

BCHB GROUP NINE MONTHS 2008 RESULTS

Investor Presentation

November 2008

9M08 Earnings Summary

(RM mil)	9M07	9M08	Y-o-Y
Net interest income	3,266	3,374	3.3%
Non interest income	3,045	2,468	(18.9%)
Gain on disposal of subsidiaries	715	18	(97.5%)
Operating income	7,026	5,860	(16.6%)
Loan provisions	(1,011)	(532)	(47.4%)
- <i>Specific</i>	(862)	(318)	(63.2%)
- <i>General</i>	(149)	(214)	44.3%
Other provisions	35	(29)	182.1%
Overhead expenses	(3,117)	(3,028)	(2.8%)
PBT[^]	2,947	2,268	(23.1%)
Net profit	2,308	1,633	(29.2%)
Net profit *	1,592	1,616	1.5%
EPS (sen)*	48.0	48.3	0.6%
ROAE*	15.6%	13.7%	(12.2%)

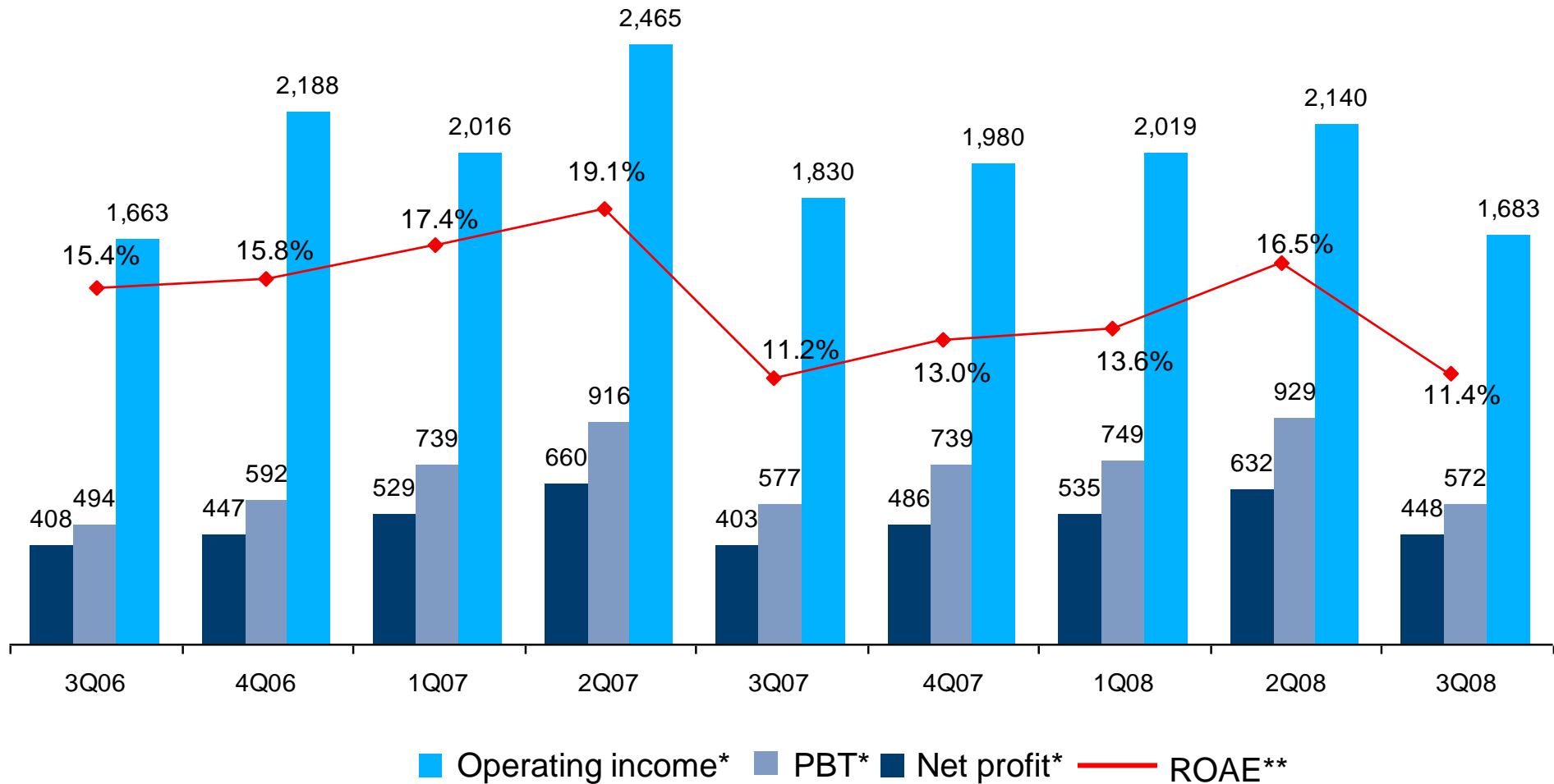
[^] Includes share of profit of jointly controlled / associated companies

* Excludes gain on disposal of subsidiaries

3Q08 Earnings Summary

(RM mil)	3Q07	3Q08	3Q08v3Q07	2Q08	3Q08	3Q08v2Q08
Net interest income	1,092	1,148	5.2%	1,104	1,148	4.0%
Non interest income	738	535	(27.5%)	1,036	535	(48.4%)
Gain on disposal of subsidiaries	628	-	(100.0%)	18	-	(100.0%)
Operating income	2,458	1,683	(31.5%)	2,158	1,683	(22.0%)
Loan provisions	(358)	(168)	(53.2%)	(175)	(168)	(4.5%)
- <i>Specific</i>	(259)	(112)	(56.9%)	(64)	(112)	72.6%
- <i>General</i>	(99)	(56)	(43.6%)	(111)	(56)	(49.5%)
Other provisions	62	(16)	126.3%	(5)	(16)	223.8%
Overhead expenses	(965)	(930)	(3.7%)	(1,035)	(930)	(10.2%)
PBT[^]	1,205	572	(52.5%)	947	572	(39.6%)
Net profit	1,032	448	(56.6%)	650	448	(31.1%)
Net profit *	403	448	11.1%	632	448	(29.2%)
EPS (sen)*	12.0	13.5	12.5%	18.8	13.5	(28.2%)
ROAE*	11.2%	11.4%	1.8%	16.5%	11.4%	(30.7%)

3Q08 Financial Contribution



Excludes gain on disposal of subsidiaries

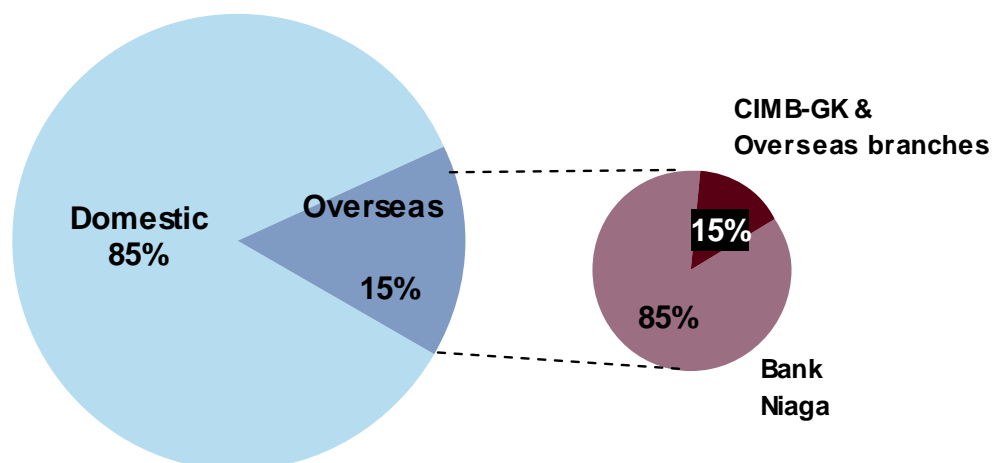
* Amounts denoted in RM million

** Annualised quarter (respectively)

Contribution by Entity – Lower Overseas Contribution

(RM mil)	CIMB Universal Bank	Bank Niaga	BCHB	BCHB Group
Revenue	5,003	867	(10)	5,860
Profit/ (loss) before tax	1,990	296	(18)	2,268
Net profit	1,497	133	3	1,633

Overseas / Domestic share of PBT



CIMB Universal Bank	9M08 PBT (RM mil)	9M08 % of PBT
Bank	1,614	81%
Islamic	71	4%
Investment Bank	156	8%
CIMB-GK	3	0%
Asset Management	35	2%
Insurance	(24)	(1%)
Others	135	7%

Revenue by Segment

(RM mil)	2Q08	3Q08	Q-o-Q	9M07	9M08	Y-o-Y
Consumer Banking	837	869	4%	2,295	2,491	9%
Corporate & Investment Banking	476	360	(24%)	1,611	1,313	(19%)
Treasury & Investments	458	106	(77%)	1,230	985	(20%)
GAM & Insurance	69	40	(42%)	338	162	(52%)
Niaga	289	293	1%	900	867	(4%)
Other income	11	15	36%	(63)	24	139%
Total income	2,140	1,683	(21%)	6,311	5,842	(7%)
Loan provisions	(175)	(168)	(4%)	(1,011)	(532)	(47%)
Other provisions (incl. impairment)	(5)	(16)	224%	35	(29)	(182%)
Overhead expenses	(1,035)	(930)	(10%)	(3,117)	(3,028)	(3%)
PBT *	929	572	(38%)	2,232	2,250	1%
Net profit	632	448	(29%)	1,592	1,616	1%

