

Analyst Presentation 1H15 Results

28 August 2015



Agenda

1. Key Highlights
2. CIMB Group 1H15 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
4. T18 Updates
5. Other Highlights
6. Final Remarks

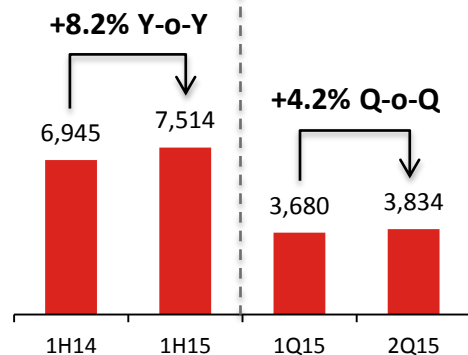
CIMB Group : 1H15 Results

1. Key Highlights

Key Financial Highlights

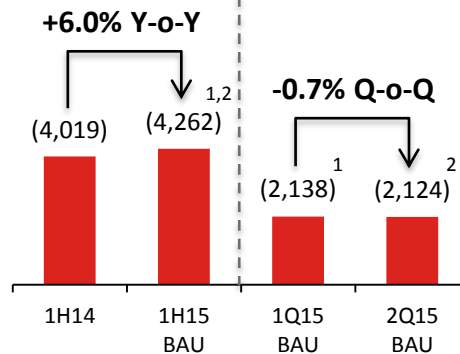
Operating Income

RM 'mil



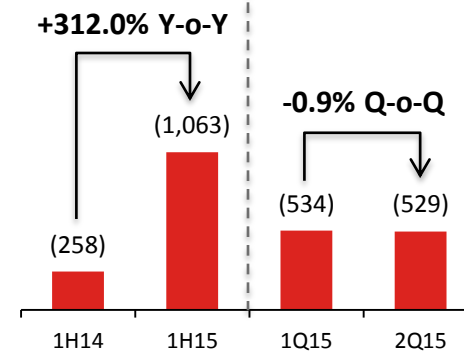
Overhead Expenses

RM 'mil



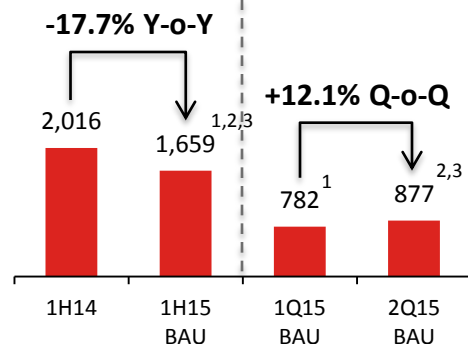
Loan Impairment

RM 'mil



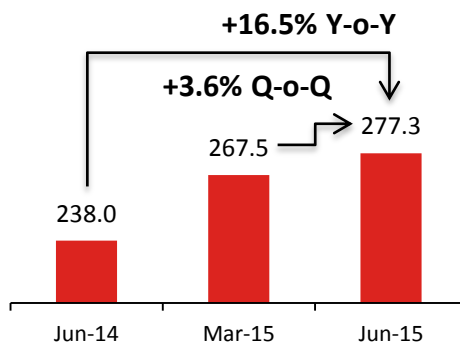
Net Profit

RM 'mil



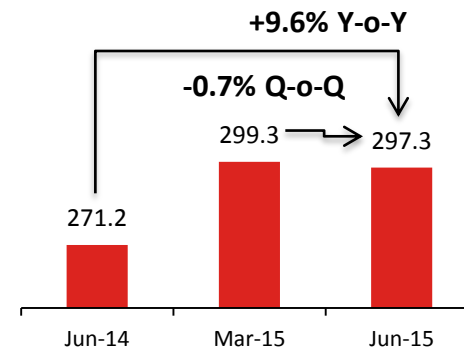
Gross Loans⁴

RM 'bil



Deposits

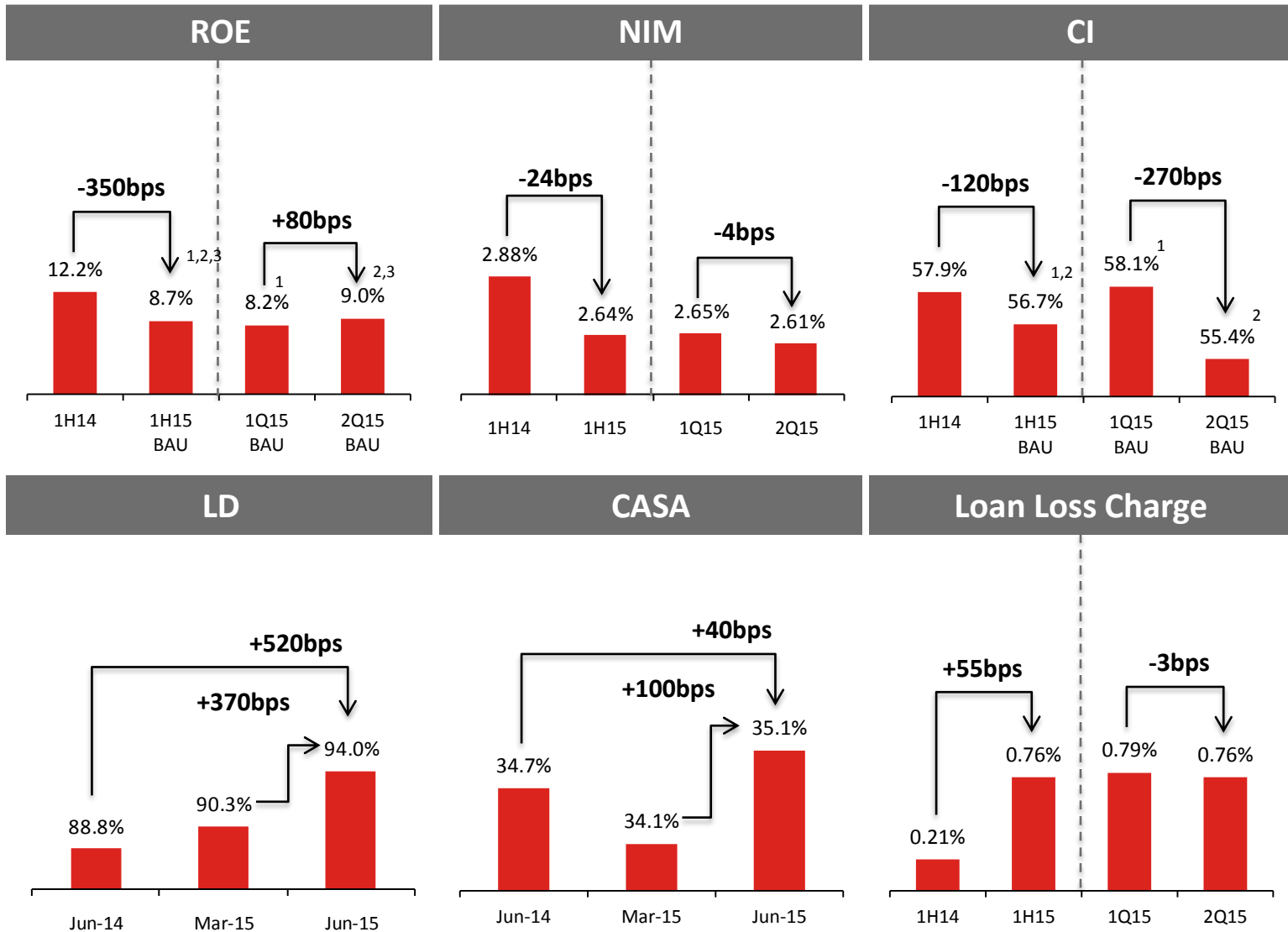
RM 'bil



Notes: 1. Excluding IB restructuring cost (RM202 mil)
2. Excluding MSS cost (RM316 mil)

3. Excluding tax on MSS cost (RM79 mil)
4. Excluding bad bank

Key Ratios

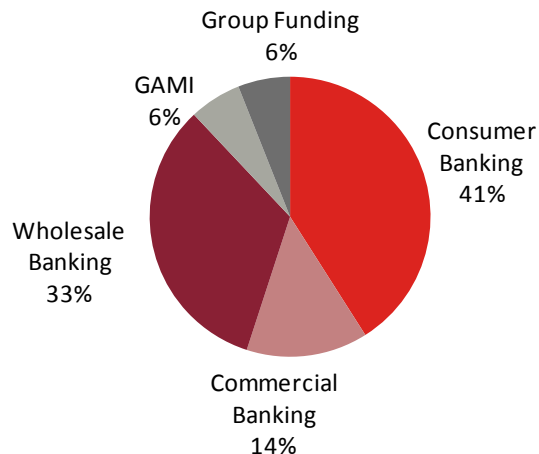


Notes: 1. Excluding IB restructuring cost (RM202 mil)
2. Excluding MSS cost (RM316 mil)

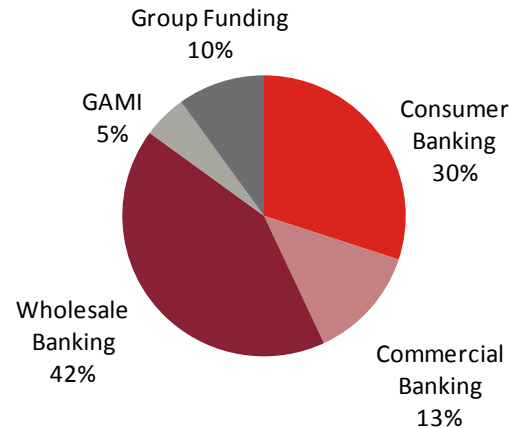
3. Excluding tax on MSS cost (RM79 mil)

PBT By Segments

1H15*~



1H14



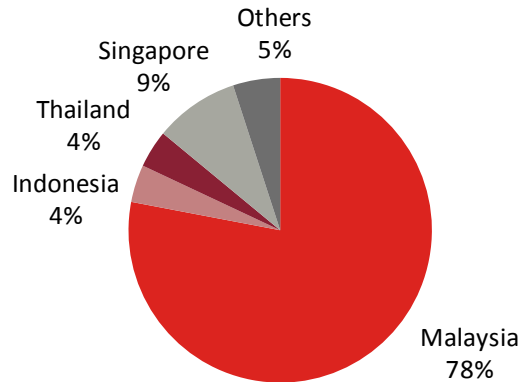
1H15*~ PBT Growth by Key Divisions

	Consumer Banking	Commercial Banking	Wholesale Banking	Group Asset Management & Investments	Group Funding
PPOP Y-o-Y	+14.8%	+32.6%	+15.9%*	+26.0%~	-50.9%~
PBT Y-o-Y	+15.3%	-14.1%	-35.6%*	-6.7%~	-52.0%~
PBT Q-o-Q	+13.1%	-47.2%	+51.5%*	+29.1%~	+95.6%~

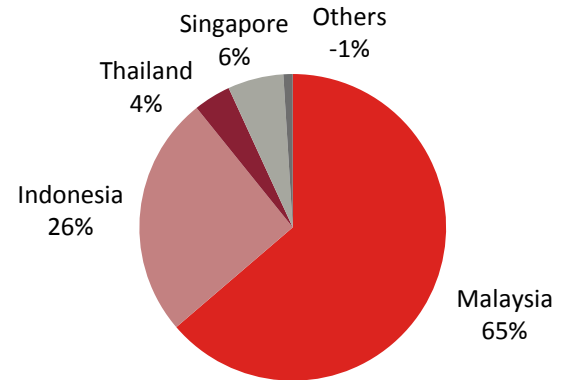
Notes: * Excluding IB restructuring cost (RM202 mil)
~ Excluding MSS (RM316 mil)

PBT By Country

1H15^{^*}



1H14[^]



1H15^{^*} PBT Y-o-Y Growth by Key Countries

	Malaysia	Indonesia	Thailand	Singapore
PPOP Y-o-Y	+1.9% ^{^*}	-5.3%	64.6%	+40.0%
PBT Y-o-Y	+1.1% ^{^*}	-87.4%	-18.4%	+36.9%
PBT Q-o-Q	+10.4% ^{^*}	+6.7%	-11.1%	-2.7%

