

DBS GROUP HOLDINGS LTD

**14th Annual General Meeting &
Extraordinary General Meeting**

DBS Group Holdings Annual General Meeting Financial Review

Piyush Gupta, Chief Executive Officer
April 29, 2013

Agenda

- **Financial performance**

- **Update on strategy**

Earnings before one-time item up 11% to a record

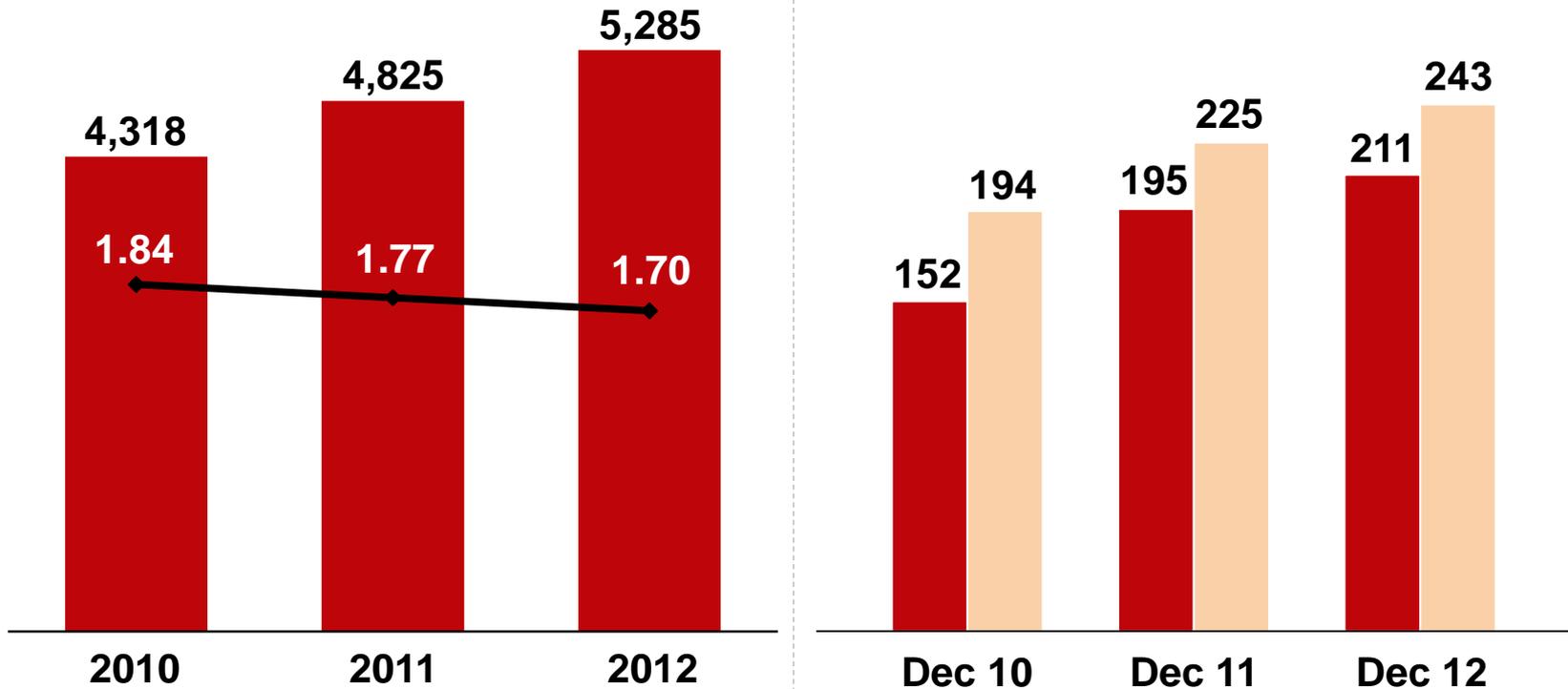
(S\$m)	FY 2012	FY 2011	YoY %
Net interest income	5,285	4,825	10
Fee income	1,579	1,542	2
Trading income	689	680	1
Other income	511	584	(13)
Non-interest income	2,779	2,806	(1)
Total income	8,064	7,631	6
Staff expenses	1,888	1,712	10
Other expenses	1,726	1,591	8
Expenses	3,614	3,303	9
Profit before allowances	4,450	4,328	3
General allowances	211	478	(56)
Specific allowances	206	244	(16)
Allowances	417	722	(42)
Net profit	3,359	3,035	11
One-time item	450	0	NM
Net profit incl. one-time item	3,809	3,035	26

