

CIMB GROUP HOLDINGS BERHAD FULL YEAR 2010 RESULTS

Analyst Presentation

25 February 2011

Key Highlights

- Achieved all primary targets and most secondary targets
- FY10 PAT of RM3.52 bil, up 25.4% Y-o-Y
- New dividend policy applied retrospectively. Year-end dividend of 8.00 per share for 55% pay-out ratio for 2010
- 2010 priorities addressed and asset quality improvements strengthen foundations
- Achieved our V10, set new V15
- Various “refresh” initiatives for 2011
- FY2011 ROE target of 17% (on full enlarged capital base)

CIMB GROUP CEO'S REVIEW KEY ACHIEVEMENTS

Achievements vs Targets for 2010

	FY10	2010 Target	
ROE	16.3% (16.5%^)	16.0% (16.5%^)	✓
TSR	+13.3% above KLCI	> KLCI	✓
Dividend	26.08 sen	9.25 sen	✓
Group loans growth	12%	12%	✓
CIMB Malaysia + Singapore	10%	10%	✓
CIMB Niaga	18%	18%	✓
CIMB Thai	17%	20%	✗
Group CASA	17%	18%	✗
CIMB Malaysia + Singapore	15%	15%	✓
CIMB Niaga	23%	21%	✓
CIMB Thai	9%	36%	✗
Loan loss charge	0.4%	0.6%	✓
Tier 1 (at bank)*	14.5%	10%	✓
RWCR (at bank)*	15.4%	12%	✓

	FY10	2010 Target	
Mortgage	21%	20%	✓
Credit card	41%	10%	✓
HP	11%	10%	✓
Xpress	14%	75%	✗
Commercial & Enterprise	0%	8%	✗
Corporate	2%	4%	✗

Key 2010 Priorities Round-Up

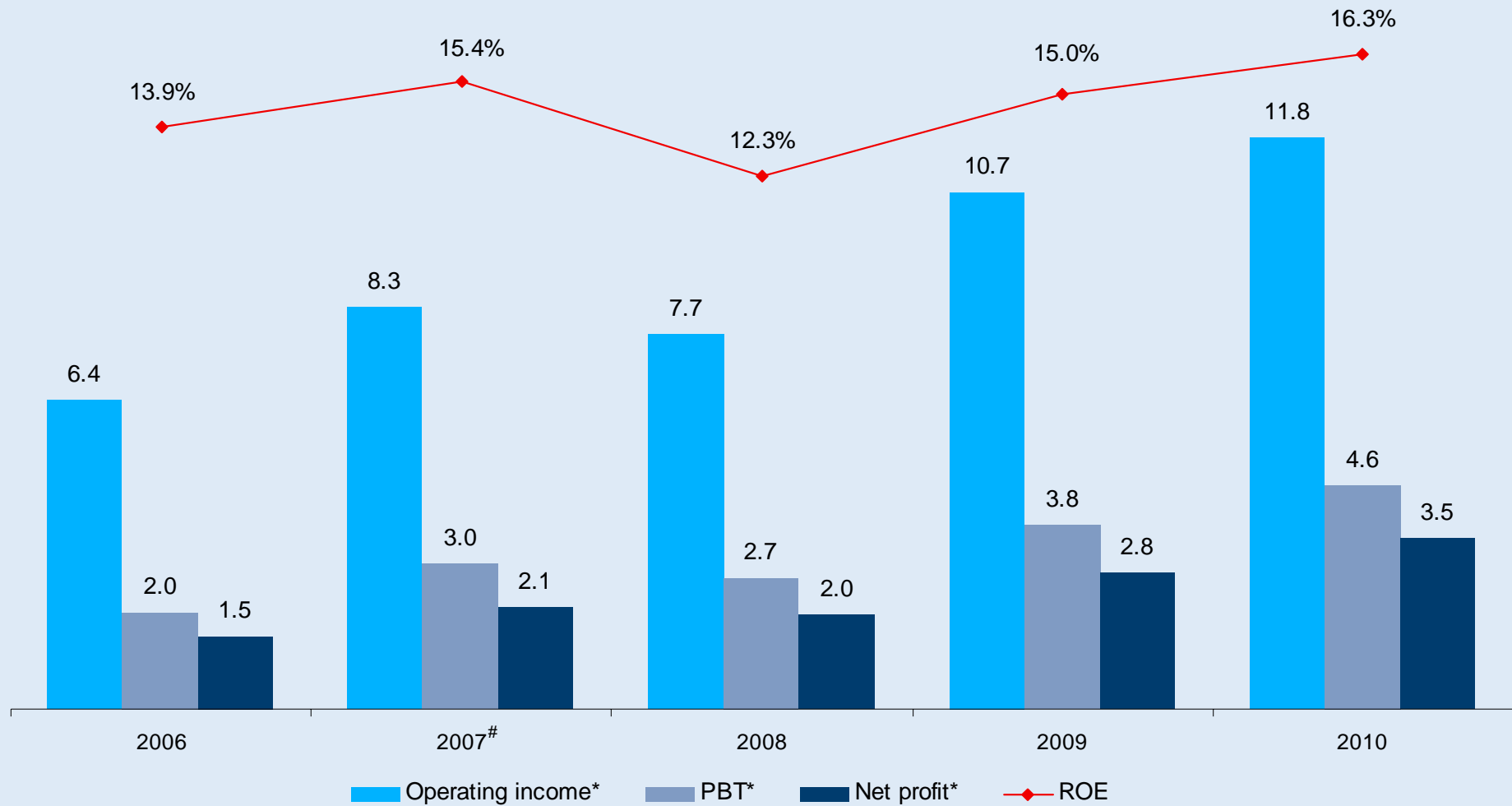
Priorities	Updates
Advance regional value proposition	<ul style="list-style-type: none"> Regional branding enhancement Proliferate regional products and services Regional Organisation Structure
Advance regional investment banking positioning	<ul style="list-style-type: none"> Increasing ex-Malaysia market shares Groundbreaking cross-border deals Two mega IPOs
CASA accumulation, especially in Malaysia	<ul style="list-style-type: none"> 4Q10 sharp improvement in Malaysia
Refocus on SME business	<ul style="list-style-type: none"> Malaysia transformation underway
Regional transaction banking drive	<ul style="list-style-type: none"> Complete overhaul of leadership and business model New system successful in Indonesia
Implementation of 1View and 1Platform	<ul style="list-style-type: none"> 1View in 250 Malaysian branches Kick-started 1Platform in Bangkok
CIMB Niaga Transformation 2	<ul style="list-style-type: none"> Surge in profitability Significant new leadership hires Initiated new business streams
CIMB Thai transformation	<ul style="list-style-type: none"> Extracted bad bank; strong financial position Foundations for high growth
Enhance KPI framework	<ul style="list-style-type: none"> Good progress

Solid 5 Years of Earnings

Average ROE from 2006 – 2010

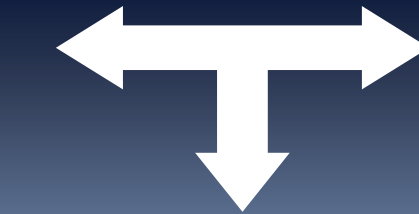


14.6%



2010 : Broad Objectives and Targets

1 **Leading Banking Group**
in SEA by asset size



2 **Strong foothold and presence** in 4 core markets and over 1/3 non-Malaysian assets and revenues

3 Sustainable **ROE of 18%-20%**

4 **An Integrated SEA Bank**

OPTIMISATION

INNOVATION

At the end of 2010, CIMB Group will be recognized as a SEA asset with leading universal banking presence in Malaysia, Indonesia, Thailand and Singapore, capitalising on high growth domestic and cross-border banking and capital markets and flows of trade and investments. We will operate as a high performing, integrated SEA bank organized along a matrix structure of function and geography.

REGIONALISATION

2010: V10 Is Achieved

V10 Broad Objectives and Targets	2007	FY2010	Status
Leading Banking Group in SEA by asset size (USD 'bil)	59.2 (5 th)	88.0 (5 th)	✓
Strong universal banking foothold and presence in at least 4 core markets	<ul style="list-style-type: none"> • Malaysia • Indonesia 	<ul style="list-style-type: none"> • Malaysia • Indonesia • Singapore • Thailand 	✓
Over 1/3 non-Malaysian:			
▪ Assets	23%	35%	✓
▪ Revenues	24%	44%	✓
Sustainable ROE of 18-20%	15.4%*	16.3%	?
Integrated ASEAN Universal Bank	<ul style="list-style-type: none"> • National silos • Divisional silos 	<ul style="list-style-type: none"> • Functional organisation across the region • Acknowledged as a leading ASEAN super-national 	✓

Note: * Based on core figures

2011 ROE Target Reconciled

	FY11 Budget
ROE	17.0%
Number of shares issued pursuant to Niaga acquisition and warrants conversion	369 mil
ROE <u>excluding</u> Niaga acquisition and warrants conversion	18.0%

CIMB GROUP: FY10 RESULTS
CIMB GROUP FY10 FINANCIALS

Earnings Summary

(RM 'mil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
Net interest income	1,937	1,947	(0.5%)	7,647	6,739	13.5%
Non interest income	1,232	929	32.6%	4,164	3,744	11.2%
Operating income	3,169	2,876	10.2%	11,811	10,483	12.7%
Loan impairment	(168)	(167)	0.6%	(607)	(1,023)	(40.7%)
- Individual impairment	(46)	120	n.a.	209	-	n.a.
- Portfolio impairment	(122)	(287)	(57.5%)	(816)	-	n.a.
- Specific allowance	-	-	n.a.	-	(916)	n.a.
- General allowance	-	-	n.a.	-	(107)	n.a.
Other provisions	(12)	18	n.a.	(127)	(151)	(15.9%)
Overhead expenses	(1,878)	(1,561)	20.3%	(6,526)	(5,531)	18.0%
Share of JV / Associates	37	19	94.7%	96	34	182.4%
PBT	1,148	1,185	(3.1%)	4,647	3,812	21.9%
Net profit	878	916	(4.1%)	3,521	2,807	25.4%
EPS (sen)	11.8	12.7	(7.0%)	49.0	39.8	23.2%
ROE	14.9%	17.0%	(12.5%)	16.3%	15.0%	8.6%

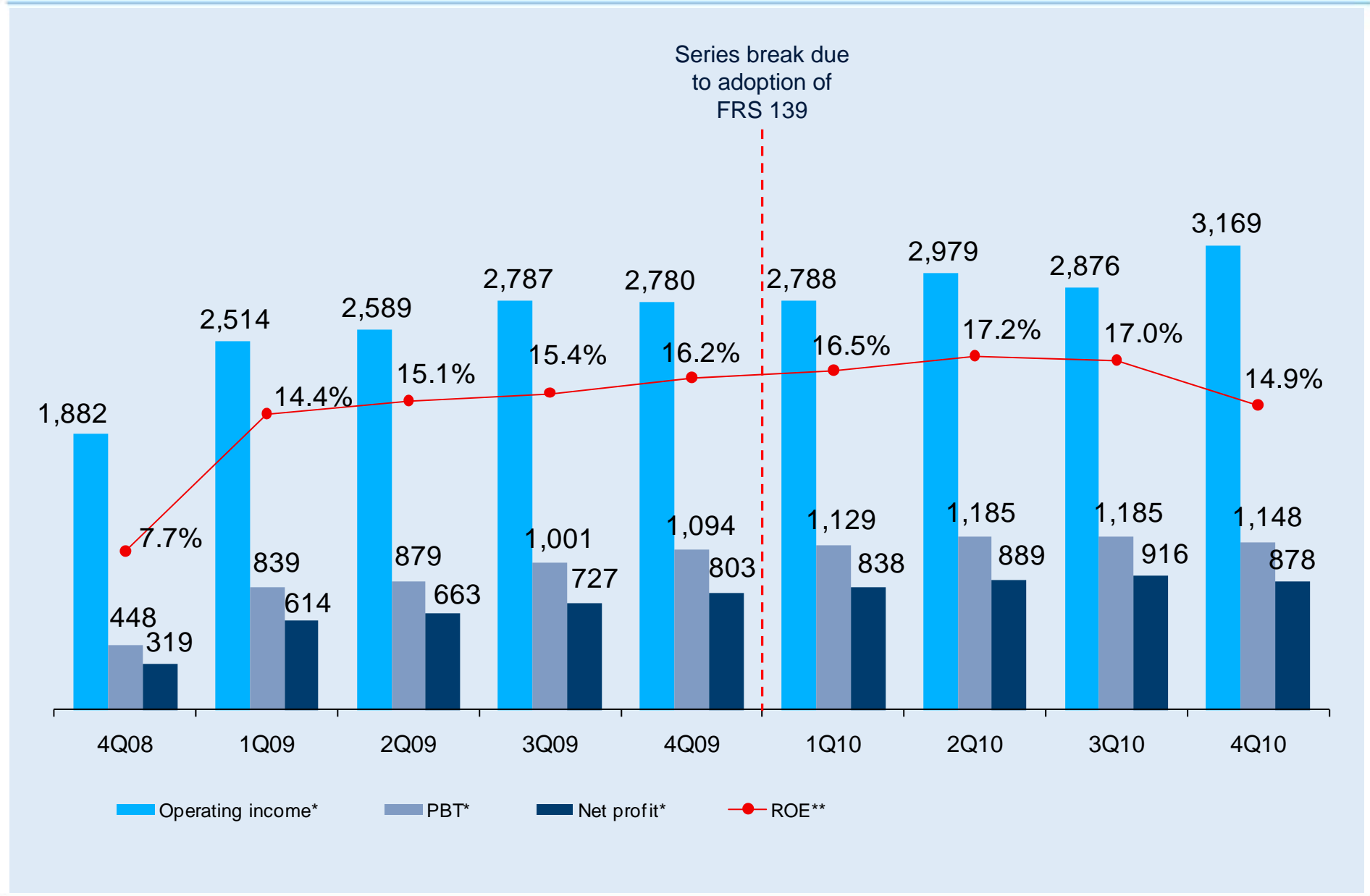
Notes:

FRS 139 only applies for 2010. Retrospective financials remain GP3

Weighted average shares 7.42 bil in 4Q10 & 7.19 bil in 3Q10.

CIMB Niaga consolidated % was 78.3% in 1 Jan 10 to 1H Aug10 and 97.9% in 2H Aug10 to 31 Dec 10

Quarterly Earnings Trend



Notes:

* Amounts denoted in RM 'mil

** Annualised quarter (respectively)

Contribution by Entity

Legal Entity	4Q10		3Q10		FY10		FY09	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	424	37%	621	52%	2,287	49%	2,079	55%
CIMB Niaga	394	34%	350	30%	1,572	34%	787	21%
CIMB Thai	(14)	(1%)	35	3%	47	1%	47	1%
CIMB Cambodia	(2)	(0%)	-	-	(2)	(0%)	-	-
CIMB Labuan	29	2%	74	6%	191	4%	248	7%
CIMB Islamic	125	11%	120	10%	404	9%	171	4%
CIMB Investment Bank	55	5%	7	1%	96	2%	205	5%
CIMB Securities Singapore	58	5%	11	1%	103	2%	55	1%
Others *	79	7%	(33)	(3%)	(51)	(1%)	220	6%
PBT	1,148	100%	1,185	100%	4,647	100%	3,812	100%

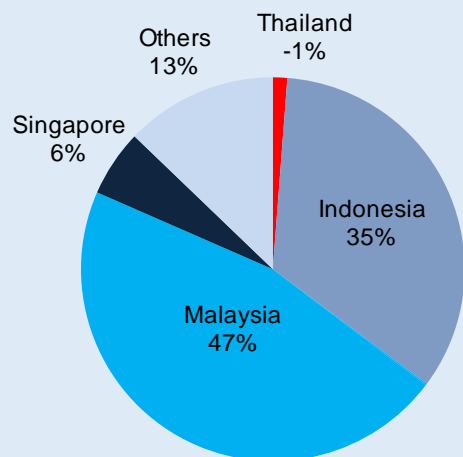
Notes:

FRS 139 only applies for 2010. Retrospective financials remain GP3

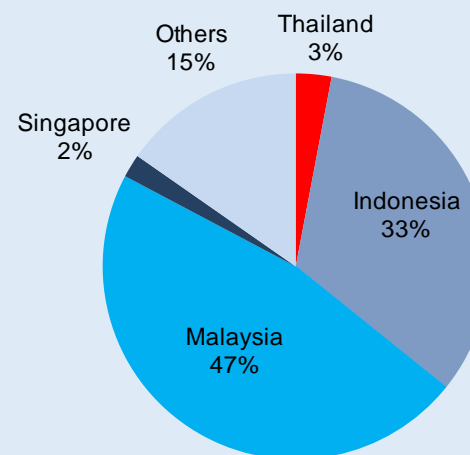
* SEASAM, Asset Management, Group Insurance, CIMBGH/CIMBG level and consol adjustment STAMC

Contribution by Geography

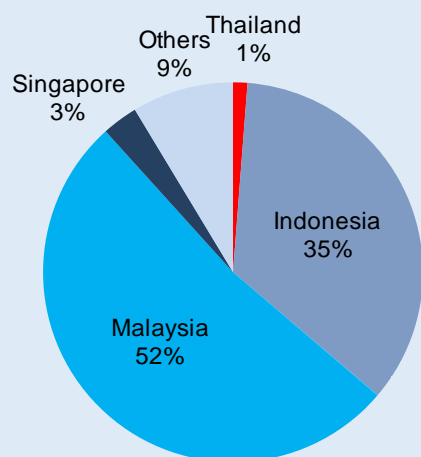
4Q10



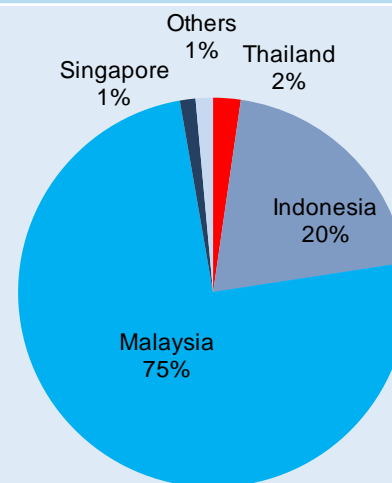
3Q10



FY10



FY09



Notes:
FRS 139 only applies for 2010. Retrospective financials remain GP3

Estimated PBT By Segment

PBT (after HOCA)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	RM 'mil	%
Consumer Banking						
- Good Bank	58	127	(54.3%)	465	612	(24.0%)
- Bad Bank (including SEASAM)	29	40	(27.5%)	110	80	37.5%
	87	167	(47.9%)	575	692	(16.9%)
Corporate & Investment Banking	403	248	62.5%	1,149	671	71.2%
Treasury & Investments	253	359	(29.5%)	1,217	1,475	(17.5%)
GAM & Insurance	25	26	(3.8%)	87	141	(38.3%)
CIMB Niaga	394	350	12.6%	1,572	787	99.7%
CIMB Thai (after GAAP adjustments)	(14)	35	n.a.	47	47	-
PBT *	1,148	1,185	(3.1%)	4,647	3,812	21.9%
Net profit	878	916	(4.1%)	3,521	2,807	25.4%

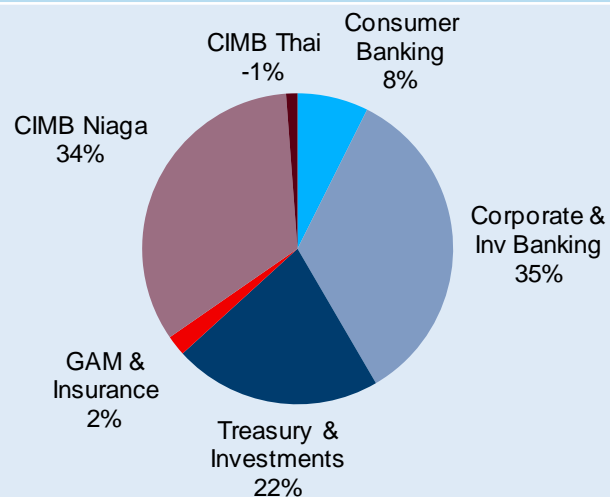
Notes:

FRS 139 only applies for 2010. Retrospective financials remain GP3

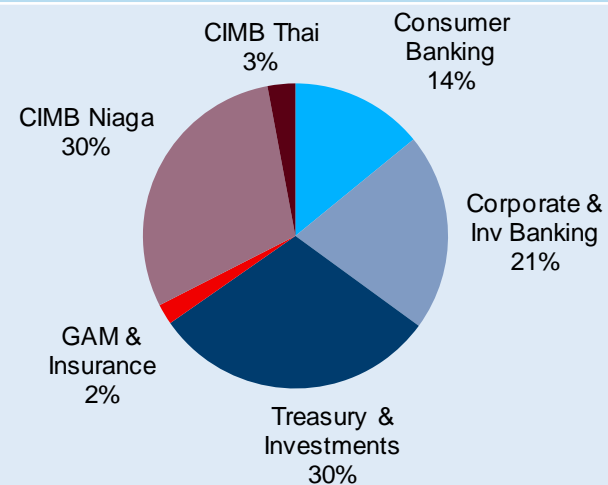
* Includes share of results of associates & jointly controlled entity