Excludes gain on disposal of subsidiaries

** Includes share or profit of jointly controlled/ associated companies*

Estimated PBT by Segment

PBT (after Head Office cost allocation)	3Q07		2Q08		3Q08		9M07		9M08	
	RM mil	% of PBT	RM mil	% of PBT	RM mil	% of PBT	RM mil	% of PBT	RM mil	% of PBT
Consumer Banking	47	8%	234	25%	231	40%	(36)	(1%)	512	23%
Corporate & Investment Banking	267	46%	204	22%	180	32%	829	37%	631	28%
Treasury & Investments	146	26%	363	39%	89	16%	991	44%	799	36%
GAM & Insurance	35	6%	23	3%	(21)	(4%)	153	7%	12	0%
Niaga	82	14%	105	11%	93	16%	295	13%	296	13%
Total PBT	577	100%	929	100%	572	100%	2,232	100%	2,250	100%
Net profit	403	-	632	-	448	-	1,592	-	1,616	-

Excludes gain on disposal of subsidiaries

Consolidated Balance Sheet Changes

(RM mil)	30 th Sep 07	30 th June 08	30 th Sept 08	Y-o-Y	Q-o-Q
Cash & short term funds	22,304	31,700	33,011	48%	4%
Securities purchased under resale agreements	3,473	2,674	2,038	(41%)	(24%)
Deposits & placements with financial institutions	7,607	6,056	2,411	(68%)	(60%)
Securities held for trading	12,935	14,578	17,166	33%	18%
Securities available for sale	10,621	9,551	11,077	4%	16%
Securities held to maturity	2,921	4,583	5,398	85%	18%
Loans, advances & financing	95,938	103,229	106,572	11%	3%
Other assets	19,125	18,536	17,802	(7%)	(4%)
Total assets	174,924	190,907	195,475	12%	2%
Deposits from customers	120,199	136,842	141,954	18%	4%
Deposits & placements of banks and other FI	10,473	10,853	10,972	5%	1%
Obligations on securities sold under REPOs	261	599	407	56%	(32%)
Other borrowings	4,665	4,924	4,431	(5%)	(10%)
Other liabilities	23,680	20,996	20,671	(13%)	(2%)
Total liabilities	158,978	174,214	178,435	12%	2%
Shareholders' funds	14,785	15,599	15,895	8%	2%
Total liabilities & equity	174,924	190,907	195,476	12%	2%
NTA per share	2.87	3.18	3.28	14%	3%
Book value per share	4.39	4.68	4.78	9%	2%

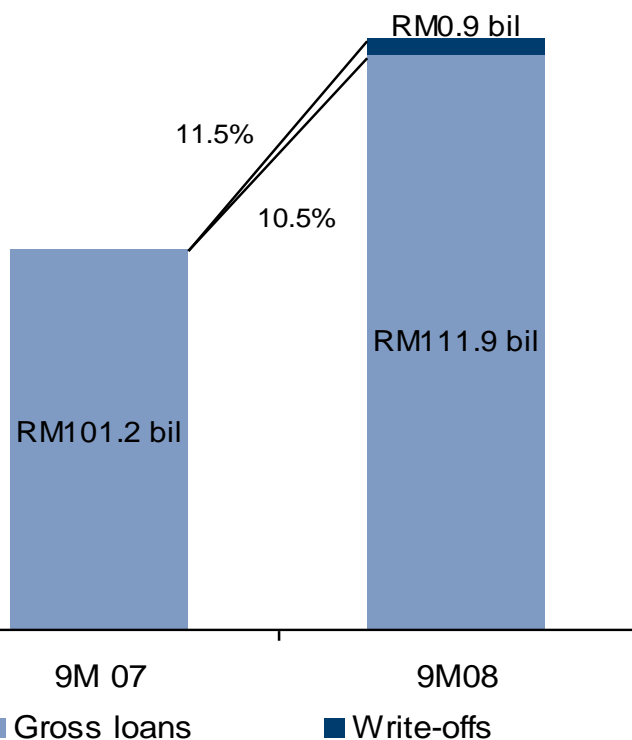
→ Domestic net loans grew 8.4% y-o-y driven by Retail (↑ 14.7%) loans whilst Niaga net loans up 27.4%

→ Domestic retail deposits grew by 23.6% over the year

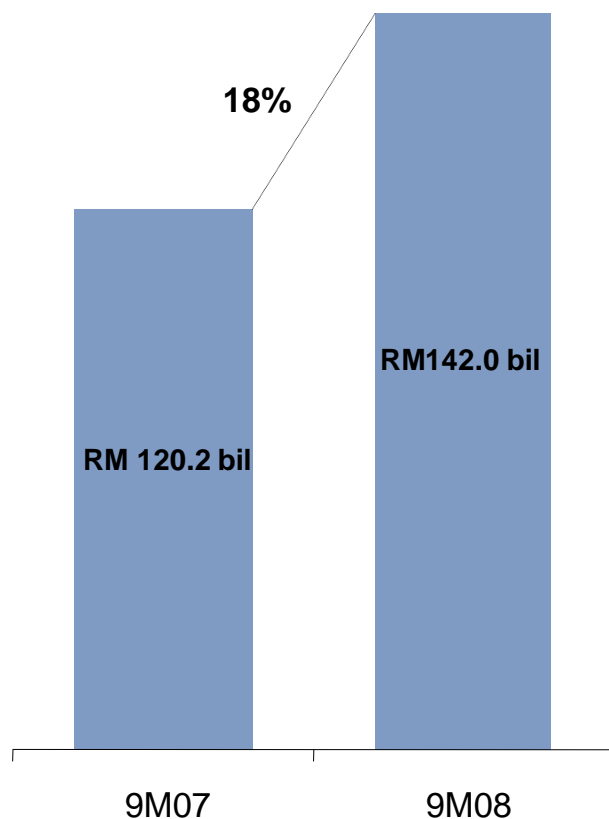
Gross Loans grew 10.5% over the year

Products / Divisions	Gross loans as at 30 th Sep 07 (RM bil)	Gross loans as at 30 th Jun 08 (RM bil)	Gross loans as at 30 th Sep 08 (RM bil)	Y-o-Y loans growth
Consumer Banking	53.5	58.8	60.4	12.9%
Mortgages	18.0	21.5	23.0	27.8%
- Of which performing	16.1	19.9	21.4	33.0%
HP	11.0	11.5	11.4	3.0%
Credit cards	2.1	2.5	2.6	25.0%
CIMB Xpress	0.4	0.6	0.7	63.5%
Business	14.3	14.0	13.9	-2.9%
Corporate & Investment	33.8	33.0	33.9	0.4%
Niaga (IDR bil)*	36,558	46,438	47,930	31.1%

* In RM terms, **26%** y-o-y growth



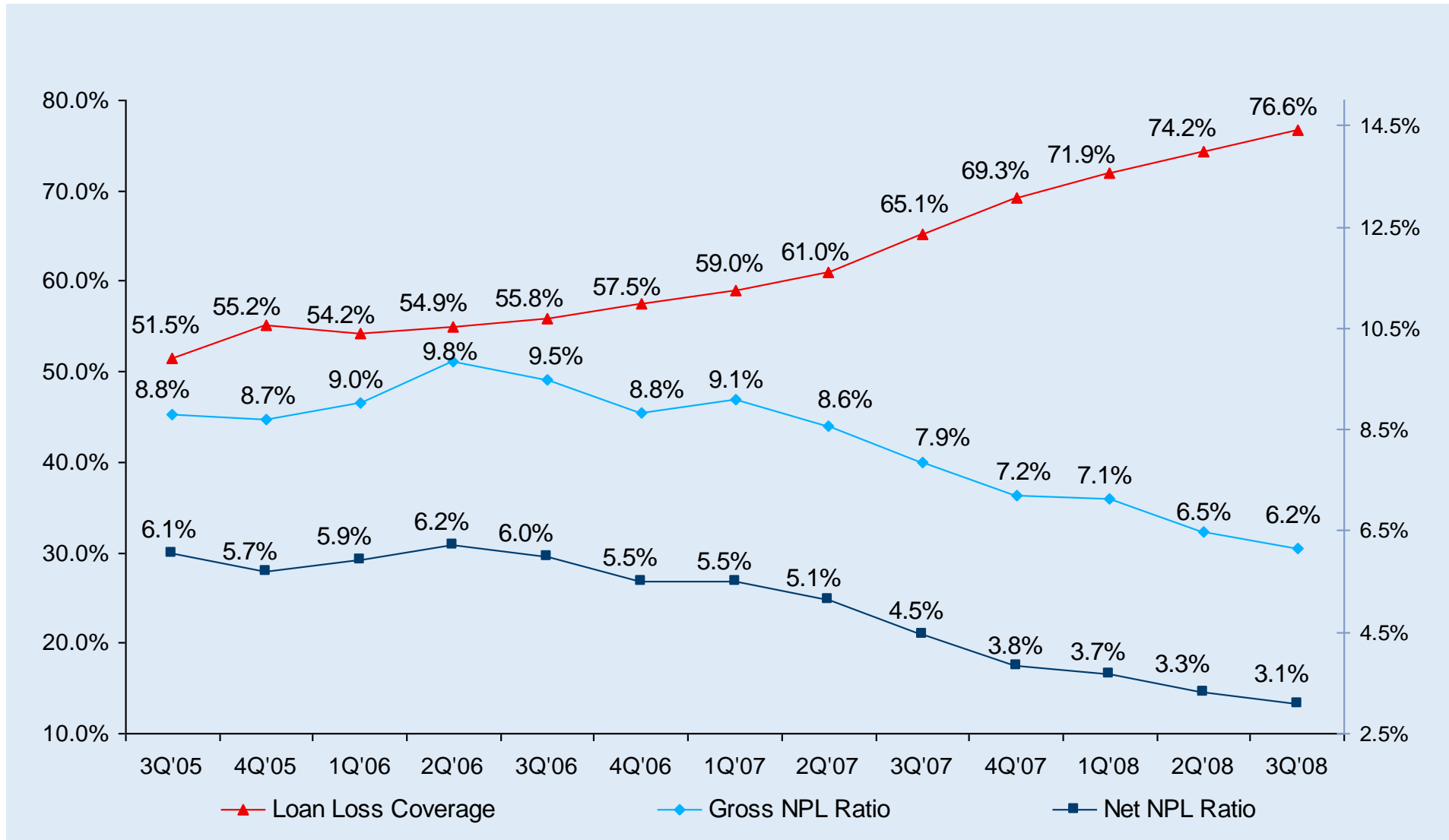
Deposits Grew 18% Over the Year



Divisions / Products	30 th Sep 07 (RM bil)	30 th Jun 08 (RM bil)	30 th Sep 08 (RM bil)	Y-o-Y growth
Retail	29.0	33.5	35.8	23.6%
- Current	3.7	4.2	4.1	11.6%
- Savings	7.7	8.6	9.2	19.2%
- Fixed & structured deposits	17.6	20.7	22.5	28.1%
Business	16.3	17.9	17.8	9.6%
Corporate & Treasury	60.7	68.2	70.1	15.5%
Bank Niaga (IDR bil) *	38,216	49,089	50,493	32.1%