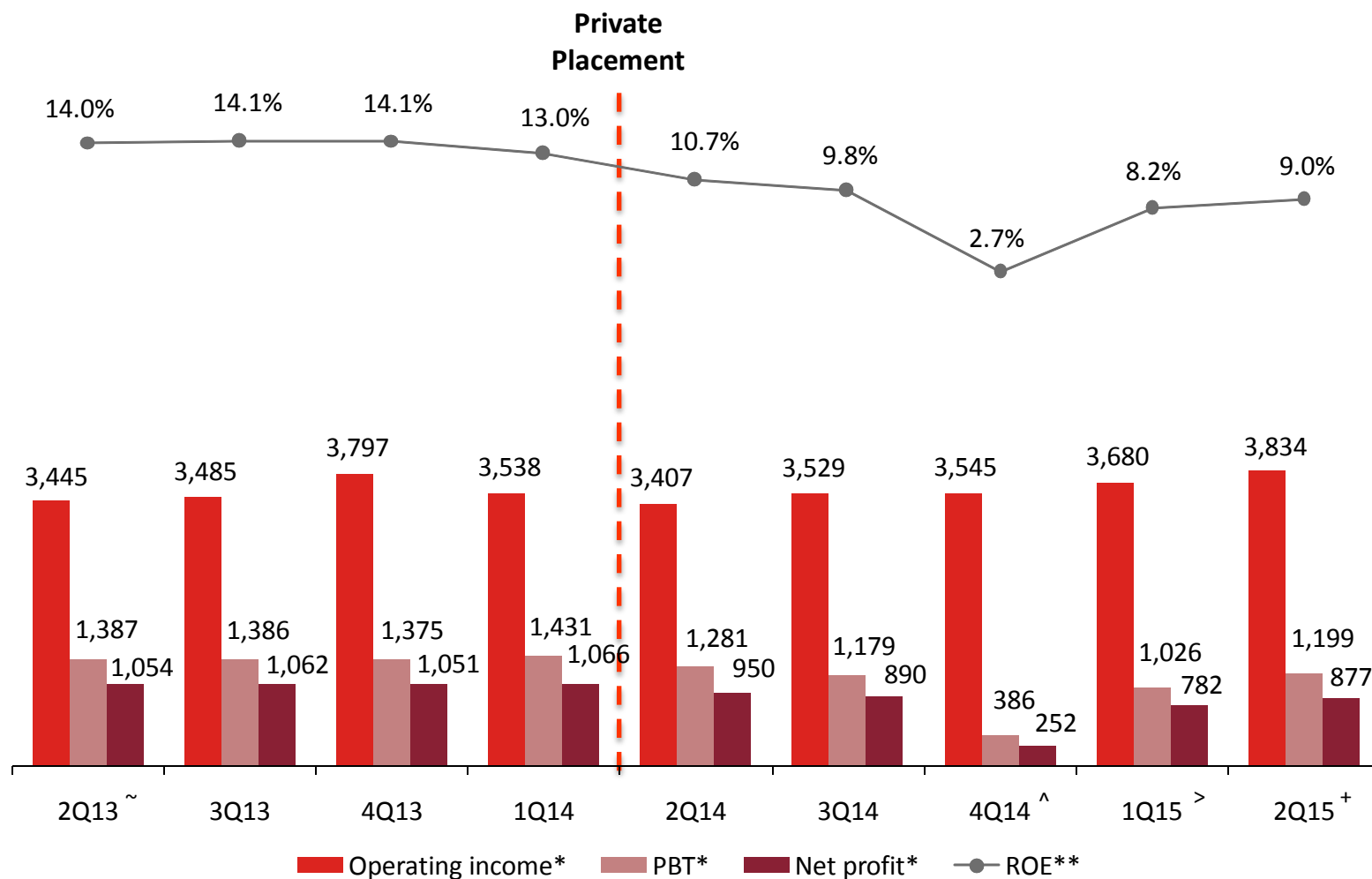
Notes: * Excluding IB restructuring cost (RM202 mil) and MSS cost (RM316 mil)

[^] Excluding HQ costs, mainly comprising of funding costs

CIMB Group : 1H15 Results

2. CIMB Group 1H15 Financials

Quarterly Earnings Trend



Notes: * Amounts denoted in RM 'mil

** Annualised

~ Excluding gains from sale of CIMB Aviva (RM515 mil), restructuring charges (RM200 mil) and tax impact (RM50 mil)

^ Excluding gains from sale of Karawaci building (RM66 mil), gains from sale of CIMB Insurance Brokers (RM61 mil), IB goodwill impairment (RM128 mil) and DTA reversal (RM51 mil)

> Excluding IB restructuring cost (RM202 mil)

+ Excluding MSS cost (RM316 mil) and tax on MSS (RM79 mil)

Earnings Summary

(RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15 BAU*	1Q15 BAU*	Q-o-Q
Net interest income	5,118	4,902	4.4%	2,601	2,517	3.3%
Non interest income	2,396	2,043	17.3%	1,233	1,163	6.0%
Operating income	7,514	6,945	8.2%	3,834	3,680	4.2%
Overhead expenses	(4,262)	(4,019)	6.0%	(2,124)	(2,138)	(0.7%)
PPOP	3,252	2,926	11.1%	1,710	1,542	10.9%
Loan impairment	(1,063)	(258)	312.0%	(529)	(534)	(0.9%)
Other provisions	(6)	(27)	(77.8%)	(10)	4	-ve
Share of JV / Associates	42	71	(40.8%)	28	14	100.0%
PBT	2,225	2,712	(18.0%)	1,199	1,026	16.9%
Net profit	1,659	2,016	(17.7%)	877	782	12.1%
EPS (sen)	19.6	24.6	(20.3%)	10.3	9.3	10.8%
ROE (Annualised)	8.7%	12.2%	-350bps	9.0%	8.2%	80bps
PBT (Actual)	1,707	2,712	(37.1%)	883	824	7.2%
Net Profit (Actual)	1,220	2,016	(39.5%)	640	580	10.3

Notes: * Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MSS cost (RM316 mil) and tax on MSS cost (RM79 mil)

Key Ratios

(%)	1H15 BAU*	1H14	Y-o-Y	2Q15 BAU*	1Q15 BAU*	Q-o-Q
ROE ^	8.7	12.2	↓	9.0	8.2	↑
NIM ^**	2.64	2.88	↓	2.61	2.65	↓
Non-interest income / total income	31.9	29.4	↑	32.1	31.6	↑
Cost to income	56.7	57.9	↓	55.4	58.1	↓
Allowance coverage #	86.1	84.1	↑	86.1	91.5	↓
Loan loss charge ^	0.76	0.21	↑	0.76	0.79	↓
Gross impaired loans ratio	3.3	3.1	↑	3.3	3.2	↑
Net impaired loans ratio (Net of IA and PA)	0.8	0.7	↑	0.8	0.5	↑
Average shareholders' funds (RM 'mil)	38,247	32,966	↑	38,783	37,999	↑
ROA ^	0.77	1.06	↓	0.80	0.73	↑
Book value per share (RM)	4.61	4.28	↑	4.61	4.59	↑
Loan to Deposit (LDR)	94.0	88.8	↑	94.0	90.3	↑
CASA ratio	35.1	34.7	↑	35.1	34.1	↑

Notes: * Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MSS (RM316 mil) and tax impact (RM79 mil)

^ Annualised

** Daily Average

Including regulatory reserve. Regulatory reserve maintained in equity as an additional credit risk absorbent in accordance with BNM requirement. This is to ensure robustness on the loan/financing loss estimates methodology with the adoption of FRS 139 beginning 1 Jan 2010

Operating Expenses

(RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15 BAU*	1Q15 BAU*	Q-o-Q
Personnel	2,411	2,258	6.8%	1,202	1,209	(0.6%)
Establishment	954	938	1.7%	475	479	(0.8%)
Marketing	181	174	4.0%	85	96	(11.5%)
Admin & General	716	649	10.3%	362	354	2.3%
Total	4,262	4,019	6.0%	2,124	2,138	(0.7%)
Total (Actual)	4,780	4,019	18.9%	2,440	2,340	4.3%

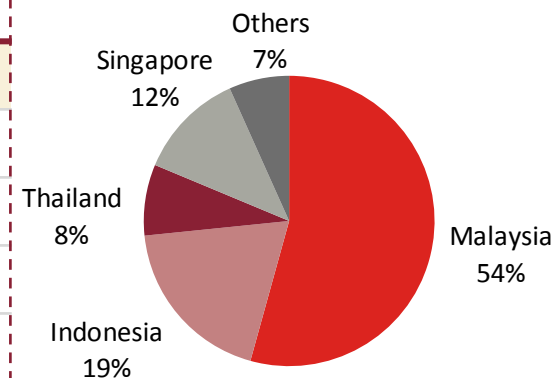
(%)	1H15	1H14	2Q15	1Q15
Cost to income	63.6	57.9	63.6	63.6
Cost to income <u>excluding</u> One-off items	56.7	57.9	55.4*	58.1*

Notes: * Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MSS (RM316 mil)

Gross Loans Growth

Divisions / Products (RM 'bil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Consumer Banking (49.8%)	138.2	121.1	14.1%	134.2	2.9%
Mortgages	66.8	58.4	14.4%	64.5	3.6%
Term Loans	31.7	28.5	11.2%	31.3	1.3%
Auto	19.5	18.0	8.1%	19.3	0.8%
Credit Cards	7.9	6.7	17.9%	7.8	1.3%
Personal Financing	4.1	3.7	10.8%	4.0	2.5%
Enterprise	6.2	4.8	29.2%	5.9	5.1%
Others	2.0	1.0	100.0%	1.4	42.9%
Commercial Banking (13.9%)	38.4	32.8	17.1%	37.9	1.3%
Wholesale Banking (35.7%)	100.7	84.1	19.7%	95.4	5.6%
Gross Loans **	277.3	238.0	16.5%	267.5	3.6%

Loans by Country as at 30 Jun 15 #



Loans** Y-o-Y Growth

Malaysia	10.4%
Indonesia ^	9.8%
Thailand ^	10.1%
Singapore ^	15.0%
Others**	47.5%
Group ~	12.2%

Notes: * Excluding FX fluctuations, total gross loans grew 12.2% Y-o-Y and 1.0% Q-o-Q

+ Gross loans exclude bad bank

Based on geographical location of counterparty, excluding bad bank

^ In local currency

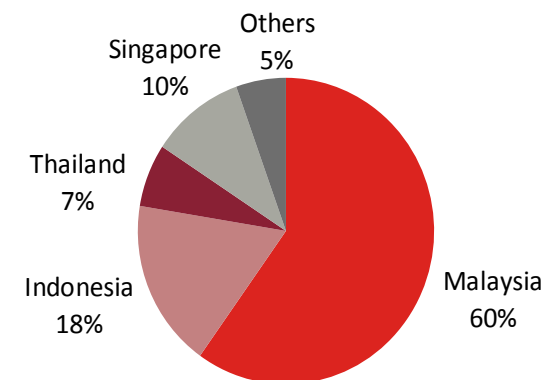
~ Excluding FX fluctuations

** Including Labuan, London, Cambodia, HK & Shanghai

Deposits Growth

Divisions / Products (RM 'bil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Consumer Banking (41.9%)	124.6	112.4	10.9%	123.5	0.9%
Commercial Banking (13.8%)	40.9	32.9	24.3%	39.3	4.1%
Wholesale Banking # (44.3%)	131.8	125.9	4.7%	136.5	(3.4%)
Total *	297.3	271.2	9.6%	299.3	(0.7%)

Deposits by Country as at 30 Jun 15



Deposits Y-o-Y Growth

Deposits	Y-o-Y Growth
Malaysia	4.1%
Indonesia ^	12.2%
Thailand ^	11.4%
Singapore ^	15.4%
Others**	(8.7%)
Group ~	6.2%

Notes: * Excluding FX fluctuations, total group deposits grew 6.2% Y-o-Y and -2.8% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

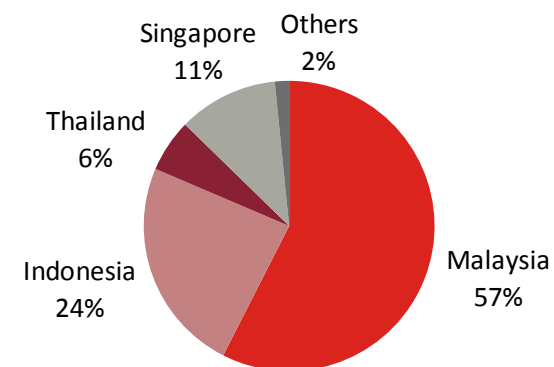
Including deposits with options classified as derivatives in MY & SG

