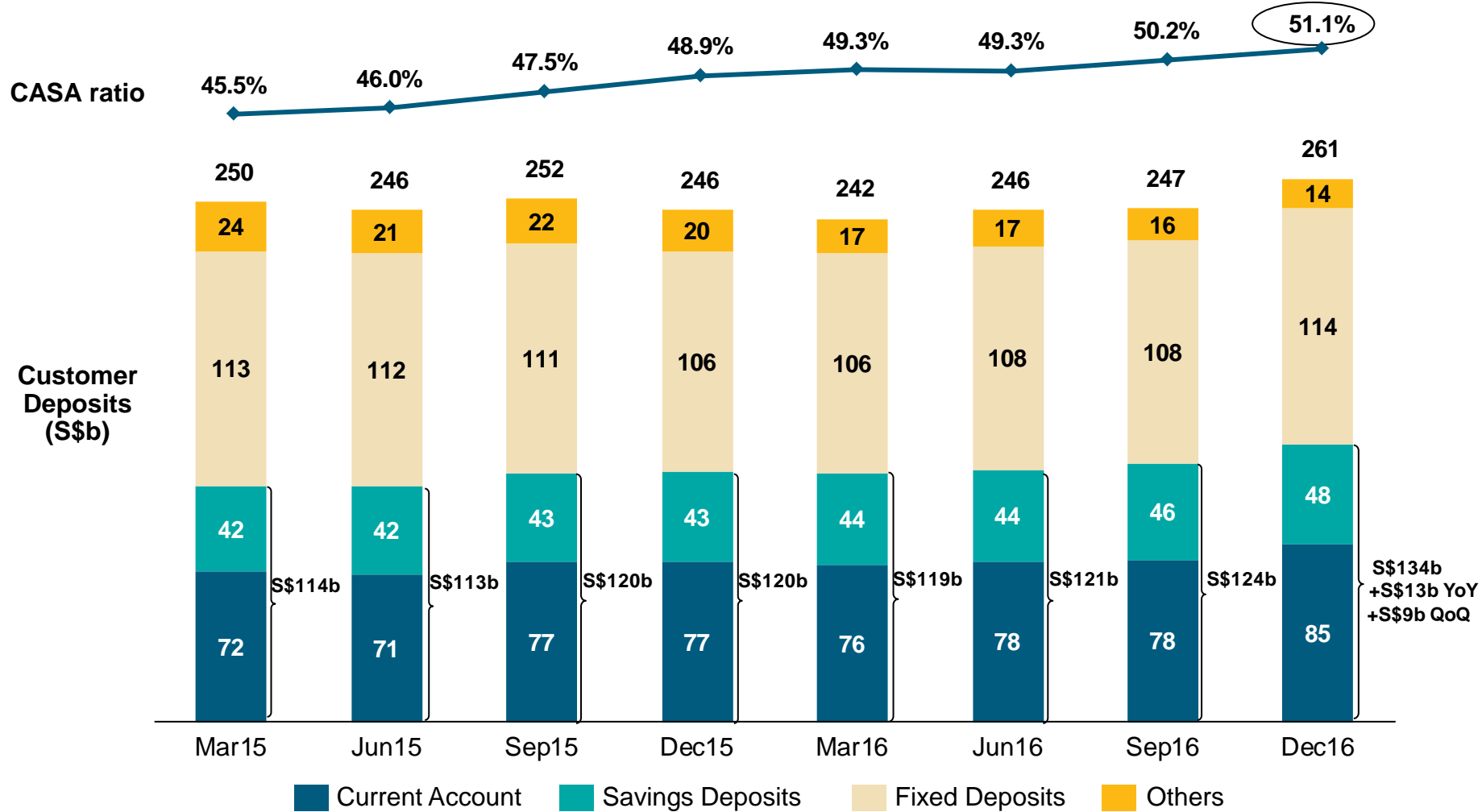


NPAs

	FY16 S\$m	FY15 S\$m	4Q16 S\$m	3Q16 S\$m	4Q15 S\$m
NPAs – Opening balance	2,039	1,317	2,585	2,488	1,932
New NPAs	2,287	1,950	510	497	395
Net recoveries/ upgrades	(1,161)	(961)	(129)	(328)	(200)
Write-offs	(279)	(267)	(80)	(72)	(88)
NPAs – Closing balance	2,886	2,039	2,886	2,585	2,039

Customer deposits

Customer deposits and CASA grew 6% and 11% YoY respectively; CASA made up 51.1% of total deposits

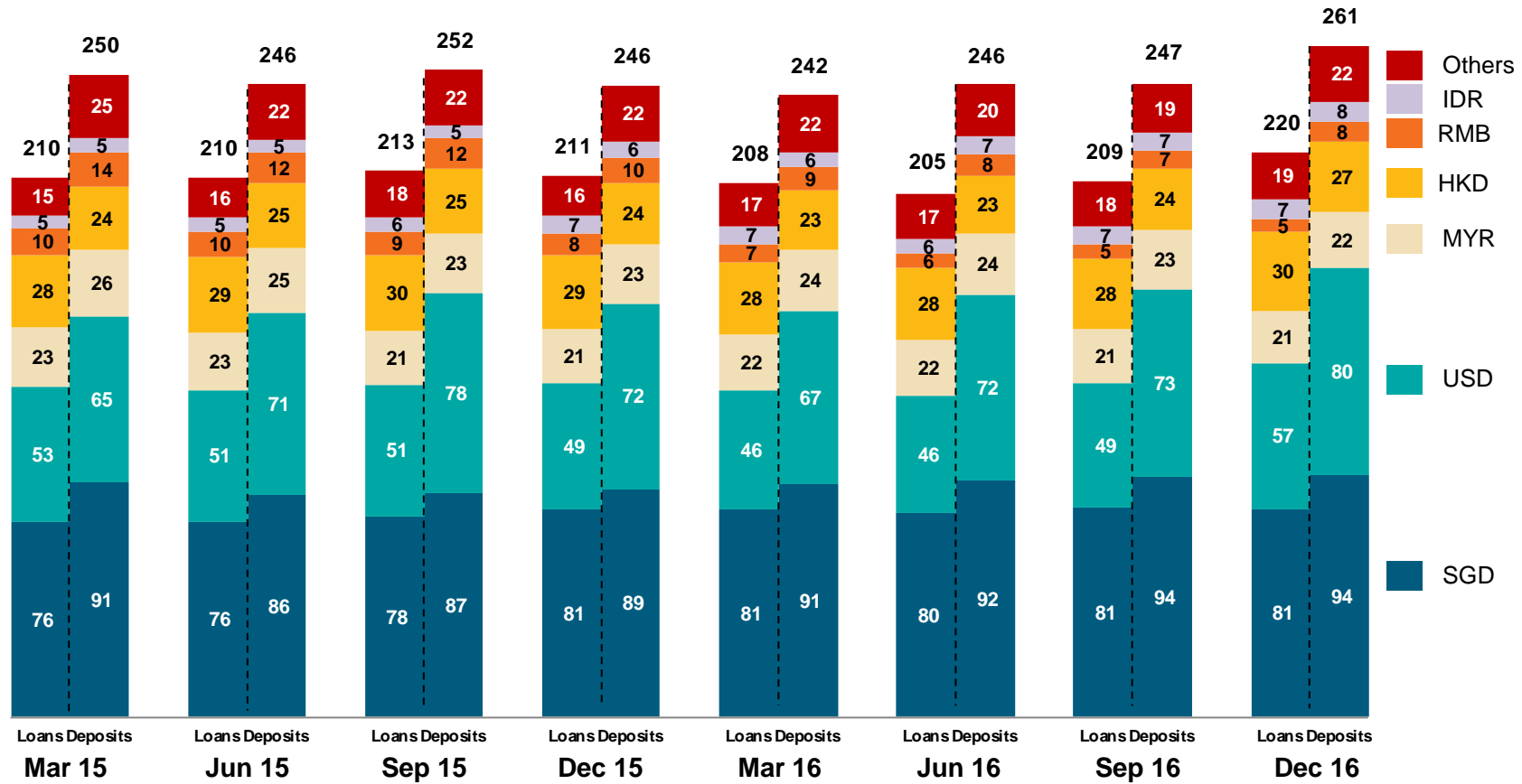


Note: CASA ratio refers to the ratio of current account and savings deposits to total customer deposits

Loans-to-Deposits Ratio

Group LDR at 82.9%, as compared to 84.5% in prior year

Customer Loans and Customer Deposits (S\$b)



