



**CIMB Group**

# **Analyst Presentation FY17 Results**

28 February 2018

**FORWARD**  **ASEAN**

# Agenda

1. Key Highlights
2. CIMB Group FY17 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. Other Highlights
6. Final Remarks

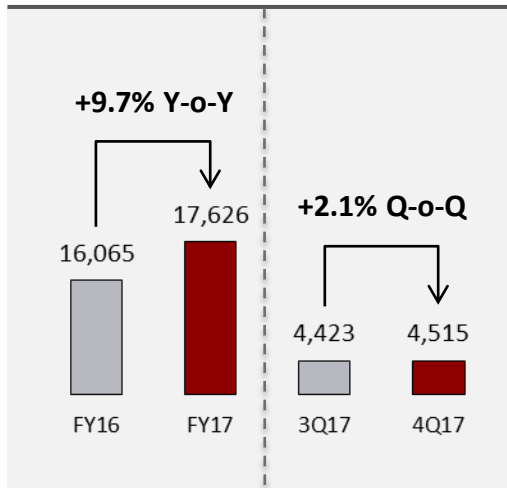
# CIMB Group : FY17 Results

## 1. Key Highlights

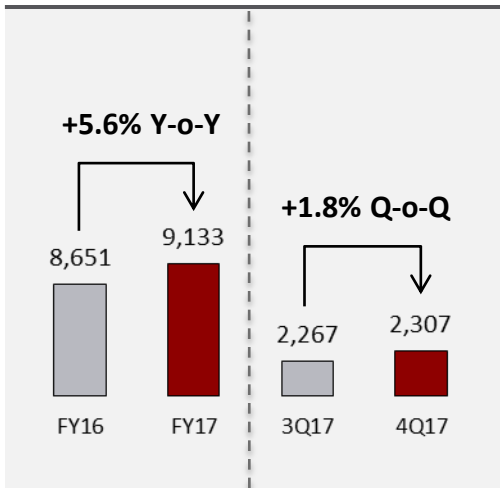
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# Key Financial Highlights

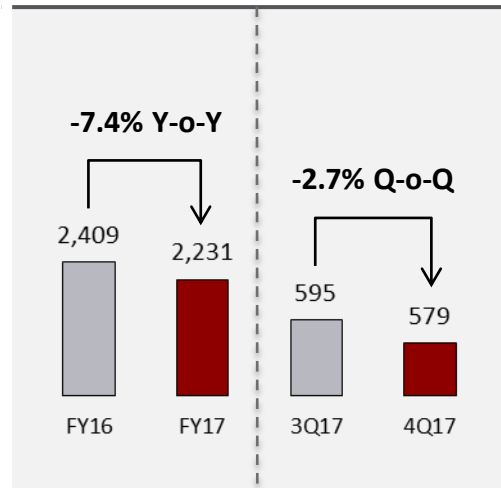
**Operating Income** (RM 'mil)



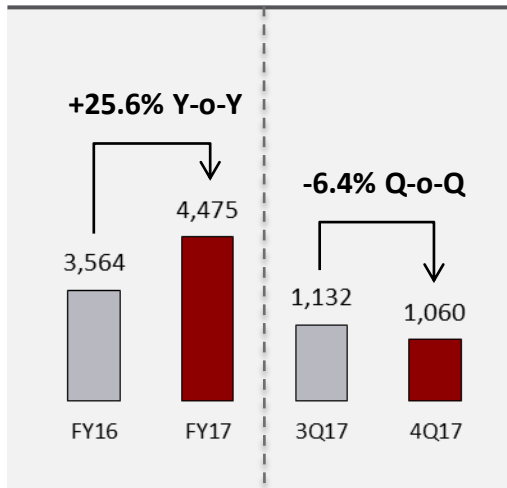
**Overhead Expenses** (RM 'mil)



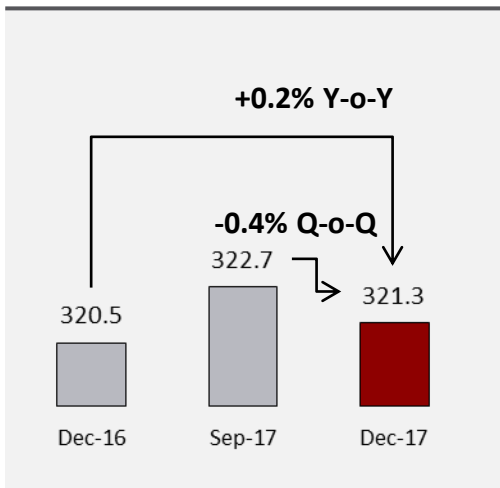
**Loan Impairment** (RM 'mil)



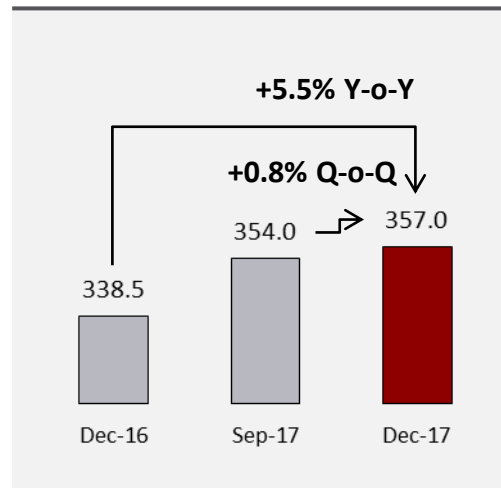
**Net Profit** (RM 'mil)



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



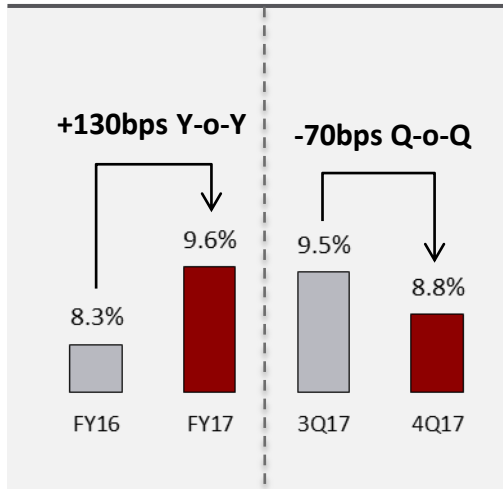
**Deposits** (RM 'bil)



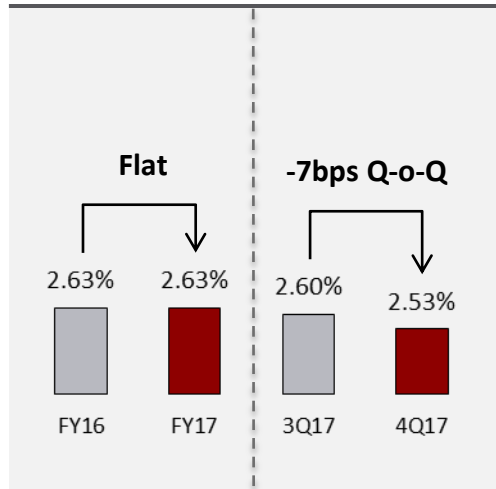
Notes: \* Excluding bad bank

# Key Ratios

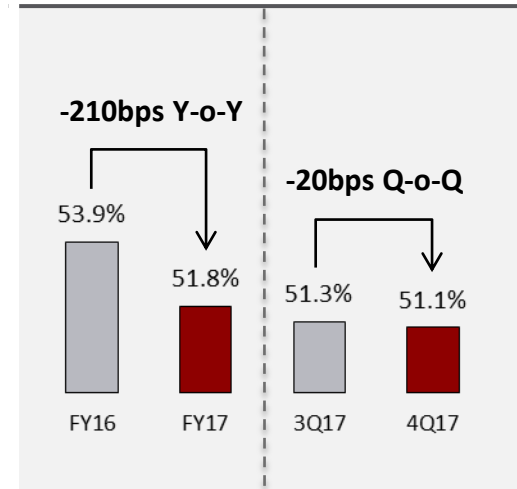
ROE



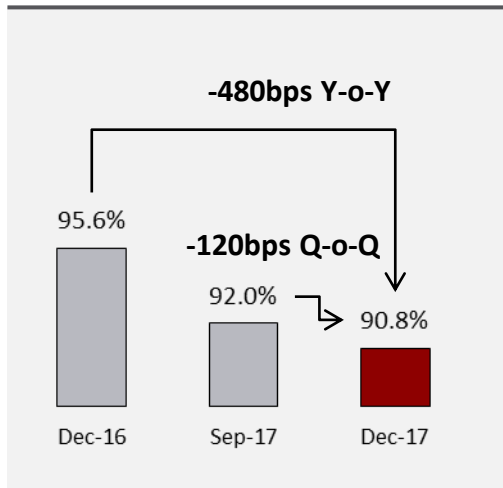
NIM



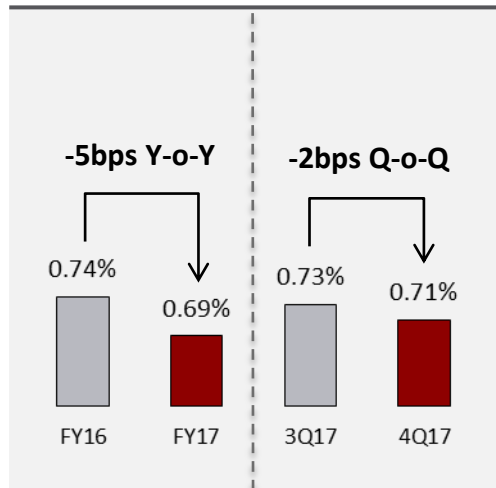
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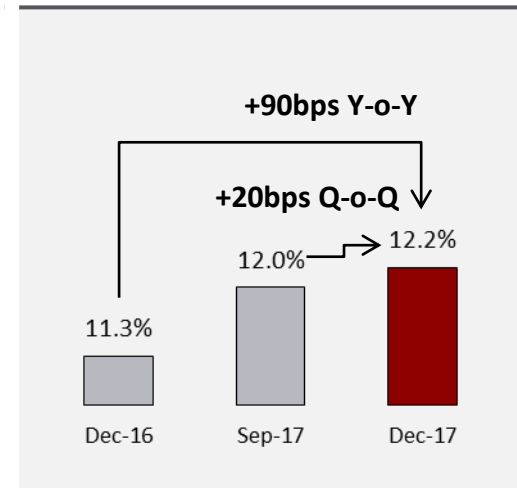
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Loan Loss Charge

