



ASEAN FOR YOU





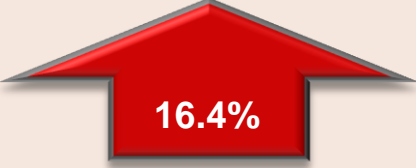

Analysts Presentation

4Q11 RESULTS

27 February 2012



Financial Highlights of 2011

Operating income	 +2.1%	RM12.1 bil
Overheads	 +0.3%	RM6.6 bil
Loan impairment	 -19.8%	RM0.5 bil
Net profits	 +15.1%	RM4.0 bil
ROE	 16.4%	2010 : 16.2%
Cost to income	 54.7%	2010 : 55.6%

Other Highlights

- Malaysia Consumer Bank PBT up 86% Y-o-Y
- Excellent retail deposits Y-o-Y growth of 24% in Malaysia
- Strong growth at CIMB Niaga, PBT up 30% Y-o-Y
- Decline of 33% in Corporate & Investment Banking PBT with absence of mega deals
- CIMB Thai 4Q “windfall” in recoveries helped mitigate flood impact and increase in provisions
- Strong 4Q results also comprised a RM250 mil gain on CIMB Aviva deconsolidation, fully offset by additional provisions including the change in Malaysia retail PD to 100% at 3 months (LGD WIP)
- Significantly lower “one-off” items in 2011
- Continued improvement in asset quality ratios
- Defended investment banking market shares
- Proposed dividend of 10 sen per share for total pay-out ratio of 40.6%

Achievements vs Targets for 2011

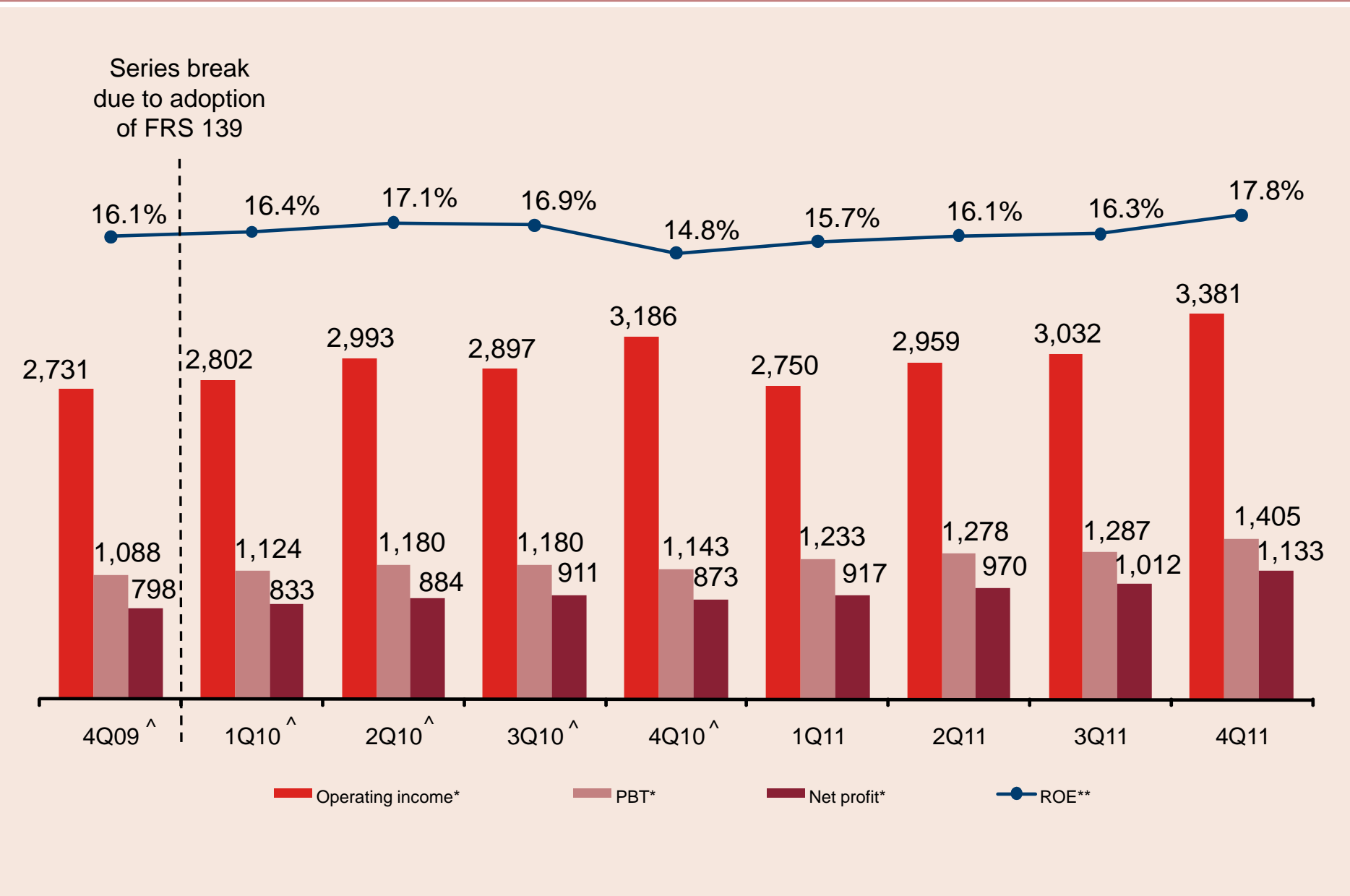
	FY11	2011 Targets	
ROE	16.4%	17%	✗
TSR	14.6% < FBM KLCI	> FBM KLCI	✗
Dividend	40%	40% - 60%	✓
Group loans growth	14%	18%	✗
Group deposits growth	11%	20%	✗
Loan loss charge	0.25%	0.4%	✓
Core Capital Ratio (at CIMB Bank) (Basel II)	14.5%^	>10%	✓
RWCR (at CIMB Bank) (Basel II)	16.8%^	>12%	✓

CIMB GROUP : FY11 RESULTS
CIMB GROUP FY11 FINANCIALS

Earnings Summary

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10 [^]	Y-o-Y
Net interest income	2,080	1,989	4.6%	7,947	7,714	3.0%
Non interest income	1,301	1,043	24.7%	4,175	4,164	0.3%
Operating income	3,381	3,032	11.5%	12,122	11,878	2.1%
Loan impairment	(289)	(106)	172.6%	(487)	(607)	(19.8%)
Other provisions	8	18	(55.6%)	47	(127)	n.a.
Overhead expenses	(1,722)	(1,701)	1.2%	(6,630)	(6,613)	0.3%
Share of JV / Associates	27	44	(38.6%)	151	96	57.3%
PBT	1,405	1,287	9.2%	5,203	4,627	12.4%
Net profit	1,133	1,012	12.0%	4,031	3,501	15.1%
EPS (sen)	15.2	13.6	11.8%	54.2	48.7	11.3%
ROE (Annualised)	17.8%	16.3%	150bps	16.4%	16.2%	20bps

Quarterly Earnings Trend



Notes:
 ^ Retrospective restatement due to adoption of FRS 2 for share-based payment expense
 * Amounts denoted in RM 'mil

Contribution by Entity

Legal Entity	4Q11		3Q11		FY11		FY10**	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	628	45%	706	55%	2,620	50%	2,275	49%
CIMB Niaga	390	28%	404	31%	1,530	29%	1,565	34%
CIMB Islamic	88	6%	95	7%	447	9%	403	9%
CIMB Labuan	22	2%	19	2%	142	3%	191	4%
CIMB Investment Bank	20	1%	50	4%	140	3%	80	2%
CIMB Thai	49	3%	12	1%	110	2%	47	1%
CIMB Securities Singapore	2	0%	11	1%	33	1%	102	2%
CIMB Cambodia	(3)	(0%)	(2)	(0%)	(10)	(0%)	(2)	(0%)
Others *	209 ^	15%	(8)	(1%)	191	3%	(34)	(1%)
PBT	1,405	100%	1,287	100%	5,203	100%	4,627	100%

Notes: * SEASAM, Asset Management, Group Insurance, Bank of Yingkou, CIMBGH/CIMBG level and consol adjustment

^ Included gain on deemed disposal of interest in CIMB Aviva of RM250mil

** Restatement of RM20 mil in share-based payment expense in FY10 due to adoption of the Amendment to FRS 2 Group Cash-Settled Share-based Payment Transactions which has been applied retrospectively

Estimated PBT By Segment

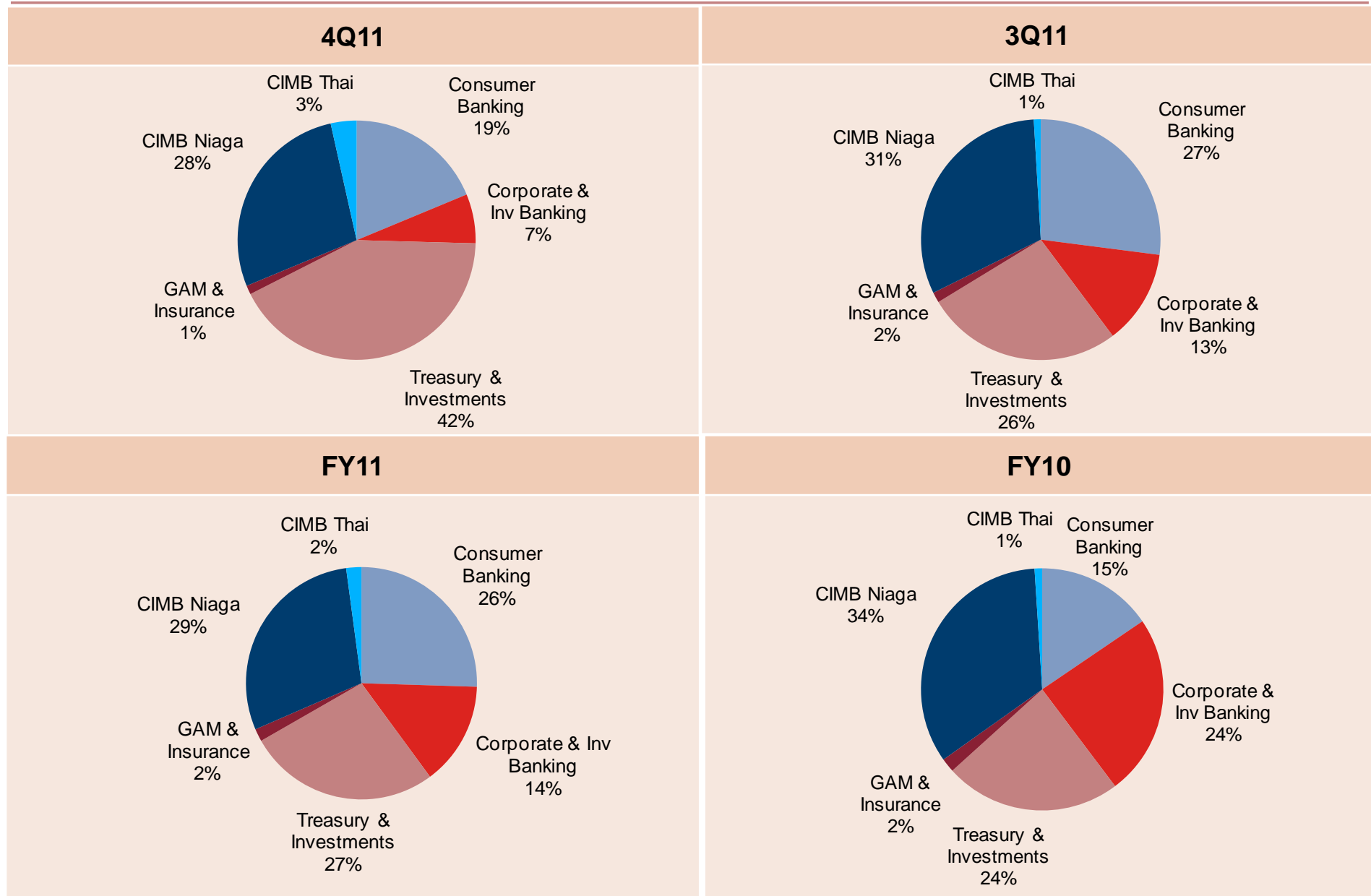
PBT (after HOCA)	4Q11	3Q11	Q-o-Q	FY11	FY10 [^]	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	RM 'mil	%
Consumer Banking						
- Good Bank	209	266	(21.4%)	1,094	603	81.4%
- Bad Bank (including SEASAM)	55	82	(32.9%)	233	110	111.8%
	264	348	(24.1%)	1,327	713	86.1%
Corporate & Investment Banking	94	164	(42.7%)	751	1,123	(33.1%)
Treasury & Investments	591	341	73.3%	1,393	1,092	27.6%
GAM & Insurance	17	18	(5.6%)	92	87	5.7%
CIMB Niaga	390	404	(3.5%)	1,530	1,565	(2.7%)
CIMB Thai (after GAAP adjustments)	49	12	308.3%	110	47	134.0%
PBT *	1,405	1,287	9.2%	5,203	4,627	12.4%
Net profit	1,133	1,012	12.0%	4,031	3,501	15.1%

