



Analyst Presentation 1H19 Results

CIMB Group Holdings

29 August 2019

FORWARD  **Together**



Key Financial Highlights

Net Profit* (RM)

2,701mil
+14.5% Y-o-Y

ROE*^

9.7%
Flat Y-o-Y

Gross Loan (RM)

355.9bil
+6.9% Y-o-Y

Cost-to-Income*

53.2%
+190bps Y-o-Y

Loan Loss Charge^

0.35%
-10bps Y-o-Y

CET1

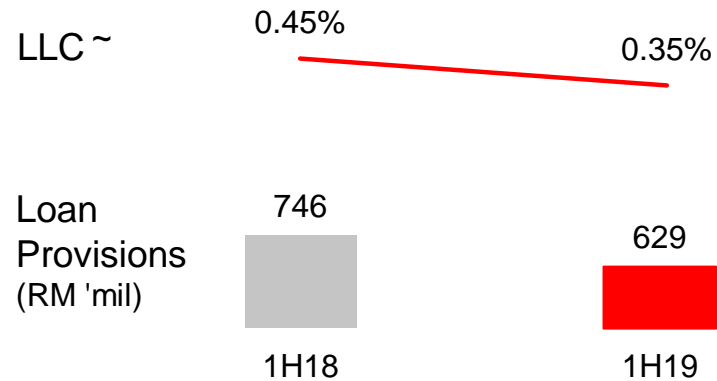
12.9%
+90bps Y-o-Y



Note: * Excludes CPAM & CPIAM gain of RM928mil in 1H18
^Annualised

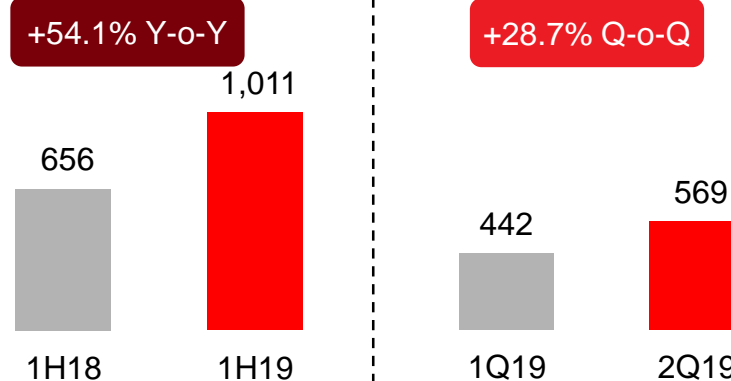
Key Business/Operational Highlights

Loan provisions continues to show positive trajectory



Stronger Trading & FX income from better capital market activity

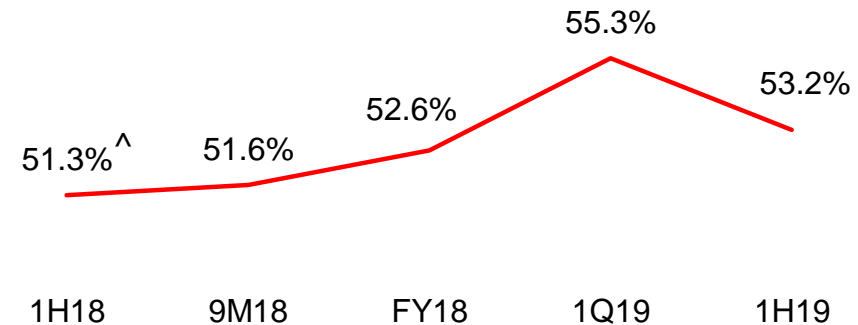
(RM 'mil)



Weaker NIM~ from MY OPR cut of 25bps in 2Q19



CIR on track towards full-year target



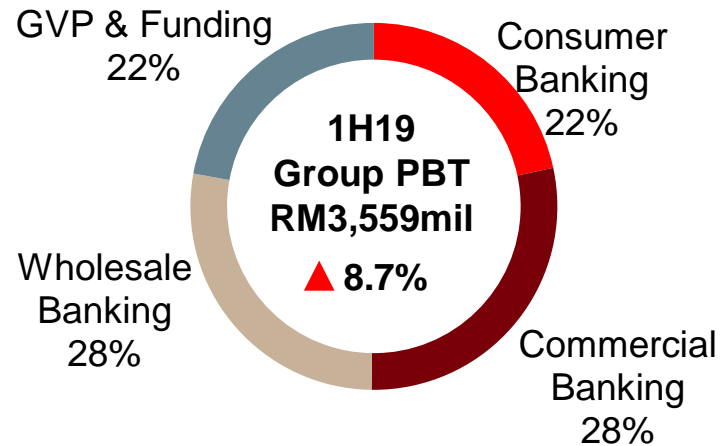
Completed sale of Malaysian equities business to CGS. RM236 mil gain (-8bps impact to CET1)



Note: ~Annualised

^ Excludes CPAM & CPIAM gain of RM928mil in 1H18

PBT By Segment



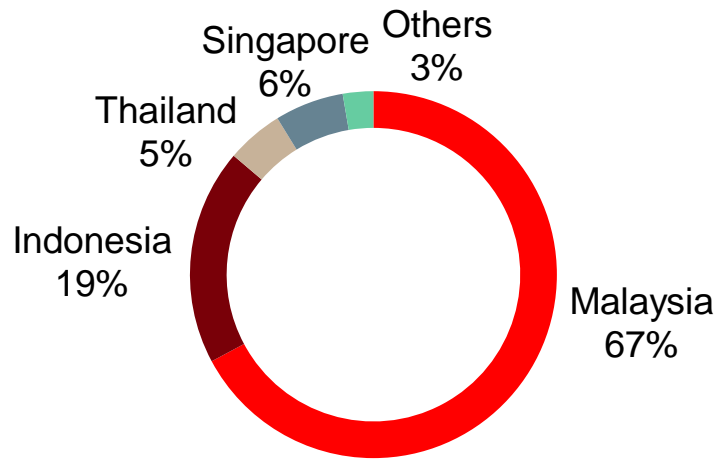
- Weaker Consumer PBT from lower NOII and higher provisions
- Strong Commercial PBT with lower provisions
- Wholesale PBT improved from better capital market revenues and lower provisions
- GVPF higher from an improved performance in the Group's fixed income portfolio

| | Consumer Banking | Commercial Banking | Wholesale Banking | GVP & Funding |
|-------|------------------|--------------------|-------------------|---------------|
| Y-o-Y | ▼ 47.4% | ▲ 106.3% | ▲ 14.0% | ▲ 70.8%^ |
| Q-o-Q | ▼ 68.6% | ▲ 115.0% | ▲ 4.6% | ▲ 163.1% |



Note: ^ Excludes CPAM & CPIAM gain of RM928mil in 1H18

PBT By Country



- Malaysia higher from loans growth (+6.6%) and improved capital market activity
- Indonesia improvement driven by stronger Consumer
- Thailand saw lower trading income and higher overheads
- Singapore growth from better NIMs

| | Malaysia | Indonesia | Thailand | Singapore |
|-------|----------|-----------|----------|-----------|
| Y-o-Y | ▲ 5.3%^ | ▲ 20.2% | ▼ 16.4% | ▲ 2.8% |
| Q-o-Q | ▲ 66.4% | ▼ 23.4% | ▼ 74.8% | ▼ 1.8% |

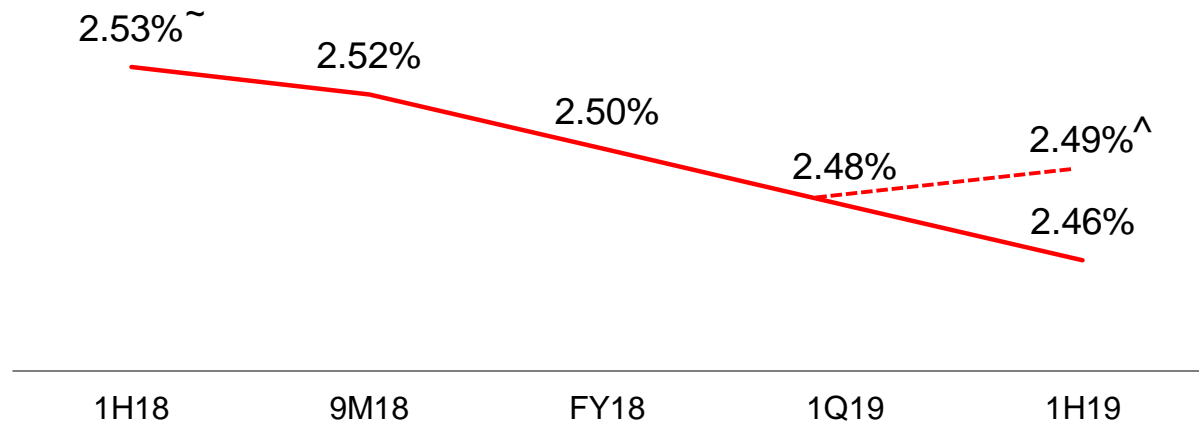


Note: ^ Excludes CPAM & CPIAM gain of RM928mil in 1H18

Operating Income

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|---------------------|--------------|-------------|--------------|-------------|
| Net interest income | 6,064 | 3.3% | 3,000 | (2.1%) |
| Non interest income | 2,571 | 8.5% | 1,469 | 33.3% |
| Total | 8,635 | 4.8% | 4,469 | 7.3% |

