

Second Quarter 2018 Results Presentation

6 August 2018



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Agenda

Results Overview

2Q18 & 1H18 Group Performance Trends

Appendix: Performance of Major Subsidiaries

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



Note: - Certain comparative figures have been restated to conform with the current period's presentation.
- Amounts less than S\$0.5m are shown as "0";
- "nm" denotes not meaningful;
- "na" denotes not applicable;
- Figures may not sum to stated totals because of rounding.

2Q18 Highlights

Net profit rose 16% YoY to a record S\$1.21b; return on equity higher at 12.6%

Higher Returns
Year-on-Year

Net Profit
S\$1.21b
+16%

ROE 12.6%

Net Interest Income: S\$1.45b; +8%
(2Q17 : S\$1.35b)

Non-interest Income: S\$1.02b; +2%
(2Q17 ^{1/} : S\$1.01b)

Operating Expenses: S\$1.04b; +4%
(2Q17 ^{1/} : S\$0.99b)

Allowances: S\$0.02b; -87%
(2Q17 : S\$0.17b)

ROA: 1.26%
(2Q17 ^{1/} : 1.16%)

Sustained
Growth Across
Diversified
Franchise

Customer Loans: S\$252b; +10%
(Jun 17 : S\$229b)

Customer Deposits: S\$290b; +10%
(Jun 17 : S\$264b)

Resilient Asset
Quality

NPL ratio: 1.4%
(Jun 17: 1.3%)

Strong
Liquidity,
Funding and
Capital
Position

CET1 ratio: 13.2%
(Jun 17 : 12.0% ^{2/})

Leverage ratio: 7.0%
(Jun 17 : 7.8%)

All-currency LCR: 138%
(2Q17 : 144%)

NSFR: 108% ^{3/}

Continuing to deliver stable & sustainable growth

- Net profit for banking operations at new high of S\$1.01b; Insurance contribution up YoY and QoQ to S\$197m
- Net interest income rose 8% YoY from increased loan volumes and higher NIM
- Wealth management business generated 31% of total income and private banking AUM was up 14% YoY
- GEH's TWNS and NBEV rose 28% and 8% respectively
- Cost-to-income ratio lower YoY and QoQ at 41.9%
- Asset quality remained sound, with NPL ratio at 1.4% and credit costs at 5 bps for impaired loans
- Broad-based lending drove 10% YoY loan growth
- Funding and liquidity position remained healthy
- Strong capital position with CET1 CAR rising to 13.2%
- Interim dividend per share increased to 20 cents, up 2 cents from a year ago and 1 cent from the FY17 final dividend

1/ Figures for 2Q17 were restated in accordance with SFRS(I) and change in accounting policy for Great Eastern Holdings ("GEH").

2/ Based on Basel III rules which came into full effect from 1 January 2018.

3/ Net stable funding ratio is computed based on MAS Notice 652 effective 1 January 2018.

2Q18 Group Performance

Record net profit of S\$1.21b, up 9% QoQ and 16% YoY

OCBC Group	2Q18 S\$m	1Q18 S\$m	QoQ +/(-)%	2Q17 S\$m	YoY +/(-)%
Net interest income	1,450	1,415	2	1,345	8
Non-interest income	1,024	918	12	1,006	2
Total income	2,474	2,333	6	2,351	5
Operating expenses	(1,035)	(1,032)	–	(993)	4
Operating profit	1,439	1,301	10	1,358	6
Amortisation of intangibles	(26)	(25)	1	(27)	(3)
Allowances	(21)	(12)	81	(169)	(87)
Associates	112	125	(10)	119	(6)
Tax & non-controlling interests (“NCI”)	(295)	(277)	6	(240)	23
Net profit	1,209	1,112	9	1,041	16

2Q18 Banking Operations Performance

Net profit *before GEH* contribution (“Banking Operations”) rose 19% YoY; Exceeded S\$1b for the first time, driven by broad-based income growth

Banking Operations	2Q18 S\$m	1Q18 S\$m	QoQ +/(-)%	2Q17 S\$m	YoY +/(-)%
Net interest income	1,430	1,397	2	1,322	8
Non-interest income	732	703	4	700	5
Total income	2,162	2,100	3	2,022	7
Operating expenses	(1,004)	(972)	3	(929)	8
Operating profit	1,158	1,128	3	1,093	6
Allowances	(24)	(12)	91	(166)	(86)
Associates	115	127	(9)	123	(6)
Amortisation, tax & NCI	(238)	(253)	(6)	(201)	19
Net profit from banking operations	1,012	990	2	850	19
GEH net profit contribution	197	123	61	191	3
OCBC Group net profit	1,209	1,112	9	1,041	16



Note: Figures for 2Q17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.

1H18 Group Performance

Net profit increased 22% YoY to S\$2.32b

OCBC Group	1H18 S\$m	1H17 S\$m	YoY +/(-)%
Net interest income	2,865	2,617	9
Non-interest income	1,942	1,856	5
Total income	4,807	4,473	7
Operating expenses	(2,067)	(1,966)	5
Operating profit	2,740	2,507	9
Amortisation of intangibles	(51)	(53)	(4)
Allowances	(33)	(337)	(90)
Associates	237	233	1
Tax & NCI	(572)	(447)	28
Net profit	2,321	1,903	22

1H18 Banking Operations Performance

Net profit for Banking Operations up 22% YoY to S\$2.00b

Banking Operations	1H18 S\$m	1H17 S\$m	YoY +/(-)%
Net interest income	2,827	2,570	10
Non-interest income	1,435	1,387	3
Total income	4,262	3,958	8
Operating expenses	(1,976)	(1,840)	7
Operating profit	2,286	2,117	8
Allowances	(36)	(330)	(89)
Associates	243	240	1
Amortisation, tax & NCI	(492)	(385)	28
Net profit from banking operations	2,001	1,643	22
GEH net profit contribution	320	260	23
OCBC Group net profit	2,321	1,903	22



Note: Figures for 1H17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.

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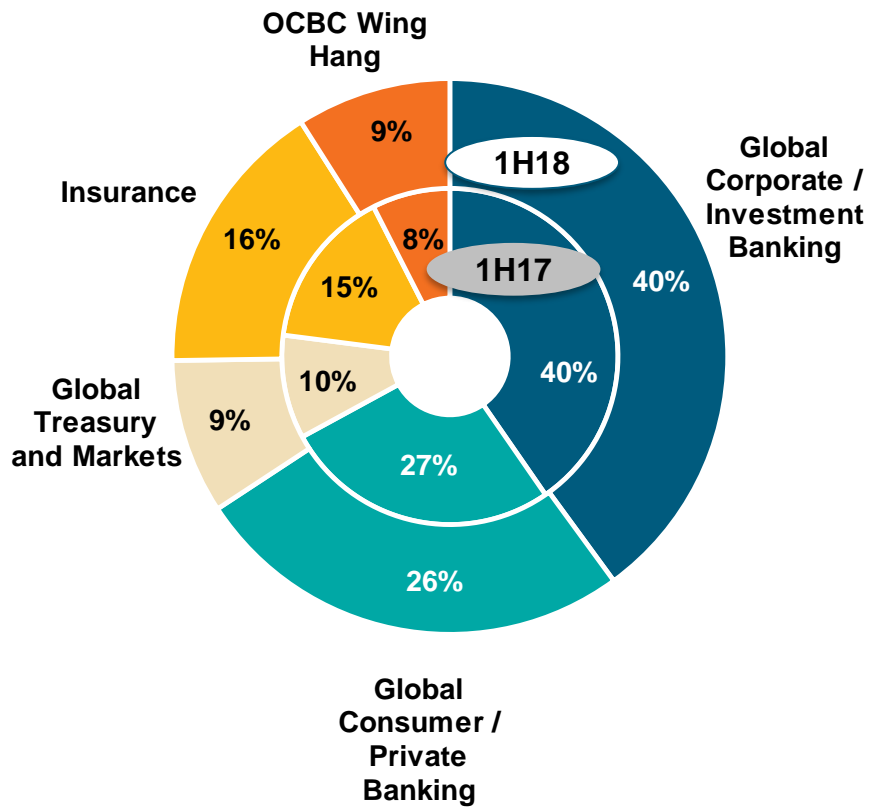
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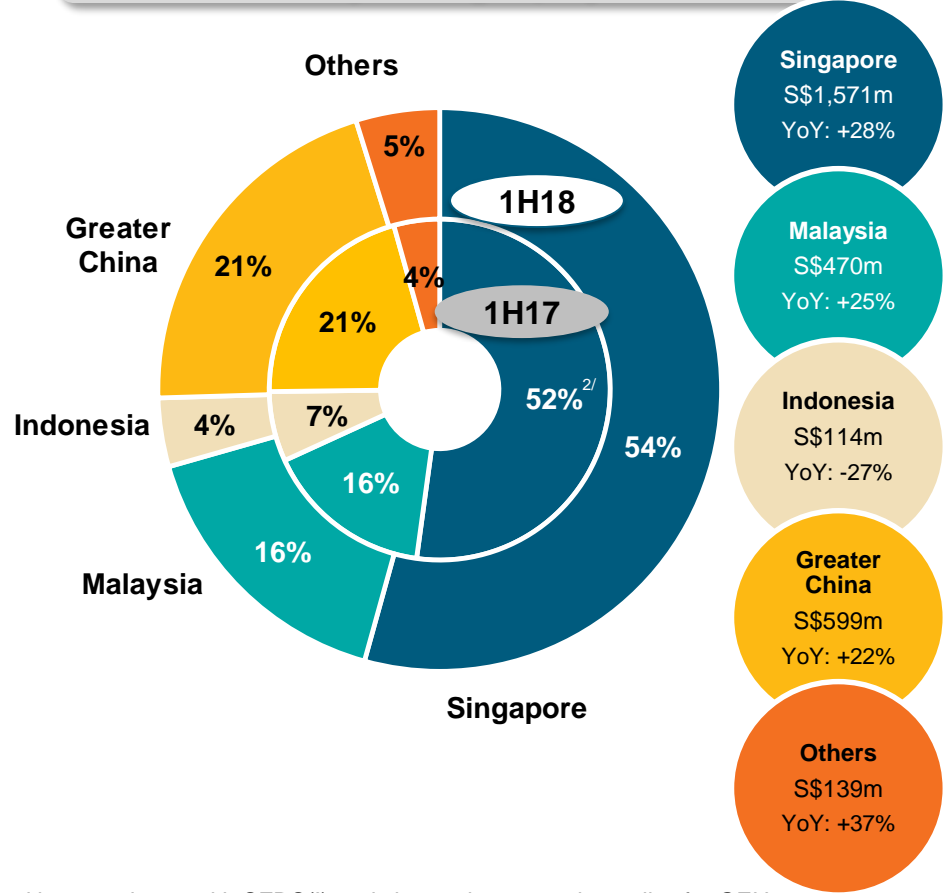
Performance by geography and business

Earnings well-diversified across key geographies and business segments

1H18 Operating Profit by Business^{1/}



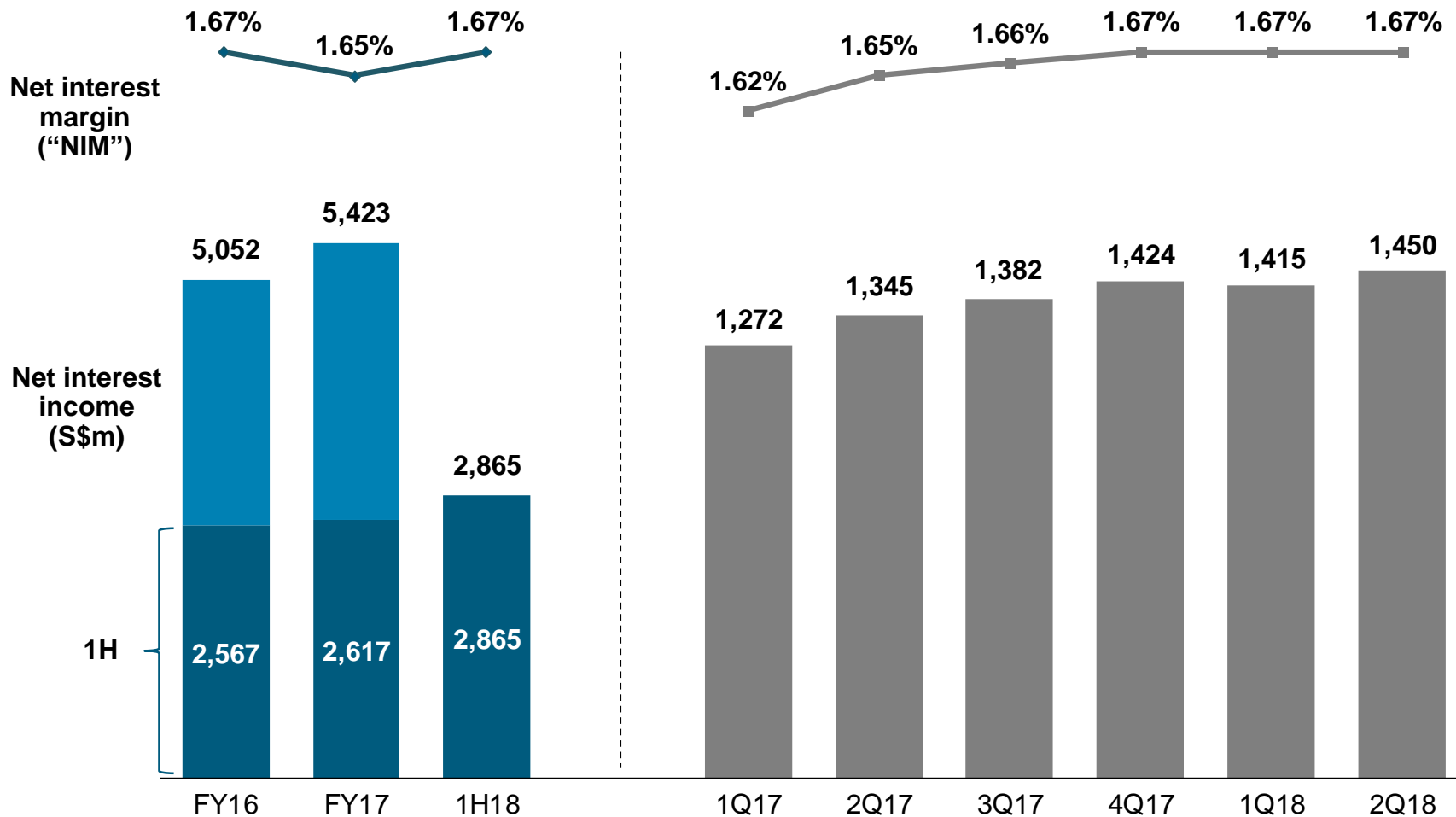
1H18 Profit before Tax by Geography



Note: Figures for 1H17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.
 1/ Operating profit before allowances and amortisation. Excludes the Others segment, which comprises mainly property holding, investment holding and items not attributable to the business segments.
 2/ PBT contribution from Singapore was 55% in 1H17 before restatements for SFRS(I) and change in accounting policy for GEH.