Notes:

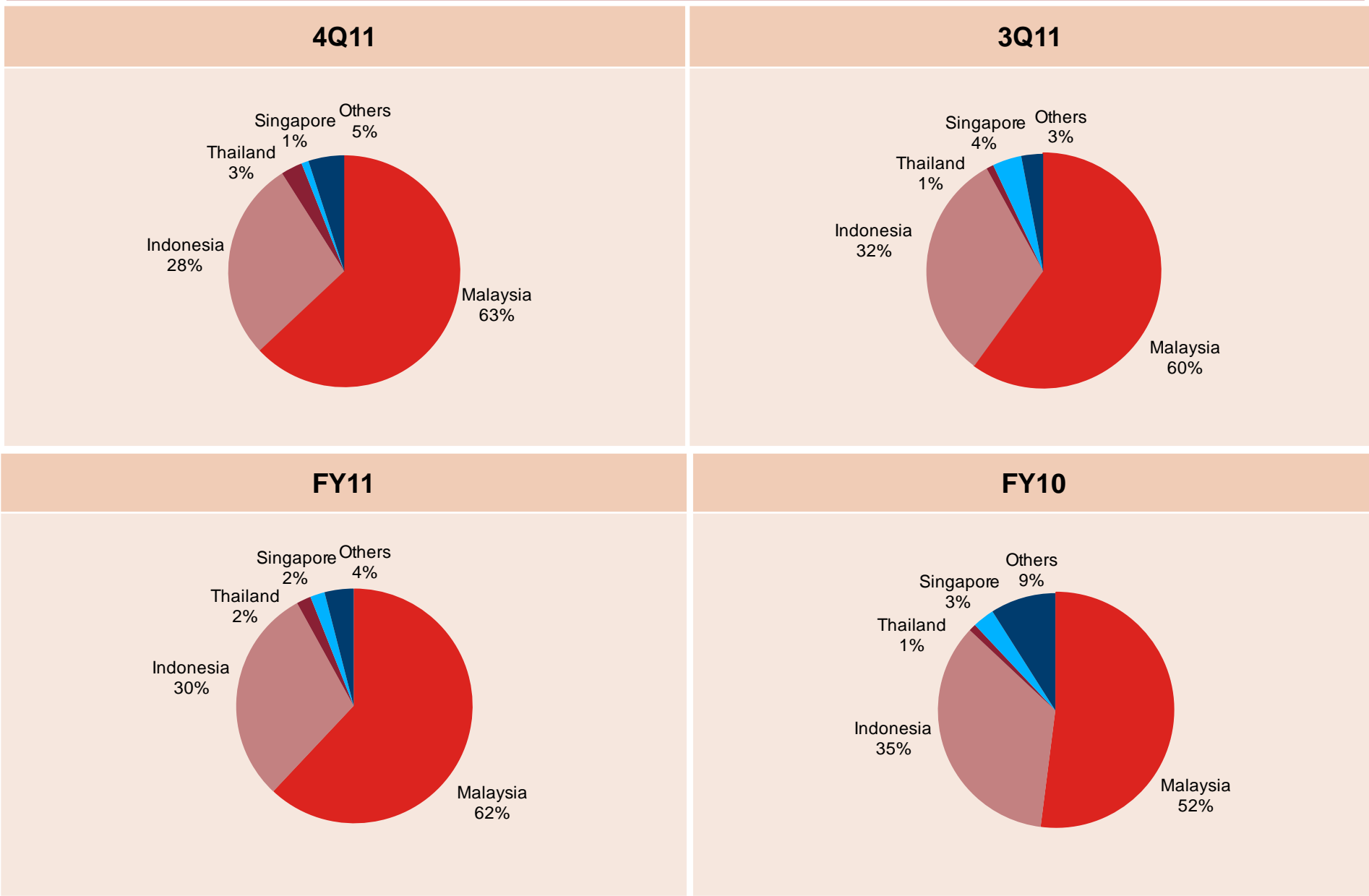
* Includes share of results of associates & jointly controlled entity

[^] Restatement of RM20 mil in share-based payment expense in FY10 due to adoption of the Amendment to FRS 2 Group Cash-Settled Share-based Payment Transactions which has been applied retrospectively

