



# Analyst Presentation 9M22 Results

CIMB Group Holdings

30 November 2022

FORWARD  Your Ambitions



# 01 Overview



# Key Highlights



Resilient 3Q22 operating income despite weaker NOII



Sustained loan growth momentum



Continued CIR improvement from prudent cost controls



Moderate loan loss charge despite conservative stance in 3Q22



Strong core ROE of 10.4%, ahead of target

- Operating income +2.3% QoQ from loan growth and NIM expansion offset by 9.3% decline in NOII; YoY remains strong at 6.2%
- Gross loans grew 3.0% QoQ and 9.0% YoY across key markets and business segments
- Deposits +1.6% QoQ and +2.5% YoY. CASA rose 0.3% QoQ and 2.8% YoY. CASA ratio eased to 41.7%
- 9M22 CIR improved to 46.1% as opex remains well controlled rising by only 1.2% QoQ and 2.8% YoY
- PPOP higher by 3.3% QoQ and 9.3% YoY from the positive JAW
- 9M22 total provisions fell 29.5% YoY due to lower overlays, decline in non-retail provisions and writebacks. 3Q22 provisions +6.0% QoQ due to legacy account top-ups
- 9M22 core net profit +23.2% YoY, bringing 9M22 core ROE to 10.4%. Reported 9M22 ROE at 9.1%
- CET1 remains strong at 14.1% as at end Sep-22

Notes: All numbers are on a BAU basis unless stated otherwise.

Excludes (net of tax): 9M22: Exceptional items of RM95 mil and cukai makmur of RM519 mil

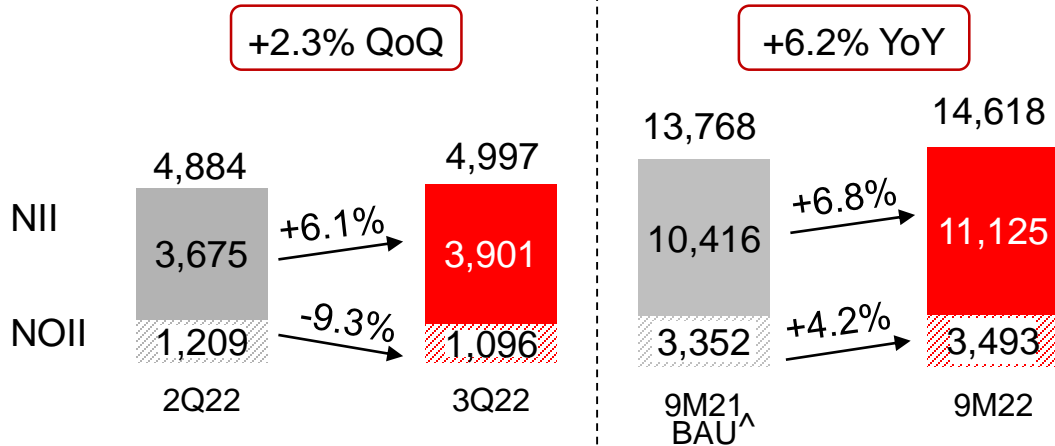
9M21: Gain on deconsolidation of Touch 'n Go Digital of RM1,156 mil; impairment of Thai goodwill of RM 1,215 mil and exceptional items of RM337 mil



# Key Business/Operational Highlights

## Strengthened operating income despite softer 3Q22 NOII

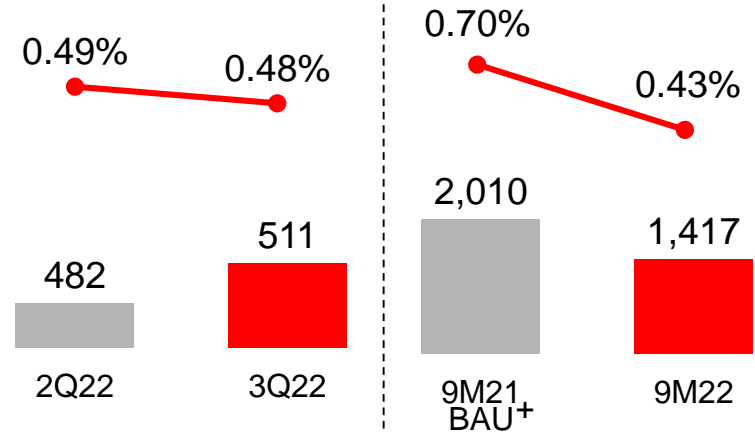
(RM 'mil)



## Loan loss charge remains ahead of target

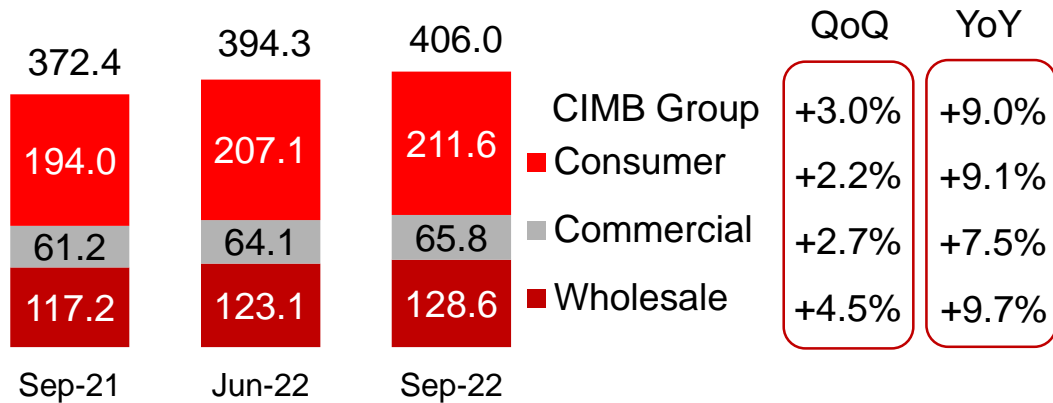
Loan Loss Charge

Total Provisions (RM 'mil)



## Robust loans

Gross Loans (RM 'bil)



## CIR maintaining positive trajectory as PPOP expanded 9.3%

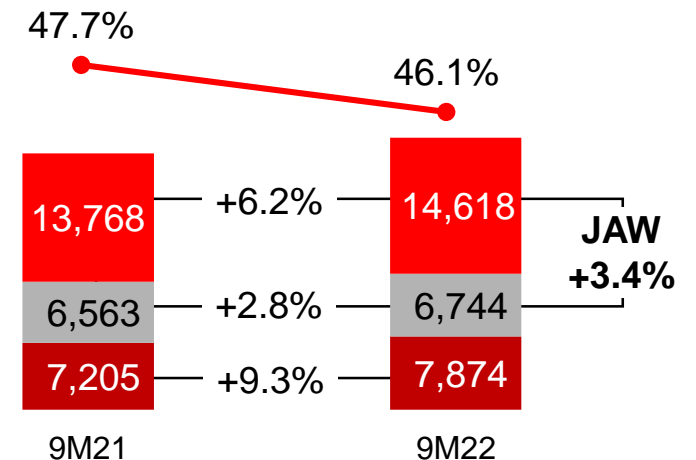
CIR

(RM 'mil)

Operating Income^

Operating expenses\*

PPOP



Notes: \* Excludes 9M22: exceptional items of RM114 mil; 9M21: exceptional items of RM397 mil

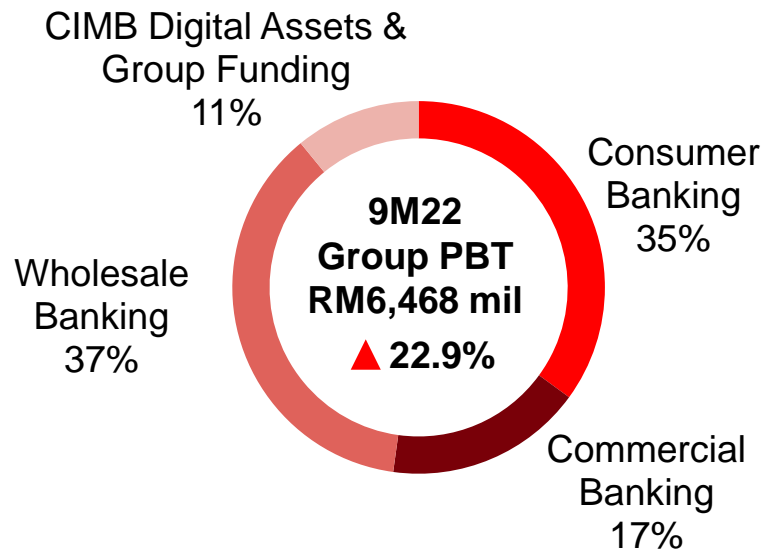
^ Excludes 9M21: gain on deconsolidation of Touch 'n Go Digital of RM1,156 mil and gain on dilution of Touch 'n Go Digital of RM2 mil

+ Excludes 9M21: goodwill impairment of RM1,215 mil





# PBT By Segment



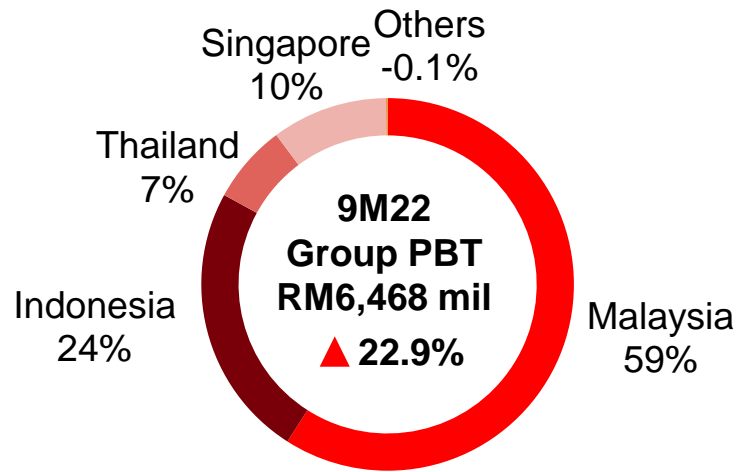
- Robust Consumer and Commercial YoY performance underpinned by focused loan growth and lower provisions
- Wholesale +10.8% YoY attributed to lower Corporate provisions and higher writebacks from derivatives. However -18.0% QoQ from weaker income and provision top up in Indonesia
- CDA & Group Funding PBT +101.7% QoQ from higher NII and lower opex, bringing about a recovery in 9M22 PBT

	Consumer Banking	Commercial Banking	Wholesale Banking	CIMB Digital Assets & Group Funding *
<b>PBT RM (mil)</b>	2,266	1,109	2,387	706
<b>Y-o-Y</b>	▲ 35.8%	▲ 51.9%	▲ 10.8%	▼ 0.4%
<b>Q-o-Q</b>	▲ 2.9%	▲ 2.4%	▼ 18.0%	▲ 101.7%



Note: \* Excludes 1Q22 exceptional item of RM53 mil; 2Q22 exceptional item of RM52 mil; 3Q22 exceptional item of RM9 mil

# PBT By Country



- Malaysia PBT +12.4% YoY driven by higher NII and lower Commercial and Corporate provisions. QoQ +10.7% mainly due to higher NII driven by margin expansion
- Indonesia PBT QoQ weaker from lower recoveries and trading income in 3Q22. PBT +28.6% YoY driven by strong NOII and lower provisions
- Thailand PBT YoY robust with improved trading and fee income and lower provisions, while QoQ -38.6% from lower operating income
- Singapore PBT expanded from higher operating income and Commercial writebacks; QoQ +3.2% from stronger NII and trading income

	Malaysia <sup>*</sup>	Indonesia	Thailand	Singapore <sup>^</sup>
<b>PBT RM (mil)</b>	3,829	1,552	444	652
<b>Y-o-Y</b>	▲ 12.4%	▲ 28.6%	▲ 98.2%	▲ 28.6%
<b>Q-o-Q</b>	▲ 10.7%	▼ 0.9%	▼ 38.6%	▲ 3.2%



