



Analyst Presentation 1H18 Results CIMB Group Holdings

29 August 2018



Key Financial Highlights

Net Profit[^] (RM)

2,359mil

+3.3% Y-o-Y

ROE^{*^}

9.7%

-20bps Y-o-Y

Gross Loan[~] (RM)

329.9bn

+3.4% Y-o-Y

Cost-to-Income[^]

51.3%

-120bps Y-o-Y

Loan Loss Charge^{*}

0.45%

-21bps Y-o-Y

CET1

11.9%

Flat Y-o-Y

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

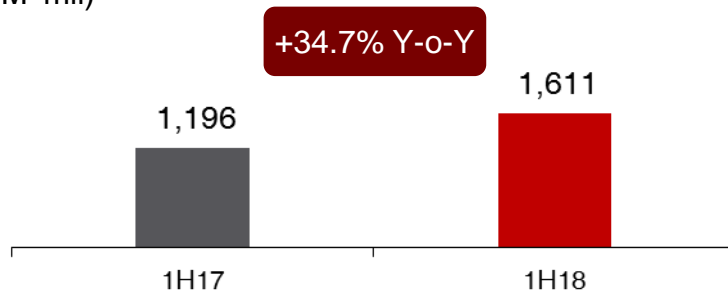
^{*} Annualised

[~] Excluding bad bank

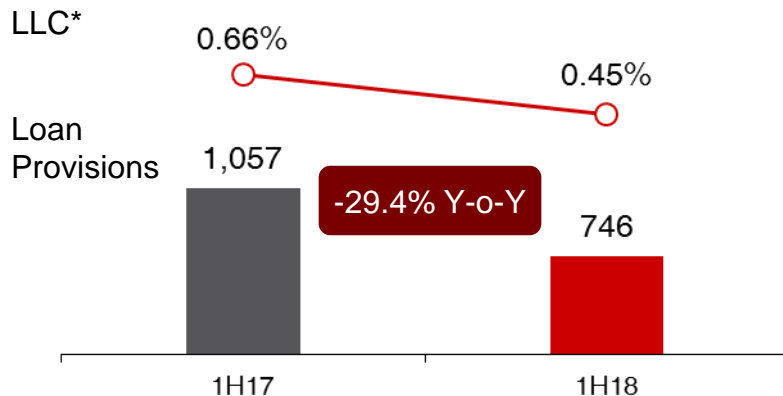
Key Business/Operational Highlights

**Completed partial sale of CPAM & CPIAM.
Recognised RM928 mil gain and total
CET1 uplift of 15bps**

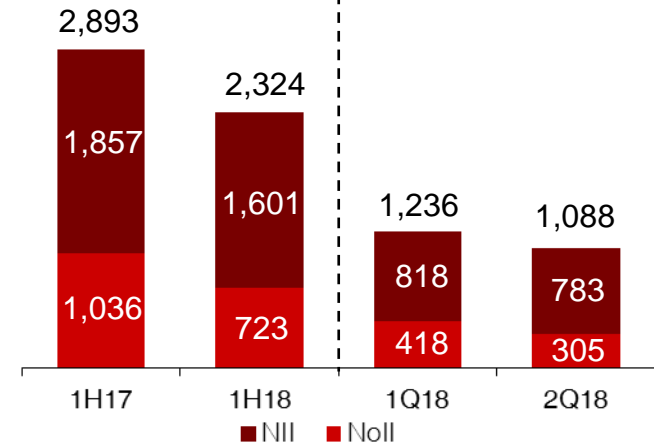
Consumer PBT remains strong
(RM 'mil)



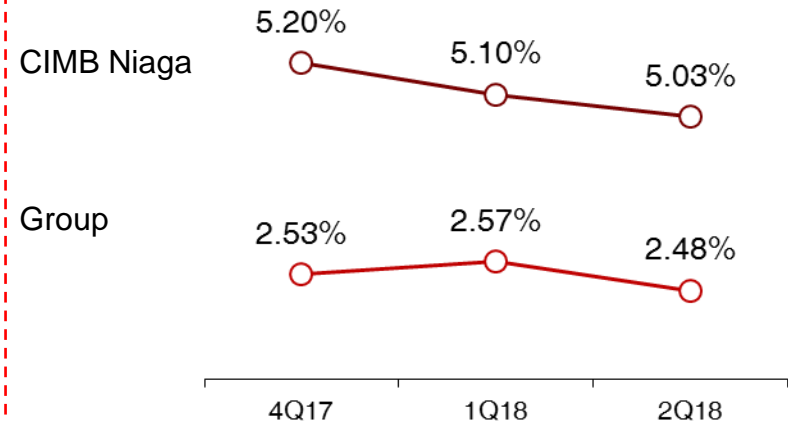
Continued improvement in loan loss charge
(RM 'mil)



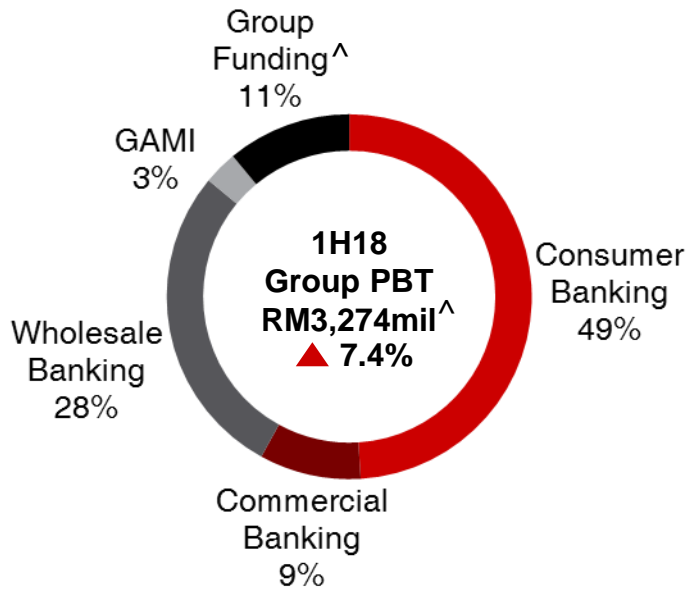
Wholesale & Capital Markets quiet post GE-14
Wholesale Revenue (RM 'mil)



NIM* compression mainly driven by Niaga



PBT By Segment

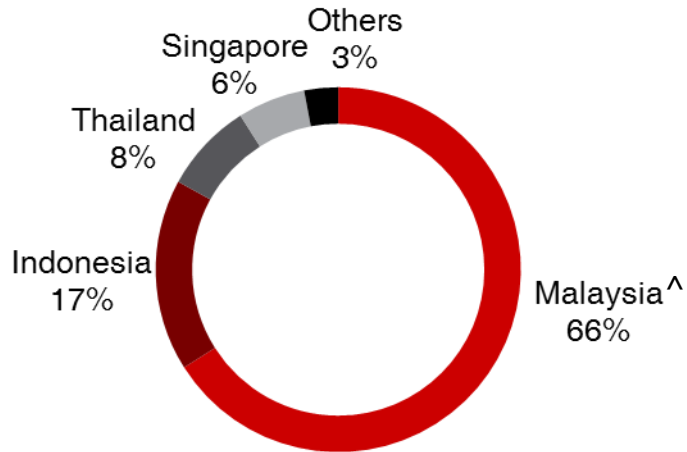


- Consumer Banking continues to perform strongly
- Commercial Banking improved on lower provisions
- Wholesale Banking impacted by weaker markets
- GAMI was steady, with Group Funding higher from gain on sale of 50% of CSI

	Consumer Banking	Commercial Banking	Wholesale Banking	GAMI	Group Funding [^]
Y-o-Y	▲ 34.7%	▲ 19.9%	▼ 26.2%	▲ 13.6%	▲ 26.9%
Q-o-Q	▼ 10.0%	▲ 41.8%	▼ 13.5%	▼ 33.3%	▼ 41.3%