* In RM terms, **28%** y-o-y growth

Better Asset Quality Ratios Again



Gearing and Double Leverage at Target Levels

BCHB Holding Company RM mil	3Q08	2Q08
Investment in subsidiaries	11,439	11,429
External debt & borrowings	3,770	3,255
Share capital	3,371	3,371
Reserves	6,368	6,267
Gearing ratio	38.7%	33.8%
Double leverage ratio	117.5%	118.6%
RWCR - Bank	14.2%	14.4%
- IB	37.9%	47.4%

** Share buy backs... 48.507 mil BCHB shares bought back from 22 Jan 2008 to 30 Sep 2008 at average price of RM9.24 worth RM 448 million

BCHB: Operating Expenses

(RM 'mil)	2Q08	3Q08	Q-o-Q	9M07	9M08	Y-o-Y
Personnel	499	468	(6%)	1,612	1,495	(7%)
Establishment	222	192	(14%)	626	617	(1%)
Marketing	69	76	11%	180	201	12%
Admin & general	245	194	(21%)	699	715	2%
Total costs	1,035	930	(10%)	3,117	3,028	(3%)

Key Ratios

(%)	4Q07	1Q08	2Q08	3Q08
ROAE	13.0	13.6	16.5	11.4
Net interest margin* (excl. IIS)	2.3	2.3	2.2	2.3
Fee income/ total income	17.1	15.0	20.1	21.5
Non-interest income/ total income	55.5	44.8	48.8	31.8
Cost/ income	56.1	52.7	48.0	55.2
Loan loss coverage	69.3	71.9	74.2	76.6
Gross NPL ratio	7.2	7.1	6.5	6.2
Net NPL ratio	3.8	3.7	3.3	3.1
Average shareholders' funds	14,998	15,803	15,752	15,651
Double leverage (Company)	116.0%	117.6%	118.6%	117.5%

→ In line with 115% - 120% DL target

BCHB GROUP : 9M08 RESULTS
MALAYSIAN CONSUMER BANK

Consumer Bank Shows Significant Turnaround on Year

(RM mil)	2Q08	3Q08	3Q08 vs. 2Q08	9M07	9M08	9M08 vs. 9M07
Net interest/financing income	653	681	4%	1,815	1,956	8%
Non interest income	184	188	2%	480	535	11%
Total income	837	869	4%	2,295	2,491	9%
Overheads (direct + head office allocation)	(523)	(548)	5%	(1,681)	(1,688)	0.4%
Loan provisions	(78)	(89)	14%	(653)	(294)	(55%)
PBT*	234	231	(1%)	(36)	512	1,522%
Loan loss charge	0.13%	0.15%	11%	1.22%	0.49%	(60.0%)

* Includes share or profit of jointly controlled companies

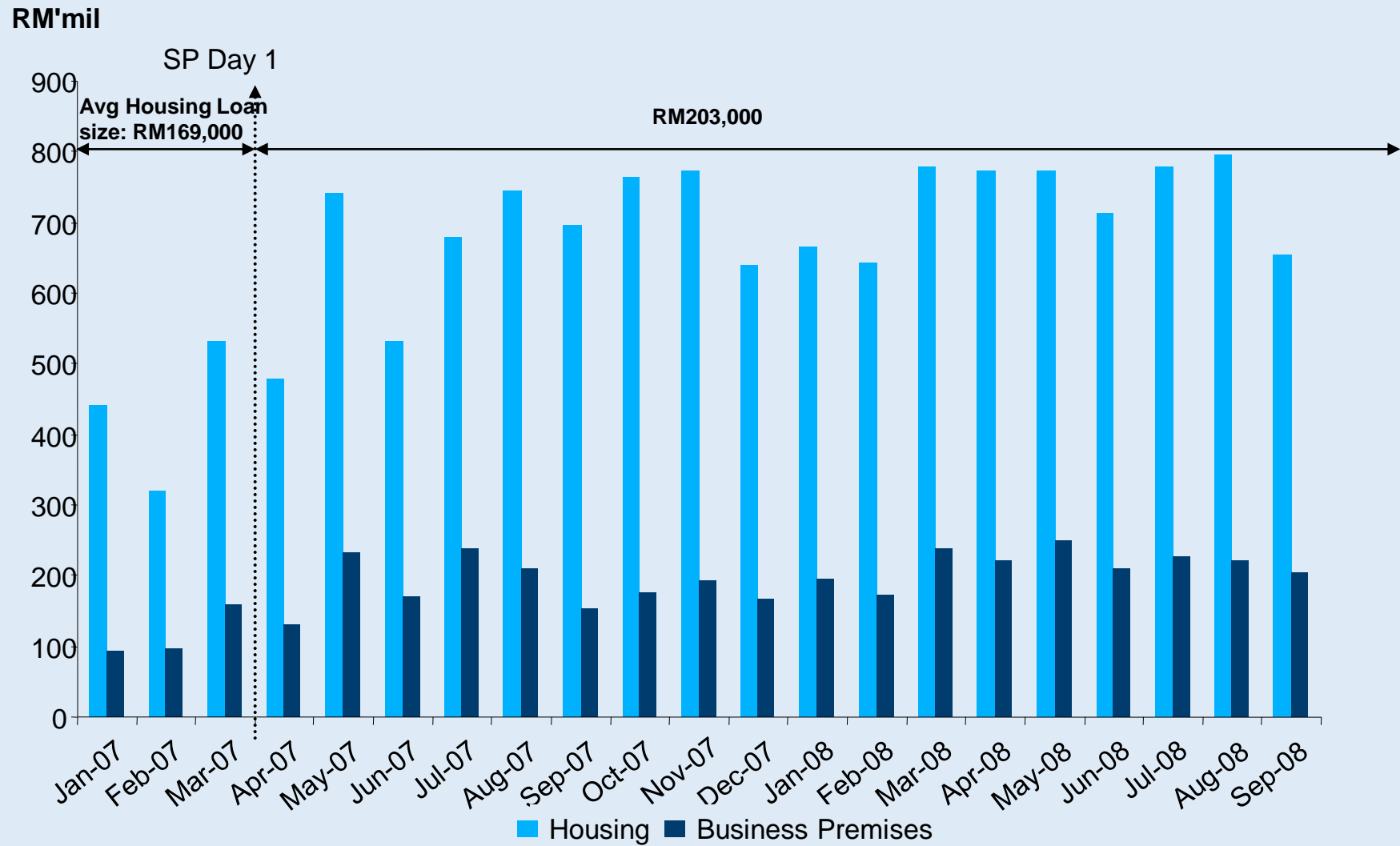
Consumer Market Shares Improve In Preferred Areas

Market shares	30 th Sep 2008	30 th June 2008	31 st Mac 2008	Ranking
Mortgages	11.7%	11.3%	10.8%	3
HP	10.7%	11.1%	11.5%	4
Credit cards - by loan base - card base	10.6% 9.8%	10.3% 9.4%	9.7% 8.8%	3
Retail deposits *	8.9%	8.9%	8.8%	4
SME loan	12.4%	12.5%	12.5%	3

*Excludes structured deposit as per BNM's definition

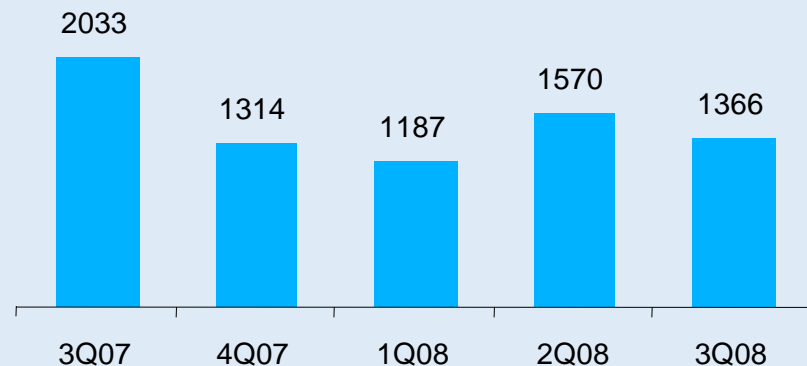
Sales fell in September 08 in line with operating environment...