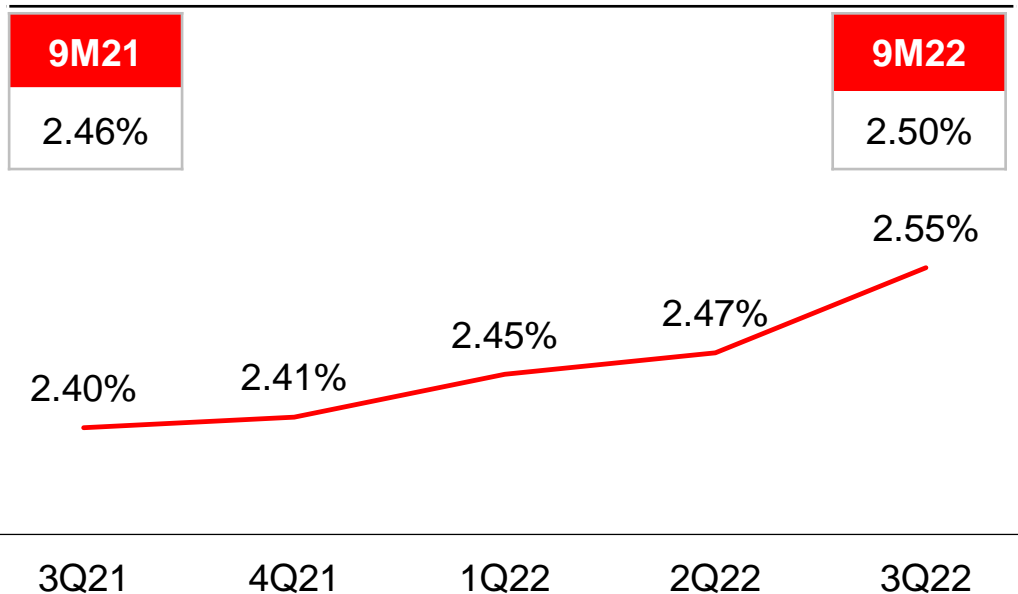
Notes: Excludes exceptional items of: <sup>\*</sup>RM112 mil; <sup>^</sup>RM1 mil

# Operating Income

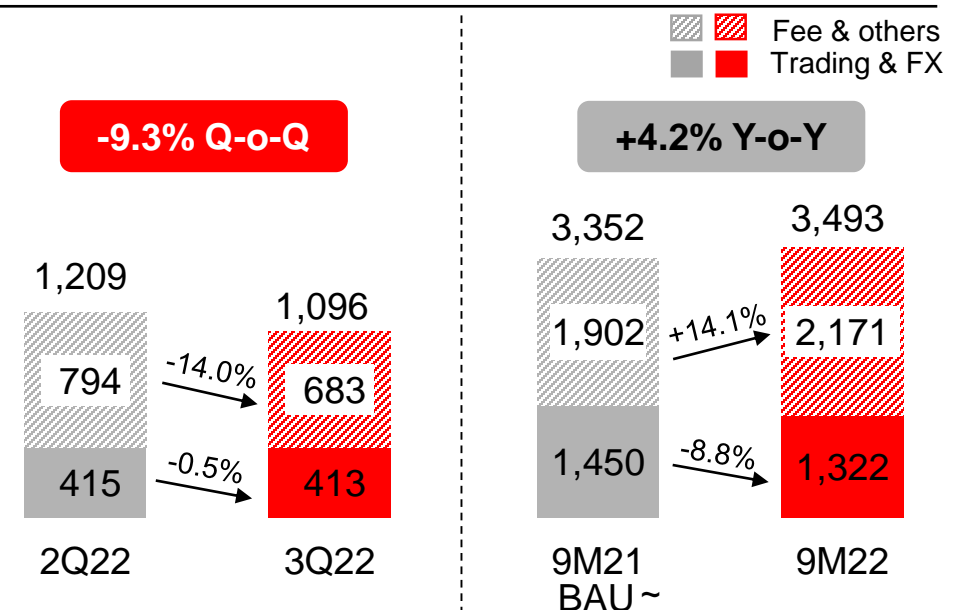
(RM 'mil)	3Q22	Q-o-Q	9M22	Y-o-Y
Net interest income	3,901	6.1%	11,125	6.8%
Non interest income	1,096	(9.3%)	3,493	4.2%
<b>Total</b>	<b>4,997</b>	<b>2.3%</b>	<b>14,618</b>	<b>6.2%</b>

- NII +6.8% YoY and +6.1% QoQ from robust loan growth and NIM expansion in Malaysia and Singapore
- NOII rose 4.2% YoY from stronger fee & commission income and higher NPL recoveries; -9.3% QoQ from absence of NPL sale gains in 2Q22 and write down of legacy investments

## Net Interest Margin\*



## NOII Breakdown



Notes: \* Annualised

^ Excludes MOD gain/ loss

~ Excludes gain on deconsolidation of Touch 'n Go Digital of RM1,156mil in 1Q21; exceptional items gain of RM2 mil

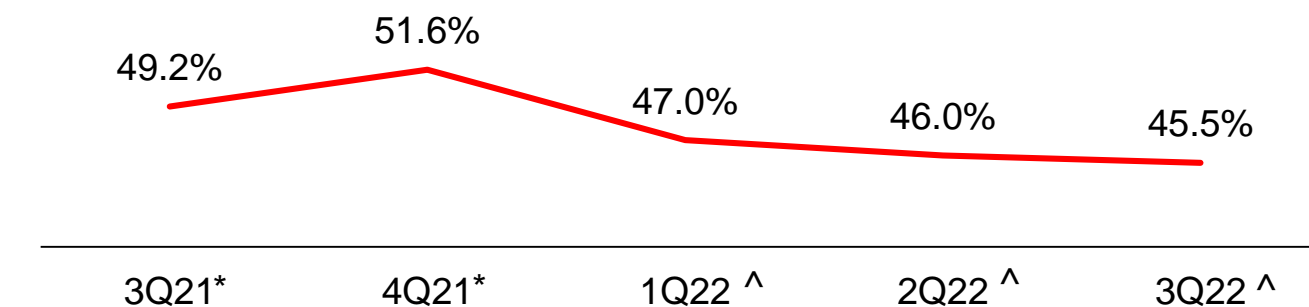
# Operating Expenses

(RM 'mil)	3Q22 BAU <sup>^</sup>	Q-o-Q	9M22 BAU <sup>^</sup>	Y-o-Y
Personnel	1,380	(0.3%)	4,122	3.1%
Establishment	195	2.1%	580	(6.1%)
Technology	357	(7.3%)	1,104	15.1%
Marketing	65	25.0%	151	38.5%
Admin & General	276	17.9%	787	(10.4%)
<b>Total</b>	<b>2,273</b>	<b>1.2%</b>	<b>6,744</b>	<b>2.8%</b>

- Opex remains well under control, rising by just 2.8% YoY and 1.2% QoQ despite the planned technology investments and rising marketing costs
- CIR continues to improve, declining 160bps YoY to 46.1% in 9M22 and -50bps QoQ to 45.5% in 3Q22

## Cost-to-Income Ratio

YoY JAW	-0.8%	-5.5%	+0.5%	+1.4%	+8.6%
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## CIR

FY20	51.7%
FY21*	48.6%
9M21*	47.7%
9M22 <sup>^</sup>	46.1%

Notes: \* Excludes: 1Q21: Exceptional items of RM46 mil; 2Q21: Exceptional items of RM247 mil; 3Q21: Exceptional items of RM104 mil; 4Q21: Exceptional items of RM85 mil

<sup>^</sup> Excludes 1Q22: Exceptional items of RM53 mil; 2Q22: Exceptional items of RM52 mil; 3Q22: Exceptional items of RM9 mil



# Total Provisions

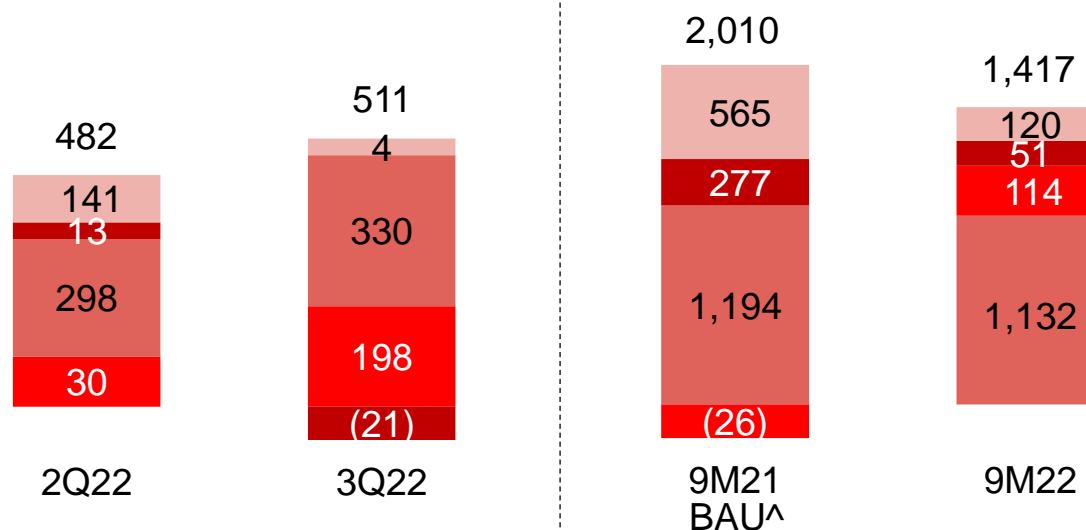
(RM 'mil)	3Q22	2Q22	Q-o-Q	9M22	9M21 BAU^	Y-o-Y
Loan Impairment	488	456	7.0%	1,231	1,896	(35.1%)
Commitment & Contingencies	(11)	17	(164.7%)	39	42	(7.1%)
Debt instruments / securities	(7)	(53)	86.8%	(142)	50	(384.0%)
Others	41	62	(33.9%)	289	22	>1000%
<b>Total</b>	<b>511</b>	<b>482</b>	<b>6.0%</b>	<b>1,417</b>	<b>2,010</b>	<b>(29.5%)</b>

- Higher 3Q22 loan impairment due to a prudent stance on Malaysia Commercial and topping up provisions for Indonesia Corporate
- Commitments & contingencies recorded a writeback in 3Q22 from Malaysia Corporate
- Debt Instruments / securities recorded a small writeback in 3Q22
- Others declined QoQ from lower provisions in Indonesia

## Total Provisions Breakdown

(RM 'mil)

- MEF & Overlay
- Covid-19 related
- Underlying
- Credit related/  
Significant IA

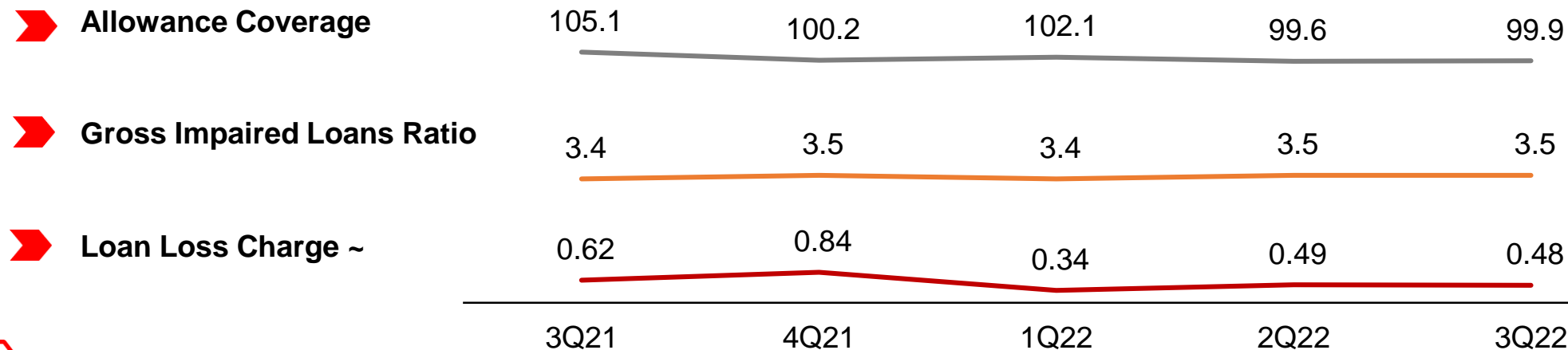
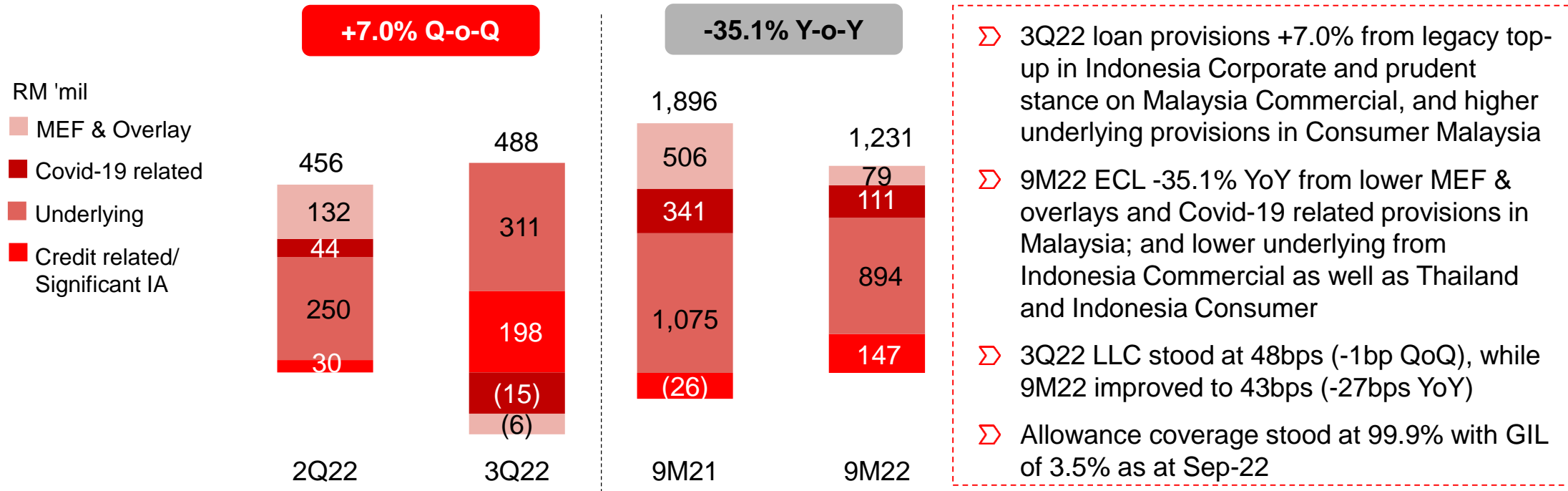


