



# ASEAN FOR YOU

Analyst Presentation

2Q11 RESULTS

23 August 2011



# Key Highlights

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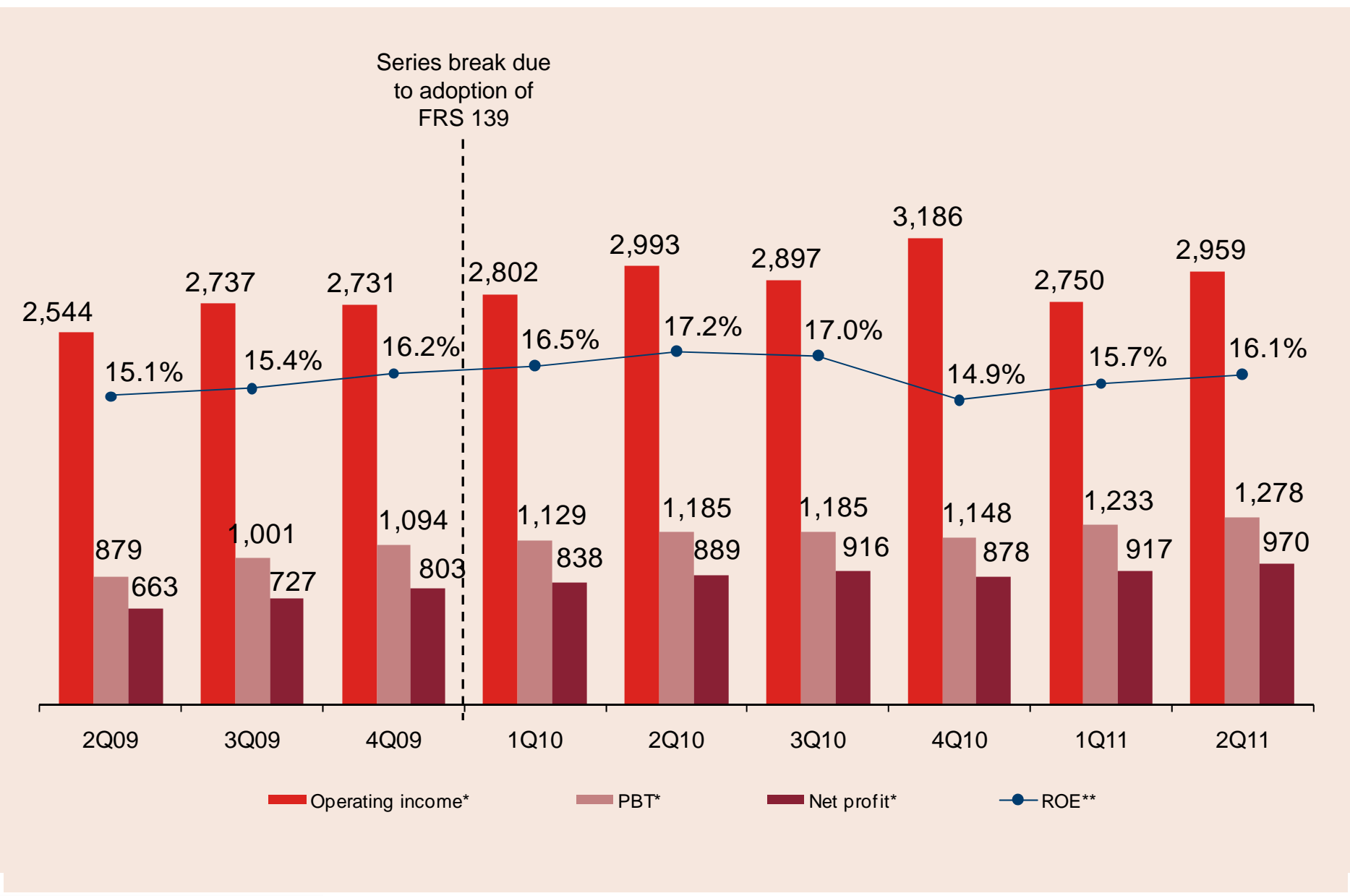
- Record net profit of RM970 mil for 2Q11, up 5.8% Q-o-Q
- 1H11 Y-o-Y net profit up 9.3% (but 25.0% excluding 2010 ex-Lippo bonds sale)
- Strong Y-o-Y uplift at Malaysia Consumer Bank and CIMB Niaga. Consumer deposits continued high growth momentum (Group CASA: 35%)
- Revenues slightly lower Y-o-Y but credit charges and costs well contained
- Dividend of RM892 mil or 12 sen per share or 47% of 1H11 earnings
- Launched “ASEAN For You” tagline and brand repositioning
- Treading more cautiously given global uncertainties, credit environment and product margin compression
- Retain 17% ROE target for 2011

CIMB GROUP : 2Q11 RESULTS  
CIMB GROUP 2Q11 FINANCIALS

# Earnings Summary

(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net interest income	1,979	1,899	4.2%	3,878	3,792	2.3%
Non interest income	980	851	15.2%	1,831	2,003	(8.6%)
<b>Operating income</b>	<b>2,959</b>	<b>2,750</b>	<b>7.6%</b>	<b>5,709</b>	<b>5,795</b>	<b>(1.5%)</b>
Loan impairment	(86)	(6)	>1000%	(92)	(272)	(66.2%)
Other provisions	19	2	850.0%	21	(133)	n.a.
Overhead expenses	(1,662)	(1,545)	7.6%	(3,207)	(3,116)	2.9%
Share of JV / Associates	48	32	50.0%	80	40	100.0%
<b>PBT</b>	<b>1,278</b>	<b>1,233</b>	<b>3.6%</b>	<b>2,511</b>	<b>2,314</b>	<b>8.5%</b>
<b>Net profit</b>	<b>970</b>	<b>917</b>	<b>5.8%</b>	<b>1,887</b>	<b>1,727</b>	<b>9.3%</b>
<b>EPS (sen)</b>	<b>13.1</b>	<b>12.3</b>	<b>5.8%</b>	<b>25.4</b>	<b>24.5</b>	<b>3.8%</b>
<b>ROE (Annualised)</b>	<b>16.1%</b>	<b>15.7%</b>	<b>40bps</b>	<b>15.8%</b>	<b>17.0%</b>	<b>(120bps)</b>

# Quarterly Earnings Trend

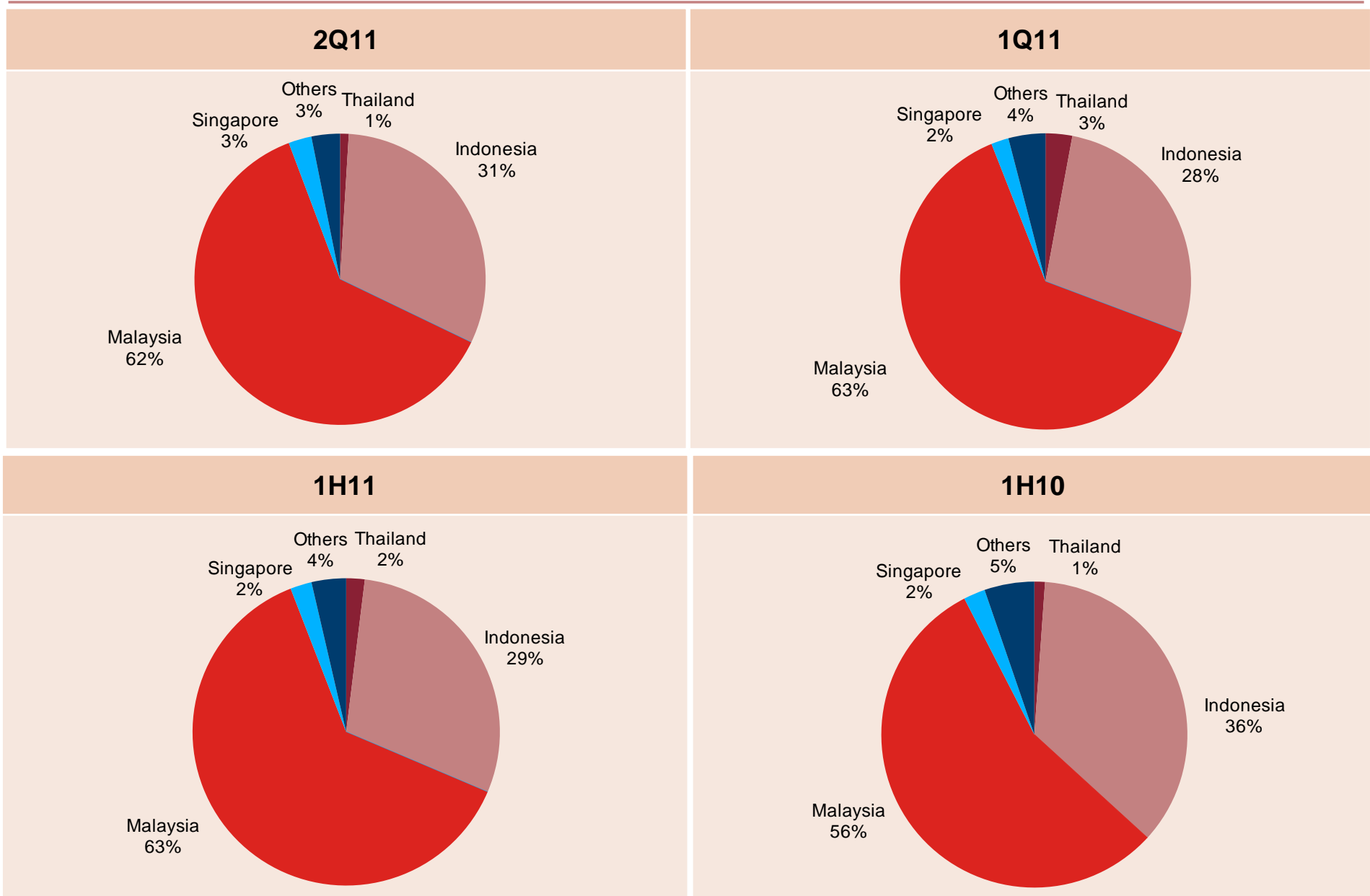


Notes:  
 \* Amounts denoted in RM 'mil  
 \*\* Annualised quarterly

## Contribution by Entity

Legal Entity	2Q11		1Q11		1H11		1H10	
	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT	RM 'mil	% of PBT
CIMB Bank	613	48%	673	55%	1,286	51%	1,242	54%
CIMB Niaga	400	31%	336	27%	736	29%	828	36%
CIMB Islamic	118	9%	146	12%	264	11%	159	7%
CIMB Labuan	89	7%	12	1%	101	4%	88	4%
CIMB Investment Bank	58	5%	12	1%	70	3%	34	1%
CIMB Thai	12	1%	37	3%	49	2%	26	1%
CIMB Securities Singapore	3	0%	17	1%	20	1%	34	1%
CIMB Cambodia	(3)	(0%)	(2)	0%	(5)	0%	-	-
Others *	(12)	(1%)	2	0%	(10)	(1%)	(97)	(4%)
<b>PBT</b>	<b>1,278</b>	<b>100%</b>	<b>1,233</b>	<b>100%</b>	<b>2,511</b>	<b>100%</b>	<b>2,314</b>	<b>100%</b>

