

# CIMB GROUP HOLDINGS BERHAD FULL YEAR 2009 RESULTS

Analyst Presentation

23 February 2010

# Agenda

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- 1) Summary
- 2) CIMB Group FY09 Financials
- 3) Malaysian Consumer Bank
- 4) Treasury & Investment Banking
- 5) Asset Management & Insurance
- 6) CIMB Niaga
- 7) CIMB Thai
- 8) Other Highlights
- 9) Closing Remarks

# CIMB GROUP : FY09 RESULTS SUMMARY

# Key Messages

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- 4Q net profit at RM803 mil, up 10.5% QoQ and up 151.7% YoY
- FY09 net profit at RM2,807 mil, up 43.8% YoY
- FY09 ROE at 15.0% against target of 12.5% and revised target of 14-15%
- FY09 net dividend of 18.5 sen per share as per target
- We met/exceeded all key KPI targets for 2009
- Strong financial outperformance by Treasury and CIMB Niaga
- Substantial progress in building foundations of regional bank
- Excellent market share and awards showing
- In anticipation of FRS 139 (1Q10), GP reversals and additional SPs made in 4Q09
- In anticipation of FRS 139 (1Q10) and Basel II (2H10), CIMB Bank (Basel I) RWCR >15%
- FY10 ROE target set at 16%
- Proposed 1:1 bonus issue

# Group's Key Highlights of 2009

## Strategic

- Recognised as a regional banking stock
- Completed CIMB Thai acquisition and launched transformation
- Niaga-Lippo systems integration completed
- Vietnam stockbroking JV and Bank of Yingkou acquisition
- Completed regional brand harmonisation
- RAM rated CIMB Bank AAA, Fitch rated CIMB Thai A+, CIMB Niaga AA+
- Plan for SET listing

## Consumer Banking

- Singapore retail banking
- Regionalised CIMB Preferred and cards
- Transformation II at Msian consumer bank – BRP III, 1View
- 1Platform project
- Structured products in THB
- Launched Mikro Laju in Indonesia
- 505 CIMB Niaga branches now able to offer Shariah products

## Investment Banking

- Largest ever SEA IPO for Maxis
- Largest Asia-ex Japan corporate bond for Petronas
- Largest IPO in Indonesia for BTN
- No. 1 in ASEAN domestic currency bonds
- Regional client management framework

## Others

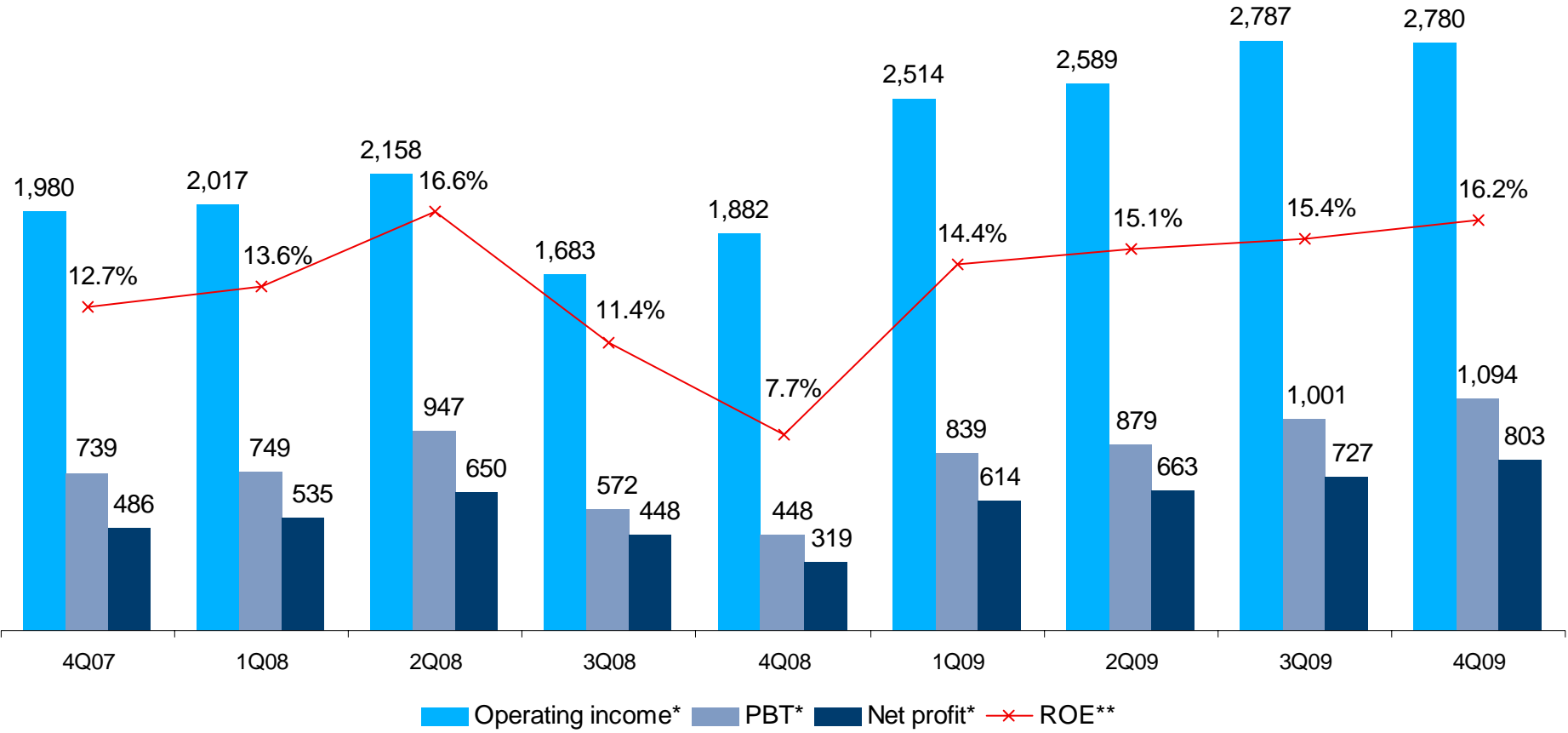
- Emerged as 2nd largest Islamic bank by assets in Malaysia
- ADB-IDB Islamic Infrastructure Fund
- Sale of properties
- Indonesia insurance JV with SunLife
- Corporatisation of SEASAM
- Capital management initiatives

CIMB GROUP : FY09 RESULTS  
CIMB GROUP FY09 FINANCIALS

# Earnings Summary

(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Net interest income	1,569	1,595	(1.6%)	6,069	4,661	30.2%
Non interest income	1,211	1,192	1.6%	4,601	3,080	49.4%
<b>Operating income</b>	<b>2,780</b>	<b>2,787</b>	<b>(0.3%)</b>	<b>10,670</b>	<b>7,741</b>	<b>37.8%</b>
Loan provisions	(203)	(246)	(17.5%)	(1,023)	(795)	28.7%
- <i>Specific</i>	(244)	(190)	28.4%	(915)	(544)	68.2%
- <i>General</i>	41	(56)	>100%	(108)	(251)	(57.0%)
Other provisions	48	(122)	>100%	(151)	(66)	128.8%
Overhead expenses	(1,538)	(1,439)	6.9%	(5,718)	(4,122)	38.7%
Share of JV / Associates	7	21	(66.7%)	34	(42)	>100%
<b>PBT</b>	<b>1,094</b>	<b>1,001</b>	<b>9.3%</b>	<b>3,812</b>	<b>2,716</b>	<b>40.4%</b>
<b>Net profit</b>	<b>803</b>	<b>727</b>	<b>10.5%</b>	<b>2,807</b>	<b>1,952</b>	<b>43.8%</b>
<b>EPS (sen)</b>	<b>22.7</b>	<b>20.6</b>	<b>10.2%</b>	<b>79.5</b>	<b>57.8</b>	<b>37.5%</b>
<b>ROE</b>	<b>16.2%</b>	<b>15.4%</b>	<b>5.2%</b>	<b>15.0%</b>	<b>11.9%</b>	<b>26.1%</b>

# Quarterly Earnings Trend



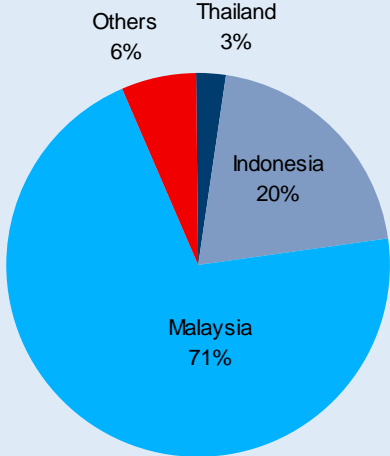


## Contribution by Entity

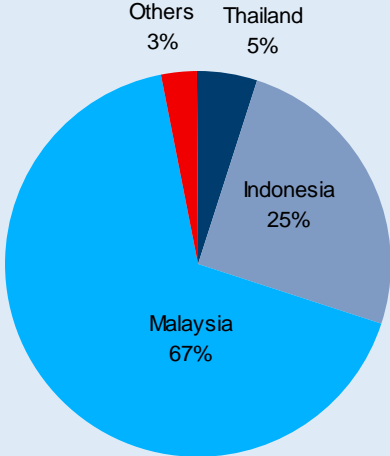
Legal Entity	4Q09		3Q09		FY09		FY08	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	331	30%	526	53%	2,078	55%	1,995	74%
CIMB Niaga	229	21%	253	25%	787	21%	302	11%
CIMB Thai	26	2%	50	5%	47	1%	(41)	(1%)
CIMB Labuan	77	7%	52	5%	248	7%	49	2%
CIMB Islamic	49	4%	47	5%	171	5%	98	4%
CIMB Investment Bank	151	14%	12	1%	208	5%	150	6%
CIMB-GK	29	3%	51	5%	55	1%	(18)	(1%)
Others *	202	19%	10	1%	218	5%	140	5%
<b>PBT</b>	<b>1,094</b>	<b>100%</b>	<b>1,001</b>	<b>100%</b>	<b>3,812</b>	<b>100%</b>	<b>2,716</b>	<b>100%</b>

# Contribution by Geography

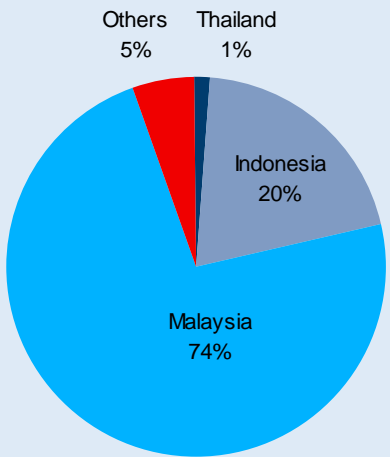
**4Q09**



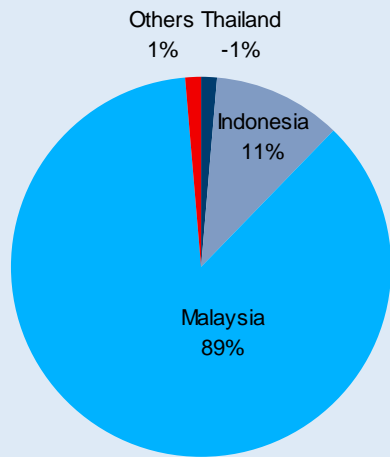
**3Q09**



**FY09**



**FY08**



## Revenue By Segments

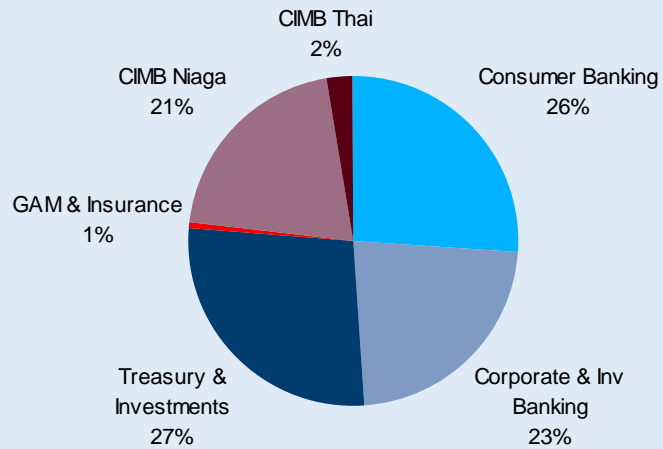
(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Consumer Banking	934	899	3.9%	3,590	3,372	6.5%
Corporate & Investment Banking	555	393	41.2%	1,697	1,650	2.8%
Treasury & Investments	294	451	(34.8%)	1,680	1,225	37.1%
GAM & Insurance	65	92	(29.3%)	311	162	92.0%
CIMB Niaga	775	740	4.7%	2,688	1,332	101.8%
CIMB Thai	157	212	(25.9%)	704	-	100.0%
<b>Total income</b>	<b>2,780</b>	<b>2,787</b>	<b>(0.3%)</b>	<b>10,670</b>	<b>7,741</b>	<b>37.8%</b>
Loan provisions	(203)	(246)	(17.5%)	(1,023)	(795)	28.7%
- <i>Specific</i>	(244)	(190)	28.4%	(915)	(544)	68.2%
- <i>General</i>	41	(56)	>100%	(108)	(251)	(57.0%)
Other provisions (incl. impairment)	48	(122)	>100%	(151)	(66)	128.8%
Overhead expenses	(1,538)	(1,439)	6.9%	(5,718)	(4,122)	38.7%
Share of JV / Associates	7	21	(66.7%)	34	(42)	>100%
<b>PBT</b>	<b>1,094</b>	<b>1,001</b>	<b>9.3%</b>	<b>3,812</b>	<b>2,716</b>	<b>40.4%</b>
<b>Net profit</b>	<b>803</b>	<b>727</b>	<b>10.5%</b>	<b>2,807</b>	<b>1,952</b>	<b>43.8%</b>