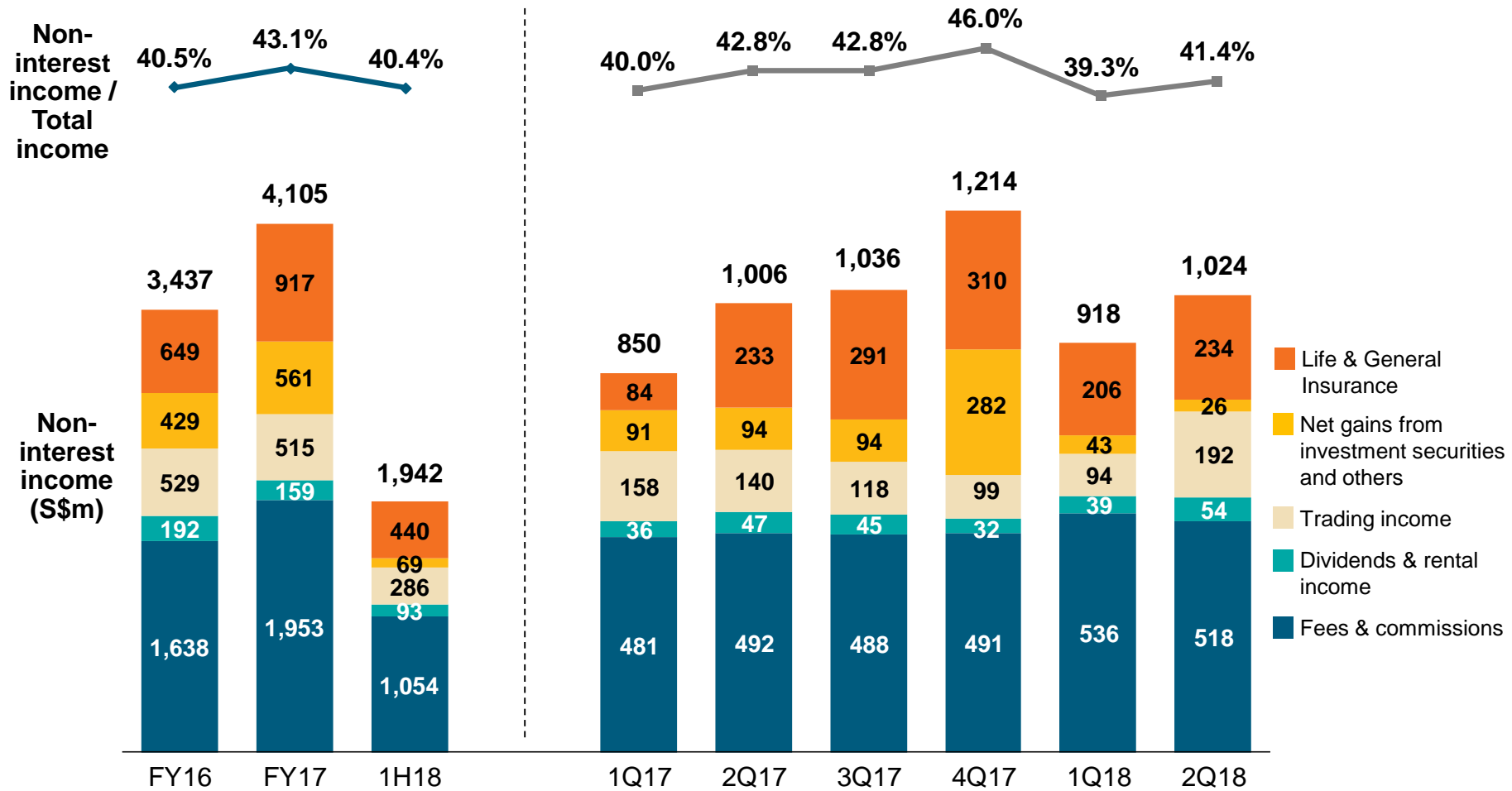
Net interest income

2Q18 Nil rose 8% YoY from robust asset growth and improved NIM; Higher NIM largely driven by increased loan and placement yields in Singapore and Malaysia



Non-interest income

Non-interest income in 2Q18 increased 12% QoQ and 2% YoY to S\$1.02b



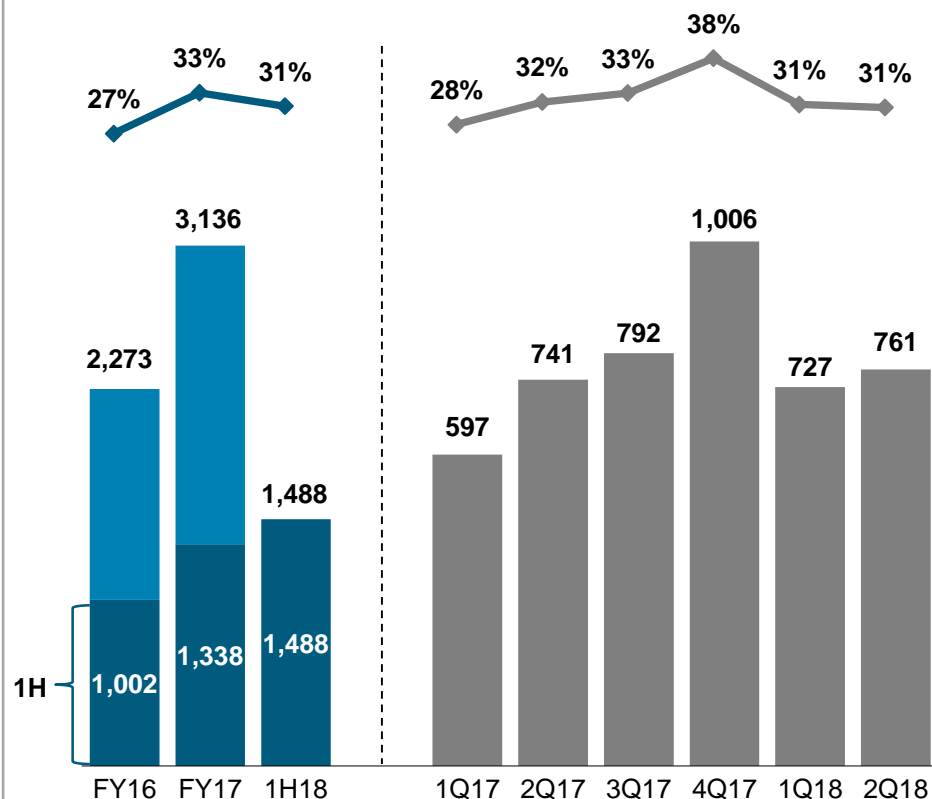
Note: Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.

Wealth Management

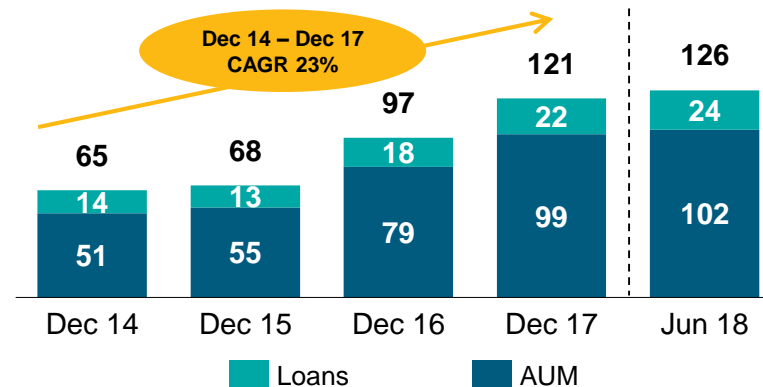
2Q18 wealth management income rose 5% QoQ and 3% YoY; BOS' AUM up 14% YoY at US\$102b from continued net new money inflows

Wealth Management Income^{1/ 2/} (S\$m)

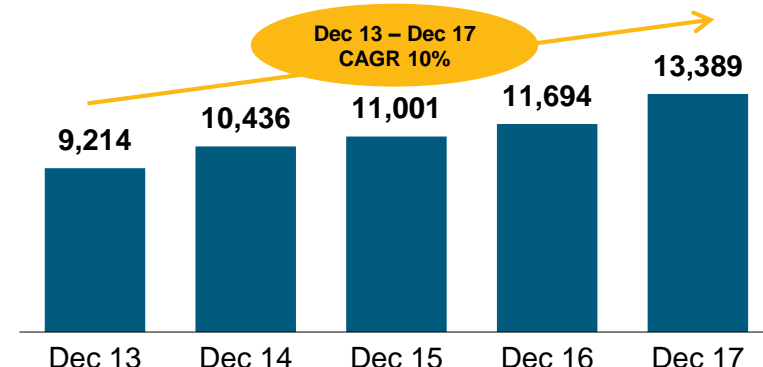
As % of Group income



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



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



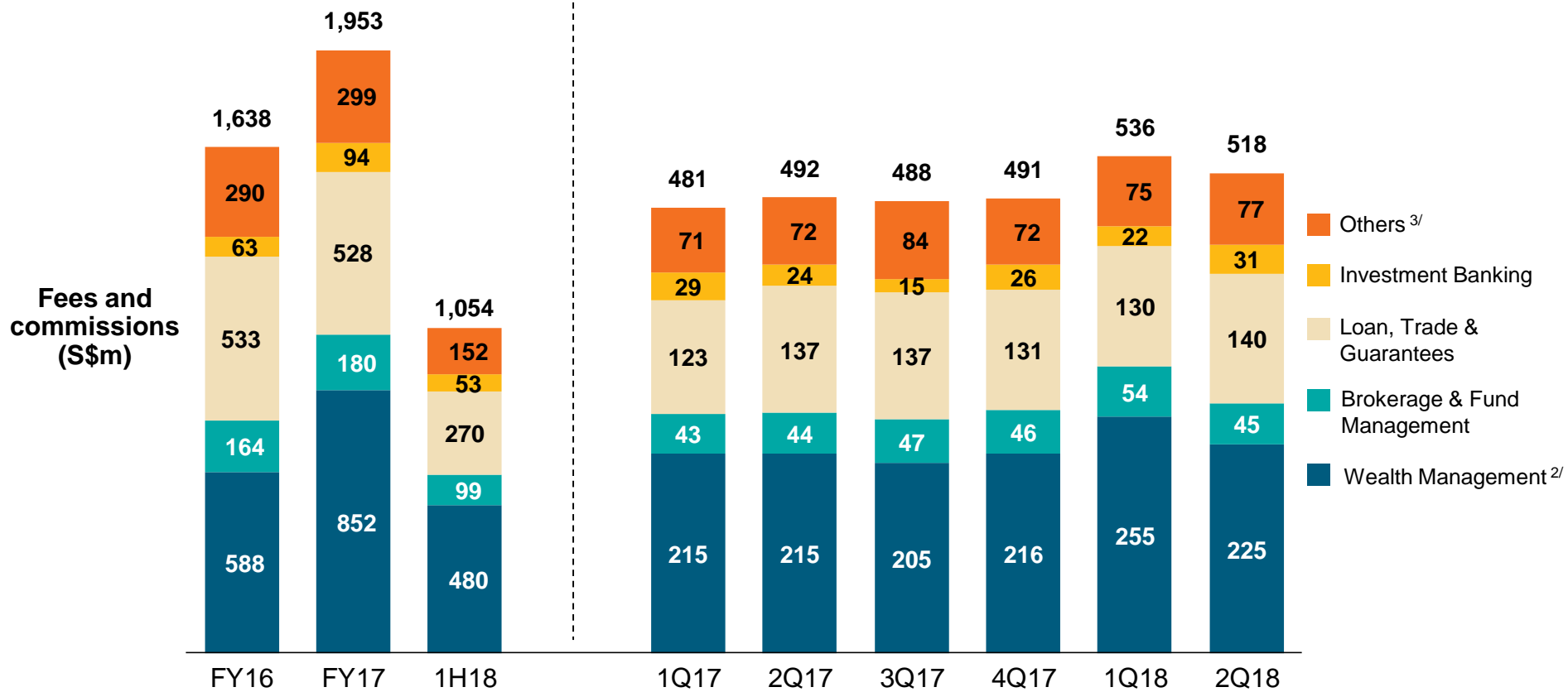
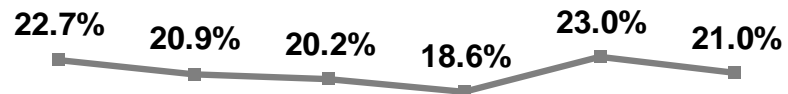
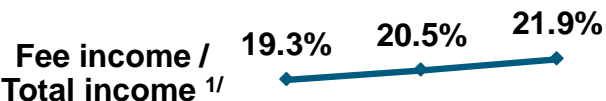
1/ Wealth management income comprises the consolidated income from insurance, asset management, stockbroking and private banking subsidiaries, plus the Group's income from the sales of unit trusts, bancassurance products, structured deposits and other treasury products to consumer customers.

2/ Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.

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

Fees & Commissions

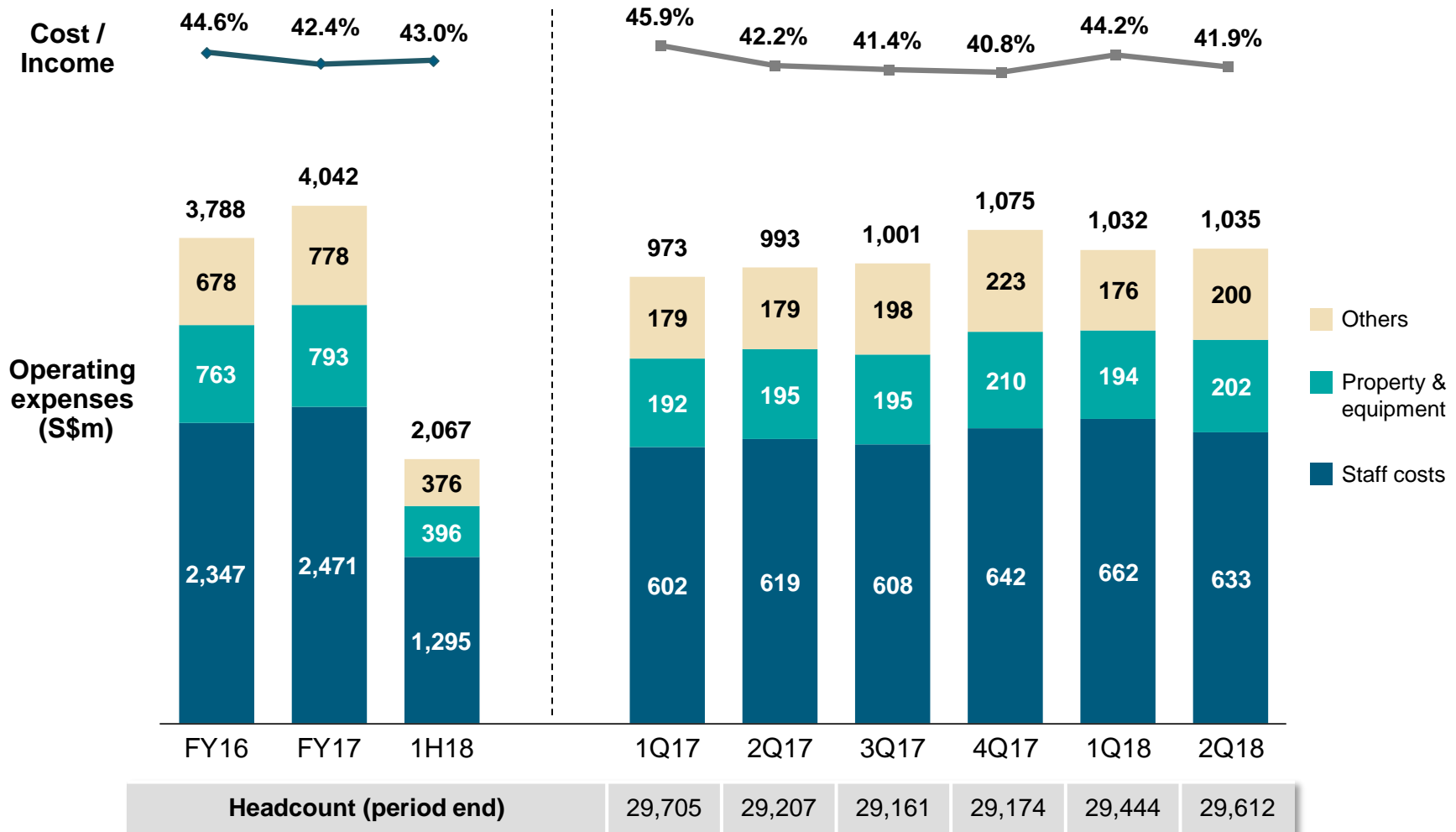
Growth across all major product segments drove 5% YoY increase in fee income



1/ Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.
 2/ Mainly comprising income from private banking, and sales of unit trusts, bancassurance products, structured deposits and other treasury products to consumer customers.
 3/ "Others" includes credit card fees, service charges and other fee and commission income.