- Lower Malaysia MEF & overlays in 3Q22
- Covid-19 related provisions lower QoQ and YoY due to reduced leisure sector provisions
- Underlying provisions higher QoQ from Malaysia Consumer; Slightly lower YoY from Indonesia Commercial and Wholesale
- Credit-related provisions rose QoQ and YoY mainly due to Indonesia Corporate



Note: ^ Excludes: 9M21 exceptional items of RM1,215 mil

# Loan Provisions/ECL



Note: ~ Annualised

# Asset Quality & Moratorium

Covid-19 Impacted Sectors	Gross Loans	Bonds
	30 Sep-22	30 Sep-22
Hospitality	1.1%	0.1%
Retail	1.8%	0.1%
Aviation	0.2%	0.5%
Leisure	0.6%	0.6%
<b>Total: Directly impacted sectors</b>	<b>3.8%</b>	<b>1.3%</b>
<i>vs 30 Jun-22</i>	<i>4.2%</i>	<i>1.5%</i>
<b>Others: Indirectly impacted sectors</b>	<b>22.8%</b>	<b>6.1%</b>
<i>vs 30 Jun-22</i>	<i>20.8%</i>	<i>4.7%</i>

- Total exposure to Covid-19 impacted sectors remains relatively stable
- Malaysia Consumer Moratorium and R&R remained at 1% as at Sep-22 compared to end Jul-22
- Indonesia and Thailand declined to 4% and 2% respectively in Sep-22 versus 5% and 4% as at end Jul-22

Moratorium and R&R	Malaysia	Indonesia	Thailand	Singapore	Group
Consumer	1%	1%	0%	0%	1%^
Commercial	5%	9%	14%	3%	6%*
Corporate <sup>#</sup>	7%	5%	4%	1%	5%
<b>Total (as at 30 Sep-22)</b>	<b>3%</b>	<b>4%</b>	<b>2%</b>	<b>1%</b>	<b>3%</b>
<i>vs 31 Jul-22</i>	<i>3%</i>	<i>5%</i>	<i>4%</i>	<i>1%</i>	<i>3%</i>



Notes: ^ Includes Cambodia, Vietnam and Philippines

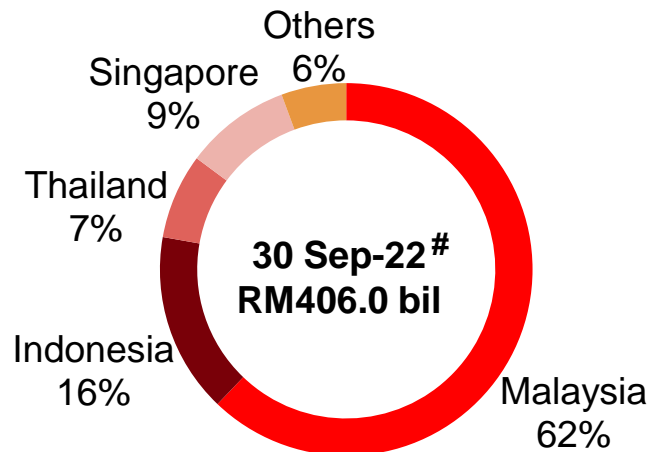
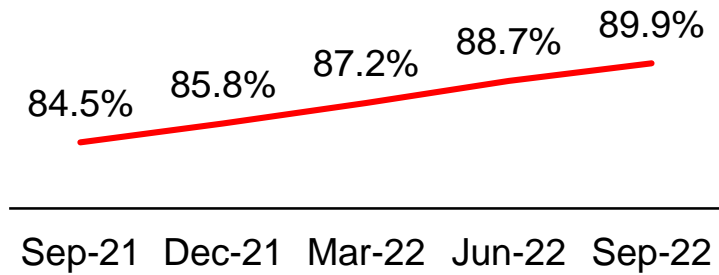
\* Includes Cambodia

# Corporate loans only

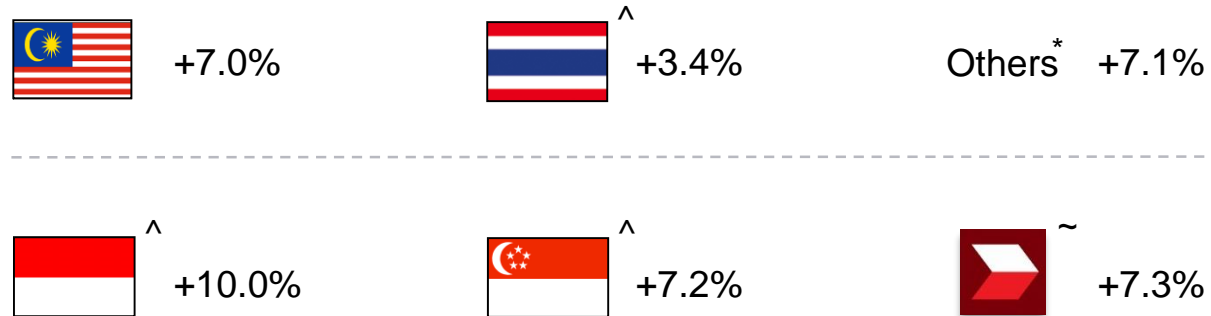
# Gross Loans

(RM 'bil)	30 Sep-22	Q-o-Q	Y-o-Y
Consumer Banking	211.6	2.2%	9.1%
Commercial Banking	65.8	2.7%	7.5%
Wholesale Banking	128.6	4.5%	9.7%
<b>Total</b>	<b>406.0</b>	<b>3.0%</b>	<b>9.0%</b>

## Loans-to-Deposit Ratio



## Loan Growth by Country (Y-o-Y) ~

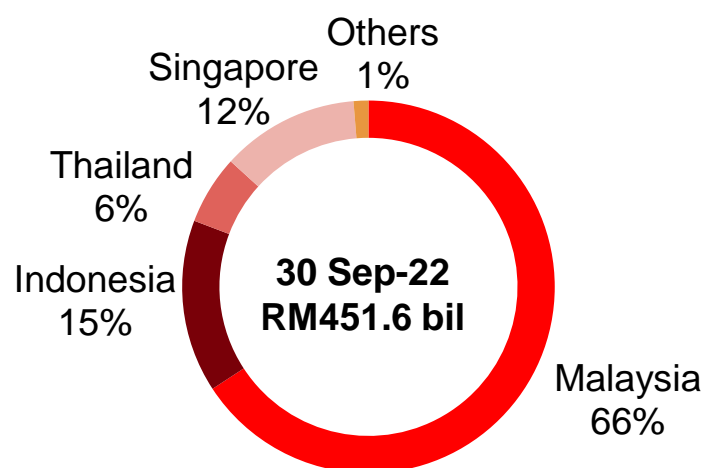
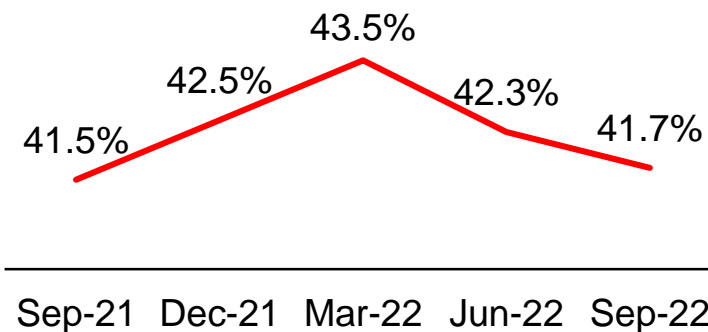


Notes: ~ Excluding FX fluctuations    ^ In local currency  
 # Based on geographical location of counterparty  
 \* Including Cambodia, Vietnam and Philippines

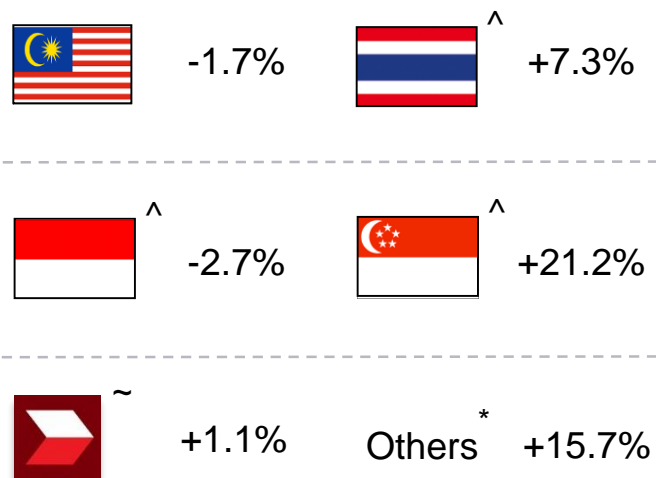
# Deposits

(RM 'bil)	30 Sep-22	Q-o-Q	Y-o-Y
Consumer Banking	181.8	1.3%	5.1%
Commercial Banking	80.0	1.9%	7.8%
Wholesale Banking	189.8	1.8%	(2.0%)
<b>Total Deposits</b>	<b>451.6</b>	<b>1.6%</b>	<b>2.5%</b>
<b>Total CASA</b>	<b>188.3</b>	<b>0.3%</b>	<b>2.8%</b>





## CASA Ratio



## Deposit Growth by Country (Y-o-Y)



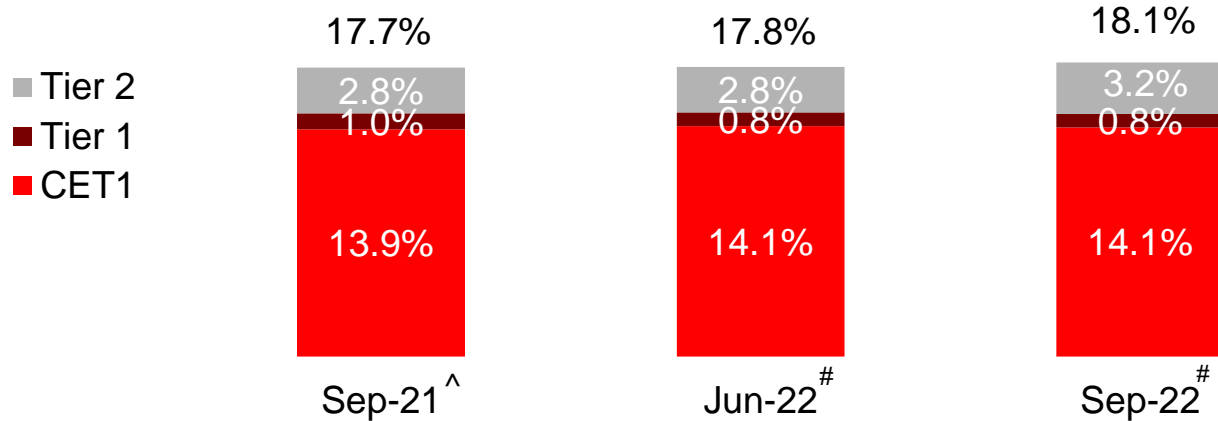
## CASA Ratio by Country

	Sep-22	Sep-21	Sep-20	Sep-19
	32.4%	33.0%	32.4%	29.8%
	67.7%	61.7%	60.3%	53.7%
	55.6%	51.9%	44.3%	45.8%
	51.3%	61.3%	55.8%	35.5%

Notes: ~ Excluding FX fluctuations  
<sup>^</sup> In local currency  
<sup>\*</sup> Including Cambodia, Vietnam and Philippines

