



CIMB Group

Analyst Presentation 1Q17 Results

Tengku Dato' Sri Zafrul Aziz
24 May 2017

FORWARD  **ASEAN**

Agenda

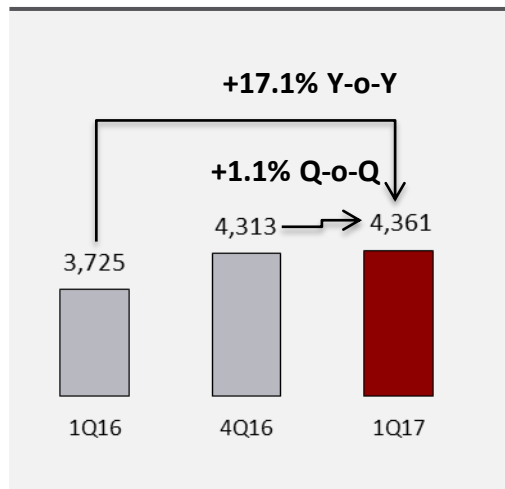
1. Key Highlights
2. CIMB Group 1Q17 Financials
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 - 3.2 Regional Commercial Banking
 - 3.3 Regional Wholesale Banking
 - 3.4 Group Asset Management & Investments
 - 3.5 Group Funding
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CIMB Group : 1Q17 Results

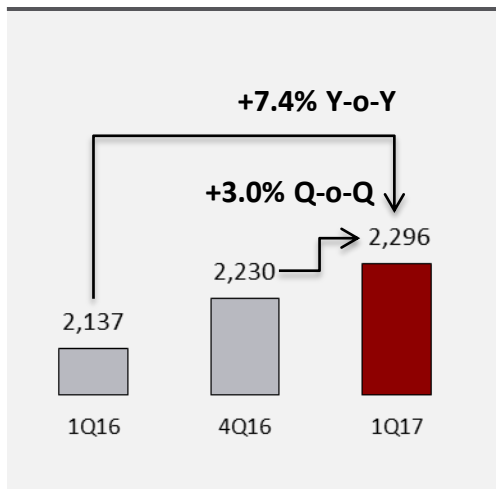
1. Key Highlights

Key Financial Highlights

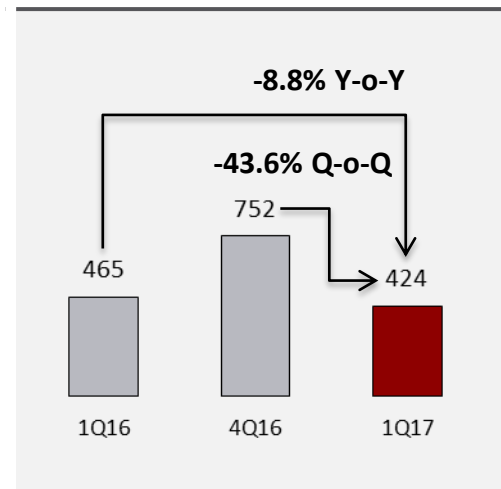
Operating Income (RM 'mil)



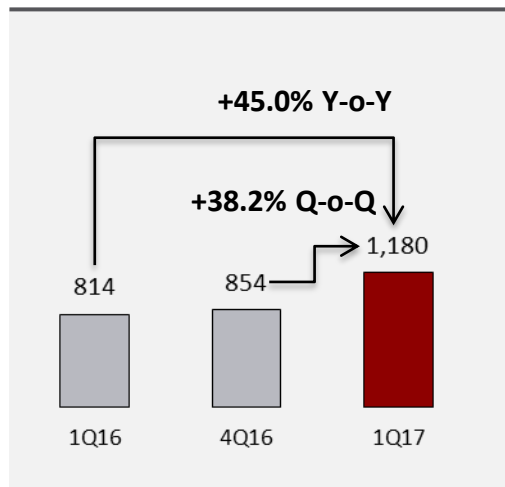
Overhead Expenses (RM 'mil)



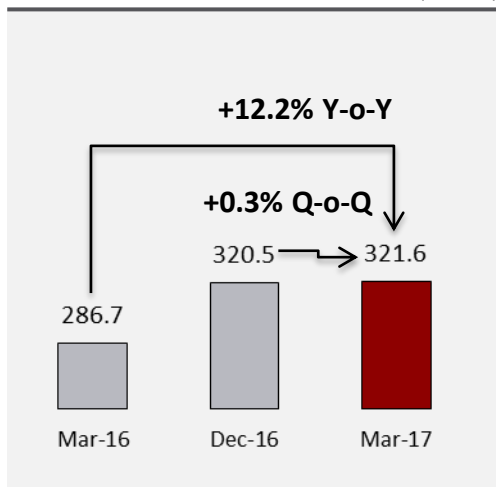
Loan Impairment (RM 'mil)



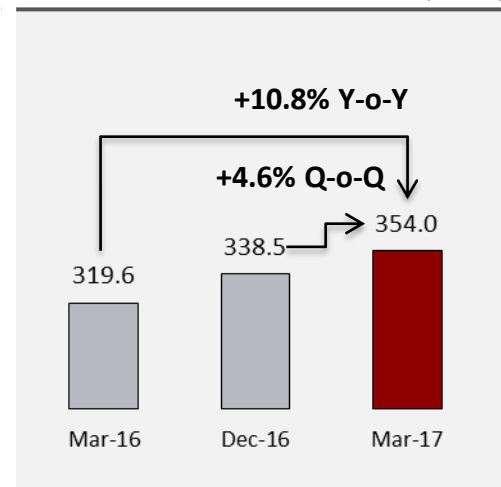
Net Profit (RM 'mil)



Gross Loans * (RM 'mil)



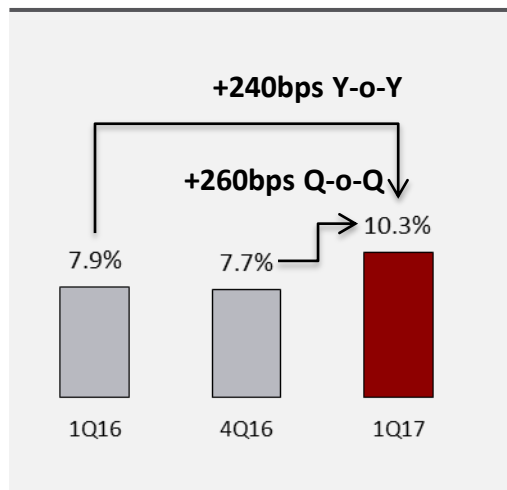
Deposits (RM 'mil)



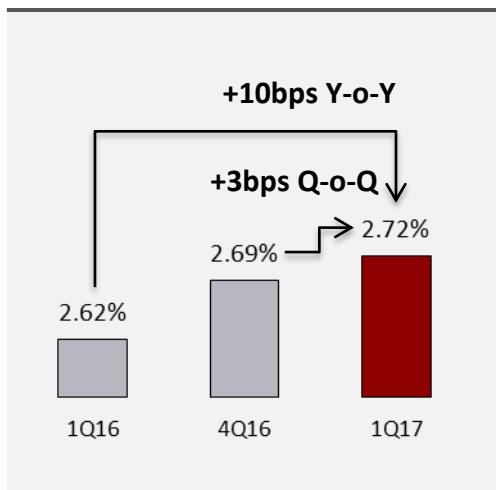
Notes: * Excluding bad bank

Key Ratios

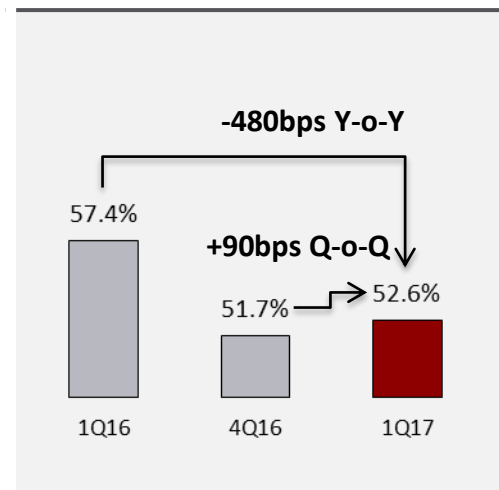
ROE



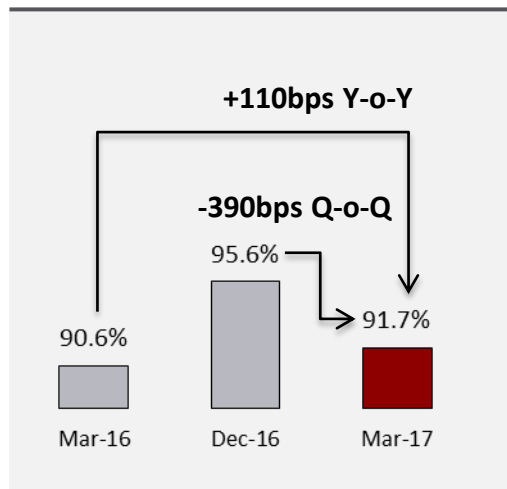
NIM



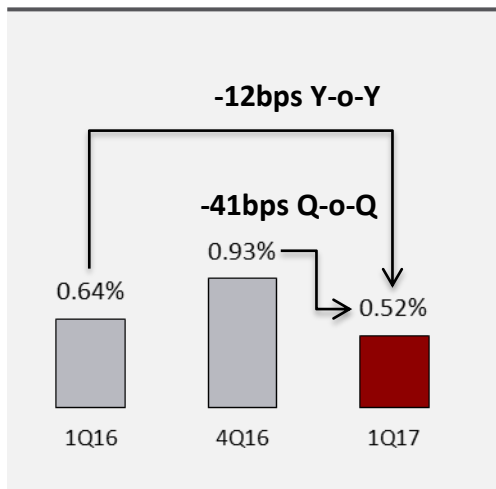
CI



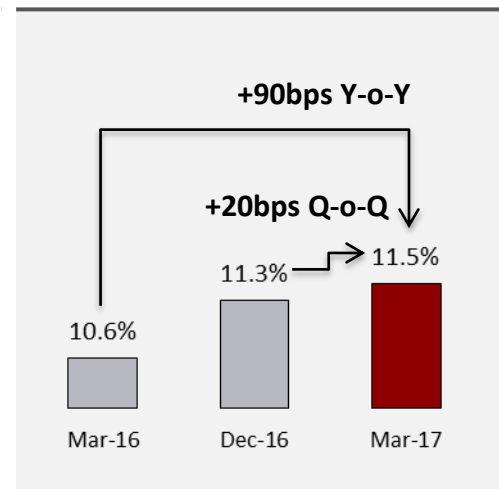
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Loan Loss Charge