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

PBT By Country



- Malaysia: Consumer the main driver as markets were much weaker in 2Q
- Indonesia: Performed well although contribution affected by FX. Excluding FX +8.6% YoY
- Thailand: Progressive growth in Consumer and lower provisions
- Singapore: Improved from deconsolidation of CSI. QoQ affected by higher provisions

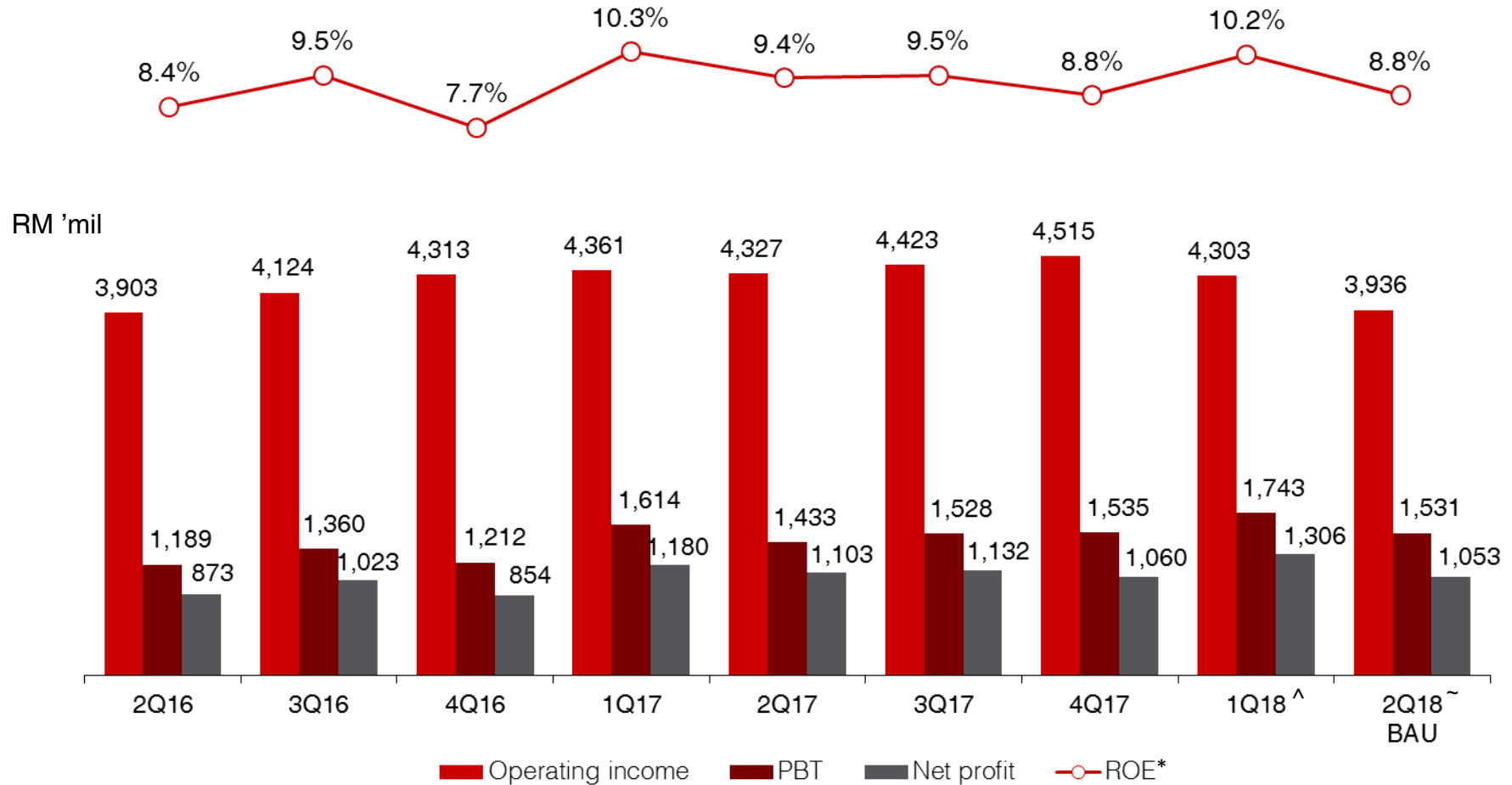
	Malaysia ^	Indonesia	Thailand	Singapore
Y-o-Y	▲ 6.0%	▼ 5.6%	▲ 50.3%	▲ 5.1%
Q-o-Q	▼ 21.0%	▲ 16.1%	▲ 38.0%	▼ 15.6%

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

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

1H18 Financials

Quarterly Earnings Trend

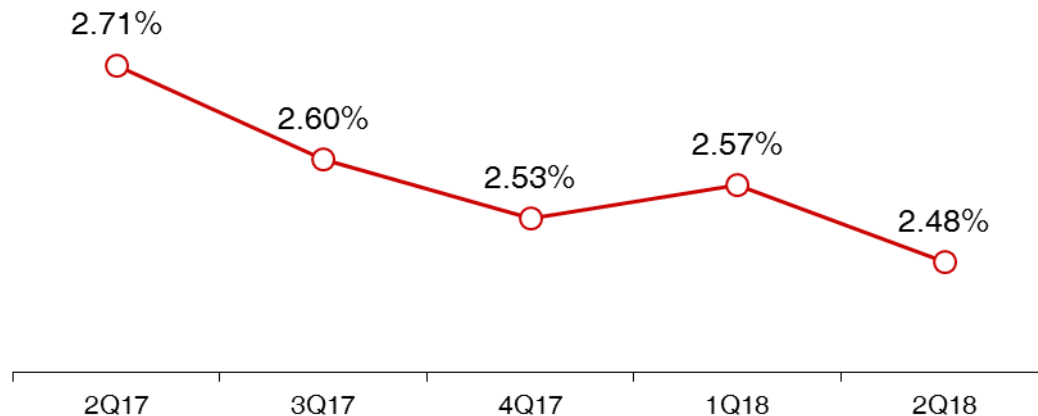


Notes: [^] Includes CSI gain of RM152mil
[~] Excludes CPAM & CPIAM gain of RM928mil and includes CSI gain of RM111mil
^{*} Annualised

Operating Income

(RM 'mil)	1H18 BAU [^]	Y-o-Y	2Q18 BAU [^]	Q-o-Q
Net interest income	5,869	(4.8%)	2,931	(0.2%)
Non interest income	2,370	(6.1%)	1,005	(26.4%)
Total	8,239	(5.2%)	3,936	(8.5%)

Net Interest Margin*



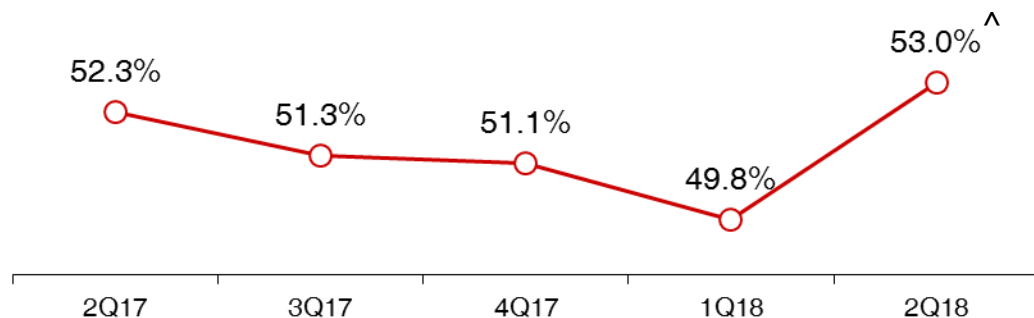
- 1H18 operating income affected by weak Noll in 2Q. Including the CPAM & CPIAM gain, operating income was +5.5%
- 2Q18 impacted by slower capital markets particularly in Malaysia
- Softer NII from Commercial and Wholesale Banking
- NIM contraction mainly driven by Indonesia