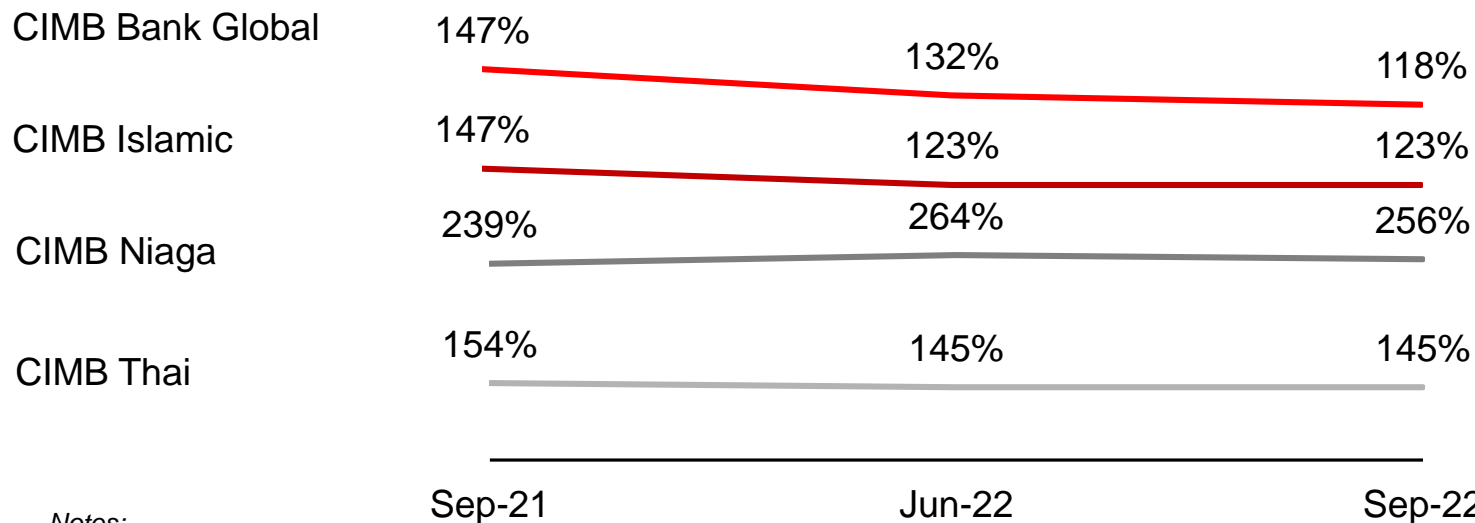


# Capital and Liquidity Management



- CET1 remained strong at 14.1% as at Sep-22
- On a YoY basis, the improvement in CET1 from higher PAT was offset by higher credit RWA utilisation from business growth and FVOCI losses from the impact of rising interest rates
- CET1 ratio remains comfortably above the target of >13%
- LCR remains comfortably above 100% for all banking entities
- The lower LCR for CIMB Bank and Islamic is attributed to strengthened loan growth and shortening of deposits tenure in a rising rate environment

## Liquidity Coverage Ratio



### Notes:

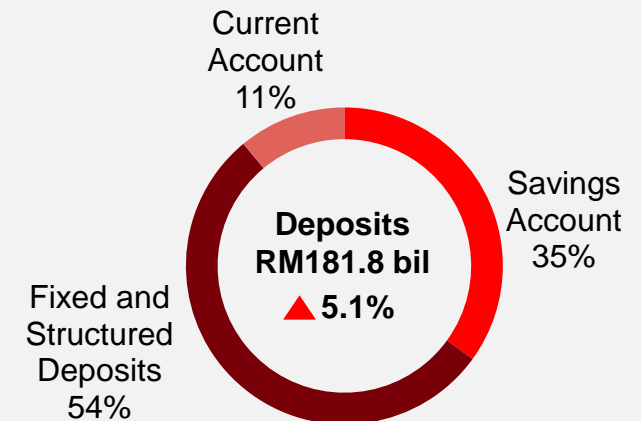
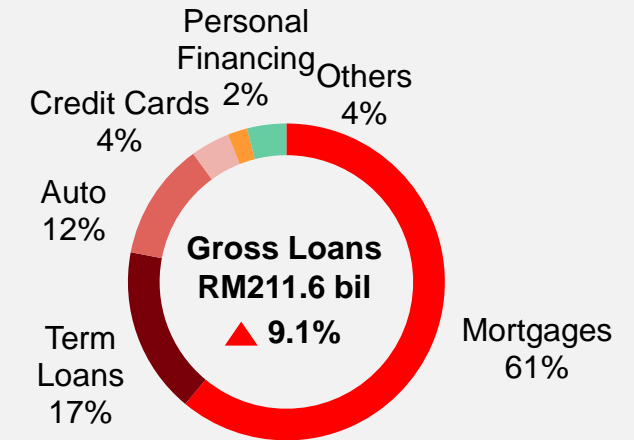
<sup>^</sup> Post CIMBGH's FY21 Second Interim Dividend of RM1,283mil, with actual corresponding DRS of RM1,085mil (based on take up rate of 84.5%).

<sup>#</sup> Post CIMBGH's Proposed FY22 First Interim Dividend of RM1,362mil, with actual corresponding DRS of RM910mil (based on take-up rate of 83.6% and 80% DRS electable portion).

# Consumer Banking

(RM 'mil)	3Q22	Q-o-Q	9M22	Y-o-Y
Net interest income	1,682	3.1%	4,908	8.2%
Non interest income	518	(5.5%)	1,583	9.6%
<b>Operating income</b>	<b>2,200</b>	<b>0.9%</b>	<b>6,491</b>	<b>8.5%</b>
Overhead expenses	(1,158)	2.3%	(3,371)	3.1%
<b>PPOP</b>	<b>1,042</b>	<b>(0.6%)</b>	<b>3,120</b>	<b>15.1%</b>
(Provisions) / Writeback	(260)	(11.9%)	(871)	(17.2%)
Share of JV / Associates	2	(77.8%)	17	70.0%
<b>PBT</b>	<b>784</b>	<b>2.9%</b>	<b>2,266</b>	<b>35.8%</b>

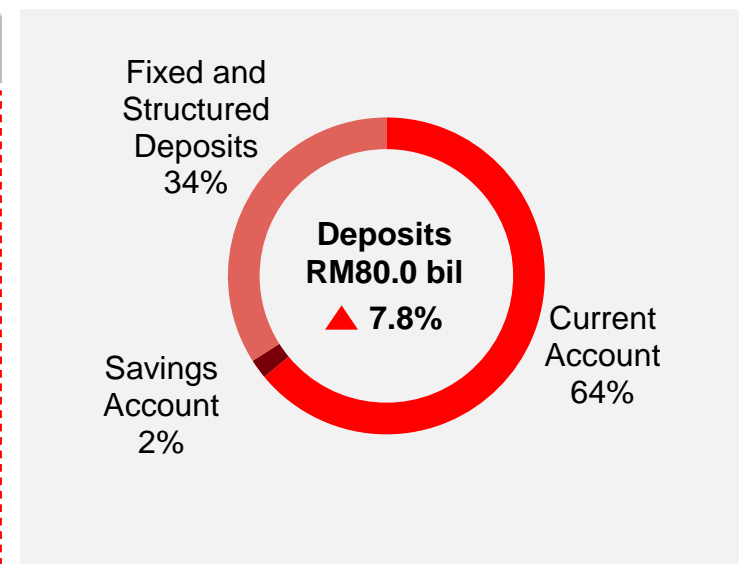
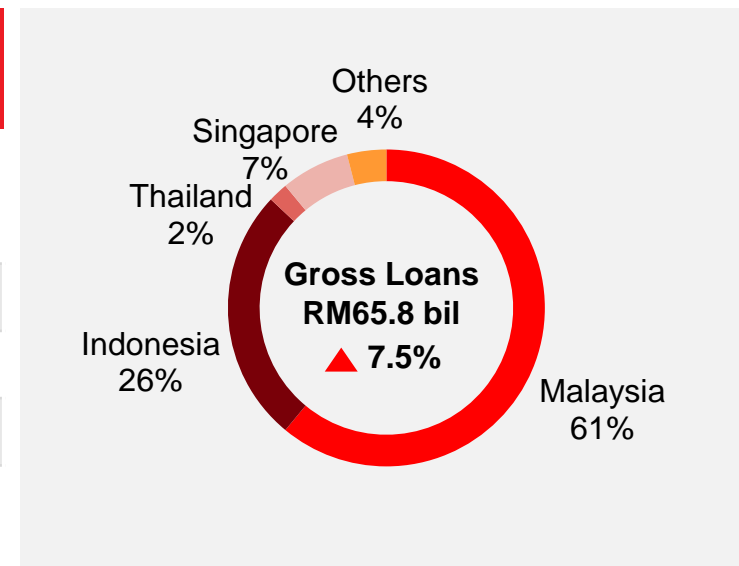
- Robust 9M22 PBT growth attributed to loan expansion, fee income from core markets and lower provisions
- 3Q22 PBT driven by higher operating income from loan growth and lower provisions. 3Q22 NOII weaker due to lower wealth income in Thailand and fee income in Malaysia
- Provisions were 11.9% lower QoQ and -17.2% YoY from a reduction in overlays and MEF
- +9.1% YoY Consumer loan growth driven by all core markets. Deposits +5.1% YoY from sustained CASA growth in Indonesia and Thailand



# Commercial Banking

(RM 'mil)	3Q22	Q-o-Q	9M22	Y-o-Y
Net interest income	781	4.4%	2,247	3.6%
Non interest income	163	(4.7%)	499	16.9%
<b>Operating income</b>	<b>944</b>	<b>2.7%</b>	<b>2,746</b>	<b>5.8%</b>
Overhead expenses	(436)	6.6%	(1,291)	(0.7%)
<b>PPOP</b>	<b>508</b>	<b>(0.4%)</b>	<b>1,455</b>	<b>12.4%</b>
(Provisions) / Writeback	(172)	(5.5%)	(346)	(38.8%)
Share of JV / Associates	0	-	0	-
<b>PBT</b>	<b>336</b>	<b>2.4%</b>	<b>1,109</b>	<b>51.9%</b>

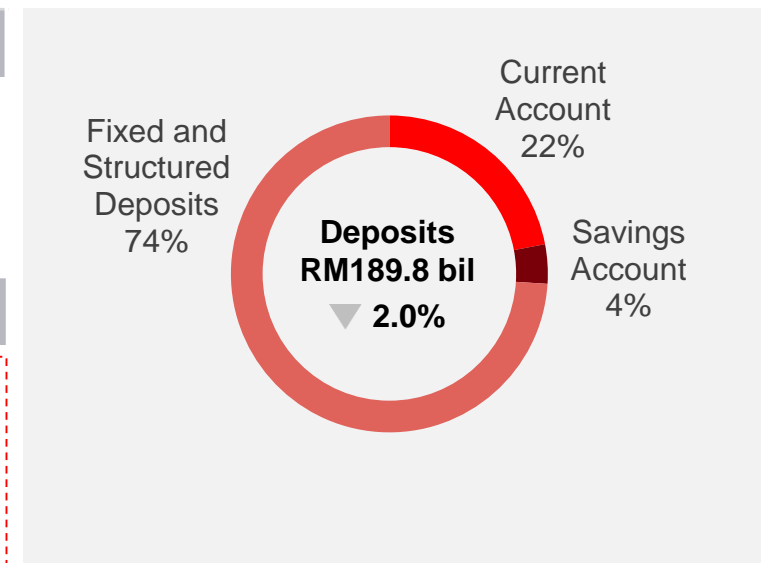
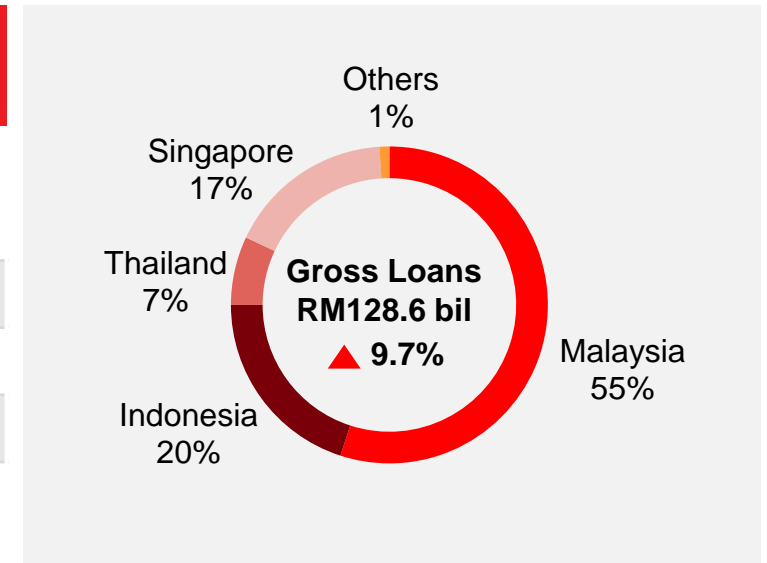
- Sustained improvement across all geographies except Indonesia brought about the +51.9% YoY Commercial Banking PBT for 9M22. 3Q22 performance was attributed to higher NII from strong loan growth and lower provisions in Indonesia
- Lower 3Q22 NOII due to lower NPL sale gain in Thailand and weaker trading income in Singapore. Stronger NOII YoY from fee & trading income in Malaysia and Singapore
- Higher 3Q22 opex from catch up in support cost
- Commercial loans +7.5% YoY from Malaysia and Indonesia. Deposit growth of 7.8% YoY contributed by Malaysia and Singapore



