



Analyst Presentation 9M19 Results

CIMB Group Holdings

22 November 2019

FORWARD  **Together**



Key Financial Highlights

Net Profit* (RM)

3,969mil
+12.2% Y-o-Y

ROE*^

9.7%
-10bps Y-o-Y

Gross Loan (RM)

360.7bil
+5.6% Y-o-Y

Cost-to-Income*

53.0%
+140bps Y-o-Y

Loan Loss Charge^

0.38%
-7bps Y-o-Y

CET1

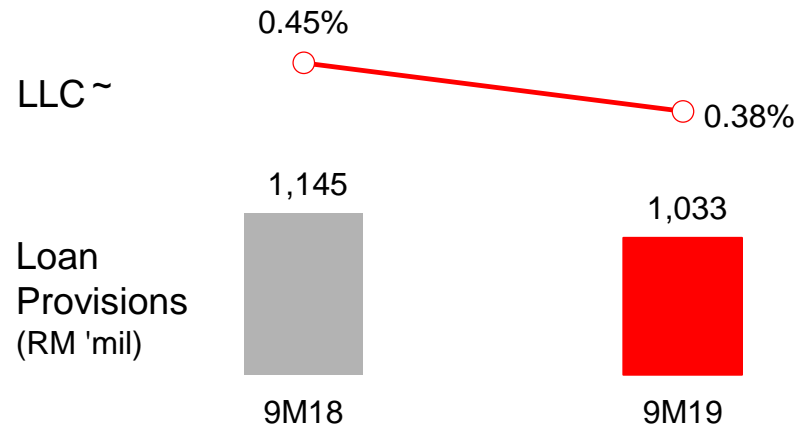
13.1%
+80bps Y-o-Y



Notes: * 3Q19: Excludes transformational cost (net of tax) of RM258 mil
2Q18: Excludes CPAM & CPIAM gain of RM928mil
^ Annualised

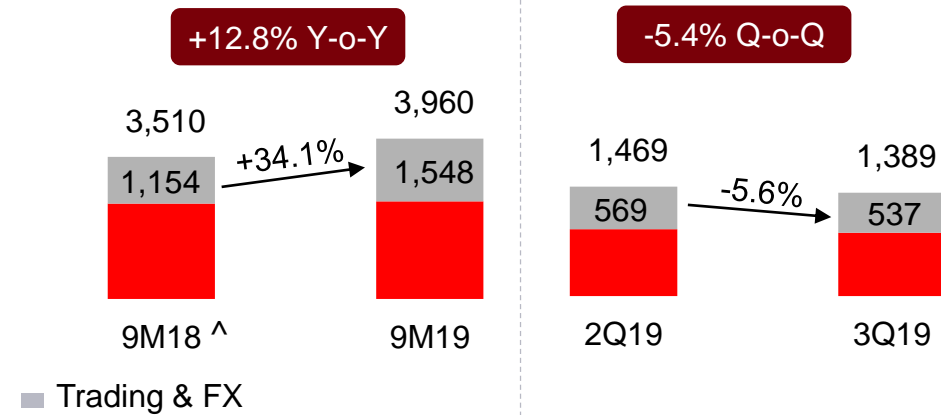
Key Business/Operational Highlights

Underlying Provisions Remain Steady

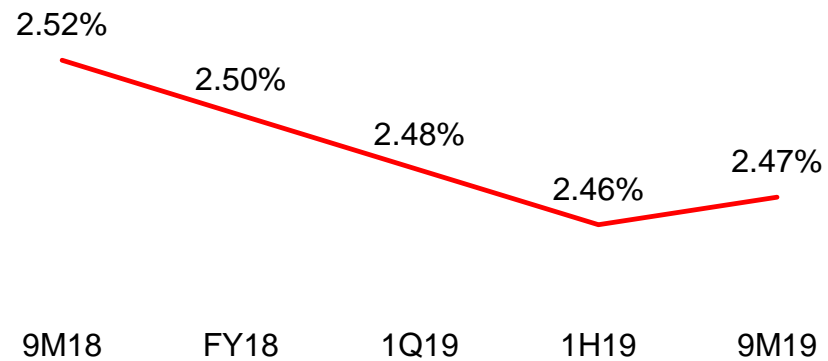


Stronger 9M NOII Driven by Trading & FX

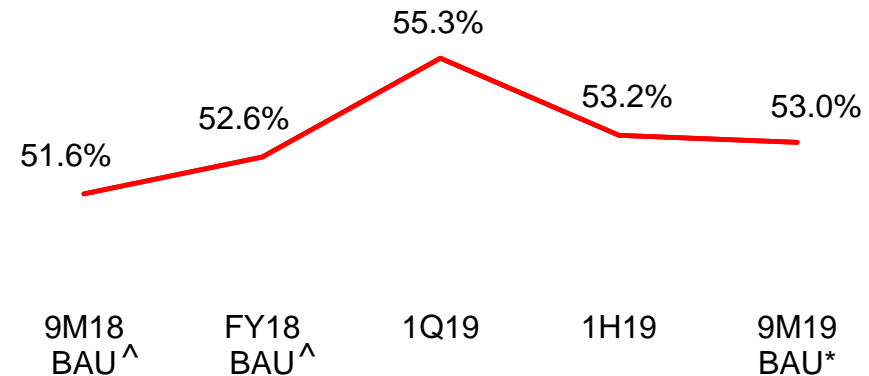
Total NOII (RM 'mil)



Better NIM ~ due to Malaysia Recovery



CIR Remains Steady

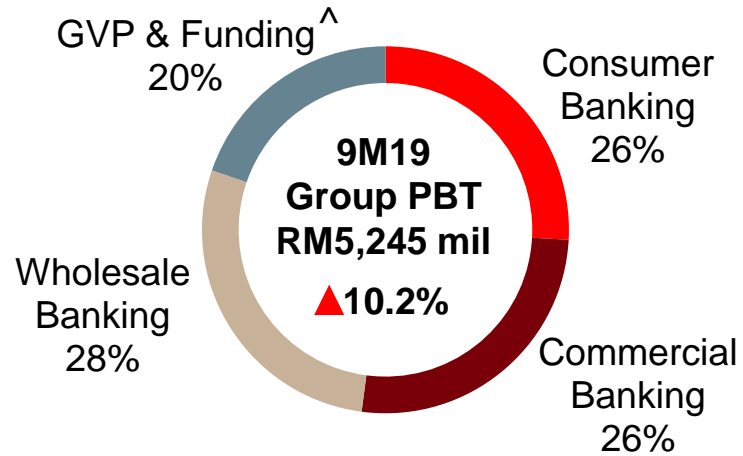


Notes: ~Annualised

^ Excludes CPAM & CPIAM gain of RM928mil in 9M18

* Excludes transformational cost of RM349mil

PBT By Segment



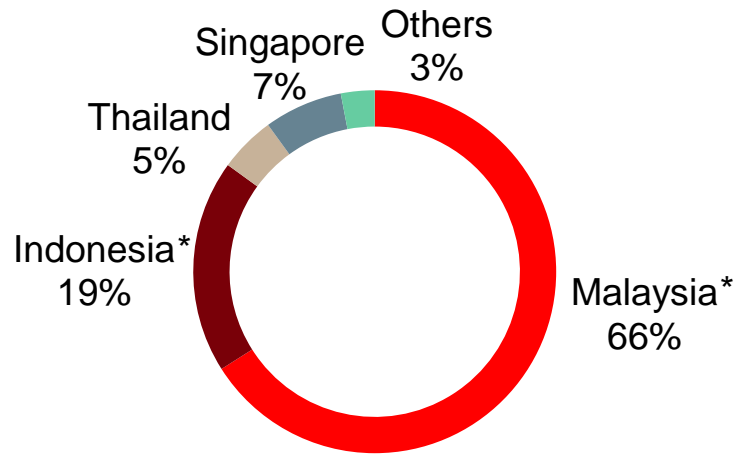
- Decreased Consumer PBT in 9M19 due to impact of the OPR cut, MFRS9 adjustments and normalisation of provisions
- Revenue growth and lower provisions drove the stronger Commercial performance
- Wholesale improved from better capital market revenues and lower provisions
- GVPF grew with higher returns from the Group's fixed income portfolio as well as the gain from the sale of the equities business

	Consumer Banking	Commercial Banking	Wholesale Banking	GVP & Funding [^]
Y-o-Y	▼ 36.2%	▲ 102.4%	▲ 16.7%	▲ 50.2%
Q-o-Q	▲ 218.0%	▼ 48.6%	▲ 5.4%	▼ 61.8%



Note: [^] Excludes transformational cost of RM349mil in 3Q19 and CPAM & CPIAM gain of RM928mil in 2Q18

PBT By Country



- Malaysia PBT higher YoY from stronger performances in Commercial, Wholesale and GVPF
- Indonesia PBT growth led by loans growth (+4.7%) and stronger NOII
- Thailand impacted by lower YoY trading income and higher overheads. QoQ higher from lower provisions
- Singapore growth from higher trading income and lower provisions