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

Operating Expenses

(RM 'mil)	1H18	Y-o-Y	2Q18	Q-o-Q
Personnel	2,422	(7.0%)	1,176	(5.6%)
Establishment	974	(11.9%)	489	0.8%
Marketing	134	(10.1%)	76	31.0%
Admin & General	698	(0.4%)	346	(1.7%)
Total	4,228	(7.3%)	2,087	(2.5%)

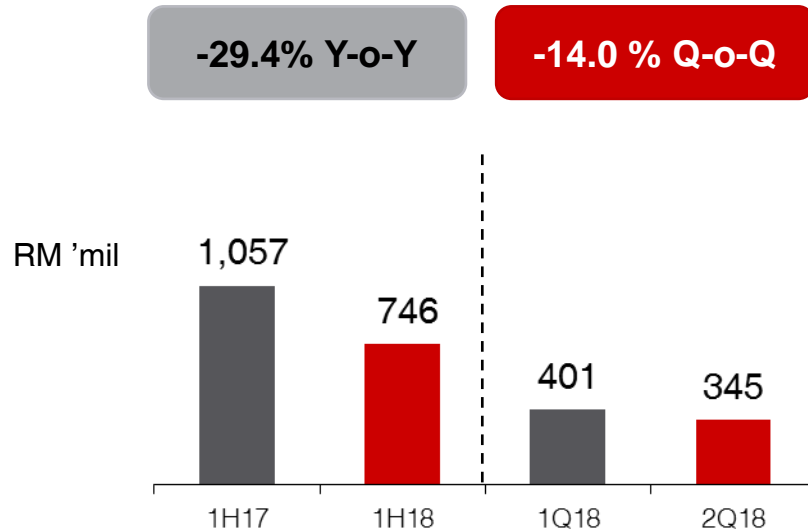
Cost-to-income Ratio



- Cost management efforts continue to yield results
- Cost reduction mainly from deconsolidation of CSI (c.RM150m per quarter) and FX impact
- Excluding FX, costs were -3.0% YoY
- 1H18 CIR at 51.3%[^]. Including the CPAM & CPIAM gain, the 1H18 CIR was 46.1%

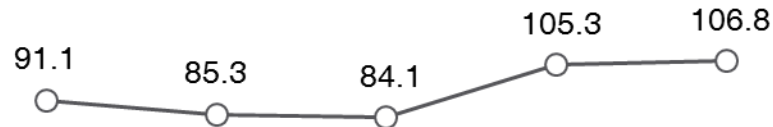
Note: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM11mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

Loan Provisions

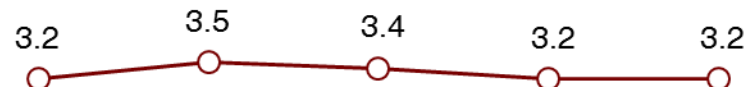


- Improvement from Consumer (-53.0% YoY) and Commercial (-34.4% YoY)
- Wholesale Banking provisions higher YoY from writebacks in 1H17, but 30.1% lower QoQ
- Allowance coverage improved to 106.8%
- Improvement in LLC mainly due to MFRS9

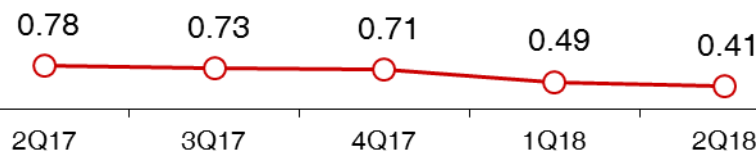
Allowance Coverage (%) ^



Gross impaired Loans Ratio (%)



Loan loss Charge (%) ~

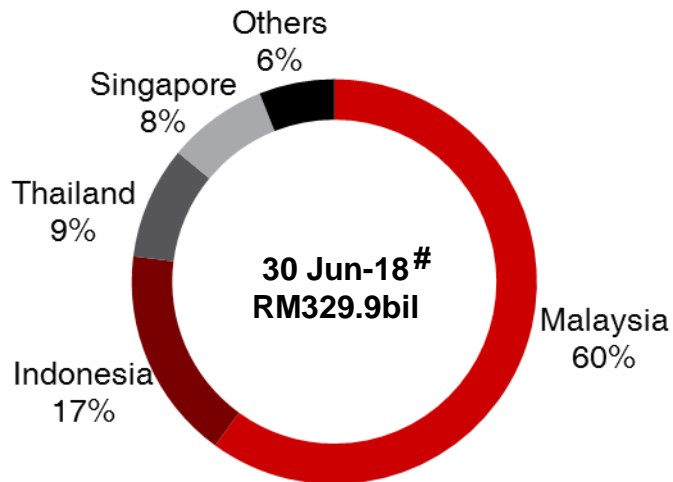
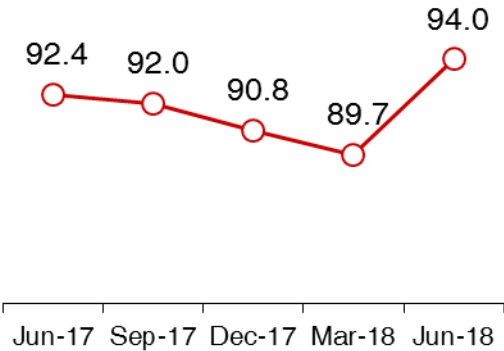


Notes: ^ Including regulatory reserve
~ Annualised

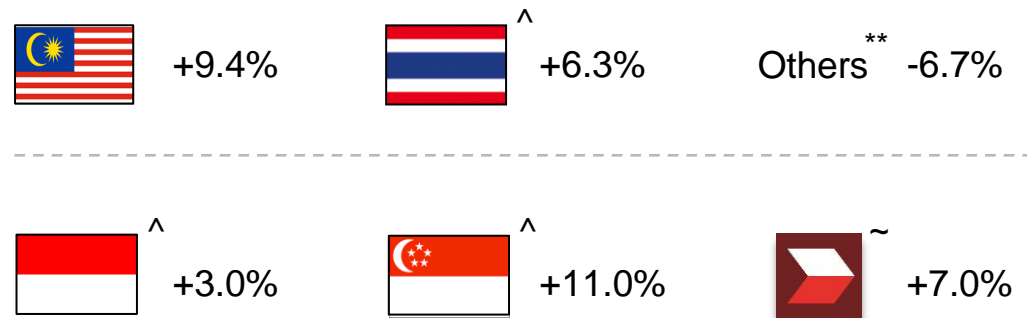
Gross Loans

RM 'bil	Jun-18	Y-o-Y	Q-o-Q
Consumer Banking	171.5	4.0%	1.4%
Commercial Banking	42.7	1.4%	0.9%
Wholesale Banking	115.7	3.1%	3.6%
Total ⁺	329.9	3.4%	2.1%

Loans-to-Deposit Ratio (%)



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

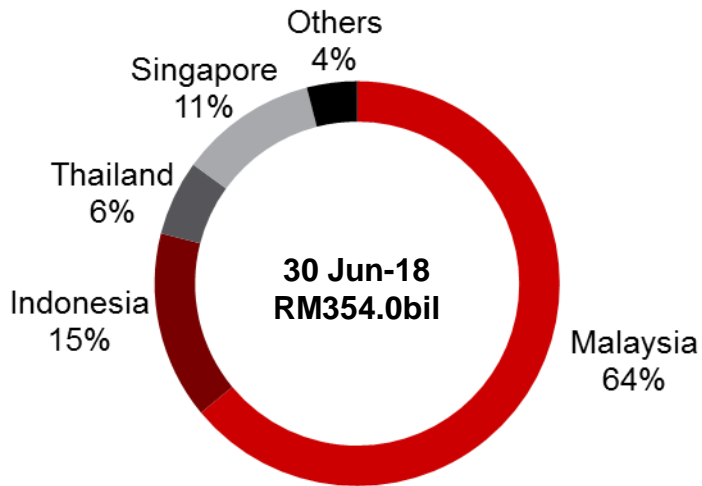
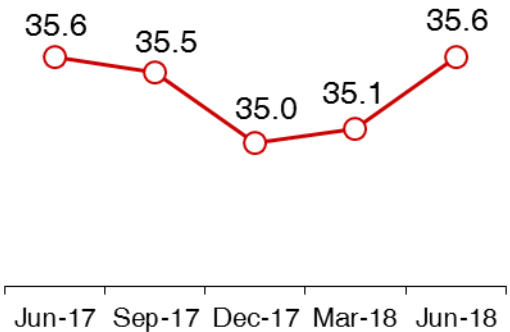