Estimated PBT By Segment

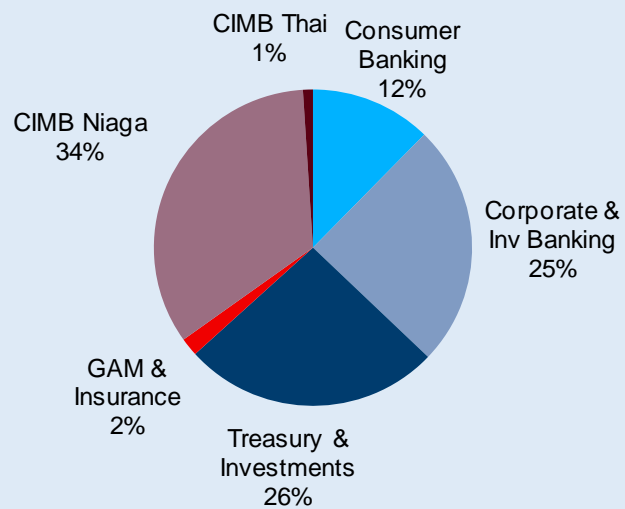
4Q10



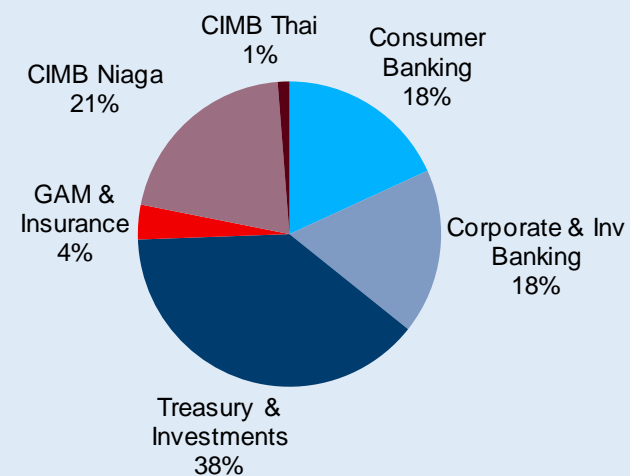
3Q10



FY10



FY09



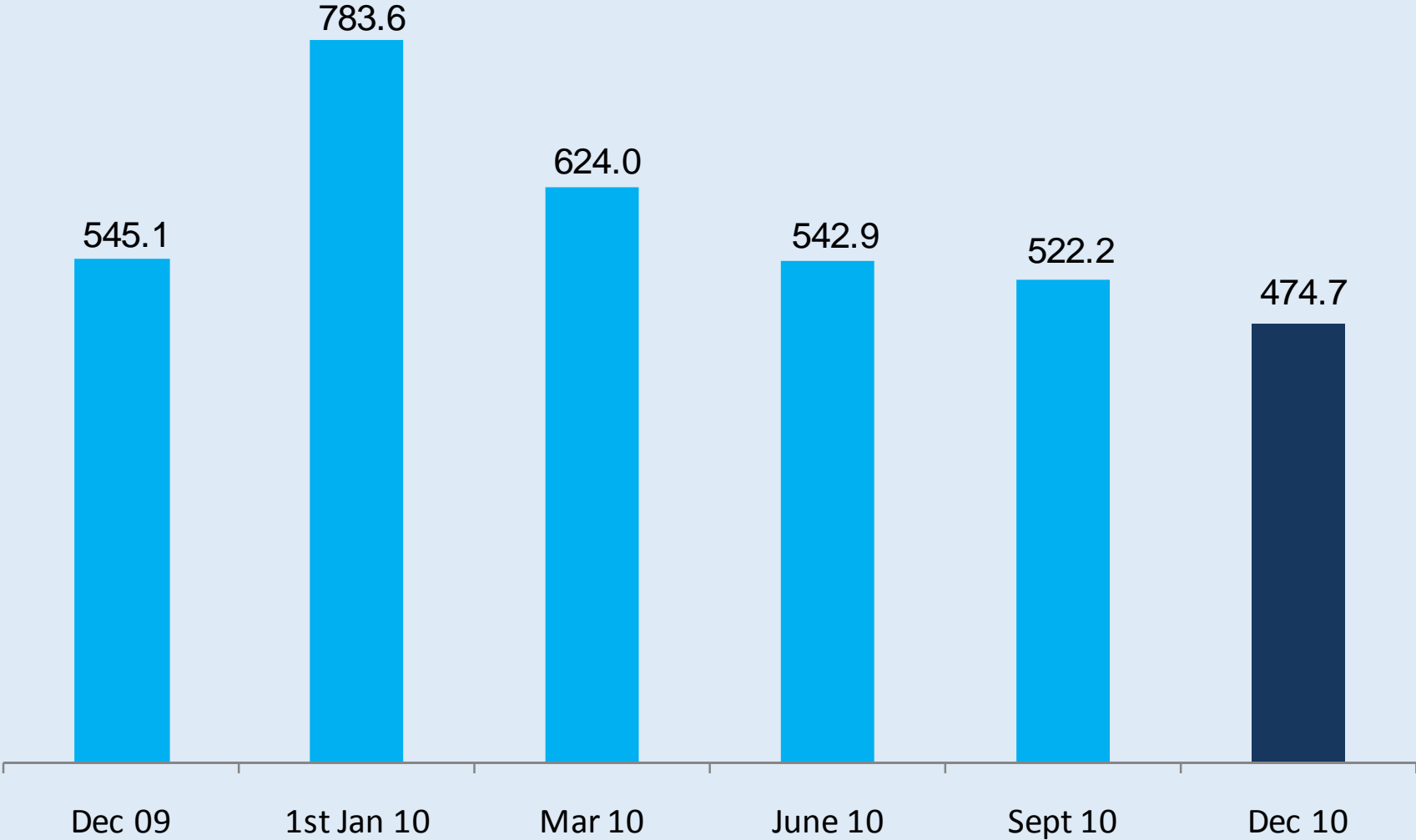
Note: FRS 139 only applies for 2010. Retrospective financials remain GP3

Consolidated Balance Sheet Changes

(RM 'mil)	31 Dec 10	30 Sep 10	Q-o-Q	31 Dec 09	Y-o-Y
Cash & short term funds	27,185	23,155	17%	28,275	(4%)
Securities purchased under resale agreements	3,805	2,390	59%	4,545	(16%)
Deposits & placements with financial institutions	11,746	10,726	10%	2,383	393%
Financial investments at fair value through profit or loss	17,083	18,360	(7%)	14,999	14%
- Money Market	12,442	14,168	(12%)	11,689	6%
- Corporate Bonds	3,199	3,397	(6%)	2,679	19%
- Equity	1,442	795	82%	631	128%
Financial investments available for sale	11,659	11,666	0%	11,027	6%
Financial investments held to maturity	14,120	14,229	(1%)	14,267	(1%)
Loans, advances & financing	159,181	153,905	3%	142,192	12%
Other assets	24,586	26,671	(8%)	22,296	10%
Total assets	269,365	261,102	3%	239,984	12%
Deposits from customers	199,846	193,852	3%	178,882	12%
Deposits & placements of banks and other FI	13,092	10,702	22%	10,132	29%
Other borrowings	14,444	12,056	20%	10,888	33%
Other liabilities	17,680	19,955	(11%)	17,435	1%
Total liabilities	245,062	236,565	4%	217,337	13%
Shareholders' funds	23,230	22,970	1%	20,345	14%
Total liabilities & equity	269,847	261,102	3%	239,984	12%

AFS MTM Position

(RM 'mil)



Note: * Opening balances adjusted for FRS 139

Key Ratios

(%)	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
ROE *	14.9	17.0	(12.7%)	16.3	15.0	8.6%
NIM *	3.22	3.35	(3.9%)	3.32	3.28	1.2%
Non-interest income / total income	38.9	32.3	20.4%	35.3	35.7	(1.1%)
Cost / income	59.3	54.3	9.2%	55.3	52.8	4.7%
Allowance coverage / Loan loss coverage	81.1	79.3	2.3%	81.1	90.8	(10.6%)
Allowance coverage after regulatory reserve #	82.3	79.5	3.5%	82.3	n.a.	n.a.
Loan loss charge *	0.40	0.41	(3.1%)	0.36	0.69	(47.2%)
Gross impaired loans ratio / Gross NPL ratio	6.1	6.6	(7.0%)	6.1	5.0	23.3%
Gross impaired loans ratio / Gross NPL ratio (excluding SEASAM)	4.7	5.0	(7.3%)	4.7	3.4	38.2%
Net impaired loans ratio (Net of IA and PA) / Net NPL ratio (Net SP & GP)	1.2	1.4	(15.5%)	1.2	0.5	140.0%
Average shareholders' funds (RM 'mil)	23,600	21,504	9.7%	21,617	18,722	15.5%
ROA *	1.3	1.4	(6.9%)	1.4	1.3	9.8%
Book value per share (RM)	3.13	3.13	0%	3.13	2.88 ^	8.7%

Notes: FRS 139 only applies for 2010. Retrospective financials remain GP3 unless otherwise stated.

* Annualised

^ Adjusted for bonus issue

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

Gross Loans Growth

Divisions / Products	31 Dec 10 (RM 'bil)	30 Sep 10 (RM 'bil)	Q-o-Q	31 Dec 09 (RM 'bil)*	Y-o-Y
Consumer Banking (47.8%)	80.1	77.0	3.9%	69.5	15.3%
Mortgages	35.4	33.8	4.9%	29.4	20.7%
HP	10.6	10.4 #	1.4%	9.6 #	10.6%
OD and TL	15.7	15.2	3.7%	13.4	17.8%
Credit cards	4.3	3.9	9.3%	3.0	40.6%
CIMB Xpress	1.8	1.7	2.7%	1.6	13.6%
Commercial	11.5	11.3	1.8%	11.6	(1.1%)
Others	0.8	0.7	14.3%	0.9	(17.0%)
Corporate & Investment (23.8%)	39.9	39.5	1.2%	39.2	1.8%
CIMB Niaga (21.8%)	36.6	33.8	8.2%	31.0	18.0%
CIMB Thai (6.6%) **	10.9	10.0	8.3%^	9.3	17.1%^
Total	167.5	160.3	4.5%	149.0	12.4%

Notes:

** With effect from 28 Dec 2010, the bad bank of CIMB Thai, STAMC was transferred to an indirect wholly-owned subsidiary of CIMB Group. Total loans that were transferred amounted to THB2.9 bil. Only for this slide and for comparison purposes, these loans will be shown under the loan books of CIMB Thai.

* FRS 139 adjusted – Gross up IIS

^ Excluding STAMC, Q-o-Q and Y-o-Y change are 2.1% and 10.8% respectively

#Exclude loans of PCSB which were derecognised in 31 Dec 2010

Deposits Growth

Divisions / Products	31 Dec 10 (RM 'bil)	30 Sep 10 (RM 'bil)	Q-o-Q	31 Dec 09 (RM 'bil)	Y-o-Y
Retail (28.3%) ^	56.5	52.7	7.2%	48.3	17.0%*
- Current	15.2	13.4	13.4%	11.3	34.5%
- Savings	11.5	10.9	5.5%	10.3	11.7%
- Fixed & structured deposits	29.8	28.4	4.9%	26.7	11.6%
Commercial (8.8%)	17.6	17.1	2.8%	15.6	13.1%
Corporate & Treasury (37.8%)	75.5	78.2	(3.4%)	74.5	1.3%
CIMB Niaga (20.2%)	40.3	36.8	9.5%	31.4	28.5%
CIMB Thai (4.9%)	9.7	9.1	6.6%	9.1	6.0%
Total	199.6	193.9	3.0%	178.9	11.6%

Notes:

* Retail excluding Singapore was +14.4% Y-o-Y

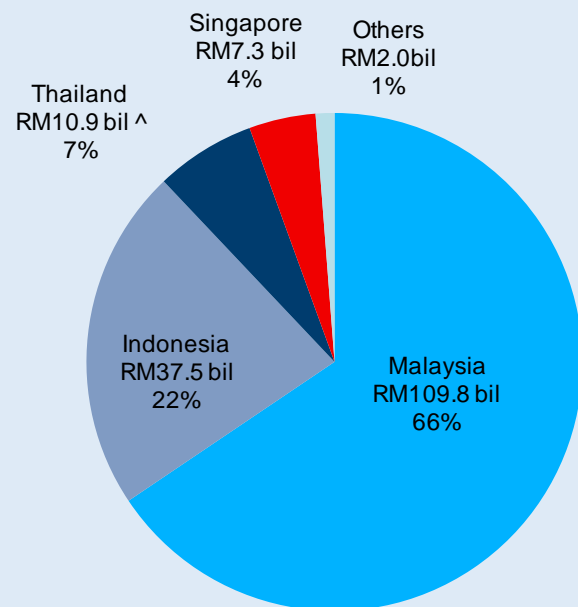
^ Retail deposits include that of Enterprise Banking

CASA Growth

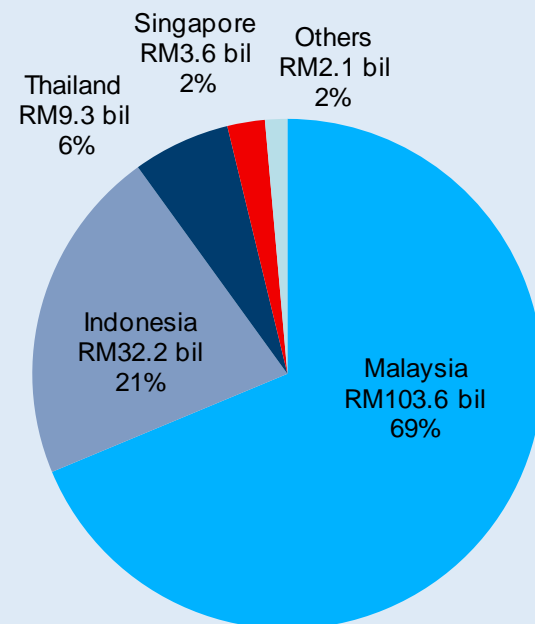
Divisions / Products	31 Dec 10 (RM 'bil)	30 Sep 10 (RM 'bil)	Q-o-Q	31 Dec 09 (RM 'bil)	Y-o-Y
Current Deposits (66.5%)	44.0	40.5	8.6%	36.9	19.2%
- Malaysia & Singapore	34.5	31.6	9.2%	29.5	16.9%
- Thailand	0.2	0.1	100.0%	0.2	0%
- Indonesia	9.3	8.8	5.7%	7.2	29.2%
Savings Deposits (33.5%)	22.2	21.1	5.2%	19.7	12.7%
- Malaysia & Singapore	11.5	10.9	5.5%	10.3	11.7%
- Thailand	2.5	2.3	8.7%	2.3	8.7%
- Indonesia	8.2	7.9	3.8%	7.1	15.5%
Total	66.2	61.6	7.5%	56.6	17.0%

