



**CIMB Group**

# **Analyst Presentation 9M17 Results**

28 November 2017

**FORWARD**  **ASEAN**

# Agenda

1. Key Highlights
2. CIMB Group 9M17 Financials
3. PBT by Segment
  - 3.1 Regional Consumer Banking
  - 3.2 Regional Commercial Banking
  - 3.3 Regional Wholesale Banking
  - 3.4 Group Asset Management & Investments
  - 3.5 Group Funding
  - 3.6 CIMB Islamic
4. T18 Updates
5. Final Remarks

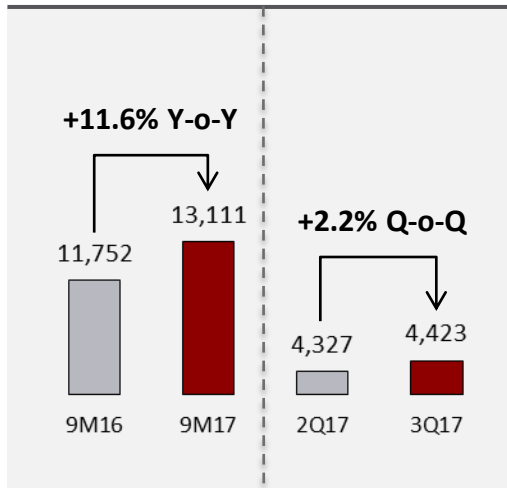
# CIMB Group : 9M17 Results

## 1. Key Highlights

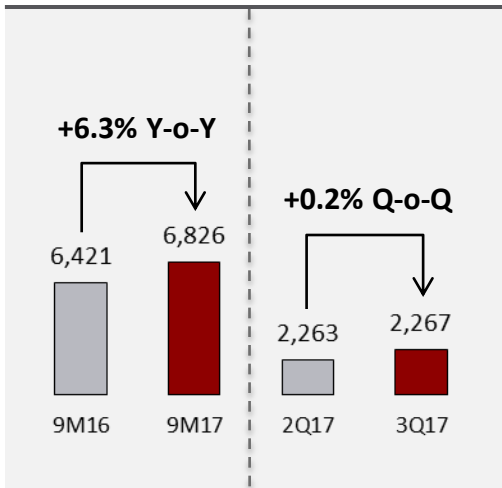
---

# Key Financial Highlights

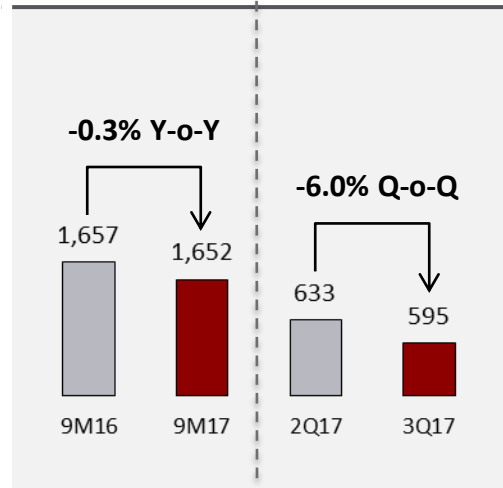
**Operating Income** (RM 'mil)



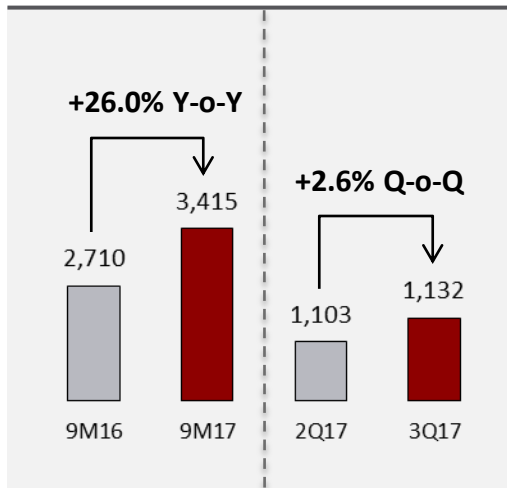
**Overhead Expenses** (RM 'mil)



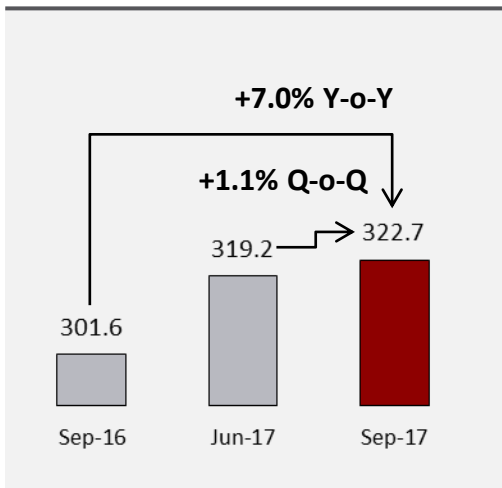
**Loan Impairment** (RM 'mil)



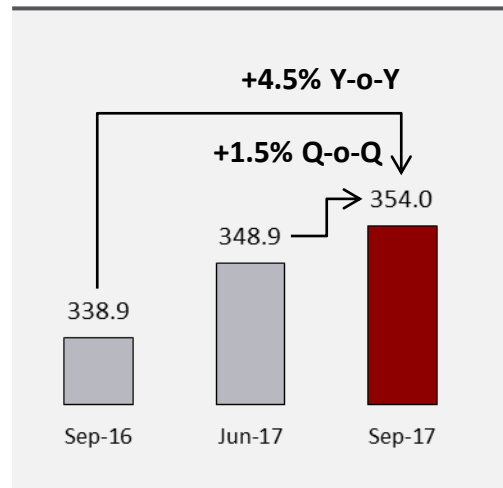
**Net Profit** (RM 'mil)



**Gross Loans \*** (RM 'bil)



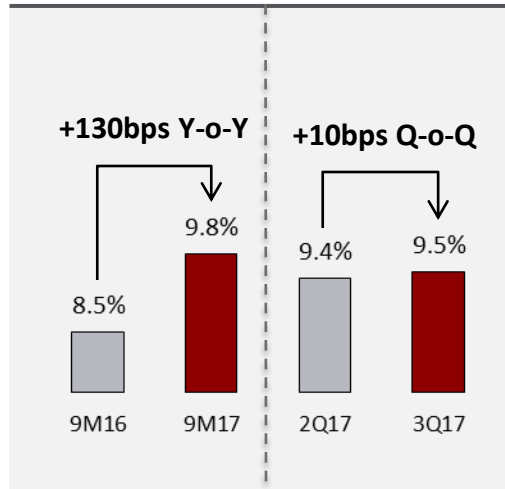
**Deposits** (RM 'bil)