	Malaysia*	Indonesia*	Thailand	Singapore
Y-o-Y	▲ 6.9%^	▲ 17.8%	▼ 18.8%	▲ 11.5%
Q-o-Q	▼ 25.1%	▲ 20.7%	▲ 72.5%	▲ 21.6%

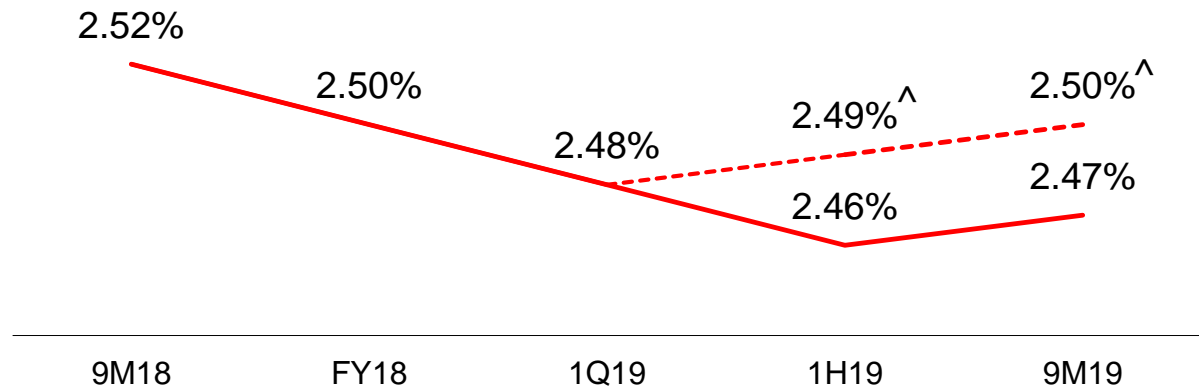


Notes: ^ Excludes CPAM & CPIAM gain of RM928mil in 9M18
 * Excludes transformational cost of RM349mil

Operating Income

(RM 'mil)	9M19	Y-o-Y	3Q19	Q-o-Q
Net interest income	9,313	5.0%	3,249	8.3%
Non interest income ~	3,960	12.8%	1,389	(5.4%)
Total	13,273	7.2%	4,638	3.8%

Net Interest Margin*



- Better NII YoY from loan growth while NOII +12.8% from improved FX and trading income
- QoQ +3.8% driven by NII growth partially offset by absence of gain from partial sale of equities business
- 3Q NIMs improved from recovery in Malaysia



Notes: * Annualised

~ Excludes CPAM & CPIAM gain of RM928mil in 9M18

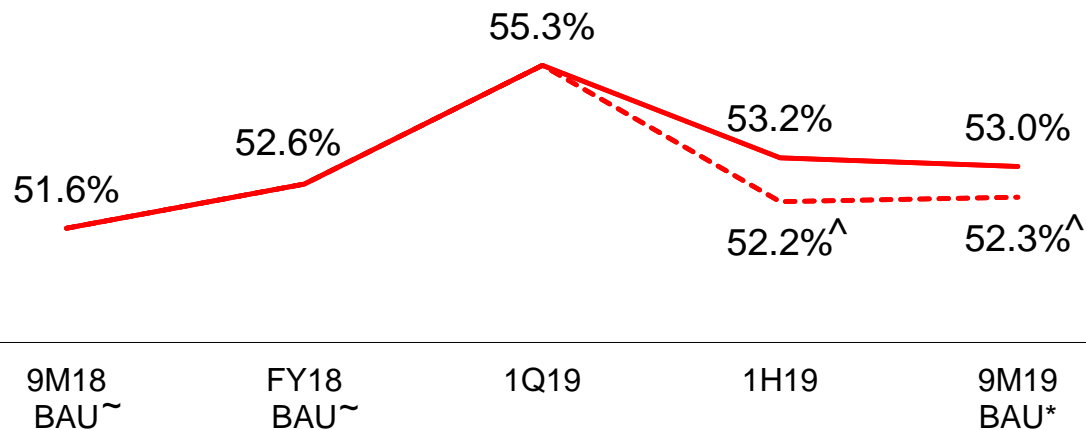
^ Normalised NIM excludes the MFRS9 related adjustment to NII

Operating Expenses

(RM 'mil)	9M19 BAU*	Y-o-Y	3Q19 BAU*	Q-o-Q
Personnel	4,067	10.8%	1,403	6.9%
Establishment	1,482	2.0%	485	(1.8%)
Marketing	271	34.2%	114	28.1%
Admin & General	1,213	14.4%	435	9.3%
Total	7,033	10.1%	2,437	6.2%

- Higher BAU opex YoY driven by investments and Forward23-related expenses
- Excluding these items, the core underlying opex rose 4.9% YoY
- 9M19 CIR improved slightly to 53.0% from 1H19. Higher YoY due to negative JAW

Cost-to-income Ratio



Notes: ~ Excludes CPAM & CPIAM gain of RM928mil
 * Excludes transformational cost of RM349mil
 ^ Normalised CI Ratio excludes the MFRS9 related adjustment to Nil

Future-proofing #teamCIMB

Future of Work Centre (FOWC)

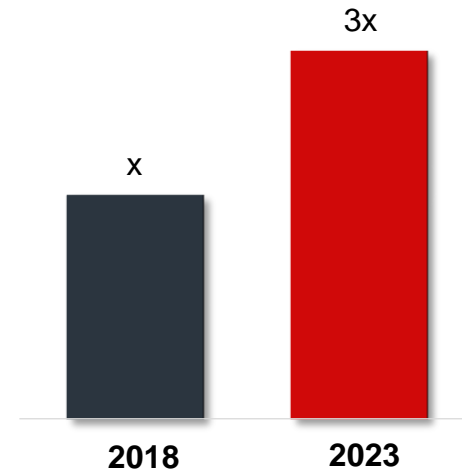


The screenshot shows a news article from Bernama.com. The main headline is "CIMB launches future of work centre, targets 15% to have digital skills by 2023". A sub-headline reads "CIMB wants at least 15% of its workforce to be digital-savvy by 2023". The article is dated April 28, 2019, at 19:06 pm +08. The source is cited as theedgemarkets.com.

- Eco-system to provide a holistic approach on upskilling, reskilling and mobility
- Supports the sustainability of CIMB Group's business and enable its people to weather changes in the age of disruption with transferable skills that will remain with them

