



# Analyst Presentation 1Q20 Results

CIMB Group Holdings

22 May 2020

**FORWARD**  **Together**





01

# Overview

# Key Highlights



Higher Provisions from Singapore



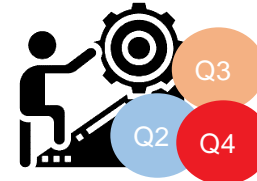
Trading Income Weak in March



Overheads Under Control



Mitigating Actions on Costs Will Be Key



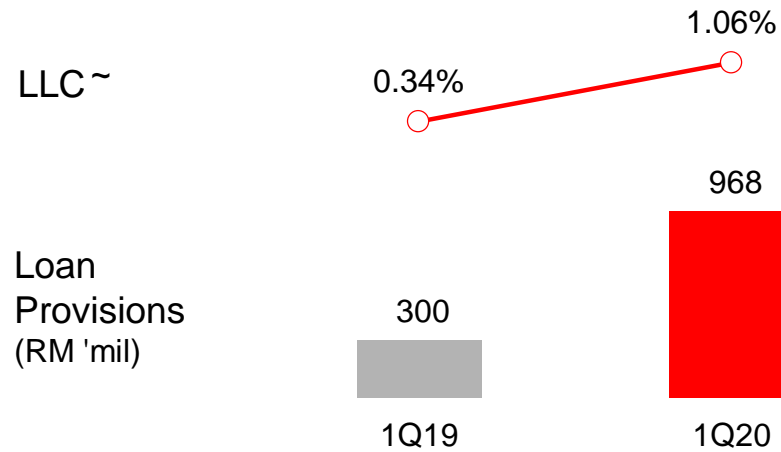
Up-Coming Quarters Remain Challenging

- 1Q20 ROE stood at 3.7%, with net profit falling 57.4% due to higher provisions from Singapore
- Operating income -0.6% YoY as NOII fell 15.5% due to weak trading income, while NII rose 4.8%
- NIM held up well, declining only 4bps YoY to 2.44% despite two OPR cuts in MY
- Opex remain under control at +0.7% YoY. 1Q20 CIR rose to 56.0% from the negative JAW
- Consumer and Commercial Banking performed commendably at the PPOP level. Wholesale affected by the weaker macro environment
- Provisions +222.7% YoY from Consumer and Commercial Banking. Credit cost of 1.06% (c. 0.34% in 1Q19) above target of 40-50bps for 2020
- Gross loans and deposits +3.8% and +3.9% YoY respectively
- CET1 stood at 12.5% as at end Mar-19



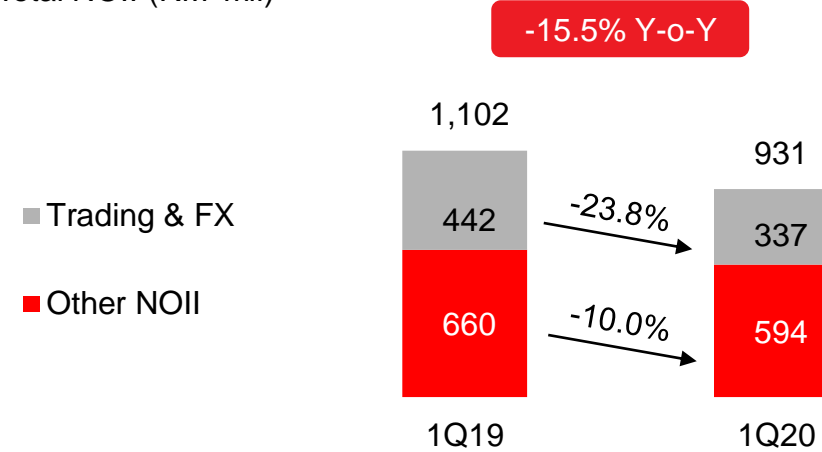
# Key Business/Operational Highlights

## 1Q20 Provisions Higher from Singapore

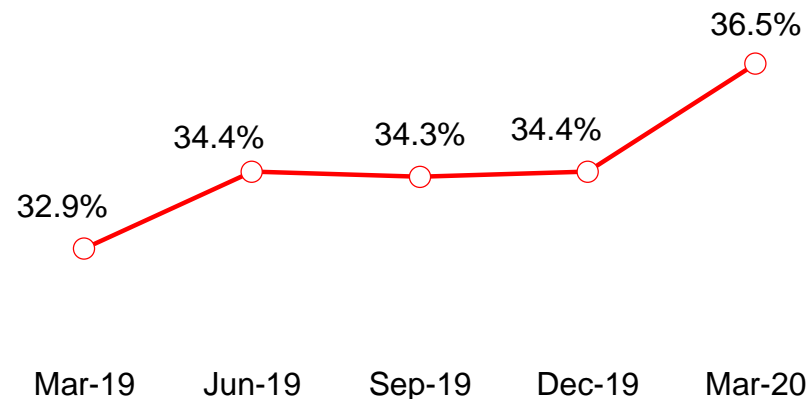


## Weaker NOII from Trading & FX

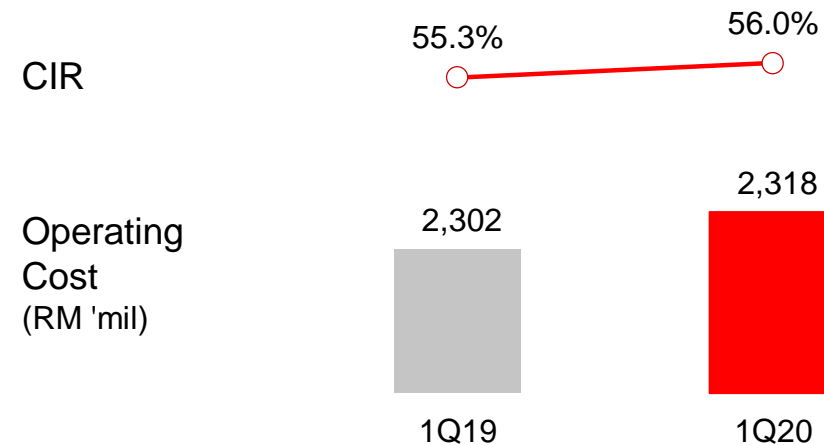
Total NOII (RM 'mil)



## Improving CASA Ratio

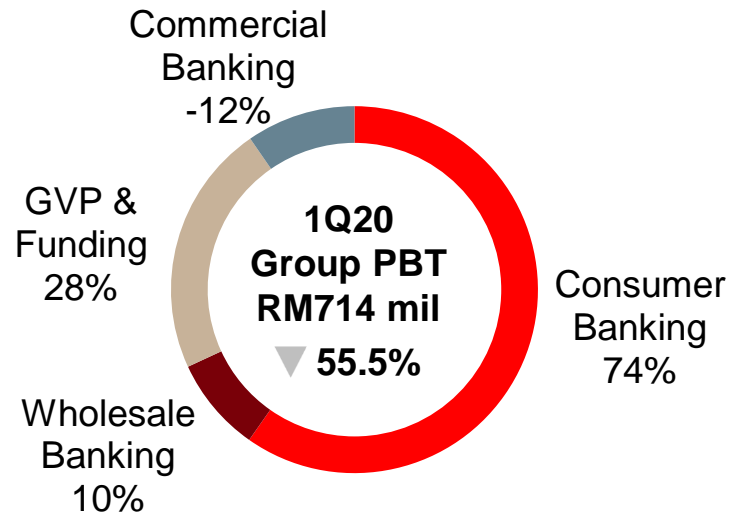


## Costs Well Under Control



Note: ~Annualised

# PBT By Segment



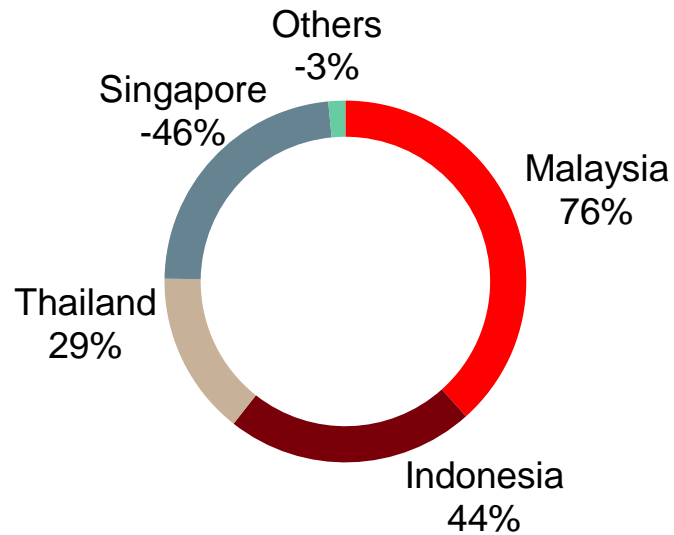
- Weaker Consumer PBT from higher Malaysia provisions arising from the softer environment
- Commercial impacted by one material provision in Singapore
- Wholesale lower from weaker trading income in March 2020 and higher Indonesia provisions
- GVP lower YoY from continued investments in TnG, Vietnam and the Philippines. QoQ improvement from less aggressive marketing campaigns
- Group Funding driven by higher trading income

|       | Consumer Banking | Commercial Banking | Wholesale Banking | GVP & Funding~ |
|-------|------------------|--------------------|-------------------|----------------|
| Y-o-Y | ▼ 8.5%           | ▼ 127.4%           | ▼ 84.7%           | ▼ 15.5%        |
| Q-o-Q | ▼ 10.8%          | ▼ 134.6%           | ▼ 82.5%           | ▲ 77.5%        |



Note: ~ 4Q19: Excludes transformational cost RM17mil; Impairment and write off of intangible assets of RM277mil

# PBT By Country



- Malaysia PBT lower from weaker trading income, higher Consumer provisions and lower NII from two OPR cuts
- Indonesia PBT declined YoY from higher Corporate & Commercial provisions. But lower QoQ provisions led to PBT improvement
- Thailand improved YoY from 6.5% loan growth and stronger NOII due to treasury income
- Singapore PBT impacted by higher provisions from a single Commercial account

|       | Malaysia ~ | Indonesia  | Thailand | Singapore |
|-------|------------|------------|----------|-----------|
| Y-o-Y | ▼ 33.4%    | ▼ 9.1%     | ▲ 50.3%  | ▼ 445.9%  |
| Q-o-Q | ▼ 45.1%    | ▲ >1000.0% | ▲ 29.8%  | ▼ 358.3%  |

