



ASEAN FOR YOU

Analysts Presentation

3Q11 RESULTS

15 November 2011



Key Highlights

- Record >RM1 bil in net quarterly profit in 3Q11
- Remain short of 17% ROE target
- Net interest income growth remains anemic while non-interest income is behind the (high) 2010 benchmark
- Treasury and investments rebounded strongly in 3Q11
- Stronger loan and deposit growth, Y-o-Y of 15.3% and 12.3% respectively
- Overheads and credit charge under control
- Market shares remain generally solid
- Capital position strengthened
- Re-organisation launched and well received

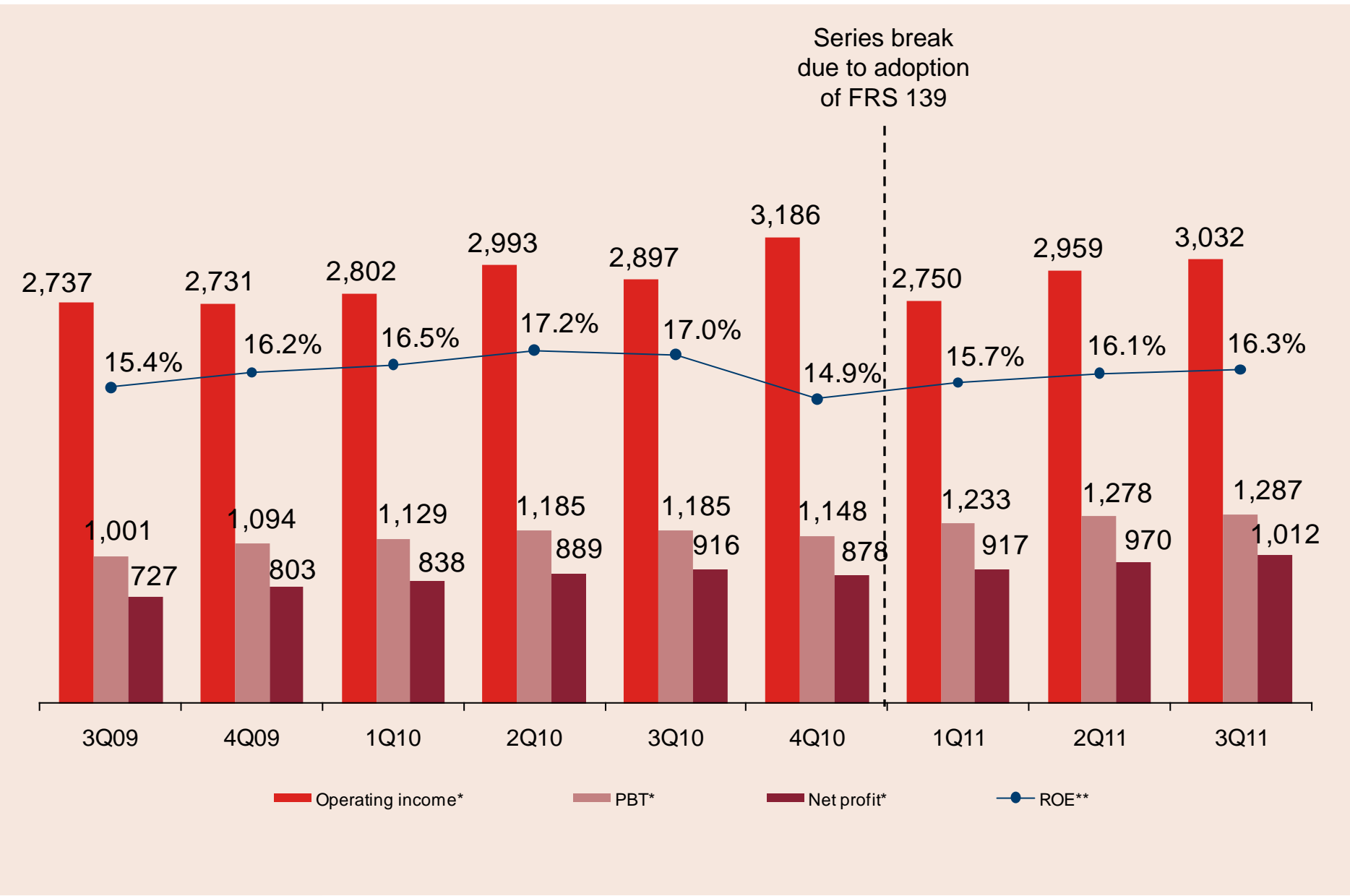
CIMB GROUP : 3Q11 RESULTS
CIMB GROUP 3Q11 FINANCIALS

Earnings Summary

(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net interest income	1,989	1,979	0.5%	5,868	5,761	1.9%
Non interest income	1,043	980	6.4%	2,873	2,932	(2.0%)
Operating income	3,032	2,959	2.5%	8,741	8,693	0.6%
Loan impairment	(106)	(86)	23.3%	(198)	(440)	(55.0%)
Other provisions	18	19	(5.3%)	39	(114)	n.a.
Overhead expenses	(1,701)	(1,662)	2.3%	(4,908)	(4,699)	4.4%
Share of JV / Associates	44	48	(8.3%)	124	59	110.2%
PBT	1,287	1,278	0.7%	3,798	3,499	8.5%
Net profit	1,012	970	4.3%	2,898	2,643	9.6%
EPS (sen)	13.6	13.1	3.8%	39.0	37.2	4.8%
ROE (Annualised)	16.3%	16.1%	20bps	16.0%	16.7%	(70bps)

Note: Weighted average shares of 7.43 bil in 3Q11 & 2Q11

Quarterly Earnings Trend



Notes:
 * Amounts denoted in RM 'mil
 ** Annualised quarterly

Contribution by Entity

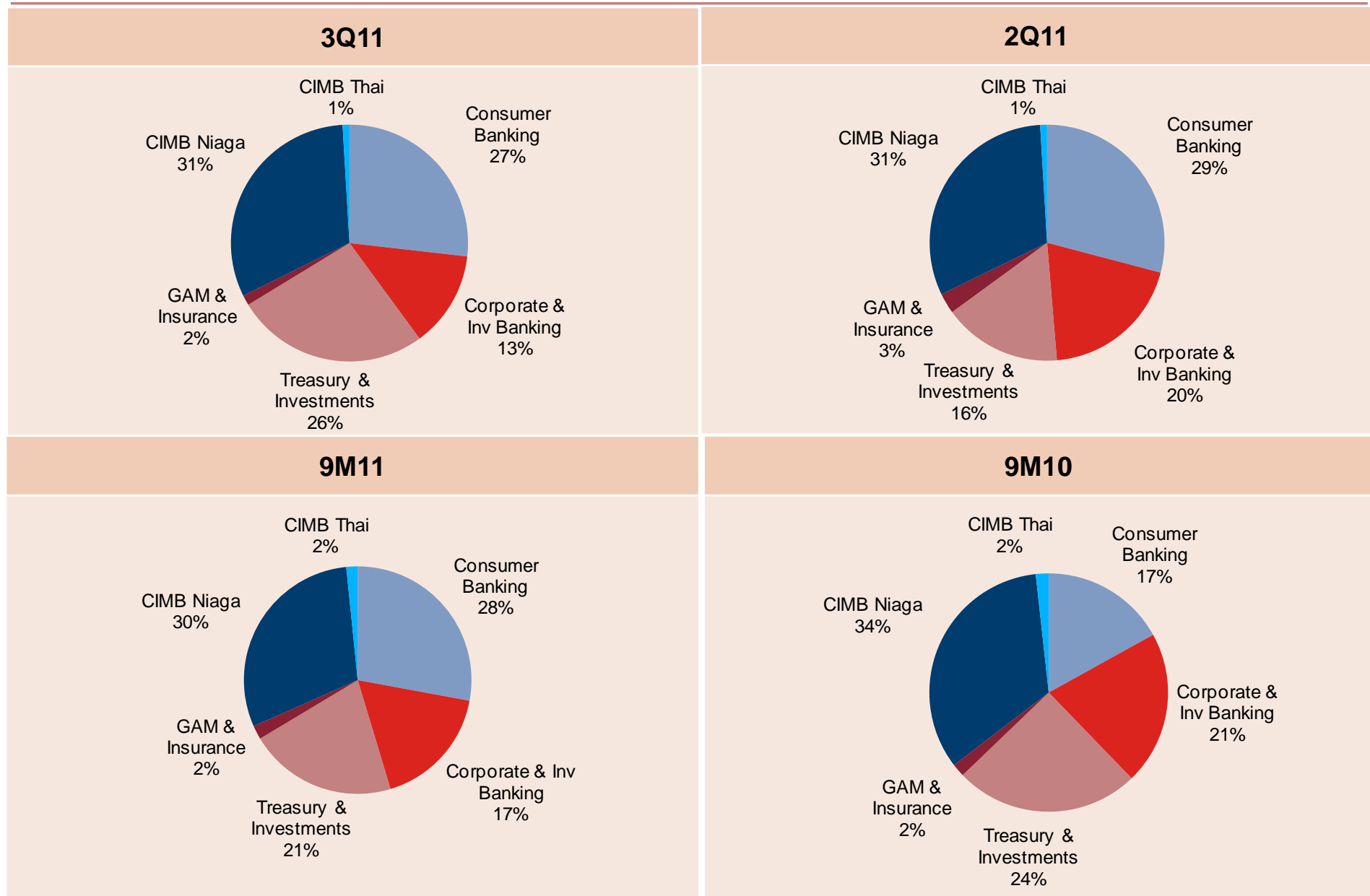
Legal Entity	3Q11		2Q11		9M11		9M10	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	706	55%	613	48%	1,992	52%	1,863	53%
CIMB Niaga	404	31%	400	31%	1,140	30%	1,178	34%
CIMB Islamic	95	7%	118	9%	359	9%	279	8%
CIMB Labuan	19	2%	89	7%	120	3%	162	5%
CIMB Investment Bank	50	4%	58	5%	120	3%	41	1%
CIMB Thai	12	1%	12	1%	61	2%	61	2%
CIMB Securities Singapore	11	1%	3	0%	31	1%	45	1%
CIMB Cambodia	(2)	(0%)	(3)	(0%)	(7)	(0%)	-	-
Others *	(8)	(1%)	(12)	(1%)	(18)	(0%)	(130)	(4%)
PBT	1,287	100%	1,278	100%	3,798	100%	3,499	100%

