# **Analyst Presentation 1Q13 Results**

ASEAN FOR YOU

21 May 2013



## **Agenda**

- 1. Key Highlights
- 2. CIMB Group 1Q13 Financials
- 3. Malaysia & Singapore Consumer Banking
- 4. CIMB Niaga
- 5. CIMB Thai
- 6. Wholesale Banking
- 7. Investments
- 8. Other Highlights
- 9. 2013 Priorities & Other Highlights
- 10. Final Remarks

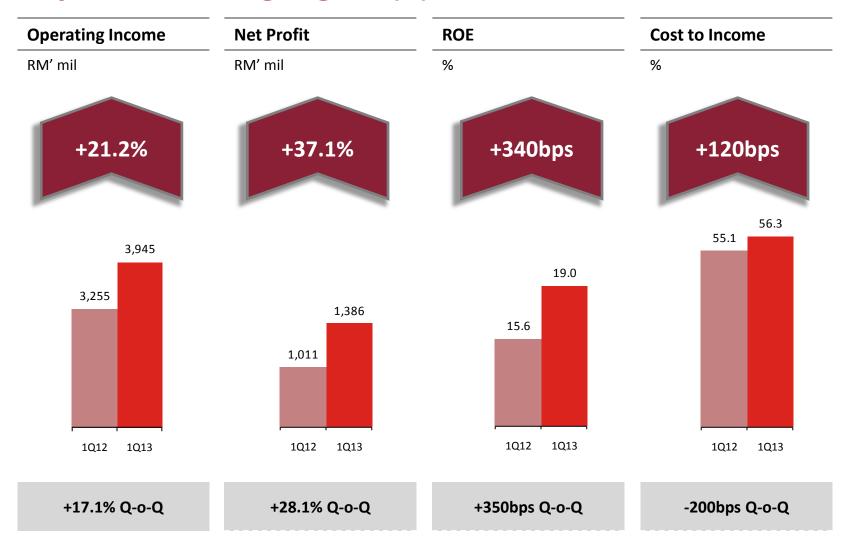
# CIMB Group: 1Q13 Results Key Highlights



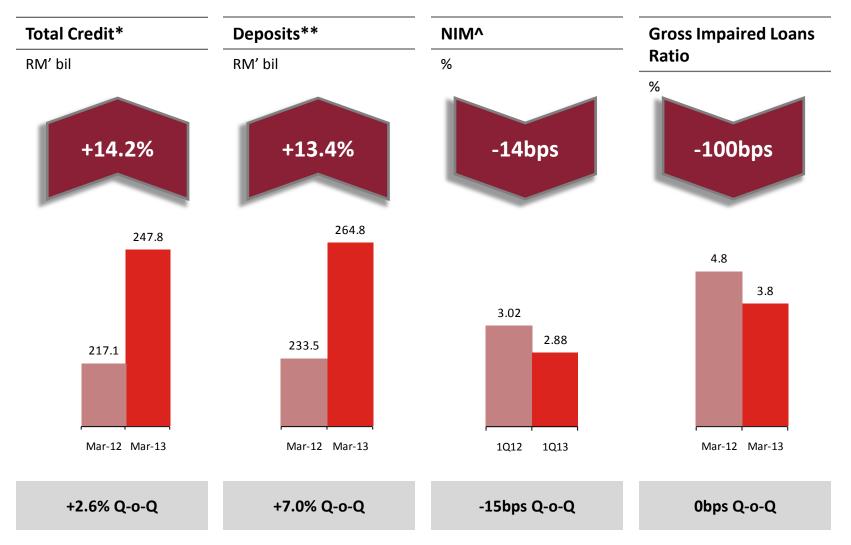
#### **1Q13 Highlights**

- ➤ Uplift of 1Q13 performance from gain from sale of CIMB Aviva (RM515 mil), netted off against restructuring charges (RM200 mil)
- Excluding one-off items Y-o-Y net profit up +4.2%
- IB and corporate banking had good starts, slower Treasury & Markets
- Moderate growth for CIMB Niaga Lower LD ratio and Rupiah depreciation
- Strong 1Q growth in Thailand due to CIMB Securities
- Good assets growth apart from Indonesia corporate banking
- ➤ Take up rate of 84.4% from Dividend Reinvestment Scheme (DRS); taking CET1 to 8.2% as at end-Mar 2013
- Commenced IB operation in Korea and India, Taiwan- end-May. Banking license approved in Hong Kong

## **Key Financial Highlights (1)**



## **Key Financial Highlights (2)**





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

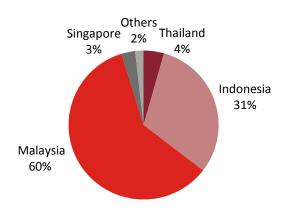
Excluding FX fluctuations, total credit grew +14.7% Y-o-Y and +2.1% Q-o-Q

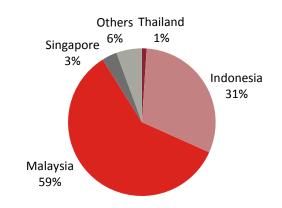
<sup>\*\*</sup>Excluding FX fluctuations, total group deposits grew +11.5% Y-o-Y and +8.3% Q-o-Q

