

Third Quarter 2018 Results Presentation

1 November 2018



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Agenda

Results Overview

3Q18 & 9M18 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.

3Q18 Highlights

Net profit grew 12% YoY to a record S\$1.25b; Banking operations' profit rose 23% YoY to S\$1.07b
Return on equity higher at 12.6%

Higher Returns Year-on-Year

Net Profit
S\$1.25b
+12%

ROE 12.6%
(3Q17 : 11.9%)

Net Interest Income: S\$1.51b; +9%
(3Q17 : S\$1.38b)

Non-interest Income: S\$1.04b; flat
(3Q17 ^{1/} : S\$1.04b)

Operating Expenses: S\$1.07b; +7%
(3Q17 ^{1/} : S\$1.00b)

Allowances: S\$0.05b; -68%
(3Q17 : S\$0.16b)

ROA: 1.28%
(3Q17 ^{1/} : 1.20%)

Sustained Growth Across Diversified Franchise

Customer Loans: S\$257b; +10%
(Sep 17 : S\$232b)

Customer Deposits: S\$287b; +7%
(Sep 17 : S\$268b)

Resilient Asset Quality

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

Strong Liquidity, Funding and Capital Position

CET1 ratio: 13.6%
(Sep 17 : 12.0% ^{2/})

Leverage ratio: 7.1%
(Sep 17 : 7.6%)

All-currency LCR: 130%
(3Q17 : 147%)

NSFR: 108% ^{3/}

Continuing to deliver sustainable growth

- Net profit from banking operations rose 23% YoY to S\$1.07b
- Net interest income grew 9% YoY from increased loan volumes and improvement in NIM
 - NIM 6 bps higher YoY from Singapore, Malaysia and Greater China
- Wealth management business contributed 29% of total income
 - Private banking AUM rose 3% QoQ and 11% YoY, boosted by net new money inflows
 - GEH's TWNS increased 14% YoY, underpinned by growth in Singapore and Malaysia
- 3Q18 CIR at 42.0%
- Asset quality remained stable and sound, NPL ratio at 1.4% and credit costs at 14 bps for impaired loans
- Loans grew 2% QoQ and 10% YoY
- Strong funding and liquidity position
- CET1 CAR higher at 13.6%

1/ Figures for 3Q17 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.

3Q18 Group Performance

Net profit rose 3% QoQ and 12% YoY to S\$1.25b

OCBC Group	3Q18 S\$m	2Q18 S\$m	QoQ +/(-)%	3Q17 S\$m	YoY +/(-)%
Net interest income	1,505	1,450	4	1,382	9
Non-interest income	1,039	1,024	1	1,035	–
Total income	2,544	2,474	3	2,417	5
Operating expenses	(1,069)	(1,035)	3	(1,001)	7
Operating profit	1,475	1,439	3	1,416	4
Amortisation of intangibles	(26)	(26)	1	(26)	–
Allowances	(49)	(21)	131	(156)	(68)
Associates	134	112	20	127	6
Tax & non-controlling interests (“NCI”)	(289)	(295)	(2)	(253)	14
Net profit	1,245	1,209	3	1,108	12

3Q18 Banking Operations Performance

Net profit *before GEH* contribution (“Banking Operations”) rose 6% QoQ and 23% YoY to new high of S\$1.07b

Banking Operations	3Q18 S\$m	2Q18 S\$m	QoQ +/(-)%	3Q17 S\$m	YoY +/(-)%
Net interest income	1,485	1,430	4	1,360	9
Non-interest income	744	732	2	679	10
Total income	2,229	2,162	3	2,039	9
Operating expenses	(1,003)	(1,004)	–	(946)	6
Operating profit	1,226	1,158	6	1,093	12
Allowances	(52)	(24)	120	(149)	(65)
Associates	138	115	19	131	5
Amortisation, tax & NCI	(243)	(238)	2	(207)	17
Net profit from banking operations	1,069	1,012	6	868	23
GEH net profit contribution	176	197	(11)	240	(27)
OCBC Group net profit	1,245	1,209	3	1,108	12



Note: Figures for 3Q17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.

9M18 Group Performance

Net profit increased 18% YoY to S\$3.57b

OCBC Group	9M18 S\$m	9M17 S\$m	YoY +/(-)%
Net interest income	4,370	3,999	9
Non-interest income	2,981	2,890	3
Total income	7,351	6,889	7
Operating expenses	(3,136)	(2,967)	6
Operating profit	4,215	3,922	7
Amortisation of intangibles	(76)	(78)	(2)
Allowances	(83)	(493)	(83)
Associates	371	361	3
Tax & NCI	(861)	(701)	23
Net profit	3,566	3,011	18

9M18 Banking Operations Performance

Net profit for Banking Operations grew 22% YoY to S\$3.07b

Banking Operations	9M18 S\$m	9M17 S\$m	YoY +/(-)%
Net interest income	4,312	3,931	10
Non-interest income	2,179	2,067	5
Total income	6,490	5,997	8
Operating expenses	(2,978)	(2,786)	7
Operating profit	3,512	3,211	9
Allowances	(88)	(479)	(82)
Associates	380	371	3
Amortisation, tax & NCI	(734)	(592)	24
Net profit from banking operations	3,071	2,511	22
GEH net profit contribution	496	500	(1)
OCBC Group net profit	3,566	3,011	18



Note: Figures for 9M17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.

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3Q18 & 9M18 Group Performance Trends

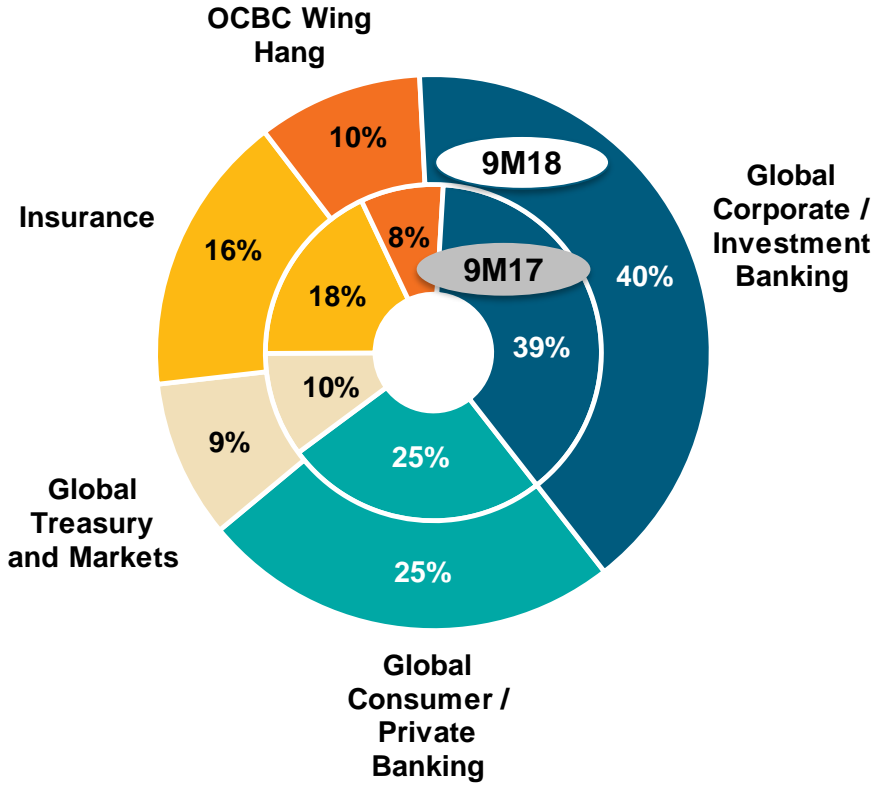
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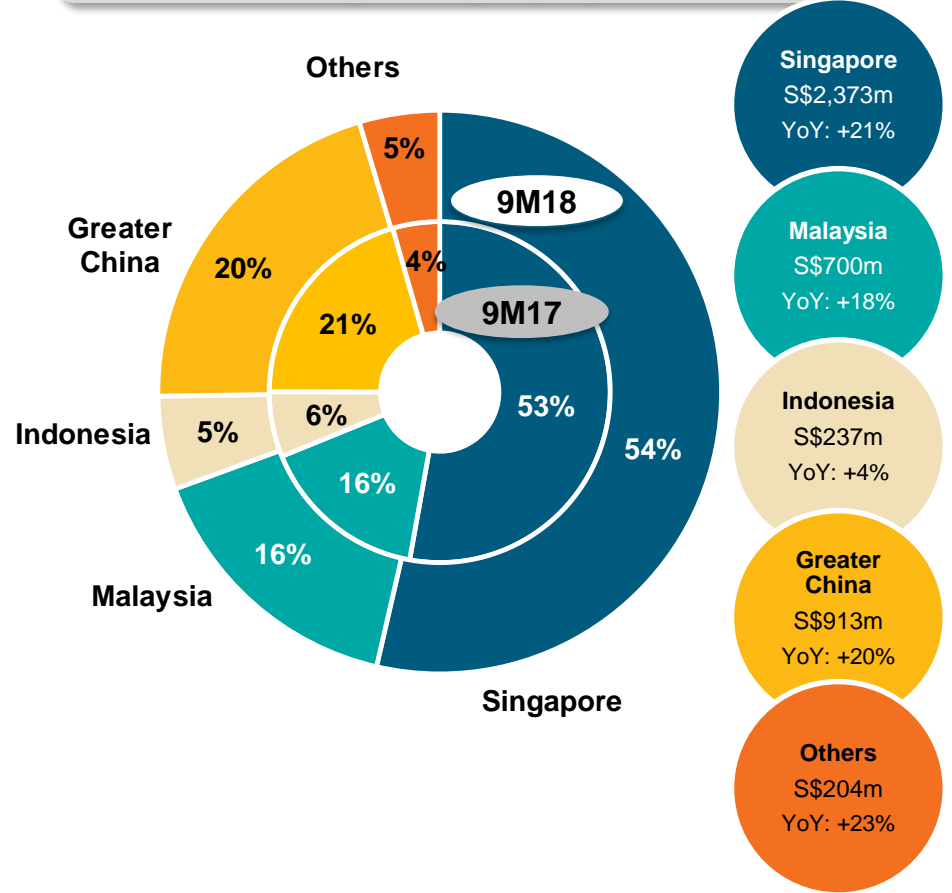
Performance by business and geography

Earnings well-diversified across key business segments and geographies

9M18 Operating Profit by Business^{1/}



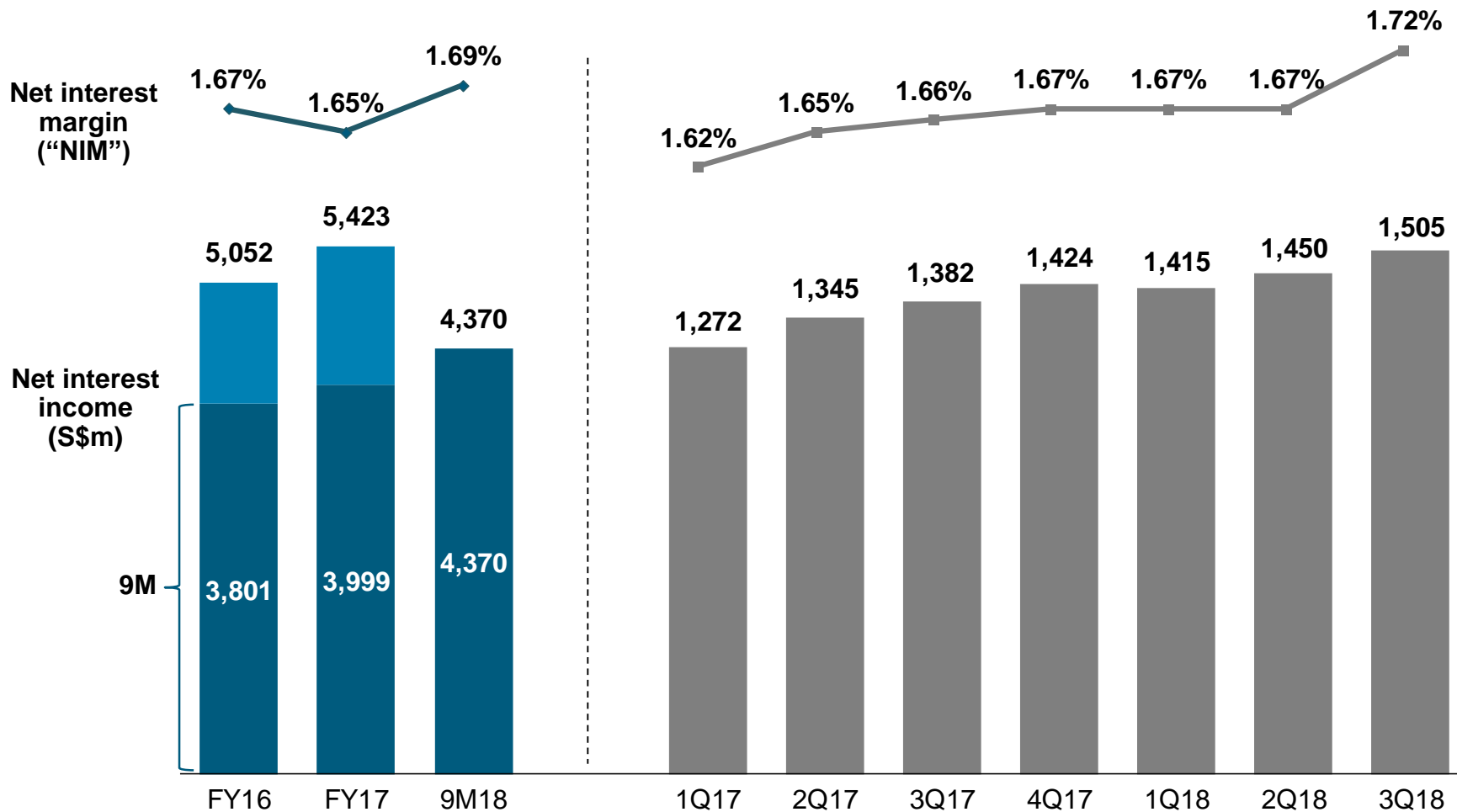
9M18 Profit before Tax by Geography



Note: Figures for 9M17 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.

