

# Analyst Presentation FY13 Results

25 February 2014



# Agenda

1. Key Highlights
2. CIMB Group FY13 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. 2014 Outlook & Financial Targets
7. Final Remarks

# CIMB Group : FY13 Results

## 1. Key Highlights

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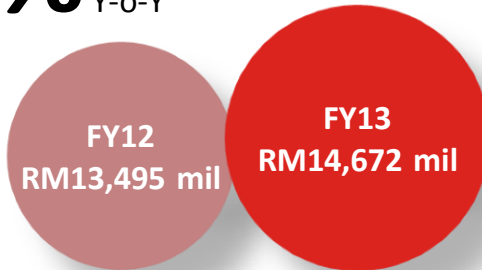
# FY13 in Summary

- ROE of 15.5% vs 16.0% target
- Net profit up 4.5% Y-o-Y, but excluding gains from sale of Aviva and MSS charges, net profit declined 3.6% Y-o-Y
- Strong credit growth of 12.2% Y-o-Y (+15.5% excluding FOREX) but NIMs fell 22bps Y-o-Y
- Indonesia stalled, meager growth and 15% IDR/RM depreciation
- Thailand and Singapore grew strongly
- Good traction in MS Consumer
- Strong pick-up in Regional Corporate Banking (despite Indonesia) but tough year for Treasury & Markets
- IB fell short of targets due to ex-ASEAN delays but APAC IB franchise now well positioned
- IB and Treasury & Markets picked up in 4Q, raising PPOP
- Higher 4Q credit charge due to lower recoveries and more provisions
- Costs contained and MSS (Malaysia) successful
- Second interim dividend of 11 sen per share with a total FY13 payout of 40%
- CET 1 at 8.0%; Proforma post-January private placement CET1 of 9.5%
- Solid market shares and awards haul
- Significant foundation work

# Key Financial Highlights (1)

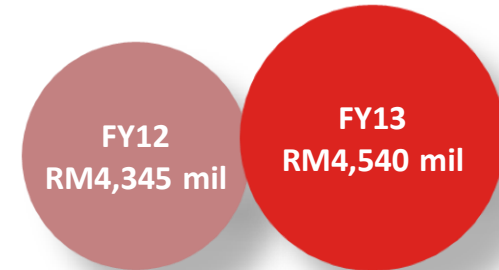
## Operating Income

**+8.7%** Y-o-Y



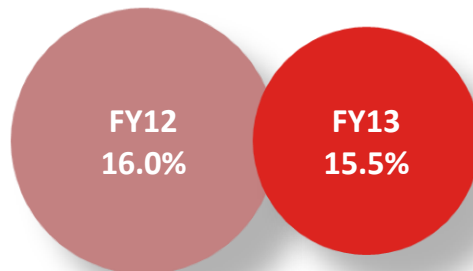
## Net Profit

**+4.5%** Y-o-Y



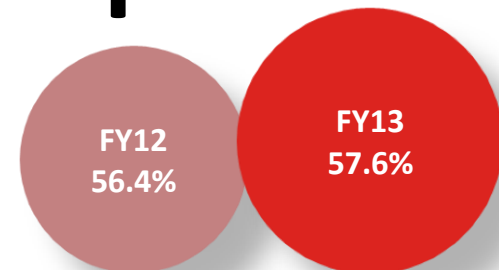
## ROE

**-50bps** Y-o-Y



## Cost to Income

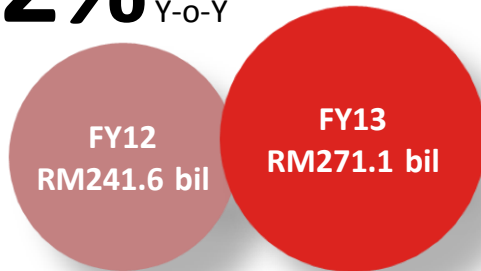
**+120bps** Y-o-Y



# Key Financial Highlights (2)

## Total Credit\*

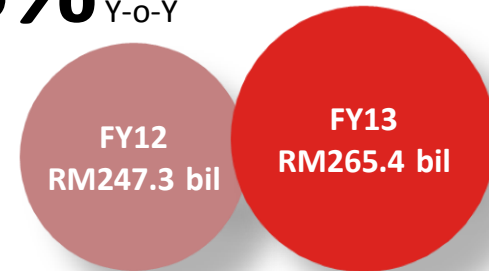
**+12.2%** Y-o-Y



Excluding FX fluctuations: +15.5% Y-o-Y

## Deposits

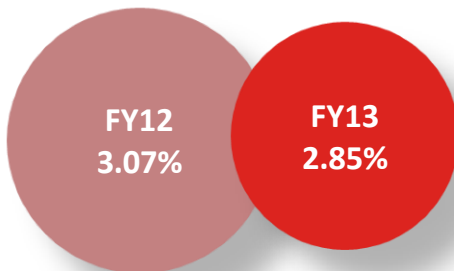
**+7.3%** Y-o-Y



Excluding FX fluctuations: +10.2% Y-o-Y

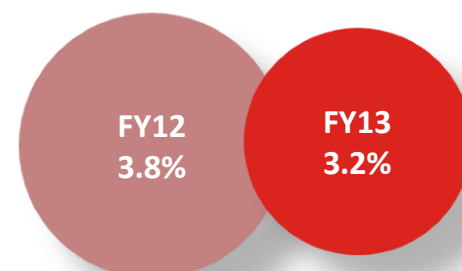
## NIM

**-22bps** Y-o-Y



## Gross Impaired Loans Ratio

**-60bps** Y-o-Y

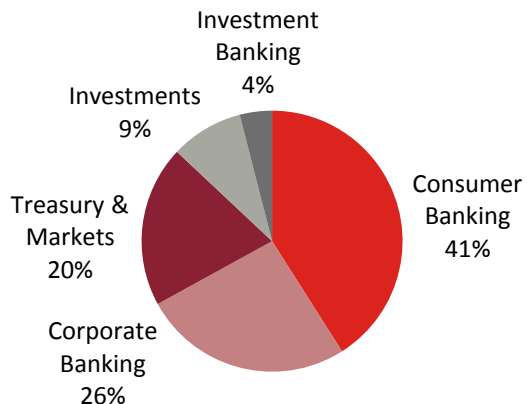


Note: \* Credit includes gross loans (excluding bad bank), AFS and HTM (excluding allowance for impairment loss)

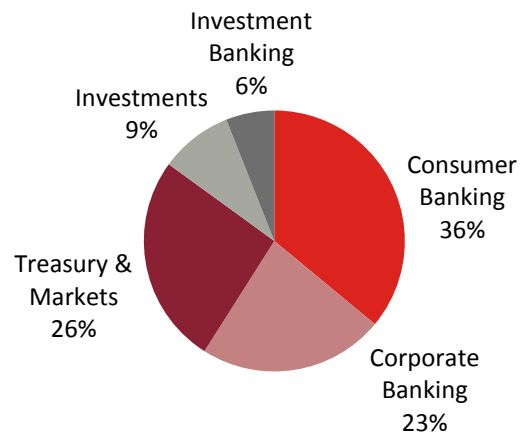
# PBT By Division

67% Contribution from Consumer and Corporate Banking

FY13\*



FY12



## FY13 PBT Y-o-Y Growth by Key Divisions

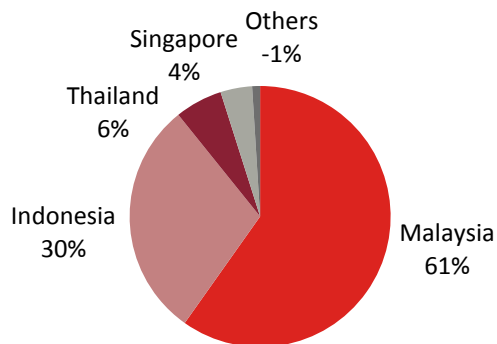
Consumer Banking	Investment Banking	Corporate Banking	Treasury & Markets	Investments
<b>+11.2%</b>	<b>-33.6%</b>	<b>+7.8%</b>	<b>-21.0%</b>	<b>-9.6%*</b>

➤ \* Excluding gains from sale of CIMB Aviva and MSS charges

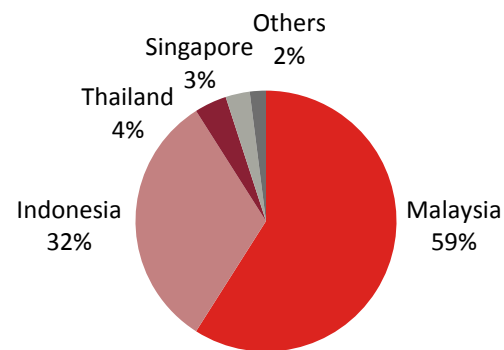
# PBT By Country

Indonesia contribution declined

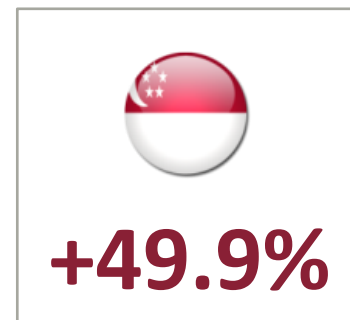
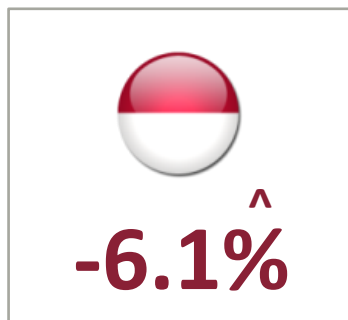
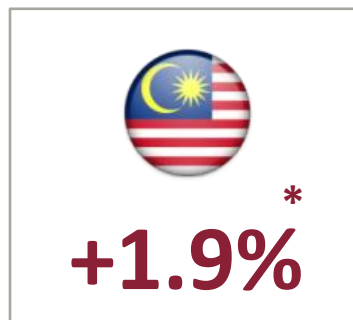
FY13\*



FY12



## FY13 PBT Y-o-Y Growth by Key Countries



➤ \* Excluding HQ costs, gains from sale of CIMB Aviva and MSS charges

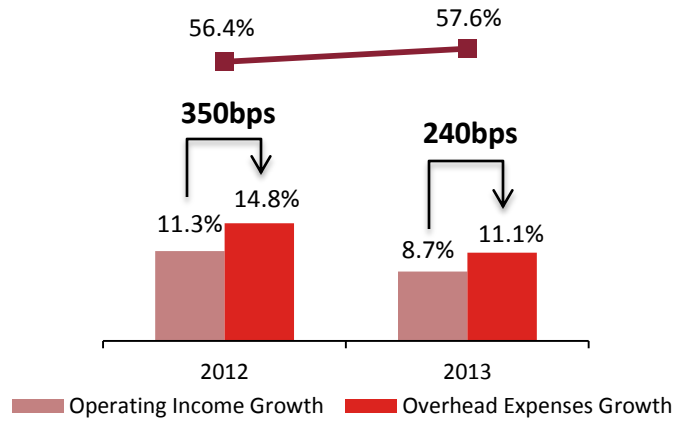
➤ ^ IDR depreciated 8.1% Y-o-Y (daily average rate). In local currency, Indonesia recorded a growth of 2.1% Y-o-Y

➤ \*\* Excluding gain from TAMC and other one-off items, Thailand's PBT grew 54.7% Y-o-Y



# Operating Expenses Better Controlled

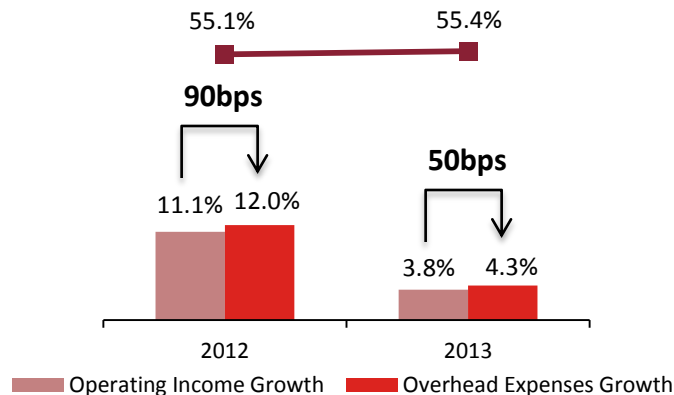
## Cost to Income



## Key Initiatives Implemented in 2013 for Cost Savings

- Stricter controls on human resource
- Increase productivity of sales staff
- Stricter discipline on procurement, especially IT
- Reduce branches
- Reduce MarComm budget
- Traveling by necessity and leverage on communication technology
- e-Statement

## Cost to Income (Excluding RBS and one off items\*)



Note: \* Excluding gains from sale of CIMB Aviva and MSS charges

# IB: New APAC Force



- Australia's Securitisation Deal of the Year – Wesfarmers Limited
- Best IPO Deal of the Year in Southeast Asia – UMW Oil & Gas Corporation
- Best Taiwan Deal – ASE Group
- Best Indonesia Deal and Best Deal of the Year in Southeast Asia – PT Matahari Department Store

As Asia Pacific's largest indigenous investment bank, we are proud to have delivered some of the region's best deals.

With our renewed scale, networks and expertise, we look forward to breaking more ground with our clients in the years to come.

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CIMB Investment Bank Berhad (18417-M)



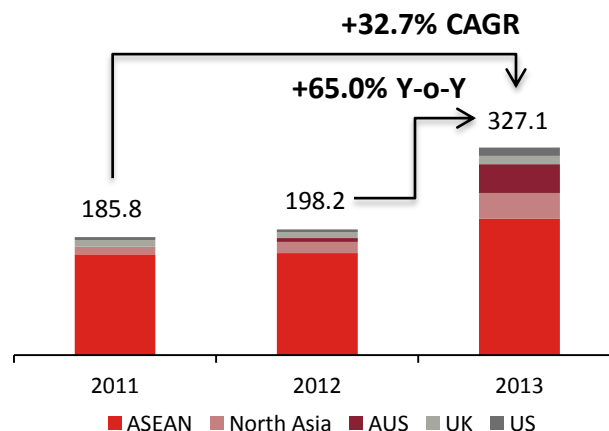
APAC (ex-Japan) *	FY13		FY11	
	Market Share	Rank	Market Share	Rank
Cash Equities	3.1%~	12~	1.1%	16
IPO	3.2%	9	1.9%	14
ECM	2.5%	11	1.4%	17

