

# Analyst Presentation 1H16 Results

29 August 2016



# Agenda

1. Key Highlights
2. CIMB Group 1H16 Financials
3. PBT by Segment
  - 3.1 Regional Consumer Banking
  - 3.2 Regional Commercial Banking
  - 3.3 Regional Wholesale Banking
  - 3.4 Group Asset Management & Investments
  - 3.5 Group Funding
  - 3.6 CIMB Islamic
4. T18 Updates
5. Final Remarks

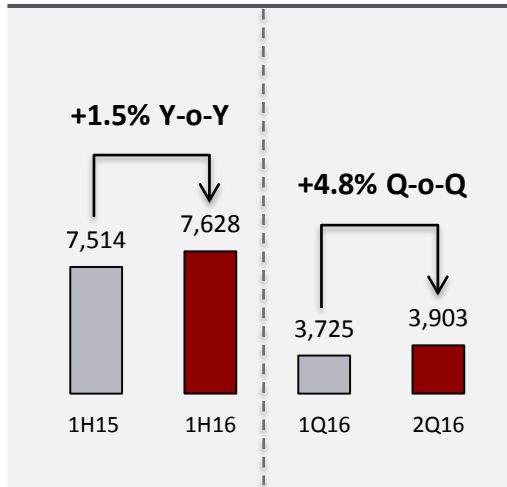
# CIMB Group : 1H16 Results

## 1. Key Highlights

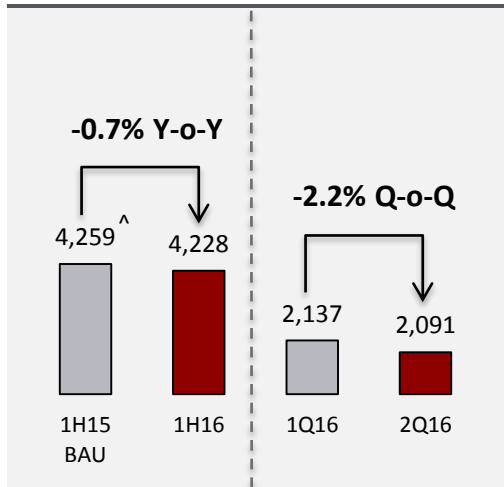
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# Key Financial Highlights

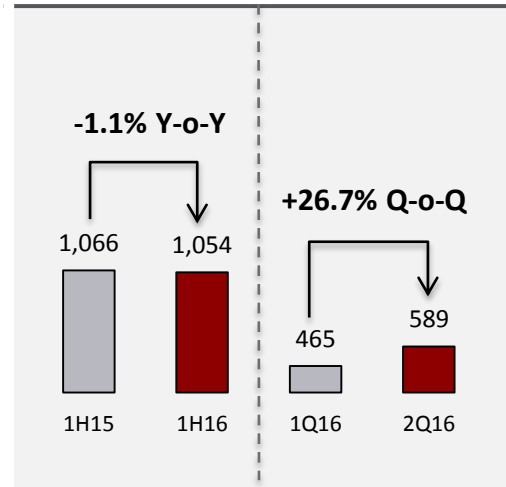
**Operating Income** (RM 'mil)



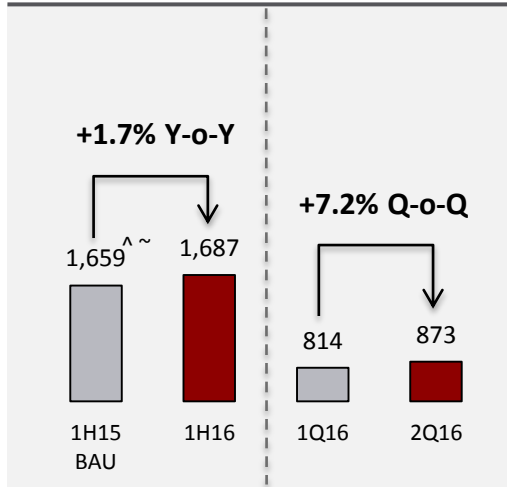
**Overhead Expenses** (RM 'mil)



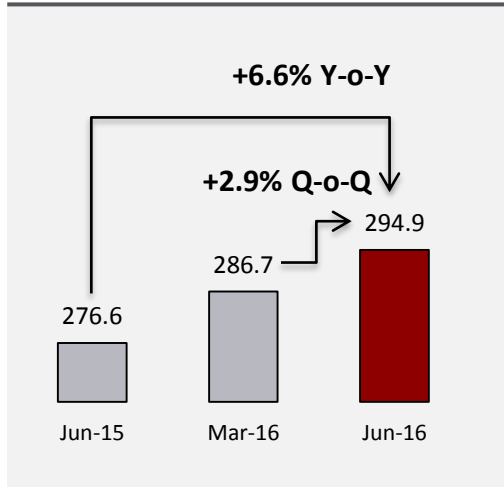
**Loan Impairment** (RM 'mil)



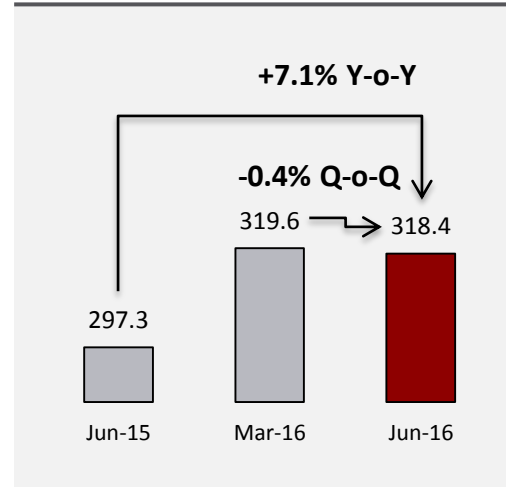
**Net Profit** (RM 'mil)



**Gross Loans \*** (RM 'mil)



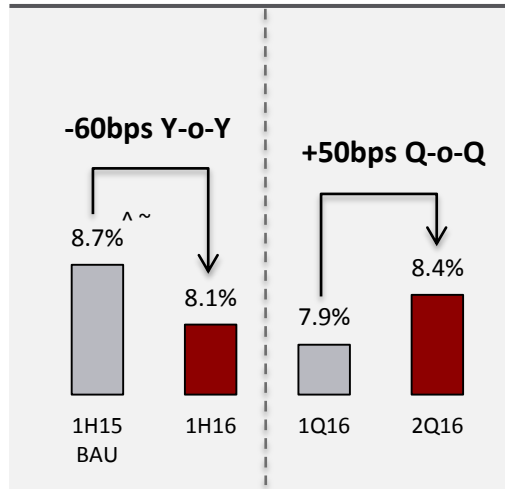
**Deposits** (RM 'mil)



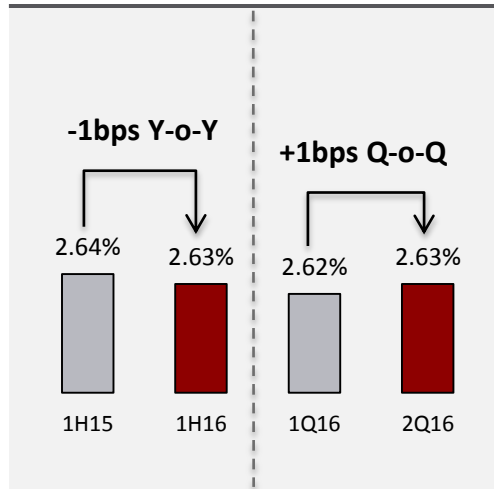
Notes: <sup>^</sup> Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil)  
<sup>~</sup> Excluding 2Q15: Tax on MY MSS cost (RM79 mil)  
 \* Excluding bad bank

# Key Ratios

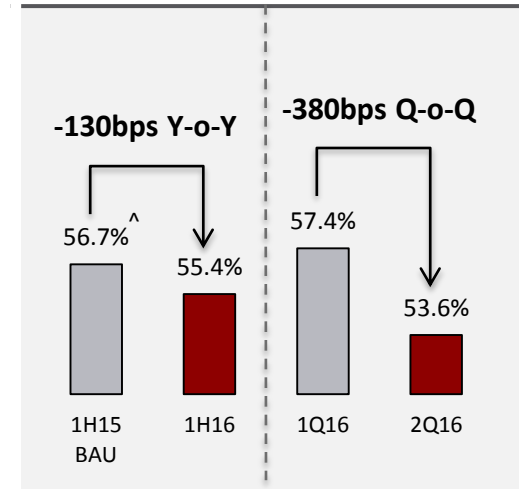
## ROE



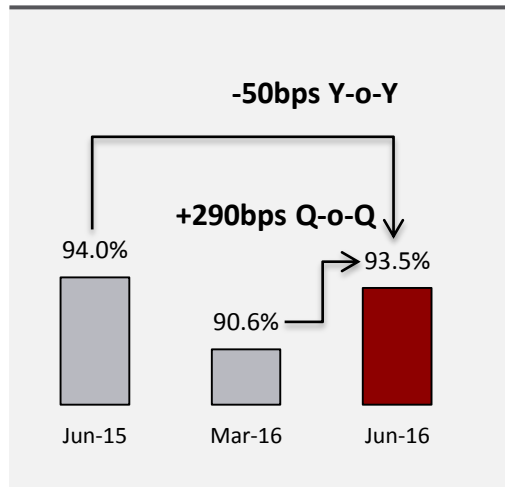
## NIM



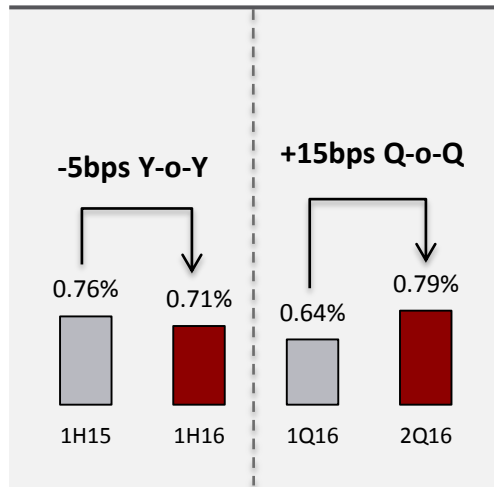
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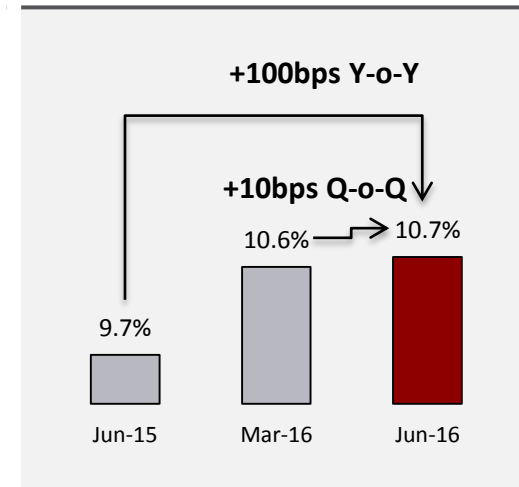
## LD



## Loan Loss Charge



## CET 1

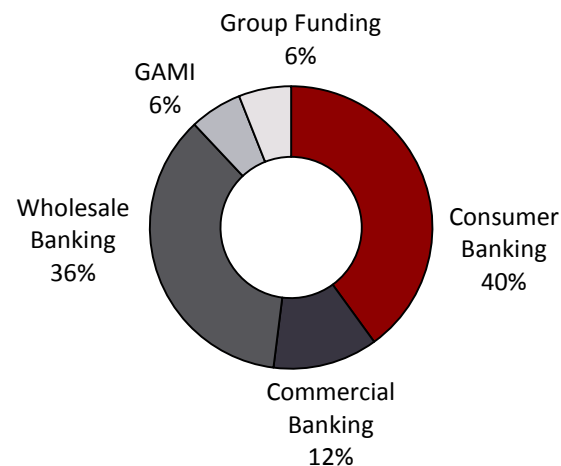
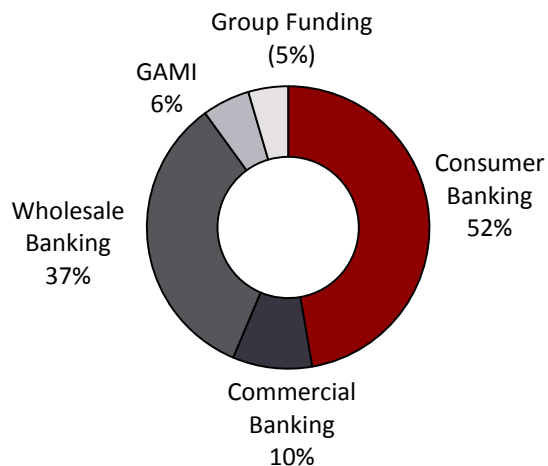


Notes: ^ Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil)  
 ~ Excluding 2Q15: Tax on MY MSS cost (RM79 mil)

# PBT By Segments

1H16

1H15<sup>^</sup>



## 1H16 PBT Growth by Key Divisions

**Consumer Banking**

**Commercial Banking**

**Wholesale Banking**

**Group Asset Management & Investments**

**Group Funding**

PPOP Y-o-Y

**+22.1%**

**+21.0%**

**+5.4%<sup>^</sup>**

**-39.8%<sup>~</sup>**

**-182.6%<sup>~</sup>**

PBT Y-o-Y

**+35.8%**

**-16.7%**

**+6.2%<sup>^</sup>**

**+8.3%<sup>~</sup>**

**-186.2%<sup>~</sup>**

PBT Q-o-Q

**+14.0%**

**-42.5%**

**+10.5%**

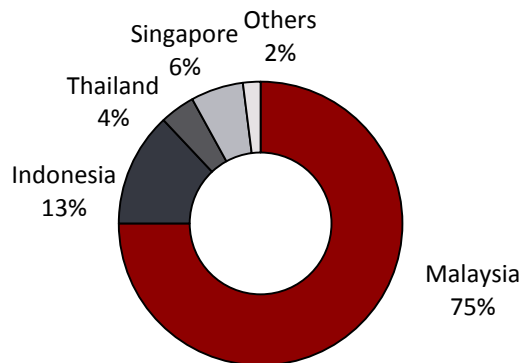
**-23.5%**

**+37.7%**

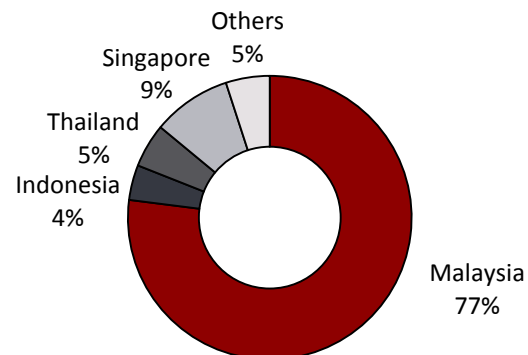
Notes: <sup>^</sup> Excluding IB restructuring cost (RM202 mil)  
<sup>~</sup> Excluding MY MSS cost (RM316 mil)

# PBT By Country

1H16\*



1H15\*^~



## 1H16\* PBT Growth by Key Countries



PPOP Y-o-Y

**+0.6%~**

**+26.4%**

**+14.0%**

**-8.0%#**

PBT Y-o-Y

**+1.6%~**

**+241.2%**

**-15.2%**

**-36.8%#**

PBT Q-o-Q

**+11.2%**

**+66.9%**

**-92.0%**

**+12.9%**

Notes: ^ Excluding IB restructuring cost (RM202 mil)  
~ Excluding MY MSS cost (RM316 mil)

