



Analyst Presentation FY18 Results CIMB Group Holdings

28 February 2019



Key Financial Highlights

Net Profit (RM)[^]

4,656mil

+4.0% Y-o-Y

ROE[^]

9.6%

Flat Y-o-Y

Gross Loan (RM)[~]

343.8bil

+7.0% Y-o-Y

Cost-to-Income[^]

52.6%

-80bps Y-o-Y

Loan Loss Charge

0.41%

-28bps Y-o-Y

CET1

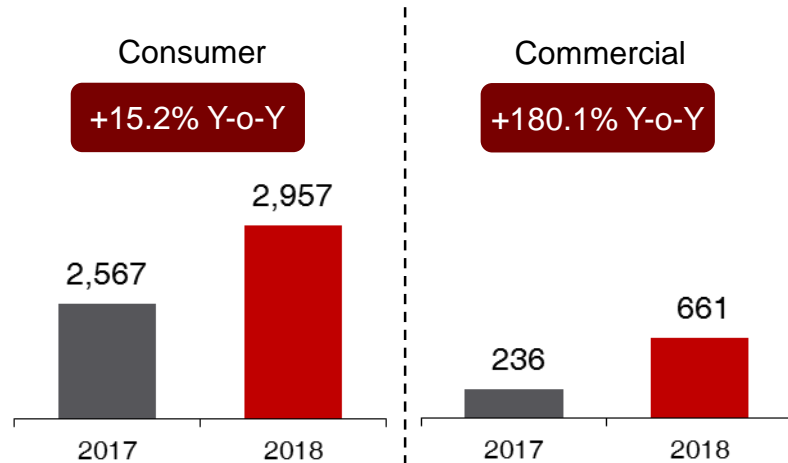
12.6%

+40bps Y-o-Y

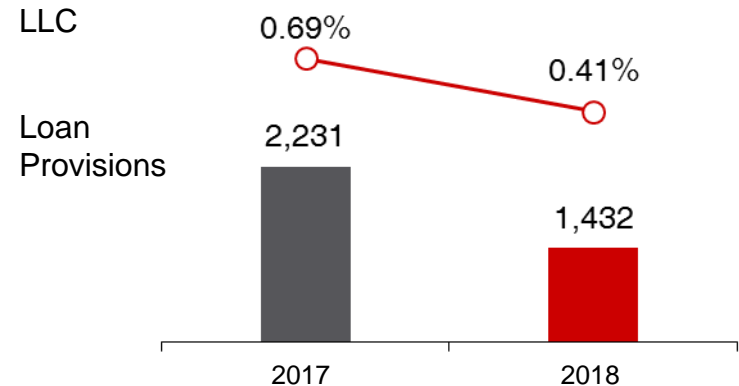
Notes: [^] Includes CSI gain of RM163mil. Excludes CPAM & CPIAM gain of RM928mil
[~] Excluding bad bank

Key Business/Operational Highlights

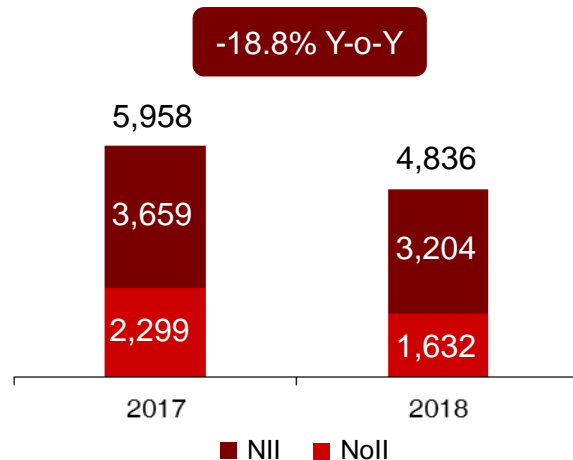
Consumer and Commercial Banking Did Well (RM 'mil)



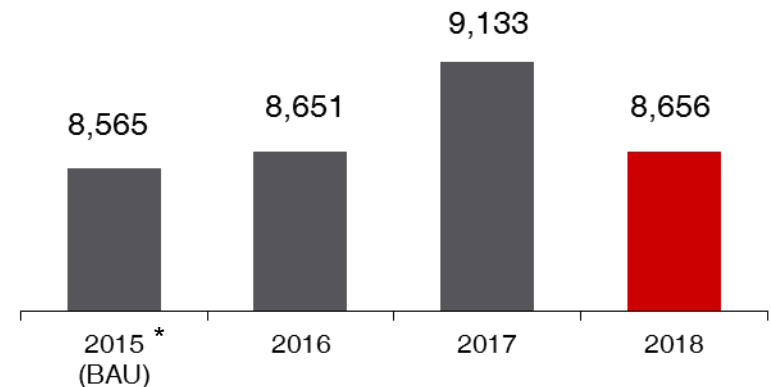
Positive Provisions Trajectory (RM 'mil)



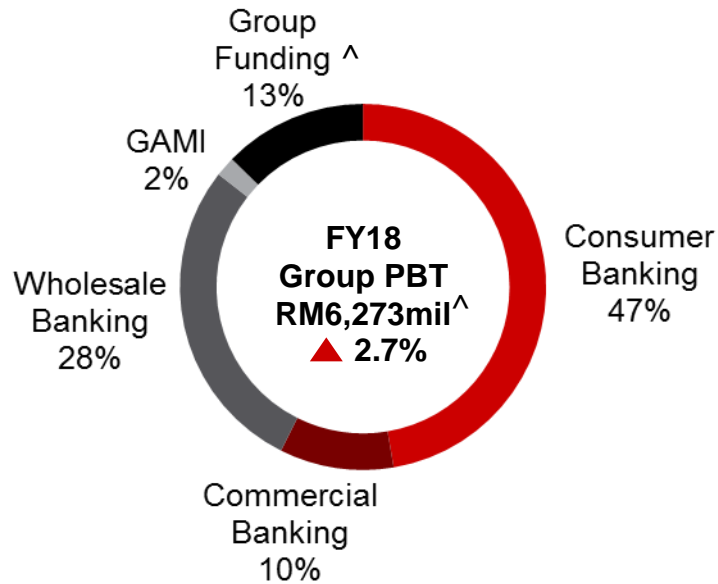
Weaker Wholesale Banking Revenue (RM 'mil)



Strict Cost Controls Operating Costs (RM 'mil)



PBT By Segment

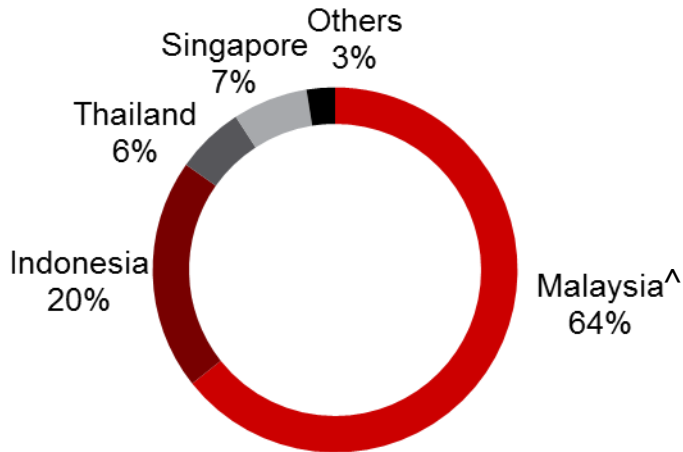


- Consumer Banking did well YoY, but weaker QoQ from higher opex & provisions
- Commercial Banking improved from lower provisions
- Wholesale Banking: Weaker YoY markets and lower QoQ provisions
- GAMI lower from deconsolidation of CPAM & CPIAM
- Group Funding higher from gain on sale of 50% of CSI

	Consumer Banking	Commercial Banking	Wholesale Banking	GAMI	Group Funding [^]
Y-o-Y	▲ 15.2%	▲ 180.1%	▼ 31.7%	▼ 16.7%	▲ 30.1%
Q-o-Q	▼ 19.8%	▲ 8.0%	▲ 37.3%	▼ 177.8%	▲ 65.9%

Note: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

PBT By Country









- Malaysia: Lower YoY due to Wholesale. Consumer remained strong
- Indonesia: Steady performance from lower provisions. Excluding FX PBT +11.4% YoY
- Thailand: Lower provisions YoY. QoQ drop from higher opex and loss on sale of NPLs
- Singapore: Improved from deconsolidation of CSI

	Malaysia [^]	Indonesia	Thailand	Singapore
Y-o-Y	▼ 7.5%	▼ 1.6%	▲ 116.8%	▲ 23.7%
Q-o-Q	▲ 2.8%	▲ 32.6%	▼ 56.1%	▲ 0.9%

Notes: Excluding HQ costs, which mainly comprise of funding costs

[^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

Performance vs 2018 Target

	FY18 BAU [^]	FY18 Target
 ROE	9.6%	10.5%
 Dividend Payout Ratio	50.8%	40% - 60%
 Total Loan Growth *	7.0% (7.4%**)	6.0%
 Loan Loss Charge	0.41%	0.55% - 0.60%
 CET 1 (CIMB Group)	12.6%	12.0%
 Cost to income	52.6%	50.0%

