

CIMB GROUP HOLDINGS BERHAD NINE MONTHS 2010 RESULTS

Analyst Presentation

22 November 2010

Summary

- Introducing Basel II
- Another record earnings quarter
- Special net dividend of 13.45 sen per share, a distribution of RM1 bil to shareholders
- Q-o-Q saw treasury & investments and CIMB Thai pick-up to offset lower contribution from elsewhere
- Big Y-o-Y jump in CIBD and CIMB Niaga
- Higher provisioning in business banking ahead of reorganisation
- Marked improvement in asset quality ratios
- Slight drop in ROE as equity issued for 20% of CIMB Niaga
- 4Q looks promising following our best quarter of IPOs ever. Retain revised ROE target of 16.5% (excluding impact of new equity)

CIMB GROUP : 9M10 RESULTS
BASEL II

Key Differences between Basel I and Basel II

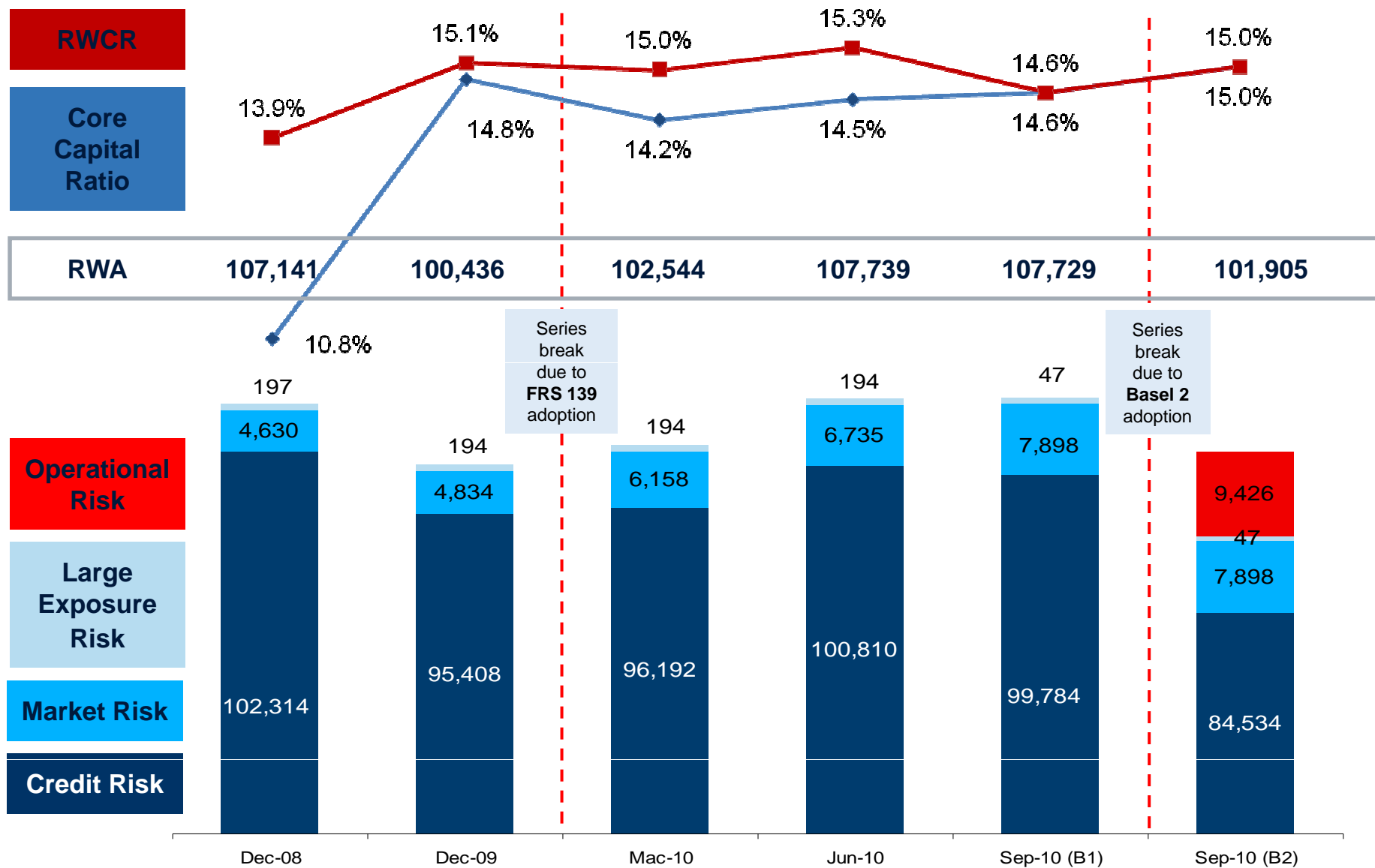
Basel I	Basel II
Focus on a single risk mechanism – Minimum Capital Requirement (MCR)	3 Pillars instead of 1 – MCR, Supervisory Review and Market Discipline
One size fits all approach – All banks treated the same in terms of MCR	More flexibility and choices of approaches available for MCR, such as Standardized Approach, Internal Rating Based (IRB) Approach etc
Charge based on simple risk weight (0%, 10%, 20%, 50% or 100%) regardless of credit quality. Do not recognise Credit Risk Mitigant (CRM)	Charge can be based on Standardised, Foundation IRB or Advanced IRB approaches. Recognise CRM
CAR 8% of RWA (Credit + Market Risk)	CAR 8% of RWA (Credit + Market + Operational Risk)
To comply the minimum 8% RWCR at Banking Entity level; Bank Group is just for info	To comply the minimum 8% RWCR at Bank Group and Banking Entity level

Capital Adequacy Ratio – CIMB Bank

RM'mil	Basel II	Effect of Basel II	Basel I	
	Sep-10 ³		Sep-10 ³	Jun-10
Tier 1 Capital				
Share capital, share premium and preference shares	8,998	-	8,998	8,998
Statutory reserves & Retained earnings	8,284	-	8,284	7,692
Inno and Non-Inno Tier 1	2,618	-	2,618	2,649
Goodwill ¹	(3,555)	-	(3,555)	(3,555)
Interim dividend (paid)	(339)	-	(339)	-
Deferred tax (assets) / liabilities	-	-	-	(198)
Less: Deductions in excess of Tier 2 ¹	(701)	(701)	n.a.	n.a.
Total Tier 1 Capital	15,304	-	16,006	15,586
Tier 2 Capital				
Subordinated debt capital	1,500	-	1,500	1,500
Cumulative preference shares	30	-	30	30
General provision / CA	234	(716)	950	1,945
Surplus (Shortfall) of EP/EL	244	244	n.a.	n.a.
Less: Deductions ¹	(2,008)	(2,008)	n.a.	n.a.
Total Tier 2 Capital	-	-	2,480	3,475
Less: Deduction				
Investments in subsidiaries	(2,391)	-	(2,464)	(2,264)
Holding of other banking institutional capital instruments	(248)	-	(248)	(327)
Other deductions	(70)	-	n.a.	n.a.
Total Eligible Capital	15,304	-	15,774	16,470
Risk weighted assets	101,905²	(5,824)	107,729	107,739
Core Tier 1 ratio	12.4%	-	12.4%	12.0%
Core capital ratio	15.0%	-	14.6%	14.5%
RWCR	15.0%	-	14.6%	15.3%

1. In accordance with the Basel II framework, capital investments in subsidiaries and other items are deducted against Tier 1 and Tier 2 Capital. Under Basel I, these items were deducted against Total Capital
2. Risk weighted assets include operational risk weighted assets under Basel II
3. Includes 3Q10 net profits but before proposed special dividends

Capital Management – CIMB Bank



Note: September 2010 RWCR and core capital ratios are calculated before proposed special dividends

Capital Management

CIMB Group	Sep-10	Jun-10
Gearing ratio	21.8%	25.3%
Double leverage ratio	116.7%	118.3%

Core Capital Ratio	Sep-10 (B2)*	Sept-10 (B1)*	Jun-10 (B1)**
CIMB Bank	15.0%	14.6%	14.5%
CIMB Investment Bank	16.4%	24.1%	18.8%
CIMB Islamic	11.3%	11.0%	10.0%
CIMB Niaga #	10.0%	10.0%	10.6%
CIMB Thai ^	6.7%	6.7%	6.3%
CIMB Bank Group	12.6%		

RWCR	Sep-10 (B2)*	Sept-10 (B1)*	Jun-10 (B1)**
CIMB Bank	15.0%	14.6%	15.3%
CIMB Investment Bank	16.4%	24.1%	18.8%
CIMB Islamic	15.3%	15.8%	16.4%
CIMB Niaga #	12.6%	12.6%	12.1%
CIMB Thai ^	12.4%	12.4%	12.4%
CIMB Bank Group	14.3%		

* Includes 3Q10 net profits but before proposed special dividends

** Includes 2Q10 net profits and after interim dividends paid

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

Other Capital Initiatives in 4Q10

CIMB Bank	RM 'mil
Proposed special dividends	1,000
Increase in investment in subsidiaries:	
CIMB Cambodia	114
CIMB Thai Rights Issue	280

CIMB Niaga	IDR 'bil
Proposed Sub-debt	500

CIMB Thai	THB 'mil
Rights Issue	3,000
Insurance restructuring and partnership	600

CIMB GROUP : 9M10 RESULTS
CIMB GROUP 9M10 FINANCIALS

Earnings Summary

(RM 'mil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
Net interest income	1,925	1,933	(0.4%)	5,688	4,971	14.4%
Non interest income	986	1,102	(10.5%)	3,099	2,919	6.2%
Operating income	2,911	3,035	(4.1%)	8,787	7,890	11.4%
Loan impairment	(145)	(122)	18.9%	(418)	(820)	(49.0%)
- Individual impairment	142	88	61.4%	278	-	n.a.
- Portfolio impairment	(287)	(210)	36.7%	(696)	-	n.a.
- Specific allowance	-	-	n.a.	-	(671)	n.a.
- General allowance	-	-	n.a.	-	(149)	n.a.
Other provisions	18	(109)	n.a.	(114)	(199)	(42.7%)
Overhead expenses	(1,618)	(1,635)	(1.0%)	(4,815)	(4,180)	15.2%
Share of JV / Associates	19	16	18.8%	59	27	118.5%
PBT	1,185	1,185	-	3,499	2,718	28.7%
Net profit	916	889	3.0%	2,643	2,004	31.9%
EPS (sen)	12.7	12.6	0.8%	37.2	28.4	31.0%
ROE	17.0%	17.2%	(1.2%)	16.7%	14.6%	14.4%

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

Quarterly Earnings Trend

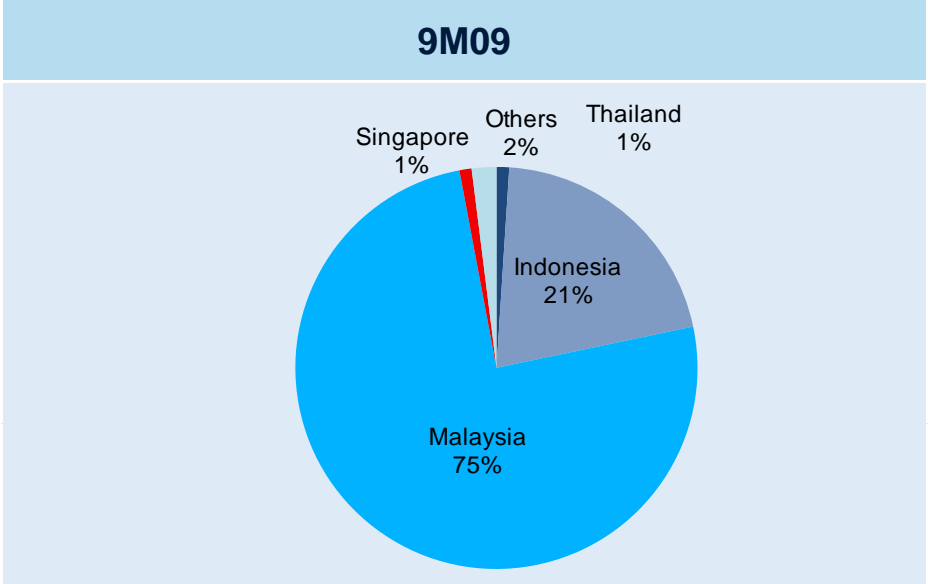
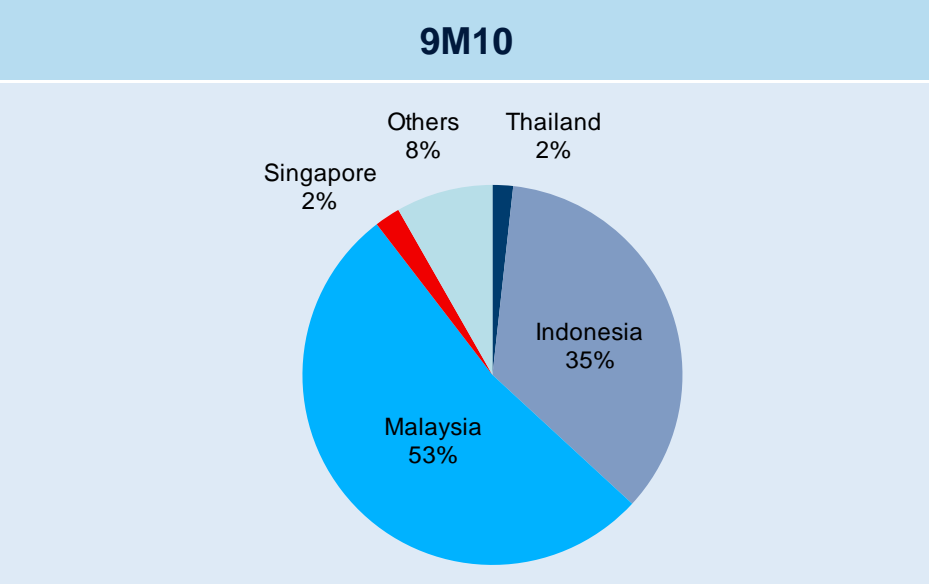
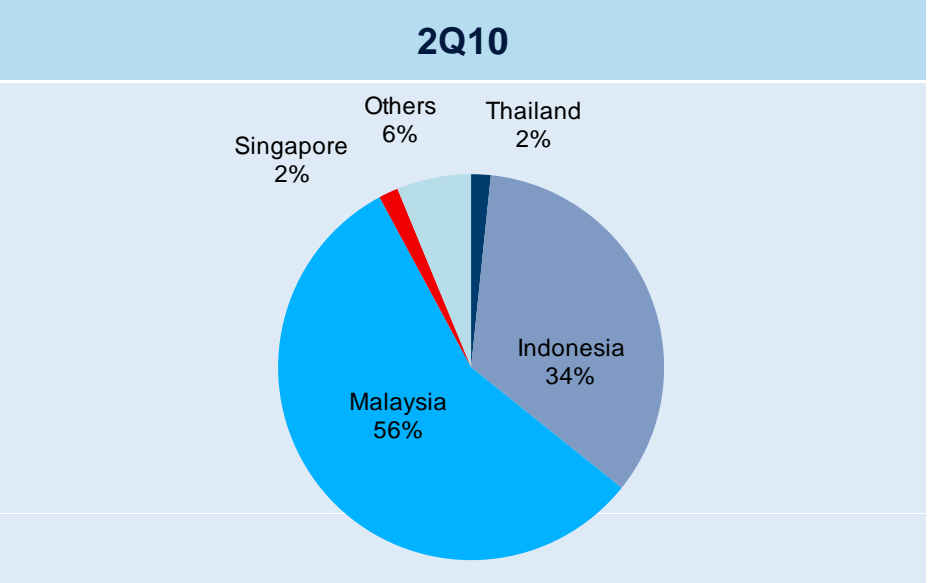
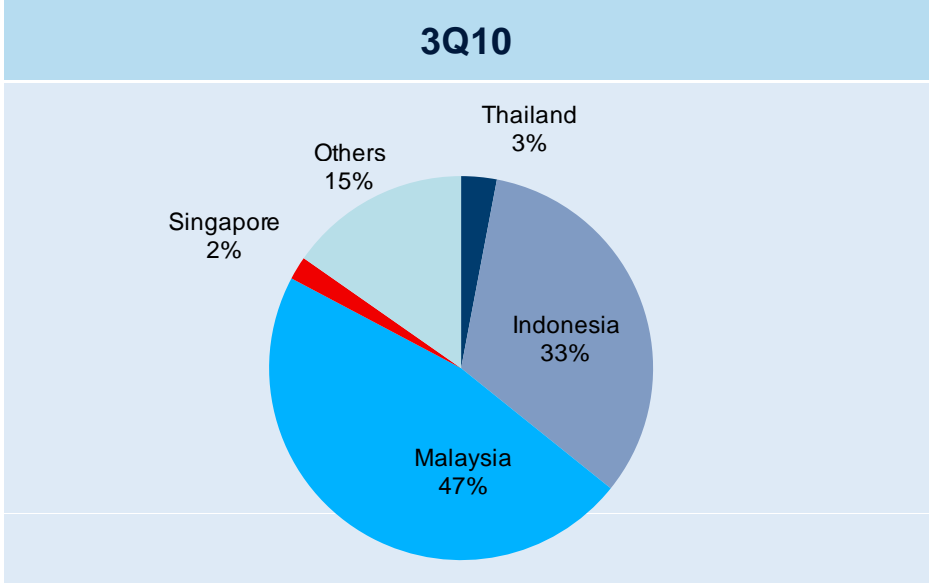


