## CONDENSED INTERIM FINANCIAL STATEMENTS

 UNAUDITED STATEMENTS OF FINANCIAL POSITION AS AT 30 SEPTEMBER 2012|  | Notes | The Group |  | The Bank |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 31 \text { December } \\ 2011 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 31 \text { December } \\ 2011 \\ \text { RM'000 } \\ \hline \end{gathered}$ |
| Assets |  |  |  |  |  |
| Cash and short term funds |  | 2,202,036 | 2,068,460 | 1,979,957 | 1,943,954 |
| Reverse repurchase agreements |  | 150,442 | 273,423 | 150,442 | 273,423 |
| Deposits and placements with banks and other financial institutions |  | 441,193 | 252,100 | 434,869 | 250,833 |
| Financial assets held for trading | A5 | 70,948 | 79,110 | 70,948 | 79,110 |
| Derivative financial instruments | A17(i) | 33,131 | 48,441 | 33,131 | 48,441 |
| Financial investments available-for-sale | A6 | 3,987 | 2,703 | - | - |
| Loans, advances and financing | A7 | 63,172 | 40,956 | 63,172 | 40,956 |
| Other assets | A8 | 1,239,835 | 1,211,719 | 1,238,646 | 1,210,580 |
| Tax recoverable |  | 24,034 | 26,304 | 24,034 | 26,304 |
| Deferred tax assets |  | 39,474 | 40,460 | 39,288 | 40,274 |
| Amount due from subsidiaries |  | - | - | 2 | 3 |
| Amount due from related companies |  | 41,520 | 5,092 | 41,520 | 5,092 |
| Amount due from immediate holding company |  | - | 1,529 | - | 1,529 |
| Amount due from ultimate holding company |  | 1 | - | 1 | - |
| Statutory deposits with Bank Negara Malaysia |  | 1,200 | 1,520 | 1,200 | 1,520 |
| Investment in subsidiaries |  | - | - | 9,050 | 9,050 |
| Investment in associates |  | 5,548 | 5,007 | - | - |
| Property, plant and equipment |  | 110,870 | 105,620 | 111,946 | 106,810 |
| Goodwill |  | 964 | 964 | - | - |
| Total assets |  | 4,428,355 | 4,163,408 | 4,198,206 | 4,037,879 |

## Liabilities



The unaudited condensed interim financial statements should be read in conjunction with the audited financial statements of the Group and the Bank for the year ended 31 December 2011.
CIMB INVESTMENT BANK BERHAD
UNAUDITED STATEMENTS OF INCOME FOR THE FINANCIAL PERIOD ENDED 30 SEPTEMBER 2012

|  | Notes | The Group |  |  |  | The Bank |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3rd quarter ended |  | Nine months ended |  | 3rd quarter ended |  | Nine months ended |  |
|  |  | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM' }^{\prime} 000 \\ \hline \end{gathered}$ |
| Interest income | A12 | 12,489 | 11,354 | 33,912 | 39,012 | 11,747 | 11,061 | 32,279 | 38,202 |
| Interest expense | A13 | $(14,233)$ | $(10,553)$ | $(38,981)$ | $(37,522)$ | $(14,107)$ | $(10,553)$ | $(38,640)$ | $(37,522)$ |
| Net interest (expense)/income |  | $(1,744)$ | 801 | $(5,069)$ | 1,490 | $(2,360)$ | 508 | $(6,361)$ | 680 |
| Income from Islamic Banking operations | A20b | 52,121 | 34,288 | 138,523 | 64,663 | 52,121 | 34,288 | 138,523 | 64,663 |
| Non interest income | A14 | 74,230 | 57,814 | 228,156 | 251,475 | 73,046 | 56,905 | 224,797 | 248,719 |
| Total income |  | 124,607 | 92,903 | 361,610 | 317,628 | 122,807 | 91,701 | 356,959 | 314,062 |
| Recoveries from investment management and securities services |  | - | 30,000 | - | 30,000 | - | 30,000 | - | 30,000 |
| Overheads | A15 | $(79,264)$ | $(71,697)$ | $(207,204)$ | (222,771) | $(78,315)$ | $(70,879)$ | $(204,171)$ | $(220,408)$ |
| Profit before allowances |  | 45,343 | 51,206 | 154,406 | 124,857 | 44,492 | 50,822 | 152,788 | 123,654 |
| Allowance for impairment losses on loans and advances | A16 | (233) | (73) | (212) | (17) | (233) | (73) | (212) | (17) |
| Allowance for other receivables (net) |  | (615) | $(1,296)$ | $(5,736)$ | $(4,738)$ | (620) | $(1,309)$ | $(5,752)$ | $(4,792)$ |
|  |  | 44,495 | 49,837 | 148,458 | 120,102 | 43,639 | 49,440 | 146,824 | 118,845 |
| Share of results of associates |  | 173 | 35 | 541 | 148 | - | - | - | - |
| Profit before taxation |  | 44,668 | 49,872 | 148,999 | 120,250 | 43,639 | 49,440 | 146,824 | 118,845 |
| Taxation | B3 | $(13,306)$ | $(15,439)$ | $(44,674)$ | $(35,563)$ | $(13,093)$ | $(15,339)$ | $(44,264)$ | $(35,253)$ |
| Profit for the period |  | 31,362 | 34,433 | 104,325 | 84,687 | 30,546 | 34,101 | 102,560 | 83,592 |
| Profit for the period attributable to : |  |  |  |  |  |  |  |  |  |
| Owners of the Group/Bank |  | 31,362 | 34,433 | 104,325 | 84,687 | 30,546 | 34,101 | 102,560 | 83,592 |
| Earnings per share (sen) |  |  |  |  |  |  |  |  |  |
| -Basic | B4 | 31.36 | 34.43 | 104.33 | 84.69 | 30.55 | 34.10 | 102.56 | 83.59 |

CIMB INVESTMENT BANK BERHAD
(Company Number 18417-M)
CONDENSED INTERIM FINANCIAL S
CONDENSED INTERIM FINANCIAL STATEMENTS
UNAUDITED STATEMENTS OF COMPREHENSIVE INCOME FOR THE FINANCIAL PERIOD ENDED 30 SEPTEMBER 2012

| The Group |  |  |  | The Bank |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3rd quarter ended |  | Nine months ended |  | 3rd quarter ended |  | Nine months ended |  |
| $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ |
| 31,362 | 34,433 | 104,325 | 84,687 | 30,546 | 34,101 | 102,560 | 83,592 |
| - | (465) | 1,284 | (465) | - | (465) | - | (465) |
| - | (620) | 1,284 | (620) | - | (620) | - | (620) |
| - | 155 | - | 155 | - | 155 | - | 155 |
| 31,362 | 33,968 | 105,609 | 84,222 | 30,546 | 33,636 | 102,560 | 83,127 |
| 31,362 | 33,968 | 105,609 | 84,222 | 30,546 | 33,636 | 102,560 | 83,127 |