Notes: [^] Includes CSI gain of RM163mil. Excludes CPAM & CPIAM gain of RM928mil

* Excluding bad bank

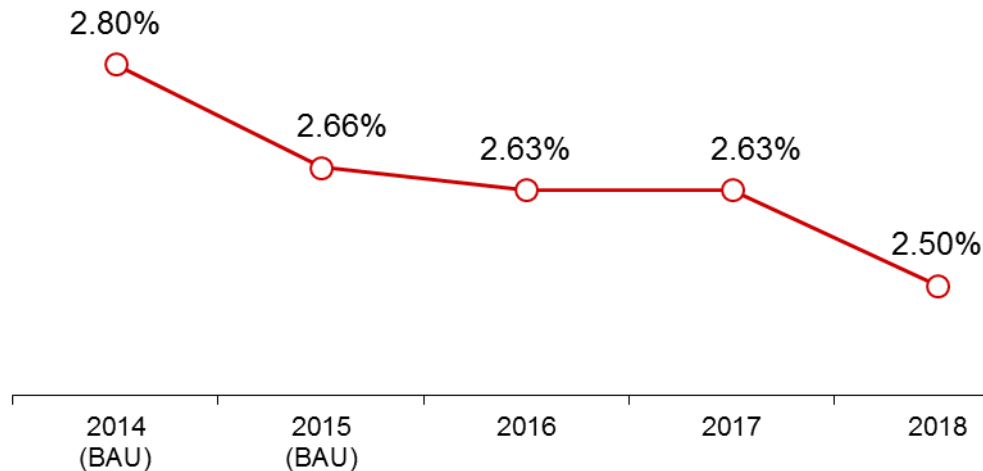
** Excluding FX fluctuations

FY18 Financials

Operating Income

(RM 'mil)	FY18 BAU [^]	Y-o-Y	4Q18	Q-o-Q BAU [^]
Net interest income	11,904	(2.5%)	3,035	1.2%
Non interest income	4,550	(16.0%)	1,040	(8.8%)
Total	16,454	(6.6%)	4,075	(1.6%)

Net Interest Margin*



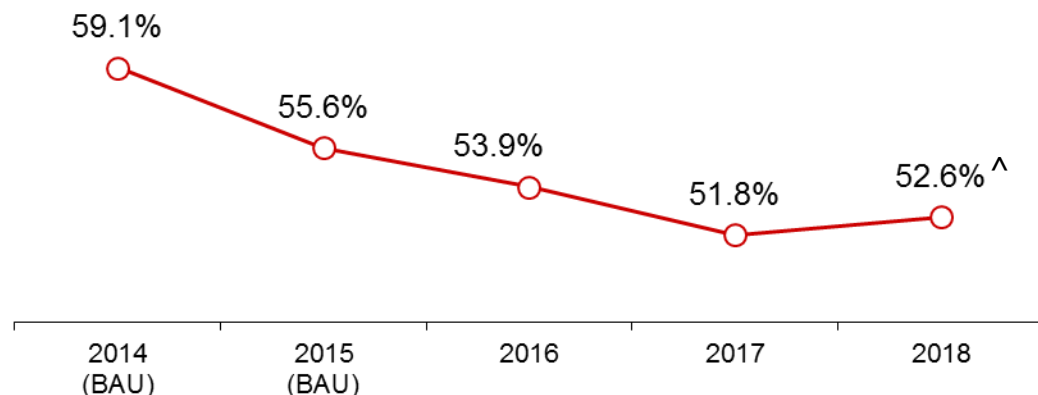
- Operating income declined 6.6% YoY due to weak MY markets
- Softer NII from Commercial, Wholesale and CIMB Niaga
- NIM declined 13bps YoY mainly due to compression in ID and year-end pressure in MY

Notes: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM11mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil
* Annualised

Operating Expenses

(RM 'mil)	FY18	Y-o-Y	4Q18	Q-o-Q
Personnel	4,927	(6.2%)	1,255	0.4%
Establishment	1,947	(8.6%)	494	3.1%
Marketing	351	16.2%	150	123.9%
Admin & General	1,431	(1.1%)	370	1.9%
Total	8,656	(5.2%)	2,269	5.1%

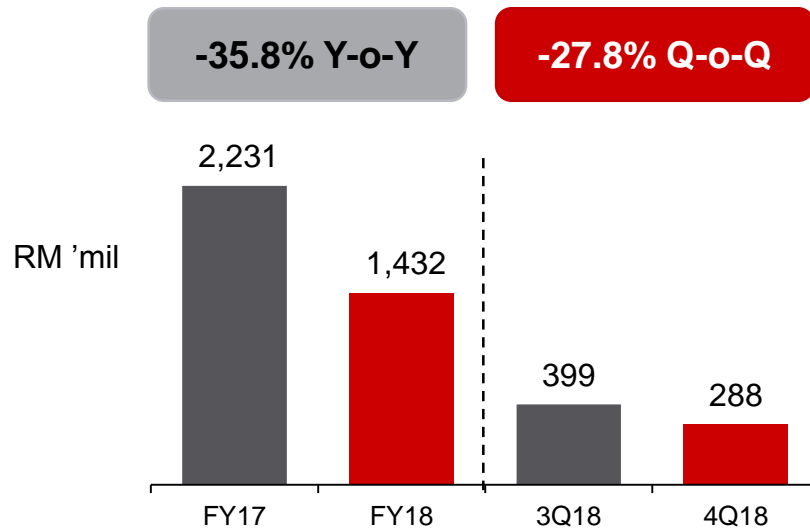
Cost-to-income Ratio



Note: ^ Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

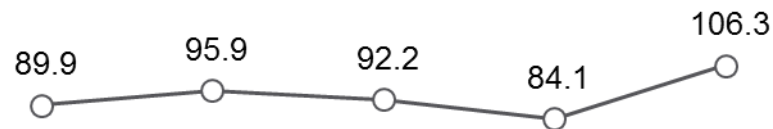
- Sustained cost management efforts
- Cost reduction mainly from deconsolidation of CSI (c.RM150m per quarter) and FX impact. Excluding CSI effect, OPEX rose 1.2% YoY
- Excluding FX, FY18 costs -1.4% YoY
- Including CPAM gain, CIR was 49.8%

Loan Provisions

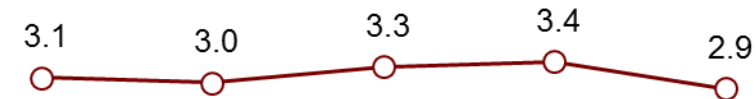


- YoY Improvement from Consumer (-39.2% YoY) and Commercial (-67.2% YoY)
- Wholesale Banking provisions higher YoY due to MY & ID corporate banking and from writebacks in FY17
- Improvement in allowance coverage to 106.3% and LLC to 0.41%

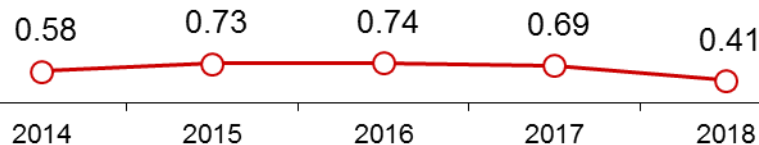
Allowance Coverage (%) ^



Gross impaired Loans Ratio (%)



Loan loss Charge (%) ~

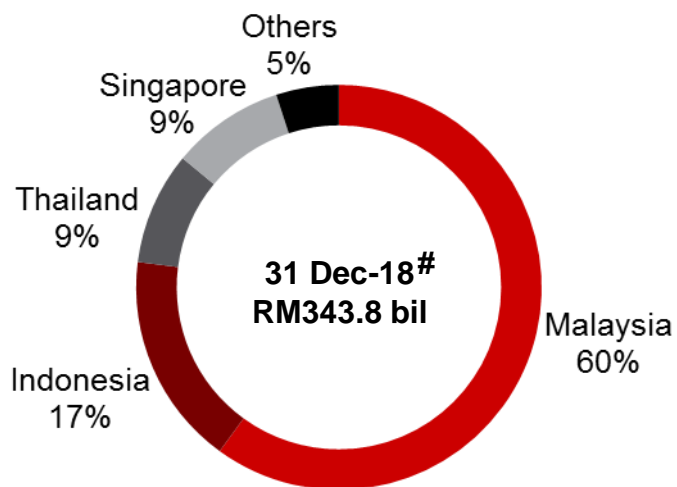
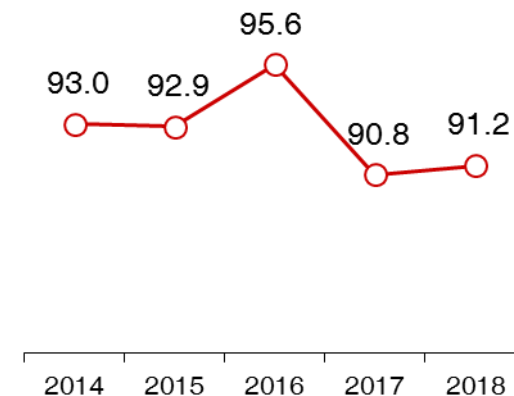


Notes: ^ Including regulatory reserve
~ Annualised

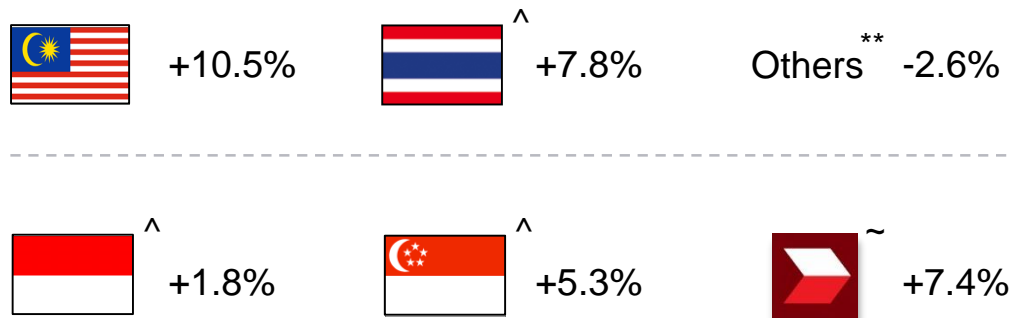
Gross Loans

RM 'bil	Dec-18	Y-o-Y	Q-o-Q
Consumer Banking	180.3	7.4%	2.8%
Commercial Banking	43.6	2.1%	-
Wholesale Banking	119.9	8.3%	0.4%
Total ⁺	343.8	7.0%	1.6%