# Contribution by Geography

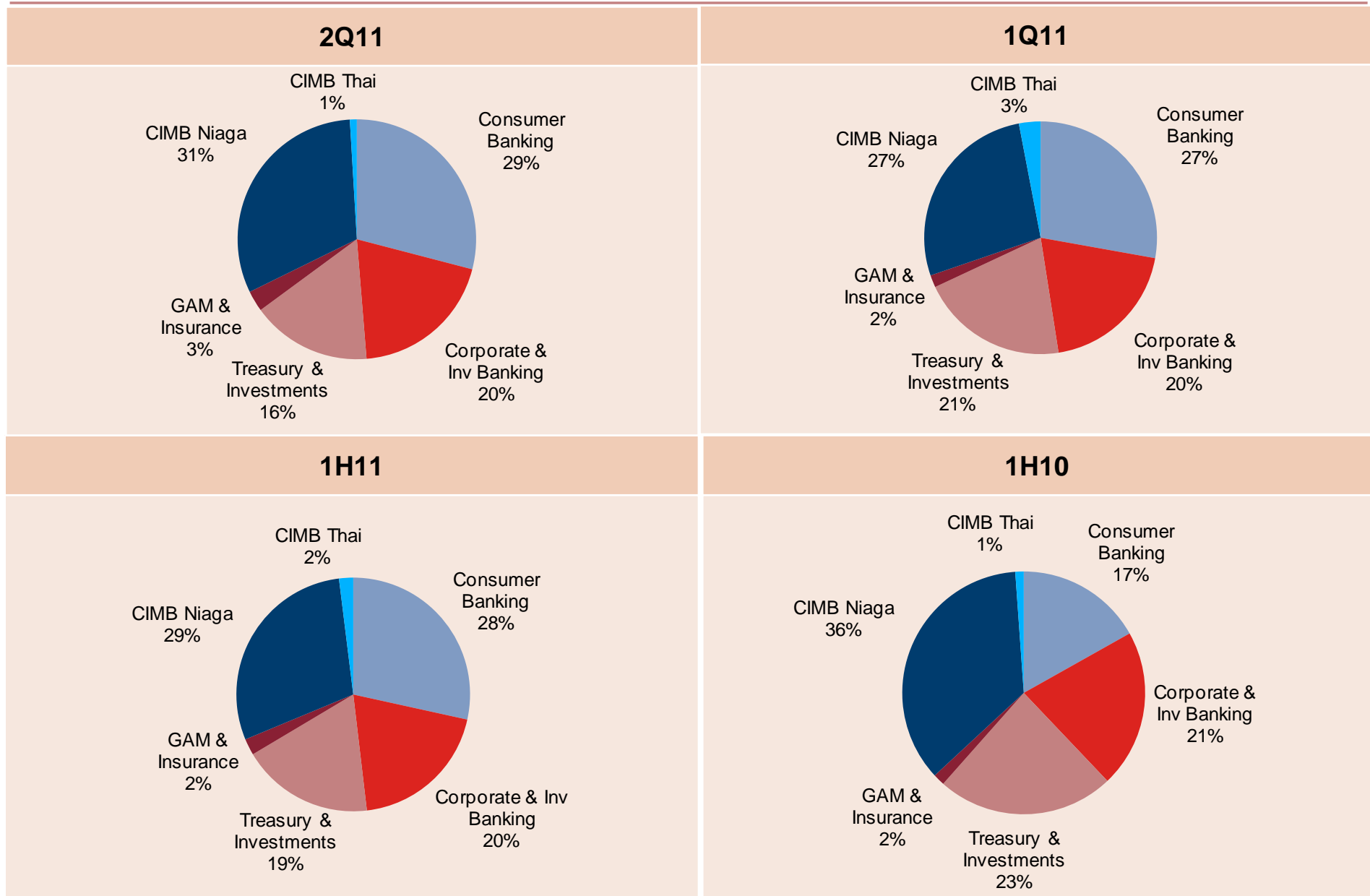


## Estimated PBT By Segment

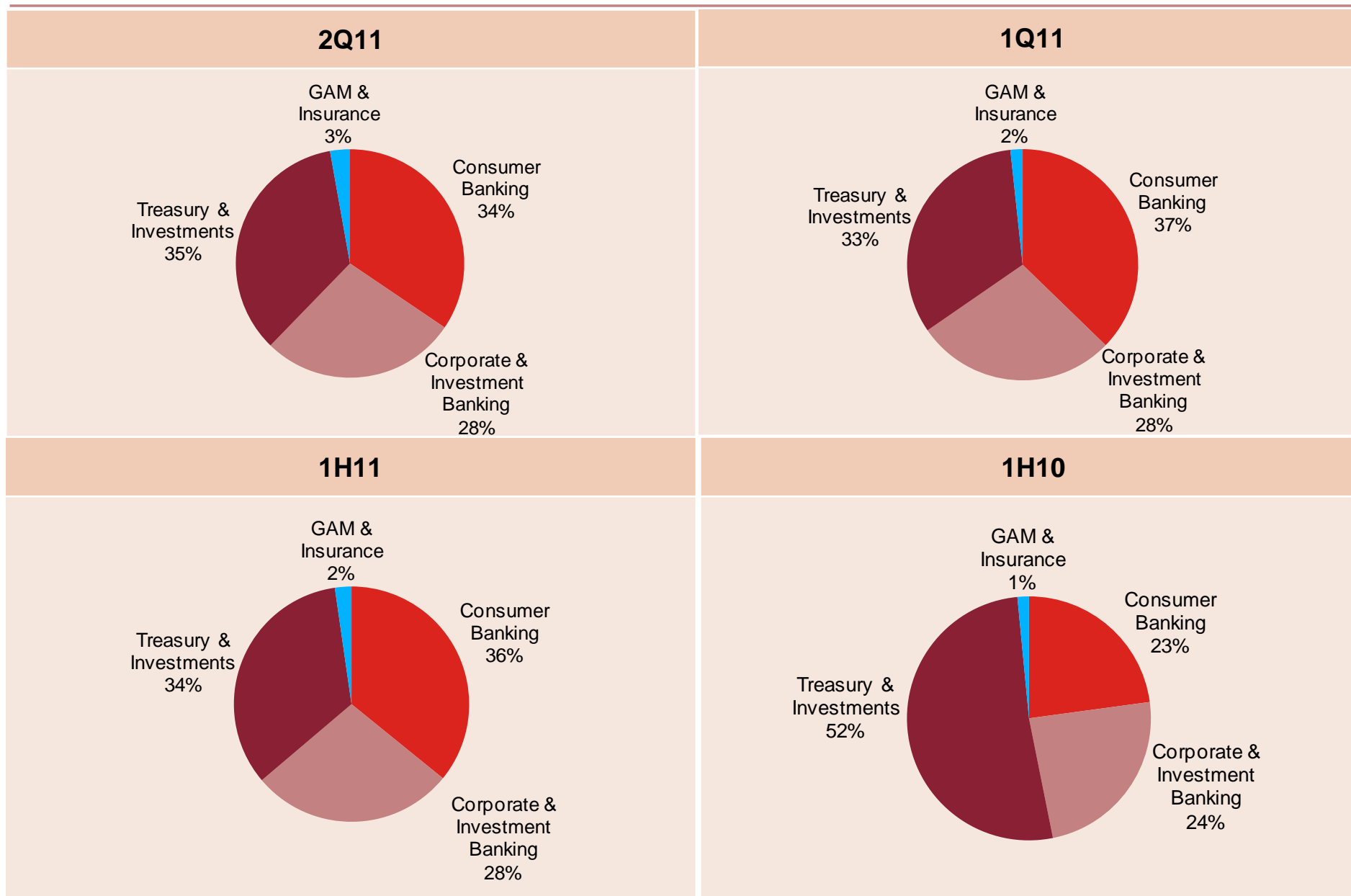
PBT (after HOCA)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
	RM 'mil	RM 'mil	%	RM 'mil	RM 'mil	%
Consumer Banking						
- Good Bank	332	287	15.7%	619	349	77.4%
- Bad Bank (including SEASAM)	40	56	(28.6%)	96	41	134.1%
	<b>372</b>	<b>343</b>	<b>8.5%</b>	<b>715</b>	<b>390</b>	<b>83.3%</b>
Corporate & Investment Banking	250	243	3.1%	493	487	1.2%
Treasury & Investments	208	253	(17.8%)	461	547	(15.7%)
GAM & Insurance	36	21	65.0%	57	36	57.9%
CIMB Niaga	400	336	19.0%	736	828	(11.1%)
CIMB Thai (after GAAP adjustments)	12	37	(67.6%)	49	26	88.5%
<b>PBT *</b>	<b>1,278</b>	<b>1,233</b>	<b>3.6%</b>	<b>2,511</b>	<b>2,314</b>	<b>8.5%</b>
<b>Net profit</b>	<b>970</b>	<b>917</b>	<b>5.8%</b>	<b>1,887</b>	<b>1,727</b>	<b>9.3%</b>