# Excluding IB restructuring cost (RM41 mil)  
\* Excluding HQ costs, mainly comprising of funding costs

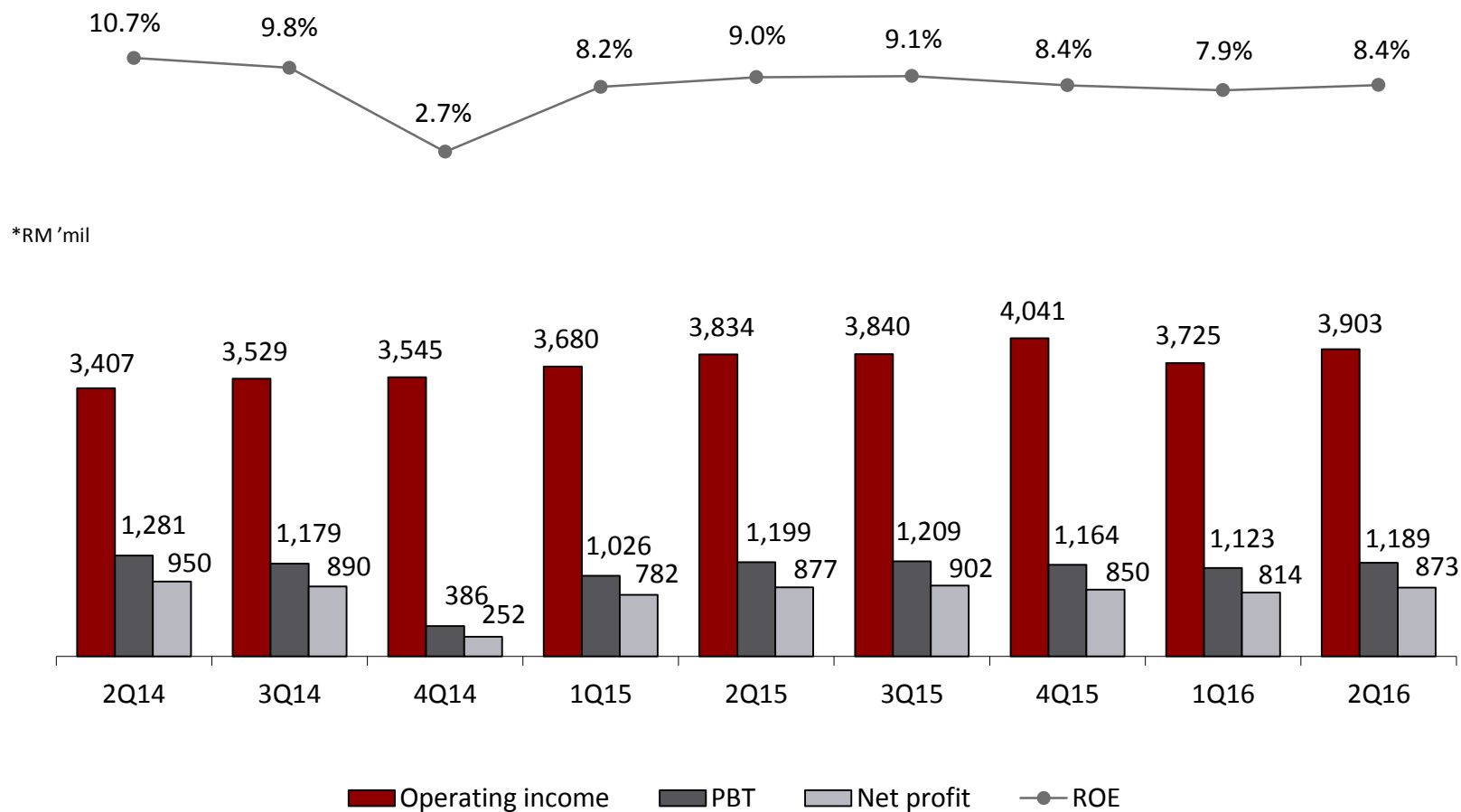
# CIMB Group : 1H16 Results

## 2. CIMB Group 1H16 Financials

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# Quarterly Earnings Trend



Notes: FY15: 1Q15 Excluding IB restructuring cost (RM202 mil) 2Q15 Excluding MY MSS cost (RM316 mil) and tax on MY MSS (RM79 mil)  
 3Q15 Excluding tax and MI on ID MSS (RM36 mil) and ID MSS cost (RM134 mil) 4Q15: ID MSS cost (RM32mil) and tax on ID MSS (RM8 mil)  
 FY14: 4Q14 Excluding gains from sale of Karawaci building (RM66 mil), gains from sale of Insurance Brokers (RM61 mil), IB goodwill impairment (RM128 mil) and DTA reversal (RM51 mil)

# Earnings Summary

(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	5,451	5,118	6.5%	2,720	2,731	(0.4%)
Non interest income	2,177	2,396	(9.1%)	1,183	994	19.0%
<b>Operating income</b>	<b>7,628</b>	<b>7,514</b>	<b>1.5%</b>	<b>3,903</b>	<b>3,725</b>	<b>4.8%</b>
Overhead expenses	(4,228)	(4,259)	(0.7%)	(2,091)	(2,137)	(2.2%)
<b>PPOP</b>	<b>3,400</b>	<b>3,255</b>	<b>4.5%</b>	<b>1,812</b>	<b>1,588</b>	<b>14.1%</b>
Loan impairment	(1,054)	(1,066)	(1.1%)	(589)	(465)	26.7%
Other provisions	(117)	(6)	>1000%	(67)	(50)	34.0%
Share of JV / Associates	83	42	97.6%	33	50	(34.0%)
<b>PBT</b>	<b>2,312</b>	<b>2,225</b>	<b>3.9%</b>	<b>1,189</b>	<b>1,123</b>	<b>5.9%</b>
<b>Net profit</b>	<b>1,687</b>	<b>1,659</b>	<b>1.7%</b>	<b>873</b>	<b>814</b>	<b>7.2%</b>
<b>EPS (sen)</b>	<b>19.6</b>	<b>19.6</b>	<b>-</b>	<b>10.1</b>	<b>9.5</b>	<b>6.3%</b>
<b>ROE (Annualised)</b>	<b>8.1%</b>	<b>8.7%</b>	<b>(60bps)</b>	<b>8.4%</b>	<b>7.9%</b>	<b>50bps</b>
<b>PBT (Actual)</b>	<b>2,312</b>	<b>1,707</b>	<b>35.4%</b>	<b>1,189</b>	<b>1,123</b>	<b>5.9%</b>
<b>Net Profit (Actual)</b>	<b>1,687</b>	<b>1,220</b>	<b>38.3%</b>	<b>873</b>	<b>814</b>	<b>7.2%</b>

Note: \* Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil) and tax on MY MSS cost (RM79 mil)

# Key Ratios

(%)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
ROE ~	8.1	8.7	↓	8.4	7.9	↑
NIM ~**	2.63	2.64	↓	2.63	2.62	↑
Non-interest income / total income	28.5	31.9	↓	30.3	26.7	↑
Cost to income	55.4	56.7	↓	53.6	57.4	↓
Allowance coverage #	83.5	77.9	↑	83.5	84.8	↓
Loan loss charge ~	0.71	0.76	↓	0.79	0.64	↑
Gross impaired loans ratio	3.2	3.3	↓	3.2	3.0	↑
Net impaired loans ratio (Net of IA and PA)	0.5	0.8	↓	0.5	0.5	↔
Average shareholders' funds (RM 'mil)	41,707	38,246	↑	41,655	40,999	↑
ROA ~	0.73	0.77	↓	0.75	0.70	↑
Book value per share (RM)	4.85	4.61	↑	4.85	4.80	↑
Loan to Deposit (LDR)	93.5	94.0	↓	93.5	90.6	↑
CASA ratio	35.3	35.1	↑	35.3	35.4	↓

Notes: \* Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil) and tax on MSS cost (RM79 mil)

~ Annualised

\*\* Daily Average

# Including regulatory reserve, allowance coverage was 95.9% as at end-Jun 2016

# Operating Expenses

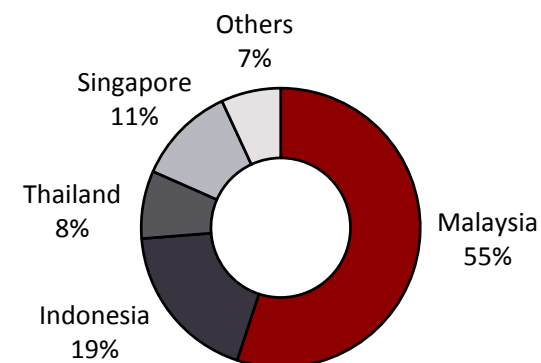
(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Personnel	2,360	2,411	(2.1%)	1,205	1,155	4.3%
Establishment	965	954	1.2%	448	517	(13.3%)
Marketing	143	181	(21.0%)	60	83	(27.7%)
Admin & General	760	713	6.6%	378	382	(1.0%)
<b>Total</b>	<b>4,228</b>	<b>4,259</b>	<b>(0.7%)</b>	<b>2,091</b>	<b>2,137</b>	<b>(2.2%)</b>
<b>Total (Actual)</b>	<b>4,228</b>	<b>4,777</b>	<b>(11.5%)</b>	<b>2,091</b>	<b>2,137</b>	<b>(2.2%)</b>
<b>Cost to income</b>	<b>55.4%</b>	<b>56.7%</b>	<b>(130bps)</b>	<b>53.6%</b>	<b>57.4%</b>	<b>(380bps)</b>

Notes: \* Excluding IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil)

# Gross Loans Growth

Divisions / Products (RM 'bil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
<b>Consumer Banking (51.3%)</b>	<b>151.5</b>	<b>138.2</b>	<b>9.6%</b>	<b>147.5</b>	<b>2.7%</b>
Mortgages	74.9	66.8	12.1%	72.5	3.3%
Term Loans	33.8	31.7	6.6%	33.2	1.8%
Auto	19.9	19.5	2.1%	19.9	-
Credit Cards	9.0	7.9	13.9%	8.6	4.7%
Personal Financing	4.3	4.1	4.9%	4.2	2.4%
Enterprise	7.3	6.2	17.7%	6.9	5.8%
Others	2.3	2.0	15.0%	2.2	4.5%
<b>Commercial Banking (13.4%)</b>	<b>39.4</b>	<b>38.4</b>	<b>2.6%</b>	<b>38.1</b>	<b>3.4%</b>
<b>Wholesale Banking (35.3%)</b>	<b>104.0</b>	<b>100.0</b>	<b>4.0%</b>	<b>101.1</b>	<b>2.9%</b>
<b>Gross Loans excl bad bank*</b>	<b>294.9</b>	<b>276.6</b>	<b>6.6%</b>	<b>286.7</b>	<b>2.9%</b>
<b>Bad Bank</b>	<b>2.8</b>	<b>3.0</b>	<b>(6.7%)</b>	<b>2.7</b>	<b>3.7%</b>
<b>Total Gross Loans</b>	<b>297.7</b>	<b>279.6</b>	<b>6.5%</b>	<b>289.4</b>	<b>2.9%</b>

Loans by Country as at 30 Jun 16 #



Loans**	Y-o-Y Growth
Malaysia	7.7%
Indonesia ^	(1.6%)
Thailand ^	3.0%
Singapore ^	(4.0%)
Others**	5.6%
<b>Group ~</b>	<b>3.9%</b>

Notes: \* Excluding FX fluctuations, total gross loans grew +3.9% Y-o-Y and +1.5% Q-o-Q

+ Gross loans exclude bad bank

# Based on geographical location of counterparty, excluding bad bank

^ In local currency

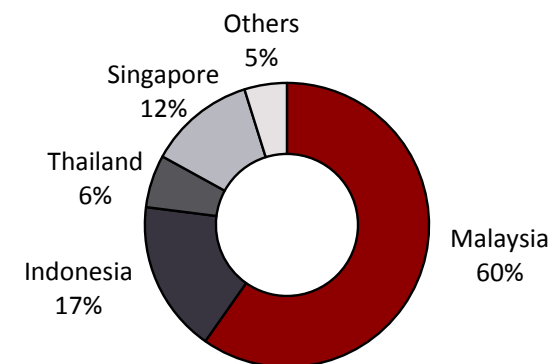
~ Excluding FX fluctuations

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

# Deposits Growth

Divisions / Products (RM 'bil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Consumer Banking (43.8%)	139.4	124.2	12.2%	134.3	3.8%
Commercial Banking (13.6%)	43.4	40.2	8.0%	42.3	2.6%
Wholesale Banking # (42.6%)	135.6	132.9	2.0%	143.0	(5.2%)
<b>Total *</b>	<b>318.4</b>	<b>297.3</b>	<b>7.1%</b>	<b>319.6</b>	<b>(0.4%)</b>

## Deposits by Country as at 30 Jun 16



## Deposits Y-o-Y Growth

Deposits	Y-o-Y Growth
Malaysia	6.9%
Indonesia ^	(3.6%)
Thailand ^	(5.7%)
Singapore ^	19.2%
Others**	(8.2%)
<b>Group ~</b>	<b>4.6%</b>

Notes: \* Excluding FX fluctuations, total group deposits grew +4.6% Y-o-Y and -1.5% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

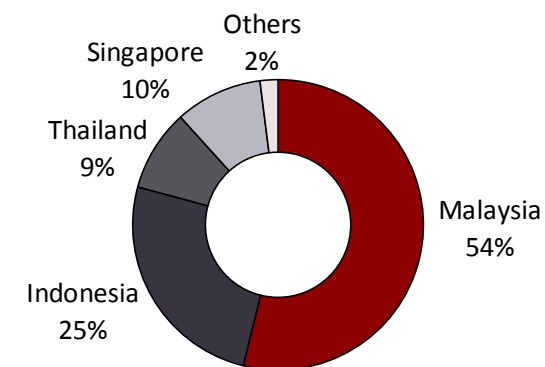
# Including deposits with options classified as derivatives in MY & SG

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

# CASA Growth

Country (RM 'bil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia	60.7	60.1	1.0%	61.2	(0.8%)
Indonesia **	28.5	25.0	14.0%	26.5	7.5%
Thailand	10.2	6.1	67.2%	9.2	10.9%
Singapore	10.9	11.6	(6.0%)	10.9	-
Others <sup>+</sup>	2.2	1.6	37.5%	5.5	(60.0%)
<b>Total *</b>	<b>112.5</b>	<b>104.4</b>	<b>7.8%</b>	<b>113.3</b>	<b>(0.7%)</b>

CASA by Country as at 30 Jun 16



CASA Y-o-Y Growth

CASA	Y-o-Y Growth
Malaysia	0.9%
Indonesia ^	5.7%
Thailand ^	62.6%
Singapore ^	(11.4%)
<b>Group ~</b>	<b>4.9%</b>