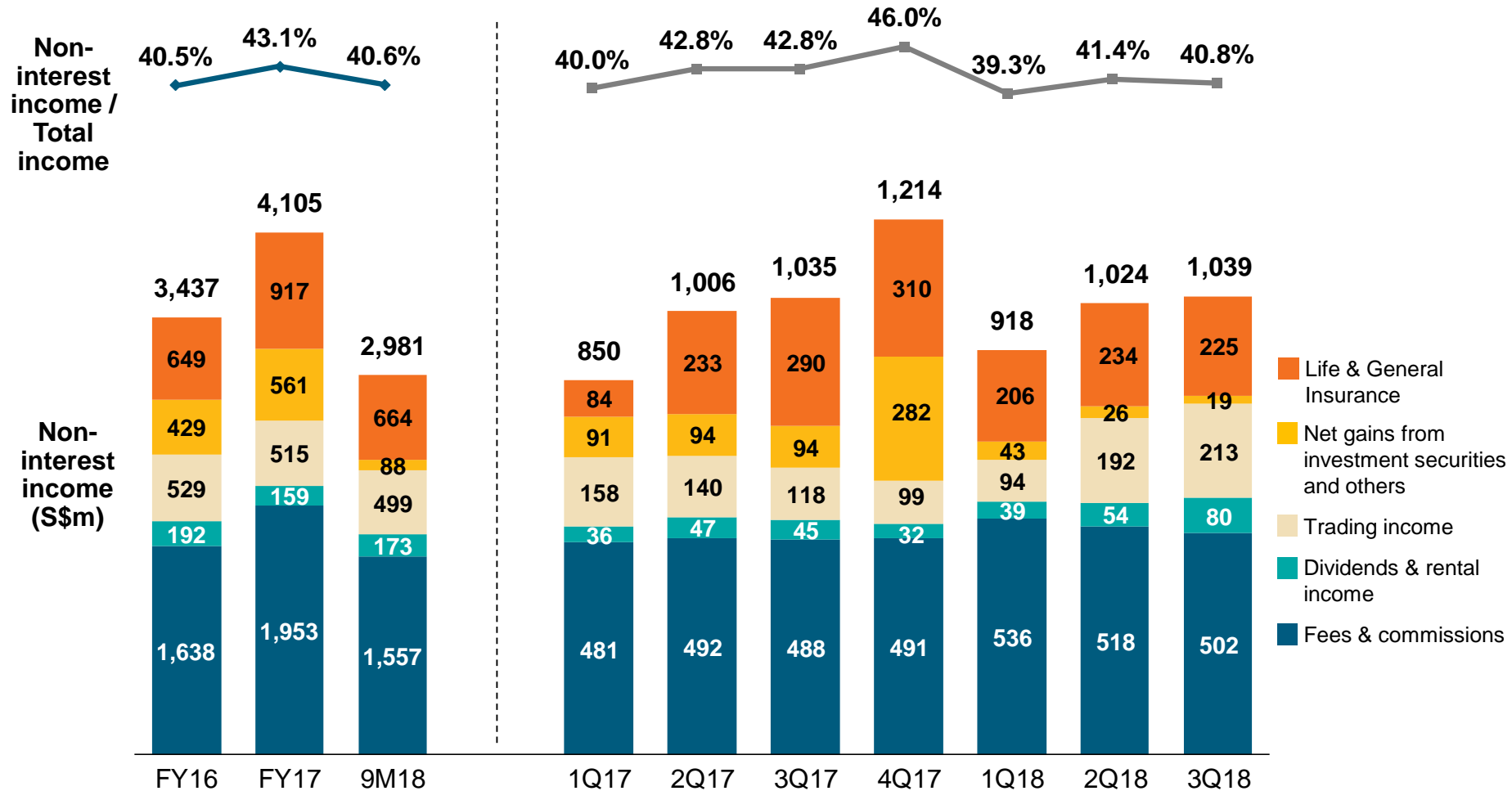
Net interest income

NII in 3Q18 rose 4% QoQ and 9% YoY, driven by loan growth and improved NIM which rose 5 bps QoQ and 6 bps YoY to 1.72%. The QoQ increase was underpinned by higher margins in Singapore, Malaysia, Indonesia and Greater China



Non-interest income

3Q18 non-interest income up QoQ and YoY to S\$1.04b



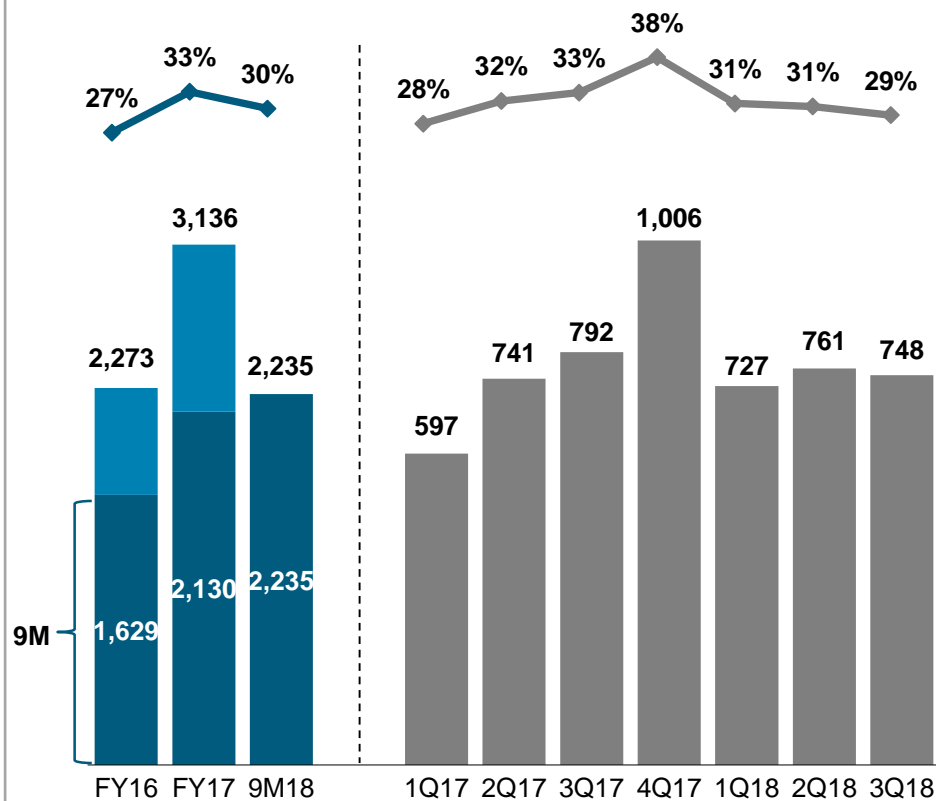
Note: Figures for 2017 periods were restated in accordance with SFRS(I) and change in accounting policy for GEH. Figures for FY16 were not restated.

Wealth Management

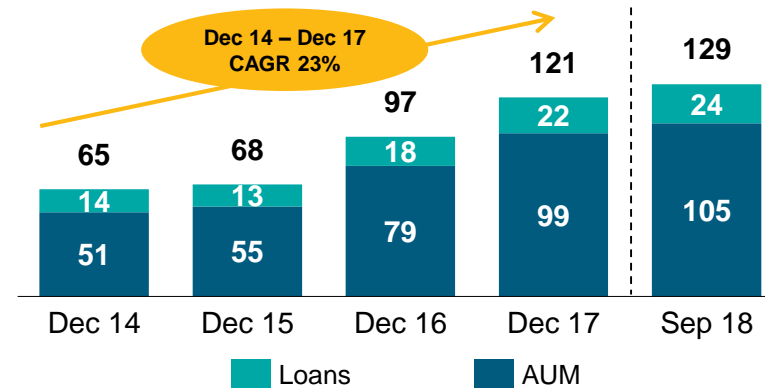
3Q18 wealth management income at S\$748m; BOS' AUM rose 3% QoQ and 11% YoY to US\$105b from continued net new money inflows

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

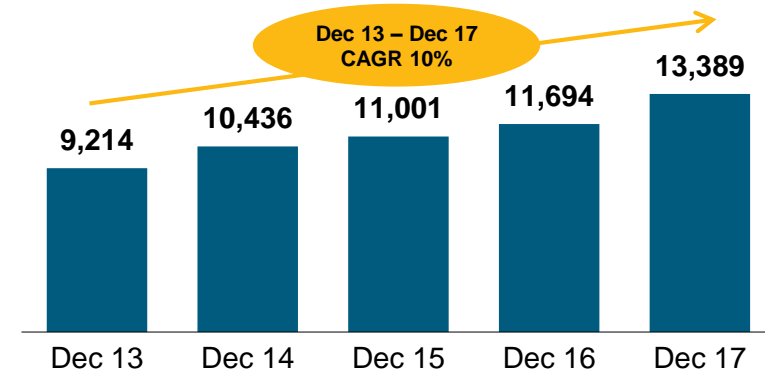
As % of Group income



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.

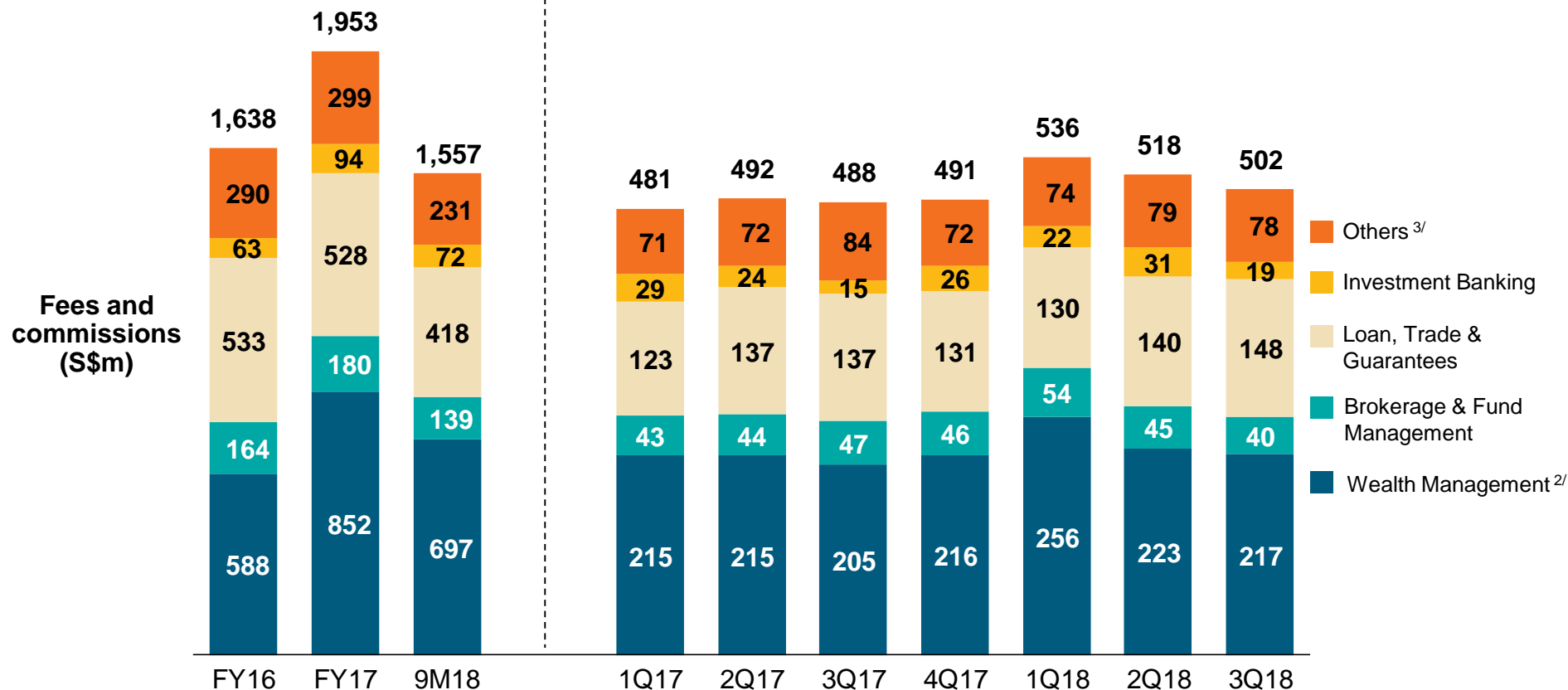
3/ An actuarial embedded value is a commonly used technique to estimate the economic value of the existing business of a life insurance company.

Fees & Commissions

3Q18 fee income up 3% YoY at S\$502m from higher wealth management, loan and trade-related fees

Fee income / Total income ^{1/} 19.3% 20.5% 21.2%

22.7% 20.9% 20.2% 18.6% 23.0% 21.0% 19.8%



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

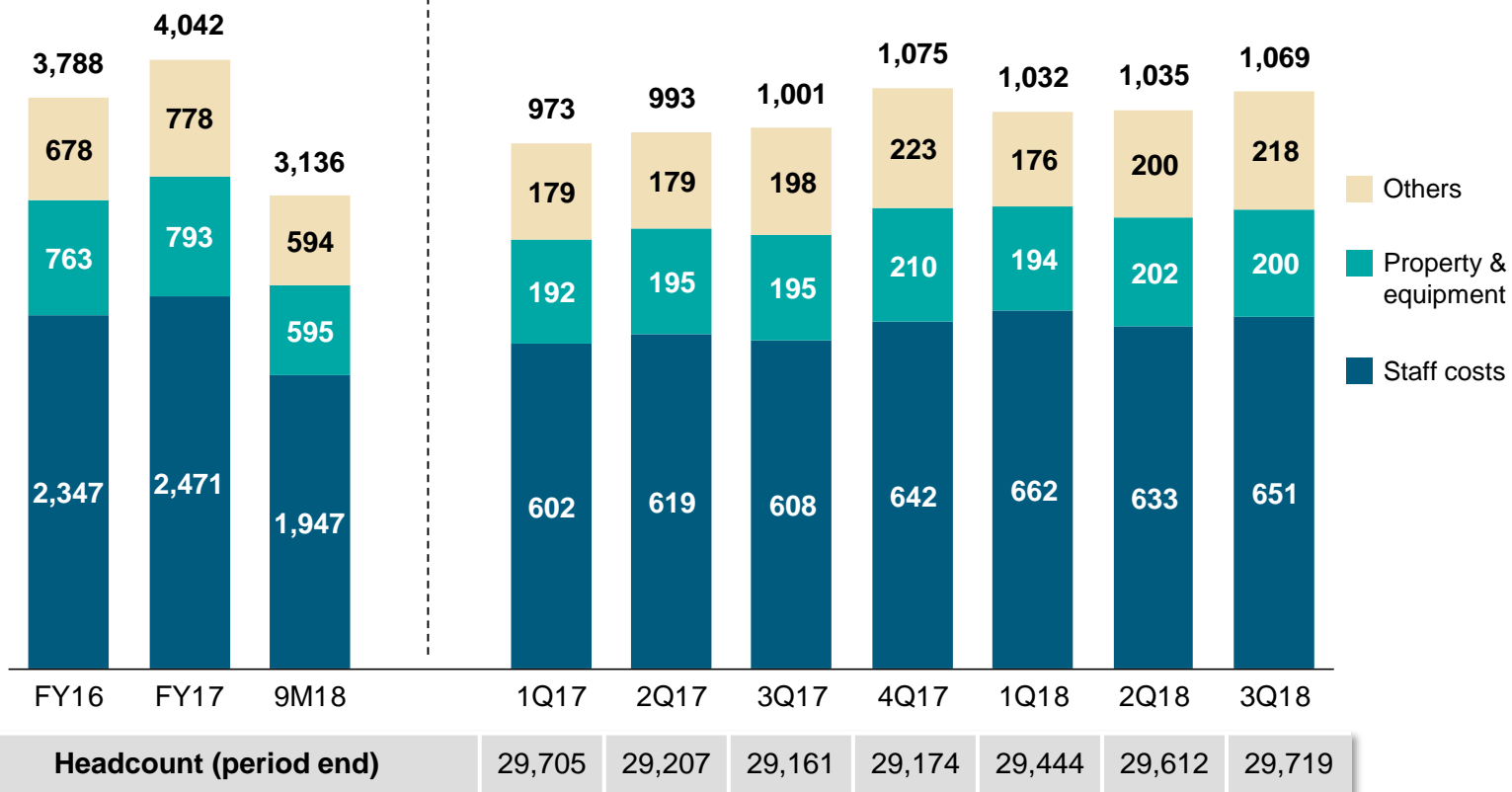
Expenses rose 3% QoQ; CIR at 42.0%

Cost-to-income ratio ("CIR")