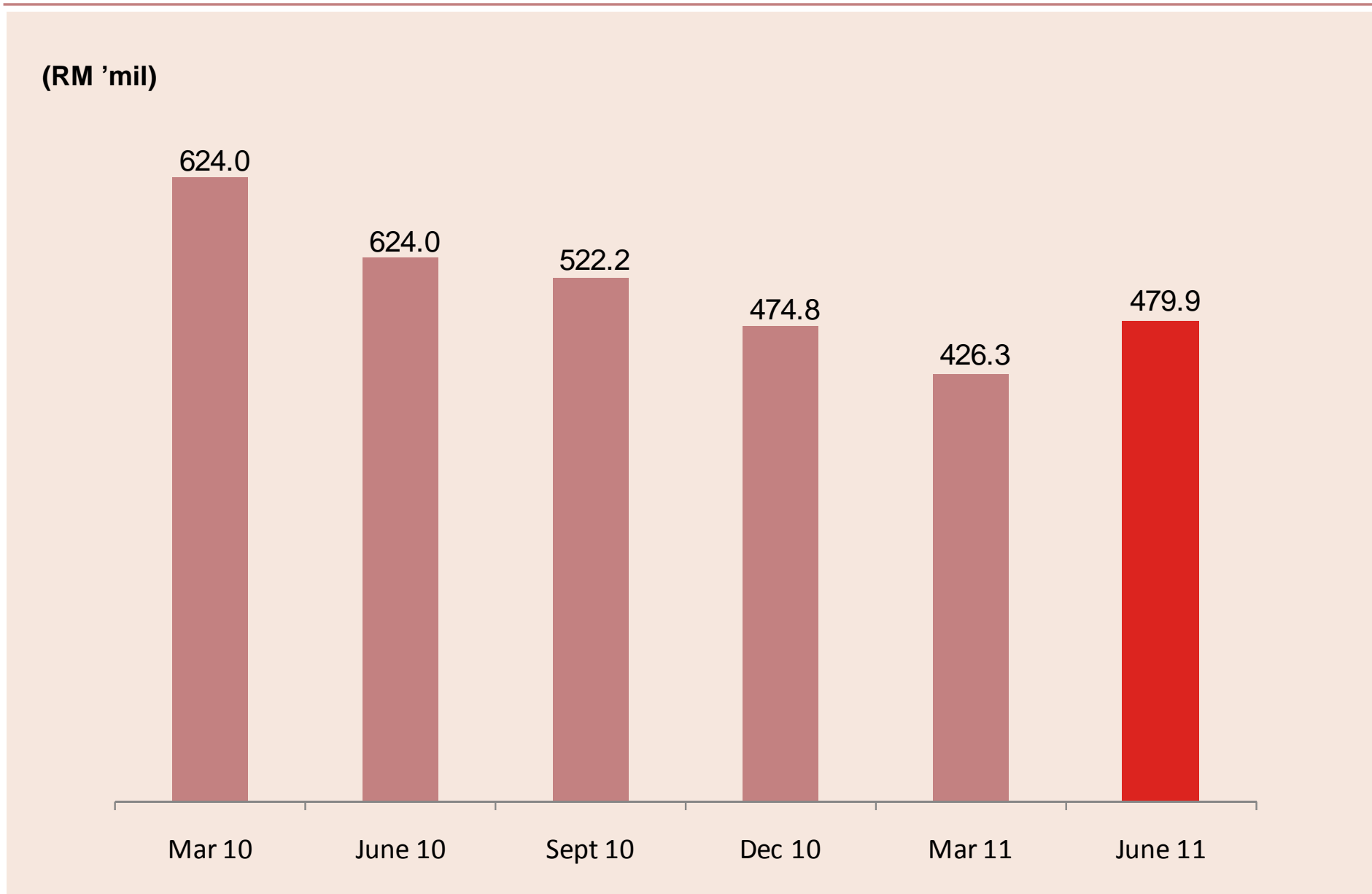
# Estimated PBT By Segment



# Estimated PBT By Segment (Regional)



# AFS MTM Position



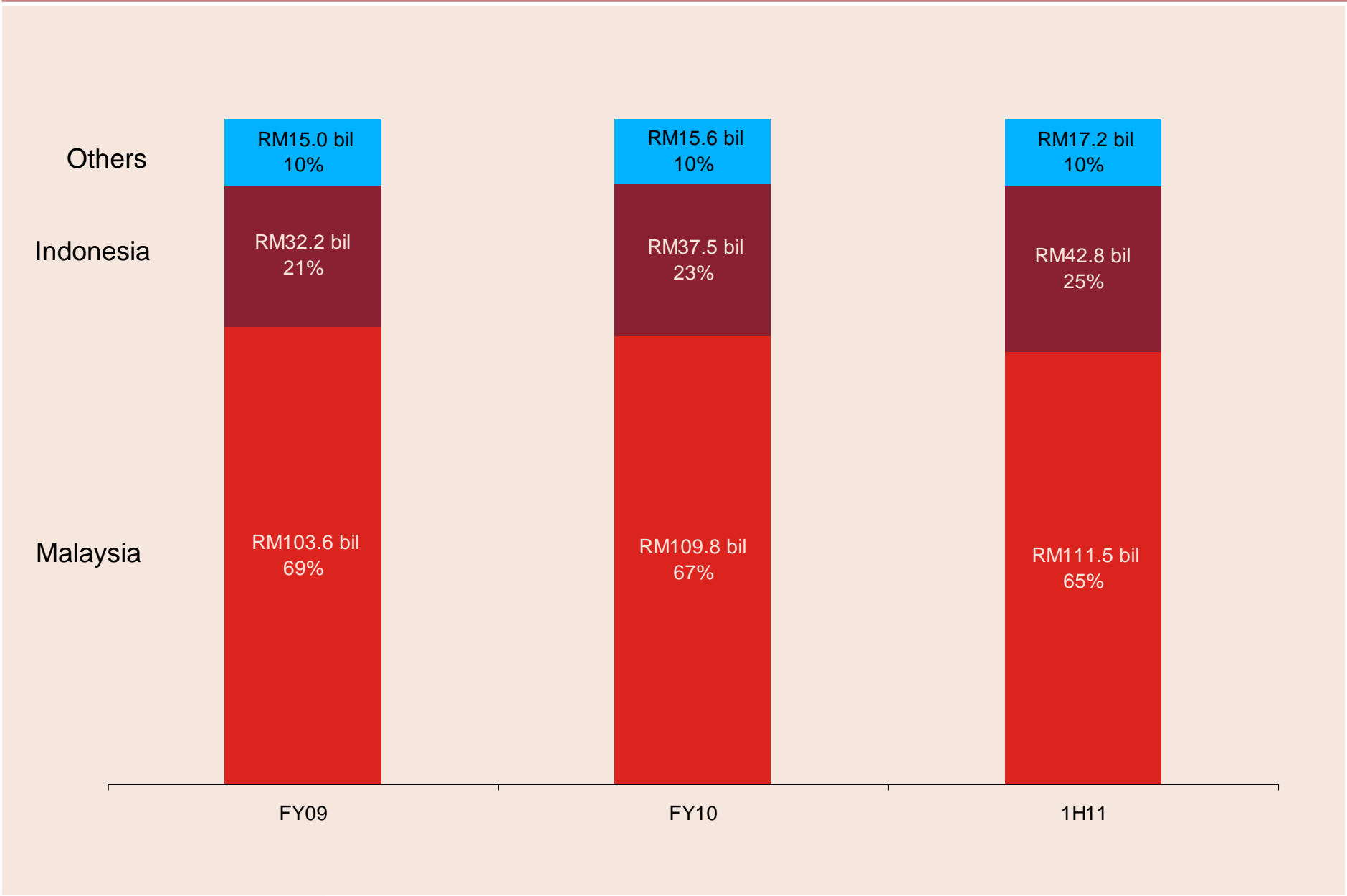
# Key Ratios

(%)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
ROE *	16.1	15.7	40bps	15.8	17.0	(120bps)
NIM *	3.15	3.08	7bps	3.11	3.38	(27bps)
Non-interest income / total income	33.1	31.0	210bps	32.1	34.6	(250bps)
Cost / income	56.2	56.2	-	56.2	53.8	240bps
Allowance coverage	80.4	80.6	(20bps)	80.4	78.4	200bps
Allowance coverage after regulatory reserve #	83.0	82.6	40bps	83.0	79.3	(370bps)
Loan loss charge *	0.19	0.01	18bps	0.10	0.34	(24bps)
Gross impaired loans ratio	5.7	5.9	(20bps)	5.7	7.2	(150bps)
Gross impaired loans ratio (excl SEASAM)	4.5	4.5	-	4.5	5.5	(100bps)
Net impaired loans ratio (Net of IA and PA)	1.2	1.2	-	1.2	1.7	(50bps)
Average shareholders' funds (RM 'mil)	24,057	23,387	2.9%	23,900	20,338	17.5%
ROA *	1.4	1.4	-	1.4	1.4	-
Book value per share (RM)	3.31	3.17	14bps	3.31	2.93	38bps
CASA ratio	35.2	34.7	50bps	35.2	30.5	470bps

# Gross Loans Growth

Divisions / Products	30 Jun 11 (RM 'bil)	31 Mar 11 (RM 'bil)	Q-o-Q	30 Jun 10 (RM 'bil)	Y-o-Y
<b>Consumer Banking (48.1%) **</b>	<b>85.2</b>	<b>83.0</b>	<b>2.6%</b>	<b>74.9</b>	<b>13.7%</b>
Mortgages	38.0	36.8	3.5%	32.4	17.3%
HP	10.5	10.6	(0.4%)	10.1 <sup>#</sup>	4.6%
OD and TL	16.6	16.2	2.0%	14.8	11.6%
Credit cards	4.4	4.2	4.6%	3.7	19.1%
CIMB Xpress	2.8	2.3	20.1%	1.6	72.0%
Commercial	11.3	11.3	0%	11.4	(1.0%)
Others *	1.6	1.6	0%	0.9	72.2%
<b>Corporate &amp; Investment (22.3%)</b>	<b>39.4</b>	<b>40.3</b>	<b>(2.2%)</b>	<b>41.6</b>	<b>(5.3%)</b>
<b>CIMB Niaga (23.8%) ^</b>	<b>42.0</b>	<b>39.1</b>	<b>7.5%</b>	<b>33.4</b>	<b>25.9%</b>
<b>CIMB Thai (5.8%) +</b>	<b>10.2</b>	<b>10.0</b>	<b>2.3%</b>	<b>9.4</b>	<b>8.8%</b>
<b>Total</b>	<b>176.8</b>	<b>172.4</b>	<b>2.6%</b>	<b>159.3</b>	<b>11.0%</b>

# Loan Assets by Geography

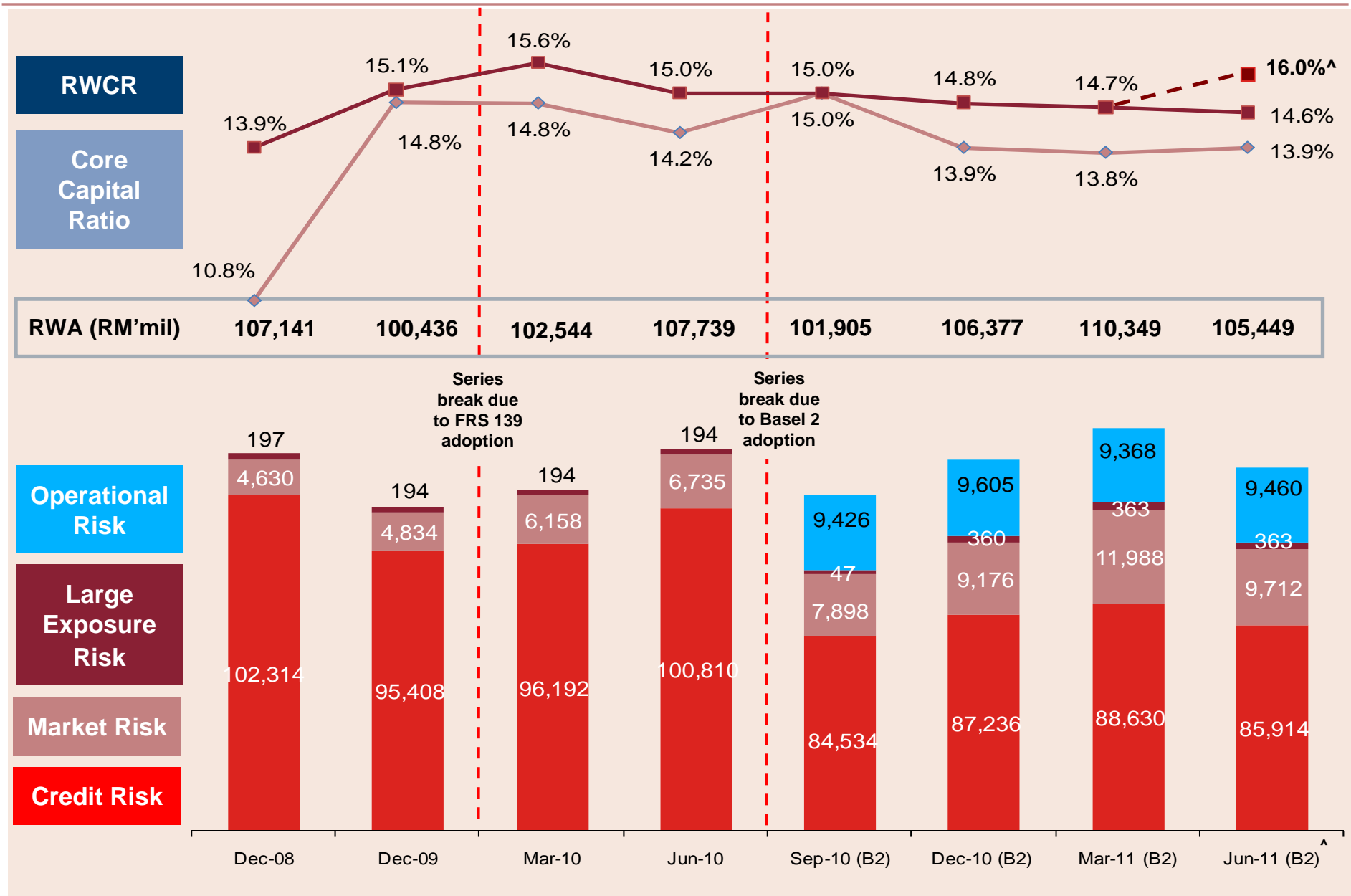


Note: Others include overseas branches and Labuan

# Deposits Growth

Divisions / Products	30 Jun 11 (RM 'bil)	31 Mar 11 (RM 'bil)	Q-o-Q	30 Jun 10 (RM 'bil)	Y-o-Y
<b>Retail (30.8%) *</b>	<b>64.6</b>	<b>59.9</b>	<b>7.8%</b>	<b>51.0</b>	<b>26.7%</b>
- Current	18.5	16.0	15.6%	12.4	49.2%
- Savings	12.3	12.1	1.7%	10.6	16.0%
- Fixed & structured deposits	33.8	31.8	6.3%	28.0	20.7%
<b>Commercial (7.7%)</b>	<b>16.3</b>	<b>16.3</b>	<b>0%</b>	<b>16.5</b>	<b>(1.1%)</b>
<b>Corporate &amp; Treasury (36.4%)</b>	<b>76.6</b>	<b>75.0</b>	<b>2.2%</b>	<b>78.8</b>	<b>(2.8%)</b>
<b>CIMB Niaga (20.6%) ^</b>	<b>43.3</b>	<b>41.8</b>	<b>3.6%</b>	<b>37.8</b>	<b>14.6%</b>
<b>CIMB Thai (4.5%) +</b>	<b>9.6</b>	<b>8.7</b>	<b>9.6%</b>	<b>9.4</b>	<b>2.0%</b>
<b>Total</b>	<b>210.4</b>	<b>201.7</b>	<b>4.3%</b>	<b>193.5</b>	<b>8.8%</b>

