

Press Release

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## **UOB (Singapore) awarded SME Bank of the Year for 2016**

- **UOB, a dominant SME bank in Singapore, continued to exhibit a growing presence in overseas markets**
- **UOB's tertiary education programme seeks to help bankers understand and meet the needs of SMEs**
- **UOB has forged a strategic partnership with a leading global equity crowdfunding platform, OurCrowd**

Hong Kong, March 16th 2016 — **UOB (Singapore)** was awarded **SME Bank of the Year for 2016** at The Asian Banker's International Excellence in Retail Financial Services 2016 Awards ceremony, held in conjunction with the region's most prestigious retail banking event, the Excellence in Retail Financial Services Convention. The ceremony was held March 16th 2016 at the W Hotel, Hong Kong.

### **UOB, a dominant SME bank in Singapore, continued to exhibit a growing presence in overseas markets**

UOB has successfully extended SME loans in Singapore for the last three years, securing a market share of 30%. Through its FDI advisory services, UOB's overseas SME business has strong footprints in Indonesia, Malaysia, Thailand, Hong Kong and China. The bank has made significant investments in digitising channels and has used data and analytics to monitor the credit quality of its SME customers. UOB has been a leader in taking part in government-initiated funding programmes for SMEs and has run several partnerships (with Google, Temasek, etc.) to enable these businesses to realise their growth ambitions.

### **UOB's tertiary education programme seeks to help bankers understand and meet the needs of SMEs**

In 2015, UOB teamed up with Singapore Management University to offer the UOB-SMU Banker's Executive Certificate programme. The programme aims at providing skills and knowledge to small businesses that seek bank assistance in taking their businesses across borders. The programme endeavours to provide practical skills training related to regulatory frameworks, credit and risk management, trade financing, etc. As a progressive initiative by the bank, it prepares Relationship Bankers in understanding the expansion demands of small businesses. The programme is also part of UOB's career development programme to encourage continuous skills and development training among employees.

### **UOB has forged a strategic partnership with a leading global equity crowdfunding platform, OurCrowd**

In nurturing the growth of small businesses, UOB partnered with Israel-based equity crowdfunding platform, OurCrowd. UOB will invest S\$13.93 million (US\$10 million) so that

Asian SMEs with differentiated and highly scalable technology products and services can transform their ideas or concepts into viable business models. These small businesses would also get an opportunity to access OurCrowd's global investor network to expand their businesses abroad. The collaboration is expected to bring together UOB's depth of experience in dealing with Asian entrepreneurs and SMEs and OurCrowd's expertise in investing in some of the world's most promising start-ups through equity crowdfunding.

About 200 senior bankers from award-winning banks in 29 countries across the Asia Pacific, the Middle East, Central Asia, and Africa attended the Excellence in Retail Financial Services Convention, which recognises banks' efforts in bringing superior products and services to their customers. The awards programme, administered by The Asian Banker and refereed by prominent global bankers, consultants, and academics, is the most prestigious of its kind.

A stringent evaluation process across three months based on a balanced and transparent scorecard determines the winners of The Asian Banker International Excellence in Retail Financial Services Awards, and the positions of various retail banks in the region.

### **About The Asian Banker**

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The company is headquartered in Singapore, with offices in Manila, Malaysia, Hong Kong, Beijing, and Dubai, as well as representatives in London, New York, and San Francisco. It has a business model that revolves around three core business lines: publications, research services, and forums.

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