# Building our brand from strength to strength

19 November 2014

Disclaimer: The information contained in this document is intended only for use during the presentation and should not be disseminated or distributed to parties outside the presentation. DBS Bank accepts no liability whatsoever with respect to the use of this document or its contents.



Who ruffled a few feathers and defied the status quo by making it possible to write cheques and earn interest at the same time?

Who helped to make Orchard Road the shopping paradise of Singapore?

The best of both worlds

AUTOSAVE





Who introduced a whole new 'way of living' in Singapore, with swimming pools, tennis courts and BBQ pits at your doorstep?





Who brought the sparkle back to one of the crown jewels of Singapore's history, the Raffles Hotel?



## The Future of Banking – The Future of Branding

### Yesterday

### Today







## **The DBS Brand Journey**

### **2006** Living, Breathing Asia

About us, about who we are

### **2010** Asia's Safest. Asia's Best

About the recognition we are receiving, about what others say about us





A Spark Can ignite possibilities And summon inspiration Sparks drive us forward And bring us together And as the bank that developed Singapore Sparking possibilities Is at the heart of who we are

What will you spark?











Whether I's an the waters or an lord, people are suit there doing what they have with their herr pub. It is everyping and are next table there places. And tail and 10%, we take what we do, and the journey with any customers and the community is nexeding. Bocaus gamma possibilities is at the heart of who we are WHAT'S YOUR SPARK?

OO | DBS.COM/SPARK | #MYSPARK

Asia's Schot, Asia's Best John Serk, Asia's 2001-2014, Solial Grance Bet Bold, Ann Po. 2015, The Asian Berker Bet Bold, New Yor 2014, Shield Transe

Living, Breathing Asia

**DBS** 







From foctomer to fixed, Andy Chine of Drigo Kenne has torought mergrecommendiated to the costoners' hands, ALDES are an method together with Andy source the bagenering to large part for latent remarking, typicing possibilities and largening businesses achieve their occentral is at the heart of who we are. **WHAT'S YOUR SPARKY** 



Asia's Exfect, Asia's Best inter tech, Ania 2001–2014, Uniai France Ann Managel Tech, Ania 701, 2014, Tec Aniai Bartis Bart Burts, Ania Fu, 2014, Uniaid France

**DBS** 





9

	×   *
#weekendwarriors	
#paddlesup #cantfeelmyarms	
#strongertogether #dreamteam	
IT ALL STARTS WITH A <b>SPARK</b>	
Whether it's being passionate about fun or having fun with a passion, everyone has something that they love doing. And where this brings them can be amazing. Just like how our passion for developing Singapore has helped us spark a difference in the lives of our colleagues, our customers and our friends in the community. At DBS, igniting possibilities is at the heart of who we are. WHAT'S YOUR SPARK?	
DBS.COM/SPARK   #MYSPARK	Heat, Asla's Best 1-105, United France 201, The Asset Series 6 2016, United France



### IT ALL STARTS WITH A SPARK

From footwear to food, Andy Chaw of Krispy Kreme has brought many renowned brands into his customers' hands. At DBS we've worked together with Andy since the beginning to help put his ideas into action. Igniting possibilities and helping businesses achieve their potential is at the heart of who we are. WHAT'S YOUR SPARK?

**O DBS.COM/SPARK | #MYSPARK** 





**DBS** 



10



Whether it's the horse porche shears werend on the family hubble porche in feature downed in, we can help make what is respectively to be happer. As the humble that height dweller thrappone, spring possibilities and planning for your feature is at the heart of who we are. WHA'S YOUR SPARE?

O O | DBS.COM/SPARK | #MYSPARK

Aska's Exflort, Aska's Bost indust Devk, Ank 2007 - 2004, United Practor Rest Manageri Berk, Ank 2007 - 2004, United Practor Rest Rest, Ank Pro, 2005, United Practor

Living, Breathing Asia

**DBS** 



#wherefirstwemet #surprisedate #10greatyears #loveisstillintheair



Whether it's your first data or your tenth administrate, you always want to be name to feel special. That's why we go the distance for our customers, at DBS, leptong powellates and spacing joy is at the feelt of who we are, **WHAT'S YOUR SPARK**?