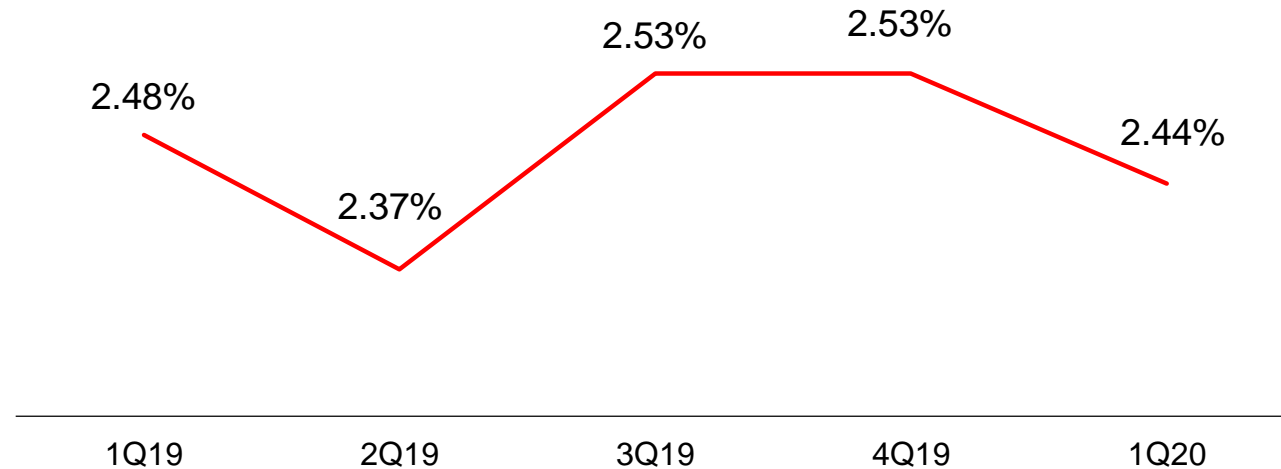


Note: ~ 4Q19: Excludes transformational cost RM17mil; Impairment and write off of intangible assets of RM277mil

# Operating Income

| (RM 'mil)           | 1Q20         | Y-o-Y         | Q-o-Q         |
|---------------------|--------------|---------------|---------------|
| Net interest income | 3,212        | 4.8%          | (4.0%)        |
| Non interest income | 931          | (15.5%)       | (20.9%)       |
| <b>Total</b>        | <b>4,143</b> | <b>(0.6%)</b> | <b>(8.4%)</b> |

## Net Interest Margin\*



- Operating income marginally lower YoY. NOII -15.5% from 23.8% YoY decline in trading & FX income, partially offset by better NII from 3.8% loan growth
- Operating environment materially affected by Covid-19 and macro weakness evidenced by the significantly weaker trading income in March 2020
- NIM declined 4bps YoY and 9bps QoQ from compression in all core markets



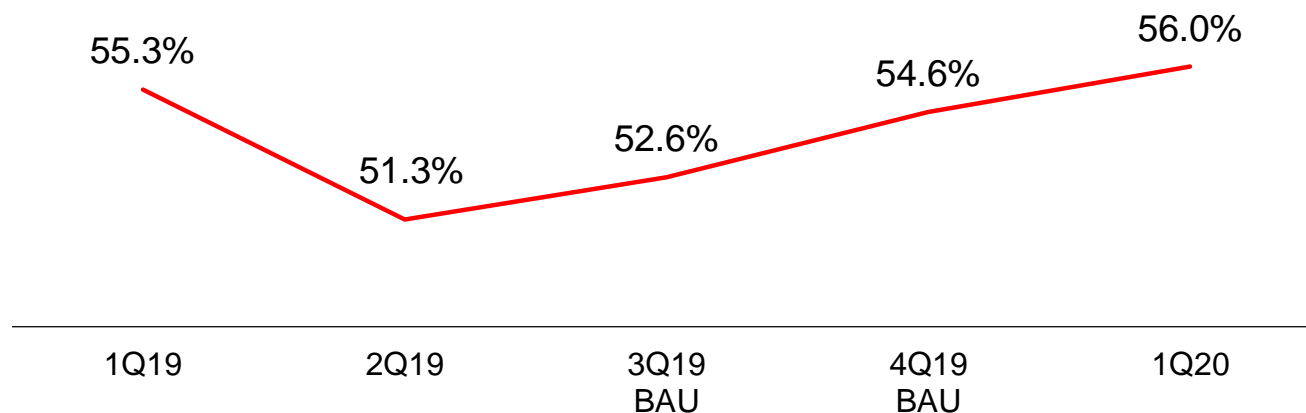
Note: \* Annualised

# Operating Expenses

| (RM 'mil)       | 1Q20         | Y-o-Y       | Q-o-Q<br>BAU^ |
|-----------------|--------------|-------------|---------------|
| Personnel       | 1,351        | -           | 1.4%          |
| Establishment   | 497          | (1.2%)      | (4.4%)        |
| Marketing       | 96           | 41.2%       | (37.3%)       |
| Admin & General | 374          | (1.6%)      | (19.2%)       |
| <b>Total</b>    | <b>2,318</b> | <b>0.7%</b> | <b>(6.1%)</b> |

- BAU Opex remains under control +0.7% YoY (-0.1% excluding FX). Marketing costs were higher from TnG
- Opex lower QoQ with absence of the aggressive TnG marketing in 4Q19
- 1Q20 CIR rose to 56.0% due to the negative JAW in line with weaker income

## Cost-to-income Ratio



Note: ^ 4Q19 excludes transformational cost of RM17mil and write off of intangible assets of RM6mil

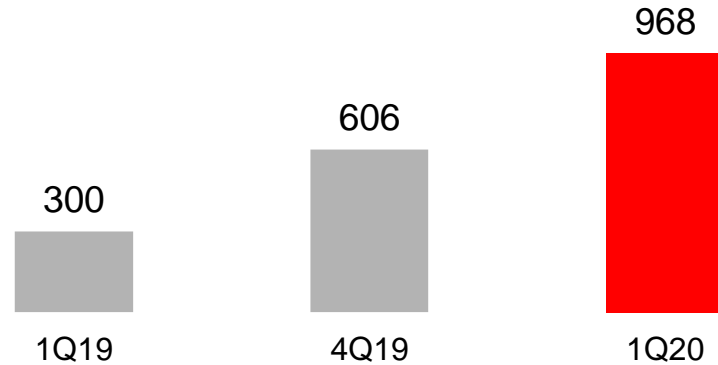


# Loan Provisions

+222.7% Y-o-Y

+59.7% Q-o-Q

RM 'mil

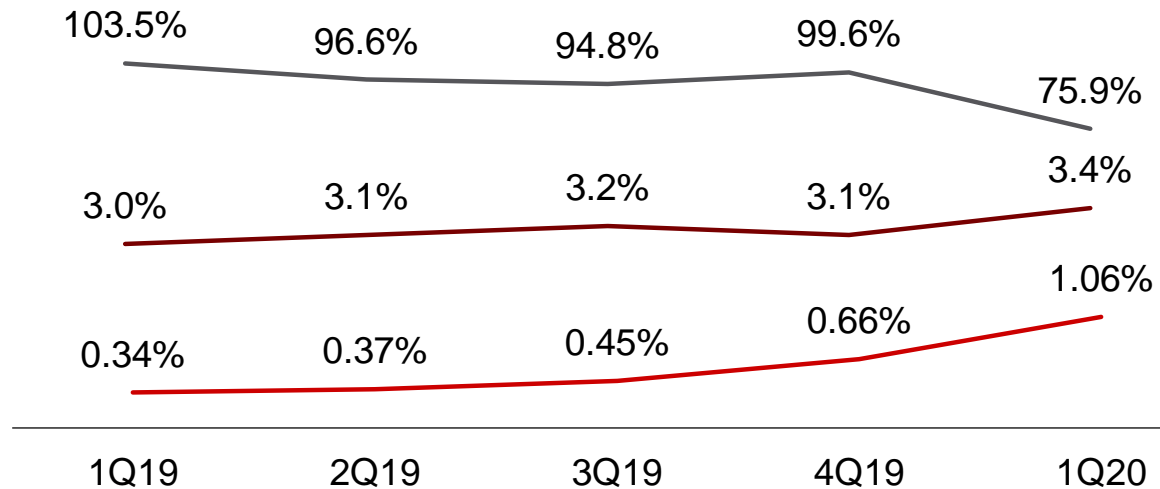


- Significantly higher YoY loan provisions due to a single O&G impairment in Singapore
- 1Q20 allowance coverage fell to 75.9% while GIL stood at 3.4%
- Annualised 1Q20 LLC of 1.06%

➤ Allowance Coverage ^

➤ Gross Impaired Loans Ratio

➤ Loan Loss Charge ~



Notes: ^ Including regulatory reserves  
~ Annualised

# Asset Quality: Covid-19 Impacted Sectors

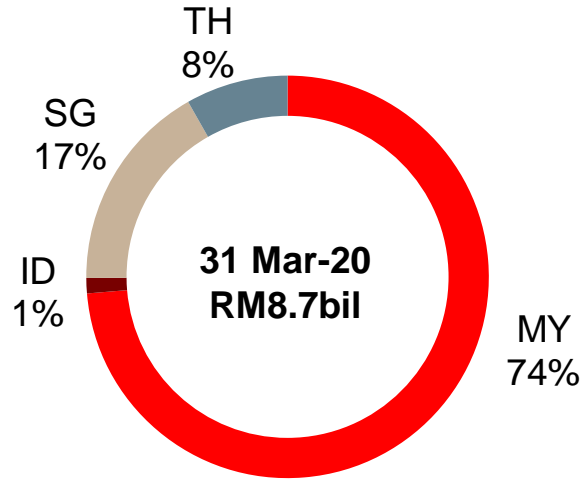
| Sectors                                    | Gross Loans  |              | Bonds       |             |
|--|--------------|--------------|-------------|-------------|
|  | 31 Mar-20    | 31 Dec-19    | 31 Mar-20   | 31 Dec-19   |
| Hospitality                                | 1.0%         | 1.0%         | 0.1%        | 0.0%        |
| Aviation                                   | 2.1%         | 1.6%         | 1.2%        | 1.2%        |
| Retail                                     | 1.5%         | 1.3%         | 0.1%        | 0.0%        |
| Gaming                                     | 0.5%         | 0.5%         | 2.4%        | 2.5%        |
| <b>Total: Directly impacted sectors</b>    | <b>5.1%</b>  | <b>4.4%</b>  | <b>3.8%</b> | <b>3.7%</b> |
| <b>Others: Indirectly impacted sectors</b> | <b>17.9%</b> | <b>17.9%</b> | <b>6.2%</b> | <b>7.4%</b> |