Notes:
 * Amounts denoted in RM 'mil
 ** Annualised quarter (respectively)

Contribution by Entity

Legal Entity	3Q10		2Q10		9M10		9M09	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	621	52%	675	57%	1,863	53%	1,748	64%
CIMB Niaga	350	30%	405	34%	1,178	34%	558	21%
CIMB Thai	35	3%	20	2%	61	2%	21	1%
CIMB Labuan	74	6%	46	4%	162	5%	171	6%
CIMB Islamic	120	10%	78	7%	279	8%	122	4%
CIMB Investment Bank	7	1%	22	2%	41	1%	57	2%
CIMB Securities Singapore	11	1%	16	1%	45	1%	(4)	0%
Others *	(33)	(3%)	(77)	(7%)	(130)	(4%)	45	2%
PBT	1,185	100%	1,185	100%	3,499	100%	2,718	100%

Contribution by Geography



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

Estimated PBT By Segment

PBT	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	RM 'mil	%
Consumer Banking						
- Good Bank	127	144	(11.8%)	407	368	10.6%
- Bad Bank (including SEASAM)	40	50	(20.0%)	81	38	113.2%
	167	194	(13.9%)	488	406	20.2%
Corporate & Investment Banking	248	266	(6.8%)	746	428	74.3%
Treasury & Investments	359	272	32.0%	964	1,176	(18.0%)
GAM & Insurance	26	28	(7.1%)	62	129	(51.9%)
CIMB Niaga	350	405	(13.6%)	1,178	558	111.1%
CIMB Thai (after GAAP adjustments)	35	20	75.0%	61	21	190.5%
PBT *	1,185	1,185	-	3,499	2,718	28.7%
Net profit	916	889	3.0%	2,643	2,004	31.9%

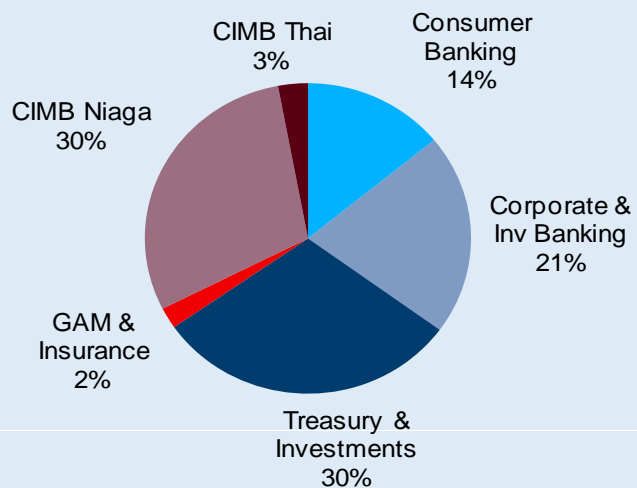
Notes:

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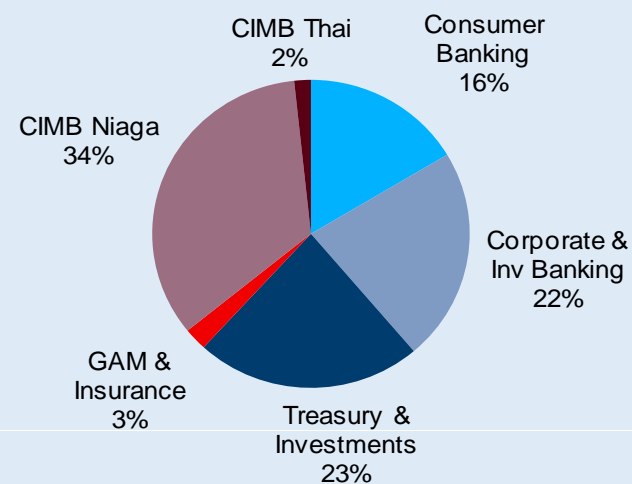
* Includes share of results of associates & jointly controlled entity

Estimated PBT By Segment

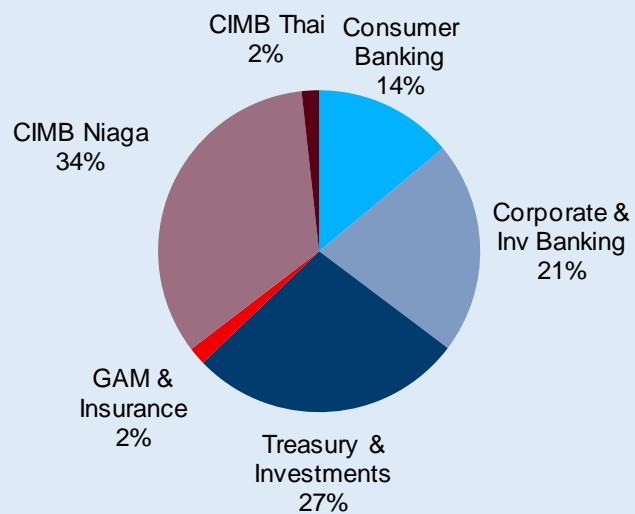
3Q10



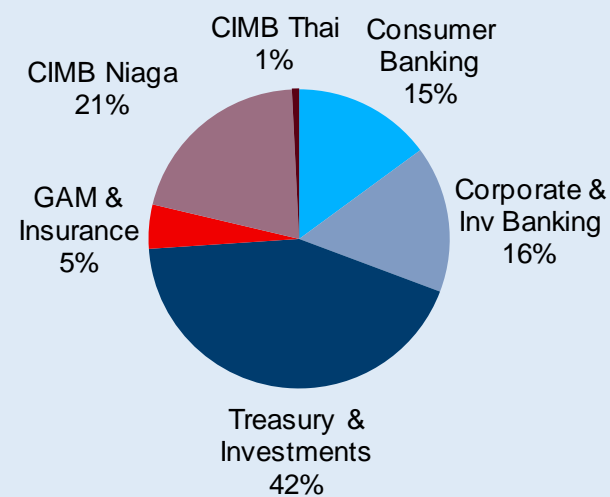
2Q10



9M10



9M09



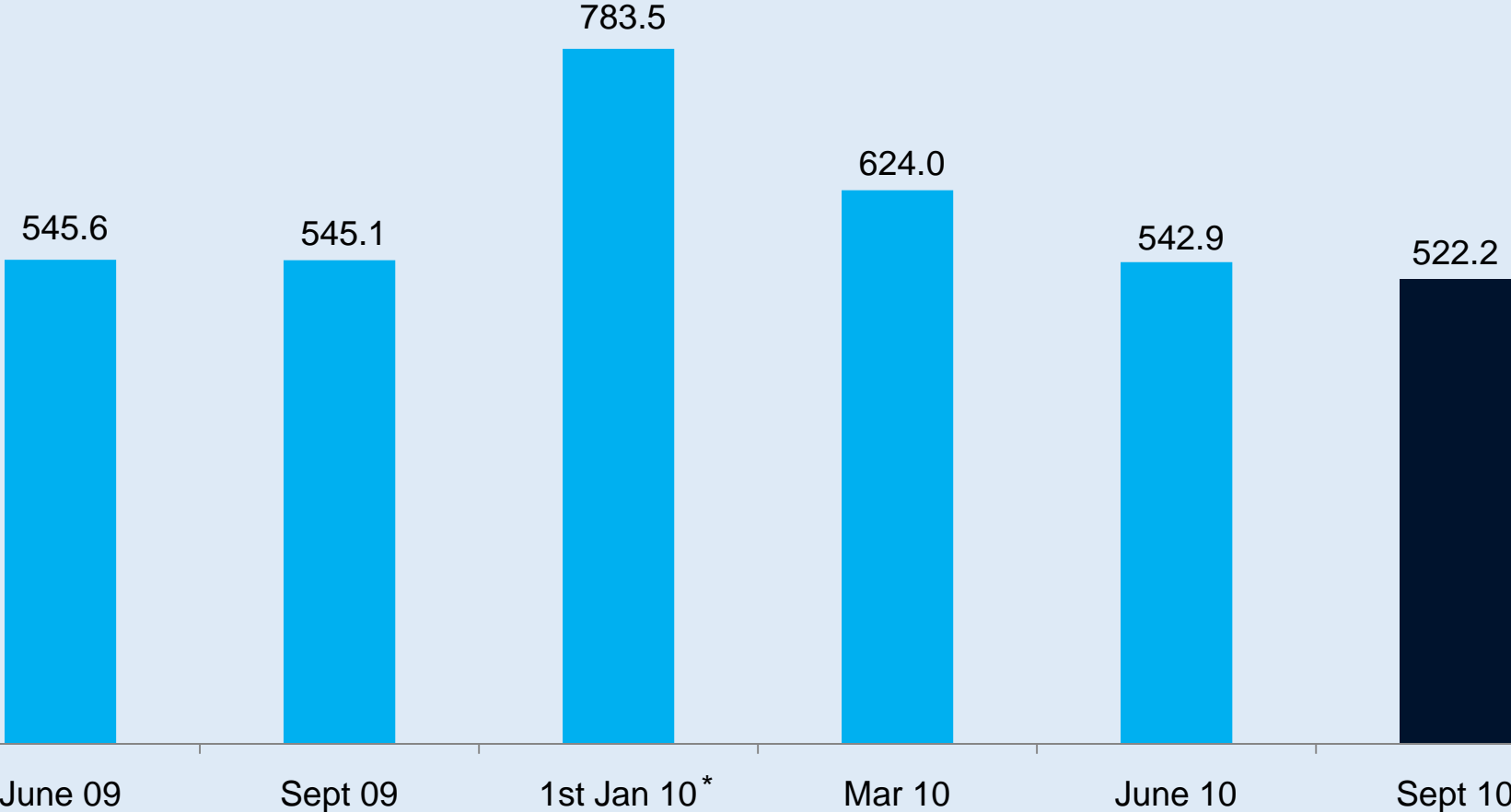
Note: FRS 139 only applies for 2010. Retrospective financials remain GP3

Consolidated Balance Sheet Changes

(RM 'mil)	30th Sep 10	30th Jun 10	Q-o-Q	30th Sep 09	Y-o-Y
Cash & short term funds	23,155	22,701	2%	20,473	13%
Securities purchased under resale agreements	2,390	4,120	(42%)	4,090	(42%)
Deposits & placements with financial institutions	10,726	13,580	(21%)	7,582	41%
Financial investments at fair value through profit or loss	18,360	14,246	29%	11,817	55%
- Money Market	14,168	10,003	42%	8,378	69%
- Corporate Bonds	3,397	3,497	(3%)	2,858	19%
- Equity	795	746	7%	581	37%
Financial investments available for sale	11,666	10,653	10%	11,710	(0%)
Financial investments held to maturity	14,229	15,558	(9%)	13,782	3%
Loans, advances & financing	153,905	152,130	1%	136,467	13%
Other assets	26,671	22,910	16%	22,971	16%
Total assets	261,102	255,898	2%	228,892	14%
Deposits from customers	193,852	193,487	0%	166,155	17%
Deposits & placements of banks and other FI	10,702	10,179	5%	13,720	(22%)
Other borrowings	12,056	11,584	4%	11,110	9%
Other liabilities	19,955	17,545	14%	16,806	19%
Total liabilities	236,565	232,795	2%	207,791	14%
Shareholders' funds	22,970	20,686	11%	19,388	18%
Total liabilities & equity	261,102	255,898	2%	228,892	14%

AFS MTM Position

(RM 'mil)



Note: *Opening balances adjusted for FRS 139

Key Ratios

(%)	3Q10	2Q10	Q-o-Q	9M10	9M09	Y-o-Y
ROE *	17.0	17.2	(1.2%)	16.7	14.6	14.4%
NIM *	3.32	3.38	(1.9%)	3.34	3.26	2.6%
Non-interest income / total income	33.9	36.3	(6.7%)	35.3	37.0	(4.6%)
Cost / income	55.6	53.9	3.2%	54.8	53.0	3.4%
Allowance coverage / Loan loss coverage	79.3	78.4	1.1%	79.3	86.7	(8.5%)
Allowance coverage after regulatory reserve #	79.5	79.3	0.3%	79.5	-	n.a.
Loan loss charge *	0.36	0.30	20.0%	0.34	0.76	(55.0%)
Gross impaired loans ratio / Gross NPL ratio	6.6	7.2	(8.3%)	6.6	5.5	20.0%
Gross impaired loans ratio / Gross NPL ratio (excluding SEASAM)	5.0	5.5	(9.0%)	5.0	n.a.	n.a.
Net impaired loans ratio / Net NPL ratio (Net SP & GP)	1.4	1.7	(17.7%)	1.4	0.8	75.0%
Average shareholders' funds (RM 'mil)	21,504	20,629	4.2%	21,156	18,244	16.0%
ROA *	1.4	1.4	-	1.4	1.2	16.7%
Book value per share (RM) **	3.23	2.93	10.2%	3.23	2.74	17.9%