Notes: \* Excluding FX fluctuations, total CASA grew 4.9% Y-o-Y and -2.1% Q-o-Q

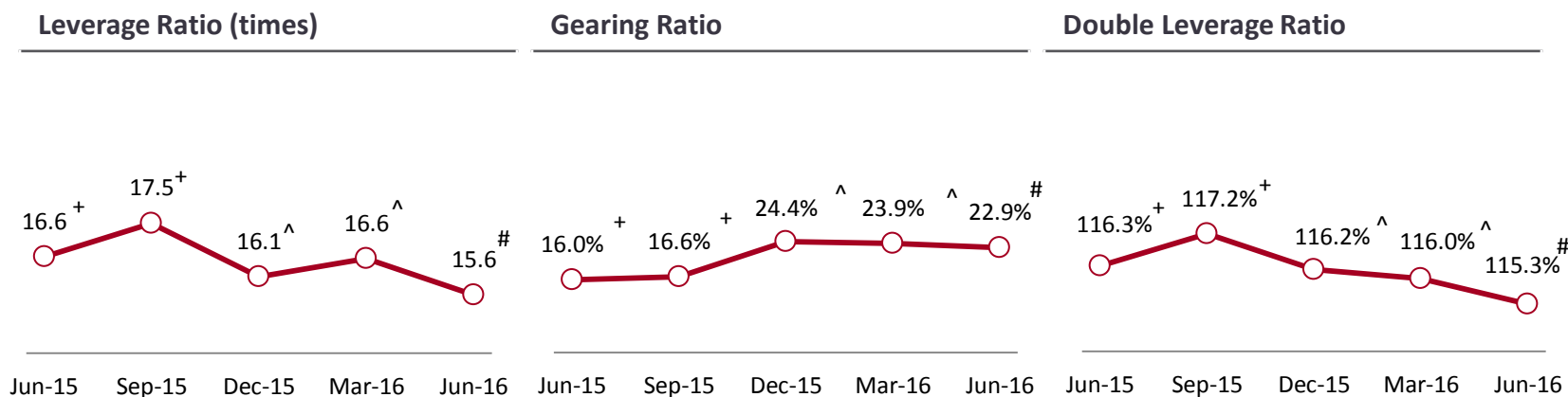
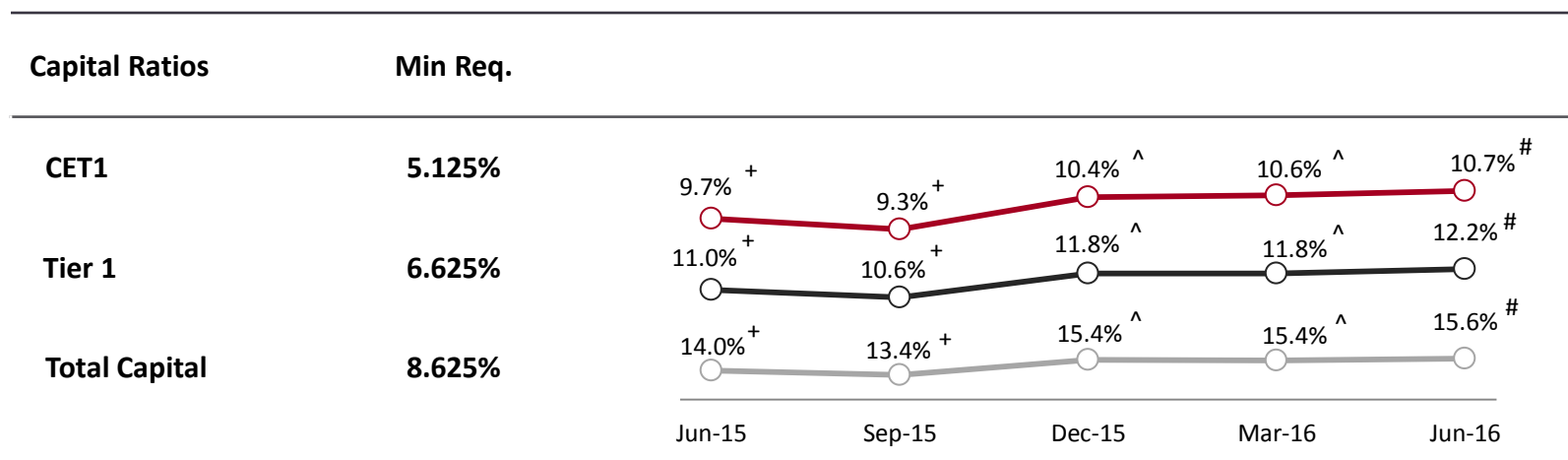
\*\* Adjusted for high cost saving deposits classified as Structured Deposits

^ In local currency

~ Excluding FX fluctuations

+ Including Labuan, London, Cambodia, Hong Kong & Shanghai

# Capital Management : CIMB Group



**Notes:**

\* Includes CIMB Bank Malaysia + CIMB Islamic + CIMB Thai + CIMB Cambodia + CIMB Labuan Limited + Singapore + London + HK & Shanghai + Offshore  
 + Post CIMB Group's FY15 First Interim Dividend & the actual corresponding DRS (67.1% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank  
 ^ Post CIMB Group's FY15 Second Interim Dividend & the actual corresponding DRS (86.8% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank  
 # Post CIMB Group's FY16 Proposed First Interim Dividend of RM698 mil and corresponding DRS take-up rate of 80%



# CIMB Group : 1H16 Results

## 3. PBT by Segment

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# PPOP by Segments

PPOP (RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
<b>Consumer Banking (43.7%)</b>	<b>1,486</b>	<b>1,217</b>	<b>22.1%</b>	<b>801</b>	<b>685</b>	<b>16.9%</b>
<b>Commercial Banking (13.2%)</b>	<b>449</b>	<b>371</b>	<b>21.0%</b>	<b>209</b>	<b>240</b>	<b>(12.9%)</b>
<b>Wholesale Banking (44.6%)</b>	<b>1,515</b>	<b>1,437</b>	<b>5.4%</b>	<b>816</b>	<b>699</b>	<b>16.7%</b>
Corporate Banking (27.3%)	928	992	(6.5%)	471	457	3.1%
Treasury & Markets ~ (16.9%)	575	459	25.3%	320	255	25.5%
Investment Banking + (0.4%)	12	(14)	185.7%	25	(13)	292.3%
<b>GAMI ** (1.7%)</b>	<b>59</b>	<b>98</b>	<b>(39.8%)</b>	<b>27</b>	<b>32</b>	<b>(15.6%)</b>
<b>Group Funding # (-3.2%)</b>	<b>(109)</b>	<b>132</b>	<b>(182.6%)</b>	<b>(41)</b>	<b>(68)</b>	<b>39.7%</b>
<b>PPOP</b>	<b>3,400</b>	<b>3,255</b>	<b>4.5%</b>	<b>1,812</b>	<b>1,588</b>	<b>14.1%</b>
<b>PPOP (Actual)</b>	<b>3,400</b>	<b>2,737</b>	<b>24.2%</b>	<b>1,812</b>	<b>1,588</b>	<b>14.1%</b>

Notes: \* Excluding IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil)

~ 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

# PBT by Segments

PBT (RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
<b>Consumer Banking (51.6%)</b>	<b>1,192</b>	<b>878</b>	<b>35.8%</b>	<b>635</b>	<b>557</b>	<b>14.0%</b>
<b>Commercial Banking (9.9%)</b>	<b>230</b>	<b>276</b>	<b>(16.7%)</b>	<b>84</b>	<b>146</b>	<b>(42.5%)</b>
<b>Wholesale Banking (37.1%)</b>	<b>859</b>	<b>809</b>	<b>6.2%</b>	<b>451</b>	<b>408</b>	<b>10.5%</b>
Corporate Banking (15.2%)	351	363	(3.3%)	171	180	(5.0%)
Treasury & Markets ~ (22.5%)	522	458	14.0%	270	252	7.1%
Investment Banking + (-0.6%)	(14)	(12)	(16.7%)	10	(24)	141.7%
<b>GAMI ** (6.2%)</b>	<b>143</b>	<b>132</b>	<b>8.3%</b>	<b>62</b>	<b>81</b>	<b>(23.5%)</b>
<b>Group Funding # (-4.8%)</b>	<b>(112)</b>	<b>130</b>	<b>(186.2%)</b>	<b>(43)</b>	<b>(69)</b>	<b>37.7%</b>
<b>PBT</b>	<b>2,312</b>	<b>2,225</b>	<b>3.9%</b>	<b>1,189</b>	<b>1,123</b>	<b>5.9%</b>
<b>PBT (Actual)</b>	<b>2,312</b>	<b>1,707</b>	<b>35.4%</b>	<b>1,189</b>	<b>1,123</b>	<b>5.9%</b>

Notes: \* Excluding IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil)

~ 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

# **CIMB Group : 1H16 Results**

## **3.1 Regional Consumer Banking**

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# Consumer Banking

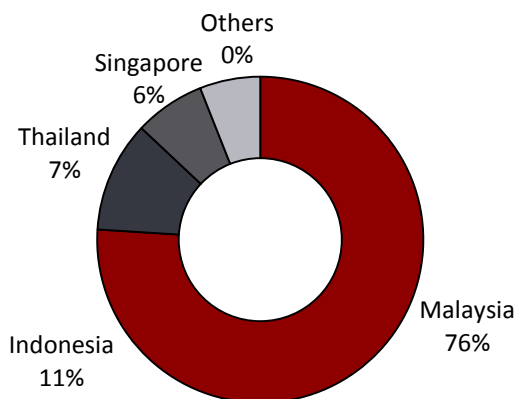
(RM 'mil)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	2,598	2,468	5.3%	1,309	1,289	1.6%
Non interest income	908	787	15.4%	468	440	6.4%
<b>Operating income</b>	<b>3,506</b>	<b>3,255</b>	<b>7.7%</b>	<b>1,777</b>	<b>1,729</b>	<b>2.8%</b>
Overhead expenses	(2,020)	(2,038)	(0.9%)	(976)	(1,044)	(6.5%)
<b>PPOP</b>	<b>1,486</b>	<b>1,217</b>	<b>22.1%</b>	<b>801</b>	<b>685</b>	<b>16.9%</b>
(Provisions) / Writeback	(296)	(341)	(13.2%)	(167)	(129)	29.5%
Share of JV / Associates	2	2	-	1	1	-
<b>PBT</b>	<b>1,192</b>	<b>878</b>	<b>35.8%</b>	<b>635</b>	<b>557</b>	<b>14.0%</b>
<b>PBT by Country</b>	<b>1H16</b>	<b>1H15</b>	<b>Y-o-Y</b>	<b>2Q16</b>	<b>1Q16</b>	<b>Q-o-Q</b>
Malaysia (RM 'mil)	945	777	21.6%	476	469	1.5%
Indonesia (IDR 'bil)	523	335	56.1%	339	184	84.2%
Thailand (THB 'mil)	406	(290)	240.0%	321	85	277.6%
Singapore (SGD 'mil)	11	13	(15.4%)	5	6	(16.7%)
Others * (RM 'mil)	6	4	50.0%	4	2	100.0%
<b>PBT</b>	<b>1,192</b>	<b>878</b>	<b>35.8%</b>	<b>635</b>	<b>557</b>	<b>14.0%</b>

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

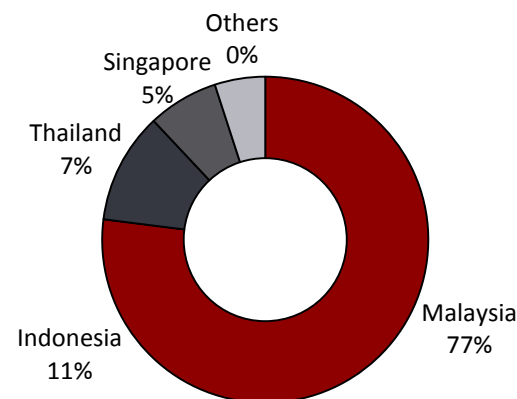
# Consumer Banking : Gross Loans

Country	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia (RM 'bil)	114.6	105.9	8.2%	112.5	1.9%
Indonesia (IDR 'bil)	51,908	51,252	1.3%	51,935	(0.1%)
Thailand (THB 'bil)	98.6	90.5	9.0%	96.0	2.7%
Singapore (SGD 'mil)	2,900	2,482	16.8%	2,780	4.3%
Others * (RM 'bil)	0.5	0.4	25.0%	0.5	-
<b>Total Consumer Loans (RM 'bil)</b>	<b>151.5</b>	<b>138.2</b>	<b>9.6%</b>	<b>147.5</b>	<b>2.7%</b>

30 Jun 16



30 Jun 15



Notes: Loan base excludes bad bank

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

# Consumer Banking : Deposits

Country	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia (RM 'bil)	84.7	76.8	10.3%	83.7	1.2%
Indonesia (IDR 'bil)	90,856	88,818	2.3%	89,129	1.9%
Thailand (THB 'bil)	105.0	117.4	(10.6%)	92.6	13.4%
Singapore (SGD 'mil)	5,078	4,097	23.9%	4,936	2.9%
Others * (RM 'bil)	0.6	0.4	50.0%	0.6	-
<b>Total Consumer Deposits (RM 'bil)</b>	<b>139.4</b>	<b>124.2</b>	<b>12.2%</b>	<b>134.3</b>	<b>3.8%</b>

Products (RM 'bil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Current	25.4	25.6	(0.8%)	25.4	-
Savings	39.4	32.8	20.1%	36.5	7.9%
Fixed and Structured Deposits	74.6	65.8	13.4%	72.4	3.0%
<b>Total</b>	<b>139.4</b>	<b>124.2</b>	<b>12.2%</b>	<b>134.3</b>	<b>3.8%</b>

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

# CIMB Group : 1H16 Results

## 3.2 Regional Commercial Banking

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# Commercial Banking

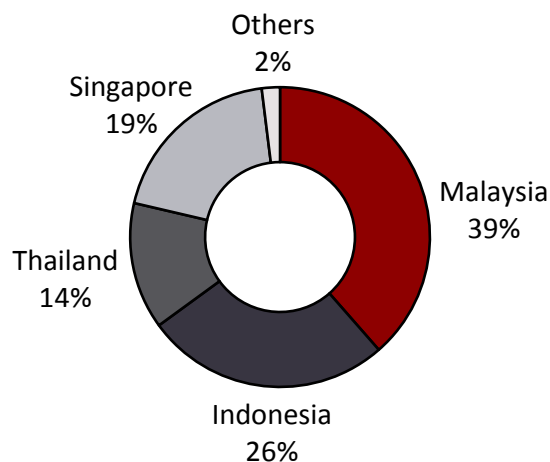
(RM 'mil)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	837	771	8.6%	406	431	(5.8%)
Non interest income	163	164	(0.6%)	85	78	9.0%
<b>Operating income</b>	<b>1,000</b>	<b>935</b>	<b>7.0%</b>	<b>491</b>	<b>509</b>	<b>(3.5%)</b>
Overhead expenses	(551)	(564)	(2.3%)	(282)	(269)	4.8%
<b>PPOP</b>	<b>449</b>	<b>371</b>	<b>21.0%</b>	<b>209</b>	<b>240</b>	<b>(12.9%)</b>
(Provisions) / Writeback	(219)	(95)	130.5%	(125)	(94)	33.0%
Share of JV / Associates	-	-	-	-	-	-
<b>PBT</b>	<b>230</b>	<b>276</b>	<b>(16.7%)</b>	<b>84</b>	<b>146</b>	<b>(42.5%)</b>
<b>Country</b>	<b>1H16</b>	<b>1H15</b>	<b>Y-o-Y</b>	<b>2Q16</b>	<b>1Q16</b>	<b>Q-o-Q</b>
Malaysia (RM 'mil)	227	222	2.3%	102	125	(18.4%)
Indonesia (IDR 'bil)	101	(68)	248.5%	69	32	115.6%
Thailand (THB 'mil)	(388)	172	(325.6%)	(389)	1	(>1000.0%)
Singapore (SGD 'mil)	3	17	(82.4%)	1	2	(50.0%)
Others * (RM 'mil)	9	7	28.6%	4	5	(20.0%)
<b>PBT (RM 'mil)</b>	<b>230</b>	<b>276</b>	<b>(16.7%)</b>	<b>84</b>	<b>146</b>	<b>(42.5%)</b>