Operating expenses

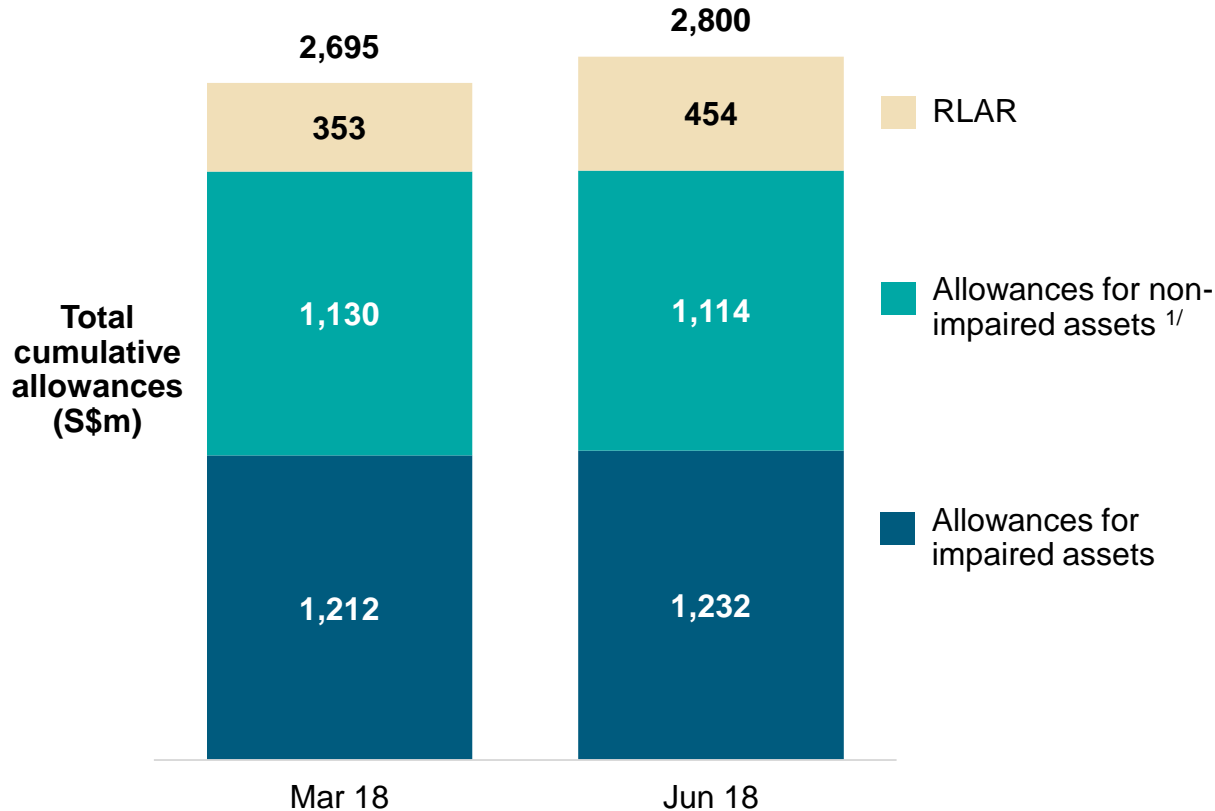
2Q18 costs flat QoQ; CIR improved QoQ and YoY to 41.9%



Note: Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.

Total cumulative allowances

Allowances met requirements set out in SFRS(I) 9 and the revised MAS 612



With effect from 1 January 2018, SFRS(I) 9 requires the Group to calculate credit loss allowances using a forward-looking expected credit loss (“ECL”) model. The difference between the Stage 1 and 2 ECL^{1/} and MAS 612 Minimum Regulatory Loss Allowance (“MRLA”) ^{2/} is reported as Regulatory Loss Allowance Reserve (“RLAR”).

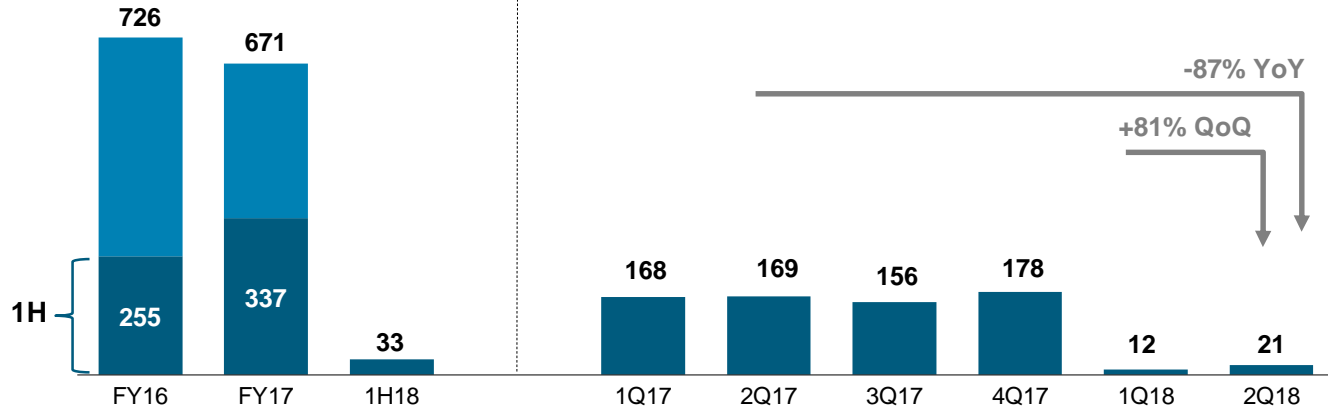
1/ Credit loss allowances for assets classified under stages 1 and 2 relate to non-impaired assets.

2/ Minimum regulatory loss allowance of 1% on non-credit impaired non-bank exposures net of eligible collaterals.

Allowances

Allowances in 2Q18 of S\$21m were higher QoQ but lower YoY

Allowances for loans and other assets (S\$m)



Allowances for loans and other assets (S\$m)

Allowances for impaired loans ^{1/}	484	1,407	46
- Allowances for new & existing loans	666	1,632	159
- Write-backs ^{3/}	(126)	(161)	(78)
- Recoveries ^{4/}	(56)	(64)	(35)
Allowances for impaired other assets	70	50	7
Allowances for non-impaired loans ^{2/}	172	(786)	2
Allowances for non-impaired other assets	-	-	(22)
Allowances for loans and other assets	726	671	33

108	105	138	1,055	13	33
149	173	192	1,117	60	99
(31)	(53)	(32)	(45)	(33)	(45)
(10)	(15)	(22)	(17)	(14)	(21)
21	5	15	10	(2)	9
39	59	3	(887)	16	(14)
-	-	-	-	(15)	(7)
168	169	156	178	12	21

As a % of avg. loans (bps) ^{5/}

Allowances for impaired loans	23	62	3
Total loan allowances ^{6/}	31	27	3

20	19	24	178	2	5
27	29	24	28	4	3

1/ Referred to as specific allowances for periods prior to 1Q18.

2/ Referred to as portfolio allowances for periods prior to 1Q18.

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

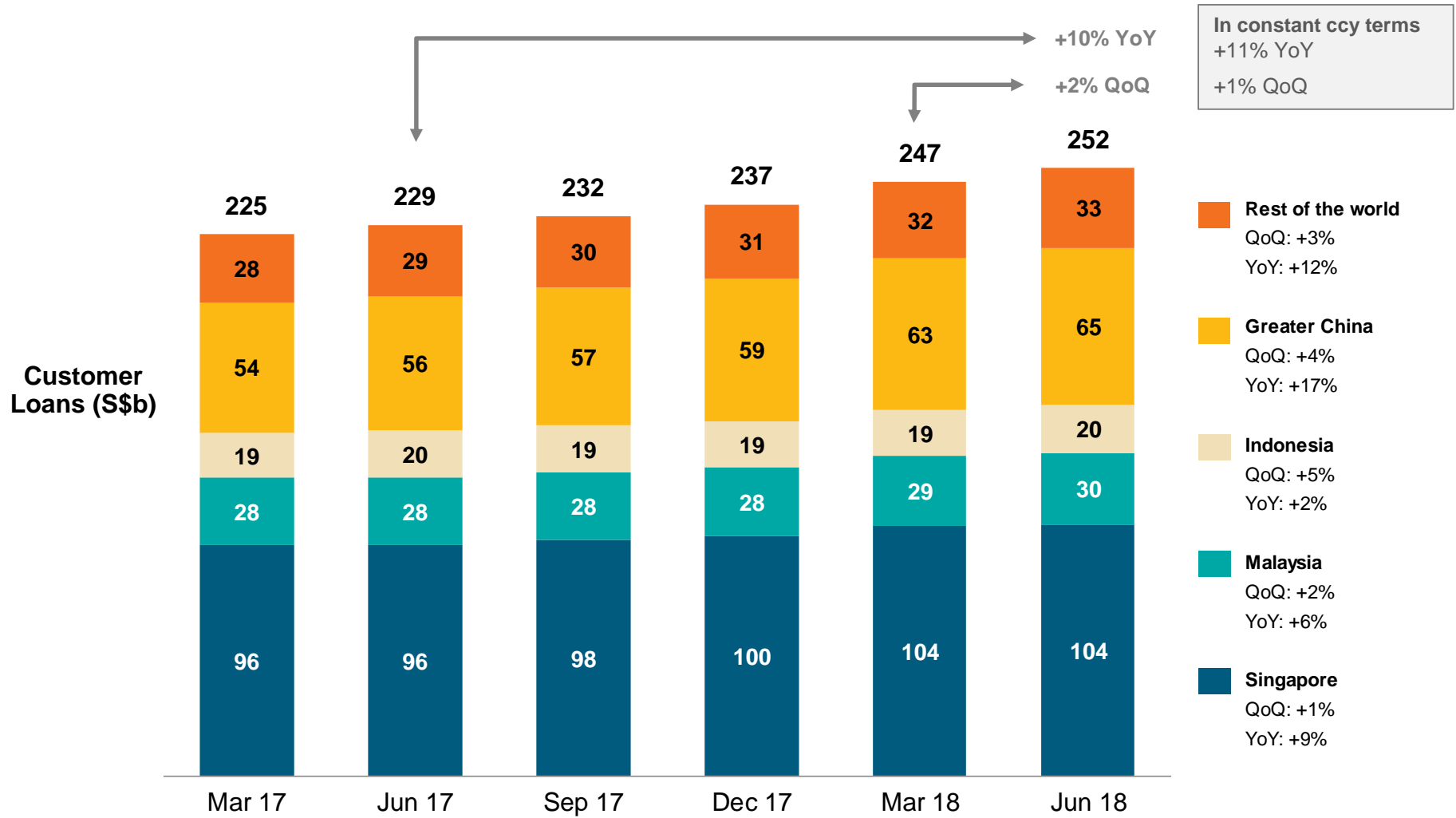
4/ Recoveries of loans that had been written off.

5/ Figures are computed on an annualised basis.

6/ Total loan allowances include allowances for impaired and non-impaired loans.

Customer loans

Loan growth momentum continued into 2Q18; up 2% QoQ and 10% YoY to S\$252b



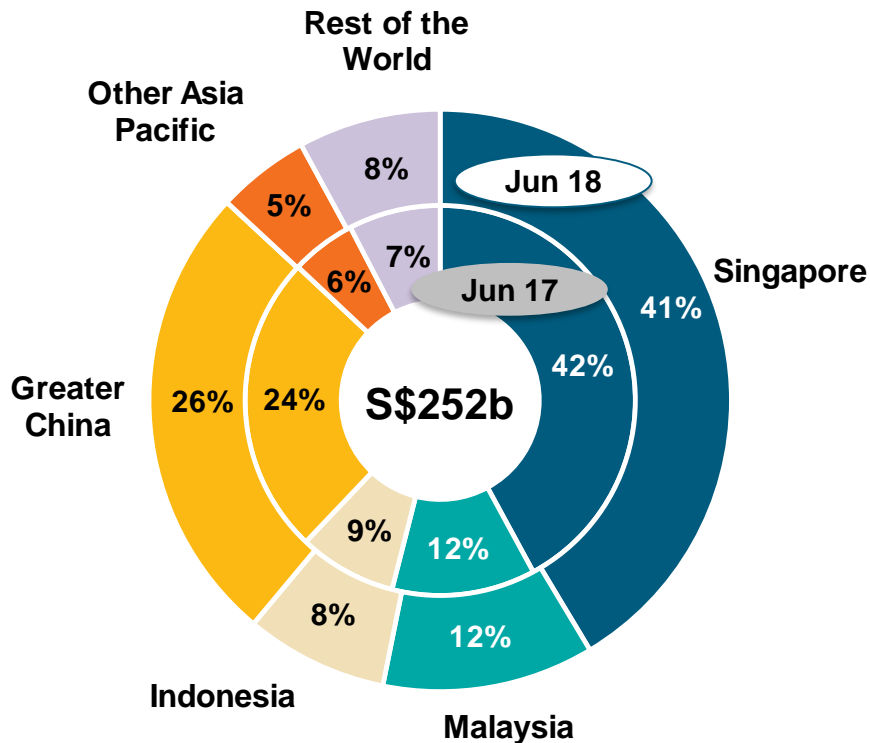
OCBC Bank

Note: Customer loans by geography are 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.

