

Analyst Presentation 1Q14 Results

22 May 2014



Agenda

1. Key Highlights
2. CIMB Group 1Q14 Financials
3. PBT by Segment
 - 3.1 Regional Consumer Banking
 - 3.2 Regional Wholesale Banking
 - 3.3 Investments
4. Country Analysis
5. Other Highlights
6. Financial Targets
7. Final Remarks

CIMB Group : 1Q14 Results

1. Key Highlights

1Q14 Highlights

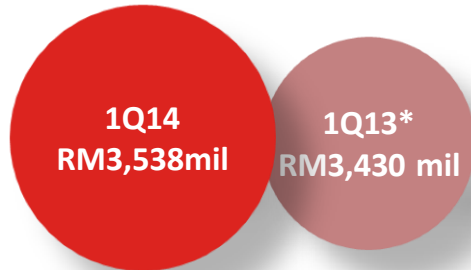
- ROE of 13.0% vs 13.5-14.0% target
- Net profit +4.4% Y-o-Y, excluding gains from the sale of CIMB Aviva and restructuring charges in 1Q13
- Reduction in operating expenses Y-o-Y and Q-o-Q
- Strong gross loans growth of +12.4% Y-o-Y (+14.0% excluding forex), credit costs benign
- NIM defended at -3bps Y-o-Y
- Despite macro conditions improving, Indonesia Y-o-Y contribution in RM fell 9.4%
- Continued strong growth in Thailand and Singapore
- Strong momentum in MS Consumer and Regional Corporate Banking continues
- Soft start for Treasury & Markets, IB challenged by weak equity markets and enlarged cost base
- Corporate and Consumer Banking accounted for 70% of PBT in 1Q14 (2013 : 67%)
- Good market shares except Indonesia consumer
- CET 1 at 9.6% post Jan-14 private placement and DRS (before regulatory reserve adjustment)

Key Financial Highlights (1)

Operating Income

+3.1% Y-o-Y*

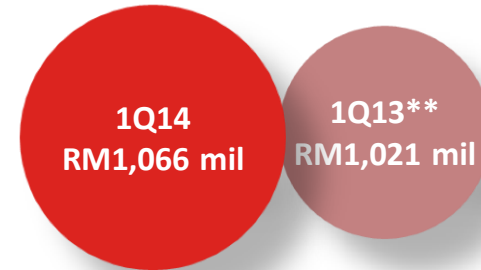
Actual: -10.3% Y-o-Y



Net Profit

+4.4% Y-o-Y**

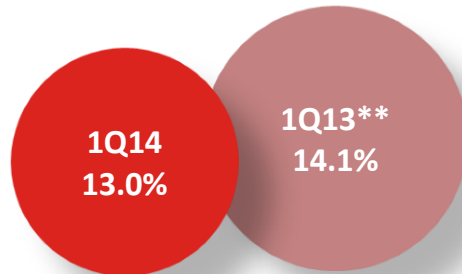
Actual: -23.1% Y-o-Y



ROE

-110bps Y-o-Y**

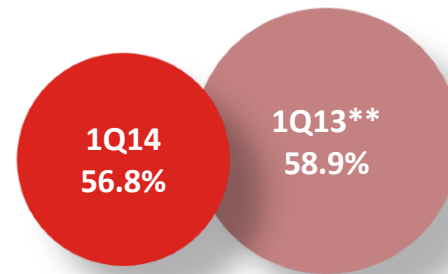
Actual: -600bps Y-o-Y



Cost to Income

-210bps Y-o-Y**

Actual: +50bps Y-o-Y



Notes: * Excludes gains from sale of CIMB Aviva (RM515 mil)

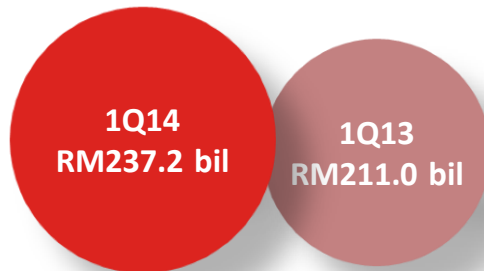
** Excludes gains from sale of CIMB Aviva (RM515 mil), restructuring charges (RM200 mil) and tax impact (RM50 mil)

Key Financial Highlights (2)

Gross Loans

+12.4% Y-o-Y

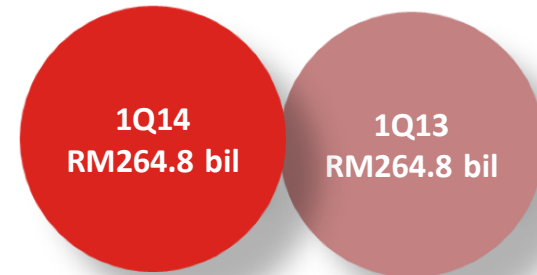
Excluding FX fluctuations: +14.0% Y-o-Y



Deposits

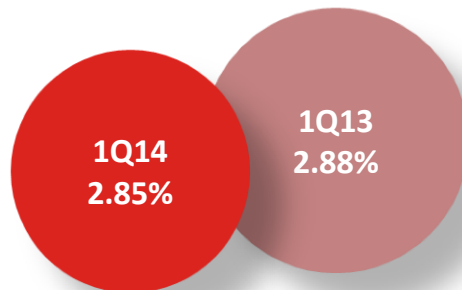
Flat Y-o-Y

Excluding FX fluctuations: +1.8% Y-o-Y



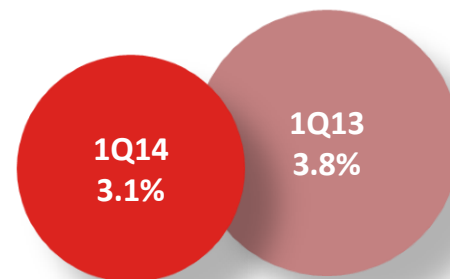
NIM

-3bps Y-o-Y



Gross Impaired Loans Ratio

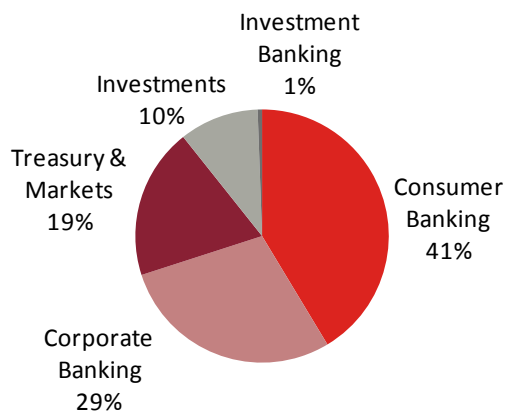
-70bps Y-o-Y



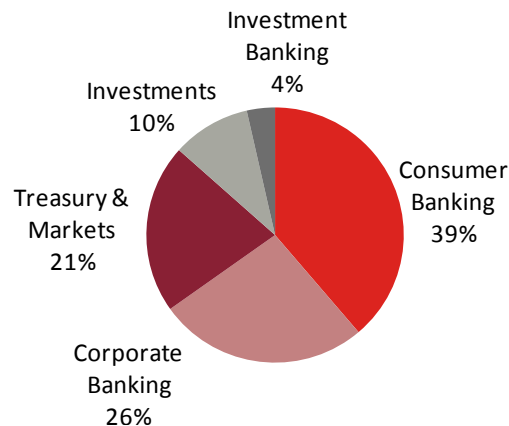
PBT By Division

70% Contribution from Consumer and Corporate Banking

1Q14



1Q13*



1Q14 PBT Y-o-Y Growth by Key Divisions

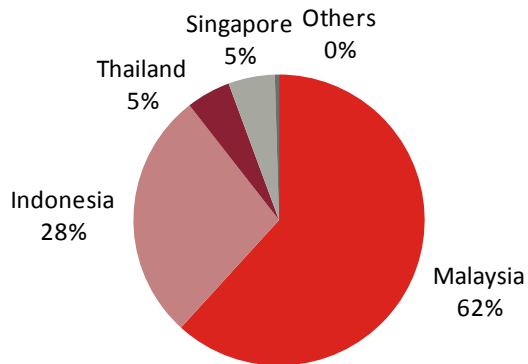
Consumer Banking	Investment Banking	Corporate Banking	Treasury & Markets	Investments
+9.2%	-84.3%	+10.2%	-7.7%	+4.3%*