Notes: + Excluding bad bank ~ Excluding FX fluctuations ^ In local currency
[#] Based on geographical location of counterparty, excluding bad bank
^{**} Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

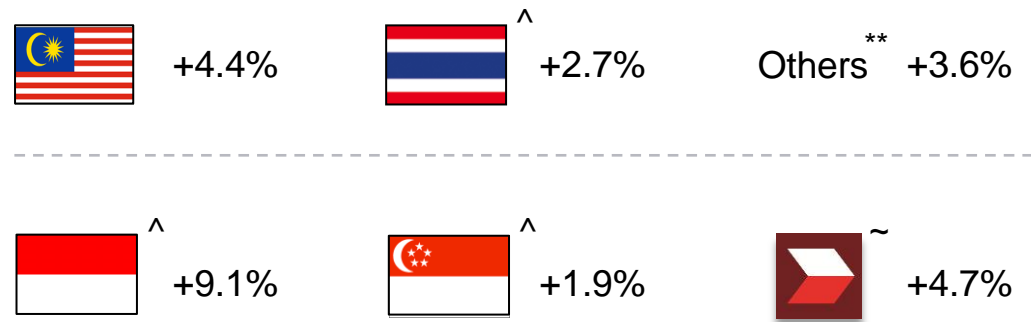
Deposits

RM 'bil	Jun-18	Y-o-Y	Q-o-Q
Consumer Banking	164.6	(0.2%)	(0.9%)
Commercial Banking	42.1	(6.9%)	0.2%
Wholesale Banking	147.3	6.1%	(5.2%)
Total	354.0	1.5%	(2.6%)

CASA Ratio (%)



Deposits Growth by Country (Y-o-Y)

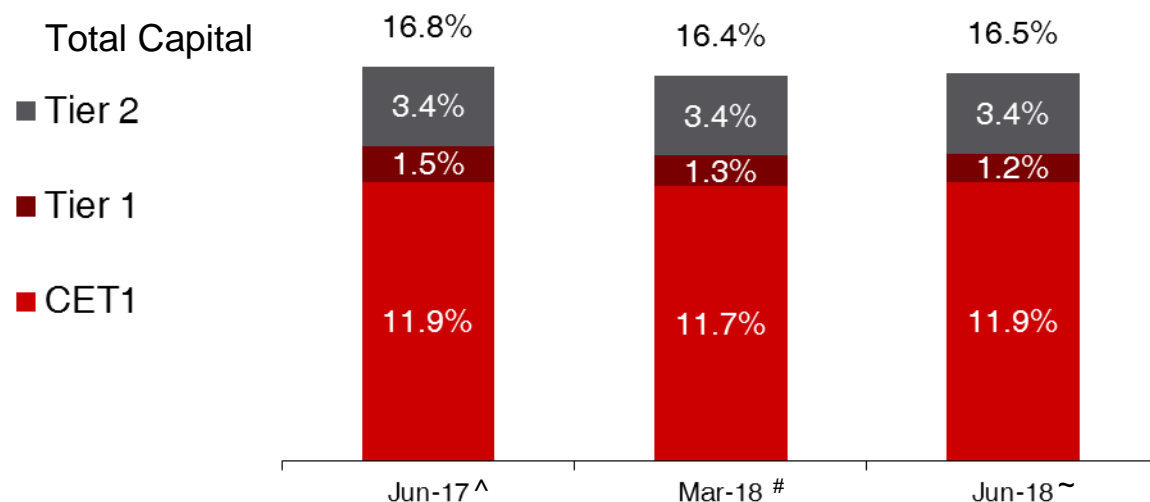


Notes: ~ Excluding FX fluctuations

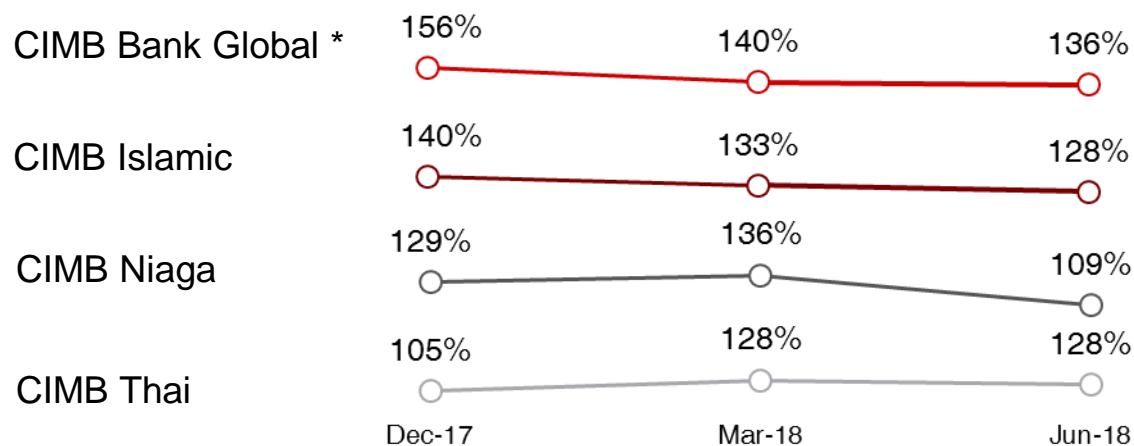
^ In local currency

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

Capital and Liquidity Management



Liquidity Coverage Ratio



- CET1 strengthened to 11.9% (+20bps QoQ)
- Partial disposals of CSI and CPAM & CPIAM provided 14bps and 15bps CET1 uplift, respectively
- CET1 target remains at 12.0% for end-2018
- LCR comfortably above 100% for all banking entities
- Proposed first interim dividend of 13sen/share. 51.6% payout based on reported net profit

Notes: ^ Post CIMBGH's FY17 First Interim Dividend of RM1,177 mil & actual corresponding DRS take-up rate of 82.2%; and reinvestment of cash dividend surplus into CIMB Bank.
 # Post CIMBGH's FY17 Second Interim Dividend of RM1,107 mil & actual corresponding DRS (81.1% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
 ~ Post CIMBGH's Proposed FY18 First Interim Dividend of RM1,218 mil & projected corresponding DRS (80.0% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
 * CIMB Bank + CIMB Singapore + CIMB London + CIMB Hong Kong + CIMB Shanghai + CIMB Labuan Offshore + CIMB Labuan Ltd

PBT by Segments

(RM 'mil)	1H18 BAU [^]	Y-o-Y	2Q18 BAU [^]	Q-o-Q
Consumer Banking (49.2%)	1,611	34.7%	763	(10.0%)
Commercial Banking (9.0%)	295	19.9%	173	41.8%
Wholesale Banking (27.9%)	914	(26.2%)	424	(13.5%)
Corporate Banking (21.3%)	697	(10.8%)	364	9.3%
Treasury & Markets ~ (5.4%)	176	(60.5%)	53	(56.9%)
Investment Banking + (1.2%)	41	272.7%	7	(79.4%)
GAMI ** (3.1%)	100	13.6%	40	(33.3%)
Group Funding # (10.8%)	354[^]	26.9%	131	(41.3%)
PBT	3,274	7.4%	1,531	(12.2%)

