

# Record earnings in 1H 2011

DBS Group Holdings  
2Q 2011 financial results  
28 July 2011

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# 1H 2011 income and net profit at new highs

- Record net profit of **\$1.54bn** – a new DBS high!
- **\$3.7bn** income also a record high, underpinned by two solid quarters of strong earnings
  - Net interest income at **\$2.32bn**
  - Non interest income at **\$1.43bn**
- **11.4%** ROE improved from 9.8% a year ago

**A firm validation of our Asian strategy!**

# The Asian Bank of Choice for the New Asia

**1**

**Geographies**

1. Entrench leadership in Singapore
2. Re-energise 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**

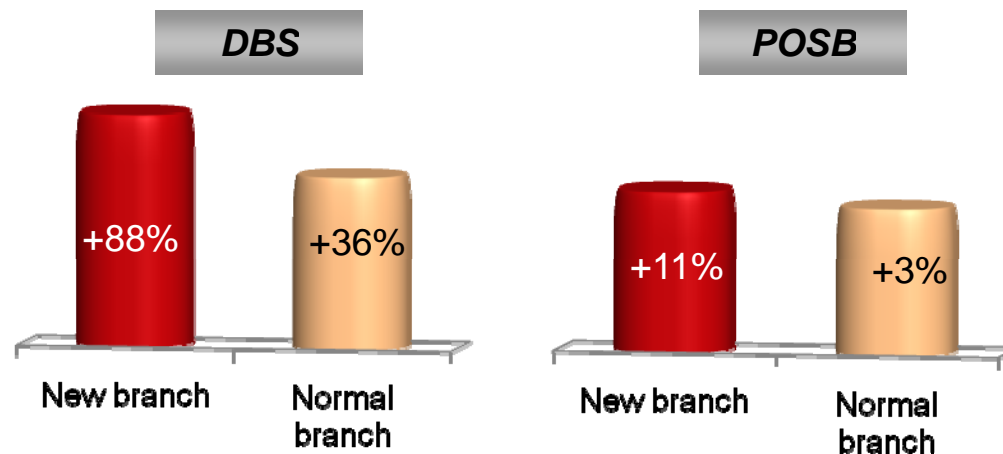
**Enablers**

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

# Improved performance management in Singapore

- Singapore's 1H income  11% from a year ago <sup>(a)</sup>
  - Strong growth momentum in Institutional Bank
  - Consumer Bank: New branch operating model driving sales focus

*Average monthly investment sales volume per branch (S\$)*



*% refers to the increase in sales after introducing the new operating model between 1H11 and 2H10*

- Maintaining first mover position in RMB space
  - Garnered over RMB 19.8bn deposits

(a) Management view

## Gaining traction in Hong Kong

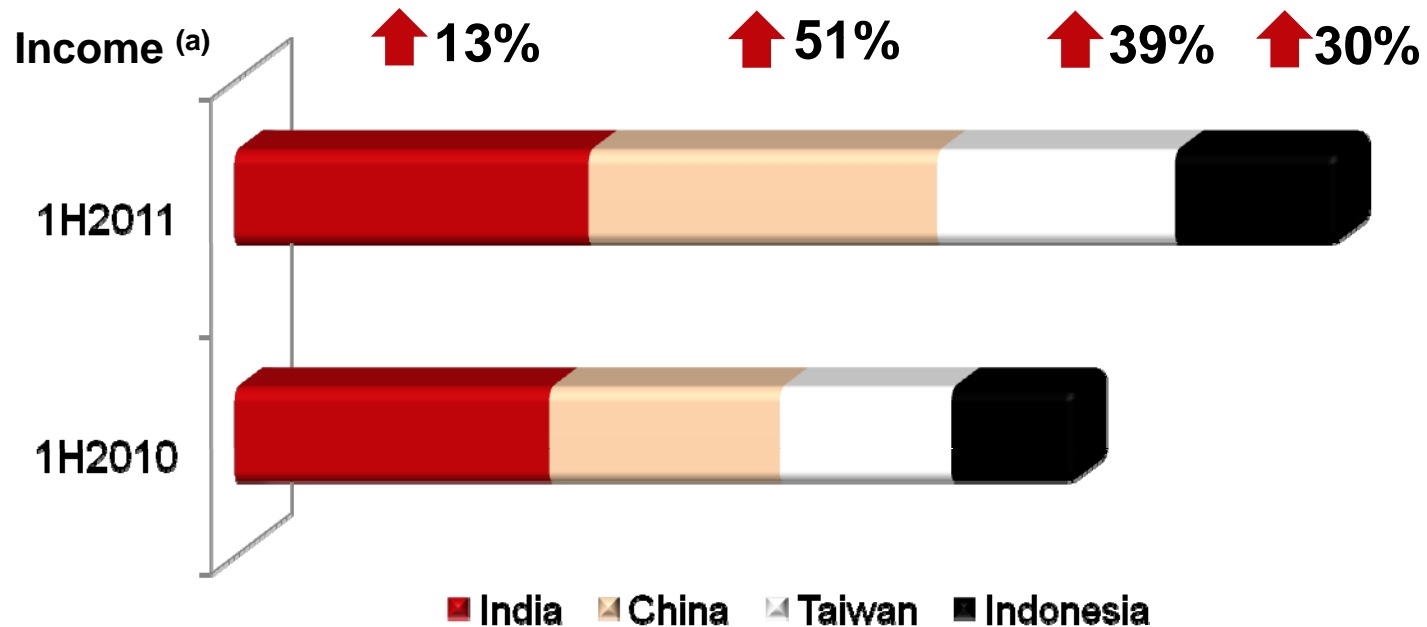
- **Hong Kong's 1H income ↑17% from a year ago (a)**
  - Earnings ↑51% yoy
- **Strategy for Hong Kong as anchor for Greater China business validated**
  - Offshore RMB business driving growth
    - Acquired 1,500 corporate customers in 1H11
      - ↑ 86% from Dec10
  - Making good headway in State-owned / Private-owned enterprises space
    - 2 large bond deals in 2Q
- **Making progress in unsecured loans; 4<sup>th</sup> largest player**