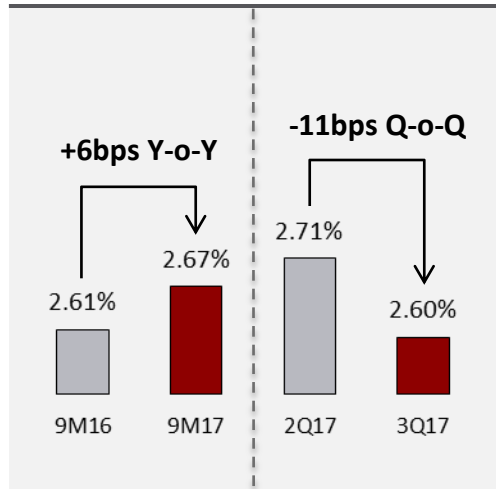
Notes: \* Excluding bad bank

# Key Ratios

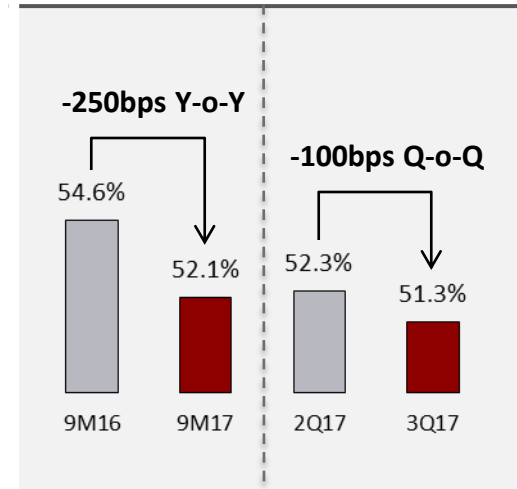
## ROE



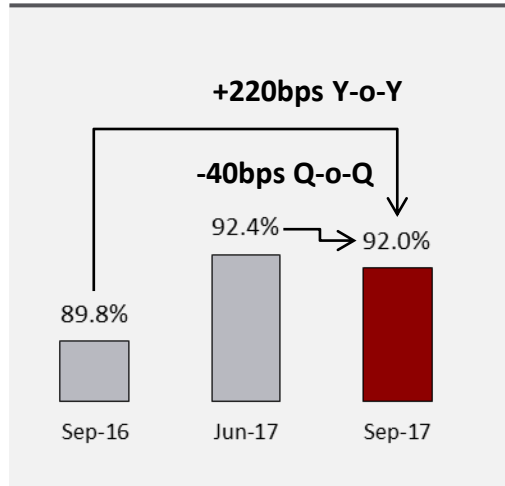
## NIM



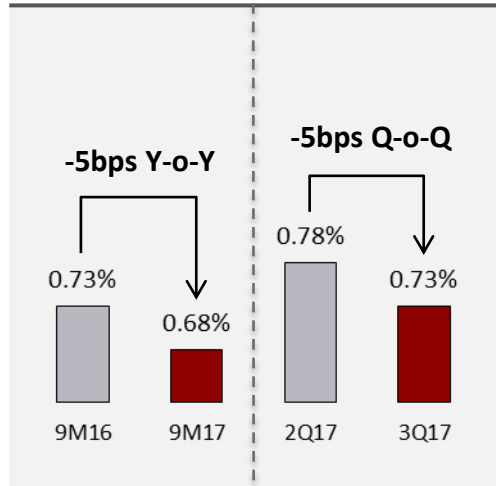
## CI



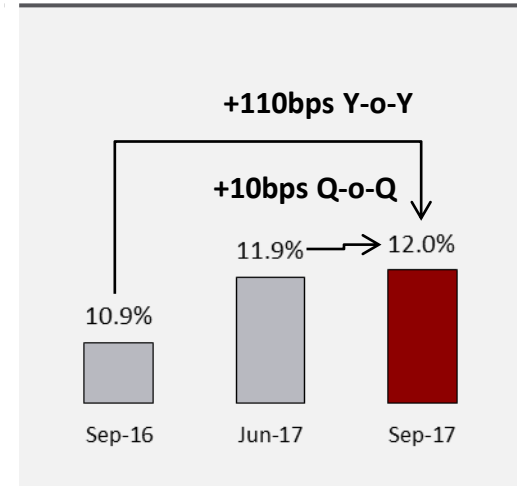
## LD



## Loan Loss Charge

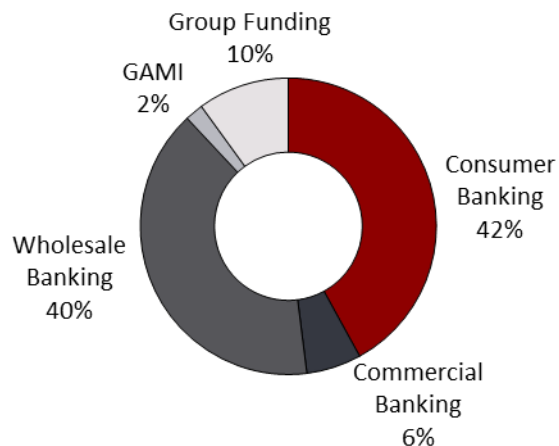


## CET 1

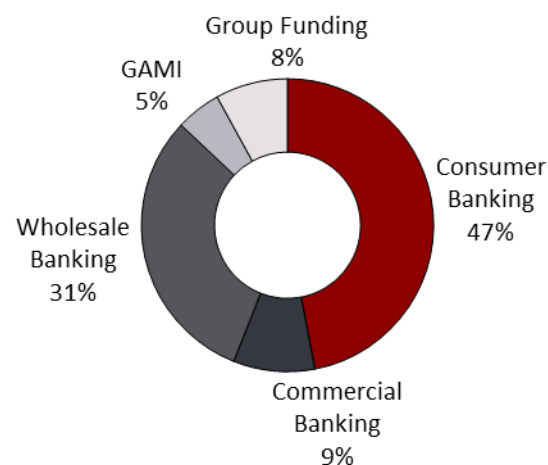


# PBT By Segments

9M17



9M16



## 9M17 PBT Growth by Key Divisions

**Consumer Banking**

**Commercial Banking**

**Wholesale Banking**

**Group Asset Management & Investments**

**Group Funding**

PPOP Y-o-Y

**+17.7%**

**+16.2%**

**+14.0%**

**+33.0%**

**+43.4%**

PBT Y-o-Y

**+10.8%**

**-14.2%**

**+64.6%**

**-51.0%**

**+44.9%**

PBT Q-o-Q

**+13.2%**

**-69.2%**

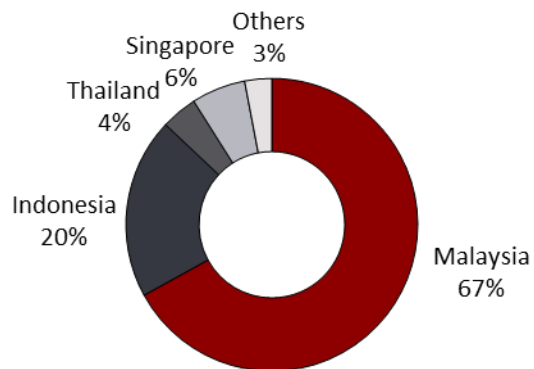
**+18.8%**

**-86.5%**

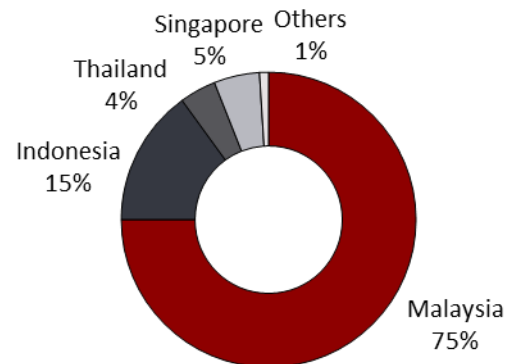
**+24.4%**

# PBT By Country

9M17\*



9M16\*



## 9M17\* PBT Y-o-Y Growth by Key Countries



PPOP Y-o-Y

**+14.8%**

**+13.0%**

**+7.5%**

**+34.9%**

PBT Y-o-Y

**+9.6%**

**+67.1%**

**+33.8%**

**+45.2%**

PBT Q-o-Q

**+23.9%**

**+2.4%**

**-66.7%**

**-2.6%**

Notes: \* Excluding HQ costs, mainly comprising of funding costs

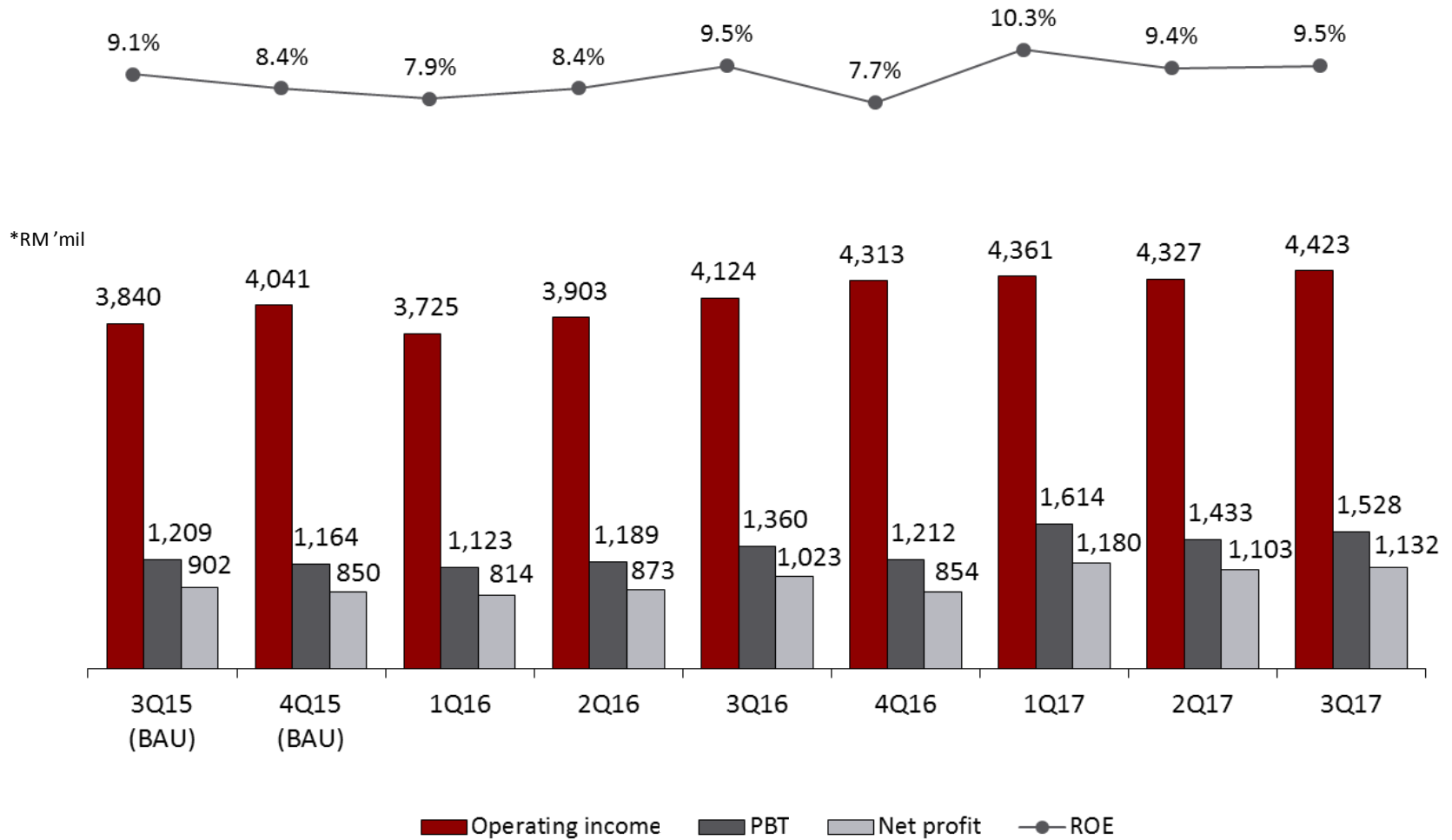
# CIMB Group : 9M17 Results

## 2. CIMB Group 9M17 Financials

---



# Quarterly Earnings Trend



Notes: FY15: 3Q15 Excluding tax and MI on ID MSS (RM36 mil) and ID MSS cost (RM134 mil)  
 4Q15: ID MSS cost (RM32mil) and tax on ID MSS (RM8 mil)

# Earnings Summary

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	9,213	8,247	11.7%	3,049	3,118	(2.2%)
Non interest income	3,898	3,505 <sup>^</sup>	11.2%	1,374	1,209	13.6%
<b>Operating income</b>	<b>13,111</b>	<b>11,752</b>	<b>11.6%</b>	<b>4,423</b>	<b>4,327</b>	<b>2.2%</b>
Overhead expenses	(6,826)	(6,421)	6.3%	(2,267)	(2,263)	0.2%
<b>PPOP</b>	<b>6,285</b>	<b>5,331</b>	<b>17.9%</b>	<b>2,156</b>	<b>2,064</b>	<b>4.5%</b>
Loan impairment	(1,652)	(1,657)	(0.3%)	(595)	(633)	(6.0%)
Other provisions	(67)	(101)	(33.7%)	(35)	(1)	>1000%
Share of JV / Associates	9	99	(90.9%)	2	3	(33.3%)
<b>PBT</b>	<b>4,575</b>	<b>3,672</b>	<b>24.6%</b>	<b>1,528</b>	<b>1,433</b>	<b>6.6%</b>
<b>Net profit</b>	<b>3,415</b>	<b>2,710</b>	<b>26.0%</b>	<b>1,132</b>	<b>1,103</b>	<b>2.6%</b>
<b>EPS (sen)</b>	<b>38.1</b>	<b>31.4</b>	<b>21.3%</b>	<b>12.5</b>	<b>12.3</b>	<b>1.6%</b>
<b>ROE (Annualised)</b>	<b>9.8%</b>	<b>8.5%</b>	<b>130bps</b>	<b>9.5%</b>	<b>9.4%</b>	<b>10bps</b>

Note: <sup>^</sup> Including gain on sale of Sun Life in 3Q16 (RM150mil)

# Key Ratios

(%)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
ROE ~	9.8	8.5	↑	9.5	9.4	↑
NIM ~**	2.67	2.61	↑	2.60	2.71	↓
Non-interest income / total income	29.7	29.8	↓	31.1	27.9	↑
Cost to income	52.1	54.6	↓	51.3	52.3	↓
Allowance coverage #	72.4	83.5	↓	72.4	77.6	↓
Loan loss charge ~	0.68	0.73	↓	0.73	0.78	↓
Gross impaired loans ratio	3.5	3.2	↑	3.5	3.2	↑
Net impaired loans ratio (Net of IA and PA)	1.0	0.6	↑	1.0	0.7	↑
Average shareholders' funds (RM 'mil)	46,677	42,438	↑	47,595	46,950	↑
ROA ~	0.92	0.76	↑	0.91	0.89	↑
Book value per share (RM)	5.31	5.02	↑	5.31	5.21	↑
Loan to Deposit (LDR)	92.0	89.8	↑	92.0	92.4	↓
CASA ratio	35.5	34.2	↑	35.5	35.6	↓

Notes: ~ Annualised

\*\* Daily Average

# Including regulatory reserve, allowance coverage was 85.3% as at end-Sep 2017

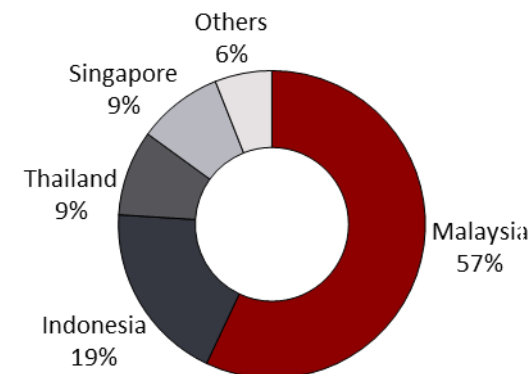
# Operating Expenses

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Personnel	3,918	3,583	9.3%	1,314	1,327	(1.0%)
Establishment	1,651	1,571	5.1%	546	525	4.0%
Marketing	212	238	(10.9%)	63	83	(24.1%)
Admin & General	1,045	1,029	1.6%	344	328	4.9%
<b>Total</b>	<b>6,826</b>	<b>6,421</b>	<b>6.3%</b>	<b>2,267</b>	<b>2,263</b>	<b>0.2%</b>
<b>Cost to income</b>	<b>52.1%</b>	<b>54.6%</b>	<b>(250bps)</b>	<b>51.3%</b>	<b>52.3%</b>	<b>(100bps)</b>

# Gross Loans Growth

Divisions / Products (RM 'bil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
<b>Consumer Banking (51.5%)</b>	<b>166.1</b>	<b>155.5</b>	<b>6.8%</b>	<b>164.6</b>	<b>0.9%</b>
Mortgages	85.8	77.2	11.1%	84.1	2.0%
Term Loans	35.4	34.6	2.3%	35.6	(0.6%)
Auto	19.5	19.7	(1.0%)	19.6	(0.5%)
Credit Cards	9.4	9.2	2.2%	9.4	-
Personal Financing	4.8	4.8	-	4.9	(2.0%)
Enterprise	8.4	7.6	10.5%	8.2	2.4%
Others	2.8	2.4	16.7%	2.8	-
<b>Commercial Banking (13.3%)</b>	<b>43.0</b>	<b>39.6</b>	<b>8.6%</b>	<b>42.4</b>	<b>1.4%</b>
<b>Wholesale Banking (35.2%)</b>	<b>113.6</b>	<b>106.5</b>	<b>6.7%</b>	<b>112.2</b>	<b>1.2%</b>
<b>Gross Loans excl bad bank*</b>	<b>322.7</b>	<b>301.6</b>	<b>7.0%</b>	<b>319.2</b>	<b>1.1%</b>
<b>Bad Bank</b>	<b>3.1</b>	<b>2.9</b>	<b>6.9%</b>	<b>3.1</b>	<b>-</b>
<b>Total Gross Loans</b>	<b>325.8</b>	<b>304.5</b>	<b>7.0%</b>	<b>322.3</b>	<b>1.1%</b>

Loans by Country as at 30 Sep 17 #



Loans Growth\*\* Y-o-Y

Malaysia	8.5%
Indonesia ^	2.7%
Thailand ^	0.1%
Singapore ^	7.7%
Others**	2.1%
<b>Group ~</b>	<b>6.4%</b>

Notes: \* Excluding FX fluctuations, total gross loans grew 6.4% Y-o-Y and 1.7% Q-o-Q