Estimated PBT By Segment

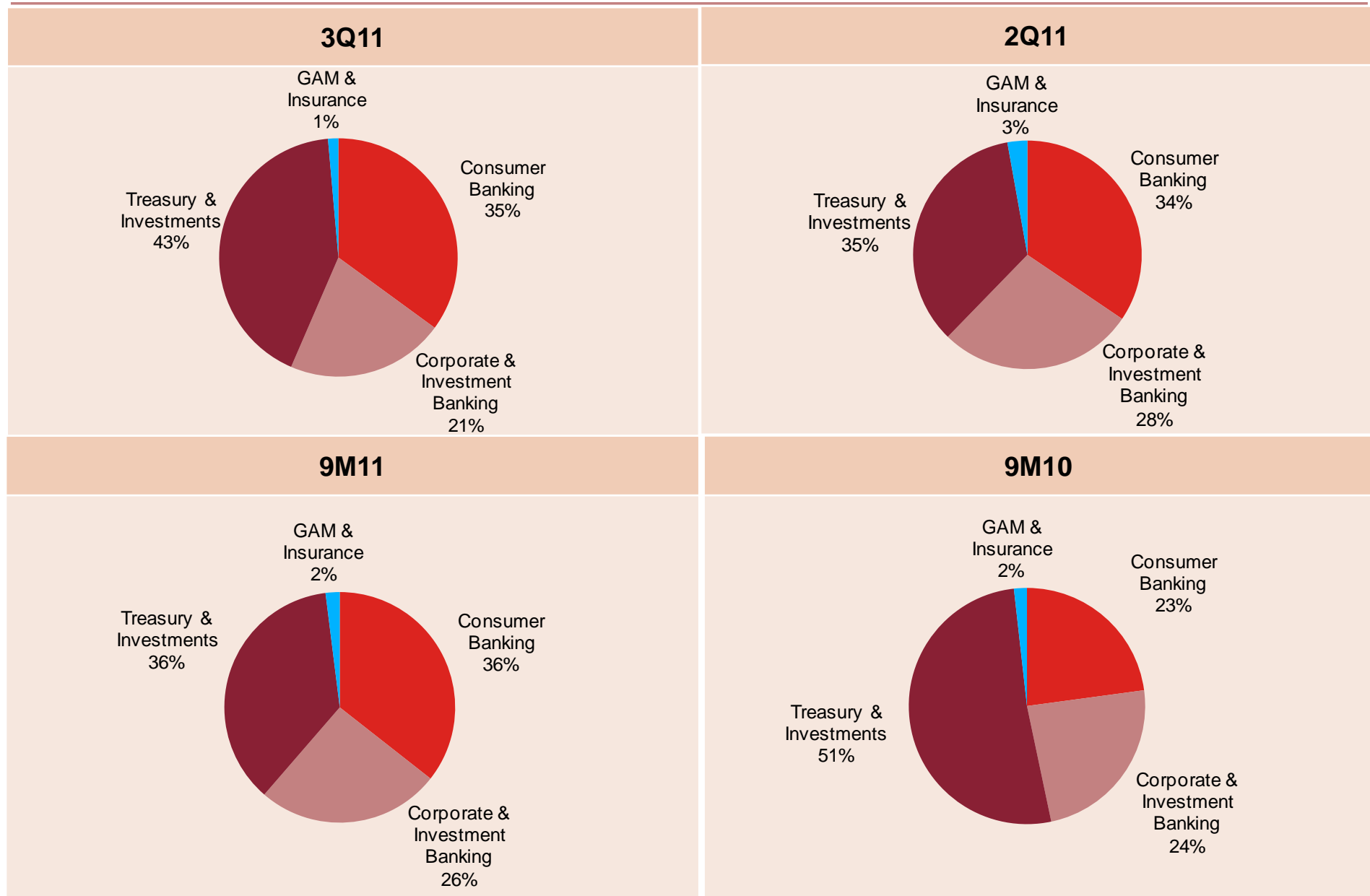
PBT (after HOCA)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	RM 'mil	%
Consumer Banking						
- Good Bank	266	332	(19.9%)	885	511	73.2%
- Bad Bank (including SEASAM)	82	40	105.0%	178	82	117.1%
	348	372	(6.5%)	1,063	593	79.3%
Corporate & Investment Banking	164	250	(34.4%)	657	729	(9.9%)
Treasury & Investments	341	208	63.9%	802	876	(8.4%)
GAM & Insurance	18	36	(50.0%)	75	62	21.0%
CIMB Niaga	404	400	1.0%	1,140	1,178	(3.2%)
CIMB Thai (after GAAP adjustments)	12	12	-	61	61	-
PBT *	1,287	1,278	0.7%	3,798	3,499	8.5%
Net profit	1,012	970	4.3%	2,898	2,643	9.6%

Note: * Includes share of results of associates & jointly controlled entity

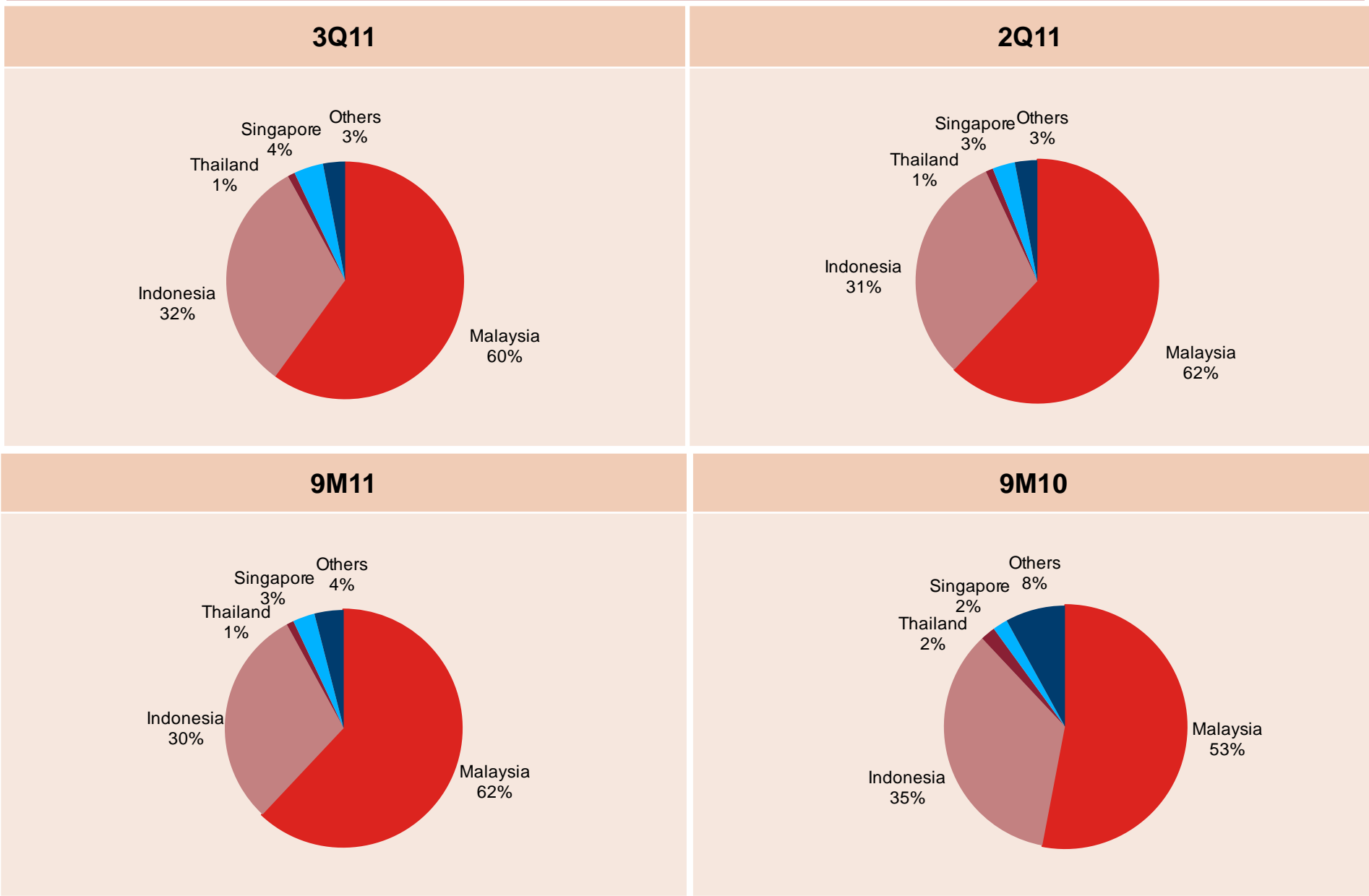
Estimated PBT By Segment



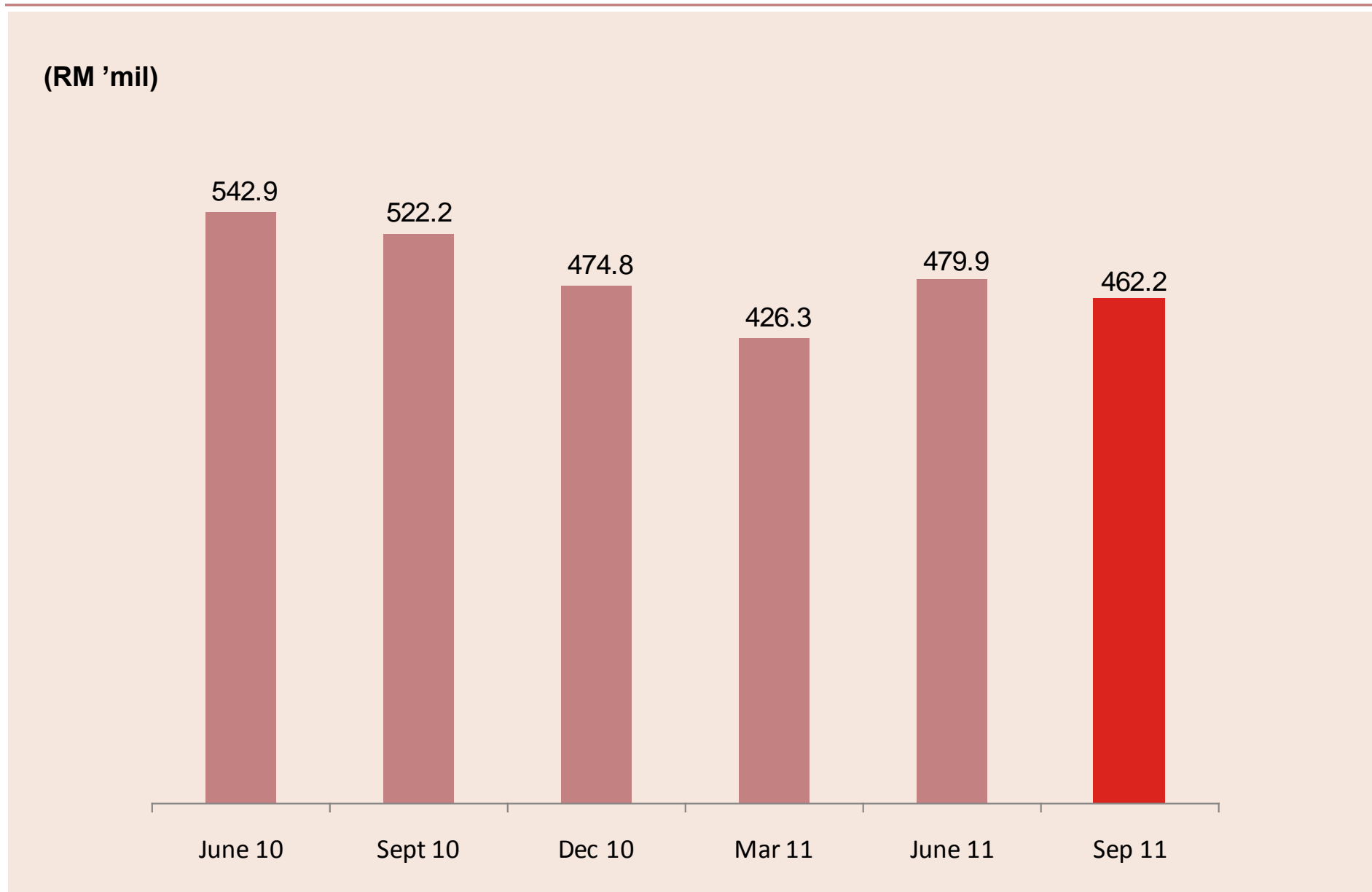
Estimated PBT By Segment (Regional)



