

# CIMB GROUP HOLDINGS BERHAD

## 1Q11 RESULTS

Analyst Presentation

25 May 2011

# Key Highlights

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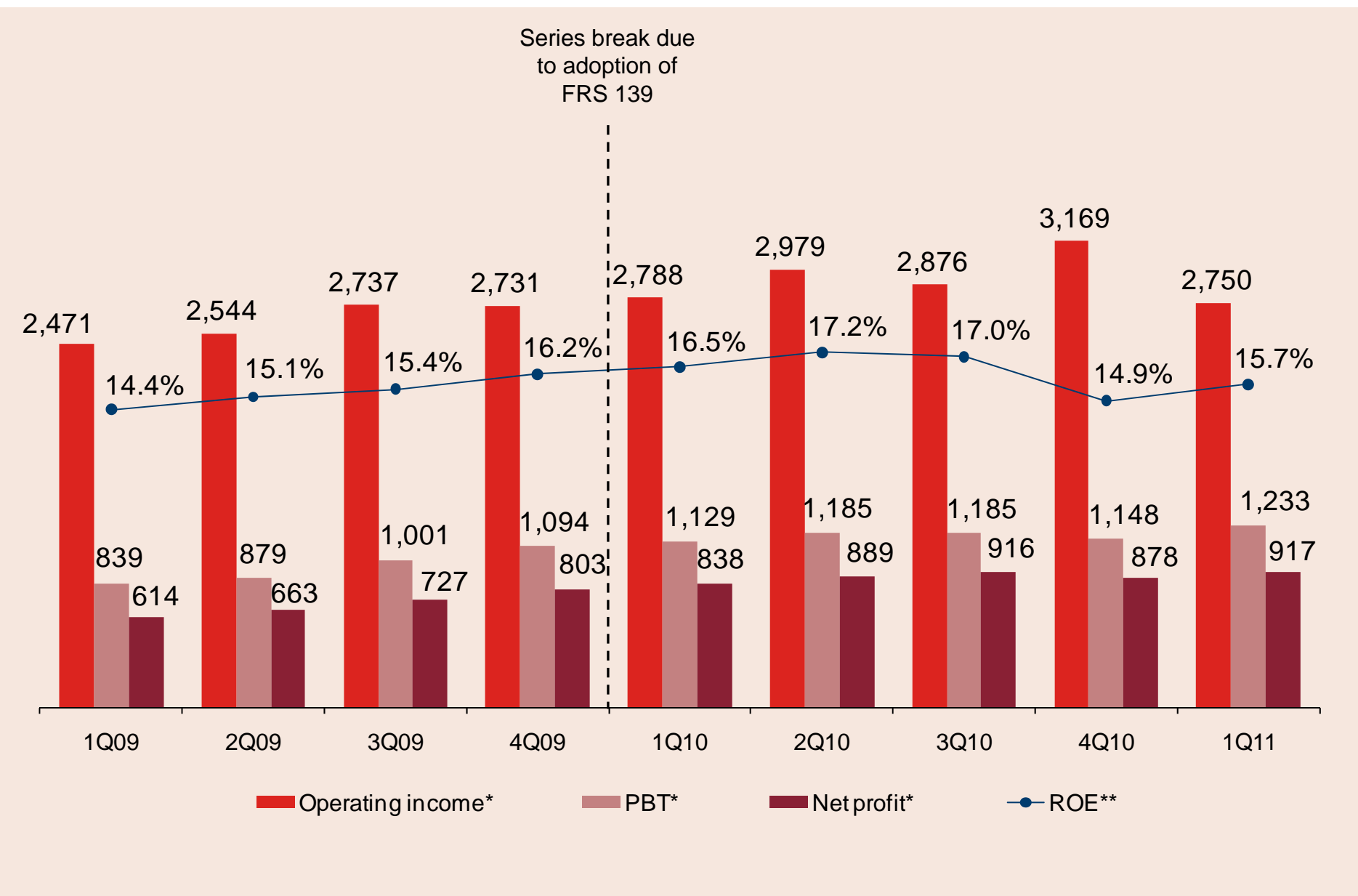
- 1Q11 net profit up 9.4% Y-o-Y to RM917 mil, ROE of 15.7%
- Decline in non interest income due to large bond sales and redemptions in 1Q10
- Strong performance by Malaysian Consumer Bank
- Strong operating performance at CIMB Niaga
- 13.4% loan growth, 12.8% deposit growth but 21.5% CASA growth
- Continued asset quality improvement
- Overall, good start as strength came from consumer operations while capital markets deal pipeline is strong

CIMB GROUP : 1Q11 RESULTS  
CIMB GROUP 1Q11 FINANCIALS

# Earnings Summary

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net interest income	1,899	1,937	(2.0%)	1,830	3.8%
Non interest income	851	1,232	(30.9%)	958	(11.2%)
<b>Operating income</b>	<b>2,750</b>	<b>3,169</b>	<b>(13.2%)</b>	<b>2,788</b>	<b>(1.3%)</b>
Loan impairment	(6)	(168)	(96.4%)	(150)	(96.0%)
Other provisions	2	(12)	n.a.	(24)	n.a.
Overhead expenses	(1,545)	(1,878)	(17.7%)	(1,509)	2.4%
Share of JV / Associates	32	37	(13.5%)	24	33.3%
<b>PBT</b>	<b>1,233</b>	<b>1,148</b>	<b>7.4%</b>	<b>1,129</b>	<b>9.2%</b>
<b>Net profit</b>	<b>917</b>	<b>878</b>	<b>4.4%</b>	<b>838</b>	<b>9.4%</b>
<b>EPS (sen)</b>	<b>12.3</b>	<b>11.8</b>	<b>4.2%</b>	<b>11.9</b>	<b>3.9%</b>
<b>ROE (Annualised)</b>	<b>15.7%</b>	<b>14.9%</b>	<b>5.4%</b>	<b>16.5%</b>	<b>(5.2%)</b>

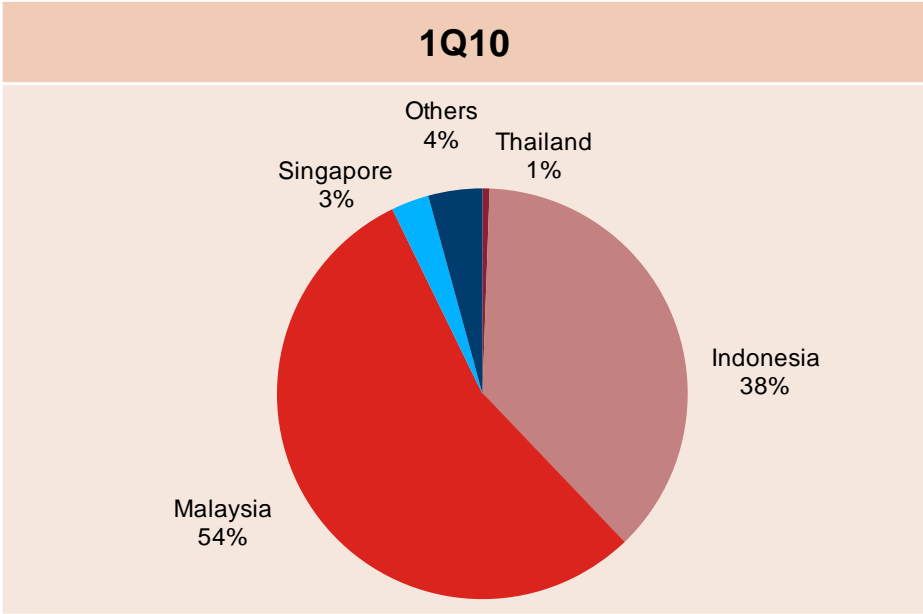
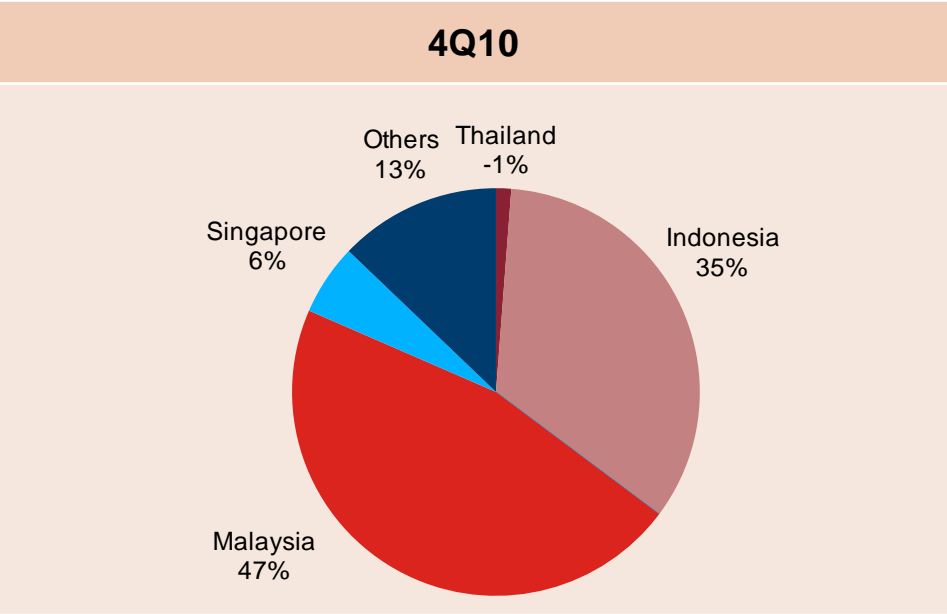
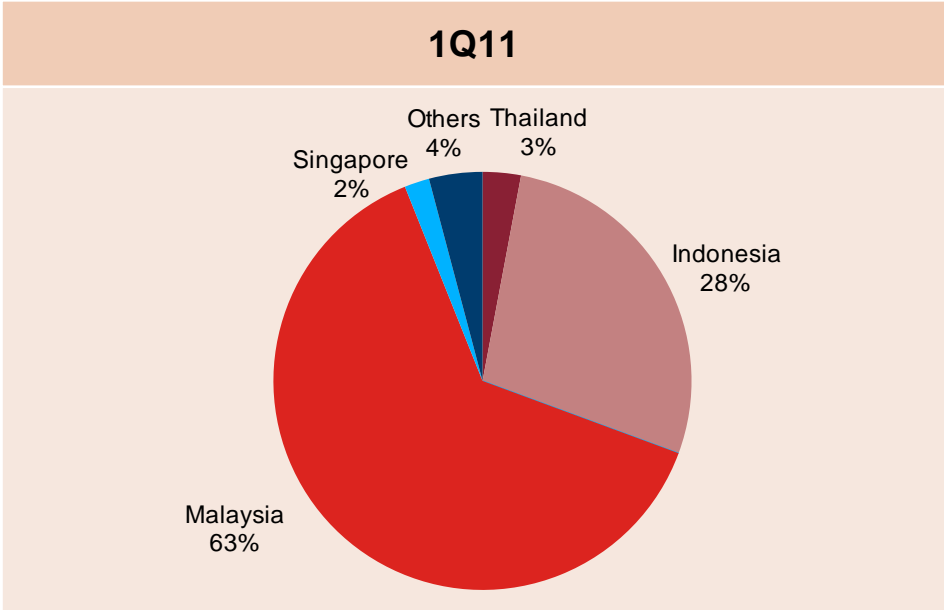
# Quarterly Earnings Trend



# Contribution by Entity

Legal Entity	1Q11		4Q10		1Q10	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	673	55%	424	37%	568	50%
CIMB Niaga	336	27%	394	34%	423	37%
CIMB Thai	37	3%	(14)	(1%)	6	1%
CIMB Cambodia	(2)	0%	(2)	(0%)	-	-
CIMB Labuan	12	1%	29	2%	42	4%
CIMB Islamic	146	12%	125	11%	80	7%
CIMB Investment Bank	12	1%	55	5%	12	1%
CIMB Securities Singapore	17	1%	58	5%	18	2%
Others *	2	0%	79 ^	7%	(20)	(2%)
<b>PBT</b>	<b>1,233</b>	<b>100%</b>	<b>1,148</b>	<b>100%</b>	<b>1,129</b>	<b>100%</b>

