



CIMB Group

Analyst Presentation FY16 Results

Tengku Dato' Sri Zafrul Aziz
28 February 2017

FORWARD  **ASEAN**

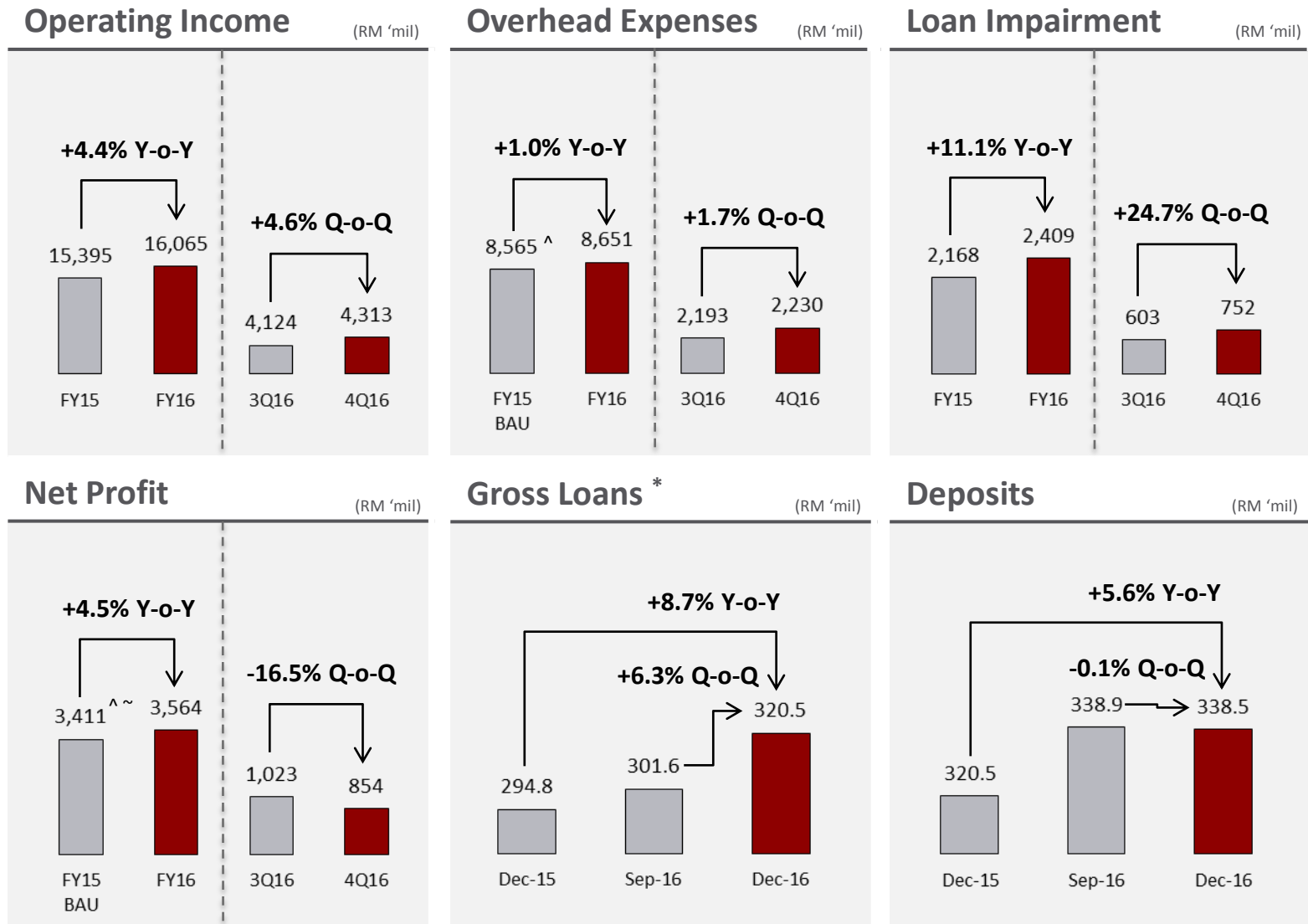
Agenda

1. Key Highlights
2. CIMB Group FY16 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 : FY16 Results

1. Key Highlights

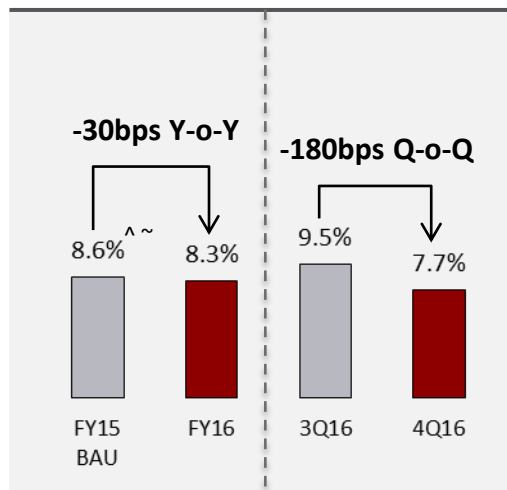
Key Financial Highlights



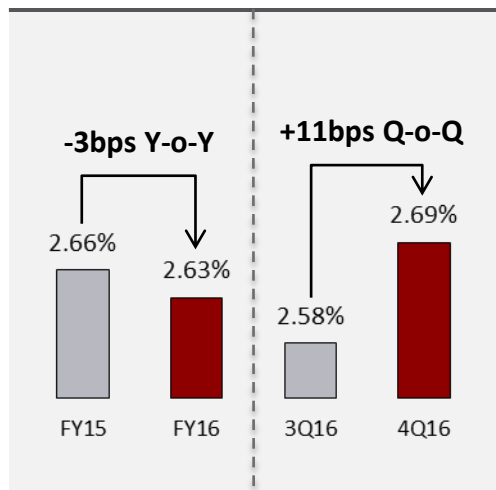
Notes: ^ Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil); 3Q15: ID MSS cost (RM134 mil); 4Q15: ID MSS cost (RM32mil)
 ~ Excluding 2Q15: Tax on MY MSS cost (RM79 mil), 3Q15: Tax and MI on ID MSS (RM36 mil); 4Q15: Tax on ID MSS (RM8 mil)
 * Excluding bad bank

Key Ratios

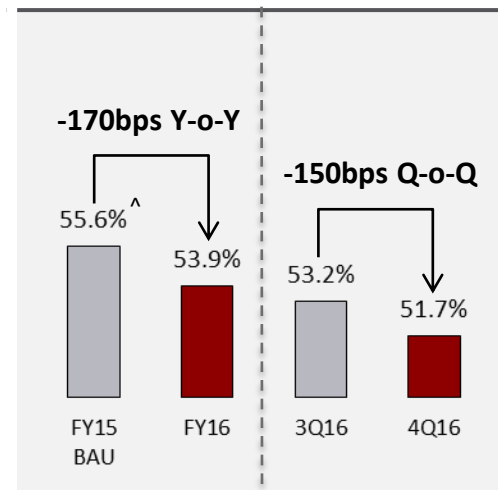
ROE



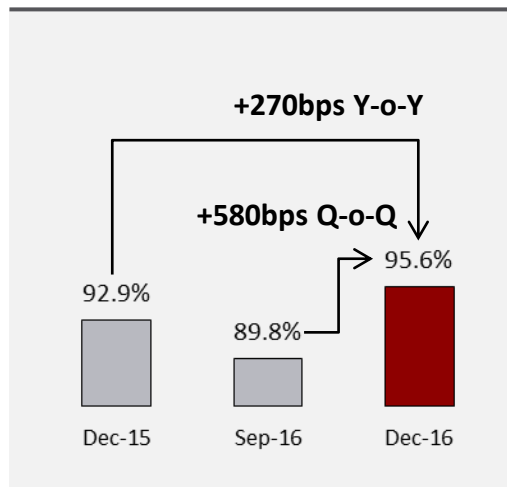
NIM



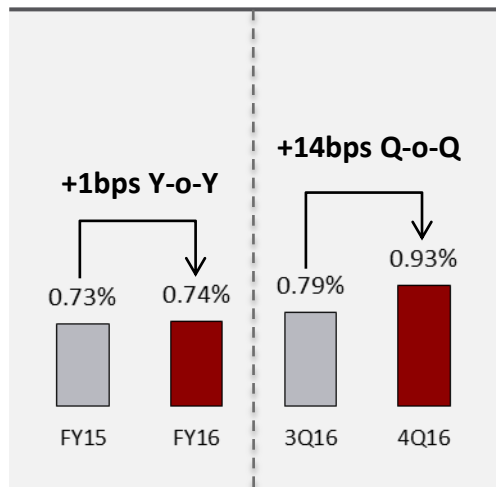
CI



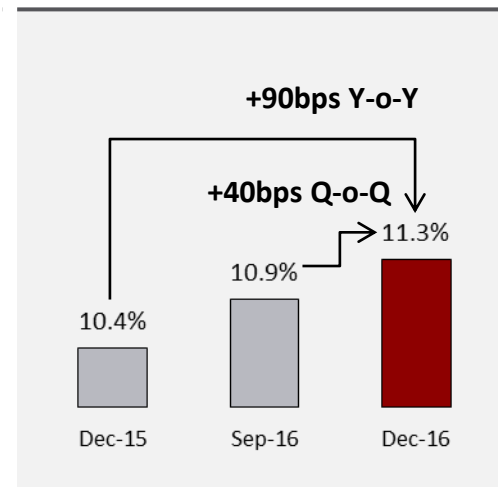
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Loan Loss Charge



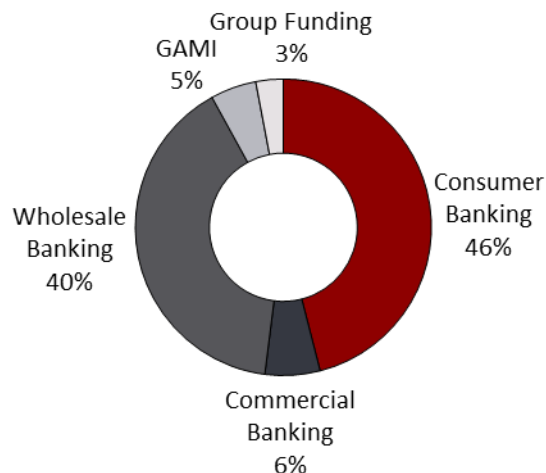
CET 1



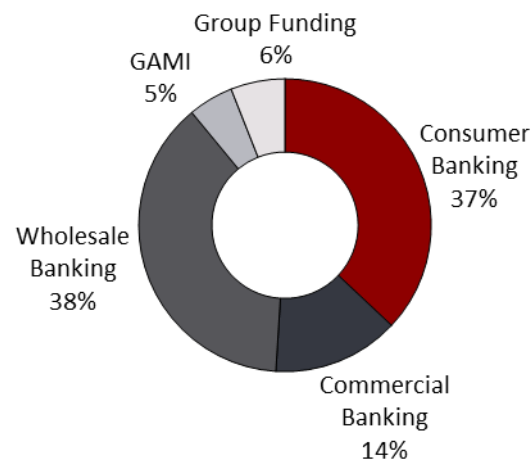
Notes: ^ Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil); 3Q15: ID MSS cost (RM134 mil); 4Q15: ID MSS cost (RM32mil)
~ Excluding 2Q15: Tax on MY MSS cost (RM79 mil); 3Q15: Tax and MI on ID MSS (RM36 mil); 4Q15: Tax on ID MSS (RM8 mil)

PBT By Segments

FY16



FY15^{^~}



FY16 PBT Growth by Key Divisions

Consumer Banking

Commercial Banking

Wholesale Banking

Group Asset Management & Investments

Group Funding

PPOP Y-o-Y

+22.1%

+9.8%

+4.9%[^]

-36.9%[~]

-32.5%[~]

PBT Y-o-Y

+35.0%

-55.3%

+11.3%[^]

-2.5%[~]

-50.3%[~]

