

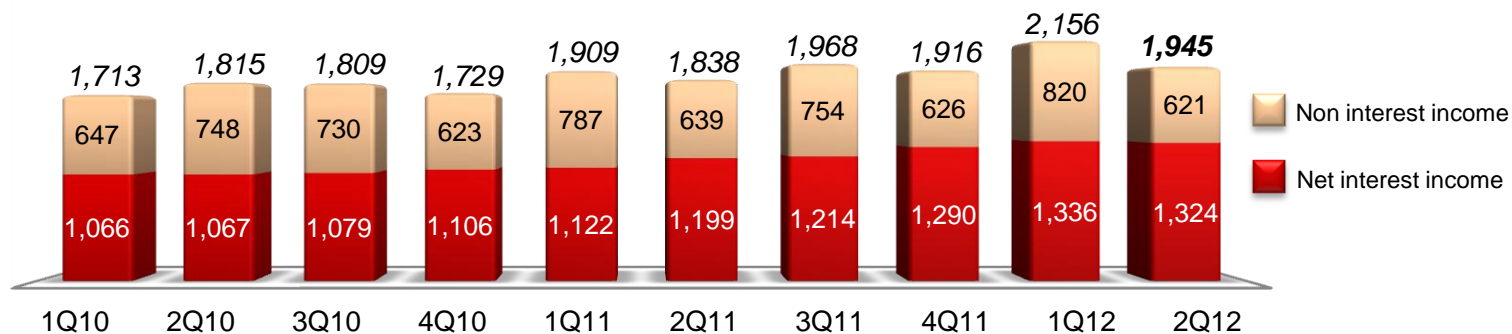
Another solid quarter despite a challenging environment

August 3, 2012

Record 1H 2012 earnings

- 1H total income at **\$4.1 billion**; crossed \$4 billion for the first time
- On the back of sustained business momentum; 10 quarters of strong growth
 - Good performance in 2Q 2012 despite market dislocations

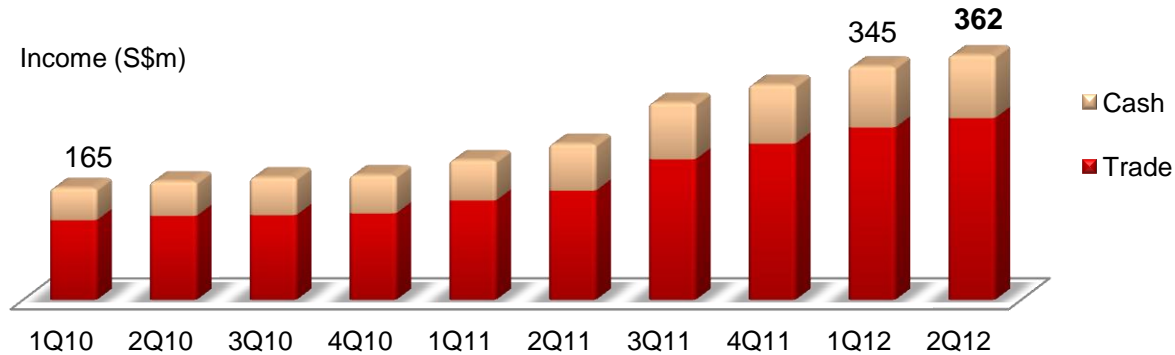
Income (S\$m)



- Record 1H net profit at **\$1.7 billion**
- 1H ROE at **11.9%** vs. 11.4% a year ago