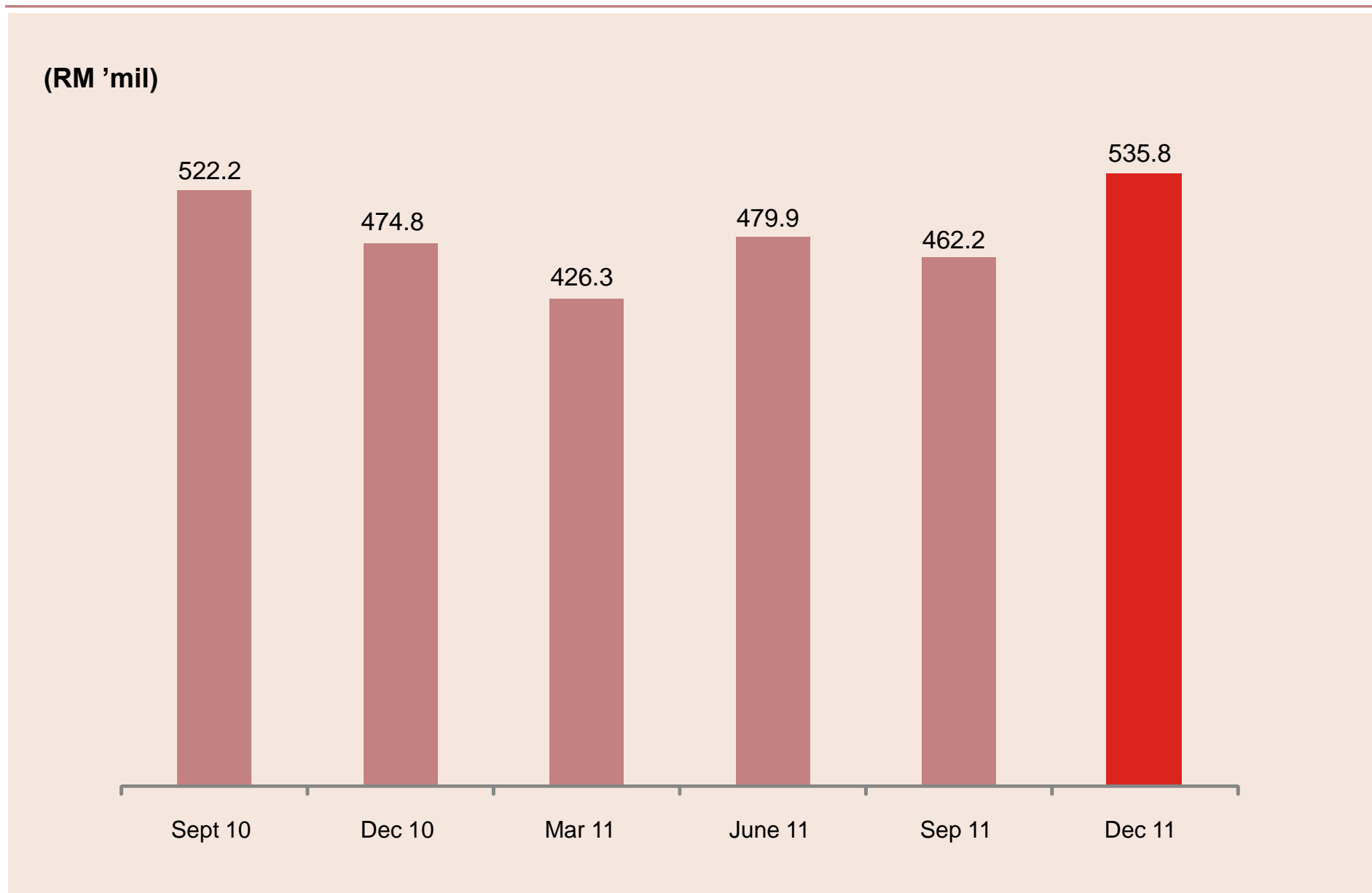
Estimated PBT By Segment



Contribution by Geography



AFS MTM Position



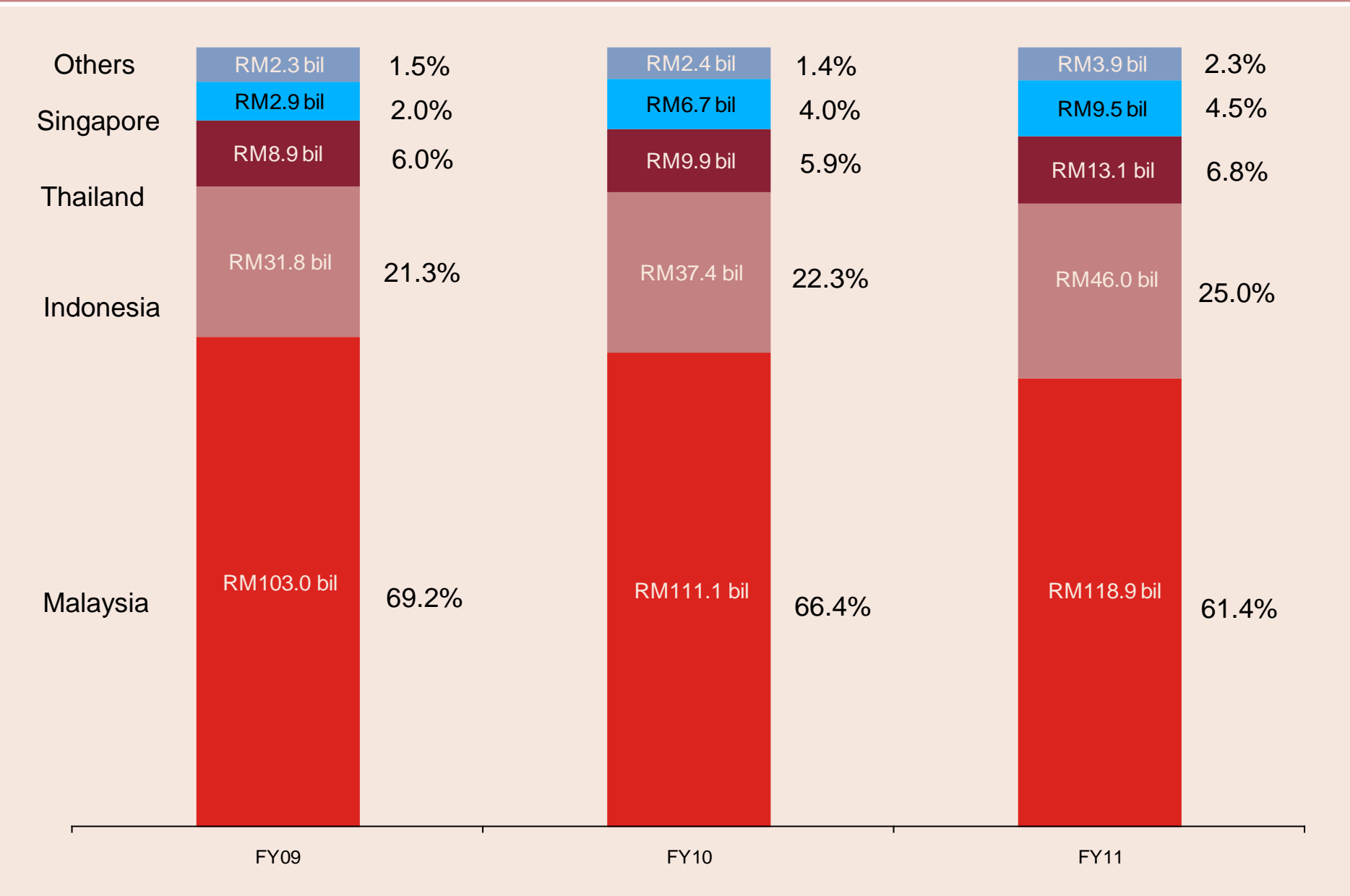
Key Ratios

(%)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
ROE *	17.8	16.3	↑	16.4	16.2	↑
NIM *	3.10	3.12	↓	3.12	3.34	↓
Non-interest income / total income	38.5	34.4	↑	34.4	35.1	↓
Cost / income	50.9	56.1	↓	54.7	55.7	↓
Allowance coverage	81.1	80.0	↑	81.1	81.1	↔
Allowance coverage after regulatory reserve #	86.1	83.5	↑	86.1	82.3	↑
Loan loss charge *	0.60	0.23	↑	0.25	0.36	↓
Gross impaired loans ratio	5.1	5.5	↓	5.1	6.1	↓
Gross impaired loans ratio (excluding SEASAM)	4.1	4.4	↓	4.1	4.7	↓
Net impaired loans ratio (Net of IA and PA)	1.0	1.2	↓	1.0	1.2	↓
Average shareholders' funds (RM 'mil)	25,502	24,819	↑	24,583	21,617	↑
ROA *	1.5	1.4	↑	1.4	1.4	↔
Book value per share (RM)	3.49	3.37	↑	3.49	3.13	↑
CASA ratio	34.5	33.1	↑	34.5	33.1	↑

Gross Loans Growth

Divisions / Products	31 Dec 11 (RM 'bil)	30 Sep 11 (RM 'bil)	Q-o-Q	31 Dec 10 (RM 'bil)	Y-o-Y
Consumer Banking (44.4%) **	85.1	82.3	3.5%	76.2	11.7%
Mortgages	38.6	37.7	2.6%	33.8	14.5%
HP	10.6	10.6	-	10.6	-
OD and TL	17.1	16.5	3.7%	15.2	12.6%
Credit cards	4.6	4.4	4.9%	4.3	9.0%
CIMB Xpress	3.2	3.1	1.2%	1.8	78.9%
Commercial	10.3	9.3	11.1%	9.8	4.5%
Others	0.7	0.7	-	0.7	-
Corporate & Investment (23.1%)	44.3	40.3	9.9%	39.2	12.8%
CIMB Niaga (23.6%) ^	45.2	45.1	0.1%	36.6	23.4%
CIMB Thai (6.4%) +	12.2	11.7	3.9%	9.9	23.4%
CIMB Cambodia (0.1%)	0.1	0.1	-	-	n.a.
Bad Bank (2.4%)	4.5	5.4	(16.6%)	5.6	(18.5%)
Total	191.4	184.9	3.5%	167.5	14.3%

Loan Assets by Geographical Distribution



Deposits Growth

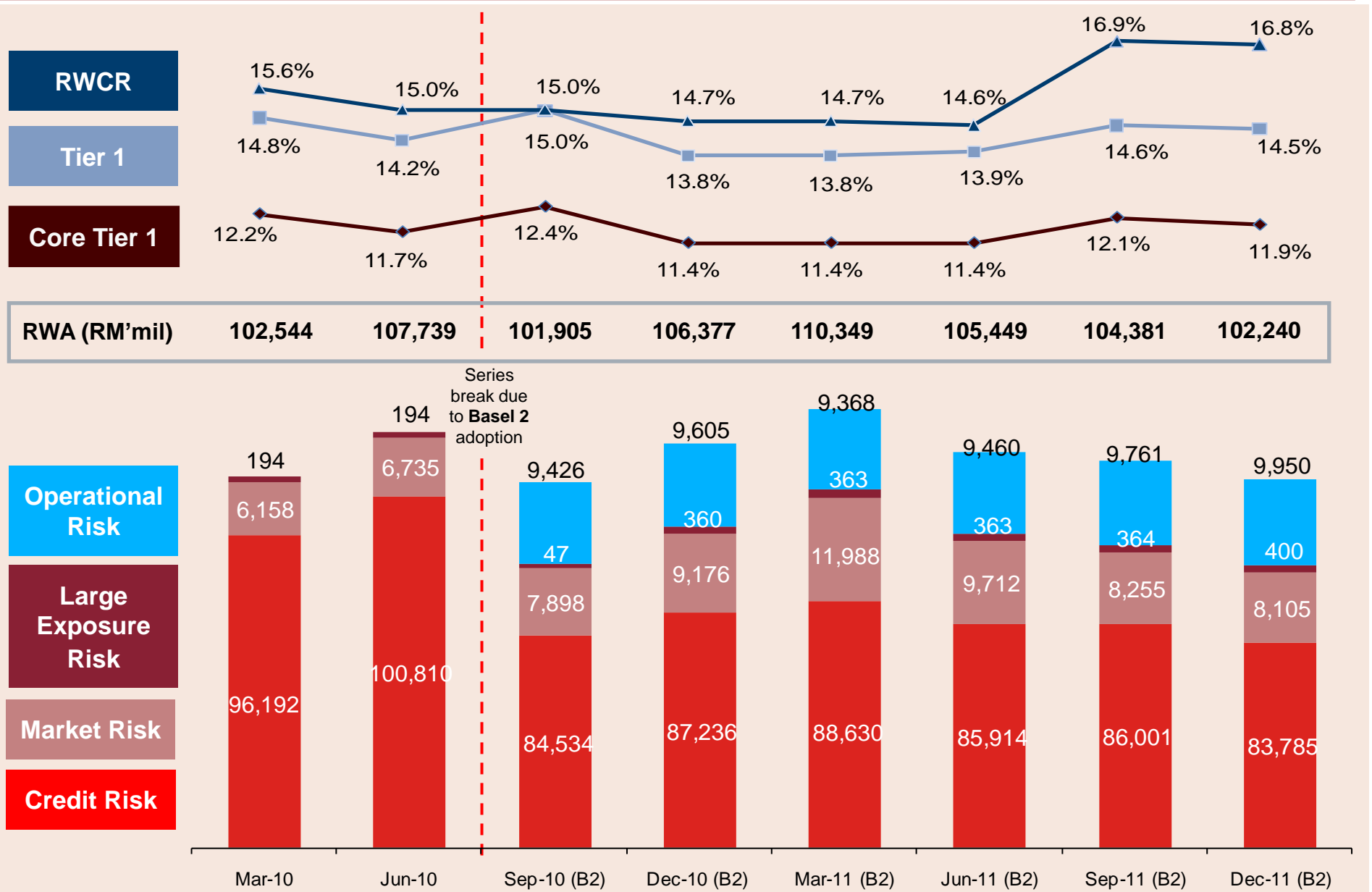
Divisions / Products	31 Dec 11 (RM 'bil)	30 Sep 11 (RM 'bil)	Q-o-Q	31 Dec 10 (RM 'bil)	Y-o-Y
Retail (32.2%) *	71.2	66.5	7.1%	56.6	25.8%
- Current	20.8	18.2	14.3%	15.2	36.8%
- Savings	13.3	12.6	5.6%	11.5	15.7%
- Fixed & structured deposits	37.1	35.7	3.9%	29.9	24.1%
Commercial (7.5%)	16.7	16.3	2.8%	17.6	(5.0%)
Corporate & Treasury (35.0%)	77.7	79.3	(2.0%)	75.7	2.8%
CIMB Niaga (20.7%) ^	46.0	45.6	0.8%	40.3	14.0%
CIMB Thai (4.6%) +	10.3	10.5	(2.1%)	9.7	6.2%
Total	221.9	218.2	1.7%	199.9	11.1%

CASA and Platform Growth

Divisions / Products	31 Dec 11 (RM 'bil)	31 Dec 10 (RM 'bil)	Y-o-Y
Malaysia & Singapore *	53.8	46.0	17.0%
CIMB Niaga ^	20.3	17.5	16.0%
CIMB Thai +	2.5	2.7	(7.4%)
Total	76.6	66.2	15.7%

CIMB Clicks Users ('000)	Retail Branches	Dec-11	Dec-10	Y-o-Y
	<p>Malaysia: 1,437 (Dec-10), 1,813 (Dec-11) +26.2%</p> <p>Indonesia: 205 (Dec-10), 494 (Dec-11) +141.0%</p> <p>Thailand: 0 (Dec-10), 4 (Dec-11) n.a.</p> <p>Singapore: 61 (Dec-10), 70 (Dec-11) +14.8%</p>	Malaysia	321	321
	Indonesia	630	615	+15
	Thailand	157	149	+8
	Singapore	2	2	-
	Cambodia	7	1	+6
	Total	1,117	1,088	+29

Capital Management – CIMB Bank



Capital Management – All Banking Entities

CIMB Group	Dec-11	Sep-11	
Gearing ratio	21.8%	21.4%	
Double leverage ratio	119.1%	119.2%	
Tier 1	Dec-11 [^] (B2)	Sep-11 [^] (B2)	Dec-10 [^] (B2)
CIMB Bank	14.5%	14.6%	13.8%
CIMB Investment Bank	16.3%	24.2%	16.5%
CIMB Islamic	10.4%	10.8%	13.2%
CIMB Niaga #	10.2%	10.5%	9.5%
CIMB Thai #	7.7%	8.1%	9.0%
CIMB Bank Group	11.3%	11.6%	11.4%
CIMB Investment Bank Group	16.5%	24.5%	17.1%
RWCR	Dec-11 [^] (B2)	Sep-11 [^] (B2)	Dec-10 [^] (B2)
CIMB Bank	16.8%	16.9%	14.7%
CIMB Investment Bank	16.3%	24.2%	16.5%
CIMB Islamic	14.4%	14.8%	17.2%
CIMB Niaga #	13.1%	13.5%	13.2%
CIMB Thai #	13.0%	13.8%	14.7%
CIMB Bank Group	16.2%	16.4%	14.8%
CIMB Investment Bank Group	16.6%	24.7%	17.1%

Dividend Track Record Over 6 Years



CIMBG : Operating Expenses

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10^	Y-o-Y
Personnel	903	932	(3.1%)	3,518	3,322	5.9%
Establishment	395	351	12.5%	1,444	1,497	(3.5%)
Marketing	86	98	(12.2%)	357	372	(4.0%)
Admin & General	338	320	5.6%	1,311	1,422	(7.8%)
Total	1,722	1,701	1.2%	6,630	6,613	0.3%