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(a) Hong Kong geographical basis on constant currency terms, Singapore GAAP

# Making progress in rebalancing our geographic mix

- Markets outside Singapore, Hong Kong contribute **20%** of Group earnings vs. 17% a year ago
- Continued growth in China, India, Taiwan, Indonesia



(a) Management view

# Growing our Wealth franchise

- Focus on Wealth showing results

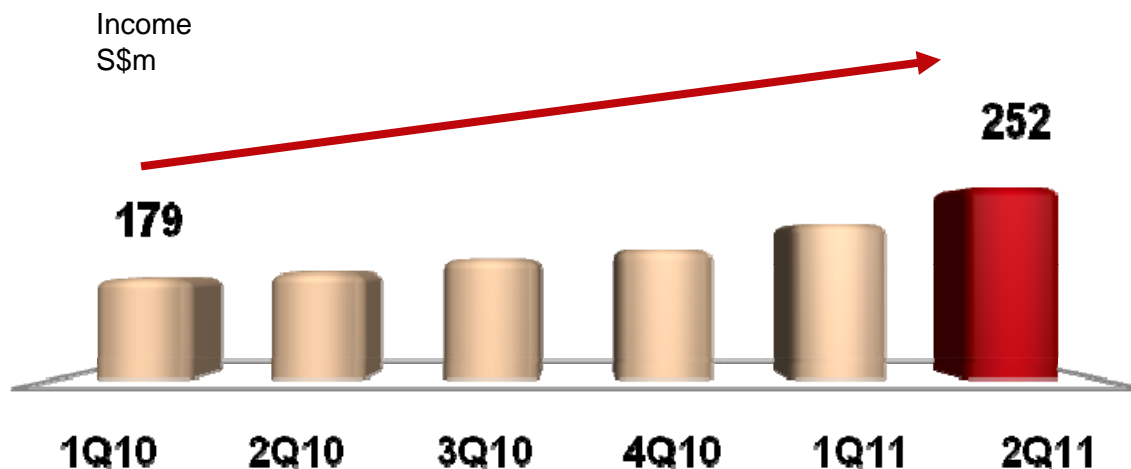
1H11 YoY Growth	Total Income	Non-interest Income
Wealth segment <sup>(a)</sup>	↑ 18%	↑ 31%
Private Bank	↑ 31%	↑ 28%
Treasures	↑ 13%	↑ 33%

- Seeing strong momentum in Private Banking
- Early traction in Treasures Private Client platform

(a) Management view; Wealth segment includes Private Bank and Treasures customer segments

# Continued cross-sell momentum in GTS

- 5 consecutive quarters of growth



Voted by medium and large corporates to offer 'Best Global Cash Management Services' in Asia Pacific, ranked 5<sup>th</sup> and 8<sup>th</sup> respectively

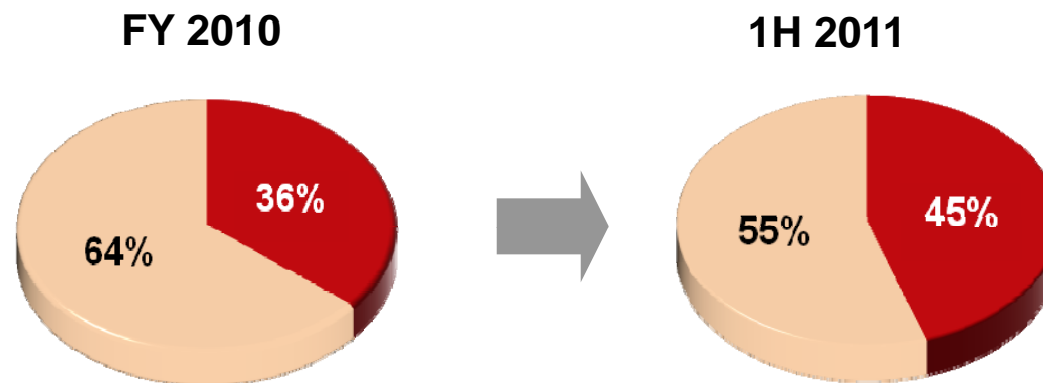


# Treasury & Markets cross-sell focus paying off

- Treasury customer sales remain strong

As % of total treasury income

- Customer
- Trading




**AsiaRisk**


Ranked **4th** in Asia by Asia Risk  
Corporate Derivatives Rankings 2011

# Transforming our Institutional Banking business


Advisory Banking (Capital Markets + Syndication)		
2009	2010	1H2011
9%	8%	10%




Balance Sheet (Lending)		
2009	2010	1H2011
55%	54%	47%



Transactional Banking (GTS + Treasury & Markets)		
2009	2010	1H2011
36%	38%	43%



11% loan growth,  \$16.6bn from Dec10

Management view; datapoints represent % of total income

# Outlook

- Some slowdown, however not seeing major impact on loan pipelines, with the exception of mortgages
  - China trade finance loan growth in Q2 unlikely to be repeated
- Asset book healthy
- Opportunities in GTS, Treasury & Markets, Wealth to continue
- Interest rates headwinds to remain

Growth in Asia continues to be strong

- *Need to be vigilant*
- *Stay focused on executing our strategy*