

# Analysts Presentation FY12 Results

25 February 2013

# Agenda

1. Key Highlights
2. CIMB 2.0
3. CIMB Group FY12 Financials
4. Malaysia & Singapore Consumer Banking
5. CIMB Niaga
6. CIMB Thai
7. Wholesale Banking
8. Investments
9. Other Highlights
10. 2013 Priorities & Other Highlights
11. Final Remarks

# CIMB Group : FY12 Results

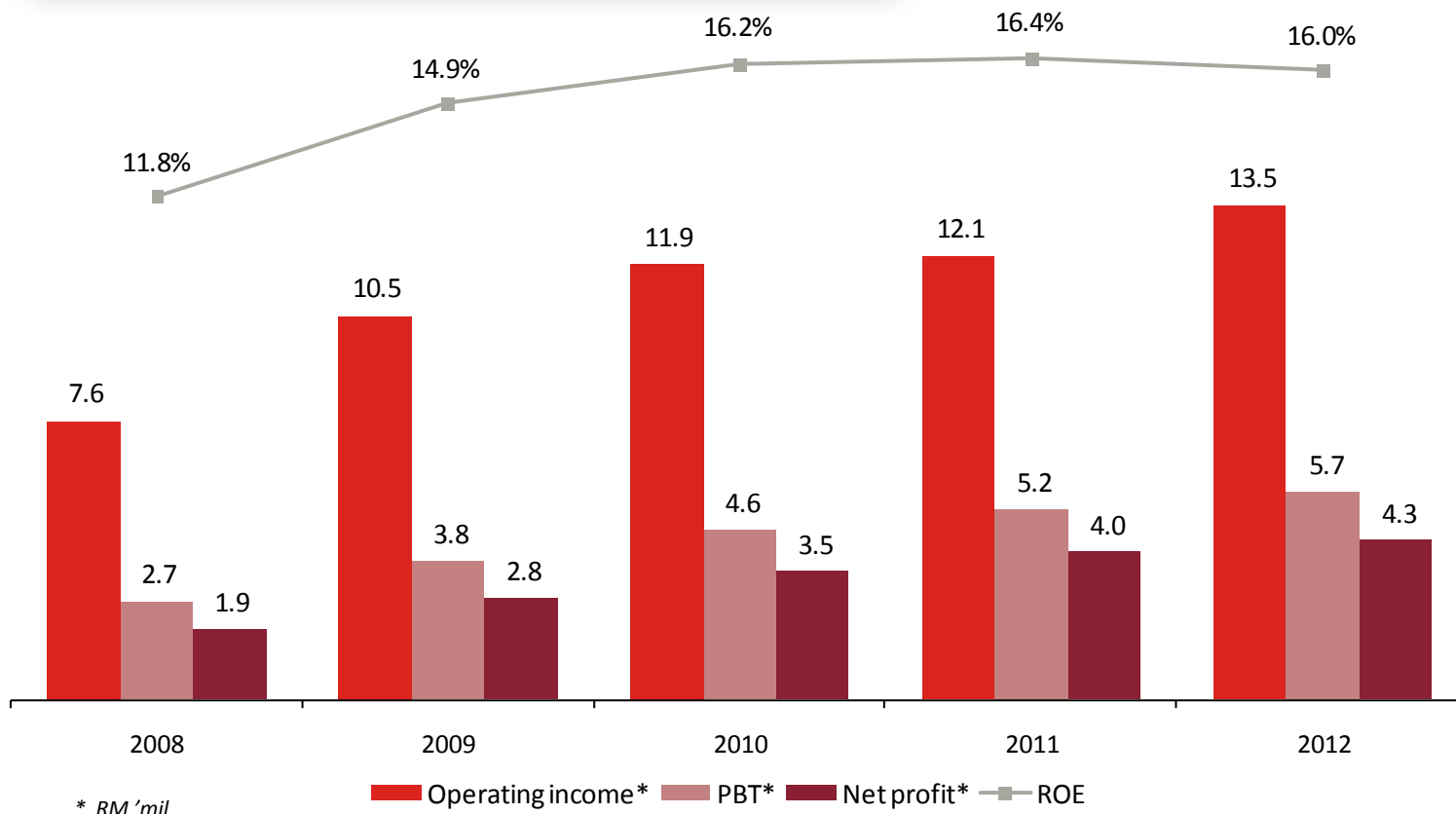
## Key Highlights

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# Another Year of Record Profits

Average ROE from 2008 – 2012  15.1%

Net profit CAGR from 2008 – 2012  21.5%



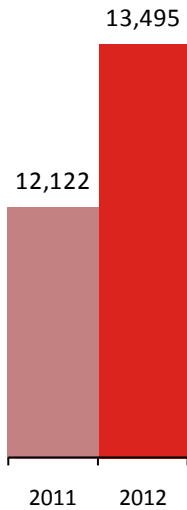
# 2012 Highlights

- CIMB 2.0 to strengthen competitiveness
  - CBTM 2.0; Uplift in earnings already
  - IB 2.0 WIP; RBS and SICCO integration
  - MS Consumer 2.0 WIP; Positive signs in 4Q
  - New senior leaders
- Strong performance at CIMB Niaga deflated by Rupiah depreciation
- Good Noll growth
- Best year in capital markets – Funds raised and league tables
- Moderate asset growth with marginal NIM compression
- Asset quality continues to improve
- Y-o-Y drop in Investments profits – CIMB Aviva (2011) and RBS (2012)
- Introducing Dividend Reinvestment Scheme - Medium term capital management

# Key Financial Highlights (1)

## Operating Income

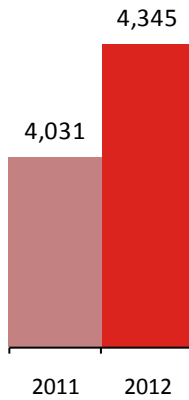
RM' mil



**-4.9% Q-o-Q**

## Net Profit

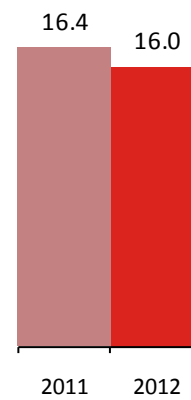
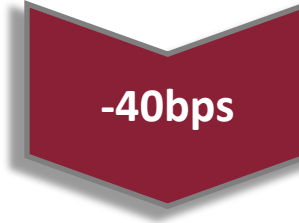
RM' mil



**-5.3% Q-o-Q**

## ROE

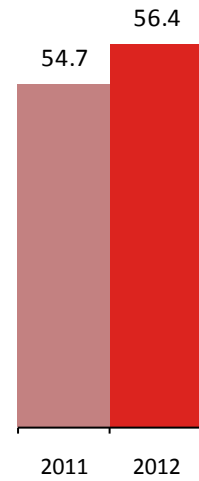
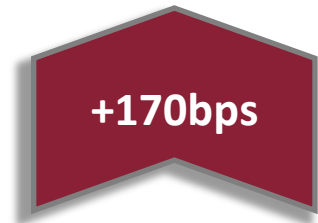
%



**-130bps Q-o-Q**

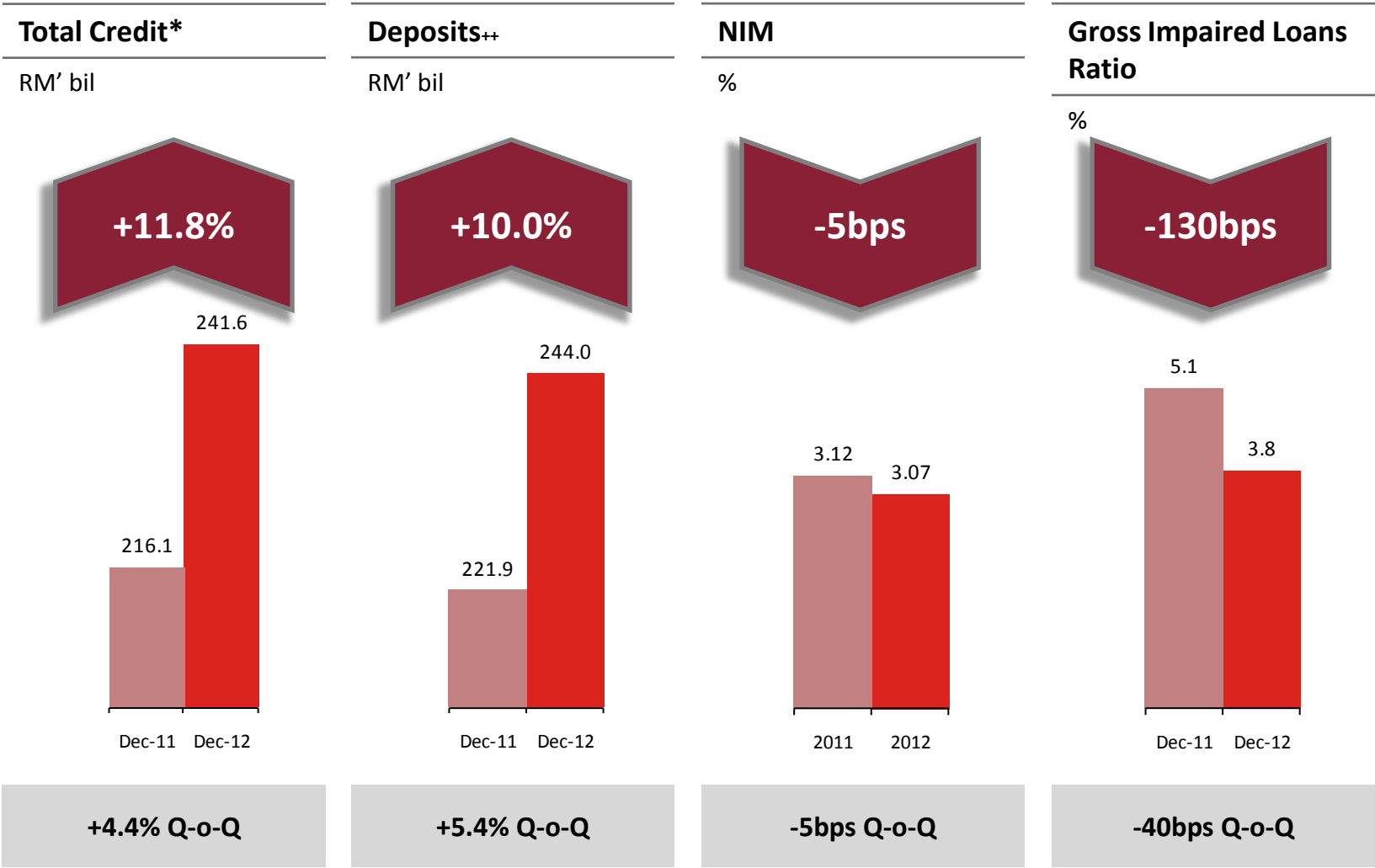
## Cost to Income

%



**+170bps Q-o-Q**

# Key Financial Highlights (2)

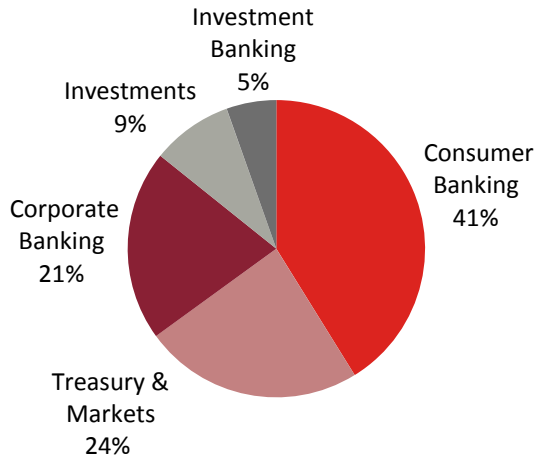


Notes: \* Credit includes gross loans (excluding bad bank), AFS and HTM (excluding allowance for impairment loss)  
 Excluding FX fluctuations, total credit grew +14.4% Y-o-Y and +4.6 Q-o-Q  
<sup>++</sup> Excluding FX fluctuations, total group deposits grew +12.0% Y-o-Y and +5.4% Q-o-Q

# PBT By Division

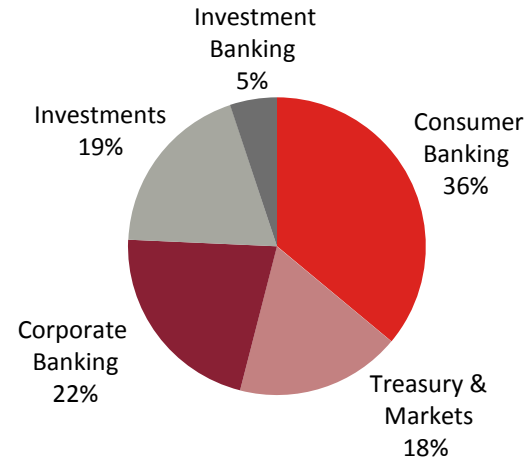
**FY12**

RM 'mil



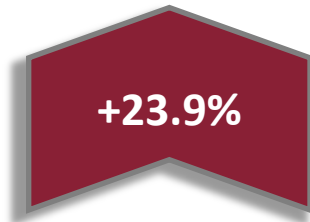
**FY11**

RM 'mil

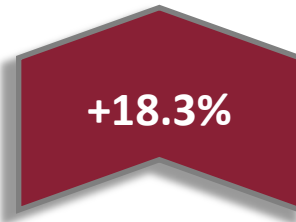


**FY12 PBT Y-o-Y Growth by Key Division**

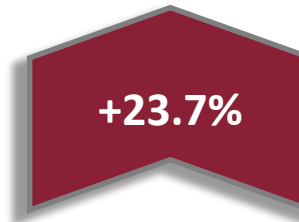
**Consumer Banking**



**Investment Banking**



**Corporate Banking, Treasury & Markets**



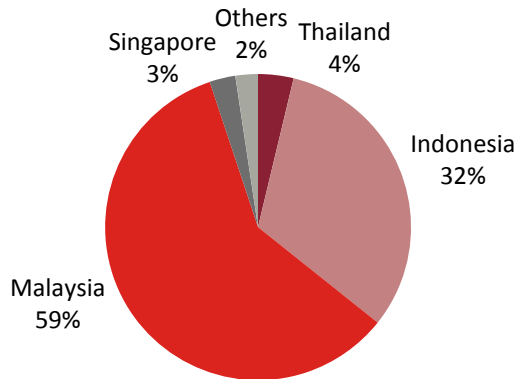
**Investments**



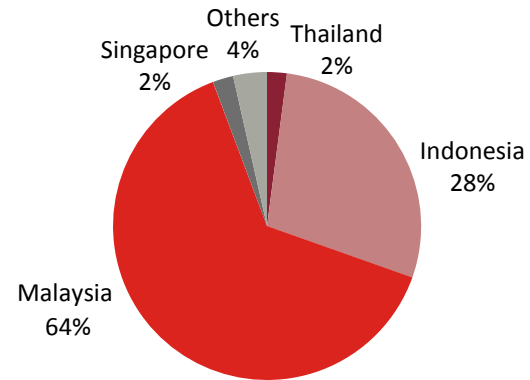


# PBT By Country

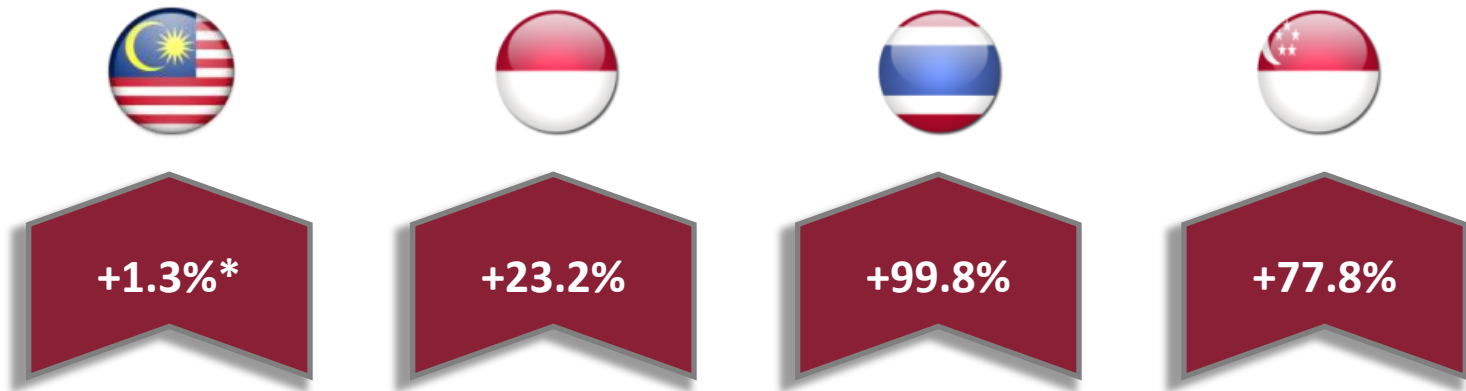
FY12



FY11



## FY12 PBT Y-o-Y Growth by Key Countries

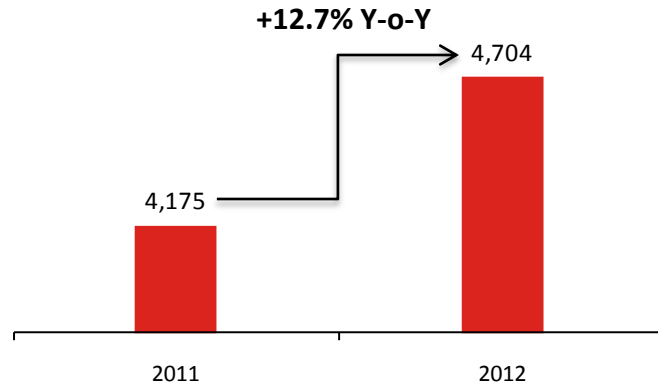


➤ \* Excluding the gain on CIMB Aviva deconsolidation in FY11, Malaysia's PBT grew 9.2% Y-o-Y