# Wholesale Banking

(RM 'mil)	3Q22	Q-o-Q	9M22	Y-o-Y
Net interest income	882	(8.4%)	2,778	(0.3%)
Non interest income	399	(6.3%)	1,275	6.9%
<b>Operating income</b>	<b>1,281</b>	<b>(7.8%)</b>	<b>4,053</b>	<b>1.9%</b>
Overhead expenses	(522)	(2.1%)	(1,572)	6.4%
<b>PPOP</b>	<b>759</b>	<b>(11.3%)</b>	<b>2,481</b>	<b>(0.8%)</b>
(Provisions) / Writeback	(37)	260.9%	(115)	(72.0%)
Share of JV / Associates	5	(37.5%)	21	(67.2%)
<b>PBT</b>	<b>727</b>	<b>(18.0%)</b>	<b>2,387</b>	<b>10.8%</b>
Corporate Banking	440	(26.9%)	1,330	41.3%
Treasury & Markets~	266	(5.7%)	1,016	(9.8%)
Investment Banking+	21	600.0%	41	(52.9%)
<b>PBT</b>	<b>727</b>	<b>(18.0%)</b>	<b>2,387</b>	<b>10.8%</b>

- ⚠ Weaker 3Q22 PBT from lower NII in line with higher funding cost, lower trading income and higher provisions. However, 9M22 PBT growth was driven by strong NOII, lower Corporate provisions and writebacks of derivatives exposures
- ⚠ Gross loans 9.7% higher YoY, while deposits -2.0% YoY with stronger +8.0% YoY CASA growth



Notes: ~ Including treasury operations, markets and transaction banking + Including advisory, equities, capital markets, private banking and research

# CIMB Digital Assets & Group Funding

(RM 'mil)	3Q22 BAU	Q-o-Q	9M22 BAU	Y-o-Y
Net interest income	557	68.3%	1,192	28.7%
Non interest income	13	(80.0%)	133	(54.0%)
<b>Operating income</b>	<b>570</b>	<b>43.9%</b>	<b>1,325</b>	<b>9.1%</b>
Overhead expenses	(157)	(8.2%)	(508)	(1.6%)
<b>PPOP</b>	<b>413</b>	<b>83.6%</b>	<b>817</b>	<b>16.9%</b>
(Provisions) / Writeback	(39)	30.0%	(84)	(594.1%)
Share of JV / Associates	(11)	(26.7%)	(27)	285.7%
<b>PBT</b>	<b>363</b>	<b>101.7%</b>	<b>706</b>	<b>(0.4%)</b>

## Touch 'n Go Digital

Total Registered Users (mil)

+11.6% Y-o-Y

16.4



Sep-21

Sep-22

Annual Transacting Users (mil)

+35.8% Y-o-Y

6.7



Sep-21

Sep-22

## CIMB Philippines No. of Customers (mil)

+31.1% Y-o-Y

4.5



Sep-21

5.9

Sep-22

## Deposits Balance (RM'mil)

+23.5% Y-o-Y

1,155



Sep-21

1,426

Sep-22

- Higher NII QoQ from Group Funding, Philippines and Vietnam. NOII weakened YoY and QoQ due to lower realised gains from the fixed income portfolio in line with rising bond yields
- PBT +101.7% QoQ from strong PPOP, while relatively flat YoY from weaker Group Funding investment income. CDA performance continues to improve QoQ and YoY
- TNGD remains robust with 9.1 mil ATU and 718k total merchants as at Sep-22. GO+ investors reached 2.6 mil with total AUM of RM308 mil as at Sep-22
- CIMB Philippines continues to grow strongly, reaching 5.9 mil customers as at Sep-22 (+31.1% YoY) with a deposit book of RM1.43 bil (+23.5% YoY)

Notes: \* Excludes: 1Q22: Exceptional items of RM53 mil; 2Q22: Exceptional items of RM52 mil; 3Q22: Exceptional items of RM9 mil



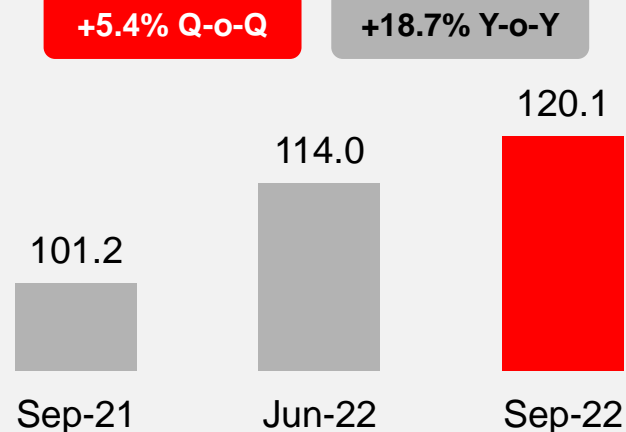
# CIMB Islamic

(RM 'mil)	3Q22 BAU	Q-o-Q	9M22 BAU	Y-o-Y
Net financing income	887	8.1%	2,504	15.9%
Non financing income	146	42.6%	368	6.2%
<b>Operating income</b>	<b>1,033</b>	<b>11.9%</b>	<b>2,872</b>	<b>14.5%</b>
Overhead expenses	(286)	5.9%	(887)	(2.2%)
<b>PPOP</b>	<b>747</b>	<b>14.4%</b>	<b>1,985</b>	<b>24.0%</b>
(Provisions) / Writeback	(104)	(51.7%)	(373)	11.9%
Share of JV / Associates	2	>1000%	2	107.2%
<b>PBT</b>	<b>645</b>	<b>46.7%</b>	<b>1,614</b>	<b>27.2%</b>

- Net financing income (NFI) expanded 8.1% QoQ and 15.9% YoY from sustained financing growth while non financing income (NOFI) increased from higher trading income
- 3Q22 PBT QoQ rose 46.7% driven by higher income and lower provisions from Malaysia Consumer. 9M22 PBT YoY +27.2% on positive PPOP offset by higher provisions from Indonesia Corporate
- Financing and deposits grew 18.7% and 11.7% YoY respectively
- CIMB Islamic remains #2 in Malaysia by total Islamic assets, deposits and financing

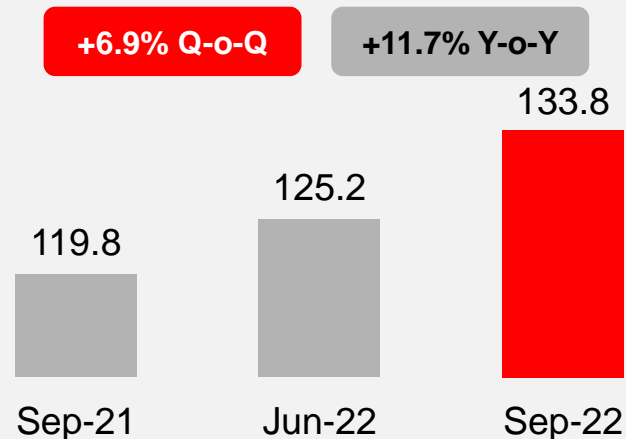
## Islamic Financing

(RM 'bil)



## Islamic Deposits ~

(RM 'bil)



Notes: ~ Including investment accounts

\* Excludes 1Q22: RM7 mil; 2Q22: RM8 mil; 3Q22: RM0.1 mil

# **02 Strategic Plan Forward 23+ Updates**



# Focus Areas for 2022

FORWARD 23+

## Vision

*To be the leading focused ASEAN bank*

### Strategic Themes

#### 1 Delivering Sustainable Financial Returns

##### a) Reshape portfolio & Focused investments

- Accelerate loan growth in profitable segments (Consumer, Commercial MY & selected Wholesale)
- Expand CASA franchise growth
- Address MOCA and commercial ecosystem
- Rejuvenate NOII growth
- Execute Affluent strategy

##### b) Digitise for value

- Implement IT Blueprint
- Roll out Next Gen Clicks
- Commence BizChannel 2.0
- Roll out Wealth & RM portal
- Develop individual BU Technology strategic plan / roadmap (B5)
- Develop Data & analytics strategic plan

##### c) Drive cost efficiency

- Technology CAPEX & OPEX optimisation review
- Canvas execution
- [Digital branch visualization]

#### 2 Disciplined Execution

- Roll out New Operating model (TEAM)
- Change management programme

#### 3 Customer Centricity

- Double down on CX transformation
- End-to-end Product Transformation
- Journey Transformation & Digitisation

#### 4 Transform Fundamentals

- Risk management
- BSM, FTP, EXCO Book Risk Appetite and Portfolio Strategy
- Capital optimization & RWA dynamic asset allocation framework
- Group Ops transformation
- Enhancing operational resilience

#### 5 Purpose-driven organisation

##### a) Culture & Values

- EPICC roll out

##### b) Human capital

- Talent management
- Employee experience
- HR operating model and blueprint

##### c) Sustainability

- Climate change
- Responsible banking
- Communities





# Asset Composition and Growth



Growth momentum continued to improve on areas we would like to invest

Asset Composition					Gross Loan Composition			
Year	Consumer	Commercial	Wholesale	CDA and Group Funding	Year	Consumer	Commercial	Wholesale
Dec-19	33%	11%	43%	12%	Dec-19	50%	18%	32%
Sep-22	32% ▼	10% ▼	42% ▼	16% ▲	Sep-22	52% ▲	16% ▼	32% =

Loan Growth (YoY)					Initiatives / Comments	
	Sep-22	Dec-21	Dec-20	Dec-19		

## Invest

Consumer	+9%	+5%	+3%	+9%	➤	Consumer loan growth driven by Malaysia, Indonesia and Singapore with continued recovery in Thailand
Malaysia	+8%	+4%	+3%	+7%	➤	Malaysia sustained loan growth momentum across all segments
Malaysia Commercial	+8%	+4%	+7%	+12%	➤	Malaysia Commercial growth accelerated by SME
Indonesia Consumer	+15%	+9%	+2%	+10%	➤	Indonesia Consumer loans grew healthily
Indonesia SME	+9%	+6%	-5%	+2%	➤	Indonesia SME growing loans judiciously

## Fix

Indonesia Commercial (ex-SME)	-3%	-10%	-23%	-7%	➤	Indonesia Commercial continued portfolio optimisation
Singapore Commercial (ex-SME)	-2%	-29%	+3%	-41%	➤	Singapore Commercial showing improved RAROC and LLC

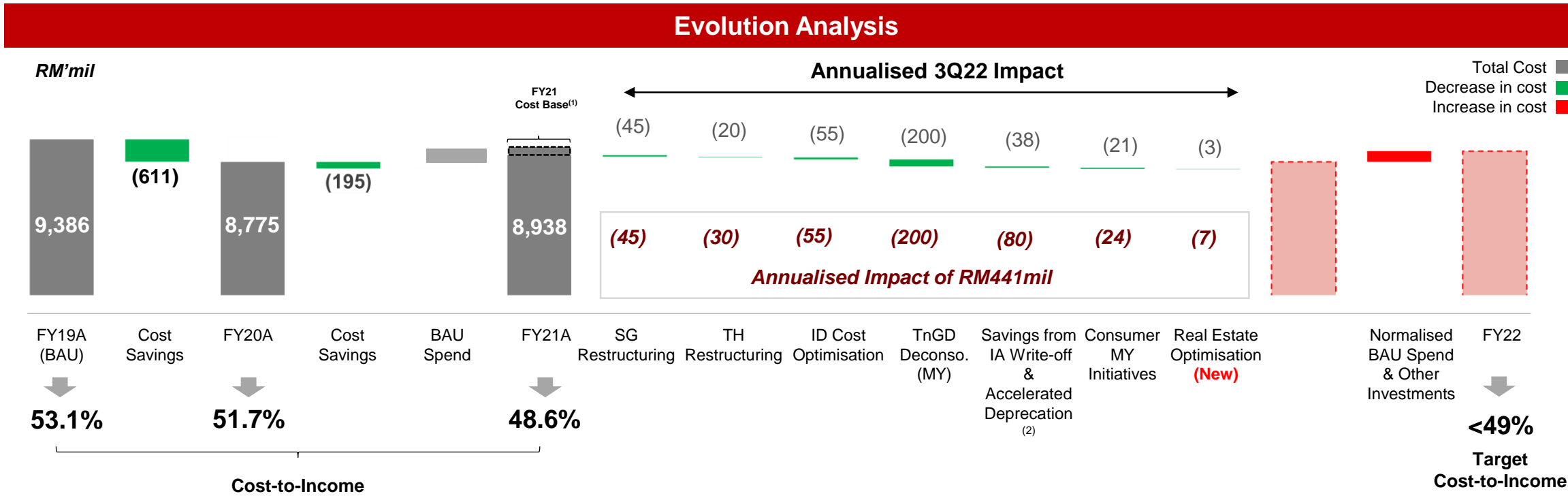
## Exit

Thailand Commercial	-41%	-34%	-19%	-20%	➤	Thailand Commercial – Continued portfolio run down
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Note: Malaysia includes London, Hong Kong and Shanghai