➤ * Excluding gains from sale of CIMB Aviva and restructuring charges in 1Q13

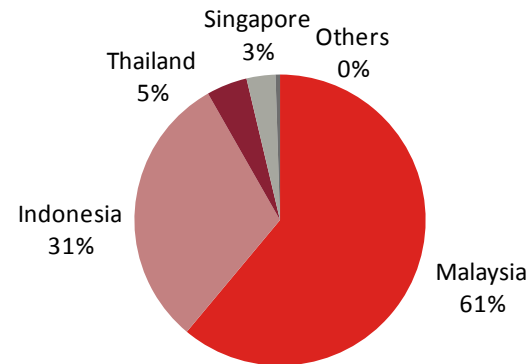
PBT By Country

Singapore Rising

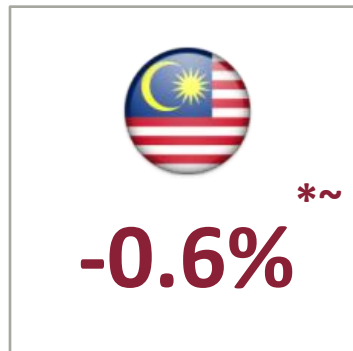
1Q14*



1Q13*~



1Q14 PBT Y-o-Y Growth by Key Countries

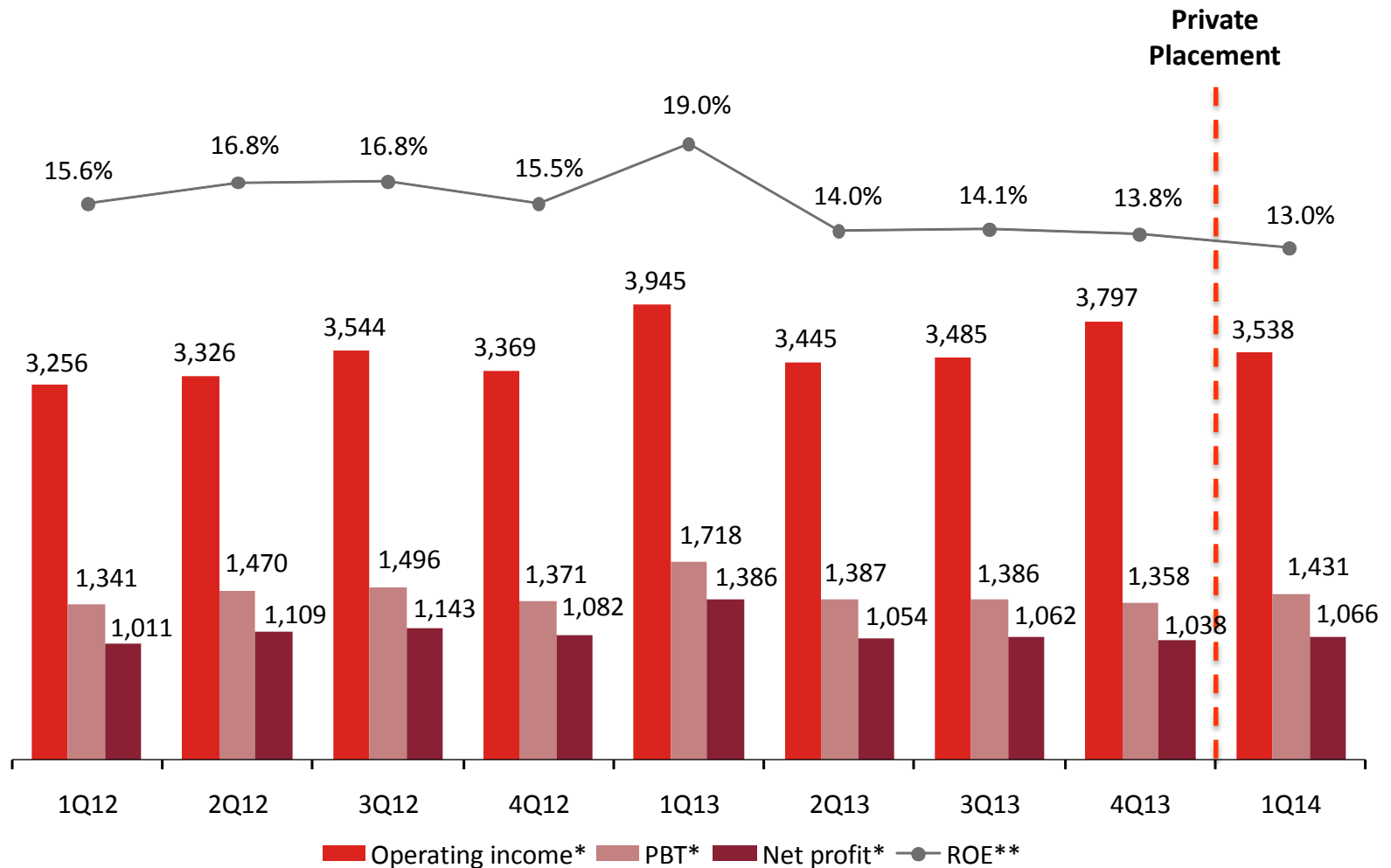


- * Excluding HQ costs, which mainly comprises funding costs
- ~ Excluding gains from sale of CIMB Aviva and restructuring charges in 1Q13
- ^ IDR depreciated 12.4% Y-o-Y (daily average rate). In local currency, Indonesia PBT +3.4% Y-o-Y

CIMB Group : 1Q14 Results

2. CIMB Group 1Q14 Financials

Quarterly Earnings Trend



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

Earnings Summary

(RM 'mil)	1Q14	1Q13	1Q13 BAU*	Y-o-Y BAU	4Q13	Q-o-Q
Net interest income	2,403	2,261	2,261	6.3%	2,402	0.0%
Non interest income	1,135	1,684	1,169	(2.9%)	1,395	(18.6%)
Operating income	3,538	3,945	3,430	3.1%	3,797	(6.8%)
Overhead expenses	(2,011)	(2,219)	(2,019)	(0.4%)	(2,137)	(5.9%)
PPOP	1,527	1,726	1,411	8.2%	1,660	(8.0%)
Loan impairment	(111)	(81)	(81)	37.0%	(308)	(64.0%)
Other provisions	(18)	(2)	(2)	800.0%	(44)	(59.1%)
Share of JV / Associates	33	75	75	(56.0%)	50	(34.0%)
PBT	1,431	1,718	1,403	2.0%	1,358	5.4%
Net profit	1,066	1,386	1,021	4.4%	1,038	2.7%
EPS (sen)	13.2	18.7	13.7	(3.6%)	13.5	(2.2%)
ROE (Annualised)	13.0%	19.0%	14.1%	(110bps)	13.8%	(80bps)

Notes: Weighted average shares of 8.11 bil in 1Q14 and 7.69 bil in 4Q13

* Excludes gains from sale of CIMB Aviva (RM515 mil), restructuring charges (RM200 mil) and tax impact (RM50 mil)

Key Ratios

(%)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
ROE [^]	13.0	19.0	↓	13.8	↓
NIM ^{^***}	2.85	2.88	↓	2.80	↑
Non-interest income / total income	32.1	42.7	↓	36.7	↓
Cost to income	56.8	56.3	↑	56.3	↑
Allowance coverage	83.8	82.3	↑	84.8	↓
Allowance coverage after regulatory reserve [#]	108.4	97.9	↑	108.3	↑
Loan loss charge [^]	0.19	0.15	↑	0.53	↓
Gross impaired loans ratio	3.1	3.8	↓	3.2	↓
Net impaired loans ratio (Net of IA and PA)	0.5	0.7	↓	0.5	↔
Average shareholders' funds (RM 'mil)	32,913	29,186	↑	30,127	↑
ROA [*]	1.14	1.58	↓	1.12	↑
Book value per share (RM)	4.32	4.04	↑	3.92	↑
Loan to Deposit (LDR)	90.7	81.1	↑	88.4	↑
CASA ratio	35.4	33.7	↑	34.2	↑

Notes: [^] Annualised

^{**} Daily Average

[#] 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 Jan 2010

Operating Expenses

(RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Personnel	1,136	1,211	(6.2%)	1,302	(12.7%)
Establishment	470	456	3.1%	470	-
Marketing	86	88	(2.3%)	100	(14.0%)
Admin & General	319	464	(31.3%)	265	20.4%
Total	2,011	2,219	(9.4%)	2,137	(5.9%)
Total excluding One-off Cost Items	2,011	2,019¹	(0.4%)	2,120	(5.1%)

(%)	1Q14	1Q13	4Q13
Cost to income	56.8	56.3	56.3
Cost to income <u>excluding</u> One-off items	56.8	58.9^{1,2}	55.8

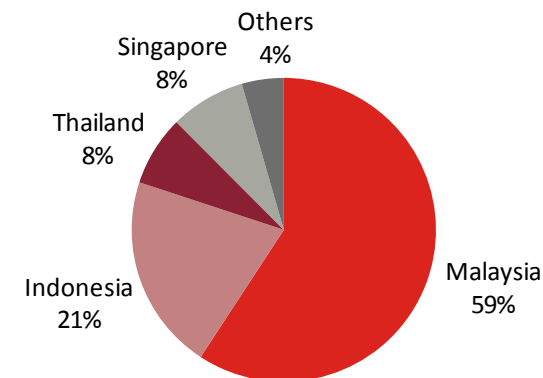
Notes: 1. Restructuring charges (RM200 mil)

2. Gains from sale of CIMB Aviva (RM515 mil)

Gross Loans Growth

Divisions / Products (RM 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (50.8%)	120.5	106.8	12.8%	116.8	3.2%
Mortgages	57.5	52.2	10.2%	55.7	3.2%
Term Loans	26.5	21.3	24.4%	25.7	3.1%
Auto	20.1	19.4	3.6%	19.6	2.6%
Credit Cards	6.4	5.6	14.3%	6.4	0.0%
Micro Credit	3.9	4.0	(2.5%)	3.8	2.6%
Enterprise	4.5	3.1	45.8%	4.1	10.2%
Others	1.6	1.2	35.8%	1.5	8.7%
Commercial Banking (17.7%)	42.1	34.9	20.6%	39.8	5.8%
Corporate Banking (31.5%)	74.6	69.3	7.6%	74.8	(0.3%)
Gross Loans *	237.2	211.0	12.4%	231.4	2.5%

Loans by Country as at 31 Mar 14 #



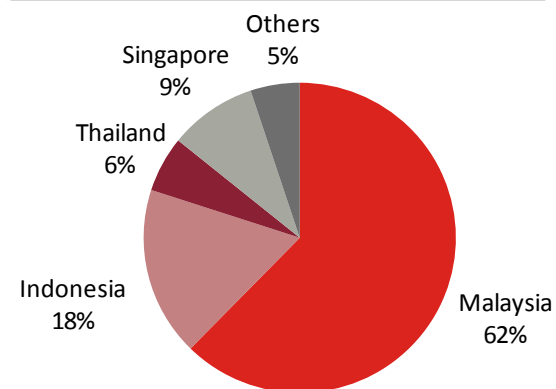
Y-o-Y Growth	Loans*
Malaysia	9.0%
Indonesia ^	9.5%
Thailand ^	20.0%
Singapore ^	72.3%
Others**	28.1%
Group ~	14.0%

Notes: * Gross loans excludes bad bank. Excluding FX fluctuations, total gross loans grew +14.0% Y-o-Y and +0.5% Q-o-Q
 # Based on geographical location of counterparty, excluding bad bank
 ^ In local currency
 ~ Excluding FX fluctuations
 ** Inclusive of Labuan, London & Cambodia

Deposits Growth

Divisions / Products (RM 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (40.7%)	107.7	102.7	4.9%	103.6	4.0%
Current	18.2	15.7	15.9%	17.8	2.2%
Savings	30.4	29.2	4.1%	28.7	5.9%
Fixed & Structured Deposits	59.1	57.8	2.2%	57.1	3.5%
Commercial Banking ** (19.1%)	50.6	47.8	5.9%	49.6	2.0%
Corporate & Treasury # (40.2%)	106.5	114.3	(6.8%)	112.2	(5.1%)
Total *	264.8	264.8	-	265.4	(0.2%)

Deposits by Country as at 31 Mar 14



Y-o-Y Growth	Deposits
Malaysia	(2.4%)
Indonesia ^	(3.5%)
Thailand ^	11.7%
Singapore ^	39.2%
Others***	14.2%
Group ~	1.8%

Notes: * Excluding FX fluctuations, total group deposits grew 1.8% Y-o-Y and -1.4% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

** Including Enterprise Banking

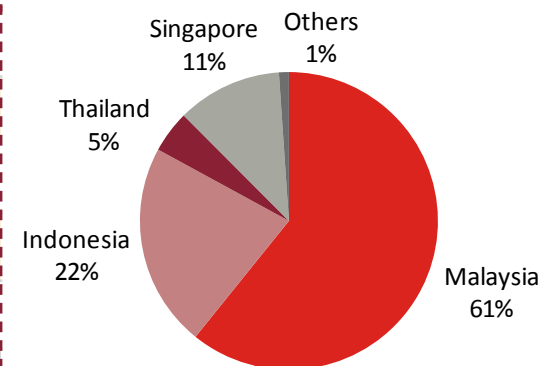
Includes deposits with options classified as derivatives in MY & SG

*** Inclusive of Labuan, London & Cambodia

CASA Growth

Country (RM 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Malaysia	57.1	51.6	10.7%	55.7	2.5%
Indonesia **	20.8	24.7	(15.8%)	19.5	6.7%
Thailand	4.3	4.3	-	4.3	-
Singapore	10.7	7.9	35.4%	10.0	7.0%
Others	1.0	0.7	42.9%	1.2	(16.7%)
Total *	93.9	89.2	5.3%	90.7	3.5%

