



Media Release

OCBC BANK UNVEILS REVISED HDB HOME LOAN PACKAGE

IN THE INTEREST OF CUSTOMERS, THE NEW PACKAGE IS AVAILABLE EVERYDAY AND NOT JUST FOR PROMOTIONAL PERIOD

Singapore, 22 January 2003 – Oversea-Chinese Banking Corporation Limited (“OCBC Bank”) today announces a revision of its HDB home loan package that will be available everyday and not just for a promotional period. Besides, a reduction of rates that will provide further savings, the Bank also continues to uphold its commitment on fast processing of applications so that customers can receive their Letters of Offer within one hour of approval of their applications.

Explaining why the Bank will not be offering promotional packages, Mr Y Y Chin, OCBC Bank’s Executive Vice President and Head, Group Consumer Financial Services, said: “From 1 January 2003, banks have been competing to offer the best HDB home loan package. Speaking to customers, we realise that they are getting confused with the different packages available, which change within days. To add to the confusion, they have to keep up with the weekend promotional packages offered by banks. They remain undecided on which package in the marketplace carries real value.”

Mr Chin added: “In the interest of our customers and because we are interested in developing long-term relationships with our customers, OCBC Bank will not offer promotional rates. Instead, we will offer a package that stays true, constant and good for customers not just for a promotional period but for everyday.”

At the same time, the Bank has also revised its package such that it remains easy to understand and customers can calculate potential savings at a glance.

The details of the new package, which takes effect from tomorrow, are as follows:

Year 1	1.50% p.a. (Fixed)
Year 2	2.40% p.a. (Fixed)
Year 3 onwards	2.60% p.a. (OCBC Concessionary Rate)

OCBC Bank customers will also stand to enjoy further savings if they choose to take a larger loan quantum and retain more funds in their CPF Ordinary Accounts. The Bank’s second year rate of 2.4% p.a. is lower than the 2.5% p.a. that customers earn

from their CPF Ordinary Accounts. By leaving more funds in their CPF accounts, customers will therefore enjoy a higher rate of return.

Apart from rates, the Bank also intends to stay true to its commitment of reducing the complexities of the loan application process so that customers can focus on the more important issue of selecting their ideal home and completing the purchase transaction seamlessly.

By harnessing technology, the Bank is able to approve applications immediately and customers can obtain their Letters of Offer within one hour of approval of their applications. The ability to issue Letters of Offer fast since 2 January 2003 has been an added convenience to our customers, especially to those who have already confirmed appointments with the HDB.

From tomorrow onwards, greater convenience is available as customers can visit our newly-opened OCBC HDB Bank Loan Centre at Toa Payoh Hub with their agents to collect their Letters of Offer before proceeding to the HDB Office to complete their purchase transactions.

Mr Chin concluded: "By simplifying the whole loan application process, OCBC Bank has helped transform a major investment of buying a HDB flat into a simple and stress-free exercise. We are certain that this has helped increase customer confidence in OCBC Bank as a premium provider of home loans."

Customers applying for our home loan package will also enjoy the following benefits:

- (a) Pre-approved Renovation Loan of up to \$30,000 at just 6% p.a.
(Prime + 1% p.a.)
- (b) Legal fee subsidy* of 0.4% of loan amount or maximum of \$2,500
- (c) Free valuation

* For loan of \$100,000 and above

About OCBC Bank

OCBC Bank is a Singapore-based financial services group with assets of S\$84 billion and operations in 14 countries including Malaysia, China, Japan, Australia, UK and USA. With one of the most extensive networks among regional banks in Asia, OCBC Bank offers a range of specialist financial services including consumer, corporate and private banking, global treasury, capital markets, corporate finance, asset management and stockbroking services. For the financial year ended 31 December 2001, OCBC Bank achieved a profit attributable to shareholders of S\$785 million.

For its eBanking initiatives, OCBC Bank was named as the overall Best Corporate/Institutional Internet Bank for 2002 in Singapore as well as the Asia-Pacific in a global survey conducted by US-based financial magazine, Global Finance. This was the second consecutive year that the Bank has won a Global Finance award -- it was voted the Best Internet Bank in Singapore in 2001.

More information about OCBC Bank is available at www.ocbc.com.

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