# 12.7% Noll Growth (20% excluding CIMB Aviva)

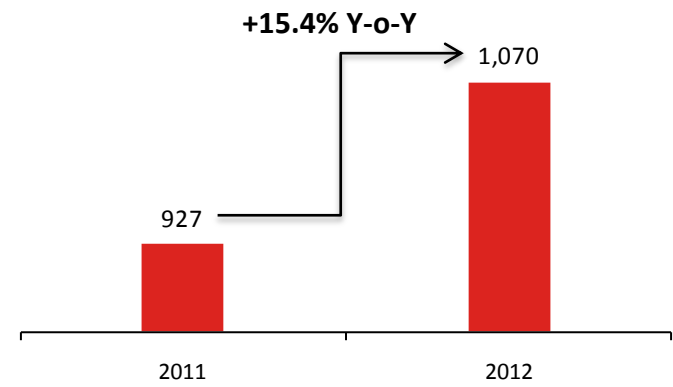
## Breakdown of Noll

RM 'mil



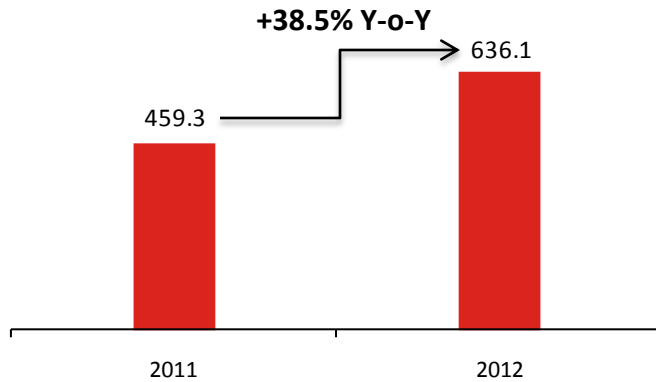
## IB Noll

RM 'mil



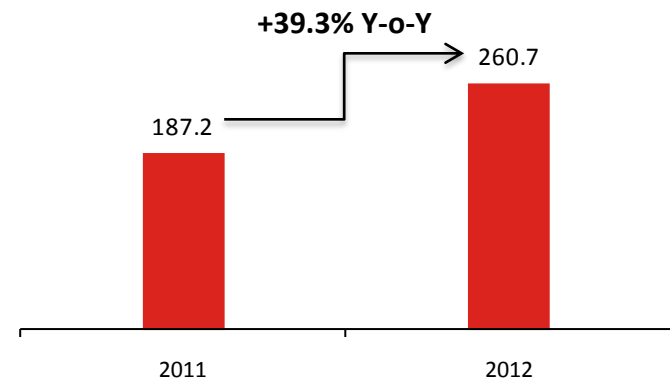
## Wealth Management Income

RM 'mil



## Banca Income

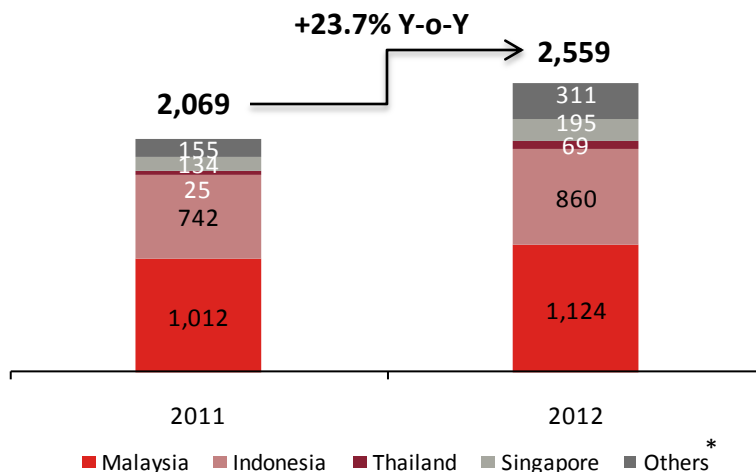
RM 'mil



# New CBTM Gaining Traction

FY12 PBT

RM 'mil



## Malaysia

- Best Cash Management – AsiaMoney
- Best Structured Product House for Malaysia - Asset Triple A Investment Awards
- Deal of the Year 2012 – cash management solution in Petronas’ Integrated Financial Shared Services Centre – SEA Alpha
- Top Bank Arranger for Quality – The Asset
- Best Domestic Provider of FX Services – Asia Money
- Best Foreign Exchange Bank – Finance Asia
- Best Bond House = The Asset, Finance Asia, AsiaMoney, SEA Alpha
- House of the Year – Asia Risk



## Asia

- Best Islamic Trade Bank in Asia – Trade Finance Magazine
- Regional House of the Year – Asia Risk
- Best Bond House in SEA– SEA Alpha



## Indonesia

- Best Domestic Provider of FX Services – Asia Money
- Fixed Income Poll – Asia Money
- House of the Year – Asia Risk



## Thailand

- Best Cash Management – AsiaMoney
- Best Trade Bank – Trade Finance
- Best Domestic Provider of FX Services – Asia Money

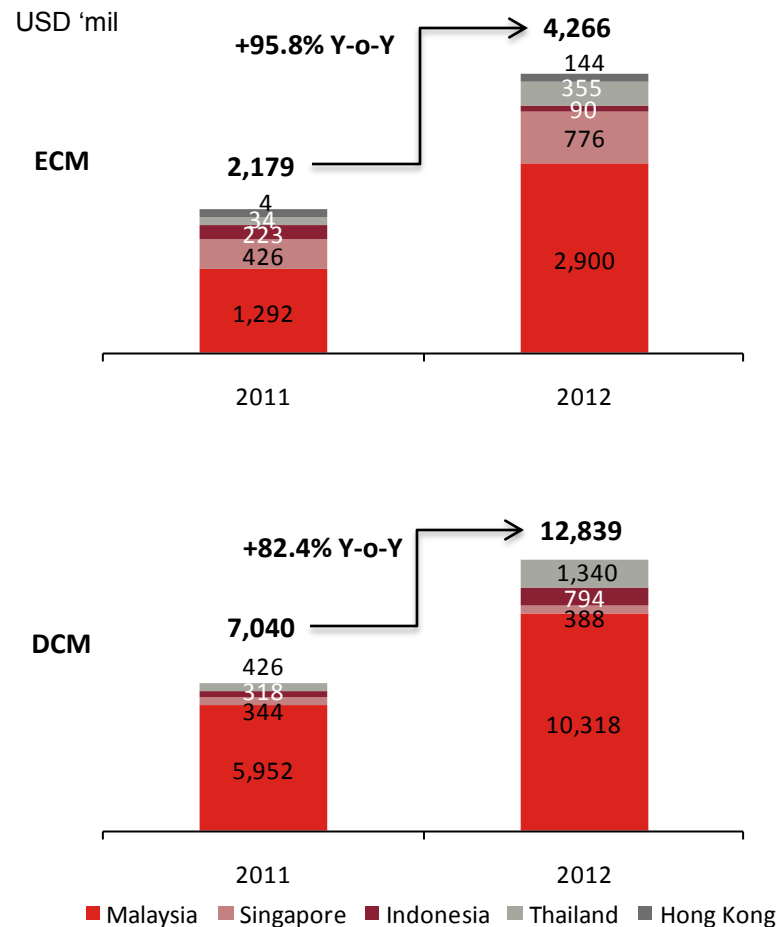


Note: \* Includes Labuan

# Best Year in ASEAN Capital Markets

ASEAN	2011		2012	
	Market Share	Rank	Market Share	Rank
IPO	7.7%	4	16.3%	1
ECM	8.7%	4	11.8%	1
DCM (local currency)	16.9%	1	12.3%	1
M & A	10.8%	2	15.4%	7
Syndication ^	5.0%	5	4.2%	9

## Record Year in ECM and DCM



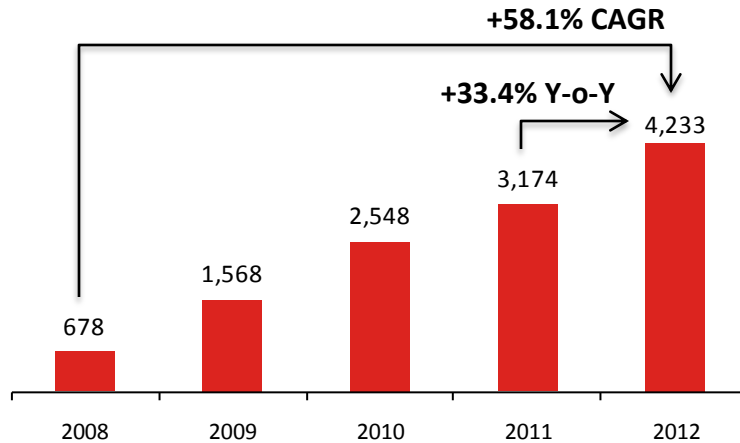
Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Note: ^ Mandated lead arranger

# CIMB Niaga : High (IDR) Growth



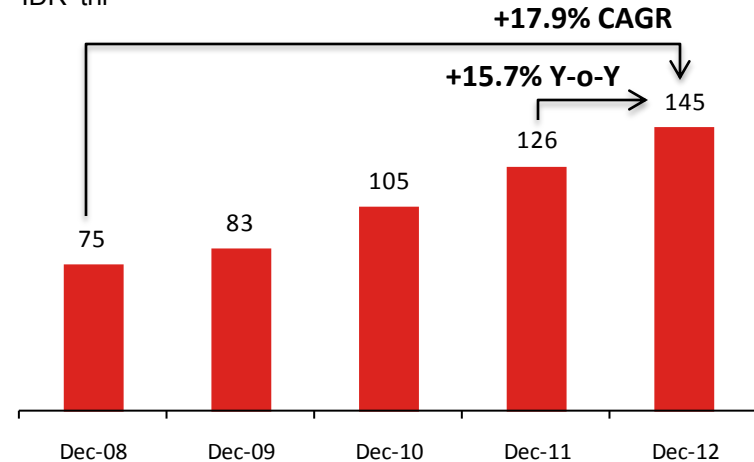
## Net Profit

IDR 'bil



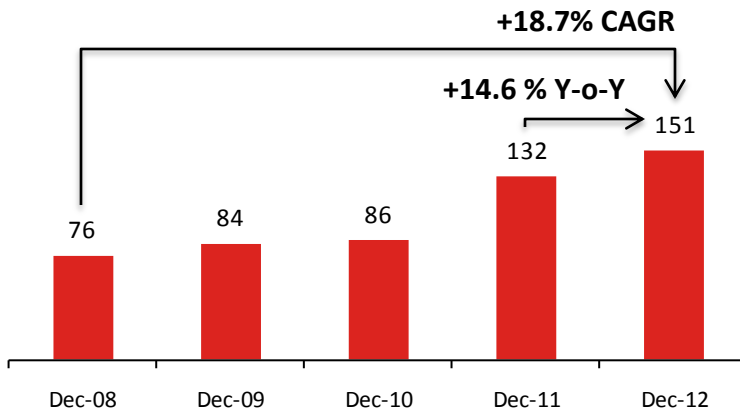
## Gross Loans

IDR 'tril



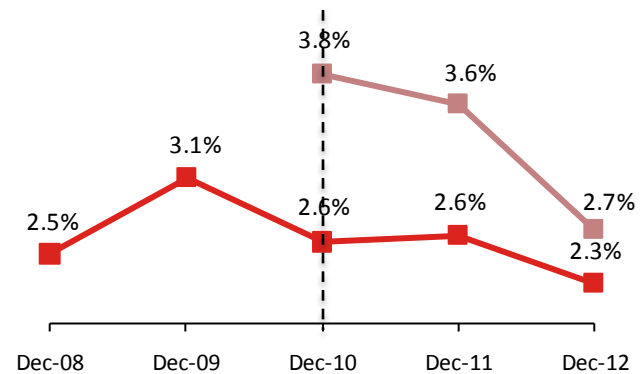
## Total Deposits

IDR 'tril



## Asset Quality

### Adoption of FRS139



— Gross Impairment Ratio — Gross NPL

# Achievements vs Targets for 2012

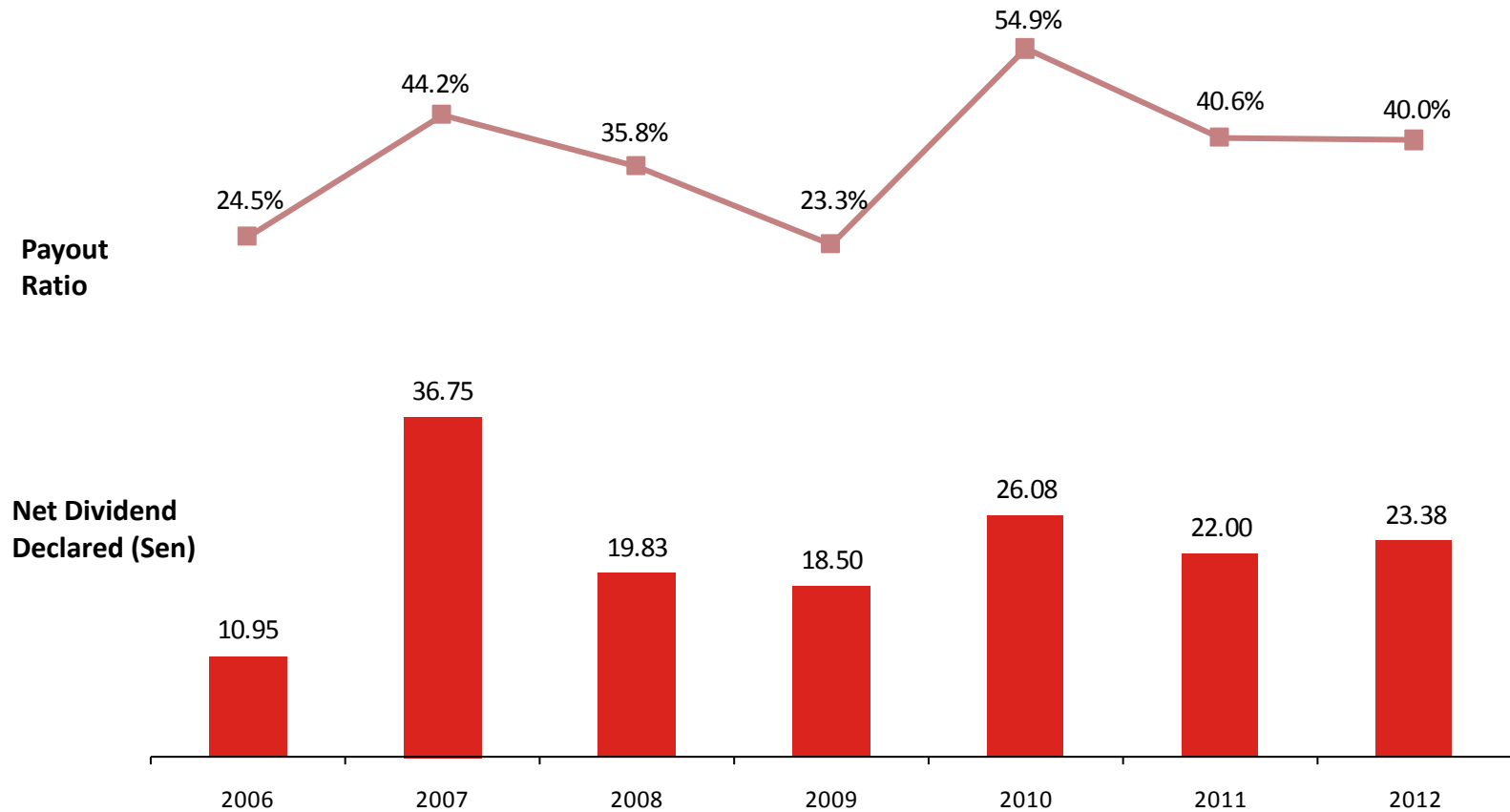
	FY12	FY12 Target
ROE	16.0%	16.4%
TSR	-9.8% < FBM KLCI	> FBM KLCI
Dividend	40%	40% - 60%
Group loans growth *	10%	16%
Group deposits growth **	10%	16%
Loan loss charge	0.16%	0.31%
Core Capital Ratio (at CIMB Bank) (Basel II) ^	12.8%	>10%
RWCR (at CIMB Bank) (Basel II) ^	16.0%	>12%

➤ \*Excluding FX fluctuations, total group loans grew +12.1% Y-o-Y

➤ \*\* Excluding FX fluctuations, total group deposits grew +12.0% Y-o-Y

Note: ^ The capital position assumes to be post-reinvestment of excess cash into CIMB Bank, pursuant to DRS implementation by CIMBGH

# Dividend : 40% with DRS



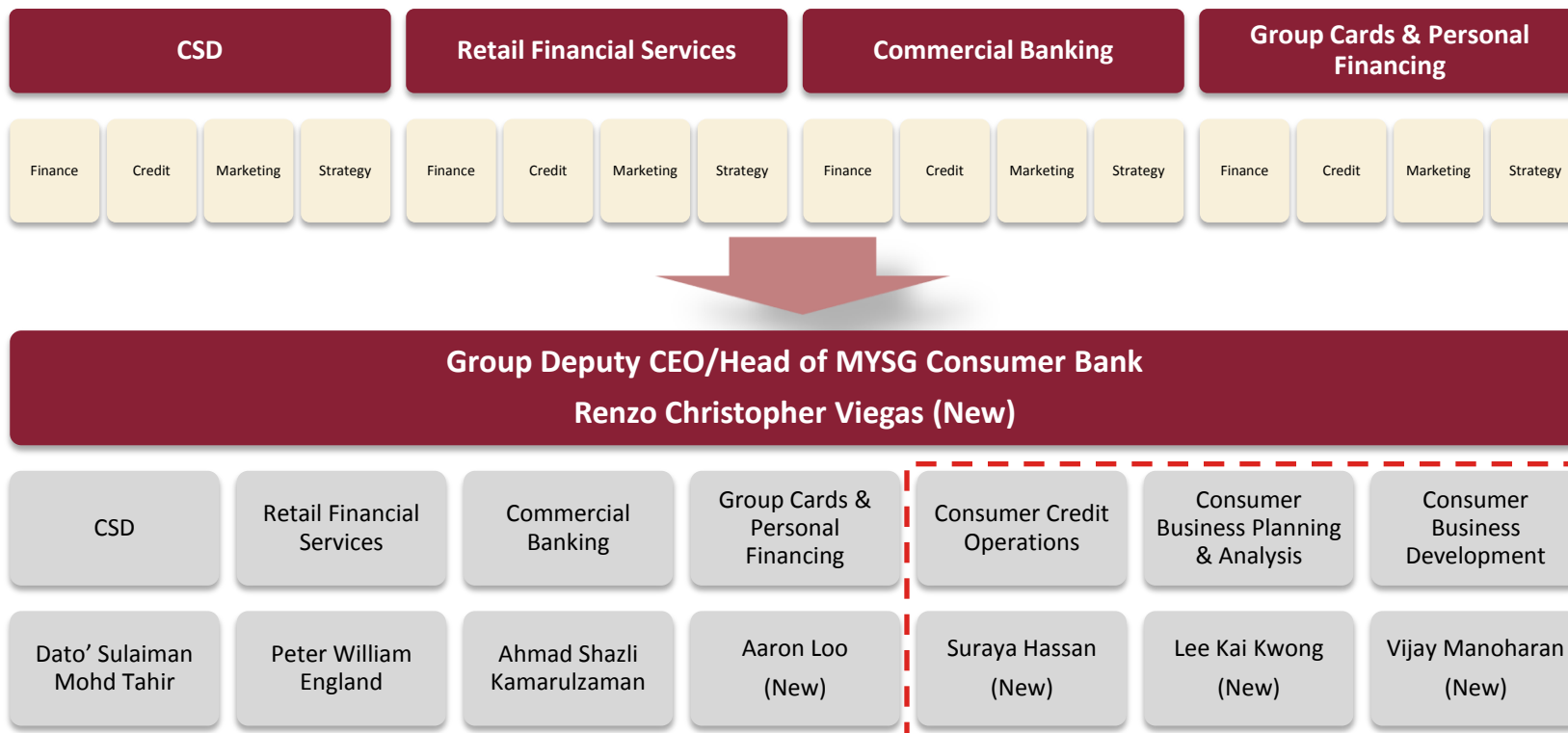
# **CIMB Group : FY12 Results**

## **CIMB 2.0**

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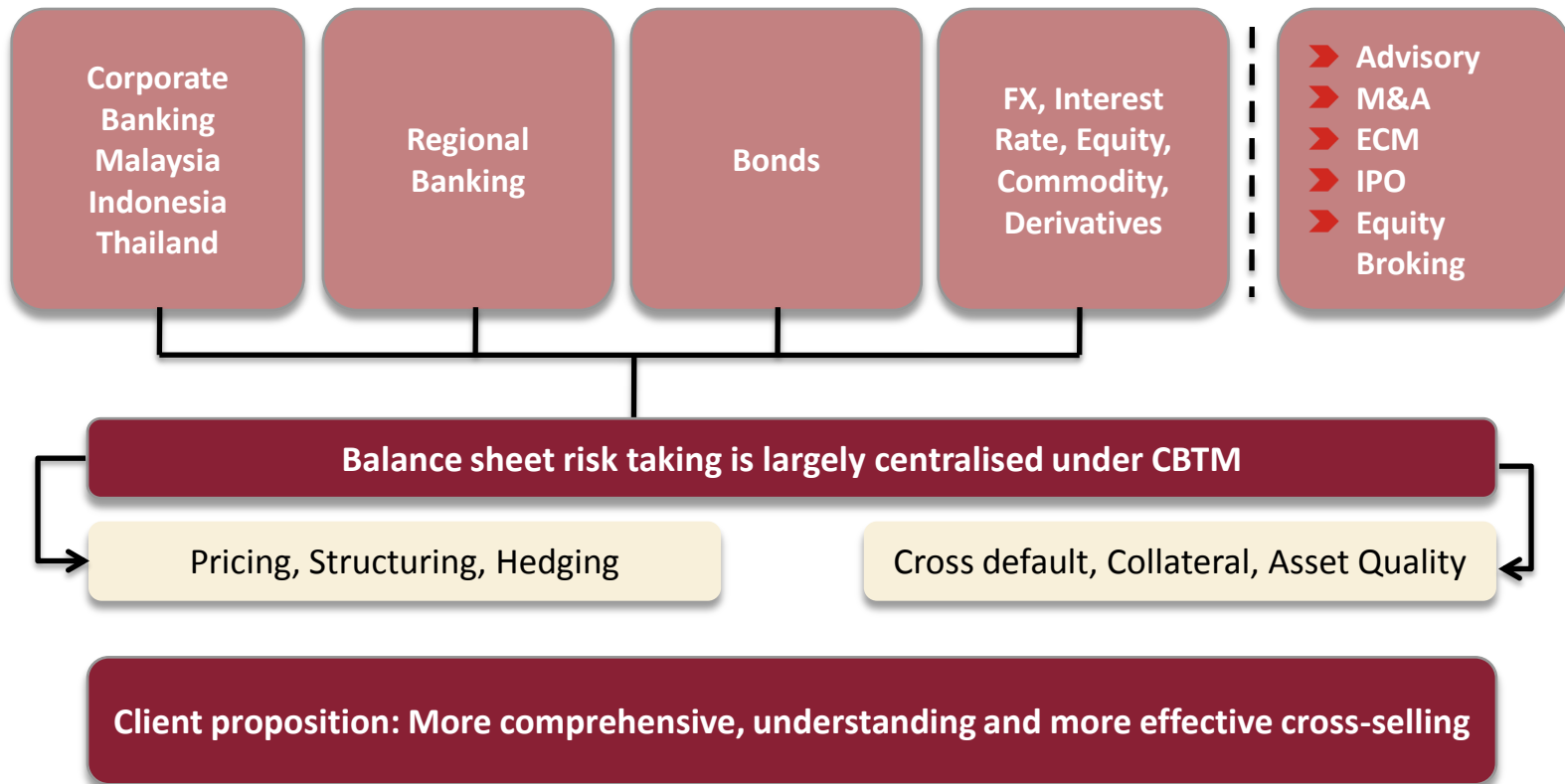


