

BANK OF AMERICA MALAYSIA

Financial Data For 1993 Retail Operations

	(RM)
Net Interest Revenue	9,278,562
 <u>Fee & Spread Revenue By Retail Product</u>	
Overdraft - Planned	2,151,673
Savings Deposit	204,209
Traveller's Cheques Issued	5,331
Traveller's Cheques Cashed	7,942
Overdraft - Unplanned	154,463
DT Fixed Time Deposit Consumer	1,743,315
Other Retail Product	5,011,629
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Total	9,278,562

Source : Bank of America Malaysia.

APPENDIX A (CONTINUE)

BANK OF AMERICA MALAYSIA

Financial Highlights

Financial Data (RM Million)	December 31 1990	December 31 1989
Total Assets (include contra items)	3,435	2,631
Total Assets (exclude contra items)	749	624
Loans & Advances	631	538
Deposits	576	391
Net Working Funds	112	127
Profit Before Tax	12	23
Profit After Tax	7	23

Source : Association of Banks, Malaysia.

INTERVIEW LIST OF BANKS AND OTHER INSTITUTIONS

Foreign Banks

ABN-AMRO Bank

Bank of America Malaysia

Bank of America Singapore

Citibank

Deutsche Bank

Standard Chartered Bank

Local Banks

Development & Commercial Bank

Maybank

Public Bank

Finance Company

Public Finance

Government Institutions

Bank Negara Malaysia

Department of Statistics

Ministry of Finance

Other Institutions

Association of Banks

Hong Leong Property Development

ASSUMPTIONS AND CALCULATIONS

The terms "household" and "household income" used in this report have the same meanings given in the Year Book of Statistics published by the Department of Statistics, Malaysia.

Household

"Household" is defined as person or persons who make arrangements individually or in groups for providing themselves with food or other essentials for living.

Household Income

"Household Income" is the sum of household money income and household income in kind which are of a recurring nature accruing to the household or to individual members of the household regularly at annual or at more frequent time intervals.

The information on households income distribution comes from a report by Rahim and Company. The relevant chapter in the report is Chapter 1 --- "Population, Households, Employment and Income." The figures in the chapter pertained only to Kuala Lumpur so we extrapolated this data to arrive at total figures for Malaysia.

Market Size

The size of a particular product market was assumed to be that amount that commercial banks and finance companies loaned out to that sector in a particular year. The figures were taken from Bank Negara Monthly Statistical Bulletin. The figures for year 2000 were calculated by taking the lowest value of the growth rate range and extrapolating to year 2000.

Market Share

The market share of foreign and commercial banks were taken from Bank Negara documents. In cases where these numbers had to be estimated, we took the average figure of the ranges provided to us by bankers we interviewed.

Growth Rate

The figures for growth rate per product were taken from various Bank Negara documents, e.g., Annual Reports and Statistical Bulletins.



ANNOUNCEMENT

We are pleased to announce that we have received approval from all the relevant authorities to incorporate locally a bank in Malaysia. Effective 1 September 1994, the banking business of Bank of America National Trust and Savings Association in Malaysia will operate under the name of:

Bank of America Malaysia Berhad

Bank of America Malaysia Berhad, a company incorporated in Malaysia, is fully owned by Bank of America National Trust and Savings Association.

The High Court has granted a Vesting Order for Bank of America National Trust and Savings Association to transfer all its banking business in Malaysia to Bank of America Malaysia Berhad.

The order confirms a scheme approved by the Honourable Minister of Finance, under Section 49(7) of the Banking and Financial Institutions Act, 1989, for the transfer of the banking business of Bank of America National Trust and Savings Association in Malaysia to Bank of America Malaysia Berhad with effect from 1 September 1994.

On 1 September 1994, Bank of America Malaysia Berhad will be vested with all the assets, liabilities, rights, interest and instructions including mandates and consent in respect of the banking operations of Bank America National Trust and Savings Association in Malaysia.

Our current postal address as well as telephone, telex and facsimile numbers will remain unchanged.

There will be no change in the business relationships with our customers, suppliers, associates and any party with whom we have business dealings. We will continue to serve you as before.