Retail Loans – Housing Loans and Business Premises Loans

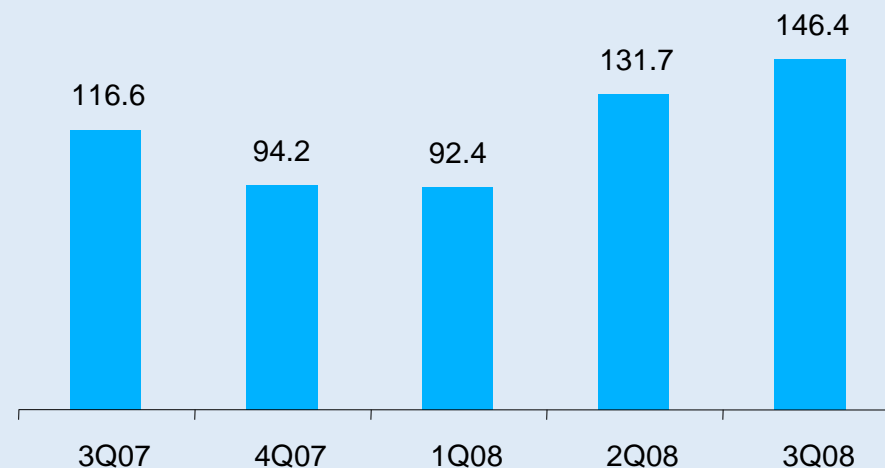


Other Consumer Indicators (1)

**Business Banking Division - Total Loans Approved (RM mil)
New & Enhancement**



CIMB Express - Total Disbursed (RM 'mil)

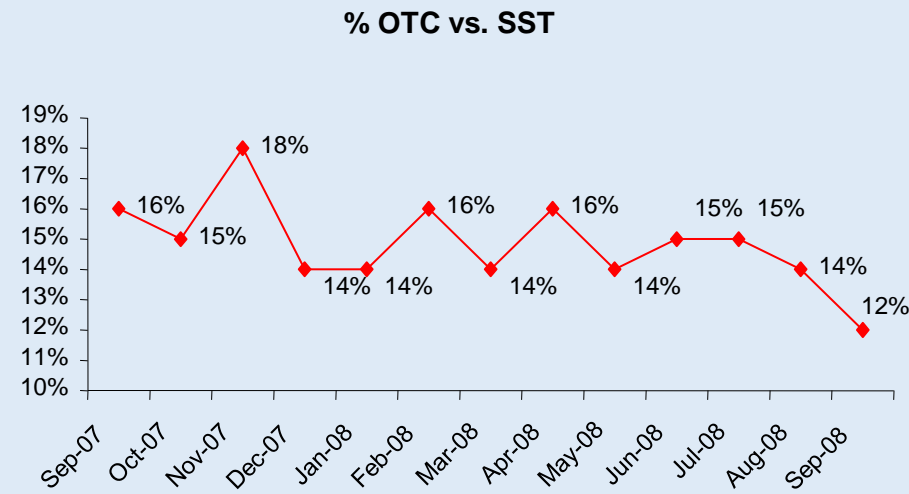


**Wealth Management
(RM mil)**

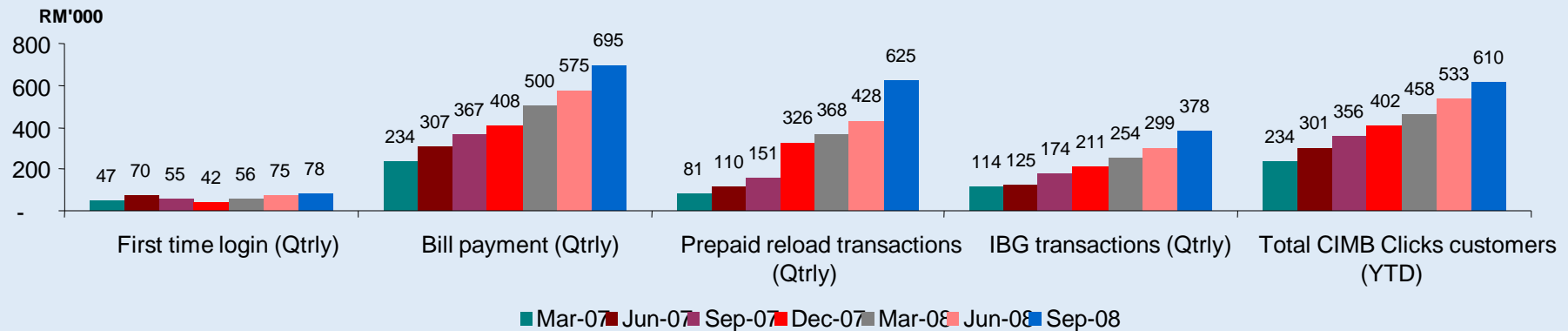
	1Q07	2Q07	3Q07	4Q07	1Q08	2Q08	3Q08
Unit Trust	83	510	219	154	65	540	188
Banca Sales	26	40	34	61	53	64	56
Structured Product	641	199	428	345	673	49	145
FD Freedom	31	48	23	10	4	10	-
Max InvestSave	-	-	-	-	-	-	0.8
Total Sales	781	798	704	570	795	663	390

Other Consumer Indicators (2)

Average Product Holding Across Retail	Upper Mass	Mass Affluent
Jan-08	3.86	2.62
Feb-08	3.93	2.63
Mar-08	3.97	2.65
Apr-08	4.00	2.67
May-08	4.06	2.70
Jun-08	4.13	2.72
Jul-08	4.16	2.74
Aug-08	4.16	2.73
Sep-08	4.16	2.74

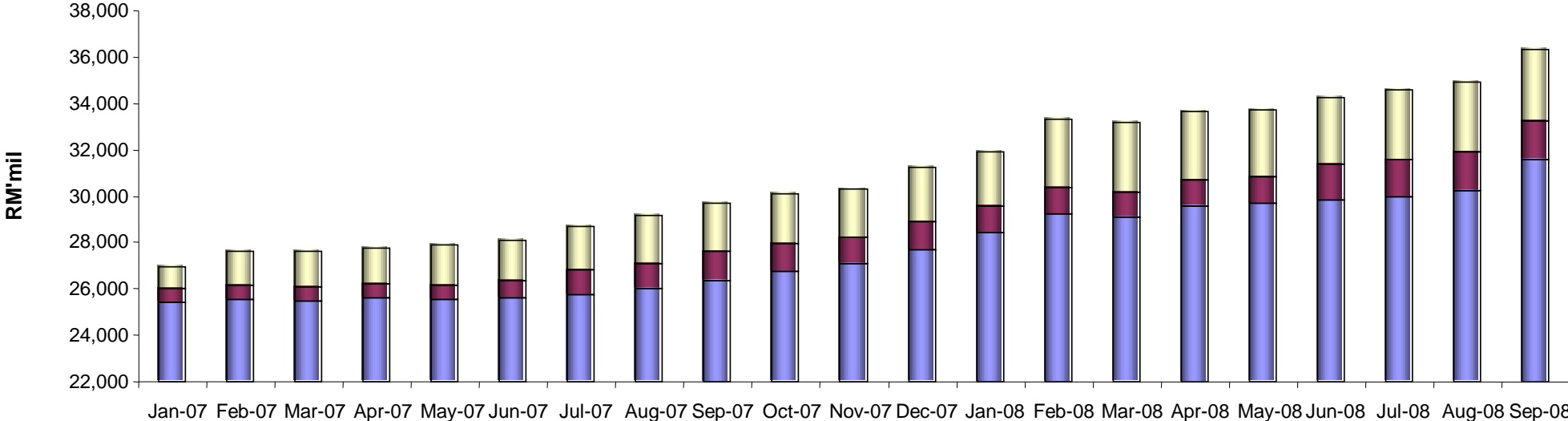


CIMB Clicks - Customer Base and Utilisation Growth

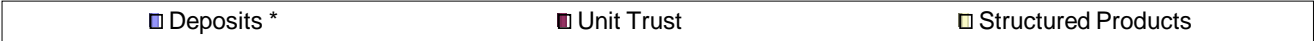


Retail Banking Assets Under Management

AUM



	Jan-07	Feb-07	Mar-07	Apr-07	May-07	Jun-07	Jul-07	Aug-07	Sep-07	Oct-07	Nov-07	Dec-07	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08
Structured Products	892	1,453	1,534	1,530	1,734	1,726	1,872	2,072	2,126	2,144	2,081	2,392	2,355	2,899	2,997	2,979	2,924	2,904	2,974	3,034	3,066
Unit Trust	622	597	585	625	642	763	1,068	1,070	1,218	1,240	1,144	1,165	1,125	1,139	1,101	1,160	1,093	1,575	1,643	1,655	1,667
Deposits *	25,412	25,545	25,507	25,592	25,522	25,607	25,751	26,043	26,376	26,748	27,102	27,697	28,456	29,261	29,086	29,540	29,712	29,801	29,954	30,231	31,560

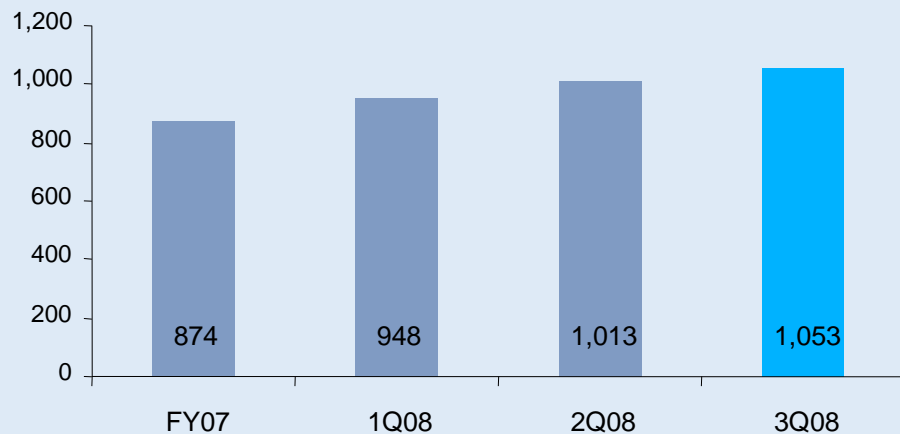


* Deposits include both conventional & Islamic but excluding foreign currency accounts