3D Academy

Forward23 3D Talent Composition



6 competency pillars

Digital World Awareness

Agile & Entrepreneurial Thinking

Future Communication Skills

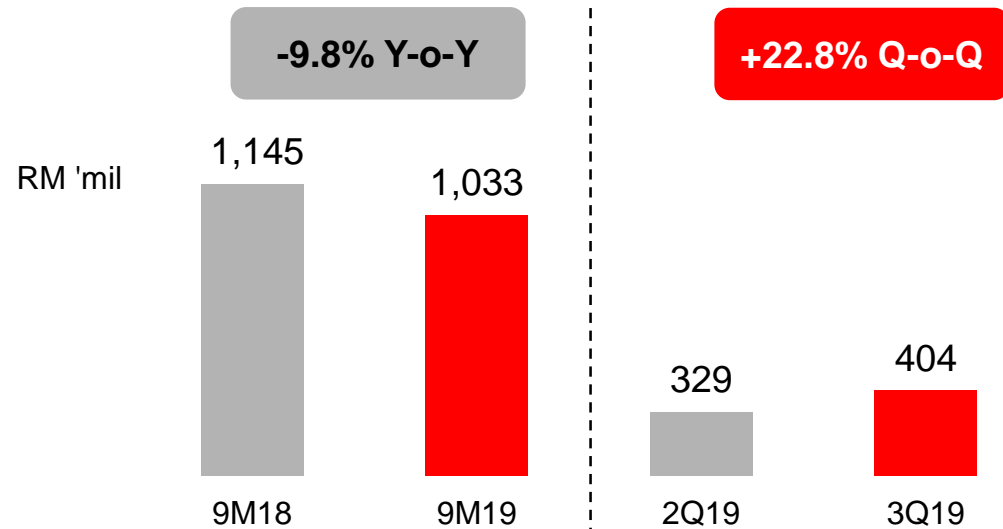
Risk & Governance

Human-centered Design

Data Science & Analytics



Loan Provisions

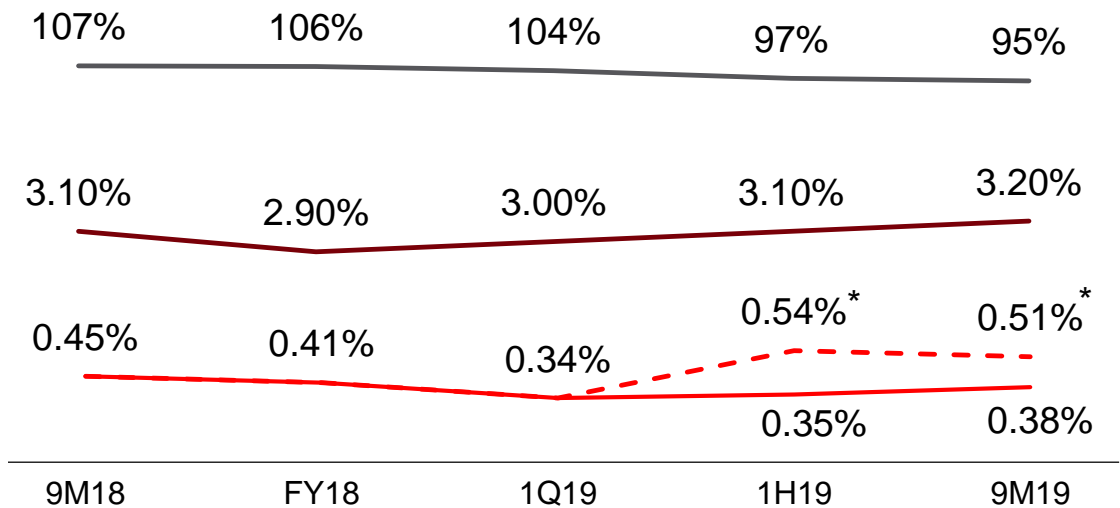


- Loan provisions -9.8% YoY from MFRS9-related write backs
- QoQ +22.8% mainly from higher writebacks in 2Q
- LLC stood at 0.38% for 9M19 (-7bps YoY). Excluding MFRS9 related adjustments, LLC would have been 0.51%

➤ Allowance Coverage ^

➤ Gross Impaired Loans Ratio

➤ Loan Loss Charge ~

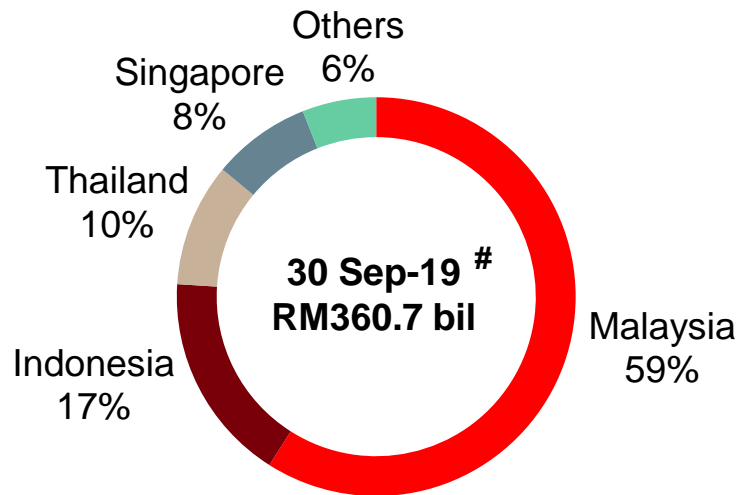
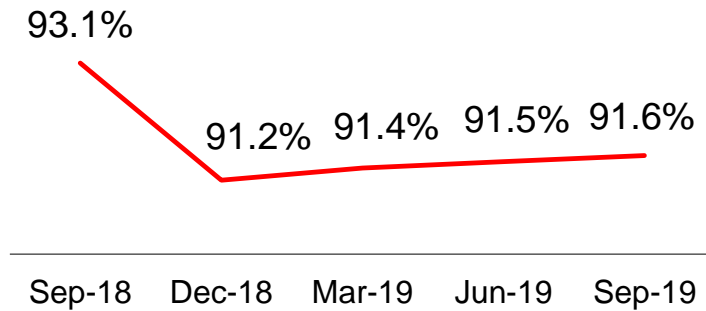


Notes: ^ Including regulatory reserves
 ~ Annualised
 * Normalised LLC excludes the MFRS9 related writebacks

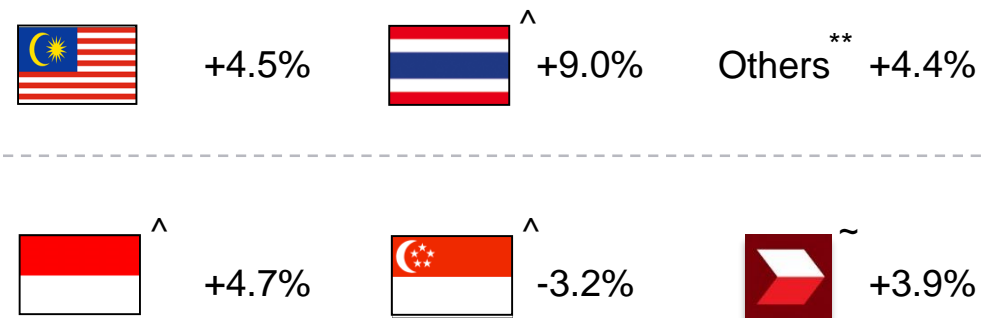
Gross Loans

(RM 'bil)	Sep-19	Y-o-Y	Q-o-Q
Consumer Banking	180.5	8.9%	2.7%
Commercial Banking	64.4	(0.9%)	(3.0%)
Wholesale Banking	115.8	4.5%	1.8%
Total	360.7	5.6%	1.3%

Loans-to-Deposit Ratio



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

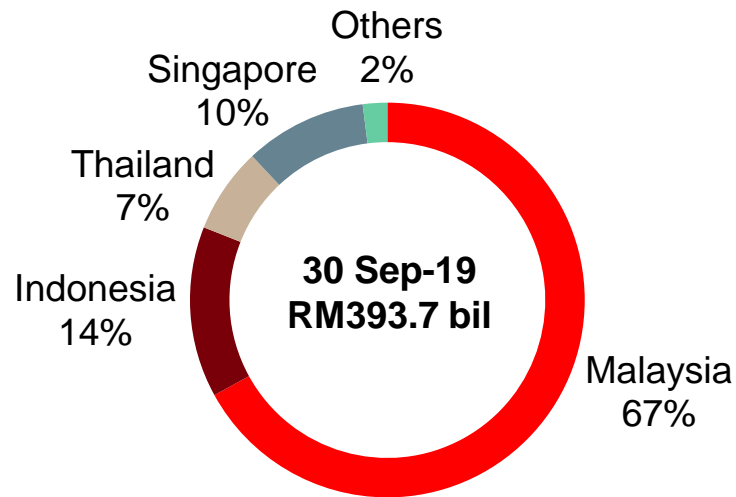
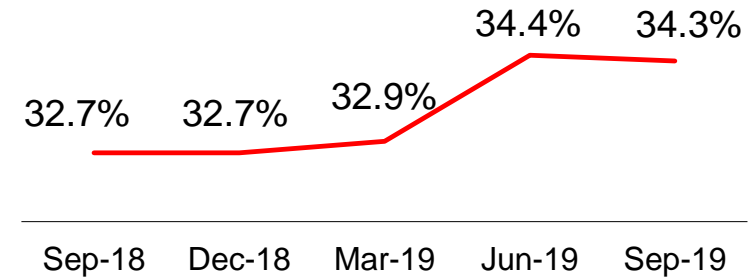


Notes: ~ Excluding FX fluctuations ^ In local currency
 # Based on geographical location of counterparty
 ** Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

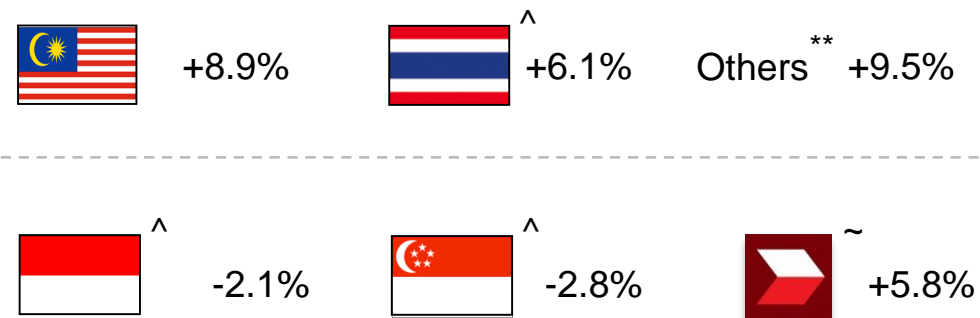
Deposits

(RM 'bil)	Sep-19	Y-o-Y	Q-o-Q
Consumer Banking	173.2	13.6%	1.1%
Commercial Banking	61.3	(1.1%)	(1.9%)
Wholesale Banking	159.2	4.4%	2.6%
Total	393.7	7.3%	1.2%

CASA Ratio



Deposit Growth by Country (Y-o-Y)