+ Gross loans exclude bad bank

# Based on geographical location of counterparty, excluding bad bank

^ In local currency

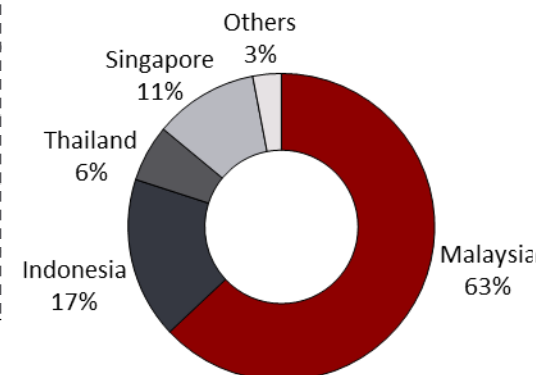
~ Excluding FX fluctuations

\*\* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Deposits Growth

Divisions / Products (RM 'bil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Consumer Banking (47.0%)	166.4	145.6	14.3%	164.4	1.2%
Commercial Banking (12.8%)	45.3	45.1	0.4%	45.3	-
Wholesale Banking # (40.2%)	142.3	148.2	(4.0%)	139.2	2.2%
<b>Total *</b>	<b>354.0</b>	<b>338.9</b>	<b>4.5%</b>	<b>348.9</b>	<b>1.5%</b>

Deposits by Country as at 30 Sep 17



Deposits Growth Y-o-Y

Deposits Growth	Y-o-Y
Malaysia	10.6%
Indonesia ^	4.8%
Thailand ^	(3.5%)
Singapore ^	(6.9%)
Others**	(36.6%)
<b>Group ~</b>	<b>4.0%</b>

Notes: \* Excluding FX fluctuations, total group deposits grew 4.0 Y-o-Y and 2.0% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

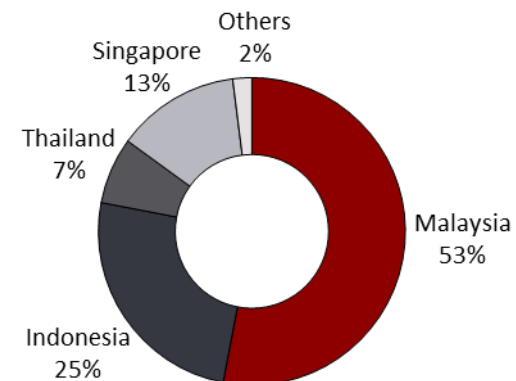
# Including deposits with options classified as derivatives in MY & SG

\*\* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# CASA Growth

Country (RM 'bil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia	67.2	59.8	12.4%	66.4	1.2%
Indonesia **	31.3	29.9	4.7%	30.5	2.6%
Thailand	8.4	11.4	(26.3%)	8.9	(5.6%)
Singapore	16.0	12.2	31.1%	15.6	2.6%
Others <sup>+</sup>	2.7	2.5	8.0%	2.8	(3.6%)
<b>Total *</b>	<b>125.6</b>	<b>115.8</b>	<b>8.5%</b>	<b>124.2</b>	<b>1.1%</b>

CASA by Country as at 30 Sep 17



CASA Growth	Y-o-Y
Malaysia	12.4%
Indonesia ^	6.2%
Thailand ^	(30.6%)
Singapore ^	28.2%
<b>Group ~</b>	<b>8.0%</b>

Notes: \* Excluding FX fluctuations, total CASA grew 8.0% Y-o-Y and 1.8% Q-o-Q

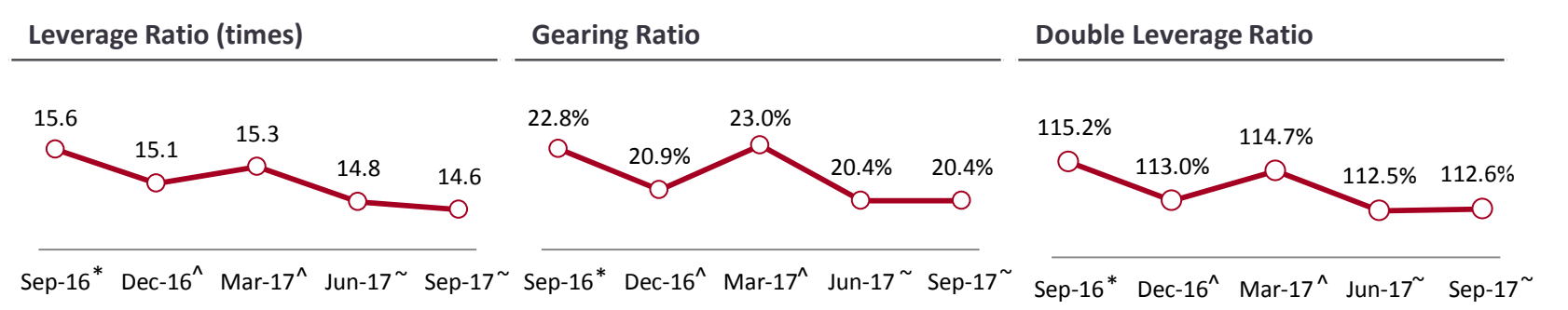
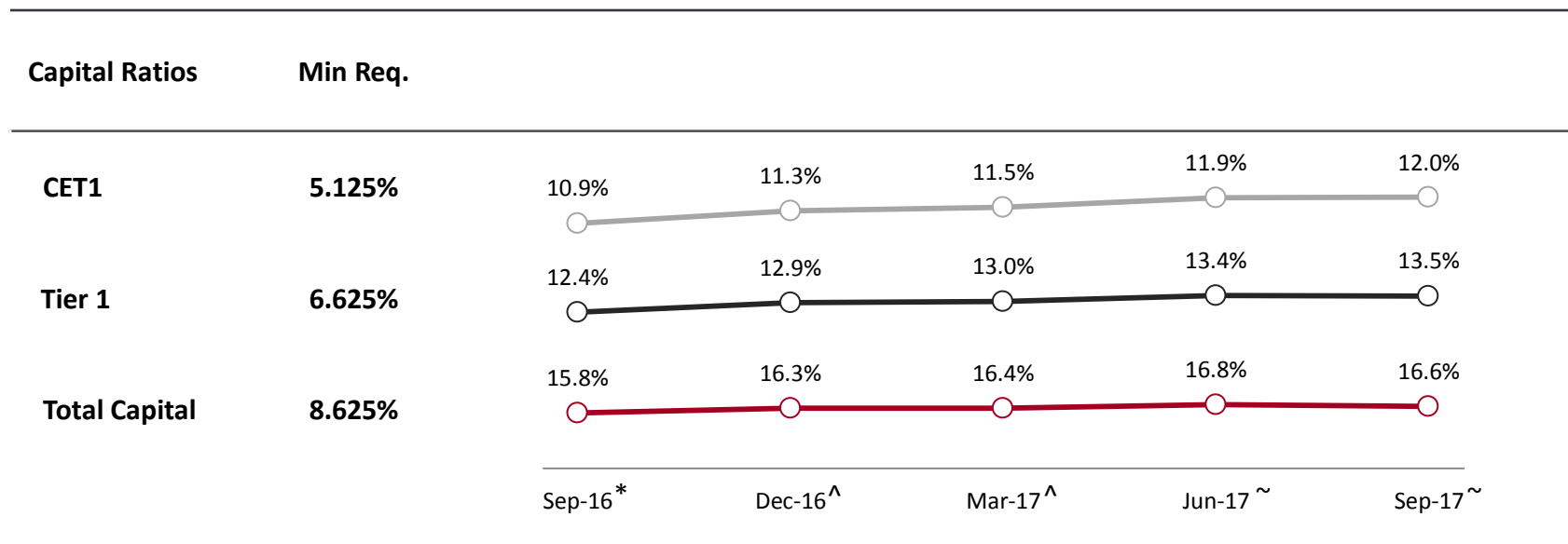
\*\* Adjusted for high cost saving deposits classified as Structured Deposits

^ In local currency

~ Excluding FX fluctuations

+ Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Capital Management : CIMB Group



**Notes:**

\* Post CIMBGH's FY16 First Interim Dividend of RM698 mil and actual corresponding DRS take-up rate of 85.7%

^ Post CIMBGH's FY16 Second Interim Dividend & the actual corresponding DRS (81.8% take-up rate); and projected reinvestment of cash dividend surplus into CIMB Bank

~ Post CIMBGH's Proposed FY17 First Interim Dividend of RM1,177 mil & actual corresponding DRS take-up rate of 82.2%



# CIMB Group : 9M17 Results

## 3. PBT by Segment

---

# PBT by Segments

PBT (RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
<b>Consumer Banking (41.9%)</b>	<b>1,915</b>	<b>1,728</b>	<b>10.8%</b>	<b>719</b>	<b>635</b>	<b>13.2%</b>
<b>Commercial Banking (6.1%)</b>	<b>278</b>	<b>324</b>	<b>(14.2%)</b>	<b>32</b>	<b>104</b>	<b>(69.2%)</b>
<b>Wholesale Banking (40.3%)</b>	<b>1,845</b>	<b>1,121</b>	<b>64.6%</b>	<b>607</b>	<b>511</b>	<b>18.8%</b>
Corporate Banking (24.6%)	1,126	569	97.9%	345	308	12.0%
Treasury & Markets ~ (14.4%)	658	520	26.5%	212	192	10.4%
Investment Banking + (1.3%)	61	32	90.6%	50	11	354.5%
<b>GAMI ** (2.1%)</b>	<b>95</b>	<b>194</b>	<b>(51.0%)</b>	<b>7</b>	<b>52</b>	<b>(86.5%)</b>
<b>Group Funding # (9.6%)</b>	<b>442</b>	<b>305</b>	<b>44.9%</b>	<b>163</b>	<b>131</b>	<b>24.4%</b>
<b>PBT</b>	<b>4,575</b>	<b>3,672</b>	<b>24.6%</b>	<b>1,528</b>	<b>1,433</b>	<b>6.6%</b>

Notes: ~ Including treasury operations, markets and transaction banking

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

\*\* Including asset management and strategic investments

# Including capital investments in fixed income securities and investment in Group's proprietary capital

# **CIMB Group : 9M17 Results**

## **3.1 Regional Consumer Banking**

---

# Consumer Banking

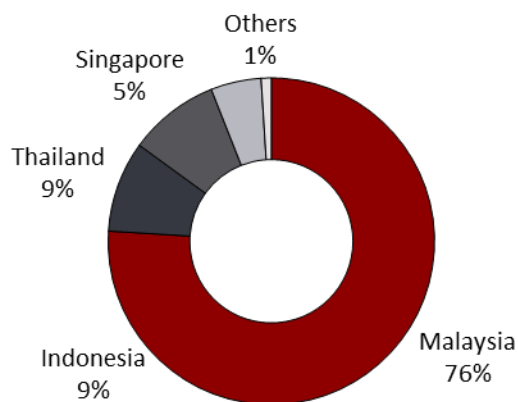
(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	4,413	3,982	10.8%	1,485	1,484	0.1%
Non interest income	1,523	1,335	14.1%	547	493	11.0%
<b>Operating income</b>	<b>5,936</b>	<b>5,317</b>	<b>11.6%</b>	<b>2,032</b>	<b>1,977</b>	<b>2.8%</b>
Overhead expenses	(3,272)	(3,054)	7.1%	(1,117)	(1,067)	4.7%
<b>PPOP</b>	<b>2,664</b>	<b>2,263</b>	<b>17.7%</b>	<b>915</b>	<b>910</b>	<b>0.5%</b>
(Provisions) / Writeback	(752)	(537)	40.0%	(197)	(275)	(28.4%)
Share of JV / Associates	3	2	50.0%	1	-	100.0%
<b>PBT</b>	<b>1,915</b>	<b>1,728</b>	<b>10.8%</b>	<b>719</b>	<b>635</b>	<b>13.2%</b>
<b>PBT by Country</b>	<b>9M17</b>	<b>9M16</b>	<b>Y-o-Y</b>	<b>3Q17</b>	<b>2Q17</b>	<b>Q-o-Q</b>
Malaysia (RM 'mil)	1,525	1,368	11.5%	536	479	11.9%
Indonesia (IDR 'bil)	328	659	(50.2%)	225	178	26.4%
Thailand (THB 'mil)	1,608	889	80.9%	627	570	10.0%
Singapore (SGD 'mil)	21	15	40.0%	8	7	14.3%
Others * (RM 'mil)	13	9	44.4%	5	4	25.0%
<b>PBT</b>	<b>1,915</b>	<b>1,728</b>	<b>10.8%</b>	<b>719</b>	<b>635</b>	<b>13.2%</b>