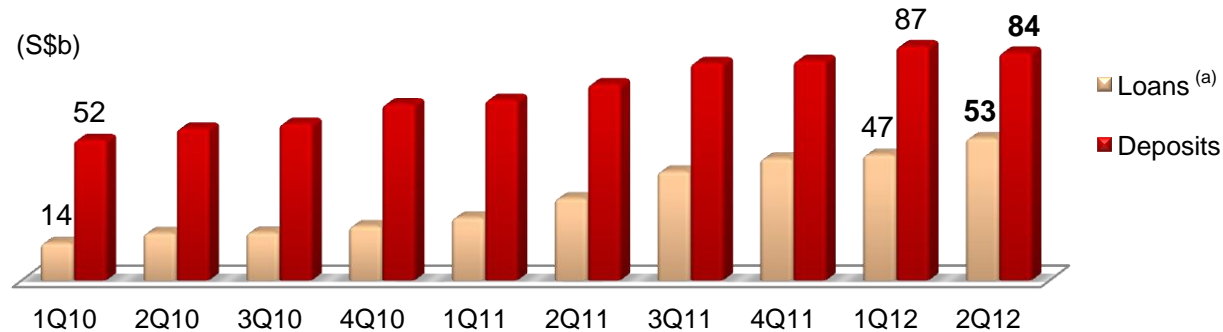
Key businesses performing well – GTS

GTS: 9 consecutive quarters of growth



1H12 **↑ 62% yoy**

- Healthy deposit and loan growth



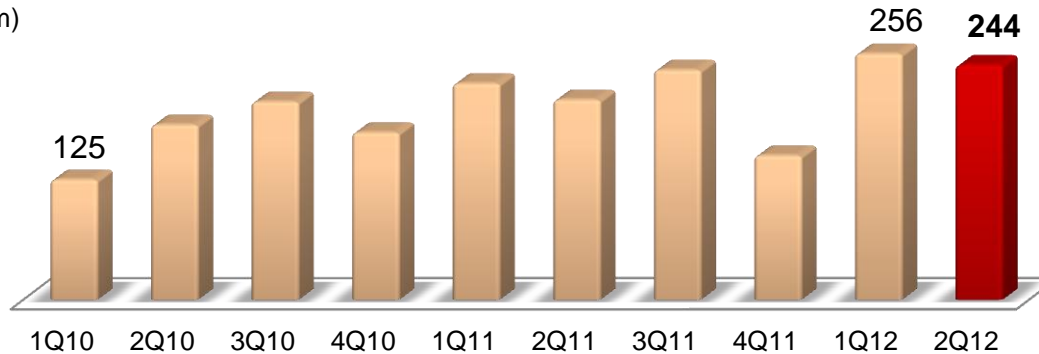
Loans: **↑ 73% yoy**
 Deposits: **↑ 16% yoy**

(a) Includes bank exposures and loans of financial institutions

Key businesses performing well – Treasury

Continue to make progress on Treasury cross-sell

Customer income
(S\$m)



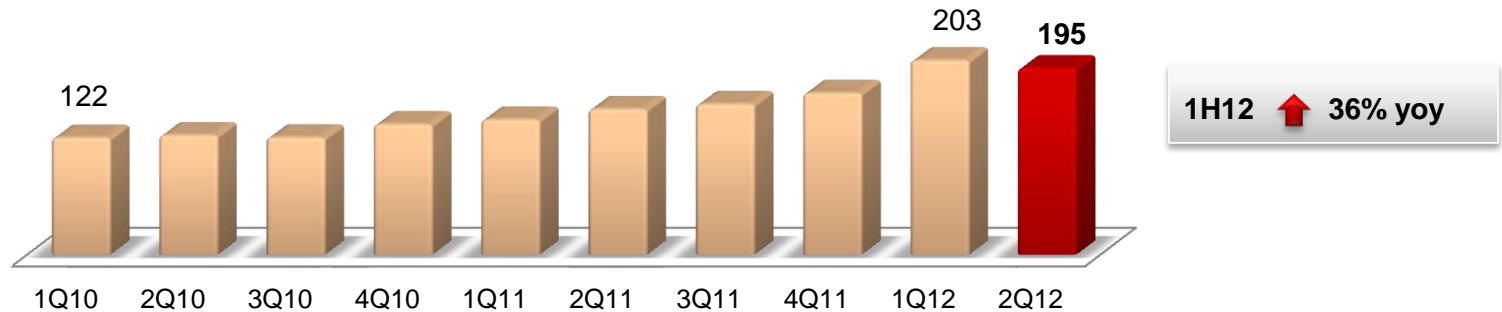
1H12  15% yoy

- **Gaining traction in Institutional Bank and Consumer Bank**
 - 1H customer income as % of total Treasury income at 45%

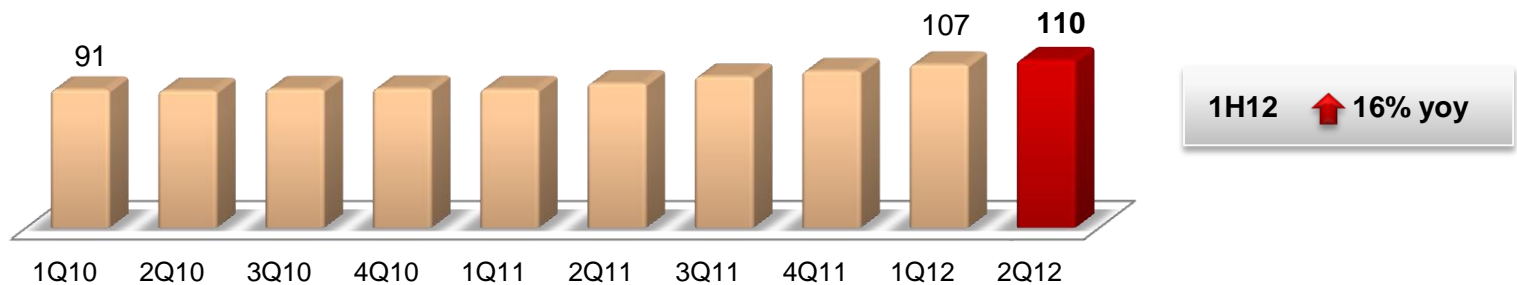
Key businesses performing well – Wealth Management

Showing traction in Wealth Management

Income (S\$m)