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

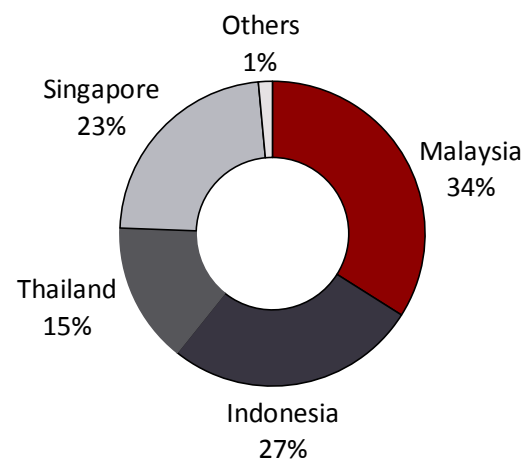
# Commercial Banking : Gross Loans

Country	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia (RM 'bil)	15.2	13.0	16.9%	14.4	5.6%
Indonesia (IDR 'bil)	33,535	35,936	(6.7%)	33,283	0.8%
Thailand (THB 'bil)	46.6	50.5	(7.7%)	48.8	(4.5%)
Singapore (SGD 'mil)	2,557	3,132	(18.4%)	2,586	(1.1%)
Others * (RM 'bil)	0.8	0.6	33.3%	0.8	-
<b>Total Commercial Loans (RM 'bil)</b>	<b>39.4</b>	<b>38.4</b>	<b>2.6%</b>	<b>38.1</b>	<b>3.4%</b>

30 Jun 16



30 Jun 15



Notes: Loan base excludes bad bank

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

# Commercial Banking : Deposits

Country	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia (RM 'bil)	17.9	16.8	6.5%	18.2	(1.6%)
Indonesia (IDR 'bil)	34,676	34,850	(0.5%)	34,349	1.0%
Thailand (THB 'bil)	13.8	22.2	(37.8%)	18.2	(24.2%)
Singapore (SGD 'mil)	4,313	3,353	28.6%	3,994	8.0%
Others * (RM 'bil)	0.5	0.9	(44.4%)	0.3	66.7%
<b>Total Commercial Deposits (RM 'bil)</b>	<b>43.4</b>	<b>40.2</b>	<b>8.0%</b>	<b>42.3</b>	<b>2.6%</b>

Products (RM 'bil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Current	18.1	17.2	5.2%	17.7	2.3%
Savings	1.0	0.8	25.0%	1.0	-
Fixed and Structured Deposits	24.3	22.2	9.5%	23.6	3.0%
<b>Total</b>	<b>43.4</b>	<b>40.2</b>	<b>8.0%</b>	<b>42.3</b>	<b>2.6%</b>

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

# CIMB Group : 1H16 Results

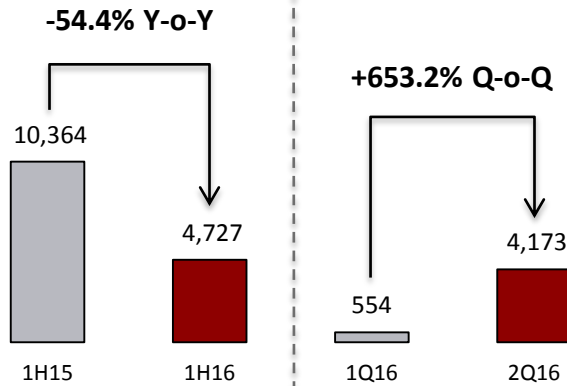
## 3.3 Regional Wholesale Banking

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# ASEAN Capital Markets Activities

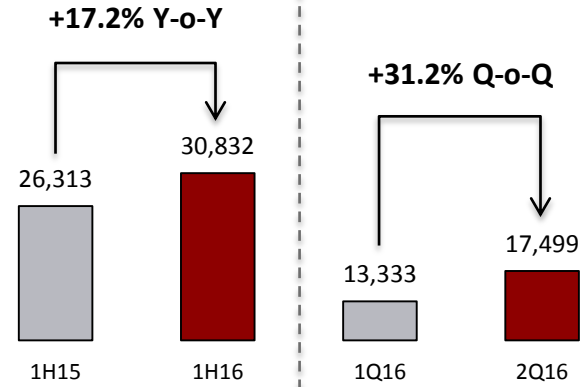
## Industry ASEAN ECM

USD 'mil



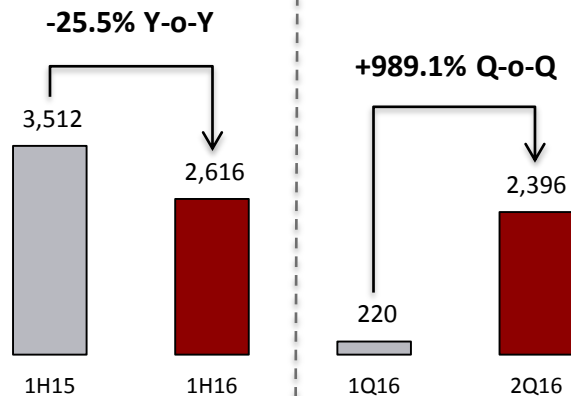
## Industry ASEAN DCM

USD 'mil



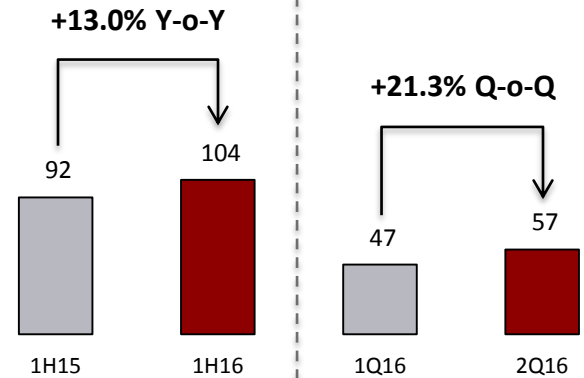
## Industry ASEAN IPO

USD 'mil



## Industry ASEAN M&A

USD 'bil



# Wholesale Banking

(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	1,825	1,647	10.8%	908	917	(1.0%)
Non interest income	946	1,102	(14.2%)	511	435	17.5%
<b>Operating income</b>	<b>2,771</b>	<b>2,749</b>	<b>0.8%</b>	<b>1,419</b>	<b>1,352</b>	<b>5.0%</b>
Overhead expenses	(1,256)	(1,312)	(4.3%)	(603)	(653)	(7.7%)
<b>PPOP</b>	<b>1,515</b>	<b>1,437</b>	<b>5.4%</b>	<b>816</b>	<b>699</b>	<b>16.7%</b>
(Provisions) / Writeback	(656)	(628)	4.5%	(365)	(291)	25.4%
<b>PBT</b>	<b>859</b>	<b>809</b>	<b>6.2%</b>	<b>451</b>	<b>408</b>	<b>10.5%</b>
<b>PBT (Actual)</b>	<b>859</b>	<b>607</b>	<b>41.5%</b>	<b>451</b>	<b>408</b>	<b>10.5%</b>

(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Corporate Banking (40.9%)	351	363	(3.3%)	171	180	(5.0%)
Treasury & Markets ~ (60.7%)	522	458	14.0%	270	252	7.1%
Investment Banking + (-1.6%)	(14)	(12)	(16.7%)	10	(24)	141.7%
<b>PBT</b>	<b>859</b>	<b>809</b>	<b>6.2%</b>	<b>451</b>	<b>408</b>	<b>10.5%</b>

Notes: \* Excluding IB restructuring cost (RM202 mil)

~ Including treasury operations, markets and transaction banking

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

# Wholesale Banking : Corporate Banking

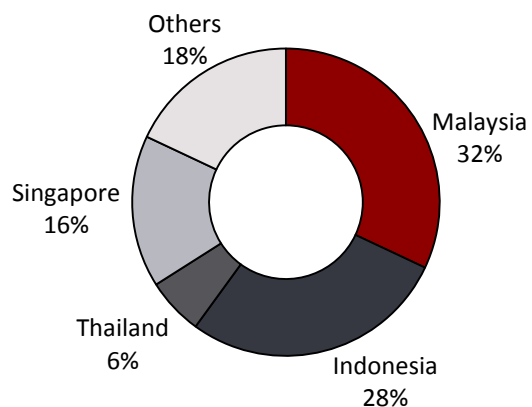
(RM 'mil)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	1,141	1,101	3.6%	561	580	(3.3%)
Non interest income	283	357	(20.7%)	159	124	28.2%
<b>Operating income</b>	<b>1,424</b>	<b>1,458</b>	<b>(2.3%)</b>	<b>720</b>	<b>704</b>	<b>2.3%</b>
Overhead expenses	(496)	(466)	6.4%	(249)	(247)	0.8%
<b>PPOP</b>	<b>928</b>	<b>992</b>	<b>(6.5%)</b>	<b>471</b>	<b>457</b>	<b>3.1%</b>
(Provisions) / Writeback	(577)	(629)	(8.1%)	(300)	(277)	8.3%
<b>PBT</b>	<b>351</b>	<b>363</b>	<b>(3.3%)</b>	<b>171</b>	<b>180</b>	<b>(5.0%)</b>
Country	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Malaysia (RM 'mil)	573	578	(0.9%)	301	272	10.7%
Indonesia (IDR 'bil)	(922)	(972)	5.1%	(464)	(458)	(1.3%)
Thailand (THB 'mil)	(366)	(118)	(210.2%)	(306)	(60)	(410.0%)
Singapore (SGD 'mil)	30	22	36.4%	14	16	(12.5%)
Others * (RM 'mil)	17	13	30.8%	7	10	(30.0%)
<b>PBT (RM 'mil)</b>	<b>351</b>	<b>363</b>	<b>(3.3%)</b>	<b>171</b>	<b>180</b>	<b>(5.0%)</b>

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

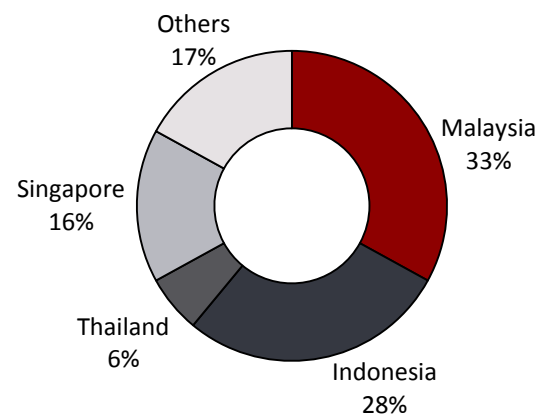
# Wholesale Banking : Gross Loans

Country	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia (RM 'bil)	32.4	31.7	2.2%	32.2	0.6%
Indonesia (IDR 'bil)	89,893	91,062	(1.3%)	85,803	4.8%
Thailand (THB 'bil)	53.6	51.9	3.3%	52.3	2.5%
Singapore (SGD 'mil)	5,253	5,641	(6.9%)	5,552	(5.4%)
Others * (RM 'bil)	18.3	16.9	8.3%	17.8	2.8%
<b>Total Corporate Loans (RM 'bil)</b>	<b>101.0</b>	<b>97.3</b>	<b>3.8%</b>	<b>98.4</b>	<b>2.6%</b>
Other Wholesale Loans (RM 'bil)	3.0	2.7	11.1%	2.7	11.1%
<b>Total Wholesale Loans (RM 'bil)</b>	<b>104.0</b>	<b>100.0</b>	<b>4.0%</b>	<b>101.1</b>	<b>2.9%</b>

Corporate Loans as at 30 Jun 16



Corporate Loans as at 30 Jun 15



Notes: Loan base excludes bad bank

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



# Wholesale Banking : Deposits

Country	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Malaysia (RM 'bil)	52.3	54.7	(4.4%)	54.6	(4.2%)
Indonesia (IDR 'bil)	53,760	62,321	(13.7%)	49,261	9.1%
Thailand (THB 'bil)	47.5	36.7	29.4%	46.7	1.7%
Singapore (SGD 'mil)	2,661	2,324	14.5%	2,891	(8.0%)
Others * (RM 'bil)	11.2	13.9	(19.4%)	14.6	(23.3%)
<b>Total Corporate Deposits (RM 'bil)</b>	<b>88.7</b>	<b>90.3</b>	<b>(1.8%)</b>	<b>92.6</b>	<b>(4.2%)</b>
Other Wholesale Deposits (RM 'bil)	46.9	42.6	10.1%	50.4	(6.9%)
<b>Total Wholesale Deposits (RM 'bil)</b>	<b>135.6</b>	<b>132.9</b>	<b>2.0%</b>	<b>143.0</b>	<b>(5.2%)</b>
Wholesale Deposits (RM 'bil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Current	21.3	21.6	(1.4%)	21.7	(1.8%)
Savings	3.7	2.2	68.2%	3.2	15.6%
Fixed and Structured Deposits	63.7	66.5	(4.2%)	67.7	(5.9%)
<b>Total Corporate Deposits (RM 'bil)</b>	<b>88.7</b>	<b>90.3</b>	<b>(1.8%)</b>	<b>92.6</b>	<b>(4.2%)</b>
Other Wholesale Deposits (RM 'bil)	46.9	42.6	10.1%	50.4	(6.9%)
<b>Total Wholesale Deposits (RM 'bil)</b>	<b>135.6</b>	<b>132.9</b>	<b>2.0%</b>	<b>143.0</b>	<b>(5.2%)</b>

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

# Wholesale Banking : Treasury & Markets

(RM 'mil)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	570	469	21.5%	278	292	(4.8%)
Non interest income	276	283	(2.5%)	165	111	48.6%
<b>Operating income</b>	<b>846</b>	<b>752</b>	<b>12.5%</b>	<b>443</b>	<b>403</b>	<b>9.9%</b>
Overhead expenses	(271)	(293)	(7.5%)	(123)	(148)	(16.9%)
<b>PPOP</b>	<b>575</b>	<b>459</b>	<b>25.3%</b>	<b>320</b>	<b>255</b>	<b>25.5%</b>
(Provisions) / Writeback	(53)	(1)	>1000%	(50)	(3)	>1000%
<b>PBT</b>	<b>522</b>	<b>458</b>	<b>14.0%</b>	<b>270</b>	<b>252</b>	<b>7.1%</b>
Country	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Malaysia (RM 'mil)	176	185	(4.9%)	106	70	51.4%
Indonesia (IDR 'bil)	890	602	47.8%	477	413	15.5%
Thailand (THB 'mil)	406	407	(0.2%)	74	332	(77.7%)
Singapore (SGD 'mil)	8	17	(52.9%)	4	4	-
Others * (RM 'mil)	2	14	(85.7%)	-	2	(100.0%)
<b>PBT (RM 'mil)</b>	<b>522</b>	<b>458</b>	<b>14.0%</b>	<b>270</b>	<b>252</b>	<b>7.1%</b>

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

# Wholesale Banking : Investment Banking

(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	114	77	48.1%	69	45	53.3%
Non interest income	387	462	(16.2%)	187	200	(6.5%)
<b>Operating income</b>	<b>501</b>	<b>539</b>	<b>(7.1%)</b>	<b>256</b>	<b>245</b>	<b>4.5%</b>
Overhead expenses	(489)	(553)	(11.6%)	(231)	(258)	(10.5%)
<b>PPOP</b>	<b>12</b>	<b>(14)</b>	<b>185.7%</b>	<b>25</b>	<b>(13)</b>	<b>292.3%</b>
(Provisions) / Writeback	(26)	2	>1000%	(15)	(11)	36.4%
<b>PBT</b>	<b>(14)</b>	<b>(12)</b>	<b>(16.7%)</b>	<b>10</b>	<b>(24)</b>	<b>141.7%</b>
<b>PBT (Actual)</b>	<b>(14)</b>	<b>19</b>	<b>(173.7%)</b>	<b>10</b>	<b>(24)</b>	<b>141.7%</b>

