**BANK OF AMERICA MALAYSIA**

Financial Data For 1993 Retail Operations

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

Source: Bank of America Malaysia.
BANK OF AMERICA MALAYSIA

Financial Highlights

<table>
<thead>
<tr>
<th>Financial Data (RM Million)</th>
<th>December 31 1990</th>
<th>December 31 1989</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets (include contra items)</td>
<td>3,435</td>
<td>2,631</td>
</tr>
<tr>
<td>Total Assets (exclude contra items)</td>
<td>749</td>
<td>624</td>
</tr>
<tr>
<td>Loans &amp; Advances</td>
<td>631</td>
<td>538</td>
</tr>
<tr>
<td>Deposits</td>
<td>576</td>
<td>391</td>
</tr>
<tr>
<td>Net Working Funds</td>
<td>112</td>
<td>127</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>12</td>
<td>23</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>7</td>
<td>23</td>
</tr>
</tbody>
</table>

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.
Bank of America

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.

Branch 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.