** Including Labuan, London, Cambodia, HK & Shanghai

CASA Growth

Country (RM 'bil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia	60.1	56.4	6.6%	59.6	0.8%
Indonesia **	25.0	20.5	22.0%	22.4	11.6%
Thailand	6.1	4.9	24.5%	6.8	(10.3%)
Singapore	11.6	10.9	6.4%	11.5	0.9%
Others	1.6	1.3	23.1%	1.6	0.0%
Total *	104.4	94.0	11.1%	101.9	2.5%

CASA by Country as at 30 Jun 15



CASA Y-o-Y Growth

Malaysia	6.3%
Indonesia ^	16.8%
Thailand ^	11.4%
Singapore ^	(2.4%)
Group ~	7.9%

Notes: * Excluding FX fluctuations, total CASA grew 7.9% Y-o-Y and 0.1% Q-o-Q

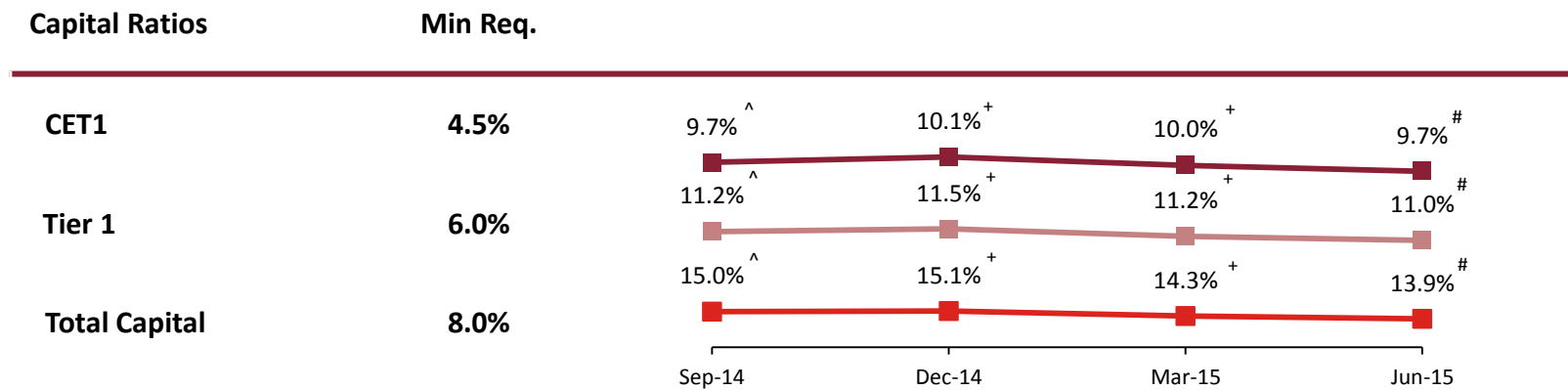
** Adjusted for high cost saving deposits classified as Structured Deposits

^ In local currency

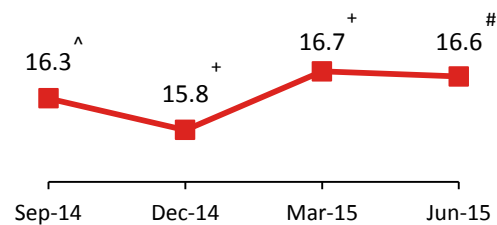
~ Excluding FX fluctuations

+ Including Labuan, London, Cambodia, HK & Shanghai

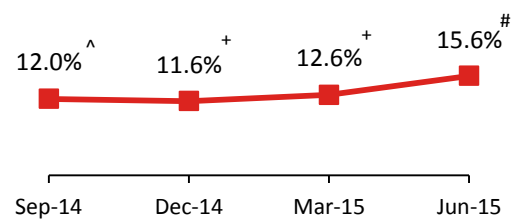
Capital Management : CIMB Group



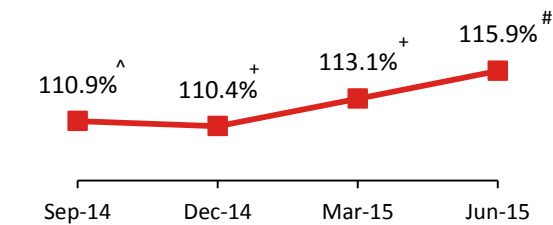
Leverage Ratio (times)



Gearing Ratio



Double Leverage Ratio



- Post FY15 First Interim Dividend of 3.00 sen and corresponding DRS take-up rate of 60%
- Gearing & DL increase is also due to the corporate restructuring of CIMB Securities International (“CSI”) resulting in additional investments in subsidiaries

Notes:

[^] Post CIMBGH’s FY14 First Interim Dividend & the actual corresponding DRS (70.9% take-up rate); and reinvestment of cash dividend surplus of RM515 mil into CIMB Bank
⁺ Post CIMBGH’s FY14 Second Interim Dividend & the actual corresponding DRS (86.4% take-up rate); regulatory reserve uplift; and reinvestment of cash dividend surplus of RM546 mil into CIMB Bank
[#] Post CIMBGH’s FY15 First Interim Dividend & the expected corresponding DRS (assuming 60% take-up rate) ; and reinvestment of cash dividend surplus into CIMB Bank

CIMB Group : 1H15 Results

3. PBT by Segment

PPOP by Segments (Estimated)

PPOP (RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15 BAU*	1Q15 BAU*	Q-o-Q
Consumer Banking (38.8%)	1,262	1,099	14.8%	650	612	6.2%
Commercial Banking (12.3%)	399	301	32.6%	212	187	13.4%
Wholesale Banking (41.9%)	1,364	1,177	15.9%	703	661	6.4%
Corporate Banking (31.0%)	1,009	770	31.0%	523	486	7.6%
Treasury & Markets ~ (11.0%)	359	465	(22.8%)	188	171	9.9%
Investment Banking + (-0.1%)	(3)	(58)	94.8%	(7)	4	-ve
GAMI ** (2.8%)	91	73	26.0%	54	37	45.9%
Group Funding # (4.2%)	135	276	(50.9%)	90	45	100.0%
PPOP	3,252	2,926	11.1%	1,710	1,542	10.9%
PPOP (Actual)	2,734	2,926	6.6%	1,394	1,340	4.0%

Notes: * Excluding 1Q15: IB restructuring costs (RM202 mil); 2Q15: MSS (RM316 mil)

~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments. Excluding MSS (RM2 mil)

Including capital investments in fixed income securities and investment in Group's proprietary capital. Excluding MSS (RM314 mil)

PBT by Segments (Estimated)

PBT (RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15 BAU*	1Q15 BAU*	Q-o-Q
Consumer Banking (41.6%)	925	802	15.3%	491	434	13.1%
Commercial Banking (13.7%)	304	354	(14.1%)	105	199	(47.2%)
Wholesale Banking (33.1%)	737	1,144	(35.6%)	444	293	51.5%
Corporate Banking (17.1%)	380	738	(48.5%)	263	117	124.8%
Treasury & Markets ~ (16.0%)	358	467	(23.3%)	188	170	10.6%
Investment Banking + (-0.04%)	(1)	(61)	98.4%	(7)	6	-ve
GAMI ** (5.7%)	126	135	(6.7%)	71	55	29.1%
Group Funding # (5.9%)	133	277	(52.0%)	88	45	95.6%
PBT	2,225	2,712	(18.0%)	1,199	1,026	16.9%
PBT (Actual)	1,707	2,712	(37.1%)	883	824	7.2%

Notes: * Excluding 1Q15: IB restructuring costs (RM202 mil); 2Q15: MSS (RM316 mil)

~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments. Excluding MSS (RM2 mil)

Including capital investments in fixed income securities and investment in Group's proprietary capital. Excluding MSS (RM314 mil)

CIMB Group : 1H15 Results

3.1 Regional Consumer Banking

Consumer Banking

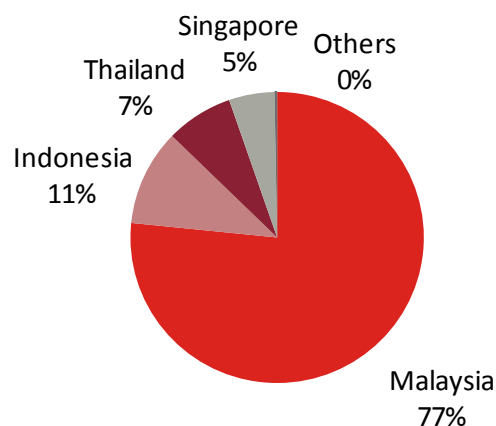
(RM 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	2,485	2,194	13.3%	1,256	1,229	2.2%
Non interest income	788	771	2.2%	394	394	-
Operating income	3,273	2,965	10.4%	1,650	1,623	1.7%
Overhead expenses	(2,011)	(1,866)	7.8%	(1,000)	(1,011)	(1.1%)
PPOP	1,262	1,099	14.8%	650	612	6.2%
(Provisions) / Writeback	(339)	(299)	13.4%	(161)	(178)	(9.6%)
Share of JV / Associates	2	2	-	2	-	-
PBT	925	802	15.3%	491	434	13.1%
PBT by Country	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Malaysia (RM 'mil)	777	737	5.4%	413	364	13.5%
Indonesia (IDR 'bil)	505	372	35.8%	226	279	(19.0%)
Thailand (THB 'mil)	(291)	(560)	48.0%	(62)	(229)	72.9%
Singapore (SGD 'mil)	13	7	85.7%	7	6	16.7%
Others* (RM 'mil)	4	-	-	2	2	-
PBT	925	802	15.3%	491	434	13.1%

Note: * Including Labuan, London and Cambodia

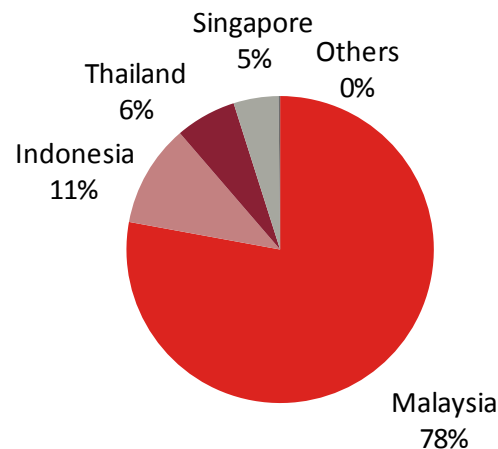
Consumer Banking : Gross Loans

Country	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia (RM 'bil)	105.9	94.3	12.3%	102.9	2.9%
Indonesia (IDR 'bil)	51,252	47,953	6.9%	50,526	1.4%
Thailand (THB 'bil)	90.5	77.4	16.9%	86.4	4.7%
Singapore (SGD 'mil)	2,482	2,226	11.5%	2,426	2.3%
Others* (RM 'bil)	0.4	0.2	100.0%	0.4	0.0%
Total Consumer Loans (RM 'bil)	138.2	121.1	14.1%	134.2	2.9%

30 Jun 15



30 Jun 14



Notes: Loan base excludes bad bank

* Including Labuan, London, Cambodia, HK & Shanghai

Consumer Banking : Deposits

Country	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia (RM 'bil)	77.2	71.7	7.7%	75.7	2.0%
Indonesia (IDR 'bil)	88,818	78,792	12.7%	86,796	2.3%
Thailand (THB 'bil)	117.4	94.9	23.7%	123.9	(5.2%)
Singapore (SGD 'mil)	4,097	4,369	(6.2%)	4,168	(1.7%)
Others* (RM 'bil)	0.4	0.3	33.3%	0.3	33.3%
Total Consumer Deposits (RM 'bil)	124.6	112.4	10.9%	123.5	0.9%

Products (RM 'bil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Current	25.8	26.4	(2.3%)	25.6	0.8%
Savings	32.7	29.8	9.7%	32.3	1.2%
Fixed and Structured Deposits	66.1	56.2	17.6%	65.6	0.8%
Total	124.6	112.4	10.9%	123.5	0.9%

