Investor Presentation

FY 2013 Financial Results



MALAYSIA I SINGAPORE I HONG KONG I INDONESIA I THAILAND I CAMBODIA I BRUNEI I VIETNAM I CHINA

Mr. Kellee Kam Group Managing Director RHB Banking Group 24 February 2014



RHB GROUP DELIVERS MORE TO ASEAN+



AGENDA

- Executive Summary
- FY2013 Financial Results
- Integration Update
- Going Forward

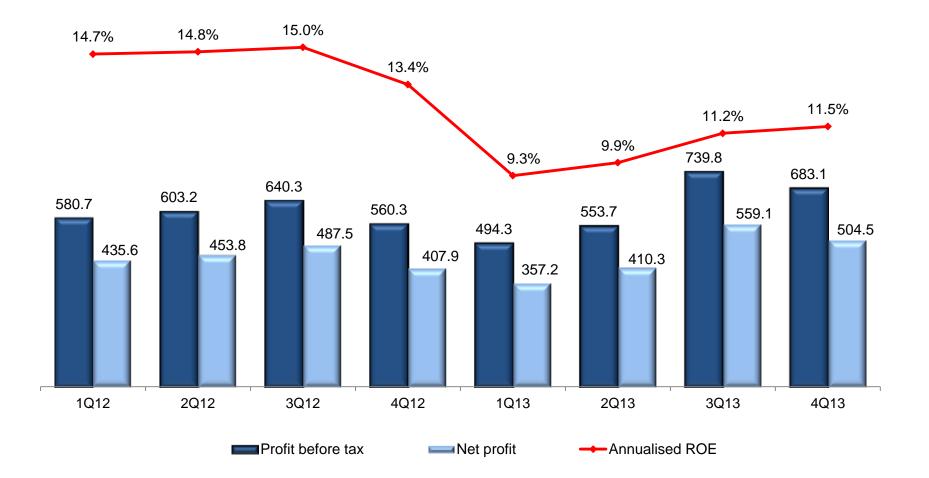


- The Group delivered a successful turnaround in profit trajectory from a 2.0% decline in profitability for the first 9M of the year
- PBT up 3.6% to RM2.47 bil and net profit up 2.6% to RM1.83 bil y-o-y
 - Core operating businesses continued to deliver steady results, with 14.3% increase y-o-y in MOP
- NIM stabilised at 2.33% for the year with effective balance sheet management as the Group continued to drive lower cost current and saving deposits
- Good momentum in non-interest income, ratio to total income at all-time high of 35.0%. Excluding certain one-off gains and recovery, non-interest income ratio stood at 33.4%
- Merger synergies realised by RHB-OSK Investment Bank amounted to RM137.0 mil, double the 1st year target of RM63 mil
- Gross loans grew by 9.2% to reach RM121.8 bil. Excluding one large corporate repayment at year end, gross loans growth would have been at 11.6%
- CASA balances increased by 9.1% to reach RM32.1 bil. CASA composition improved to 23.3% from 21.3% in 2012
- Appointments of new key senior hires, completing the senior management team
 - Proposing a single-tier final dividend of 10.30% for a total dividend for FY 2013 of 16.30%

RHB Banking Group Scorecard 2013

| Top Level Indicators | Target 2013 | Actual 2013 |
|-------------------------------|-------------|-------------|
| ROE | 12.0% | 11.5% |
| Loans Growth | 12% | 9.2% |
| Deposits Growth | 10% | -0.4% |
| Gross Impaired Loans Ratio | <2.9% | 2.8% |
| Cost to Income Ratio | <50% | 51.3% |
| International Contribution | 10% | 11% |





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VEXXBS

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Financial Results

| RM mil | Q4 2013 | Q3 2013 | Q-o-Q Change % | FY 2013 | FY 2012 | Y-o-Y Change % |
|---|------------|-------------|----------------------|------------|------------|----------------------|
| Net Interest Income | 864 | 829 | 4 | 3,275 | 2,960 | 11 |
| Other Operating Income | 590 | 560 | 5 | 2,085 | 1,380 | 51 |
| Income from Islamic Banking Business | 162 | 151 | 7 | 591 | 490 | 21 |
| Total Income | 1,616 | 1,540 | 5 | 5,951 | 4,830 | 23 |
| Other Operating Expenses | (818) | (768) | 7 | (3,052) | (2,294) | 33 |
| Operating Profit Before Allowances | 798 | 772 | 3 | 2,899 | 2,536 | 14 |
| Allowances for Loan Impairment | (119) | (30) | >100 | (448) | (148) | >100 |
| Impairment Losses on Other Assets | 4 | (2) | >-100 | 19 | (4) | >-100 |
| Profit Before Taxation | 683 | 740 | -8 | 2,471 | 2,385 | 4 |
| Net Profit | 505 | 559 | -10 | 1,831 | 1,785 | 3 |
| EPS (sen) | 19.9 | 22.2 | -10 | 72.9 | 79.0 | -8 |
| | Key F | inancial In | dicators (%) | | | |
| Cost to Income Ratio | | | | 51.3 | 47.5 | 3.8 |
| ROE | | | | 11.5 | 13.4 | -1.9 |
| ROA | | | | 1.0 | 1.0 | - |
| Gross Impaired Loans Ratio | | | | 2.81 | 2.99 | -0.18 |
| Credit Charge Ratio | | | | 0.37 | 0.13 | 0.24 |

Quarter-on-Quarter:

- Net interest income recorded a new quarterly high, driven by continued loans growth momentum of 2.4% (excluding a large corporate repayment at year end) and stable NIM
- Other operating income similarly achieved a new quarterly record, with higher fee income, partially offset by lower net gains from trading and investment securities
- PBT lower by 8%, impacted principally by higher loan impairment

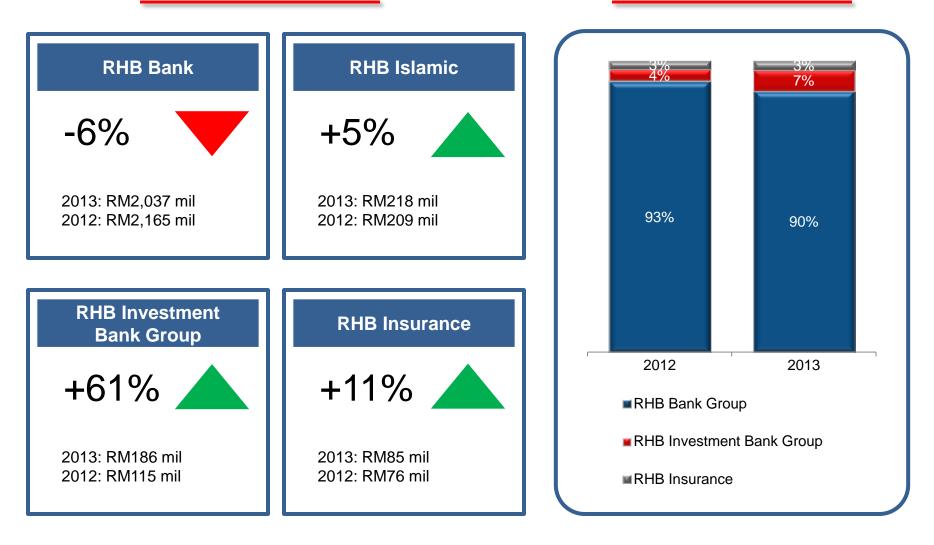
Year-on-Year:

- Net interest income increased by 11% on the back of 8.2% conventional loans growth and stable NIM
- Non-interest income up 51% boosted by robust fee income and net forex gain
 - Fee income up 89% to RM1,334 mil, driven by significant improvement in investment banking and wealth management income, with a full year contribution of the merged RHB-OSK business franchise
- Other operating expenses increased by 33%, mainly due to full-period impact of the enlarged investment bank cost base, increase in sales-related personnel cost, higher commission linked to stronger business volume and merger integration cost