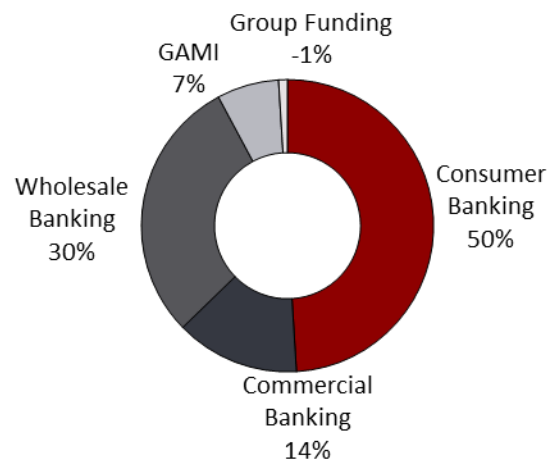
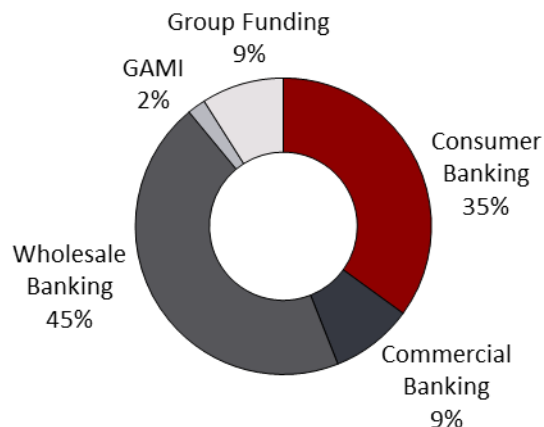
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PBT By Segments

1Q17

1Q16

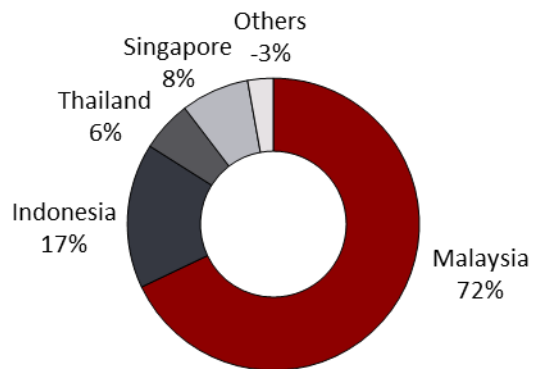


1Q17 PBT Growth by Key Divisions

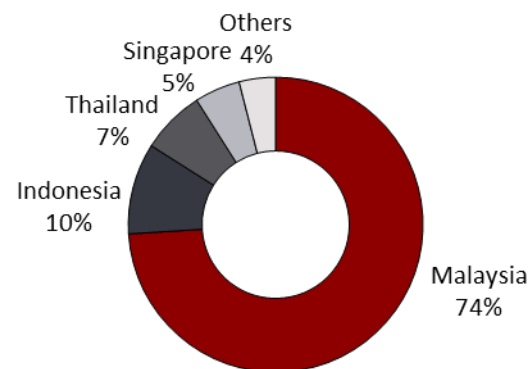
	Consumer Banking	Commercial Banking	Wholesale Banking	Group Asset Management & Investments	Group Funding
PPOP Y-o-Y	+20.4%	+13.1%	+23.3%	+17.2%	+>1000%
PBT Y-o-Y	+0.5%	-7.8%	+117.0%	-53.8%	+>1000%
PBT Q-o-Q	-1.2%	494.4%	+30.5%	+63.6%	+46.5%

PBT By Country

1Q17*



1Q16*



1Q17* PBT Y-o-Y Growth by Key Countries



PPOP Y-o-Y

+44.6%

+15.9%

+13.3%

+49.3%

PBT Y-o-Y

+37.0%

+135.5%

+15.9%

+121.0%

PBT Q-o-Q

+0.2%

-15.1%

+177.9%

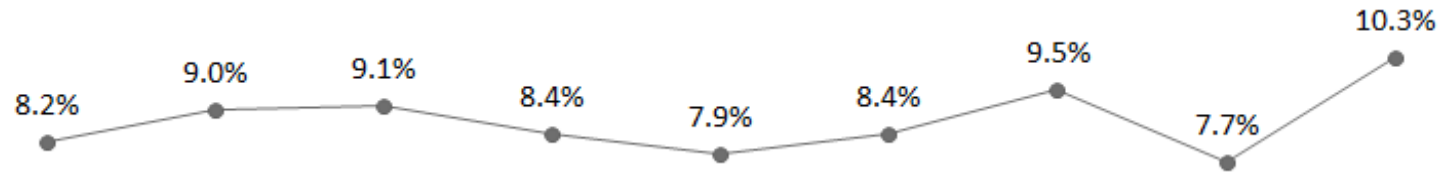
+226.2%

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

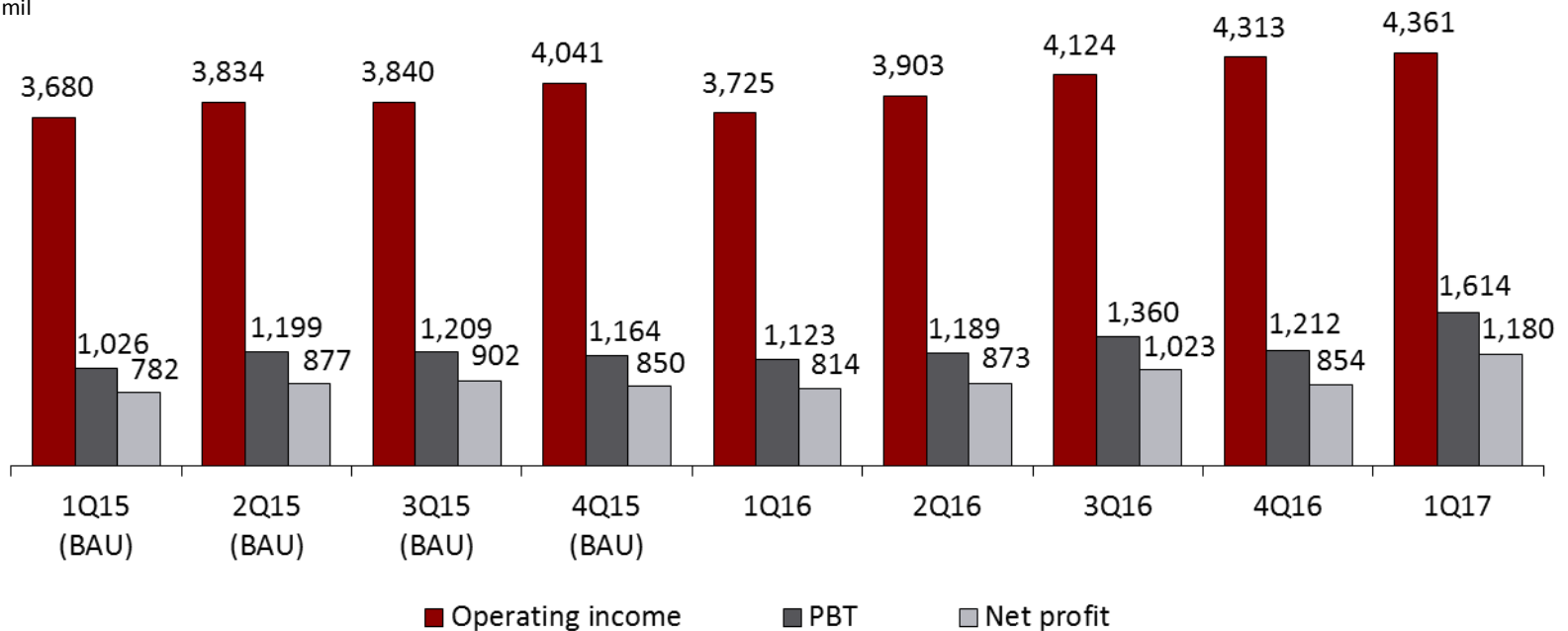
CIMB Group : 1Q17 Results

2. CIMB Group 1Q17 Financials

Quarterly Earnings Trend



*RM 'mil



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

Earnings Summary

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	3,046	2,731	11.5%	3,016	1.0%
Non interest income	1,315	994	32.3%	1,297	1.4%
Operating income	4,361	3,725	17.1%	4,313	1.1%
Overhead expenses	(2,296)	(2,137)	7.4%	(2,230)	3.0%
PPOP	2,065	1,588	30.0%	2,083	(0.9%)
Loan impairment	(424)	(465)	(8.8%)	(752)	(43.6%)
Other provisions	(31)	(50)	(38.0%)	(135)	(77.0%)
Share of JV / Associates	4	50	(92.0%)	16	(75.0%)
PBT	1,614	1,123	43.7%	1,212	33.2%
Net profit	1,180	814	45.0%	854	38.2%
EPS (sen)	13.3	9.5	40.0%	9.7	37.1%
ROE (Annualised)	10.3%	7.9%	240bps	7.7%	260bps

Key Ratios

(%)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
ROE ~	10.3	7.9	↑	7.7	↑
NIM ~**	2.72	2.62	↑	2.69	↑
Non-interest income / total income	30.2	26.7	↑	30.1	↑
Cost to income	52.6	57.4	↓	51.7	↑
Allowance coverage #	79.6	84.8	↓	79.8	↓
Loan loss charge ~	0.52	0.64	↓	0.93	↓
Gross impaired loans ratio	3.2	3.0	↑	3.3	↓
Net impaired loans ratio (Net of IA and PA)	0.7	0.5	↑	0.7	↔
Average shareholders' funds (RM 'mil)	46,031	40,999	↑	44,558	↑
ROA ~	0.95	0.70	↑	0.72	↑
Book value per share (RM)	5.27	4.80	↑	5.11	↑
Loan to Deposit (LDR)	91.7	90.6	↑	95.6	↓
CASA ratio	36.0	35.4	↑	35.6	↑

Notes: ~ Annualised

** Daily Average

Including regulatory reserve, allowance coverage was 93.2% as at end-Mar 2017

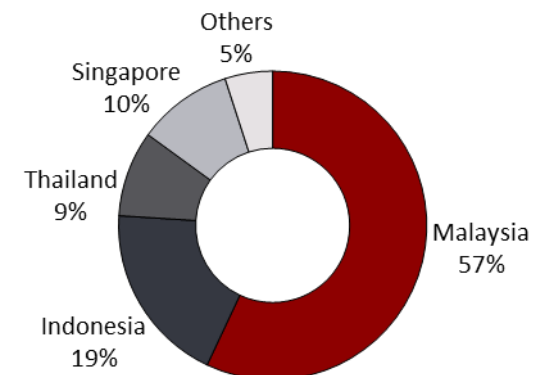
Operating Expenses

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Personnel	1,277	1,155	10.6%	1,238	3.2%
Establishment	580	558	3.9%	536	8.2%
Marketing	66	83	(20.5%)	73	(9.6%)
Admin & General	373	341	9.4%	383	(2.6%)
Total	2,296	2,137	7.4%	2,230	3.0%
Cost to income	52.6%	57.4%	(480bps)	51.7%	90bps

Gross Loans Growth

Divisions / Products (RM 'bil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Consumer Banking (50.8%)	163.5	147.7	10.7%	161.1	1.5%
Mortgages	82.6	72.5	13.9%	80.2	3.0%
Term Loans	36.2	33.2	9.0%	36.3	(0.3%)
Auto	19.6	19.9	(1.5%)	19.7	(0.5%)
Credit Cards	9.5	8.6	10.5%	9.8	(3.1%)
Personal Financing	4.8	4.4	9.1%	4.8	-
Enterprise	8.1	6.9	17.4%	7.8	3.8%
Others	2.7	2.2	22.7%	2.5	8.0%
Commercial Banking (13.1%)	42.2	37.8	11.6%	41.7	1.2%
Wholesale Banking (36.1%)	115.9	101.2	14.5%	117.7	(1.5%)
Gross Loans excl bad bank*	321.6	286.7	12.2%	320.5	0.3%
Bad Bank	2.9	2.7	7.4%	3.2	(9.4%)
Total Gross Loans	324.5	289.4	12.1%	323.7	0.2%

