



Analyst Presentation 9M18 Results CIMB Group Holdings

29 November 2018



Key Financial Highlights

Net Profit (RM)[^]

3,538mil

+3.6% Y-o-Y

ROE^{*^}

9.8%

Flat Y-o-Y

Gross Loan (RM)[~]

338.4bil

+4.9% Y-o-Y

Cost-to-Income[^]

51.6%

-50bps Y-o-Y

Loan Loss Charge^{*}

0.45%

-23bps Y-o-Y

CET1

12.3%

+30bps Y-o-Y

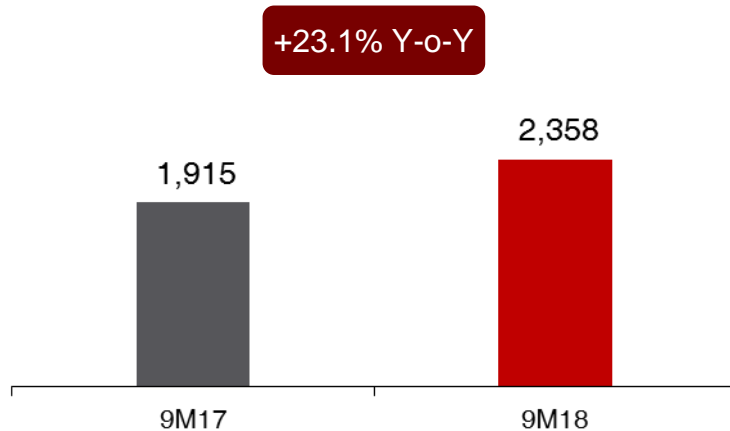
Notes: [^] Includes CSI gain of RM163mil. Excludes CPAM & CPIAM gain of RM928mil

^{*} Annualised

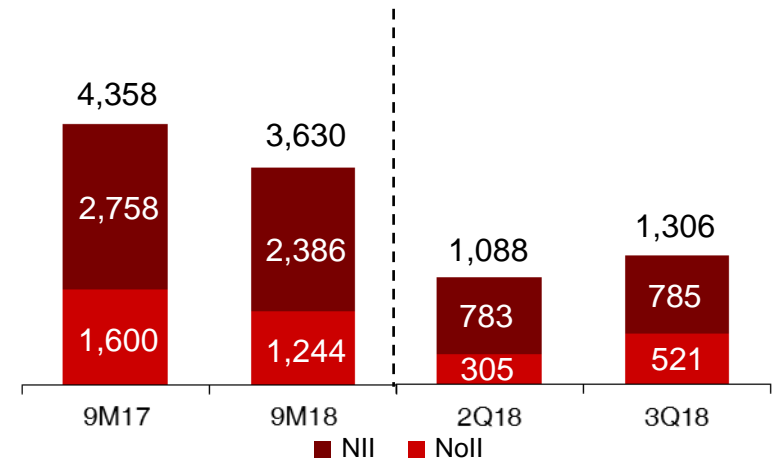
[~] Excluding bad bank

Key Business/Operational Highlights

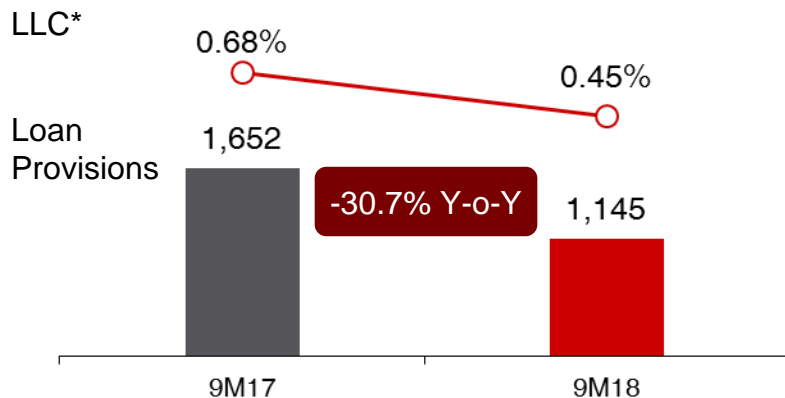
Consumer Banking PBT remains strong (RM 'mil)



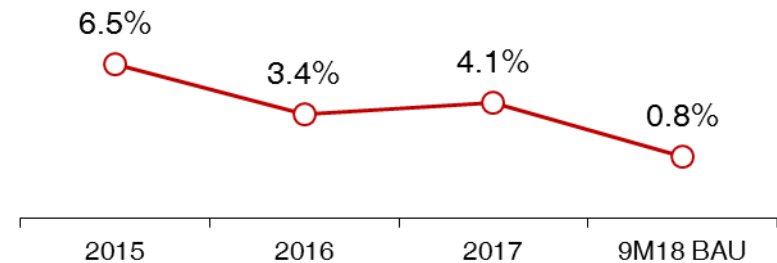
Wholesale revenue recovery in 3Q (RM 'mil)



Provisions: Continued improvement from Consumer and Commercial (RM 'mil)

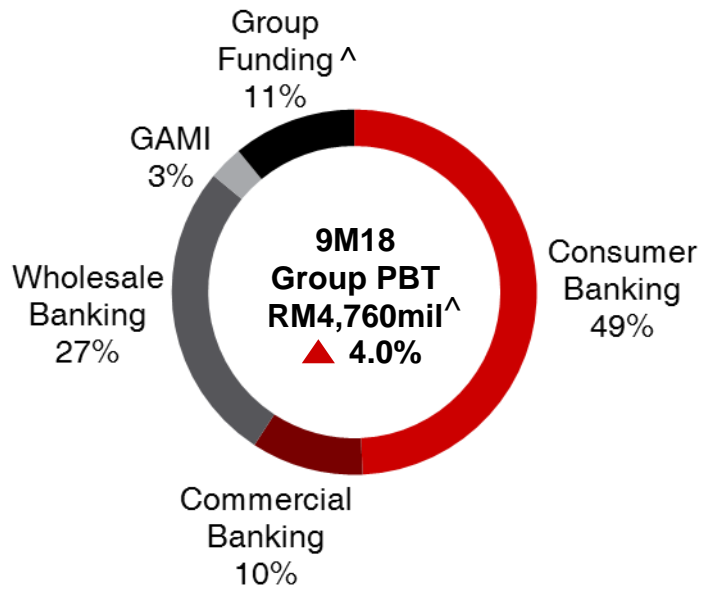


Positive JAW maintained in 9M18



**Completed Jupiter acquisition in 3Q18.
Malaysia phase of the China Galaxy
partnership in progress**

PBT By Segment

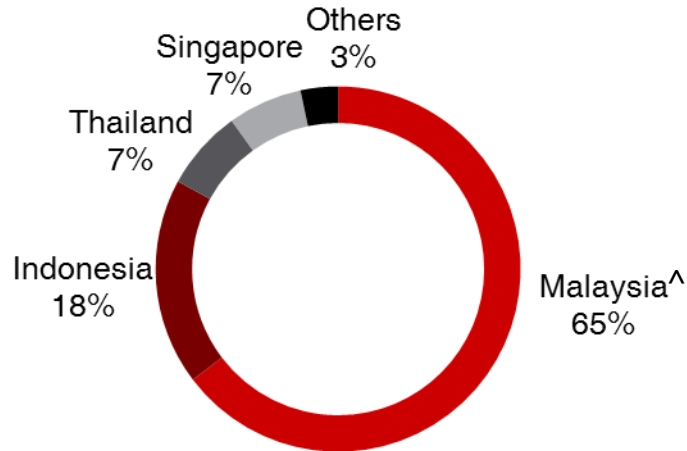


- Consumer Banking maintains positive momentum
- Commercial Banking: Lower provisions and cost
- Wholesale Banking: Weaker YoY markets and higher QoQ provisions
- GAMI performed well from both public and private markets, while Group Funding higher from gain on sale of 50% of CSI

	Consumer Banking	Commercial Banking	Wholesale Banking	GAMI	Group Funding [^]
Y-o-Y	▲ 23.1%	▲ 69.4%	▼ 31.3%	▲ 52.6%	▲ 17.2%
Q-o-Q	▼ 2.1%	▲ 1.7%	▼ 16.5%	▲ 12.5%	▲ 25.2%