# Capital Management – CIMB Bank





# Capital Management – All Banking Entities

CIMB Group	Jun-11	Mar-11	
Gearing ratio	22.4%	21.2%	
Double leverage ratio	120.0%	118.0%	
Core Capital Ratio	Jun-11 <sup>^</sup> (B2)	Mar-11 <sup>^</sup> (B2)	Jun-10 <sup>^</sup> (B1)
CIMB Bank	13.9%	13.8%	14.2%
CIMB Investment Bank	20.8%	21.0%	18.8%
CIMB Islamic	10.9%	12.8%	10.0%
CIMB Niaga #	11.1%	11.3%	10.9%
CIMB Thai ^^	8.9%	9.0%	7.0%
CIMB Bank Group	11.1%	11.4%	
CIMB Investment Bank Group	21.2%	21.4%	
RWCR	Jun-11 <sup>^</sup> (B2)	Mar-11 <sup>^</sup> (B2)	Jun-10 <sup>^</sup> (B1)
CIMB Bank	14.6%	14.7%	15.0%
CIMB Investment Bank	20.8%	21.0%	18.8%
CIMB Islamic	15.0%	16.6%	16.4%
CIMB Niaga #	14.2%	14.7%	12.6%
CIMB Thai ^^	14.1%	14.6%	13.1%
CIMB Bank Group	14.6%	14.8%	
CIMB Investment Bank Group	21.3%	21.6%	

## CIMBG : Operating Expenses

(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Personnel	859	823	4.4%	1,682	1,567	7.3%
Establishment	351	347	1.1%	698	738	(5.4%)
Marketing	110	63	74.6%	173	164	5.5%
Admin & General	342	312	9.7%	654	647	1.1%
<b>Total</b>	<b>1,662</b>	<b>1,545</b>	<b>7.6%</b>	<b>3,207</b>	<b>3,116</b>	<b>2.9%</b>

CIMB GROUP : 2Q11 RESULTS  
CONSUMER BANK


# Malaysian Consumer Bank Financials

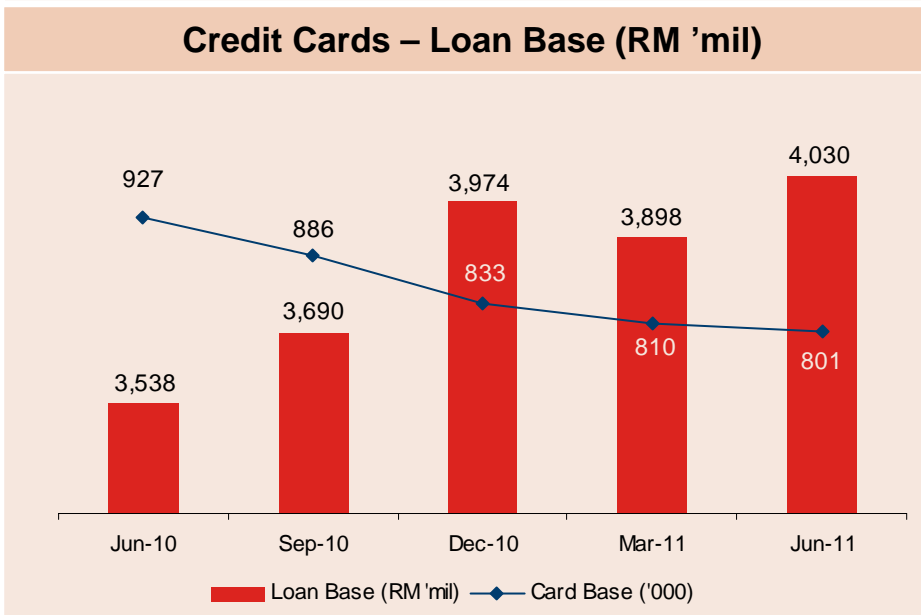
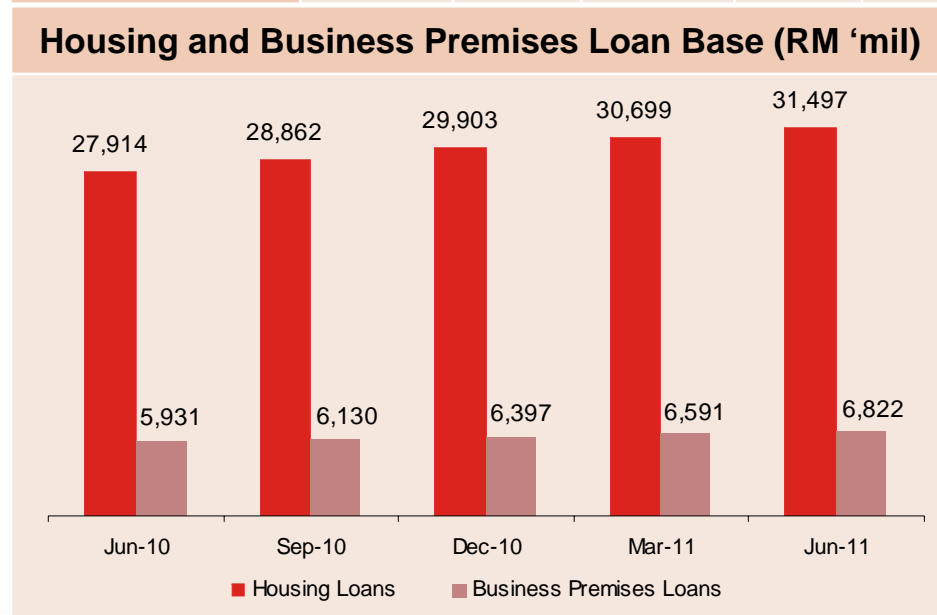
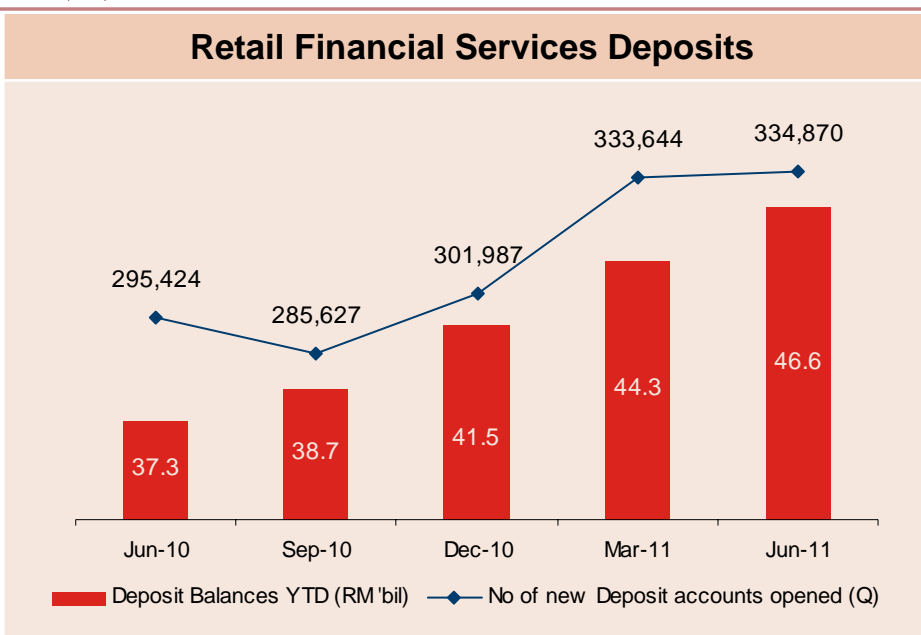
(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net interest / financing income	791	779	1.5%	1,570	1,401	12.1%
Non interest income	236	216	9.3%	452	406	11.3%
<b>Total income</b>	<b>1,027</b>	<b>995</b>	<b>3.2%</b>	<b>2,022</b>	<b>1,807</b>	<b>11.9%</b>
Overheads (direct + head office allocation)	(677)	(700)	(3.3%)	(1,377)	(1,316)	4.6%
Provisions	19	44	(56.8%)	63	(105)	n.a.
Share of JV	3	4	(25.0%)	7	4	75.0%
<b>PBT</b>	<b>372</b>	<b>343</b>	<b>8.5%</b>	<b>715</b>	<b>390</b>	<b>83.3%</b>
<b>Loan loss charge</b>	<b>(0.02%)</b>	<b>(0.05%)</b>	<b>3bps</b>	<b>(0.07%)</b>	<b>0.14%</b>	<b>(7bps)</b>

# Malaysian Consumer Good Bank Financials

(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net interest / financing income	772	763	1.2%	1,535	1,378	11.4%
Non interest income	233	214	8.9%	447	296	51.0%
<b>Total income</b>	<b>1,005</b>	<b>977</b>	<b>2.9%</b>	<b>1,982</b>	<b>1,674</b>	<b>18.4%</b>
Overheads (direct + head office allocation)	(635)	(651)	(2.5%)	(1,286)	(1,125)	14.3%
Loan impairment	(41)	(43)	(4.7%)	(84)	(204)	(58.8%)
Share of JV	3	4	(25.0%)	7	4	75.0%
<b>PBT</b>	<b>332</b>	<b>287</b>	<b>15.7%</b>	<b>619</b>	<b>349</b>	<b>77.4%</b>
<b>Loan loss charge</b>	<b>0.05%</b>	<b>0.06%</b>	<b>(1bps)</b>	<b>0.10%</b>	<b>0.28%</b>	<b>(18bps)</b>

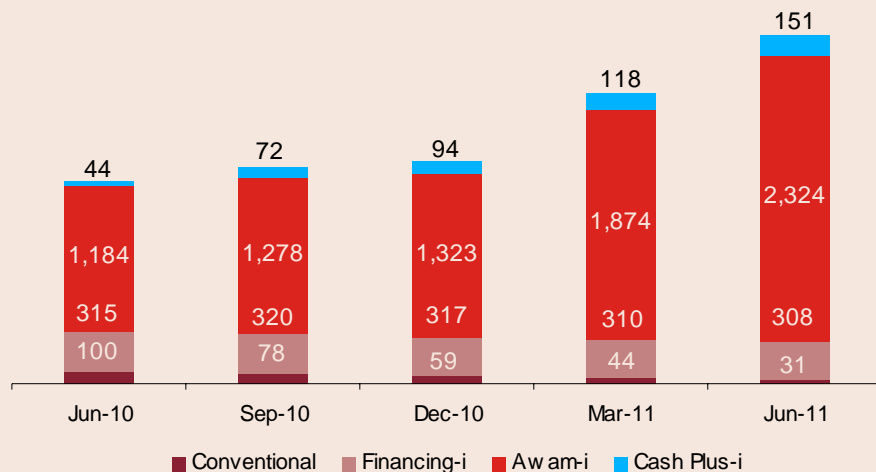
# Malaysian Consumer Banking Indicators (1)

Malaysia 	1Q10		1Q11		
	Market Share	Rank	Market Share	Rank	
Deposits	9.3%	3	10.4%	4	↑
Residential Mortgages	13.9%	2	13.7%	2	↓
Non Residential Mortgages	13.1%	2	12.4%	2	↓
Credit Cards	12.4%	3	12.8%	3	↑
HP	9.3%	4	7.8%	5	↓
SME Loans	8.8%	4	8.1%	4	↓