Loans by Country as at 31 Mar 17 #



Loans**	Y-o-Y Growth
Malaysia	11.8%
Indonesia ^	(0.3%)
Thailand ^	(0.4%)
Singapore ^	1.6%
Others**	(6.9%)
Group ~	6.8%

Notes: * Excluding FX fluctuations, total gross loans grew 6.8% Y-o-Y and 0.04% Q-o-Q

+ Gross loans exclude bad bank

Based on geographical location of counterparty, excluding bad bank

^ In local currency

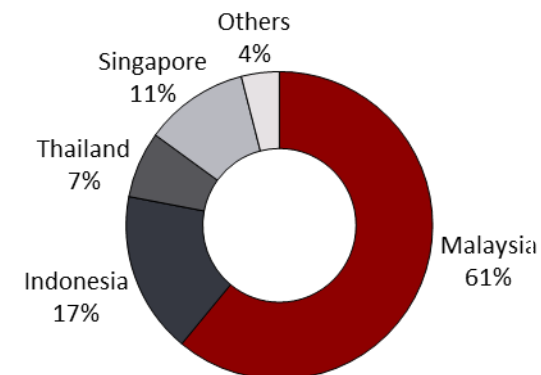
~ Excluding FX fluctuations

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

Deposits Growth

Divisions / Products (RM 'bil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Consumer Banking (43.7%)	154.9	134.0	15.6%	151.0	2.6%
Commercial Banking (13.0%)	45.9	41.7	10.1%	45.4	1.1%
Wholesale Banking # (43.3%)	153.2	143.9	6.5%	142.1	7.8%
Total *	354.0	319.6	10.8%	338.5	4.6%

Deposits by Country as at 31 Mar 17



Deposits Y-o-Y Growth

Deposits	Y-o-Y Growth
Malaysia	13.1%
Indonesia ^	1.9%
Thailand ^	15.3%
Singapore ^	(2.5%)
Others**	(35.6%)
Group ~	6.3%

Notes: * Excluding FX fluctuations, total group deposits +6.3% Y-o-Y and +4.3% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

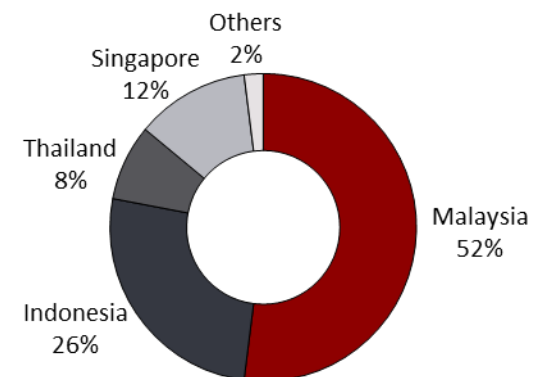
Including deposits with options classified as derivatives in MY & SG

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

CASA Growth

Country (RM 'bil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia	65.9	61.2	7.7%	63.1	4.4%
Indonesia **	32.6	26.5	23.0%	30.7	6.2%
Thailand	10.4	9.2	13.0%	10.6	(1.9%)
Singapore	15.4	10.9	41.3%	14.1	9.2%
Others ⁺	3.0	5.5	(45.5%)	2.3	30.4%
Total *	127.3	113.3	12.4%	120.8	5.4%

CASA by Country as at 31 Mar 17



CASA Y-o-Y Growth

CASA	Y-o-Y Growth
Malaysia	7.8%
Indonesia ^	7.1%
Thailand ^	(1.4%)
Singapore ^	30.1%
Group ~	6.8%

Notes: * Excluding FX fluctuations, total CASA grew 6.8% Y-o-Y and 5.1% Q-o-Q

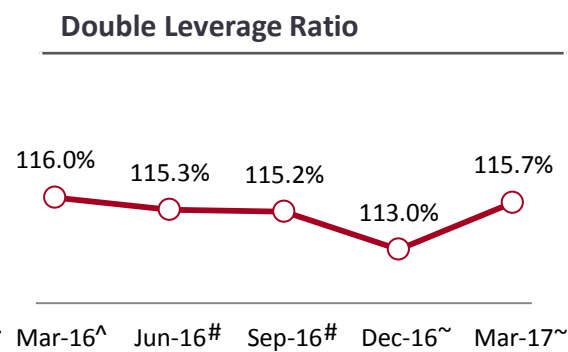
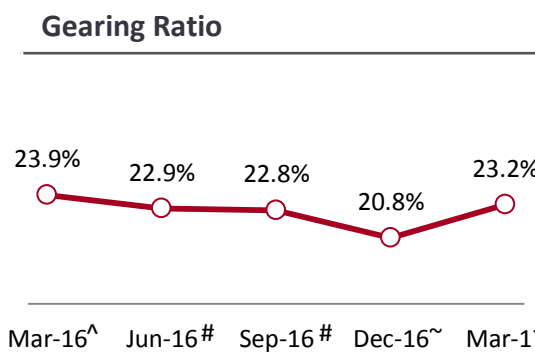
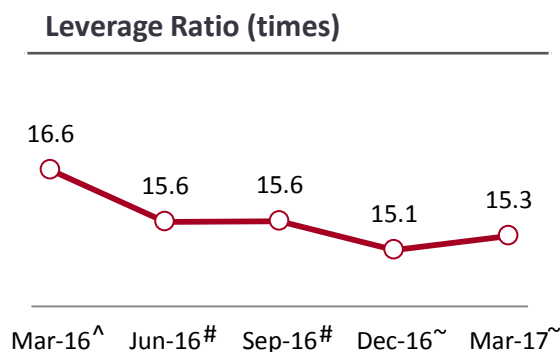
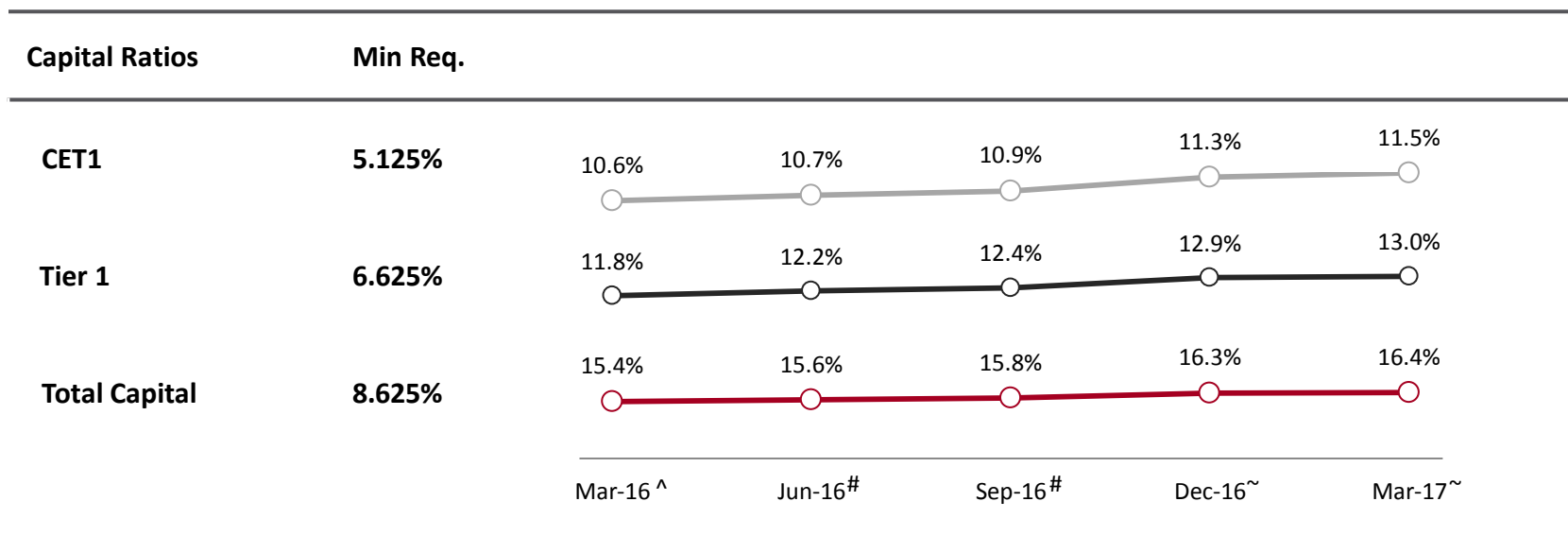
** Adjusted for high cost saving deposits classified as Structured Deposits

^ In local currency

~ Excluding FX fluctuations

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

Capital Management : CIMB Group



Notes:

^ Post CIMBGH's FY15 Second Interim Dividend & the actual corresponding DRS (86.8% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank

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

~ Dec'16 and Mar'17 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

CIMB Group : 1Q17 Results

3. PBT by Segment

PBT by Segments

PBT (RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Consumer Banking (34.8%)	561	558	0.5%	568	(1.2%)
Commercial Banking (8.8%)	142	154	(7.8%)	(36)	494.4%
Wholesale Banking (45.0%)	727	335	117.0%	557	30.5%
Corporate Banking (29.6%)	479	179	167.6%	416	15.1%
Treasury & Markets ~ (15.4%)	248	180	37.8%	130	90.8%
Investment Banking + (0.0%)	-	(24)	100.0%	11	(100.0%)
GAMI ** (2.2%)	36	78	(53.8%)	22	63.6%
Group Funding # (9.2%)	148	(2)	>1000%	101	46.5%
PBT	1,614	1,123	43.7%	1,212	33.2%

Notes: ~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments

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

CIMB Group : 1Q17 Results

3.1 Regional Consumer Banking

Consumer Banking

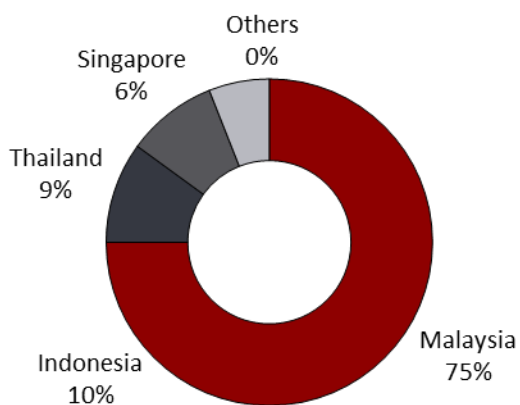
(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	1,444	1,301	11.0%	1,436	0.6%
Non interest income	483	440	9.8%	499	(3.2%)
Operating income	1,927	1,741	10.7%	1,935	(0.4%)
Overhead expenses	(1,088)	(1,044)	4.2%	(1,073)	1.4%
PPOP	839	697	20.4%	862	(2.7%)
(Provisions) / Writeback	(280)	(140)	100.0%	(294)	(4.8%)
Share of JV / Associates	2	1	100.0%	-	-
PBT	561	558	0.5%	568	(1.2%)
PBT by Country	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Malaysia (RM 'mil)	510	470	8.5%	401	27.2%
Indonesia (IDR 'bil)	(75)	158	(147.5%)	442	(117.0%)
Thailand (THB 'mil)	411	162	153.7%	82	401.2%
Singapore (SGD 'mil)	6	6	-	4	50.0%
Others * (RM 'mil)	4	2	100.0%	3	33.3%
PBT	561	558	0.5%	568	(1.2%)

