

# A new milestone

DBS Group Holdings 4Q 2014 financial results February 10, 2015



### A strong resilient franchise



Healthy business momentum; loans grew 9% in constant currency terms



Better pricing discipline; despite competitive pressures, margins rose 6bps in low interest rate environment



14% growth in net interest income



Diversified sources of funding; SGD deposit market share maintained, grew USD deposits and quality wholesale funding



Multiple engines of growth – wealth management (unit trusts, bancassurance), GTS, investment banking and cards



8% growth in fee income



Navigated through RMB volatility and choppy markets (price swings in commodities, rates and credit markets)



8% growth in Treasury income\*



<sup>\*</sup>Treasury segment income plus Treasury customer income

## Remain focused on risk discipline



NPL ratio remains low at 0.9%

✓ Allowance coverage at record 163%\*

Built up ample reserves; general allowances at \$3.1b



### Well positioned for future growth

# Leadership in Asia



Safest Bank in Asia (6th year running)



Best Bank in Asia Pacific

Private Banker

Outstanding Private Bank in APAC



The Banker

TRANSACTION
BANKING
AWARDS 2014

Regional Derivatives House of the Year

Best Transaction Bank in APAC



Most Valuable Banking Brand in ASEAN

#### Making a mark globally



Best Transaction Bank Globally for

- Invoice Discount Management
- Trade Finance Services (DBS IDEAL 3.0)



Best Transaction Bank Globally for Supply Chain Finance



Private Banker

Best Private Bank in Use of Technology

Most Innovative Business Model



Best Mobile Apps Strategy – 1st Globally (2nd year running)



Great Workplace Award, Global (2nd year running)



Top Companies for Leaders, Global & SE Asia

# Underpinned by strong governance



**Best Managed Board** 



Singapore Corporate Governance Award – Big Cap (2nd year running)

Most Transparent Company Award – Finance (3rd year running)



#### **Outlook for 2015**

- Deflationary macro environment, but Asia ~6%
- Momentum still healthy; choppy markets may create some ups and downs in market related activities
- NIM and exchange translation to provide upside
- Key risks to watch
  - Oil and commodity complex
  - China idiosyncratic risk
- Singapore will be slow but portfolio should be okay