# MY Consumer Bank 2.0



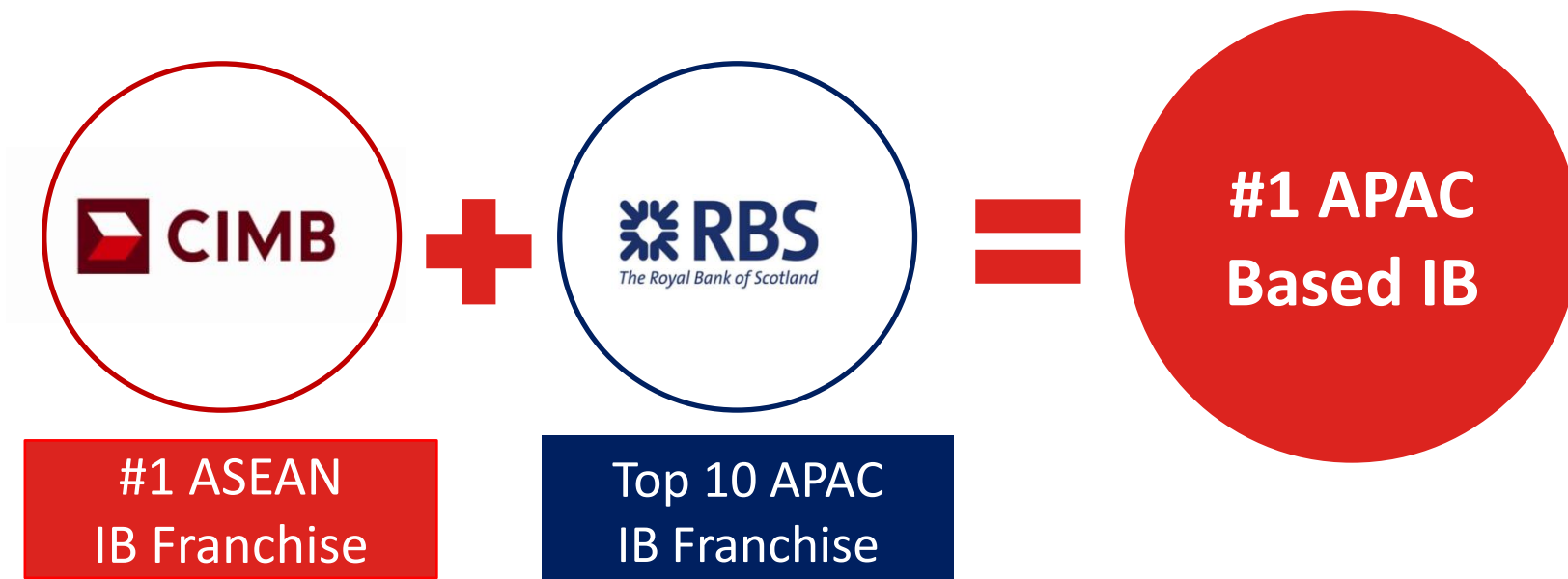
- New organisation structure only since September 2012
- Focus areas:
  - Cost reduction & efficiency improvements
  - Greater product innovation
  - Cross-sell enhancements

# CBTM 2.0



- New organisation structure since February 2012
- Focus areas:
  - Synergies between corporate banking and treasury
  - Regional integration
  - Cross-selling and product bundling
  - Transaction banking

# Investment Banking 2.0 : RBS Acquisition



- Acquisition taking longer than expected
- Upfront RBS cost classified under “Investment” for 2012
- Integrated management structure in February 2013
- Full completion only in April 2013

# CIMB 2.0 - New Senior Leaders

**Renzo  
Christopher Viegas**



Group Deputy CEO / Head of  
MS Consumer Banking

**David Richard Thomas**



Chief Risk Officer, CIMB  
Group

**Shahnaz Jammal**



Deputy CFO, CIMB Group

**Matthew Kirkby**



Co-Head of Corporate Client  
Solutions/Advisory

**Lo Nyen Khing**



Vice-CEO and Head CBTM,  
CIMB Niaga

**Aaron Loo Boon Seng**



Head, Group Cards and  
Personal Financing

**Ramesh Sundara**



Head, Group Technology

**Suraya Hassan**



Head, MS Consumer Credit  
Operations

**Vijay Manoharan**



Head, MS Consumer  
Business Development

**Lee Kai Kwong**



Head, MS Consumer  
Business Planning and  
Analysis

# **CIMB Group : FY12 Results**

## **CIMB Group FY12 Financials**

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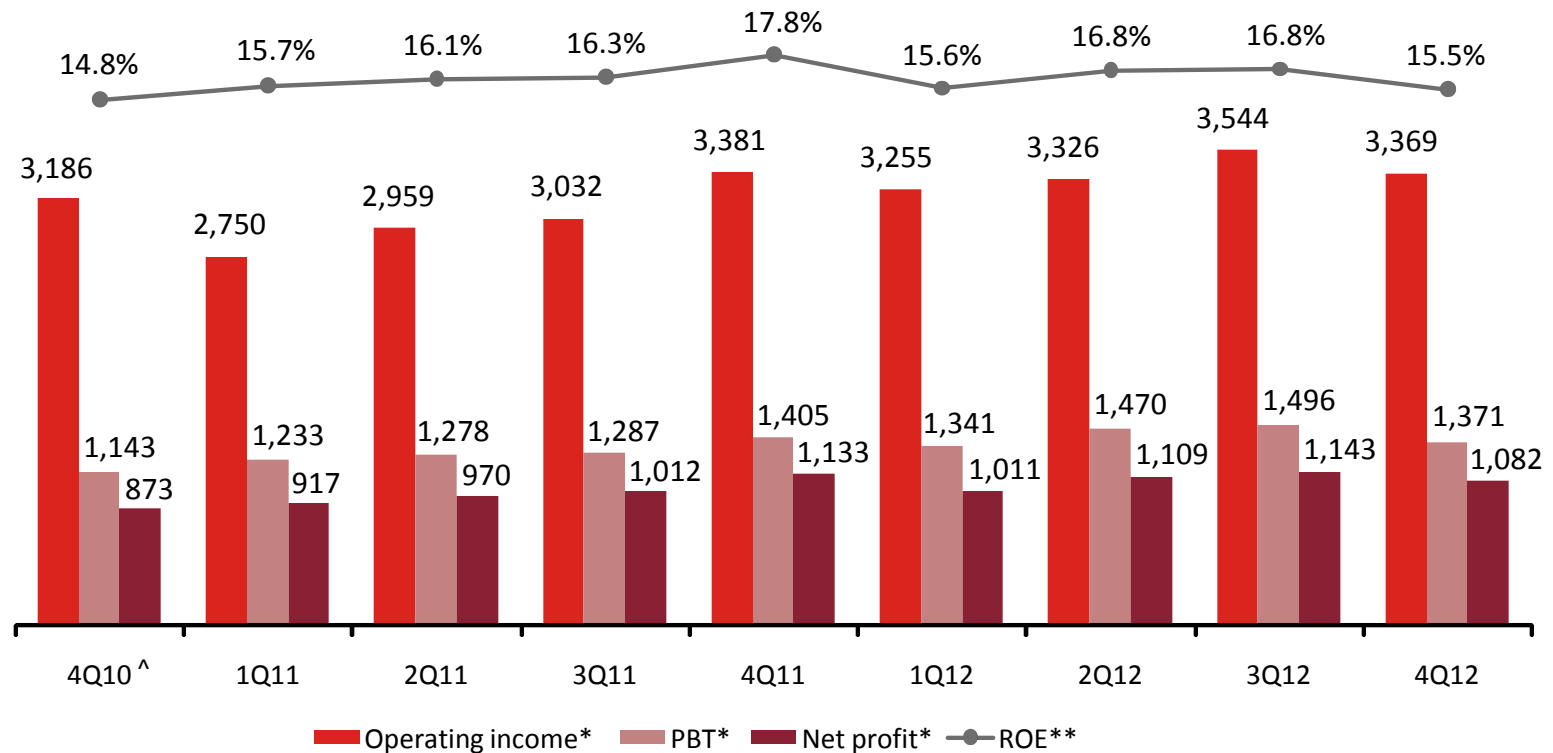
# Earnings Summary

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	8,791	7,947	10.6%	2,279	2,250	1.3%
Non interest income	4,704	4,175	12.7%	1,090	1,294	(15.8%)
<b>Operating income</b>	<b>13,495</b>	<b>12,122</b>	<b>11.3%</b>	<b>3,369</b>	<b>3,544</b>	<b>(4.9%)</b>
Overhead expenses	(7,612)	(6,630)	14.8%	(1,966)	(2,007)	(2.0%)
<b>PPOP</b>	<b>5,883</b>	<b>5,492</b>	<b>7.1%</b>	<b>1,403</b>	<b>1,537</b>	<b>(8.7%)</b>
Loan impairment	(329)	(487)	(32.4%)	(53)	(81)	(34.6%)
Other provisions	(33)	47	n.a.	(19)	4	n.a.
Share of JV / Associates	157	151	4.0%	40	36	11.1%
<b>PBT *</b>	<b>5,678</b>	<b>5,203</b>	<b>9.1%</b>	<b>1,371</b>	<b>1,496</b>	<b>(8.3%)</b>
<b>Net profit</b>	<b>4,345</b>	<b>4,031</b>	<b>7.8%</b>	<b>1,082</b>	<b>1,143</b>	<b>(5.3%)</b>
<b>EPS (sen)</b>	<b>58.4</b>	<b>54.2</b>	<b>7.7%</b>	<b>14.6</b>	<b>15.4</b>	<b>(5.2%)</b>
<b>ROE (Annualised)</b>	<b>16.0%</b>	<b>16.4%</b>	<b>(40bps)</b>	<b>15.5%</b>	<b>16.8%</b>	<b>(130bps)</b>

Notes: Weighted average shares of 7.43 bil in 4Q12 & 3Q12

\* Includes discontinued operations

# Quarterly Earnings Trend



Notes: <sup>^</sup> Retrospective restatement due to adoption of FRS 2 for share-based payment expense

\* Amounts denoted in RM 'mil.

\*\* Annualised

# PBT by Segment (Estimated)

PBT (RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
<b>Consumer Banking (40.9%)</b>	<b>2,323</b>	<b>1,874</b>	<b>23.9%</b>	<b>652</b>	<b>550</b>	<b>18.5%</b>
Malaysia (30.0%)	1,704	1,481	15.0%	498	388	28.1%
Indonesia (11.0%)	627	430	45.9%	151	167	(9.6%)
Singapore (-0.0%)	(1)	(28)	98.2%	(6)	4	n.a.
Thailand (-0.0%)	(3)	0	n.a.	10	(9)	n.a.
Others (-0.1%)	(4)	(9)	55.8%	(1)	0	n.a.
<b>Wholesale Banking (50.5%)</b>	<b>2,868</b>	<b>2,330</b>	<b>23.1%</b>	<b>627</b>	<b>822</b>	<b>(23.7%)</b>
Investment Banking (5.4%)	309	261	18.3%	135	25	434.1%
Corporate Banking (21.3%)	1,209	1,130	7.0%	259	398	(35.0%)
Treasury & Markets (23.8%)	1,350	939	43.8%	233	399	(41.5%)
<b>Investments (8.6%)</b>	<b>487</b>	<b>999</b>	<b>(51.2%)</b>	<b>92</b>	<b>124</b>	<b>(25.4%)</b>
<b>PBT</b>	<b>5,678</b>	<b>5,203</b>	<b>9.1%</b>	<b>1,371</b>	<b>1,496</b>	<b>(8.3%)</b>

Notes: Corporate Banking includes corporate lending and deposit taking

Treasury & Markets includes treasury activities and services which include foreign exchange, money market, derivatives and trading of capital market instruments. It includes the Group's equity derivatives which develops and issues new equity derivatives instruments such as structured warrants and over-the-counter options to provide investors with alternative investment avenues.



# Key Ratios

(%)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
ROE *	16.0	16.4 <sup>^</sup>	↓	15.5	16.8	↓
NIM *	3.07	3.12	↓	3.04	3.09	↓
Non-interest income / total income	34.9	34.4	↑	32.4	36.5	↓
Cost to income	56.4	54.7	↑	58.3	56.6	↑
Allowance coverage	82.8	81.1	↑	82.8	84.0	↓
Allowance coverage after regulatory reserve #	97.6	86.1	↑	97.6	93.6	↑
Loan loss charge *	0.16	0.25	↓	0.10	0.16	↓
Gross impaired loans ratio	3.8	5.1	↓	3.8	4.2	↓
Net impaired loans ratio (Net of IA and PA)	0.7	1.0	↓	0.7	0.7	↔
Average shareholders' funds (RM 'mil)	27,156	24,583 <sup>^</sup>	↑	27,865	27,215	↑
ROA *	1.36	1.40	↓	1.31	1.43	↓
Book value per share (RM)	3.82	3.49 <sup>^</sup>	↑	3.82	3.68	↑
Loan to Deposit (LDR)	85.4	86.2	↓	85.4	86.7	↓
CASA ratio **	35.1	34.2	↑	35.1	34.6	↑

Notes: \* Annualised

# Regulatory reserve maintained in equity as an additional credit risk absorbent in accordance with BNM requirement. This is to ensure robustness on the loan/financing loss estimates methodology with the adoption of FRS 139 beginning 1 January 2010

\*\* Adjusted for high cost saving deposits classified as Structured Deposits

<sup>^</sup> Not restated for adoption of MFRS 1 First Time Adoption of Malaysian Financial Reporting Standards

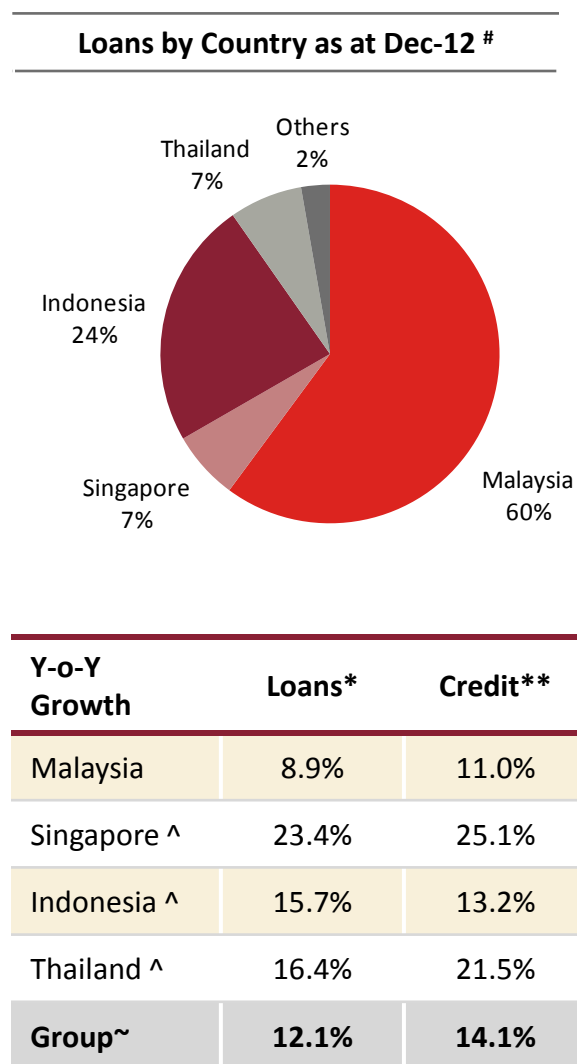
# Operating Expenses

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Personnel	4,317	3,518	22.7%	1,181	1,167	1.2%
Establishment	1,532	1,444	6.1%	381	359	6.1%
Marketing	356	357	(0.3%)	95	93	2.2%
Admin & General	1,407	1,311	7.3%	309	388	(20.4%)
<b>Total</b>	<b>7,612</b>	<b>6,630</b>	<b>14.8%</b>	<b>1,966</b>	<b>2,007</b>	<b>(2.0%)</b>
<b>Excluding RBS costs</b>	<b>7,422</b>	<b>6,630</b>	<b>11.9%</b>	<b>1,833</b>	<b>1,940</b>	<b>(5.5%)</b>

	2011	2012
Cost to income	54.7%	56.4%
Cost to income <u>excluding</u> RBS costs		55.1%

# Gross Loans and Credit Growth

Divisions / Products (RM 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (50.4%)</b>	<b>103.1</b>	<b>93.6</b>	<b>10.1%</b>	<b>100.0</b>	<b>2.9%</b>
Mortgages	50.9	47.1	8.0%	49.8	2.3%
Auto	18.7	17.3	8.6%	18.3	2.3%
Term Loans	22.7	18.3	24.0%	20.9	8.7%
Credit Cards	5.7	5.6	1.6%	5.5	3.9%
Micro Credit	3.9	3.6	7.9%	3.7	2.1%
Others	1.2	1.7	(29.6%)	1.8	(33.4%)
<b>Commercial Banking (16.4%)</b>	<b>33.6</b>	<b>29.1</b>	<b>15.7%</b>	<b>30.8</b>	<b>9.2%</b>
<b>Corporate Banking (33.2%)</b>	<b>68.0</b>	<b>63.9</b>	<b>6.4%</b>	<b>65.9</b>	<b>3.1%</b>
<b>Gross Loans *</b>	<b>204.7</b>	<b>186.6</b>	<b>9.8%</b>	<b>196.7</b>	<b>4.1%</b>
Other Credit	36.9	29.5	24.9%	34.6	6.6%
<b>Total Credit **</b>	<b>241.6</b>	<b>216.1</b>	<b>11.8%</b>	<b>231.3</b>	<b>4.4%</b>