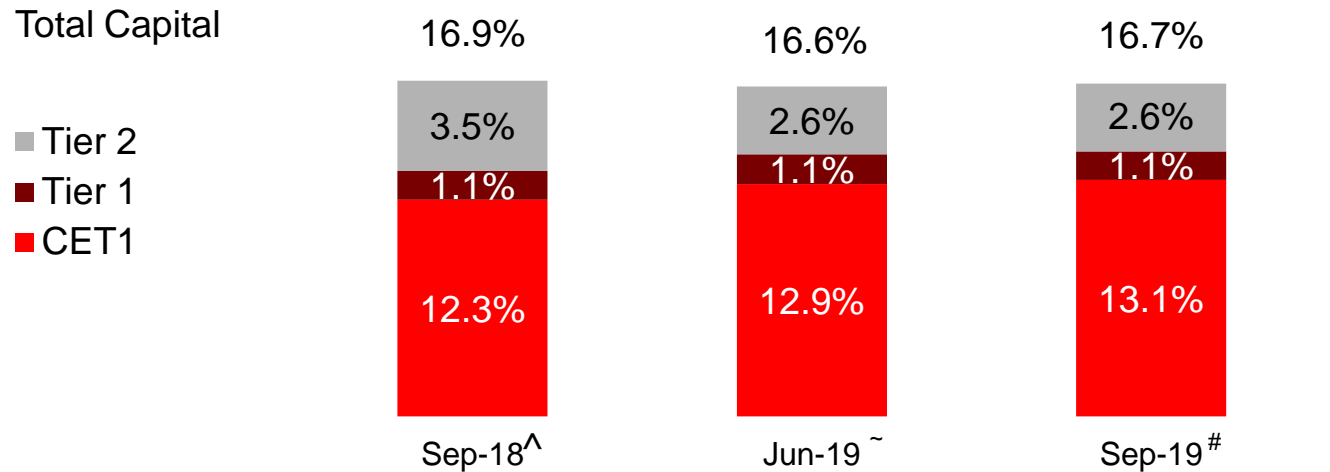


Notes: ~ Excluding FX fluctuations

[^] In local currency

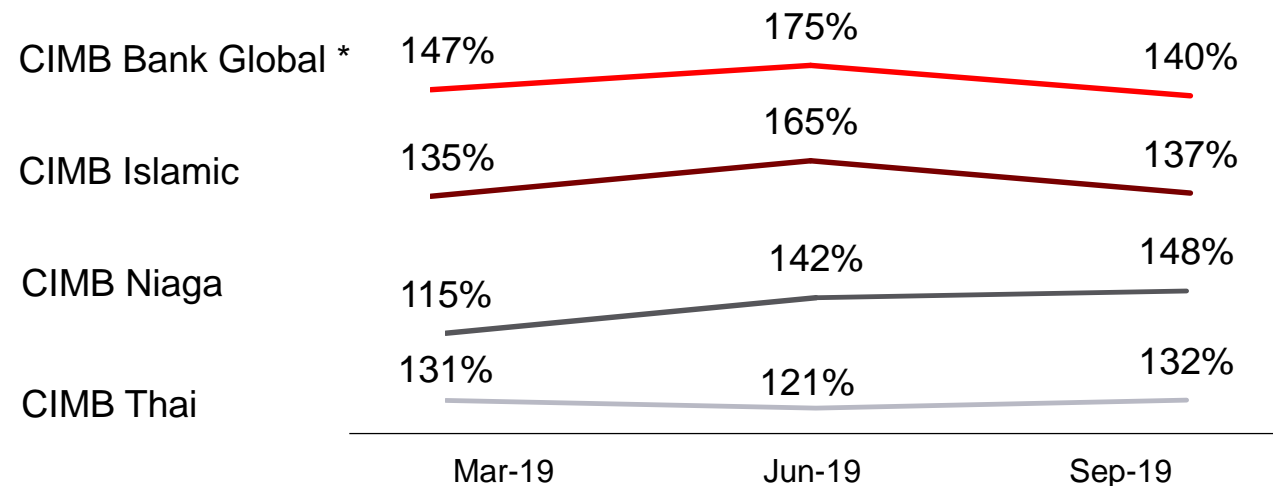
^{**} Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

Capital and Liquidity Management



- CET1 rose to 13.1% as at end Sep-19 (+80bps YoY; +20bps QoQ)
- CET1 target remains unchanged at >12.0% for end-2019
- LCR remains comfortably above 100% for all banking entities

Liquidity Coverage Ratio



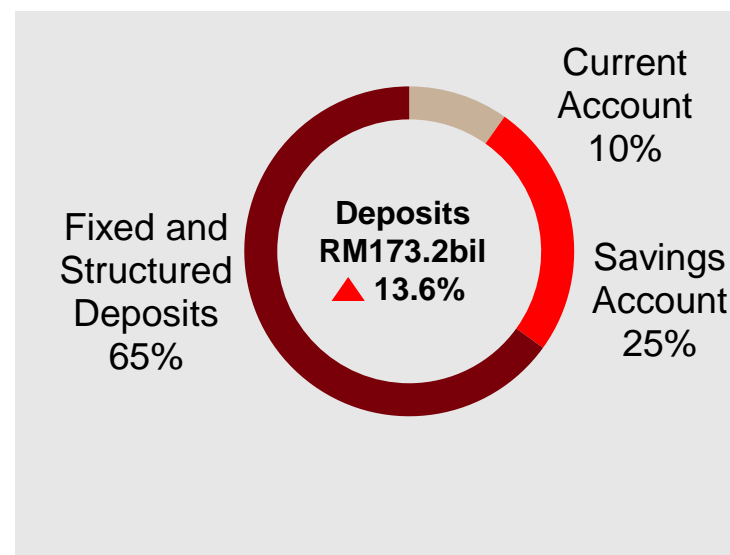
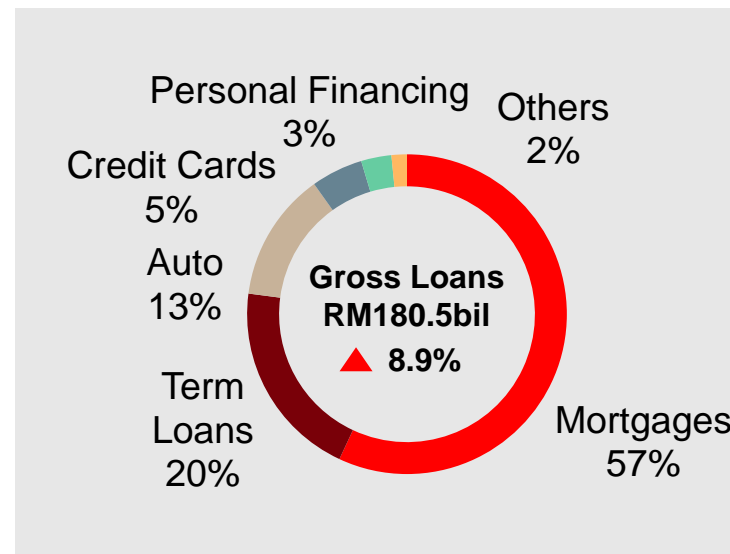
Notes: [^] Post CIMBGH's FY18 First Interim Dividend of RM1,218 mil & actual corresponding DRS (86.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
[~] Post CIMBGH's FY18 Second Interim Dividend of RM1,148 mil & actual corresponding DRS (70.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
[#] Post CIMBGH's FY19 First Interim Dividend of RM1,362 mil & actual corresponding DRS (66.5% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
 * CIMB Bank + CIMB Singapore + CIMB London + CIMB Hong Kong + CIMB Shanghai + CIMB Labuan Offshore + CIMB Labuan Ltd



Consumer Banking

(RM 'mil)	9M19	Y-o-Y	3Q19	Q-o-Q
Net interest income	4,007	(1.2%)	1,427	16.7%
Non interest income	1,416	2.5%	559	29.1%
Operating income	5,423	(0.2%)	1,986	19.9%
Overhead expenses	(3,298)	8.8%	(1,121)	3.1%
PPOP	2,125	(11.6%)	865	52.0%
(Provisions) / Writeback	(781)	166.6%	(284)	(26.8%)
Share of JV / Associates	4	100.0%	1	(50.0%)
PBT	1,348	(36.2%)	582	218.0%