Net interest income up 10%

(S\$m)

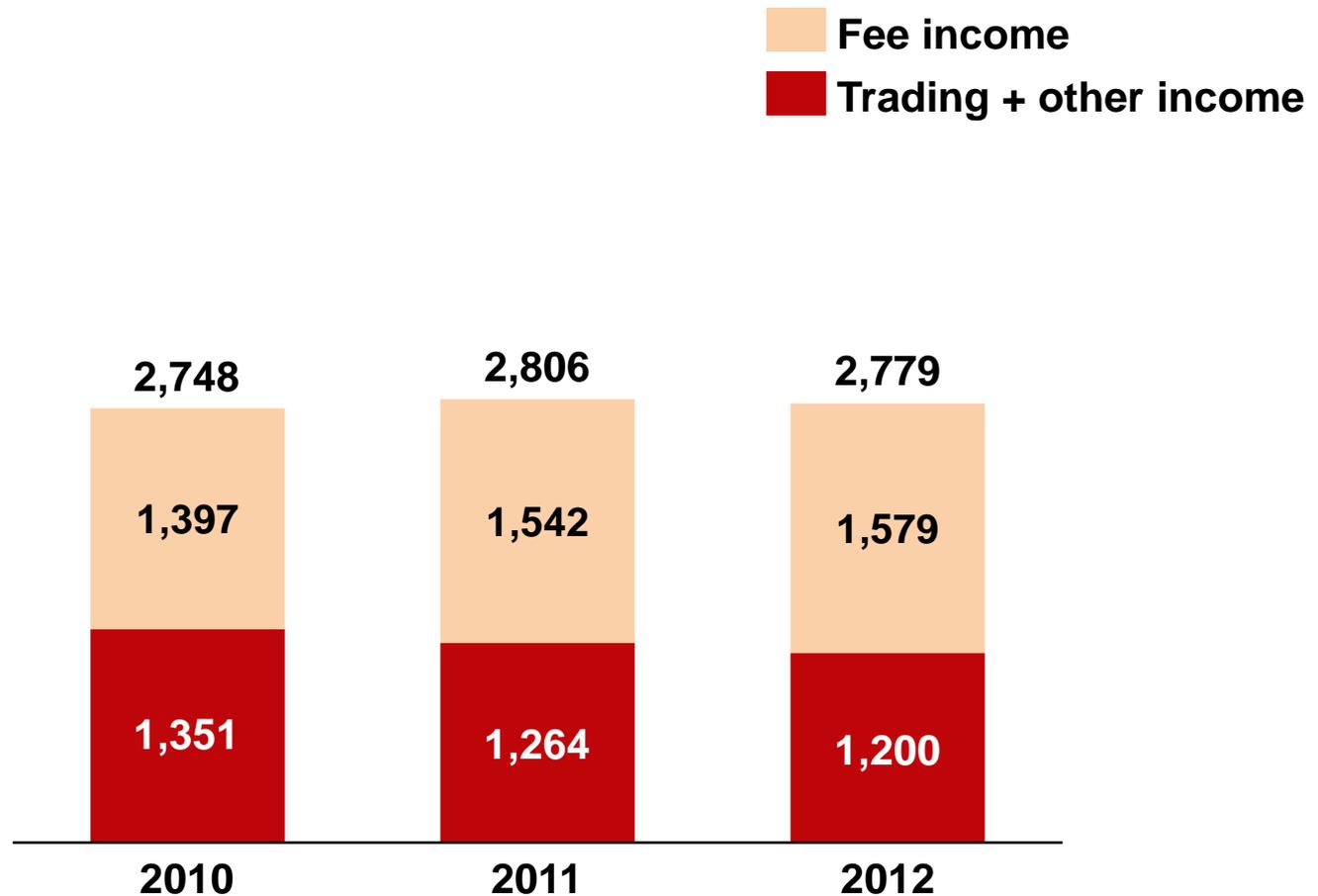
■ Net interest income
— Net interest margin

■ Loans ■ Deposits



Non-interest income stable as higher customer income offset by lower equity market activities