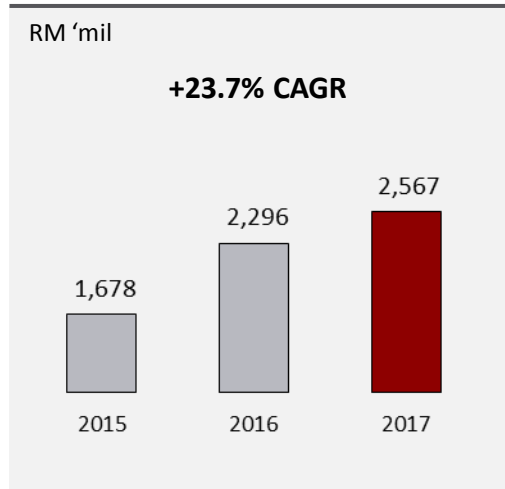


CET 1

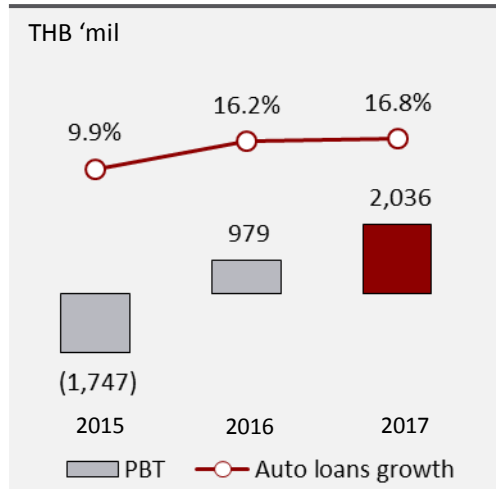


# Key Business / Operational Highlights

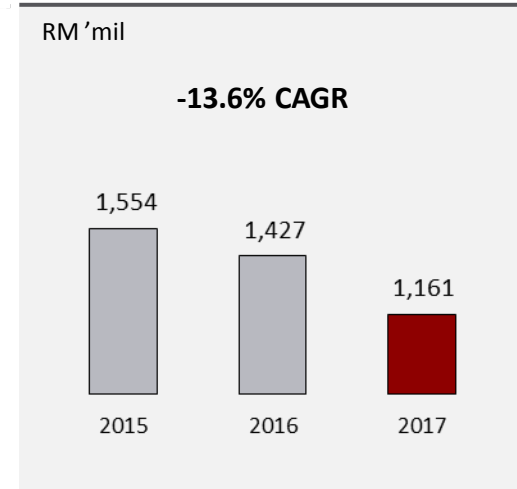
## Consumer PBT Growth



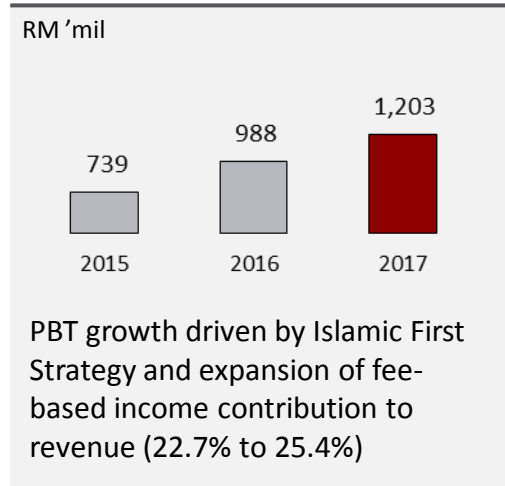
## Consumer Thailand PBT



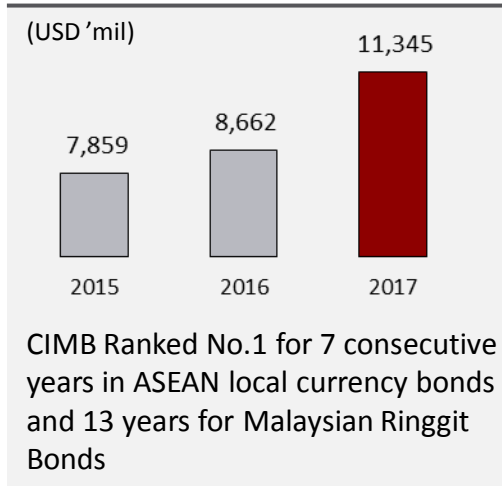
## Indonesia Provisions



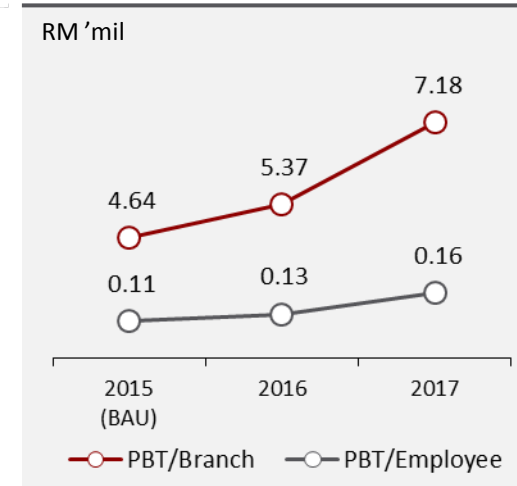
## Islamic PBT



## ASEAN Local Currency Bonds

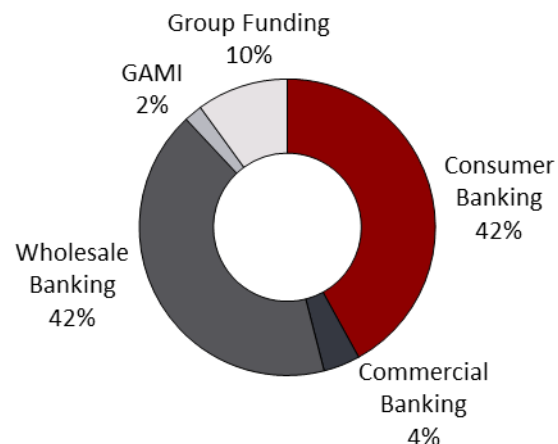


## Productivity

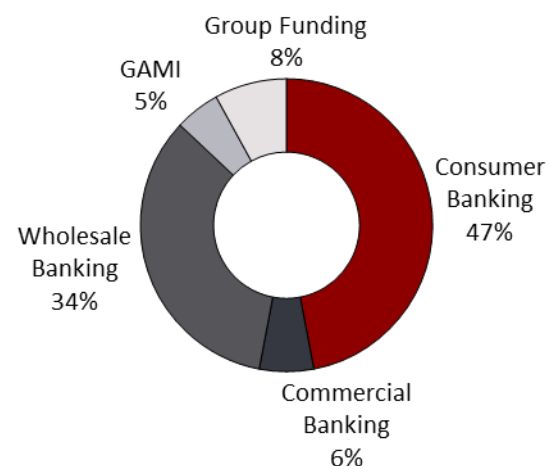


# PBT By Segments

FY17



FY16



## FY17 PBT Growth by Key Divisions

**Consumer Banking**

**Commercial Banking**

**Wholesale Banking**

**Group Asset Management & Investments**

**Group Funding**

PPOP Y-o-Y

**+12.3%**

**+12.2%**

**+13.8%**

**+33.1%**

**+32.5%**

PBT Y-o-Y

**+11.8%**

**-18.1%**

**+53.0%**

**-39.4%**

**+50.5%**

PBT Q-o-Q

**-9.3%**

**-231.3%**

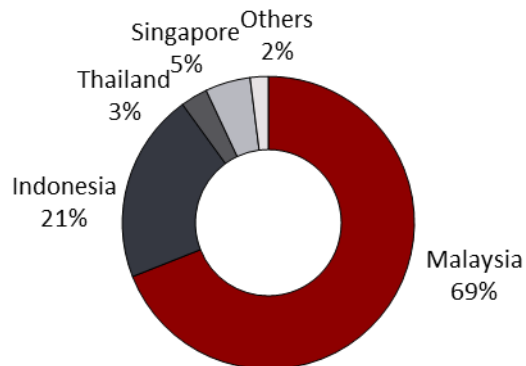
**+18.9%**

**+428.6%**

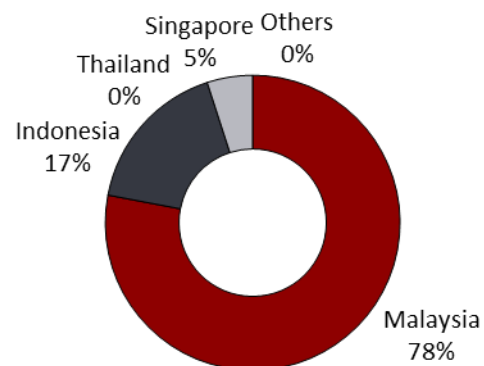
**+1.8%**

# PBT By Country

FY17\*



FY16\*



## FY17\* PBT Y-o-Y Growth by Key Countries



PPOP Y-o-Y

**+15.1%**

**+5.5%**

**+4.7%**

**+34.1%**

PBT Y-o-Y

**+10.7%**

**+48.5%**

**+>1,000%**

**+46.9%**

PBT Q-o-Q

**+22.0%**

**+18.2%**

**-147.8%**

**-13.3%**

Notes: \* Excluding HQ costs, which mainly comprise of funding costs



# Performance vs 2017 Targets

	FY17	FY17 Target
ROE	9.6%	9.5%
Dividend Payout Ratio	51%	40% - 60%
Total Loans Growth *	0.2%	7.0%
Loan Loss Charge	0.69%	0.60% - 0.65%
CET 1 (CIMB Group)	12.2%	>11.5%
Cost to income	51.8%	<53.0%

Notes: \* Excluding bad bank

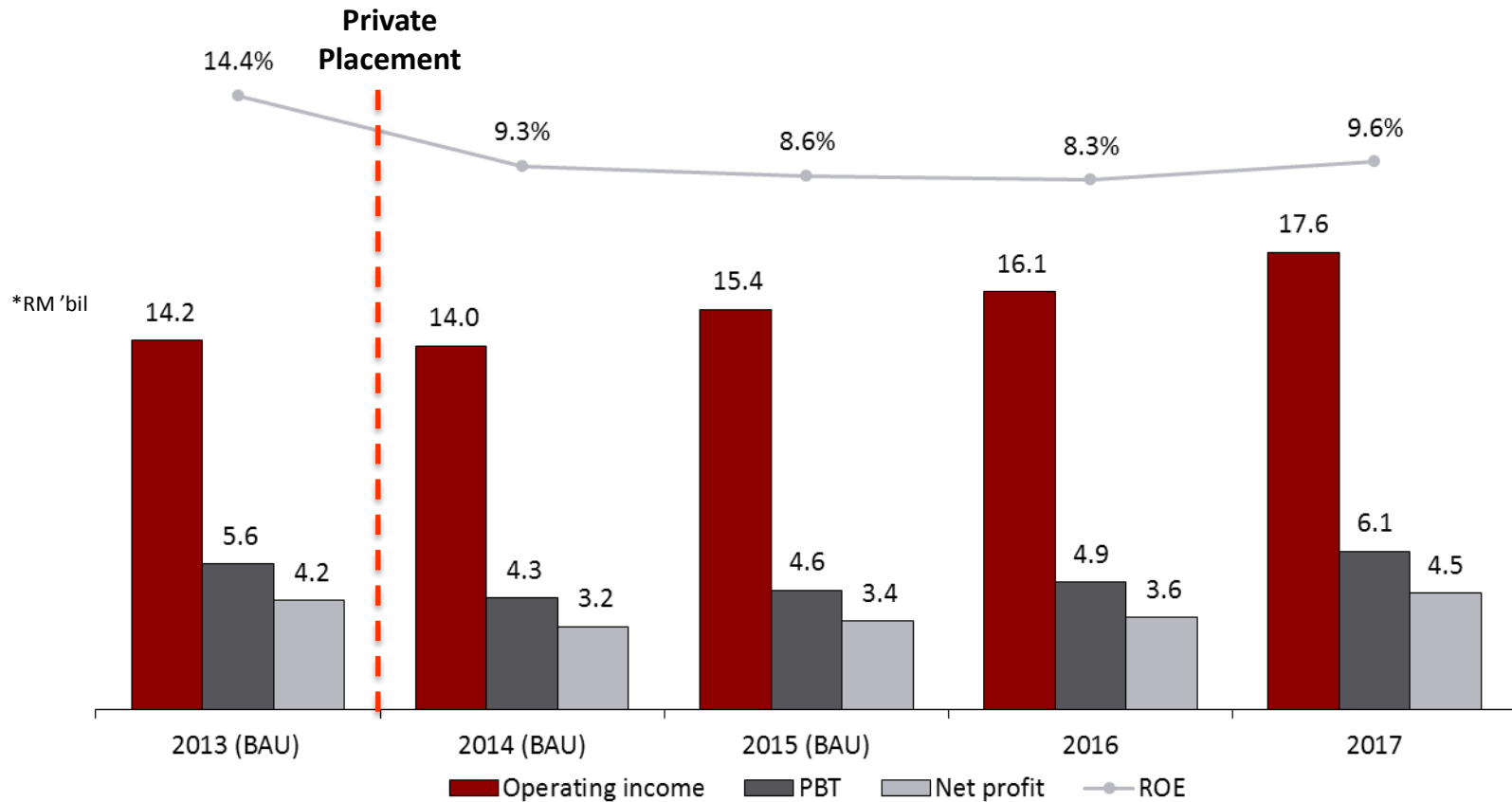
# CIMB Group : FY17 Results

## 2. CIMB Group FY17 Financials

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# Yearly Earnings Trend

Average BAU ROE from 2013 – 2017  10.0%



Notes: FY15: 1Q15 Excluding IB restructuring cost (RM202 mil) 2Q15 Excluding MY MSS cost (RM316 mil) and tax on MY MSS (RM79 mil)  
 3Q15 Excluding ID MSS cost (RM134 mil) and tax and MI on ID MSS (RM36 mil) 4Q15: ID MSS cost (RM32mil) and tax on ID MSS (RM8 mil)  
 FY14: 4Q14 Excluding gains from sale of Karawaci building (RM66 mil), gains from sale of Insurance Brokers (RM61 mil), IB goodwill impairment (RM128 mil) and DTA reversal (RM51 mil)  
 FY13: 1Q13 Excluding gains from sale of CIMB Aviva (RM515 mil), restructuring charges (RM217 mil) and tax impact (RM54 mil)

# Earnings Summary

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	12,207	11,263	8.4%	2,994	3,049	(1.8%)
Non interest income	5,419	4,802 <sup>^</sup>	12.8%	1,521	1,374	10.7%
<b>Operating income</b>	<b>17,626</b>	<b>16,065</b>	<b>9.7%</b>	<b>4,515</b>	<b>4,423</b>	<b>2.1%</b>
Overhead expenses	(9,133)	(8,651)	5.6%	(2,307)	(2,267)	1.8%
<b>PPOP</b>	<b>8,493</b>	<b>7,414</b>	<b>14.6%</b>	<b>2,208</b>	<b>2,156</b>	<b>2.4%</b>
Loan impairment	(2,231)	(2,409)	(7.4%)	(579)	(595)	(2.7%)
Other provisions	(165)	(236)	(30.1%)	(98)	(35)	180.0%
Share of JV / Associates	13	115	(88.7%)	4	2	100.0%
<b>PBT</b>	<b>6,110</b>	<b>4,884</b>	<b>25.1%</b>	<b>1,535</b>	<b>1,528</b>	<b>0.5%</b>
<b>Net profit</b>	<b>4,475</b>	<b>3,564</b>	<b>25.6%</b>	<b>1,060</b>	<b>1,132</b>	<b>(6.4%)</b>
<b>EPS (sen)</b>	<b>49.6</b>	<b>41.0</b>	<b>21.0%</b>	<b>11.6</b>	<b>12.5</b>	<b>(7.2%)</b>
<b>ROE (Annualised)</b>	<b>9.6%</b>	<b>8.3%</b>	<b>130bps</b>	<b>8.8%</b>	<b>9.5%</b>	<b>(70bps)</b>

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

# Key Ratios

(%)	FY17	FY16 <sup>^</sup>	Y-o-Y	4Q17	3Q17	Q-o-Q
ROE ~	9.6	8.3	↑	8.8	9.5	↓
NIM ~**	2.63	2.63	↔	2.53	2.60	↓
Non-interest income / total income	30.7	29.9	↑	33.7	31.1	↑
Cost to income	51.8	53.9	↓	51.1	51.3	↓
Allowance coverage #	70.5	79.8	↓	70.5	72.4	↓
Loan loss charge ~	0.69	0.74	↓	0.71	0.73	↓
Gross impaired loans ratio	3.4	3.3	↑	3.4	3.5	↓
Net impaired loans ratio (Net of IA and PA)	1.0	0.7	↑	1.0	1.0	↔
Average shareholders' funds (RM 'mil)	46,777	43,170	↑	48,145	47,595	↑
ROA ~	0.90	0.75	↑	0.85	0.91	↓
Book value per share (RM)	5.23	5.11	↑	5.23	5.31	↓
Loan to Deposit (LDR)	90.8	95.6	↓	90.8	92.0	↓
CASA ratio	35.0	35.7	↓	35.0	35.5	↓

Notes: ~ Annualised

\*\* Daily Average

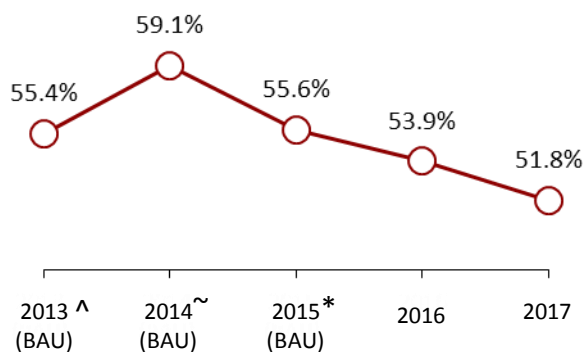
<sup>^</sup> Including gain on sale of Sun Life in 3Q16 (RM150 mil)