Loans-to-Deposit Ratio (%)



Loan Growth by Country (Y-o-Y) ^{+~}

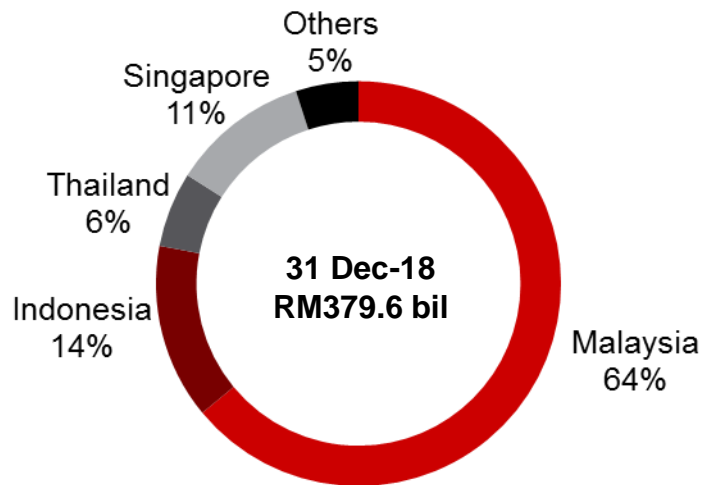
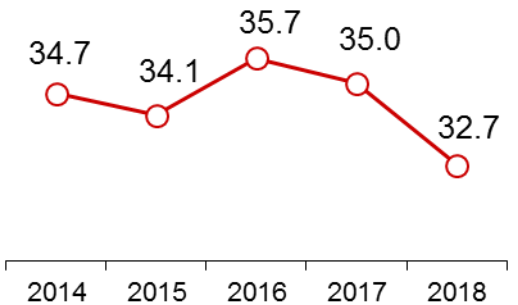


Notes: + Excluding bad bank ~ Excluding FX fluctuations ^ In local currency
 # Based on geographical location of counterparty, excluding bad bank
 ** Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

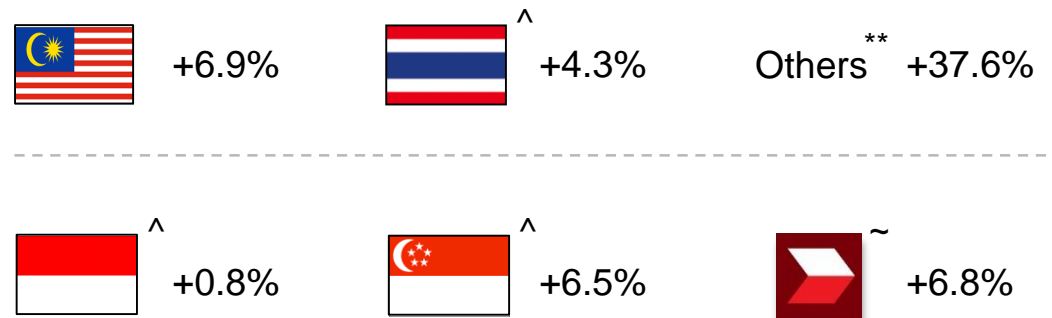
Deposits

RM 'bil	Dec-18	Y-o-Y	Q-o-Q
Consumer Banking	182.8	10.7%	7.9%
Commercial Banking	41.4	(9.8%)	2.7%
Wholesale Banking	155.4	6.4%	(1.2%)
Total	379.6	6.3%	3.4%

CASA Ratio (%)



Deposits Growth by Country (Y-o-Y)

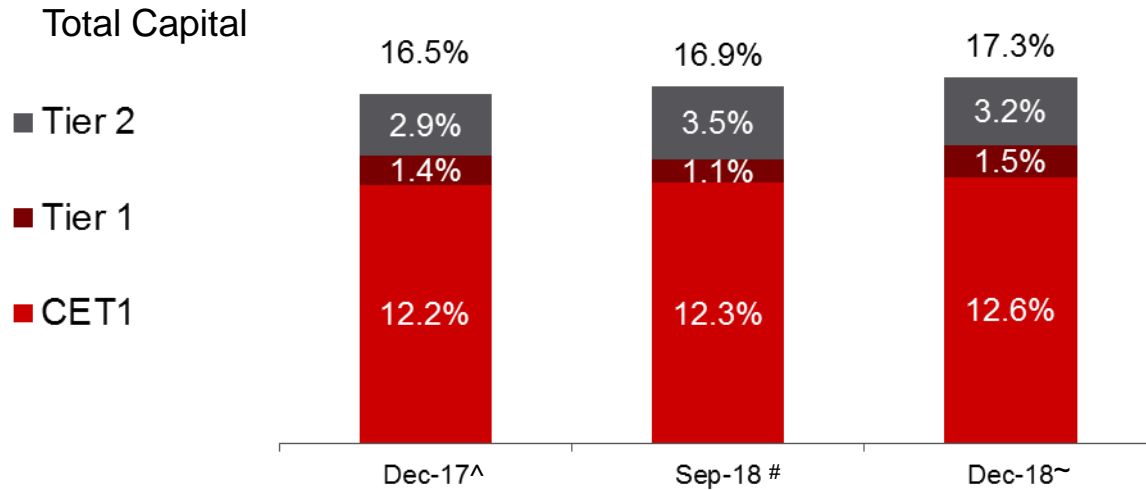


Notes: ~ Excluding FX fluctuations

[^] In local currency

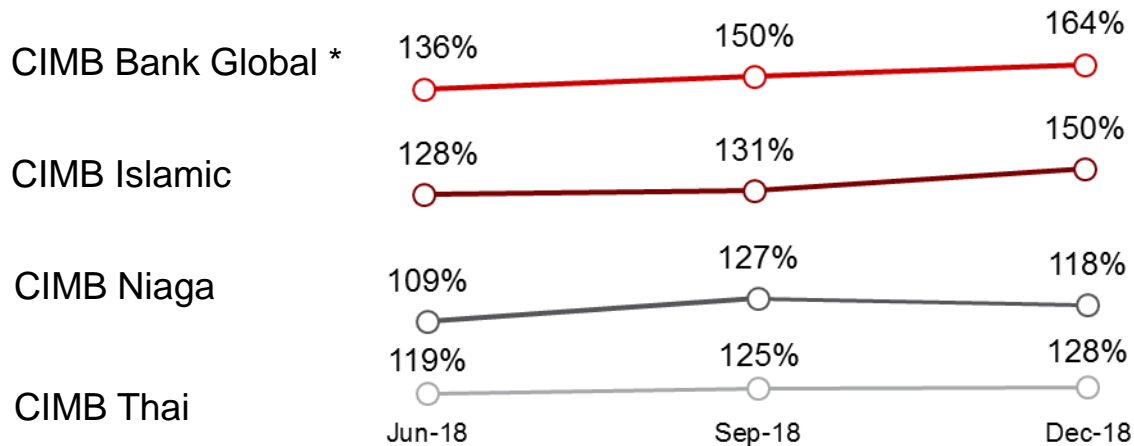
^{**} Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

Capital and Liquidity Management



- CET1 increased to 12.6% (+40bps YoY, +30bps QoQ)
- Surpassed CET1 target of 12.0% for 2018
- LCR remains comfortably above 100% for all banking entities
- Proposed second interim dividend of 12sen/share. 50.8% payout based on BAU net profit

Liquidity Coverage Ratio



Notes: [^] Post CIMBGH's FY17 Second Interim Dividend of RM1,107 mil & actual corresponding DRS (81.1% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
[#] Post CIMBGH's FY18 First Interim Dividend of RM1,218 mil & actual corresponding DRS (86.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
[~] Post CIMBGH's FY18 Second Interim Dividend of RM1,148 mil & projected corresponding DRS (80.0% take-up rate); and projected reinvestment of cash dividend surplus into CIMB Bank
 * CIMB Bank + CIMB Singapore + CIMB London + CIMB Hong Kong + CIMB Shanghai + CIMB Labuan Offshore + CIMB Labuan Ltd

PBT by Segments

(RM 'mil)	FY18 BAU [^]	Y-o-Y	4Q18	Q-o-Q BAU [^]
Consumer Banking (47.1%)	2,957	15.2%	599	(19.8%)
Commercial Banking (10.5%)	661	180.1%	190	8.0%
Wholesale Banking (28.0%)	1,754	(31.7%)	486	37.3%
Corporate Banking (20.0%)	1,255	(20.8%)	391	134.1%
Treasury & Markets ~ (7.1%)	443	(47.3%)	97	(42.9%)
Investment Banking + (0.9%)	56	(60.3%)	(2)	(111.8%)
GAMI ** (1.8%)	110	(16.7%)	(35)	(177.8%)
Group Funding # (12.6%)	791[^]	30.1%	272	65.9%
PBT	6,273	2.7%	1,512	1.7%

Notes: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM11mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