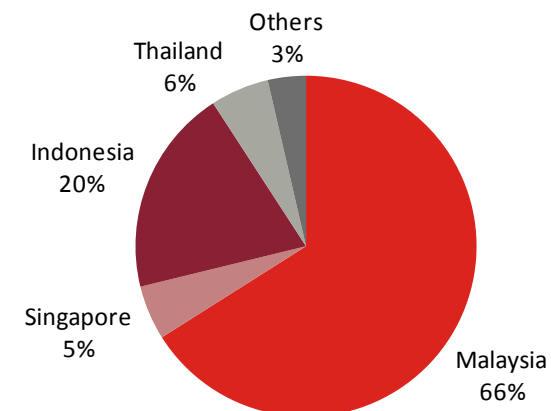


Notes: \* Excluding bad bank and FX fluctuations, total gross loans grew +12.1% Y-o-Y and +4.2% Q-o-Q  
 \*\* Credit includes gross loans (excluding bad bank), AFS and HTM (excluding allowance for impairment loss)  
 Excluding FX fluctuations, total credit grew +14.1% Y-o-Y and +4.6% Q-o-Q  
 # Based on geographical location of counterparty, excluding bad bank  
 ^ In local currency  
 ~ Excluding FX fluctuations

# Deposits Growth

Divisions / Products (RM 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (44.6%)</b>	<b>108.8</b>	<b>100.5</b>	<b>8.2%</b>	<b>105.4</b>	<b>3.2%</b>
Current	24.2	22.3	8.4%	23.2	4.2%
Savings	26.7	23.7	12.7%	26.1	2.4%
Fixed & Structured Deposits	57.9	54.5	6.2%	56.1	3.1%
<b>Commercial Banking (15.2%)</b>	<b>37.0</b>	<b>33.3</b>	<b>11.1%</b>	<b>33.5</b>	<b>10.5%</b>
<b>Corporate &amp; Treasury (40.2%)</b>	<b>98.2</b>	<b>88.1</b>	<b>11.6%</b>	<b>92.7</b>	<b>6.0%</b>
<b>Total</b>	<b>244.0</b>	<b>221.9</b>	<b>10.0%</b>	<b>231.6</b>	<b>5.4%</b>

## Deposits by Country as at Dec-12



Deposits Growth	Y-o-Y
Malaysia	+7.8%
Singapore <sup>^</sup>	+41.4%
Indonesia <sup>^</sup>	+14.6%
Thailand <sup>^</sup>	+33.0%
<b>Group<sup>~</sup></b>	<b>+12.0%</b>

Note: \*Excluding FX fluctuations, total group deposits grew +12.0% Y-o-Y and +5.4% Q-o-Q

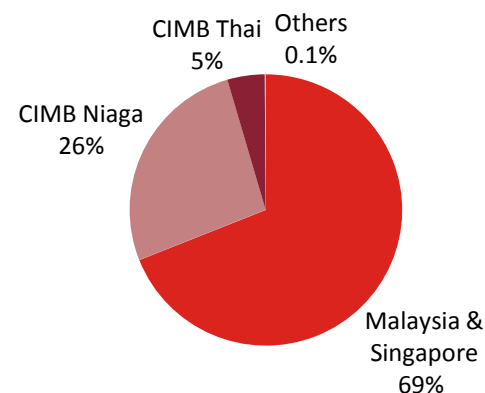
<sup>^</sup> In local currency

<sup>~</sup> Excluding FX fluctuations

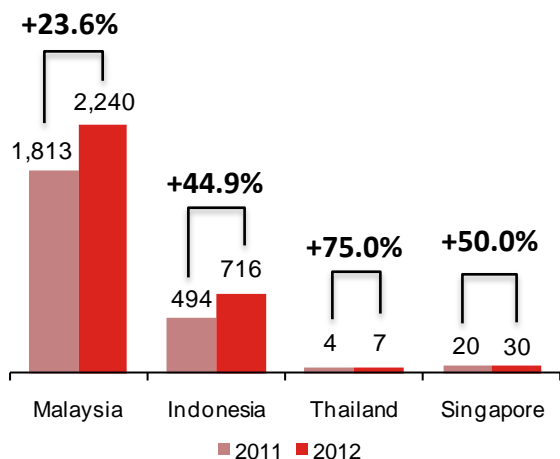
# CASA Growth

Country	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
Malaysia & Singapore (RM 'bil) *	60.7	53.6	13.4%	56.1	8.4%
Indonesia (IDR 'bil) **	65,651	58,417	12.4%	62,497	5.0%
Thailand (THB 'bil)	38.3	25.0	55.0%	38.8	(1.4%)
Others (RM 'bil)	0.1	0.1	0%	0.1	0%
<b>Total (RM 'bil)</b>	<b>85.6</b>	<b>76.0</b>	<b>12.5%</b>	<b>80.0</b>	<b>6.9%</b>

CASA by Country as at Dec-12



CIMB Clicks Users ('000)

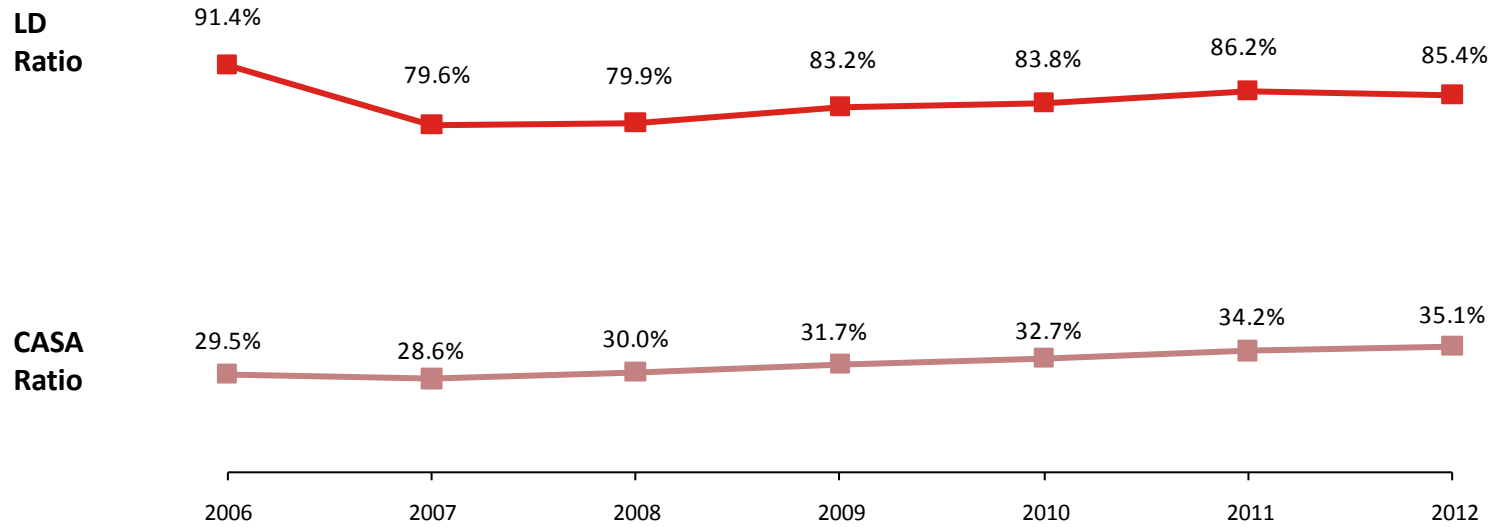


Retail Branches	2012	2011	Y-o-Y
Malaysia	312	321	(9)
Indonesia	590	630	(40)
Thailand	164	157	+7
Singapore	2	2	-
Cambodia	11	7	+4
London	1	1	-
<b>Total</b>	<b>1,080</b>	<b>1,118</b>	<b>(38)</b>

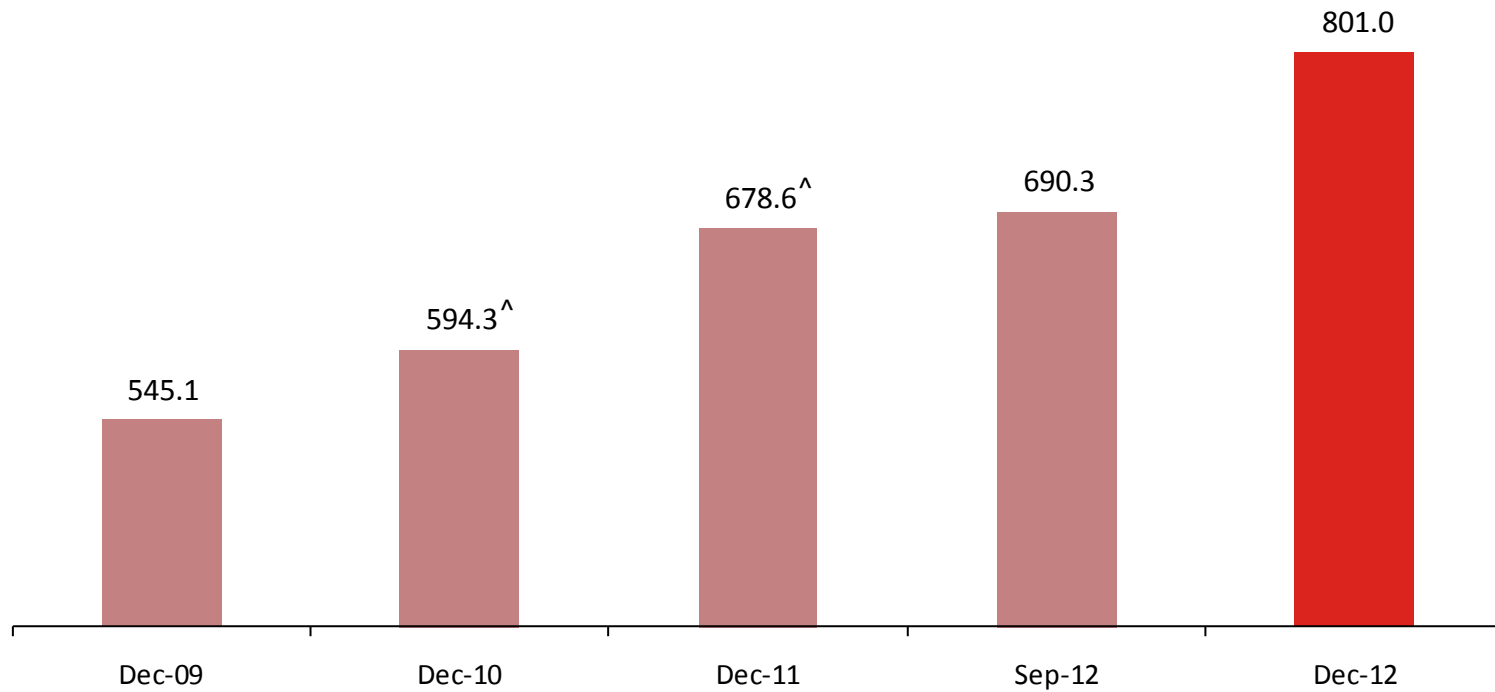
Notes: \* Malaysia CASA (excluding Singapore) grew 13.1% Y-o-Y and 10.1% Q-o-Q  
 \*\* Adjusted for high cost saving deposits classified as Structured Deposits

# LD and CASA Trend

CIMB Group

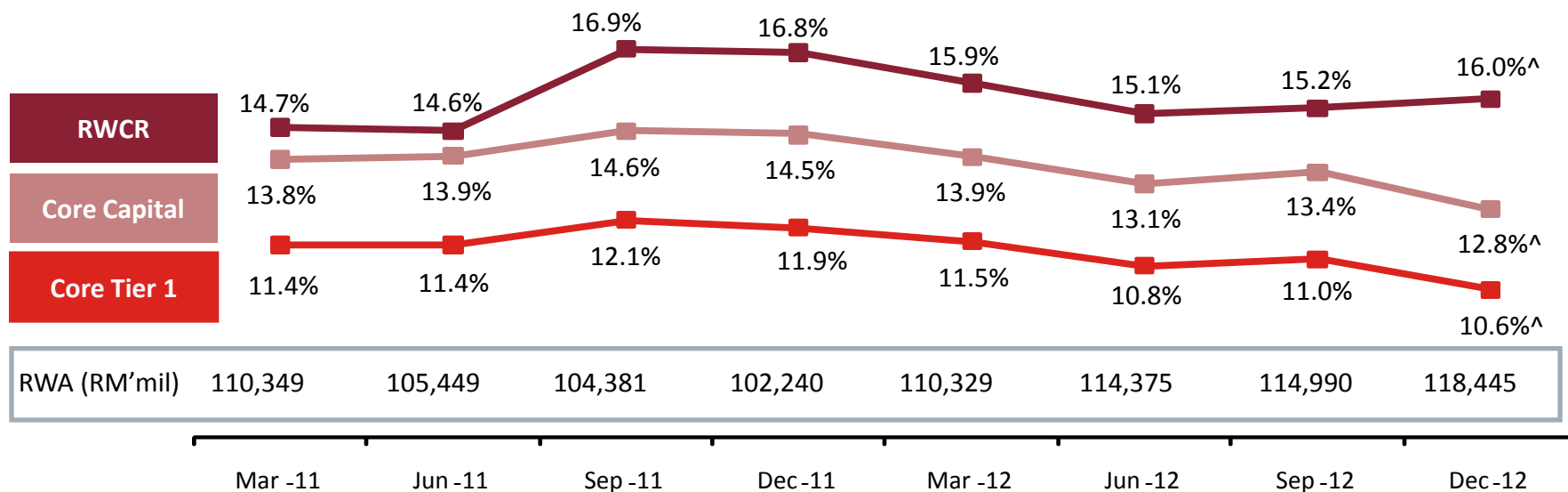


# AFS (MTM) Position



Note: <sup>^</sup> Restated due to adoption of MFRS 1 First Time Adoption of Malaysian Financial Reporting Standards

# Capital Management – CIMB Bank



CIMB Group	31 Dec 12	30 Sep 12	31 Dec 11
Gearing ratio	26.1%	19.1%	21.8%
Double leverage ratio	124.1%	116.9%	119.1%

- BNM has issued the Basel III guideline on 28 November 2012 which is effective on 1 Jan 2013
- The Financial Services Bill is expected to be gazetted by mid 2013

Note: ^ The capital position assumes to be post-reinvestment of excess cash into CIMB Bank, pursuant to DRS implementation by CIMBGH



# **CIMB Group : FY12 Results**

## **Malaysia & Singapore Consumer Banking**

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# Consumer Banking – MY and SG

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	3,329	3,180	4.7%	862	835	3.2%
Non interest income	1,056	941	12.2%	258	268	(3.7%)
<b>Operating income</b>	<b>4,385</b>	<b>4,121</b>	<b>6.4%</b>	<b>1,120</b>	<b>1,103</b>	<b>1.5%</b>
Overhead expenses	(2,984)	(2,679)	11.4%	(772)	(739)	4.5%
<b>PPOP</b>	<b>1,401</b>	<b>1,442</b>	<b>(2.8%)</b>	<b>348</b>	<b>364</b>	<b>(4.4%)</b>
Provisions	254	(31)	n.a.	136	18	655.6%
Share of JV / Associates	44	33	33.3%	7	10	(30.0%)
<b>PBT</b>	<b>1,699</b>	<b>1,444</b>	<b>17.7%</b>	<b>491</b>	<b>392</b>	<b>25.3%</b>
<b>Loan loss charge</b>	<b>(0.26%)</b>	<b>0.04%</b>	<b>n.a.</b>	<b>(0.14%)</b>	<b>(0.02%)</b>	<b>(12bps)</b>

# Malaysian Consumer Gross Loans Growth

Divisions / Products (RM 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (88.4%)</b>	<b>78.4</b>	<b>70.8</b>	<b>10.6%</b>	<b>75.5</b>	<b>3.8%</b>
Mortgages	38.4	35.4	8.3%	37.6	2.2%
Auto	11.4	10.6	8.0%	11.2	1.7%
Term loans	20.8	16.8	23.9%	19.1	8.6%
Credit cards	3.9	4.2	(7.3%)	3.8	2.2%
CIMB Xpress	3.2	3.2	-	3.1	2.7%
Others	0.7	0.6	4.8%	0.7	-
<b>Commercial Banking (11.6%)</b>	<b>10.2</b>	<b>9.4</b>	<b>9.3%</b>	<b>9.6</b>	<b>6.6%</b>
<b>Total</b>	<b>88.6</b>	<b>80.2</b>	<b>10.5%</b>	<b>85.1</b>	<b>4.1%</b>

# Malaysian Consumer Deposits Growth

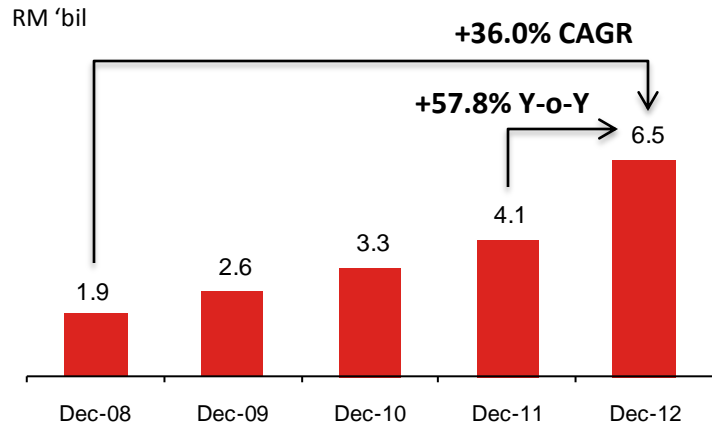
Divisions / Products (RM 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (80.9%)</b>	<b>72.6</b>	<b>64.6</b>	<b>12.3%</b>	<b>69.1</b>	<b>5.2%</b>
Current	17.1	15.3	11.7%	16.0	7.3%
Savings	14.2	12.9	10.0%	13.8	2.5%
Fixed & structured deposits	41.3	36.4	13.4%	39.3	5.3%
<b>Commercial Banking (19.1%)</b>	<b>17.1</b>	<b>16.7</b>	<b>2.3%</b>	<b>15.4</b>	<b>11.1%</b>
<b>Total</b>	<b>89.7</b>	<b>81.3</b>	<b>10.2%</b>	<b>84.5</b>	<b>6.3%</b>

# Malaysian Consumer Banking Indicators (1)

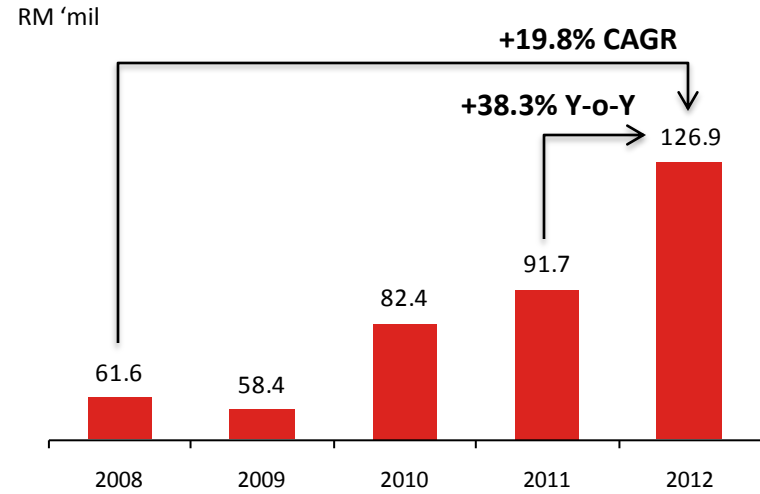


	Dec-11		Dec-12	
	Market Share	Rank	Market Share	Rank*
Individual Deposits	11.0%	4	11.2%	4
Residential Mortgages	13.5%	2	13.0%	3
ASB Financing	15.8%	3	20.8%	3
Credit Cards	12.9%	4	11.7%	4
Auto	7.4%	6	7.4%	5
SME	6.9%	5	6.1%	6