Net Interest Margin*



- 1H19 operating income +4.8% YoY underpinned by strong NOII growth from improved capital markets
- NII grew 3.3% YoY from 6.9% loan growth partially offset by lower NIM
- NIM contracted by 4bps YTD largely due to the Malaysia OPR cut (25bps in May), despite improved NIMs in CIMB Niaga
- On a normalised basis, NIM would have been relatively flat YTD



Notes: *Annualised

~ Excludes CPAM & CPIAM gain of RM928mil in 1H18

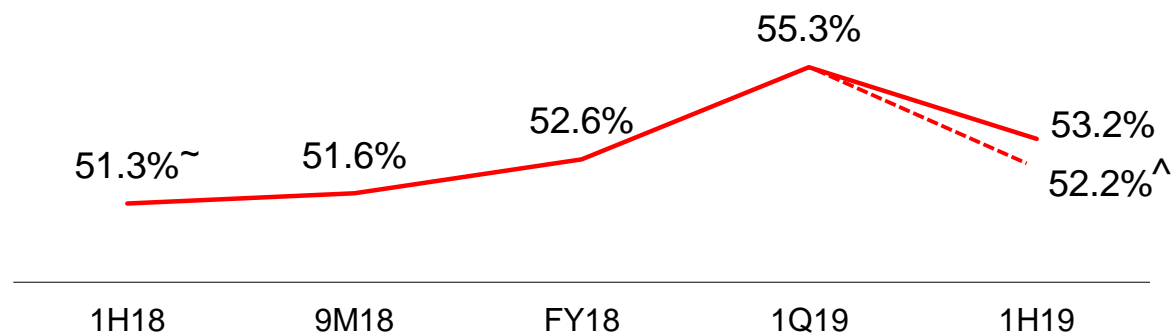
^ Normalised NIM excludes the MFRS9 related adjustment to NII

Operating Expenses

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|-----------------|--------------|-------------|--------------|---------------|
| Personnel | 2,664 | 10.0% | 1,313 | (2.8%) |
| Establishment | 997 | 2.4% | 494 | (1.8%) |
| Marketing | 157 | 17.2% | 89 | 30.9% |
| Admin & General | 778 | 11.5% | 398 | 4.7% |
| Total | 4,596 | 8.7% | 2,294 | (0.3%) |

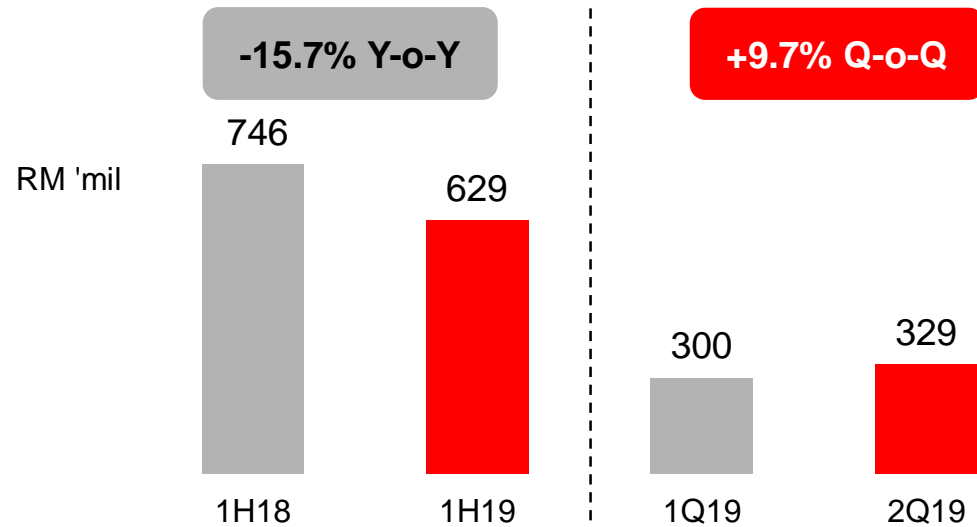
- Higher opex YoY from investments and Foward23-related expenses.
- Excluding these, core opex rose by 3.7% YoY and was 2.7% lower QoQ
- 1H19 CIR improved to 53.2% from higher revenues

Cost-to-income Ratio

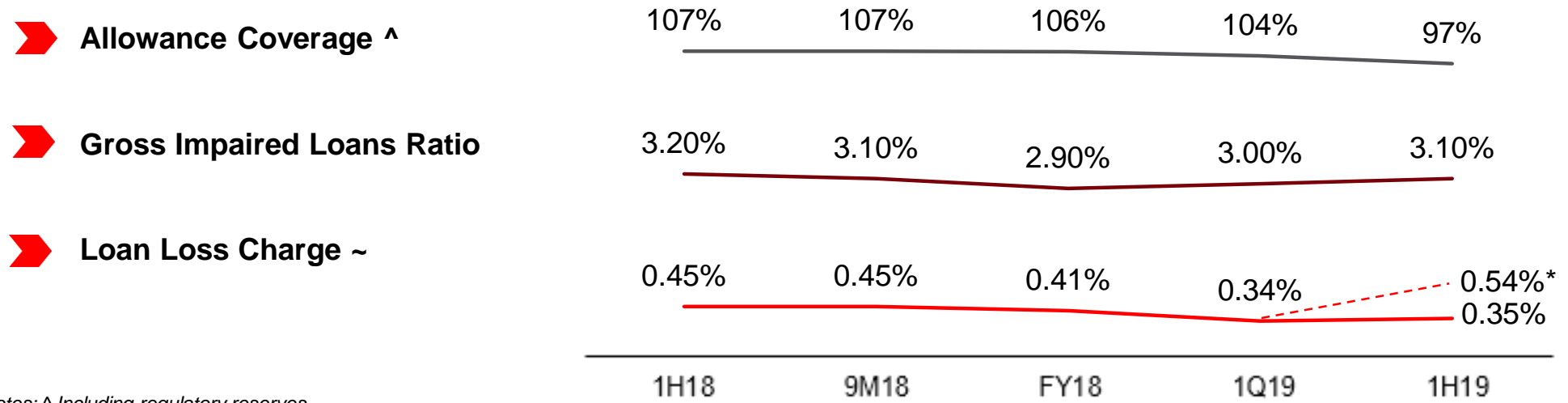


➤ Note: ~ Excludes CPAM & CPIAM gain of RM928mil
 ^ Normalised CI Ratio excludes the MFRS9 related adjustment to Nil

Loan Provisions



- Loan provisions lower by 15.7% YoY from higher write backs
- QoQ +9.7% mainly from Consumer and Wholesale Banking
- LLC came in at 0.35% for 1H19. Excluding the MFRS9 related write backs, LLC would have been 0.54%
- Credit cost remain on track within 40-50bps target for FY19

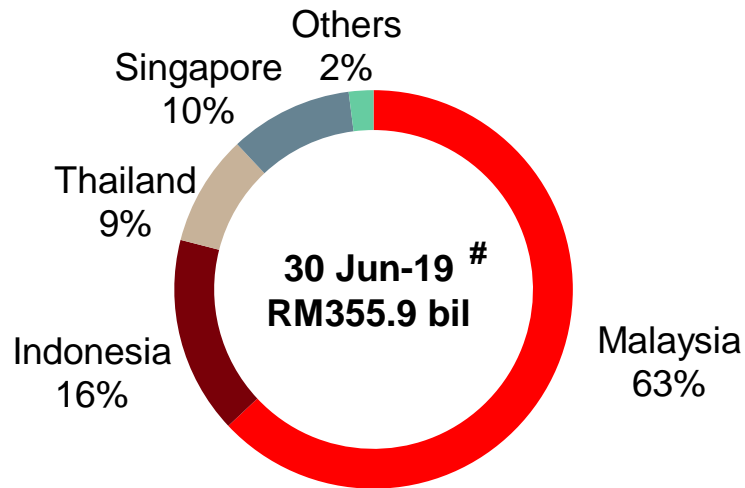
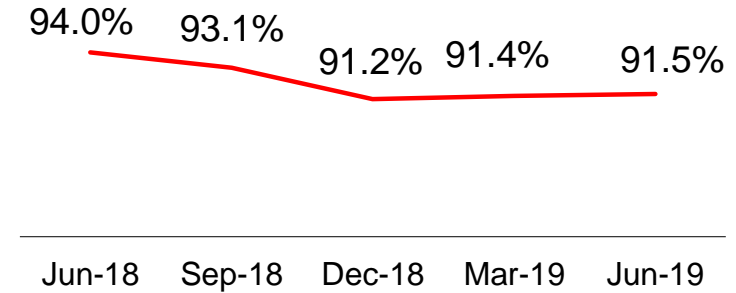