CIMB GROUP : FY11 RESULTS
CONSUMER BANK


Malaysian Consumer Bank

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Net interest / financing income	802	799	0.4%	3,171	2,941	7.8%
Non interest income	222	221	-	895	837	6.9%
Total income	1,024	1,020	0.3%	4,066	3,778	7.6%
Overheads (direct + head office allocation)	(672)	(687)	(2.2%)	(2,736)	(2,812)	(2.7%)
Provisions	(89)	14	n.a.	(12)	(263)	(95.4%)
Share of JV	1	1	-	9	10	(10.0%)
PBT	264	348	(24.1%)	1,327	713	86.1%
Loan loss charge	0.10%	(0.02%)	n.a.	0.01%	0.33%	(96.0%)

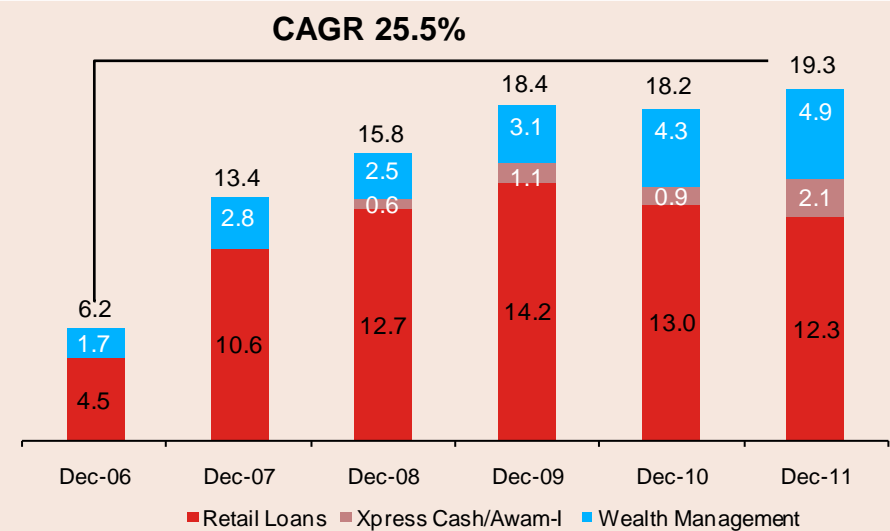
Malaysian Consumer Bank : Good Bank

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Net interest / financing income	790	783	0.9%	3,108	2,886	7.7%
Non interest income	215	213	0.9%	875	837	4.5%
Total income	1,005	996	0.9%	3,983	3,723	7.0%
Overheads (direct + head office allocation)	(623)	(637)	(2.2%)	(2,546)	(2,632)	(3.3%)
Loan impairment	(174)	(94)	85.1%	(352)	(498)	(29.3%)
Share of JV	1	1	-	9	10	(10.0%)
PBT	209	266	(21.4%)	1,094	603	81.4%
Loan loss charge	0.20%	0.11%	9bps	0.41%	0.65%	(24bps)

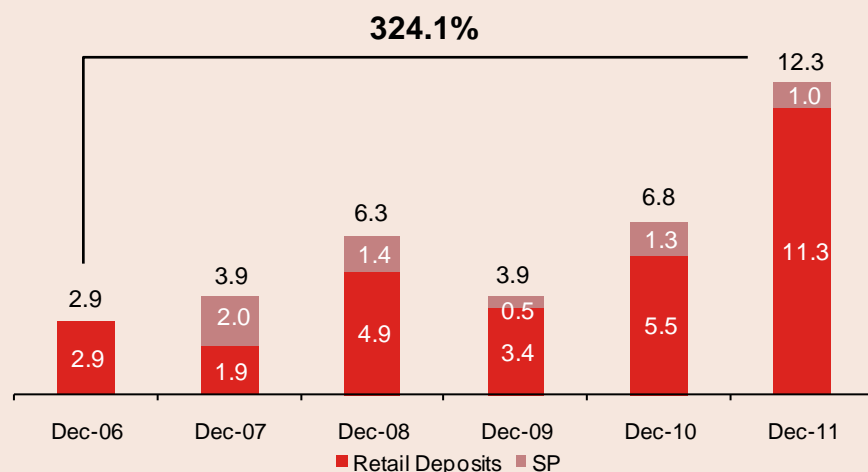
Malaysian Consumer Bank 5-Year Record (1)

Malaysia 	Dec-06		Sept-11		
	Market Share	Rank	Market Share	Rank	
Deposits	8.5%	4	10.9%	4	↑
Residential Mortgages	10.4%	4	13.7%	2	↑
Non Residential Mortgages	9.8%	4	11.6%	2	↑
Credit Cards	7.7%	5	12.7%	4	↑
HP	14.8%	3	7.5%	6	↓
SME Loans	11.6%	3	7.2%	4	↓

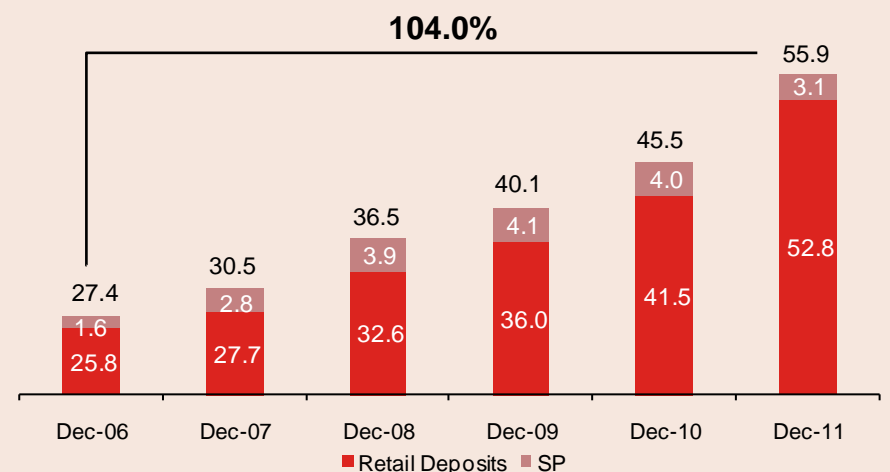
Retail Loans and Wealth Management Sales (RM 'bil)



Retail Deposits Sales (RM 'bil)



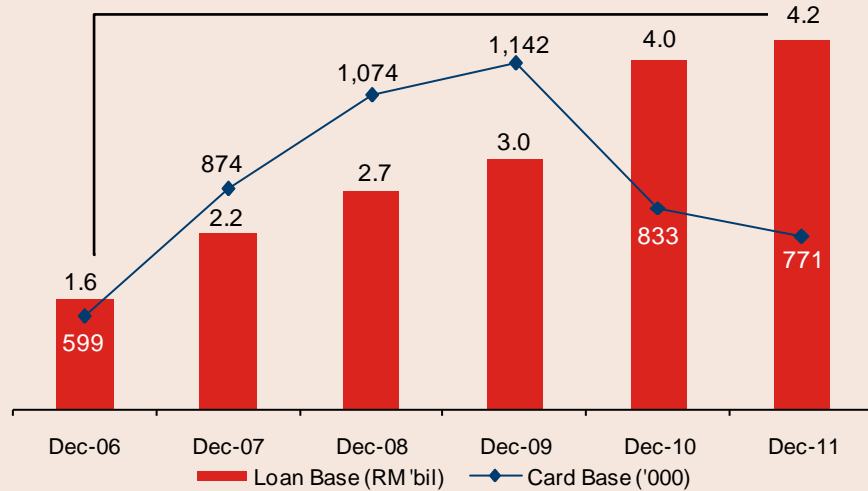
Retail Deposits (RM 'bil)



Malaysian Consumer Bank 5-Year Record (2)

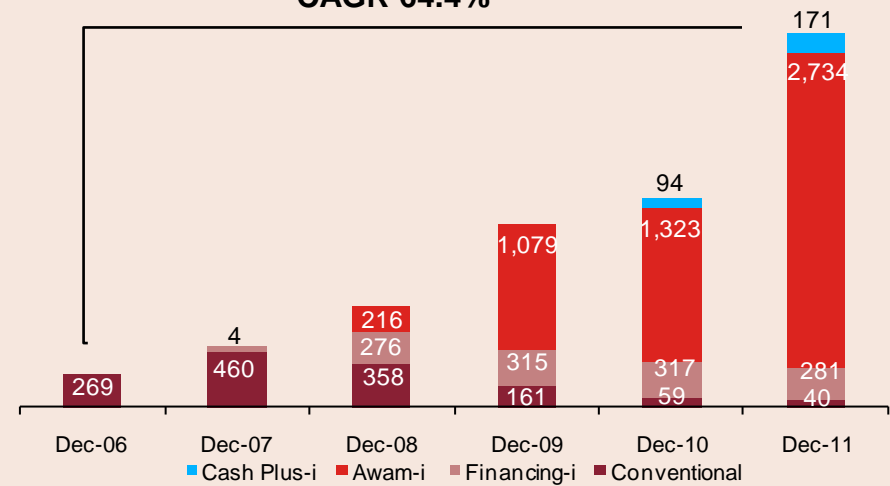
Credit Cards (RM 'bil)

CAGR 21.3%



CIMB Express (RM 'bil)

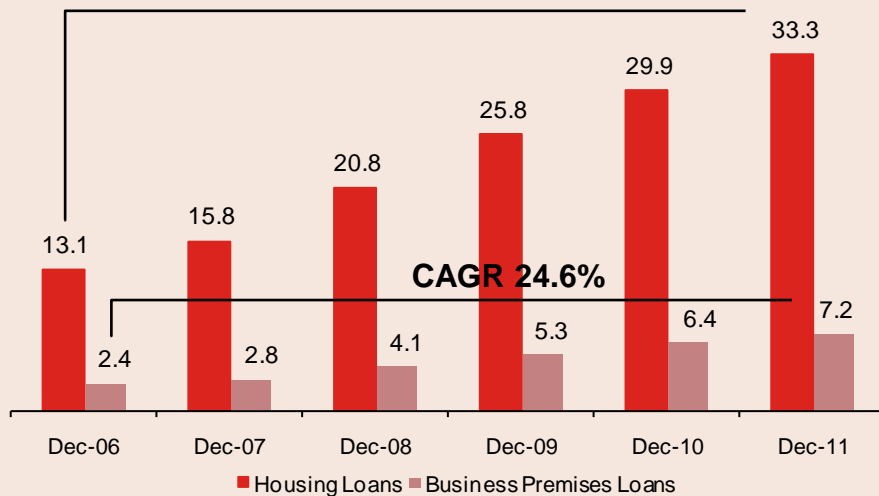
CAGR 64.4%



Housing and Business Premises Loan Base (RM 'bil)