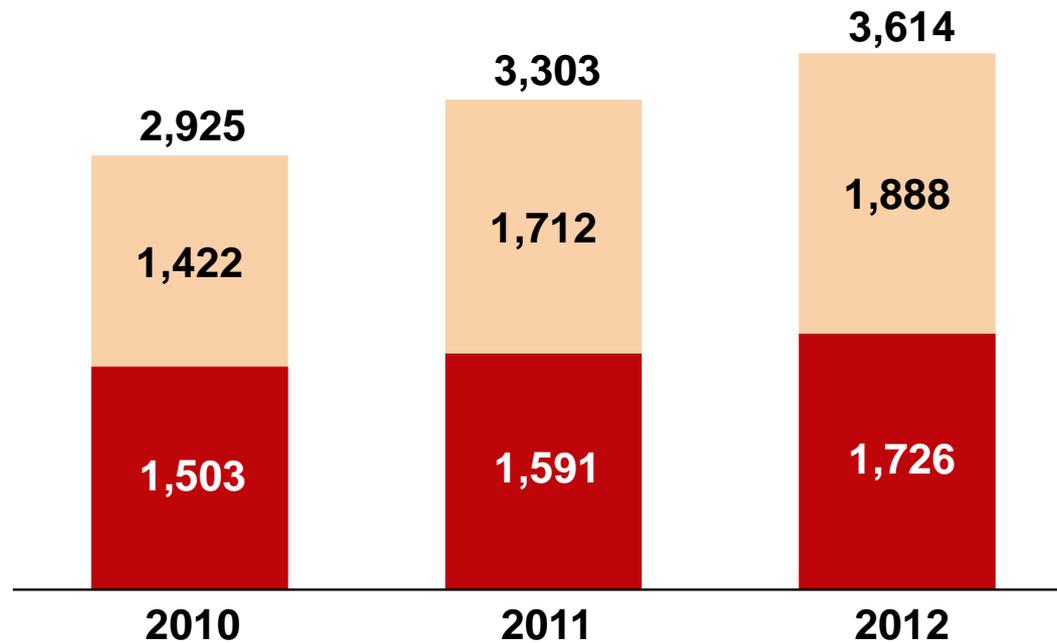
(S\$m)



Continued investments to support higher business volumes and build capacity for growth

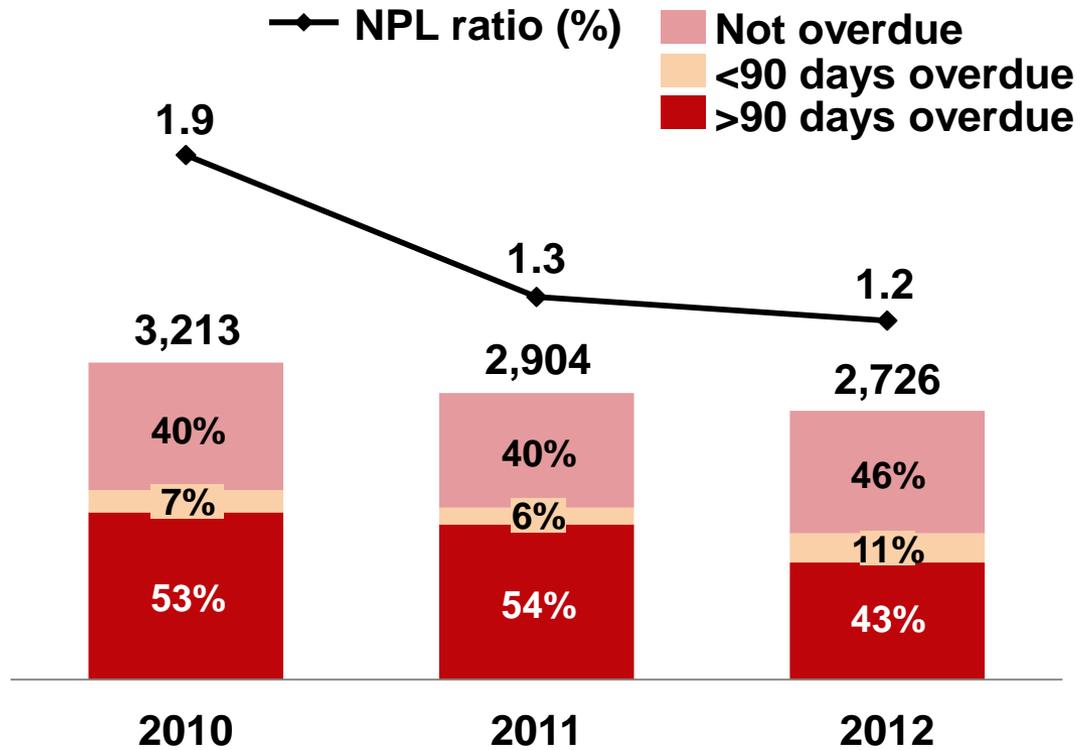
(S\$m)