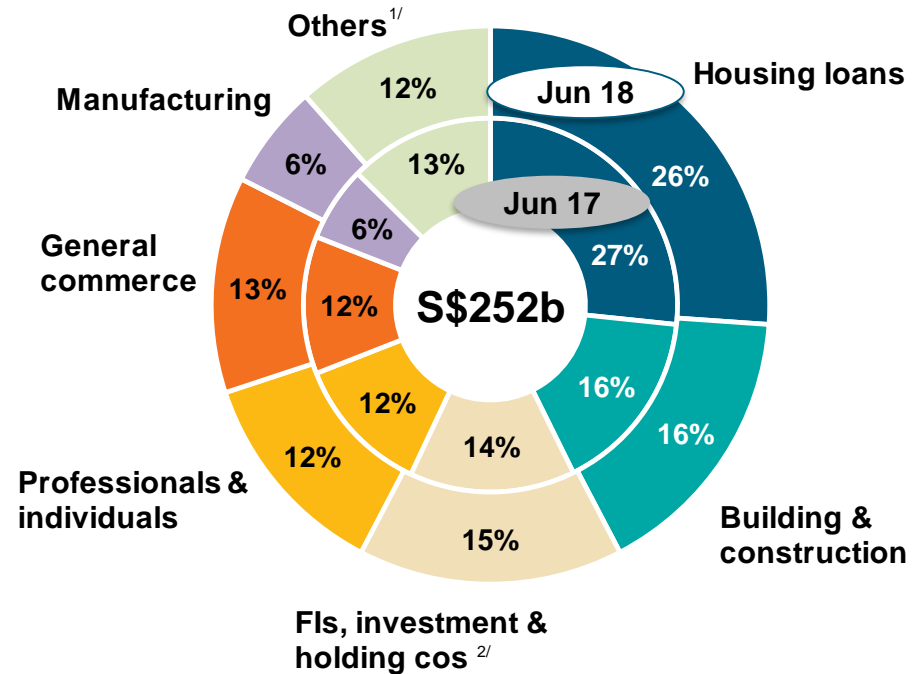
Customer loans

Loan portfolio remained well-diversified

Customer Loans by Geography



Customer Loans by Industry



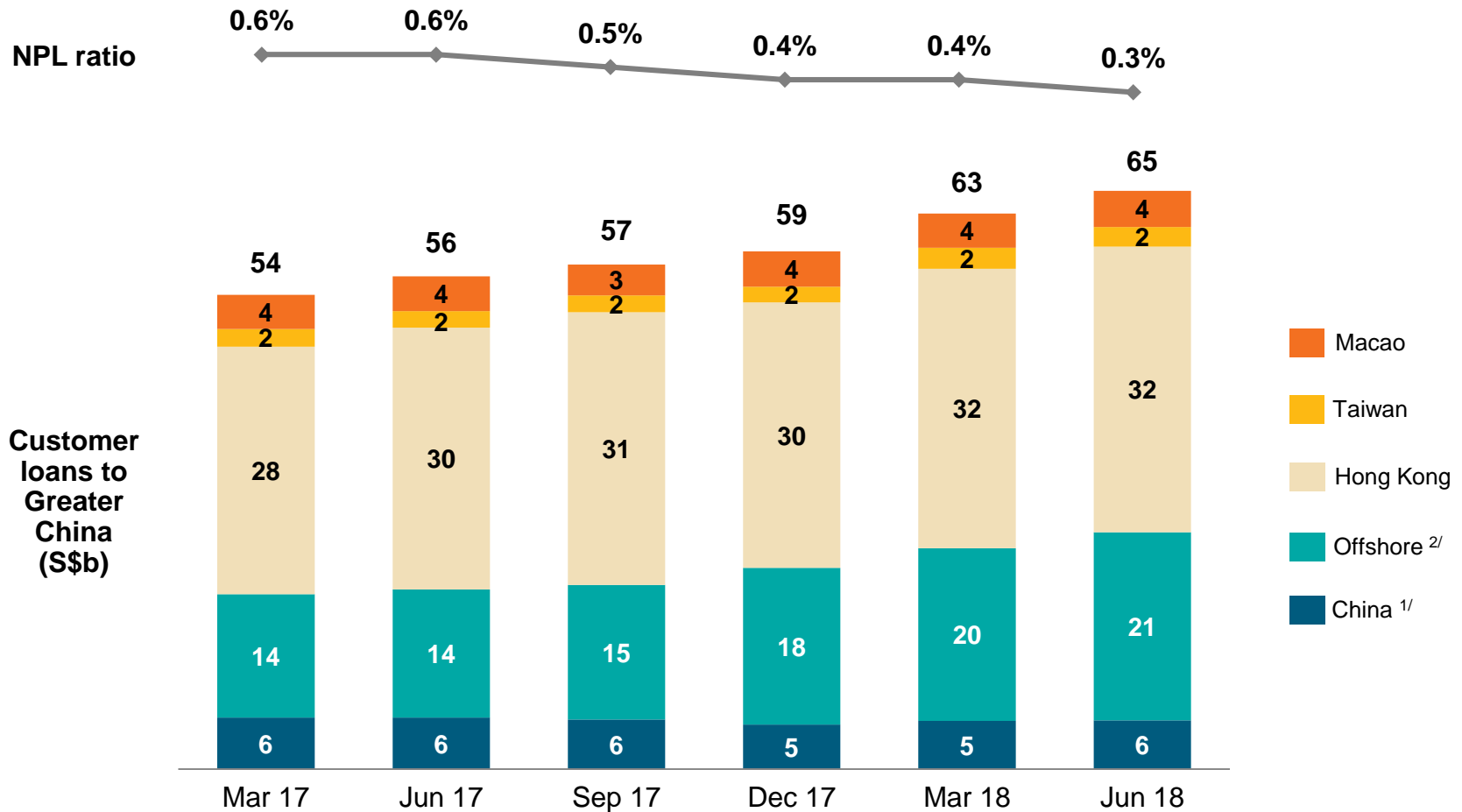
Note: Customer loans by geography are based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans.

1/ Comprising the "Transport, storage & communication", "Agriculture, mining & quarrying" and "Others" industry groupings.

2/ Mainly comprises investment holding, finance, insurance and securities companies.

Greater China Customer Loans

Loans up 4% QoQ and 17% YoY; NPL ratio declined QoQ and YoY to 0.3%



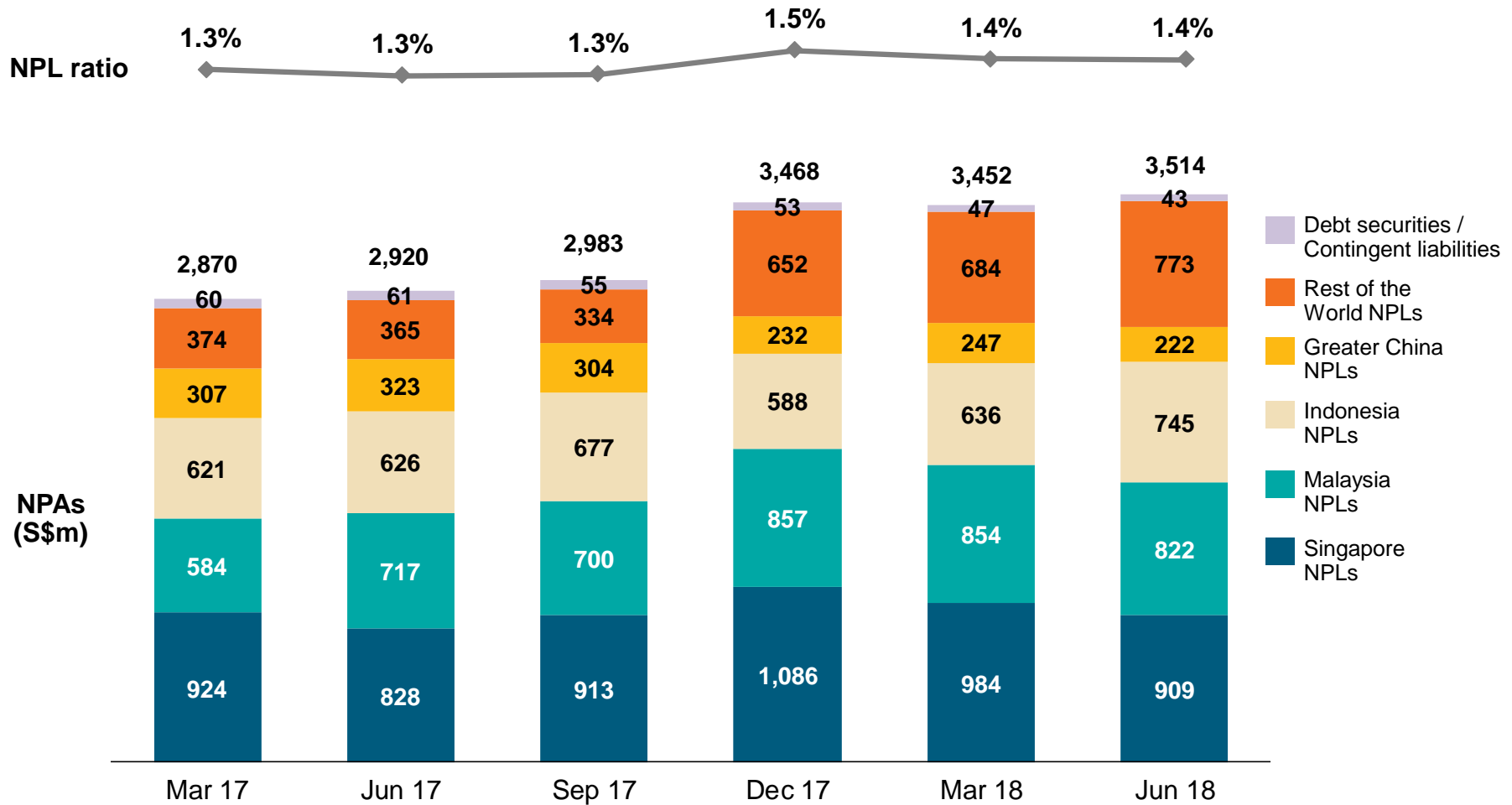
Note: Customer loans to Greater China is based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans.

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.

Asset quality

Portfolio quality remained sound, NPL ratio flat QoQ at 1.4%

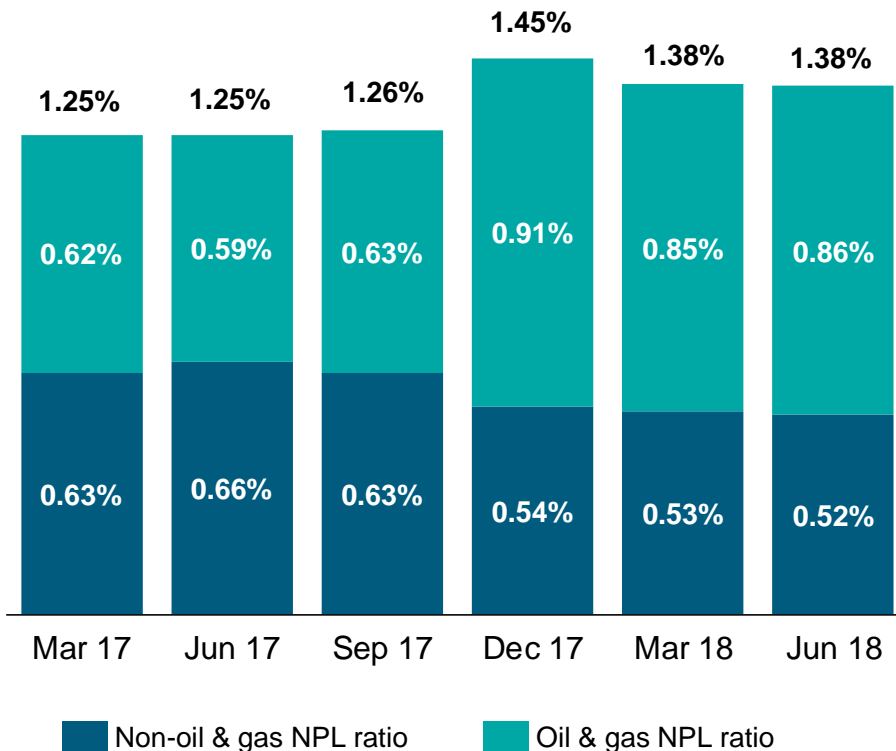


Note: NPAs comprise NPLs and classified debt securities/contingent liabilities.

NPL Ratio & Non-Performing Assets

NPL ratio stable and new NPA formation fell QoQ and YoY

NPL ratio

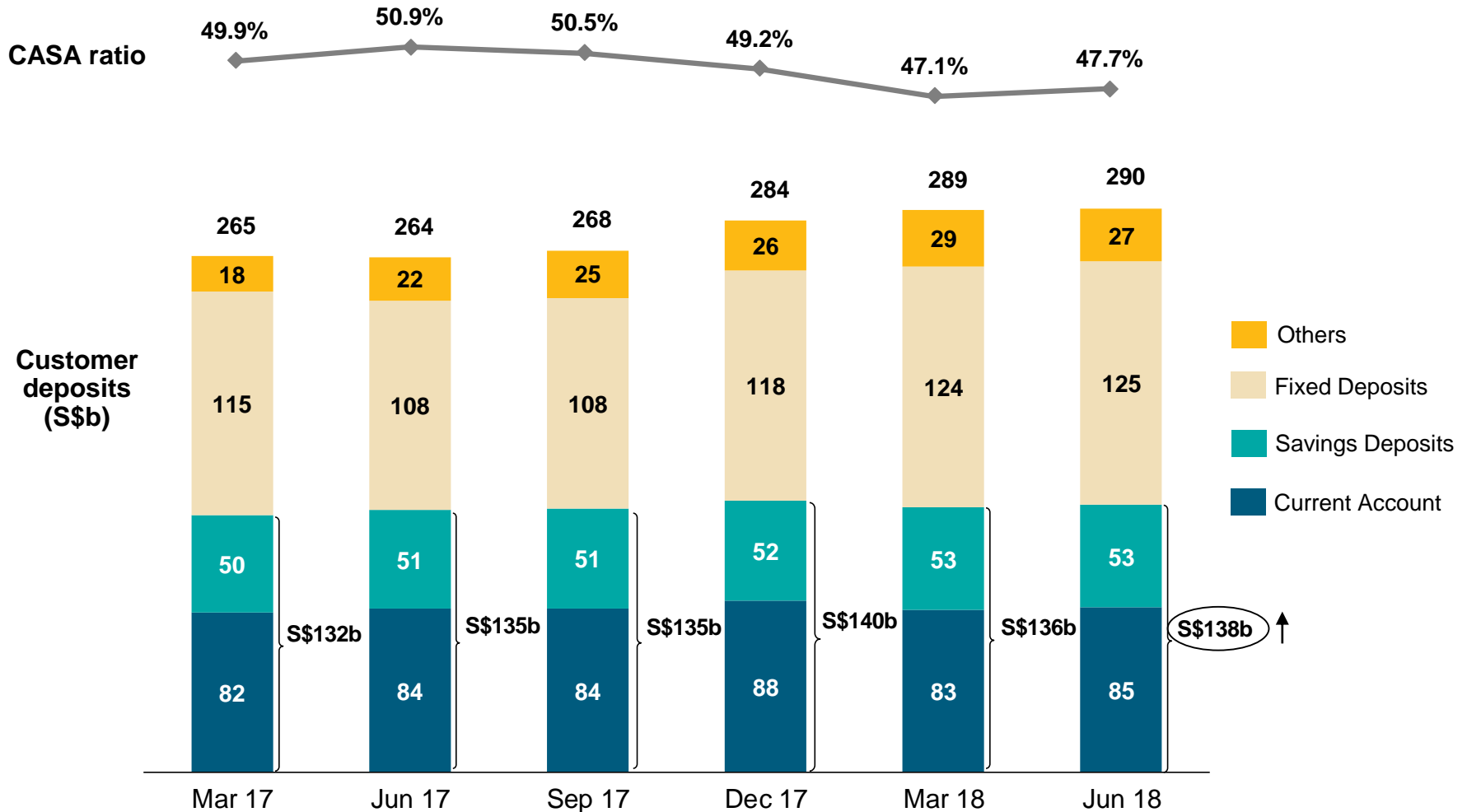


NPAs

	2Q18 S\$m	1Q18 S\$m	2Q17 S\$m
Opening balance	3,452	3,468	2,870
New NPAs	277	297	445
Net recoveries/ upgrades	(144)	(274)	(270)
Write-offs	(71)	(39)	(125)
Closing balance	3,514	3,452	2,920