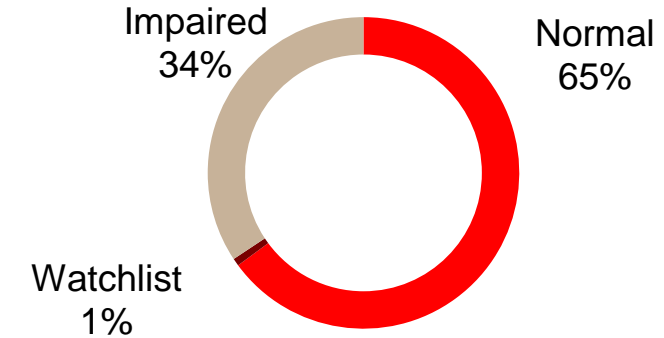
# Asset Quality: Oil & Gas

## Exposure:

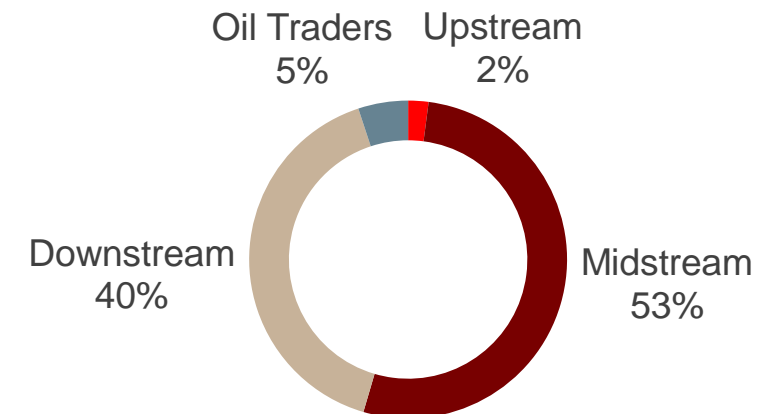
2.4% of total Group gross loans



## Borrowers Status:



## Segmental Exposure:



- As at Mar-20, the O&G impairment ratio stood at 34% (Dec-19: 30%)
- The impairment coverage ratio was 78.9%
- Total Letters of Credit in Singapore amounted to around RM650mil as at end-Mar-20. However, most of these are back-to-back arrangements with other financial institutions
- O&G bonds comprised 2.4% of total Group bonds holdings as at Mar-20

- Oil traders represent 5% of the Group's total O&G loan book



# Moratorium and R&R

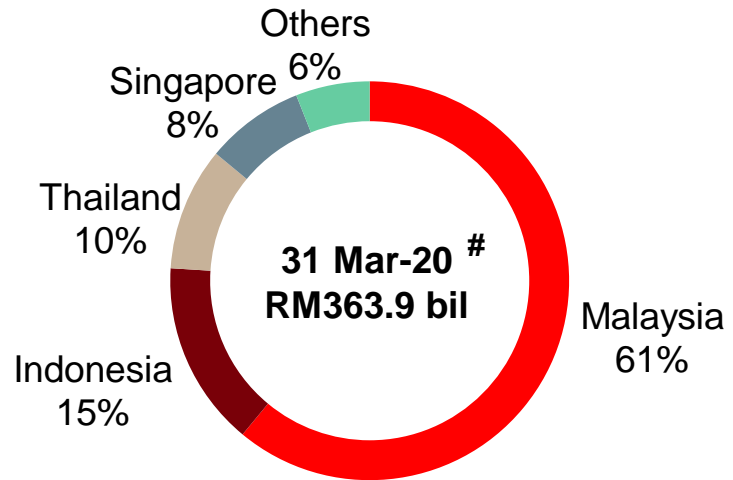
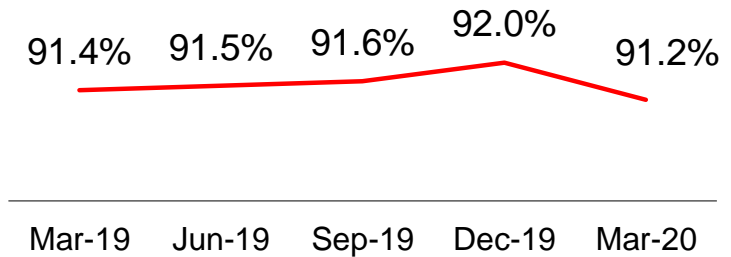
|              | Malaysia   | Indonesia | Thailand   | Singapore |
|--------------|------------|-----------|------------|-----------|
| Consumer     | 87%        | 4%        | 32%        | 6%        |
| Commercial   | 74%        | 14%       | 60%        | 4%        |
| Corporate    | 16%        | 5%        | 8%         | 4%        |
| <b>Total</b> | <b>67%</b> | <b>7%</b> | <b>27%</b> | <b>4%</b> |



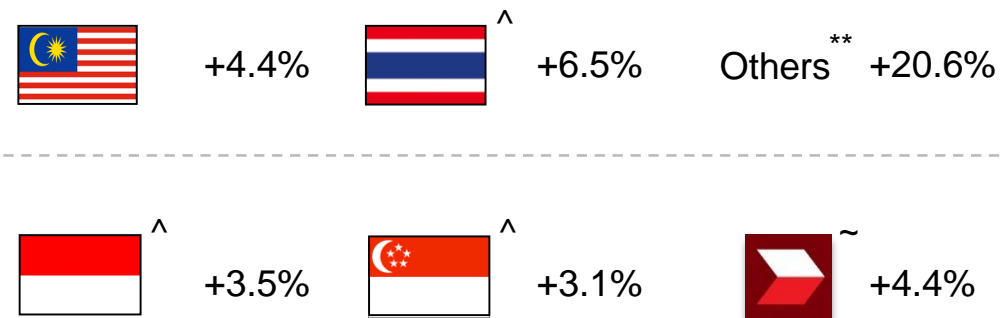
# Gross Loans

| (RM 'bil)          | Mar-20       | Y-o-Y       | Q-o-Q         |
|--------------------|--------------|-------------|---------------|
| Consumer Banking   | 181.9        | 5.4%        | (1.6%)        |
| Commercial Banking | 63.2         | (4.8%)      | (3.5%)        |
| Wholesale Banking  | 118.8        | 6.3%        | (0.3%)        |
| <b>Total</b>       | <b>363.9</b> | <b>3.8%</b> | <b>(1.5%)</b> |

## Loans-to-Deposit Ratio



## Loan Growth by Country (Y-o-Y) ~

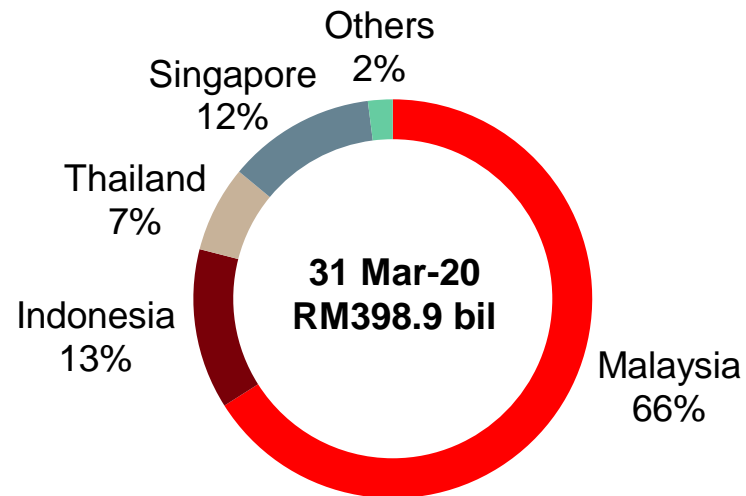
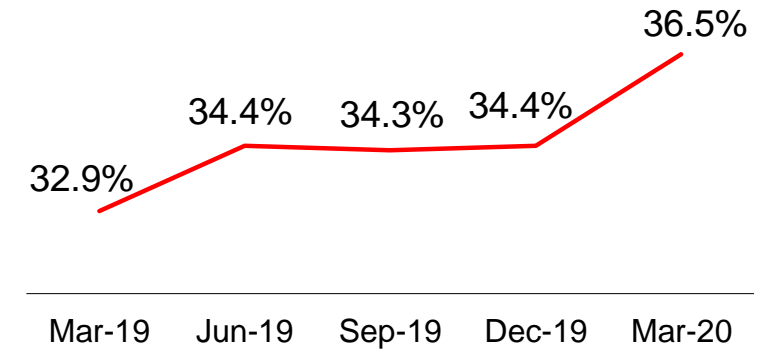


Notes: ~ Excluding FX fluctuations ^ In local currency  
 # Based on geographical location of counterparty  
 \*\* Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

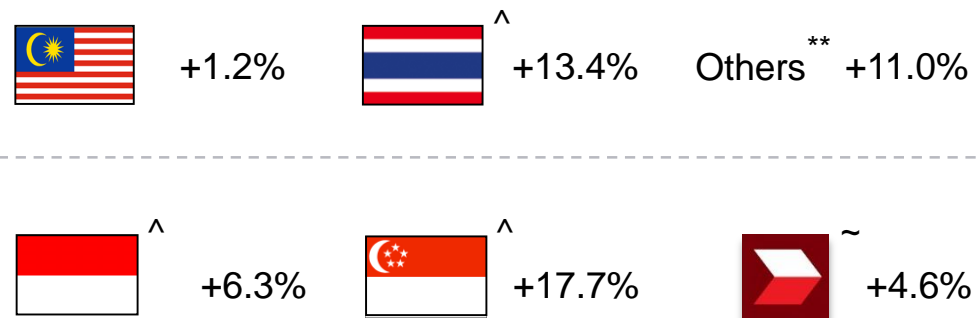
# Deposits

| (RM 'bil)          | Mar-20       | Y-o-Y       | Q-o-Q         |
|--------------------|--------------|-------------|---------------|
| Consumer Banking   | 179.4        | 5.6%        | 0.2%          |
| Commercial Banking | 65.2         | 2.2%        | (0.8%)        |
| Wholesale Banking  | 154.3        | 2.8%        | (1.7%)        |
| <b>Total</b>       | <b>398.9</b> | <b>3.9%</b> | <b>(0.7%)</b> |