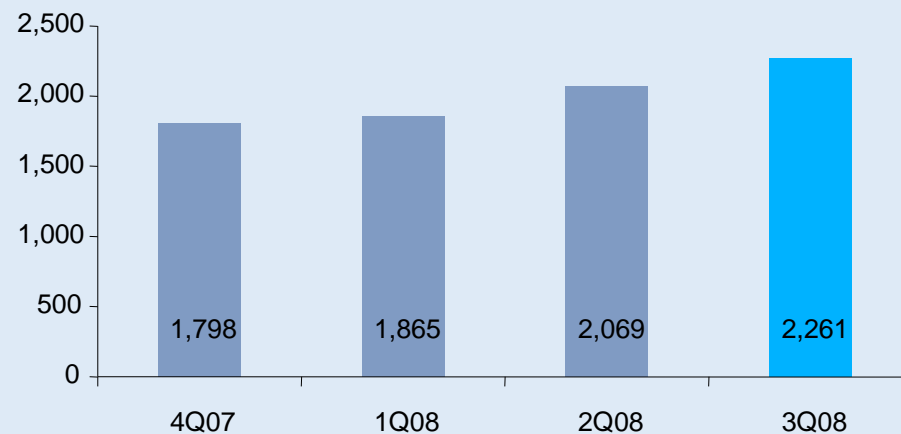
- Total AUM grew 16.1% from Dec 07, major contributor from Deposits and Structured Products

Credit Cards Continue to Surge

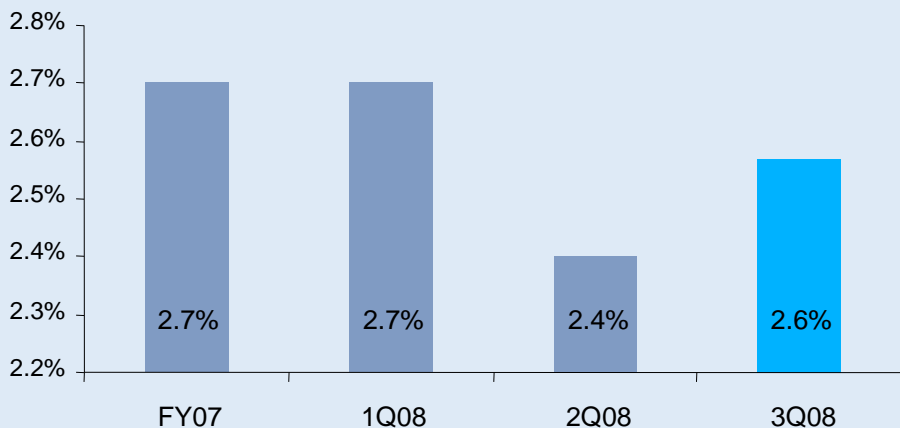
Card base (RM '000)



Card Spending (RM 'mil)



NPL Ratio



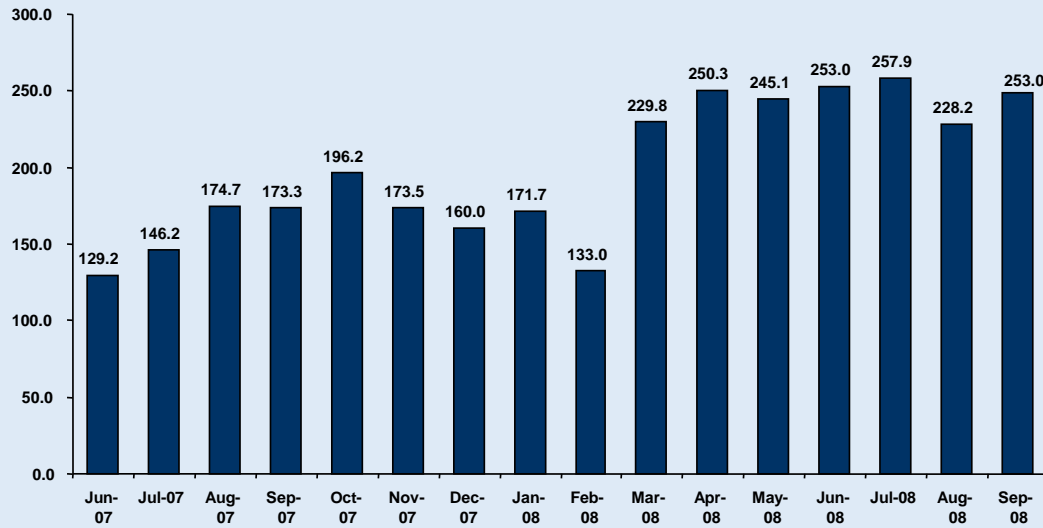
Average Monthly Branch Card Applications

Cards

FY06	6,865
FY07	25,364
1Q08	60,181
2Q08	51,799
3Q08	37,714

HP Business in 3Q08 Remain Steady, Asset Quality Continue to Improve

Auto Finance Loan Disbursed As At 2Q08 (RM million)



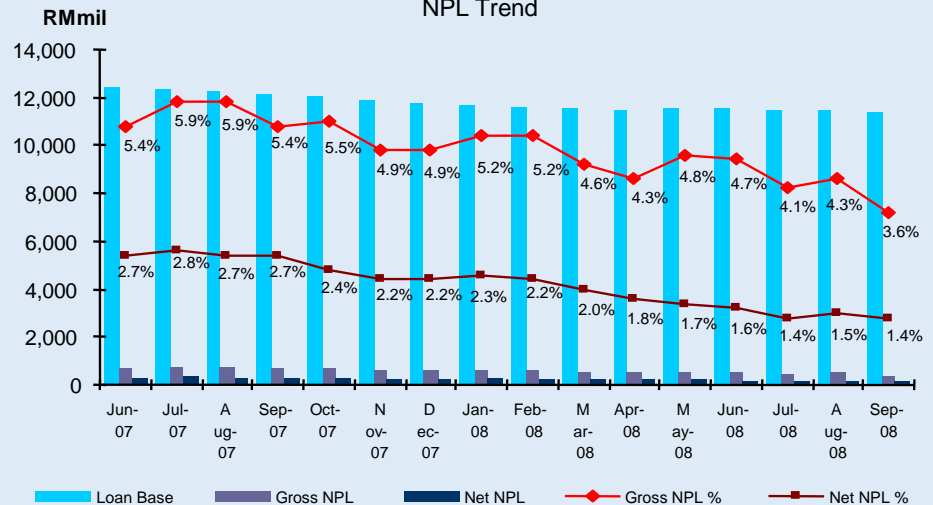
HP Key Themes

- Disbursement fall marginally in 3Q08 by 1% (RM748m in 2Q08 to RM739m in Q308)... Financing of new National cars, Toyota and Nissan contributed above 60% of the total financing for new cars
- CIMB has held firm on rates, impairing sales for now

Repossessed Vehicle Stock



NPL Trend



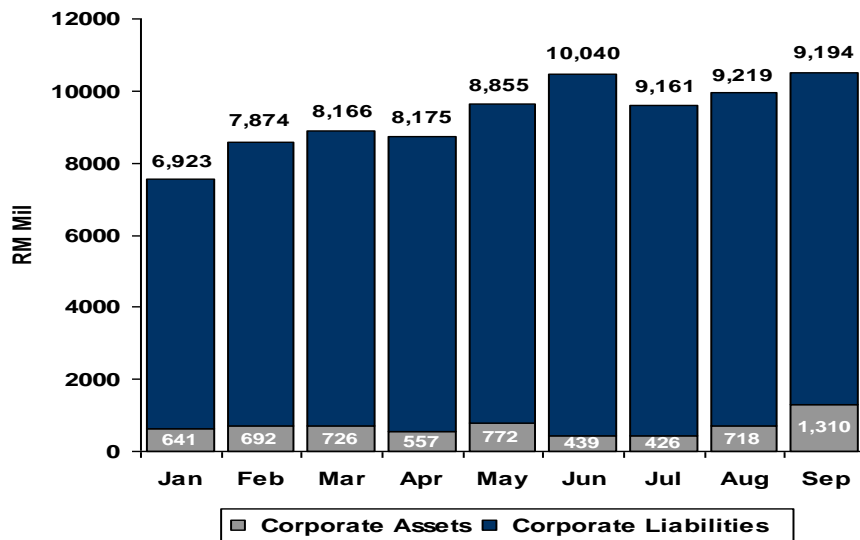
CIMB Islamic Business is Gaining Momentum too

Ranking of Total Islamic Assets

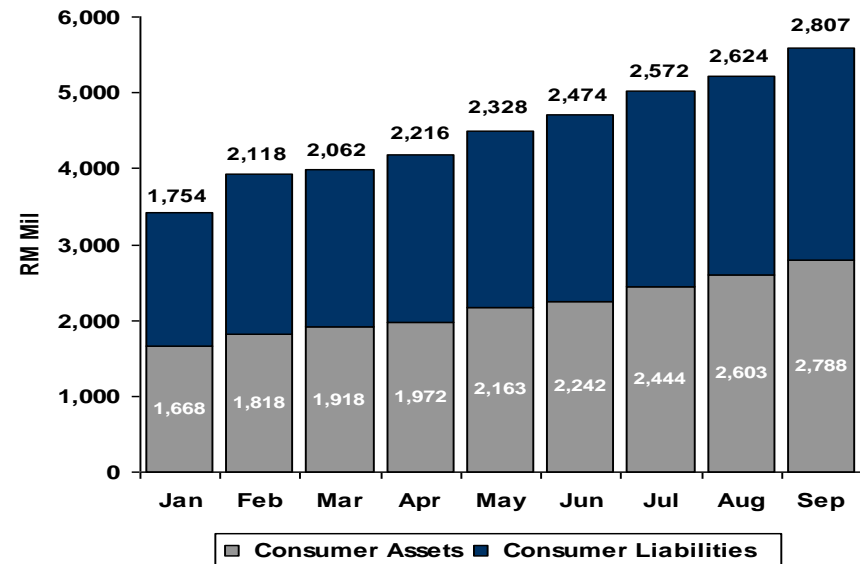
Total Islamic Assets	Total Assets RM mil
MIBB	26,925
Bank Islam	23,559
CIMB Islamic	16,669
PBB-i	14,754
Muamalat	13,217

