

*Voted Best Private Bank in Singapore by both Asian  
Private Banker and FinanceAsia from 2010 to 2012*

**Bank of Singapore**  
*Asia's Global Private Bank*

*Last updated on 28 May 2013*



# Table of Content

Section 1	About Bank of Singapore	3
Section 2	Private Banking Products	12
Section 3	Bank of Singapore's Solutions	22
Section 4	Product Management Group	33

Section 1

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# About Bank of Singapore

# Asia's Global Private Bank

## Our strengths and history

### Extensive Regional Footprint



<sup>1</sup> By earning asset base

- Largest pure-play private bank headquartered in Singapore<sup>1</sup>
- Over 10,300 clients across Asia, the Middle East and Europe
- Private banking arm of OCBC, the second largest banking group in Singapore and Southeast Asia by total assets
- Taps into OCBC consumer bank network in Singapore, Malaysia, Indonesia and China

### Strong Private Banking Capabilities



- Stable management team with proven track record
- More than 1,000 employees of multi-national origin, 290 relationship managers
- Open architecture product platform
- Access to OCBC's commercial banking solutions and its network of companies, such as Great Eastern and Lion Global

### OCBC's Corporate Timeline

- **1912:** Chinese Commercial Bank Limited incorporated
- **1917:** Ho Hong Bank Limited incorporated.
- **1919:** Oversea-Chinese Bank Limited incorporated
- **1932:** Consolidated to form OCBC Bank
- **1948:** Pioneered night safe system to receive cash and valuables after dark
- **1958:** Created mobile bank
- **1960s:** A pioneer of Asian dollar market
- **1972:** Acquired Four Seas Communications Bank, Singapore's oldest surviving bank
- **2001:** Acquired Keppel Capital Holdings Ltd, including Keppel TatLee Bank, Keppel Securities and Keppel TatLee Finance
- **2004:** Stake in Great Eastern Holdings increased to over 80%.
- **2005:** Merger of OCBC Asset Management and Straits Lion Asset Management to form Lion Global Investors
- **2010:** Acquired ING Asia Private Bank, renamed Bank of Singapore Limited

# Top Credit Rating Amongst Industry Peers

- **Leading credit rating** among global private banks
- **No proprietary trading:**
  - Bank of Singapore does not take trading positions
  - Only trades on behalf of clients

Bank	Moody's Ratings	
	Credit	Outlook
<b>Bank of Singapore</b>	<b>*Aa1</b>	<b>Stable</b>
OCBC	Aa1	Stable
Credit Suisse Group AG	A2	Stable
Deutsche Bank AG	A2	Stable
Julius Baer AG	A2	Negative
Standard Chartered Bank	A2	Stable
UBS AG	A2	Stable
HSBC PB (Suisse) SA	AA- (S&P)	Negative (S&P)
MayBank	A3	Stable
Citigroup	Baa2	Negative

\* Equivalent to Standard & Poor's rating of AA+

Source: Bloomberg, Moody's Ratings, 17-May-2013

# OCBC Bank is #2 Among the World's Strongest Banks

## The World's Strongest Banks

	OVERALL SCORE	TIER 1 CAPITAL TO RISK-WEIGHTED ASSETS	NONPERFORMING ASSETS TO TOTAL ASSETS	LOAN-LOSS RESERVES TO NONPERFORMING ASSETS	DEPOSITS TO FUNDING	EFFICIENCY (COSTS TO REVENUE)
▼ SMALLER NUMBER MEANS HIGHER RANKING   ▲ BIGGER NUMBER MEANS HIGHER RANKING	▼	▲	▼	▲	▲	▼
1   QATAR NATIONAL BANK (QATAR)	13.8	21.0	0.9	135.6	86.6	17.2
2   OVERSEA-CHINESE BANKING (SINGAPORE)	14.1	16.6	0.4	141.1	81.7	41.5
3   CANADIAN IMPERIAL BANK OF COMMERCE (CANADA)	14.9	13.8	0.3	136.3	92.0	56.0
4   ROYAL BANK OF CANADA (CANADA)	17.4	13.1	0.1	203.2	81.8	57.2
5   DBS GROUP HOLDINGS (SINGAPORE)	19.9	14.0	0.8	121.4	83.1	39.8
6   UNITED OVERSEAS BANK (SINGAPORE)	21.4	14.7	1.1	106.7	83.5	42.8
7   BANK OF NOVA SCOTIA (CANADA)	22.5	13.6	0.5	82.9	84.2	55.9
8   TORONTO-DOMINION BANK (CANADA)	23.5	12.6	0.3	105.0	86.0	60.5
9   CITIGROUP (U.S.)	23.8	14.1	0.6	212.7	59.9	73.2
10   HANG SENG BANK (HONG KONG)	23.9	12.2	0.1	90.8	93.8	56.3