# Contribution by Geography

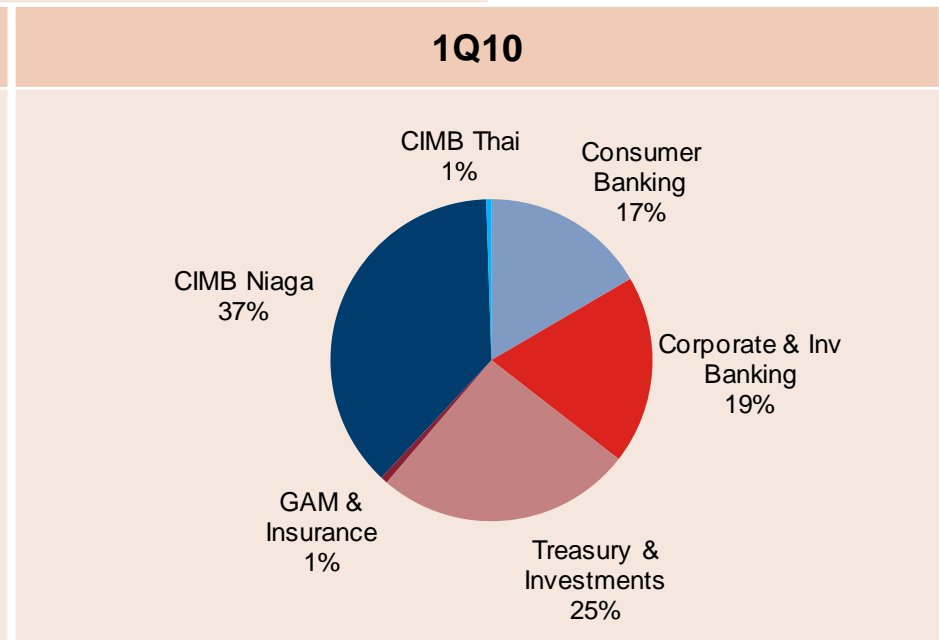
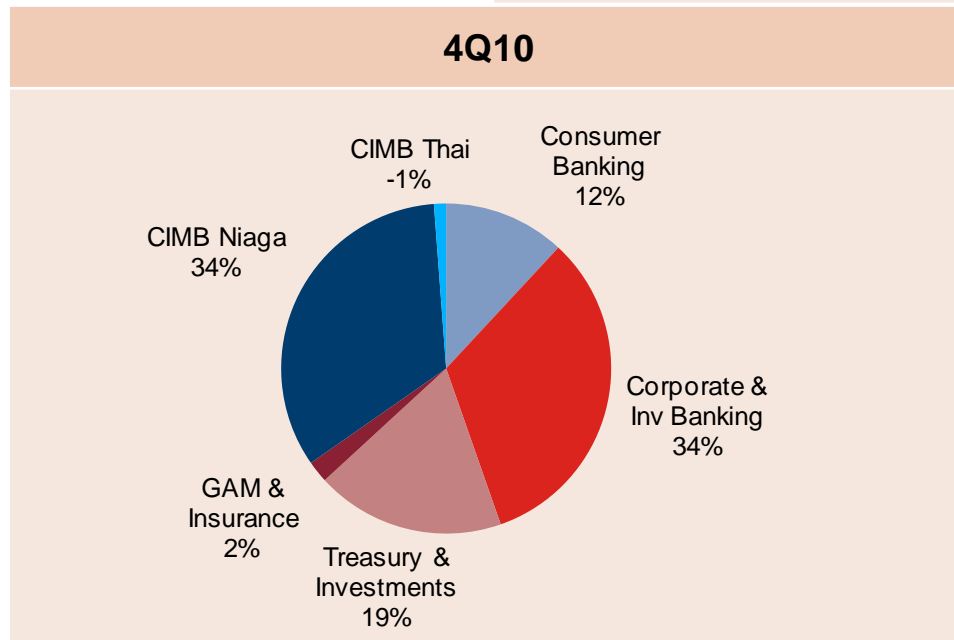
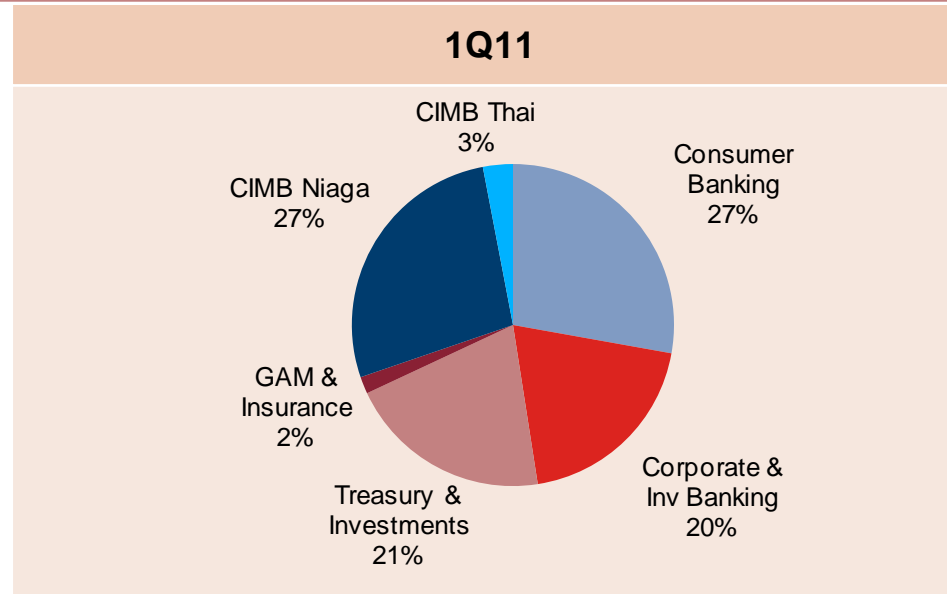


## Estimated PBT By Segment

PBT	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	%
Consumer Banking					
- Good Bank	287	111	158.6%	196	46.4%
- Bad Bank (including SEASAM)	56	29	93.1%	(9)	n.a.
	<b>343</b>	<b>140</b>	<b>145.0%</b>	<b>187</b>	<b>83.4%</b>
Corporate & Investment Banking	243	384	(36.8%)	214	13.6%
Treasury & Investments	253	219	15.5%	291	(13.1%)
GAM & Insurance	21	25	(16.0%)	8	162.5%
CIMB Niaga	336	394	(14.7%)	423	(20.6%)
CIMB Thai (after GAAP adjustments)	37	(14)	n.a.	6	516.7%
<b>PBT *</b>	<b>1,233</b>	<b>1,148</b>	<b>7.4%</b>	<b>1,129</b>	<b>9.2%</b>
<b>Net profit</b>	<b>917</b>	<b>878</b>	<b>4.4%</b>	<b>838</b>	<b>9.4%</b>



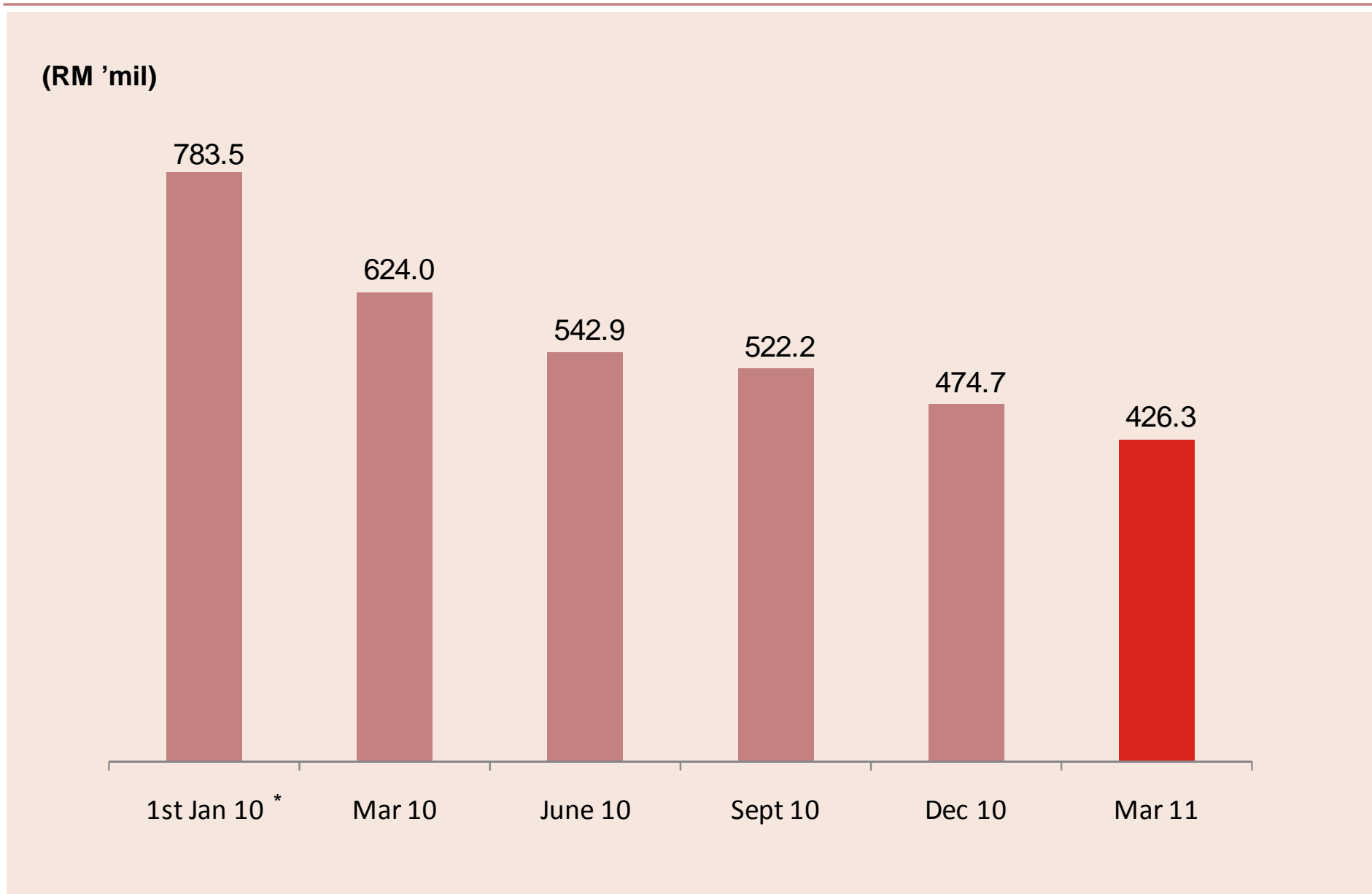
# Estimated PBT By Segment



# Consolidated Balance Sheet Changes

(RM 'mil)	31 Mar 11	31 Dec 10	Q-o-Q	31 Mar 10	Y-o-Y
Cash & short term funds	24,660	27,185	(9%)	25,852	(5%)
Securities purchased under resale agreements	2,634	3,805	(31%)	3,980	(34%)
Deposits & placements with financial institutions	10,522	11,746	(10%)	11,784	(11%)
Financial investments at fair value through profit or loss	18,084	17,083	6%	11,099	63%
- Money Market	13,557	12,442	9%	7,421	83%
- Corporate Bonds	3,159	3,199	(1%)	2,874	10%
- Equity	1,368	1,442	(5%)	804	70%
Financial investments available for sale	11,602	11,659	0%	10,484	11%
Financial investments held to maturity	14,760	14,120	5%	14,147	4%
Loans, advances & financing	164,170	159,181	3%	144,074	14%
Other assets	25,879	24,586	5%	24,436	6%
<b>Total assets</b>	<b>272,311</b>	<b>269,365</b>	<b>1%</b>	<b>245,856</b>	<b>11%</b>
Deposits from customers	202,112	199,846	1%	178,731	13%
Deposits & placements of banks and other FI	14,966	13,092	14%	13,878	8%
Other borrowings	15,083	14,444	4%	10,907	38%
Other liabilities	15,710	17,680	(11%)	19,402	(19%)
<b>Total liabilities</b>	<b>247,871</b>	<b>245,062</b>	<b>1%</b>	<b>222,918</b>	<b>11%</b>
<b>Shareholders' funds</b>	<b>23,543</b>	<b>23,230</b>	<b>1%</b>	<b>20,572</b>	<b>14%</b>
<b>Total liabilities &amp; equity</b>	<b>272,311</b>	<b>269,365</b>	<b>1%</b>	<b>245,856</b>	<b>11%</b>

