

Third Quarter 2015 Results Presentation

28 October 2015

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The inclusion of OCBC Wing Hang boosts OCBC Group's Greater China strategy, which in addition to focusing on developing in-market opportunities within China, Hong Kong, Macau and Taiwan, also emphasises growing the cross-border "flow" business opportunities between Greater China and our solid foundation in Southeast Asia. By deepening our Greater China presence, we are strongly positioned to capture more of the trade, capital, investment and wealth flows that spring from the increased economic interconnectivity between Greater China and Southeast Asia. Access to the US dollar and Renminbi deposits is another driver for this acquisition. Not only does it provide the Group with an additional source of stable funding base, it also broadens our access to the two currencies which are relevant and increasingly used for cross-border transactions and activities. The acquisition allows us to strengthen the Group's mutually-reinforcing platform pillars of geographical coverage, in-market franchise and onshore-offshore competencies in commercial banking, wealth management and insurance. A multifaceted competitive advantage is forged that fuels our future growth.



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Results Overview

3Q15 Group Performance Trends

Performance of Major Subsidiaries

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

Summary

Appendix: Wealth management income



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;
- Figures may not sum to stated totals because of rounding

3Q15 Highlights

Core net profit up 7% YoY to S\$902m, driven by a 25% increase in earnings from banking operations

Earnings

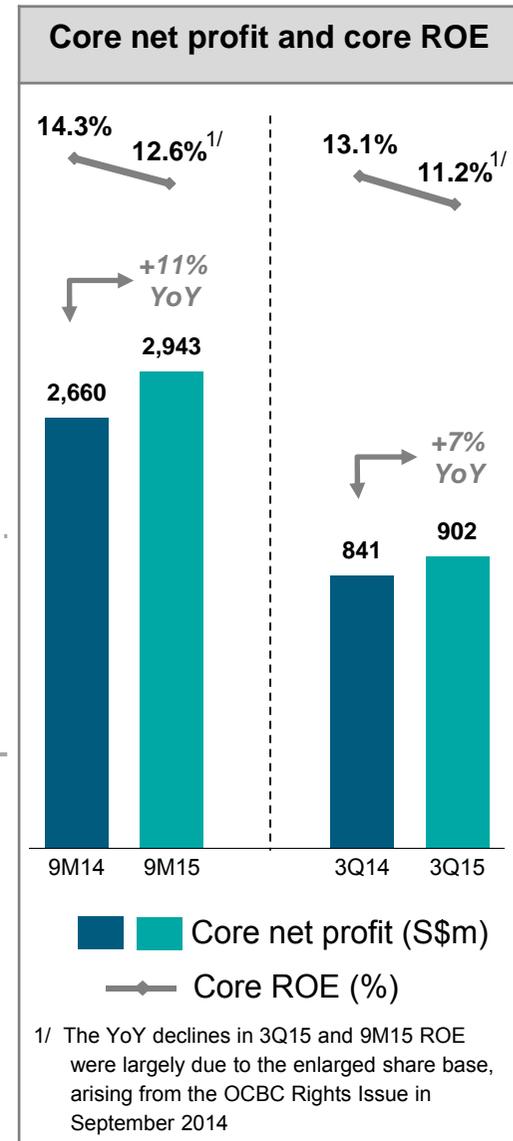
- Net interest income rose 6% YoY on asset growth. Net interest margin 2bps lower YoY and relatively unchanged QoQ at 1.66%
- Fees and commissions stable YoY; trading income up 73% YoY
- Great Eastern's ("GEH") underlying insurance business grew; TWNS and NBEV increased 33% and 16% YoY respectively
- Profit from life assurance down 64% YoY from unrealised mark-to-market losses in GEH's Non-participating Fund
- Operating expenses well-managed, increased 3% YoY
- Loan allowances rose from additional portfolio allowances made
- Net profit of OCBC Malaysia, OCBC NISP and OCBC Wing Hang recorded YoY growth, in local currency terms

Assets and liabilities

- Customer loans increased 4% YoY
- Customer deposits rose 6% YoY; CASA ratio higher at 47.5%
- NPL ratio increased slightly to 0.9%; asset quality resilient
- Credit cost at a low 12bps; coverage ratios at comfortable levels

Capital and liquidity

- Capital position sound; CET1 and Tier 1 at 14.5%, Total CAR at 16.6%
- Leverage ratio of 7.6% well above the 3% minimum requirement guided by the Basel Committee
- All-currency Liquidity Coverage Ratio ("LCR") as at 30 Sep 2015 was 117%; average LCR was also 117%



3Q15 core net profit increased 7% YoY to S\$902m

OCBC Group	3Q15 S\$m	3Q14 S\$m	YoY +/(-)%	2Q15 S\$m	QoQ +/(-)%
Net interest income	1,317	1,246	6	1,282	3
Non-interest income	775	801	(3)	939	(17)
Total income	2,092	2,047	2	2,221	(6)
Operating expenses	(900)	(870)	3	(918)	(2)
Operating profit	1,192	1,177	1	1,303	(9)
Amortisation of intangibles	(25)	(14)	75	(24)	3
Allowances	(150)	(97)	56	(80)	87
Associates & JVs	99	14	618	102	(4)
Tax & non-controlling interest ("NCI")	(214)	(239)	(11)	(253)	(15)
Core net profit	902	841	7	1,048	(14)
One-off gain	-	391 ^{1/}	(100)	-	-
Net profit	902	1,232	(27)	1,048	(14)



^{1/} One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in Bank of Ningbo ("BON"), from fair value reserve to income, upon BON becoming a 20%-owned associated company

9M15 core net profit rose 11% YoY to S\$2.94b

OCBC Group	9M15 S\$m	9M14 S\$m	YoY +/(-)%
Net interest income	3,848	3,459	11
Non-interest income	2,573	2,451	5
Total income	6,421	5,910	9
Operating expenses	(2,691)	(2,336)	15
Operating profit	3,730	3,574	4
Amortisation of intangibles	(73)	(42)	73
Allowances	(294)	(203)	45
Associates & JVs	289	48	500
Tax & NCI	(709)	(717)	(1)
Core net profit	2,943	2,660	11
One-off gain	-	391 ^{1/}	(100)
Net profit	2,943	3,051	(4)



^{1/} One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

3Q15 core net profit *before GEH* contribution (“banking operations”) grew 25% YoY to S\$854m

Banking Operations	3Q15 S\$m	3Q14 S\$m	YoY +/(-)%	2Q15 S\$m	QoQ +/(-)%
Net interest income	1,294	1,228	5	1,262	3
Non-interest income	634	542	17	588	8
Total income	1,928	1,770	9	1,851	4
Operating expenses	(849)	(815)	4	(862)	(2)
Operating profit	1,079	955	13	988	9
Allowances	(136)	(96)	41	(80)	70
Associates & JVs	106	16	575	105	1
Amortisation, tax & NCI	(195)	(192)	2	(196)	-
Core net profit	854	683	25	818	4
One-off gain	-	391 ^{1/}	(100)	-	-
Net profit from banking operations	854	1,074	(20)	818	4
GEH net profit contribution	48	158	(70)	230	(79)
OCBC Group net profit	902	1,232	(27)	1,048	(14)



^{1/} One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

9M15 core net profit *before GEH* contribution up 18% YoY to S\$2.48b

Banking Operations	9M15 S\$m	9M14 S\$m	YoY +/(-)%
Net interest income	3,787	3,409	11
Non-interest income	1,800	1,596	13
Total income	5,586	5,006	12
Operating expenses	(2,530)	(2,182)	16
Operating profit	3,056	2,823	8
Allowances	(280)	(203)	38
Associates & JVs	302	55	447
Amortisation, tax & NCI	(594)	(565)	5
Core net profit	2,484	2,110	18
One-off gain	-	391 ^{1/}	(100)
Net profit from banking operations	2,484	2,502	(1)
GEH net profit contribution	459	550	(17)
OCBC Group net profit	2,943	3,051	(4)



^{1/} One-off gain of S\$391m resulting from an accounting change to recognise the fair value gain on the Group's initial 15.3% AFS stake in BON, from fair value reserve to income, upon BON becoming a 20%-owned associated company

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Performance of Major Subsidiaries

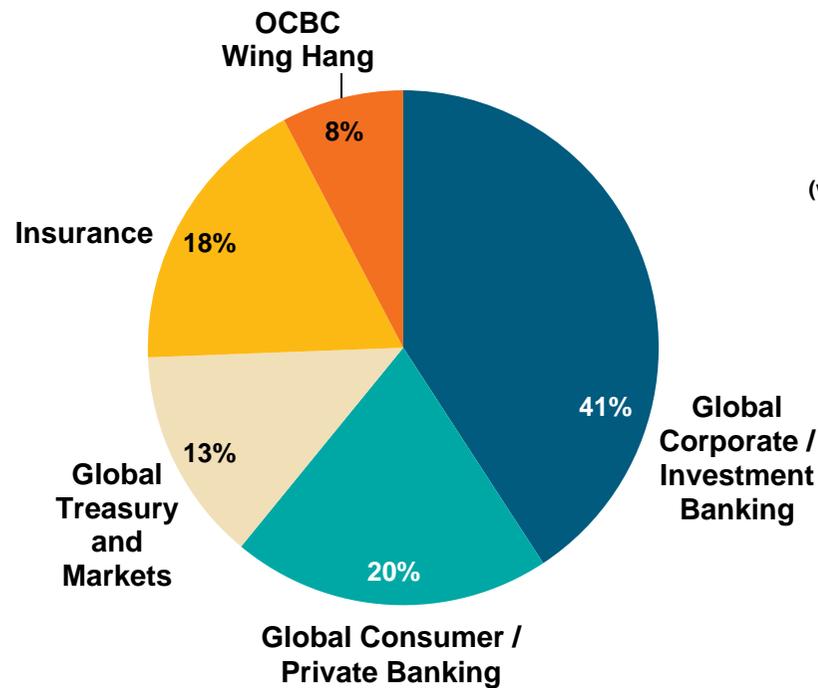
- Great Eastern Holdings
- OCBC Wing Hang
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- OCBC NISP