Group LDRs^{1/}

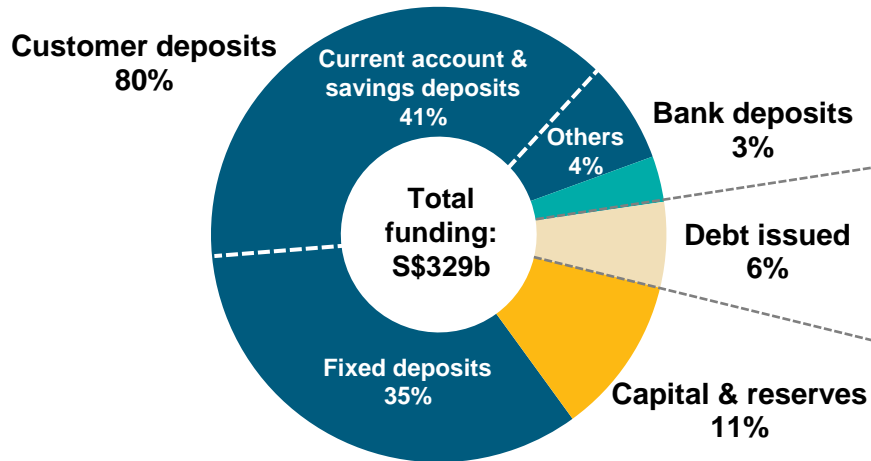
Group	83.0%	84.3%	83.5%	84.5%	84.7%	82.2%	83.1%	82.9%
SGD	83.0%	88.4%	89.9%	90.5%	89.5%	87.3%	86.8%	86.1%
USD	81.6%	71.6%	65.7%	68.1%	67.7%	63.1%	66.7%	70.4%
RMB	73.3%	86.8%	80.3%	71.5%	83.1%	71.3%	75.8%	64.7%

^{1/} Group LDRs based on net customer loans / customer deposits; LDRs by currency based on gross customer loans / customer deposits

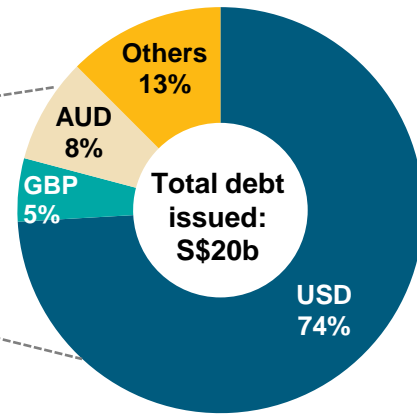
Funding sources

Well-diversified; Customer deposits accounted for 80% of funding composition

Funding Composition as of 31 Dec 2016



Wholesale Funding by Currency as of 31 Dec 2016



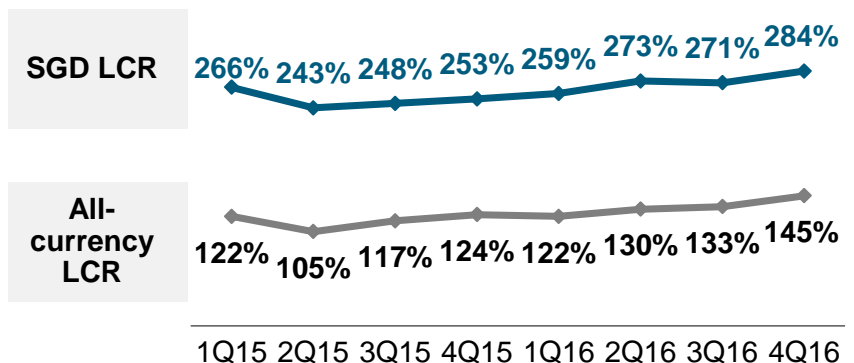
By Maturity:

≤ 1 year	63%
> 1 year	37%

CASA by Currency

S\$b	Dec15	Sep 16	Dec 16
Group	120	124	134
SGD	61	62	65
USD	34	35	38
MYR	5	6	6
HKD	9	9	10
IDR	2	2	3

Average Liquidity Coverage Ratio

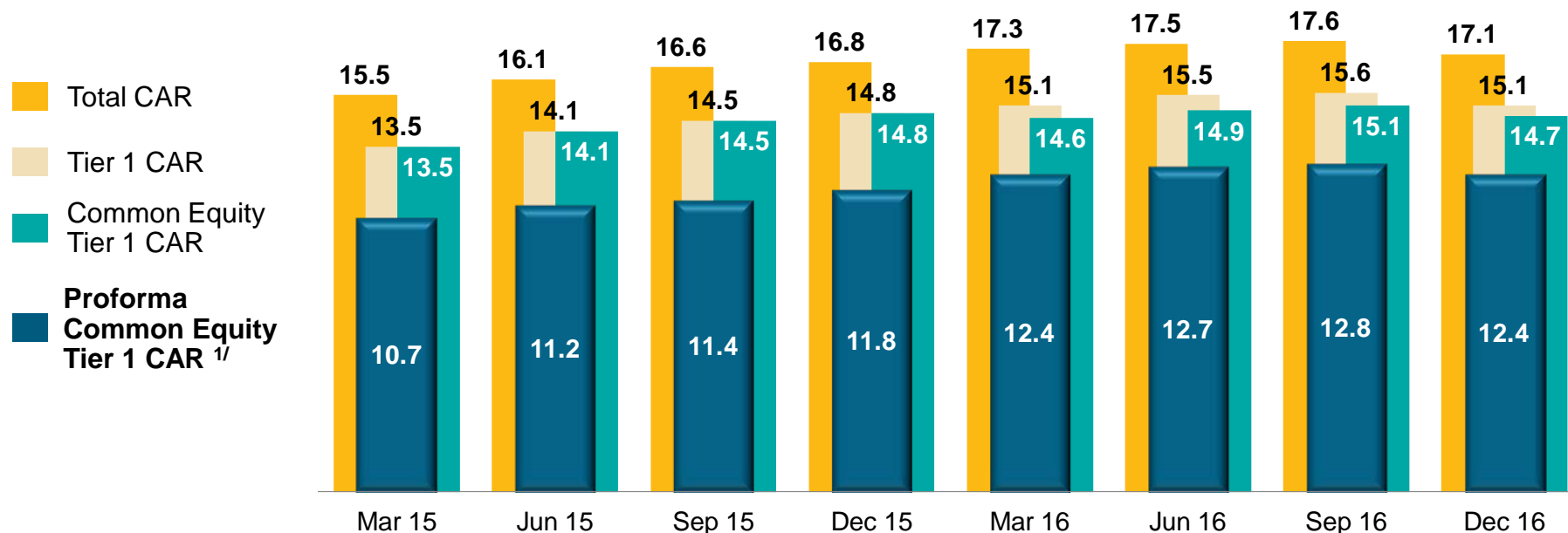


Note: Both Singapore dollar and all-currency LCRs were higher as compared to the regulatory requirements effective at each reporting date.

Capital

Capital position remained strong and comfortably above regulatory requirements

Capital Adequacy Ratios (%)



CET1 capital (S\$m)	26,656	27,181	28,044	28,638	27,846	28,417	28,728	29,143
Tier 1 capital (S\$m)	26,656	27,181	28,044	28,638	28,856	29,434	29,736	29,968
RWA (S\$m)	196,769	191,575	192,369	193,119	189,940	189,862	189,775	197,763
Leverage ratio ^{2/} (%)	7.2	7.4	7.6	8.0	8.2	8.2	8.4	8.2