The unaudited condensed interim financial statements should be read in conjunction with the audited financial statements of the Group and the Bank for the year ended 31 December 2011.
CIMB INVESTMENT BANK BERHAD
CONDENSED INTERIM FINANCIAL STATEMENTS
FOR THE FINANCIAL PERIOD ENDED 30 SEPTEMBER 2012
The Group
30 September 2012
The unaudited condensed interim financial statements should be read in conjunction with the audited financial statements of the Group and the Bank for the year ended 31 December 2011.
CIMB INVESTMENT BANK BERHAD
CONDENSED INTERIM FINANCIAL STATEMENTS
UNAUDITED STATEMENTS OF CHANGES IN EQUITY
FOR THE FINANCIAL PERIOD ENDED 30 SEPTEMBER 2012

| The Bank <br> 30 September 2012 | Non-Distributable |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share capital RM'000 | Redeemable preference shares RM'000 | Statutory reserve RM'000 | Merger reserve RM'000 | Share-based payment reserve RM'000 | Revaluation reservefinancial investments available-for-sale RM'000 | Capital reserve RM'000 | Retained profits RM'000 | $\begin{gathered} \text { Total } \\ \text { RM'000 } \end{gathered}$ |
| At 1 January 2012 | 100,000 | 10 | 155,805 | $(272,007)$ | 54,115 | - | 271,377 | 184,210 | 493,510 |
| Net profit for the period | - | - | - | - | - | - | - | 102,560 | 102,560 |
| Total comprehensive income for the period | - | - | - | - | - | - | - | 102,560 | 102,560 |
| Share-based payment expense | - | - | - | - | 25,521 | - | - | - | 25,521 |
| Expiry of Management Equity Scheme | - | - | - | - | $(39,118)$ | - | - | 39,118 | - |
| Interim dividend paid in respect of the financial year ended 31 December 2011 | - | - | - | - | - | - | - | $(99,035)$ | $(99,035)$ |
| Share released under Equity Ownership Plan | - | - | - | - | $(9,229)$ | - | - | - | $(9,229)$ |
| Balance as at 30 September 2012 | 100,000 | 10 | 155,805 | $(272,007)$ | 31,289 | - | 271,377 | 226,853 | 513,327 |
|  |  |  | - | -Distributable |  |  | $\longrightarrow$ | Distributable $\longrightarrow$ |  |
| The Bank <br> 30 September 2011 | Share capital RM'000 | Redeemable preference shares RM'000 | Statutory reserve RM'000 | Merger reserve <br> RM'000 | Share-based payment reserve RM'000 | Revaluation reservefinancial investments available-for-sale RM'000 | Capital reserve RM'000 | Retained profits RM'000 | $\begin{gathered} \text { Total } \\ \text { RM'000 } \\ \hline \end{gathered}$ |
| At 1 January 2011 | 100,000 | 10 | 155,805 | $(272,007)$ | 39,900 | - | 271,377 | 134,011 | 429,096 |
| Net profit for the period Other comprehensive income (net of tax) | - | - | - | - | - | - | - | 83,592 | 83,592 |
| - financial investments available-for-sales | - | - | - | - | - | (465) | - | - | (465) |
| Total comprehensive income for the period | - | - | - | - | - | (465) | - | 83,592 | 83,127 |
| Share-based payment expense | - | - | - | - | 22,071 | - | - | - | 22,071 |
| Final dividend paid in respect of the financial year ended 31 December 2010 | - | - | - | - | - | - | - | $(53,500)$ | $(53,500)$ |
| Balance as at 30 September 2011 | 100,000 | 10 | 155,805 | $(272,007)$ | 61,971 | (465) | 271,377 | 164,103 | 480,794 |

## CIMB INVESTMENT BANK BERHAD <br> (Company Number 18417-M) <br> CONDENSED INTERIM FINANCIAL STATEMENTS UNAUDITED CONDENSED STATEMENTS OF CASH FLOWS FOR THE PERIOD ENDED 30 SEPTEMBER 2012

|  | The Group |  | The Bank |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \\ \hline \end{gathered}$ |
| Profit before taxation | 148,999 | 120,250 | 146,824 | 118,845 |
| Adjustments for non-operating and non-cash items | 65,886 | 35,045 | 66,401 | 40,770 |
| Cash flow from operating profit before changes in operating assets and liabilities | 214,885 | 155,295 | 213,225 | 159,615 |
| Net changes in operating assets | $(185,038)$ | $(110,167)$ | $(180,287)$ | $(115,740)$ |
| Net changes in operating liabilities | 228,496 | $(724,995)$ | 137,438 | $(748,292)$ |
| Cash generated from / (used in) operating activities | 258,343 | $(679,867)$ | 170,376 | $(704,417)$ |
| Taxation paid | $(41,247)$ | $(66,168)$ | $(41,009)$ | $(66,016)$ |
| Net cash generated from/(used in) operating activities | 217,096 | $(746,035)$ | 129,367 | $(770,433)$ |
| Net cash used in investing activities | $(24,468)$ | $(32,851)$ | $(24,312)$ | $(33,172)$ |
| Net cash used in financing activities | $(98,262)$ | $(31,428)$ | $(108,262)$ | $(31,428)$ |
|  | $(122,730)$ | $(64,279)$ | $(132,574)$ | $(64,600)$ |
| Net increase/(decrease) in cash and cash equivalents during the financial period | 94,366 | (810,314) | $(3,207)$ | $(835,033)$ |
| Cash and cash equivalents at beginning of the financial period | 1,684,377 | 2,173,609 | 1,559,871 | 2,074,296 |
| Cash and cash equivalents at end of the period | 1,778,743 | 1,363,295 | 1,556,664 | 1,239,263 |
| Cash and cash equivalents comprise the following: |  |  |  |  |
| Cash and short term funds | 2,202,036 | 1,703,088 | 1,979,957 | 1,579,056 |
| Adjustment for monies held in trust: |  |  |  |  |
| Clients' trust and dealers' representatives' balances | $(393,427)$ | $(313,445)$ | $(393,427)$ | $(313,445)$ |
| Remisiers' balances | $(29,866)$ | $(26,348)$ | $(29,866)$ | $(26,348)$ |
| Cash and cash equivalents at end of the period | 1,778,743 | 1,363,295 | 1,556,664 | 1,239,263 |

The unaudited condensed interim financial statements should be read in conjunction with the audited financial statements of the Group and the Bank for the year ended 31 December 2011.

## EXPLANATORY NOTES

## A1. Basis of preparation

The unaudited condensed interim financial statements for the financial period ended 30 September 2012 have been prepared under the historical cost convention, except for financial assets held for trading, financial investments available-for-sale, and derivative financial instruments, that have been measured at fair value.

The unaudited condensed interim financial statements have been prepared in accordance with MFRS 134 "Interim Financial Reporting" issued by the Malaysian Accounting Standards Board and paragraph 9.22 of Bursa Malaysia Securities Berhad's Listing Requirements. The unaudited condensed interim financial statements also comply with IAS 134 Interim Financial Reporting issued by International Accounting Standard Board. For the periods up to and including the year ended 31 December 2011, the Group prepared its financial statements in accordance with Financial Reporting Standards ("FRS").

The unaudited condensed interim financial statements should be read in conjunction with the Group's audited financial statements for the financial year ended 31 December 2011. The explanatory notes attached to the condensed interim financial statements provide an explanation of events and transactions that are significant to an understanding of the changes in the financial position and performance of the Group since the financial year ended 31 December 2011.

These unaudited condensed interim financial statements are the Group's first MFRS condensed interim financial statements for part of the period covered by the Group's first MFRS annual financial statements for the year ending 31 December 2012. MFRS 1 FirstTime Adoption of Malaysian Financial Reporting Standards ("MRFS 1") has been applied.

The significant accounting policies and methods of computation applied in the unaudited condensed interim financial statements are consistent with those adopted in the most recent audited annual financial statements for the financial year ended 31 December 2011, and modified for the adoption of the following accounting standards applicable for financial periods beginning on or after 1 January 2012:

MFRS 139 " Financial instruments: recognition and measurement"
Revised MFRS 124 "Related party disclosures"
Amendment to MFRS 112 "Income taxes"
IC Interpretation 19 "Extinguishing financial liabilities with equity instruments"
Amendment to IC Interpretation 14 "MFRS 19 - The limit on a defined benefit assets, minimum funding requirements
and their interaction"
Amendment to MFRS 1 "First time adoption on fixed dates and hyperinflation"
Amendment to MFRS 7 "Financial instruments: Disclosures on transfers of financial assets"
The adoption of the other new standards, amendments to published standards and interpretations are not expected to have impact on the financial results of the Group and the Bank.

