

Analysts Presentation

1Q12 Results

24 May 2012



ASEAN FOR YOU

Key Highlights

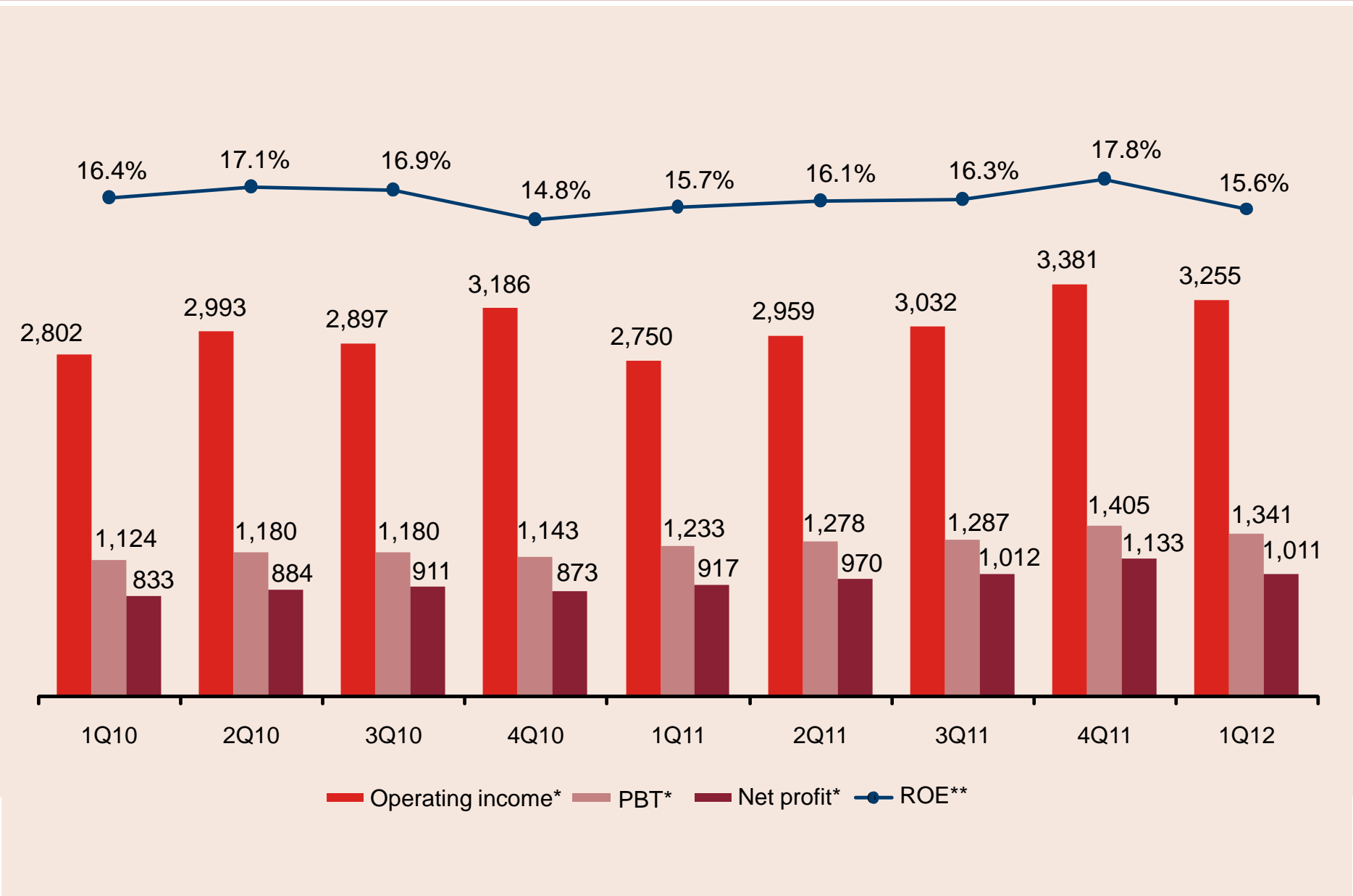
- Good start to 2012 with a 10.3% Y-o-Y increase in net profit
- Moderate Y-o-Y growth in assets and net loans up 13.9% and 11.7% respectively
- Introducing new segment reporting framework
- CBTM (Markets) and CIMB Niaga out-performed in 1Q12
- Favourable debt capital markets and strong FOREX flows
- Slow start for IB but deal pipeline is strong
- Regional Consumer Bank had a solid 1Q12
- Several senior management changes in Malaysia and Indonesia
- RBS and BoC acquisition has increased intrinsic value of the franchise

CIMB GROUP : 1Q12 RESULTS
CIMB GROUP 1Q12 FINANCIALS

Earnings Summary

(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest income	2,073	1,899	9.2%	2,080	(0.3%)
Non interest income	1,182	851	38.9%	1,301	(9.1%)
Operating income	3,255	2,750	18.4%	3,381	(3.7%)
Loan impairment	(144)	(6)	>1000.0%	(289)	(50.2%)
Other provisions	(12)	2	n.a.	8	n.a.
Overhead expenses	(1,792)	(1,545)	16.0%	(1,722)	4.1%
Share of JV / Associates	34	32	6.3%	27	25.9%
PBT	1,341	1,233	8.8%	1,405	(4.6%)
Net profit	1,011	917	10.3%	1,133	(10.8%)
EPS (sen)	13.6	12.3	10.6%	15.2	(10.5%)
ROE (Annualised)	15.6%	15.7%	(10bps)	17.8%	(220bps)

Quarterly Earnings Trend



Notes:
 ^ Retrospective restatement due to adoption of FRS 2 for share-based payment expense
 * Amounts denoted in RM 'mil
 ** Annualised

Contribution by Entity

Legal Entity	1Q12		1Q11		4Q11	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	811	61%	675	55%	628	45%
CIMB Niaga	431	32%	336	27%	390	28%
CIMB Islamic	127	9%	146	12%	88	6%
CIMB Labuan	11	1%	12	1%	22	2%
CIMB Investment Bank	4	0%	12	1%	20	1%
CIMB Thai	10	1%	37	3%	49	3%
CIMB Securities Group	(4)	0%	17	1%	2	0%
CIMB Cambodia	(2)	0%	(2)	0%	(3)	(0%)
Others *	(47)	(4%)	-	0%	209 ^	15%
PBT	1,341	100%	1,233	100%	1,405	100%

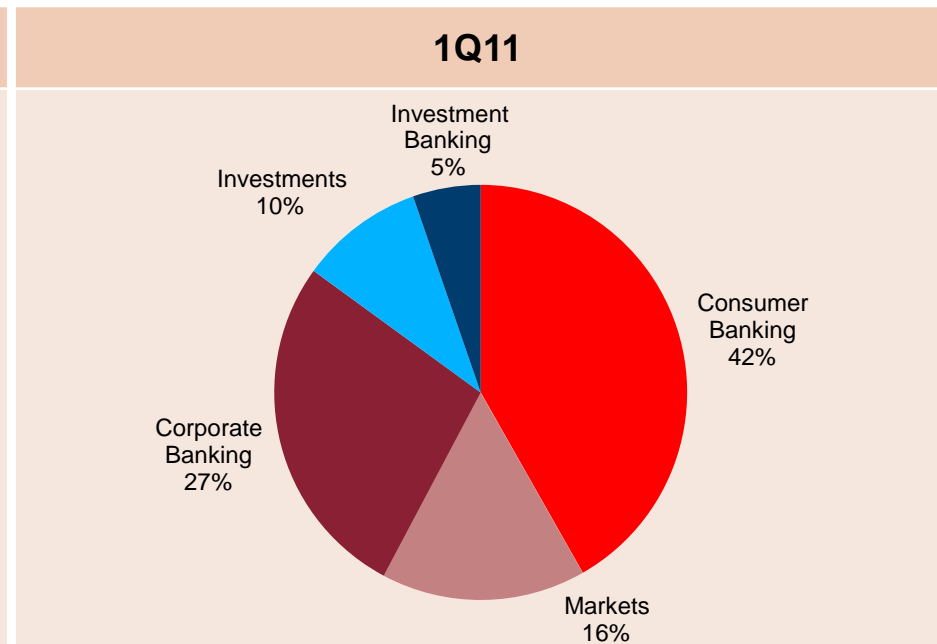
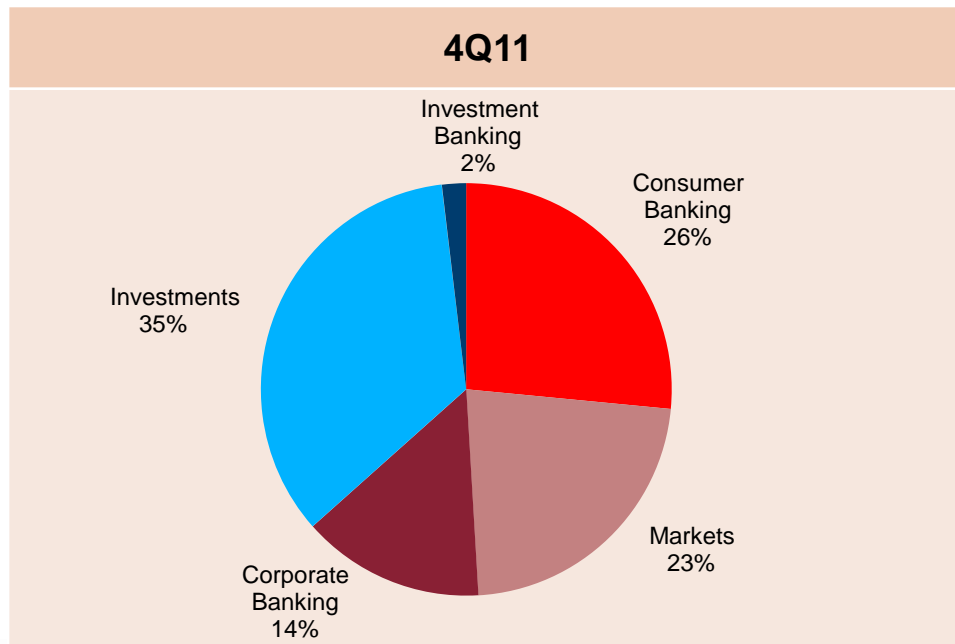
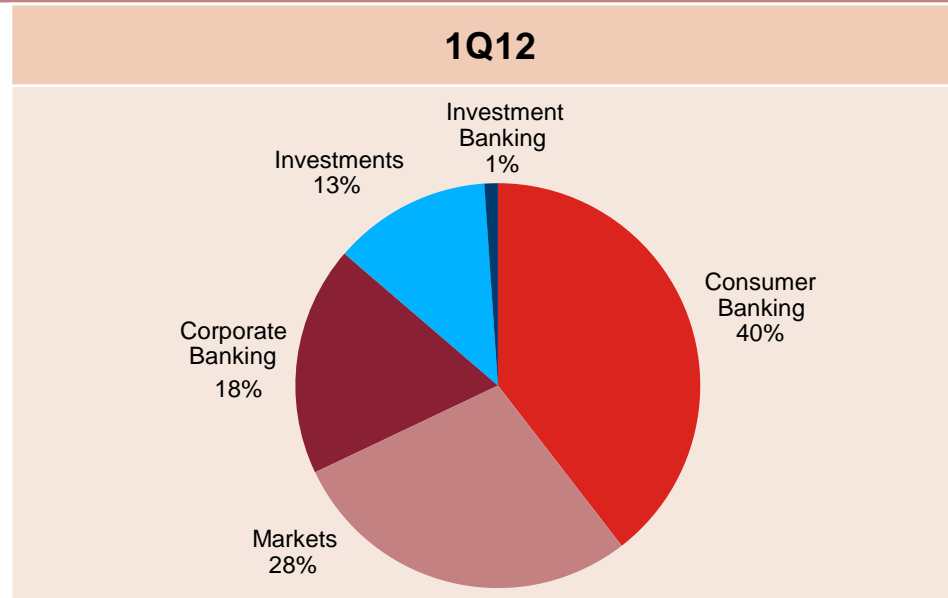
Regional PBT By Segment (Estimated)