# AFS MTM Position



# Key Ratios

(%)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
ROE *	15.7	14.9	5.4%	16.5	(5.2%)
NIM *	3.08	3.22	(4.3%)	3.33	(7.7%)
Non-interest income / total income	31.0	38.9	(20.4%)	34.4	(9.9%)
Cost / income	56.2	59.3	(5.2%)	54.1	3.8%
Allowance coverage	80.6	81.1	(0.7%)	80.5	0.1%
Allowance coverage after regulatory reserve #	82.6	82.3	0.4%	80.5	2.7%
Loan loss charge *	0.01	0.40	(96.4%)	0.39	(96.3%)
Gross impaired loans ratio	5.9	6.1	(3.7%)	7.5	(21.2%)
Gross impaired loans ratio (excluding SEASAM)	4.5	4.7	(2.7%)	5.7	(19.8%)
Net impaired loans ratio (Net of IA and PA)	1.2	1.2	(1.1%)	1.6	(22.7%)
Average shareholders' funds (RM 'mil)	23,387	23,600	(0.9%)	20,281	15.3%
ROA *	1.4	1.3	2.3%	1.4	(1.9%)
Book value per share (RM)	3.17	3.13	1.3%	5.83	(45.6%)
CASA ratio	34.7	33.2	4.5	32.2	7.8

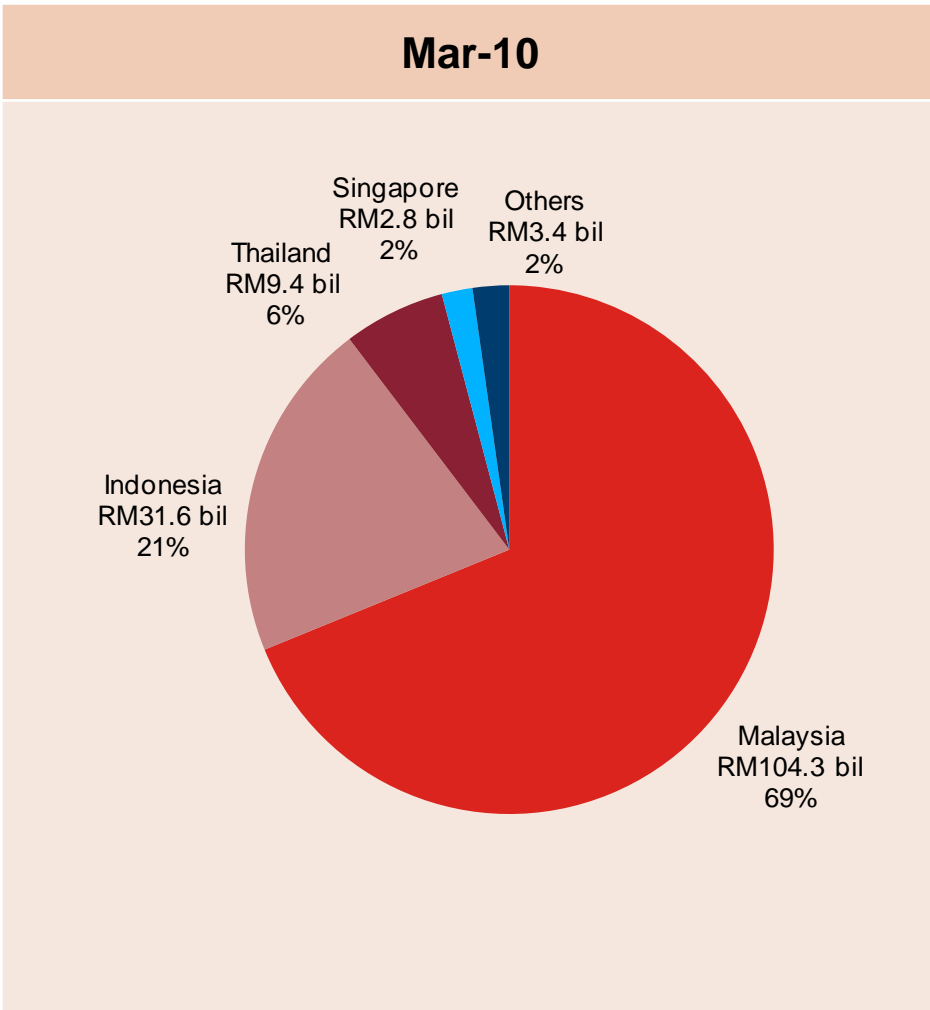
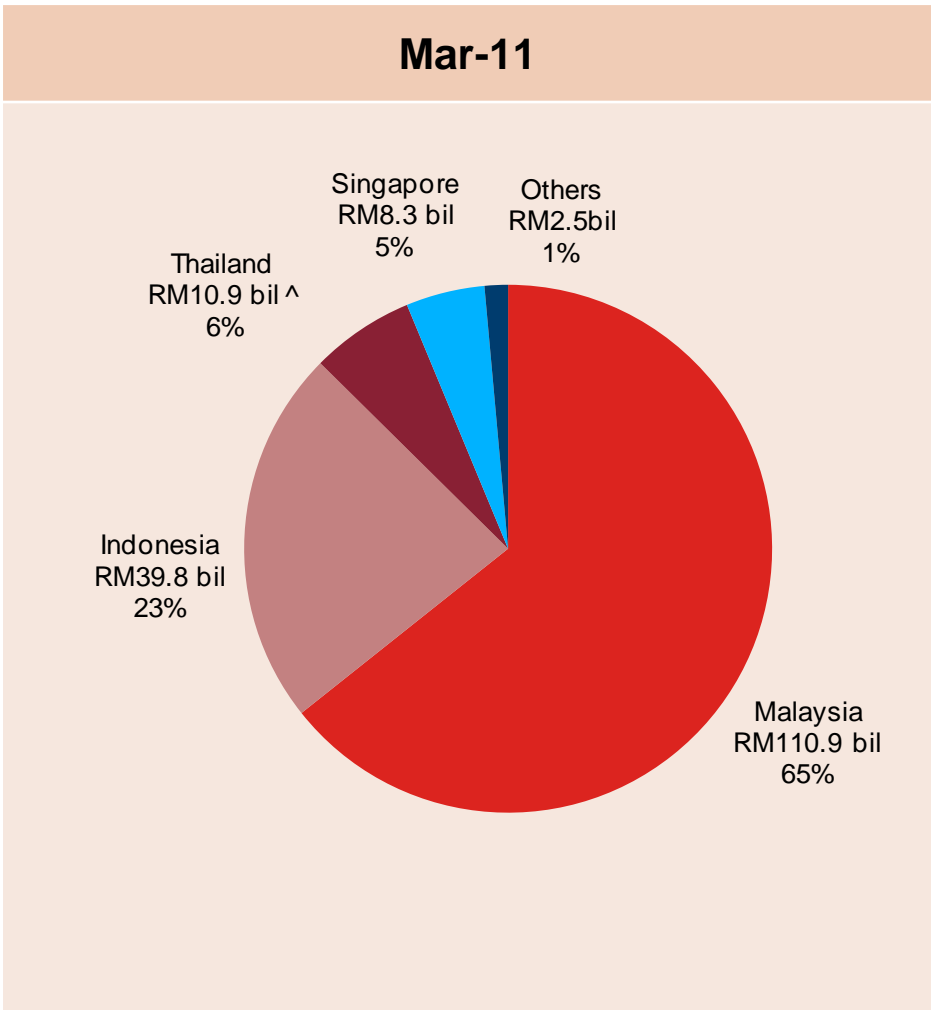
# Gross Loans Growth

Divisions / Products	31 Mar 11 (RM 'bil)	31 Dec 10 (RM 'bil)	Q-o-Q	31 Mar 10 (RM 'bil)	Y-o-Y
<b>Consumer Banking (48.1%)</b>	<b>83.0</b>	<b>81.0</b>	<b>2.4%</b>	<b>72.4</b>	<b>14.6%</b>
Mortgages	36.8	35.4	3.7%	31.0	18.5%
HP	10.6	10.6	-	9.7 #	8.7%
OD and TL	16.2	15.7	3.1%	14.2	14.0%
Credit cards	4.2	4.3	(1.5%)	3.4	23.0%
CIMB Xpress	2.3	1.8	31.0%	1.6	47.6%
Commercial	11.3	11.5	(1.8%)	11.6	(2.3%)
Others *	1.6	1.7	(6.1%)	0.9	80.3%
<b>Corporate &amp; Investment (23.4%)</b>	<b>40.3</b>	<b>39.9</b>	<b>0.9%</b>	<b>39.3</b>	<b>2.6%</b>
<b>CIMB Niaga (22.7%) ^</b>	<b>39.1</b>	<b>36.6</b>	<b>6.8%</b>	<b>30.7</b>	<b>27.5%</b>
<b>CIMB Thai (5.8%) +</b>	<b>10.0</b>	<b>10.0</b>	<b>0.7%</b>	<b>9.1</b>	<b>9.9%</b>
<b>Total</b>	<b>172.4</b>	<b>167.5</b>	<b>2.9%</b>	<b>151.5</b>	<b>13.8%</b>