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

Products / Divisions	30th Sep 10 (RM 'bil)	30th Jun 10 (RM 'bil)	Q-o-Q	30th Sep 09 (RM 'bil)*	Y-o-Y
Consumer Banking	78.8	76.3	3.3%	68.5	15.0%
Mortgages	33.8	32.4	4.3%	27.8	21.6%
HP	12.2	11.8	3.4%	11.2	8.9%
<u>OD and TL</u>	15.2	14.8	2.3%	12.7	19.7%
Credit cards	3.9	3.7	5.4%	2.8	39.3%
CIMB Xpress	1.7	1.6	6.2%	1.4	21.4%
<u>Commercial</u>	11.3	11.4	(0.6%)	11.8	(4.7%)
Others	0.7	0.6	16.7%	0.8	(12.5%)
Corporate & Investment	39.5	41.6	(5.0%)	40.7	(2.9%)
CIMB Niaga	33.8	33.4	1.2%	27.0	25.2%
CIMB Thai	10.0	9.7	3.1%^	8.9	12.4%^
Total	162.1	161.0	0.7%	145.1	11.7%

Note:

* FRS139 adjusted – Gross up IIS

^ Excluding STAMC, Q-o-Q and Y-o-Y change are 3.5% and 13.9% respectively

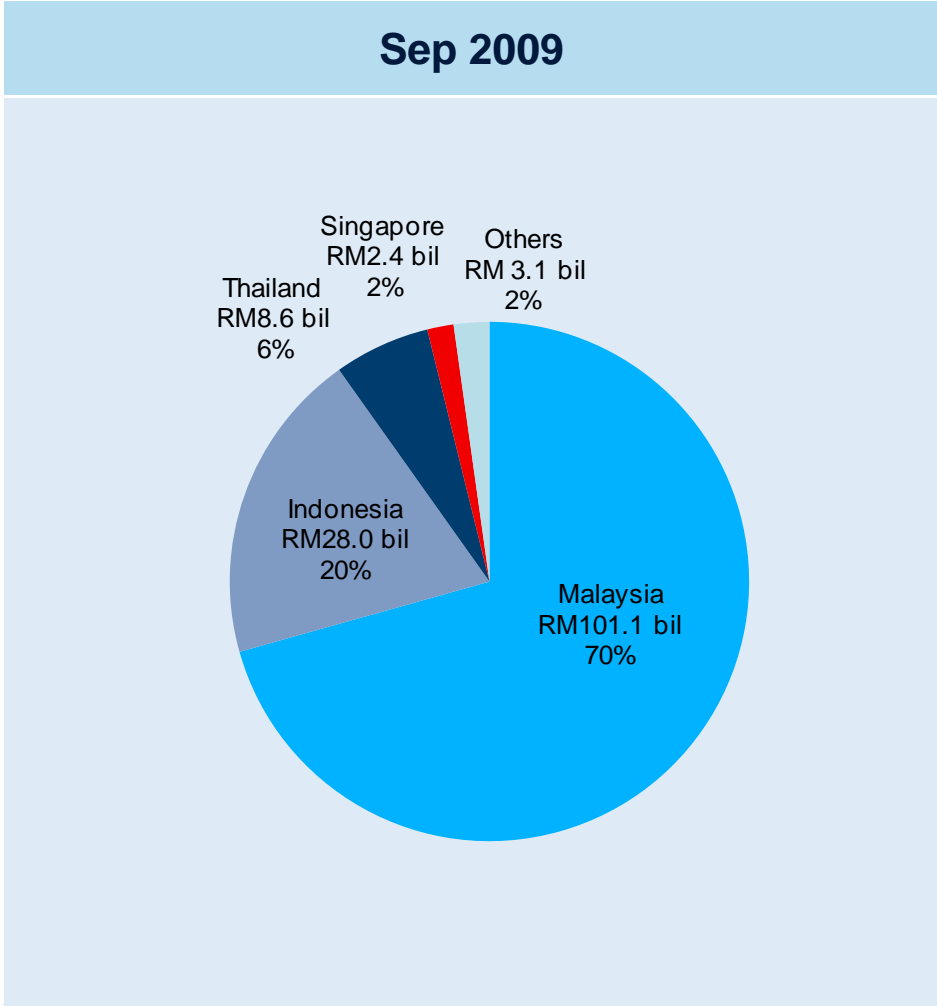
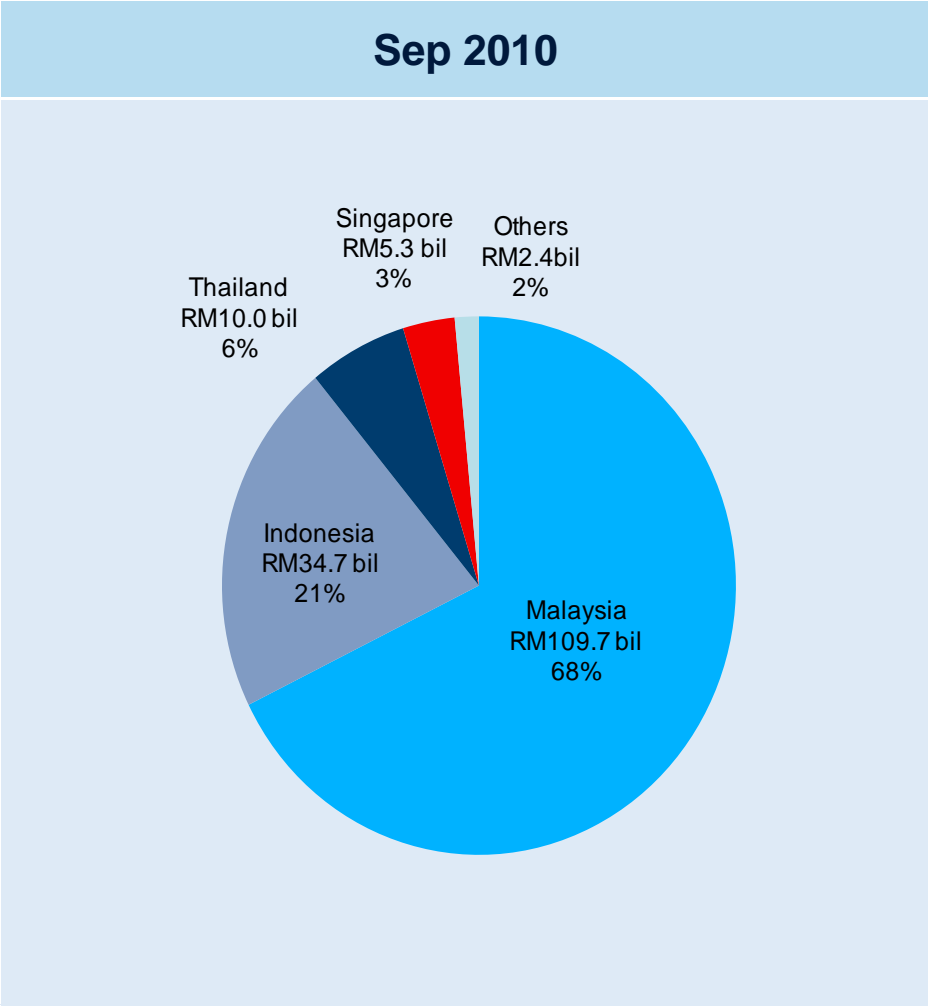
Deposits Growth

Products / Divisions	30th Sep 10 (RM 'bil)	30th Jun 10 (RM 'bil)	Q-o-Q	30th Sep 09 (RM 'bil)	Y-o-Y
Retail	52.7	51.0	3.3%	43.9	20.0%*
- <u>Current</u>	13.4	12.4	8.1%	8.5	57.6%
- Savings	10.9	10.6	2.8%	9.7	12.4%
- <u>Fixed & structured deposits</u>	28.4	28.0	1.4%	25.7	10.5%
<u>Commercial</u>	17.1	16.5	3.9%	15.2	12.4%
Corporate & Treasury	78.2	78.8	(0.8%)	67.9	15.2%
CIMB Niaga	36.8	37.8	(2.6%)	29.1	26.5%
CIMB Thai	9.1	9.4	(3.2%)	10.1	(9.9%)
Total	193.9	193.5	0.2%	166.2	16.7%

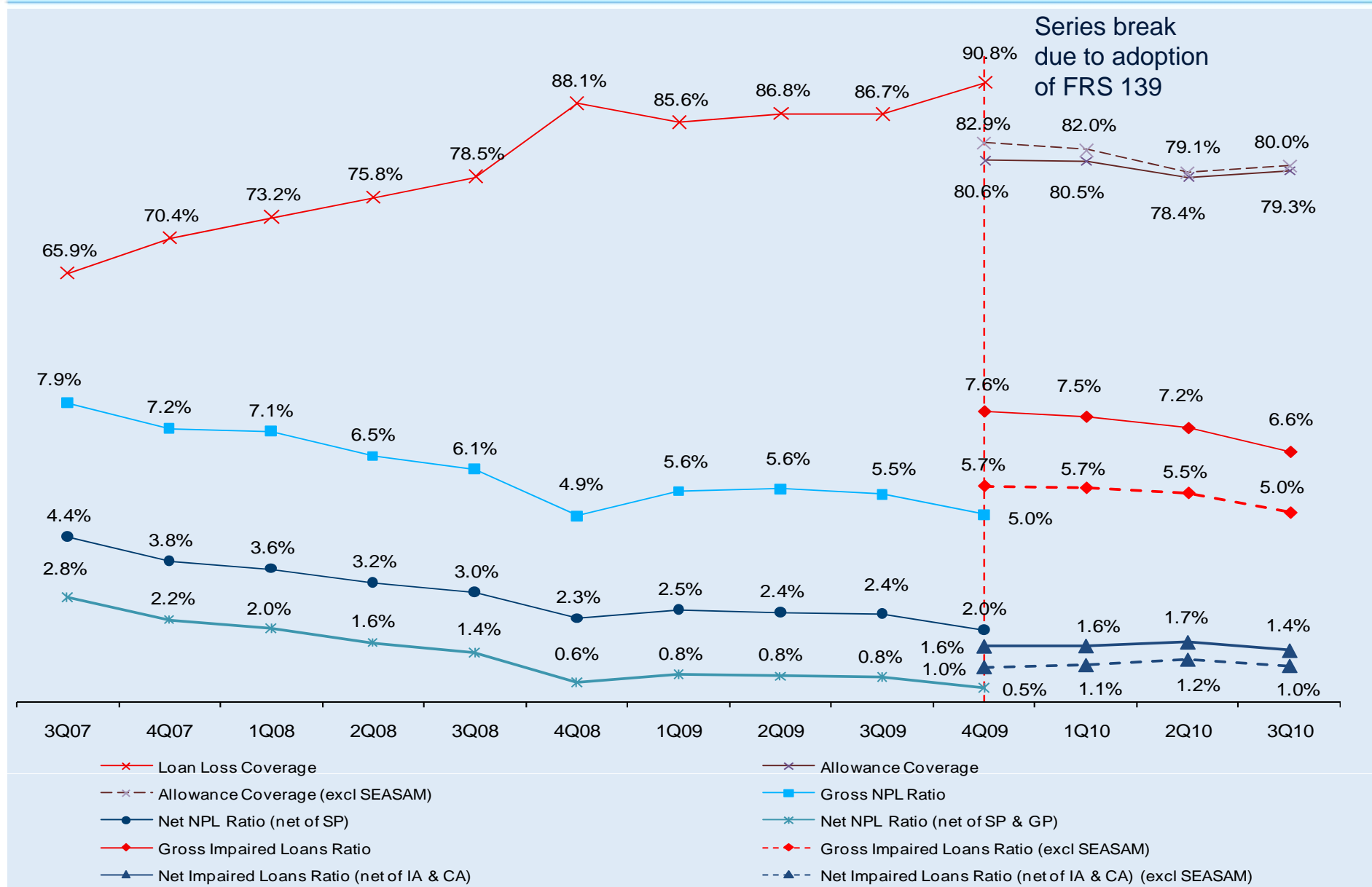
CASA Growth

	30th Sep 10 (RM 'bil)	30th Jun 10 (RM 'bil)	Q-o-Q	30th Sep 09 (RM 'bil)	Y-o-Y
Current Deposits	40.5	38.6	4.9%	34.3	18.1%
- Malaysia & Singapore	31.6	29.6	6.8%	26.2	20.6%
- Thailand	0.1	0.1	-	0.1	-
- Indonesia	8.8	8.9	(1.1%)	8.0	10.0%
Savings Deposits	21.1	20.4	3.4%	18.4	14.7%
- Malaysia & Singapore	10.9	10.6	2.8%	9.7	12.4%
- Thailand	2.3	2.3	-	2.4	(4.2%)
- Indonesia	7.9	7.5	5.3%	6.3	25.4%
Total	61.6	59.0	4.4%	52.7	16.9%

Loan Assets by Geography



Asset Quality Ratios – CIMBG



Non-Performing Loans/Impairment Ratios

GP3		FRS 139	
Gross NPL ratio	$\frac{\text{Gross Non-Performing Loans}}{\text{Total Gross Loans}}$	Gross Impaired Loans ratio	$\frac{\text{Total Impaired Loans}}{\text{Total Gross Loans}}$
Net NPL ratio	$\frac{\text{Gross Non-Performing Loans} - \text{Specific Provisions}}{\text{Total Gross Loans} - \text{Specific Provisions}}$	Net Impaired Loans ratio	$\frac{\text{Total Impaired Loans} - \text{Individual Assessment Provision}}{\text{Total Gross Loans} - \text{Individual Assessment Provision}}$
Net NPL ratio (net General Provisions)	$\frac{\text{Gross Non-Performing Loans} - \text{Specific Provisions} - \text{General Provisions}}{\text{Total Gross Loans} - \text{Specific Provisions} - \text{General Provisions}}$	Net Impaired Loans ratio	$\frac{\text{Total Impaired Loans} - \text{Individual Assessment Provision} - \text{Collective Assessment Provision}}{\text{Total Gross Loans} - \text{Individual Assessment Provision} - \text{Collective Assessment Provision}}$

Adoption of
FRS 139 as at
1 January 2010

Special Dividends

- Special dividend of 13.45 sen (single tier) amounting to a net payment of RM997,708,190
- Tentative dates:
 - Ex-date : 3 December 2010
 - Entitlement date: 8 December 2010
 - Payment date: Before 31 December 2010