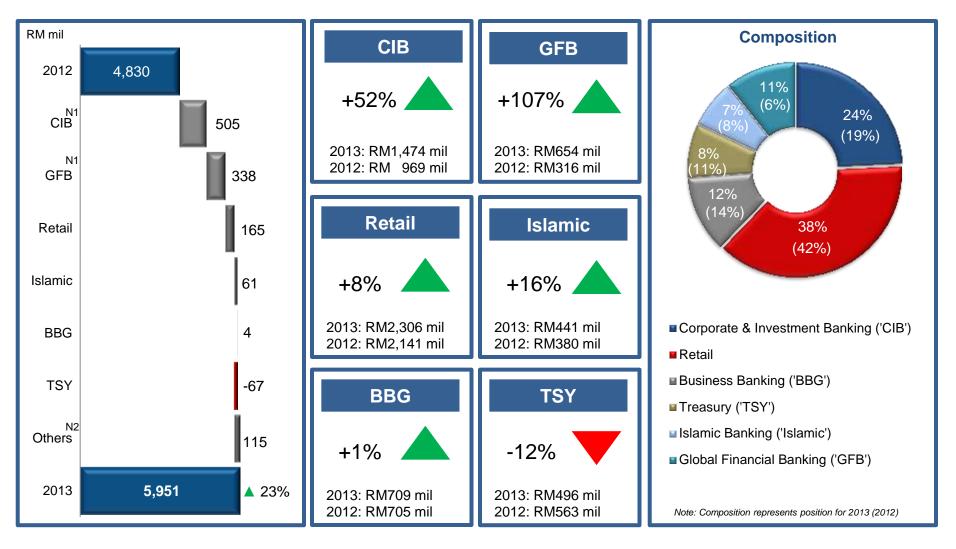
PBT by Entity

% Contribution by Entity



Total Income by Business Segment

Improvement seen across all other business segment, Treasury was impacted by financial market volatility

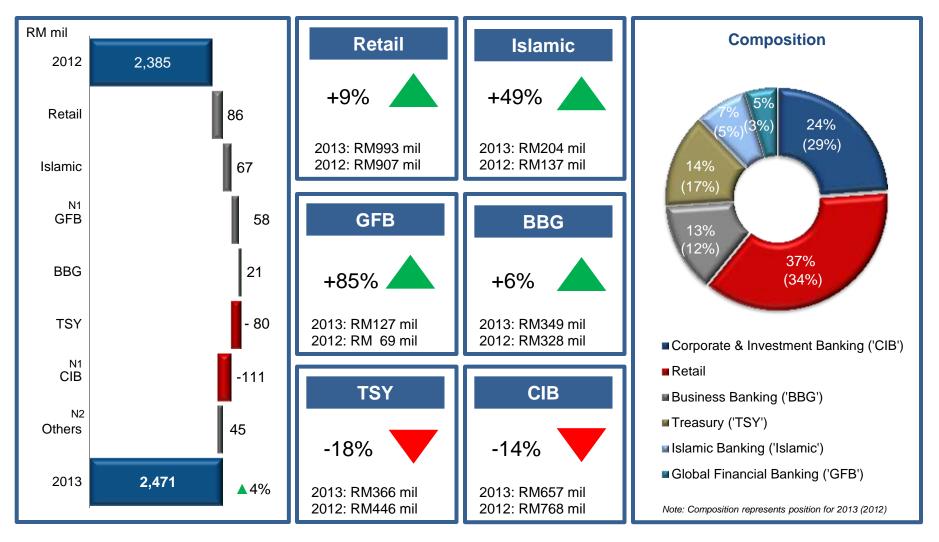


N1 Total income from overseas investment banking operations is grouped under CIB for segmental reporting purpose

N2 Others refer to funding center, other business segments and inter-segment elimination

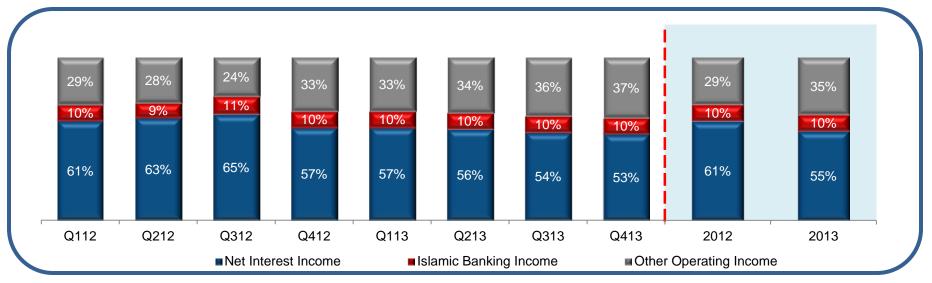
CIB was impacted by higher loan loss impairment and Treasury recorded lower investment gain

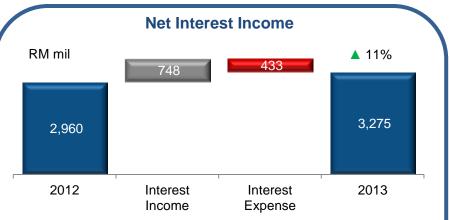
PBT by Business Segment



N1 PBT from overseas investment banking operations is grouped under CIB for segmental reporting purpose N2 Others refer to funding center, other business segments and inter-segment elimination

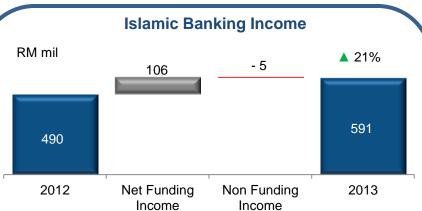
Higher non-interest income ratio largely contributed by the merged RHB Investment Bank





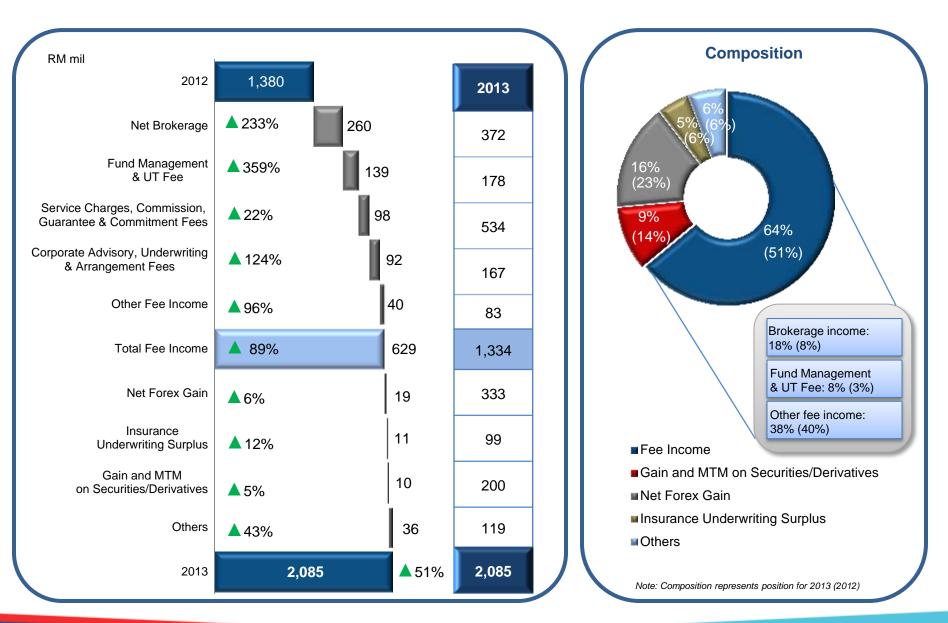
Income Mix

- Higher net interest income due to 8.2% conventional loans growth and effective balance sheet management
- NIM stabilised at 2.33% in Q4 (Q3: 2.34%)