44.6% 42.4% 42.7%

45.9% 42.2% 41.4% 40.8% 44.2% 41.9% 42.0%

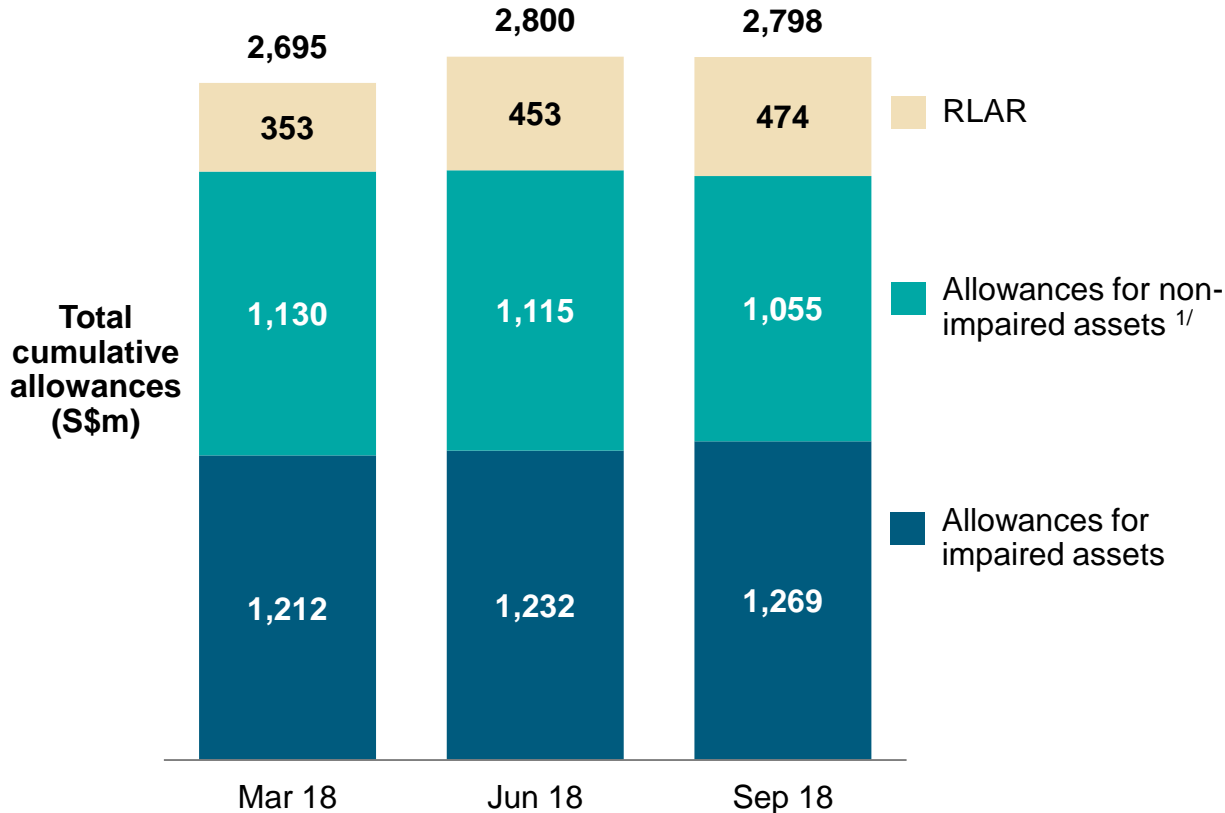
Operating expenses (\$m)



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”).

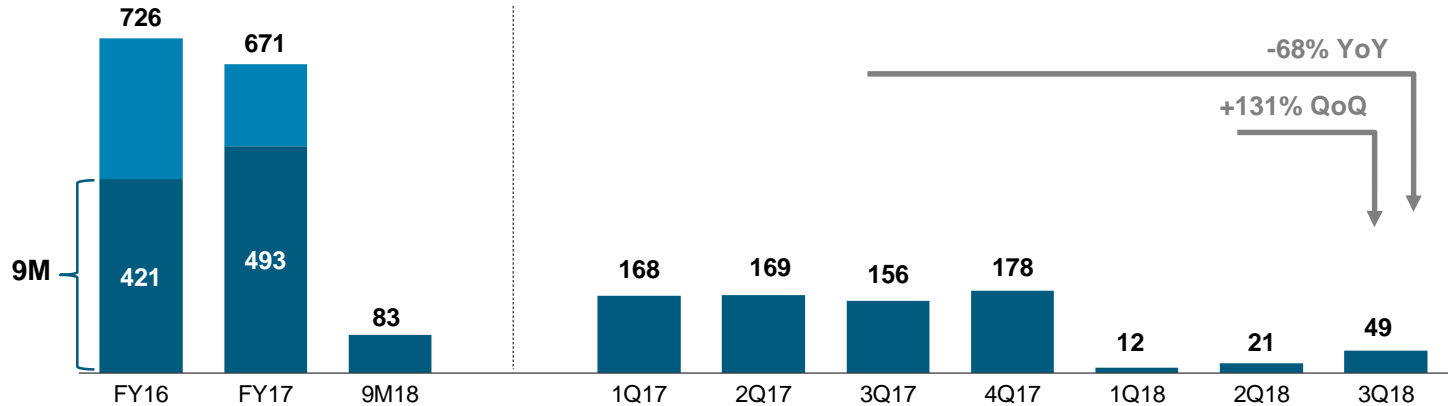


1/ Credit loss allowances for assets classified under stages 1 and 2 relate to non-impaired assets.
 2/ Minimum regulatory loss allowance of 1% on non-credit impaired non-bank exposures net of eligible collaterals.

Allowances

3Q18 allowances at S\$49m; Credit costs for impaired loans at 14bps

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



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

Allowances for impaired loans ^{1/}	484	1,407	148
- Allowances for new & existing NPLs	666	1,632	316
- Write-backs ^{3/}	(126)	(161)	(118)
- Recoveries ^{4/}	(56)	(64)	(50)
Allowances for impaired other assets	70	50	5
Allowances for non-impaired loans ^{2/}	172	(786)	(43)
Allowances for non-impaired other assets	-	-	(27)
Allowances for loans and other assets	726	671	83

108	105	138	1,055	13	33	101
149	173	192	1,117	60	99	157
(31)	(53)	(32)	(45)	(33)	(45)	(40)
(10)	(15)	(22)	(17)	(14)	(21)	(16)
21	5	15	10	(2)	9	(2)
39	59	3	(887)	16	(14)	(45)
-	-	-	-	(15)	(7)	(5)
168	169	156	178	12	21	49

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

Allowances for impaired loans	23	62	7
Total loan allowances ^{6/}	31	27	5

20	19	24	178	2	5	14
27	29	24	28	4	3	8

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.

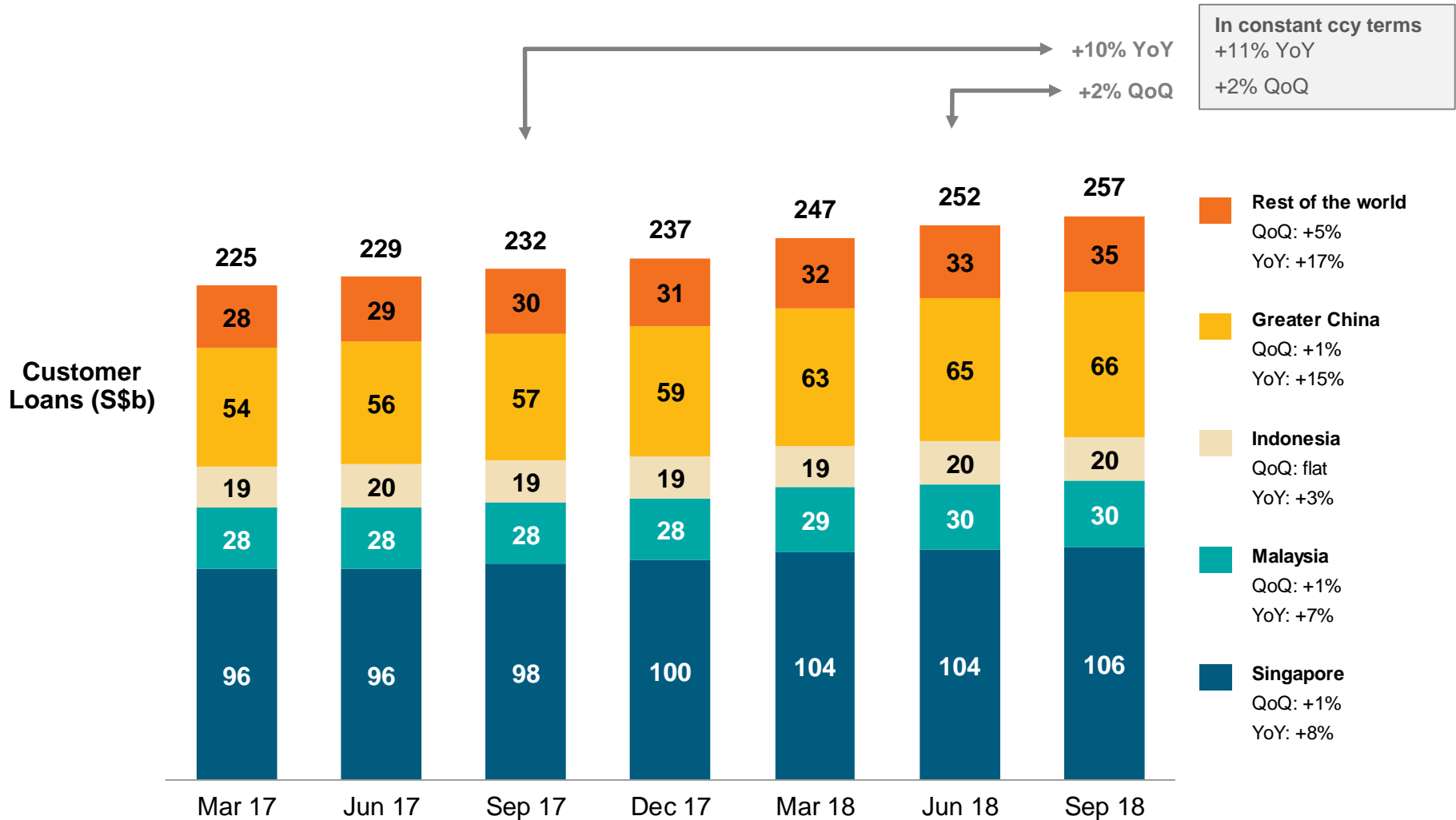
4/ Recoveries of loans that had been written off.

5/ Figures are computed on an annualised basis.

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

Customer loans

Broad-based loan growth, rising 2% QoQ and 10% YoY to S\$257b



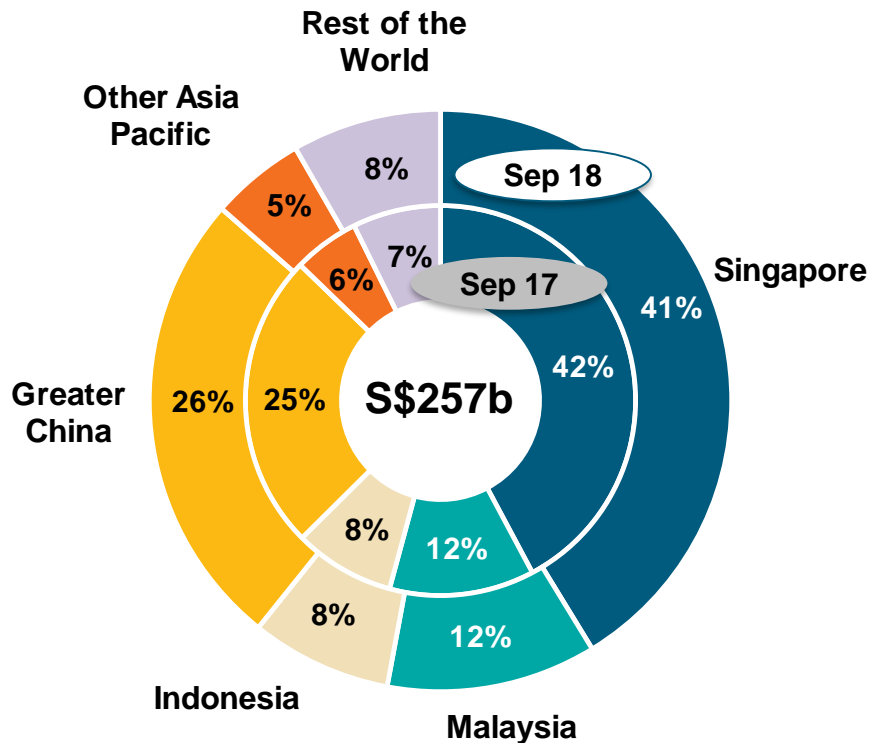
OCBC Bank

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.