Notes: ^ Including regulatory reserves
 ~ Annualised
 * Normalised LLC excludes the MFRS9 related write backs

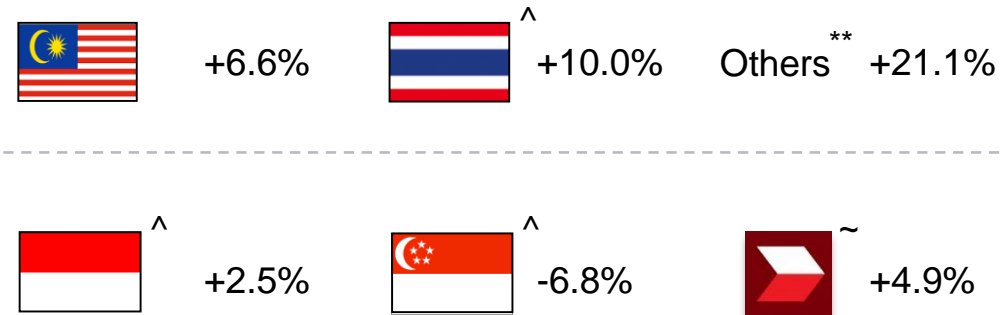
Gross Loans

| (RM 'bil) | Jun-19 | Y-o-Y | Q-o-Q |
|--------------------|--------------|-------------|-------------|
| Consumer Banking | 175.8 | 8.3% | 1.9% |
| Commercial Banking | 66.4 | 4.4% | - |
| Wholesale Banking | 113.7 | 6.3% | 1.7% |
| Total | 355.9 | 6.9% | 1.5% |

Loans-to-Deposit Ratio



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



Notes: ~ Excluding FX fluctuations

[^] In local currency

Based on geographical location of counterparty

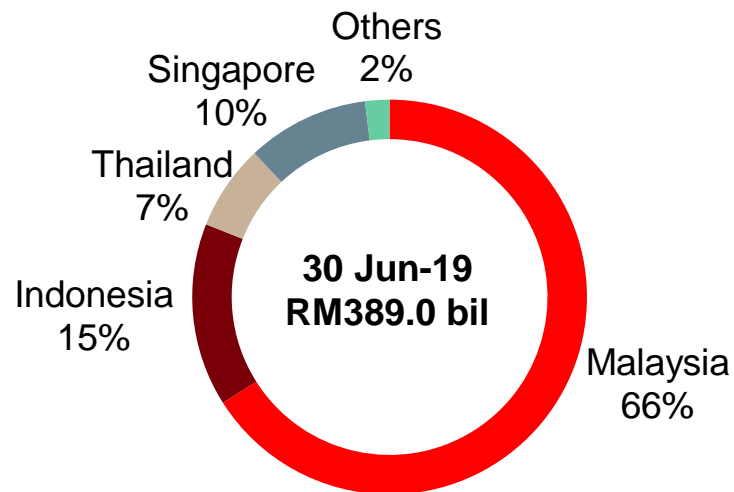
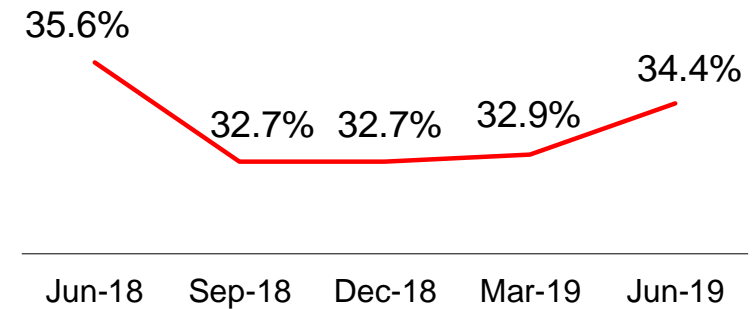
** Including London, Cambodia, Vietnam, Hong Kong & Shanghai



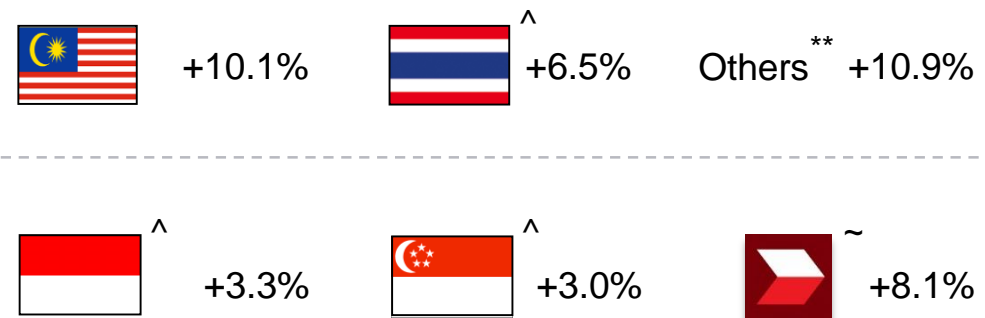
Deposits

| (RM 'bil) | Jun-19 | Y-o-Y | Q-o-Q |
|--------------------|--------------|-------------|-------------|
| Consumer Banking | 171.3 | 16.0% | 0.8% |
| Commercial Banking | 62.5 | (2.5%) | (2.0%) |
| Wholesale Banking | 155.2 | 9.1% | 3.4% |
| Total | 389.0 | 9.9% | 1.4% |

CASA Ratio



Deposit Growth by Country (Y-o-Y)