Summary

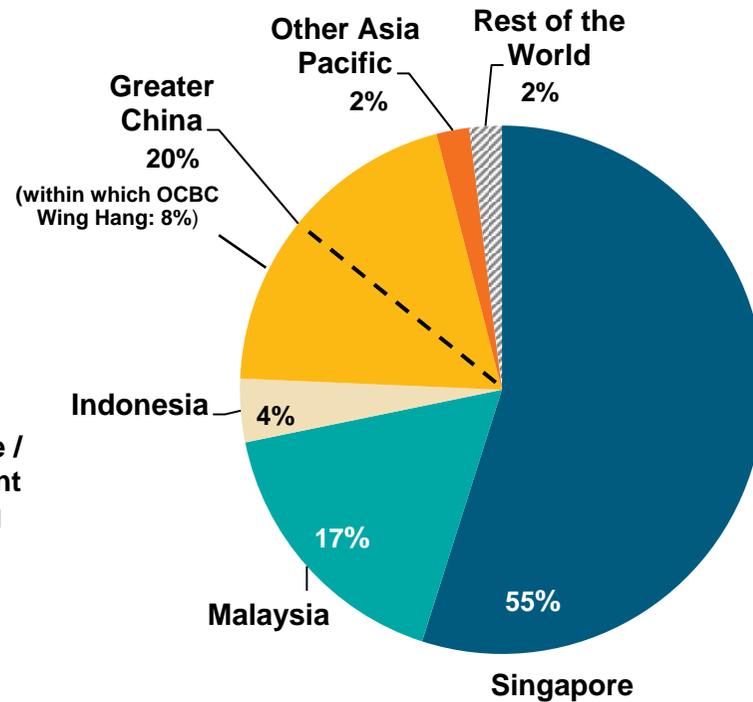
Appendix: Wealth management income

Earnings well-diversified across key geographies and main businesses

**9M15 PBT
by Business^{1/}**



**9M15 PBT
by Geography**



PBT

Group
S\$3,652m
YoY: +8%

Singapore
S\$2,006m
YoY: -1%

Malaysia
S\$616m
YoY: -5%

Indonesia
S\$142m
YoY: +7%

Greater China
S\$741m
YoY: +98%

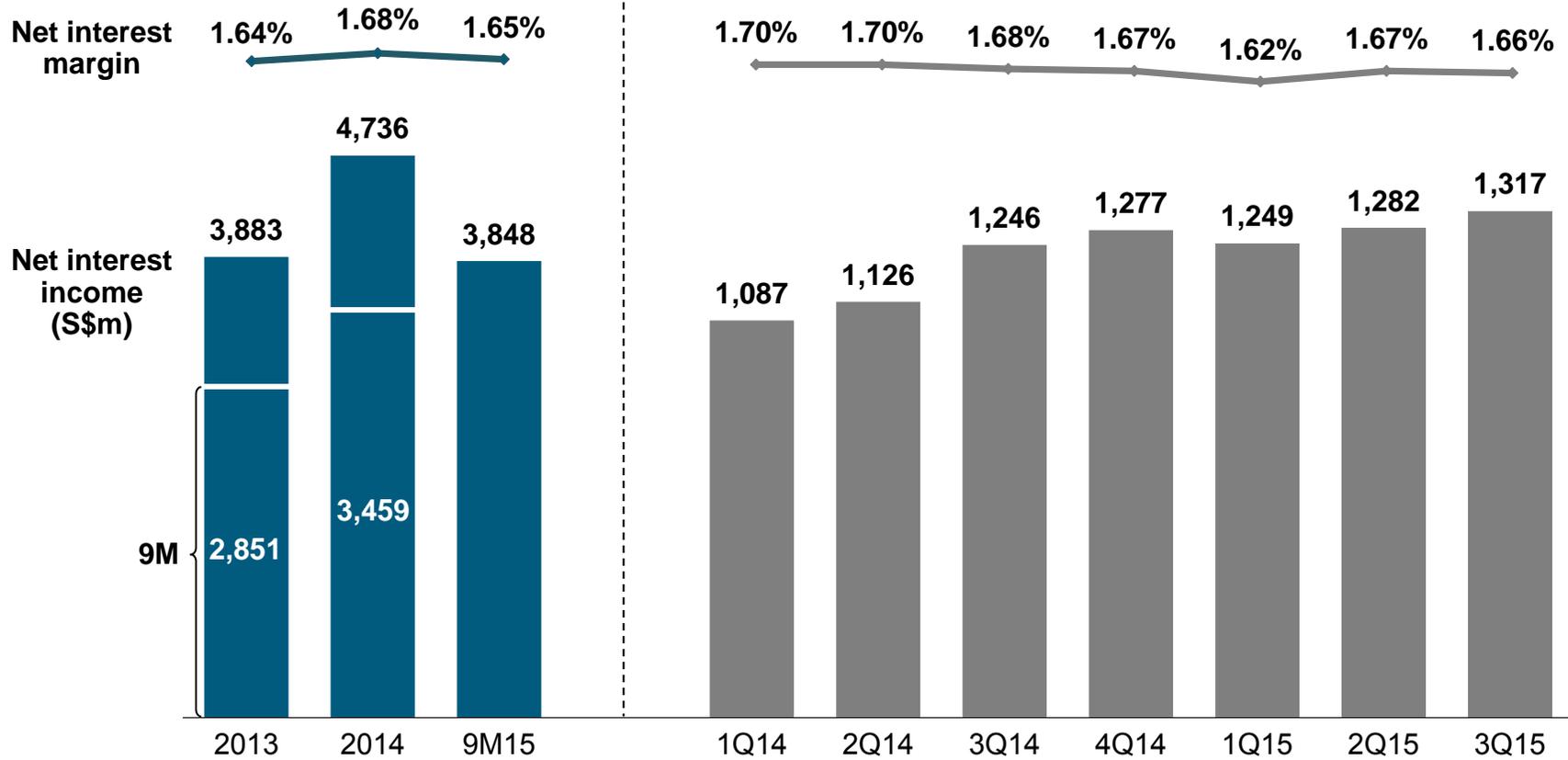
Others
S\$147m
YoY: -23%



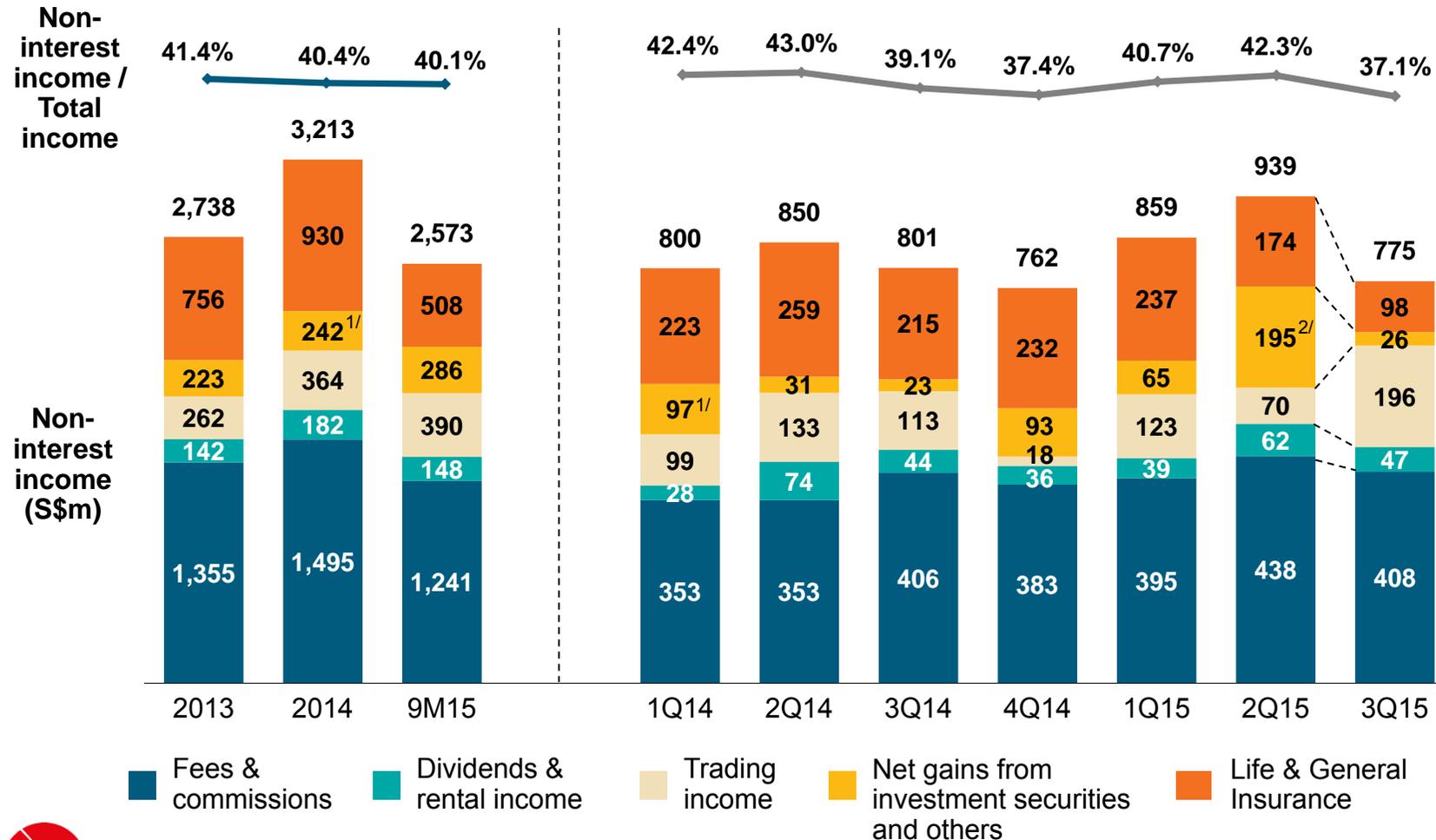
^{1/} Operating profit after allowances and amortisation. Excludes the Others segment, which comprises mainly property holding, investment holding, items not attributable to the business segments described above and portfolio allowances not attributed to specific business segments.

Net interest income was 6% higher YoY

– NIM declined 2 bps YoY but stable QoQ



Non-interest income was 3% lower YoY as a decline in insurance income more than offset higher trading income
 – 17% lower QoQ as prior quarter included realised gain from sale of an investment in GEH's equity portfolio

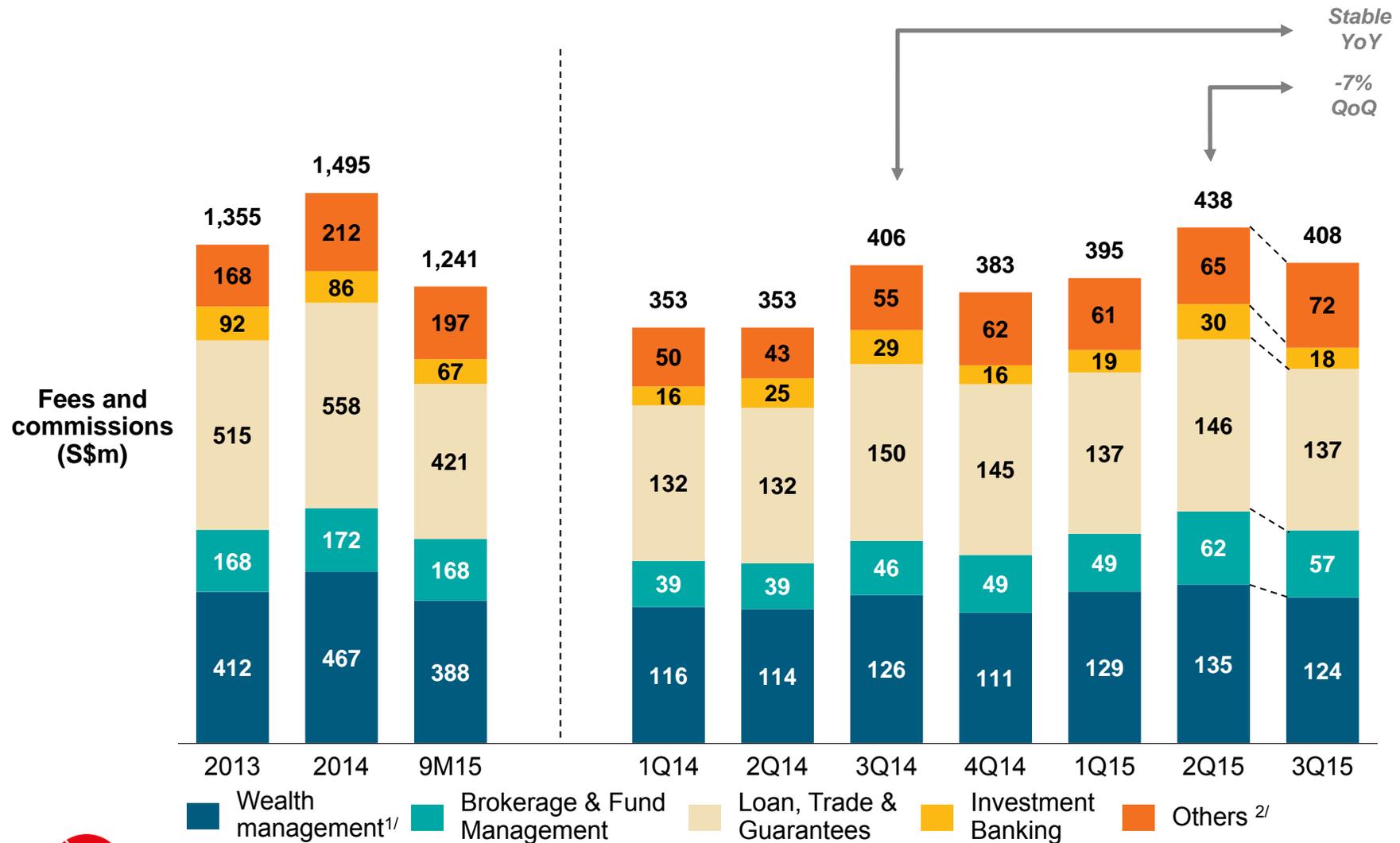


Note: Excludes non-core gains

^{1/} Includes a one-off gain of S\$32m from the partial disposal of GEH's stake in its China joint venture

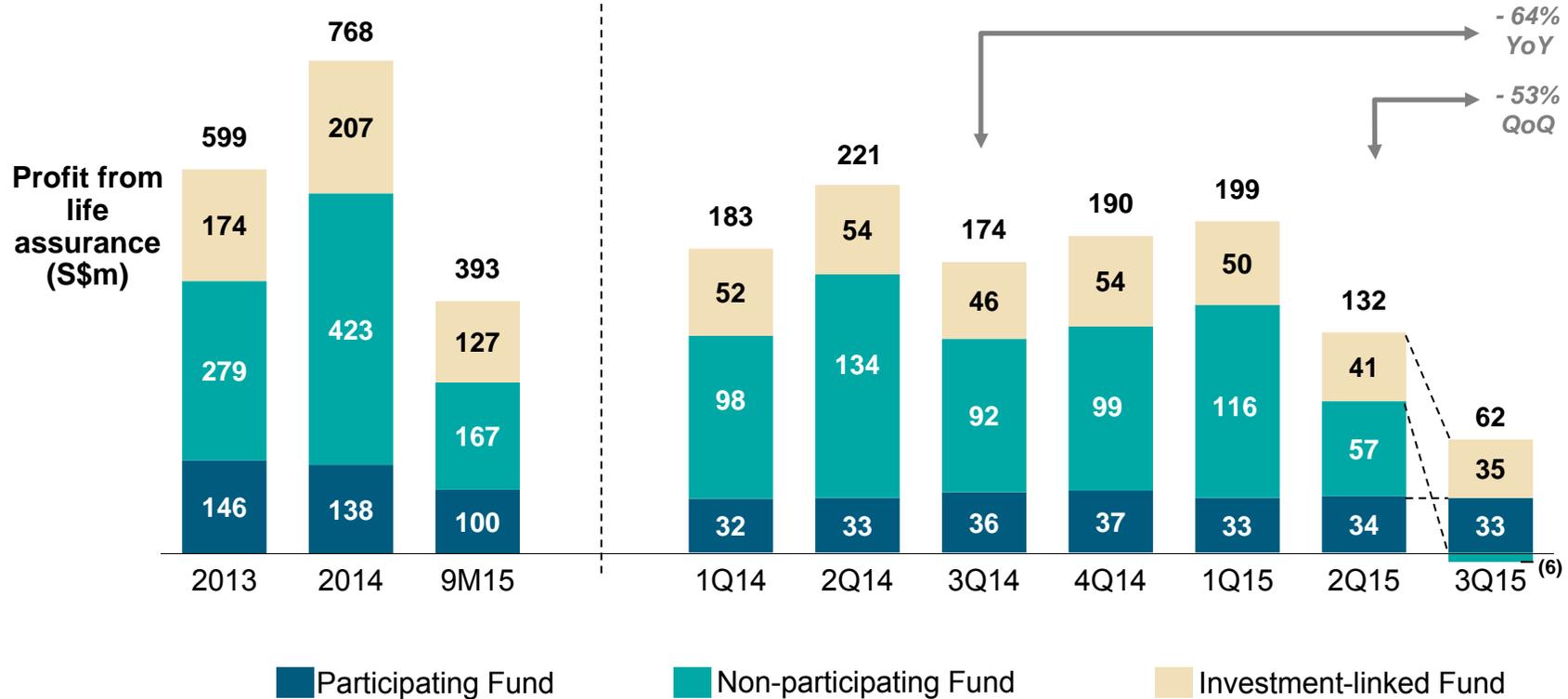
^{2/} Includes a realised gain of S\$136m from sale of an investment in GEH's equity portfolio

Fee income of S\$408m, stable YoY

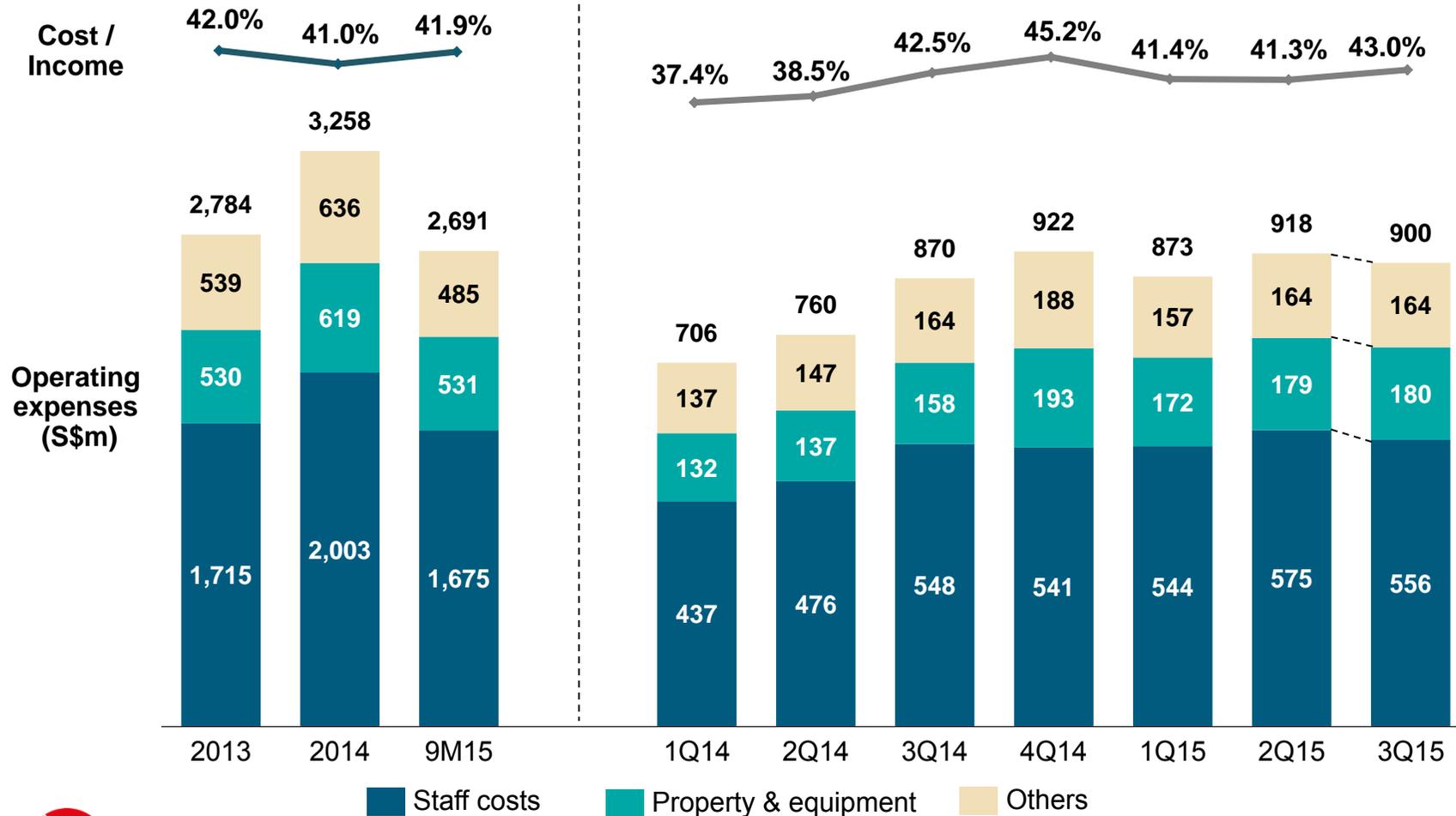


1/ Mainly comprising income from private banking, and sales of unit trusts, bancassurance products, structured deposits and other treasury products to consumer customers
 2/ Others includes credit card fees, service charges and other fee and commission income

Profit from life assurance was 64% lower YoY, attributable to unrealised mark-to-market losses of bond and equity investments