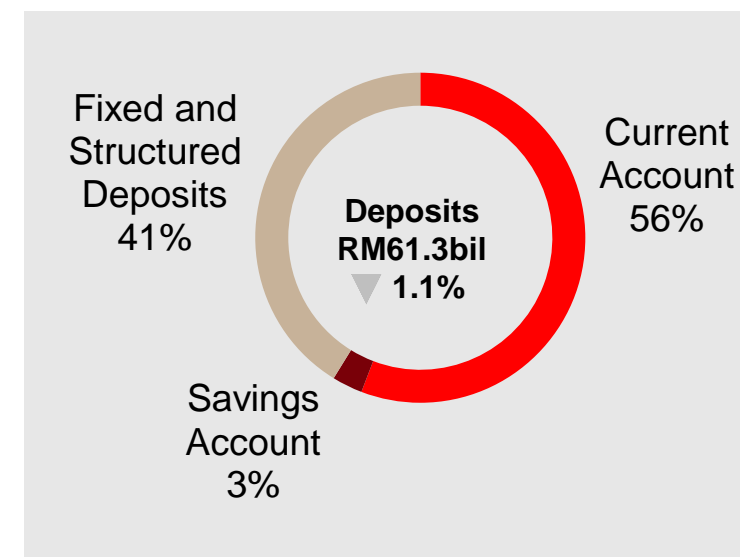
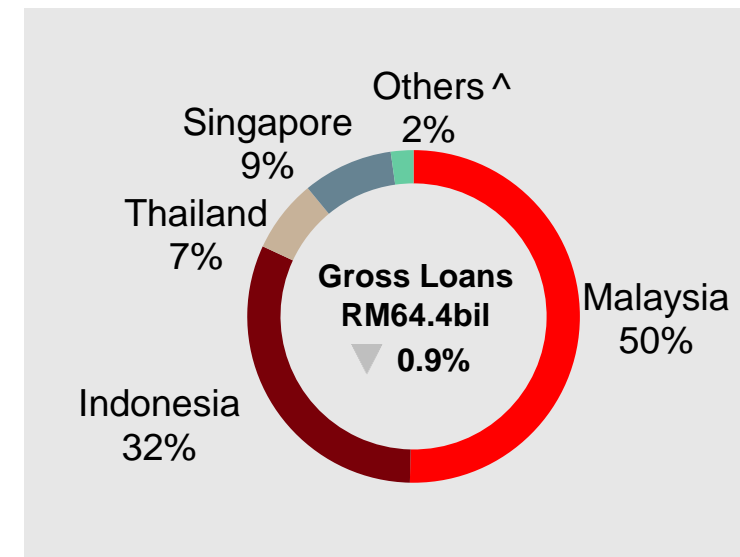
- Operating income was relatively flat YoY largely due to weaker NIM following the Malaysia OPR cut. Recovery in the wealth management fee income in 3Q propped up NOII
- Excluding the MFRS9 related adjustments, 9M19 net interest income was 3.0% higher, provisions increased by 105.8% and PBT would have been -19.7% YoY
- Opex increase from business expansion in Thailand and Indonesia
- Provisions higher mainly due to MFRS9 related adjustments and balance sheet expansion
- Strong QoQ performance from better revenue and lower provisions



Commercial Banking

(RM 'mil)	9M19	Y-o-Y	3Q19	Q-o-Q
Net interest income	1,998	3.4%	677	2.1%
Non interest income	569	19.5%	263	65.4%
Operating income	2,567	6.6%	940	14.4%
Overhead expenses	(1,359)	8.5%	(464)	1.3%
PPOP	1,208	4.4%	476	30.8%
(Provisions) / Writeback	158	(132.8%)	(121)	137.1%
Share of JV / Associates	-	-	-	-
PBT	1,366	102.4%	355	(48.6%)

- Commercial Banking PBT growth remained strong at 102.4% YoY
- NII growth of 3.4% driven by the growth momentum in Malaysia, while 3Q19 NOII was strong
- Underlying Commercial Banking asset quality continues to improve. Provision writebacks from MFRS9 related adjustments

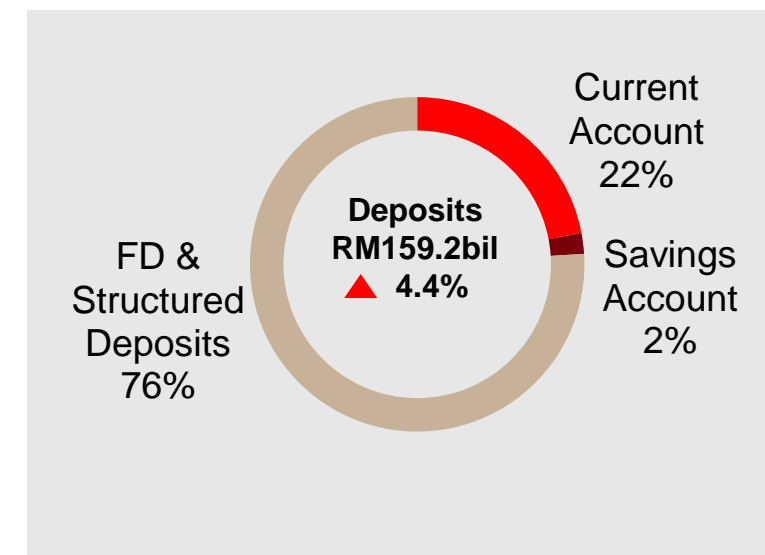
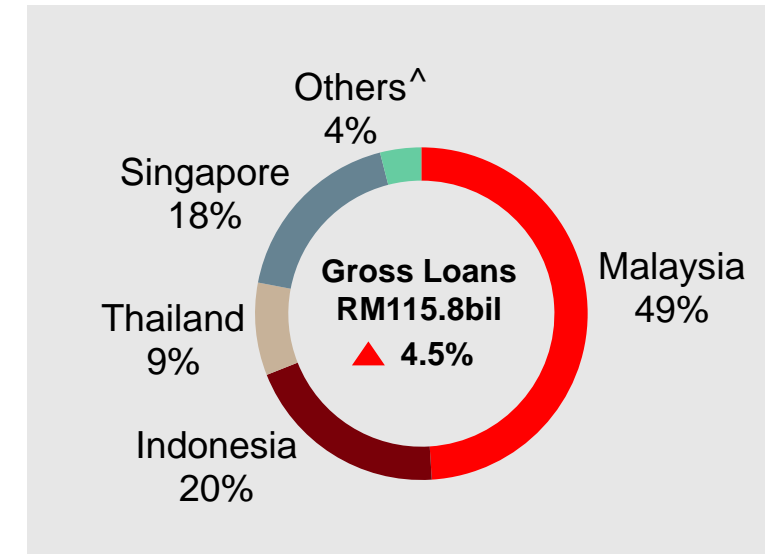


Note: ^ Including London, Cambodia, Vietnam, Hong Kong & Shanghai

Wholesale Banking

(RM 'mil)	9M19	Y-o-Y	3Q19	Q-o-Q
Net interest income	2,289	5.5%	771	(1.9%)
Non interest income	1,385	14.2%	448	(6.1%)
Operating income	3,674	8.6%	1,219	(3.5%)
Overhead expenses	(1,761)	8.9%	(574)	(3.2%)
PPOP	1,913	8.4%	645	(3.7%)
(Provisions) / Writeback	(403)	(14.8%)	(117)	(31.2%)
Share of JV / Associates	(8)	(60.0%)	(2)	(100.0%)
PBT	1,502	16.7%	526	5.4%
Corporate Banking (65.9%)	990	8.2%	367	21.1%
Treasury & Markets~ (34.3%)	515	53.7%	152	(25.1%)
Investment Banking + (-0.2%)	(3)	(108.1%)	7	200.0%
PBT	1,502	16.7%	526	5.4%

- Wholesale Banking PBT +16.7% YoY mainly from higher trading and FX income
- NOII +14.2% YoY with recovery in capital markets driving Treasury & Markets
- 9M19 provisions improved mainly from the MFRS9 related adjustments



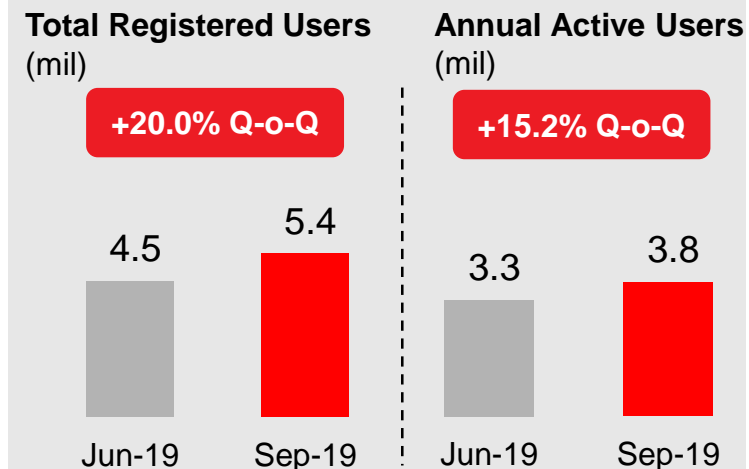
Notes:~ Including treasury operations, markets and transaction banking
 + Including advisory, equities, capital markets, private banking and research
 ^ Including London, Cambodia, Vietnam, Hong Kong & Shanghai