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

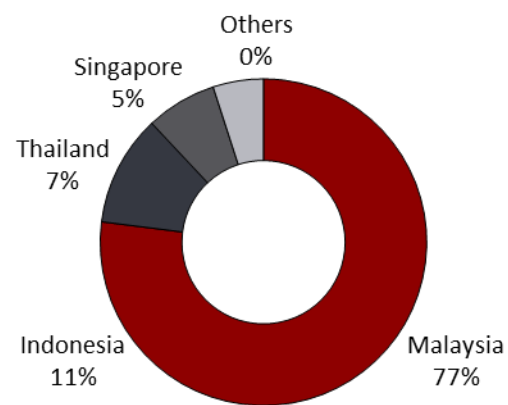
Consumer Banking : Gross Loans

Country	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia (RM 'bil)	123.0	112.5	9.3%	121.1	1.6%
Indonesia (IDR 'bil)	51,138	54,036	(5.4%)	52,130	(1.9%)
Thailand (THB 'bil)	105.3	96.0	9.7%	102.9	2.3%
Singapore (SGD 'mil)	2,907	2,780	4.6%	2,923	(0.5%)
Others * (RM 'bil)	0.6	0.5	20.0%	0.6	-
Total Consumer Loans (RM 'bil)	163.5	147.7	10.7%	161.1	1.5%

31 Mar 17



31 Mar 16



Notes: Loan base excludes bad bank

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

Consumer Banking : Deposits

Country	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia (RM 'bil)	91.5	83.4	9.7%	89.3	2.5%
Indonesia (IDR 'bil)	91,490	89,129	2.6%	93,677	(2.3%)
Thailand (THB 'bil)	110.1	92.6	18.9%	105.6	4.3%
Singapore (SGD 'mil)	5,974	4,936	21.0%	5,648	5.8%
Others * (RM 'bil)	0.9	0.6	50.0%	0.9	-
Total Consumer Deposits (RM 'bil)	154.9	134.0	15.6%	151.0	2.6%

Products (RM 'bil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Current	28.4	25.2	12.7%	27.9	1.8%
Savings	43.5	36.4	19.5%	41.3	5.3%
Fixed and Structured Deposits	83.0	72.4	14.6%	81.8	1.5%
Total	154.9	134.0	15.6%	151.0	2.6%

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

CIMB Group : 1Q17 Results

3.2 Regional Commercial Banking

Commercial Banking

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	448	428	4.7%	440	1.8%
Non interest income	123	78	57.7%	97	26.8%
Operating income	571	506	12.8%	537	6.3%
Overhead expenses	(303)	(269)	12.6%	(279)	8.6%
PPOP	268	237	13.1%	258	3.9%
(Provisions) / Writeback	(126)	(83)	51.8%	(294)	(57.1%)
Share of JV / Associates	-	-	-	-	-
PBT	142	154	(7.8%)	(36)	494.4%
Country	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Malaysia (RM 'mil)	120	125	(4.0%)	147	(18.4%)
Indonesia (IDR 'bil)	114	58	96.6%	59	93.2%
Thailand (THB 'mil)	(284)	1	(>1000%)	(1,427)	80.1%
Singapore (SGD 'mil)	4	2	100.0%	(13)	130.8%
Others * (RM 'mil)	6	5	20.0%	6	-
PBT (RM 'mil)	142	154	(7.8%)	(36)	494.4%

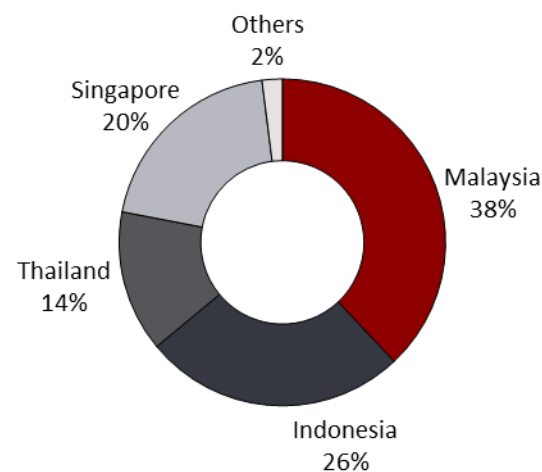
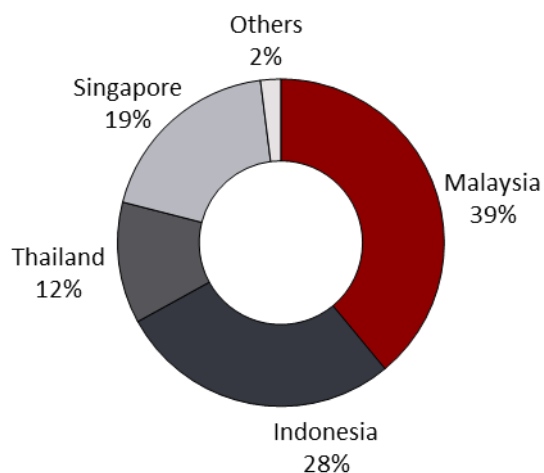
Note: * Including Labuan, London, Cambodia, Hong Kong & Shanghai

Commercial Banking : Gross Loans

Country	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia (RM 'bil)	16.7	14.3	16.8%	16.1	3.7%
Indonesia (IDR 'bil)	34,791	32,272	7.8%	33,803	2.9%
Thailand (THB 'bil)	38.9	48.8	(20.3%)	41.3	(5.8%)
Singapore (SGD 'mil)	2,500	2,586	(3.3%)	2,588	(3.4%)
Others * (RM 'bil)	0.9	0.8	12.5%	0.9	-
Total Commercial Loans (RM 'bil)	42.2	37.8	11.6%	41.7	1.2%

31 Mar 17

31 Mar 16



Notes: Loan base excludes bad bank

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

Commercial Banking : Deposits

Country	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia (RM 'bil)	19.4	17.6	10.2%	18.4	5.4%
Indonesia (IDR 'bil)	36,553	34,349	6.4%	34,319	6.5%
Thailand (THB 'bil)	11.9	18.2	(34.6%)	13.1	(9.2%)
Singapore (SGD 'mil)	3,890	3,994	(2.6%)	4,323	(10.0%)
Others * (RM 'bil)	0.5	0.3	66.7%	0.5	-
Total Commercial Deposits (RM 'bil)	45.9	41.7	10.1%	45.4	1.1%

Products (RM 'bil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Current	20.4	17.4	17.2%	18.8	8.5%
Savings	1.1	1.0	10.0%	1.0	10.0%
Fixed and Structured Deposits	24.4	23.3	4.7%	25.6	(4.7%)
Total	45.9	41.7	10.1%	45.4	1.1%

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

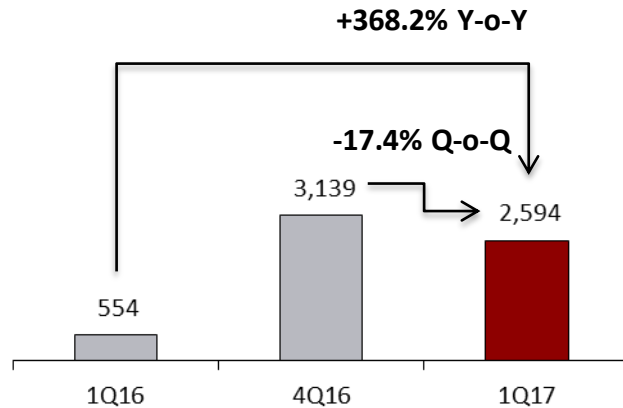
CIMB Group : 1Q17 Results

3.3 Regional Wholesale Banking

ASEAN Capital Markets Activities

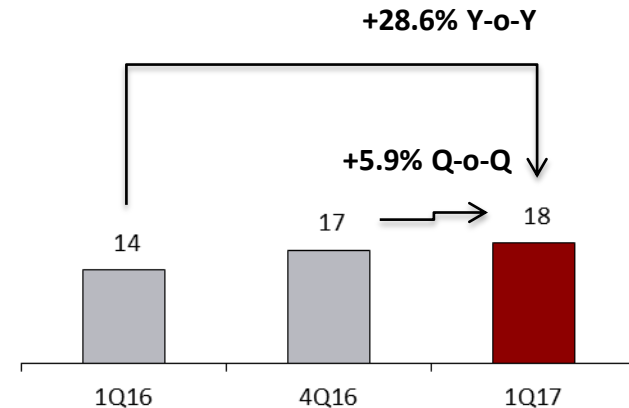
Industry ASEAN ECM

USD 'mil



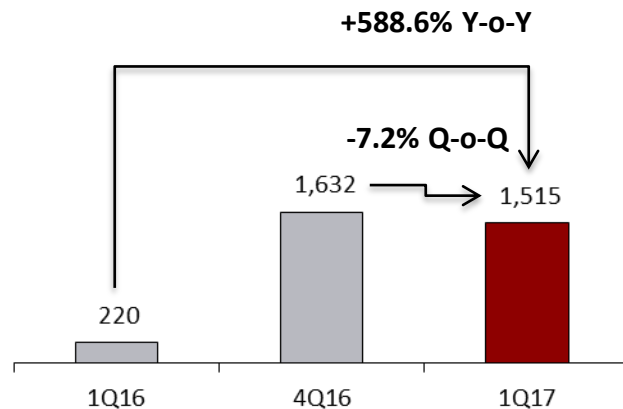
Industry ASEAN DCM

USD 'bil



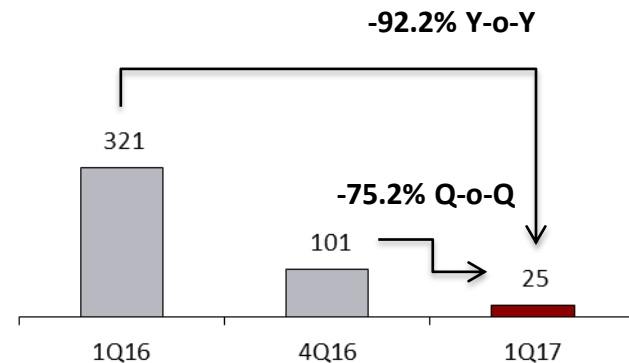
Industry ASEAN IPO

USD 'mil



Industry ASEAN M&A

USD 'bil



Wholesale Banking

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	908	844	7.6%	941	(3.5%)
Non interest income	576	434	32.7%	519	11.0%
Total Income	1,484	1,278	16.1%	1,460	1.6%
Overhead expenses	(712)	(652)	9.2%	(708)	0.6%
PPOP	772	626	23.3%	752	2.7%
(Provisions) / Writeback	(45)	(291)	(84.5%)	(195)	(76.9%)
Share of JV / associates	-	-	-	-	-
PBT (BAU)	727	335	117.0%	557	30.5%
(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Corporate Banking (65.9%)	479	179	167.6%	416	15.1%
Treasury & Markets ~ (34.1%)	248	180	37.8%	130	90.8%
Investment Banking + (0.0%)	-	(24)	100.0%	11	(100.0%)
PBT	727	335	117.0%	557	30.5%