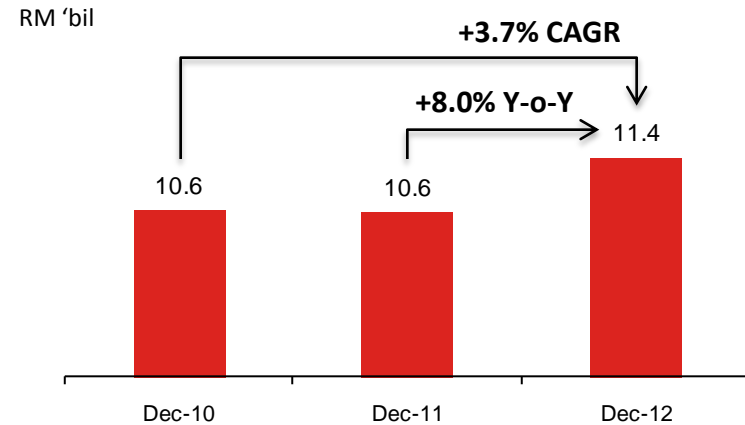
## ASB – Loan Base



## Wealth Management Income



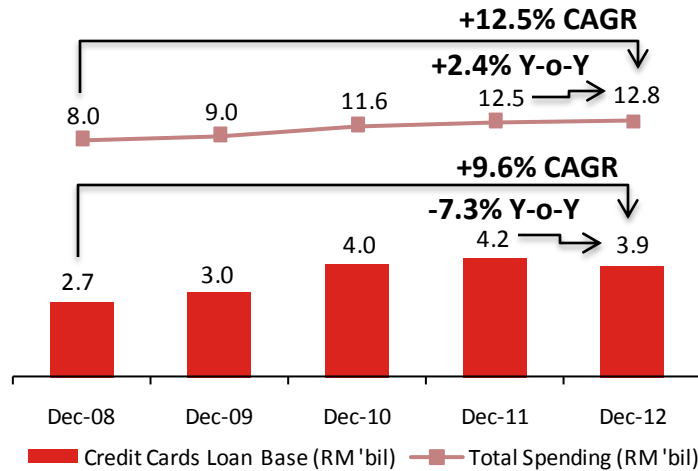
## Auto – Loan Base



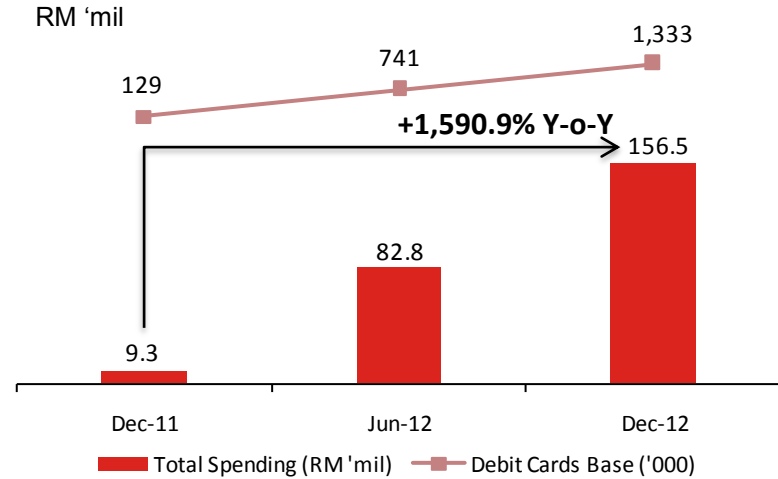
League table and market share:  
Sources: CIMB estimates and BNM  
Notes: Loan base excludes bad bank  
\* As at Sep-12

# Malaysian Consumer Banking Indicators (2)

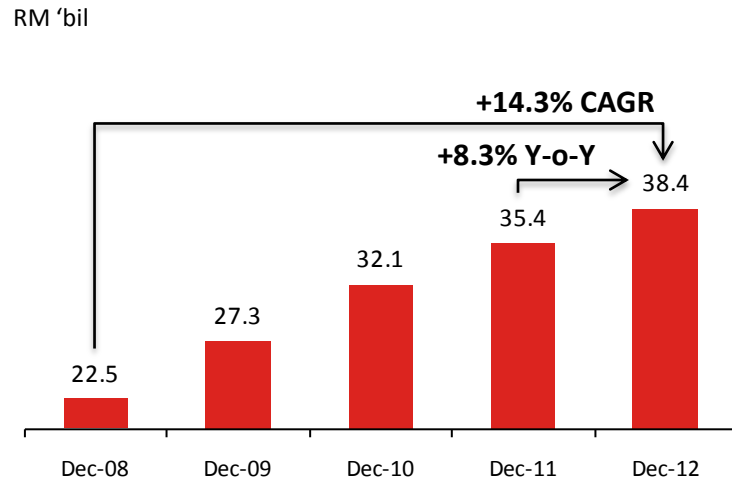
## Credit Cards



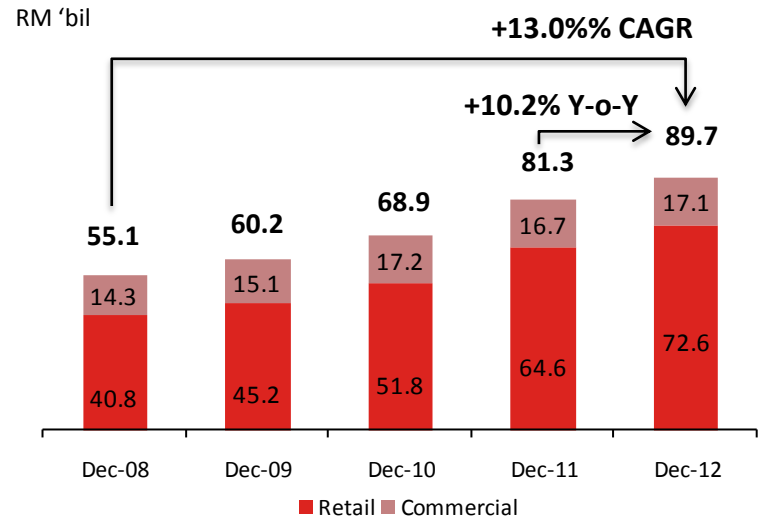
## Debit Cards



## Mortgages – Loan Base



## Consumer Deposits

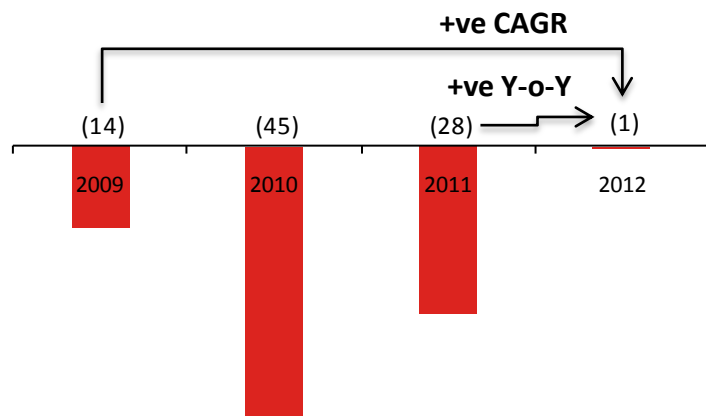


Note: Loan base excludes bad bank

# Singapore Consumer Banking Indicators

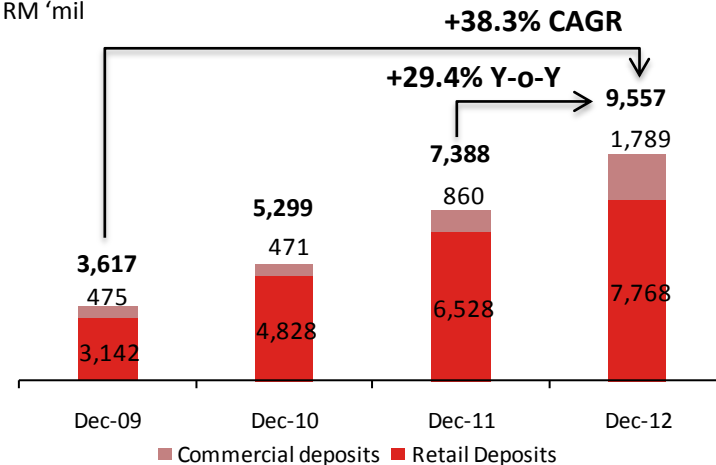
## Consumer PBT

RM 'mil



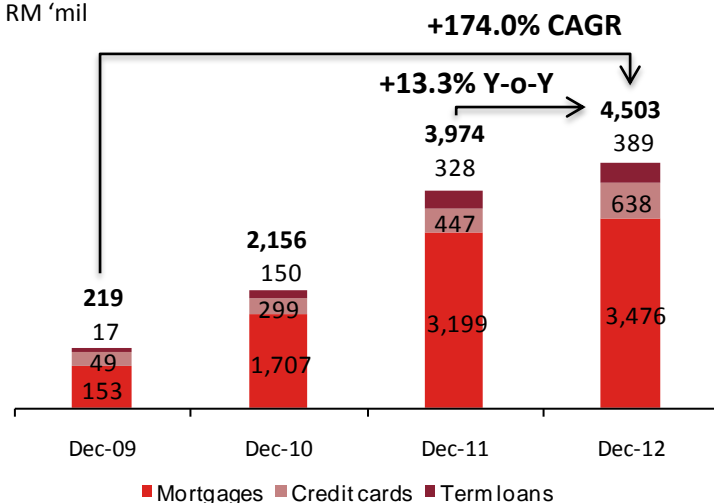
## Consumer Deposits

RM 'mil



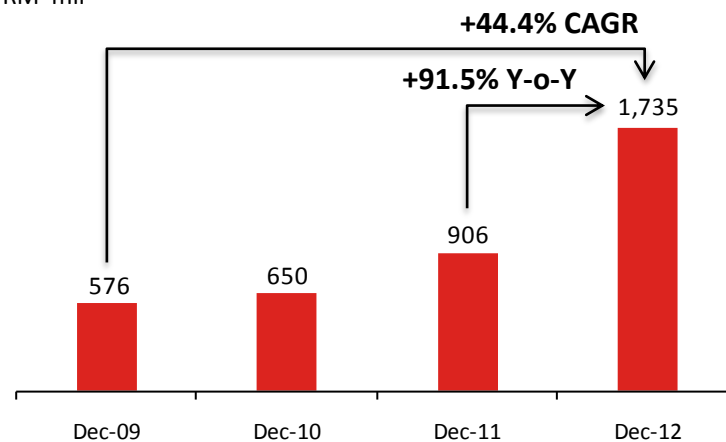
## Retail Loan Base

RM 'mil



## Commercial Loan Base

RM 'mil



# **CIMB Group : FY12 Results**

## **CIMB Niaga**

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# CIMB Niaga : Earnings Summary



(IDR 'bil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	9,709	7,927	22.5%	2,541	2,481	2.4%
Non interest income	3,165	2,446	29.4%	741	738	0.4%
<b>Operating income</b>	<b>12,874</b>	<b>10,373</b>	<b>24.1%</b>	<b>3,282</b>	<b>3,219</b>	<b>2.0%</b>
Overhead expenses	(5,944)	(5,151)	15.4%	(1,437)	(1,519)	(5.4%)
<b>PPOP</b>	<b>6,930</b>	<b>5,222</b>	<b>32.7%</b>	<b>1,845</b>	<b>1,700</b>	<b>8.5%</b>
Provisions	(1,143)	(830)	37.7%	(313)	(180)	73.9%
<b>PBT</b>	<b>5,787</b>	<b>4,392</b>	<b>31.8%</b>	<b>1,532</b>	<b>1,520</b>	<b>0.8%</b>
<b>Net profit</b>	<b>4,233</b>	<b>3,174</b>	<b>33.4%</b>	<b>1,131</b>	<b>1,118</b>	<b>1.2%</b>
PBT Contribution (RM 'mil)	1,906	1,531	24.5%	488	500	(2.4%)
PAT Contribution (RM 'mil)	1,394	1,106	26.0%	360	368	(2.2%)
EPS (sen)	168.4	126.8	32.8%	45.0	44.5	1.2%
ROE (Annualised)	20.9%	19.1%	180bps	20.6%	21.6%	(100bps)

# CIMB Niaga : Gross Loans Growth



Divisions / Products (IDR 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (30.3%)</b>	<b>44,102</b>	<b>38,663</b>	<b>14.1%</b>	<b>42,697</b>	<b>3.3%</b>
Mortgage	21,112	18,903	11.7%	20,495	3.0%
Auto	17,478	15,584	12.2%	17,070	2.4%
Credit Cards	3,638	2,750	32.3%	3,401	7.0%
Others	1,874	1,426	31.3%	1,731	8.3%
<b>Corporate Banking (29.9%)</b>	<b>43,523</b>	<b>39,778</b>	<b>9.4%</b>	<b>41,635</b>	<b>4.5%</b>
<b>Commercial Banking (38.2%)</b>	<b>55,498</b>	<b>45,957</b>	<b>20.8%</b>	<b>52,548</b>	<b>5.6%</b>
<b>Mikro Laju &amp; Rahn (1.6%)</b>	<b>2,276</b>	<b>1,304</b>	<b>74.5%</b>	<b>2,034</b>	<b>11.9%</b>
<b>Total</b>	<b>145,399</b>	<b>125,702</b>	<b>15.7%</b>	<b>138,914</b>	<b>4.7%</b>

Note: Loans adjusted to include Syariah portion in business segment

# CIMB Niaga : Deposits Growth

Divisions / Products (IDR 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (43.6%)</b>	<b>65,800</b>	<b>63,524</b>	<b>3.6%</b>	<b>66,693</b>	<b>(1.3%)</b>
Current	4,432	4,102	8.0%	4,497	(1.4%)
Savings	28,918	25,821	12.0%	28,430	1.7%
Fixed & structured deposits	32,450	33,601	(3.4%)	33,766	(3.9%)
<b>Commercial Banking (35.6%)</b>	<b>53,778</b>	<b>43,534</b>	<b>23.5%</b>	<b>48,841</b>	<b>10.1%</b>
<b>Corporate Banking (20.8%)</b>	<b>31,436</b>	<b>24,756</b>	<b>27.0%</b>	<b>30,650</b>	<b>2.6%</b>
<b>Total</b>	<b>151,015</b>	<b>131,814</b>	<b>14.6%</b>	<b>146,184</b>	<b>3.3%</b>

# CIMB Niaga : Key Ratios

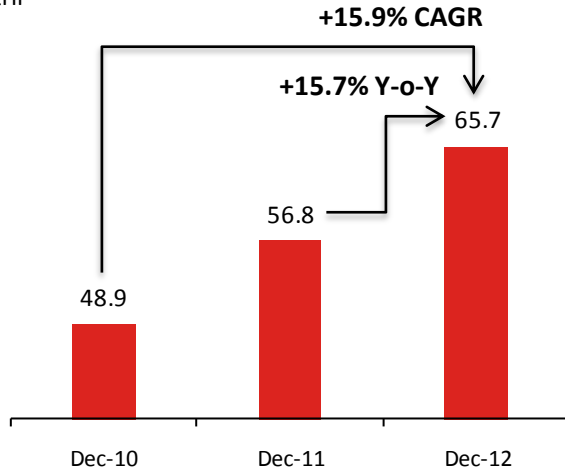
(Consolidated, %)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
ROE	20.9	19.1	↑	20.6	21.6	↓
NIM	5.87	5.63	↑	5.78	5.86	↓
Cost to Income	46.2	49.7	↓	43.8	47.2	↓
Loan Loss Coverage #	114.2	104.0	↑	114.2	113.1	↑
Allowance Coverage	96.4	75.4	↑	96.4	94.5	↑
Loan Loss Charge	0.8	0.8	↔	0.8	0.6	↑
Gross Impaired Loans Ratio	2.7	3.6	↓	2.7	2.8	↓
Gross NPL (BI Definition) #	2.3	2.6	↓	2.3	2.4	↓
Loan to Deposit (LDR)	95.0	94.4	↑	95.0	93.9	↑
Modified LDR *	88.5	89.9	↓	88.5	89.2	↓
CAR	15.1	13.1	↑	15.1	15.6	↓
CASA ratio	43.5	43.1	↓	43.5	42.8	↑

Notes: \* MLDR = (Loans + HTM Bonds-Gov.Bonds-SBI) / (Total Deposits + Long Term Funding)  
 # Based on BI definition

# Indonesian Consumer Banking Indicators

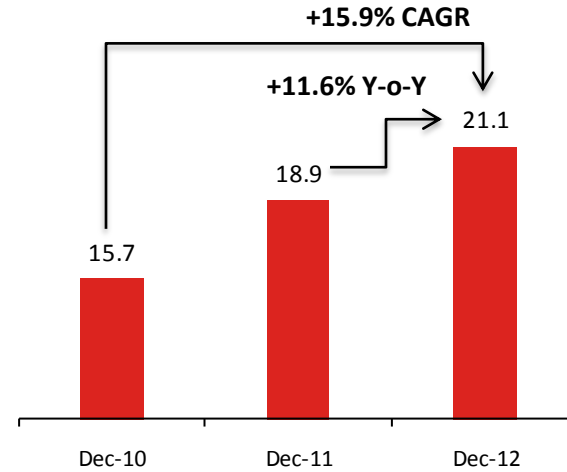
## CASA

IDR 'tril



## Mortgages – Loan Base

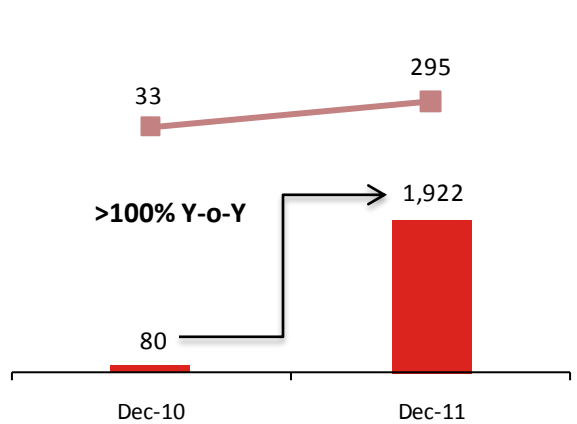
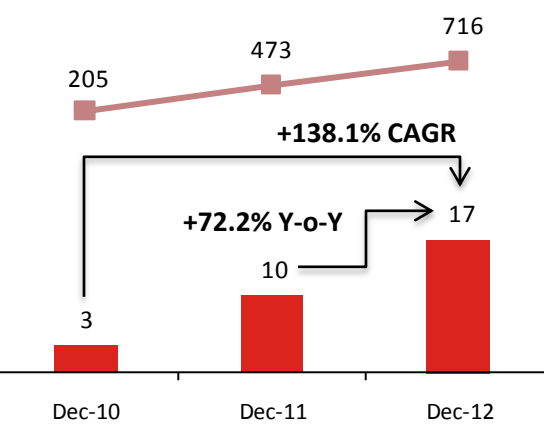
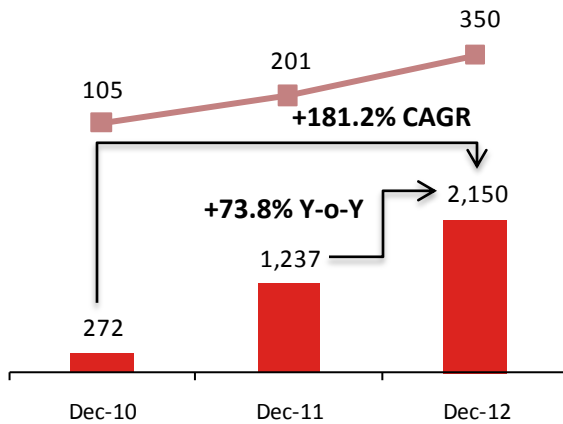
IDR 'tril



## Mikro Laju

## CIMB Clicks

## Go Mobile





■ Mikro Laju Loans (IDR 'bil) ■ Mikro Laju Outlets

■ Transactions (IDR 'tril) ■ No of Users ('000)

■ Transactions (IDR 'tril) ■ No of Users ('000)

# CIMB Niaga : Corporate Updates

Consumer Market Share					IB Market Share				
	Dec-11		Nov-12			2011		2012	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Deposits	4.7%	5	4.8%	5	Stock Broking	6.0%	2	5.2%	3
Mortgages	10.3%	3	9.7%	5	IPO	-	-	5.3%	7
Credit Cards*	8.5%	5	10.3%	4	ECM	4.7%	9	2.4%	12
					M&A	1.1%	13	0.3%	16
					Syndication ^	3.0%	13	3.8%	11
					Bonds	5.9%	8	11.6%	3

