



Analyst Presentation FY19 Results

CIMB Group Holdings







28 February 2020

FORWARD  **Together**



FY2019 Year In Review

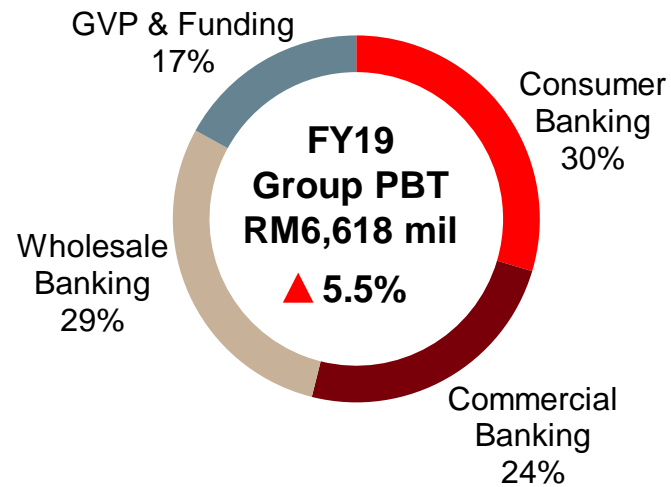
- Met all targets except for CIR
- Revenue growth came in strongly at 8.2% despite OPR cut and macro challenges
- Healthy loans growth of 6.7%, outgrowing market in Malaysia, Thailand and Singapore
- Asset quality remains sound, except for select corporate accounts in Indonesia
- Investments made in high growth areas such as Touch 'N Go, Vietnam and Philippines
- Structural optimisation and strengthening efforts continued
- Commendable net profit growth of 7.7% YoY, translating to an ROE of 9.3%, meeting our FY19 target
- Ended the year with CET1 of 12.9%, with dividend payout ratio of 50.9%

Actual vs Targets		FY19	FY19 Target *	
	ROE	9.3%	9.0 - 9.5%	✓
	Dividend Payout Ratio	50.9%	40% - 60%	✓
	Total Loan Growth	6.7%	6.0%	✓
	Loan Loss Charge	0.44%	0.40% - 0.50%	✓
	CET 1 (CIMB Group)	12.9%	>12.0%	✓
	Cost to income	53.4%	Flat (52.6%)	✗



Note: * Excludes transformational cost (net of tax) of RM270mil

PBT By Segment



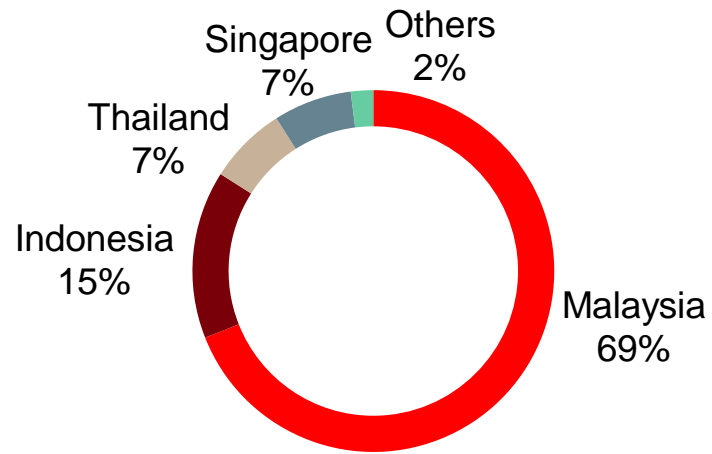
- Consumer affected from impact of OPR cut in MY, MFRS9 adjustments and normalisation of provisions. However underlying business remain sound with loan growth of 9%
- Commercial stronger YoY from operating income expansion, lower provisions and NPL sale in Indonesia
- Wholesale improved from better T&M trading income
- Improved returns from the Group's fixed income portfolio and higher gain from sale of the equities business drove GVPF performance

	Consumer Banking	Commercial Banking	Wholesale Banking	GVP & Funding [^]
Y-o-Y	▼ 26.3%	▲ 87.1%	▲ 5.1%	▲ 22.0%
Q-o-Q	▲ 5.0%	▼ 31.5%	▼ 19.0%	▼ 58.3%



Note: [^] Excludes transformational cost of RM366mil and impairment and write off of intangible assets of RM277mil in FY19 and CPAM & CPIAM gain of RM928mil in FY18

PBT By Country



- Malaysia higher YoY from loan growth (+6.0%) and stronger trading income particularly in 3Q
- Indonesia PBT declined from higher Corporate provisions
- Thailand's YoY improvement driven by loan growth (+6.1%) and lower provisions
- Singapore PBT expansion led by loan growth (+3.7%), improved NIM and lower provisions

	Malaysia* ~	Indonesia*	Thailand	Singapore
Y-o-Y	▲ 8.0%^	▼ 20.2%	▲ 24.1%	▲ 18.8%
Q-o-Q	▼ 2.6%	▼ 100.9%	▲ 167.8%	▲ 8.1%



Notes: ^ Excludes CPAM gain of RM928mil in FY18

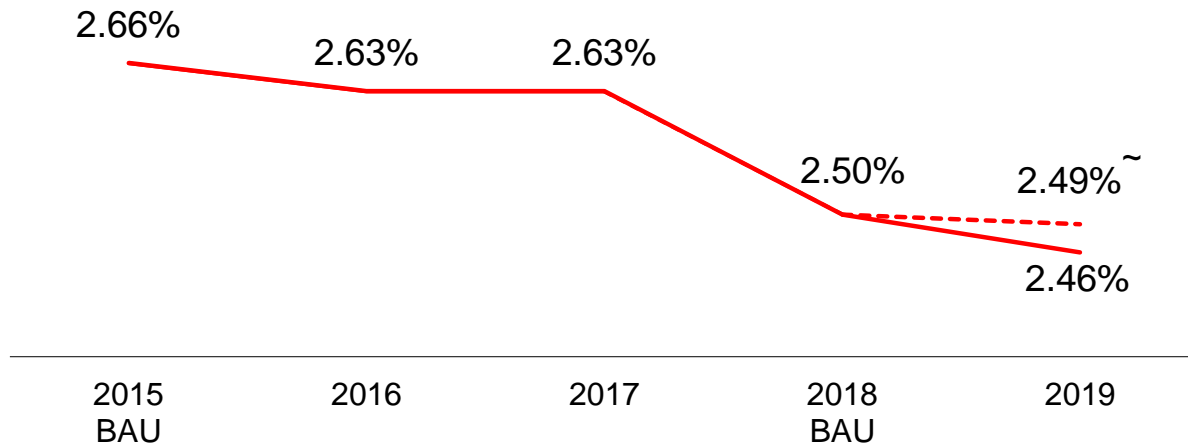
* 3Q19: Excludes transformational cost of RM349 mil

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

Operating Income

(RM 'mil)	FY19	Y-o-Y	4Q19	Q-o-Q
Net interest income	12,659	6.3%	3,346	3.0%
Non interest income ^	5,137	12.9%	1,177	(15.3%)
Total	17,796	8.2%	4,523	(2.5%)

Net Interest Margin*



- NII driven by 6.7% loan growth with NOII +12.9% from stronger T&M and trading income, and higher gain from sale of equities business
- 2.5% lower QoQ mainly due to the absence of Niaga NPL sale in 3Q19
- Marginally lower NIM led by compression in Malaysia and Thailand, but Indonesia NIM improved YoY



Notes: * Annualised

^ Excludes CPAM & CPIAM gain of RM928mil in FY18

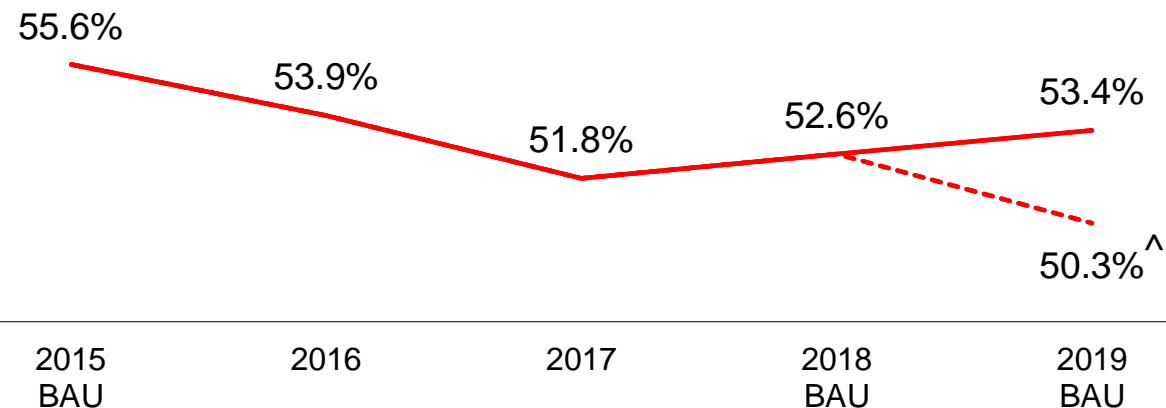
~ Normalised NIM excludes the MFRS9 related adjustment to NII