# Including regulatory reserve, allowance coverage was 84.1% as at end-Dec2017

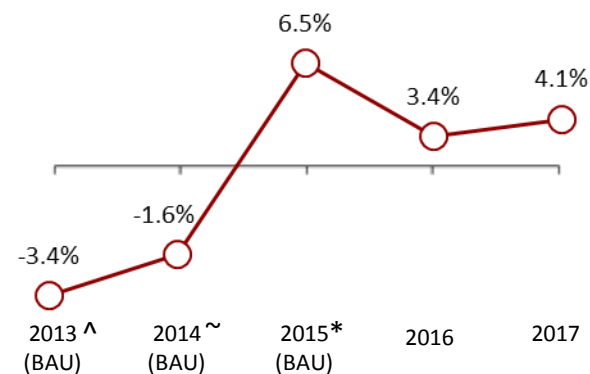
# Operating Expenses

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Personnel	5,254	4,821	9.0%	1,336	1,314	1.7%
Establishment	2,130	2,108	1.0%	479	546	(12.3%)
Marketing	302	311	(2.9%)	90	63	42.9%
Admin & General	1,447	1,411	2.6%	402	344	16.9%
<b>Total</b>	<b>9,133</b>	<b>8,651</b>	<b>5.6%</b>	<b>2,307</b>	<b>2,267</b>	<b>1.8%</b>
<b>Cost to income</b>	<b>51.8%</b>	<b>53.9%</b>	<b>(210bps)</b>	<b>51.1%</b>	<b>51.3%</b>	<b>(20bps)</b>

## CI Ratio



## JAW

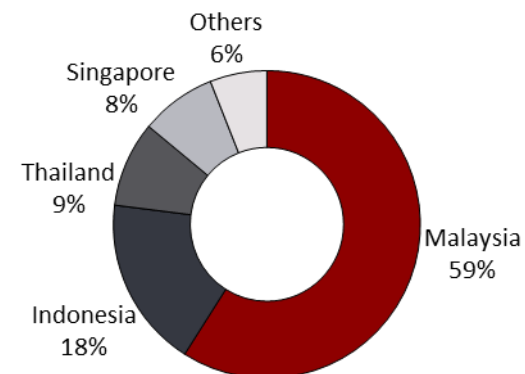


Notes: \*FY15: 1Q15 Excluding IB restructuring cost (RM202 mil) 2Q15 Excluding MY MSS cost (RM316 mil) 3Q15 Excluding ID MSS cost (RM134 mil) 4Q15: ID MSS cost (RM32mil)  
 ~FY14: 4Q14 Excluding gains from sale of Karawaci building (RM66 mil) and gains from sale of Insurance Brokers (RM61 mil)  
 ^FY13: 1Q13 Excluding gains from sale of CIMB Aviva (RM515 mil) and restructuring charges (RM217 mil)

# Gross Loans Growth

Divisions / Products (RM 'bil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
<b>Consumer Banking (52.2%)</b>	<b>167.6</b>	<b>161.1</b>	<b>4.0%</b>	<b>166.1</b>	<b>0.9%</b>
Mortgages	86.7	80.2	8.1%	85.8	1.0%
Term Loans	35.7	36.2	(1.4%)	35.4	0.8%
Auto	19.4	19.7	(1.5%)	19.5	(0.5%)
Credit Cards	9.5	9.8	(3.1%)	9.4	1.1%
Personal Financing	4.6	4.9	(6.1%)	4.8	(4.2%)
Enterprise	8.8	7.8	12.8%	8.4	4.8%
Others	2.9	2.5	16.0%	2.8	3.6%
<b>Commercial Banking (13.3%)</b>	<b>43.0</b>	<b>41.7</b>	<b>3.1%</b>	<b>43.0</b>	-
<b>Wholesale Banking (34.5%)</b>	<b>110.7</b>	<b>117.7</b>	<b>(5.9%)</b>	<b>113.6</b>	<b>(2.6%)</b>
<b>Gross Loans excl bad bank*</b>	<b>321.3</b>	<b>320.5</b>	<b>0.2%</b>	<b>322.7</b>	<b>(0.4%)</b>
<b>Bad Bank</b>	<b>2.9</b>	<b>3.2</b>	<b>(9.4%)</b>	<b>3.1</b>	<b>(6.5%)</b>
<b>Total Gross Loans</b>	<b>324.2</b>	<b>323.7</b>	<b>0.2%</b>	<b>325.8</b>	<b>(0.5%)</b>

Loans by Country as at 31 Dec 17 #



Loans Growth\*\* Y-o-Y

Malaysia	6.5%
Indonesia ^	2.8%
Thailand ^	2.9%
Singapore ^	(2.7%)
Others**	(11.8%)
<b>Group ~</b>	<b>3.1%</b>

Notes: \* Excluding FX fluctuations, total gross loans grew 3.1% Y-o-Y and 1.1% Q-o-Q

+ Gross loans exclude bad bank

# Based on geographical location of counterparty, excluding bad bank

^ In local currency

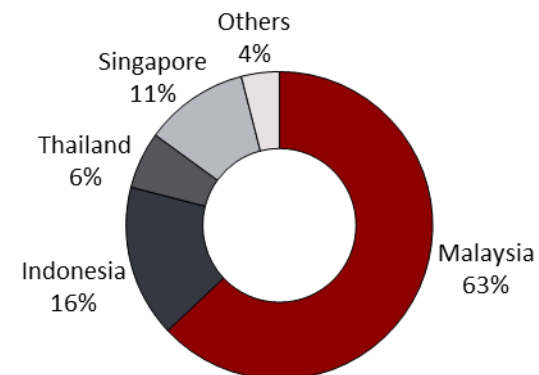
~ Excluding FX fluctuations

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

# Deposits Growth

Divisions / Products (RM 'bil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
<b>Consumer Banking (46.2%)</b>	<b>164.8</b>	<b>151.0</b>	<b>9.1%</b>	<b>166.4</b>	<b>(1.0%)</b>
<b>Commercial Banking (12.8%)</b>	<b>45.8</b>	<b>45.4</b>	<b>0.9%</b>	<b>45.3</b>	<b>1.1%</b>
<b>Wholesale Banking # (41.0%)</b>	<b>146.4</b>	<b>142.1</b>	<b>3.0%</b>	<b>142.3</b>	<b>2.9%</b>
<b>Total *</b>	<b>357.0</b>	<b>338.5</b>	<b>5.5%</b>	<b>354.0</b>	<b>0.8%</b>

## Deposits by Country as at 31 Dec 17



## Deposits Growth Y-o-Y

Deposits Growth	Y-o-Y
Malaysia	12.4%
Indonesia ^	4.8%
Thailand ^	(3.4%)
Singapore ^	2.5%
Others**	(4.8%)
<b>Group ~</b>	<b>8.0%</b>

Notes: \* Excluding FX fluctuations, total group deposits +8.0%Y-o-Y and +2.2% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

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

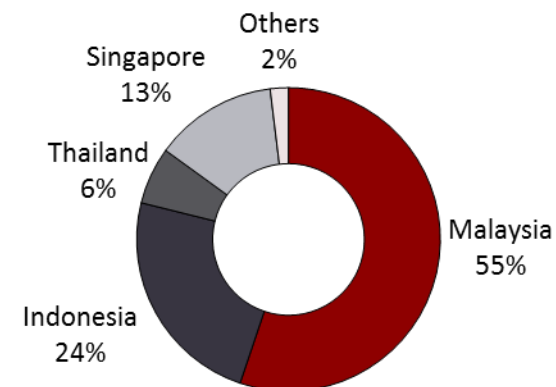
\*\* Including Labuan, London, Cambodia, Hong Kong & Shanghai



# CASA Growth

Country (RM 'bil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia	68.6	63.1	8.7%	67.2	2.1%
Indonesia **	29.8	30.7	(2.9%)	31.3	(4.8%)
Thailand	7.7	10.6	(27.4%)	8.4	(8.3%)
Singapore	16.4	14.1	16.3%	16.0	2.5%
Others <sup>+</sup>	2.4	2.3	4.3%	2.7	(11.1%)
<b>Total *</b>	<b>124.9</b>	<b>120.8</b>	<b>3.4%</b>	<b>125.6</b>	<b>(0.6%)</b>

CASA by Country as at 31 Dec 17



CASA Growth Y-o-Y

Malaysia	8.7%
Indonesia ^	8.3%
Thailand ^	(27.3%)
Singapore ^	18.6%
<b>Group ~</b>	<b>6.8%</b>

Notes: \* Excluding FX fluctuations, total CASA grew 6.8% Y-o-Y and 1.1% Q-o-Q

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

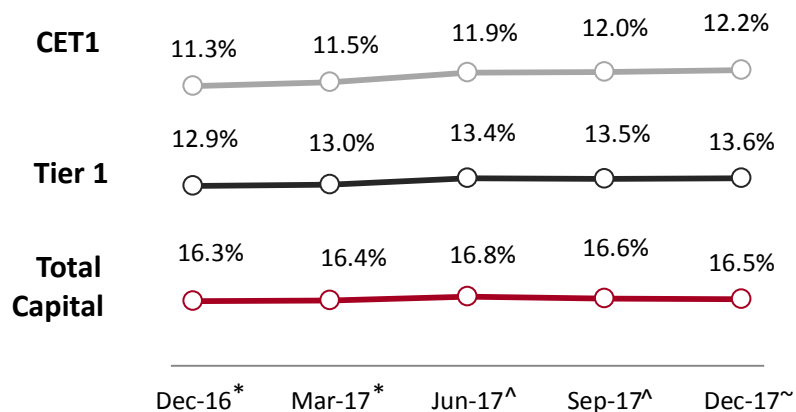
^ In local currency

~ Excluding FX fluctuations

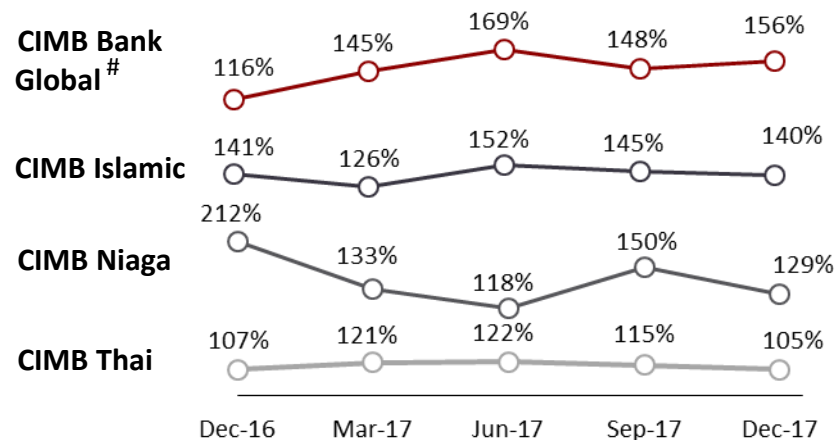
+ Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Capital and Liquidity Management : CIMB Group

## Capital Ratios

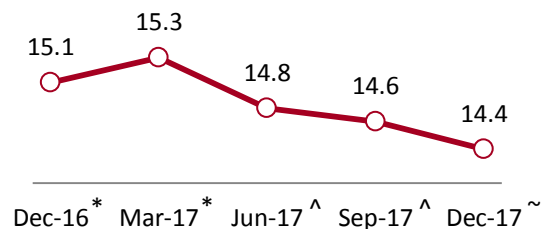


## LCR

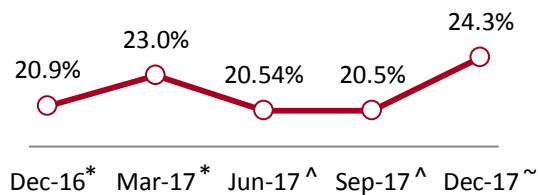


Notes: # Includes CIMB Bank Domestic, CIMB Singapore, CIMB Labuan Offshore, CIMB London, CIMB Hong Kong, CIMB Shanghai and CIMB Labuan Ltd

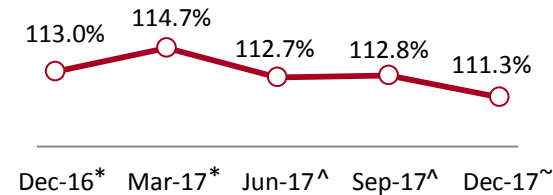
## Leverage Ratio (times)



## Gearing Ratio



## Double Leverage Ratio



### Notes:

\* 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 & assumed corresponding DRS take-up rate of 82.2%

~ Post CIMBGH's FY17 Second Interim Dividend & the projected corresponding DRS (80.0% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank

# **CIMB Group : FY17 Results**

## **3.1 Regional Consumer Banking**

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# Consumer Banking

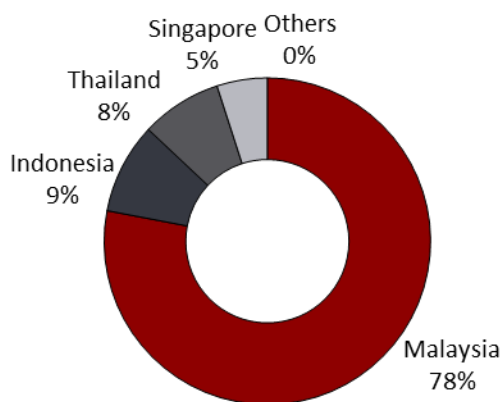
(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	5,842	5,418	7.8%	1,429	1,485	(3.8%)
Non interest income	2,059	1,833	12.3%	536	547	(2.0%)
<b>Operating income</b>	<b>7,901</b>	<b>7,251</b>	<b>9.0%</b>	<b>1,965</b>	<b>2,032</b>	<b>(3.3%)</b>
Overhead expenses	(4,393)	(4,126)	6.5%	(1,121)	(1,117)	0.4%
<b>PPOP</b>	<b>3,508</b>	<b>3,125</b>	<b>12.3%</b>	<b>844</b>	<b>915</b>	<b>(7.8%)</b>
(Provisions) / Writeback	(946)	(831)	13.8%	(194)	(197)	(1.5%)
Share of JV / Associates	5	2	150.0%	2	1	100.0%
<b>PBT</b>	<b>2,567</b>	<b>2,296</b>	<b>11.8%</b>	<b>652</b>	<b>719</b>	<b>(9.3%)</b>
<b>PBT by Country</b>	<b>FY17</b>	<b>FY16</b>	<b>Y-o-Y</b>	<b>4Q17</b>	<b>3Q17</b>	<b>Q-o-Q</b>
Malaysia (RM 'mil)	2,003	1,771	13.1%	478	536	(10.8%)
Indonesia (IDR 'bil)	625	1,094	(42.9%)	297	225	32.0%
Thailand (THB 'mil)	2,036	979	108.0%	428	627	(31.7%)
Singapore (SGD 'mil)	28	19	47.4%	7	8	(12.5%)
Others * (RM 'mil)	18	13	38.5%	5	5	-
<b>PBT</b>	<b>2,567</b>	<b>2,296</b>	<b>11.8%</b>	<b>652</b>	<b>719</b>	<b>(9.3%)</b>