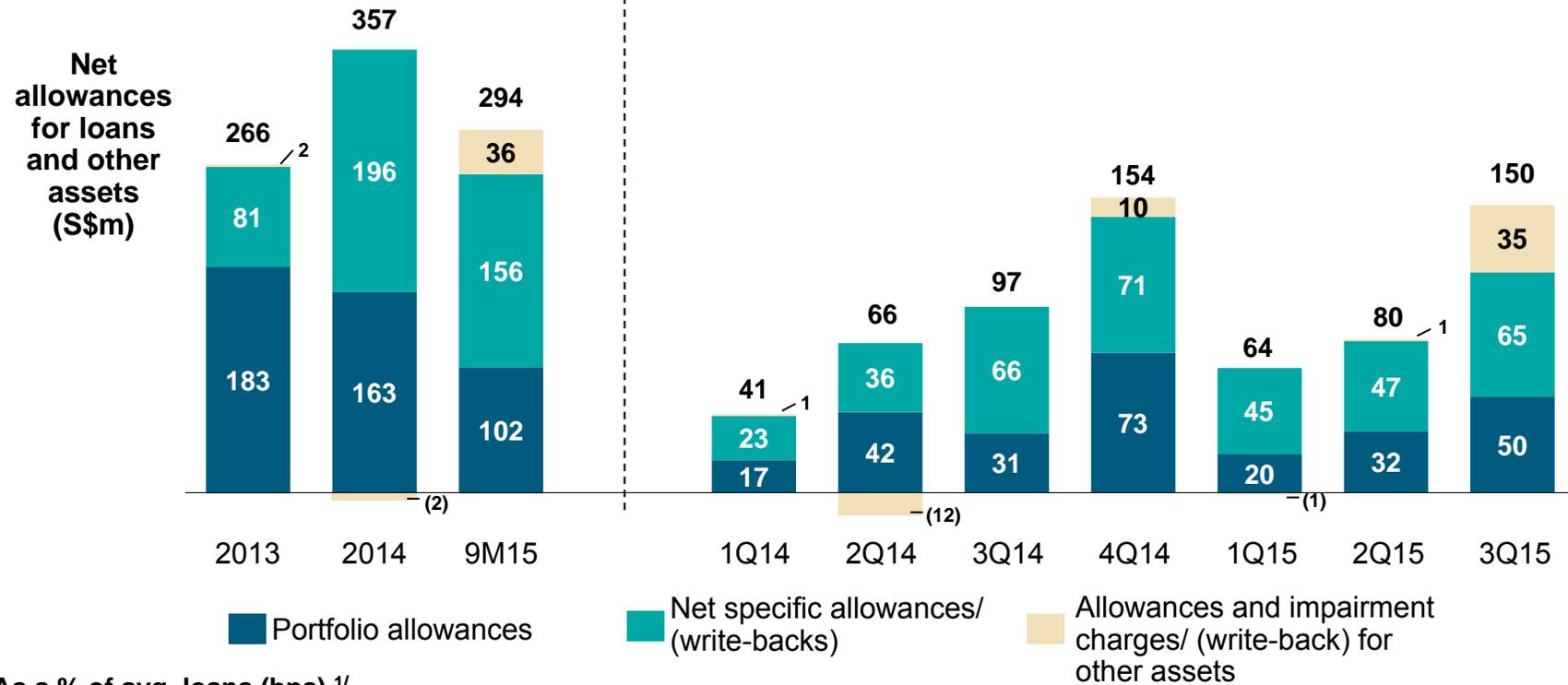


Operating expenses well-controlled, up 3% YoY and 2% lower QoQ



Net allowances for loans and other assets up 56% YoY

– Additional portfolio allowances set side; net specific allowances flat YoY



As a % of avg. loans (bps) ^{1/}

Net specific loan allowances	5	10	10		5	8	13	14	9	9	12
Total loan allowances ^{2/}	17	19	16		10	18	19	28	13	15	21



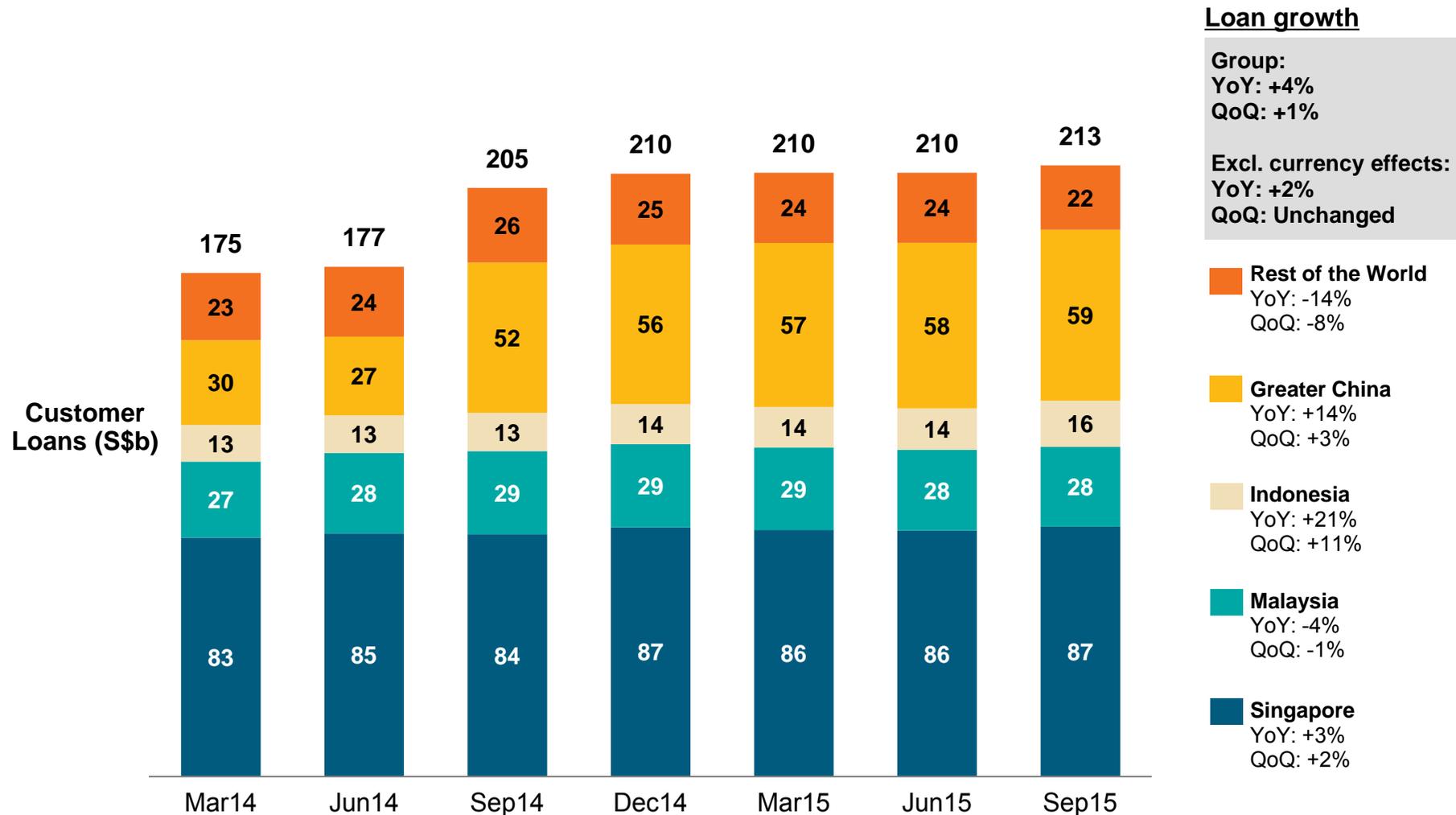
^{1/} Quarterly figures annualised

^{2/} Total loan allowances include net specific allowances and portfolio allowances

Net specific allowances for loans unchanged YoY

	3Q15 S\$m	3Q14 S\$m	2Q15 S\$m	9M15 S\$m	9M14 S\$m
Allowances for new and existing loans	133	100	90	301	225
Write-backs ^{1/}	(50)	(23)	(32)	(105)	(66)
Recoveries ^{2/}	(18)	(11)	(11)	(40)	(34)
Net specific allowances	65	66	47	156	125

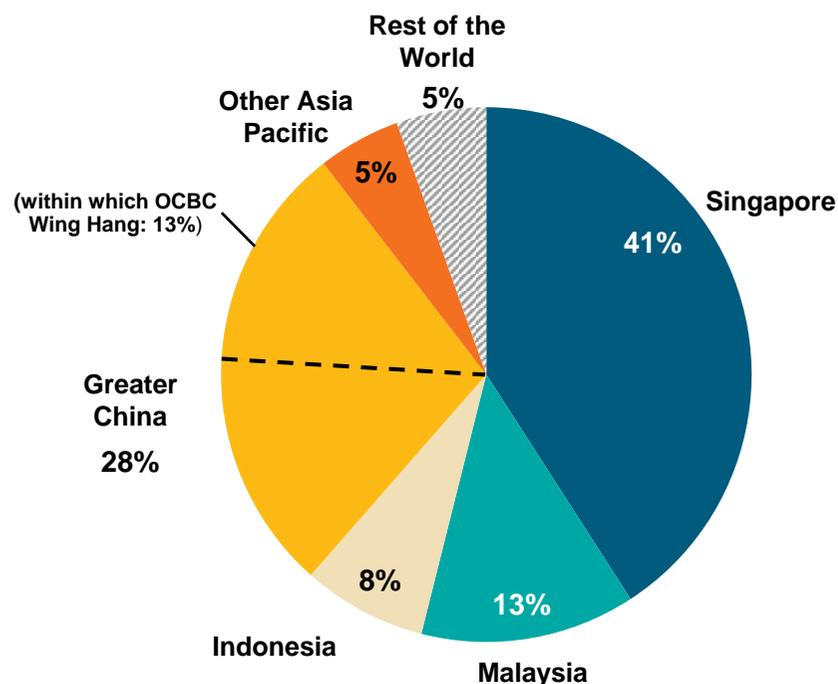
Customer loans grew 4% YoY and 1% QoQ



Note: Customer loans by Geography 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 continue to be well-diversified across geographies and industries

**Customer Loans by Geography
As of 30 September 2015**



Total: S\$213b

**Customer Loans by Industry
As of 30 September 2015**

Industry

- Housing loans
- Professionals & individuals
- General commerce
- FIs, investment & holding cos
- Building & construction
- Manufacturing
- Tpt, storage & comm
- Agri, mining & quarrying
- Others

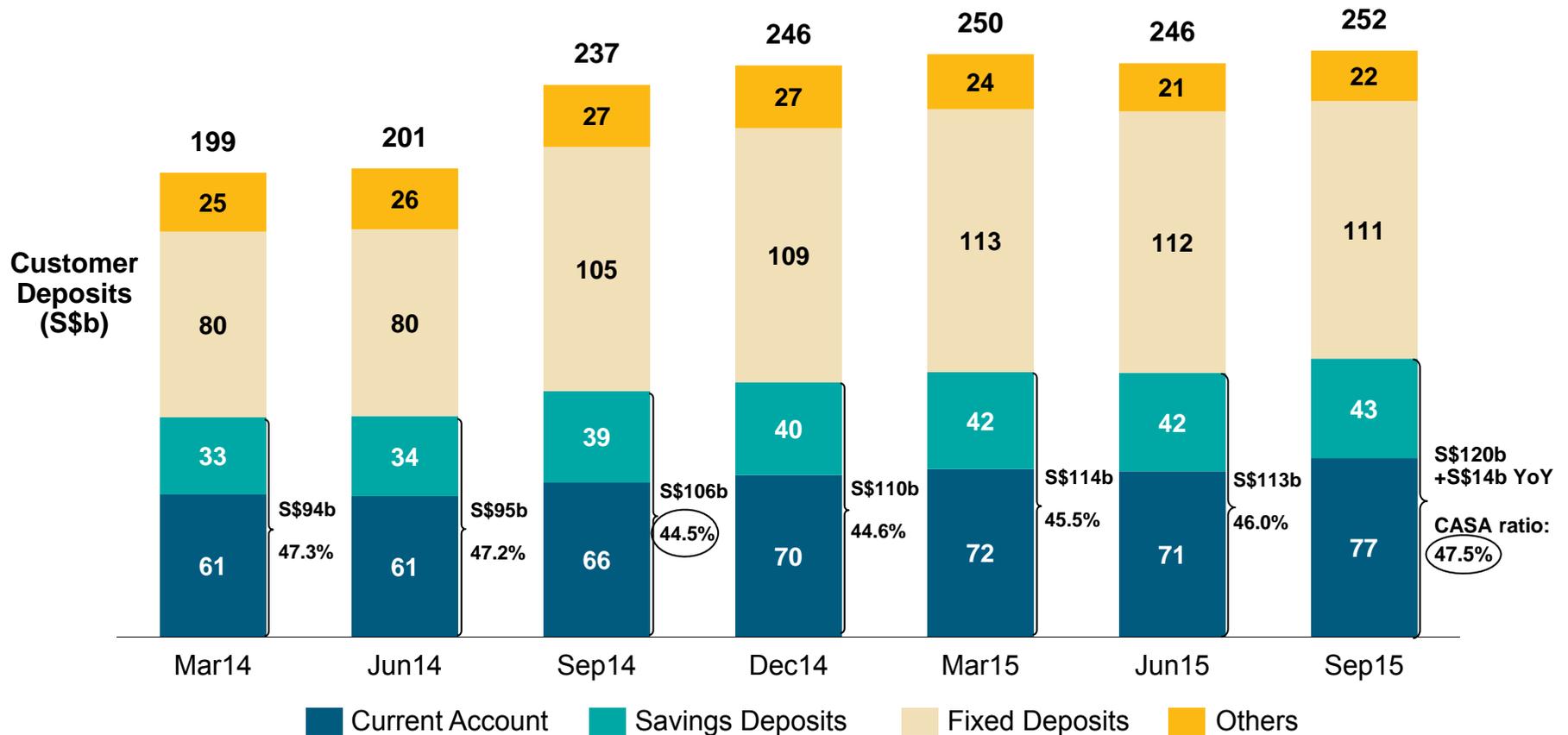
	As of 30 Sep 2015		As of 30 Sep 2014	
	S\$b	%	S\$b	%
Housing loans	56	26	53	26
Professionals & individuals	23	11	22	11
General commerce	28	13	31	15
FIs, investment & holding cos	28	13	26	13
Building & construction	34	16	29	14
Manufacturing	13	6	12	6
Tpt, storage & comm	13	6	12	5
Agri, mining & quarrying	8	4	8	4
Others	11	5	12	6
Total	213	100	205	100



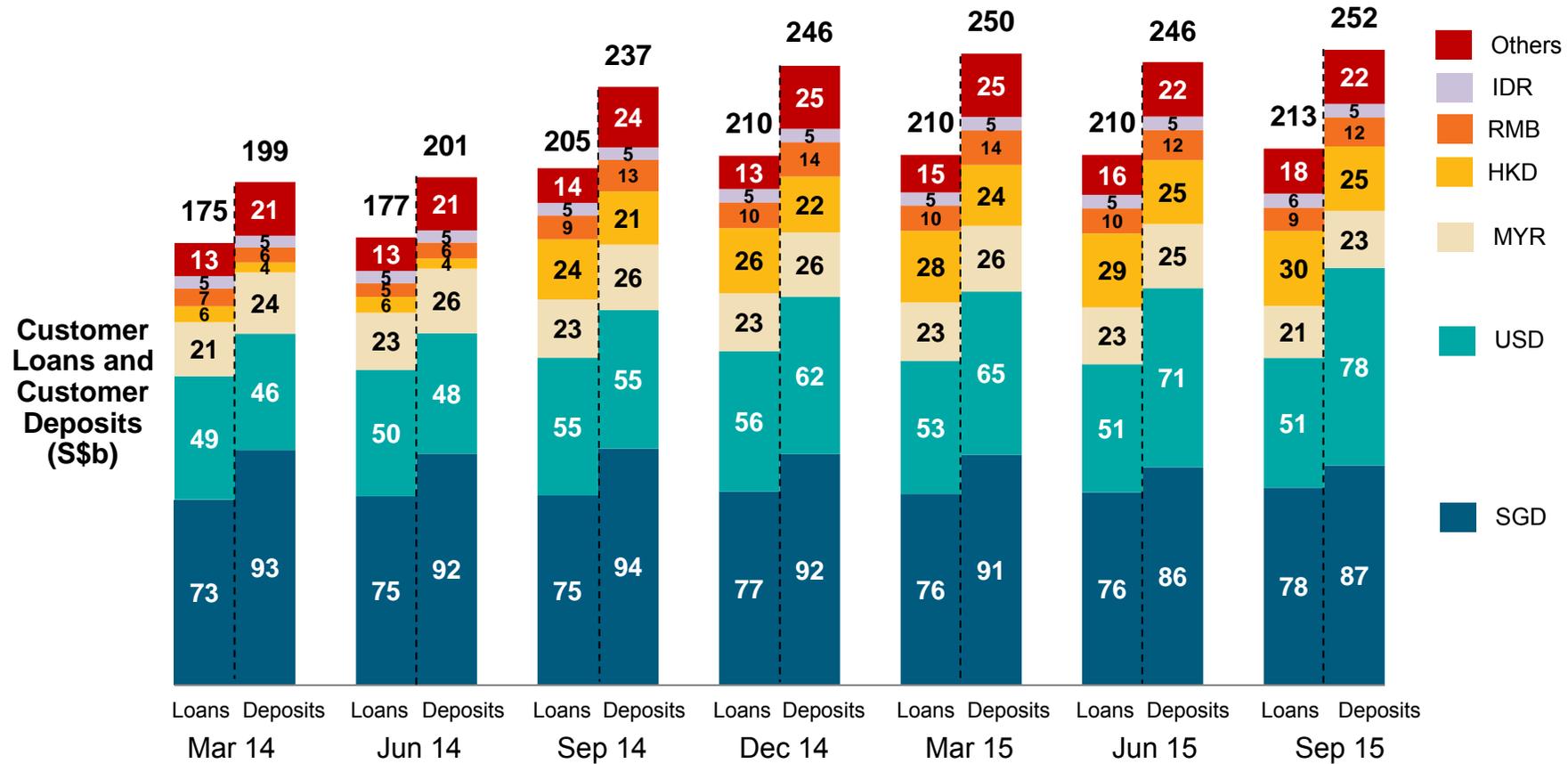
Note: Customer loans by Geography based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans

Customer deposits grew 6% YoY and 2% QoQ

– CASA deposits increased 13% YoY, with the CASA ratio at 47.5%



Group LDR at 83.5%; USD and RMB LDRs further improved QoQ



Group LDRs^{1/}

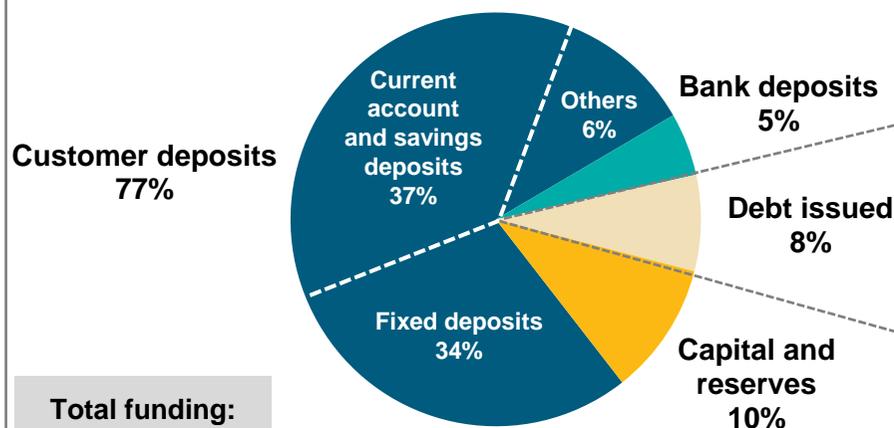
Group	Mar 14	Jun 14	Sep 14	Dec 14	Mar 15	Jun 15	Sep 15
Group	87.0%	87.2%	85.5%	84.5%	83.0%	84.3%	83.5%
SGD	78.8%	81.6%	80.2%	83.7%	83.0%	88.4%	89.9%
USD	106.2%	105.0%	99.5%	89.4%	81.6%	71.6%	65.7%
RMB	117.3%	84.7%	75.4%	74.7%	73.3%	86.8%	80.3%

1/ Group LDRs based on net customer loans / customer deposits; LDRs by currency based on gross customer loans / customer deposits

Funding sources well-balanced

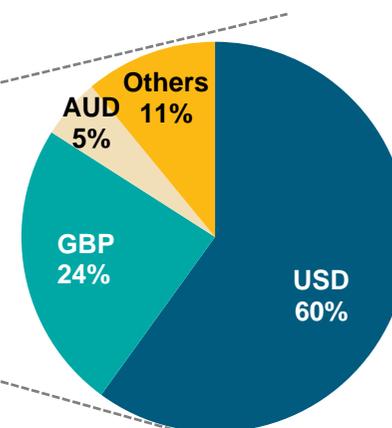
– Customer deposits made up 77% of funding composition

Funding Composition as of 30 Sep 2015



Total funding: S\$326b

Wholesale Funding by Currency as of 30 Sep 2015



By Maturity:

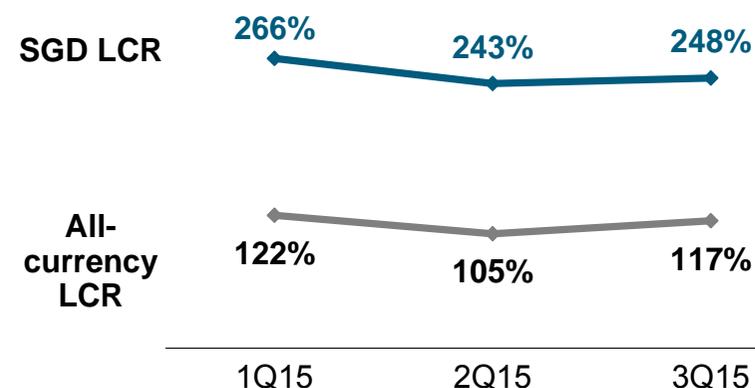
≤ 1 year	57%
> 1 year	43%

Total debt issued: S\$25b

CASA by Currency

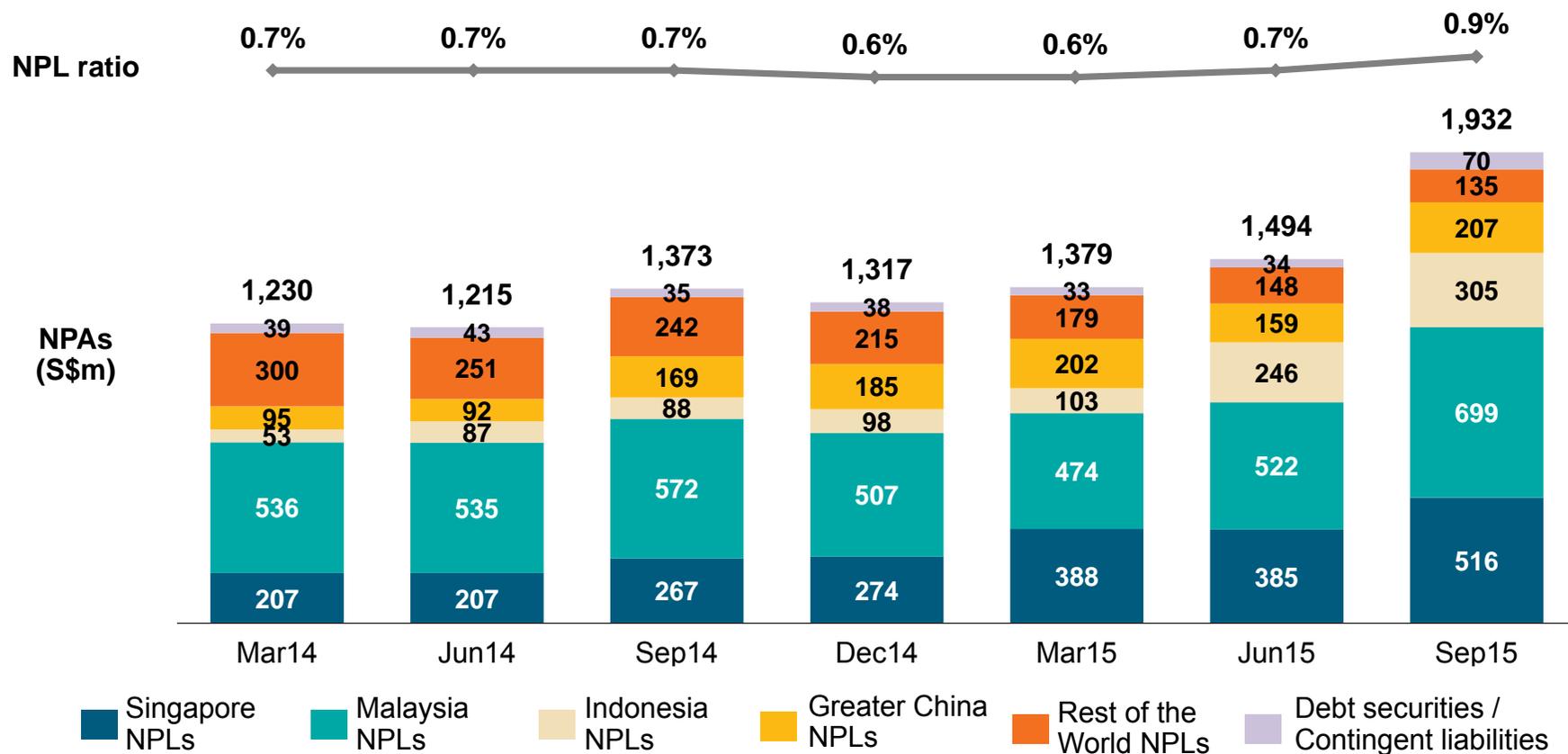
S\$m	Sep 14	Jun 15	Sep 15
Group	105,596	113,402	119,606
SGD	59,828	59,170	60,003
USD	22,492	29,281	33,926
MYR	5,702	5,814	4,957
HKD	7,299	8,468	9,131
IDR	1,641	1,824	1,966

Average Liquidity Coverage Ratio



Note: Both Singapore dollar and all-currency LCR are higher as compared to the respective regulatory ratios of 100% and 60%

Asset quality resilient; coverage ratios at comfortable levels; NPL ratio remained low at 0.9%



Allowance coverage ratios

Total allow./ NPLs	145%	149%	155%	171%	166%	153%	121%
Total allow./ unsecured NPLs	396%	423%	480%	539%	559%	443%	453%

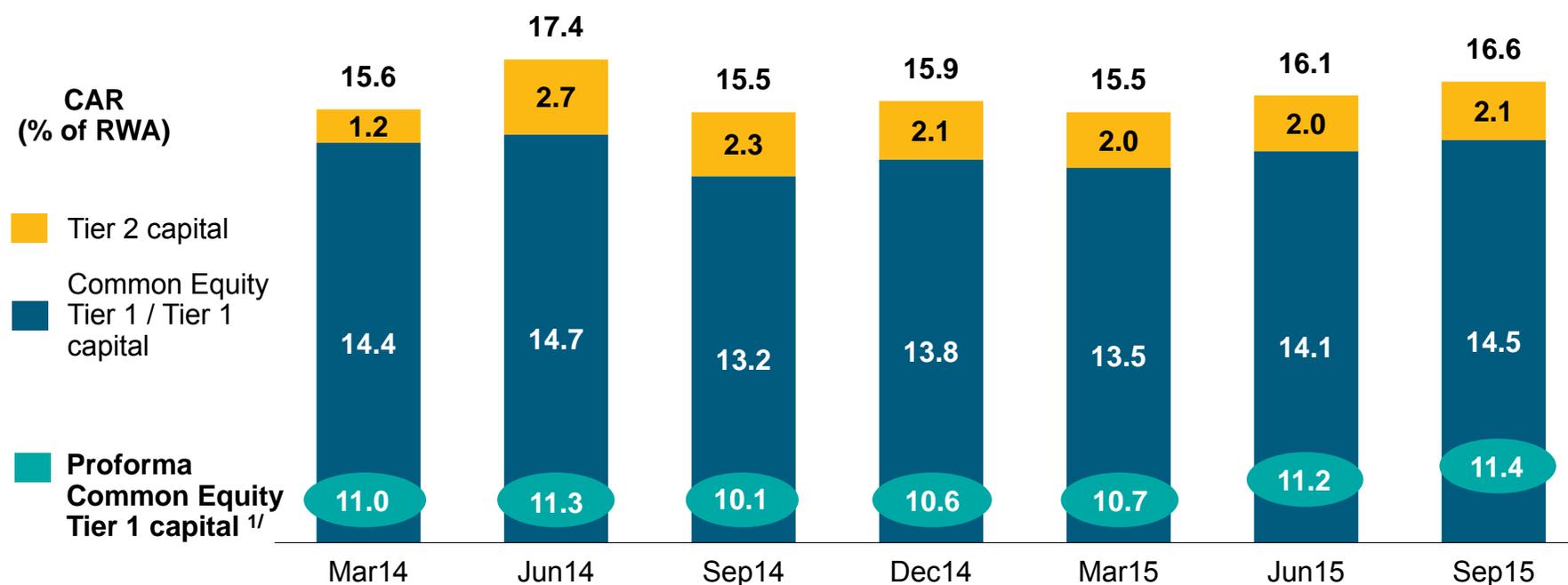
Note: NPLs comprise NPLs and classified debt securities/contingent liabilities

NPAs increased YoY

– Higher new NPAs largely from a few large corporate accounts associated with the oil and gas services industry

	3Q15 S\$m	3Q14 S\$m	2Q15 S\$m	9M15 S\$m	9M14 S\$m
NPAs – Opening balance	1,494	1,215	1,379	1,317	1,304
New NPAs	720	349	484	1,509	763
New recoveries/upgrades	(227)	(153)	(310)	(741)	(566)
Write-offs	(55)	(38)	(59)	(153)	(128)
NPAs – Closing balance	1,932	1,373	1,494	1,932	1,373

Capital position remained strong and well above regulatory requirements



CET1 capital (S\$m)	22,765	23,541	24,766	25,979	26,656	27,181	28,044
Tier 1 capital (S\$m)	22,765	23,541	24,766	25,979	26,656	27,181	28,044
RWA (S\$m)	157,078	159,184	187,050	188,108	196,769	191,575	192,369
Leverage ratio ^{2/} (%)					7.2	7.4	7.6



Note: Capital ratios are computed based on Basel III transitional arrangements

1/ Based on Basel III rules which will be effective from 1 January 2018

2/ Leverage ratio is calculated based on the revised MAS Notice 637 which took effect from 1 January 2015. Leverage ratio of 7.6% as at 30 Sep 2015 was well above the 3% minimum requirement as guided by the Basel Committee



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GEH: 3Q15 earnings contribution of S\$48m

GEH	3Q15 S\$m	3Q14 S\$m	YoY +/(-)%	2Q15 S\$m	QoQ +/(-)%
Profit from insurance business	71	183	(61)	141	(50)
- Operating profit ^{1/}	130	149	(13)	132	(2)
- Non-operating profit/(loss) ^{2/}	(79)	14	(657)	(9)	(793)
- Others	20	20	2	18	15
Profit from Shareholders' Fund	42	39	6	174 ^{3/}	(76)
Profit from operations	113	223	(49)	315	(64)
Allowances	(14)	(0)	nm	(0)	nm
Associates & JVs	(5)	0	nm	(2)	233
Tax & non-controlling interests	(25)	(28)	(9)	(35)	(28)
Net profit	68	195	(65)	278	(75)
Group adjustments ^{4/}	(20)	(37)	(44)	(48)	(57)
Net profit contribution to Group	48	158	(70)	230	(79)

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/ Includes post-tax gain of S\$113m from the sale of an equity investment in the Shareholders' Fund. OCBC Group's share of net profit after tax and non-controlling interest amounted to S\$105m

4/ Primarily from adjustments made to amortisation for intangibles and non-controlling interest

GEH: 9M15 earnings contribution of S\$459m

GEH	9M15 S\$m	9M14 S\$m	YoY +/(-)%
Profit from insurance business	419	607	(31)
- Operating profit ^{1/}	412	435	(5)
- Non-operating profit/(loss) ^{2/}	(46)	120	(139)
- Others	53	52	3
Profit from Shareholders' Fund	255 ^{3/}	144	78
Profit from operations	675	751	(10)
Allowances	(15)	(0)	nm
Associates & JVs	(6)	(1)	703
Tax & non-controlling interests	(87)	(79)	10
Net profit	567	671	(16)
Group adjustments ^{4/}	(108)	(121)	(11)
Net profit contribution to Group	459	550	(17)