CIMBG : Operating Expenses

(RM 'mil)	3Q10	2Q10	Q-o-Q	9M10	9M09	Y-o-Y
Personnel	784	784	-	2,351	2,060	14.1%
Establishment	353	357	(1.1%)	1,087	933	16.5%
Marketing	130	113	15.0%	332	253	31.2%
Admin & General	351	381	(7.9%)	1,045	934	11.9%
Total	1,618	1,635	(1.0%)	4,815	4,180	15.2%

9M10 vs 9M09

- Higher personnel expenses in 9M10 due to increments and increased headcount in business expansion
- Higher establishment expenses in 9M10 mainly due to increased lease and rental payments and depreciation costs
- Higher marketing expenses in 9M10 from greater advertising costs for PGA Golf Tour and increased advertisement costs in subsidiaries
- Higher admin & general expenses in 9M10 due to higher amortization costs of Niaga intangibles and other fees

CIMB GROUP : 9M10 RESULTS
CONSUMER BANK

Consumer Bank Financials

(RM 'mil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
Net interest / financing income	772	732	5.5%	2,173	2,099	3.5%
Non interest income	219	235	(6.8%)	661	557	18.7%
Total income	991	967	2.5%	2,834	2,656	6.7%
Overheads (direct + head office allocation)	(732)	(731)	0.1%	(2,153)	(1,902)	13.2%
Provisions	(95)	(44)	115.9%	(200)	(355)	(43.7%)
Share of JV	3	2	50.0%	7	7	-
PBT	167	194	(13.9%)	488	406	20.2%
Loan loss charge	0.12%	0.06%	100.0%	0.25%	0.53%	(52.8%)

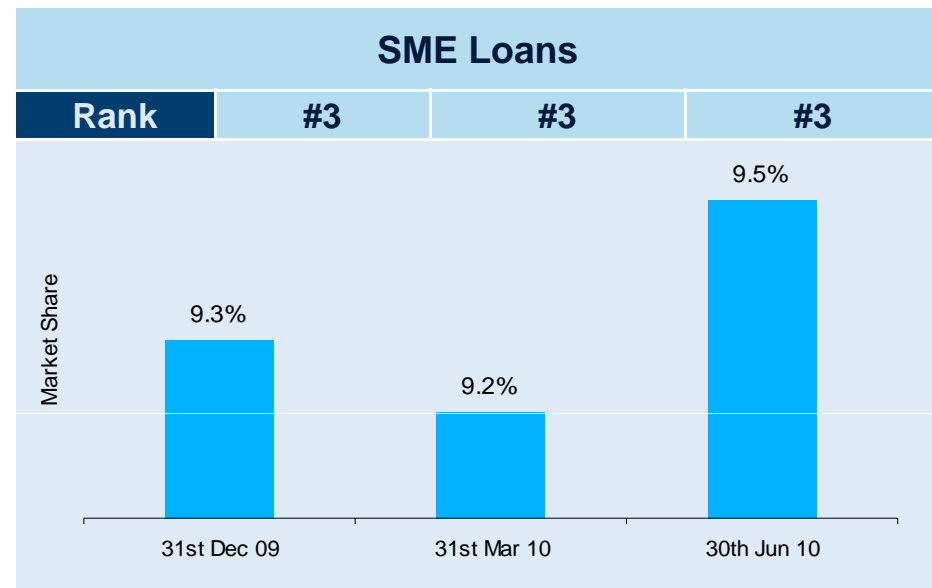
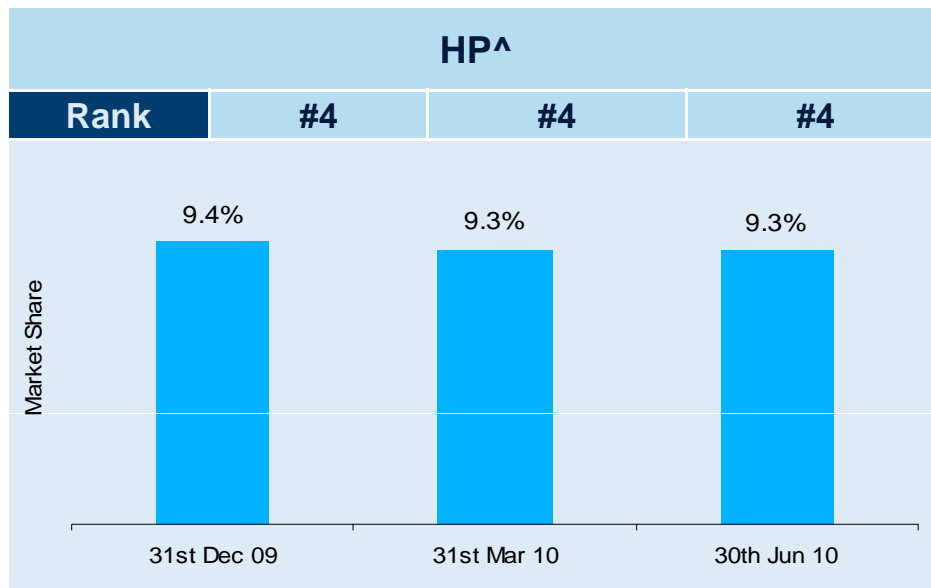
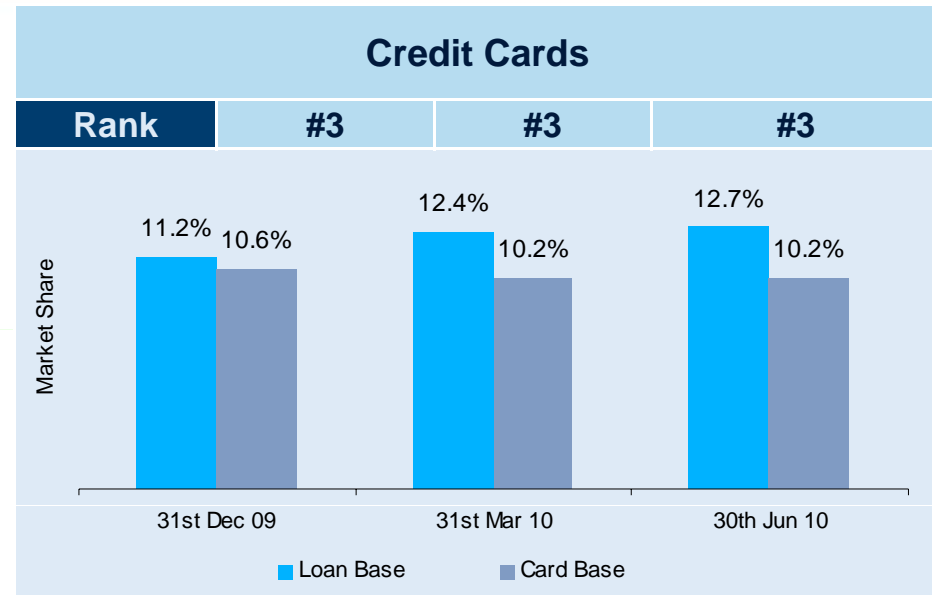
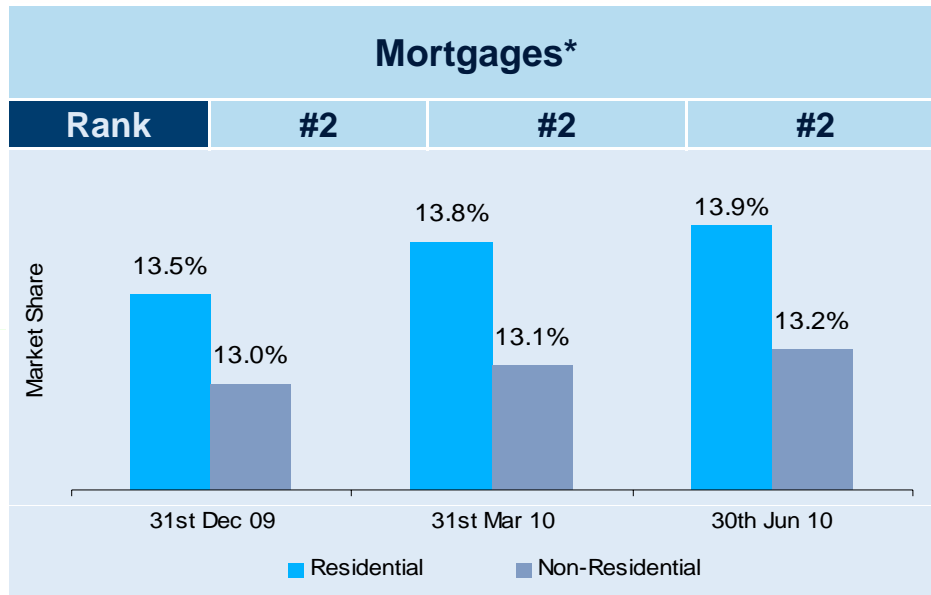
Note: FRS 139 only applies for 2010. Retrospective financials remain GP3

Consumer Good Bank Financials

(RM 'mil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
Net interest / financing income	751	712	5.5%	2,128	2,035	4.6%
Non interest income	219	236	(7.2%)	661	553	19.5%
Total income	970	948	2.3%	2,789	2,588	7.8%
Overheads (direct + head office allocation)	(685)	(693)	(1.2%)	(2,024)	(1,802)	12.3%
Loan impairment	(161)	(113)	42.5%	(365)	(425)	(14.1%)
Share of JV	3	2	50.0%	7	7	-
PBT	127	144	(11.8%)	407	368	10.6%
Loan loss charge	0.22%	0.16%	37.5%	0.49%	0.67%	(26.9%)

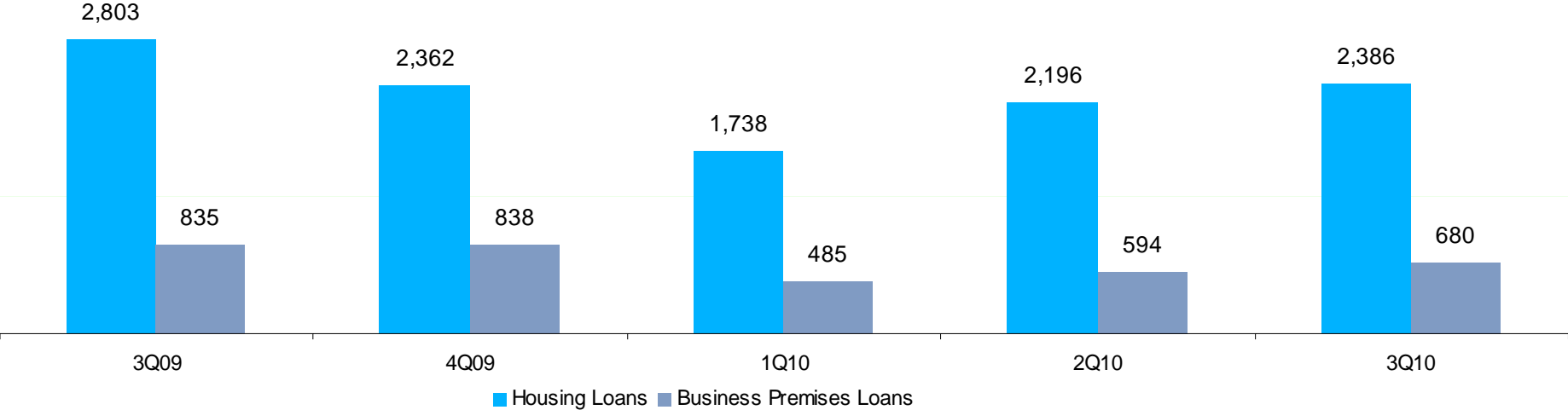
Note: FRS 139 only applies for 2010. Retrospective financials remain GP3

Malaysian Consumer Market Shares

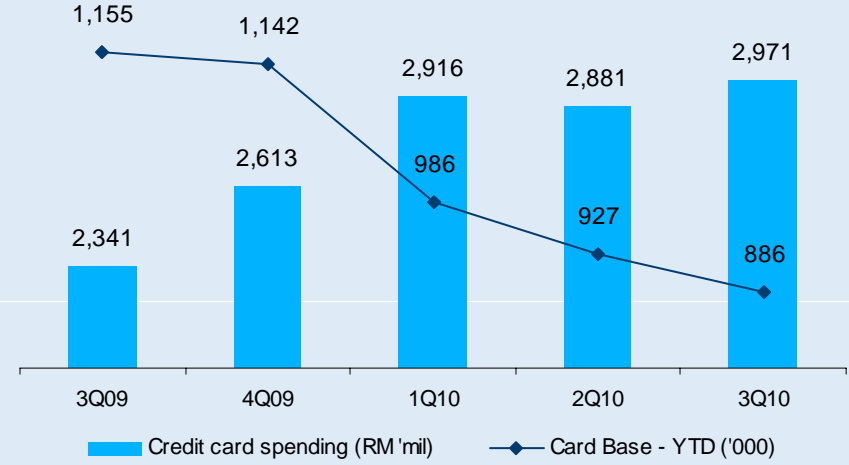


Malaysian Retail Banking Indicators

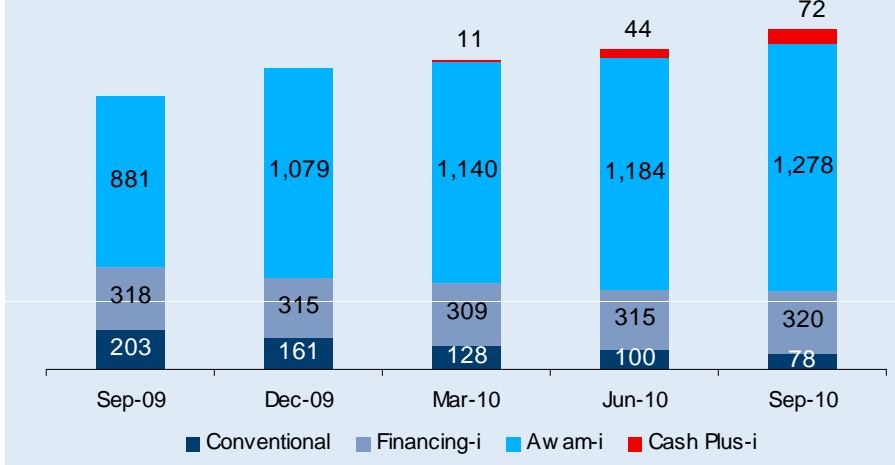
Retail Sales – Housing Loans and Business Premises Loans (RM 'mil)