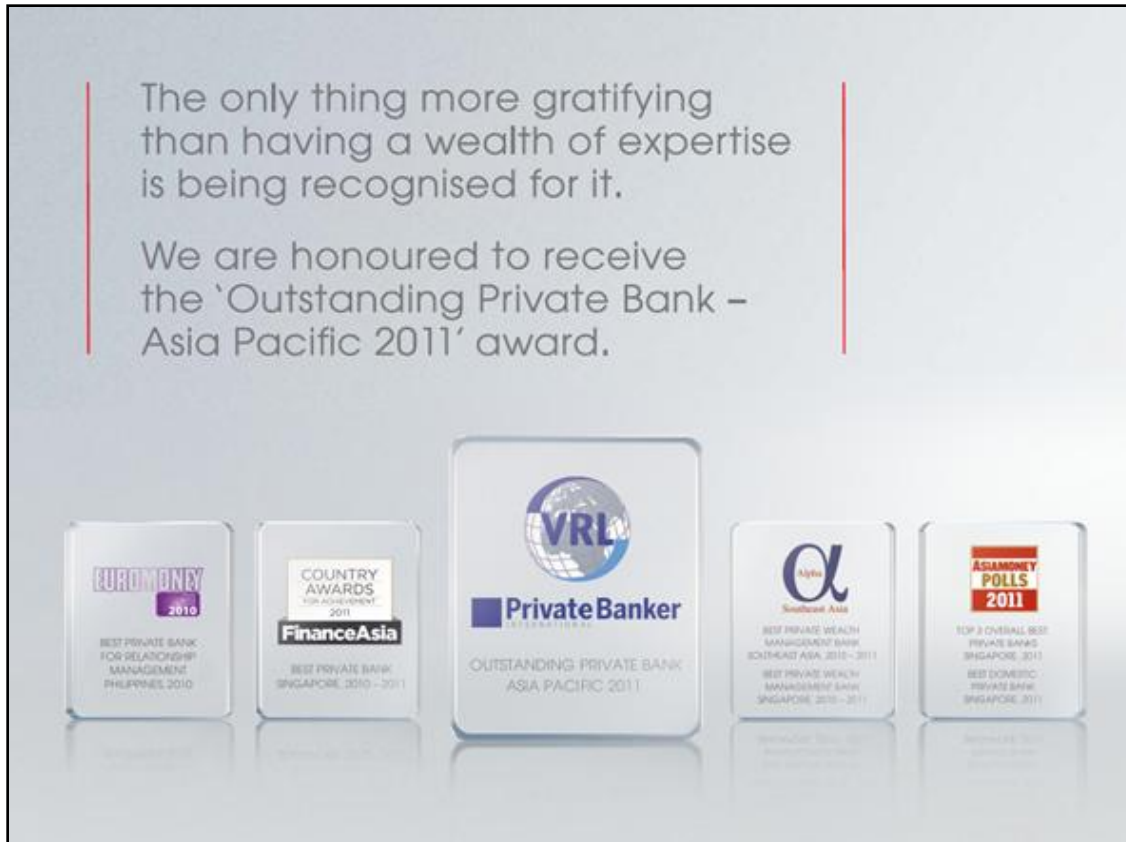
Source: Bloomberg Markets' 2013 ranking of the World's Strongest Banks

- OCBC Bank was ranked the World's Strongest Bank for 2011 and 2012.

# Industry Recognition

Accolades from leading financial journals and surveys

Bank of Singapore's excellence in private banking has been recognised with a string of financial industry awards.



The only thing more gratifying than having a wealth of expertise is being recognised for it.

We are honoured to receive the 'Outstanding Private Bank – Asia Pacific 2011' award.

## Asian Private Banker

- Best Private Bank, Singapore, 2011

## Private Banker International

- Outstanding Private Bank, Asia Pacific, 2011

## FinanceAsia

- Best Private Bank, Singapore, 2010 - 2012

## Asiamoney

- Top 3 Overall Best Private Banks, Singapore, 2011
- Best Domestic Private Bank, Singapore, 2011

## Euromoney

- Best Private Bank for Relationship Management, Philippines, 2010
- Best Private Bank for Range of Investment Products, Philippines, 2010

## Alpha Southeast Asia

- Best Private Wealth Management Bank, Southeast Asia, 2010 – 2012
- Best Private Wealth Management Bank, Singapore, 2010 – 2012

Section 2

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# Private Banking Products



# Our Value Proposition

## Wide Breadth of Product Offerings for Superior Advisory

- Global execution capabilities across all asset classes
- Research coverage of over 800 securities and 31 currencies
- Wealth planning services including estate planning, trust and insurance
- Mortgages and portfolio leverage
- OCBC wholesale and retail services

## Independent Research

- We are not tied to an investment bank. We formulate our own market views
- Top-down strategy from Investment Committee (CIO, Chief Economist, Strategists and product heads)
- 20 research analysts in equities, fixed income, funds and hedge funds, currencies
- Partnership with independent research leaders to supplement research coverage

Product  
Management  
Group

## Genuine Open Architecture

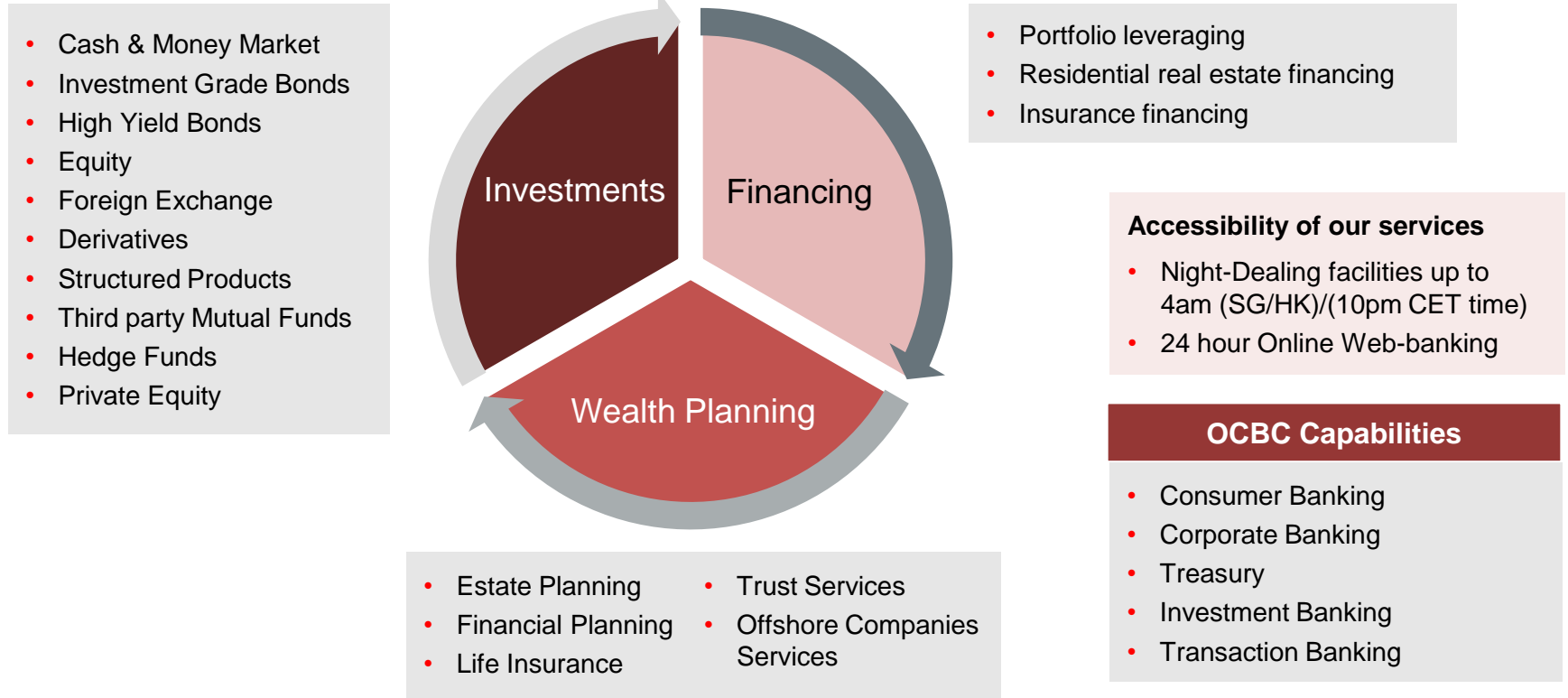
- Global network of counterparties (67 for fixed income, 14 for equity, 43 for derivatives) to provide best execution & competitive pricing
- Best of breed product selection