The unaudited condensed interim financial statements incorporate those activities relating to Islamic banking which have been undertaken by the Group. Islamic banking refers generally to the acceptance of deposits, granting of financing and dealing in Islamic securities under Shariah principles.

The preparation of unaudited condensed interim financial statements in conformity with the MFRS requires the use of certain critical accounting estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the unaudited condensed interim financial statements, and the reported amounts of income and expenses during the reported period. It also requires Directors to exercise their judgement in the process of applying the Group and Bank's accounting policies. Although these estimates and assumptions are based on the Directors' best knowledge of current events and actions, actual results may differ from those estimates.

## A2. Changes in estimates

There were no material changes to financial estimates made in respect of the current financial period that had previously been announced or disclosed.

## A3. Dividends paid and proposed

An interim single tier dividend comprising 61.86 sen per ordinary share, amounting to RM61,864,000 and $3,717.05$ sen per redeemable preference shares amounting to RM37,170,514 in respect of financial year ended 31 December 2011, was paid on 19 March 2012.

No dividend have been proposed during the financial period 30 September 2012.

## A4. Significant events after balance sheet date

There were no significant events that had occurred between 31 December 2011 and the date of this announcement.

## EXPLANATORY NOTES (Continued)

A5. Financial assets held for trading
The Group and The Bank
At fair value
Quoted securities
In Malaysia

In Malaysia
Shares
75
46
Unquoted securities
In Malaysia

| Private debt securities | $\mathbf{7 0 , 8 7 3}$ |
| :--- | :---: |
| Total financial assets held for trading | $\mathbf{7 0 , 9 4 8}$ |

A6. Financial investments available-for-sale

|  | The Group |  | The Bank |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | 31 December 2011 RM'000 | 30 September 2012 RM'000 | 31 December 2011 RM'000 |
| At fair value |  |  |  |  |
| Unquoted securities |  |  |  |  |
| In Malaysia |  |  |  |  |
| Shares | 2,200 | 2,200 | - | - |
| Outside Malaysia |  |  |  |  |
| Shares | 8,118 | 6,834 | 6,331 | 6,331 |
| Total financial investments available-for-sale | 10,318 | 9,034 | 6,331 | 6,331 |
| Allowance for impairment losses : |  |  |  |  |
| Unquoted shares outside Malaysia | $(6,331)$ | $(6,331)$ | $(6,331)$ | $(6,331)$ |
|  | 3,987 | 2,703 | - | - |

The table below shows the movements in allowance for impairment losses during the period/financial year for the Group and the Bank:

|  | The Group |  | The Bank |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{aligned} & 31 \text { December } 2011 \\ & \text { RM'000 } \\ & \hline \end{aligned}$ | $\begin{gathered} 30 \text { September } 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{aligned} & 31 \text { December } 2011 \\ & \text { RM'000 } \\ & \hline \end{aligned}$ |
| At 1 January | 6,331 | - | 6,331 | - |
| Allowance made during the financial year | - | 6,331 | - | 6,331 |
| At 30 September/31 December | 6,331 | 6,331 | 6,331 | 6,331 |

A7. Loans, advances and financing
The Group and The Bank
(i) By type

Staff loans *
Other loans
Gross loans, advances and financing
Less: allowance for impairment losses

- Individual impairment allowance

| 30 September 2012 <br> RM'000 | 31 December 2011 <br> RM'000 |
| ---: | ---: |
| $\mathbf{6 4 , 1 3 3}$ |  |
| $\mathbf{7 6 5}$ | 41,579 |
| $\mathbf{6 4 , 8 9 8}$ | 891 |
| $\mathbf{( 7 6 5 )}$ | 42,470 |
| $\mathbf{( 9 6 1 )}$ | $(891)$ |
|  | $(623)$ |
| $\mathbf{6 3 , 1 7 2}$ | 40,956 |

- Portfolio impairment allowance
* Included in staff loans of the Group and the Bank are loans to Directors amounting to RM247,183 (2011: RM281,139).


## EXPLANATORY NOTES (Continued)

A7. Loans, advances and financing (continued)
The Group and The Bank
(ii) By type of customers

Individuals
Gross loans, advances and financing

| 30 September 2012 <br> RM'000 | 31 December 2011 <br> RM'000 |
| ---: | ---: |
|  |  |
| $\mathbf{6 4 , 8 9 8}$ | 42,470 |
| $\mathbf{6 4 , 8 9 8}$ | 42,470 |

(iii) By interest rate sensitivity

Fixed rate

- Other fixed rate loan

Gross loans, advances and financing

| $\mathbf{6 4 , 8 9 8}$ | 42,470 |
| ---: | ---: |
| $\mathbf{6 4 , 8 9 8}$ | 42,470 |

(iv) By economic purpose:

Personal use

| $\mathbf{2 8 3}$ | 108 |
| ---: | ---: |
| $\mathbf{5 0 , 4 5 7}$ | 30,665 |
| $\mathbf{1}$ | 1 |
| $\mathbf{1 4 , 1 5 7}$ | 11,696 |
| $\mathbf{6 4 , 8 9 8}$ | 42,470 |

(v) By geographical distribution

## Malaysia

| $\mathbf{6 4 , 8 9 8}$ | 42,470 |
| :--- | :--- |

(vi) By residual contractual maturity

Within one year

| $\mathbf{4 4 9}$ | 305 |
| ---: | ---: |
| $\mathbf{1 , 5 6 5}$ | 2,347 |
| $\mathbf{6 , 9 4 4}$ | 4,702 |
| $\mathbf{5 5 , 9 4 0}$ | 35,116 |
| $\mathbf{6 4 , 8 9 8}$ | 42,470 |

(vii) Impaired loans, advances and financing by economic purpose

Purchase of residential landed property
Purchase of transport vehicles
Gross impaired loans, advances and financing

| $\mathbf{5 7 4}$ | 591 |
| ---: | ---: |
| $\mathbf{1 9 1}$ | 300 |
| $\mathbf{7 6 5}$ | 891 |

(viii) Impaired loans, advances and financing by geographical distribution

Malaysia $\qquad$
(ix) Movement in the impaired loans, advances and financing are as follows:

At 1 January
Classified as impaired during the period/year
Amount written back in respect of recoveries
Amount written off
At 30 September/31 December

Ratio of gross impaired loans to total loans, advances and financing

| $\mathbf{8 9 1}$ | 822 |
| :---: | ---: |
| $\mathbf{3 4}$ | 214 |
| $(\mathbf{1 6 0 )}$ | $(135)$ |
| - | $(10)$ |
| $\mathbf{7 6 5}$ | 891 |
|  |  |
| $\mathbf{1 . 2 \%}$ | $2.1 \%$ |

## EXPLANATORY NOTES (Continued)

A7. Loans, advances and financing (continued)
(x) Movements in the allowance for impaired loans are as follows:

The Group and The Bank
Individual impairment allowance

| 30 September 2012 <br> RM'000 | 31 December 2011 <br> RM'000 |
| ---: | ---: |
| $\mathbf{8 9 1}$ | 822 |
| $\mathbf{3 4}$ | 214 |
| $\mathbf{( 1 6 0 )}$ | $(135)$ |
| - | $(10)$ |
| $\mathbf{7 6 5}$ | 891 |
|  |  |