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

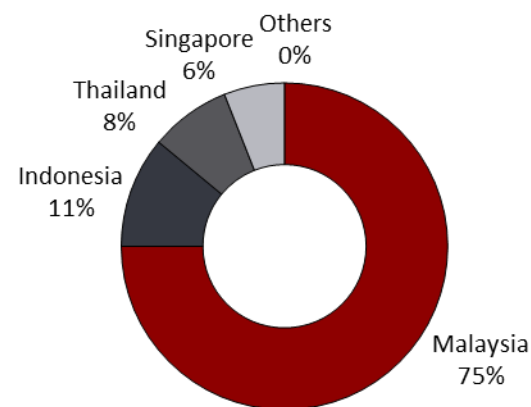
# Consumer Banking : Gross Loans

Country	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia (RM 'bil)	130.1	121.1	7.4%	126.8	2.6%
Indonesia (IDR 'bil)	48,635	52,130	(6.7%)	49,599	(1.9%)
Thailand (THB 'bil)	110.9	102.9	7.8%	111.0	(0.1%)
Singapore (SGD 'mil)	2,768	2,923	(5.3%)	2,856	(3.1%)
Others * (RM 'bil)	0.7	0.6	16.7%	0.7	-
<b>Total Consumer Loans (RM 'bil)</b>	<b>167.6</b>	<b>161.1</b>	<b>4.0%</b>	<b>166.1</b>	<b>0.9%</b>

31 Dec 17



31 Dec 16



Notes: Loan base excludes bad bank

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

# Consumer Banking : Deposits

Country	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia (RM 'bil)	103.3	89.3	15.7%	102.0	1.3%
Indonesia (IDR 'bil)	95,772	93,677	2.2%	96,571	(0.8%)
Thailand (THB 'bil)	99.2	105.6	(6.1%)	104.3	(4.9%)
Singapore (SGD 'mil)	6,673	5,648	18.1%	6,645	0.4%
Others * (RM 'bil)	1.2	0.9	33.3%	1.2	-
<b>Total Consumer Deposits (RM 'bil)</b>	<b>164.8</b>	<b>151.0</b>	<b>9.1%</b>	<b>166.4</b>	<b>(1.0%)</b>
Products (RM 'bil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Current	30.6	27.9	9.7%	29.4	4.1%
Savings	40.9	41.3	(1.0%)	42.9	(4.7%)
Fixed and Structured Deposits	93.3	81.8	14.1%	94.1	(0.9%)
<b>Total</b>	<b>164.8</b>	<b>151.0</b>	<b>9.1%</b>	<b>166.4</b>	<b>(1.0%)</b>

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

# CIMB Group : FY17 Results

## 3.2 Regional Commercial Banking

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# Commercial Banking

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	1,767	1,685	4.9%	442	433	2.1%
Non interest income	416	338	23.1%	102	96	6.3%
<b>Operating income</b>	<b>2,183</b>	<b>2,023</b>	<b>7.9%</b>	<b>544</b>	<b>529</b>	<b>2.8%</b>
Overhead expenses	(1,155)	(1,107)	4.3%	(282)	(285)	(1.1%)
<b>PPOP</b>	<b>1,028</b>	<b>916</b>	<b>12.2%</b>	<b>262</b>	<b>244</b>	<b>7.4%</b>
(Provisions) / Writeback	(792)	(628)	26.1%	(304)	(212)	43.4%
Share of JV / Associates	-	-	-	-	-	-
<b>PBT</b>	<b>236</b>	<b>288</b>	<b>(18.1%)</b>	<b>(42)</b>	<b>32</b>	<b>(231.3%)</b>

Country	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Malaysia (RM 'mil)	494	483	2.3%	124	123	0.8%
Indonesia (IDR 'bil)	212	228	(7.0%)	(61)	145	(142.1%)
Thailand (THB 'mil)	(2,297)	(2,333)	1.5%	(973)	(873)	(11.5%)
Singapore (SGD 'mil)	(20)	(4)	(400.0%)	(10)	(10)	-
Others * (RM 'mil)	27	19	42.1%	8	6	33.3%
<b>PBT (RM 'mil)</b>	<b>236</b>	<b>288</b>	<b>(18.1%)</b>	<b>(42)</b>	<b>32</b>	<b>(231.3%)</b>

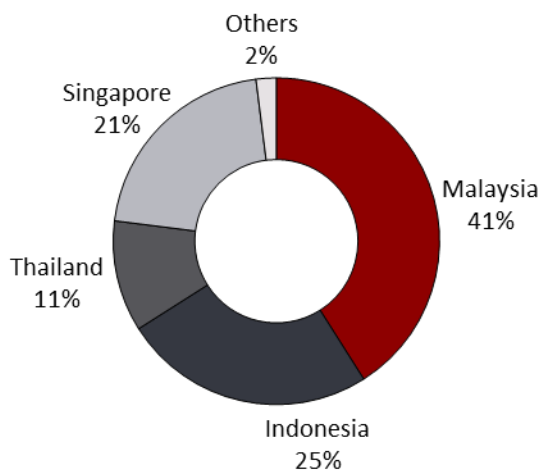
Note: \* Including Labuan, London, Cambodia, Hong Kong & Shanghai



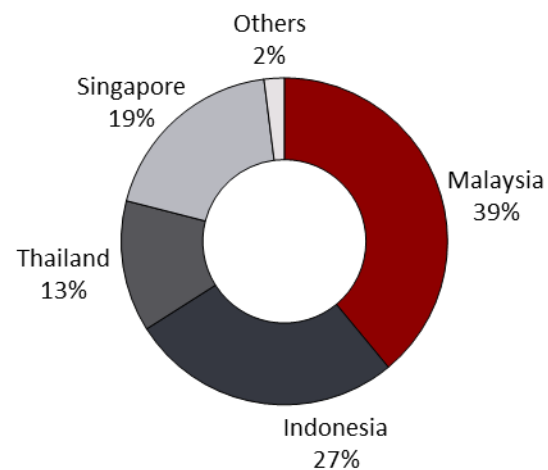
# Commercial Banking : Gross Loans

Country	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia (RM 'bil)	17.8	16.1	10.6%	17.1	4.1%
Indonesia (IDR 'bil)	34,986	33,803	3.5%	34,684	0.9%
Thailand (THB 'bil)	36.8	41.3	(10.9%)	37.2	(1.1%)
Singapore (SGD 'mil)	2,931	2,588	13.3%	2,880	1.8%
Others * (RM 'bil)	1.0	0.9	11.1%	1.0	-
<b>Total Commercial Loans (RM 'bil)</b>	<b>43.0</b>	<b>41.7</b>	<b>3.1%</b>	<b>43.0</b>	<b>-</b>

31 Dec 17



31 Dec 16



Notes: Loan base excludes bad bank

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

# Commercial Banking : Deposits

Country	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia (RM 'bil)	21.8	18.4	18.5%	20.9	4.3%
Indonesia (IDR 'bil)	37,715	34,319	9.9%	36,072	4.6%
Thailand (THB 'bil)	15.7	13.1	19.8%	14.3	9.8%
Singapore (SGD 'mil)	3,252	4,323	(24.8%)	3,392	(4.1%)
Others * (RM 'bil)	0.9	0.5	80.0%	0.7	28.6%
<b>Total Commercial Deposits (RM 'bil)</b>	<b>45.8</b>	<b>45.4</b>	<b>0.9%</b>	<b>45.3</b>	<b>1.1%</b>

Products (RM 'bil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Current	21.3	18.8	13.3%	20.0	6.5%
Savings	1.3	1.0	30.0%	1.2	8.3%
Fixed and Structured Deposits	23.2	25.6	(9.4%)	24.1	(3.7%)
<b>Total</b>	<b>45.8</b>	<b>45.4</b>	<b>0.9%</b>	<b>45.3</b>	<b>1.1%</b>

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

# CIMB Group : FY17 Results

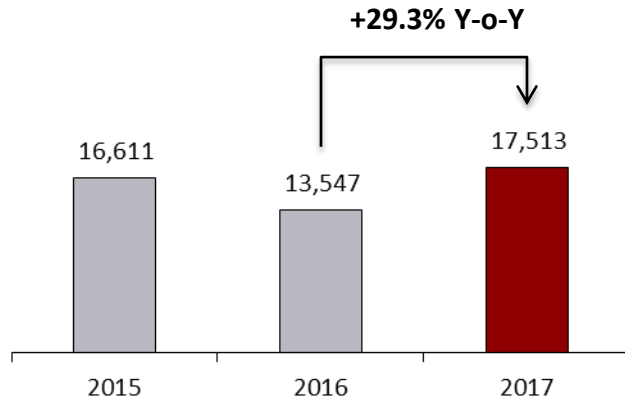
## 3.3 Regional Wholesale Banking

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# ASEAN Capital Markets Activities

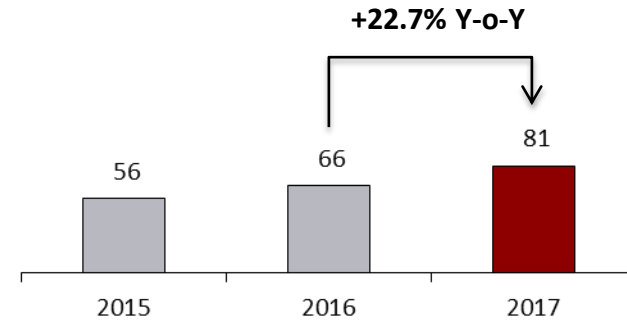
## Industry ASEAN ECM

USD 'mil



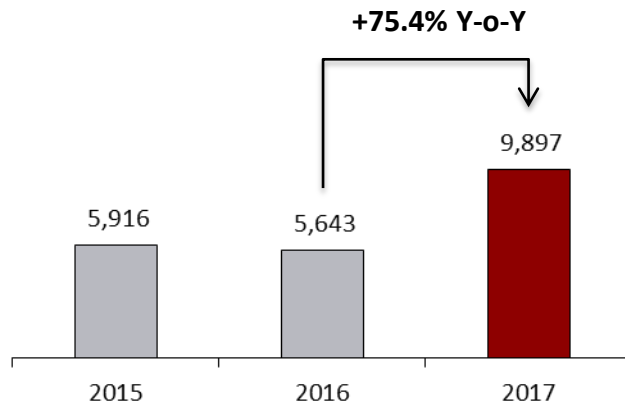
## Industry ASEAN DCM

USD 'bil



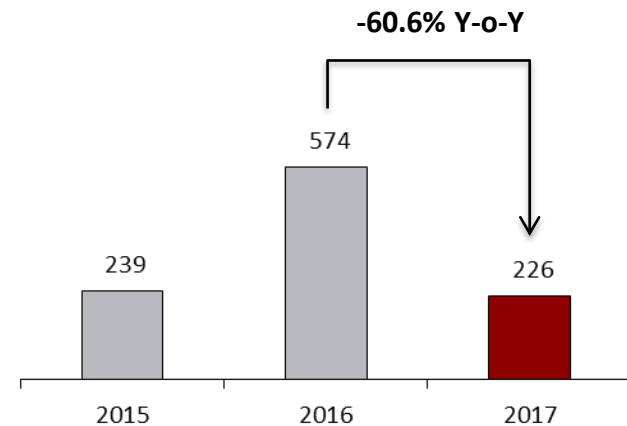
## Industry ASEAN IPO

USD 'mil



## Industry ASEAN M&A

USD 'bil



# Wholesale Banking

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	3,659	3,435	6.5%	901	901	-
Non interest income	2,299	1,980	16.1%	699	564	23.9%
<b>Total Income</b>	<b>5,958</b>	<b>5,415</b>	<b>10.0%</b>	<b>1,600</b>	<b>1,465</b>	<b>9.2%</b>
Overhead expenses	(2,826)	(2,664)	6.1%	(747)	(673)	11.0%
<b>PPOP</b>	<b>3,132</b>	<b>2,751</b>	<b>13.8%</b>	<b>853</b>	<b>792</b>	<b>7.7%</b>
(Provisions) / Writeback	(565)	(1,073)	(47.3%)	(131)	(185)	(29.2%)
Share of JV / associates	-	-	-	-	-	-
<b>PBT</b>	<b>2,567</b>	<b>1,678</b>	<b>53.0%</b>	<b>722</b>	<b>607</b>	<b>18.9%</b>

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Corporate Banking (61.7%)	1,585	984	61.1%	459	345	33.0%
Treasury & Markets~ (32.8%)	841	651	29.2%	183	212	(13.7%)
Investment Banking + (5.5%)	141	43	227.9%	80	50	60.0%
<b>PBT</b>	<b>2,567</b>	<b>1,678</b>	<b>53.0%</b>	<b>722</b>	<b>607</b>	<b>18.9%</b>

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

# Wholesale Banking : Corporate Banking

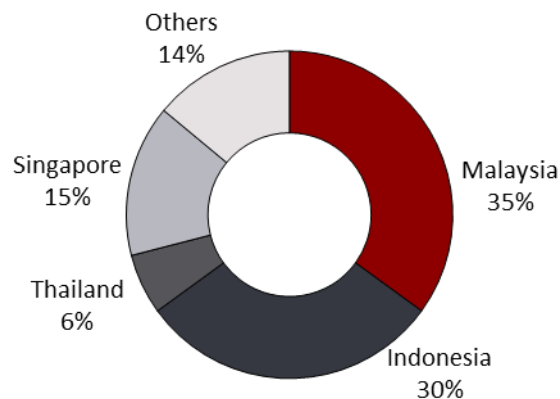
(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	2,576	2,422	6.4%	643	639	0.6%
Non interest income	541	673	(19.6%)	173	124	39.5%
<b>Operating income</b>	<b>3,117</b>	<b>3,095</b>	<b>0.7%</b>	<b>816</b>	<b>763</b>	<b>6.9%</b>
Overhead expenses	(1,027)	(1,064)	(3.5%)	(266)	(236)	12.7%
<b>PPOP</b>	<b>2,090</b>	<b>2,031</b>	<b>2.9%</b>	<b>550</b>	<b>527</b>	<b>4.4%</b>
(Provisions) / Writeback	(505)	(1,047)	(51.8%)	(91)	(182)	(50.0%)
<b>PBT</b>	<b>1,585</b>	<b>984</b>	<b>61.1%</b>	<b>459</b>	<b>345</b>	<b>33.0%</b>
Country	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Malaysia (RM 'mil)	743	810	(8.3%)	201	173	16.2%
Indonesia (IDR 'bil)	706	(1,046)	167.5%	390	12	>1000%
Thailand (THB 'mil)	489	(298)	264.1%	103	228	(54.8%)
Singapore (SGD 'mil)	64	64	0.0%	14	15	(6.7%)
Others * (RM 'mil)	354	342	3.5%	77	95	(18.9%)
<b>PBT (RM 'mil)</b>	<b>1,585</b>	<b>984</b>	<b>61.1%</b>	<b>459</b>	<b>345</b>	<b>33.0%</b>