Note: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

PBT By Country

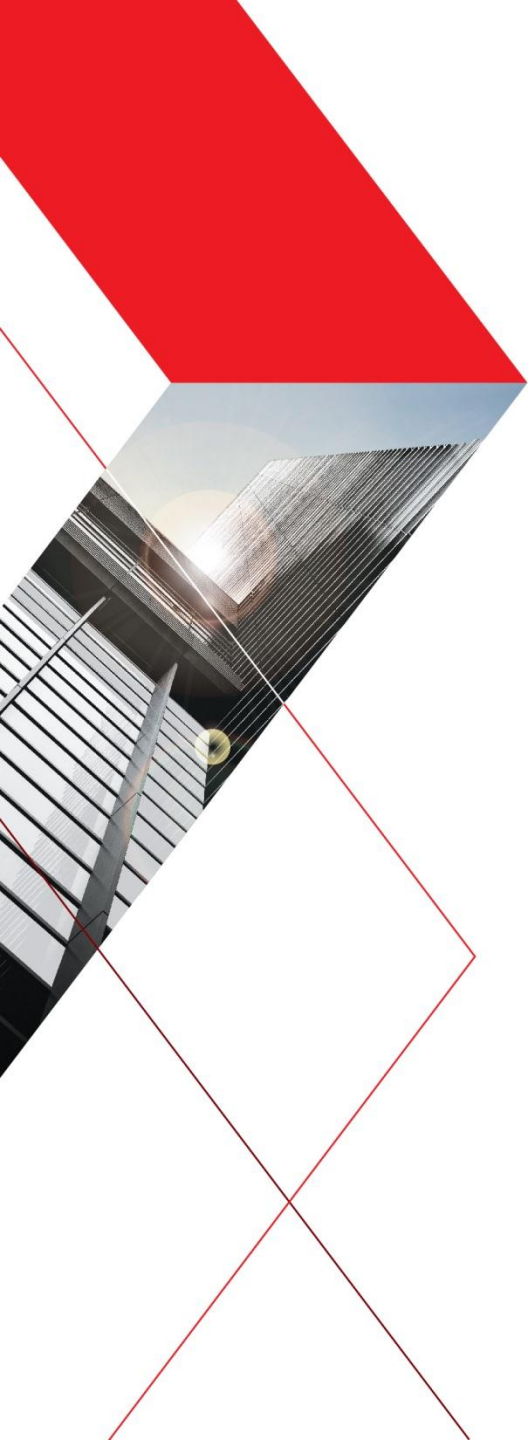


- Malaysia: Holding up YoY due to Consumer. QoQ affected by bonds impairment
- Indonesia: Continues to perform well from lower provisions. Excluding FX PBT +8.7% YoY
- Thailand: Lower provisions YoY. QoQ affected by higher provisions and opex
- Singapore: Improved from deconsolidation of CSI

	Malaysia [^]	Indonesia	Thailand	Singapore
Y-o-Y	▲ 0.4%	▼ 5.3%	▲ 83.5%	▲ 14.2%
Q-o-Q	▼ 1.7%	▲ 2.5%	▼ 34.2%	▲ 2.9%

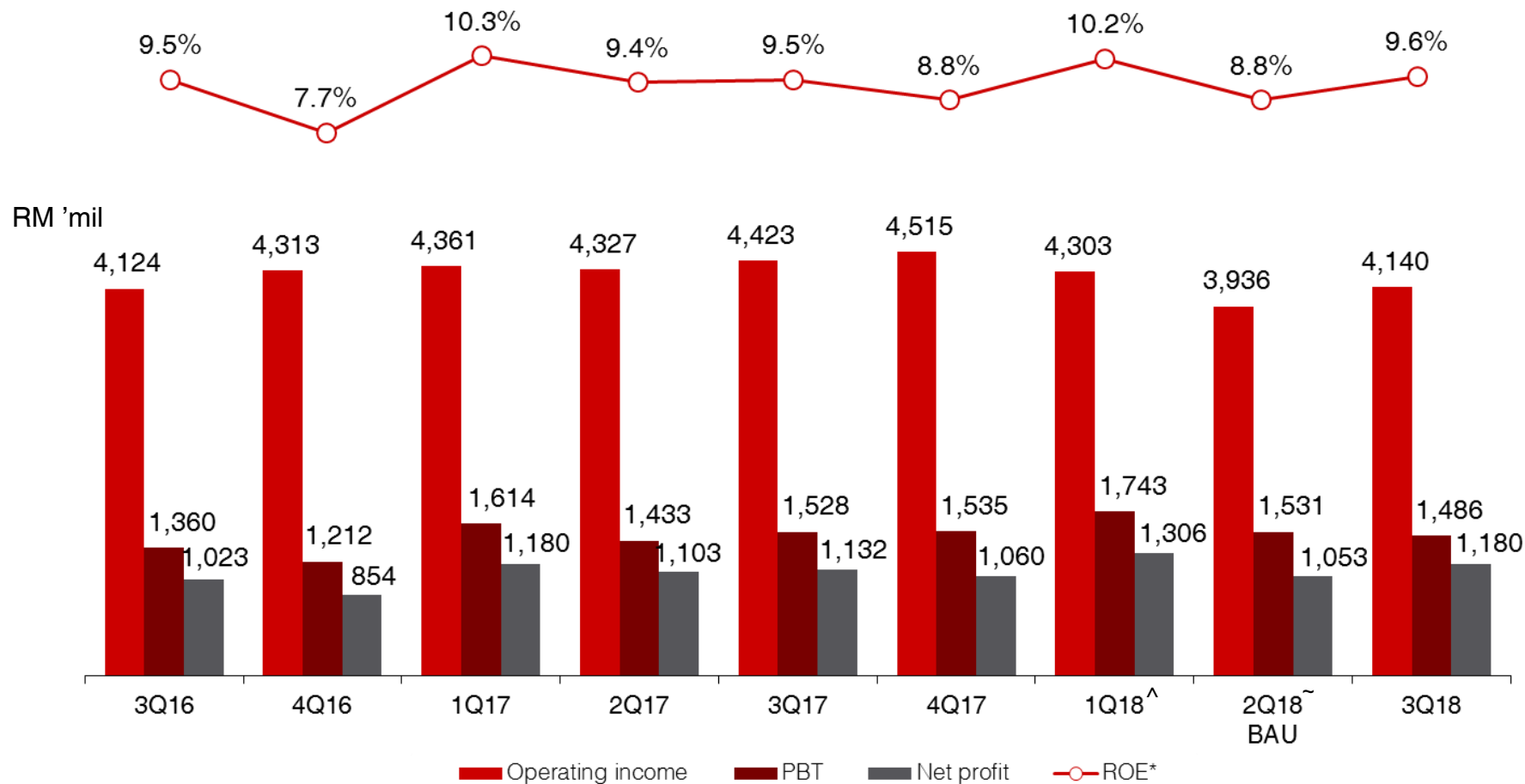
Notes: Excluding HQ costs, which mainly comprise of funding costs

[^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil



9M18 Financials

Quarterly Earnings Trend



Notes: [^] Includes CSI gain of RM152mil

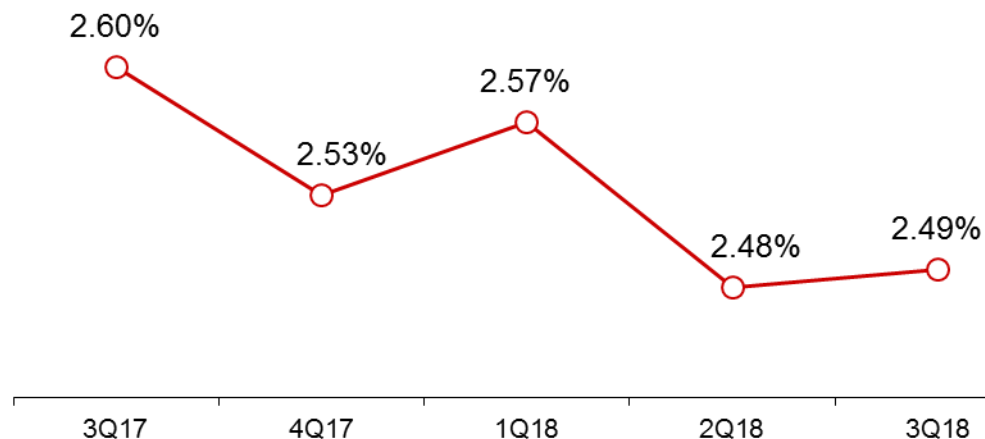
[~] Excludes CPAM & CPIAM gain of RM928mil and includes CSI gain of RM111mil