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

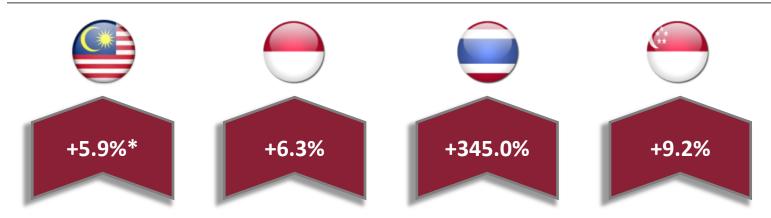
## **PBT By Country**

1Q13\* 1Q12



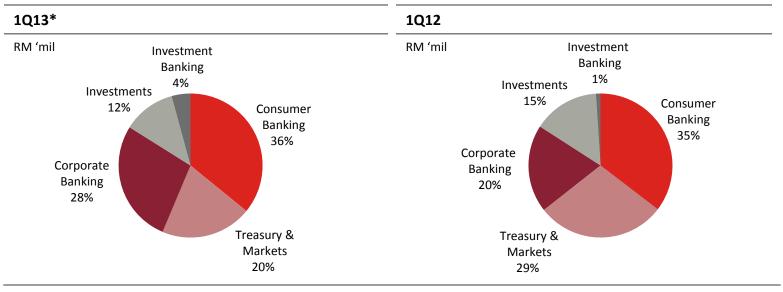


#### **1Q13 PBT Y-o-Y Growth by Key Countries**

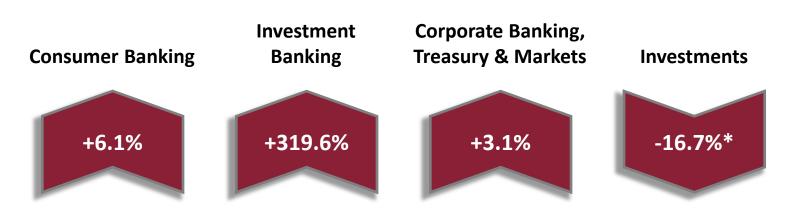


\* Excluding Aviva gains and restructuring charges

## **PBT By Division**



1Q13 PBT Y-o-Y Growth by Key Division

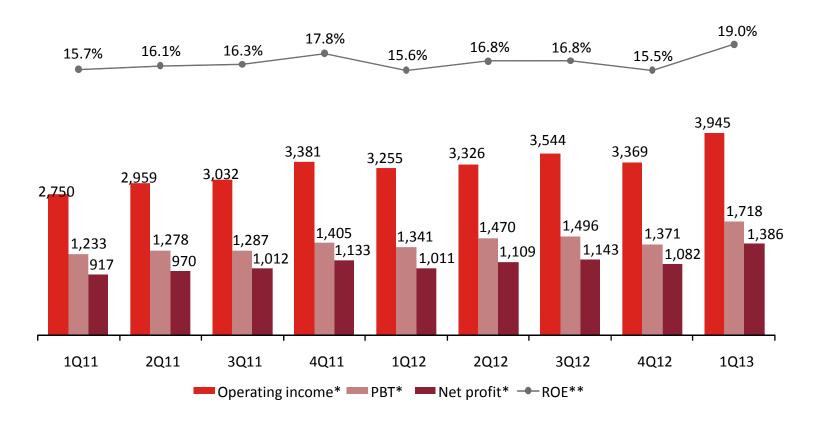


\* Excluding Aviva gains and restructuring charges

# CIMB Group: 1Q13 Results CIMB Group 1Q13 Financials



### **Quarterly Earnings Trend**





# **Earnings Summary**

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	2,261	2,073	9.1%	2,279	(0.8%)
Non interest income	1,684	1,182	42.5%	1,090	54.5%
Operating income	3,945	3,255	21.2%	3,369	17.1%
Overhead expenses	(2,219)	(1,792)	23.8%	(1,966)	12.9%
PPOP	1,726	1,463	18.0%	1,403	23.0%
Loan impairment	(81)	(144)	(43.8%)	(53)	52.8%
Other provisions	(2)	(12)	(83.3%)	(19)	(89.5%)
Share of JV / Associates	75	34	120.6%	40	87.5%
PBT *	1,718	1,341	28.1%	1,371	25.3%
Net profit	1,386	1,011	37.1%	1,082	28.1%
EPS (sen)	18.7	13.6	37.5%	14.6	28.1%
ROE (Annualised)	19.0%	15.6%	340bps	15.5%	350bps



# **PBT** by Segment (Estimated)

PBT (RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Consumer Banking (29.3%)	503	475	6.1%	615	(18.1%)
Malaysia (22.7%)	390	391	(0.1%)	491	(20.6%)
Indonesia (6.4%)	110	90	22.7%	121	(8.6%)
Singapore (-0.1%)	(2)	(1)	n.a	(6)	63.3%
Thailand (0.3%)	6	(4)	n.a.	10	(43.9%)
Others (0.0%)	(1)	(1)	-	(1)	-
Wholesale Banking (42.7%)	734	667	9.9%	654	12.1%
Investment Banking (3.5%)	60	14	319.6%	135	(55.7%)
Corporate Banking (22.5%)	387	264	46.3%	289	34.0%
Treasury & Markets (16.7%)	287	389	(26.3%)	230	24.6%
Investments (28.0%)	481	199	141.9%	102	370.6%
PBT	1,718	1,341	28.1%	1,371	25.3%

Notes: Corporate Banking includes corporate lending and deposit taking



# **Key Ratios**

(%)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
ROE *	19.0	15.6	1	15.5	1
NIM **	2.88	3.02	1	3.03	1
Non-interest income / total income	42.7	36.3	1	32.4	1
Cost to income	56.3	55.1	1	58.3	1
Allowance coverage	82.3	81.3	1	82.8	1
Allowance coverage after regulatory reserve #	97.9	87.4	1	97.6	1
Loan loss charge *	0.15	0.30	1	0.10	1
Gross impaired loans ratio	3.8	4.8	1	3.8	$\Leftrightarrow$
Net impaired loans ratio (Net of IA and PA)	0.7	0.9	1	0.7	$\Leftrightarrow$
Average shareholders' funds (RM 'mil)	29,186	25,994	1	27,865	1
ROA *	1.58	1.33	1	1.31	1
Book value per share (RM)	4.04	3.49	1	3.82	1
Loan to Deposit (LDR)	81.1	81.7	1	84.1	1
CASA ratio	33.7	33.6	1	34.6	1

Notes: \* Annualised

<sup>\*\*</sup> Annualised and daily average

# **Operating Expenses**

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Personnel	1,228	981	25.2%	1,181	4.0%
Establishment	423	418	1.2%	381	11.0%
Marketing	87	84	3.6%	95	(8.4%)
Admin & General	481	309	55.7%	309	55.7%
Total	2,219	1,792	23.8%	1,966	12.9%
Total excluding One-off Cost Items <sup>2</sup>	2,019	1,792	12.7%	1,966	2.7%
Total excluding One-off Cost Items and RBS <sup>2</sup>	1,897	1,792	5.9%	1,833	3.5%

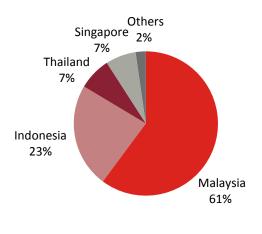
One-off Items	RM 'mil	Note
Aviva gain	515	1
Restructuring charges	(200)	2

(%)	1Q13	1Q12
Cost to income	56.3	55.1
Cost to income <u>excluding</u> One-off items <sup>1,2</sup>	58.9	-
Cost to income excluding One-off items and RBS 1,2	56.1	-

#### **Gross Loans and Credit Growth**

Divisions / Products (RM 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (50.6%)	106.8	94.2	13.4%	103.1	3.6%
Mortgages	52.2	47.7	9.4%	50.9	2.6%
Term Loans	24.4	18.8	29.8%	22.7	7.5%
Auto	19.4	17.2	12.5%	18.7	3.5%
Credit Cards	5.6	5.3	4.0%	5.7	(2.3%)
Micro Credit	4.0	3.6	10.0%	3.9	1.6%
Others	1.2	1.5	(17.7%)	1.2	-
Commercial Banking (16.5%)	34.9	28.9	21.0%	33.6	3.7%
Corporate Banking (32.9%)	69.3	62.9	10.2%	68.0	2.0%
Gross Loans *	211.0	186.0	13.5%	204.7	3.1%
Other Credit	36.8	31.1	18.3%	36.9	(0.1%)
Total Credit **	247.8	217.1	14.2%	241.6	2.6%

#### Loans by Country as at 31 Mar 13 #



Y-o-Y Growth	Loans*	Credit**
Malaysia	+12.6%	+13.8%
Singapore ^	+20.1%	+20.4%
Indonesia ^	+13.3%	+10.5%
Thailand ^	+21.7%	+19.5%
Group~	+14.1%	+14.7%

Notes: \* Gross loans excludes bad bank. Excluding FX fluctuations, total gross loans grew +14.1% Y-o-Y and +2.6% Q-o-Q

<sup>\*\*</sup> Credit includes gross loans (excluding bad bank), AFS and HTM (excluding allowance for impairment loss) Excluding FX fluctuations, total credit grew +14.7% Y-o-Y and +2.1% Q-o-Q

<sup>#</sup> Based on geographical location of counterparty, excluding bad bank

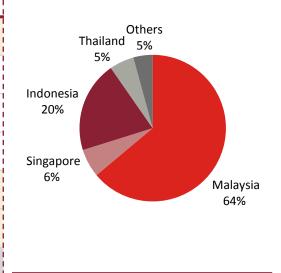
<sup>^</sup> In local currency

<sup>~</sup> Excluding FX fluctuations

# **Deposits Growth**

Divisions / Products (RM 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (38.8%)	102.7	91.9	11.7%	97.9	4.9%
Current	15.7	14.4	8.6%	14.9	4.9%
Savings	29.2	25.5	14.7%	27.7	5.3%
Fixed & Structured Deposits	57.8	52.0	11.1%	55.3	4.7%
Commercial Banking + EB (18.0%)	47.8	42.7	12.1%	46.6	2.7%
Corporate & Treasury (43.2%)	114.3	98.9	15.6%	103.1	10.9%
Total *	264.8	233.5	13.4%	247.6	7.0%

#### Deposits by Country as at 31 Mar 13



Deposits Growth	Y-o-Y
Malaysia	+8.9%
Singapore^	+20.1%
Indonesia^	+25.6%
Thailand^	+24.0%
Group~	+11.5%

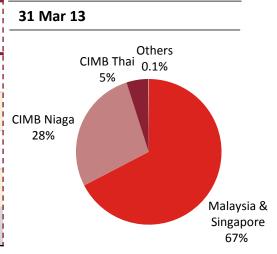
Notes: \*Excluding FX fluctuations, total group deposits grew +11.5% Y-o-Y and +8.3% Q-o-Q  $\,$ 