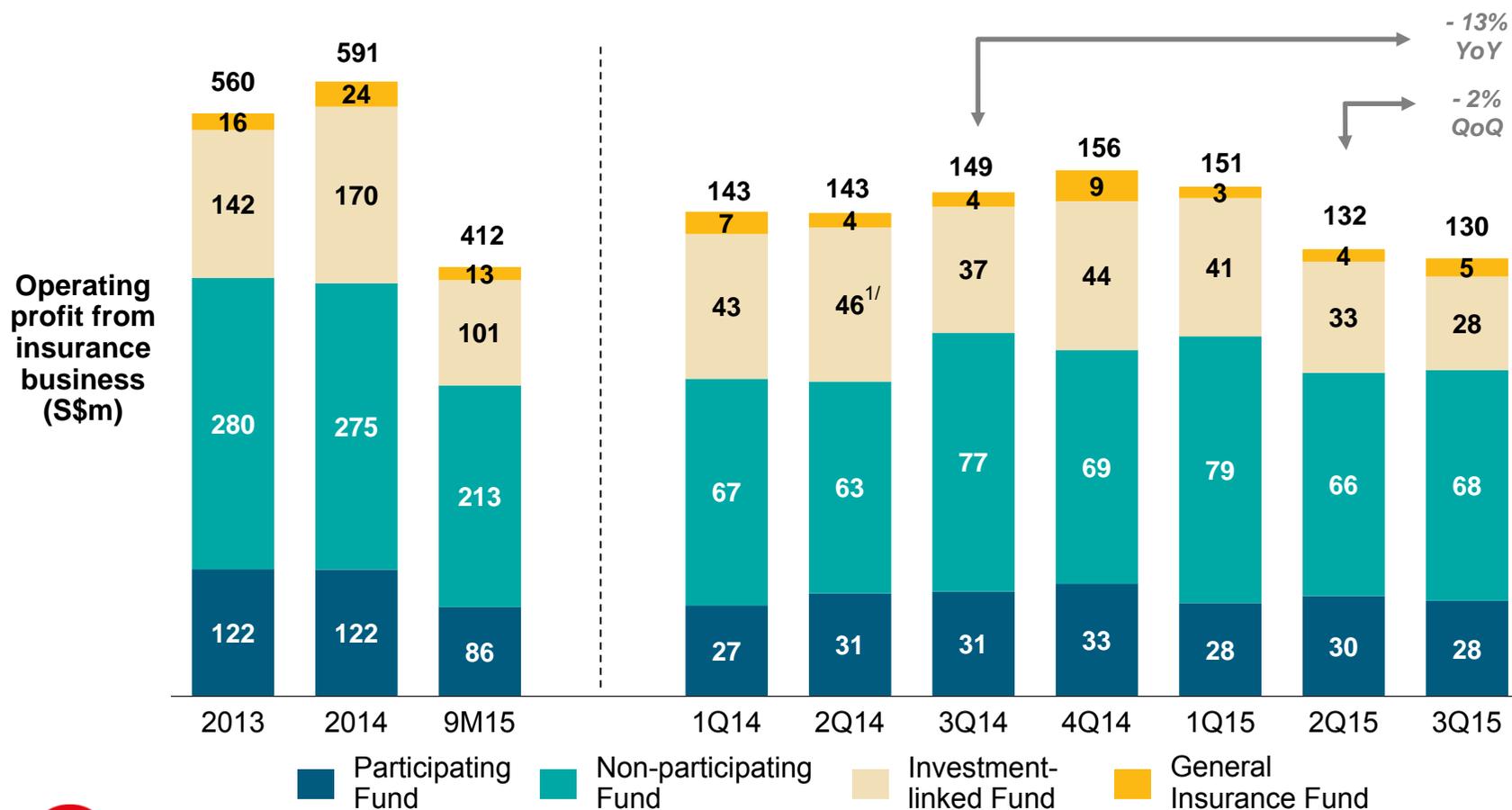
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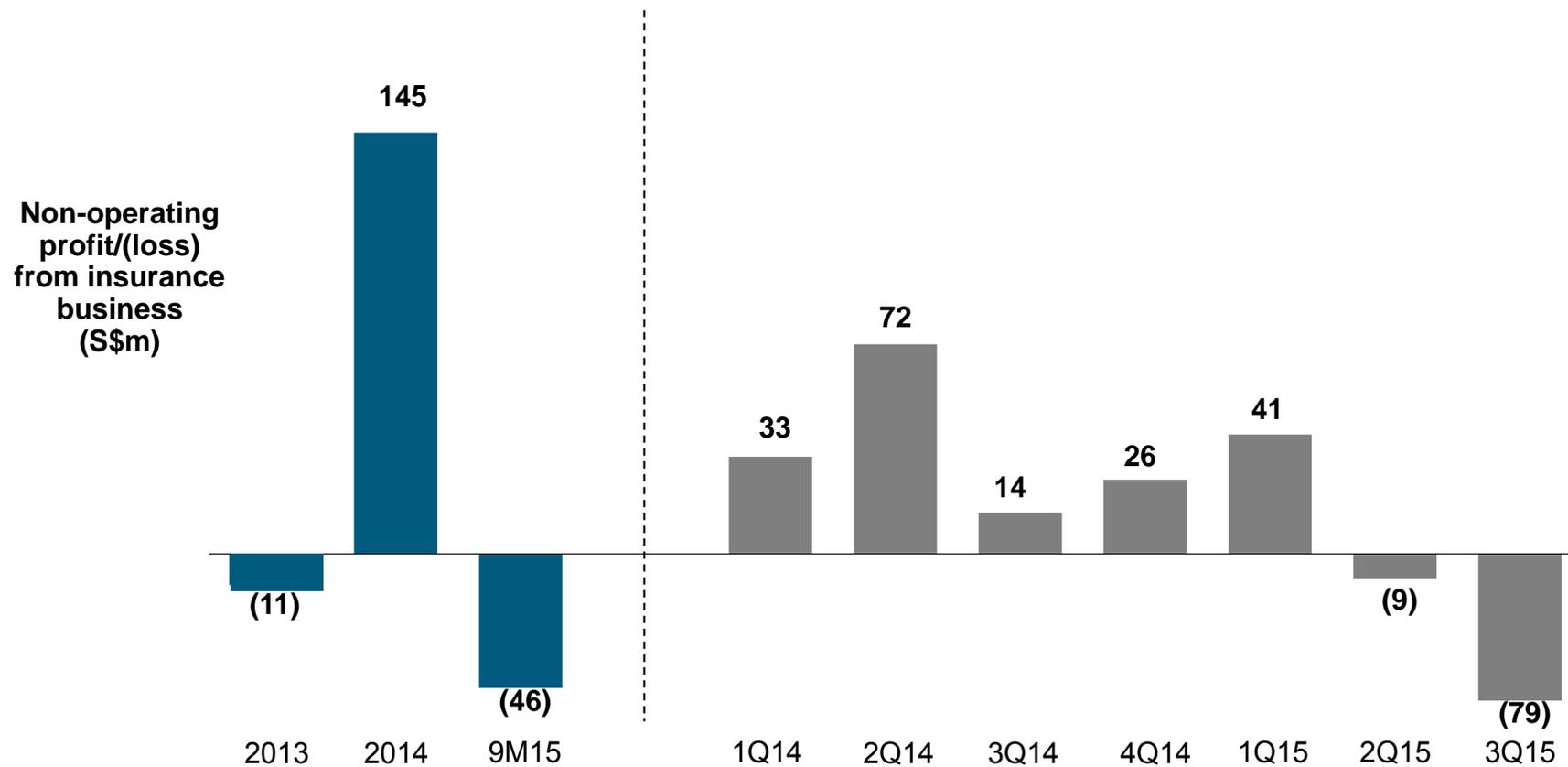
GEH: Operating profit 13% lower YoY, largely arising from weaker MYR against SGD and higher claims



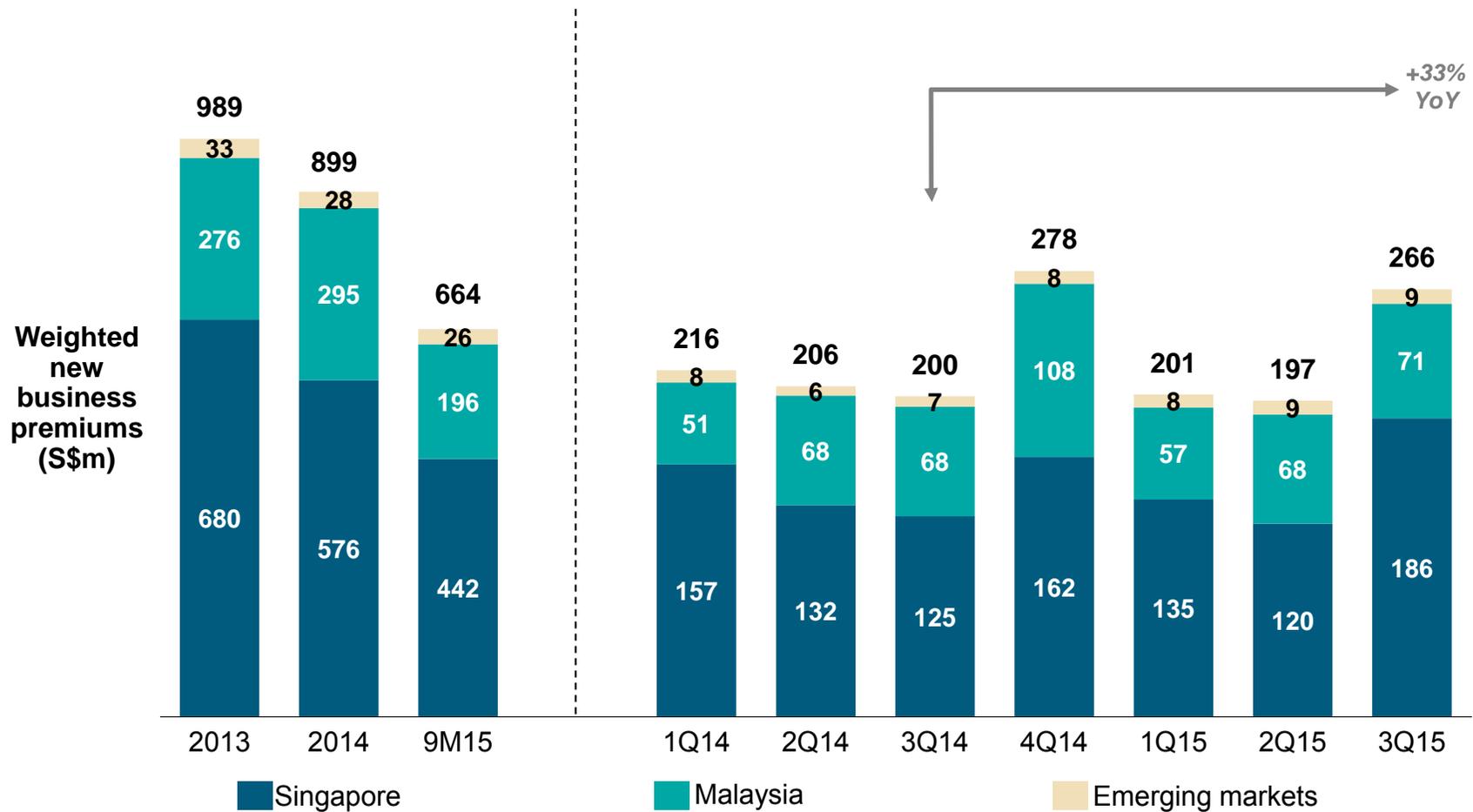
Note: Operating Profit (net of tax) is defined as premiums less claims, surrenders, commissions, expenses and changes in reserves, plus investment income (dividends, coupons, etc)

1/ 2Q14 operating profit included a release of tax provisions from GEH's Singapore Investment-linked Fund

■ GEH: Non-operating loss in 3Q15 primarily from unrealised mark-to-market losses from widening credit spreads and lower equity prices

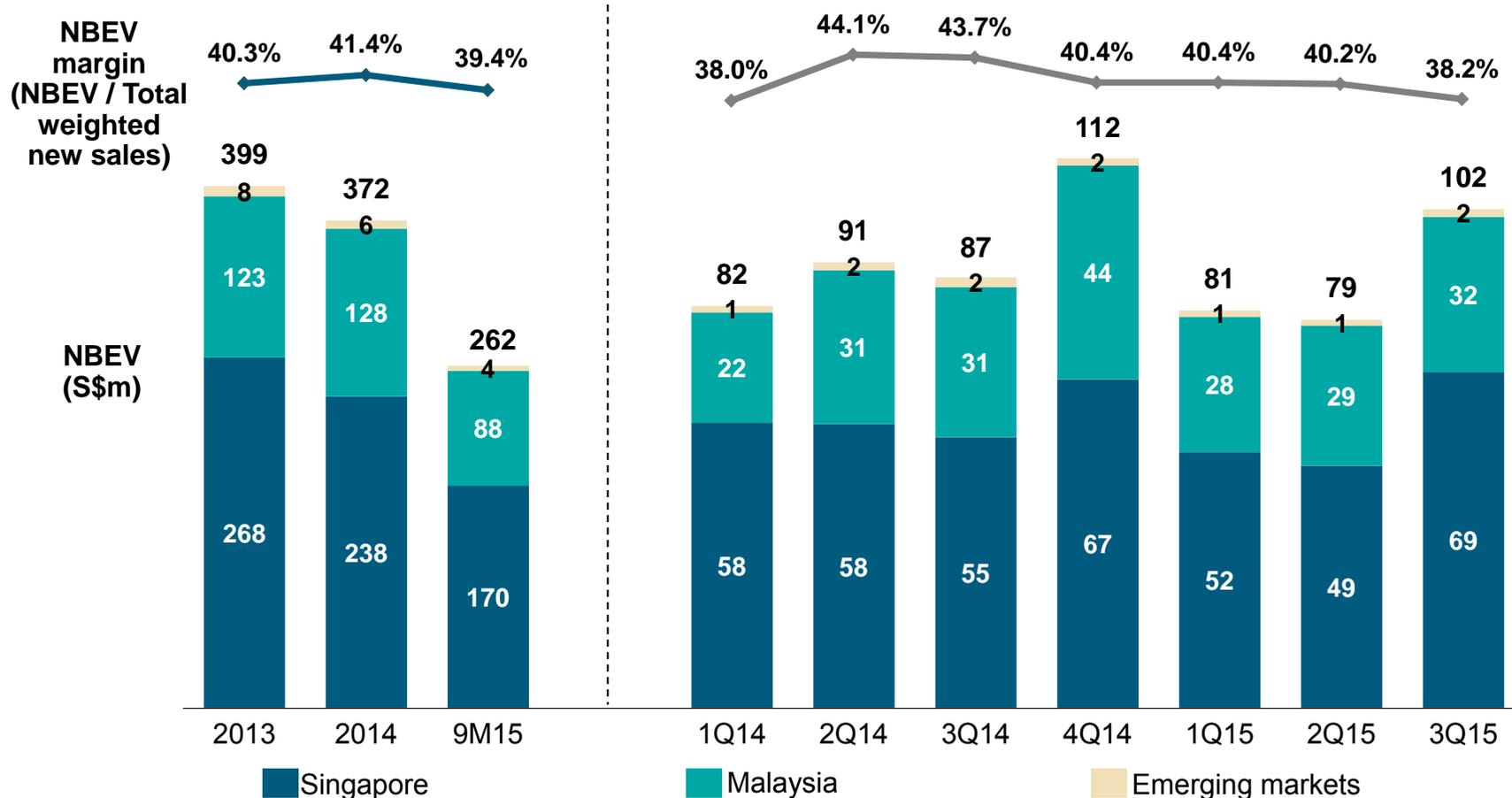


GEH: Total weighted new sales grew 33% YoY, mainly driven by strong sales in Singapore



Note: For comparative reasons, total weighted new sales figures for periods prior to 3Q15 have been restated using exchange rates as at 30 Sep 2015. Following completion of the sale of 25% stake in GEH's joint venture in China, sales of emerging markets from 1Q14 reflects reduced stake of 25%.

GEH: *New business embedded value* up 16% YoY in line with higher sales; 3Q15 margin lower YoY from shifts in product and channel mix in Singapore



Note: For comparative reasons, NBEV figures for periods prior to 3Q15 have been restated using exchange rates as at 30 Sep 2015. NBEV figures prior to 4Q14 have been restated to take into account revised actuarial assumptions implemented in 4Q14. Following completion of the sale of 25% stake in GEH's joint venture in China, NBEV of emerging markets from 1Q14 reflects reduced stake of 25%.