CASA by Country as at 31 Mar 14



CASA Growth

Y-o-Y

Malaysia	10.7%
Indonesia ^	(6.9%)
Thailand ^	4.7%
Singapore ^	30.4%
Group ~	7.5%

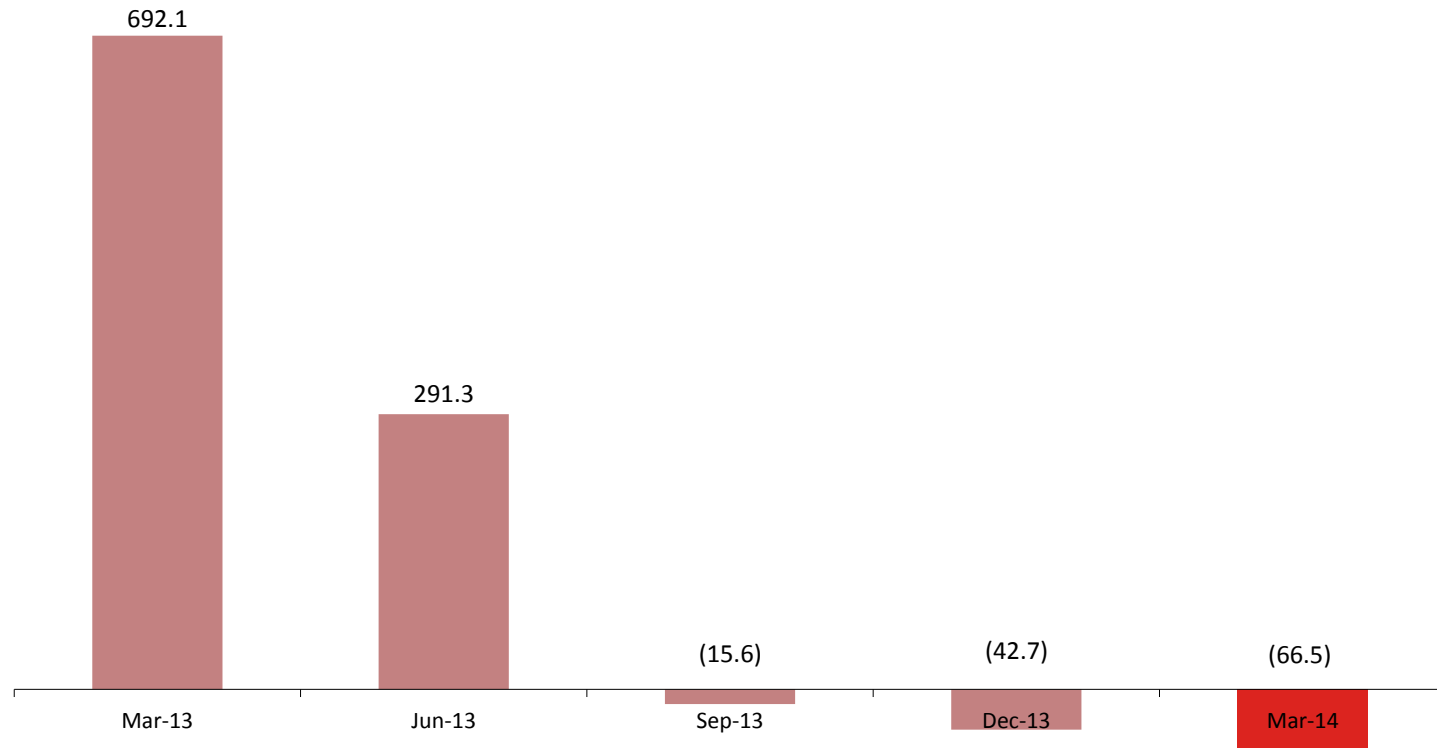
Notes: * Excluding FX fluctuations, total CASA grew 7.5% Y-o-Y and 2.2% Q-o-Q

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

^ In local currency

~ Excludes FX fluctuations

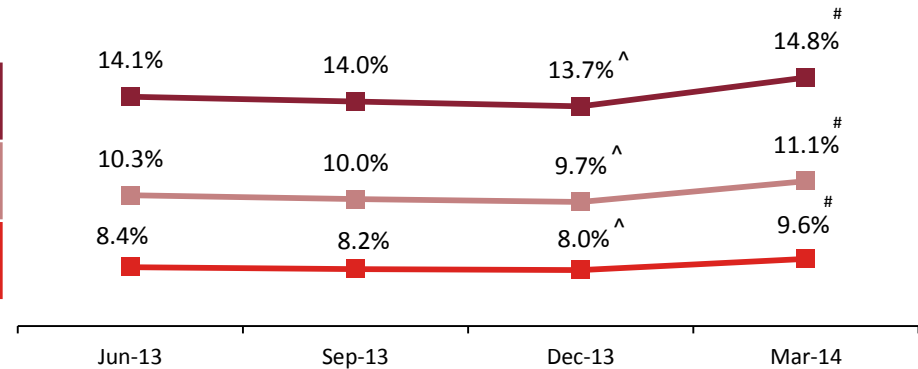
AFS MTM (Q-o-Q) Position



Capital Management – CIMB Group

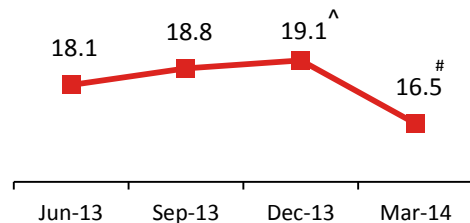
2014 Minimum Regulatory Requirements

Total Capital	8.0%
Tier 1	5.5%
Core Equity Tier 1	4.0%

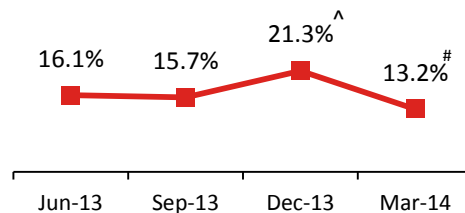


- Post FY13 Second Interim Dividend of 10.33 sen and DRS take-up of 82.6%
- CIMBGH completed a private placement of equity share capital of RM3.55 bil in Jan-14
- Rupiah appreciated against Ringgit by 6.9% from Dec-13 to Mar-14
- Capital uplift is expected from the new regulatory reserve requirement, pending discussion with BNM

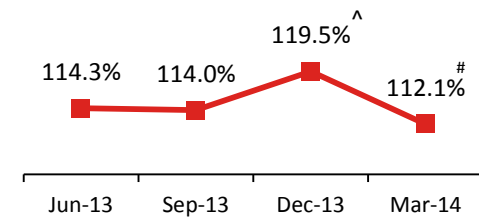
Leverage Ratio (times)



Gearing Ratio



Double Leverage Ratio



Notes: [^] Post CIMBGH's Second Interim Dividend & the corresponding DRS; and reinvestment of cash dividend surplus into CIMB Bank
[#] Post issuance of RM3.55 bil assuming cash is utilised for injection into subsidiaries and debt repayment

CIMB Group : 1Q14 Results

3. PBT by Segment

PBT by Segment (Estimated)

PBT (RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Consumer Banking (41.3%)	592	542	9.2%	523	13.2%
Malaysia (31.2%)	447	384	16.4%	416	7.5%
Indonesia (8.3%)	119	153	(22.2%)	119	-
Thailand (0.6%)	8	4	100.0%	(15)	n.a.
Singapore (1.0%)	15	2	650.0%	2	650.0%
Others (0.2%)	3	(1)	n.a.	1	200.0%
Wholesale Banking (48.6%)	694	722	(3.9%)	688	0.9%
Investment Banking (0.6%)	8	51	(84.3%)	45	(82.2%)
Corporate Banking (28.7%)	410	372	10.2%	323	26.9%
Treasury & Markets (19.3%)	276	299	(7.7%)	320	(13.8%)
Investments (10.1%) *	145	139	4.3%	147	(1.4%)
PBT (BAU)	1,431	1,403	2.0%	1,358	5.4%
PBT	1,431	1,718	(16.7%)	1,358	5.4%

Note: * Excludes gains from sale of CIMB Aviva (RM515 mil) and restructuring charges (RM200 mil) in 1Q13

CIMB Group : 1Q14 Results

3.1 Regional Consumer Banking

Malaysia : Consumer Gross Loans and Deposits

Consumer Gross Loans (RM 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (89.2%)	92.4	80.9	14.2%	90.2	2.4%
Mortgages	43.2	39.2	10.2%	42.4	1.9%
Term loans	23.9	19.3	23.8%	23.0	3.9%
Auto	12.7	11.7	8.5%	12.6	0.8%
Credit cards	4.2	3.8	10.5%	4.3	(2.3%)
Personal	3.2	3.2	-	3.2	-
Enterprise	4.5	3.1	45.2%	4.1	9.8%
Others	0.7	0.6	16.7%	0.6	16.7%
Commercial Banking (10.8%)	11.2	10.1	10.9%	11.1	0.9%
Total	103.6	91.0	13.8%	101.3	2.3%
Consumer Deposits (RM 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (69.4%)	64.4	63.9	0.8%	63.1	2.1%
Current	10.5	9.3	12.9%	10.4	1.0%
Savings	15.7	14.9	5.4%	15.0	4.7%
Fixed & structured deposits	38.2	39.7	(3.8%)	37.7	1.3%
Commercial Banking and Enterprise (30.6%)	28.4	26.5	7.2%	28.3	0.4%
Current	19.1	16.5	15.8%	18.7	2.1%
Fixed & structured deposits	9.3	10.0	(6.5%)	9.6	(2.7%)
Total	92.8	90.4	2.7%	91.4	1.5%

➤ Malaysia Consumer CASA ratio +380bps Y-o-Y or +60bps Q-o-Q to 48.8% in Mar-14

➤ Reduced high yielding FDs

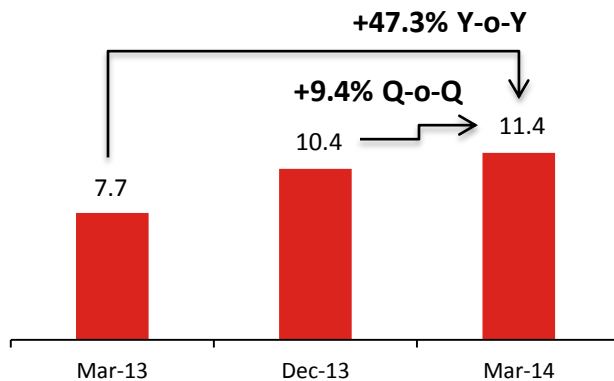
Malaysia : Consumer Key Highlights (1)



	Mar-14		Mar-13	
	Mkt Share	Rank*	Mkt Share	Rank
ASB Financing	26.3%*	2	22.8%	3
Retail CASA	12.0%	3	12.0%	3
Auto	7.8%	5	7.5%	5
Residential Mortgages	12.5%	3	12.9%	3
Non-Residential Mortgages	10.8%	3	10.7%	3
Credit Cards	12.3%	3	11.4%	4