<sup>^</sup> In local currency

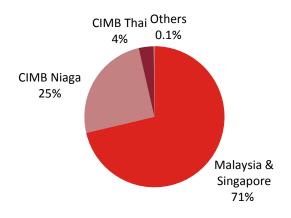
<sup>~</sup> Excluding FX fluctuations

#### **CASA Growth**

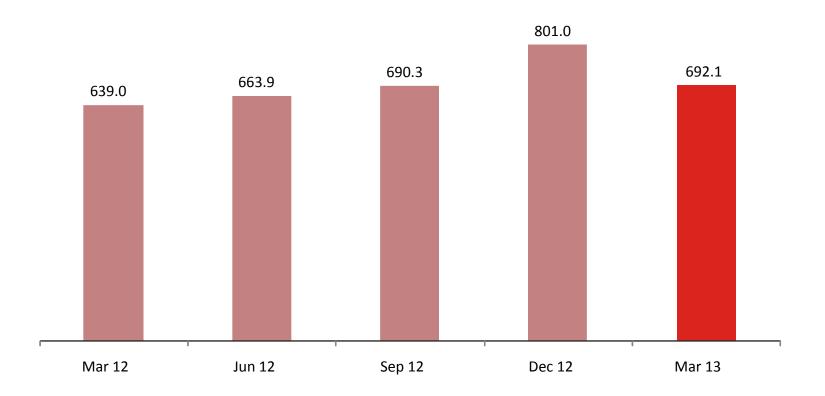
Country	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Malaysia & Singapore (RM 'bil) *	60.1	55.9	7.5%	61.1	(1.6%)
Indonesia (IDR 'bil) **	77,729	59,120	31.5%	65,651	18.4%
Thailand (THB 'bil)	41.0	26.7	53.7%	38.3	7.2%
Others (RM 'bil)	0.1	0.1	-	0.1	-
Total (RM 'bil)	89.2	78.4	13.8%	85.8	4.0%



31 Mar 12



# **AFS (MTM) Position**



## **Capital Management – CIMB Group**

#### **Basel III (transitional)**

Capital Ratios	Minimum Regulatory Requirements	31 Mar 13*	31 Dec 12
Core Equity Tier 1	3.5%	8.2%	7.8%
Tier 1	4.5%	10.1%	9.9%
Total Capital	8.0%	14.1%	14.3%

- DRS take-up rate of 84.4% on the FY2012 second interim dividend
- Includes gain from disposal of CIMB Aviva

Capital Ratios	Minimum Regulatory Requirements	31 Mar 13	31 Dec 12
Gearing ratio	<35%	18.1%^	26.1%
Double leverage ratio	< 120%	116.5%^	124.1%
Leverage ratio	< 33x	18.4x	18.2x

# CIMB Group: 1Q13 Results Malaysia & Singapore Consumer Banking



# **Consumer Banking – MY and SG**

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	862	813	6.0%	858	0.5%
Non interest income	257	259	(0.8%)	254	1.2%
Operating income	1,119	1,072	4.4%	1,112	0.6%
Overhead expenses	(769)	(714)	7.7%	(767)	0.3%
PPOP	350	358	(2.5%)	345	1.7%
Provisions	35	32	9.4 <b>%</b>	136	(74.3%)
Share of JV / Associates	2	(1)	n.a.	3	(33.3%)
РВТ	387	389	(0.5%)	484	(20.0%)
Loan loss charge	(0.04%)	(0.04%)	-	(0.14%)	10bps

# **Malaysian Consumer Gross Loans Growth**

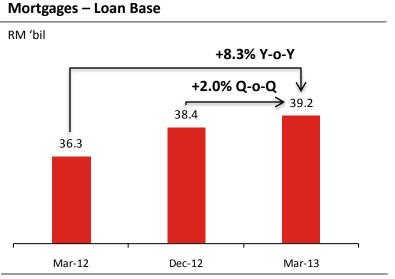
Divisions / Products (RM 'bil)	31 Mar 13	31 Mar 12	Ү-о-Ү	31 Dec 12	Q-o-Q
Retail Financial Services (88.9%)	80.9	71.7	12.9%	78.4	3.2%
Mortgages	39.2	36.3	8.3%	38.4	2.0%
Term loans	22.4	17.2	30.0%	20.8	7.6%
Auto	11.7	10.6	10.2%	11.4	2.7%
Credit cards	3.8	3.9	(4.4%)	3.9	(3.3%)
CIMB Xpress	3.2	3.1	3.2%	3.2	-
Others	0.6	0.6	_	0.7	(4.5%)
Commercial Banking (11.1%)	10.1	9.1	10.8%	10.2	(1.2%)
Total	91.0	80.8	12.6%	88.6	3.7%

# **Malaysian Consumer Deposits Growth**

Divisions / Products (RM 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (70.7%)	63.8	56.6	12.8%	61.8	3.4%
Current	9.3	8.3	12.2%	8.9	4.1%
Savings	14.8	13.5	10.2%	14.2	4.6%
Fixed & structured deposits	39.7	34.8	13.9%	38.7	2.8%
Commercial Banking + EB (29.3%)	26.5	26.0	2.1%	26.7	(0.6%)
Total	90.3	82.6	9.4%	88.5	2.2%

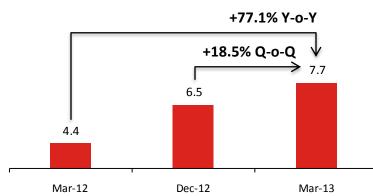
## **Malaysian Consumer Banking Indicators (1)**

	Mar	·-13	Mar-12		
	Market Share	Rank*		Rank	
ASB Financing	22.8%	3	15.9%	3	
Individual Deposits	11.3%	4	11.0%	4	
Auto	7.5%	5	7.5%	5	
Residential Mortgages	12.9%	3	13.4%	3	
Credit Cards	11.7%	4	12.4%	4	

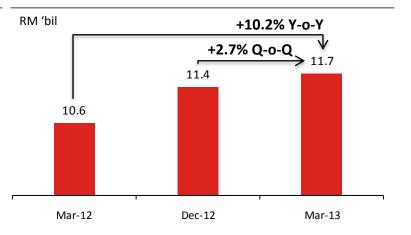


#### ASB - Loan Base

RM 'bil



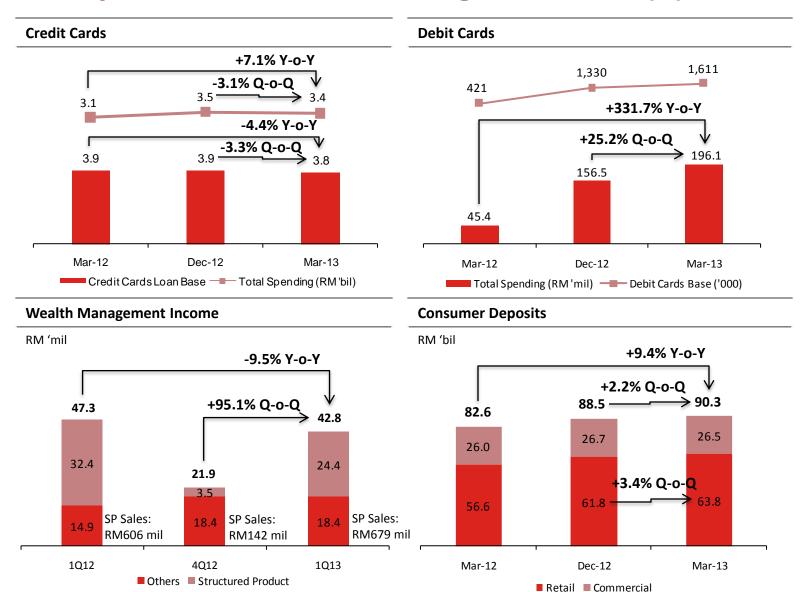
#### Auto - Loan Base



League table and market share: Sources: CIMB estimates and BNM Notes: Loan base excludes bad bank