Customer deposits

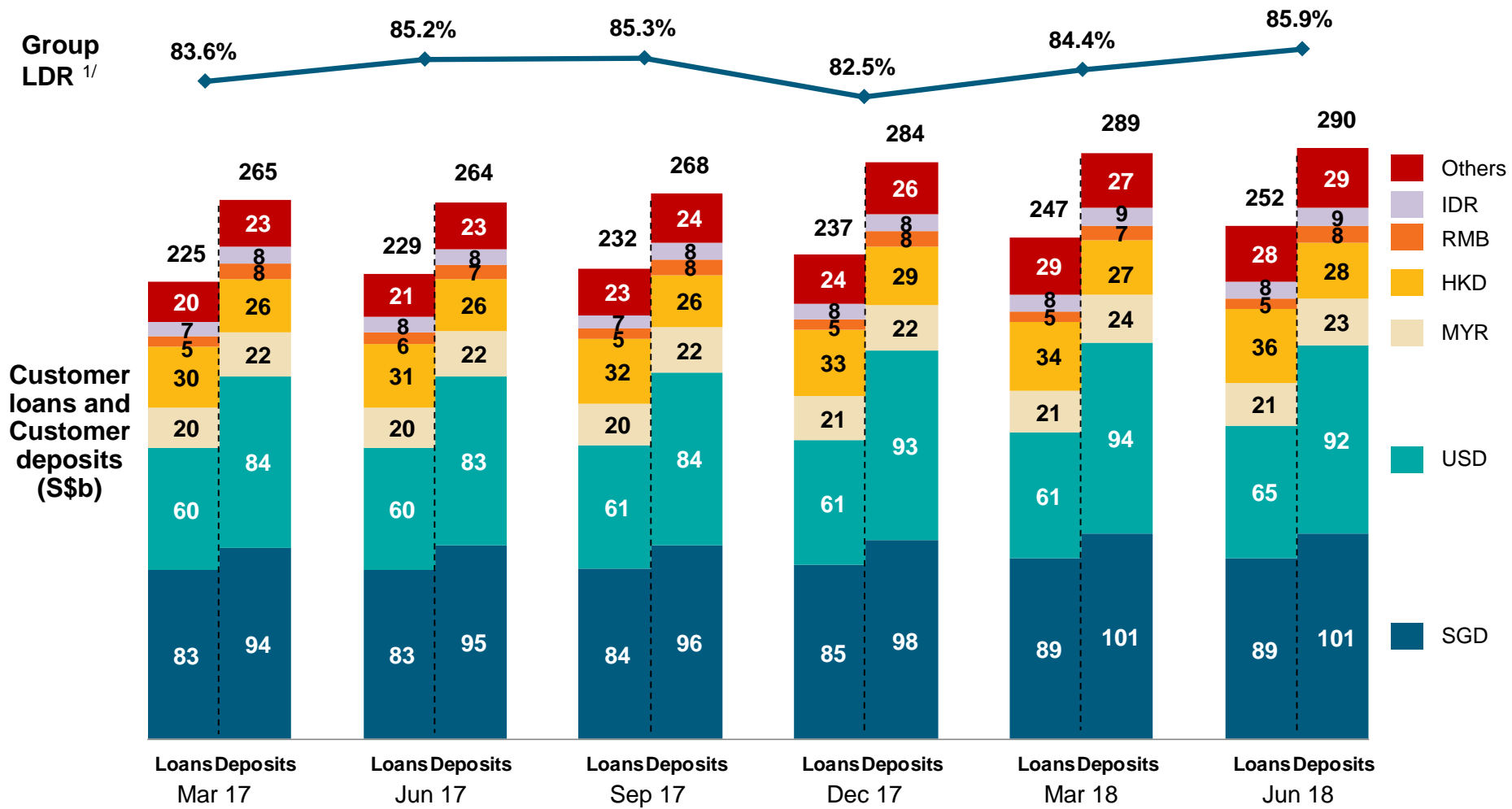
Customer deposits increased 1% QoQ and 10% YoY to S\$290b; CASA ratio improved QoQ to 47.7%



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

Loans-to-Deposits Ratio

Group LDR higher QoQ and YoY at 85.9%



LDRs ^{1/}

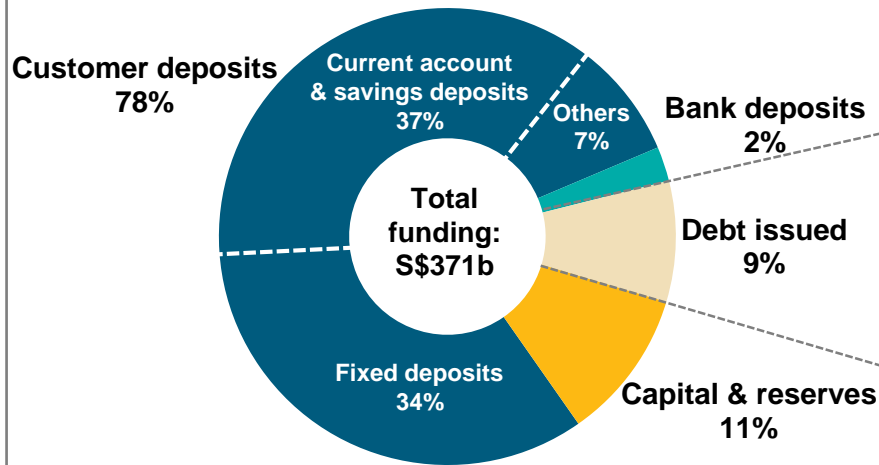
Currency	Mar 17	Jun 17	Sep 17	Dec 17	Mar 18	Jun 18
SGD	88.2%	87.4%	87.7%	87.5%	88.2%	88.2%
USD	71.0%	72.0%	72.0%	65.8%	65.6%	70.6%
RMB	65.8%	73.2%	69.0%	61.3%	74.2%	63.9%

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

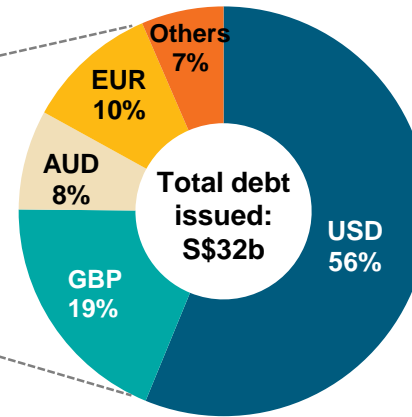
Funding & Liquidity

Customer deposits accounted for 78% of total funding; all-currency LCR and NSFR at 138% and 108% respectively, comfortably above regulatory guidelines

Funding Composition as of 30 Jun 2018



Wholesale Funding by Currency as of 30 Jun 2018



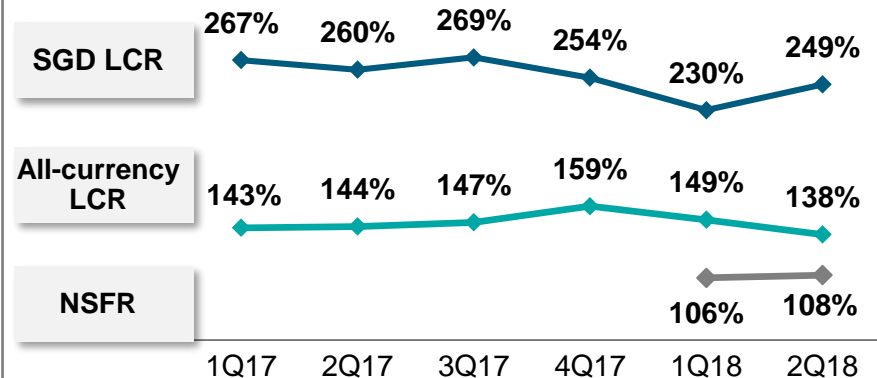
By Maturity:

≤ 1 year	68%
> 1 year	32%

CASA by Major Currencies

S\$b	Jun 17	Mar 18	Jun 18
SGD	68	70	70
USD	36	35	36
MYR	6	6	7
HKD	11	11	11
IDR	3	3	3

Average Liquidity Coverage Ratio & Net Stable Funding Ratio



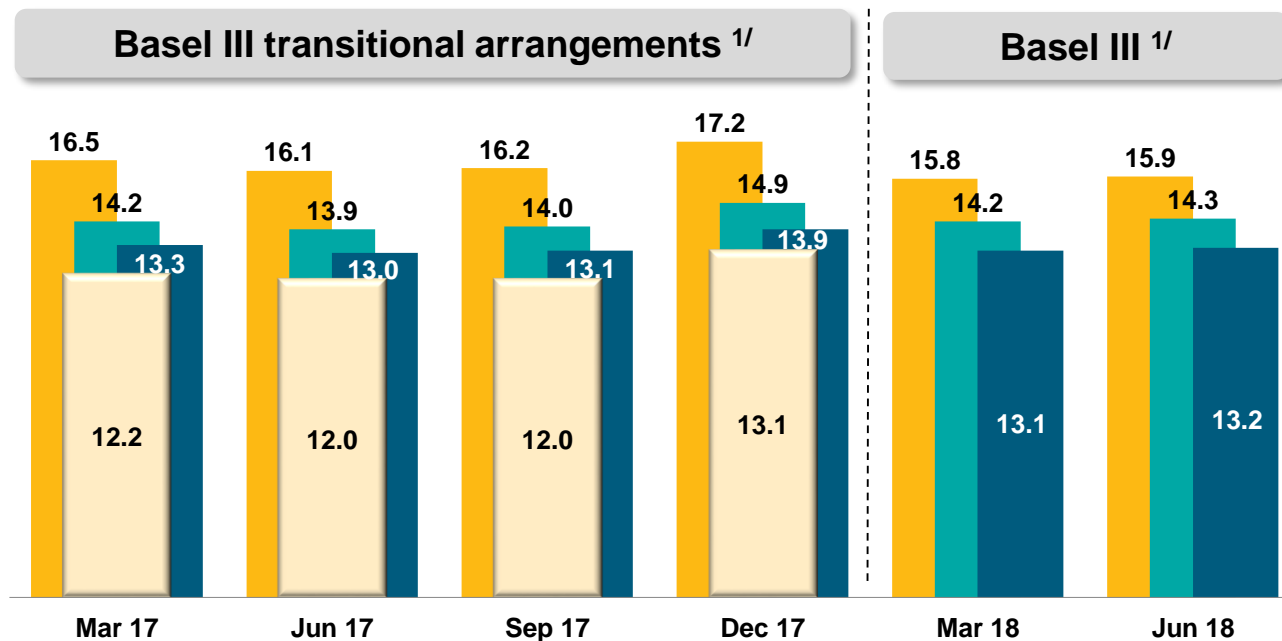
Note: NSFR computed based on MAS Notice 652 effective 1 January 2018. Singapore dollar and all-currency LCRs and NSFR were higher as compared to the regulatory requirements effective at each reporting date.

Capital

Capital position remained strong and comfortably above regulatory requirements

Capital Adequacy Ratios ("CAR") (%)

- Total CAR
- Tier 1 CAR
- Common Equity Tier 1 CAR
- Proforma Common Equity Tier 1 CAR ^{2/}



CET1 capital (\$m)	27,688	27,800	27,807	26,907	26,206	26,641
Tier 1 capital (\$m)	29,558	29,684	29,694	28,960	28,277	28,714
RWA (\$m)	207,224	212,527	211,372	193,082	198,817	200,786

Leverage ratio ^{3/} (%)	7.7	7.8	7.6	7.3	7.0	7.0
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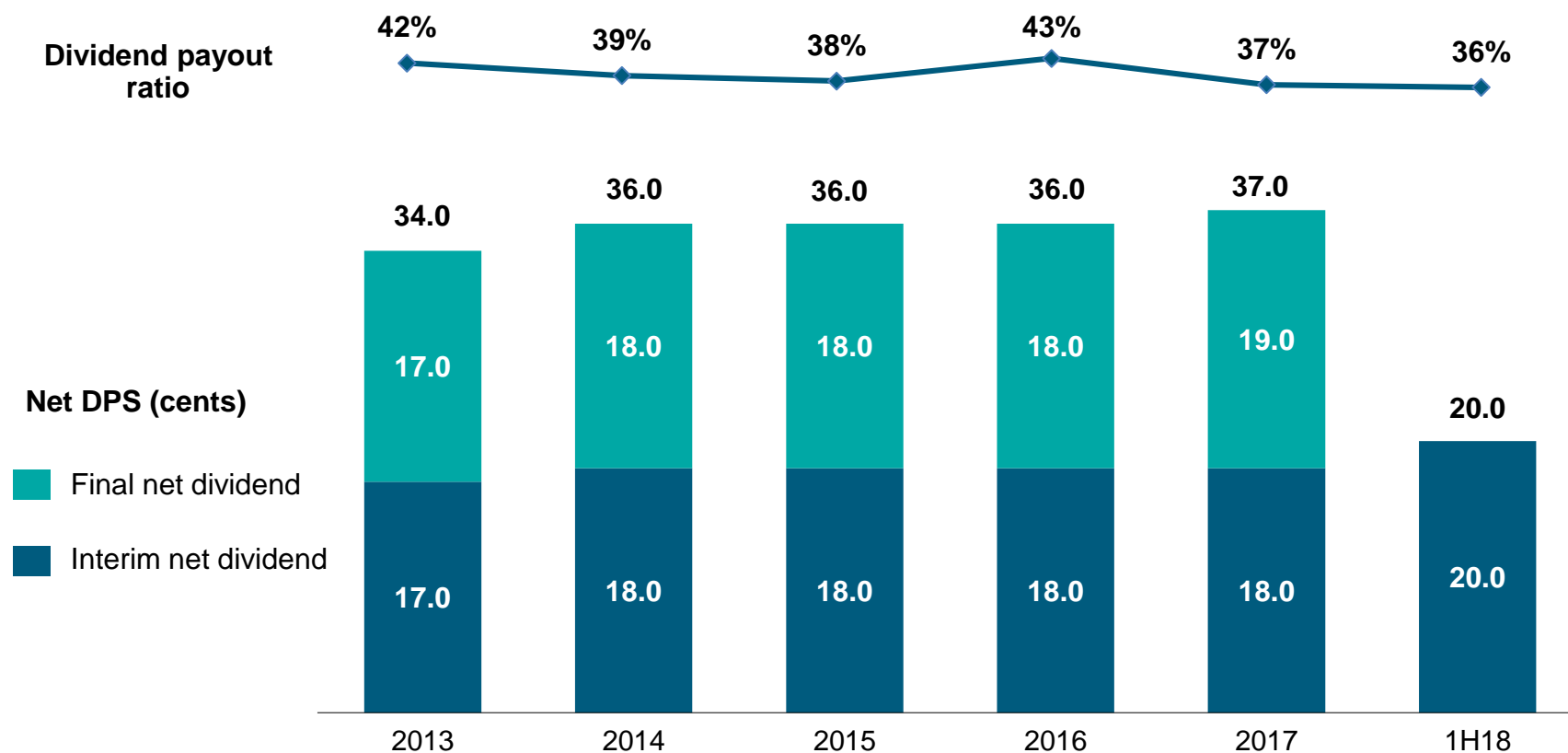
^{1/} With full effect from 1 January 2018, capital ratios are computed based on Basel III rules. Capital ratios before 1 January 2018 were computed based on Basel III transitional arrangements.

^{2/} Proforma CET1 CAR were computed based on Basel III rules effective from 1 January 2018.

