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OCBC Bank unveils new home loan package to strengthen leadership position in home loans

Singapore, 16 August 2002 - Oversea-Chinese Banking Corporation Limited ("OCBC Bank") today unveiled a promotional home loan package to further strengthen its leadership in the home loans market.

Our promotional rates for Home Loan for completed and uncompleted properties are:

Fixed Home Loan Package

Promotional Rates	New	Existing
Year 1	1.50% p.a. (Fixed)	2.70% p.a. (Fixed)
Year 2	2.70% p.a. (Fixed)	2.80% p.a. (Fixed)
Year 3	2.90% p.a. (HLR - 2.60%)	2.90% p.a. (HLR - 2.60%)
Year 4 & 5	4.00% p.a. (HLR - 1.50%)	4.75% p.a. (HLR - 0.75%)
Thereafter	4.00% p.a. (HLR - 1.50%)	5.50% p.a. (HLR)

Variable Home Loan Package

Promotional Rates	New	Existing
Year 1	1.50% p.a. (HLR - 4.00%)	2.70% p.a. (HLR - 2.80%)
Year 2	2.70% p.a. (HLR - 2.80%)	2.80% p.a. (HLR - 2.70%)
Year 3	2.90% p.a. (HLR - 2.60%)	2.90% p.a. (HLR - 2.60%)
Year 4 & 5	4.00% p.a. (HLR - 1.50%)	4.75% p.a. (HLR - 0.75%)
Thereafter	4.00% p.a. (HLR - 1.50%)	5.50% p.a. (HLR)

In conjunction with the new package, OCBC Bank has also introduced a programme that encourages friends and relatives to apply for home loan packages collectively. When two friends or relatives apply for home loans collectively, they will receive a discount of 0.06% off the first year rate. The discounts get progressively larger as the number of collective applicants increases, as indicated below.

Number of Loans	Rate Discount (%)
2	0.06
3	0.08
4	0.09
5	0.10

"As the leader in the home loans market in Singapore, we have every intention of maintaining our position. We have become the market leader not by competing dollar-for-dollar on housing loans. Instead, we take a long term view in helping our customers to organise and manage their home loans in a way that is most beneficial to them and meet their financial requirements," said Mr Y Y Chin, OCBC Bank's Executive Vice President and Head, Consumer Financial Services.

OCBC Bank has built its leadership not on price but on highly desired product attributes and performance. When choosing a home loan, customers do not just base their decisions on price alone. There are other factors that customers take into consideration such as proactive service attitude, after-sales performance and this is the approach that we encourage our customers to adopt.

"We have received feedback from our customers that they appreciate the fact that our sales staff are well-trained and qualified to offer good advice. They do not push products at customers but guide them in the decision-making process," said Mr Chin.

"Buying a home is a huge commitment. Most people recognise that it is not just seeking out the cheapest mortgage and there are other considerations to look into as well. OCBC Bank recognises this important fact too," added Mr Chin.

Other existing benefits

Our home loan packages also come with attractive benefits to maximise savings for our customers:

- A bridging loan at an interest rate that is pegged to Prime at 5% p.a.
- A renovation loan at an interest rate that is pegged at Prime + 2% that is 7% p.a.
- Free fire insurance coverage for 2 years.
- Free Home Contents Plan coverage worth \$10,000 throughout the loan tenor.
- Free valuation of existing property.
- A revolving personal credit line, Prestige Credit, at a discounted rate of 7% for a year from the date of Prestige Credit approval. This is 50% off the prevailing Prestige Credit Rate.

About OCBC Bank

OCBC Bank is a Singapore-based financial services group offering a broad range of financial services, including consumer, corporate and international banking, investment management, global treasury, stockbroking and eFinancial services.

In August 2001, OCBC Bank acquired Keppel Capital Holdings Ltd and all its subsidiaries, including Keppel TatLee Bank Limited, Keppel Securities Private Limited and Keppel TatLee Finance Limited. On 25 February 2002, OCBC Bank and Keppel TatLee Bank were operationally and legally integrated, representing an important step forward in OCBC Bank's mission to be a world-class financial institution in Asia Pacific.

The OCBC Group has total assets of S\$85 billion. The Bank has branches and representative offices in 14 countries, including Malaysia, China, Hong Kong SAR, Japan, Australia, UK and USA. In Asia, it has one of the most extensive networks among regional banks. For the

financial year ended 31 December 2001, OCBC Bank achieved a profit attributable to shareholders of S\$785 million

A leading eCommerce financial services provider, OCBC Bank is being transformed into a 'click-and-mortar' bank, and is well positioned to pursue global innovative eCommerce initiatives. By leveraging on its rich heritage, innovative spirit and entrepreneurial management outlook, OCBC Bank is committed to helping its customers, shareholders and staff grow from strength to strength.