\* As at Dec-12

## **Malaysian Consumer Banking Indicators (2)**

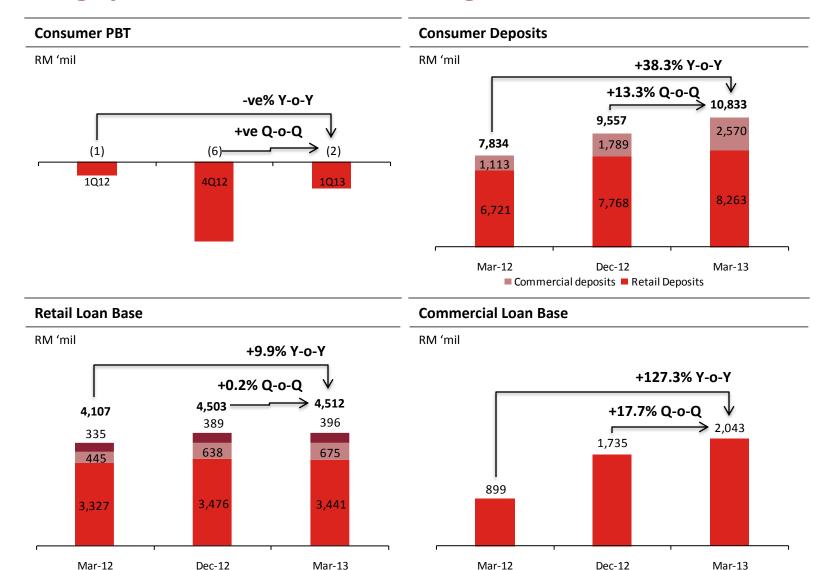


### **New Initiatives / Campaigns**



## **Singapore Consumer Banking Indicators**

■Mortgages ■ Credit cards ■ Term loans

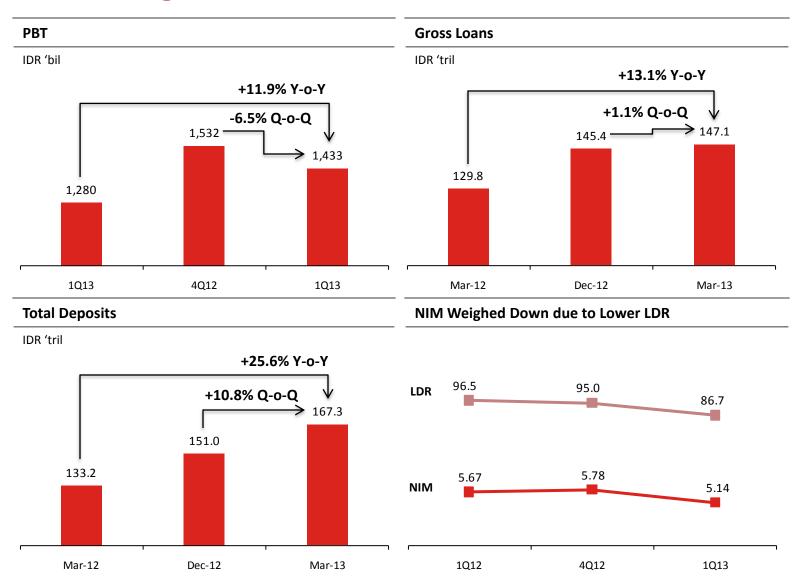


# **CIMB Group : 1Q13 Results CIMB Niaga**

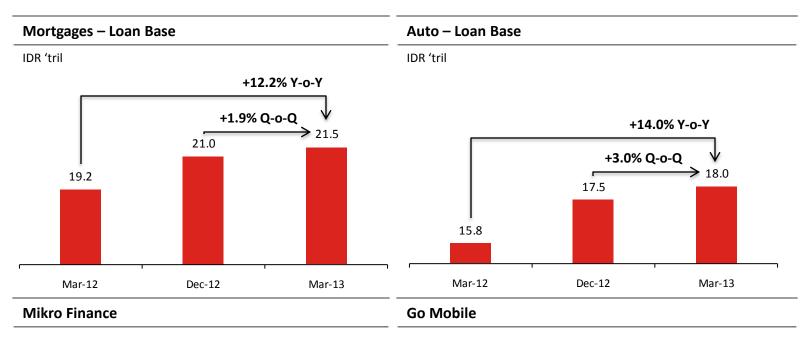


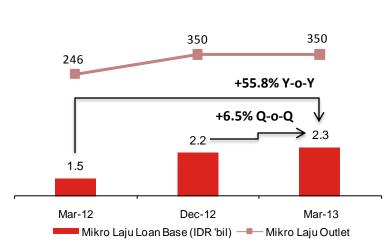
### **CIMB Niaga: Moderate Growth**

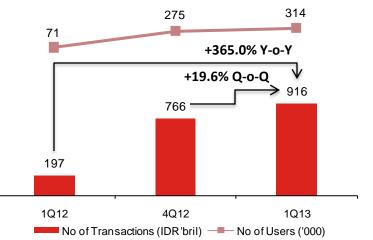




### **CIMB Niaga: Consumer Banking Indicators**







# **CIMB Niaga: Earnings Summary**



(IDR 'bil)	1Q13	1Q12	Ү-о-Ү	4Q12	Q-o-Q
Net interest income	2,430	2,205	10.2%	2,541	(4.4%)
Non interest income	837	968	(13.5%)	741	13.1%
Operating income	3,267	3,173	3.0%	3,282	(0.4%)
Overhead expenses	(1,548)	(1,468)	5.5%	(1,437)	7.8%
PPOP	1,719	1,705	0.8%	1,845	(6.8%)
Provisions	(286)	(425)	(32.7%)	(313)	(8.6%)
РВТ	1,433	1,280	11.9%	1,532	(6.5%)
Net profit	1,054	937	12.5%	1,131	(6.8%)
PBT Contribution (RM 'mil)	456	431	5.8%	488	(6.6%)
PAT Contribution (RM 'mil)	335	315	6.3%	360	(6.9%)
EPS (sen)	41.9	37.3	12.6%	45.0	(6.8%)
ROE (Annualised)	18.3%	20.0%	(170bps)	20.6%	(230bps)

## **CIMB Niaga: Gross Loans Growth**



Divisions / Products (IDR 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (30.7%)	45,090	39,567	14.0%	44,102	2.2%
Mortgage	21,523	19,180	12.2%	21,023	2.4%
Auto	17,998	15,791	14.0%	17,478	3.0%
Credit Cards	3,511	2,880	21.9%	3,638	(3.5%)
Others	2,058	1,716	20.0%	1,963	4.9%
Corporate Banking (28.8%)	42,370	41,335	2.5%	43,523	(2.6%)
Commercial Banking (38.9%)	57,187	47,399	20.7%	55,498	3.0%
Mikro Laju & Rahn (1.6%)	2,414	1,528	58.0%	2,276	6.0%
Total	147,061	129,829	13.3%	145,399	1.1%

# **CIMB Niaga: Deposits Growth**



Divisions / Products (IDR 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (42.2%)	70,694	63,743	10.9%	67,621	4.5%
Current	1,650	1,522	8.5%	1,451	13.8%
Savings	33,052	30,811	7.3%	32,126	2.9%
Fixed & structured deposits	35,991	31,410	14.6%	34,044	5.7%
Commercial Banking (31.7%)	53,113	44,267	20.0%	52,035	2.1%
Corporate Banking (26.1%)	43,517	25,216	72.6%	31,359	38.8%
Total	167,324	133,226	25.6%	151,015	10.8%

# **CIMB Niaga: Key Ratios**



(Consolidated, %)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
ROE	18.3	20.0	1	20.6	1
NIM	5.14	5.67	1	5.78	1
Cost to Income	47.4	46.3	1	43.8	<b>1</b>
Loan Loss Coverage #	108.8	106.9	1	114.2	1
Allowance Coverage	91.4	82.9	<b>1</b>	96.4	1
Loan Loss Charge	0.8	1.3	1	0.8	<b>⇔</b>
Gross Impaired Loans Ratio	2.8	3.4	1	2.7	<b>1</b>
Gross NPL (BI Definition) #	2.4	2.7	1	2.3	<b>1</b>
Loan to Deposit (LDR)	86.7	96.5	1	95.0	1
Modified LDR *	81.3	91.5	1	88.5	•
CAR	16.1	15.6	<b>1</b>	15.1	<b>1</b>
CASA ratio	46.5	44.4	1	43.5	1