## Highlights

- Mediocre year for IB but DCM did well
- Outperformace in retail banking and treasury and markets
- Focus on mass affluent segment
- Development of E-Banking Channels (Clicks and 7 E-banking outlets)
- Launched Preferred Phone Banking 500800
- Launched Go Mobile

Notes: \*Card base  
^ Mandated lead arranger

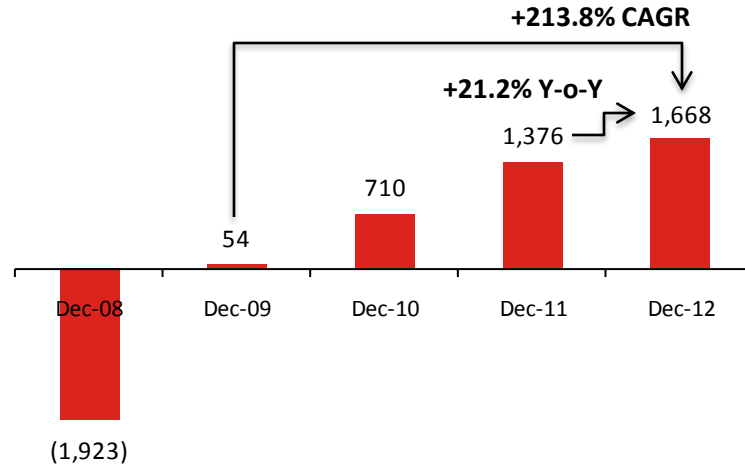
# **CIMB Group : FY12 Results**

## **CIMB Thai**

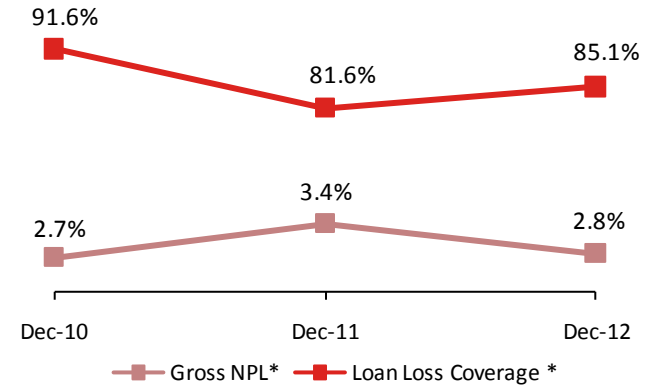
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# CIMB Thai : Improving

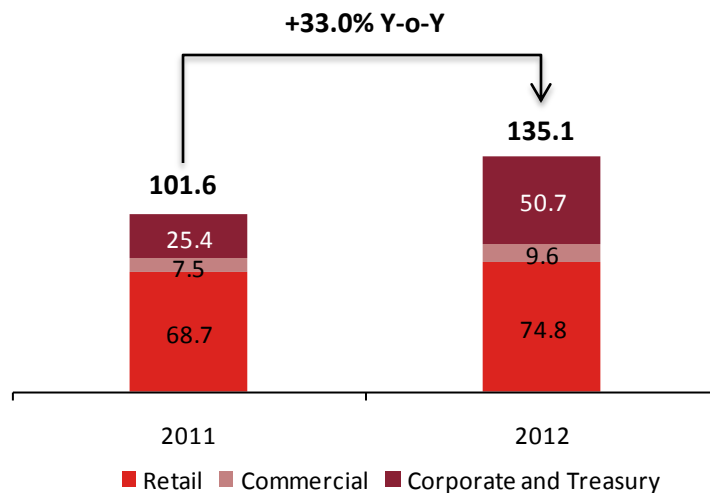
## PBT (THB 'mil)



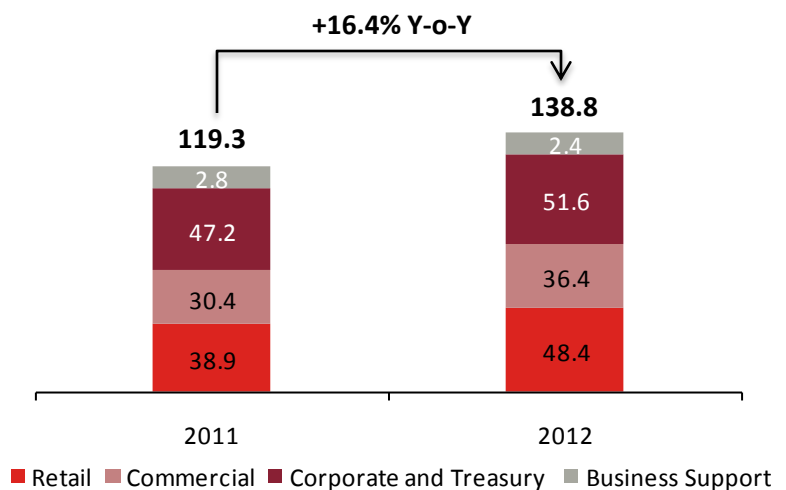
## Asset Quality



## Total Customer Deposits (THB 'bil)



## Total Loans (THB 'bil)



Note: \* Excludes STAMC



# CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	5,207	4,633	12.4%	1,438	1,306	10.1%
Non interest income	3,121	2,739	14.0%	450	1,919	(76.5%)
<b>Operating income</b>	<b>8,328</b>	<b>7,372</b>	<b>13.0%</b>	<b>1,888</b>	<b>3,225</b>	<b>(41.5%)</b>
Overhead expenses	(5,325)	(4,901)	8.7%	(1,354)	(1,345)	0.7%
<b>PPOP</b>	<b>3,003</b>	<b>2,471</b>	<b>21.5%</b>	<b>534</b>	<b>1,880</b>	<b>(71.6%)</b>
Provisions	(1,389)	(1,077)	29.0%	(327)	(813)	(59.8%)
Discontinued Operations	54	(18)	n.a.	-	-	-
<b>PBT</b>	<b>1,668</b>	<b>1,376</b>	<b>21.2%</b>	<b>207</b>	<b>1,066</b>	<b>(80.6%)</b>
<b>Net Profit</b>	<b>1,581</b>	<b>1,316</b>	<b>20.1%</b>	<b>160</b>	<b>1,048</b>	<b>(84.8%)</b>
<b>EPS (THB)</b>	<b>0.09</b>	<b>0.08</b>	<b>7.5%</b>	<b>0.01</b>	<b>0.06</b>	<b>(86.4%)</b>
Net Profit (RM 'mil)	158	132	19.9%	16	104	(84.7%)
PBT Contribution (RM 'mil) *	211	130	61.9%	17	162	(89.6%)
PAT Contribution (RM 'mil) *	194	119	62.5%	13	150	(91.3%)
ROE (Annualised)	9.9%	11.2%	(130bps)	3.2%	24.7%	(2,150bps)

Note: \* After GAAP and FRS 139 adjustments

# CIMB Thai : Gross Loans Growth

Divisions / Products (THB 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (34.9%)</b>	<b>48.4</b>	<b>38.9</b>	<b>24.6%</b>	<b>44.7</b>	<b>8.3%</b>
Mortgage	30.5	23.9	27.6%	28.0	8.8%
Auto Loans	11.8	8.0	48.4%	10.9	8.3%
Personal / Others	6.1	7.0	(12.7%)	5.7	6.1%
<b>Commercial Banking (26.2%)</b>	<b>36.4</b>	<b>30.4</b>	<b>19.8%</b>	<b>31.3</b>	<b>16.5%</b>
<b>Corporate Banking (37.2%)</b>	<b>51.6</b>	<b>47.2</b>	<b>9.4%</b>	<b>47.5</b>	<b>8.8%</b>
<b>Business Support Group (1.7%)</b>	<b>2.4</b>	<b>2.8</b>	<b>(16.3%)</b>	<b>3.0</b>	<b>(22.3%)</b>
<b>Total Gross Loans</b>	<b>138.8</b>	<b>119.3</b>	<b>16.4%</b>	<b>126.5</b>	<b>9.8%</b>

# CIMB Thai : Deposits Growth



Divisions / Products (THB 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
<b>Retail Banking (51.2%)</b>	<b>74.8</b>	<b>68.7</b>	<b>9.0%</b>	<b>74.9</b>	<b>(0.1%)</b>
Current	0.7	0.7	-	0.8	(3.7%)
Savings	25.3	13.5	87.6%	24.0	5.5%
Fixed & structured deposits	48.8	54.5	(10.5%)	50.1	(2.6%)
<b>Commercial Banking (6.6%)</b>	<b>9.6</b>	<b>7.5</b>	<b>28.5%</b>	<b>9.3</b>	<b>3.8%</b>
<b>Corporate and Treasury (34.6%)</b>	<b>50.7</b>	<b>25.4</b>	<b>99.5%</b>	<b>40.2</b>	<b>26.0%</b>
<b>Customer Deposits</b>	<b>135.1</b>	<b>101.6</b>	<b>33.0%</b>	<b>124.4</b>	<b>8.7%</b>
Bills of Exchanges (7.6%)	11.1	32.8	(66.2%)	15.0	(26.4%)
<b>Customer Deposits + Bills of Exchanges</b>	<b>146.2</b>	<b>134.4</b>	<b>8.8%</b>	<b>139.4</b>	<b>4.9%</b>

# CIMB Thai : Key Ratios

(Consolidated, %)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
ROE	9.9	11.1	↓	3.2	24.7	↓
NIM	3.21	3.46	↓	3.26	3.12	↑
Cost to Income	63.9	66.5	↓	71.7	41.7	↑
Loan Loss Coverage**	85.1	81.6	↑	85.1	88.7	↓
Loan Loss Charge	1.0	0.9	↑	0.9	2.6	↓
Gross NPL ratio**	2.8	3.4	↓	2.8	3.5	↓
Net NPL ratio**	2.0	2.3	↓	2.0	2.1	↓
Loan to Deposit + BE	95.0	88.4	↑	95.0	90.7	↑
CAR*	16.2	13.0	↑	16.2	15.5	↑
CASA ratio	28.3	24.4	↑	28.3	31.2	↓

Notes: \* Bank Only  
 \*\* Excludes STAMC

# CIMB Thai : Corporate Updates

Consumer Market Share					IB Market Share				
	Dec-11		Dec-12			2011		2012	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Deposits	1.4%	9	1.4%	11	Stock Broking	1.2%	26	3.9%	12
Mortgages*	0.9%	11	1.8%	9	IPO	19.4%	3	17.8%	1
Auto	0.5%	17	0.8%	8	ECM	3.1%	8	6.8%	5
SME Loans**	1.6%	7	1.8%	7	M&A	1.8%	21	0.1%	22
					Syndication ^	-	-	1.6%	16
					Bonds	4.1%	9	5.7%	7

## Highlights

- Successful implementation of 1Platform and ahead of benefits target
- Wholesale banking synergies with ASEAN platform; Market shares improved and uplift in offshore Thai businesses
- Commercial banking good momentum in capturing mid to large SME corporates
- Retail banking still subscale and unprofitable
- Rights issue raised a total capital of THB4.8 bil in August 2012
- One-off gain from TAMC helped boost bottom line and balance sheet clean-up
- Significant new appointments in retail banking and treasury
- Total ROI to CIMB Group in 2012 approximately 7.4%; most measures behind original targets by 18-24 months

Notes: \* As at Jun-11 and Jun-12

\*\* Based on 7 out of 13 commercial banks which are SCB, BAY, KBank, TMB, BBL, KTB, CIMBT that published SME data

^ Mandated lead arranger

# **CIMB Group : FY12 Results**

## **Wholesale Banking**

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# Wholesale Banking

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	2,840	2,583	9.9%	715	723	(1.3%)
Non-interest income	2,449	1,827	34.1%	534	691	(22.5%)
<b>Operating income</b>	<b>5,289</b>	<b>4,410</b>	<b>20.0%</b>	<b>1,249</b>	<b>1,414</b>	<b>(11.6%)</b>
Overhead expenses	(2,268)	(2,014)	12.6%	(546)	(607)	(10.1%)
<b>PPOP</b>	<b>3,021</b>	<b>2,396</b>	<b>26.1%</b>	<b>703</b>	<b>807</b>	<b>(12.8%)</b>
Provisions	(153)	(66)	134.6%	(76)	15	n.a.
<b>PBT</b>	<b>2,868</b>	<b>2,330</b>	<b>23.1%</b>	<b>627</b>	<b>822</b>	<b>(23.7%)</b>

# Wholesale Banking – IB

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	44	34	29.4%	15	8	88.9%
Non-interest income	1,070	927	15.4%	299	257	16.3%
<b>Operating income</b>	<b>1,114</b>	<b>961</b>	<b>16.1%</b>	<b>314</b>	<b>265</b>	<b>18.5%</b>
Overhead expenses	(805)	(694)	16.1%	(183)	(239)	(23.4%)
<b>PPOP</b>	<b>309</b>	<b>267</b>	<b>16.1%</b>	<b>131</b>	<b>26</b>	<b>403.6%</b>
Provisions	-	(6)	n.a	4	(1)	n.a
<b>PBT</b>	<b>309</b>	<b>261</b>	<b>18.3%</b>	<b>135</b>	<b>25</b>	<b>434.1%</b>



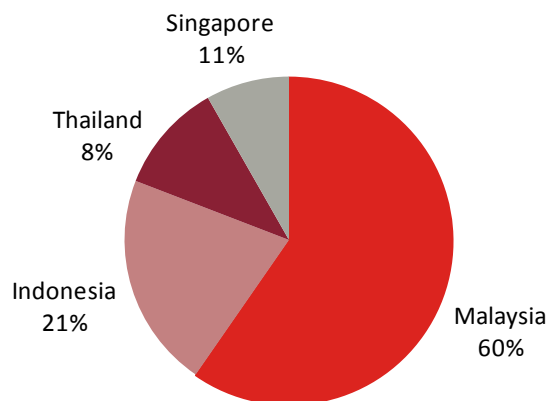
# Wholesale Banking – Corporate Banking

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	1,515	1,438	5.4%	361	384	(6.0%)
Non-interest income	573	474	20.7%	150	188	(20.5%)
<b>Operating income</b>	<b>2,088</b>	<b>1,912</b>	<b>9.2%</b>	<b>511</b>	<b>572</b>	<b>(10.8%)</b>
Overhead expenses	(729)	(722)	0.9%	(171)	(194)	(12.0%)
<b>PPOP</b>	<b>1,359</b>	<b>1,190</b>	<b>14.2%</b>	<b>340</b>	<b>378</b>	<b>(10.2%)</b>
Provisions	(150)	(60)	150.7%	(81)	20	n.a
<b>PBT</b>	<b>1,209</b>	<b>1,130</b>	<b>7.0%</b>	<b>259</b>	<b>398</b>	<b>(35.0%)</b>

# Corporate Banking – Gross Loans

Divisions / Products	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
Malaysia (RM 'bil)	40.6	38.3	5.6%	39.8	1.8%
Indonesia (IDR 'bil)	43,523	39,778	9.4%	41,635	4.5%
Singapore (SGD 'bil)	3.0	2.4	22.2%	3.0	-
Thailand (THB 'bil)	51.6	47.2	9.4%	47.5	8.8%
<b>Total Corporate Loans (RM 'bil)</b>	<b>68.0</b>	<b>63.9</b>	<b>6.4%</b>	<b>65.9</b>	<b>3.1%</b>


Corporate Loans by Country as at Dec-12





# Wholesale Banking – Treasury & Markets


(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	1,280	1,113	15.0%	338	334	2.0%
Non-interest income	807	424	89.9%	87	243	(65.1%)
<b>Operating income</b>	<b>2,087</b>	<b>1,537</b>	<b>35.8%</b>	<b>425</b>	<b>577</b>	<b>(26.4%)</b>
Overhead expenses	(734)	(598)	22.8%	(192)	(174)	10.3%
<b>PPOP</b>	<b>1,353</b>	<b>939</b>	<b>44.1%</b>	<b>233</b>	<b>403</b>	<b>(42.1%)</b>
Provisions	(3)	-	n.a.	-	(4)	n.a.
<b>PBT</b>	<b>1,350</b>	<b>939</b>	<b>43.8%</b>	<b>233</b>	<b>399</b>	<b>(41.5%)</b>

# Wholesale Market Share and Ranking

	2011		2012	
	Market Share	Rank	Market Share	Rank
Stock Broking	10.4%	1	11.7%	1
IPO	31.7%	1	21.8%	1
ECM	35.5%	1	25.2%	1
M&A	41.4%	1	24.0%	3
Syndication ^	22.6%	1	11.6%	3
DCM				
Domestic	28.1%	1	26.8%	1
Sukuk	30.6%	1	28.1%	1

	2011		2012	
	Market Share	Rank	Market Share	Rank
Stock Broking	6.0%	2	5.2%	3
IPO	-	-	5.3%	7
ECM	4.7%	9	2.4%	12
M&A	1.1%	13	0.3%	16
Syndication ^	3.0%	13	3.8%	11
DCM	5.9%	8	11.6%	3

	2011		2012	
	Market Share	Rank	Market Share	Rank
Stock Broking	1.2%	26	3.9%	12
IPO	19.4%	3	17.8%	1
ECM	3.1%	8	6.8%	5
M&A	1.8%	21	0.1%	22
Syndication ^	-	-	1.6%	16
DCM	4.1%	9	5.7%	7

	2011		2012	
	Market Share	Rank	Market Share	Rank
Stock Broking	9.9%	2	10.3%	1
IPO	3.0%	5	19.0%	1
ECM	3.7%	7	10.2%	3
M&A	1.6%	17	17.8%	7
Syndication ^	1.5%	18	1.9%	10
DCM	3.9%	6	2.2%	9

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Note: ^ Mandated lead arranger

# Notable Deals

## DCM



### Axiata Group Berhad

USD1.5 bil Multi-Currency Sukuk Issuance Programme issued via Axiata SPV2 Berhad  
*(First rated RMB Sukuk, largest RMB Sukuk offering to-date and first RMB denominated Sukuk that utilises 100% airtime vouchers as underlying assets)*



### Kimanis Power Sdn Bhd

RM1.16 bil Sukuk Programme



### Genting Singapore PLC

SGD1.8 bil Subordinated Perpetual Capital Securities  
*(The largest hybrid bond issue and largest single tranche SGD issued in Singapore to-date. First foreign issue to have the Securities Commission Malaysia's approval to be sold directly to institutional and high net worth investors in Malaysia)*



### Golden Agri-Resources Limited

USD400.0 mil 2.50% Convertible Bonds due 2017



### PT Astra Sedaya Finance

IDR5.0 tril Senior Debt via Shelf Registration Programme of IDR8.0 tril



### Thai Airways International PCL

THB1.5 bil Senior Unsecured Debentures due 2024

## M&A



### SapuraKencana Petroleum Berhad (Formerly known as Sapura-Kencana Petroleum Berhad)

RM11.9 bil acquisition of SapuraCrest Petroleum Berhad and Kencana Petroleum Berhad followed by the listing of SapuraKencana Petroleum Berhad on Bursa Malaysia  
*(The 7<sup>th</sup> largest M&A in SEA for 2012)*

## M&A (continued)



### AIA Group Limited

Euro1.336 bil acquisition of ING Management Holdings (Malaysia) Sdn Bhd by American International Assurance Company Ltd, a wholly-owned subsidiary of AIA Group Limited  
*(Largest M&A transaction in the insurance industry in Malaysia for the year 2012)*

## IPO/ECM



### Felda Global Ventures Holdings Berhad

RM10.4 bil IPO on Bursa Malaysia  
*(The largest IPO in Malaysia, 5<sup>th</sup> largest IPO globally for 2012)*



### IHH Healthcare Berhad

RM6.7 bil (SGD2.7 bil) IPO and First Concurrent Dual Listing on Bursa Malaysia and Singapore Exchange  
*(The Largest hospital operator IPO in Asia, 2nd largest IPO in Malaysia and 6th largest IPO globally 2012. First ever concurrent dual listing on any two Asean exchanges)*