## Team of Highly Experienced Professionals

- Well-resourced with 75 investment specialists and 4 wealth planning specialists
- Over a third hold advanced degrees or accreditations (eg. MBA, CFA, Master, Ph.D)
- Product management is a separate division from marketing teams for independence of views

# Our Product Suite

Full range of products for wealth creation, preservation and transmission



# Our Publications

Views and ideas from our experts

## Daily

### Newsflow and Investment Dailies

- Daily update on the economy, corporate news and investment ideas

### FX Daily Strategy

- Daily update on FX markets

### Economic Updates

### Equity/Bonds/Funds Recommended Lists

- Key Investment ideas in each asset class

### Individual Securities and FX Research Reports

## Weekly

### Weekly Advisory Updates

- Consolidates our key trading ideas for the week

### Local Currency Bond Report



## Monthly

### Monthly Investment Guide

- Outlines our tactical investment views over 3-6 months

### Model Portfolio Updates

- Represents our high conviction ideas in each asset class (equities, fixed income and funds)



# Fixed Income Capabilities

Backed by an experienced team and extensive network

## 7 highly qualified credit analysts

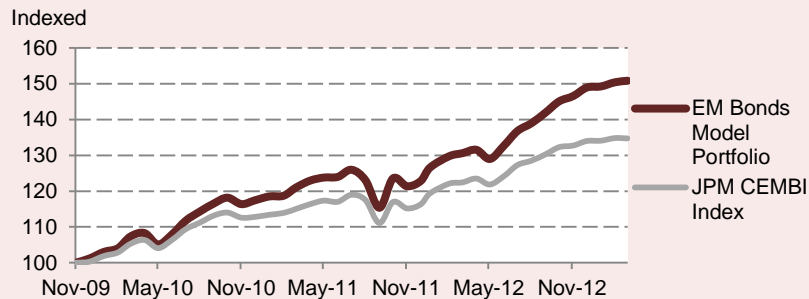
- Average fixed income research experience of 10 years. Senior members possess 20 years of experience
- Cover 175 issuers from 33 countries
- Specialise in **emerging market corporates** and **global banks**

## 7 fixed income trading specialists

- Quality execution due to longstanding relationships with counterparties
- Close collaboration with credit analysts to generate quality ideas

## Manager of Advisory Model Portfolios

Returns	3-mth	2012	Since launch
BOS EM Bonds Model Portfolio	1.3%	21.3%	50.8%
Benchmark	0.5%	15.2%	34.7%
<b>Value added</b>	<b>0.8%</b>	<b>6.1%</b>	<b>16.1%</b>



Source: Bank of Singapore, data as of March 2013. USD is the reference currency; Since launch performance calculated from December 2009. Benchmark refers to the JP Morgan CEMBI Index. Past performance is not indicative of future performance

# Equities Capabilities

Enhanced by strategic partnerships

## 5 experienced equity analysts

- Focusing on Asia ex-Japan equities
- Fundamental and valuation analysis, also taking technical issues into consideration
- Coverage of close to 100 companies with sizable market capitalisation and trading liquidity

## Research partnerships

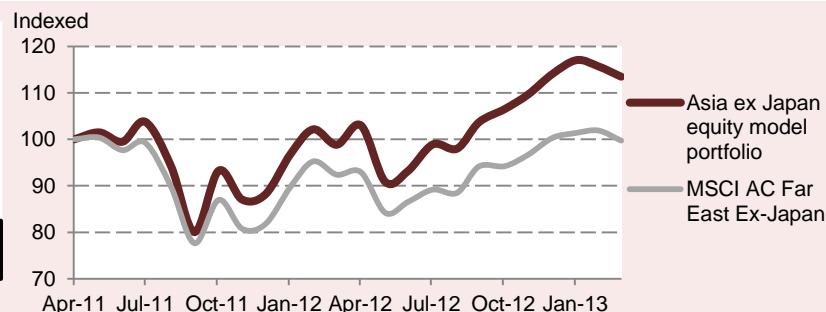
- Partnership with Morningstar, a well-regarded independent research agency, for about 200 developed market companies (US, Europe and Japan)
- Partnership with OCBC Research for 36 SGX-listed stocks

## 7 equity trading specialists and 4 active brokers

- Collaboration with research team to generate high-quality ideas and technical overlay
- Proactive advisory for active clients on trading buys
- Quality execution

## Manager of Advisory Model Portfolios

Returns	3-mth	2012	Since launch
BOS Asia ex Japan Equity Model Portfolio	-0.5%	29.3%	13.5%
Benchmark	-0.6%	22.4%	-0.3%
<b>Value added</b>	<b>0.1%</b>	<b>6.9%</b>	<b>13.8%</b>



Source: Bank of Singapore, data as of March 2013. Equity track record was launched in April 2011.