PBT Q-o-Q

+6.9%

-136.9%

+28.4%

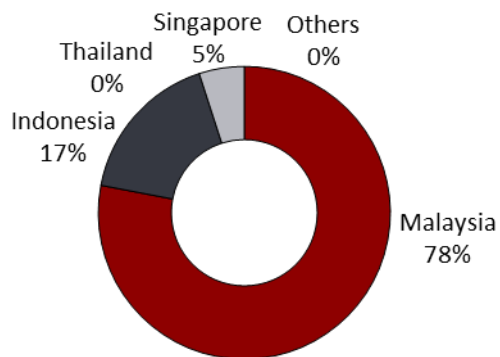
-54.1%

-80.8%

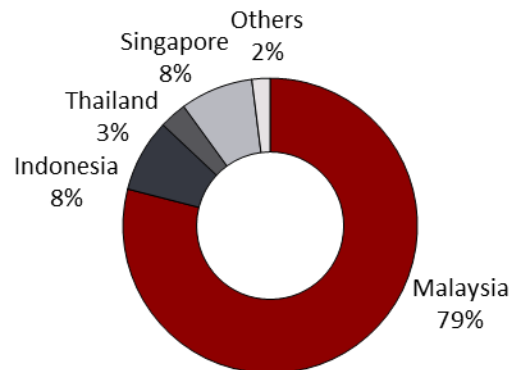
Notes: [^] Excluding IB restructuring cost (RM202 mil)
[~] Excluding MY MSS cost (RM316 mil), ID MSS cost (RM166mil)

PBT By Country

FY16*



FY15*^{^~+}



FY16* PBT Y-o-Y Growth by Key Countries



PPOP Y-o-Y

+14.7%[~]

+36.2%⁺

+19.1%

+1.9%[#]

PBT Y-o-Y

+7.4%[~]

+134.6%⁺

-90.8%

-36.2%[#]

PBT Q-o-Q

+11.1%

+39.8%

-356.9%

-37.3%

Notes: [^] Excluding IB restructuring cost (RM202 mil)
⁺ Excluding ID MSS cost (RM166 mil)

[#] Excluding IB restructuring cost (RM41 mil)
^{*} Excluding HQ costs, mainly comprising of funding costs

[~] Excluding MY MSS cost (RM316 mil)

Targets for 2016

	FY16	FY16 Target
ROE	8.3%	10.0%
Dividend Payout Ratio	49.5%	40%
Total Loans Growth *	8.7%	10.0%
Loan Loss Charge	74 bps	60-70 bps
CET 1 (CIMB Group)	11.3%	11.0%
Cost to income	53.9%	<53.0%

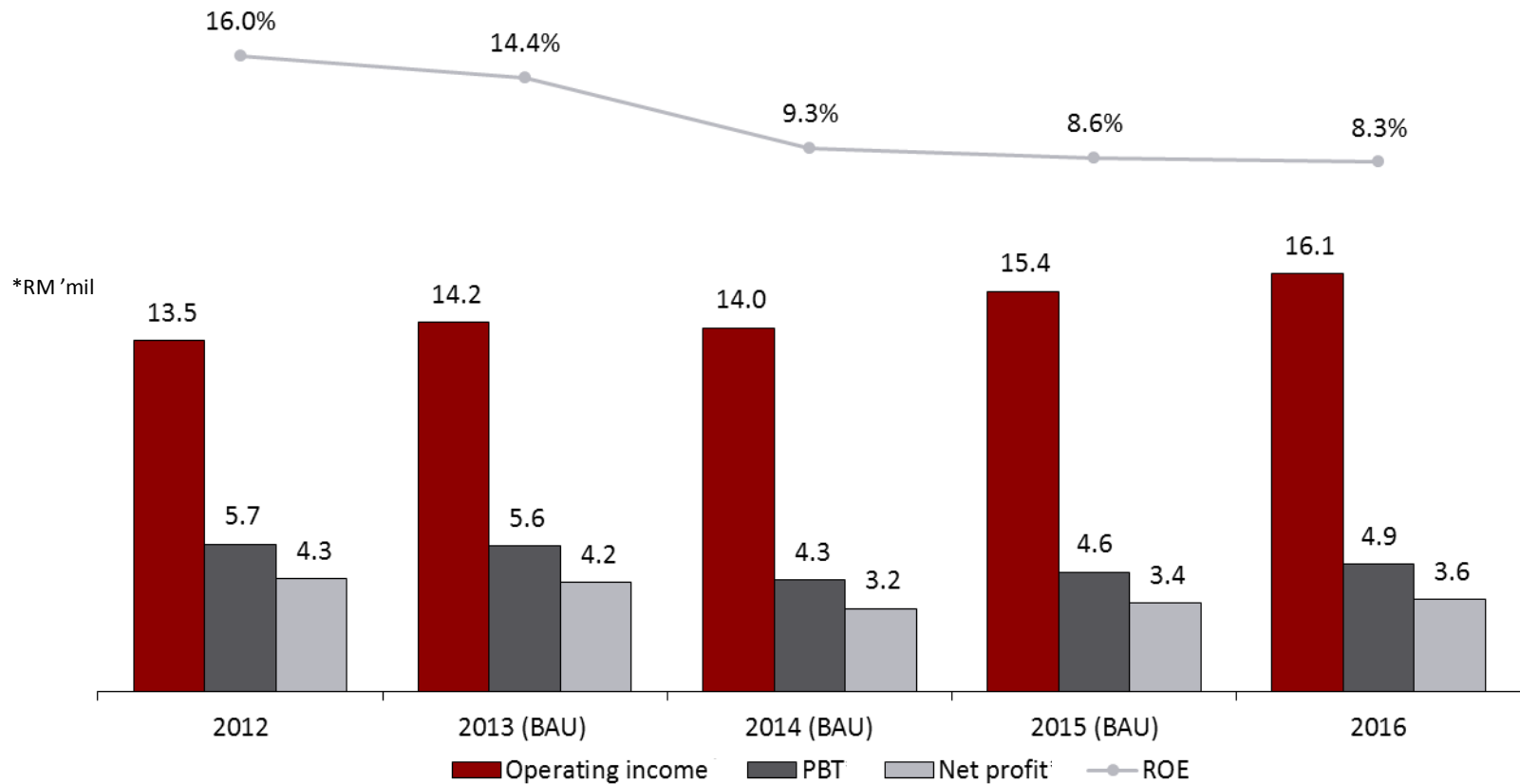
Notes: * Excluding bad bank

CIMB Group : FY16 Results

2. CIMB Group FY16 Financials

Yearly Earnings Trend

Average BAU ROE from 2012 – 2016  **11.3%**



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 ID MSS cost (RM134 mil) and tax and MI on ID MSS (RM36 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)
 FY13: 1Q13 Excluding gains from sale of CIMB Aviva (RM515 mil), restructuring charges (RM217 mil) and tax impact (RM54 mil)

Earnings Summary

(RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	11,263	10,695	5.3%	3,016	2,796	7.9%
Non interest income	4,802 [^]	4,700	2.2%	1,297	1,328 [^]	(2.3%)
Operating income	16,065	15,395	4.4%	4,313	4,124	4.6%
Overhead expenses	(8,651)	(8,565)	1.0%	(2,230)	(2,193)	1.7%
PPOP	7,414	6,830	8.6%	2,083	1,931	7.9%
Loan impairment	(2,409)	(2,168)	11.1%	(752)	(603)	24.7%
Other provisions	(236)	(150)	57.3%	(135)	16	(943.8%)
Share of JV / Associates	115	86	33.7%	16	16	-
PBT	4,884	4,598	6.2%	1,212	1,360	(10.9%)
Net profit	3,564	3,411	4.5%	854	1,023	(16.5%)
EPS (sen)	41.0	40.2	2.0%	9.7	11.7	(17.1%)
ROE (Annualised)	8.3%	8.6%	(30bps)	7.7%	9.5%	(180bps)
PBT (Actual)	4,884	3,914	24.8%	1,212	1,360	(10.9%)
Net Profit (Actual)	3,564	2,850	25.1%	854	1,023	(16.5%)

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

3Q15: ID MSS cost (RM134 mil) and tax and MI on ID MSS (RM36 mil); 4Q15: ID MSS cost (RM32mil) and tax on ID MSS (RM8 mil)

[^] Including gain on sale of Sun Life in 3Q16 (RM150 mil)

Key Ratios

(%)	FY16 [^]	FY15 BAU*	Y-o-Y	4Q16	3Q16 [^]	Q-o-Q
ROE ~	8.3	8.6	↓	7.7	9.5	↓
NIM ~**	2.63	2.66	↓	2.69	2.58	↑
Non-interest income / total income	29.9	30.5	↓	30.1	32.2	↓
Cost to income	53.9	55.6	↓	51.7	53.2	↓
Allowance coverage #	79.8	84.7	↓	79.8	80.6	↓
Loan loss charge ~	0.74	0.73	↑	0.93	0.79	↑
Gross impaired loans ratio	3.3	3.0	↑	3.3	3.2	↑
Net impaired loans ratio (Net of IA and PA)	0.7	0.5	↑	0.7	0.6	↑
Average shareholders' funds (RM 'mil)	43,170	39,483	↑	44,558	43,094	↑
ROA ~	0.75	0.78	↓	0.72	0.86	↓
Book value per share (RM)	5.11	4.88	↑	5.11	5.02	↑
Loan to Deposit (LDR)	95.6	92.9	↑	95.6	89.8	↑
CASA ratio	35.6	34.1	↑	35.6	34.1	↑

Notes: * Excluding 1Q15: IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil) and tax on MSS cost (RM79 mil); 3Q15: ID MSS (RM134 mil) and tax and MI on ID MSS (RM36 mil); 4Q15: ID MSS cost (RM32mil) and tax on ID MSS (RM8 mil)

~ Annualised

** Daily Average

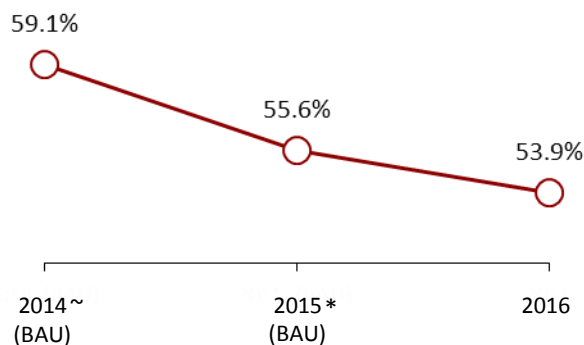
[^] Including gain on sale of Sun Life in 3Q16 (RM150 mil)

Including regulatory reserve, allowance coverage was 92.2% as at end Dec-16

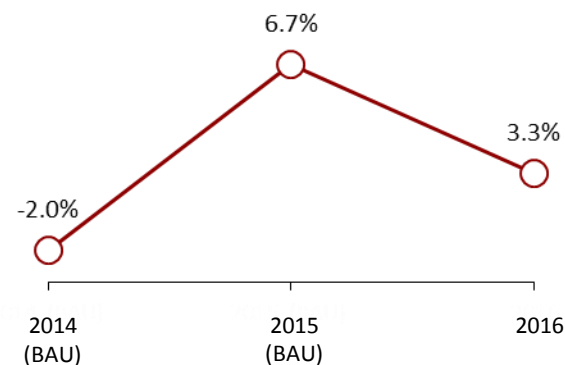
Operating Expenses

(RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Personnel	4,821	4,771	1.0%	1,238	1,223	1.2%
Establishment	1,927	1,942	(0.8%)	484	478	1.3%
Marketing	311	359	(13.4%)	73	95	(23.2%)
Admin & General	1,592	1,493	6.6%	435	397	9.6%
Total	8,651	8,565	1.0%	2,230	2,193	1.7%
Total (Actual)	8,651	9,249	(6.5%)	2,230	2,193	1.7%
Cost to income	53.9%	55.6%	(170bps)	51.7%	53.2%	(150bps)

C/I Ratio



JAW

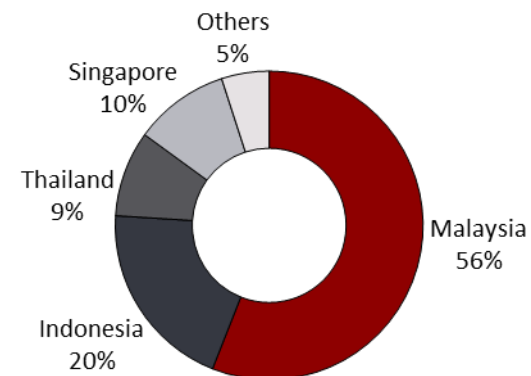


Notes: * Excluding IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil); 3Q15: ID MSS cost (RM134 mil); 4Q15: ID MSS cost (RM32 mil)
 ~ 4Q14 Excluding gains from sale of Karawaci building (RM66 mil), gains from sale of Insurance Brokers (RM61 mil),
 ^ 1Q13 Excluding gains from sale of CIMB Aviva (RM515 mil), restructuring charges (RM217 mil)