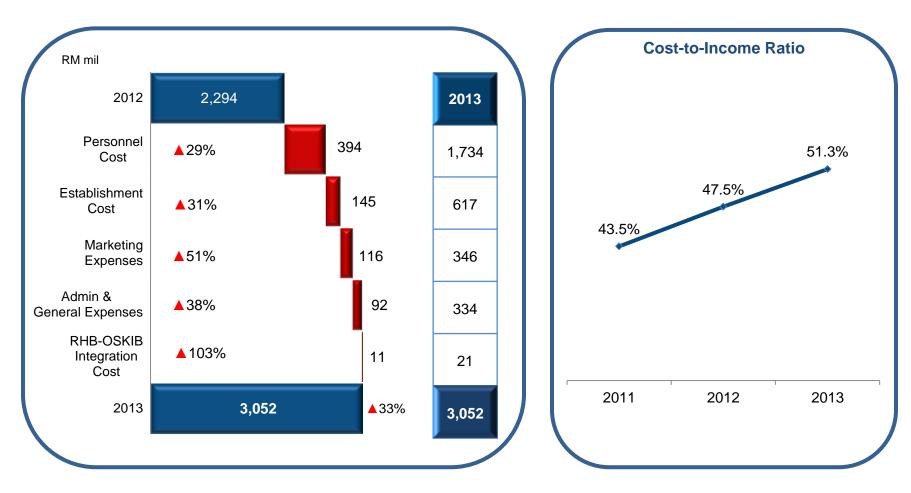


 Higher Islamic Banking income mainly due to higher net funding income on the back of 15% financing growth y-o-y to RM18.7 bil and 21% increase in customer deposits to RM21.0 bil **Other Operating Income**

IB and wealth management related income - gaining strong traction

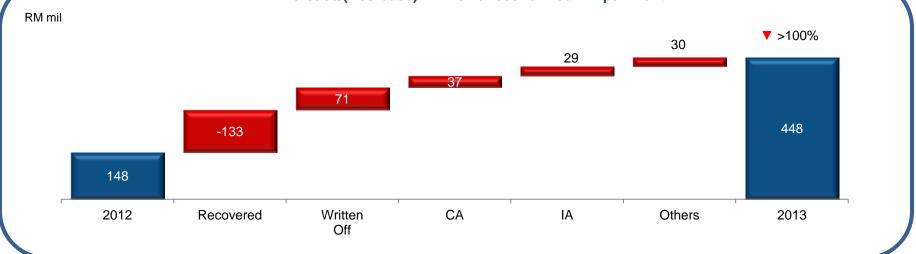


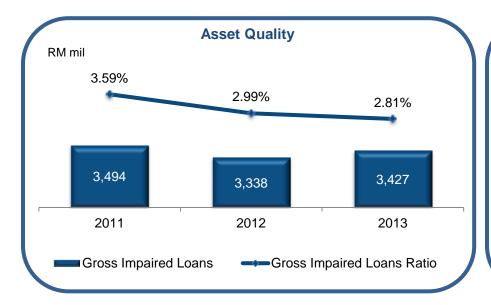


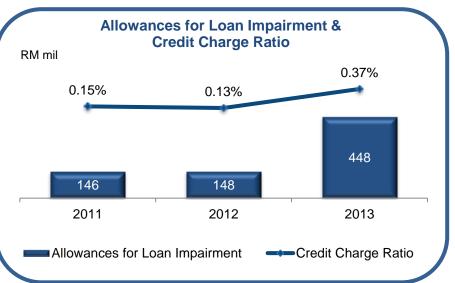


Increase mainly due to full-period impact of enlarged investment bank cost base, increase in sales related headcount personnel cost, higher commission and incentive compensation linked to stronger business volume and merger integration cost **Allowances for Loan Impairment**

Increase/(Decrease) in Allowances for Loan Impairment





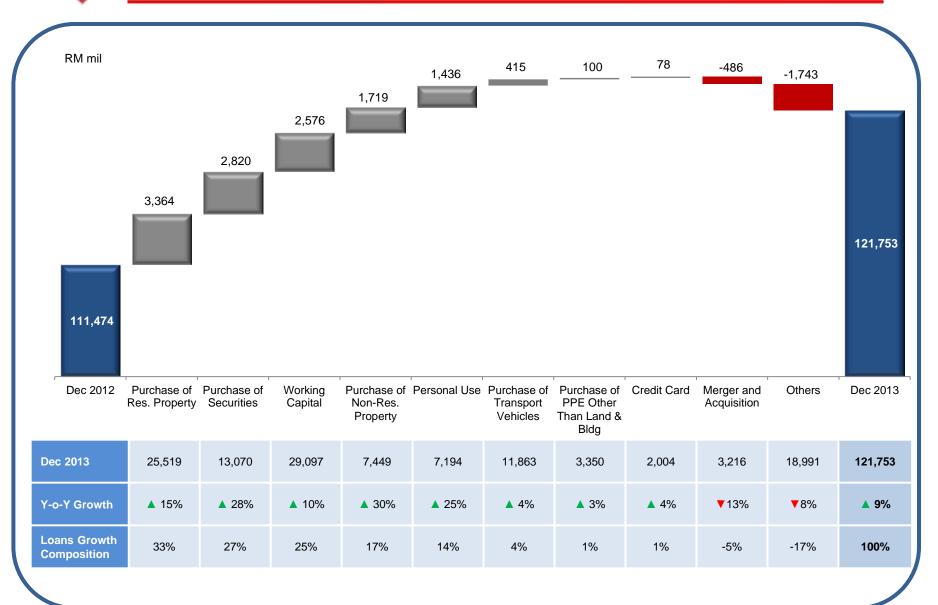




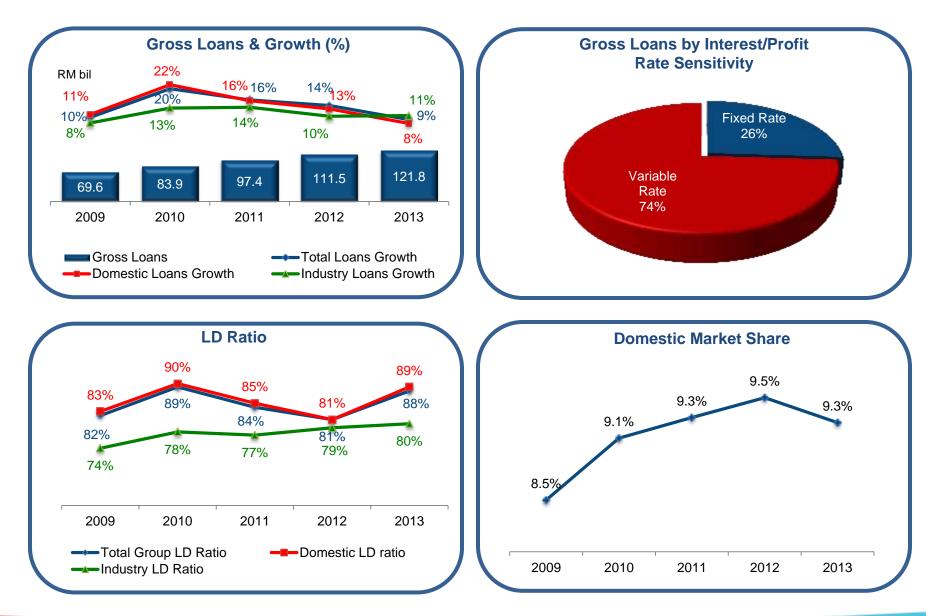
| RM mil | Dec 2013 | Sept 2013 | Dec 2012 | Q-o-Q Change % | Y-o-Y Change % |
|---|-------------|--------------|-------------|----------------------|----------------------|
| Total Assets | 191,090 | 187,668 | 189,112 | 2 | 1 |
| Total Financial Assets/Investments | 43,746 | 39,636 | 36,850 | 10 | 19 |
| - Financial Assets HFT | 4,038 | 2,871 | 2,740 | 41 | 47 |
| Financial Investments AFS | 16,930 | 17,619 | 15,155 | -4 | 12 |
| Financial Investments HTM | 22,778 | 19,146 | 18,955 | 19 | 20 |
| Gross Loans | 121,753 | 121,435 | 111,474 | 0.3 | 9 |
| Customer Deposits | 137,741 | 136,667 | 138,228 | 1 | -0.4 |
| Borrowings and Senior Debt Securities | 4,547 | 5,582 | 5,152 | -19 | -12 |
| Subordinated Notes | 4,581 | 4,626 | 4,742 | -1 | -3 |
| Hybrid Tier-1 Capital Securities | 601 | 597 | 601 | 1 | - |
| Shareholders' Funds | 16,739 | 16,369 | 15,117 | 2 | 11 |
| Net Assets per Share | 6.57 | 6.47 | 6.06 | 2 | 8 |
| LD Ratio | 88% | 89% | 81% | -1 | 7 |

