



Analyst Presentation FY20 Results

CIMB Group Holdings

26 February 2021

FORWARD  Your Ambitions



01 Overview



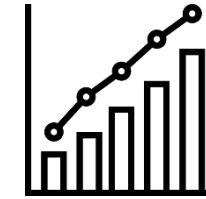
Key Highlights: FY20 ROE at 2.1%



Top line improvement in 4Q20



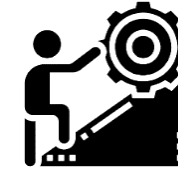
Costs exceed target



Elevated provisions in FY20
across MIST



Macro headwinds due to resurgence of
COVID across the region



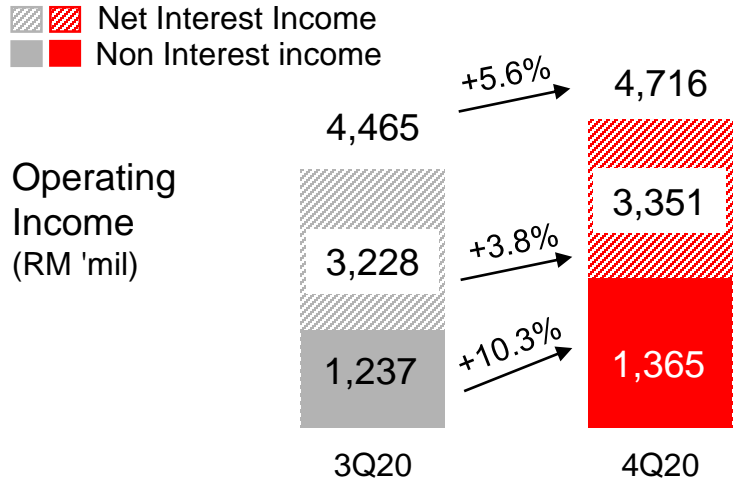
Expect 2021 performance to be stronger
but challenges remain

- Operating income -3.4% YoY, as NOII -13.1% from weaker trading income with flat NII. NIM -14bps YoY from rate cuts and modification loss. However, 4Q20 topline +5.6% QoQ underpinned by improved NOII and NIM
- Gross loans -1.0% YoY as Group derisked the balance sheet, while deposits +2.3% YoY driven by 22.6% CASA growth
- Opex 5.5% lower YoY with CIR improving to 52.2%. Delivered on cost reduction target of RM500mil for FY20
- Elevated provisions across all business segments and countries, bringing about a FY20 credit cost of 1.46% (vs 0.44% in FY19)
- FY20 ROE of 2.1% with 4Q20 at 1.5%. FY20 net profit fell 76.2% from higher provisions across MIST as well as management overlays and MEF adjustments
- CET1 strengthened to 13.3% as at end Dec-20

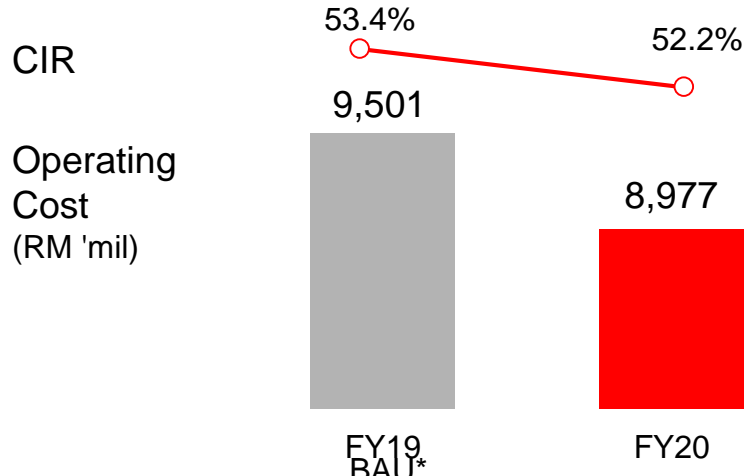


Key Business/Operational Highlights

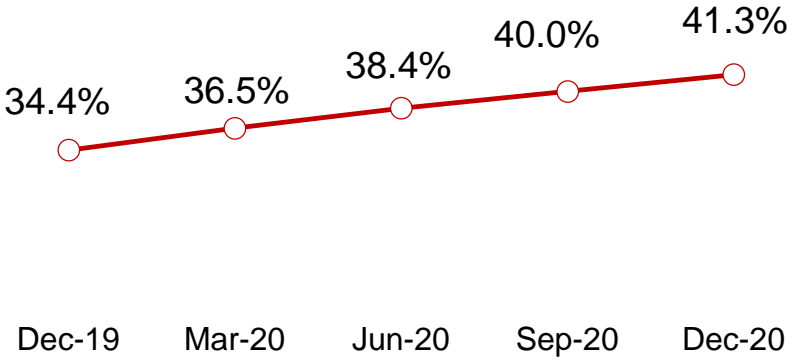
Stronger 4Q20 Operating Income



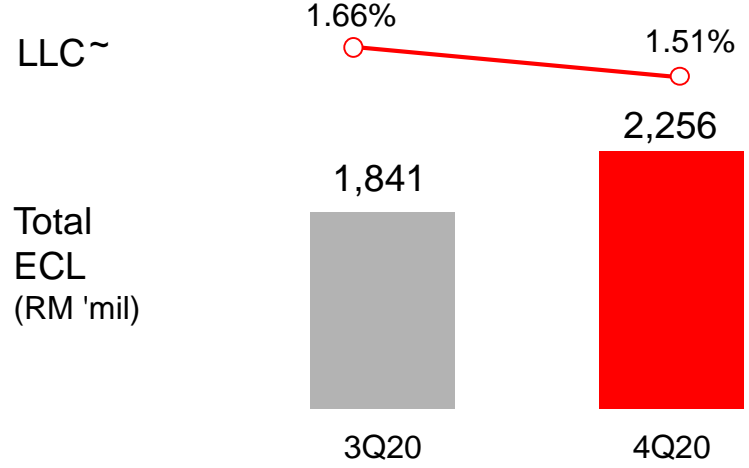
Costs Were Kept Firmly Under Control



CASA Ratio Continues To Improve

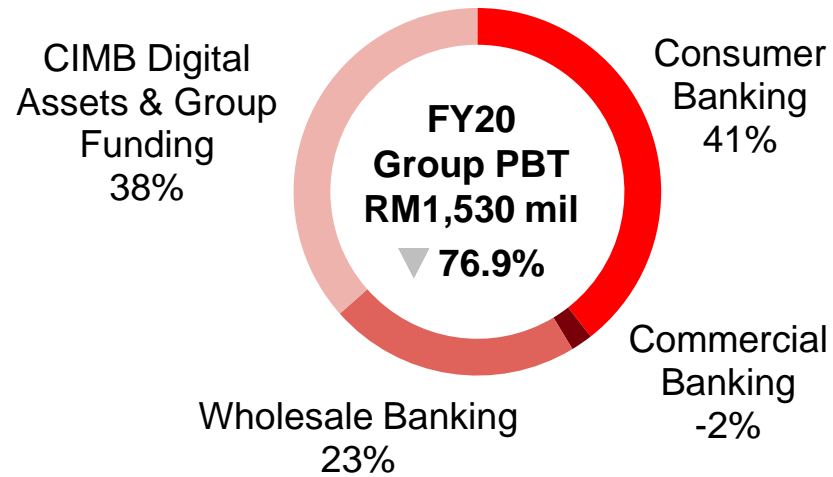


Higher ECL in 4Q20



Note: ~Annualised
 * Excludes MY FMC of RM261mil and ID MSS of RM105mil; Impairment and write off of intangible assets of RM6mil

PBT By Segment



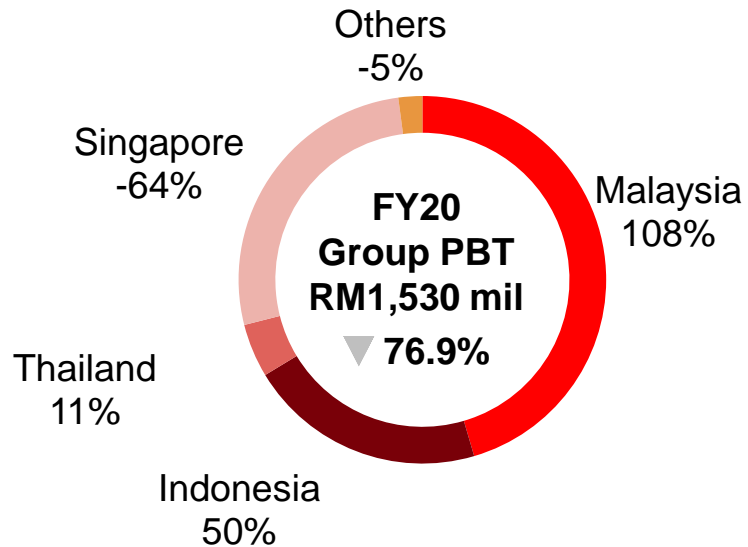
- 4Q20 Consumer PBT weaker from provisions mainly due to management overlays. 4Q20 Consumer PPOP grew 12.3% QoQ
- Commercial improved in 4Q20 due to absence of provisions for legacy loans in Singapore in 3Q20
- Wholesale stronger QoQ from improved T&M and flat provisions, with PPOP growing 14.9% QoQ
- CDAF PBT declined YoY from lower NII, start up costs in CIMB Philippines and absence of gain from sale of the Malaysia equities business in FY19

	Consumer Banking	Commercial Banking	Wholesale Banking	CIMB Digital Assets & Group Funding
PBT RM (mil)	631	(34)	352	581
Y-o-Y	▼ 66.5%	▼ 102.1%	▼ 81.8%	▼ 50.8%*
Q-o-Q	▼ 137.4%	▲ 145.7%	▲ 102.0%	▼ 92.9%



Note: *Excludes MY FMC of RM261mil and ID MSS of RM105mil; Impairment and write off of intangible assets of RM277mil in FY19

PBT By Country



- Malaysia PBT weakened QoQ and YoY due to specific Corporate provisions and management overlays in Consumer
- Indonesia PBT declined YoY due to higher Corporate & Commercial provisions whilst QoQ improved from lower Corporate provision
- Thailand 4Q20 PBT reduced QoQ as higher provisions offset revenue growth and lower overheads
- Singapore PBT rose 173.4% QoQ from absence of large commercial legacy provision in 3Q20