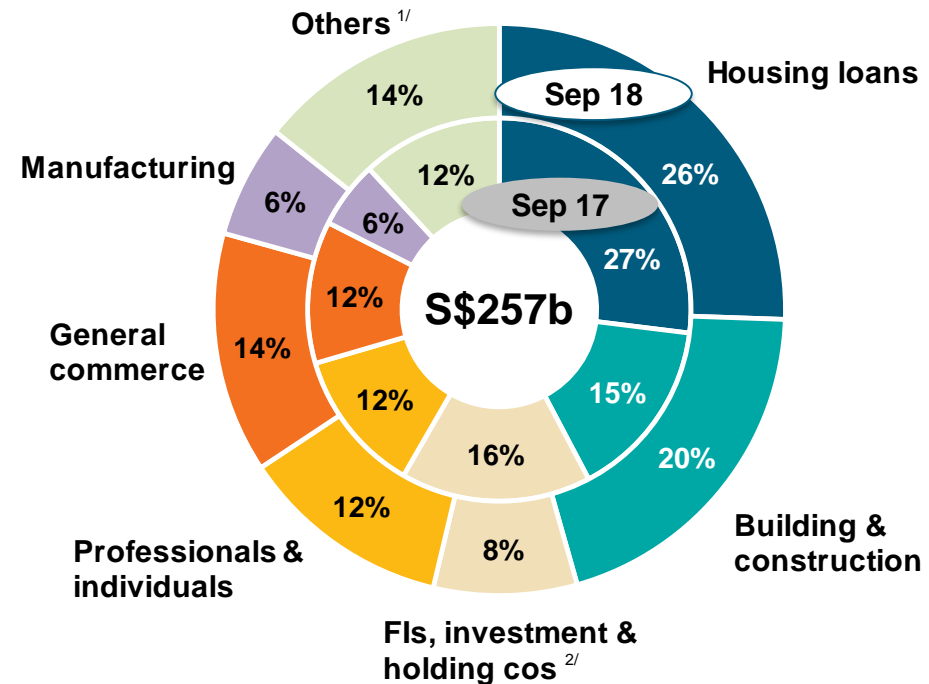
Customer loans

Loan portfolio remained well-diversified

Customer Loans by Geography



Customer Loans by Industry



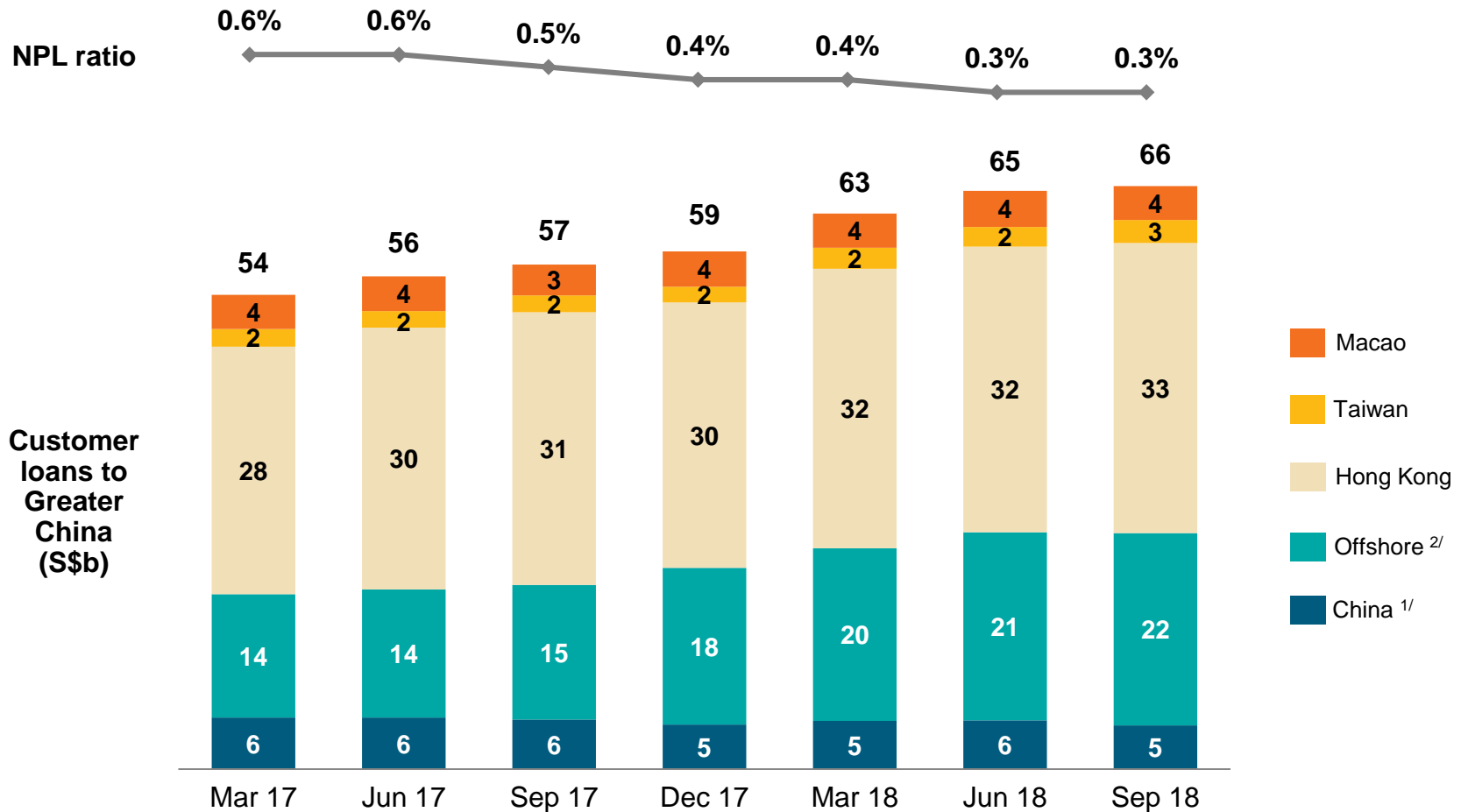
Note: Customer loans by geography are based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans.

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

2/ Mainly comprises investment holding, finance, insurance and securities companies. From Sep 18, exposure to investment and other holding companies were recategorised to the underlying industries.

Greater China Customer Loans

Loans up 1% QoQ and 15% YoY; NPL ratio stable QoQ and declined YoY to 0.3%



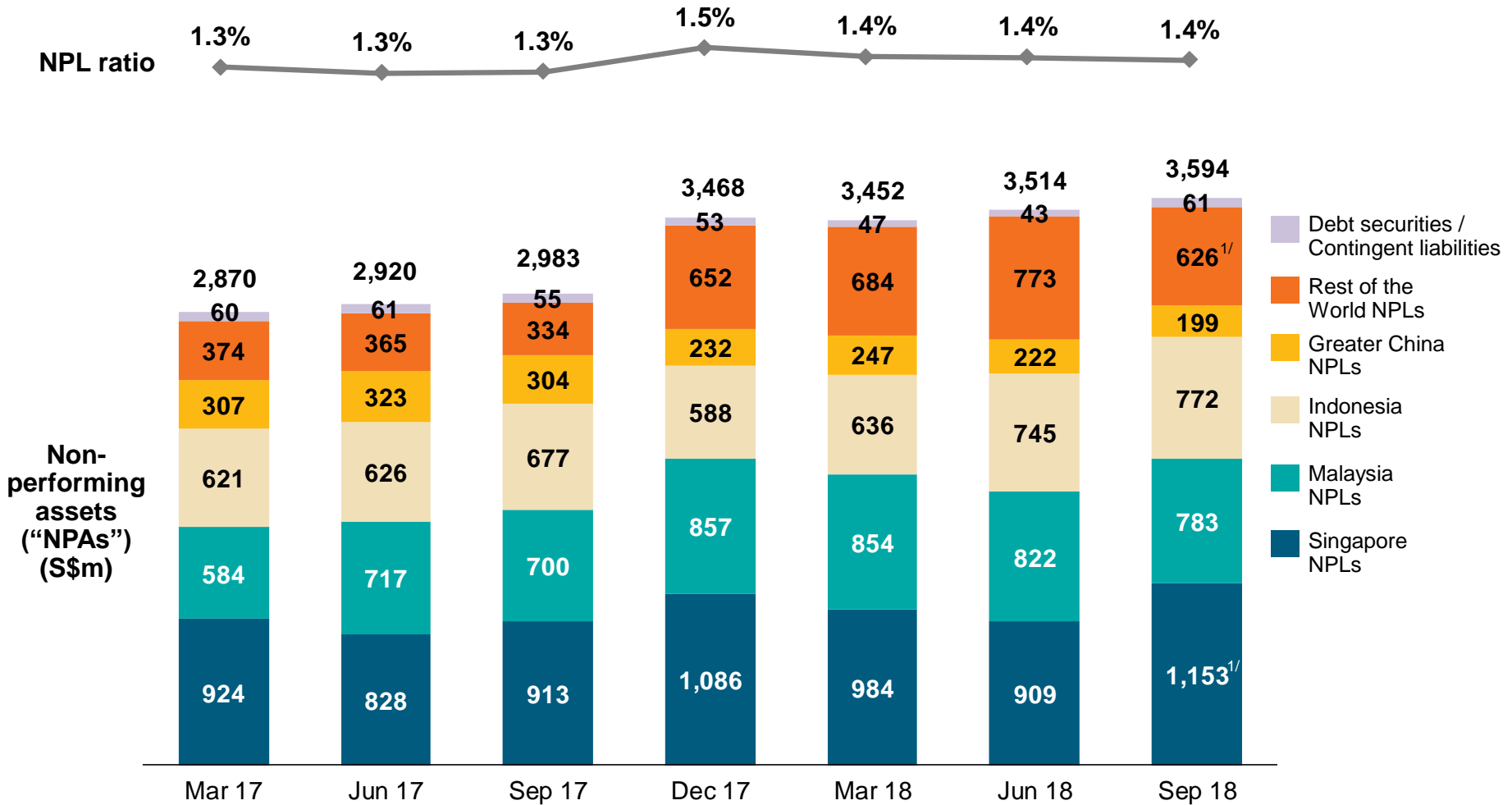
Note: Customer loans to Greater China is based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans.

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

Sound portfolio quality with NPL ratio flat QoQ at 1.4%



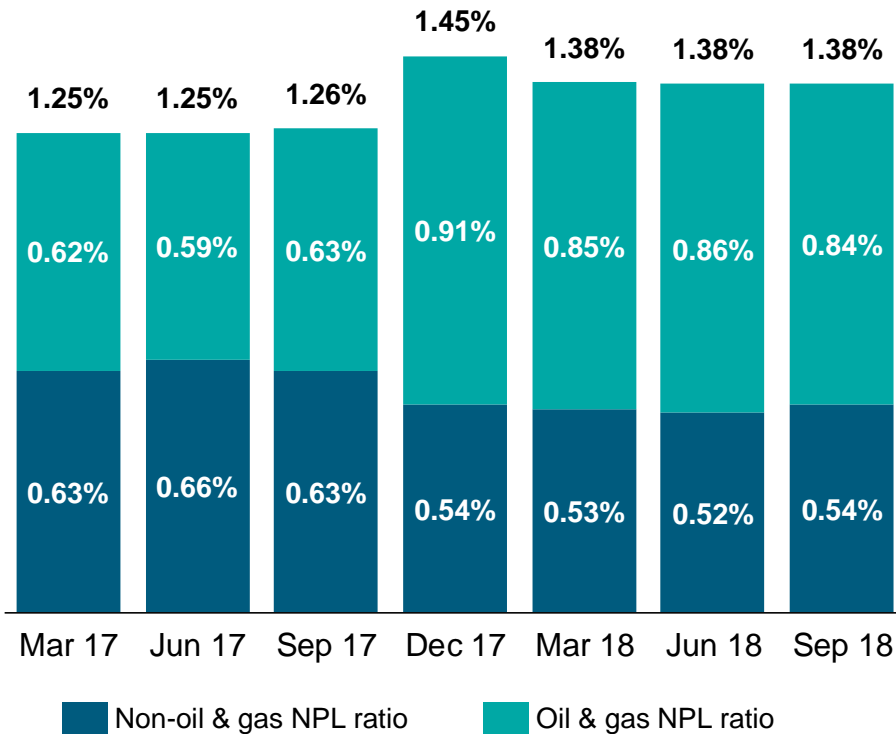
Note: NPAs comprise NPLs and classified debt securities/contingent liabilities. NPAs by geography are based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the exposures.

1/ In Sep 18, there was a rebooking of NPLs from "Rest of the World" to "Singapore".