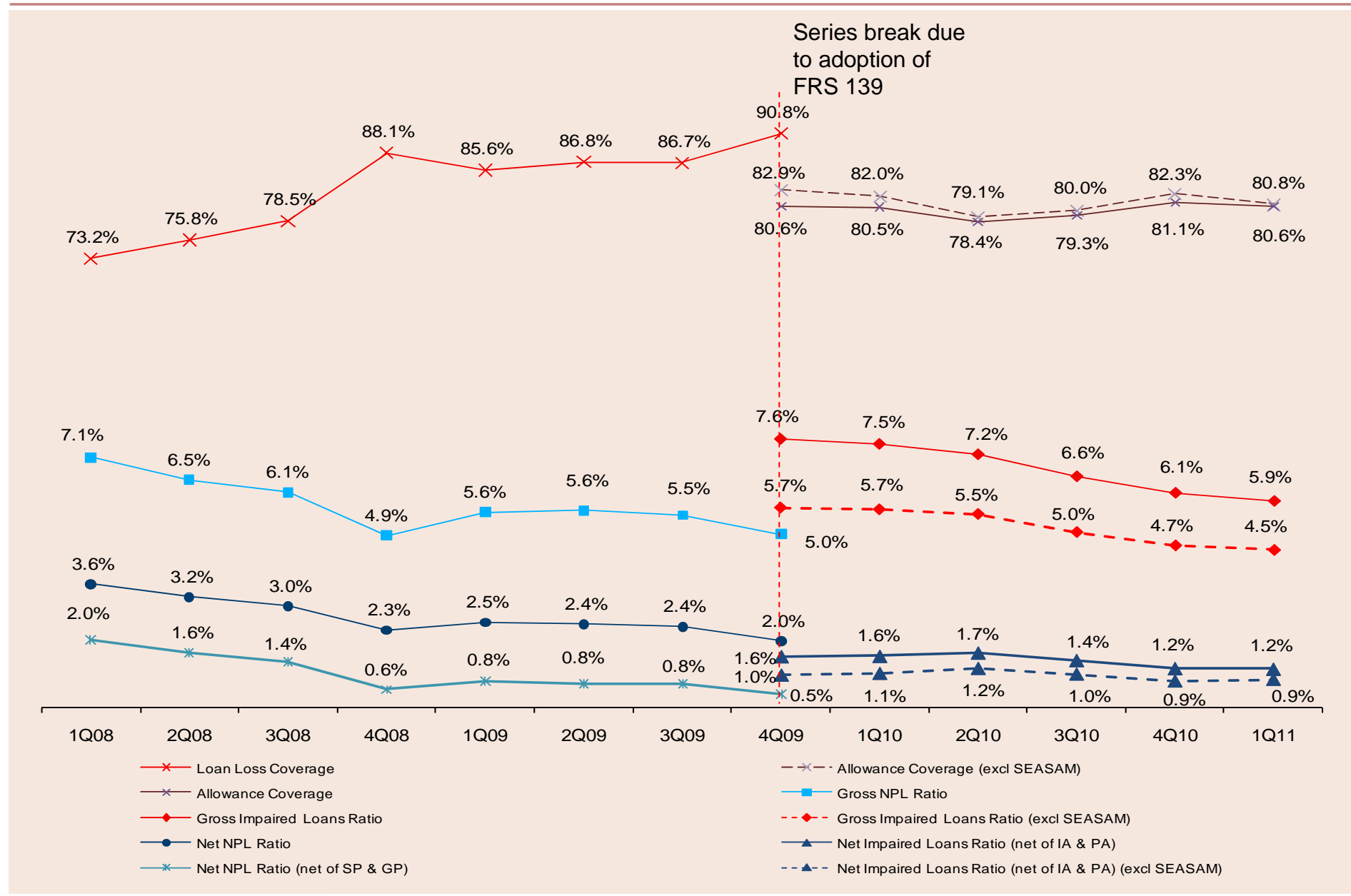
# Deposits Growth

Divisions / Products	31 Mar 11 (RM 'bil)	31 Dec 10 (RM 'bil)	Q-o-Q	31 Mar 10 (RM 'bil)	Y-o-Y
<b>Retail (29.8%) *</b>	<b>59.9</b>	<b>56.5</b>	<b>6.0%</b>	<b>50.5</b>	<b>18.7%<sup>#</sup></b>
- Current	16.0	15.2	5.3%	11.5	39.6%
- Savings	12.1	11.5	5.2%	10.6	14.2%
- Fixed & structured deposits	31.8	29.8	6.7%	28.4	12.0%
<b>Commercial (7.9%)</b>	<b>16.3</b>	<b>17.6</b>	<b>(7.4%)</b>	<b>14.5</b>	<b>12.1%</b>
<b>Corporate &amp; Treasury (37.3%)</b>	<b>75.0</b>	<b>75.5</b>	<b>(0.7%)</b>	<b>71.9</b>	<b>4.4%</b>
<b>CIMB Niaga (20.7%) ^</b>	<b>41.8</b>	<b>40.3</b>	<b>3.7%</b>	<b>33.5</b>	<b>24.8%</b>
<b>CIMB Thai (4.3%) +</b>	<b>8.7</b>	<b>9.7</b>	<b>(9.8%)</b>	<b>8.3</b>	<b>4.3%</b>
<b>Total</b>	<b>201.7</b>	<b>199.6</b>	<b>1.1%</b>	<b>178.7</b>	<b>12.8%</b>

# Loan Assets by Geography

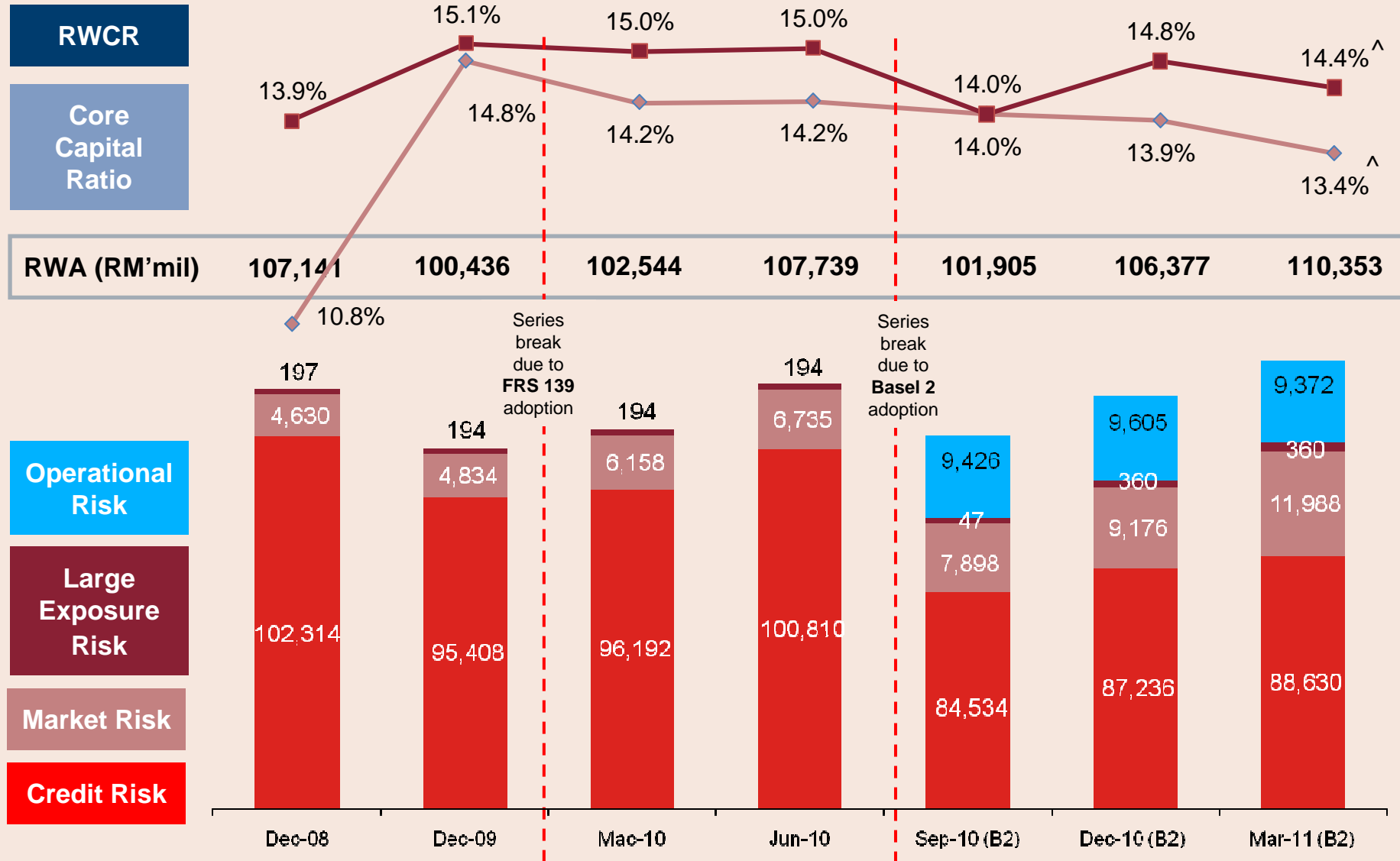


# Asset Quality Ratios – CIMBG





# Capital Management – CIMB Bank



# Capital Management

<b>CIMB Group</b>	<b>Mar-11</b>	<b>Dec-10</b>	
<b>Gearing ratio</b>	21.2%	17.8%	
<b>Double leverage ratio</b>	118.0%	113.8%	
<b>Core Capital Ratio</b>	<b>Mar-11<sup>+</sup></b>	<b>Dec-10<sup>^</sup></b>	<b>Mar-10<sup>+</sup></b>
	<b>(B2)</b>	<b>(B2)</b>	<b>(B1)</b>
CIMB Bank	13.4%*	13.9%	14.2%
CIMB Investment Bank	17.5%	16.5%	15.9%
CIMB Islamic	11.9%	13.2%	5.6%
CIMB Niaga #	11.0%	9.5%	10.9%
CIMB Thai ^	8.5%	9.0%	6.1%
CIMB Bank Group	10.9%	11.4%	
CIMB Investment Bank Group	18.0%	17.1%	
<b>RWCR</b>	<b>Mar-11<sup>+</sup></b>	<b>Dec-10<sup>^</sup></b>	<b>Mar-10<sup>+</sup></b>
	<b>(B2)</b>	<b>(B2)</b>	<b>(B1)</b>
CIMB Bank	14.4%*	14.8%	15.0%
CIMB Investment Bank	17.5%	16.5%	15.9%
CIMB Islamic	15.8%	17.2%	10.6%
CIMB Niaga #	14.4%	13.2%	12.8%
CIMB Thai ^	14.0%	14.7%	12.1%
CIMB Bank Group	14.3%	14.9%	
CIMB Investment Bank Group	18.2%	17.1%	

## CIMBG : Operating Expenses

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Personnel	823	918	(10.3%)	783	5.1%
Establishment	341	393	(13.2%)	360	(5.3%)
Marketing	63	99	(36.4%)	71	(11.3%)
Admin & General	318	468	(32.1%)	295	7.8%
<b>Total</b>	<b>1,545</b>	<b>1,878</b>	<b>(17.7%)</b>	<b>1,509</b>	<b>2.4%</b>

CIMB GROUP : 1Q11 RESULTS  
CONSUMER BANK

# Malaysian Consumer Bank Financials

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net interest / financing income	779	769	1.4%	671	16.1%
Non interest income	216	243	(11.5%)	213	1.4%
<b>Total income</b>	<b>995</b>	<b>1,012</b>	<b>(1.7%)</b>	<b>884</b>	<b>12.6%</b>
Overheads (direct + head office allocation)	(700)	(812)	(13.8%)	(638)	9.7%
Provisions	44	(63)	n.a.	(61)	n.a.
Share of JV	4	3	33.3%	2	100.0%
<b>PBT</b>	<b>343</b>	<b>140</b>	<b>145.0%</b>	<b>187</b>	<b>83.4%</b>
<b>Loan loss charge</b>	<b>(0.05%)</b>	<b>0.08%</b>	<b>n.a.</b>	<b>0.08%</b>	<b>n.a.</b>


## 1Q11 vs 4Q10

- PBT increased by 145% due to better operating performance and positive swing in delinquencies from 4Q10

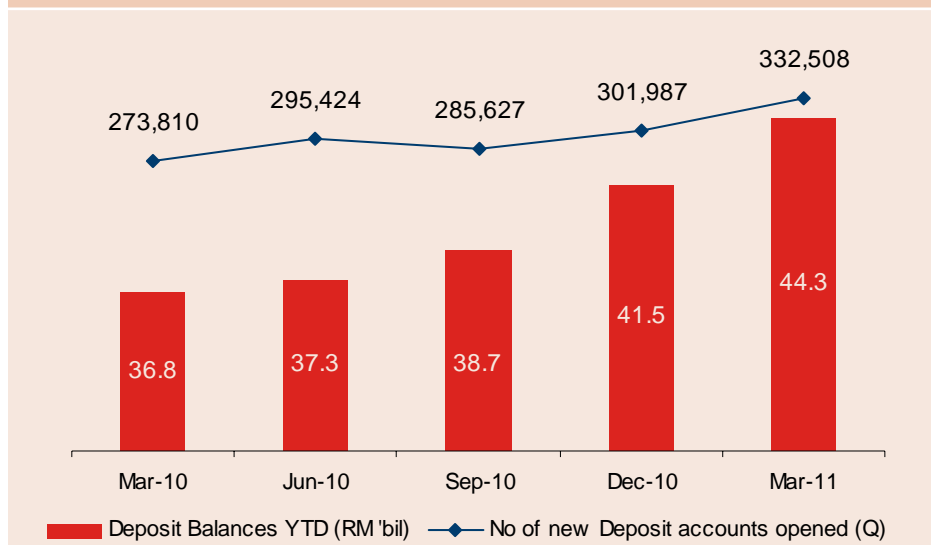
# Malaysian Consumer Good Bank Financials