Credit Cards

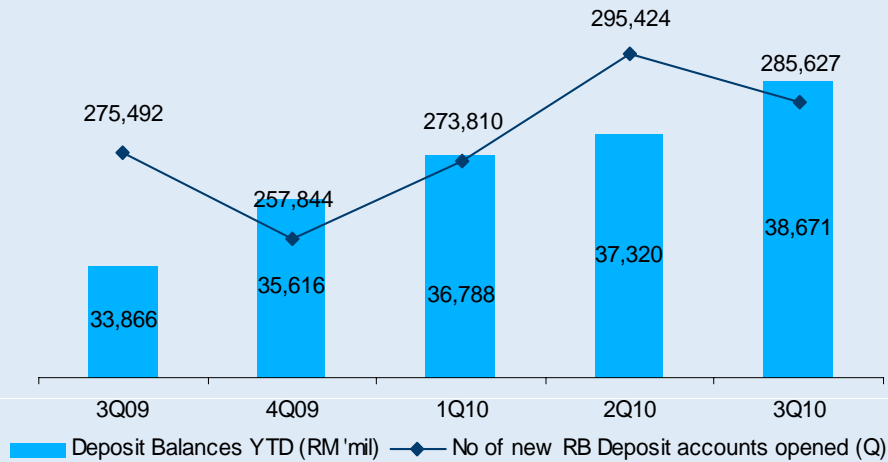


CIMB Express – Gross Loan Base (RM 'mil)

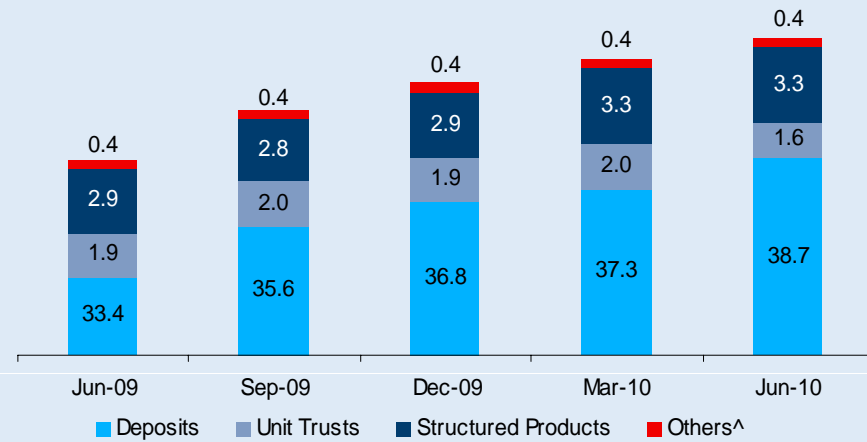


Malaysian Consumer Banking Indicators

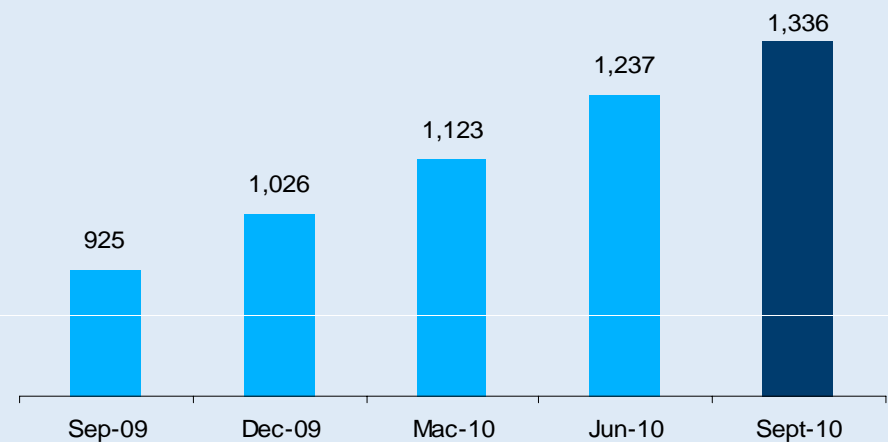
Retail Banking Deposits



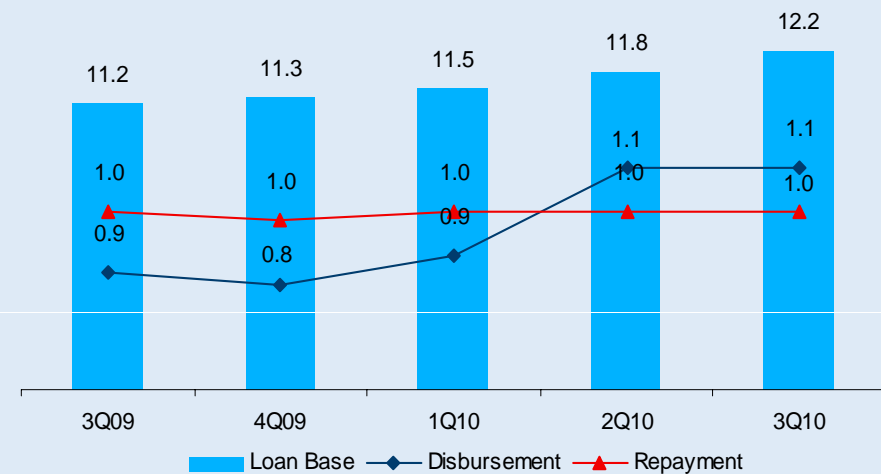
Retail Banking AUM (RM 'mil)



Total CIMB Clicks Customers ('000)



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

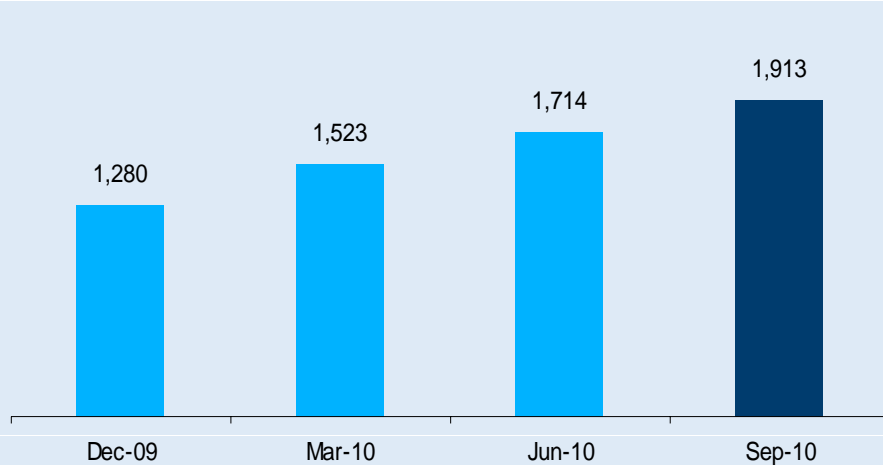


Note:

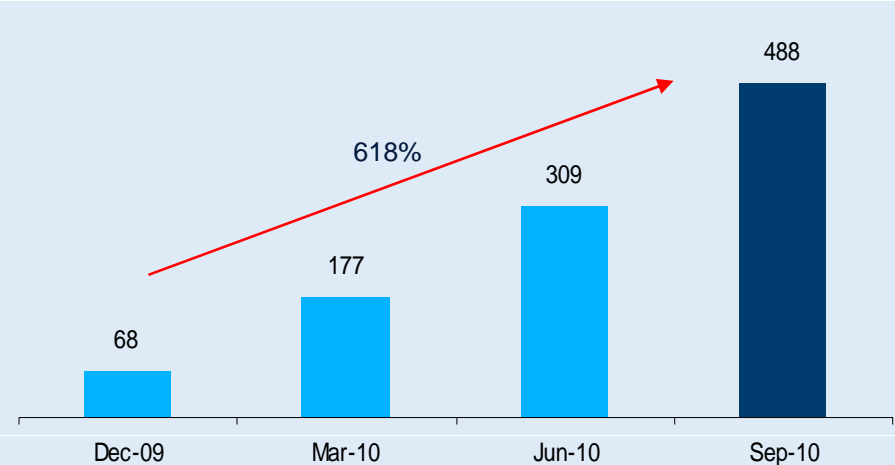
^ Others include Max InvestSave, Retail Bond and Dual Currency Investment

Singapore Retail Banking

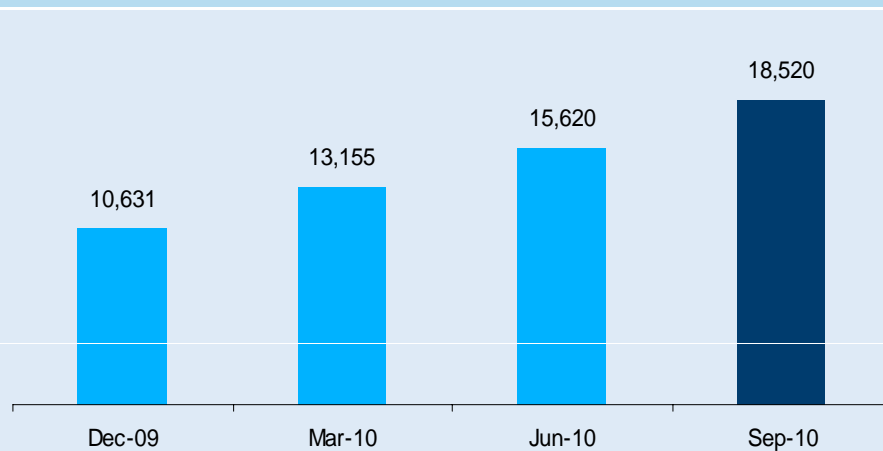
Retail Deposits (SGD 'mil)



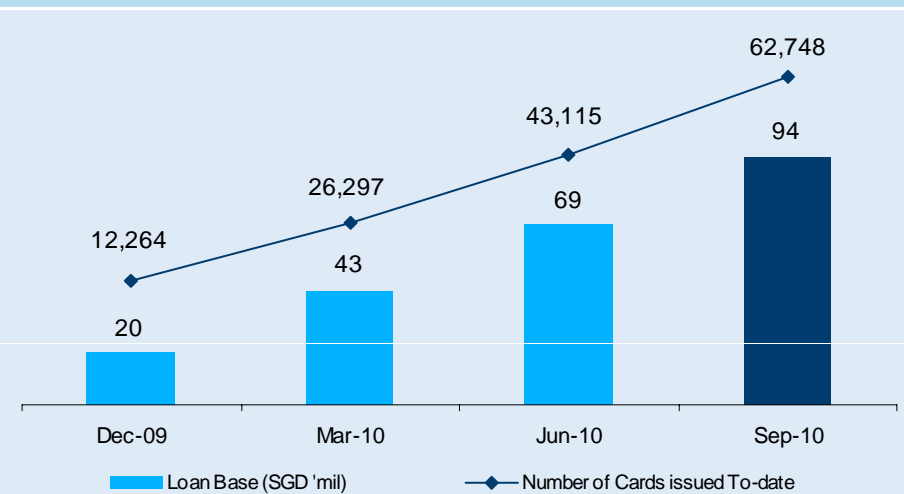
Home Loan Outstanding (SGD 'mil)



Retail Customer Base*



Credit Cards



Note:
 Launched in Sept 2009
 * Retail and loan customers only

Singapore Retail Banking Activities



CIMB Orchard Branch – Launched 12 Sept 2010



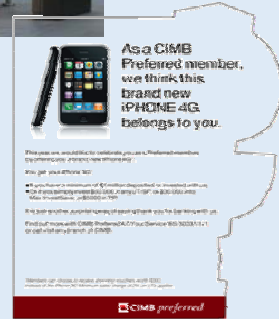
Products and Promotions



Max InvestSave Launch



1st Anniversary Promotion



iPhone 4 Promotion



Star Saver Promotion



CIMB GROUP : 9M10 RESULTS
TREASURY & INVESTMENT BANKING

Treasury and Investment Financials

(RM 'mil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
Net interest / financing income	225	217	3.7%	666	595	11.9%
Fee income	11	2	450.0%	18	15	20.0%
Net trading income	92	119	(22.7%)	350	457	(23.4%)
Total income	328	338	(3.0%)	1,034	1,067	(3.1%)
Provision	0	(3)	(101.7%)	-	(2)	(100.0%)
Overheads	(82)	(88)	(6.8%)	(239)	(166)	43.1%
Treasury PBT	246	247	(0.4%)	795	899	(11.5%)
Investment PBT	113	25	352.0%	169	277	(39.0%)
Total	359	272	32.0%	964	1,176	(18.0%)

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

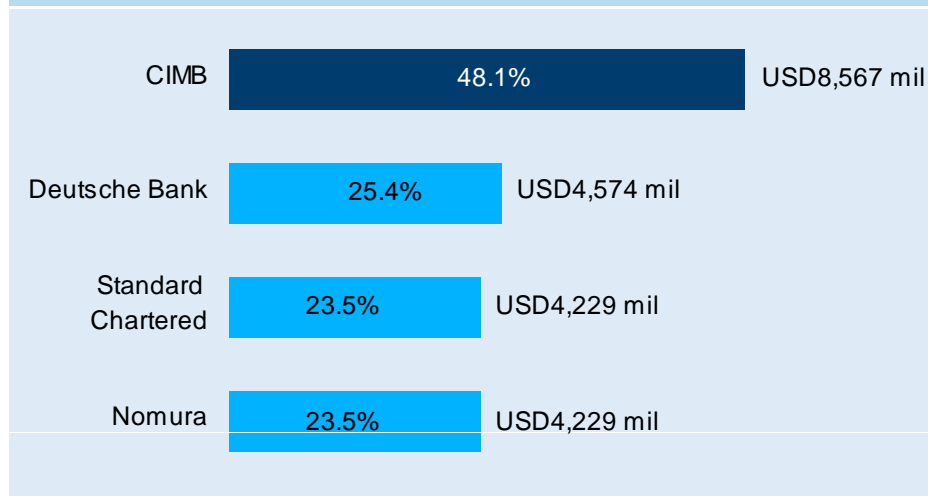
Corporate & Investment Banking Financials

(RM 'mil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
Net interest / financing income	176	189	(6.9%)	586	548	6.9%
Fee & commission income	99	105	(5.7%)	312	302	3.3%
Net trading income	31	25	24.0%	75	74	0.7%
Brokerage income	75	80	(6.3%)	233	194	20.5%
Total income	381	399	(4.5%)	1,206	1,118	7.9%
Provision	88	108	(18.7%)	211	(164)	n.a.
Overheads	(221)	(241)	(8.3%)	(671)	(526)	27.5%
PBT	248	266	(6.8%)	746	428	74.3%

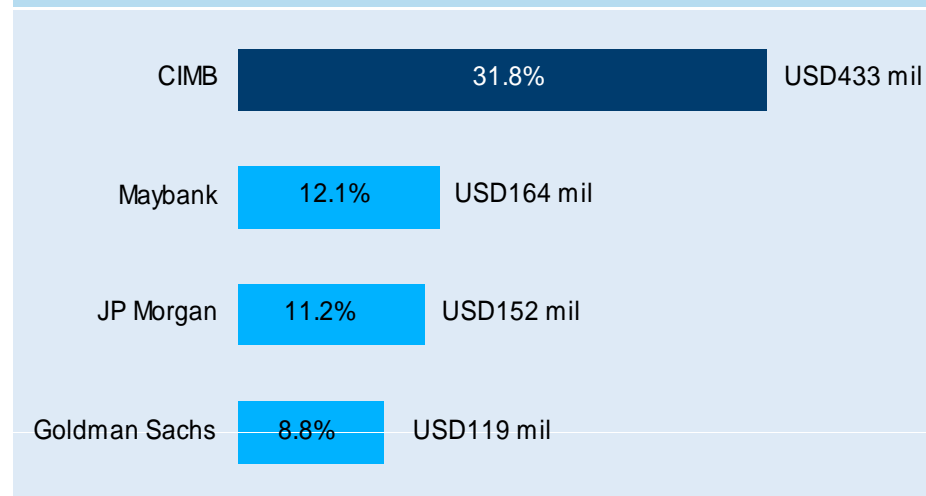
Note: FRS 139 only applies for 2010. Retrospective financials remain GP3