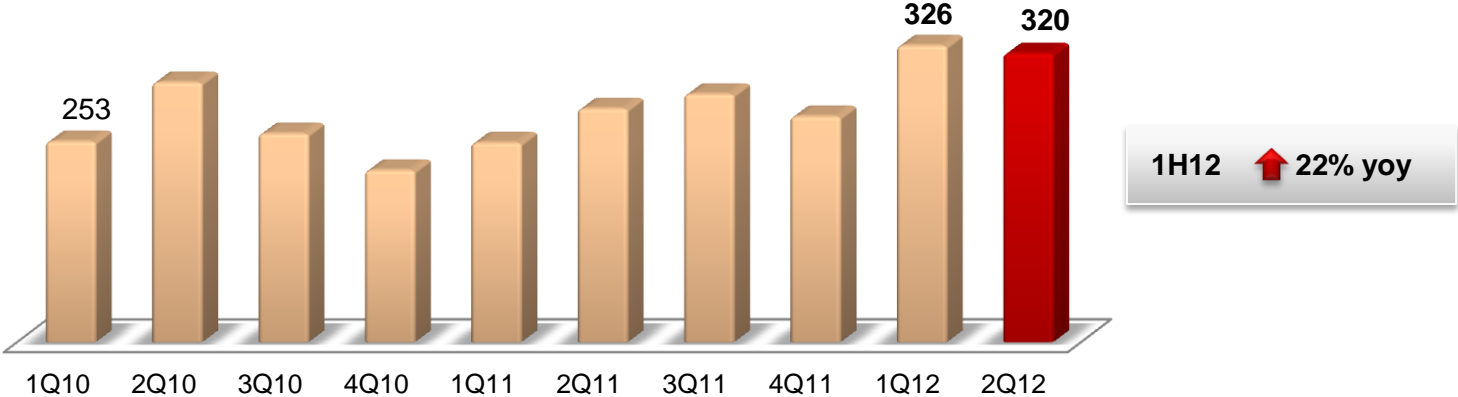
Total earning assets (S\$b)



Key businesses performing well – SME

SME business momentum holding up

Income (S\$m)



Gained traction in key businesses

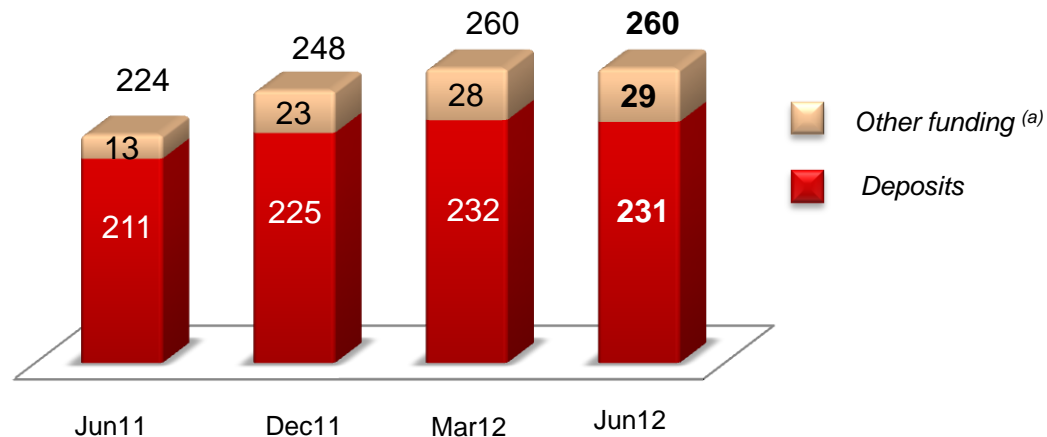
Contribution to Group income in 1H12	
▪ GTS and T&M cross-sell	29%
▪ SME + Wealth ^(a)	25%
▪ Regional operations ^(b)	21%

(a) Comprising Treasures, Treasures Private Client and Private Bank
 (b) Operations outside of Singapore and Hong Kong

Liquidity

- **Built up liquidity from diversified sources of funding**
 - Deposits remain as primary source of liquidity
 - Wholesale funding as alternate source of funds; only 11% of book
 - Ample headroom to grow loans

Total funding (S\$b)



- **Continue to hold US\$11b (b) of surplus cash cushion**

(a) Other funding comprises institutional funding, medium-term notes, commercial papers, certificates of deposit and other debt securities in issue
(b) As at end July 2012

Asset quality

- **Non-performing assets little changed from previous quarter at \$3.0b**
- **NPL rate stable at 1.3%**
- **Still not seeing stress on any of our portfolios**

In summary

- **10 quarters of consistently strong performance, underpinned by focused execution**
- **Market uncertainty rising from concerns on spillovers from Europe, weak growth in US**
- **Growth in Asia slowing somewhat, Asian fundamentals strong**
- **Loan pipeline remains healthy, although some headwinds likely**
- **Expect a little margin pressure, especially in China**
- **Business momentum on track**