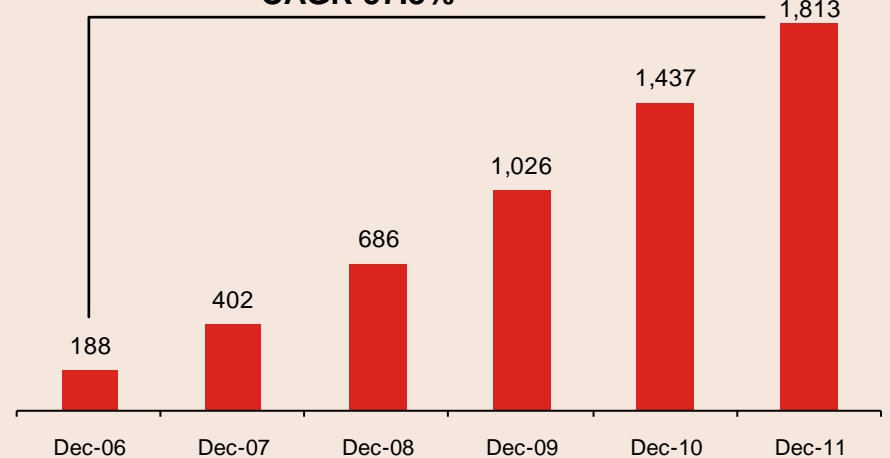
CAGR 20.5%

CAGR 24.6%

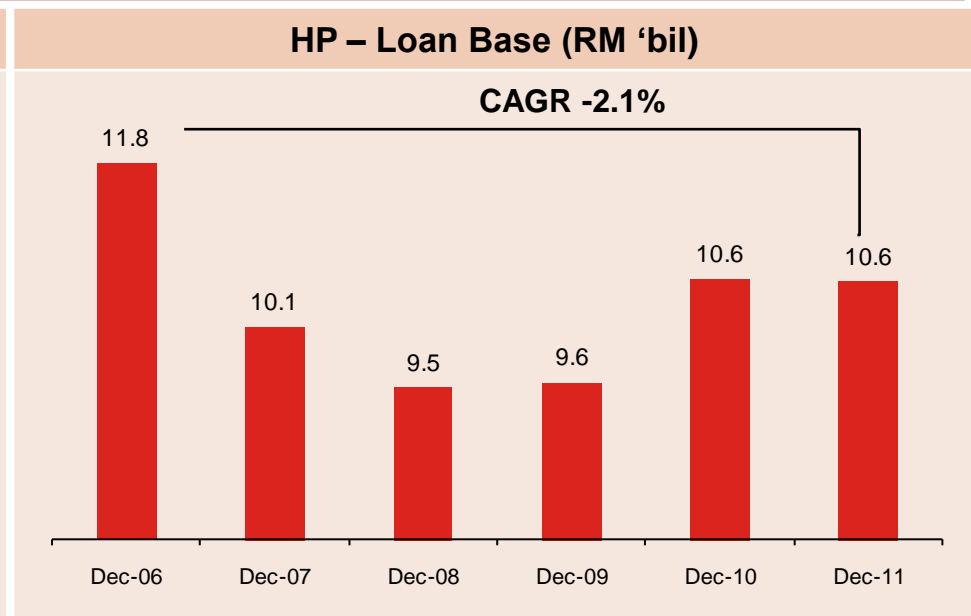
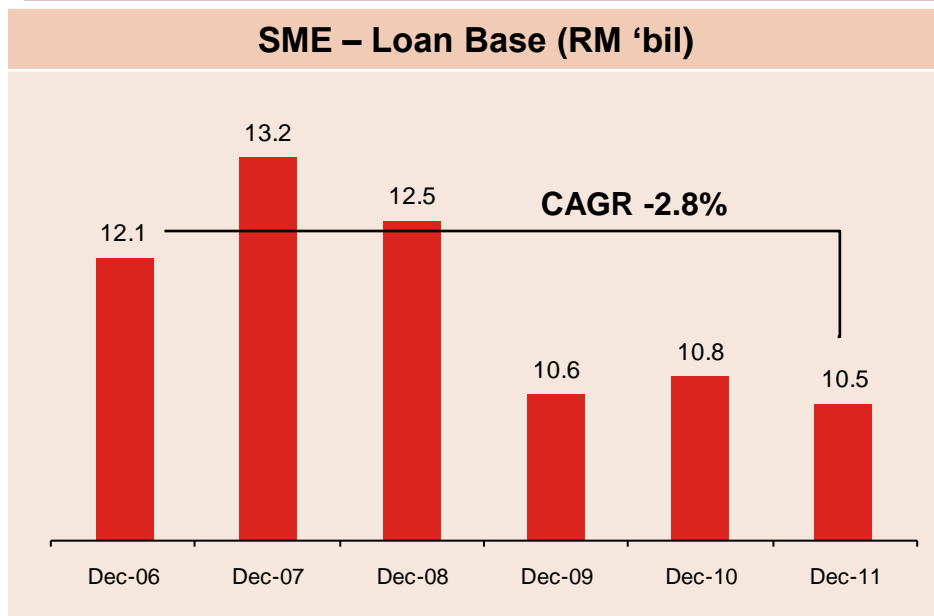


CIMB Clicks Users ('000)

CAGR 57.3%



Malaysian Consumer Bank 5-Year Record (3)



Notable Consumer Awards 2011

ASIA



Best Bank (Msia) (2nd time)
Best Islamic Bank in Asia (2nd time)



ASIA



Best Islamic Bank in Asia
Best Domestic Bank (Msia)
Best Islamic Bank (Msia)



Best Private Bank (Msia)
Best Islamic Finance House (Msia)



Best Private Bank (Msia)
Best Islamic Bank (Msia)



Best Single-bank Electronic Trading
Platform (Msia)



Best Consumer Internet Bank (Msia)



CIMB GROUP : FY11 RESULTS
TREASURY & INVESTMENT BANKING


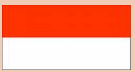


Treasury and Investment Financials

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Net interest / financing income	171	164	4.3%	673	866	(22.3%)
Fee income	13	9	44.4%	31	20	55.0%
Net trading income	127	206	(38.3%)	499	270	85.0%
Total income	311	379	(17.9%)	1,203	1,156	4.1%
Overheads	(104)	(102)	1.3%	(396)	(354)	11.9%
Treasury PBT	207	277	(25.0%)	807	802	0.6%
Investment PBT	384	64	498.0%	586	290	102.1%
Total	591	341	73.3%	1,393	1,092	27.6%

Corporate & Investment Banking Financials

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Net interest / financing income	198	180	10.2%	761	781	(2.5%)
Fee & commission income	83	97	(14.5%)	511	691	(26.1%)
Net trading income	19	27	(29.6%)	118	132	(10.6%)
Brokerage income	71	87	(18.4%)	322	331	(2.7%)
Total income	371	391	(5.1%)	1,712	1,935	(11.5%)
Provision	(53)	10	n.a.	(20)	195	n.a.
Overheads	(224)	(237)	(5.4%)	(941)	(1,007)	(6.6%)
PBT	94	164	(42.7%)	751	1,123	(33.1%)

IB Market Share and Ranking (1)

Malaysia 	FY10		FY11			Indonesia 	FY10		FY11		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	9.8%	1	10.4%	1	↑	Stock Broking	6.0%	2	6.0%	2	↔
IPO	30.1%	1	31.7%	1	↑	IPO	8.6%	4	-	-	↓
ECM	28.4%	1	35.5%	1	↑	ECM	5.2%	8	4.7%	9	↓
M&A	43.9%	1	36.7%	1	↓	M&A	12.1%	3	1.0%	14	↓
Syndication ^	21.1%	1	22.8%	1	↑	Syndication ^	7.2%	3	3.0%	12	↓
Bonds						Bonds	10.8%	5	5.8%	8	↓
- Domestic	28.1%	1	28.1%	1	↔						
- Sukuk	30.3%	2	29.5%	1	↑						
Thailand 	FY10		FY11			Singapore 	FY10		FY11		
Market Share	Rank	Market Share	Rank	Market Share			Rank	Market Share	Rank		
Stock Broking	0.9%	29	1.2%	26	↑	Stock Broking	9.2%	3	9.9%	2	↑
IPO	19.7%	2	19.4%	3	↓	IPO	1.4%	16	3.0%	5	↑
ECM	2.8%	8	3.1%	8	↑	ECM	2.0%	10	3.7%	7	↑
M&A	10.5%	8	1.8%	20	↓	M&A**	9.7%	3	1.3%	18	↓
Bonds	5.0%	9	3.8%	9	↓	Syndication ^	-	-	1.4%	16	↑
						Bonds	1.7%	7	3.9%	6	↑

IB Market Share and Ranking (2) and Key Deals in FY11

ASEAN	FY10		FY11		
	Market Share	Rank	Market Share	Rank	
IPO	14.9%	1	7.8%	4	↓
ECM	11.1%	1	8.7%	4	↓
M & A	19.4%	1	10.8%	2	↓
Syndication [^]	4.2%	6	6.2%	7	↑
Bonds - Domestic Currency	12.6%	2	16.7%	1	↑

Landmark Deals in FY11



Malaysia Smelting Corporation

SGD43.8 mil secondary listing on the Main Board of SGX-ST
First ever secondary listing of a Bursa Securities-listed company on the SGX



Sri Trang Agro-Industry Pcl

SGD336.0 mil secondary listing on the Main Board of SGX-ST
First ever secondary listing of a SET-listed company on SGX



UOA Development Berhad

RM1.1 bil IPO on Bursa Malaysia



BUMIARMADA

Bumi Armada Berhad

RM2.7 bil IPO on Bursa Malaysia



Government of Malaysia

USD2.0 bil Trust Certificates
Largest dual-tranche global sovereign USD Sukuk to-date



Genting Hong Kong Limited

CNY1.4 bil Senior Unsecured Conventional Bonds
First foray into the offshore Yuan denominated bond market



Projek Lebuhraya Usahasama Berhad

RM23.4 bil Islamic Medium Term Notes Programme and RM11.0 bil Islamic Medium Term Notes Programme
Largest sukuk issuance globally, single largest bond issuance in Msia, single largest Ringgit-denominated sukuk issuance



Khazanah Nasional Berhad

CNY500 mil Trust Certificates issued pursuant to Khazanah's RM10.0 bil Multicurrency Islamic Securities Issuance Programme
World's first CNY Sukuk issuance and first CNY offering by an ASEAN quasi-sovereign issuer



Best Investment Bank
(5th time)



Best Investment Bank in ASEAN
Best Investment Bank (Msia)



Best Investment Bank
(9th time)



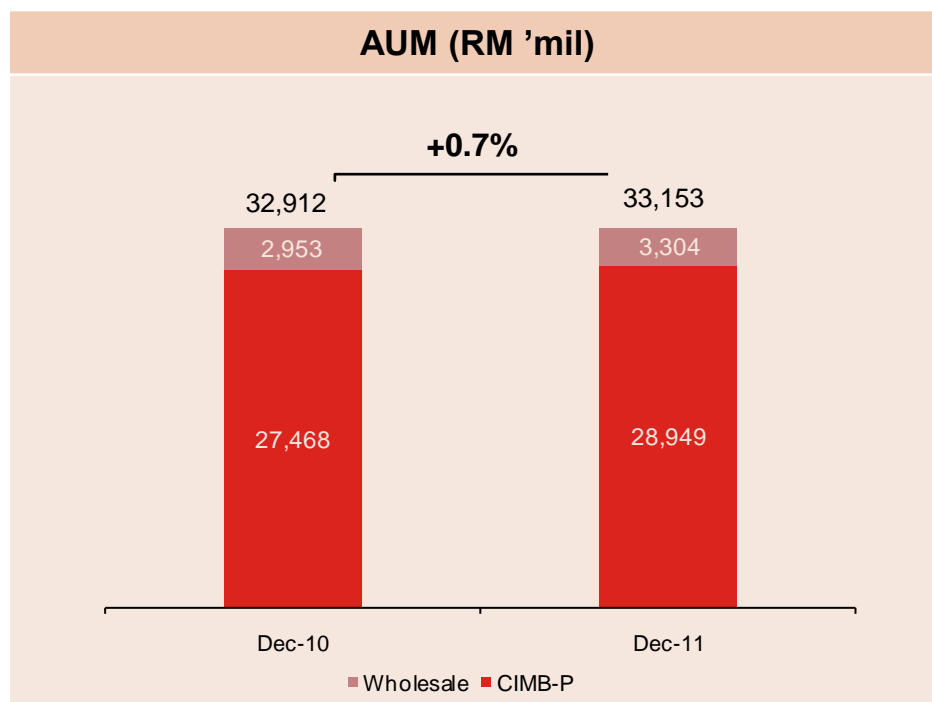
Best Domestic Investment Bank



CIMB GROUP : FY11 RESULTS
ASSET MANAGEMENT & INSURANCE

Group Asset Management & Insurance

PBT (after HOCA) (RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
CIMB-P Group	6.3	10.2	(38.2%)	55.1	54.4	1.3%
Wholesale	6.9	1.5	371.6%	10.6	6.8	56.1%
Insurance	(2.5)	1.2	n.a.	8.0	3.4	135.3%
Securities Services	5.4	5.1	5.6%	17.9	22.4	(20.2%)
Total	16.1	18.0	(10.3%)	91.6	87.0	5.3%