^{*} Annualised

Operating Income

(RM 'mil)	9M18 BAU [^]	Y-o-Y	3Q18	Q-o-Q BAU [^]
Net interest income	8,869	(3.7%)	3,000	2.4%
Non interest income	3,510	(10.0%)	1,140	13.4%
Total	12,379	(5.6%)	4,140	5.2%

Net Interest Margin*



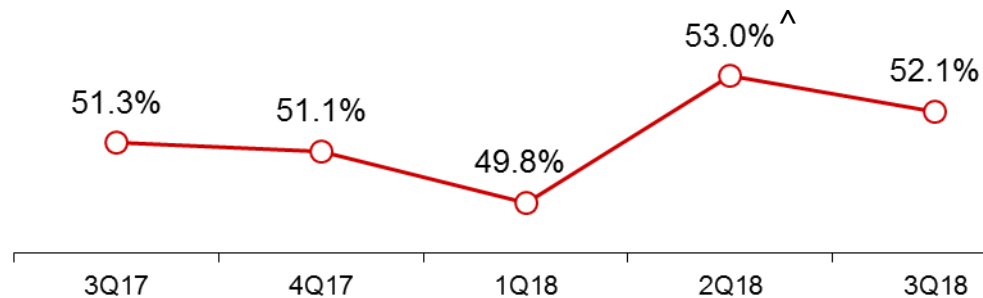
- Operating income rose by 5.2% QoQ. 9M18 affected by weak MY markets in 2Q
- 3Q18 NOII saw better capital market flows
- Softer NII from Commercial and Wholesale Banking
- NIM +1bps QoQ but -15bps YoY driven by CIMB Niaga

Notes: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM11mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil
* Annualised

Operating Expenses

(RM 'mil)	9M18	Y-o-Y	3Q18	Q-o-Q
Personnel	3,672	(6.3%)	1,250	6.3%
Establishment	1,453	(12.0%)	479	(2.0%)
Marketing	201	(5.2%)	67	(11.8%)
Admin & General	1,061	1.5%	363	4.9%
Total	6,387	(6.4%)	2,159	3.4%

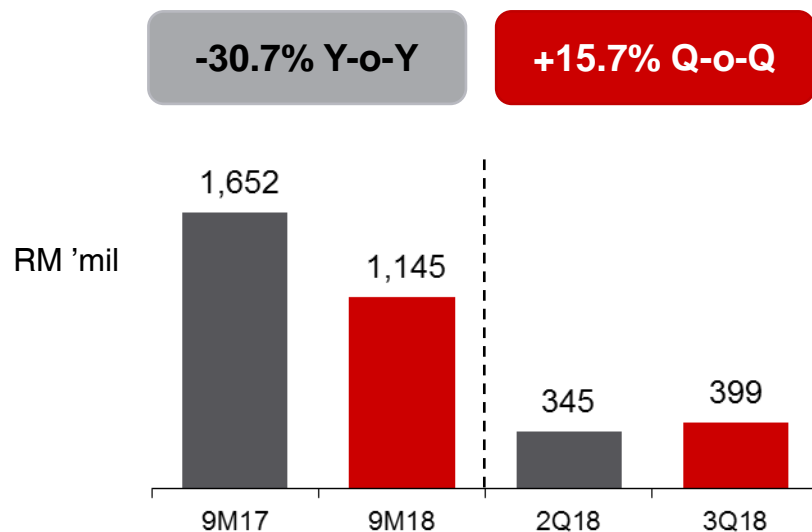
Cost-to-income Ratio



- Cost management efforts continue to yield results
- Cost reduction mainly from deconsolidation of CSI (c.RM150m per quarter) and FX impact
- Excluding FX, 9M18 costs were -2.1% YoY
- Annualised CIR at 51.6%[^]. Including CPAM & CPIAM gain, CIR was 48.0%

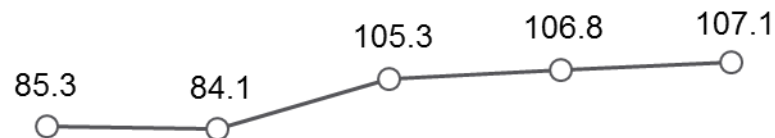
Note: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

Loan Provisions



- Improvement from Consumer (-53.2% YoY) and Commercial (-48.6% YoY)
- Wholesale Banking provisions higher YoY due to MY & ID corporate banking and from writebacks in 9M17
- Allowance coverage improved to 107.1%
- Improvement in LLC mainly due to MFRS9

Allowance Coverage (%) ^



Gross impaired Loans Ratio (%)



Loan loss Charge (%) ~

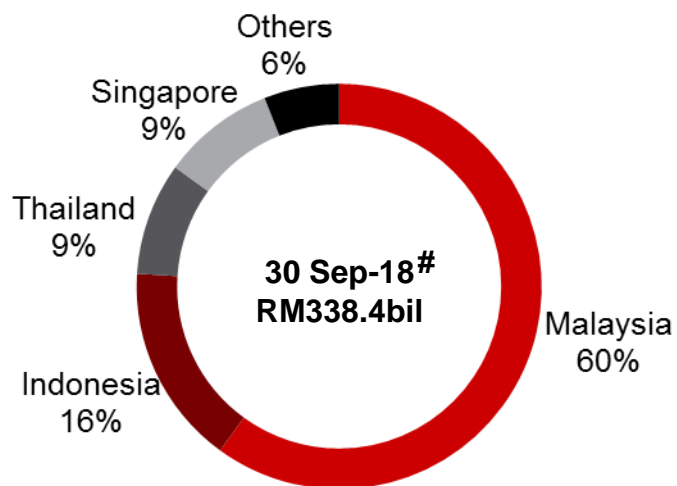
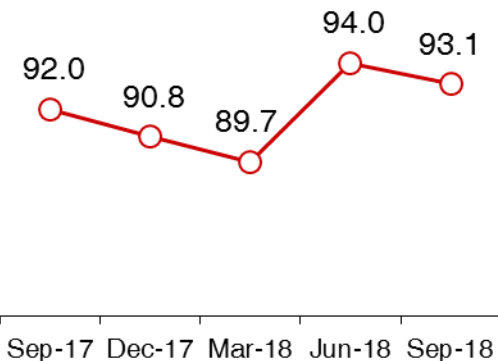


Notes: ^ Including regulatory reserve
~ Annualised

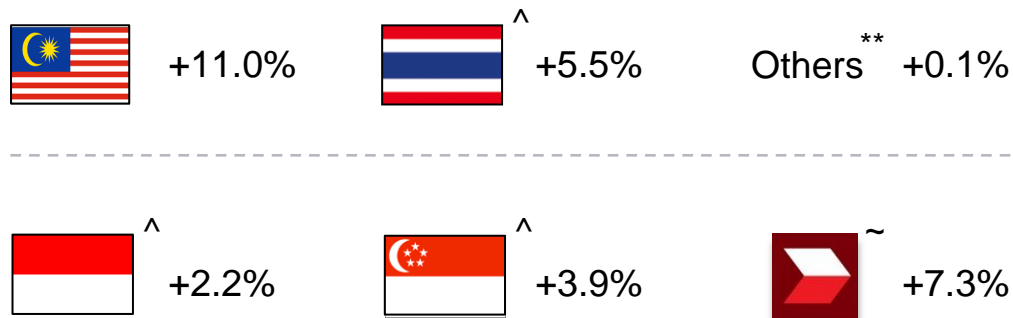
Gross Loans

RM 'bil	Sep-18	Y-o-Y	Q-o-Q
Consumer Banking	175.4	5.4%	2.3%
Commercial Banking	43.6	2.1%	2.1%
Wholesale Banking	119.4	5.1%	3.2%
Total ⁺	338.4	4.9%	2.6%

Loans-to-Deposit Ratio (%)