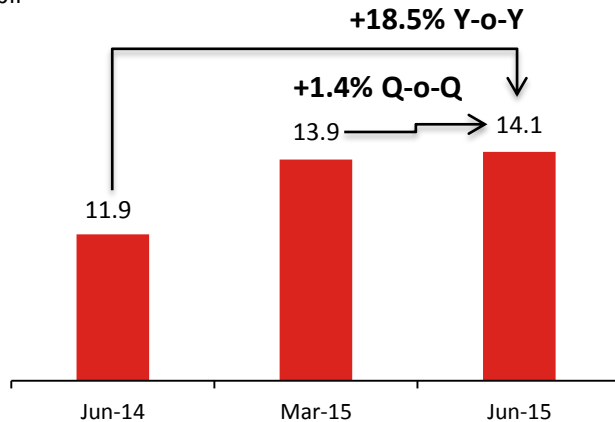
Note: * Including Labuan, London, Cambodia, HK & Shanghai

Malaysia : Consumer Key Highlights

	Y-o-Y	Q-o-Q
Consumer Gross Loans *	12.3%	2.9%
Mortgages	12.5%	3.6%
Term loans	11.5%	1.5%
Auto	2.3%	(0.7%)
Credit cards	13.6%	0.0%
Consumer Deposits	7.7%	2.0%
CASA	3.2%	1.4%
Fixed & structured deposits	11.8%	2.5%

ASB – Loan Base

RM 'bil

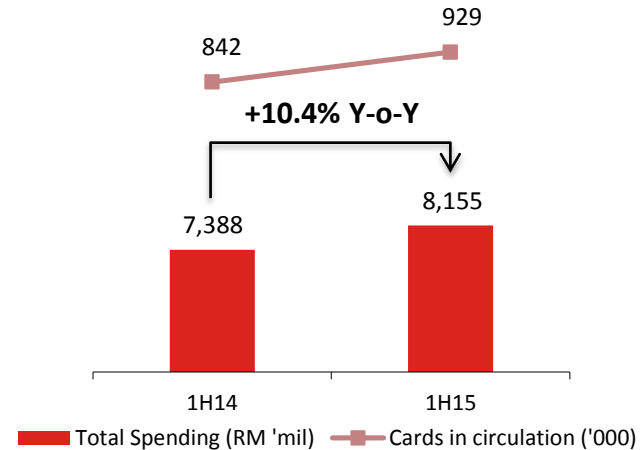


Note: * Loan base excludes bad bank

Sources: League table and market share based on central bank and internal data

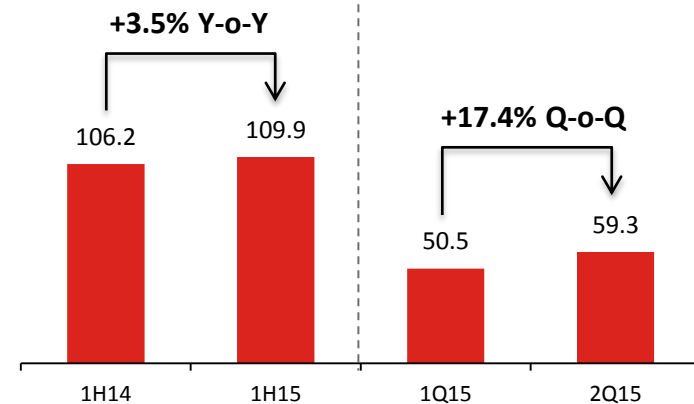
Credit Cards

Total Spending (industry): +8.1% Y-o-Y



Wealth Management Income

RM 'mil

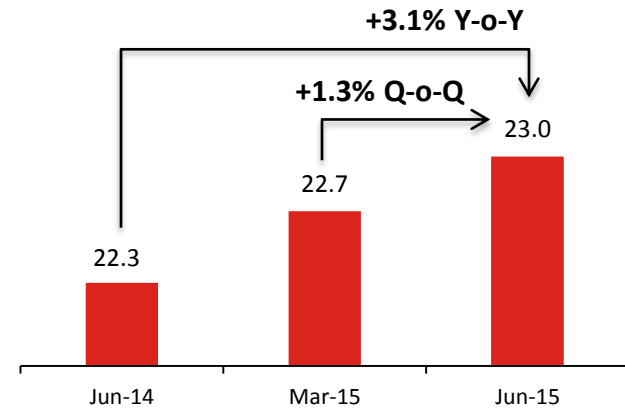


Indonesia : Consumer Key Highlights

	Y-o-Y	Q-o-Q
Consumer Gross Loans	6.9%	1.4%
Mortgages	3.1%	1.3%
Auto	5.0%	0.3%
Credit cards	27.0%	5.0%
Consumer Deposits	12.7%	2.3%
CASA	10.0%	1.5%
Fixed & structured deposits	15.4%	3.1%

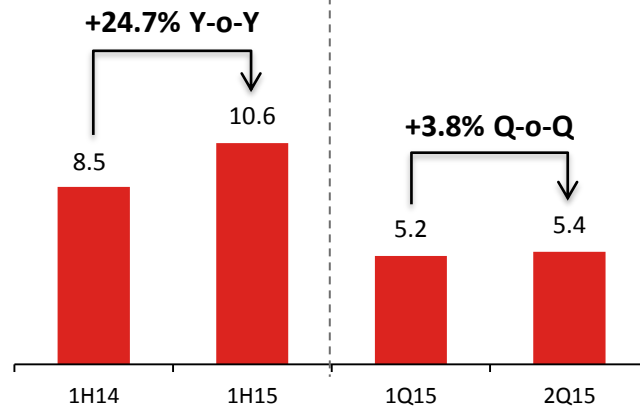
Mortgages Loan Base

IDR 'tril



Credit Card Spending

IDR 'tril



Digital Banking

No of users ('000)	Jun-15	Y-o-Y	Q-o-Q
CIMB Clicks	1,234	+29.8%	+5.9%
Go Mobile	1,000	+46.2%	+8.9%
Rekening Ponsel	945	+87.1%	+18.1%



Enjoy interest rate of 7.75% p.a. with CIMB Clicks Term Deposits

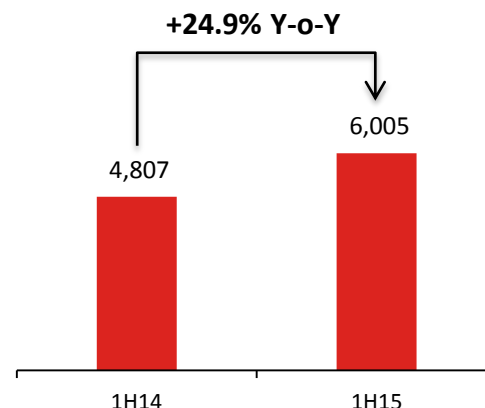


Redeem 100 Poin Junior or Poin Xtra with 1 movie ticket of "Marvel's Ant-Man"

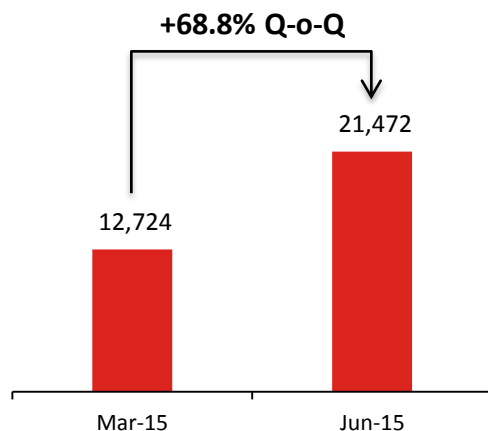
Thailand : Consumer Key Highlights

	Y-o-Y	Q-o-Q
Consumer Gross Loans *	16.9%	4.7%
Mortgages	21.4%	6.4%
Auto Loans	9.3%	2.6%
Personal / Others	9.4%	1.0%
Consumer Deposits	23.7%	(5.2%)
CASA	0.4%	2.2%
Fixed & structured deposits	33.6%	(7.4%)

Number of New Preferred Customers

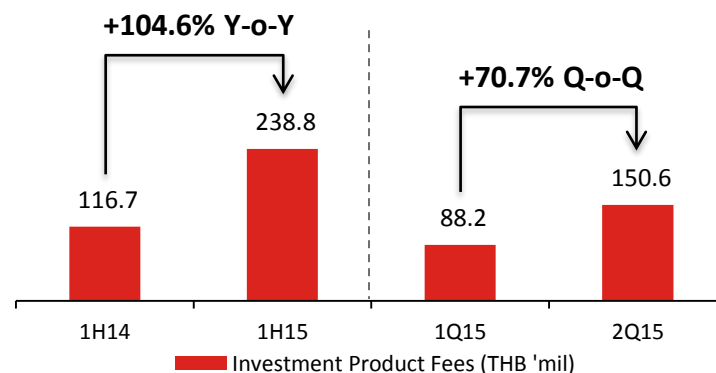


Beat Banking – Number of Accounts



Wealth Management Income

THB 'mil	1H14	1H15	1Q15	2Q15
Sales Vol (THB 'mil)	29.2	17.6	12.9	16.3
Avg Spread	0.66%	0.82%	0.69%	0.92%



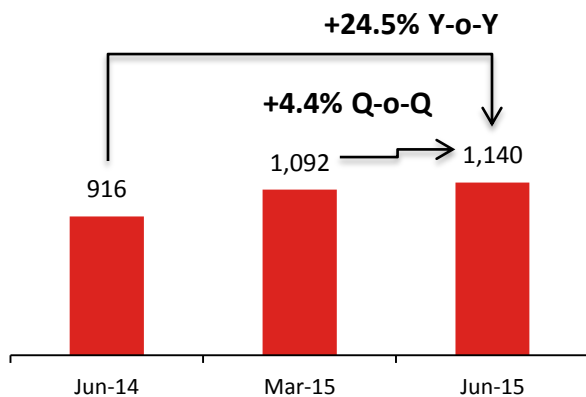
Note: * Gross loans exclude bad bank

Singapore : Consumer Key Highlights

	Y-o-Y	Q-o-Q
Consumer Gross Loans	11.5%	2.3%
Mortgages	7.7%	1.8%
Term loans	2.9%	(1.1%)
Credit cards	12.0%	3.5%
Consumer Deposits	(6.2%)	(1.7%)
CASA	(14.0%)	(3.3%)
Fixed & structured deposits	19.5%	2.3%

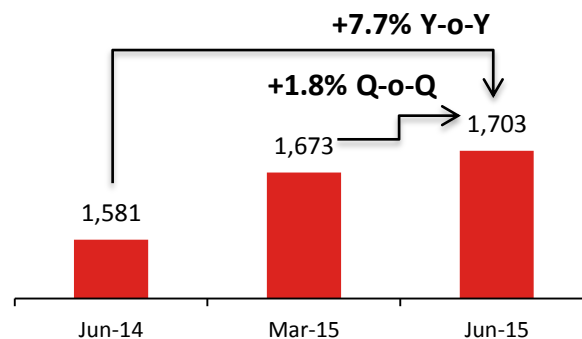
Wealth AUM of Retail Customers

SGD 'mil



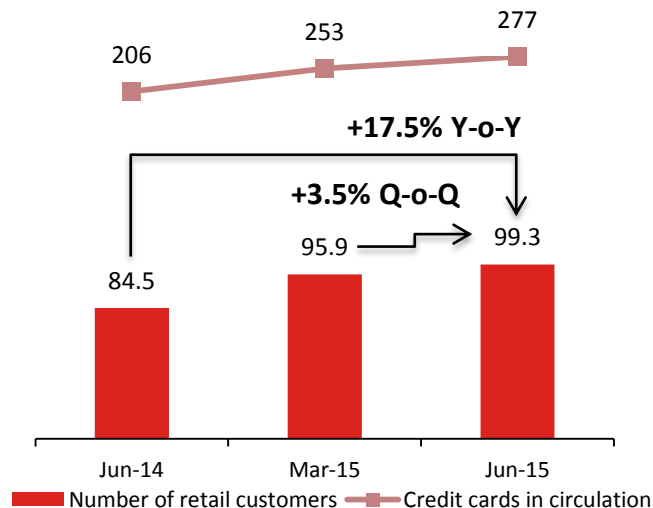
Mortgages Loan Base

SGD 'mil



Number of Retail Customers and Credit Card Base

'000

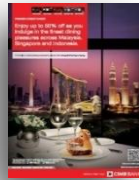


New Campaigns



Unfixed Deposit 3.9%

- ✓ Place a 3 months FD with RM10k for individuals or RM100k for business to enjoy the rate of 3.9%