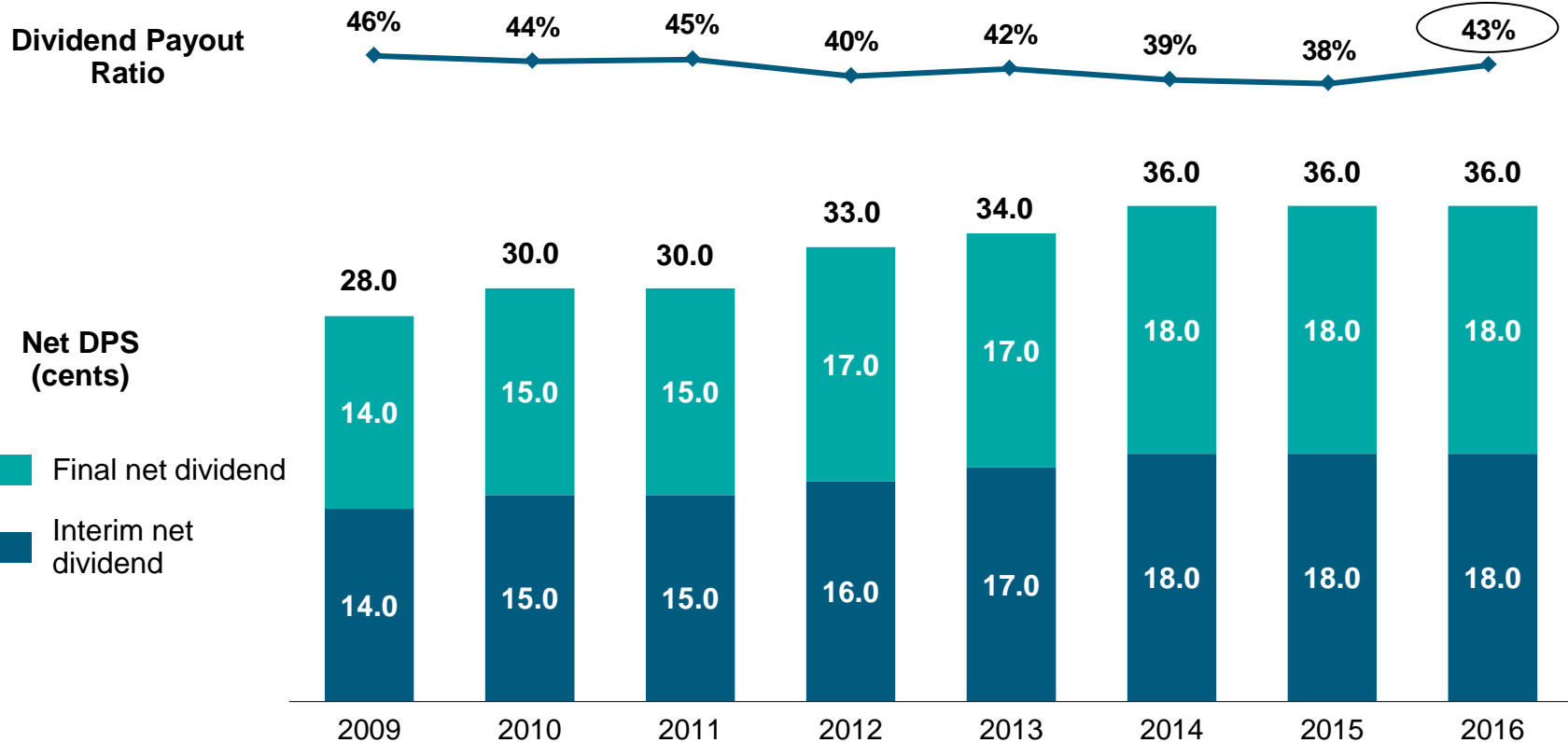
Note: Capital ratios are computed based on Basel III transitional arrangements

^{1/} Based on MAS Notice 637 rules at each reporting date

^{2/} Leverage ratio is calculated based on the revised MAS Notice 637 which took effect from 1 January 2015. Leverage ratio of 8.2% as at 31 December 2016 was well above the 3% minimum requirement as guided by the Basel Committee

Dividends

Final dividend of 18 cents per share proposed; dividend payout ratio of 43%



Net Dividends (S\$m)	898	994	1,024	1,133	1,168	1,347	1,470	1,506
Core Net Profit (S\$m)	1,962	2,253	2,280	2,825	2,768	3,451	3,903	3,473

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2016 Great Eastern Holdings' performance

Full year earnings contribution of S\$470m

GEH	FY16 S\$m	FY15 S\$m	YoY +/(-)%
Profit from insurance business	533	661	(19)
- Operating profit ^{1/}	504	582	(13)
- Non-operating (loss)/profit ^{2/}	(48)	3	nm
- Others	77	76	-
Profit from Shareholders' Fund	193	267 ^{3/}	(28)
Profit from operations	725	928	(22)
Allowances	(17)	(28)	(40)
Associates	(1)	(8)	(85)
Tax & NCI	(118)	(107)	10
Net profit	589	785	(25)
Group adjustments ^{4/}	(119)	(146)	(19)
Net profit contribution to Group	470	639	(26)

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/ FY15 included post-tax gain of S\$113m from the sale of an equity investment in the Shareholders' Fund. OCBC Group's share of net profit after tax and NCI amounted to S\$105m

4/ Primarily from adjustments made to amortisation for intangibles and non-controlling interest

4Q16 Great Eastern Holdings' performance

4Q16 earnings contribution stable QoQ

GEH	4Q16 S\$m	3Q16 S\$m	QoQ +/(-)%	4Q15 S\$m	YoY +/(-)%
Profit from insurance business	151	173	(13)	241	(38)
- Operating profit ^{1/}	112	137	(18)	169	(33)
- Non-operating profit ^{2/}	13	18	(28)	49	(74)
- Others	26	18	39	23	9
Profit from Shareholders' Fund	86	59	46	13	589
Profit from operations	237	231	2	254	(7)
Allowances	(4)	(5)	(18)	(13)	(68)
Associates	-	(1)	(100)	(2)	(100)
Tax & NCI	(38)	(30)	24	(20)	86
Net profit	195	195	-	219	(11)
Group adjustments ^{3/}	(35)	(36)	-	(39)	(9)
Net profit contribution to Group	160	159	-	180	(11)

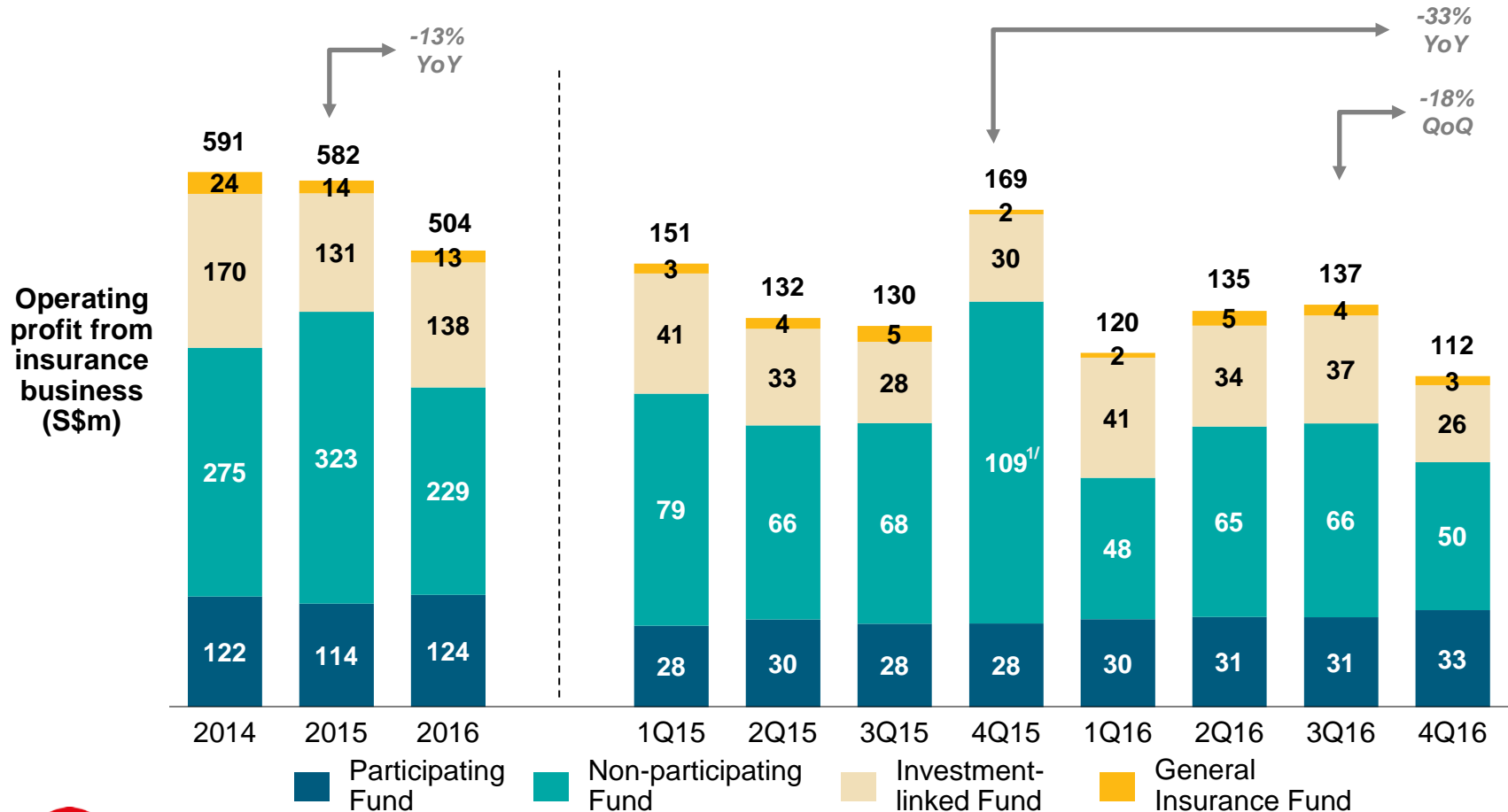
1/ Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus investment income (dividends, coupons, etc)