PBT	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
	RM 'mil	RM 'mil	%	RM 'mil	%
Consumer Banking (39.5%)	530	513	3.4%	398	33.2%
- Malaysia (30.4%)	408	389	4.7%	287	42.1%
- Indonesia (9.5%)	128	131	(1.8%)	123	4.3%
- Singapore (0.0%)	(1)	(10)	95.0%	(7)	92.6%
- Thailand (-0.3%)	(4)	5	n.a.	(3)	(32.0%)
- Others (-0.1%)	(1)	(2)	43.5%	(2)	42.2%
Wholesale Banking (47.8%)	641	599	7.1%	534	20.2%
- Investment Banking (1.1%)	14	65	(78.2%)	27	(46.7%)
- Corporate Banking (18.3%)	246	338	(27.0%)	193	27.7%
- Markets (28.4%)	381	196	94.4%	314	21.4%
Investments (12.6%)	170	121	40.4%	473	(64.2%)
PBT After HOCA	1,341	1,233	8.8%	1,405	(4.6%)

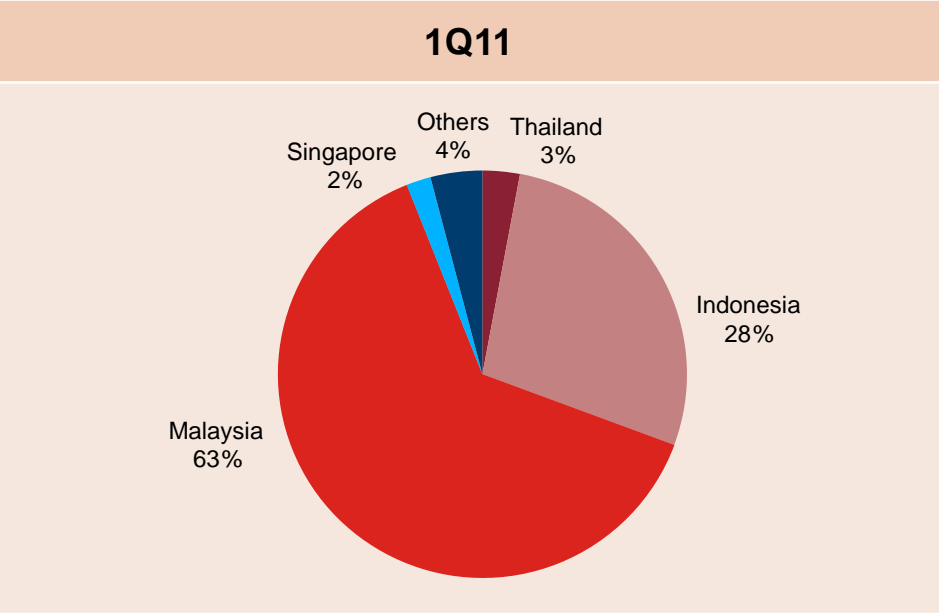
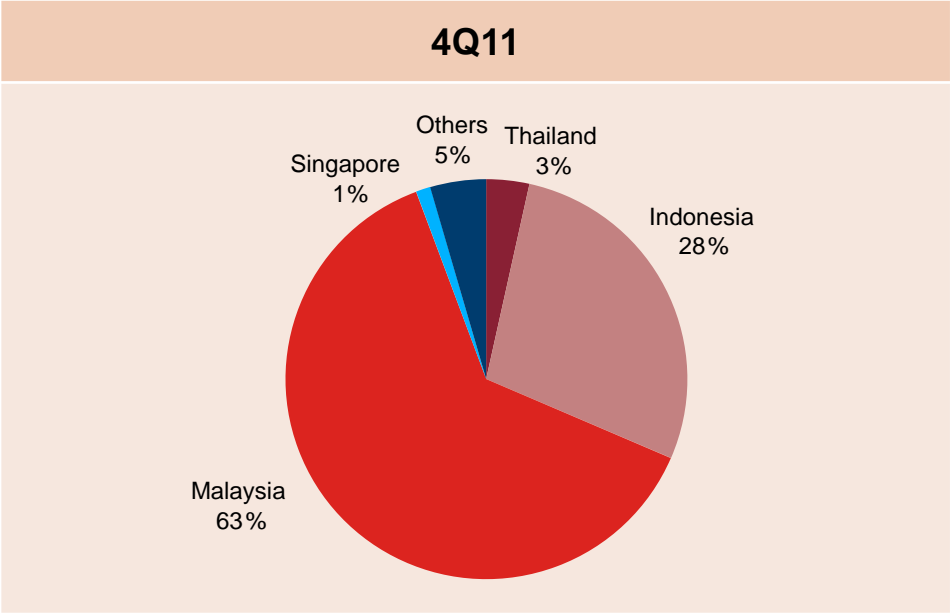
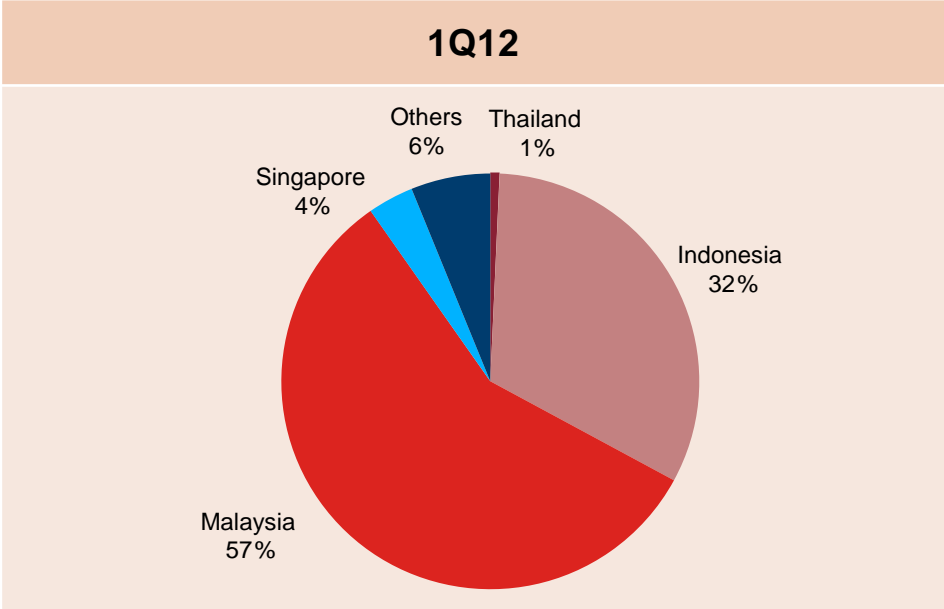
Notes: Corporate Banking includes corporate lending and deposit taking

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.

Regional PBT By Segment (Estimated)