Staff expenses
Other expenses



NPL ratio is stable at 1.2%

NPA (\$m)



SP/loans (bp)

43

11

10

Cumulative general and specific allowances as % of:

NPAs

100

126

142

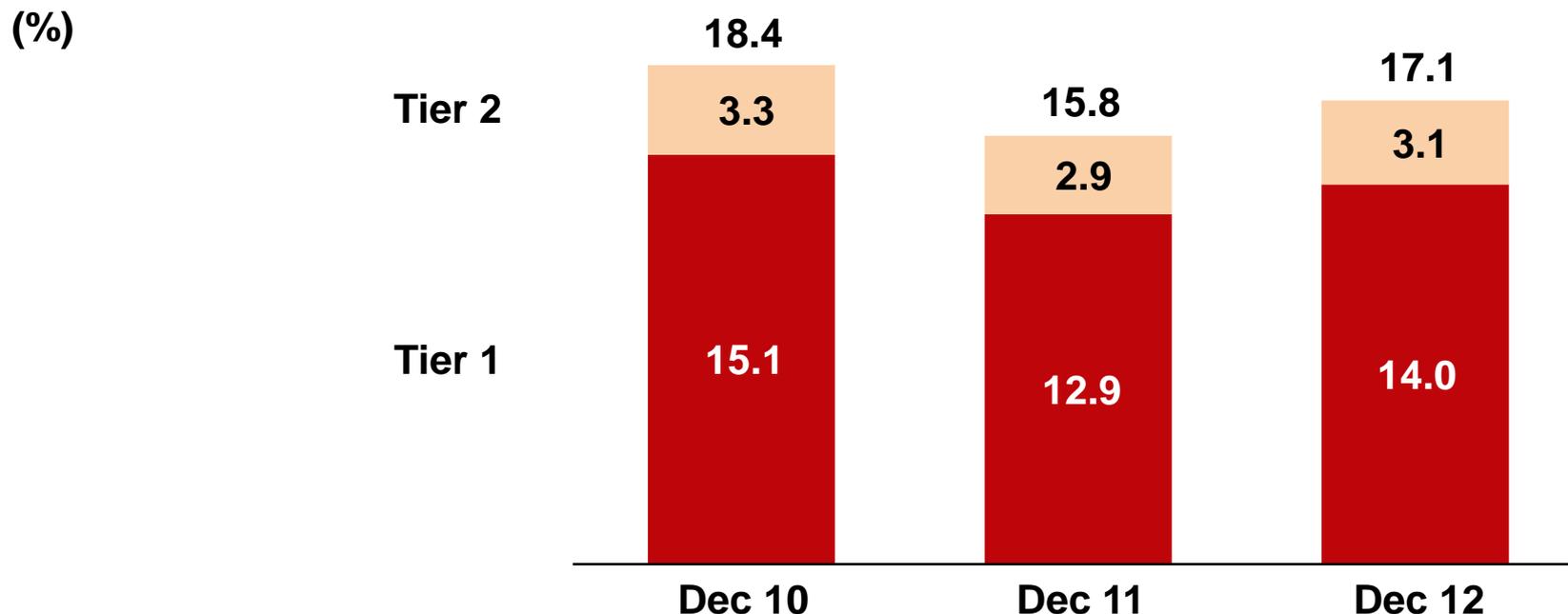
Unsecured
NPAs

127

165

183

Capital ratios remain strong



Core Tier 1 (%) based on deductions that are:

Phased in *	14.5	12.9	14.0
Full	11.8	11.0	12.2
RWA (S\$bn)	183	214	216

* Phased-in deduction (of mainly goodwill) against core equity (0% until 31 December 2013)