Portfolio impairment allowance
At 1 January
Allowance made/(written back) during the period/year
At 30 September/31 December

| $\mathbf{6 2 3}$ | 650 |
| :---: | :---: |
| $\mathbf{3 3 8}$ | $(27)$ |
| $\mathbf{9 6 1}$ | 623 |

Portfolio impairment allowance as \% of gross loans, advances and financing less individual impairment allowance

A8. Other assets
Due from brokers and clients,
net of allowance for impairment loss
Collateral pledged for derivative transactions
Other debtors, deposits and prepayments, net of allowance for doubtful debts

| The Group | The Bank |  |  |
| ---: | ---: | ---: | ---: |
| 30 September <br> $\mathbf{2 0 1 2}$ <br> RM'000 | 31 December 2011 <br> 30 September 2012 | 31 December 2011 |  |
|  |  | RM'000 | RM'000 |
| $\mathbf{9 3 8 , 9 5 0}$ | 932,566 | $\mathbf{9 3 8 , 9 3 4}$ | 932,518 |
| $\mathbf{1 7 4 , 3 0 3}$ | 182,953 | $\mathbf{1 7 4 , 3 0 3}$ | 182,953 |
|  |  |  |  |
| $\mathbf{1 2 6 , 5 8 2}$ | 96,200 | $\mathbf{1 2 5 , 4 0 9}$ | 95,109 |
| $\mathbf{1 , 2 3 9 , 8 3 5}$ | $1,211,719$ | $\mathbf{1 , 2 3 8 , 6 4 6}$ | $1,210,580$ |

The Group and The Bank

| 30 September 2012 | 31 December 2011 |
| :---: | :---: |
| RM'000 | RM' $^{\prime} 000$ |

(i) By fros
(i) By type of deposits

Fixed deposits
Others

| $\mathbf{1 5 , 2 9 6}$ | 60,232 |
| ---: | ---: |
| $\mathbf{1 , 0 9 9 , 3 1 9}$ | 768,901 |
| $\mathbf{1 , 1 1 4 , 6 1 5}$ | 829,133 |

(ii) The maturity structure of fixed deposits and negotiable instruments of deposit is as follows :

Due within six months

| $\mathbf{1 5 , 2 9 6}$ | 60,232 |
| :--- | :--- |

(iii) By type of customers

Local government and statutory authorities
Business enterprises

| $\mathbf{5 4 , 4 0 0}$ | 54,650 |
| ---: | ---: |
| $\mathbf{8 4 7 , 2 4 6}$ | 582,493 |
| $\mathbf{2 0 9 , 2 1 9}$ | 188,241 |
| $\mathbf{3 , 7 5 0}$ | 3,749 |
| $\mathbf{1 , 1 1 4 , 6 1 5}$ | 829,133 |

30 September 2012 31 December 2011

A10. Deposits and placements of banks and other financial institutions
Licensed banks
Other financial institutions

| $\mathbf{7 7 5 , 0 3 7}$ | $1,167,558$ |
| ---: | ---: |
| $\mathbf{1 9 4 , 4 7 4}$ | 45,275 |
| $\mathbf{9 6 9 , 5 1 1}$ | $1,212,833$ |

A11. Other liabilities
Due to brokers and clients
Others

| 30 September <br> 2012 <br> RM'000 | 31 December 2011 <br> RM'000 | 30 September 2012 <br> RM'000 | 31 December 2011 |
| ---: | ---: | ---: | ---: |
|  |  |  | RM'000 |

A12. Interest income

| 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: |
| 30 September |  |  |  |
| 2012 | 30 September 2011 | 30 September 2012 | 30 September 2011 |
| RM'000 | RM'000 | RM'000 | RM'000 |

Group
Loans, advances and financing
Money at call and deposits placements with
banks and other financial institutions

| $\mathbf{4 9 7}$ | 405 | $\mathbf{1 , 3 1 2}$ | 1,193 |
| ---: | ---: | ---: | ---: |
| $\mathbf{8 , 8 9 2}$ | 6,361 | $\mathbf{2 2 , 6 1 0}$ | 26,020 |
| $\mathbf{1 , 2 7 9}$ | 1,687 | $\mathbf{3 , 9 0 0}$ | 4,775 |
| $\mathbf{1 , 1 4 9}$ | 1,550 | $\mathbf{3 , 5 6 7}$ | 3,844 |
| $\mathbf{1 9 6}$ | 252 | $\mathbf{2 7 7}$ | 796 |
| $\mathbf{1 2 , 0 1 3}$ | 10,255 | $\mathbf{3 1 , 6 6 6}$ | 36,628 |
| $\mathbf{4 7 6}$ | 1,099 | $\mathbf{2 , 2 4 6}$ | 2,384 |
| $\mathbf{1 2 , 4 8 9}$ | 11,354 | $\mathbf{3 3 , 9 1 2}$ | 39,012 |

## Bank

Loans, advances and financing

- interest income

| $\mathbf{4 9 7}$ | 405 | $\mathbf{1 , 3 1 2}$ | 1,193 |
| ---: | ---: | ---: | ---: |
| $\mathbf{8 , 1 5 0}$ | 6,068 | $\mathbf{2 0 , 9 7 7}$ | 25,210 |
| $\mathbf{1 , 2 7 9}$ | 1,687 | $\mathbf{3 , 9 0 0}$ | 4,775 |
| $\mathbf{1 , 1 4 9}$ | 1,550 | $\mathbf{3 , 5 6 7}$ | 3,844 |
| $\mathbf{1 9 6}$ | 252 | $\mathbf{2 7 7}$ | 796 |
| $\mathbf{1 1 , 2 7 1}$ | 9,962 | $\mathbf{3 0 , 0 3 3}$ | 35,818 |
| $\mathbf{4 7 6}$ | 1,099 | $\mathbf{2 , 2 4 6}$ | 2,384 |
| $\mathbf{1 1 , 7 4 7}$ | 11,061 | $\mathbf{3 2 , 2 7 9}$ | 38,202 |

A13. Interest expense

## Group

Deposits and placements of banks and
other financial institutions

| $\mathbf{4 , 4 6 2}$ | 3,754 | $\mathbf{1 5 , 2 2 1}$ | 12,916 |
| ---: | :---: | ---: | :---: |
| $\mathbf{9 , 6 4 5}$ | 6,799 | $\mathbf{2 3 , 4 1 9}$ | 24,606 |
| $\mathbf{1 2 6}$ | - | $\mathbf{3 4 1}$ | - |
| $\mathbf{1 4 , 2 3 3}$ | 10,553 | $\mathbf{3 8 , 9 8 1}$ | 37,522 |

Deposits from customers
Subordinated notes

| $\mathbf{4 , 4 6 2}$ | 3,754 | $\mathbf{1 5 , 2 2 1}$ | 12,916 |
| ---: | ---: | ---: | ---: |
| $\mathbf{9 , 6 4 5}$ | 6,799 | $\mathbf{2 3 , 4 1 9}$ | 24,606 |
| $\mathbf{1 4 , 1 0 7}$ | 10,553 | $\mathbf{3 8 , 6 4 0}$ | 37,522 |

## EXPLANATORY NOTES (Continued)

A14. Non interest income

| 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: |
| 30 September | 30 September | 30 September | 30 September |
| $\mathbf{2 0 1 2}$ | 2011 | $\mathbf{2 0 1 2}$ | 2011 |
| RM'000 | RM'000 | RM'000 | RM'000 |

## Group

a) Fee income and commission income:

Portfolio management fees
Advisory and arrangement fees
Underwriting commissions
Placement fees
Other fee income

| $\mathbf{2 , 1 1 9}$ | 1,824 | $\mathbf{6 , 3 3 0}$ | 7,034 |
| ---: | ---: | ---: | ---: |
| $\mathbf{4 , 7 4 7}$ | 12,890 | $\mathbf{5 5 , 6 3 4}$ | 98,033 |
| $\mathbf{5 9 6}$ | 994 | $\mathbf{5 9 6}$ | 2,603 |
| $\mathbf{5 , 1 9 1}$ | 621 | $\mathbf{5 , 6 8 9}$ | 10,976 |
| $\mathbf{7 , 9 4 5}$ | 132 | $\mathbf{1 0 , 6 7 8}$ | 6,517 |
| $\mathbf{2 0 , 5 9 8}$ | 16,461 | $\mathbf{7 8 , 9 2 7}$ | 125,163 |

b) Net trading expense:

Loss arising from trading in financial assets held for trading

- realised gain
- unrealised loss

Gain/(loss) arising from trading in derivative financial instruments

- realised gain
- unrealised (loss)/gain

| $\mathbf{( 8 0 9 )}$ | $(4,433)$ | $\mathbf{( 9 1 8 )}$ | $(4,489)$ |
| :---: | :---: | :---: | ---: |
| $\mathbf{2 , 5 0 7}$ | 39 | $\mathbf{3 , 9 9 7}$ | 1,382 |
| $\mathbf{( 3 , 3 1 6 )}$ | $(4,472)$ | $\mathbf{( 4 , 9 1 5 )}$ | $(5,871)$ |
| $\mathbf{1 9 4}$ | 620 | $\mathbf{1 , 2 1 9}$ | $(1,281)$ |
| $\mathbf{4 8 7}$ | 236 | $\mathbf{1 , 0 0 5}$ | 866 |
| $\mathbf{( 2 9 3 )}$ | 384 | $\mathbf{2 1 4}$ | $(2,147)$ |
| $\mathbf{( 6 1 5 )}$ | $(3,813)$ | $\mathbf{3 0 1}$ | $(5,770)$ |

c) Dividend income from:

Financial assets held for trading

| - | 1 | $\mathbf{1 0}$ | 21 |
| :---: | :---: | :---: | :---: |

Other income:
Foreign exchange loss
Gain on disposal of property, plant and equipment
Income from asset management and securities services
Brokerage income
Other non-operating income

Total non interest income

|  |  |  |  |
| ---: | ---: | ---: | ---: |
| $(\mathbf{1 , 1 9 0})$ | $(972)$ | $\mathbf{( 7 9 0 )}$ | $(1,261)$ |
| $\mathbf{5 0 7}$ | 205 | $\mathbf{1 , 3 7 6}$ | 1,836 |
| $\mathbf{4 , 1 8 1}$ | 4,376 | $\mathbf{1 2 , 8 8 2}$ | 13,094 |
| $\mathbf{5 0 , 5 2 3}$ | 40,569 | $\mathbf{1 3 4 , 5 3 7}$ | 116,345 |
| $\mathbf{2 2 6}$ | 987 | $\mathbf{9 1 3}$ | 2,047 |
| $\mathbf{5 4 , 2 4 7}$ | 45,165 | $\mathbf{1 4 8 , 9 1 8}$ | 132,061 |
|  |  |  |  |
| $\mathbf{7 4 , 2 3 0}$ | 57,814 | $\mathbf{2 2 8 , 1 5 6}$ | 251,475 |

Bank
a) Fee income and commission income:

Portfolio management fees

| $\mathbf{2 , 1 1 9}$ | 1,824 | $\mathbf{6 , 3 3 0}$ | 7,034 |
| ---: | ---: | ---: | ---: |
| $\mathbf{4 , 7 4 7}$ | 12,891 | $\mathbf{5 5 , 6 3 4}$ | 98,034 |
| $\mathbf{5 9 6}$ | 994 | $\mathbf{5 9 6}$ | 2,603 |
| $\mathbf{5 , 1 9 1}$ | 621 | $\mathbf{5 , 6 8 9}$ | 10,976 |
| $\mathbf{7 , 9 4 5}$ | 131 | $\mathbf{1 0 , 6 7 8}$ | 6,516 |
| $\mathbf{2 0 , 5 9 8}$ | 16,461 | $\mathbf{7 8 , 9 2 7}$ | 125,163 |
|  |  |  |  |
| $\mathbf{( 8 0 9 )}$ | $(4,433)$ | $\mathbf{( 9 1 8 )}$ | $(4,489)$ |
| $\mathbf{2 , 5 0 7}$ | 39 | $\mathbf{3 , 9 9 7}$ | 1,382 |
| $\mathbf{( 3 , 3 1 6 )}$ | $(4,472)$ | $\mathbf{( 4 , 9 1 5 )}$ | $(5,871)$ |
| $\mathbf{1 9 4}$ | 620 | $\mathbf{1 , 2 1 9}$ | $(1,281)$ |
| $\mathbf{4 8 7}$ | 236 | $\mathbf{1 , 0 0 5}$ | 866 |
| $\mathbf{( 2 9 3 )}$ | 384 | $\mathbf{2 1 4}$ | $(2,147)$ |
| $\mathbf{( 6 1 5 )}$ | $(3,813)$ | $\mathbf{3 0 1}$ | $(5,770)$ |

c) Dividend income from:

Financial assets held for trading

| - | 1 | $\mathbf{1 0}$ | 21 |
| ---: | ---: | ---: | ---: |
|  |  |  |  |
| $\mathbf{( 1 , 1 8 4 )}$ | $(972)$ | $\mathbf{( 7 8 4 )}$ | $(1,261)$ |
| $\mathbf{5 0 7}$ | 205 | $\mathbf{1 , 3 7 6}$ | 1,836 |
| $\mathbf{4 , 1 8 1}$ | 4,376 | $\mathbf{1 2 , 8 8 2}$ | 13,094 |
| $\mathbf{4 9 , 3 3 3}$ | 39,660 | $\mathbf{1 3 1 , 1 7 3}$ | 113,588 |
| $\mathbf{2 2 6}$ | 987 | $\mathbf{9 1 2}$ | 2,048 |
| $\mathbf{5 3 , 0 6 3}$ | 44,256 | $\mathbf{1 4 5 , 5 5 9}$ | 129,305 |
|  |  |  |  |
| $\mathbf{7 3 , 0 4 6}$ | 56,905 | $\mathbf{2 2 4 , 7 9 7}$ | 248,719 |

## EXPLANATORY NOTES (Continued)

A15. Overheads

Personnel costs

- Salaries, allowances and bonuses
- Pension cost (defined contribution plan)
- Others

Establishment costs

- Depreciation of property, plant and equipment
- Rental

| 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ |
| 73,759 | 61,842 | 196,345 | 197,511 |
| 7,302 | 6,729 | 21,969 | 22,023 |
| 7,596 | 5,572 | 20,343 | 19,721 |
| 7,888 | 7,715 | 20,602 | 20,637 |
| 3,807 | 4,308 | 12,416 | 11,271 |
| 5,725 | 4,952 | 20,334 | 19,235 |
| 4,014 | 14,287 | 8,155 | 33,636 |
| 3,618 | 4,159 | 6,804 | 10,764 |
| 2,054 | 2,269 | 5,186 | 7,711 |
| 11,142 | 14,337 | 35,486 | 36,080 |
| 126,905 | 126,170 | 347,640 | 378,589 |

Shared services cost

## Bank

Personnel costs

- Salaries, allowances and bonuses
- Pension cost (defined contribution plan)
- Others
- Others