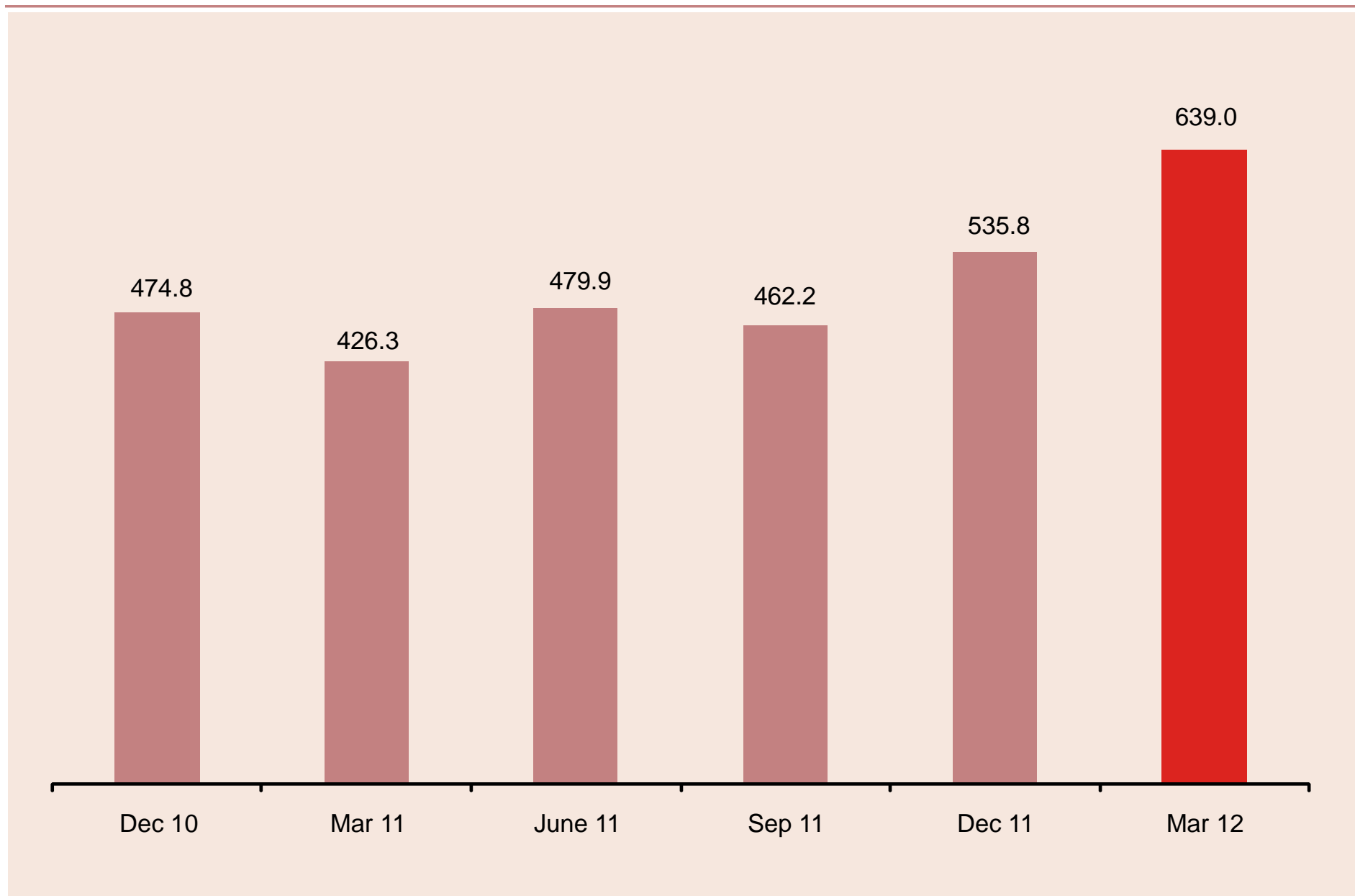


PBT Contribution by Geography



Note: Others include Bank of Yingkou, Labuan and SEASAF

AFS MTM Position



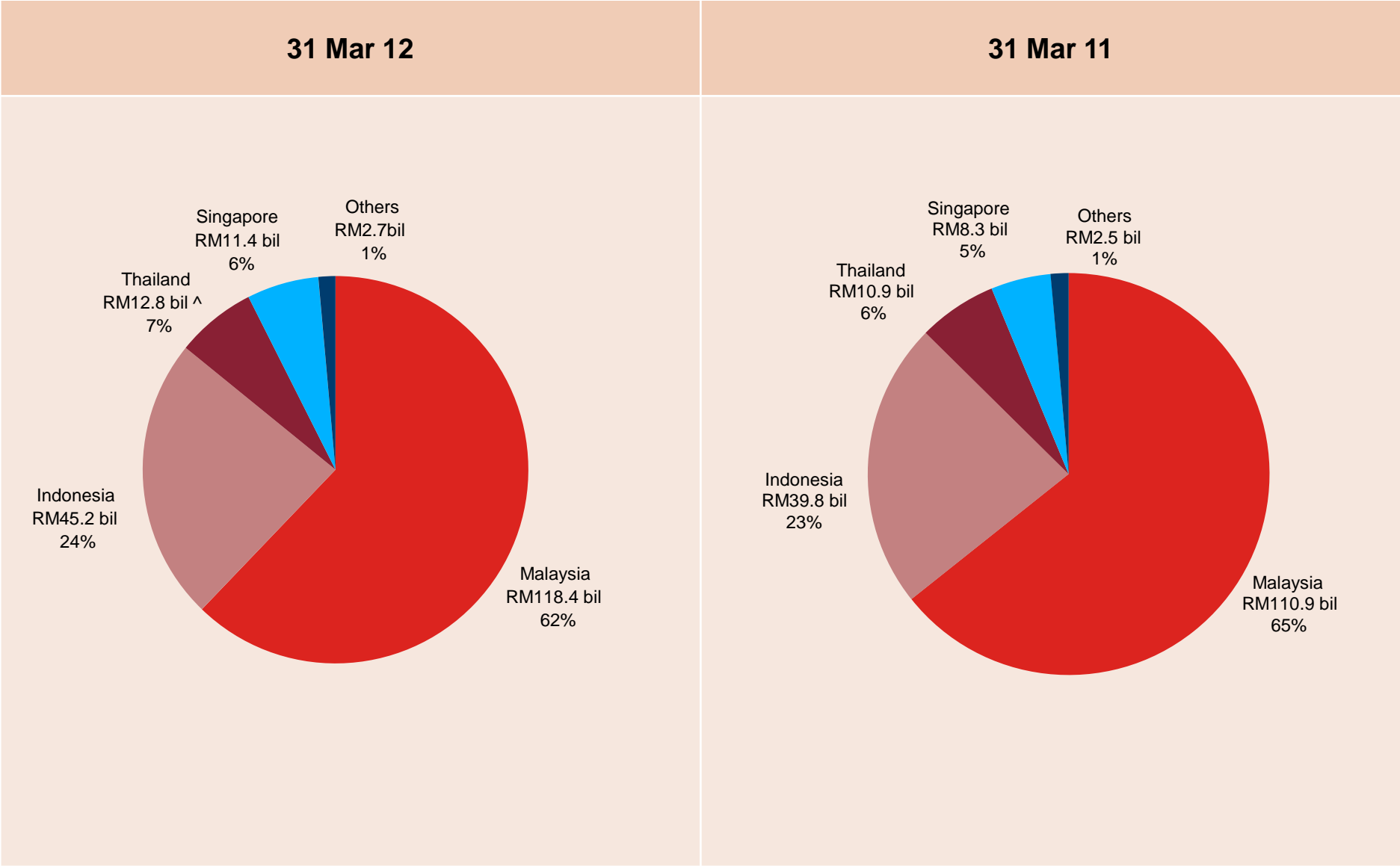
Key Ratios

(%)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
ROE *	15.6	15.7	↓	17.8	↓
NIM *	3.04	3.08	↓	3.10	↓
Non-interest income / total income	36.3	31.0	↑	38.5	↓
Cost / income	55.1	56.2	↓	50.9	↑
Allowance coverage	81.3	80.6	↑	81.1	↑
Allowance coverage after regulatory reserve #	87.4	82.6	↑	86.1	↑
Loan loss charge *	0.30	0.01	↑	0.60	↓
Gross impaired loans ratio	4.8	5.9	↓	5.1	↓
Gross impaired loans ratio (excluding SEASAM)	3.9	4.5	↓	4.1	↓
Net impaired loans ratio (Net of IA and PA)	0.9	1.2	↓	1.0	↓
Average shareholders' funds (RM 'mil)	25,994	23,387	↑	25,502	↑
ROA *	1.32	1.35	↓	1.52	↓
Book value per share (RM)	3.49	3.17	↑	3.49	↓
CASA ratio	34.2	34.6	↓	34.5	↓

Gross Loans Growth (Regional)

Divisions / Products	31 Mar 12 (RM 'bil)	31 Mar 11 (RM 'bil)	Y-o-Y	31 Dec 11 (RM 'bil)	Q-o-Q
Consumer Banking (65.1%)	124.0	110.8	11.9%	123.6	0.4%
Mortgages	47.7	42.4	12.6%	47.1	1.3%
Auto	11.6	11.3	3.0%	11.4	1.4%
Term Loans	23.7	22.0	7.5%	23.5	0.9%
Credit cards	5.3	5.0	8.0%	5.6	(4.5%)
CIMB Xpress	3.1	2.3	33.6%	3.2	(2.1%)
Commercial	30.6	25.8	18.3%	30.7	(0.4%)
Others	2.0	2.0	(2.3%)	2.1	(3.7%)
Corporate Banking (32.5%)	62.0	55.5	11.7%	63.0	(1.6%)
Total	186.0	166.3	11.8%	186.6	(0.3%)
Bad Bank (2.4%)	4.5	6.1	(25.6%)	4.8	(4.3%)
Total Gross Loans Growth	190.5	172.4	10.5%	191.4	(0.5%)

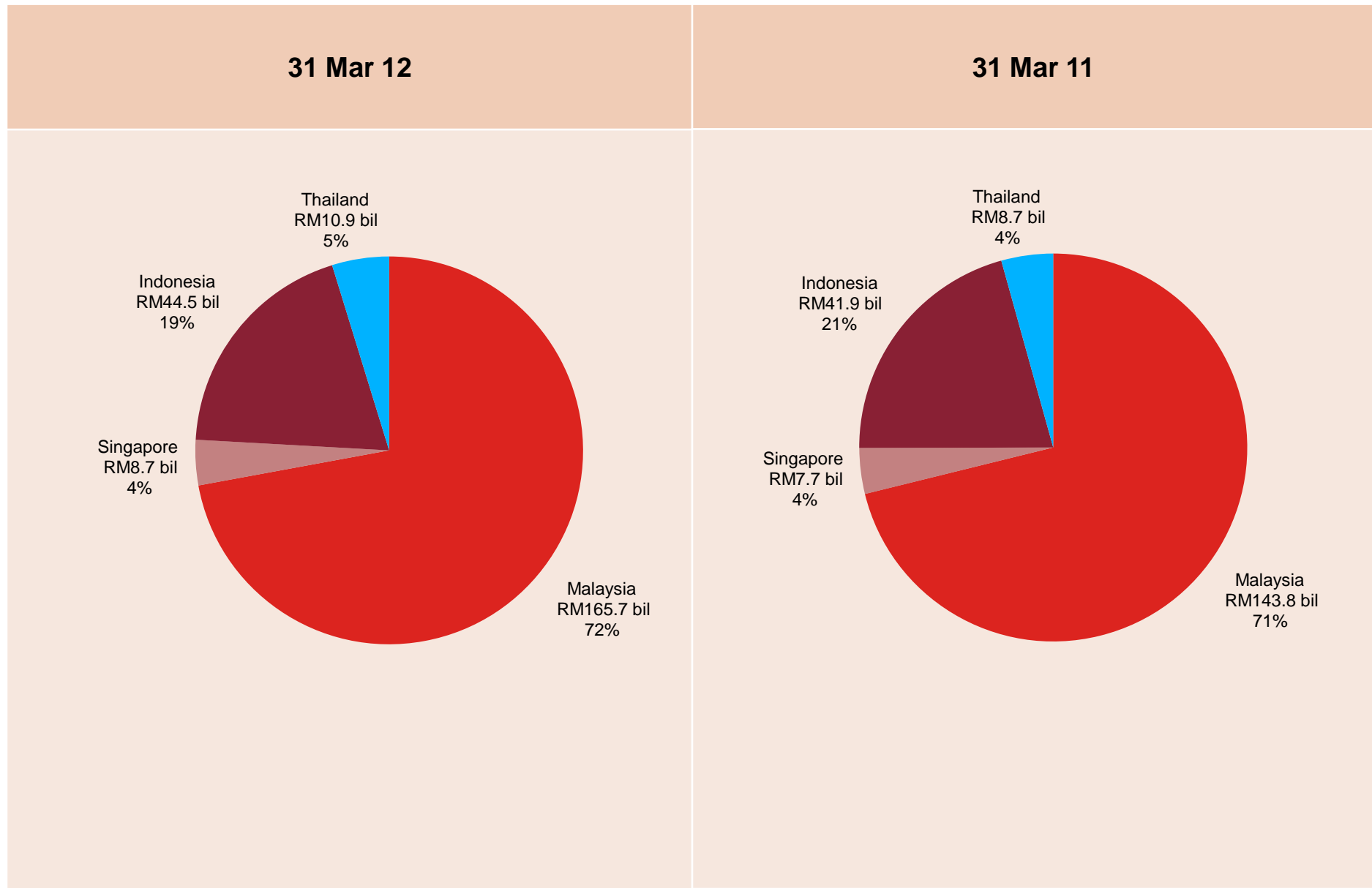
Gross Loans by Geography



Deposits Growth (Regional)