USD is the reference currency; Benchmark refers to the MSCI APAC ex-Japan Index. Past performance is not indicative of future performance

# Foreign Exchange Capabilities

Proactive advisory with competitive execution

## Research by Chief Economist and Currency Strategist

### Chief Economist

- Responsible for analysing and forecasting global macro developments. Setting the bank's macro strategies
- Over two decades of experience as an economist. Previously Head of Asian Economics at Macquarie Capital Securities

### FX Strategist

- In charge of evaluating and forecasting trends in the foreign exchange market and precious metals
- 17 years of experience in financial research on Asia. Previously a regional economist and financial market strategist with Citibank

## 24h FX trading

- Broad FX-related products such as spot, NDF, DCI, vanilla/exotic options and FX structures
- Proactive and professional advisory by 10 FXICC product specialists to RMs/DDC
- Open architecture with 21 counterparties for most competitive execution
- Strong performance track record of trading ideas
- Close collaboration with RMs to support client needs

# Structured Products Capabilities

Innovative bespoke solutions at competitive prices

## 8 product specialists

- Wide range of structured products across various asset classes including equities, commodities, rates and hybrids
- Innovative products/bespoke solutions at competitive pricings due to access to a large panel of 22 counterparties
- Collaboration with in-house equities research team to identify the best ideas
- Committed and passionate team

Closed structured product ideas	No. of ideas	No. of positive ideas	% positive ideas
YTD May 2013	777	512	<b>85%</b>
2012	1,803	1,497	<b>82%</b>
2011	595	449	<b>75%</b>

▶ Excellent track record of ideas performance

# Third Party Mutual Fund Capabilities

Internal and external research to select best-in-class funds

## Open architecture

- We have direct relationships with over 60 global fund managers

## Team of 6 highly qualified specialists

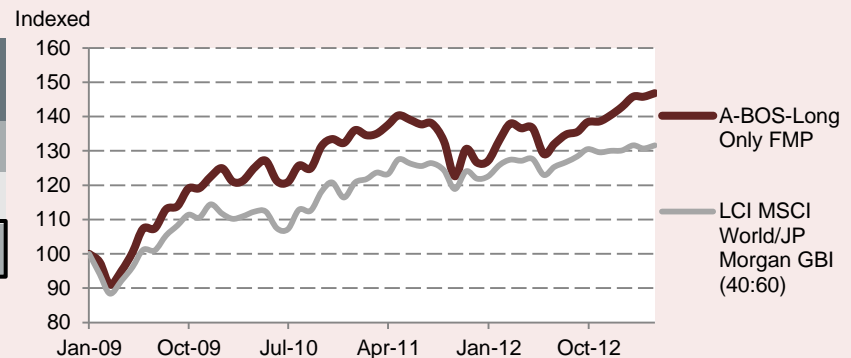
- Possesses asset management & private equity experience

## Rigorous screening of managers

- In-house research supplemented with Mercer Investment Consulting
- For selection of over 100 best-in-class funds out of a universe of 80,000 tradable funds

## Manager of Advisory Model Portfolios

Returns	3-mth	2012	Since launch
BOS Funds Model Portfolio	2.8%	12.4%	46.8%
Benchmark	1.1%	6.2%	31.6%
<b>Value added</b>	<b>1.7%</b>	<b>6.2%</b>	<b>15.2%</b>



Source: Lipper, data as of March 2013. USD is the reference currency; Since launch performance calculated from 1 January 2009. Benchmark is 60:40 JPM GB, MSCI World. Past performance is not indicative of future performance

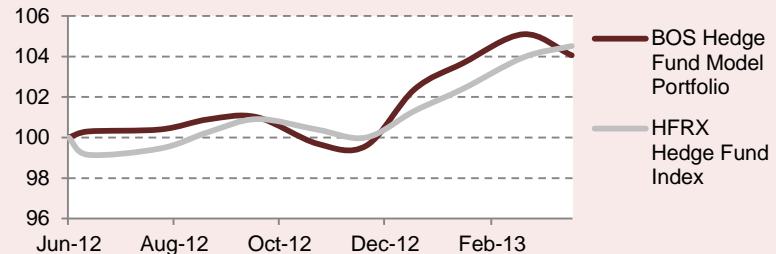


# Hedge Fund & Private Equity

Strategic partnerships to identify preferred funds

## Hedge Fund

- Due diligence/selection in partnership with Lyxor
- 9 preferred funds
- Lyxor proprietary share classes for better transparency and liquidity



Monthly performance of hedge fund model portfolio:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2012	0.84%	-0.46%	0.03%	-0.85%	-1.20%	0.30%	0.10%	0.50%	0.10%	-1.30%	-0.10%	2.80%	<b>0.70%</b>
2013	1.26%	1.38%	-0.99%										<b>1.65%</b>

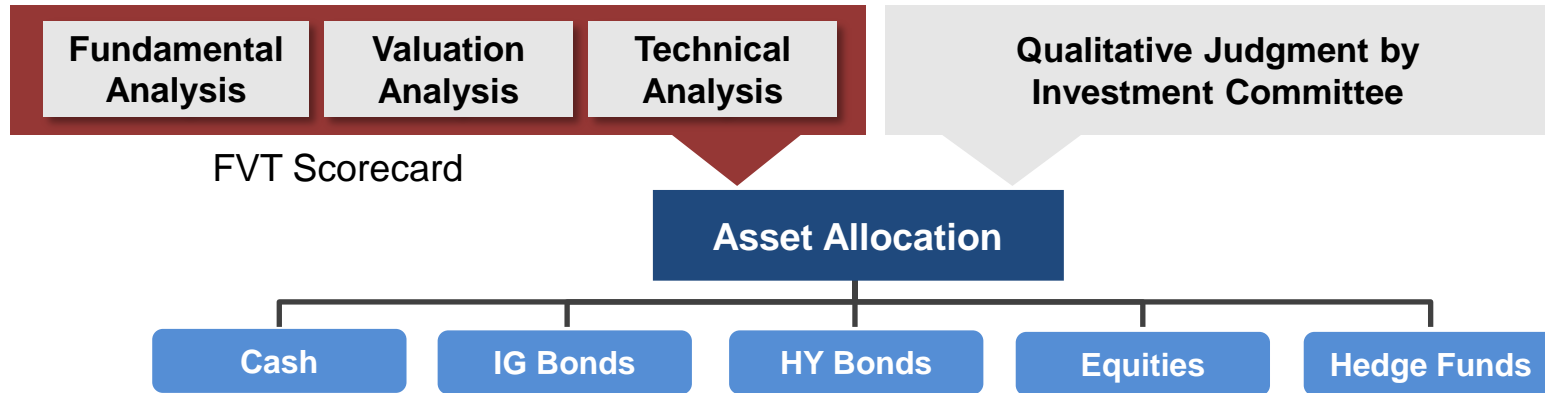
## Private Equity

- In-house due diligence on fund manager's performance, capabilities, investment philosophy and organisation
- 2 to 3 fund launches a year. Currently 16 funds have been launched