Agenda

- **Financial performance**

- **Update on strategy**

The Asian Bank of Choice for the New Asia

1

Geographies

1. Entrench leadership in Singapore
2. Reposition Hong Kong
3. Rebalance geographic mix of our business

2

Regional Businesses

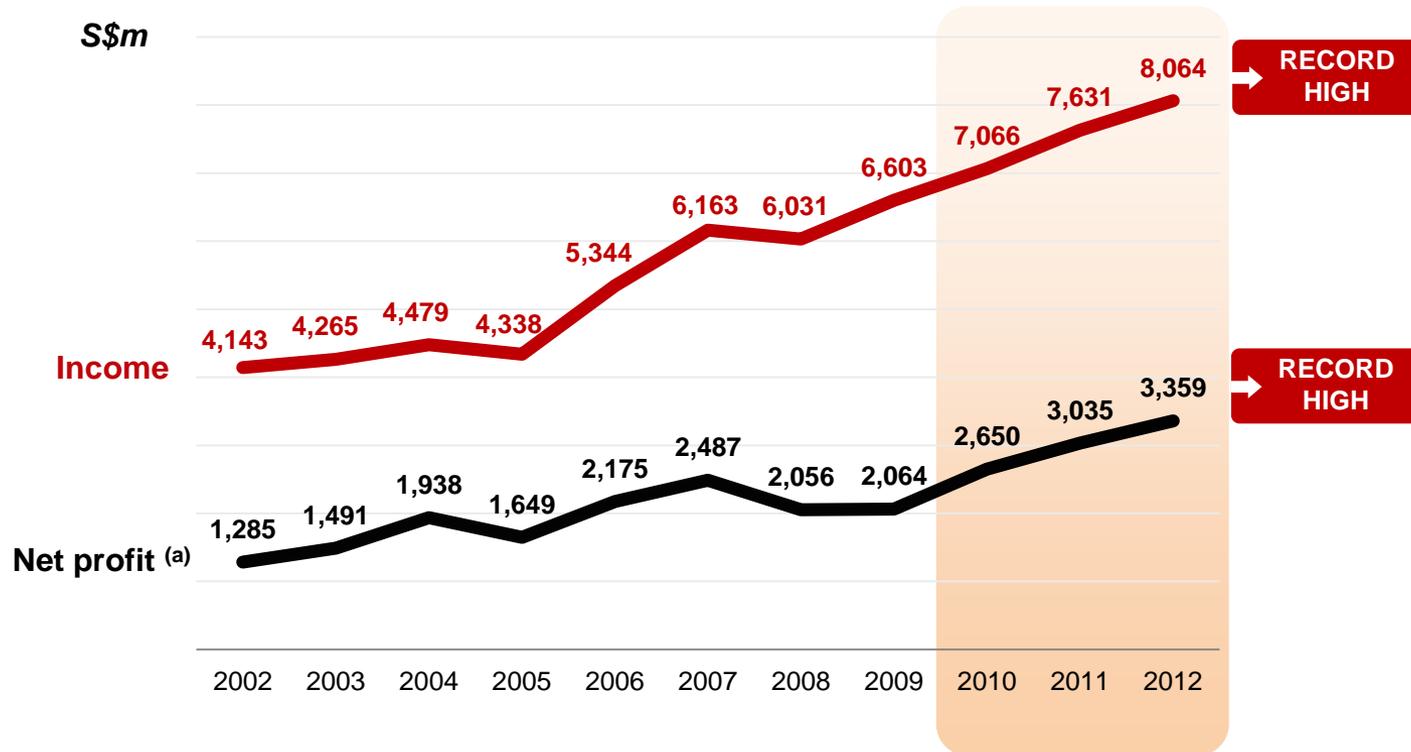
4. Build a leading SME business
5. Strengthen wealth proposition
6. Build-out GTS and T&M cross-sell business

