

## DUAL CURRENCY INVESTMENTS GAIN MOMENTUM IN MALAYSIA

*OCBC looking at double-digit growth as customers continue to use DCI as alternative investment form*

Kuala Lumpur, 21 March 2011 – With its potential for interest rates that are substantially higher than fixed deposits, OCBC Bank (Malaysia) Berhad (OCBC Bank) sees double-digit growth potential for Dual Currency Investments (DCI) as customers get more acquainted with this short-term non-principal protected alternative investment form.

According to OCBC Bank Head of Wealth Management Ms Ong Shi Jie, DCI are a boon to those who conduct business transactions in the alternate currency, particularly those who use foreign currency for import-export businesses. It also appeals to those who have invested in properties and housing loans in their alternate currencies and those who have children pursuing overseas education.

Through DCI, customer's investments are made in one currency, known as the base currency, to vie for higher interest rates. Payment at maturity can either be in the base currency or in another agreed-upon currency at a pre-determined exchange rate set by the investor when the transaction is entered into.



Ms Ong Shi Jie, Head of Wealth Management, OCBC Bank (Malaysia) Berhad

“With tenures of between one week and a month, the DCI is a viable option for investors looking to make short term investments.

“DCI, which cater primarily to high net worth individuals, have been well received with many customers returning for more after having benefited financially. On a daily basis, OCBC Bank offers a wide range of currency pairs for customers to choose from to suit their investment preferences. Our customers find the structured product appealing and many use it to build funds for their children's overseas education.

“To top it off, OCBC Bank is able to customise a wide array of currency pairs to suit the investor’s preferred strike rate based on real time spot rates,” Ms Ong said.

Commenting on the growing acceptance of DCI among customers, Ms Ong said they effectively represent an opportunity for investors to diversify their portfolios with currency as the alternative asset class.

“It is now not uncommon to find our affluent customers holding currencies in the form of Dual Currency Investments as part of their investment portfolio. Within this affluent base, about one in five clients has invested in DCI at one time or another.

“The low interest rate environment in Malaysia during the subprime crisis in 2009 helped spur the hunt for alternatives and propel the popularity of DCI. As the equities markets recovered and interest rates normalised in the last 12 months, the growth of DCI moderated. Still, we continue to be on expansion mode for this business.

“We have also developed value-added services for our customers. For example, we have a dedicated foreign exchange team assisting to monitor customers’ DCI portfolio. Also, our investors have the convenience of investing in DCI via phone, allowing them to implement their strategies instantaneously.

“With our projected double digit growth, DCI are poised to become a key driver for OCBC Bank’s wealth management efforts this year,” she added.

DCI are available at OCBC Premier Banking centres nationwide. For more information, the public may call 1300-88-5000 or log on to [www.ocbc.com.my](http://www.ocbc.com.my)

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## **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.

OCBC Bank and its subsidiaries offer a broad array of specialist financial 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 a network of over 500 branches and representative offices in 15

countries and territories, including more than 400 branches and offices in Indonesia that are operated by its subsidiary, Bank OCBC NISP.

OCBC Bank's insurance subsidiary, Great Eastern Holdings, is the largest insurance group in Singapore and Malaysia by assets. Its asset management subsidiary, Lion Global Investors, is one of the largest private sector asset management companies in Southeast Asia. Private banking services are provided by subsidiary Bank of Singapore, which has been ranked among the top five global private banks in 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](http://www.ocbc.com)