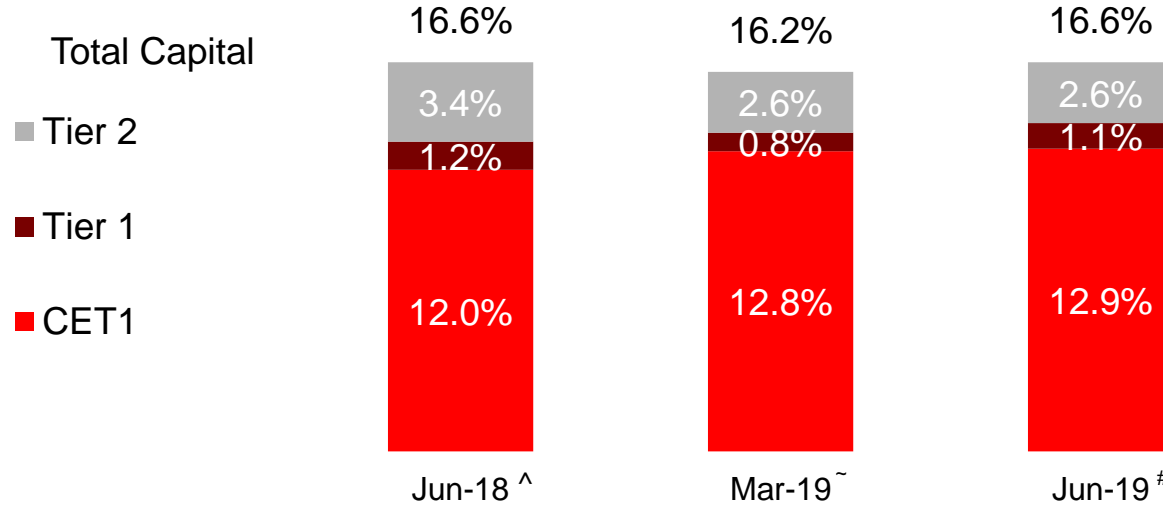


Notes: ~ Excluding FX fluctuations

^ In local currency

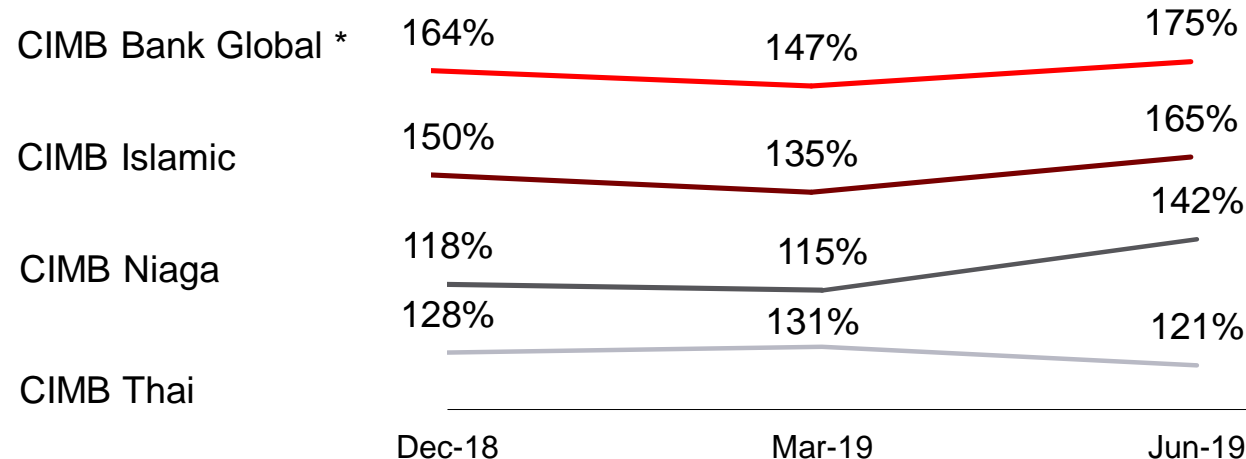
** Including London, Cambodia, Vietnam, Hong Kong & Shanghai

Capital and Liquidity Management



- CET1 increased to 12.9% as at end Jun-19 (+90bps YoY; +10bps QoQ)
- Includes negative impact of 8bps from sale of Malaysian equities business
- CET1 target remains at >12.0% for end-2019
- LCR remains comfortably above 100% for all banking entities
- Proposed first interim dividend of 14sen/share. 50.4% payout based on reported 1H19 net profit

Liquidity Coverage Ratio

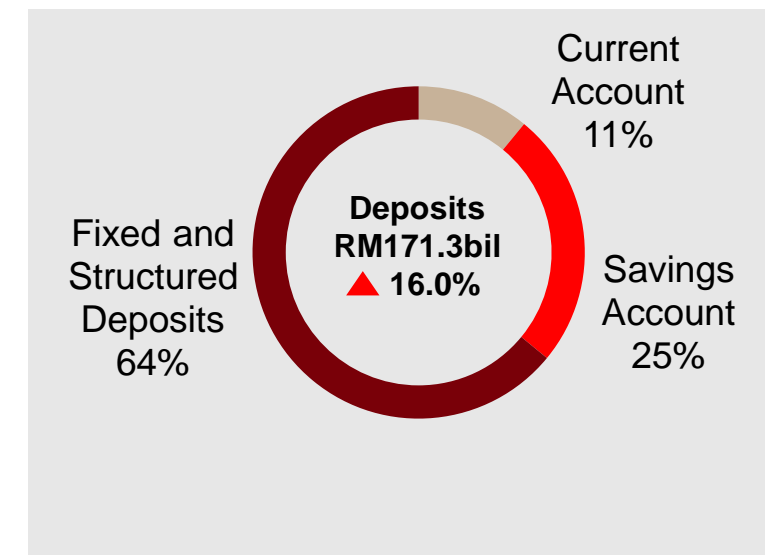
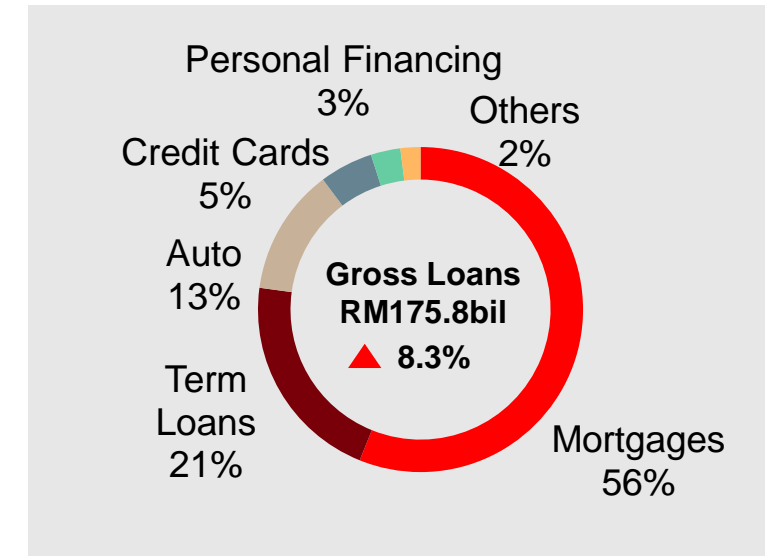


Notes: ^ Post CIMBGH's FY18 First Interim Dividend of RM1,218 mil & actual corresponding DRS (86.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
 ~ Post CIMBGH's FY18 Second Interim Dividend of RM1,148 mil & actual corresponding DRS (70.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
 # Post CIMBGH's Proposed FY19 First Interim Dividend of RM1,362 mil & projected corresponding DRS (80.0% take-up rate); and projected reinvestment of cash dividend surplus into CIMB Bank
 * CIMB Bank + CIMB Singapore + CIMB London + CIMB Hong Kong + CIMB Shanghai + CIMB Labuan Offshore + CIMB Labuan Ltd

Consumer Banking

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|--------------------------|--------------|----------------|--------------|----------------|
| Net interest income | 2,580 | (4.8%) | 1,223 | (9.9%) |
| Non interest income | 857 | (10.5%) | 433 | 2.1% |
| Operating income | 3,437 | (6.3%) | 1,656 | (7.0%) |
| Overhead expenses | (2,177) | 9.6% | (1,087) | (0.3%) |
| PPOP | 1,260 | (25.0%) | 569 | (17.7%) |
| (Provisions) / Writeback | (497) | 118.9% | (388) | 256.0% |
| Share of JV / Associates | 3 | 50.0% | 2 | 100.0% |
| PBT | 766 | (47.4%) | 183 | (68.6%) |

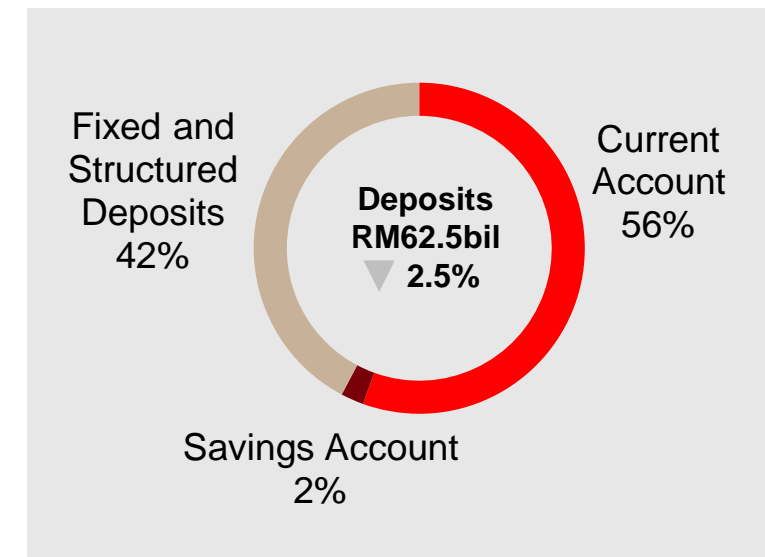
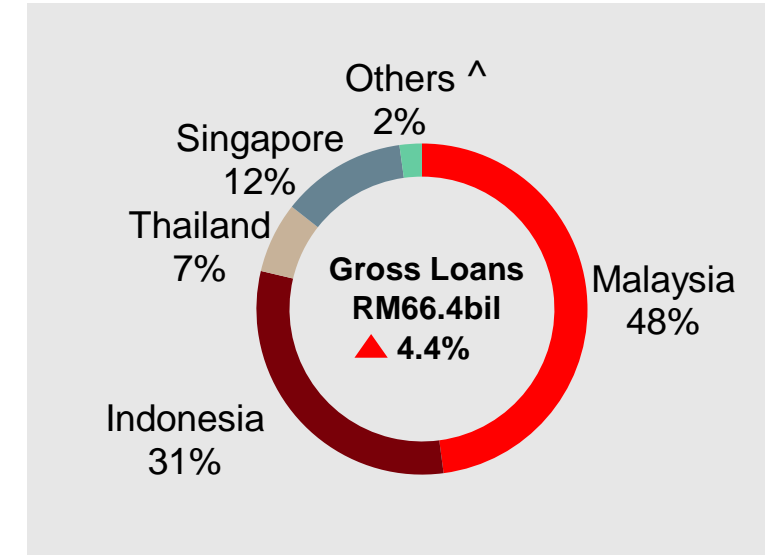
- Consumer Banking's weaker operating income was due to NIM compression in Malaysia post-OPR cut and lower non-interest income from weaker bancassurance and wealth management fee income
- Excluding the MFRS9 related adjustments, 1H19 net interest income was 1.5% higher, provisions increased by 30.8% and PBT would have been -21.9% YoY
- Increased opex mainly from business expansion in Thailand and Indonesia
- Provisions higher due to festive seasonal factors and MFRS9 related adjustments