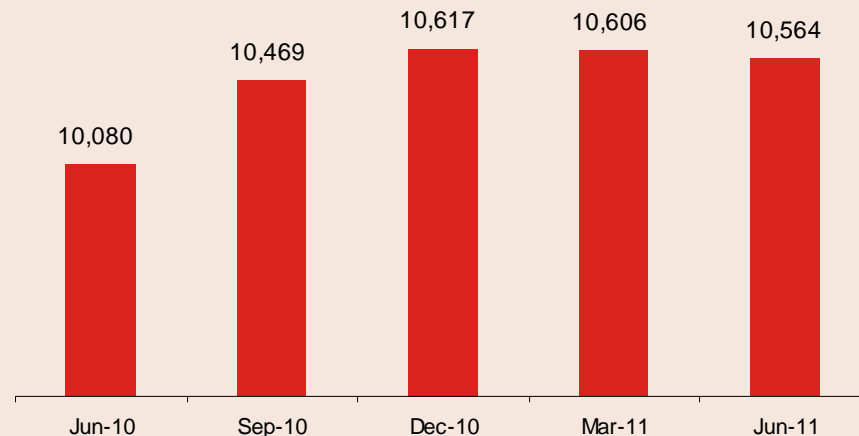


# Malaysian Consumer Banking Indicators (2)

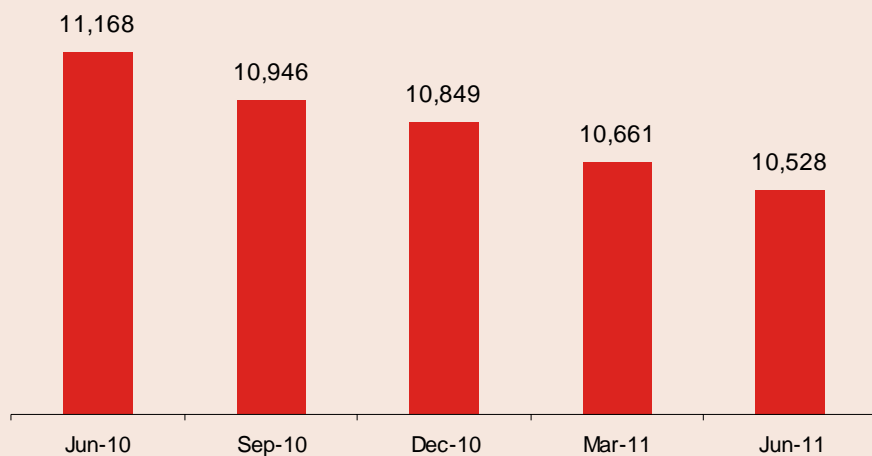
### CIMB Express – Loan Base (RM 'mil)



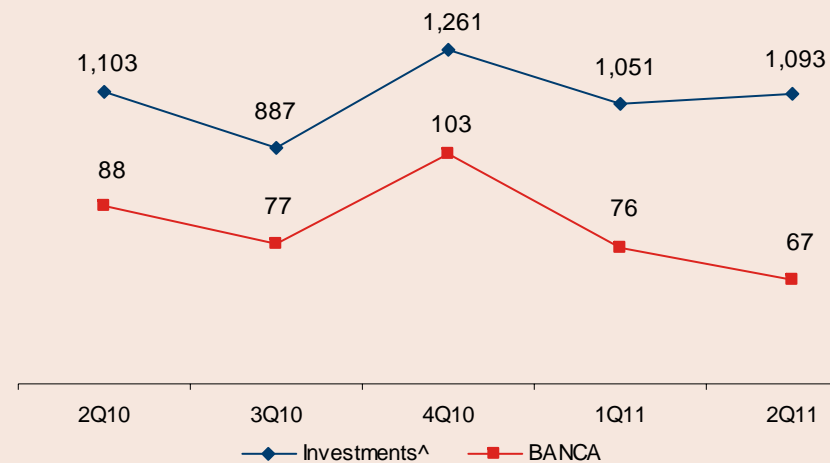
### HP – Loan Base (RM 'mil)



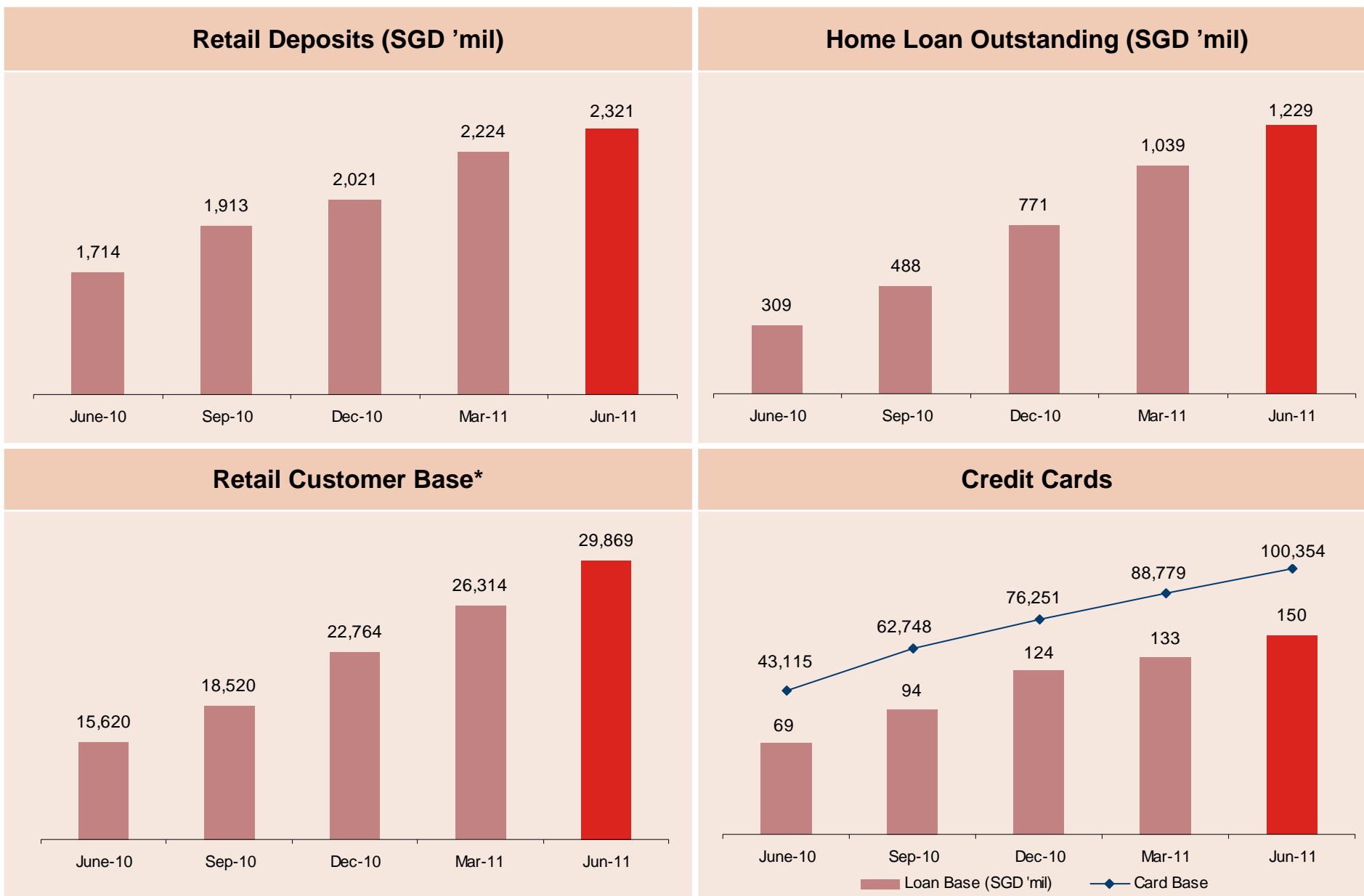
### SME – Loan Base (RM 'mil)



### Insurance and Wealth Management Sales (RM 'mil)



# Singapore Consumer Banking Indicators



Note: \* Retail and loan customers only



CIMB GROUP : 2Q11 RESULTS

# TREASURY & INVESTMENT BANKING





## Treasury and Investment Financials

(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net interest / financing income	176	162	8.6%	338	368	8.1%
Fee income	7	2	250.0%	9	6	50.0%
Net trading income	82	84	(2.4%)	166	258	(35.7%)
<b>Total income</b>	<b>265</b>	<b>248</b>	<b>6.8%</b>	<b>513</b>	<b>632</b>	<b>(18.8%)</b>
Provision	-	-	-	-	16	n.a.
Overheads	(98)	(92)	6.5%	(190)	(175)	8.5%
<b>Treasury PBT</b>	<b>167</b>	<b>156</b>	<b>7.1%</b>	<b>323</b>	<b>473</b>	<b>(31.6%)</b>
<b>Investment PBT</b>	<b>41</b>	<b>97</b>	<b>(58.2%)</b>	<b>138</b>	<b>74</b>	<b>86.6%</b>
<b>Total</b>	<b>208</b>	<b>253</b>	<b>(17.8%)</b>	<b>461</b>	<b>547</b>	<b>(15.7%)</b>

## Corporate & Investment Banking Financials

(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net interest / financing income	194	192	2.0%	386	410	(6.4%)
Fee & commission income	201	129	55.9%	330	202	63.4%
Net trading income	39	33	18.2%	72	45	60.0%
Brokerage income	75	89	(15.7%)	164	158	3.8%
<b>Total income</b>	<b>509</b>	<b>443</b>	<b>15.4%</b>	<b>952</b>	<b>815</b>	<b>15.0%</b>
Provision	2	20	(91.8%)	22	123	(81.3%)
Overheads	(261)	(220)	18.3%	(481)	(451)	6.6%
<b>PBT</b>	<b>250</b>	<b>243</b>	<b>3.1%</b>	<b>493</b>	<b>487</b>	<b>1.2%</b>

# IB Market Share and Ranking (1)






Malaysia 	1H10		1H11			Indonesia 	1H10		1H11		
	Market Share	Rank	Market Share	Rank			Market Share	Rank	Market Share	Rank	
Stock Broking	9.6%	1	10.1%	1	↑	Stock Broking	6.3%	3	4.7%	5	↓
IPO	31.8%	1	49.2%	1	↑	IPO	16.7%	2	-	-	↓
ECM	26.2%	2	47.3%	1	↑	ECM	8.5%	3	5.1%	8	↓
M&A	35.6%	1	18.7%	4	↓	M&A	41.5%	1	1.4%	11	↓
Syndication	35.9%	1	9.3%	3	↓	Syndication	7.3%	5	2.9%	13	↓
Bonds						Bonds	4.3%	8	2.3%	14	↓
- Domestic	28.2%	1	27.1%	1	↓						
- Sukuk	35.5%	1	25.9%	2	↓						
Thailand 	1H10		1H11			Singapore 	1H10		1H11		
Market Share	Rank	Market Share	Rank	Market Share			Rank	Market Share	Rank		
Stock Broking	0.9%	29	0.9%	28	↑	Stock Broking	8.8%	3	9.6%	2	↑
IPO	-	-	26.4%	3	↑	IPO	8.2%	7	2.3%	5	↓
ECM	-	-	6.4%	6	↑	ECM	5.7%	7	3.1%	8	↓
M&A	0.6%	17	2.8%	19	↑	M&A*	17.1%	2	1.6%	18	↓
Bonds	2.6%	10	3.0%	10	↑	Syndication	-	-	-	-	
						Bonds	2.3%	6	5.6%	6	↑

## IB Market Share and Ranking (2)

ASEAN	1H10		1H11		
	Market Share	Rank	Market Share	Rank	
IPO	18.7%	1	7.1%	4	
ECM	12.5%	3	8.4%	4	
M & A	18.0%	2	6.0%	13	
Syndication	7.9%	1	-	-	
Bonds - Domestic Currency	9.6%	3	13.8%	1	