^{3/} Leverage ratio of 7.0% as at 30 June 2018 was well above the 3% minimum regulatory requirement.

Dividends

Interim dividend increased to 20 cents per share; Scrip Dividend Scheme would be applicable



Net Dividends (S\$m)	1,168	1,347	1,470	1,507	1,550	837
Core Net Profit (S\$m)	2,768	3,451	3,903	3,473	4,146	2,321

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Subsidiaries' Performance

Major subsidiaries contributed 31% to the Group's profit

	Key Metrics		YoY
	1H18	1H17	
Great Eastern Holdings	Net profit ^{1/}	S\$391m S\$322m	+21%
	TWNS	S\$558m S\$536m	+4%
	NBEV	S\$240m S\$240m	Flat
	NBEV margin	43.1% 44.7%	-1.6ppt
OCBC Wing Hang	Net profit	HKD1,334m HKD978m	+36%
	Loans	HKD190b HKD166b	+14%
	Deposits	HKD217b HKD197b	+10%
OCBC Malaysia	Net profit	RM451m RM461m	-2%
	Loans	RM68b RM69b	-2%
	Deposits	RM73b RM71b	+3%
OCBC NISP	Net profit	IDR1,335b IDR1,130b	+18%
	Loans	IDR117t IDR101t	+16%
	Deposits	IDR121t IDR106t	+13%

^{1/} Figures for 1H17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.

Note: "ppt" denotes percentage points.

2Q18 Great Eastern Holdings' performance

Net profit contribution grew 61% QoQ and 3% YoY to S\$197m

GEH	2Q18 S\$m	1Q18 S\$m	QoQ +/(-)%	2Q17 S\$m	YoY +/(-)%
Profit from insurance business	201	172	17	199	1
- Operating profit ^{1/}	153	159	(4)	158	(3)
- Non-operating profit / (loss) ^{2/}	19	(5)	473	27	(29)
- Others	29	18	63	14	113
Profit from Shareholders' Fund	79	2	nm	66	20
Profit from operations	280	174	61	265	6
Write-back / (Allowances)	2	0	(342)	(4)	(149)
Tax & NCI	(45)	(21)	110	(29)	56
Net profit	238	153	55	232	3
Group adjustments ^{3/}	(40)	(30)	34	(41)	1
Net profit contribution to Group	197	123	61	191	3

Note: Figures for 2Q17 were restated in accordance with SFRS(I) and change in accounting policy for GEH. For comparison in constant currency terms, operating profit in foreign currencies for 2018 were translated using the corresponding monthly spot rate in 2017. In applying constant currency translation, the impact to Operating Profit figures has been included in Non-Operating Profit.



- 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/ Primarily from adjustments made to amortisation for intangibles and non-controlling interests.

1H18 Great Eastern Holdings' performance

Net profit contribution rose 23% YoY to S\$320m

GEH	1H18 S\$m	1H17 S\$m	YoY +/(-)%
Profit from insurance business	373	255	46
- Operating profit ^{1/}	312	279	12
- Non-operating profit / (loss) ^{2/}	14	(55)	125
- Others	47	32	49
Profit from Shareholders' Fund	81	134	(40)
Profit from operations	454	389	17
Write-back / (Allowances)	3	(8)	(133)
Tax & NCI	(66)	(59)	11
Net profit	391	322	21
Group adjustments ^{3/}	(71)	(63)	12
Net profit contribution to Group	320	260	23

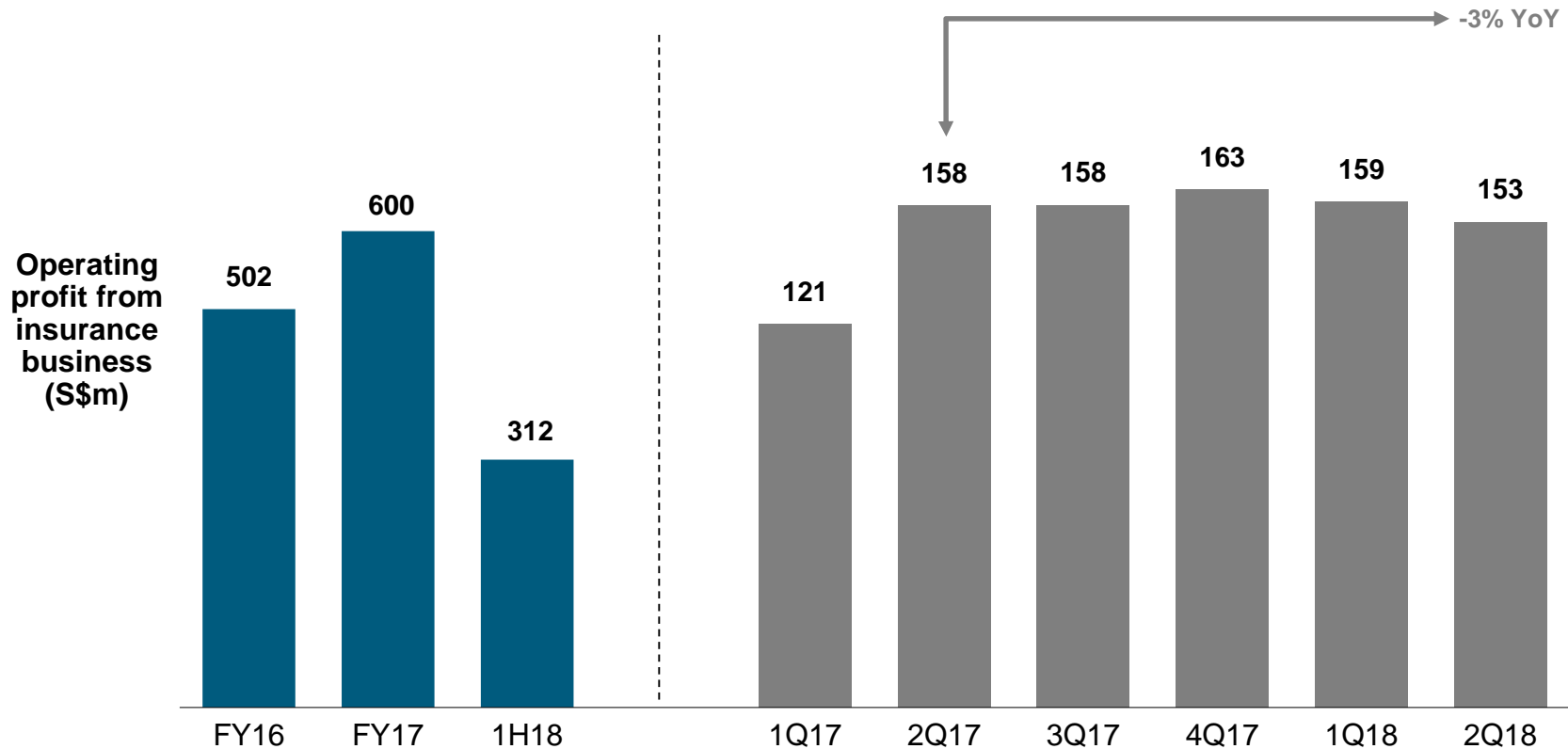
Note: Figures for 1H17 were restated in accordance with SFRS(I) and change in accounting policy for GEH. For comparison in constant currency terms, operating profit in foreign currencies for 2018 were translated using the corresponding monthly spot rate in 2017. In applying constant currency translation, the impact to Operating Profit figures has been included in Non-Operating Profit.



- 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/ Primarily from adjustments made to amortisation for intangibles and non-controlling interests.

GEH: Operating Profit

2Q18 operating profit from insurance business was S\$153m



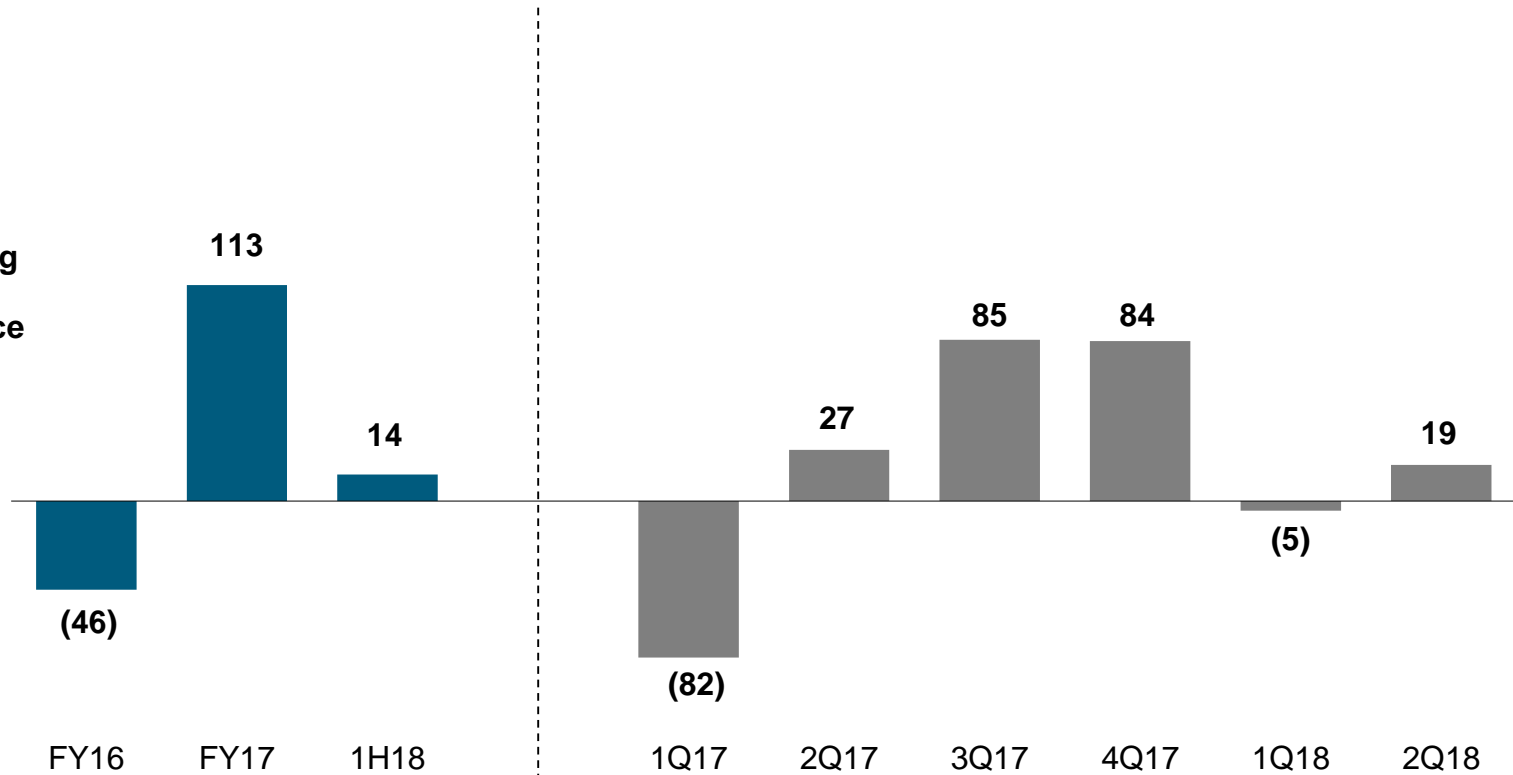
Note:

- Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus investment income (dividends, coupons, etc).
- Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.
- For comparison in constant currency terms, operating profit in foreign currencies for 2018 were translated using the corresponding monthly spot rate in 2017. Operating profit and non-operating profit in foreign currencies for FY16 were translated using exchange rates as at 31 December 2017. In applying constant currency translation, the impact to Operating Profit figures has been included in Non-Operating Profit.

GEH: Non-operating profit

2Q18 non-operating profit at S\$19m from MTM gains in the equities portfolio, favourable interest rate movement and narrowing of swap spreads

Non-operating profit/(loss) from insurance business (S\$m)

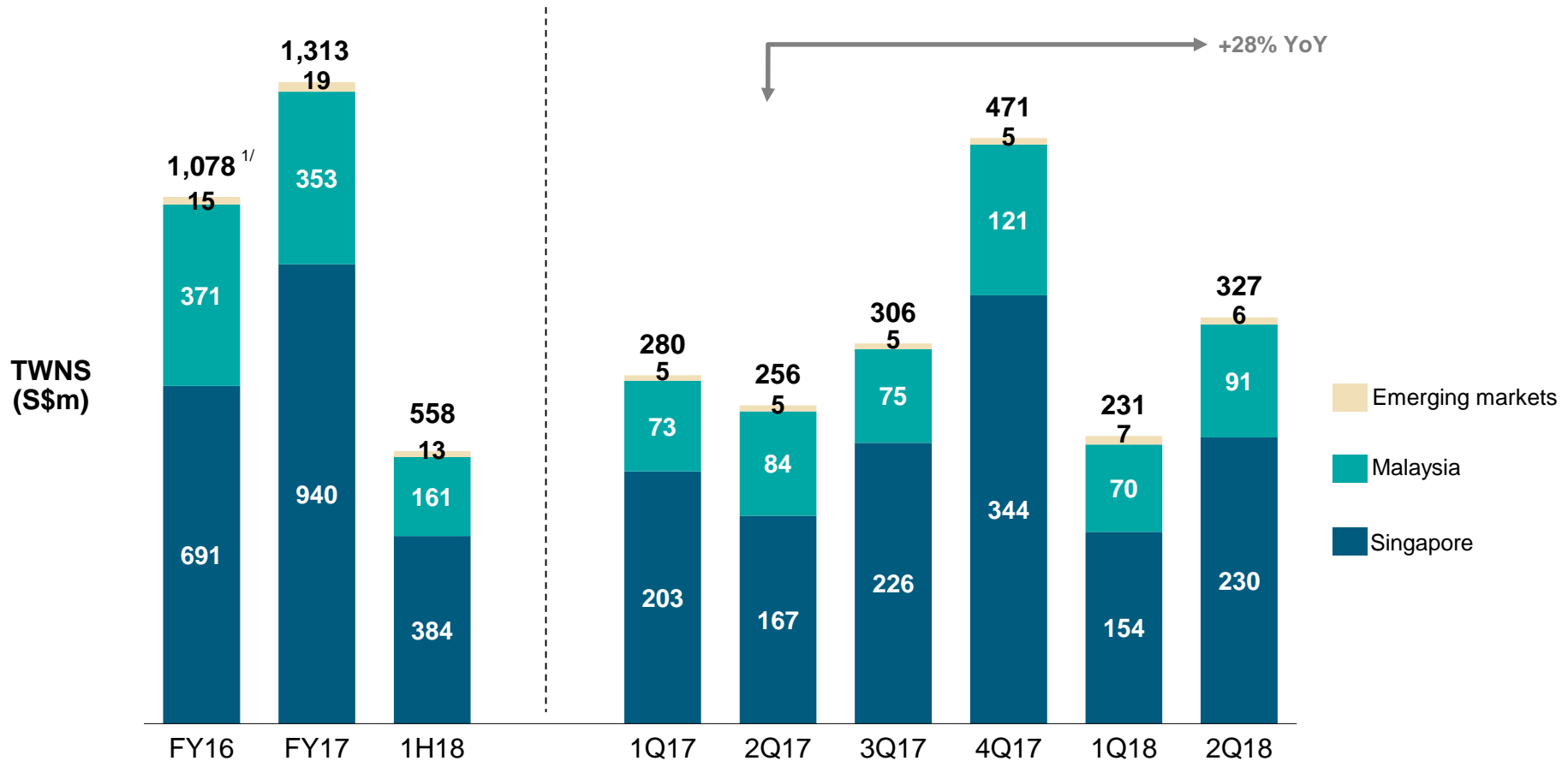


Note:

- 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.
- Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.
- For comparison in constant currency terms, operating profit in foreign currencies for 2018 were translated using the corresponding monthly spot rate in 2017. Operating profit and non-operating profit in foreign currencies for FY16 were translated using exchange rates as at 31 December 2017. In applying constant currency translation, the impact to Operating Profit figures has been included in Non-Operating Profit.