- Why Wait outstanding as at 30 Sept 2008 is RM1.94 billion
- Credit card launched on 17 Oct 2008

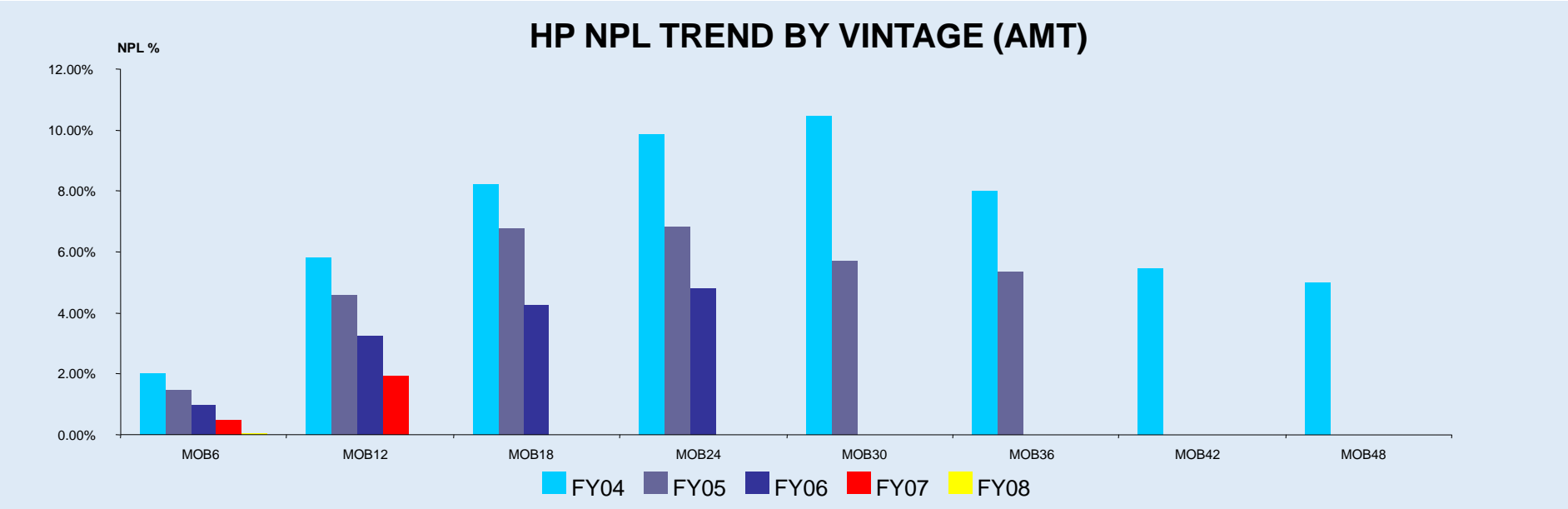
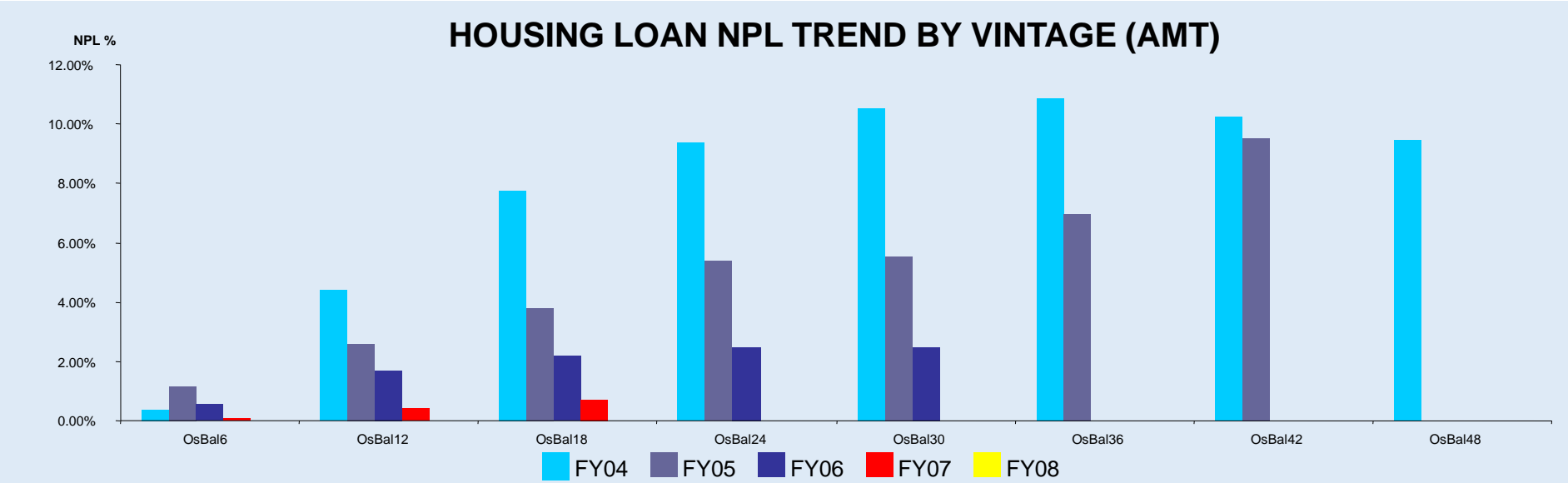
FY08 Islamic Corporate Assets & Liabilities



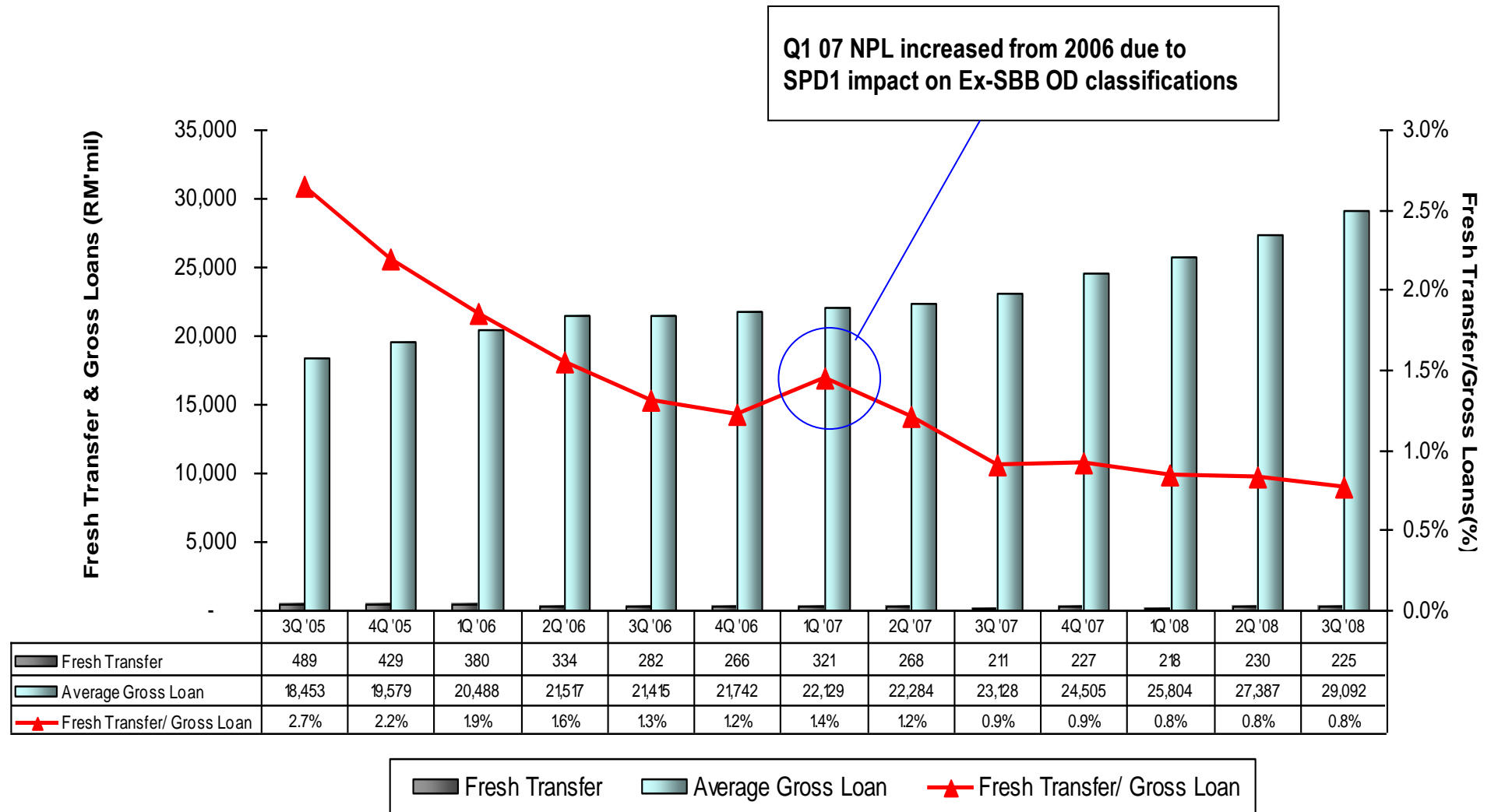
FY08 Islamic Consumer Assets & Liabilities



Vintage Analysis Indicates Better Asset Quality



Fresh Transfer against Average Gross Loans (Conventional only)



