

OCBC MALAYSIA REPORTS 17% NET PROFIT INCREASE TO RM949 MILLION

Kuala Lumpur, 30 April 2018 – OCBC Bank (Malaysia) Berhad and its subsidiaries (OCBC Malaysia) today reported a 17% rise in net profit to RM949 million for the financial year ended 31 December 2017. This is the highest ever net profit recorded by OCBC Malaysia.



**CEO of OCBC Bank (Malaysia) Berhad
Dato' Ong Eng Bin**

The increase was attributed mainly to stronger growth in total income, which rose 5% to RM2.46 billion, mainly from growth in net interest income through better management of its liabilities coupled with higher fee income from increased demand for the Bank's wealth management business.

Profit before tax rose 19% to RM1.27 billion, also the highest ever, resulting from stronger income growth as well as better cost management and lower impairment allowances.

Total gross loans and advances remained at RM68 billion as the Bank rebalanced its portfolio, while deposits from customers grew 4% to

RM74 billion, allowing for greater funding flexibility and an improved liquidity position.

Commenting on OCBC Malaysia's performance in 2017, Chief Executive Officer Dato' Ong Eng Bin said he was pleased with the Bank's solid performance after a subdued preceding year.

"We recorded our best profits ever, affirming that the challenges we faced last year are behind us and the industry as a whole as well. Our growth is also a testament to our ongoing philosophy of ensuring sustainability in all that we do, rather than going for quick gains that could be detrimental to the Bank and customers in the long run.

"For 2018, we are poised to continue growing steadily whilst maintaining a keen eye on the delivery quality of our products and services which is ultimately key to benefitting our customers," he said.

Last year, OCBC Malaysia was accorded the Aon Hewitt Best Employers Award for Malaysia, as well as the Top Direct Debit Acquirer award from Malaysian Electronic Clearing Corporation (MyClear).

Among other notable achievements was the Bank's introduction of AutoROME, a paperless deposit account opening system to improve customers' experience of its services, alongside other digital capability investments. These included Financial Vital Scan, a financial health check tool to help customers assess their financial standing and needs; and the Wealth Insights App which provides Premier Relationship Managers easier access to market insights to enable them to have more informed conversations with the Bank's customers.

OCBC Malaysia maintained its foothold in the small-to-medium segment and continued to leverage on its collaboration with Credit Guarantee Corporation Malaysia (CGC) to make available financing facilities to the business community through Cash Management and Foreign Exchange solutions. On the Business Banking front, OCBC Malaysia introduced a business banking mobile app that uses biometric authentication, the first for corporates in the country.

Moving into 2018, Dato' Ong said OCBC Malaysia will continue to uphold its position as a banker of choice and among the very top foreign banks in the country with the combined strength of its conventional and Islamic banking franchise as well as in the areas of managing risks and rolling out of new products and services for consumers. It will also continue to invest in and strengthen its digital capabilities.

For corporate and commercial banking customers, Dato' Ong said the Bank will look to intensify its deposit-building strategies via all channels in business

banking, particularly the small to mid-medium-sized market and the emerging business segment.

About OCBC Bank

OCBC Bank is the longest established Singapore bank, formed in 1932 from the merger of three local banks, the oldest of which was founded in 1912. It is now the second largest financial services group in Southeast Asia by assets and one of the world's most highly-rated banks, with an Aa1 rating from Moody's. Recognised for its financial strength and stability, OCBC Bank is consistently ranked among the World's Top 50 Safest Banks by Global Finance and has been named Best Managed Bank in Singapore by The Asian Banker.

OCBC Bank and its subsidiaries offer a broad array of commercial banking, specialist financial and wealth management services, ranging from consumer, corporate, investment, private and transaction banking to treasury, insurance, asset management and stockbroking services.

OCBC Bank's key markets are Singapore, Malaysia, Indonesia and Greater China. It has 590 branches and representative offices in 18 countries and regions. These include over 320 branches and offices in Indonesia under subsidiary Bank OCBC NISP, and more than 100 branches and offices in Hong Kong, China and Macao under OCBC Wing Hang.

OCBC Bank's private banking services are provided by its wholly-owned subsidiary Bank of Singapore, which operates on a unique open-architecture product platform to source for the best-in-class products to meet its clients' goals.

OCBC Bank's insurance subsidiary, Great Eastern Holdings, is the oldest and most established life insurance group in Singapore and Malaysia. Its asset management subsidiary, Lion Global Investors, is one of the largest private sector asset management companies in Southeast Asia.

OCBC Bank offers Islamic banking products and services in Malaysia through its wholly-owned subsidiary, OCBC Al-Amin Bank Berhad.

For more information, please visit www.ocbc.com.my