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net interest / financing income	763	758	0.7%	665	14.7%
Non interest income	214	243	(11.9%)	213	0.5%
<b>Total income</b>	<b>977</b>	<b>1,001</b>	<b>(2.4%)</b>	<b>878</b>	<b>11.3%</b>
Overheads (direct + head office allocation)	(651)	(760)	(14.3%)	(593)	9.8%
Loan impairment	(43)	(133)	(67.7%)	(91)	(52.7%)
Share of JV	4	3	33.3%	2	100.0%
<b>PBT</b>	<b>287</b>	<b>111</b>	<b>158.6%</b>	<b>196</b>	<b>46.4%</b>
<b>Loan loss charge</b>	<b>0.06%</b>	<b>0.17%</b>	<b>(68.4%)</b>	<b>0.13%</b>	<b>(57.8%)</b>

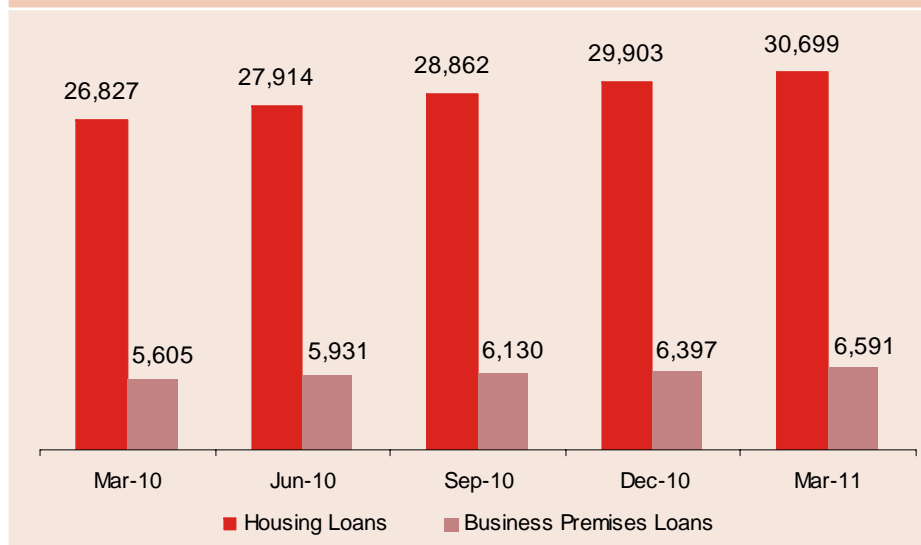
# Malaysian Consumer Banking Indicators (1)

Malaysia 	FY09		FY10		
	Market Share	Rank	Market Share	Rank	
Deposits	9.1%	3	10.1%	3	↑
Residential Mortgages	13.5%	2	13.9%	2	↑
Non Residential Mortgages	13.0%	2	12.7%	2	↓
Credit Cards	11.2%	3	12.9%	3	↑
HP	9.4%	4	8.1%	4	↓
SME Loans	8.9%	4	8.4%	4	↓

### Retail Financial Services Deposits

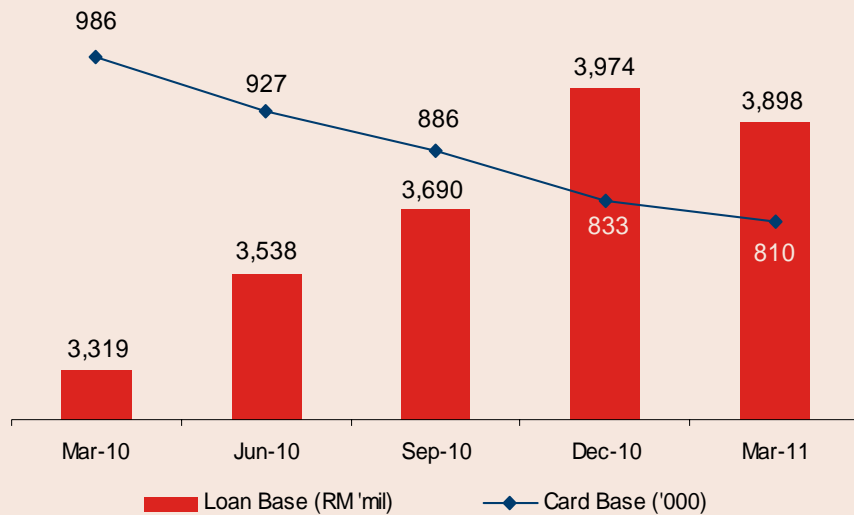


### Housing and Business Premises Loan Base (RM 'mil)

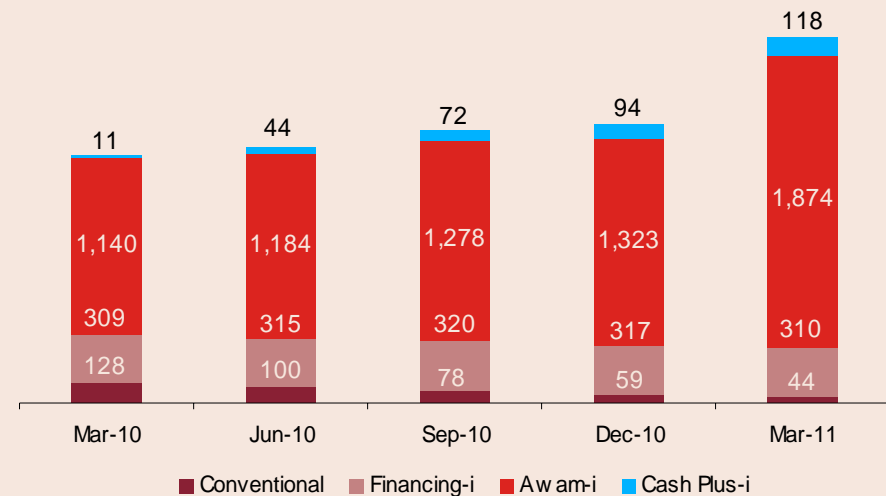


# Malaysian Consumer Banking Indicators (2)

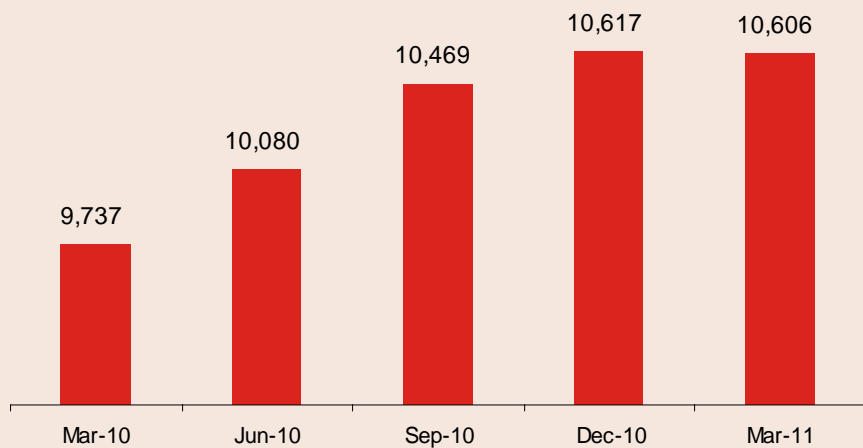
### Credit Cards – Loan Base (RM 'mil)



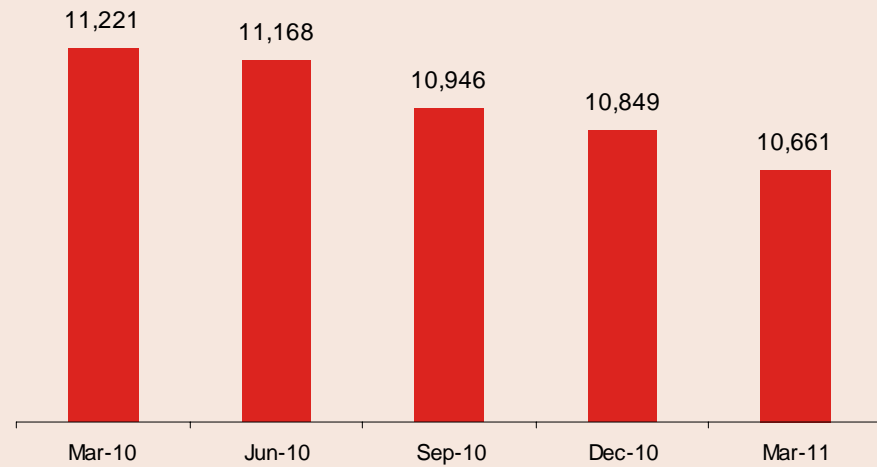
### CIMB Express – Loan Base (RM 'mil)



### HP – Loan Base (RM 'mil)

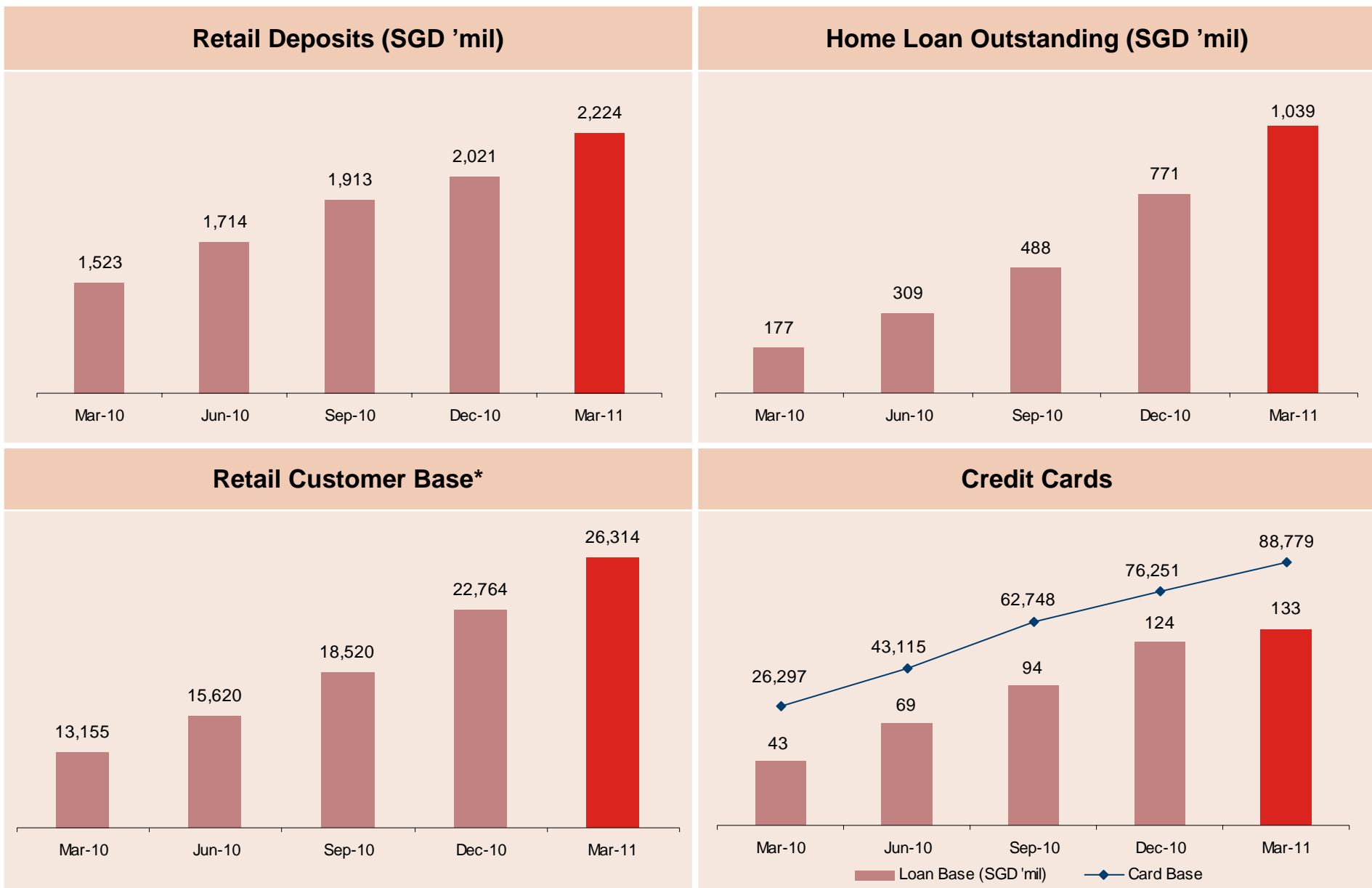


### SME – Loan Base (RM 'mil)





# Singapore Consumer Banking Indicators



Note: \* Retail and loan customers only

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TREASURY & INVESTMENT BANKING





