



**OCBC BANK KICKSTARTS REGULAR SAVINGS PLAN FOR
UNIT TRUSTS, MAKING IT EASY FOR SINGAPOREANS TO
START SAVING AND INVESTING EARLY**

***With this convenient and disciplined way to save and invest, investors
need not pay the initial sales charge and will be rewarded with
loyalty bonus units at every anniversary period***

Singapore, 30 September 2005 – OCBC Bank continues to pave the way in finding solutions to help the average Singaporean save and invest. This latest programme, a regular savings plan for unit trusts, will enable customers to invest in unit trusts by making regular monthly contributions instead of having to come up with a high initial capital upfront.

This programme was developed in direct response to the findings of the SMU-OCBC Money Management Research study which found that Singaporeans do not save and invest enough.

“As a result of those findings, we wanted to help Singaporeans to start saving and investing early in a controlled and disciplined way. One of the first solutions we offered for this purpose was the Monthly Savings Plan, which is essentially a convenient and easy way to save on a regular basis. That product is ideal for those who find it really difficult to save money in a disciplined manner. But it is basically for saving purposes, not to grow your money,” said Mr Nicholas Tan, Head Group Wealth Management, Consumer Financial Services, OCBC Bank.

“However, there are customers out there who face problems saving money but at the same time, also wish to invest and grow their money efficiently. Before this new plan, it was close to impossible to achieve both simultaneously. We developed this new regular savings plan for unit trusts specifically for this latter group of customers. It is an extension of our efforts to offer more effective solutions that will help the average Singaporean manage his money better.”

The traditional ways of investing in unit trusts is for a customer to have an amount of money set aside (usually a minimum amount of S\$5,000) and use that amount to buy unit trusts.

Under this new programme, the monthly contribution is determined based on affordability, investment goals and the needs analysis during the consultation process between the customer and the personal financial consultant. The monthly contribution will then be deducted via GIRO on the 15th of every month from the customers' accounts and invested into the fund once the funds are cleared. The minimum amount for monthly contribution is S\$200.

“The beauty of this product is that it gives customers the opportunity to start their investments early, without needing a significant amount of money that has already been set aside,” said Mr Tan. “We understand that one of the key difficulties faced by the average Singaporean when it comes to investing is the fact that they have to save regularly first in order to have the amount of minimum capital that is needed for that first investment.”

“Through this disciplined way of saving and investing simultaneously, we aim to help our customers make more efficient use of their money faster and in a shorter time period. We hope that by making it easier for customers to start early, we are taking away one of the key reservations that many have about investing.”

With the regular saving plan for unit trusts, saving S\$10,000 for investments will not be too difficult. For example, if an investor can spare \$256 per month for three years, he/she will have S\$10,000 for investment (based on the illustration table below). If he/she can only spare \$57 per month, it will take him 10 years to save a similar amount.

Illustration on how much you need to save on a monthly basis

		Total amount to save			
		10,000	20,000	50,000	100,000
Number of years to save	10	\$57	\$114	\$285	\$570
	9	\$66	\$132	\$331	\$662
	8	\$78	\$156	\$389	\$778
	7	\$93	\$186	\$464	\$929
	6	\$113	\$226	\$565	\$1,131
	5	\$142	\$283	\$708	\$1,415
	3	\$256	\$512	\$1,281	\$2,562

Based on past performance of global equities returning 8.19% p.a. The returns numbers used as for illustration purpose only. They are not forecast or projections to future performance.

To kickstart the programme, investors will have a choice to invest into any three asset allocation portfolios of the ACM Global Wealth Strategies Funds. An additional unique feature when they invest in any of these three funds is that they do not have to pay the usual initial sales charge. They will only pay a redemption fee when they redeem their units. This fee is calculated based on the holding period. The longer an investor holds the funds, the less redemption fee he/she has to pay. For the conservative portfolio, the redemption fee starts from 3% for the 1st year.

Redemption periods	Redemption fee
Redemption at 1 st year	4%
Redemption at 2 nd year	3%
Redemption at 3 rd year	2%
Redemption at 4 th year	1%
Redemption from 5 th year onwards	0%

To encourage investors to continuously contribute to the regular savings plan, bonus units of 1% will be given to the investor if he/she successfully contributes for 12 months without a break. These bonus units of 1% will be given every year for the amount that is contributed that year. This means that if the investor contributes

S\$100 every month from January to December 2006, he/she will be given 1% bonus units for the S\$1,200 contributed for the year. If he/she continues to contribute S\$100 from January to December 2007, 1% bonus units will be awarded for the S\$1,200 contributed for 2007.

Contribution of S\$100 every month	Total amt for the year	Bonus units given
Contribution from Jan – Dec 2006	S\$1,200	1%
Contribution from Jan – Dec 2007	S\$1,200	1%
Contribution from Jan – Dec 2008	S\$1,200	1%

About OCBC Bank

OCBC Bank is Singapore's longest established local bank. It has assets of S\$137 billion and a network of 112 branches and representative offices in 15 countries and territories including Singapore, Malaysia, Indonesia, China, Hong Kong SAR, Brunei, Japan, Australia, UK and USA. OCBC Bank offers a range of specialist financial services including consumer, corporate, investment, private and transaction banking, global treasury, asset management and stockbroking services to meet the needs of its customers across communities. Its subsidiary, Great Eastern Holdings, is the largest insurance group in both Singapore and Malaysia in terms of assets and market share.

In 2004, OCBC Bank was named Lafferty Group's Retail Bank of the Year in Asia-Pacific and South East Asia and *Global Finance* magazine's Best Bank in Singapore. Additional information may be found at www.ocbc.com.

Customers who are keen to find out more can visit any OCBC branch or call the toll-free OCBC Bank Hotline at 1800-438 3333