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3/ Primarily from adjustments made to amortisation for intangibles and non-controlling interest

GEH: Operating Profit

Lower operating profit mainly due to higher costs associated with strong sales growth and a rise in medical claims



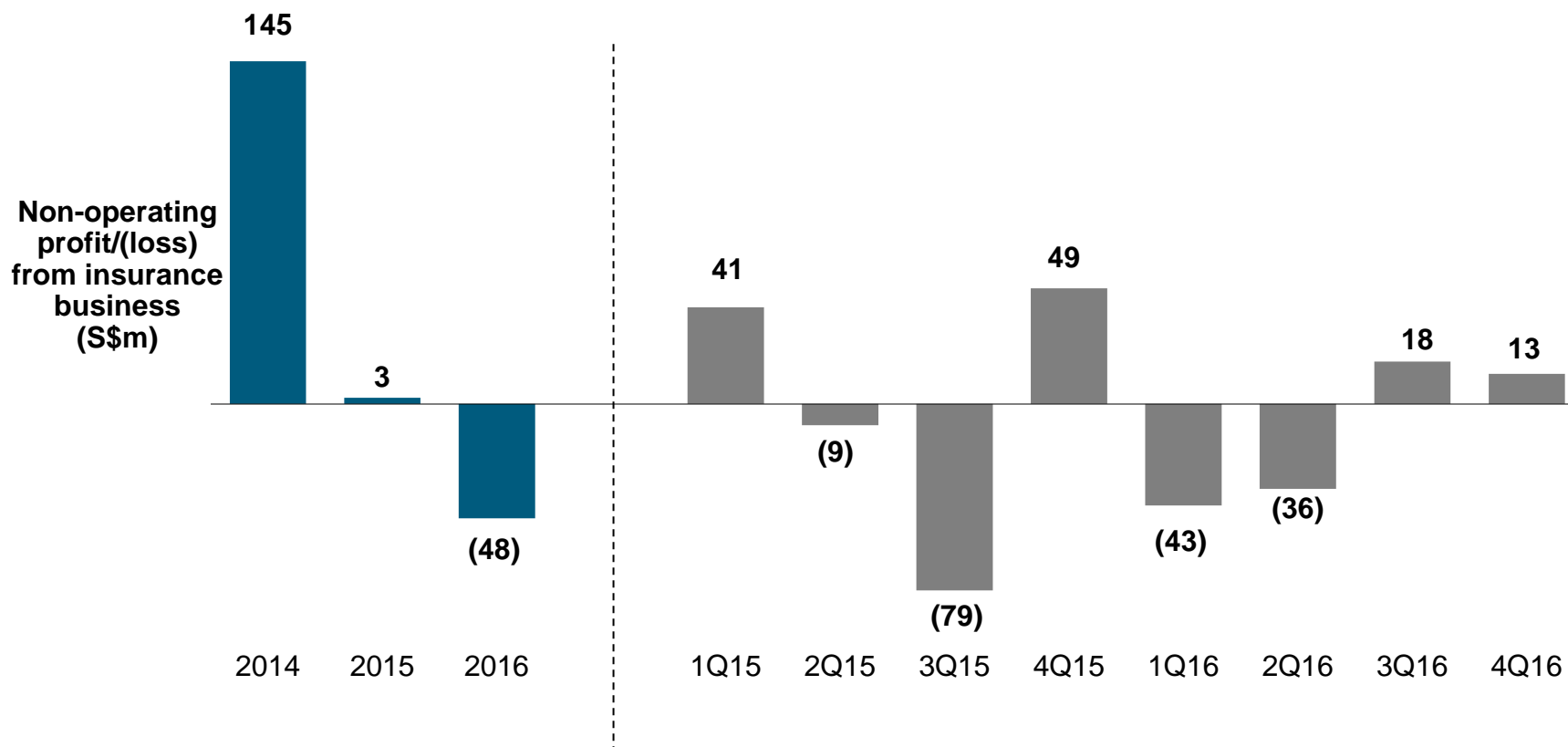
OCBC Bank

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)

^{1/} Operating profit included release of tax provisions

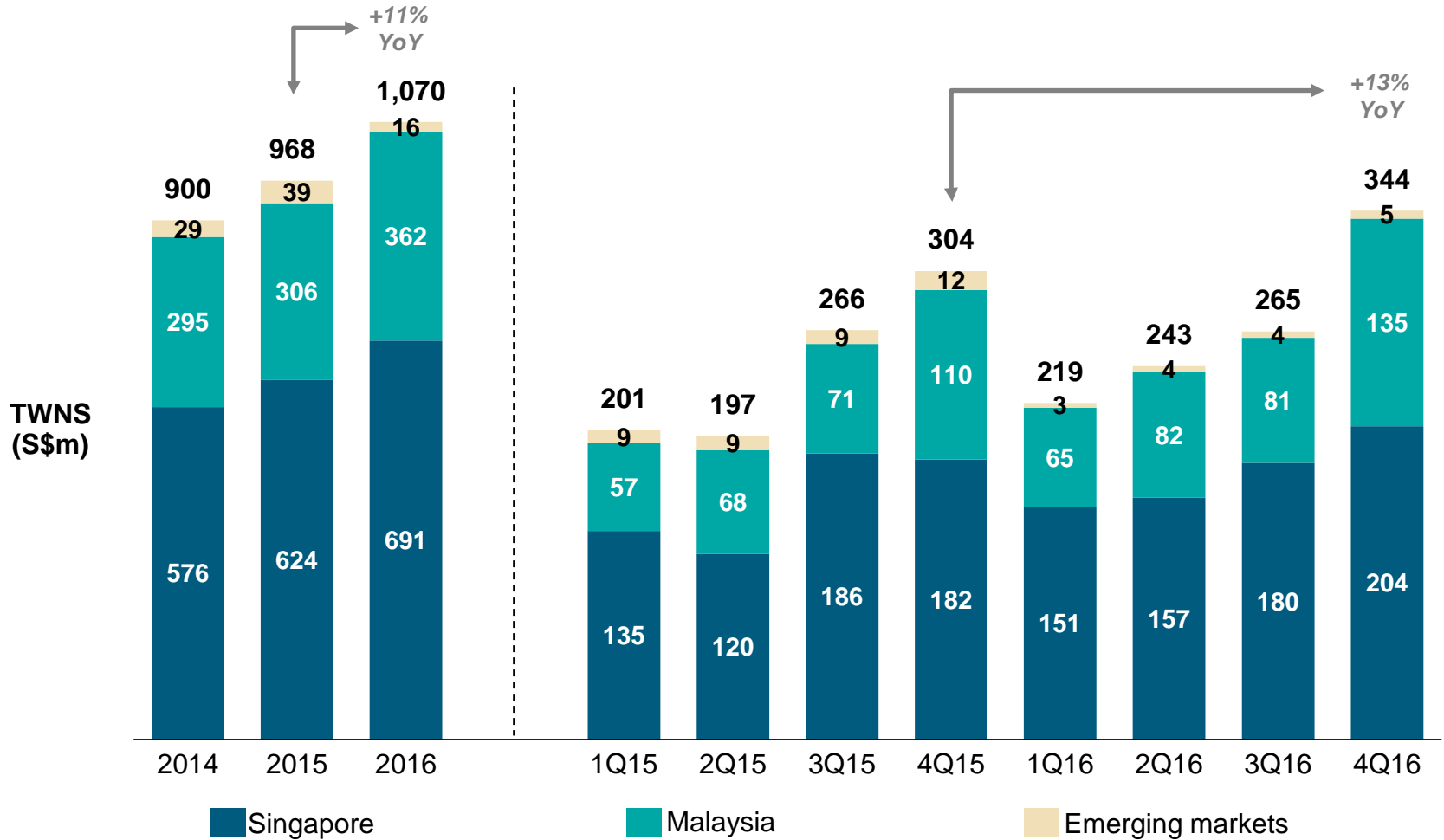
GEH: Non-operating profit

Lower non-operating profit from insurance business due to unfavourable market conditions compared to last year



GEH: Total weighted new sales

TWNS grew 11%, driven by strong growth from both agency and bancassurance channels