#### **CIMB Niaga: Corporate Updates**



	Consumer Market Share					IB Market Share					
	Feb-13 Mar-12		-12	12		1Q13		2			
	Market Share	Rank	Market Share	Rank	Share Rank S		Market Share	Rank			
Deposits	5.2%	5	4.8%	5	Stock Broking	6.4%	2	5.2%	3		
Mortgages	9.5%	5	9.6%	4	IPO	-	-	-	-		
Credit Cards*	10.4%	4	8.8%	5	ECM	25.1%	1	-	-		
					M&A	15.7%	1	2.3%	6		
					Syndication ^	0.5%	24	0.9%	16		
					DCM	9.3%	5	8.2%	6		

#### **Outlook**

- Good corporate lending pipeline
- NIM expected to improve in coming quarters
- Challenging macro environment ahead
- Optimizing cross sell opportunities going forward
- Greater focus on digital and branchless banking
- Revamping Consumer Banking branch business model (2Q implementation)

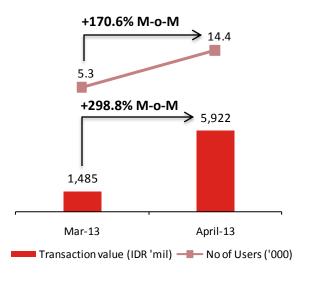
### **CIMB Niaga: New Offerings**





#### **Rekening Ponsel**

- Transfer money to all mobile numbers in Indonesia (FOC) and withdraw cash at any CIMB Niaga ATM using just mobile phone
  - No bank account needed
  - No ATM card needed for cash withdrawal
  - Works for all mobile numbers and mobile phones
  - Works for all cellular operators in Indonesia
  - No administration cost and free of transfer charge





#### **Digital Lounge**

- New innovative digital banking concept
- Located in 10 key strategic locations
- Paperless banking activities (eg. opening account, gift redemption etc)
- Equipped with live video banking, ATM, CDM, SST and CIMB Clicks

## CIMB Group: 1Q13 Results CIMB Thai

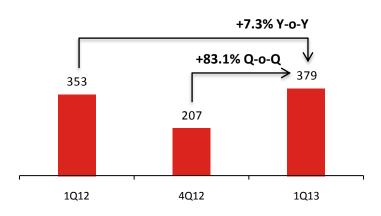


## **CIMB Thai: Improving**

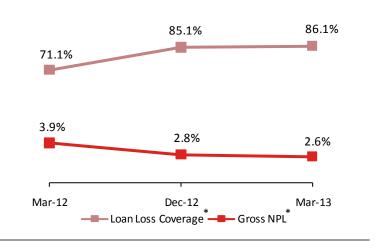


#### **PBT**

THB 'mil

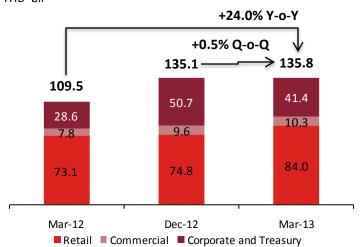


### **Asset Quality**



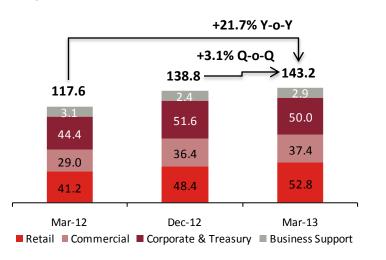
### **Total Customer Deposits**

THB 'bil



#### **Total Loans**

THB 'bil



## **CIMB Thai: Earnings Summary**



Before GAAP Adjustments (THB 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	1,460	1,215	20.1%	1,438	1.5%
Non interest income	514	430	19.3%	450	14.1%
Operating income	1,974	1,646	19.9%	1,888	4.5%
Overhead expenses	(1,382)	(1,181)	17.0%	(1,354)	2.0%
PPOP	592	465	27.3%	534	10.9%
Provisions	(213)	(140)	52.2%	(327)	(34.8%)
Discontinued Operations	<del>-</del>	28	n.a.	 	 
PBT	379	353	7.3%	207	83.1%
Net Profit	313	281	11.4%	163	91.5%
EPS (THB)	0.01	0.02	(13.8%)	0.01	  -  -
Net Profit (RM 'mil)	33	28	18.0%	16	101.9%
PBT Contribution (RM 'mil) *	38	18	288.0%	17	123.7%
PAT Contribution (RM 'mil) *	34	5	300.9%	13	160.4%
ROE (Annualised)	6.2%	8.4%	(220bps)	3.2%	300bps

### **CIMB Thai: Gross Loans Growth**



Divisions / Products (THB 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (36.8%)	52.8	41.2	28.2%	48.4	9.0%
Mortgage	33.2	25.2	31.5%	30.5	8.9%
Auto Loans	13.0	9.7	33.4%	11.8	9.4%
Personal / Others	6.6	6.2	6.7%	6.1	9.0%
Commercial Banking (26.1%)	37.4	29.0	29.1%	36.4	2.6%
Corporate Banking (35.0%)	50.0	44.4	12.6%	51.6	(3.0%)
Business Support Group (2.1%)	2.9	3.1	(3.8%)	2.4	24.3%
Total Gross Loans	143.2	117.6	21.7%	138.8	3.1%

## **CIMB Thai: Deposits Growth**



Divisions / Products (THB 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Retail Financial Services (58.5%)	84.0	73.1	14.9%	74.8	12.3%
Current	0.8	0.8	  -   -	0.7	7.6%
Savings	27.2	13.9	95.4%	25.3	7.3%
Fixed & structured deposits	56.1	58.4	(4.1%)	48.8	15.0%
Commercial Banking (7.2%)	10.3	7.8	33.0%	9.6	7.3%
Corporate and Treasury (28.9%)	41.4	28.6	44.9%	50.7	(18.2%)
Customer Deposits	135.8	109.5	24.0%	135.1	0.5%
Bills of Exchanges (5.4%)	7.8	24.2	(67.6%)	11.1	(29.3%)
Customer Deposits + Bills of Exchanges	143.6	133.7	7.5%	146.2	(1.8%)

## **CIMB Thai: Key Ratios**



(Consolidated, %)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
ROE	6.2	8.4	1	3.2	<b>1</b>
NIM	3.19	3.23	•	3.26	•
Cost to Income	70.0	71.7	1	71.7	1
Loan Loss Coverage**	86.1	71.1	<b>1</b>	85.1	<b>1</b>
Loan Loss Charge	0.6	0.5	<b>1</b>	0.9	1
Gross NPL ratio**	2.6	3.9	1	2.8	•
Net NPL ratio**	1.8	2.4	•	2.0	•
Loan to Deposit + BE	99.7	88.0	<b>1</b>	95.0	1
CAR*	15.1	11.9	<b>1</b>	16.2	•
CASA ratio	30.2	24.4	<b>1</b>	28.3	<b>1</b>

## **CIMB Thai: Corporate Updates**



Consumer Market Share							
	Mai	r-13	Mar-12				
	Market Share	Rank	Market Share	Rank			
Deposits*	1.5%	11	1.4%	9			
Mortgages**	1.9%	9	0.9%	11			

8

7

0.9%

1.6%

17

7

Consumer Market Share

IB Warket Share						
	1Q13		1Q1	2		
	Market Share	Rank	Market Share	Rank		
Stock Broking	4.1%	9	2.8%	16		
IPO	-	-	14.9%	5		
ECM	-	-	10.7%	6		
M&A	-	-	0.17%	9		
Syndication ^	-	-	10.9%	2		
Bonds	6.9%	6	1.0%	11		