Swipe and Drive Campaign

- ✓ Regional Dining campaign to highlight available deals for Premier Card members across the region



CIMB Fiesta - Penang

- ✓ Annual event for card members to redeem their bonus points & enjoy deals



City Integrated Program

- ✓ Cross product campaign, community engagement, media visit, branding and CSR activity in key cities to enhance presence and drive business



Launch of ON Account XL

- ✓ Launched New Co Brand ON Account powered by XL Axiata, followed by acquisition points at 34 XL centers



Mortgage Pricing Campaigns

- ✓ Joint Promo with 27 Developers agents of house, home office building, apartment and land until end Sep-15



Beat Banking Campaign

- ✓ High interest rate of 2.0%
- ✓ Free 10 Bill Payments via mPay



Debit Card Campaign

- ✓ Entrance fee waiver
- ✓ Movie ticket 80 Baht when pay with debit card
- ✓ 210 Baht cash coupons from Visa



Credit Card

- ✓ Only 1% FX mark up
- ✓ Priority check-in for Thai Smiles
- ✓ 0% installment plan for 10 months



CASA top-up campaign promoting FAST transfers into CIMB account

- ✓ Incentives for customers who top up their StarSaver accounts during the promotional period



WealthSaver

- ✓ Bundled FD and Wealth product (WealthSaver) – improve deposits balances, wealth cross sell and customer stickiness



Cross-border SG2MY Clicks transfers

- ✓ Best Online SGD/MYR Bank Rate Guaranteed Promotion to promote and encourage usage of Clicks SG-MY funds transfer

CIMB Group : 1H15 Results

3.2 Regional Commercial Banking

Commercial Banking

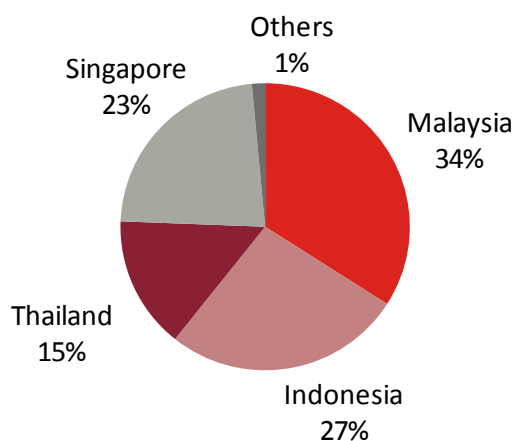
(RM 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	778	670	16.1%	398	380	4.7%
Non interest income	163	122	33.6%	83	80	3.8%
Operating income	941	792	18.8%	481	460	4.6%
Overhead expenses	(542)	(491)	10.4%	(269)	(273)	(1.5%)
PPOP	399	301	32.6%	212	187	13.4%
(Provisions) / Writeback	(95)	53	-ve	(107)	12	-ve
Share of JV / Associates	-	-	-	-	-	-
PBT	304	354	(14.1%)	105	199	(47.2%)
Country	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Malaysia (RM 'mil)	223	196	13.8%	116	107	8.4%
Indonesia (IDR 'bil)	29	230	(87.4%)	(77)	106	-ve
Thailand (THB 'mil)	162	654	(75.2%)	(80)	242	-ve
Singapore (SGD 'mil)	17	9	88.9%	5	12	(58.3%)
Others* (RM 'mil)	8	4	100.0%	4	4	-
PBT	304	354	(14.1%)	105	199	(47.2%)

Note: * Including Labuan, London, Cambodia, HK & Shanghai

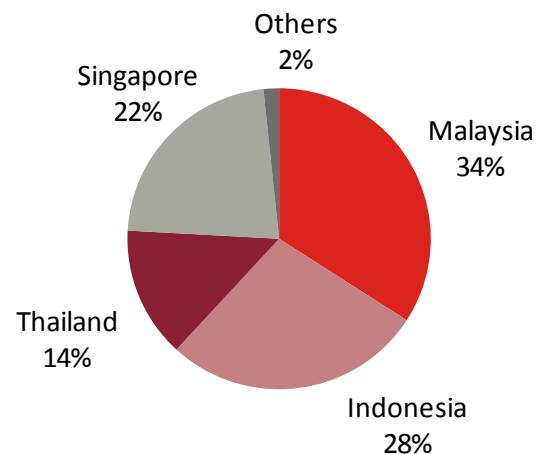
Commercial Banking : Gross Loans

Country	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia (RM 'bil)	13.0	11.2	16.1%	12.4	4.8%
Indonesia (IDR 'bil)	35,936	33,316	7.9%	35,345	1.7%
Thailand (THB 'bil)	50.5	45.7	10.5%	50.5	0.0%
Singapore (SGD 'mil)	3,132	2,879	8.8%	3,332	(6.0%)
Others* (RM 'bil)	0.6	0.5	20.0%	0.6	0.0%
Total Commercial Loans (RM 'bil)	38.4	32.8	17.1%	37.9	1.3%

30 Jun 15



30 Jun 14



Notes: Loan base excludes bad bank

* Including Labuan, London, Cambodia, HK & Shanghai

Commercial Banking : Deposits

Country	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia (RM 'bil)	17.4	16.1	8.1%	17.8	(2.2%)
Indonesia (IDR 'bil)	34,850	32,863	6.0%	34,937	(0.2%)
Thailand (THB 'bil)	22.2	13.1	69.5%	17.0	30.6%
Singapore (SGD 'mil)	3,353	2,362	42.0%	3,190	5.1%
Others* (RM 'bil)	1.0	0.5	100.0%	0.5	100.0%
Total Commercial Deposits (RM 'bil)	40.9	32.9	24.3%	39.3	4.1%

Products (RM 'bil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Current	17.6	16.0	10.0%	17.1	2.9%
Savings	0.8	0.5	60.0%	0.9	(11.1%)
Fixed and Structured Deposits	22.5	16.4	37.2%	21.3	5.6%
Total	40.9	32.9	24.3%	39.3	4.1%