Note: \* Including Labuan, London, Cambodia, Hong Kong & Shanghai

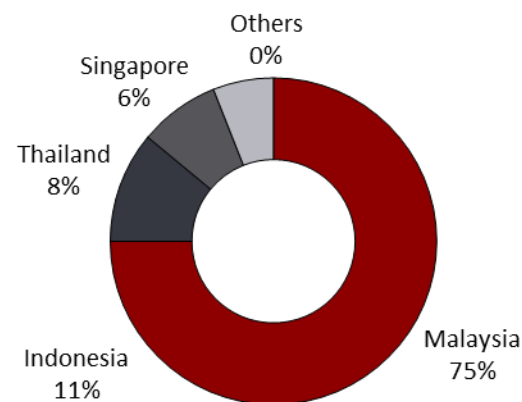
# Consumer Banking : Gross Loans

Country	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia (RM 'bil)	126.8	117.2	8.2%	124.7	1.7%
Indonesia (IDR 'bil)	49,599	52,871	(6.2%)	50,427	(1.6%)
Thailand (THB 'bil)	111.0	101.0	9.9%	108.3	2.5%
Singapore (SGD 'mil)	2,856	2,902	(1.6%)	2,893	(1.3%)
Others * (RM 'bil)	0.7	0.5	40.0%	0.7	-
<b>Total Consumer Loans (RM 'bil)</b>	<b>166.1</b>	<b>155.5</b>	<b>6.8%</b>	<b>164.6</b>	<b>0.9%</b>

30 Sep 17



30 Sep 16



Notes: Loan base excludes bad bank

\* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Consumer Banking : Deposits

Country	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia (RM 'bil)	102.0	87.5	16.6%	99.9	2.1%
Indonesia (IDR 'bil)	96,571	92,409	4.5%	94,001	2.7%
Thailand (THB 'bil)	104.3	106.5	(2.1%)	110.1	(5.3%)
Singapore (SGD 'mil)	6,645	5,383	23.4%	6,527	1.8%
Others * (RM 'bil)	1.2	0.8	50.0%	1.1	9.1%
<b>Total Consumer Deposits (RM 'bil)</b>	<b>166.4</b>	<b>145.6</b>	<b>14.3%</b>	<b>164.4</b>	<b>1.2%</b>

Products (RM 'bil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Current	29.4	25.9	13.5%	29.0	1.4%
Savings	42.9	40.4	6.2%	43.5	(1.4%)
Fixed and Structured Deposits	94.1	79.3	18.7%	91.9	2.4%
<b>Total</b>	<b>166.4</b>	<b>145.6</b>	<b>14.3%</b>	<b>164.4</b>	<b>1.2%</b>

Note: \* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# **CIMB Group : 9M17 Results**

## **3.2 Regional Commercial Banking**

---

# Commercial Banking

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	1,325	1,245	6.4%	433	444	(2.5%)
Non interest income	314	241	30.3%	96	95	1.1%
<b>Operating income</b>	<b>1,639</b>	<b>1,486</b>	<b>10.3%</b>	<b>529</b>	<b>539</b>	<b>(1.9%)</b>
Overhead expenses	(873)	(827)	5.6%	(285)	(285)	-
<b>PPOP</b>	<b>766</b>	<b>659</b>	<b>16.2%</b>	<b>244</b>	<b>254</b>	<b>(3.9%)</b>
(Provisions) / Writeback	(488)	(335)	45.7%	(212)	(150)	41.3%
Share of JV / Associates	-	-	-	-	-	-
<b>PBT</b>	<b>278</b>	<b>324</b>	<b>(14.2%)</b>	<b>32</b>	<b>104</b>	<b>(69.2%)</b>
<b>Country</b>	<b>9M17</b>	<b>9M16</b>	<b>Y-o-Y</b>	<b>3Q17</b>	<b>2Q17</b>	<b>Q-o-Q</b>
Malaysia (RM 'mil)	370	336	10.1%	123	127	(3.1%)
Indonesia (IDR 'bil)	273	166	64.5%	145	14	935.7%
Thailand (THB 'mil)	(1,324)	(906)	(46.1%)	(873)	(167)	(422.8%)
Singapore (SGD 'mil)	(10)	10	(200.0%)	(10)	(4)	(150.0%)
Others * (RM 'mil)	19	13	46.2%	6	7	(14.3%)
<b>PBT (RM 'mil)</b>	<b>278</b>	<b>324</b>	<b>(14.2%)</b>	<b>32</b>	<b>104</b>	<b>(69.2%)</b>

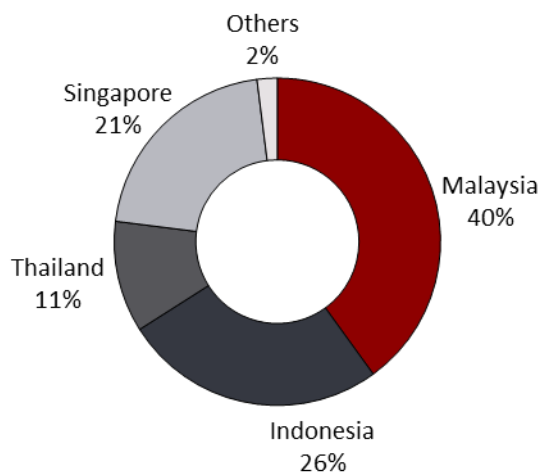
Note: \* Including Labuan, London, Cambodia, Hong Kong & Shanghai



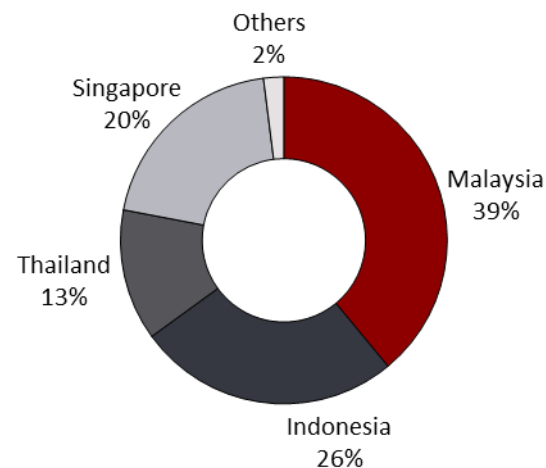
# Commercial Banking : Gross Loans

Country	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia (RM 'bil)	17.1	15.3	11.8%	17.0	0.6%
Indonesia (IDR 'bil)	34,684	32,253	7.5%	35,211	(1.5%)
Thailand (THB 'bil)	37.2	43.5	(14.5%)	37.7	(1.3%)
Singapore (SGD 'mil)	2,880	2,569	12.1%	2,623	9.8%
Others * (RM 'bil)	1.0	0.8	25.0%	0.9	11.1%
<b>Total Commercial Loans (RM 'bil)</b>	<b>43.0</b>	<b>39.6</b>	<b>8.6%</b>	<b>42.4</b>	<b>1.4%</b>

30 Sep 17



30 Sep 16



Notes: Loan base excludes bad bank

\* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Commercial Banking : Deposits

Country	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia (RM 'bil)	20.9	17.8	17.4%	20.3	3.0%
Indonesia (IDR 'bil)	36,072	35,677	1.1%	33,004	9.3%
Thailand (THB 'bil)	14.3	13.0	10.0%	13.2	8.3%
Singapore (SGD 'mil)	3,392	4,604	(26.3%)	3,796	(10.6%)
Others * (RM 'bil)	0.7	0.4	75.0%	0.8	(12.5%)
<b>Total Commercial Deposits (RM 'bil)</b>	<b>45.3</b>	<b>45.1</b>	<b>0.4%</b>	<b>45.3</b>	<b>-</b>

Products (RM 'bil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Current	20.0	17.9	11.7%	19.7	1.5%
Savings	1.2	0.9	33.3%	1.1	9.1%
Fixed and Structured Deposits	24.1	26.3	(8.4%)	24.5	(1.6%)
<b>Total</b>	<b>45.3</b>	<b>45.1</b>	<b>0.4%</b>	<b>45.3</b>	<b>-</b>

Note: \* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# CIMB Group : 9M17 Results

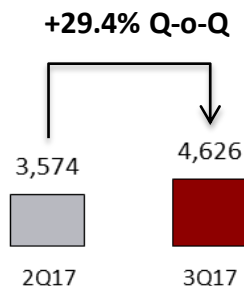
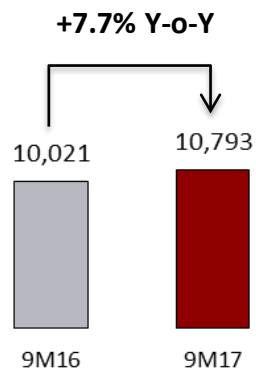
## 3.3 Regional Wholesale Banking

---

# ASEAN Capital Markets Activities

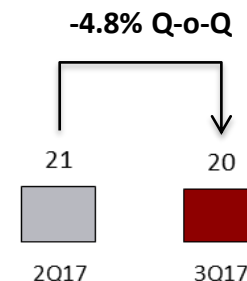
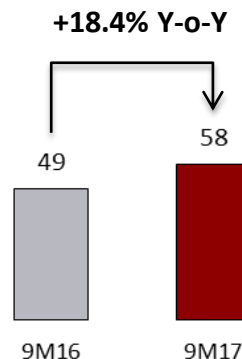
## Industry ASEAN ECM

USD 'mil



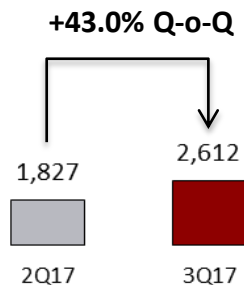
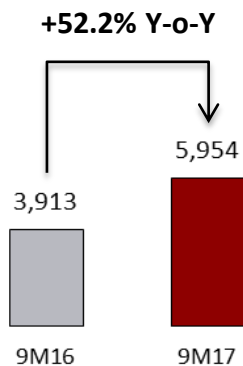
## Industry ASEAN DCM

USD 'bil



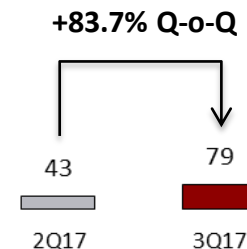
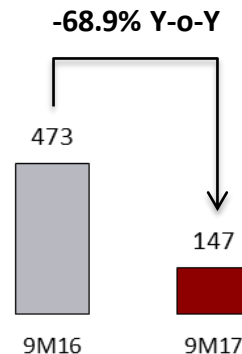
## Industry ASEAN IPO

USD 'mil



## Industry ASEAN M&A

USD 'bil



# Wholesale Banking

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	2,758	2,495	10.5%	901	949	(5.1%)
Non interest income	1,600	1,460	9.6%	564	460	22.6%
<b>Total Income</b>	<b>4,358</b>	<b>3,955</b>	<b>10.2%</b>	<b>1,465</b>	<b>1,409</b>	<b>4.0%</b>
Overhead expenses	(2,079)	(1,955)	6.3%	(673)	(694)	(3.0%)
<b>PPOP</b>	<b>2,279</b>	<b>2,000</b>	<b>14.0%</b>	<b>792</b>	<b>715</b>	<b>10.8%</b>
(Provisions) / Writeback	(434)	(879)	(50.6%)	(185)	(204)	(9.3%)
Share of JV / associates	-	-	-	-	-	-
<b>PBT (BAU)</b>	<b>1,845</b>	<b>1,121</b>	<b>64.6%</b>	<b>607</b>	<b>511</b>	<b>18.8%</b>

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Corporate Banking (61.0%)	1,126	569	97.9%	345	308	12.0%
Treasury & Markets~ (35.7%)	658	520	26.5%	212	192	10.4%
Investment Banking + (3.3%)	61	32	90.6%	50	11	354.5%
<b>PBT</b>	<b>1,845</b>	<b>1,121</b>	<b>64.6%</b>	<b>607</b>	<b>511</b>	<b>18.8%</b>

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

# Wholesale Banking : Corporate Banking

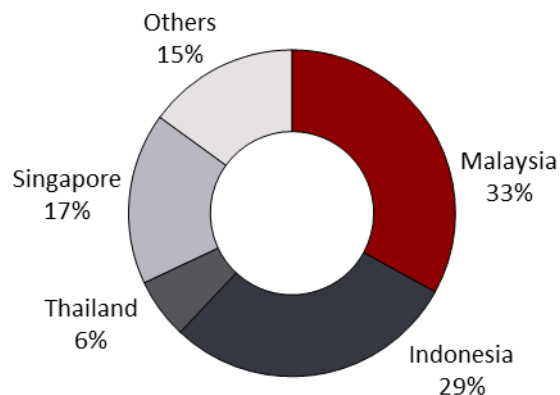
(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	1,933	1,742	11.0%	639	640	(0.2%)
Non interest income	368	449	(18.0%)	124	111	11.7%
<b>Operating income</b>	<b>2,301</b>	<b>2,191</b>	<b>5.0%</b>	<b>763</b>	<b>751</b>	<b>1.6%</b>
Overhead expenses	(761)	(773)	(1.6%)	(236)	(256)	(7.8%)
<b>PPOP</b>	<b>1,540</b>	<b>1,418</b>	<b>8.6%</b>	<b>527</b>	<b>495</b>	<b>6.5%</b>
(Provisions) / Writeback	(414)	(849)	(51.2%)	(182)	(187)	(2.7%)
<b>PBT</b>	<b>1,126</b>	<b>569</b>	<b>97.9%</b>	<b>345</b>	<b>308</b>	<b>12.0%</b>
Country	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Malaysia (RM 'mil)	542	563	(3.7%)	173	149	16.1%
Indonesia (IDR 'bil)	316	(1,092)	128.9%	12	115	(89.6%)
Thailand (THB 'mil)	386	(181)	313.3%	228	(150)	252.0%
Singapore (SGD 'mil)	50	36	38.9%	15	18	(16.7%)
Others * (RM 'mil)	277	256	8.2%	95	83	14.5%
<b>PBT (RM 'mil)</b>	<b>1,126</b>	<b>569</b>	<b>97.9%</b>	<b>345</b>	<b>308</b>	<b>12.0%</b>