CIMB GROUP : FY11 RESULTS
CIMB NIAGA

CIMB Niaga: Earnings Summary



(IDR 'bil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Net Interest Income	2,174	1,957	11.1%	7,927	7,326	8.2%
Non Interest Income	553	712	(22.3%)	2,446	1,566	56.2%
Operating Income	2,727	2,669	2.2%	10,373	8,892	16.7%
Overhead Expenses	(1,391)	(1,290)	7.8%	(5,151)	(4,286)	20.2%
Pre Provision Operating Profit	1,336	1,379	(3.1%)	5,222	4,606	13.4%
Provisions Expense	(220)	(225)	(2.4%)	(830)	(1,216)	(31.7%)
Operating Profit	1,116	1,153	(3.3%)	4,392	3,390	29.6%
PBT	1,116	1,153	(3.3%)	4,392	3,390	29.6%
Net Profit #	796	832	(4.4%)	3,174	2,548	24.6%
Net Profit (RM 'mil) #	278	292	(4.7%)	1,106	903	22.5%
EPS (sen) #	31.7	33.2	(4.5%)	126.8	106.5	19.1%
Net Profit *	796	832	(4.4%)	3,174	3,588	(11.5%)
Net Profit (RM 'mil) *	278	292	(4.7%)	1,106	1,272	(13.0%)

CIMB Niaga : Gross Loans Growth



Products / Divisions	31 Dec 11 (IDR 'bil)	30 Sep 11 (IDR 'bil)	Q-o-Q	31 Dec 10 (IDR 'bil)	Y-o-Y
Retail Banking (29.9%)	37,534	36,466	2.9%	32,864	14.2%
Credit Cards	2,750	2,563	7.3%	2,059	33.6%
Auto Loans	15,125	14,846	1.9%	13,846	9.2%
Mortgage	17,834	17,436	2.3%	15,465	15.3%
Personal / Others	1,825	1,621	12.6%	1,494	22.2%
Corporate Banking (31.1%)	39,117	38,883	0.6%	32,800	19.3%
Business Banking (35.4%)	44,551	42,557	4.7%	37,075	20.2%
Mikro Laju & Rahn (1.0%)	1,284	1,013	26.7%	280	359.2%
Syariah Banking (2.6%)	3,216	2,795	15.1%	1,874	71.6%
Total	125,702	121,714	3.3%	104,893	19.8%

CIMB Niaga : Deposits Growth




Divisions / Products	31 Dec 11 (IDR 'bil)	30 Sep 11 (IDR 'bil)	Q-o-Q	31 Dec 10 (IDR 'bil)	Y-o-Y
Retail Banking (45.1%)	59,403	60,145	(1.2%)	54,139	9.7%
- Current	3,869	4,066	(4.8%)	3,519	10.0%
- Savings	26,574	26,053	2.0%	23,316	14.0%
- Fixed & structured deposits	28,960	30,026	(3.6%)	27,304	6.1%
Business Banking (33.0%)	43,518	41,761	4.2%	37,690	15.5%
Corporate Banking (18.8%)	24,751	20,959	18.1%	23,534	5.2%
Shariah Banking (3.1%)	4,142	3,439	20.5%	2,470	67.7%
Total	131,814	126,304	4.4%	117,833	11.9%

CIMB Niaga : Key Ratios



(Consolidated, %)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
ROE	17.7	19.4	↓	19.1	20.9	↓
NIM	5.87	5.51	↑	5.63	6.46	↓
Cost to Income	51.0	48.3	↑	49.7	48.2	↑
Loan Loss Coverage #	104.0	109.7	↓	104.0	122.0	↓
Allowance Coverage *	74.8	82.6	↓	74.8	82.5	↓
Loan Loss Charge *	0.9	0.6	↑	0.7	1.2	↓
Gross Impaired Loans Ratio *	3.7	3.5	↑	3.7	3.8	↓
Gross NPL (BI Definition) #	2.6	2.6	↔	2.6	2.6	↓
Loan to Deposit (LDR)	94.4	95.3	↓	94.4	88.0	↑
Modified LDR **	89.9	91.2	↓	89.9	85.1	↑
CAR *	13.1	13.5	↓	13.1	13.3	↓
CASA ratio	44.3	43.3	↑	44.3	43.6	↑

Consumer Market Share					Corporate Activities
Indonesia 	Dec-10		Dec-11		
	Market Share	Rank	Market Share	Rank	
Deposits	5.0%	5	4.9%	5	↓
Mortgages	11.0%	3	10.0%	3	↓
Credit Cards *	7.5%	6	8.8%	5	↑

- Completed the call of USD200 mil Subdebt in Nov-11
- Completed issuance of Senior Debt of Rp1.5 tril in Dec-11
- Paid IDR200 bil interim dividends or IDR7.95 per share
- Change in Management - Retirement of Dato' Mohd Shukri Hussin, appointment of Dato' Sri Nazir Razak as President Commissioner and Glenn M.S. Yusuf as Vice President Commissioner

Updates

- Rahn outlets grew by 55 in 2011 to 67, while loan base grew strongly by 781% Y-o-Y to Rp66.9 bil in Dec-11
- Mikro Laju outlets increased by 128 in 2011 to 233, while loan base increased by 352% Y-o-Y to Rb1.2 tril in Dec-11
- Motor Laju is now available in 16 outlets, loans increased by 924% Q-o-Q to Rp104.4 bil in Dec-11
- Cards issued increased 24% Y-o-Y to a total of 1.3 mil, while loan base increased by 33% to Rp2.8 tril
- Syariah deposits up 68% Y-o-Y to Rp4.1 tril and financing up 74% Y-o-Y to Rp3.3 tril
- Launched Go Mobile and Phone Banking
- Moody raised CIMB Niaga's foreign currency long-term/short-term deposit ratings to Baa3 from Ba2
- Pefindo issued credit rating of idAAA for corporate and senior bond

CIMB GROUP : FY11 RESULTS
CIMB Thai

CIMB Thai : Earnings Summary

(Before GAAP Adjustments) (Baht 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Net Interest Income	1,122	1,250	(10.2%)	4,653	4,326	7.6%
Non Interest Income	1,682	443	279.4%	2,912	2,033	43.2%
Operating Income	2,805	1,693	65.6%	7,565	6,359	19.0%
Overhead Expenses	(1,530)	(1,241)	23.3%	(5,114)	(4,822)	6.1%
Pre Provision Operating Profit	1,274	452	181.6%	2,451	1,537	59.5%
Provisions Expense	(790)	(124)	537.9%	(1,075)	(826)	30.1%
Profit Before Tax	485	329	47.4%	1,376	710	93.7%
Net Profit	460	320	44.0%	1,316	829	58.8%
Net Profit (RM 'mil)	46	33	40.9%	132	84	56.7%
EPS (sen)	0.03	0.02	44.0%	0.08	0.10	(18.9%)
Profit Before Tax (RM 'mil) *	69	12	448.9%	130	48	170.1%
Net Profit (RM 'mil) *	62	11	464.0%	119	39	203.8%

Note: * After GAAP and FRS 139 adjustments

CIMB Thai : Balance Sheet Changes

(Before GAAP Adjustments) (Baht 'mil)	31 Dec 11	30 Sep 11	Q-o-Q	31 Dec 10	Y-o-Y
Placements & Other MS	9,900	14,769	(33.0%)	21,925	(54.8%)
Government Bonds (Net)	27,848	22,725	22.5%	14,801	88.1%
Loans (Net)	116,212	109,655	6.0%	91,403	27.1%
Other Assets	14,063	11,523	22.0%	12,346	13.9%
Total Assets	168,023	158,672	5.9%	140,475	19.6%
Low Cost Funds (CASA)	25,046	24,589	1.9%	26,391	(5.1%)
Time Deposits & CD	76,528	77,349	(1.1%)	68,265	12.1%
Total Customer Deposits	101,574	101,938	(0.4%)	94,656	7.3%
Other Liabilities	53,038	44,569	19.0%	33,883	56.5%
Total Liabilities	154,612	146,507	5.5%	128,539	20.3%
Equity	13,411	12,165	10.2%	11,936	12.4%

CIMB Thai : Loans Growth


Products / Divisions	31 Dec 11 (THB 'bil)	30 Sep 11 (THB 'bil)	Q-o-Q	31 Dec 10 (THB 'bil)	Y-o-Y
Retail Banking (31.9%)	38.1	37.1	2.7%	32.8	16.3%
Auto Loans	8.7	8.0	9.1%	5.8	49.1%
Mortgage	23.9	23.4	1.8%	20.9	14.1%
Personal / Others	5.5	5.7	(3.0%)	6.0	(7.9%)
Commercial Banking (23.5%)	28.0	25.2	10.9%	18.9	48.1%
Corporate & Investment Banking (42.3%)	50.4	46.9	7.4%	39.5	27.4%
Legal & Recovery Group (2.3%)	2.8	2.9	(3.7%)	2.6	7.4%
Total	119.3	112.2	6.3%	93.8	27.1%

CIMB Thai : Deposits Growth

Divisions / Products	31 Dec 11 (THB 'bil)	30 Sep 11 (THB 'bil)	Q-o-Q	31 Dec 10 (THB 'bil)	Y-o-Y
Retail Banking (69.8%)	70.8	71.3	(0.7%)	64.7	9.4%
- Current	0.8	1.0	(20.6%)	0.8	(4.4%)
- Savings	13.9	13.9	-	16.0	(12.8%)
- Fixed & structured deposits	56.1	56.4	(0.5%)	47.9	17.1%
Commercial Banking (5.2%)	5.2	4.9	7.7%	4.5	17.6%
Corporate and Treasury (25.0%)	25.5	25.7	(1.0%)	25.5	-
Total *	101.5	101.9	(0.4%)	94.7	7.3%

CIMB Thai : Key Ratios

(Consolidated, %)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
ROE	15.0 ^	10.7	↑	11.1	9.0	↑
NIM	2.92 #	3.57	↓	3.35	3.77	↓
Cost to Income	54.6	74.3	↓	68.5	75.8	↓
Loan Loss Coverage**	81.6	72.4	↑	81.6	91.6	↓
Loan Loss Charge	2.7	0.5	↑	1.0	0.9	↑
Gross NPL ratio**	3.4	3.3	↑	3.4	2.7	↑
Net NPL ratio**	2.3	2.3	↔	2.3	1.8	↑
Loan to Deposit	88.8	89.7	↓	88.8	84.3	↑
CAR*	13.0	13.8	↓	13.0	14.7	↓
CASA ratio	24.7	24.1	↑	24.7	27.9	↓

Consumer Market Share					
Thailand 	Dec-10		Dec-11		
	Market Share	Rank	Market Share	Rank	
Deposits	1.4%	11	1.4%	9	↑
Mortgages	0.9%	12	0.9%	11	↑
HP	0.4%	17	0.5%	17	↑
SME Loans	1.2%	7	1.6%	7	↑