# Structured Cost Take-out



**RM441 mil cost take-out identified** and will be crystallised in 2023

**2** Identified RM7 mil initiative in 3Q22. Quantification of other cost initiatives on-going

## Key Updates for 2022

- Continued execution of initiatives from 2021 to be realised in 2022
- Expansion of initiatives including continuous optimisation in the Consumer business and real estate roadmap execution
- Sustained productivity gains along with enhanced CAPEX prioritisation framework and stringent opex management especially in the tech capex and opex space

Notes:

(1) FY21 Cost Base without cost savings is RM9,133 mil

(2) Savings from IA write-off based on FY2021 exercise, while savings from accelerated depreciation only to commence when the asset is fully depreciated

(3) Optimisation of the Consumer business including, paper statement and courier/printing reduction, real estate optimisation and rental negotiation





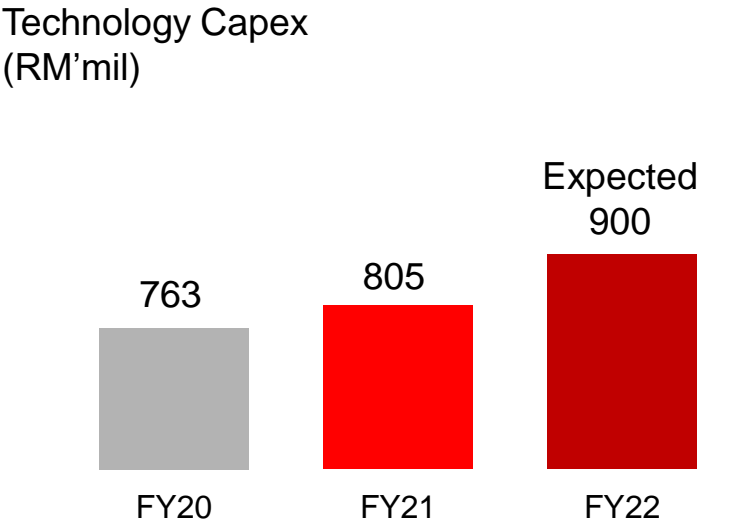
# Digital Reliability/ Customer Centricity

Metrics tracking well with continued momentum in digital transactions

## Clicks & Bizchannel

Country		% Availability		
		2021	9M22	FY22 Target
<b>CIMB Clicks</b>				
	Clicks	99.25%	<b>99.71%</b>	99.00%
	Octo Clicks and Mobile	99.72%	<b>99.17%</b>	98.75%
	Clicks	99.51%	<b>99.72%</b>	98.86%
	Thai Digital App	98.75%	<b>99.39%</b>	98.05%
<b>Bizchannel</b>				
	Bizchannel	99.99%	<b>100.00%</b>	99.75%
	Bizchannel	99.93%	<b>100.00%</b>	99.50%
	Bizchannel	100.00%	<b>100.00%</b>	99.75%
	Bizchannel	99.87%	<b>99.96%</b>	99.75%

## Technology & Operational Investments



- Sustained tech and operational investments to focus on infrastructure reliability, and service platforms (new Clicks & Bizchannel)
- As at 9M22, we expect to invest RM900 mil of the FY22 planned expenditure of RM1.2 bil
- Capex mainly to drive further digitalisation, improve technology and operational resiliency

## Digital

	9M21	9M22	YoY
Digital Transactions ('mil) <sup>(1)</sup>	453	461	1.9%
% Digital Transactions	70.8%	70.4%	-0.4%

	9M21	9M22	YoY
Digital Transactions ('mil) <sup>(1)</sup>	88	172	94.4%
% Digital Transactions	43.1%	61.2%	18.1%



Notes: (1) Digital Transactions refers to Clicks transactions only

# Sustainability



Revised sustainable finance target to **RM60 bil in Green, Social & Sustainable Impact Products & Services (GSSIPS)**



Committed **RM30 bil in financing** to accelerate the revitalization and continued growth of **SME businesses** by 2024



Established **Scope 3 Finance Emissions Baseline** towards achieving net zero ambition; Set interim **sector climate targets** for thermal coal and cement



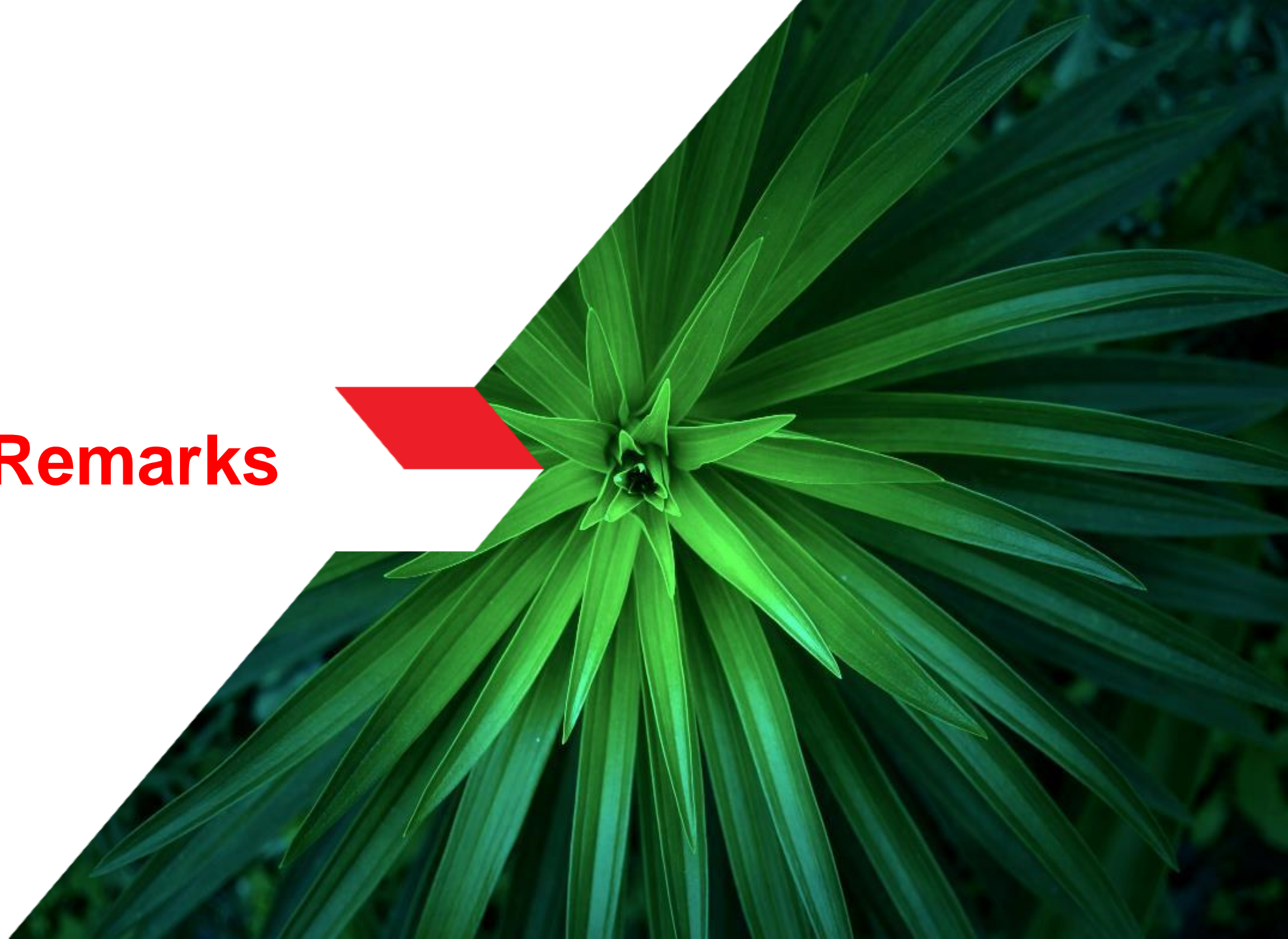
## 3Q22

**The Cooler Earth Sustainability Summit** convened more than 2,600 industry stakeholders including policymakers, corporate leaders and businesses, non-governmental organisations, financiers and investors to deliberate on challenges, and accelerate the urgent actions required to shape a more sustainable future

- **1.85 volunteer hours/employee** across the region in 9M22
- **RM15.4 mil of CSR investment disbursed** across the region in 9M22
- **Introduced sustainability talent programmes** to catalyse the development of sustainability talent pool namely Sustainability Academy, The Complete Banker (TCB) - Sustainability track, TCB-Fusion Programme and Mid-career Internship
- First in Indonesia to launch a **Sustainability Market Linked-Deposit** for corporates and individuals to place their funds dedicated to finance environmental and social development aligned with OJK Green Taxonomy and Sustainable Business Activities
- Introduced **Sustainable Term Investment Account-i Tranche**, a purpose-driven investment offering for businesses including SME
- **Ranked fourth out of 155** most influential banks globally in the inaugural **2022 Financial System Benchmark** by the World Benchmarking Alliance










## 03 Final Remarks



# Final Remarks

- Strong 9M22 performance underpinned by revenue expansion, contained cost escalation and declining provisions. Positive momentum continued in 3Q22 as loan growth and NIM improvement offset weaker NOII
- Upward revision in loan growth guidance for FY22 given positive trajectory
- Moving forward, the Group remains cautious and will focus on i) CASA retention as we expect deposit competition to intensify in line with rebound in economic activity; and ii) credit risk management in view of the various macroeconomic headwinds. Loan growth will likely moderate as GDP outlook is expected to taper
- Nevertheless, we are on track to exceed our 2022 financial targets given with our strong 9M22 performance
- Focus on executing Forward23+ strategic plan in growing targeted segments, cost management and technology and operational resiliency

		9M22 BAU	FY22 Guidance	FY22 Targets	FY24 Forward23 + Ambition
	ROE * (Reported)	9.1%	8.0-9.0%	7.5-8.0%	Top quartile (11.5-12.5%)
	ROE *^	10.4%	9.0-10.0%	8.5-9.0%	
	Dividend Payout Ratio	50%~	40-60%	40-60%	40-60%
	Total Loan Growth	9.0%	8-9%	5-6%	In line with market
	Cost to income	46.1%	<48.0%	<49.0%	≤45%
	Loan Loss Charge *	43bps	50-60bps	60-70bps	50-60bps
	CET 1 (CIMB Group)	14.1%	>13.5%	>13.0%	>13.5%

Notes: \* Annualised

^ Excluding cukai makmur

~ Based on 1H22 payout





# 04 Appendices



# Exceptional Items

(RM 'mil)	3Q22	2Q22	1Q22	9M22	3Q21	2Q21	1Q21	9M21
<b>PBT BAU</b>	<b>2,210</b>	<b>2,157</b>	<b>2,101</b>	<b>6,468</b>	<b>1,639</b>	<b>1,835</b>	<b>1,788</b>	<b>5,262</b>
Gain on deconsolidation Touch 'n Go Digital	-	-	-	-	-	-	1,156	1,156
Gain / Loss on dilution of interest on disposal of associates	-	-	-	-	2	-	-	2
Transformational / Restructuring cost	(7)	(6)	(6)	(19)	(10)	(17)	(46)	(73)
Intangible assets write off and accelerated amortisation	(2)	(46)	(47)	(95)	(83)	(241)*	-	(324)
Impairment of goodwill					(1,215) ~	-	-	(1,215)
<b>Total Exceptional Items Before Tax</b>	<b>(9)</b>	<b>(52)</b>	<b>(53)</b>	<b>(114)</b>	<b>(1,306)</b>	<b>(258)</b>	<b>1,110</b>	<b>(454)</b>
<b>PBT (Reported)</b>	<b>2,201</b>	<b>2,105</b>	<b>2,048</b>	<b>6,354</b>	<b>333</b>	<b>1,577</b>	<b>2,898</b>	<b>4,808</b>
<b>Net Profit BAU</b>	<b>1,632</b>	<b>1,547</b>	<b>1,550</b>	<b>4,729</b>	<b>1,221</b>	<b>1,280</b>	<b>1,336</b>	<b>3,837</b>
<b>EI net of Tax and MI</b>	<b>(6)</b>	<b>(44)</b>	<b>(45)</b>	<b>(95)</b>	<b>(1,322)</b>	<b>(196)</b>	<b>1,121</b>	<b>(396)</b>
<b>Cukai Makmur</b>	<b>(219)</b>	<b>(222)^</b>	<b>(78)</b>	<b>(519)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Exceptional Items After Tax</b>	<b>(225)</b>	<b>(266)</b>	<b>(123)</b>	<b>(614)</b>	<b>(1,322)</b>	<b>(196)</b>	<b>1,121</b>	<b>(396)</b>
<b>Net Profit (Reported)</b>	<b>1,407</b>	<b>1,281</b>	<b>1,427</b>	<b>4,115</b>	<b>(101)</b>	<b>1,084</b>	<b>2,457</b>	<b>3,441</b>

Note: \* RM230 mil recognised in operating expenses and RM11 mil in other provisions

^ Higher cukai makmur impact in 2Q22 was due to updates made to the deferred tax asset balances which may not be utilised in year 2022