Operating Expenses

(RM 'mil)	FY19 BAU*	Y-o-Y	4Q19 BAU**	Q-o-Q
Personnel	5,399	9.6%	1,332	(5.1%)
Establishment	2,002	2.8%	520	7.2%
Marketing	424	20.8%	153	34.2%
Admin & General	1,676	17.1%	463	6.4%
Total	9,501	9.8%	2,468	1.3%

- Excluding FX, Opex +7.8% YoY from investments and Foward23-related expenses
- Excluding FX and incremental investments costs, BAU Opex +4.2% YoY

Cost-to-income Ratio



Notes: ~ Excludes CPAM & CPIAM gain of RM928mil

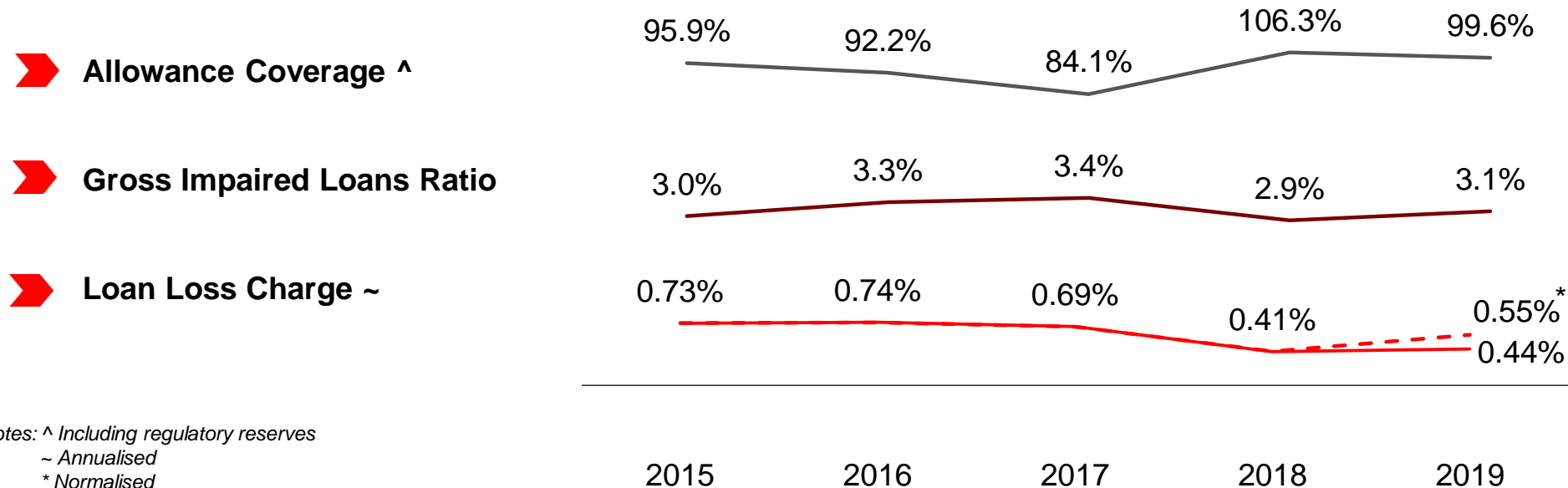
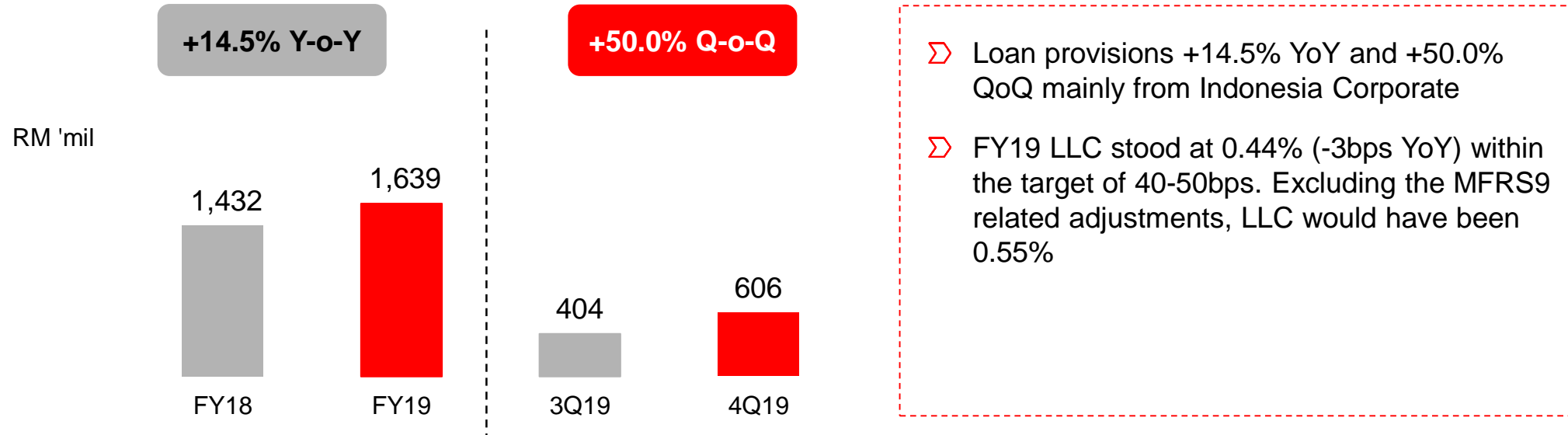
* Exclude FY19 transformational cost of RM366mil; Impairment and write off of intangible assets of RM6mil

** Exclude 4Q19 transformational cost of RM17mil

^ Excluding incremental Forward23 costs



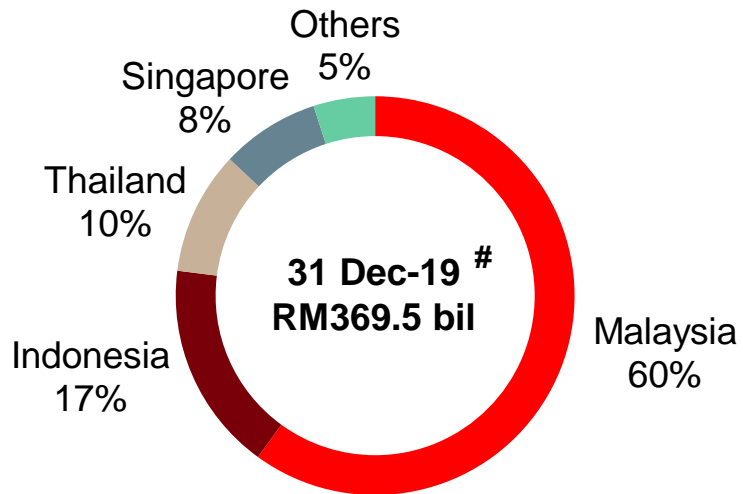
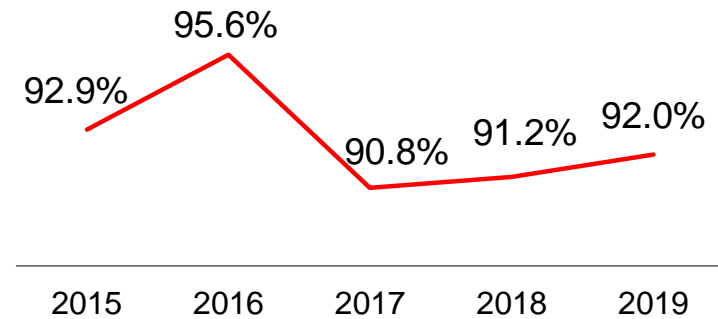
Loan Provisions



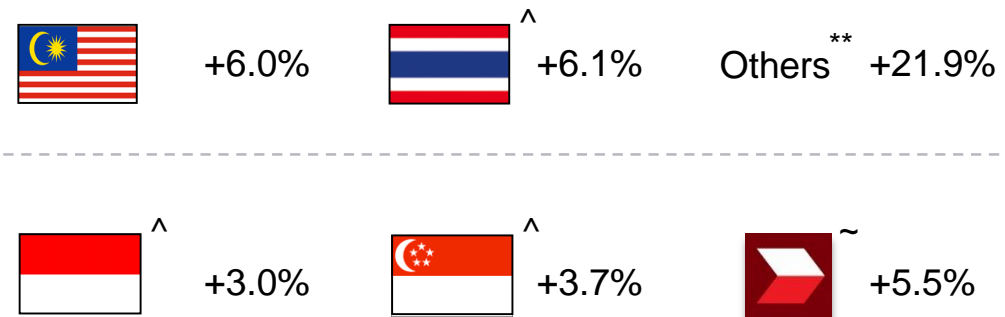
Gross Loans

(RM 'bil)	Dec-19	Y-o-Y	Q-o-Q
Consumer Banking	184.9	9.0%	2.4%
Commercial Banking	65.5	0.0%	1.7%
Wholesale Banking	119.1	7.2%	2.8%
Total	369.5	6.7%	2.4%