Contribution by Geography



AFS MTM Position



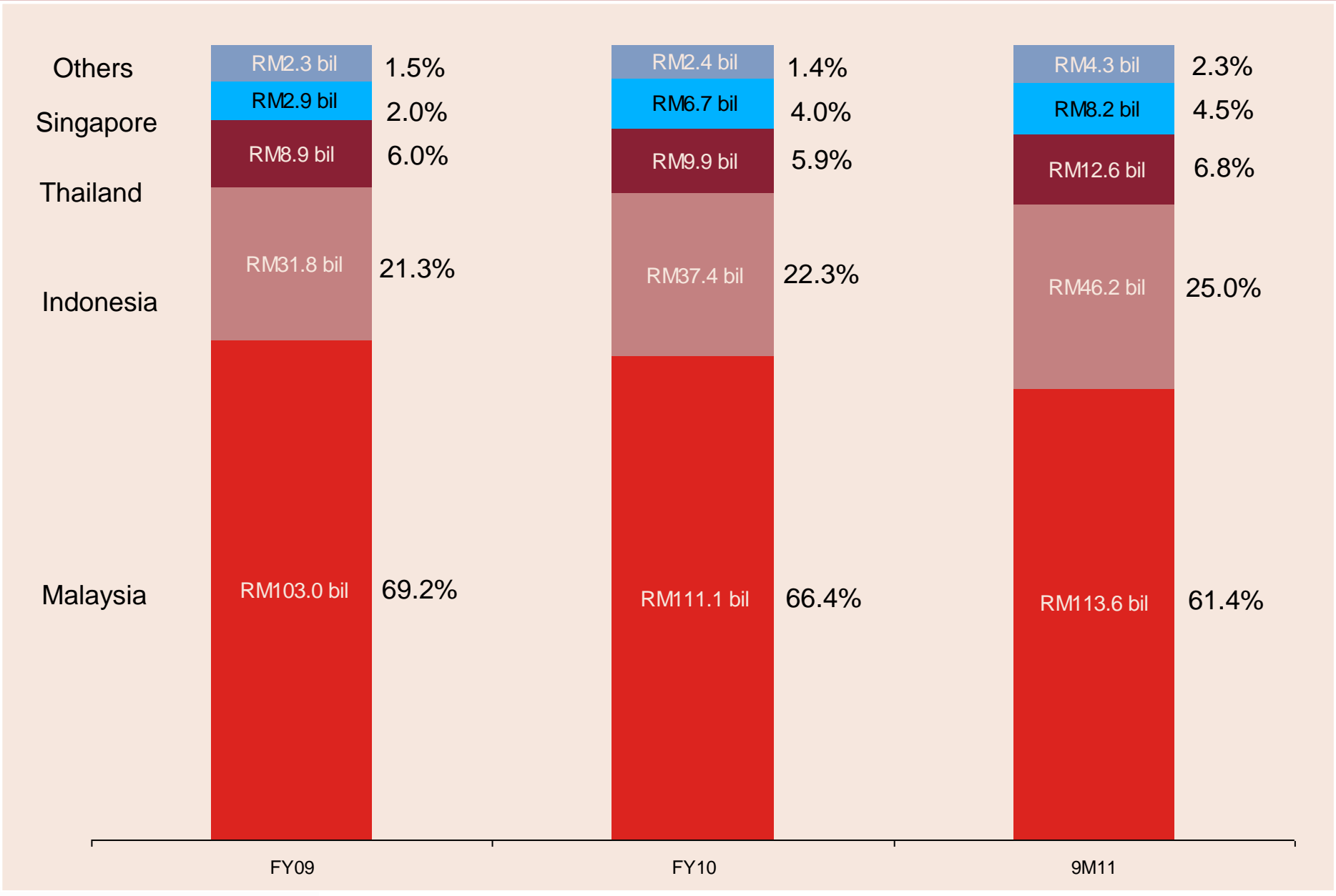
Key Ratios

(%)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
ROE *	16.3	16.1	20bps	16.0	16.7	(70bps)
NIM *	3.12	3.15	(3bps)	3.12	3.39	(27bps)
Non-interest income / total income	34.4	33.1	130bps	32.9	33.7	(80bps)
Cost / income	56.1	56.2	(10bps)	56.1	54.1	200bps
Allowance coverage	80.0	80.4	(40bps)	80.0	79.3	70bps
Allowance coverage after regulatory reserve #	83.5	83.0	50bps	83.5	79.5	400bps
Loan loss charge *	0.23	0.19	4bps	0.14	0.34	(20bps)
Gross impaired loans ratio	5.5	5.7	(20bps)	5.5	6.6	(110bps)
Gross impaired loans ratio (excluding SEASAM)	4.4	4.5	(10bps)	4.4	5.0	(60bps)
Net impaired loans ratio (Net of IA and PA)	1.2	1.2	-	1.2	1.4	(20bps)
Average shareholders' funds (RM 'mil)	24,819	24,057	3.2%	24,149	21,161	14.1%
ROA *	1.4	1.4	-	1.4	1.4	-
Book value per share (RM)	3.37	3.31	6bps	3.37	3.13	24bps
CASA ratio	33.1	35.2	(210bps)	33.1	31.8	130bps

Gross Loans Growth

Divisions / Products	30 Sep 11 (RM 'bil)	30 Jun 11 (RM 'bil)	Q-o-Q	30 Sep 10 (RM 'bil)	Y-o-Y
Consumer Banking (47.1%) **	87.2	85.2	2.3%	77.3	12.6%
Mortgages	39.2	38.0	3.1%	33.8	16.1%
HP	10.6	10.5	0.2%	10.4 [#]	1.1%
OD and TL	17.0	16.6	2.4%	15.2	11.7%
Credit cards	4.4	4.4	0.9%	3.9	13.6%
CIMB Xpress	3.1	2.8	12.3%	1.7	81.4%
Commercial	11.3	11.3	-	11.3	-
Others *	1.6	1.6	-	1.0	49.4%
Corporate & Investment (22.0%)	40.8	39.4	3.6%	39.5	3.5%
CIMB Niaga (24.4%) ^	45.1	42.0	7.4%	33.8	33.4%
CIMB Thai (6.4%) +	11.7	10.2	15.4%	9.7	21.2%
CIMB Cambodia (0.1%)	0.1	-	n.a.	-	n.a.
Total	184.9	176.8	4.6%	160.3	15.3%

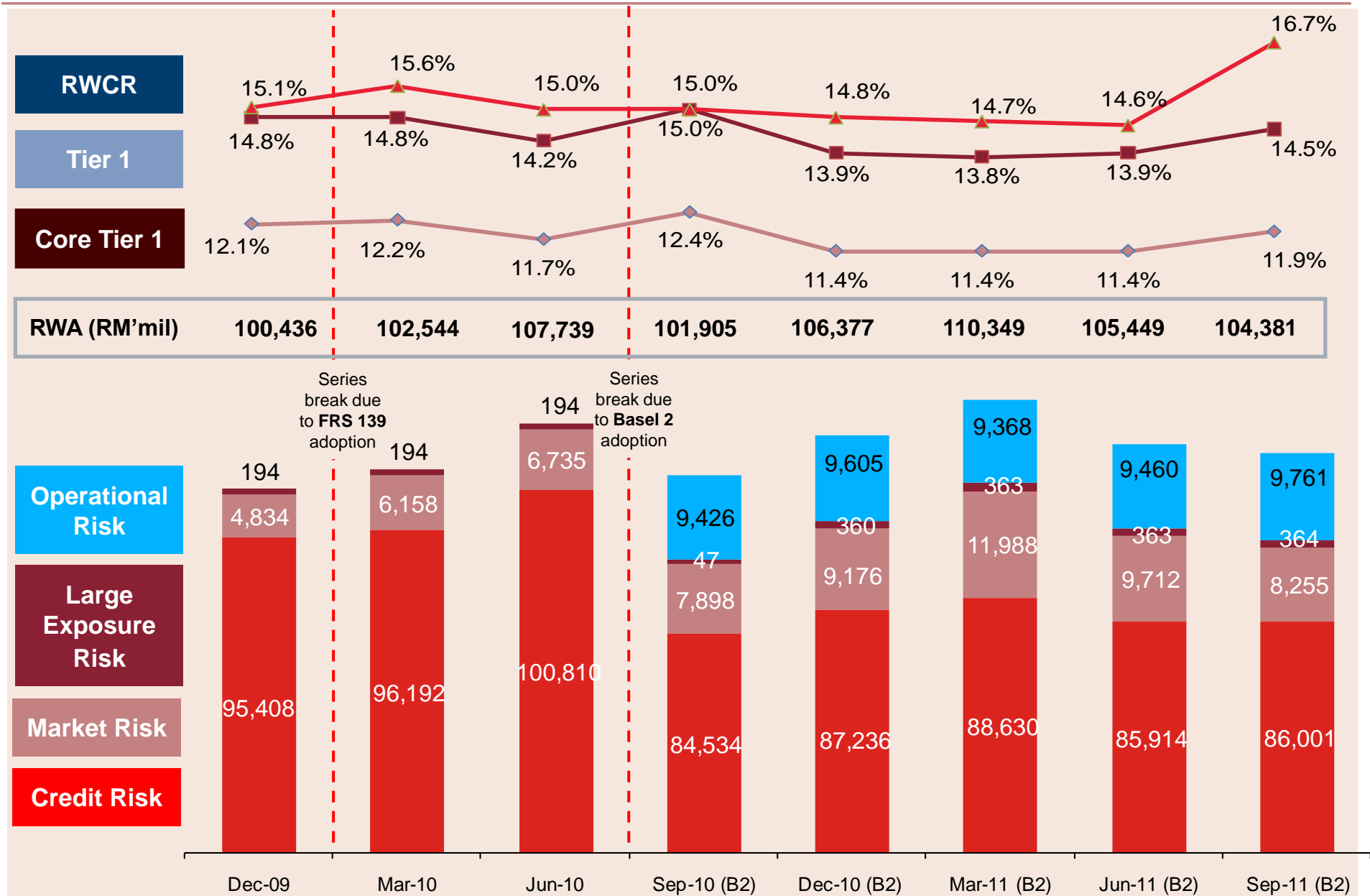
Loan Assets by Geographical Distribution



Deposits Growth

Divisions / Products	30 Sep 11 (RM 'bil)	30 Jun 11 (RM 'bil)	Q-o-Q	30 Sep 10 (RM 'bil)	Y-o-Y
Retail (30.5%) *	66.3	64.6	2.6%	52.7	25.8%
- Current	18.2	18.5	(1.6%)	13.4	35.8%
- Savings	12.6	12.3	2.4%	10.9	15.6%
- Fixed & structured deposits	35.5	33.8	5.0%	28.4	25.0%
Commercial (7.5%)	16.3	16.3	(0.3%)	16.5	(1.3%)
Corporate & Treasury (36.3%)	79.2	76.6	3.2%	78.8	0.4%
CIMB Niaga (20.9%) ^	45.5	43.3	5.1%	36.8	23.7%
CIMB Thai (4.8%) +	10.4	9.6	9.3%	9.1	15.3%
Total	217.7	210.4	3.4%	193.9	12.3%