~ non-cash write down in CIMB Thai goodwill



# Earnings Summary

(RM 'mil)	3Q22 BAU^	2Q22 BAU^	Q-o-Q	9M22 BAU^	9M21 BAU^	Y-o-Y	3Q21 BAU^	Y-o-Y
Net interest income	3,901	3,675	6.1%	11,125	10,416	6.8%	3,457	12.8%
Non interest income	1,096	1,209	(9.3%)	3,493	3,352	4.2%	936	17.1%
<b>Operating income</b>	<b>4,997</b>	<b>4,884</b>	<b>2.3%</b>	<b>14,618</b>	<b>13,768</b>	<b>6.2%</b>	<b>4,393</b>	<b>13.7%</b>
Overhead expenses	(2,273)	(2,246)	1.2%	(6,744)	(6,563)	2.8%	(2,162)	5.1%
<b>PPOP</b>	<b>2,724</b>	<b>2,638</b>	<b>3.3%</b>	<b>7,874</b>	<b>7,205</b>	<b>9.3%</b>	<b>2,231</b>	<b>22.1%</b>
Loan impairment	(488)	(456)	7.0%	(1,231)	(1,896)	(35.1%)	(529)	(7.8%)
Other provisions	(23)	(26)	(11.5%)	(186)	(114)	63.2%	(72)	(68.1%)
Share of JV / Associates	(3)	1	(400.0%)	11	67	(83.6%)	9	(133.3%)
<b>PBT</b>	<b>2,210</b>	<b>2,157</b>	<b>2.5%</b>	<b>6,468</b>	<b>5,262</b>	<b>22.9%</b>	<b>1,639</b>	<b>34.8%</b>
<b>PBT (Reported)</b>	<b>2,201</b>	<b>2,105</b>	<b>4.6%</b>	<b>6,354</b>	<b>4,808</b>	<b>32.2%</b>	<b>333</b>	<b>561.0%</b>
<b>Net profit</b>	<b>1,632</b>	<b>1,547</b>	<b>5.5%</b>	<b>4,729</b>	<b>3,837</b>	<b>23.2%</b>	<b>1,221</b>	<b>33.7%</b>
<b>Net profit (Reported)</b>	<b>1,407</b>	<b>1,281</b>	<b>9.8%</b>	<b>4,115</b>	<b>3,441</b>	<b>19.6%</b>	<b>(101)</b>	<b>(&gt;1000%)</b>
<b>EPS (sen)</b>	<b>15.7</b>	<b>14.8</b>	<b>6.1%</b>	<b>45.6</b>	<b>38.3</b>	<b>19.1%</b>	<b>12.2</b>	<b>28.7%</b>
<b>ROE (Annualised)</b>	<b>10.7%</b>	<b>10.3%</b>	<b>40bps</b>	<b>10.4%</b>	<b>9.0%</b>	<b>140bps</b>	<b>8.4%</b>	<b>230bps</b>
<b>ROE (Annualised) (Reported)</b>	<b>9.2%</b>	<b>8.5%</b>	<b>70bps</b>	<b>9.1%</b>	<b>8.3%</b>	<b>80bps</b>	<b>6.1%</b>	<b>310bps</b>

Notes: ^ Excludes (net of tax): 3Q22: Exceptional items of RM6 mil and cukai makmur of RM219 mil; 2Q22: Exceptional items of RM44 mil and cukai makmur of RM222 mil  
1Q22: Exceptional items of RM45 mil and cukai makmur of RM78 mil  
3Q21: Exceptional items of RM1,322 mil; 2Q21: Exceptional items of RM196 mil  
1Q21: Gain on deconsolidation of Touch 'n Go Digital of RM1,156 mil and exceptional items of RM35 mil





# Key Ratios

(%)	3Q22 BAU <sup>^</sup>	2Q22 BAU <sup>^</sup>	Q-o-Q	9M22 BAU <sup>^</sup>	9M21 BAU <sup>^</sup>	Y-o-Y	3Q21 BAU <sup>^</sup>	Y-o-Y
ROE ~	10.7	10.3	▲	10.4	9.0	▲	8.4	▲
Reported ROE	9.2	8.5	▲	9.1	8.3	▲	6.1	▲
NIM ~*	2.55	2.47	▲	2.50	2.46	▲	2.40	▲
Non-interest income / total income	21.9	24.8	▼	23.9	24.3	▼	21.3	▲
Cost to income	45.5	46.0	▼	46.1	47.7	▼	49.2	▼
Allowance coverage (including regulatory reserve)	103.6	102.0	▲	103.6	105.3	▼	105.3	▼
Allowance coverage (excluding regulatory reserve)	99.9	99.6	▲	99.9	105.1	▼	105.1	▼
Loan loss charge ~	0.48	0.49	▼	0.43	0.70	▼	0.62	▼
Gross impaired loans ratio	3.5	3.5	=	3.5	3.4	▲	3.4	▲
Net impaired loans ratio (Net of IA and PA)	0.0	0.0	=	0.0	(0.2)	▲	(0.2)	▲
ROA ~	0.99	0.97	▲	0.97	0.83	▲	0.79	▲
Book value per share (RM)	5.93	5.78	▲	5.96	5.86	▲	5.95	▼
Loan to Deposit (LDR)	89.9	88.7	▲	89.9	84.5	▲	84.5	▲
CASA ratio	41.7	42.3	▼	41.7	41.5	▲	41.5	▲

Notes: ~ Annualised

\* Daily Average

<sup>^</sup> Excludes (net of tax): 3Q22: Exceptional items of RM6 mil and cukai makmur of RM219 mil; 2Q22: Exceptional items of RM44 mil and cukai makmur of RM222 mil

1Q22: Exceptional items of RM45 mil and cukai makmur of RM78 mil

3Q21: Exceptional items of RM1,322 mil; 2Q21: Exceptional items of RM196 mil

1Q21: Gain on deconsolidation of Touch 'n Go Digital of RM1,156 mil and exceptional items of RM35 mil



# NOII breakdown

(RM 'mil)	3Q22	2Q22	Q-o-Q	9M22	9M21 BAU^	Y-o-Y
Fee & commission	627	657	(4.6%)	1,909	1,717	11.2%
Brokerage	-	1	(100.0%)	1	1	0.0%
Asset management and security services	6	8	(25.0%)	20	26	(23.1%)
Trading & FX	413	415	(0.5%)	1,322	1,450	(8.8%)
Dividend income	10	21	(52.4%)	42	50	(16.0%)
Other income	40	107	(62.6%)	199	108	84.3%
<b>Total</b>	<b>1,096</b>	<b>1,209</b>	<b>(9.3%)</b>	<b>3,493</b>	<b>3,352</b>	<b>4.2%</b>



Note: ^ Excludes gain on deconsolidation of Touch 'n Go Digital of RM1,156mil in 1Q21, and gain on dilution of Touch 'n Go Digital of RM2 mil 3Q21

# PBT by Segments

PBT (RM 'mil)	3Q22 BAU <sup>^</sup>	2Q22 BAU <sup>^</sup>	Q-o-Q	9M22 BAU <sup>^</sup>	9M21 BAU <sup>^</sup>	Y-o-Y
<b>Consumer Banking (35.0%)</b>	<b>784</b>	<b>762</b>	<b>2.9%</b>	<b>2,266</b>	<b>1,669</b>	<b>35.8%</b>
<b>Commercial Banking (17.2%)</b>	<b>336</b>	<b>328</b>	<b>2.4%</b>	<b>1,109</b>	<b>730</b>	<b>51.9%</b>
<b>Wholesale Banking (36.9%)</b>	<b>727</b>	<b>887</b>	<b>(18.0%)</b>	<b>2,387</b>	<b>2,154</b>	<b>10.8%</b>
Corporate Banking (20.6%)	440	602	(26.9%)	1,330	941	41.3%
Treasury & Markets ~ (15.7%)	266	282	(5.7%)	1,016	1,126	(9.8%)
Investment Banking + (0.6%)	21	3	600.0%	41	87	(52.9%)
<b>CIMB Digital Assets &amp; Group Funding# (10.9%)</b>	<b>363</b>	<b>180</b>	<b>101.7%</b>	<b>706</b>	<b>709</b>	<b>(0.4%)</b>
<b>PBT</b>	<b>2,210</b>	<b>2,157</b>	<b>2.5%</b>	<b>6,468</b>	<b>5,262</b>	<b>22.9%</b>

Notes: <sup>^</sup> Excludes: 2Q22: Exceptional items of RM52 mil

1Q22: Exceptional items of RM53 mil

1Q21: Gain on deconsolidation of Touch 'n Go Digital of RM1,156mil and exceptional items of RM46 mil

2Q21: Exceptional items of RM258 mil

3Q21: Impairment of Thai goodwill of RM1,215 mil, exceptional items of RM93 mil and gain on dilution of Touch 'n Go Digital of RM2 mil

~ Including treasury operations, markets and transaction banking

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

# Including asset management, strategic investments, capital investments in fixed income securities and investment in Group's proprietary capital



# PBT by Segment and Country

<b>Consumer Banking</b>	<b>3Q22</b>	<b>2Q22</b>	<b>Q-o-Q</b>	<b>9M22</b>	<b>9M21</b>	<b>Y-o-Y</b>
Malaysia (RM 'mil)	538	473	13.7%	1,505	1,294	16.3%
Indonesia (IDR 'bil)	545	465	17.2%	1,350	546	147.3%
Thailand (THB 'mil)	282	728	(61.3%)	1,668	961	73.6%
Singapore (SGD 'mil)	11	14	(21.4%)	36	24	50.0%
Others * (RM 'mil)	13	14	(7.1%)	36	18	100.0%
<b>PBT BAU (RM 'mil)</b>	<b>784</b>	<b>762</b>	<b>2.9%</b>	<b>2,266</b>	<b>1,669</b>	<b>35.8%</b>
<b>Commercial Banking</b>	<b>3Q22</b>	<b>2Q22</b>	<b>Q-o-Q</b>	<b>9M22</b>	<b>9M21</b>	<b>Y-o-Y</b>
Malaysia (RM 'mil)	228	311	(26.7%)	872	596	46.3%
Indonesia (IDR 'bil)	281	(47)	697.9%	131	249	(47.4%)
Thailand (THB 'mil)	(112)	(7)	(1500.0%)	(249)	(948)	73.7%
Singapore (SGD 'mil)	5	3	66.7%	53	40	32.5%
Others * (RM 'mil)	21	21	0.0%	62	64	(3.1%)
<b>PBT BAU (RM 'mil)</b>	<b>336</b>	<b>328</b>	<b>2.4%</b>	<b>1,109</b>	<b>730</b>	<b>51.9%</b>
<b>Wholesale Banking</b>	<b>3Q22</b>	<b>2Q22</b>	<b>Q-o-Q</b>	<b>9M22</b>	<b>9M21</b>	<b>Y-o-Y</b>
Malaysia (RM 'mil)	378	346	9.2%	1,043	1,100	(5.2%)
Indonesia (IDR 'bil)	469	1,042	(55.0%)	2,665	1,970	35.3%
Thailand (THB 'mil)	482	518	(6.9%)	1,634	1,172	39.4%
Singapore (SGD 'mil)	44	50	(12.0%)	104	101	3.0%
Others * (RM 'mil)	7	7	0.0%	20	21	(4.8%)
<b>PBT BAU (RM 'mil)</b>	<b>727</b>	<b>887</b>	<b>(18.0%)</b>	<b>2,387</b>	<b>2,154</b>	<b>10.8%</b>

Note: \* Including Cambodia, Vietnam and Philippines

# Consumer Banking Key Highlights

Malaysia	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>6.5%</b>	<b>1.5%</b>
Mortgages	7.9%	1.8%
Term loans	2.1%	0.3%
Auto	6.6%	1.7%
Credit cards	17.8%	3.9%
<b>Consumer Deposits</b>	<b>2.3%</b>	<b>(0.5%)</b>
CASA	(4.1%)	(6.0%)
Fixed & structured deposits	6.6%	3.1%

Thailand	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>9.9%</b>	<b>3.4%</b>
Mortgages	14.0%	4.2%
Auto Loans	3.6%	1.8%
<b>Consumer Deposits</b>	<b>9.8%</b>	<b>8.4%</b>
CASA	6.1%	0.0%
Fixed & structured deposits	13.3%	17.2%

Indonesia	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>14.7%</b>	<b>3.3%</b>
Mortgages	8.6%	3.0%
Auto	52.5%	5.1%
Credit cards	6.0%	(0.7%)
<b>Consumer Deposits</b>	<b>3.1%</b>	<b>(1.8%)</b>
CASA	2.8%	(2.6%)
Fixed & structured deposits	3.8%	(0.3%)