## Institutional Brokerage Income (Ex-ECM)

RM 'mil

### 2011 vs 2013

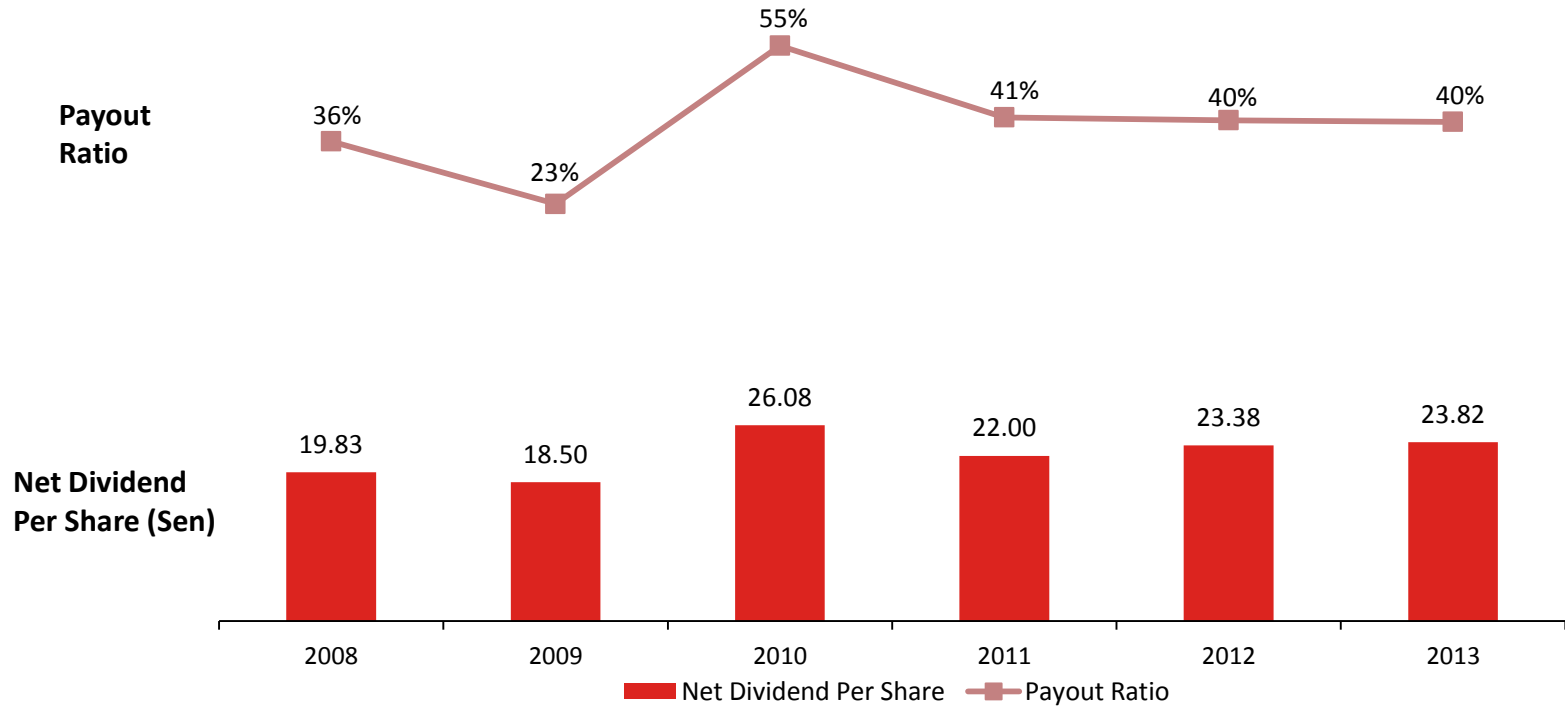
ASEAN	+34.1%
Ex-ASEAN	+197.2%



Sources: Dealogic and internal data

Note: \* Excludes A-Shares ~ As at Sep-13

# Dividend : 40% with DRS



# Achievements vs Targets for 2013

	FY13 Y-o-Y	FY13
ROE	15.5%	16%
TSR	-10.1% > FBMKLCI	> FBMKLCI
Dividend	40%	40%
Total Credit Growth *	12.2% (15.5%^)	15%
Loan loss charge	0.28	< 0.4
Total Capital (CIMB Group)	13.7%	> 11%
CET 1 (CIMB Group)	8.0%	> 8%
Leverage (CIMB Group)	19.1x	< 20x


Notes: \* Credit includes gross loans (excluding bad bank), AFS and HTM (excluding allowance for impairment loss)  
 ^ Excluding FX fluctuations


# **CIMB Group : FY13 Results**

## **2. CIMB Group FY13 Financials**

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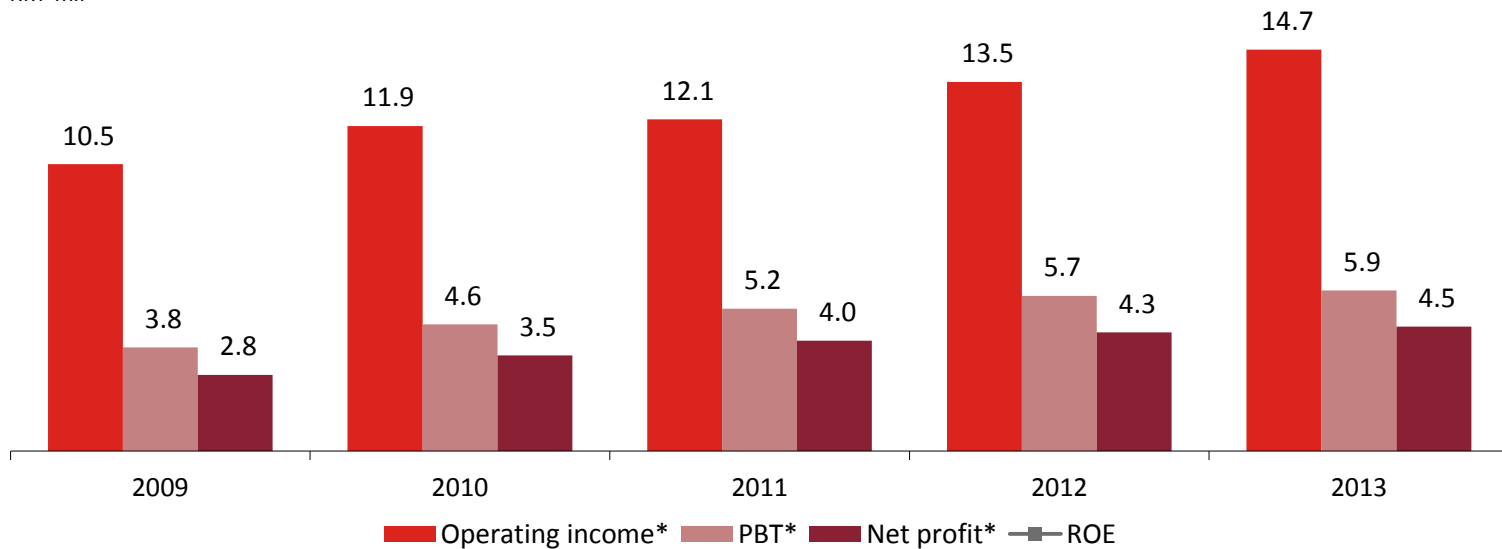
# Record Profits but Declining ROEs

Average ROE from 2009 – 2013  15.8%

Net profit CAGR from 2009 – 2013  13.0%



\*RM 'mil



# Earnings Summary

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	9,391	8,791	6.8%	2,402	2,383	0.8%
Non interest income	5,281	4,704	12.3%	1,395	1,102	26.6%
<b>Operating income</b>	<b>14,672</b>	<b>13,495</b>	<b>8.7%</b>	<b>3,797</b>	<b>3,485</b>	<b>9.0%</b>
Overhead expenses	(8,458)	(7,612)	11.1%	(2,137)	(2,059)	3.8%
<b>PPOP</b>	<b>6,214</b>	<b>5,883</b>	<b>5.6%</b>	<b>1,660</b>	<b>1,426</b>	<b>16.4%</b>
Loan impairment	(660)	(329)	100.6%	(308)	(200)	54.0%
Other provisions	(66)	(33)	100.0%	(44)	(16)	175.0%
Share of JV / Associates	361	157	129.9%	50	176	(71.6%)
<b>PBT</b>	<b>5,849</b>	<b>5,678</b>	<b>3.0%</b>	<b>1,358</b>	<b>1,386</b>	<b>(2.0%)</b>
<b>Net profit</b>	<b>4,540</b>	<b>4,345</b>	<b>4.5%</b>	<b>1,038</b>	<b>1,062</b>	<b>(2.3%)</b>
<b>EPS (sen)</b>	<b>60.0</b>	<b>58.5</b>	<b>2.6%</b>	<b>13.5</b>	<b>13.9</b>	<b>(2.9%)</b>
<b>ROE (Annualised)</b>	<b>15.5%</b>	<b>16.0%</b>	<b>(50bps)</b>	<b>13.8%</b>	<b>14.1%</b>	<b>(20bps)</b>

➤ 4Q13 PPOP strong growth but higher credit charges

Notes: Weighted average shares of 7.69 bil in 4Q13 and 7.62 bil in 3Q13  
Includes discontinued operations

# Key Ratios

(%)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
ROE <sup>^</sup>	15.5	16.0	↓	13.8	14.1	↓
NIM <sup>^***</sup>	2.85	3.07	↓	2.80	2.82	↓
Non-interest income / total income	36.0	34.9	↑	36.7	31.6	↑
Cost to income	57.6	56.4	↑	56.3	59.1	↓
Allowance coverage	84.8	82.8	↑	84.8	82.2	↑
Allowance coverage after regulatory reserve <sup>#</sup>	108.3	97.6	↑	108.3	103.4	↑
Loan loss charge <sup>^</sup>	0.28	0.16	↑	0.53	0.35	↑
Gross impaired loans ratio	3.2	3.8	↓	3.2	3.4	↓
Net impaired loans ratio (Net of IA and PA)	0.5	0.7	↓	0.5	0.6	↓
Average shareholders' funds (RM 'mil)	29,324	27,228	↑	30,127	30,139	↓
ROA <sup>^</sup>	1.28	1.37	↓	1.12	1.16	↓
Book value per share (RM)	3.92	3.81	↑	3.92	3.94	↓
Loan to Deposit (LDR)	88.4	84.2	↑	88.4	87.1	↑
CASA ratio	34.2	34.7	↓	34.2	34.9	↓

Notes: <sup>^</sup> Annualised

<sup>\*\*</sup> Daily Average

<sup>#</sup> Regulatory reserve maintained in equity as an additional credit risk absorbent in accordance with BNM requirement. This is to ensure robustness of the loan/financing loss estimates methodology with the adoption of FRS 139 beginning 1 Jan 2010



# Operating Expenses

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Personnel	4,969	4,317	15.1%	1,324	1,234	7.3%
Establishment	1,663	1,532	8.6%	430	392	9.7%
Marketing	396	356	11.2%	103	100	3.0%
Admin & General	1,430	1,407	1.6%	280	333	(15.9%)
<b>Total</b>	<b>8,458</b>	<b>7,612</b>	<b>11.1%</b>	<b>2,137</b>	<b>2,059</b>	<b>3.8%</b>
<b>Total excluding One-off Cost Items and ex-RBS <sup>2</sup></b>	<b>7,745</b>	<b>7,422</b>	<b>4.4%</b>	<b>1,996</b>	<b>1,931</b>	<b>3.4%</b>

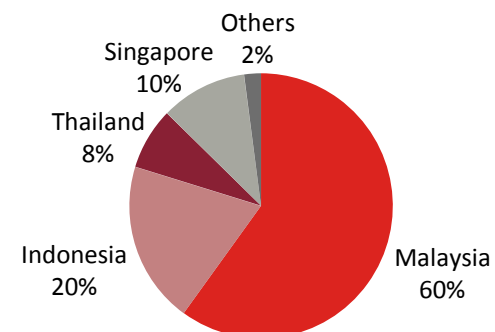
(%)	FY13	FY12	4Q13	3Q13
<b>Cost to income</b>	<b>57.6</b>	<b>56.4</b>	<b>56.3</b>	<b>59.1</b>
<b>Cost to income <u>excluding</u> One-off items and ex-RBS <sup>1,2</sup></b>	<b>55.4</b>	<b>55.1</b>	<b>53.3</b>	<b>56.2</b>

Notes: 1. Gains from sale of CIMB Aviva (RM515 mil); 2. MSS charges (RM217 mil)

# Gross Loans and Credit Growth

Divisions / Products (RM 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (50.5%)</b>	<b>116.8</b>	<b>103.1</b>	<b>13.3%</b>	<b>112.8</b>	<b>3.5%</b>
Mortgages	55.7	50.9	9.4%	54.3	2.6%
Term Loans	25.7	19.8	29.8%	23.9	7.5%
Auto	19.6	18.7	4.8%	19.7	(0.5%)
Credit Cards	6.4	5.7	12.3%	6.0	6.7%
Micro Credit	3.8	3.9	(2.6%)	3.8	-
Enterprise	4.1	2.9	41.4%	3.8	7.9%
Others	1.5	1.2	25.0%	1.3	15.4%
<b>Commercial Banking (17.2%)</b>	<b>39.8</b>	<b>33.6</b>	<b>18.5%</b>	<b>37.1</b>	<b>7.3%</b>
<b>Corporate Banking (32.3%)</b>	<b>74.8</b>	<b>68.0</b>	<b>10.0%</b>	<b>74.8</b>	<b>-</b>
<b>Gross Loans *</b>	<b>231.4</b>	<b>204.7</b>	<b>13.0%</b>	<b>224.7</b>	<b>3.0%</b>
Other Credit	39.7	36.9	7.6%	39.7	-
<b>Total Credit **</b>	<b>271.1</b>	<b>241.6</b>	<b>12.2%</b>	<b>264.4</b>	<b>2.5%</b>

Loans by Country as at 31 Dec 13 #



Y-o-Y Growth	Loans*	Credit**
Malaysia	+12.3%	+10.3%
Indonesia ^	+8.0%	+10.3%
Thailand ^	+23.2%	+23.3%
Singapore ^	+69.1%	+62.6%
Labuan ^	+20.4%	+17.1%
<b>Group ~</b>	<b>+16.5%</b>	<b>+15.5%</b>

Notes: \* Gross loans excludes bad bank. Excluding FX fluctuations, total gross loans grew 16.5% Y-o-Y and 2.0% Q-o-Q; Including loans write-off (excl FX), total gross grew 17.1% Y-o-Y

\*\* Credit includes gross loans (excl bad bank), AFS and HTM (excl allowance for impairment loss)

Excluding FX fluctuations, total credit grew 15.5% Y-o-Y and 1.7% Q-o-Q; Including loans write-off (excl FX), total credit grew 16.0% Y-o-Y

# Based on geographical location of counterparty, excluding bad bank

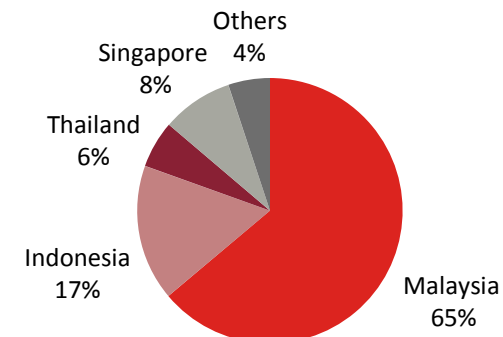
^ In local currency

~ Excluding FX fluctuations

# Deposits Growth

Divisions / Products (RM 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (39.0%)</b>	<b>103.6</b>	<b>98.0</b>	<b>5.7%</b>	<b>103.7</b>	<b>(0.1%)</b>
Current	17.8	14.9	19.5%	17.9	(0.6%)
Savings	28.7	27.7	3.6%	29.2	(1.7%)
Fixed & Structured Deposits	57.1	55.4	3.1%	56.6	0.9%
<b>Commercial Banking ** (18.7%)</b>	<b>49.6</b>	<b>46.8</b>	<b>6.0%</b>	<b>48.6</b>	<b>2.1%</b>
<b>Corporate &amp; Treasury # (42.3%)</b>	<b>112.2</b>	<b>102.5</b>	<b>9.5%</b>	<b>109.8</b>	<b>2.2%</b>
<b>Total</b>	<b>265.4</b>	<b>247.3</b>	<b>7.3%</b>	<b>262.1</b>	<b>1.3%</b>

## Deposits by Country as at 31 Dec 13



## Deposits Growth

Y-o-Y

Malaysia	+5.9%
Indonesia ^	+8.4%
Thailand ^	+12.6%
Singapore ^	+36.1%
Labuan ^	+48.0%
<b>Group ~</b>	<b>+10.2%</b>

Notes: \*Excluding FX fluctuations, total group deposits grew 10.2% Y-o-Y and 2.3% Q-o-Q

^ In local currency

~ Excludes FX fluctuations

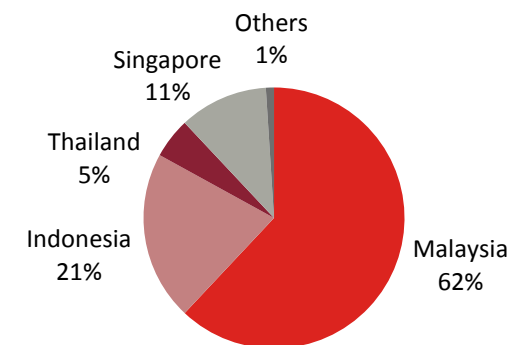
\*\* Includes Enterprise Banking

# Includes deposits with options classified as derivatives in MY & SG

# CASA Growth

Country (RM 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
Malaysia	55.7	53.0	5.1%	55.0	1.3%
Indonesia *	19.5	20.9	(6.7%)	20.1	(3.0%)
Thailand	4.3	3.8	13.2%	4.7	(8.5%)
Singapore	10.0	7.4	35.1%	10.9	(8.3%)
Others	1.2	0.6	100.0%	0.8	50.0%
<b>Total</b>	<b>90.7</b>	<b>85.7</b>	<b>5.8%</b>	<b>91.5</b>	<b>(0.9%)</b>