## Estimated PBT By Segment

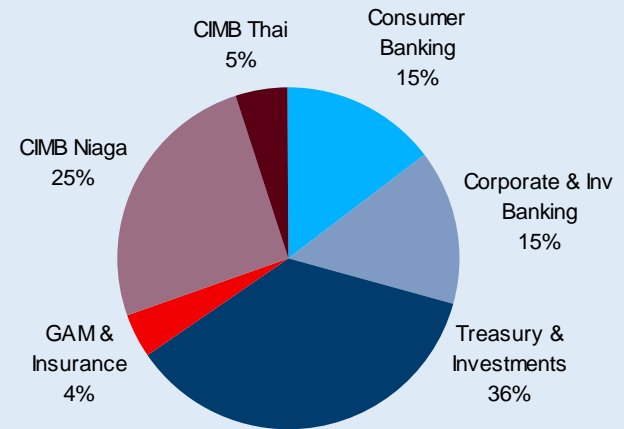
PBT (after Head Office cost allocation)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	RM 'mil	%
Consumer Banking						
- Good Bank	244	122	100.0%	612	419	46.1%
- Bad Bank	42	24	75.0%	80	267	(70.0%)
	<b>286</b>	<b>146</b>	<b>95.9%</b>	<b>692</b>	<b>686</b>	<b>0.9%</b>
Corporate & Investment Banking	248	146	69.9%	691	867	(20.3%)
Treasury & Investments	299	366	(18.3%)	1,475	952	54.9%
GAM & Insurance	6	40	(85.0%)	120	(50)	>100%
CIMB Niaga	229	253	(9.5%)	787	302	160.6%
CIMB Thai (after GAAP adjustments)	26	50	(48.0%)	47	(41)	>100%
<b>PBT</b>	<b>1,094</b>	<b>1,001</b>	<b>9.3%</b>	<b>3,812</b>	<b>2,716</b>	<b>40.4%</b>
<b>Net profit</b>	<b>803</b>	<b>727</b>	<b>10.5%</b>	<b>2,807</b>	<b>1,952</b>	<b>43.8%</b>

# Estimated PBT By Segment

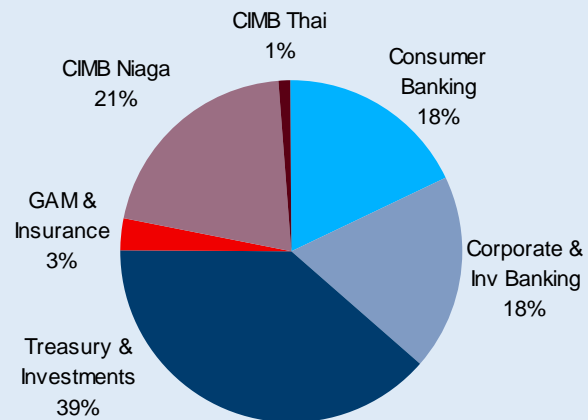
**4Q09**



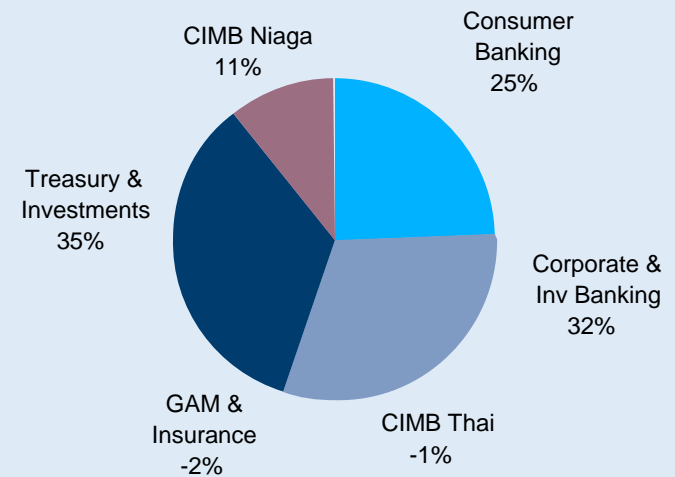
**3Q09**



**FY09**



**FY08**

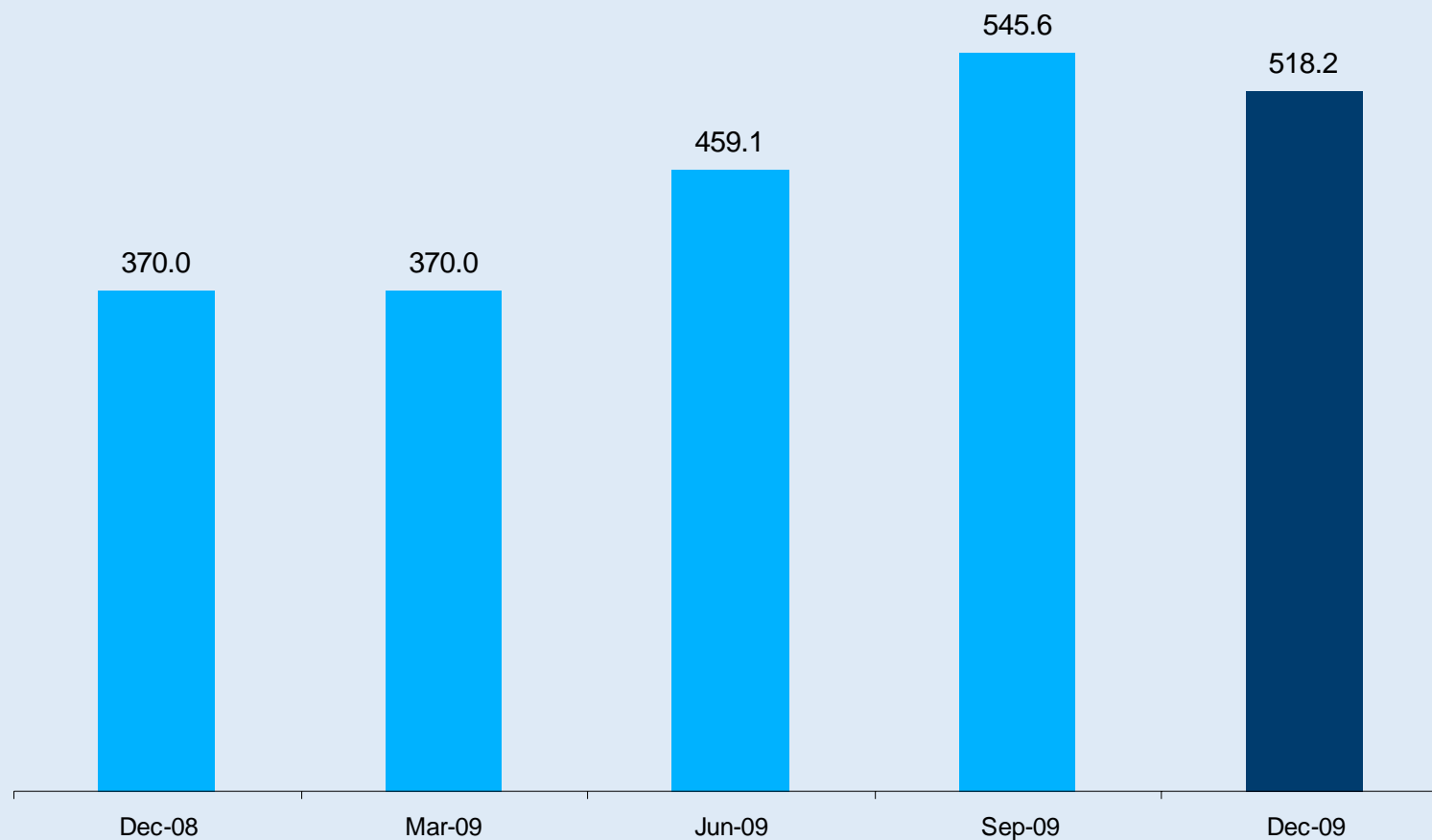


# Consolidated Balance Sheet Changes

(RM 'mil)	31st Dec 09	30th Sept 09	31st Dec 08	Q-o-Q	Y-o-Y
Cash & short term funds	28,729	20,473	24,409	40%	18%
Securities purchased under resale agreements	4,545	4,090	3,311	11%	37%
Deposits & placements with financial institutions	2,383	7,582	4,063	(69%)	(41%)
Securities held for trading	14,999	11,817	10,423	27%	44%
– Money Market	11,647	8,378	8,319	39%	40%
– Corporate bonds	2,679	2,711	1,942	(1%)	38%
– Equity	621	576	162	8%	283%
– CIMB Thai	52	152	-	(66%)	100%
Securities available for sale	11,001	11,710	11,608	(6%)	(5%)
Securities held to maturity	14,267	13,782	11,921	4%	20%
Loans, advances & financing	142,218	136,467	117,382	4%	21%
Other assets	22,296	22,971	23,974	(3%)	(7%)
<b>Total assets</b>	<b>240,438</b>	<b>228,892</b>	<b>207,091</b>	<b>5%</b>	<b>16%</b>
Deposits from customers	178,882	166,155	146,890	8%	22%
Deposits & placements of banks and other FI	10,132	13,720	13,653	(26%)	(26%)
Obligations on securities sold under REPOs	565	-	63	100%	797%
Other borrowings	10,445	10,668	10,397	(2%)	0%
Other liabilities	17,768	17,248	17,275	3%	3%
<b>Total liabilities</b>	<b>217,792</b>	<b>207,791</b>	<b>188,278</b>	<b>5%</b>	<b>16%</b>
<b>Shareholders' funds</b>	<b>20,345</b>	<b>19,388</b>	<b>17,099</b>	<b>5%</b>	<b>19%</b>
<b>Total liabilities &amp; equity</b>	<b>240,438</b>	<b>228,892</b>	<b>207,091</b>	<b>5%</b>	<b>16%</b>

# AFS MTM Position

(RM 'mil)

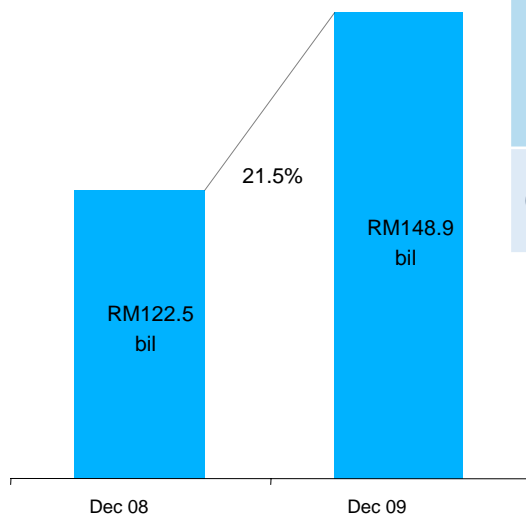


# Key Ratios

(%)	4Q09	3Q09	FY09	FY08
NIM	2.69	2.72	2.64	2.30
Fee income / total income	19.7	13.3	15.9	18.3
Non-interest income/ total income	43.6	42.8	43.1	39.8
Cost / income	55.3	51.6	53.6	53.2
Loan loss coverage	90.8	86.7	90.8	88.1
Loan loss charge	0.14	0.17	0.69	0.65
Gross NPL ratio	5.0	5.5	5.0	4.9
Net NPL ratio	2.0	2.4	2.0	2.3
CIMB Bank*	1.2	2.2	1.2	2.5
CIMB Niaga	1.0	1.8	1.0	1.4
CIMB Thai	7.1	8.6	7.1	4.9
Average shareholders' funds (RM'mil)	19,853	18,822	18,722	16,405
Book Value per share (RM)	5.76	5.49	5.76	4.85



# Gross Loans Growth

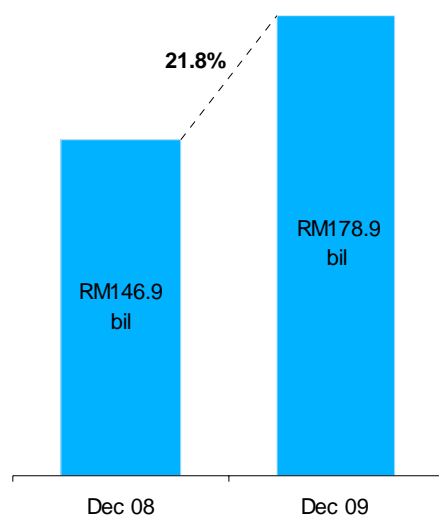


Products / Divisions	31st Dec 09 (RM 'bil)	30th Sept 09 (RM 'bil)	31st Dec 08 (RM 'bil)	Y-o-Y growth
<b>Consumer Banking</b>	<b>70.2</b>	<b>67.5</b>	<b>62.0</b>	<b>13.2%</b>
Mortgages	29.0	27.5	24.2	20.1%
HP	11.3	11.2	11.0*	3.4%
OD and TL	11.4	10.7	9.2	23.3%
Credit cards	3.0	2.8	2.7	13.7%
CIMB Xpress	1.6	1.4	0.8	83.2%
Business	13.0	13.2	13.9	(6.5%)
Others	0.9	0.8	0.2	244.3%
<b>Corporate &amp; Investment</b>	<b>38.9</b>	<b>40.3</b>	<b>36.5</b>	<b>5.5%</b>
<b>CIMB Niaga</b>	<b>30.8</b>	<b>26.8</b>	<b>23.8</b>	<b>29.4%</b>
<b>CIMB Thai</b>	<b>8.9</b>	<b>8.5</b>	<b>-</b>	<b>n.a</b>