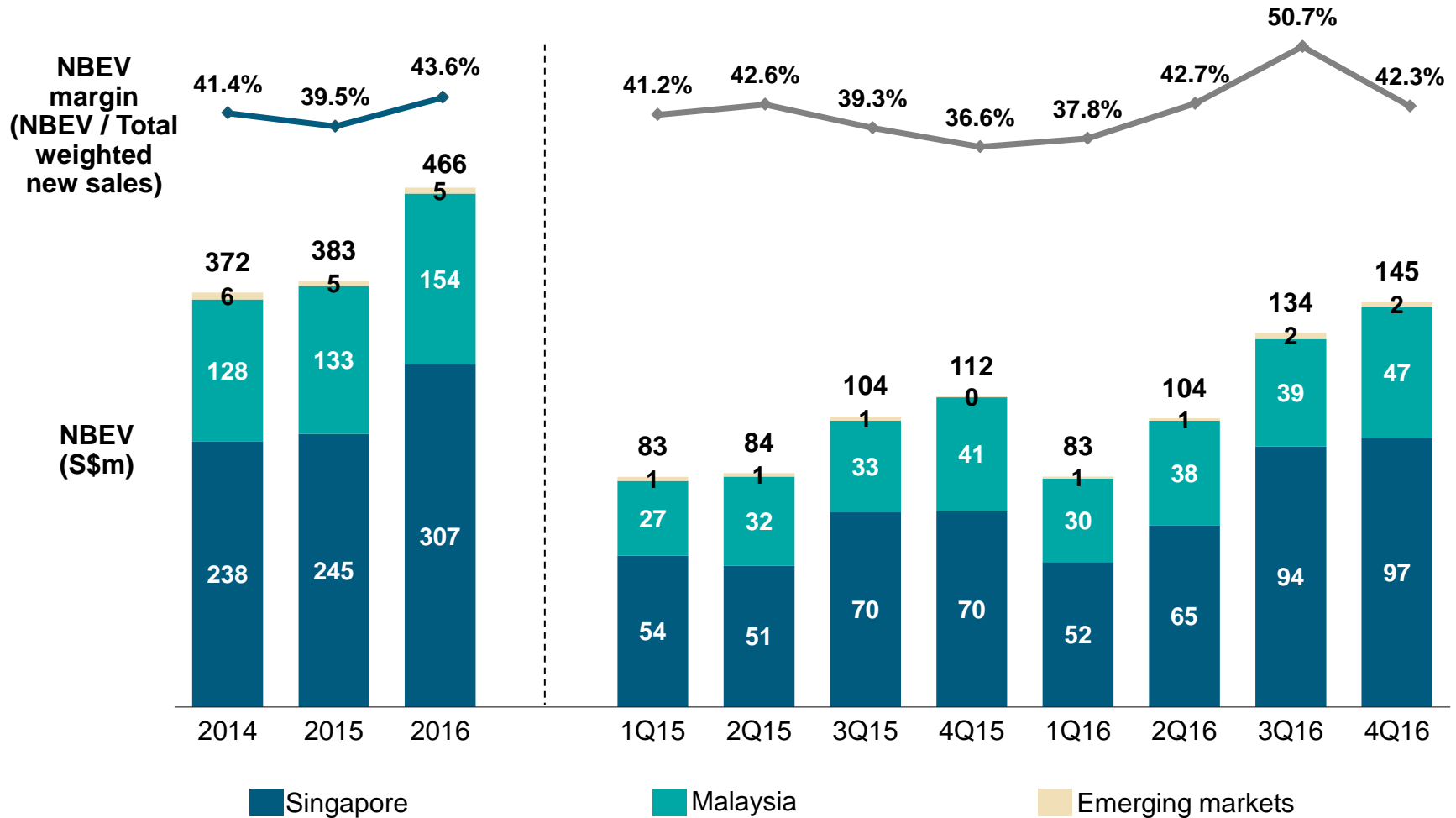


OCBC Bank

Note: For comparative reasons, total weighted new sales figures for periods prior to 4Q16 have been restated using exchange rates as at 31 Dec 2016. From 1 Dec 2015, sales from GEH's investment in China have been excluded.

GEH: New business embedded value

NBEV 22% higher YoY, led by increase in sales; NBEV margin grew to 43.6%



OCBC Bank

Note: For comparative reasons, NBEV figures for periods prior to 4Q16 have been restated using exchange rates as at 31 Dec 2016. NBEV figures for periods in 2015 have been restated to take into account revised actuarial assumptions implemented in 4Q15. From 1 Dec 2015, NBEV from GEH's investment in China have been excluded.

2016 OCBC Wing Hang's performance

Net contribution to Group up 3%

OCBC Wing Hang	FY16 HKD m	FY15 HKD m	YoY +/-%
Net interest income	3,820	3,774	1
Non-interest income	1,320	1,079	22
Total income	5,140	4,854	6
Operating expenses	(2,699)	(2,350)	15
Operating profit	2,441	2,503	(3)
Allowances	(99)	(146)	(32)
Associates	43	59	(28)
Tax	(338)	(389)	(13)
Net profit (HKD m)	2,047	2,028	1
Net profit contribution to Group (S\$m) ^{1/}	315	307	3
Key ratios (%)			
Cost / Income	52.5	48.4	
ROE	6.9 ^{2/}	8.2	

Note: Following the internal restructuring of China operations, the results of OCBC Bank (China) were included in OCBC Wing Hang from mid July 2016. Excluding OCBC Bank (China), OCBC Wing Hang's operating expenses were up 1% YoY

^{1/} Net profit contribution to Group after group adjustments, which are primarily amortisation for intangibles, allowances and depreciation on property and equipment; and fair value adjustments for its subordinated debt securities to conform with OCBC Group's policies

^{2/} The lower YoY ROE was driven by the enlarged shareholders' equity base in FY16 that included OCBC Bank (China) from mid July 2016

4Q16 OCBC Wing Hang's performance

4Q16 profit higher QoQ and YoY

OCBC Wing Hang	4Q16 HKD m	3Q16 HKD m	QoQ +/(-)%	4Q15 HKD m	YoY +/(-)%
Net interest income	1,016	976	4	935	9
Non-interest income	398	379	5	290	37
Total income	1,413	1,355	4	1,226	15
Operating expenses	(746)	(767)	(3)	(594)	26
Operating profit	668	589	13	632	6
Allowances	11	(43)	(126)	(57)	(119)
Associates	19	(17)	210	0	nm
Tax	(104)	(80)	29	(89)	16
Net profit (HKD m)	594	448	32	485	22
Net profit contribution to Group (S\$m) ^{1/}	93	71	31	75	23
Key ratios (%)					
Cost / Income	52.8	56.6		48.5	
ROE	7.1 ^{2/}	5.4		7.6	

Note: Results of OCBC Bank (China) were included from mid July 2016. Excluding OCBC Bank (China), OCBC Wing Hang's operating expenses were down 4% YoY

^{1/} Net profit contribution to Group after group adjustments, which are primarily amortisation for intangibles, allowances and depreciation on property and equipment; and fair value adjustments for its subordinated debt securities to conform with OCBC Group's policies

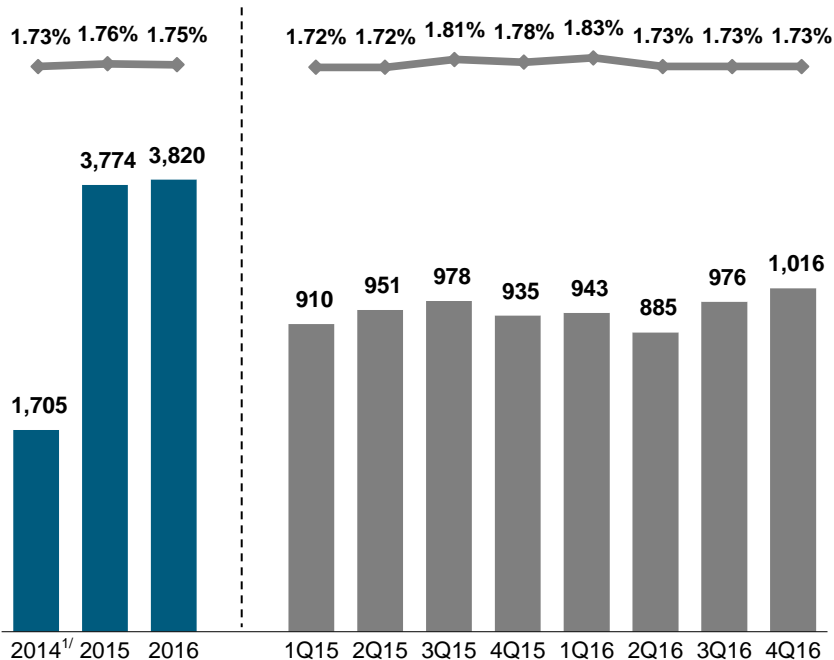
^{2/} The lower ROE for 4Q16 as compared to 4Q15 was a result of the enlarged shareholders' equity base in 4Q16 that included OCBC Bank (China) from mid July 2016