Country	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Malaysia (RM 'mil)	96	66	45.5%	67	29	131.0%
Indonesia (IDR 'bil)	64	43	48.8%	35	29	20.7%
Thailand (THB 'mil)	34	118	(71.2%)	17	17	-
Singapore (SGD 'mil)	(14)	(4)	(250.0%)	(9)	(5)	(80.0%)
Others * (RM 'mil)	(92)	(93)	1.1%	(42)	(50)	16.0%
<b>PBT (RM 'mil)</b>	<b>(14)</b>	<b>(12)</b>	<b>(16.7%)</b>	<b>10</b>	<b>(24)</b>	<b>141.7%</b>

Note: \* Excluding IB restructuring cost (RM202 mil)

# IB Market Share and Ranking (1)

	1H16		1H15	
	Market Share	Rank	Market Share	Rank
Cash Equities	10.1%	2	11.3%	1
IPO	34.2%	1	11.7%	1
ECM	23.9%	1	30.6%	1
EQL Products	-	-	-	-
M&A	3.6%	2	11.8%	1
Syndication ^	11.9%	4	9.2%	3
DCM Domestic	25.0%	2	21.1%	2
Sukuk	20.5%	3	22.7%	2


	1H16		1H15	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.4%	4	5.0%	3
IPO	-	-	2.2%	12
ECM	-	-	1.0%	16
EQL Products	-	-	-	-
M&A	-	-	-	-
Syndication ^	0.2%	18	2.8%	10
DCM	5.9%	6	8.2%	5

	1H16		1H15	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.3%	2	5.7%	2
IPO	-	-	1.0%	9
ECM	-	-	0.7%	11
EQL Products	-	-	-	-
M&A	-	-	-	-
Syndication ^	-	-	19.5%	2
DCM	10.4%	4	10.8%	2

	1H16		1H15	
	Market Share	Rank	Market Share	Rank
Cash Equities	8.7%	TBC	9.5%	2
IPO	1.6%	9	-	-
ECM	2.7%	9	-	-
EQL Products	-	-	-	-
M&A	1.0%	20	0.6%	17
Syndication ^	0.4%	40	1.2%	24
DCM	2.2%	9	2.7%	7

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Note: ^ Mandated lead arranger

# IB Market Share and Ranking (2)

	1H16		1H15		ASEAN	1H16		1H15	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Cash Equities	0.3%	56	0.3%	56	Cash Equities	7.0%	2	7.3%	2
IPO	0.5%	34	1.1%	22	IPO	3.4%	14	4.1%	6
ECM	0.2%	56	0.6%	34	ECM	5.3%	7	8.1%	3
EQL Products	-	-	-	-	EQL Products	-	-	-	-
M&A	0.2%	39	0.1%	38	M&A	1.1%	25	1.1%	19
Syndication ^	-	-	-	-	Syndication ^	1.2%	24	3.9%	8
					DCM Domestic	12.1%	1	12.3%	1

Global	1H16		1H15		Asia (ex-Japan) *	1H16		1H15	
	Market Share	Rank	Market Share	Rank		Market Share	Rank	Market Share	Rank
Sukuk	13.3%	1	14.2%	1	IPO	1.0%	33	1.7%	17
					ECM	0.9%	26	1.3%	17
					EQL Products	-	-	1.1%	19
					M&A	0.2%	76	0.2%	54
					Syndication ^	0.2%	71	0.9%	29
					DCM Domestic	0.9%	33	1.1%	30
					Sukuk	22.4%	1	21.9%	1

Sources: Dealogic, Bloomberg, Local Stock Exchanges and internal data  
 Notes: ^ Mandated lead arranger \* Excluding A-Share

## **CIMB Group : 1H16 Results**

### **3.4 Group Asset Management & Investments**

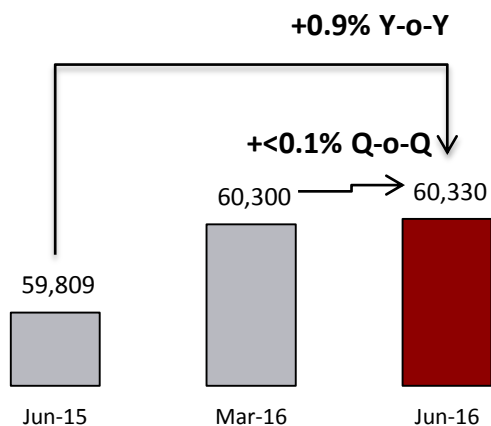
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# Group Asset Management & Investments

PBT (RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Public Markets	40	55	(27.3%)	12	28	(57.1%)
Private Markets	103	77	33.8%	50	53	(5.7%)
Direct Investments & Others	92	72	27.8%	43	49	(12.2%)
Private Equity Fund Management	8	(3)	366.7%	7	1	600.0%
Passive Fund Investments	3	8	(62.5%)	-	3	(100.0%)
<b>PBT BAU</b>	<b>143</b>	<b>132</b>	<b>8.3%</b>	<b>62</b>	<b>81</b>	<b>(23.5%)</b>
<b>PBT Actual</b>	<b>143</b>	<b>130</b>	<b>10.0%</b>	<b>62</b>	<b>81</b>	<b>(23.5%)</b>

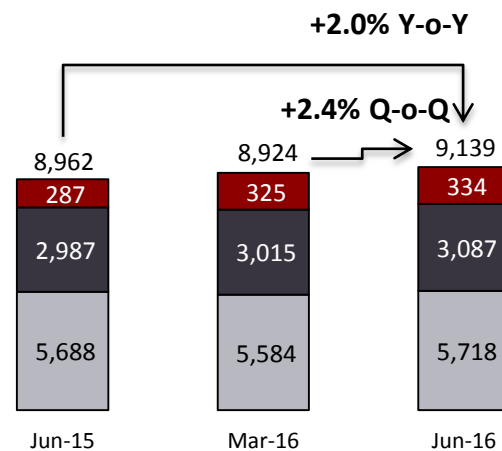
## Public Markets AUM

RM 'mil



## Private Markets AUM/CV

RM 'mil



■ Passive Fund Management ■ Direct Investments  
□ Private Equity Management

Notes: \* Excluding MY MSS cost (RM2 mil)

# CIMB Group : 1Q16 Results

## 3.5 Group Funding

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# Group Funding

(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	167	213	(21.6%)	84	83	1.2%
Non interest income	(64)	81	(179.0%)	8	(72)	111.1%
<b>Total Income</b>	<b>103</b>	<b>294</b>	<b>(65.0%)</b>	<b>92</b>	<b>11</b>	<b>736.4%</b>
Overhead expenses	(212)	(162)	30.9%	(133)	(79)	68.4%
<b>PPOP</b>	<b>(109)</b>	<b>132</b>	<b>(182.6%)</b>	<b>(41)</b>	<b>(68)</b>	<b>39.7%</b>
(Provisions) / Writeback	(3)	(2)	50.0%	(2)	(1)	200.0%
Share of JV / associates	-	-	-	-	-	-
<b>PBT (BAU)</b>	<b>(112)</b>	<b>130</b>	<b>(186.2%)</b>	<b>(43)</b>	<b>(69)</b>	<b>37.7%</b>
<b>PBT (Actual)</b>	<b>(112)</b>	<b>(184)</b>	<b>39.1%</b>	<b>(43)</b>	<b>(69)</b>	<b>37.7%</b>

Notes: \* Excluding MY MSS cost (RM314 mil)

# CIMB Group : 1H16 Results

## 3.6 CIMB Islamic

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# Islamic: Earnings Summary

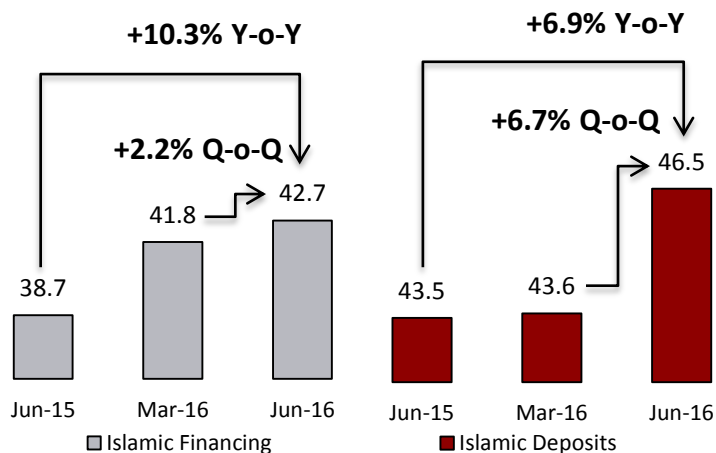
(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Net financing income	645	590	9.3%	329	316	4.1%
Non financing income	188	163	15.3%	66	122	(45.9%)
<b>Operating income</b>	<b>833</b>	<b>753</b>	<b>10.6%</b>	<b>395</b>	<b>438</b>	<b>(9.8%)</b>
Overhead expenses	(308)	(323)	(4.6%)	(147)	(161)	(8.7%)
<b>PPOP</b>	<b>525</b>	<b>430</b>	<b>22.1%</b>	<b>248</b>	<b>277</b>	<b>(10.5%)</b>
(Provisions) / Writeback	(25)	(72)	(65.3%)	(25)	-	-
Share of JV / Associates	1	1	-	1	-	-
<b>PBT</b>	<b>501</b>	<b>359</b>	<b>39.6%</b>	<b>224</b>	<b>277</b>	<b>(19.1%)</b>

(RM 'mil)	1H16	1H15 BAU*	Y-o-Y	2Q16	1Q16	Q-o-Q
Consumer Banking (40.7%)	204	121	68.6%	104	100	4.0%
Commercial Banking (10.6%)	53	31	71.0%	19	34	(44.1%)
Wholesale Banking (42.9%)	215	130	65.4%	103	112	(8.0%)
GAMI (4.2%)	21	26	(19.2%)	5	16	(68.8%)
Group Funding (1.6%)	8	51	(84.3%)	(7)	15	(146.7%)
<b>PBT</b>	<b>501</b>	<b>359</b>	<b>39.6%</b>	<b>224</b>	<b>277</b>	<b>(19.1%)</b>

Note: \* Excluding MY MSS cost (RM3 mil)

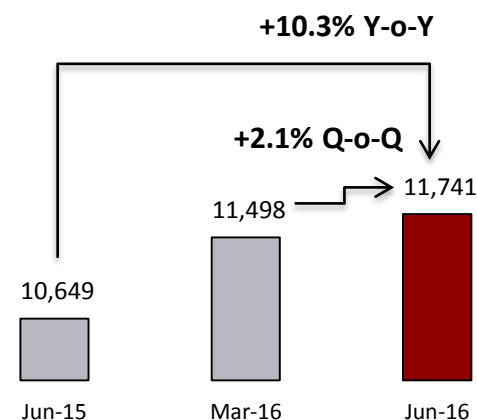
## Islamic Financing and Deposits

RM 'bil



## Islamic Residential Mortgages

RM 'mil



## Ranking of Total Islamic Assets as at 30 Mar 2016

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	161,145	30%
<b>2</b>	<b>CIMB Islamic</b>	<b>55,323</b>	<b>10%</b>
3	Bank Islam	48,100	9%
4	PBB-I	46,567	9%
5	RHB Islamic	46,086	9%

Sukuk	1H16		1H15	
	Market Share	Rank	Market Share	Rank
Malaysia	20.5%	3	22.7%	2
Asia ex-Japan	22.4%	1	21.9%	1
Global	13.3%	1	14.2%	1

# CIMB Group : 1H16 Results

## 4. T18 Updates

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# Overview of T18 Programme

## 18 Programmes to Drive the Group Towards T18



### Wholesale Banking

- Client Profitability and Wallet Share Optimisation
- Transaction Banking
- Equities Streamlining
- Private Banking

### Commercial Banking

- Commercial Banking transformation across key markets

### Consumer Banking

- Digital banking
- Branch productivity enhancements
- Thailand Retail 2.0

### HR

- Culture (ABC)
- Strategic workforce planning
- Performance management

### Other Key Strategic Initiatives

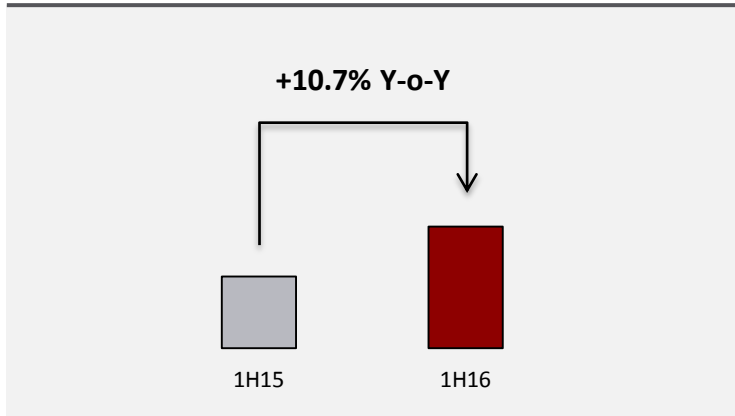
- MIS and data management
- FinTech
- Capital and RWA Optimisation
- Islamic Banking 2.0
- Footprint expansion – Vietnam, Philippines
- Cost and productivity
- Customer experience

- Programme sponsors identified for each initiative
- >300 projects identified
- Ongoing tracking for each initiative by T18 OC and GPMO to ensure sustained momentum