Gross Loans Growth

Divisions / Products (RM 'bil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Consumer Banking (50.2%)	160.9	147.8	8.9%	155.3	3.6%
Mortgages	80.2	72.2	11.1%	77.2	3.9%
Term Loans	36.3	33.4	8.7%	34.7	4.6%
Auto	19.7	20.1	(2.0%)	19.7	-
Credit Cards	9.8	8.8	11.4%	9.3	5.4%
Personal Financing	4.6	4.2	9.5%	4.4	4.5%
Enterprise	7.8	6.8	14.7%	7.6	2.6%
Others	2.5	2.3	8.7%	2.4	4.2%
Commercial Banking (13.1%)	42.1	39.9	5.5%	39.9	5.5%
Wholesale Banking (36.7%)	117.5	107.1	9.7%	106.4	10.4%
Gross Loans excl bad bank*	320.5	294.8	8.7%	301.6	6.3%
Bad Bank	3.2	3.0	6.7%	2.9	10.3%
Total Gross Loans	323.7	297.8	8.7%	304.5	6.3%

Loans by Country as at 31 Dec 16 #



Loans**	Y-o-Y Growth
Malaysia	10.5%
Indonesia ^	1.6%
Thailand ^	2.1%
Singapore ^	4.9%
Others**	(2.9%)
Group ~	6.4%

Notes: * Excluding FX fluctuations, total gross loans grew 6.4% Y-o-Y and 4.2% Q-o-Q

+ Gross loans exclude bad bank

Based on geographical location of counterparty, excluding bad bank

^ In local currency

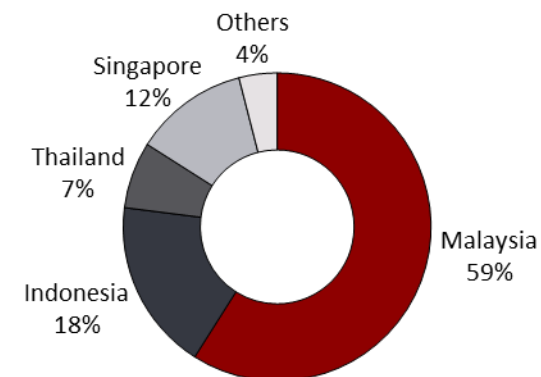
~ Excluding FX fluctuations

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

Deposits Growth

Divisions / Products (RM 'bil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Consumer Banking (44.7%)	151.4	134.6	12.5%	146.1	3.6%
Commercial Banking (13.6%)	45.9	42.9	7.0%	45.6	0.7%
Wholesale Banking # (41.7%)	141.2	143.0	(1.3%)	147.2	(4.1%)
Total *	338.5	320.5	5.6%	338.9	(0.1%)

Deposits by Country as at 31 Dec 16



Deposits Y-o-Y Growth

Deposits	Y-o-Y Growth
Malaysia	8.5%
Indonesia ^	1.1%
Thailand ^	7.9%
Singapore ^	(4.9%)
Others**	(22.3%)
Group ~	3.7%

Notes: * Excluding FX fluctuations, total group deposits +3.7% Y-o-Y and -1.8% Q-o-Q

^ In local currency

~ Excluding FX fluctuations

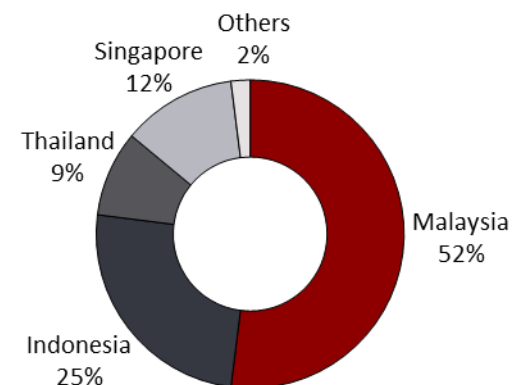
Including deposits with options classified as derivatives in MY & SG

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

CASA Growth

Country (RM 'bil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia	63.1	60.8	3.8%	59.8	5.5%
Indonesia **	30.7	26.0	18.1%	29.9	2.7%
Thailand	10.6	9.3	14.0%	11.4	(7.0%)
Singapore	14.1	11.4	23.7%	12.2	15.6%
Others ⁺	2.3	1.9	21.1%	2.5	(8.0%)
Total *	120.8	109.4	10.4%	115.8	4.3%

CASA by Country as at 31 Dec 16



CASA	Y-o-Y Growth
Malaysia	3.7%
Indonesia ^	9.7%
Thailand ^	8.8%
Singapore ^	21.8%
Group ~	7.9%

Notes: * Excluding FX fluctuations, total CASA grew 7.9% Y-o-Y and 2.3% Q-o-Q

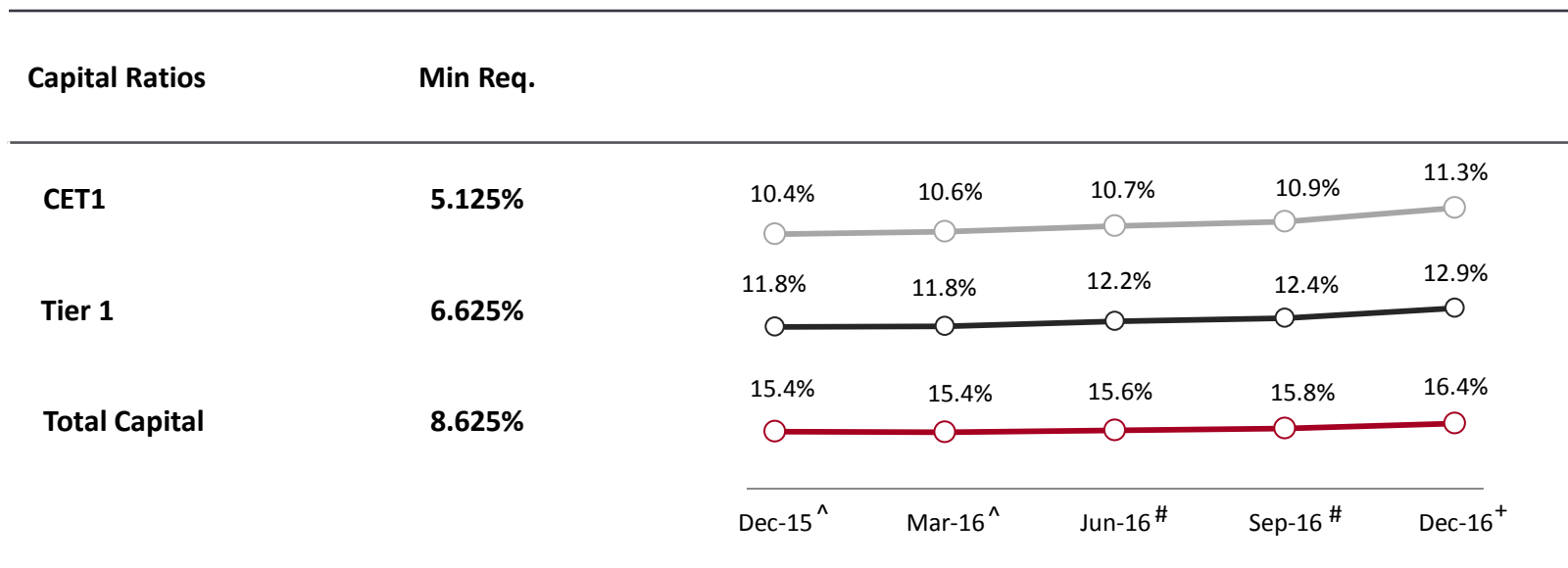
** Adjusted for high cost saving deposits classified as Structured Deposits

^ In local currency

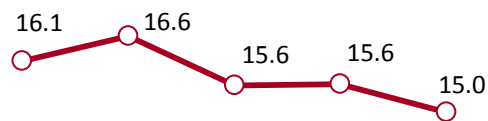
~ Excluding FX fluctuations

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

Capital Management : CIMB Group

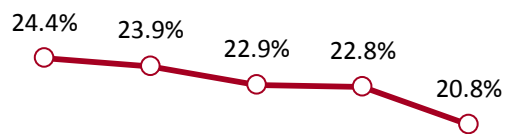


Leverage Ratio (times)



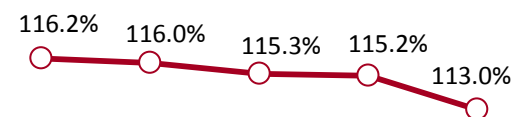
Dec-15[^] Mar-16[^] Jun-16[#] Sep-16[#] Dec-16⁺

Gearing Ratio



Dec-15[^] Mar-16[^] Jun-16[#] Sep-16[#] Dec-16⁺

Double Leverage Ratio



Dec-15[^] Mar-16[^] Jun-16[#] Sep-16[#] Dec-16⁺

Notes:

* Includes CIMB Bank Malaysia + CIMB Islamic + CIMB Thai + CIMB Cambodia + CIMB Labuan Limited + Singapore + London + HK & Shanghai + Offshore

[^] 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 First Interim Dividend of RM698 mil and actual corresponding DRS take-up rate of 85.7%

⁺ Post CIMB Group's FY16 Second Interim Dividend & the projected corresponding DRS (80.0% take-up rate); and reinvestment of cash dividend surplus into CIMB Bank

CIMB Group : FY16 Results

3. PBT by Segment

PPOP by Segments

PPOP (RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Consumer Banking (41.5%)	3,074	2,517	22.1%	849	739	14.9%
Commercial Banking (12.6%)	933	850	9.8%	262	222	18.0%
Wholesale Banking (40.8%)	3,034	2,892	4.9%	814	705	15.5%
Corporate Banking (27.4%)	2,035	2,025	0.5%	614	493	24.5%
Treasury & Markets ~ (12.5%)	929	907	2.4%	188	166	13.3%
Investment Banking + (0.9%)	70	(40)	275.0%	12	46	(73.9%)
GAMI ** (2.4%)	176	279	(36.9%)	67	50	34.0%
Group Funding # (2.7%)	197[^]	292	(32.5%)	91	215[^]	(57.7%)
PPOP	7,414	6,830	8.6%	2,083	1,931	7.9%
PPOP (Actual)	7,414	6,146	20.6%	2,083	1,931	7.9%

Notes: * Excluding IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil); 3Q15: ID MSS cost (RM134 mil); 4Q15: ID MSS cost (RM32mil)

[^] Including gain on sale of Sun Life in 3Q16 (RM150mil)

~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments. Excluding MSS cost (RM2 mil)

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

PBT by Segments

PBT (RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Consumer Banking (46.4%)	2,266	1,678	35.0%	555	519	6.9%
Commercial Banking (5.8%)	283	633	(55.3%)	(31)	84	(136.9%)
Wholesale Banking (40.1%)	1,960	1,761	11.3%	619	482	28.4%
Corporate Banking (20.2%)	988	910	8.6%	416	221	88.2%
Treasury & Markets ~ (19.0%)	929	906	2.5%	192	215	(10.7%)
Investment Banking + (0.9%)	43	(55)	178.2%	11	46	(76.1%)
GAMI ** (4.8%)	232	238	(2.5%)	28	61	(54.1%)
Group Funding # (2.9%)	143 ^	288	(50.3%)	41	214 ^	(80.8%)
PBT	4,884	4,598	6.2%	1,212	1,360	(10.9%)
PBT (Actual)	4,884	3,914	24.8%	1,212	1,360	(10.9%)

Notes: * Excluding IB restructuring cost (RM202 mil); 2Q15: MY MSS cost (RM316 mil); 3Q15: ID MSS cost (RM134 mil); 4Q15: ID MSS cost (RM32mil)

^ Including gain on sale of Sun Life in 3Q16 (RM150 mil)

~ Including treasury operations, markets and transaction banking

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

** Including asset management and strategic investments. Excluding MSS cost (RM2 mil)

Including capital investments in fixed income securities and investment in Group's proprietary capital. Excluding MY MSS cost (RM314 mil) and ID MSS cost (RM166mil)