Group Ventures, Partnerships & Funding

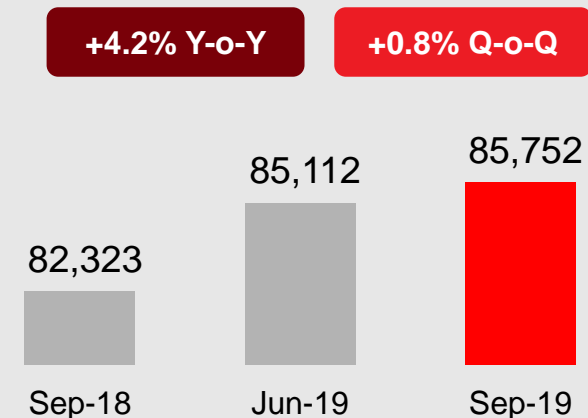
(RM 'mil)	9M19 BAU^	Y-o-Y	3Q19 BAU^	Q-o-Q
Net interest income	1,019	42.9%	374	14.0%
Non interest income	590	34.1%	119	(70.3%)
Operating income	1,609	39.5%	493	(32.3%)
Overhead expenses	(615)	26.3%	(278)	78.2%
PPOP	994	49.2%	215	(62.4%)
(Provisions) / Writeback	1	(109.1%)	(5)	100.0%
Share of JV / Associates	34	13.3%	13	8.3%
PBT	1,029	50.2%	223	(61.8%)

- YoY increase in Group Funding from higher returns from the Group's fixed income portfolio as well as the gain from the sale of the Malaysia equities business
- Touch 'n Go Digital progressing well with 5.4 million registered users as at Sep-19, a 20% increase QoQ
- Philippines continues to scale up surpassing 1 million customers with plans to launch GCash co-created lending product. Vietnam recalibration progressing well
- Principal Asset Management seeing steady AUM growth

TnG Digital



Principal Asset Management AUM (RM 'mil)



Note: ^ Excludes transformational cost of RM349mil

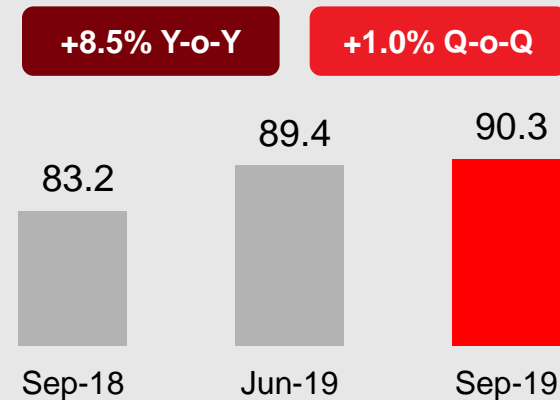
CIMB Islamic

(RM 'mil)	9M19 BAU*	Y-o-Y	3Q19 BAU*	Q-o-Q
Net financing income	1,659	20.2%	605	12.5%
Non financing income	377	17.8%	140	6.9%
Operating income	2,036	19.8%	745	11.4%
Overhead expenses	(634)	18.5%	(205)	(1.9%)
PPOP	1,402	20.3%	540	17.4%
(Provisions) / Writeback	4	(102.1%)	(11)	130.6%
Share of JV / Associates	1	(50.0%)	1	100.0%
PBT	1,407	43.6%	530	6.9%

- CIMB Islamic performance YoY remains strong with higher operating income and lower provisions
- The Islamic first initiative driving net financing income in both Malaysia and Indonesia
- Financing and deposits grew 8.5% and 15.8% YoY respectively
- CIMB Islamic remains at #2 in Malaysia by total Islamic assets, deposits and financing

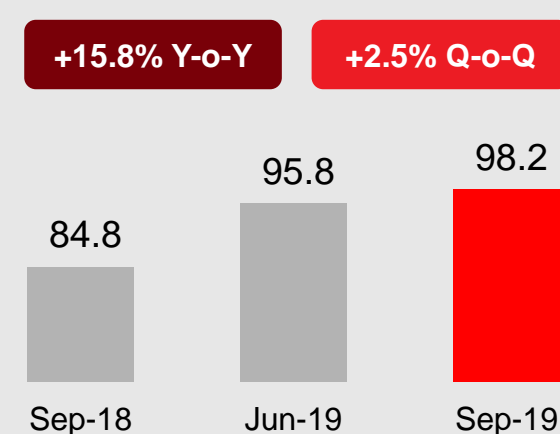
Islamic Financing

(RM 'bil)



Islamic Deposits ~

(RM 'bil)



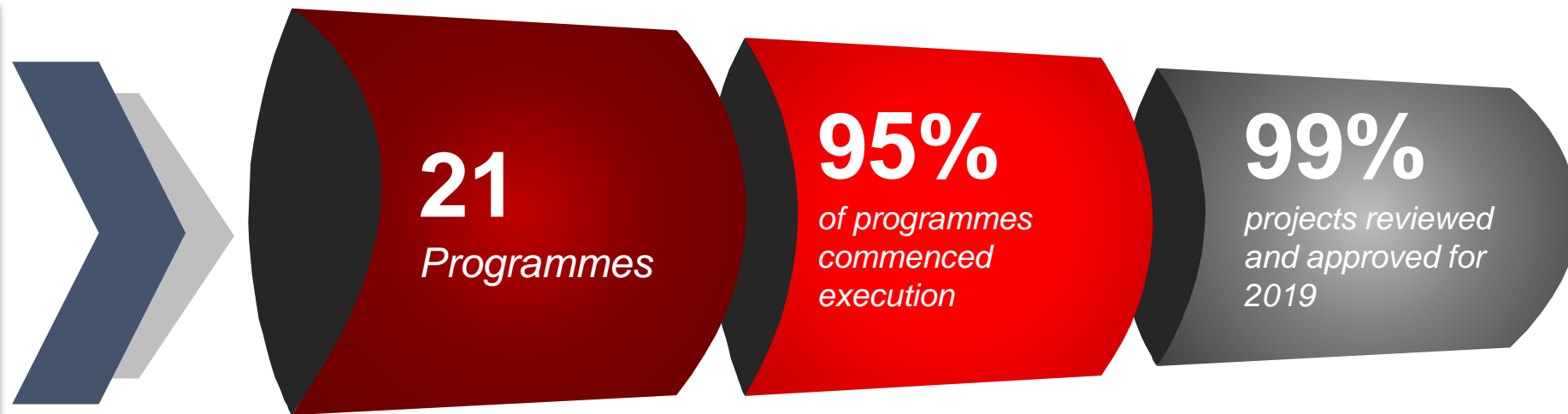
Notes: ~ Including investment accounts
* Excludes transformational cost of RM3 mil



02

Other Updates

Translating Strategy To Action - Overall Status



3Q19 Progress



Year 1 activities for **Forward23** has ramped up faster compared to Year 1 activities for T18



Clear targets disseminated supported by project uplifts to roll-up to the overall Forward23 targets



Positive traction in our headline targets:

- **CET1** – On track to achieve ahead of plan
- **NPS** – Good start in Indonesia
- **Sustainability** – Significant jump in rankings on Global Index

	T18	FORWARD 23
Execution Started	5% (1 out of 18 programmes in full-swing)	95% (20 out of 21 programmes in full-swing)
# of Projects	200+	500+



Translating Strategy To Action



Customer Centricity

Transforming Customer Journeys

Malaysia:

- **Agile design** and delivery ecosystem in place
- **Commercial Lending** new acquisition tool built and rolled out within 4 months
- **New Retail CASA** onboarding journey designed and being executed

Indonesia:

- Enhanced journeys for **Auto Finance** and **SME Lending** in advanced stages



Technology & Data

Technology

- The first tranche of initiatives under the Strengthen Tech Capabilities programme is ongoing

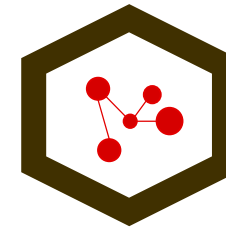
Data

- Kick-started a **Data Transformation roadmap** review



Our People

- Strengthened the headline **target from 15% to 30%** of employees to be 3D-enabled
- Increased awareness training and specialist tracks to **enhance bank-wide 3D capabilities**



Ventures & Partnerships

Touch 'n Go

- Acquired minority stakes from MTD and PLUS resulting in **CIMB owning 100% of Touch 'n Go**
- **TnG Digital**: Strong ramp up of users (5.4 million as of Sep-19) maintaining it's position as No.1 e-Wallet in Malaysia

CIMB Philippines

- Passed the **1 million customers mark** making it one of the fastest growing banks in ASEAN
- Key differentiator being **strong partnerships** that have been put in place



Sustainability

- Founding signatory for **UNEP FI – Principles of Responsible Banking**
- Launched **US\$680 million Sustainable Development Goals (SDG) Bond**, the first issued by a Malaysian and ASEAN issuer
- Allocated RM100 million to **CIMB SME Renewable Energy Financing**
- Organised CIMB's inaugural **The Cooler Earth Sustainability Summit**, with over 1,000 participants











03

Final Remarks

Final Remarks

- Sustained topline performance in 3Q19 with steady market related income despite challenging operating environment
- On track to meet all key 2019 targets although CIR remains dependent on revenue growth
- Continued focus on BAU cost management
- Forward23 progressing as planned