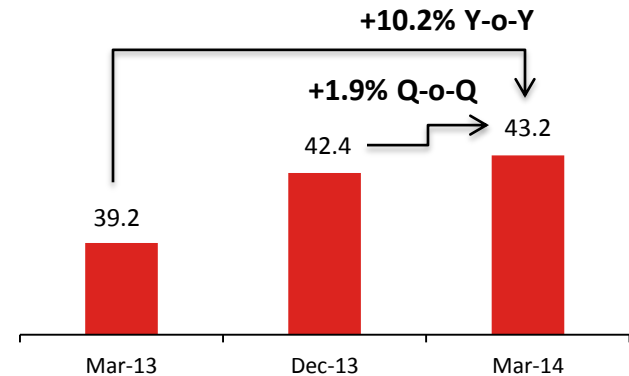
ASB – Loan Base

RM 'bil



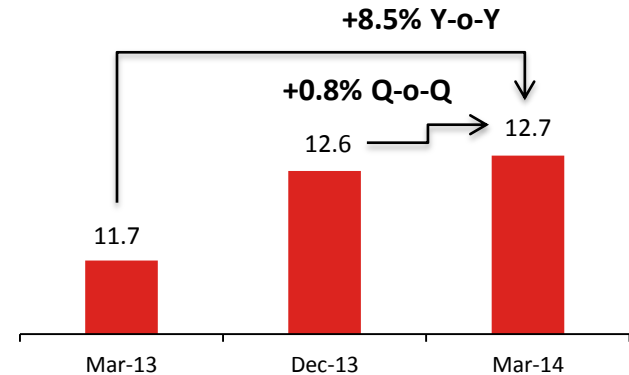
Mortgages – Loan Base

RM 'bil



Auto – Loan Base

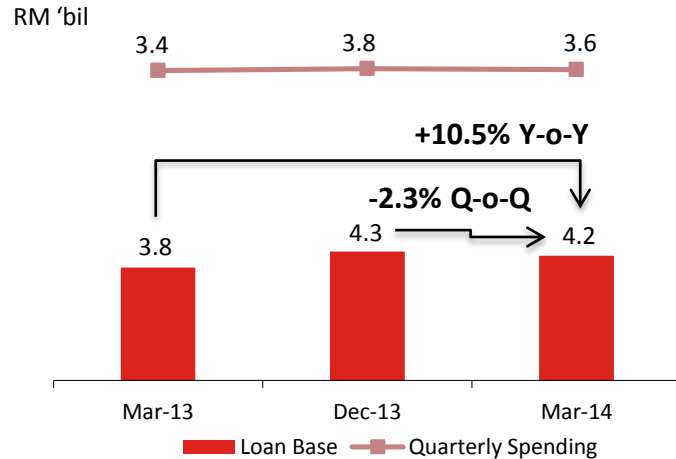
RM 'bil



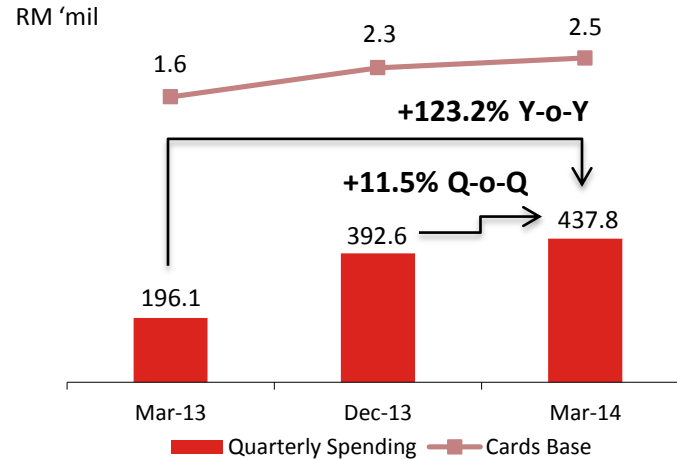
Notes: Loan base excludes bad bank * As at Dec-13
Sources: League table and market share based on central bank and internal data

Malaysia : Consumer Key Highlights (2)

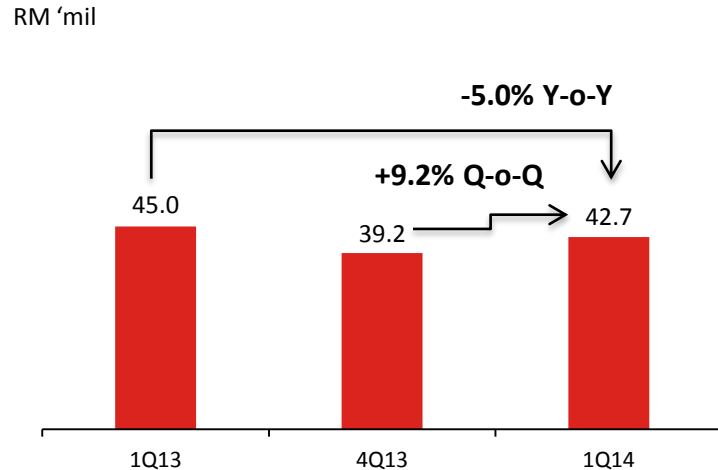
Credit Cards



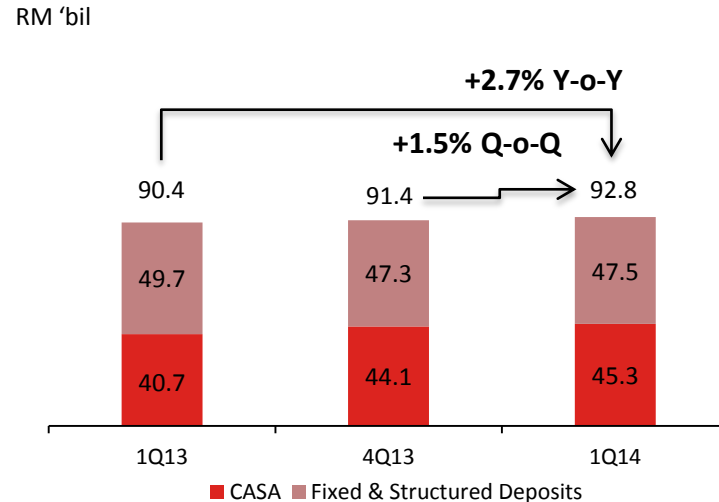
Debit Cards



Wealth Management Income and Banca Fees



Consumer Deposits



Note: Loan base excludes bad bank

Indonesia : Consumer Gross Loans and Deposits

Consumer Gross Loans (IDR 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (41.9%)	47,382	45,090	5.1%	47,879	(1.0%)
Mortgage	22,141	21,160	4.6%	22,409	(1.0%)
Auto	17,995	18,000	0.0%	18,353	(2.0%)
Credit Cards	4,124	3,511	17.5%	4,077	1.2%
Others	3,122	2,419	29.1%	3,040	2.2%
Commercial Banking (56.0%)	63,416	57,312	10.7%	62,825	0.9%
High End	33,954	31,770	6.9%	34,117	(0.5%)
SME and Enterprise	29,462	25,542	15.3%	28,708	2.6%
Mikro Finance (2.1%)	2,419	2,290	5.6%	2,361	2.5%
Total	113,217	104,692	8.1%	113,065	0.1%

Consumer Deposits (IDR 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (59.6%)	76,659	70,710	8.4%	74,748	2.6%
Current	1,651	1,667	(1.0%)	1,812	(8.9%)
Savings	34,911	33,052	5.6%	34,107	2.4%
Fixed & structured deposits	40,097	35,991	11.4%	38,829	3.3%
Commercial Banking (40.4%)	51,927	53,107	(2.2%)	54,469	(4.7%)
Current	24,178	20,936	15.5%	24,480	(1.2%)
Savings	611	517	18.4%	596	2.6%
Fixed & structured deposits	27,138	31,654	(14.3%)	29,393	(7.7%)
Total	128,586	123,817	3.9%	129,217	(0.4%)

Note: Deposits adjusted for high cost saving deposits classified as Structured Deposits

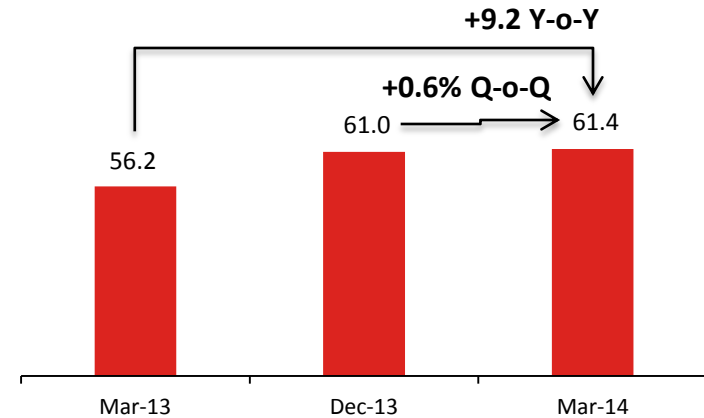
Indonesia : Consumer Key Highlights



	Mar-14 [^]		Mar-13	
	Mkt Share	Rank	Mkt Share	Rank
Deposits	4.5%	5	5.2%	5
Mortgages	7.8%	5	9.1%	5
Credit Cards*	10.9%	4	10.5%	5

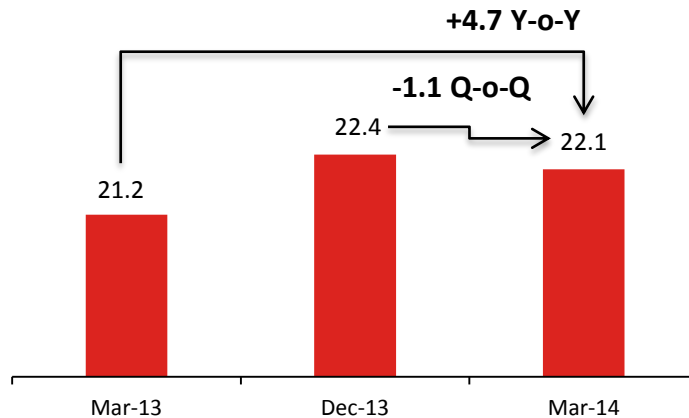
Consumer CASA

IDR 'tril



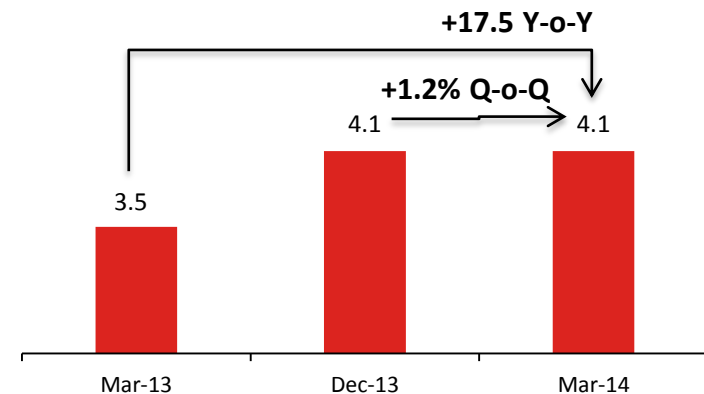
Mortgage – Loan Base

IDR 'tril



Credit Card – Loan Base

IDR 'tril



Notes: [^] As of Feb-14 * Card base

Sources: League table and market share based on central bank and internal data

Thailand : Consumer Gross Loans and Deposits

Consumer Gross Loans (THB 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (62.5%)	73.3	52.8	38.8%	68.8	6.5%
Mortgage	45.8	33.2	38.1%	42.7	7.4%
Auto Loans	18.1	13.0	39.4%	16.9	6.6%
Personal / Others	9.4	6.6	40.8%	9.2	2.0%
Commercial Banking (37.5%)	44.0	37.4	17.7%	43.5	1.1%
Total	117.3	90.2	30.0%	112.3	4.4%

Consumer Deposits (THB 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (89.3%)	98.3	84.0	16.9%	101.6	(3.3%)
Current	0.9	0.8	8.6%	0.8	6.7%
Savings	28.9	27.2	6.2%	29.1	(0.7%)
Fixed & structured deposits	68.5	56.1	22.3%	71.7	(4.5%)
Commercial Banking (10.7%)	11.8	10.3	13.9%	12.2	(3.4%)
Current	0.7	0.5	46.8%	0.6	11.3%
Savings	2.7	2.6	0.9%	3.3	(17.6%)
Fixed & structured deposits	8.4	7.2	16.6%	8.3	1.0%
Total	110.1	94.3	16.7%	113.8	(3.3%)