## Treasury and Investment Financials

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net interest / financing income	162	200	(19.0%)	193	(16.1%)
Fee income	2	2	-	5	(60.0%)
Net trading income	84	8	>1000.0%	127	(34.6%)
<b>Total income</b>	<b>248</b>	<b>210</b>	<b>18.6%</b>	<b>325</b>	<b>(24.0%)</b>
Provision	-	-	-	3	(100.0%)
Overheads	(92)	(91)	(2.2%)	(75)	22.7%
<b>Treasury PBT</b>	<b>156</b>	<b>119</b>	<b>31.2%</b>	<b>253</b>	<b>(38.8%)</b>
<b>Investment PBT</b>	<b>97</b>	<b>100</b>	<b>(2.5%)</b>	<b>38</b>	<b>158.5%</b>
<b>Total</b>	<b>253</b>	<b>219</b>	<b>15.5%</b>	<b>291</b>	<b>(13.1%)</b>

## Corporate & Investment Banking Financials

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net interest / financing income	192	195	(1.5%)	221	(13.1%)
Fee & commission income	129	349	(63.0%)	90	43.3%
Net trading income	33	57	(42.1%)	20	64.9%
Brokerage income	89	98	(9.2%)	78	13.9%
<b>Total income</b>	<b>443</b>	<b>699</b>	<b>(36.7%)</b>	<b>409</b>	<b>8.3%</b>
Provision	20	20	-	15	44.3%
Overheads	(220)	(335)	34.7%	(210)	4.8%
<b>PBT</b>	<b>243</b>	<b>384</b>	<b>(36.8%)</b>	<b>214</b>	<b>13.6%</b>










# IB Market Share and Ranking (1)

Malaysia 	3M10		3M11			Indonesia 	3M10		3M11		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	9.5%	1	10.1%	1	↑	Stock Broking	6.1%	2	4.4%	5	↓
IPO	46.9%	1	-	-	↓	IPO	-	-	-	-	
ECM	21.5%	2	51.8%	1	↑	ECM	9.0%	3	3.5%	9	↓
M&A	40.2%	2	31.7%	1	↑	M&A	9.4%	4	-	-	↓
Syndication	37.8%	1	5.8%	6	↓	Syndication	8.7%	6	1.1%	24	↓
Bonds						Bonds	5.3%	7	-	-	↓
- Domestic	25.8%	2	26.9%	1	↑						
- Sukuk	38.9%	1	31.8%	1	↓						
Thailand 	3M10		3M11			Singapore 	3M10		3M11		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	0.9%	29	0.8%	29	↓	Stock Broking	8.9%	4	10.2%	1	↑
IPO	-	-	-	-		IPO	20.8%	3	0.1%	7	↓
ECM	-	-	-	-		ECM	11.4%	3	1.8%	7	↓
M&A	57.8%	1	-	-	↓	M&A*	-	-	9.3%	1	↑
Bonds	3.0%	10	3.9%	8	↑	Syndication	-	-	0.2%	24	↑
						Bonds	1.6%	8	9.2%	4	↑

## IB Market Share and Ranking (2)

ASEAN	3M10		3M11		
	Market Share	Rank	Market Share	Rank	
IPO	10.2%	4	6.9%	14	↓
ECM	9.3%	2	5.2%	5	↓
M & A	10.4%	4	6.8%	10	↓
Syndication	-	-	-	-	
Bonds - Domestic Currency *	7.4%	6	13.5%	2	↑

# Notable Deals

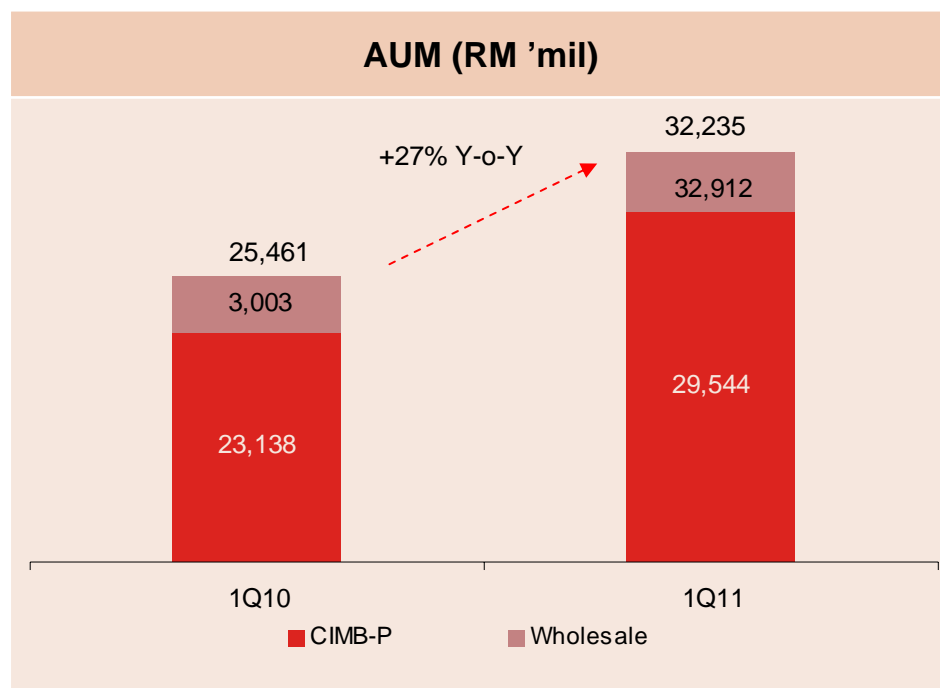
ECM	DCM
 <p><b>Malaysia Smelting Corporation</b>            SGD43.8 mil secondary listing on the Main Board of SGX-ST  <i>First ever secondary listing of a Bursa Securities-listed company on the SGX</i></p>	 <p><b>Pembinaan BLT Sdn Bhd</b>            RM10.0 bil Islamic Medium Term Notes Programme</p>
 <p><b>Sri Trang Agro-Industry pcl</b>            SGD336.0 mil secondary listing on the Main Board of SGX-ST  <i>First ever secondary listing of a SET-listed company on the SGX</i></p>	 <p><b>Telekom Malaysia</b>            RM2.0 bil Islamic Commercial Paper Programme and Islamic Medium Term Note Programme</p>
 <p><b>S P Setia</b>            RM884.7 mil placement</p>	 <p><b>Housing and Development Board</b>            SGD320.0 mil Medium Term Notes</p>
 <p><b>CapitaMalls Malaysia Trust</b>            RM153.6 mil placement</p>	
 <p><b>PT Bank Bukopin Tbk</b>            IDR665.8 bil placement of rights shares listed on Indonesia Stock Exchange</p>	 <p><b>Toyota Leasing (Thailand) Company Limited</b>            THB2.8 bil Fixed Rate Senior Secured Debentures</p>

CIMB GROUP : 1Q11 RESULTS  
ASSET MANAGEMENT & INSURANCE



# Group Asset Management & Insurance

PBT (after HOCA) (RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
CIMB-P Group	17	14	21.4%	13	30.8%
Wholesale	(2)	(1)	100.0%	3	n.a.
Insurance	1	7	(85.7%)	(12)	n.a.
Securities Services	5	5	-	4	25.0%
<b>Total</b>	<b>21</b>	<b>25</b>	<b>(16.0%)</b>	<b>8</b>	<b>162.5%</b>



CIMB GROUP : 1Q11 RESULTS  
CIMB NIAGA

# CIMB Niaga: Earnings Summary



(IDR 'bil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net Interest Income	1,876	1,942	(3.4%)	1,665	12.7%
Non Interest Income	573	448	27.9%	299	92.3%
<b>Operating Income</b>	<b>2,449</b>	<b>2,390</b>	<b>2.5%</b>	<b>1,964</b>	<b>24.7%</b>
Overhead Expenses	(1,255)	(1,163)	7.9%	(1,017)	23.4%
<b>Pre Provision Operating Profit</b>	<b>1,194</b>	<b>1,227</b>	<b>(2.8%)</b>	<b>947</b>	<b>26.0%</b>
Provisions Expense	(214)	(244)	(12.3%)	(243)	(11.9%)
<b>Operating Profit</b>	<b>980</b>	<b>983</b>	<b>(0.3%)</b>	<b>704</b>	<b>39.2%</b>
<b>PBT</b>	<b>980</b>	<b>983</b>	<b>(0.3%)</b>	<b>704</b>	<b>39.2%</b>
<b>Net Profit #</b>	<b>728</b>	<b>754</b>	<b>(3.4%)</b>	<b>524</b>	<b>38.9%</b>
<b>Net Profit (RM 'mil) #</b>	<b>249</b>	<b>263</b>	<b>(5.3%)</b>	<b>191</b>	<b>30.4%</b>
<b>EPS (sen) #</b>	<b>29.3</b>	<b>31.5</b>	<b>(7.0%)</b>	<b>21.9</b>	<b>33.8%</b>
<b>Net Profit *</b>	<b>728</b>	<b>902</b>	<b>(19.3%)</b>	<b>980</b>	<b>(25.7%)</b>
<b>Net Profit (RM 'mil) *</b>	<b>249</b>	<b>313</b>	<b>(20.4%)</b>	<b>357</b>	<b>(30.3%)</b>

# CIMB Niaga : Balance Sheet Changes



(IDR 'bil)	31 Mar 11	31 Dec 10	Q-o-Q	31 Mar 10	Y-o-Y
Placements & Other MS	25,783	26,422	(2.4%)	20,361	26.6%
Government Bonds	7,162	6,640	7.9%	5,031	42.4%
Loans	106,631	101,610	4.9%	80,732	32.1%
Other Assets	9,474	8,981	5.5%	8,467	11.9%
<b>Total Assets</b>	<b>149,050</b>	<b>143,653</b>	<b>3.8%</b>	<b>114,591</b>	<b>30.1%</b>
Low Cost Fund (CASA)	57,712	51,353	12.4%	44,838	28.7%
Time Deposits & CD	62,835	66,480	(5.5%)	48,832	28.7%
<b>Total Customer Deposits</b>	<b>120,547</b>	<b>117,833</b>	<b>2.3%</b>	<b>93,670</b>	<b>28.7%</b>
Other Liabilities	12,622	12,052	4.7%	9,246	36.5%
<b>Total liabilities</b>	<b>133,169</b>	<b>129,885</b>	<b>2.5%</b>	<b>102,916</b>	<b>29.4%</b>
<b>Equity</b>	<b>15,881</b>	<b>13,767</b>	<b>15.4%</b>	<b>11,675</b>	<b>36.0%</b>

# CIMB Niaga : Gross Loans Growth



Products / Divisions	31 Mar 11 (IDR 'bil)	31 Dec 10 (IDR 'bil)	Q-o-Q	31 Mar 10 (IDR 'bil)	Y-o-Y
<b>Retail Banking (31.2%)</b>	<b>34,341</b>	<b>32,790</b>	<b>4.7%</b>	<b>25,918</b>	<b>32.5%</b>
Credit Cards	2,170	2,059	5.4%	1,405	54.4%
Auto Loans	14,577	13,869	5.1%	10,073	44.7%
Mortgage	16,162	15,465	4.5%	12,993	24.4%
Personal / Others	1,432	1,397	2.5%	1,447	(1.0%)
<b>Corporate Banking (31.9%)</b>	<b>35,052</b>	<b>32,906</b>	<b>6.5%</b>	<b>26,088</b>	<b>34.4%</b>
<b>Business Banking (34.8%)</b>	<b>38,219</b>	<b>37,132</b>	<b>2.9%</b>	<b>30,290</b>	<b>26.2%</b>
<b>Mikro Laju &amp; Rahn (0.4%)</b>	<b>465</b>	<b>280</b>	<b>66.1%</b>	<b>65</b>	<b>&gt;100.0%</b>
<b>Syariah Banking (1.7%)</b>	<b>1,898</b>	<b>1,785</b>	<b>6.3%</b>	<b>1,310</b>	<b>44.9%</b>
<b>Total</b>	<b>109,975</b>	<b>104,893</b>	<b>4.8%</b>	<b>83,671</b>	<b>31.4%</b>