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

Wholesale Banking : Corporate Banking

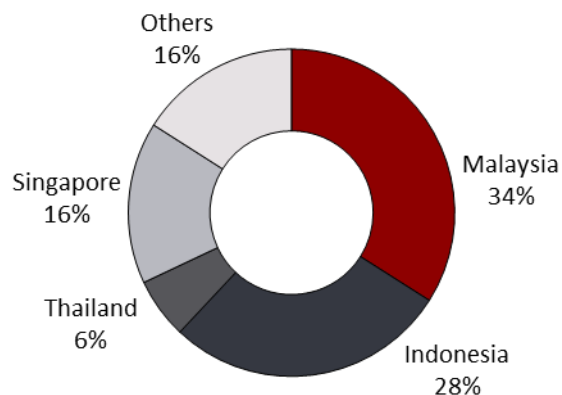
(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	659	580	13.6%	680	(3.1%)
Non interest income	134	124	8.1%	224	(40.2%)
Operating income	793	704	12.6%	904	(12.3%)
Overhead expenses	(269)	(248)	8.5%	(290)	(7.2%)
PPOP	524	456	14.9%	614	(14.7%)
(Provisions) / Writeback	(45)	(277)	(83.8%)	(198)	(77.3%)
PBT	479	179	167.6%	416	15.1%
Country	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Malaysia (RM 'mil)	226	193	17.1%	247	(8.5%)
Indonesia (IDR 'bil)	189	(458)	141.3%	46	310.9%
Thailand (THB 'mil)	308	(60)	613.3%	(109)	382.6%
Singapore (SGD 'mil)	17	16	6.3%	28	(39.3%)
Others * (RM 'mil)	99	88	12.5%	88	12.5%
PBT (RM 'mil)	479	179	167.6%	416	15.1%

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

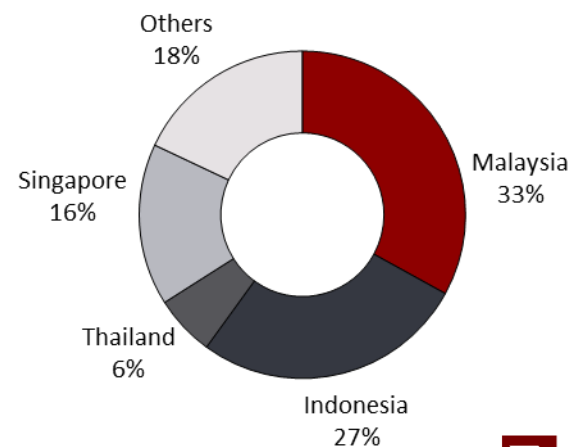
Wholesale Banking : Gross Loans

Country	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia (RM 'bil)	37.9	32.3	17.3%	36.7	3.3%
Indonesia (IDR 'bil)	90,053	84,713	6.3%	94,231	(4.4%)
Thailand (THB 'bil)	52.1	52.3	(0.4%)	55.7	(6.5%)
Singapore (SGD 'mil)	5,514	5,552	(0.7%)	5,784	(4.7%)
Others * (RM 'bil)	17.8	17.8	-	19.1	(6.8%)
Total Corporate Loans (RM 'bil)	111.0	98.5	12.7%	114.0	(2.6%)
Other Wholesale Loans (RM 'bil)	4.9	2.7	81.5%	3.7	32.4%
Total Wholesale Loans (RM 'bil)	115.9	101.2	14.5%	117.7	(1.5%)

Corporate Loans as at 31 Mar 17



Corporate Loans as at 31 Mar 16



Notes: Loan base excludes bad bank

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

Wholesale Banking : Deposits

Country	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Malaysia (RM 'bil)	66.0	55.4	19.1%	57.7	14.4%
Indonesia (IDR 'bil)	48,051	49,261	(2.5%)	52,575	(8.6%)
Thailand (THB 'bil)	59.6	46.7	27.6%	65.0	(8.3%)
Singapore (SGD 'mil)	1,414	2,891	(51.1%)	1,499	(5.7%)
Others * (RM 'bil)	11.6	14.6	(20.5%)	10.9	6.4%
Total Corporate Deposits (RM 'bil)	99.4	93.5	6.3%	93.0	6.9%
Other Wholesale Deposits (RM 'bil)	53.8	50.4	6.7%	49.1	9.6%
Total Wholesale Deposits (RM 'bil)	153.2	143.9	6.5%	142.1	7.8%
Wholesale Deposits (RM 'bil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Current	25.7	22.1	16.3%	24.1	6.6%
Savings	3.0	3.2	(6.3%)	4.1	(26.8%)
Fixed and Structured Deposits	70.7	68.2	3.7%	64.8	9.1%
Total Corporate Deposits (RM 'bil)	99.4	93.5	6.3%	93.0	6.9%
Other Wholesale Deposits (RM 'bil)	53.8	50.4	6.7%	49.1	9.6%
Total Wholesale Deposits (RM 'bil)	153.2	143.9	6.5%	142.1	7.8%

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

Wholesale Banking : Treasury & Markets

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	191	219	(12.8%)	194	(1.5%)
Non interest income	253	110	130.0%	90	181.1%
Operating income	444	329	35.0%	284	56.3%
Overhead expenses	(196)	(146)	34.2%	(158)	24.1%
PPOP	248	183	35.5%	126	96.8%
(Provisions) / Writeback	-	(3)	(100.0%)	4	(100.0%)
PBT	248	180	37.8%	130	90.8%
Country	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Malaysia (RM 'mil)	71	28	153.6%	28	153.6%
Indonesia (IDR 'bil)	174	177	(1.7%)	106	64.2%
Thailand (THB 'mil)	98	340	(71.2%)	(51)	292.2%
Singapore (SGD 'mil)	12	4	200.0%	1	>1000.0%
Others * (RM 'mil)	71	44	61.4%	68	4.4%
PBT (RM 'mil)	248	180	37.8%	130	90.8%

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

Wholesale Banking : Investment Banking

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	58	45	28.9%	67	(13.4%)
Non interest income	189	200	(5.5%)	205	(7.8%)
Operating income	247	245	0.8%	272	(9.2%)
Overhead expenses	(247)	(258)	(4.3%)	(260)	(5.0%)
PPOP	-	(13)	100.0%	12	(100.0%)
(Provisions) / Writeback	-	(11)	(100.0%)	(1)	(100.0%)
Share of JV/Associates	-	-	-	-	-
PBT	-	(24)	100.0%	11	(100.0%)
Country	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Malaysia (RM 'mil)	9	28	(67.9%)	62	(85.5%)
Indonesia (IDR 'bil)	24	29	(17.2%)	27	(11.1%)
Thailand (THB 'mil)	55	17	223.5%	33	66.7%
Singapore (SGD 'mil)	(3)	(5)	40.0%	(12)	75.0%
Others * (RM 'mil)	(15)	(49)	69.4%	(28)	46.4%
PBT (RM 'mil)	-	(24)	100.0%	11	(100.0%)

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

IB Market Share and Ranking (1)

	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Cash Equities	9.5%	3	9.7%	3
IPO	28.5%	1	49.8%	1
ECM	32.4%	1	48.3%	1
EQL Products	-	-	-	-
M&A	13.8%	1	8.3%	5
Syndication ^	3.5%	12	12.4%	3
DCM Domestic	21.5%	3	16.7%	2
Sukuk	26.6%	2	8.2%	4


	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Cash Equities	5.6%	3	6.8%	2
IPO	22.3%	2	-	-
ECM	21.9%	2	-	-
EQL Products	-	-	-	-
M&A	-	-	-	-
Syndication ^	-	-	-	-
DCM	10.0%	5	6.0%	7

	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.2%	4	4.6%	3
IPO	23.0%	2	-	-
ECM	16.0%	3	-	-
EQL Products	-	-	-	-
M&A	5.1%	2	-	-
Syndication ^	1.6%	11	2.1%	10
DCM	20.9%	1	11.9%	3

	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Cash Equities	7.0%	4	8.9%	1
IPO	-	-	57.2%	1
ECM	-	-	13.5%	3
EQL Products	-	-	-	-
M&A	-	-	0.1%	25
Syndication ^	1.5%	21	0.4%	35
DCM	0.9%	12	4.4%	7

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

IB Market Share and Ranking (2)

	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.3%	58	0.3%	58
IPO	0.5%	38	0.9%	18
ECM	0.1%	72	0.5%	33
EQL Products	-	-	-	-
M&A	1.2%	9	-	-
Syndication ^	-	-	-	-

Global	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Sukuk	9.2%	4	13.0%	1

ASEAN	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.1%	2	7.3%	2
IPO	19.7%	1	39.8%	1
ECM	13.9%	1	16.9%	2
EQL Products	-	-	-	-
M&A	3.0%	9	0.8%	21
Syndication ^	1.6%	20	3.0%	12
DCM	12.4%	1	8.0%	4

Asia (ex-Japan) *	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
IPO	7.1%	1	2.5%	13
ECM	2.1%	10	0.9%	27
EQL Products	-	-	-	-
M&A	0.5%	42	0.3	46
Syndication ^	0.3%	60	0.5%	44
DCM	1.2%	29	0.6%	40

CIMB Group : 1Q17 Results

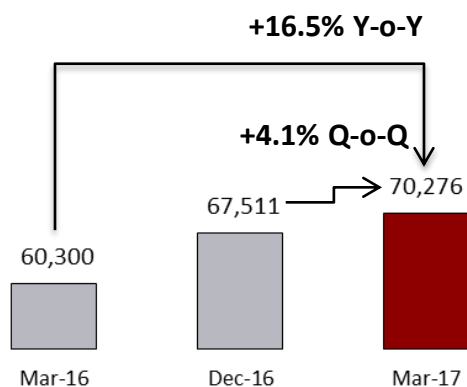
3.4 Group Asset Management & Investments

Group Asset Management & Investments

PBT (RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Public Markets	29	28	3.6%	33	(12.1%)
Private Markets	7	50	(86.0%)	(11)	163.6%
Direct Investments & Others	4	45	(91.0%)	1	300.0%
Private Equity Fund Management	3	1	200%	24	(87.5%)
Passive Fund Investments	-	4	(100.0%)	(36)	100.0%
PBT BAU	36	78	(53.8%)	22	63.6%

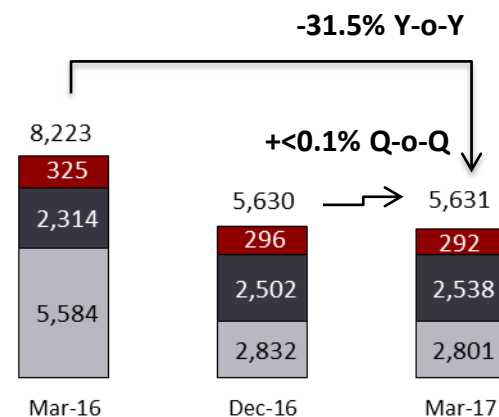
Public Markets AUM

RM 'mil



Private Markets AUM/CV

RM 'mil



■ Passive Fund Management ■ Direct investments
■ Private Equity Management

CIMB Group : 1Q17 Results

3.5 Group Funding

Group Funding

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	239	147	62.6%	193	23.8%
Non interest income	35	(61)	157.4%	55	(36.4%)
Total Income	274	86	218.6%	248	10.5%
Overhead expenses	(122)	(87)	40.2%	(97)	25.8%
PPOP	152	(1)	>1000%	151	0.7%
(Provisions) / Writeback	(4)	(1)	300.0%	(50)	(92.0%)
Share of JV / associates	-	-	-	-	-
PBT (BAU)	148	(2)	>1000%	101	46.5%

CIMB Group : 1Q17 Results

3.6 CIMB Islamic

Group Islamic: Earnings Summary

(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net financing income	359	316	13.6%	338	6.2%
Non financing income	106	122	(13.1%)	88	20.5%
Operating income	465	438	6.2%	426	9.2%
Overhead expenses	(166)	(161)	3.1%	(153)	8.5%
PPOP	299	277	7.9%	273	9.5%
(Provisions) / Writeback	(14)	-	-	(41)	(65.9%)
Share of JV / Associates	1	-	-	1	-
PBT	286	277	3.2%	233	22.7%