Funds raised since financial crisis have shown strong performance:

Fund	Vintage	Performance (Mar 2013)
Partners Group Direct Investments LP	2009	<b>1.24x</b>
Dover Street VIII L.P.	2012	<b>1.78x</b>
Templeton Strategic Emerging Markets Fund IV (Cayman), L.P.	2012	<b>1.25x</b>

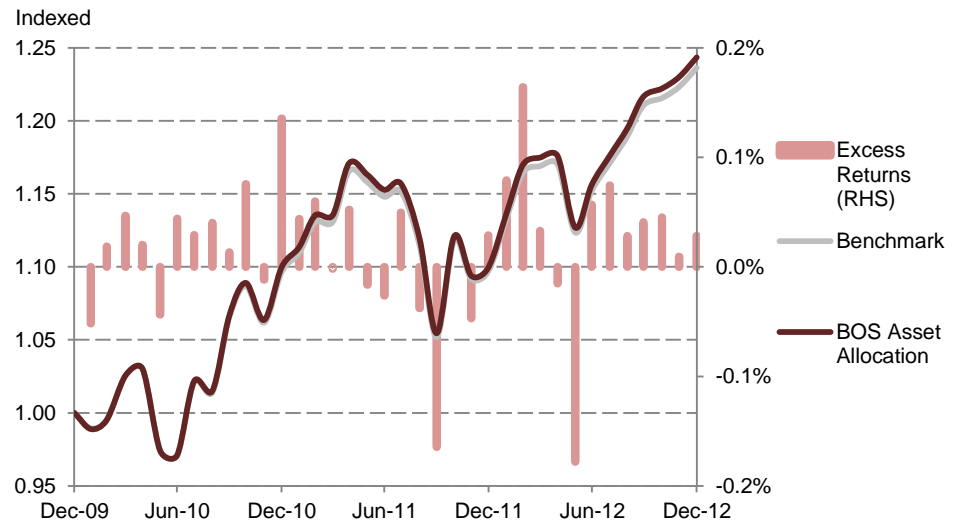
# Asset Allocation Capabilities



- Track record of BOS Asset Allocation:

Returns	2010	2011	2012
BOS Asset Allocation	10.0%	-0.0%	13.1%
Benchmark	9.7%	0.1%	12.7%
<b>Value added</b>	<b>0.3%</b>	<b>-0.1%</b>	<b>0.4%</b>

Source: Bank of Singapore, data as of December 2012. USD is the reference currency; Since launch performance calculated from December 2009.  
 Custom benchmark comprises of 35% MSCI World Index, 35% Merrill Lynch Global Broad Market Corporate Index, 20% JP Morgan CEMBI Composite Index, 5% HFRX Global Hedge Fund Index and 5% LIBOR 1 month USD.  
 Past performance is not indicative of future performance



Section 3

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# Bank of Singapore's Solutions

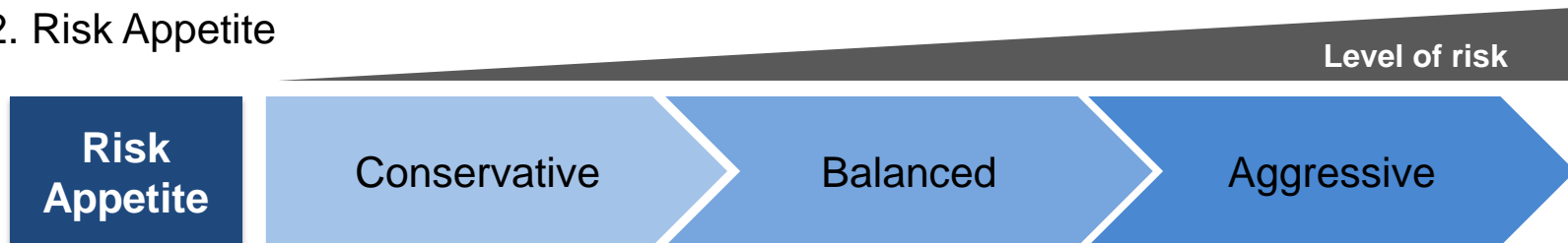
# Tailored Solutions To Meet Your Needs

Investment solutions based on individual service profile and risk appetite

## 1. Service Profile

	Level of client involvement		
	Discretionary	Advisory	Active Trading
<b>Service Profile</b>	You delegate all investment decisions to us within an agreed framework	You wish to follow our investment strategy but retain the final decision over individual trades	You trade actively without an asset allocation framework
<b>Typical Investments</b>	Multi/single asset class Long term view	Multi to single asset class Medium to long term view	Single asset class Short term view
<b>Product Specialist Involvement</b>	Dedicated discretionary portfolio manager	-	Direct access to dealing room Possibility of dedicated dealer

## 2. Risk Appetite

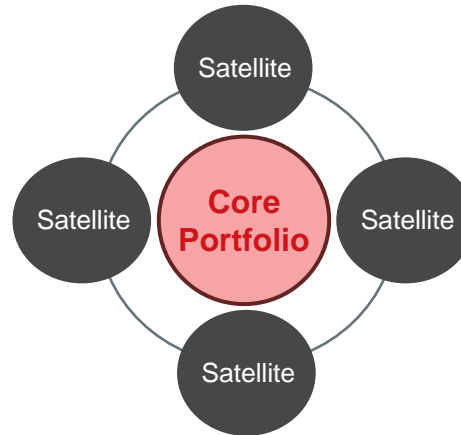


# Our Core-Satellite Investment Philosophy

Our flexible approach in constructing clients' portfolios provides for **short-term opportunities** while focusing on **long-term goals**.