# CIMB Niaga : Deposits Growth



Divisions / Products	31 Mar 11 (IDR 'bil)	31 Dec 10 (IDR 'bil)	Q-o-Q	31 Mar 10 (IDR 'bil)	Y-o-Y
<b>Retail Banking (48.5%)</b>	<b>58,441</b>	<b>54,288</b>	<b>7.6%</b>	<b>44,698</b>	<b>30.7%</b>
- Current	4,014	3,668	9.4%	3,164	26.9%
- Savings	29,804	23,315	27.8%	19,256	54.8%
- Fixed & structured deposits	24,623	27,305	(9.8%)	22,278	10.5%
<b>Business Banking (32.0%)</b>	<b>38,548</b>	<b>37,542</b>	<b>2.7%</b>	<b>29,045</b>	<b>32.7%</b>
<b>Corporate Banking (17.7%)</b>	<b>21,340</b>	<b>23,534</b>	<b>(9.3%)</b>	<b>18,351</b>	<b>16.3%</b>
<b>Shariah Banking (1.8%)</b>	<b>2,218</b>	<b>2,469</b>	<b>(10.2%)</b>	<b>1,575</b>	<b>40.8%</b>
<b>Total</b>	<b>120,547</b>	<b>117,833</b>	<b>2.3%</b>	<b>93,669</b>	<b>28.7%</b>

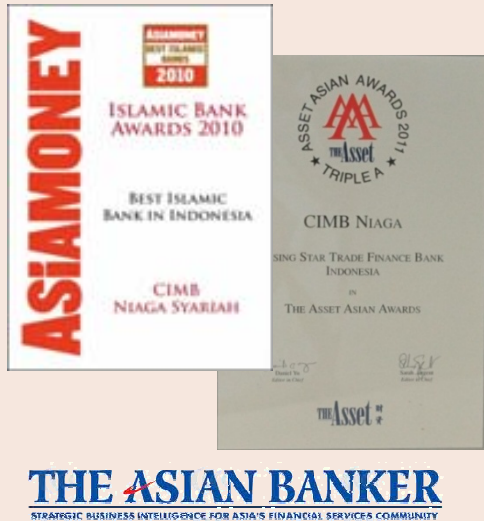
# CIMB Niaga : Key Ratios



(Consolidated, %)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
ROE	19.3	22.5	(14.4%)	18.3	5.5%
NIM	5.5	6.1	(10.3%)	6.7	(17.6%)
Cost to Income	51.3	48.7	5.3%	51.8	(1.1%)
Loan Loss Coverage**	107.4	122.0	(11.9%)	116.0	(7.3%)
Allowance Coverage*	82.9	82.5	0.5%	80.5	3.0%
Loan Loss Charge*	0.7	0.9	(14.0%)	0.9	(21.3%)
Gross Impaired Loans Ratio*	3.7	3.8	(3.4%)	4.4	(15.6%)
Gross NPL (BI Definition)**	2.9	2.6	10.4%	3.1	(6.5%)
Loan to Deposit	90.3	88.0	2.6%	88.5	2.1%
CAR*	14.4	13.2	8.9%	12.8	12.8%
CASA ratio	47.9	43.6	9.9%	47.9	-

Consumer Market Share						Corporate Updates	
Indonesia 	3M10		3M11				
	Market Share	Rank	Market Share	Rank			
Deposits	4.7%	5	5.3%	5	↑	<b>Divestment of CIGNA</b> Completed the 20% share sales of PT Asuransi Cigna on 22 Mar 2011	
Mortgages	10.2%	3	10.2%	3	↑		
Credit Cards *	5.9%	6	7.7%	6	↑		
						<b>Right Issue</b> Completed the issuance of IDR1.5 tril in Jan 2011 with ratio of 20:1	

## CIMB Niaga Accolades



- Best Islamic Bank in Indonesia – Asiamoney
- The Asian Banker Achievement Award for Cash Management – The Asian Banker
- Rising Star Trade Finance Bank – The Asset
- Rising Star Cash Management Bank – The Asset

## Corporate Activities



- CIMB ASEAN Research Institute entered partnership with University of Indonesia
- Launched Preferred Banking branch at Energy Building, Jakarta

Note: \* Card Base



CIMB GROUP : 1Q11 RESULTS  
CIMB THAI

# CIMB Thai : Earnings Summary

(Baht 'mil) (Before GAAP Adjustments)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Net Interest Income	1,130	1,119	1.0%	1,034	9.3%
Non Interest Income	460	431	6.7%	636	(27.7%)
<b>Operating Income</b>	<b>1,590</b>	<b>1,550</b>	<b>2.6%</b>	<b>1,670</b>	<b>(4.8%)</b>
Overhead Expenses	(1,232)	(1,327)	(7.2%)	(1,183)	4.1%
<b>Pre Provision Operating Profit</b>	<b>358</b>	<b>223</b>	<b>60.5%</b>	<b>487</b>	<b>(26.5%)</b>
Provisions Expense	(66)	(296)	(77.7%)	(160)	(58.8%)
<b>Profit / (Loss) Before Tax</b>	<b>292</b>	<b>(72)</b>	<b>n.a.</b>	<b>327</b>	<b>(10.7%)</b>
<b>Net Profit / (Loss)</b>	<b>282</b>	<b>(65)</b>	<b>n.a.</b>	<b>348</b>	<b>(19.0%)</b>
<b>Net Profit / (Loss) (RM 'mil)</b>	<b>28</b>	<b>(7)</b>	<b>n.a.</b>	<b>35</b>	<b>(20.0%)</b>
<b>EPS (sen)</b>	<b>0.02</b>	<b>(0.00)</b>	<b>n.a.</b>	<b>0.03</b>	<b>(33.3%)</b>
<b>Profit / (Loss) Before Tax (RM 'mil) *</b>	<b>37</b>	<b>(14)</b>	<b>n.a.</b>	<b>6</b>	<b>516.7%</b>
<b>Net Profit / (Loss) (RM 'mil) *</b>	<b>33</b>	<b>(14)</b>	<b>n.a.</b>	<b>3</b>	<b>&gt;1000%</b>

# CIMB Thai : Balance Sheet Changes




(Baht 'mil) (Before GAAP Adjustments)	31 Mar 11	31 Dec 10 Restated	Q-o-Q	31 Mar 10 Restated	Y-o-Y
Placements & Other MS	13,370	21,925	(39.0%)	12,770	4.7%
Government Bonds (Net)	14,769	14,801	(0.2%)	13,231	11.6%
Loans (Net)	95,346	91,403	4.3%	79,917	19.3%
Other Assets	10,944	12,346	(11.4%)	11,931	(8.3%)
<b>Total Assets</b>	<b>134,430</b>	<b>140,475</b>	<b>(4.3%)</b>	<b>117,849</b>	<b>14.1%</b>
Low Cost Funds (CASA)	26,463	26,391	0.3%	24,441	8.3%
Time Deposits & CD	60,738	68,265	(11.0%)	57,972	4.8%
<b>Total Customer Deposits</b>	<b>87,201</b>	<b>94,656</b>	<b>(7.9%)</b>	<b>82,413</b>	<b>5.8%</b>
Other Liabilities	35,518	33,883	4.8%	27,141	30.9%
<b>Total Liabilities</b>	<b>122,719</b>	<b>128,539</b>	<b>(4.5%)</b>	<b>109,554</b>	<b>12.0%</b>
<b>Equity</b>	<b>11,710</b>	<b>11,936</b>	<b>(1.9%)</b>	<b>8,295</b>	<b>41.2%</b>

# CIMB Thai : Loans Growth by Segment

Products / Divisions	31 Mar 11 (THB 'bil)	31 Dec 10 (THB 'bil)	Q-o-Q	31 Mar 10 (THB 'bil)	Y-o-Y
<b>Retail Banking (35.8%)</b>	<b>35.0</b>	<b>32.7</b>	<b>7.0%</b>	<b>27.2</b>	<b>28.7%</b>
Auto Loans	6.8	5.8	17.2%	4.2	61.9%
Mortgage	22.3	20.9	6.7%	16.6	34.3%
Personal / Others	5.9	6.0	(1.7%)	6.4	(7.8%)
<b>Corporate &amp; Investment Banking (40.4%)</b>	<b>39.5</b>	<b>39.5</b>	<b>0.0%</b>	<b>36.3</b>	<b>8.8%</b>
<b>Business Banking (21.0%)</b>	<b>20.5</b>	<b>18.9</b>	<b>8.5%</b>	<b>12.6</b>	<b>62.7%</b>
<b>Legal &amp; Recovery Group (2.8%)</b>	<b>2.7</b>	<b>2.7</b>	<b>0.0%</b>	<b>8.4</b>	<b>(67.9%)</b>
<b>Total Gross Loans</b>	<b>97.7</b>	<b>93.8</b>	<b>4.2%</b>	<b>84.4</b>	<b>15.8%</b>

# CIMB Thai : Key Ratios

(Consolidated, %)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
ROE	9.9	(2.2)	n.a.	17.3	(42.6%)
NIM	3.7	3.6	2.8%	3.8	(2.6%)
Cost to Income	77.5	85.6	(9.5%)	70.8	9.5%
Loan Loss Coverage**	98.4	91.4	7.7%	53.6	83.6%
Loan Loss Charge	0.3	1.3	(76.9%)	0.8	(62.5%)
Gross NPL ratio**	2.7	2.7	0.0%	10.2	(73.5%)
Net NPL ratio**	1.9	1.8	5.6%	6.0	(68.3%)
Loan to Deposit	92.2	84.2	9.5%	92.1	0.1%
CAR*	14.0	14.7	(4.8%)	12.1	15.7%
CASA ratio	30.3	27.9	8.6%	29.7	2.0%

Consumer Market Share						Corporate Updates	
Thailand 	3M10		3M11				
	Market Share	Rank	Market Share	Rank			
Deposits	1.3%	11	1.2%	11	↓	  <ul style="list-style-type: none"> <li>Opened 2 new branches in March - Phratumnak Pattaya Branch and Amorini Branch (Ramindra Road)</li> </ul>	
Mortgages	0.7%	11	0.9%	11	↑		
HP	0.4%	17	0.4%	17	↔		
SME Loans	0.9%	7	1.3%	7	↑		