### Astro Malaysia Holdings Berhad

RM4.6 bil IPO on Bursa Malaysia  
*(3<sup>rd</sup> largest IPO in Malaysia and 10<sup>th</sup> largest IPO globally for 2012)*



### China Machinery Engineering Corp

HKD4.5 bil IPO on Hong Kong Stock Exchange  
*(The 4th largest IPO in HK, 3rd largest China IPO in HK, the largest IPO related to the power & utilities sector in Asia in 2012 and only HK IPO priced at the top of the range in 2012)*



### Religare Health Trust

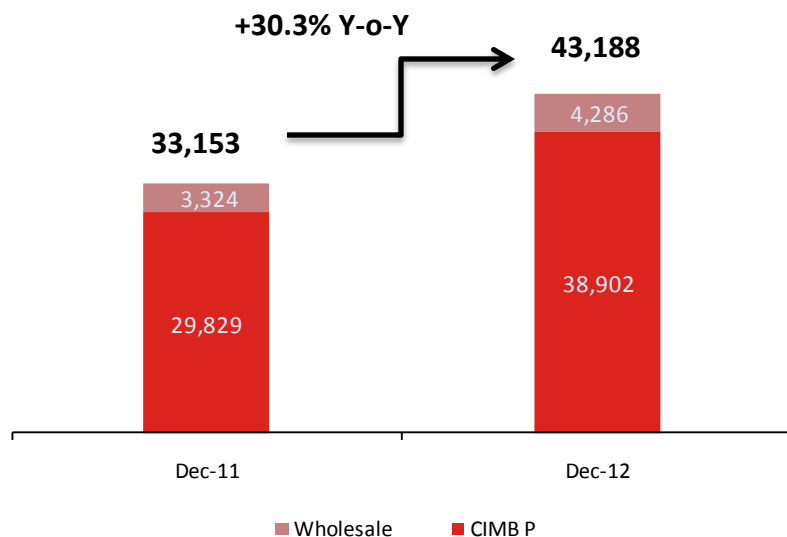
SGD511.0 mil IPO on Singapore Stock Exchange  
*(The 2<sup>nd</sup> largest IPO in Singapore for 2012, first ever international listing of Indian healthcare assets, the largest international listing from India since 2007)*

# Group Asset Management

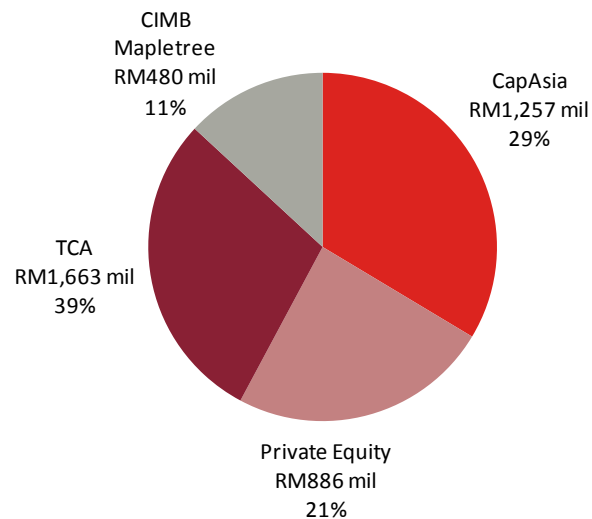
PBT (after HOCA) (RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
CIMB-P Group	50.3	55.1	(8.7%)	12.9	10.7	20.5%
Wholesale	13.1	10.6	23.1%	3.0	4.1	(28.6%)
<b>Total</b>	<b>63.4</b>	<b>65.7</b>	<b>(3.6%)</b>	<b>15.9</b>	<b>14.8</b>	<b>6.8%</b>

## Asset Under Management

RM 'mil



## Wholesale AUM as at 31 Dec 2012



# CIMB Group : FY12 Results

## Investments

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# Investments

(RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
Net interest income	463	419	10.4%	129	114	13.7%
Non-interest income *	521	788	(33.8%)	141	185	(23.6%)
<b>Operating income</b>	<b>984</b>	<b>1,207</b>	<b>(18.4%)</b>	<b>270</b>	<b>299</b>	<b>(9.4%)</b>
Overhead expenses **	(592)	(341)	73.6%	(196)	(206)	(4.8%)
<b>PPOP</b>	<b>392</b>	<b>866</b>	<b>(54.6%)</b>	<b>74</b>	<b>93</b>	<b>(19.5 %)</b>
Provisions	(19)	13	n.a.	(14)	5	n.a.
Share of JV / associates	114	120	(4.5%)	32	26	25.8%
<b>PBT</b>	<b>487</b>	<b>999</b>	<b>(51.2%)</b>	<b>92</b>	<b>124</b>	<b>(25.4%)</b>

➤ \* Mainly due to RM250 mil gain on CIMB Aviva deconsolidation in 2011

➤ \*\* Mainly due to RBS costs



# Strategic Investments



19.99%

RM 'mil	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
PAT to CIMB Group	89.6	88.4	1.4%	21.4	19.4	10.6%

- Flat growth due to margin squeeze and slightly higher provisions



52.22%

RM 'mil	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
PAT to CIMB Group	9.0	6.6	36.4%	1.8	2.0	(10.0%)

- Cost to income of 79.3% in 2012
- Reload points increased to 6,300
- Parking sites up 40% to 70. Plan to increase to 130 total sites in 2013
- Retail outlets up 26% to 306. Plan to increase to 700 in 2013
- RM57 mil system upgrade commenced
- PEMANDU has led efforts to finalise the governance, service level and implementation plan for T'nG to operate as the single and integrated cashless payment system for transportation



25.00%

RM 'mil	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
PAT to CIMB Group	5.5	1.9	180.8%	3.9	(0.1)	n.a.


















- Tune Insurance Holdings (TIH) IPO launched
- CIMB's effective 15% stake in TIH is worth RM150mil, based on IPO price of RM1.35 per share

# **CIMB Group : FY12 Results**

## **Other Highlights**

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# Top Awards 2012

Consumer Banking		Investment Banking		CBTM	
<p>ASEAN</p> <p>Best Islamic Finance Bank (Southeast Asia)</p> 	<p>ASIA</p> <p>Best Islamic Bank</p> 	<p>ASIA</p> <p>Most Innovative Investment Bank</p> 	<p>ASIA</p> <p>Best Islamic Investment Bank Sukuk House of the Year</p> 	<p>ASEAN</p> <p>Regional House of the year (ASEAN)</p> 	<p>ASIA-PAC</p> <p>Best for FX Products and Services in Asia Pacific</p> 
 <p>Best Bank (3<sup>rd</sup> time)</p> 	 <p>Best Islamic Bank</p> 	 <p>Best Investment Bank (11<sup>th</sup> time)</p> 	 <p>Best Investment Bank (6<sup>th</sup> time)</p> 	 <p>House of the year</p> 	 <p>Best Domestic of FX Services</p> 
 <p>Consumer Banking Excellence Award</p> 	 <p>Indonesia Banking Awards Best Performance Banking 2012</p> 	 <p>Best Bond House Best Equity House</p> 	 <p>Best Investment Bank</p> 	 <p>House of the year</p> 	 <p>Best Foreign Provider for FX Products and Services</p> 

# Insurance

PBT (RM 'mil)	FY12	FY11	Y-o-Y	4Q12	3Q12	Q-o-Q
CIMB Aviva <sup>^</sup>	39.6	23.4	69.2%	2.8	10.1	(72.3%)
CIMB Sun Life	(15.9)	(13.4)	(19.3%)	(5.0)	(3.2)	(53.9%)
Others*	(2.3)	(2.1)	(9.4%)	(0.5)	(0.8)	35.4%
<b>Total CIG &amp; GID</b>	<b>21.3</b>	<b>7.9</b>	<b>169.2%</b>	<b>(2.7)</b>	<b>6.0</b>	<b>n.a.</b>

➤ Continue reviewing BANCA partnerships in all countries

Banca Income	Growth
Malaysia	+26.4%
Indonesia	+40.7%
Thailand	+57.9%
Singapore	+52.9%
<b>Total</b>	<b>39.3%</b>

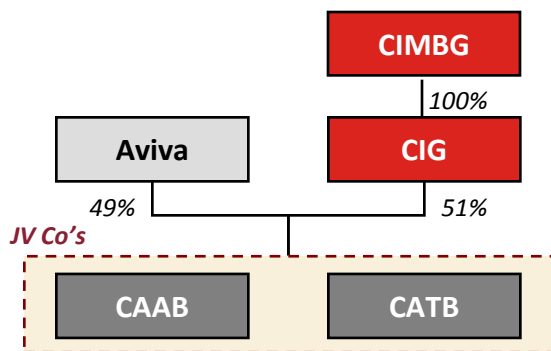
**Notes:**

<sup>^</sup> As of Jan 2011, CIMB Aviva is deemed as a 51% JV. Only incorporate 51% of after tax profit.  
(Others are accounted as 100% Profit Before Tax)

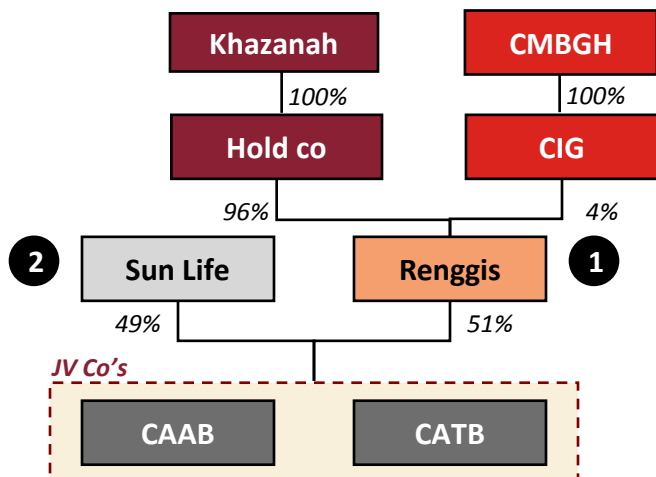
\* Includes CIMB Insurance Brokers PBT, GID expenses & Others

# CIMB-Aviva Divestment

## Current Shareholding Structure



## Final Shareholding Structure



## Summary of Transaction

- 1 ➤ Khazanah (via Renggis), to acquire CIMB's 51% stake in CAAB and CATB held by CIG Berhad for RM 1,110 mil, made up of:
  - RM1,066.5 mil in cash; and
  - RM43.5 mil in ordinary shares of RVSB
- Pursuant to the disposal, CIMB will effectively hold 2% interest in CAAB and CATB
- 2 ➤ Sun Life to acquire Aviva's 49% stake
- Implementation agreement signed on 17 Jan
- Target to complete by 1Q 2013
- Next steps: To optimise other insurance assets and partnerships

### Potential Impact to Group capital ratios (Basel III)

CET1 ratio

### Post-disposal (Transitional)

~+20 bps

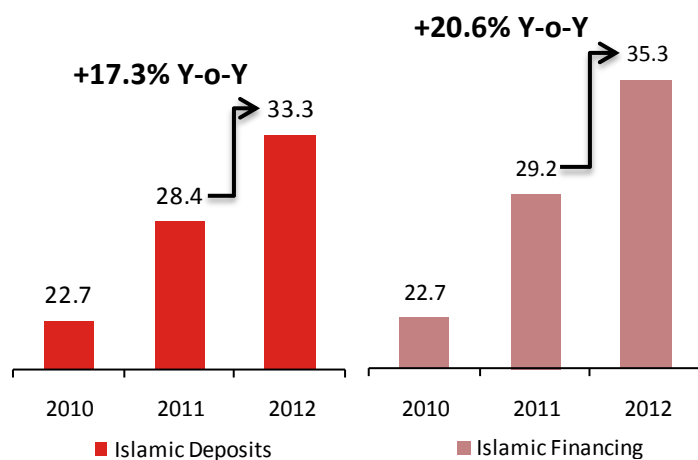
- Capital implications higher post Basel III transitional phase

## Ranking of Total Islamic Assets as at 30 Sep 2012

Rank	Company	Total Assets RM 'mil	Market Share
1	MIBB	81,263	22%
2	<b>CIMB Islamic</b>	<b>46,595</b>	<b>13%</b>
3	Bank Islam	35,560	10%
4	PBB-I	30,299	8%
5	Amlslamic	28,260	8%

## Islamic Deposits and Financing

RM 'bil



## FY11

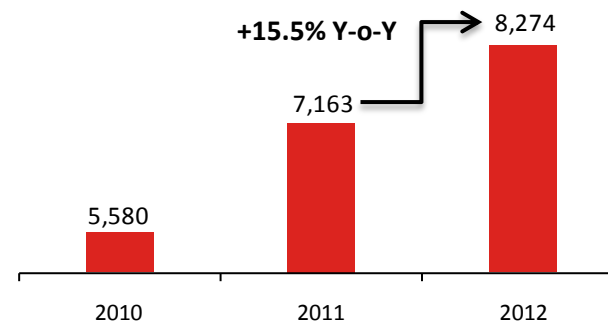
## FY12

Sukuk	FY11		FY12	
	Market Share	Rank	Market Share	Rank
Malaysia	30.6%	1	26.8%	1
Global	21.2%	1	13.4%	2

## Islamic Residential Mortgage and Market Share

Ranking	2010	2011	2012
Ranking	2	2	2
Market Share	18.9%	19.1%	17.3%

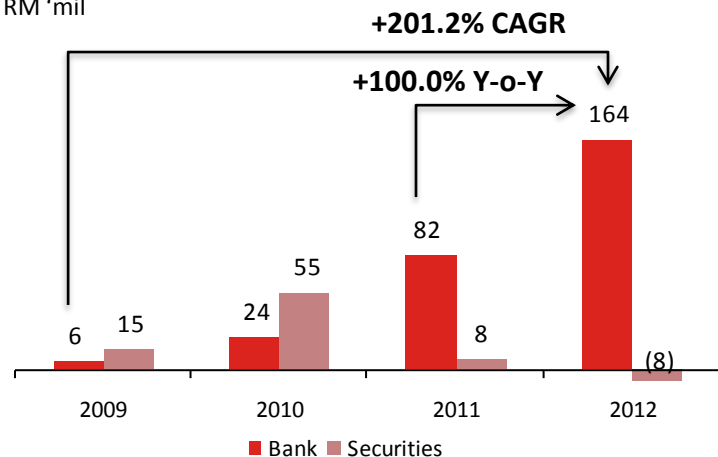
RM 'mil



# CIMB Singapore

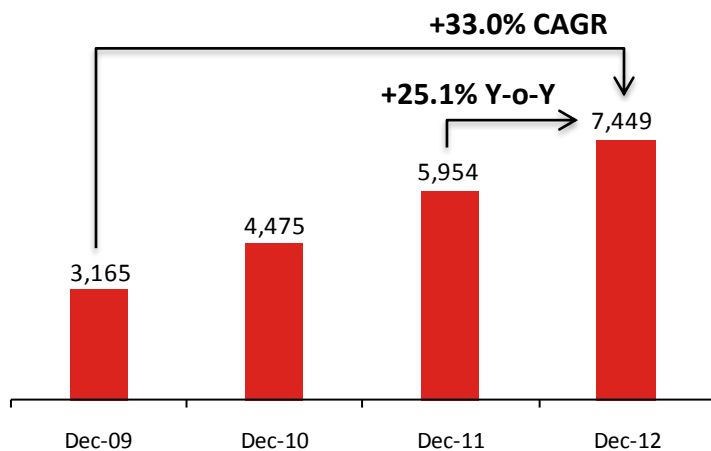
## PBT

RM 'mil



## Corporate Loan Base

RM 'mil



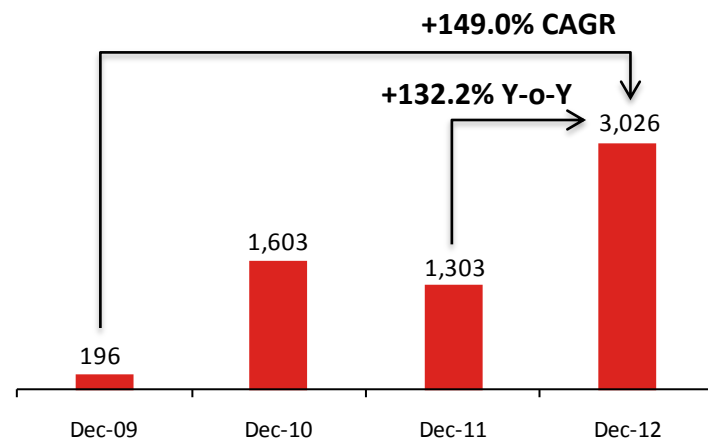
2011

2012

	Market Share	Rank	Market Share	Rank
Stock Broking	9.9%	2	10.3%	1
IPO	3.0%	5	19.0%	1
ECM	3.7%	7	10.2%	3
M&A	1.6%	17	17.8%	7
Syndication ^	1.5%	18	1.9%	10
Bonds	3.9%	6	2.2%	9

## Corporate Deposits

RM 'mil



Note: ^ Mandated lead arranger

# CIMB Cambodia

USD 'mil	FY12	FY11	Y-o-Y
Operating income	4.5	1.3	257.2%
Net profit	(2.0)	(3.3)	39.4%
ROE (%)	(6.4)	(9.7)	↑
NIM (%)	3.8	2.3	↑
Allowance coverage (%)	n.a.	n.a.	n.a.
Gross impaired loans ratio (%)	-	-	-

### Network

	2011	2012	Y-o-Y
Branches	7	11	+4
ATMs	10	17	+7



Balance Sheet (USD 'mil)	31 Dec 12	31 Dec 11	Y-o-Y
Total Loans	85.0	42.6	99.5%
Total Assets	165.7	89.5	85.0%
Total Deposits	98.9	49.6	99.4%
Total Liabilities	134.5	56.3	138.7%



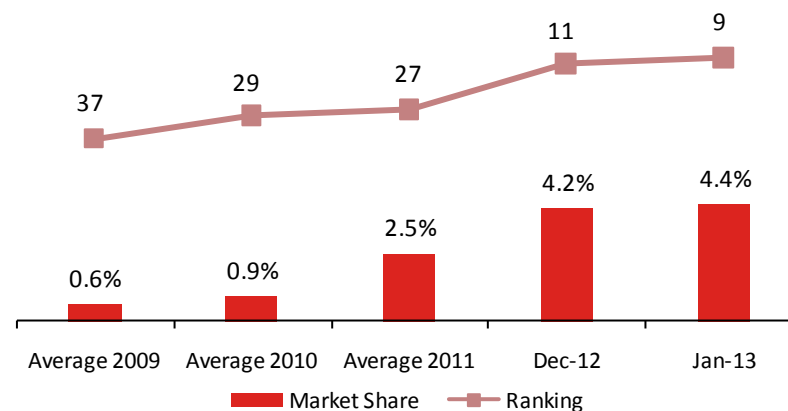
# Acquisition of SICCO Securities

## Key Transaction Details

- Acquired 99.59% of SICCO for THB1.09 bil (RM107 mil) and delisted SICCO on 25 September 2012
- Key transaction parameters for the 70.06% bought from Siam Commercial Bank:
  - 1.17x P/B
  - 28.4x P/E
- About 280 dealers and 20 branches

THB' mil	Actual
Total purchase consideration	1,093
NTA	956
Goodwill	107
Annualised PBT after acquisition	104
Return on Investment (annualised)	9.5%
Recovery of Goodwill (annualised)	97%