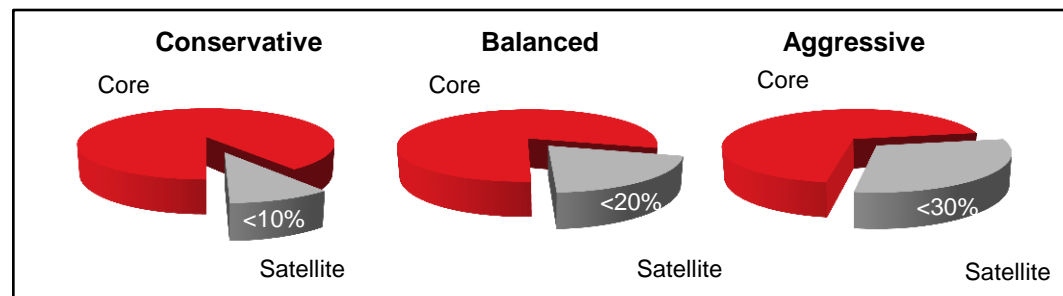
## CORE PORTFOLIO

- Reflects your **long term** goals and risk appetite translated into a strategic **asset allocation** from which you don't deviate much
- **Active management** through tactical deviations and security selection
- **Portfolio approach** for risk control
- Use liquid and transparent asset classes (IG bonds, HY bonds, equities, cash)
- BOS model portfolios as building blocks



## SATELLITE INVESTMENTS

- **Tactical Themes**
  - Usually expressed through funds, ETFs or structured products
- **Short-Term Trading**
  - **Opportunistic**, exploiting market mispricing
  - Based on technicals and momentum



# Discretionary Portfolio Management (DPM)

Robust and structured processes

## Award-winning Team

- 6 discretionary portfolio managers
- Average of 14 years of asset management experience

## Robust risk management process

- Strict sell discipline
- Dynamic asset allocation
- Portfolio diversification

## Structured process and team approach for performance consistency



# Discretionary Portfolio Management (DPM)

Different mandates to meet individual investors' needs

	MIXED ASSETS				EQUITY	BONDS		
	Defensive	Balanced Income	Balanced	Growth	Asia/ Global/ S'pore	High Grade Bond	Hybrid Income	High Yield Bond
Cash	5% (0-40%)	5% (0-40%)	5% (0-40%)	5% (0-40%)	5% (0-50%)	5% (0-50%)	5% (0-50%)	5% (0-50%)
IG Bond	65% (40-80%)	50% (25-75%)	35% (20-60%)	15% (0-40%)		95% (50-100%)	45% (25-75%)	- (0-50%)
HY Bond	10% (0-20%)	25% (0-40%)	20% (0-40%)	20% (0-40%)		- (0-10%)	50% (25-75%)	95% (50-100%)
Equity	20% (0-40%)	20% (0-40%)	40% (20-60%)	60% (40-80%)	95% (50-100%)			

Note: Percentage shows the Central Allocation for the asset class. We may invest above or below the Central Allocation based on investment outlook, subjected to the Range (shown in brackets below Central Allocation) that is prescribed for the asset class.

# Excellent DPM Track Record

Portfolios	Inception date	YTD Mar 2013 performance (gross)	2012 performance (gross)	Performance since inception (gross)	Benchmark since inception	Difference
<b>Core Portfolios</b>						
Defensive	Jan-10	1.4%	16.4%	28.4%	27.7%	0.7%
Balanced Income	Mar-13	0.3%	N/A	0.3%	0.1%	0.2%
Balanced	Jan-07	2.8%	16.1%	21.2%	19.0%	2.2%
Growth	Jan-10	3.9%	14.9%	21.7%	28.1%	-6.4%
Singapore Defensive (in SGD)	May-02	2.4%	11.7%	72.9%	59.1%	13.8%
<b>Bond Portfolios</b>						
High Grade Bond	Jan-10	0.4%	16.5%	31.0%	26.4%	4.6%
Hybrid Income	Jan-10	1.6%	18.3%	34.2%	29.7%	4.5%
High Yield Bond	Jan-07	2.8%	20.4%	35.2%	22.2%	13.0%
<b>Equity Portfolios</b>						
Global	Jan-07	4.7%	11.7%	1.5%	5.8%	-4.3%
Asia	Jan-08	-3.0%	26.3%	13.7%	2.4%	11.3%
Singapore Equity (in SGD)	May-10	4.6%	31.9%	28.1%	16.6%	11.5%
<b>Fund Portfolio</b>						
Balanced Fund	Sep-10	1.6%	12.9%	15.9%	14.4%	1.5%
Growth Fund	Sep-10	2.5%	14.0%	19.1%	18.4%	0.7%
Equity Fund	Jan-08	4.0%	14.5%	1.8%	-4.3%	6.1%

Source: Bank of Singapore, data as of March 2013. USD is the reference currency; portfolio performance is gross of fees.