Commercial Banking

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|--------------------------|--------------|---------------|------------|---------------|
| Net interest income | 1,321 | 2.6% | 663 | 0.8% |
| Non interest income | 306 | (4.1%) | 159 | 8.2% |
| Operating income | 1,627 | 1.2% | 822 | 2.1% |
| Overhead expenses | (895) | 7.6% | (458) | 4.8% |
| PPOP | 732 | (5.5%) | 364 | (1.1%) |
| (Provisions) / Writeback | 279 | (197.9%) | 326 | (793.6%) |
| Share of JV / Associates | - | - | - | - |
| PBT | 1,011 | 106.3% | 690 | 115.0% |

- Commercial Banking PBT grew strongly at 106.3% YoY.
- Flattish topline as NII growth partially offset by weaker NOII from lower bancassurance income
- Asset quality continues to improve as Indonesia and Thailand provisions decline

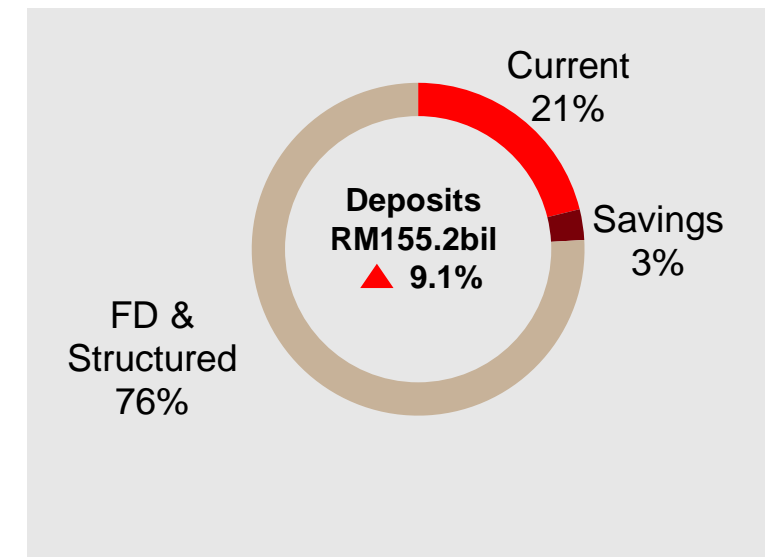
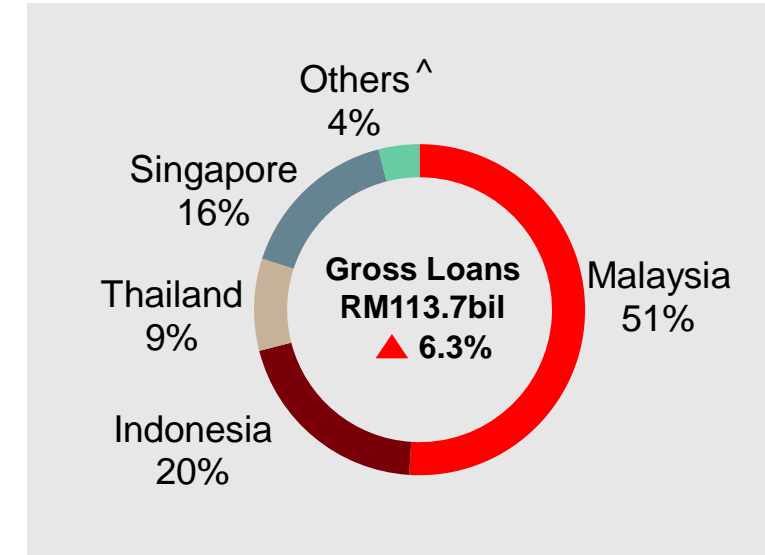


Note: ^ Including London, Cambodia, Vietnam, Hong Kong & Shanghai

Wholesale Banking

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|------------------------------|--------------|--------------|--------------|--------------|
| Net interest income | 1,518 | 4.6% | 786 | 7.4% |
| Non interest income | 937 | 33.7% | 477 | 3.7% |
| Operating income | 2,455 | 14.1% | 1,263 | 6.0% |
| Overhead expenses | (1,187) | 11.1% | (593) | (0.2%) |
| PPOP | 1,268 | 17.0% | 670 | 12.0% |
| (Provisions) / Writeback | (286) | 26.5% | (170) | 46.6% |
| Share of JV / Associates | (6) | 200.0% | (1) | (80.0%) |
| PBT | 976 | 14.0% | 499 | 4.6% |
| Corporate Banking (63.8%) | 623 | (6.3%) | 303 | (5.3%) |
| Treasury & Markets~ (37.2%) | 363 | 125.5% | 203 | 26.9% |
| Investment Banking + (-1.0%) | (10) | (133.3%) | (7) | (133.3%) |
| PBT | 976 | 14.0% | 499 | 4.6% |

- Reported Wholesale Banking PBT +14.0% YoY mainly from higher trading and FX income
- NOII +33.7% YoY with recovery in capital markets driving Treasury & Markets
- 1H19 corporate provisions were higher from Malaysia and Indonesia



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

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

Group Ventures, Partnerships & Funding

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|--------------------------|--------------|--------------|------------|---------------|
| Net interest income | 645 | 53.2% | 328 | 3.5% |
| Non interest income | 471 | 20.2% | 400 | 463.4% |
| Operating income | 1,116 | 37.3% | 728 | 87.6% |
| Overhead expenses | (337) | (1.5%) | (156) | (13.8%) |
| PPOP | 779 | 65.4% | 572 | 176.3% |
| (Provisions) / Writeback | 6 | (150.0%) | - | 100.0% |
| Share of JV / Associates | 21 | 61.5% | 12 | 33.3% |
| PBT | 806 | 70.8% | 584 | 163.1% |

- Touch 'n Go Digital continues to progress well with strong growth in registered users
- Philippines has acquired 500k customers to date, mainly attributable to the G-Cash partnership. Vietnam recalibration progress continues for greater efficiencies
- Principal Asset Management continues to be driven by AUM growth
- YoY increase in Group Funding from an improved performance in the Group's fixed income portfolio

TnGD

Total Registered Users (mil)

+32.4% Q-o-Q

3.4

Mar-19

4.5

Jun-19

Annual Active Users (mil)

+26.9% Q-o-Q

2.6

Mar-19

3.3

Jun-19

Principal Asset Management AUM

(RM 'mil)

+8.7% Y-o-Y

+2.9% Q-o-Q

78,321

Dec-18

82,725

Mar-19

85,112

Jun-19



CIMB Islamic

| (RM 'mil) | 1H19 | Y-o-Y | 2Q19 | Q-o-Q |
|--------------------------|--------------|--------------|------------|--------------|
| Net financing income | 1,054 | 17.5% | 538 | 4.3% |
| Non financing income | 237 | (0.4%) | 131 | 23.6% |
| Operating income | 1,291 | 13.7% | 669 | 7.6% |
| Overhead expenses | (429) | 17.5% | (209) | (5.0%) |
| PPOP | 862 | 11.9% | 460 | 14.4% |
| (Provisions) / Writeback | 15 | (110.6%) | 36 | (271.4%) |
| Share of JV / Associates | - | (100.0%) | - | - |
| PBT | 877 | 39.0% | 496 | 30.2% |

- CIMB Islamic performance YoY and QoQ remains strong with higher operating income and lower provisions
- The Islamic first initiative driving net financing income in both Malaysia and Indonesia
- Financing and deposits grew 14.2% and 17.9% YoY respectively
- CIMB Islamic remains at #2 in Malaysia by total Islamic assets, deposits and financing

Islamic Financing [^] (RM 'bil)

+14.2% Y-o-Y

+3.2% Q-o-Q

66.9

74.0

76.4

Jun-18

Mar-19

Jun-19

Islamic Deposits ^{^~} (RM 'bil)

+18.0% Y-o-Y

+3.4% Q-o-Q

71.8

81.9

84.7

Jun-18

Mar-19

Jun-19



Notes: [^] Numbers based on CIMB Islamic Bank Berhad
~ Including investment accounts