- Expansion in total assets driven by loans growth and investment portfolio, partially offset by lower cash and short term funds
- Gross loans:
 - Excluding one large corporate repayment, gross loans growth would have been at 11.6%
 - Retail and Easy by RHB continued to perform with combined loans growth of 14%, higher than industry retail loans growth of 11%
 - Overseas gross loans increased by 32% mainly contributed by Singapore operations (27%), Bangkok operations (71%), and Cambodia (71%)
- CASA recorded 9% growth, of which current account and savings account balances increased by 9% respectively, compared to industry growth of 13% and 6% respectively
- Liquidity and funding position remained healthy

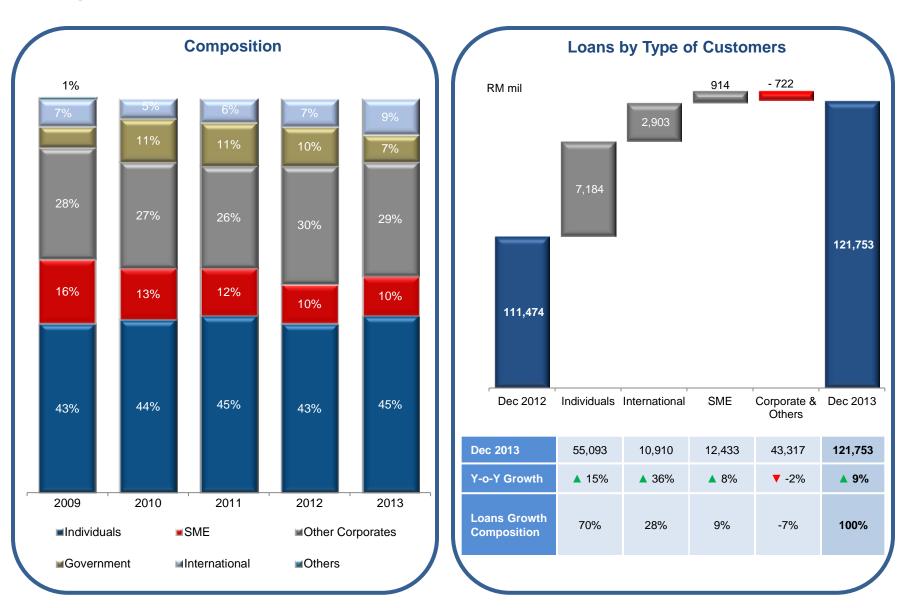
Loans, Advances and Financing



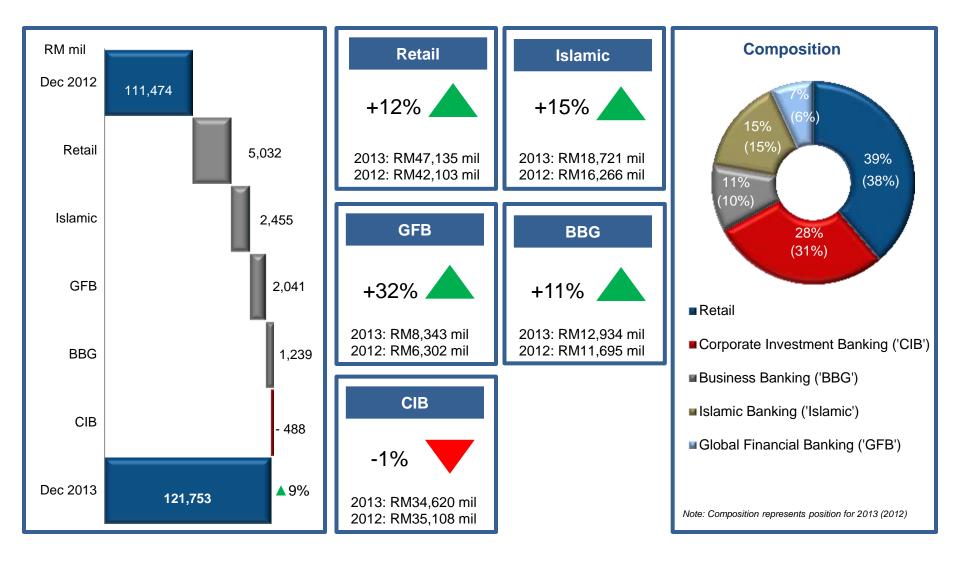






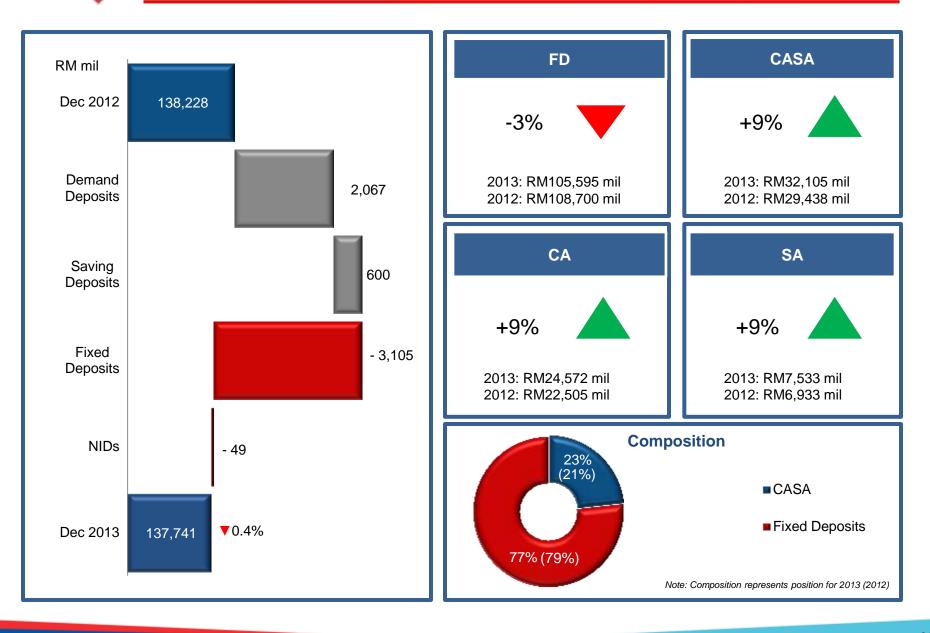


Loans, Advances and Financing by SBG

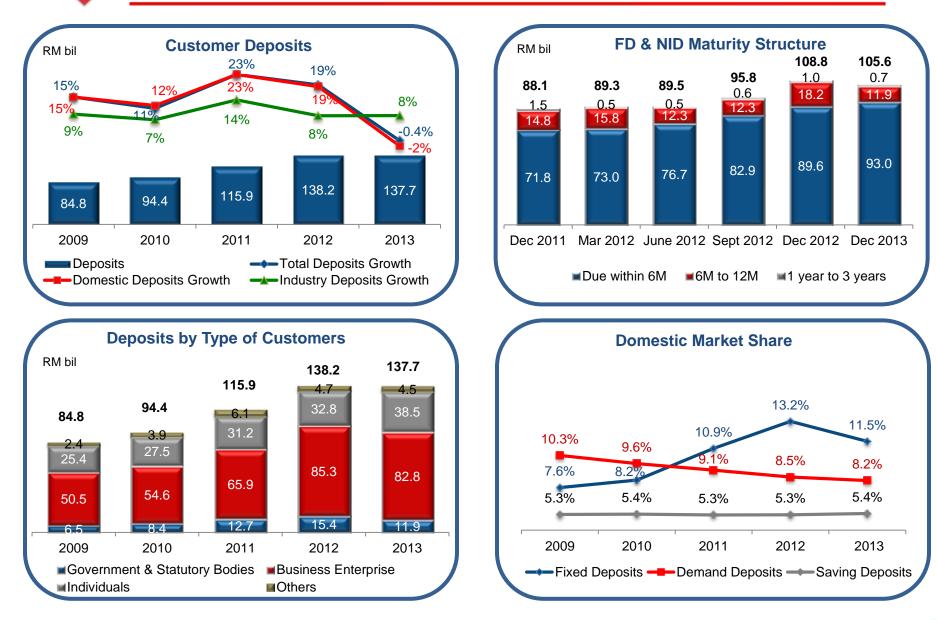


Customer Deposits

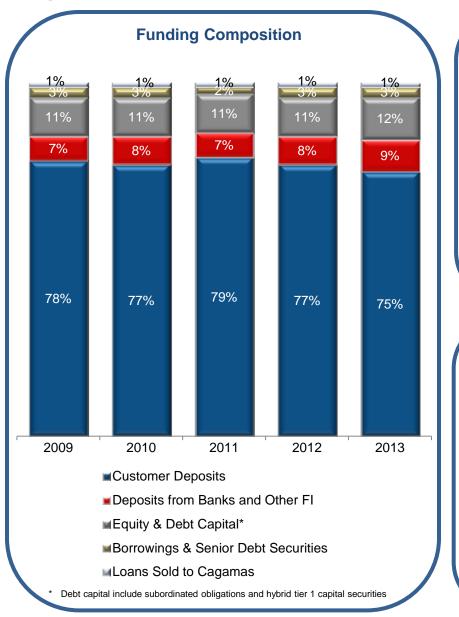