## CASA Ratio



## Deposit Growth by Country (Y-o-Y)

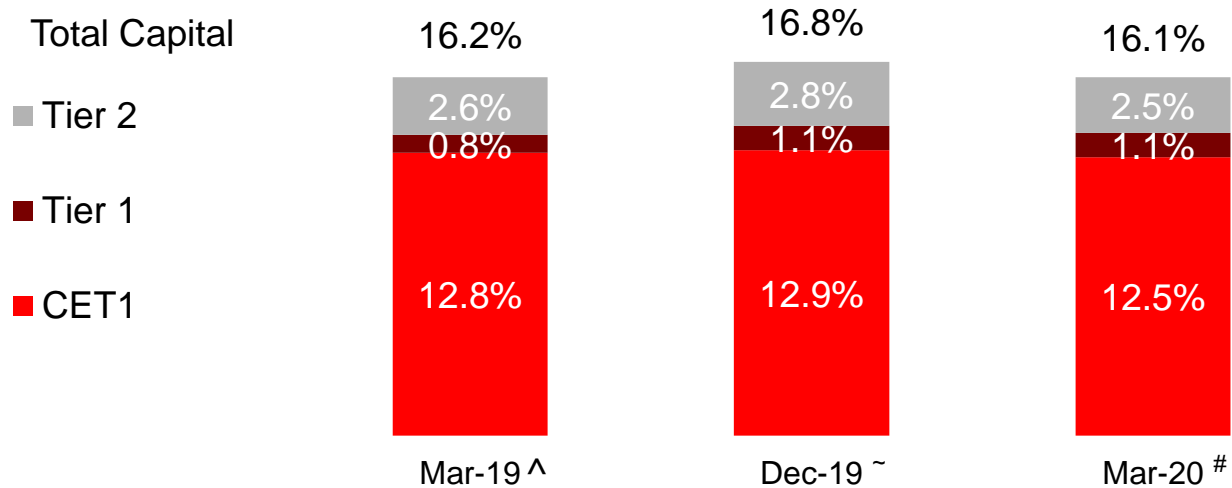


Notes: ~ Excluding FX fluctuations

^ In local currency

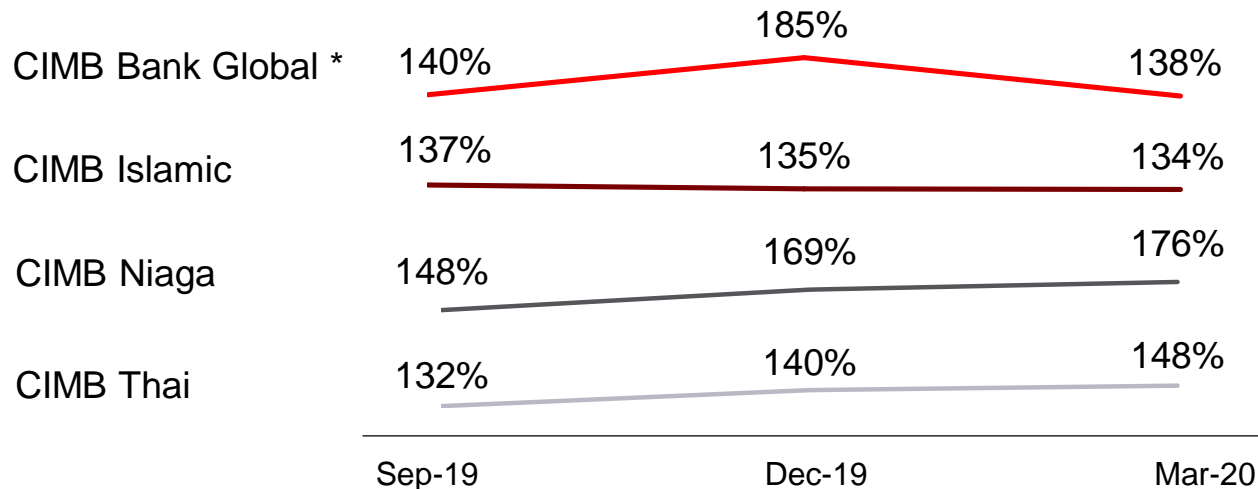
\*\* Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

# Capital and Liquidity Management



- CET1 stood at 12.5% as at end 1Q20
- CET1 ratio remains comfortably above the target of >12% (target as before BNM Capital Conservation Buffer relief of 2.5%)
- LCR remain comfortably above 100% for all banking entities

## Liquidity Coverage Ratio



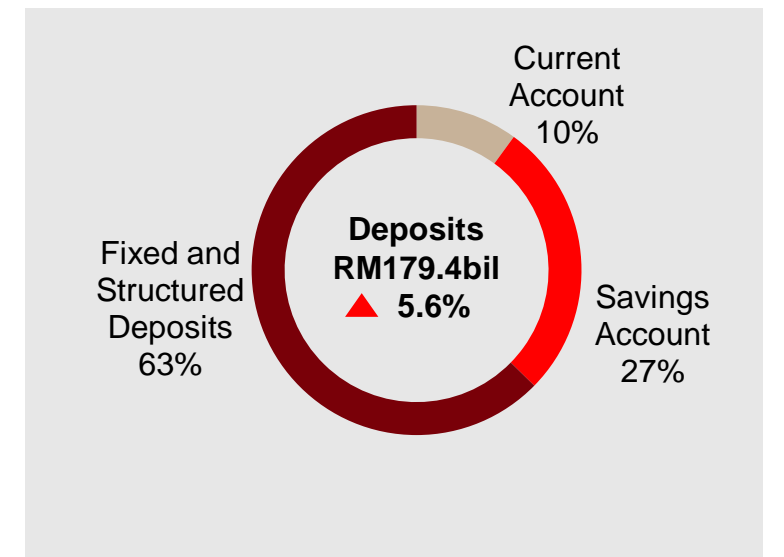
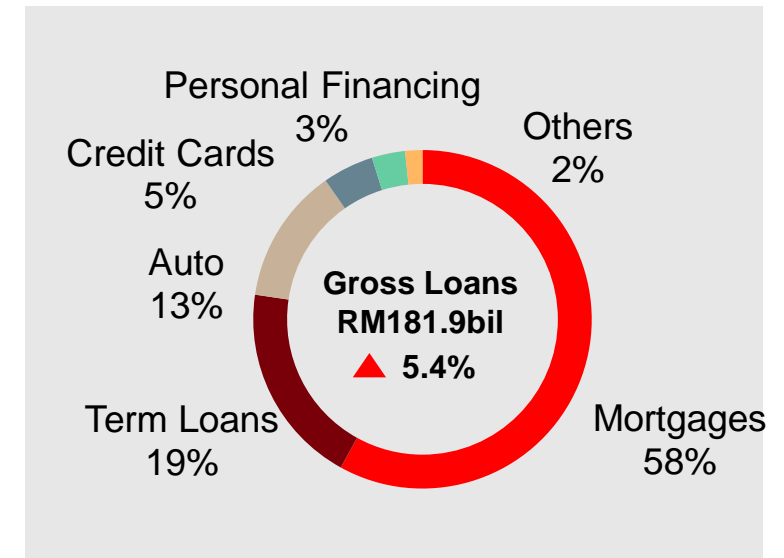
Notes: ^ Post CIMBGH's FY18 Second Interim Dividend of RM1,148 mil & actual corresponding DRS (70.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank  
 ~ Post CIMBGH's FY19 First Interim Dividend of RM1,362 mil, actual corresponding DRS (66.5% take-up rate), reinvestment of cash dividend surplus into CIMB Bank; and CIMBGH's FY20 Second Interim Dividend of RM1,191 mil (no DRS)  
 # Post CIMBGH's FY19 Second Interim Dividend of RM1,191 mil (no DRS)  
 \* CIMB Bank + CIMB Singapore + CIMB London + CIMB Hong Kong + CIMB Shanghai + CIMB Labuan Offshore + CIMB Labuan Ltd



# Consumer Banking

| (RM 'mil)                | 1Q20         | Y-o-Y         | Q-o-Q          |
|--------------------------|--------------|---------------|----------------|
| Net interest income      | 1,465        | 8.0%          | (1.3%)         |
| Non interest income      | 461          | 8.7%          | (8.2%)         |
| <b>Operating income</b>  | <b>1,926</b> | <b>8.1%</b>   | <b>(3.1%)</b>  |
| Overhead expenses        | (1,109)      | 1.2%          | (0.1%)         |
| <b>PPOP</b>              | <b>817</b>   | <b>19.3%</b>  | <b>(6.8%)</b>  |
| (Provisions) / Writeback | (289)        | 165.1%        | 1.4%           |
| Share of JV / Associates | -            | (100.0%)      | -              |
| <b>PBT</b>               | <b>528</b>   | <b>(8.5%)</b> | <b>(10.8%)</b> |

- Operating income improved 8.1% YoY driven by NII +8.0% from loan growth, while NOII +8.7% from improved wealth and bancassurance income
- Overhead expenses under control
- Increased provisions mainly in Malaysia due to the softer environment
- Gross loans and deposits grew 5.4% and 5.6% respectively

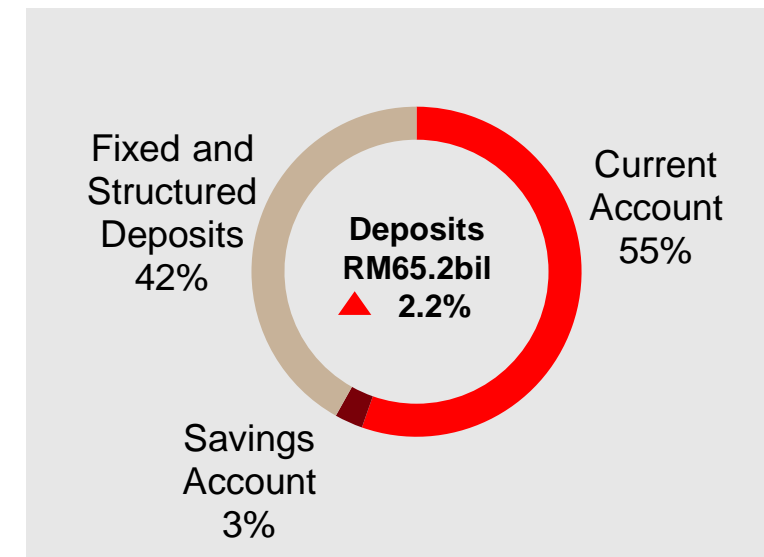
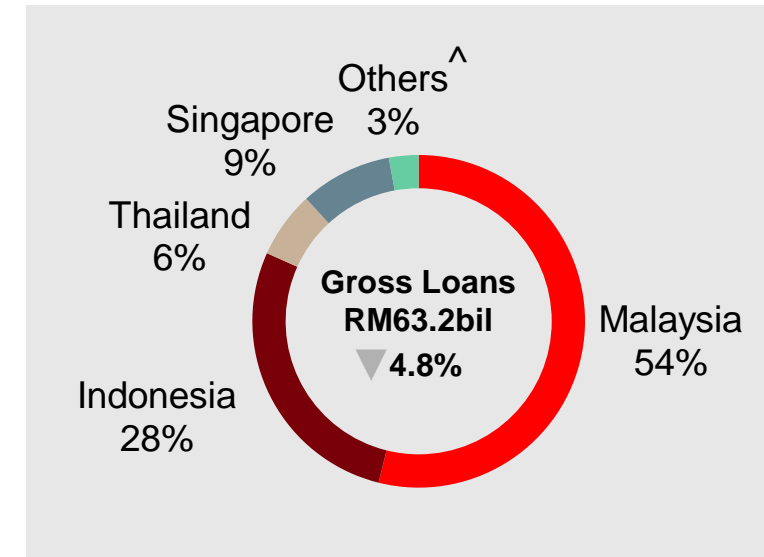