Capital Management – CIMB Bank



Capital Management – All Banking Entities

CIMB Group	Sep-11	Jun-11	
Gearing ratio	21.4%	22.4%	
Double leverage ratio	119.2%	120.0%	
Tier 1	Sep-11 (B2)	Jun-11 (B2)	Sep-10 (B2)
CIMB Bank ^	14.5%	13.9%	15.0%
CIMB Investment Bank ^	24.2%	20.8%	16.7%
CIMB Islamic ^	10.8%	10.9%	12.3%
CIMB Niaga #	10.5%	10.6%	10.0%
CIMB Thai #	8.1%	8.4%	6.7%
CIMB Bank Group ^	11.6%	11.1%	
CIMB Investment Bank Group ^	24.5%	21.2%	
RWCR	Sep-11 (B2)	Jun-11 (B2)	Sep-10 (B2)
CIMB Bank ^	16.7%	14.6%	15.0%
CIMB Investment Bank ^	24.2%	20.8%	16.7%
CIMB Islamic ^	14.8%	15.0%	16.3%
CIMB Niaga #	13.5%	13.7%	12.6%
CIMB Thai #	13.8%	13.7%	12.4%
CIMB Bank Group ^	16.4%	14.6%	
CIMB Investment Bank Group ^	24.7%	21.3%	

CIMBG : Operating Expenses

(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Personnel	932	859	8.5%	2,615	2,368	10.4%
Establishment	351	351	-	1,049	1,097	(4.4%)
Marketing	98	110	(10.9%)	271	273	(0.7%)
Admin & General	320	342	(6.4%)	973	961	1.2%
Total	1,701	1,662	2.3%	4,908	4,699	4.4%

CIMB GROUP : 3Q11 RESULTS
CONSUMER BANK

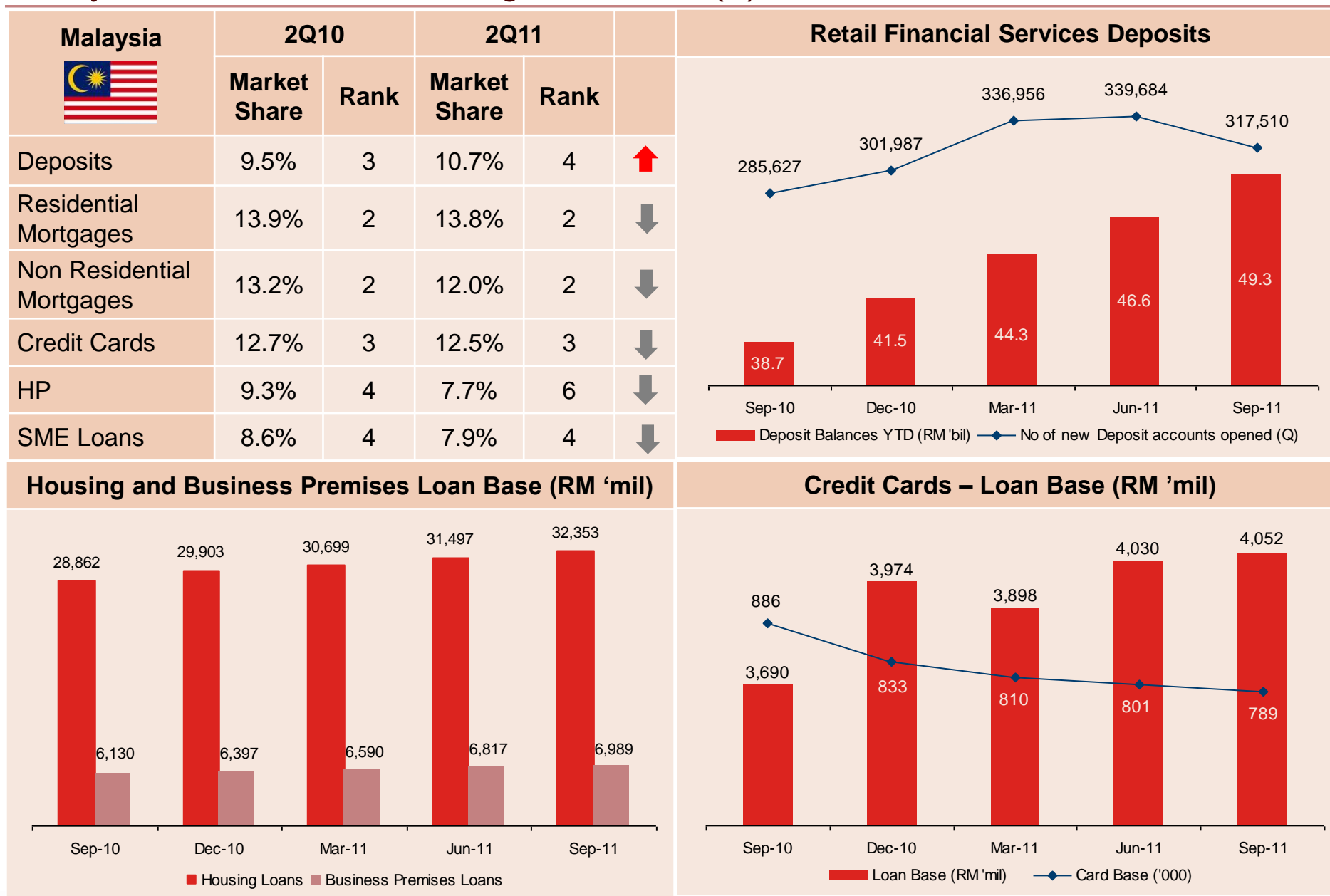
Malaysian Consumer Bank Financials

(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net interest / financing income	799	791	1.0%	2,369	2,173	9.0%
Non interest income	221	236	(6.4%)	673	606	11.1%
Total income	1,020	1,027	(0.7%)	3,042	2,779	9.5%
Overheads (direct + head office allocation)	(687)	(677)	1.5%	(2,064)	(1,993)	3.6%
Provisions	14	19	(26.3%)	77	(200)	n.a
Share of JV	1	3	(66.7%)	8	7	14.3%
PBT	348	372	(6.5%)	1,063	593	79.3%
Loan loss charge	(0.02%)	(0.02%)	-	(0.09%)	0.25%	n.a.

Malaysian Consumer Good Bank Financials

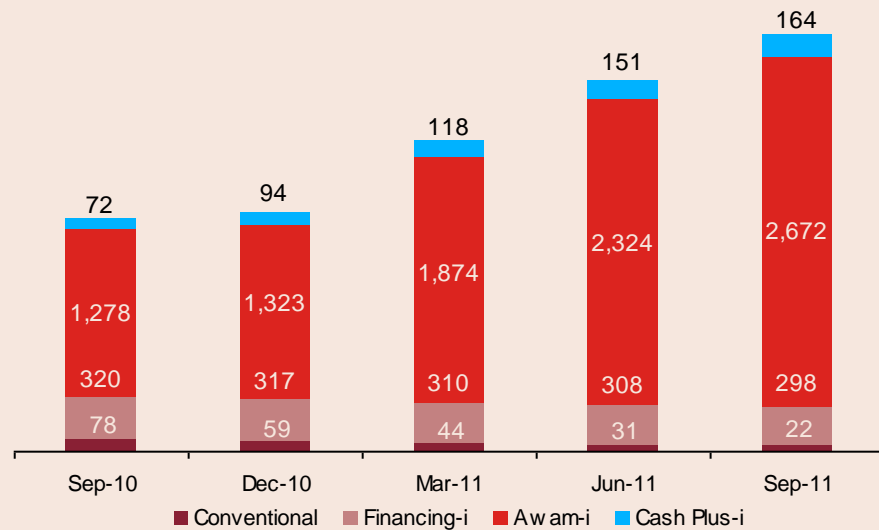
(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net interest / financing income	783	772	1.4%	2,318	2,128	8.9%
Non interest income	213	233	(8.6%)	660	606	8.9%
Total income	996	1,005	(0.9%)	2,978	2,734	8.9%
Overheads (direct + head office allocation)	(637)	(635)	0.3%	(1,923)	(1,865)	3.1%
Loan impairment	(94)	(41)	129.3%	(178)	(365)	(51.2%)
Share of JV	1	3	(66.7%)	8	7	14.3%
PBT	266	332	(19.9%)	885	511	73.2%
Loan loss charge	0.11%	0.05%	6bps	0.22	0.49	(27bps)

Malaysian Consumer Banking Indicators (1)

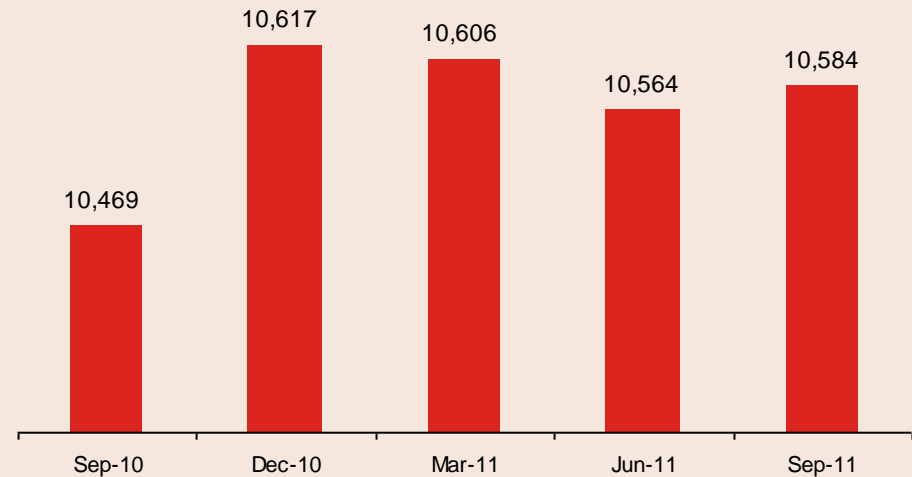


Malaysian Consumer Banking Indicators (2)

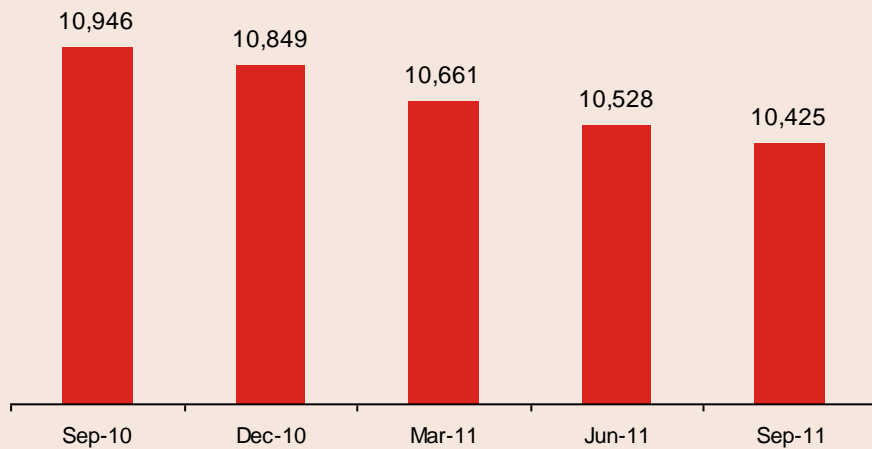
CIMB Express – Loan Base (RM 'mil)