Improvement in CASA mix to 23.3% from 21.3%

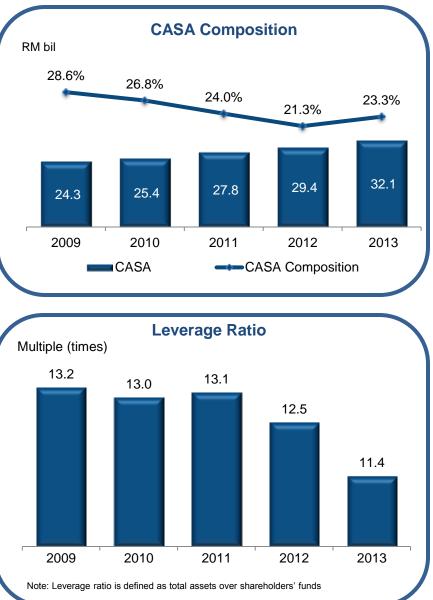


Customer Deposits Profile & Market Share

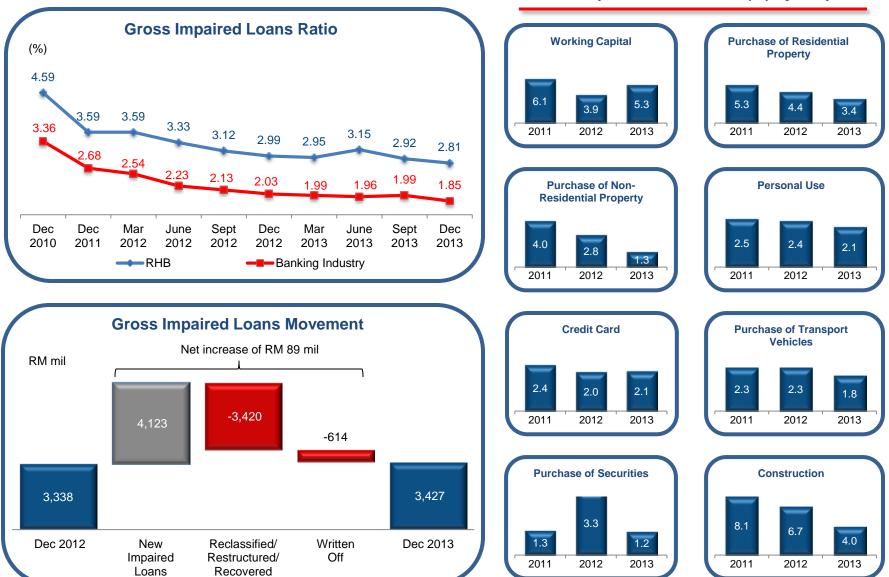






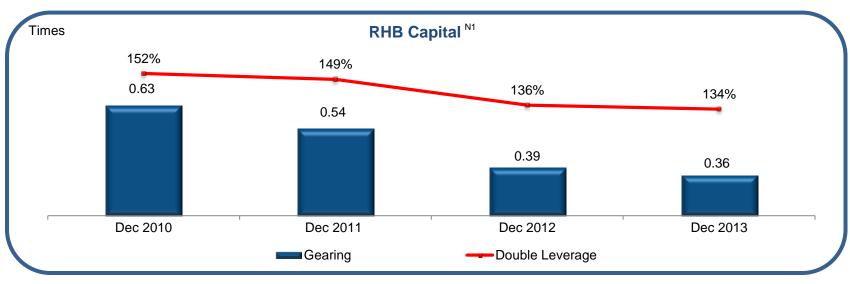


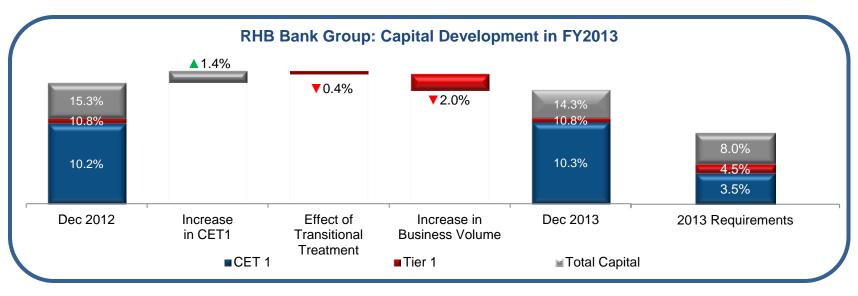




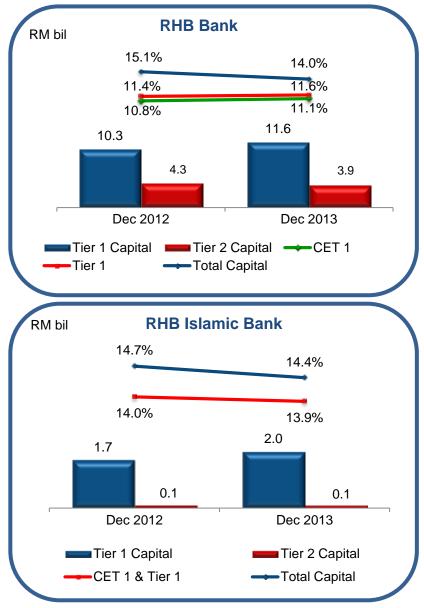
Gross Impaired Loans Ratio (%) by Purpose



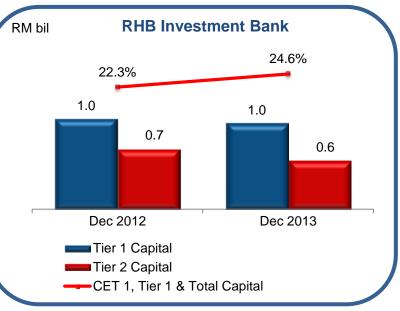








- Total capital ratio for RHB Bank decreased mainly due to application of transitional arrangement with the 10% phased-out of sub-debts and Hybrid Tier-1 and increase in business volume
- All entities are well positioned to meet the minimum Basel III requirements
 - RHB Bank & RHB Investment Bank have obtained SC's approval for RM5 bil and RM1 bil MCMTN Programme respectively
 - RHB Islamic Bank has obtained SC's approval for RM1 bil Sukuk Murabahah Programme
 - RHB Bank has also obtained approvals for the revisions to the existing terms and conditions for the 2 existing RM3 bil MCMTN and MTN Programmes