Note: * Including Labuan, London, Cambodia, HK & Shanghai

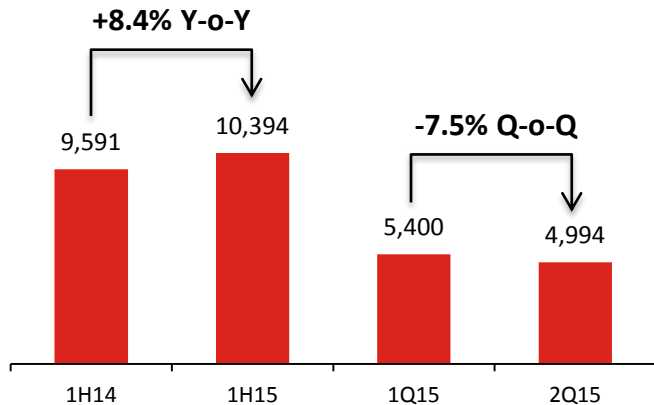
CIMB Group : 1H15 Results

3.3 Regional Wholesale Banking

ASEAN M&A, Equities, ECM and IPO Activities

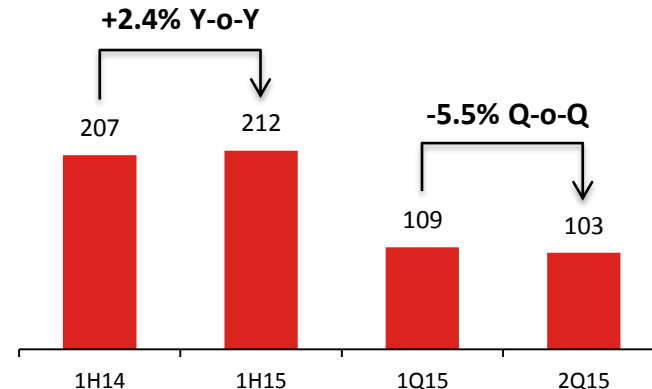
Industry ASEAN ECM

USD 'mil



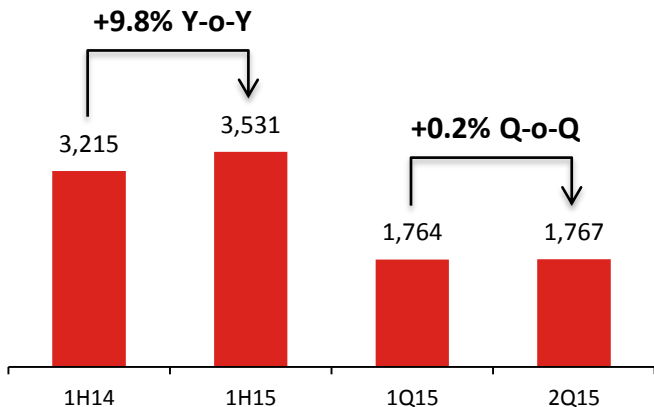
MSCI SEA Traded Value

USD 'bil



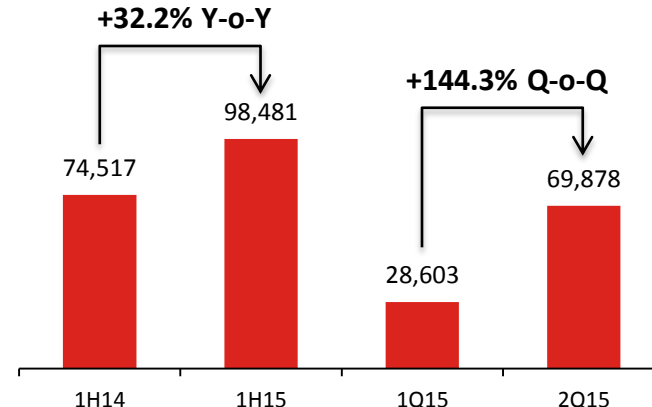
Industry ASEAN IPO

USD 'mil



Industry ASEAN M&A

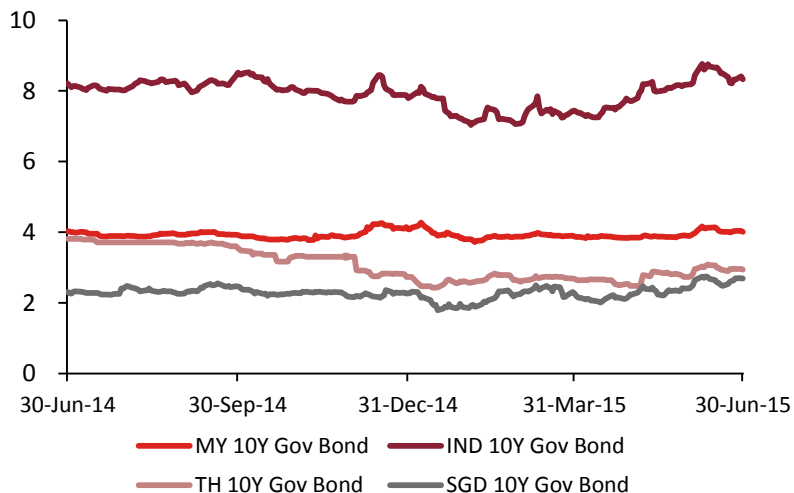
USD 'mil



Sources: Bloomberg and Dealogic

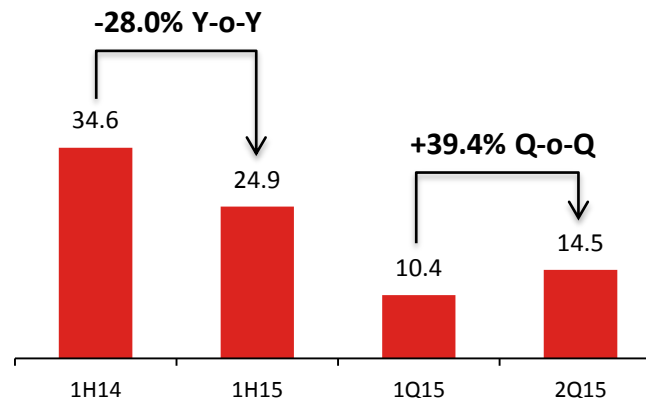
Primary Bonds : Surged Q-o-Q

Bond Yields



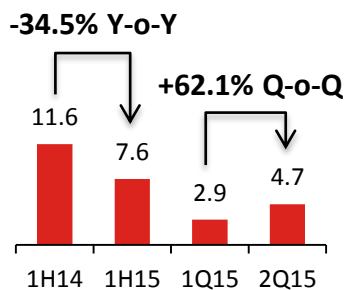
ASEAN Issuance

USD 'bil



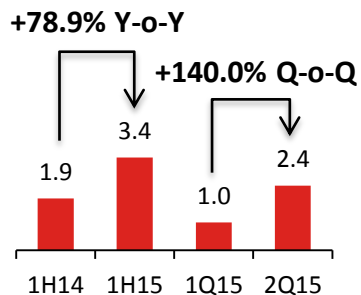
Malaysia Issuance

USD 'bil



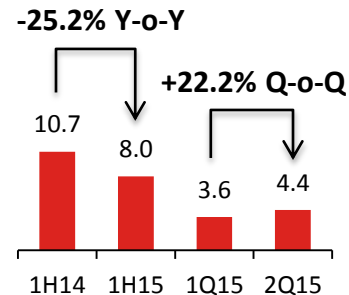
Indonesia Issuance

USD 'bil



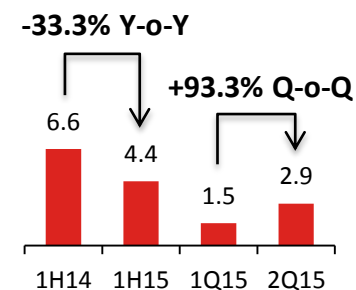
Thailand Issuance

USD 'bil



Singapore Issuance

USD 'bil



Wholesale Banking

(RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15	1Q15 BAU*	Q-o-Q
Net interest income	1,621	1,632	(0.7%)	810	811	(0.1%)
Non interest income	1,103	889	24.1%	580	523	10.9%
Operating income	2,724	2,521	8.1%	1,390	1,334	4.2%
Overhead expenses	(1,360)	(1,344)	1.2%	(687)	(673)	2.1%
PPOP	1,364	1,177	15.9%	703	661	6.4%
(Provisions) / Writeback	(627)	(33)	>1000%	(259)	(368)	(29.6%)
PBT	737	1,144	(35.6%)	444	293	51.5%
PBT (Actual)	535	1,144	(53.2%)	444	91	387.9%

(RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15	1Q15 BAU*	Q-o-Q
Corporate Banking (51.5%)	380	738	(48.5%)	263	117	124.8%
Treasury & Markets ~ (48.6%)	358	467	(23.3%)	188	170	10.6%
Investment Banking + (-0.1%)	(1)	(61)	98.4%	(7)	6	-ve
PBT	737	1,144	(35.6%)	444	293	51.5%

Notes: * Excluding IB restructuring costs (RM202 mil)

~ Including treasury operations, markets and transaction banking

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

Wholesale Banking : Corporate Banking

(RM 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	1,144	950	20.4%	572	572	0.0%
Non interest income	379	352	7.7%	212	167	26.9%
Operating income	1,523	1,302	17.0%	784	739	6.1%
Overhead expenses	(514)	(532)	(3.4%)	(261)	(253)	3.2%
PPOP	1,009	770	31.0%	523	486	7.6%
(Provisions) / Writeback	(629)	(32)	>1000%	(260)	(369)	(29.5%)
PBT	380	738	(48.5%)	263	117	124.8%

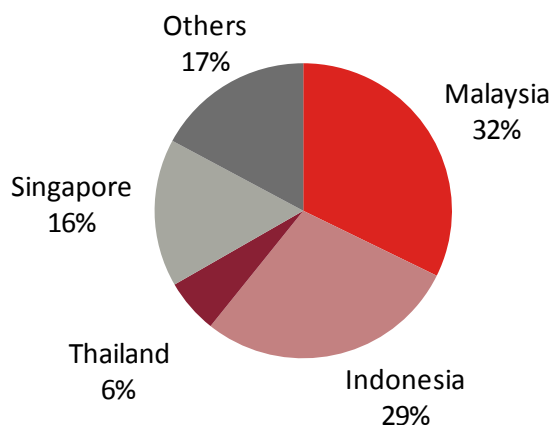
Country	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Malaysia (RM 'mil)	344	299	15.1%	191	153	24.8%
Indonesia (IDR 'bil)	(911)	704	-ve	(302)	(609)	(50.4%)
Thailand (THB 'mil)	(115)	348	-ve	(61)	(54)	13.0%
Singapore (SGD 'mil)	22	16	37.5%	14	8	75.0%
Others* (RM 'mil)	245	166	47.6%	124	121	2.5%
PBT (RM 'mil)	380	738	(48.5%)	263	117	124.8%

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

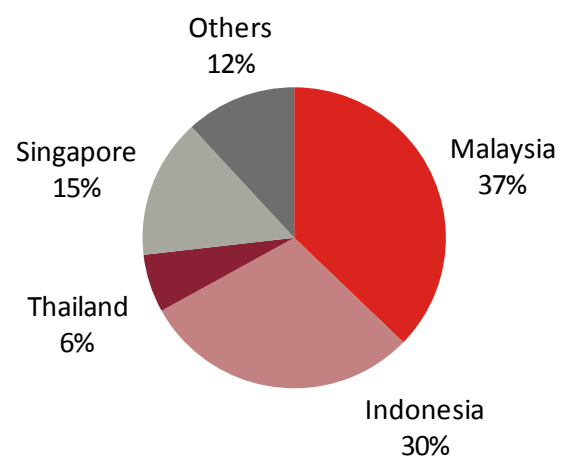
Wholesale Banking : Gross Loans

Country	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia (RM 'bil)	31.7	30.5	3.9%	30.8	2.9%
Indonesia (IDR 'bil)	93,633	83,395	12.3%	90,603	3.3%
Thailand (THB 'bil)	51.9	51.0	1.8%	48.4	7.2%
Singapore (SGD 'mil)	5,641	4,755	18.6%	4,917	14.7%
Others* (RM 'bil)	16.9	9.7	74.2%	15.6	8.3%
Total Corporate Loans (RM 'bil)	98.2	81.9	19.9%	92.5	6.2%
Other Wholesale Loans (RM 'bil)	2.5	2.2	13.6%	2.9	(13.8%)
Total Wholesale Loans (RM 'bil)	100.7	84.1	19.7%	95.4	5.6%

30 Jun 15



30 Jun 14



Notes: Loan base excludes bad bank

* Including Labuan, London, Cambodia, HK & Shanghai

Wholesale Banking : Deposits

Country	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Malaysia (RM 'bil)	53.5	50.4	6.2%	61.6	(13.1%)
Indonesia (IDR 'bil)	62,322	54,175	15.0%	59,916	4.0%
Thailand (THB 'bil)	36.7	50.3	(27.0%)	44.5	(17.5%)
Singapore (SGD 'mil)	2,324	1,430	62.5%	1,988	16.9%
Others* (RM 'bil)	13.6	10.6	28.3%	9.7	40.2%
Total Corporate Deposits (RM 'bil)	90.8	80.9	12.2%	93.2	(2.6%)
Other Wholesale Deposits (RM 'bil)	41.0	45.0	(8.9%)	43.3	(5.3%)
Total Wholesale Deposits (RM 'bil)	131.8	125.9	4.7%	136.5	(3.4%)

Wholesale Deposits (RM 'bil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Current	22.7	17.7	28.2%	20.1	12.9%
Savings	2.3	1.0	130.0%	3.1	(25.8%)
Fixed and Structured Deposits	65.8	62.2	5.8%	70.0	(6.0%)
Total Corporate Deposits (RM 'bil)	90.8	80.9	12.2%	93.2	(2.6%)
Other Wholesale Deposits (RM 'bil)	41.0	45.0	(8.9%)	43.3	(5.3%)
Total Wholesale Deposits (RM 'bil)	131.8	125.9	4.7%	136.5	(3.4%)

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

Wholesale Banking : Treasury & Markets

(RM 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	400	514	(22.2%)	198	202	(2.0%)
Non interest income	259	205	26.3%	149	110	35.5%
Operating income	659	719	(8.3%)	347	312	11.2%
Overhead expenses	(300)	(254)	18.1%	(159)	(141)	12.8%
PPOP	359	465	(22.8%)	188	171	9.9%
(Provisions) / Writeback	(1)	2	-ve	0	(1)	+ve
PBT	358	467	(23.3%)	188	170	10.6%

Wholesale Banking : Investment Banking

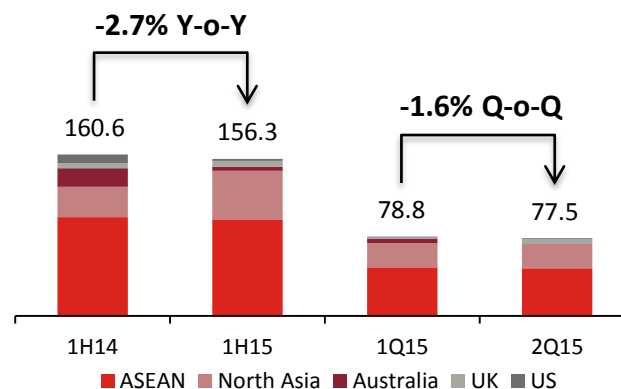
(RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15	1Q15 BAU*	Q-o-Q
Net interest income	77	169	(54.4%)	40	37	8.1%
Non interest income	465	331	40.5%	219	246	(11.0%)
Operating income	542	500	8.4%	259	283	(8.5%)
Overhead expenses	(545)	(558)	(2.3%)	(266)	(279)	(4.7%)
PPOP	(3)	(58)	94.8%	(7)	4	-ve
(Provisions) / Writeback	2	(3)	+ve	-	2	100.0%
PBT	(1)	(61)	98.4%	(7)	6	-ve
PBT (Actual)	(203)	(61)	(232.8%)	(7)	(196)	96.4%

Institutional Brokerage Income (Ex-ECM)

RM 'mil

1H15 vs 1H14

ASEAN	-2.4%
Ex-ASEAN	-3.1%



Note: * Excluding IB restructuring costs (RM202 mil)

Notable Deals

DCM



Republic of Indonesia

USD2.0 bil Trust Certificates due 2025 issued via Perusahaan Penerbit SBSN Indonesia III

(Largest ever single-tranche USD Sukuk issuance globally and the largest ever USD Sukuk for Republic of Indonesia)



Maxis Berhad

RM5.0 bil Unrated Sukuk Murabahah Programme

(The largest unrated programme established in the MYR Sukuk market as of the issue date)



Government of Malaysia

USD1.0 bil Trust Certificates due 2025 and USD500.0 mil Trust Certificates due 2045 issued via Malaysia Sovereign Sukuk Berhad

(The longest tenured Sukuk ever by a sovereign)



Khazanah Nasional Berhad

Khazanah Nasional Berhad

RM1.0 bil Sukuk Programme issued via Ihsan Sukuk Berhad

(The first programme approved under the Securities Commission Malaysia's Sustainable and Responsible Investment Sukuk framework)



PT Indosat Tbk

IDR2.684 tril Phase 2 Bond via 1st Shelf Registration Programme of IDR9.0 tril

IDR416.0 bil Phase 2 Sukuk Ijarah via 1st Shelf Registration Programme of IDR1.0 tril



Cambridge-MTN Pte Ltd

SGD130.0 mil Senior Unsecured Notes due 2020



Bangkok Dusit Medical Services PCL

THB2.0 bil Senior Unsecured Debentures

M&A



CapitaMalls Malaysia Trust

RM540.0 mil acquisition of Tropicana City Mall and Tropicana City Office Tower by AmTrustee Berhad (on behalf of CapitaMalls Malaysia Trust)



Jiangnan Group Limited

USD106.0 mil acquisition of New Sun Investments Limited and Kai Da Investments Limited



Goh Ban Huat Berhad

RM192.3 mil disposal of lands together with buildings erected thereon to Keladi Maju Berhad

ECM



Eco World Development Group Berhad

RM638.4mil placement of new shares



CapitaMalls Malaysia Trust

RM395.5 mil Private Placement



AirAsia X Berhad

RM391.1 mil renounceable rights issue with free detachable warrants

IPO



Malakoff Corporation Berhad

RM3.15 bil Initial Public Offering
(Largest IPO in Malaysia YTD)



Red Star Macalline Group Corporation Ltd.