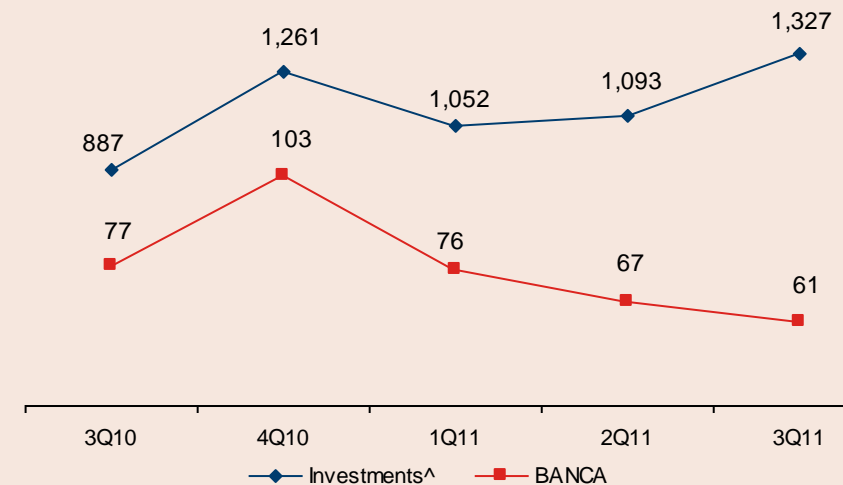
HP – Loan Base (RM 'mil)



SME – Loan Base (RM 'mil)



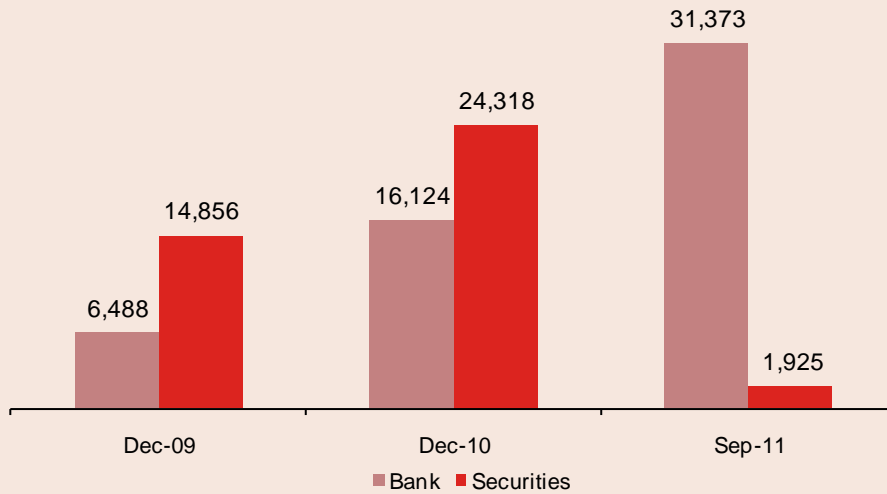
Insurance and Wealth Management Sales (RM 'mil)



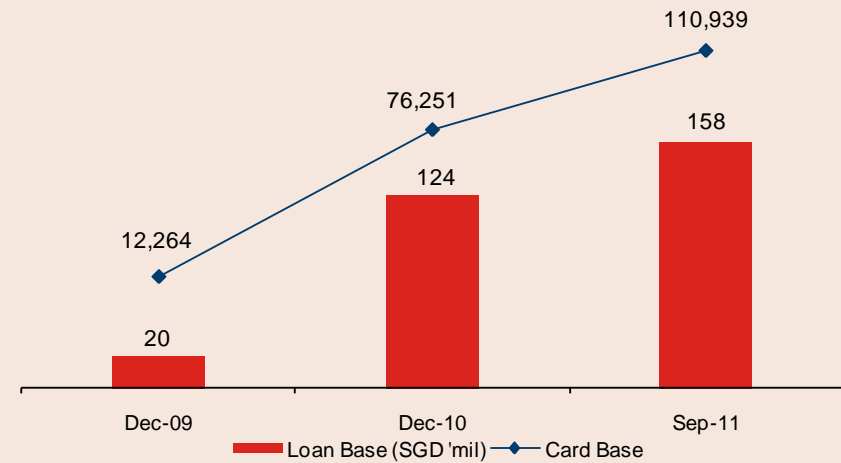
CIMB (Singapore) Indicators



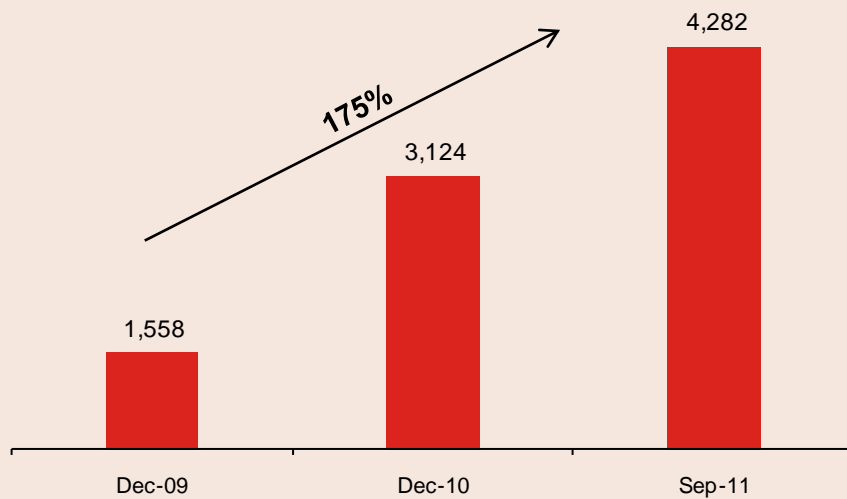
PBT (SGD '000)



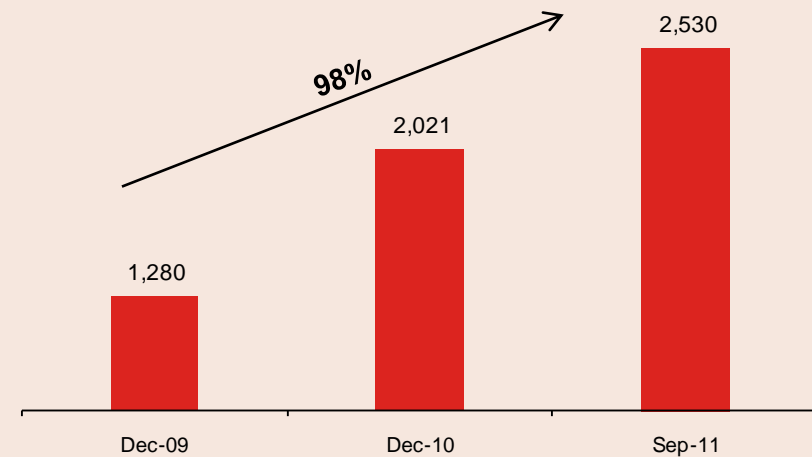
Credit Cards



Total Loans (SGD 'mil)



Retail Deposits (SGD 'mil)



CIMB GROUP : 3Q11 RESULTS
TREASURY & INVESTMENT BANKING


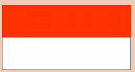


Treasury and Investment Financials

(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net interest / financing income	164	176	(6.8%)	502	666	(24.6%)
Fee income	9	7	28.6%	18	18	-
Net trading income	206	82	151.2%	372	263	41.4%
Total income	379	265	43.0%	892	947	(5.8%)
Overheads	(102)	(98)	4.2%	(292)	(261)	11.7%
Treasury PBT	277	167	65.9%	600	686	(12.5%)
Investment PBT	64	41	56.1%	202	190	6.3%
Total	341	208	63.9%	802	876	(8.4%)

Corporate & Investment Banking Financials

(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net interest / financing income	180	194	(7.3%)	565	586	(3.8%)
Fee & commission income	97	201	(51.6%)	427	294	33.3%
Net trading income	27	39	(30.8%)	99	75	32.0%
Brokerage income	87	75	16.0%	251	233	7.7%
Total income	391	509	(23.2%)	1,342	1,188	12.8%
Provision	10	2	>100%	33	212	(84.4%)
Overheads	(237)	(261)	(8.9%)	(718)	(671)	6.9%
PBT	164	250	(34.4%)	657	729	(9.9%)

IB Market Share and Ranking (1)

Malaysia 	9M10		9M11			Indonesia 	9M10		9M11		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	9.8%	1	10.4%	1	↑	Stock Broking	6.8%	1	6.1%	2	↓
IPO	31.1%	1	32.3%	1	↑	IPO	4.8%	7	-	-	↓
ECM	23.4%	2	36.4%	1	↑	ECM	6.6%	5	4.7%	8	↓
M&A	36.5%	1	37.3%	1	↑	M&A	26.1%	1	1.2%	13	↓
Syndication ^	23.6%	1	10.9%	2	↓	Syndication ^	5.7%	8	4.2%	7	↓
Bonds						Bonds	6.2%	7	2.3%	14	↓
- Domestic	28.4%	1	26.3%	1	↓						
- Sukuk	34.2%	1	26.1%	2	↓						
Thailand 	9M10		9M11			Singapore 	9M10		9M11		
Market Share	Rank	Market Share	Rank	Market Share			Rank	Market Share	Rank		
Stock Broking	0.9%	29	1.1%	27	↑	Stock Broking	9.2%	3	9.8%	1	↑
IPO	-	-	23.0%	3	↑	IPO	8.0%	5	2.2%	5	↓
ECM	-	-	3.1%	8	↑	ECM	2.0%	9	3.2%	8	↑
M&A	14.1%	6	2.1%	18	↓	M&A*	11.0%	2	1.9%	14	↓
Bonds	4.6%	8	3.4%	9	↓	Syndication ^	-	-	1.3%	19	↑
						Bonds	2.0%	7	4.5%	6	↑

IB Market Share and Ranking (2)

ASEAN	9M10		9M11		
	Market Share	Rank	Market Share	Rank	
IPO	13.8%	1	7.6%	4	↓
ECM	8.9%	3	8.6%	4	↓
M & A	18.5%	1	11.4%	2	↓
Syndication [^]	4.4%	2	1.8%	-	↓
Bonds - Domestic Currency	11.5%	2	13.5%	1	↑

Notable Deals

M&A



Sunway Sdn Bhd

RM4.5 bil acquisition of Sunway City Berhad and Sunway Holdings Berhad followed by the listing of Sunway Berhad

Jana Pendidikan Malaysia Sdn Bhd

RM2.1 bil acquisition of Pan Malaysian Pools Sdn Bhd

Luma Investments Ltd

SGD111.6 mil acquisition of JK Yaming International Holdings Ltd

CVCI | Private Equity
Investor in Emerging Markets

Loan



PT J Resources Nusantara

USD100 mil loan and commodities Hedging



Lippo Malls Indonesia Retail Trust

SGD225 mil syndicated loan (CIMB portion SGD50 mil)

Loan



PT Kirana Megatara

USD600 mil syndicated loan (CIMB portion USD150 mil)