Divisions / Products	31 Mar 12 (RM 'bil)	31 Mar 11 (RM 'bil)	Y-o-Y	31 Dec 11 (RM 'bil)	Q-o-Q
Retail (59.1%)	135.9	117.6	15.6%	133.8	1.5%
- Current	22.5	17.6	27.8%	22.3	0.7%
- Savings	24.5	21.4	14.3%	23.7	3.2%
- Fixed & structured deposits	53.7	48.3	11.3%	54.5	(1.3%)
- Commercial	35.2	30.3	16.1%	33.3	5.7%
Corporate and Treasury (40.9%)	93.9	84.5	11.1%	88.1	6.6%
Total	229.8	202.1	13.7%	221.9	3.6%

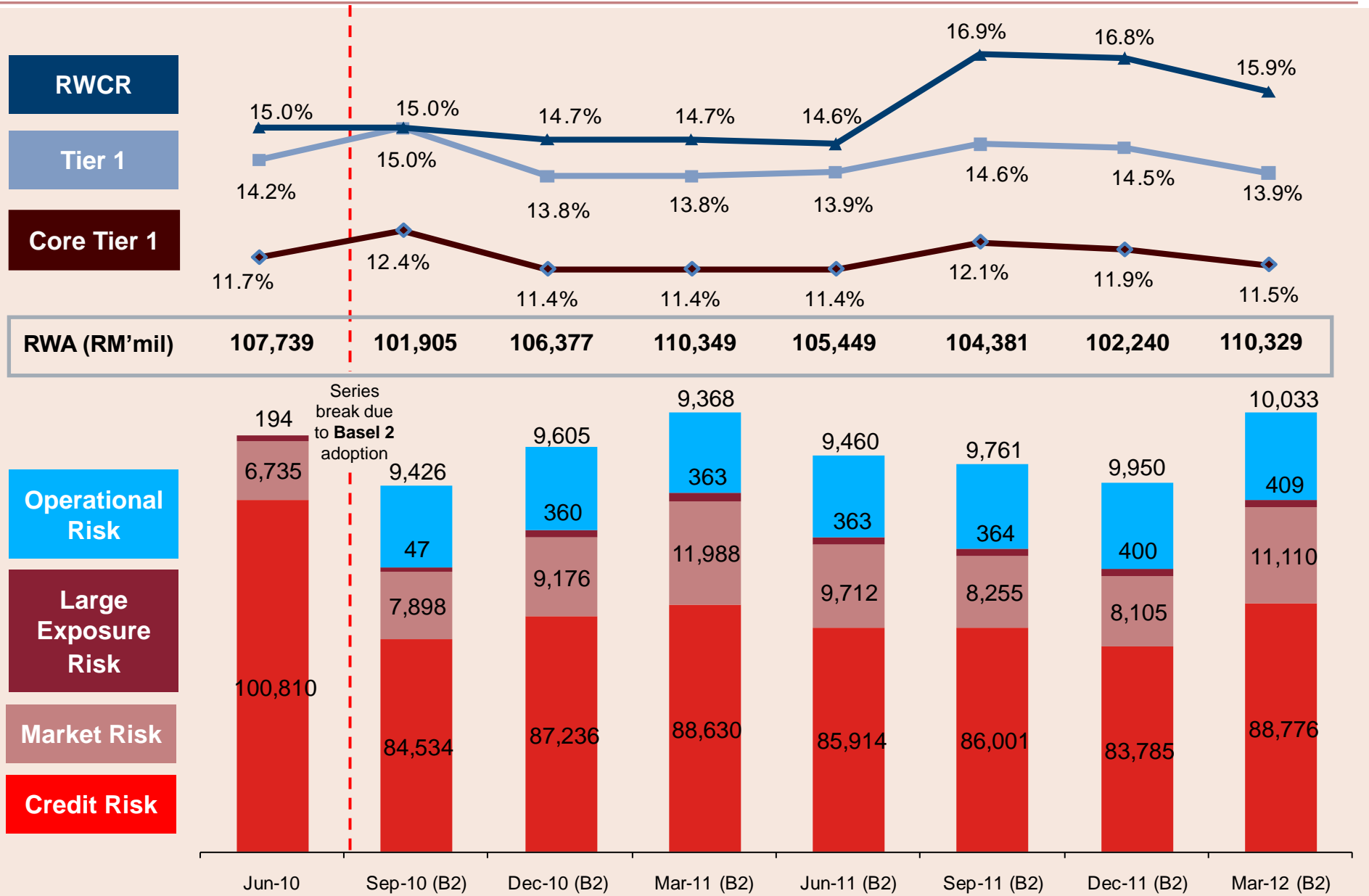
Deposits by Geography



CASA Growth

Divisions / Products	31 Mar 12 (RM 'bil)	31 Mar 11 (RM 'bil)	Y-o-Y	31 Dec 11 (RM 'bil)	Q-o-Q
Malaysia & Singapore *	55.9	47.3	18.6%	53.7	4.3%
CIMB Niaga ^	19.9	20.0	(0.5%)	20.3	(2.0%)
CIMB Thai +	2.7	2.7	0.0%	2.5	8.0%
Others	0.1	0	n.a.	0.1	0.0%
Total	78.6	70.0	12.3%	76.6	2.6%

Capital Management – CIMB Bank



Note: RWCR, Tier 1 and Core Tier 1 capital ratios Includes quarterly net profits and after proposed dividends

Capital Management – All Banking Entities

CIMB Group	Mar-12	Dec-11	
Gearing ratio	20.2%	21.8%	
Double leverage ratio	118.1%	119.1%	
Tier 1	Mar-12 [^] (B2)	Dec-11 [^] (B2)	Mar-11 [^] (B2)
CIMB Bank	13.9%	14.5%	13.8%
CIMB Investment Bank	17.1%	16.3%	21.0%
CIMB Islamic	10.3%	10.4%	12.8%
CIMB Niaga #	12.3%	10.2%	11.0%
CIMB Thai #	7.6%	7.7%	8.5%
CIMB Bank Group	11.1%	11.3%	11.4%
CIMB Investment Bank Group	17.1%	16.5%	21.4%
RWCR	Mar-12 [^] (B2)	Dec-11 [^] (B2)	Mar-11 [^] (B2)
CIMB Bank	15.9%	16.8%	14.7%
CIMB Investment Bank	17.1%	16.3%	21.0%
CIMB Islamic	14.1%	14.4%	16.6%
CIMB Niaga #	15.5%	13.1%	14.4%
CIMB Thai #	11.9%	13.0%	14.0%
CIMB Bank Group	15.5%	16.2%	14.8%
CIMB Investment Bank Group	17.1%	16.6%	21.6%

Notes: [^] Includes quarterly net profits and after proposed dividends

Excludes quarterly net profits. The capital adequacy ratios of CIMB Niaga and CIMB Thai remained unchanged based on Bank Indonesia and Bank of Thailand requirements respectively. The approach for Credit Risk and Market Risk is Standardised Approach. Operational Risk is based on Basic Indicator Approach.

CIMBG : Operating Expenses

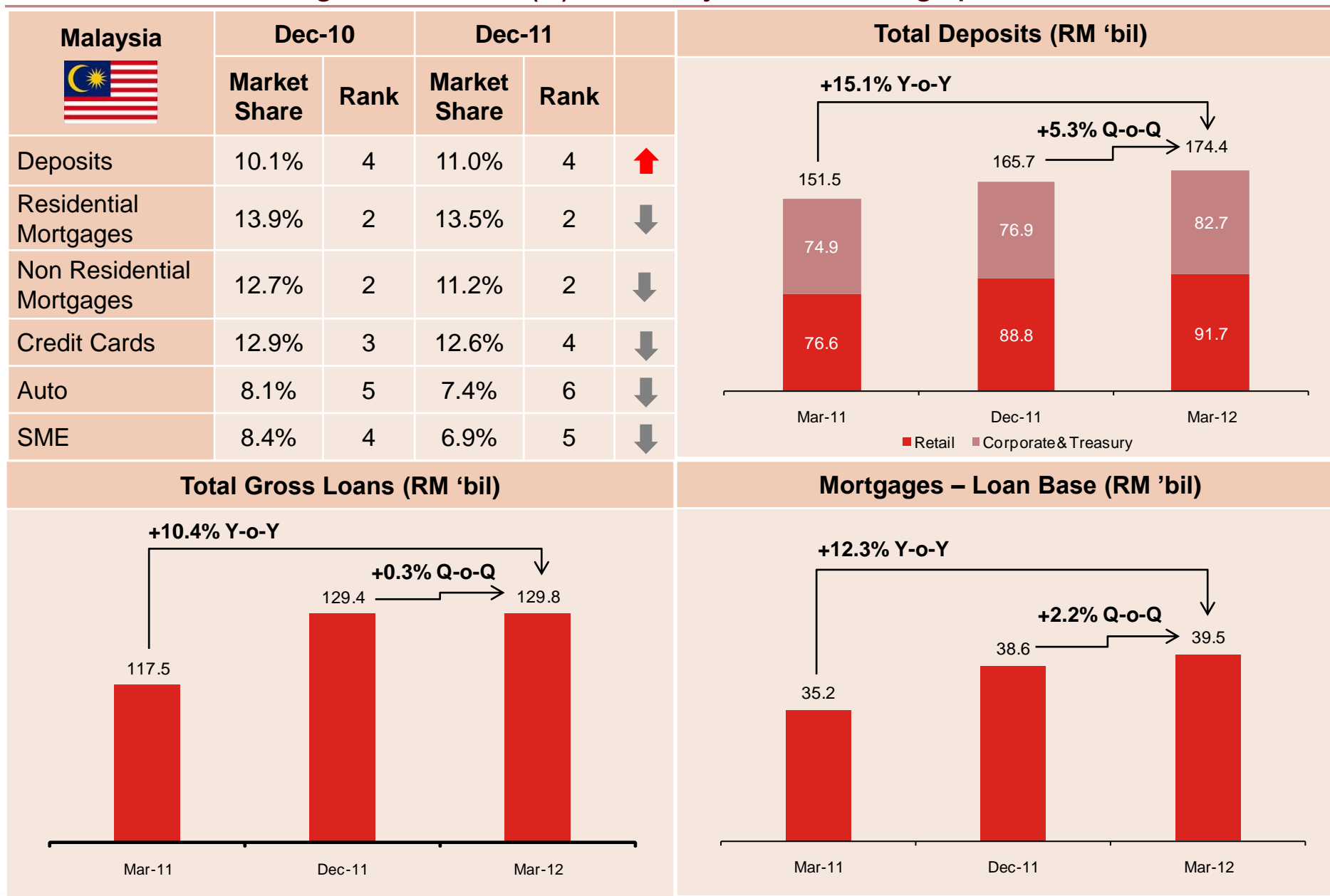
(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Personnel	976	823	18.6%	903	8.1%
Establishment	423	347	21.9%	395	7.1%
Marketing	84	63	33.3%	86	(2.3%)
Admin & General	309	312	(1.0%)	338	(8.6%)
Total	1,792	1,545	16.0%	1,722	4.1%