Malaysian Market Shares (9M10)

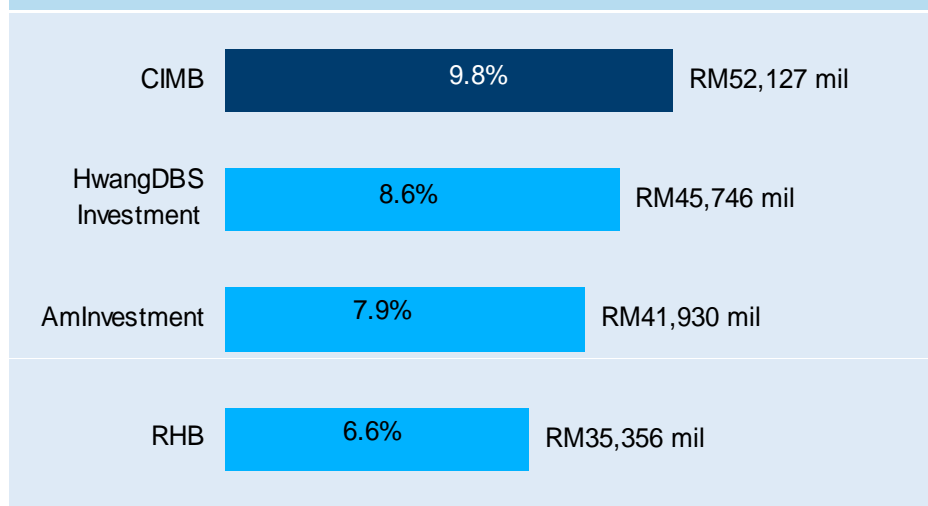
M&A Advisory*



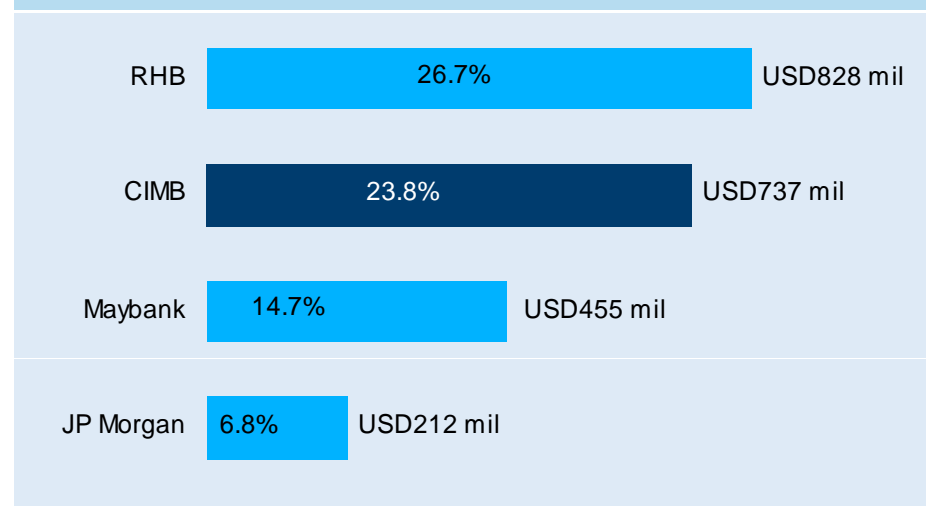
IPO Advisory*



Brokerage**



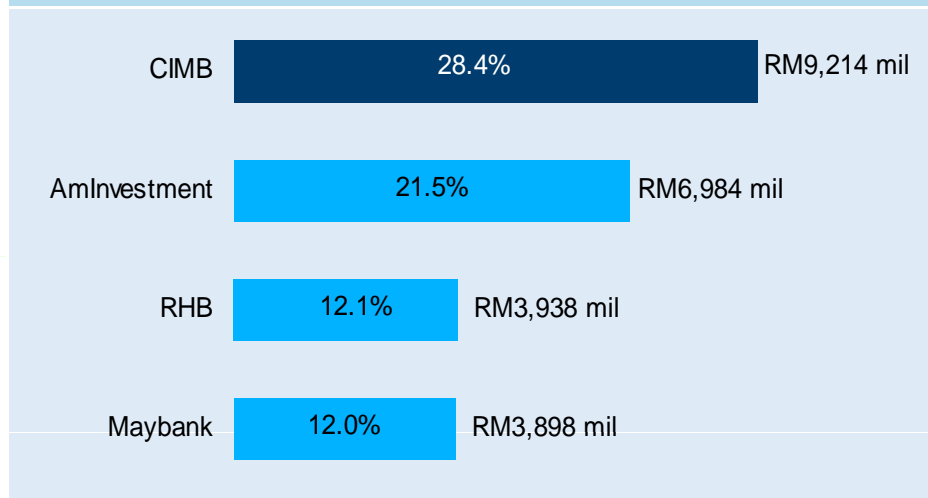
ECM Deals*



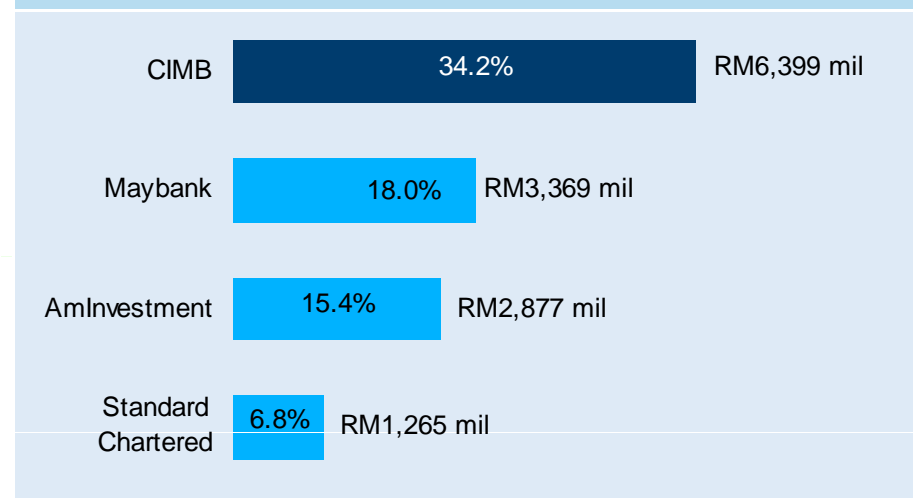
Sources:
 * Dealogic
 ** Bursa Malaysia

Malaysian Market Shares (9M10)

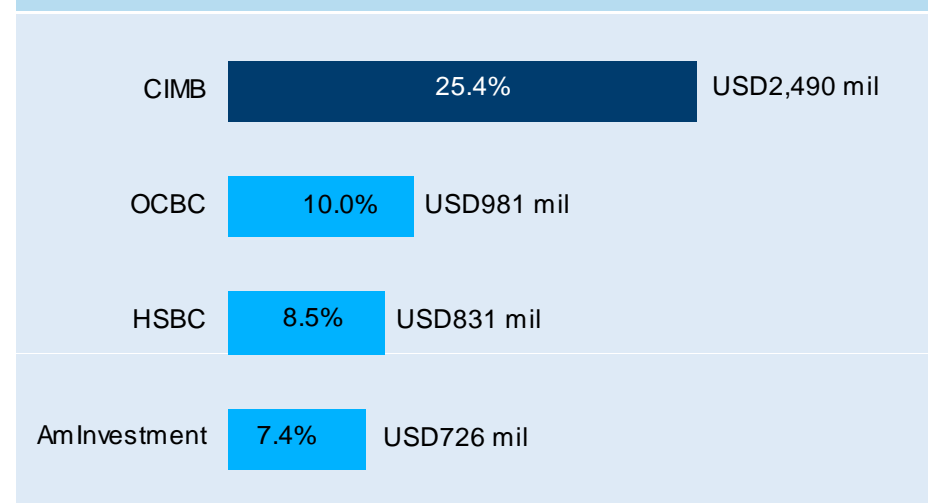
Domestic Bonds (RM)



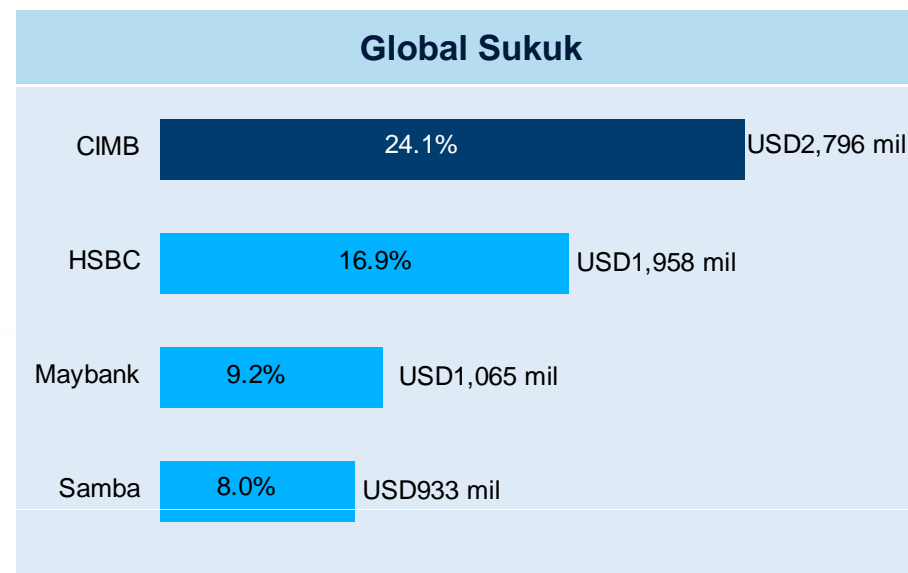
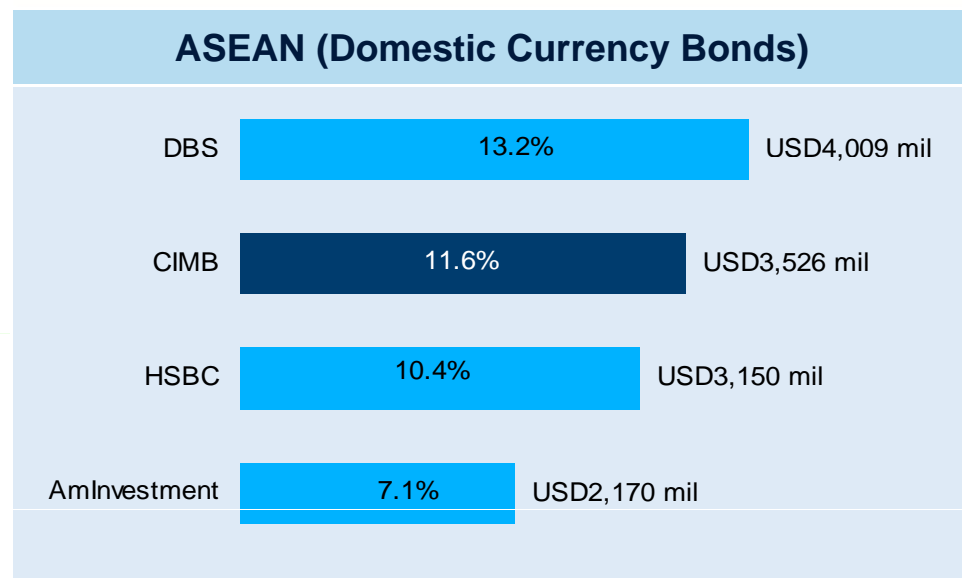
Domestic Sukuk (RM)



Syndication



International Market Shares (9M10)





SE Asia	9M09		9M10	
	Market Share	Rank	Market Share	Rank
IPO	16.1%	2	14.2%	1
ECM	7.4%	4	9.9%	3
M & A	2.7%	17	16.2%	1
Syndication	-	-	4.4%	2
USD Bonds	14.3%	1	11.6%	2

Sources: Bloomberg and FinanceAsia/Dealogic

Regional Market Share

Singapore		9M09		9M10		Indonesia		9M09		9M10	
		Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank
Stock Broking	↑	8.3%	5	9.2%	3	Stock Broking	↑	4.2%	4	6.8%	1
IPO	↑	1.1%	7	8.0%	5	IPO	↓	21.0%	1	4.8%	6
ECM	↑	2.0%	11	2.0%	9	ECM	↑	0.6%	8	6.6%	5
M&A*	↔	5.9%	4	5.7%	4	M&A	↑	1.2%	14	12.8%	4
Syndication	↓	1.5%	15	-	-	Syndication	↑	1.1%	15	4.3%	11
SGD Bonds	↑	1.2%	10	3.8%	7	IDR Bonds	↑	1.2%	14	6.3%	6
Thailand		9M09		9M10		Hong Kong		9M09		9M10	
		Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank
Stock Broking	↑	0.4%	35	0.9%	29	Stock Broking	↑	0.1%	102/455	0.1%	107/469
IPO	↓	9.8%	4	-	-	M&A	↓	3.1%	10/22	3.6%	15/20
ECM	↓	9.8%	4	-	-						
M&A*	↓	13.4%	6	10.3%	9						
THB Bonds	↑	4.1%	9	4.7%	8						

Notable Deals 3Q10

M&A		IPO	
	Khazanah Nasional Berhad VGO of Parkway Holdings Limited SGD3.5 bil		PT Bank Jabar Banten IDR1,452 tril offering
	Measat Global Network Systems Sdn Bhd VGO of MEASAT Global Berhad RM662 mil		Sunway REIT RM1,500 mil
	Tanjong Capital Sdn Bhd VGO of Tanjong public limited company RM4.7 bil	Bond	
New Products			Khazanah Nasional Berhad SGD1.5 bil Sukuk <i>Singapore's largest SGD-denominated Islamic bond to-date</i>
 	Listed callable bull certificates - Air Asia Berhad - Gamuda Berhad - Genting Berhad - Berjaya Corporation Berhad		Malaysia Airports Holdings Berhad RM3.1 bil Sukuk
 			Celcom Transmission (M) Sdn Bhd RM4.2 bil Sukuk
	Offshore invested ETFs - ASEAN 40 - FTSE Xinhua China 25	ECM	
			Berjaya Sports Toto Berhad RM126 mil placement