Loan Growth by Country (Y-o-Y) ^{+~}

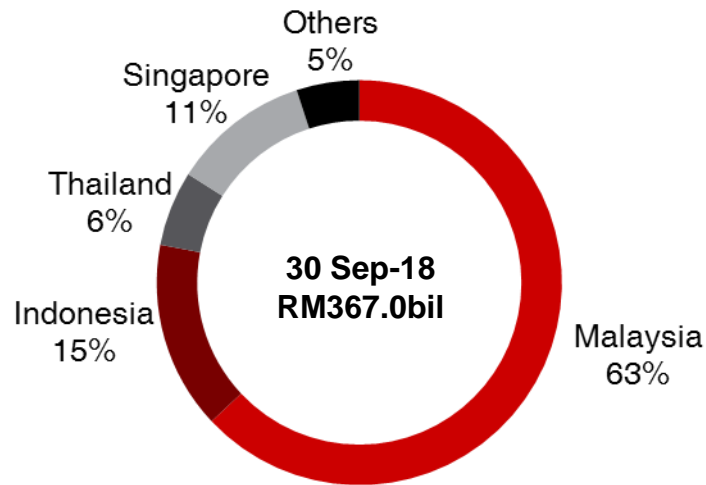
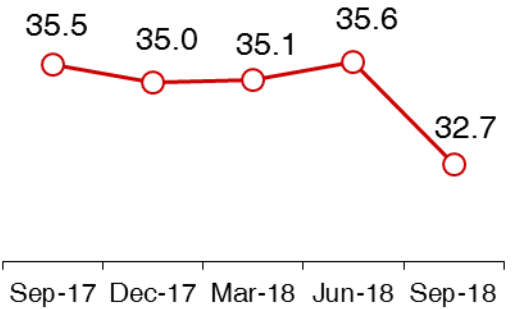


Notes: + Excluding bad bank ~ Excluding FX fluctuations ^ In local currency
[#] Based on geographical location of counterparty, excluding bad bank
^{**} Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

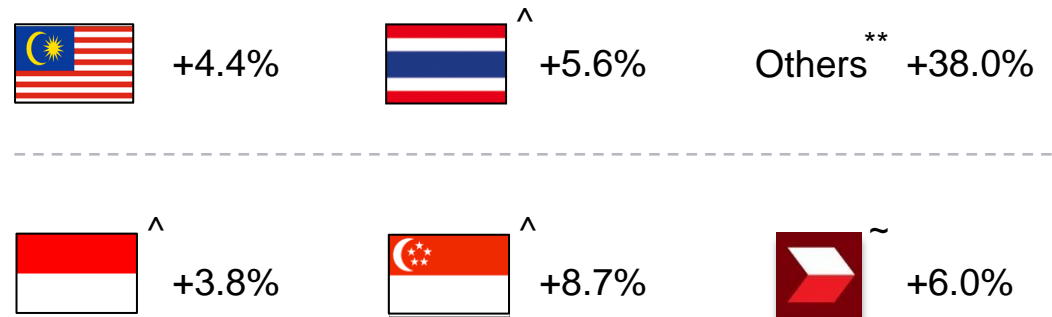
Deposits

RM 'bil	Sep-18	Y-o-Y	Q-o-Q
Consumer Banking	169.4	1.6%	2.9%
Commercial Banking	40.3	(11.2%)	(4.3%)
Wholesale Banking	157.3	10.9%	6.8%
Total	367.0	3.7%	3.7%

CASA Ratio (%)



Deposits Growth by Country (Y-o-Y)

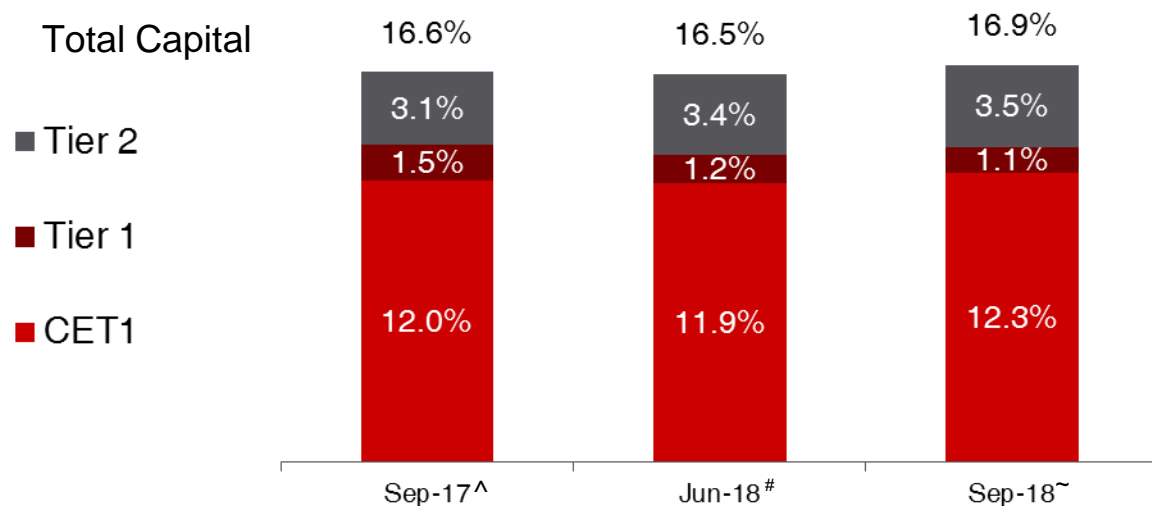


Notes: ~ Excluding FX fluctuations

^ In local currency

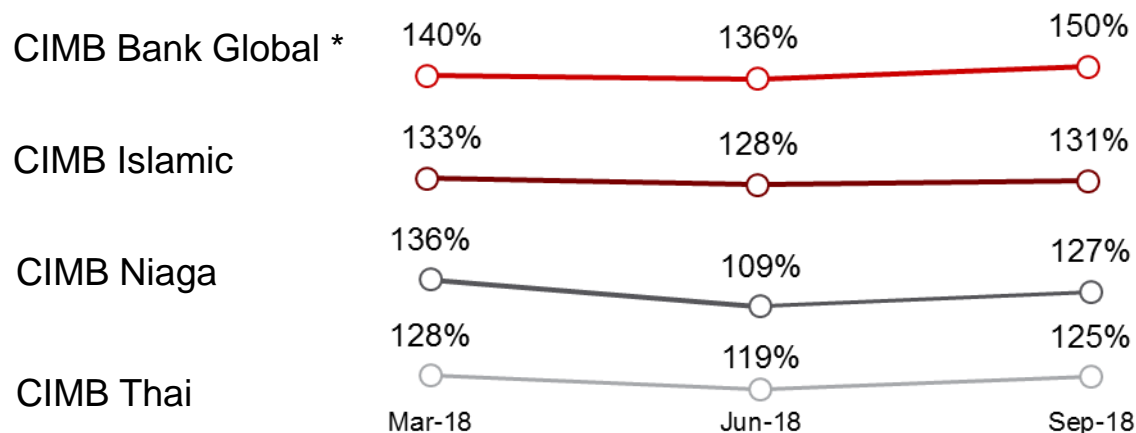
** Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

Capital and Liquidity Management



- CET1 ratio increased to 12.3% (+40bps QoQ)
- First interim dividend DRS take-up rate of 86.3%
- Achieved end-2018 CET1 target of 12.0%
- LCR remains comfortably above 100% for all banking entities

Liquidity Coverage Ratio



Notes: [^] Post CIMBGH's FY17 First Interim Dividend of RM1,177 mil & actual corresponding DRS take-up rate of 82.2%; and reinvestment of cash dividend surplus into CIMB Bank
[#] Post CIMBGH's FY17 Second Interim Dividend of RM1,107 mil & actual corresponding DRS (81.1% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank
[~] Post CIMBGH's FY18 First Interim Dividend of RM1,218 mil & actual corresponding DRS (86.3% take-up rate); and projected 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

PBT by Segments

(RM 'mil)	9M18 BAU [^]	Y-o-Y	3Q18	Q-o-Q BAU [^]
Consumer Banking (49.5%)	2,358	23.1%	747	(2.1%)
Commercial Banking (9.9%)	471	69.4%	176	1.7%
Wholesale Banking (26.7%)	1,268	(31.3%)	354	(16.5%)
Corporate Banking (18.2%)	864	(23.3%)	167	(54.1%)
Treasury & Markets ~ (7.3%)	346	(47.4%)	170	220.8%
Investment Banking + (1.2%)	58	(4.9%)	17	142.9%
GAMI ** (3.0%)	145	52.6%	45	12.5%
Group Funding # (10.9%)	518[^]	17.2%	164	25.2%
PBT	4,760	4.0%	1,486	(2.9%)