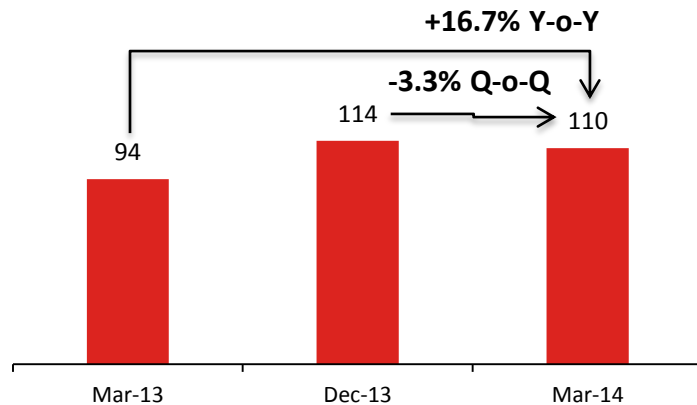
Thailand : Consumer Key Highlights



	Mar-14		Mar-13	
	Mkt Share	Rank	Mkt Share	Rank
Deposits	1.5%	10	1.4%	11
Mortgages*	2.1%	9	1.8%	9
Auto	1.0%	9	0.7%	9
SME Loans	2.1%	7	1.9%	7

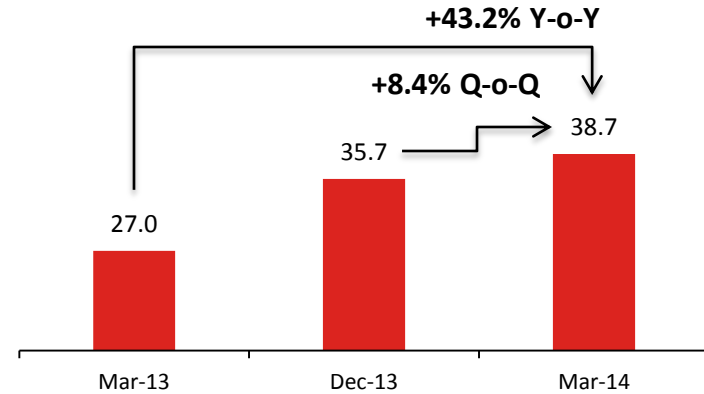
Consumer Deposits

THB 'bil



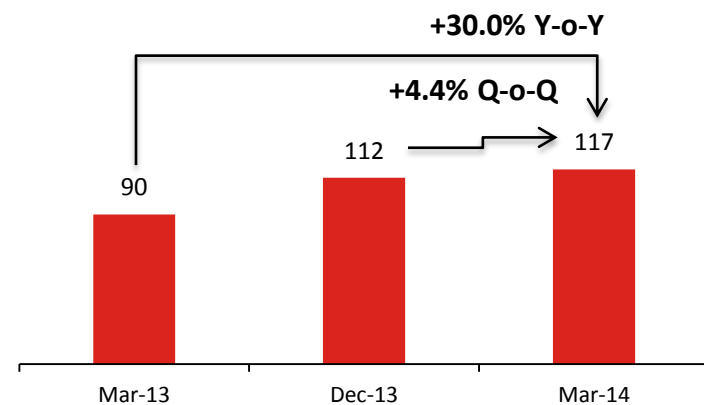
Housing Loans

THB 'bil



Consumer Loans

THB 'bil



Notes: * As of Dec-13 and Mar-13
Source: League table and market share based on internal assumptions

Singapore : Consumer Gross Loans and Deposits

Consumer Gross Loans (SGD 'mil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (43.5%)	2,236	1,810	23.5%	2,100	6.5%
Mortgages	1,541	1,380	11.7%	1,463	5.3%
Term loans	176	147	19.7%	158	11.4%
Credit cards	399	271	47.2%	386	3.4%
Others	121	12	908.3%	93	30.1%
Commercial Banking (56.5%)	2,900	819	254.1%	2,687	7.9%
Total	5,136	2,629	95.0%	4,787	7.3%

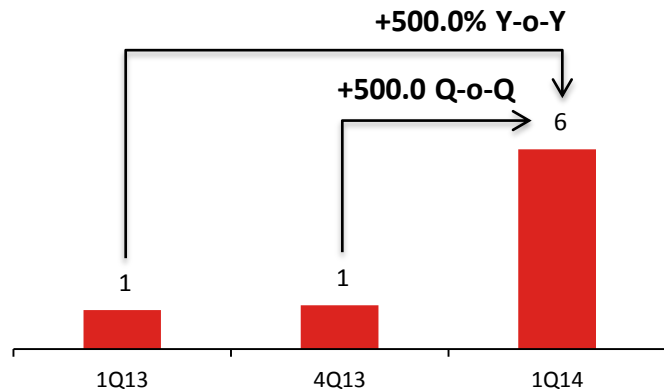
Consumer Deposits (SGD 'mil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Retail Financial Services (67.5%)	4,487	3,314	35.4%	4,133	8.6%
Current	2,758	2,379	15.9%	2,673	3.2%
Savings	678	388	74.7%	610	11.1%
Fixed & structured deposits	1,051	547	92.1%	850	23.6%
Commercial Banking (32.5%)	2,156	1,031	109.1%	1,891	14.0%
Current	480	274	75.2%	407	17.9%
Fixed & structured deposits	1,676	757	121.4%	1,484	12.9%
Total	6,643	4,345	52.9%	6,024	10.3%

➤ 1Q14 surge in Commercial Banking loans mainly driven by RMB trade finance products

Singapore : Consumer Key Highlights

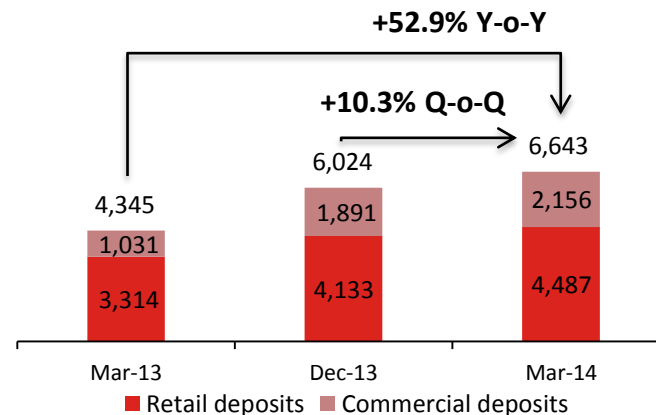
Consumer PBT

SGD 'mil



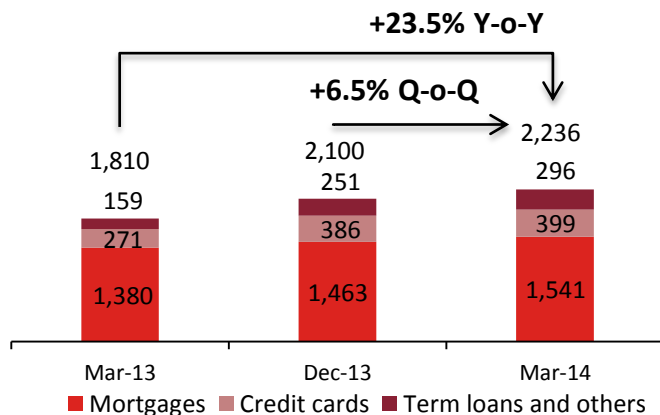
Consumer Deposits

SGD 'mil



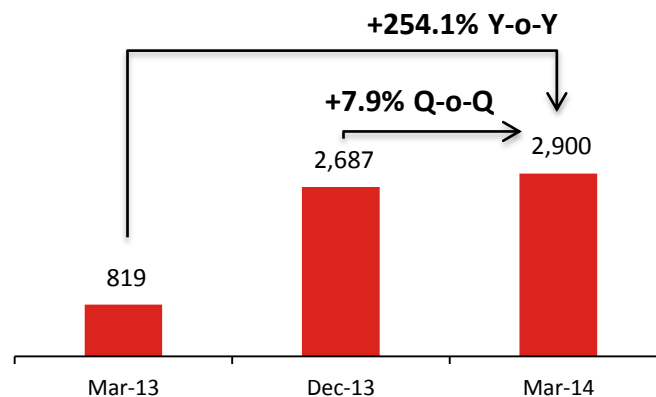
Retail Loan Base

SGD 'mil



Commercial Loan Base

SGD 'mil



Consumer Banking Strategy

Malaysia

- Breakthrough in digital banking, differentiated customer experience, increase share of wallet, focus on fee income, targeted balance sheet growth
- Manage costs

Indonesia

- Enhance digitalisation to drive CASA growth, continuous product innovation, improve credit turn around time, differentiated customer experience, drive cross-sell
- Monitor asset quality

Thailand

- Undertaking project to raise branch productivity
- Developing new products riding on 1Platform and regional support
- Monitor asset quality

Singapore

- Leverage on FAST, enhance digital offerings (mobile and online) and targeted balance sheet growth
- Leverage on CIMB's ASEAN network

New Products & Initiatives

Malaysia



CIMB Kwik Campaign

- ✓ Transact in Google Play/iTunes & get free apps & cash rebates



FIFA Visa Campaign

- ✓ Use CIMB Visa Cards & win a chance to watch World Cup live in Brazil



Preferred Visa Infinite-i

- ✓ Enjoy preferential treatment/rates/bonus points & airport lounge access

Indonesia



Hypermart Savers

- ✓ Receive 10% cashback everyday from CIMB Niaga Hypermart Savers saving account



Swipe & Get a Fabulous Car

- ✓ Win car prizes for highest credit card transaction



Rekening Ponsel

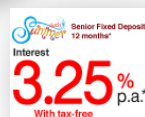
- ✓ Cashback and discounts up to 40% in selected merchants

Thailand



12 months FD

- ✓ Min – max deposit THB 50,000 - 50mm per person



Senior 12 months FD tax-free

- ✓ For 55 years old people
- ✓ Min & Max deposit THB 10,000 – 500,000



Deposit Campaigns

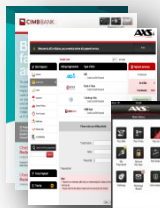
- ✓ Welcome Rate up to 3.5% p.a.
- ✓ FD promo 3.25% p.a.
- ✓ Full of Love campaign

Singapore



Wealth Management & Banca

- ✓ 1Q14 Investments and Bancassurance Customer Campaign



Credit Cards

- ✓ IT Show 2014 Promotion
- ✓ CNY 2014
- ✓ Pay online/app



Deposits Campaigns

- ✓ CNY FD
- ✓ Roving Moneyman
- ✓ Islamic Deposit Sure-Win
- ✓ Why Wait FD-i 50 for 50

CIMB Group : 1Q14 Results

3.2 Regional Wholesale Banking

Wholesale Banking

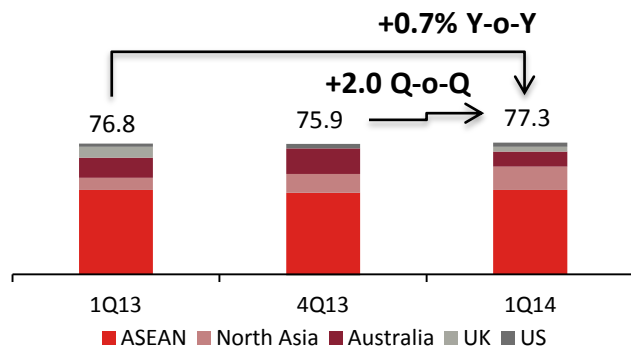
(RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Net interest income	700	703	(0.4%)	725	(3.4%)
Non interest income	624	574	8.7%	640	(2.5%)
Operating income	1,324	1,277	3.7%	1,365	(3.0%)
Overhead expenses	(645)	(556)	16.0%	(573)	12.6%
PPOP	679	721	(5.8%)	792	(14.3%)
(Provisions) / Writeback	15	1	>1000%	(104)	n.a.
PBT	694	722	(3.9%)	688	0.9%

Wholesale Banking : Investment Banking

(RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Net interest income	24	23	4.3%	26	(7.7%)
Non interest income	279	252	10.7%	242	15.3%
Operating income	303	275	10.2%	268	13.1%
Overhead expenses	(296)	(221)	33.9%	(219)	35.2%
PPOP	7	54	(87.0%)	49	(85.7%)
(Provisions) / Writeback	1	(3)	n.a.	(4)	n.a.
PBT	8	51	(84.3%)	45	(82.2%)