	Malaysia*	Indonesia*	Thailand	Singapore
PBT RM (mil)	1,657	761	172	(979)
Y-o-Y	▼ 62.9%	▼ 28.5%	▼ 61.9%	▼ 299.7%
Q-o-Q	▼ 110.2%	▲ >1000%	▼ 343.4%	▲ 173.4%



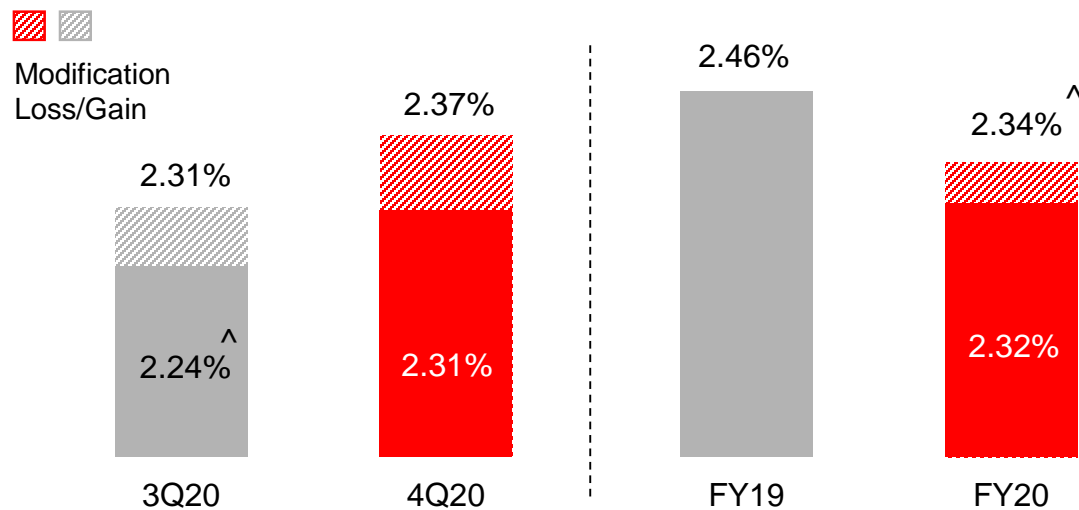
Note: *Excludes MY FMC of RM261mil and ID MSS of RM105mil; Impairment and write off of intangible assets of RM277mil in FY19

Operating Income

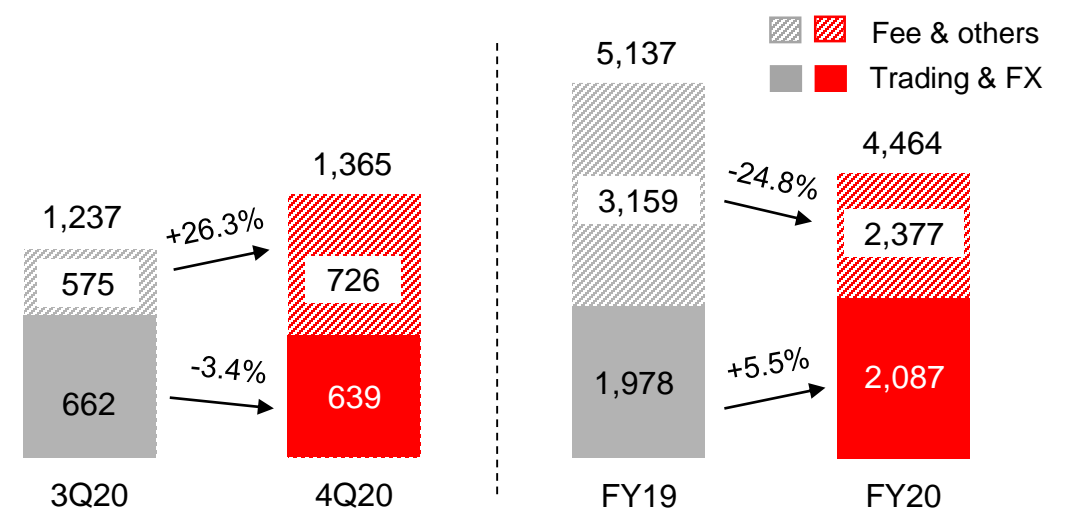
(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y
Net interest income	3,351	3.8%	12,725	0.5%
<i>Net interest income</i>	3,272	4.4%	12,832	1.4%
<i>Net modification loss</i>	79	(16.8%)	(107)	(100.0%)
Non interest income	1,365	10.3%	4,464	(13.1%)
Total	4,716	5.6%	17,189	(3.4%)

- NII +3.8% QoQ largely driven by improved NIM and higher average interest earning assets
- FY20 NIM -14bps YoY. Excluding modification loss, underlying NIM was -12bps YoY. 4Q20 NIM improved from lower COF and stronger CASA
- NOII recovered in 4Q20 from higher T&M and wealth management. But FY20 NOII was 13.1% lower due to the weak 1H20

Net Interest Margin*



NOII Breakdown



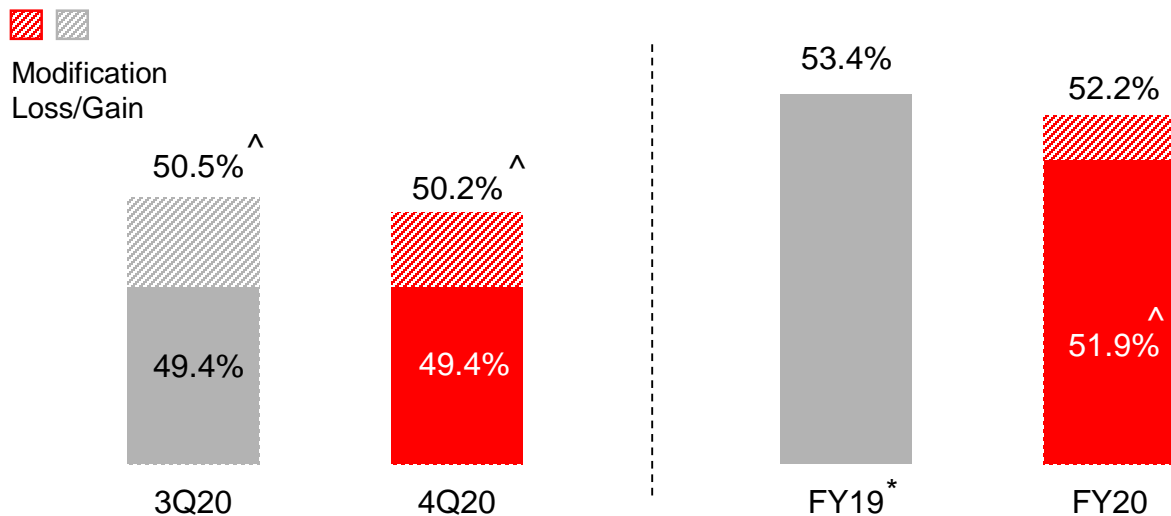
➤ Note: * Annualised
^ Excluding net modification loss

Operating Expenses

(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y*
Personnel	1,219	(5.0%)	5,144	(4.7%)
Establishment	559	9.2%	2,071	3.4%
Marketing	52	92.6%	214	(49.5%)
Admin & General	499	30.3%	1,548	(7.6%)
Total	2,329	5.6%	8,977	(5.5%)

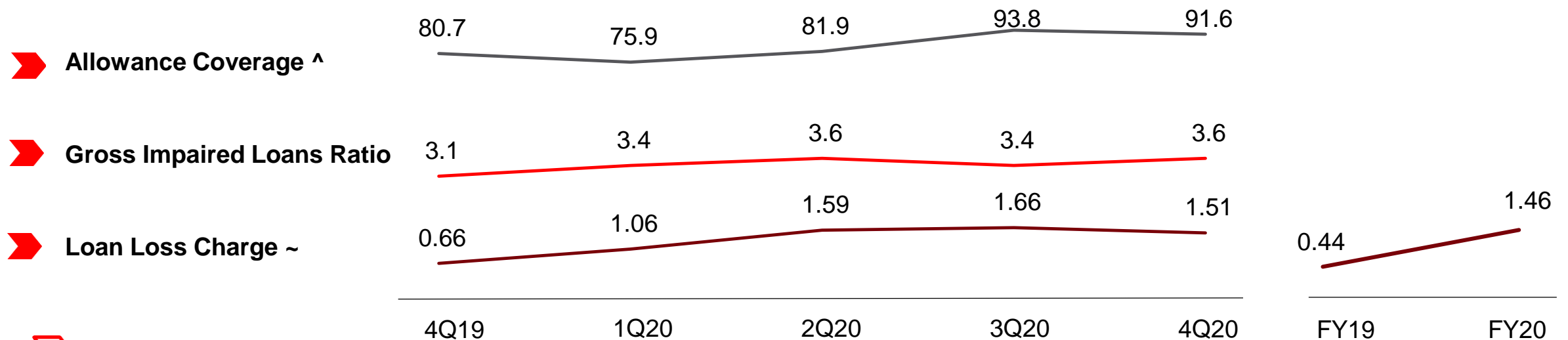
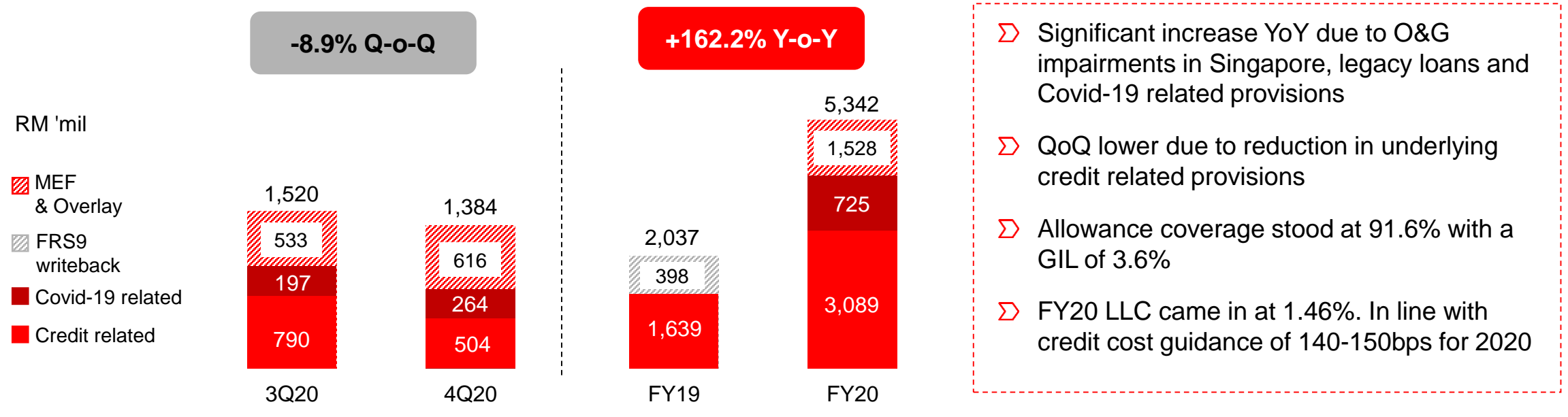
- Opex -5.5% YoY from reduction in all segments except establishment (due to technology investments) as cost controls remain tight
- Opex +5.6% QoQ driven by higher technology and A&G expenses
- 4Q20 CIR stood at 49.4%, lowering FY20 CIR to 52.2% due to the positive JAW of 2.1%
- Excluding the mod loss impact, FY20 and 4Q20 CIR stood at 51.9% and 50.2% respectively