Notes: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments

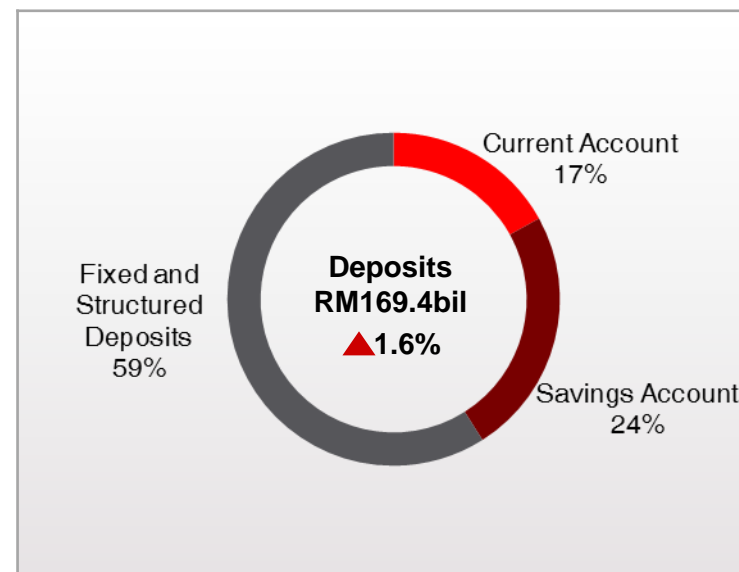
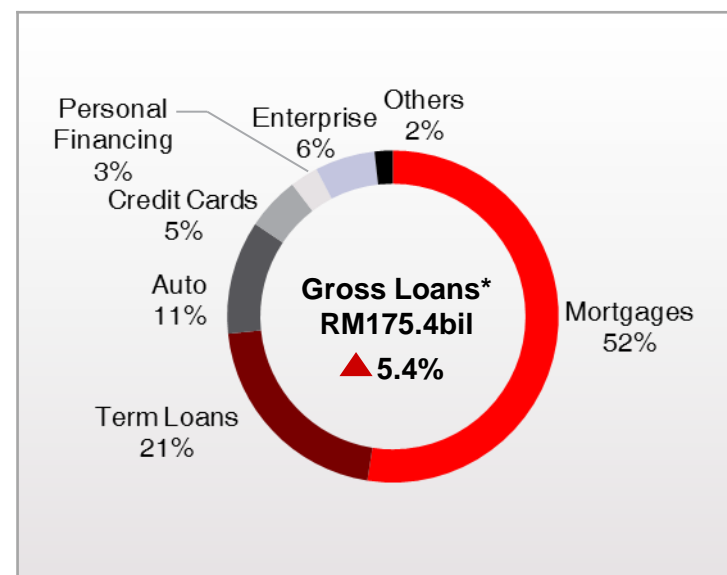
Including capital investments in fixed income securities and investment in Group's proprietary capital

Consumer Banking

(RM 'mil)	9M18	Y-o-Y	3Q18	Q-o-Q
Net interest income	4,505	2.1%	1,498	(1.0%)
Non interest income	1,542	1.2%	475	(2.3%)
Operating income	6,047	1.9%	1,973	(1.3%)
Overhead expenses	(3,339)	2.0%	(1,135)	2.3%
PPOP	2,708	1.7%	838	(5.7%)
(Provisions) / Writeback	(352)	(53.2%)	(91)	(28.3%)
Share of JV / Associates	2	(33.3%)	-	(100.0%)
PBT	2,358	23.1%	747	(2.1%)

- 9M18 revenue growth driven by Malaysia loan growth, wealth management and bancassurance
- 3Q18 revenue slightly weaker QoQ from effects of the interest rate hike in Malaysia in Jan-18
- Costs continue to be well under control
- Improved provisions from comparatively higher provisions in 9M17

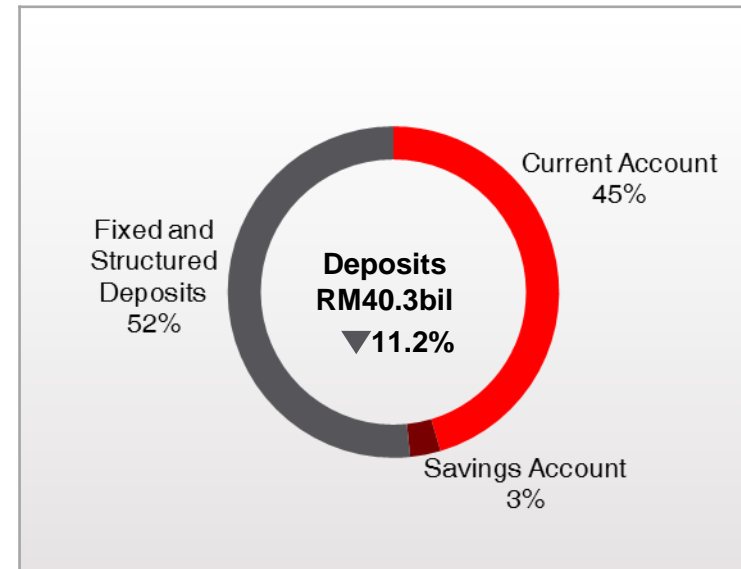
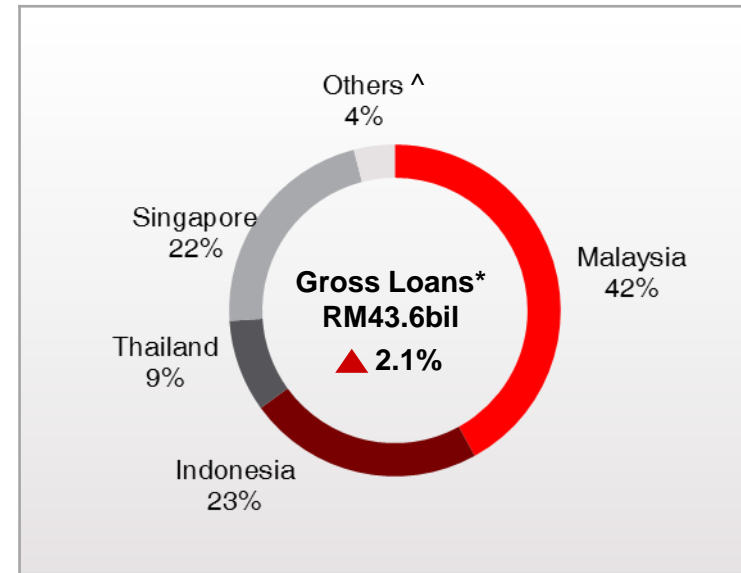
Note: * Loan base excludes bad bank



Commercial Banking

(RM 'mil)	9M18	Y-o-Y	3Q18	Q-o-Q
Net interest income	1,267	(4.4%)	428	2.1%
Non interest income	285	(9.2%)	98	7.7%
Operating income	1,552	(5.3%)	526	3.1%
Overhead expenses	(830)	(4.9%)	(280)	6.1%
PPOP	722	(5.7%)	246	-
(Provisions) / Writeback	(251)	(48.6%)	(70)	(4.1%)
Share of JV / Associates	-	-	-	-
PBT	471	69.4%	176	1.7%

- Commercial Banking recalibration continues to gain traction
- Overall operating expenses remain under control
- Provision uptick from Indonesia in 3Q18
- Continuous management of Thailand's Fast Forward plans