# Premium Trading Services

Catered to clients with complex needs

## Premium FX

- A **premium service** for our top-tier clients who trade actively and/or have complex currency requirements
- **5 dedicated dealers** for **personalised service** and fast, pro-active advice
- **Direct access** to our currency strategist

## Your benefits at a glance



**Dedicated dealer**



**Direct access to Currency Strategist**



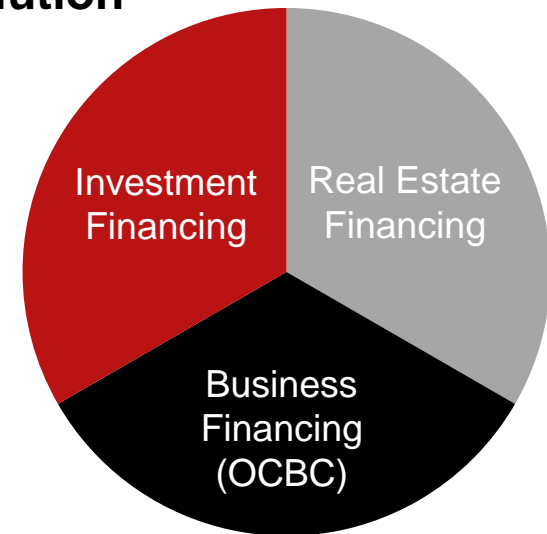
**Customised advice**

# Lending Solutions

Portfolio approach to enhance investor protection

## Innovative Investment Portfolio Leverage Solution

- **Adoption of a portfolio approach in determining loan advance rates**
  - As opposed to individual security approach
- **Diversified portfolios = better gauged advance ratios**
  - Low correlation between different asset classes are recognised in highly diversified portfolios
- **Better investor protection against event risk**
- **Prudent approach to loan extension**
  - Risk of alternate portfolio can be determined when constructing portfolio



## Real Estate Financing

- **Residential and commercial property**
  - Singapore, Hong Kong, London, and other locations on case by case basis

# Physical Gold Services

Trading and storing gold in a highly secure environment

Swiss-designed storage facility at Singapore Freeport, in a duty-free zone

Client has full ownership of the gold bar, which is uniquely identifiable.

We only trade good delivery bars that meet certain gold specifications set by LBMA\*

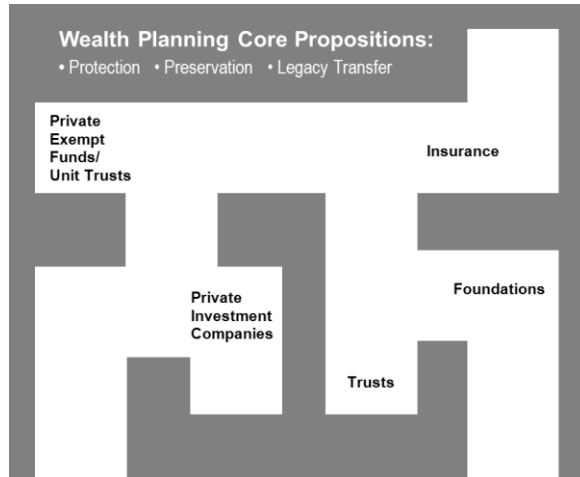
The bars are transported and stored by accredited couriers and storage facilitators to safeguard the quality of the gold bar

\* London Bullion Market Association, which represents interested participants in the wholesale bullion market. Weight of a standard bar is approximately 400 oz and of fineness that equals or exceeds 995 (1kg = 32.15 oz)



# Wealth Planning

Innovative solutions for wealth protection, preservation and legacy transfer



Besides wealth accumulation, equally important is its **protection** and **eventual use** of the assets, whether to benefit future generations or contribute to preferred causes

Our tailored wealth planning solutions provide enhanced protection of clients' assets, manage tax liabilities, cater for beneficiaries or create structures for charitable giving

Our innovative approach includes combining financing facilities and insurance policies with wealth planning to create large immediate estate

# Wealth Planning

Secure your future with trust & insurance offerings

## Strengths of our trust offering

- **Wide choice of jurisdictions & flexible product features**
  - In-house trust companies in Jersey & Singapore
  - Network of external providers
- **Full ownership of trust assets' investment strategy**
  - Ability to dictate asset management & investment strategies both during and after settlor's demise
- **Flat fee price structure for in-house solutions**

## Strengths of our insurance offering

- **Pioneers** in universal life and keyman insurance strategies
- **Vast choice of solutions**
  - Unparalleled network of brokers
  - Great Eastern's history of over 100 years adds to our experience in insurance advisory
- **Provision of financing, up to 80% of premium**
  - Small initial capital to create large immediate estate
- **Yield enhancement** derived through investment portfolios
  - Strength of Bank of Singapore's DPM & bonds teams provide additional returns