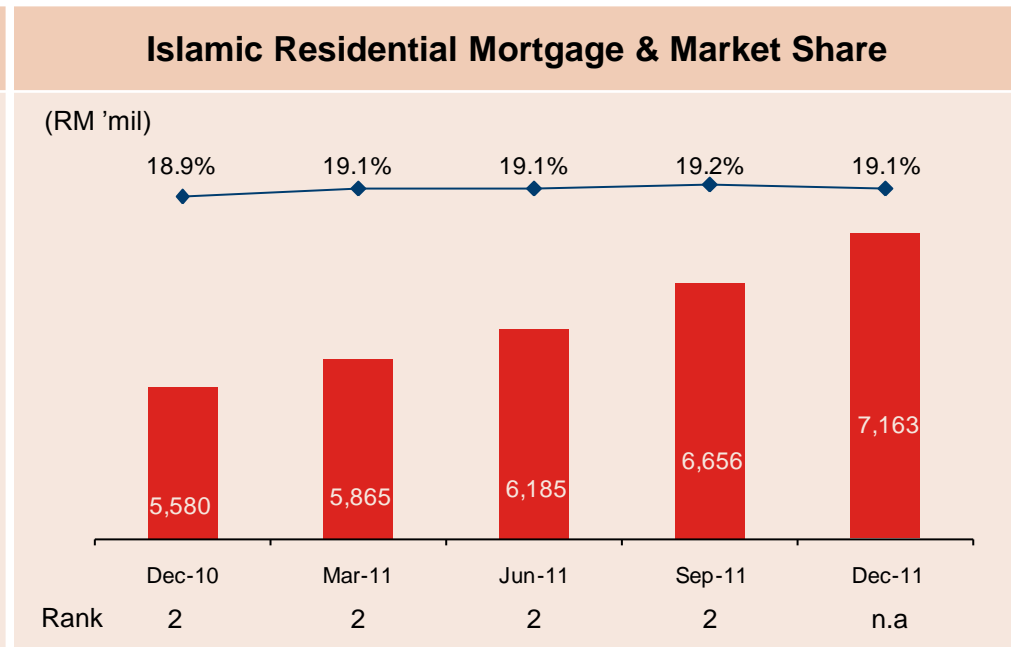
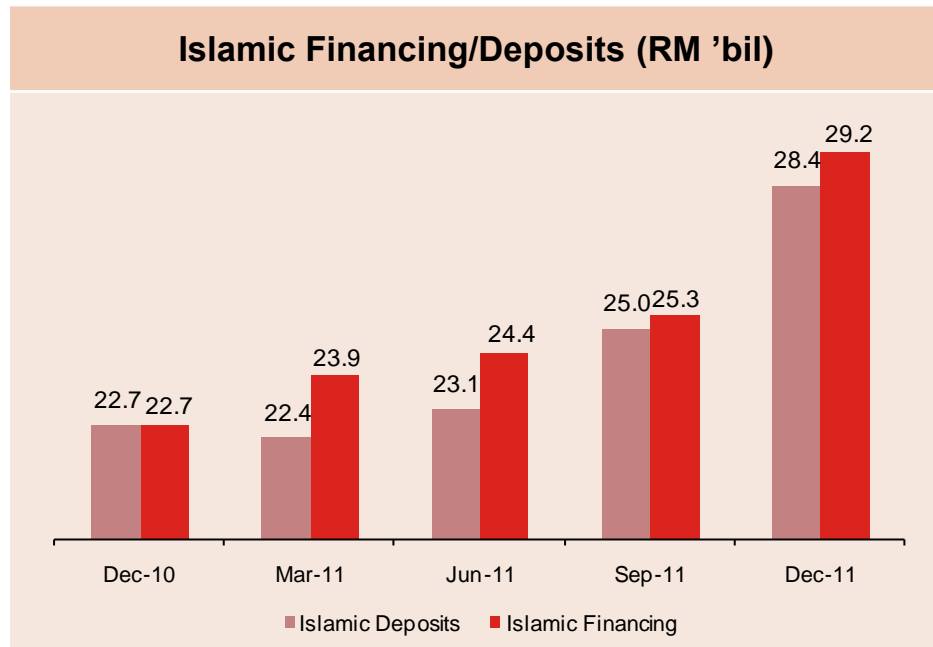


Corporate Updates

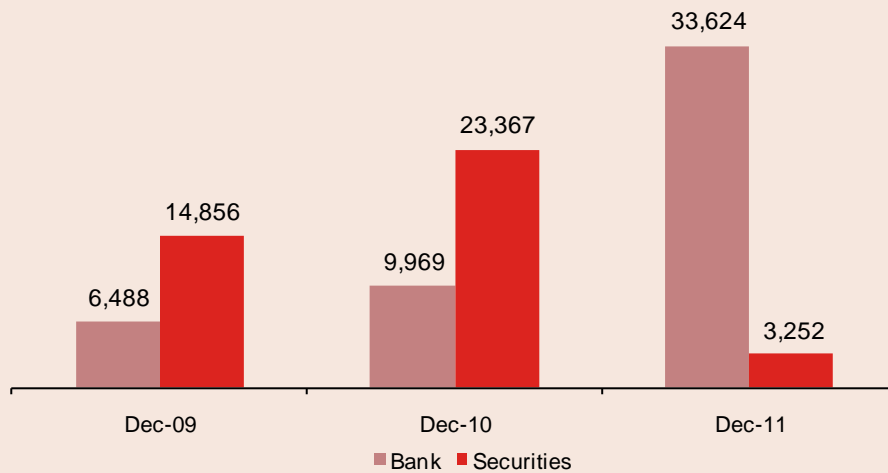
- Strong brand evolution
- 2Q general elections uncertainties
- 4Q flood affected 1,000 staff, 25 branches, disrupted IB deal execution and compromised asset quality
- 1Platform delayed many new initiatives
- FY11 net profit included “windfall” shared gain from TAMC (THB1,009 mil) which helped mitigate impact of higher provisioning for flood-affected borrowers

**CIMB GROUP : FY11 RESULTS
OTHER HIGHLIGHTS**

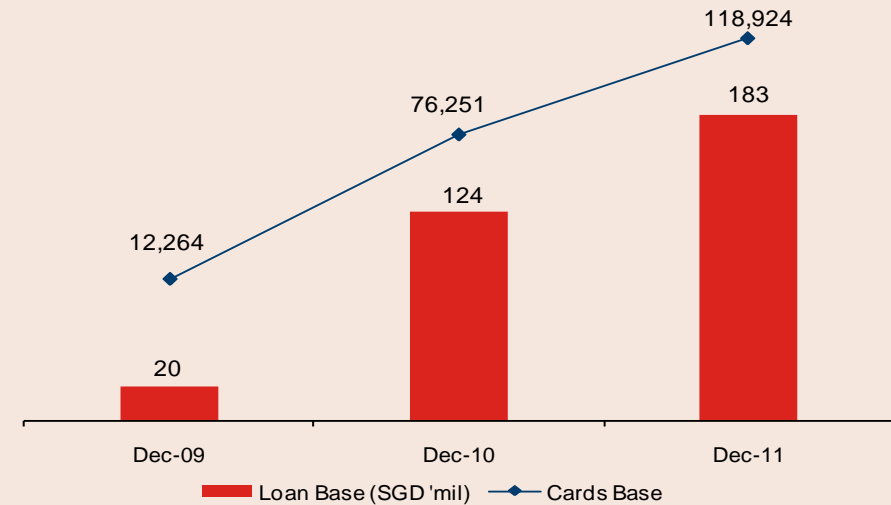
Ranking of Total Islamic Assets as at 30 Sep 2011				Market share and ranking	FY10		FY11		
Rank	Company	Total Assets RM 'mil	Market Share		Market Share	Rank	Market Share	Rank	
1	MIBB	63,696	22%	Sukuk					
2	CIMB Islamic	37,940	13%	- Malaysia	30.3%	2	29.5%	1	↓
3	Bank Islam	29,939	10%	- Global	21.8%	1	21.4%	1	↓
4	PBB-I	26,896	9%						
5	Amlslamic	22,466	8%						



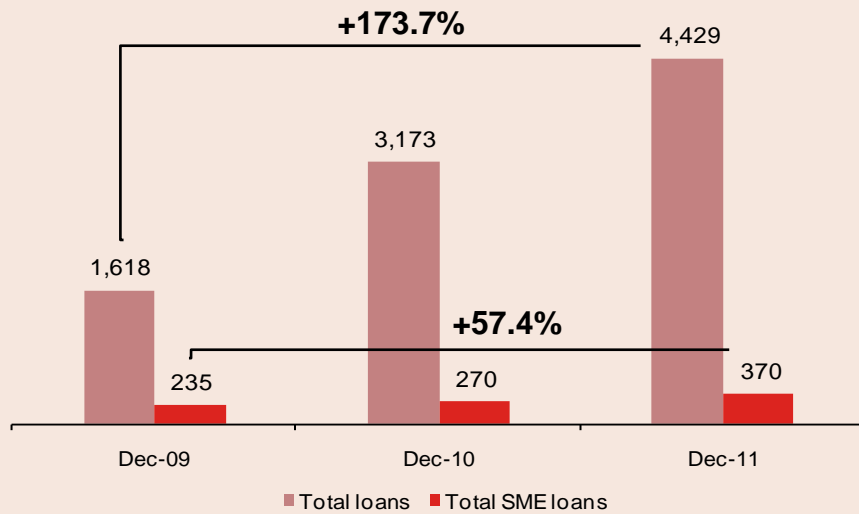
PBT (SGD '000)



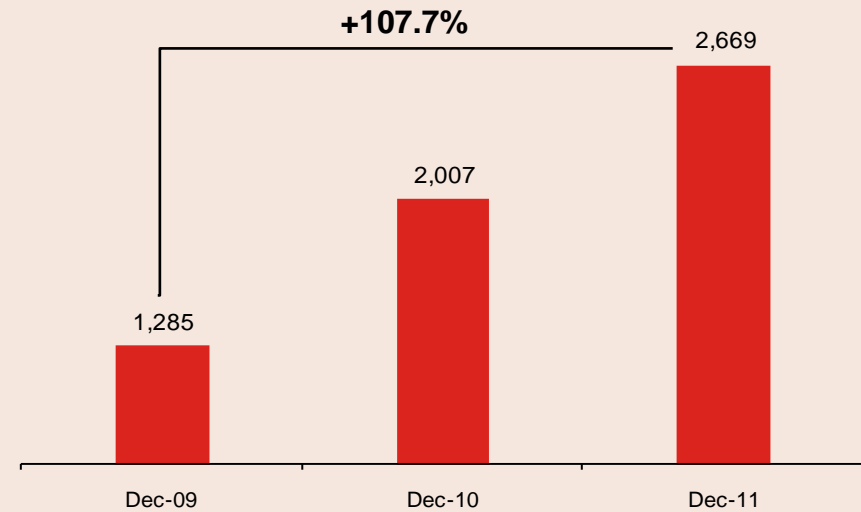
Credit Cards



Total Loans and SME Loans (SGD 'mil)



Retail Deposits (SGD 'mil)



	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Operating income (RMB mil)	583	557	4.7%	2,052	1,187	72.9%
Net profit (RMB 'mil)	199	280	(28.9%)	934	472	97.9%
PAT to CIMB Group (RM 'mil)	20.0	26.4	(23.5%)	88.4	44.9	96.9%
ROE (%)	21.8	35.9	↓	35.5	20.5	↑
NIM (%)	4.7	4.6	↑	4.4	4.0	↑
Allowance coverage (%)	370.0	408.6	↓	370.0	331.0	↑
Gross impaired loans ratio (%)	0.5	0.4	↑	0.5	0.6	↓
Balance Sheet (RMB 'mil)	31 Dec 11	30 Sep 11	Q-o-Q	31 Dec 10	Y-o-Y	
Total Assets	53,488	46,081	16.1%	43,412	23.2%	
Total Liabilities	49,446	42,812	15.5%	40,870	21.0%	
Equity	4,042	3,269	23.6%	2,542	59.0%	
RWCR (%)	12.8	11.5	↑	12.2	↑	