Establishment costs

- Depreciation of property, plant and equipment
- Rental
- Others


## Marketing expenses

| - Advertisement | $\mathbf{4 , 0 1 4}$ | 14,276 | $\mathbf{8 , 1 5 2}$ | 33,621 |
| :--- | ---: | ---: | ---: | ---: |
| - Others | $\mathbf{3 , 6 0 0}$ | 4,154 | $\mathbf{6 , 7 4 6}$ |  |
|  |  |  |  |  |
| Administration and general expenses |  |  |  |  |
| - Legal and professional fees | $\mathbf{2 , 0 4 4}$ | 2,262 | $\mathbf{5 , 1 5 8}$ |  |
| - Others | $\mathbf{1 1 , 0 1 7}$ | 14,255 | $\mathbf{3 5 , 0 5 7}$ | 35,849 |
|  |  |  | $\mathbf{3 4 4 , 6 0 7}$ |  |

Shared services cost

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| $(\mathbf{4 7 , 6 4 1})$ | $(54,473)$ | $\mathbf{( 1 4 0 , 4 3 6 )}$ | $(155,818)$ |
| $\mathbf{7 8 , 3 1 5}$ | 70,879 | $\mathbf{2 0 4 , 1 7 1}$ | 220,408 |

A16. Allowance for impairment losses on loans, advances and financing

| 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: |
| 30 September | 30 September | 30 September | 30 September |
| 2012 | 2011 | $\mathbf{2 0 1 2}$ | 2011 |
| RM'000 | RM' 000 | RM'000 | $R^{\prime} 000$ |

Allowance for impaired loans and financing :
Net allowance made/(written back) during the financial period -Individual impairment allowance/(written back)
-Portfolio impairment allowance

| $\mathbf{2 3}$ | 67 | $\mathbf{( 1 2 6 )}$ | 19 |
| ---: | ---: | :---: | :---: |
| $\mathbf{2 1 0}$ | 6 | $\mathbf{3 3 8}$ | $(2)$ |
| $\mathbf{2 3 3}$ | 73 | $\mathbf{2 1 2}$ | 17 |

## EXPLANATORY NOTES (Continued)

A17. Derivative financial instruments and commitment and contingencies
i) Derivative financial instruments

The following tables summarise the contractual or underlying principal amounts of trading derivative. The principal or contractual amounts of these instruments reflect the volume of transactions outstanding at the end of reporting period, and do not represent amounts at risk.

Trading derivative financial instruments are revalued on a gross position basis and the unrealised gains or losses are reflected in "Derivative Financial Instruments" Assets and Liabilities respectively.

|  | The Group and The Bank |  |  |
| :---: | :---: | :---: | :---: |
|  | Principal amount RM'000 |  | Liabilities <br> RM'000 |
| At 30 September 2012 |  |  |  |
| Trading derivative |  |  |  |
| Interest rate derivatives |  |  |  |
| Interest rate swaps |  |  |  |
| - Less than 1 year- More than 3 years | 284,260 | 2,147 | $(9,948)$ |
|  | 520,500 | 30,950 | $(35,398)$ |
|  | 804,760 | 33,097 | $(45,346)$ |
| Equity derivatives |  |  |  |
| Equity options |  |  |  |
| - Less than 1 year- More than 3 years | 222,579 | - | - |
|  | 268,189 | 34 | (34) |
|  | 490,768 | 34 | (34) |
| Total derivative assets/(liabilities) | 1,295,528 | 33,131 | $(45,380)$ |

At 31 December 2011
Trading derivative
Interest rate derivatives
Interest rate swaps
-1 year to 3 years

- More than 3 years

| 314,660 | 5,040 | $(19,612)$ |
| ---: | ---: | :--- |
| 546,450 | 42,347 | $(60,855)$ |
| 861,110 | 47,387 | $(80,467)$ |

Equity derivatives
Equity options
-1 year to 3 years

- More than 3 years

| 248,061 | - | - |
| :---: | :---: | :---: |
| 292,496 | 1,054 | $(1,054)$ |
| 540,557 | 1,054 | $(1,054)$ |
|  |  |  |
| $1,401,667$ | 48,441 | $(81,521)$ |

## EXPLANATORY NOTES (Continued)

A17. Derivative financial instruments and commitment and contingencies (Continued)

## i) Derivative financial instruments (Continued)

The Group's derivative financial instruments are subject to market and credit risk, as follows:

Market Risk
Market risk is defined as any fluctuation in the value arising from changes in value of market risk factors such as interest rates, currency exchange rates, credit spreads, equity prices, commodities prices and their associated volatility. The contractual amounts provide only a measure of involvement in these types of transactions and do not represent the amounts subject to market risk. The Group's risk management department monitors and manages market risk exposure via stress testing of the Group's Capital-at-Risk (CaR) model, in addition to reviewing and analysing its treasury trading strategy, positions and activities vis-à-vis changes in the financial market, monitoring limit usage, assessing limit adequacy, and verifying transaction prices.

Credit Risk
Credit risk arises when counterparties to derivative contracts, such as interest rate swaps, are not able to or willing to fulfil their obligation to pay the Group and the Bank the positive fair value or receivable resulting from the execution of contract terms. As at 30 September 2012, the amount of credit risk in the Group and the Bank, measured in terms of the cost to replace the profitable contracts, was RM33,131,000 (31 December 2011: RM48,441,000). This amount will increase or decrease over the life of the contracts, mainly as a function of maturity dates and market rates or prices.

There have been no changes since the end of the previous financial year in respect of the following:
a) the types of derivative financial contracts entered into and the rationale for entering into such
contracts, as well as the expected benefits accruing from these contracts;
b) the risk management policies in place for mitigating and controlling the risks associated with these financial derivative contracts; and
c) the related accounting policies

The above information, policies and procedures in respect of derivative financial instruments of the Group and the Bank are discussed in the audited annual financial statements for the financial year ended 31 December 2011 and the Risk Management section of the 2011 in Annual Report of CIMB Group Holdings Berhad.

## ii) Commitment and contingencies

In the normal course of business, the Group and the Bank enters into various commitments and incur certain contingent liabilities with legal recourse to their customers. No material losses are anticipated as a result of these transactions and hence, they are not provided for in the Financial Statements.

These commitments and contingencies are not secured over the Group and the Bank.

The notional or principal amount of the commitments and contingencies constitute the following :

The Group and The Bank

|  | 30 September 2012 <br> Principal amount RM'000 | 31 December 2011 <br> Principal <br> amount <br> RM'000 |
| :---: | :---: | :---: |
| Credit-related |  |  |
| Irrevocable commitments to extend credit: <br> - Maturity exceeding 1 year | 6,014 | 59 |
| Underwriting obligations | 158,518 | 81,887 |
| Miscellaneous commitments and contingencies | - | - |
| Total credit-related commitments and contingencies | 164,532 | 81,946 |
| Treasury-related |  |  |
| Interest rate related contracts |  |  |
| - Less than one year | 284,260 | - |
| - One year to less than 5 years | - | 314,660 |
| - Five years and above | 520,500 | 546,450 |
| Equity related contracts |  |  |
| - Less than one year | 222,579 | - |
| - One year to less than 5 years | - | 248,061 |
| - Five years and above | 268,189 | 292,496 |
| Total treasury-related commitments and contingencies | 1,295,528 | 1,401,667 |
|  | 1,460,060 | 1,483,613 |