NPL Ratio & Non-Performing Assets

NPL ratio stable at 1.38% for the past three quarters

NPL ratio

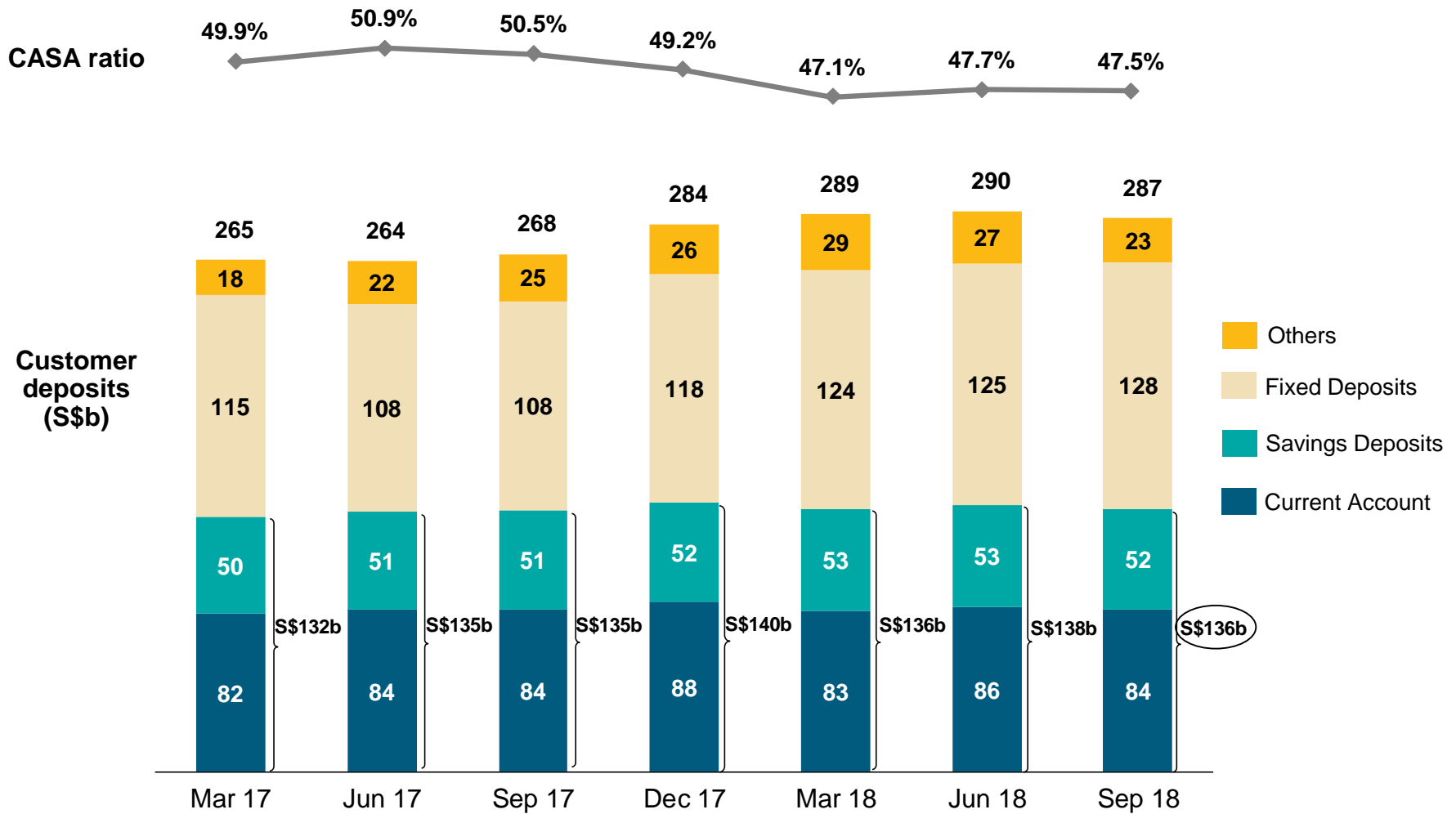


NPAs

	3Q18 S\$m	2Q18 S\$m	3Q17 S\$m
Opening balance	3,514	3,452	2,920
New NPAs	338	277	409
Net recoveries/ upgrades	(178)	(144)	(243)
Write-offs	(80)	(71)	(103)
Closing balance	3,594	3,514	2,983

Customer deposits

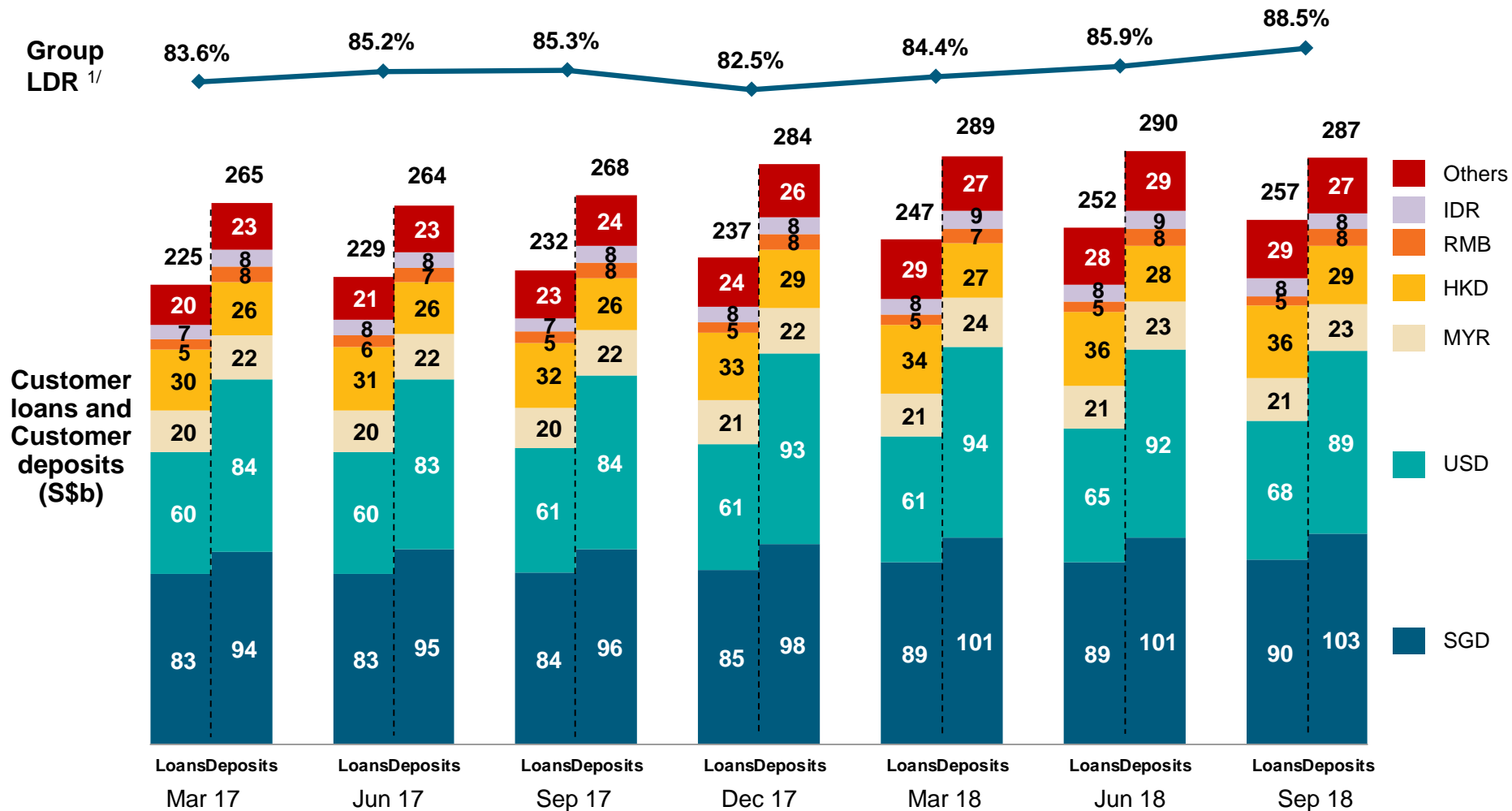
Customer deposits of S\$287b were 7% higher YoY; CASA ratio at 47.5%



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 88.5%



LDRs ^{1/}

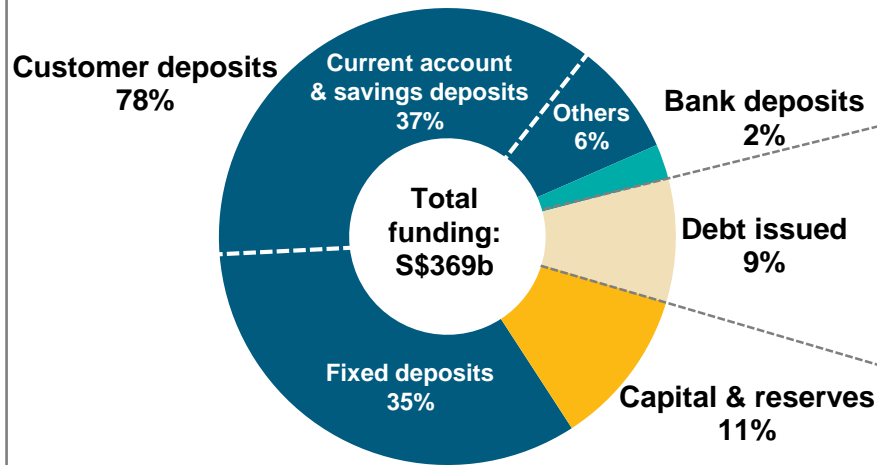
	Mar 17	Jun 17	Sep 17	Dec 17	Mar 18	Jun 18	Sep 18
SGD	88.2%	87.4%	87.7%	87.5%	88.2%	88.2%	87.5%
USD	71.0%	72.0%	72.0%	65.8%	65.6%	70.6%	76.0%
RMB	65.8%	73.2%	69.0%	61.3%	74.2%	63.9%	58.5%

^{1/} Group loans-to-deposits ratio ("LDR") based on net customer loans / customer deposits; LDRs by currency based on gross customer loans / customer deposits.

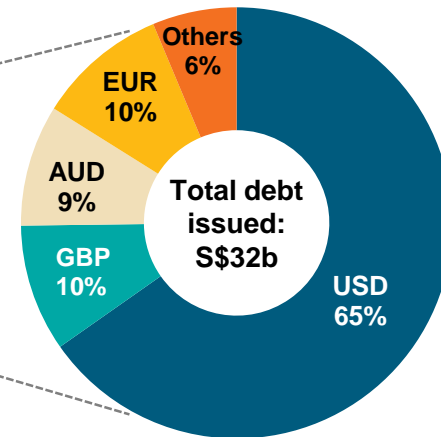
Funding & Liquidity

Customer deposits made up 78% of total funding; all-currency LCR and NSFR at 130% and 108% respectively, comfortably above regulatory guidelines

Funding Composition as of 30 Sep 2018



Wholesale Funding by Currency as of 30 Sep 2018



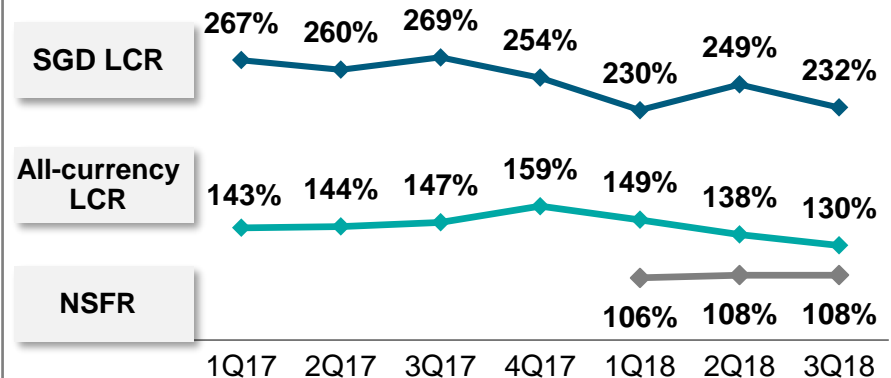
By Maturity:

≤ 1 year	67%
> 1 year	33%

CASA by Major Currencies

S\$b	Sep 17	Jun 18	Sep 18
SGD	67	70	69
USD	38	36	35
MYR	6	7	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

CET1 CAR rose to 13.6% from 13.2% in the previous quarter

Capital Adequacy Ratios
("CAR") (%)

Basel III transitional arrangements ^{1/}

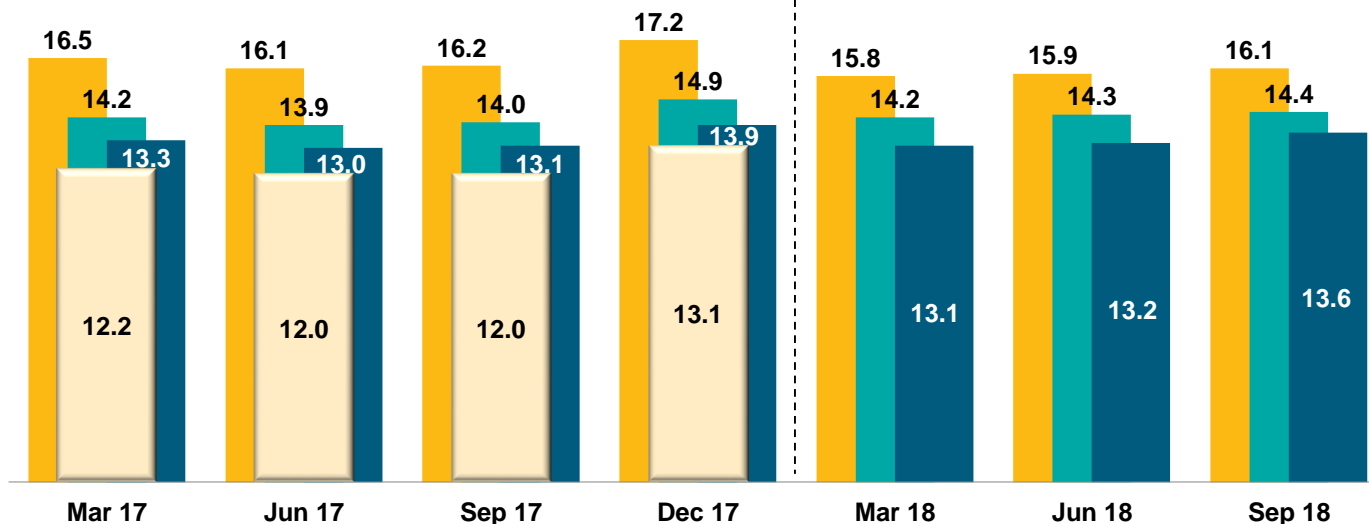
Basel III ^{1/}

Total CAR

Tier 1 CAR

Common Equity
Tier 1 ("CET1") CAR

Proforma CET1
CAR ^{2/}



CET1 capital (S\$m)	27,688	27,800	27,807	26,907	26,206	26,641	27,377
Tier 1 capital (S\$m)	29,558	29,684	29,694	28,960	28,277	28,714	28,948
RWA (S\$m)	207,224	212,527	211,372	193,082	198,817	200,786	200,322

Leverage ratio ^{3/} (%)	7.7	7.8	7.6	7.3	7.0	7.0	7.1
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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 7.1% as at 30 September 2018 was well above the 3% minimum regulatory requirement.

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Subsidiaries' Performance

Major subsidiaries contributed 33% to the Group's profit

	Key Metrics		YoY
	9M18	9M17	
Great Eastern Holdings	Net profit ^{1/}	S\$604m S\$610m	-1%
	TWNS	S\$905m S\$842m	+7%
	NBEV	S\$361m S\$364m	-1%
	NBEV margin	39.9% 43.3%	-3.4ppt
OCBC Wing Hang	Net profit	HKD2,048m HKD1,826m	+12%
	Loans	HKD192b HKD171b	+12%
	Deposits	HKD222b HKD205b	+8%
OCBC Malaysia	Net profit	RM625m RM707m	-12%
	Loans	RM69b RM69b	flat
	Deposits	RM74b RM72b	+2%
OCBC NISP	Net profit	IDR2,033b IDR1,669b	+22%
	Loans	IDR120t IDR103t	+16%
	Deposits	IDR118t IDR115t	+3%

^{1/} Figures for 9M17 were restated in accordance with SFRS(I) and change in accounting policy for GEH.