Loans	Growth
YTD	21.5%
YTD, excluding CIMB Thai	14.2%

Note:  
\* Excluding of Loans sold to Cagamas

# Deposits Growth

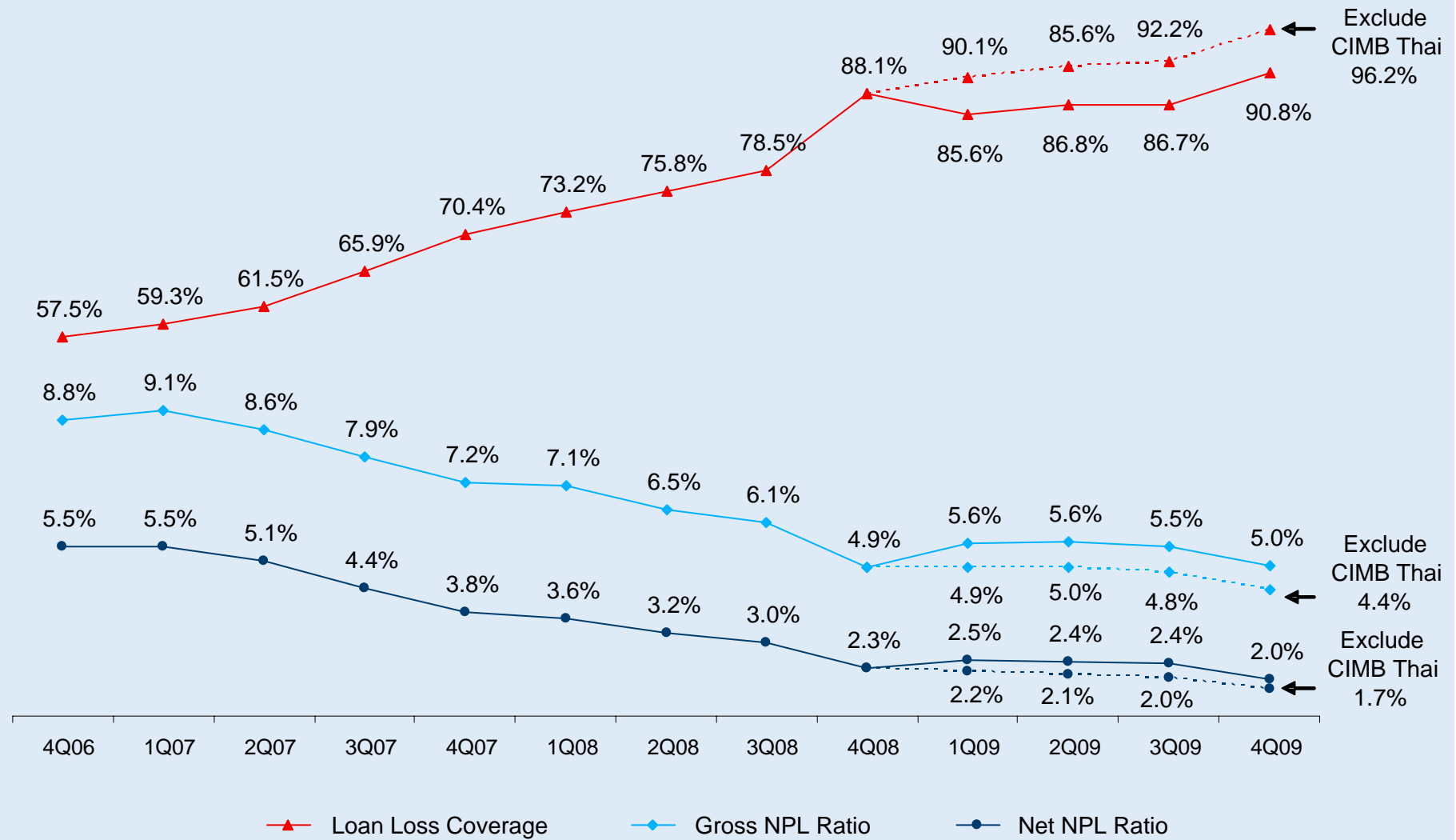


Deposits	Growth
YTD	21.8%
YTD, excluding CIMB Thai	15.6%

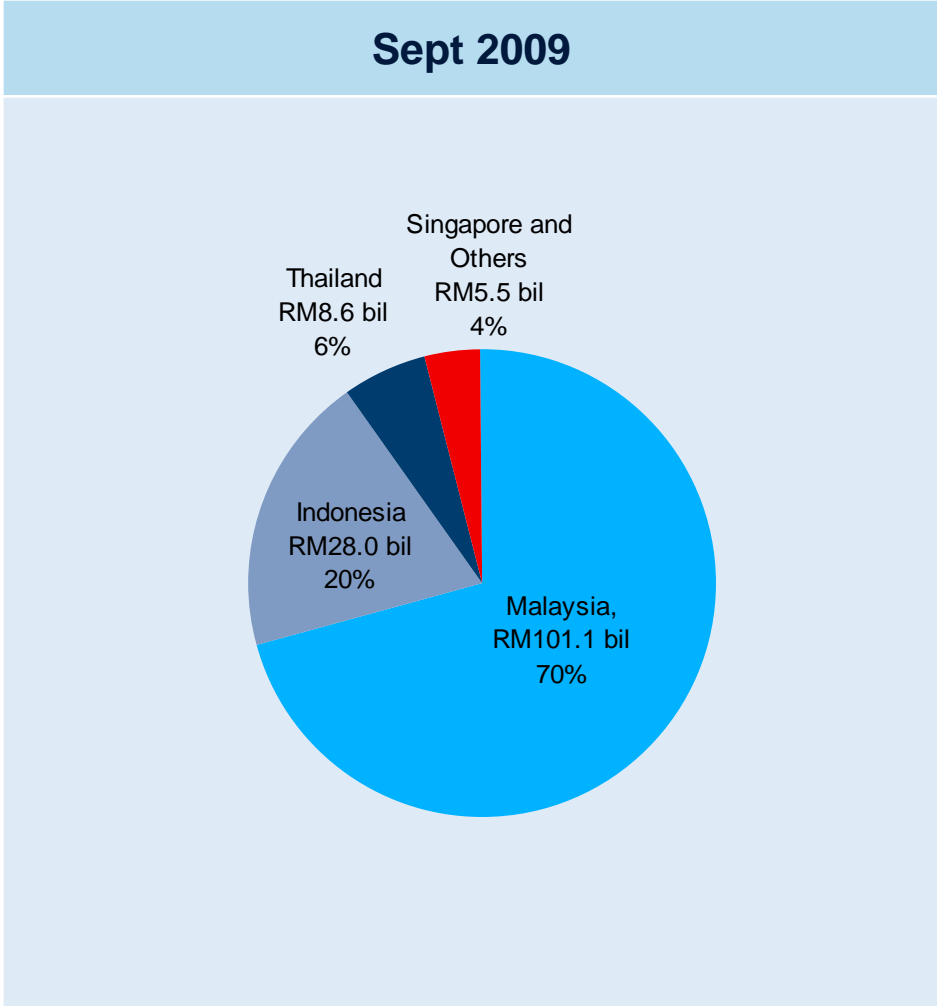
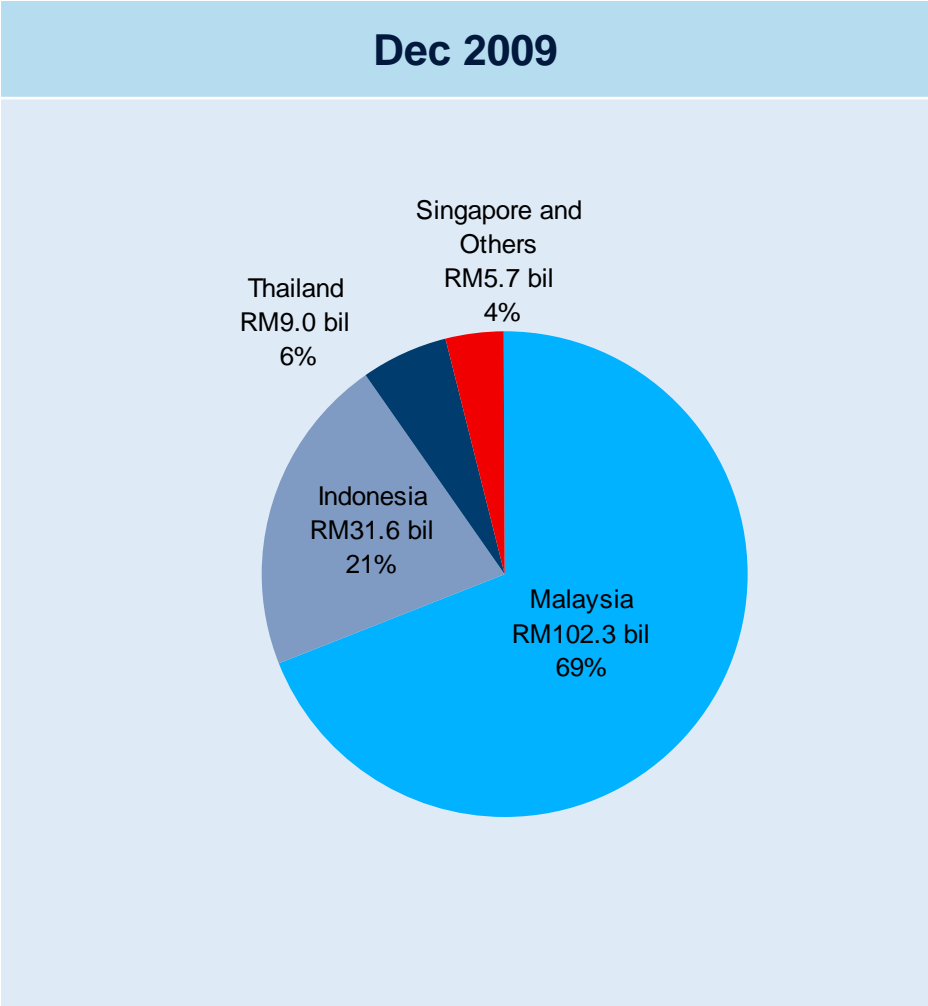
Divisions / Products	31st Dec 09 (RM 'bil)	30th Sept 09 (RM 'bil)	31st Dec 08 (RM 'bil)	Y-o-Y Growth
<b>Retail</b>	<b>43.3</b>	<b>39.6</b>	<b>36.5</b>	<b>18.3%*</b>
- Current	7.3	5.2	4.3	69.8%
- Savings	10.3	9.7	9.3	10.8%
- Fixed & structured deposits	25.7	24.7	22.9	11.7%
<b>Business</b>	<b>20.6</b>	<b>19.5</b>	<b>18.5</b>	<b>11.2%</b>
<b>Corporate &amp; Treasury</b>	<b>74.5</b>	<b>67.8</b>	<b>65.3</b>	<b>14.1%</b>
<b>CIMB Niaga</b>	<b>31.4</b>	<b>29.1</b>	<b>26.5</b>	<b>18.5%</b>
<b>CIMB Thai</b>	<b>9.1</b>	<b>10.1</b>	<b>-</b>	<b>n.a</b>