OCBC Wing Hang: 3Q15 earnings significantly higher since acquisition a year ago

OCBC Wing Hang	9M15 HK\$m	3Q15 HK\$m	3Q14^{2/} HK\$m	YoY +/(-)%	2Q15 HK\$m	QoQ +/(-)%
Net interest income	2,839	978	756	29	951	3
Non-interest income	789	222	210	6	288	(23)
Total income	3,628	1,200	966	24	1,239	(3)
Operating expenses	(1,757)	(592)	(492)	20	(595)	(0)
Operating profit	1,872	607	474	28	644	(6)
Allowances	(89)	(11)	(150)	(93)	(34)	(67)
Associates & JVs	60	19	9	111	29	(33)
Tax	(299)	(103)	(51)	101	(99)	4
Net profit (HK\$m)	1,543	513	282	82	540	(5)
Net profit contribution to Group (S\$m) ^{1/}	232	72	38	92	82	(12)
Key ratios (%)						
Cost / Income	48.4	49.3	50.9		48.0	
ROE	8.5	8.2	6.3		8.9	

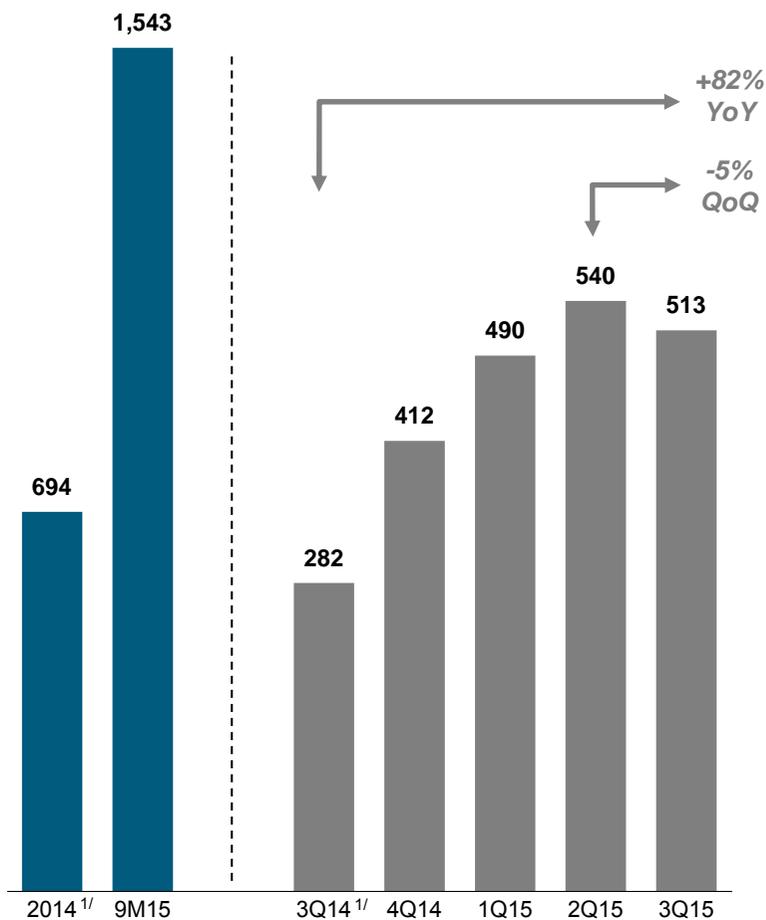


1/ Net profit contribution to Group after Group adjustments, which are primarily amortisation for intangibles, allowances and depreciation on property and equipment

2/ OCBC Wing Hang was progressively consolidated into the Group from 15 July 2014 and the Group assumed full ownership in October 2014

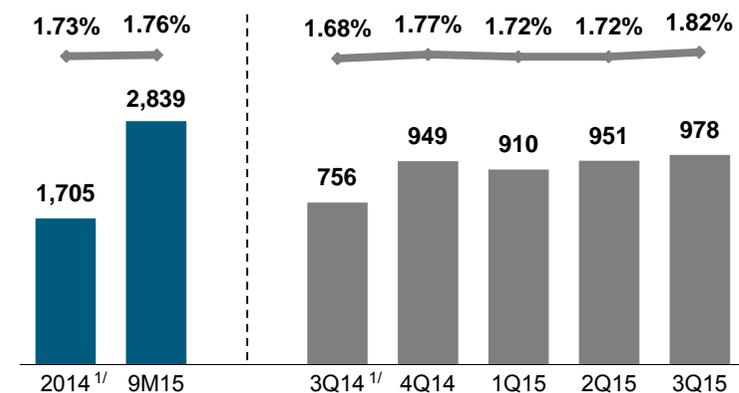
OCBC Wing Hang: Net interest income grew 29% YoY, non-interest income up 6% YoY

Net profit (HK\$m)



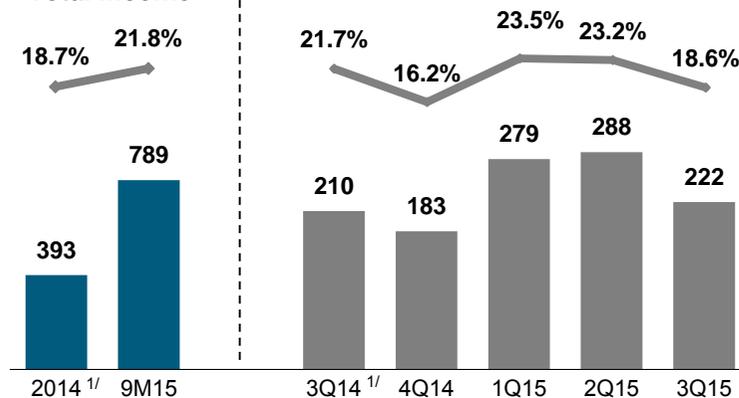
Net interest income (HK\$m)

Net interest margin



Non-interest income (HK\$m)

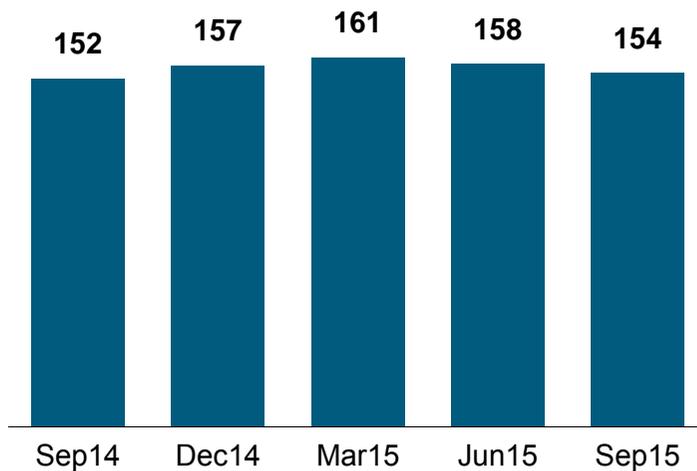
Non-int. income/ Total income



OCBC Wing Hang: Loans up 2% YoY; deposits declined YoY but CASA ratio improved to 30.4%; NPL ratio remained low at 0.6%

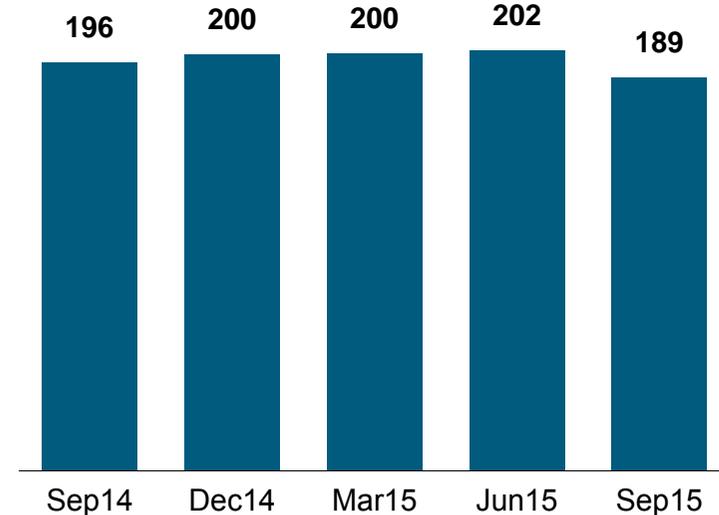
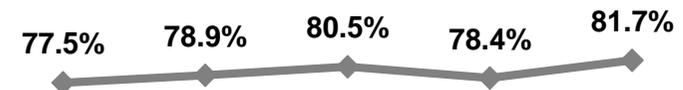
Gross Loans (HK\$b)

NPL Ratio



Deposits (HK\$b)

Loans / Deposits ^{1/}

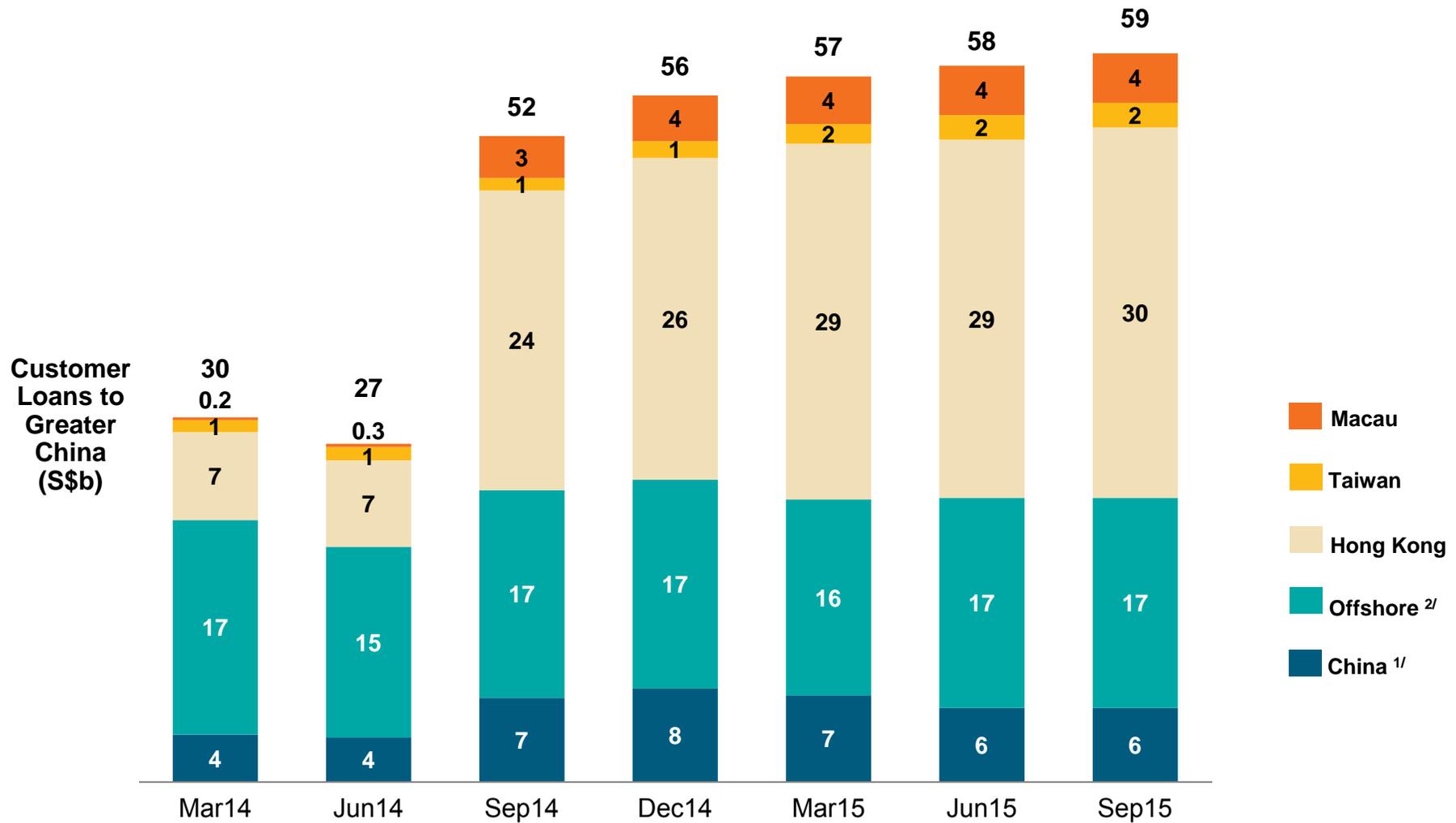


CASA Ratio



^{1/} LDR calculation based on gross customer loans / customer deposits

Greater China customer loans increased 14% YoY

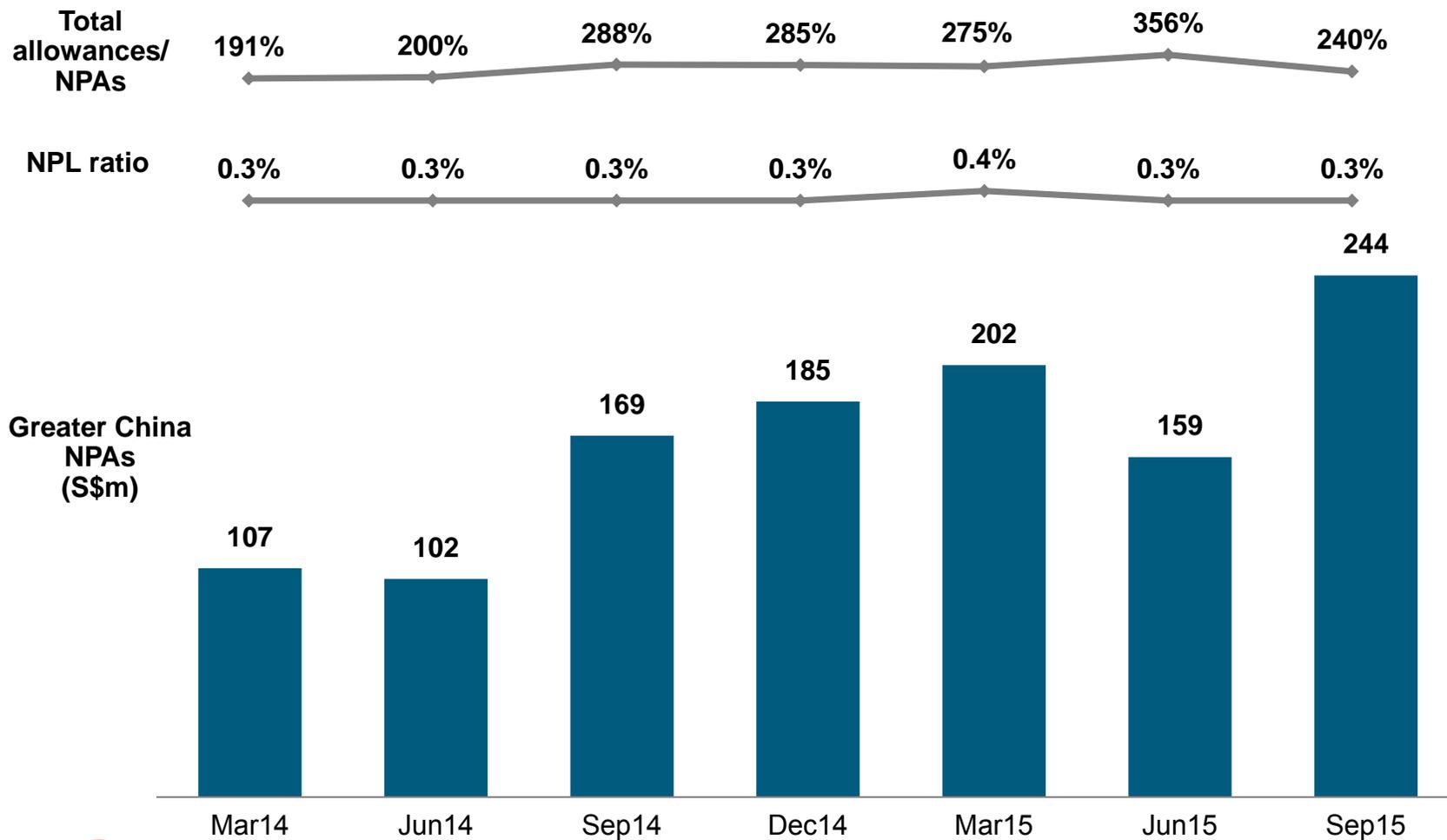


Note: Customer loans to Greater China is based on where the credit risks reside, which may be different from the borrower's country of residence or the booking location of the loans

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 of Greater China book remained sound; NPL ratio relatively flat at 0.3%



OCBC Malaysia: 3Q15 net profit grew 4% YoY

OCBC Malaysia	3Q15	3Q14	YoY	2Q15	QoQ
	RM m	RM m	+/(-)%	RM m	+/(-)%
Net interest income	353	350	1	348	2
Islamic Financing Income	131	125	5	123	7
Non-interest income	143	113	28	143	-
Total income	627	588	7	614	2
Operating expenses	(259)	(248)	5	(252)	3
Operating profit	368	340	8	362	2
Allowances	(79)	(65)	22	(80)	(2)
Tax	(72)	(67)	8	(71)	3
Net profit (RM m)	217	208	4	211	3
Net profit contribution to Group (S\$m)^{1/}	73	88	(17)	76	(4)
Key ratios (%)					
Cost / Income	41.3	42.2		41.0	
ROE	14.3	14.4		14.2	
CAR					
- Common Equity Tier 1	11.2	12.3		12.3	
- Tier 1	13.0	13.8		13.6	
- Total CAR	15.2	16.4		15.9	



Note: Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia

1/ Net profit contribution to Group after Group adjustments

OCBC Malaysia: 9M15 net profit 3% higher YoY

OCBC Malaysia	9M15 RM m	9M14 RM m	YoY +/(-)%
Net interest income	1,029	1,013	2
Islamic Financing Income	384	341	13
Non-interest income	422	354	19
Total income	1,835	1,708	7
Operating expenses	(754)	(696)	8
Operating profit	1,081	1,012	7
Allowances	(203)	(167)	22
Tax	(217)	(203)	7
Net profit (RM m)	661	642	3
Net profit contribution to Group (S\$m)^{1/}	233	259	(10)
Key ratios (%)			
Cost / Income	41.1	40.8	
ROE	14.6	15.2	
CAR			
- Common Equity Tier 1	11.2	12.3	
- Tier 1	13.0	13.8	
- Total CAR	15.2	16.4	