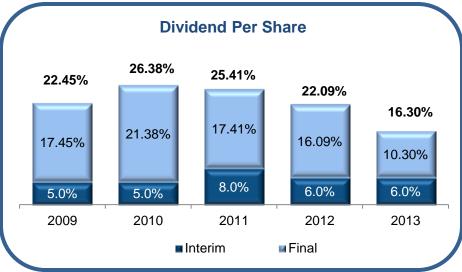






Total Shareholders' Return

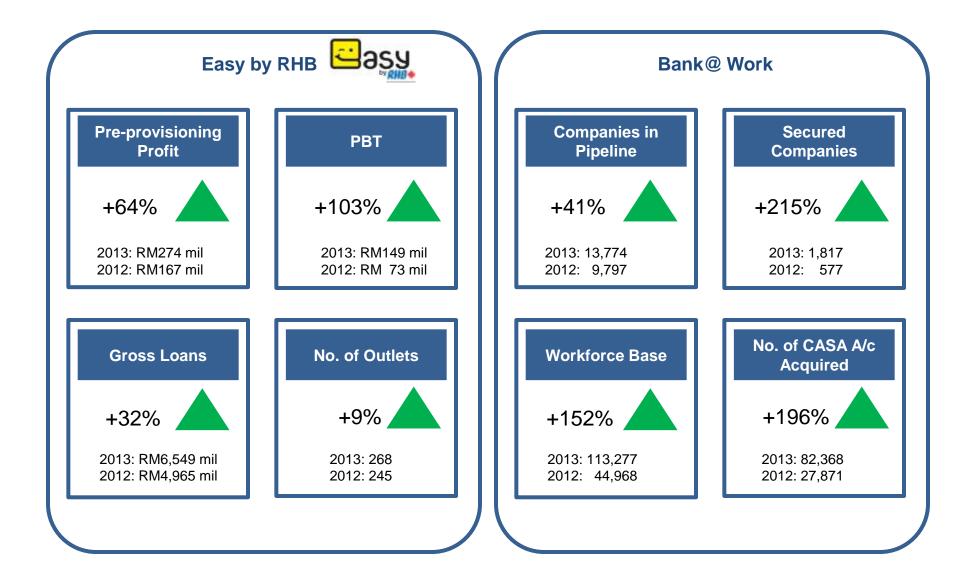
| | RHB Total Shareholders' Return | | | Bursa Malaysia Finance Index Return | | |
|---------|-----------------------------------|----------------------|------|--|-------------|-------------|
| | Dec 2011 | Dec Dec 2012 2013 | | Dec 2011 | Dec 2012 | Dec 2013 |
| 1 year | -12% | 8% | 5% | 4% | 18% | 15% |
| 3 years | 102% | 57% | -2% | 124% | 57% | 39% |
| 5 years | 148% | 51% | 132% | 82% | 66% | 203% |
| 7 years | 269% | 313% | 176% | 133% | 170% | 143% |



Dividend Payout Ratio & DRP Rate

| | 2009 | 2010 | 2011 | 2012 | 2013 |
|-----------------------------------|------|------|------|------|------|
| Dividend Payout Ratio | 30% | 30% | 30% | 30% | 23% |
| Average DRP Conversion Rate | | 84% | 63% | 68% | 72% |

Rey Business Initiatives Update



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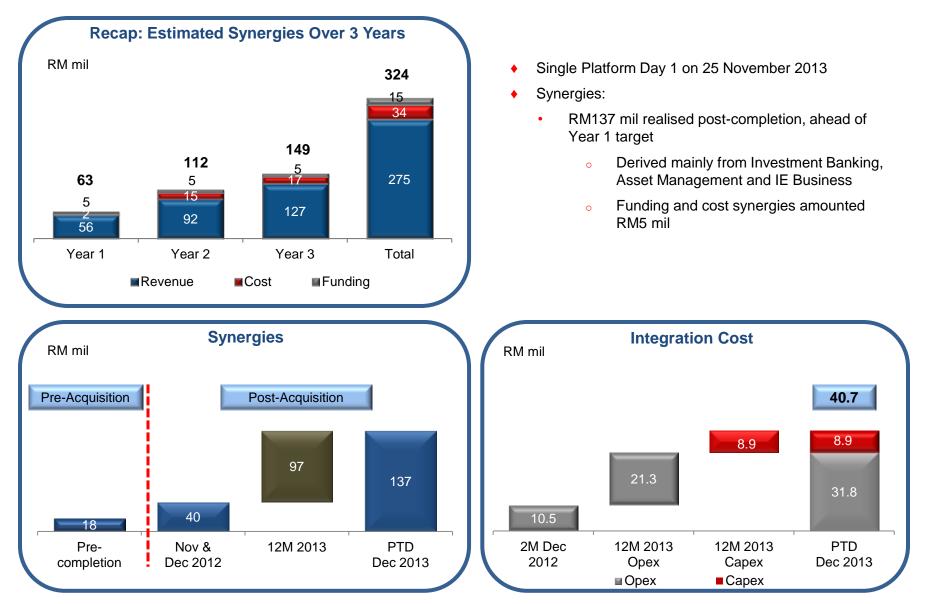


AGENDA

YEAR

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LIGH BY BOOM

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2014 Target

| Top Level Indicators | Target 2014 | Actual 2013 |
|-------------------------------|----------------|----------------|
| ROE | >12.0% | 11.5% |
| Gross Impaired Loans Ratio | <2.5% | 2.8% |
| Loans Growth | 12% | 9.2% |
| CASA Growth | >15% | 9.1% |
| Cost to Income Ratio | <50% | 51.3% |
| International Contribution | >12% | 11% |



Outlook 2014

1

- Global macroeconomic growth indicators continue to point to better prospect for advanced economies
- 2 The Malaysia economy is improving and poised to strengthen to 5.4% for 2014
 - Exports are set to strengthen on account of better growth prospects in the advanced countries which are important end-destination export markets for Malaysia
 - This will more than compensate for the anticipated moderation in domestic demand growth, caused by policy tightening to rein household debt, rationalize subsidies and cool down property speculations

3 Banking industry challenges

- Consumer loans growth likely to slow given the tightening measures, but will likely be mitigated by the pick up in lending to the business segment and the increase in trade financing on account of the sustained recovery in exports
- The financial and treasury markets may remained volatile as QE tapering continues
- Potential OPR hike towards the later part of this year



Summary

- **1** For 2013, the Group successfully achieved a 3.6% increase in pre-tax profit despite a challenging first 9M of the year. This is a testament to our agility and ability to rise against challenges, steadfastness in executing against strategy to continue delivering value to all our stakeholders
- 2 Leveraging on a wider regional network and competitive domestic franchise, the Group will continue executing our strategies towards our goals of increasing non-Malaysian revenue contribution and improve domestic market share in chosen segments

3 We are embarking on the next phase of our transformation journey, "Transformation 2.0 2014-2016" in driving towards our vision by 2020

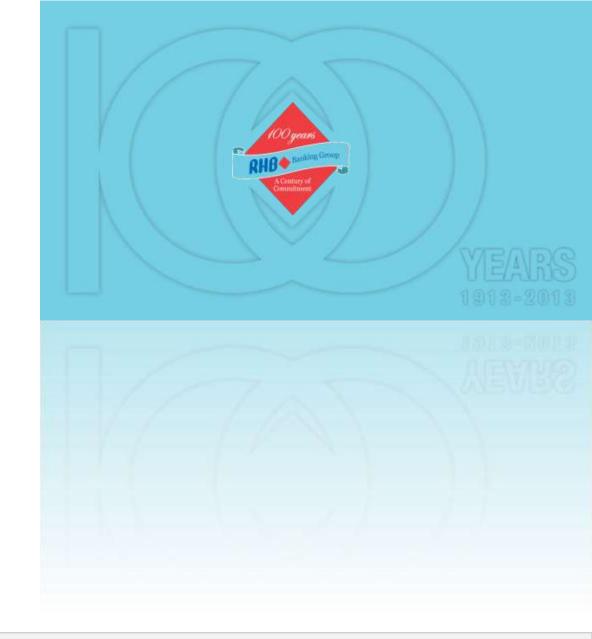
Thank You

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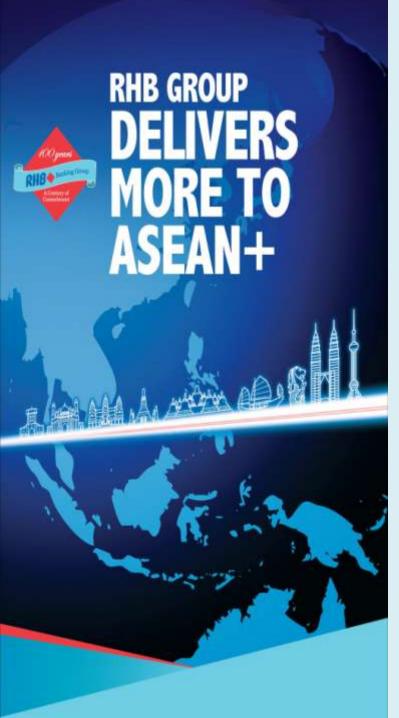
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Ms Teh Soh Geok Vice President +(603) 9280 2154 teh.soh.geok@rhbgroup.com