\* Retail excluding Singapore was 9.7%

# Asset Quality Ratios



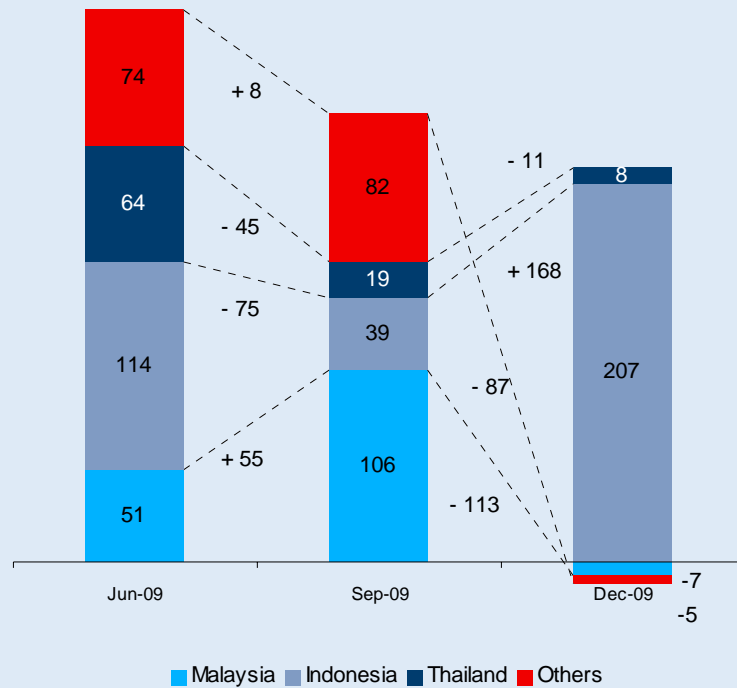
# Loan Assets



# LLP and Gross NPL

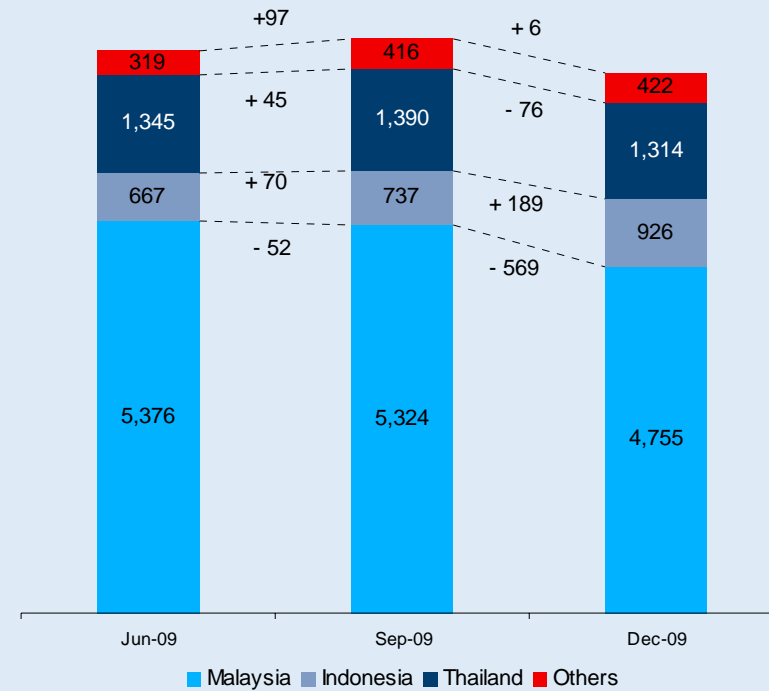
## LLP by Country

Total (RM)	302 mil	246 mil	203 mil
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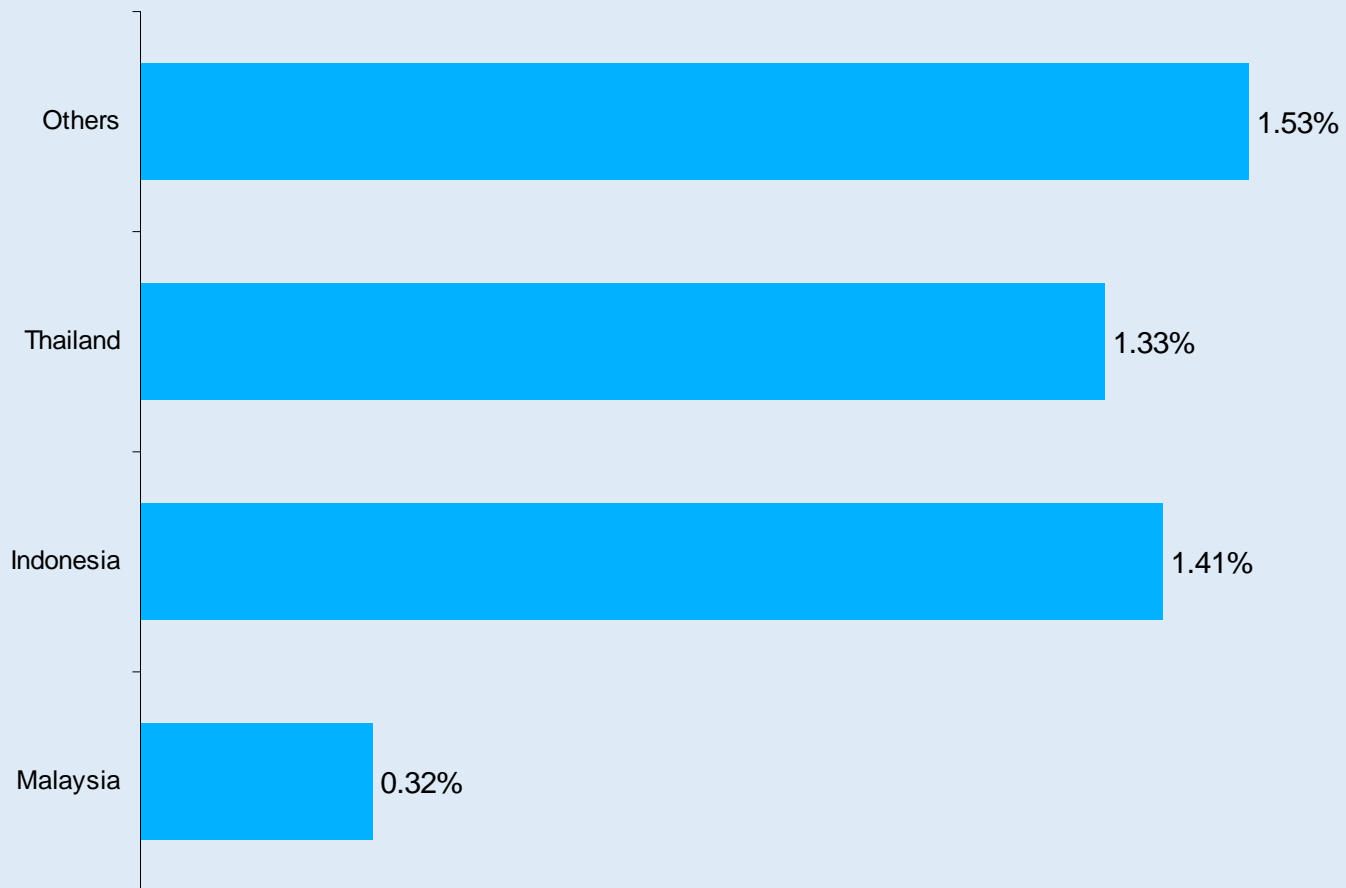


## Gross NPL by Country

Total (RM)	7,707 mil	7,867 mil	7,417 mil
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## FY09 Annualised Credit Charge by Country



# Gearing and Double Leverage

<b>CIMBG (RM 'mil)</b>	<b>4Q09</b>	<b>3Q09</b>	<b>Further capital issues</b>	<b>Timeline</b>
Investment in subsidiaries	15,037	15,037	Sale of office building at CIMB Thai	1Q10
External debt & borrowings	3,404	3,320	Sale & leaseback of CIMB Bank branches	1Q10
Share capital	3,532	3,582	Proposed 1:1 bonus issue	2Q10
Reserves	9,058	9,036	Introduction of FRS139	1Q10
<b>Gearing ratio</b>	27.0%	26.3%	Introduction of Basel II	2H10
<b>Double leverage ratio</b>	119.4%	119.2%		<b>4Q09</b>
<b>CIMB Bank</b>			<b>RWCR</b>	
– Core Tier 1	12.1%	10.9%	– CIMB Investment Bank	17.1%*
– Tier 1	14.8 %	13.5 %	– CIMB Niaga	13.6%
– RWCR	15.1%	14.0%	– CIMB Thai	12.0%
			– CIMB Islamic	11.3%

Note:  
\* After deducting proposed dividends

## CIMBG : Operating Expenses

(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Personnel	771	739	4.3%	2,831	1,969	43.8%
Establishment	295	323	(8.7%)	1,206	873	38.1%
Marketing	61	88	(30.7%)	314	306	2.6%
Admin & General	411	289	42.2%	1,367	974	40.3%
<b>Total</b>	<b>1,538</b>	<b>1,439</b>	<b>6.9%</b>	<b>5,718</b>	<b>4,122</b>	<b>38.7%</b>



CIMB GROUP : FY09 RESULTS  
MALAYSIAN CONSUMER BANK

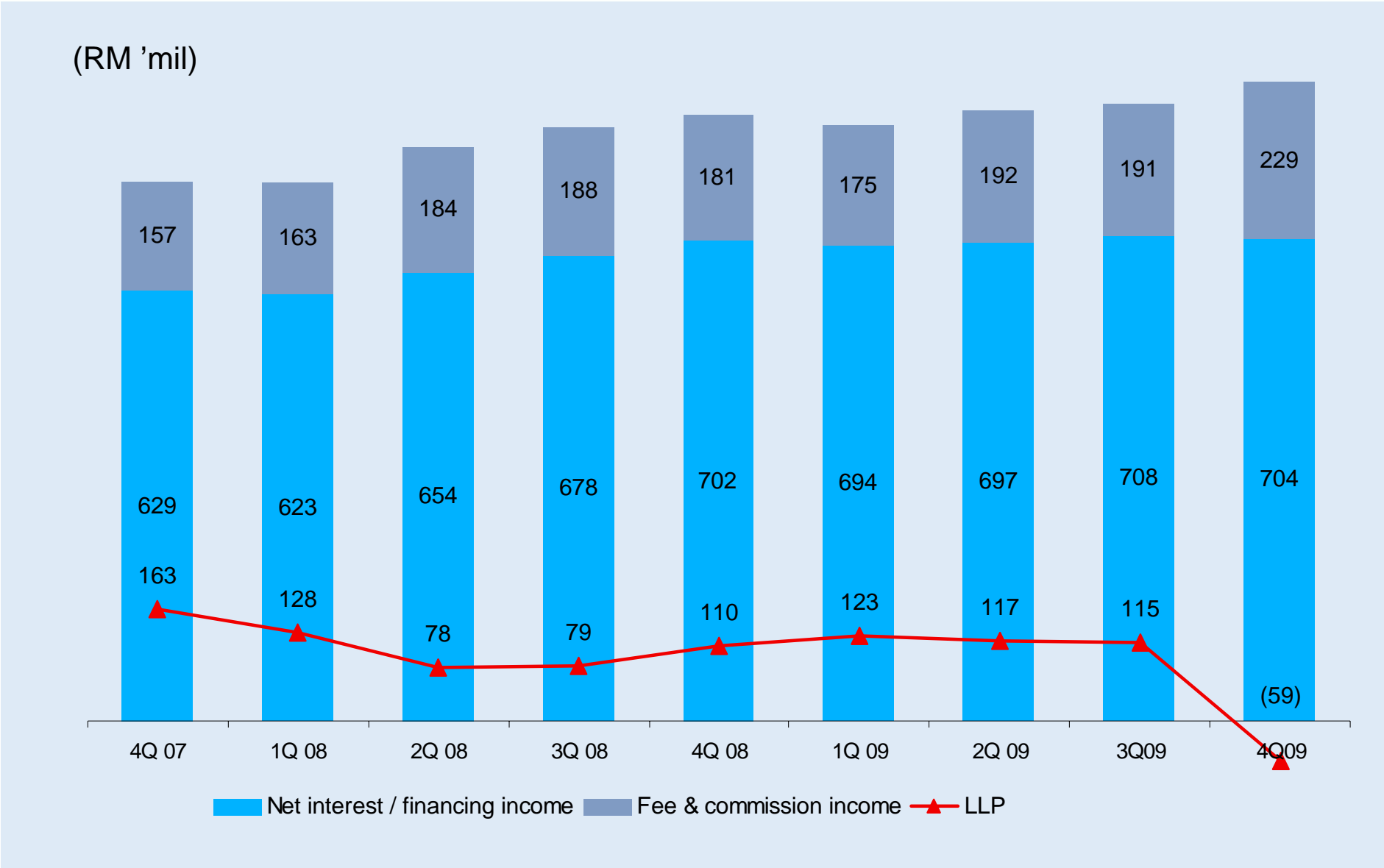
## Consumer Bank : 4Q09 Financials

(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Net interest / financing income	704	708	(0.6%)	2,803	2,656	5.5%
Non interest income	230	191	19.9%	787	716	9.9%
<b>Total income</b>	<b>934</b>	<b>899</b>	<b>3.8%</b>	<b>3,590</b>	<b>3,372</b>	<b>6.5%</b>
Overheads (direct + head office allocation)	(707)	(641)	10.3%	(2,609)	(2,294)	10.3%
Loan provisions	59	(115)	>100%	(296)	(395)	(25.1%)
Share of JV / Associates	-	3	(100.0%)	7	3	133.3%
<b>PBT</b>	<b>286</b>	<b>146</b>	<b>95.9%</b>	<b>692</b>	<b>686</b>	<b>0.9%</b>
<b>Loan loss charge</b>	<b>(0.08%)</b>	<b>0.17%</b>	<b>(149.3%)</b>	<b>0.42%</b>	<b>0.64%</b>	<b>(33.8%)</b>

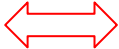
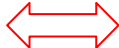
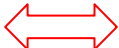
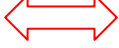
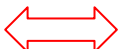
## Consumer Bank : Good Bank

(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Net interest / financing income	683	683	-	2,719	2,497	8.9%
Non interest income	228	188	21.3%	780	715	9.1%
<b>Total income</b>	<b>911</b>	<b>871</b>	<b>4.6%</b>	<b>3,499</b>	<b>3,212</b>	<b>8.9%</b>
Overheads (direct + head office allocation)	(649)	(604)	7.5%	(2,451)	(2,155)	13.7%
Loan provisions	(18)	(148)	(87.8%)	(443)	(641)	(30.9%)
Share of JV / Associates	-	3	(100.0%)	7	3	133.3%
<b>PBT</b>	<b>244</b>	<b>122</b>	<b>100%</b>	<b>612</b>	<b>419</b>	<b>46.1%</b>
<b>Loan loss charge</b>	<b>0.03%</b>	<b>0.23%</b>	<b>(88.4%)</b>	<b>0.70%</b>	<b>1.10%</b>	<b>(36.9%)</b>

# Consumer Revenue & LLP Trend

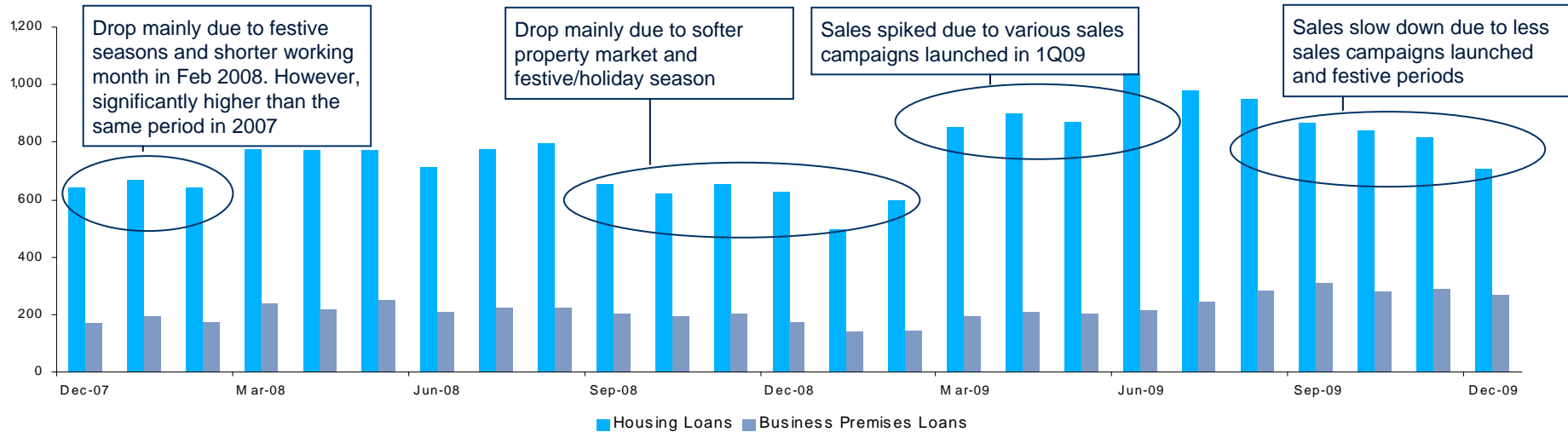


# Malaysian Consumer Market Shares

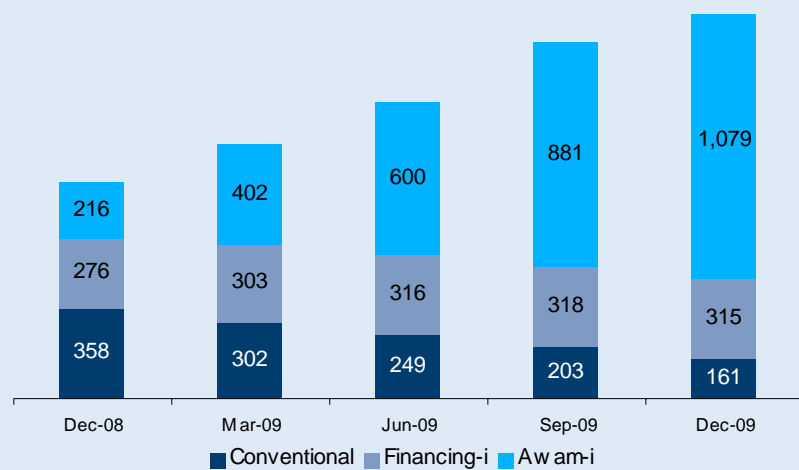
Market shares	30th Sept 2009	30th Sept 2008	Ranking
<b>Mortgages – Residential</b>	14.0%	12.4%	2 
<b>– Non-residential</b>	13.3%	12.6%	
<b>HP^</b>	9.5%	10.0%	4 
<b>Credit Cards – Loan base*</b>	10.8%	10.5%	
<b>– Card Base*</b>	10.5%	10.1%	3 
<b>Retail Deposits#</b>	9.6%	9.3%	3 
<b>SME Loan*</b>	12.1%	11.8%	3 