CASA by Country as at 31 Dec 13



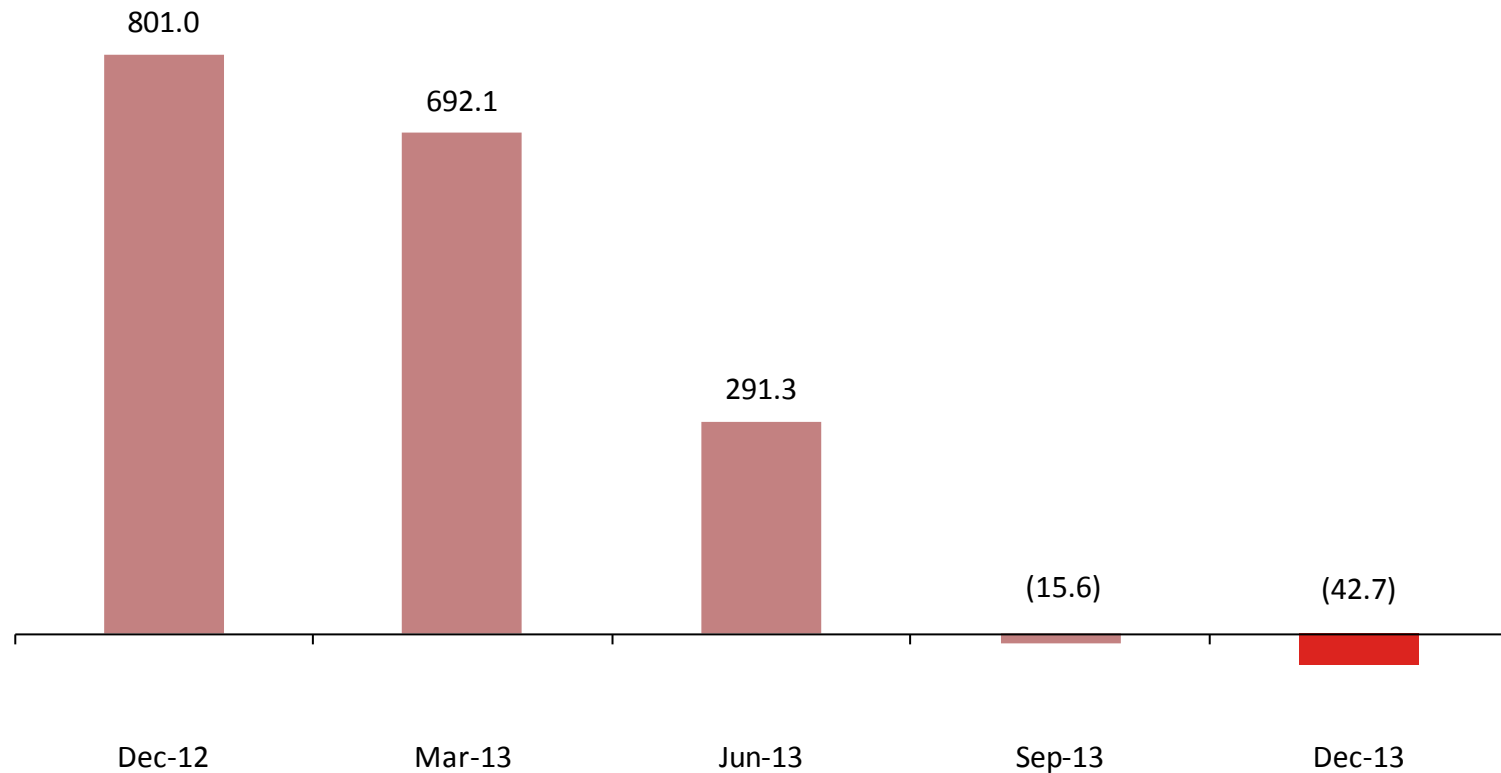
CASA Growth	Y-o-Y
Malaysia	5.1%
Indonesia ^	9.7%
Thailand ^	14.5%
Singapore ^	30.0%
<b>Group ~</b>	<b>9.3%</b>

Notes: \* Adjusted for high cost saving deposits classified as Structured Deposits

^ In local currency

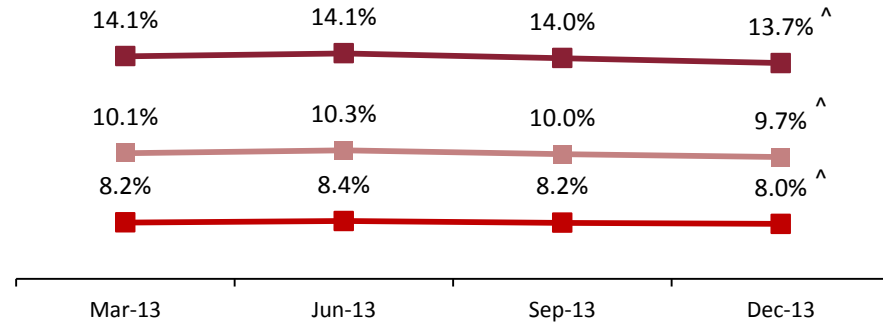
~ Excludes FX fluctuations

# AFS (Q-o-Q) Position



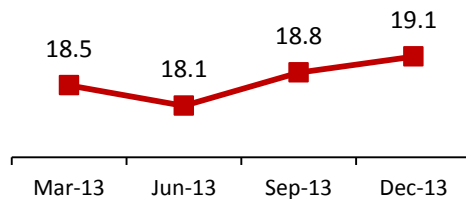
# Capital Management : CIMB Group

	Minimum Regulatory Requirements
Total Capital	8.0%
Tier 1	4.5%
Core Equity Tier 1	3.5%

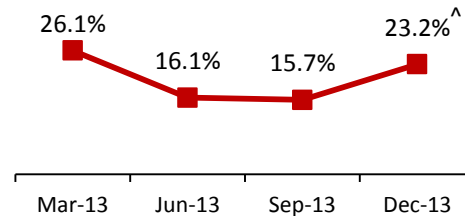


- Post-FY13 second interim dividend of 11 sen per share and assuming DRS take up rate of 80% (based on previous average take-up rates)
- The Rupiah depreciated by 15% vs. Ringgit in 2013

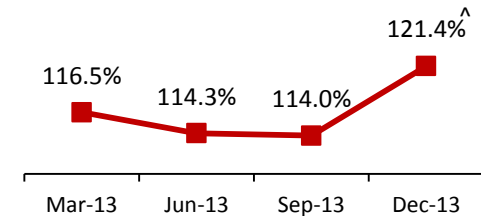
## Leverage Ratio



## Gearing Ratio



## Double Leverage Ratio



Note: <sup>^</sup> Post CIMBGH's Second Interim Dividend & the corresponding DRS; and reinjection into CIMB Bank of excess cash from DRS

# CIMB Group : FY13 Results

## 3. PBT by Segment

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# PBT by Segment (Estimated)

PBT (RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
<b>Consumer Banking (39.0%)</b>	<b>2,285</b>	<b>2,055</b>	<b>11.2%</b>	<b>572</b>	<b>591</b>	<b>(3.2%)</b>
Malaysia (29.8%)	1,743	1,645	6.0%	421	443	(5.0%)
Indonesia (8.1%)	536	418	28.2%	159	146	8.9%
Thailand (-0.3%)	(16)	(3)	(433.3%)	(13)	(2)	(550.0%)
Singapore (0.4%)	20	(1)	n.a.	4	3	33.3%
Others (0.0%)	2	(4)	n.a.	1	1	-
<b>Wholesale Banking (47.7%)</b>	<b>2,788</b>	<b>3,094</b>	<b>(9.9%)</b>	<b>705</b>	<b>659</b>	<b>7.0%</b>
Investment Banking (3.5%)	202	304	(33.6%)	47	19	147.4%
Corporate Banking (24.4%)	1,429	1,325	7.8%	343	347	(1.2%)
Treasury & Markets (19.8%)	1,157	1,465	(21.0%)	315	293	7.5%
<b>Investments (13.3%)</b>	<b>776</b>	<b>529</b>	<b>46.7%</b>	<b>81</b>	<b>136</b>	<b>(40.4%)</b>
<b>PBT</b>	<b>5,849</b>	<b>5,678</b>	<b>3.0%</b>	<b>1,358</b>	<b>1,386</b>	<b>(2.0%)</b>

Notes: Corporate Banking includes corporate lending and deposit taking

Treasury & Markets includes treasury activities and services which include foreign exchange, money market, derivatives and trading of capital market instruments. It includes the Group's equity derivatives which develops and issues new equity derivatives instruments such as structured warrants and over-the-counter options to provide investors with alternative investment avenues



# **CIMB Group : FY13 Results**

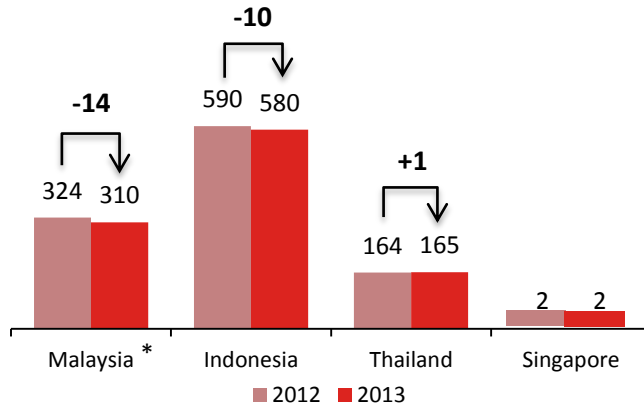
## **3.1 Regional Consumer Banking**

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# Regional Consumer Key Statistics

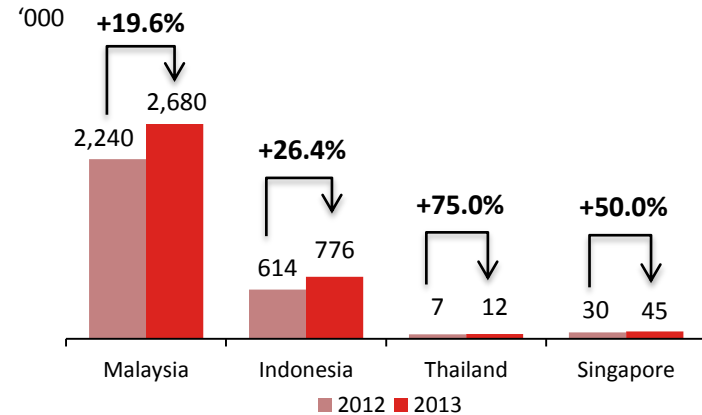
## Number of Branches

2013 Branches = 1,057 (-23 Y-o-Y)



## CIMB Clicks Users

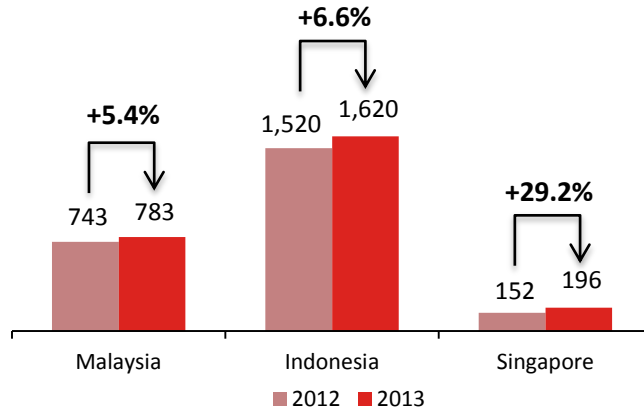
2013 CIMB Clicks = 3,513 (+21.5% Y-o-Y)



## Number of Credit Cards

2013 Credit Cards = 2,599 (+7.6% Y-o-Y)

'000



## Key Independent Brands



Note: \* Includes Cambodia, London and Labuan

# Malaysia : Consumer Gross Loans and Deposits

Divisions / Products (RM 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (89.0%)</b>	<b>90.2</b>	<b>78.4</b>	<b>15.1%</b>	<b>86.2</b>	<b>4.6%</b>
Mortgages	42.4	38.4	10.4%	41.1	3.2%
Term loans	23.0	18.0	27.8%	21.1	9.5%
Auto	12.6	11.4	10.5%	12.4	1.6%
Credit cards	4.3	3.9	10.3%	4.0	7.5%
CIMB Xpress	3.2	3.2	-	3.2	-
Enterprise	4.1	2.9	41.4%	3.8	7.9%
Others	0.6	0.6	-	0.6	-
<b>Commercial Banking (11.0%)</b>	<b>11.1</b>	<b>10.2</b>	<b>8.8%</b>	<b>10.6</b>	<b>4.7%</b>
<b>Total</b>	<b>101.3</b>	<b>88.6</b>	<b>14.3%</b>	<b>96.8</b>	<b>4.6%</b>

Divisions / Products (RM 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (69.0%)</b>	<b>63.1</b>	<b>61.7</b>	<b>2.3%</b>	<b>62.4</b>	<b>1.0%</b>
Current	10.4	8.9	16.9%	10.1	3.0%
Savings	15.0	14.2	5.6%	14.8	1.4%
Fixed & structured deposits	37.7	38.6	(2.3%)	37.5	0.3%
<b>Commercial Banking and Enterprise (31.0%)</b>	<b>28.3</b>	<b>26.4</b>	<b>7.2%</b>	<b>27.6</b>	<b>2.5%</b>
Current	18.7	16.7	12.0%	18.0	3.9%
Fixed & structured deposits	9.6	9.7	(1.0%)	9.6	-
<b>Total</b>	<b>91.4</b>	<b>88.1</b>	<b>3.7%</b>	<b>90.0</b>	<b>1.4%</b>

- Malaysia Consumer CASA ratio is showing traction, increased 290bps Y-o-Y to 48.3% in Dec-13
- Reduced high yielding FDs

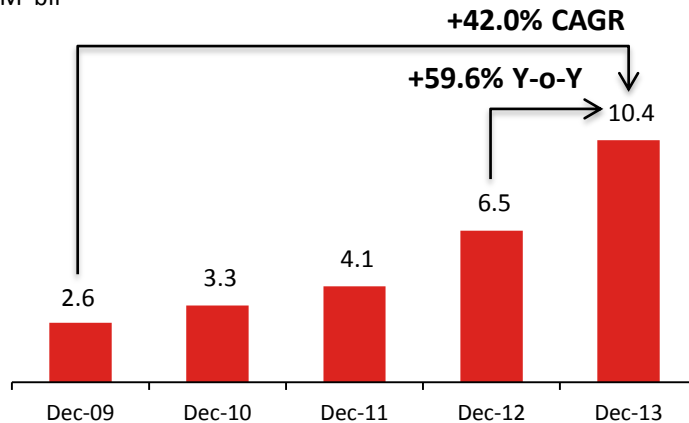
# Malaysia : Consumer Key Highlights (1)



	Dec-13		Dec-12	
	Mkt Share	Rank*	Mkt Share	Rank
ASB Financing	26.3%	2	20.8%	3
Retail CASA	12.0%	3	11.9%	3
Auto	7.7%	5	7.4%	5
Residential Mortgages	12.6%	3	13.0%	3
Non-Residential Mortgages	10.8%	3	10.7%	3
Credit Cards	12.2%	3	11.5%	4

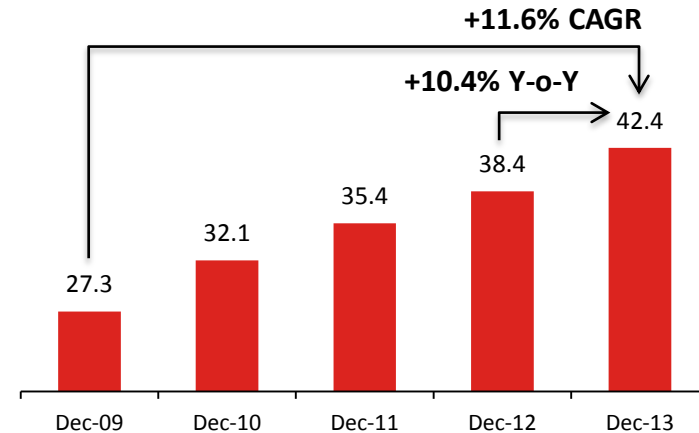
## ASB – Loan Base

RM 'bil



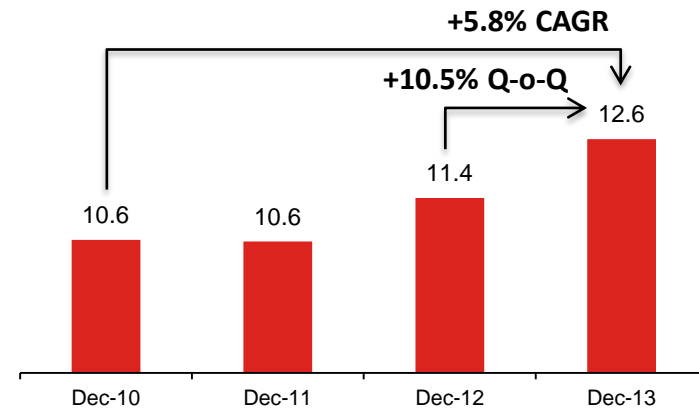
## Mortgages – Loan Base

RM 'bil



## Auto – Loan Base

RM 'bil



League table and market share:

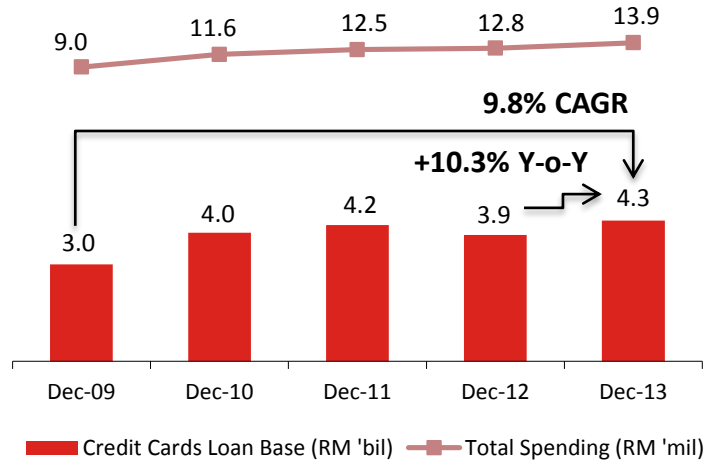
Sources: CIMB estimates and BNM

Notes: Loan base excludes bad bank

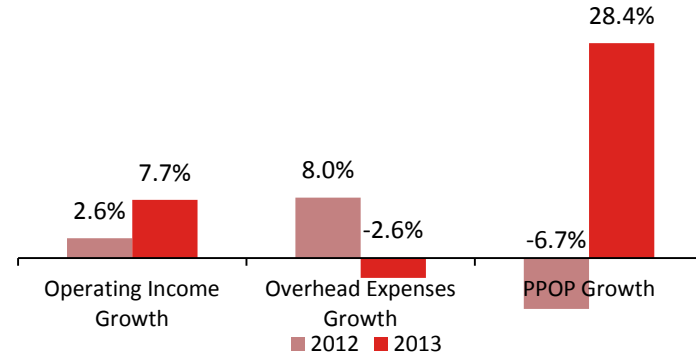
\* As at Sep-13 except ASB and credit cards ranking was as at Dec-13

# Malaysia : Consumer Key Highlights (2)

## Credit Cards

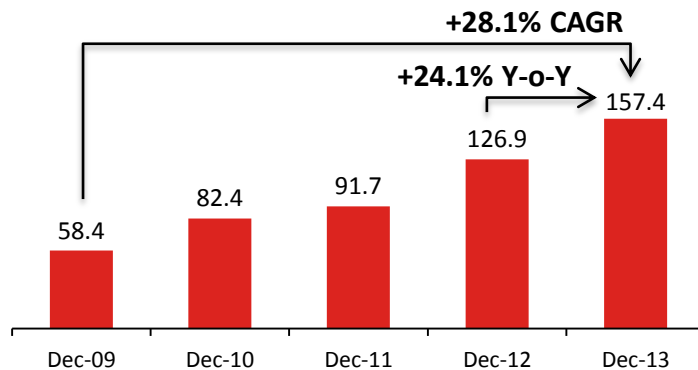


## Operating Leverage Improvement



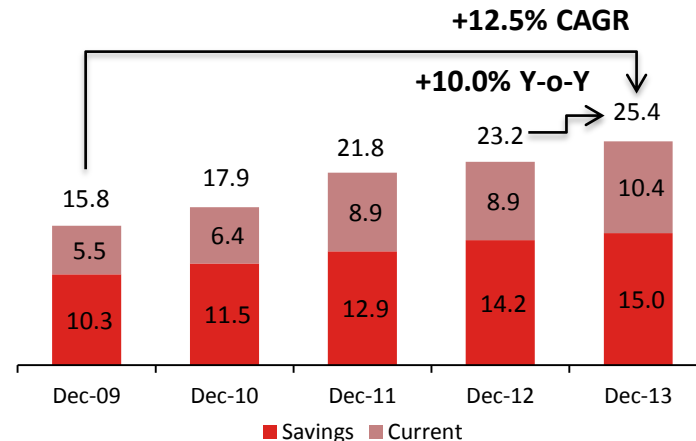
## Wealth Management Income

RM 'mil



## Retail CASA

RM 'mil



Note: Loan base excludes bad bank

# Indonesia : Consumer Gross Loans and Deposits

Divisions / Products (IDR 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (42.3%)</b>	<b>47,879</b>	<b>44,100</b>	<b>8.6%</b>	<b>47,971</b>	<b>(0.2%)</b>
Mortgage	22,409	20,664	8.4%	22,536	(0.6%)
Auto	18,353	17,477	5.0%	18,695	(1.8%)
Credit Cards	4,077	3,638	12.0%	3,792	7.5%
Others	3,040	2,321	31.0%	2,948	3.1%
<b>Commercial Banking (55.6%)</b>	<b>62,825</b>	<b>55,625</b>	<b>12.9%</b>	<b>62,655</b>	<b>0.3%</b>
High End	34,117	30,308	12.6%	34,688	(1.6%)
SME and Enterprise	28,708	25,317	13.4%	27,967	2.6%
<b>Mikro Finance (2.1%)</b>	<b>2,361</b>	<b>2,150</b>	<b>9.8%</b>	<b>2,379</b>	<b>(0.8%)</b>
<b>Total</b>	<b>113,065</b>	<b>101,875</b>	<b>11.0%</b>	<b>113,005</b>	<b>0.1%</b>
<b>Total (RM 'bil)</b>	<b>30.4</b>	<b>32.3</b>	<b>(5.9%)</b>	<b>31.8</b>	<b>(4.4%)</b>

Divisions / Products (IDR 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (57.8%)</b>	<b>74,748</b>	<b>67,621</b>	<b>10.5%</b>	<b>74,471</b>	<b>0.4%</b>
Current	1,812	1,499	20.9%	1,890	(4.1%)
Savings	34,107	32,078	6.3%	34,895	(2.2%)
Fixed & structured deposits	38,829	34,044	14.1%	37,686	3.0%
<b>Commercial Banking (42.2%)</b>	<b>54,469</b>	<b>52,067</b>	<b>4.6%</b>	<b>54,288</b>	<b>0.3%</b>
<b>Total</b>	<b>129,217</b>	<b>119,688</b>	<b>8.0%</b>	<b>128,759</b>	<b>0.4%</b>
<b>Total (RM 'bil)</b>	<b>34.7</b>	<b>38.0</b>	<b>(8.7%)</b>	<b>36.2</b>	<b>(4.1%)</b>

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

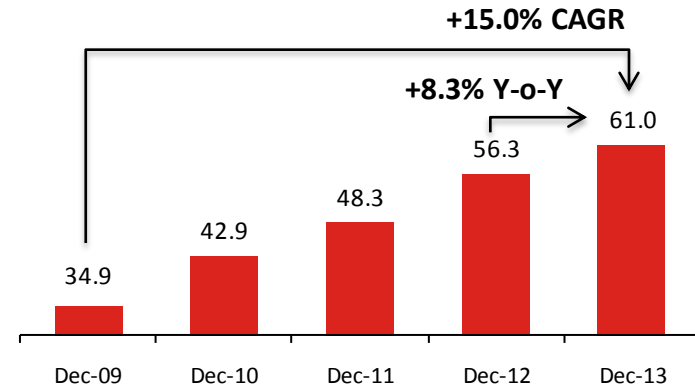
# Indonesia : Consumer Key Highlights



	Dec-13 <sup>^</sup>		Dec-12	
	Mkt Share	Rank	Mkt Share	Rank
Deposits	4.6%	5	4.7%	5
Mortgages	8.1%	5	9.5%	5
Credit Cards*	10.7%	4	10.3%	4

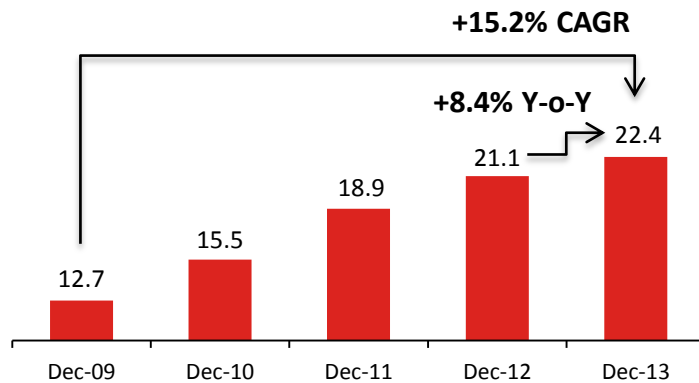
## Consumer CASA

IDR 'tril



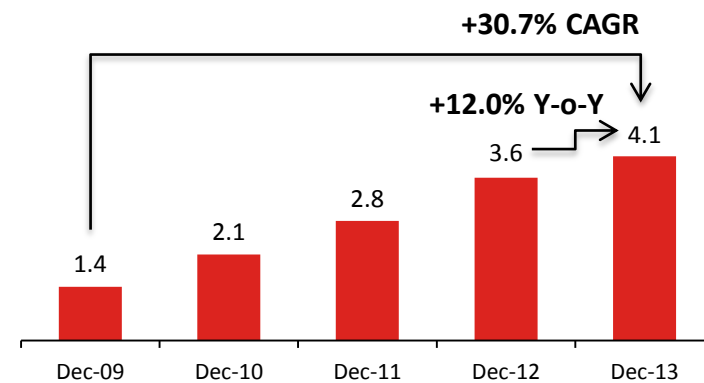
## Mortgages

IDR 'tril



## Credit Cards

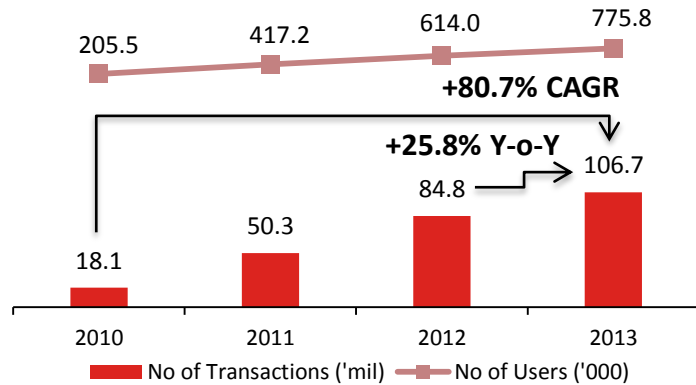
IDR 'tril



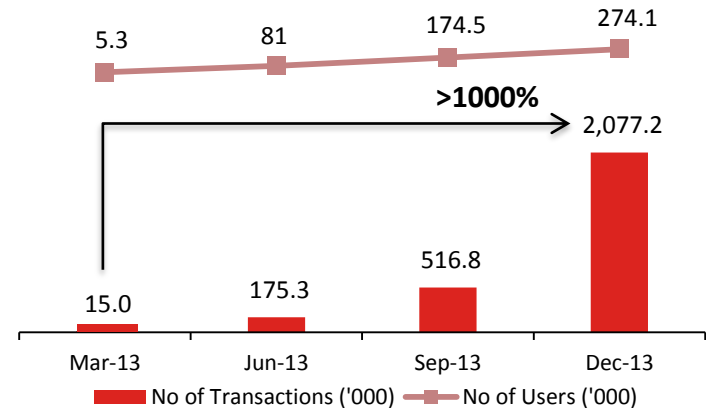
Notes: <sup>^</sup> As of Nov-13  
\* Card base

# Indonesia : Momentum in Digital Banking

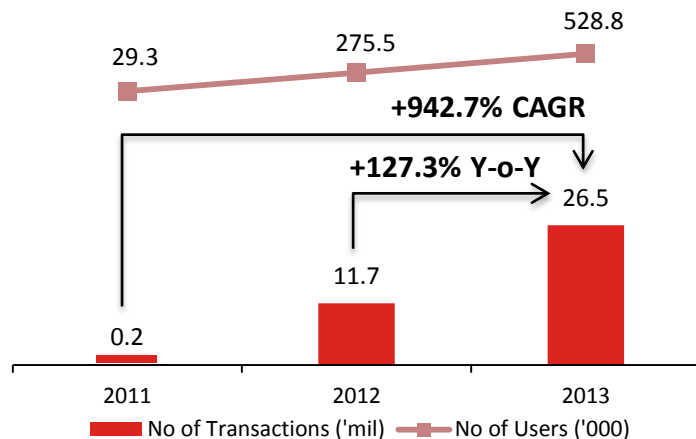
## CIMB Clicks



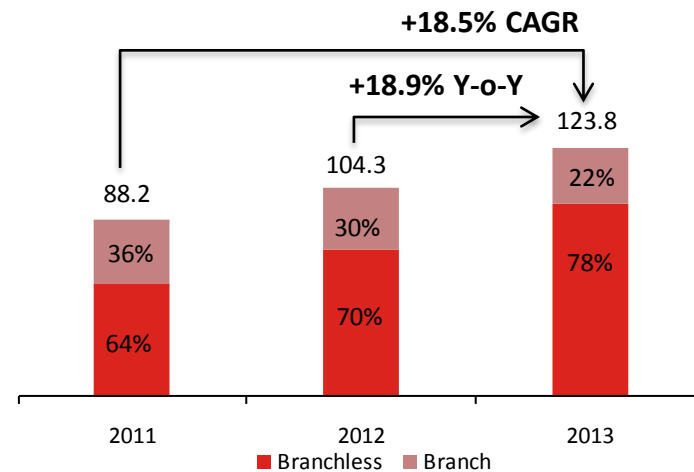
## Rekening Ponsel



## Go Mobile



## Branch & Branchless Transactions\*



Note: \* Financial transactions only



# Thailand : Consumer Gross Loans and Deposits

Divisions / Products (THB 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (61.3%)</b>	<b>68.8</b>	<b>48.4</b>	<b>42.1%</b>	<b>63.9</b>	<b>7.6%</b>
Mortgage	42.7	30.5	40.0%	39.9	6.9%
Auto Loans	16.9	11.8	43.0%	15.3	10.4%
Personal / Others	9.2	6.1	50.5%	8.7	5.8%
<b>Commercial Banking (38.7%)</b>	<b>43.5</b>	<b>36.4</b>	<b>19.4%</b>	<b>40.3</b>	<b>8.0%</b>
<b>Total</b>	<b>112.3</b>	<b>84.8</b>	<b>32.4%</b>	<b>104.2</b>	<b>7.8%</b>

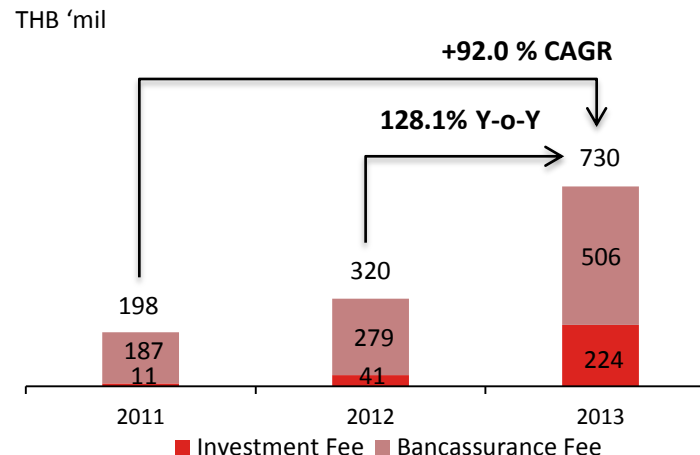
Divisions / Products (THB 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (89.3%)</b>	<b>101.6</b>	<b>74.8</b>	<b>35.8%</b>	<b>97.5</b>	<b>4.3%</b>
Current	0.8	0.7	9.6%	0.8	-
Savings	29.1	25.3	14.7%	29.4	(1.3%)
Fixed & structured deposits	71.7	48.8	47.1%	67.2	6.7%
<b>Commercial Banking (10.7%)</b>	<b>12.2</b>	<b>9.6</b>	<b>26.6%</b>	<b>11.7</b>	<b>4.2%</b>
<b>Total</b>	<b>113.8</b>	<b>84.8</b>	<b>34.8%</b>	<b>109.2</b>	<b>4.2%</b>