IR Market Share

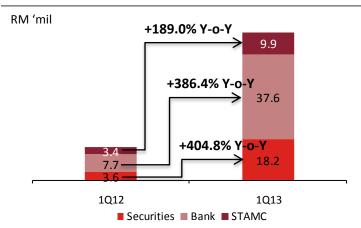
### **PBT to CIMB Group From Thailand**

0.8%

1.8%

Auto\*\*

SME Loans\*\*



#### Outlook

- Strong capital markets deal pipeline
- Consumer bank transformation WIP
- 1st overseas branch in Vientiane in 3Q13 to facilitate business activities between Thailand and Laos

<sup>\*\*</sup> As at Mar-12 and Dec-12

<sup>^</sup> Mandated lead arranger

## **CIMB Thai: New Products / Campaigns**







CIMB Thai Air Asia Savers Account Money Gram Campaign



Bill payment campaign with Tesco Lotus



Chinese New Year Deposit Campaign



**Grand opening of KidZania Bangkok** 



### **CIMB Clicks Campaign**



Personal Loan: 9% interest rate for the first 6 months

#### **Awards**



 Excellent Energy Activities and Lending



- THB Credit Derivatives Sales
- THB Interest Rate and Market Coverage
- Credit
- Credit Sales
- Interest Rate Products Sales



# CIMB Group: 1Q13 Results Wholesale Banking



## **Wholesale Banking**

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	715	665	7.6%	728	(1.7%)
Non interest income	563	623	(9.7%)	534	5.2%
Operating income	1,278	1,288	(0.8%)	1,262	1.2%
Overhead expenses	(545)	(530)	3.1%	(532)	(3.0%)
PPOP	733	758	(3.4%)	730	0.1%
Provisions	1	(91)	n.a.	(76)	n.a.
РВТ	734	667	9.9%	654	12.1%

## **Wholesale Banking – Investment Banking**

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	17	11	64.9%	15	13.9%
Non interest income	249	196	26.5%	299	(17.0%)
Operating income	266	207	28.4%	314	(15.5%)
Overhead expenses	(203)	(184)	10.3%	(183)	9.8%
PPOP	63	23	170.1%	131	(51.3%)
Provisions	(3)	(9)	(64.1%)	4	n.a.
РВТ	60	14	319.6%	135	(55.7%)

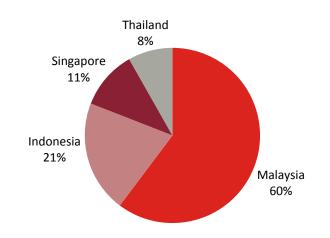
## **Wholesale Banking – Corporate Banking**

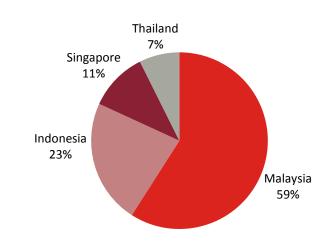
(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	399	385	3.6%	395	1.0%
Non interest income	174	129	35.1%	161	7.7%
Operating income	573	514	11.4%	556	2.9%
Overhead expenses	(191)	(167)	14.0%	(186)	2.1%
PPOP	382	347	10.2%	370	3.3%
Provisions	5	(83)	n.a.	(81)	n.a.
РВТ	387	264	46.3%	289	34.0%

## **Corporate Banking – Gross Loans**

Divisions / Products	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Malaysia (RM 'bil)	41.8	37.2	12.4%	40.6	3.2%
Indonesia (IDR 'bil)	42,370	41,335	2.5%	43,523	(2.6%)
Singapore (SGD 'bil)	3.0	2.8	8.2%	3.0	-
Thailand (THB 'bil)	50.0	44.4	12.6%	51.6	(3.0%)
Total Corporate Loans (RM 'bil)	69.3	62.9	10.2%	68.0	2.0%

31 Mar 13 31 Mar 12





## **Corporate Banking – Total Deposits**

Divisions / Products	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Malaysia (RM 'bil)	90.1	82.0	10.0%	81.5	10.7%
Indonesia (IDR 'bil)	43,517	25,216	72.6%	31,359	38.8%
Singapore (SGD 'bil)	2.3	2.3	<u>-</u>	2.7	(12.7%)
Thailand (THB 'bil)	41.4	28.6	44.9%	50.7	(18.2%)
Total Corporate Deposits (RM 'bil)	114.3	98.9	15.6%	103.1	10.9%
Divisions / Products	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Current	18.6	15.5	19.8%	16.9	9.7%
				:	
Savings	1.2	1.0	19.7%	1.1	12.3%
Savings Fixed and Structured Deposits	94.5	1.0 82.4	19.7%	1.1 85.1	12.3%

## Wholesale Banking – Treasury & Markets

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	299	270	11.2%	318	(5.8%)
Non interest income	139	297	(52.9%)	74	90.0%
Operating income	438	567	(22.5%)	392	12.2%
Overhead expenses	(152)	(178)	(14.5%)	(162)	(6.3%)
PPOP	286	389	(26.1%)	230	25.2%
Provisions	1	<u>-</u>	n.a.	-	n.a.
PBT	287	389	(26.3%)	230	24.6%

## **IB Market Share and Ranking (1)**

	1Q1	.3	1Q1	.2		1Q1	.3	1Q1	.2
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Stock Broking	11.3%	1	11.7%	1	Stock Broking	6.4%	2	5.2%	3
IPO	14.6%	2	-	-	IPO	-	-	-	-
ECM	13.2%	2	17.1%	3	ECM	25.1%	1	-	-
M&A	19.2%	3	10.1%	5	M&A	15.7%	1	2.3%	6
Syndication ^	-	-	3.5%	9	Syndication ^	0.5%	24	0.9%	16
DCM					DCM	9.3%	5	8.2%	6
Domestic	21.9%	1	25.4%	2					
Sukuk	20.2%	2	26.0%	2					

	1Q1	.3	1Q1	.2		1013		1Q12	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Stock Broking	4.1%	9	2.8%	16	Stock Broking	9.4%	2	10.3%	1
IPO	-	-	14.9%	5	IPO	-	-	-	-
ECM	-	-	10.7%	6	ECM	-	-	0.3%	11
M&A	-	-	0.17%	9	M&A	<0.1%	16	4.9%	3
Syndication ^	-	-	10.9%	2	Syndication ^	-	-	-	-
DCM	6.9%	6	1.0%	11	DCM	-	-	5.8%	6



## **IB Market Share and Ranking (2)**

	1Q1	.3	1Q1		
ASEAN	Market Share	Rank	Market Share	Rank	Global
IPO	1.0%	16	12.1%	5	Sukuk
ECM	6.1%	7	7.3%	3	
M & A	6.3%	6	5.2%	10	
Syndication ^	0.1%	55	1.8%	14	
DCM Domestic	9.9%	2	6.4%	7	-

	1Q1	.3	1Q12		
	Market Share	Rank	Market Share	Rank	
Stock Broking	0.2%	67	0.2%	81	
IPO	3.8%	11	-	-	
ECM	0.4%	20	0.9%	17	
M & A	2.5%	12	2.1%	13	
Syndications ^	+	-	+	-	

1Q12

Rank

4

Market

**Share** 

6.2%

1Q13

Rank

6

Market

**Share** 

5.4%

### **Notable Deals**

#### DCM



AIA Group Limited
USD500.0 mil Medium Term Notes

### **IPO/ECM**



**Tune Ins Holdings Berhad** 

RM284.0 million IPO on the Main Market of Bursa Malaysia





PT Bank Tabungan Negara (Persero) Tbk

IDR2.0 tril Senior Debt 2nd phase via Shelf Registration Programme of IDR4.0 tril



Petro-king

**Termbray Petro-King Oilfield Services Limited** 

HKD820 mil IPO on Hong Kong Stock Exchange (The largest Oil & Gas IPO in Hong Kong over the past twelve months)



Jati Cakerawala Sdn Bhd

RM540.0 mil Sukuk Murabahah



**Time Watch Investments Limited** 

HKD810 mil IPO on Hong Kong Stock Exchange (Over-subscribed by 651 times under the Hong Kong Public offer)