# Commercial Banking

| (RM 'mil)                | 1Q20        | Y-o-Y           | Q-o-Q           |
|--------------------------|-------------|-----------------|-----------------|
| Net interest income      | 684         | 4.1%            | (2.8%)          |
| Non interest income      | 153         | 3.4%            | 7.7%            |
| <b>Operating income</b>  | <b>837</b>  | <b>4.0%</b>     | <b>(1.1%)</b>   |
| Overhead expenses        | (445)       | (0.7%)          | (1.1%)          |
| <b>PPOP</b>              | <b>392</b>  | <b>9.8%</b>     | <b>(1.0%)</b>   |
| (Provisions) / Writeback | (477)       | 914.9%          | 218.0%          |
| Share of JV / Associates | -           | -               | -               |
| <b>PBT</b>               | <b>(85)</b> | <b>(127.4%)</b> | <b>(134.6%)</b> |

- Commercial Banking performed well operationally with 4.0% growth in operating income
- NII supported by 4.8% loan growth while NOII +3.4% from Malaysia FX income and wealth management fees
- Lower overhead expenses leading to a positive JAW
- PBT impacted by one material provision in Singapore

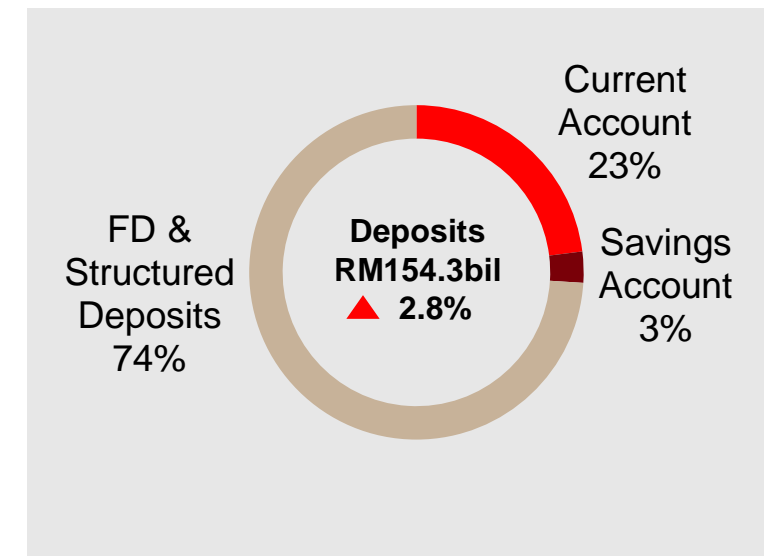
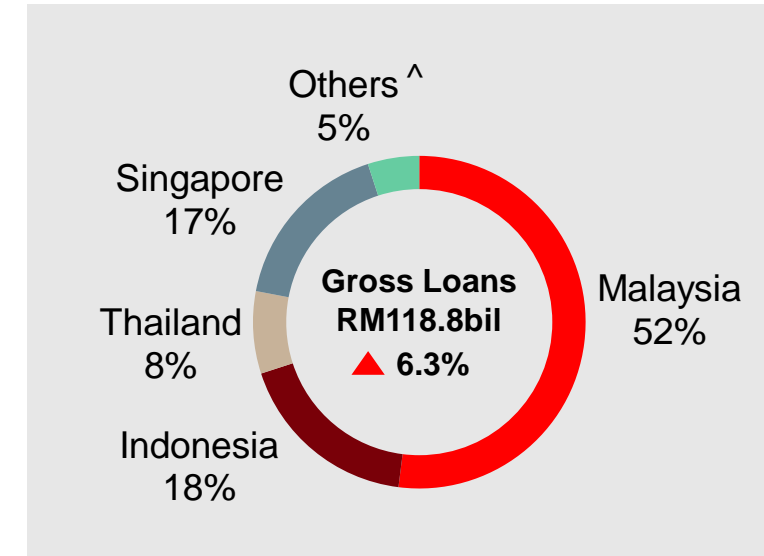


Note: <sup>^</sup> Including London, Cambodia, Vietnam, Hong Kong & Shanghai

# Wholesale Banking

| (RM 'mil)                     | 1Q20       | Y-o-Y          | Q-o-Q          |
|-------------------------------|------------|----------------|----------------|
| Net interest income           | 807        | 10.2%          | (1.8%)         |
| Non interest income           | 162        | (64.8%)        | (62.4%)        |
| <b>Operating income</b>       | <b>969</b> | <b>(18.7%)</b> | <b>(22.7%)</b> |
| Overhead expenses             | (554)      | (5.8%)         | (1.8%)         |
| <b>PPOP</b>                   | <b>415</b> | <b>(31.3%)</b> | <b>(39.8%)</b> |
| (Provisions) / Writeback      | (347)      | 199.1%         | 37.7%          |
| Share of JV / Associates      | 6          | 220.0%         | 146.2%         |
| <b>PBT</b>                    | <b>74</b>  | <b>(84.7%)</b> | <b>(82.5%)</b> |
| Corporate Banking (278.4%)    | 206        | (38.5%)        | (23.4%)        |
| Treasury & Markets~ (-210.8%) | (156)      | (202.6%)       | (234.5%)       |
| Investment Banking + (32.4%)  | 24         | 700.0%         | (38.5%)        |
| <b>PBT</b>                    | <b>74</b>  | <b>(84.7%)</b> | <b>(82.5%)</b> |

- Wholesale PBT affected by weak NOII arising from weakness in Treasury & Markets, particularly in March, and higher provisions in Indonesia
- NII improved from 6.3% corporate banking loan growth

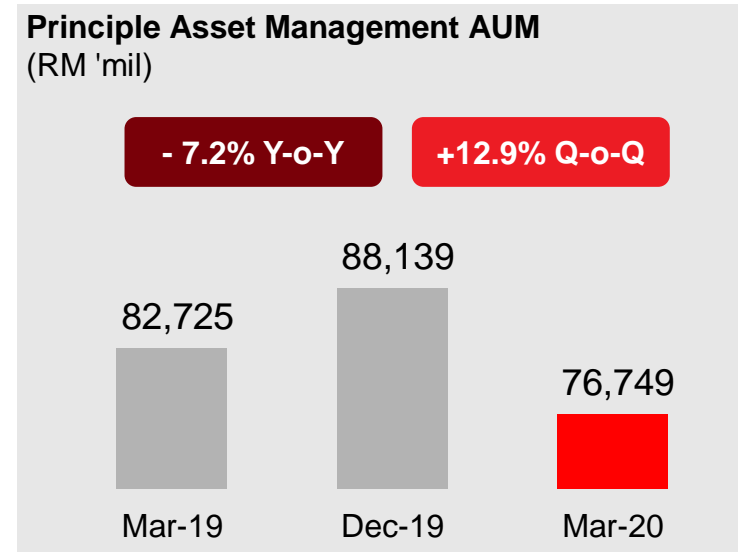
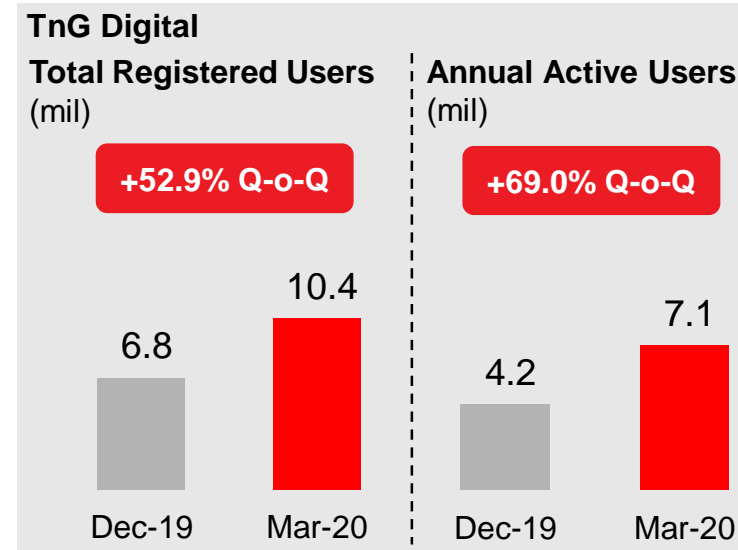


Notes: ~ Including treasury operations, markets and transaction banking  
 + Including advisory, equities, capital markets, private banking and research  
 ^ Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

# Group Ventures, Partnerships & Funding

| (RM 'mil)                | 1Q20  | Y-o-Y   | Q-o-Q<br>BAU^ |
|--------------------------|-------|---------|---------------|
| Net interest income      | 256   | (19.5%) | (23.8%)       |
| Non interest income      | 155   | 121.4%  | 53.5%         |
| <b>Operating income</b>  | 411   | 5.9%    | (5.9%)        |
| Overhead expenses        | (210) | 23.5%   | 39.0%         |
| <b>PPOP</b>              | 201   | (7.8%)  | 116.1%        |
| (Provisions) / Writeback | (16)  | 366.7%  | 500.0%        |
| Share of JV / Associates | 12    | 33.3%   | (14.3%)       |
| <b>PBT</b>               | 197   | (15.5%) | 77.5%         |

