



Fact Sheet

OCBC SECURITIES RELAUNCHES SINGAPORE'S FIRST RETAIL-FOCUSED ABSOLUTE RETURN MANAGED ACCOUNT

OSPL's Managed Account had consistently achieved positive returns averaging about 12.5% per annum for the past 2-and-a half-years

21 October 2005 – OCBC Securities ("OSPL") re-launched its discretionary portfolio management service, known as the OSPL Managed Account (MA) on 16 August 2005. The MA is a discretionary equity portfolio management service that offers investors the opportunity to potentially achieve returns under all market conditions. It combines the benefits of an alternative investment product that offers positive annual returns and unparalleled transparency with personal online access. OSPL believes that this product will offer greater value to investors.

The introduction of this alternative product is also in line with the securities firm's objective of moving from reliance on traditional transactional activities to other alternative revenue drivers.

"MA is a good example of an alternative investment product in our diversified range," said Mr Hui Yew Ping, Managing Director, OCBC Securities. "It fits the investment profile of professionals and smaller businessmen who may not be using private banking services yet but desire to have their own stock portfolios professionally managed. We have received positive feedback from our customers and will continue to seek their comments to identify appropriate product solutions for them," he added.

The MA has received enthusiastic response from investors since its re-launch on 16 August 05. Consequently, the account's assets under management (AUM) has increased by more than 20%. Apart from new customers, existing OSPL customers have also chosen to top up their MA portfolio.

A satisfied OSPL MA customer, Jasmine Yeo said: "I have had a managed account with OSPL since it was first introduced in 2001. The current team is especially impressive. For the first eight months of the year ending 31 August 2005, the value of my investment has appreciated by approximately 8%. To date, the value of my investment has appreciated by more than 20%"

The OSPL MA is managed by Mr Jeffrey Chong and Mr Jeff Kwan who have a combined experience of nearly 30 years in the financial markets.

"Managed Accounts have traditionally been accessible only by high net-worth individuals who can place an initial investment of at least US\$500,000. OCBC Securities has lowered the entry requirement to bring more value to the retail investors, while still providing superior quality customer service and high level of

transparency with direct access to your personal portfolio managers,” explained Mr Kwan.

“OSPL MA portfolio holdings are available to customers anytime. Through a personal internet account, all trade details in the OSPL MA portfolio are available for viewing by the next business day, including the rationale behind them. Customers can also get real-time valuations of their portfolio through the same internet account.” Mr Chong explained. “Jeff Kwan and I are also available to answer all investment queries by our customers,” he added.

The OSPL MA portfolio can potentially achieve positive returns independent of market conditions. It targets a return of 10% per annum regardless of market direction. However as with all investment products, this target is not guaranteed but will be endeavoured on a best effort basis to be profitable each year.

Mr Kwan added, “The OSPL MA portfolio is designed to be flexible in investment strategy. By having a wider range of markets and investment instruments to choose from, the OSPL MA portfolio can take advantage of opportunities and potentially achieve positive yields, independent of how markets are behaving. The Managed Account has consistently achieved positive returns averaging about 12.5% per annum for the past 2-and-a half-years.”

Customers are charged a management fee of 1.5% per annum and only need to pay the performance fee when the MA portfolio achieves a return of more than 6%. There are no front-end or back-end fees. The total fee charged for the OSPL MA is one of the lowest in the market as compared to other investment services.

About OCBC Securities

OCBC Securities Private Limited ("OCBC Securities") is a wholly-owned subsidiary of OCBC Bank and a member of the Singapore Exchange Securities Trading Limited (SGX-ST) and the Singapore Exchange Derivatives Trading Limited (SGX-DT).

We are one of the leading stock and futures broking firms in Singapore providing full brokerage services for equities and derivatives trading. State-of-the-art technology is employed to deliver speedy multi-market electronic execution of trades for our customers. Our user-friendly and highly interactive internet trading platform ("IOCBC") makes us the preferred choice amongst our customers.

OCBC Securities offers a wide array of superior products and services to our customers. We are constantly looking at expanding our product-offerings which range from broking to wealth management products

Our customer base consists of both individuals and institutional investors. They include foreign banks, financial institutions, public-listed corporations, professional traders, as well as retail and high net-worth individuals.