Loans-to-Deposit Ratio



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

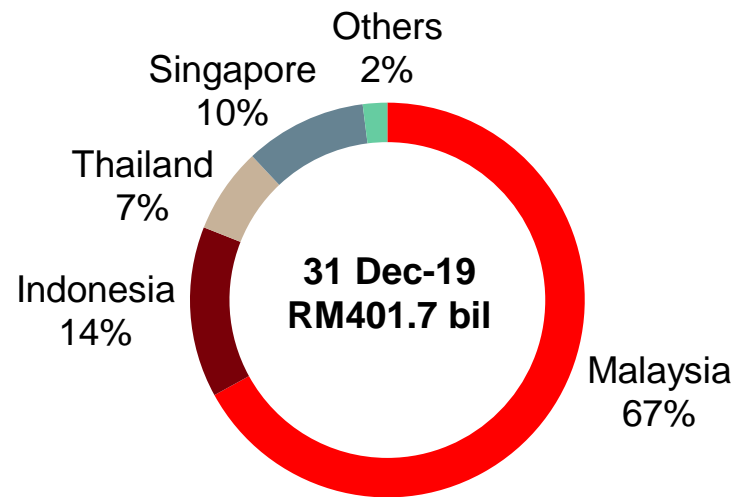
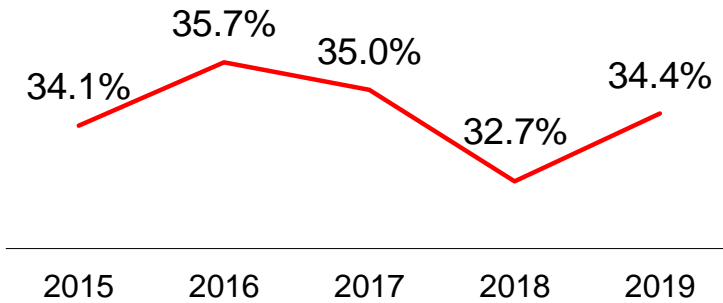


Notes: ~ Excluding FX fluctuations ^ In local currency
 # Based on geographical location of counterparty
 ** Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

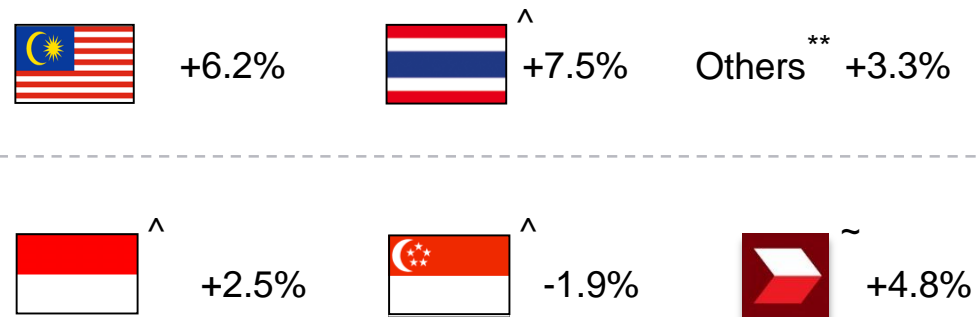
Deposits

(RM 'bil)	Dec-19	Y-o-Y	Q-o-Q
Consumer Banking	179.0	8.9%	3.3%
Commercial Banking	65.7	1.1%	7.2%
Wholesale Banking	157.0	4.5%	(1.4%)
Total	401.7	5.8%	2.0%

CASA Ratio



Deposit Growth by Country (Y-o-Y)

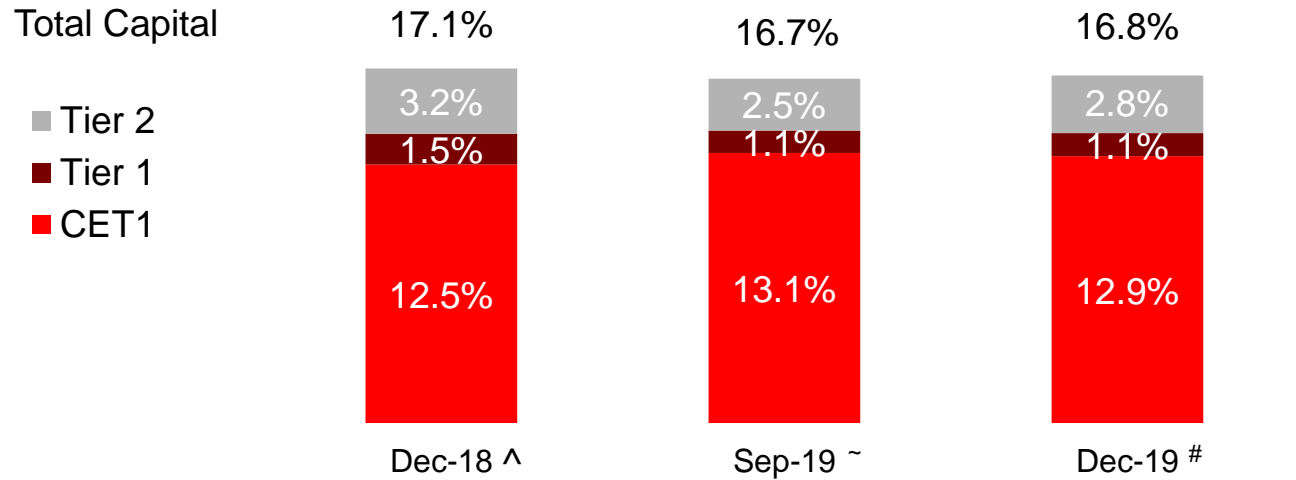


Notes: ~ Excluding FX fluctuations

^ In local currency

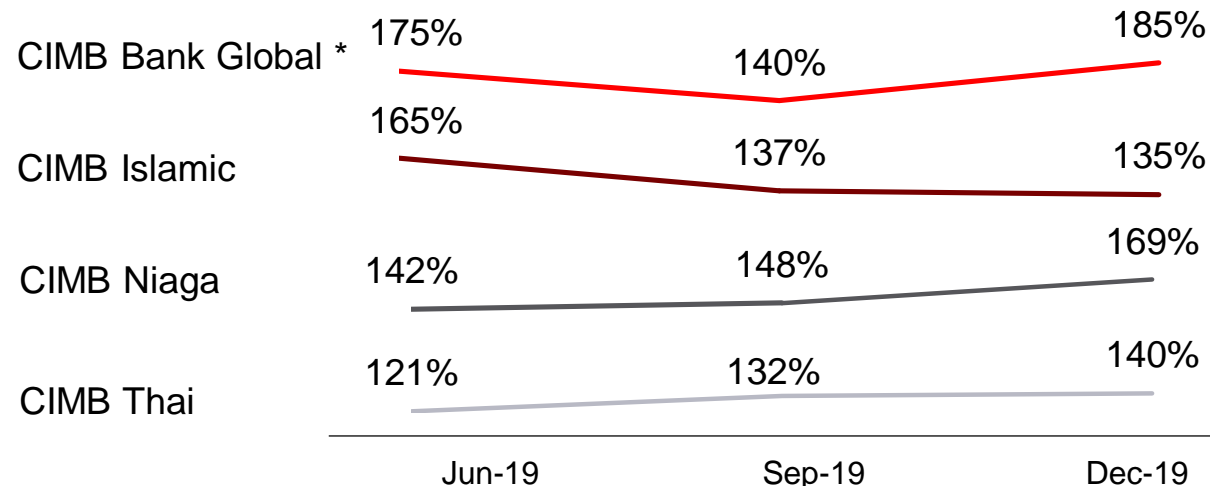
** Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

Capital and Liquidity Management



- CET1 of 12.9% above FY19 target of >12%; in line with Forward23 target of 13%
- Declared FY19 second interim cash dividend of RM0.12/share
- Full year DRS implies an average electable portion of 50%
- LCR remains comfortably above 100% for all banking entities

Liquidity Coverage Ratio



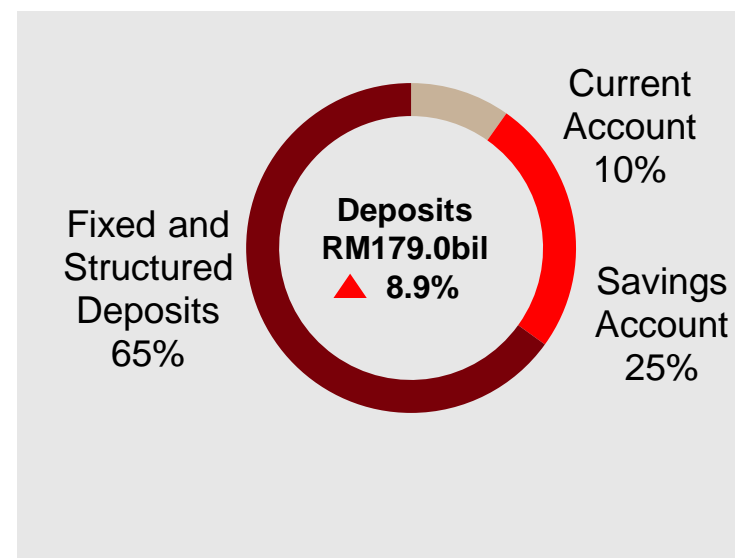
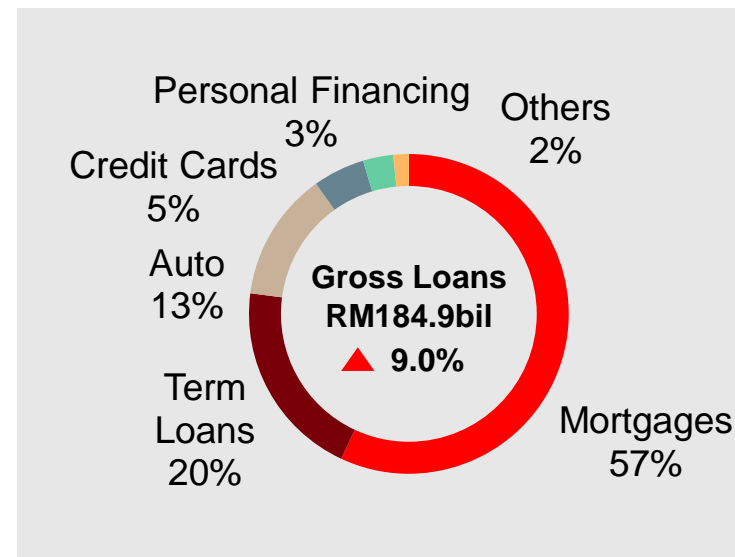
Notes: [^] Post CIMBGH's FY18 Second Interim Dividend of RM1,148 mil & actual corresponding DRS (70.3% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
[~] Post CIMBGH's FY19 First Interim Dividend of RM1,362 mil & actual corresponding DRS (66.5% take-up rate); and reinvestment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