	9M19 BAU ~	FY19 Target
 ROE	9.7%	9.0 - 9.5%
 Dividend Payout Ratio	50.4%*	40% - 60%
 Total Loan Growth	5.6%	6.0%
 Loan Loss Charge	0.38%	0.40% - 0.50%
 CET 1 (CIMB Group)	13.1%	>12.0%
 Cost to income	53.0%	Flat (52.6%)

➤ Notes: ~ Excludes transformational cost (net of tax) of RM258 mil
* Based on 1H19 payout



04

Appendices



Earnings Summary

(RM 'mil)	9M19 BAU*	9M18 BAU^	Y-o-Y	3Q19 BAU*	2Q19	Q-o-Q
Net interest income	9,313	8,869	5.0%	3,249	3,000	8.3%
Non interest income	3,960	3,510	12.8%	1,389	1,469	(5.4%)
Operating income	13,273	12,379	7.2%	4,638	4,469	3.8%
Overhead expenses	(7,033)	(6,387)	10.1%	(2,437)	(2,294)	6.2%
PPOP	6,240	5,992	4.1%	2,201	2,175	1.2%
Loan impairment	(1,033)	(1,145)	(9.8%)	(404)	(329)	22.8%
Other provisions	8	(114)	(107.0%)	(123)	97	226.8%
Share of JV / Associates	30	27	11.1%	12	13	(7.7%)
PBT	5,245	4,760	10.2%	1,686	1,956	(13.8%)
Net profit	3,969	3,538	12.2%	1,268	1,509	(16.0%)
EPS (sen)	41.1	38.0	8.2%	13.0	15.6	(16.7%)
ROE (Annualised)	9.7%	9.8%	(10bps)	9.1%	9.9%	(80bps)



Notes: * Excludes transformational cost (net of tax) of RM258 mil
 ^ Excludes CPAM & CPIAM gain of RM928mil

NOII breakdown

(RM 'mil)	9M19	9M18 BAU [^]	Y-o-Y	3Q19	2Q19	Q-o-Q
Fee & commission	1,807	1,792	0.8%	622	602	3.3%
Brokerage	67	104	(35.6%)	1	30	(96.7%)
Asset management and security services	18	197	(90.9%)	5	6	(16.7%)
Trading & FX	1,548	1,154	34.1%	537	569	(5.6%)
Dividend income	57	40	42.5%	23	31	(25.8%)
Other income	463	223	107.6%	201	232	(13.4%)
Total	3,960	3,510	12.8%	1,389	1,469	(5.4%)



Note: [^] Excludes CPAM & CPIAM gain of RM928mil

Key Ratios

(%)	9M19 BAU*	9M18 BAU^	Y-o-Y	3Q19 BAU*	2Q19	Q-o-Q
ROE ~	9.7	9.8	▼	9.1	9.9	▼
NIM ~**	2.47	2.52	▼	2.53	2.37	▲
Non-interest income / total income	29.8	28.4	▲	29.9	32.9	▼
Cost to income	53.0	51.6	▲	52.6	51.3	▲
Allowance coverage (including regulatory reserve)	94.8	107.1	▼	94.8	96.6	▼
Allowance coverage (excluding regulatory reserve)	76.6	92.0	▼	76.6	78.2	▼
Loan loss charge ~	0.38	0.45	▼	0.45	0.37	▲
Gross impaired loans ratio	3.2	3.1	▲	3.2	3.1	▲
Net impaired loans ratio (Net of IA and PA)	0.8	0.3	▲	0.8	0.7	▲
Average shareholders' funds (RM 'mil)	53,856	47,757	▲	55,585	53,835	▲
ROA ~	0.98	0.92	▲	0.98	1.10	▼
Book value per share (RM)	5.79	5.24	▲	5.81	5.64	▲
Loan to Deposit (LDR)	91.6	93.1	▼	91.6	91.5	▲
CASA ratio	34.3	32.7	▲	34.3	34.4	▼

Notes: * Excludes transformational cost (net of tax) of RM258 mil

^ Excludes CPAM & CPIAM gain of RM928mil

~ Annualised

** Daily Average



PBT by Segments

(RM 'mil)	9M19 BAU*	9M18 BAU^	Y-o-Y	3Q19 BAU*	2Q19	Q-o-Q
Consumer Banking (25.7%)	1,348	2,113	(36.2%)	582	183	218.0%
Commercial Banking (26.1%)	1,366	675	102.4%	355	690	(48.6%)
Wholesale Banking (28.6%)	1,502	1,287	16.7%	526	499	5.4%
Corporate Banking (18.9%)	990	915	8.2%	367	303	21.1%
Treasury & Markets ~ (9.8%)	515	335	53.7%	152	203	(25.1%)
Investment Banking + (-0.06%)	(3)	37	(108.1%)	7	(7)	200.0%
Ventures Partnership & Funding# (19.6%)	1,029	685	50.2%	223	584	(61.8%)
PBT	5,245	4,760	10.2%	1,686	1,956	(13.8%)

Notes: ^ Excludes CPAM & CPIAM gain of RM928mil

* Excludes transformational cost of RM349mil

~ Including treasury operations, markets and transaction banking

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

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



PBT by Segment and Country

Consumer Banking	9M19	9M18	Y-o-Y	3Q19	2Q19	Q-o-Q
Malaysia (RM 'mil)	758	1,398	(45.8%)	388	(37)	>1000.0%
Indonesia (IDR 'bil)	1,066	1,316	(19.0%)	360	492	(26.8%)
Thailand (THB 'mil)	1,438	1,918	(25.0%)	371	387	(4.1%)
Singapore (SGD 'mil)	18	28	(35.7%)	8	6	33.3%
Others * (RM 'mil)	34	19	78.9%	12	7	71.4%
PBT (RM 'mil)	1,348	2,113	(36.2%)	582	183	218.0%
Commercial Banking	9M19	9M18	Y-o-Y	3Q19	2Q19	Q-o-Q
Malaysia (RM 'mil)	983	706	39.2%	200	624	(67.9%)
Indonesia (IDR 'bil)	867	(303)	386.1%	378	157	140.8%
Thailand (THB 'mil)	53	(153)	134.6%	(1)	(70)	98.6%
Singapore (SGD 'mil)	24	18	33.3%	4	7	(42.9%)
Others * (RM 'mil)	49	20	145.0%	31	8	287.5%
PBT (RM 'mil)	1,366	675	102.4%	355	690	(48.6%)
Wholesale Banking	9M19	9M18	Y-o-Y	3Q19	2Q19	Q-o-Q
Malaysia (RM 'mil)	1,175	797	47.4%	412	479	(14.0%)
Indonesia (IDR 'bil)	(96)	785	(112.2%)	(117)	(225)	48.0%
Thailand (THB 'mil)	530	661	(19.8%)	238	(2)	>1000.0%
Singapore (SGD 'mil)	75	52	44.2%	32	22	45.5%
Others * (RM 'mil)	59	29	103.4%	21	16	31.3%
PBT (RM 'mil)	1,502	1,287	16.7%	526	499	5.4%



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

Consumer Banking Key Highlights

Malaysia	Y-o-Y	Q-o-Q
Consumer Gross Loans	6.3%	1.9%
Mortgages	8.3%	2.2%
Term loans	5.5%	1.5%
Auto	2.6%	0.6%
Credit cards	-	1.8%
Consumer Deposits	12.6%	0.4%
CASA	5.7%	(2.2%)
Fixed & structured deposits	16.1%	1.6%

Thailand	Y-o-Y	Q-o-Q
Consumer Gross Loans	14.5%	2.8%
Mortgages	13.7%	1.5%
Auto Loans	28.9%	6.6%
Consumer Deposits	24.8%	8.2%
CASA	(8.3%)	-
Fixed & structured deposits	40.3%	11.0%

Indonesia	Y-o-Y	Q-o-Q
Consumer Gross Loans	8.5%	3.0%
Mortgages	12.6%	3.4%
Auto	(7.8%)	1.8%
Credit cards	11.4%	3.2%
Consumer Deposits	4.7%	1.4%
CASA	6.6%	3.2%
Fixed & structured deposits	2.6%	(0.6%)

Singapore	Y-o-Y	Q-o-Q
Consumer Gross Loans	13.4%	9.4%
Mortgages	18.4%	14.2%
Term loans	(14.3%)	(7.0%)
Credit cards	(8.4%)	(5.6%)
Consumer Deposits	5.9%	(2.6%)
CASA	(2.1%)	1.3%
Fixed & structured deposits	10.8%	(4.6%)