Note: \* Including Labuan, London, Cambodia and Hong Kong & Shanghai

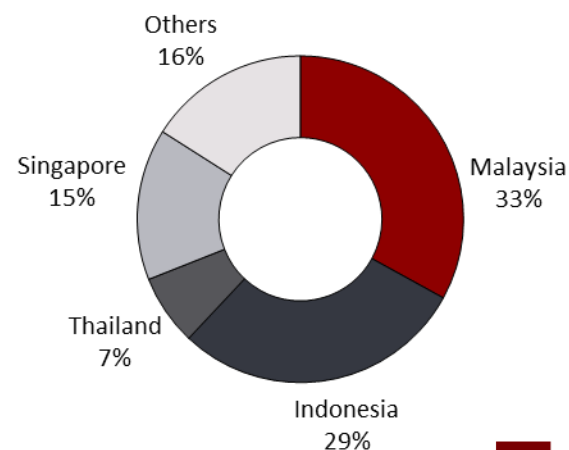
# Wholesale Banking : Gross Loans

Country	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia (RM 'bil)	35.6	34.3	3.8%	35.3	0.8%
Indonesia (IDR 'bil)	94,521	88,960	6.3%	94,614	(0.1%)
Thailand (THB 'bil)	52.3	55.7	(6.1%)	49.4	5.9%
Singapore (SGD 'mil)	5,654	5,222	8.3%	5,219	8.3%
Others * (RM 'bil)	16.4	16.8	(2.4%)	16.7	(1.8%)
<b>Total Corporate Loans (RM 'bil)</b>	<b>106.4</b>	<b>103.2</b>	<b>3.1%</b>	<b>105.9</b>	<b>0.5%</b>
Other Wholesale Loans (RM 'bil)	7.2	3.3	118.2%	6.3	14.3%
<b>Total Wholesale Loans (RM 'bil)</b>	<b>113.6</b>	<b>106.5</b>	<b>6.7%</b>	<b>112.2</b>	<b>1.2%</b>

Corporate Loans as at 30 Sep 17



Corporate Loans as at 30 Sep 16



Notes: Loan base excludes bad bank

\* Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Wholesale Banking : Deposits

Country	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Malaysia (RM 'bil)	65.4	55.3	18.3%	58.5	11.8%
Indonesia (IDR 'bil)	54,604	50,582	8.0%	47,362	15.3%
Thailand (THB 'bil)	55.7	61.2	(9.0%)	47.9	16.3%
Singapore (SGD 'mil)	1,093	2,413	(54.7%)	1,171	(6.7%)
Others * (RM 'bil)	8.9	15.4	(42.2%)	10.6	(16.0%)
<b>Total Corporate Deposits (RM 'bil)</b>	<b>94.3</b>	<b>96.4</b>	<b>(2.2%)</b>	<b>87.3</b>	<b>8.0%</b>
Other Wholesale Deposits (RM 'bil)	48.0	51.8	(7.3%)	51.9	(7.5%)
<b>Total Wholesale Deposits (RM 'bil)</b>	<b>142.3</b>	<b>148.2</b>	<b>(4.0%)</b>	<b>139.2</b>	<b>2.2%</b>
Wholesale Deposits (RM 'bil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Current	25.3	21.4	18.2%	24.7	2.4%
Savings	1.5	4.8	(68.8%)	1.5	-
Fixed and Structured Deposits	67.5	70.2	(3.8%)	61.1	10.5%
<b>Total Corporate Deposits (RM 'bil)</b>	<b>94.3</b>	<b>96.4</b>	<b>(2.2%)</b>	<b>87.3</b>	<b>8.0%</b>
Other Wholesale Deposits (RM 'bil)	48.0	51.8	(7.3%)	51.9	(7.5%)
<b>Total Wholesale Deposits (RM 'bil)</b>	<b>142.3</b>	<b>148.2</b>	<b>(4.0%)</b>	<b>139.2</b>	<b>2.2%</b>

Note: \* Including Labuan, London, Cambodia and Hong Kong & Shanghai



# Wholesale Banking : Treasury & Markets

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	643	582	10.5%	201	246	(18.3%)
Non interest income	614	386	59.1%	213	147	44.9%
<b>Operating income</b>	<b>1,257</b>	<b>968</b>	<b>29.9%</b>	<b>414</b>	<b>393</b>	<b>5.3%</b>
Overhead expenses	(587)	(444)	32.2%	(200)	(191)	4.7%
<b>PPOP</b>	<b>670</b>	<b>524</b>	<b>27.9%</b>	<b>214</b>	<b>202</b>	<b>5.9%</b>
(Provisions) / Writeback	(12)	(4)	200.0%	(2)	(10)	(80.0%)
<b>PBT</b>	<b>658</b>	<b>520</b>	<b>26.5%</b>	<b>212</b>	<b>192</b>	<b>10.4%</b>
Country	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Malaysia (RM 'mil)	153	(177)	186.4%	20	56	(64.3%)
Indonesia (IDR 'bil)	506	597	(15.2%)	178	154	15.6%
Thailand (THB 'mil)	244	630	(61.3%)	133	13	923.1%
Singapore (SGD 'mil)	20	15	33.3%	6	2	200.0%
Others * (RM 'mil)	248	397	(37.5%)	100	77	29.9%
<b>PBT (RM 'mil)</b>	<b>658</b>	<b>520</b>	<b>26.5%</b>	<b>212</b>	<b>192</b>	<b>10.4%</b>


Note: \* Including Labuan, London, Cambodia and Hong Kong & Shanghai


# Wholesale Banking : Investment Banking


(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	182	171	6.4%	61	63	(3.2%)
Non interest income	618	625	(1.1%)	227	202	12.4%
<b>Operating income</b>	<b>800</b>	<b>796</b>	<b>0.5%</b>	<b>288</b>	<b>265</b>	<b>8.7%</b>
Overhead expenses	(731)	(738)	(0.9%)	(237)	(247)	(4.0%)
<b>PPOP</b>	<b>69</b>	<b>58</b>	<b>19.0%</b>	<b>51</b>	<b>18</b>	<b>183.3%</b>
(Provisions) / Writeback	(8)	(26)	(69.2%)	(1)	(7)	(85.7%)
Share of JV/Associates	-	-	-	-	-	-
<b>PBT</b>	<b>61</b>	<b>32</b>	<b>90.6%</b>	<b>50</b>	<b>11</b>	<b>354.5%</b>
Country	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Malaysia (RM 'mil)	84	163	(48.5%)	46	29	58.6%
Indonesia (IDR 'bil)	92	111	(17.1%)	40	27	48.1%
Thailand (THB 'mil)	47	112	(58.0%)	(40)	32	(225.0%)
Singapore (SGD 'mil)	(10)	(18)	44.4%	(2)	(5)	60.0%
Others * (RM 'mil)	43	(125)	134.4%	73	(15)	586.7%
<b>PBT (RM 'mil)</b>	<b>61</b>	<b>32</b>	<b>90.6%</b>	<b>50</b>	<b>11</b>	<b>354.5%</b>


Note: \* Including Labuan, London, Cambodia and Hong Kong & Shanghai

# IB Market Share and Ranking (1)

	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Cash Equities	9.8%	3	10.5%	2
IPO	19.3%	1	31.0%	1
ECM	28.4%	1	20.2%	2
EQL Products	-	-	-	-
M&A	6.8%	2	9.6%	2
Syndication ^	3.5%	8	9.1%	4
DCM Domestic	30.8%	1	24.3%	2
Sukuk	31.3%	1	19.5%	3


	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.1%	4	4.7%	3
IPO	3.1%	11	-	-
ECM	1.0%	19	1.6%	12
EQL Products	-	-	-	-
M&A	2.8%	4	-	-
Syndication ^	0.9%	25	1.6%	14
DCM	8.7%	7	7.2%	7

	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Cash Equities	5.5%	3	6.2%	2
IPO	14.9%	3	-	-
ECM	13.0%	3	-	-
EQL Products	-	-	-	-
M&A	31.3%	2	-	-
Syndication ^	-	-	-	-
DCM	8.3%	6	11.8%	5

	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Cash Equities	7.8%	3	8.3%	3
IPO	1.2%	15	1.2%	11
ECM	1.4%	12	1.2%	15
EQL Products	-	-	-	-
M&A	0.03%	47	0.6%	22
Syndication ^	0.5%	39	0.3%	50
DCM	1.7%	8	3.6%	7

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Note: ^ Mandated lead arranger

# IB Market Share and Ranking (2)

	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.2%	78	0.3%	55
IPO	0.2%	63	0.5%	33
ECM	0.1%	76	0.8%	31
EQL Products	-	-	-	-
M&A	0.3%	48	0.1%	50
Syndication ^	-	-	-	-

Global	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Sukuk	11.0%	1	13.3%	1

ASEAN	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.3%	2	6.8%	2
IPO	9.1%	1	2.3%	20
ECM	10.5%	1	5.6%	5
EQL Products	-	-	-	-
M&A	3.4%	13	1.8%	24
Syndication ^	0.8%	29	1.5%	18
DCM	13.6%	1	13.2%	1

Asia (ex-Japan) *	9M17		9M16	
	Market Share	Rank	Market Share	Rank
IPO	2.2%	13	0.7%	42
ECM	1.7%	11	1.4%	23
EQL Products	-	-	-	-
M&A	0.6%	44	0.4%	47
Syndication ^	0.2%	81	0.3%	66
DCM	1.0%	32	0.8%	34

## **CIMB Group : 9M17 Results**

### **3.4 Group Asset Management & Investments**

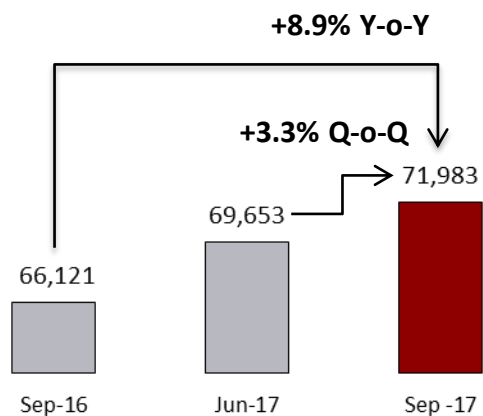
---

# Group Asset Management & Investments

PBT (RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
<b>Public Markets</b>	<b>96</b>	<b>72</b>	<b>33.3%</b>	<b>31</b>	<b>35</b>	<b>(11.4%)</b>
<b>Private Markets</b>	<b>(1)</b>	<b>122</b>	<b>(100.8%)</b>	<b>(24)</b>	<b>17</b>	<b>(241.2%)</b>
Direct Investments & Others	(15)	113	(113.3%)	(25)	7	(457.1%)
Private Equity Fund Management	15	9	66.7%	2	10	(80.0%)
Passive Fund Investments	(1)	-	(100.0%)	(1)	-	(100.0%)
<b>PBT</b>	<b>95</b>	<b>194</b>	<b>(51.0%)</b>	<b>7</b>	<b>52</b>	<b>(86.5%)</b>

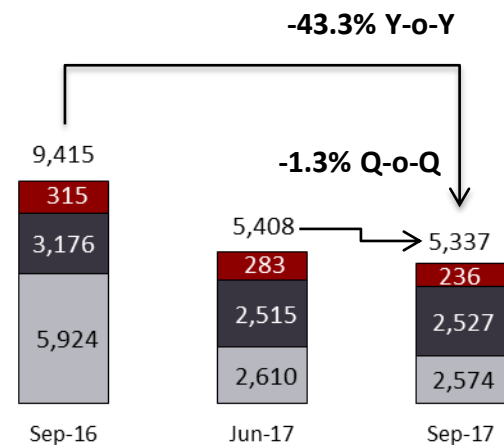
## Public Markets AUM

RM 'mil



## Private Markets AUM/CV

RM 'mil



■ Passive Fund Management ■ Direct investments  
□ Private Equity Management

# CIMB Group : 9M17 Results

## 3.5 Group Funding

---

# Group Funding

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	695	493	41.0%	222	234	(5.1%)
Non interest income	125	153	(18.3%)	54	36	50.0%
<b>Total Income</b>	<b>820</b>	<b>646</b>	<b>26.9%</b>	<b>276</b>	<b>270</b>	<b>2.2%</b>
Overhead expenses	(377)	(337)	11.9%	(113)	(142)	(20.4%)
<b>PPOP</b>	<b>443</b>	<b>309</b>	<b>43.4%</b>	<b>163</b>	<b>128</b>	<b>27.3%</b>
(Provisions) / Writeback	(1)	(4)	(75.0%)	-	3	100.0%
Share of JV / associates	-	-	-	-	-	-
<b>PBT</b>	<b>442</b>	<b>305</b>	<b>44.9%</b>	<b>163</b>	<b>131</b>	<b>24.4%</b>