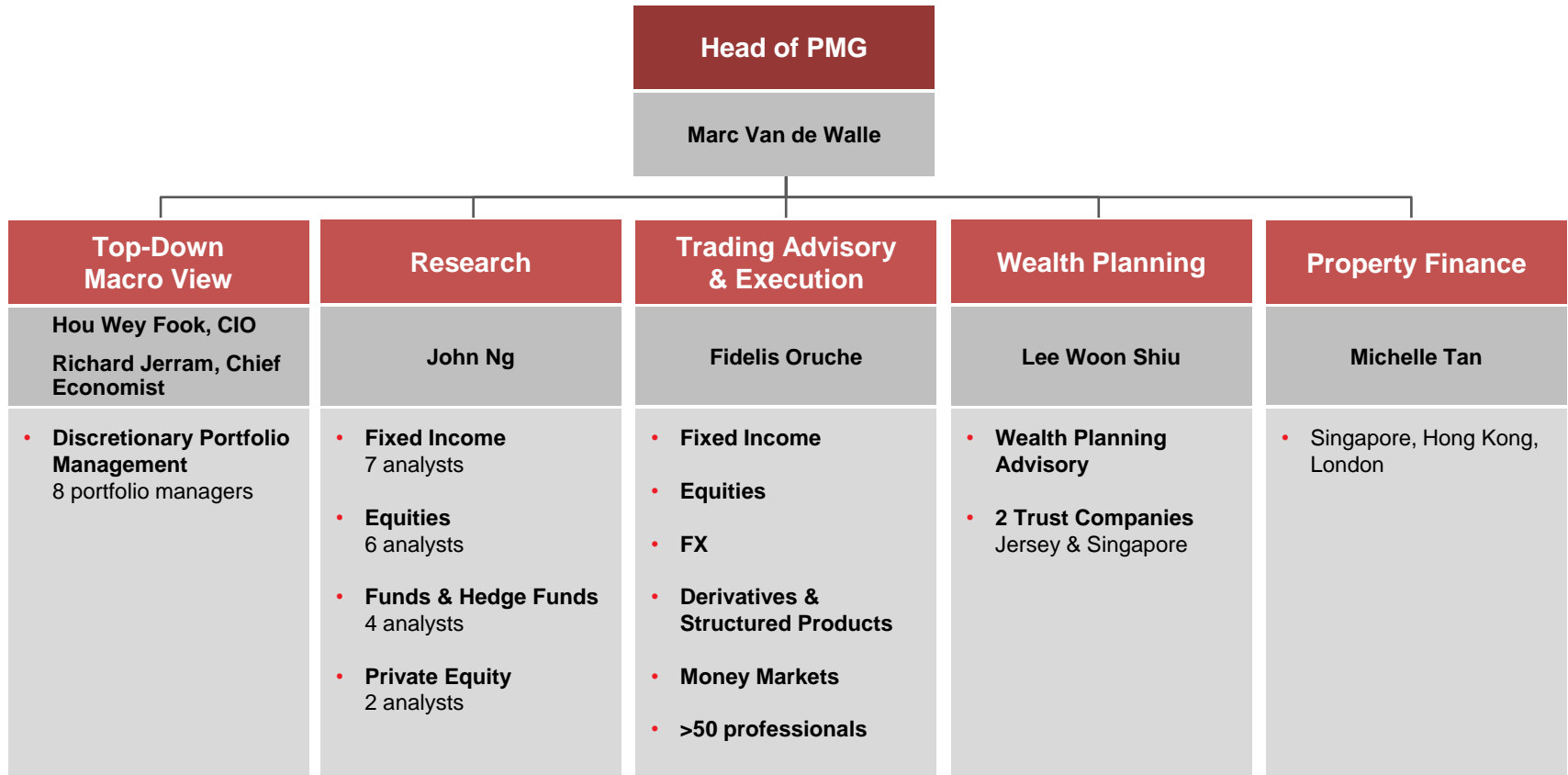
Section 4

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# Product Management Group

# The Product Management Group







Our organisation structure and services provided



24h direct access to dealing room

# The Product Management Group






## PMG senior management bios

						
	<b>Marc Van de Walle</b> CFA	<b>Hou Wey Fook</b> CFA	<b>Richard Jerram</b> CFA, PhD	<b>Fidelis Oruche</b>	<b>John Ng</b>	<b>Lee Woon Shiu</b>
<b>Position</b>	<b>Head, Product Management</b>	<b>Chief Investment Officer</b>	<b>Chief Economist</b>	<b>Head of Trading Advisory &amp; Product Development</b>	<b>Head of Research</b>	<b>Head of Wealth Planning</b>
<b>Years of Experience</b>	<b>20</b>	<b>26</b>	<b>22</b>	<b>16</b>	<b>20</b>	<b>18</b>
<b>Previous Firms</b>	ING Belgium/ Luxembourg, ING Asia Private Banking	Government of Singapore Investment Corp (GIC), OCBC Asset Management	Macquarie Capital Securities, ING, Economist Intelligence Unit, Kleinwort Benson International, Mitchinson Napier Bedford & Co	Merrill Lynch, AIG Trading, Lehman Brothers, Standard Chartered Bank, RBC Capital Markets	ING Asia Private Banking, Fortis Group, BNP Paribas, Overseas Union Bank	Merrill Lynch Inc, ING Asia Private Bank



# The Product Management Group

## PMG senior management bios

						
	<b>Todd Schubert</b> CFA	<b>Sean Quek</b> CFA	<b>Chandrima Das</b>	<b>Michelle Tan</b>	<b>Evanz Cheong</b>	<b>Sim Moh Siong</b>
<b>Position</b>	<b>Head, Fixed Income Research</b>	<b>Head, Equity Research</b>	<b>Head, Funds Research</b>	<b>Head, Property Finance</b>	<b>Deputy Head, TAPD &amp; Head of Sales</b>	<b>Currency Strategist</b>
<b>Years of Experience</b>	<b>20</b>	<b>15</b>	<b>15</b>	<b>18</b>	<b>17</b>	<b>17</b>
<b>Previous Firms</b>	Government of Singapore Investment Corp (GIC); Deutsche Bank, GE Financial	Credit Suisse	ING Investment Management, Prudential Asset Management, Standard Chartered Bank, Kotak Securities	Wachovia Capital Markets, Credit Suisse First Boston	ING Asia Private Bank, Bank Brussels Lambert	Citibank, IDEAGlobal




# The Product Management Group

## PMG senior management bios

						
	<b>Ong Hock Ann</b>	<b>Joanna Cheng</b>	<b>Phillip Phua</b>	<b>Edward Tan</b>	<b>Jean Chia</b>	<b>Jimmy Ho</b>
<b>Position</b>	<b>Head, Money Market</b>	<b>Head, TAPD Fixed Income</b>	<b>Head, FX Internal Customers</b>	<b>Head, FX Premium</b>	<b>Head, Equity Advisory &amp; Sales</b>	<b>Head, Night Desk, TAPD FX</b>
<b>Years of Experience</b>	<b>25</b>	<b>21</b>	<b>29</b>	<b>16</b>	<b>19</b>	<b>25</b>
<b>Previous Firms</b>	<b>Bankers Trust, Chemical Bank, HSBC, Credit Agricole</b>	<b>ING Asia Private Bank, Philippine Commercial International Bank</b>	<b>Bank of America, Deutsche bank, CommerzBank, Bank Brussels Lambert, ING Asia Private Bank</b>	<b>UBS</b>	<b>SPH, Allianz Global Investors, UBS AG</b>	<b>Astley &amp; Pearce, Harlow Ueda Sassoon, BBL, ING</b>

# The Product Management Group

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	<b>Andy Tse</b>	<b>Janet Ho</b>	<b>Charles Hotton</b>
<b>Position</b>	TAPD (Hong Kong)	VP, OCBC Trustee Limited	MD, BOS Trust Jersey
<b>Years of Experience</b>	15	17	25
<b>Previous Firms</b>	Citibank	Koh & Choo, Asia Pulp & Paper Company Ltd, Federal Trust (Far East) Limited, Camelot Trust Pte Ltd	Coutts, Allied Irish Bank, Swiss Bank Corporation, ING Trust Company

Thank You



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