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Appendix

- Key Appointments in 2013
- Key Business Highlights
- Major Awards 2013





Rohan Krishnalingam

Group Chief Operations Officer

 Former Senior Partner of Accenture Management Consulting

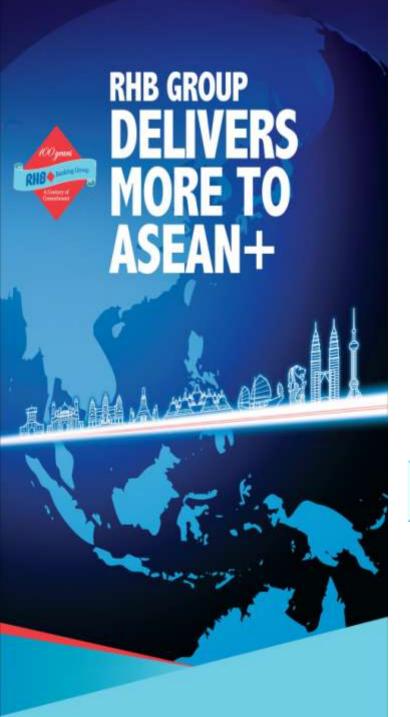
East Asia, South Asia Region



Christopher Loh Meng Heng

Group Chief Strategy and Transformation Officer

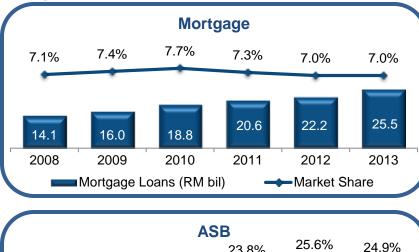
- Former Partner with Accenture Management Consulting
 Former Managing
- Director for Accenture Risk Management in Southeast Asia

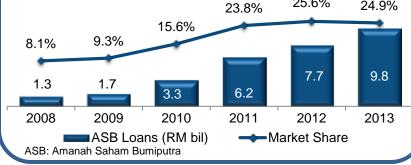


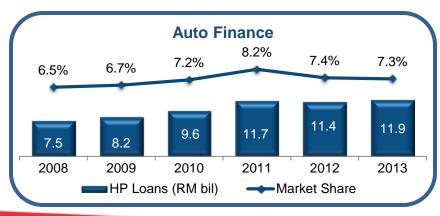
Appendix

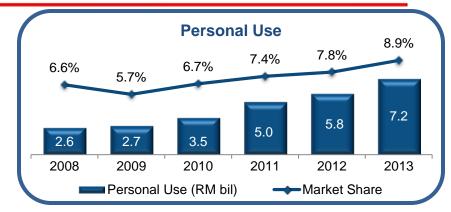
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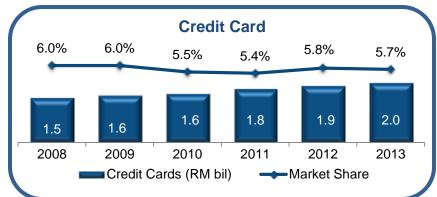
Retail Business Performance

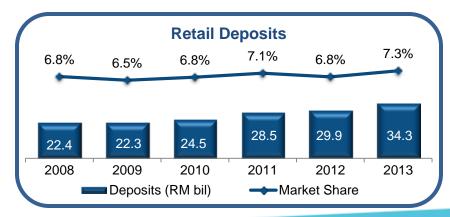










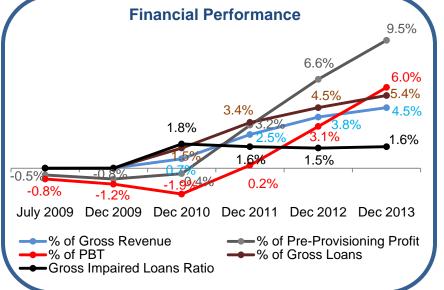


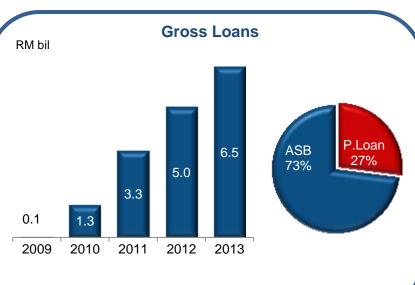




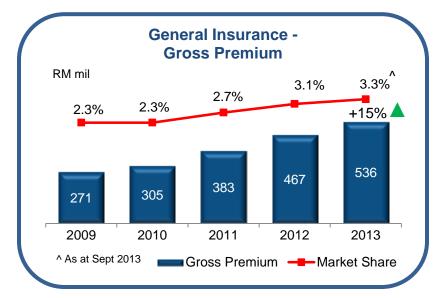
- PBT doubled to RM149 mil, contributing 6.0% to Group's profitability
- Loans recorded 32% growth, of which 71% was contributed by ASB financing

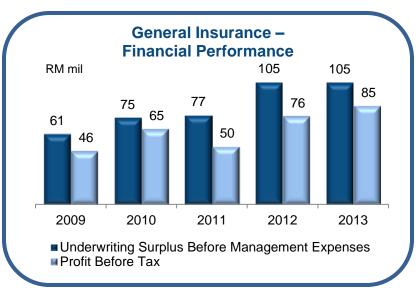
Number of Outlets 268 245 25 25 70 44 42 111 19 32 128 129 14 53 2 July 2009 Dec 2009 Dec 2010 Dec 2012 Dec 2013 Easy Standalone Tesco POS ■LRT **Gross Loans** RM bil