- Lower YoY PBT from higher cost from continued investments in Forward23 related activities
- NOII grew 121.4% driven by higher trading income
- As at end Mar-20, Touch 'n Go Digital had 10.4 million users driven by the e-Tunai initiative, while Philippines grew to 2.2 million customers
- Completed first phase of diligence on digital banking. To begin pursuing suitable opportunities and business cases in line with parameters



Note: \* Excludes transformational cost of RM17mil and Impairment and write off of intangible assets of RM277mil

# CIMB Islamic

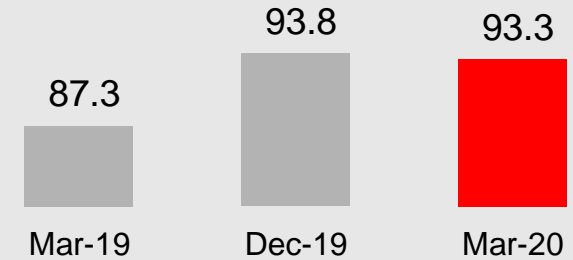
| (RM 'mil)                | 1Q20       | Y-o-Y        | Q-o-Q        |
|--------------------------|------------|--------------|--------------|
| Net financing income     | 585        | 13.4%        | (2.7%)       |
| Non financing income     | 153        | 44.3%        | 68.1%        |
| <b>Operating income</b>  | <b>738</b> | <b>18.6%</b> | <b>6.6%</b>  |
| Overhead expenses        | (258)      | 17.3%        | (36.5%)      |
| <b>PPOP</b>              | <b>480</b> | <b>19.4%</b> | <b>67.8%</b> |
| (Provisions) / Writeback | (94)       | 347.6%       | 77.4%        |
| Share of JV / Associates | -          | -            | (100.0%)     |
| <b>PBT</b>               | <b>386</b> | <b>1.3%</b>  | <b>65.0%</b> |

- CIMB Islamic PBT buoyed by higher operating income
- Net financing income +13.4% due to higher Islamic financing, while non financing income +44.3% from better trading income and Consumer ASN commission fees
- Increased provisions from Malaysia Consumer due to the softer environment
- Financing and deposits grew 6.9% and 9.1% YoY, respectively
- CIMB Islamic remains #2 in Malaysia by total Islamic assets, deposits and financing

## Islamic Financing (RM 'bil)

+6.9% Y-o-Y

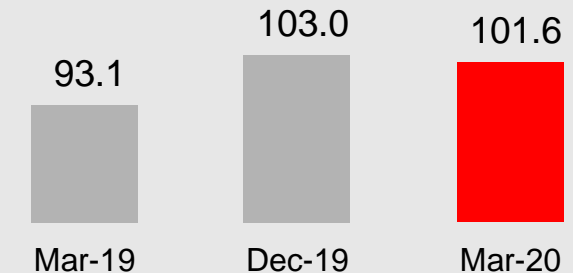
-0.5% Q-o-Q



## Islamic Deposits ~ (RM 'bil)

+9.1% Y-o-Y

-1.4% Q-o-Q



Note: ~ Including investment accounts



02

**Other Updates**

# Covid-19 – Focus Areas



## Employee Health & Welfare

- Financial support for staff who have tested positive for Covid-19 or whose parents are required to undergo Covid-19 tests
- Covid-19 advance (interest-free) to employees whose income are affected during MCO
- Data plan allowances to staff due to high data usage for video conferencing and online learning
- Increased 3D online training for staff



## Community Support

- Contributed RM3.2mil to assist frontliners with medical supplies and food for underserved communities
- Close to 1000 staff participated in CIMB Foundation's crowd-funding to help daily wage earners with basic daily essentials or groceries



## Customers

- Supporting Consumer, SME and Corporate customers through financial assistance programmes
- Ensuring customer safety in branches
- Improved digital offerings to provide seamless Customers Experience



## Supporting Governments

- Will continue to work closely and support all government efforts to play our part in assisting customers and turning the economy around



## Enhanced Risk Management

- Intensify asset quality monitoring in a difficult environment
- Expect elevated loan loss charges in 2020 across all businesses and countries



## Liquidity

- System and bank liquidity remains ample
- Reaffirm and strengthen digital proposition to sustain CASA accumulation strategy

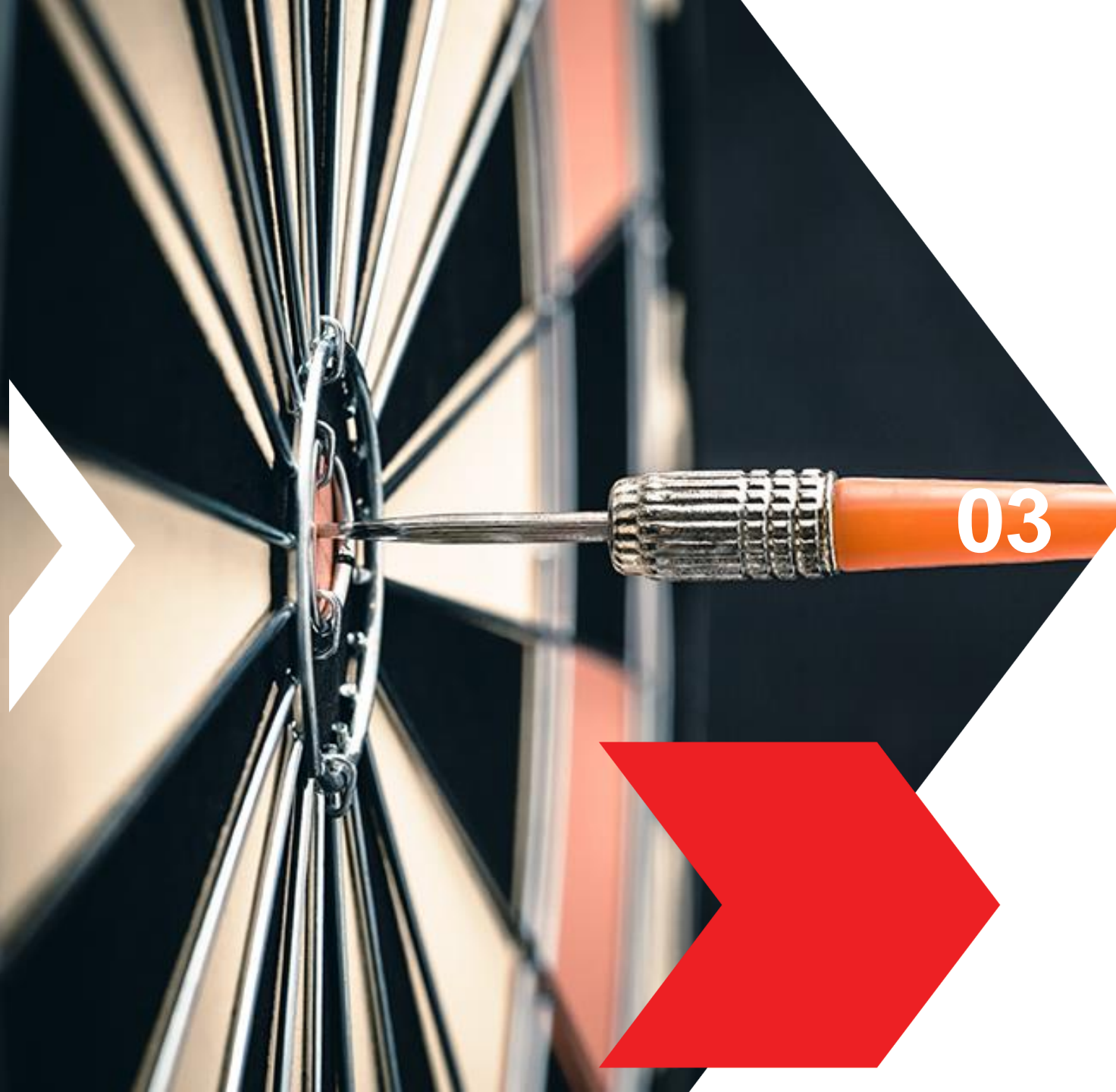


## Cost Management

- Prudent cost management initiatives across the organization
- Non-essential projects on hold














03

**Final Remarks**



# Final Remarks

- 1Q20 impacted by lower trading and FX income as well as higher provisions
- Outlook for the rest of 2020 remains equally challenging in view of the Covid-19-driven global economic crisis impacting loan growth, NOII and provisions, as well as the 50bps OPR cut in May
- Increased attention on cost management and mitigation to partially offset topline shortfall. Defer non-essential investments with focus on efficiency
- Reaffirm risk management and collections, with emphasis on capital management and preservation

|  | 1Q20  | FY20 Target   |
|--|-------|---------------|
|  <b>ROTCE</b>                 | 4.4%  | 10.8% – 11.3% |
|  <b>ROE</b>                   | 3.7%  | 9.0 - 9.5%    |
|  <b>Dividend Payout Ratio</b> | -     | 40% - 60%     |
|  <b>Total Loan Growth</b>     | 3.8%  | 6.0%          |
|  <b>Loan Loss Charge</b>      | 1.06% | 0.40% - 0.50% |
|  <b>CET 1 (CIMB Group)</b>  | 12.5% | >12.0%        |
|  <b>Cost to income</b>      | 56.0% | <53.4%        |







04

## Appendices

# Earnings Summary

| (RM 'mil)                | 1Q20         | 1Q19         | Y-o-Y           | 4Q19<br>BAU ~ | Q-o-Q           |
|--------------------------|--------------|--------------|-----------------|---------------|-----------------|
| Net interest income      | 3,212        | 3,064        | 4.8%            | 3,346         | (4.0%)          |
| Non interest income      | 931          | 1,102        | (15.5%)         | 1,177         | (20.9%)         |
| <b>Operating income</b>  | <b>4,143</b> | <b>4,166</b> | <b>(0.6%)</b>   | <b>4,523</b>  | <b>(8.4%)</b>   |
| Overhead expenses        | (2,318)      | (2,302)      | 0.7%            | (2,468)       | (6.1%)          |
| <b>PPOP</b>              | <b>1,825</b> | <b>1,864</b> | <b>(2.1%)</b>   | <b>2,055</b>  | <b>(11.2%)</b>  |
| Loan impairment          | (968)        | (300)        | 222.7%          | (606)         | 59.7%           |
| Other provisions         | (161)        | 34           | (573.5%)        | (77)          | 109.1%          |
| Share of JV / Associates | 18           | 5            | 260.0%          | 1             | >1000.0%        |
| <b>PBT</b>               | <b>714</b>   | <b>1,603</b> | <b>(55.5%)</b>  | <b>1,373</b>  | <b>(48.0%)</b>  |
| <b>Net profit</b>        | <b>508</b>   | <b>1,192</b> | <b>(57.4%)</b>  | <b>1,045</b>  | <b>(51.4%)</b>  |
| <b>EPS (sen)</b>         | <b>5.1</b>   | <b>12.5</b>  | <b>(59.2%)</b>  | <b>10.6</b>   | <b>(51.9%)</b>  |
| <b>ROE (Annualised)</b>  | <b>3.7%</b>  | <b>9.2%</b>  | <b>(550bps)</b> | <b>7.4%</b>   | <b>(370bps)</b> |