CIMB GROUP : 1Q12 RESULTS
MALAYSIA & SINGAPORE CONSUMER BANK

Consumer Bank – Malaysia and Singapore

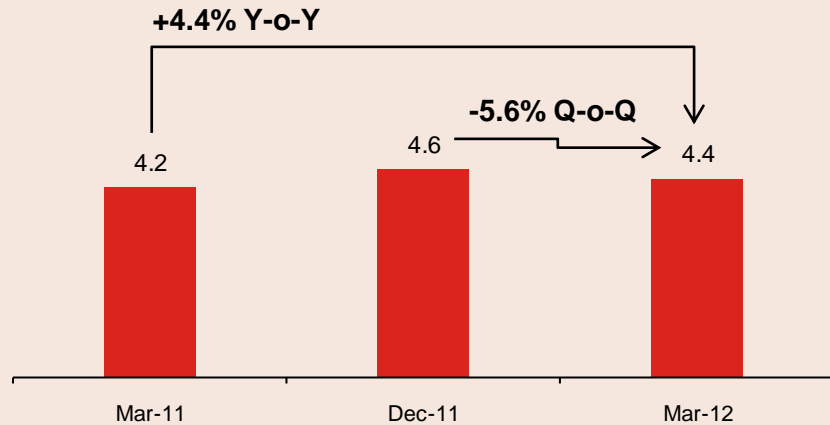
(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest / financing income	819	783	4.6%	808	1.4%
Non interest income	264	223	18.4%	228	15.8%
Total income	1,083	1,006	7.7%	1,036	4.5%
Overheads (direct + head office allocation)	(719)	(683)	5.3%	(668)	7.6%
Provisions	34	46	(26.1%)	(92)	n.a.
Share of JV	8	8	0.0%	2	300.0%
PBT	406	377	7.7%	278	46.0%
Loan loss charge	(0.04%)	(0.06%)	2bps	0.11%	n.a.

Consumer Banking Indicators (1) – Malaysia and Singapore

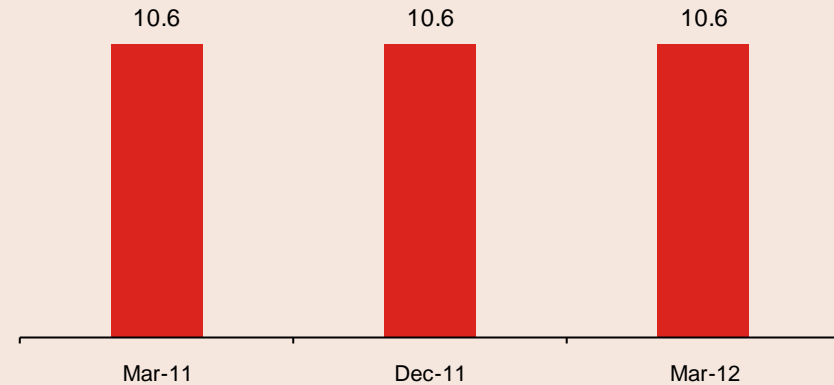


Malaysian Consumer Banking Indicators (2)

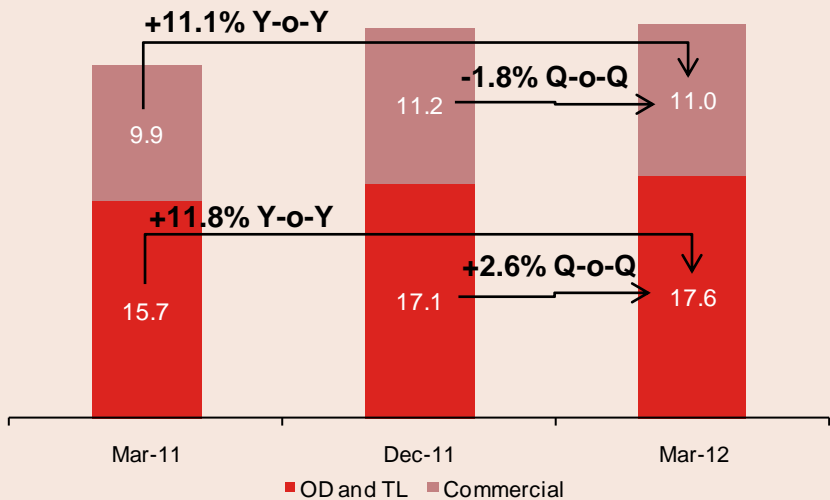
Credit Cards – Loan Base (RM 'bil)



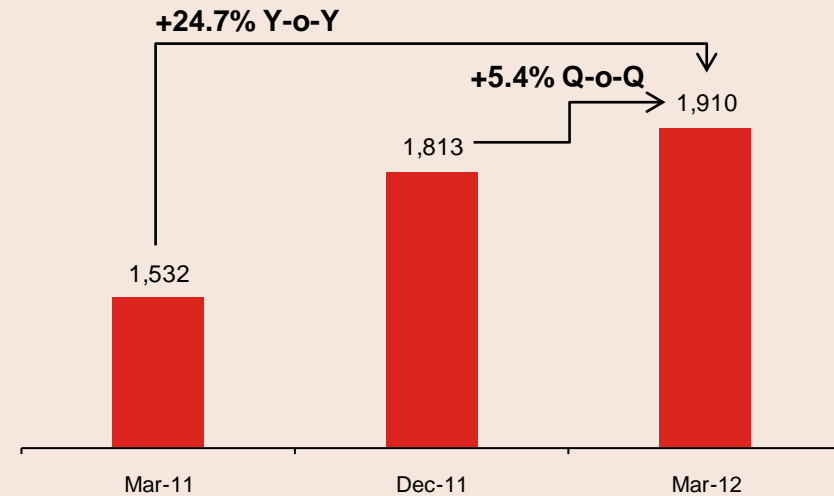
Auto – Loan Base (RM 'bil)



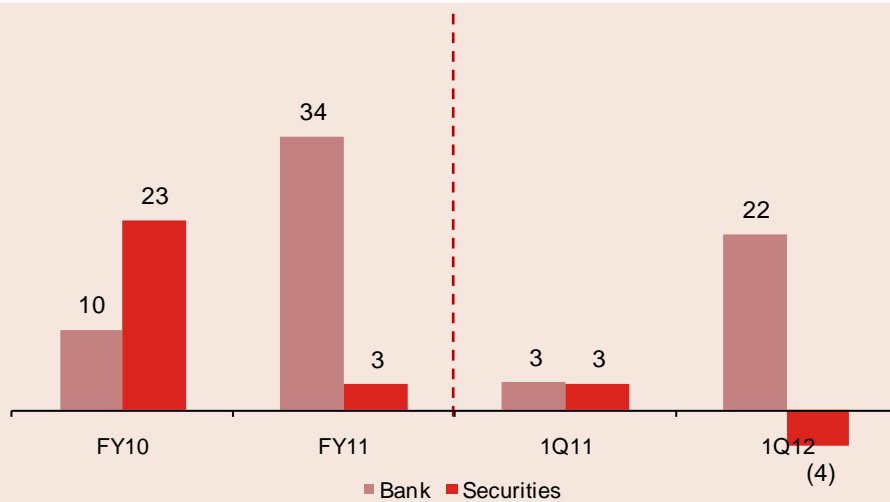
Term Loan and Commercial – Loan Base (RM 'bil)



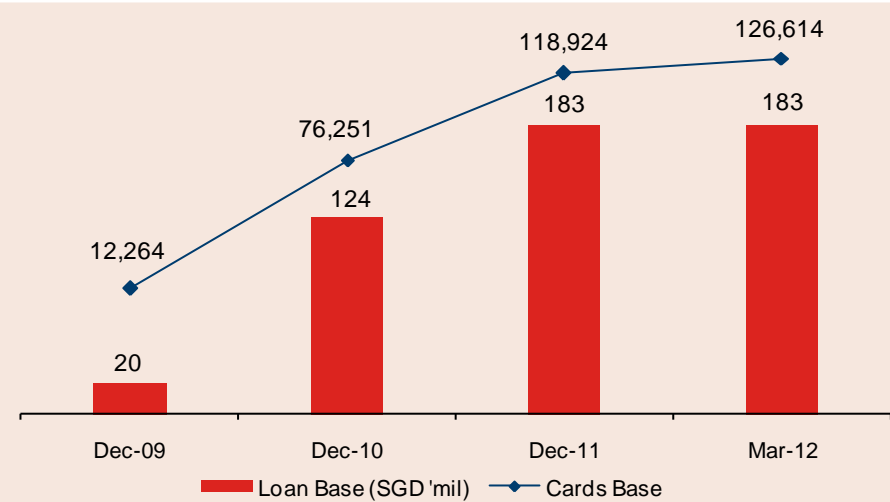
CIMB Clicks Users ('000)



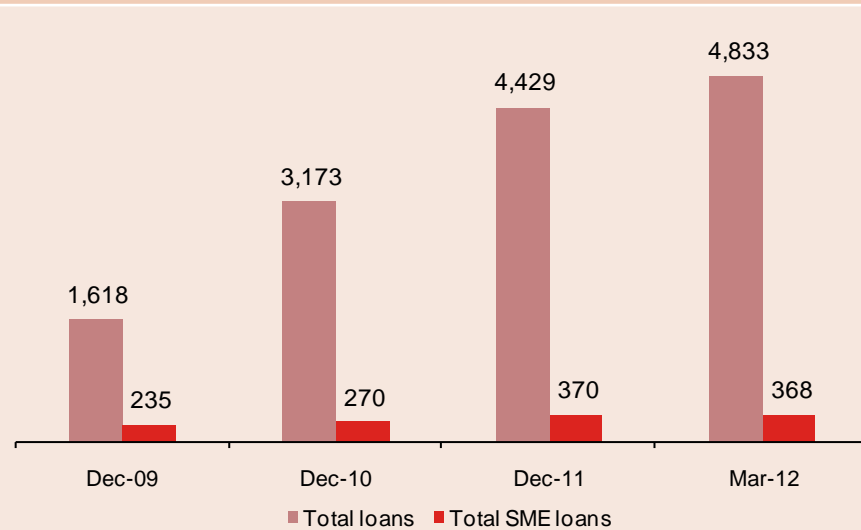
PBT (SGD 'mil)



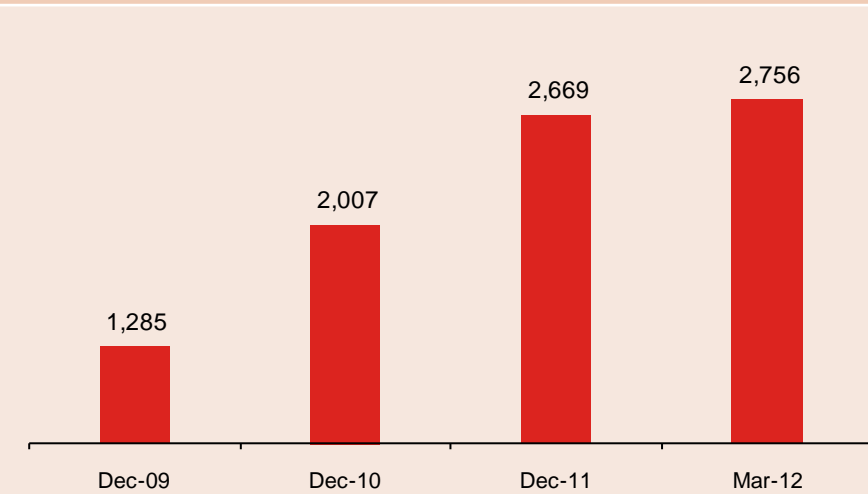
Credit Cards



Total Loans and SME Loans (SGD 'mil)