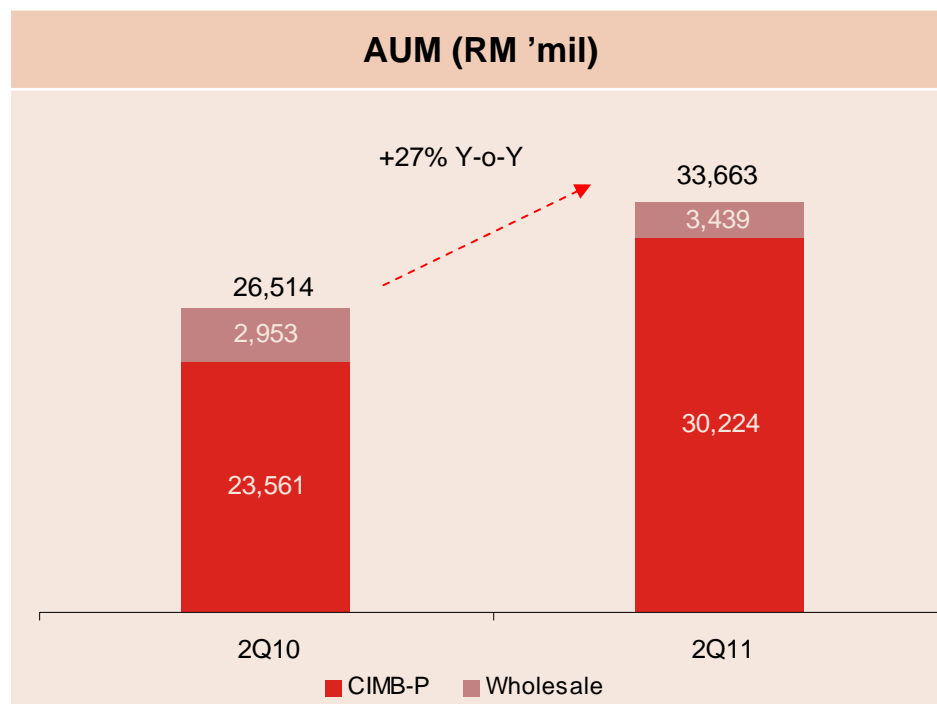
# Notable Deals

M&A		DCM	
 <p><b>Integrated Healthcare Holdings Sdn Bhd</b> RM3.3 billion acquisition of up to 30% equity interest of Integrated Healthcare Holdings Sdn. Bhd. by Mitsui &amp; Co., Ltd.</p>	 <p><b>Government of Malaysia</b> USD2.0 bil Trust Certificates <i>Largest dual-tranche global sovereign USD Sukuk ever</i></p>		
 <p><b>Khazanah Nasional Berhad</b> Divestment of 32.2% stake in Pos Malaysia for RM605.0 mil</p>	 <p><b>Genting Hong Kong Limited</b> CNY1.4 bil Senior Unsecured Conventional Bonds <i>First foray for CIMB to tap into offshore Yuan denominated bond market</i></p>		
IPO		 <p><b>Hong Leong Bank Berhad</b> RM1.4 bil Non Innovative Tier 1 Stapled Securities and RM1.0 bil Tier 2 Subordinated Notes <i>Largest Non Innovative Tier 1 Stapled Securities ever in Malaysia</i></p>	
 <p><b>UOA Development Berhad</b> RM1.1 bil IPO on Bursa Malaysia</p>	 <p><b>Esso Malaysia Berhad</b> Up to RM300.0 mil Islamic Commercial Papers Programme</p>		
 <p><b>MSM Malaysia Holdings Berhad</b> RM891.0 mil IPO on Bursa Malaysia</p>	 <p><b>PT Bank Tabungan Negara</b> IDR1.3 tril Conventional Senior Bond</p>		
 <p><b>Mapletree Commercial Trust</b> SGD893.0 mil IPO on SGX</p>	 <p><b>Central Pattana PCL</b> THB1.0 bil Unsecured Debentures</p>		
 <p><b>LH Financial Group PCL</b> THB2.0 billion on SET</p>			
ECM			
 <p><b>Hap Seng Consolidated Berhad</b> RM230.0 mil placement</p>			

**CIMB GROUP : 2Q11 RESULTS**  
**ASSET MANAGEMENT & INSURANCE**

# Group Asset Management & Insurance

PBT (after HOCA) (RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
CIMB-P Group	21.2	17.5	21.3%	38.6	24.4	58.6%
Wholesale	3.9	(1.8)	n.a.	2.2	5.6	(61.2%)
Insurance	7.9	1.3	491.6%	9.3	(2.1)	n.a.
Securities Services	2.8	4.7	(40.3%)	7.5	8.6	(12.8%)
<b>Total</b>	<b>35.8</b>	<b>21.7</b>	<b>65.0%</b>	<b>57.6</b>	<b>36.5</b>	<b>57.9%</b>





CIMB GROUP : 2Q11 RESULTS  
CIMB NIAGA

# CIMB Niaga: Earnings Summary



(IDR 'bil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net Interest Income	1,920	1,876	2.3%	3,796	3,531	7.5%
Non Interest Income	608	573	6.2%	1,181	683	72.9%
<b>Operating Income</b>	<b>2,528</b>	<b>2,449</b>	<b>3.2%</b>	<b>4,977</b>	<b>4,214</b>	<b>18.1%</b>
Overhead Expenses	(1,214)	(1,255)	(3.2%)	(2,469)	(1,997)	23.7%
<b>Pre Provision Operating Profit</b>	<b>1,314</b>	<b>1,194</b>	<b>6.7%</b>	<b>2,508</b>	<b>2,217</b>	<b>13.1%</b>
Provisions Expense	(171)	(214)	(10.1%)	(385)	(697)	(44.8%)
<b>Operating Profit</b>	<b>1,143</b>	<b>980</b>	<b>16.7%</b>	<b>2,123</b>	<b>1,520</b>	<b>39.6%</b>
<b>PBT</b>	<b>1,143</b>	<b>980</b>	<b>16.7%</b>	<b>2,123</b>	<b>1,520</b>	<b>39.6%</b>
<b>Net Profit #</b>	<b>818</b>	<b>728</b>	<b>12.5%</b>	<b>1,546</b>	<b>1,129</b>	<b>37.0%</b>
<b>Net Profit (RM 'mil) #</b>	<b>287</b>	<b>249</b>	<b>15.3%</b>	<b>536</b>	<b>406</b>	<b>31.9%</b>
<b>EPS (sen) #</b>	<b>32.6</b>	<b>29.3</b>	<b>11.4%</b>	<b>61.9</b>	<b>47.2</b>	<b>31.3%</b>
<b>Net Profit *</b>	<b>818</b>	<b>728</b>	<b>12.4%</b>	<b>1,546</b>	<b>1,904</b>	<b>(18.8%)</b>
<b>Net Profit (RM 'mil) *</b>	<b>287</b>	<b>249</b>	<b>15.2%</b>	<b>536</b>	<b>685</b>	<b>(21.8%)</b>

# CIMB Niaga : Balance Sheet Changes



(IDR 'bil)	30 Jun 11	31 Mar 11	Q-o-Q	30 Jun 10	Y-o-Y
Placements & Other MS	22,143	25,783	(14.1%)	25,242	(12.3%)
Government Bonds	6,849	7,162	(4.4%)	4,712	45.4%
Loans	113,202	106,631	6.2%	88,388	28.1%
Other Assets	10,514	9,474	11.0%	7,990	31.6%
<b>Total Assets</b>	<b>152,709</b>	<b>149,050</b>	<b>2.5%</b>	<b>126,332</b>	<b>20.9%</b>
Low Cost Fund (CASA)	60,151	57,712	4.2%	46,517	29.3%
Time Deposits & CD	63,312	62,835	0.8%	59,662	6.1%
<b>Total Customer Deposits</b>	<b>123,463</b>	<b>120,547</b>	<b>2.4%</b>	<b>106,179</b>	<b>16.3%</b>
Other Liabilities	12,464	12,622	(1.3%)	7,848	58.8%
<b>Total liabilities</b>	<b>135,927</b>	<b>133,169</b>	<b>2.1%</b>	<b>114,027</b>	<b>19.2%</b>
<b>Equity</b>	<b>16,782</b>	<b>15,881</b>	<b>5.7%</b>	<b>12,305</b>	<b>36.4%</b>

# CIMB Niaga : Gross Loans Growth



Products / Divisions	30 Jun 11 (IDR 'bil)	31 Mar 11 (IDR 'bil)	Q-o-Q	30 Jun 10 (IDR 'bil)	Y-o-Y
<b>Retail Banking (30.3%)</b>	<b>35,364</b>	<b>34,419</b>	<b>2.7%</b>	<b>28,443</b>	<b>24.3%</b>
Credit Cards	2,393	2,171	10.2%	1,579	51.5%
Auto Loans	14,444	14,584	(1.0%)	11,532	25.3%
Mortgage	16,990	16,161	5.1%	13,775	23.3%
Personal / Others	1,537	1,503	2.3%	1,558	(1.4%)
<b>Corporate Banking (32.5%)</b>	<b>37,893</b>	<b>34,974</b>	<b>8.3%</b>	<b>29,418</b>	<b>28.8%</b>
<b>Business Banking (34.6%)</b>	<b>40,294</b>	<b>38,140</b>	<b>5.6%</b>	<b>32,378</b>	<b>24.4%</b>
<b>Mikro Laju &amp; Rahn (0.6%)</b>	<b>709</b>	<b>465</b>	<b>52.8%</b>	<b>113</b>	<b>527.4%</b>
<b>Shariah Banking (2.0%)</b>	<b>2,348</b>	<b>1,977</b>	<b>18.8%</b>	<b>1,412</b>	<b>66.2%</b>
<b>Total</b>	<b>116,608</b>	<b>109,975</b>	<b>6.0%</b>	<b>91,765</b>	<b>27.1%</b>

# CIMB Niaga : Deposits Growth



Products / Divisions	30 Jun 11 (IDR 'bil)	31 Mar 11 (IDR 'bil)	Q-o-Q	30 Jun 10 (IDR 'bil)	Y-o-Y
<b>Retail Banking (47.2%)</b>	<b>58,177</b>	<b>58,130</b>	<b>0.1%</b>	<b>48,672</b>	<b>19.5%</b>
- Current	3,930	4,028	(2.4%)	3,332	17.9%
- Savings	27,375	29,804	(8.2%)	20,623	32.7%
- Fixed & structured deposits	26,872	24,298	10.6%	24,716	8.7%
<b>Business Banking (31.0%)</b>	<b>38,491</b>	<b>38,859</b>	<b>(0.9%)</b>	<b>32,064</b>	<b>20.0%</b>
<b>Corporate Banking (19.8%)</b>	<b>24,241</b>	<b>21,340</b>	<b>13.6%</b>	<b>23,691</b>	<b>2.3%</b>
<b>Shariah Banking (2.1%)</b>	<b>2,553</b>	<b>2,218</b>	<b>15.1%</b>	<b>1,752</b>	<b>45.7%</b>
<b>Total</b>	<b>123,463</b>	<b>120,547</b>	<b>2.4%</b>	<b>106,180</b>	<b>16.3%</b>

# CIMB Niaga : Key Ratios



(Consolidated, %)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
ROE	20.0	19.3	70bps	19.7	19.1	60bps
NIM	5.6	5.5	10bps	5.6	6.7	(110bps)
Cost to Income	48.0	51.3	(330bps)	49.6	47.4	220bps
Loan Loss Coverage <sup>#</sup>	109.7	107.4	230bps	109.7	137.4	(2,770bps)
Allowance Coverage <sup>*</sup>	83.2	82.9	30bps	83.2	85.5	(230bps)
Loan Loss Charge <sup>*</sup>	0.8	0.7	10bps	0.7	1.6	(90bps)
Gross Impaired Loans Ratio <sup>*</sup>	3.5	3.7	(20bps)	3.5	4.3	(80bps)
Gross NPL (BI Definition) <sup>#</sup>	2.7	2.9	(20bps)	2.7	2.7	-
Loan to Deposit	93.4	90.3	310bps	93.4	85.5	790bps
CAR <sup>*</sup>	13.7	14.4	(70bps)	13.7	12.1	160bps
CASA ratio	48.7	47.9	80bps	48.7	43.8	490bps