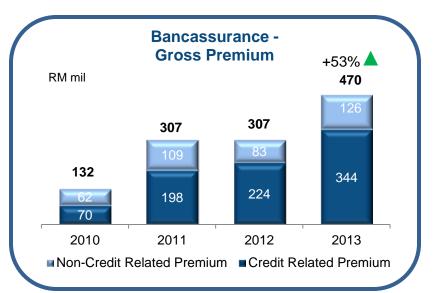


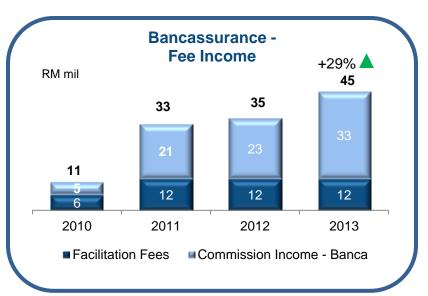


RHB Insurance Business Performance









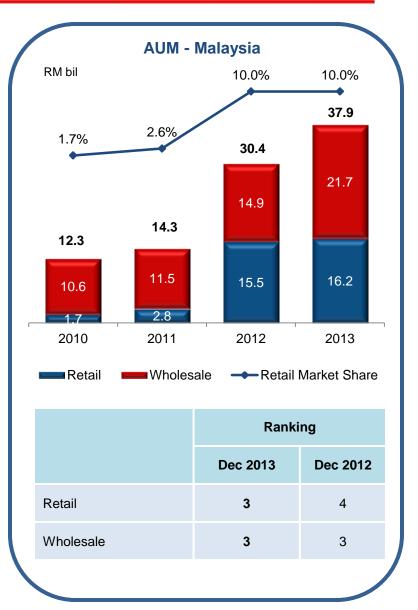


| | | FY 20 | 13 | F | Y 2012** |
|--|------------|---|----------------|---|---|
| | | Market Share | Ranking | Market Sh | are Ranking |
| Debt Capital Market * | | 16.3% | 4 | 14.9% | 4 |
| Mergers & Acquisitions - by value | | 11.8% | 3 | 7.1% | 11 |
| - by deal co | ount | NA | 1 | NA | 1 |
| Equities Capital Market ^ | | 7.9% | 3 | 2.6% | 11 |
| ** Combined RHBIB and OSKIB market data effective 9 Nov 2012 | | Primary Bond Offerings POs, Rights Issues & Addition | al Offerings | Source : Bloom | nberg, Bursa Malaysia & RHB |
| Major Mandates FY 2013 | | | | | |
| DCM & Syndicated Loan | าร | ECM | | M& | Α |
| Malaysia Building Society RM3.0 bn Structured Covered Sukuk Murabahah Programme Sole Principal Adviser, Sole Arranger & Sole Lead Manag | _ead | Westports Holdings Berh RM2.03 bn Main Market IPO Joint Bookrunner (Institutio Joint Underwriter (Retail Of | nal Offering) | RM638 mn (U Private Equity | Investment by KKR & Co. Kravis Robert) for a 30% |
| SP Setia Berhad RM700 mn Unrated Subordinated Perpe Sukuk Musharakah Program Joint Principal Adviser, Joint Arranger & Joint Lead Manag | me Lead | Sona Petroleum Berhad RM550 mn Main Market IPO Joint Principal Adviser, Joir Agent, Joint Managing Und Joint Underwriter | it i luoonnont | Joint Adviser Malaysian Re | Property Business |
| Astro Measat Broadcast Network Systems Sdn Bhd USD285.42 mn Term Loan Joint Mandated Lead Arrang Lender | karex | Karex Berhad RM128 mn Main Market IPO Sole Principal Adviser, Sole Joint Placement Agent | | Corporation RM729 mn Merger with N Development Principal Advi | lusa Gapurna Sdn Bhd |

Equities, Futures & Asset Management

| | FY 2013 | | FY 2012 | |
|------------------------|-----------------|---------|-----------------|---------|
| Equities (by value) | Market Share | Ranking | Market Share | Ranking |
| Malaysia | | | | |
| - By value | 8.8% | 3 | 11.6% | 2 |
| - By volume | 14.3% | 1 | 16.2% | 1 |
| Singapore | 7.4% | 6 | 7.3% | 4 |
| Hong Kong | 0.2% | 84 | 0.1% | 108 |
| Indonesia | 2.2% | 15 | 2.1% | 17 |
| Thailand | 1.3% | 24 | 0.7% | 28 |
| Cambodia | 1.3% | 9 | 8.1% | 5 |

| | FY 20 | 13 | FY 2012 | | |
|------------------------|-----------------|---------|-----------------|---------|--|
| Futures (by volume) | Market Share | Ranking | Market Share | Ranking | |
| Malaysia - FKLI | 9.2% | 4 | 9.7% | 4 | |
| Malaysia - FCPO | 9.7% | 3 | 8.6% | 3 | |
| Thailand | 2.1% | 17 | 0.5% | 32 | |
| Hong Kong - HSIF | 0.2% | 50 | 0.1% | 74 | |

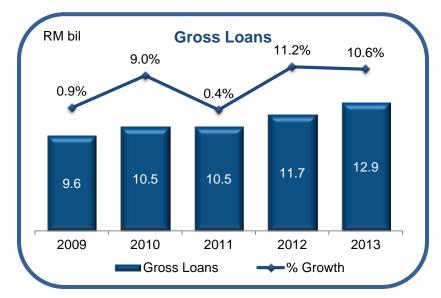


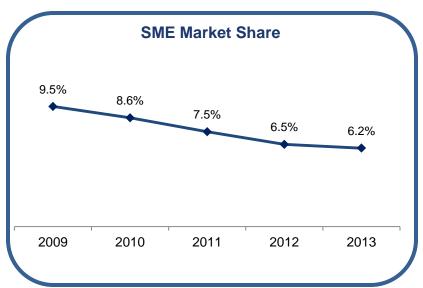
Islamic Business Performance

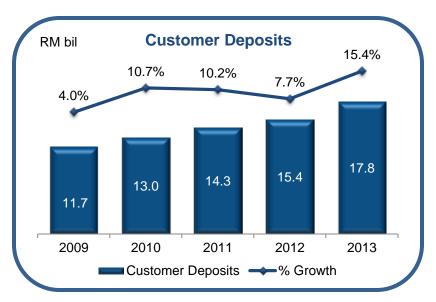


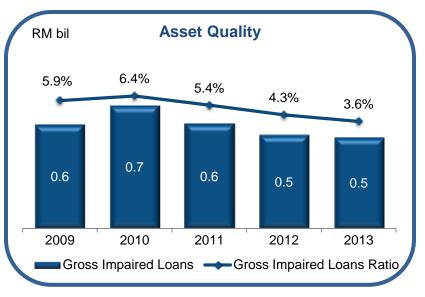




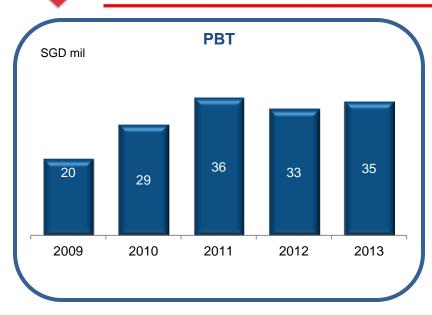


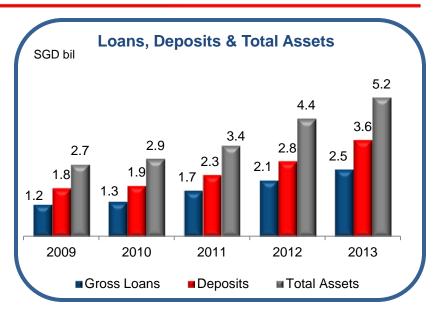


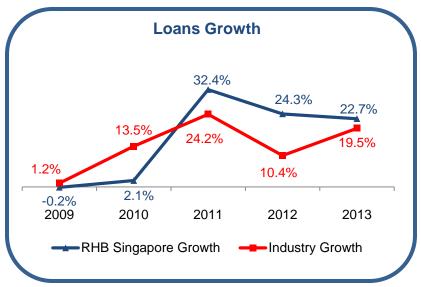


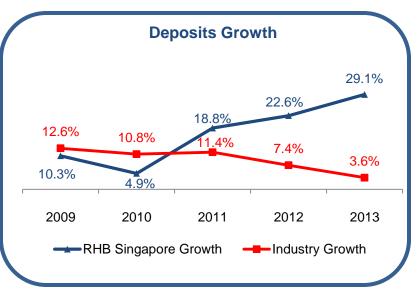


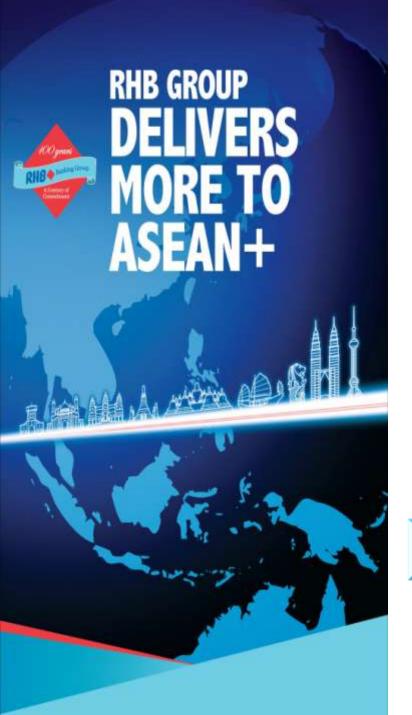
RHB Bank Singapore Business Performance











Appendix

- Key Appointments in 2013
- Key Business Highlights
- Major Awards 2013