Retail Deposits (SGD 'mil)



CIMB GROUP : 1Q12 RESULTS
CIMB NIAGA

CIMB Niaga: Earnings Summary



(IDR 'bil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net Interest Income	2,205	1,876	17.5%	2,174	1.4%
Non Interest Income	968	573	69.1%	553	75.1%
Operating Income	3,173	2,449	29.6%	2,727	16.3%
Overhead Expenses	(1,468)	(1,255)	16.9%	(1,391)	5.5%
Pre Provision Operating Profit	1,705	1,194	42.9%	1,336	27.6%
Provisions Expense	(425)	(214)	98.6%	(220)	93.2%
Operating Profit	1,280	980	30.7%	1,116	14.7%
PBT	1,280	980	30.7%	1,116	14.7%
Net Profit	937	728	28.7%	796	17.7%
Net Profit (RM 'mil)	315	249	26.6%	278	13.3%
EPS (sen)	37.3	29.3	27.2%	31.7	17.6%

CIMB Niaga : Balance Sheet Changes



(IDR 'bil)	31 Mar 12	31 Mar 11	Y-o-Y	31 Dec 11	Q-o-Q
Placements & Other MS	24,561	25,783	(4.7%)	23,057	6.5%
Government Bonds	7,082	7,162	(1.1%)	6,831	3.7%
Loans	126,364	106,631	18.5%	122,425	3.2%
Other Assets	14,672	9,474	54.9%	14,488	1.3%
Total Assets	172,680	149,050	15.9%	166,801	3.5%
Low Cost Fund (CASA)	59,788	57,712	3.6%	58,417	2.3%
Time Deposits & CD	73,438	62,835	16.9%	73,398	0.1%
Total Customer Deposits	133,226	120,547	10.5%	131,814	1.1%
Other Liabilities	20,298	12,622	60.8%	16,684	21.7%
Total liabilities	153,524	133,169	15.3%	148,498	3.4%
Equity	19,156	15,881	20.6%	18,303	4.7%

CIMB Niaga : Gross Loans Growth



Products / Divisions	31 Mar 12 (IDR 'bil)	31 Mar 11 (IDR 'bil)	Y-o-Y	31 Dec 11 (IDR 'bil)	Q-o-Q
Retail Banking (29.5%)	38,410	34,419	11.6%	37,534	2.3%
Credit Cards	2,880	2,171	32.7%	2,750	4.7%
Auto	15,468	14,584	6.1%	15,125	2.3%
Mortgage	18,468	16,161	14.3%	17,834	3.6%
Personal / Others	1,594	1,503	6.1%	1,825	(12.7%)
Corporate Banking (31.4%)	40,838	34,974	16.8%	39,117	4.4%
Business Banking (35.4%)	45,981	38,140	20.6%	44,551	3.2%
Mikro Laju & Rahn (1.2%)	1,505	465	211.2%	1,284	17.2%
Shariah Banking (2.6%)	3,325	1,977	68.2%	3,216	3.4%
Total	130,060	109,975	18.3%	125,702	3.5%

CIMB Niaga : Deposits Growth



Divisions / Products	31 Mar 12 (IDR 'bil)	31 Mar 11 (IDR 'bil)	Y-o-Y	31 Dec 11 (IDR 'bil)	Q-o-Q
Retail (44.9%)	59,871	58,130	3.0%	59,403	0.8%
- Current	4,196	4,028	4.2%	3,869	8.5%
- Savings	26,149	21,348	22.5%	24,909	5.0%
- Fixed & structured deposits	29,526	32,754	(9.9%)	30,625	(3.6%)
Business Banking (32.7%)	43,566	38,859	12.1%	43,518	0.1%
Corporate Banking (18.9%)	25,199	21,340	18.1%	24,751	1.8%
Shariah Banking (3.5%)	4,590	2,218	106.9%	4,142	10.8%
Total	133,226	120,547	10.5%	131,814	1.1%

CIMB Niaga : Key Ratios



(Consolidated, %)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
ROE	20.0	19.3	↑	17.7	↑
NIM	5.67	5.51	↑	5.87	↓
Cost to Income	46.3	51.3	↓	51.0	↓
Loan Loss Coverage #	106.9	107.4	↓	104.0	↑
Allowance Coverage *	82.5	82.9	↓	74.8	↑
Loan Loss Charge *	1.3	0.7	↑	0.9	↑
Gross Impaired Loans Ratio *	3.5	3.7	↓	3.7	↓
Gross NPL (BI Definition) #	2.7	2.9	↓	2.6	↑
Loan to Deposit (LDR)	96.5	90.3	↑	94.4	↑
Modified LDR **	86.1	76.9	↑	84.5	↑
CAR *	15.5	14.4	↑	13.1	↑
CASA ratio	44.9	47.9	↓	44.3	↑

Consumer Market Share					Change in Management
Indonesia 	Mar-11		Mar-12		
	Market Share	Rank	Market Share	Rank	
Deposits	5.3%	5	4.8%	5	↓
Mortgages	10.2%	3	9.6%	4	↓
Credit Cards *	7.7%	6	8.8%	5	↑

- Resignation of Ferdy Sutrisno as Retail Banking & Shariah Director and consolidation of RB under consumer bank
- Resignation of Paul S. Hasjim and appointment of Rita Mas'Oen as Head of GIOD
- Appointment of Harjanto Tanuwidjaja as Human Resources Director

Key Highlights	Regulation Changes																
<ul style="list-style-type: none"> Mikro Laju outlets increased by 104 Y-o-Y to 246 outlets, while loan base increased by 220% Y-o-Y to Rb1.5 tril in Mar-12 Positive response for Go Mobile 	<ul style="list-style-type: none"> New minimum down payment for vehicle financing and LTV for mortgage effective from 15 Jun 12 BI and Bapepam-LK issued separate sets of ruling 																
	<table border="1"> <thead> <tr> <th></th> <th>BI</th> <th>Bapepam-LK</th> </tr> </thead> <tbody> <tr> <td>Mortgage</td> <td>Min. 30%</td> <td>n.a</td> </tr> <tr> <td>Two wheels</td> <td>Min. 25%</td> <td>Min. 20%</td> </tr> <tr> <td>Four wheels (productive)</td> <td>Min. 20%</td> <td>Min. 20%</td> </tr> <tr> <td>Four wheels (non productive)</td> <td>Min. 30%</td> <td>Min. 20%</td> </tr> </tbody> </table>			BI	Bapepam-LK	Mortgage	Min. 30%	n.a	Two wheels	Min. 25%	Min. 20%	Four wheels (productive)	Min. 20%	Min. 20%	Four wheels (non productive)	Min. 30%	Min. 20%
	BI	Bapepam-LK															
Mortgage	Min. 30%	n.a															
Two wheels	Min. 25%	Min. 20%															
Four wheels (productive)	Min. 20%	Min. 20%															
Four wheels (non productive)	Min. 30%	Min. 20%															

CIMB GROUP : 1Q12 RESULTS
CIMB THAI

CIMB Thai : Earnings Summary

(Before GAAP Adjustments) (Baht 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net Interest Income	1,224	1,130	8.3%	1,122	9.0%
Non Interest Income	593	460	28.9%	1,682	(64.8%)
Operating Income	1,817	1,590	14.3%	2,805	(35.2%)
Overhead Expenses	(1,324)	(1,232)	7.5%	(1,530)	(13.5%)
Pre Provision Operating Profit	493	358	37.7%	1,274	(61.3%)
Provisions Expense	(140)	(66)	112.8%	(790)	(82.3%)
Profit Before Tax	353	292	20.8%	485	(27.2%)
Net Profit	344	282	22.2%	460	(25.2%)
Net Profit (RM 'mil)	34	28	21.7%	46	(25.7%)
EPS (sen)	0.02	0.02	0.0%	0.03	(25.2%)
Profit Before Tax (RM 'mil) *	10	37	(73.5%)	69	(85.9%)
Net Profit (RM 'mil) *	8	33	(74.6%)	62	(86.4%)

Note: * After GAAP and FRS 139 adjustments

CIMB Thai : Balance Sheet Changes

(Before GAAP Adjustments) (Baht 'mil)	31 Mar 12	31 Mar 11	Y-o-Y	31 Dec 11	Q-o-Q
Placements & Other MS	14,490	13,453	7.7%	9,900	46.4%
Government Bonds (Net)	29,518	14,686	101.0%	27,848	6.0%
Loans (Net)	114,730	95,346	20.3%	116,212	(1.3%)
Other Assets	13,362	10,944	22.1%	14,063	(5.0%)
Total Assets	172,100	134,430	28.0%	168,023	2.4%
Low Cost Funds (CASA)	26,703	26,463	0.9%	25,046	6.6%
Time Deposits & CD	82,808	60,738	36.3%	76,528	8.2%
Total Customer Deposits	109,511	87,201	25.6%	101,574	7.8%
Bill of Exchanges	24,158	18,867	28.0%	32,810	(26.2%)
Other Liabilities	24,746	16,651	48.6%	20,228	22.3%
Total Liabilities	158,415	122,719	29.1%	154,612	2.5%
Equity	13,685	11,710	16.9%	13,411	2.0%

CIMB Thai : Loans Growth


Products / Divisions	31 Mar 12 (THB 'bil)	31 Mar 11 (THB 'bil)	Y-o-Y	31 Dec 11 (THB 'bil)	Q-o-Q
Retail Banking (33.9%)	39.9	35.0	14.1%	38.1	4.7%
Auto Loans	9.7	6.8	43.3%	8.7	11.5%
Mortgage	25.3	22.3	13.2%	23.9	5.7%
Personal / Others	4.9	5.9	(16.2%)	5.5	(10.2%)
Commercial Banking (24.6%)	29.0	20.5	41.1%	28.0	3.4%
Corporate & Investment Banking (38.8%)	45.7	39.5	15.5%	50.4	(9.2%)
Legal & Recovery Group (2.6%)	3.1	2.7	13.8%	2.8	8.1%
Total	117.7	97.7	20.3%	119.3	(1.3%)