# Malaysian Retail Banking Indicators

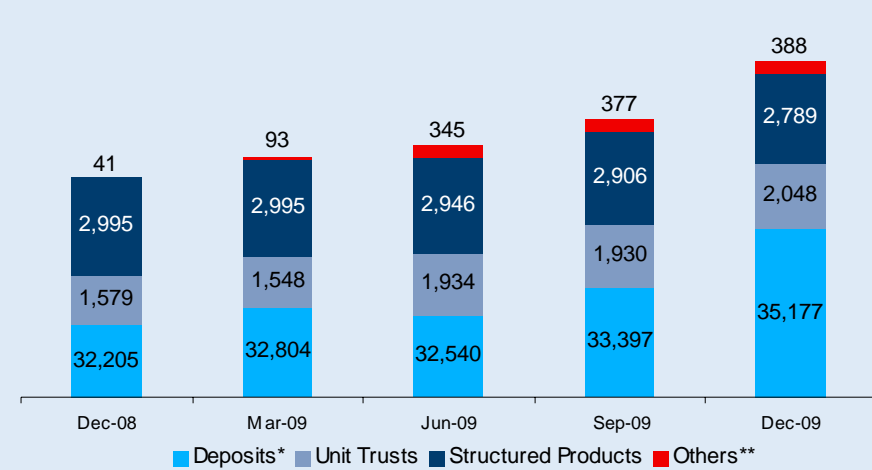
## Retail Loans – Housing Loans and Business Premises Loans



## CIMB Express – Loan Base (RM 'mil)

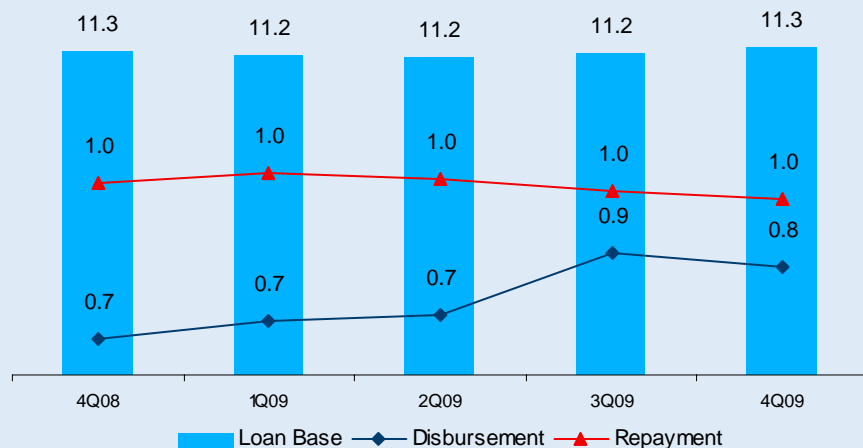


## Retail Banking AUM (RM 'mil)

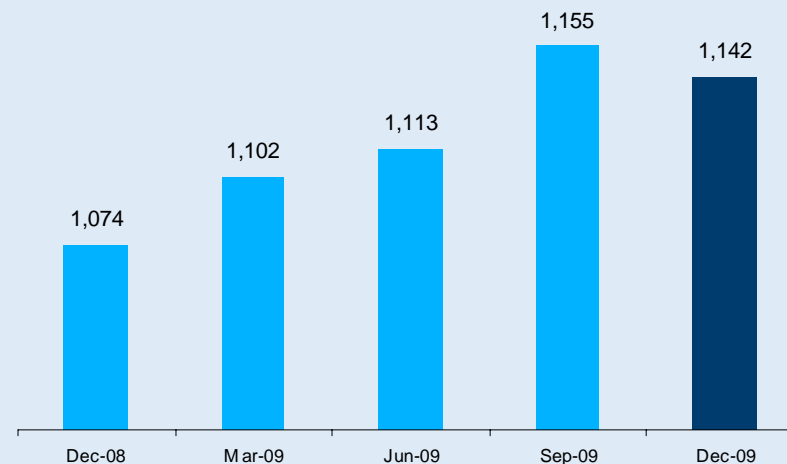


# Malaysian Consumer Banking Indicators (2)

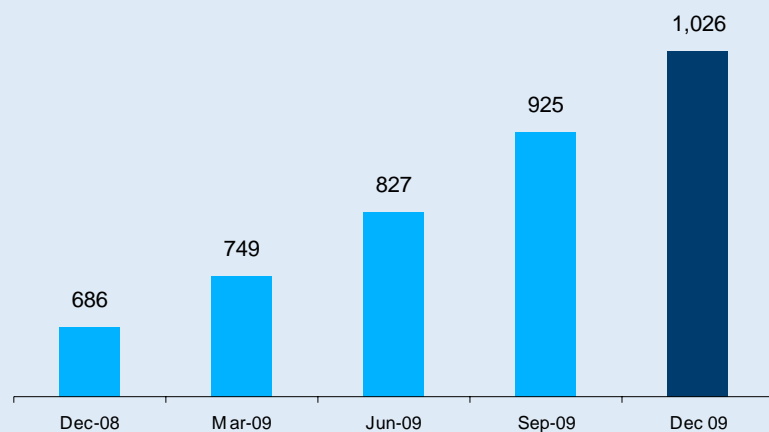
### HP Loan Base, Disbursement & Repayment (RM 'bil)



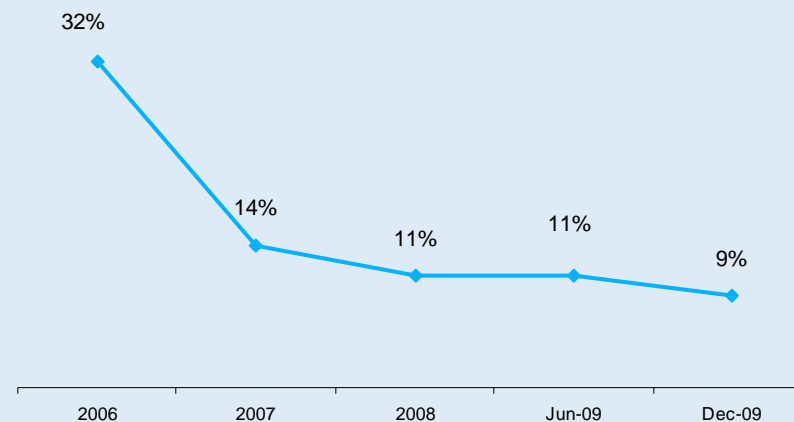
### Credit Card – Card Base (RM '000)



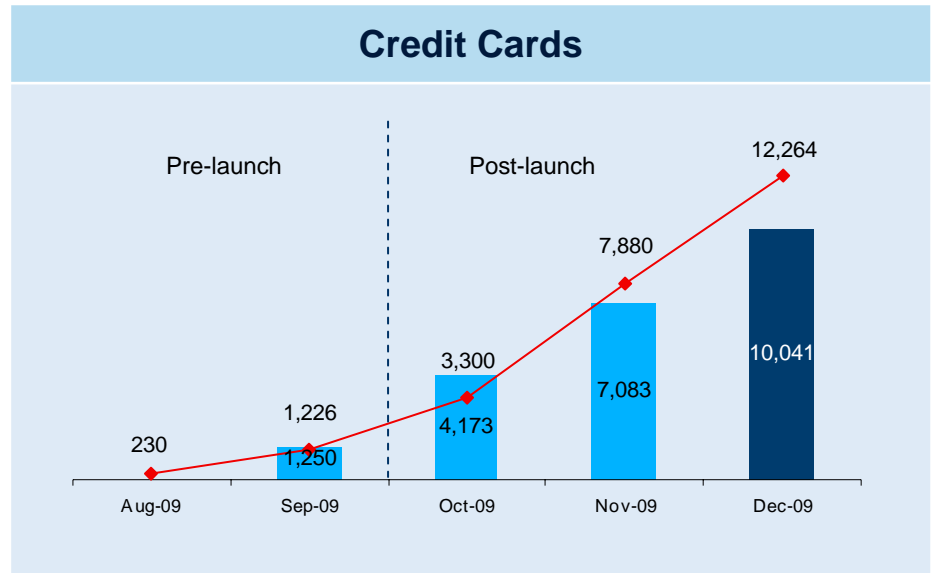
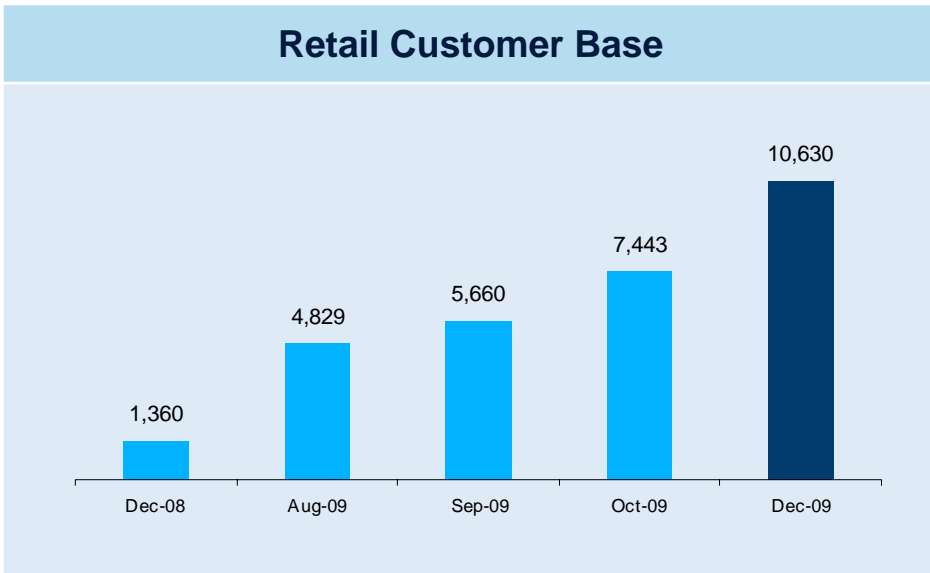
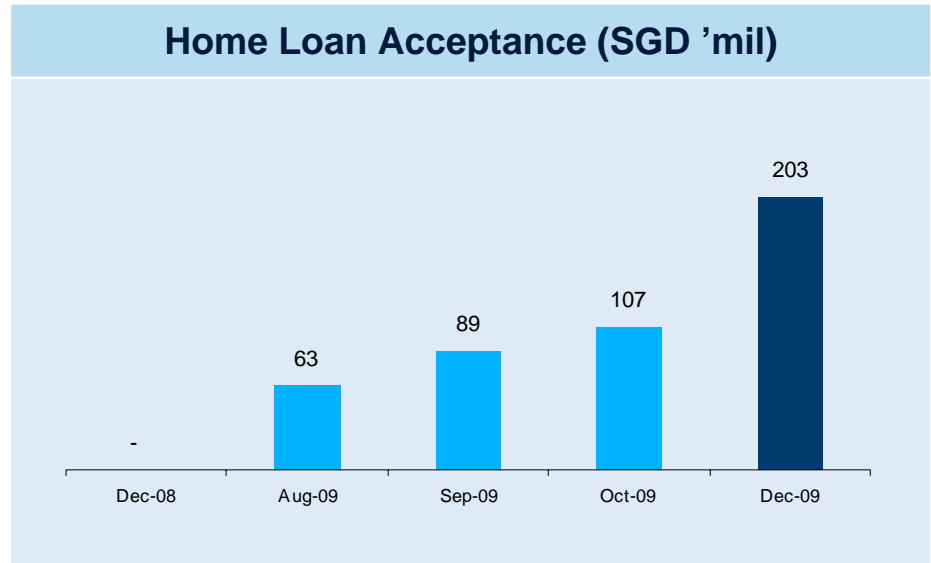
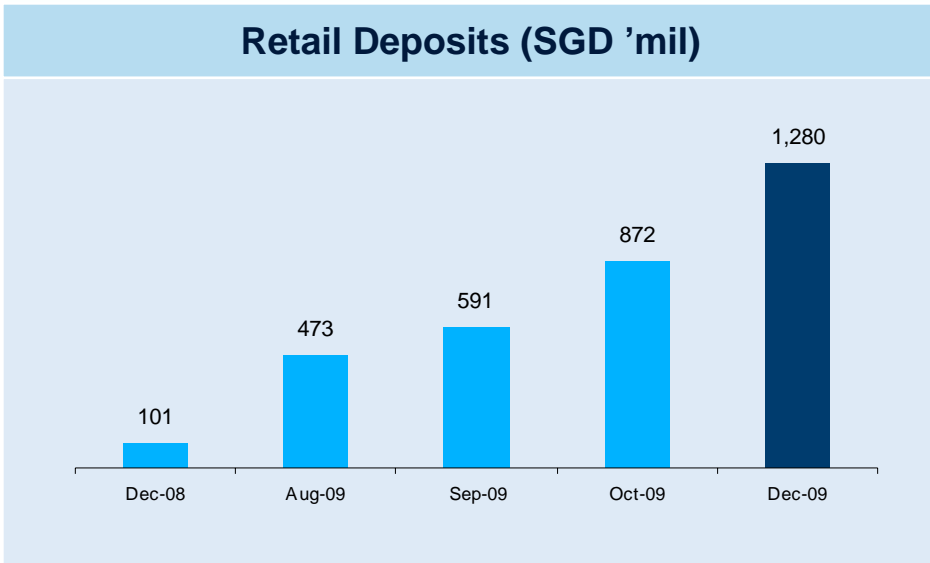
### Total CIMB Clicks Customers ('000)



### OTC vs. SST



# Singapore Retail Banking – Early indicators promising





**CIMB Home Loans**

**Turning your dream home into reality**

**CIMB BANK**

**Be surprised by money.**

Free switching between unit trust funds with the CIMB Wrap Account.

