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## UCBH Holdings, Inc. Q4 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

(Operator Instructions). Your first question comes from the line of Aaron Deer from Sandler O'Neill.

#### Aaron Deer - Sandler O'Neill & Partners

I was just wondering if I could get some detail on the portfolio in New York, especially as it relates to construction, office, and hospitality.

#### Thomas Wu

Absolutely. Actually we also looked at that 100% during the quarter in terms of the review, and that portfolio is very stable. At this point, we don't see any weakness in our portfolio at this point.

#### Aaron Deer - Sandler O'Neill & Partners

Can you provide a sense of what the size of those individual pieces are?

#### Doug Sherk

When we break down the construction portfolio, mostly you're looking at commercial construction which does make up the majority of the New York portfolio. I think when you look at the percentage that we have for New York, that is mostly commercial construction with a bit of condo construction in there as well. We don't have a further breakdown on the hotel, hospitality, or office for you, but we could follow up with you offline.

#### Aaron Deer - Sandler O'Neill & Partners

I saw the latest stats coming out of the ports of LA and Long Beach show trade activity done like 20% year over year. I am wondering are any of your customers making note of that decline, and how is it impacting them both here and in China.

#### Thomas Wu

First of all, I think as much as we've grown our commercial portfolio nicely in the last couple of years, market share is still very small, and we actually have been in very close contact with our customers regarding their trade activity. Some actually have experienced some slowdown, but the high quality ones are actually experiencing pretty good or stable business at this point because some of the low quality and low-margin importers will probably be having more impact than the higher quality, higher

margin business because of the economy. So, we have been monitoring this very carefully, some of the slowdown, and then we will continue to address it by looking at the commitment and looking at the accounts receivable and inventory as well, so these are things that we are planning actually very aggressively to make sure that we continue to feel comfortable with our portfolio performance.

**Operator**

Our next question comes from the line of Joe Morford from RBC Capital Markets.

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