CIMB Thai : Deposits Growth

Divisions / Products	31 Mar 12 (THB 'bil)	31 Mar 11 (THB 'bil)	Y-o-Y	31 Dec 11 (THB 'bil)	Q-o-Q
Retail Banking (66.8%)	73.1	61.2	19.5%	70.8	3.2%
- Current	0.8	0.7	5.6%	0.8	0%
- Savings	13.9	16.9	(17.8%)	13.9	0%
- Fixed & structured deposits	58.4	43.5	34.2%	56.1	4.1%
Commercial Banking (7.1%)	7.8	4.2	84.9%	5.2	48.4%
Corporate and Treasury (26.1%)	28.6	21.8	31.2%	25.5	12.2%
Customer Deposits	109.5	87.2	25.6%	101.5	7.9%
Bills of Exchanges	24.2	18.9	28.0%	32.8	(26.2%)
Customer Deposits + Bills of Exchanges	133.7	106.1	26.0%	134.3	(0.4%)

CIMB Thai : Key Ratios

(Consolidated, %)	1Q12	1Q11	Y-o-Y	4Q11	Y-o-Y
ROE	10.3	9.9	↑	15.0 ^	↓
NIM	3.24	3.74	↓	3.01	↑
Cost to Income	72.9	77.5	↓	54.6	↑
Loan Loss Coverage**	71.1	98.4	↓	81.6	↓
Loan Loss Charge	0.5	0.3	↑	2.7	↓
Gross NPL ratio**	3.9	2.7	↑	3.4	↑
Net NPL ratio**	2.3	1.9	↑	2.3	
Loan to Deposit	88.0	92.2	↓	88.8	↓
CAR*	11.9	14.0	↓	13.0	↓
CASA ratio	24.4	30.3	↓	24.7	↓

Consumer Market Share					
Thailand 	Mar-11		Mar-12		
	Market Share	Rank	Market Share	Rank	
Deposits	1.2%	11	1.4%	9	↑
Mortgages	0.9%	11	0.9%	11	↔
HP	0.4%	17	0.5%	17	↑
SME Loans*	1.3%	7	1.6%	7	↑

Corporate Updates
<ul style="list-style-type: none"> ▪ Successfully launched new core banking system (1Platform) on 19 March 2012 ▪ Selling agent for THB 3.3 billion Land & House Property Fund IPO ▪ Underwriter for THB 1.5 billion 12-year bonds issued by Thai Airways ▪ Well received Money Expo event in Had Yai on 10-12 Feb 2012

CIMB GROUP : 1Q12 RESULTS
WHOLESALE BANKING

Wholesale Banking Financials (Regional)

(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest / financing income	654	607	7.7%	672	(2.7%)
Fee income	195	216	(9.6%)	178	9.5%
Net trading income	289	94	207.7%	164	76.1%
Brokerage income	91	95	(3.6%)	78	17.3%
Others	46	41	14.4%	30	49.9%
Total income	1,275	1,053	21.2%	1,122	13.6%
Overheads (direct + head office allocation)	(541)	(466)	16.1%	(518)	4.2%
Provision	(93)	12	n.a.	(70)	(33.1%)
PBT	641	599	7.1%	534	20.2%

Wholesale Banking – Investment Banking (Regional)

(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest / financing income	11	8	26.7%	8	25.5%
Fee income	86	114	(24.4%)	99	(13.0%)
Net trading income	14	5	178.0%	12	23.6%
Brokerage income	91	95	(3.6%)	78	17.3%
Others	5	4	21.7%	3	60.0%
Total income	207	226	(8.3%)	200	3.7%
Overheads (direct + head office allocation)	(184)	(162)	(13.7%)	(169)	(8.5%)
Provision	(9)	1	n.a.	(4)	n.a.
PBT	14	65	(78.2%)	27	(46.7%)


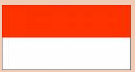


Wholesale Banking – Corporate Banking (Regional)

(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest / financing income	379	359	5.9%	360	5.6%
Fee income	103	120	(14.1%)	82	26.1%
Net trading income	4	-	n.a.	2	57.0%
Others	22	10	110.5%	8	146.5%
Total income	508	489	3.9%	452	12.3%
Overheads (direct + head office allocation)	(178)	(163)	9.1%	(193)	(8.1%)
Provision	(84)	12	n.a.	(66)	(27.2%)
PBT	246	338	(27.0%)	193	27.7%

Wholesale Banking – Markets (Regional)

(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest / financing income	263	240	9.4%	303	(13.3%)
Fee income	6	(18)	n.a.	(2)	n.a.
Net trading income	272	89	204.6%	151	80.4%
Others	19	27	24.9%	18	3.1%
Total income	560	338	66.0%	470	19.1%
Overheads (direct + head office allocation)	(179)	(141)	27.0%	(156)	14.8%
Provision	-	(1)	n.a.	-	n.a.
PBT	381	196	94.4%	314	21.4%

IB Market Share and Ranking (1)

Malaysia 	3M11		3M12			Indonesia 	3M11		3M12		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	10.1%	1	12.1%	1	↑	Stock Broking	4.4%	5	5.5%	3	↑
IPO	-	-	-	-	↔	IPO	-	-	-	-	↔
ECM	51.8%	1	17.1%	3	↓	ECM	3.5%	9	-	-	↓
M&A	14.3%	5	6.7%	7	↓	M&A	-	-	-	-	↔
Syndication ^	6.3%	7	5.4%	7	↓	Syndication ^	1.1%	20	-	-	↓
Bonds						Bonds					
- Domestic	26.9%	1	17.6%	2	↓				8.2%	6	↑
- Sukuk	31.8%	1	20.6%	2	↓						
Thailand 	3M11		3M12			Singapore 	3M11		3M12		
Market Share	Rank	Market Share	Rank	Market Share			Rank	Market Share	Rank		
Stock Broking	0.8%	29	2.9%	15	↑	Stock Broking	10.2%	1	10.6%	1	↑
IPO	-	-	14.9%	5	↑	IPO	0.1%	7	-	-	↓
ECM	-	-	10.7%	6	↑	ECM	1.8%	7	0.3%	11	↓
M&A	2.2%	15	0.2%	8	↓	M&A	1.8%	13	-	-	↓
Bonds	3.8%	8	1.0%	11	↓	Syndication ^	0.8%	21	-	-	↓
						Bonds	9.2%	4	5.8%	6	↓

IB Market Share and Ranking (2)

ASEAN	3M11		3M12			Global	3M11		3M12		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
IPO	0.1%	14	12.1%	5	↑	Sukuk	19.3%	2	3.4%	7	↓
ECM	5.2%	5	7.3%	3	↑						
M & A	3.6%	19	2.5%	12	↑						
Syndication	1.4%	18	1.3%	19	↓						
Bonds - Domestic *	13.5%	2	7.8%	4	↓						
Hong Kong	3M11		3M12								
	Market Share	Rank	Market Share	Rank							
Stock Broking	0.1%	120/475	0.1%	96/490	↑						
M & A	1.5%	18	-	-							
IPO	0.2%	22	-	-	↓						
ECM	0.1%	49	0.9%	17	↑						

Notable Deals

DCM



Genting Singapore Plc
 SGD1.8 bil Perpetual Subordinated Capital Securities
Largest hybrid bond issue and largest single tranche SGD issued in Singapore to-date
First foreign issue to have Malaysia's SC's approval to be sold directly to institutional and high net worth investors in Malaysia



United Overseas Bank Limited
 USD500 mil Senior Unsecured Bonds



Korea Development Bank
 RM3.5 bil Islamic Medium Term Notes and Conventional Medium Term Notes Programmes (with a sub-limit of RM1.0 bil for the Conventional Medium Programmes)

DCM



Khazanah Nasional Berhad
 USD358 mil Exchangeable Trust Certificates

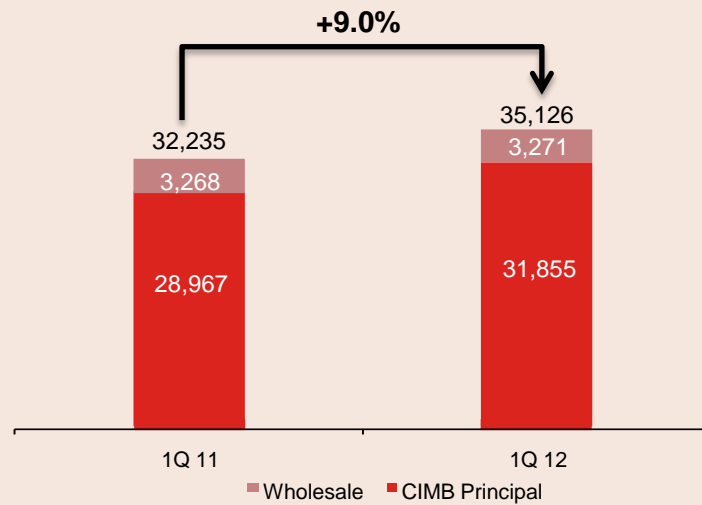
ECM



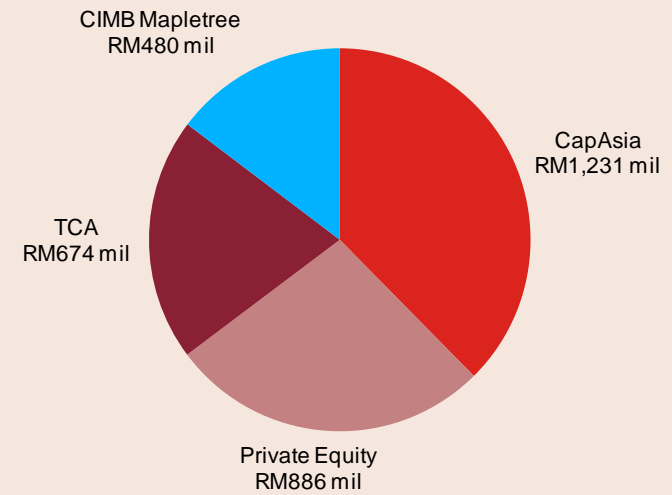
Land and Houses Freehold and Leasehold Property Fund
 THB3.3 bil IPO on SET

Group Asset Management

AUM (RM'mil)



Wholesale AUM as at 31 Mar 12



Wholesale Banking – Corporate Banking Gross Loans

Divisions / Products	31 Mar 12 (RM 'bil)	31 Mar 11 (RM 'bil)	Y-o-Y	31 Dec 11 (RM 'bil)	Q-o-Q
Malaysia	36.8	34.5	6.6%	37.8	(3.0%)
Indonesia	14.4	12.5	14.8%	14.5	(0.7%)
Singapore	6.2	4.5	38.7%	5.5	13.5%
Thailand	4.6	4.0	15.8%	5.2	(10.1%)
Total	62.0	55.5	11.7%	63.0	(1.6%)

CIMB GROUP : 1Q12 RESULTS INVESTMENTS

Investments (Regional)

(RM 'mil)	1Q12	1Q11	Y-o-Y	4Q11	Q-o-Q
Net interest / financing income	115	81	43.0%	103	10.6%
Fee income	12	11	8.6%	15	(22.0%)
Net trading income	126	18	582.4%	97	30.7%
Others	(2)	6	n.a.	355	n.a.
Total income	251	116	117.4%	570	56.0%
Overheads (direct + head office allocation)	(106)	(21)	415.1%	(122)	(12.7%)
Provision	-	2	n.a.	-	-
Share of JV	25	24	7.8%	25	-
PBT	170	121	40.4%	473	(64.2%)