Cost-to-Income Ratio



Note: * Excludes MY FMC of RM261mil and ID MSS of RM105mil; Impairment and write off of intangible assets of RM6mil
 ^ Excluding net modification loss

Loan Provisions/ECL



Notes: ^ Excluding regulatory reserves
~ Annualised

Total Provisions

(RM 'mil)	3Q20	4Q20	Q-o-Q	FY19 BAU*	FY20	Y-o-Y
Loan Impairment	1,520	1,384	(8.9%)	1,639	5,342	225.9%
Commitment & Contingencies	65	75	15.4%	(12)	192	>1000%
Debt instruments/ securities	221	395	78.7%	(43)	731	>1000%
Others	35	402	>1000%	124	533	329.8%
Total	1,841	2,256	22.6%	1,708	6,798	298.1%

Commitment & Contingencies

Debt Instruments/ Securities

Others

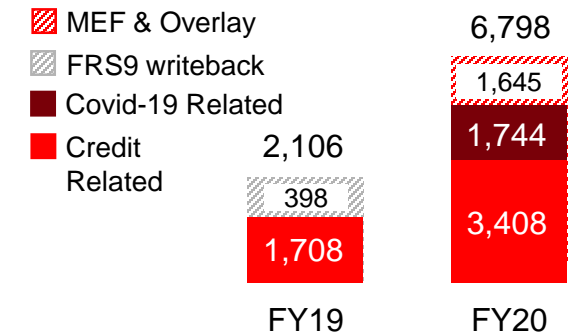
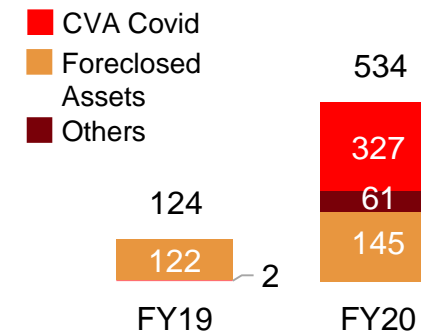
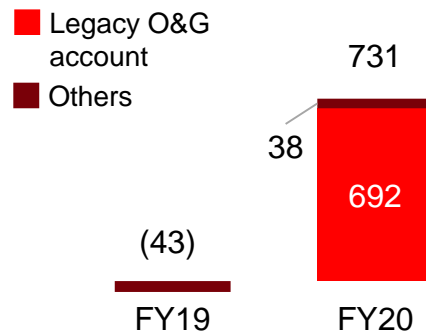
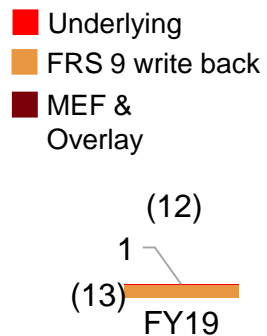
Total Provisions

>1000% Y-o-Y

>1000% Y-o-Y

+329.8 Y-o-Y

+298.1 Y-o-Y



Note: * Excludes Impairment and write off of intangible assets of RM271mil
^ Excluding net modification loss

Asset Quality & Moratorium

Covid-19 Impacted Sectors	Gross Loans	Bonds
	31 Dec-20	31 Dec-20
Hospitality	1.3%	0.0%
Retail	2.4%	0.1%
Aviation	0.2%	0.5%
Leisure	0.7%	1.7%
Total: Directly impacted sectors	4.6%	2.2%
<i>vs 30 Sep-20</i>	4.6%	2.5%
Others: Indirectly impacted sectors	21.4%	6.6%
<i>vs 30 Sep-20</i>	21.6%	6.6%

- Continuation of Group-wide R&R approach across all segments and countries
- Extension of Malaysia Target Assistance Programme via CTAP and ETAP
- Opt-in moratorium and R&R programs remain for Indonesia
- Total Group bond holdings stood at RM121 bil as at Dec-20 (Sep-20: RM115 bil)

Moratorium and R&R	Malaysia	Indonesia	Thailand	Singapore	Group
Consumer	11%	20%	21%	9%	13%^
Commercial	17%	24%	74%	9%	24%*
Corporate	11%	12%	14%	4%	12%
Total	12%	18%	24%	6%	15%
<i>vs 30 Sep-20</i>	65%	16%	27%	6%	50%

Note: Data as at 31 Dec 2020

^ Includes KH, VN, and PH

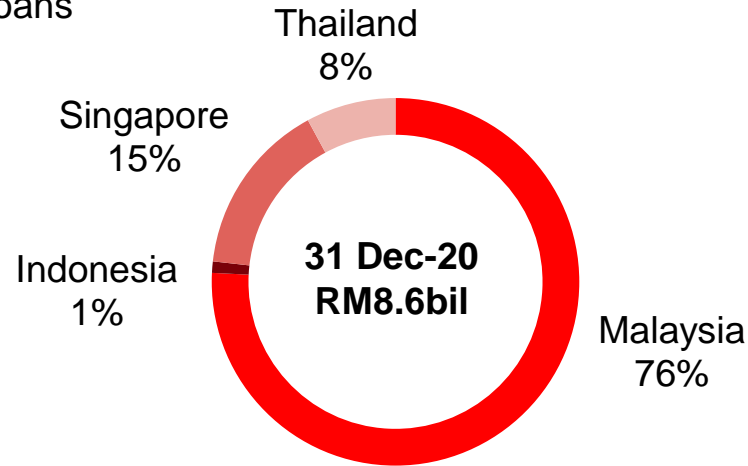
* Includes KH



Asset Quality: Oil & Gas

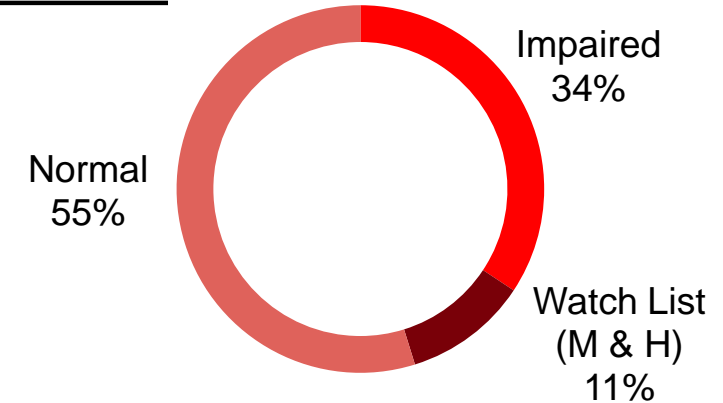
Loan Exposure:

2.5% of total Group gross loans

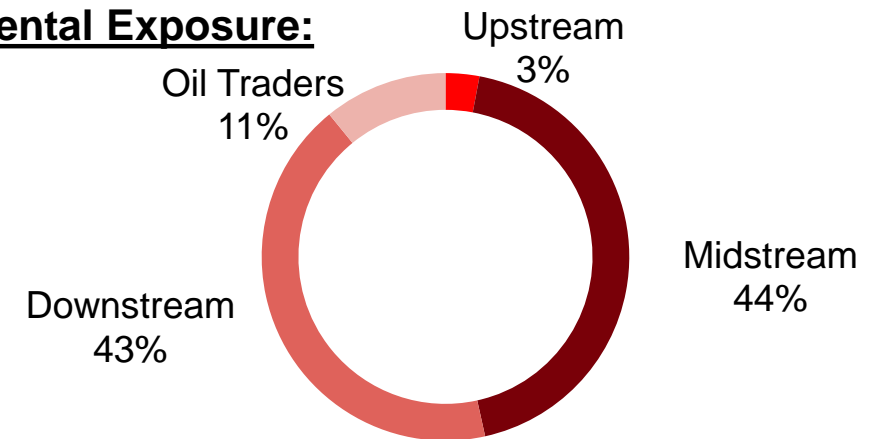


- As at Dec-20, the O&G impairment ratio stood at 34% (Sep-20: 38%)
- The impairment coverage ratio was 94% as at Dec-20 (Sep-20: 90%)
- Total Letters of Credit in Singapore reduced to RM203.6 mil as at end Dec-20
- O&G bonds comprised 2.3% (RM2.8 bil) of total Group bonds holdings as at Dec-20 (Sep-20: 2.3%; RM2.6 bil)

Borrowers Status:



Segmental Exposure:



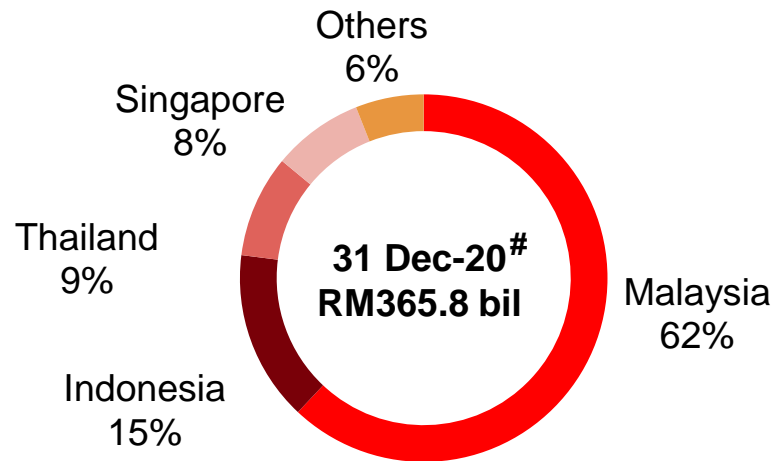
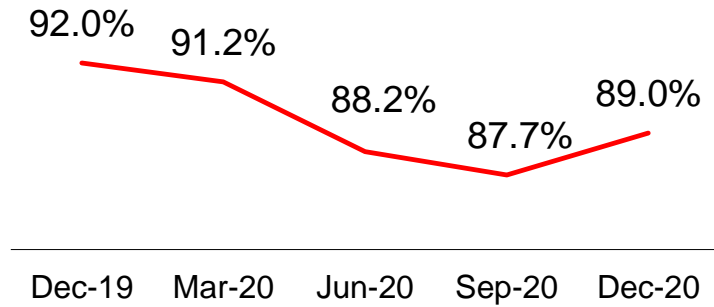
- Oil traders represent 11% of the Group's total O&G loan book (cf. 10% as at Sep-20). Amount outstanding fell to RM915 mil (Dec-20) from RM936 mil (Sep-20)