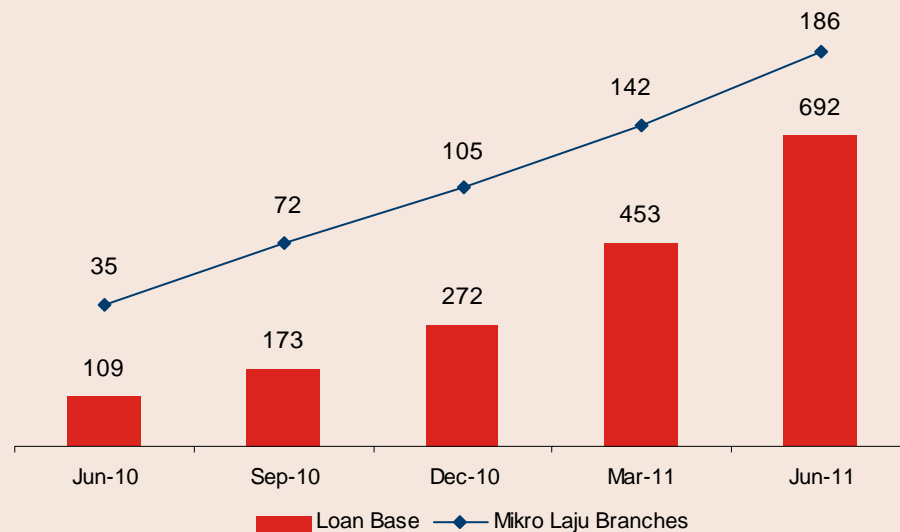
## Consumer Market Share

Indonesia 	1H10		1H11		
	Market Share	Rank	Market Share	Rank	
Deposits ^	5.1%	5	5.0%	5	↓
Mortgages	9.5%	3	11.1%	3	↑
Credit Cards *	6.4%	6	7.8%	5	↑

## Corporate Updates

- Continued strong demand for corporate loans
- Proliferate Mikro Laju Branches
- Launched New BizChannel
- Launched 5 Motor Laju branches in Jakarta

## Mikro Laju loan base (Rp 'bil)



CIMB GROUP : 2Q11 RESULTS

CIMB Thai



# CIMB Thai : Earnings Summary

(Before GAAP Adjustments) (Baht 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Net Interest Income	1,151	1,130	1.9%	2,281	2,136	6.8%
Non Interest Income	468	460	1.5%	928	1,187	(21.9%)
<b>Operating Income</b>	<b>1,619</b>	<b>1,590</b>	<b>1.8%</b>	<b>3,209</b>	<b>3,324</b>	<b>(3.5%)</b>
Overhead Expenses	(1,253)	(1,232)	1.7%	(2,485)	(2,328)	6.7%
<b>Pre Provision Operating Profit</b>	<b>366</b>	<b>358</b>	<b>2.4%</b>	<b>724</b>	<b>996</b>	<b>(27.3%)</b>
Provisions Expense	(95)	(66)	45.0%	(161)	(357)	(54.8%)
<b>Profit Before Tax</b>	<b>271</b>	<b>292</b>	<b>(7.3%)</b>	<b>563</b>	<b>639</b>	<b>(12.0%)</b>
<b>Net Profit</b>	<b>255</b>	<b>282</b>	<b>(9.5%)</b>	<b>536</b>	<b>714</b>	<b>(24.9%)</b>
<b>Net Profit (RM 'mil)</b>	<b>25</b>	<b>28</b>	<b>(10.9%)</b>	<b>53</b>	<b>72</b>	<b>(26.8%)</b>
<b>EPS (sen)</b>	<b>0.02</b>	<b>0.02</b>	<b>(13.1%)</b>	<b>0.03</b>	<b>0.05</b>	<b>(38.5%)</b>
<b>Profit Before Tax (RM 'mil) *</b>	<b>12</b>	<b>37</b>	<b>(67.6%)</b>	<b>49</b>	<b>26</b>	<b>88.5%</b>
<b>Net Profit (RM 'mil) *</b>	<b>13</b>	<b>33</b>	<b>(62.0%)</b>	<b>46</b>	<b>23</b>	<b>101.5%</b>

# CIMB Thai : Balance Sheet Changes


(Before GAAP Adjustments) (Baht 'mil)	30 Jun 11	31 Mar 11	Q-o-Q	30 Jun 10	Y-o-Y
Placements & Other MS	19,249	13,453	43.1%	20,094	(4.2%)
Government Bonds (Net)	15,282	14,686	4.1%	13,942	9.6%
Loans (Net)	99,234	95,346	4.1%	83,840	18.4%
Other Assets	11,006	10,944	0.6%	12,330	(10.7%)
<b>Total Assets</b>	<b>144,771</b>	<b>134,430</b>	<b>7.7%</b>	<b>130,206</b>	<b>11.2%</b>
Low Cost Funds (CASA)	25,839	26,463	(2.4%)	24,579	5.1%
Time Deposits & CD	71,502	60,738	17.7%	68,535	4.3%
<b>Total Customer Deposits</b>	<b>97,341</b>	<b>87,201</b>	<b>11.6%</b>	<b>93,114</b>	<b>4.5%</b>
Other Liabilities	35,496	35,518	(0.1%)	28,353	25.2%
<b>Total Liabilities</b>	<b>132,837</b>	<b>122,719</b>	<b>8.2%</b>	<b>121,466</b>	<b>9.4%</b>
<b>Equity</b>	<b>11,934</b>	<b>11,710</b>	<b>1.9%</b>	<b>8,740</b>	<b>36.6%</b>

# CIMB Thai : Gross Loans Growth

Products / Divisions	30 Jun 11 (THB 'bil)	31 Mar 11 (THB 'bil)	Q-o-Q	30 Jun 10 (THB 'bil)	Y-o-Y
<b>Retail Banking (35.5%)</b>	<b>36.1</b>	<b>35.0</b>	<b>3.2%</b>	<b>29.0</b>	<b>24.3%</b>
Auto Loans	7.5	6.8	10.5%	4.6	61.8%
Mortgage	23.4	22.3	4.8%	18.4	27.3%
Personal / Others	5.2	5.9	(11.3%)	6.0	(13.4%)
<b>Corporate &amp; Investment Banking (39.5%)</b>	<b>40.3</b>	<b>39.5</b>	<b>1.6%</b>	<b>37.5</b>	<b>7.3%</b>
<b>Business Banking (22.3%)</b>	<b>22.6</b>	<b>20.5</b>	<b>10.4%</b>	<b>13.9</b>	<b>63.1%</b>
<b>Legal &amp; Recovery Group (2.7%)</b>	<b>2.7</b>	<b>2.7</b>	<b>2.2%</b>	<b>8.0</b>	<b>(65.6%)</b>
<b>Total Gross Loans</b>	<b>101.7</b>	<b>97.7</b>	<b>4.1%</b>	<b>88.4</b>	<b>15.0%</b>

# CIMB Thai : Key Ratios

(Consolidated, %)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
ROE	8.7	9.9	(120bps)	9.3	17.5	(820bps)
NIM	3.6	3.7	(10bps)	3.6	4.1	(50bps)
Cost to Income	77.4	77.5	(10bps)	77.4	69.9	750bps
Loan Loss Coverage**	80.4	98.4	(1,800bps)	80.4	57.4	2,300bps
Loan Loss Charge	0.4	0.3	10bps	0.3	0.8	(50bps)
Gross NPL ratio**	3.0	2.7	30bps	3.0	8.4	(540bps)
Net NPL ratio**	2.0	1.9	10bps	2.0	4.8	(280bps)
Loan to Deposit	88.3	92.2	(390bps)	88.3	85.4	290bps
CAR*	13.7	14.0	(30bps)	13.7	12.4	130bps
CASA ratio	26.5	30.3	(380bps)	26.5	26.4	10bps

Consumer Market Share					Other Updates
Thailand 	1H10		1H11		
	Market Share	Rank	Market Share	Rank	
Deposits	1.4%	11	1.4%	11	↔
Mortgages	0.9%	11	1.2%	11	↑
HP	0.4%	17	0.5%	17	↑
SME Loans	0.9%	7	1.3%	7	↑

- Issued THB3 bil 10-year subordinated debentures with 5.35% interest rate
- Brighter outlook post-elections. Strong pipeline of corporate loans for 2H11
- Fierce competition in deposit rates continues

## New innovative products/services launched



Special Deposit Program



CIMB-Principal Sri Thai Property Fund



BNP Paribas and CIMB Thai Bank Partnership in Cash Management

CIMB GROUP : 2Q11 RESULTS  
OTHER HIGHLIGHTS

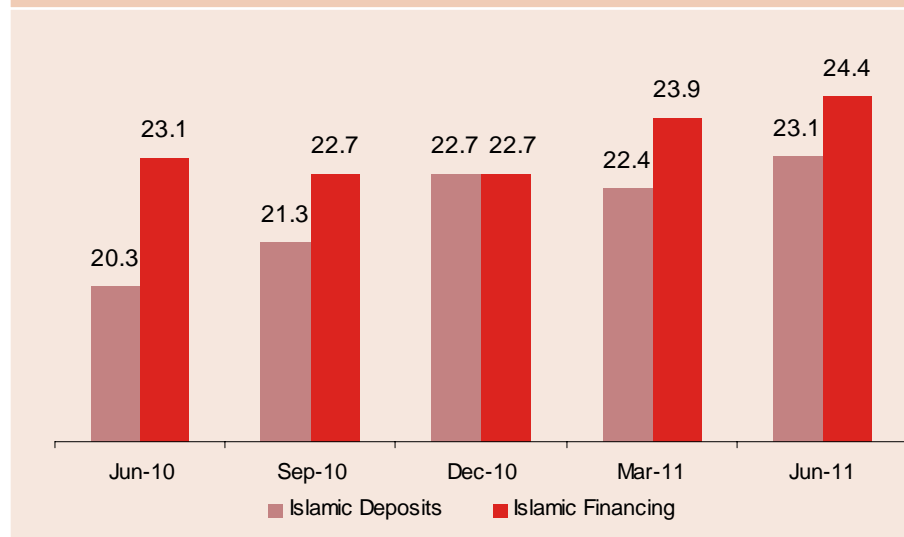
# Business Reorganisation

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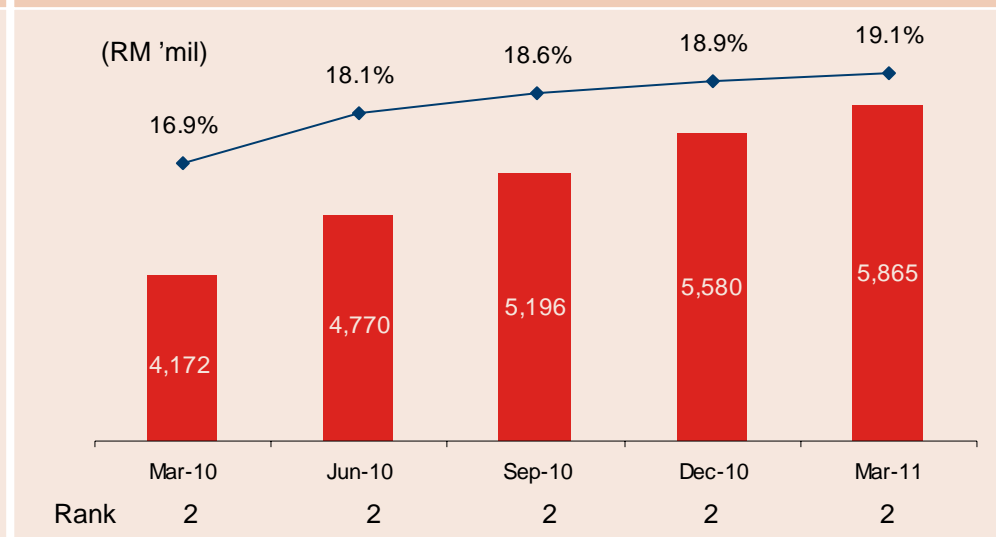
- Most significant reorganisation since CIMB-BCB merger in 2005
- Group Management Committee streamlined
- Wholesale Business reorganised:
  - Consolidate all credit, markets and transaction banking
  - Consolidate all advisory and brokerage
  - Rearrange asset management franchises and strategic investments
- Strengthening customer focus and enhancing internal synergies and efficiencies