## EXPLANATORY NOTES (Continued)

## A18. Capital Adequacy

(A) 30 September 2012
(a) The capital adequacy ratios of the Group and Bank are as follows:

|  | The Group | The Bank |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{1 6 . 5 7 \%}$ | $\mathbf{1 6 . 7 2 \%}$ |
| Risk-weighted capital ratio | $\mathbf{1 6 . 6 0 \%}$ | $\mathbf{1 6 . 7 2 \%}$ |


|  | The Group RM'000 | The Bank RM'000 |
| :---: | :---: | :---: |
| (b) Components of Tier I and Tier II capital are as follows: Tier I capital |  |  |
| Paid-up capital | 100,000 | 100,000 |
| Retained profits | 205,507 | 196,307 |
| Other reserves | 174,568 | 174,568 |
|  | 480,075 | 470,875 |
| Less: Deferred tax assets | $(39,474)$ | $(39,288)$ |
| Deduction in excess of Tier II Capital | - | $(8,079)$ |
| Total Tier I capital | 440,601 | 423,508 |

## Tier II capital

Cumulative preference shares
Portfolio impairment allowance
Total Tier II capital


Less:
Investments in subsidiaries
Total eligible Tier II capital
Total capital base

| (50) | $(9,050)$ |
| :---: | :---: |
| 921 | - |
| 441,522 | 423,508 |

(c) The breakdown of risk-weighted assets ("RWA") by each major risk category is as follows:
The Group

RM'000 $\quad$| The Bank |
| ---: |
| RM'000 |

N1 The excess of Tier II capital was deducted under Tier I capital
N2 The capital base of the Group and the Bank as at 30 September 2012 has excluded portfolio impairment allowance on impaired loans restricted from Tier II capital of RM961,000 respectively

## EXPLANATORY NOTES (Continued)

## A18. Capital Adequacy (Continued)

(B) 31 December 2011
(a) The capital adequacy ratios of the Group and Bank are as follows:

|  |  | The Group |
| :--- | ---: | ---: |
| Before deducting proposed dividend |  | The Bank |
| Core capital ratio | $21.02 \%$ |  |
| Risk-weighted capital ratio | $21.04 \%$ | $20.96 \%$ |
|  |  | $20.96 \%$ |
| After deducting proposed dividend | $16.51 \%$ | $16.53 \%$ |

(b) Components of Tier I and Tier II capital for the financial year ended 31 December 2011 are as follows:

|  | The Group RM'000 | The Bank RM'000 |
| :---: | :---: | :---: |
| Tier I capital |  |  |
| Paid-up capital | 100,000 | 100,000 |
| Retained profits | 192,837 | 184,210 |
| Other reserves | 209,290 | 209,290 |
|  | 502,127 | 493,500 |
| Less: Deferred tax assets | $(40,460)$ | $(40,274)$ |
| Deduction in excess of Tier II Capital | - | $(8,417)$ |
| Total Tier I capital | 461,667 | 444,809 |

## Tier II capital

Cumulative preference shares
Portfolio impairment allowance
Total Tier II capital


Less:
Investments in subsidiaries

(c) The breakdown of risk-weighted assets ("RWA") by each major risk category is as follows:
\(\left.$$
\begin{array}{rr}\text { The Group } \\
\text { RM'000 }\end{array}
$$ \begin{array}{r}The Bank <br>

RM'000\end{array}\right\}\)|  |
| ---: |
| $1,081,967$ |
| 307,315 |
| 807,424 |
| $2,196,706$ | | $1,015,497$ |
| ---: |

N1 The excess of Tier II capital was deducted under Tier I capital
N2 The capital base of the Group and the Bank as at 31 December 2011 has excluded portfolio impairment allowance on impaired loans restricted from Tier II capital of RM623,000 respectively

## EXPLANATORY NOTES (Continued)

## A19. Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker is the person or group that allocates resources to and assesses the performance of the operating segments of an entity. The Group has determined the Group Management Committee as its chief operating decision-maker.

Segment information is presented in respect of the Group's business segment.
The business segment results are prepared based on the Group's internal management reporting, which reflect the organisation's management reporting structure.

## Definition of segments

For management purposes, the Group is divided into five major business lines - Financial advisory, underwriting and other fees, Debt related, Equity related, Investments and securities services and Support and others. The business lines are the basis on which the Group reports its primary segment information.

Financial advisory, underwriting and other fees mainly comprise fees derived from structured financial solutions, origination of capital market products including debt and equity, mergers and acquisitions, secondary offerings, asset backed securities, debt restructurings, corporate advisory, Islamic capital market products and project advisory. In addition, this segment also includes underwriting of primary equities and debt products.

Debt related mainly comprises proprietary trading and market making in the secondary market for debt, debt related derivatives and structured products. It also invests in proprietary capital.

Equity related mainly comprises institutional and retail broking business for securities listed on the Exchange. It also includes income from trading and investing in domestic and regional equities market.

Investments and securities services mainly comprise annuity income derived from fund management, agency and securities services.
Support and others mainly comprise all middle and back-office processes and other related services which are non-core operations.

The following table presents an analysis of the Group's results by business segments:

| The Group | Financial advisory, underwriting and other fees RM'000 | Debt related RM'000 | Equity related <br> RM'000 | Investments and securities services RM’000 | Support and others RM'000 | $\begin{array}{r} \text { Total } \\ \text { RM'000 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 30 September 2012 |  |  |  |  |  |  |
| Net interest expense | - | $(5,069)$ | - | - | - | $(5,069)$ |
| Non interest income | 62,029 | 2,001 | 138,184 | 21,665 | 4,277 | 228,156 |
| Income from Islamic |  |  |  |  |  |  |
| Banking operations | 79,751 | 3,779 | 50,517 | 3,186 | 1,290 | 138,523 |
| Overheads | $\begin{gathered} 141,780 \\ (58,199) \end{gathered}$ | $\begin{array}{r} 711 \\ (10,390) \\ \hline \end{array}$ | $\begin{array}{r} 188,701 \\ (109,014) \\ \hline \end{array}$ | $\begin{array}{r} 24,851 \\ (24,349) \\ \hline \end{array}$ | $\begin{array}{r} \mathbf{5 , 5 6 7} \\ (\mathbf{5 , 2 5 2}) \\ \hline \end{array}$ | $\begin{array}{r} 361,610 \\ (207,204) \\ \hline \end{array}$ |
| of which |  |  |  |  |  |  |
| Depreciation of property, plant and equipment | $(3,122)$ | $(4,406)$ | $(10,253)$ | $(2,821)$ | - | $(20,602)$ |
| Profit/(loss) before allowances | 83,581 | $(9,679)$ | 79,687 | 502 | 315 | 154,406 |
| Allowance for impairment losses on loans, advances and financing | - | (212) | - | - | - | (212) |
| Allowance for impairment losses on other receivables | $(5,736)$ | - | - | - | - | $(5,736)$ |
| Segment results | 77,845 | $(9,891)$ | 79,687 | 502 | 315 | 148,458 |
| Share of results of associates |  |  |  |  |  | 541 |
| Profit before taxation |  |  |  |  |  | 148,999 |
| Taxation |  |  |  |  |  | $(44,674)$ |
| Net profit for the period |  |  |  |  |  | 104,325 |