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

~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments

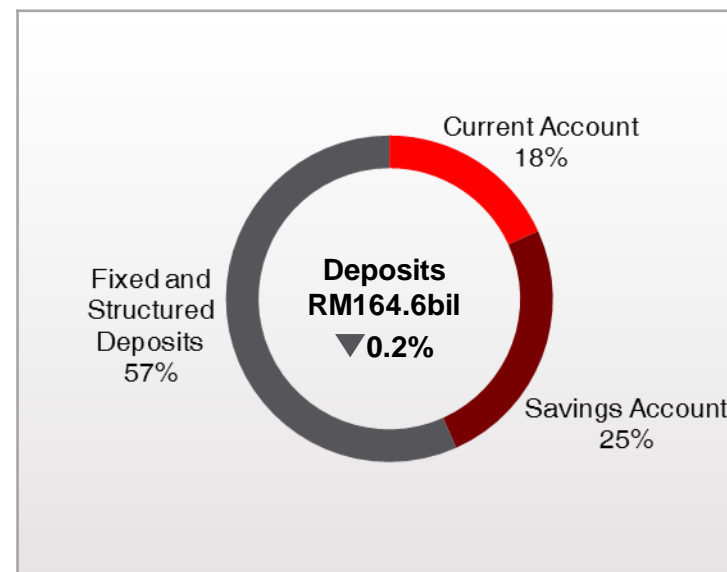
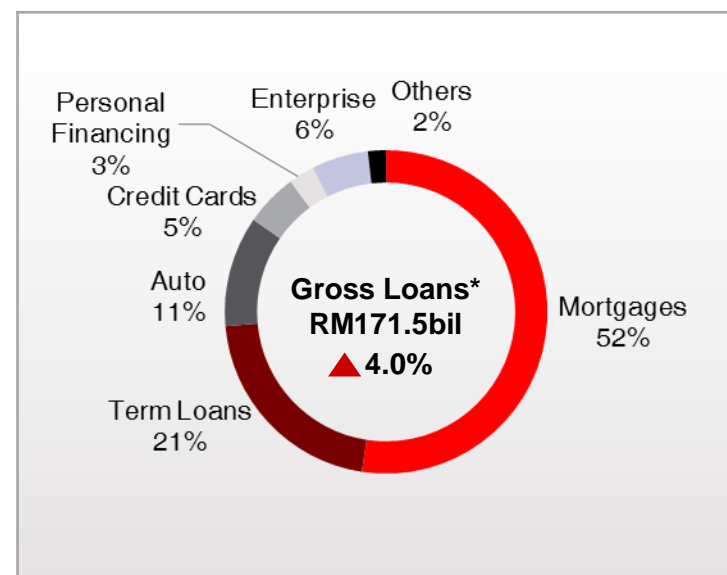
Including capital investments in fixed income securities and investment in Group's proprietary capital

Consumer Banking

(RM 'mil)	1H18	Y-o-Y	2Q18	Q-o-Q
Net interest income	3,007	2.7%	1,513	1.3%
Non interest income	1,067	9.3%	486	(16.4%)
Operating income	4,074	4.4%	1,999	(3.7%)
Overhead expenses	(2,204)	2.3%	(1,110)	1.5%
PPOP	1,870	6.9%	889	(9.4%)
(Provisions) / Writeback	(261)	(53.0%)	(127)	(5.2%)
Share of JV / Associates	2	-	1	-
PBT	1,611	34.7%	763	(10.0%)

- 1H18 revenue growth driven by NOII (wealth management and bancassurance) in Malaysia
- NII remains steady in line with loan growth
- Costs remain well under control
- Improved provisions from comparatively higher provisions in 1H17

Note: * Loan base excludes bad bank



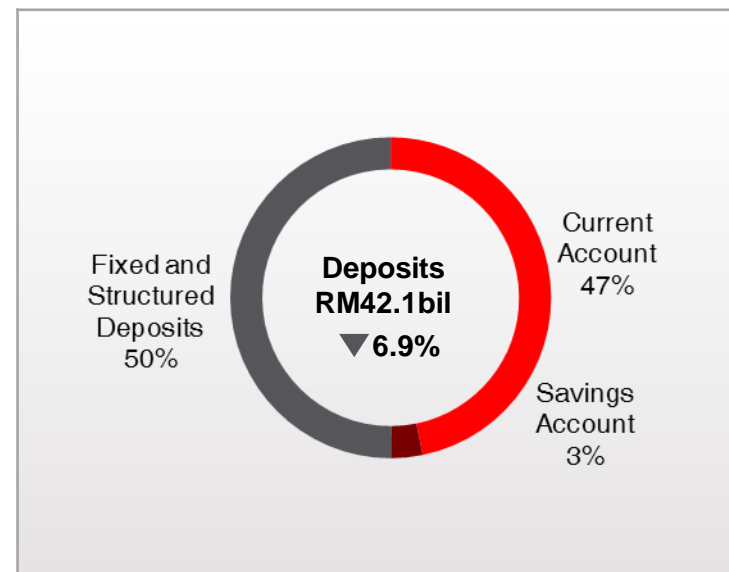
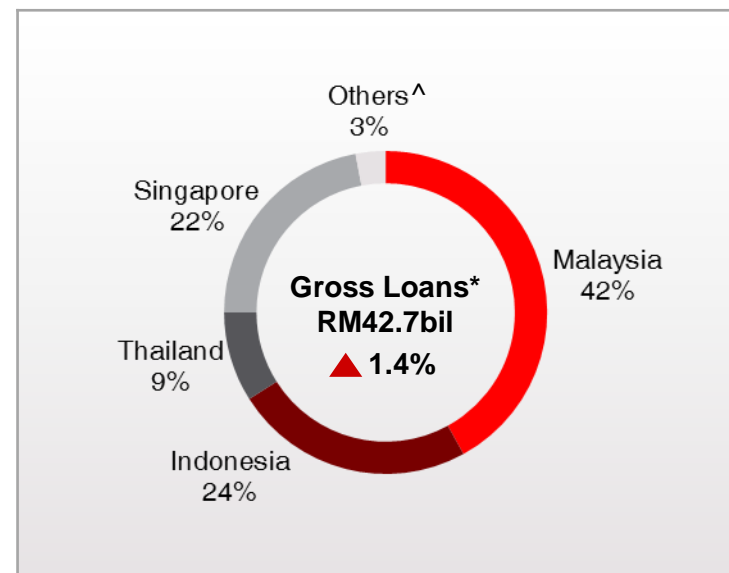
Commercial Banking

(RM 'mil)	1H18	Y-o-Y	2Q18	Q-o-Q
Net interest income	839	(5.9%)	419	(0.2%)
Non interest income	187	(14.2%)	91	(5.2%)
Operating income	1,026	(7.6%)	510	(1.2%)
Overhead expenses	(550)	(6.5%)	(264)	(7.7%)
PPOP	476	(8.8%)	246	7.0%
(Provisions) / Writeback	(181)	(34.4%)	(73)	(32.4%)
Share of JV / Associates	-	-	-	-
PBT	295	19.9%	173	41.8%

- Higher PBT from lower provisions with better asset quality management
- Opex remains under control
- Recalibration in Thailand and Indonesia continues to progress well