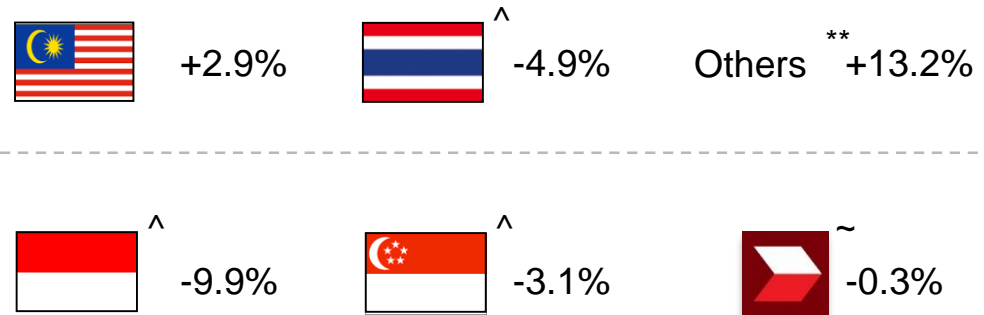
Gross Loans

(RM 'bil)	Dec-20	Q-o-Q	Y-o-Y
Consumer Banking	189.8	1.6%	2.7%
Commercial Banking	63.1	(1.1%)	(3.7%)
Wholesale Banking	112.9	(2.4%)	(5.2%)
Total	365.8	(0.2%)	(1.0%)

Loans-to-Deposit Ratio



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

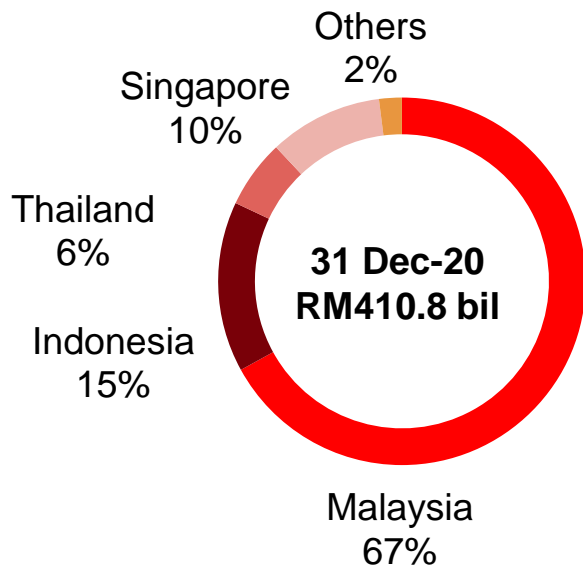
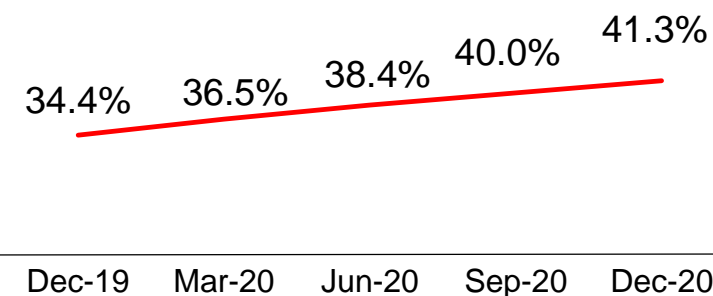


Notes: ~ Excluding FX fluctuations ^ In local currency
 # Based on geographical location of counterparty
 ** Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

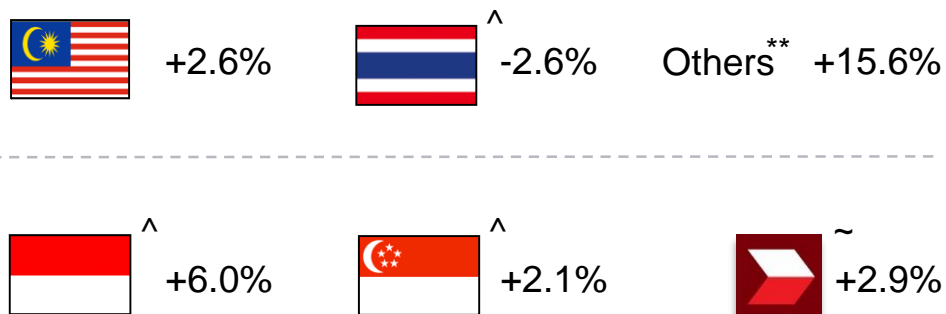
Deposits

(RM 'bil)	Dec-20	Q-o-Q	Y-o-Y
Consumer Banking	177.7	0.2%	(1.2%)
Commercial Banking	71.0	1.7%	8.1%
Wholesale Banking	162.1	(4.9%)	3.8%
Total	410.8	(1.7%)	2.3%

CASA Ratio



Deposit Growth by Country (Y-o-Y)



CASA Ratio by Country (%)

	Dec-20	Dec-19
Malaysia	33.4%	29.4%
Indonesia	59.6%	55.4%
Thailand	48.1%	31.8%
Singapore	61.2%	37.2%
Others	48.9%	47.1%

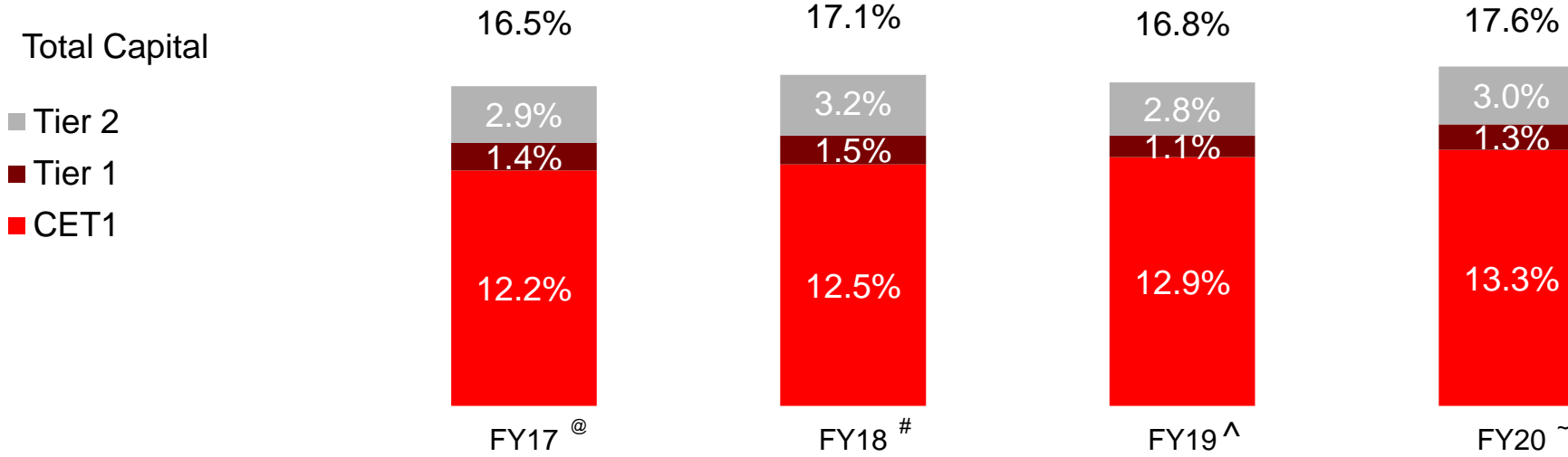


Notes: ~ Excluding FX fluctuations

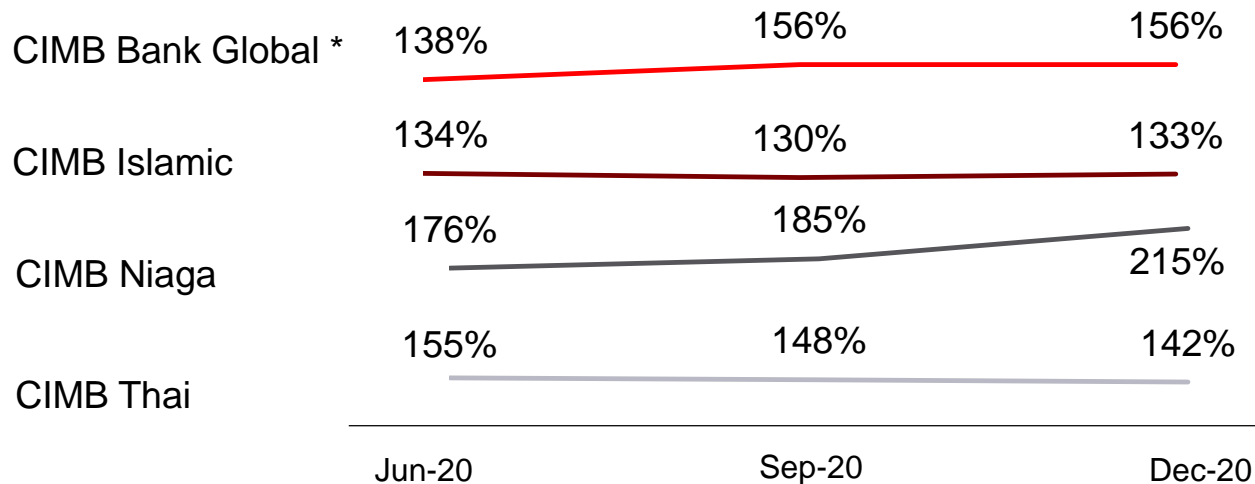
^ In local currency

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

Capital and Liquidity Management



Liquidity Coverage Ratio



- Record high CET1 of 13.3% as at end Dec-20. This includes the reinstatement of regulatory reserve from retained earnings
- CET1 ratio remains comfortably above the target of >12%
- LCR remains comfortably above 100% for all banking entities.