Consumer Banking

(RM 'mil)	FY19	Y-o-Y	4Q19	Q-o-Q
Net interest income	5,492	2.0%	1,485	4.1%
Non interest income	1,919	3.3%	503	(10.0%)
Operating income	7,411	2.3%	1,988	0.1%
Overhead expenses	(4,389)	6.7%	(1,091)	(2.7%)
PPOP	3,022	(3.4%)	897	3.7%
(Provisions) / Writeback	(1,067)	126.5%	(286)	(0.7%)
Share of JV / Associates	4	100.0%	-	(100.0%)
PBT	1,959	(26.3%)	611	5.0%

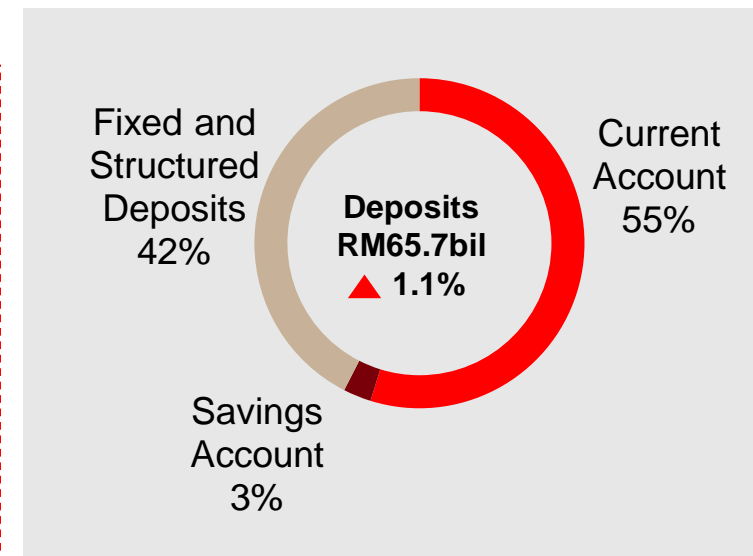
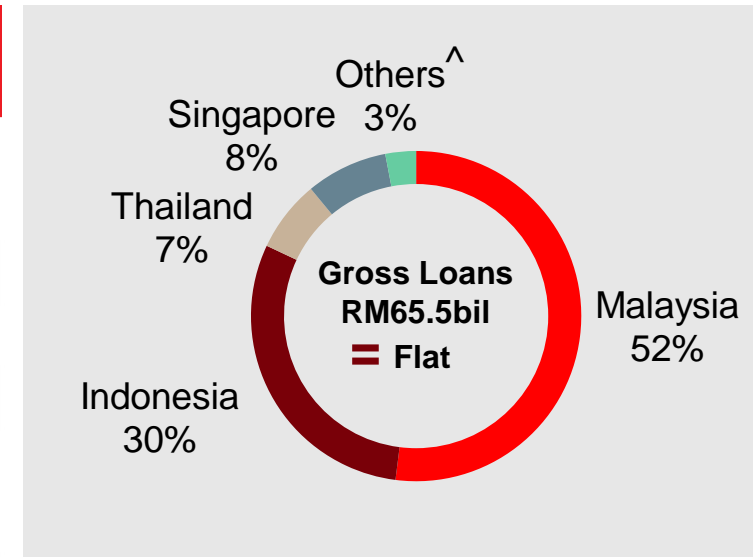
- Operating income improved by 2.3% YoY mainly from loan growth and the recovery in wealth management fee income
- Excluding the MFRS9 related adjustments, FY19 NII would have been 4.5% higher, provisions increased by 84.1% and PBT would have been -12.9% YoY
- Opex increase from business expansion in Thailand and Indonesia
- Higher provisions due to MFRS9 related adjustments and balance sheet growth



Commercial Banking

(RM 'mil)	FY19	Y-o-Y	4Q19	Q-o-Q
Net interest income	2,700	4.3%	702	3.7%
Non interest income	712	17.3%	143	(45.6%)
Operating income	3,412	6.8%	845	(10.1%)
Overhead expenses	(1,811)	6.2%	(452)	(2.6%)
PPOP	1,601	7.4%	393	(17.4%)
(Provisions) / Writeback	8	(101.3%)	(150)	24.0%
Share of JV / Associates	-	-	-	-
PBT	1,609	87.1%	243	(31.5%)

- Commercial Banking had a good FY19 with strong PBT growth of 87.1% YoY
- 4.3% NII expansion underpinned by continued loan growth momentum in Malaysia, with NOII +17.3% YoY
- Provisions writebacks due to MFRS9 related adjustments. Underlying Commercial Banking asset quality continues to improve.

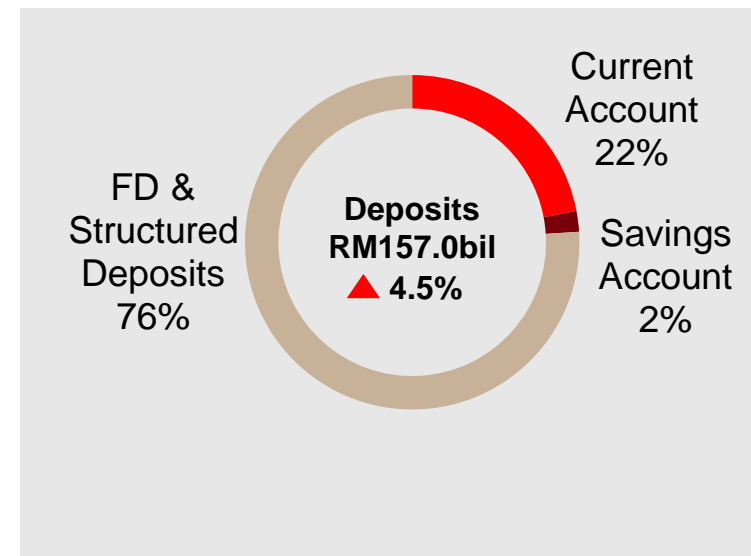
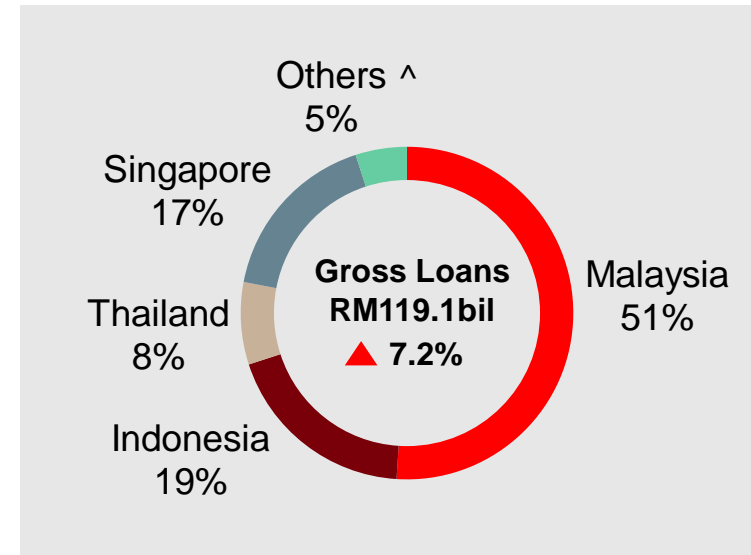


Note: [^] Including London, Cambodia, Vietnam, Hong Kong & Shanghai

Wholesale Banking

(RM 'mil)	FY19	Y-o-Y	4Q19	Q-o-Q
Net interest income	3,112	6.6%	823	6.7%
Non interest income	1,815	14.1%	430	(4.0%)
Operating income	4,927	9.2%	1,253	2.8%
Overhead expenses	(2,323)	4.5%	(562)	(2.1%)
PPOP	2,604	13.9%	691	7.1%
(Provisions) / Writeback	(655)	47.9%	(252)	115.4%
Share of JV / Associates	(21)	133.3%	(13)	550.0%
PBT	1,928	5.1%	426	(19.0%)
Corporate Banking (65.2%)	1,258	(9.0%)	268	(27.0%)
Treasury & Markets~ (32.8%)	632	49.4%	117	(23.0%)
Investment Banking + (2.0%)	38	31.0%	41	485.7%
PBT	1,928	5.1%	426	(19.0%)