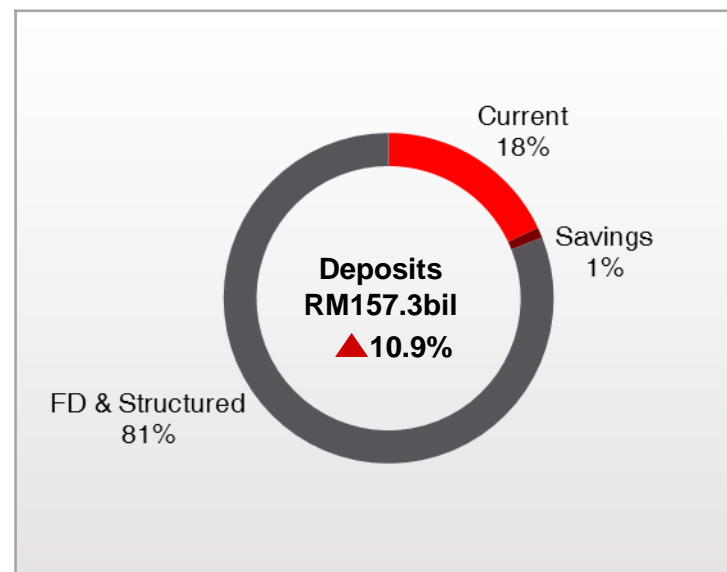
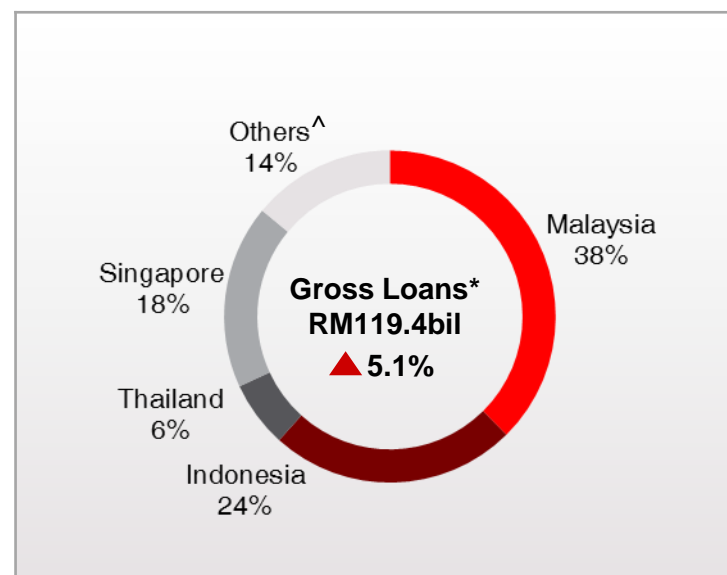
Notes: * Loan base excludes bad bank

^ Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai

Wholesale Banking

(RM 'mil)	9M18	Y-o-Y	3Q18	Q-o-Q
Net interest income	2,386	(13.5%)	785	0.3%
Non interest income	1,244	(22.3%)	521	70.8%
Operating income	3,630	(16.7%)	1,306	20.0%
Overhead expenses	(1,704)	(18.0%)	(590)	9.5%
PPOP	1,926	(15.5%)	716	30.4%
(Provisions) / Writeback	(653)	50.5%	(359)	196.7%
Share of JV / Associates	(5)	(100.0%)	(3)	25.0%
PBT	1,268	(31.3%)	354	(16.5%)
Corporate Banking (68.1%)	864	(23.3%)	167	(54.1%)
Treasury & Markets~ (27.3%)	346	(47.4%)	170	220.8%
Investment Banking + (4.6%)	58	(4.9%)	17	142.9%
PBT	1,268	(31.3%)	354	(16.5%)

- Improved performance in 3Q18 as markets recovered but 9M18 PBT is softer from the weak 2Q18
- Higher Corporate provisions in 3Q18 from low base in 2Q18 and writebacks in 9M17



Notes: * Loan base excludes bad bank
~ Including treasury operations, markets and transaction banking

^ Including Labuan, London, Cambodia, Vietnam, Hong Kong & Shanghai
+ Including advisory, equities, capital markets, private banking and research

Group Asset Management & Investments

(RM 'mil)	9M18	Y-o-Y	3Q18	Q-o-Q
Public Markets	99	3.0%	16	(61.1%)
Private Markets	46	>1000%	29	>1000%
Direct Investments & Others	43	383.6%	29	752.3%
Private Equity Fund Management	1	(98.9%)	1	234.1%
Passive Fund Investments	2	442.9%	(1)	(123.0%)
PBT	145	52.6%	45	12.5%

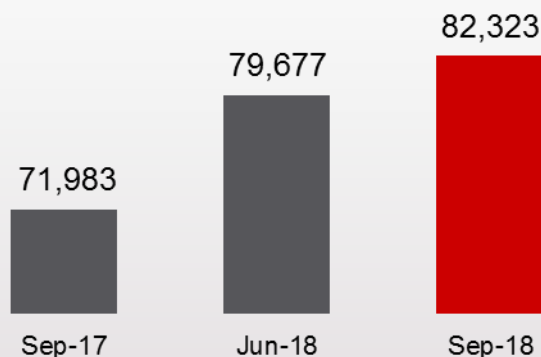
- Improved performance in the public markets CPAM business driven by 14.4% Y-o-Y AUM growth
- Completed shareholding alignment for CPAM and CPIAM. Deconsolidated CPAM from end-May 2018
- Private markets business up from fair value gain and some recoveries from legacy investments
- TnG-AliPay JV continues to progress well and is on schedule to complete the development process in the coming months

Public Markets AUM

(RM 'mil)

+14.4% Y-o-Y

+3.3% Q-o-Q



CIMB Islamic

(RM 'mil)	9M18	Y-o-Y	3Q18	Q-o-Q
Net financing income	1,380	21.8%	483	4.3%
Non financing income	320	(5.6%)	82	(35.9%)
Operating income	1,700	15.5%	565	(4.4%)
Overhead expenses	(535)	3.9%	(170)	(4.5%)
PPOP	1,165	21.7%	395	(4.4%)
(Provisions) / Writeback	(187)	79.8%	(46)	(2.1%)
Share of JV / Associates	2	-	-	100.0%
PBT	980	14.6%	349	(4.9%)

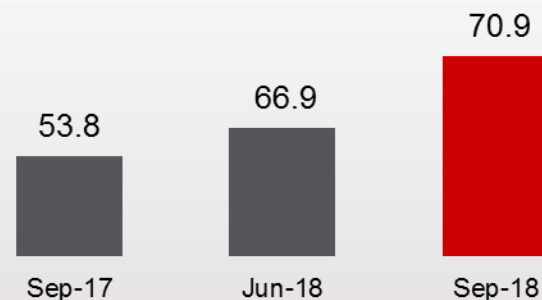
- Islamic PBT higher YoY driven by Consumer business although QoQ PBT was weaker from lower non financing income
- Normalised provisions in Malaysia for 2Q18 and 3Q18 following higher provisions in 1Q18 and writebacks last year
- CIMB Islamic remains at #2 in Malaysia by total Islamic assets, deposits and financing

Islamic Financing[^]

RM 'bil

+31.8% Y-o-Y

+6.0% Q-o-Q

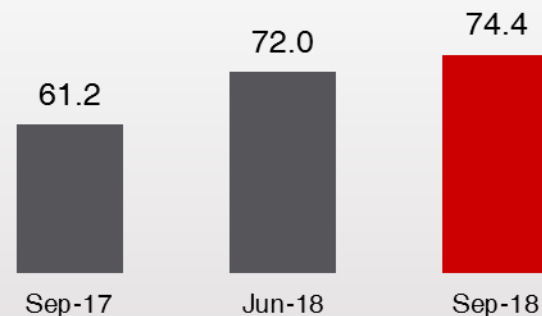


Islamic Deposits^{^~}

RM 'bil





+21.6% Y-o-Y

+3.3% Q-o-Q



Other Updates

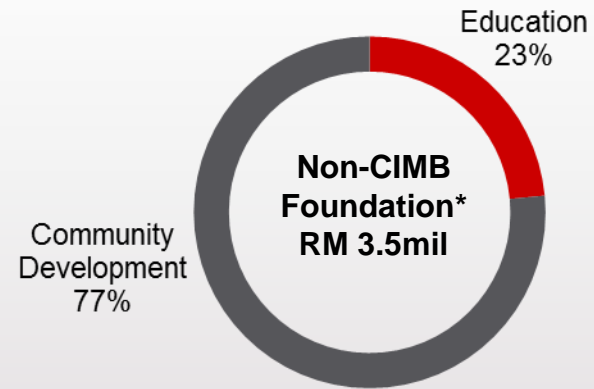
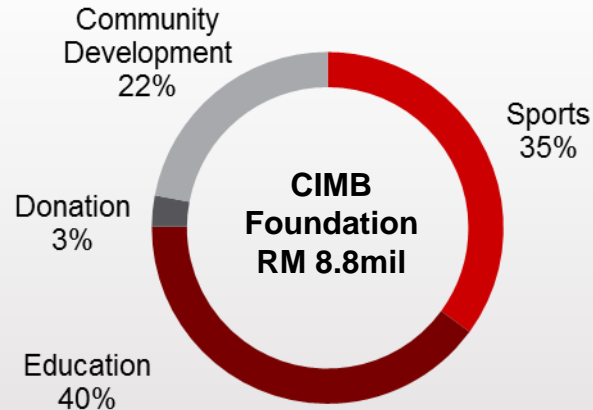
T18 Financial Targets Scorecard