Notes: @ Post CIMBGH's FY17 Second Interim Dividend of RM1,107 mil & actual corresponding DRS (81.1% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank

Post CIMBGH's FY18 Second Interim Dividend of RM1,148 mil & actual corresponding DRS (70.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank

^ Post CIMBGH's FY19 Second Interim Dividend of RM1,191 mil (no DRS)

~ Post CIMBGH's proposed FY20 Interim Dividend of RM477 mil & projected corresponding DRS (60.0% take-up rate);

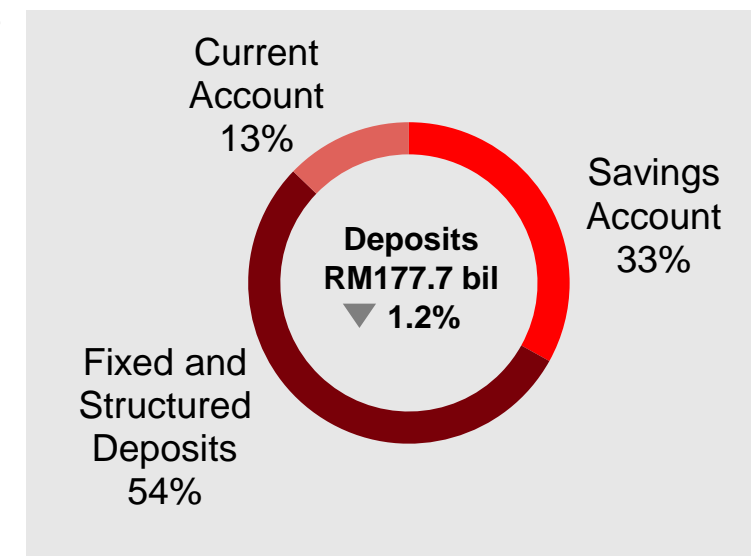
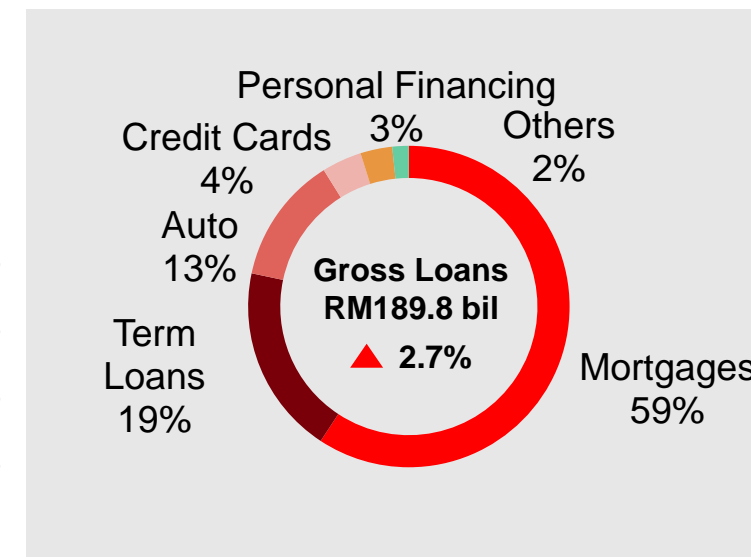
* CIMB Bank + CIMB Singapore + CIMB London + CIMB Hong Kong + CIMB Shanghai + CIMB Labuan Offshore + CIMB Labuan Ltd



Consumer Banking

(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y
Net interest income	1,515	1.0%	5,709	3.7%
Non interest income	534	28.7%	1,713	(11.5%)
Operating income	2,049	7.0%	7,422	(0.2%)
Overhead expenses	(1,081)	2.7%	(4,289)	(4.6%)
PPOP	968	12.3%	3,133	6.5%
(Provisions) / Writeback	(1,080)	90.1%	(2,492)	134.0%
Share of JV / Associates	1	(66.7%)	(10)	(350.0%)
PBT	(111)	(137.4%)	631	(66.5%)

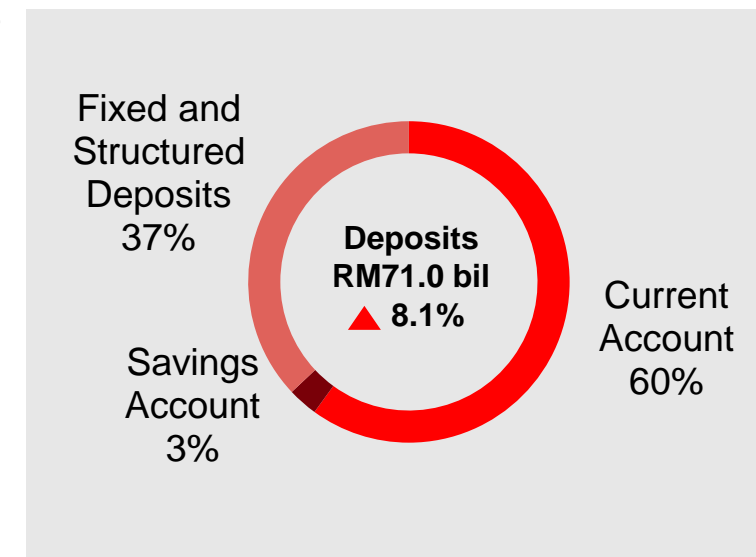
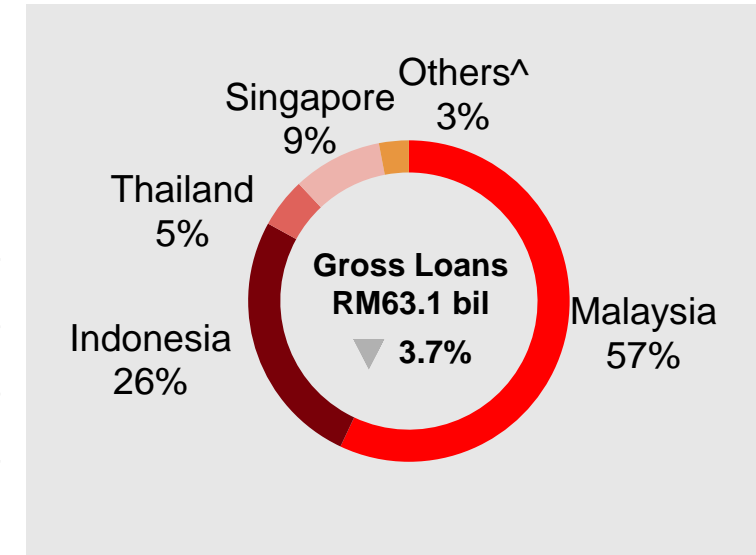
- Good 4Q20 revenue performance (+7.0% QoQ) driven by loan growth, improved NIM and NOII +28.7% QoQ from stronger wealth management and NPL sale in Malaysia
- PPOP grew strongly at 12.3% QoQ with strict cost controls and positive JAW
- Consumer Banking PBT weaker QoQ due to management overlays
- Consumer loans +2.7% with deposits -1.2% YoY, but Consumer CASA grew strongly at +30.2% YoY



Commercial Banking

(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y
Net interest income	705	4.1%	2,751	1.9%
Non interest income	135	3.8%	539	(24.3%)
Operating income	840	4.1%	3,290	(3.5%)
Overhead expenses	(422)	(1.2%)	(1,718)	(4.4%)
PPOP	418	10.0%	1,572	(2.6%)
(Provisions) / Writeback	(360)	(29.0%)	(1,606)	>1000.0%
Share of JV / Associates	-	-	-	-
PBT	58	145.7%	(34)	(102.1%)

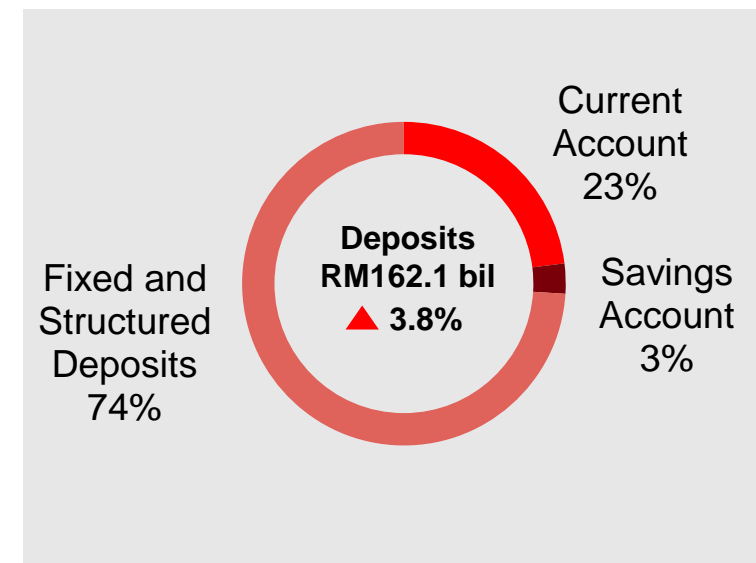
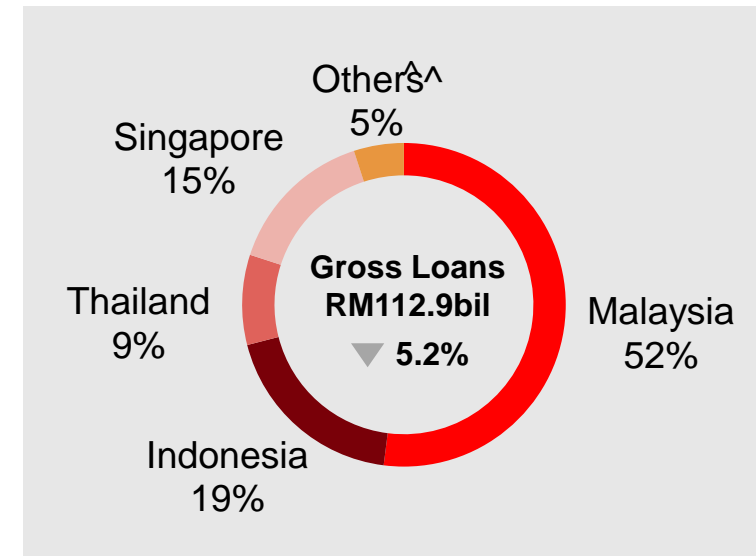
- Recovery in Commercial Banking PBT in 4Q20 largely attributed to lower ECL (absence of legacy accounts provisions in 3Q20), partially offset by higher Indonesia provisions
- Operating income +4.1% QoQ underpinned by better NIM, while tighter handle on costs brought about 10.0% PPOP improvement
- Commercial loans -3.7% YoY due to portfolio reshaping, although Malaysia loans +6.0%. Deposits +8.1% YoY driven by +19.0% growth in CASA