Institutional Brokerage Income (Ex-ECM)

RM 'mil	1Q13 vs 1Q14	
ASEAN		+0.1%
Ex-ASEAN		+1.8%



- From 1Q14, the financial performance of the enlarged platform arising from the acquisition of the APAC (ex-Japan) cash equities and IB businesses from RBS will be reported under IB

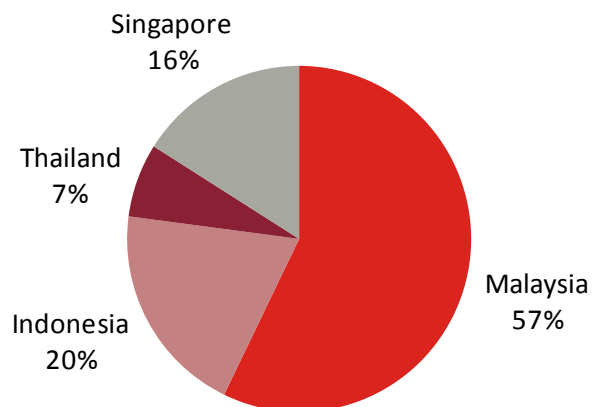
Wholesale Banking : Corporate Banking

(RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Net interest income	401	397	1.0%	417	(3.8%)
Non interest income	205	174	17.8%	217	(5.5%)
Operating income	606	571	6.1%	634	(4.4%)
Overhead expenses	(208)	(204)	2.0%	(210)	(1.0%)
PPOP	398	367	8.4%	424	(6.1%)
(Provisions) / Writeback	12	5	140.0%	(101)	n.a.
PBT	410	372	10.2%	323	26.9%

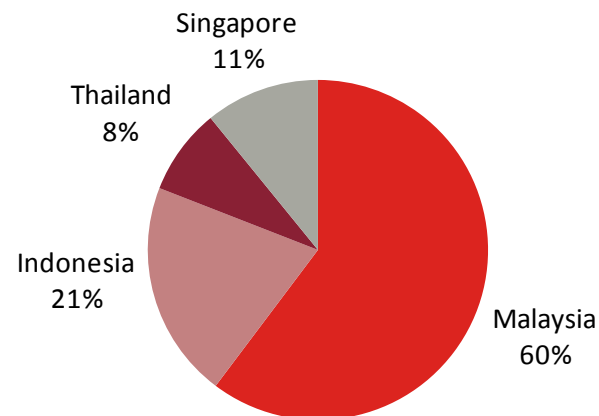
Corporate Banking : Gross Loans

Country	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Malaysia (RM 'bil)	42.6	41.8	2.0%	44.7	(4.8%)
Indonesia (IDR 'bil)	47,744	42,370	12.7%	43,919	8.7%
Thailand (THB 'bil)	50.7	50.0	1.3%	55.2	(8.2%)
Singapore (SGD 'bil)	4.6	3.0	52.2%	4.5	3.2%
Total Corporate Loans (RM 'bil)	74.6	69.3	7.6%	74.7	(0.2%)

31 Mar 14



31 Mar 13



Corporate Banking : Deposits


Country	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Malaysia (RM 'bil)	86.0	90.1	(4.6%)	91.4	(5.9%)
Indonesia (IDR 'bil)	32,833	43,507	(24.5%)	34,520	(4.9%)
Thailand (THB 'bil)	41.7	41.4	0.5%	38.3	8.7%
Singapore (SGD 'bil)	2.6	2.3	13.0%	2.9	(10.3%)
Total Corporate Deposits (RM 'bil)	106.5	114.3	(6.8%)	112.2	(5.1%)


Divisions / Products (RM 'bil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Current	16.2	18.6	(12.9%)	16.0	1.3%
Savings	1.2	1.2	-	1.1	9.1%
Fixed and Structured Deposits	89.1	94.5	(5.8%)	95.1	(6.3%)
Total	106.5	114.3	(6.8%)	112.2	(5.1%)


Wholesale Banking : Treasury & Markets


(RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Net interest income	275	283	(2.8%)	282	(2.5%)
Non interest income	140	148	(5.4%)	181	(22.7%)
Operating income	415	431	(3.7%)	463	(10.4%)
Overhead expenses	(141)	(131)	7.6%	(144)	(2.1%)
PPOP	274	300	(8.7%)	319	(14.1%)
(Provisions) / Writeback	2	(1)	n.a.	1	100.0%
PBT	276	299	(7.7%)	320	(13.8%)

IB Market Share and Ranking (1)

	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities	11.4%	1	11.3%	1
IPO	-	-	14.6%	2
ECM	36.7%	1	13.2%	2
EQL Products	-	-	-	-
M&A	29.5%	1	49.8%	1
Syndication ^	11.6%	2	-	-
DCM Domestic	36.8%	1	21.9%	1
Sukuk	40.7%	1	20.2%	2

	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.4%	7	6.4%	2
IPO	-	-	-	-
ECM	-	-	-	-
EQL Products	-	-	-	-
M&A	-	-	15.7%	1
Syndication ^	-	-	1.6%	23
DCM	17.3%	1	8.9%	5


	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.1%	4	4.1%	9
IPO	-	-	-	-
ECM	-	-	-	-
EQL Products	-	-	-	-
M&A	-	-	-	-
Syndication ^	-	-	-	-
DCM	8.0%	6	6.9%	6

	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities	10.0%	1	9.4%	2
IPO	18.4%	1	-	-
ECM	9.2%	4	-	-
EQL Products	-	-	-	-
M&A	0.2%	30	>0.1%	15
Syndication ^	1.0%	24	-	-
DCM	5.0%	8	-	-


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

Note: ^ Mandated lead arranger

IB Market Share and Ranking (2)

	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.4%	48	0.2%	67
IPO	2.5%	10	3.9%	11
ECM	1.3%	22	0.3%	21
EQL Products	-	-	-	-
M&A	-	-	2.6%	12
Syndication ^	-	-	-	-

ASEAN	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities #	8.3%	6	7.0%	7
IPO	9.7%	1	1.0%	16
ECM	17.8%	1	6.0%	7
EQL Products	-	-	-	-
M&A	2.6%	9	21.9%	1
Syndication ^	4.1%	5	0.4%	44
DCM Domestic	16.1%	1	9.8%	2

	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities	1.4%	16	1.9%	12
IPO	5.1%	6	-	-
ECM	2.1%	11	-	-
M&A	2.1%	14	2.4%	14

APAC (ex-Japan) *	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Cash Equities #	3.1%	12	1.1%	16
IPO	3.4%	6	1.7%	11
ECM	3.9%	9	1.6%	16
EQL Products	-	-	-	-
M&A	0.7%	24	1.7%	19
Syndication ^	0.9%	29	0.1%	125
DCM Domestic	1.5%	21	0.7%	44
Sukuk	36.4%	1	16.2%	2

Global	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Sukuk	23.9%	1	5.3%	6

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data
 Note: ^ Mandated lead arranger * Excludes A-Share # FY13 vs FY12

Notable Deals

DCM



TNB Western Energy Berhad
RM3.655 bil Sukuk



Export-Import Bank of Malaysia Berhad
USD1.0 bil Multicurrency Sukuk Programme via EXIM Sukuk Malaysia Berhad
(The world's first Export-Import bank to issue USD sukuk)



PT Federal International Finance
IDR1.55 tril Senior Debt via 1st Shelf Registration Programme Phase 3 of IDR10.0 tril



Housing & Development Board
SGD750 mil 3.008% 7 year Medium Term Notes Due March 2021 Issued under the SGD22 billion Multicurrency Medium Term Note Programme



TPI Polene PCL
THB5.0 bil Senior Unsecured Debentures



China Development Bank Corporation
CNH1.0 bil Bonds due 2017



Islamic Development Bank
USD1.5 bil Trust Certificates due 2019 issued via IDB Trust Services Limited

ECM



Malaysia Airports Holdings Berhad
RM980.0 mil New Share Placement

M&A



Sapurakencana Petroleum Berhad
USD898.0 mil acquisition of the entire issued and outstanding common shares of Newfield Malaysia Holding Inc. from Newfield International Holdings Inc.



Uni.Asia Capital Sdn Bhd
RM518.0 mil disposal of Uni.Asia Life Assurance Berhad to Pramerica BSN Holdings Sdn Bhd



Warrnambool Cheese & Butter Factory
AUD603.0 mil acquisition of Warrnambool Cheese & Butter Factory by Saputo Inc., representing a 108% takeover premium

IPO



Sunshine 100 China Holdings Limited
USD258.0 mil IPO on Hong Kong Stock Exchange



Harbin Bank Co., Ltd.
USD1.13 bil IPO on Hong Kong Stock Exchange



EuroSports Global Limited
SGD22.4 mil IPO on Singapore Stock Exchange



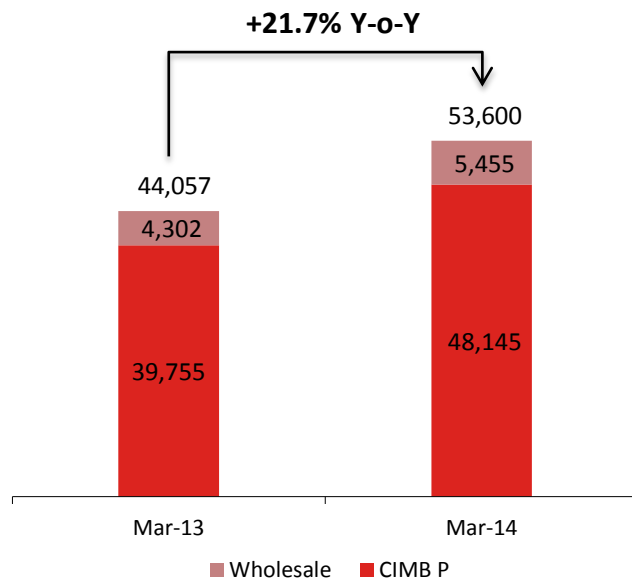
OUE Commercial Real Estate Investment Trust
SGD346.4 mil IPO on Singapore Stock Exchange

Group Asset Management

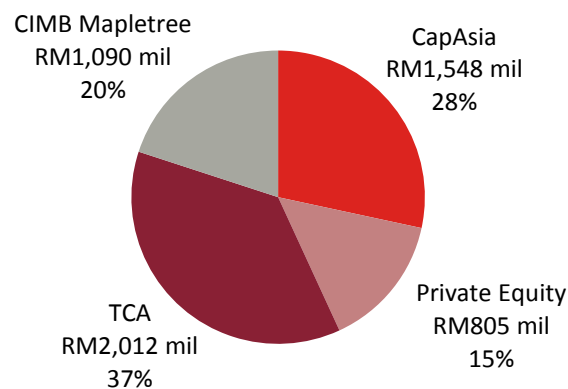
PBT (RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
CIMB-P Group	21.6	15.8	36.8%	12.3	75.3%
Wholesale	3.8	4.2	(11.3%)	6.2	(39.0%)
Total	25.3	20.0	26.6%	18.5	37.2%

Asset Under Management

RM 'mil



Wholesale AUM as at 31 Mar 2014



CIMB Group : 1Q14 Results

3.3 Investments

Investments

(RM 'mil)	1Q14	1Q13	1Q13 BAU*	Y-o-Y BAU	4Q13	Q-o-Q
Net interest income	205	119	119	72.3%	160	28.1%
Non interest income	50	671	156	(67.9%)	293	(82.9%)
Total income	255	790	275	(7.3%)	453	(43.7%)
Overhead expenses	(125)	(409)	(209)	(40.2%)	(330)	(62.1%)
PPOP	130	381	66	(97.0%)	123	5.7%
(Provisions) / Writeback	(19)	-	-	-	(27)	(29.6%)
Share of JV / associates	34	73	73	(53.4%)	51	(33.3%)
PBT	145	454	139	4.3%	147	(1.4%)

Note: * Excludes gains from sale of CIMB Aviva (RM515 mil) and restructuring charges (RM200 mil)

Strategic Investments



19.99%

RM 'mil	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
PAT to CIMB Group	33.1	16.7	98.2%	26.4	25.4%

- 1Q14 vs 1Q13: Higher PAT mainly from increase in loans outstanding and income from HTM fixed income investments
- 1Q14 vs 4Q13: Growth from higher income from HTM fixed income investments and lower operating cost from absence of network expansion expenses



52.22%

RM 'mil	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
PAT to CIMB Group	3.8	3.9	(1.1%)	(1.1)	n.a.