Note: "ppt" denotes percentage points.

3Q18 Great Eastern Holdings' performance

Net profit contribution lower QoQ and YoY at S\$176m

GEH	3Q18 S\$m	2Q18 S\$m	QoQ +/(-)%	3Q17 S\$m	YoY +/(-)%
Profit from insurance business	183	201	(9)	264	(31)
- Operating profit ^{1/}	141	153	(8)	158	(11)
- Non-operating profit ^{2/}	24	19	24	85	(72)
- Others	18	29	(37)	22	(15)
Profit from Shareholders' Fund	66	79	(17)	59	12
Profit from operations	249	280	(11)	323	(23)
Write-back / (Allowances)	2	2	5	(7)	(133)
Tax & NCI	(38)	(45)	(15)	(29)	29
Net profit	213	238	(10)	288	(26)
Group adjustments ^{3/}	(37)	(41)	(7)	(48)	(21)
Net profit contribution to Group	176	197	(11)	240	(27)

Note: Figures for 3Q17 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.

9M18 Great Eastern Holdings' performance

Net profit contribution down 1% to S\$496m

GEH	9M18 S\$m	9M17 S\$m	YoY +/(-)%
Profit from insurance business	557	520	7
- Operating profit ^{1/}	454	437	4
- Non-operating profit ^{2/}	37	29	28
- Others	66	53	23
Profit from Shareholders' Fund	146	193	(24)
Profit from operations	703	712	(1)
Write-back / (Allowances)	5	(14)	(133)
Tax & NCI	(104)	(89)	17
Net profit	604	610	(1)
Group adjustments ^{3/}	(108)	(110)	(1)
Net profit contribution to Group	496	500	(1)

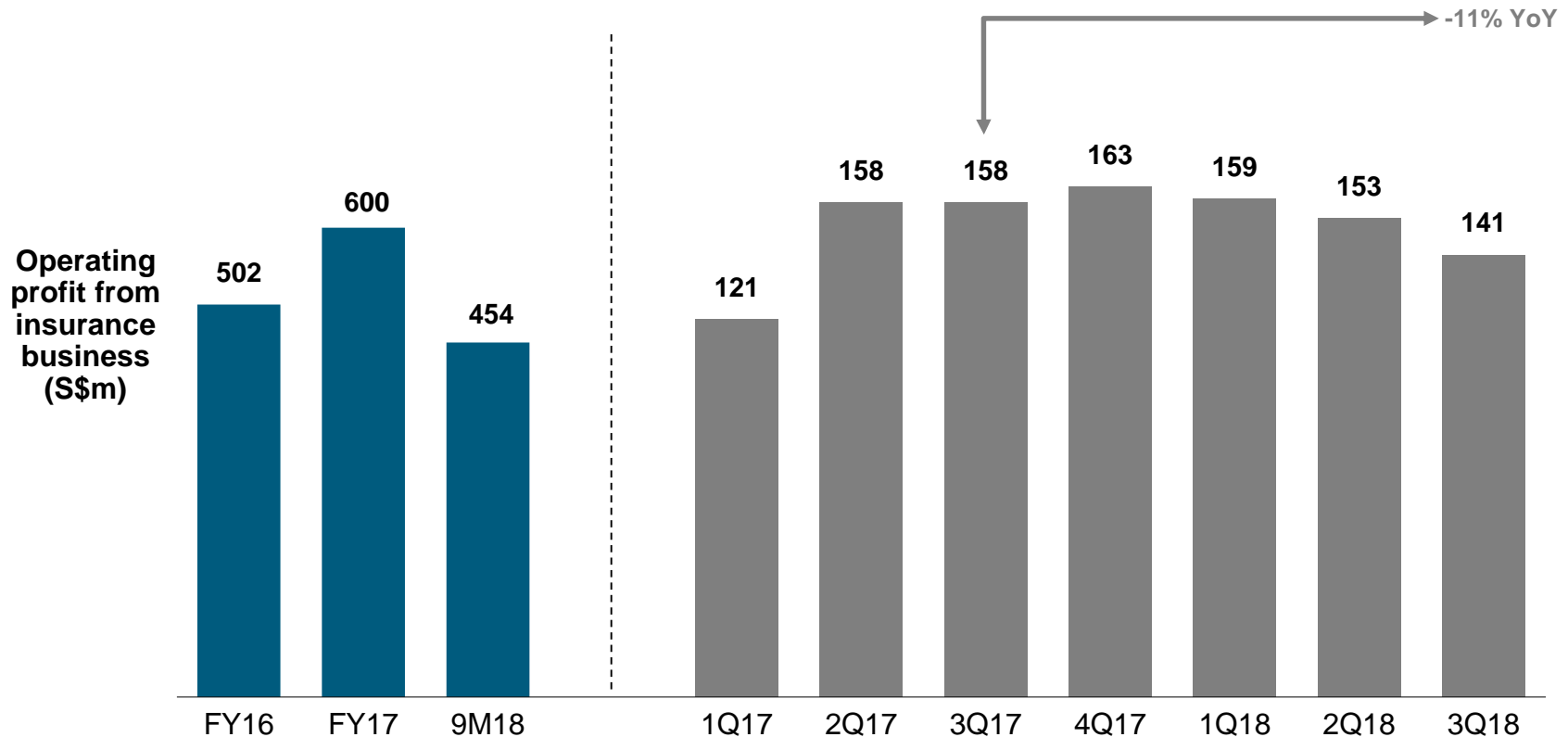
Note: Figures for 9M17 were restated in accordance with SFRS(I) and change in accounting policy for GEH. For comparison in constant currency terms, operating profit in foreign currencies for 2018 were translated using the corresponding monthly spot rate in 2017. In applying constant currency translation, 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

3Q18 operating profit from insurance business was 11% lower YoY at S\$141m, mainly due to the release of reserves in the prior year from the repositioning of the maturity profile of assets and liabilities in the Singapore insurance business

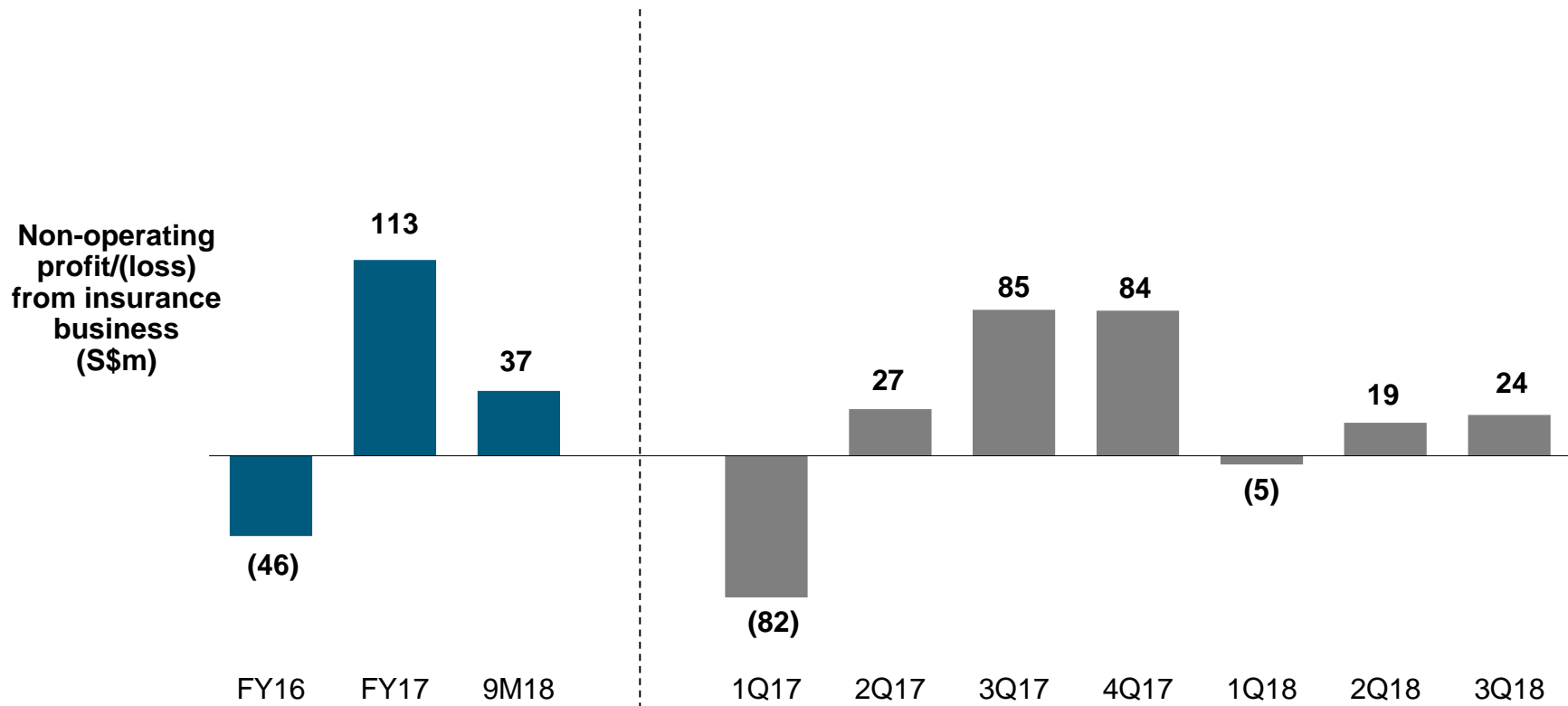


Note:

- 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

3Q18 non-operating profit at S\$24m mainly from the narrowing of credit spreads and gains from equities

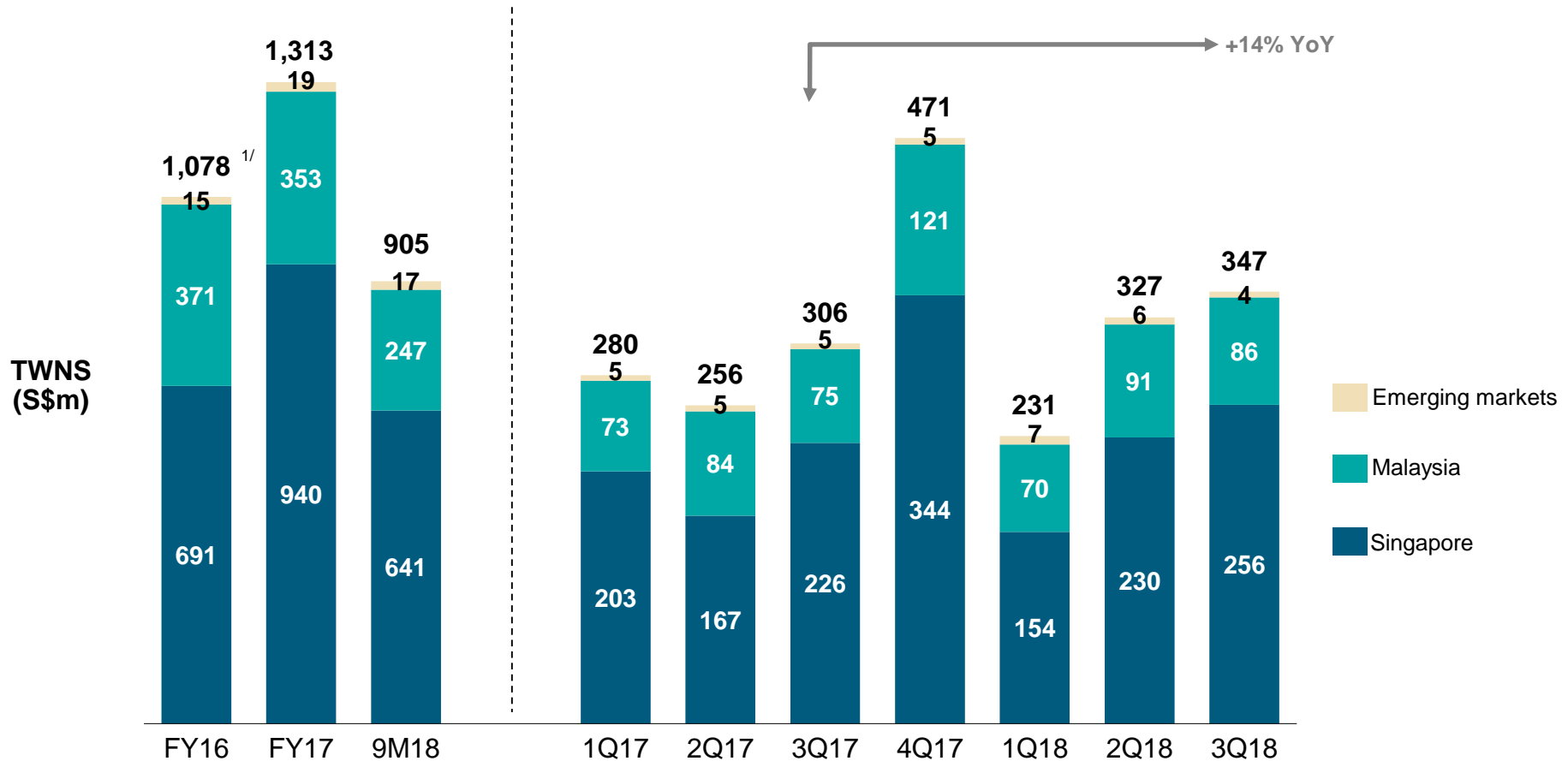


Note:

- 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.