3

Enablers

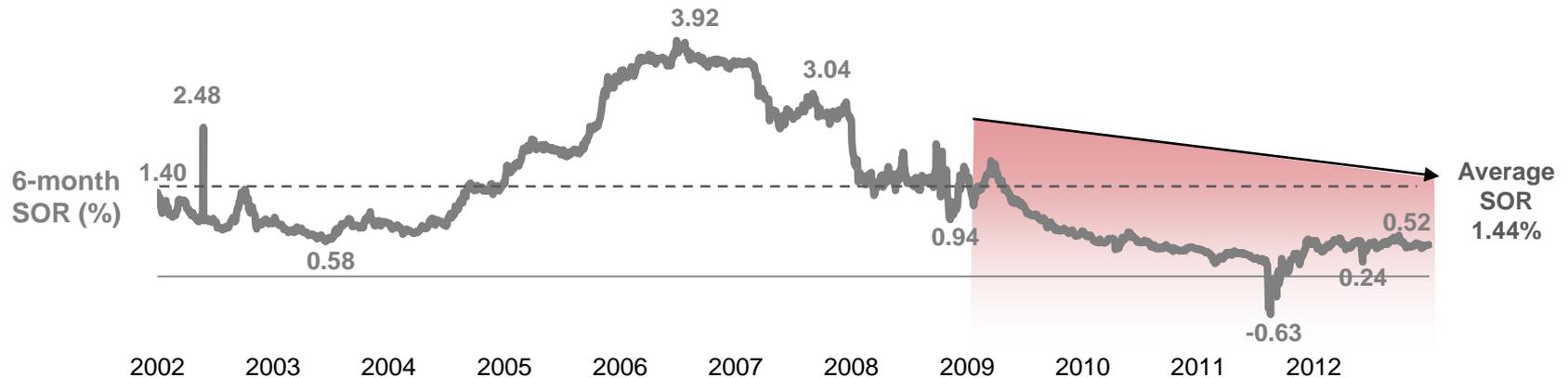
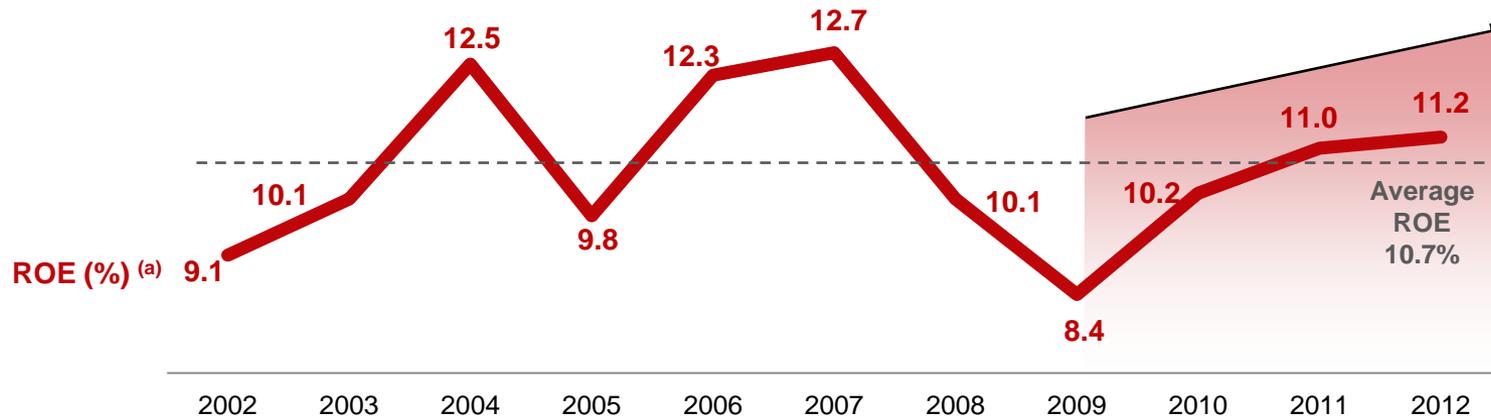
7. Place customers at the heart of the banking experience
8. Focus on management processes, people and culture
9. Strengthen technology and infrastructure platform

Solid, consistent performance over the past 3 years



(a) Exclude one-time items and goodwill charges

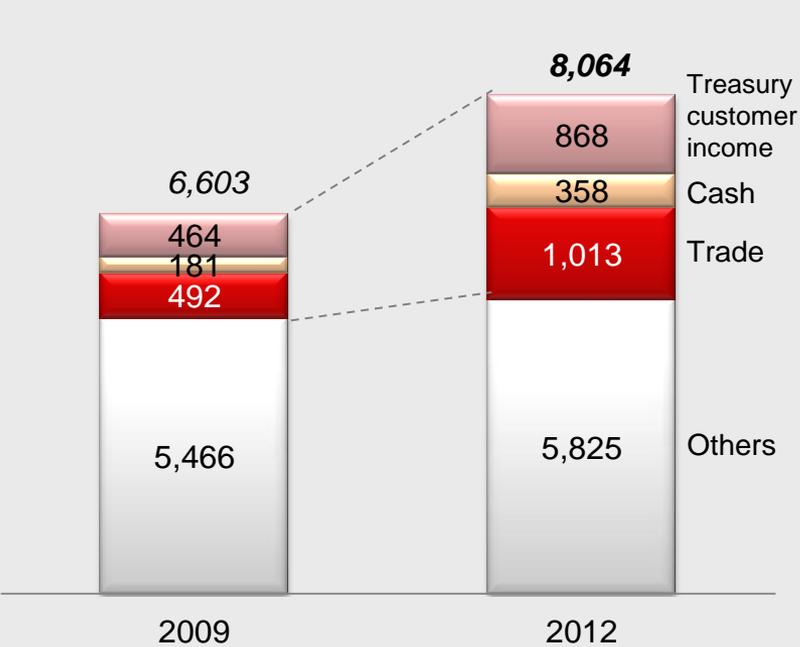
ROE at 5-year high, despite the challenging operating environment