T18 Financial Progress		T18 Targets	Remarks
 Cost-to-Income			Progressing towards target
 CET1			On track to meet target
 ROE			Challenging depending on market conditions
 Income Contribution From Consumer & Commercial			On track to meet target

Notes: * Based on BAU numbers ^ Annualised # Includes CSI gain of RM163mil. Excludes CPAM & CPIAM gain of RM928mil

Corporate Responsibility

CSR Spend as at Sep 2018



Squash juniors won Gold in 18th Asian Games Indonesia



Tour De Bank in Padang & Bogor, Indonesia



Agricultural Plots at Ban Pong Dang Nam Cha Samakkhi, Thailand









Notes: YTD Sep-18 CSR spend excludes operating expenditures
* Including CIMB Islamic, CIMB Bank, Indonesia, Thailand and others

Final Remarks

Final Remarks

- 2018 ROE target challenged by macro uncertainties
- Malaysia to continue driving Group loan growth
- Indonesia headwinds from macro conditions and elections
- Sustained focus on cost, asset quality and capital management
- Announced new functional organisational structure for 2019
- Beyond 2018 strategic planning in final stages

		9M18 BAU [^]	FY18 Target
	ROE	9.8% [#]	10.5%
	Dividend Payout Ratio	51.6% [~]	40% - 60%
	Total Loans Growth *	4.9% (7.3%**)	6.0%
	Loan Loss Charge	0.45% [#]	0.55% - 0.60%
	CET 1 (CIMB Group)	12.3%	12.0%
	Cost to income	51.6%	50.0%

Notes: [^] Includes CSI gain of RM163mil. Excludes CPAM & CPIAM gain of RM928mil

* Excluding bad bank

** Excluding FX fluctuations

Annualised

~ Based on 1H18 dividend payout

Appendices

Earnings Summary

(RM 'mil)	9M18 BAU^	9M17	Y-o-Y	3Q18	2Q18 BAU^	Q-o-Q
Net interest income	8,869	9,213	(3.7%)	3,000	2,931	2.4%
Non interest income	3,510	3,898	(10.0%)	1,140	1,005	13.4%
Operating income	12,379	13,111	(5.6%)	4,140	3,936	5.2%
Overhead expenses	(6,387)	(6,826)	(6.4%)	(2,159)	(2,087)	3.4%
PPOP	5,992	6,285	(4.7%)	1,981	1,849	7.1%
Loan impairment	(1,145)	(1,652)	(30.7%)	(399)	(345)	15.7%
Other provisions	(114)	(67)	70.1%	(110)	20	650.0%
Share of JV / Associates	27	9	200.0%	14	7	100.0%
PBT	4,760	4,575	4.0%	1,486	1,531	(2.9%)
Net profit	3,538	3,415	3.6%	1,180	1,053	12.1%
EPS (sen)	38.0	38.1	(0.3%)	12.6	11.2	12.5%
ROE (Annualised)	9.8%	9.8%	-	9.6%	8.8%	80bps

Note: ^ Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

Key Ratios

(%)	9M18 BAU [^]	9M17	Y-o-Y	3Q18	2Q18 BAU [^]	Q-o-Q
ROE ~	9.8	9.8	=	9.6	8.8	▲
NIM ~**	2.52	2.67	▼	2.49	2.48	▲
Non-interest income / total income	28.4	29.7	▼	27.5	25.5	▲
Cost to income	51.6	52.1	▼	52.1	53.0	▼
Allowance coverage (including regulatory reserve)	107.1	85.3	▲	107.1	106.8	▲
Allowance coverage (excluding regulatory reserve)	92.0	72.4	▲	92.0	90.7	▲
Loan loss charge ~	0.45	0.68	▼	0.47	0.41	▲
Gross impaired loans ratio	3.1	3.5	▼	3.1	3.2	▼
Net impaired loans ratio (Net of IA and PA)	0.3	1.0	▼	0.3	0.3	=
Average shareholders' funds (RM 'mil)	47,757	46,677	▲	49,292	47,298	▲
ROA ~	0.92	0.92	=	0.92	0.82	▲
Book value per share (RM)	5.24	5.31	▼	5.34	5.09	▲
Loan to Deposit (LDR)	93.1	92.0	▲	93.1	94.0	▼
CASA ratio	32.7	35.5	▼	32.7	35.6	▼

Notes: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM11mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil
 ~ Annualised
 ** Daily Average

PBT by Segment and Country

Consumer Banking	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
Malaysia (RM 'mil)	1,662	1,525	9.0%	508	536	(5.2%)
Indonesia (IDR 'bil)	1,250	328	281.1%	544	357	52.4%
Thailand (THB 'mil)	1,910	1,608	18.8%	451	663	(32.0%)
Singapore (SGD 'mil)	28	21	33.3%	7	13	(46.2%)
Others * (RM 'mil)	20	13	53.8%	7	8	(12.5%)
PBT (RM 'mil)	2,358	1,915	23.1%	747	763	(2.1%)
Commercial Banking	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
Malaysia (RM 'mil)	427	370	15.4%	125	124	0.8%
Indonesia (IDR 'bil)	(42)	273	(115.4%)	(7)	76	(109.2%)
Thailand (THB 'mil)	(169)	(1,324)	87.2%	113	72	56.9%
Singapore (SGD 'mil)	17	(10)	270.0%	9	3	200.0%
Others * (RM 'mil)	27	19	42.1%	13	9	44.4%
PBT (RM 'mil)	471	278	69.4%	176	173	1.7%
Wholesale Banking	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
Malaysia (RM 'mil)	595	801	(25.7%)	127	231	(45.0%)
Indonesia (IDR 'bil)	623	914	(31.8%)	88	185	(52.4%)
Thailand (THB 'mil)	629	678	(7.2%)	186	242	(23.1%)
Singapore (SGD 'mil)	52	59	(11.9%)	18	16	12.5%
Others * (RM 'mil)	262	474	(44.7%)	125	64	95.3%
PBT (RM 'mil)	1,268	1,845	(31.3%)	354	424	(16.5%)

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

Consumer Banking Key Highlights

Malaysia	Y-o-Y	YTD	Q-o-Q
Consumer Gross Loans *	8.4%	5.7%	2.0%
Mortgages	9.7%	6.6%	2.2%
Term loans	6.5%	4.2%	0.9%
Auto	5.6%	4.9%	2.0%
Credit cards	3.6%	(1.7%)	1.8%
Consumer Deposits	2.9%	1.7%	1.3%
CASA	6.1%	2.5%	(1.9%)
Fixed & structured deposits	0.9%	1.3%	3.6%

Thailand	Y-o-Y	YTD	Q-o-Q
Consumer Gross Loans*	7.9%	8.0%	3.8%
Mortgages	8.7%	10.4%	4.8%
Auto Loans	12.7%	9.1%	3.7%
Consumer Deposits	1.4%	6.7%	(1.0%)
CASA	(21.7%)	(10.3%)	(3.1%)
Fixed & structured deposits	17.9%	17.1%	-

Indonesia	Y-o-Y	YTD	Q-o-Q
Consumer Gross Loans*	(2.2%)	(0.2%)	1.3%
Mortgages	10.0%	8.0%	4.2%
Auto	(32.9%)	(22.0%)	(7.3%)
Credit cards	2.7%	1.7%	2.0%
Consumer Deposits	0.5%	1.3%	(0.1%)
CASA	3.1%	4.3%	(2.5%)
Fixed & structured deposits	(2.3%)	(1.8%)	2.7%

Singapore	Y-o-Y	YTD	Q-o-Q
Consumer Gross Loans*	(9.0%)	(6.1%)	(3.7%)
Mortgages	(15.0%)	(14.8%)	(11.3%)
Term loans	(16.8%)	(11.0%)	(6.1%)
Credit cards	(12.6%)	(11.0%)	(3.2%)
Consumer Deposits	12.3%	11.9%	12.1%
CASA	(22.6%)	(20.7%)	(12.2%)
Fixed & structured deposits	54.9%	49.1%	34.7%