- Wholesale Banking PBT +5.1% YoY mainly from higher NII driven by the 7.2% loan growth
- NOII +14.1% YoY from higher Treasury & Markets trading income
- Higher FY19 provisions mainly from Indonesia



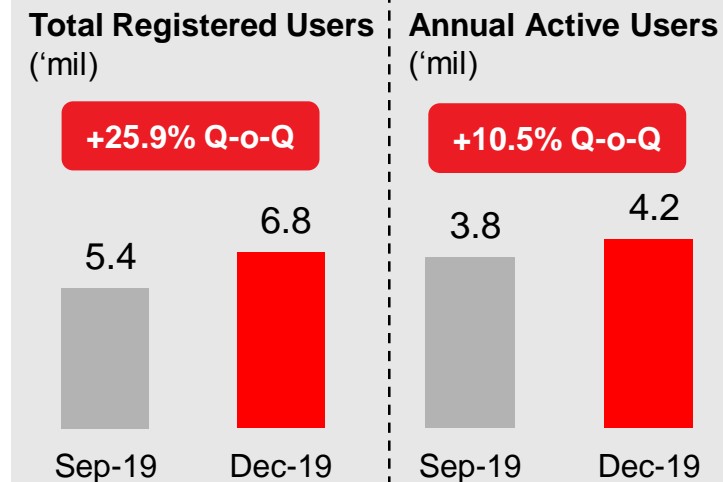
Notes: ~ Including treasury operations, markets and transaction banking
 + Including advisory, equities, capital markets, private banking and research
 ^ Including London, Cambodia, Vietnam, Philippines, Hong Kong & Shanghai

Group Ventures, Partnerships & Funding

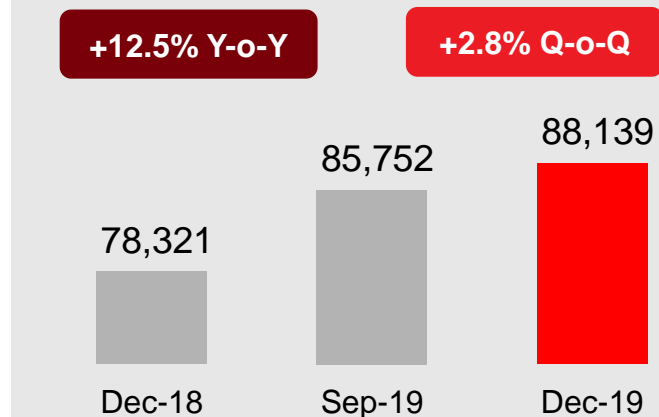
(RM 'mil)	FY19 BAU*	Y-o-Y	4Q19	Q-o-Q
Net interest income	1,355	34.0%	336	(10.2%)
Non interest income	691	39.3%	101	(15.1%)
Operating income	2,046	35.8%	437	(11.4%)
Overhead expenses	(978)	(59.5%)	(363)	30.6%
PPOP	1,068	19.5%	74	(65.6%)
(Provisions) / Writeback	6	(140.0%)	5	(200.0%)
Share of JV / Associates	48	17.1%	14	7.7%
PBT	1,122	22.0%	93	(58.3%)

- Strong 22.0% YoY PBT growth due to higher returns from the Group's fixed income portfolio and incremental gain from sale of the Malaysian equities business
- CIMB now owns 100% of TnG Group. Touch 'n Go Digital now the No.1 e-wallet in Malaysia with 6.8 million registered users (+26% QoQ)
- Philippines ended 2019 with 1.7 million customers in 2019. Vietnam recalibration complete and will pivot towards being a pure digital bank
- Principal Asset Management sustained growth momentum with AUM +12.5% YoY

TnG Digital



Principal Asset Management AUM (RM 'mil)



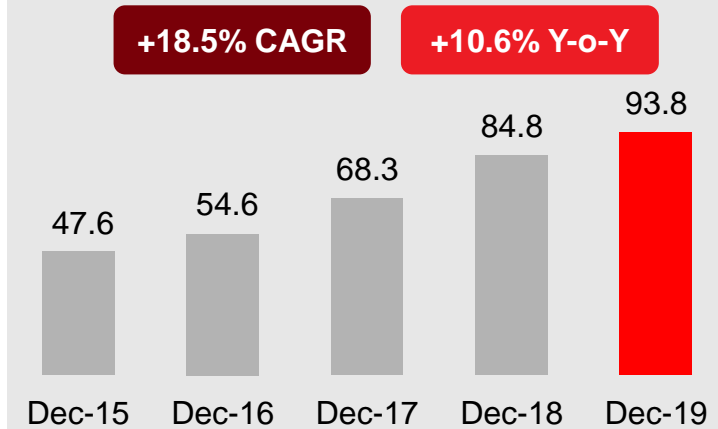
Note: * Excludes transformational cost of RM366mil

CIMB Islamic

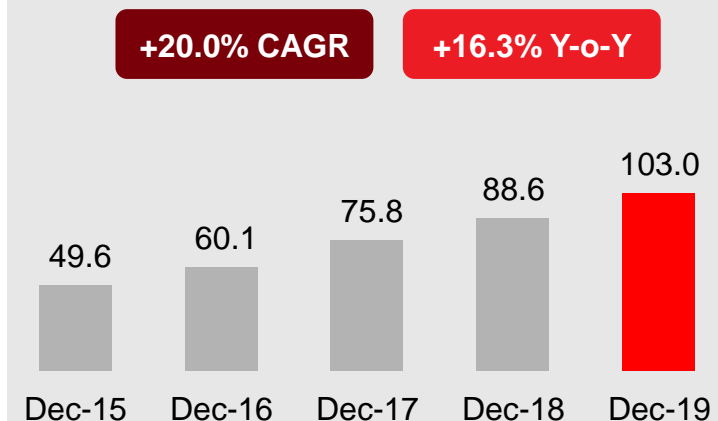
(RM 'mil)	FY19 BAU*	Y-o-Y	4Q19	Q-o-Q
Net financing income	2,260	20.5%	601	(0.7%)
Non financing income	468	16.1%	91	(35.0%)
Operating income	2,728	19.8%	692	(7.1%)
Overhead expenses	(1,040)	45.3%	(406)	98.0%
PPOP	1,688	8.1%	286	(47.0%)
(Provisions) / Writeback	(49)	(81.0%)	(53)	381.8%
Share of JV / Associates	2	(33.3%)	1	-
PBT	1,641	25.6%	234	(55.8%)

- CIMB Islamic PBT remains strong YoY with higher operating income and lower provisions
- The Islamic first initiative continues to drive net financing income in both Malaysia and Indonesia
- Financial and deposits grew 10.6% and 16.3% 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: * Exclude transformational cost of RM3 mil
~ Including investment accounts



02

Other Updates

Forward23 – 2019 Progress

Positive start to Forward23

A steady rhythm and pace has been set to drive the transformation



Governance Framework put in place



Oversight and reporting cadences set



Enhanced facilitation processes developed

Year 1 Progress

Execution Started

of Projects

Governance Methodology

Reporting Platform

Employee Engagement

FORWARD23

95%
(20 out of 21 programmes)

500+
(across multiple businesses)

Developed

Developed

All levels of the organisation

2019 Progress

21
Programmes Defined







500+
Projects Approved

300+
Projects Completed



Forward23 – Progress Of Headline Targets

Strong improvements in Sustainability Rankings and Indonesia NPS, with capital targets ahead of plan

Financial		2023 Target	2019 Achievement	
	Cost-to-income (%)	45%	53.4%	<i>Planned investments in Tech/Digital as well as new ventures</i>
	Common Equity Tier 1 (%)	13%	12.9%	<i>On track. To explore options to optimise capital and ROE, including the reduction to electable portion of DRS</i>
	Return on Equity (%)	12 - 13%	9.3%	<i>Remains flat given new investments. Core markets on positive trajectory</i>
Non-Financial		2023 Target	2019 Achievement	
	Net Promoter Score (NPS) ¹ Customer	Top 15%	Top 48%	<i>Strong improvements in NPS in Indonesia</i>
	Ranking in Dow Jones Sustainability Index (DJSI) ² Sustainability	Top 3 (ASEAN) 75 th Percentile (Global)	51st Percentile (Global)	<i>Strengthened ranking and recognition across key indexes and benchmarks with significant improvement in DJSI rankings</i>
	% of 3D Talent People	30%	10%	<i>Recalibrated headline target higher (from 15% to 30%) with 3D roadmap in place</i>

Notes: 1. Amongst comparable banks in Malaysia, Indonesia, Thailand and Singapore
2. Top 3 ASEAN Banking Group and 75th percentile globally in Sustainability rankings



Forward23 Pivots – 2019 Key Achievements



Customer Centricity

TCJ MY:

- **Commercial Lending** Wave 1 completed, new RM tool live; design to deliver completed in record time
- **Retail CASA** onboarding journey wave to go live in 1Q2020
- **Agile design** and delivery ecosystem put in place

TCJ ID:

- Kick-started the build of enhanced journeys for **Auto Finance** and **SME Lending, SME Funding**

CX:

- Strong improvements in **NPS** in Indonesia



Technology & Data

Technology:

- Completed the **Tech Baselining** exercise, defining a tech transformation roadmap with focus on tech fundamentals
- Launched 30+ projects with the objective to **improve tech resiliency** and **IT security**

Data:

- Completed the **Data Baselining** exercise to assess the current state of data within CIMB
- Identified and launched a 3-year **Data Transformation Programme** roadmap



Our People

- **Recalibrated the headline target** from 15% to 30% of employees to be 3D-enabled
- Launched **workforce optimisation** and **flexibility arrangements** in Malaysia and Indonesia
- Under **Future of Work Centre**, over 2,200 staff underwent 3D-related training
- Soft launch of **Digital Apprentice Programme** to strengthen CIMB's presence and brand in the 3D talent space



Ventures & Partnerships

Touch 'n Go:

- **TnG Digital:** Registered 6.8 million users and 116,000 merchants, maintaining its position as the #1 e-Wallet in Malaysia
- Completed **TnG restructuring** and shareholding consolidation

Partnerships:

- Launched first iteration of **merchant micro-lending offering** in partnership with 3 platforms

Philippines:

- **CIMB Philippines** exceeded 2019 targets, acquiring 1.7 million customers



Sustainability

- Rolled-out the **Group Sustainable Policy (GSP)** and **Group Sustainable Financing Policy (GSFP)**
- Improved from 19th to 51st percentile on **the Dow Jones Sustainability Index (DJSI)**

Products/Services:

- Launched a US\$680 million **Sustainable Development Goals (SDG) Bond**
- Allocated RM100 million to its **CIMB SME Renewable Energy Financing**
- RM3 billion allocated for **sustainability linked loans**

Advocacy:

- Became a founding signatory for **UNEP FI – Principles of Responsible Banking**
- Organised CIMB's inaugural **The Cooler Earth Sustainability Summit**

Sustainability – Forward 23 Progress Report

Executive Summary

Development of CIMB'S sustainability strategy began in mid 2018, with sustainability becoming a top 5 priority for Forward23.

One year on, the Group has taken the initial steps to transform itself into a sustainable bank. Our improvement in the Dow Jones Sustainability Index (DJSI) position this year reflects those foundational steps.



Group Sustainability aims to achieve 'Top 3 ASEAN Banking Group and 75th percentile globally as measured on DJSI' in 2023.

- The DJSI is an analysis of corporate economic, environmental and social performance, assessing issues including corporate governance, climate change, as well as diversity and inclusion

Programme Objectives

The overarching objective of the programme is for CIMB to become a visible shaper of sustainability practices in ASEAN. Progress on these objectives are being delivered via these key areas:

Internal



- Implement **Energy and Waste Management Plan** and **Climate change** strategy
- Introduce a Diversity, Inclusion and Wellbeing policy
- Ensure we have a Sustainable Supply Chain

Clients



- **Mitigate negative impact** through Group Sustainability Policy and Group Sustainable Financing Policy
- **Create positive impact** through creation of products and services (e.g Sustainability-Linked Loans, Green Loans, Solar Financing, SDG Bonds) and Treating Customers Fairly policy

Society



- Roll out a **reframed CSR strategy** to align and incorporate Sustainability elements and the SDGs

Engagement

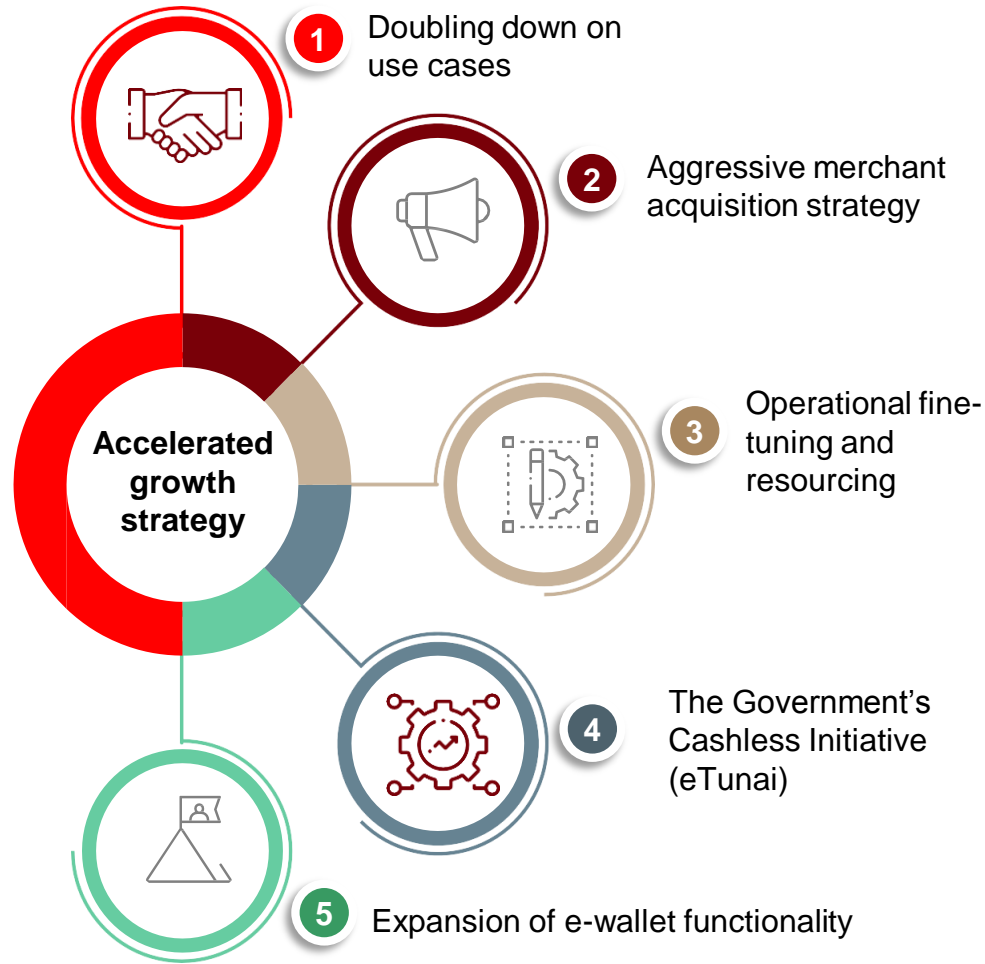


- Engage, build capability and capacity, and raise awareness on sustainability issues (e.g. conducting internal training sessions and holding The Cooler Earth Sustainability Summit)



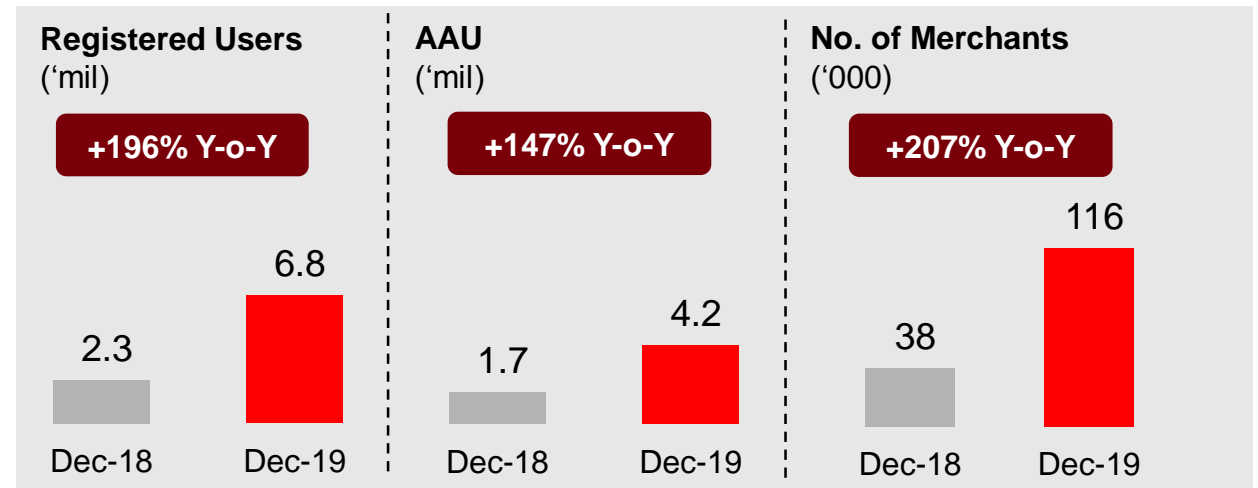
Touch 'n Go Digital

TnGD's 2019 Growth Acceleration Agenda



- 2019 has been a successful year for TnGD. In the last 12 months, it has grown to become the No.1 e-wallet business in the country
- TnGD finished the year with 6.8 mil registered users, 4.2 mil AAU and 116,000 merchants – representing more than double YoY growth
- Through 2019, TnGD has initiated and executed multiple initiatives - including PayDirect (TnG card-TnGD e-wallet link), RFID tolling, Money Back Guarantee programmes, check-out option on Lazada (including on 11.11) and on-boarding large brands including 7-11, Starbucks, KFC, TeaLive and Shell
- TnGD performed well in the government's recent e-Tunai initiative, surpassing expectations within the first 5 weeks. As a result, as at 16 Feb 2020 TNGD recorded a sharp increase in registered users to 9.6 mil and AAU of 6.1 mil