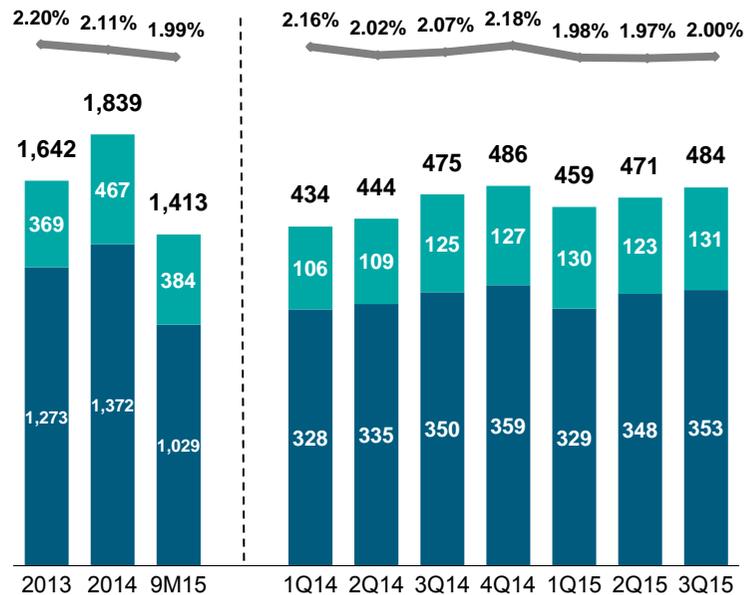
Note: Capital ratios for OCBC Malaysia Group are computed in accordance with the Capital Adequacy Framework issued by Bank Negara Malaysia

^{1/} Net profit contribution to Group after Group adjustments

OCBC Malaysia: Total net interest income and Islamic financing income increased 2% YoY, non-interest income rose 28% YoY

Net interest income and Islamic financing income (RM m)

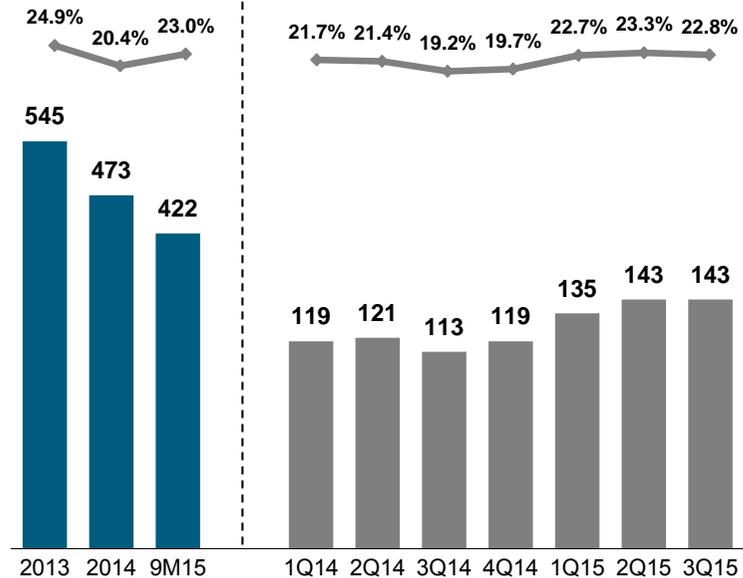
Net Interest/financing margin



■ Net interest income ■ Islamic financing income

Non-interest income (RM m)

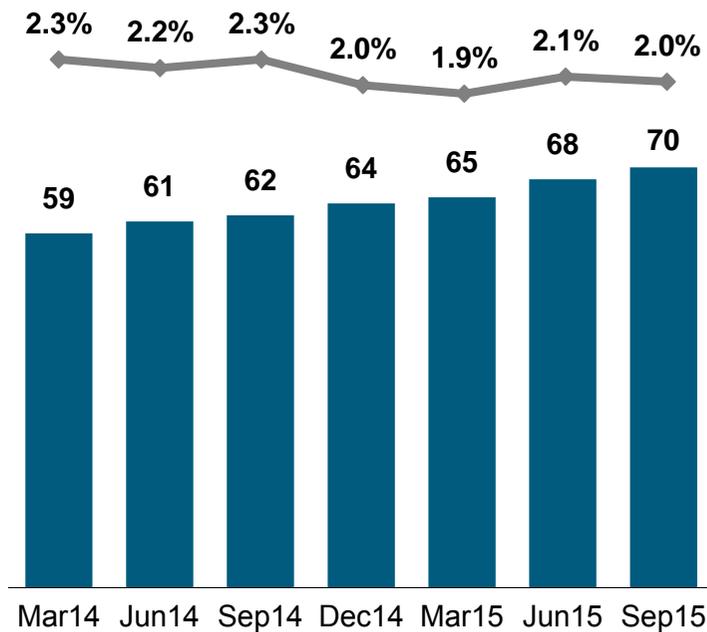
Non-int. income/Total income



OCBC Malaysia: Loans grew 13% YoY and deposits climbed 5% YoY; NPL ratio improved to 2.0%

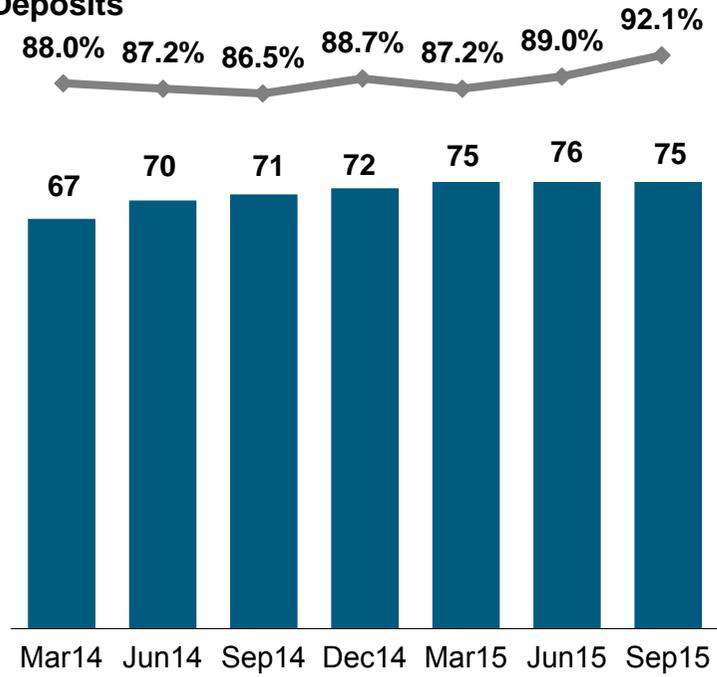
Gross Loans (RM b)

NPL Ratio



Deposits (RM b)

Loans / Deposits



CASA Ratio



Note: Based on Bank Negara Malaysia's guidelines and Malaysia accounting standards

OCBC NISP: 3Q15 net profit up 5% YoY

OCBC NISP	3Q15 Rp b	3Q14 Rp b	YoY +/(-)%	2Q15 Rp b	QoQ +/(-)%
Net interest income	1,167	967	21	968	21
Non-interest income	95	95	-	242	(61)
Total income	1,262	1,062	19	1,210	4
Operating expenses	(705)	(624)	13	(686)	3
Operating profit	557	438	27	524	7
Allowances	(124)	(24)	432	(40)	214
Non Op Income / (Expenses)	0	0	nm	0	nm
Tax	(108)	(104)	5	(121)	(10)
Net profit (RP b)	325	310	5	363	(11)
Net profit contribution to Group (S\$m)^{1/}	27	27	(3)	31	(15)
Key ratios (%)					
Cost / Income	55.8	58.9		56.8	
ROE	8.2	9.0		9.4	
CAR					
- Tier 1	16.0	17.4		17.3	
- Total CAR	17.3	19.0		18.7	



Note: Capital ratios are computed based on the standardised approach under the Basel II framework

^{1/} Net profit contribution to Group after Group adjustments

OCBC NISP: 9M15 net profit rose 12% YoY

OCBC NISP	9M15 Rp b	9M14 Rp b	YoY +/(-)%
Net interest income	3,116	2,772	12
Non-interest income	538	517	4
Total income	3,654	3,289	11
Operating expenses	(2,040)	(1,880)	8
Operating profit	1,614	1,409	15
Allowances	(201)	(152)	32
Non Op Income / (Expenses)	0	0	nm
Tax	(353)	(315)	12
Net profit (RP b)	1,060	942	12
Net profit contribution to Group (S\$m)^{1/}	91	85	7
Key ratios (%)			
Cost / Income	55.8	57.2	
ROE	9.1	9.2	
CAR			
- Tier 1	16.0	17.4	
- Total CAR	17.3	19.0	



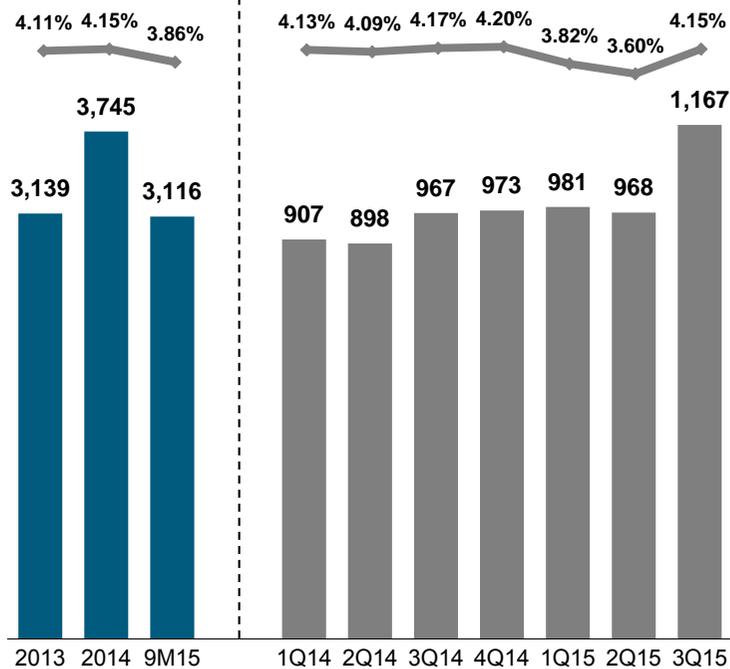
Note: Capital ratios are computed based on the standardised approach under the Basel II framework

^{1/} Net profit contribution to Group after Group adjustments

OCBC NISP: Net interest income surged 21% YoY; NIM improved to 4.15%

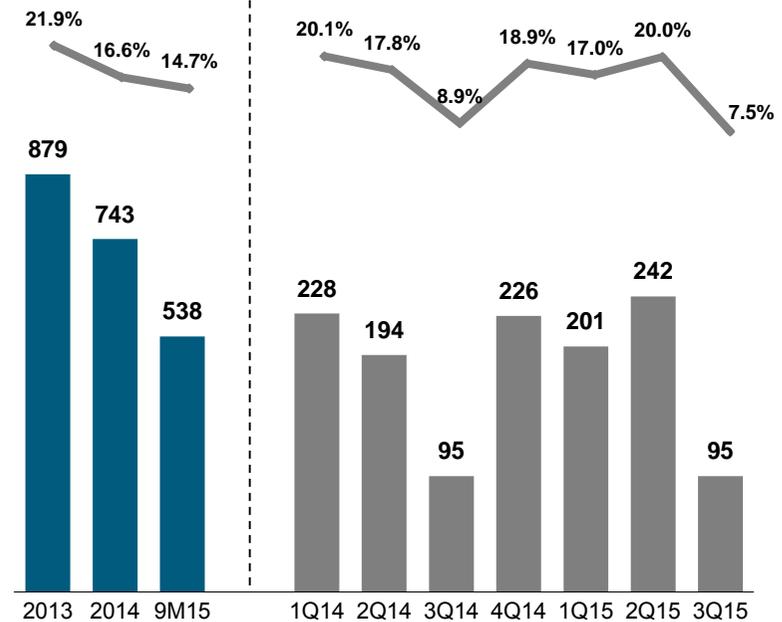
Net interest income (Rp b)

Net interest margin



Non-interest income (Rp b)

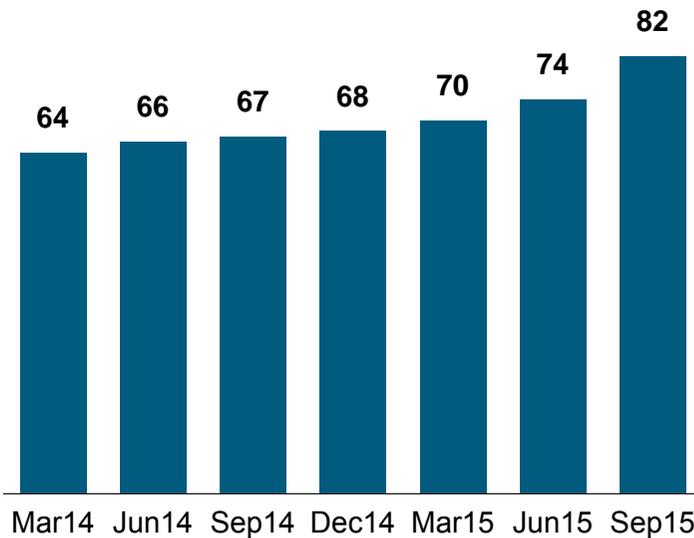
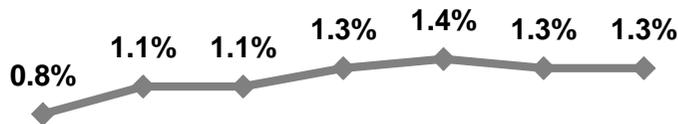
Non-int. income/ Total income



OCBC NISP: Loans increased 23% YoY while deposits were 15% higher YoY; CASA ratio rose to 39.3%

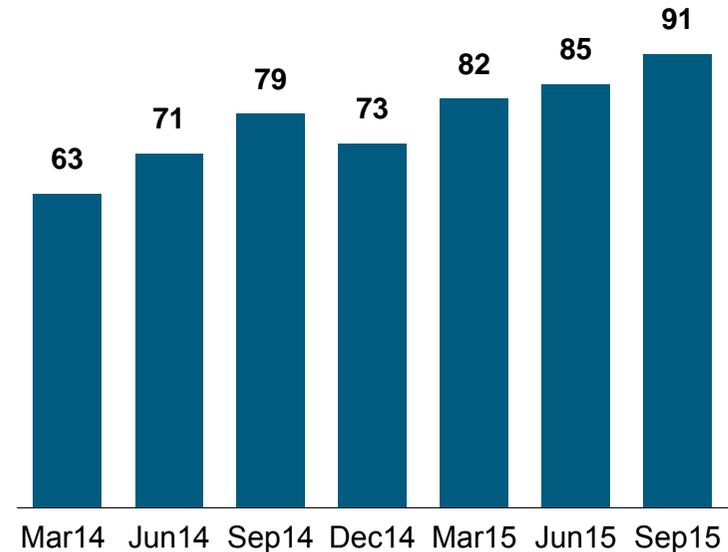
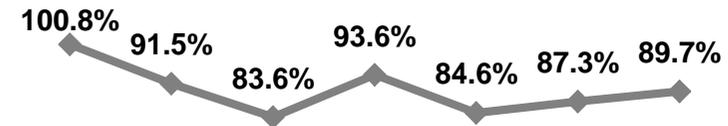
Gross Loans (Rp t)

NPL Ratio



Deposits (Rp t)