CIMB Group : FY16 Results

3.1 Regional Consumer Banking

Consumer Banking

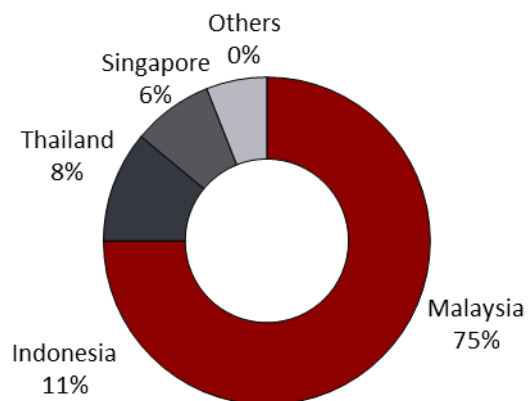
(RM 'mil)	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	5,365	5,051	6.2%	1,423	1,344	5.9%
Non interest income	1,833	1,604	14.3%	500	425	17.6%
Operating income	7,198	6,655	8.2%	1,923	1,769	8.7%
Overhead expenses	(4,124)	(4,138)	(0.3%)	(1,074)	(1,030)	4.3%
PPOP	3,074	2,517	22.1%	849	739	14.9%
(Provisions) / Writeback	(810)	(841)	(3.7%)	(294)	(220)	33.6%
Share of JV / Associates	2	2	-	-	-	-
PBT	2,266	1,678	35.0%	555	519	6.9%
PBT by Country	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Malaysia (RM 'mil)	1,770	1,648	7.4%	403	422	(4.5%)
Indonesia (IDR 'bil)	1,110	515	115.5%	412	175	135.4%
Thailand (THB 'mil)	681	(1,747)	139.0%	25	250	(90.0%)
Singapore (SGD 'mil)	19	25	(24.0%)	4	4	-
Others * (RM 'mil)	12	9	33.3%	4	2	100.0%
PBT	2,266	1,678	35.0%	555	519	6.9%

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

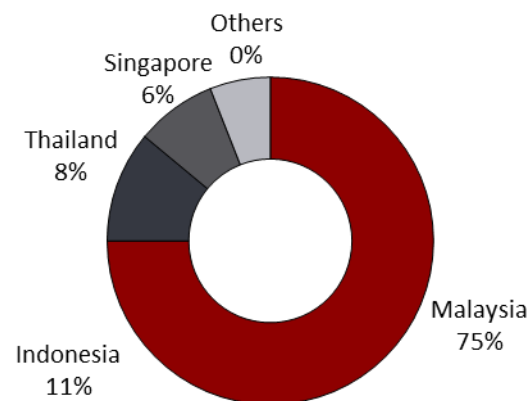
Consumer Banking : Gross Loans

Country	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia (RM 'bil)	121.1	111.0	9.1%	117.2	3.3%
Indonesia (IDR 'bil)	50,205	51,973	(3.4%)	51,012	(1.6%)
Thailand (THB 'bil)	102.9	93.6	9.9%	101.0	1.9%
Singapore (SGD 'mil)	2,923	2,798	4.5%	2,902	0.7%
Others * (RM 'bil)	0.6	0.6	-	0.5	20.0%
Total Consumer Loans (RM 'bil)	160.9	147.8	8.9%	155.3	3.6%

31 Dec 16



31 Dec 15



Notes: Loan base excludes bad bank

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

Consumer Banking : Deposits

Country	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia (RM 'bil)	89.7	81.2	10.5%	87.9	2.0%
Indonesia (IDR 'bil)	93,677	92,216	1.6%	92,409	1.4%
Thailand (THB 'bil)	105.6	103.8	1.7%	106.6	(0.9%)
Singapore (SGD 'mil)	5,648	4,631	22.0%	5,383	4.9%
Others * (RM 'bil)	0.9	0.6	50.0%	0.8	12.5%
Total Consumer Deposits (RM 'bil)	151.4	134.6	12.5%	146.1	3.6%

Products (RM 'bil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Current	28.1	26.1	7.7%	26.1	7.7%
Savings	41.3	35.8	15.4%	40.4	2.2%
Fixed and Structured Deposits	82.0	72.7	12.8%	79.6	3.0%
Total	151.4	134.6	12.5%	146.1	3.6%

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

CIMB Group : FY16 Results

3.2 Regional Commercial Banking

Commercial Banking

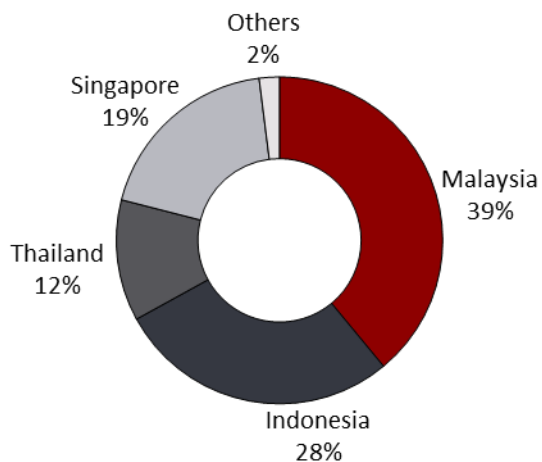
(RM 'mil)	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	1,704	1,630	4.5%	446	421	5.9%
Non interest income	339	321	5.6%	97	79	22.8%
Operating income	2,043	1,951	4.7%	543	500	8.6%
Overhead expenses	(1,110)	(1,101)	0.8%	(281)	(278)	1.1%
PPOP	933	850	9.8%	262	222	18.0%
(Provisions) / Writeback	(650)	(217)	199.5%	(293)	(138)	112.3%
Share of JV / Associates	-	-	-	-	-	-
PBT	283	633	(55.3%)	(31)	84	(136.9%)
Country	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Malaysia (RM 'mil)	483	467	3.4%	147	109	34.9%
Indonesia (IDR 'bil)	209	69	202.9%	75	33	127.3%
Thailand (THB 'mil)	(2,333)	527	(542.7%)	(1,427)	(518)	(175.5%)
Singapore (SGD 'mil)	(3)	24	(112.5%)	(13)	7	(285.7%)
Others * (RM 'mil)	19	19	-	6	4	50.0%
PBT (RM 'mil)	283	633	(55.3%)	(31)	84	(136.9%)

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

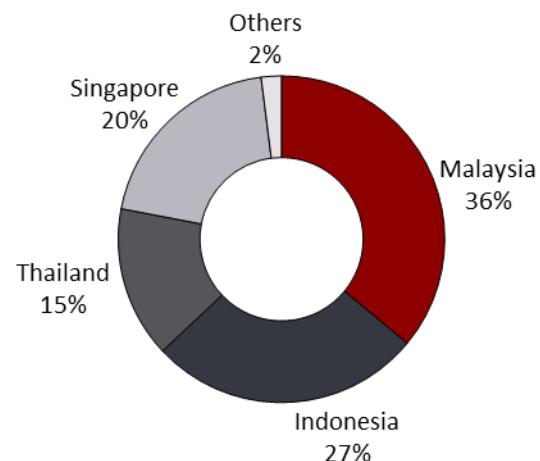
Commercial Banking : Gross Loans

Country	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia (RM 'bil)	16.3	14.4	13.2%	15.5	5.2%
Indonesia (IDR 'bil)	34,509	34,184	1.0%	33,043	4.4%
Thailand (THB 'bil)	41.3	50.6	(18.4%)	43.5	(5.1%)
Singapore (SGD 'mil)	2,588	2,634	(1.7%)	2,569	0.7%
Others * (RM 'bil)	0.9	0.7	28.6%	0.8	12.5%
Total Commercial Loans (RM 'bil)	42.1	39.9	5.5%	39.9	5.5%

31 Dec 16



31 Dec 15



Notes: Loan base excludes bad bank

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

Commercial Banking : Deposits

Country	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia (RM 'bil)	18.9	18.0	5.0%	18.2	3.8%
Indonesia (IDR 'bil)	34,319	32,724	4.9%	35,677	(3.8%)
Thailand (THB 'bil)	13.1	17.6	(25.6%)	13.0	0.8%
Singapore (SGD 'mil)	4,323	3,776	14.5%	4,604	(6.1%)
Others * (RM 'bil)	0.5	0.5	-	0.4	25.0%
Total Commercial Deposits (RM 'bil)	45.9	42.9	7.0%	45.6	0.7%

Products (RM 'bil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Current	19.1	18.3	4.4%	18.2	4.9%
Savings	1.0	0.8	25.0%	0.9	11.1%
Fixed and Structured Deposits	25.8	23.8	8.4%	26.5	(2.6%)
Total	45.9	42.9	7.0%	45.6	0.7%

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

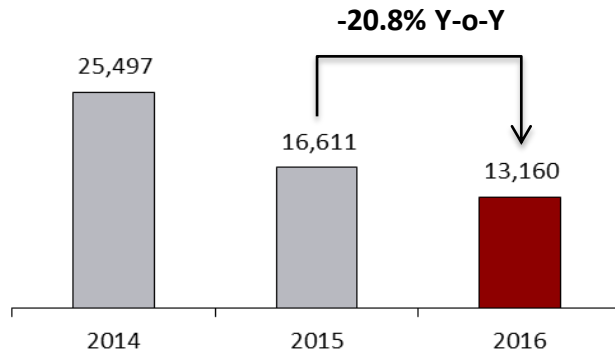
CIMB Group : FY16 Results

3.3 Regional Wholesale Banking

ASEAN Capital Markets Activities

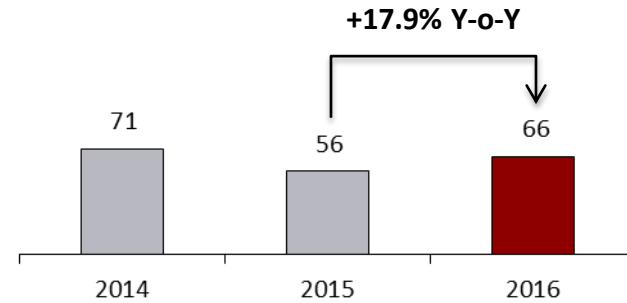
Industry ASEAN ECM

USD 'mil



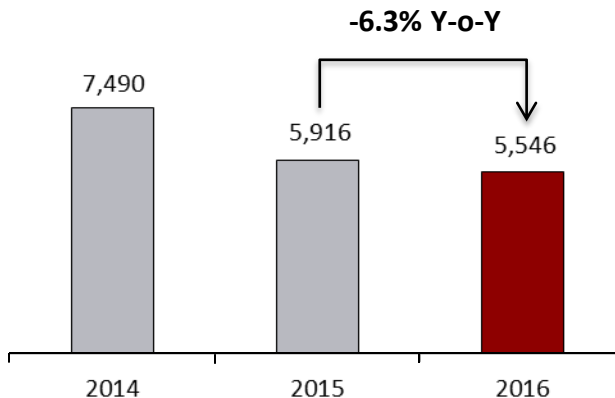
Industry ASEAN DCM

USD 'mil



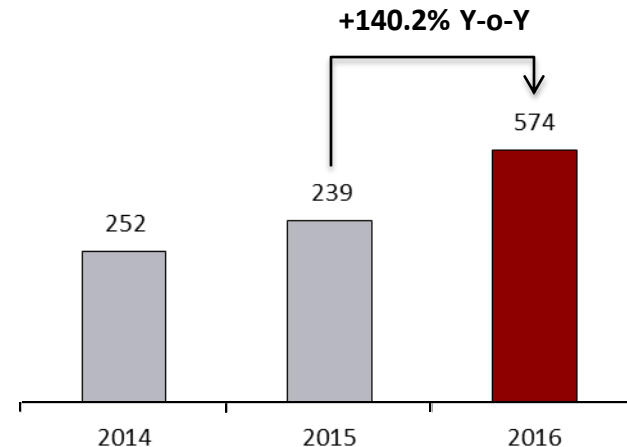
Industry ASEAN IPO

USD 'mil



Industry ASEAN M&A

USD 'bil



Wholesale Banking

(RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	3,731	3,571	4.5%	1,007	899	12.0%
Non interest income	1,967	1,992	(1.3%)	513	508	1.0%
Operating income	5,698	5,563	2.4%	1,520	1,407	8.0%
Overhead expenses	(2,664)	(2,671)	(0.3%)	(706)	(702)	0.6%
PPOP	3,034	2,892	4.9%	814	705	15.5%
(Provisions) / Writeback	(1,074)	(1,131)	(5.0%)	(195)	(223)	(12.6%)
PBT	1,960	1,761	11.3%	619	482	28.4%
PBT (Actual)	1,960	1,559	25.7%	619	482	28.4%

(RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Corporate Banking (42.6%)	988	910	8.6%	416	221	88.2%
Treasury & Markets ~ (55.0%)	929	906	2.5%	192	215	(10.7%)
Investment Banking + (2.4%)	43	(55)	178.2%	11	46	(76.1%)
PBT	1,960	1,761	11.3%	619	482	28.4%

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

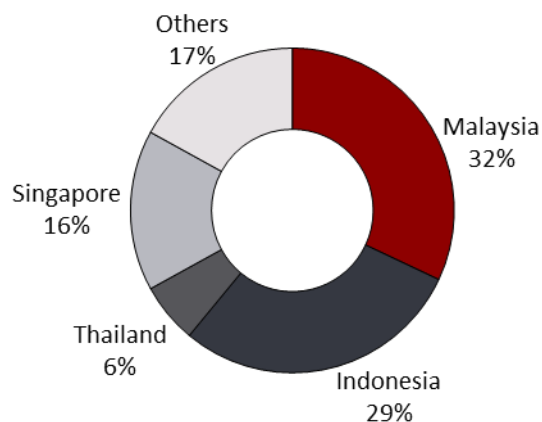
(RM 'mil)	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	2,422	2,320	4.4%	680	601	13.1%
Non interest income	676	666	1.5%	224	169	32.5%
Operating income	3,098	2,986	3.8%	904	770	17.4%
Overhead expenses	(1,063)	(961)	10.6%	(290)	(277)	4.7%
PPOP	2,035	2,025	0.5%	614	493	24.5%
(Provisions) / Writeback	(1,047)	(1,115)	(6.1%)	(198)	(272)	(27.2%)
PBT	988	910	8.6%	416	221	88.2%
Country	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Malaysia (RM 'mil)	810	703	14.6%	247	150	64.7%
Indonesia (IDR 'bil)	(1,041)	(1,451)	28.3%	29	(148)	119.6%
Thailand (THB 'mil)	(289)	325	(188.9%)	(110)	187	(158.8%)
Singapore (SGD 'mil)	64	52	23.1%	29	5	480.0%
Others * (RM 'mil)	344	444	(22.5%)	88	79	11.4%
PBT (RM 'mil)	988	910	8.6%	416	221	88.2%

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

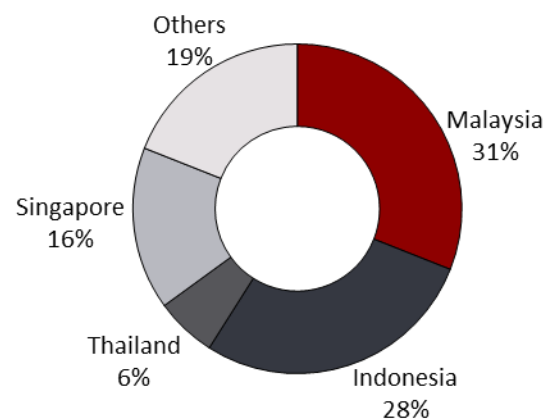
Wholesale Banking : Gross Loans

Country	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia (RM 'bil)	36.6	32.4	13.0%	34.1	7.3%
Indonesia (IDR 'bil)	95,450	91,199	4.7%	90,029	6.0%
Thailand (THB 'bil)	55.7	51.6	7.9%	55.7	-
Singapore (SGD 'mil)	5,784	5,403	7.1%	5,222	10.8%
Others * (RM 'bil)	19.1	19.8	(3.5%)	16.7	14.4%
Total Corporate Loans (RM 'bil)	113.8	104.4	9.0%	103.1	10.4%
Other Wholesale Loans (RM 'bil)	3.7	2.7	37.0%	3.3	12.1%
Total Wholesale Loans (RM 'bil)	117.5	107.1	9.7%	106.4	10.4%

Corporate Loans as at 31 Dec 16



Corporate Loans as at 31 Dec 15



Notes: Loan base excludes bad bank

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

Wholesale Banking : Deposits

Country	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Malaysia (RM 'bil)	56.9	53.6	6.2%	54.4	4.6%
Indonesia (IDR 'bil)	52,575	53,593	(1.9%)	50,582	3.9%
Thailand (THB 'bil)	65.0	48.8	33.2%	61.2	6.2%
Singapore (SGD 'mil)	1,499	3,247	(53.8%)	2,413	(37.9%)
Others * (RM 'bil)	10.9	15.2	(28.3%)	15.4	(29.2%)
Total Corporate Deposits (RM 'bil)	92.2	95.7	(3.7%)	95.5	(3.5%)
Other Wholesale Deposits (RM 'bil)	49.0	47.3	3.6%	51.7	(5.2%)
Total Wholesale Deposits (RM 'bil)	141.2	143.0	(1.3%)	147.2	(4.1%)
Wholesale Deposits (RM 'bil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Current	23.6	20.4	15.7%	20.8	13.5%
Savings	4.1	4.1	-	4.8	(14.6%)
Fixed and Structured Deposits	64.5	71.2	(9.4%)	69.9	(7.7%)
Total Corporate Deposits (RM 'bil)	92.2	95.7	(3.7%)	95.5	(3.5%)
Other Wholesale Deposits (RM 'bil)	49.0	47.3	3.6%	51.7	(5.2%)
Total Wholesale Deposits (RM 'bil)	141.2	143.0	(1.3%)	147.2	(4.1%)

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

Wholesale Banking : Treasury & Markets

(RM 'mil)	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	1,071	1,081	(0.9%)	260	241	7.9%
Non interest income	461	445	3.6%	84	101	(16.8%)
Operating income	1,532	1,526	0.4%	344	342	0.6%
Overhead expenses	(603)	(619)	(2.6%)	(156)	(176)	(11.4%)
PPOP	929	907	2.4%	188	166	13.3%
(Provisions) / Writeback	0	(1)	(100.0%)	4	49	(91.8%)
PBT	929	906	2.5%	192	215	(10.7%)
Country	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Malaysia (RM 'mil)	(149)	51	(392.2%)	28	(208)	113.5%
Indonesia (IDR 'bil)	1,595	1,262	26.4%	294	411	(28.5%)
Thailand (THB 'mil)	570	672	(15.2%)	(60)	215	(127.9%)
Singapore (SGD 'mil)	16	30	(46.7%)	1	7	(85.7%)
Others * (RM 'mil)	466	325	43.4%	69	251	(72.5%)
PBT (RM 'mil)	929	906	2.5%	192	215	(10.7%)

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

Wholesale Banking : Investment Banking

(RM 'mil)	FY16	FY15 BAU^	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	238	170	40.0%	67	57	17.5%
Non interest income	830	881	(5.8%)	205	238	(13.9%)
Operating income	1,068	1,051	1.6%	272	295	(7.8%)
Overhead expenses	(998)	(1,091)	(8.5%)	(260)	(249)	4.4%
PPOP	70	(40)	275.0%	12	46	(73.9%)
(Provisions) / Writeback	(27)	(15)	80.0%	(1)	-	n.a.
PBT	43	(55)	178.2%	11	46	(76.1%)
PBT (Actual)	43	25	72.0%	11	46	(76.1%)
Country	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Malaysia (RM 'mil)	225	174	29.3%	63	69	(11.6%)
Indonesia (IDR 'bil)	139	65	113.8%	29	45	(35.6%)
Thailand (THB 'mil)	145	193	(24.9%)	34	77	(55.8%)
Singapore (SGD 'mil)	(30)	(18)	(66.7%)	(12)	(4)	(200.0%)
Others * (RM 'mil)	(153)	(217)	29.5%	(29)	(35)	22.9%
PBT (RM 'mil)	43	(55)	178.2%	11	46	(76.1%)

Note: ^ Excluding IB restructuring cost (RM202 mil)

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

IB Market Share and Ranking (1)



	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Cash Equities	10.4%	2	10.8%	2
IPO	26.9%	1	13.1%	3
ECM	20.2%	2	24.5%	1
EQL Products	-	-	-	-
M&A	8.9%	2	5.0%	4
Syndication ^	10.5%	3	11.6%	2
DCM Domestic	26.6%	1	24.5%	1
Sukuk	22.9%	2	25.1%	1



	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Cash Equities	4.2%	3	4.8%	4
IPO	-	-	1.6%	19
ECM	1.1%	12	2.4%	11
EQL Products	-	-	-	-
M&A	-	-	-	-
Syndication ^	2.8%	11	2.2%	12
DCM	8.5%	6	9.6%	4




	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.0%	2	6.0%	2
IPO	5.2%	8	1.4%	13
ECM	3.9%	10	1.1%	16
EQL Products	-	-	-	-
M&A	0.04%	31	0.1%	20
Syndication ^	-	-	14.4%	3
DCM	10.2%	6	12.9%	2



	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Cash Equities	8.2%	2	9.5%	2
IPO	1.2%	11	9.0%	4
ECM	1.0%	18	1.1%	18
EQL Products	-	-	-	-
M&A	0.5%	31	1.5%	21
Syndication ^	0.3%	47	1.1%	25
DCM	4.1%	5	1.8%	8

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

IB Market Share and Ranking (2)

	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Cash Equities	0.3%	55	0.3%	54
IPO	0.4%	36	0.8%	30
ECM	0.6%	36	0.5%	36
EQL Products	3.1%	9	-	-
M&A	0.2%	55	0.6%	25
Syndication ^	-	-	-	-

Global	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Sukuk	12.8%	1	15.0%	1

ASEAN	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Cash Equities	6.6%	2	7.3%	2
IPO	3.0%	11	4.1%	6
ECM	5.6%	5	6.7%	3
EQL Products	-	-	-	-
M&A	1.6%	30	2.0%	21
Syndication ^	1.8%	16	3.3%	9
DCM Domestic	13.2%	1	14.0%	1

Asia (ex-Japan) *	FY16		FY15	
	Market Share	Rank	Market Share	Rank
IPO	0.7%	43	1.2%	26
ECM	1.2%	26	1.1%	21
EQL Products	1.9%	13	0.5%	35
M&A	0.4%	56	0.4%	54
Syndication ^	0.4%	56	0.8%	36
DCM Domestic	0.9%	35	1.1%	29

CIMB Group : FY16 Results

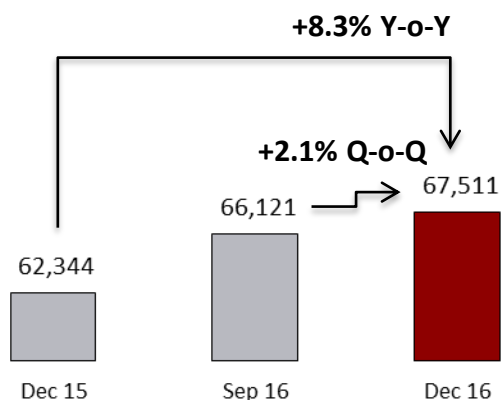
3.4 Group Asset Management & Investments

Group Asset Management & Investments

PBT (RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Public Markets	106	105	1.0%	33	32	3.1%
Private Markets	126	133	(5.3%)	(5)	29	(117.2%)
Direct Investments & Others ~	128	124	3.2%	6	31	(80.6%)
Private Equity Fund Management	34	3	>1,000%	25	2	>1,000%
Passive Fund Investments	(36)	6	(700.0%)	(36)	(4)	(800.0%)
PBT BAU	232	238	(2.5%)	28	61	(54.1%)
PBT Actual	232	236	(1.7%)	28	61	(54.1%)

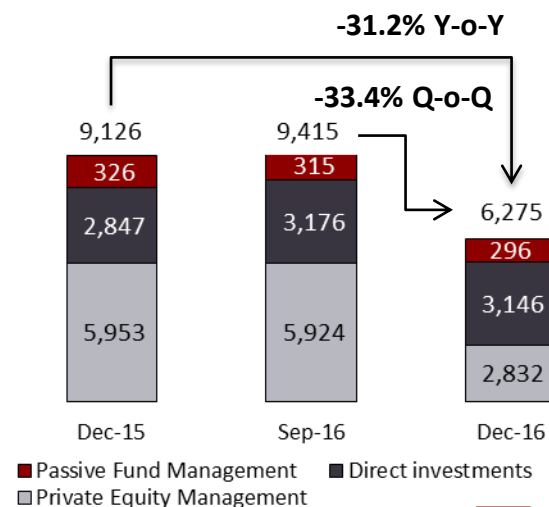
Public Markets AUM

RM 'mil



Private Markets AUM/CV

RM 'mil



Note: * Excluding MY MSS cost (RM2 mil)