Loan Assets by Geography

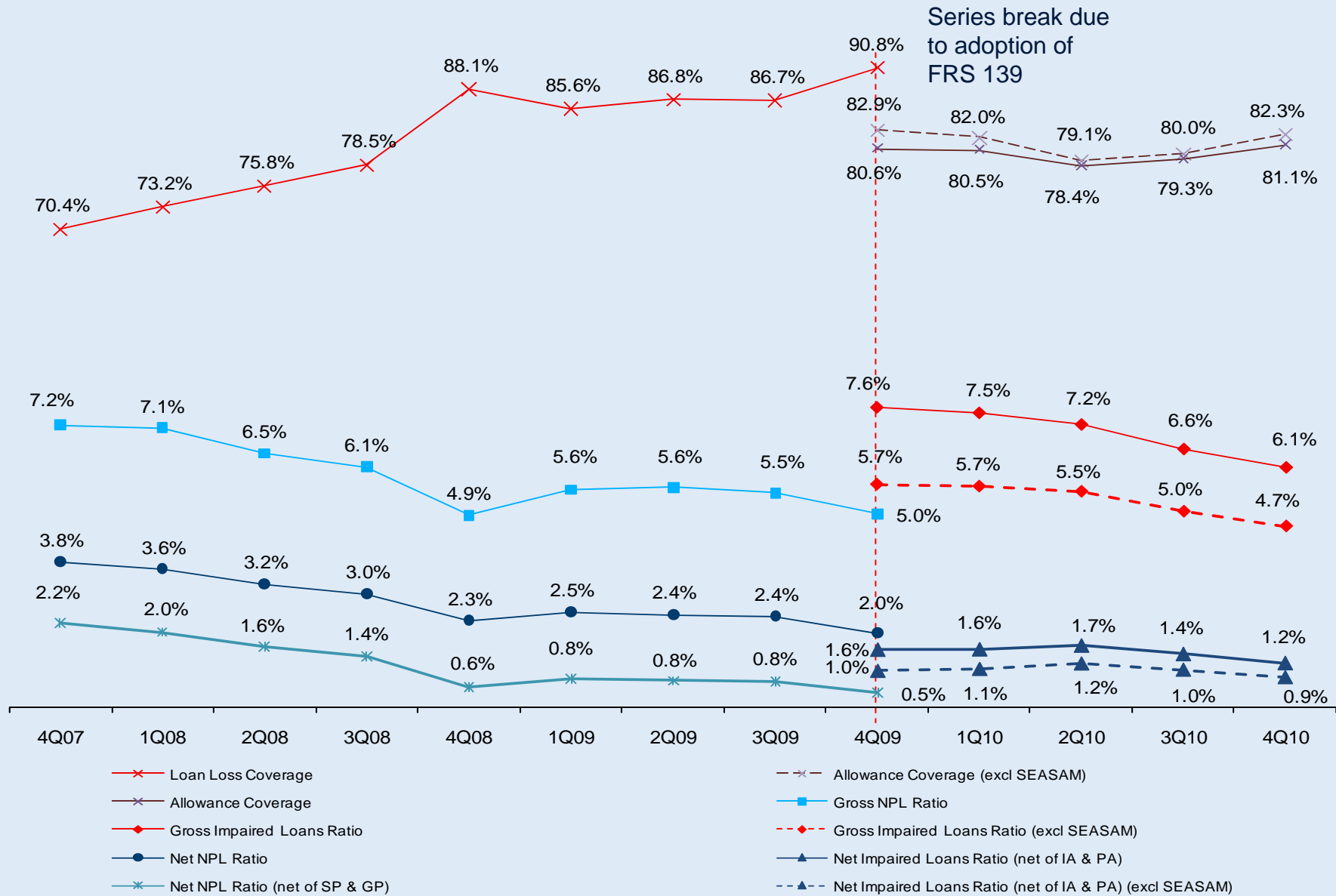
Dec 2010



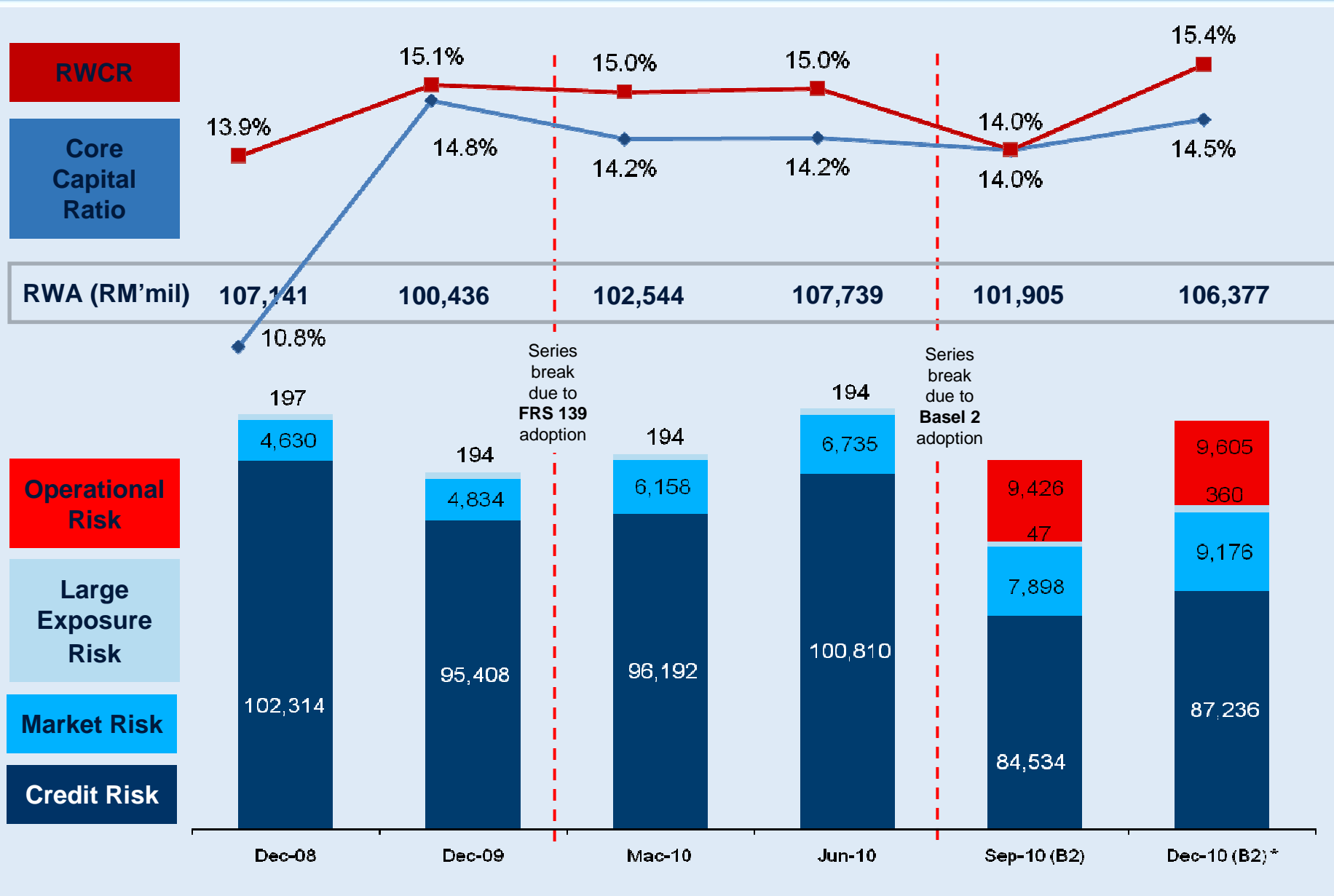
Dec 2009



Asset Quality Ratios – CIMBG



Capital Management – CIMB Bank



Note: * RWCR and Core Capital Ratios are calculated after dividends except for Dec 2010. For Dec 2010 after proposed dividends, RWCR = 14.8%, core capital ratio = 13.9%

Capital Management

CIMB Group	Dec-10	Sep-10	
Gearing ratio	17.8%	21.8%	
Double leverage ratio	113.8%	116.7%	
Core Capital Ratio	Dec-10+ (B2)	Sep-10* (B2)	Jun-10* (B1)
CIMB Bank	14.5%	14.0%	14.2%
CIMB Investment Bank	18.3%	16.4%	18.8%
CIMB Islamic	13.2%	11.3%	10.0%
CIMB Niaga #	9.5%	10.0%	10.5%
CIMB Thai ^	9.0%	6.7%	6.3%
CIMB Bank Group	11.9%	11.8%	
CIMB Investment Bank Group	18.8%	16.4%	
RWCR	Dec-10+ (B2)	Sep-10* (B2)	Jun-10* (B1)
CIMB Bank	15.4%	14.0%	15.0%
CIMB Investment Bank	18.3%	16.4%	18.8%
CIMB Islamic	17.2%	15.4%	16.4%
CIMB Niaga #	13.2%	12.6%	12.1%
CIMB Thai ^	14.7%	12.4%	12.4%
CIMB Bank Group	15.3%	13.5%	
CIMB Investment Bank Group	18.9%	16.4%	

Notes: + Includes quarterly net profits but before proposed dividends

* Includes quarterly net profits and after proposed dividends

Currently credit risk RWA is based on Basel I but RWA includes operational Risk (usually under Basel II)

^ Currently under Basel II Standardised Approach, computed under BOT regulations

CIMBG : Operating Expenses

(RM 'mil)	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
Personnel	918	784	17.1%	3,269	2,873	13.8%
Establishment	393	353	11.3%	1,480	1,275	16.1%
Marketing	99	109	(9.2%)	372	260	43.1%
Admin & General	468	315	48.6%	1,405	1,123	25.1%
Total	1,878	1,561	20.3%	6,526	5,531	18.0%

CIMB GROUP: FY10 RESULTS CONSUMER BANK

Malaysian Consumer Bank Financials

(RM 'mil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
Net interest / financing income	769	772	(0.4%)	2,941	2,803	4.9%
Non interest income	190	162	17.3%	685	652	5.1%
Total income	959	934	2.7%	3,626	3,455	4.9%
Overheads (direct + head office allocation)	(812)	(675)	20.3%	(2,798)	(2,474)	13.1%
Provisions	(63)	(95)	(33.7%)	(263)	(296)	(11.1%)
Share of JV	3	3	-	10	7	42.9%
PBT	87	167	(47.9%)	575	692	(16.9%)
Loan loss charge	0.08%	0.12%	(33.3%)	0.33%	0.42%	(20.6%)

Notes:

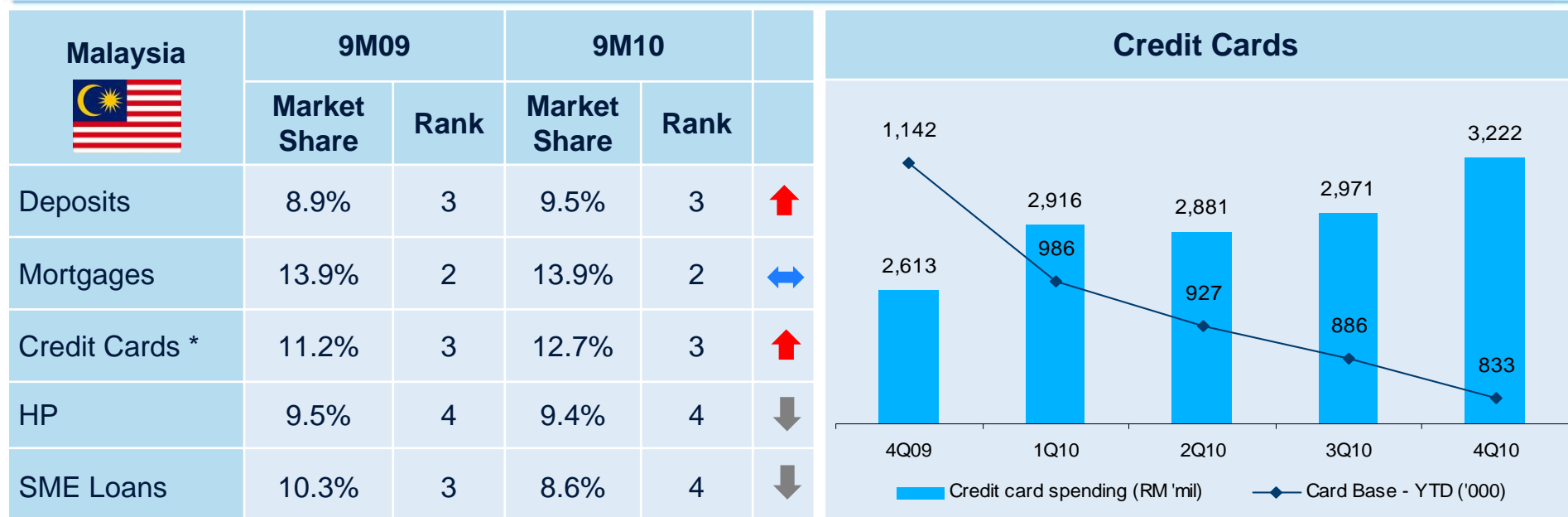
FRS 139 only applies for 2010. Retrospective financials remain GP3