	4Q11	3Q11	Q-o-Q	FY11
Operating income (USD 'mil)	0.7	0.4	75.0%	1.3
Net profit (USD 'mil)	(0.9)	(1.0)	10.0%	(3.4)
ROE (%)	(10.3)	(11.1)	↑	(9.7)
NIM (%)	3.2	3.0	↑	2.3
Allowance coverage (%)	n.a.	n.a.	n.a.	n.a.
Gross impaired loans ratio (%)	-	-	-	-

Balance Sheet (USD 'mil)	31 Dec 11	30 Sep 11	Q-o-Q
Total Assets	90	87	3.4%
Total Liabilities	56	53	5.7%
Equity	33	34	2.9%
RWCR	56.3%	74.0%	↓

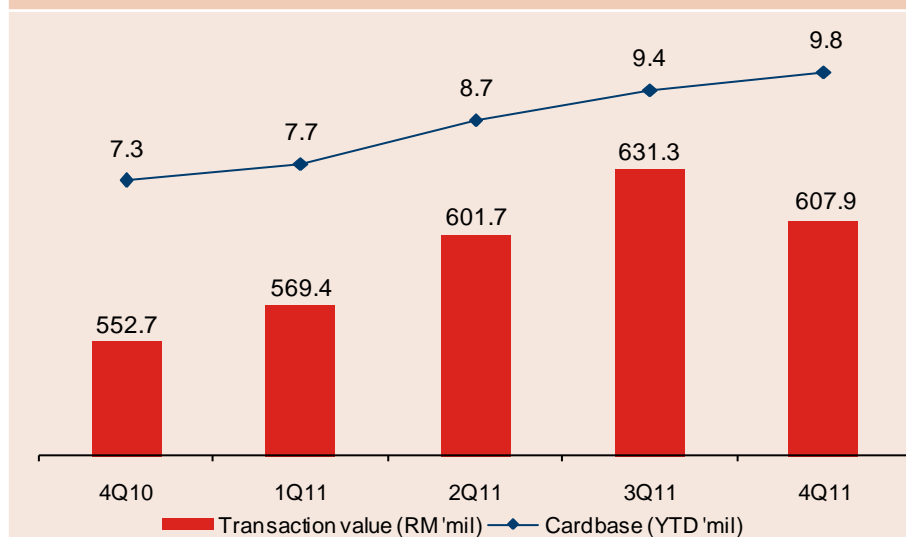
Corporate updates:

- Launched 2 more branches to a total of 7, at Phnom Penh and Siem Reap, on 21st November 2011.
- Launched Preferred banking on 21st November 2011.
- Total 10 ATMs & 7 CDTs in 2011 - located 3 offsite ATMs at key areas of Phnom Penh and 7 ATMs & 7 CDTs in branches.

Touch 'n Go – Earnings Summary

(RM 'mil)	4Q11	3Q11	Q-o-Q	FY11	FY10	Y-o-Y
Revenue	30.6	30.5	0.3%	111.3	103.8	6.7%
Cost	29.0	24.2	19.8%	91.8	78.7	14.3%
PBT	1.6	6.3	(74.6%)	19.5	25.1	(28.7%)
PAT	1.2	4.7	(74.5%)	14.2	17.4	(22.5%)
PAT to CIMB Group	0.6	2.4	(75.0%)	7.4	9.1	(23.0%)

Transaction Value and Cardbase



Expansions



Thailand

- Completed the acquisition of 70% equity stake in SICCO Securities Public Company Limited (“SSEC”) on 15 Feb 2012
- In addition, we have also acquired an additional 12% from open market



Philippines

- Currently looking at acquiring a stake in Bank of Commerce (“BOC”) from San Miguel Corporation (“SMC”)
- BOC is the 15th largest bank in the Philippines by total assets and has 122 branches (63 branches in Metro Manila)



Sri Lanka






- JV with local partners and Genting to provide investment banking and capital market advisory services








India

- CIMB Group’s representative office in Mumbai established in Aug 2011
- Strategic partnership with Kotak Mahindra formed in Aug 2011. Scope to cover the following 3 areas:
 - Cross-border M&A
 - Trade finance
 - Retail remittance

Key 2011 Priorities Round-Up (1)

Priorities	Updates	
Regional CASA Drive	<ul style="list-style-type: none"> ▪ CASA growth rate for MY, IND and SG outpaced industry ▪ Successfully embraced CASA discipline across entire Group 	
Business Intelligence	<ul style="list-style-type: none"> ▪ Benchmark tracking 	
Cost Management	<ul style="list-style-type: none"> ▪ Costs stayed relatively flat through various cost control initiatives ▪ Pinned down key focus areas and plans in place: <ul style="list-style-type: none"> ▪ Reduce non-essential discretionary expenditure ▪ Review IT investment cost ▪ Renegotiate vendor contracts ▪ Implement cost awareness throughout the Group ▪ Monitor monthly cost performance tightly to ensure inline with targets 	
No. 1 ASEAN investment bank	<ul style="list-style-type: none"> ▪ Maintained leadership in Malaysia ▪ Improved rankings and visibility in IND, TH and SG 	
Commercial Banking across the region	<ul style="list-style-type: none"> ▪ Malaysia and Singapore revamp showing progress ▪ Thailand performing well 	

Key 2011 Priorities Round-Up (2)

Priorities	Updates	
Leveraging Technology	<ul style="list-style-type: none"> ▪ Singapore's core banking system went live in Dec 2011 ▪ Thailand's 1Platform core banking migration at final phase ▪ Commenced 1Platform projects in Malaysia and migrated Contact Center to 1View 	
Making new KPIs work	<ul style="list-style-type: none"> ▪ Reviewing framework and KPI scorecards after re-organisation ▪ Working on rollout plans 	
Institutionalising the firm	<ul style="list-style-type: none"> ▪ New organisation structure ▪ CIMB-INSEAD and other leadership programmes 	
The customer view	<ul style="list-style-type: none"> ▪ Finalised plans for bank-wide market research and survey ▪ Commenced market research and survey and targeted to be completed in 2Q12 	
ASEAN Agenda	<ul style="list-style-type: none"> ▪ Expanding footprint in ASEAN ▪ Regional branding and products ▪ Spearhead ASEAN Business Club 	

CIMB GROUP : FY11 RESULTS OUTLOOK

Manageable External Headwinds



Malaysia

- Consumption-boosting measures
- Kick-start of key ETP projects (MRT, KLIFD)
- Privatisation of GLCs
- High public sector debt
- High consumer debt and new regulatory measures
- Over-supply of commercial properties
- Early General Election and risks



Indonesia

- Resilient domestic demand remains the prime engine of growth
- Potential resurgence of inflation pressures
- Sustainable natural resource boom and massive wealth creation
- Regulatory measures to cool consumer boom
- Weathered 2011 foreign capital outflows well
- Land acquisition legislation to fuel infrastructure development



Thailand


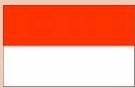

- Floods reconstruction efforts and pro-growth stimulus
- Higher minimum wage and corporate tax cut
- Potential FDI drop and surge in outward investments
- Risk of distortive populist policies and red/yellow tensions



Singapore

- Most vulnerable to external shocks
- Strong public finances allow counter-cyclical stimulus measures
- Bubbling property sector cooled
- Stubbornly high inflation

Economic Forecast – Slower Growth but Stable Environment

Malaysia 					Indonesia 				
	2010	2011E	2012F	2013F		2010	2011E	2012F	2013F
GDP	7.2	5.0	3.8	5.5	GDP	6.1	6.4	6.2	6.5
Loan growth	12.7	12-13	9-10	9-10	Loan growth	23.5	22.0	21.5	21.7
Impaired Loan ratio	3.4	2.7-2.8	2.6-2.8	2.6-2.8	Impaired Loan ratio	2.8	2.8	2.8	2.7
OPR	2.75	3.00	2.50-2.75	3.00-3.50	BI rate	6.50	6.00	6.00	6.00
Inflation	1.7	3.2	2.2	2.5-3.0	Inflation*	7.0	4.0	5.0	5.5
Thailand 					Singapore 				
	2010	2011E	2012F	2013F		2010	2011E	2012F	2013F
GDP	14.5	4.5	2.8	3.0-5.0	GDP	7.8	1.0-1.5	4.6	5.5
Loan growth	18.5	26.7	13.2	11.0	Loan growth	17.1	13.9	10.0	9.7
Impaired Loan ratio	1.6	1.2	1.4	1.6	Impaired Loan ratio	4.8	4.1	4.4	4.2
3M S\$ SIBOR	0.40	0.35	0.35-0.55	0.35-0.55	1-day repo	2.00	3.25	2.50-3.00	3.00-3.50
Inflation	3.0	5.0	3.2-3.7	2.5-2.8	Inflation	3.3	3.8	3.2	3.4

We Have Initiated “CIMB 2.0”



Optimise Existing Franchise

- Defend leadership areas
- Focus on hotspots - customers, cross-sell, CASA and cost
- Address weak areas e.g. SMEs, transaction banking, regional NIMs, private equity

New Growth Areas

- New & Old markets
- 2.0 Products and Models

Good Execution

- Enhance organisation structure
- Strengthen yet simplify governance and processes

Targets for 2012

	2012 Targets
ROE	16.4%
TSR	> FBM KLCI
Dividend	40% - 60%
Group loans growth	16%
Group deposits growth	16%
Loan loss charge	0.31%
Core Capital Ratio (at CIMB Bank) (Basel II)	>10%
RWCR (at CIMB Bank) (Basel II)	>12%

**CIMB GROUP : FY11 RESULTS
CLOSING REMARKS**

Final Remarks

- Successfully navigated difficult operating environment by recalibrating strategies, focusing on liabilities, costs and credit charge
- Despite falling short of ROE target and poor share price performance, we had record profits and (core) ROEs
- Weaker economic environment anticipated
- Better NIM's outlook
- Reorganisation has strengthened competitiveness of wholesale franchise
- Good deal pipeline for 2012
- Focus on weaker consumer areas to offset softer outlook for traditional growth areas
- CIMB Niaga continues to thrive in robust economy and will be more focused going forwards
- Set to grow fast in newer markets – Singapore and Thailand

THANK YOU

CIMB GROUP : FY11 RESULTS APPENDICES

Consolidated Balance Sheet Changes

(RM 'mil)	31 Dec 11	30 Sep 11	Q-o-Q	31 Dec 10	Y-o-Y
Cash & short term funds	34,669	30,383	14%	27,185	28%
Securities purchased under resale agreements	4,230	3,973	6%	3,805	11%
Deposits & placements with financial institutions	4,174	8,056	(48%)	11,746	(64%)
Financial investments at fair value through profit or loss	13,666	17,486	(22%)	17,083	(20%)
- Money Market	8,827	13,031	(32%)	12,442	(29%)
- Corporate Bonds	3,554	3,566	(0%)	3,199	11%
- Equity	1,285	889	45%	1,442	(11%)
Financial investments available for sale	13,773	12,857	7%	11,659	18%
Financial investments held to maturity	16,919	16,047	5%	14,120	20%
Loans, advances & financing	183,839	177,129	4%	159,181	15%
Other assets	28,933	29,681	(3%)	24,586	18%
Total assets	300,203	295,612	2%	269,365	11%
Deposits from customers	221,933	218,202	2%	199,846	11%
Deposits & placements of banks and other FI	12,964	16,051	(19%)	13,092	(1%)
Other borrowings	18,144	16,788	8%	14,743	23%
Other liabilities	20,299	18,592	9%	17,381	17%
Total liabilities	273,340	269,633	1%	245,062	12%
Shareholders' funds	25,936	25,067	3%	23,230	11%
Total liabilities & equity	300,203	295,612	2%	269,365	11%

Asset Quality Ratios – CIMBG