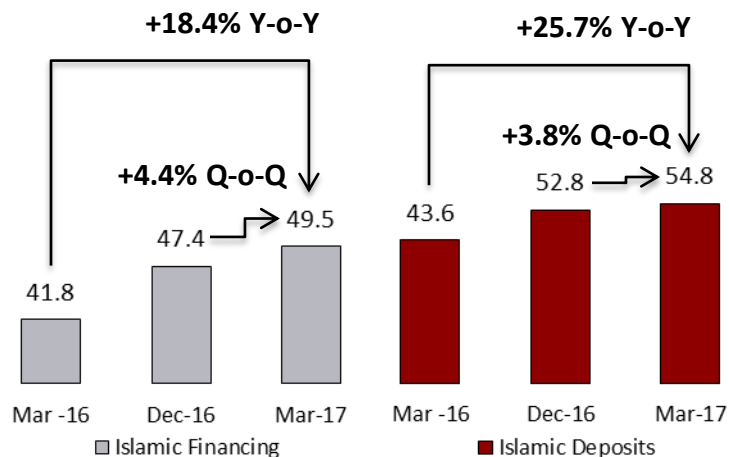
(RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Consumer Banking (36.4%)	104	100	4.0%	108	(3.7%)
Commercial Banking (15.4%)	44	34	29.4%	6	633.3%
Wholesale Banking (34.2%)	98	105	(6.7%)	99	(1.0%)
GAMI ** (4.9%)	14	16	(12.5%)	12	16.7%
Group Funding # (9.1%)	26	22	18.2%	8	225.0%
PBT	286	277	3.2%	233	22.7%

Notes: ** Including asset management and strategic investments

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

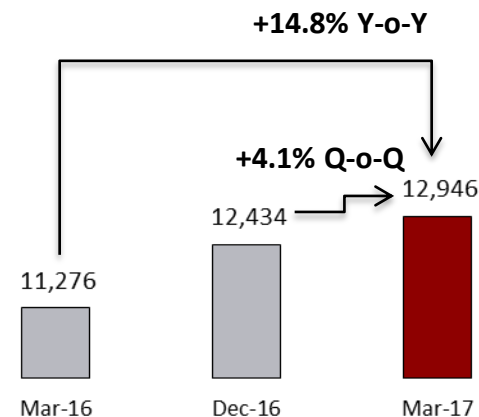
Islamic Financing and Deposits

RM 'bil



Islamic Residential Mortgages

RM 'mil



Ranking of Total Islamic Assets as at 31 Dec 2016

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	181,795	31%
2	CIMB Islamic	66,647	11%
3	Bank Islam	55,677	10%
4	PBB-I	49,664	9%
5	RHB Islam	48,117	8%

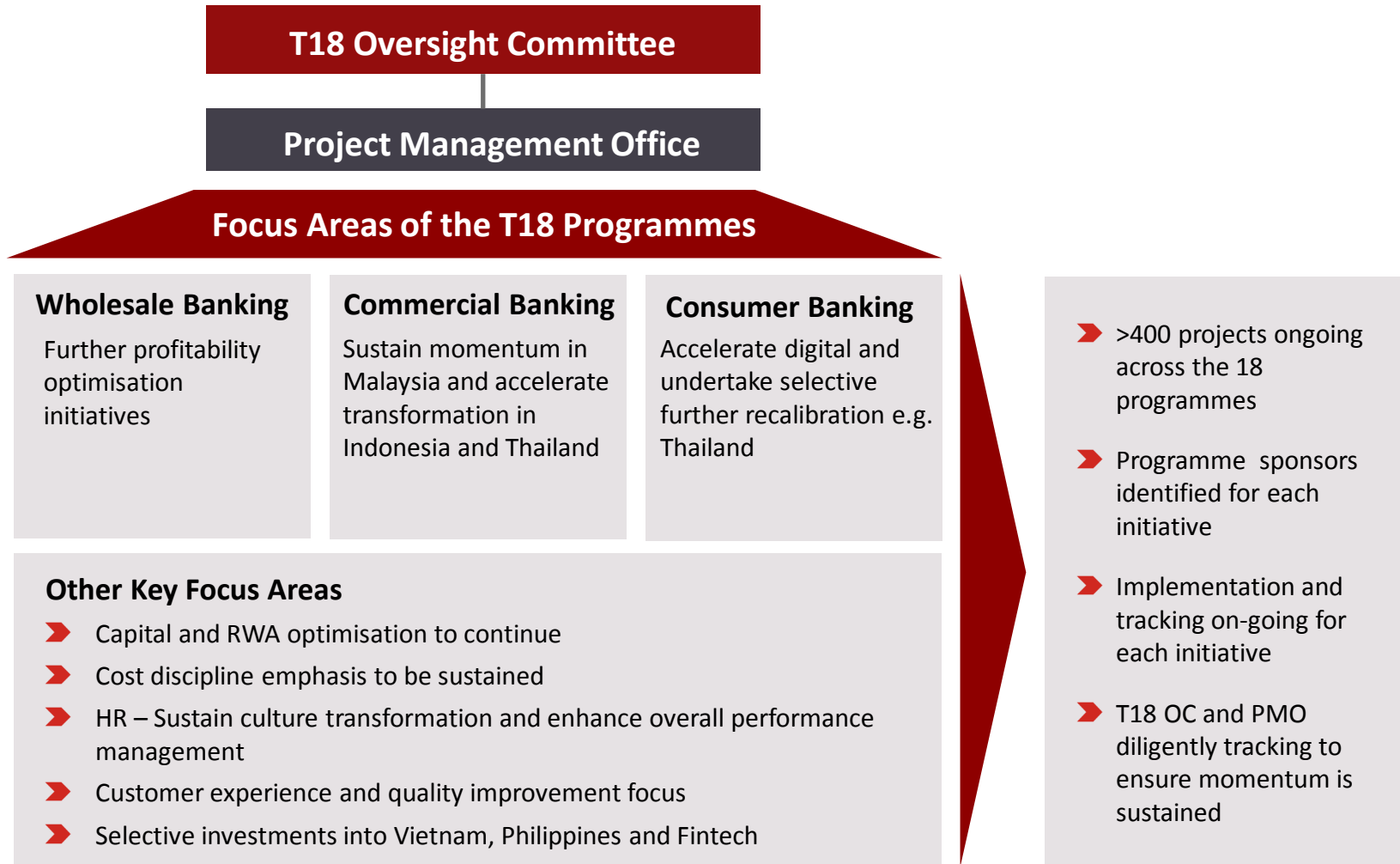
Sukuk	1Q17		1Q16	
	Market Share	Rank	Market Share	Rank
Malaysia	26.6%	2	8.2%	4
Global	9.2%	4	13.0%	1

CIMB Group : 1Q17 Results

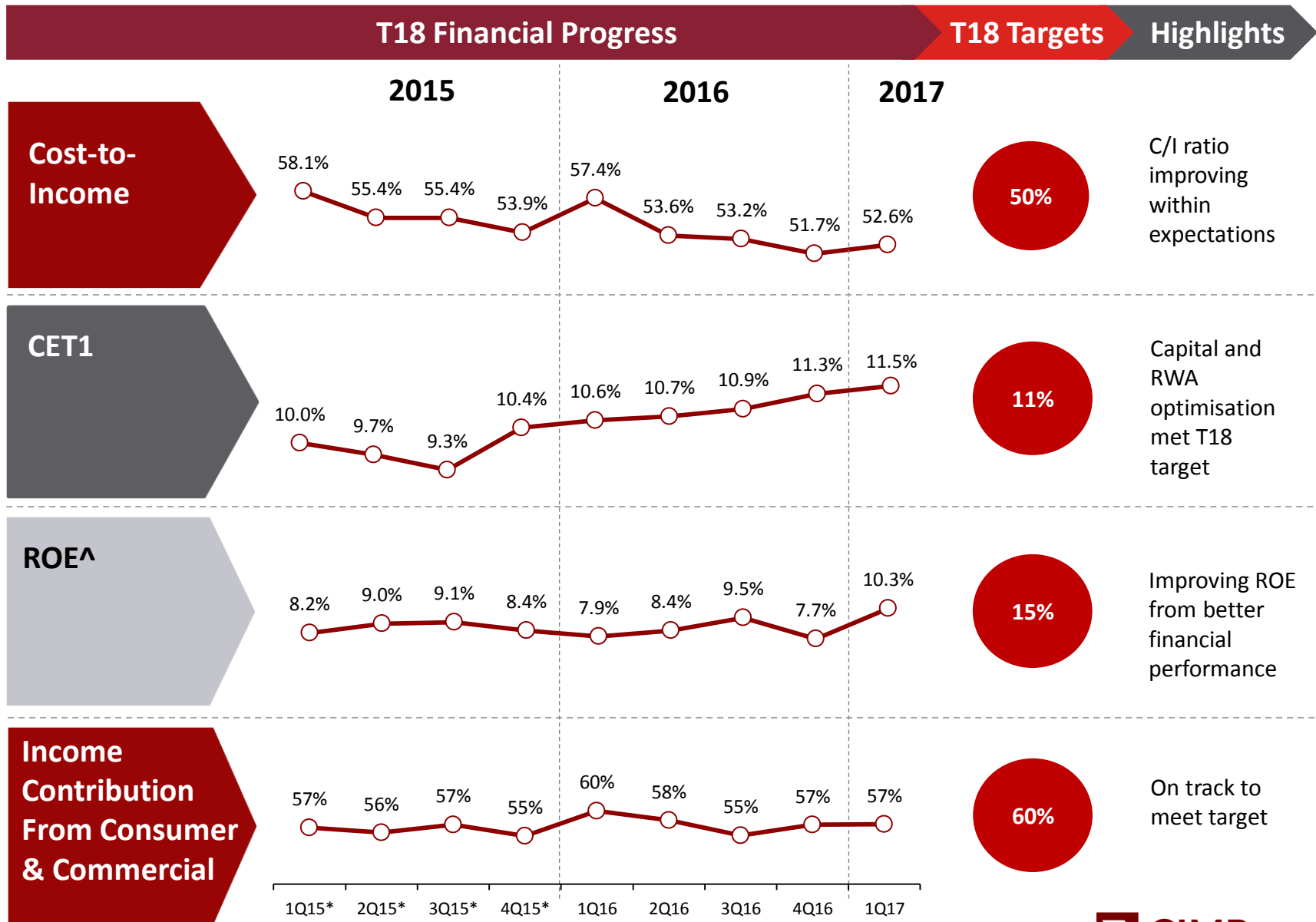
4. T18 Updates

T18 Progress Update

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



T18 Financial Targets Scorecard



Note: *based on BAU numbers ^Annualised

T18: 1Q17 Key highlights

Wholesale Banking

- Improved profitability in 1Q17 due to higher income growth (+16.1% YoY) and lower provisions (-84.5% YoY)
- Ongoing account planning efforts to improve RWA utilisation and enhance client profitability

Commercial Banking

- Strong growth in Malaysia in 1Q17 – loans grew 16.8% YoY and deposits by 10.2%
- Continuous focus to improve deposits and CASA through analytics and targeted cash management solutions
- Asset quality in Indonesia and Thailand continues to be an area of focus given the challenging macro environment