# Thailand : Consumer Key Highlights



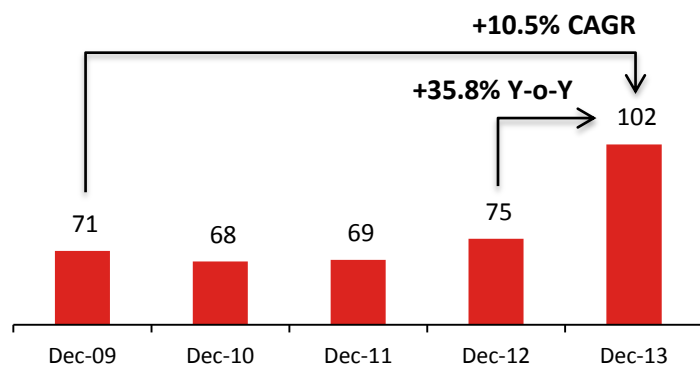
	Dec-13		Dec-12	
	Mkt Share	Rank	Mkt Share	Rank
Deposits*	1.5%	10	1.4%	11
Mortgages**	2.1%	9	1.8%	9
Auto*	0.8%	9	0.8%	8
SME Loans ^	2.1%	7	2.0%	7

## Investment Products & Bancassurance Fee Income



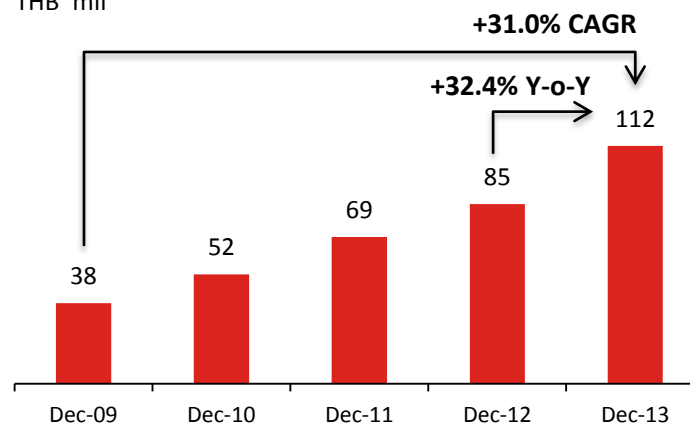
## Retail Deposits

THB 'bil



## Consumer Loans

THB 'mil



Notes: League table and market share based on listed 11 banks BBL, KTB, SCB, KBank, BAY, TMB, TCAP, TISCO, KK and LH bank

\* As at Sep-13 and Dec-12

\*\* As at Jun-13 and Dec-12

^ League table and market share based on listed 7 banks BBL, KTB, SCB, Kbank, BAY and TMB

# Singapore : Consumer Gross Loans and Deposits

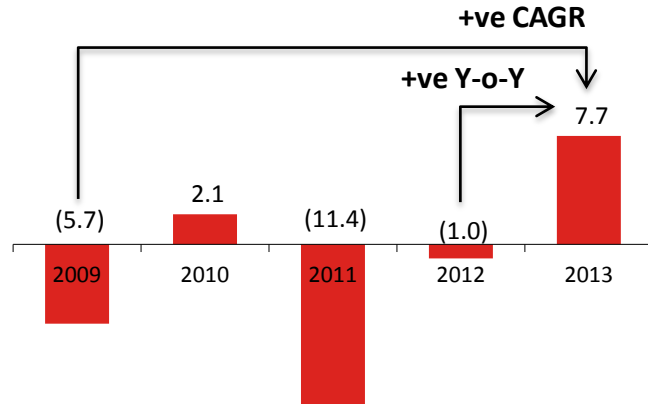
Gross Loans (SGD 'mil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (43.9%)</b>	<b>2,100</b>	<b>1,798</b>	<b>16.8%</b>	<b>1,985</b>	<b>5.8%</b>
Mortgages	1,463	1,388	5.4%	1,426	2.6%
Term loans	158	154	2.6%	159	(0.6%)
Credit cards	386	255	51.4%	344	12.2%
Others	93	1	>1000.0%	56	66.1%
<b>Commercial Banking (56.1%)</b>	<b>2,687</b>	<b>693</b>	<b>287.7%</b>	<b>1,585</b>	<b>69.5%</b>
<b>Total</b>	<b>4,787</b>	<b>2,491</b>	<b>92.2%</b>	<b>3,570</b>	<b>34.1%</b>
Deposits (SGD 'mil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
<b>Retail Financial Services (48.6%)</b>	<b>4,133</b>	<b>3,102</b>	<b>33.2%</b>	<b>4,151</b>	<b>(0.4%)</b>
Current	2,673	2,224	20.2%	2,808	(4.8%)
Savings	610	328	86.0%	569	7.2%
Fixed & structured deposits	850	550	54.5%	774	9.8%
<b>Commercial Banking (31.4%)</b>	<b>1,892</b>	<b>920</b>	<b>105.7%</b>	<b>1,464</b>	<b>29.2%</b>
<b>Total</b>	<b>6,025</b>	<b>4,022</b>	<b>49.8%</b>	<b>5,615</b>	<b>7.3%</b>

➤ 4Q13 surge in Commercial Banking loans mainly driven by RMB trade finance products

# Singapore : Consumer Key Highlights

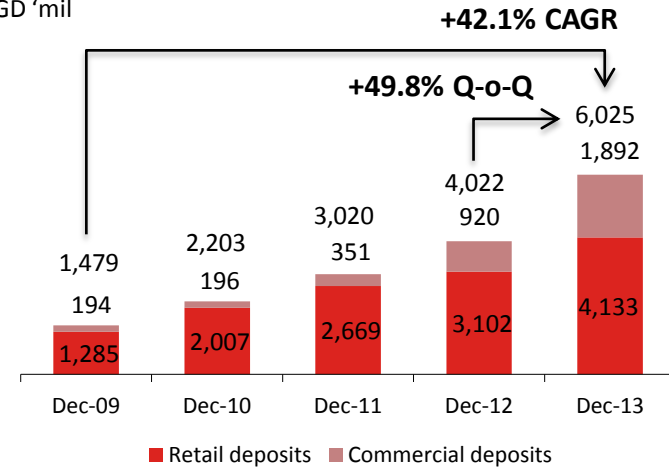
## Consumer PBT

SGD 'mil



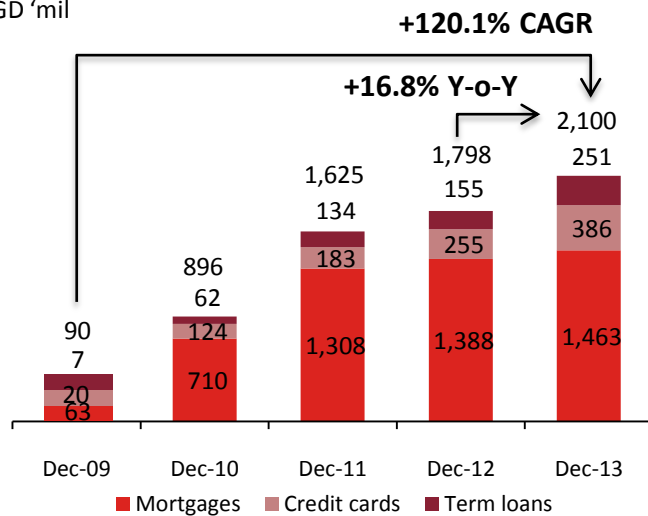
## Consumer Deposits

SGD 'mil



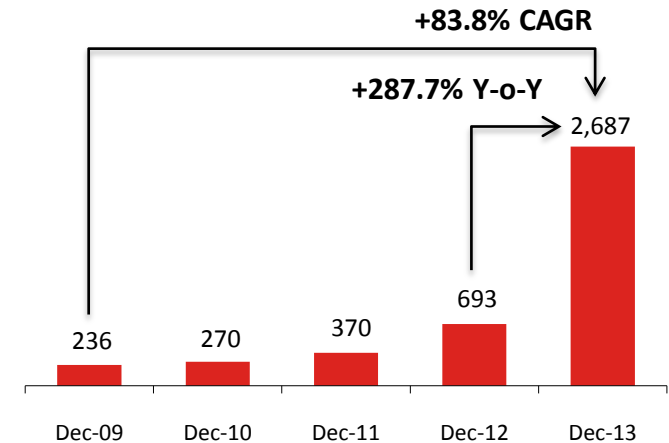
## Retail Loan Base

SGD 'mil



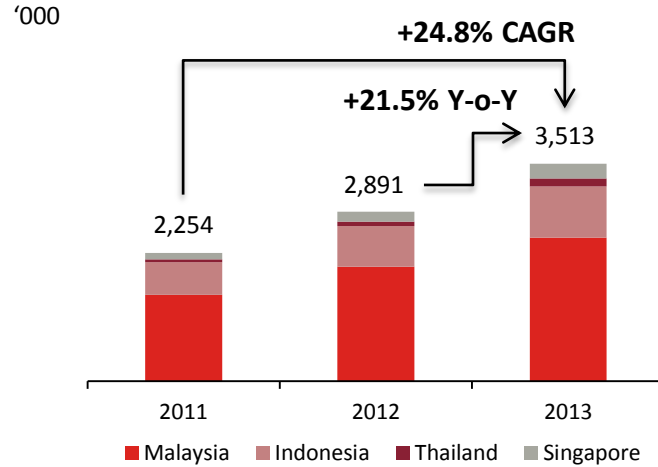
## Commercial Loan Base

SGD 'mil



# New Digital Frontier

## CIMB Clicks Users



## New Digital Offerings



Plug n Pay



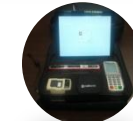
Rekening Ponsel/OctoSend



Geo-location Based Deals



KWIK



Bank-in-a-Briefcase (NASA)



Instant Over the Phone Decisioning

## Enablers



Paperless fulfillment



Analytics-led customer insights

## Channels



Intuitive Tablet & smartphone banking



Digitally enabled sales at every touch point



Virtual RMs & product experts



Digital worksite portal

# **CIMB Group : FY13 Results**

## **3.2 Regional Wholesale Banking**

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# Wholesale Banking

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	2,956	2,884	2.5%	735	755	(2.8%)
Non interest income	2,195	2,493	(12.0%)	650	490	32.7%
<b>Operating income</b>	<b>5,151</b>	<b>5,377</b>	<b>(4.2%)</b>	<b>1,385</b>	<b>1,245</b>	<b>11.2%</b>
Overhead expenses	(2,254)	(2,105)	7.1%	(574)	(576)	(0.4%)
<b>PPOP</b>	<b>2,897</b>	<b>3,272</b>	<b>(11.5%)</b>	<b>811</b>	<b>669</b>	<b>21.2%</b>
(Provisions) / Writeback	(109)	(178)	(38.8%)	(106)	(10)	960.0%
<b>PBT</b>	<b>2,788</b>	<b>3,094</b>	<b>(9.9%)</b>	<b>705</b>	<b>659</b>	<b>7.0%</b>

# Wholesale Banking : Investment Banking

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	97	73	32.9%	26	22	18.2%
Non interest income	1,039	1,136	(8.5%)	249	237	5.1%
<b>Operating income</b>	<b>1,136</b>	<b>1,209</b>	<b>(6.0%)</b>	<b>275</b>	<b>259</b>	<b>6.2%</b>
Overhead expenses	(927)	(905)	2.4%	(224)	(240)	(6.7%)
<b>PPOP</b>	<b>209</b>	<b>304</b>	<b>(31.2%)</b>	<b>51</b>	<b>19</b>	<b>168.4%</b>
(Provisions) / Writeback	(7)	-	n.a.	(4)	-	n.a.
<b>PBT</b>	<b>202</b>	<b>304</b>	<b>(33.6%)</b>	<b>47</b>	<b>19</b>	<b>147.4%</b>

➤ From 1Q14 onwards, IB will include ex-RBS



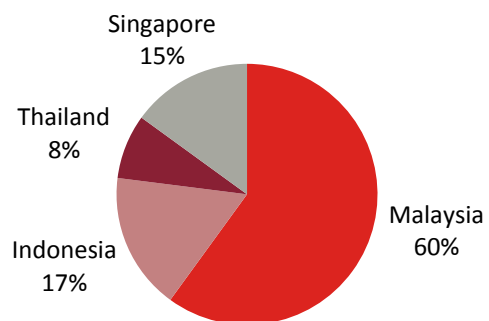
# Wholesale Banking : Corporate Banking

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	1,630	1,593	2.3%	415	405	2.5%
Non interest income	670	622	7.7%	224	149	50.3%
<b>Operating income</b>	<b>2,300</b>	<b>2,215</b>	<b>3.8%</b>	<b>639</b>	<b>554</b>	<b>15.3%</b>
Overhead expenses	(767)	(719)	6.7%	(193)	(194)	(0.5%)
<b>PPOP</b>	<b>1,533</b>	<b>1,496</b>	<b>2.5%</b>	<b>446</b>	<b>360</b>	<b>23.9%</b>
(Provisions) / Writeback	(104)	(171)	(39.2%)	(103)	(13)	(692.3%)
<b>PBT</b>	<b>1,429</b>	<b>1,325</b>	<b>7.8%</b>	<b>343</b>	<b>347</b>	<b>(1.2%)</b>

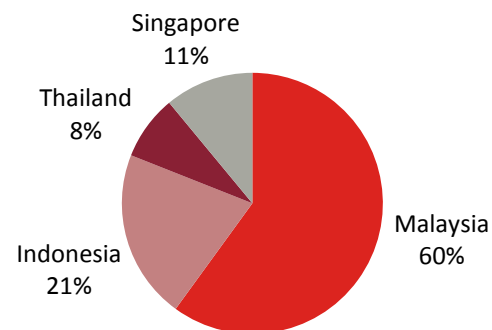
# Corporate Banking : Gross Loans

Divisions / Products	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
Malaysia (RM 'bil)	44.7	40.5	10.4%	45.5	(1.8%)
Indonesia (IDR 'bil)	43,919	43,523	0.9%	42,538	3.2%
Thailand (THB 'bil)	55.2	51.6	7.0%	55.2	-
Singapore (SGD 'bil)	4.5	3.0	50.0%	4.0	12.5%
<b>Total Corporate Loans (RM 'bil)</b>	<b>74.8</b>	<b>68.0</b>	<b>10.0%</b>	<b>74.8</b>	<b>-</b>

31 Dec 13



31 Dec 12



# Corporate Banking : Deposits



Divisions / Products	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
Malaysia (RM 'bil)	91.8	81.4	12.8%	88.2	4.1%
Indonesia (IDR 'bil)	34,520	31,327	10.2%	34,259	0.8%
Thailand (THB 'bil)	38.3	50.7	(24.4%)	44.3	(13.5%)
Singapore (SGD 'bil)	2.8	2.5	12.0%	2.8	-
<b>Total Corporate Deposits (RM 'bil)</b>	<b>112.2</b>	<b>102.5</b>	<b>9.5%</b>	<b>109.8</b>	<b>2.2%</b>

Divisions / Products	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
Current	16.0	16.7	(4.2%)	16.8	(4.8%)
Savings	1.1	1.1	-	1.4	(21.4%)
Fixed and Structured Deposits	95.1	84.7	12.3%	91.6	3.8%
<b>Total</b>	<b>112.2</b>	<b>102.5</b>	<b>9.5%</b>	<b>109.8</b>	<b>2.2%</b>



# Wholesale Banking : Treasury & Markets

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	1,229	1,230	(0.1%)	294	335	(12.2%)
Fee and commission income	34	46	(26.1%)	15	8	87.5%
Net trading income	452	719	(37.1%)	161	97	66.0%
<b>Operating income</b>	<b>1,715</b>	<b>1,995</b>	<b>(14.0%)</b>	<b>470</b>	<b>440</b>	<b>6.8%</b>
Overhead expenses	(561)	(525)	6.9%	(157)	(147)	6.8%
<b>PPOP</b>	<b>1,154</b>	<b>1,470</b>	<b>(21.5%)</b>	<b>313</b>	<b>293</b>	<b>6.8%</b>
Provisions	2	(5)	n.a.	2	-	n.a.
<b>PBT</b>	<b>1,156</b>	<b>1,465</b>	<b>(21.1%)</b>	<b>315</b>	<b>293</b>	<b>7.5%</b>