DCM



Kuala Lumpur Kepong Berhad

RM300.0 mil Islamic Commercial Papers and/or Islamic Medium Term Notes Programme

ECM



PT Indomobil Sukses Internasional Tbk

IDR2.8 tril right shares and placement

IPO



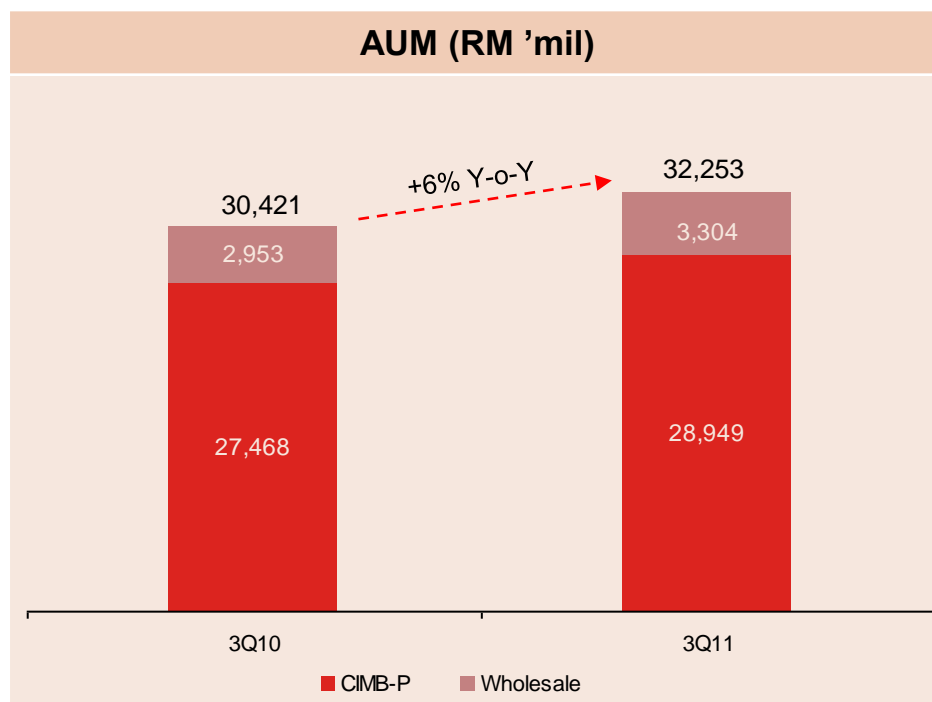
Bumi Armada Berhad

RM2.7 bil IPO on Bursa Malaysia

CIMB GROUP : 3Q11 RESULTS
ASSET MANAGEMENT & INSURANCE

Group Asset Management & Insurance

PBT (after HOCA) (RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
CIMB-P Group	10.2	21.2	(51.9%)	48.8	39.5	23.5%
Wholesale	1.5	3.9	(62.3%)	3.7	7.7	(52.6%)
Insurance	1.2	7.9	(84.8%)	10.5	(3.3)	n.a.
Securities Services	5.1	2.8	81.2%	12.5	17.6	(28.8%)
Total	18.0	35.8	(49.8%)	75.5	61.5	22.8%



CIMB GROUP : 3Q11 RESULTS
CIMB NIAGA

CIMB Niaga: Earnings Summary



(IDR 'bil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net Interest Income	1,957	1,920	2.0%	5,753	5,385	6.8%
Non Interest Income	712	608	16.9%	1,893	1,118	69.4%
Operating Income	2,669	2,528	5.6%	7,646	6,502	17.6%
Overhead Expenses	(1,290)	(1,214)	6.3%	(3,760)	(3,122)	20.4%
Pre Provision Operating Profit	1,379	1,314	4.9%	3,887	3,380	15.0%
Provisions Expense	(225)	(171)	31.9%	(610)	(973)	(37.3%)
Operating Profit	1,153	1,143	0.9%	3,276	2,407	36.1%
PBT	1,153	1,143	0.9%	3,276	2,407	36.1%
Net Profit #	832	818	1.7%	2,379	1,795	32.5%
Net Profit (RM 'mil) #	292	287	1.7%	828	640	29.3%
EPS (sen) #	33.2	32.6	1.6%	95.1	75.0	26.8%
Net Profit *	832	818	1.7%	2,379	2,686	(11.4%)
Net Profit (RM 'mil) *	292	287	1.7%	828	958	(13.6%)

CIMB Niaga : Gross Loans Growth



Products / Divisions	30 Sep 11 (IDR 'bil)	30 Jun 11 (IDR 'bil)	Q-o-Q	30 Sep 10 (IDR 'bil)	Y-o-Y
Retail Banking (30.3%)	36,466	35,364	3.1%	30,716	18.7%
Credit Cards	2,563	2,393	7.1%	1,783	43.7%
Auto Loans	14,846	14,444	2.8%	12,984	14.3%
Mortgage	17,436	16,990	2.6%	14,487	20.4%
Personal / Others	1,621	1,537	5.5%	1,463	10.8%
Corporate Banking (32.5%)	38,883	37,893	2.6%	29,932	29.9%
Business Banking (34.6%)	42,558	40,294	5.6%	34,024	25.1%
Mikro Laju & Rahn (0.6%)	1,013	709	42.8%	179	465.7%
Syariah Banking (2.0%)	2,795	2,348	19.0%	1,440	94.1%
Total	121,714	116,608	4.4%	96,291	26.4%

CIMB Niaga : Deposits Growth



Divisions / Products	30 Sep 11 (IDR 'bil)	30 Jun 11 (IDR 'bil)	Q-o-Q	30 Sep 10 (IDR 'bil)	Y-o-Y
Retail Banking (47.2%)	60,145	58,177	3.4%	50,559	19.0%
- Current	4,066	3,930	3.5%	3,727	9.1%
- Savings	26,053	27,375	(4.8%)	22,289	16.9%
- Fixed & structured deposits	30,026	26,872	11.7%	24,543	22.3%
Business Banking (31.0%)	41,762	38,491	8.5%	32,939	26.8%
Corporate Banking (19.8%)	20,959	24,241	(13.5%)	21,340	(1.8%)
Shariah Banking (2.1%)	3,439	2,553	34.7%	1,762	95.2%
Total	126,304	123,463	2.3%	106,600	18.5%

CIMB Niaga : Key Ratios



(Consolidated, %)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
ROE	19.4	20.0	(60bps)	19.6	20.3	(70bps)
NIM	5.51	5.62	(11bps)	5.54	6.61	(107bps)
Cost to Income	48.3	48.0	30bps	49.2	48.0	120bps
Loan Loss Coverage [#]	109.7	109.7	-	109.7	133.4	(2,370bps)
Allowance Coverage [*]	82.6	83.2	(60bps)	82.6	75.8	680bps
Loan Loss Charge [*]	0.6	0.8	(20bps)	0.7	1.4	(70bps)
Gross Impaired Loans Ratio [*]	3.5	3.5	-	3.5	4.8	(130bps)
Gross NPL (BI Definition) [#]	2.6	2.7	(10bps)	2.6	2.7	(10bps)
Loan to Deposit	95.3	93.4	190bps	95.3	89.3	600bps
CAR [*]	13.5	13.7	(20bps)	13.5	12.6	90bps
CASA ratio	43.3	48.7	(540bps)	43.3	45.4	(210bps)

Consumer Market Share

Indonesia 	9M10		9M11		
	Market Share	Rank	Market Share	Rank	
Deposits	5.0%	5	5.1%	5	↑
Mortgages	11.0%	3	10.5%	3	↓
Credit Cards *	6.8%	6	8.6%	5	↑

Corporate Activities



- Mobile banking has been launched
- Business Forum “The Economic – Social Direction and Strategic of ASEAN”

Other Updates

- High LD ratio but high marketable securities
- Competition for liabilities remain stiff
- Greater focus towards higher-margin businesses
- Rahn outlets increased by 11 to 41, while loan base increased by 81% Q-o-Q to Rp31.3 bil
- Personal loans grew 121% Q-o-Q to Rp201.4 bil
- Mikro Laju outlets increased by 15 to 201, while loan base increased by 42% Q-o-Q to Rp984.9 bil
- Issued notice to call USD200 mil sub-debt in November 2011
- Declared IDR200 bil interim dividends

CIMB GROUP : 3Q11 RESULTS
CIMB Thai

CIMB Thai : Earnings Summary

(Before GAAP Adjustments) (Baht 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Net Interest Income	1,250	1,151	8.5%	3,531	3,208	10.1%
Non Interest Income	443	468	(5.2%)	1,301	1,633	(20.3%)
Operating Income	1,693	1,619	4.6%	4,832	4,841	(0.2%)
Overhead Expenses	(1,241)	(1,253)	(1.0%)	(3,655)	(3,527)	3.6%
Pre Provision Operating Profit	452	366	23.6%	1,177	1,313	(10.4%)
Provisions Expense	(124)	(95)	29.8%	(285)	(531)	(46.3%)
Profit Before Tax	329	271	21.4%	892	783	13.9%
Net Profit	320	255	25.6%	856	894	(4.2%)
Net Profit (RM 'mil)	33	25	30.5%	88	91	(3.4%)
EPS (sen)	0.02	0.02	25.5%	0.05	0.07	(21.6%)
Profit Before Tax (RM 'mil) *	12	12	-	61	61	-
Net Profit (RM 'mil) *	11	13	(12.9%)	57	53	6.9%

Note: * After GAAP and FRS 139 adjustments

CIMB Thai : Balance Sheet Changes

(Before GAAP Adjustments) (Baht 'mil)	30 Sep 11	30 Jun 11	Q-o-Q	30 Sep 10	Y-o-Y
Placements & Other MS	14,769	19,249	(23.3%)	18,148	(18.6%)
Government Bonds (Net)	22,725	15,282	48.7%	14,451	57.3%
Loans (Net)	109,655	99,234	10.5%	87,029	26.0%
Other Assets	11,523	11,006	4.7%	12,981	(11.2%)
Total Assets	158,672	144,771	9.6%	132,608	19.7%
Low Cost Funds (CASA)	24,589	25,839	(4.8%)	24,008	2.4%
Time Deposits & CD	77,349	71,502	8.2%	64,593	19.7%
Total Customer Deposits	101,938	97,341	4.7%	88,601	15.1%
Other Liabilities	44,569	35,496	25.6%	34,977	27.4%
Total Liabilities	146,507	132,837	10.3%	123,577	18.6%
Equity	12,165	11,934	1.9%	9,031	34.7%

CIMB Thai : Loans Growth


Products / Divisions	30 Sep 11 (THB 'bil)	30 Jun 11 (THB 'bil)	Q-o-Q	30 Sep 10 (THB 'bil)	Y-o-Y
Retail Banking (35.5%)	37.1	36.1	2.9%	30.6	21.2%
Auto Loans	8.0	7.5	7.0%	5.3	51.2%
Mortgage	23.4	23.4	0.3%	19.4	20.7%
Personal / Others	5.7	5.2	8.5%	5.9	(3.8%)
Corporate & Investment Banking (39.5%)	46.9	40.3	16.5%	38.2	22.9%
Business Banking (22.3%)	25.2	22.6	11.5%	15.5	62.7%
Legal & Recovery Group (2.7%)	2.9	2.7	6.9%	7.4	(60.2%)
Total Gross Loans	112.2	101.7	10.3%	91.7	22.4%