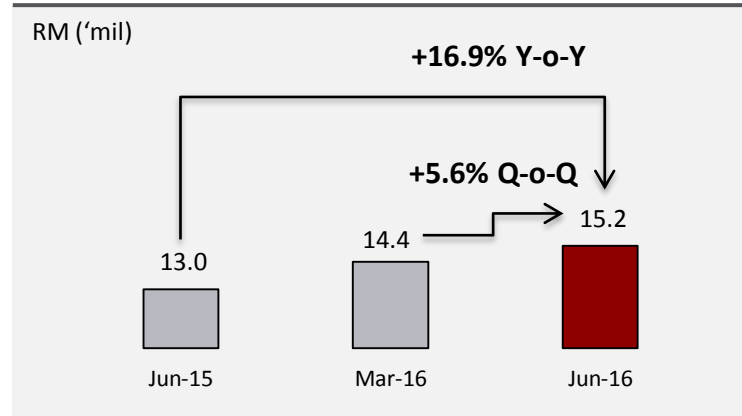
# T18 – Commercial Banking

Good momentum in Malaysia and to replicate success in other markets

## Malaysia Operating Income

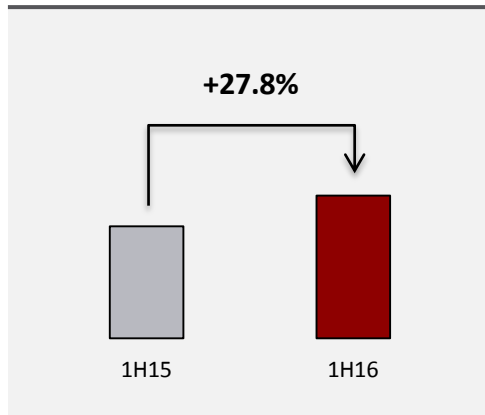


## Malaysia Loan Growth

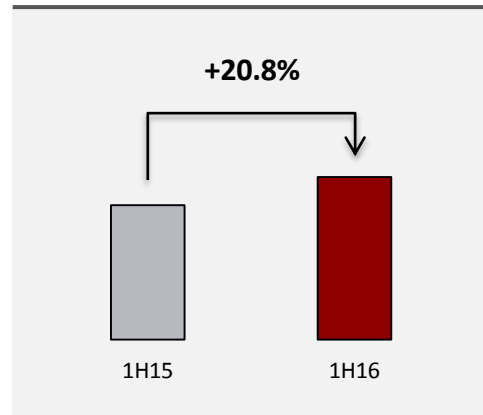


Future growth supported by strong pipeline

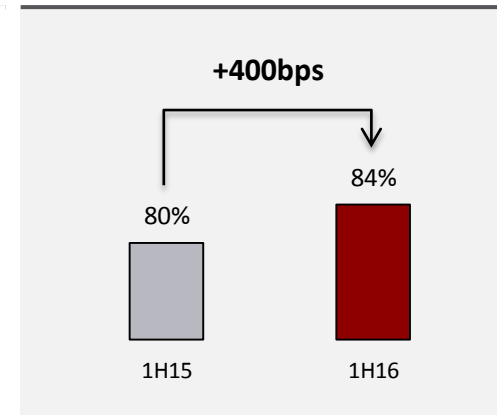
## Loan Submission



## Loan Approvals



## Loan Acceptance Rates

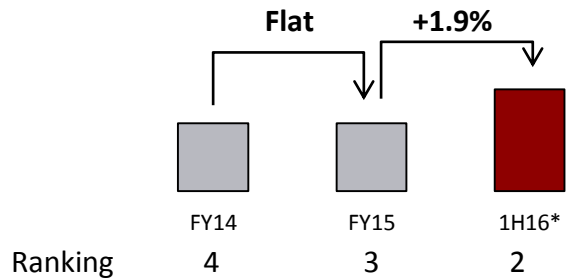


# T18 – Consumer Banking: Malaysia and Indonesia

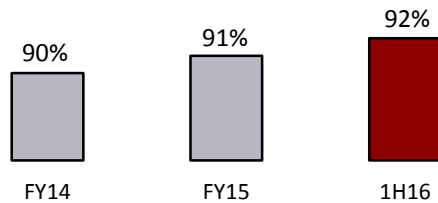
## ➤ Operational Improvements in Malaysia and Indonesia

### Malaysia

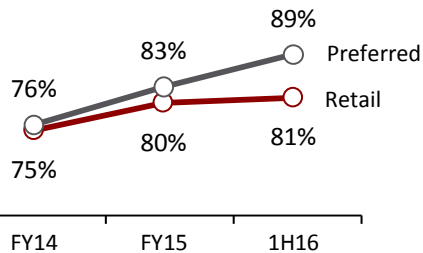
#### CASA per branch



#### Branchless Transactions

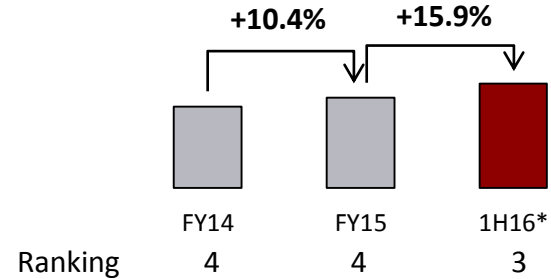


#### % of customers waiting within the target time

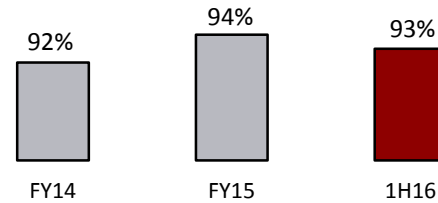


### Indonesia

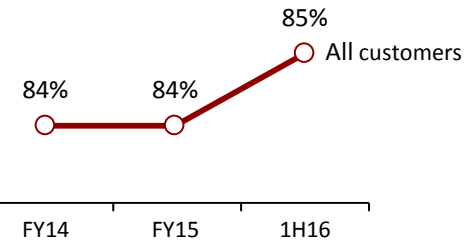
#### CASA per branch



#### Branchless Transactions



#### % of customers waiting within the target time



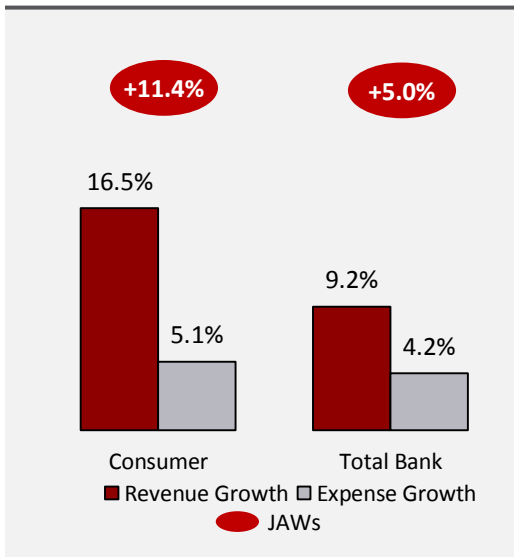
Note: \*Annualised



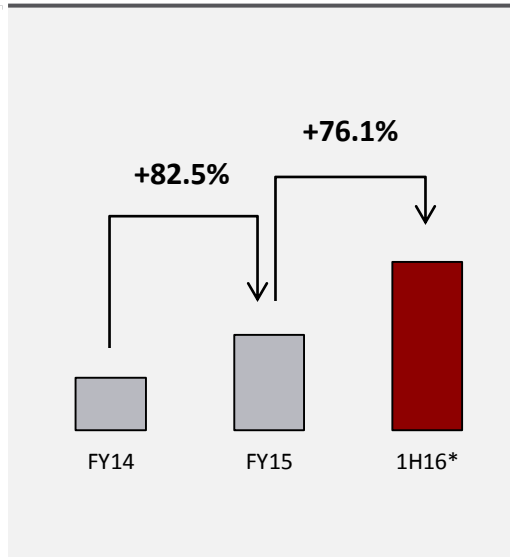
# T18 – Consumer Banking: Thailand Retail 2.0

- Early signs of success
- Key Focus Areas
  - Affluent-centric strategy
  - Increased in branch productivity through improvements in staff efficiency and branch consolidation
  - Strengthen collaboration with telco/retail partners to expand our mass market presence

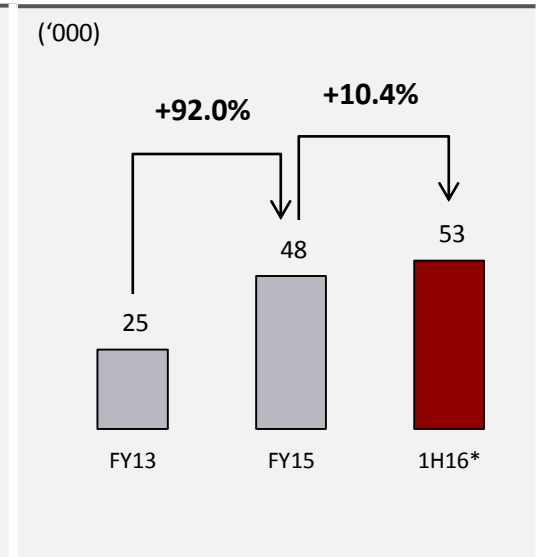
## JAWs



## CASA per branch



## No. of Preferred Customers



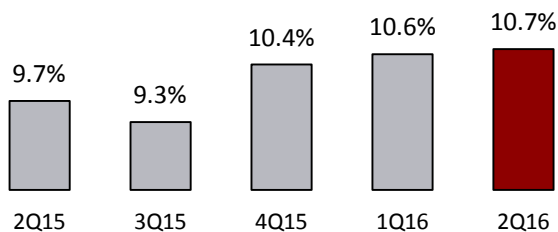
Note: \*Annualised

# T18 – RWA Optimisation & Cost Management

## RWA Optimisation

- Further RWA optimisation
- Next steps
  - implementation of top-down RAROC annual planning targets
  - Enhanced KPI framework to ensure Group-wide alignment
- T18 RWA optimisation initiatives have contributed over RM1.0 bil in RWA savings in 1H16

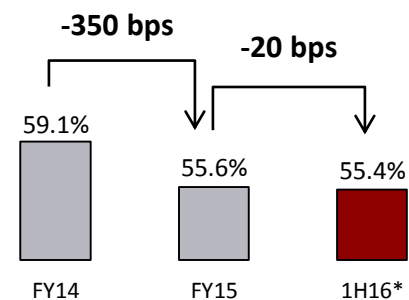
### CET1 Ratio



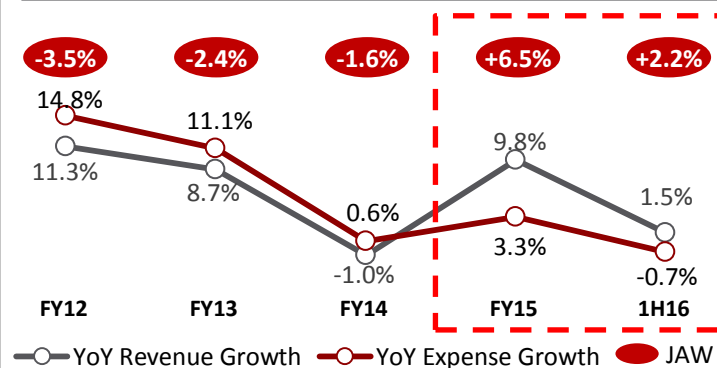
## Cost Management

- Cost saving initiatives contributed to JAWs and CIR improvements

### Cost to Income Ratio



### Revenue & Expense

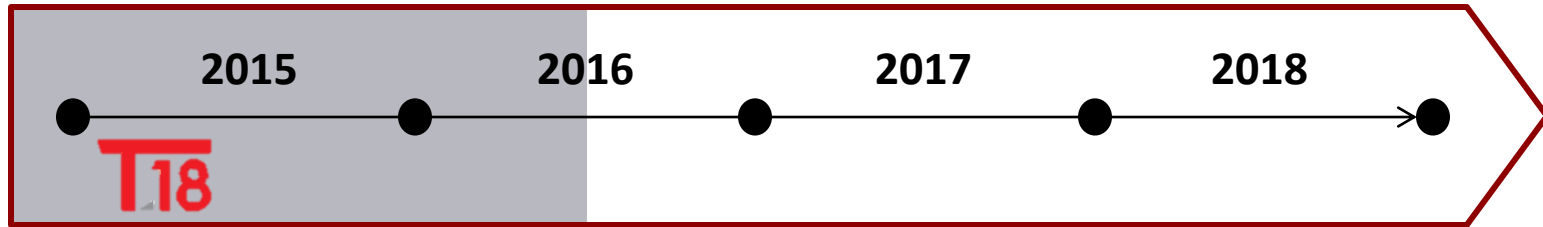


Note: \*Annualised

# T18 Progress : Other 2Q16 Updates

Wholesale Banking	HR Initiatives	Footprint Expansion	
<ul style="list-style-type: none"> <li>➤ RWA and client profitability                             <ul style="list-style-type: none"> <li>▪ Initiative underway</li> <li>▪ Rating model improvement and account planning conducted for key client group accounts</li> </ul> </li> <li>➤ Transaction Banking                             <ul style="list-style-type: none"> <li>▪ Execution mode for identified initiatives in Malaysia, Singapore and Indonesia</li> </ul> </li> <li>➤ Private Banking                             <ul style="list-style-type: none"> <li>▪ Developing detailed plans to build a Regional Private Banking brand</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>➤ Culture                             <ul style="list-style-type: none"> <li>▪ Culture roadshows across the region</li> <li>▪ Business sponsors and informal leaders network</li> </ul> </li> <li>➤ Strategic Manpower Planning                             <ul style="list-style-type: none"> <li>▪ Organisation optimisation in progress in line with business review initiatives</li> </ul> </li> <li>➤ Performance management policies and framework                             <ul style="list-style-type: none"> <li>▪ Enhanced to align with the Group's short and medium term strategies</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>➤ Vietnam: Obtained approval-in-principle to set up banking presence; Target to commence operation by end 2016</li> <li>➤ Philippines: Regulatory submissions underway – submitted application to BNM; Partnership discussions and identification of key hires in progress; Continuous effort by business and support units to fine-tune the entry strategy</li> </ul>	
FinTech	Islamic Banking 2.0	MIS & Data Management	Customer Experience
<ul style="list-style-type: none"> <li>➤ Ongoing efforts to crystallise the Group's FinTech strategy and aspirations</li> <li>➤ Recent collaborations with Multimedia Development Corporation (MDeC) and Startup Bootcamp</li> </ul>	<ul style="list-style-type: none"> <li>➤ New product and deposit initiatives underway</li> <li>➤ "Islamic First" strategy being implemented with positive momentum</li> <li>➤ Islamic Treasury gained positive traction from marketing initiatives</li> </ul>	<ul style="list-style-type: none"> <li>➤ On track to enhance performance management set up and practices to ensure stronger alignment to CIMB Group's overall strategy</li> </ul>	<ul style="list-style-type: none"> <li>➤ Developed strategic framework, completed set-up and operationalisation of Group Customer Experience function</li> <li>➤ Lean Six Sigma training and Senior Leadership Customer Experience workshops across the region</li> </ul>

# T18 Update – Concluding Remarks



- We are approaching the midpoint of our T18 journey
- Over the past 20 months, our T18 efforts focused on strengthening the foundations of the Group – through initiatives such as RWA Optimisation, Cost Management and Culture
- Starting to see some positive results from these initiatives, with CET1 improving to 10.7% and CIR coming down to 55.4%
- Business acceleration slower than expected due to economic headwinds, but encouraging momentum observed in Consumer and Commercial Banking Malaysia
- To maintain focus on strengthening capital and cost management in view of the weaker macroeconomic conditions

# CIMB Group : 1H16 Results

## 5. Final Remarks

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# Targets for 2016

	1H16	FY16 Target
ROE	8.1% <sup>1</sup>	10.0%
Dividend Payout Ratio	41%	40%
Total Loans Growth *	6.6% (3.9%**)	10.0%
Loan Loss Charge	0.71% <sup>1</sup>	60-70 bps
CET 1 (CIMB Group)	10.7% <sup>2</sup>	11.0%
Cost to income	55.4%	< 53.0%

Notes: \* Excluding bad bank  
 \*\* Excluding FX fluctuations  
 1. 1H16 Annualised  
 2. As at 30 Jun-16

# Final Remarks

- Cautious approach to 2H16 given the continued challenges in the external economic environment
- CIMB Niaga better positioned to capitalise on gradual Indonesian economic recovery
- Malaysia and Singapore will likely be subdued in 2H16, with Thailand focusing on asset quality and operational reorganisation
- Continue to optimise risk-adjusted returns within selected segments
- Risk management, asset quality and cost management initiatives will remain core focus areas
- Capital, cost and dividend payout targets remain on track
- T18 initiatives will strengthen our position and enhance our resilience for the medium and longer term