0 0 | DBS.COM/SPARK | #MYSPARK

Aska's Exfect, Aska's Best intertherit, Ank 2001–2014, United France Bast Manapel Dark, Aris 701, 2015, The Anati Barka Bast Bark, Anat Yu, 2014, United France

×







#changinglivesthroughcoffee

#### IT ALL STARTS WITH A SPARK

New letter collects to letter future, feesta Crog team anderprivileged answer and goods at our to ensure them. And put at other pends to team higher atters, we're privileged to support activate enterprises the first factors, because applies conditions is at the hierarch of team and with **FS YOUR SUPPOR**.

OO | DBS.COM/SPARK | #MYSPARK

Autor's Sufferst, Aslar's Beet Series Swin, Ann. 2005–2015, Usbail Promot Bet News, Aslan 2005–2015, Usbail Promot Bet Rent, Ann Pro. 2015, Usbail Promot

Living, Breathing Asia



Supporting ~ 100 Social Enterprises

Making a difference in the community – DBS Foundation







## **Sparking Inspiration**

## by storytelling

HOME LET'S SPARK SOMETHING



Andy's love of shoes sparked a business that spans 17 countries. We've been on the journey with him for a long time.

## Sparking joy

## with PayLah Santas



#### PayLah Santas on the move!







Like · Comment · Share

ÿ

C Prema Techinamurthi, Serene Lean and 12 others like this.

Wite a comment...



140 likes

0

Tulika\_S DBS PayLah Santas FTW!!! #DBS #PayLahSantas #DigitalSantas



## Sparking money minds



with iWealthIQ



## Sparking money minds

## with iWealthIQ

DBS	SHARE :	00	Singapore (English )
HOME LET'S SPARK SOMETHING	RWEALTH IQ		
THE CONTRACT OF THE CONTRACT. THE CONTRACT OF THE CONTRACT. THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT. THE CONTRACT OF THE	5 5		SOUND ON
Q1. If you're looking	for a city with the most billionaires, y	you'll stri	ke jackpot in:
> SINGAPORE	> moscow		> BEIJING
VISIT DBS.COM		© 2014 DB5 Ba	nk Ltd Co. Reg. No. 196800306E



## Sparking money minds









A Spark, once unleashed, creates more and more sparks. Each inspiring, building, and bursting with joy.

The spark has always been within us, and at DBS, we're making banking more joyful as we continue to ignite sparks all around Asia and beyond

#### **DBS Marina Regatta**



#### **IBM Watson Partnership**



#### People of Purpose



5-time Best SME Partner

**Award Winner** 

#### **Supporting Social** Enterprises



#### DBS BusinessClass



#### DBS PayLah!



## Living, B

**Societe Generale** 

Acquisition



#### Thwarted a fraud



#### Waded though floods





Saved a life





## **Sparking National Pride**





INGAPORE — DBS Bank has announced \$\$3.5 million in sponsorship or the 28th Southeast Asian (SEA) Games and its dragon boat and ailing races.

#### NEIGHBOURSFIRST 39





NATIONAL GALLERY SINGAPORE

DBS Marina Regatta, SEA Games dragon boating and sailing as one

POSB NeighboursFirst: Celebrating new neighbourhoods Introducing the National Gallery – celebrating a "new" national icon



### What We Stand For...

### **2006** Living, Breathing Asia

About us, about who we are

### **2010** Asia's Safest. Asia's Best

About the recognition we are receiving, about what others say about us





## Building our brand, from strength to strength



**§**DBS Brand Value:USD 4.01 billion**§**Top banking brand in ASEAN

"At DBS, we believe the impact we create goes beyond banking... because what we do touches real people, real businesses and real lives.

We remain true to this reality and continuously strive to uphold the trust placed in us by our customers, our colleagues and the communities we operate in."

- Piyush Gupta, DBS CEO





HOME LET'S SPARK SOMETHING







### **Sparking fun** in Marina Bay

Since the launch of the DBS Marina Sailing Programme, over 7,000 people have already enjoyed Marina Bay!