OCBC Wing Hang: Revenue

Full year interest income up 1%; non-interest income grew 22%

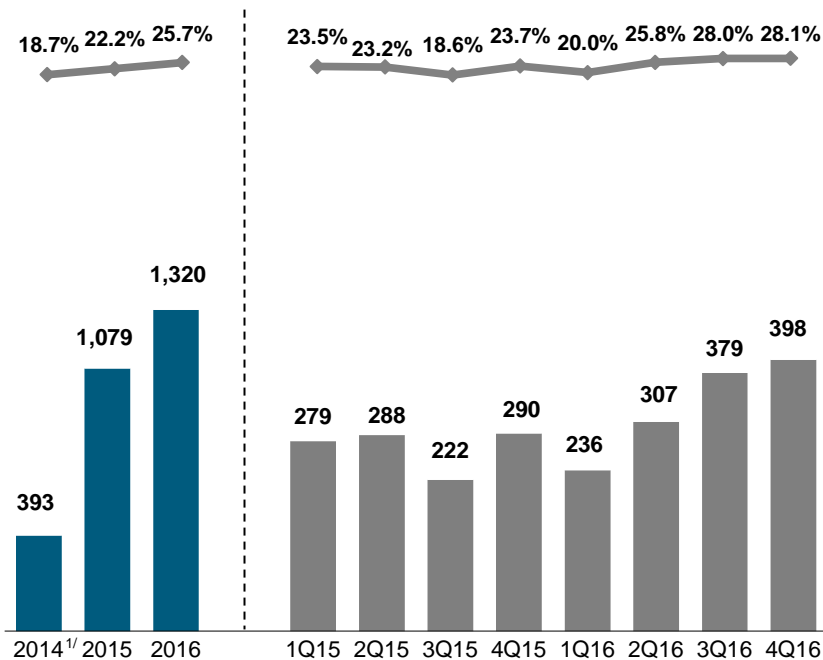
Net interest income (HKD m)

Net interest margin



Non-interest income (HKD m)

Non-int. income/ Total income

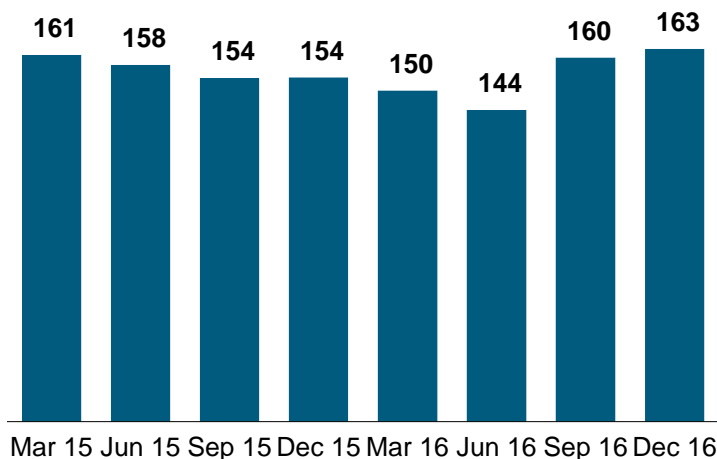
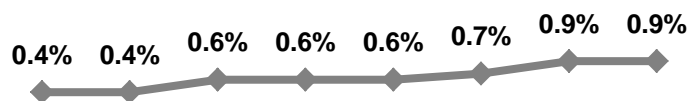


OCBC Wing Hang: Loans & Deposits

Loans higher YoY at HKD163b; NPL ratio stable QoQ at 0.9%; CASA ratio improved YoY to 37.1%

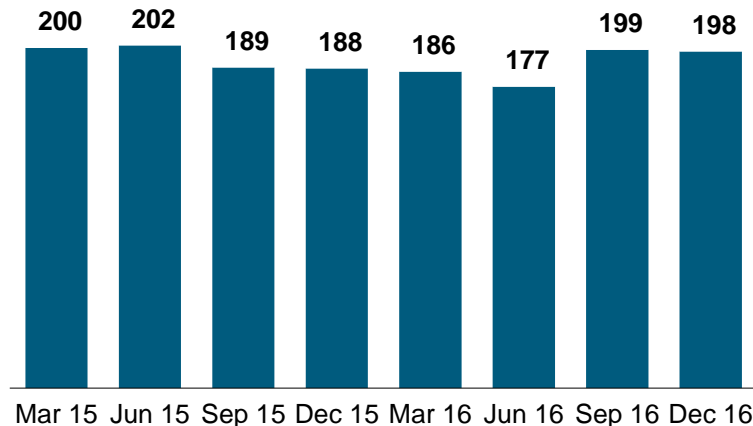
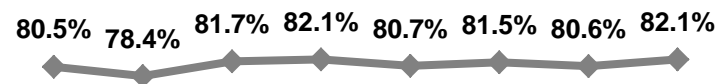
Gross Loans (HKD b)

NPL ratio

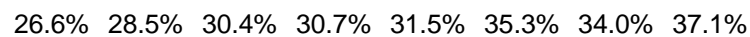


Deposits (HKD b)

Loans / Deposits ^{1/}



CASA Ratio



2016 OCBC Malaysia's Performance

Full year net profit down 8%

OCBC Malaysia	FY16 RM m	FY15 RM m	YoY +/(-)%
Net interest income	1,309	1,367	(4)
Islamic banking income ^{1/}	470	514	(9)
Non-interest/finance income	560	598	(6)
Total income	2,339	2,479	(6)
Operating expenses	(1,066)	(1,017)	5
Operating profit	1,273	1,462	(13)
Allowances	(204)	(294)	(31)
Tax	(261)	(285)	(8)
Net profit (RM m)	808	883	(8)
Net profit contribution to Group (S\$m)^{2/}	267	306	(13)
Key ratios (%)			
Cost / Income	45.6	41.0	
ROE	12.9	14.6	
CAR^{3/}			
- Common Equity Tier 1	11.9	11.0	
- Tier 1	13.9	12.8	
- Total CAR	16.9	16.1	



^{1/} Islamic banking income comprises net finance income and other income contributed by Islamic banking subsidiary OCBC Al-Amin

^{2/} Net profit contribution to Group after adjustments to align to OCBC Group's policies

^{3/} Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia

4Q16 OCBC Malaysia's Performance

4Q16 net profit down 28% YoY

OCBC Malaysia	4Q16 RM m	3Q16 RM m	QoQ +/(-)%	4Q15 RM m	YoY +/(-)%
Net interest income	329	314	5	338	(3)
Islamic banking income ^{1/}	109	116	(6)	130	(16)
Non-interest/finance income	157	121	30	173	(9)
Total income	595	551	8	641	(7)
Operating expenses	(262)	(267)	(2)	(260)	1
Operating profit	333	284	17	381	(13)
Allowances	(121)	(16)	656	(91)	33
Tax	(51)	(67)	(24)	(67)	(24)
Net profit (RM m)	161	201	(20)	223	(28)
Net profit contribution to Group (S\$m)^{2/}	52	66	(22)	73	(29)
Key ratios (%)					
Cost / Income	44.0	48.5		40.6	
ROE	10.1	12.9		15.0	
CAR^{3/}					
- Common Equity Tier 1	11.9	12.8		11.0	
- Tier 1	13.9	14.7		12.8	
- Total CAR	16.9	18.0		16.1	



OCBC Bank

^{1/} Islamic banking income comprises net finance income and other income contributed by Islamic banking subsidiary OCBC Al-Amin

^{2/} Net profit contribution to Group after adjustments to align to OCBC Group's policies