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

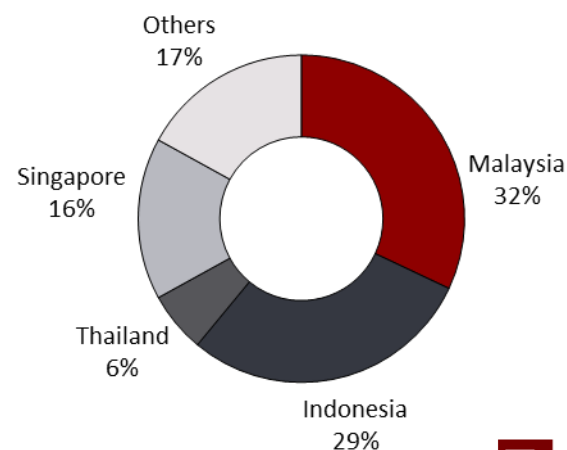
# Wholesale Banking : Gross Loans

Country	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia (RM 'bil)	36.0	36.7	(1.9%)	35.6	1.1%
Indonesia (IDR 'bil)	101,514	94,231	7.7%	94,521	7.4%
Thailand (THB 'bil)	57.9	55.7	3.9%	52.3	10.7%
Singapore (SGD 'mil)	5,300	5,784	(8.4%)	5,654	(6.3%)
Others * (RM 'bil)	14.4	19.1	(24.6%)	16.4	(12.2%)
<b>Total Corporate Loans (RM 'bil)</b>	<b>104.7</b>	<b>114.0</b>	<b>(8.2%)</b>	<b>106.4</b>	<b>(1.6%)</b>
Other Wholesale Loans (RM 'bil)	6.0	3.7	62.2%	7.2	(16.7%)
<b>Total Wholesale Loans (RM 'bil)</b>	<b>110.7</b>	<b>117.7</b>	<b>(5.9%)</b>	<b>113.6</b>	<b>(2.6%)</b>

Corporate Loans as at 31 Dec 17



Corporate Loans as at 31 Dec 16



Notes: Loan base excludes bad bank

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

# Wholesale Banking : Deposits

Country	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Malaysia (RM 'bil)	68.2	57.7	18.2%	65.4	4.3%
Indonesia (IDR 'bil)	55,830	52,575	6.2%	54,604	2.2%
Thailand (THB 'bil)	62.5	65.0	(3.8%)	55.7	12.2%
Singapore (SGD 'mil)	1,668	1,499	11.3%	1,093	52.6%
Others * (RM 'bil)	8.4	10.9	(22.9%)	8.9	(5.6%)
<b>Total Corporate Deposits (RM 'bil)</b>	<b>98.3</b>	<b>93.0</b>	<b>5.7%</b>	<b>94.3</b>	<b>4.2%</b>
Other Wholesale Deposits (RM 'bil)	48.1	49.1	(2.0%)	48.0	0.2%
<b>Total Wholesale Deposits (RM 'bil)</b>	<b>146.4</b>	<b>142.1</b>	<b>3.0%</b>	<b>142.3</b>	<b>2.9%</b>
Wholesale Deposits (RM 'bil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Current	24.3	24.1	0.8%	25.3	(4.0%)
Savings	1.8	4.1	(56.1%)	1.5	20.0%
Fixed and Structured Deposits	72.2	64.8	11.4%	67.5	7.0%
<b>Total Corporate Deposits (RM 'bil)</b>	<b>98.3</b>	<b>93.0</b>	<b>5.7%</b>	<b>94.3</b>	<b>4.2%</b>
Other Wholesale Deposits (RM 'bil)	48.1	49.1	(2.0%)	48.0	0.2%
<b>Total Wholesale Deposits (RM 'bil)</b>	<b>146.4</b>	<b>142.1</b>	<b>3.0%</b>	<b>142.3</b>	<b>2.9%</b>

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



# Wholesale Banking : Treasury & Markets

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	841	775	8.5%	198	201	(1.5%)
Non interest income	818	475	72.2%	204	213	(4.2%)
<b>Operating income</b>	<b>1,659</b>	<b>1,250</b>	<b>32.7%</b>	<b>402</b>	<b>414</b>	<b>(2.9%)</b>
Overhead expenses	(796)	(600)	32.7%	(209)	(200)	4.5%
<b>PPOP</b>	<b>863</b>	<b>650</b>	<b>32.8%</b>	<b>193</b>	<b>214</b>	<b>(9.8%)</b>
(Provisions) / Writeback	(22)	1	>1000.0%	(10)	(2)	400.0%
<b>PBT</b>	<b>841</b>	<b>651</b>	<b>29.2%</b>	<b>183</b>	<b>212</b>	<b>(13.7%)</b>
Country	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Malaysia (RM 'mil)	187	(150)	224.7%	34	20	70.0%
Indonesia (IDR 'bil)	725	706	2.7%	219	178	23.0%
Thailand (THB 'mil)	387	570	(32.1%)	143	133	7.5%
Singapore (SGD 'mil)	15	16	(6.3%)	(5)	6	(183.3%)
Others * (RM 'mil)	324	465	(30.3%)	76	100	(24.0%)
<b>PBT (RM 'mil)</b>	<b>841</b>	<b>651</b>	<b>29.2%</b>	<b>183</b>	<b>212</b>	<b>(13.7%)</b>

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

# Wholesale Banking : Investment Banking

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	242	238	1.7%	60	61	(1.6%)
Non interest income	940	832	13.0%	322	227	41.9%
<b>Operating income</b>	<b>1,182</b>	<b>1,070</b>	<b>10.5%</b>	<b>382</b>	<b>288</b>	<b>32.6%</b>
Overhead expenses	(1,003)	(1,000)	0.3%	(272)	(237)	14.8%
<b>PPOP</b>	<b>179</b>	<b>70</b>	<b>155.7%</b>	<b>110</b>	<b>51</b>	<b>115.7%</b>
(Provisions) / Writeback	(38)	(27)	40.7%	(30)	(1)	>1000%
Share of JV/Associates	-	-	-	-	-	-
<b>PBT</b>	<b>141</b>	<b>43</b>	<b>227.9%</b>	<b>80</b>	<b>50</b>	<b>60.0%</b>
<b>Country</b>	<b>FY17</b>	<b>FY16</b>	<b>Y-o-Y</b>	<b>4Q17</b>	<b>3Q17</b>	<b>Q-o-Q</b>
Malaysia (RM 'mil)	193	163	18.4%	109	46	137.0%
Indonesia (IDR 'bil)	121	111	9.0%	29	40	(27.5%)
Thailand (THB 'mil)	87	112	(22.3%)	40	(40)	200.0%
Singapore (SGD 'mil)	(12)	(18)	33.3%	(2)	(2)	-
Others * (RM 'mil)	59	(125)	147.2%	16	73	(78.1%)
<b>PBT (RM 'mil)</b>	<b>141</b>	<b>43</b>	<b>227.9%</b>	<b>80</b>	<b>50</b>	<b>60.0%</b>

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

# IB Market Share and Ranking (1)

	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Cash Equities	9.9%	2	10.4%	2
IPO	19.0%	1	26.9%	1
ECM	33.2%	1	20.6%	2
M&A	4.3%	2	8.9%	2
Syndication ^	7.3%	4	10.5%	3
DCM Domestic	28.6%	1	26.4%	1
Sukuk	28.2%	2	22.8%	2

	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.2%	3	4.2%	3
IPO	10.3%	3	-	-
ECM	4.8%	9	1.1%	12
M&A	1.6%	7	-	-
Syndication ^	3.4%	8	2.7%	11
DCM	10.3%	4	8.6%	6

	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Cash Equities	5.5%	3	6.0%	2
IPO	7.5%	6	5.1%	8
ECM	6.4%	7	3.9%	10
M&A	20.8%	3	0.04%	31
Syndication ^	-	-	-	-
DCM	9.7%	6	10.1%	6

	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Cash Equities	7.7%	3	8.2%	2
IPO	0.8%	18	1.2%	11
ECM	0.9%	18	1.1%	18
M&A	1.1%	24	0.5%	31
Syndication ^	0.4%	42	0.6%	35
DCM	1.2%	10	4.1%	5

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

# IB Market Share and Ranking (2)



	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.2%	84	0.3%	55
IPO	0.1%	75	0.4%	36
ECM	0.1%	90	0.6%	37
M&A	0.2%	56	0.2%	55
Syndication ^	-	-	-	-

Global	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Sukuk	11.6%	2	12.8%	1

ASEAN	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.3%	2	6.6%	2
IPO	6.2%	1	3.0%	11
ECM	9.6%	1	5.6%	5
M&A	3.1%	17	1.6%	30
Syndication ^	1.8%	14	1.9%	16
DCM	14.1%	1	13.1%	1

Asia (ex-Japan) *	FY17		FY16	
	Market Share	Rank	Market Share	Rank
IPO	1.5%	28	0.7%	43
ECM	1.5%	16	1.2%	26
EQL Products	-	-	1.9%	13
M&A	0.6%	42	0.4%	56
Syndication ^	0.4%	54	0.4%	54
DCM	1.0%	29	0.9%	35

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

## **CIMB Group : FY17 Results**

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

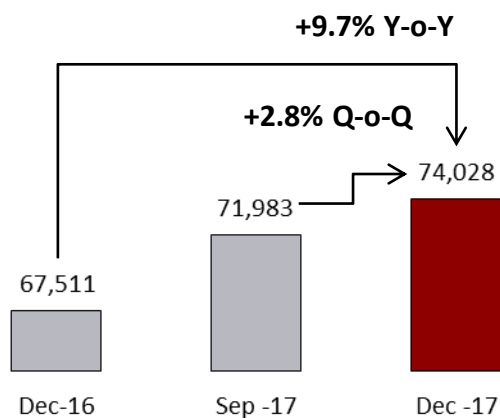
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# Group Asset Management & Investments

PBT (RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Public Markets	138	105	31.4%	42	31	35.5%
Private Markets	(6)	113	(105.3%)	(5)	(24)	79.2%
Direct Investments & Others	(21)	115	(118.3%)	(7)	(25)	72.0%
Private Equity Fund Management	16	34	(52.9%)	1	2	(50.0%)
Passive Fund Investments	(1)	(36)	97.2%	1	(1)	200.0%
<b>PBT</b>	<b>132</b>	<b>218</b>	<b>(39.4%)</b>	<b>37</b>	<b>7</b>	<b>428.6%</b>

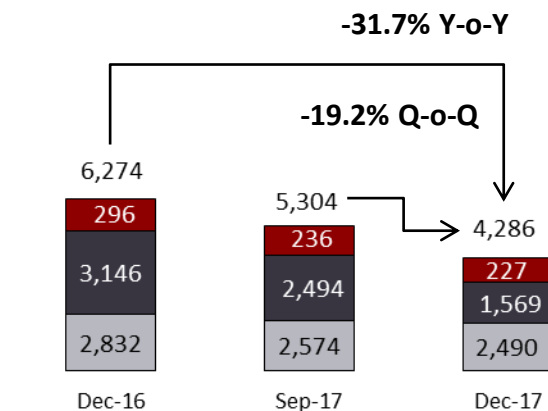
## Public Markets AUM

RM 'mil



## Private Markets AUM/CV

RM 'mil



■ Passive Fund Management ■ Direct Investments  
■ Private Equity Management

# CIMB Group : FY17 Results

## 3.5 Group Funding

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# Group Funding

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	909	687	32.3%	214	222	(3.6%)
Non interest income	154	207	(25.6%)	29	54	(46.3%)
<b>Total Income</b>	<b>1,063</b>	<b>894</b>	<b>18.9%</b>	<b>243</b>	<b>276</b>	<b>(12.0%)</b>
Overhead expenses	(455)	(435)	4.6%	(78)	(113)	(31.0%)
<b>PPOP</b>	<b>608</b>	<b>459</b>	<b>32.5%</b>	<b>165</b>	<b>163</b>	<b>1.2%</b>
(Provisions) / Writeback	-	(55)	(100.0%)	1	-	(100.0%)
Share of JV / associates	-	-	-	-	-	-
<b>PBT</b>	<b>608</b>	<b>404</b>	<b>50.5%</b>	<b>166</b>	<b>163</b>	<b>1.8%</b>



# CIMB Group : FY17 Results

## 3.6 CIMB Islamic

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# Group Islamic : Earnings Summary

(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net financing income	1,542	1,296	19.0%	409	392	4.3%
Non financing income	524	380	37.9%	185	117	58.1%
<b>Operating income</b>	<b>2,066</b>	<b>1,676</b>	<b>23.3%</b>	<b>594</b>	<b>509</b>	<b>16.7%</b>
Overhead expenses	(695)	(616)	12.8%	(180)	(176)	2.3%
<b>PPOP</b>	<b>1,371</b>	<b>1,060</b>	<b>29.3%</b>	<b>414</b>	<b>333</b>	<b>24.3%</b>
(Provisions) / Writeback	(171)	(75)	128.0%	(67)	(32)	109.4%
Share of JV / Associates	3	3	-	1	-	100.0%
<b>PBT</b>	<b>1,203</b>	<b>988</b>	<b>21.8%</b>	<b>348</b>	<b>301</b>	<b>15.6%</b>