Consumer Banking

- Digital Banking
 - Development and implementation of new initiatives to strengthen our overall digital proposition, including partnerships with e-commerce and payment card players
- Branch Productivity
 - Continuous productivity improvement through various sales campaigns, increased usage of alternate channels and process enhancements
- Thailand Retail 2.0
 - Executing plans to strengthen our retail proposition in Thailand via strategic partnerships, wealth platform and various digital initiatives

Transaction Banking

- Ongoing efforts to improve collaboration with Business Units, e.g. KPI alignment, teamwork and sales partnerships
- Strengthening our regional trade and cash management proposition by leveraging our ASEAN platform, such as mobile and card platforms, tailored packages and improved processes

T18: 1Q17 Key highlights

Islamic Banking

- Enhancement of Islamic proposition and processes for Wholesale, Commercial and Consumer Banking, including new product launches
- Team and KPI alignment to strengthen accountability and ownership amongst Business Units

Capital and RWA Optimisation

- Continuing RWA optimisation initiatives such as portfolio management and rebalancing, system and data enhancements and parameter and methodology recalibration
- Roll-out of RWA optimisation initiatives across the region through knowledge and best practices transfer

HR initiatives

- Culture
 - Roll-out of regional campaigns and communications to enhance awareness and engagement
 - Continuous refinement of initiatives through feedback and progress tracking
- Strategic Manpower Planning
 - Continue to strengthen policies and processes to institutionalise discipline in personnel cost and headcount budgeting
- Performance Management
 - Implementing initiatives to improve KPI settings, tracking and rewards alignment
 - Developing plans to pilot new performance management approach

T18: 1Q17 Key highlights

Customer Experience

- Implementing plans to build CX capability across the firm through training programmes for identified staff
- Performance monitoring indicators in place to measure outcomes and benefits of CX initiatives
- Ongoing efforts to continuously drive and inculcate the CX mindset across the firm

Cost & Productivity

- 1Q17 cost to income ratio at 52.6% (FY2016: 53.9%, FY15: 55.6%, FY14: 59.1%)
- Continuous efforts to further identify and realise cost saving opportunities, including:
 - Roll-out of revised Group Delegated Authority framework across the region
 - Optimisation of premises and processes
 - Strategic Procurement – regional system implementation underway

Footprint & Expansion

- Vietnam
 - CIMB Vietnam commenced operations on 9 Dec 2016 with the launch of Hanoi branch
 - Ongoing efforts to operationalise Ho Chi Minh City branch
 - Progressively building up local team as part of business expansion plans
 - Implementation of consumer digital proposition underway
- Philippines
 - Regulatory application process underway
 - Partnership discussions and identification of key hires in progress

CIMB Group : 1Q17 Results

5. Final Remarks

Targets for 2017

	1Q17	FY17 Target
ROE	10.3% [#]	9.5%
Dividend Payout Ratio	-	40% - 60%
Total Loans Growth *	12.2% (6.8%**)	7.0%
Loan Loss Charge	0.52% [#]	0.60% - 0.65%
CET 1 (CIMB Group)	11.5%	>11.5%
Cost to income	52.6%	<53.0%

Notes: * Excluding bad bank
 ** Excluding FX fluctuations
 # Annualised

Final Remarks

- A good start to the year, but cautiously optimistic on outlook for the rest of 2017
- Continue to expect steady loan growth with some NIM compression, improving provisions and sustained cost discipline
- Malaysia remains steady, driven by Consumer Banking and benign asset quality
- Progressive improvement expected at CIMB Niaga with better loan provisions
- CIMB Thai to be profitable in 2017 following business recalibration
- Singapore should rebound from increased regional activity
- On track to meet FY17 targets

THANK YOU

CIMB Group : 1Q17 Results Appendices

PPOP by Segments

PPOP (RM 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Consumer Banking (40.6%)	839	697	20.4%	862	(2.7%)
Commercial Banking (13.0%)	268	237	13.1%	258	3.9%
Wholesale Banking (37.4%)	772	626	23.3%	752	2.7%
Corporate Banking (25.4%)	524	456	14.9%	614	(14.7%)
Treasury & Markets ~ (12.0%)	248	183	35.5%	126	96.8%
Investment Banking + (0.0%)	-	(13)	100.0%	12	(100.0%)
GAMI ** (1.6%)	34	29	17.2%	60	(43.3%)
Group Funding # (7.4%)	152	(1)	>1000%	151	0.7%
PPOP (Actual)	2,065	1,588	30.0%	2,083	(0.9%)


Notes: ~ Including treasury operations, markets and transaction banking


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


** Including asset management and strategic investments


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

Consumer Banking Key Highlights

	Y-o-Y	Q-o-Q
Consumer Gross Loans *	9.3%	1.6%
Mortgages	12.0%	2.7%
Term loans	8.1%	0.3%
Auto	2.2%	-
Credit cards	3.8%	(3.6%)
Consumer Deposits	9.7%	2.5%
CASA	7.1%	3.2%
Fixed & structured deposits	11.8%	1.9%

	Y-o-Y	Q-o-Q
Consumer Gross Loans *	9.7%	2.3%
Mortgages	6.9%	2.4%
Auto Loans	16.1%	3.7%
Personal / Others	13.0%	(0.8%)
Consumer Deposits	18.9%	4.3%
CASA	24.6%	7.2%
Fixed & structured deposits	14.7%	2.0%

	Y-o-Y	Q-o-Q
Consumer Gross Loans	(5.4%)	(1.9%)
Mortgages	7.1%	3.5%
Auto	(31.9%)	(11.3%)
Credit cards	17.9%	(2.9%)
Consumer Deposits	2.6%	(2.3%)
CASA	6.3%	0.9%
Fixed & structured deposits	(1.0%)	(5.6%)

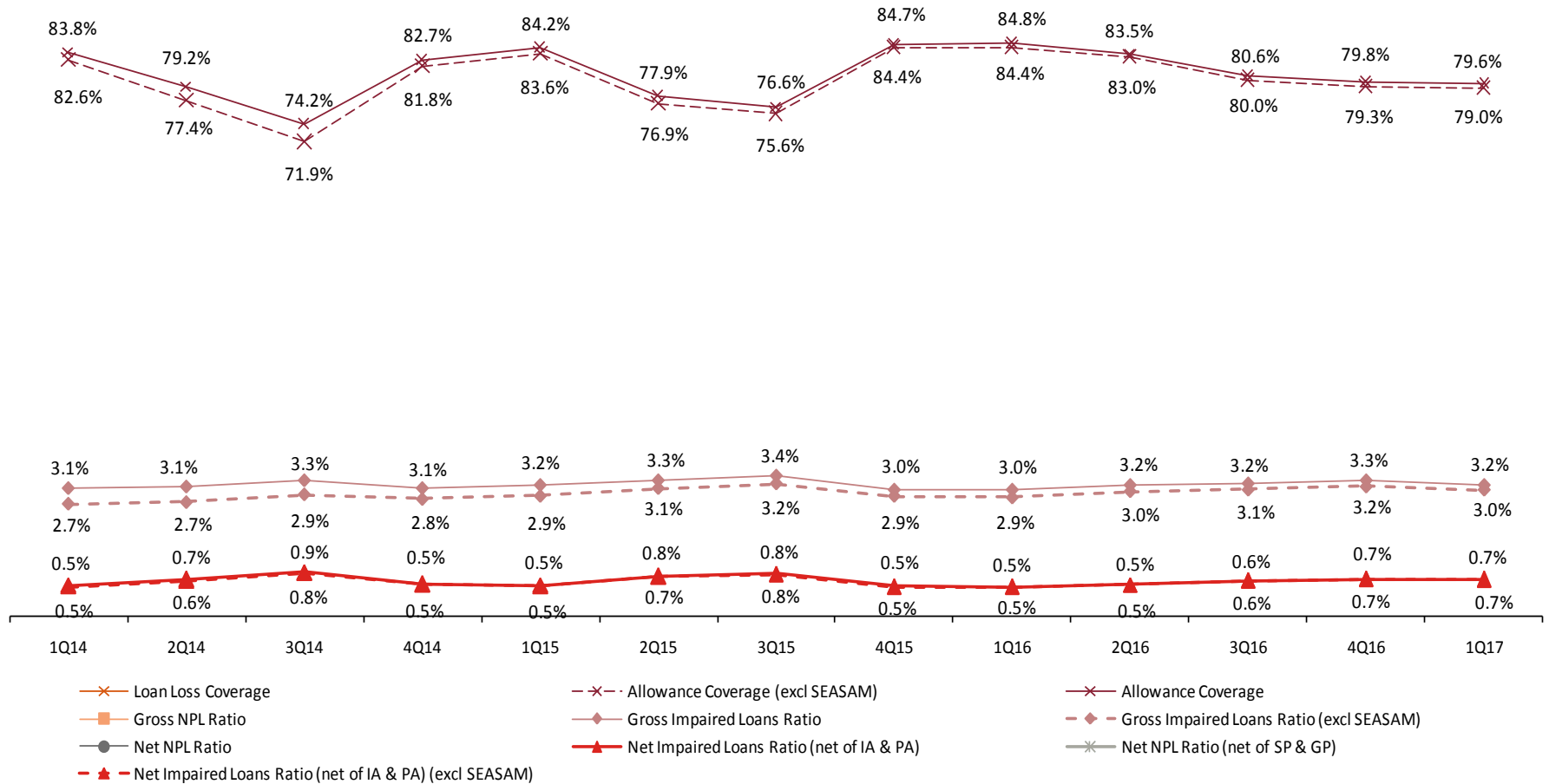
	Y-o-Y	Q-o-Q
Consumer Gross Loans	4.6%	(0.5%)
Mortgages	4.4%	0.2%
Term loans	6.5%	(2.0%)
Credit cards	(13.0%)	(7.2%)
Consumer Deposits	21.0%	5.8%
CASA	29.7%	6.9%
Fixed & structured deposits	11.7%	4.4%