# IB Market Share and Ranking (1)


	FY13		FY12			FY13		FY12	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Cash Equities	17.3%	1	11.7%	1	Cash Equities	6.1%	2	5.2%	3
IPO	19.6%	1	21.8%	1	IPO	0.2%	23	5.3%	7
ECM	24.8%	1	25.2%	1	ECM	11.9%	3	2.4%	12
M&A	23.0%	1	24.0%	3	M&A	11.3%	3	0.3%	16
Syndication ^	7.6%	5	11.6%	3	Syndication ^	1.9%	17	3.4%	11
DCM	26.2%	1	26.8%	1	DCM	8.9%	6	11.4%	3
Sukuk	26.2%	1	28.1%	1					


	FY13		FY12			FY13		FY12	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Cash Equities	4.5%	7	3.9%	12	Cash Equities	9.5%	1	10.3%	1
IPO	4.3%	8	17.8%	1	IPO	4.2%	8	19.0%	1
ECM	3.2%	8	6.8%	5	ECM	3.9%	10	10.2%	3
M&A	0.2%	15	0.1%	22	M&A	2.2%	16	17.8%	7
Syndication ^	-	-	1.5%	17	Syndication ^	1.6%	18	1.8%	11
DCM	7.2%	5	5.7%	7	DCM	4.2%	9	2.2%	9

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Note: ^ Mandated lead arranger

# IB Market Share and Ranking (2)

	FY13		FY12	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.3%	57	0.1%	81
IPO	2.3%	18	1.8%	21
ECM	0.9%	25	0.3%	28
M&A	0.5%	47	5.2%	12
Syndication ^	-	-	0.3%	51

ASEAN	FY13		FY12	
	Market Share	Rank	Market Share	Rank
Cash Equities	8.1%~	6~	7.0%	7
IPO	6.8%	2	16.3%	1
ECM	7.2%	3	11.8%	1
EQL Products	9.0%	3	7.3%	5
M&A	4.8%	17	15.4%	7
Syndication ^	2.1%	13	4.0%	9
DCM Domestic	12.8%	1	12.3%	1

	FY13		FY12	
	Market Share	Rank	Market Share	Rank
Cash Equities	1.7%	13	2.4%	11
ECM	1.8%	11	-	-
M&A	1.5%	20	0.2%	57

APAC (ex-Japan) *	FY13		FY12	
	Market Share	Rank	Market Share	Rank
Cash Equities	3.1%~	12~	2.4%	13
IPO	3.2%	9	9.5%	1
ECM	2.5%	11	2.8%	10
EQL Products	3.4%	11	2.5%	15
M&A	1.2%	24	2.5%	19
Syndication ^	0.4%	57	1.0%	25
DCM Domestic	1.0%	30	1.0%	34
Sukuk	23.2%	1	27.3%	1

Global	FY13		FY12	
	Market Share	Rank	Market Share	Rank
Sukuk	10.4%	2	13.4%	2

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Note: ^ Mandated lead arranger \* Excludes A-Share ~ As at Sep-13

# Notable Deals of 2013

## Debt



**Wesfarmers Limited**  
AUD304.0 mil structured lease securitisation capital raising for Wesfarmers / Bunnings



**Advanced Semiconductor Engineering, Inc.**  
USD400.0 mil Zero Coupon Convertible Bonds due 2018



**BGSM Management Sdn Bhd**  
RM10.0 bil Islamic Medium Term Notes Programme based on the Shariah principle of Musharakah



**TPI Polene Public Company Limited**  
THB3.0 bil Senior Unsecured Debentures

## ECM



**Fortescue Metals Group**  
AUD503.0 mil Block Trade



**Matahari Department Store**  
USD1.5 bil Share Placement  
*(The Matahari IPO is the largest retail transaction in Asia since 2011, largest retail transaction in Southeast Asia ever, largest equity transaction in Indonesia since 2008, largest greenshoe in Indonesia)*

## M&A



**Massive Equity Sdn Bhd**  
RM3,612.0 mil privatisation of both QSR Brands Bhd and KFC Holdings (Malaysia) Bhd



**SapuraKencana Petroleum Berhad**  
USD2.9 bil combination and integration of the respective tender rig businesses of SapuraKencana Petroleum Berhad and Seadril Limited via acquisition of the entire issued share capital of Seadrill tender Rig Ltd and 94% of the issued share capital of PT Nordrill Indonesia

## IPO



**UMW Oil & Gas Corporation Berhad**  
RM2.7 bil IPO on Bursa Malaysia  
*(Largest IPO in Malaysia for 2013)*



**Asian Pay Television Trust**  
SGD1.39 bil IPO on Singapore Exchange  
*(Company based in Taiwan, with Australian promoters and listed on Singapore Exchange)*



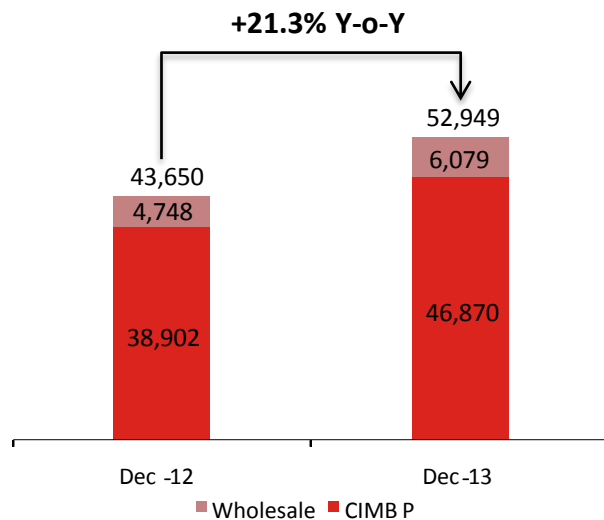
**China Huishan Dairy Holdings Company Limited**  
USD1.3 bil IPO on Hong Kong Stock Exchange  
*(The largest F&B ECM transaction in Asia (ex-Japan) in 2013. The 3<sup>rd</sup> largest IPO in Hong Kong and 3<sup>rd</sup> largest IPO in Asia (ex-Japan))*

# Group Asset Management

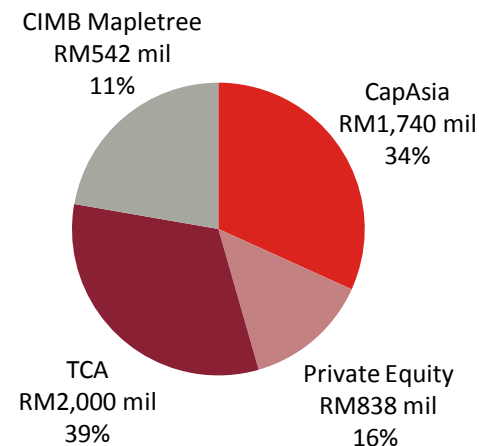
PBT (RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
CIMB-P Group	62.9	50.3	25.0%	12.3	18.5	(33.5%)
Wholesale	23.7	13.1	80.9%	6.2	8.2	(24.4%)
<b>Total</b>	<b>86.6</b>	<b>63.4</b>	<b>36.6%</b>	<b>18.5</b>	<b>26.7</b>	<b>(30.7%)</b>

## Asset Under Management as at 31 Dec 2013

RM 'mil



## Wholesale AUM as at 31 Dec 2013





# CIMB Group : FY13 Results

## 3.3 Investments

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# Investments

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	605	445	36.0%	189	150	26.0%
Non interest income	1,119	471	25.7%	254	46	452.2%
<b>Total income</b>	<b>1,724</b>	<b>916</b>	<b>88.2%</b>	<b>443</b>	<b>196</b>	<b>126.0%</b>
Overhead expenses	(1,265)	(512)	147.1%	(385)	(226)	70.4%
<b>PPOP</b>	<b>459</b>	<b>404</b>	<b>13.6%</b>	<b>58</b>	<b>(30)</b>	<b>n.a.</b>
(Provisions) / Writeback	(37)	(30)	23.3%	(27)	(10)	170.0%
Share of JV / associates	354	155	128.4%	50	176	(71.6%)
<b>PBT</b>	<b>776</b>	<b>529</b>	<b>46.7%</b>	<b>81</b>	<b>136</b>	<b>(40.4%)</b>

# Strategic Investments



19.99%

RM 'mil	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
PAT to CIMB Group	95.9	89.6	7.0%	26.4	26.8	(1.5%)

- FY13 vs FY12: Slower PAT growth from margin squeeze due to narrowing of benchmark lending and deposit rates gap. Net loans +22.6% Y-o-Y to RMB27.8 bil while deposits +12.2% to RMB52.5 bil
- 4Q13 vs 3Q13: Lower PAT from higher operating cost from network expansion



52.22%

RM 'mil	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
PAT to CIMB Group	8.4	8.2	2.4%	(1.1)	2.3	n.a.

- 4Q13 vs 3Q13: Losses due to higher provision for doubtful debt and higher A&P expenses



27.06%

RM 'mil	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
PAT to CIMB Group	194.6	5.5	>1000%	-	148.0	(100.0%)

- FY13 vs FY12: Higher PAT mainly due to dividend in specie and gain on dilution of Tune Ins
- 4Q13 vs 3Q13: Lower PAT due to absence of one-off gains

# CIMB Group : FY13 Results

## 4. Country Analysis

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# PBT by Country

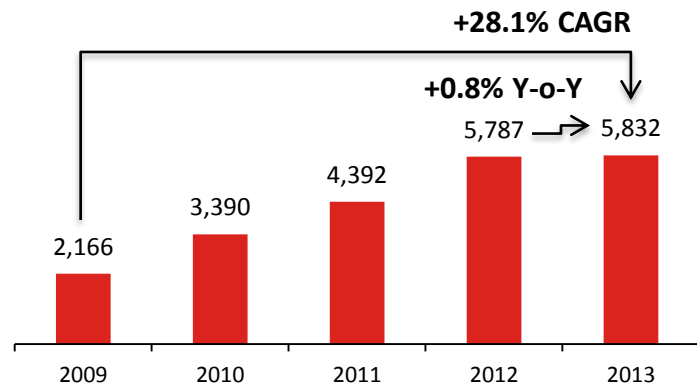
PBT (RM' mil)	FY13	One-offs*	excl. one-offs	FY12	Y-o-Y
Malaysia	3,867	(298)	3,569	3,503	1.9%
Indonesia	1,785	-	1,785	1,901	(6.1%)
Thailand	336	-	336	240	40.3%
Singapore	232	-	232	155	49.9%
HQ & Others *	(371)	-	(371)	(121)	206.6%
<b>CIMBGH PBT</b>	<b>5,849</b>	<b>(298)</b>	<b>5,551</b>	<b>5,678</b>	<b>(2.2%)</b>

Note: \* Others include Labuan, CIMBBL, CIMB Cambodia, Bank of YingKou, SEASAF, CIMB London and CIMB Securities (Ex-ASEAN)

# Indonesia : Tough Year

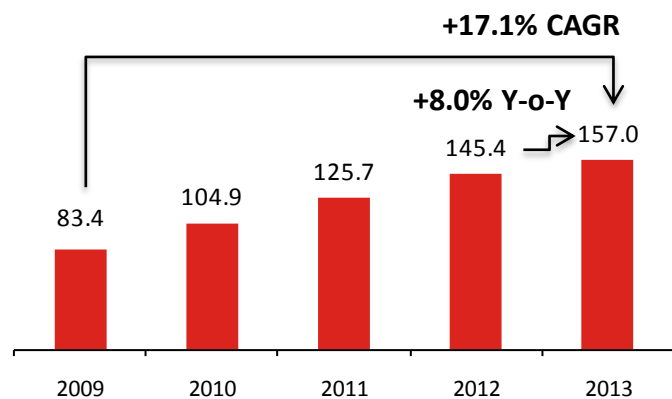
## CIMB Niaga PBT

IDR 'bil



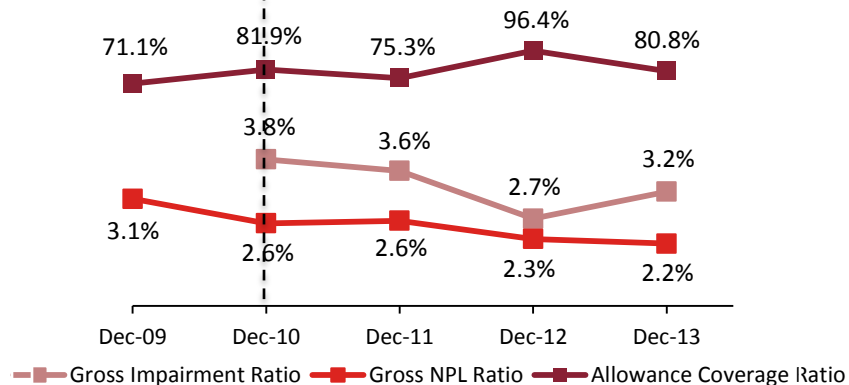
## Gross Loans

IDR 'tril

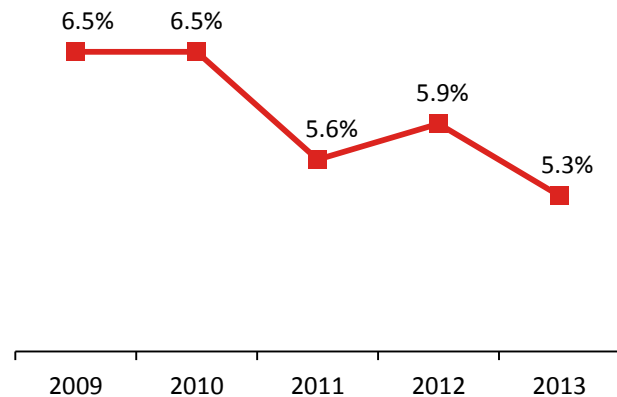


## Asset Quality

Adoption of  
FRS139



## NIM



# CIMB Niaga : Earnings Summary



(IDR 'bil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	10,121	9,709	4.2%	2,609	2,596	0.5%
Non interest income	3,404	3,165	7.6%	856	943	(9.2%)
<b>Operating income</b>	<b>13,525</b>	<b>12,874</b>	<b>5.1%</b>	<b>3,465</b>	<b>3,539</b>	<b>(2.1%)</b>
Overhead expenses	(6,490)	(5,944)	9.2%	(1,634)	(1,705)	(4.2%)
<b>PPOP</b>	<b>7,035</b>	<b>6,930</b>	<b>1.5%</b>	<b>1,831</b>	<b>1,834</b>	<b>(0.2%)</b>
Provisions	(1,203)	(1,143)	5.2%	(358)	(375)	(4.5%)
<b>PBT</b>	<b>5,832</b>	<b>5,787</b>	<b>0.8%</b>	<b>1,473</b>	<b>1,459</b>	<b>1.0%</b>
<b>Net profit</b>	<b>4,282</b>	<b>4,233</b>	<b>1.2%</b>	<b>1,071</b>	<b>1,078</b>	<b>(0.6%)</b>
<b>PBT (RM 'mil)</b>	<b>1,766</b>	<b>1,906</b>	<b>(7.3%)</b>	<b>405</b>	<b>445</b>	<b>(9.0%)</b>
<b>PAT (RM 'mil)</b>	<b>1,297</b>	<b>1,394</b>	<b>(7.0%)</b>	<b>294</b>	<b>329</b>	<b>(10.6%)</b>
<b>EPS (sen)</b>	<b>170.4</b>	<b>168.4</b>	<b>1.2%</b>	<b>42.6</b>	<b>42.9</b>	<b>(0.7%)</b>
<b>ROE (Annualised)</b>	<b>17.7</b>	<b>20.9</b>	<b>(320bps)</b>	<b>16.9</b>	<b>17.7%</b>	<b>(80bps)</b>
(IDR 'bil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Securities	89	33	169.7%	30	16	87.5%
CIMB Sun Life	(12)	(48)	(75.0%)	14	(5)	(380.0%)