Teknologi Tenaga Perlis Consortium Sdn Bhd

RM835.0 mil Sukuk Murabahah

#### M&A



**Massive Equity Sdn Bhd** 

RM3,612 mil Privatisation of QSR Brands Bhd and KFC Holdings (Malaysia) Bhd



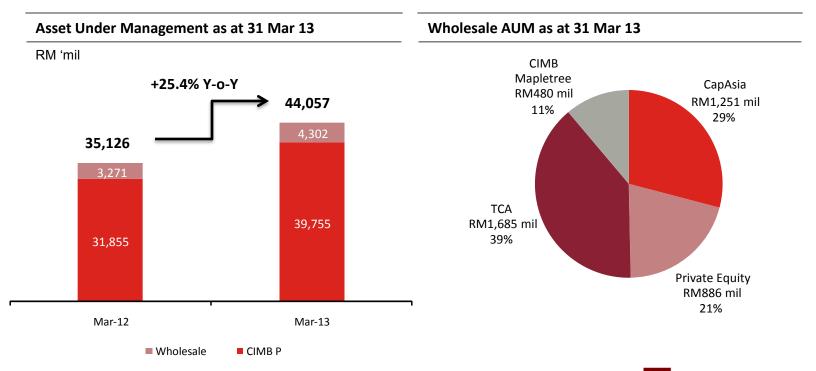
**Matahari Department Store** 

USD 1.5 bil Shares Placement

(The largest retail transaction in Asia since 2011, largest retail transaction in Southeast Asia ever, largest equity transaction in Indonesia since 2008, largest greenshoe in Indonesia)

## **Group Asset Management**

PBT (RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
CIMB-P Group	15.8	16.8	(5.8%)	12.9	22.7%
Wholesale	4.2	2.2	88.0%	3.0	43.2%
Total	20.0	19.0	5.3%	15.9	26.5%



## CIMB Group: 1Q13 Results Investments



### **Investments**

(RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
Net interest income	131	117	11.9%	131	-
Non interest income	725	144	405.4%	149	388.0%
Total income	856	261	228.4%	280	206.3%
Overhead expenses	(448)	(97)	362.8%	(200)	125.0%
PPOP	408	164	149.0%	80	407.5%
Provisions	<del>-</del>	-	-	(15)	n.a.
Share of JV / associates	73	35	108.8%	37	98.9%
PBT	481	199	141.9%	102	370.6%

### **Strategic Investments**



19.99%

RM 'mil	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
PAT to CIMB Group	16.7	24.5	(32.0%)	21.4	(19.0%)

- Lower growth due to margin squeeze and slightly higher provisions
- > Setting up 2 new regional branches in Liaoning to a total of 7 regional branches



52.22%

RM 'mil	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
PAT to CIMB Group	3.9	2.2	77.3%	1.7	129.4%

- Number of T'nG reload points increased by 398 Q-o-Q to 6,697 in 1Q13
- T'nG facilities available at 74 active parking sites (+4 Q-o-Q in 1Q13) and 371 active retail outlets (+65 Q-o-Q in 1Q13)



25.00%

RM 'mil	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
PAT to CIMB Group	29.3	1.6	>1000.0%	3.9	645.5%

- Tune Ins Holdings (TIH) was successfully listed on 20 February 13
- ➤ At RM1.85 (15 May), CIMB's effective 15% stake in TIH is worth RM210mil

## CIMB Group: 1Q13 Results Other Highlights



## **Insurance**

PBT (RM 'mil)	1Q13	1Q12	Y-o-Y	4Q12	Q-o-Q
CIMB Aviva^	-	9.6	n.a.	2.8	n.a.
CIMB Sun Life	(3.9)	(3.5)	(10.3%)	(5.0)	22.8%
Others*	0.3	(0.1)	n.a.	(0.5)	n.a.
Total CIG & GID	(3.6)	6.0	n.a.	(2.7)	(33.3%)

1Q13 Banca Income	Y-o-Y Growth
Malaysia	+26.8%
Indonesia	+43.2%
Thailand	+66.1%
Singapore	+71.7%
Total	42.8%

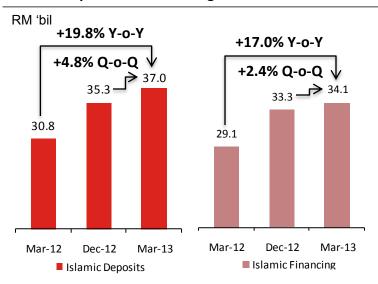
### **CIMB** Islamic



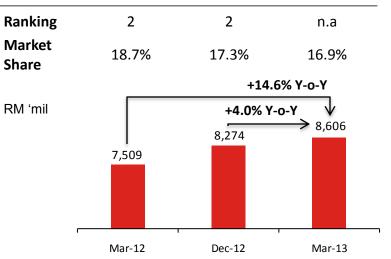
Rank	Company	Total Assets RM 'mil	Market Share
1	MIBB	92,500	24%
2	CIMB Islamic	51,225	13%
3	Bank Islam	37,451	10%
4	AmIslamic	29,592	8%
5	PBB-i	29,299	8%

	1Q1	.3	1Q12		
Sukuk	Market Share	Rank		Rank	
Malaysia	20.2%	2	20.6%	2	
Sukuk	5.4%	6	6.2%	4	

### **Islamic Deposits and Financing**

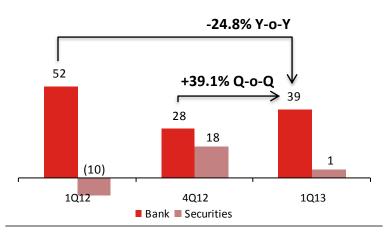


### Islamic Residential Mortgage and Market Share



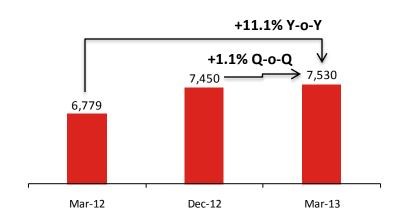
## **CIMB Singapore**

## PBT RM 'mil



### **Corporate Loan Base**

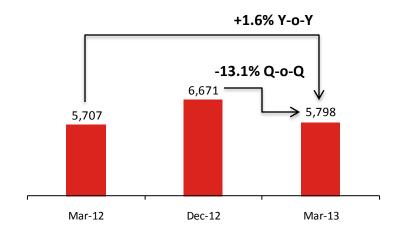
RM 'mil



(%)	1Q1	3	1Q12		
	Market Share		Market Share		
Stock Broking	9.4%	2	10.3%	1	
IPO	-	-	-	-	
ECM	-	-	0.3%	11	
M&A	<0.1%	16	4.9%	3	
Syndication ^	-	-	-	-	
DCM	+	-	5.8%	6	

### **Corporate Deposits**

RM 'mil



## **Stronger IB Platform with RBS**

Institutional Brokerage Income (Ex-ECM)						
RM 'mil			+67.3%	Y-o-Y		
46	45	62	15.0% Y-o- 67	-Y ↓ → 77		
1Q12	2Q12	3Q12	4Q12	1Q13		
■ ASE	AN North	Asia Aus	tralia ■UK	■ US		

ECM							
Countries	Client	Туре	Size				
	Matahari Department Store	ECM	USD 1.5 bil				
	Termbray Petro- King Oilfield Services Limited	IPO	HKD 820 mil				
	Asia Pay Television Trust (2Q)	IPO	SGD 1.3 bil				
	China Daye	Convt bond	RMB 820 mil				

	Advisory			Outlook		
Countries	Client	Туре	Size	Commence broking operation in Korea and India.		
	Wesfarmers	M&A	AUD 532 mil	<ul> <li>Taiwan- end-May</li> <li>Alliance with RBS Morgans signed</li> <li>Growing ex-ASEAN pipeline includes 8 China/HK IPOs</li> </ul>		
	L Capital Asia	M&A	AUD 105 mil			