Note: * Loan base excludes bad bank

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



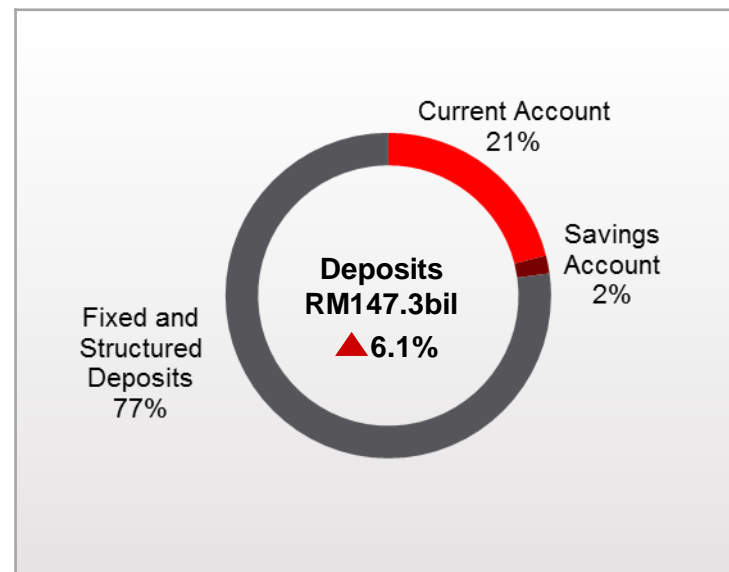
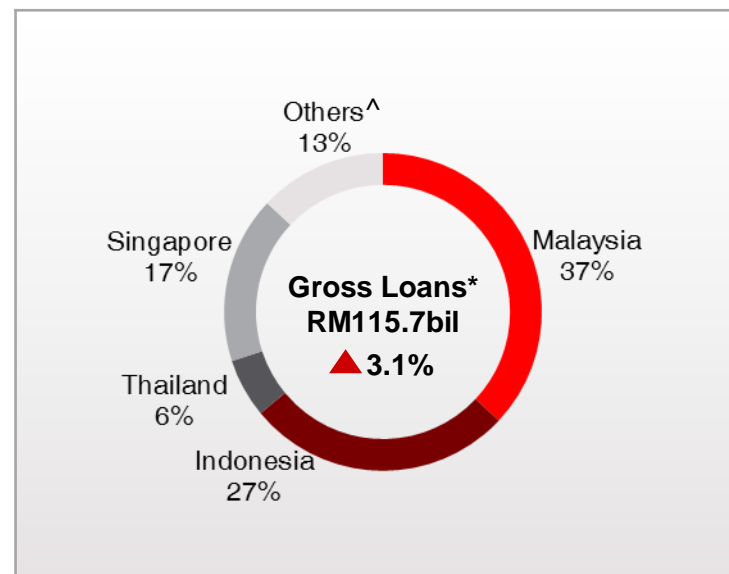
Wholesale Banking

(RM 'mil)	1H18	Y-o-Y	2Q18	Q-o-Q
Net interest income	1,601	(13.8%)	783	(4.3%)
Non interest income	723	(30.2%)	305	(27.0%)
Operating income	2,324	(19.7%)	1,088	(12.0%)
Overhead expenses	(1,114)	(20.8%)	(539)	(6.3%)
PPOP	1,210	(18.6%)	549	(16.9%)
(Provisions) / Writeback	(294)	18.1%	(121)	(30.1%)
Share of JV / Associates	(2)	(>100.0%)	(4)	(300.0%)
PBT	914	(26.2%)	424	(13.5%)
Corporate Banking (76.2%)	697	(10.8%)	364	9.3%
Treasury & Markets~ (19.3%)	176	(60.5%)	53	(56.9%)
Investment Banking + (4.5%)	41	272.7%	7	(79.4%)
PBT	914	(26.2%)	424	(13.5%)

- Lower PBT from weaker markets
- Treasury & Markets affected by post GE-14 and uncertainties from US/China trade war. Corporate banking improved QoQ but lower YoY due to provision writebacks in 1Q17
- Investment banking better from deconsolidation of CSI

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

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



Group Asset Management & Investments

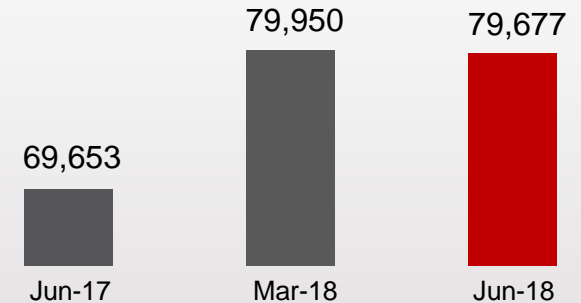
(RM 'mil)	1H18	Y-o-Y	2Q18	Q-o-Q
Public Markets	83	29.7%	42	-
Private Markets	17	(29.2%)	(2)	(111.1%)
Direct Investments & Others	15	36.4%	(4)	(122.2%)
Private Equity Fund Management	(1)	(107.7%)	(1)	(>100.0%)
Passive Fund Investments	3	>100.0%	3	>100.0%
PBT	100	13.6%	40	(33.3%)

- Public market improved performance driven by 14.4% Y-o-Y AUM growth
- Completed shareholding alignment for CPAM and CPIAM. Deconsolidated CPAM from end-May 2018
- Private markets were lower from one-off gains in the PE business in 1H17
- TnG-AliPay JV is progressing well and is on schedule to complete the development process in the coming months

Public Markets AUM (RM 'mil)

+14.4% Y-o-Y

-0.3% Q-o-Q



CIMB Islamic

(RM 'mil)	1H18	Y-o-Y	2Q18	Q-o-Q
Net financing income	897	21.1%	463	6.7%
Non financing income	238	7.2%	128	16.4%
Operating income	1,135	17.9%	591	8.6%
Overhead expenses	(365)	7.7%	(178)	(4.8%)
PPOP	770	23.4%	413	15.7%
(Provisions) / Writeback	(141)	95.8%	(47)	(50.0%)
Share of JV / Associates	2	-	1	-
PBT	631	13.9%	367	39.0%

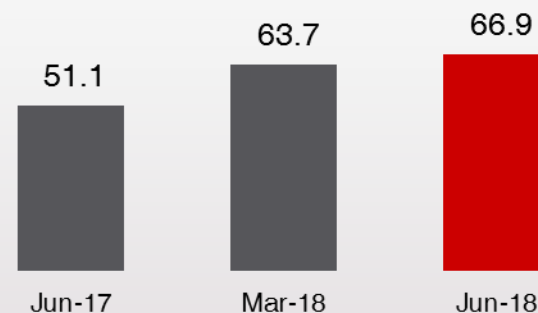
- Higher Islamic PBT YoY from stronger net financing income on the back of double digit balance sheet growth
- Normalised provisions in 2Q18 (50% lower QoQ) following higher provisions in 1Q18 and writebacks last year
- CIMB Islamic remains at #2 in Malaysia by total Islamic assets. Continued market share gains

Islamic Financing ^

RM 'bil

30.9% Y-o-Y

+5.0% Q-o-Q

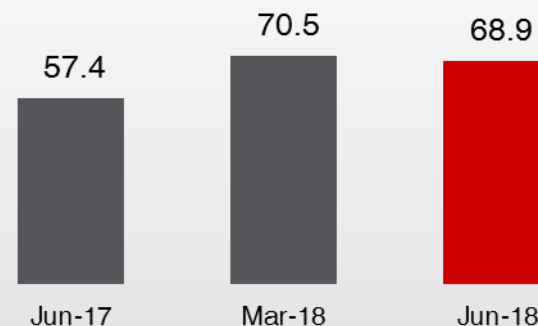


Islamic Deposits ^

RM 'bil





+20.0% Y-o-Y

-2.3% Q-o-Q



Other Updates

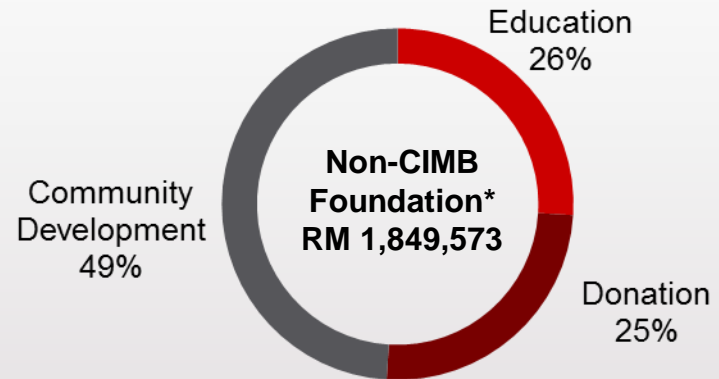
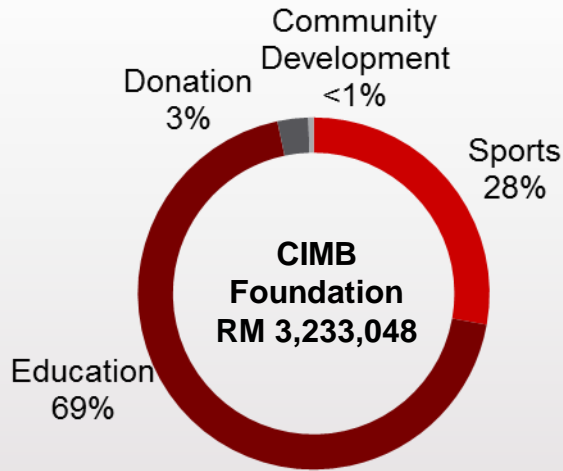
T18 Financial Targets Scorecard