Malaysian Consumer Good Bank Financials

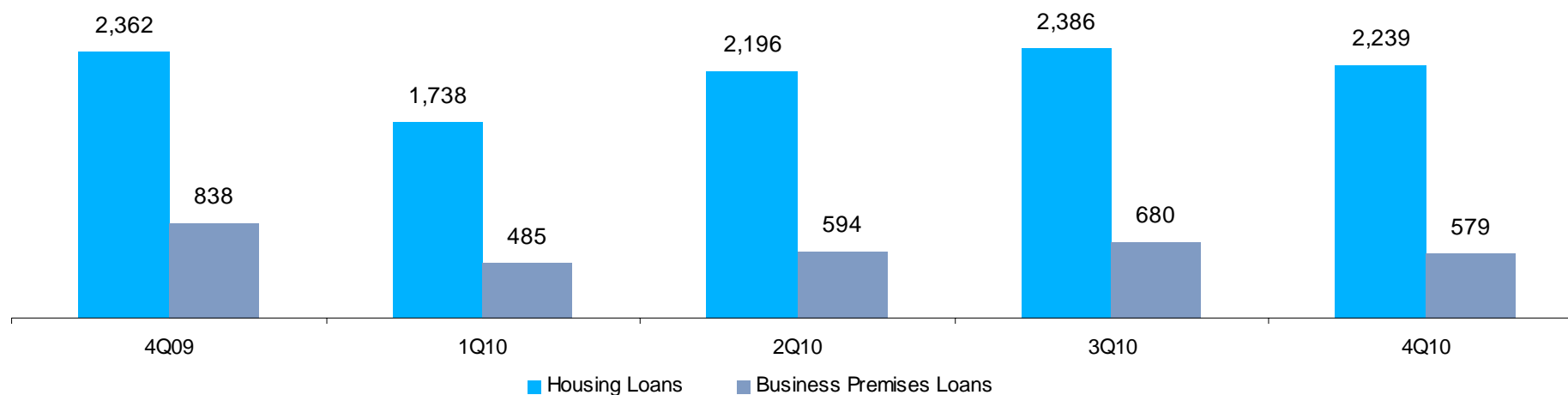
(RM 'mil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
Net interest / financing income	758	751	0.9%	2,886	2,719	6.1%
Non interest income	190	162	17.3%	685	645	6.2%
Total income	948	913	3.8%	3,571	3,364	6.2%
Overheads (direct + head office allocation)	(760)	(628)	21.0%	(2,618)	(2,316)	13.0%
Loan impairment	(133)	(161)	(17.4)%	(498)	(443)	12.4%
Share of JV	3	3	-	10	7	42.9%
PBT	58	127	(54.3%)	465	612	(24.0%)
Loan loss charge	0.17%	0.22%	(18.8%)	0.65%	0.70%	(6.0%)

Note: FRS 139 only applies for 2010. Retrospective financials remain GP3

Malaysian Consumer Banking Indicators

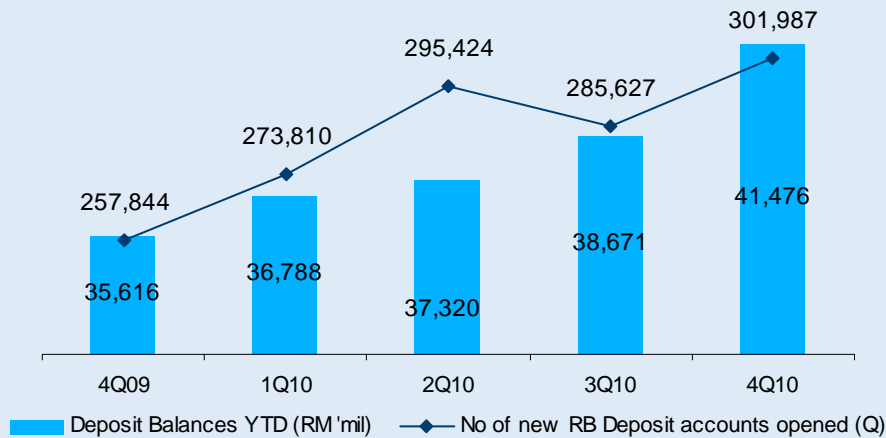


Retail Sales – Housing Loans and Business Premises Loans Acceptances (RM 'mil)

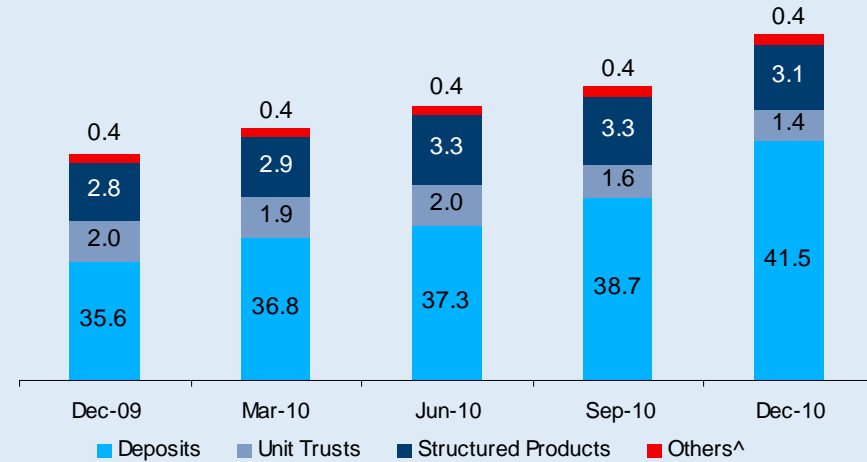


Malaysian Consumer Banking Indicators

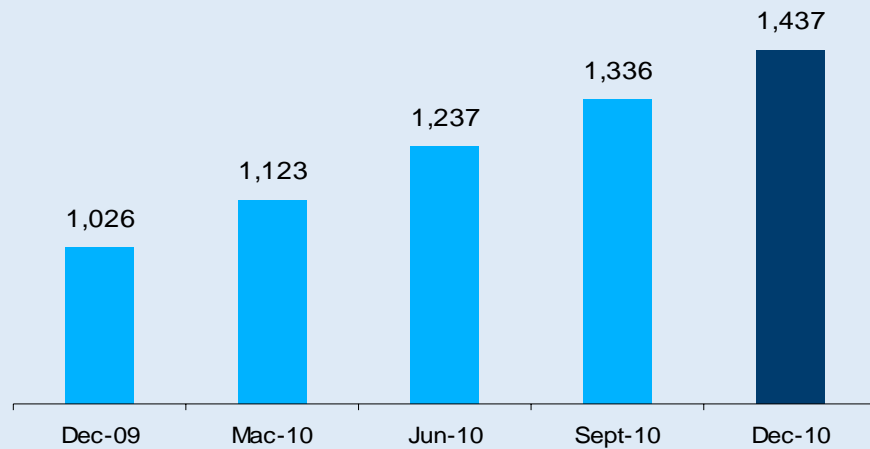
Retail Banking Deposits



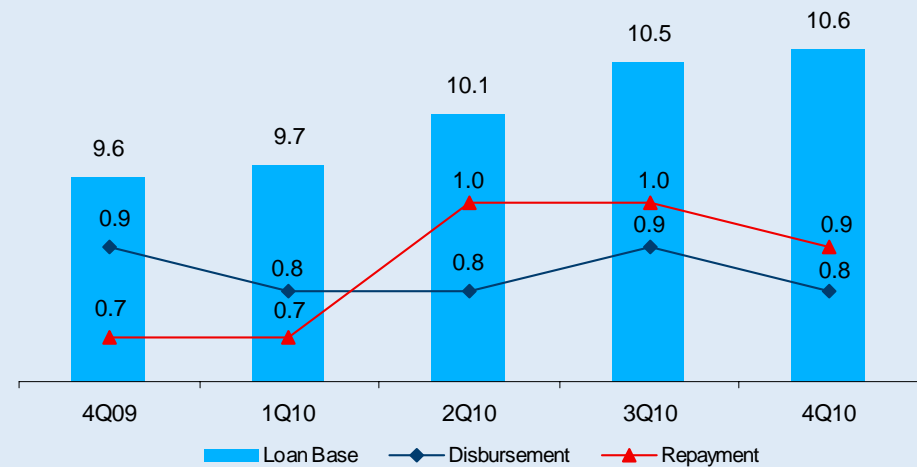
Retail Banking AUM (RM 'mil)



Total CIMB Clicks Customers ('000)



HP – Loan Base, Disbursement & Repayment (RM 'bil)

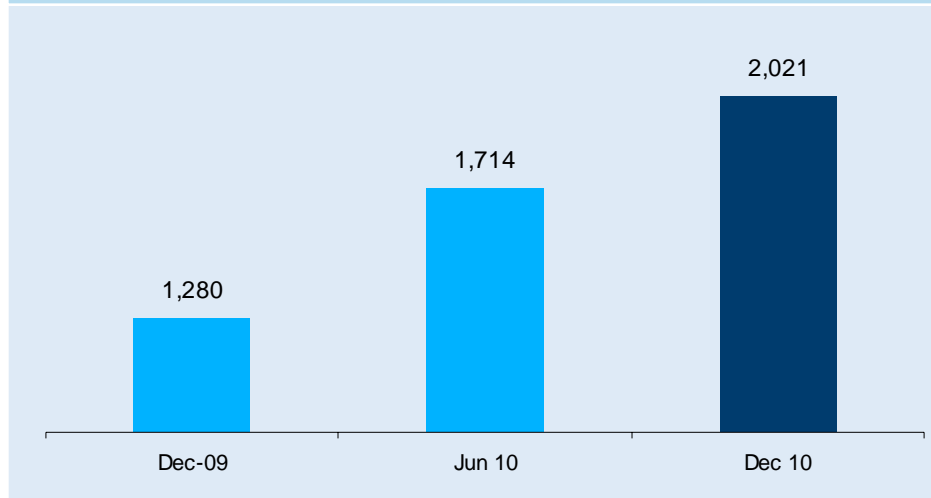


Note: ^ Others include Max InvestSave, Retail Bond and Dual Currency Investment

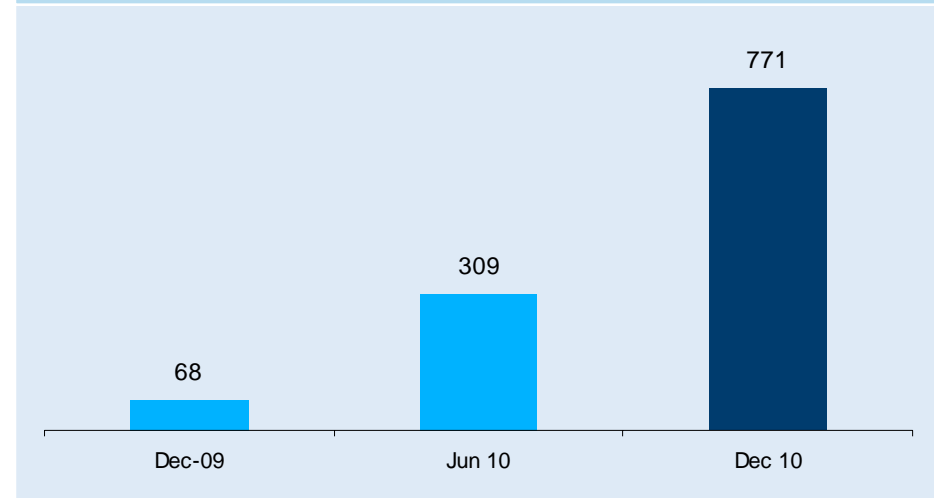
Singapore Consumer Banking Indicators



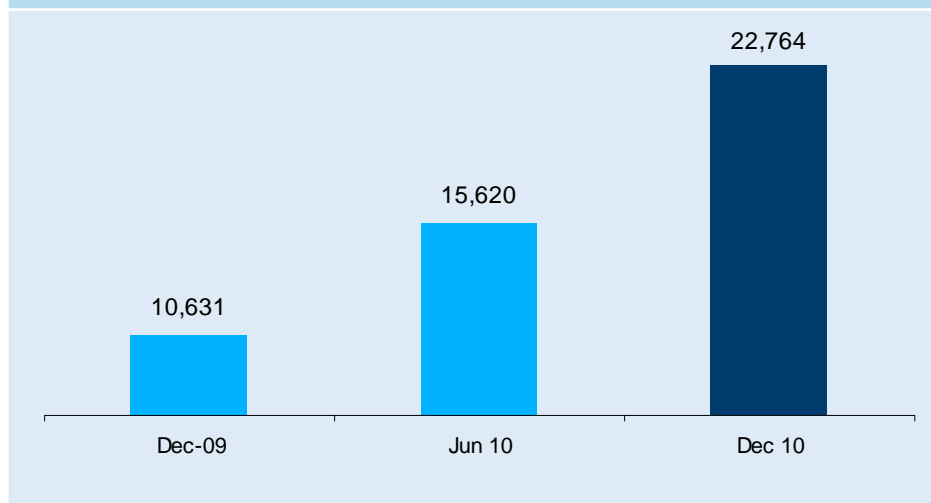
Retail Deposits (SGD 'mil)