02

Other Updates

Translating Strategy To Action – Overall Status



1H19 Progress



- Oversight model and **detailed governance methodology** defined
- Monthly Transformation Council meetings instituted **to enable oversight intervention** when required



- **Communicated the Forward23 strategy** at multiple levels of the organisation
- **Enhanced facilitation processes** for procurement, IT and resourcing



- Refined Programme-Level targets to ensure **alignment to overall Group-wide targets**
- Moderated Forward23 funding to strategic projects to ensure **game-changing initiatives are prioritised**



Translating Strategy To Action



Customer Centricity

TCJ:

- **Commercial lending journey** design completed, build underway
- **Consumer deposit journey** design underway
- **Tech architecture defined** and **agile setup** to support TCJ activities completed

NPS:

- Baselining completed
- Country **methodology and targets confirmed**



Technology & Data

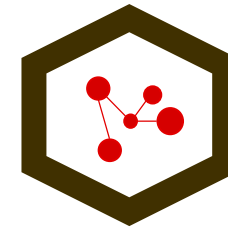
- Technology baselining completed - first tranche of initiatives confirmed for Technology to **focus on tech fundamentals** (e.g. enhancing tech resiliency, modernisation, and improving IT security)
- Data baselining underway



Our People

3 core workstreams defined:

- **Future of Work Centre:** As of June 2019, 594 staff have undergone 3D related training
- **3D Sourcing:** Design and development of 3D Sourcing strategy completed
- **Flexible Rewards Strategy:** Kicked-off on 2 July



Ventures & Partnerships

- **TNGD** business performance tracking well, to **focus on initiating two new ventures**
- **Philippines** progressing well with ~500,000 customers onboarded
- Several key platform partnerships in the pipeline



Sustainability

- **Group Sustainability Policy** rolled out in multiple business units and **Group Sustainable Financing Policy** rolled-out for Corporate Banking in Malaysia
- Developed an aligned **Corporate Responsibility strategy** to Sustainability, CIMB Strategy, and the Sustainable Development Goals – for roll out in 2020

CIMB Group Sustainability Roadmap 2023



THE GROUP

Sustainable Action

How we embed sustainability principles in all our business operations and processes to reduce our negative impact such as carbon footprint and generate positive impacts through our business



OUR CLIENTS

Sustainable Business

How we generate business profits in a responsible manner, creating net positive impact through the products and services we provide, and by assisting and encouraging our customers and clients on their own sustainability journeys



SOCIETY

Corporate Social Responsibility*

How we use a portion of our profits to enhance and contribute towards sustainable long-term positive impacts in the communities around us



Governance and Risk

How we govern and report sustainability risks at CIMB, including setting targets and tolerance levels, and how we organise and mobilise ourselves for best results



Stakeholder Engagement and Advocacy

How we champion, engage, build capability and capacity, raise awareness and drive participation for sustainability, both internally and externally



CIMB's Inaugural Sustainable Finance Summit

THE COOLER EARTH

Sustainability Summit

1-2 OCTOBER 2019

Kuala Lumpur Convention Centre











03

Final Remarks

Final Remarks

- Encouraging 1H19 performance despite difficult operating conditions
- Challenges remain for 2H19 given macro uncertainties and trade tensions
- Key financial targets remain on track but ROE and CIR dependent on revenue trajectory
- Key focus areas – Loan growth, revenue generation, NIM and asset quality management
- Core operating costs to remain in check as transformational investments continue
- Forward23 progress is on track

| | 1H19 | FY19 Target |
|---|-------|---------------|
|  ROE | 9.7% | 9.0 - 9.5% |
|  Dividend Payout Ratio | 50.4% | 40% - 60% |
|  Total Loan Growth | 6.9% | 6.0% |
|  Loan Loss Charge | 0.35% | 0.40% - 0.50% |
|  CET 1 (CIMB Group) | 12.9% | >12.0% |
|  Cost to income | 53.2% | Flat (52.6%) |





04

Appendices

Earnings Summary

| (RM 'mil) | 1H19 | 1H18 BAU^ | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Net interest income | 6,064 | 5,869 | 3.3% | 3,000 | 3,064 | (2.1%) |
| Non interest income | 2,571 | 2,370 | 8.5% | 1,469 | 1,102 | 33.3% |
| Operating income | 8,635 | 8,239 | 4.8% | 4,469 | 4,166 | 7.3% |
| Overhead expenses | (4,596) | (4,228) | 8.7% | (2,294) | (2,302) | (0.3%) |
| PPOP | 4,039 | 4,011 | 0.7% | 2,175 | 1,864 | 16.7% |
| Loan impairment | (629) | (746) | (15.7%) | (329) | (300) | 9.7% |
| Other provisions | 131 | (4) | (>1000.0%) | 97 | 34 | (185.3%) |
| Share of JV / Associates | 18 | 13 | 38.5% | 13 | 5 | 160.0% |
| PBT | 3,559 | 3,274 | 8.7% | 1,956 | 1,603 | 22.0% |
| Net profit | 2,701 | 2,359 | 14.5% | 1,509 | 1,192 | 26.6% |
| EPS (sen) | 28.1 | 25.4 | 10.6% | 15.6 | 12.5 | 24.8% |
| ROE (Annualised) | 9.7% | 9.7% | -- | 9.9% | 9.2% | 70bps |



Notes: ^ Excludes CPAM & CPIAM gain of RM928mil

NOII breakdown

| (RM 'mil) | 1H19 | 1H18 BAU [^] | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|--|--------------|--------------------------|-------------|--------------|--------------|--------------|
| Fee & commission | 1,185 | 1,226 | (3.3%) | 602 | 583 | 3.3% |
| Brokerage | 66 | 72 | (8.3%) | 30 | 36 | (16.7%) |
| Asset management and security services | 13 | 188 | (93.1%) | 6 | 7 | (14.3%) |
| Trading & FX | 1,011 | 656 | 54.1% | 569 | 442 | 28.7% |
| Dividend income | 34 | 20 | 70.0% | 31 | 3 | 933.3% |
| Other income | 262 | 208 | 76.9% | 232 | 30 | 673.3% |
| Total | 2,571 | 2370 | 8.5% | 1,469 | 1,102 | 33.3% |



Notes: [^] Excludes CPAM & CPIAM gain of RM928mil

Key Ratios

| (%) | 1H19 | 1H18 BAU [^] | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|---|--------|--------------------------|-------|--------|--------|-------|
| ROE ~ | 9.7 | 9.7 | = | 9.9 | 9.2 | ▲ |
| NIM ~** | 2.46 | 2.53 | ▼ | 2.37 | 2.48 | ▼ |
| Non-interest income / total income | 29.8 | 28.8 | ▲ | 32.9 | 26.5 | ▲ |
| Cost to income | 53.2 | 51.3 | ▲ | 51.3 | 55.3 | ▼ |
| Allowance coverage (including regulatory reserve) | 96.6 | 106.8 | ▼ | 96.6 | 103.5 | ▼ |
| Allowance coverage (excluding regulatory reserve) | 78.2 | 90.7 | ▼ | 78.2 | 88.2 | ▼ |
| Loan loss charge ~ | 0.35 | 0.45 | ▼ | 0.37 | 0.34 | ▲ |
| Gross impaired loans ratio | 3.1 | 3.2 | ▼ | 3.1 | 3.0 | ▲ |
| Net impaired loans ratio (Net of IA and PA) | 0.7 | 0.3 | ▲ | 0.7 | 0.4 | ▲ |
| Average shareholders' funds (RM 'mil) | 53,104 | 47,038 | ▲ | 53,835 | 52,105 | ▲ |
| ROA ~ | 0.99 | 0.92 | ▲ | 1.10 | 0.88 | ▲ |
| Book value per share (RM) | 5.73 | 5.09 | ▲ | 5.73 | 5.52 | ▲ |
| Loan to Deposit (LDR) | 91.5 | 94.0 | ▼ | 91.5 | 91.4 | ▲ |
| CASA ratio | 34.4 | 35.6 | ▼ | 34.4 | 32.9 | ▲ |



Notes: [^] Excludes CPAM & CPIAM gain of RM928mil
 ~ Annualised
 ** Daily Average