# CIMB Group: 1Q13 Results 2013 Priorities and Other Highlights



## **Key 2013 Priorities Round-up**

	Updates
Cost Management	<ul> <li>Intangibles write-off done</li> <li>Restructuring charge done</li> <li>Deconsolidation of non-core assets WIP</li> <li>Spend management</li> </ul>
Capital Management	<ul><li>DRS take-up rate 84.4%</li><li>RWA optimisation plans</li></ul>
Investment Banking Integration	<ul> <li>Focus on getting revenue uplift from our new Asia Pac products and cross- selling ASEAN and Asia Pac</li> <li>Refined IB management structure</li> <li>Alliance with RBS Morgans</li> </ul>
1Platform	<ul> <li>1Platform Malaysia on track for SPD in 1Q14</li> <li>Recent Awards for 1Platform in Thailand</li> <li>Asian Banking and Financial Awards 2012</li> <li>Financial Insights Innovation Awards (FIIA) 2013</li> <li>Banking &amp; Payment (BPA) Trailblazer Awards 2013</li> </ul>
Network Expansion	<ul> <li>Established IB and Brokerage in Korea, Taiwan and India</li> <li>BoC negotiations on-going</li> <li>CIMB Shanghai &amp; HK branch set-up</li> </ul>

## **Achievements vs Targets for 2013**

	1Q13 Y-o-Y	FY13
ROE	19%	16%
TSR	+0.6%>FBMKLCI	> FBMKLCI
Dividend	-	40%
Total Credit Growth*	14%	15%
Loan loss charge	0.15	< 0.4
Total Capital (CIMB Group)	14.1%	> 11%
CET 1 (CIMB Group)	8.2%	> 8%
Leverage (CIMB Group)	18.4x	< 20x

## **CIMB Group : 1Q13 Results Final Remarks**



### **Outlook**

- Post GE13, "back to business" in Malaysia
- Good deal pipeline, completion of RBS platform in 2Q
- Continue CIMB 2.0 initiatives
- Continue with cost and capital management initiatives
- Earnings improvement from regional consumer bank growth
- Higher contribution from CIMB Niaga
- Macro economic concerns on the horizon
- ➤ Regulatory pressures on liquidity and asset growth

## **THANK YOU**

## **Appendices**



## **Contribution by Entity**

Logal Entity	1Q13		1Q12		4Q12	
Legal Entity	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	593	35%	811	60%	708	52%
CIMB Niaga	456	27%	431	32%	488	36%
CIMB Islamic	105	6%	127	9%	162	12%
CIMB Labuan	18	1%	11	1%	18	1%
CIMB Investment Bank	19	1%	4	0%	36	3%
CIMB Thai	38	2%	10	1%	17	1%
CIMB Securities Group	(52)	(3%)	(4)	0%	(63)	(5%)
CIMB Cambodia	(1)	0%	(2)	0%	(1)	0%
Others *	542	31%	(47)	(3%)	6	0%
PBT	1,718	100%	1,341	100%	1,371	100%

## **Consolidated Balance Sheet Changes**

(RM 'mil)	31 Mar 13	31 Mar 12 (Restated)	Y-o-Y	31 Dec 12	Q-o-Q
Cash & short term funds	36,065	30,563	18%	30,763	17%
Securities purchased under resale agreements	11,082	4,443	149%	5,594	98%
Deposits & placements with financial institutions	9,617	7,279	32%	4,990	93%
Financial investments at fair value through profit or loss	27,745	21,640	28%	25,383	9%
Money Market	18,455	15,582	18%	16,680	11%
Corporate Bonds	7,638	4,643	65%	7,097	8%
Equity	1,652	1,415	17%	1,606	3%
Financial investments available for sale	29,492	21,115	40%	29,208	1%
Financial investments held to maturity	8,742	11,397	(23%)	8,985	(3%)
Loans, advances & financing	208,388	183,420	14%	202,138	3%
Other assets	33,928	29,860	14%	29,996	13%
Total assets	365,059	309,717	18%	337,057	8%
Deposits from customers	264,787	233,507	13%	247,615	7%
Deposits & placements of banks and other FI	19,025	12,468	53%	17,758	7%
Other borrowings	23,266	17,876	30%	22,990	1%
Other liabilities	26,995	19,014	42%	19,342	40%
Total liabilities	334,073	282,865	18%	307,705	9%
Shareholders' funds	29,995	25,908	16%	28,376	6%
Total liabilities & equity	365,059	309,717	18%	337,057	8%

## **CIMB Niaga: Balance Sheet Changes**



(IDR 'bil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Placements & Other MS	52,316	24,561	113.0%	34,077	53.5%
Government Bonds	6,505	7,082	(8.1%)	8,084	(19.5%)
Loans (Net)	143,250	126,364	13.4%	141,645	1.1%
Other Assets	15,393	14,673	4.9%	13,606	13.1%
Total Assets	217,464	172,680	25.9%	197,412	10.2%
CASA	77,729	59,120	31.5%	65,651	18.4%
Time Deposits & CD	89,595	74,106	20.9%	85,364	5.0%
Total Customer Deposits	167,324	133,226	25.6%	151,015	10.8%
Other Liabilities	26,712	20,298	31.6%	23,830	12.1%
Total liabilities	194,036	153,524	26.4%	174,845	11.0%
Equity	23,429	19,156	22.3%	22,568	3.8%

## **CIMB Thai: Balance Sheet Changes**



Before GAAP Adjustments (THB 'mil)	31 Mar 13	31 Mar 12	Y-o-Y	31 Dec 12	Q-o-Q
Placements & Other MS	16,216	14,644	10.7%	15,177	6.8
Government Bonds (Net)	34,612	29,518	17.3%	35,428	(2.3%)
Loans (Net)	140,267	114,730	22.3%	135,804	3.3%
Other Assets	17,315	13,209	31.1%	15,983	8.3%
Total Assets	208,409	172,100	21.1%	202,392	3.0%
CASA	41,047	26,703	53.7%	38,277	7.2%
Time Deposits & CD	94,769	82,808	14.4%	96,857	(2.2%)
Total Customer Deposits	135,816	109,512	24.0%	135,134	0.5%
Bill of Exchanges	7,833	24,158	(67.6%)	11,082	(29.3%)
Other Liabilities	43,883	24,745	77.3%	36,480	20.3%
Total Liabilities	187,532	158,415	18.4%	182,695	2.6%
Equity	20,877	13,685	52.6%	19,697	6.0%

## **Capital Management – All Banking Entities**

Basel III Mar-13 <sup>1</sup>	Common Equity Tier 1 Ratio	Tier 1	Total Capital Ratio
CIMB Bank <sup>2</sup>	10.4%	12.1%	13.4%
CIMB Investment Bank	19.8%	19.8%	19.8%
CIMB Islamic	8.3%	8.6%	12.2%
CIMB Bank Group <sup>2</sup>	8.6%	10.2%	13.3%
CIMB Investment Bank Group	19.4%	19.4%	19.4%
CIMB Niaga <sup>3</sup>	n.a	13.4%	16.1%
CIMB Thai <sup>4</sup>	10.4%	10.4%	15.1%
Basel III Minimum Regulatory Requirements	Common Equity Tier 1 Ratio	Tier 1	Total Capital Ratio
		Tier 1	Total Capital Ratio
Minimum Regulatory Requirements		Tier 1	Total Capital Ratio
Minimum Regulatory Requirements  CIMB Bank		Tier 1 4.5%	Total Capital Ratio  8.0%
Minimum Regulatory Requirements  CIMB Bank  CIMB Investment Bank	1 Ratio		
Minimum Regulatory Requirements  CIMB Bank  CIMB Investment Bank  CIMB Islamic	1 Ratio		
Minimum Regulatory Requirements  CIMB Bank  CIMB Investment Bank  CIMB Islamic  CIMB Bank Group	1 Ratio		

Notes: 1 Includes quarterly net profits

<sup>4</sup> The capital adequacy ratios of CIMB Thai are computed under Basel 3 as per Bank of Thailand's requirements. The approach for Credit Risk and Market Risk are based on Standardised Approach. Operational Risk is based on Basic Indicator Approach



<sup>2</sup> Assumed to be post re-injection of excess cash, pursuant to DRS implementation at CIMBGH

<sup>3</sup> Includes 50% of quarterly net profits. The capital adequacy ratios of CIMB Niaga remained unchanged under Basel 2 based on Bank Indonesia's requirements. The approach for Credit Risk and Market Risk is Standardised Approach. Operational Risk is based on Basic Indicator Approach