# CIMB Group : 9M17 Results

## 3.6 CIMB Islamic

---

# Group Islamic : Earnings Summary

(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net financing income	1,133	958	18.3%	392	382	2.6%
Non financing income	339	292	16.1%	117	116	0.9%
<b>Operating income</b>	<b>1,472</b>	<b>1,250</b>	<b>17.8%</b>	<b>509</b>	<b>498</b>	<b>2.2%</b>
Overhead expenses	(515)	(463)	11.2%	(176)	(173)	1.7%
<b>PPOP</b>	<b>957</b>	<b>787</b>	<b>21.6%</b>	<b>333</b>	<b>325</b>	<b>2.5%</b>
(Provisions) / Writeback	(104)	(34)	205.9%	(32)	(58)	(44.8%)
Share of JV / Associates	2	2	-	-	1	(100.0%)
<b>PBT</b>	<b>855</b>	<b>755</b>	<b>13.2%</b>	<b>301</b>	<b>268</b>	<b>12.3%</b>

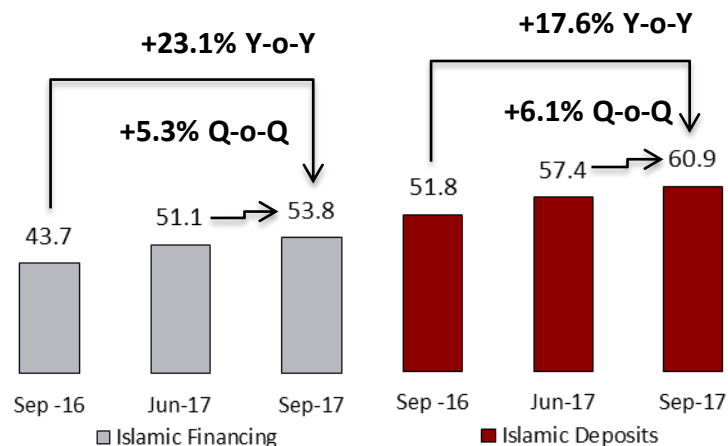
(RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Consumer Banking (35.2%)	301	293	2.7%	122	75	62.7%
Commercial Banking (10.5%)	90	78	15.4%	15	31	(51.6%)
Wholesale Banking (42.0%)	359	308	16.6%	138	123	12.2%
GAMI ** (5.5%)	47	39	20.5%	15	18	(16.7%)
Group Funding # (6.8%)	58	37	56.8%	11	21	(47.6%)
<b>PBT</b>	<b>855</b>	<b>755</b>	<b>13.2%</b>	<b>301</b>	<b>268</b>	<b>12.3%</b>

Notes: \*\* Including asset management and strategic investments

# Including capital investments in fixed income securities and investment in Group's proprietary capital

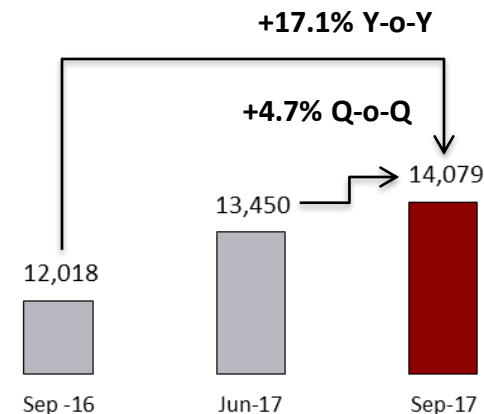
## Islamic Financing and Deposits

RM 'bil



## Islamic Residential Mortgages

RM 'mil



## Ranking of Total Islamic Assets as at 30 Jun 2017

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	185,119	30%
2	<b>CIMB Islamic</b>	72,447	12%
3	PBB-I	54,858	9%
4	Bank Islam	54,247	9%
5	RHB Islam	52,922	9%

Sukuk	9M17		9M16	
	Market Share	Rank	Market Share	Rank
Malaysia	31.3%	1	19.5%	3
Global	11.0%	1	13.3%	1

# CIMB Group : 9M17 Results

## 4. T18 Updates

---

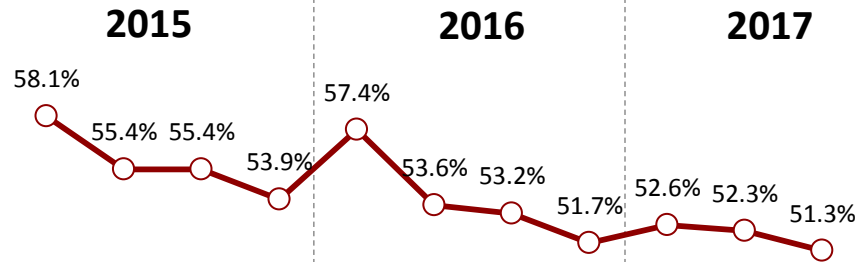
# T18 Financial Targets Scorecard

T18 Financial Progress: 2016 versus 2015

T18 Targets

Highlights

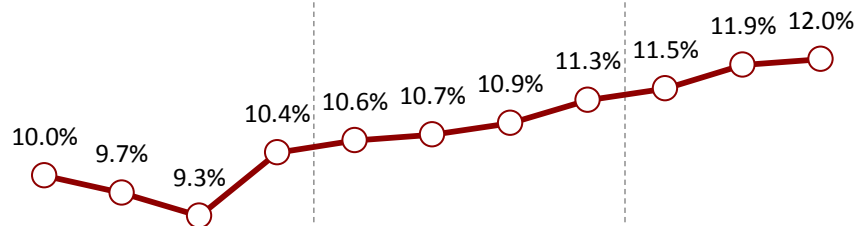
Cost-to-Income



50%

C/I ratio improving within expectations

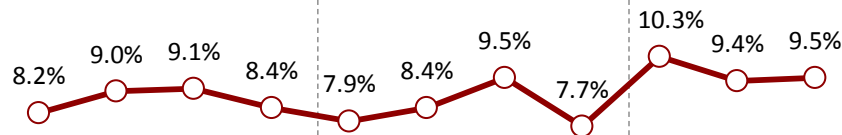
CET1



12%

Capital and RWA optimisation met revised T18 target

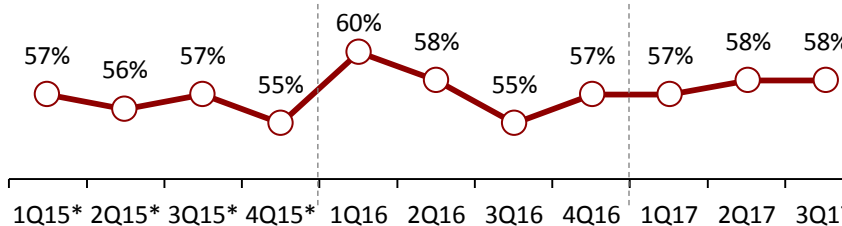
ROE<sup>^</sup>



10.5-11%

On track to meet revised target

Income Contribution From Consumer & Commercial



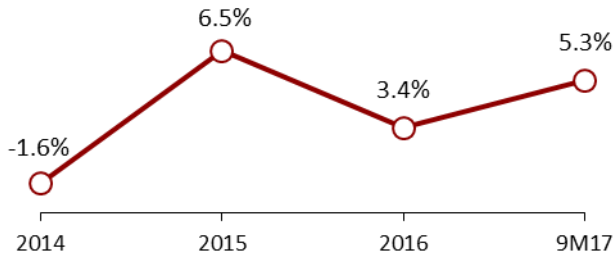
60%

On track to meet target

Note: \*based on BAU numbers ^Annualised

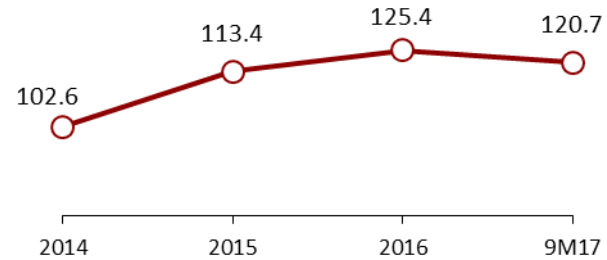
# T18 Progress To Date

## JAW



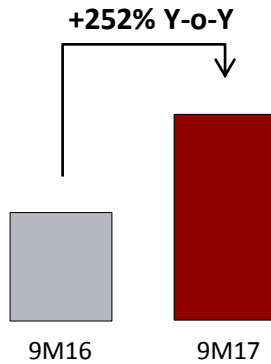
## PBT Per Employee

RM 'mil



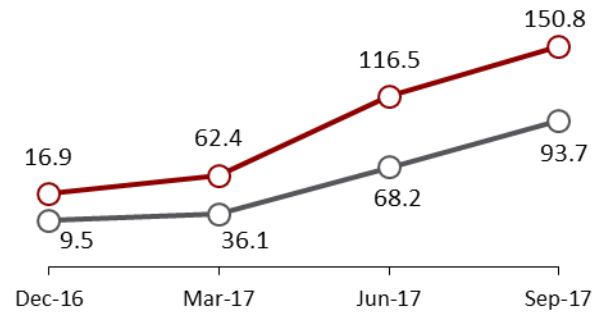
## Digital Sales Enablement

Revenue



## CIMB EVA

'000



—○— No of downloads —○— No of activations / sign-ups

# CIMB Group : 9M17 Results

## 5. Final Remarks

---

# Targets for 2017

	9M17	FY17 Target
ROE	9.8% <sup>#</sup>	9.5%
Dividend Payout Ratio	52% <sup>~</sup>	40% - 60%
Total Loans Growth *	7.0% (6.4%**)	7.0%
Loan Loss Charge	0.68% <sup>#</sup>	0.60% - 0.65%
CET 1 (CIMB Group)	12.0%	>11.5%
Cost to income	52.1%	<53.0%

Notes: \* Excluding bad bank  
 \*\* Excluding FX fluctuations  
 # Annualised  
 ~ Based on 1H17 dividend payout



# Final Remarks

- Remain cautiously optimistic for the rest of the year
- Sustained progress on capital, cost and asset quality management
- Consumer Banking maintaining steady growth trajectory, while Commercial Banking to focus on regional business realignment and asset quality management
- Wholesale Banking to track capital market activity
- Complete ASEAN footprint with Philippines license
- The Group remains on track to meet its key financial targets for 2017

**THANK YOU**

# CIMB Group : 9M17 Results Appendices

---

# PPOP by Segments

PPOP (RM 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
<b>Consumer Banking (42.4%)</b>	<b>2,664</b>	<b>2,263</b>	<b>17.7%</b>	<b>915</b>	<b>910</b>	<b>0.5%</b>
<b>Commercial Banking (12.2%)</b>	<b>766</b>	<b>659</b>	<b>16.2%</b>	<b>244</b>	<b>254</b>	<b>(3.9%)</b>
<b>Wholesale Banking (36.3%)</b>	<b>2,279</b>	<b>2,000</b>	<b>14.0%</b>	<b>792</b>	<b>715</b>	<b>10.8%</b>
Corporate Banking (24.5%)	1,540	1,418	8.6%	527	495	6.5%
Treasury & Markets ~ (10.7%)	670	524	27.9%	214	202	5.9%
Investment Banking + (1.1%)	69	58	19.0%	51	18	183.3%
<b>GAMI ** (2.1%)</b>	<b>133</b>	<b>100</b>	<b>33.0%</b>	<b>42</b>	<b>57</b>	<b>(26.3%)</b>
<b>Group Funding # (7.0%)</b>	<b>443</b>	<b>309</b>	<b>43.4%</b>	<b>163</b>	<b>128</b>	<b>27.3%</b>
<b>PPOP</b>	<b>6,285</b>	<b>5,331</b>	<b>17.9%</b>	<b>2,156</b>	<b>2,064</b>	<b>4.5%</b>


Notes: ~ Including treasury operations, markets and transaction banking


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


\*\* Including asset management and strategic investments


# Including capital investments in fixed income securities and investment in Group's proprietary capital

# Consumer Banking Key Highlights

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans *</b>	<b>8.2%</b>	<b>1.7%</b>
Mortgages	11.7%	2.6%
Term loans	4.8%	0.3%
Auto	2.9%	0.7%
Credit cards	5.7%	1.8%
<b>Consumer Deposits</b>	<b>16.6%</b>	<b>2.1%</b>
CASA	6.2%	(1.0%)
Fixed & structured deposits	24.2%	4.2%