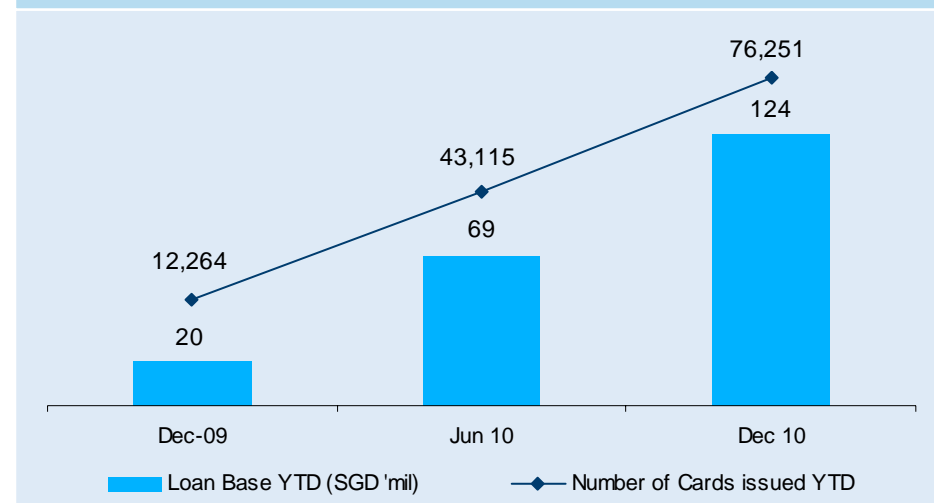
Home Loan Outstanding (SGD 'mil)



Retail Customer Base*



Credit Cards



Note: * Retail and loan customers only

CIMB GROUP: FY10 RESULTS
TREASURY & INVESTMENT BANKING





Treasury and Investment Financials

(RM 'mil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
Net interest / financing income	200	225	(11.1%)	866	759	14.1%
Fee income	2	11	(81.8%)	20	32	(37.5%)
Net trading income	41	92	(55.4%)	391	520	(24.8%)
Total income	243	328	(25.9%)	1,277	1,311	(2.6%)
Provision	-	-	-	-	(25)	n.a.
Overheads	(88)	(82)	7.3%	(327)	(243)	34.6%
Treasury PBT	155	246	(37.0%)	950	1,043	(8.9%)
Investment PBT	98	113	(13.3%)	267	432	(38.2%)
Total	253	359	(29.5%)	1,217	1,475	(17.5%)

Corporate & Investment Banking Financials

(RM 'mil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
Net interest / financing income	195	176	10.8%	781	774	0.9%
Fee & commission income	368	99	271.7%	680	537	26.6%
Net trading income	56	31	80.6%	132	93	41.9%
Brokerage income	98	75	30.7%	331	260	27.3%
Total income	717	381	88.2%	1,924	1,664	15.6%
Provision	20	88	(77.3%)	231	(261)	188.6%
Overheads	(334)	(221)	51.1%	(1,006)	(732)	37.3%
PBT	403	248	62.5%	1,149	671	71.2%

IB Market Share and Ranking (1)

Malaysia 	FY09		FY10			Indonesia 	FY09		FY10		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	9.9%	1	9.8%	1	↓	Stock Broking	4.2%	4	6.0%	2	↑
IPO	17.7%	1	30.1%	1	↑	IPO	30.1%	2	8.6%	4	↓
ECM	20.5%	1	28.4%	1	↑	ECM	5.6%	7	5.2%	8	↓
M&A	10.9%	5	43.3%	1	↑	M&A	0.5%	19	19.7%	2	↑
Syndication	6.9%	6	20.9%	1	↑	Syndication	-	-	6.8%	3	↑
Bonds						Bonds	1.9%	12	10.9%	5	↑
- Domestic	35.6%	1	27.9%	1	↓						
- Islamic	39.2%	1	29.0%	2	↓						
Thailand 	FY09		FY10			Singapore 	FY09		FY10		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	0.4%	35	0.9%	35	↑	Stock Broking	8.3%	5	9.2%	3	↑
IPO	20.0%	3	19.7%	2	↓	IPO	0.7%	11	1.4%	16	↑
ECM	22.4%	2	2.8%	8	↓	ECM	4.3%	11	2.0%	10	
M&A	9.7%	6	8.5%	12	↓	M&A*	4.4%	5	7.9%	3	↑
Bonds	4.3%	9	4.9%	9	↑	Syndication	1.1%	21	-	-	↓
						Bonds	3.0%	7	1.7%	7	↓







Sources: Dealogic, Bloomberg, Thomson Reuters, Local Stock Exchanges and internal data

* Values up to USD500m

IB Market Share and Ranking (2)

SE Asia	FY09		FY10		
	Market Share	Rank	Market Share	Rank	
IPO	17.7%	1	14.7%	1	↓
ECM	9.6%	3	10.9%	1	↑
M & A	2.1%	20	15.1%	2	↑
Syndication	-	-	4.2%	4	↑
Bonds					
- Domestic Currency	14.7%	1	12.2%	1	↓
- USD	6.8%	7	2.9%	10	↓

Notable Deals (1)

ECM	IPO
  <p>Employees Provident Fund RM746 mil placement of RHB Capital Shares</p>	 <p>AIA Group USD20.5 bil <i>Largest ever IPO in Hong Kong. CIMB is the only SEA IB among 11 joint bookrunners</i></p>
 <p>Telekom Malaysia RM414 mil placement of Axiata Group shares</p>	 <p>PT Borneo Lumbung Energi & Metal Tbk IDR5.7 tril <i>2nd largest IPO on JSX in 2010</i></p>
 <p>Malaysia Smelting Corporation SGD43.8 mil secondary listing on the Main Board of SGX-ST <i>First ever secondary listing of a Bursa Securities-listed company on the SGX</i></p>	<p>M&A</p>
 <p>Sri Trang Agro-Industry pcl SGD 336.0 mil secondary listing on the Main Board of SGX-ST <i>First ever secondary listing of a SET-listed company on the SGX</i></p>	 <p>UEM Group & EPF Acquisition of Plus Expressways RM23 bil</p>
<p>IPO</p>	 <p>UEM Land & Sunrise Take-over Offer on Sunrise for RM1.4 bil <i>Post merger, it will result in the largest listed property company in Malaysia</i></p>
 <p>Petronas Chemicals Group RM12.8 bil <i>Largest ever IPO in Msia and SEA</i></p>	 <p>Sunrise Berhad Acquisition of Sunway Holdings and Sunway City RM4.5 bil</p>

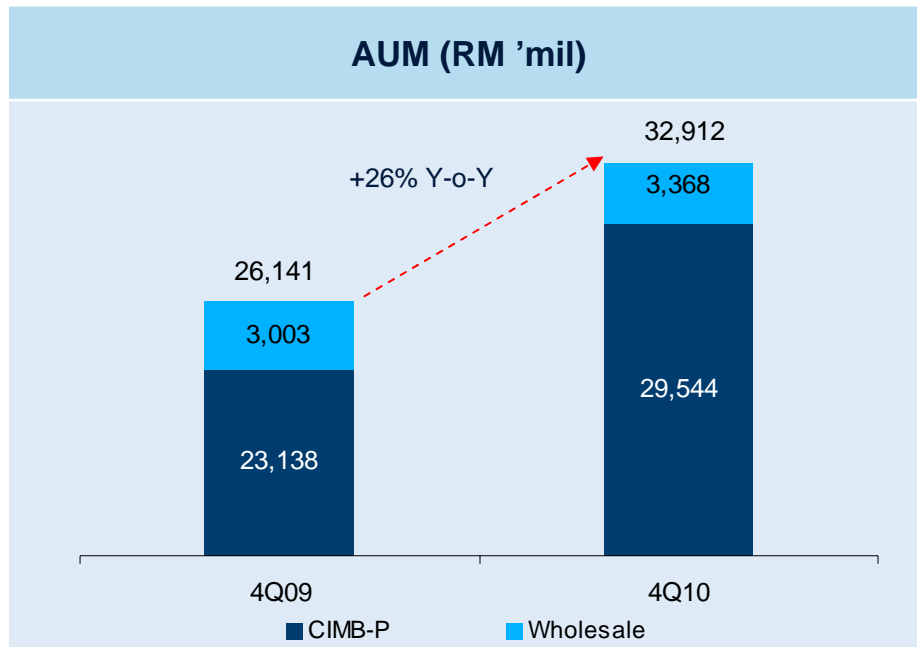
Notable Deals (2)

DCM	DCM
 <p>Trans Thai Malaysia (Thailand) Ltd. (via TTM Sukuk Berhad) RM600.0 mil Sukuk <i>First Sukuk issuance by a Thai entity out of Malaysia's Islamic capital markets</i></p>	 <p>Cagamas RM900.0 mil Islamic Medium Term Notes</p>
 <p>Pruksa Real Estate Plc. THB5.0 bil Senior Unsecured Debentures</p>	 <p>Pembinaan BLT Sdn Bhd RM10.0 bil Islamic Medium Term Notes Programme</p>
 <p>IDB Trust Services Ltd. USD500.0 mil Trust Certificates <i>First USD issuance and First Emas Sukuk by a multilateral development bank under the MIFC initiative</i></p>	 <p>Pengurusan Aset Air Bhd RM20.0 bil Government Guarantee Sukuk Programme</p>
 <p>Konsortium Lebuhraya Utara-Timur (KL) Sdn Bhd RM820.0 mil Sukuk Musyarakah and RM50.0 mil Junior Bonds</p>	 <p>Central Pattana Public Company Limited THB500.0 mil Senior Unsecured Debentures</p>
 <p>Malaysia Airports Holdings RM3.1bn Islamic Commercial Paper and Medium Term Notes <i>Largest airport operator issuance out of the South East Asia region</i></p>	 <p>City Developments Limited (via CityDev Nahdah Pte Ltd) SGD50.0 mil Trust Certificates</p>
	 <p>PT Bank Tabungan Pensiunan Nasional Tbk IDR1.1 tril bonds</p>
	 <p>PT Bank Pan Indonesia Tbk IDR3.0 tril senior bonds and subordinated bonds</p>

CIMB GROUP: FY10 RESULTS
ASSET MANAGEMENT & INSURANCE

Group Asset Management & Insurance

PBT (after HOCA) (RM 'mil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
CIMB-P Group	14	15	(6.7%)	54	37	45.9%
Wholesale	(1)	3	n.a.	7	17	(58.8%)
Insurance	7	(1)	n.a.	3	66	(95.5%)
Securities Services	5	9	(44.4%)	23	21	9.5%
Total	25	26	(3.8%)	87	141	(38.3%)