CIMB Niaga : Earnings Summary



(IDR 'bil)	9M19 BAU*	9M18	Y-o-Y	3Q19 BAU*	2Q19	Q-o-Q
Net interest income	9,472	9,012	5.1%	3,155	3,278	(3.8%)
Non interest income	3,213	2,867	12.1%	1,232	950	29.7%
Operating income	12,685	11,879	6.8%	4,387	4,228	3.8%
Overhead expenses	(6,205)	(5,943)	4.4%	(2,106)	(2,026)	3.9%
PPOP	6,480	5,936	9.2%	2,281	2,202	3.6%
Provisions	(2,466)	(2,310)	6.8%	(944)	(809)	16.7%
PBT	4,014	3,626	10.7%	1,337	1,393	(4.0%)
Net Profit	2,948	2,592	13.7%	971	1,032	(5.9%)
PBT (Reported)	3,655	3,626	0.8%	978	1,393	(29.8%)
Net Profit (Reported)	2,679	2,592	3.4%	702	1,032	(32.0%)
EPS (Reported)	107.44	103.99	3.3%	28.16	41.40	(32.0%)
PBT (RM 'mil)	1,172	1,030	13.8%	394	405	(2.7%)
Net profit (RM 'mil)	860	736	16.8%	287	300	(4.3%)
ROE (Annualised)	8.7%	9.1%	(40bps)	6.6%	10.1%	(350bps)



Notes: As per CIMB Niaga 9M19 Analyst Presentation
* Excluding MSS of IDR359bil

CIMB Niaga : Key Ratios

(Consolidated, %)	9M19 BAU*	9M18	Y-o-Y	3Q19 BAU*	2Q19	Q-o-Q
ROE ^	9.5	9.1	▲	9.2	10.1	▼
NIM ^	5.37	5.12	▲	5.29	5.53	▼
Cost to Income	48.9	50.0	▼	48.0	47.9	▲
Loan Loss Coverage #	111.9	101.2	▲	111.9	101.2	▲
Allowance Coverage	93.3	78.4	▲	93.3	90.1	▲
Loan Loss Charge ^	1.8	1.7	▲	2.0	1.8	▲
Gross Impaired Loans Ratio	3.1	4.3	▼	3.1	3.2	▼
Gross NPL (BI Definition) #	2.6	3.4	▼	2.6	2.9	▼
ROA ^	1.5	1.3	▲	1.4	1.5	▼
Loan to Deposit (LDR)	99.0	92.4	▲	99.0	94.7	▲
CAR	21.2	19.4	▲	21.2	20.6	▲
CASA ratio	53.7	53.3	▲	53.7	53.9	▼

Notes: As per CIMB Niaga 9M19 Analyst Presentation

Based on BI definition

^ Annualised and monthly average

* Excluding MSS of IDR359bil



CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	9M19	9M18	Y-o-Y	3Q19	2Q19	Q-o-Q
Net interest income	8,185	7,943	3.1%	2,751	2,727	0.9%
Non interest income	2,202	2,208	(0.3%)	698	652	7.0%
Operating income	10,387	10,150	2.3%	3,449	3,379	2.1%
Overhead expenses	(7,144)	(6,083)	17.4%	(2,555)	(2,436)	4.9%
PPOP	3,242	4,067	(20.3%)	894	943	(5.2%)
Provisions	(2,240)	(3,330)	(32.7%)	(584)	(685)	(14.7%)
PBT	1,002	737	36.1%	310	258	20.2%
Net Profit	728	537	35.5%	298	2,727	184.1%
EPS (THB)	0.02	0.02	17.8%	0.01	652	184.1%
Net Profit (RM 'mil) ~	100	69	45.1%	41	3,379	188.8%
PBT (RM 'mil) *	258	311	(17.0%)	65	37	75.7%
Net profit (RM 'mil) *	196	239	(18.0%)	57	16	256.3%
ROE (Annualised)	2.6%	2.2%	40bps	3.1%	1.1%	200bps



Notes: ~ Local GAAP

* After GAAP and MFRS139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	9M19	9M18	Y-o-Y	3Q19	2Q19	Q-o-Q
ROE ^	2.6	2.2	▲	3.1	1.1	▲
NIM ^	3.32	3.77	▼	3.36	3.30	▲
Cost to Income	68.8	59.9	▲	74.1	72.1	▲
Loan Loss Coverage **	98.0	94.1	▲	98.0	106.5	▼
Loan Loss Charge ^	1.3	2.1	▼	1.0	1.2	▼
Gross NPL ratio **	4.6	5.7	▼	4.6	4.5	▲
Net NPL ratio **	2.6	2.9	▼	2.6	2.1	▲
ROA	0.3	0.2	▲	0.1	0.1	=
Loan to Deposit	122.1	118.8	▲	122.1	125.9	▼
Modified LDR ***	100.9	95.0	▲	100.9	100.8	▲
CAR *	18.6	17.6	▲	18.0	18.1	▼
CASA ratio #	31.8	29.2	▲	31.8	32.1	▼

Notes: * Bank Only

** Excluding STAMC


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


^ Annualised


Fixed deposit receipt call reclassified as savings from fixed deposits




IB Market Share and Ranking (1)

	9M19		9M18	
	Market Share	Rank	Market Share	Rank
DCM Domestic	23.8%	2	23.6%	1
Sukuk	20.8%	2	22.9%	1
M&A	20.1%	1	4.9%	8
Syndication ^	15.2%	1	2.5%	10
IPO	4.9%	7	-	-
ECM	30.8%	1	10.2%	4


	9M19		9M18	
	Market Share	Rank	Market Share	Rank
DCM	12.7%	3	9.7%	4
M&A	-	-	-	-
Syndication ^	8.3%	4	6.6%	5
IPO	-	-	4.1%	10
ECM	-	-	3.6%	12

	9M19		9M18	
	Market Share	Rank	Market Share	Rank
DCM	9.4%	5	6.1%	6
M&A	-	-	2.9%	11
Syndication ^	-	-	26.5%	1
IPO	-	-	-	-
ECM	-	-	-	-

	9M19		9M18	
	Market Share	Rank	Market Share	Rank
DCM	-	-	2.1%	7
M&A	0.0%	43	0.2%	34
Syndication ^	0.8%	28	1.9%	17
IPO	0.6%	14	-	-
ECM	0.7%	17	0.6%	19



IB Market Share and Ranking (2)

	9M19		9M18	
	Market Share	Rank	Market Share	Rank
M&A	-	-	0.4%	31
Syndication ^	-	-	-	-
IPO	0.1%	76	-	-
ECM	0.0%	94	0.3%	39

ASEAN	9M19		9M18	
	Market Share	Rank	Market Share	Rank
DCM	11.0%	1	10.2%	1
M&A	2.1%	20	1.5%	21
Syndication ^	4.1%	7	3.1%	12
IPO	0.6%	33	0.9%	26
ECM	6.2%	4	1.1%	23

Global	9M19		9M18	
	Market Share	Rank	Market Share	Rank
Sukuk	7.4%	3	10.8%	1

Asia (ex-Japan) *	9M19		9M18	
	Market Share	Rank	Market Share	Rank
DCM	0.7%	42	0.8%	38
M&A	0.6%	34	0.4%	44
Syndication ^	1.0%	25	0.7%	41
IPO	0.6%	33	0.9 %	26
ECM	1.2%	19	0.3%	52



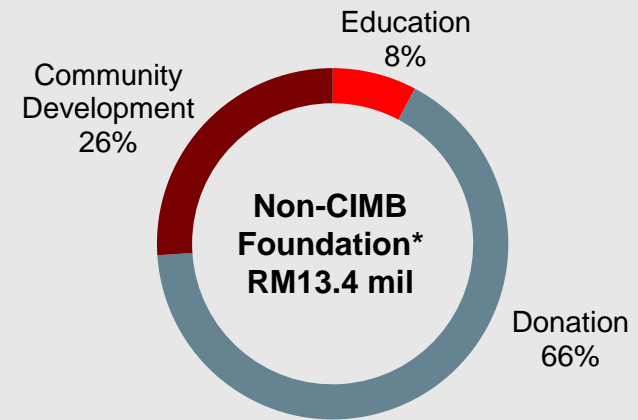
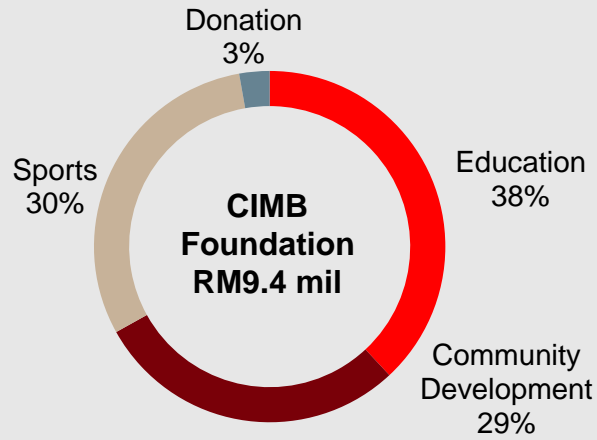
Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data

Note: ^ Mandated lead arranger

** Excluding A-Share

Corporate Responsibility

CSR Spend as at September 2019



Agro-entrepreneurship

Development for 50 Rural Women Farmers in Kg Bunang and Kg Seri Menanti Sook, Sabah



CIMB Pan Disability Football Championship 2019

Held in KL, an annual event for 550 disabled players



Ayo Menabung Dan Berbagi

4,397 students from 31 high schools. Latest session held in Ambon, Maluku Indonesia



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