USD931.0 mil (Pre-Shoe) HK IPO

CIMB Group : 1H15 Results

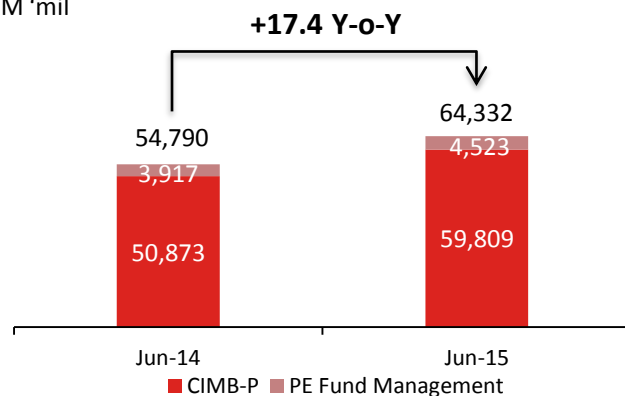
3.4 Group Asset Management & Investments

Group Asset Management & Investments

PBT (RM 'mil)	1H15 BAU*	1H14	Y-o-Y	2Q15 BAU*	1Q15	Q-o-Q
CIMB-P Group	57.0	41.4	37.7%	30.8	26.2	17.6%
Strategic Investments & Others	64.5	91.0	(29.1%)	35.1	29.4	19.4%
PE Fund Management	4.5	2.9	55.2%	5.3	(0.8)	+ve
Integrated Funds	12.6	3.5	260.0%	(0.5)	13.1	-ve
CapAsia	(12.5)	(7.2)	(73.6%)	0.2	(12.7)	+ve
CIMB TCA	0.6	2.7	(77.8%)	0.1	0.5	(80.0%)
CIMB Mapletree	3.8	3.9	2.6%	5.5	(1.7)	+ve
PBT	126.0	135.3	(6.7%)	71.2	54.8	29.1%
PBT Actual	124.0	135.3	(3.2%)	69.2	54.8	39.1%

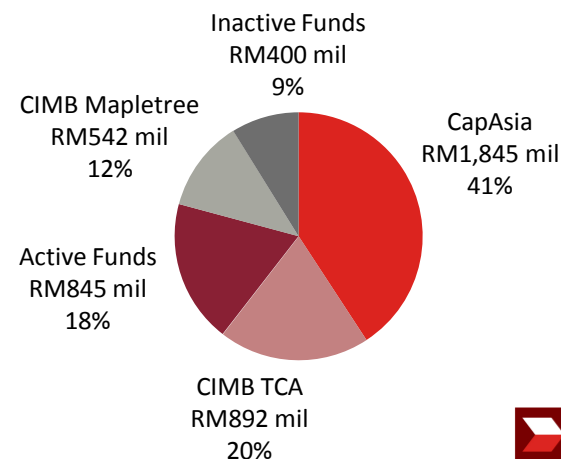
Asset Under Management

RM 'mil



Note: * Excluding MSS (RM2 mil)

PE Fund Management AUM as at 30 Jun 2015



CIMB Group : 1H15 Results

3.5 Group Funding

Group Funding

(RM 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	215	391	(45.0%)	128	87	47.1%
Non interest income	87	60	45.0%	34	53	(35.8%)
Total income	302	451	(33.0%)	162	140	15.7%
Overhead expenses	(167)	(175)	(4.6%)	(72)	(95)	(24.2%)
PPOP	135	276	(50.9%)	90	45	100.0%
(Provisions) / Writeback	(2)	1	-ve	(2)	-	-
Share of JV / associates	-	-	-	-	-	-
PBT	133	277	(52.0%)	88	45	95.6%
PBT (Actual)	(181)	277	-ve	(226)	45	-ve

Note: * Excluding MSS (RM314 mil)

CIMB Group : 1H15 Results

4. T18 Updates

T18 Summary Updates

A Strategic Projects

Key strategic and transformational projects

- **Cost Management**
 - IB (Project 360)
 - Cost (Project Kaiju)
- **MSS completed, revamping budgeting and procurement process**
- **Acceleration of Key Businesses**
 - Digital
 - SME 2.0
 - Transaction Banking
- **Digital traction remains strong**
- **T18 plans and targets for SME and TB have been defined**
- **Culture**
- **Key initiatives launched – Master motivator, 360 feedback, Culture Roadshow**

B Structure and Governance

Inward looking organisational and process changes

- **Structural re-alignment**
- **Regional Operating Model (“ROM”)**
- **Organisation refinements**
- **Key processes and governance**
 - Committee / taskforces
 - Product approval
 - Policy and procedures
- **Collating Country CEO feedback on ROM Rules of Engagement**
- **Phase 2 of committees review/streamlining exercise**
- **Identified gaps in policies and procedures across the Group**
- **New product approval process rolled out in MY, TH and SG**

C Differentiation and Optimisation

Differentiated, innovative and synergy focused tactical strategies

- **Synergy**
- **Branch KPIs and synergies – identified key workstreams to capitalise on our branch network**

D Footprint and Expansion

Organic & inorganic expansion activities

- **New Markets**
- **Vietnam: received approval in principle**
- **Philippines: Discussion ongoing with potential partners**

CIMB Group : 1H15 Results

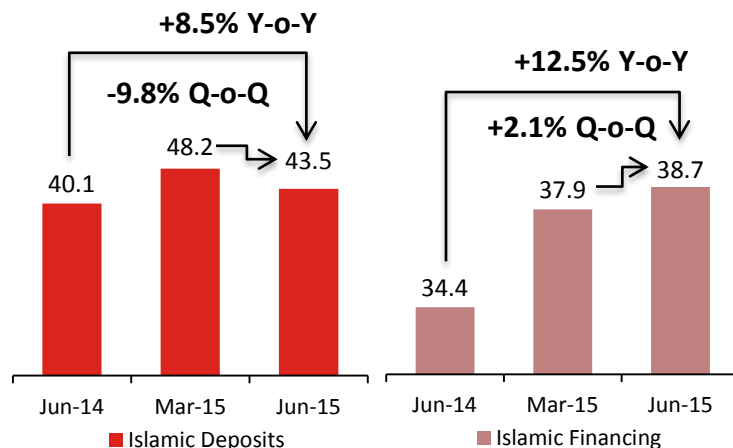
5. Other Highlights

Ranking of Total Islamic Assets as at 31 Mar 2015

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	158,590	30%
2	CIMB Islamic	58,938	11%
3	Bank Islam	46,687	9%
4	AmIslamic	39,712	8%
5	PBB-i	38,455	7%

Islamic Deposits and Financing

RM 'bil



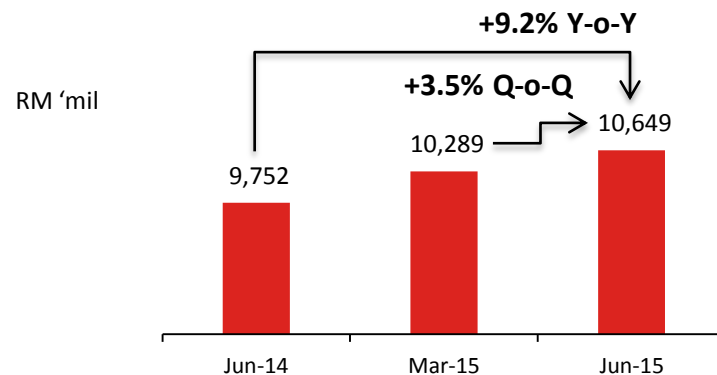
1H15

1H14

Sukuk	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Malaysia	23.7%	2	31.4%	1
Asia ex-Japan	22.4%	1	29.0%	1
Global	14.8%	1	13.0%	2

Islamic Residential Mortgage and Market Share

Ranking	2	2	n.a.
Market Share	14.0%	12.5%	12.2%



Corporate Responsibility

CIMB Foundation



Sports

28th SEA Games Singapore 2015
CIMB's Junior Golf Development Programme
Rivani Adelia Sihotong
 • Silver Medal • Team & Individual

Squash
Sanjay S. Chal
 • Gold Medal • Team & Single (Men)
Rachel Mae Arnold
 • Gold Medal • Team & Single (Women)



Education

30
 Students

PINTAR Schools : Environmental Awareness Camp
 3-day camp to enhance pupils' environmental knowledge

Humanitarian Relief



Sabah Earthquake Relief
 Rebuilding of schools and re-training of the mountain guides

Donation



Donation

Contribution of RM100,000 Malaysian Relief Agency (MRA)
 3rd Phase development of Rumah Syukur, Padang Sumatera Indonesia
Ramadan Activities at Masjid Ar-Rahah
 Buka Puasa and Ramadan shopping with orphans
Pahang & Kelantan Water Wells
 750k allocated to Universiti Malaya to build 50 tube wells for clean drinking water

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

CIMB Islamic



Buka Puasa for Flood Victims
 Buka Puasa meals for 9,512 people in 3 villages in Kelantan in cooperation with Yayasan Orang Kurang Upaya

Regional CSR



Ayo Menabung dan Berbagi
 Enhancing students' banking knowledge
Healthy School Program
 Launched in collaboration with Indonesian Red Cross
Millions Book Program
 Donated books to 6 SD in Surabaya, East Java

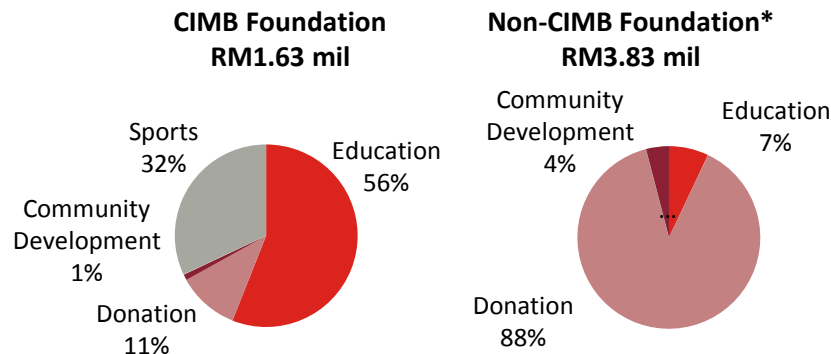


One School, One Library Programme
 To promote living the values of giving back through participation in CR projects for young learners



Regional Blood Donation Drive in Indonesia, Thailand, Cambodia and Malaysia to commemorate World Blood Donor Day

Grants Disbursed in 1H15



CIMB Group : 1H15 Results

6. Final Remarks

Targets for 2015

	1H15 Y-o-Y	FY15 Target
ROE	8.7% ^{1,3}	11.0%
Dividend Payout Ratio	21% ⁴	40%
Total Loans Growth *	16.5 % (12.2% ⁵)	10%
Loan Loss Charge	0.76% ⁴	40-50 bps
CET 1 (CIMB Group)	9.7% ²	> 10%
Cost to Income	56.7% ^{3,4}	< 55%

Notes: * Excluding bad bank

1. 1H15 Annualised

2. As at 30 Jun-15

3. Excluding IB restructuring cost (RM202 mil), MSS cost (RM316 mil) and tax on MSS cost (RM79 mil)

4. 1H15

5. Excluding FX fluctuations

Final Remarks

- Operating environment remains challenging with softer economic outlook and slower capital market activities regionally
- Asset quality remains a core focus in Indonesia and Thailand. Provisions to stay elevated subject to economic environment
- Good consumer & commercial banking momentum to be sustained across all operating geographies
- Successful execution of T18 cost management initiatives with completion of IB rationalisation and MSS exercise
- Putting in place transaction banking, SME and digital banking building blocks towards T18
- Capital management initiatives remain a core focus area