CIMB GROUP: FY10 RESULTS
CIMB NIAGA

CIMB Niaga: Earnings Summary

(IDR 'bil)	4Q10 (FRS 139)	3Q10 (FRS 139)	Q-o-Q	FY10 (FRS 139)	FY09 (GP3)	Y-o-Y
Net Interest Income	1,942	1,854	4.7%	7,326	6,337	15.6%
Non Interest Income	448	435	2.9%	1,566	1,476	6.1%
Operating Income	2,390	2,289	4.4%	8,892	7,813	13.8%
Overhead Expenses	(1,107)	(1,174)	(5.7%)	(4,295)	(3,889)	10.5%
Pre Provision Operating Profit	1,283	1,115	15.0%	4,597	3,924	17.2%
Provisions Expense	(244)	(276)	(11.7%)	(1,217)	(1,699)	(28.4%)
Operating Profit	1,039	839	23.8%	3,380	2,225	51.9%
Non Operating Income	(56)	48	n.a.	9	(59)	n.a.
PBT	983	887	10.5%	3,389	2,166	56.5%
Net Profit #	754	666	13.1%	2,548	1,568	62.5%
Net Profit (RM 'mil) #	263	234	12.2%	903	534	69.1%
EPS (sen) #	31.5	27.8	13.2%	106.5	65.5	62.5%
Net Profit *	902	782	15.3%	3,590	1,751	104.9%
Net Profit (RM 'mil) *	313	273	14.7%	1,272	596	113.4%

CIMB Niaga : Balance Sheet Changes

(IDR 'bil)	31 Dec 10	30 Sep 10	Q-o-Q	31 Dec 09	Y-o-Y
Placements & Other MS	26,422	20,220	30.7%	11,028	139.6%
Government Bonds	6,640	6,969	(4.7%)	6,613	0.4%
Loans	101,610	92,831	9.5%	80,666	26.0%
Other Assets	8,981	9,122	(1.6%)	8,797	2.1%
Total Assets	143,653	129,142	11.2%	107,104	34.1%
Low Cost Fund (CASA)	51,353	48,380	6.1%	39,388	30.4%
Time Deposits & CD	66,480	58,220	14.2%	46,860	41.9%
Total Customer Deposits	117,833	106,600	10.5%	86,248	36.6%
Other Liabilities	12,052	9,446	27.6%	9,646	24.9%
Total liabilities	129,885	116,046	11.9%	95,894	35.4%
Equity	13,767	13,096	5.1%	11,210	22.8%

Gross Loans Growth by Segment

Products / Divisions	31 Dec 10 (IDR 'bil)	30 Sep 10 (IDR 'bil)	Q-o-Q	31 Dec 09 (IDR 'bil)*	Y-o-Y
Retail Banking (31.3%)	32,790	30,716	6.8%	24,555	33.5%
Credit Cards	2,059	1,783	15.5%	1,433	43.6%
Auto Loans	13,869	12,984	6.8%	8,927	55.4%
Mortgage	15,465	14,487	6.8%	12,733	21.5%
Personal / Others	1,397	1,462	(4.4%)	1,462	(4.4%)
Corporate Banking (31.4%)	32,906	29,932	9.9%	27,048	21.7%
Business Banking (35.3%)	37,132	34,024	9.1%	30,598	21.4%
Mikro Laju & Rahn (0.3%)	280	179	56.4%	25	>1000%
Syariah Banking (1.7%)	1,785	1,440	23.9%	1,164	53.3%
Total	104,893	96,291	8.9%	83,390	25.8%

Note: * FRS 139 adjusted – Gross up IIS

Deposits Growth

Divisions / Products	31 Dec 10 (IDR 'bil)	30 Sep 10 (IDR 'bil)	Q-o-Q	31 Dec 09 (IDR 'bil)	Y-o-Y
Retail Banking (46.1%)	54,288	50,559	7.4%	42,181	28.7%
- Current	3,668	3,727	(1.6%)	2,892	26.8%
- Savings	23,315	22,289	4.6%	19,084	22.2%
- Fixed & structured deposits	27,305	24,543	11.3%	20,205	35.1%
Business Banking (31.9%)	37,542	32,940	14.0%	28,690	30.8%
Corporate Banking (19.9%)	23,534	21,340	10.3%	13,608	72.9%
Shariah Banking (2.1%)	2,469	1,761	40.2%	1,770	39.5%
Total	117,833	106,600	10.5%	86,249	36.6%

CIMB Niaga : Key Ratios

(Consolidated, %)	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
ROE	22.4	21.0	7.0%	20.4	15.3	33.4%
NIM	6.2	6.5	(4.6%)	6.5	6.7	(4.0%)
Cost to Income	46.3	50.3	(7.9%)	48.3	49.8	(3.0%)
Loan Loss Coverage**	125.6	136.4	(8.0%)	125.6	108.6	15.6%
Allowance Coverage*	82.5	75.8	8.9%	82.5	n.a.	n.a.
Loan Loss Charge*	0.9	1.1	(23.7%)	1.2	1.5	(22.9%)
Gross Impaired Loans Ratio*	3.8	4.8	(20.0%)	3.8	n.a.	n.a.
Gross NPL (BI Definition)**	2.5	2.7	(5.4%)	2.5	3.0	(16.7%)
Loan to Deposit	88.0	89.3	(1.4%)	88.0	95.1	(7.4%)
CAR*	13.2	12.6	4.8%	13.2	13.6	(2.9%)
CASA ratio	43.6	45.4	(4.0%)	43.6	45.7	(4.6%)

Corporate Updates

Consumer Market Share						Corporate Updates	
Indonesia 	FY09		FY10			IDR Subdebt	Completed the issuance of Rp1.6 tril with price at 10.85% p.a on Dec 2010
	Market Share	Rank	Market Share	Rank			
Deposits	4.4%	5	5.0%	5	↑	Right Issue	Completed the issuance of Rp1.5 tril – new shares listed on IDX on 30 Dec 2010 with ratio of 20:1
Mortgages	10.8%	2	11.0%	3	↑		
SME Loans	1.6%	N/A	1.3%	N/A	↓		
Credit Cards *	5.7%	7	7.5%	6	↑		

CIMB Niaga Accolades 2010



- The Best Bank Service Excellence 2010 – Marketing Research Indonesia & Infobank Magazine
- Islamic Finance award – Sharia Economic Community & Karim Business Consulting
- The Best Islamic Bank in Indonesia – Asiamoney
- Call Center Award 2010 for Service Excellence – Center Customer for Satisfaction & Marketing Magazine
- The Most Admired Syariah Bank for Mortgage Loan Facilities – Property & Bank 2010
- Golden Trophy 2010 for “Most Outstanding” Financial Performance in 2005-2009 – Infobank Magazine
- The Best Private National Bank – Alpha Southeast Asia Magazine

Business & Corporate Activites



- Launched “CIMB Niaga Syariah Gold Card”
- Launched new logo of CIMB Niaga Auto Finance
- Launched 21 New operational branches

CIMB GROUP: FY10 RESULTS
CIMB Thai

CIMB Thai : Earnings Summary

(Baht 'mil) (Before GAAP Adjustments)	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
Net Interest Income	1,187	1,247	(4.8%)	4,879	4,756	2.6%
Non Interest Income	463	484	(4.3%)	2,256	2,131	5.9%
Operating Income	1,650	1,731	(4.7%)	7,135	6,887	3.6%
Overhead Expenses	(1,408)	(1,382)	1.9%	(5,581)	(5,671)	(1.6%)
Pre Provision Operating Profit	242	349	(30.7%)	1,554	1,216	27.8%
Provisions Expense	(296)	(144)	104.7%	(703)	(1,161)	(39.4%)
Profit / (Loss) Before Tax	(54)	205	n.a.	851	55	>1000%
Net Profit / (Loss)	(65)	180	n.a.	829	2	>1000%
Net Profit / (Loss) (RM 'mil)	(7)	18	n.a.	85	-	n.a.
EPS (sen)	(0.02)	0.05	n.a.	0.06	-	n.a.
Profit / (Loss) Before Tax (RM 'mil) *	(14)	35	n.a.	47	47	-
Net Profit / (Loss) (RM 'mil) *	(14)	31	n.a.	39	41	(5.3%)

Note: * After GAAP and FRS 139 adjustments

CIMB Thai : Balance Sheet Changes

(Baht 'mil) (Before GAAP Adjustments)	31 Dec 10	30 Sep 10	Q-o-Q	31 Dec 09	Y-o-Y
Placements & Other MS	22,073	18,301	20.6%	24,555	(10.1%)
Government Bonds (Net)	14,801	14,451	2.4%	11,529	28.4%
Loans (Net)	91,387	87,017	5.0%	78,299	16.7%
Other Assets	12,216	12,879	(5.1%)	12,674	(3.6%)
Total Assets	140,477	132,648	5.9%	127,057	10.6%
Low Cost Funds (CASA)	26,391	24,008	9.9%	24,215	9.0%
Time Deposits & CD	68,273	64,608	5.7%	64,184	6.4%
Total Customer Deposits	94,664	88,616	6.8%	88,399	7.1%
Other Liabilities	33,877	35,001	(1.5%)	30,714	12.3%
Total Liabilities	128,541	123,617	4.0%	119,113	7.9%
Equity	11,936	9,031	32.2%	7,944	50.2%

Loans Growth by Segment

Products / Divisions	31 Dec 10 (THB 'bil)	30 Sep 10 (THB 'bil)	Q-o-Q	31 Dec 09 (THB 'bil)	Y-o-Y
Retail Banking (34.9%)	32.7	30.6	6.9%	25.9	26.3%
Auto Loans	5.8	5.3	10.2%	3.9	50.7%
Mortgage	20.9	19.4	7.7%	15.0	40.0%
Personal / Others	6.0	5.9	1.3%	7.0	(14.6%)
Corporate & Investment Banking (42.1%)	39.5	38.2	3.4%	36.0	9.7%
Business Banking (20.1%)	18.9	15.5	21.9%	12.2	55.6%
Legal & Recovery Group (2.9%)	2.7	7.4	(63.4%)	11.9*	(78.2%)
Total Gross Loans	93.8	91.7	2.3%	86.0	9.1%

Notes:
 * Includes STAMC
 Before GAAP adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
ROE	(2.3)	8.1	(128.4%)	9.0	-	>1000%
NIM	3.7	4.1	(9.8%)	4.1	3.3	22.6%
Cost to Income	85.5	80.8	5.8%	77.7	83.3	(6.7%)
Loan Loss Coverage***	91.3	71.9	27.0%	91.3	62.2	46.8%
Allowance Coverage***	86.6	72.7	19.1%	86.6	62.3	38.9%
Loan Loss Charge	1.3	0.7	68.5%	0.9	1.4	(34.7%)
Gross NPL ratio**	2.7	8.7	(68.6%)	2.7	12.8	(78.6%)
Gross NPL ratio***	2.7	11.7	(76.6%)	2.7	12.8	(78.6%)
Net NPL ratio**	2.5	6.8	(62.5%)	2.5	7.0	(64.0%)
Net NPL ratio***	2.5	6.8	(62.9%)	2.5	7.0	(64.1%)
Loan to Deposit	99.1	103.4	(4.2%)	99.1	97.3	1.8%
CAR*	14.7	12.4	18.1%	14.7	12.0	22.4%
CASA ratio	27.9	27.1	3.0%	27.9	27.4	1.8%

Consumer Market Share					Corporate Updates	
Thailand 	FY09		FY10			
	Market Share	Rank	Market Share	Rank		
Deposits	1.3%	11	1.4%	11	↑	Right Issue → Completed the 2-for 9 rights issue in October 2010. Raised THB3.0bil
Mortgages	0.7%	11	1.1%	11	↑	
HP	0.3%	17	0.4%	17	↑	
SME Loans	0.8%	8	1.1%	7	↑	

New innovative retail products launched



CIMB Junior

CIMB Junior



ขยายเวลาแห่งความสุข
Fixed Deposit
เงินฝากประจำ 1 ปี... 2.25% ต่อปี
เข้า...อด...
ดอกเบี้ยสูง.. ช่วงเทศกาลสุขสันต์

Fixed Deposits



CIMB Preferred Account
จาก CIMB ไทย ซีไอเอ็มบี ไทย
บัญชีออมทรัพย์
CIMB Preferred Account
อีกหนึ่งเอกลักษณ์ที่แตกต่าง...
เฉพาะลูกค้า CIMB Preferred

CIMB preferred



SMEs 3 IN 1
เงินฝาก เอลเอ็มอี หรืออื่นวัน
ครั้งแรกที่ 3 บัญชีรวมเป็น 1
เพิ่มความคล่องตัวให้ธุรกิจคุณ