~ Including treasury operations, markets and transaction banking

+ Including advisory, equities, capital markets, private banking and research

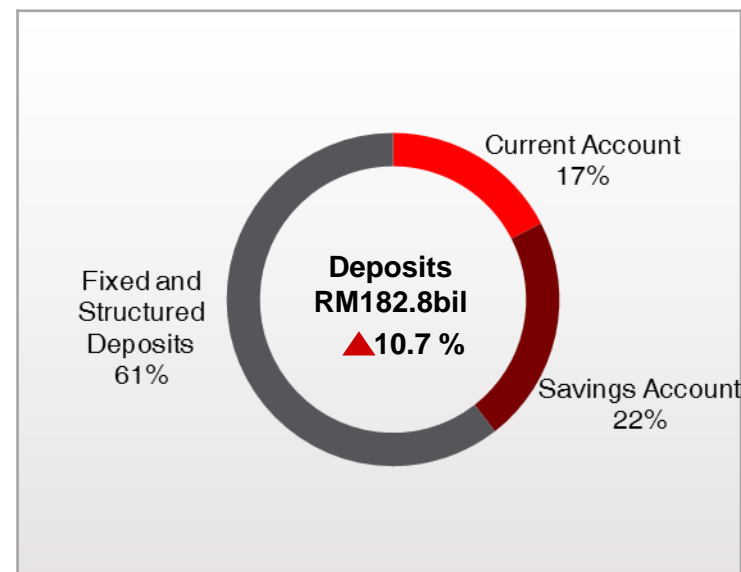
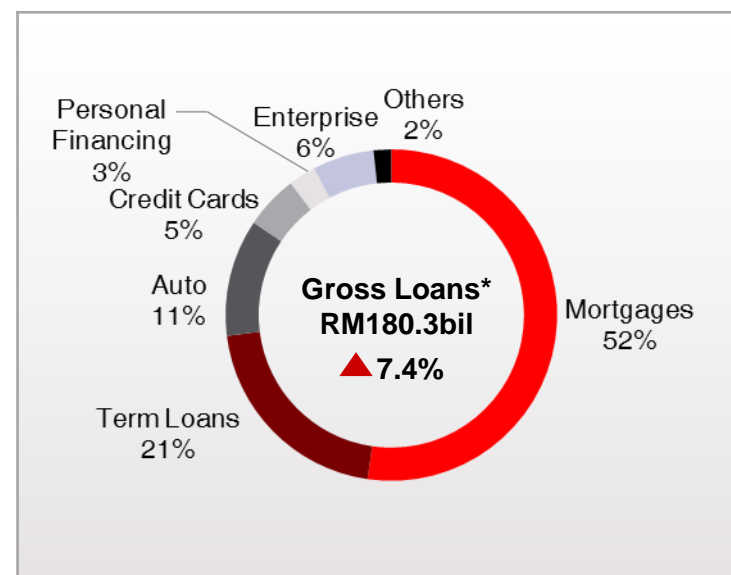
** Including asset management and strategic investments

Including capital investments in fixed income securities and investment in Group's proprietary capital

Consumer Banking

(RM 'mil)	FY18	Y-o-Y	4Q18	Q-o-Q
Net interest income	5,992	2.6%	1,487	(0.7%)
Non interest income	2,070	0.5%	528	11.2%
Operating income	8,062	2.0%	2,015	2.1%
Overhead expenses	(4,532)	3.2%	(1,193)	5.1%
PPOP	3,530	0.6%	822	(1.9%)
(Provisions) / Writeback	(575)	(39.2%)	(223)	145.1%
Share of JV / Associates	2	(60.0%)	-	-
PBT	2,957	15.2%	599	(19.8%)

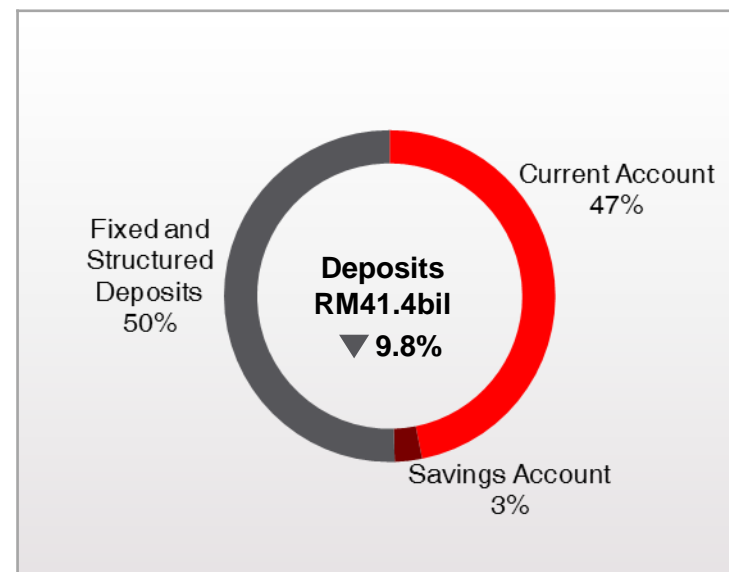
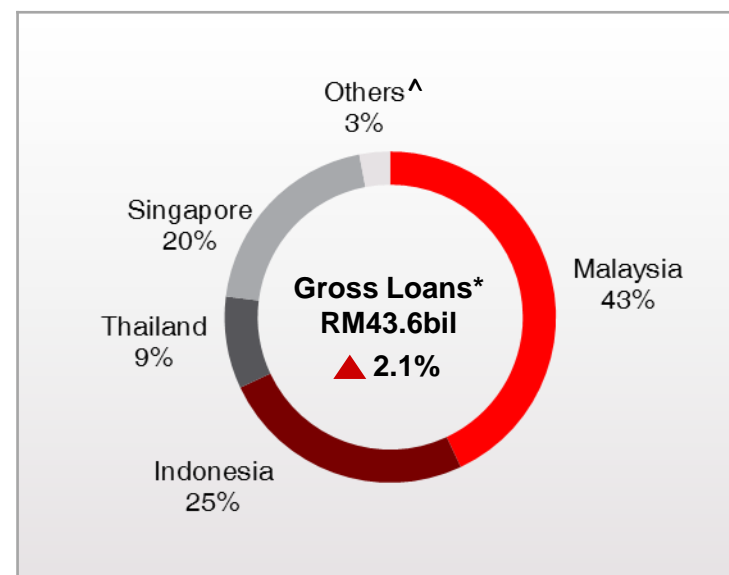
- FY18 revenue growth driven by Malaysia loans, wealth management and bancassurance
- Costs remain well under control
- Improved provisions YoY from comparatively higher provisions in FY17. QoQ provisions were up from methodology refinement



Commercial Banking

(RM 'mil)	FY18	Y-o-Y	4Q18	Q-o-Q
Net interest income	1,699	(3.8%)	432	0.9%
Non interest income	353	(15.1%)	68	(30.6%)
Operating income	2,052	(6.0%)	500	(4.9%)
Overhead expenses	(1,131)	(2.1%)	(301)	7.5%
PPOP	921	(10.4%)	199	(19.1%)
(Provisions) / Writeback	(260)	(67.2%)	(9)	(87.1%)
Share of JV / Associates	-	-	-	-
PBT	661	180.1%	190	8.0%

- Commercial Banking recalibration continues to gain traction
- Overall operating expenses remain under control
- Improved provisions as a result of effective control in risk and asset quality management



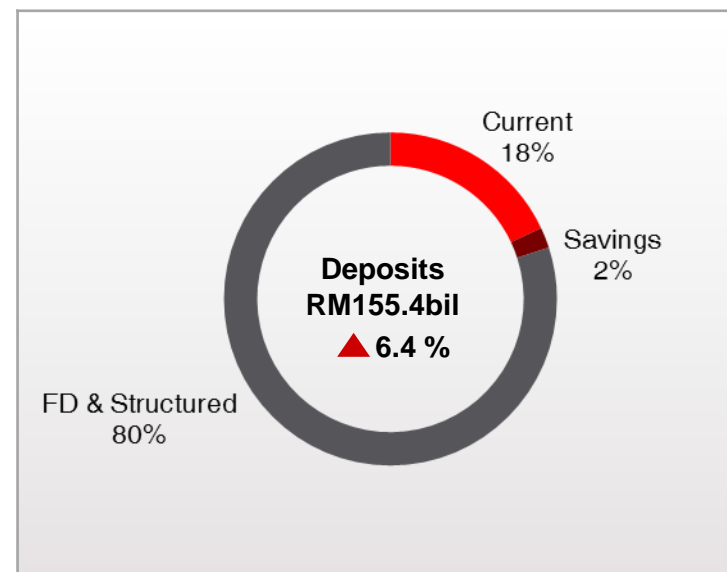
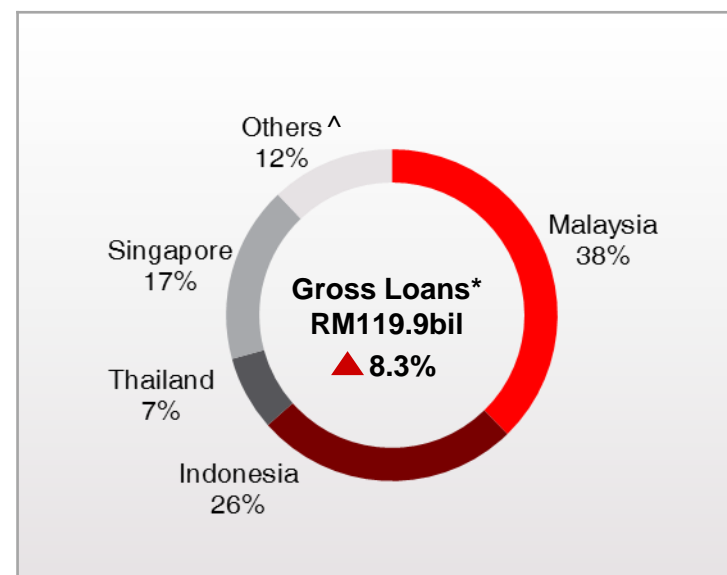
Notes: * Loan base excludes bad bank

^ Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

Wholesale Banking

(RM 'mil)	FY18	Y-o-Y	4Q18	Q-o-Q
Net interest income	3,204	(12.4%)	818	4.2%
Non interest income	1,632	(29.0%)	388	(25.5%)
Operating income	4,836	(18.8%)	1,206	(7.7%)
Overhead expenses	(2,342)	(17.0%)	(638)	8.1%
PPOP	2,494	(20.4%)	568	(20.7%)
(Provisions) / Writeback	(731)	28.7%	(78)	(78.3%)
Share of JV / Associates	(9)	(100.0%)	(4)	(33.3%)
PBT	1,754	(31.7%)	486	37.3%
Corporate Banking (76.2%)	1,255	(20.8%)	391	134.1%
Treasury & Markets~ (19.3%)	443	(47.3%)	97	(42.9%)
Investment Banking + (4.5%)	56	(60.3%)	(2)	(111.8%)
PBT	1,754	(31.7%)	486	37.3%

- YoY PBT decline from weaker capital markets throughout the year albeit better performance in 3Q
- QoQ PBT improved from lower provisions from Corporate Banking due to higher write backs in 4Q



Notes: * Loan base excludes bad bank
~ Including treasury operations, markets and transaction banking

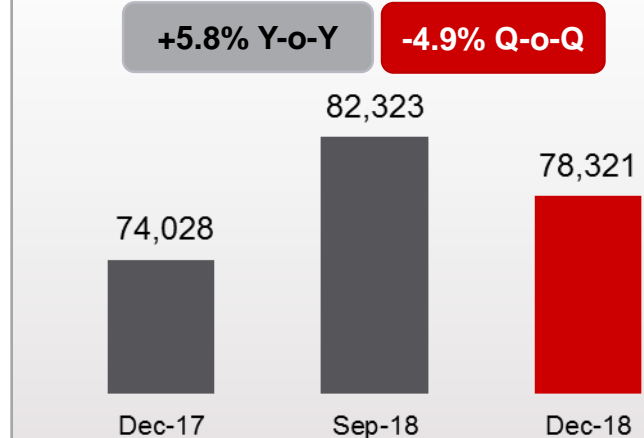
^ Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai
+ Including advisory, equities, capital markets, private banking and research

Group Asset Management & Investments

(RM 'mil)	FY18	Y-o-Y	4Q18	Q-o-Q
Public Markets	109	(20.6%)	10	(37.5%)
Private Markets	1	108.4%	(45)	(255.2%)
Direct Investments & Others	9	141.8%	(34)	(217.2%)
Private Equity Fund Management	(11)	(168.8%)	(11)	(>1000.0 %)
Passive Fund Investments	3	501.8%	-	-
PBT	110	(16.7%)	(35)	(177.8%)

- CPAM AUM grew 5.8% YoY driven by strong traction in all segments
- Completed shareholding alignment for CPAM and CPIAM. Deconsolidated CPAM from end-May 2018
- Improved private markets from fair value gains and recoveries
- TnG-AliPay JV continues to progress well and is on schedule to complete the development processes in 1H2019

Public Markets AUM (RM 'mil)



CIMB Islamic

(RM 'mil)	FY18	Y-o-Y	4Q18	Q-o-Q
Net financing income	1,875	21.6%	495	2.5%
Non financing income	403	(23.1%)	83	1.2%
Operating income	2,278	10.3%	578	2.3%
Overhead expenses	(716)	3.0%	(181)	6.5%
PPOP	1,562	13.9%	397	0.5%
(Provisions) / Writeback	(258)	50.9%	(71)	54.3%
Share of JV / Associates	3	0.0%	1	100.0%
PBT	1,307	8.6%	327	(6.3%)

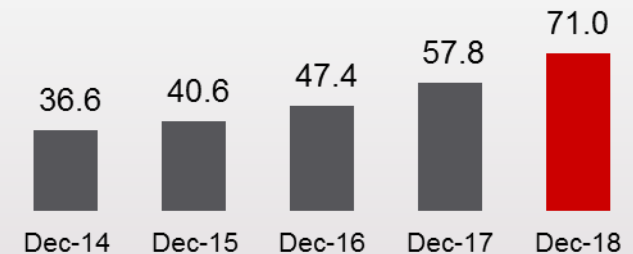
- Islamic PBT higher YoY driven by Consumer and Corporate segments although QoQ PBT was weaker from higher operating expenses and provisions
- Islamic Financing and Deposits grew strongly YoY at 22.8% and 18.5% respectively.
- CIMB Islamic remains at #2 in Malaysia by total Islamic assets, deposits and financing
- Remain the top Global Sukuk issuer

Islamic Financing[^]

RM 'bil

+18.0% CAGR

+22.8% Y-o-Y

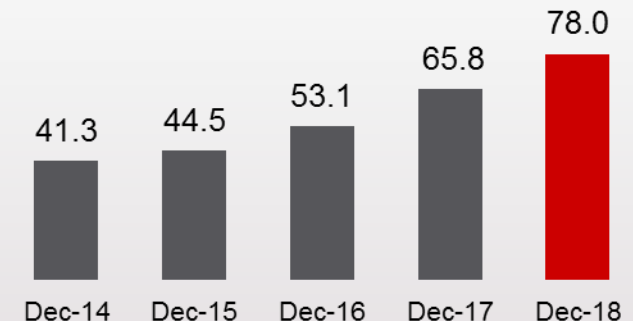


Islamic Deposits^{^~}

RM 'bil

+17.2% CAGR

+18.5% Y-o-Y



T18 Summary

Closing Off T18

- 1 The focus of T18 was on recalibrating our core and closing the gap between the Group and leading regional peers
- 2 In particular, good progress was made around our capital position as well as our cost / productivity
- 3 Across key metrics, we outperformed most of our peers in terms of improvements made during the T18 period
- 4 Consumer Banking fared well across the region, outpacing peers in Malaysia and successfully turning around the business in Thailand a year ahead of schedule
- 5 Commercial and Wholesale Banking were impacted by asset quality in Indonesia and Thailand

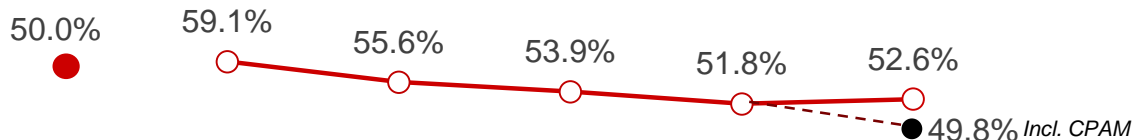
T18 Financial Targets Scorecard

T18 Targets

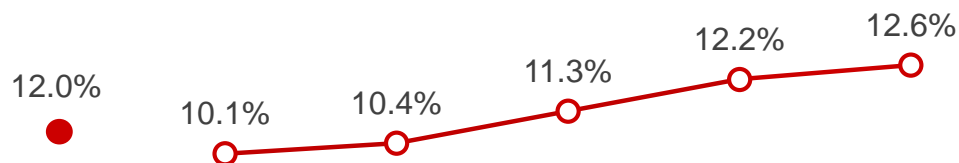
T18 Financial Progress



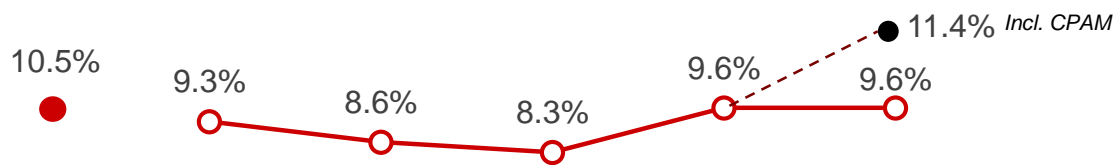
**Cost-to-
Income**



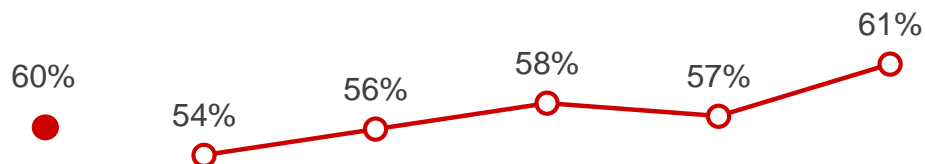
CET1



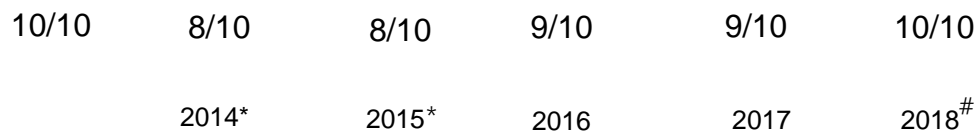
ROE



**Income
Contribution
From Consumer
& Commercial**



**Presence in
Number of
ASEAN
Countries**



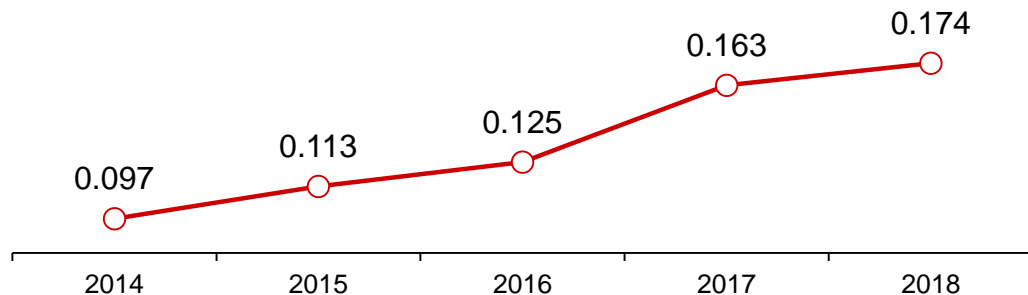
Notes: * Based on BAU numbers # Includes CSI gain of RM163mil. Excludes CPAM & CPIAM gain of RM928mil