Wholesale Banking

(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y
Net interest income	891	1.8%	3,432	10.6%
Non interest income	531	24.1%	1,466	(18.5%)
Operating income	1,422	9.1%	4,898	(0.1%)
Overhead expenses	(488)	(0.4%)	(2,023)	(11.7%)
PPOP	934	14.9%	2,875	10.0%
(Provisions) / Writeback	(743)	1.5%	(2,587)	293.8%
Share of JV / Associates	15	(28.6%)	64	(404.8%)
PBT	206	102.0%	352	(81.8%)
Corporate Banking	36	114.3%	(349)	(127.3%)
Treasury & Markets~	114	(57.6%)	489	(20.2%)
Investment Banking+	56	(34.1%)	212	371.1%
PBT	206	102.0%	352	(81.8%)

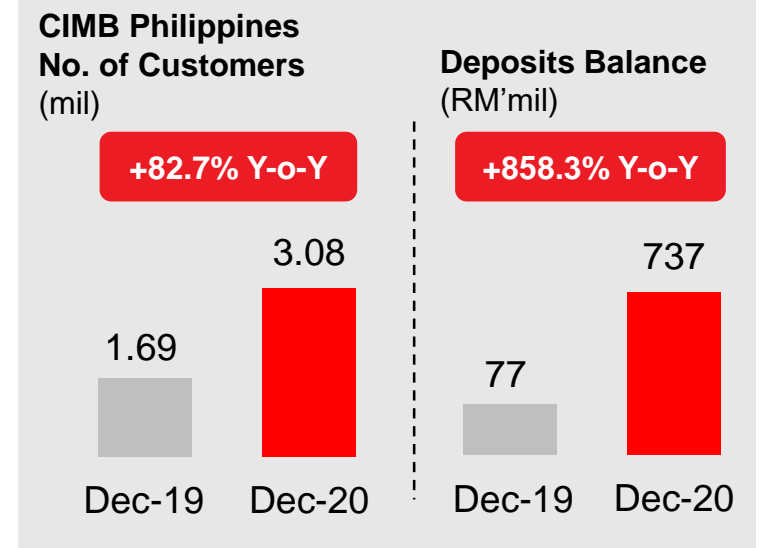
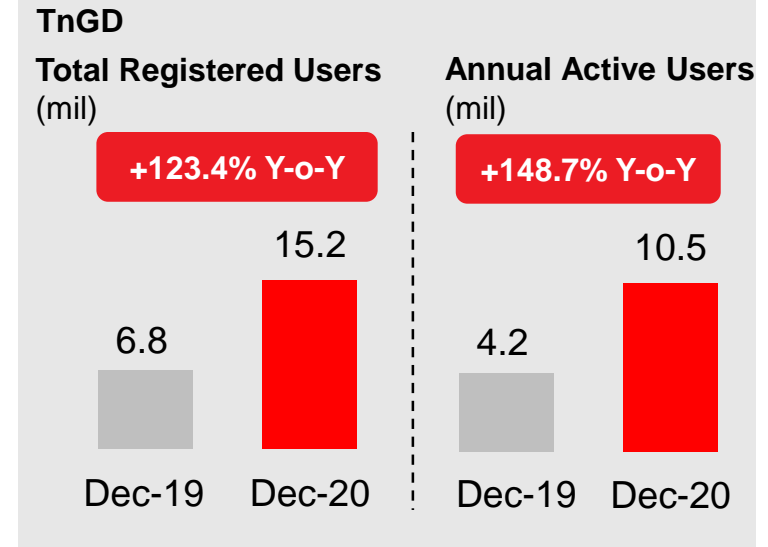
- Improved 4Q20 performance underpinned by stronger NOII from fees and higher Treasury & Markets revenue
- 4Q20 provisions relatively flat as lower loan ECL offset by higher bond provisions
- Wholesale total assets (loans and bonds) grew by 1.3% and 5.3% QoQ and YoY



Notes: ~ Including treasury operations, markets and transaction banking
 + Including advisory, equities, capital markets, private banking and research
 ^ Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

CIMB Digital Assets & Group Funding

(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y
Net interest income	240	36.4%	833	(38.4%)
Non interest income	165	(37.5%)	746	8.0%
Operating income	405	(8.0%)	1,579	(22.7%)
Overhead expenses	(338)	(43.8%)	(947)	(3.0%)
PPOP	67	(67.3%)	632	(43.8%)
(Provisions) / Writeback	(73)	114.7%	(113)	1714.3%
Share of JV / Associates	19	72.7%	62	29.2%
PBT	13	(92.9%)	581	(50.8%)



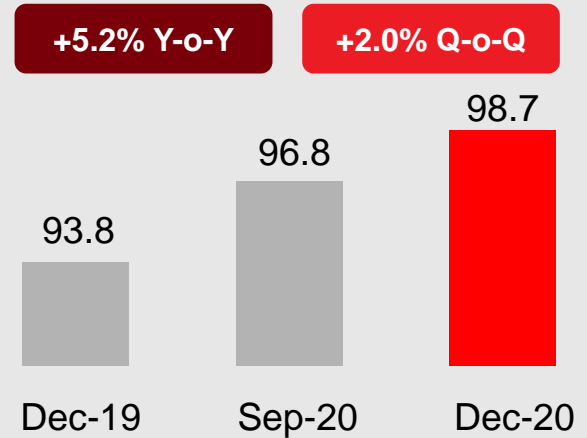
- Lower YoY PBT from lower NII arising from 4 OPR cuts totaling 125bps in FY20, lower investment gains and absence of gain from sale of equities business in FY19
- Higher QoQ opex from start up expenses at CIMB Philippines and tax penalty writeback in 3Q20
- Key digital businesses growing strongly with CIMB Philippines reaching 3.1m customers and RM737m in deposits. TnG Digital hit 15.2m registered users and 293k merchants
- PAM recorded a 5% YoY growth in AUM to RM92.6bn despite impact of pandemic



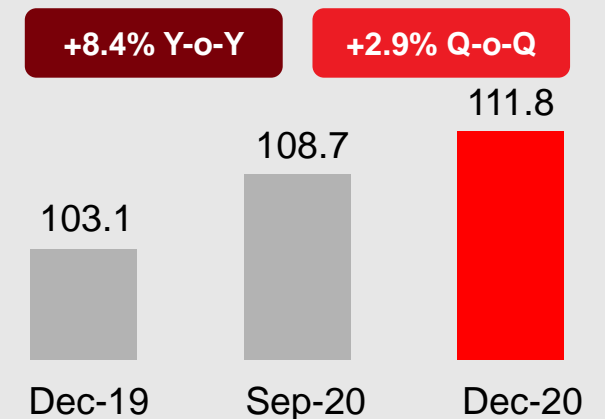
CIMB Islamic

(RM 'mil)	4Q20	Q-o-Q	FY20	Y-o-Y [^]
Net financing income	694	8.4%	2,326	2.9%
Non financing income	81	(37.2%)	436	(6.8%)
Operating income	775	0.8%	2,762	1.2%
Overhead expenses	(238)	2.1%	(997)	(4.4%)
PPOP	537	0.2%	1,765	4.7%
(Provisions) / Writeback	(342)	28.6%	(855)	>1000.0%
Share of JV / Associates	1	-	2	-
PBT	196	(27.7%)	912	(44.3%)

Islamic Financing (RM 'bil)



Islamic Deposits[~] (RM 'bil)



- NFI improved YoY driven by 5.2% financing growth, partially offset by mod loss and lower NIM. Stronger QoQ from financing growth and mod loss unwinding
- NOFI weaker QoQ from softer trading/FX income in 4Q20
- Overheads remain under control. Provisions increased from management overlay and MEF adjustment

02 Other Updates



Strategic Plan Recalibration

FORWARD 23⁺

Vision

To be the leading focused ASEAN bank

Strategic Themes

① Delivering Sustainable Financial Returns

a) Reshape portfolio

- Accelerate profitable growth
- Fix & turnaround underperforming businesses

b) Drive cost efficiency

- Reset cost base
- Tighten expense management
- Increase productivity

c) Digitise for value

- Strengthen technology
- Digitise & automate front & back office
- Focus on data & analytics

d) Focused investments

- Facilitate intra-ASEAN wholesale
- Preferred & wealth
- CASA, fee income and transaction banking
- Islamic Finance
- Selective CIMB digital investments

② Disciplined Execution

- Performance culture
- Simplify corporate, oversight & management structure
- Regional operating model

③ Customer Centricity

- Strengthen reliability
- Transform Customer journeys
- Treat customers Fairly

④ Transform Fundamentals

- Risk management
- Capital optimisation
- Finance & Compliance

⑤ Purpose-driven organisation

a) Culture & Values

b) Human capital

c) Sustainability

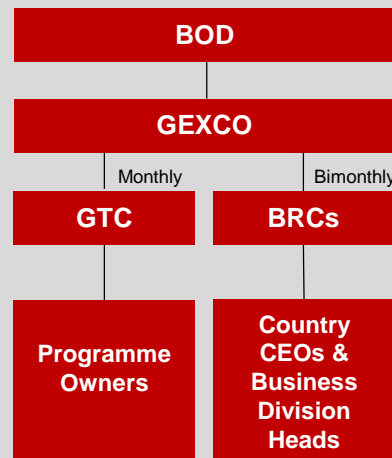
Forward23+ Progress

25 Core Group Programmes

Reshaping Portfolio	Tackling Cost Efficiency	Digitise for Value	Customer Centricity	Transform Fundamentals	Disciplined Execution	Purpose Driven Organisation
<ol style="list-style-type: none"> Stringent portfolio review as part of Country/ SBU Strategic Plan Develop and implement Dynamic Capital/ RWA Allocation Framework Develop and execute Preferred Wealth Management/ Private Banking strategic plan 	<ol style="list-style-type: none"> Detailed structured cost identification Non-HR cost rationalisation programme Organisation structure optimal sizing Technology capex and opex review and prioritisation 	<ol style="list-style-type: none"> Develop and execute Baselining and Technology Blueprint Deliver Next Gen Clicks Deliver Next Gen BizChannel Strengthen Data and Analytics 	<ol style="list-style-type: none"> TCJ and Digitisation – prioritised journeys and automation from front to back office Customer Centricity programme 	<ol style="list-style-type: none"> RWA Optimisation FTP & Balance Sheet Management FRS9 and risk harmonisation and strengthening Capital structure optimisation Reporting automation and streamlining Asset quality improvement 	<ol style="list-style-type: none"> Corporate Structure, Board, Management Committees streamlining Regional Operating Model KPI and Rewards 	<ol style="list-style-type: none"> Values and Culture framework HR Blueprint Focused Sustainability Programme