Note: Combined book of Good Bank and Bad Bank

BCHB GROUP : 9M08 RESULTS

INVESTMENT BANKING & TREASURY

Income Breakdown

Corporate & Investment Banking

(RM mil)	2Q08	3Q08	Q-o-Q	9M07	9M08	Y-o-Y
Net interest/financing income	180	192	7%	449	561	25%
Fee & commission income	191	103	(46%)	514	389	(24%)
Net trading income	38	8	(78%)	364	157	(57%)
Brokerage income	67	57	(15%)	284	206	(27%)
Total income	476	360	(24%)	1,611	1,313	(19%)

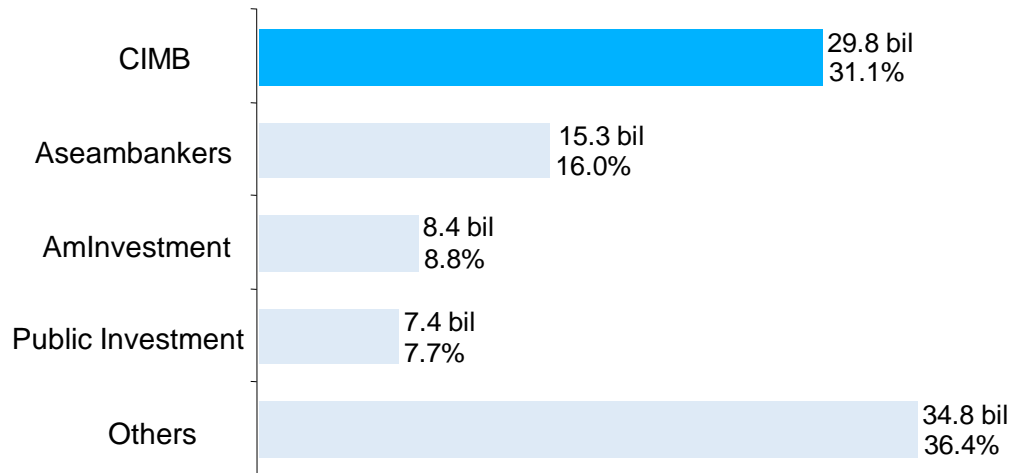
Treasury & Investments

(RM mil)	2Q08	3Q08	Q-o-Q	9M07	9M08	Y-o-Y
Net interest income	162	178	10%	586	490	(16%)
Fee income	6	4	(33%)	42	15	(65%)
Net trading income	228	(170)	(175%)	602	185	(69%)
Other income	62	94	50%	-	295	n/a
Total income	458	106	(77%)	1,230	985	(20%)

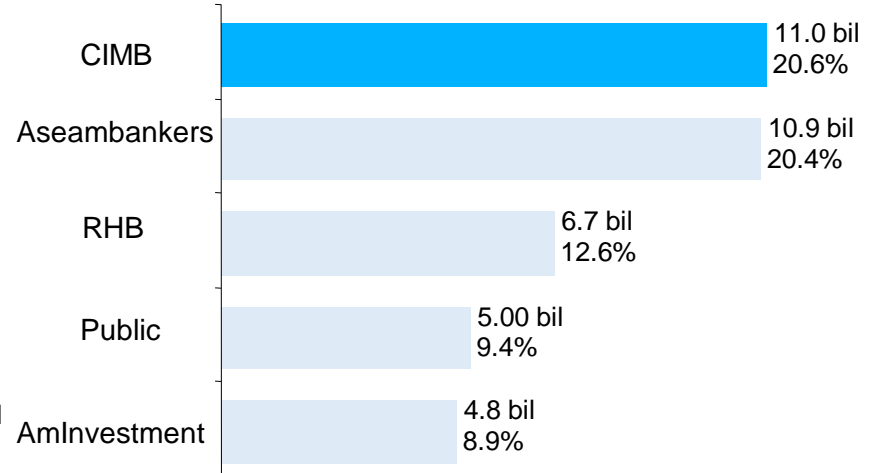
*Excludes gain on disposal of subsidiaries

YTD Malaysian Market Shares Maintained

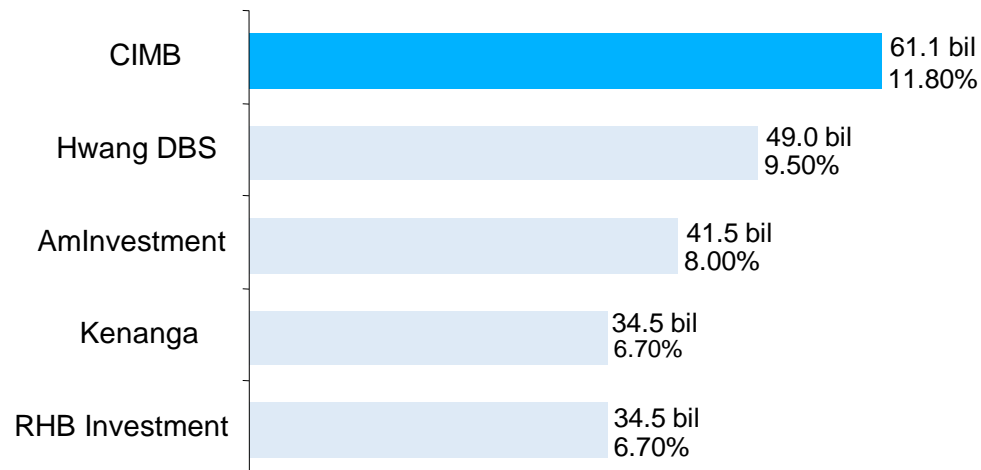
M&A ADVISORY (BY VALUE)



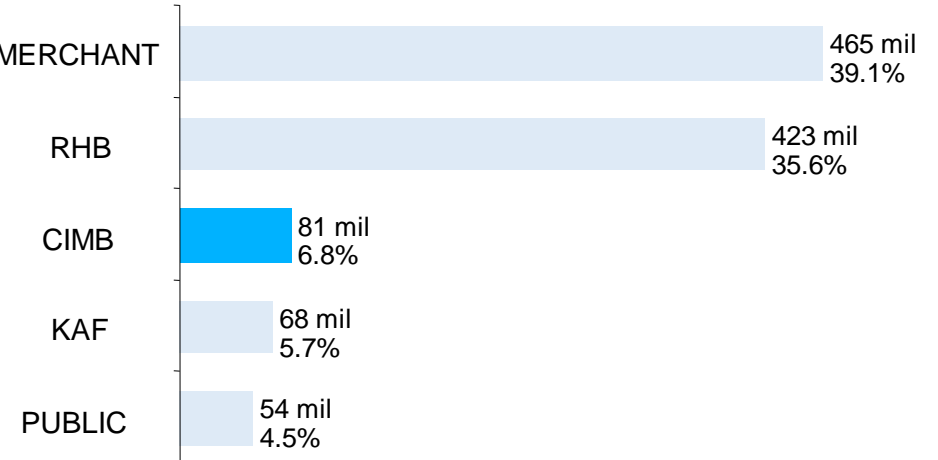
PRIMARY RM BOND MARKET (BY VALUE)



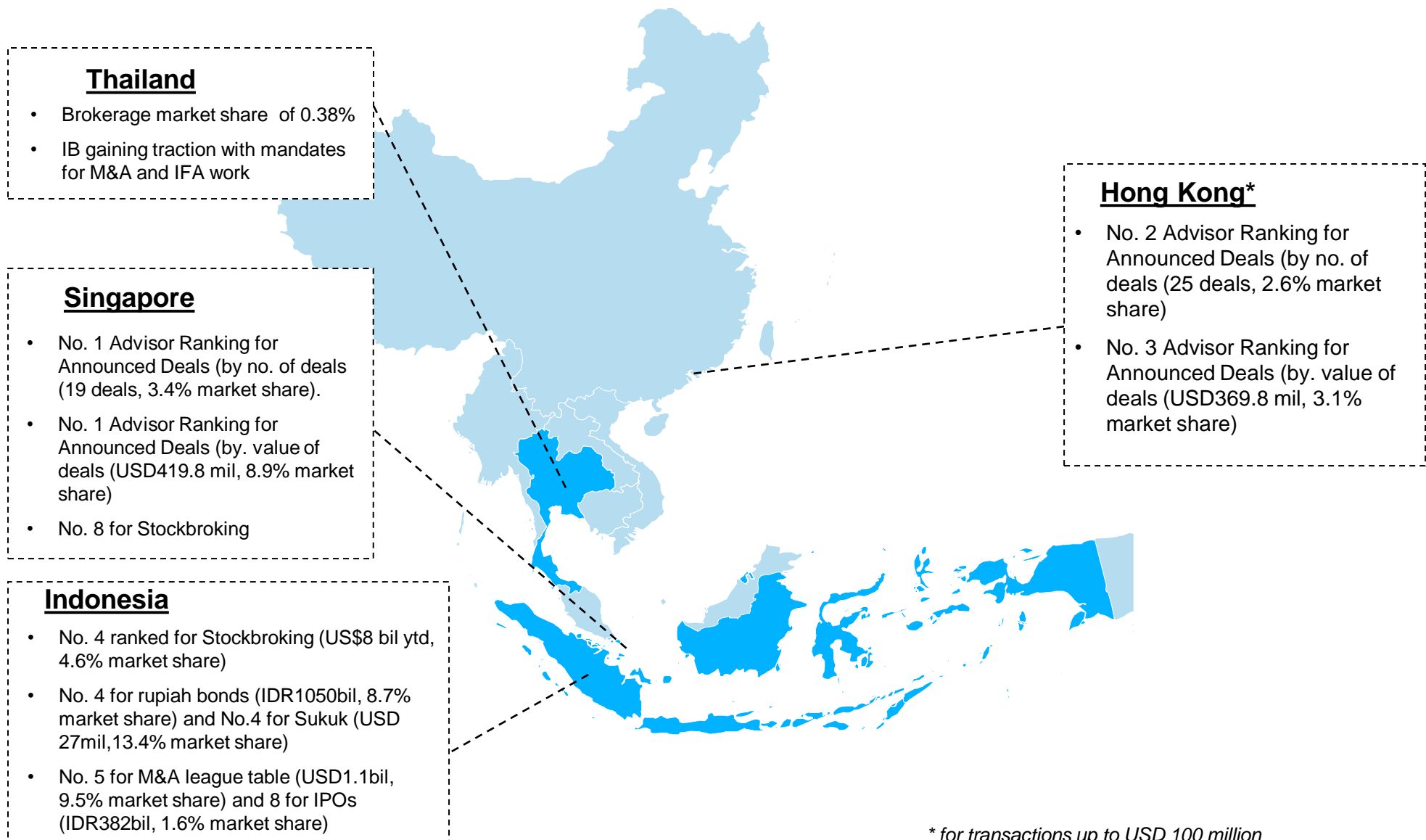
BROKING (BY VALUE)