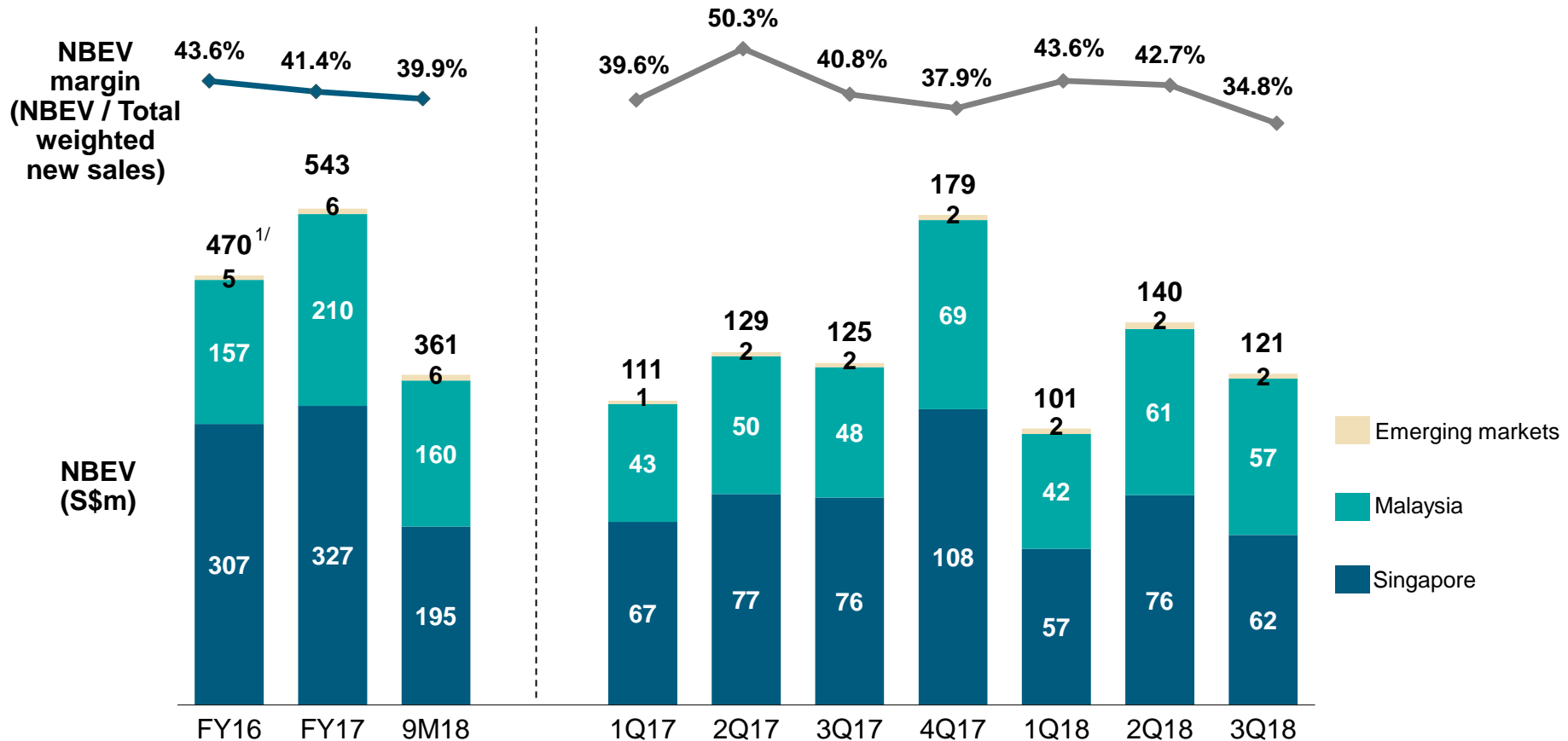
GEH: Total weighted new sales

3Q18 TWNS rose 14% YoY to S\$347m, driven by higher sales from agency channels in Singapore and Malaysia



GEH: New business embedded value

3Q18 NBEV at S\$121m; NBEV margin down from a year ago as a result of a shift in product mix in Singapore



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.

3Q18 OCBC Wing Hang's performance

Operating profit rose 13% QoQ and 5% YoY to HKD955m

OCBC Wing Hang	3Q18 HKD m	2Q18 HKD m	QoQ +/(-)%	3Q17 HKD m	YoY +/(-)%
Net interest income	1,205	1,177	2	1,103	9
Non-interest income	536	463	16	566	(5)
Total income	1,741	1,640	6	1,669	4
Operating expenses	(786)	(795)	(1)	(762)	3
Operating profit	955	845	13	907	5
(Allowances)/ write-back	(81) ^{1/}	37	319	43	286
Associates	5	24	(77)	16	(65)
Profit before tax	879	906	(3)	966	(9)
Tax	(166)	(198)	(16)	(119)	39
Net profit – local reporting	713	708	1	847	(16)

Key ratios (%)

Cost-to-income	45.2	48.5	45.7
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9M18 OCBC Wing Hang's performance

Operating profit up 22% YoY to HKD2.52b

OCBC Wing Hang	9M18 HKD m	9M17 HKD m	YoY +/(-)%
Net interest income	3,592	3,094	16
Non-interest income	1,231	1,154	7
Total income	4,823	4,248	14
Operating expenses	(2,305)	(2,184)	6
Operating profit	2,518	2,064	22
Allowances	(79)	(14)	437
Associates & gains on subordinated liabilities	54	92	(42)
Profit before tax	2,493	2,142	16
Tax	(445)	(316)	41
Net profit – local reporting	2,048	1,826	12
Key ratios (%)			
Cost-to-income	47.8	51.4	

OCBC Wing Hang: Revenue

3Q18 net interest income rose 2% QoQ to HKD1.21b, with NIM up 5bps QoQ at 1.61%.
Non-interest income grew 16% QoQ to HKD536m

Net interest income (HKD m)

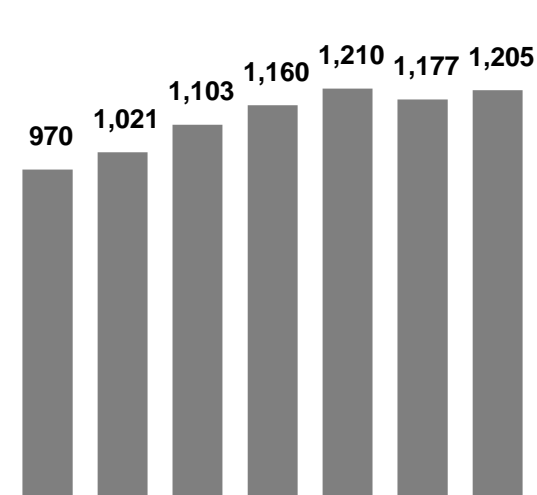
Net interest margin

1.67% 1.57% 1.60%



FY16 FY17 9M18

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

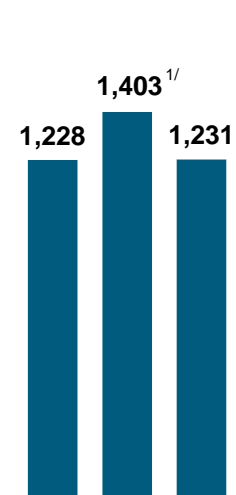


1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18

Non-interest income (HKD m)

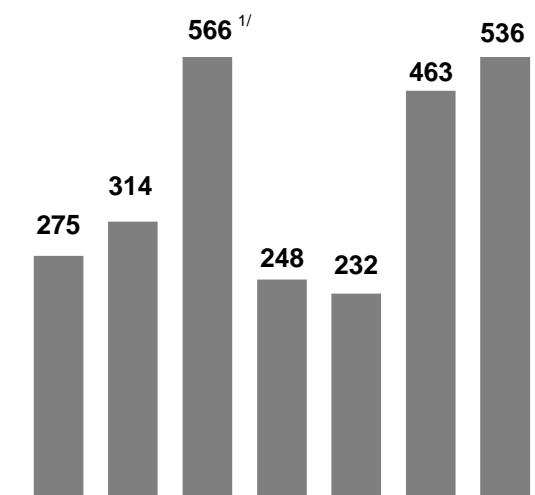
Non-int. income/ Total income

24.4% 24.8% 25.5%



FY16 FY17 9M18

22.1% 23.5% 33.9% 17.6% 16.1% 28.2% 30.8%



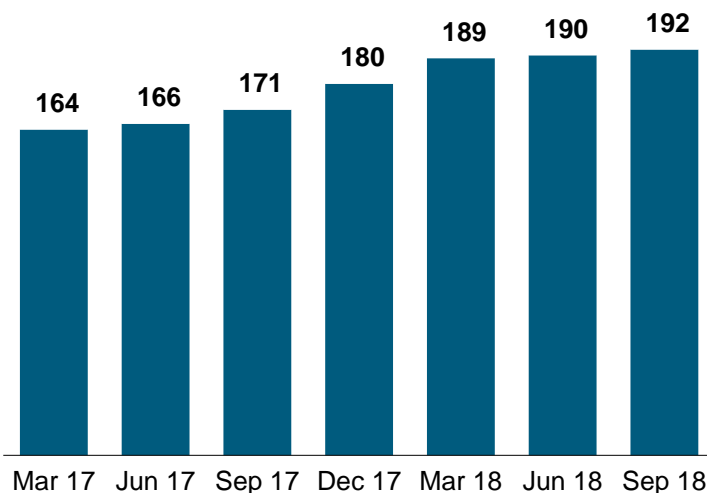
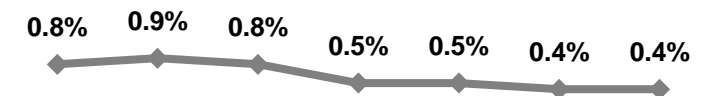
1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18

OCBC Wing Hang: Loans & Deposits

Loans and deposits increased 12% and 8% YoY respectively; NPL ratio at 0.4%

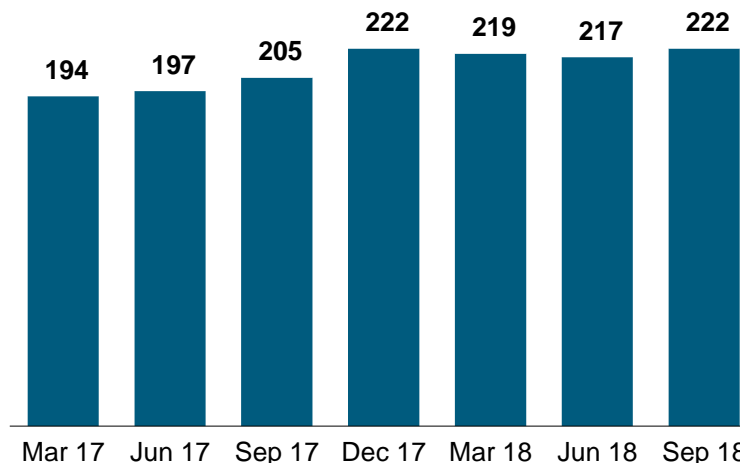
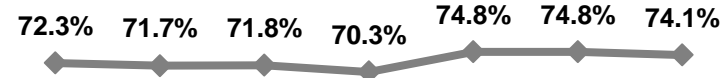
Gross Loans (HKD b)

NPL ratio

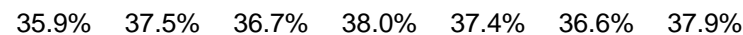


Deposits (HKD b)

Loans / Deposits ^{1/}



CASA Ratio



3Q18 OCBC Malaysia's Performance

Operating profit grew 6% QoQ and 17% YoY

OCBC Malaysia	3Q18 RM m	2Q18 RM m	QoQ +/(-)%	3Q17 RM m	YoY +/(-)%
Net interest income	390	375	4	355	10
Islamic banking income ^{1/}	107	116	(8)	108	(1)
Non-interest / finance income	156	137	14	128	22
Total income	653	628	4	591	10
Operating expenses	(289)	(286)	1	(280)	3
Operating profit	364	342	6	311	17
Allowances	(103)	(65)	58	24	529
Profit before tax	261	277	(6)	335	(22)
Tax	(87)	(70)	24	(90)	(3)
Net profit – local reporting	174	207	(16)	245	(29)

Key ratios (%)

Cost-to-income	44.3	45.5	47.4
CAR ^{2/}			
- CET 1	12.9	13.6	12.7
- Tier 1	14.4	15.2	14.6
- Total CAR	17.1	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.

9M18 OCBC Malaysia's Performance

Operating profit rose 6% YoY

OCBC Malaysia	9M18 RM m	9M17 RM m	YoY +/(-)%
Net interest income	1,124	1,046	7
Islamic banking income ^{1/}	328	334	(2)
Non-interest / finance income	444	419	6
Total income	1,896	1,799	5
Operating expenses	(859)	(820)	5
Operating profit	1,037	979	6
Allowances	(175)	(32)	447
Profit before tax	862	947	(9)
Tax	(237)	(240)	(1)
Net profit – local reporting	625	707	(12)
Key ratios (%)			
Cost-to-income	45.3	45.6	
CAR ^{2/}			
- Common Equity Tier 1	12.9	12.7	
- Tier 1	14.4	14.6	
- Total CAR	17.1	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.