Governance and Oversight

- Put in place the **oversight and governance** for Forward23+:
 - Monthly **Group Transformation Committee meetings instituted** to oversee the execution of the Core Group Programmes
 - All Country/ SBU **Business Review Committees (BRC) established** to oversee the execution of the Country/ SBU Strategic Plans
- Completed the review and approval of all **25 Core Group Programme Charters**



Progress Update – Selected Programmes

Stringent Portfolio Review - Country/ SBU Strategic Plan

- Completed detailed portfolio review and **obtained Board approval for all Country and SBU Strategic Plan** in line with Forward23+ aspirations

Dynamic Capital/RWA Allocation Framework

- Completed **RAROC Calculator Governance Framework**
- Ongoing Country and SBU financial projection model

Corporate Structure, Board, Management Committees Streamlining

- Streamlined management committees**

Cost Programme

- Established 2021–2024 cost targets** by Group/Country/BU
- Rolled out **enhanced cost control mechanism** in 2021
- Ongoing assessment and sizing of optimal organization structure

KPI and Rewards

- Ongoing **roll out of new KPI and rewards framework** focusing on collective financial performance and quantitative measures to ensure objective assessment

Sustainability Programme

- Obtained **65th percentile in 2020 DJSI rankings** (vs. the target of 55th percentile)










03 Final Remarks



Final Remarks

- FY20 performance impacted by elevated provisions in all countries and business segments, management overlays, MEF adjustments and modification loss
- Maintaining cautious growth stance in 2021 guided by the Forward23+ strategy
- Shorter term focus is on economic impact of resurgent Covid-19 globally and continued assistance to vulnerable segments
- Cost management remains a primary focus as we continue to drive down non-essential expenditure
- Near term priority is on risk management to navigate the volatile and uncertain operating environment
- We expect a good recovery in 2021 driven by topline growth and lower ECL

		FY20 Target	FY20	FY21 Target
	ROTCE	10.8-11.3%	2.6%	8-9%
	ROE	9.0-9.5%	2.1%	6-7%
	Dividend Payout Ratio	40-60%	40%	40-60%
	Total Loan Growth	6.0%	-1.0%	4-5%
	Loan Loss Charge	40-50bps	146bps	80-90bps
	CET 1 (CIMB Group)	>12.0%	13.3%	>12.5%
	Cost to income	<53.4%	52.2%	<52%



04 Appendices



Earnings Summary

(RM 'mil)	FY20	FY19 BAU [^]	Y-o-Y	4Q20	3Q20	Q-o-Q
Net interest income	12,725	12,659	0.5%	3,351	3,228	3.8%
Non interest income	4,464	5,137	(13.1%)	1,365	1,237	10.3%
Operating income	17,189	17,796	(3.4%)	4,716	4,465	5.6%
Overhead expenses	(8,977)	(9,501)	(5.5%)	(2,329)	(2,205)	5.6%
PPOP	8,212	8,295	(1.0%)	2,387	2,260	5.6%
Loan impairment	(5,342)	(1,639)	225.9%	(1,384)	(1,520)	(8.9%)
Other provisions	(1,456)	(69)	>1000.0%	(872)	(321)	171.7%
Share of JV / Associates	116	31	274.2%	35	35	0.0%
PBT	1,530	6,618	(76.9%)	166	454	(63.4%)
Net profit	1,194	5,014	(76.2%)	215	194	10.8%
EPS (sen)	12.0	51.7	(76.8%)	2.2	2.0	10.0%
ROE (Annualised)	2.1%	9.3%	(720bps)	1.5%	1.4%	10bps



Note: [^] Excludes MY FMC of RM261mil and ID MSS of RM105mil; Tax and MI on MY FMC RM64 mil and Tax and MI on ID MSS of RM32 mil; Impairment and write off of intangible assets of RM277mil and Tax and MI of RM92 mil

NOII breakdown

(RM 'mil)	FY20	FY19	Y-o-Y	4Q20	3Q20	Q-o-Q
Fee & commission	1,992	2,467	(19.3%)	558	488	14.3%
Brokerage	3	65	(95.4%)	1	(6)	116.7%
Asset management and security services	24	24	0.0%	7	7	0.0%
Trading & FX	2,087	1,978	5.5%	639	662	(3.5%)
Dividend income	70	68	2.9%	18	25	(28.0%)
Other income	288	535	(46.2%)	142	61	132.8%
Total	4,464	5,137	(13.1%)	1,365	1,237	10.3%



Key Ratios

(%)	FY20	FY19 BAU [^]	Y-o-Y	4Q20	3Q20	Q-o-Q
ROE ~	2.1	9.3	▼	1.5	1.4	▲
NIM ~**	2.32	2.46	▼	2.37	2.31	▲
Non-interest income / total income	26.0	28.9	▼	31.7	27.7	▲
Cost to income	52.2	53.4	▼	49.4	49.4	=
Allowance coverage (including regulatory reserve)	93.4	99.6	▼	93.4	93.9	▼
Allowance coverage (excluding regulatory reserve)	91.6	80.7	▲	91.6	93.8	▼
Loan loss charge ~	1.46	0.44	▲	1.51	1.66	▼
Gross impaired loans ratio	3.6	3.1	▲	3.6	3.4	▲
Net impaired loans ratio (Net of IA and PA)	0.3	0.6	▼	0.3	0.2	▲
ROA ~	0.20	0.91	▼	0.15	0.13	▲
Book value per share (RM)	5.64	5.71	▼	5.64	5.55	▲
Loan to Deposit (LDR)	89.0	92.0	▼	89.0	87.7	▲
CASA ratio	41.3	34.4	▲	41.3	40.0	▲

Notes: ~ Annualised

** Daily Average

[^] Excludes MY FMC of RM261mil and ID MSS of RM105mil; Tax and MI on MY FMC RM64 mil and Tax and MI on ID MSS of RM32 mil; Impairment and write off of intangible assets of RM277mil and Tax and MI of RM92 mil



PBT by Segments

PBT (RM 'mil)	FY20	FY19 BAU ^{^*}	Y-o-Y	4Q20	3Q20	Q-o-Q
Consumer Banking (41.2%)	631	1,882	(66.5%)	(111)	297	(137.4%)
Commercial Banking (-2.2%)	(34)	1,621	(102.1%)	58	(127)	145.7%
Wholesale Banking (23.0%)	352	1,935	(81.8%)	206	102	102.0%
Corporate Banking (-22.8%)	(349)	1,277	(127.3%)	36	(252)	114.3%
Treasury & Markets ~ (31.9%)	489	613	(20.2%)	114	269	(57.6%)
Investment Banking + (13.9%)	212	45	371.1%	56	85	(34.1%)
CIMB Digital Assets & Funding# (38.0%)	581	1,180	(50.8%)	13	182	(92.9%)
PBT	1,530	6,618	(76.9%)	166	454	(63.4%)

Notes: [^] Excludes MY FMC of RM261mil and ID MSS of RM105mil; Impairment and write off of intangible assets of RM277mil

* Includes Malaysian Equities gain of RM236mil

~ Including treasury operations, markets and transaction banking

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

Including asset management, strategic investments, capital investments in fixed income securities and investment in Group's proprietary capital



PBT by Segment and Country

Consumer Banking	FY20	FY19	Y-o-Y	4Q20	3Q20	Q-o-Q
Malaysia (RM 'mil)	382	1,123	(66.0%)	(42)	143	(129.4%)
Indonesia (IDR 'bil)	436	1,127	(61.3%)	(174)	374	(146.5%)
Thailand (THB 'mil)	938	2,285	(58.9%)	(186)	395	(147.1%)
Singapore (SGD 'mil)	(13)	26	(150.0%)	1	(6)	116.7%
Others * (RM 'mil)	37	45	(17.8%)	5	10	(50.0%)
PBT (RM 'mil)	631	1,882	(66.5%)	(111)	297	(137.4%)
Commercial Banking	FY20	FY19	Y-o-Y	4Q20	3Q20	Q-o-Q
Malaysia (RM 'mil)	776	1,193	(35.0%)	182	194	(6.2%)
Indonesia (IDR 'bil)	(515)	891	(157.8%)	(515)	(222)	(132.0%)
Thailand (THB 'mil)	(454)	150	(402.7%)	67	(595)	111.3%
Singapore (SGD 'mil)	(214)	28	(864.3%)	3	(63)	104.8%
Others * (RM 'mil)	52	63	(17.5%)	7	17	(58.8%)
PBT (RM 'mil)	(34)	1,621	(102.1%)	58	(127)	145.7%
Wholesale Banking	FY20	FY19	Y-o-Y	4Q20	3Q20	Q-o-Q
Malaysia (RM 'mil)	249	1,592	(84.4%)	(196)	209	(193.8%)
Indonesia (IDR 'bil)	1,193	(635)	287.9%	1,072	(519)	306.6%
Thailand (THB 'mil)	1,005	906	10.9%	104	328	(68.3%)
Singapore (SGD 'mil)	(104)	105	(199.0%)	19	20	(5.0%)
Others * (RM 'mil)	(61)	88	(169.3%)	20	(61)	132.8%
PBT (RM 'mil)	352	1,935	(81.8%)	206	102	102.0%

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

Consumer Banking Key Highlights

Malaysia	Y-o-Y	Q-o-Q
Consumer Gross Loans	4.3%	1.6%
Mortgages	8.8%	2.1%
Term loans	(4.1%)	1.2%
Auto	7.6%	2.4%
Credit cards	(15.3%)	0.0%
Consumer Deposits	1.5%	2.1%
CASA	25.3%	2.8%
Fixed & structured deposits	(9.0%)	1.7%

Thailand	Y-o-Y	Q-o-Q
Consumer Gross Loans	(4.9%)	(2.3%)
Mortgages	(2.2%)	(0.9%)
Auto Loans	(8.4%)	(4.2%)
Consumer Deposits	(2.2%)	2.0%
CASA	59.2%	5.6%
Fixed & structured deposits	(20.4%)	0.0%