(a) Exclude one-time items and goodwill charges

Growing higher return annuity income streams

Income (S\$m)



	% of Group	
CAGR	2009	2012
↑ 23%	7%	11%
↑ 26%	3%	4%
↑ 27%	7%	13%

Customer income as % of total Treasury income

27% → 44%

Higher revenue contribution from regional markets

Income (S\$m)



CAGR

↑ 25%
 ↑ 25%
 ↑ 10%

% of Group

2009 2012

6%	5%
6%	9%
6%	9%
17%	19%

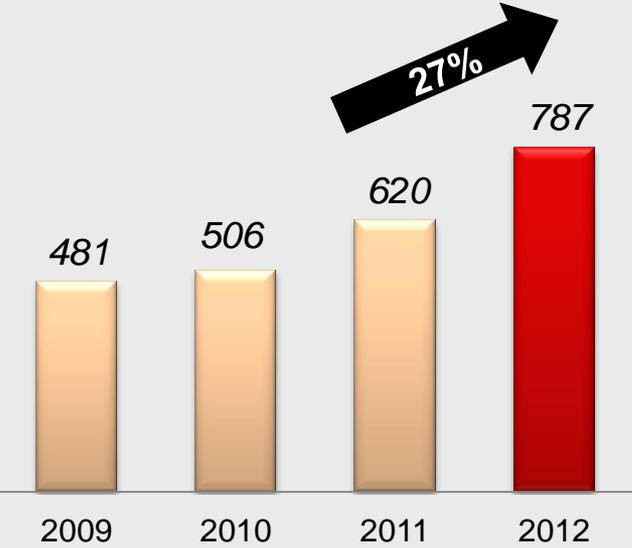
↑ 3%

65% 58%

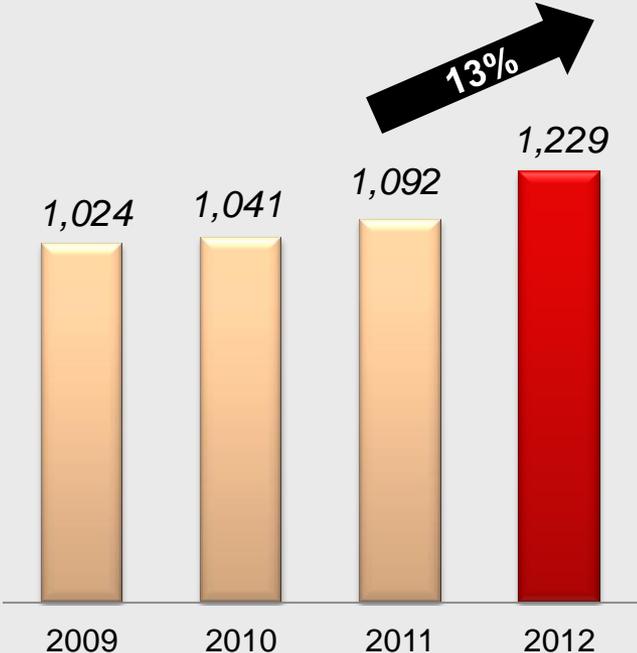
Growing key customer segments

Wealth Management

Income (S\$m)