# CIMB Niaga : Key Ratios

(Consolidated, %)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
ROE ^	17.7	20.9	↓	16.9	17.7	↓
NIM ^	5.34	5.87	↓	5.38	5.47	↓
Cost to Income	48.0	46.2	↑	47.2	48.2	↓
Loan Loss Coverage #	118.5	114.2	↑	118.5	111.1	↑
Allowance Coverage	80.8	96.4	↓	80.8	91.0	↓
Loan Loss Charge ^	0.8	0.8	↔	0.9	0.9	↔
Gross Impaired Loans Ratio	3.2	2.7	↑	3.2	2.8	↑
Gross NPL (BI Definition) #	2.2	2.3	↓	2.2	2.3	↓
Loan to Deposit (LDR)	94.5	95.0	↓	94.5	93.9	↑
Modified LDR *	87.2	88.5	↓	87.2	87.0	↑
CAR	15.4	15.2	↑	15.4	13.8	↑
CASA ratio	44.0	43.5	↑	44.0	44.0	↔

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

# Based on BI definition

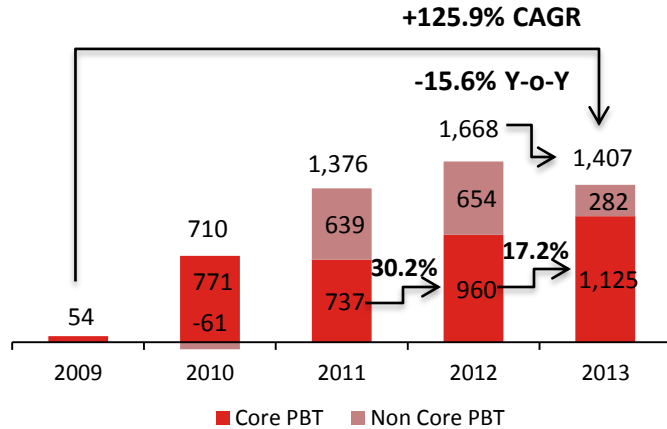
^ Annualised



# Thailand : Good Year

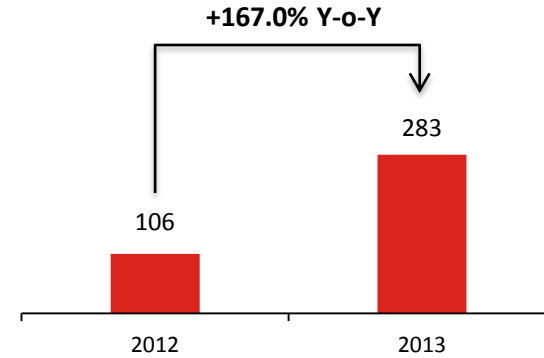
## CIMB Thai's PBT

THB 'mil



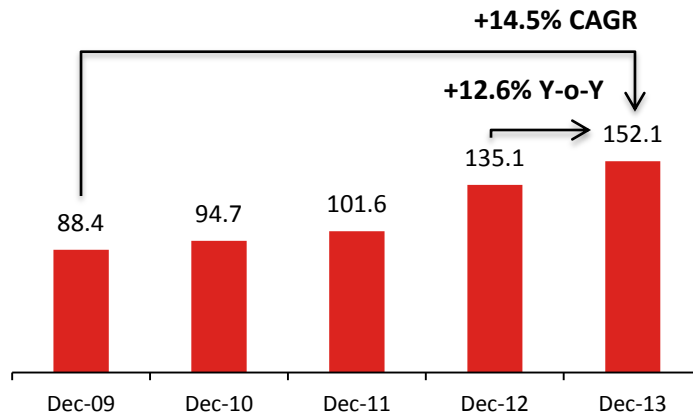
## Securities PBT

THB 'mil



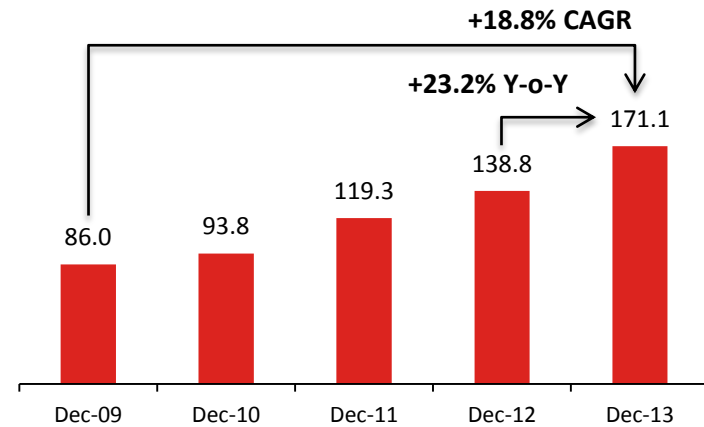
## Total Deposits

THB 'bil



## Total Loans

THB 'bil



# CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	6,525	5,207	25.3%	1,807	1,687	7.1%
Non interest income	3,721	3,121	19.2%	2,056	655	214.0%
<b>Operating income</b>	<b>10,246</b>	<b>8,328</b>	<b>23.0%</b>	<b>3,863</b>	<b>2,341</b>	<b>65.0%</b>
Overhead expenses	(6,095)	(5,325)	14.5%	(1,639)	(1,558)	5.2%
<b>PPOP</b>	<b>4,151</b>	<b>3,003</b>	<b>38.2%</b>	<b>2,223</b>	<b>783</b>	<b>183.9%</b>
Provisions	(2,744)	(1,389)	97.5%	(1,902)	(353)	439.4%
Discontinued Operations	-	54	n.a.	-	-	-
<b>PBT</b>	<b>1,407</b>	<b>1,668</b>	<b>(15.6%)</b>	<b>322</b>	<b>431</b>	<b>(25.3%)</b>
<b>Net Profit</b>	<b>1,490</b>	<b>1,306</b>	<b>14.1%</b>	<b>530</b>	<b>417</b>	<b>27.0%</b>
<b>EPS (THB)</b>	<b>0.07</b>	<b>0.08</b>	<b>(6.5%)</b>	<b>0.03</b>	<b>0.02</b>	<b>27.0%</b>
<b>Net Profit (RM 'mil)</b>	<b>150</b>	<b>131</b>	<b>14.6%</b>	<b>53</b>	<b>43</b>	<b>22.9%</b>
<b>PBT (RM 'mil) *</b>	<b>280</b>	<b>211</b>	<b>32.9%</b>	<b>157</b>	<b>51</b>	<b>204.8%</b>
<b>PAT (RM 'mil) *</b>	<b>272</b>	<b>194</b>	<b>40.4%</b>	<b>167</b>	<b>48</b>	<b>249.1%</b>
<b>ROE (Annualised)</b>	<b>7.0%</b>	<b>7.7%</b>	<b>(70bps)</b>	<b>9.6%</b>	<b>7.7%</b>	<b>190bps</b>

Before GAAP Adjustments (THB 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Securities	307	121	153.7%	6	36	(83.3%)
STAMC	263	97	171.1%	37	45	(17.8%)

Note: \* After GAAP and FRS 139 adjustments

# CIMB Thai : Key Ratios

(Consolidated, %)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
ROE ^	7.0	7.7	↓	9.6	7.7	↑
NIM ^	3.18	3.21	↓	3.12	3.16	↓
Cost to Income	59.5	63.9	↓	42.4	66.5	↓
Loan Loss Coverage **	107.8	85.1	↑	107.8	83.2	↑
Loan Loss Charge ^	1.6	1.0	↑	4.4	0.9	↑
Gross NPL ratio **	2.5	2.8	↓	2.5	2.5	↔
Net NPL ratio **	1.5	2.0	↓	1.5	1.7	↓
Loan to Deposit	112.5	102.7	↑	112.5	106.1	↑
Loan to Deposit + BE + STD	91.6	90.2	↑	91.6	92.5	↓
CAR *	14.1	16.2	↓	14.1	14.6	↓
CASA ratio #	31.6	31.1	↑	31.6	31.9	↓

Notes: \* Bank Only

\*\* Excludes STAMC

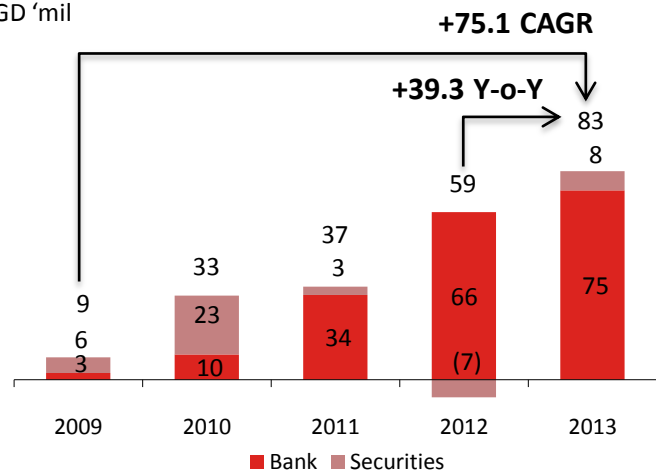
^ Annualised

# Fixed Deposit Receipt Call reclassified as savings from fixed deposits

# Singapore : Very Good Year

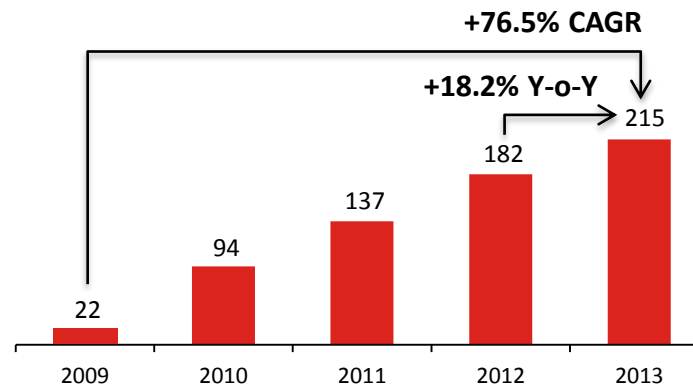
## PBT

SGD 'mil



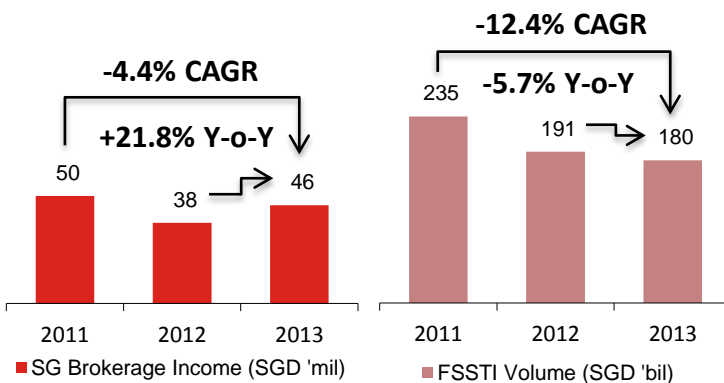
## Number of Customers

'000



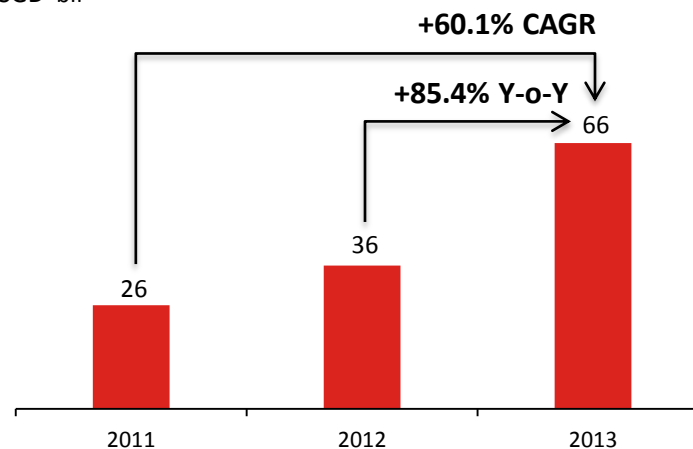
## Brokerage Income

	2011	2012	2013
Ranking	2	1	1
Market Share	9.9%	10.3%	9.5%



## Forex Volume

SGD 'bil



# CIMB Group : FY13 Results

## 5. Other Highlights

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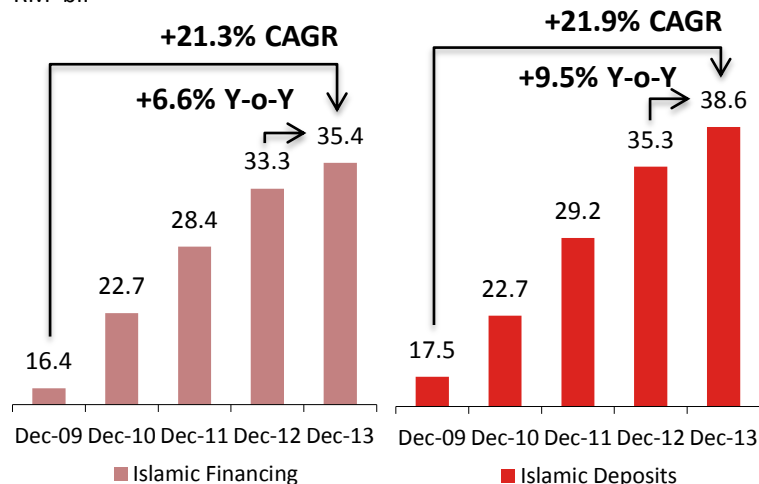
# Malaysia : CIMB Islamic

## Ranking of Total Islamic Assets as at 30 Sep 2013

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	113,695	27%
2	<b>CIMB Islamic</b>	<b>52,803</b>	<b>12%</b>
3	Bank Islam	41,834	10%
4	PBB-i	33,961	8%
5	Amlslamic	32,949	8%

## Islamic Deposits and Financing

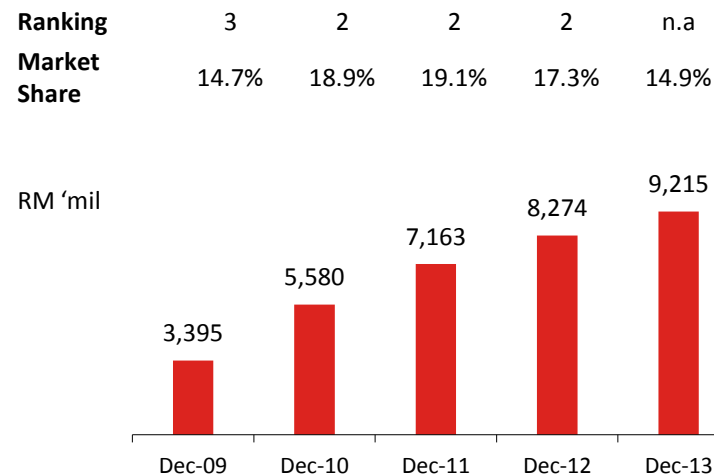
RM 'bil



## FY13 vs FY12 Comparison

Sukuk	FY13		FY12	
	Market Share	Rank	Market Share	Rank
Malaysia	26.2%	1	28.1%	1
Global	10.4%	2	13.4%	2

## Islamic Residential Mortgage and Market Share



# Banca & Insurance

PBT (RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
CIMB Aviva <sup>^</sup>	-	39.6	-	-	-	-
CIMB Sun Life	(3.5)	(15.9)	78.0%	4.7	(1.5)	n.a.
Others*	9.7	(2.3)	n.a.	2.6	2.6	-
<b>Total CIG &amp; GID</b>	<b>6.1</b>	<b>21.3</b>	<b>(71.4%)</b>	<b>7.3</b>	<b>1.1</b>	<b>563.6%</b>

Banca Income	Y-o-Y
Malaysia	18.4%
Indonesia	23.7%
Thailand	67.2%
Singapore	76.5%
<b>Total</b>	<b>27.1%</b>

Notes:

<sup>^</sup> The Group has disposed off the associate interest in CIMB Aviva / Takaful, hence will fully deconsolidate 2013 profit and loss in the Group's account

\* Includes CIMB Insurance Brokers PBT, GID expenses & excludes the gain from disposal of CIMB Aviva