Investing can now be as simple as a walk in the park, thanks to the CIMB Wrap Account. With an annual Wrap fee of just 1%, you can enjoy access to over 350 unit trust funds and move your investments between funds free of charge. The only bank in Singapore to make wrap portfolio solutions available to everyone - it's another surprising offer from CIMB Bank.

For more information, call CIMB At-Your-Service +65 6333 7777 or log on to [www.cimb.com.sg](http://www.cimb.com.sg).

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FORWARD BANKING **CIMB BANK**

**CIMB WORLD MasterCard**

**The WORLD awaits your arrival**

**CIMB BANK**

CIMB GROUP : FY09 RESULTS  
TREASURY & INVESTMENT BANKING

## Treasury and Investment Financials

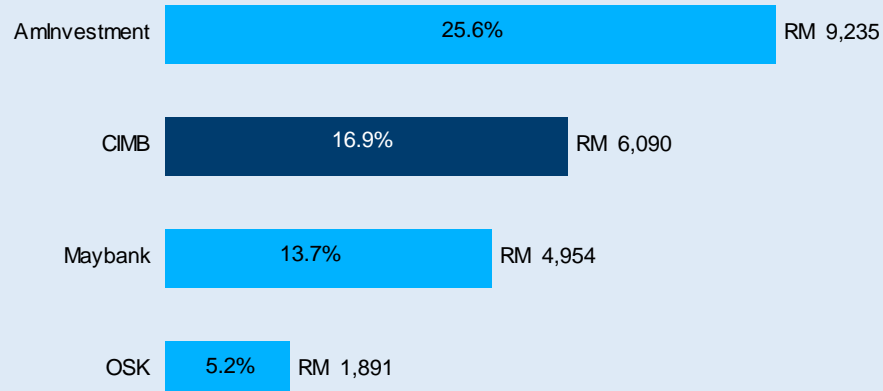
(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Net interest / financing income	164	227	(27.8%)	759	507	49.7%
Fee income	17	12	41.7%	32	15	113.3%
Net trading income	63	89	(29.2%)	520	147	253.7%
<b>Total income</b>	<b>244</b>	<b>328</b>	<b>(25.6%)</b>	<b>1,311</b>	<b>669</b>	<b>96.0%</b>
Provision	(23)	(4)	475.0%	(25)	(42)	(40.5%)
Overheads	(119)	(61)	95.1%	(313)	(184)	70.1%
<b>Treasury PBT</b>	<b>102</b>	<b>263</b>	<b>(61.2%)</b>	<b>973</b>	<b>443</b>	<b>119.6%</b>
<b>Investment PBT</b>	<b>197</b>	<b>103</b>	<b>91.3%</b>	<b>502</b>	<b>508</b>	<b>(1.1%)</b>
<b>Total</b>	<b>299</b>	<b>366</b>	<b>(18.3%)</b>	<b>1,475</b>	<b>951</b>	<b>55.1%</b>

## Corporate & Investment Banking Financials

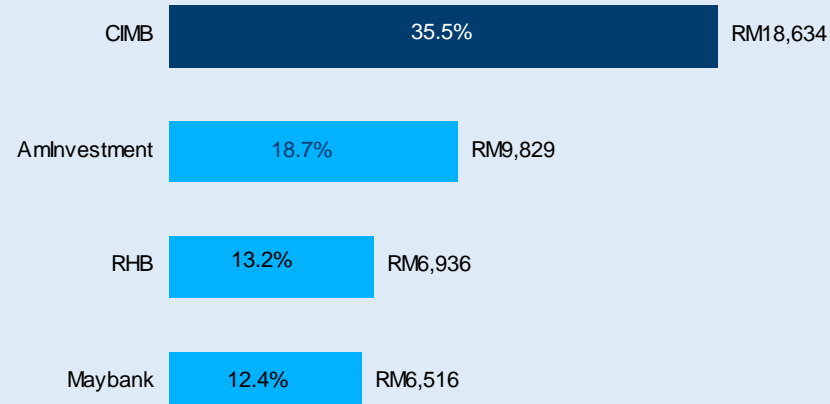
(RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Net interest / financing income	226	194	16.8%	776	768	1.0%
Fee & commission income	243	100	144.0%	567	468	21.3%
Net trading income	18	21	(16.2%)	93	169	(44.9%)
Brokerage income	67	79	(15.0%)	260	245	6.1%
<b>Total income</b>	<b>554</b>	<b>393</b>	<b>40.8%</b>	<b>1,696</b>	<b>1,650</b>	<b>2.8%</b>
Provision	(97)	(66)	46.4%	(261)	(144)	81.3%
Overheads	(210)	(181)	15.6%	(745)	(639)	16.6%
<b>PBT</b>	<b>247</b>	<b>146</b>	<b>69.4%</b>	<b>690</b>	<b>867</b>	<b>(20.3%)</b>

# Malaysian Market Shares

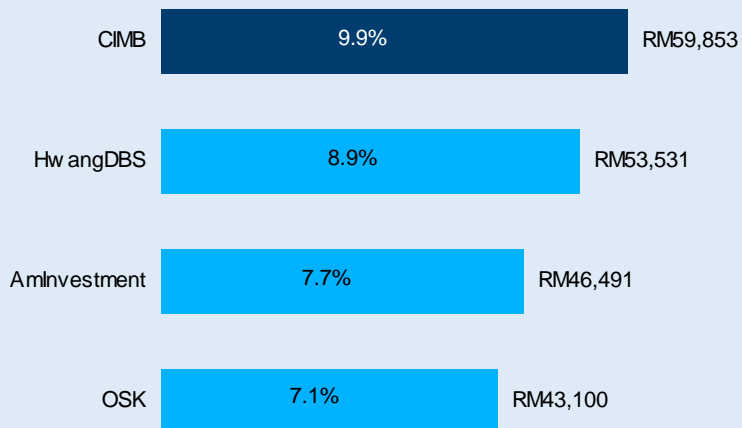
## M&A Advisory ('mil)\*\*



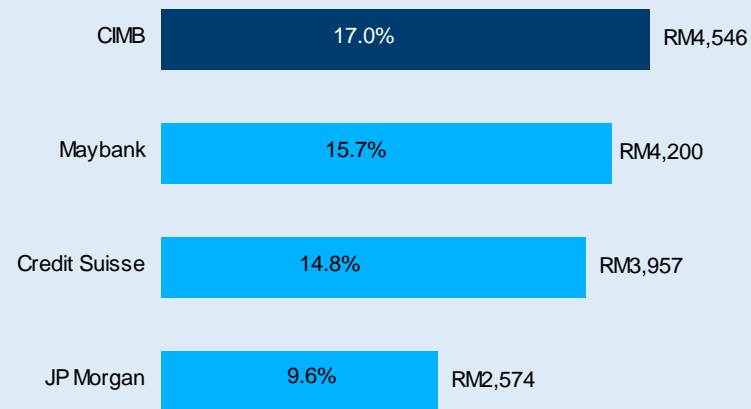
## Primary Bond Market ('mil)



## Broking ('mil)



## ECM Deals ('mil)



# Regional Market Shares

## Singapore

- Rank 5 for stock broking, 8.2% market share
- No. 1 advisor ranking for mid market M&A up to USD 500mil in terms of number of deals, 1.7% market share
- No. 11 underwriting ranking for SGX IPO offerings, 0.7% market share
- No. 10 in terms of issuance of Singapore Dollar Bonds, 1.6% market share

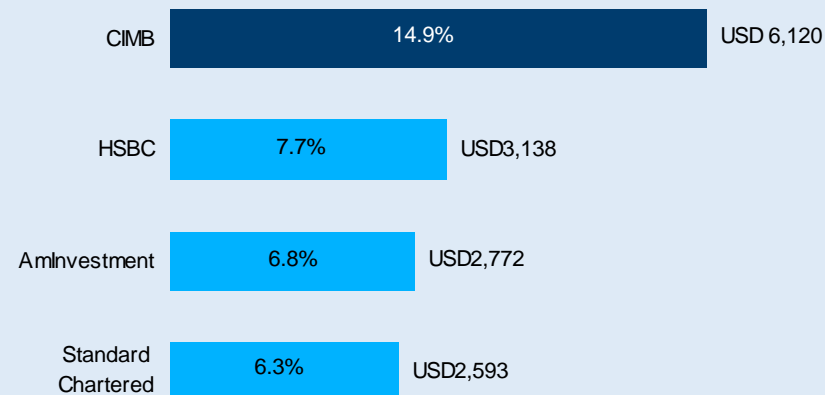
## Indonesia

- Rank 4 for stock broking, 4.2% market share
- Rank 2 for IPO, 24.5% market share
- Rank 11 for IDR bonds, 2.0% market share

## Thailand

- Brokerage market share : 0.8%
- Rank 2 for ECM : 15.2% market share
- Rank 3 for Thai M&A, 14.1% market share
- Rank 9 for THB bonds, 4.3% market share

## ASEAN Local Currency Bonds ('mil)



# Notable Deals 4Q09

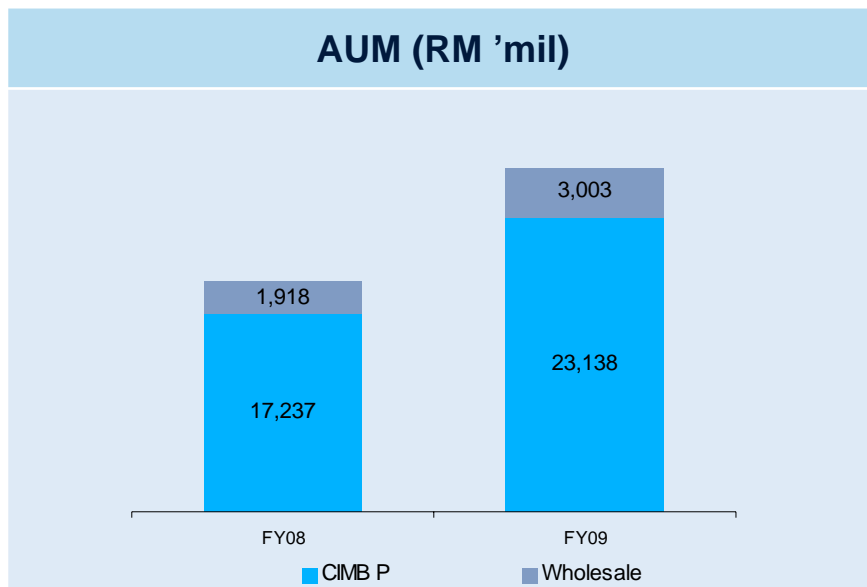
Clients	Details
<b>Debt Capital Markets</b>	
	<b>Sime Darby:</b> (i) RM4.5 bil IMTN Programme and (ii) a RM500 mil ICP/IMTN Programme
	<b>Genting Bhd:</b> RM1.6 bil MTN Programme
	<b>Pengurusan Aset Air Bhd:</b> RM20 bil ICP/MTN Programme
	<b>PT Bank Tabungan Pensiunan Nasional:</b> IDR700 bil fixed rate bonds
	<b>PT Salim Ivomas Pratama:</b> IDR452 bil convertible bonds and IDR278 bil Sukuk Ijarah
	<b>Majlis Ugama Islam Singapura:</b> SGD29 mil Sukuk
<b>IPO</b>	
	<b>Maxis Bhd:</b> RM11.2 bil <i>Largest IPO in Southeast Asia</i>
	<b>Shengli Oil &amp; Gas Pipe Hldgs Ltd:</b> HKD1,584 mil  <b>PT Bank Tabungan Negara:</b> IDR1.9 trillion, P.T. CIMB Securities Indonesia underwriter. Deal jointly arranged by CIMB & Mandiri Sekuritas <i>Largest IPO in 2009 in Indonesia</i>
<b>M&amp;A</b>	
	<b>PPB Group:</b> RM1.3 bil, Proposed disposal by PPB Group to Felda Global Venture Holdings SB of Malayan Sugar Manufacturing Company, Kilang Gula Felda Perlis SB & certain parcels of land
	<b>Berjaya Holdings (HK) Limited:</b> HKD2,504 mil, Acquisition of Cosway, <i>Financial Adviser</i>

CIMB GROUP : FY09 RESULTS  
ASSET MANAGEMENT & INSURANCE



# Group Asset Management & Insurance

PBT (after HOCA) (RM 'mil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
CIMB-P Group	14	9	50.1%	37	38	(1.8%)
Wholesale	2	8	(77.3%)	17	7	128.2%
Insurance	(10)	23	(>100%)	66	(95)	(169.5%)
<b>Total</b>	<b>6</b>	<b>40</b>	<b>(85.0%)</b>	<b>120</b>	<b>(50)</b>	<b>&gt;100%</b>



- 36% Y-o-Y increase in total AUMs to RM26.1 bil
- ADB-IDB committed to sponsor USD250 mil
- CIMBP's AUM of RM23.1 bil includes CPIAM's RM0.4 bil
- Indonesian Sun-Life JV – RM14 mil first year losses

CIMB GROUP : FY09 RESULTS  
CIMB NIAGA

# Earnings Summary

(IDR 'bil)	4Q09	3Q09	Q-o-Q	FY09	FY08	Y-o-Y
Net Interest Income	1,538	1,629	(5.6%)	6,150	4,798	28.2%
Non Interest Income	525	400	31.3%	1,516	1,437	5.5%
<b>Operating Income</b>	<b>2,063</b>	<b>2,029</b>	<b>1.7%</b>	<b>7,666</b>	<b>6,235</b>	<b>23.0%</b>
Overhead Expenses	(960)	(1,019)	(5.8%)	(3,757)	(3,738)	0.5%
<b>Pre Provision Operating Profit</b>	<b>1,103</b>	<b>1,010</b>	<b>9.2%</b>	<b>3,909</b>	<b>2,498</b>	<b>56.5%</b>
Provisions Expense	(585)	(410)	42.7%	(1,699)	(1,173)	44.8%
<b>Operating Profit</b>	<b>518</b>	<b>600</b>	<b>(13.7%)</b>	<b>2,210</b>	<b>1,324</b>	<b>66.9%</b>
Non Operating Income	33	35	(5.7%)	(44)	(240)	(81.7%)
<b>PBT</b>	<b>551</b>	<b>635</b>	<b>(13.2%)</b>	<b>2,166</b>	<b>1,084</b>	<b>99.8%</b>
<b>Net Profit</b>	<b>416</b>	<b>456</b>	<b>(8.8%)</b>	<b>1,568</b>	<b>678</b>	<b>131.3%</b>
<b>Net Profit (RM 'mil)</b>	<b>149</b>	<b>159</b>	<b>(6.3%)</b>	<b>534</b>	<b>213</b>	<b>150.7%</b>
<b>EPS (sen)</b>	<b>17.4</b>	<b>19.1</b>	<b>(8.9%)</b>	<b>65.5</b>	<b>28.1</b>	<b>133.1%</b>