Note: * Loan base excludes bad bank

Group Funding

(RM 'mil)	9M18 BAU [^]	9M17	Y-o-Y	3Q18	2Q18 BAU [^]	Q-o-Q
Net interest income	693	695	(0.3%)	285	210	35.7%
Non interest income	158	125	26.4%	(23)	28	(182.1%)
Operating income	851	820	3.8%	262	238	10.1%
Overhead expenses	(319)	(377)	(15.4%)	(109)	(103)	5.8%
PPOP	532	443	20.1%	153	135	13.3%
(Provisions) / Writeback	(14)	(1)	>1000%	11	(4)	(375.0%)
Share of JV / associates	-	-	-	-	-	-
PBT	518	442	17.2%	164	131	25.2%

Note: [^] Includes CSI gain of RM163mil (RM152mil in 1Q18 and RM111mil in 2Q18). Excludes CPAM & CPIAM gain of RM928mil

CIMB Niaga : Earnings Summary

(IDR 'bil)	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
Net interest income	9,012	9,369	(3.8%)	3,024	2,955	2.3%
Non interest income	2,867	2,319	23.6%	1,003	872	15.0%
Operating income	11,879	11,688	1.6%	4,027	3,827	5.2%
Overhead expenses	(5,943)	(5,589)	6.3%	(2,064)	(1,924)	7.3%
PPOP	5,936	6,099	(2.7%)	1,963	1,903	3.2%
Provisions	(2,310)	(3,157)	(26.8%)	(758)	(702)	8.0%
PBT	3,626	2,942	23.2%	1,205	1,201	0.3%
Net Profit	2,592	2,197	18.0%	824	891	(7.5%)
EPS (IDR)	103.99	87.42	19.0%	33.06	35.75	(7.5%)
PBT (RM 'mil)	1,030	959	7.4%	338	340	(0.6%)
Net profit (RM 'mil)	736	716	2.8%	231	252	(8.3%)
ROE (Annualised)	9.1%	8.3%	80bps	8.5%	9.4%	(90bps)

Note: As per CIMB Niaga 9M18 analyst presentation

CIMB Niaga : Key Ratios

(Consolidated, %)	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
ROE ^	9.1	8.3	▲	8.5	9.4	▼
NIM ^	5.12	5.74	▼	5.17	5.03	▲
Cost to Income	50.0	47.8	▲	51.3	50.3	▲
Loan Loss Coverage #	101.2	115.1	▼	101.2	106.8	▼
Allowance Coverage	78.4	85.5	▼	78.4	81.7	▼
Loan Loss Charge ^	1.7	2.3	▼	1.7	1.5	▲
Gross Impaired Loans Ratio	4.3	5.2	▼	4.3	4.4	▼
Gross NPL (BI Definition) #	3.4	4.0	▼	3.4	3.4	=
ROA ^	1.9	1.6	▲	1.9	1.9	=
Loan to Deposit (LDR)	92.4	94.0	▼	92.4	95.9	▼
CAR	19.4	19.0	▲	19.4	18.6	▲
CASA ratio	53.2	53.3	▼	53.2	56.1	▼

Notes: # Based on BI definition
 ^ Annualised and monthly average

CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
Net interest income	7,943	7,604	4.5%	2,707	2,640	2.5%
Non interest income	2,143	2,234	(4.1%)	583	773	(24.6%)
Operating income	10,085	9,839	2.5%	3,290	3,413	(3.6%)
Overhead expenses	(6,019)	(5,432)	10.8%	(2,145)	(1,941)	10.5%
PPOP	4,066	4,407	(7.7%)	1,145	1,472	(22.2%)
Provisions	(3,330)	(3,711)	(10.3%)	(931)	(1,224)	(23.9%)
PBT	736	696	5.7%	214	249	(14.1%)
Net Profit	537	554	(3.1%)	176	191	(7.9%)
EPS (THB)	0.02	0.02	-	0.01	0.01	-
Net Profit (RM 'mil) ~	69	70	(1.4%)	23	23	-
PBT (RM 'mil) *	311	132	135.6%	89	137	(35.0%)
Net profit (RM 'mil) *	239	107	123.4%	66	107	(38.3%)
ROE (Annualised)	2.2%	2.5%	(30bps)	2.1%	2.3%	(20bps)

Notes: ~ Local GAAP

* After GAAP and FRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	9M18	9M17	Y-o-Y	3Q18	2Q18	Q-o-Q
ROE ^	2.2	2.5	▼	2.1	2.3	▼
NIM ^	3.77	3.88	▼	3.57	3.78	▼
Cost to Income	59.7	55.2	▲	65.2	56.9	▲
Loan Loss Coverage **	94.1	85.1	▲	94.1	90.1	▲
Loan Loss Charge ^	2.1	2.4	▼	1.7	2.3	▼
Gross NPL ratio **	5.7	5.7	=	5.7	5.8	▼
Net NPL ratio **	2.9	3.0	▼	2.9	2.9	=
ROA	0.2	0.3	▼	0.2	0.2	=
Loan to Deposit	118.8	118.9	▼	118.8	121.9	▼
Modified LDR ***	95.0	99.3	▼	95.0	95.9	▼
CAR *	17.2	17.4	▼	17.2	16.6	▲
CASA ratio #	29.2	37.9	▼	29.2	33.1	▼

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)

	9M18		9M17	
	Market Share	Rank	Market Share	Rank
DCM Domestic	23.6%	1	30.7%	1
Sukuk	23.0%	2	31.3%	1
M&A	4.9%	8	6.8%	2
Syndication ^	1.1%	12	3.2%	9
IPO	-	-	19.3%	1
ECM	10.2%	4	28.4%	1
Cash Equities	9.7%~	2	9.8%	3

	9M18		9M17	
	Market Share	Rank	Market Share	Rank
DCM	9.5%	4	8.9%	7
M&A	-	-	2.8%	4
Syndication ^	6.7%	5	0.9%	23
IPO	4.1%	10	3.1%	11
ECM	3.6%	12	1.0%	19
Cash Equities	3.8%~	7	4.1%	4

	9M18		9M17	
	Market Share	Rank	Market Share	Rank
DCM	6.1%	6	7.9%	6
M&A	2.9%	11	31.3%	2
Syndication ^	26.5%	1	-	-
IPO	-	-	14.9%	3
ECM	-	-	13.0%	3
Cash Equities	5.2%~	5	5.5%	3


	9M18		9M17	
	Market Share	Rank	Market Share	Rank
DCM	2.2%	7	1.7%	8
M&A	0.2%	34	0.03%	47
Syndication ^	1.8%	17	0.6%	36
IPO	-	-	1.2%	15
ECM	0.6%	19	1.4%	12
Cash Equities	8.8%~	1	7.8%	3

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

Notes: ^ Mandated lead arranger

~ 9M18 ex -Malaysia data via CGS-CIMB Joint Venture

IB Market Share and Ranking (2)

	9M18		9M17	
	Market Share	Rank	Market Share	Rank
M&A	0.4%	31	0.3%	48
Syndication ^	-	-	-	-
IPO	-	-	0.2%	63
ECM	0.3%	39	0.1%	76
Cash Equities	0.1%~	96	0.2%	78

ASEAN	9M18		9M17	
	Market Share	Rank	Market Share	Rank
DCM	10.3%	1	13.5%	1
M&A	1.5%	21	3.4%	13
Syndication ^	2.7%	12	0.8%	29
IPO	0.9%	26	9.1%	1
ECM	1.1%	23	10.5%	1
Cash Equities	6.4%~	2	6.3%	2

Global	9M18		9M17	
	Market Share	Rank	Market Share	Rank
Sukuk	10.9%	1	10.1%	2

Asia (ex-Japan) *	9M18		9M17	
	Market Share	Rank	Market Share	Rank
DCM	0.8%	36	1.0%	34
M&A	0.4%	44	0.6%	44
Syndication ^	0.7%	41	0.2%	84
IPO	0.1%	90	2.2%	13
ECM	0.3%	52	1.7%	11

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

Notes: ^ Mandated lead arranger

* Excluding A-Share

~ 9M18 ex -Malaysia data via CGS-CIMB Joint Venture