THANK YOU

Analyst Presentation 1H15 Results

28 August 2015



CIMB Group : 1H15 Results Appendices

Consolidated Balance Sheet Changes

(RM 'mil)	30 Jun 15	30 Jun 14	Y-o-Y	31 Mar 15	Q-o-Q
Cash & short term funds	31,898	35,666	(11%)	39,488	(19%)
Securities purchased under resale agreements	6,869	4,466	54%	5,616	22%
Deposits & placements with financial institutions	6,403	3,425	87%	7,380	(13%)
Financial assets held for trading	20,229	27,552	(27%)	23,170	(13%)
Money Market	12,048	15,564	(23%)	13,379	(10%)
Corporate Bonds	6,408	8,578	(25%)	6,250	3%
Equity	1,773	3,410	(48%)	3,541	(50%)
Financial investments available for sale	39,041	30,124	30%	35,895	9%
Financial investments held to maturity	20,284	14,789	37%	18,931	7%
Loans, advances & financing	272,596	234,998	16%	263,125	4%
Other assets	45,864	35,515	29%	44,679	3%
Total assets	443,184	386,535	15%	438,284	1%
Deposits from customers	294,724	268,593	10%	296,569	(1%)
Deposits & placements of banks and other FI	37,752	22,763	66%	32,705	15%
Other borrowings	32,506	27,446	18%	30,690	6%
Other liabilities	38,449	31,108	24%	38,829	(1%)
Total liabilities	403,431	349,910	15%	398,793	1%
Shareholders' funds	38,693	35,661	9%	38,435	1%
Total liabilities & equity	443,184	386,535	15%	438,284	1%

CIMB Niaga : Earnings Summary



(IDR 'bil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	5,546	5,113	8.5%	2,748	2,798	(1.8%)
Non interest income	1,180	1,511	(22.1%)	576	604	(4.7%)
Operating income	6,726	6,624	1.5%	3,324	3,402	(2.3%)
Overhead expenses	(3,712)	(3,422)	8.4%	(1,865)	(1,848)	1.0%
PPOP	3,014	3,202	(5.9%)	1,459	1,554	(6.2%)
Provisions	(2,781)	(566)	391.4%	(1,335)	(1,446)	(7.7%)
PBT	233	2,636	(91.2%)	124	108	13.4%
Net profit	176	1,953	(91.0%)	93	83	12.4%
EPS (IDR)	7.02	77.70	(91.0%)	3.73	3.29	13.2%
PBT (RM 'mil)	65	734	(91.1%)	34	31	11.7%
Net profit (RM 'mil)	50	544	(91.0%)	26	23	10.9%
ROE (Annualised)	1.2%	14.5%	(1330bps)	1.3%	1.2%	10bps

(IDR 'bil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Securities	15	14	7.1%	9	6	50,0%
CIMB Sun Life	2	(6)	+ve	(2)	4	-ve

CIMB Niaga : Key Ratios

(Consolidated, %)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
ROE ^	1.2	14.5	↓	1.3	1.2	↑
NIM ^	5.08	5.24	↓	5.04	5.22	↓
Cost to Income	55.2	51.7	↑	56.1	54.3	↑
Loan Loss Coverage #	99.6	86.5	↑	99.6	102.6	↓
Allowance Coverage	74.4	66.1	↑	74.4	78.3	↓
Loan Loss Charge ^	3.0	0.7	↑	2.9	3.3	↓
Gross Impaired Loans Ratio	5.7	3.9	↑	5.7	5.3	↑
Gross NPL (BI Definition) #	4.3	3.0	↑	4.3	4.1	↑
Loan to Deposit (LDR)	95.8	97.8	↓	95.8	95.8	↔
Modified LDR *	90.7	90.5	↑	90.7	90.3	↑
CAR	16.0	16.1	↓	16.0	16.5	↓
CASA ratio	47.4	45.5	↑	47.4	43.4	↑

Notes: * MLDR = (Loans + HTM Bonds-Gov.Bonds-SBI) / (Total Deposits + Long Term Funding)

Based on BI definition

^ Annualised and monthly average

CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Net interest income	3,957	3,770	5.0%	2,043	1,914	6.7%
Non interest income	2,121	1,363	55.6%	1,072	1,049	2.1%
Operating income	6,078	5,133	18.4%	3,115	2,964	5.1%
Overhead expenses	(3,483)	(3,440)	1.3%	(1,701)	(1,782)	(4.5%)
PPOP	2,595	1,694	53.3%	1,414	1,182	19.6%
Provisions	(2,166)	(908)	138.5%	(1,144)	(1,022)	12.0%
PBT	429	785	(45.3%)	269	160	68.4%
Net Profit	348	625	(44.3%)	218	131	66.6%
EPS (THB)	0.02	0.03	(44.3%)	0.01	0.01	66.6%
Net Profit (RM 'mil) ~	39	62	(37.0%)	2	15	63.4%
PBT (RM 'mil) *	57	101	(43.6%)	23	34	(32.4%)
Net profit (RM 'mil) *	44	80	(45.0%)	15	29	(48.3%)
ROE (Annualised)	3.1%	5.6%	(250bps)	3.8%	2.3%	150bps
Before GAAP Adjustments (THB 'mil)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
Securities	75	36	108.3%	15	60	(75.0%)
STAMC	78	203	(61.6%)	33	45	(26.7%)

CIMB Thai : Key Ratios

(Consolidated, %)	1H15	1H14	Y-o-Y	2Q15	1Q15	Q-o-Q
ROE ^	3.1	5.6	↓	3.8	2.3	↑
NIM ^	3.05	3.35	↓	3.16	2.95	↑
Cost to Income	57.3	67.0	↓	54.6	60.1	↓
Loan Loss Coverage **	94.3	100.8	↓	94.3	94.1	↑
Loan Loss Charge ^	2.2	1.0	↑	2.3	2.2	↑
Gross NPL ratio **	3.9	3.1	↑	3.9	3.7	↑
Net NPL ratio **	2.2	1.8	↑	2.2	2.1	↑
Loan to Deposit	111.2	112.4	↓	111.2	102.6	↑
Modified LDR ***	90.5	93.1	↓	90.5	91.8	↓
CAR *	13.8	13.5	↑	13.8	14.4	↓
CASA ratio #	31.1	31.1	↔	31.1	32.1	↓

Notes: * Bank Only

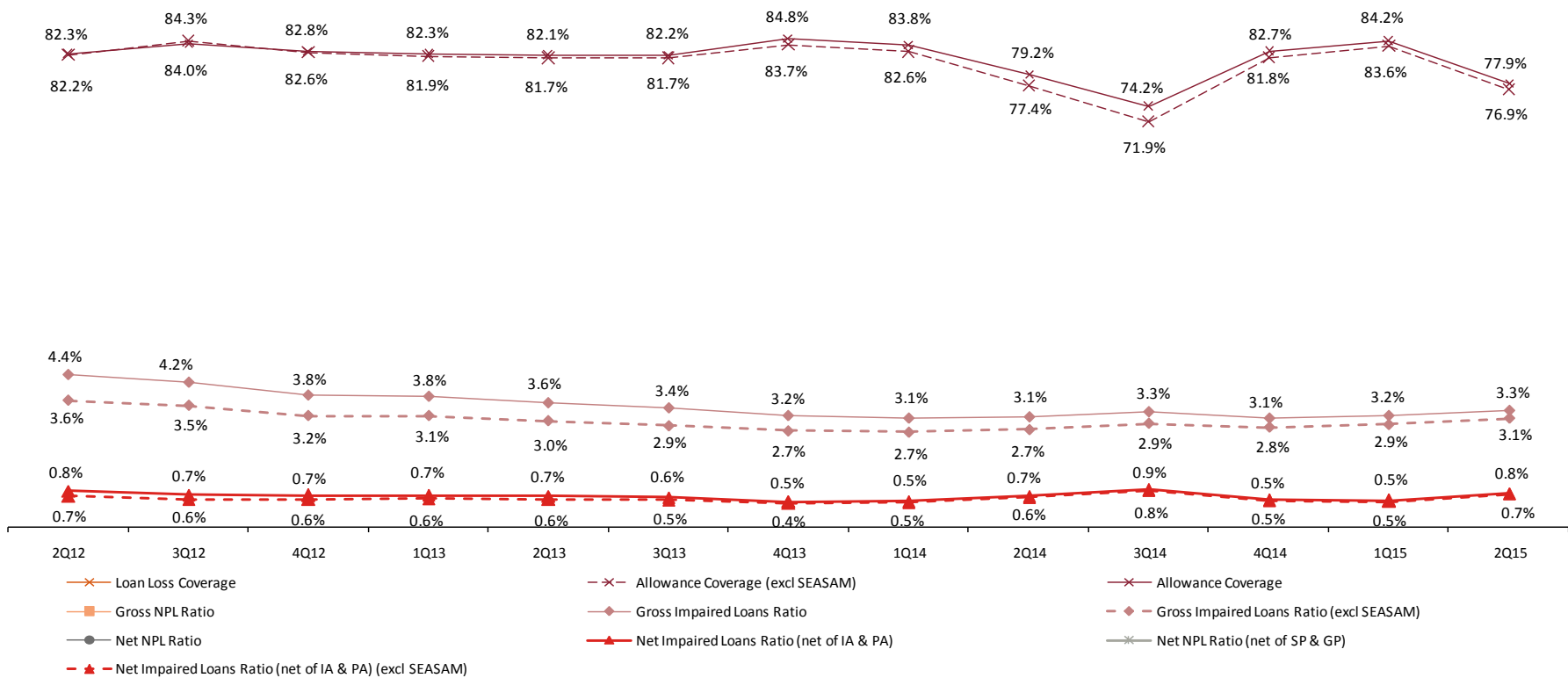
** Excluding STAMC

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


^ Annualised


Fixed deposit receipt call reclassified as savings from fixed deposits


Asset Quality Ratios – CIMB Group




IB Market Share and Ranking (1)

	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Cash Equities	11.3%	1	11.0%	1
IPO	11.7%	1	10.5%	4
ECM	30.6%	1	25.0%	1
EQL Products	-	-	-	-
M&A	12.2%	1	22.4%	1
Syndication ^	9.5%	2	7.9%	3
DCM Domestic	21.8%	2	27.5%	2
Sukuk	23.7%	2	31.4%	1

	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Cash Equities	5.0%	3	4.4%	4
IPO	2.1%	13	-	-
ECM	1.0%	16	-	-
EQL Products	-	-	-	-
M&A	-	-	-	-
Syndication ^	2.9%	9	2.1%	16
DCM	8.1%	6	15.5%	2

	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Cash Equities	5.7%	3	5.8%	4
IPO	1.0%	9	-	-
ECM	0.7%	11	-	-
EQL Products	-	-	-	-
M&A	-	-	2.0%	14
Syndication ^	20.0%	2	-	-
DCM	11.0%	2	5.2%	7

	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Cash Equities	9.5%	2	10.0%	1
IPO	-	-	6.1%	7
ECM	-	-	4.0%	8
EQL Products	-	-	-	-
M&A	0.6%	17	0.6%	31
Syndication ^	1.2%	22	0.6%	34
DCM	3.0%	6	3.6%	8

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

IB Market Share and Ranking (2)



	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.3%	45	0.3%	50
IPO	1.1%	23	1.9%	17
ECM	0.6%	33	0.8%	26
EQL Products	-	-	-	-
M&A	0.1%	34	-	-
Syndication ^	-	-	-	-

Global	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Sukuk	14.8%	1	13.0%	2

ASEAN	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.4%	2	5.1%	2
IPO	4.1%	6	5.3%	5
ECM	8.1%	3	10.7%	1
EQL Products	-	-	-	-
M&A	1.1%	18	3.3%	19
Syndication ^	4.1%	8	2.3%	15
DCM Domestic	13.0%	1	12.2%	1

Asia (ex-Japan) *	1H15		1H14	
	Market Share	Rank	Market Share	Rank
Institutional Cash Equities	3.0%~	14~	3.1%	14
IPO	1.7%	17	2.5%	10
ECM	1.3%	17	2.5%	11
EQL Products	1.0%	21	-	-
M&A	0.2%	53	0.8%	39
Syndication ^	1.0%	28	0.7%	41
DCM Domestic Sukuk	1.2%	28	0.9%	33
	22.4%	1	29.0%	1

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data
 Notes: ^ Mandated lead arranger * Excluding A-Share ~ 1Q15

AFS Q-o-Q Position