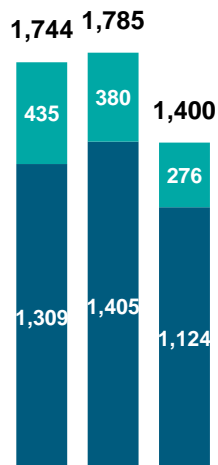
OCBC Malaysia: Revenue

3Q18 net interest/finance income grew 4% QoQ and 8% YoY; with NIM higher at 2.11%. Non-interest income rose 6% QoQ and 19% YoY

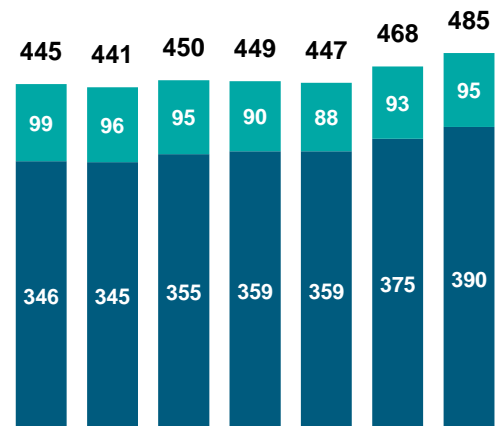
Net interest/finance income (RM m)

Net interest/finance margin

1.91% 1.95% 2.08%



1.96% 1.92% 1.93% 1.98% 2.03% 2.10% 2.11%



FY16 FY17 9M18

Conventional Islamic

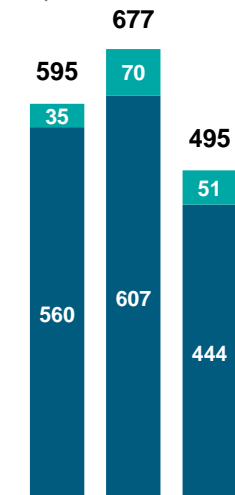
1Q17 2Q17 3Q17 4Q17 1Q18 2Q18 3Q18

Conventional Islamic

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

Non-interest/finance income/ Total income

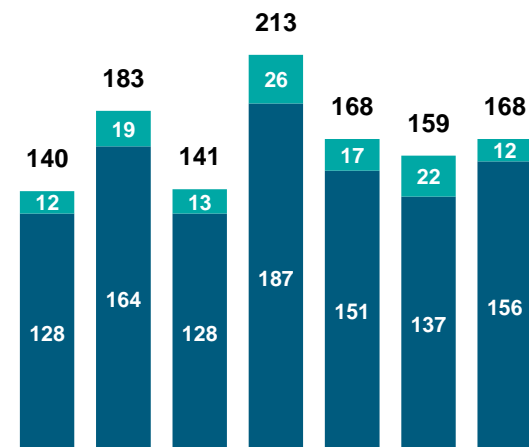
25.4% 27.5% 26.1%



FY16 FY17 9M18

Conventional Islamic

24.0% 29.4% 23.9% 32.1% 27.3% 25.3% 25.7%



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

Conventional Islamic

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

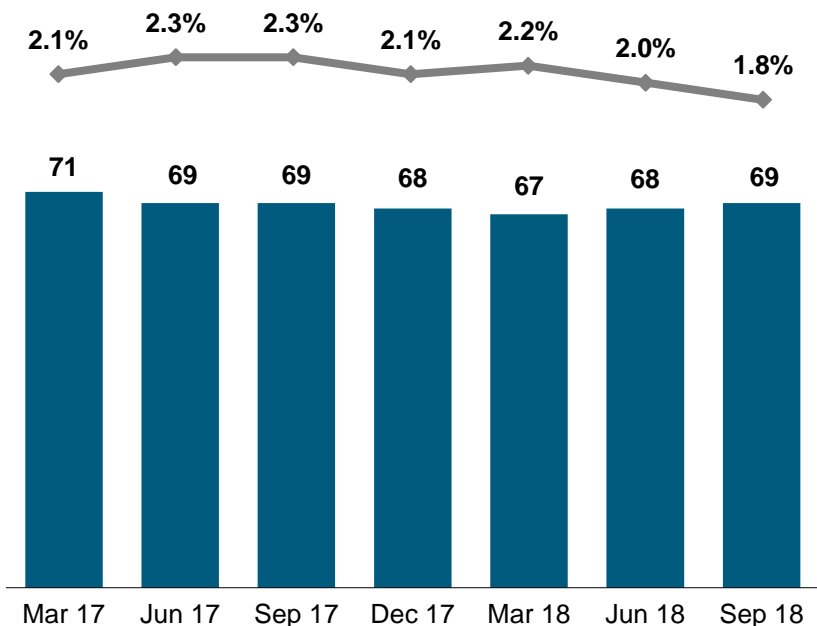
Note: Based on Bank Negara Malaysia's guidelines and Malaysian Financial Reporting Standards.

OCBC Malaysia: Loans & Deposits

Customer loans and deposits rose QoQ to RM69b and RM74b respectively; NPL ratio improved to 1.8%

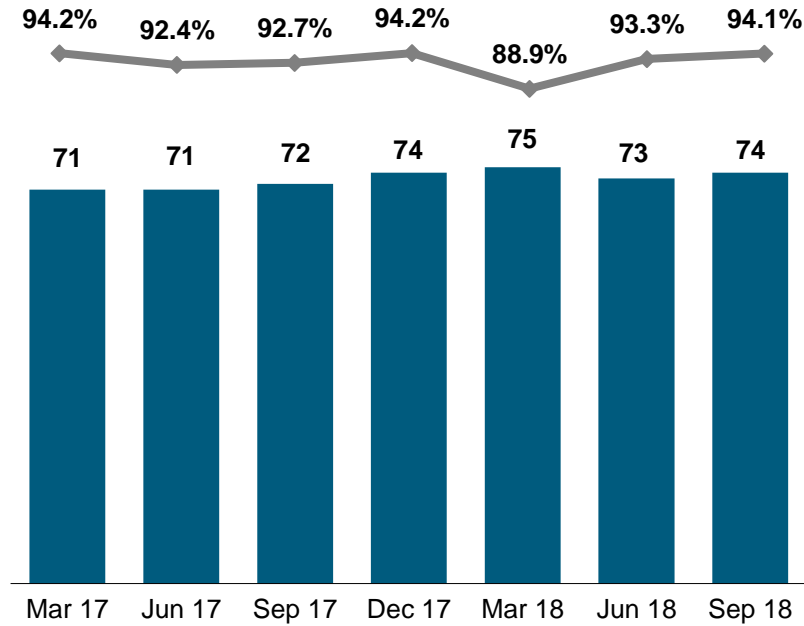
Gross Loans (RM b)

NPL Ratio

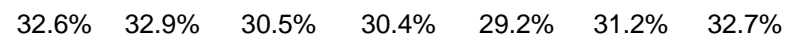


Deposits (RM b)

Loans / Deposits



CASA Ratio



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

3Q18 OCBC NISP's performance

Net profit increased 4% QoQ and 29% YoY to IDR698b

OCBC NISP	3Q18 IDR b	2Q18 IDR b	QoQ +/(-)%	3Q17 IDR b	YoY +/(-)%
Net interest income	1,628	1,596	2	1,537	6
Non-interest income	391	194	101	383	2
Total income	2,019	1,790	13	1,920	5
Operating expenses	(875)	(866)	1	(826)	6
Operating profit	1,144	924	24	1,094	5
Allowances	(222)	(37)	493	(377)	(41)
Non-operating income	1	1	–	0	nm
Profit before tax	923	888	4	717	29
Tax	(225)	(216)	4	(178)	26
Net profit – local reporting	698	672	4	539	29

Key ratios (%)

Cost-to-income	43.3	48.4	43.0
CAR			
- CET 1	16.1	15.8	16.8
- Tier 1	16.1	15.8	16.8
- Total CAR	17.0	16.7	17.7



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

9M18 OCBC NISP's performance

Net profit grew 22% YoY to IDR2.03t

OCBC NISP	9M18 IDR b	9M17 IDR b	YoY +/(-)%
Net interest income	4,775	4,465	7
Non-interest income	971	1,146	(15)
Total income	5,746	5,611	2
Operating expenses	(2,626)	(2,477)	6
Operating profit	3,120	3,134	-
Allowances	(434)	(924)	(53)
Non-operating income	2	0	nm
Profit before tax	2,688	2,210	22
Tax	(655)	(541)	21
Net profit – local reporting	2,033	1,669	22

Key ratios (%)

Cost-to-income

45.7

44.1

CAR

- CET 1

16.1

16.8

- Tier 1

16.1

16.8

- Total CAR

17.0

17.7



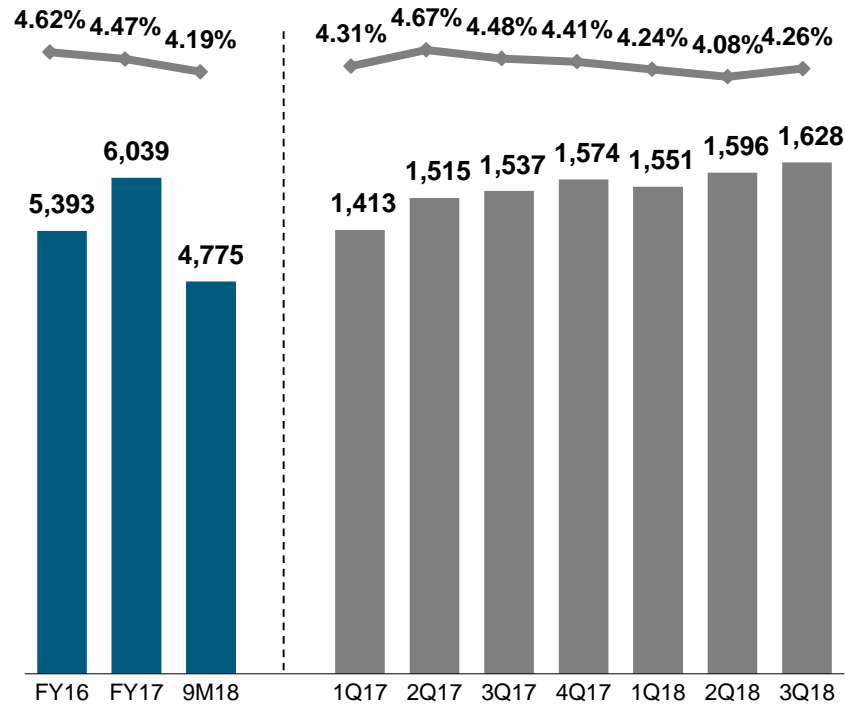
Note: Capital ratios are computed based on guidelines from Financial Services Authority in Indonesia.

OCBC NISP: Revenue

3Q18 net interest income increased 2% QoQ; NIM improved 18bps QoQ to 4.26%

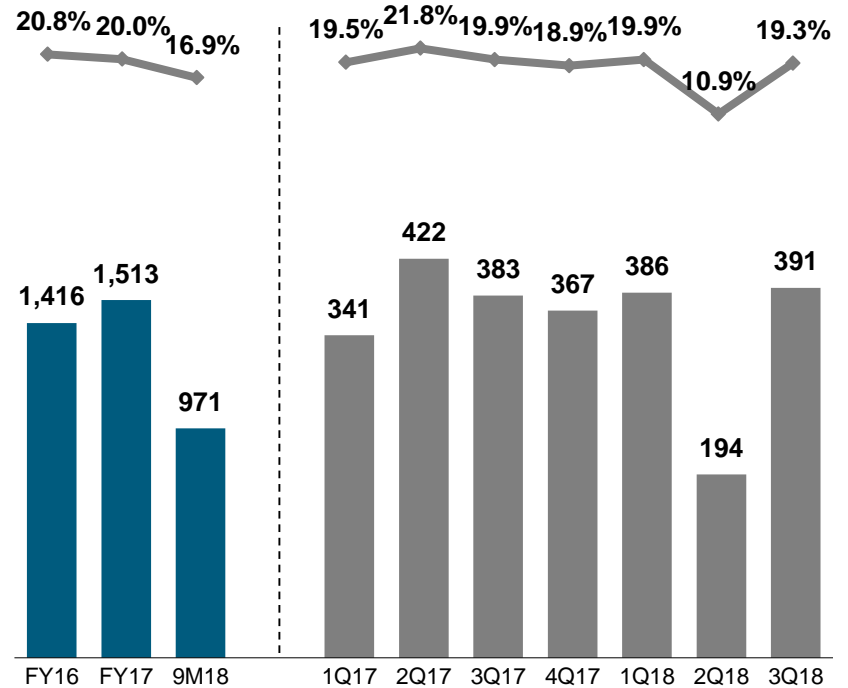
Net interest income (IDR b)

Net interest margin



Non-interest income (IDR b)

Non-int. income/ Total income



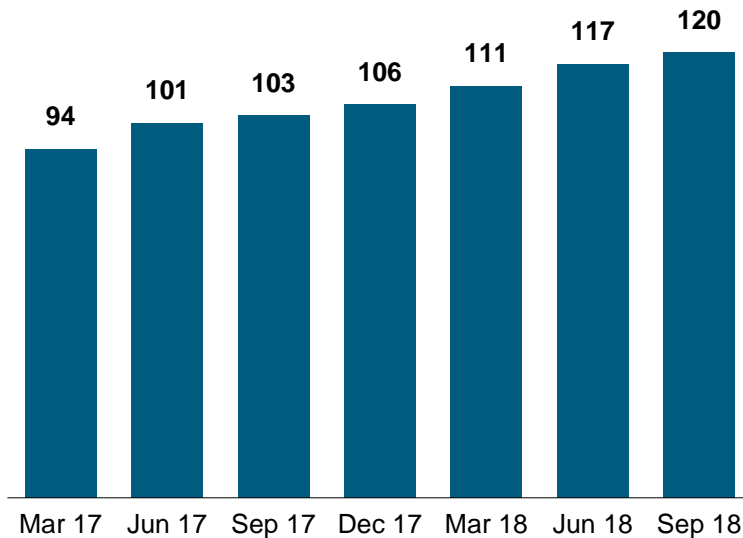
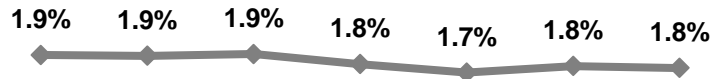
Note: NIM and Non-interest Income/Total Income ratio calculation based on guidelines from Financial Services Authority in Indonesia.

OCBC NISP: Loans & Deposits

Loans rose 16% YoY to IDR120t, NPL ratio flat at 1.8%; deposits up 3% YoY to IDR118t

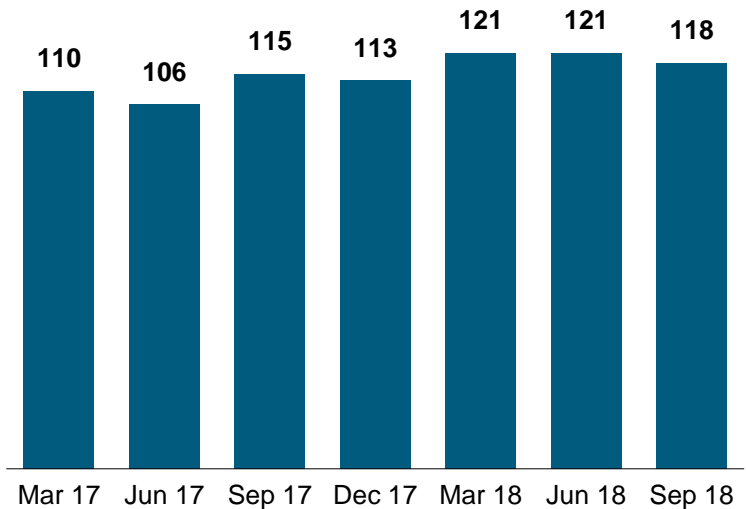
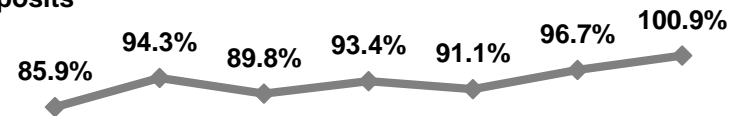
Gross Loans (IDR t)

NPL Ratio

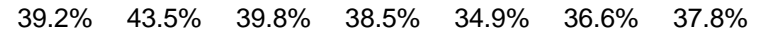


Deposits (IDR t)

Loans / Deposits



CASA Ratio



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



Third Quarter 2018 Results Thank You