~ Including Unquoted and Thai Equities which has been transferred to GAMI in 1Q16. The comparative have been restated accordingly

CIMB Group : FY16 Results

3.5 Group Funding

Group Funding

(RM 'mil)	FY16	FY15 BAU*	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	424	402	5.5%	134	123	8.9%
Non interest income	178 [^]	174	2.3%	48	194 [^]	(75.3%)
Total Income	602	576	4.5%	182	317	(42.6%)
Overhead expenses	(405)	(284)	42.6%	(91)	(102)	(10.8%)
PPOP	197	292	(32.5%)	91	215	(57.7%)
(Provisions) / Writeback	(54)	(4)	>1,000%	(50)	(1)	>1000%
Share of JV / associates	-	-	-	-	-	-
PBT (BAU)	143	288	(50.3%)	41	214	(80.8%)
PBT (Actual)	143	(192)	174.5%	41	214	(80.8%)

Note: * Excluding 2Q15: MY MSS cost (RM314 mil); 3Q15: ID MSS cost (RM134 mil); 4Q15: ID MSS (RM32 mil)

[^] Including gain on sale of Sun Life in 3Q16 (RM150 mil)

CIMB Group : FY16 Results

3.6 CIMB Islamic

Group Islamic: Earnings Summary

(RM 'mil)	FY16	FY15 BAU *	Y-o-Y	4Q16	3Q16	Q-o-Q
Net financing income	1,296	1,210	7.1%	338	313	8.0%
Non financing income	380	329	15.5%	88	104	(15.4%)
Operating income	1,676	1,539	8.9%	426	417	2.2%
Overhead expenses	(616)	(649)	(5.1%)	(153)	(155)	(1.3%)
PPOP	1,060	890	19.1%	273	262	4.2%
(Provisions) / Writeback	(75)	(150)	(50.0%)	(41)	(9)	355.6%
Share of JV / Associates	3	2	50.0%	1	1	-
PBT	988	742	33.2%	233	254	(8.3%)

(RM 'mil)	FY16	FY15 BAU *	Y-o-Y	4Q16	3Q16	Q-o-Q
Consumer Banking (40.6%)	401	251	59.8%	108	89	21.3%
Commercial Banking (8.5%)	84	77	9.1%	6	25	(76.0%)
Wholesale Banking (44.3%)	438	319	37.3%	103	120	(14.2%)
GAMI ** (5.2%)	51	49	4.1%	12	18	(33.3%)
Group Funding # (1.4%)	14	46	(69.6%)	4	2	100.0%
PBT	988	742	33.2%	233	254	(8.3%)

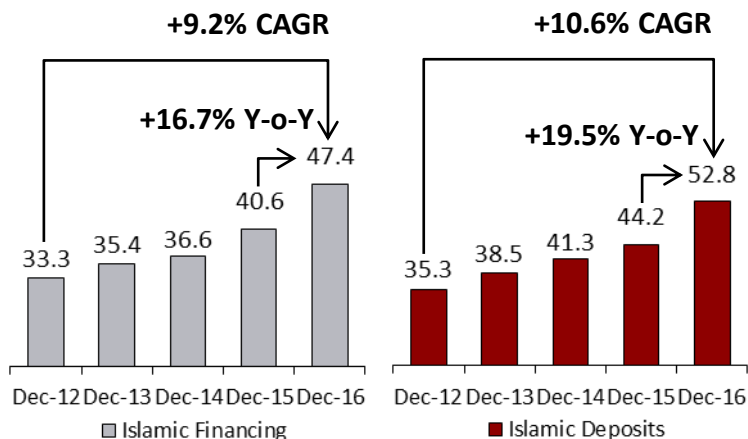
Notes: * Excluding 2Q15: MY MSS cost (RM3 mil)

** Including asset management and strategic investments

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

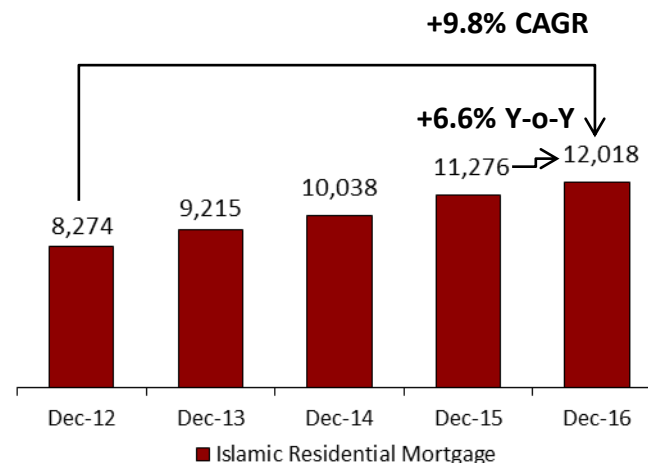
Islamic Financing and Deposits

RM 'bil



Islamic Residential Mortgages

RM 'mil



Ranking of Total Islamic Assets as at 30 Sep 2016

Rank	Company	Total Assets RM 'mil	Market Share
1	Maybank Islamic	169,737	30%
2	CIMB Islamic	64,455	11%
3	PBB-I	52,398	9%
4	RHB Islamic	50,426	9%
5	Bank Islam	49,874	9%

Sukuk	FY16		FY15	
	Market Share	Rank	Market Share	Rank
Malaysia	22.9%	2	25.1%	1
Global	12.8%	1	15.0%	1

CIMB Group : FY16 Results

4. T18 Updates

Systematic Oversight Over The T18 Initiatives In Place

18 Programmes to Drive the Group Towards T18



Focus Areas of the T18 Programmes

Wholesale Banking

Further profitability optimisation initiatives

Commercial Banking

Sustain momentum in Malaysia and accelerate transformation in Indonesia and Thailand

Consumer Banking

Accelerate digital and undertake selective further recalibration e.g. Thailand

Other Key Focus Areas

- Capital and RWA optimisation
- Cost discipline emphasis
- HR – Sustain culture transformation and enhance overall performance management
- Customer experience and quality improvement focus
- Selective investments into Vietnam, Philippines and Fintech

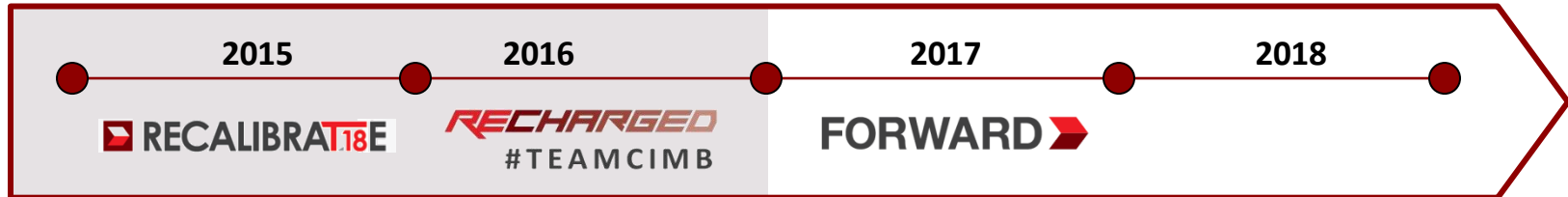
➤ **Full execution mode** for all T18 programmes – key sponsors and stakeholders identified

➤ **>300 projects** approved and started

➤ **T18 Oversight Committee** and **GPMP** rigorously tracking the implementation to ensure the momentum is sustained

T18 Progress Summary (1/2)

We are mid-way through our T18 journey and have made progress in multiple dimensions



Progress Highlights

- **Group-wide reorganisation and regional operating model** institutionalisation
- **Business recalibration and cost management efforts** delivered positive results – C/I ratio moving in right direction
- Strong priority on **Capital and RWA optimisation** – demonstrated in marked CET1 improvement
- Execution of **revenue acceleration** plans amidst challenging macro environment
- **Culture transformation, New Markets (Vietnam), and others**

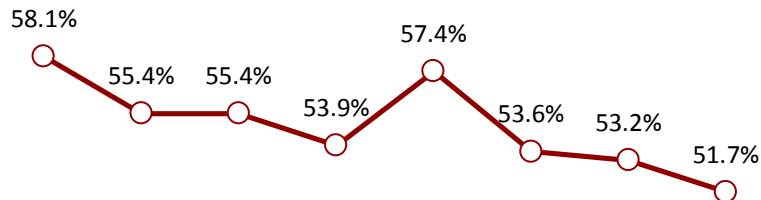
What's next

- **Cost discipline and Capital optimisation** emphasis to be sustained
- Step up execution and investments in **Digital innovation and transformation**
- **Business Optimisation** to further improve resource allocation and profitability
- **Customer Experience** as a differentiator and competitive advantage
- Strengthen and elevate **Compliance** to keep pace/ stay ahead of regulatory changes
- Continuation of **Culture initiatives** and **ASEAN expansion (Philippines)**

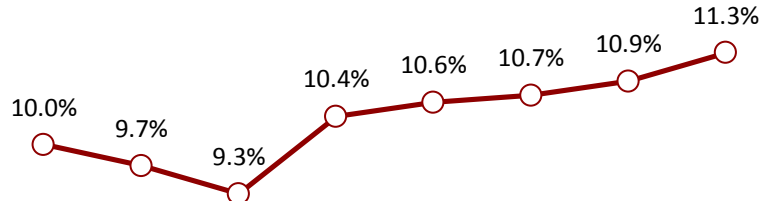
T18 Progress Summary (2/2)

T18 Financial Progress 1Q15-4Q15 (Quarterly Trend)

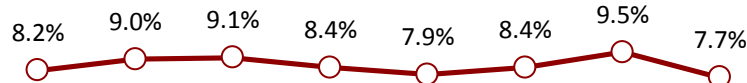
Cost-to-Income



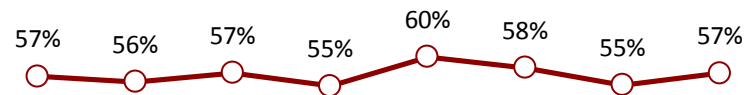
CET1



ROE ^



Income contribution from Consumer & Commercial Banking



➤ C/I ratio moving in the right direction post structural efforts and better financial discipline

➤ Capital and RWA optimisation initiatives yielded marked improvement in CET1 ratio

➤ Progress on ROE slower than expected amidst expanding capital base and challenging macro environment

➤ Income from Consumer and Commercial Banking stable around the 55-60% range

Notes: * Based on BAU numbers
^ Annualised

T18 Progress: Key Highlights by Area (1/3)

Wholesale Banking

- Client profitability and wallet share optimisation
 - Cascaded RAROC KPI setting deeper within organisation
 - On-going efforts to increase coverage of systematic account planning

Commercial Banking

- Strengthened operating structure through new key hires, harmonisation of segments, asset quality management and improved processes
- Enhanced credit process and turnaround time for better customer experience
- Asset quality issues in TH and ID amidst challenging macro environment
- Slowdown in SG due to weaker economic conditions

Consumer Banking

- Digital Sales Enablement
 - On-going development of enhanced digital propositions regionally
 - Promising results seen in digital sales enablement roll-out in Indonesia
- Branch Productivity
 - Malaysia – completed fifth Branch Rationalisation Programme
 - Indonesia – optimised branch network and improved sales capacity & productivity
- Thailand Retail 2.0
 - Positive results from branch and sales productivity optimisation efforts
 - Leveraging strategic partnerships and digital as part of recalibration

Transaction Banking

- Launched new products to strengthen overall proposition, e.g. Accounts Receivable Purchase (SG), Credit Interest Aggregator (SG), Wholesale Cards (MY)
- Trade Finance growth affected by uncertain market sentiment, low domestic consumer confidence and sluggish commodity prices

T18 Progress: Key Highlights by Area (2/3)

Islamic Banking

- On-going efforts to embed Islamic teams within relevant business units
- Malaysia Islamic:
 - Implemented product, service and process enhancements for better customer experience
 - “Islamic first” initiative rolled-out across 10 branches
- Indonesia Islamic:
 - Improved alignment with Syariah Indonesia
 - Driving CASA growth and strengthening overall product proposition