Note: ~ 4Q19 excludes transformational cost (net of tax) of RM12mil; Impairment and write off of intangible assets of RM277mil and Tax and MI of RM92 mil


# NOII breakdown

| (RM 'mil)                              | 1Q20       | 1Q19         | Y-o-Y          | 4Q19         | Q-o-Q          |
|--|------------|--------------|----------------|--------------|----------------|
| Fee & commission                       | 565        | 584          | (3.3%)         | 659          | (14.3%)        |
| Brokerage                              | 2          | 36           | (94.4%)        | (2)          | (200.0%)       |
| Asset management and security services | 5          | 7            | (28.6%)        | 6            | (16.7%)        |
| Trading & FX                           | 337        | 442          | (23.8%)        | 430          | (21.6%)        |
| Dividend income                        | 9          | 3            | 200.0%         | 11           | (18.2%)        |
| Other income                           | 13         | 30           | (56.7%)        | 73           | (82.2%)        |
| <b>Total</b>                           | <b>931</b> | <b>1,102</b> | <b>(15.5%)</b> | <b>1,177</b> | <b>(20.9%)</b> |



# Key Ratios

| (%)   | 1Q20   | 1Q19   | Y-o-Y | 4Q19<br>BAU* | Q-o-Q |
|---|--------|--------|-------|--------------|-------|
| ROE ~   | 3.7    | 9.2    | ▼     | 7.4          | ▼     |
| NIM ~**   | 2.44   | 2.48   | ▼     | 2.53         | ▼     |
| Non-interest income / total income                | 22.5   | 26.4   | ▼     | 26.0         | ▼     |
| Cost to income                                    | 56.0   | 55.3   | ▲     | 54.6         | ▲     |
| Allowance coverage (including regulatory reserve) | 75.9   | 103.5  | ▼     | 99.6         | ▼     |
| Allowance coverage (excluding regulatory reserve) | 75.9   | 88.2   | ▼     | 80.7         | ▼     |
| Loan loss charge ~                                | 1.06   | 0.34   | ▲     | 0.66         | ▲     |
| Gross impaired loans ratio                        | 3.4    | 3.0    | ▲     | 3.1          | ▲     |
| Net impaired loans ratio (Net of IA and PA)       | 0.9    | 0.4    | ▲     | 0.6          | ▲     |
| Average shareholders' funds (RM 'mil)             | 55,467 | 52,105 | ▲     | 56,514       | ▼     |
| ROA ~   | 0.35   | 0.88   | ▼     | 0.76         | ▼     |
| Book value per share (RM)                         | 5.51   | 5.52   | ▼     | 5.69         | ▼     |
| Loan to Deposit (LDR)                             | 91.2   | 91.4   | ▼     | 92.0         | ▼     |
| CASA ratio  | 36.5   | 32.9   | ▲     | 34.4         | ▼     |


 Notes: \* 4Q19 excludes transformational cost (net of tax) of RM12mil; Impairment and write off of intangible assets of RM277mil and Tax and MI of RM92 mil  
 ~ Annualised  
 \*\* Daily Average

# PBT by Segments

| (RM 'mil)  | 1Q20        | 1Q19         | Y-o-Y           | 4Q19<br>BAU <sup>^</sup> | Q-o-Q           |
|--|-------------|--------------|-----------------|--------------------------|-----------------|
| <b>Consumer Banking (73.9%)</b>                    | <b>528</b>  | <b>577</b>   | <b>(8.5%)</b>   | <b>592</b>               | <b>(10.8%)</b>  |
| <b>Commercial Banking (-11.9%)</b>                 | <b>(85)</b> | <b>310</b>   | <b>(127.4%)</b> | <b>246</b>               | <b>(134.6%)</b> |
| <b>Wholesale Banking (10.4%)</b>                   | <b>74</b>   | <b>483</b>   | <b>(84.7%)</b>  | <b>424</b>               | <b>(82.5%)</b>  |
| Corporate Banking (28.9%)                          | 206         | 335          | (38.5%)         | 269                      | (23.4%)         |
| Treasury & Markets ~ (-21.9%)                      | (156)       | 152          | (202.6%)        | 116                      | (234.5%)        |
| Investment Banking + (3.4%)                        | 24          | (4)          | 700.0%          | 39                       | (38.5%)         |
| <b>Ventures Partnership &amp; Funding# (27.6%)</b> | <b>197</b>  | <b>233</b>   | <b>(15.5%)</b>  | <b>111</b>               | <b>77.5%</b>    |
| <b>PBT</b>   | <b>714</b>  | <b>1,603</b> | <b>(55.5%)</b>  | <b>1,373</b>             | <b>(48.0%)</b>  |

Notes: <sup>^</sup> 4Q19 excludes transformational cost of RM17mil; Impairment and write off of intangible assets of RM277mil

~ Including treasury operations, markets and transaction banking

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

# Including asset management, strategic investments, capital investments in fixed income securities and investment in Group's proprietary capital



# PBT by Segment and Country

| Consumer Banking     | 1Q20        | 1Q19       | Y-o-Y           | 4Q19       | Q-o-Q           |
|----------------------|-------------|------------|-----------------|------------|-----------------|
| Malaysia (RM 'mil)   | 339         | 394        | (14.0%)         | 398        | (14.8%)         |
| Indonesia (IDR 'bil) | 323         | 238        | 35.7%           | 113        | 185.8%          |
| Thailand (THB 'mil)  | 382         | 680        | (43.8%)         | 914        | (58.2%)         |
| Singapore (SGD 'mil) | 10          | 4          | 150,0%          | 8          | 25.0%           |
| Others * (RM 'mil)   | 12          | 15         | (20.0%)         | 11         | 9.1%            |
| <b>PBT (RM 'mil)</b> | <b>528</b>  | <b>577</b> | <b>(8.5%)</b>   | <b>592</b> | <b>(10.8%)</b>  |
| Commercial Banking   | 1Q20        | 1Q19       | Y-o-Y           | 4Q19       | Q-o-Q           |
| Malaysia (RM 'mil)   | 226         | 154        | 46.8%           | 223        | 1.3%            |
| Indonesia (IDR 'bil) | 368         | 311        | 18.3%           | (51)       | 821.6%          |
| Thailand (THB 'mil)  | 120         | 124        | (3.2%)          | 97         | 23.7%           |
| Singapore (SGD 'mil) | (149)       | 13         | (>1000.0%)      | 4          | (>1000.0%)      |
| Others * (RM 'mil)   | 14          | 10         | 40.0%           | 14         | -               |
| <b>PBT (RM 'mil)</b> | <b>(85)</b> | <b>310</b> | <b>(127.4%)</b> | <b>246</b> | <b>(134.6%)</b> |
| Wholesale Banking    | 1Q20        | 1Q19       | Y-o-Y           | 4Q19       | Q-o-Q           |
| Malaysia (RM 'mil)   | (89)        | 284        | (131.3%)        | 417        | (121.3%)        |
| Indonesia (IDR 'bil) | 85          | 266        | (68.0%)         | (539)      | 115.8%          |
| Thailand (THB 'mil)  | 920         | 294        | 212.9%          | 309        | 197.7%          |
| Singapore (SGD 'mil) | 13          | 19         | (31.6%)         | 34         | (61.8%)         |
| Others * (RM 'mil)   | (25)        | 27         | (192.6%)        | 18         | (238.9%)        |
| <b>PBT (RM 'mil)</b> | <b>74</b>   | <b>483</b> | <b>(84.7%)</b>  | <b>424</b> | <b>(82.5%)</b>  |

Note: \* Including London, Cambodia, Vietnam, Hong Kong & Shanghai

# Consumer Banking Key Highlights

| Malaysia                    | Y-o-Y       | Q-o-Q         |
|-----------------------------|-------------|---------------|
| <b>Consumer Gross Loans</b> | <b>4.1%</b> | <b>(0.8%)</b> |
| Mortgages                   | 9.0%        | 2.1%          |
| Term loans                  | (4.7%)      | (7.0%)        |
| Auto                        | 2.6%        | (0.6%)        |
| Credit cards                | (3.5%)      | (6.8%)        |
| <b>Consumer Deposits</b>    | <b>5.2%</b> | <b>2.2%</b>   |
| CASA                        | 10.6%       | 7.2%          |
| Fixed & structured deposits | 2.9%        | -             |

| Thailand                    | Y-o-Y       | Q-o-Q         |
|-----------------------------|-------------|---------------|
| <b>Consumer Gross Loans</b> | <b>8.7%</b> | <b>1.0%</b>   |
| Mortgages                   | 3.3%        | (0.3%)        |
| Auto Loans                  | 24.4%       | 2.8%          |
| <b>Consumer Deposits</b>    | <b>3.6%</b> | <b>(5.0%)</b> |
| CASA                        | 28.4%       | 30.4%         |
| Fixed & structured deposits | (5.3%)      | (16.1%)       |

| Indonesia                   | Y-o-Y        | Q-o-Q       |
|-----------------------------|--------------|-------------|
| <b>Consumer Gross Loans</b> | <b>9.5%</b>  | <b>0.9%</b> |
| Mortgages                   | 11.6%        | 2.5%        |
| Auto                        | 6.3%         | 0.4%        |
| Credit cards                | 8.9%         | (3.7%)      |
| <b>Consumer Deposits</b>    | <b>12.9%</b> | <b>5.3%</b> |
| CASA                        | 22.5%        | 10.1%       |
| Fixed & structured deposits | 1.8%         | (0.7%)      |

| Singapore                   | Y-o-Y          | Q-o-Q       |
|-----------------------------|----------------|-------------|
| <b>Consumer Gross Loans</b> | <b>19.2%</b>   | <b>1.7%</b> |
| Mortgages                   | <b>27.1%</b>   | 2.2%        |
| Term loans                  | <b>(19.5%)</b> | -           |
| Credit cards                | <b>(10.9%)</b> | (7.2%)      |
| <b>Consumer Deposits</b>    | <b>7.1%</b>    | <b>6.4%</b> |
| CASA                        | 17.0%          | 10.1%       |
| Fixed & structured deposits | 2.0%           | 4.4%        |