Note: * Loan base excludes bad bank

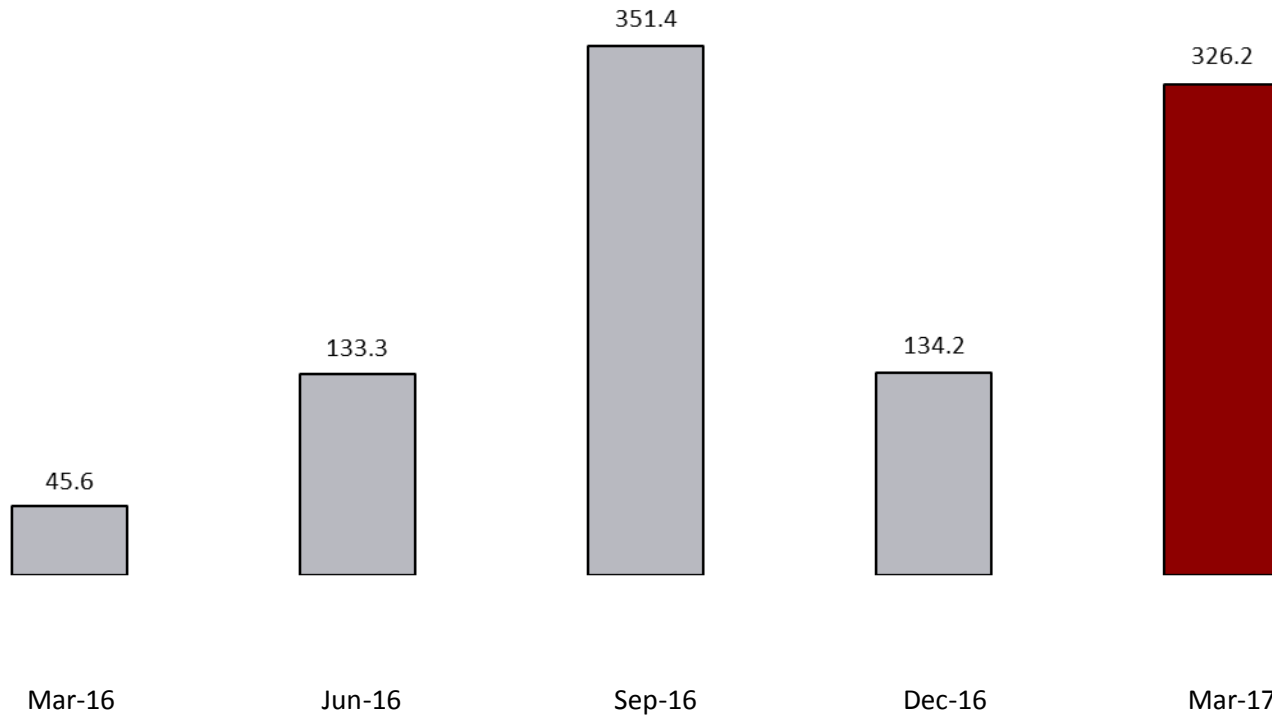
Consolidated Balance Sheet Changes

(RM 'mil)	31 Mar 17	31 Mar 16	Y-o-Y	31 Dec 16	Q-o-Q
Cash & short term funds	39,406	38,635	2.0%	26,710	47.5%
Securities purchased under resale agreements	7,328	9,330	(21.5%)	5,315	37.9%
Deposits & placements with financial institutions	3,253	2,277	42.9%	2,308	40.9%
Financial assets held for trading	28,274	22,305	26.8%	22,769	24.2%
Money Market	20,875	15,751	32.5%	17,181	21.5%
Corporate Bonds	5,520	5,187	6.4%	4,352	26.8%
Equity	1,879	1,366	37.6%	1,236	52.0%
Financial investments available for sale	31,255	30,517	2.4%	31,530	(0.9%)
Financial investments held to maturity	31,560	27,195	16.1%	30,381	3.9%
Loans, advances & financing	316,420	282,191	12.1%	315,373	0.3%
Other assets	48,717	52,746	(7.6%)	51,381	(5.2%)
Total assets	506,213	465,196	8.8%	485,767	4.2%
Deposits from customers	351,618	316,842	11.0%	336,246	4.6%
Placement from investment accounts	255	244	4.5%	254	0.4%
Deposits & placements of banks and other FI	28,596	24,944	14.6%	28,736	(0.5%)
Other borrowings	36,490	33,389	9.3%	30,651	19.0%
Other liabilities	40,691	47,656	(14.6%)	42,801	(4.9%)
Total liabilities	457,650	423,075	8.2%	438,688	4.3%
Shareholders' funds	46,755	40,946	14.2%	45,307	3.2%
Total liabilities & equity	506,213	465,196	8.8%	485,767	4.2%

Asset Quality Ratios – CIMB Group



AFS MTM (Q-o-Q) Position



CIMB Niaga : Earnings Summary



(IDR 'bil)	1Q17	1Q16	Y-o-Y	4Q16 BAU^	Q-o-Q
Net interest income	3,096	2,837	9.1%	3,207	(3.5%)
Non interest income	716	716	-	583	22.8%
Operating income	3,812	3,553	7.3%	3,790	0.6%
Overhead expenses	(1,873)	(1,822)	2.8%	(1,825)	2.6%
PPOP	1,939	1,731	12.0%	1,965	(1.3%)
Provisions	(1,079)	(1,341)	(19.5%)	(1,195)	(9.7%)
PBT	860	390	120.5%	770	11.7%
Net profit	640	269	137.9%	576	11.1%
EPS (IDR)	25.45	10.69	138.1%	22.92	11.0%
PBT (RM 'mil)	286	114	150.9%	249	14.9%
Net profit (RM 'mil)	213	78	173.1%	186	14.5%
ROE (Annualised)	7.4%	3.6%	380bps	6.8%	60bps

Note: As per CIMB Niaga FY16 analyst presentation

^ Excluding one-off fee income (IDR276 bil)

CIMB Niaga : Key Ratios

(Consolidated, %)	1Q17	1Q16	Y-o-Y	4Q16 BAU **	Q-o-Q
ROE ^	7.4	3.6	↑	6.8	↑
NIM ^	5.71	5.35	↑	5.91	↓
Cost to Income	49.1	51.3	↓	48.1	↑
Loan Loss Coverage #	117.6	116.1	↑	117.7	↓
Allowance Coverage	89.5	91.0	↓	86.1	↑
Loan Loss Charge ^	2.3	2.9	↓	2.6	↓
Gross Impaired Loans Ratio	5.1	5.0	↑	5.2	↓
Gross NPL (BI Definition) #	3.9	3.9	↔	3.9	↔
Loan to Deposit (LDR)	98.5	97.7	↑	98.4	↑
CAR	18.5	18.0	↑	18.0	↑
CASA ratio	55.7	52.1	↑	50.8	↑

Notes: As per CIMB Niaga FY16 analyst presentation

Based on BI definition

^ Annualised and monthly average

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

** Excluding one-off fee income (IDR 276 bil)

CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
Net interest income	2,463	2,390	3.0%	2,528	(2.6%)
Non interest income	667	924	(27.8%)	707	(5.6%)
Operating income	3,130	3,315	(5.6%)	3,235	(3.2%)
Overhead expenses	(1,747)	(1,755)	(0.5%)	(2,112)	(17.3%)
PPOP	1,383	1,559	(11.3%)	1,123	23.2%
Provisions	(1,230)	(1,150)	7.0%	(2,901)	(57.6%)
PBT	152	409	(62.7%)	(1,778)	108.6%
Net Profit	121	327	(63.0%)	(1,428)	108.5%
EPS (THB)	0.005	0.01	(63.0%)	(0.06)	108.5%
Net Profit (RM 'mil) ~	16	36	(57.2%)	(179)	108.7%
PBT (RM 'mil) *	77	64	20.3%	(151)	151.0%
Net profit (RM 'mil) *	69	51	35.3%	(103)	167.0%
ROE (Annualised)	1.8%	4.7%	(290bps)	(20.4%)	2,220bps

Notes: ~ Local GAAP

* After GAAP and FRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	1Q17	1Q16	Y-o-Y	4Q16	Q-o-Q
ROE [^]	1.8	4.8	↓	(20.4)	↑
NIM [^]	3.77	3.72	↑	3.79	↓
Cost to Income	55.8	53.0	↑	65.3	↓
Loan Loss Coverage ^{**}	81.2	115.0	↓	77.3	↑
Loan Loss Charge [^]	2.5	2.3	↑	5.6	↓
Gross NPL ratio ^{**}	5.3	3.0	↑	6.1	↓
Net NPL ratio ^{**}	3.0	1.5	↑	3.5	↓
Loan to Deposit	110.3	126.8	↓	111.9	↓
Modified LDR ^{***}	92.3	93.8	↓	92.4	↓
CAR [*]	16.2	14.9	↑	15.6	↑
CASA ratio [#]	44.7	52.2	↓	46.1	↓

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

1Q17 Notable Deals

DCM



Digi Telecommunications Sdn Bhd
RM5.0 bil in nominal value Sukuk
Murabahah Programmes



Mah Sing Group Berhad
RM1.0 bil Perpetual Securities Programme



Lembaga Pembiayaan Ekspor Indonesia
IDR5.221 tril Senior Debt via 3rd Shelf
Registration Programme Phase 4 of IDR24.0
tril



PT Astra Sedaya Finance
IDR2.5 tril Senior Debt via 3rd Shelf
Registration Programme Phase 3 of IDR8.0
tril



Government Savings Bank
THB36.0 bil Senior Secured Debentures

DCM



Frasers Centrepoint Trust
SGD90 mil Senior Unsecured Fixed Rate
Notes due 2020 issued via FCT MTN Pte Ltd



**Government of the Hong Kong Special
Administrative Region of the People's
Republic of China**
USD1.0 bil Trust Certificates due 2027 issued
via Hong Kong Sukuk 2017 Ltd

M&A



Ekovest Berhad
Disposal of 40% equity interest held in
Konsortium Lebuhraya Utara-Timur (KL) Sdn
Bhd to Employees Provident Fund Board for
a total cash consideration of RM1.13bil
*(Largest infrastructure deal in Malaysia over
the last 1 year)*

IPO



Persta Resources Inc.
HKD220 million IPO on the Hong Kong Stock
Exchange

Corporate Responsibility (1)

CIMB Foundation



Community

Producing Biodiesel from Used Cooking Oil at Universiti Putra Malaysia

Providing the community an alternative source of income by producing an innovative energy which is also environmentally friendly

PIANIS Therapy Centre for Special Need Children

Enhanced the facilities and conducted training to enable parents to perform therapy sessions with 300 special needs children

Sponsored Cataract Operation for Underserved Communities at the General Hospital, Sri Aman Sarawak

200 patients have been sponsored



Education

'Be\$mart' Financial Literacy Programme

410 students from 9 universities have benefitted from this programme



Donation

Feeding the Needy at Jalan Tunku Abdul Rahman

Distributed 1,180 meals to the needy



Squash : Pontefract Junior Open 2017 and British Junior Open 2017

CIMB participants has won 1 silver, 2 bronze and a 3rd place

Squash : 18th Asian Junior Team Championship 2017, Hong Kong

Girls team won gold

Regional CSR



CIMB Niaga Empowered People with Disabilities as Telesales

Trained and provided job opportunity in telesales to 48 visually impaired people

Global CSR Awards for Excellence in Provision of Literacy & Education Award

The impact of Training Programme for Kindergarten (TK) and Early Childhood Education for Teachers (PAUD) has won CIMB Niaga a bronze in Global CSR Awards education programme



Blood Donation with Thai Red Cross Society

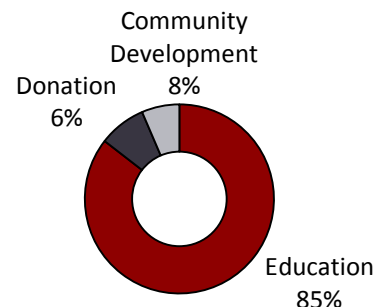
230 CIMB Thai staff and people participated

ICT Programme & Library @ Bann Ton Pring School

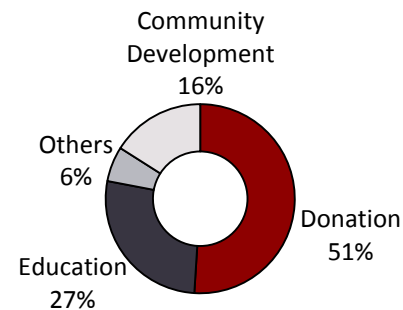
Enhancement of IT literacy and knowledge center

Grants Disbursed as at Mar 2017

CIMB Foundation
RM 496,000



Non-CIMB Foundation*
RM 376,000



Corporate Responsibility (2)

Biodiesel from Used Cooking Oil, Universiti Putra Malaysia



PIANIS Therapy Centre for Special Need Children



Cataract Operations at the General Hospital, Sri Aman



'Be\$mart' Financial Literacy Programme



CIMB Niaga Empowered People with Disabilities as Telesales



ICT Programme & Library at Bann Ton Pring School