## Balance Sheet Changes

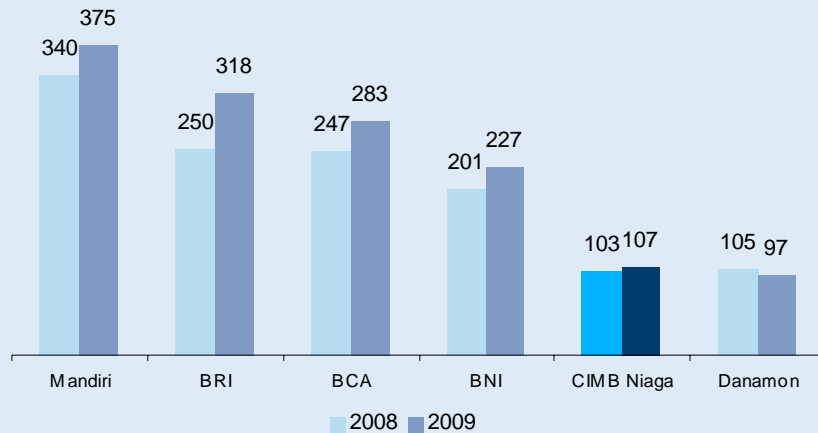
(IDR 'bil)	31st Dec 09	30th Sept 09	31st Dec 08	Q-o-Q	Y-o-Y
Placements & Other MS	11,028	10,513	12,290	4.9%	(10.3%)
Government Bonds	6,613	8,553	8,263	(22.7%)	(20.0%)
Loans	80,115	72,076	72,791	11.2%	10.1%
Other Assets	9,348	9,944	9,854	(6.0%)	(5.1%)
<b>Total Assets</b>	<b>107,104</b>	<b>101,086</b>	<b>103,198</b>	<b>6.0%</b>	<b>3.8%</b>
Low Cost Fund (CASA)	39,389	39,936	36,140	(1.4%)	9.0%
Time Deposits & CD	46,860	41,363	47,912	13.3%	(2.2%)
<b>Total Customer Deposits</b>	<b>86,249</b>	<b>81,299</b>	<b>84,052</b>	<b>6.1%</b>	<b>2.6%</b>
Other Liabilities	9,645	8,963	9,844	7.6%	(0.2%)
<b>Total liabilities</b>	<b>95,894</b>	<b>90,262</b>	<b>93,896</b>	<b>6.2%</b>	<b>2.1%</b>
<b>Equity</b>	<b>11,210</b>	<b>10,824</b>	<b>9,302</b>	<b>3.6%</b>	<b>20.5%</b>

# Key Ratios

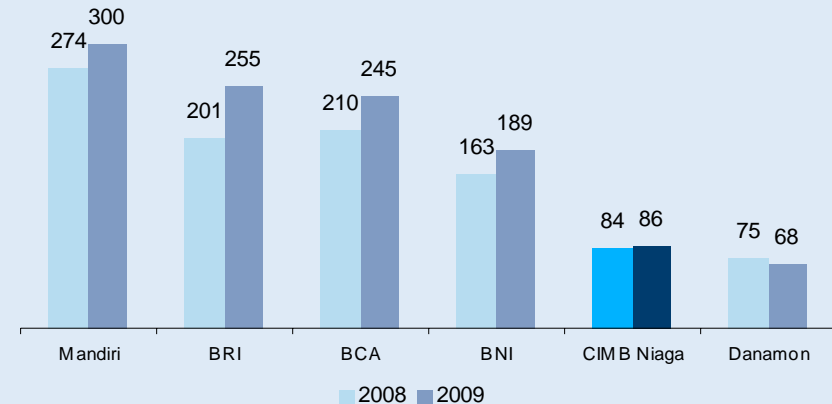
(Consolidated, %)	4Q09	3Q09	FY09	FY08
ROE	15.1	17.4	15.0	7.4
NIM	6.46**	6.28	6.02	4.87
Cost to Income	46.5	50.2	49.0	58.5
Loan Loss Coverage	108.5	96.7	108.5	87.6
Loan Loss Charge	0.6	0.3	1.5	0.9
Gross NPL ratio	3.0	2.8	3.0	2.5
Net NPL ratio	1.0	1.8	1.0	1.4
Loan to Deposit	95.1	90.2	95.1	87.6
RWCR*	13.6	15.0	13.6	15.6

# Market Position

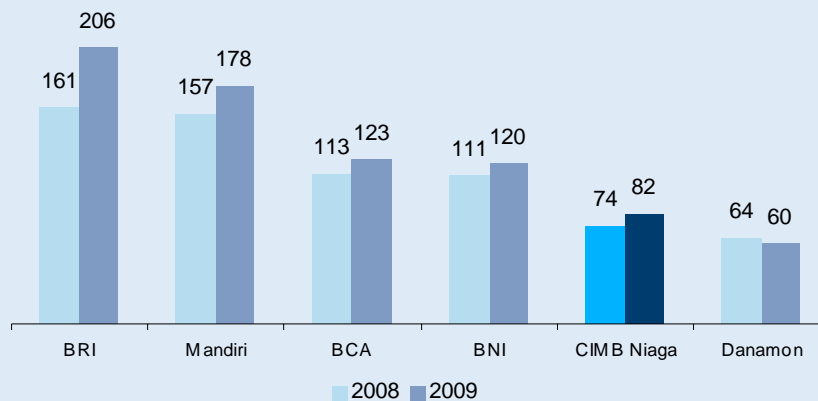
### 5th largest in terms of assets (IDR 'tril)#



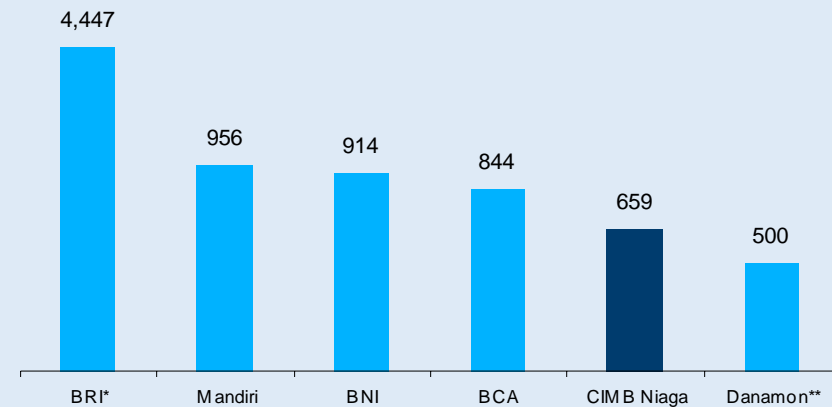
### 5th largest in terms of deposits (IDR 'tril)#



### 5th largest in terms of loans (IDR 'tril)#



### 5th largest branch network~



# New Products & Services in 2009

In cooperation with Master Card, CIMB Niaga launched a corporate card with new security features

Launched “Mikro Laju” – rebranding of CIMB Niaga’s micro finance arm

Launched X-Tra Fixed Rate, a market-linked deposit product

Launched KPR X-Tra Dinamis, a savings and mortgage bundling product

Launched CIMB Preferred new logo

Launched KPM Smart Luxury, an automotive loan-related product that enables debtors to pay interest-only monthly payment, while the principal can be paid yearly

Launched “Festival X-Tra - Seribu Hadiah Menanti Anda” program

**KPM SMART REGULAR**

Bawa pulang mobil idaman Anda hanya dengan Rp 1,9 juta

**CIMB NIAGA**

**KPR X-TRA DINAMIS**

Dinamis!  
Nikmati keringanan bunga KPR hingga 0%

Dapatkan keuntungan dari dana lebih di tabungan untuk membiayai bunga KPR Anda.

- ▶ Bunga KPR lebih rendah hingga 0%
- ▶ Cukai Tetap hingga KPR lunas
- ▶ KPR bisa tanpa biaya cetak

Untuk keterangan lebih lanjut, hubungi Call Center CIMB Niaga 1561 atau klik www.cimbniaga.com

Menangkan Hadiah KPR X-Tra Dinamis. Dapatkan 1 poin undian untuk setiap kelipatan Rp.100 juta minimal pinjaman Rp.200 juta. Periode: 9/9/2009 - 31/12/2009

**CIMB NIAGA**

**MIKROLAJU**

Langkah Maju Usaha

**CIMB preferred**

X-TRA FIXED RATE - MARKET LINKED DEPOSIT

Saatnya tenangkan dana Anda dengan fixed rate

**CIMB NIAGA**

CIMB GROUP : FY09 RESULTS  
CIMB Thai



# Earnings Summary

(Baht 'mil) (Before GAAP Adjustments)	4Q09	3Q09	Q-o-Q	FY09
Net Interest Income	1,129	1,373	(17.8%)	4,757
Non Interest Income	425	542	(21.6%)	2,141
<b>Operating Income</b>	<b>1,554</b>	<b>1,915</b>	<b>(18.9%)</b>	<b>6,898</b>
Overhead Expenses	1,421	1,303	9.1%	5,682
<b>Pre Provision Operating Profit</b>	<b>133</b>	<b>612</b>	<b>(78.3%)</b>	<b>1,216</b>
Provisions Expense	78	138	(43.5%)	1,161
<b>Profit Before Tax</b>	<b>55</b>	<b>474</b>	<b>(88.4%)</b>	<b>55</b>
<b>Net Profit</b>	<b>42</b>	<b>461</b>	<b>(90.8%)</b>	<b>2</b>
<b>Net Profit (RM 'mil)</b>	<b>4<sup>#</sup></b>	<b>48<sup>*</sup></b>	<b>(91.7%)</b>	<b>0</b>
<b>EPS (sen)</b>	<b>0.01</b>	<b>0.12</b>	<b>(88.8%)</b>	<b>0</b>

## Balance Sheet Changes

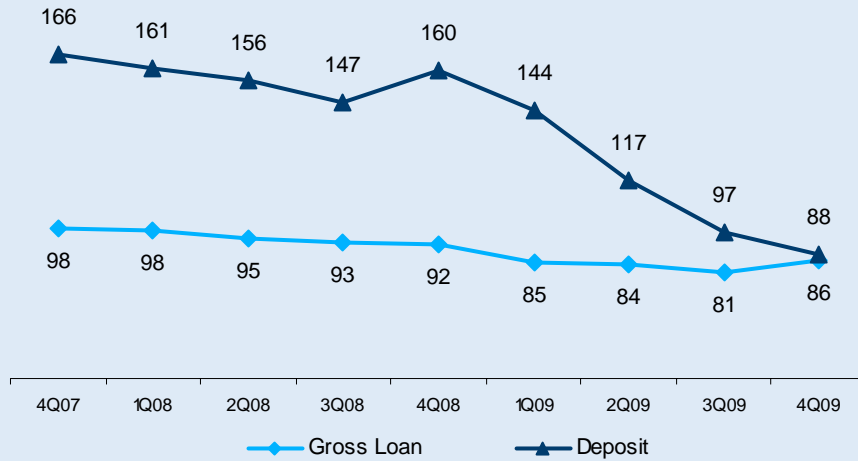
(Baht 'mil) (Before GAAP Adjustments)	31st Dec 09	30th Sept 09	31st Dec 08	Q-o-Q	Y-o-Y
Placements & Other MS	24,556	25,571	66,196	(4.0%)	(62.9%)
Government Bonds (Net)	11,529	11,117	22,691	3.7%	(49.2%)
Loans (Net)	78,299	73,307	83,657	6.8%	(6.4%)
Other Assets	26,020	16,250	41,507	60.1%	(37.3%)
<b>Total Assets</b>	<b>140,404</b>	<b>126,245</b>	<b>214,051</b>	<b>11.2%</b>	<b>(34.4%)</b>
Low Cost Funds (CASA)	24,215	24,521	22,225	(1.2%)	9.0%
Time Deposits & CD	64,184	72,224	137,504	(11.1%)	(53.3%)
Total Customer Deposits	88,399	96,745	159,729	(8.6%)	(44.7%)
Other Liabilities	44,061	21,655	49,187	103.5%	(10.4%)
<b>Total Liabilities</b>	<b>132,460</b>	<b>118,400</b>	<b>208,916</b>	<b>11.9%</b>	<b>(36.6%)</b>
<b>Equity</b>	<b>7,944</b>	<b>7,845</b>	<b>5,135</b>	<b>1.3%</b>	<b>54.7%</b>

# Key Ratios

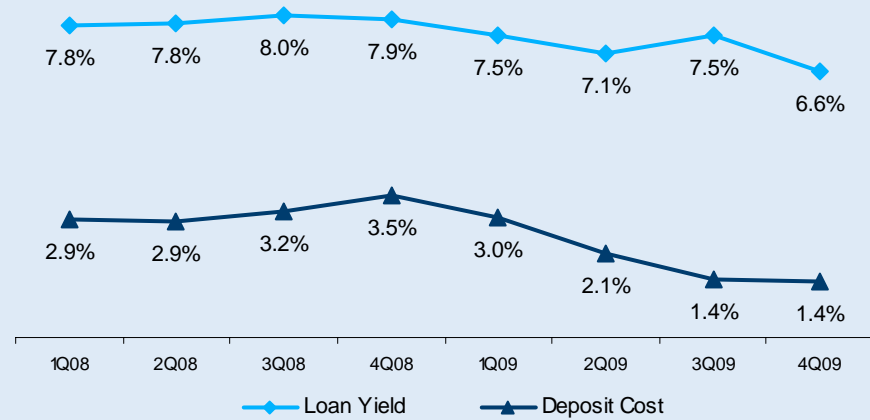
(Consolidated, %)	4Q09	3Q09	FY09	FY08
ROE	2.3	24.4	0.1	(67.9)
NIM	3.39	3.44	2.82	2.86
Cost to Income	91.4	68.0	82.4	94.0
Loan Loss Coverage	62.2	60.8	62.2	66.1
Loan Loss Charge	0.4	0.8	1.4	2.5
Gross NPL ratio	14.9	16.6	14.9	10.8
Net NPL ratio	7.1	8.6	7.1	4.9
Loan to Deposit	97.3	83.9	97.3	57.8
RWCR*	12.0	12.4	12.0	5.8