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans *</b>	<b>9.9%</b>	<b>2.5%</b>
Mortgages	8.4%	1.9%
Auto Loans	16.9%	4.2%
Personal / Others	4.7%	2.3%
<b>Consumer Deposits</b>	<b>(2.1%)</b>	<b>(5.3%)</b>
CASA	(11.0%)	(10.2%)
Fixed & structured deposits	5.4%	(1.5%)

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>(6.2%)</b>	<b>(1.6%)</b>
Mortgages	12.1%	3.1%
Auto	(38.9%)	(13.4%)
Credit cards	3.0%	(0.7%)
<b>Consumer Deposits</b>	<b>4.5%</b>	<b>2.7%</b>
CASA	3.1%	2.0%
Fixed & structured deposits	6.0%	3.6%

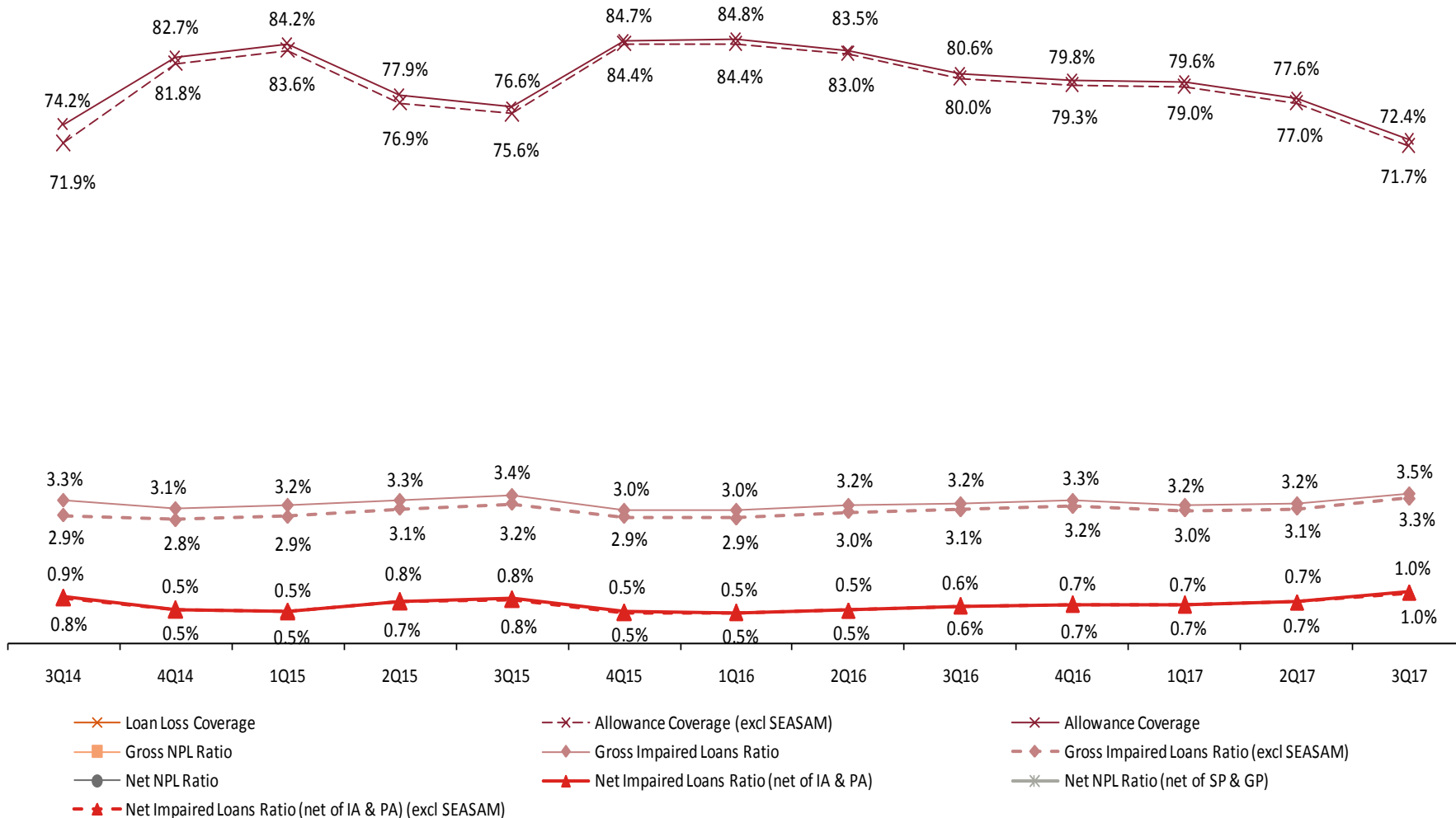
	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>(1.6%)</b>	<b>(1.3%)</b>
Mortgages	(2.4%)	(1.5%)
Term loans	(8.0%)	(2.1%)
Credit cards	(14.8%)	(4.5%)
<b>Consumer Deposits</b>	<b>23.4%</b>	<b>1.8%</b>
CASA	37.9%	6.9%
Fixed & structured deposits	9.5%	(3.8%)

Note: \* Loan base excludes bad bank

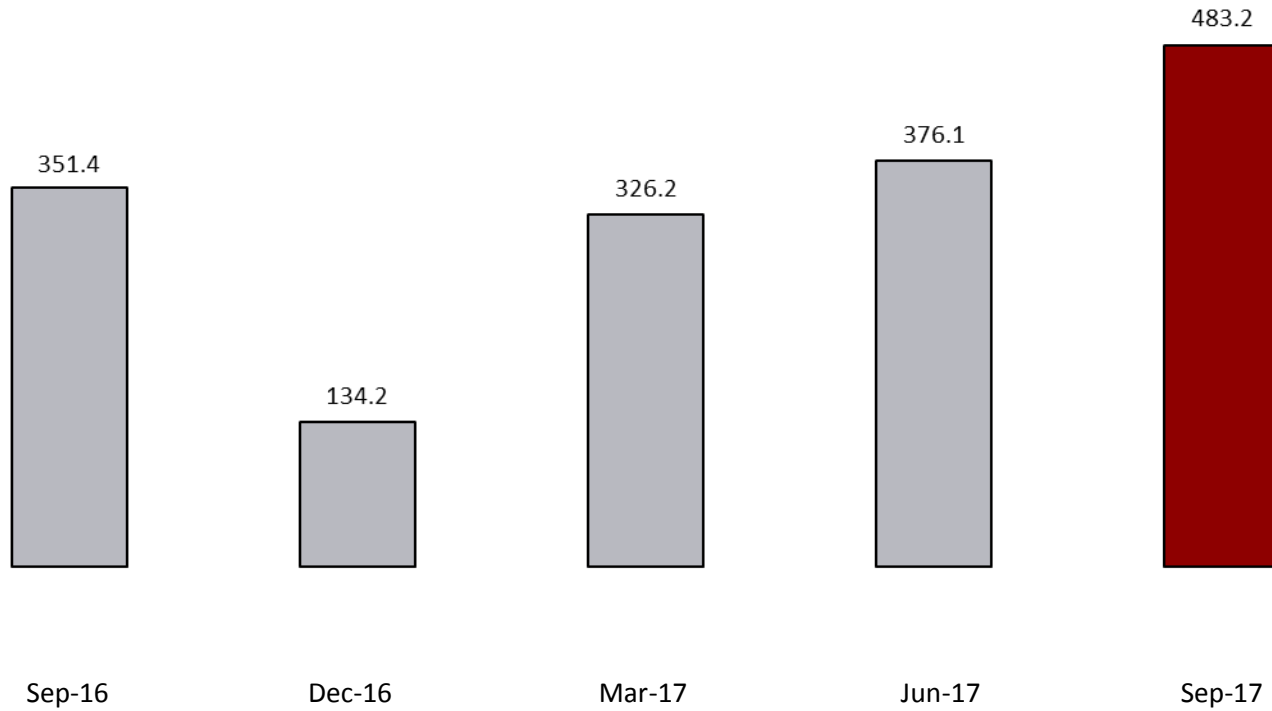
# Consolidated Balance Sheet Changes

(RM 'mil)	30 Sep 17	30 Sep 16	Y-o-Y	30 Jun 17	Q-o-Q
Cash & short term funds	42,140	37,584	12.1%	40,081	5.1%
Securities purchased under resale agreements	5,580	9,328	(40.2%)	6,728	(17.1%)
Deposits & placements with financial institutions	6,133	3,023	102.9%	2,664	130.2%
Financial assets held for trading	23,161	24,084	(3.8%)	27,593	(16.1%)
Money Market	15,966	16,937	(5.7%)	19,456	(17.9%)
Corporate Bonds	5,700	5,644	1.0%	6,125	(6.9%)
Equity	1,495	1,503	(0.5%)	2,012	(25.7%)
Financial investments available for sale	29,983	32,575	(8.0%)	30,652	(2.2%)
Financial investments held to maturity	37,499	29,310	27.9%	33,103	13.3%
Loans, advances & financing	317,728	296,786	7.1%	314,388	1.1%
Other assets	45,978	52,921	(13.1%)	45,718	0.6%
<b>Total assets</b>	<b>508,202</b>	<b>485,611</b>	<b>4.7%</b>	<b>500,927</b>	<b>1.5%</b>
Deposits from customers	346,183	331,903	4.3%	340,180	1.8%
Placement from investment accounts	353	257	37.4%	261	35.2%
Deposits & placements of banks and other FI	25,672	25,107	2.3%	24,710	3.9%
Other borrowings	39,115	32,302	21.1%	40,871	(4.3%)
Other liabilities	47,008	50,487	(6.9%)	45,916	2.4%
<b>Total liabilities</b>	<b>458,331</b>	<b>440,056</b>	<b>4.2%</b>	<b>451,938</b>	<b>1.4%</b>
<b>Shareholders' funds</b>	<b>48,046</b>	<b>43,826</b>	<b>9.6%</b>	<b>47,145</b>	<b>1.9%</b>
<b>Total liabilities &amp; equity</b>	<b>508,202</b>	<b>485,611</b>	<b>4.7%</b>	<b>500,927</b>	<b>1.5%</b>

# Asset Quality Ratios – CIMB Group



# AFS MTM (Q-o-Q) Position





# CIMB Niaga : Earnings Summary



(IDR 'bil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	9,369	8,887	5.4%	3,040	3,233	(6.0%)
Non interest income	2,319	2,239	3.6%	913	690	32.3%
<b>Operating income</b>	<b>11,688</b>	<b>11,126</b>	<b>5.1%</b>	<b>3,953</b>	<b>3,923</b>	<b>0.8%</b>
Overhead expenses	(5,589)	(5,543)	0.8%	(1,837)	(1,879)	(2.2%)
<b>PPOP</b>	<b>6,099</b>	<b>5,583</b>	<b>9.2%</b>	<b>2,116</b>	<b>2,044</b>	<b>3.5%</b>
Provisions	(3,157)	(3,778)	(16.4%)	(1,029)	(1,049)	(1.9%)
<b>PBT</b>	<b>2,942</b>	<b>1,805</b>	<b>63.0%</b>	<b>1,087</b>	<b>995</b>	<b>9.2%</b>
<b>Net Profit</b>	<b>2,197</b>	<b>1,299</b>	<b>69.1%</b>	<b>817</b>	<b>740</b>	<b>10.4%</b>
<b>EPS (IDR)</b>	<b>87.42</b>	<b>51.68</b>	<b>69.2%</b>	<b>32.50</b>	<b>29.47</b>	<b>10.3%</b>
<b>PBT (RM 'mil)</b>	<b>959</b>	<b>554</b>	<b>73.1%</b>	<b>349</b>	<b>324</b>	<b>7.7%</b>
<b>Net profit (RM 'mil)</b>	<b>716</b>	<b>398</b>	<b>79.9%</b>	<b>262</b>	<b>241</b>	<b>8.7%</b>
<b>ROE (Annualised)</b>	<b>8.3%</b>	<b>5.5%</b>	<b>280bps</b>	<b>9.0%</b>	<b>8.4%</b>	<b>60bps</b>

Note: As per CIMB Niaga 9M17 analyst presentation

# CIMB Niaga : Key Ratios

(Consolidated, %)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
ROE ^	8.3	5.5	↑	9.0	8.4	↑
NIM ^	5.74	5.54	↑	5.50	6.05	↓
Cost to Income	47.8	49.8	↓	46.5	47.9	↓
Loan Loss Coverage #	115.1	107.0	↑	115.1	109.3	↑
Allowance Coverage	85.5	85.5	↔	85.5	83.6	↑
Loan Loss Charge ^	2.3	2.8	↓	2.3	2.4	↓
Gross Impaired Loans Ratio	5.2	5.2	↔	5.2	5.0	↑
Gross NPL (BI Definition) #	4.0	4.2	↓	4.0	3.9	↑
Loan to Deposit (LDR)	94.0	96.1	↓	94.0	101.7	↓
CAR	19.0	18.1	↑	19.0	18.4	↑
CASA ratio	53.3	52.6	↑	53.3	54.3	↓