CIMB Thai : Key Ratios

(Consolidated, %)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
ROE	10.7	8.7	200bps	9.8	14.1	(430bps)
NIM	3.57	3.56	1bps	3.52	3.85	(33bps)
Cost to Income	74.3	77.4	(310bps)	76.3	72.9	340bps
Loan Loss Coverage**	72.4	80.4	(800bps)	72.4	60.4	1,200bps
Loan Loss Charge	0.5	0.4	10bps	0.4	0.8	(40bps)
Gross NPL ratio**	3.3	3.0	30bps	3.3	8.2	(490bps)
Net NPL ratio**	2.3	2.0	30bps	2.3	4.8	(250bps)
Loan to Deposit	89.7	88.3	140bps	89.7	94.0	(430bps)
CAR*	13.8	13.7	10bps	13.8	12.4	140bps
CASA ratio	24.1	26.5	(240bps)	24.1	27.1	(300bps)

CIMB Thai : Corporate Updates

Consumer Market Share

Thailand 	9M10		9M11		
	Market Share	Rank	Market Share	Rank	
Deposits	1.3%	11	1.4%	11	↑
Mortgages	0.8%	12	0.9%	12	↑
HP	0.4%	17	0.5%	17	↑
SME Loans	1.0%	7	1.4%	7	↑



Corporate Update

Acquisition of 70% of SICCO Securities Plc by CIMB Securities International for RM78.4 mil (P/B 1.17x)

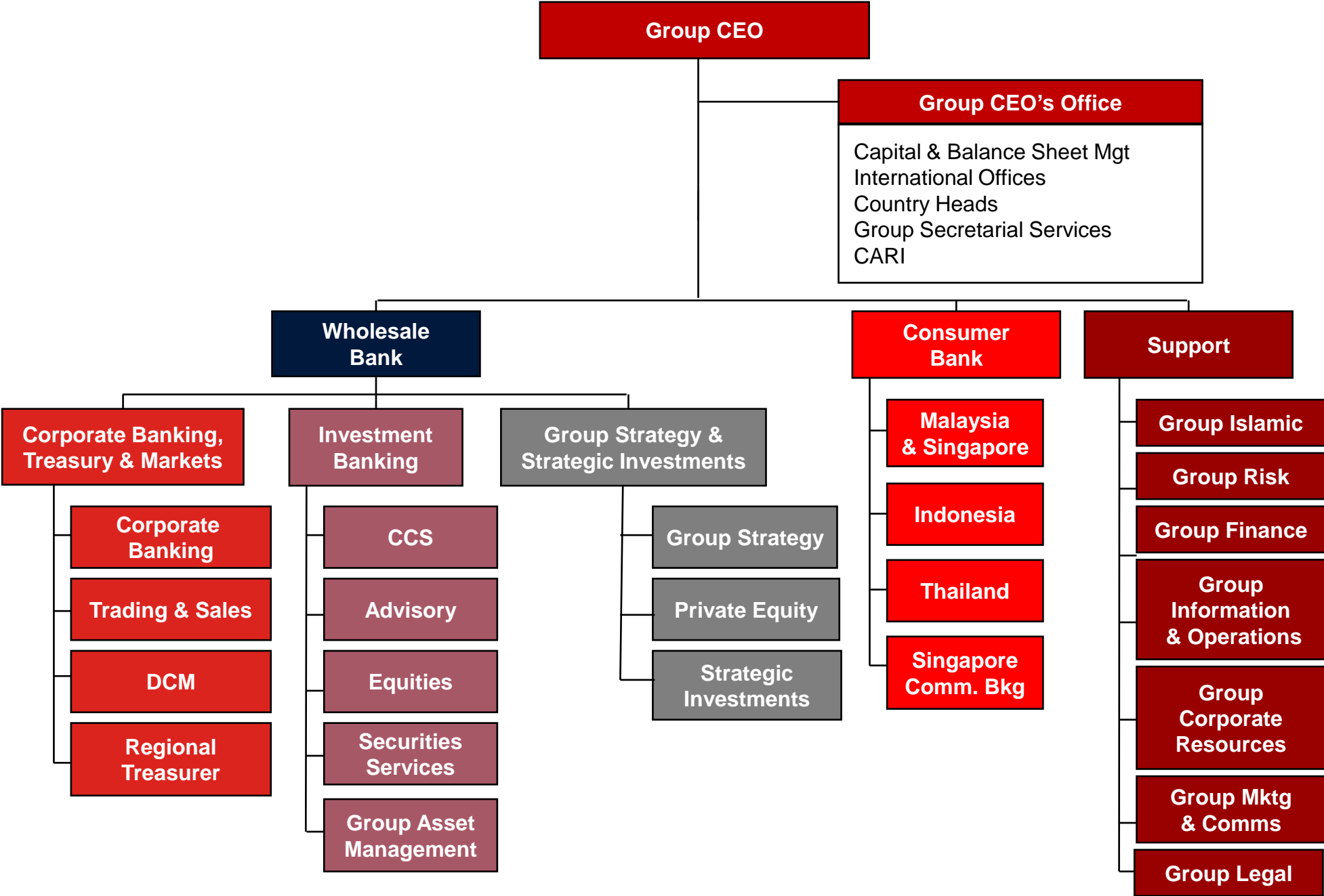
Updates on Floods

- Total of 11 branches, 9 booths and 56 ATMs were affected by floods in Thailand
- Assistance program for borrowers affected by floods, eg. Moratorium on principal repayments, interest reduction
- For corporate, SME and special assets loans, only about 2% of total loan book are affected by floods



**CIMB GROUP : 3Q11 RESULTS
OTHER HIGHLIGHTS**

CIMB 2.0: Reorganization



Objectives and Benefits

Rationale:

- Present organisation structure reflects best IB practices of late 1990s adapted to cater for the addition of commercial banking businesses in 2005, with the regional additions “bolted on” as we acquired them
- Better oversight of consumer franchises and strategic investments

Competition

- Improve response time
- Extract greater synergies, increase product bundling and cross-selling in the wholesale bank

Clients

- Meeting corporate clients’ increasingly sophisticated needs
- Develop and offer a broader range of products and industry specific solutions

People

- Mobilising the right people and planning for succession

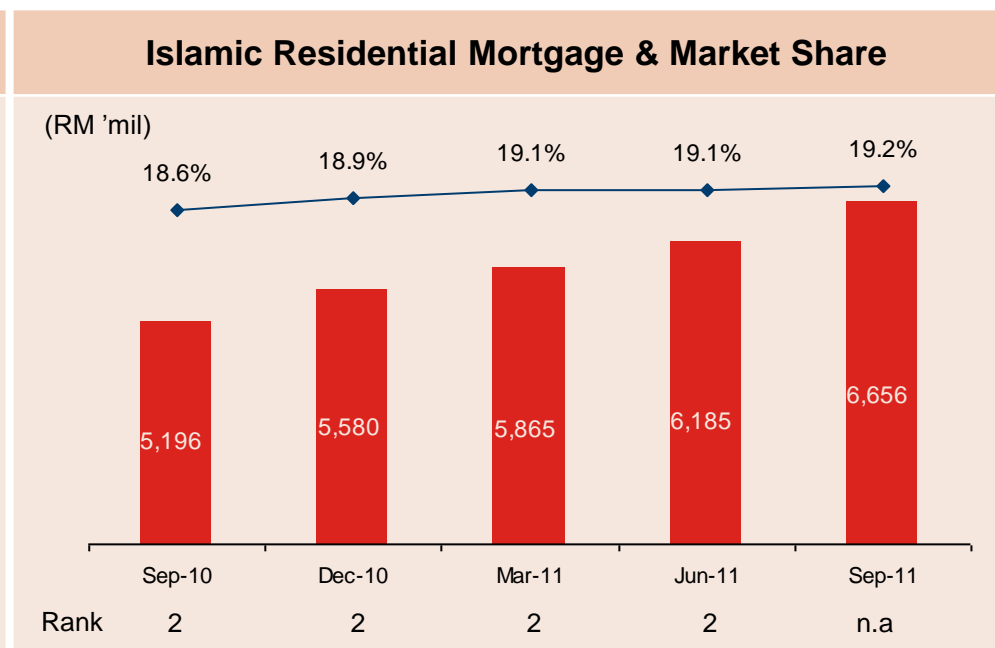
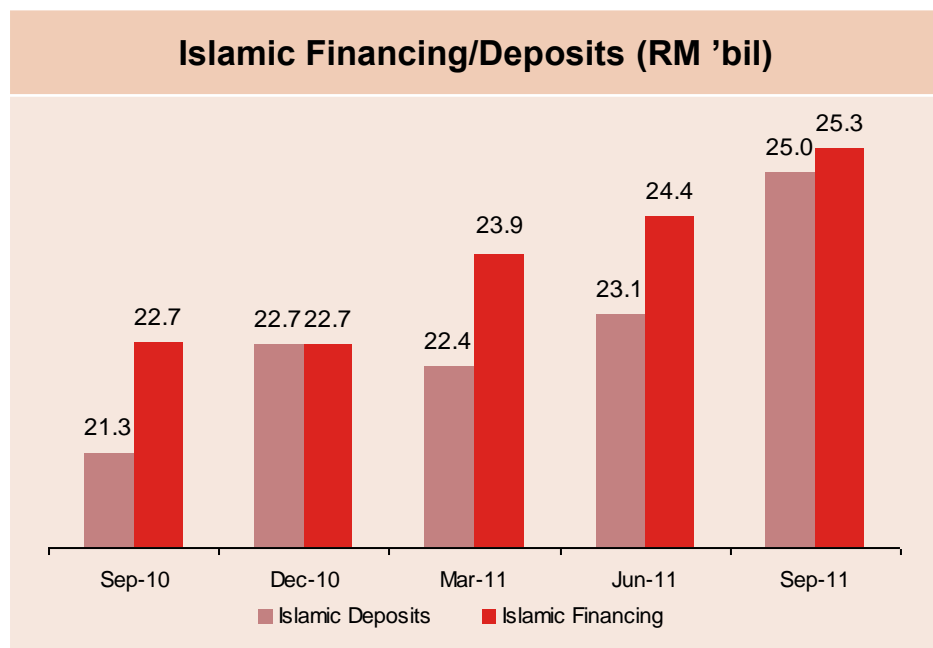
Processes

- To eliminate duplication of processes and activities
- To streamline and improve cost-effectiveness

