

**OCBC CONTRIBUTES RM100,000 TOWARD  
ESTATE AGENTS DEVELOPMENT PROGRAMME**

Kuala Lumpur, 12 January 2008 – OCBC Bank (Malaysia) Berhad today presented RM100,000 to the Malaysian Institute of Estate Agents (MIEA) to kick-start a year-long development programme that aims to catapult estate agents to new heights of professionalism during 2008.

The presentation, witnessed by Minister of Housing and Local Government, Dato' Seri Ong Ka Ting, was made today in conjunction with the opening ceremony of their first jointly organised programme, the Malaysian Annual Real Estate Convention '08 (MAREC '08). Representing OCBC Bank was Head of Secured Lending, Ms Thoo Mee Ling and representing MIEA was its President, Mr K Soma Sundram.

MAREC '08 runs until tomorrow (13 January) at the Sime Darby Convention Centre.

According to Ms Thoo, the partnership is a mutually beneficial initiative between the Bank and MIEA that would ultimately benefit the consumer.

“As one of the top lenders among foreign banks operating in Malaysia, we have come to recognize that our responsibility to borrowers goes beyond just making loans and financing schemes available to them; it also involves playing a part to raise the level of professionalism within the real estate industry in order to create a more conducive environment for property and home buyers to operate.

“MIEA has underlined its prominence over the years and has been organising effective programmes for its members over the past few years. So, not surprisingly, we are delighted to be in partnership with them this year,” she said.

With a membership of about 700, MIEA is the national body representing the interests of real estate agents in Malaysia. Although it was set up principally to serve the interests of these agents, it also collaborates closely with other professionals as well such as valuers, bankers, architects and developers to foster a healthy real estate industry.

Commenting on the other programmes lined up for the year, Ms Thoo said these would ultimately benefit consumers such as home buyers and long-term property investors.

“As part of our collaboration with MIEA, negotiators can look forward to two-day training programmes every month. These sessions are aimed at equipping them with the necessary knowledge and practical skills to help them deal confidently and ably with the real questions that consumers are asking today. And to ensure we do not simply skim the surface, we will be restricting participation to just 20 a session – to maintain a high level of depth in discussion,” she said.

Apart from the training programmes, OCBC and MIEA will also be holding monthly luncheon talks involving guest speakers to update estate agents and negotiators on topics that are pertinent to the industry.

Those interested to participate in any of these programmes may call MIEA at 03-7727 7477.

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### **About OCBC Bank**

Singapore's longest established local bank, OCBC Bank, currently has assets of S\$170 billion and a network of over 420 branches and representative offices in 15 countries and territories including Singapore, Malaysia, Indonesia, Thailand, Vietnam, China, Hong Kong SAR, Taiwan, Brunei, Myanmar, Japan, Korea, Australia, UK and USA. This network includes more than 330 branches and offices in Indonesia operated by OCBC Bank's subsidiary, PT Bank NISP. OCBC Bank and its banking subsidiaries offer a wide range of specialist financial services, from consumer, corporate, investment, private and transaction banking to global treasury and stockbroking services to meet the needs of its customers across communities.

OCBC Bank's insurance subsidiary, Great Eastern Holdings, is the largest insurance group in Singapore and Malaysia, in terms of assets and market share, and its asset management subsidiary, Lion Capital Management, is one of the largest asset management companies in Southeast Asia. Additional information may be found at [www.ocbc.com](http://www.ocbc.com).

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