GEH: Total weighted new sales

2Q18 TWNS rose 28% YoY to S\$327m, driven by higher sales from agency and bancassurance channels in Singapore

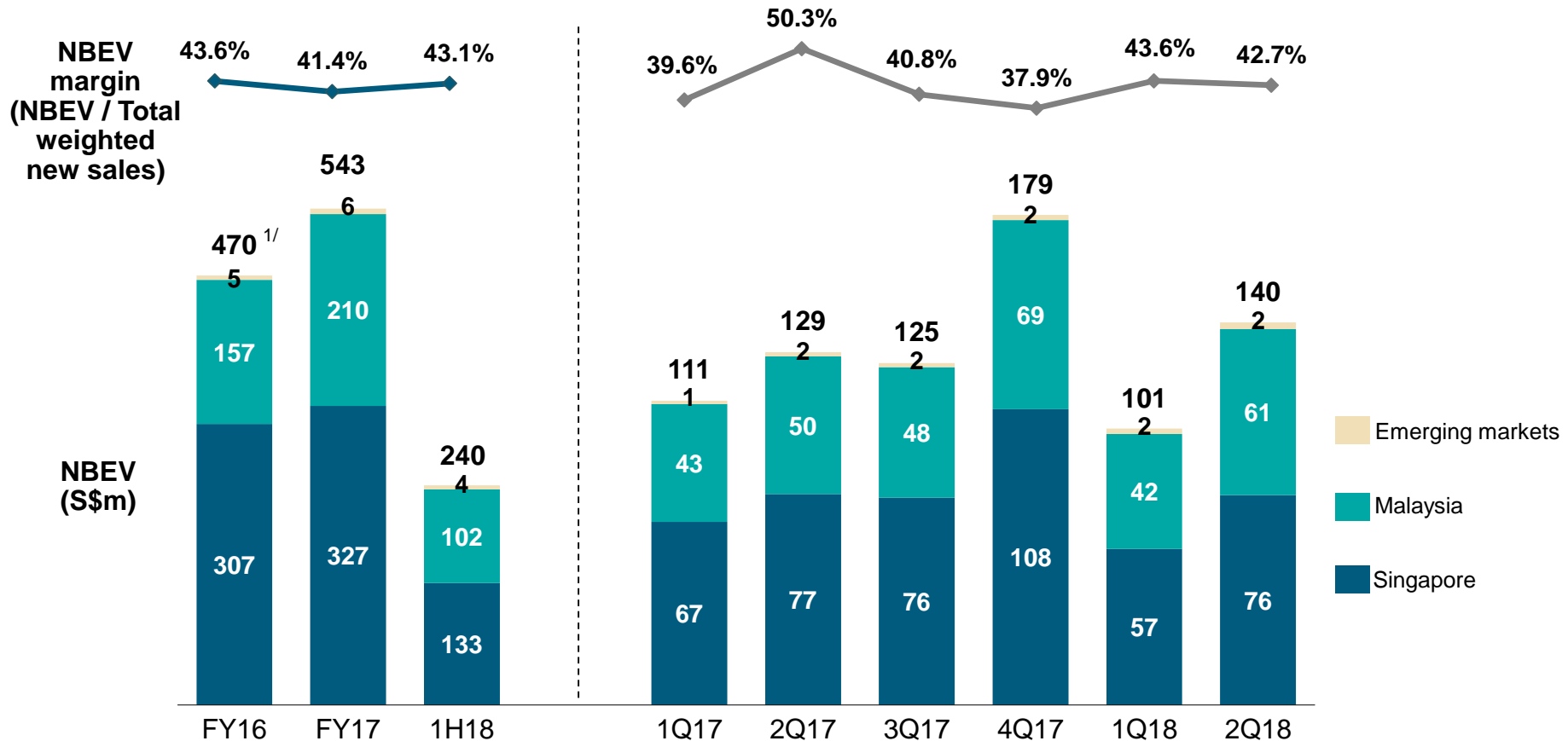


Note: For comparison in constant currency terms, TWNS in foreign currencies for 2018 were translated using the corresponding monthly spot rate in 2017.

^{1/} TWNS in foreign currencies for FY16 were translated using exchange rates as at 31 December 2017. TWNS for FY16 included sales from Group's investment in Vietnam up to June 2016.

GEH: New business embedded value

2Q18 NBEV up 8% YoY at S\$140m, driven by higher contribution from Malaysia



Note: For comparison in constant currency terms, NBEV in foreign currencies for 2018 have been translated using the corresponding monthly spot rate in 2017. NBEV figures for periods prior to 4Q17 have been restated to take into account revised actuarial assumptions implemented in 4Q17.

^{1/} NBEV in foreign currencies for FY16 were translated using exchange rates as at 31 December 2017. NBEV for FY16 included NBEV from Group's investment in Vietnam up to June 2016.

2Q18 OCBC Wing Hang's performance

Net profit grew 13% QoQ and 43% YoY to HKD708m

OCBC Wing Hang	2Q18 HKD m	1Q18 HKD m	QoQ +/(-)%	2Q17 HKD m	YoY +/(-)%
Net interest income	1,177	1,210	(3)	1,021	15
Non-interest income	463	232	100	314	48
Total income	1,640	1,442	14	1,335	23
Operating expenses	(795)	(723)	10	(714)	11
Operating profit	844	719	18	621	36
Write-back / (Allowances)	37	(35)	(208)	(37)	(201)
Associates & gains on subordinated liabilities	24	24	(1)	25	(5)
Profit before tax	906	708	28	609	49
Tax	(198)	(82)	142	(115)	71
Net profit – local reporting (HKD m)	708	626	13	494	43

Key ratios (%)

Cost / Income	48.5	50.2	53.5
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1H18 OCBC Wing Hang's performance

Net profit up 36% YoY to HKD1.33b

OCBC Wing Hang	1H18 HKD m	1H17 HKD m	YoY +/(-)%
Net interest income	2,387	1,990	20
Non-interest income	695	589	18
Total income	3,082	2,579	19
Operating expenses	(1,519)	(1,422)	7
Operating profit	1,563	1,157	35
Write-back / (Allowances)	3	(58)	(104)
Associates & gains on subordinated liabilities	48	76	(37)
Profit before tax	1,614	1,175	37
Tax	(279)	(197)	42
Net profit – local reporting (HKD m)	1,334	978	36
Key ratios (%)			
Cost / Income	49.3	55.1	

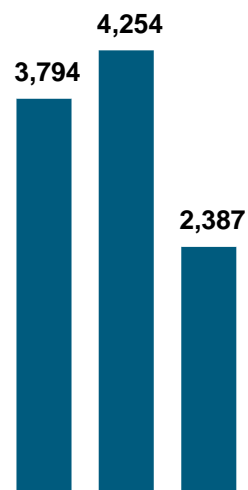
OCBC Wing Hang: Revenue

2Q18 net interest income rose 15% YoY and NIM at 1.56%; non-interest income 48% higher YoY

Net interest income (HKD m)

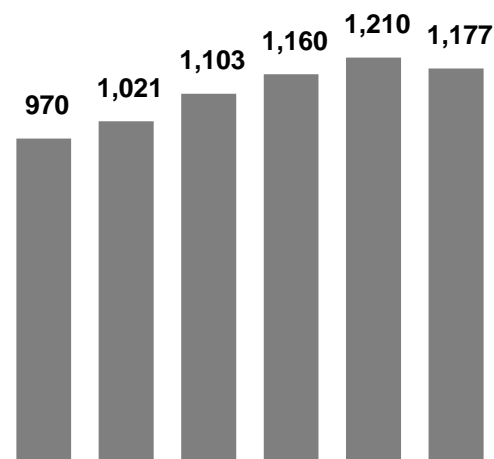
Net interest margin

1.67% 1.57% 1.59%



FY16 FY17 1H18

1.56% 1.58% 1.54% 1.60% 1.61% 1.56%

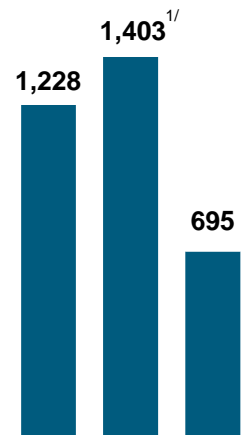


1Q17 2Q17 3Q17 4Q17 1Q18 2Q18

Non-interest income (HKD m)

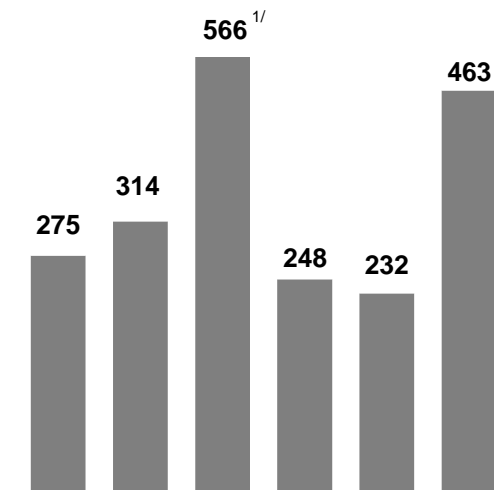
Non-int. income/
Total income

24.4% 24.8% 22.5%



FY16 FY17 1H18

22.1% 23.5% 33.9% 17.6% 16.1% 28.2%



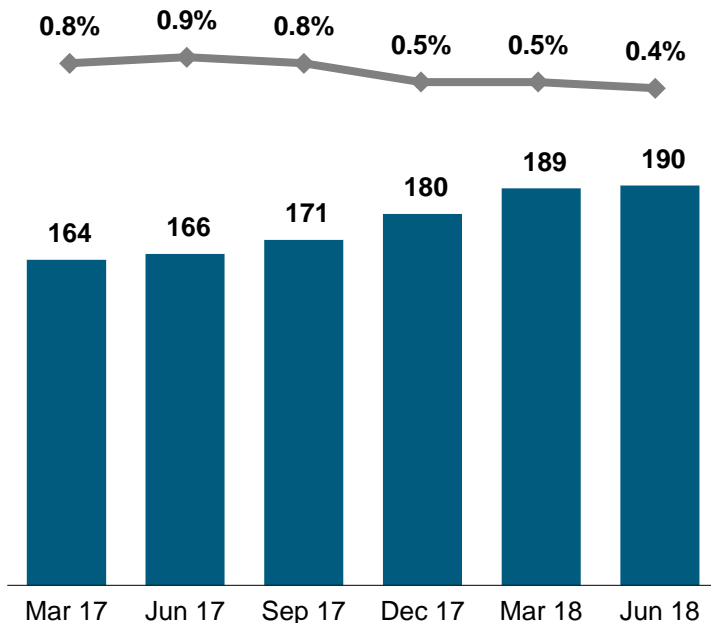
1Q17 2Q17 3Q17 4Q17 1Q18 2Q18

OCBC Wing Hang: Loans & Deposits

Loans and deposits grew 14% and 10% YoY respectively; NPL ratio lower at 0.4%

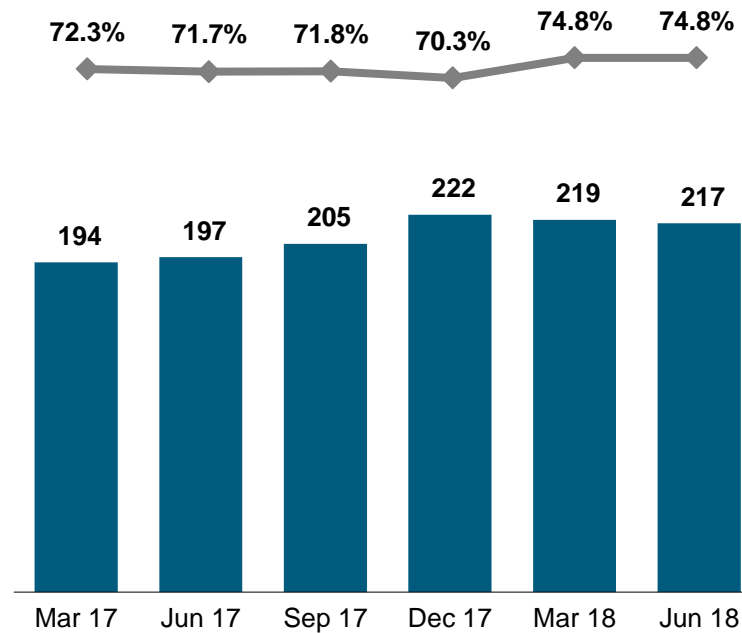
Gross Loans (HKD b)

NPL ratio



Deposits (HKD b)

Loans / Deposits ^{1/}



CASA Ratio

Mar 17	35.9%	Jun 17	37.5%	Sep 17	36.7%	Dec 17	38.0%	Mar 18	37.4%	Jun 18	36.6%
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2Q18 OCBC Malaysia's Performance

Operating profit increased 3% QoQ and 1% YoY

OCBC Malaysia	2Q18 RM m	1Q18 RM m	QoQ +/(-)%	2Q17 RM m	YoY +/(-)%
Net interest income	375	359	4	345	9
Islamic banking income ^{1/}	116	105	10	115	1
Non-interest / finance income	137	151	(9)	164	(16)
Total income	628	615	2	624	1
Operating expenses	(286)	(284)	1	(284)	1
Operating profit	342	331	3	340	1
Allowances	(65)	(7)	829	(29)	124
Profit before tax	277	324	(15)	311	(11)
Tax	(70)	(80)	(13)	(76)	(8)
Net profit – local reporting (RM m)	207	244	(15)	234	(12)

Key ratios (%)

Cost / Income	45.5	46.2		45.5
CAR ^{2/}				
- CET 1	13.6	13.4		12.5
- Tier 1	15.2	15.1		14.4
- Total CAR	17.8	17.8		17.4



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

2/ Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia.

1H18 OCBC Malaysia's Performance

Operating profit rose 1% YoY

OCBC Malaysia	1H18 RM m	1H17 RM m	YoY +/(-)%
Net interest income	734	691	6
Islamic banking income ^{1/}	221	226	(2)
Non-interest / finance income	288	292	(1)
Total income	1,243	1,209	3
Operating expenses	(570)	(540)	6
Operating profit	673	669	1
Allowances	(72)	(56)	27
Profit before tax	601	612	(2)
Tax	(150)	(150)	-
Net profit – local reporting (RM m)	451	461	(2)
Key ratios (%)			
Cost / Income	45.9	44.7	
CAR ^{2/}			
- Common Equity Tier 1	13.6	12.5	
- Tier 1	15.2	14.4	
- Total CAR	17.8	17.4	



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

2/ Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia.