TnGD Y-o-Y Growth












03

Final Remarks

Final Remarks

- Met ROE target of 9.3% despite OPR cut and macro challenges
- Met all targets except for CIR
- 2019 was a year of investment for the future, efficiency extraction and capital strengthening
- 2020 started on a challenging note with surprise OPR cut and CoVid-19 outbreak
- Maintain focus on measured loan growth, BAU cost management, asset quality monitoring and future-proofing the organisation
- Prudent targets for 2020 as Forward23 investments continue amid headwinds in the operating environment

		FY20 Target
	ROTCE	10.8% – 11.3%
	ROE	9.0 - 9.5%
	Dividend Payout Ratio	40% - 60%
	Total Loan Growth	6.0%
	Loan Loss Charge	0.40% - 0.50%
	CET 1 (CIMB Group)	>12.0%
	Cost to income	<53.4%





04

Appendices

Earnings Summary

(RM 'mil)	FY19 BAU~	FY18 BAU^	Y-o-Y	4Q19 BAU~	3Q19 BAU~	Q-o-Q
Net interest income	12,659	11,904	6.3%	3,346	3,249	3.0%
Non interest income	5,137	4,550	12.9%	1,177	1,389	(15.3%)
Operating income	17,796	16,454	8.2%	4,523	4,638	(2.5%)
Overhead expenses	(9,501)	(8,656)	9.8%	(2,468)	(2,437)	1.3%
PPOP	8,295	7,798	6.4%	2,055	2,201	(6.6%)
Loan impairment	(1,639)	(1,432)	14.5%	(606)	(404)	50.0%
Other provisions	(69)	(127)	(45.7%)	(77)	(123)	(37.4%)
Share of JV / Associates	31	34	(8.8%)	1	12	(91.7%)
PBT	6,618	6,273	5.5%	1,373	1,686	(18.6%)
Net profit	5,014	4,656	7.7%	1,045	1,268	(17.6%)
EPS (sen)	51.7	49.8	3.8%	10.6	13.0	(18.5%)
ROE (Annualised)	9.3%	9.6%	(30bps)	7.4%	9.1%	(170bps)



Notes: ~ Excludes transformational cost (net of tax) of RM270mil; Impairment and write off of intangible assets of RM277mil and Tax and MI of RM92 mil
 ^ Excludes CPAM & CPIAM gain of RM928mil

NOII breakdown

(RM 'mil)	FY19	FY18 BAU [^]	Y-o-Y	4Q19	3Q19	Q-o-Q
Fee & commission	2,465	2,473	(0.3%)	658	622	5.8%
Brokerage	65	131	(50.4%)	(2)	1	(300.0%)
Asset management and security services	24	194	(87.6%)	6	5	20.0%
Trading & FX	1,978	1,473	34.3%	430	537	(19.9%)
Dividend income	68	58	17.2%	11	23	(52.2%)
Other income	537	221	143.0%	74	201	(63.2%)
Total	5,137	4,550	12.9%	1,177	1,389	(15.3%)



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

Key Ratios

(%)	FY19 BAU*	FY18 BAU^	Y-o-Y	4Q19 BAU*	3Q19 BAU*	Q-o-Q
ROE ~	9.3	9.6	▼	7.4	9.1	▼
NIM ~**	2.46	2.50	▼	2.53	2.52	▲
Non-interest income / total income	28.9	27.7	▲	26.0	29.9	▼
Cost to income	53.4	52.6	▲	54.6	52.5	▲
Allowance coverage (including regulatory reserve)	99.6	106.3	▼	99.6	94.8	▲
Allowance coverage (excluding regulatory reserve)	80.7	91.0	▼	80.7	76.6	▲
Loan loss charge ~	0.44	0.41	▲	0.66	0.45	▲
Gross impaired loans ratio	3.1	2.9	▲	3.1	3.2	▼
Net impaired loans ratio (Net of IA and PA)	0.6	0.3	▲	0.6	0.8	▼
Average shareholders' funds (RM 'mil)	54,033	48,439	▲	56,514	55,585	▲
ROA ~	0.91	0.89	▲	0.76	0.92	▼
Book value per share (RM)	5.71	5.27	▲	5.69	5.79	▼
Loan to Deposit (LDR)	92.0	91.2	▲	92.0	91.6	▲
CASA ratio	34.4	32.7	▲	34.4	34.3	▲

Notes: ^ Excludes CPAM & CPIAM gain of RM928mil

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

3Q19: Excludes transformational cost (net of tax) of RM258mil

~ Annualised

** Daily Average



PBT by Segments

(RM 'mil)	FY19 BAU^^	FY18 BAU^	Y-o-Y	4Q19 BAU^^	3Q19 BAU^^	Q-o-Q
Consumer Banking (29.6%)	1,959	2,659	(26.3%)	611	582	5.0%
Commercial Banking (24.3%)	1,609	860	87.1%	243	355	(31.5%)
Wholesale Banking (29.1%)	1,928	1,834	5.1%	426	526	(19.0%)
Corporate Banking (19.0%)	1,258	1,382	(9.0%)	268	367	(27.0%)
Treasury & Markets ~ (9.5%)	632	423	49.4%	117	152	(23.0%)
Investment Banking + (0.6%)	38	29	31.0%	41	7	485.7%
Ventures Partnership & Funding# (17.0%)	1,122	920	22.0%	93	223	(58.3%)
PBT	6,618	6,273	5.5%	1,373	1,686	(18.6%)

Notes: ^ Excludes CPAM & CPIAM gain of RM928mil

^^ Excludes transformational cost of RM366mil; Impairment and write off of intangible assets of RM277mil

~ Including treasury operations, markets and transaction banking

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

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



PBT by Segment and Country

Consumer Banking	FY19	FY18	Y-o-Y	4Q19	3Q19	Q-o-Q
Malaysia (RM 'mil)	1,173	1,708	(31.3%)	415	388	7.0%
Indonesia (IDR 'bil)	1,178	1,971	(40.2%)	112	360	(68.9%)
Thailand (THB 'mil)	2,352	2,187	7.5%	914	371	146.4%
Singapore (SGD 'mil)	27	31	(12.9%)	9	8	12.5%
Others * (RM 'mil)	45	27	66.7%	11	12	(8.3%)
PBT (RM 'mil)	1,959	2,659	(26.3%)	611	582	5.0%
Commercial Banking	FY19	FY18	Y-o-Y	4Q19	3Q19	Q-o-Q
Malaysia (RM 'mil)	1,208	905	33.5%	225	200	12.5%
Indonesia (IDR 'bil)	799	(310)	357.7%	(68)	378	(118.0%)
Thailand (THB 'mil)	150	(449)	133.4%	97	(1)	>1000.0%
Singapore (SGD 'mil)	28	24	16.7%	4	4	-
Others * (RM 'mil)	63	27	133.3%	14	31	(54.8%)
PBT (RM 'mil)	1,609	860	87.1%	243	355	(31.5%)
Wholesale Banking	FY19	FY18	Y-o-Y	4Q19	3Q19	Q-o-Q
Malaysia (RM 'mil)	1,592	1,148	38.7%	417	412	1.2%
Indonesia (IDR 'bil)	(628)	1,040	(160.4%)	(532)	(117)	(354.7%)
Thailand (THB 'mil)	839	833	0.7%	309	238	29.8%
Singapore (SGD 'mil)	110	79	39.2%	35	32	9.4%
Others * (RM 'mil)	73	51	43.1%	14	21	(33.3%)
PBT (RM 'mil)	1,928	1,834	5.1%	426	526	(19.0%)

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

Consumer Banking Key Highlights

Malaysia	Y-o-Y	Q-o-Q
Consumer Gross Loans	6.2%	1.9%
Mortgages	8.9%	2.8%
Term loans	3.0%	0.0%
Auto	3.3%	1.3%
Credit cards	-	1.7%
Consumer Deposits	7.0%	4.2%
CASA	2.6%	2.2%
Fixed & structured deposits	9.1%	5.1%

Thailand	Y-o-Y	Q-o-Q
Consumer Gross Loans	12.3%	2.6%
Mortgages	9.2%	1.2%
Auto Loans	28.6%	6.5%
Consumer Deposits	18.6%	1.1%
CASA	(1.2%)	2.6%
Fixed & structured deposits	26.5%	0.7%

Indonesia	Y-o-Y	Q-o-Q
Consumer Gross Loans	10.2%	2.8%
Mortgages	12.5%	2.9%
Auto	4.0%	3.0%
Credit cards	12.7%	5.0%
Consumer Deposits	8.2%	2.7%
CASA	13.1%	5.3%
Fixed & structured deposits	2.7%	(0.5%)

Singapore	Y-o-Y	Q-o-Q
Consumer Gross Loans	19.9%	7.5%
Mortgages	28.5%	9.4%
Term loans	(20.0%)	(9.1%)
Credit cards	(6.7%)	4.3%
Consumer Deposits	1.5%	2.4%
CASA	5.3%	4.6%
Fixed & structured deposits	(0.5%)	1.2%