Experienced Good Productivity Gains

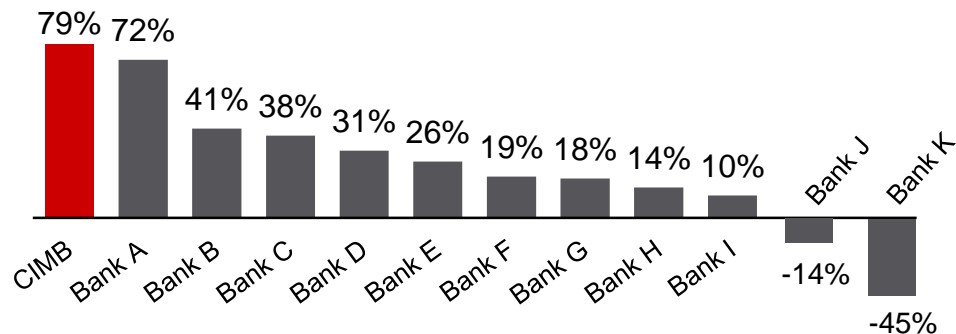
PBT per Headcount

(RM 'mil)

+79.4% improvement in productivity



PBT per Headcount Improvement



Cost Savings

- Initiatives throughout T18 resulted in cost savings and cost avoidance of over RM2 bil from 2015 to 2018
- Major cost savings from:
 - MSS
 - Rightsizing IB presence
 - Enhanced procurement and IT renegotiation
 - Synergy from partnerships, e-statement digitalization, realignment of staff benefits
 - Marketing, Admin & General expenses

Network Optimisation And Expansion



Optimising the Platform

- Exited Australia, Taiwan, and Bahrain; streamlined the rest of North Asia
- Rightsized the workforce
- Exited Credit Cards in Thailand and Microfinancing in Indonesia



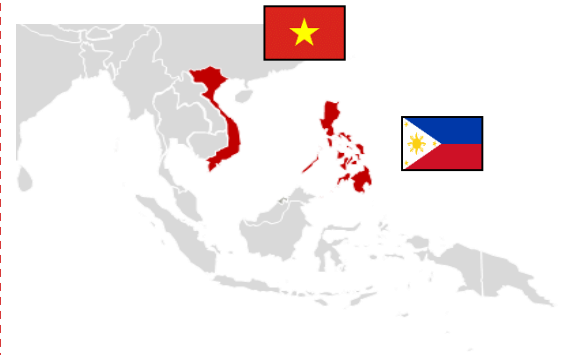
Strategic Transactions and Partnerships

- Stockbroking JV with China Galaxy, extending our reach
- Pared down ownership in CPAM & CPIAM
- Bancassurance partnerships with Sompo and Sun Life
- Joint Venture between Touch 'n Go and Ant Financial
- Cross border payments partnership with Ripple using blockchain



Footprint Expansion to New Markets

- Completed expansion to Vietnam in 2016
- Established the Philippines' 1st 'All-Digital Bank' in 2018



Strengthened Core and Foundations



Structure and Governance

Regional Operating Model

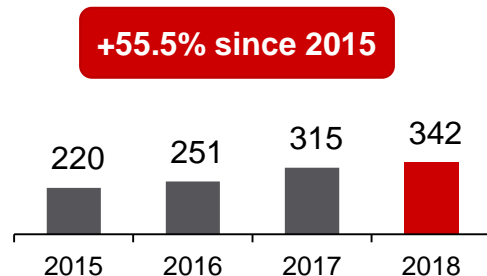
- Extracted synergies across CIMB through governance and harmonisation
- Leveraged on economies of scale and enhanced discipline on cost

Compliance

- Strengthened the overall compliance function and built awareness
- Instilled a Compliance Culture across CIMB

Audit, Compliance & Risk Personnel Cost

(RM 'mil)



Governance

- Strengthened entity governance & effectiveness of management committees
- Revamped and realigned P&Ps across the Group

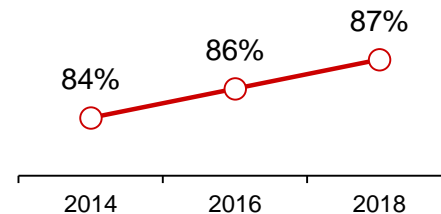


Culture Transformation

- Employee Engagement Survey (EES) participation rate of 92% in 2016 & 2018
- A Better CIMB Culture Index maintained at 80% in 2016 & 2018
- Increased employees engagement level since 2014

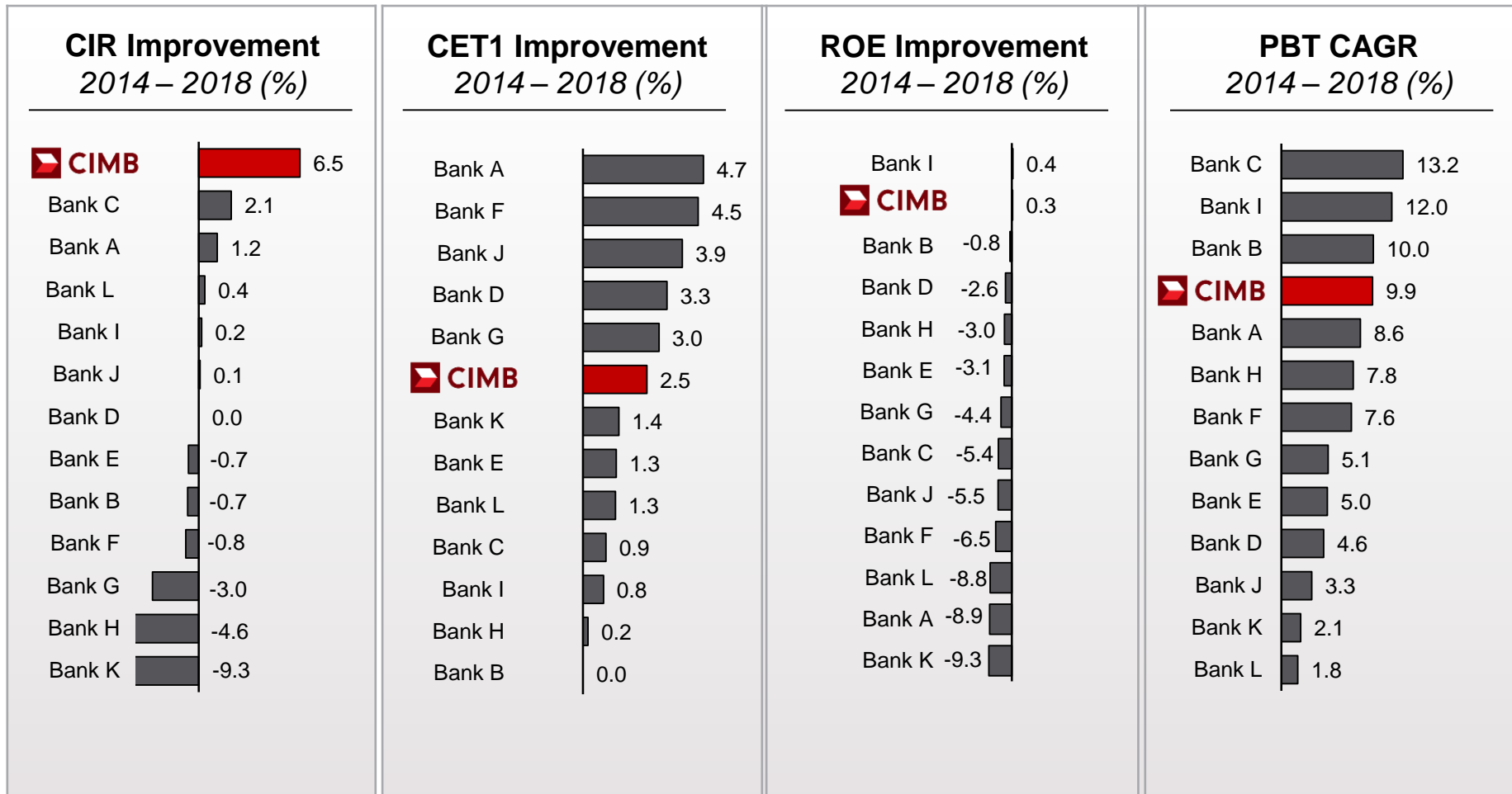
Sustainable Engagement Index

(%)



A BETTER CIMB

CIMB Outperformed The Majority of Our Regional Peers



Notes:

Source: Bloomberg data. Maybank results obtained from Macquarie Research's report
 CET1 Ratio data for Mandiri, BCA and BRI derive from public available investor relations presentations
 CI/Ratio, CET1 Ratio and ROE Improvement are absolute value differences between 2014 and 2018 results
 PBT, CI/Ratio, CET1 Ratio and ROE Improvement for CIMB excludes the CPAM gain of RM928mil
 2018 achievement results for regional peers are based on FY18 results