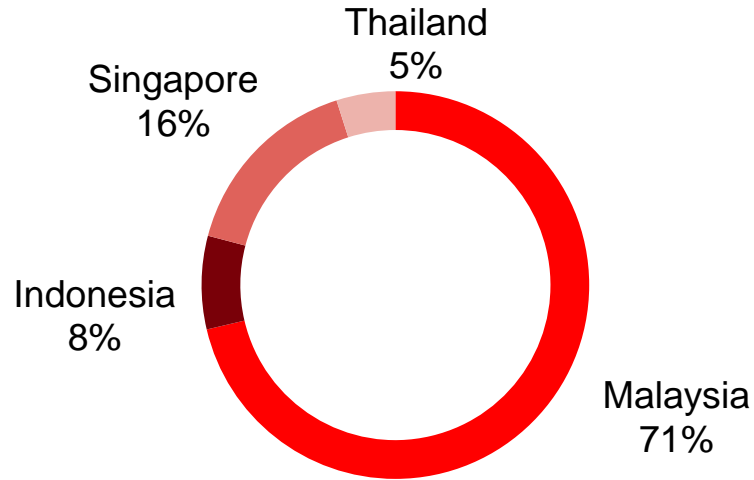
Singapore	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>18.1%</b>	<b>2.1%</b>
Mortgages	6.8%	(0.9%)
Term loans	1.1%	(1.3%)
Credit cards	0.5%	2.2%
<b>Consumer Deposits</b>	<b>14.3%</b>	<b>6.7%</b>
CASA	(5.8%)	1.1%
Fixed & structured deposits	67.4%	16.5%



# Asset Quality: Oil & Gas

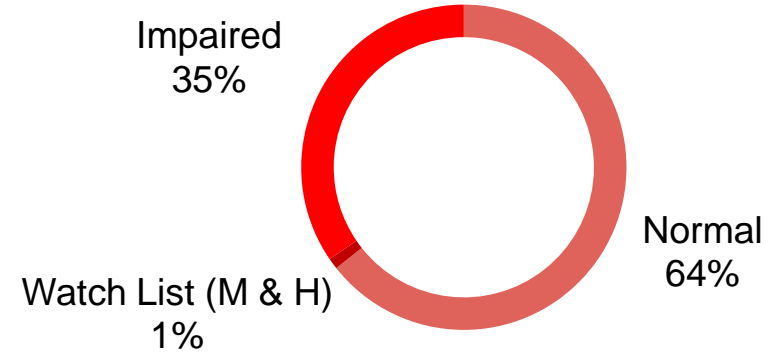
## Loan Exposure:

2.7% of total Group gross loans

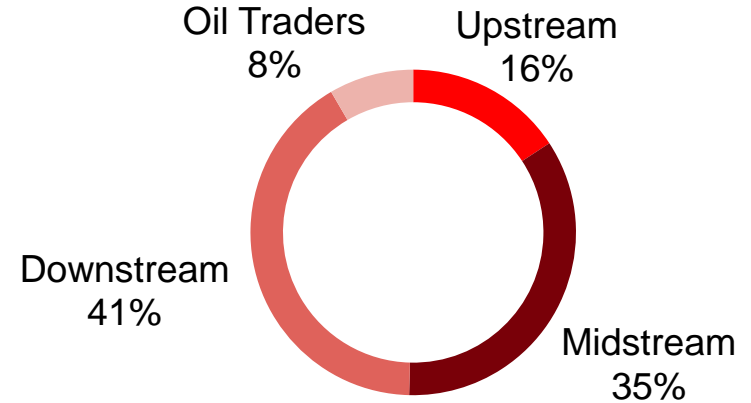


- As at Sep-22, the O&G impairment ratio stood at 34.5% (Jun-22: 35.9%).
- The impairment coverage ratio was 92.5% as at Sep-22 (94.0% in Jun-22).
- O&G bonds comprised 1.7% (RM2.2 bil) of total Group bonds holdings as at Sep-22 (Jun-22: 1.7%; RM2.2 bil)

## Borrowers Status:



## Segmental Exposure:



- Oil traders represent 8% of the Group's total O&G loan book (cf. 8% as at Jun-22).



# CIMB Niaga : Earnings Summary



(IDR 'bil)	3Q22	2Q22	Q-o-Q	9M22	9M21	Y-o-Y
Net interest income	3,436	3,329	3.2%	9,974	9,888	0.9%
Non interest income	1,066	1,455	(26.7%)	4,111	3,437	19.6%
<b>Operating income</b>	<b>4,502</b>	<b>4,783</b>	<b>(5.9%)</b>	<b>14,085</b>	<b>13,325</b>	<b>5.7%</b>
Overhead expenses*	(2,069)	(2,078)	(0.4%)	(6,251)	(6,031)	3.6%
<b>PPOP*</b>	<b>2,433</b>	<b>2,706</b>	<b>(10.1%)</b>	<b>7,834</b>	<b>7,294</b>	<b>7.4%</b>
Provisions	(715)	(961)	(25.6%)	(2,814)	(3,103)	(9.3%)
<b>PBT*</b>	<b>1,718</b>	<b>1,745</b>	<b>(1.5%)</b>	<b>5,020</b>	<b>4,191</b>	<b>19.8%</b>
<b>Net Profit *</b>	<b>1,308</b>	<b>1,340</b>	<b>(2.4%)</b>	<b>3,843</b>	<b>3,243</b>	<b>18.5%</b>
<b>PBT (Reported)</b>	<b>1,718</b>	<b>1,745</b>	<b>(1.5%)</b>	<b>5,020</b>	<b>4,098</b>	<b>22.5%</b>
<b>Net Profit (Reported)</b>	<b>1,308</b>	<b>1,340</b>	<b>(2.4%)</b>	<b>3,843</b>	<b>3,150</b>	<b>22.0%</b>
<b>EPS (Reported)</b>	<b>52.48</b>	<b>53.75</b>	<b>(2.4%)</b>	<b>154</b>	<b>126</b>	<b>22.0%</b>
<b>PBT (RM 'mil)</b>	<b>515.9</b>	<b>521.2</b>	<b>(1.0%)</b>	<b>1,492</b>	<b>1,210</b>	<b>23.3%</b>
<b>Net profit (RM 'mil)</b>	<b>392.9</b>	<b>400.3</b>	<b>(1.9%)</b>	<b>1,142</b>	<b>936</b>	<b>22.0%</b>
<b>ROE (Annualised)</b>	<b>13.1%</b>	<b>13.7%</b>	<b>(60bps)</b>	<b>12.9%</b>	<b>11.2%</b>	<b>170bps</b>



Notes: As per CIMB Niaga 3Q22 Analyst Presentation  
\* 9M21 Excludes exceptional Items



# CIMB Niaga : Key Ratios

(Consolidated, %)	3Q22	2Q22	Q-o-Q	9M22	9M21	Y-o-Y
ROE <sup>^*</sup>	13.1	13.7	▼	12.9	11.2	▲
NIM <sup>^</sup>	4.77	4.63	▲	4.62	5.00	▼
Cost to Income <sup>*</sup>	46.0	43.4	▲	44.4	45.3	▼
Loan Loss Coverage <sup>#</sup>	208.8	215.0	▼	208.8	217.2	▼
Allowance Coverage	117.9	115.3	▲	117.9	103.8	▲
Loan Loss Charge <sup>^</sup>	1.3	1.7	▼	1.8	2.5	▼
Gross Impaired Loans Ratio	6.2	6.5	▼	6.2	6.9	▼
Gross NPL (BI Definition) <sup>#</sup>	3.6	3.5	▲	3.6	3.4	▲
ROA <sup>^*</sup>	2.2	2.3	▼	2.2	2.0	▲
Loan to Deposit (LDR)	86.9	80.9	▲	86.9	76.7	▲
CAR	21.0	21.1	▼	21.0	22.6	▼
CASA ratio	67.7	65.7	▲	67.7	61.7	▲

Notes: As per CIMB Niaga 3Q22 Analyst Presentation

# Based on BI definition

<sup>^</sup> Annualised and monthly average

\* Exclude exceptional items



# CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	3Q22	2Q22	Q-o-Q	9M22	9M21	Y-o-Y
Net interest income	2,416	2,354	2.6%	7,081	7,566	(6.4%)
Non interest income	1,188	1,268	(6.3%)	3,629	3,317	9.4%
<b>Operating income</b>	<b>3,604</b>	<b>3,622</b>	<b>(0.5%)</b>	<b>10,709</b>	<b>10,884</b>	<b>(1.6%)</b>
Overhead expenses	(1,942)	(1,965)	(1.2%)	(5,696)	(6,066)	(6.1%)
<b>PPOP</b>	<b>1,662</b>	<b>1,657</b>	<b>0.3%</b>	<b>5,013</b>	<b>4,818</b>	<b>4.1%</b>
Provisions	(776)	(345)	124.8%	(1,485)	(2,721)	(45.4%)
<b>PBT</b>	<b>886</b>	<b>1,312</b>	<b>(32.5%)</b>	<b>3,528</b>	<b>2,097</b>	<b>68.3%</b>
<b>Net Profit</b>	<b>696</b>	<b>1,054</b>	<b>(34.0%)</b>	<b>2,811</b>	<b>1,708</b>	<b>64.6%</b>
<b>EPS (THB)</b>	<b>0.02</b>	<b>0.03</b>	<b>(34.0%)</b>	<b>0.08</b>	<b>0.05</b>	<b>64.6%</b>
<b>Net Profit (RM 'mil) ~</b>	<b>87</b>	<b>134</b>	<b>(34.6%)</b>	<b>353</b>	<b>224</b>	<b>57.6%</b>
<b>PBT (RM 'mil) *</b>	<b>114</b>	<b>179</b>	<b>(36.1%)</b>	<b>452</b>	<b>222</b>	<b>103.4%</b>
<b>Net profit (RM 'mil) *</b>	<b>90</b>	<b>144</b>	<b>(37.5%)</b>	<b>360</b>	<b>182</b>	<b>98.1%</b>
<b>ROE (Annualised)</b>	<b>6.2%</b>	<b>9.6%</b>	<b>(3.4%)</b>	<b>8.5%</b>	<b>5.5%</b>	<b>3.0%</b>



Notes: ~ Local GAAP

\* After GAAP and MFRS 139 adjustments

# CIMB Thai : Key Ratios

(Consolidated, %)	3Q22	2Q22	Q-o-Q	9M22	9M21	Y-o-Y
ROE ^	6.2	9.6	▼	8.5	5.5	▲
NIM ^	2.6	2.7	▼	2.7	3.1	▼
Cost to Income	53.9	54.3	▼	53.2	55.7	▼
Loan Loss Coverage **	113.6	114.3	▼	113.6	105.9	▲
Loan Loss Charge ^	4.0	1.2	▲	0.9	1.6	▼
Gross NPL ratio **	3.4	3.3	▲	3.4	4.4	▼
ROA	0.5	1.0	▼	0.6	0.6	=
Loan to Deposit	92.2	90.1	▲	92.2	95.5	▼
Modified LDR ***	80.2	77.8	▲	80.2	86.3	▼
CAR *	19.5	20.7	▼	19.5	20.3	▼
CASA ratio #	20.5	21.6	▼	20.5	20.7	▲

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)

	9M22		9M21	
	Market Share	Rank	Market Share	Rank
DCM Domestic Sukuk	22.1%	2	21.0%	2
	23.6%	2	21.9%	2
M&A	22.2%	4	-	-
Syndication ^	12.6%	3	14.0%	2
IPO	17.9%	1	1.5%	12
ECM	21.7%	2	20.7%	1

	9M22		9M21	
	Market Share	Rank	Market Share	Rank
DCM	6.8%	7	5.1%	10
M&A	5.9%	9	-	-
Syndication ^	4.3%	7	4.0%	6
IPO	2.7%	7	0.7%	19
ECM	2.6%	7	0.4%	20

	9M22		9M21	
	Market Share	Rank	Market Share	Rank
DCM	9.3%	5	10.3%	3
M&A	-	-	-	-
Syndication ^	-	-	-	-
IPO	11.3%	2	2.3%	10
ECM	8.9%	3	1.8%	14

	9M22		9M21	
	Market Share	Rank	Market Share	Rank
DCM	0.9%	10	2.1%	6
M&A	0.2%	31	-	-
Syndication ^	1.8%	15	0.7%	26
IPO	0.5%	13	-	-
ECM	6.3%	6	0.7%	19

# IB Market Share and Ranking (2)

ASEAN	9M22		9M21	
	Market Share	Rank	Market Share	Rank
DCM	10.1%	1	10.5%	1
M&A	2.2%	17	-	-
Syndication ^	3.1%	10	2.2%	14
IPO	8.1%	1	1.4%	23
ECM	9.2%	1	3.2%	12

Asia (ex-Japan) *	9M22		9M21	
	Market Share	Rank	Market Share	Rank
DCM	0.6%	37	0.5%	45
M&A	0.4%	40	-	-
Syndication ^	0.6%	31	0.4%	48
IPO	1.3%	17	0.2%	61
ECM	1.2%	20	0.4%	40

Global	9M22		9M21	
	Market Share	Rank	Market Share	Rank
Sukuk	9.2%	4	9.2%	1



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

Note: ^ Mandated lead arranger

\* Excluding A-Share