CIMB Niaga : Earnings Summary



(IDR 'bil)	FY19 BAU*	FY18	Y-o-Y	4Q19	3Q19 BAU*	Q-o-Q
Net interest income	12,568	12,012	4.6%	3,096	3,155	(1.9%)
Non interest income	4,257	3,816	11.6%	1,043	1,232	(15.3%)
Operating income	16,825	15,828	6.3%	4,139	4,387	(5.7%)
Overhead expenses	(8,255)	(7,947)	3.9%	(2,050)	(2,106)	(2.7%)
PPOP	8,570	7,881	8.7%	2,089	2,281	(8.4%)
Provisions	(3,257)	(3,030)	7.5%	(791)	(944)	(16.2%)
PBT	5,313	4,851	9.5%	1,298	1,337	(2.9%)
Net Profit	3,914	3,482	12.4%	966	971	(0.5%)
PBT (Reported)	4,954	4,851	2.1%	1,298	978	32.7%
Net Profit (Reported)	3,645	3,482	4.7%	966	702	37.6%
EPS (Reported)	146.21	139.67	4.7%	38.76	28.16	37.6%
PBT (RM 'mil)	1,556	1,376	13.1%	385	394	(2.3%)
Net profit (RM 'mil)	1,145	988	15.9%	285	287	(0.7%)
ROE (Annualised)	9.3%	9.1%	20bps	8.9%	9.1%	(20bps)



Notes: As per CIMB Niaga FY19 Analyst Presentation
* Excluding MSS of IDR359bil

CIMB Niaga : Key Ratios

(Consolidated, %)	FY19 BAU*	FY18	Y-o-Y	4Q19	3Q19 BAU*	Q-o-Q
ROE ^	9.4	9.1	▲	8.9	9.1	▼
NIM ^	5.31	5.12	▲	5.14	5.29	▼
Cost to Income	49.1	50.2	▼	49.5	48.0	▲
Loan Loss Coverage #	113.6	105.9	▲	113.6	111.9	▲
Allowance Coverage	82.0	80.0	▲	82.0	93.3	▼
Loan Loss Charge ^	1.8	1.6	▲	1.6	2.0	▼
Gross Impaired Loans Ratio	3.8	4.0	▼	3.8	3.1	▲
Gross NPL (BI Definition) #	2.8	3.1	▼	2.8	2.6	▲
ROA ^	1.5	1.3	▲	1.42	1.43	▼
Loan to Deposit (LDR)	97.6	97.2	▲	97.6	99.0	▼
CAR	21.5	19.7	▲	21.5	21.2	▲
CASA ratio	55.4	52.6	▲	55.4	53.7	▲

Notes: As per CIMB Niaga FY19 Analyst Presentation

Based on BI definition

^ Annualised and monthly average

* Excluding MSS of IDR359bil



CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY19	FY18	Y-o-Y	4Q19	3Q19	Q-o-Q
Net interest income	10,907	10,747	1.5%	2,722	2,751	(1.1%)
Non interest income	3,247	2,936	10.6%	1,046	698	49.9%
Operating income	14,155	13,682	3.5%	3,768	3,449	9.2%
Overhead expenses	(9,690)	(8,492)	14.1%	(2,559)	(2,555)	0.2%
PPOP	4,465	5,191	(14.0%)	1,209	894	35.2%
Provisions	(2,522)	(4,919)	(48.7%)	(281)	(584)	(51.9%)
PBT	1,943	271	617.0%	928	310	199.4%
Net Profit	1,502	7	>1,000%	763	298	156.0%
EPS (THB)	0.04	0.00	>1,000%	0.02	0.01	100.0%
Net Profit (RM 'mil) ~	204	1	>1,000%	104	41	153.7%
PBT (RM 'mil) *	455	345	31.9%	197	65	203.1%
Net profit (RM 'mil) *	354	253	39.9%	158	57	177.2%
ROE (Annualised)	3.9%	0.02%	388bps	7.9%	3.1%	480bps



Notes: ~ Local GAAP

* After GAAP and MFRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	FY19	FY18	Y-o-Y	4Q19	3Q19	Q-o-Q
ROE ^	3.9	0.02	▲	7.9	3.1	▲
NIM ^	3.31	3.71	▼	3.28	3.36	▼
Cost to Income	68.5	62.1	▲	67.9	74.1	▼
Loan Loss Coverage **	93.7	107.0	▼	93.7	98.0	▼
Loan Loss Charge ^	1.1	2.2	▼	0.5	1.0	▼
Gross NPL ratio **	4.6	4.3	▲	4.6	4.6	=
Net NPL ratio **	2.7	2.3	▲	2.7	2.6	▲
ROA	0.4	0.002	▲	0.8	0.3	▲
Loan to Deposit	120.6	122.3	▼	120.6	122.1	▼
Modified LDR ***	100.3	97.2	▲	100.3	100.9	▼
CAR *	17.4	18.7	▼	17.4	18.0	▼
CASA ratio #	31.8	29.7	▲	31.8	31.8	=

Notes: * Bank Only

** Excluding STAMC


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


^ Annualised


Fixed deposit receipt call reclassified as savings from fixed deposits




IB Market Share and Ranking (1)

	FY19		FY18	
	Market Share	Rank	Market Share	Rank
DCM Domestic	24.4%	2	22.6%	1
Sukuk	22.0%	2	20.4%	3
M&A	14.5%	1	4.3%	8
Syndication ^	10.0%	2	2.5%	10
IPO	4.7%	7	-	-
ECM	53.3%	1	10.7%	3


	FY19		FY18	
	Market Share	Rank	Market Share	Rank
DCM	11.4%	4	10.1%	4
M&A	0.4%	20	-	-
Syndication ^	7.6%	4	6.7%	5
IPO	-	-	3.9%	10
ECM	-	-	2.9%	13

	FY19		FY18	
	Market Share	Rank	Market Share	Rank
DCM	8.7%	6	6.1%	6
M&A	-	-	2.0%	11
Syndication ^	-	-	26.5%	1
IPO	2.5%	10	-	-
ECM	2.0%	11	-	-

	FY19		FY18	
	Market Share	Rank	Market Share	Rank
DCM	-	-	1.7%	7
M&A	0.03%	53	0.1%	44
Syndication ^	0.7%	29	1.6%	17
IPO	0.6%	14	0.5%	13
ECM	0.5%	17	0.6%	21



IB Market Share and Ranking (2)

	FY19		FY18	
	Market Share	Rank	Market Share	Rank
M&A	-	-	0.3%	36
Syndication ^	-	-	-	-
IPO	-	88	-	-
ECM	-	110	0.2%	44

ASEAN	FY19		FY18	
	Market Share	Rank	Market Share	Rank
DCM	10.7%	1	10.1%	1
M&A	1.6%	19	1.0%	29
Syndication ^	3.7%	10	2.8%	12
IPO	1.7%	17	0.7%	31
ECM	13.0%	1	1.1%	21

Global	FY19		FY18	
	Market Share	Rank	Market Share	Rank
Sukuk	7.2%	3	10.2%	1

Asia (ex-Japan) *	FY19		FY18	
	Market Share	Rank	Market Share	Rank
DCM	0.6%	41	0.7%	35
M&A	1.0%	22	0.3%	55
Syndication ^	0.9%	24	0.7%	41
IPO	0.4%	55	0.1%	102
ECM	2.3%	13	0.3%	57



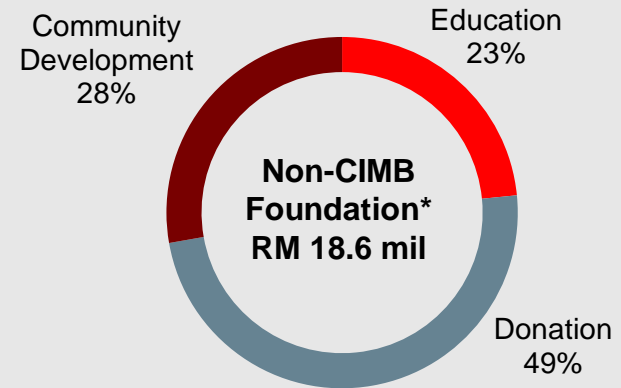
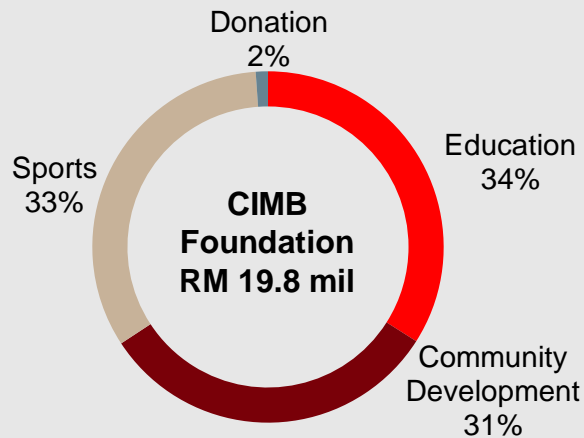
Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data

Note: ^ Mandated lead arranger

** Excluding A-Share

Corporate Responsibility

CSR Spend as at December 2019



Be\$MART App Launched at UKM.
A user-friendly digital financial guide and planner specially curated for youths



Ayo Menabung Dan Berbagi
As of to date 5,217 students from 31 schools and latest section held in Banyuwangi, Indonesia



Baan Nong Aor Noi School
Develop the school by contribute computers, library and planting, Thailand



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