Regional Consumer Outperformed

PBT
(RM)

2.96bil
+19.3% 4Y-CAGR

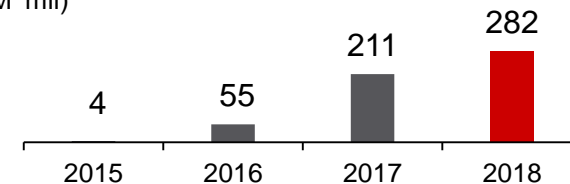
Revenue
(RM)

8.06bil
+7.7% 4Y-CAGR



Digital Banking

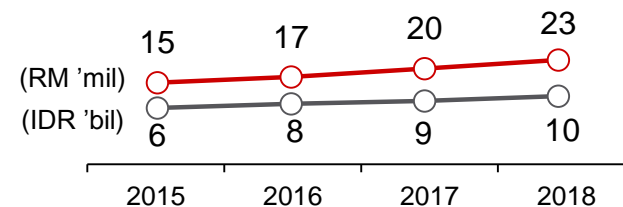
- Cumulative Digital Sales Enablement Revenue Uplift was 51% above target (RM 'mil)



Branch Productivity

- Improved revenue per branch in both Malaysia (CAGR +15.3%) and Indonesia (CAGR +18.6%)

Revenue / Branch*



Loans
(RM)

180.3bil
+8.5% 4Y-CAGR

Deposits
(RM)

182.8bil
+11.3% 4Y-CAGR



Mortgage

Cards

Auto

CASA

Market Share

13.3%

14.7%

9.3%

13.1%

4Y-CAGR

▲ 10.7%

▲ 4.9%

▲ 3.9%

▲ 4.9%

Industry Growth

▲ 9.4%

▲ 2.6%

▼ 0.2%

▲ 2.7%

Modest Commercial & Wholesale Growth

Commercial Banking

PBT
(RM)

0.66bil

-1.8% 4Y-CAGR

Revenue
(RM)

2.05bil

+5.6% 4Y-CAGR

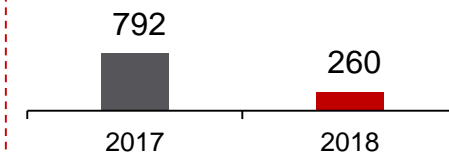
PPOP
(RM)

0.92bil

+9.6% 4Y-CAGR

Commercial Banking Provision Dropped (RM 'mil)

-67.2% Y-o-Y



Wholesale Banking

PBT
(RM)

1.75bil

+4.4% 4Y-CAGR

Revenue
(RM)

4.84bil

-1.5% 4Y-CAGR

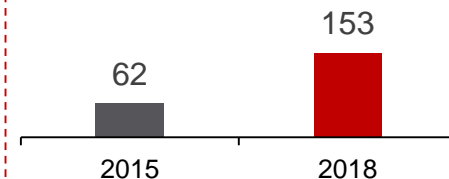
PPOP
(RM)

2.49bil

+1.0% 4Y-CAGR







Private Banking PBT Improved (RM 'mil)

+35.1% 3Y-CAGR



2019 Targets

2019 Targets

		FY19 Target
	ROE	9.0% - 9.5%
	Dividend Payout Ratio	40% - 60%
	Total Loans Growth *	6.0%
	Loan Loss Charge	0.40% - 0.50%
	CET 1 (CIMB Group)	>12.0%
	Cost to income	Flat

Notes: * Excluding bad bank

Appendices

Earnings Summary

(RM 'mil)	FY18 BAU^	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Net interest income	11,904	12,207	(2.5%)	3,035	3,000	1.2%
Non interest income	4,550	5,419	(16.0%)	1,040	1,140	(8.8%)
Operating income	16,454	17,626	(6.6%)	4,075	4,140	(1.6%)
Overhead expenses	(8,656)	(9,133)	(5.2%)	(2,269)	(2,159)	5.1%
PPOP	7,798	8,493	(8.2%)	1,806	1,981	(8.8%)
Loan impairment	(1,432)	(2,231)	(35.8%)	(288)	(399)	(27.8%)
Other provisions	(127)	(165)	(23.0%)	(13)	(110)	(88.2%)
Share of JV / Associates	34	13	161.5%	7	14	(50.0%)
PBT	6,273	6,110	2.7%	1,512	1,486	1.7%
Net profit	4,656	4,475	4.0%	1,117	1,180	(5.3%)
EPS (sen)	49.8	49.6	0.4%	11.7	12.6	(7.1%)
ROE (Annualised)	9.6%	9.6%	-	8.8%	9.6%	(80bps)

Note: ^ Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

Key Ratios

(%)	FY18 BAU [^]	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
ROE ~	9.6	9.6	=	8.8	9.6	▼
NIM ~**	2.50	2.63	▼	2.45	2.49	▼
Non-interest income / total income	27.7	30.7	▼	25.5	27.5	▼
Cost to income	52.6	51.8	▲	55.7	52.1	▲
Allowance coverage (including regulatory reserve)	106.3	84.1	▲	106.3	107.1	▼
Allowance coverage (excluding regulatory reserve)	91.0	70.5	▲	91.0	92.0	▼
Loan loss charge ~	0.41	0.69	▼	0.33	0.47	▼
Gross impaired loans ratio	2.9	3.4	▼	2.9	3.1	▼
Net impaired loans ratio (Net of IA and PA)	0.3	1.0	▼	0.3	0.3	=
Average shareholders' funds (RM 'mil)	48,439	46,777	▲	50,692	49,292	▲
ROA ~	0.90	0.90	=	0.86	0.92	▼
Book value per share (RM)	5.27	5.23	▲	5.37	5.34	▲
Loan to Deposit (LDR)	91.2	90.8	▲	91.2	93.1	▼
CASA ratio	32.7	35.0	▼	32.7	32.7	=

Notes: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

~ Annualised

** Daily Average

PBT by Segment and Country

Consumer Banking	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Malaysia (RM 'mil)	2,049	2,003	2.3%	387	508	(23.8%)
Indonesia (IDR 'bil)	1,819	625	191.0%	569	544	4.6%
Thailand (THB 'mil)	2,187	2,036	7.4%	277	451	(38.6%)
Singapore (SGD 'mil)	31	28	10.7%	3	7	(57.1%)
Others * (RM 'mil)	27	18	50.0%	7	7	-
PBT (RM 'mil)	2,957	2,567	15.2%	599	747	(19.8%)
Commercial Banking	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Malaysia (RM 'mil)	537	494	8.7%	110	125	(12.0%)
Indonesia (IDR 'bil)	279	212	31.6%	321	(7)	>1000%
Thailand (THB 'mil)	(473)	(2,297)	79.4%	(304)	113	(369.0%)
Singapore (SGD 'mil)	23	(20)	215.0%	6	9	(33.3%)
Others * (RM 'mil)	36	27	33.3%	9	13	(30.8%)
PBT (RM 'mil)	661	236	180.1%	190	176	8.0%
Wholesale Banking	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Malaysia (RM 'mil)	898	1,154	(22.2%)	303	127	138.6%
Indonesia (IDR 'bil)	631	1,553	(59.4%)	8	88	(90.9%)
Thailand (THB 'mil)	785	963	(18.5%)	156	186	(16.1%)
Singapore (SGD 'mil)	79	67	17.9%	27	18	50.0%
Others * (RM 'mil)	343	582	(41.1%)	81	125	(35.2%)
PBT (RM 'mil)	1,754	2,567	(31.7%)	486	354	37.3%

Note: * Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

Consumer Banking Key Highlights

Malaysia	Y-o-Y	Q-o-Q
Consumer Gross Loans *	8.3%	2.5%
Mortgages	9.4%	2.6%
Term loans	7.0%	2.8%
Auto	4.9%	-
Credit cards	-	1.7%
Consumer Deposits	11.6%	9.7%
CASA	9.6%	7.0%
Fixed & structured deposits	12.9%	11.4%

Thailand	Y-o-Y	Q-o-Q
Consumer Gross Loans*	13.0%	4.6%
Mortgages	16.3%	5.3%
Auto Loans	16.5%	6.8%
Consumer Deposits	13.5%	6.4%
CASA	(14.6%)	(4.7%)
Fixed & structured deposits	30.8%	11.7%

Indonesia	Y-o-Y	Q-o-Q
Consumer Gross Loans*	0.9%	1.2%
Mortgages	11.2%	3.0%
Auto	(28.7%)	(8.7%)
Credit cards	5.5%	3.8%
Consumer Deposits	0.7%	(0.7%)
CASA	3.5%	(0.7%)
Fixed & structured deposits	(2.4%)	(0.6%)

Singapore	Y-o-Y	Q-o-Q
Consumer Gross Loans*	(4.6%)	1.7%
Mortgages	(9.9%)	0.8%
Term loans	(13.3%)	(2.6%)
Credit cards	(8.8%)	2.4%
Consumer Deposits	19.6%	6.9%
CASA	(22.9%)	(2.8%)
Fixed & structured deposits	68.1%	12.8%

Note: * Loan base excludes bad bank

Group Funding

(RM 'mil)	FY18 BAU [^]	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Net interest income	986	909	8.5%	293	285	2.8%
Non interest income	180	154	16.9%	22	(23)	195.7%
Operating income	1,166	1,063	9.7%	315	262	20.2%
Overhead expenses	(381)	(458)	(16.8%)	(62)	(109)	(43.1%)
PPOP	785	605	29.8%	253	153	65.4%
(Provisions) / Writeback	6	3	(100.0%)	19	11	(72.7%)
Share of JV / associates	-	-	-	-	-	-
PBT	791	608	30.1%	272	164	65.9%