T18 Financial Progress		T18 Targets	Remarks
 Cost-to-Income			On track to meet target
 CET1			On track to meet target
 ROE			Dependent on market conditions
 Income Contribution From Consumer & Commercial			On track to meet target

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

Corporate Responsibility

Grants Disbursed as at Jun 2018



Mobile Ramadan Bazaar



Brightening Lives Programme for Rural Communities



Ramadan Shopping with Orphan, Indonesia









Note: * Including CIMB Islamic, CIMB Bank, Indonesia, Thailand and others

Final Remarks

Final Remarks

- 2018 targets within reach but challenged by macro uncertainties
- Loan growth remain on track to meet target
- Sustained focus on cost, asset quality and capital management
- Beyond 2018 strategic planning in progress

		1H18 BAU [^]	FY18 Target
	ROE	9.7% [#]	10.5%
	Dividend Payout Ratio	51.6%	40% - 60%
	Total Loans Growth *	3.4% (7.0%**)	6.0%
	Loan Loss Charge	0.45% [#]	0.55% - 0.60%
	CET 1 (CIMB Group)	11.9%	12.0%
	Cost to income	51.3%	50.0%

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

* Excluding bad bank

** Excluding FX fluctuations

Annualised

Appendices

Earnings Summary

(RM 'mil)	1H18 BAU [^]	1H17	Y-o-Y	2Q18 BAU [^]	1Q18	Q-o-Q
Net interest income	5,869	6,164	(4.8%)	2,931	2,938	(0.2%)
Non interest income	2,370	2,524	(6.1%)	1,005	1,365	(26.4%)
Operating income	8,239	8,688	(5.2%)	3,936	4,303	(8.5%)
Overhead expenses	(4,228)	(4,559)	(7.3%)	(2,087)	(2,141)	(2.5%)
PPOP	4,011	4,129	(2.9%)	1,849	2,162	(14.5%)
Loan impairment	(746)	(1,057)	(29.4%)	(345)	(401)	(14.0%)
Other provisions	(4)	(32)	(87.5%)	20	(24)	(183.3%)
Share of JV / Associates	13	7	85.7%	7	6	16.7%
PBT	3,274	3,047	7.4%	1,531	1,743	(12.2%)
Net profit	2,359	2,283	3.3%	1,053	1,306	(19.4%)
EPS (sen)	25.4	25.6	(0.8%)	11.2	14.2	(21.1%)
ROE (Annualised)	9.7%	9.9%	(20bps)	8.8%	10.2%	(60bps)

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

Key Ratios

(%)	1H18 BAU [^]	1H17	Y-o-Y	2Q18 BAU [^]	1Q18	Q-o-Q
ROE ~	9.7	9.9	▼	8.8	10.2	▼
NIM ~**	2.52	2.71	▼	2.48	2.57	▼
Non-interest income / total income	28.8	29.1	▼	25.5	31.7	▼
Cost to income	51.3	52.5	▼	53.0	49.8	▲
Allowance coverage (including regulatory reserve)	106.8	91.1	▲	106.8	105.3	▲
Allowance coverage (excluding regulatory reserve)	90.7	77.6	▼	90.7	90.2	▲
Loan loss charge ~	0.45	0.66	▼	0.41	0.49	▼
Gross impaired loans ratio	3.2	3.2	≡	3.2	3.2	≡
Net impaired loans ratio (Net of IA and PA)	0.3	0.7	▼	0.3	0.3	≡
Average shareholders' funds (RM 'mil)	47,038	46,227	▲	47,298	46,691	▲
ROA ~	0.92	0.93	▼	0.82	1.03	▼
Book value per share (RM)	5.09	5.21	▼	5.09	5.09	≡
Loan to Deposit (LDR)	94.0	92.4	▲	94.0	89.7	▲
CASA ratio	35.6	35.6	≡	35.6	35.1	▲

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

PBT by Segment and Country

Consumer Banking	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
Malaysia (RM 'mil)	1,154	989	16.7%	536	618	(13.3%)
Indonesia (IDR 'bil)	706	103	585.4%	357	349	2.3%
Thailand (THB 'mil)	1,459	981	48.7%	663	796	(16.7%)
Singapore (SGD 'mil)	21	13	61.5%	13	8	62.5%
Others * (RM 'mil)	13	8	62.5%	8	5	60.0%
PBT (RM 'mil)	1,611	1,196	34.7%	763	848	(10.0%)
Commercial Banking	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
Malaysia (RM 'mil)	302	247	22.3%	124	178	(30.3%)
Indonesia (IDR 'bil)	(35)	128	(127.3%)	76	(111)	168.5%
Thailand (THB 'mil)	(282)	(451)	37.5%	72	(354)	120.3%
Singapore (SGD 'mil)	8	-	>100.0%	3	5	(40.0%)
Others * (RM 'mil)	14	13	7.7%	9	5	80.0%
PBT (RM 'mil)	295	246	19.9%	173	122	41.8%
Wholesale Banking	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
Malaysia (RM 'mil)	468	555	(15.7%)	231	237	(2.5%)
Indonesia (IDR 'bil)	535	684	(21.8%)	185	350	(47.1%)
Thailand (THB 'mil)	443	356	24.4%	242	201	20.4%
Singapore (SGD 'mil)	34	41	(17.1%)	16	18	(11.1%)
Others * (RM 'mil)	137	285	(51.9%)	64	73	12.3%
PBT (RM 'mil)	914	1,238	(26.2%)	424	490	(13.5%)

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

Consumer Banking Key Highlights

Malaysia	Y-o-Y	Q-o-Q
Consumer Gross Loans *	8.0%	1.7%
Mortgages	10.1%	2.0%
Term loans	5.9%	1.3%
Auto	4.2%	2.1%
Credit cards	3.6%	-
Consumer Deposits	3.7%	(1.6%)
CASA	7.1%	1.7%
Fixed & structured deposits	1.5%	(3.8%)

Thailand	Y-o-Y	Q-o-Q
Consumer Gross Loans*	6.6%	2.6%
Mortgages	5.7%	3.6%
Auto Loans	13.2%	3.1%
Consumer Deposits	(2.7%)	0.9%
CASA	(27.4%)	(2.5%)
Fixed & structured deposits	16.2%	4.5%

Indonesia	Y-o-Y	Q-o-Q
Consumer Gross Loans*	(5.0%)	(0.4%)
Mortgages	8.9%	1.9%
Auto	(37.3%)	(7.5%)
Credit cards	0.1%	0.7%
Consumer Deposits	3.4%	0.3%
CASA	7.9%	2.6%
Fixed & structured deposits	(1.5%)	(2.3%)

Singapore	Y-o-Y	Q-o-Q
Consumer Gross Loans*	(6.7%)	(1.6%)
Mortgages	(9.4%)	(2.3%)
Term loans	(13.2%)	(4.7%)
Credit cards	(13.8%)	(2.5%)
Consumer Deposits	2.1%	(0.9%)
CASA	(5.8%)	(12.2%)
Fixed & structured deposits	10.7%	12.6%