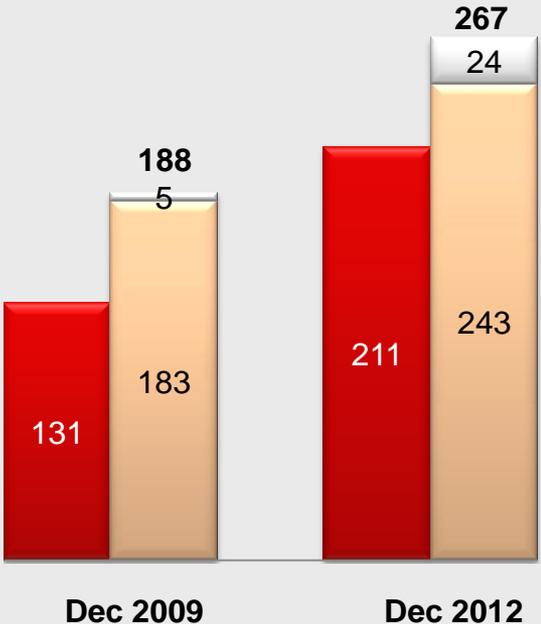
SME



Reshaped our balance sheet

\$bn

Loans Deposits Other funding



- Healthy loans and deposits growth
- Diversified our funding sources

LDR (%)

Group	71%	➔	87%
SGD	55%		69%
Non-SGD	96%		110%

In summary

- **3 years of solid, consistent financial performance**
- **Strategy sound, building blocks in place, investments starting to pay off**
- **Asset quality healthy**
- **More signs of recovery in the macro-environment**
- **Well-positioned to capture market opportunities**

Singapore's Best Bank

Best Bank in Singapore



Best SME Bank in Singapore



Best Consumer Bank in Singapore



Best PB in Singapore



Best Investment Bank in Singapore



Best Bond House in Singapore



Singapore's Best Bank

Best Equity House in Singapore



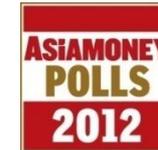
Best Trade Finance Bank in Singapore



Best FX Bank in Singapore



Best Cash Mgmt Bank in Singapore



House of the Year in Singapore

Asia**Risk**

SG Loan House of the Year



Best Broker in Singapore



Now also Asia's best



**Safest Bank in Asia
(2009 – 2013)**



- **Best Managed Bank in Asia-Pacific**
- **Lifetime Leadership Achievement Award – Peter Seah**
- **CEO Leadership Award for Singapore and Asia-Pacific – Piyush Gupta**

The Banker
GLOBAL FINANCIAL INTELLIGENCE SINCE 1926

**Bank of the Year
in Asia**

AsiaRisk

**Derivatives House
of the Year in
Asia ex-Japan**

RetailBanker
INTERNATIONAL

**Best Retail Bank
in Asia**

PrivateBanker
INTERNATIONAL

**Outstanding
Private Bank in
Southeast Asia**



**Best REIT
House in Asia**



- **Best in Working Capital & Trade Finance in Southeast Asia**
- **Best for Emerging Corporates in Asia Pacific**



Best cash management bank in Asia Pacific

- **Ranked 3rd for small corporates**
- **Ranked 3rd for medium corporates**
- **Ranked 5th for large corporates**

Now also Asia's best

 **China**

 **Best Treasury and Cash Management Bank (Foreign)**

 **Best foreign cash management bank**

- Ranked 3rd by small & large corporates
- Ranked 4th by medium corporates

 **HK**

 **Best Foreign Cash Management Bank**

- Ranked 1st for small corporates
- Ranked 2nd for medium corporates
- Ranked 3rd for large corporates

 **Best SME Bank**

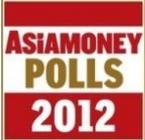
 **House of the Year, Hong Kong**

 **Taiwan**

 **Best Foreign Cash Management Bank**

- Ranked 3rd for small & medium corporates
- Ranked 4th for large corporates

 **Indo**

 **Best foreign cash management bank:**

- Ranked 1st for small corporates
- Ranked 4th for medium corporates
- Ranked 3rd for large corporates

 **Best Treasury & Working Capital Bank for MNCs & Large Corporates**

Best Transaction Bank

 **Best Foreign Bank**

Banking Efficiency Awards

 **Best Foreign Exchange Bank**

 **India**

 **Best Foreign Bank for Priority Sector Lending**

 **Rising Star Transaction Bank**

Best Trade Finance Bank

Singapore's Best, Asia's Best, is now World's Best.



Top 5 banks with the best mobile app strategy*

Rank 2013	Bank	Total Points (max. 60)
1	DBS Bank	50
1	Capital One	50
3	Société Générale	49
4	ABN Amro	48
4	Westpac	48

*Report by independent Swiss research firm MyPrivateBanking, Mobile Apps for Banking 2013



We are
the world's No.1
in mobile apps for banking