PBT by Segments

| (RM 'mil) | 1H19 | 1H18 BAU [^] | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|-----------------------------------|--------------|--------------------------|----------------|--------------|--------------|----------------|
| Consumer Banking (21.5%) | 766 | 1,456 | (47.4%) | 183 | 583 | (68.6%) |
| Commercial Banking (28.4%) | 1,011 | 490 | 106.3% | 690 | 321 | 115.0% |
| Wholesale Banking (27.5%) | 976 | 856 | 14.0% | 499 | 477 | 4.6% |
| Corporate Banking (17.5%) | 623 | 665 | (6.3%) | 303 | 320 | (5.3%) |
| Treasury & Markets ~ (10.2%) | 363 | 161 | 125.5% | 203 | 160 | 26.9% |
| Investment Banking + (-0.2%) | (10) | 30 | (133.3%) | (7) | (3) | (133.3%) |
| GVP & Funding# (22.6%) | 806 | 472 | 70.8% | 584 | 222 | 163.1% |
| PBT | 3,559 | 3,274 | 8.7% | 1,956 | 1,603 | 22.0% |

Notes: [^] 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, strategic investments, capital investments in fixed income securities and investment in Group's proprietary capital



PBT by Segment and Country

| Consumer Banking | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|----------------------|--------------|--------------|----------------|------------|------------|----------------|
| Malaysia (RM 'mil) | 370 | 979 | (62.2%) | (37) | 407 | (109.1%) |
| Indonesia (IDR 'bil) | 706 | 779 | (9.4%) | 492 | 214 | 129.9% |
| Thailand (THB 'mil) | 1,067 | 1,459 | (26.9%) | 387 | 680 | (43.1%) |
| Singapore (SGD 'mil) | 10 | 21 | (52.4%) | 6 | 4 | 50.0% |
| Others * (RM 'mil) | 22 | 12 | 83.3% | 7 | 15 | (53.3%) |
| PBT (RM 'mil) | 766 | 1,456 | (47.4%) | 183 | 583 | (68.6%) |
| Commercial Banking | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
| Malaysia (RM 'mil) | 783 | 482 | 62.4% | 624 | 159 | 292.5% |
| Indonesia (IDR 'bil) | 489 | 7 | >1000.0% | 157 | 332 | (52.7%) |
| Thailand (THB 'mil) | 54 | (274) | 119.7% | (70) | 124 | (156.5%) |
| Singapore (SGD 'mil) | 20 | 10 | 100.0% | 7 | 13 | (46.2%) |
| Others * (RM 'mil) | 18 | 10 | 80.0% | 8 | 10 | (20.0%) |
| PBT (RM 'mil) | 1,011 | 490 | 106.3% | 690 | 321 | 115.0% |
| Wholesale Banking | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
| Malaysia (RM 'mil) | 763 | 563 | 35.5% | 479 | 284 | 68.7% |
| Indonesia (IDR 'bil) | 21 | 399 | (94.7%) | (225) | 246 | (191.5%) |
| Thailand (THB 'mil) | 292 | 451 | (35.3%) | (2) | 294 | (100.7%) |
| Singapore (SGD 'mil) | 43 | 34 | 26.5% | 22 | 21 | 4.8% |
| Others * (RM 'mil) | 38 | 22 | 72.7% | 16 | 22 | (27.3%) |
| PBT (RM 'mil) | 976 | 856 | 14.0% | 499 | 477 | 4.6% |



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

Consumer Banking Key Highlights

| Malaysia | Y-o-Y | Q-o-Q |
|-----------------------------|--------------|---------------|
| Consumer Gross Loans | 6.1% | 1.0% |
| Mortgages | 8.4% | 1.7% |
| Term loans | 4.9% | 0.9% |
| Auto | 4.1% | 1.3% |
| Credit cards | - | - |
| Consumer Deposits | 14.3% | (1.5%) |
| CASA | 6.0% | 3.6% |
| Fixed & structured deposits | 18.7% | (3.7%) |

| Thailand | Y-o-Y | Q-o-Q |
|-----------------------------|--------------|---------------|
| Consumer Gross Loans | 15.5% | 1.8% |
| Mortgages | 17.4% | 0.7% |
| Auto Loans | 25.3% | 6.5% |
| Consumer Deposits | 14.1% | (0.3%) |
| CASA | (11.1%) | (4.0%) |
| Fixed & structured deposits | 26.4% | 1.0% |

| Indonesia | Y-o-Y | Q-o-Q |
|-----------------------------|-------------|-------------|
| Consumer Gross Loans | 6.7% | 2.4% |
| Mortgages | 13.5% | 2.3% |
| Auto | (16.0%) | 1.0% |
| Credit cards | 10.1% | 4.3% |
| Consumer Deposits | 3.1% | 2.9% |
| CASA | 0.7% | 2.3% |
| Fixed & structured deposits | 5.9% | 3.6% |

| Singapore | Y-o-Y | Q-o-Q |
|-----------------------------|---------------|---------------|
| Consumer Gross Loans | (0.3%) | (0.4%) |
| Mortgages | (2.5%) | (0.4%) |
| Term loans | (13.4%) | (4.7%) |
| Credit cards | (6.1%) | (2.4%) |
| Consumer Deposits | 21.9% | 0.9% |
| CASA | (15.1%) | 0.3% |
| Fixed & structured deposits | 56.4% | 1.1% |



CIMB Niaga : Earnings Summary



| (IDR 'bil) | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Net interest income | 6,316 | 5,988 | 5.5% | 3,279 | 3,038 | 7.9% |
| Non interest income | 1,982 | 1,864 | 6.3% | 950 | 1,032 | (7..9%) |
| Operating income | 8,298 | 7,852 | 5.7% | 4,229 | 4,070 | 3.9% |
| Overhead expenses | (4,099) | (3,879) | 5.7% | (2,026) | (2,073) | (2.3%) |
| PPOP | 4,199 | 3,973 | 5.7% | 2,203 | 1,997 | 10.3% |
| Provisions | (1,521) | (1,552) | (2.0%) | (809) | (712) | 13.6% |
| PBT | 2,678 | 2,421 | 10.6% | 1,394 | 1,285 | 8.5% |
| Net Profit | 1,977 | 1,768 | 11.8% | 1,032 | 944 | 9.3% |
| EPS (IDR) | 79.27 | 70.92 | 11.8% | 41.40 | 37.87 | 9.3% |
| PBT (RM 'mil) | 777 | 693 | 12.1% | 405 | 372 | 8.9% |
| Net profit (RM 'mil) | 574 | 506 | 13.4% | 300 | 273 | 9.9% |
| ROE (Annualised) | 9.8% | 9.4% | 40bps | 10.1% | 9.5% | 60bps |



Note: As per CIMB Niaga 1H19 analyst presentation

CIMB Niaga : Key Ratios

| (Consolidated, %) | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|-----------------------------|-------|-------|-------|-------|-------|-------|
| ROE ^ | 9.8 | 9.4 | ▲ | 10.1 | 9.5 | ▲ |
| NIM ^ | 5.42 | 5.09 | ▲ | 5.54 | 5.28 | ▲ |
| Cost to Income | 49.4 | 49.4 | = | 47.9 | 50.9 | ▼ |
| Loan Loss Coverage # | 101.2 | 106.8 | ▼ | 101.2 | 113.8 | ▼ |
| Allowance Coverage | 90.0 | 81.6 | ▲ | 90.0 | 86.9 | ▲ |
| Loan Loss Charge ^ | 1.7 | 1.6 | ▲ | 1.8 | 1.6 | ▲ |
| Gross Impaired Loans Ratio | 3.2 | 4.4 | ▼ | 3.2 | 3.9 | ▼ |
| Gross NPL (BI Definition) # | 2.9 | 3.4 | ▼ | 2.9 | 3.0 | ▼ |
| ROA ^ | 2.0 | 1.9 | ▲ | 2.1 | 2.0 | ▲ |
| Loan to Deposit (LDR) | 95.3 | 95.9 | ▼ | 95.3 | 97.0 | ▼ |
| CAR | 20.5 | 18.6 | ▲ | 20.5 | 20.4 | ▲ |
| CASA ratio | 53.6 | 56.1 | ▼ | 53.6 | 53.7 | ▼ |

CIMB Thai : Earnings Summary

| Before GAAP Adjustments (THB 'mil) | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|---------------------------------------|--------------|--------------|----------------|--------------|--------------|----------------|
| Net interest income | 5,434 | 5,235 | 3.8% | 2,727 | 2,707 | 0.7% |
| Non interest income | 1,442 | 1,560 | (7.6%) | 653 | 789 | (17.2%) |
| Operating income | 6,876 | 6,795 | 1.2% | 3,380 | 3,496 | (3.3%) |
| Overhead expenses | (4,527) | (3,874) | 16.9% | (2,436) | (2,091) | 16.5% |
| PPOP | 2,349 | 2,921 | (19.6%) | 944 | 1,405 | (32.8%) |
| Provisions | (1,656) | (2,399) | (31.0%) | (685) | (971) | (29.5%) |
| PBT | 693 | 522 | 32.8% | 259 | 434 | (40.3%) |
| Net Profit | 430 | 360 | 19.4% | 105 | 325 | (67.7%) |
| EPS (THB) | 0.01 | 0.01 | - | 0.003 | 0.01 | (70.0%) |
| Net Profit (RM 'mil) ~ | 58 | 44 | 31.8% | 16 | 42 | (61.9%) |
| PBT (RM 'mil) * | 193 | 222 | (13.1%) | 37 | 156 | (76.3%) |
| Net profit (RM 'mil) * | 139 | 173 | (19.7%) | 16 | 123 | (87.0%) |
| ROE (Annualised) | 2.3% | 2.2% | 10bps | 1.1% | 3.5% | (240bps) |