Capital and RWA Optimisation

- RWA savings achieved through improved data maintenance, collateral tagging and credit scoring data rectification
- Further RWA savings opportunities identified, pending regulatory approvals
- Emphasis on cascading RAROC KPI setting deeper across the firm

HR initiatives

- Culture
 - Various culture roadshows and engagement activities held to drive culture awareness
 - Launched business sponsors and informal leaders network across the region
- Strategic Manpower Planning
 - Overall headcount reduction in 2016 as a result of business recalibration, branch delayering and manpower planning initiatives
 - Implemented various job evaluation and organisation structure optimisation initiatives to manage overall headcount
- Performance Management
 - On-going efforts to enhance group-wide performance management framework and KPI scorecards

T18 Progress: Key Highlights by Area (3/3)

Customer Experience

- Group Customer Experience department fully set up and operational
- Key Customer Experience performance metrics identified and dashboards developed
- On-going implementation of various projects to improve customer experience via a holistic group-wide programme
- Leverage regional resources to facilitate Lean Six Sigma training across the Group

Cost and Productivity

- 2016 C/I ratio at 53.9% (improvement from 55.6% in 2015 and 59.1% in 2014)
- Implementation of new Group Delegated Authority framework to improve overall financial discipline; rolled out in MY and SG in Oct 2016, other countries Jan 2017
- Strategic procurement system implementation underway for the region; completed operational readiness testing for MY, TH and SG

Footprint Expansion

- Vietnam
 - 100%-owned banking subsidiary fully established
 - Launched Hanoi branch operations on 9 Dec 2016
 - Work in progress for Ho Chi Minh branch, target launch by 2H17 subject to regulatory approvals
- Philippines
 - Regulatory application process underway
 - Partnership discussions and identification of key hires in progress
 - Continuous effort by business and support units to fine-tune the entry strategy

CIMB Group : FY16 Results

5. Final Remarks

Targets for 2017

	FY17
ROE	9.5%
Dividend Payout Ratio	40% - 60%
Total Loans Growth *	7.0%
Loan Loss Charge	0.60% - 0.65%
CET 1 (CIMB Group)	>11.5%
Cost to income	<53.0%

Note: *Excluding bad bank



Final Remarks



- Optimism for 2017 with sustainable loan growth, steadily improving provisions and continued cost controls
- Malaysia driven by steady Consumer Banking with asset quality remaining relatively benign
- CIMB Niaga's loans growth expected to improve in 2017; Continued focus on CASA; Provisions to decline progressively
- Better outlook for CIMB Thai with lower provisions
- Singapore prospects hinge on regional economic growth
- Continue with T18 momentum, with focus on 5C's – Cost, Compliance, Culture, Customer and Capital
- Theme for 2017 is "Forward Towards T18" in-line with refreshed brand positioning, "Forward"

THANK YOU

CIMB Group : FY16 Results Appendices

Consumer Banking Key Highlights

	Y-o-Y	Q-o-Q		Y-o-Y	Q-o-Q
Consumer Gross Loans *	9.1%	3.3%	Consumer Gross Loans	(3.4%)	(1.6%)
Mortgages	11.5%	3.4%	Mortgages	2.7%	2.0%
Term loans	8.1%	4.8%	Auto	(26.8%)	(12.5%)
Auto	3.7%	0.7%	Credit cards	29.5%	5.3%
Credit cards	5.7%	5.7%	Consumer Deposits	1.6%	1.4%
Consumer Deposits	10.5%	2.0%	CASA	10.6%	(26.7%)
CASA	10.6%	5.0%	Fixed & structured deposits	(3.6%)	6.3%
Fixed & structured deposits	14.7%	1.6%			

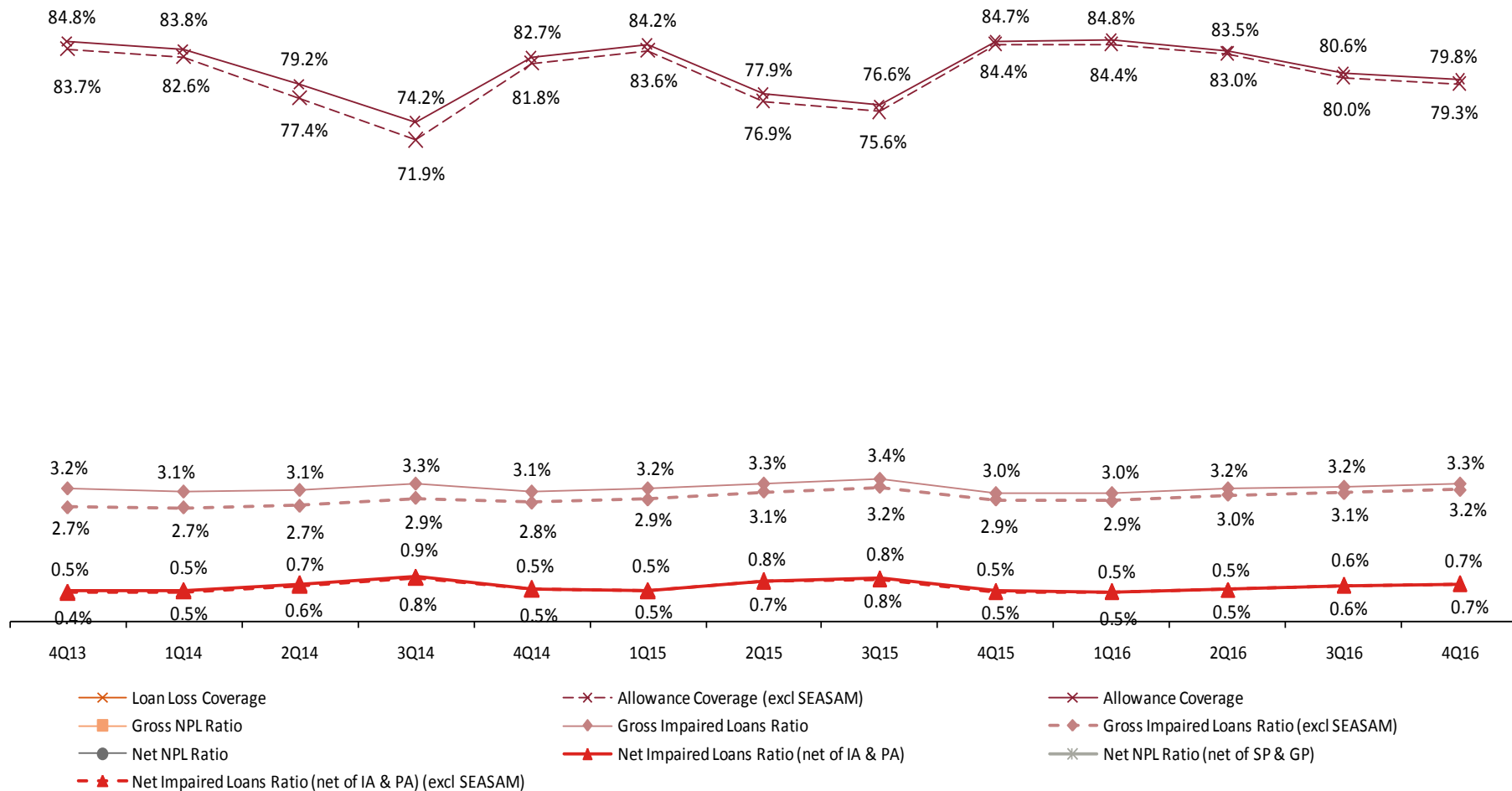
	Y-o-Y	Q-o-Q		Y-o-Y	Q-o-Q
Consumer Gross Loans *	9.9%	1.9%	Consumer Gross Loans	4.5%	0.7%
Mortgages	6.5%	1.2%	Mortgages	4.2%	(0.6%)
Auto Loans	16.2%	3.4%	Term loans	6.9%	0.5%
Personal / Others	17.0%	2.3%	Credit cards	(10.6%)	-
Consumer Deposits	1.7%	(0.9%)	Consumer Deposits	22.0%	4.9%
CASA	24.5%	(5.6%)	CASA	53.0%	35.3%
Fixed & structured deposits	(10.6%)	2.9%	Fixed & structured deposits	23.2%	(7.0%)

Note: * Loan base excludes bad bank

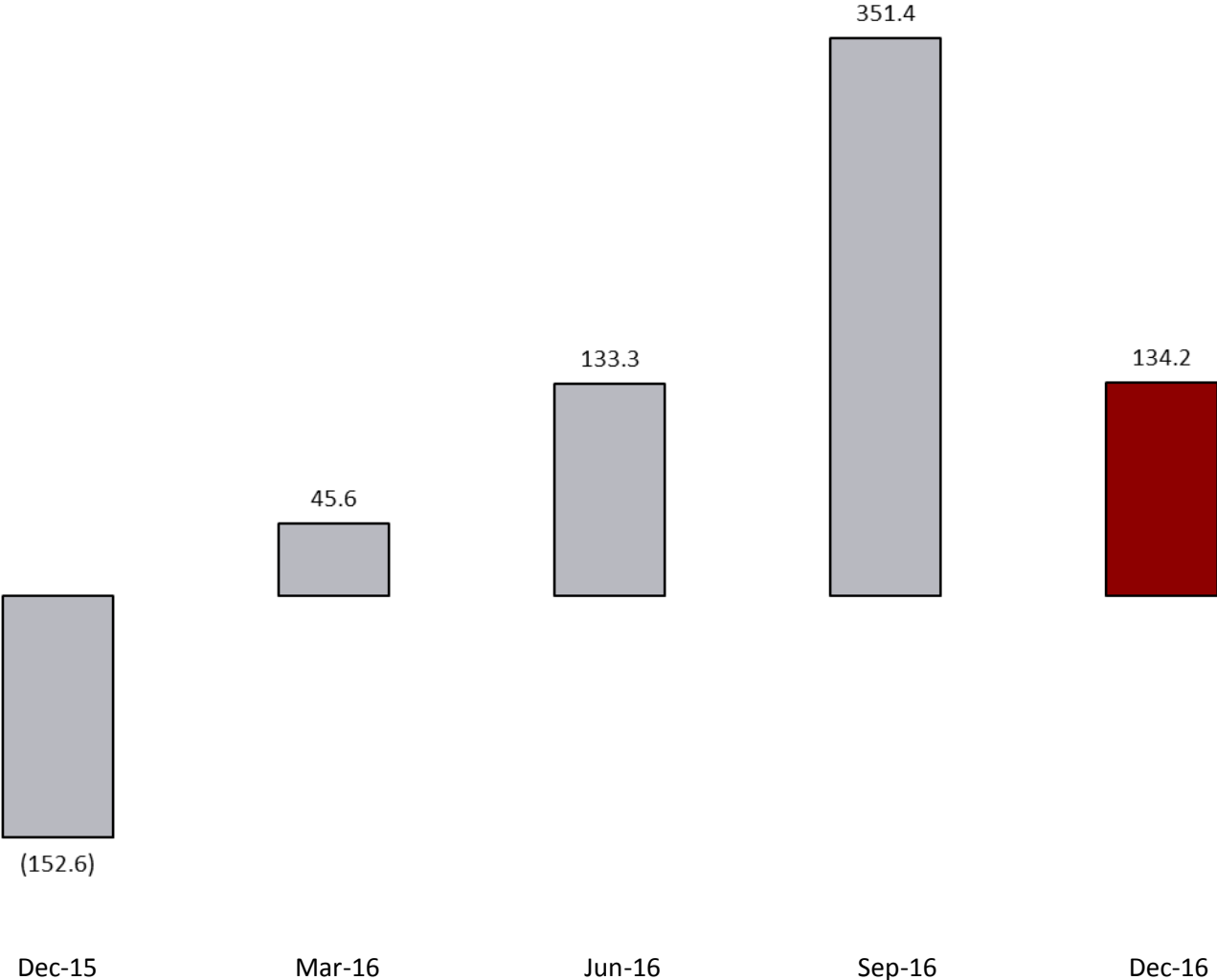
Consolidated Balance Sheet Changes

(RM 'mil)	31 Dec 16	31 Dec 15	Y-o-Y	30 Sep 16	Q-o-Q
Cash & short term funds	26,710	29,319	(8.9%)	37,584	(28.9%)
Securities purchased under resale agreements	5,315	9,714	(45.3%)	9,328	(43.0%)
Deposits & placements with financial institutions	2,308	1,829	26.2%	3,023	(23.7%)
Financial assets held for trading	22,769	20,680	10.1%	24,084	(5.5%)
Money Market	17,181	13,790	24.6%	16,937	1.4%
Corporate Bonds	4,352	5,700	(23.6%)	5,644	(22.9%)
Equity	1,236	1,190	3.9%	1,503	(17.8%)
Financial investments available for sale	31,530	32,768	(3.8%)	32,575	(3.2%)
Financial investments held to maturity	30,381	25,759	17.9%	29,310	3.7%
Loans, advances & financing	315,373	290,296	8.6%	296,786	6.3%
Other assets	51,381	51,212	0.3%	52,921	(2.9%)
Total assets	485,767	461,577	5.2%	485,611	0.03%
Deposits from customers	336,246	317,424	5.9%	336,586	(0.1%)
Placement from investment accounts	254	233	9.0%	257	(1.2%)
Deposits & placements of banks and other FI	28,736	23,692	21.3%	25,448	12.9%
Other borrowings	30,651	34,009	(9.9%)	32,322	(5.2%)
Other liabilities	42,801	43,987	(2.7%)	45,443	(5.8%)
Total liabilities	438,688	419,345	4.6%	440,056	(0.3%)
Shareholders' funds	45,307	41,050	10.4%	43,825	3.4%
Total liabilities & equity	485,767	461,577	5.2%	485,611	0.03%