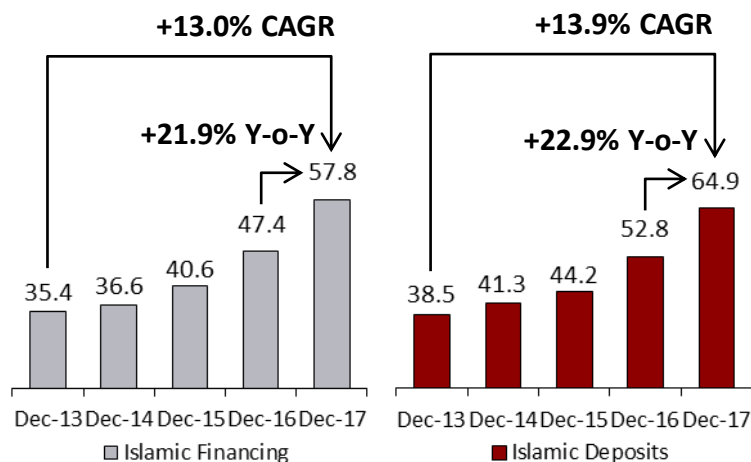
(RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Consumer Banking (35.1%)	423	401	5.5%	122	122	-
Commercial Banking (9.1%)	109	84	29.8%	19	15	26.7%
Wholesale Banking (44.0%)	529	407	30.0%	170	138	23.2%
GAMI ** (5.3%)	64	51	25.5%	17	15	13.3%
Group Funding # (6.5%)	78	45	73.3%	20	11	81.8%
<b>PBT</b>	<b>1,203</b>	<b>988</b>	<b>21.8%</b>	<b>348</b>	<b>301</b>	<b>15.6%</b>

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

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

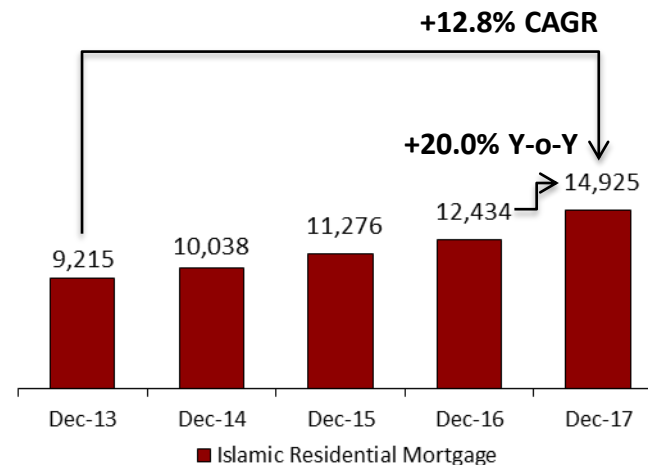
## Islamic Financing and Deposits

RM 'bil



## Islamic Residential Mortgages

RM 'mil



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

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	191,585	31%
2	<b>CIMB Islamic</b>	77,212	12%
3	RHB Islam	59,265	9%
4	PBB-I	55,917	9%
5	Bank Islam	52,407	8%

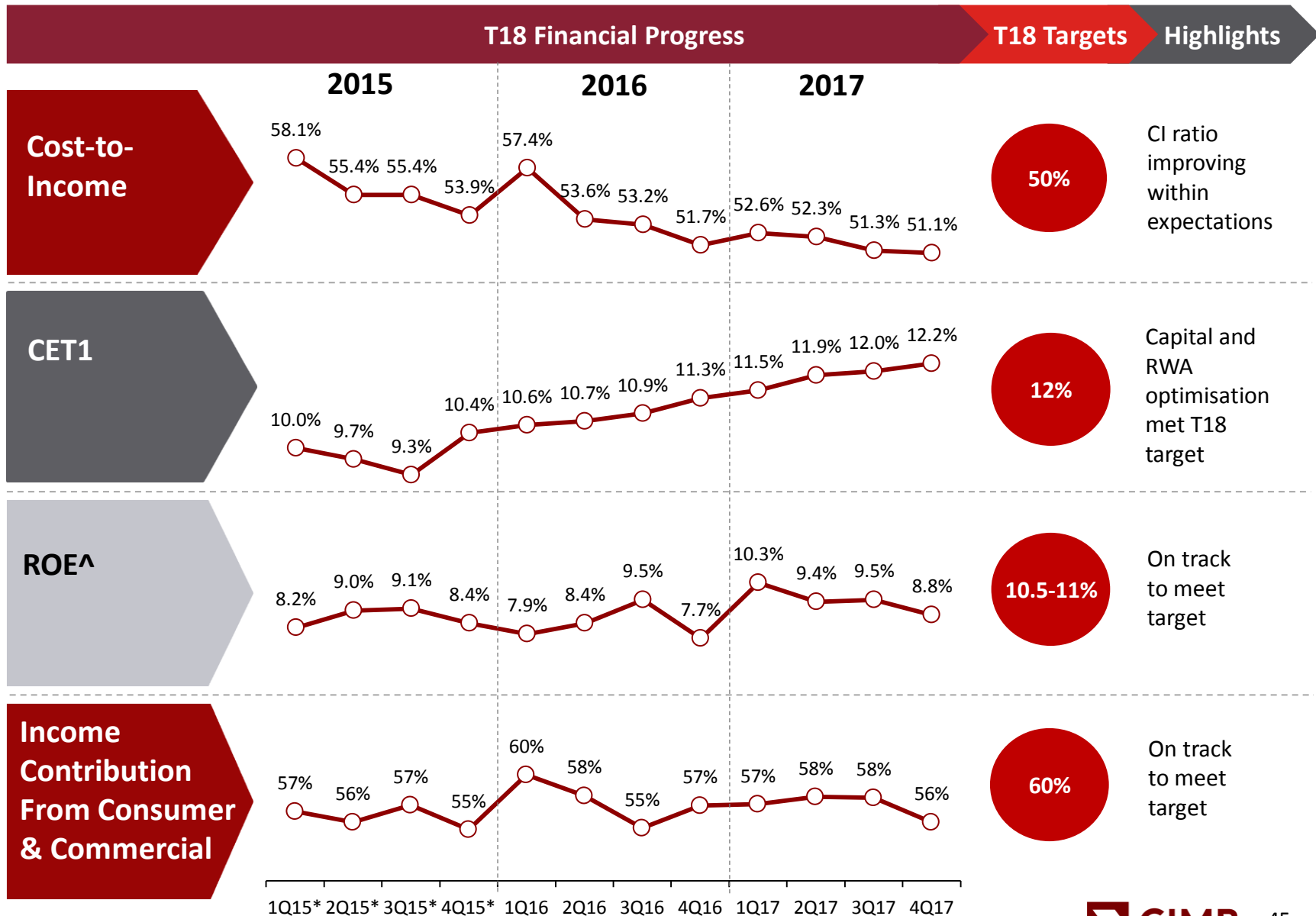
Sukuk	FY17		FY16	
	Market Share	Rank	Market Share	Rank
Malaysia	28.2%	2	22.8%	2
Global	11.6%	2	12.8%	1

# CIMB Group : FY17 Results

## 4. T18 Updates

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# T18 Financial Targets Scorecard

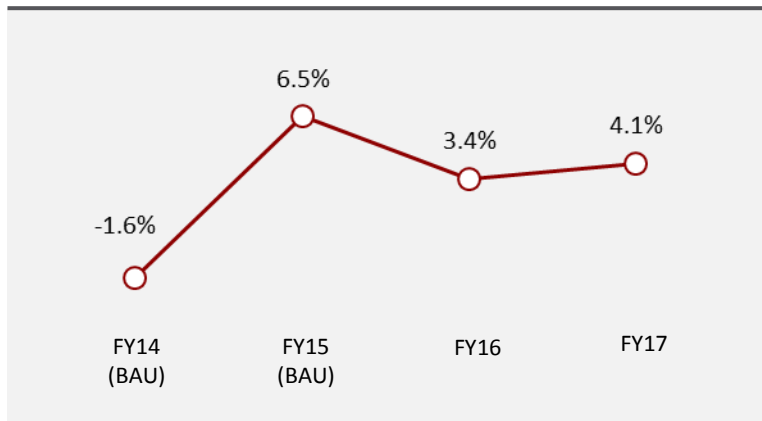


Note: \*based on BAU numbers ^Annualised

# Cost and Productivity

JAWs continue to show improvement

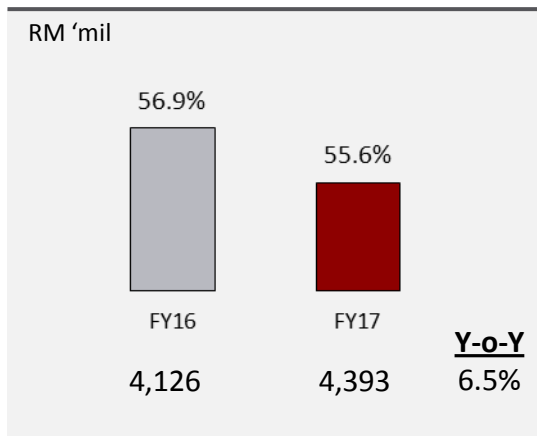
## CIMB Group JAW Ratio



➤ Multi prong focus to improve efficiency including:

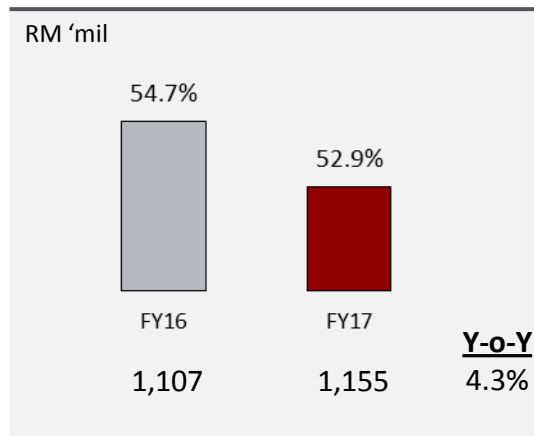
- Headcount management
- Procurement transformation
- Branch productivity
- Space optimisation
- Digital initiatives

## Consumer Banking CI Ratio

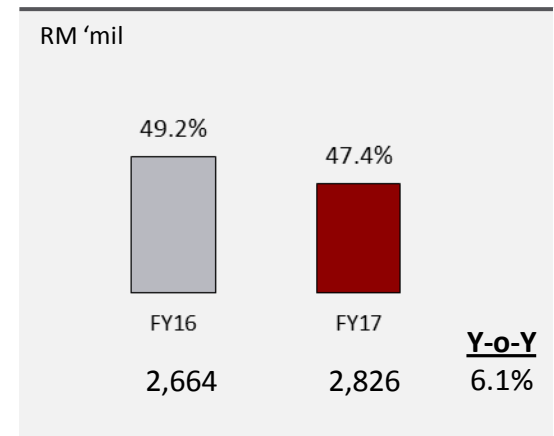


Overheads (RM 'mil)

## Commercial Banking CI Ratio



## Wholesale Banking CI Ratio

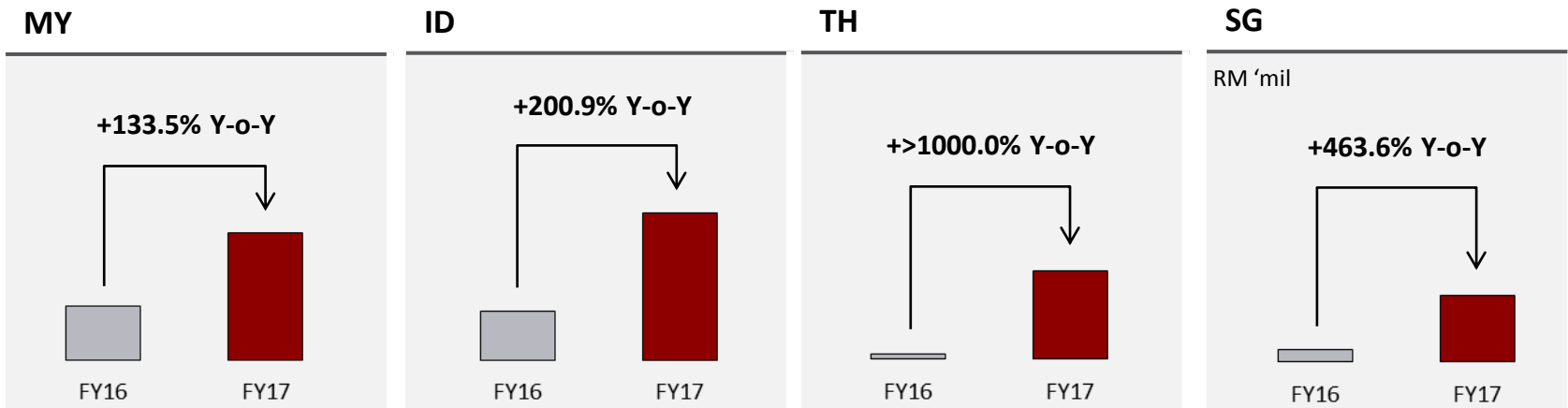


# Digital Initiatives

## Strong momentum for various digital initiatives

- Overall strong revenue uplift performance for Digital Sales Enablement across MY, ID, TH and SG

### Digital Sales Enablement Revenue



## Fintech

### Digital Bank

- Vietnam the first country to launch the digital attacker bank
- Regional expansion of the digital bank to follow

### Rationale for Digital Attacker Bank



Limited branches



Faster Time-to-market



Differentiated offerings

### Focus Area for 2018

- **Digital Attacker** - launch Vietnam & the Philippines
- **AI** - onboard partner solution for digital attacker
- **Roboadvisor** - Robo partner for CPAM
- **Blockchain** - experiment with partner
- **Cybersecurity** - trade surveillance solution
- **Chatbot** - onboarding chatbot
- **Commercial Banking** - digital strategy & alternative credit scoring
- **Big Data** - hybrid cloud platform for experiments
- **Ecosystem** - build ecosystem in Malaysia

# T18 Progress : Other 4Q17 Updates

## Transaction Banking

- Successful partnership with Alipay - the highest transaction value processed in the banking industry
- Continuous focus on product innovation and drive towards digitalisation as our value proposition
- Securities - Captured new clients and a stronger growth in custody fee income
- Cash - CA balance growth three times faster YoY, along with the continuous growth BizChannel Customers (+42.3% YoY)
- Trade: Strong growth in trade loans (+29.5% YoY)

## HR Initiatives

- CIMB Group is now part of Willis Towers Watson's Global Benchmark in employee engagement
- Improvement in workforce productivity leading to better personnel costs to income ratio of 29.8% in 2017 from 30% in 2016 and 31% in 2015
- Introduced a number of progressive Flexible Workplace Arrangements (FWA), such as Flex4Parents, Reduced Workweek and one month paternity leave for first time fathers
- Continued emphasis on building a compliance culture

## Customer Experience

- MY – 82% auto finance credit decision done within the same day
- MY – Improvement in commercial loan cycle by 39%, specifically from application to issuance of letter offer
- ID - 80% of Trade Finance Letter Credit issued within 5 hours
- ID - Improvement in mortgage loan booking volume by 101% from shortened approval time cycle
- SG - 64% reduction in turnaround time of Credit Card application, approval within 5 days