Indonesia	Y-o-Y	Q-o-Q
Consumer Gross Loans	1.8%	0.7%
Mortgages	5.9%	1.1%
Auto	4.4%	0.7%
Credit cards	(8.3%)	0.8%
Consumer Deposits	1.4%	(1.8%)
CASA	11.3%	0.7%
Fixed & structured deposits	(11.0%)	(5.6%)

Singapore	Y-o-Y	Q-o-Q
Consumer Gross Loans	5.3%	1.8%
Mortgages	(0.2%)	(1.9%)
Term loans	(5.8%)	(5.0%)
Credit cards	(14.2%)	1.5%
Consumer Deposits	(9.5%)	(10.8%)
CASA	78.2%	0.9%
Fixed & structured deposits	(58.1%)	(29.9%)



CIMB Niaga : Earnings Summary



(IDR 'bil)	FY20	FY19 BAU*	Y-o-Y	4Q20	3Q20	Q-o-Q
Net interest income	12,470	12,568	(0.8%)	3,213	3,056	5.1%
Non interest income	3,888	4,257	(8.7%)	865	921	(6.1%)
Operating income	16,358	16,825	(2.8%)	4,078	3,977	2.5%
Overhead expenses	(8,007)	(8,255)	(3.0%)	(2,005)	(2,020)	(0.7%)
PPOP	8,351	8,570	(2.6%)	2,073	1,957	5.9%
Provisions	(5,404)	(3,257)	65.9%	(1,750)	(1,602)	9.2%
PBT	2,947	5,313	(44.5%)	323	355	(9.0%)
Net Profit	2,012	3,914	(48.6%)	148	120	23.3%
PBT (Reported)	2,947	4,954	(40.5%)	323	355	(9.0%)
Net Profit (Reported)	2,012	3,645	(44.8%)	148	120	23.3%
EPS (Reported)	80.7	146.2	(44.8%)	5.9	4.8	23.7%
PBT (RM 'mil)	853	1,556	(45.2%)	91	99	(8.1%)
Net profit (RM 'mil)	578	1,147	(49.6%)	37	31	19.4%
ROE (Annualised)	5.0%	9.4%	(440bps)	1.3%	1.2%	10bps



Notes: As per CIMB Niaga FY20 Analyst Presentation
* Excluding MSS of IDR359bil

CIMB Niaga : Key Ratios

(Consolidated, %)	FY20	FY19 BAU*	Y-o-Y	4Q20	3Q20	Q-o-Q
ROE ^	5.0	9.4	▼	1.3	1.2	▲
NIM ^	4.88	5.31	▼	4.72	4.71	▲
Cost to Income	48.9	49.1	▼	49.1	50.8	▼
Loan Loss Coverage #	194.3	113.6	▲	194.3	163.4	▲
Allowance Coverage	114.6	82	▲	114.6	125.6	▼
Loan Loss Charge ^	2.8	1.8	▲	3.8	3.2	▲
Gross Impaired Loans Ratio	6.0	3.8	▲	6.0	4.9	▲
Gross NPL (BI Definition) #	3.6	2.8	▲	3.6	3.9	▼
ROA ^	0.7	1.5	▼	0.21	0.17	▲
Loan to Deposit (LDR)	82.9	97.6	▼	82.9	83.9	▼
CAR	21.9	21.5	▲	21.9	20.9	▲
CASA ratio	59.6	55.4	▲	59.6	60.3	▼

Notes: As per CIMB Niaga FY20 Analyst Presentation

Based on BI definition

^ Annualised and monthly average

* Excluding MSS of IDR359bil



CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY20	FY19	Y-o-Y	4Q20	3Q20	Q-o-Q
Net interest income	10,939	11,592	(5.6%)	2,589	2,596	(0.2%)
Non interest income	3,988	3,167	25.9%	834	980	(15.0%)
Operating income	14,927	14,760	1.1%	3,423	3,576	(4.3%)
Overhead expenses	(8,899)	(9,378)	(5.1%)	(1,983)	(2,203)	(10.0%)
PPOP	6,028	5,382	12.0%	1,440	1,373	4.9%
Provisions	(4,468)	(2,793)	60.0%	(1,575)	(1,251)	25.9%
PBT	1,560	2,589	(39.8%)	(135)	122	(211.0%)
Net Profit	1,291	2,018	(36.0%)	(177)	82	(316.7%)
EPS (THB)	0.04	0.06	(36.0%)	(0.01)	0.00	(100.0%)
Net Profit (RM 'mil) ~	173	269	(35.6%)	(24)	11	(316.6%)
PBT (RM 'mil) *	140	421	(66.7%)	(41)	18	(326.6%)
Net profit (RM 'mil) *	118	328	(64.2%)	(40)	11	(464.2%)
ROE (Annualised)	3.1%	5.0%	(190bps)	(1.7%)	0.8%	(250bps)



Notes: ~ Local GAAP

* After GAAP and MFRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	FY20	FY19	Y-o-Y	4Q20	3Q20	Q-o-Q
ROE ^	3.1	5.0	▼	(1.7)	0.8	▼
NIM ^	3.2	3.5	▼	3.1	3.1	=
Cost to Income	59.6	63.5	▼	57.9	61.6	▼
Loan Loss Coverage **	93.3	94.1	▼	93.3	86.6	▲
Loan Loss Charge ^	2.0	1.2	▲	2.8	2.1	▲
Gross NPL ratio **	4.6	4.6	=	4.6	5.9	▼
ROA	0.3	0.5	▼	(0.2)	0.1	▼
Loan to Deposit	104.0	115.8	▼	104.0	104.0	=
Modified LDR ***	90.3	100.2	▼	90.3	89.9	▲
CAR *	20.7	17.4	▲	20.7	19.8	▲
CASA ratio #	48.2	31.8	▲	48.2	44.4	▲

Notes: * Bank Only

** Excluding STAMC


*** (Loan + MM) / (Deposit + MM + BE + S/T debenture + structured debenture)


^ Annualised


Fixed deposit receipt call reclassified as savings from fixed deposits




IB Market Share and Ranking (1)

	FY20		FY19	
	Market Share	Rank	Market Share	Rank
DCM Domestic Sukuk	29.6%	1	24.4%	2
	24.4%	2	22.0%	2
M&A	-	-	14.5%	1
Syndication ^	2.0%	15	10.0%	2
IPO	20.6%	1	4.7%	7
ECM	15.3 %	3	53.3%	1

	FY20		FY19	
	Market Share	Rank	Market Share	Rank
DCM	7.6%	6	11.4%	4
M&A	-	-	0.4%	20
Syndication ^	2.0%	15	7.6%	4
IPO	0.9%	20	-	-
ECM	0.7%	23	-	-

	FY20		FY19	
	Market Share	Rank	Market Share	Rank
DCM	12.1%	3	8.7%	6
M&A	-	-	-	-
Syndication ^	-	-	-	-
IPO	-	-	2.5%	10
ECM	-	-	2.0%	11

	FY20		FY19	
	Market Share	Rank	Market Share	Rank
DCM	1.2%	8	-	-
M&A	-	-	0.03%	53
Syndication ^	0.3%	53	0.7%	29
IPO	8.1%	7	0.6%	14
ECM	1.3%	13	0.5%	17


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

Note: ^ Mandated lead arranger

* Excluding A-Share



IB Market Share and Ranking (2)

	FY20		FY19	
	Market Share	Rank	Market Share	Rank
M&A	-	-	-	-
Syndication ^	-	-	-	-
IPO	0.1%	62	-	88
ECM	-	80	-	110

ASEAN	FY20		FY19	
	Market Share	Rank	Market Share	Rank
DCM	13.9%	1	10.7%	1
M&A	-	-	1.6%	19
Syndication ^	0.9%	27	3.7%	10
IPO	2.8%	11	1.7%	17
ECM	3.1%	11	13.0%	1

Global	FY20		FY19	
	Market Share	Rank	Market Share	Rank
Sukuk	7.1%	5	7.2%	3

Asia (ex-Japan) *	FY20		FY19	
	Market Share	Rank	Market Share	Rank
DCM	0.5%	48	0.6%	41
M&A	-	-	1.0%	22
Syndication ^	0.2%	88	0.9%	24
IPO	0.5%	44	0.4%	55
ECM	0.4%	40	2.3%	13

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

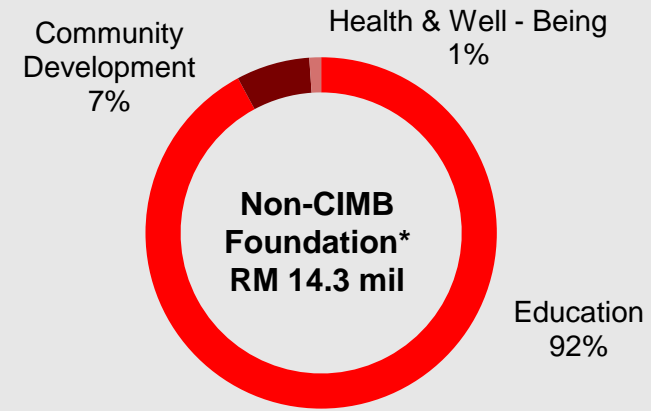
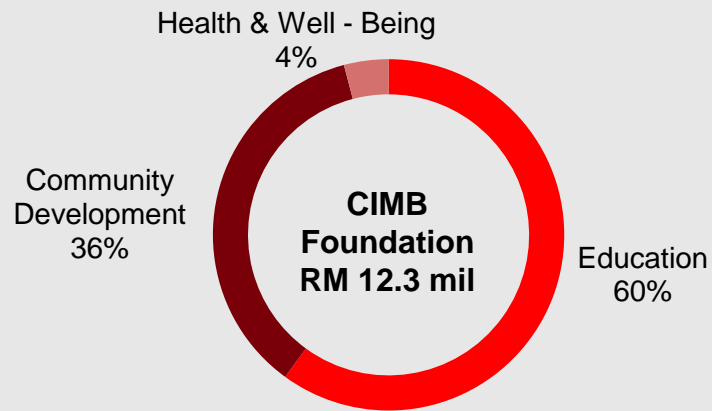
Note: ^ Mandated lead arranger

* Excluding A-Share



Corporate Responsibility

CSR Spend as at December 2020



Community Link: for NGOs (Pilot)
Accelerator programme for organisations who are running social business models



Let's Save and Share (AMDB)
Programme to provide financial literacy, financial inclusion and the benefit of savings to junior high school students



Baan Nong Aor Noi School
Develop the school by contribute computers, library and planting, Thailand



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