**THANK YOU**



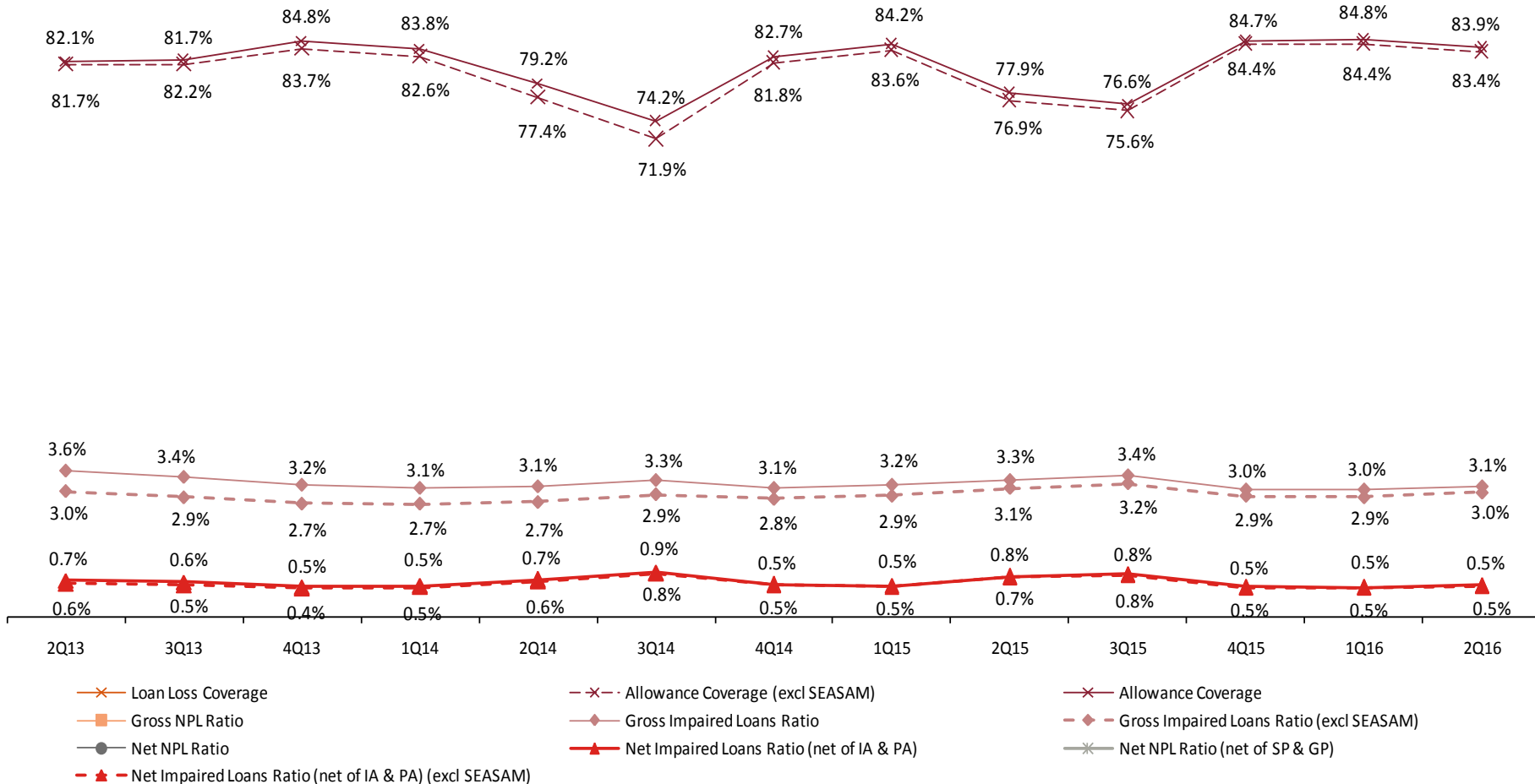
# CIMB Group : 1H16 Results Appendices

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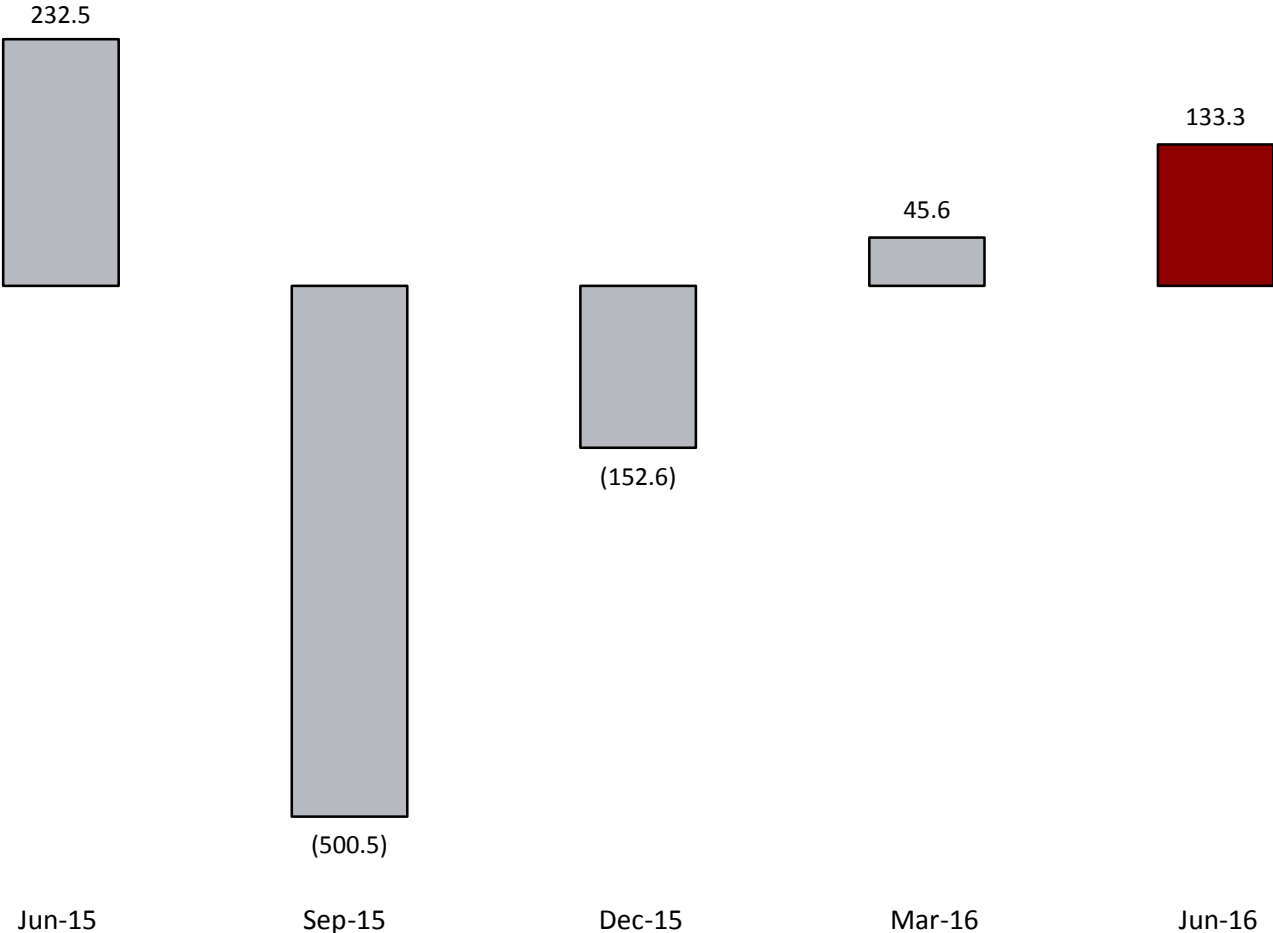
# Consolidated Balance Sheet Changes

(RM 'mil)	30 Jun 16	30 Jun 15	Y-o-Y	31 Mar 16	Q-o-Q
Cash & short term funds	31,613	31,898	(0.9%)	38,635	(18.2%)
Securities purchased under resale agreements	7,076	6,869	3.0%	9,330	(24.2%)
Deposits & placements with financial institutions	2,914	6,403	(54.5%)	2,277	28.0%
Financial assets held for trading	24,633	20,229	21.8%	22,305	10.4%
Money Market	17,137	12,048	42.2%	15,751	8.8%
Corporate Bonds	5,785	6,408	(9.7%)	5,187	11.5%
Equity	1,711	1,773	(3.5%)	1,366	25.3%
Financial investments available for sale	31,735	39,041	(18.7%)	30,517	4.0%
Financial investments held to maturity	27,920	20,284	37.6%	27,195	2.7%
Loans, advances & financing	290,064	272,596	6.4%	282,191	2.8%
Other assets	52,003	45,864	13.4%	52,746	(1.4%)
<b>Total assets</b>	<b>467,958</b>	<b>443,184</b>	<b>5.6%</b>	<b>465,196</b>	<b>0.6%</b>
Deposits from customers	315,998	294,724	7.2%	316,842	(0.3%)
Placement from investment accounts	243	-	-	244	(0.4%)
Deposits & placements of banks and other FI	28,853	37,752	(23.6%)	24,944	15.7%
Other borrowings	32,829	32,506	1.0%	33,389	(1.7%)
Other liabilities	46,479	38,449	20.9%	47,656	(2.5%)
<b>Total liabilities</b>	<b>424,402</b>	<b>403,431</b>	<b>5.2%</b>	<b>423,075</b>	<b>0.3%</b>
<b>Shareholders' funds</b>	<b>42,363</b>	<b>38,693</b>	<b>9.5%</b>	<b>40,946</b>	<b>3.5%</b>
<b>Total liabilities &amp; equity</b>	<b>467,958</b>	<b>443,184</b>	<b>5.6%</b>	<b>465,196</b>	<b>0.6%</b>

# Asset Quality Ratios – CIMB Group



# AFS MTM (Q-o-Q) Position

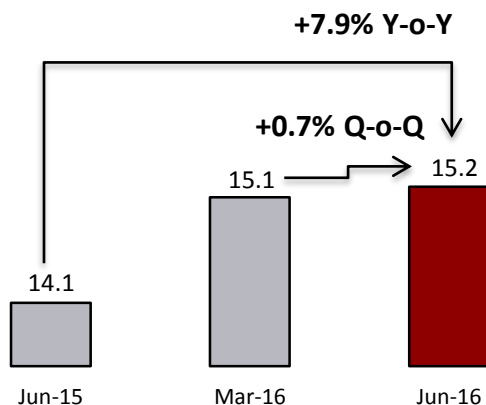


# Malaysia : Consumer Key Highlights

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans *</b>	<b>8.2%</b>	<b>1.9%</b>
Mortgages	10.9%	2.4%
Term loans	5.9%	1.1%
Auto	2.2%	-
Credit cards	6.0%	1.9%
<b>Consumer Deposits</b>	<b>10.3%</b>	<b>1.2%</b>
CASA	4.8%	1.4%
Fixed & structured deposits	15.0%	1.1%

## ASB – Loan Base

RM 'bil

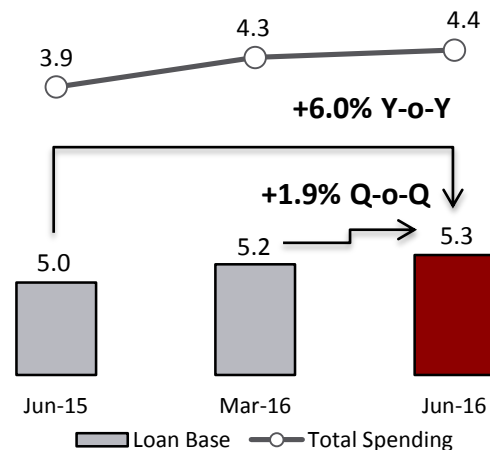


Note: \* Loan base excludes bad bank

Sources: League table and market share based on central bank and internal data

## Credit Cards

RM 'bil



## Digital Banking

Active users ('000)	Jun-16	Y-o-Y	Q-o-Q
CIMB Clicks	2,052	21.4%	5.0%
CIMB Clicks Mobile App	753	51.8%	7.9%
Transactions ('000)	1H16	Y-o-Y	Q-o-Q
CIMB Clicks	29,314	43.4%	12.3%
CIMB Clicks Mobile App	5,823	217.3%	22.7%



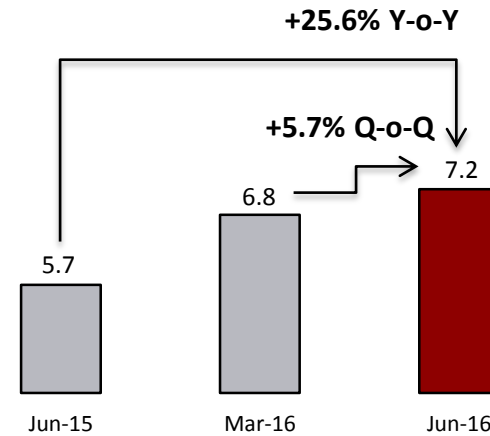
**CIMB TravelCurrency - Customers can now buy FX conveniently via CIMB Clicks at competitive rates & choose to collect at any designated CIMB Bank BDCs**

# Indonesia : Consumer Key Highlights

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>1.3%</b>	<b>(0.1%)</b>
Mortgages	1.5%	0.9%
Auto	(7.9%)	(4.6%)
Credit cards	25.6%	5.7%
<b>Consumer Deposits</b>	<b>2.3%</b>	<b>1.9%</b>
CASA	12.1%	6.1%
Fixed & structured deposits	6.6%	2.1%

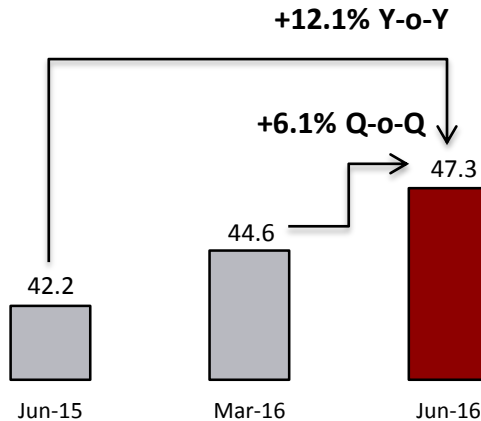
## Credit Cards

IDR 'tril



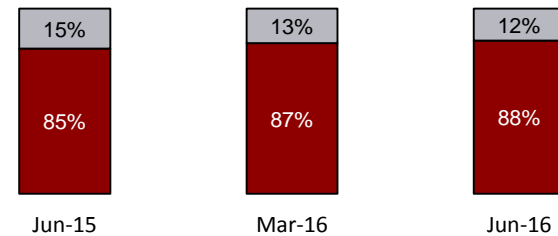
## CASA Deposits

IDR 'tril



## Digital Banking

No of users ('000)	Jun-15	Mar-16	Jun-16
CIMB Clicks	961	1,047	1,101
Go Mobile	876	1,078	1,161
Rekening Ponsel	945	1,493	1,712



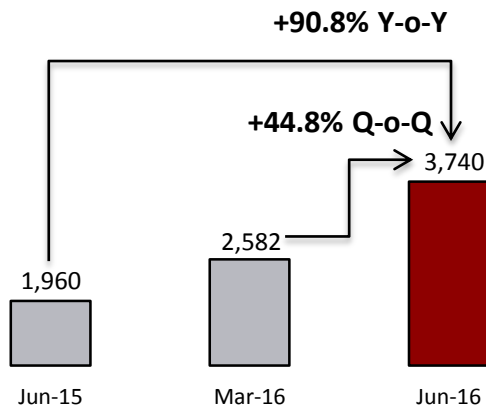
■ Alternate Channels □ Branch

# Thailand : Consumer Key Highlights

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans *</b>	<b>9.0%</b>	<b>2.7%</b>
Mortgages	6.3%	1.9%
Auto Loans	13.0%	3.7%
Personal / Others	15.2%	5.2%
<b>Consumer Deposits</b>	<b>(10.6%)</b>	<b>13.4%</b>
CASA	75.4%	26.1%
Fixed & structured deposits	(37.9%)	4.1%