## Market Share and Ranking



# **CIMB Group : FY12 Results**

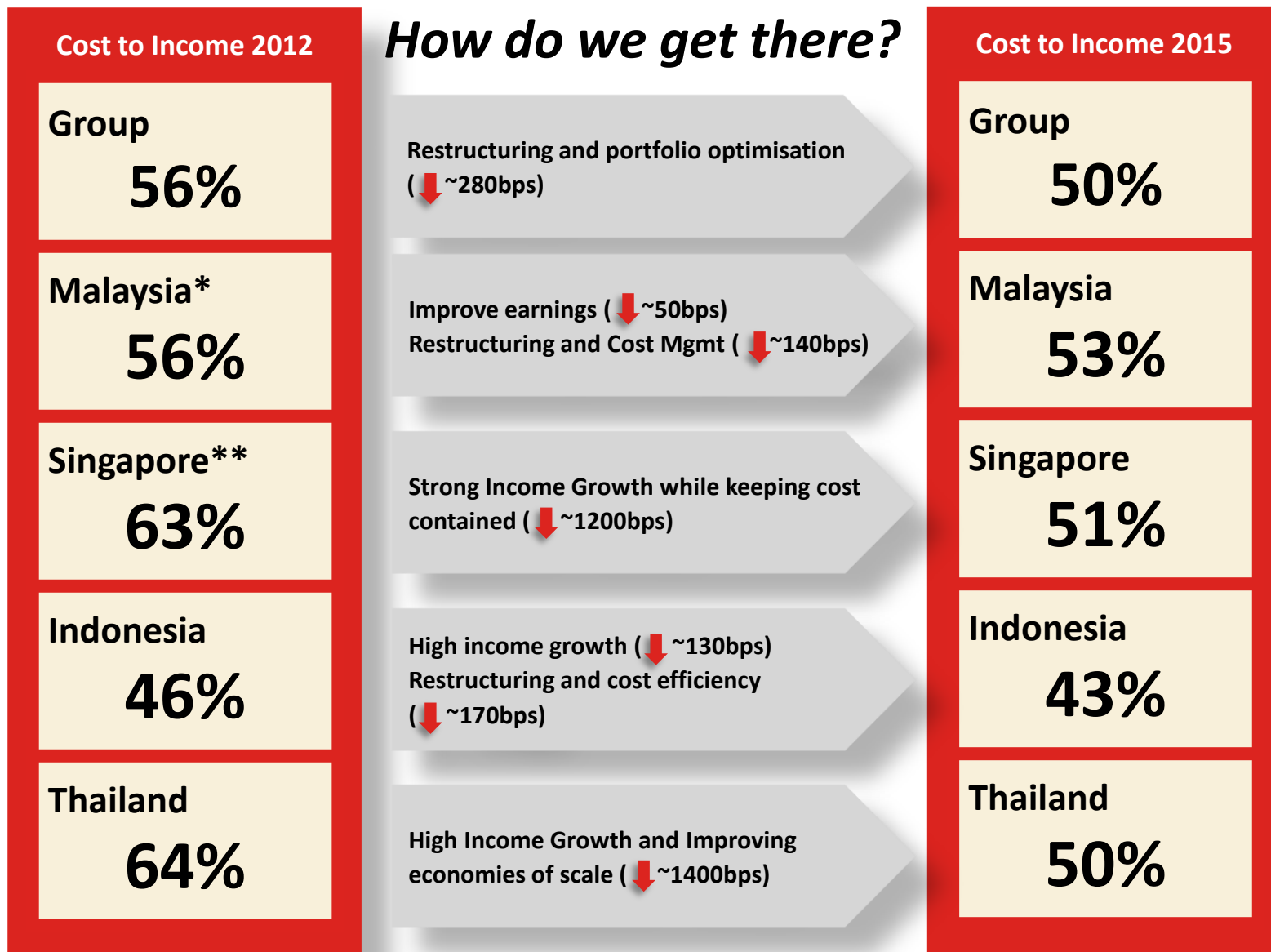
## **2013 Priorities and Other Highlights**

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# 2013 CEO's Focus Areas

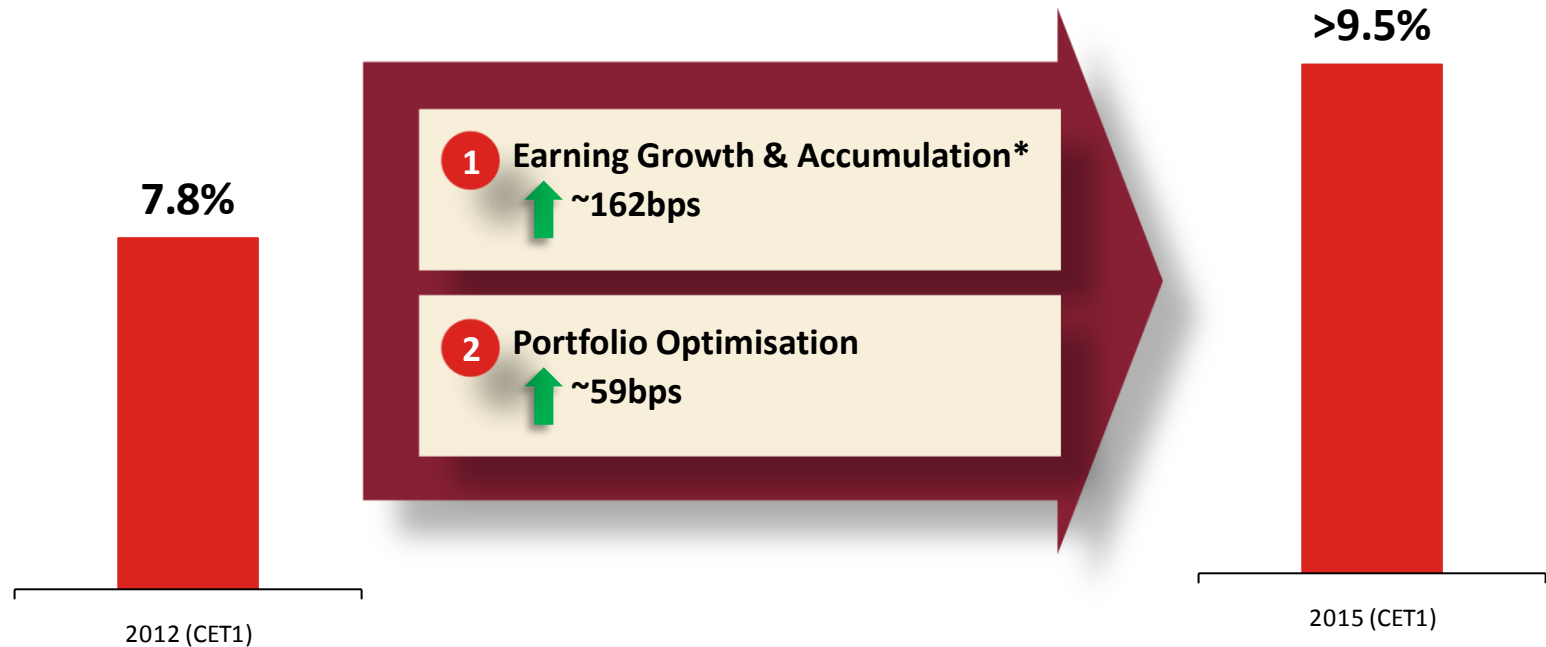
1	Cost Management
2	Capital Management
3	Regional Consumer Banking
4	Investment Banking Integration
5	Regional Co-ordination
6	1Platform
7	Network Expansion
8	Network Management

# Reducing CI



Notes: \* Includes Investment Bank (Regional), excludes GH and Exco  
 \*\* CIMB Bank Singapore Branch only

# Capital Management Plan



Note: \* Assuming DRS take up rate of 80%

# RBS and IB Integration

## RBS Acquisition Updates

### Integration:

- HK, UK, US and Australia completed in 2012
- Integrated organisation structure in February 2013
- Korea went live on 18 February 2013, India fixed for March 2013
- Received Special Permit for Taiwan and expect to be operational by end April 2013

### Advisory:

- JBR for CMEC and Religare for 4Q12, Petro-King in 1Q13
- Significant traction in the use of sector teams in ASEAN
- Increased cross border deal pipeline noted, particularly for Australia-ASEAN deals
- Pipeline ex-ASEAN encouraging

### Equities:

- Good revenue momentum in all countries gone live
- True APAC capabilities from 2Q13

## 2013 Key Priorities

### Overall:

- To recapture 2011 old RBS flow volumes
- To focus on transaction flows between ASEAN and APAC

### Advisory:

- New Account Planning and tracking across APAC
- Establish new KPIs
- Synergies in processes create centres of excellence

### Equities:

- Strengthen regional client management process
- Improve Corporate Access and Research capabilities
- Enhance synergies across APAC (esp. Australia)

# Geographic Expansion 2012/13

	UB	CB	IB
MIST	✓		
Cambodia		✓	
Vietnam			✓
Brunei			✓
Myanmar		✓ ^	
China		(✓)	✓
Hong Kong		(✓)	✓
Bahrain			✓
Sri Lanka			✓

- Bahrain
- UK
- US



	UB	CB	IB
US			✓
UK		✓	✓
Australia			✓
Korea		✓	
Laos	(✓)		
Taiwan		(✓)	
India		(✓)	
Philippines	(✓)		

**6 new countries + Shanghai and HK branches**

Notes:  
 ^ Representative Office  
 (✓) To be completed

**New**

# M&A and Expansion Record

## Ahead of Schedule



BANK NIAGA



 **CIMB BANK** ធនាគារ ស៊ីអាយអិមប៊ី ភីអិលស៊ី

 **CIMB BANK** (Singapore)

## Behind Schedule



## NEW



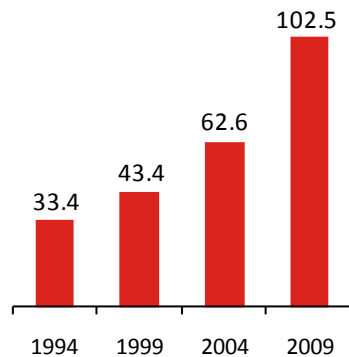
(selected cash equities, ECM and M&A corporate finance businesses in AP ex-Japan)



# The Big Idea – Intermediating Asia to Asia

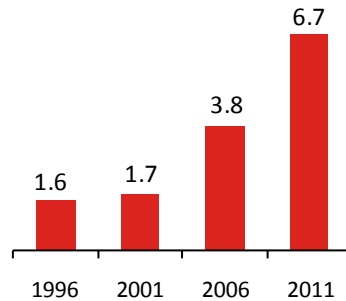
**Intra-Asia FDI \***

USD 'bil



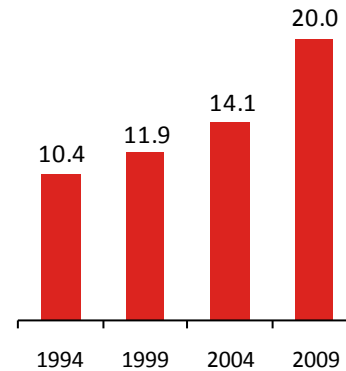
**Intra-Asia Trade Flows**

USD 'bil



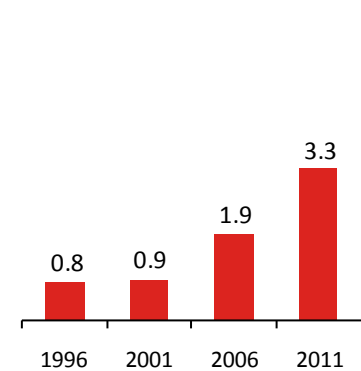
**ASEAN-Asia FDI \***

USD 'bil



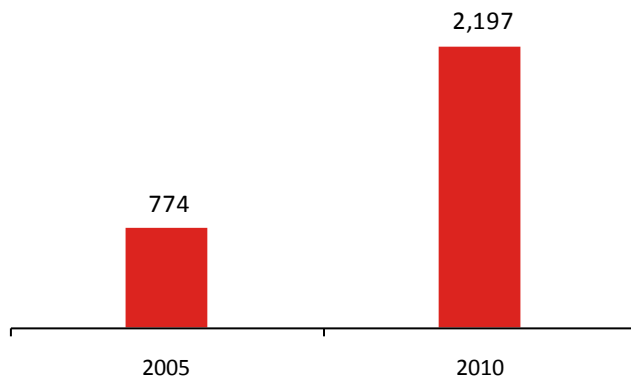
**ASEAN-Asia Trade Flows**

USD 'bil



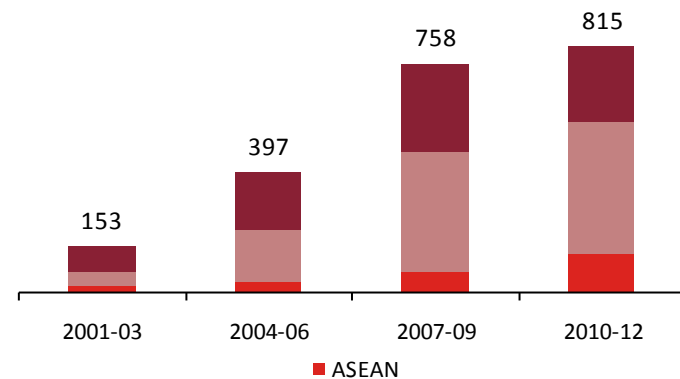
**Asia ex-Japan Asset Mgmt Industry AUM**

USD 'bil



**Asia Pac ex-Japan - IPO & Follow-on Offerings \*\***

USD 'bil



Notes: \* Data only available till 2009 (UNCTAD)

\*\* Secondary Offerings include placements, rights issues and block trades

Source: UNCTAD FDI Database, ADB, IMF Directions of Trade Statistics, Cerulli Associates, Bloomberg

# **CIMB Group : FY12 Results**

## **Final Remarks**

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# New Targets for 2013

	FY13
ROE	16%
TSR	> FBMKLCI
Dividend	40%
Total Credit Growth*	15%
Loan loss charge	< 0.4
Total Capital (CIMB Group) ^	> 11%
CET 1 (CIMB Group) ^	> 8%
Leverage (CIMB Group) ^	< 20x

Notes: \* Credit includes gross loans (excluding bad bank), AFS and HTM (excluding allowance for impairment loss)  
^ Basel III

# Final Remarks

- 2012 : Year of big changes “on-the-go”
- CIMB 2.0 has strengthened competitiveness and widened customer base
- CBTM set to build on 2012 momentum
- MS Consumer set to build on 4Q12 but credit charge will be higher
- CIMB Niaga and CIMB Singapore will continue to grow strongly. Important year for CIMB Thai to show breakthrough potential
- Enlarged IB platform expected to begin showing true potential from 2Q13. Deal pipeline in ASEAN is good
- Structural cost adjustments on the 2013 agenda but costs will increase
- High revenue growth targets for 2013
- Global operating environment improving; ASEAN must manage headwinds from political events, inflationary pressures and liquidity flows

**THANK YOU**

# Appendices

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# Contribution by Entity

Legal Entity	FY12		FY11		4Q12		3Q12	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	3,003	53%	2,600	50%	708	52%	747	50%
CIMB Niaga	1,906	34%	1,530	29%	488	36%	500	33%
CIMB Islamic	535	9%	447	9%	162	12%	132	9%
CIMB Labuan	60	1%	142	3%	18	1%	19	1%
CIMB Investment Bank	185	3%	140	3%	36	3%	45	3%
CIMB Thai	211	4%	110	2%	17	1%	162	11%
CIMB Securities Group	(142)	(3%)	33	1%	(63)	(5%)	(78)	(5%)
CIMB Cambodia	(6)	(0%)	(10)	0%	(1)	0%	(1)	(0%)
Others *	(74)	(1%)	211	3%	6	0%	(30)	(2%)
<b>PBT</b>	<b>5,678</b>	<b>100%</b>	<b>5,203</b>	<b>100%</b>	<b>1,371</b>	<b>100%</b>	<b>1,496</b>	<b>100%</b>

Note: \* SEASAM, Asset Management, Group Insurance, Bank of Yingkou, CIMBGH/CIMBG level and consol adjustment.

# Consolidated Balance Sheet Changes

(RM 'mil)	31 Dec 12	31 Dec 11 (Restated)*	Y-o-Y	30 Sep 12	Q-o-Q
Cash & short term funds	30,763	34,204	(14%)	23,185	33%
Securities purchased under resale agreements	5,594	4,230	32%	5,406	3%
Deposits & placements with financial institutions	4,990	4,174	53%	6,833	(27%)
Financial investments at fair value through profit or loss	25,383	13,666	86%	25,701	(1%)
Money Market	16,680	8,827	89%	17,628	(5%)
Corporate Bonds	7,097	3,554	100%	6,780	5%
Equity	1,606	1,217	32%	1,293	24%
Financial investments available for sale	29,208	18,418	59%	26,843	9%
Financial investments held to maturity	8,985	12,461	(28%)	9,193	(2%)
Loans, advances & financing	202,138	183,839	10%	194,099	4%
Other assets	29,996	28,957	4%	30,528	(2%)
<b>Total assets</b>	<b>337,057</b>	<b>299,949</b>	<b>12%</b>	<b>321,788</b>	<b>5%</b>
Deposits from customers	243,970	221,933	10%	231,594	5%
Deposits & placements of banks and other FI	21,403	12,964	65%	22,296	(4%)
Other borrowings	22,990	18,144	27%	19,673	17%
Other liabilities	19,342	19,910	(3%)	19,880	(3%)
<b>Total liabilities</b>	<b>307,705</b>	<b>272,951</b>	<b>13%</b>	<b>293,443</b>	<b>5%</b>
<b>Shareholders' funds</b>	<b>28,376</b>	<b>26,074</b>	<b>9%</b>	<b>27,354</b>	<b>4%</b>
<b>Total liabilities &amp; equity</b>	<b>337,057</b>	<b>299,949</b>	<b>12%</b>	<b>321,788</b>	<b>5%</b>

Note: \* Restated due to adoption of MFRS 1 First Time Adoption of Malaysian Financial Reporting Standards



# CIMB Niaga : Balance Sheet Changes

(IDR 'bil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
Placements & Other MS	33,969	23,057	47.3%	32,328	5.1%
Government Bonds	8,084	6,831	18.3%	9,462	(14.6%)
Loans (Net)	141,645	122,285	15.8%	135,179	4.8%
Other Assets	13,715	14,628	(6.2%)	13,653	0.5%
<b>Total Assets</b>	<b>197,413</b>	<b>166,801</b>	<b>18.4%</b>	<b>190,622</b>	<b>3.6%</b>
CASA	65,651	58,417	12.4%	62,497	5.0%
Time Deposits & CD	85,364	73,398	16.3%	83,687	2.0%
<b>Total Customer Deposits</b>	<b>151,015</b>	<b>131,815</b>	<b>14.6%</b>	<b>146,184</b>	<b>3.3%</b>
Other Liabilities	23,830	16,683	42.8%	23,147	3.0%
<b>Total liabilities</b>	<b>174,845</b>	<b>148,498</b>	<b>17.7%</b>	<b>169,331</b>	<b>3.3%</b>
<b>Equity</b>	<b>22,568</b>	<b>18,303</b>	<b>23.3%</b>	<b>21,291</b>	<b>6.0%</b>

# CIMB Thai : Balance Sheet Changes

Before GAAP Adjustments (THB 'mil)	31 Dec 12	31 Dec 11	Y-o-Y	30 Sep 12	Q-o-Q
Placements & Other MS	15,177	10,054	45.0%	10,653	42.5%
Government Bonds (Net)	35,428	27,848	27.2%	35,532	(0.3%)
Loans (Net)	135,804	116,212	17.6%	122,964	10.4%
Other Assets	15,107	13,909	6.5%	14,414	4.8%
<b>Total Assets</b>	<b>201,516</b>	<b>168,023</b>	<b>19.9%</b>	<b>183,563</b>	<b>9.8%</b>
CASA	38,277	25,046	55.0%	38,822	(1.4%)
Time Deposits & CD	96,857	76,528	26.6%	85,536	13.2%
<b>Total Customer Deposits</b>	<b>135,134</b>	<b>101,574</b>	<b>33.5%</b>	<b>124,358</b>	<b>8.7%</b>
Bill of Exchanges	11,082	32,810	(66.2%)	15,051	(26.4%)
Other Liabilities	35,602	20,228	73.0%	24,554	45.0%
<b>Total Liabilities</b>	<b>181,818</b>	<b>154,612</b>	<b>17.6%</b>	<b>163,963</b>	<b>10.9%</b>
<b>Equity</b>	<b>19,698</b>	<b>13,411</b>	<b>46.9%</b>	<b>19,600</b>	<b>0.5%</b>

# Asset Quality Ratios – CIMB Group

Series break due to adoption of FRS 139