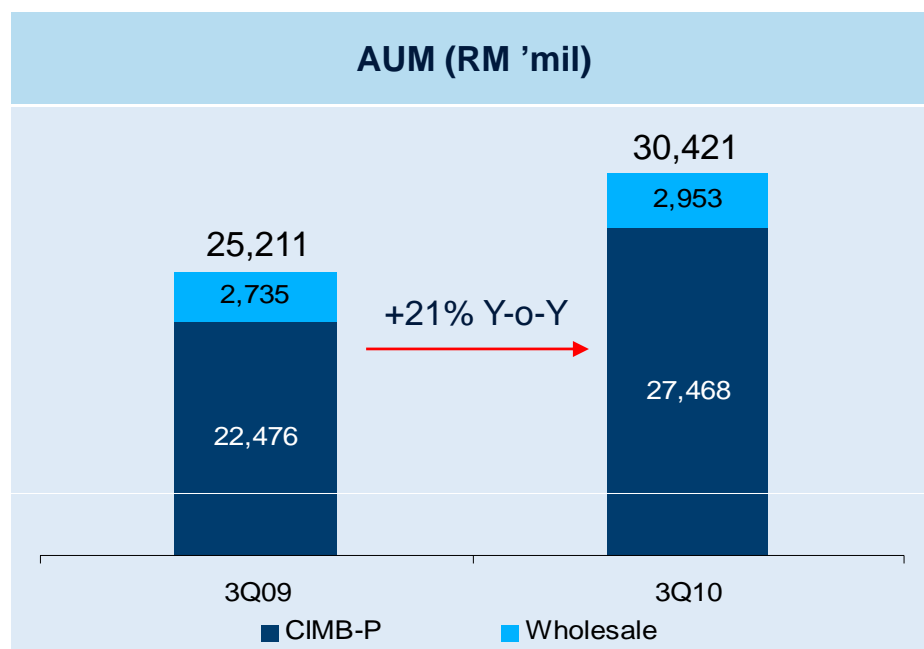
Notable Deals launched in 4Q10

DCM	M&A
 <p>PT Bank Pan Indonesia Tbk IDR3.0 tril senior bonds and subordinated bonds</p>	  <p>UEM Group Berhad & EPF Acquisition of Plus Expressways Berhad RM23 bil</p>
<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>	<h3 data-bbox="1128 491 1196 529">IPO</h3>
 <p>Ticon Industrial Connection Plc. THB500.0 mil Senior Unsecured Debentures</p>	 <p>Petronas Chemical Group Berhad RM12.8 bil <i>Largest ever IPO in Msia and SEA</i></p>
 <p>Pruksa Real Estate Plc. THB5.0 bil Senior Unsecured Debentures</p>	 <p>AIA Group Limited USD20.5 bil <i>Largest ever IPO in Hong Kong and 3rd largest IPO in the world. CIMB the only SEA IB among the 11 joint bookrunners</i></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>	

CIMB GROUP : 9M10 RESULTS
ASSET MANAGEMENT & INSURANCE

Group Asset Management & Insurance

PBT (RM 'mil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
CIMB-P Group	15	11	36.4%	39	23	69.6%
Wholesale	3	2	50.0%	8	15	(46.7%)
Insurance	(1)	10	n.a.	(3)	76	n.a.
Securities Services	9	5	80.0%	18	15	20.0%
Total	26	28	(7.1%)	62	129	(51.9%)



- Total AUM increased mainly due to acquisition of CIMB-Principal Asset Management Co Ltd (Thailand)
- Insurance declined Q-o-Q mainly due to forward accrual of liabilities ahead of removal of BNM discount rate in 2011
- Continued start-up losses in CIMB Sun Life but remains ahead of schedule
- Securities Services PBT growth due to increase income from Trustee Services and Nominees

CIMB GROUP : 9M10 RESULTS
CIMB NIAGA

CIMB Niaga: Earnings Summary

(IDR 'bil)	3Q10 (FRS 139)	2Q10 (FRS 139)	Q-o-Q	9M10 (FRS 139)	9M09 (GP3)	Y-o-Y
Net Interest Income	1,854	1,865	(0.6%)	5,385	4,744	13.5%
Non Interest Income	435	385	13.0%	1,118	1,065	5.0%
Operating Income	2,289	2,250	1.7%	6,503	5,809	11.9%
Overhead Expenses	(1,174)	(981)	19.7%	(3,188)	(2,941)	8.4%
Pre Provision Operating Profit	1,115	1,269	(12.1%)	3,315	2,868	15.6%
Provisions Expense	(276)	(454)	(39.2%)	(973)	(1,114)	(12.7%)
Operating Profit	839	815	2.9%	2,342	1,754	33.5%
Non Operating Income	48	1	>1000%	66	(140)	n.a.
PBT	887	816	8.7%	2,408	1,614	49.2%
Net Profit #	666	605	10.1%	1,795	1,152	55.8%
Net Profit (RM 'mil) #	234	215	8.8%	640	385	66.2%
EPS (sen) #	27.8	25.3	9.9%	74.9	48.1	55.7%
Net Profit *	782	924	(15.4%)	2,686	1,246	115.6%
Net Profit (RM 'mil) *	273	328	(16.8%)	958	416	130.3%

CIMB Niaga : Balance Sheet Changes

(IDR 'bil)	30th Sep 10	30th Jun 10	Q-o-Q	30th Sep 09	Y-o-Y
Placements & Other MS	20,220	25,242	(19.9%)	10,513	92.3%
Government Bonds	6,969	4,712	47.9%	8,553	(18.5%)
Loans	92,831	88,388	5.0%	72,535	28.0%
Other Assets	9,122	7,990	14.2%	9,485	(3.8%)
Total Assets	129,142	126,332	2.2%	101,086	27.8%
Low Cost Fund (CASA)	48,380	46,517	4.0%	39,936	21.1%
Time Deposits & CD	58,220	59,662	(2.4%)	41,363	40.8%
Total Customer Deposits	106,600	106,179	0.4%	81,299	31.1%
Other Liabilities	9,446	7,848	20.4%	8,963	5.4%
Total liabilities	116,046	114,027	1.8%	90,262	28.6%
Equity	13,096	12,305	6.4%	10,824	21.0%

Gross Loans Growth by Segment

Products / Divisions	30th Sep 10 (IDR 'bil)	30th Jun 10 (IDR 'bil)	Q-o-Q	30th Sep 09 (IDR 'bil)*	Y-o-Y
Retail Banking	30,716	28,334	8.4%	23,030	33.4%
Credit Cards	1,783	1,578	13.0%	1,395	27.8%
Auto Loans	12,984	11,526	12.6%	7,811	66.2%
Mortgage	14,487	13,765	5.2%	12,394	16.9%
Personal / Others	1,462	1,465	(0.2%)	1,430	2.2%
Corporate Banking	29,932	29,398	1.8%	23,963	24.9%
Business Banking	34,024	32,434	4.9%	26,541	28.2%
Mikro Laju & Rahn	179	113	58.4%	12	>1000.0%
Syariah Banking	1,440	1,485	(3.0%)	973	48.0%
Total	96,291	91,764	4.9%	74,519	29.2%

Note:
* FRS 139 adjusted – Gross up IIS.

Deposits Growth

Products / Divisions	30th Sep 10 (IDR 'bil)	30th Jun 10 (IDR 'bil)	Q-o-Q	30th Sep 09 (IDR 'bil)	Y-o-Y
Retail Banking	50,559	48,126	5.1%	39,619	27.6%
- Current	3,727	3,296	13.1%	2,889	29.0%
- Savings	22,289	20,623	8.1%	17,273	29.0%
- Fixed & structured deposits	24,543	24,207	1.4%	19,457	26.1%
Business Banking	32,940	32,610	1.0%	27,137	21.4%
Corporate Banking	21,340	23,691	(9.9%)	13,447	58.7%
Shariah Banking	1,761	1,752	0.5%	1,096	60.7%
Total	106,600	106,179	0.4%	81,299	31.1%

CIMB Niaga : Key Ratios

(Consolidated, %)	3Q10	2Q10	Q-o-Q	9M10	9M09	Y-o-Y
ROE	21.0	20.2	4.0%	19.8	15.4	28.6%
NIM	6.5	6.6	(1.5%)	6.6	6.8	(2.9%)
Cost to Income	50.3	43.6	15.4%	49.0	50.6	(3.2%)
Loan Loss Coverage**	136.4	140.0	(2.6%)	136.4	96.8	40.9%
Allowance Coverage*	75.8	85.5	(11.3%)	75.8	96.8	(21.7%)
Loan Loss Charge*	1.1	2.4	(54.2%)	1.4	1.4	-
Gross Impaired Loans Ratio*	4.8	4.3	11.6%	4.8	-	n.a.
Gross NPL (BI Definition)**	2.7	2.7	-	2.7	2.8	(3.6%)
Loan to Deposit	89.3	85.5	4.4%	89.3	90.2	(1.0%)
CAR*	12.6	12.1	4.1%	12.6	15.0	(16.0%)
CASA ratio	45.4	43.8	3.7%	45.4	49.1	(7.5%)

Corporate Update

Capital Raising
IDR Subdebt

Completed the issuance of Rp1.38 trillion with price at 11.30% p.a on 8 Jul 2010

Changes on Ownership

On 26 Jul 2010, CIMB Group AGM approved the acquisition of up to 19.67% stake in CIMB Niaga from Khazanah. As of 30 Sept 2010, CIMB Group held 97.9% shares of CIMB Niaga

Business & Corporate Activities



Launched “CIMB Niaga AirAsia Savers”, a new savings product with flight bonus advantage from AirAsia

Cross-border agreement between CIMB Niaga and CIMB Bank Singapore for credit providing to PT Alu Aksara Pratama

CIMB Niaga Accolades



Jul 2010
Most Admired Syariah Bank for Mortgage Loan Facilities (Property & Bank 2010)
“Most Outstanding” financial performance in 2005-2009 (InfoBank Magazine)

Aug 2010
Best Private National Bank (Alpha Southeast Asia Magazine)
Islamic Finance Award for CIMB Niaga Sharia (Sharia Economic Community and Karim Business Consulting)

Sept 2010
Annual Report Award 2009 – 2nd rank for Financial Private Listed Company

CSR Activities



Scholarship Program
Awarded 5 Indonesian scholars for undergraduate study in Universiti Kebangsaan Malaysia and Universiti Malaya

CIMB GROUP : 9M10 RESULTS
CIMB Thai

CIMB Thai : Earnings Summary

(Baht 'mil) (Before GAAP Adjustments)	3Q10	2Q10	Q-o-Q	9M10	9M09	Y-o-Y
Net Interest Income	1,261	1,229	2.6%	3,735	3,627	3.0%
Non Interest Income	377	573	(34.2%)	1,510	1,717	(12.1%)
Operating Income	1,638	1,802	(9.1%)	5,245	5,344	(1.9%)
Overhead Expenses	(1,324)	(1,316)	0.6%	(3,957)	(4,262)	(7.2%)
Pre Provision Operating Profit	314	486	(35.4%)	1,288	1,082	19.0%
Provisions Expense	(171)	(173)	(1.2%)	(505)	(1,082)	(53.3%)
Profit / (Loss) Before Tax	143	313	(54.3%)	783	-	n.a.
Net Profit / (Loss)	180	366	(50.8%)	894	(41)	n.a.
Net Profit / (Loss) (RM 'mil)	18	37	(51.4%)	91	(4)	n.a.
EPS (sen)	0.05	0.11	(54.5%)	0.09	-	n.a.
Profit / (Loss) Before Tax (RM 'mil) *	35	20	75.0%	61	21	190.5%
Net Profit / (Loss) (RM 'mil) *	31	20	55.0%	53	15	353.3%

Note: * After GAAP and FRS 139 adjustments

CIMB Thai : Balance Sheet Changes

(Baht 'mil) (Before GAAP Adjustments)	30th Sep 10	30th Jun 10	Q-o-Q	30th Sep 09	Y-o-Y
Placements & Other MS	18,301	20,225	(9.5%)	25,572	(28.4%)
Government Bonds (Net)	14,451	13,942	3.7%	11,117	30.0%
Loans (Net)	87,017	83,835	3.8%	73,307	18.7%
Other Assets	12,879	12,219	5.4%	16,249	(20.7%)
Total Assets	132,648	130,221	1.9%	126,245	5.1%
Low Cost Funds (CASA)	24,008	24,556	(2.2%)	24,241	(1.0%)
Time Deposits & CD	64,608	68,547	(5.7%)	72,504	(10.9%)
Total Customer Deposits	88,616	93,103	(4.8%)	96,745	(8.4%)
Other Liabilities	35,001	28,378	23.3%	21,655	61.6%
Total Liabilities	123,617	121,481	1.8%	118,400	4.4%
Equity	9,031	8,740	3.3%	7,845	15.1%

Loans Growth by Segment

Products / Divisions	30th Sep 10 (THB 'bil)	30th Jun 10 (THB 'bil)	Q-o-Q	30th Sep 09 (THB 'bil)	Y-o-Y
Retail Banking	30.6	29.0	5.5%	25.2	21.4%
Auto Loans	5.3	4.6	15.2%	3.7	43.2%
Mortgage	19.4	18.4	5.4%	13.6	42.6%
Personal / Others	5.9	6.0	(1.7%)	7.9	(25.3%)
Corporate & Investment Banking	38.2	37.5	1.9%	34.7	10.1%
Business Banking	15.5	13.9	11.5%	10.2	52.0%
Legal & Recovery Group	7.4	8.0	(7.5%)	11.2*	(33.9%)
Total Gross Loans	91.7	88.4	3.7%	81.3	12.8%

Notes:

* Includes STAMC

Before GAAP adjustments

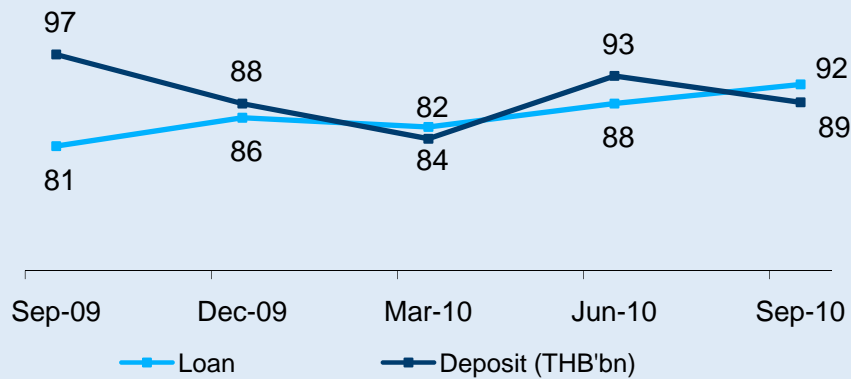
CIMB Thai : Key Ratios

(Consolidated, %)	3Q10	2Q10	Q-o-Q	9M10	9M09	Y-o-Y
ROE	8.1	17.3	(53.2%)	14.0	(0.8)	>1000%
NIM	4.37	4.53	(3.5%)	4.49	3.52	27.6%
Cost to Income	80.8	73.0	10.7%	75.4	79.7	(5.4%)
Loan Loss Coverage**	71.9	69.6	3.3%	71.9	60.8	18.3%
Allowance Coverage**	72.7	78.5	(7.4%)	72.7	60.8	19.6%
Loan Loss Charge	0.7	0.8	(12.5%)	0.7	1.8	(61.1%)
Gross NPL ratio**	8.7	8.4	3.6%	8.7	16.5	(47.3%)
Gross NPL ratio***	11.7	12.5	(6.4%)	11.7	16.5	(29.1%)
Net NPL ratio**	6.8	6.0	13.3%	6.8	8.5	(20.0%)
Net NPL ratio***	6.8	6.0	13.3%	6.8	8.5	(20.0%)
Loan to Deposit	103.4	95.0	8.8%	103.4	83.9	23.2%
CAR*	12.4	12.4	-	12.4	12.4	-
CASA ratio	27.1	26.4	2.7%	27.1	25.1	8.0%