อ่านรายละเอียดคลิก

SME 3 in 1

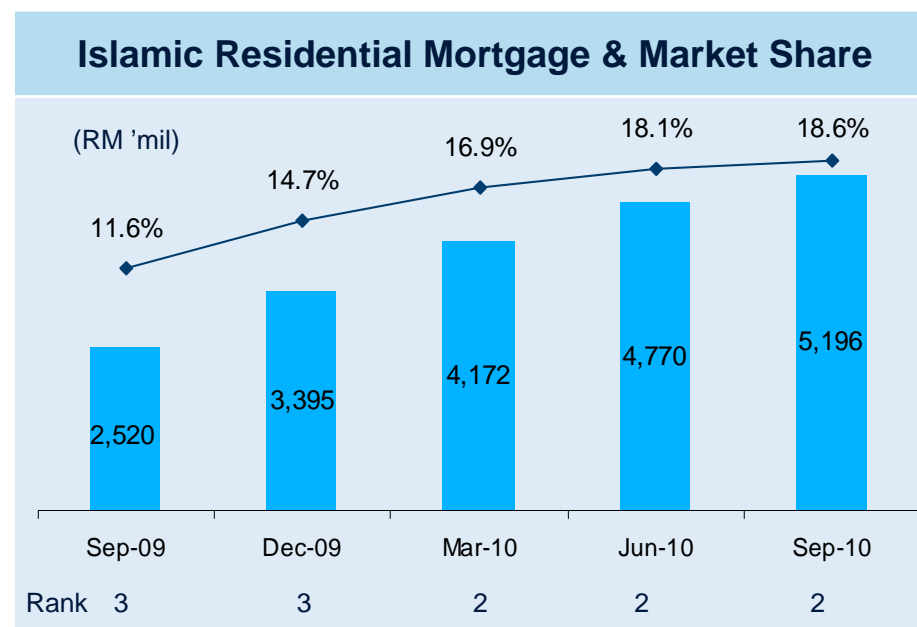
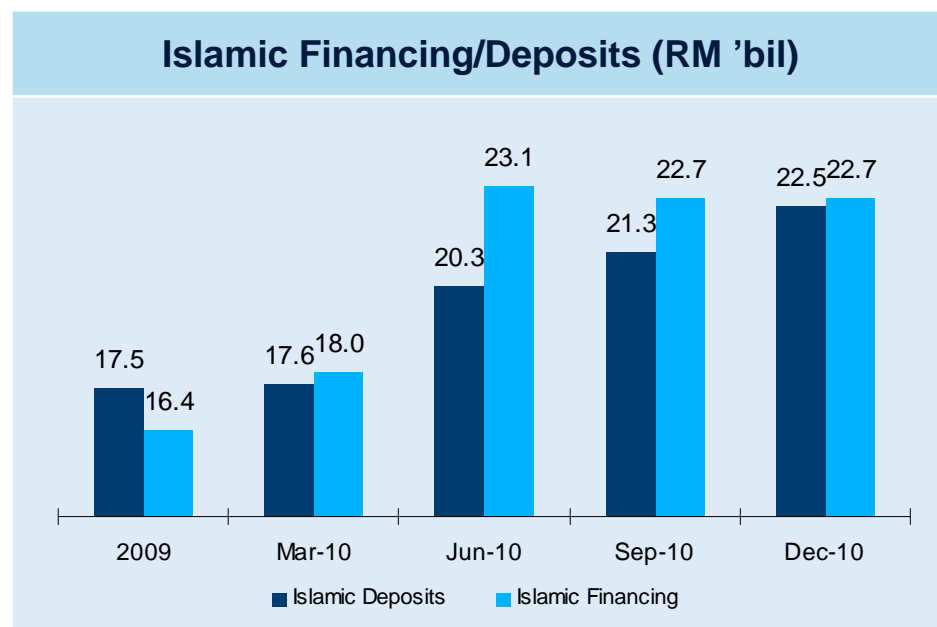


CIMB THAI SPEED SAVINGS
แผนประกันชีวิต ซีไอเอ็มบี ไทย สปีด เซฟวิ่งส์
(แบบวีวี 10/4) (แบบอัตโนมัติ)
ดูแลเงินของคุณ
ให้คงทนถาวรด้วย
ผลตอบแทน..
สูงสุด 480%*
* ขึ้นตามผลชีวิต...คลิก

CIMB Thai Speed Savings

CIMB GROUP : FY10 RESULTS OTHER HIGHLIGHTS

Ranking of Total Islamic Assets as at 30 Sep 2010				Market share and ranking	FY09		FY10		
Rank	Company	Total Assets RM 'mil	Market Share %		Market Share	Rank	Market Share	Rank	
1	MIBB	45,082	18.5	Sukuk					
2	CIMB Islamic	34,829	13.8	- Malaysia	39.2%	1	29.0%	2	↓
3	Bank Islam	31,047	12.7	- Global	20.9%	1	21.8%	1	↓
4	PBB-I	23,152	9.5						
5	Amlslamic	17,876	7.3						



	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
Operating income (RMB mil)	393	298	31.9%	1,187	806	47.3%
Net profit (RMB 'mil)	113	138	(18.1%)	472	350	34.9%
PAT to CIMB Group (RM 'mil)	10.5	13.0	(19.2%)	44.9	23.6	90.3%
ROE (%)	18.2	23.6	(22.9%)	20.5	23.0	(10.9%)
NIM (%)	4.3	3.9	10.3%	4.0	3.9	2.6%
Allowance coverage / Loan Loss coverage (%)	331.0	269.6	22.8%	331.0	231.0	43.3%
Gross impaired loans ratio / Gross NPL ratio (%)	0.6%	0.6%	0%	0.6%	0.8%	(25.0%)
Balance Sheet (RMB 'mil)	31 Dec 10	30 Sep 10	Q-o-Q	31 Dec 09	Y-o-Y	
Total Assets	43,412	33,141	31.0%	26,475	64.0%	
Total Liabilities	40,870	30,714	33.1%	24,424	67.4%	
Equity	2,542	2,427	4.7%	2,052	23.9%	
RWCR (%)	12.2	10.6	15.1%	12.8	(4.7%)	

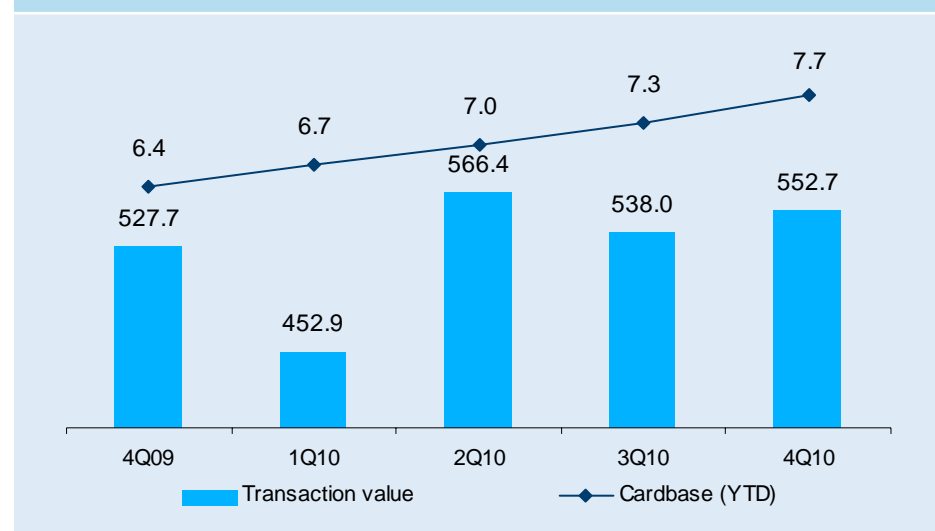
Corporate updates

- Expanded branch network to new province, Harbin in Heilongjiang Province (Population 38.3 mil)

Touch 'n Go – Earnings Summary

(RM 'mil)	4Q10	3Q10	Q-o-Q	FY10	FY09	Y-o-Y
Revenue	31	28	10.7%	105	85	23.5%
Cost	24	21	14.3%	78	63	23.8%
PBT	7	7	0%	27	22	22.7%
PAT	5	5	0%	20	16	25.0%
PAT to CIMB Group	3	3	0%	10	n.a.	n.a.

Transaction Value and Cardbase (RM'mil)



Notable Awards 2010




Top Asian Investment Bank Award
 Bank of the Year 2010 - Malaysia






Deal of the Year - *AIA IPO*
 Best Malaysia Deal - *Pet Chem IPO*
 Best Private Equity Deal - *Khazanah-Parkway*
 Best Islamic Financing Deal - *GoM Sukuk*
 Best Investment Bank (9th time)






Best Domestic IB and Equity House (Msia)
 Best Deal Malaysia - *GoM USD Sukuk*
 Best Deal Singapore - *Khazanah-Parkway*
 Best Deal Indonesia - *CVC-Matahari*






Best Asian Local Currency Bond House of the Year in SEA
 Sovereign Deal of the Year- *Republic of Indonesia's IDR5.56 trillion Retail Sukuk Ijarah*






Best Domestic Debt/Equity House
 Best Domestic Bank
 Best Large Cap Corporate for Malaysia
 Best Top Executive in Malaysia - *Dato' Sri Nazir Razak*






Strongest Bank in Malaysia Award
 Achievement Award for Islamic Finance
 Achievement Award for Cash Management
 Best Risk and Analytics Project






Best Bank
 Best Investment Bank
 Best Islamic Bank in Asia (2 consecutive years)






Debt Market Deal of the Year - *Republic of Indonesia's USD3 bil bond offering*






Best Indo Private National Bank



CIMB GROUP: 4Q10 RESULTS CLOSING REMARKS

“The Leading ASEAN Franchise”

At the end of 2015, CIMB Group will be recognised as THE leading ASEAN franchise, distinctive in its culture, processes and people. In its business of universal banking it will be strong across the region and well-connected in key markets beyond. We will operate as a high performing, institutionalised and integrated ASEAN champion, consistently striving for innovation, customer service excellence and best in class practises. Making ASEAN our home, we champion the advancement and acceleration of the ASEAN integration agenda.

V15: Broad Objectives & Targets

- 1 Market capitalisation > RM100 bil**
- 2 Top 3 banking group in ASEAN by market capitalisation & asset size**
- 3 Top 3 ROE among ASEAN banks**
- 4 Diversified revenue / PBT / asset mix by:**
 - Geography, where Malaysia will constitute <40%, and
 - Business, where consumer banking will constitute >60%

2011: CEO's Focus Areas

1	Regional CASA Drive
2	Business Intelligence
3	International Network
4	Cost Management
5	No. 1 ASEAN investment bank
6	Commercial Banking across the region
7	Leveraging Technology
8	Making new KPIs work
9	Institutionalising the firm
10	The customer view
11	ASEAN Agenda

2011: "REFRESH"

1. Brand colour harmonisation
2. Malaysia Consumer Bank
 - Migration of enterprise banking to retail banking
 - Mono-line commercial banking
 - Enhance centralised marketing function
 - Auto Finance will widen its coverage beyond HP
 - Integrate branch and alternate channels
3. Regional Investment Bank
 - Fully regionalise relationship management platform
 - Embark on holistic review of existing structures to strengthen regional competitiveness

New Targets for 2011

	2011 (External)
ROE	17%
TSR	> FBM KLCI
Dividend	40% - 60%
Group loans growth	18%
Group deposit growth	20%
Loan loss charge	0.4%
Tier 1 (at CIMB Bank) (Basel II)	>10%
RWCR (at CIMB Bank) (Basel II)	>12%

Final Remarks

- Overall 2010 was an excellent year
- Operating environment for 2011 will be more challenging with spectre of intense competition, rising interest rates and volatile markets
- Nevertheless, ASEAN's economic fundamentals remain robust. We expect the ETP to derive opportunities in Malaysia while Indonesian banking remains at a high growth trajectory. Cross border ASEAN trade and investment flows will also continue to grow rapidly
- Our treasury and IB momentum is strong. CIMB Niaga's new initiatives post-merger are coming through while CIMB Thai and CIMB Singapore are on high growth paths. Our Malaysian Consumer Bank will ride on a "refreshed" business model to enhance competitiveness

THANK YOU