Ranking of Total Islamic Assets as at 31 Mar 2011				Market share and ranking	1H10		1H11		
Rank	Company	Total Assets RM 'mil	Market Share %		Market Share	Rank	Market Share	Rank	
1	MIBB	58,782	22.3%	Sukuk					
				- Malaysia	35.5%	1	25.9%	2	↓
2	<b>CIMB Islamic</b>	<b>36,261</b>	<b>13.8%</b>	- Global	22.2%	2	19.7%	2	↓
3	Bank Islam	28,554	10.8%						
4	PBB-I	23,845	9.0%						
5	Amlslamic	17,981*	6.8%						

### Islamic Financing/Deposits (RM 'bil)

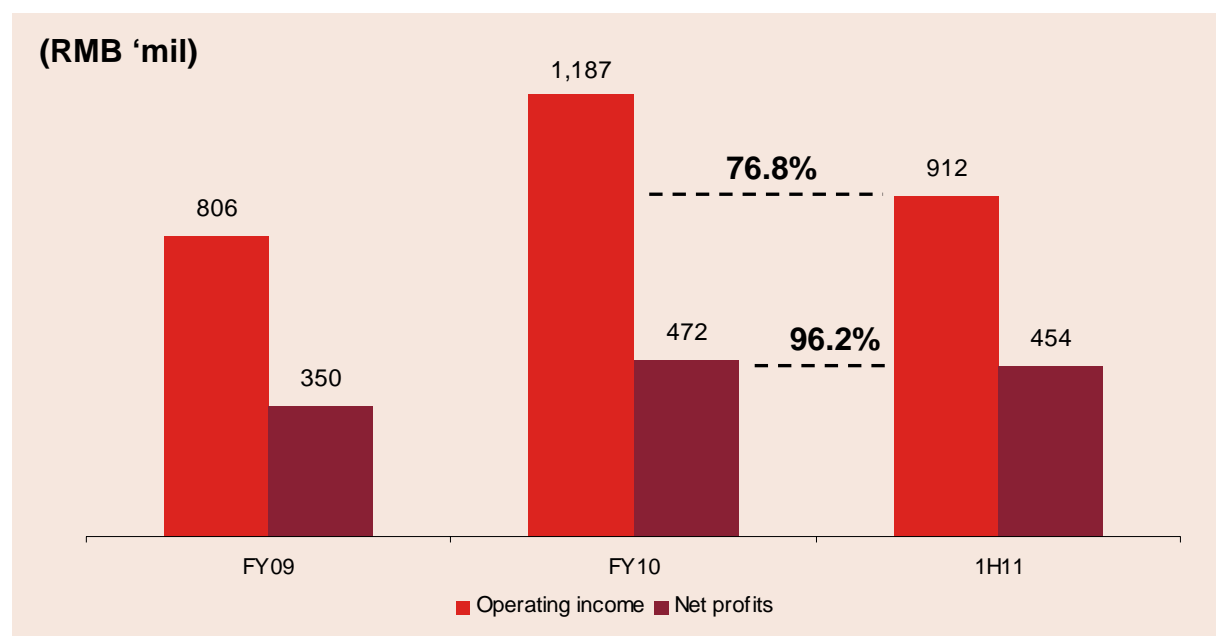


### Islamic Residential Mortgage & Market Share



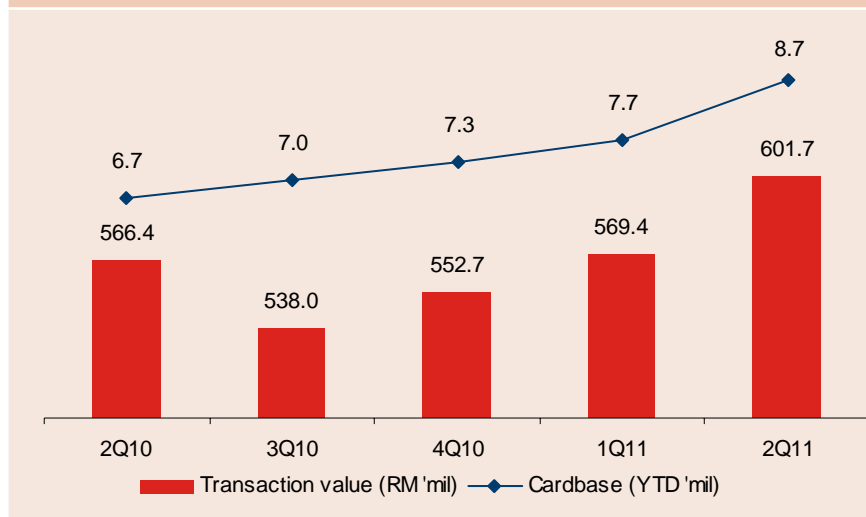


	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Operating income (RMB 'mil)	467	445	4.9%	912	496	83.9%
Net profit (RMB 'mil)	220	234	(6.0%)	454	220	106.4%
PAT to CIMB Group (RM 'mil)	20.4	21.7	(6.0%)	42.1	21.4	96.7%
ROE (%)	30.5	35.2	(470bps)	32.9	20.4	1,250pbs
NIM (%)	4.3	4.2	10bps	4.2	3.9	30bps
Allowance coverage (%)	384.0	378.0	600bps	384.0	259.0	12,500bps
Gross impaired loans ratio (%)	0.5	0.5	-	0.5	0.7	(20bps)



(RM 'mil)	2Q11	1Q11	Q-o-Q	1H11	1H10	Y-o-Y
Revenue	25.0	25.2	(1.1%)	50.2	45.9	9.4%
Cost	20.5	18.1	13.1%	38.6	33.2	16.3%
<b>PBT</b>	<b>4.5</b>	<b>7.1</b>	<b>(37.5%)</b>	<b>11.6</b>	<b>12.7</b>	<b>(8.8%)</b>
<b>PAT</b>	<b>3.1</b>	<b>5.3</b>	<b>(42.0%)</b>	<b>8.4</b>	<b>9.5</b>	<b>(11.3%)</b>
<b>PAT to CIMB Group</b>	<b>1.6</b>	<b>2.8</b>	<b>(42.0%)</b>	<b>4.4</b>	<b>5.0</b>	<b>(11.3%)</b>

## Transaction Value and Cardbase



## Corporate Updates

- New CEO – Karim Lassim
- RFP for new systems issued
- Principle of “open architecture” agreed
- IETP work-in-progress

# Key 2011 Priorities Round-Up

Priorities	Updates
Regional CASA Drive	<ul style="list-style-type: none"> <li>▪ CASA growth for Malaysia and Indonesia on track</li> <li>▪ Commenced sharing/implementation of proven CASA products and growth strategies</li> </ul>
Cost Management	<ul style="list-style-type: none"> <li>▪ Initial round of quick-wins resulted in significant reduction in discretionary cost</li> <li>▪ Major cost management initiatives</li> </ul>
ASEAN Agenda	<ul style="list-style-type: none"> <li>▪ Launched new tagline "ASEAN For You"</li> <li>▪ ASEAN face to China and South Asia</li> </ul>
Institutionalising the firm	<ul style="list-style-type: none"> <li>▪ Cohort 1 CLP graduated</li> <li>▪ Business model reorganisation</li> </ul>
No. 1 ASEAN investment bank	<ul style="list-style-type: none"> <li>▪ Defending market shares</li> <li>▪ Completed 2 cross-border listings in Singapore</li> <li>▪ Reorganisation of business model for competitiveness</li> </ul>
Making new KPIs work	<ul style="list-style-type: none"> <li>▪ Developing the communications plan and timeline for rolling out the new KPI framework to Level 2 business units</li> </ul>
Leveraging Technology	<ul style="list-style-type: none"> <li>▪ 1Platform in Thailand on track to go live in 1Q12. 1View is well underway across branches in Malaysia</li> <li>▪ Singapore embarking on core banking system migration</li> </ul>
Commercial Banking across the region	<ul style="list-style-type: none"> <li>▪ Good loan growth in Malaysia EB</li> <li>▪ New leadership in Singapore</li> </ul>
Business Intelligence	<ul style="list-style-type: none"> <li>▪ Done</li> </ul>
The customer view	<ul style="list-style-type: none"> <li>▪ Done</li> </ul>

# CIMB GROUP : 2Q11 RESULTS OUTLOOK

# Targets for 2011

	1H11 Annualised	2011 Targets	On Track
ROE	15.8%	17%	✗
TSR	+1.08%	> FBM KLCI	✓
Dividend	47%*	40% - 60%	✓
Group loans growth	11%	18%	✗
Group deposits growth	11%	20%	✗
Loan loss charge	0.10%	0.4%	✓
Core Capital Ratio (at CIMB Bank) (Basel II)	13.9%^	>10%	✓
RWCR (at CIMB Bank) (Basel II)	14.6%^	>12%	✓

# Outlook

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- Remain cautious about the operating environment – Higher liquidity, credit and margin standards
- IB deal pipeline remains strong
- Retain 17% ROE target but have restructured for greater attention on operational efficiencies, credit charge and costs
- Reorganisation will strengthen competitiveness and enhance internal synergies

**THANK YOU**

CIMB GROUP : 2Q11 RESULTS  
APPENDICES



# Consolidated Balance Sheet Changes

(RM 'mil)	30 Jun 11	31 Mar 11	Q-o-Q	30 Jun 10	Y-o-Y
Cash & short term funds	28,557	24,660	16%	22,701	26%
Securities purchased under resale agreements	4,124	2,634	57%	4,120	0%
Deposits & placements with financial institutions	9,291	10,522	(12%)	13,580	(32%)
Financial investments at fair value through profit or loss	14,401	18,084	(20%)	14,246	1%
- Money Market	8,760	13,557	(35%)	10,003	(12%)
- Corporate Bonds	4,359	3,159	38%	3,497	25%
- Equity	1,282	1,368	(6%)	746	72%
Financial investments available for sale	12,192	11,602	5%	10,653	14%
Financial investments held to maturity	15,720	14,760	7%	15,558	1%
Loans, advances & financing	168,852	164,170	3%	152,130	11%
Other assets	28,939	25,879	12%	22,910	26%
<b>Total assets</b>	<b>282,076</b>	<b>272,311</b>	<b>4%</b>	<b>255,898</b>	<b>10%</b>
Deposits from customers	210,943	202,112	4%	193,487	9%
Deposits & placements of banks and other FI	13,782	14,966	(8%)	10,179	35%
Other borrowings	14,288	15,083	(5%)	11,584	23%
Other liabilities	17,592	15,710	12%	17,545	0%
<b>Total liabilities</b>	<b>256,605</b>	<b>247,871</b>	<b>4%</b>	<b>232,795</b>	<b>10%</b>
<b>Shareholders' funds</b>	<b>24,570</b>	<b>23,543</b>	<b>4%</b>	<b>20,686</b>	<b>19%</b>
<b>Total liabilities &amp; equity</b>	<b>282,076</b>	<b>272,311</b>	<b>4%</b>	<b>255,898</b>	<b>10%</b>

# Asset Quality Ratios – CIMBG