- 1Q14 vs 1Q13: Lower due to higher costs from Smart Tag & customized cards
- 1Q14 vs 4Q13: Positive PAT mainly due to lower provisions
- Volume of usage transactions processed increased from 30.2 mil Q-o-Q to 278.4 mil and increased 92.3 mil to 101.6 mil Y-o-Y



27.06%

15.11%*

RM 'mil	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
PAT to CIMB Group	7.8	29.3	(73.4%)	-	n.a.

- 1Q14 vs 1Q13: Lower PAT due to the absence of one-off gains from the IPO of TIH
- 1Q14 vs 4Q13: Higher PAT due to recognition of TIH's earnings (via Tune Money) prior to dividend in specie to CIMB Group

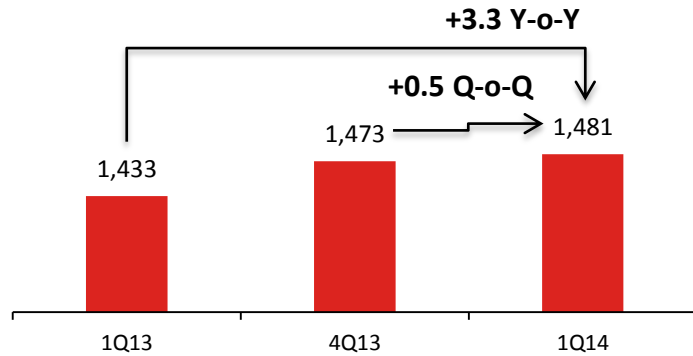
CIMB Group : 1Q14 Results

4. Country Analysis

Indonesia : Holding Steady in 1Q

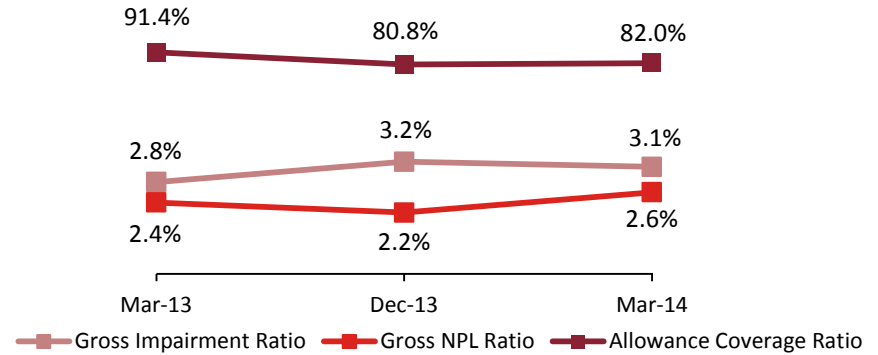
CIMB Niaga PBT

IDR 'bil



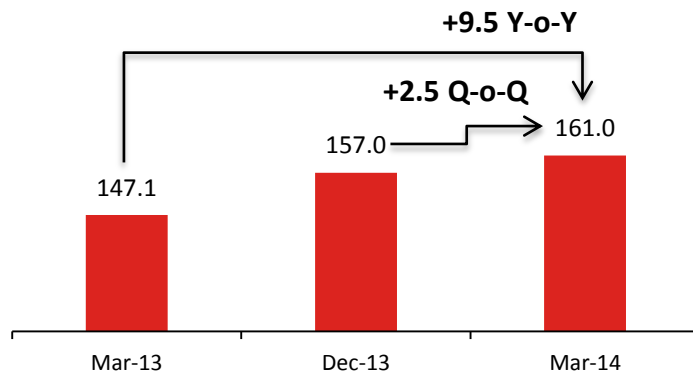
Asset Quality

%



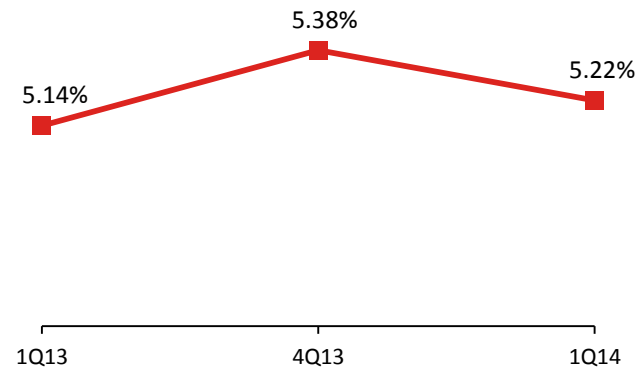
Gross Loans

IDR 'tril



NIM *

%



Notes: * Annualised and monthly average

CIMB Niaga : Earnings Summary



(IDR 'bil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Net interest income	2,525	2,430	3.9%	2,609	(3.2%)
Non interest income	855	837	2.2%	856	(0.1%)
Operating income	3,380	3,267	3.5%	3,465	(2.5%)
Overhead expenses	(1,698)	(1,548)	9.7%	(1,634)	3.9%
PPOP	1,682	1,719	(2.2%)	1,831	(8.1%)
Provisions	(201)	(286)	(29.7%)	(358)	(43.9%)
PBT	1,481	1,433	3.3%	1,473	0.5%
Net profit	1,098	1,054	4.2%	1,071	2.5%
PBT (RM 'mil)	413	456	(9.4%)	405	2.0%
PAT (RM 'mil)	306	335	(8.7%)	294	4.1%
EPS (sen)	43.7	41.9	4.2%	42.6	2.6%
ROE (Annualised)	16.7%	18.3%	(160bps)	16.9%	(20bps)
(IDR 'bil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Securities	11	14	(21.4%)	30	(63.3%)
CIMB Sun Life	(7)	(12)	41.7%	14	n.a.

CIMB Niaga : Key Ratios

(Consolidated, %)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
ROE ^	16.7	18.3	↓	16.9	↓
NIM ^	5.22	5.14	↑	5.38	↓
Cost to Income	50.2	47.4	↑	47.2	↑
Loan Loss Coverage #	98.8	108.8	↓	116.5	↓
Allowance Coverage	82.0	91.4	↓	80.8	↑
Loan Loss Charge ^	0.5	0.8	↓	0.9	↓
Gross Impaired Loans Ratio	3.1	2.8	↑	3.2	↓
Gross NPL (BI Definition) #	2.6	2.4	↑	2.2	↑
Loan to Deposit (LDR)	98.4	86.7	↑	94.5	↑
Modified LDR *	91.1	81.3	↑	87.2	↑
CAR	16.4	16.1	↑	15.4	↑
CASA ratio	44.8	46.5	↓	44.0	↑

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

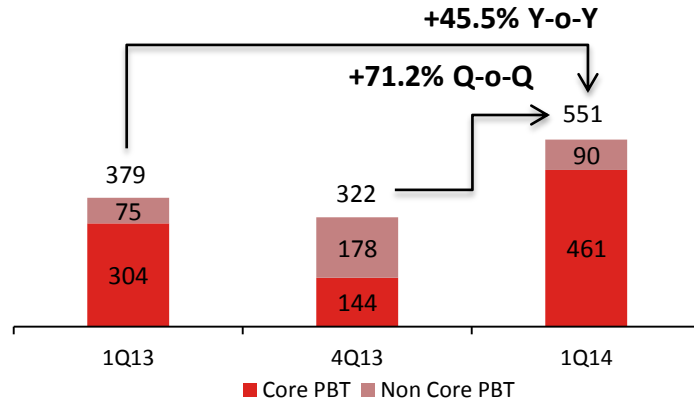
Based on BI definition

^ Annualised and monthly average

Thailand : Banking Improving; Securities Struggled

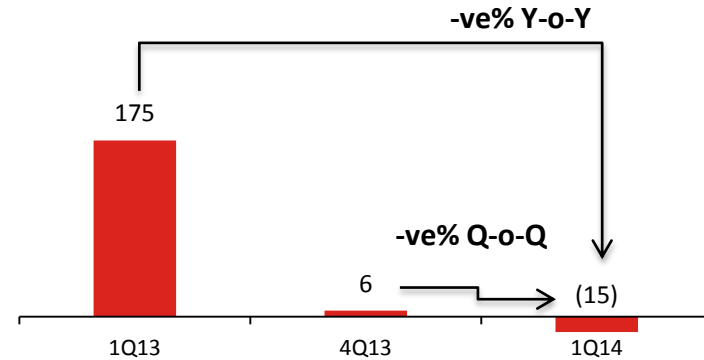
CIMB Thai's PBT

THB 'mil



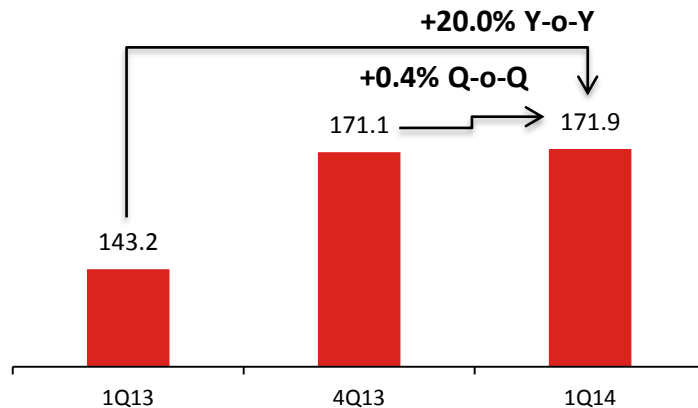
Securities PBT

THB 'mil



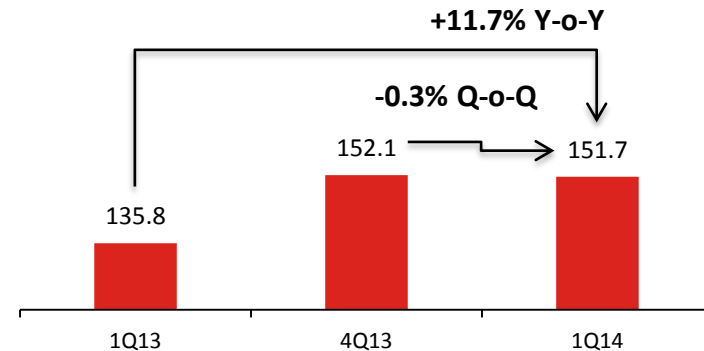
Gross Loans

THB 'bil



Total Deposits

THB 'bil



CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Net interest income	1,855	1,460	27.1%	1,807	2.7%
Non interest income	843	514	64.2%	2,056	(59.0%)
Operating income	2,698	1,974	36.7%	3,863	(30.1%)
Overhead expenses	(1,678)	(1,382)	21.4%	(1,639)	2.3%
PPOP	1,020	592	72.4%	2,223	(54.1%)
Provisions	(470)	(213)	120.1%	(1,902)	(75.3%)
PBT	551	379	45.5%	322	71.2%
Net Profit	441	313	40.8%	530	(16.8%)
EPS (THB)	0.02	0.01	40.8%	0.03	(16.8%)
Net Profit (RM 'mil)	44	33	34.1%	53	(16.8%)
PBT (RM 'mil) *	60	38	59.0%	157	(61.8%)
PAT (RM 'mil) *	46	28	63.2%	167	(72.7%)
ROE (Annualised)	8.0%	6.1%	190bps	9.6%	(160bps)
Before GAAP Adjustments (THB 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
Securities	(15)	175	n.a.	6	n.a.
STAMC	165	54	205.6%	37	345.9%