Strategic Investments



19.99%

- 1Q12 PAT to CIMB Group +12.9% Y-o-Y or +22.5% Q-o-Q to RM24.5 mil
- Focusing on maintaining market share amidst slowing economy and increasing competition.
- Undertaking transformation projects - IT Risk Management Framework, Internal Credit Rating, Funds Transfer Pricing, Assets and Liabilities Management and HR improvement



52.22%

- 1Q12 PAT to CIMB Group -21.4% Y-o-Y but +266.7% Q-o-Q to RM2.2 mil
- Roll out of reload services to 98 1Malaysia Mart & My Mart outlets and 28 Mynews outlets
- Successful implementation of Doraemon Cashless event with Genting World generating retail payment of RM1.2mil and sales of 7,717 TnG cards
- Pilot terminal at University Malaya, Jabatan Teknologi Maklumat. Target to launch TnG enabled zones in University Malaya by end June 2012

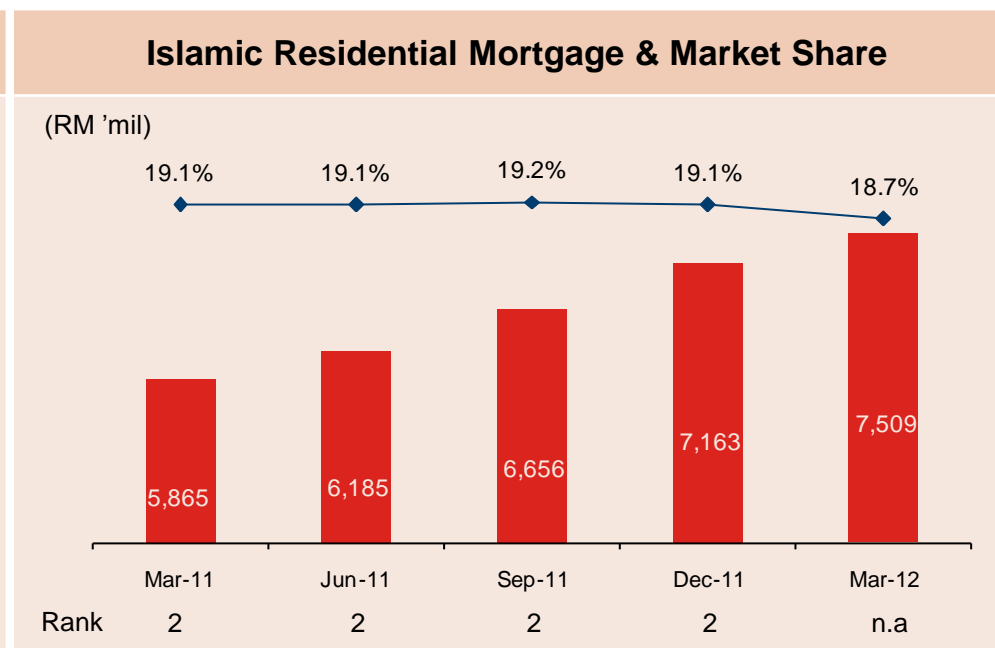
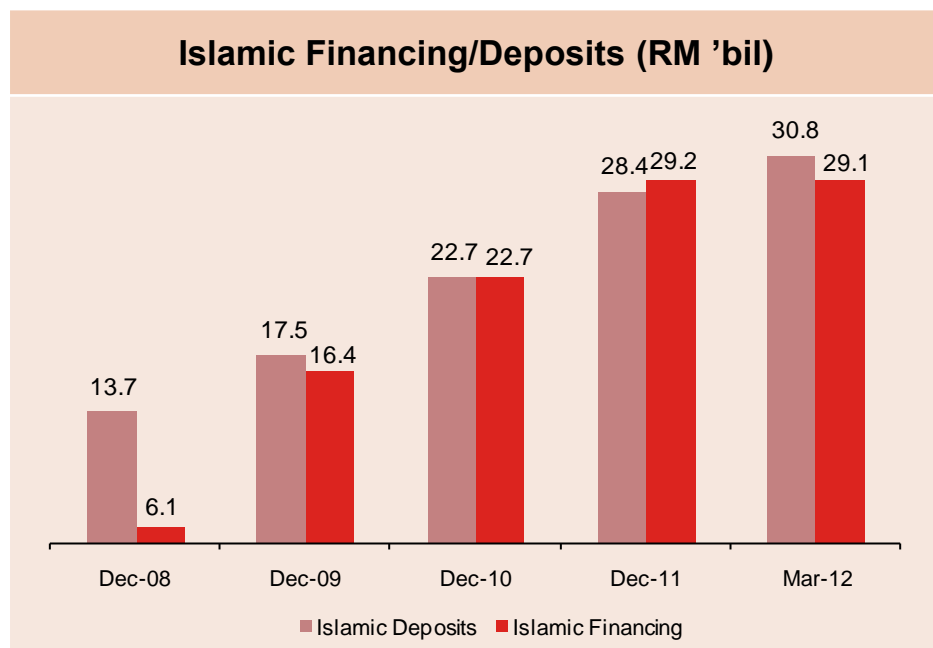


25.00%

- 1Q12 PAT to CIMB Group of RM1.6 mil, +106.7% Y-o-Y but -109.7% Q-o-Q
- Excluding write back of BIG Card expenses of RM9.0 mil in 4Q11, PAT up 220.0% Q-o-Q
- Acquisition of Oriental Capital Assurance completed

**CIMB GROUP : 1Q12 RESULTS
OTHER HIGHLIGHTS**

Ranking of Total Islamic Assets as at 30 Dec 2011				Market share and ranking	3M11		3M12		
Rank	Company	Total Assets RM 'mil	Market Share		Market Share	Rank	Market Share	Rank	
1	MIBB	69,902	21%	Sukuk					
2	CIMB Islamic	43,098	13%	- Malaysia	31.8%	1	16.3%	2	↓
3	Bank Islam	38,245	12%	- Global	19.3%	2	3.4%	7	↓
4	PBB-I	29,420	9%						
5	RHB Islamic	22,645	7%						



Key 2012 Priorities Round-Up (1)

Priorities	Updates
CIMB Niaga	<ul style="list-style-type: none"> ▪ Nazir Razak approved as President Commissioner ▪ Leadership change for RB, GIOD, HR and CBTM
Malaysian Consumer Bank	<ul style="list-style-type: none"> ▪ New head on board, Renzo Christopher Viegas ▪ New head of Cards & Personal Financing, Aaron Loo
Client Segmentation	<ul style="list-style-type: none"> ▪ New LGD framework expected in 2H12 ▪ All consumer teams developing strategies by segment
Cross Selling	<ul style="list-style-type: none"> ▪ CBTM set-up has improved cross sell for wholesale ▪ WIP in Malaysia and Indonesia
Cost Management	<ul style="list-style-type: none"> ▪ Costs within control through various cost control initiatives ▪ Continuing on the planned initiatives: <ul style="list-style-type: none"> ▪ Reduce non-essential discretionary expenditure ▪ Review IT investment cost ▪ Renegotiate vendor contracts ▪ Implement cost awareness throughout the Group ▪ Monitor monthly cost performance tightly to ensure inline with targets

Key 2012 Priorities Round-Up (2)

Priorities	Updates
Process Re-engineering	<ul style="list-style-type: none">▪ Commenced re-engineering of branch cross-selling processes in Mar 2012▪ Commenced various other re-engineering projects
Risk Management	<ul style="list-style-type: none">▪ Enhancing Risk Adjusted Return on Capital (RAROC) framework
Leveraging Technology	<ul style="list-style-type: none">▪ Thailand's 1Platform went live in Feb 2012▪ Malaysia's 1Platform project commenced▪ To consider technology driven models for SG, TH and PH
21 st Century Banker	<ul style="list-style-type: none">▪ Launched CIMB Icon in Feb-12
Networked ASEAN Bank	<ul style="list-style-type: none">▪ Acquisition of selected IB & Cash Equities business of RBS in APAC▪ Acquisition of Bank of Commerce in PH

Targets for 2012

	Y-o-Y Actual	2012 Targets	On Track
ROE	15.6% *	16.4%	✗
TSR	0.2% < FBM KLCI	> FBM KLCI	✗
Dividend	-	40% - 60%	✗
Group loans growth	11%	16%	✗
Group deposits growth	14%	16%	✗
Loan loss charge	0.30% *	0.31%	✓
Core Capital Ratio (at CIMB Bank) (Basel II)	13.9% **	>10%	✓
RWCR (at CIMB Bank) (Basel II)	15.9% **	>12%	✓

CIMB GROUP : 1Q12 RESULTS
CLOSING REMARKS

Final Remarks

- Outlook mixed but optimistic about targets
 - Slower consumer lending growth in Malaysia and Indonesia
 - Strong ECM pipeline
 - Good corporate lending / bonds issuances pipeline
 - Deterioration of Eurozone economies and potential knock-on effects
 - Maintaining strong liquidity position, especially RM and USD
- Focused on integrating new acquisitions and new management

THANK YOU

CIMB GROUP : 1Q12 RESULTS
APPENDICES

Consolidated Balance Sheet Changes

(RM 'mil)	31 Mar 12	31 Mar 11	Y-o-Y	31 Dec 11 *	Q-o-Q
Cash & short term funds	30,968	24,660	26%	34,669	(11%)
Securities purchased under resale agreements	4,443	2,634	69%	4,230	5%
Deposits & placements with financial institutions	7,279	10,522	(31%)	4,174	74%
Financial investments at fair value through profit or loss	21,640	18,084	20%	13,666	58%
- Money Market	15,582	13,558	15%	8,827	77%
- Corporate Bonds	4,643	3,159	47%	3,554	31%
- Equity	1,415	1,367	4%	1,285	10%
Financial investments available for sale	21,115	11,602	82%	18,421 *	15%
Financial investments held to maturity	11,397	14,760	(23%)	12,461 *	(9%)
Loans, advances & financing	183,420	164,170	12%	183,839	(0%)
Other assets	29,860	25,879	15%	28,933	3%
Total assets	310,122	272,311	14%	300,393	3%
Deposits from customers	229,839	202,112	14%	221,933	4%
Deposits & placements of banks and other FI	16,137	14,966	8%	12,964	24%
Other borrowings	17,876	15,083	19%	18,144	(1%)
Other liabilities	19,418	15,710	24%	20,346 *	(5%)
Total liabilities	283,270	247,871	14%	273,387	4%
Shareholders' funds	25,908	23,543	10%	26,079 *	(1%)
Total liabilities & equity	310,122	272,311	14%	300,393	3%

Note: * Restated due to the adoption of MFRS 1 First Time Adoption of Malaysian Financial Reporting Standards

Asset Quality Ratios – CIMBG