Notes: As per CIMB Niaga 9M17 analyst presentation

# Based on BI definition

^ Annualised and monthly average

# CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
Net interest income	7,604	7,338	3.6%	2,627	2,514	4.5%
Non interest income	2,234	2,356	(5.2%)	828	739	12.0%
<b>Operating income</b>	<b>9,839</b>	<b>9,693</b>	<b>1.5%</b>	<b>3,455</b>	<b>3,253</b>	<b>6.2%</b>
Overhead expenses	(5,432)	(5,311)	2.3%	(2,013)	(1,672)	20.4%
<b>PPOP</b>	<b>4,407</b>	<b>4,382</b>	<b>0.6%</b>	<b>1,442</b>	<b>1,582</b>	<b>(8.8%)</b>
Provisions	(3,711)	(3,378)	9.9%	(1,335)	(1,146)	16.5%
<b>PBT</b>	<b>696</b>	<b>1,004</b>	<b>(30.7%)</b>	<b>107</b>	<b>436</b>	<b>(75.5%)</b>
<b>Net Profit</b>	<b>554</b>	<b>798</b>	<b>(30.6%)</b>	<b>77</b>	<b>357</b>	<b>(78.4%)</b>
<b>EPS (THB)</b>	<b>0.02</b>	<b>0.03</b>	<b>(33.3%)</b>	<b>0.00</b>	<b>0.01</b>	<b>(100.0%)</b>
Net Profit (RM 'mil) ~	70	95	(26.3%)	10	45	(77.8%)
PBT (RM 'mil) *	132	66	100.0%	2	53	(96.2%)
Net profit (RM 'mil) *	107	39	174.4%	(2)	40	(105.0%)
ROE (Annualised)	2.5%	3.9%	(140bps)	0.9%	5.0%	(410bps)

Notes: ~ Local GAAP

\* After GAAP and FRS 139 adjustments

# CIMB Thai : Key Ratios

(Consolidated, %)	9M17	9M16	Y-o-Y	3Q17	2Q17	Q-o-Q
ROE ^	2.5	3.9	↓	0.9	5.0	↓
NIM ^	3.88	3.76	↑	4.00	3.86	↑
Cost to Income	55.2	54.8	↑	58.3	51.4	↑
Loan Loss Coverage **	85.1	81.6	↑	85.1	84.0	↑
Loan Loss Charge ^	2.4	2.2	↑	2.6	2.3	↑
Gross NPL ratio **	5.7	4.2	↑	5.7	5.4	↑
Net NPL ratio **	3.0	2.5	↑	3.0	2.9	↑
Loan to Deposit	118.9	113.0	↑	118.9	117.9	↑
Modified LDR ***	99.4	94.7	↑	99.4	97.7	↑
CAR *	17.4	15.9	↑	17.4	18.1	↓
CASA ratio #	37.9	52.7	↓	37.9	41.1	↓

Notes: \* Bank Only

\*\* Excluding STAMC

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

^ Annualised

# Fixed deposit receipt call reclassified as savings from fixed deposits

# 9M17 Notable Deals

## DCM



### Prasarana Malaysia Bhd

RM10.0 bil Islamic Medium Term Notes Programme irrevocably and unconditionally guaranteed by the Government of Malaysia based on the Shariah principle of Murabahah



### BEWG M Sdn Bhd

RM400 mil in nominal value Islamic Medium Term Notes based on the Shariah principle of Wakalah bi al-Istithmar



BEWG (M) SDN BHD  
北控水務(馬)有限公司

*(First Ringgit denominated Sukuk by a China-owned company for water infrastructure funding)*



### PT Bank Tabungan Negara Persero Tbk

IDR5.0 tril Senior Debt via 3rd Shelf Registration Programme Phase 1 of IDR10.0 tril



### Lembaga Pembiayaan Ekspor Indonesia

IDR3.2 tril Senior Debt via 3rd Shelf Registration Programme Phase 5 of IDR24.0 tril



### PT Permodalan Nasional Madani

IDR1.5 tril Senior Debt via 2nd Shelf Registration Programme Phase 1 of IDR4.0 tril



### PT Tower Bersama Infrastructure Tbk

IDR0.7 tril Senior Debt via 2nd Shelf Registration Programme Phase 3 of IDR5.0 tril



## DCM



### EXPRESSWAY AUTHORITY OF THAILAND

### Expressway Authority of Thailand

THB5.7 bil Senior Secured Bond



### TPI Polene PCL

THB4.0 bil Senior Unsecured Debentures



### HOUSING & DEVELOPMENT BOARD

### Housing & Development Board

SGD600 mil 1.825% 5 year Medium Term Notes Due August 2022 Issued under the SGD32 bil Multicurrency Medium Term Note Programme

## ECM



**The Bank of Tokyo-Mitsubishi UFJ Ltd** The Bank of Tokyo-Mitsubishi UFJ Ltd. ("BTMU") clean-up block trade of CIMB Group Holdings Berhad

*(The block trade marks a milestone in the Malaysian capital markets history for being the largest block trade in Malaysian capital markets and 5<sup>th</sup> largest block trade in Asia Pacific ex-Japan 2017 YTD)*

## IPO



### EVERGREEN PRODUCTS GROUP LIMITED

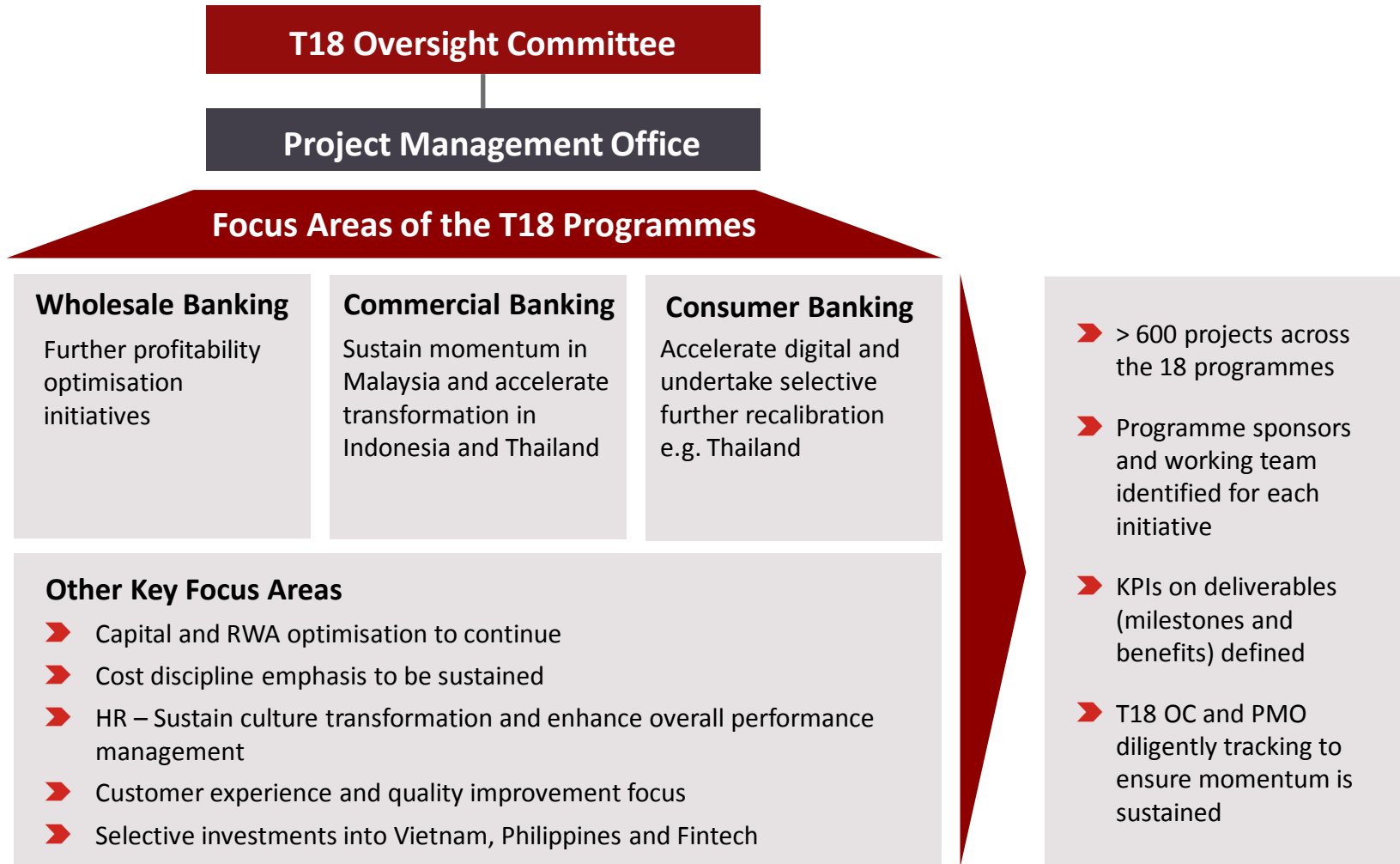
### Evergreen Products Group Limited

USD 39.3 mil IPO Listing on Main Board Hong Kong Stock Exchange

*(A leading global manufacturer of hair goods)*

# T18 Progress Update

A total of 18 programmes have been identified to propel the Group towards its T18 targets



# Corporate Responsibility (1)

## CIMB Foundation



### Community

**'Jalan Merdeka : Traversing the Routes towards Independence' at Carcosa Seri Negara, Kuala Lumpur**

A special exhibition on how history played a powerful role in uniting the nation

**Micro Hydro System at Puneng Trusan Village in Lavas, Sarawak**

Provide electricity to enable 40 families to upkeep themselves in rural living environment

**Anak-Anak Malaysia Walk 2017 at Shah Alam**

Over 6,000 participants in patriotic sentiments celebrated Malaysia's diversity at Dataran Kemerdekaan on 27th Aug 2017



### Education

**'Be\$mart' Financial Literacy Programme**

4,287 students from 54 universities and colleges have benefitted from this programme



### Donation

**Humanitarian Aid to Kg. Hidayat in Tawau, Sabah**

Contribution of household necessities worth RM85,000 to 171 families in times of adversity

**Humanitarian Aid to Kg. Kenyungan in Sri Aman, Sarawak**

Donated RM52,500 for 19 families to rebuild a longhouse and basic needs for 3 months



### Sports

**Squash: 29<sup>th</sup> SEA Games Kuala Lumpur**

Our juniors sweep 6-gold in Men's and Women's Single and Double, Mix Double and the Women's team, and the Men's team scored bronze.

## Regional CSR



**Let's Save and Share (Ayo Menabung Dan Berbagi)**

Participation of 5,138 pupils from elementary schools, junior and senior high schools

**Tour De Bank in Pontianak, West Kalimantan**

Interactive basic financial literacy in banking for 227 pupils from 5 elementary schools

**Million Books Program (in conjunction with CIMB Niaga's 62th Anniversary)**

Books donation drive with the involvement of 505 bank branches from September to December 2017



**Blood Donation Drive at Langsuan Building, Thailand**

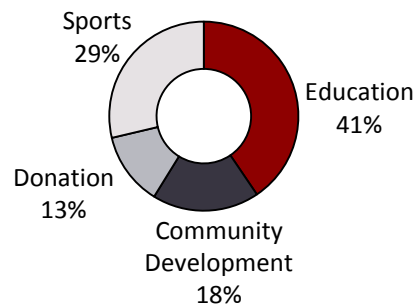
224 donors participated in collaboration with Thai Red Cross Society

**Enhancement of IT Literacy for Wat Hemsoong School at Jakaraj in Nakhon Ratchasima Province, Thailand**

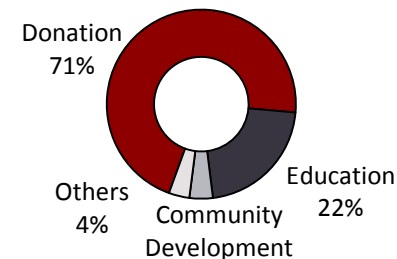
Refurbishment of IT Learning and Resource Centre to improve IT literacy skills amongst the school pupils

## Grants Disbursed as at Sep 2017

**CIMB Foundation**  
RM 2,574,233



**Non-CIMB Foundation\***  
RM 2,992,483



# Corporate Responsibility (2)

**'Jalan Merdeka Exhibition' in Kuala Lumpur**



**Micro Hydro System for Puneng Trusan village in Sarawak**



**Humanitarian Aid to Community of Kg. Hidayat in Sabah**



**Squash juniors won Gold in 29th SEA Games Kuala Lumpur**



**"Let's Save and Share" at 4 schools in West Java**



**Blood Donation Drive at Langsuan Building in Thailand**