## Islamic Banking 2.0

- New product launches
  - MY - Improved cross selling with launch of new products
  - ID – The first Hajj and Umrah debit card in the country
  - SG - Launched Fast Saver-I, the first Shariah compliant online savings in the country



# CIMB Group : FY17 Results

## 5. Other Highlights

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# Footprint Expansion

Strengthening CIMB's regional proposition and capturing long term growth opportunities in high potential emerging economies



## Vietnam

- 100%-owned banking subsidiary fully established
- Launched Digital Attacker to closed user group in Dec-17
- Obtained Branch Operation approval for Ho Chi Minh City in Jan-18



## Philippines

- On 16 Nov 2017, BSP approved CIMB's application to establish a branch in Philippines with a commercial banking license
- Key activities to establish CIMB Philippines ongoing

# China Galaxy-CIMB Securities



## CIMB Securities International Pte Ltd ("CSI")

- Completed sale of 50% of CSI on 18 Jan 2018 to China Galaxy Securities for c.SGD167 million (c.RM500 million)
- Estimated gain on disposal of RM150 million to be recognised in 2018
- Estimated uplift to CET1 of around 10bps and CIR of >100bps

## Malaysia

- Signed conditional SPA for the proposed acquisition of Jupiter Securities on 6 Sep 2017
- Jupiter to be platform for CIMB Securities Malaysia business
- The regulatory process is still on-going. Expected completion date mid-2018

# Partnerships



- Signed agreements with Principal Financial Group (PFG) to increase PFG's stake in CIMB Principal Asset Management and CIMB Principal Islamic Asset Management to 60% with CIMB retaining 40% ownership in both entities
- The transaction is expected to be completed in the 2Q18
- Expected to recognise a gain on disposal of c.RM950 million and estimated 18 bps uplift to CET1



- Touch 'n Go, 52.22% subsidiary of CIMB, entered into a JV with Alipay Singapore, a subsidiary of Ant Financial Services Group, to operate and offer mobile e-wallet services in Malaysia
- The new mobile e-wallet is expected to be launched in 2Q18

# Corporate Responsibility (1)

## CIMB Foundation



### Community

#### Implementing Pre-school education to rural communities at Long Jaik, Sarawak

Provide early childhood education to 60 children who live in one of the remote areas of Sarawak

#### Music therapy room at SK Khir Johari, Kedah

Set-up a therapy and learning centre cater for 26 special needs children and will be benefiting the nearby schools

#### Edible Garden for schools in Perlis and Terengganu

Selection of the best garden amongst 9 schools in Kangar, Perlis and Kuala Terengganu, Terengganu



### Education

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

4,671 students from 59 universities and colleges have benefitted from this programme



### Donation

#### Let's Light Up Our Children's Future

RM100,000 contributed to bring 40,000 student-volunteers from higher education institutions to help 50 underprivileged children



### Sports

#### 9<sup>th</sup> ASEAN Para Games 2017

Our players in 5-A-Side Football defended a bronze, and our wheelchair basketball team received 2 silver medals from this tournament

#### Australia Squash Open 2017

Our players, Ng Eain Yow emerged men's champion, whilst Sivasangari won women's runners-up

## Regional CSR



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

Participation of approx. 6,720 students from elementary schools, junior and senior high schools

#### Tour De Bank in Semarang, North Java

Interactive basic financial literacy in banking for 232 pupils from primary schools (SD)

#### Million Books Program (in conjunction with CIMB Niaga's 62<sup>nd</sup> Anniversary)

Contributed 18,042 books and Rp27,256,655 to Gerakan Sedekah Buku Indonesia through this programme



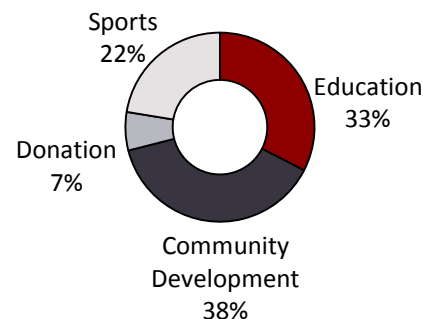
#### ICT Programme and library at Bann Sum Par Hun School in Googaew District, Udonthani

Set-up a computers and internet centre to improve IT literacy skills amongst the school pupils

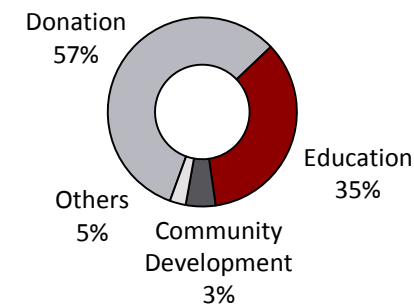
#### Launch of Mulberry Silk Project at Bann Nong Muang Wann School, Huey Talang District, Nakhonn Ratchasima Province

## Grants Disbursed as at Dec 2017

**CIMB Foundation**  
RM 7,592,083



**Non-CIMB Foundation\***  
RM 6,115,482



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

# Corporate Responsibility (2)

**CIMB Foundation 10<sup>th</sup> Anniversary**



**Launch of CIMB Foundation – Junior Cycling Malaysia**



**Launch of CIMB Mozek Camp at Pasir Gudang, Johor**



**CIMB Young ASEAN Leaders 2017**



**“Let’s Save and Share” for 4 schools in Semarang, Indonesia**



**ICT programme and library at Bann Sum Par Hun, Thailand**



# Corporate Responsibility (3)



EMPOWERING COMMUNITIES. CHANGING LIVES.



## Bigger spend

Commitment to allocate up to 1% of CIMB Group's annual PBT in the next 3 years for regional CSR activities. Estimated CSR spend of about RM65-75 million in 2018

## Flex4CSR

Offering up to 1 month paid leave for employees to work on CSR activities



## Diversity and Inclusion - CIMB Mozek

School holiday camps in collaboration with Teach For Malaysia (TFM), for children from national, vernacular and religious schools to foster unity and provide an opportunity for exposure to different cultures at an early age



## Sports

Launched Junior Cycling Malaysia in partnership with Majlis Sukan Negara to continuously nurture young talents in sports

Continuous efforts to develop youth in other sports programs, to emulate the success of the junior squash development program

# CIMB Group : FY17 Results

## 6. Final Remarks

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# Targets for 2018

	FY18
<b>ROE</b>	<b>10.5%</b>
<b>Dividend Payout Ratio</b>	<b>40% - 60%</b>
<b>Total Loans Growth *</b>	<b>6.0%</b>
<b>Loan Loss Charge</b>	<b>0.55% - 0.60%</b>
<b>CET 1 (CIMB Group)</b>	<b>12.0%</b>
<b>Cost to income</b>	<b>50.0%</b>

Note: \*Excluding bad bank

# Final Remarks


- Optimistic about 2018 with continued momentum in Malaysia. Further improvements in asset quality and loans growth across Indonesia, Thailand and Singapore
- On track to meet T18 targets
- 2018 focus areas include:
  - Execution of digital strategy in new markets;
  - Optimisation of partnerships – eg. China Galaxy, Sampo, Ant Financial;
  - Intensification of data and digital initiatives;
  - Recalibration of CIMB Thai and Commercial Banking division; and
  - Further embed CX, risk and compliance culture
- Theme for 2018 is **EXCEED T18** to further drive our T18 objectives and targets


**THANK YOU**


# CIMB Group : FY17 Results Appendices


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# Consumer Banking Key Highlights

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans *</b>	<b>7.4%</b>	<b>2.6%</b>
Mortgages	11.1%	2.9%
Term loans	2.3%	2.3%
Auto	2.9%	0.7%
Credit cards	5.4%	5.4%
<b>Consumer Deposits</b>	<b>15.7%</b>	<b>1.3%</b>
CASA	7.4%	3.8%
Fixed & structured deposits	21.8%	(0.3%)

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans *</b>	<b>7.8%</b>	<b>(0.1%)</b>
Mortgages	5.4%	(1.6%)
Auto Loans	16.8%	3.3%
Personal / Others	3.1%	0.7%
<b>Consumer Deposits</b>	<b>(6.1%)</b>	<b>(4.9%)</b>
CASA	(18.1%)	(12.9%)
Fixed & structured deposits	3.0%	0.7%

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>(6.7%)</b>	<b>(1.9%)</b>
Mortgages	12.0%	1.9%
Auto	(41.1%)	(14.0%)
Credit cards	(1.2%)	1.0%
<b>Consumer Deposits</b>	<b>2.2%</b>	<b>(0.8%)</b>
CASA	5.3%	(1.1%)
Fixed & structured deposits	(0.9%)	(0.5%)

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>(5.3%)</b>	<b>(3.1%)</b>
Mortgages	(6.1%)	(4.3%)
Term loans	(14.4%)	(6.5%)
Credit cards	(16.3%)	(1.8%)
<b>Consumer Deposits</b>	<b>18.1%</b>	<b>0.4%</b>
CASA	14.7%	(2.4%)
Fixed & structured deposits	22.4%	3.9%

Note: \* Loan base excludes bad bank

# Consolidated Balance Sheet Changes

(RM 'mil)	31 Dec 17	31 Dec 16	Y-o-Y	30 Sep 17	Q-o-Q
Cash & short term funds	41,668	26,710	56.0%	42,140	(1.1%)
Securities purchased under resale agreements	6,485	5,315	22.0%	5,580	16.2%
Deposits & placements with financial institutions	4,055	2,308	75.7%	6,133	(33.9%)
Financial assets held for trading	21,657	22,769	(4.9%)	23,161	(6.5%)
Money Market	14,828	17,181	(13.7%)	15,966	(7.1%)
Corporate Bonds	5,316	4,352	22.2%	5,700	(6.7%)
Equity	1,513	1,236	22.4%	1,495	1.2%
Financial investments available for sale	32,404	31,530	2.8%	29,983	8.1%
Financial investments held to maturity	36,921	30,381	21.5%	37,499	(1.5%)
Loans, advances & financing	316,557	315,373	0.4%	317,728	(0.4%)
Other assets	47,457	51,381	(7.6%)	45,978	3.2%
<b>Total assets</b>	<b>507,204</b>	<b>485,767</b>	<b>4.4%</b>	<b>508,202</b>	<b>(0.2%)</b>
Deposits from customers	348,518	331,518	5.1%	346,183	0.7%
Placement from investment accounts	908	254	257.5%	353	157.2%
Deposits & placements of banks and other FI	19,752	28,378	(30.4%)	25,672	(23.1%)
Other borrowings	37,348	30,645	21.9%	39,115	(4.5%)
Other liabilities	50,872	47,893	6.2%	47,008	8.2%
<b>Total liabilities</b>	<b>457,398</b>	<b>438,688</b>	<b>4.3%</b>	<b>458,331</b>	<b>(0.2%)</b>
<b>Shareholders' funds</b>	<b>48,245</b>	<b>45,308</b>	<b>6.5%</b>	<b>48,046</b>	<b>0.4%</b>
<b>Total liabilities &amp; equity</b>	<b>507,204</b>	<b>485,767</b>	<b>4.4%</b>	<b>508,202</b>	<b>(0.2%)</b>

# PBT by Segments

PBT (RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
<b>Consumer Banking (42.0%)</b>	<b>2,567</b>	<b>2,296</b>	<b>11.8%</b>	<b>652</b>	<b>719</b>	<b>(9.3%)</b>
<b>Commercial Banking (3.9%)</b>	<b>236</b>	<b>288</b>	<b>(18.1%)</b>	<b>(42)</b>	<b>32</b>	<b>(231.3%)</b>
<b>Wholesale Banking (42.0%)</b>	<b>2,567</b>	<b>1,678</b>	<b>53.0%</b>	<b>722</b>	<b>607</b>	<b>18.9%</b>
Corporate Banking (25.9%)	1,585	984	61.1%	459	345	33.0%
Treasury & Markets ~ (13.8%)	841	651	29.2%	183	212	(13.7%)
Investment Banking + (2.3%)	141	43	227.9%	80	50	60.0%
<b>GAMI ** (2.2%)</b>	<b>132</b>	<b>218</b>	<b>(39.4%)</b>	<b>37</b>	<b>7</b>	<b>428.6%</b>
<b>Group Funding # (9.9%)</b>	<b>608</b>	<b>404</b>	<b>50.5%</b>	<b>166</b>	<b>163</b>	<b>1.8%</b>
<b>PBT</b>	<b>6,110</b>	<b>4,884</b>	<b>25.1%</b>	<b>1,535</b>	<b>1,528</b>	<b>0.5%</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

# PPOP by Segments

PPOP (RM 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
<b>Consumer Banking (41.3%)</b>	<b>3,508</b>	<b>3,125</b>	<b>12.3%</b>	<b>844</b>	<b>915</b>	<b>(7.8%)</b>
<b>Commercial Banking (12.1%)</b>	<b>1,028</b>	<b>916</b>	<b>12.2%</b>	<b>262</b>	<b>244</b>	<b>7.4%</b>
<b>Wholesale Banking (36.9%)</b>	<b>3,132</b>	<b>2,751</b>	<b>13.8%</b>	<b>853</b>	<b>792</b>	<b>7.7%</b>
Corporate Banking (24.6%)	2,090	2,031	2.9%	550	527	4.4%
Treasury & Markets ~ (10.2%)	863	650	32.8%	193	214	(9.8%)
Investment Banking + (2.1%)	179	70	155.7%	110	51	115.7%
<b>GAMI ** (2.5%)</b>	<b>217</b>	<b>163</b>	<b>33.1%</b>	<b>84</b>	<b>42</b>	<b>100.0%</b>
<b>Group Funding # (7.2%)</b>	<b>608</b>	<b>459</b>	<b>32.5%</b>	<b>165</b>	<b>163</b>	<b>1.2%</b>
<b>PPOP</b>	<b>8,493</b>	<b>7,414</b>	<b>14.6%</b>	<b>2,208</b>	<b>2,156</b>	<b>2.4%</b>