OCBC Malaysia: Revenue

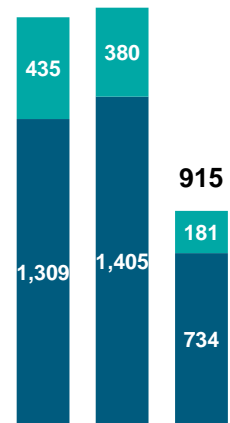
2Q18 net interest/finance income grew 5% QoQ, driven by 7bps increase in NIM

Net interest/finance income (RM m)

Net interest/finance margin

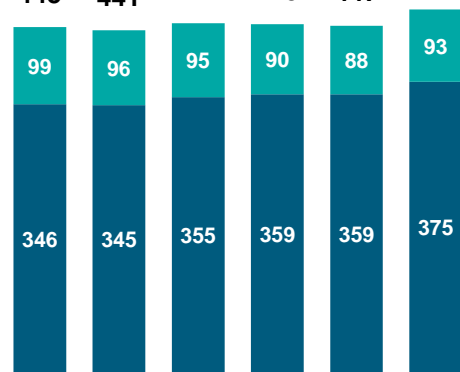
1.91% 1.95% 2.06%

1,744 1,785



1.96% 1.92% 1.93% 1.98% 2.03% 2.10%

445 441 450 449 447 468



Conventional

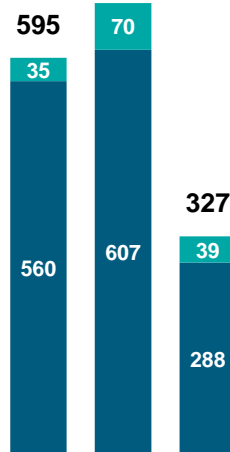
Islamic

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

Non-interest/finance income/ Total income

25.4% 27.5% 26.3%

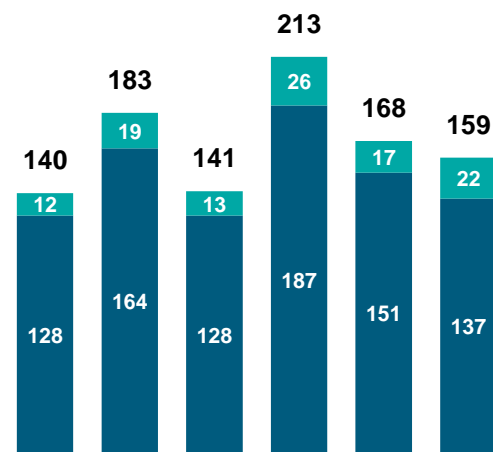
677



FY16 FY17 1H18

Conventional

24.0% 29.4% 23.9% 32.1% 27.3% 25.3%



1Q17 2Q17 3Q17 4Q17 1Q18 2Q18

Conventional

Islamic



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

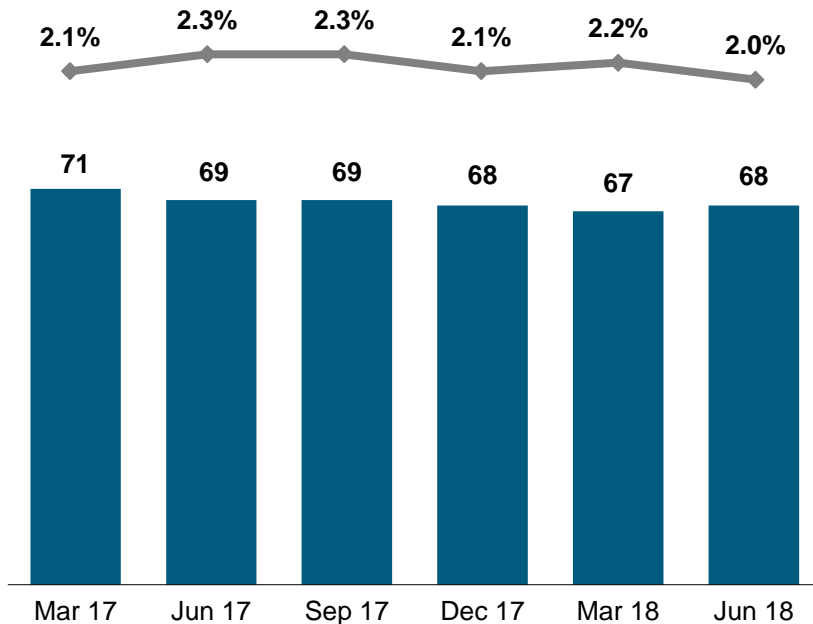
Note: Based on Bank Negara Malaysia's guidelines and Malaysian Financial Reporting Standards.

OCBC Malaysia: Loans & Deposits

Customer loans rose QoQ to RM68b, NPL ratio declined to 2.0%; deposits at RM73b

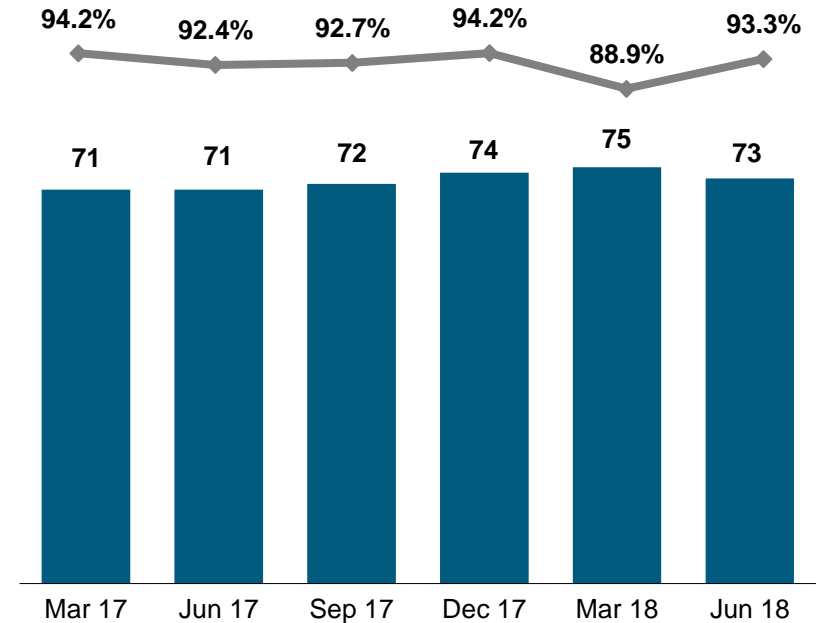
Gross Loans (RM b)

NPL Ratio



Deposits (RM b)

Loans / Deposits



CASA Ratio



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

2Q18 OCBC NISP's performance

Net profit increased 19% YoY and 1% QoQ to IDR672b

OCBC NISP	2Q18 IDR b	1Q18 IDR b	QoQ +/(-)%	2Q17 IDR b	YoY +/(-)%
Net interest income	1,596	1,551	3	1,515	5
Non-interest income	194	386	(50)	422	(54)
Total income	1,790	1,937	(8)	1,937	(8)
Operating expenses	(866)	(885)	(2)	(847)	2
Operating profit	924	1,052	(12)	1,090	(15)
Allowances	(37)	(175)	(79)	(342)	(89)
Non-operating income	1	0	nm	0	nm
Profit before tax	888	877	1	748	19
Tax	(216)	(214)	1	(181)	20
Net profit – local reporting (IDR b)	672	663	1	567	19

Key ratios (%)

Cost / Income	48.4	45.7	43.7
CAR			
- CET 1	15.8	16.1	16.6
- Tier 1	15.8	16.1	16.6
- Total CAR	16.7	17.0	17.5



Note: Capital ratios are computed based on guidelines from Financial Services Authority in Indonesia.

1H18 OCBC NISP's performance

Net profit rose 18% YoY to IDR1.34t

OCBC NISP	1H18 IDR b	1H17 IDR b	YoY +/(-)%
Net interest income	3,147	2,928	7
Non-interest income	580	763	(24)
Total income	3,727	3,691	1
Operating expenses	(1,751)	(1,651)	6
Operating profit	1,976	2,040	(3)
Allowances	(212)	(547)	(61)
Non-operating income	1	0	nm
Profit before tax	1,765	1,493	18
Tax	(430)	(363)	19
Net profit – local reporting (IDR b)	1,335	1,130	18

Key ratios (%)

Cost / Income

47.0

44.7

CAR

- CET 1

15.8

16.6

- Tier 1

15.8

16.6

- Total CAR

16.7

17.5



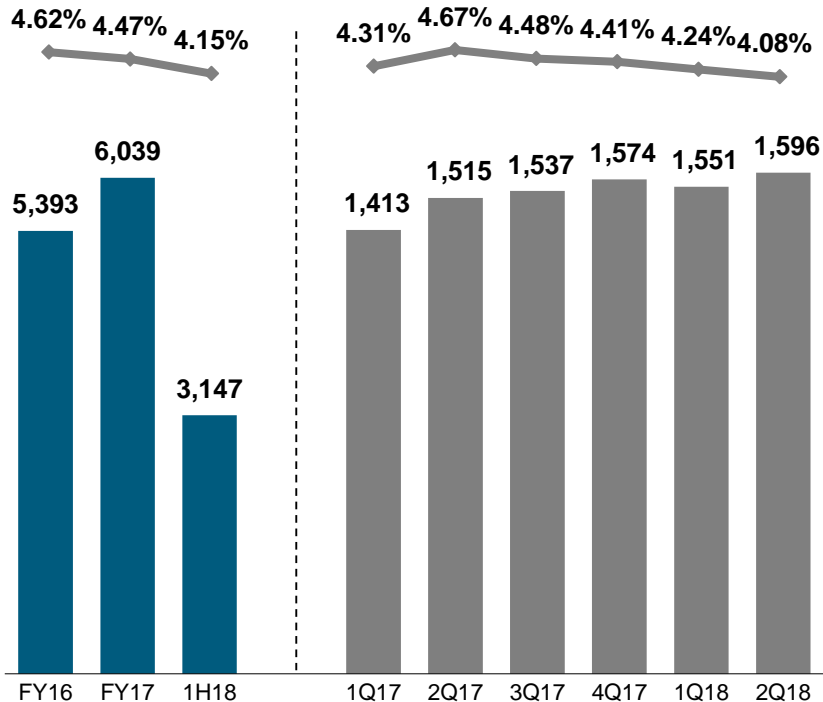
Note: Capital ratios are computed based on guidelines from Financial Services Authority in Indonesia.

OCBC NISP: Revenue

2Q18 net interest income increased 3% QoQ and 5% YoY

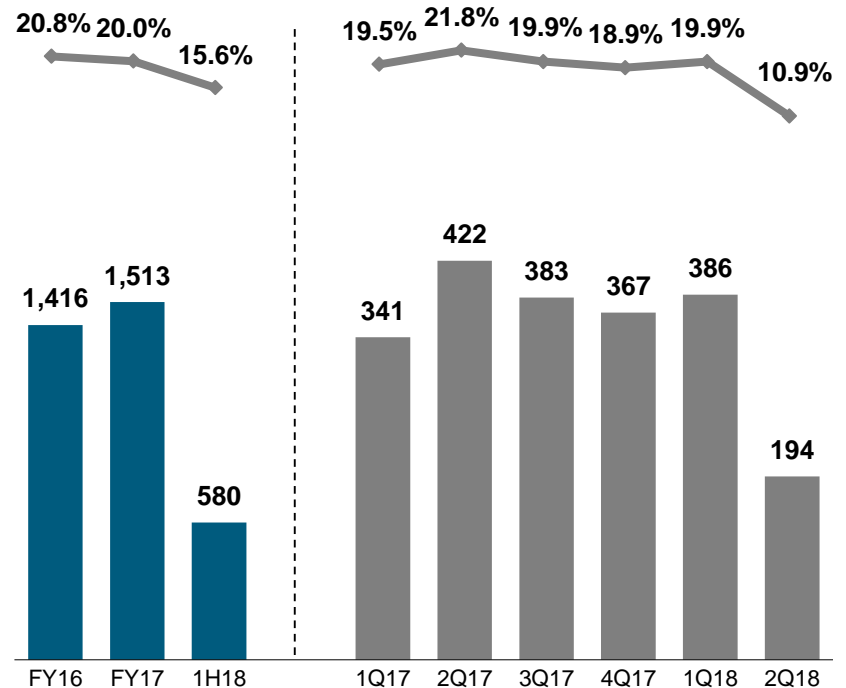
Net interest income (IDR b)

Net interest margin



Non-interest income (IDR b)

Non-int. income/
Total income

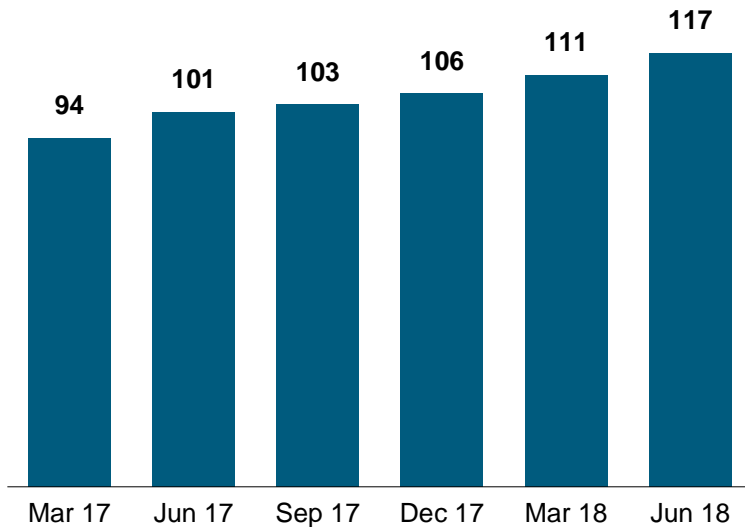
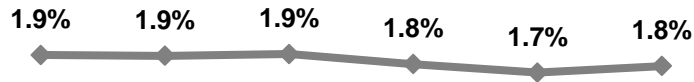


OCBC NISP: Loans & Deposits

Loans grew 16% YoY to IDR117t, NPL ratio at 1.8%; deposits rose 13% YoY to IDR121t

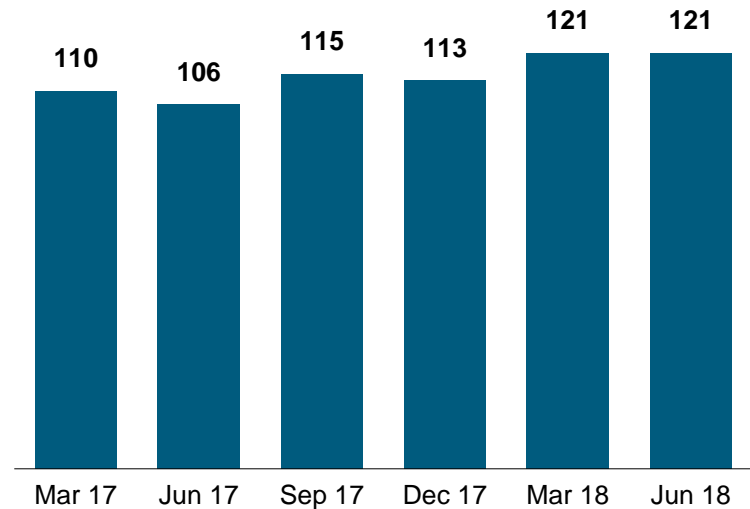
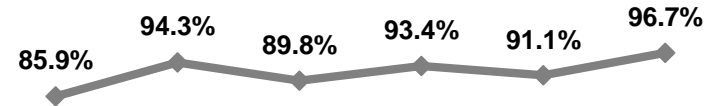
Gross Loans (IDR t)

NPL Ratio



Deposits (IDR t)

Loans / Deposits



CASA Ratio



Note: Gross loans-to-deposits ratio calculation based on guidelines from Financial Services Authority in Indonesia.



Second Quarter 2018 Results

Thank You