CIMB Thai : Key Ratios

| (Consolidated, %) | 1H19 | 1H18 | Y-o-Y | 2Q19 | 1Q19 | Q-o-Q |
|-----------------------|-------|-------|-------|-------|-------|-------|
| ROE ^ | 2.3 | 2.2 | ▲ | 1.1 | 3.5 | ▼ |
| NIM ^ | 3.30 | 3.87 | ▼ | 3.30 | 3.31 | ▼ |
| Cost to Income | 65.8 | 57.0 | ▲ | 72.1 | 59.8 | ▲ |
| Loan Loss Coverage ** | 106.5 | 90.1 | ▲ | 106.5 | 109.5 | ▼ |
| Loan Loss Charge ^ | 1.4 | 2.3 | ▼ | 1.2 | 1.7 | ▼ |
| Gross NPL ratio ** | 4.5 | 5.8 | ▼ | 4.5 | 4.3 | ▲ |
| Net NPL ratio ** | 2.1 | 2.9 | ▼ | 2.1 | 2.3 | ▼ |
| ROA | 0.2 | 0.2 | = | 0.1 | 0.3 | ▼ |
| Loan to Deposit | 125.9 | 121.9 | ▲ | 125.9 | 122.7 | ▲ |
| Modified LDR *** | 100.8 | 95.9 | ▲ | 100.8 | 98.3 | ▲ |
| CAR * | 18.1 | 16.6 | ▲ | 18.1 | 18.2 | ▼ |
| CASA ratio # | 32.1 | 33.1 | ▼ | 32.1 | 27.0 | ▲ |

Notes: * Bank Only

** Excluding STAMC


*** $(\text{Loan} + \text{MM}) / (\text{Deposit} + \text{MM} + \text{BE} + \text{S/T debenture} + \text{structured debenture})$


^ Annualised


Fixed deposit receipt call reclassified as savings from fixed deposits




IB Market Share and Ranking (1)

|  | 1H19 | | 1H18 | |
|---|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| DCM Domestic | 16.6% | 3 | 23.1% | 1 |
| Sukuk | 13.8% | 3 | 23.7% | 1 |
| M&A | 23.3% | 1 | 9.4% | 2 |
| Syndication ^ | 13.0% | 1 | 2.2% | 10 |
| IPO | - | - | - | - |
| ECM | 29.7% | 1 | - | - |
| Cash Equities ~ | 13.1% | 1 | 9.7% | 2 |

|  | 1H19 | | 1H18 | |
|---|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| DCM | 11.7% | 3 | 9.4% | 4 |
| M&A | - | - | - | - |
| Syndication ^ | 11.6% | 3 | 7.7% | 3 |
| IPO | - | - | 5.7% | 8 |
| ECM | - | - | 4.7% | 10 |
| Cash Equities ~ | 4.0% | 4 | 3.8% | 7 |

|  | 1H19 | | 1H18 | |
|---|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| DCM | 8.7% | 6 | 5.0% | 7 |
| M&A | - | - | - | - |
| Syndication ^ | - | - | 27.2% | 1 |
| IPO | - | - | - | - |
| ECM | - | - | - | - |
| Cash Equities ~ | 5.6% | 5 | 5.3% | 5 |

|  | 1H19 | | 1H18 | |
|---|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| DCM | - | - | 1.6% | 7 |
| M&A | - | - | 0.4% | 28 |
| Syndication ^ | 0.7% | 32 | 2.6% | 11 |
| IPO | 1.3% | 11 | - | - |
| ECM | 0.9% | 14 | 0.5% | 17 |
| Cash Equities ~ | 14.4% | 1 | 8.3% | 3 |


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

Note: ^ Mandated lead arranger

~ Ex -Malaysia data via CGS-CIMB Joint Venture



IB Market Share and Ranking (2)

|  | 1H19 | | 1H18 | |
|---|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| M&A | - | - | 0.7% | 26 |
| Syndication ^ | - | - | - | - |
| IPO | 0.1% | 62 | - | - |
| ECM | 0.1% | 83 | 0.4% | 27 |
| Cash Equities ~ | 0.2% | 84 | 0.1% | 95 |

| ASEAN | 1H19 | | 1H18 | |
|-----------------|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| DCM | 9.9% | 2 | 10.0% | 1 |
| M&A | 3.1% | 17 | 1.7% | 18 |
| Syndication ^ | 4.9% | 6 | 3.4% | 10 |
| IPO | 0.7% | 25 | 1.0% | 25 |
| ECM | 8.4% | 4 | 0.5% | 29 |
| Cash Equities ~ | 8.2% | 1 | 6.2% | 1 |

| Global | 1H19 | | 1H18 | |
|--------|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| Sukuk | 6.1% | 5 | 13.5% | 1 |

| Asia (ex-Japan) * | 1H19 | | 1H18 | |
|----------------------|--------------|------|--------------|------|
| | Market Share | Rank | Market Share | Rank |
| DCM | 0.7% | 41 | 0.8% | 35 |
| M&A | 0.8% | 27 | 0.4% | 39 |
| Syndication ^ | 1.2% | 20 | 0.7% | 33 |
| IPO | 0.2% | 75 | 0.2% | 72 |
| ECM | 1.4% | 20 | 0.3% | 49 |

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

Note: ^ Mandated lead arranger

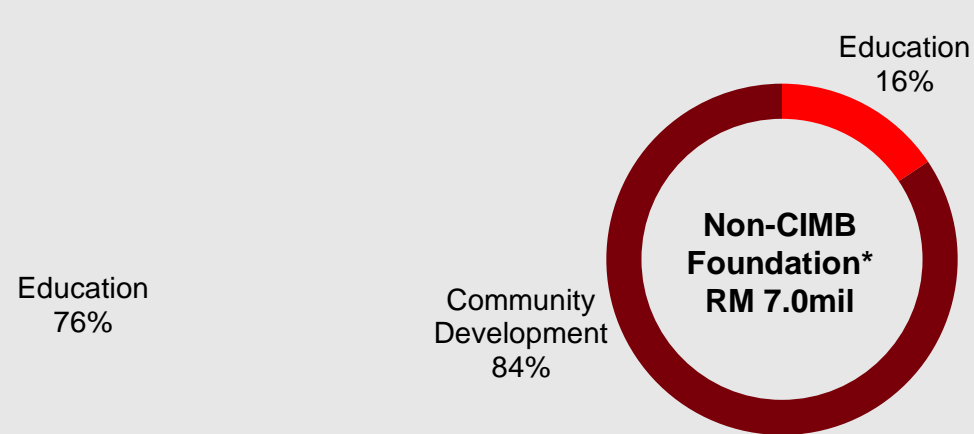
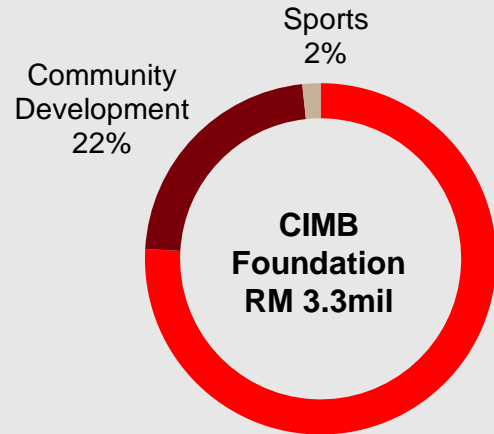
~ Ex -Malaysia data via CGS-CIMB Joint Venture

** Excluding A-Share



Corporate Responsibility

CSR Spend as at June 2019



Mobile Ramadan Bazaar Programme

An initiative to promote products produced through small, home-based and low income producers



Ayo Menabung Dan Berbagi

2,213 students from 14 schools in Pontianak, Banyuwangi, Yogyakarta and Pekanbaru benefitted



"Let Children Color Their Dream"

Held at Wat Samran School in Lop Buri province and Baan Din Lan School in Songkhla province, Thailand



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