Asset Quality Ratios – CIMB Group



AFS MTM (Q-o-Q) Position



CIMB Niaga : Earnings Summary



(IDR 'bil)	FY16 BAU^	FY15 BAU*	Y-o-Y	4Q16 BAU^	3Q16	Q-o-Q
Net interest income	12,094	11,386	6.2%	3,207	3,074	4.3%
Non interest income	2,822	2,350	20.1%	583	775	(24.8%)
Operating income	14,916	13,736	8.6%	3,790	3,849	(1.5%)
Overhead expenses	(7,368)	(7,234)	1.9%	(1,825)	(1,874)	(2.6%)
PPOP	7,548	6,502	16.1%	1,965	1,975	(0.5%)
Provisions	(4,973)	(5,361)	(7.2%)	(1,195)	(1,215)	(1.6%)
PBT	2,575	1,141	125.7%	770	760	1.3%
Net profit	1,875	856	119.0%	576	563	2.3%
EPS (IDR)	74.60	34.07	119.0%	22.92	22.39	2.4%
PBT (RM 'mil)	802	333	140.8%	249	234	6.4%
Net profit (RM 'mil)	584	249	134.5%	186	173	7.5%
ROE (Annualised)	5.8%	3.0%	93.3%	6.8%	6.8%	-

Note: As per CIMB Niaga FY16 analyst presentation

^ Excluding one-off fee income (IDR276 bil)

* Excluding ID MSS cost (IDR571 bil)

CIMB Niaga : Key Ratios

(Consolidated, %)	FY16 BAU **	FY15 BAU +	Y-o-Y	4Q16 BAU **	3Q16	Q-o-Q
ROE ^	5.8	3.0	↑	6.8	6.8	↔
NIM ^	5.64	5.21	↑	5.91	5.67	↑
Cost to Income	49.4	52.7	↓	48.1	48.7	↓
Loan Loss Coverage #	117.7	111.5	↑	117.7	107.0	↑
Allowance Coverage	86.1	83.0	↑	86.1	85.5	↑
Loan Loss Charge ^	2.7	3.0	↓	2.6	2.6	↔
Gross Impaired Loans Ratio	5.2	5.0	↑	5.2	5.2	↔
Gross NPL (BI Definition) #	3.9	3.7	↑	3.9	4.2	↓
Loan to Deposit (LDR)	98.4	98.0	↑	98.4	96.1	↑
CAR	17.9	16.3	↑	17.9	18.1	↓
CASA ratio	50.8	46.8	↑	50.8	52.6	↓

Notes: As per CIMB Niaga FY16 analyst presentation

Based on BI definition

^ Annualised and monthly average

** Excluding one-off fees income (IDR 276 bil)

+ Excluding MSS cost (IDR571 bil)

CIMB Thai : Earnings Summary

Before GAAP Adjustments (THB 'mil)	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
Net interest income	9,866	8,477	16.4%	2,528	2,462	2.7%
Non interest income	3,062	3,757	(18.5%)	707	744	(5.0%)
Operating income	12,928	12,234	5.7%	3,235	3,205	0.9%
Overhead expenses	(7,424)	(7,127)	4.2%	(2,112)	(1,822)	16.0%
PPOP	5,505	5,107	7.8%	1,123	1,384	(18.9%)
Provisions	(6,279)	(3,770)	66.6%	(2,901)	(845)	243.5%
PBT	(775)	1,337	(158.0%)	(1,778)	539	(429.8%)
Net Profit	(630)	1,052	(159.8%)	(1,428)	431	(431.2%)
EPS (THB)	(0.03)	0.05	(150.9%)	(0.06)	0.02	(431.2%)
Net Profit (RM 'mil) ~	(79)	125	(163.1%)	(179)	51	(447.5%)
PBT (RM 'mil) *	(85)	87	(197.7%)	(151)	20	(855.0%)
Net profit (RM 'mil) *	(64)	48	(233.3%)	(103)	7	(>1000%)
ROE (Annualised)	(2.3%)	4.4%	(670bps)	(20.4%)	6.3%	(2670bps)

Notes: ~ Local GAAP

* After GAAP and FRS 139 adjustments

CIMB Thai : Key Ratios

(Consolidated, %)	FY16	FY15	Y-o-Y	4Q16	3Q16	Q-o-Q
ROE ^	(2.3)	4.4	↓	(20.4)	6.3	↓
NIM ^	3.77	3.27	↑	3.79	3.71	↑
Cost to Income	57.4	58.3	↓	65.3	56.8	↑
Loan Loss Coverage **	77.3	106.5	↓	77.3	81.6	↓
Loan Loss Charge ^	3.1	1.9	↑	5.6	1.6	↑
Gross NPL ratio **	6.1	3.1	↑	6.1	4.2	↑
Net NPL ratio **	3.5	2.2	↑	3.5	2.5	↑
Loan to Deposit	111.9	116.7	↓	111.9	113.0	↓
Modified LDR ***	92.4	91.1	↑	92.4	94.7	↓
CAR *	15.6	15.5	↑	15.6	15.9	↓
CASA ratio #	46.1	45.8	↑	46.1	52.7	↓

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

FY16 Notable Deals

DCM



Lembaga Pembiayaan Perumahan Sektor Awam

RM25.0 bil ICP/IMTN Programme and CP/MTN Programme irrevocably and unconditionally guaranteed by the Government of Malaysia



Maxis Broadband Sdn Bhd

RM10.0 bil Unrated Sukuk Murabahah Programme

(Largest unrated programme established in the Malaysian Sukuk market as of the issue date)



Tenaga Nasional Berhad

USD2.5 bil Multicurrency Sukuk Issuance Programme established via TNB Global Ventures Capital Berhad

(First Sukuk in Asia to use right of services in relation to electricity distribution as an underlying asset to the transaction)



Government of the Republic of Indonesia

USD2.5 bil Trust Certificates due 2021 and 2026 issued via Perusahaan Penerbit SBSN Indonesia III

(Largest Asian USD Sukuk transaction and USD Sukuk issued by the Republic. First dual-tranche USD Sukuk issued by the Republic)



PT Sarana Multi Infrastruktur Persero

IDR5.0 tril Senior Debt via 1st Shelf Registration Programme Phase 1 of IDR30.0 tril



True Move H Universal Communication Co Ltd

THB23.0 bil Senior Unsecured Debentures

DCM



Bank for Agriculture & Agricultural Cooperatives

THB22.0 bil Senior Unsecured Debentures



Housing & Development Board

SGD900 million 2.22% 5 year Medium Term Notes Due November 2021 issued under the SGD32 billion Multicurrency Medium Term Note Programme

ECM



Khazanah Nasional Berhad

RM1.2 bil TNB Block Trade

(Largest block trade in Southeast Asia YTD Oct-16)



Mitsui & Co. Ltd.

RM1.0 bil IHH Healthcare Block Trade

(Third largest block trade in Southeast Asia YTD Oct-16)

IPO



Everbright Securities Company Limited

USD1.1 bil IPO on the Main Board of the Hong Kong Exchange

(Largest Chinese brokerage IPO in Hong Kong 2016)



China Logistics Property Holdings

USD433.0 mil IPO on the main Board of Hong Kong Exchange

(China's leading premium logistics company, backed by Carlyle Group and RRJ Capital)



Union Medical Healthcare Limited

USD 96.0 mil IPO on Hong Kong Exchange

(First healthcare Hong Kong IPO above USD50.0 mil YTD)

Corporate Responsibility (1)

CIMB Foundation



Community

Reforestation Project at Setapak, Kuala Lumpur
Dato' Hamidah, Tun Jeanne, Tun Abdullah Ahmad Badawi and CIMB Bank staff planted 1,500 trees at Taman Kejiranan Air Panas Setapak

Socio Economic Programme for Single Mothers in Sabah

Trained 30 single mothers from Persatuan Ibu-Ibu Tunggal Sabah to setup plant nurseries at their homes to generate income



Education

CIMB Young ASEAN Leaders

50 students participated in the session which includes a mix of lectures, workshops and forums on ASEAN identity, leadership and focused on the thematic area of Disaster Risk Reduction theory

Launch of 'Be\$mart' Financial Literacy Programme

Embarked on a long term commitment to run financial education workshops for university students.



Donation

Disaster Relief to Sultanah Aminah Hospital, Johor
Continues to support the community by mending the damage

Back to School Kits for Persatuan Orang Cacat Johor Bahru (POCJB)

Equipped 20 disabled & underprivileged children with the school uniform & school kits to start their 2017 school session



Launch of Melaka Junior Tranquerah

A total of 118 junior players benefited from the program

Regional CSR



CIMB Niaga Scholarship Program Inauguration in Yogyakarta

286 students from 23 universities received scholarship for the tuition fee, thesis fee and notebook

Nusantara CSR Award 2016 for Health Improvement Program

CIMB Niaga was rated as the best with the responsive and affordable health services and ambulance distribution program



4th Blood Donation with Thai Red Cross Society

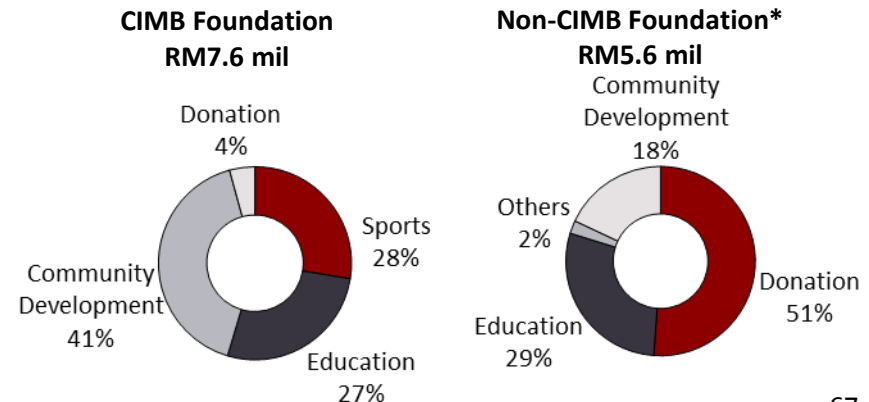
245 CIMB Thai staff participated in the event
ICT Programme @ Sawasdee Wittaya School
Enhancement of life skills in technology under the philosophy of economy



Be Healthy With CIMB

Provides study materials and engaged with the children from Orchid Orphanage Centre

Grants Disbursed as at Dec 2016



Note: * Including CIMB Islamic, CIMB Bank, Indonesia and Thailand only

Corporate Responsibility (2)

Launch of 'Be\$mart' Financial Literacy Programme



CIMB Young ASEAN Leaders



Reforestation Project at Setapak, Kuala Lumpur



Socio Economic Programme for Single Mothers in Sabah



Launch of Melaka Junior Tranquerah



CIMB Niaga Scholarship Program in Yogyakarta