Note: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM11mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

CIMB Niaga : Earnings Summary

(IDR 'bil)	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Net interest income	12,012	12,403	(3.2%)	2,999	3,024	(0.8%)
Non interest income	3,816	3,353	13.8%	950	1,003	(5.3%)
Operating income	15,828	15,756	0.5%	3,949	4,027	(1.9%)
Overhead expenses	(7,947)	(7,521)	5.7%	(2,004)	(2,064)	(2.9%)
PPOP	7,881	8,235	(4.3%)	1,945	1,963	(0.9%)
Provisions	(3,030)	(4,080)	(25.7%)	(720)	(758)	(5.0%)
PBT	4,851	4,155	16.8%	1,225	1,205	1.7%
Net Profit	3,482	2,978	16.9%	891	824	8.1%
EPS (IDR)	139.67	118.50	17.9%	35.68	33.06	7.9%
PBT (RM 'mil)	1,376	1,335	3.1%	346	338	2.4%
Net profit (RM 'mil)	988	957	3.2%	251	231	8.7%
ROE (Annualised)	9.1%	8.3%	80bps	9.1%	8.5%	60bps

Note: As per CIMB Niaga FY18 analyst presentation

CIMB Niaga : Key Ratios

(Consolidated, %)	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
ROE ^	9.1	8.3	▲	9.1	8.5	▲
NIM ^	5.12	5.60	▼	5.11	5.17	▼
Cost to Income	50.2	47.7	▲	50.8	51.3	▼
Loan Loss Coverage #	105.9	107.2	▼	105.9	101.2	▲
Allowance Coverage	80.0	77.5	▲	80.0	78.4	▲
Loan Loss Charge ^	1.6	2.2	▼	1.5	1.7	▼
Gross Impaired Loans Ratio	4.0	5.1	▼	4.0	4.3	▼
Gross NPL (BI Definition) #	3.1	3.7	▼	3.1	3.4	▼
ROA ^	1.9	1.7	▲	1.8	1.9	▼
Loan to Deposit (LDR)	97.2	96.2	▲	97.2	92.4	▲
CAR	19.7	18.6	▲	19.7	19.4	▲
CASA ratio	52.6	52.6	▬	52.6	53.2	▼

Notes: # Based on BI definition
 ^ Annualised and monthly average

CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
Net interest income	10,747	10,202	5.3%	2,804	2,707	3.6%
Non interest income	2,790	2,952	(5.5%)	647	583	11.0%
Operating income	13,536	13,155	2.9%	3,451	3,290	4.9%
Overhead expenses	(8,346)	(7,613)	9.6%	(2,328)	(2,144)	8.6%
PPOP	5,191	5,542	(6.3%)	1,124	1,146	(1.9%)
Provisions	(4,919)	(5,053)	(2.7%)	(1,589)	(931)	70.7%
PBT	271	489	(44.6%)	(465)	214	(317.3%)
Net Profit	7	385	(98.2%)	(530)	177	(399.4%)
EPS (THB)	0.0002	0.01	(98.0%)	(0.02)	0.01	(300.0%)
Net Profit (RM 'mil) ~	1	48	(97.9%)	(68)	23	(395.7%)
PBT (RM 'mil) *	345	99	248.5%	34	89	(61.8%)
Net profit (RM 'mil) *	253	80	216.3%	14	66	(78.8%)
ROE (Annualised)	0.02%	1.3%	(128bps)	(5.7%)	2.1%	(780bps)

Notes: ~ Local GAAP

* After GAAP and FRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	FY18	FY17	Y-o-Y	4Q18	3Q18	Q-o-Q
ROE ^	0.02	1.3	▼	(5.7)	2.1	▼
NIM ^	3.71	3.89	▼	3.56	3.57	▼
Cost to Income	61.7	57.9	▲	67.4	65.2	▲
Loan Loss Coverage **	107.0	93.2	▲	107.0	94.1	▲
Loan Loss Charge ^	2.2	2.4	▼	2.8	1.7	▲
Gross NPL ratio **	4.3	4.8	▼	4.3	5.7	▼
Net NPL ratio **	2.3	2.4	▼	2.3	2.9	▼
ROA	0.002	0.1	▼	(0.6)	0.2	▼
Loan to Deposit	122.3	119.0	▲	122.3	118.8	▲
Modified LDR ***	97.2	96.8	▲	97.2	95.0	▲
CAR *	18.7	16.6	▲	18.7	17.2	▲
CASA ratio #	29.7	34.7	▼	29.7	29.2	▲

Notes: * Bank Only


** Excluding STAMC


*** (Loan + MM) / (Deposit + MM + BE + S/T debenture + structured debenture)


^ Annualised


Fixed deposit receipt call reclassified as savings from fixed deposits

IB Market Share and Ranking (1)

	FY18		FY17	
	Market Share	Rank	Market Share	Rank
DCM Domestic	22.6%	1	28.6%	1
Sukuk	20.4%	3	28.2%	2
M&A	4.3%	8	4.3%	2
Syndication ^	2.5%	10	7.1%	4
IPO	-	-	19.0%	1
ECM	10.7%	3	33.2%	1
Cash Equities	9.8%~	2	9.9%	2

	FY18		FY17	
	Market Share	Rank	Market Share	Rank
DCM	10.1%	4	10.3%	4
M&A	-	-	1.6%	7
Syndication ^	6.7%	5	3.4%	8
IPO	3.9%	10	10.3%	3
ECM	2.9%	13	4.8%	9
Cash Equities	3.9%~	7	4.2%	3

	FY18		FY17	
	Market Share	Rank	Market Share	Rank
DCM	6.1%	6	9.4%	6
M&A	2.0%	11	20.8%	3
Syndication ^	26.5%	1	-	-
IPO	-	-	7.5%	6
ECM	-	-	6.4%	7
Cash Equities	5.2%~	5	5.5%	3


	FY18		FY17	
	Market Share	Rank	Market Share	Rank
DCM	1.7%	7	1.2%	10
M&A	0.1%	44	1.1%	24
Syndication ^	1.6%	17	0.4%	43
IPO	0.5%	13	0.8%	18
ECM	0.6%	21	0.9%	18
Cash Equities	9.2%~	1	7.7 %	3

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data

Note: ^ Mandated lead arranger

~ FY18 ex -Malaysia data via CGS-CIMB Joint Venture

IB Market Share and Ranking (2)

	FY18		FY17	
	Market Share	Rank	Market Share	Rank
M&A	0.3%	36	0.2%	56
Syndication ^	-	-	-	-
IPO	-	-	0.1%	75
ECM	0.2%	44	0.1%	90
Cash Equities	0.1%~	93	0.2%	84

ASEAN	FY18		FY17	
	Market Share	Rank	Market Share	Rank
DCM	10.1%	1	14.0%	1
M&A	1.0%	29	3.1%	17
Syndication ^	2.8%	12	1.7%	16
IPO	0.7%	31	6.2%	1
ECM	1.1%	21	9.6%	1
Cash Equities	6.4%~	2	6.3%	2

Global	FY18		FY17	
	Market Share	Rank	Market Share	Rank
Sukuk	10.2%	1	11.6%	2

Asia (ex-Japan) *	FY18		FY17	
	Market Share	Rank	Market Share	Rank
DCM	0.7%	35	1.0%	30
M&A	0.3%	55	0.6%	42
Syndication ^	0.7%	41	0.4%	55
IPO	0.1%	102	1.5%	28
ECM	0.3%	57	1.5%	16

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data

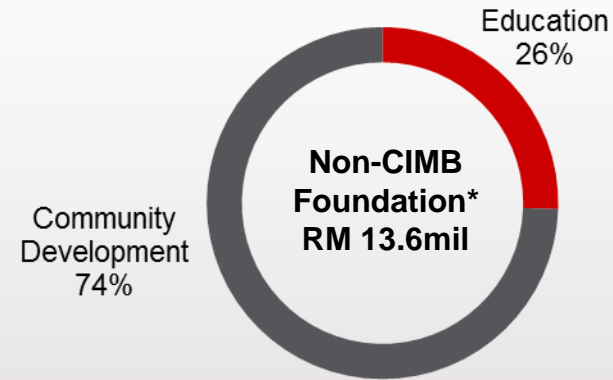
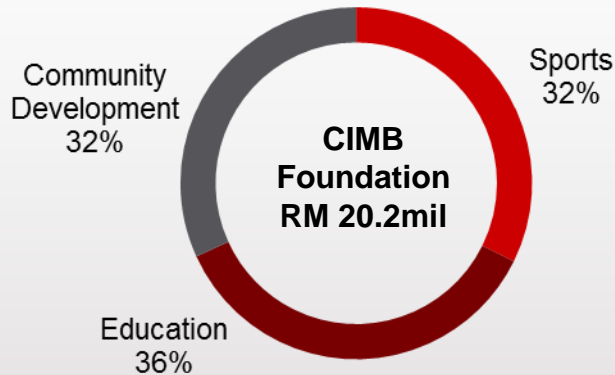
Notes: ^ Mandated lead arranger

* Excluding A-Share

~ FY18 ex -Malaysia data via CGS-CIMB Joint Venture

Corporate Responsibility

CSR Spend as at Dec 2018



CIMB partners PDRM to alert public on scams, KL



Let Children Color Their Dreams at Sawatdee Wittaya School, Thailand



Given 120 Children school packs at River Safari, Singapore



Note: 1. YTD 2018 CSR Spend amounting to RM42.1mil is inclusive of CSR OPEX
* Including CIMB Islamic, CIMB Bank, Indonesia, Thailand and others