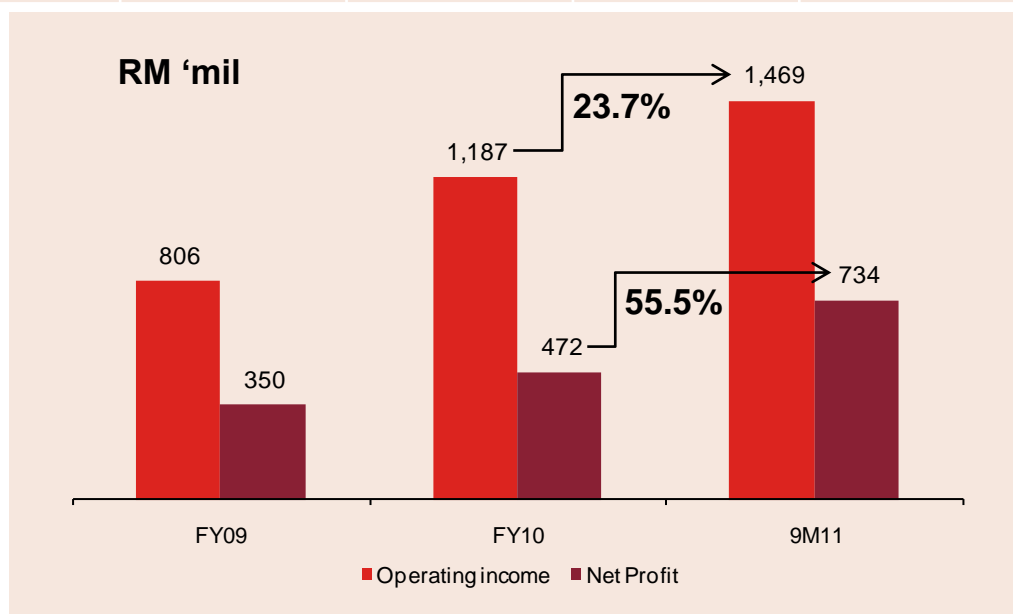
Management

- Reduce direct reports to Group CEO
- Create better platforms for business oversight

Ranking of Total Islamic Assets as at 30 Jun 2011				Market share and ranking	9M10		9M11		
Rank	Company	Total Assets RM 'mil	Market Share %		Market Share	Rank	Market Share	Rank	
1	MIBB	65,928	24%	Sukuk					
				- Malaysia	34.2%	1	26.1%	2	↓
2	CIMB Islamic	36,823	13%	- Global	24.1%	1	19.1%	2	↓
3	Bank Islam	27,838	10%						
4	PBB-I	25,233	9%						
5	Amlslamic	21,104	8%						



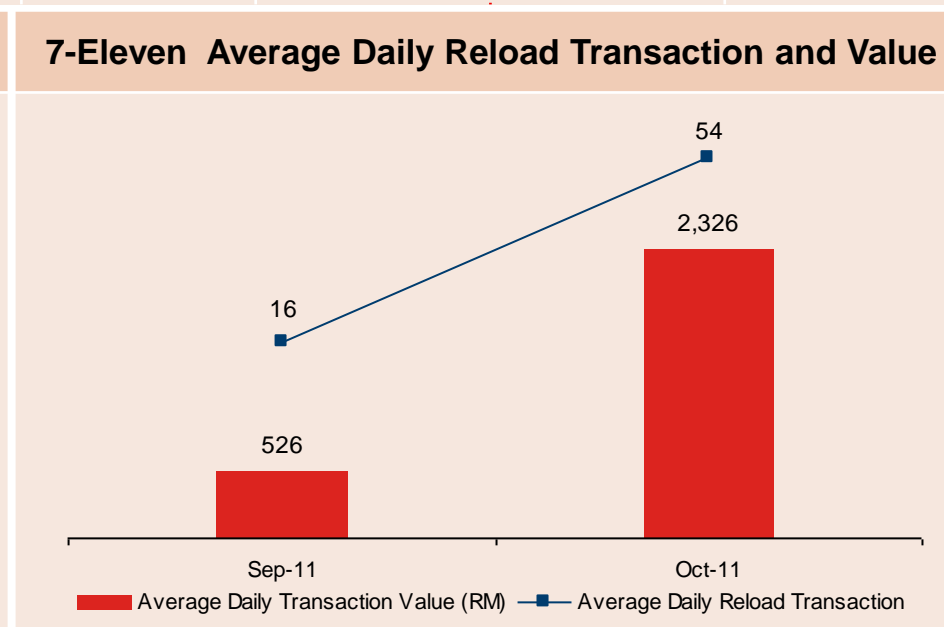
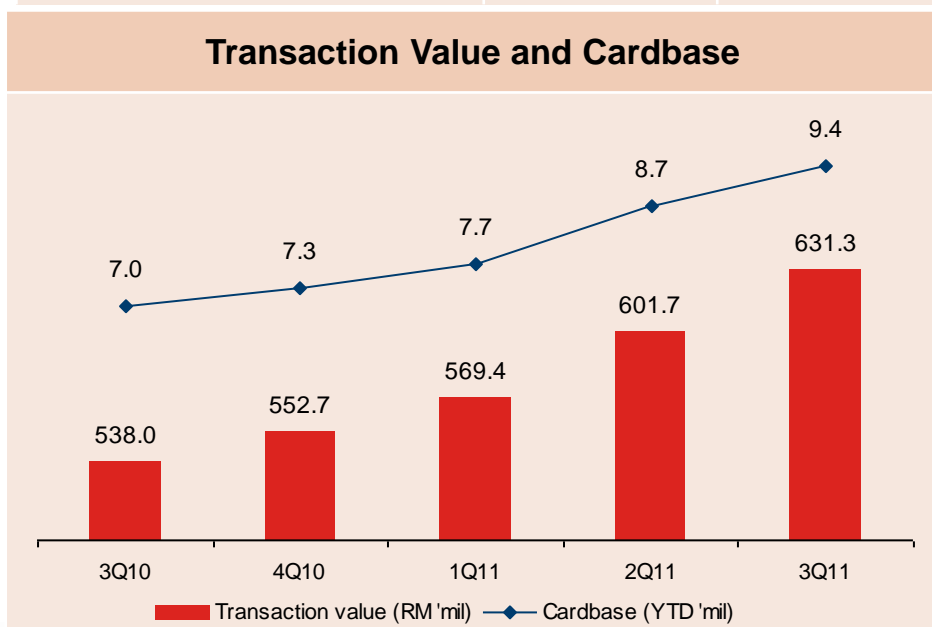
	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Operating income (RMB mil)	557	467	19.3%	1,469	794	85.0%
Net profit (RMB 'mil)	280	220	27.3%	734	359	104.5%
PAT to CIMB Group (RM 'mil)	26.4	20.4	29.4%	68.5	34.4	99.1%
ROE (%)	35.9	30.5	540bps	33.7	21.4	1,230bps
NIM (%)	4.6	4.3	30bps	4.3	3.9	40bps
Allowance coverage (%)	408.6	384.0	2,460bps	408.6	269.6	13,900bps
Gross impaired loans ratio (%)	0.4	0.5	(10bps)	0.4	0.6	(20bps)



	3Q11	2Q11	Q-o-Q	9M11
Operating income (USD 'mil)	0.4	0.2	100.0%	0.6
Net profit (USD 'mil)	(1.0)	(0.7)	42.9%	(2.5)
ROE (%)	(11.1)	(7.9)	(320bps)	(9.4)
NIM (%)	3.0	1.8	120bps	1.8
Allowance coverage (%)	n.a.	n.a.	n.a.	n.a.
Gross impaired loans ratio (%)	-	-	-	-
Balance Sheet (USD 'mil)	30 Sep 11	30 Jun 11	Q-o-Q	
Total Assets	87	55	58.2%	
Total Liabilities	53	20	165.0%	
Equity	34	35	(2.9%)	
RWCR (%)	74.0%	130.2%	56.2%	



(RM 'mil)	3Q11	2Q11	Q-o-Q	9M11	9M10	Y-o-Y
Revenue	30.5	25.0	22.4%	80.7	74.1	8.9%
Cost	24.2	20.5	18.1%	62.8	54.2	15.9%
PBT	6.3	4.5	42.3%	17.9	19.9	(10.1%)
PAT	4.7	3.1	50.3%	13.1	15.0	(12.7%)
PAT to CIMB Group	2.4	1.6	50.1%	6.8	7.8	(12.7%)



Key 2011 Priorities Round-Up

Priorities	Updates
Regional CASA Drive	<ul style="list-style-type: none"> ▪ CASA growth rate for MY, IND and SG outpaced industry ▪ Launched innovative products and segment proposition
Cost Management	<ul style="list-style-type: none"> ▪ Cost well contained
ASEAN Agenda	<ul style="list-style-type: none"> ▪ CIMB ASEAN conference and ASEAN Business Club launched
Institutionalising the firm	<ul style="list-style-type: none"> ▪ Re-organisation announced
No. 1 ASEAN investment bank	<ul style="list-style-type: none"> ▪ Maintaining No 1 in Malaysia ▪ Strengthening stockbroking and M&A in TH, IND and SG
Making new KPIs work	<ul style="list-style-type: none"> ▪ Reviewing KPI framework to reflect the recent reorganisation
Leveraging Technology	<ul style="list-style-type: none"> ▪ 1Platform remains on schedule ▪ Singapore's core banking system migration at final stage
Commercial Banking across the region	<ul style="list-style-type: none"> ▪ SG improvements ▪ Malaysia execution issues but positive signs
Business Intelligence	<ul style="list-style-type: none"> ▪ Core team in place
The customer view	<ul style="list-style-type: none"> ▪ Finalising plans for bank-wide market research and survey

**CIMB GROUP : 3Q11 RESULTS
CLOSING REMARKS**

Targets for 2011

	9M11 Annualised	2011 Targets	On Track
ROE	16.0%	17%	✗
TSR	(12.2%)	> FBM KLCI	✗
Dividend	31%*	40% - 60%	✓
Group loans growth	14%	18%	✗
Group deposits growth	12%	20%	✗
Loan loss charge	0.1%	0.4%	✓
Core Capital Ratio (at CIMB Bank) (Basel II)	14.6%^	>10%	✓
RWCR (at CIMB Bank) (Basel II)	16.9%^	>12%	✓

Final Remarks

- Consensus earnings estimates appear achievable, ROE 17% may be difficult
- Treasury and M&A doing well and CIMB Niaga and Malaysian consumer should sustain momentum. However, markets are volatile and regional economic indicators are softening
- Remaining cautious and conservative on capital, liquidity and credit standards

THANK YOU

CIMB GROUP : 3Q11 RESULTS
APPENDICES

Consolidated Balance Sheet Changes

(RM 'mil)	30 Sep 11	30 Jun 11	Q-o-Q	30 Sep 10	Y-o-Y
Cash & short term funds	30,383	28,557	6%	23,155	31%
Securities purchased under resale agreements	3,973	4,124	(4%)	2,390	66%
Deposits & placements with financial institutions	8,056	9,291	(13%)	10,726	(25%)
Financial investments at fair value through profit or loss	17,486	14,401	21%	18,360	(5%)
- Money Market	13,031	8,760	49%	14,168	(8%)
- Corporate Bonds	3,566	4,359	(18%)	3,397	5%
- Equity	889	1,282	(31%)	795	12%
Financial investments available for sale	12,857	12,192	5%	11,666	10%
Financial investments held to maturity	16,047	15,720	2%	14,229	13%
Loans, advances & financing	177,129	168,852	5%	153,905	15%
Other assets	29,681	28,939	3%	26,671	11%
Total assets	295,612	282,076	5%	261,102	13%
Deposits from customers	218,202	210,943	3%	193,852	13%
Deposits & placements of banks and other FI	16,051	13,782	16%	10,702	50%
Other borrowings	16,788	14,288	17%	12,056	39%
Other liabilities	18,592	17,592	6%	19,954	(7%)
Total liabilities	269,633	256,605	5%	236,564	14%
Shareholders' funds	25,067	24,570	2%	22,970	9%
Total liabilities & equity	295,612	282,076	5%	261,102	13%

Asset Quality Ratios – CIMBG