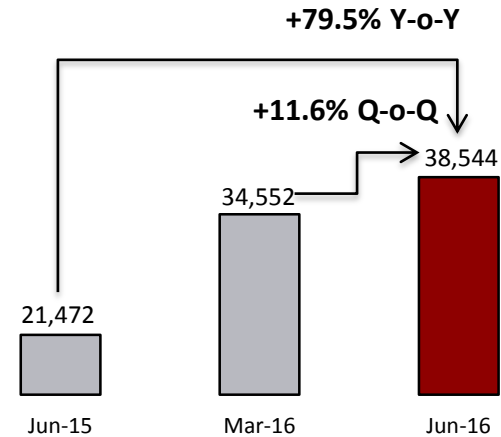
## New-to-Preferred Customers

Number of customers



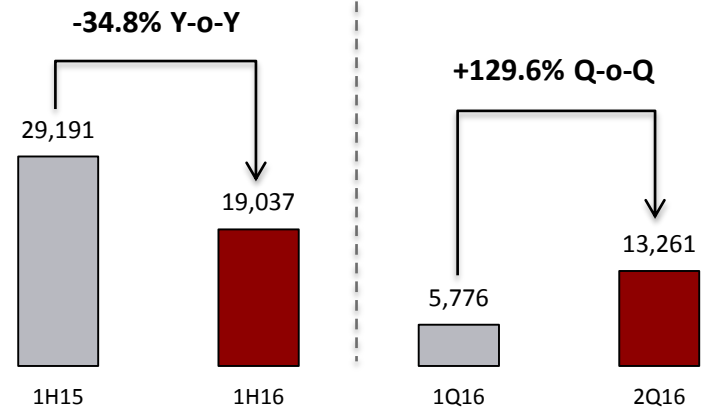
## Beat Banking

Number of accounts



## Wealth Management

THB 'mil



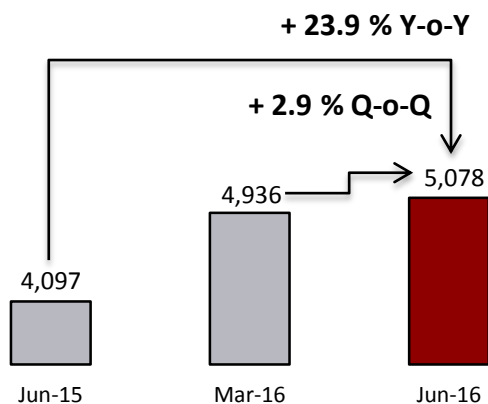
Note: \* Gross loans exclude bad bank

# Singapore : Consumer Key Highlights

	Y-o-Y	Q-o-Q
<b>Consumer Gross Loans</b>	<b>16.8%</b>	<b>4.3%</b>
Mortgages	18.6%	5.3%
Term loans	7.3%	2.2%
Credit cards	(1.5%)	(1.7%)
<b>Consumer Deposits</b>	<b>23.9%</b>	<b>2.9%</b>
CASA	(15.0%)	(4.1%)
Fixed & structured deposits	116.4%	10.4%

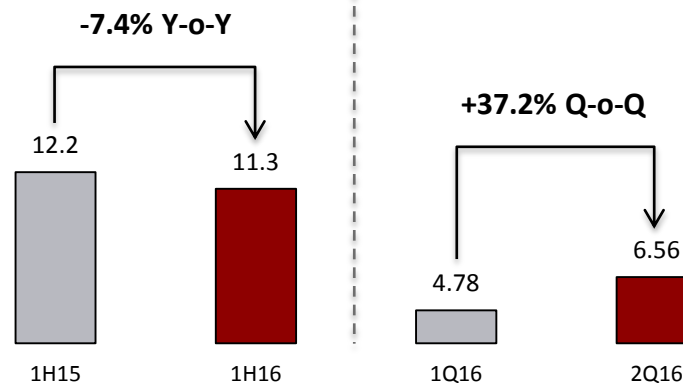
## Consumer Deposits

SGD 'mil

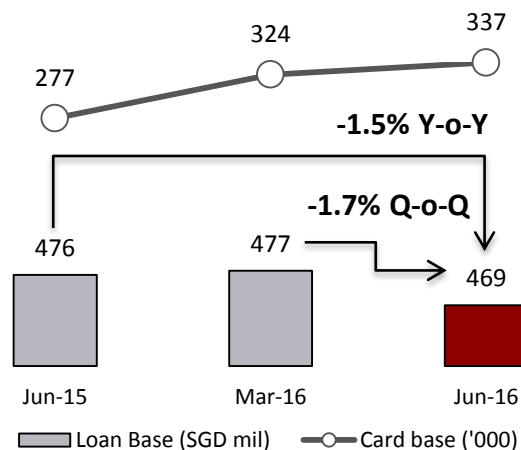


## Wealth Fees

SGD 'mil



## Credit Cards





# CIMB Niaga : Earnings Summary



(IDR 'bil)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	5,813	5,546	4.8%	2,976	2,837	4.9%
Non interest income	1,464	1,180	24.1%	748	716	4.5%
<b>Operating income</b>	<b>7,277</b>	<b>6,726</b>	<b>8.2%</b>	<b>3,724</b>	<b>3,553</b>	<b>4.8%</b>
Overhead expenses	(3,669)	(3,712)	(1.2%)	(1,847)	(1,822)	1.4%
<b>PPOP</b>	<b>3,608</b>	<b>3,014</b>	<b>19.7%</b>	<b>1,877</b>	<b>1,731</b>	<b>8.4%</b>
Provisions	(2,562)	(2,781)	(7.9%)	(1,221)	(1,341)	(8.9%)
<b>PBT</b>	<b>1,046</b>	<b>233</b>	<b>348.9%</b>	<b>655</b>	<b>390</b>	<b>67.9%</b>
<b>Net profit</b>	<b>736</b>	<b>176</b>	<b>318.2%</b>	<b>467</b>	<b>269</b>	<b>73.6%</b>
<b>EPS (IDR)</b>	<b>29.29</b>	<b>7.02</b>	<b>317.2%</b>	<b>18.60</b>	<b>10.69</b>	<b>74.0%</b>
<b>PBT (RM 'mil)</b>	<b>320</b>	<b>65</b>	<b>392.3%</b>	<b>206</b>	<b>114</b>	<b>80.6%</b>
<b>Net profit (RM 'mil)</b>	<b>225</b>	<b>50</b>	<b>350.0%</b>	<b>147</b>	<b>78</b>	<b>88.1%</b>
<b>ROE (Annualised)</b>	<b>4.7%</b>	<b>1.2%</b>	<b>350bps</b>	<b>5.7%</b>	<b>3.6%</b>	<b>210bps</b>

Note: \* Excluding MSS cost (IDR100 bil)

# CIMB Niaga : Key Ratios

(Consolidated, %)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
ROE ^	4.7	1.2	↑	5.7	3.6	↑
NIM ^	5.47	5.08	↑	5.62	5.35	↑
Cost to Income	50.4	55.2	↓	49.6	51.3	↓
Loan Loss Coverage #	120.9	99.6	↑	120.9	116.1	↑
Allowance Coverage	95.6	74.4	↑	95.6	91.0	↑
Loan Loss Charge ^	2.8	3.0	↓	2.8	2.9	↓
Gross Impaired Loans Ratio	4.9	5.7	↓	4.9	5.0	↓
Gross NPL (BI Definition) #	3.9	4.3	↓	3.9	3.9	↔
Loan to Deposit (LDR)	96.5	95.8	↑	96.5	97.7	↓
CAR	17.6	16.0	↑	17.6	18.0	↓
CASA ratio	52.0	47.4	↑	52.0	52.1	↓

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

# CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
Net interest income	4,876	3,957	23.2%	2,486	2,390	4.0%
Non interest income	1,612	2,121	(24.0%)	688	924	(25.6%)
<b>Operating income</b>	<b>6,488</b>	<b>6,078</b>	<b>6.7%</b>	<b>3,173</b>	<b>3,315</b>	<b>(4.3%)</b>
Overhead expenses	(3,490)	(3,483)	0.2%	(1,734)	(1,755)	(1.2%)
<b>PPOP</b>	<b>2,998</b>	<b>2,595</b>	<b>15.5%</b>	<b>1,439</b>	<b>1,559</b>	<b>(7.7%)</b>
Provisions	(2,534)	(2,166)	17.0%	(1,384)	(1,150)	20.3%
<b>PBT</b>	<b>464</b>	<b>429</b>	<b>8.2%</b>	<b>55</b>	<b>409</b>	<b>(86.5%)</b>
<b>Net Profit</b>	<b>367</b>	<b>348</b>	<b>5.5%</b>	<b>40</b>	<b>327</b>	<b>(87.8%)</b>
<b>EPS (THB)</b>	<b>0.01</b>	<b>0.02</b>	<b>(10.2%)</b>	<b>0.00</b>	<b>0.01</b>	<b>(87.8%)</b>
<b>Net Profit (RM 'mil) ~</b>	<b>42</b>	<b>39</b>	<b>8.1%</b>	<b>5</b>	<b>36</b>	<b>(87.5%)</b>
<b>PBT (RM 'mil) *</b>	<b>46</b>	<b>57</b>	<b>(19.3%)</b>	<b>(18)</b>	<b>64</b>	<b>(128.1%)</b>
<b>Net profit (RM 'mil) *</b>	<b>32</b>	<b>44</b>	<b>(27.3%)</b>	<b>(19)</b>	<b>51</b>	<b>(137.3%)</b>
<b>ROE (Annualised)</b>	<b>2.7%</b>	<b>3.1%</b>	<b>(40bps)</b>	<b>0.6%</b>	<b>4.7%</b>	<b>(410bps)</b>

Notes: ~ Local GAAP

\* After GAAP and FRS 139 adjustments

# CIMB Thai : Key Ratios

(Consolidated, %)	1H16	1H15	Y-o-Y	2Q16	1Q16	Q-o-Q
ROE ^	2.7	3.1	↓	0.6	4.7	↓
NIM ^	3.79	3.05	↑	3.86	3.72	↑
Cost to Income	53.8	57.3	↓	54.7	53.0	↑
Loan Loss Coverage **	92.8	94.3	↓	92.8	115.0	↓
Loan Loss Charge ^	2.5	2.2	↑	2.8	2.3	↑
Gross NPL ratio **	4.3	3.9	↑	4.3	3.0	↑
Net NPL ratio **	2.3	2.2	↑	2.3	1.5	↑
Loan to Deposit	121.4	111.2	↑	121.4	126.8	↓
Modified LDR ***	94.3	90.5	↑	94.3	97.4	↓
CAR *	14.8	13.8	↑	14.8	14.7	↑
CASA ratio #	53.6	31.1	↑	53.6	52.2	↑

Notes: \* Bank Only

\*\* Excluding STAMC

\*\*\*  $(\text{Loan} + \text{MM}) / (\text{Deposit} + \text{MM} + \text{BE} + \text{S/T debenture} + \text{structured debenture})$

^ Annualised

# Fixed deposit receipt call reclassified as savings from fixed deposits

# 2Q16 Notable Deals

DCM



## MEX II Sendirian Berhad

RM1.3 bil Sukuk Murabahah Programme and RM150 mil Junior Bonds



**GOVERNMENT  
OF  
MALAYSIA**

## Government of Malaysia

USD1.0 bil Trust Certificates due 2026 and USD500 mil Trust Certificates due 2046 issued via Malaysia Sukuk Global Berhad

*(First sovereign to access the global Sukuk market without utilizing physical assets or Commodity Murabahah)*



**DanaInfra  
NASIONAL BERHAD**

## DanaInfra Nasional Berhad

RM46.0 bil Islamic Commercial Papers/ Islamic Medium Term Notes Programme, irrevocably and unconditionally guaranteed by the Government of Malaysia



Indonesia Eximbank

## Lembaga Pembiayaan Ekspor Indonesia

IDR4.0 tril Senior Debt via 3rd Shelf Registration Programme Phase 1 of IDR24.0 tril



**ANANDA  
DEVELOPMENT**

## Ananda Development PCL

THB1.0 bil Perpetual Debentures  
*(Thailand's first perpetual debenture which was 100% placed to High Net Worth investors)*

DCM



## Fraser Centrepoint Trust

SGD50.0 mil Senior Unsecured Fixed Rate Notes due 2021 issued via FCT MTN Private Limited



## Islamic Corporation for the Development of the Private Sector

USD300.0 mil Trust Certificate due 2021 issued via Hilal Services Limited



## Islamic Development Bank

RM350.0 mil Islamic Medium Term Notes issued via Tadamon Services Berhad

ECM



**KHAZANAH  
NASIONAL  
BERHAD**

## Khazanah Nasional Berhad

RM829.0 mil IHH Healthcare Block Trade  
*(Largest block trade in Malaysia and third largest in Southeast Asia as at May 2016)*



**TOP GLOVE**  
TOP QUALITY, TOP EFFICIENCY

## Top Glove Corporation Bhd

Secondary Listing on the Main Board of Singapore Stock Exchange by way of introduction

*(First rubber glove manufacturer to be dual listed on any two ASEAN exchanges)*

# Corporate Responsibility (1)

## CIMB Foundation



### Community

#### Community Link – Pilot Programme: Financial Literacy for SMEs

The first two one-day training held on 1 and 2 Jun 2016 at CIMB Bank Taman Taming Jaya Branch and Menara Bumiputra-Commerce respectively. 45 small to medium sized business owners attended the training conducted by UNIRAZAK



### Sports

#### Squash – Junior Squash Development Programme and Junior Circuits for 2016

Launched and celebrated the successes of the Malaysian squash juniors at the British Junior Open 2016 and the Commonwealth Youth Games on 13-Apr-16 at Bukit Jalil National Stadium

## Donation



### Education

#### PINTAR UPSR Attack & Intensive Clinic (ICC) Programme

To improve the number of 'A' achievers and 'Passes' amongst 646 pupils from 10 adopted schools through extra classes

## CIMB Islamic



### Islamic

#### Contributed RM102K to Yayasan Orang Kurang Upaya Kelantan (YOKUK)

To provide 28 days 'Berbuka Puasa' meals for the underprivileged in the communities via Masjid Kg. Panjang, Masjid Kg. Pulau Beluru & Kg. Seratus and Masjid Kg. Gong Kala in Kelantan during Ramadan

## Regional CSR



#### Tour de Bank

25 employees volunteered to promote 'Lets Save and Sharing' programme through a series of learn and play games for five elementary schools in Bandung, Indonesia

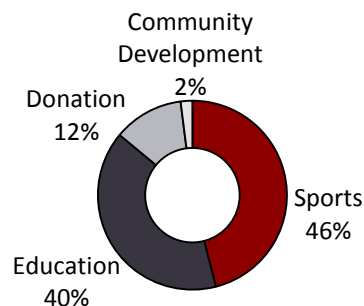


#### Help the Drought Crisis

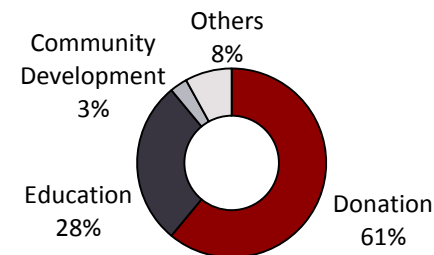
Contributed to renovate water system of one of the drought crisis areas - Sa Kaeo province, to improve their quality of life

## Grants Disbursed as at Jun 2016

### CIMB Foundation RM1.4 mil



### Non-CIMB Foundation\* RM2.33 mil



# Corporate Responsibility (2)

## JUNIOR DEVELOPMENT & JUNIOR CIRCUITS



## HELP THE DROUGHT



## FINANCIAL LITERACY FOR SMEs



## YOUNG PINTAR UPSR ATTACK & INTENSIVE CLINIC (ICC)



## TOUR DE BANK