# Key Trends

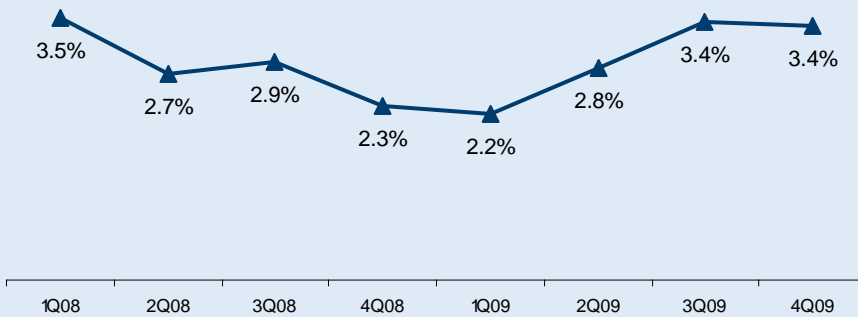
## Loans vs. Deposits (THB 'bil)



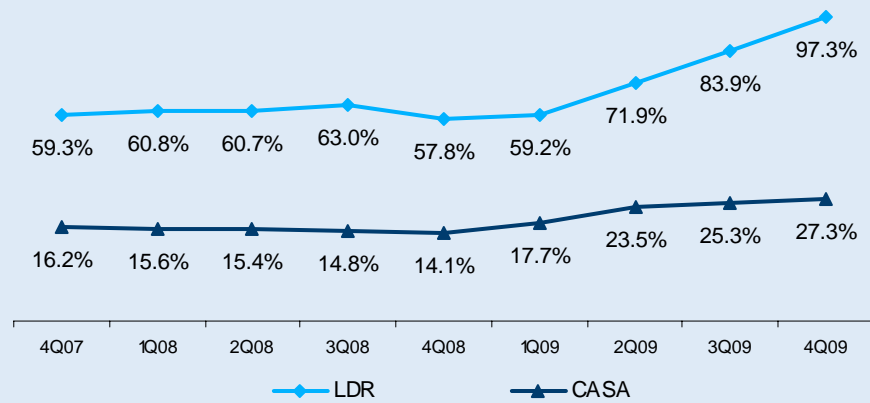
## Loan Yields and Deposit Costs



## Net Interest Margin



## LDR and CASA %



# New Products and Services

BTAM Originated Products	Actual (Baht 'mil)	% of target achieved
BT Treasury Daily (Cash Fund)	3,340	170%
101 Montri Property Fund	603	120%
BT-FIF Gold Linked 5 Fund (Structured Note)	461	110%
BT-FIX 6/1 (Local Corporate Bond Fund)	300	100%
ASEAN Equity Fund	104	99%
BT Auto Fixed Income 3Y/1 (Local Corporate Bond Fund)	873	87%
<b>Total</b>	<b>5,681</b>	<b>128%</b>
CIMBT Treasury Originated Products		
Maxi Return Structured Deposit	1,418	95%
PTT Corporate Debenture	1,869	99.9%
EasyBuy Corporate Debenture	200	100%
KTC Corporate Debenture	4,500	300%
BOT Savings Bond	4,130	No target set
<b>Total</b>	<b>12,117</b>	<b>n.a.</b>
















บริษัท ซีไอเอ็มบี ไทย จำกัด (มหาชน)

Maxi Return  
 เพื่อวางแผนการออม  
 คุณด้วย  
 BT Daily ASEAN Equity Fund  
 กองทุนเปิด BT Daily ASEAN Equity Fund  
 BT FIF Gold Linked Fund 5  
 The path to financial dream  
 กองทุนเปิด BT FIF Gold Linked Fund 5  
 101 Montri Storage Freehold Property Fund  
 กองทุนเปิด 101 Montri Storage Freehold Property Fund  
 101 Montri ปล่อยเช่า  
 ไร้กังวล เพราะ  
 ประกันเงินปันผล  
 ร้อยละ 7 ต่อปี\*

CIMB THAI  
 CIMB THAI

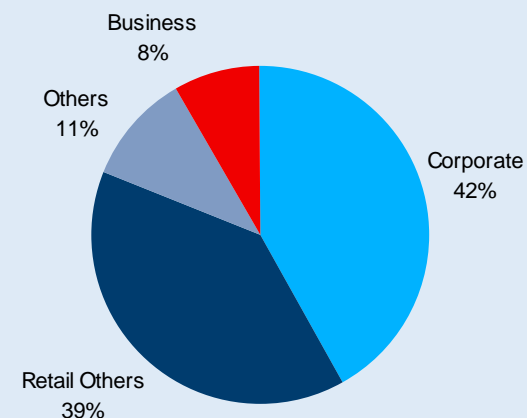
# CIMB GROUP : FY09 RESULTS OTHER HIGHLIGHTS

# CIMB Islamic – No. 2 by Assets in 5 years

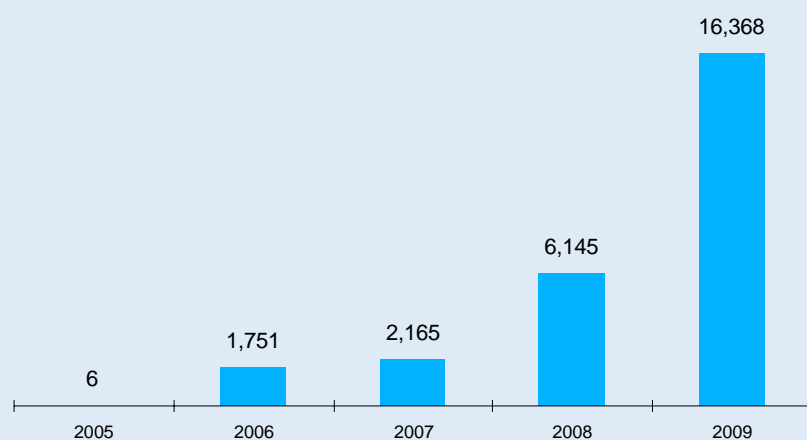
### Ranking of Total Islamic Assets as at Dec 09

Rank	Company	Total Assets RM 'mil	Market Share %
1	MIBB*	35,107	15
<b>2</b>	<b>CIMB Islamic</b>	<b>27,785</b>	<b>12</b>
3	Bank Islam	26,719	11
4	PBB-i	22,731	10
5	Amlslamic	16,682	7

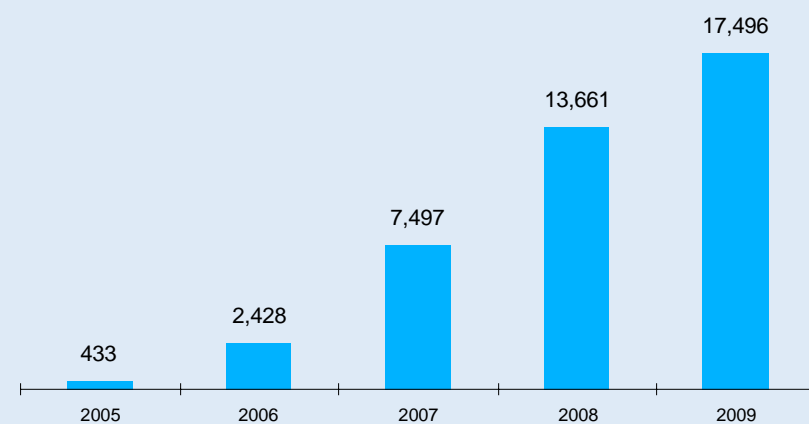
### Breakdown of Islamic Financing as at 31 Dec 09



### Islamic Financing (RM' mil)



### Islamic Deposits (RM 'mil)



Note:  
\* Based on data as at 30 Sept 2009

# No.1 Global Islamic Investment Bank

FY09 Global Sukuk League Table				FY09 Domestic Sukuk League Table			
Rank	Company	USD 'mil	Market Share %	Rank	Company	MYR 'mil	Market Share %
<b>1</b>	<b>CIMB</b>	<b>22</b>	<b>4,386</b>	<b>1</b>	<b>CIMB</b>	<b>16,453</b>	<b>43</b>
2	HSBC	13	2,627	2	AmInvestment	4,465	12
3	AmInvestment	11	2,186	3	RHB	3,720	10
4	Maybank Investment	8	1,532	4	Maybank Investment	3,215	8
5	Standard Chartered	7	1,491	5	OCBC	2,885	8

## CIMB Islamic Notable Islamic Bonds Transactions for FY09

**Majlis Ugama Islam Singapura** : Launched a SGD29 mil 5-year Sukuk transaction maturing in November 2014

**Citydev Nahdah Pte Ltd** : Issued SGD50 mil 4-year Islamic Trust Certificates under its SGD1.0 bil Multi-Currency Islamic Trust Certificate Programme which is Singapore's 1st Islamic Multi-Currency Trust Certificate Programme by a corporate & 1st Ijarah Trust Certificate issuance

**Salim Ivomas Pratama PT** : Issued 5-year IDR 278 bil Sukuk Ijara maturing in December 2014

**Petronas Global Sukuk Ltd** : USD1.5 billion 5-year Trust Certificates



	4Q09	3Q09	Q-o-Q	FY09
Operating income (RMB 'mil)	232	207	12.1%	825
Net profit (RMB 'mil)	78	95	(17.9%)	350
ROE	17.0%	25.2%	(32.5%)	23.0%
Contribution to CIMB Group (RM 'mil)	7.9	10.0	(21.0%)	23.6
Gross NPL ratio	0.8%	0.9%	(11.1%)	0.8%

Balance Sheet (RMB 'mil)	31st Dec 09	31st Dec 08	Y-o-Y
Total Assets	27,359	18,304	49.5%
Total Loans	14,612	10,067	45.1%
RWCR	12.8%	8.7%	47.1%

# Notable Awards 2009

1 

Best Domestic Bank  
Best Domestic Equity House  
Best Domestic Debt House



1 

Best Islamic Finance House  
Deal of the Year - Maxis  
Best Malaysia Deal – Maxis  
Best Investor Relations



1 

Best Large Cap Corporate for Malaysia  
Best Top Executive in Malaysia -  
Dato' Sri Nazir Razak



1 

ABFI Banking Award - Best Performance  
Banking Award in the General Category for  
Large Public Bank



1 

Debt Market Deal of the Year -  
*CDL Islamic trust certificate programme*



1 

Best Islamic Bank  
Best Islamic Retail Bank  
Best Islamic Investment Bank  
Best Structured Retail Products  
Best Derivatives House



1 

House of the Year  
- *Outstanding achievement in risk  
management of structured products*



1 

HR Excellence – *Gold*  
HR Excellence – *Grand*  
Best Employers Award



1 

Best Investment Bank  
Best Islamic Bank in Asia  
Best Sukuk Deal



# CIMB GROUP : FY09 RESULTS CLOSING REMARKS

## Targets for 2009

	FY09	2009 Target	On Track
ROE	15.0%	> 12.5%	✓
TSR	74% above KLCI	> KLCI	✓
Dividend	18.5 sen	18.5 sen (single tier)	✓
Total loans growth*	14%	8%	✓
Retail deposit#	18%	18 %	✓
Loan loss charge	0.7%	0.9 %	✓
Tier 1 (at bank)	15%	10%	✓
RWCR (at bank)	15%	12%	✓
Double leverage	119%	115% - 120%	✓

# 10 Key Priorities for 2010

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- “Unify” CIMB Group
- Advance regional value proposition
- Improve regional investment banking market shares
- CASA accumulation, especially in Malaysia
- Refocus on SME business
- Regional transaction banking drive
- Implementation of 1View and 1Platform
- CIMB Niaga transformation 2
- CIMB Thai transformation
- Enhance KPI framework

# New Targets for 2010

	2010													
<b>ROE (FRS 139)</b>	<b>16%</b>													
<b>TSR</b>	<b>&gt; FBM KLCI</b>													
<b>Dividend</b>	<b>18.5 sen</b>													
<b>Group loans growth</b>	<b>12%</b>													
CIMB Malaysia + Singapore	10%	<table border="1"> <tr> <td>Mortgage</td> <td>20%</td> </tr> <tr> <td>Credit card</td> <td>10%</td> </tr> <tr> <td>HP</td> <td>10%</td> </tr> <tr> <td>Xpress</td> <td>75%</td> </tr> <tr> <td>Business</td> <td>8%</td> </tr> <tr> <td>Corporate</td> <td>4%</td> </tr> </table>	Mortgage	20%	Credit card	10%	HP	10%	Xpress	75%	Business	8%	Corporate	4%
Mortgage	20%													
Credit card	10%													
HP	10%													
Xpress	75%													
Business	8%													
Corporate	4%													
CIMB Niaga	18%													
CIMB Thai	20%													
<b>Group CASA growth</b>	<b>18%</b>													
CIMB Malaysia + Singapore	15%													
CIMB Niaga	21%													
CIMB Thai	36%													
<b>Loan loss charge</b>	<b>0.6%</b>													
<b>Tier 1 (at CIMB Bank) (Basel II)</b>	<b>10%</b>													
<b>RWCR (at CIMB Bank) (Basel II)</b>	<b>12%</b>													

# Final Remarks

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- CIMB Group outperformed in 2009 and early momentum for 2010 is good
- Significantly better economic climate across the region
- Strong capital markets pipeline in Malaysia and Indonesia
- Solid outlook for Malaysian consumer bank
- “Post merger” growth for CIMB Niaga and positive contribution from CIMB Thai
- Pressures on NIMs, global banking reforms and domestic political developments are key challenges
- Focused on enhancing regional value proposition, driving cross-border synergies

**THANK YOU**