Note: * After GAAP and FRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
ROE ^	8.0	6.1	↑	9.6	↓
NIM ^	3.27	3.17	↑	3.12	↑
Cost to Income	62.2	70.0	↓	42.4	↑
Loan Loss Coverage **	100.6	86.1	↑	107.8	↓
Loan Loss Charge ^	1.1	0.6	↑	4.4	↓
Gross NPL ratio **	3.1	2.6	↑	2.5	↑
Net NPL ratio **	1.8	1.8	↔	1.7	↑
Loan to Deposit	113.3	105.4	↑	112.5	↑
Loan to Deposit + BE + STD	92.4	90.4	↑	91.6	↑
CAR *	13.3	15.1	↓	14.1	↓
CASA ratio #	32.2	33.1	↓	31.6	↑

Notes: * Bank Only

** Excludes STAMC

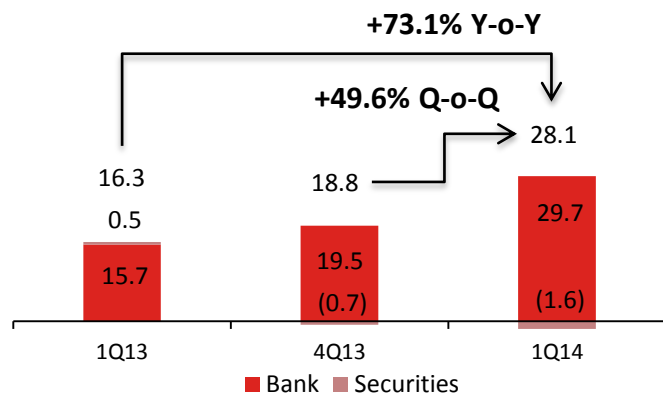
^ Annualised

Fixed deposit receipt call reclassified as savings from fixed deposits

Singapore : Strong Momentum

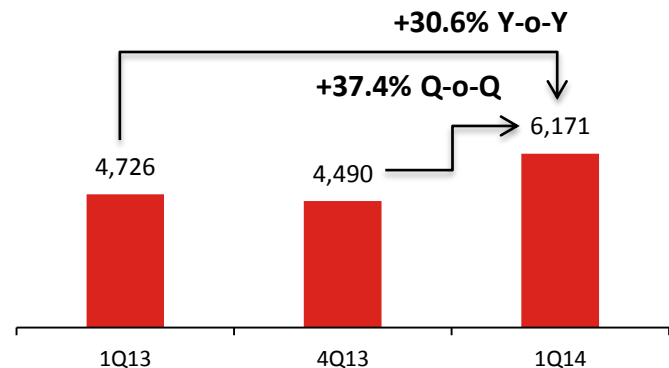
PBT

SGD 'mil



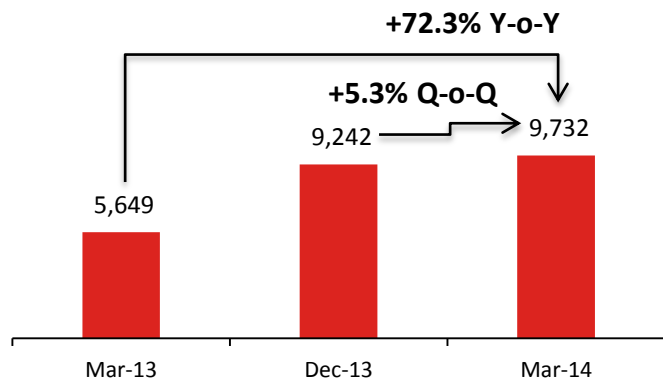
Forex Volume

SGD 'mil



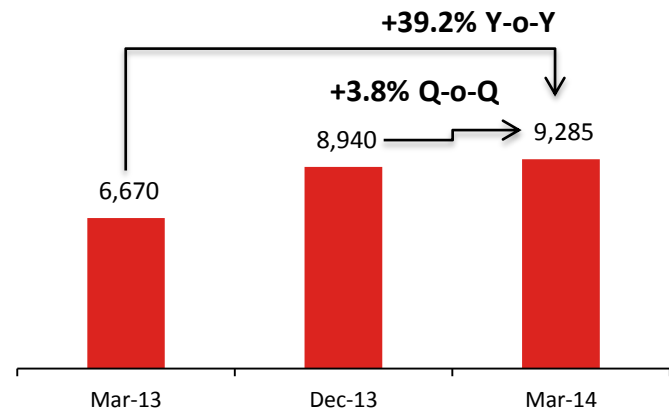
Gross Loans

SGD 'mil



Total Deposits

SGD 'mil



CIMB Group : 1Q14 Results

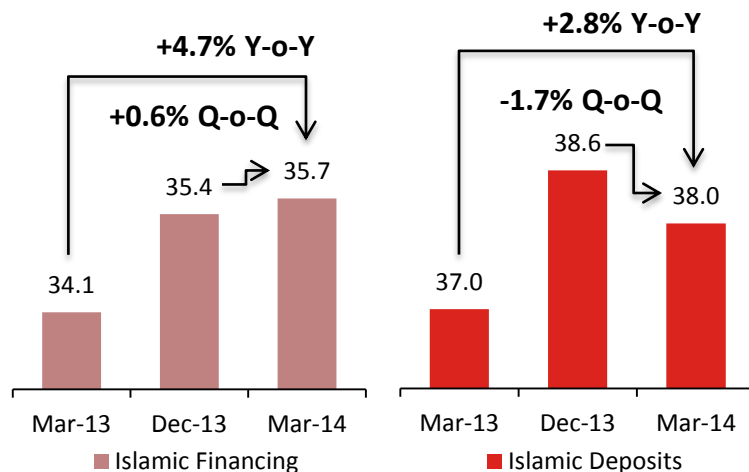
5. Other Highlights

Ranking of Total Islamic Assets as at 31 Dec 2013

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	125,057	29%
2	CIMB Islamic	49,423	11%
3	Bank Islam	42,837	10%
4	PBB-i	34,473	8%
5	AmlIslamic	33,052	8%

Islamic Deposits and Financing

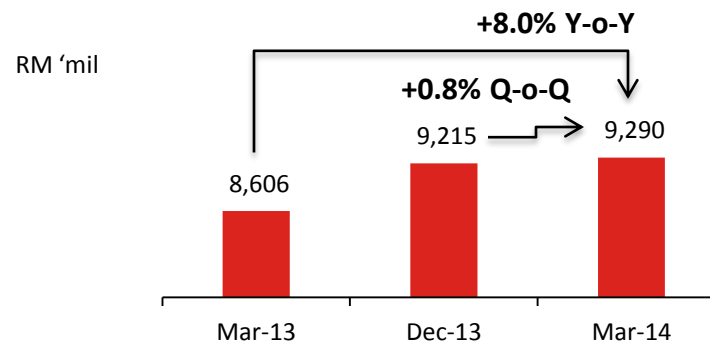
RM 'bil



Sukuk	1Q14		1Q13	
	Market Share	Rank	Market Share	Rank
Malaysia	40.7%	1	20.2%	2
Global	23.9%	1	5.3%	6

Islamic Residential Mortgage and Market Share

Ranking	2	2	n.a.
Market Share	16.9%	14.9%	14.2%



Banca & Insurance

PBT (RM 'mil)	1Q14	1Q13	Y-o-Y	4Q13	Q-o-Q
CIMB Sun Life	(1.8)	(3.9)	52.6%	4.7	n.a.
Others*	1.7	0.3	481.3%	2.6	(32.9%)
Total CIG & GID	(0.1)	(3.6)	97.1%	7.3	n.a.

Banca Income (RM 'mil)	Y-o-Y
Malaysia	37.9%
Indonesia	(17.4%)
Thailand	28.2%
Singapore	76.9%
Total	(3.1%)

Note: * Includes CIG, CIMB Insurance Brokers, GID expenses

CIMB Group : 1Q14 Results

6. Financial Targets

New Targets for 2014

	1Q14 Y-o-Y	FY14
ROE	13.0% ¹	13.5-14.0%
TSR	-4.5% > FBMKLCI	> FBMKLCI
Dividend	-	40%
Total Loans Growth *	12.4% (14.0%~)	14%
Loan loss charge	0.19% ¹	35-40bps
Total Capital (CIMB Group) ^	14.8% ²	> 13%
CET 1 (CIMB Group) ^	9.6% ²	> 8.5%
Leverage (CIMB Group) ^	16.5x ²	< 20x

Notes: * Excluding bad bank ^ Basel III ~ Excluding FX fluctuations
 1. 1Q14 annualised 2. As at 31 Mar 2014 3. 1Q14

CIMB Group : 1Q14 Results

8. Final Remarks

Final Remarks

- Reasonable first quarter given the drop in CIMB Niaga's contribution and weak capital markets
- Net interest income set to grow well but capital markets remain difficult and asset quality needs to be closely watched in Indonesia and Thailand
- Operating environment in Indonesia remains challenging while protracted political tensions in Thailand has dimmed outlook for banks
- Malaysia, Singapore and cross border flows continue to offer good growth opportunities
- With Corporate Banking and Consumer Banking at 70% of PBT and with new capital, focus will be on balance sheet / NIM optimisation as well as cost management

THANK YOU

Appendices

Consolidated Balance Sheet Changes

(RM 'mil)	31 Mar 14	31 Mar 13	Y-o-Y	31 Dec 13	Q-o-Q
Cash & short term funds	30,955	36,065	(14%)	33,679	(8%)
Securities purchased under resale agreements	4,623	11,082	(58%)	8,261	(44%)
Deposits & placements with financial institutions	4,823	9,617	(50%)	3,789	27%
Financial assets held for trading	25,866	27,745	(7%)	23,403	11%
Money Market	15,315	18,455	(17%)	12,734	20%
Corporate Bonds	8,011	7,638	5%	8,442	(5%)
Equity	2,540	1,652	54%	2,228	14%
Financial investments available for sale	31,699	29,492	7%	30,334	4%
Financial investments held to maturity	12,986	8,742	49%	10,821	20%
Loans, advances & financing	234,197	208,388	12%	228,432	3%
Other assets	34,891	33,928	3%	32,194	8%
Total assets	380,040	365,059	4%	370,913	2%
Deposits from customers	262,018	264,787	(1%)	263,004	(0%)
Deposits & placements of banks and other FI	22,880	19,025	20%	20,728	10%
Other borrowings	28,807	23,266	24%	28,177	2%
Other liabilities	29,816	26,994	10%	27,775	7%
Total liabilities	343,521	334,072	3%	339,684	1%
Shareholders' funds	35,554	29,995	19%	30,271	17%
Total liabilities & equity	380,400	365,059	4%	370,913	2%

Asset Quality Ratios – CIMB Group