Loans / Deposits



CASA Ratio



Note: NPL ratio and LDR calculation based on Bank Indonesia's guidelines



Agenda

Results Overview

3Q15 Group Performance Trends

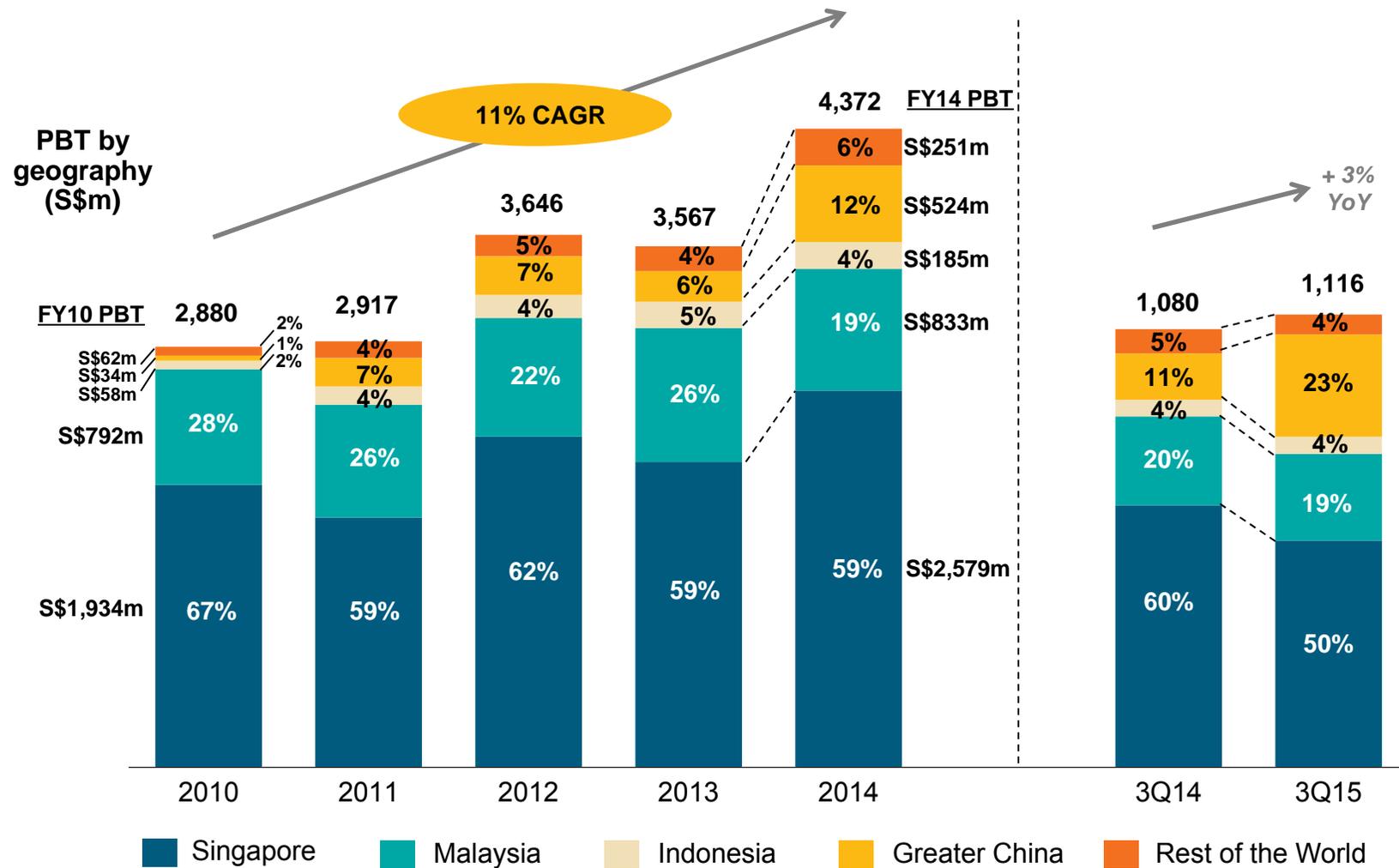
Performance of Major Subsidiaries

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

Summary

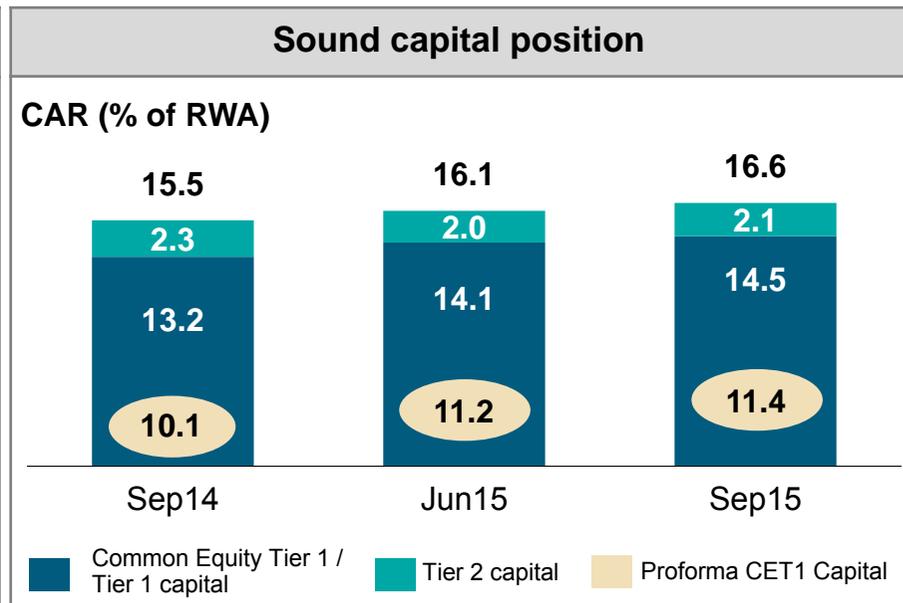
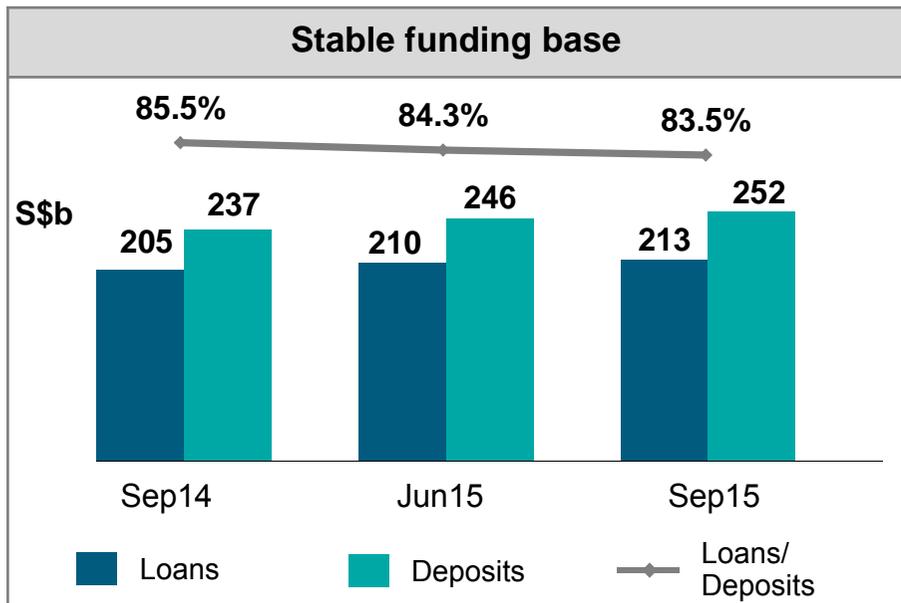
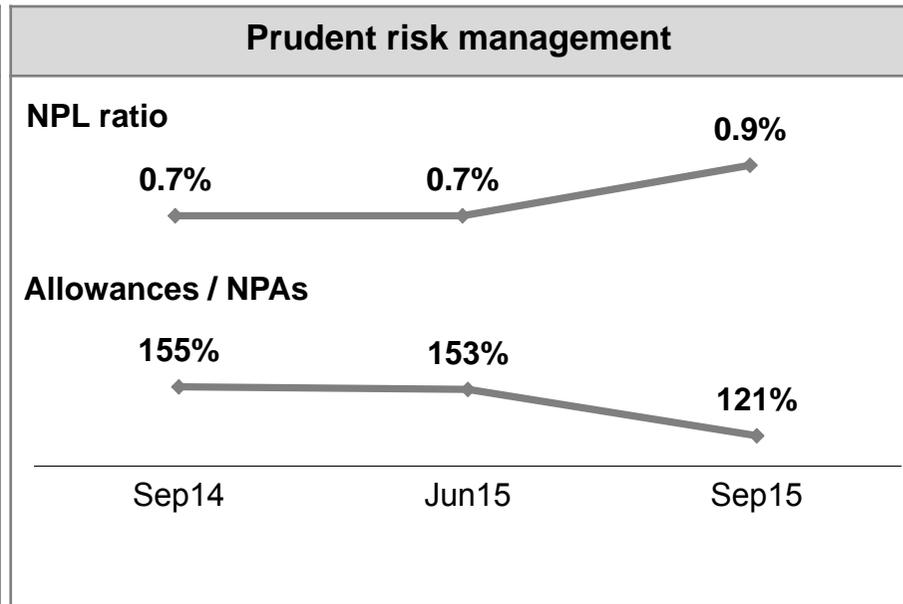
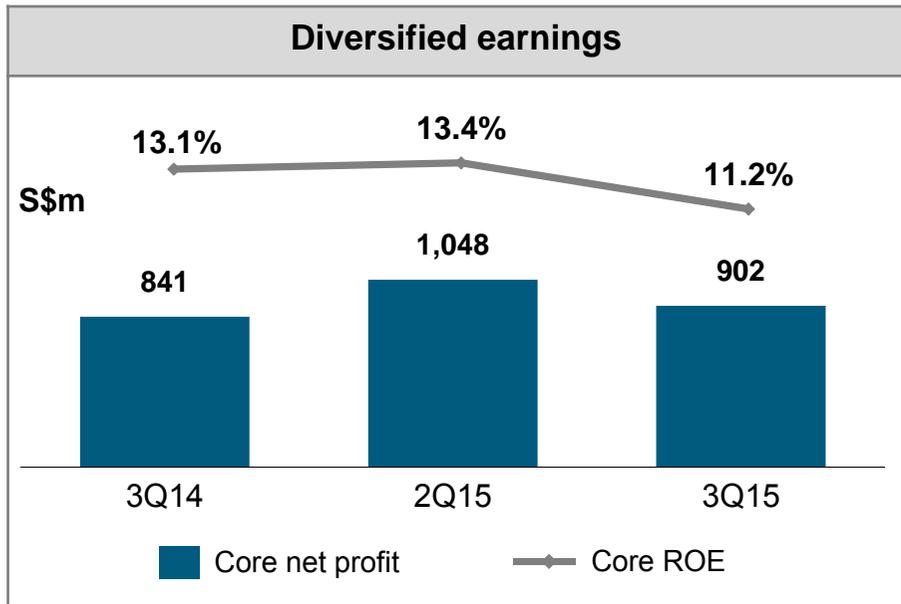
Appendix: Wealth management income

Earnings base reflected a diversified regional presence in Singapore, Malaysia, Indonesia and Greater China



Note: The geographical segment analysis is based on the location where assets or transactions are booked.

Earnings growth supported by stable and prudent operating platform





Agenda

Results Overview

3Q15 Group Performance Trends

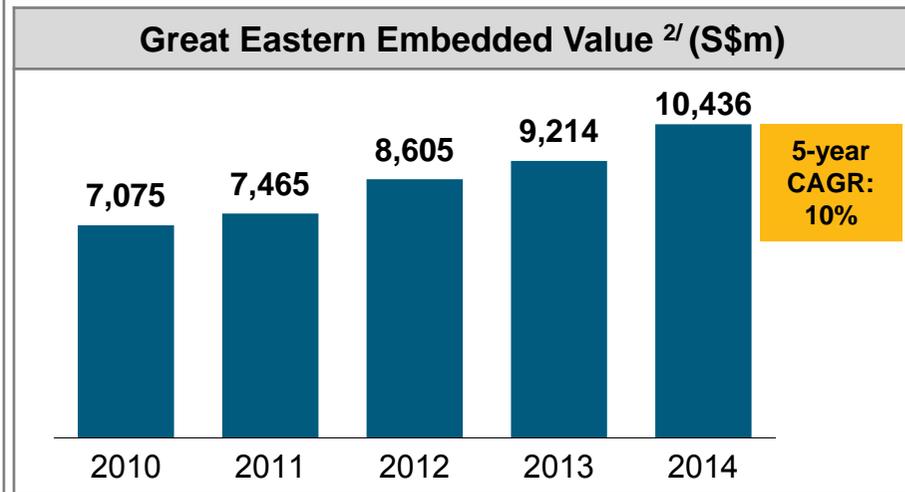
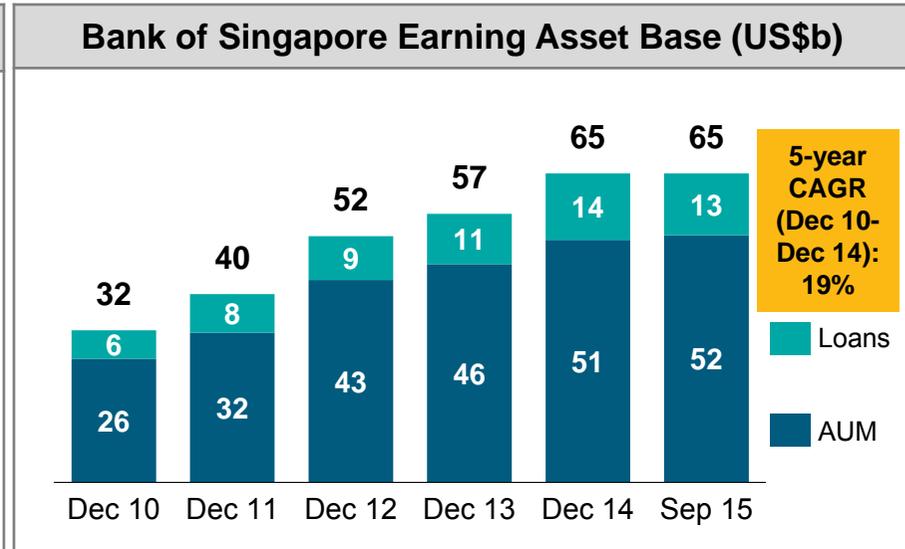
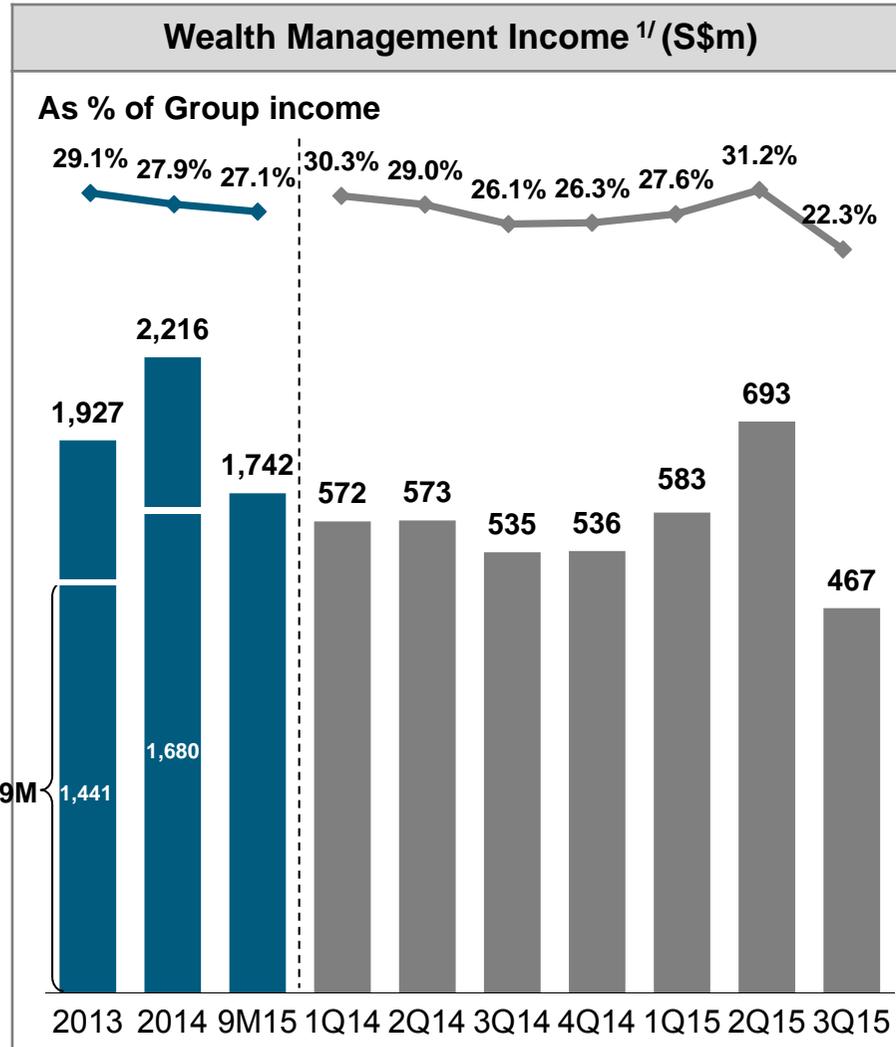
Performance of Major Subsidiaries

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

Summary

Appendix: Wealth management income

Wealth management income for first nine months up 4% YoY



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

Third Quarter 2015 Results

Thank You



The inclusion of OCBC Wing Hang boosts OCBC Group's Greater China strategy, which in addition to focusing on developing in-market opportunities within China, Hong Kong, Macau and Taiwan, also emphasises growing the cross-border "flow" business opportunities between Greater China and our solid foundation in Southeast Asia. By deepening our Greater China presence, we are strongly positioned to capture more of the trade, capital, investment and wealth flows that spring from the increased economic interconnectivity between Greater China and Southeast Asia. Access to the US dollar and Renminbi deposits is another driver for this acquisition. Not only does it provide the Group with an additional source of stable funding base, it also broadens our access to the two currencies which are relevant and increasingly used for cross-border transactions and activities. The acquisition allows us to strengthen the Group's mutually-reinforcing platform pillars of geographical coverage, in-market franchise and onshore-offshore competencies in commercial banking, wealth management and insurance. A multifaceted competitive advantage is forged that fuels our future growth.