IPO ADVISORY (BY VALUE)



and regional ones too



** for transactions up to USD 100 million
Data as at 30th September 2008 unless stated otherwise*

Islamic Investment Banking leadership sustained too

3Q08 Domestic Islamic League Table			3Q08 Global Islamic League Table		
Rank	Company	Market Share	Rank	Company	Market Share
1	CIMB	54.2%	1	CIMB	26.6%
2	Aseambankers	11.9%	2	HSBC	17.7%
3	AmInvestment Bank	9.7%	3	AmInvestment Bank	15.8%
4	OSK Investment	3.7%	4	Aseambankers	12.1%
5	Citi	2.6%	5	Calyon	8.8%

Source: RAM, MARC, SC & BNM

Source: Bloomberg

CIMB Islamic Notable Islamic Debt Transactions in 3Q08

- Tadamun Services Berhad: *RM1 billion Trust Certificate Issuance Programme Islamic Development Bank* - 1st inaugural RM Sukuk issue in Malaysia by Islamic Development Bank. The Programme has been accorded the highest investment grade rating of AAA by S&P
- RIM City Sdn Bhd : *RM1 billion Non-Rated Al-Bai' Bithaman Ajil Islamic Debt Securities*

BCHB GROUP : 9M08 RESULTS
INDONESIAN BANKING

Bank Niaga 3Q08 Financials (As Previously Announced on October 23 2008)

(IDR billion)	2Q08	3Q08	3Q08 vs. 2Q08	9M07	9M08	9M08 vs. 9M07
Net Interest Income	742	704	-5%	1,916	2,103	10%
Non Interest Income	88	98	11%	437	290	-34%
Operating Income	830	802	-3%	2,353	2,393	2%
Overhead Expenses	(498)	(520)	4%	(1,189)	(1,466)	23%
Pre Provision Operating Profit	332	282	-15%	1,164	927	-20%
Provisions Expense	(97)	(81)	-16%	(480)	(284)	-41%
Operating Profit	235	201	-14%	684	643	-6%
Non Operating Income	67	57	-15%	92	199	116%
Profit Before Tax	302	258	-15%	776	842	9%
Net Profit	221	162	-27%	590	590	0%
ROE*	17.70%	12.48%	-29%	17.62%	15.67%	-11%

Bank only

** ROE calculated against Tier 1 capital*

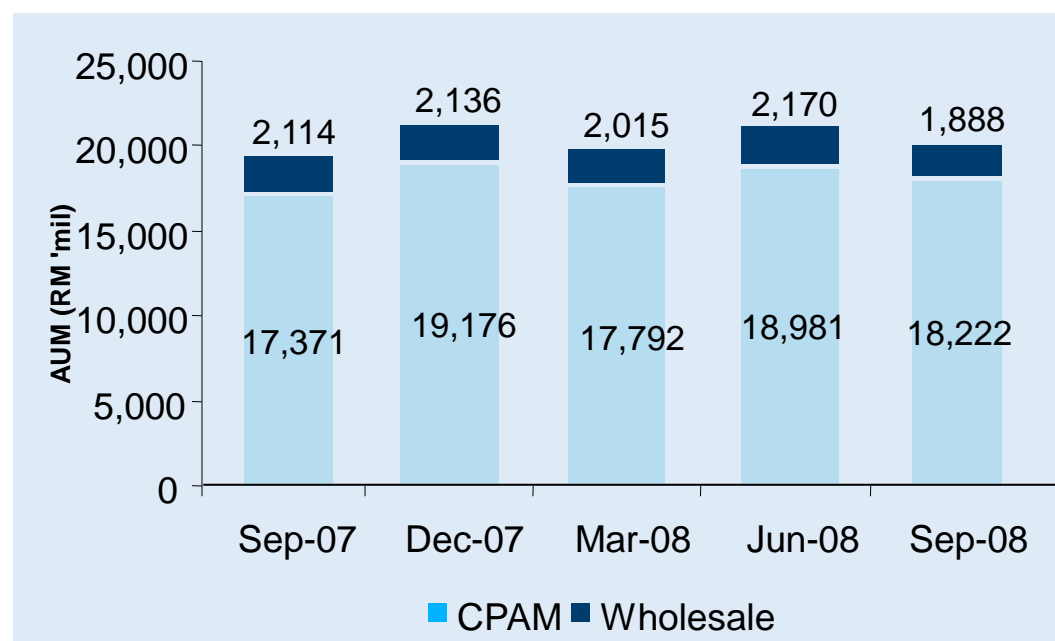
- Loans grew by 31% YoY to Rp47.93 trillion and 3%QoQ; Net NPL Ratio improved by 116bps YoY to 2.08%
- Total Customer Deposits grew by 32% to Rp49.09 trillion; Low Cost Fund increased by 4% YoY to Rp13.66 trillion

BCHB GROUP : 9M08 RESULTS

ASSET MANAGEMENT & INSURANCE

Group's Assets Under Management & Insurance

PBT	9M07 RM mil	9M08 RM mil
CPAM Group	36	32
Wholesale Funds	45	4
Total	81	36



Insurance

PBT	9M07 RM mil	9M08 RM mil
Commerce Assurance	33	-
CIMB Aviva	26	(14)
CIMB Takaful	8	(4)

- Sale and restructuring of business

BCHB GROUP : 9M08 RESULTS

CORPORATE TRANSACTIONS UPDATE

GSAM Updates – Corporatisation

- ✓ Approved by CIMB Bank Board on April 28 and CIMBG Board on May 7
- ✓ Common Forge Berhad identified as SPV, portfolio involves 58,529 accounts with NBV at RM 1.8 billion
- ✓ Exploring external funding and determining structural impediments to future sales
- ✓ Corporatisation exercise deferred till climate more conducive to attract strategic investor

G-SAM recovery portfolio *	31st Mar 2008	30th June 2008	30th Sept 2008
Legally Claimable Balance	RM12.7 bil	RM12.3 bil	RM12.2 bil
Net book value	RM2.8 bil	RM2.2 bil	RM2.0 bil
Estimated FSV (Collateral Value)	RM4.7 bil	RM4.5 bil	RM4.2 bil
*Gross NPL	RM6.0 bil	RM5.8 bil	RM5.6 bil
Gross / Net NPL ratios	87.5% / 76.3%	83.8% / 66.3%	82.7% / 63.1%

Good Bank portfolio	31st Mar 2008	30th June 2008	30th Sept 2008
*Gross NPL	RM1.7 bil	RM1.6 bil	RM1.6 bil
Gross / Net NPL ratios	2.1% / 1.1%	2.1% / 1.2%	2.1% / 1.0%

•Gross NPL excludes IIS

Note: Excludes Direct Banking & Cards, CIMB Express and Auto Finance

Niaga Lippo Update

- Business integration planning for all units completed and endorsed
- As at the closing date of the standby offer on July 28, the level of acceptances were as follows:

	% Acceptance	Potential outlay
Niaga minorities	94.18%	IDR4.9 trillion / RM1.72 billion
Lippo minorities	73.79%	IDR0.55 trillion / RM191 million

- CIMB's stake in CIMB Niaga will increase to 78% based on the take up rate
- Approval from Bank Indonesia and Ministry of Justice obtained on 15 October and 22 October
- Legal Day 1 is November 1 and payment date to shareholders is on 7 November

Corporate Transactions Update

A. SIBB / SBB

- Disposal of SBB Securities was completed on October 22.
- Proposed acquisition of assets and liabilities of SIBB is pending application to High Court for vesting.

B. Bank of Yingkou

- Bank of Yingkou submitted application to Yingkou BRC on 30 May 2008, now at central CBRC, awaiting approval.
- Meeting with CBRC in Beijing in early July, CBRC has requested for further updates on the collaboration front. Currently awaiting CBRC approval.

C. Bank Thai

- BNM, MOF (Thailand) and Ministry of Commerce (Thailand) approval obtained.
- Completion of the 42% acquisition from FIDF scheduled for 5 Nov 2008 and MGO details will be announced shortly after.

D. NPL Sale Tranche 1

- Sale of 1.1 billion of NPL to Sinesinga (SPV owned by Standard Bank), approval from BNM obtained on 30th October 2008. Pending MOF approval.

BCHB GROUP : 9M08 RESULTS SUMMARY

Key 2008 Targets: 9M08 Checkpoint

	2008	9M08
ROE	>16%	X
TSR	>KLCI	X
Total loans growth*	12%	✓
Retail deposit^	25%	X
Loan loss charge	0.7%	✓
Tier 1 (at bank)	8%	✓
RWCR (at bank)	12.5%	✓
Double leverage	≈ 115%	✓

Target achieved (✓) / not achieved (X)

* calculated on annualised basis

^ 22.6% on an annualised basis

THANK YOU