Notes: ~ Including treasury operations, markets and transaction banking

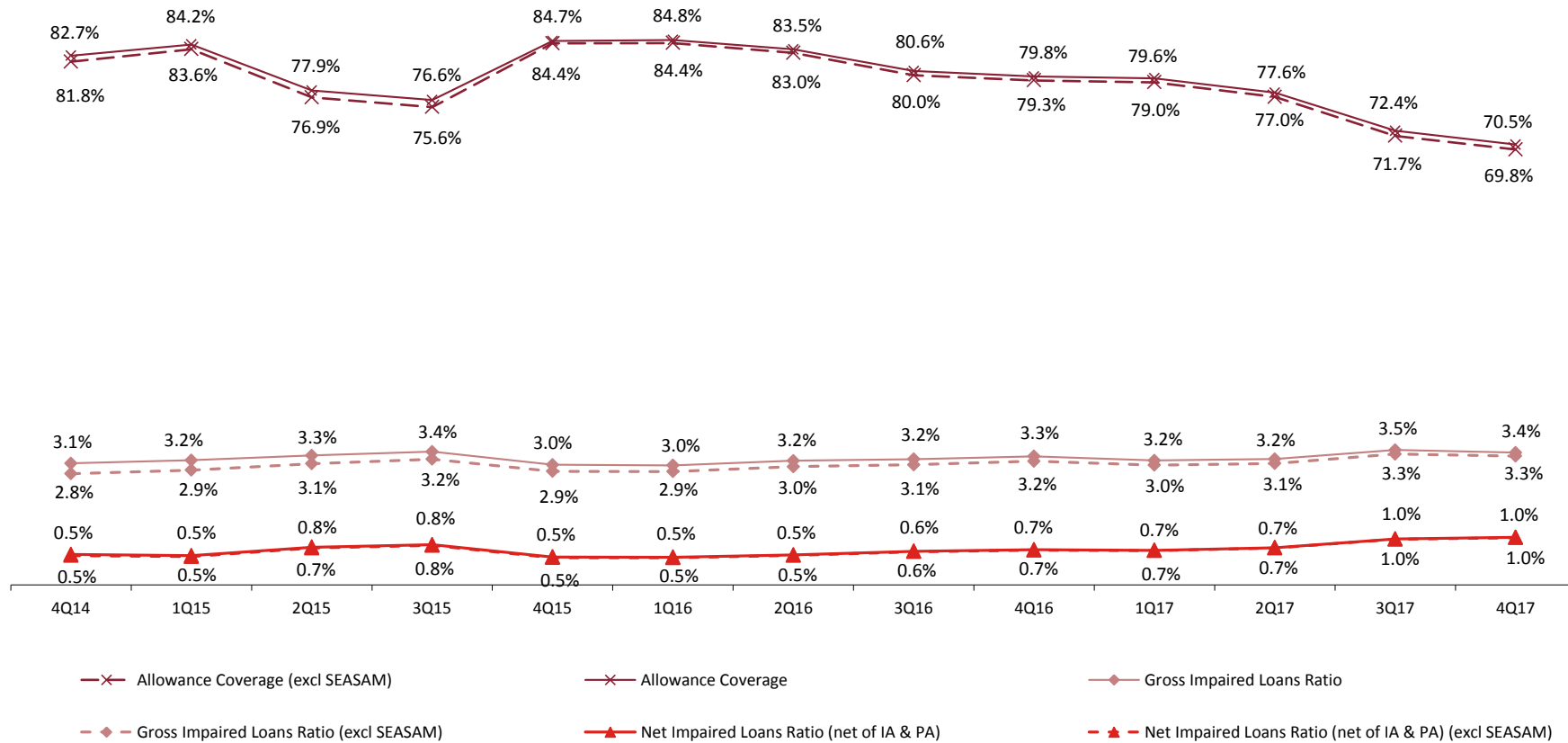
+ Including advisory, equities, capital markets, private banking and research

\*\* Including asset management and strategic investments

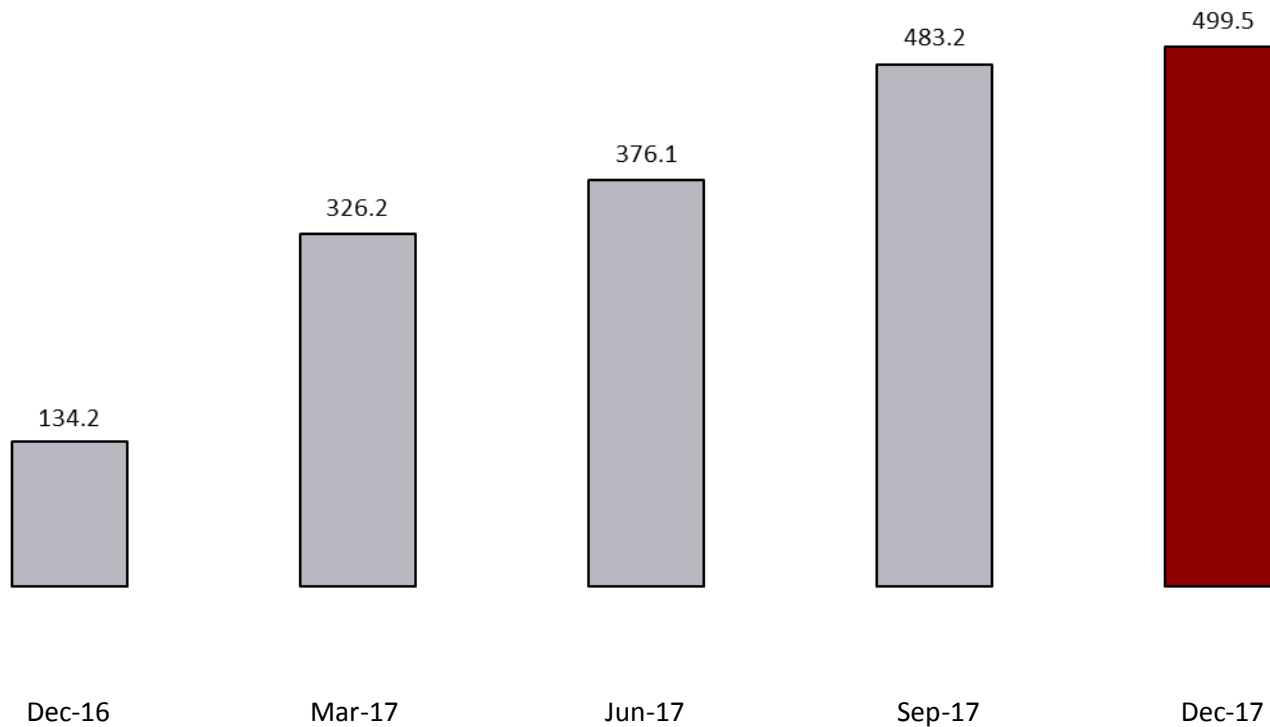
# Including capital investments in fixed income securities and investment in Group's proprietary capital



# Asset Quality Ratios – CIMB Group



# AFS MTM (Q-o-Q) Position



# CIMB Niaga : Earnings Summary



(IDR 'bil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	12,403	12,094	2.6%	3,034	3,040	(0.2%)
Non interest income	3,353	3,098	8.2%	1,034	913	13.3%
<b>Operating income</b>	<b>15,756</b>	<b>15,192</b>	<b>3.7%</b>	<b>4,068</b>	<b>3,953</b>	<b>2.9%</b>
Overhead expenses	(7,521)	(7,368)	2.1%	(1,932)	(1,837)	5.2%
<b>PPOP</b>	<b>8,235</b>	<b>7,824</b>	<b>5.3%</b>	<b>2,136</b>	<b>2,116</b>	<b>0.9%</b>
Provisions	(4,080)	(4,973)	(18.0%)	(923)	(1,029)	(10.3%)
<b>PBT</b>	<b>4,155</b>	<b>2,851</b>	<b>45.7%</b>	<b>1,213</b>	<b>1,087</b>	<b>11.6%</b>
<b>Net Profit</b>	<b>2,978</b>	<b>2,082</b>	<b>43.0%</b>	<b>781</b>	<b>817</b>	<b>(4.4%)</b>
<b>EPS (IDR)</b>	<b>118.50</b>	<b>82.83</b>	<b>43.1%</b>	<b>31.08</b>	<b>32.50</b>	<b>(4.4%)</b>
<b>PBT (RM 'mil)</b>	<b>1,335</b>	<b>888</b>	<b>50.3%</b>	<b>376</b>	<b>349</b>	<b>7.7%</b>
<b>Net profit (RM 'mil)</b>	<b>957</b>	<b>649</b>	<b>47.5%</b>	<b>241</b>	<b>262</b>	<b>(8.0%)</b>
<b>ROE (Annualised)</b>	<b>8.3%</b>	<b>6.5%</b>	<b>29.1%</b>	<b>8.5%</b>	<b>9.0%</b>	<b>(6.4%)</b>

Note: As per CIMB Niaga FY17 analyst presentation

# CIMB Niaga : Key Ratios

(Consolidated, %)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
ROE ^	8.3	6.5	↑	8.5	9.0	↓
NIM ^	5.60	5.64	↓	5.20	5.50	↓
Cost to Income	47.7	48.5	↓	47.5	46.5	↑
Loan Loss Coverage #	107.2	117.7	↓	107.2	115.1	↓
Allowance Coverage	77.5	86.1	↓	77.5	85.5	↓
Loan Loss Charge ^	2.2	2.6	↓	2.0	2.3	↓
Gross Impaired Loans Ratio	5.1	5.2	↓	5.1	5.2	↓
Gross NPL (BI Definition) #	3.8	3.9	↓	3.8	4.0	↓
Loan to Deposit (LDR)	96.2	98.4	↓	96.2	94.0	↑
CAR	18.6	18.0	↑	18.6	19.0	↓
CASA ratio	52.6	50.8	↑	52.6	53.3	↓

Notes: # Based on BI definition  
 ^ Annualised and monthly average

# CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
Net interest income	10,202	9,866	3.4%	2,598	2,627	(1.1%)
Non interest income	2,952	3,062	(3.6%)	718	828	(13.3%)
<b>Operating income</b>	<b>13,155</b>	<b>12,928</b>	<b>1.8%</b>	<b>3,316</b>	<b>3,455</b>	<b>(4.0%)</b>
Overhead expenses	(7,613)	(7,424)	2.6%	(2,181)	(2,013)	8.3%
<b>PPOP</b>	<b>5,542</b>	<b>5,505</b>	<b>0.7%</b>	<b>1,135</b>	<b>1,442</b>	<b>(21.3%)</b>
Provisions	(5,053)	(6,279)	(19.5%)	(1,342)	(1,335)	0.5%
<b>PBT</b>	<b>489</b>	<b>(775)</b>	<b>163.1%</b>	<b>(207)</b>	<b>107</b>	<b>(293.5%)</b>
<b>Net Profit</b>	<b>385</b>	<b>(630)</b>	<b>161.1%</b>	<b>(169)</b>	<b>77</b>	<b>(319.5%)</b>
<b>EPS (THB)</b>	<b>0.01</b>	<b>(0.03)</b>	<b>(153.7%)</b>	<b>(0.01)</b>	-	<b>(100.0%)</b>
<b>Net Profit (RM 'mil) ~</b>	<b>48</b>	<b>(79)</b>	<b>160.8%</b>	<b>(21)</b>	<b>10</b>	<b>(310.0%)</b>
<b>PBT (RM 'mil) *</b>	<b>99</b>	<b>(85)</b>	<b>216.5%</b>	<b>(33)</b>	<b>2</b>	<b>(&gt;1000%)</b>
<b>Net profit (RM 'mil) *</b>	<b>80</b>	<b>(64)</b>	<b>225.0%</b>	<b>(27)</b>	<b>(2)</b>	<b>(&gt;1000%)</b>
<b>ROE (Annualised)</b>	<b>1.3%</b>	<b>(2.3%)</b>	<b>360bps</b>	<b>(2.0%)</b>	<b>0.9%</b>	<b>(290bps)</b>

Notes: ~ Local GAAP

\* After GAAP and FRS 139 adjustments

# CIMB Thai : Key Ratios

(Consolidated, %)	FY17	FY16	Y-o-Y	4Q17	3Q17	Q-o-Q
ROE ^	1.3	(2.3)	↑	(2.0)	0.9	↓
NIM ^	3.89	3.77	↑	3.91	4.00	↓
Cost to Income	57.9	57.4	↑	65.8	58.3	↑
Loan Loss Coverage **	93.2	77.3	↑	93.2	85.1	↑
Loan Loss Charge ^	2.4	3.1	↓	2.5	2.6	↓
Gross NPL ratio **	4.8	6.1	↓	4.8	5.7	↓
Net NPL ratio **	2.4	3.5	↓	2.4	3.0	↓
Loan to Deposit	119.0	111.9	↑	119.0	118.9	↑
Modified LDR ***	96.8	92.4	↑	96.8	99.4	↓
CAR *	16.6	15.6	↑	16.6	17.4	↓
CASA ratio #	34.7	46.1	↓	34.7	37.9	↓

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

# 4Q17 Notable Deals

## DCM



**Southern Power  
Generation**

### Southern Power Generation Sdn Bhd

RM3.665 bil Sukuk Wakalah



**PRIMA**  
RUMAHKU, KOMUNITIKU

### PR1MA Corporation Malaysia

Islamic Medium Term Notes Programme of up to RM5.0 bil in nominal value irrevocably and unconditionally guaranteed by the Government of Malaysia based on the Shariah principle of Murabahah via a Tawarruq arrangement (“GG Sukuk Murabahah Programme”)



### Quantum Solar Park Semenanjung Sdn Bhd

MYR1.0 bil Green SRI Sukuk



### PT Sarana Multi Infrastruktur Persero

IDR7.0 tril Senior Debt via 1st Shelf Registration Programme Phase 2 of IDR30.0 tril



### PT Bank Pembangunan Daerah Jawa Barat Dan Banten Tbk

IDR1.5 tril Senior Debt via 1st Shelf Registration Programme Phase 1 of IDR3.5 tril and IDR1.0 tril Subordinated Bond via 1st Shelf Registration Programme Phase 1 of IDR1.0 tril

## DCM



**Government  
Housing  
Bank**

### Government Housing Bank

THB22.3 bil Senior Unsecured Bonds

## ECM



**Khazanah  
Nasional  
Berhad**

### Khazanah Nasional Berhad

Khazanah Nasional Berhad's RM555 million (USD132 million) CIMB Group Holdings Block Trade



### Malaysian Resources Corporation Berhad

Malaysian Resources Corporation Berhad's RM1.7 billion (USD409 million) Rights Issue with Free Warrants

## M&A



### Felda Global Ventures Holdings Berhad

Disposal of 16% equity interest in AXA AFFIN General Insurance Berhad by Felda Marketing Services Sdn Bhd for RM224.4 mil



A member of UEM Group

### UEM Edgenta Berhad

Proposed disposal of 61.2% equity interest in Opus International Consultants Limited