^{3/} Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia

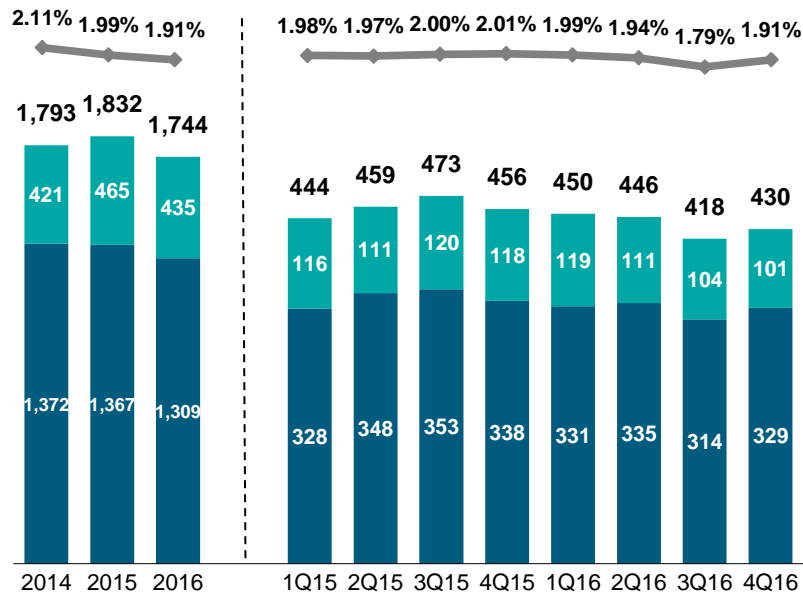
OCBC Malaysia: Revenue

Full year net interest/finance income down 5% YoY; Non-interest/finance income 8% lower

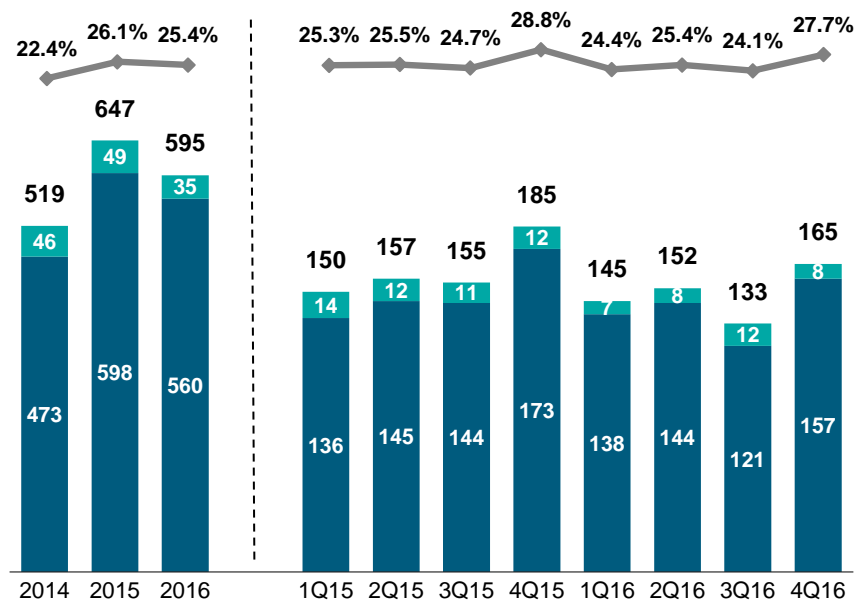
Net interest/finance income (RM m)

Non-interest/finance income^{1/} (RM m)

Net interest/finance margin



Non-interest/finance income/ Total income



Conventional

Islamic

Conventional

Islamic



^{1/} Non-interest/finance income comprises net fee and commission income, net trading income and other operating income

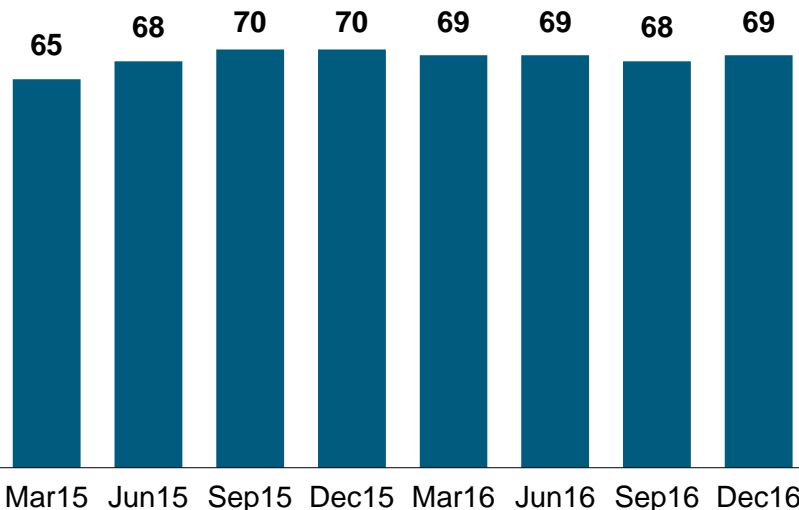
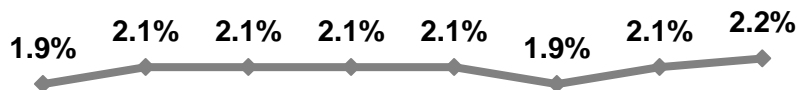
Note: Based on Bank Negara Malaysia's guidelines and Malaysian Financial Reporting Standards

OCBC Malaysia: Loans & Deposits

Loans and deposits both declined 2% YoY; NPL ratio at 2.2%

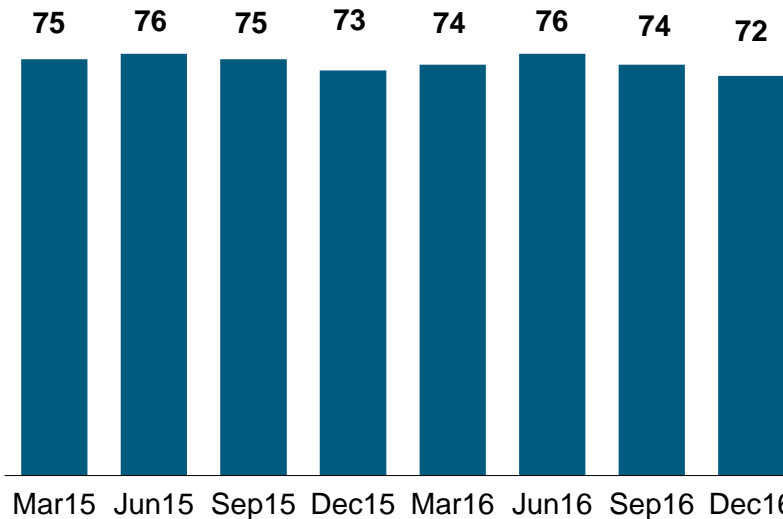
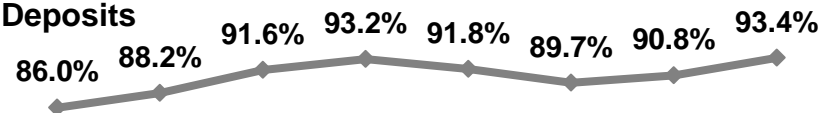
Gross Loans (RM b)

NPL Ratio

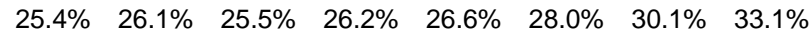


Deposits (RM b)

Loans / Deposits



CASA Ratio



Note: Based on Bank Negara Malaysia's guidelines and Malaysian Financial Reporting Standards

2016 OCBC NISP's performance

Full year net profit rose 19% YoY

OCBC NISP	FY16 IDR b	FY15 IDR b	YoY +/(-)%
Net interest income	5,393	4,419	22
Non-interest income	1,416	854	66
Total income	6,809	5,273	29
Operating expenses	(3,151)	(2,818)	12
Operating profit	3,658	2,455	49
Allowances	(1,316)	(454)	190
Non Operating Income	9	1	nm
Tax	(561)	(501)	12
Net profit (IDR b)	1,790	1,501	19
Net profit contribution to Group (S\$m)^{1/}	152	129	18

Key ratios (%)

Cost / Income

46.3

53.4

ROE

9.8

9.6

CAR

- CET 1

17.2

na

- Tier 1

17.2

16.1

- Total CAR

18.3

17.3



Note: 2015 capital ratios were computed based on the standardised approach under the Basel II framework. Beginning 2016, capital ratios are computed based on the standardised approach under the Basel III framework.

1/ Net profit contribution to Group after adjustments to align to OCBC Group's policies

4Q16 OCBC NISP's performance

4Q16 net profit declined 3% QoQ and 2% YoY

OCBC NISP	4Q16 IDR b	3Q16 IDR b	QoQ +/(-)%	4Q15 IDR b	YoY +/(-)%
Net interest income	1,415	1,332	6	1,303	9
Non-interest income	316	401	(21)	316	-
Total income	1,731	1,733	-	1,619	7
Operating expenses	(788)	(806)	(2)	(778)	1
Operating profit	943	927	2	841	12
Allowances	(400)	(336)	19	(253)	58
Non Operating Income	0	1	nm	1	nm
Tax	(111)	(148)	(25)	(148)	(25)
Net profit (IDR b)	432	444	(3)	441	(2)
Net profit contribution to Group (S\$m)^{1/}	24	36	(34)	38	(38)
Key ratios (%)					
Cost / Income	45.5	46.5		48.1	
ROE	9.0	9.4		10.9	
CAR					
- CET 1	17.2	17.9		na	
- Tier 1	17.2	17.9		16.1	
- Total CAR	18.3	19.0		17.3	



OCBC Bank

Note: 2015 capital ratios were computed based on the standardised approach under the Basel II framework. Beginning 2016, capital ratios are computed based on the standardised approach under the Basel III framework.