# CIMB Niaga : Earnings Summary



| (IDR 'bil)                   | 1Q20         | 1Q19         | Y-o-Y        | 4Q19         | Q-o-Q         |
|------------------------------|--------------|--------------|--------------|--------------|---------------|
| Net interest income          | 3,068        | 3,038        | 1.0%         | 3,096        | (0.9%)        |
| Non interest income          | 1,151        | 1,032        | 11.5%        | 1,043        | 10.4%         |
| <b>Operating income</b>      | <b>4,219</b> | <b>4,070</b> | <b>3.7%</b>  | <b>4,139</b> | <b>1.9%</b>   |
| Overhead expenses            | (2,016)      | (2,073)      | (2.7%)       | (2,050)      | (1.7%)        |
| <b>PPOP</b>                  | <b>2,203</b> | <b>1,997</b> | <b>10.3%</b> | <b>2,089</b> | <b>5.5%</b>   |
| Provisions                   | (774)        | (712)        | 8.7%         | (791)        | (2.1%)        |
| <b>PBT</b>                   | <b>1,429</b> | <b>1,285</b> | <b>11.2%</b> | <b>1,298</b> | <b>10.1%</b>  |
| <b>Net Profit</b>            | <b>1,055</b> | <b>944</b>   | <b>11.8%</b> | <b>966</b>   | <b>9.2%</b>   |
| <b>PBT (Reported)</b>        | <b>1,429</b> | <b>1,285</b> | <b>11.2%</b> | <b>1,298</b> | <b>10.1%</b>  |
| <b>Net Profit (Reported)</b> | <b>1,055</b> | <b>944</b>   | <b>11.8%</b> | <b>966</b>   | <b>9.2%</b>   |
| <b>EPS (Reported)</b>        | <b>42.33</b> | <b>37.87</b> | <b>11.8%</b> | <b>38.77</b> | <b>9.2%</b>   |
| <b>PBT (RM 'mil)</b>         | <b>420</b>   | <b>372</b>   | <b>12.9%</b> | <b>385</b>   | <b>9.1%</b>   |
| <b>Net profit (RM 'mil)</b>  | <b>310</b>   | <b>273</b>   | <b>13.6%</b> | <b>286</b>   | <b>8.4%</b>   |
| <b>ROE (Annualised)</b>      | <b>10.6%</b> | <b>9.5%</b>  | <b>80bps</b> | <b>8.9%</b>  | <b>140bps</b> |



Note: As per CIMB Niaga 1Q20 Analyst Presentation



# CIMB Niaga : Key Ratios

| (Consolidated, %)           | 1Q20  | 1Q19  | Y-o-Y | 4Q19  | Q-o-Q |
|-----------------------------|-------|-------|-------|-------|-------|
| ROE ^                       | 10.6  | 9.5   | ▲     | 8.9   | ▲     |
| NIM ^                       | 5.02  | 5.28  | ▼     | 5.14  | ▼     |
| Cost to Income              | 47.8  | 50.9  | ▼     | 49.5  | ▼     |
| Loan Loss Coverage #        | 191.1 | 113.8 | ▲     | 113.6 | ▲     |
| Allowance Coverage          | 130.0 | 86.9  | ▲     | 82.0  | ▲     |
| Loan Loss Charge ^          | 1.5   | 1.6   | ▼     | 1.6   | ▼     |
| Gross Impaired Loans Ratio  | 4.4   | 3.9   | ▲     | 3.8   | ▲     |
| Gross NPL (BI Definition) # | 3.0   | 3.0   | =     | 2.8   | ▲     |
| ROA ^                       | 1.6   | 1.5   | ▲     | 1.4   | ▲     |
| Loan to Deposit (LDR)       | 94.3  | 97.0  | ▼     | 97.6  | ▼     |
| CAR                         | 19.5  | 20.4  | ▼     | 21.5  | ▼     |
| CASA ratio                  | 60.1  | 53.7  | ▲     | 55.4  | ▲     |



Notes: As per CIMB Niaga 1Q20 Analyst Presentation

# Based on BI definition

^ Annualised and monthly average

# CIMB Thai : Earnings Summary

| Before GAAP Adjustments<br>(THB 'mil) | 1Q20         | 1Q19         | Y-o-Y         | 4Q19         | Q-o-Q         |
|---------------------------------------|--------------|--------------|---------------|--------------|---------------|
| Net interest income                   | 2,830        | 2,832        | (0.1%)        | 2,722        | 4.0%          |
| Non interest income                   | 1,412        | 799          | 76.7%         | 1,046        | 35.0%         |
| <b>Operating income</b>               | <b>4,242</b> | <b>3,631</b> | <b>16.8%</b>  | <b>3,768</b> | <b>12.6%</b>  |
| Overhead expenses                     | (2,461)      | (2,043)      | 20.5%         | (2,559)      | (3.8%)        |
| <b>PPOP</b>                           | <b>1,781</b> | <b>1,588</b> | <b>12.2%</b>  | <b>1,209</b> | <b>47.3%</b>  |
| Provisions                            | (616)        | (1,006)      | 38.8%         | (281)        | (119.2%)      |
| <b>PBT</b>                            | <b>1,165</b> | <b>582</b>   | <b>100.2%</b> | <b>928</b>   | <b>25.5%</b>  |
| <b>Net Profit</b>                     | <b>1,080</b> | <b>442</b>   | <b>144.3%</b> | <b>763</b>   | <b>41.5%</b>  |
| <b>EPS (THB)</b>                      | <b>0.03</b>  | <b>0.01</b>  | <b>200.0%</b> | <b>0.02</b>  | <b>50.0%</b>  |
| <b>Net Profit (RM 'mil) ~</b>         | <b>144</b>   | <b>60</b>    | <b>140.1%</b> | <b>104</b>   | <b>38.5%</b>  |
| <b>PBT (RM 'mil) *</b>                | <b>1,400</b> | <b>952</b>   | <b>47.1%</b>  | <b>197</b>   | <b>(3.6%)</b> |
| <b>Net profit (RM 'mil) *</b>         | <b>1,274</b> | <b>748</b>   | <b>70.3%</b>  | <b>158</b>   | <b>8.6%</b>   |
| <b>ROE (Annualised)</b>               | <b>12.4%</b> | <b>7.9%</b>  | <b>450bps</b> | <b>7.9%</b>  | <b>80bps</b>  |

# CIMB Thai : Key Ratios

| (Consolidated, %)     | 1Q20  | 1Q19  | Y-o-Y | 4Q19  | Q-o-Q |
|-----------------------|-------|-------|-------|-------|-------|
| ROE ^                 | 10.6  | 3.5   | ▲     | 7.9   | ▲     |
| NIM ^                 | 3.3   | 3.3   | =     | 3.3   | =     |
| Cost to Income        | 58.0  | 56.3  | ▲     | 67.9  | ▼     |
| Loan Loss Coverage ** | 88.6  | 109.5 | ▼     | 94.1  | ▲     |
| Loan Loss Charge ^    | 1.0   | 1.7   | ▼     | 0.5   | ▼     |
| Gross NPL ratio **    | 5.3   | 4.3   | ▲     | 4.6   | ▼     |
| Net NPL ratio **      | 3.1   | 2.3   | ▲     | 2.7   | ▲     |
| ROA                   | 1.0   | 0.3   | ▲     | 0.8   | ▲     |
| Loan to Deposit       | 115.5 | 122.7 | ▼     | 120.6 | ▼     |
| Modified LDR ***      | 90.6  | 98.3  | ▼     | 100.3 | ▼     |
| CAR *                 | 16.8  | 18.2  | ▼     | 17.4  | ▼     |
| CASA ratio #          | 38.6  | 27.0  | ▲     | 31.8  | ▲     |

Notes: \* Bank Only

\*\* Excluding STAMC

\*\*\* (Loan + MM) / (Deposit + MM + BE + S/T debenture + structured debenture)

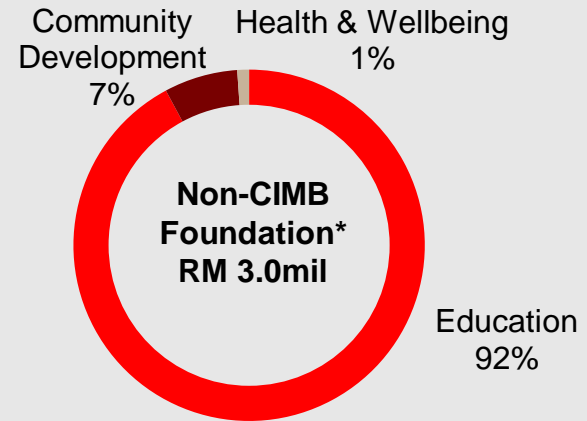
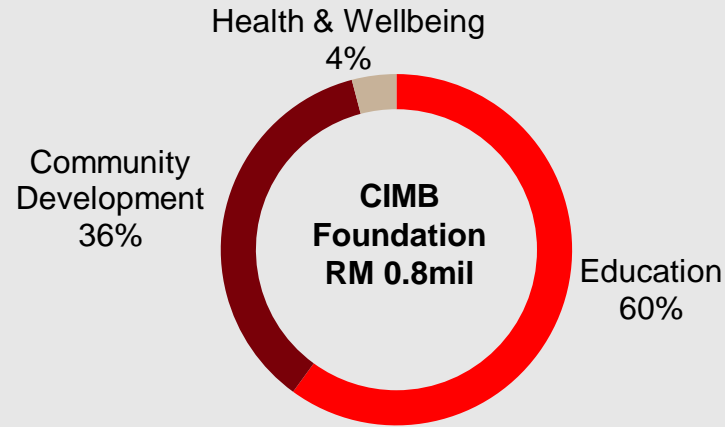
^ Annualised

# Fixed deposit receipt call reclassified as savings from fixed deposits



# Corporate Responsibility

## CSR Spend as at March 2020



### Covid-19 Food Aid

Meals and dry foods distribution benefitted 29,000 front-line responders, needy and homeless



### CIMB Niaga Peduli for Jabodetabek Flood, Indonesia

Food aid distribution to community in Pantai Harapan Jaya Village, Bekasi



### Sakon Wisut School, Thailand

Launched agricultural project and smart learning and resource centre for school's sustainability development



Note: \* Including CIMB Islamic, CIMB Bank, Indonesia, Thailand and others