# 2013 CEO's Focus Areas

	Updates
Cost Management	<ul style="list-style-type: none"> <li>Head count declined by 1,189 or 2.8% to 40,804</li> <li>Stronger spend discipline</li> <li>Improve sales productivity</li> <li>Process efficiencies</li> </ul>
Capital Management	<ul style="list-style-type: none"> <li>Preserve capital via DRS</li> <li>Issuance of Basel III capital instruments</li> <li>RWA optimisation options</li> <li>Private Placement raised RM3.55 bil in January</li> </ul>
Investment Banking Integration	<ul style="list-style-type: none"> <li>Focus on ASEAN and APAC cross border flows – 73 deals completed in 2013 vs 30 in 2012</li> <li>Tengku Dato' Zafrul appointed as CEO. Reorganised IB/CCS structure</li> <li>Alliance with RBS Morgans in Australia and JV with VNDIRECT in Vietnam</li> <li>"Domestic Bank of the Year" Award – IFR Asia</li> </ul>
Regional Consumer Banking	<ul style="list-style-type: none"> <li>New regional digital banking plan</li> <li>ASEAN Business Solutions Unit</li> </ul>
Regional Co-ordination	<ul style="list-style-type: none"> <li>PB reorganisation</li> <li>"1CIMB" for all support functions</li> </ul>
1Platform	<ul style="list-style-type: none"> <li>1P successfully went live in Malaysia on 3 February 2014</li> <li>CIMB Niaga's Go-Live is planned for 4Q15</li> </ul>
Network Expansion	<ul style="list-style-type: none"> <li>Established IB and Brokerage in Korea, Taiwan and India</li> <li>Launching CIMB Shanghai branch and Hong Kong branch by 1Q14 and Laos in 2Q14</li> </ul>
Network Management	<ul style="list-style-type: none"> <li>Cross border referrals</li> <li>KPI development</li> </ul>



# **CIMB Group : FY13 Results**

## **6. 2014 Outlook & Financial Targets**

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# 2014 CEO's Focus Areas

1

Differentiating CIMB

2

Network CIMB

3

Culture Development

4

Digital Banking

5

1Platform

6

Transaction Banking

7

Cost Management

8

Capital & Liability Management

9

KPI Management & Performance Measurement

10

Strategic Review

# 2014 Capital Management

1

## Share Placement

- On 13 Jan 2014, CIMBGH completed a RM3.55 bil private placement of new ordinary shares. Details as follows:

No of Shares Issued	Issue Price	Total Amount Raised
500 mil shares	Avg. of RM7.10 per share	RM3.55 bil

- Proforma financials:

	Dec-13 <sup>^</sup>	Pro-forma Dec-13 <sup>#</sup>
CET1	8.0%	9.5%
Tier 1	9.7%	11.2%
Total Capital	13.7%	15.2%
NBV	RM3.92	RM4.11

- The capital raised will be used for debt repayment and injection of capital into subsidiaries
- To reassess the DRS. Key variables include earnings, FX, AFS reserves and capital management initiatives including reversal of regulatory reserve
- Target 10% CET1 by 2016

2

## Regulatory Reserve Requirement

- On 4 Feb 2014, BNM issued new guidelines on the maintenance of Regulatory Requirements
- To maintain a RR+CA ratio of > 1.2%

### Collective Assessment + Regulatory Reserves

Total loans outstanding – loans with explicit guarantee from the Govt – Individual Impairment Provisions

- To meet requirement by 31 December 2015
- CIMB Bank has a ratio of 2.1% and CIMB Islamic of 2.3% We will engage BNM on the appropriate regulatory reserve

Notes: <sup>^</sup> Post CIMBGH's Second Interim Dividend & the corresponding DRS; and reinjection into CIMB Bank of excess cash from DRS  
<sup>#</sup> Post issuance of RM3.55 bil assuming cash is utilised for injection into subsidiaries and debt repayment.

# 1Platform Live In Malaysia

**Live on 3 Feb 2014!!!**

## Progress of Cross-over

- Completed 5 Mock Runs and 4 Operational Readiness Tests from Sep-13 to Jan-14
- On 3 Feb, 9.3 mil CIF records and their corresponding accounts were migrated successfully to Silverlake Axis Integrated Banking Solution
- At its peak, 12,000 staff involved
- Teething issues well within expectations

## Malaysia

Cost

RM630 mil

Total net benefits over 10-years (e)\*    Approx. RM1.5 bil

**42% relates to cost savings**

**58% relates to other benefits**

## Benefits of 1P

Overcome capacity limitation

Process efficiency & accuracy





Regional product design synergy

Regional cost leverage

Borderless customer identification

Grooming ASEAN mindset

# 2014 Outlook

	Positives	Negatives
 <p><b>Malaysia</b></p>	<ul style="list-style-type: none"> <li>▪ 1Platform successfully implemented</li> <li>▪ Consumer &amp; corporate banking momentum</li> <li>▪ IB Strength</li> <li>▪ Stable interest rates</li> <li>▪ Digital banking</li> </ul>	<ul style="list-style-type: none"> <li>▪ Government austerity measures</li> <li>▪ Consumer demand weakening</li> </ul>
 <p><b>Indonesia</b></p>	<ul style="list-style-type: none"> <li>▪ Rate rises unlikely to be as sharp</li> <li>▪ Uplift in corporate banking</li> <li>▪ Digital banking leadership</li> <li>▪ Re-regulation</li> </ul>	<ul style="list-style-type: none"> <li>▪ Election year</li> <li>▪ 1Platform</li> <li>▪ Asset quality concerns</li> <li>▪ Tight liquidity</li> </ul>
 <p><b>Thailand</b></p>	<ul style="list-style-type: none"> <li>▪ Continue wholesale momentum</li> <li>▪ Retail banking transformation</li> <li>▪ Small base</li> </ul>	<ul style="list-style-type: none"> <li>▪ Political turmoil may be protracted</li> <li>▪ Asset quality concerns</li> </ul>
 <p><b>Singapore</b></p>	<ul style="list-style-type: none"> <li>▪ G3/FAST</li> <li>▪ Small base</li> <li>▪ Intra-Asian corridor opportunities</li> <li>▪ Digital banking</li> </ul>	<ul style="list-style-type: none"> <li>▪ Low NIMs</li> </ul>
<p><b>Others</b></p>	<ul style="list-style-type: none"> <li>▪ Completed APAC IB platform, deal momentum</li> <li>▪ Reorganised IB and CCS, new leadership</li> <li>▪ New branches in Shanghai and Hong Kong</li> </ul>	<ul style="list-style-type: none"> <li>▪ Fledgling APAC brand</li> <li>▪ Resurgence of Global IB's in Asia</li> <li>▪ Disintermediation / margins compression</li> </ul>

# New Targets for 2014

	FY14
ROE	13.5-14.0%
TSR	> FBMKLCI
Dividend	40%
Total Loans Growth	14%
Loan loss charge	35-40bps
Total Capital (CIMB Group) ^	> 13%
CET 1 (CIMB Group) ^	> 8.5%
Leverage (CIMB Group) ^	< 20x

# CIMB Group : FY13 Results

## 7. Final Remarks

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# Final Remarks

- In a year when Indonesia stalled, we did well to achieve 15.5% ROE
- Significant foundation building from “CIMB 2.0”, APAC IB, 1Platform, MSS etc
- Challenging year ahead for ASEAN
- Strong capital position and larger earning asset base
- Asset quality to be watched closely
- Expect strong growth in Singapore and IB, moderate recovery for Indonesia and steady growth for CBTM and MS Consumer. Thailand momentum may be impacted by political turmoil



**THANK YOU**

# Appendices

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# CIMB Group : Balance Sheet Changes

(RM 'mil)	31 Dec 13	31 Dec 12 (Restated)	Y-o-Y	30 Sep 13	Q-o-Q
Cash & short term funds	33,679	30,760	9%	32,270	4%
Securities purchased under resale agreements	8,261	5,594	48%	11,700	(29%)
Deposits & placements with financial institutions	3,789	4,990	(24%)	5,128	(26%)
Financial investments at fair value through profit or loss	23,403	25,383	(8%)	22,621	3%
Money Market	12,734	16,680	(24%)	12,782	(0.4%)
Corporate Bonds	8,442	7,097	19%	7,742	9%
Equity	2,228	1,606	39%	2,098	6%
Financial investments available for sale	30,334	29,208	4%	32,438	(6%)
Financial investments held to maturity	10,821	8,985	20%	8,832	23%
Loans, advances & financing	228,432	202,138	13%	222,175	3%
Other assets	32,194	29,403	9%	35,272	(9%)
<b>Total assets</b>	<b>370,913</b>	<b>336,461</b>	<b>10%</b>	<b>370,436</b>	<b>0.1%</b>
Deposits from customers	263,004	247,295	6%	262,142	0.3%
Deposits & placements of banks and other FI	20,728	15,523	34%	22,704	(9%)
Other borrowings	28,177	24,982	13%	24,915	13%
Other liabilities	27,775	19,395	43%	29,704	(6%)
<b>Total liabilities</b>	<b>339,684</b>	<b>307,195</b>	<b>11%</b>	<b>339,465</b>	<b>0.1%</b>
<b>Shareholders' funds</b>	<b>30,271</b>	<b>28,293</b>	<b>7%</b>	<b>29,983</b>	<b>1%</b>
<b>Total liabilities &amp; equity</b>	<b>370,913</b>	<b>336,461</b>	<b>10%</b>	<b>370,436</b>	<b>0.1%</b>

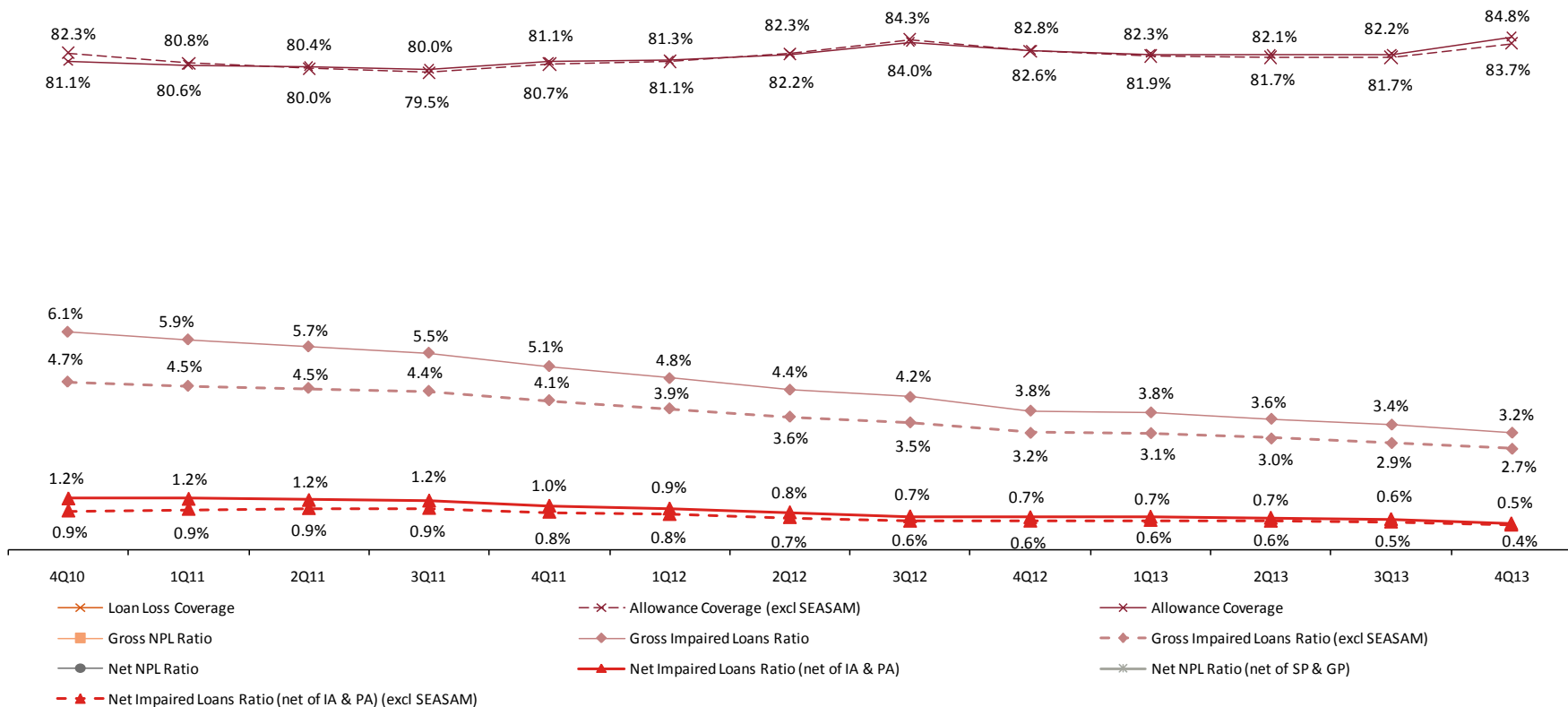
# CIMB Niaga : Balance Sheet Changes

(IDR 'bil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
Placements & Other MS	36,444	34,077	6.9%	35,487	2.7%
Government Bonds	10,213	8,084	26.3%	9,919	3.0%
Loans (Net)	152,909	141,645	7.9%	151,582	0.9%
Other Assets	19,300	13,606	41.8%	21,237	(9.1%)
<b>Total Assets</b>	<b>218,866</b>	<b>197,412</b>	<b>10.9%</b>	<b>218,225</b>	<b>0.3%</b>
CASA	72,026	65,651	9.7%	71,769	0.4%
Time Deposits & CD	91,711	85,364	7.4%	91,249	0.5%
<b>Total Customer Deposits</b>	<b>163,737</b>	<b>151,015</b>	<b>8.4%</b>	<b>163,018</b>	<b>0.4%</b>
Other Liabilities	29,337	23,829	23.1%	30,446	(3.6%)
<b>Total liabilities</b>	<b>193,074</b>	<b>174,844</b>	<b>10.4%</b>	<b>193,464</b>	<b>(0.2%)</b>
<b>Equity</b>	<b>25,792</b>	<b>22,568</b>	<b>14.3%</b>	<b>24,761</b>	<b>4.2%</b>

# CIMB Thai : Balance Sheet Changes

Before GAAP Adjustments (THB 'mil)	31 Dec 13	31 Dec 12	Y-o-Y	30 Sep 13	Q-o-Q
Placements & Other MS	51,211	15,177	237.4%	20,988	144.0%
Government Bonds (Net)	48,110	35,428	35.8%	43,761	9.9%
Loans (Net)	166,244	135,804	22.4%	159,730	4.1%
Other Assets	14,097	15,983	(11.8%)	21,218	(33.6%)
<b>Total Assets</b>	<b>279,662</b>	<b>202,392</b>	<b>38.2%</b>	<b>245,696</b>	<b>13.8%</b>
CASA	48,128	42,049	14.5%	48,934	(1.6%)
Time Deposits & CD	104,005	93,084	11.7%	104,489	(0.5%)
<b>Total Customer Deposits</b>	<b>152,133</b>	<b>135,134</b>	<b>12.6%</b>	<b>153,423</b>	<b>(0.8%)</b>
Bill of Exchanges	8,793	11,064	(20.5%)	2,184	302.5%
Other Liabilities	96,906	35,622	172.0%	68,729	41.0%
<b>Total Liabilities</b>	<b>257,831</b>	<b>181,819</b>	<b>41.8%</b>	<b>224,336</b>	<b>14.9%</b>
<b>Equity</b>	<b>21,830</b>	<b>20,573</b>	<b>6.1%</b>	<b>21,360</b>	<b>2.2%</b>

# CIMB Group : Asset Quality Ratios



# Consumer Banking – MY and SG

(RM 'mil)	FY13	FY12	Y-o-Y	4Q13	3Q13	Q-o-Q
Net interest income	3,574	3,280	9.0%	939	886	6.0
Non interest income	1,111	1,010	10.0%	289	310	(6.8)
<b>Operating income</b>	<b>4,685</b>	<b>4,290</b>	<b>9.2%</b>	<b>1,228</b>	<b>1,196</b>	<b>2.7</b>
Overhead expenses	(2,886)	(2,908)	(0.8%)	(733)	(697)	5.2
<b>PPOP</b>	<b>1,799</b>	<b>1,382</b>	<b>30.2%</b>	<b>495</b>	<b>499</b>	<b>(0.8)</b>
(Provisions) / Writeback	(39)	254	n.a.	(69)	(52)	32.7
Share of JV / Associates	5	4	25.0%	-	-	-
<b>PBT</b>	<b>1,765</b>	<b>1,640</b>	<b>7.6%</b>	<b>426</b>	<b>447</b>	<b>(4.7)</b>
<b>Loan loss charge</b>	<b>0.03%</b>	<b>(0.26%)</b>	<b>n.a.</b>	<b>0.06%</b>	<b>0.05%</b>	<b>1bps</b>