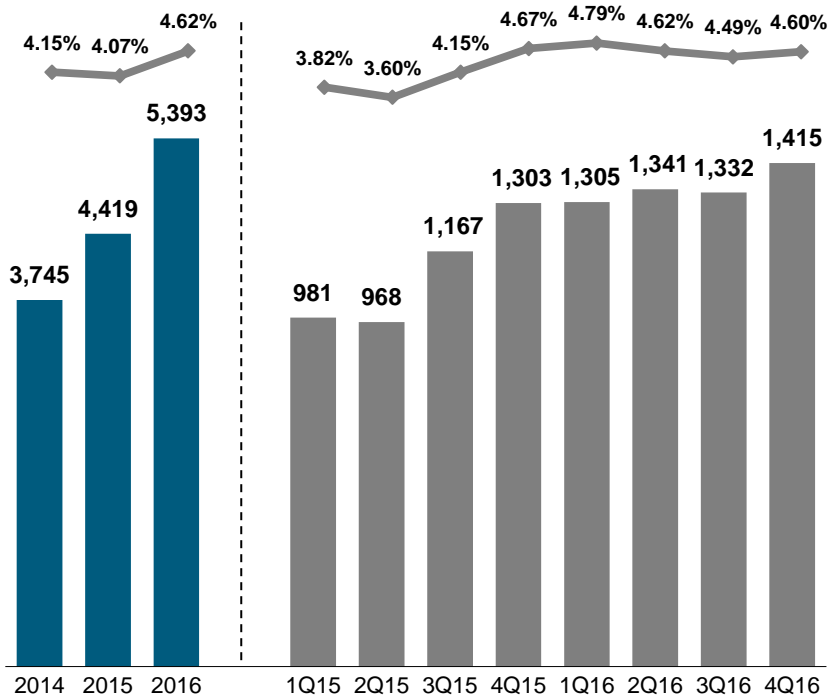
1/ Net profit contribution to Group after adjustments to align to OCBC Group's policies

OCBC NISP: Revenue

Full year net interest income 22% higher YoY; NIM increased to 4.62% in 2016

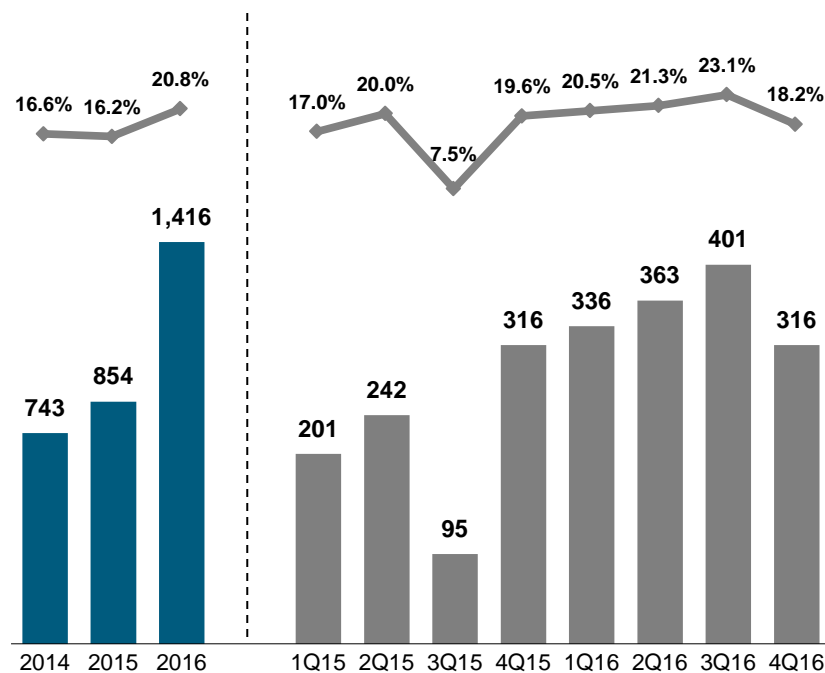
Net interest income (IDR b)

Net interest margin



Non-interest income (IDR b)

Non-int. income/ Total income



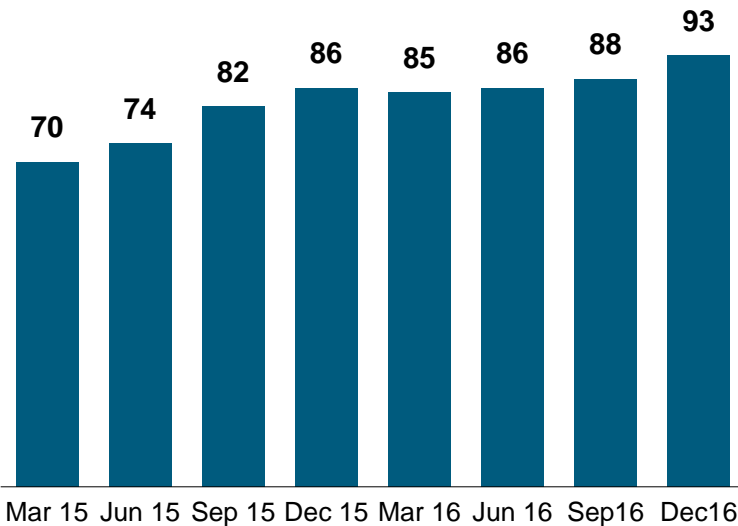
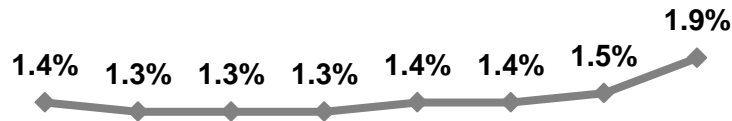
Note: NIM and Non-interest Income/Total Income ratio calculation based on Bank Indonesia's guidelines

OCBC NISP: Loans & Deposits

Loans grew 9% YoY, NPL at 1.9%; deposits up 19% YoY, with LDR at 89.9%

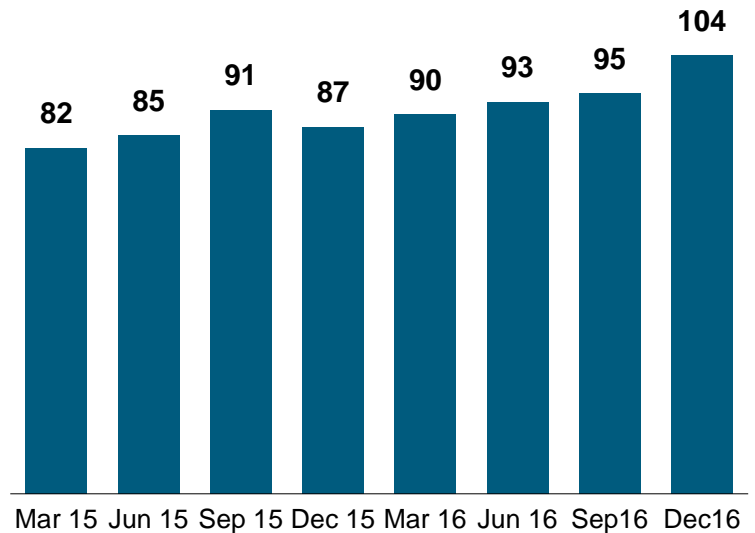
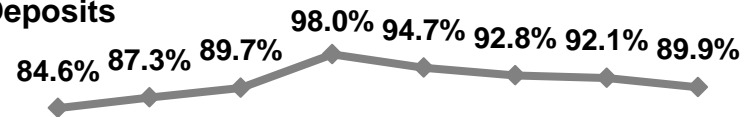
Gross Loans (IDR t)

NPL Ratio

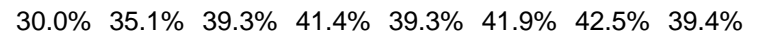


Deposits (IDR t)

Loans / Deposits



CASA Ratio



Note: NPL ratio and Gross loans-to-deposits ratio calculation based on Bank Indonesia's guidelines

2016 Full Year Results Thank You