### New innovative retail products launched



**Bancassurance - Sabai Retirement and CIMBT my kid**



**Special rate for unsecured loan**

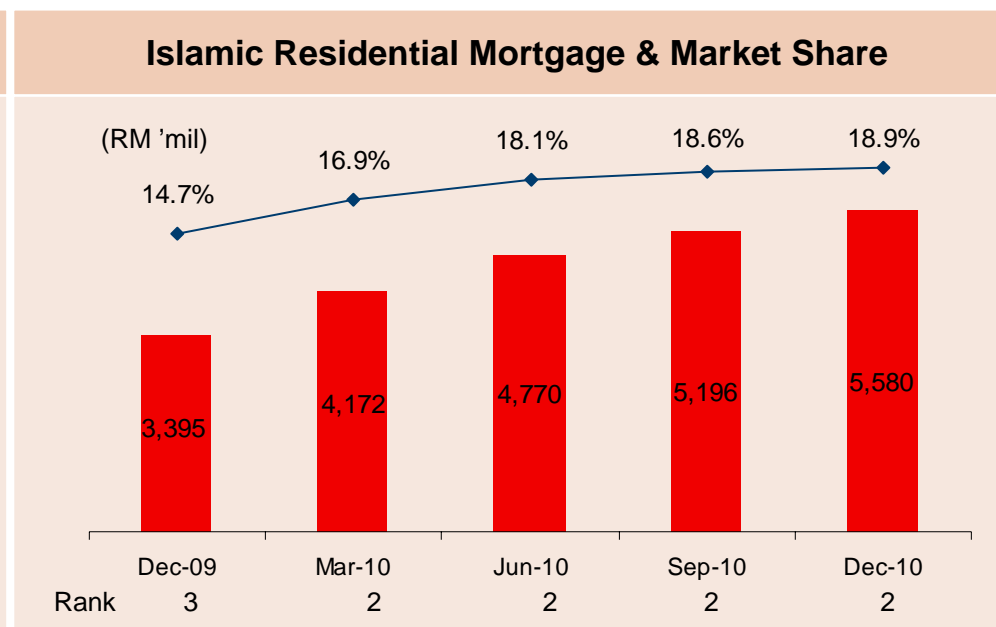
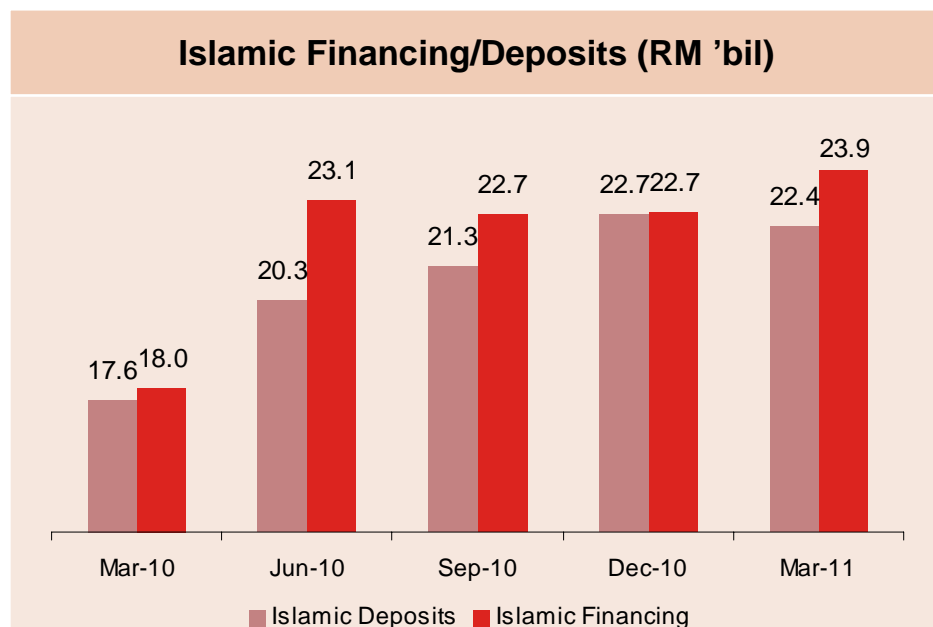
### CIMB Thai Accolades



**Best Bond Award 2010 - ThaiBMA**

CIMB GROUP : 1Q11 RESULTS  
OTHER HIGHLIGHTS

Ranking of Total Islamic Assets as at 31 Dec 2010				Market share and ranking	3M10		3M11		
Rank	Company	Total Assets RM 'mil	Market Share %		Market Share	Rank	Market Share	Rank	
1	MIBB	47,513	18.4	Sukuk					
1	MIBB	47,513	18.4	- Malaysia	38.9%	2	31.8%	1	↓
2	<b>CIMB Islamic</b>	<b>36,038</b>	<b>13.9</b>	- Global	23.5%	1	22.3%	2	↓
3	Bank Islam	31,036	12.0						
4	PBB-I	22,731	8.8						
5	Amlslamic	17,981	7.0						



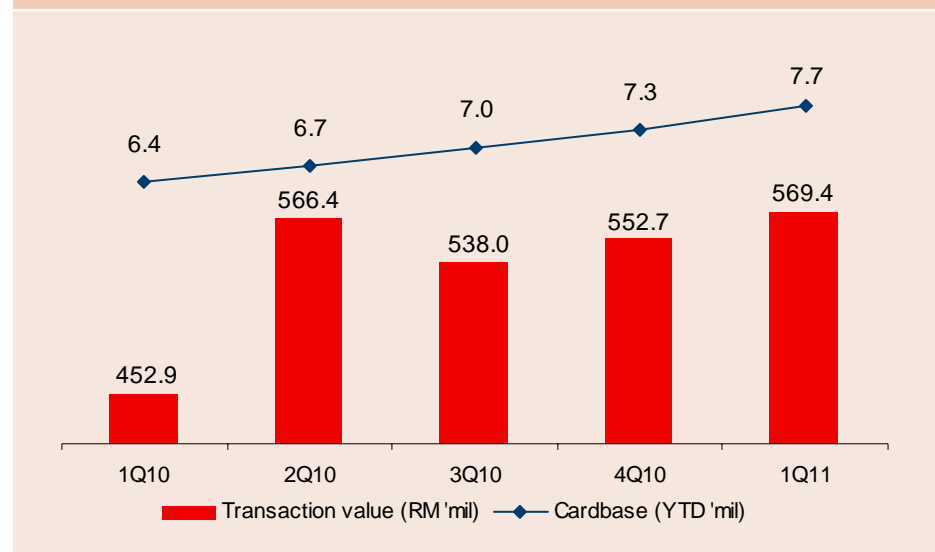


	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Operating income (RMB mil)	445	393	13.2%	232	91.8%
Net profit (RMB 'mil)	234	113	107.1%	103	127.2%
PAT to CIMB Group (RM 'mil)	21.7	10.5	106.7%	10.2	112.7%
ROE (%)	35.2	18.2	93.4%	19.5	80.5%
NIM (%)	4.2	4.3	(2.3%)	3.8	10.5%
Allowance coverage (%)	378.0	331.0	14.2%	243.0	55.6%
Gross impaired loans ratio (%)	0.5	0.6	(16.7%)	0.7	(28.6%)
<b>Balance Sheet (RMB 'mil)</b>	<b>31 Mar 10</b>	<b>31 Dec 10</b>	<b>Q-o-Q</b>	<b>31 Mar 10</b>	<b>Y-o-Y</b>
Total Assets	41,162	43,412	(5.2%)	25,187	63.4%
Total Liabilities	38,383	40,870	(6.1%)	23,000	66.9%
Equity	2,779	2,542	9.3%	2,187	27.1%
RWCR (%)	10.9	12.2	(10.7%)	12.7	(14.2%)

# Touch 'n Go – Earnings Summary

(RM 'mil)	1Q11	4Q10	Q-o-Q	1Q10	Y-o-Y
Revenue	25	31	(19.4%)	23	8.7%
Cost	18	24	(25.0%)	18	-
<b>PBT</b>	<b>7</b>	<b>7</b>	<b>-</b>	<b>5</b>	<b>40.0%</b>
<b>PAT</b>	<b>5</b>	<b>5</b>	<b>-</b>	<b>4</b>	<b>25.0%</b>
<b>PAT to CIMB Group</b>	<b>3</b>	<b>3</b>	<b>-</b>	<b>1</b>	<b>200.0%</b>

## Transaction Value and Cardbase (RM'mil)



# Key 2011 Priorities Round-Up

Priorities	Updates
Regional CASA Drive	<ul style="list-style-type: none"> <li>▪ Taskforce and governance in place</li> <li>▪ Strong CASA growth YTD across MIST</li> </ul>
Cost Management	<ul style="list-style-type: none"> <li>▪ Committees formed regionally and in MIST</li> <li>▪ Quick-wins being implemented. Each SBU identifying cost management initiatives to achieve CI target</li> </ul>
ASEAN Agenda	<ul style="list-style-type: none"> <li>▪ Launched CARI in partnership with Universiti of Indonesia</li> <li>▪ Regional staff integration programmes</li> </ul>
Institutionalising the firm	<ul style="list-style-type: none"> <li>▪ Cohort 1 CLP graduated</li> </ul>
No. 1 ASEAN investment bank	<ul style="list-style-type: none"> <li>▪ Defending market shares</li> <li>▪ Completed 2 cross-border listings in Singapore</li> <li>▪ Reviewing internal structures for competitiveness</li> </ul>
Making new KPIs work	<ul style="list-style-type: none"> <li>▪ Developing the communications plan and timeline for rolling out the new KPI framework to Level 2 business units</li> </ul>
Leveraging Technology	<ul style="list-style-type: none"> <li>▪ Commenced 1Platform in Thailand. 1View is well underway across branches and call centers in Malaysia</li> </ul>
Commercial Banking across the region	<ul style="list-style-type: none"> <li>▪ Good growth in Malaysia EB</li> <li>▪ New leadership in Singapore</li> </ul>
Business Intelligence	<ul style="list-style-type: none"> <li>▪ Core team currently being recruited</li> <li>▪ Preliminary research underway</li> </ul>
The customer view	<ul style="list-style-type: none"> <li>▪ Task force formed</li> </ul>

# Notable Awards 2010




Top Asian Investment Bank Award  
 Bank of the year 2010 – Malaysia  
 Cash Management - Indonesia






Deal of the Year - *AIA IPO*  
 Best Malaysia Deal - *Pet Chem IPO*  
 Best Private Equity Deal - *Khazanah-Parkway*  
 Best Islamic Financing Deal - GoM Sukuk  
 Best Investment Bank (9<sup>th</sup> time)






Best Domestic IB and Equity House (Msia)  
 Best Deal Malaysia - GoM USD Sukuk  
 Best Deal Singapore - Khazanah-Parkway  
 Best Deal Indonesia - CVC-Matahari






Best Asian Local Currency Bond House of the Year in SEA  
 Sovereign Deal of the Year- *Republic of Indonesia's IDR5.56 trillion Retail Sukuk Ijarah*






Best Domestic Debt/Equity House  
 Best Domestic Bank  
 Best Large Cap Corporate for Malaysia  
 Best Top Executive in Malaysia - *Dato' Sri Nazir Razak*






Strongest Bank in Malaysia Award  
 Achievement Award for Islamic Finance  
 Achievement Award for Cash Management  
 Best Risk and Analytics Project







Best Bank  
 Best Investment Bank  
 Best Islamic Bank in Asia (2 consecutive years)






Debt Market Deal of the Year - *Republic of Indonesia's USD3 bil bond offering*






Best Islamic Bank in Indonesia



CIMB GROUP : 1Q11 RESULTS  
CLOSING REMARKS

# Targets for 2011

	1Q11 Y-o-Y	2011 Targets	On Track
ROE	15.7%*	17%	X
TSR	< 15.4% vs FBM KLCI*	> FBM KLCI	X
Dividend	-	40% - 60%	
Group loans growth	14%	18%	X
Group deposits growth	13%	20%	X
Loan loss charge	0.01%*	0.4%	✓
Tier 1 (at CIMB Bank) (Basel II)	13.4%^	>10%	✓
RWCR (at CIMB Bank) (Basel II)	14.4%^	>12%	✓

**THANK YOU**

# CIMB GROUP : 1Q11 RESULTS APPENDIX



## CIMB Group : Estimated PBT By Segment

PBT (after HOCA)	4Q10	3Q10	2Q10	1Q10
	RM 'mil	RM 'mil	RM 'mil	RM 'mil
Consumer Banking				
- Good Bank	111	177	180	196
- Bad Bank (including SEASAM)	29	40	50	(9)
	<b>140</b>	<b>217</b>	<b>230</b>	<b>187</b>
Corporate & Investment Banking	384	226	246	214
Treasury & Investments	219	331	256	291
GAM & Insurance	25	26	28	8
CIMB Niaga	394	350	405	423
CIMB Thai (after GAAP adjustments)	(14)	35	20	6
<b>PBT *</b>	<b>1,148</b>	<b>1,185</b>	<b>1,185</b>	<b>1,129</b>
<b>Net profit</b>	<b>878</b>	<b>916</b>	<b>889</b>	<b>838</b>

Note: \* Includes share of results of associates & jointly controlled entity