Note: * Loan base excludes bad bank

Group Funding

(RM 'mil)	1H18 BAU [^]	1H17	Y-o-Y	2Q18 BAU [^]	1Q18	Q-o-Q
Net interest income	408	473	(13.7%)	210	198	6.1%
Non interest income	181	71	154.9%	28	153	(81.7%)
Operating income	589	544	8.3%	238	351	(32.2%)
Overhead expenses	(210)	(264)	(20.5%)	(103)	(107)	(3.7%)
PPOP	379	280	35.4%	135	244	(44.7%)
(Provisions) / Writeback	(25)	(1)	>1000%	(4)	(21)	(81.0%)
Share of JV / associates	-	-	-	-	-	-
PBT	354	279	26.9%	131	223	(41.3%)

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

CIMB Niaga : Earnings Summary

(IDR 'bil)	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
Net interest income	5,988	6,329	(5.4%)	2,955	3,033	(2.6%)
Non interest income	1,864	1,406	32.6%	872	992	(12.1%)
Operating income	7,852	7,735	1.5%	3,827	4,025	(4.9%)
Overhead expenses	(3,879)	(3,752)	3.4%	(1,924)	(1,955)	(1.6%)
PPOP	3,973	3,983	(0.3%)	1,903	2,070	(8.1%)
Provisions	(1,552)	(2,128)	(27.1%)	(702)	(850)	(17.4%)
PBT	2,421	1,855	30.5%	1,201	1,220	(1.6%)
Net Profit	1,768	1,380	28.1%	891	877	1.6%
EPS (IDR)	70.54	54.92	28.4%	35.56	34.98	1.6%
PBT (RM 'mil)	693	610	13.6%	340	353	(3.7%)
Net profit (RM 'mil)	506	454	11.4%	252	253	(0.4%)
ROE (Annualised)	9.4%	7.9%	18.7%	9.5%	9.4%	0.6%

Note: As per CIMB Niaga 1H18 analyst presentation

CIMB Niaga : Key Ratios

(Consolidated, %)	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
ROE ^	9.4	7.9	▲	9.4	9.4	=
NIM ^	5.09	5.87	▼	5.03	5.10	▼
Cost to Income	49.4	48.5	▲	50.3	48.6	▲
Loan Loss Coverage #	106.8	109.3	▼	106.8	105.5	▲
Allowance Coverage	81.7	83.6	▼	81.7	79.1	▲
Loan Loss Charge ^	1.7	2.4	▼	1.5	1.8	▼
Gross Impaired Loans Ratio	4.4	5.0	▼	4.4	4.6	▼
Gross NPL (BI Definition) #	3.4	3.9	▼	3.4	3.5	▼
ROA ^	1.9	1.6	▲	1.9	1.9	=
Loan to Deposit (LDR)	95.9	101.7	▼	95.9	92.0	▲
CAR	18.6	18.4	▲	18.6	19.1	▼
CASA ratio	56.1	54.3	▲	56.1	55.0	▲

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

CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
Net interest income	5,235	4,977	5.2%	2,640	2,596	1.7%
Non interest income	1,560	1,406	11.0%	773	787	(1.8%)
Operating income	6,795	6,383	6.5%	3,413	3,382	0.9%
Overhead expenses	(3,874)	(3,419)	13.3%	(1,941)	(1,933)	0.4%
PPOP	2,921	2,964	(1.5%)	1,472	1,449	1.6%
Provisions	(2,399)	(2,376)	1.0%	(1,224)	(1,175)	4.2%
PBT	522	588	(11.2%)	249	274	(9.1%)
Net Profit	360	478	(24.7%)	191	169	13.0%
EPS (THB)	0.01	0.02	(50.0%)	0.01	0.01	-
Net Profit (RM 'mil) ~	44	60	(26.7%)	23	21	9.5%
PBT (RM 'mil) *	222	130	70.8%	137	85	61.2%
Net profit (RM 'mil) *	173	109	58.7%	107	66	62.1%
ROE (Annualised)	2.2%	3.5%	(130bps)	2.3%	2.1%	20bps

Notes: ~ Local GAAP

* After GAAP and FRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	1H18	1H17	Y-o-Y	2Q18	1Q18	Q-o-Q
ROE ^	2.2	3.5	▼	2.3	2.1	▲
NIM ^	3.87	3.81	▲	3.78	3.98	▼
Cost to Income	57.0	53.6	▲	56.9	57.2	▼
Loan Loss Coverage **	90.1	84.0	▲	90.1	92.3	▼
Loan Loss Charge ^	2.3	2.4	▼	2.3	2.3	=
Gross NPL ratio **	5.8	5.4	▲	5.8	5.2	▲
Net NPL ratio **	2.9	2.9	=	2.9	2.7	▲
ROA	0.2	0.3	▼	0.2	0.2	=
Loan to Deposit	121.9	117.9	▲	121.9	120.3	▲
Modified LDR ***	95.9	97.6	▼	95.9	97.4	▼
CAR *	16.6	18.1	▼	16.6	17.3	▼
CASA ratio #	33.1	41.1	▼	33.1	31.1	▲

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)

	1H18		1H17	
	Market Share	Rank	Market Share	Rank
DCM Domestic	23.1%	1	32.4%	1
Sukuk	23.7%	1	30.6%	1
M&A	9.4%	2	6.6%	2
Syndication ^	-	-	4.5%	7
IPO	-	-	19.3%	1
ECM	-	-	27.4%	1
Cash Equities	9.7%~	2	9.3%	3

	1H18		1H17	
	Market Share	Rank	Market Share	Rank
DCM	9.4%	4	10.9%	5
M&A	-	-	3.6%	3
Syndication ^	8.5%	2	1.7%	15
IPO	5.7%	8	3.5%	10
ECM	4.7%	10	1.4%	16
Cash Equities	3.8%~	7	3.9%	6

	1H18		1H17	
	Market Share	Rank	Market Share	Rank
DCM	5.0%	7	8.8%	6
M&A	-	-	36.3%	1
Syndication ^	48.2%	1	-	-
IPO	-	-	16.4%	4
ECM	-	-	16.2%	4
Cash Equities	5.3%~	5	5.4%	3


	1H18		1H17	
	Market Share	Rank	Market Share	Rank
DCM	1.6%	7	1.4%	9
M&A	0.4%	28	-	-
Syndication ^	2.9%	11	0.9%	24
IPO	-	-	-	-
ECM	0.5%	17	0.5%	18
Cash Equities	8.3%~	3	7.1%	4

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

Notes: ^ Mandated lead arranger

~ 1H18 ex -Malaysia data via CGS-CIMB Joint Venture

IB Market Share and Ranking (2)

	1H18		1H17	
	Market Share	Rank	Market Share	Rank
M&A	0.7%	26	0.4%	29
Syndication ^	-	-	-	-
IPO	-	-	0.2%	56
ECM	0.4%	27	0.2%	64
Cash Equities	0.1%~	95	0.2%	72

ASEAN	1H18		1H17	
	Market Share	Rank	Market Share	Rank
DCM	10.0%	1	14.1%	1
M&A	1.7%	18	5.4%	8
Syndication ^	3.0%	11	1.3%	20
IPO	1.0%	25	13.0%	2
ECM	0.5%	29	12.0%	1
Cash Equities	6.2%~	1	6.0%	2

Global	1H18		1H17	
	Market Share	Rank	Market Share	Rank
Sukuk	13.5%	1	7.8%	2

Asia (ex-Japan) *	1H18		1H17	
	Market Share	Rank	Market Share	Rank
DCM	0.8%	35	1.2%	28
M&A	0.4%	39	0.7%	40
Syndication ^	0.7%	35	0.2%	67
IPO	0.2%	72	2.9%	10
ECM	0.3%	49	1.7%	17

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

Notes: ^ Mandated lead arranger

* Excluding A-Share

~ 1H18 ex -Malaysia data via CGS-CIMB Joint Venture