## EXPLANATORY NOTES (Continued)

## A19. Segment reporting (Continued)

The following table presents an analysis of the Group's results by business segments: (continued)

| The Group | Financial advisory, underwriting and other fees RM'000 | Debt related RM'000 | Equity related RM'000 | Investments and securities services RM'000 | Support and <br> others RM'000 | $\begin{array}{r} \text { Total } \\ \text { RM'000 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 30 September 2011 |  |  |  |  |  |  |
| Net interest income | - | 1,490 | - | - | - | 1,490 |
| Non interest income | 70,610 | 27,417 | 136,795 | 13,244 | 3,409 | 251,475 |
| Income from Islamic |  |  |  |  |  |  |
| Banking operations | 32,176 | 961 | 31,308 | - | 218 | 64,663 |
|  | 102,786 | 29,868 | 168,103 | 13,244 | 3,627 | 317,628 |
| Recoveries from investment management and securities services | - | - | - | 30,000 | . | 30,000 |
| Overheads | $(38,978)$ | $(36,562)$ | $(123,590)$ | $(18,516)$ | $(5,125)$ | $(222,771)$ |
| of which: |  |  |  |  |  |  |
| Depreciation of property, plant and equipment | $(3,374)$ | $(4,886)$ | $(9,443)$ | $(2,934)$ | - | $(20,637)$ |
| Profit/(loss) before allowances | 63,808 | $(6,694)$ | 44,513 | 24,728 | $(1,498)$ | 124,857 |
| Allowance for impairment losses on loans, advances and financing | - | (17) | - | - | - | (17) |
| Allowance for impairment losses on other receivables | $(4,738)$ | - | - | - | - | $(4,738)$ |
| Segment results | 59,070 | $(6,711)$ | 44,513 | 24,728 | $(1,498)$ | 120,102 |
| Share of results of associates |  |  |  |  |  | 148 |
| Profit before taxation |  |  |  |  |  | 120,250 |
| Taxation |  |  |  |  |  | $(35,563)$ |
| Net profit for the period |  |  |  |  |  | 84,687 |

## EXPLANATORY NOTES (Continued)

A20. The operations of Islamic Banking
A20a. Unaudited Statements of Financial Position as at 30 September 2012

The Group and The Bank


A20b. Unaudited Statements of Income for the financial period ended 30 September 2012

## The Group and The Bank

| 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 }^{\prime} \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | 30 September 2012 RM'000 | 30 September 2011 RM'000 |
| 928 | $(2,255)$ | 1,452 | 514 |
| 62,136 | 39,333 | 154,583 | 72,687 |
| 301 | (8) | 8 | (72) |
| 63,365 | 37,070 | 156,043 | 73,129 |
| $(10,943)$ | $(2,790)$ | $(17,512)$ | $(8,538)$ |
| 52,422 | 34,280 | 138,531 | 64,591 |
| (18) | (149) | (466) | (561) |
| (506) | (335) | (928) | $(1,030)$ |
| 51,898 | 33,796 | 137,137 | 63,000 |
| $(24,548)$ | (890) | $(34,341)$ | $(1,193)$ |
| 27,350 | 32,906 | 102,796 | 61,807 |

A20c. Unaudited Statements of Comprehensive Income for the financial period ended 30 September 2012

|  | 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM' }^{\prime} 000 \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM' }^{\prime} 000 \end{gathered}$ | 30 September 2012 RM'000 | 30 September 2011 RM'000 |
| Profit for the period | 27,350 | 32,906 | 102,796 | 61,807 |
| Total comprehensive income for the period | 27,350 | 32,906 | 102,796 | 61,807 |

A20d. Deposits from customers
The Group and The Bank

| 30 September 2012 <br> RM'000 | 31 December 2011 |
| ---: | ---: |
|  | RM'000 |
| $\mathbf{1 0 2 , 2 1 8}$ | 77,340 |
| $\mathbf{1 7 3 , 5 0 0}$ | 182,150 |
| $\mathbf{2 7 5 , 7 1 8}$ | 259,490 |

## EXPLANATORY NOTES (Continued)

B1. Group Performance Review
The Group achieved a profit after tax of RM104.3million for the period ended 30 September 2012, a $23.1 \%$ increase compared to the profit after tax of RM84.7 million for the period ended 30 September 2011. This was mainly due to an increase in fee income from several Islamic equity capital market transactions in 2012.

Overhead expenses decreased 7.0\% from RM222.8 million in September 2011 to RM207.2 million in September 2012, mainly due to a decrease of advertisement expenses by RM25.5 million.

B2. Prospects for the Current Financial Year

The Group momentum is strong going into 4 Q 12 but so are the external headwinds as growth in the region has slowed. But the Group remains optimistic as its capital market deal pipeline is good. These are key to strengthening the Group's competitive edge across various businesses and achieving its long term aspirations.

## B3. Tax Expense

|  | The Group |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3rd quarter ended |  | Nine months ended |  |
|  | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \end{gathered}$ | 30 September 2011 <br> RM'000 |
| Current tax |  |  |  |  |
| - Malaysian income tax | 13,306 | 21,212 | 43,689 | 40,237 |
| Deferred tax | - | $(5,773)$ | 985 | $(4,674)$ |
|  | 13,306 | 15,439 | 44,674 | 35,563 |
| Reconciliation |  |  |  |  |
| Profit before taxation | 44,668 | 49,872 | 148,999 | 120,250 |
| Tax calculated at a tax rate of 25\% (2011: $25 \%$ ) | 11,167 | 12,468 | 37,250 | 30,063 |
| Income not subject to tax, expenses not deductible for tax purposes and overprovision in prior years | 2,139 | 2,971 | 7,424 | 5,500 |
|  | 13,306 | 15,439 | 44,674 | 35,563 |

The Bank

|  | 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 September 2012 <br> RM'000 | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2012 \\ \text { RM'000 } \\ \hline \end{gathered}$ | $\begin{gathered} 30 \text { September } \\ 2011 \\ \text { RM'000 } \end{gathered}$ |
| Current tax |  |  |  |  |
| - Malaysian income tax | 13,093 | 21,112 | 43,279 | 39,927 |
| Deferred tax | - | $(5,773)$ | 985 | $(4,674)$ |
|  | 13,093 | 15,339 | 44,264 | 35,253 |
| Reconciliation |  |  |  |  |
| Profit before taxation | 43,639 | 49,440 | 146,824 | 118,845 |
| Tax calculated at a tax rate of $25 \%$ (2011: $25 \%$ ) | 10,910 | 12,360 | 36,706 | 29,711 |
| Income not subject to tax, expenses not deductible for tax purposes and overprovision in prior years | 2,183 | 2,979 | 7,558 | 5,542 |
|  | 13,093 | 15,339 | 44,264 | 35,253 |

## EXPLANATORY NOTES (Continued)

B4. Computation of Earning Per Share (EPS)

## Basic EPS

The Group's and the Bank's basic EPS is calculated by dividing the net profit for the financial period by the weighted average number of ordinary shares in issue during the financial period.

| The Group | 3rd quarter ended |  | Nine months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 30 September 2012 | $\begin{gathered} 30 \text { September } \\ 2011 \end{gathered}$ | 30 September 2012 | 30 September 2011 |
| Net profit for the financial period (RM '000) | 31,362 | 34,433 | 104,325 | 84,687 |
| Weighted average number of share ( '000) | 100,000 | 100,000 | 100,000 | 100,000 |
| Basic earnings per share (sen) | 31.36 | 34.43 | 104.33 | 84.69 |
| The Bank | 3rd quarter ended |  | Nine months ended |  |
|  | $\begin{aligned} & 30 \text { September } \\ & 2012 \end{aligned}$ | $\begin{aligned} & 30 \text { September } \\ & 2011 \end{aligned}$ | $\begin{aligned} & 30 \text { September } \\ & 2012 \end{aligned}$ | $\begin{aligned} & 30 \text { September } \\ & 2011 \end{aligned}$ |
| Net profit for the financial period (RM '000) | 30,546 | 34,101 | 102,560 | 83,592 |
| Weighted average number of share ( '000) | 100,000 | 100,000 | 100,000 | 100,000 |
| Basic earnings per share (sen) | 30.55 | 34.10 | 102.56 | 83.59 |