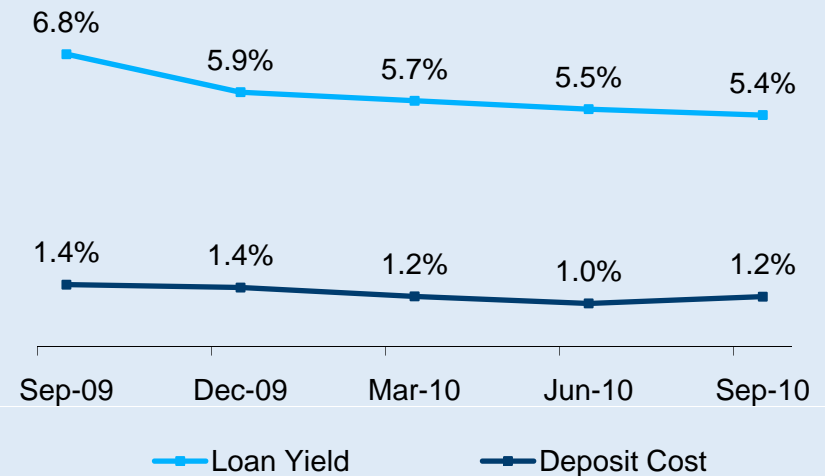
Notes: * Bank Only
 ** Excludes STAMC
 *** Includes STAMC

Key Indicators

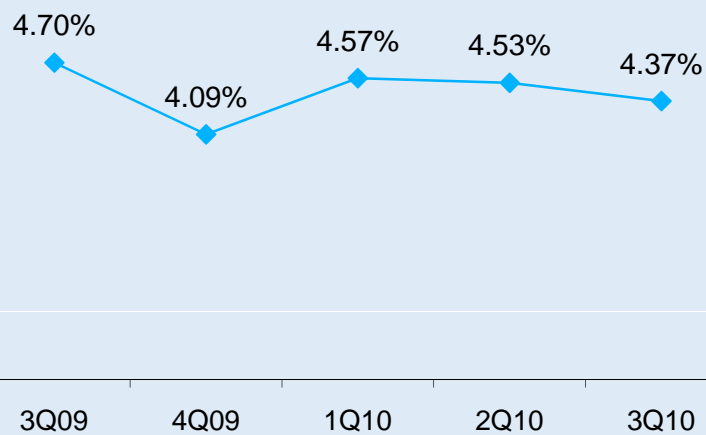
Loans vs. Deposits (THB 'bil)



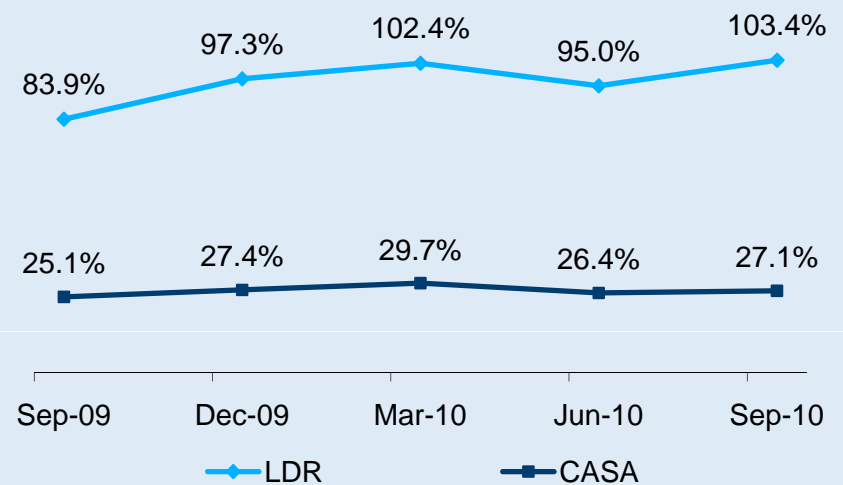
Loan Yields and Deposit Costs



Net Interest Margin

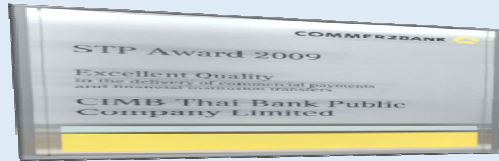


LDR and CASA %



Latest Happenings

CIMB Thai won an award from Commerzbank



In Jul 2010, CIMB Thai received its first award from **STP Awards 2009**, an appreciation of Quality excellence in delivery of commercial payments and Financial Institution transfer.

New CIMB Preferred Center



CIMB Thai opened its new CIMB Preferred Centre in Bangbon, Bangkok in Sept 2010. This brings the total number of Preferred Centers to 9.

New innovative retail products launched



สินเชื่อ ExtraCash
จากธนาคาร ซีไอเอ็มบี ไทย

0% 1 รอบบัญชี
เพราะคุณคือลูกค้าของเรา

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โทร: CIMB Thai Call Center โทร. 0 2626 7777 โทร 0
www.cimbthai.com

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CIMB-Principal Auto Fix



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กดง่าย

CIMB THAI
ซีไอเอ็มบี ไทย

ExtraCash Utilisation Campaign



Personal Cash Xtra Long
อนุมัติวงเงิน 1 ล้านบาท

ผ่อนนาน...แค่ 84 เดือน
สมัครวันนี้...ดอกเบี้ย สมาชิก 0% 3 เดือนแรก

- อนุมัติวงเงิน 1 ล้านบาท
- ผ่อนนานถึง 84 เดือน
- ผ่อนนาน...แค่ 84 เดือน

ตั้งแต่วันนี้ - 30 กันยายน 2553

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Personal Cash



SME Power 3Xtra

3 ขุมพลัง ให้ SMEs
เร่งได้เต็มที่

- อนุมัติวงเงิน 1 ล้านบาท
- ผ่อนนานถึง 84 เดือน
- ผ่อนนาน...แค่ 84 เดือน

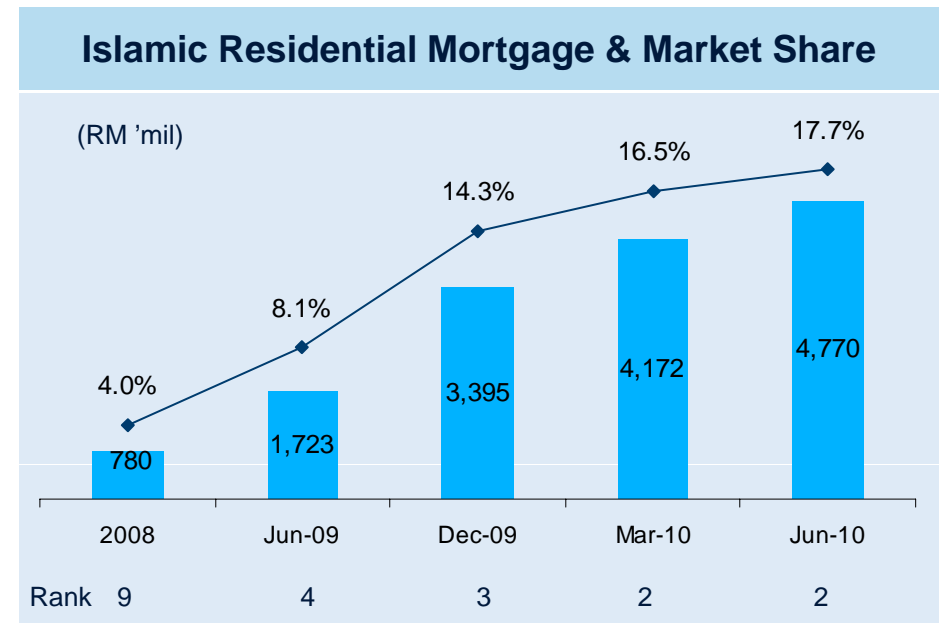
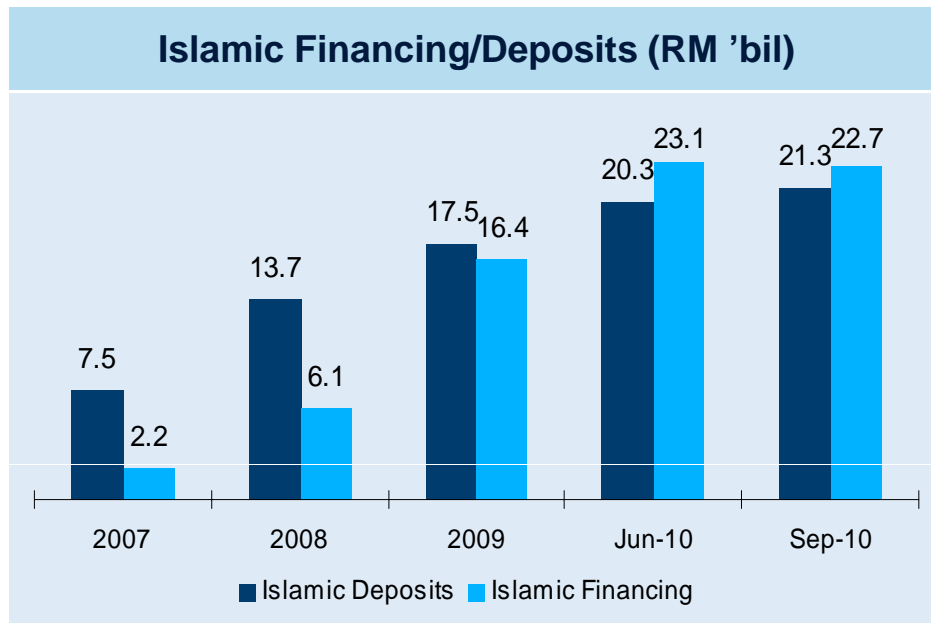
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CIMB GROUP : 9M10 RESULTS OTHER HIGHLIGHTS

Ranking of Total Islamic Assets as at 30 Jun 2010			
Rank	Company	Total Assets RM 'mil	Market Share %
1	MIBB	44,509	15
2	CIMB Islamic	37,351	12
3	Bank Islam	30,334	10
4	PBB-I	25,978	9
5	Amlslamic	18,047	6

Ranking of Islamic Net Financing as at 30 Jun 2010			
Rank	Company	Net Financing RM 'mil	Market Share %
1	MIBB	33,516	18
2	CIMB Islamic	22,837	12
3	PBB-I	15,725	8
4	Amlslamic	12,786	7
5	Bank Islam	11,284	6



- Exploring Islamic Banking and Credit Card offerings (pending CBRC's approval)
- Kick-start Investment Banking collaboration with IB seminar in Aug 2010
- Knowledge sharing in RB, S&D, IT and Risk Management

	3Q10	2Q10	Q-o-Q	9M10
Operating income (RMB mil)	298	264	12.9%	794
Net profit (RMB 'mil)	138	117	17.9%	359
ROE	23.6%	21.7%	8.8%	21.4%
PAT to CIMB Group (RM 'mil)	13.0	11.2	16.1%	34.4
Gross NPL ratio	0.6%	0.7%	(14.3%)	0.6%

Balance Sheet (RMB 'mil)	30th Sep 10	30th Jun 10	31st Dec 09
Total Assets	33,141	31,054	27,359
RWCR	10.6%	11.1%	12.8%

Progress Milestones

Quick-wins and synergy initiatives

- Free reload at CIMB Bank ATMs
- Launched CIMB Smart Drivers Cards
- Smart Ticketing – expansion of readers and kiosks for KTM and Rapid buses, secure ERL
- New product initiatives in the pipeline
- Prioritised system fixes – fraud detection, data centre relocation, card & reader security review

Completed

Completed

Q1 2011

Q1 2011

Q1 2011



(RM 'mil)	2007	2008	2009	3Q10
Revenue	57	77	85	74
Cost	50	66	63	54
PBT	7	11	22	20
PAT	6	9	16	15

Key 2010 Priorities Update

Priorities	Updates
Advance regional value proposition	<ul style="list-style-type: none"> Regional ATM Link completed (9 Jun 2010) – over 3,700 ATMs across MIST, transactions doubled our estimation Regional CIMB Preferred in Singapore (27 Sept 2010) - cross-border products and services across 100 Preferred Centres across MIST
Advance regional investment banking positioning	<ul style="list-style-type: none"> Increasing traction in cross-border deals and better market shares in Indonesia and Sg Groundbreaking deals AIA, Petronas Chemical
CASA accumulation, especially in Malaysia	<ul style="list-style-type: none"> Still below targets in Malaysia 1View, TnG, regional ATM, deposit campaigns in 2H10 – 2 Good 2 be True
Refocus on SME business	<ul style="list-style-type: none"> Malaysia transformation being executed with new leadership
Regional transaction banking drive	<ul style="list-style-type: none"> Regional system (APRISMA) being developed
Implementation of 1View and 1Platform	<ul style="list-style-type: none"> Commenced nationwide roll-out of 1View. 1Platform team mobilised
CIMB Niaga Transformation 2	<ul style="list-style-type: none"> Positive progress. High margin businesses, treasury and CIMB synergies and CASA growing Several key hires
CIMB Thai transformation	<ul style="list-style-type: none"> 5 year business plan and M&A post mortem in progress Several key hires
Enhance KPI framework	<ul style="list-style-type: none"> Finalisation of new level KPI scorecards by Oct

Notable Awards 2009/2010




Top Asian Investment Bank Award






Best Foreign Exchange Bank
 Best Cash Management Bank
 Best Bond House
 Best Broker
 Best Investment Bank (9th time)






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






Best Indo Private National Bank






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






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






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






Islamic Investment House of the Year –
 Asia Pacific
 Islamic Bank of the Year



CIMB GROUP CEO'S REVIEW: 9M10 RESULTS OUTLOOK

Targets for 2010

	9M10 Annualised	2010 Target	On Track
ROE	16.7%	16.0%	✓
TSR	+16.9% above KLCI	> KLCI	✓
Dividend	18.08 sen	9.25 sen	✓
Gross loans growth	10%	12%	✗
Group CASA growth	12%	18%	✗
Loan loss charge	0.3%	0.6%	✓
Tier 1 (at bank)*	14%	10%	✓
RWCR (at bank)*	14%	12%	✓

Note: * After proposed dividend

THANK YOU