

# Analysts Presentation

## First Half 2016 Financial Results

Dato' Khairussaleh Ramli  
Group Managing Director  
RHB Banking Group  
24 August 2016



# AGENDA

**Executive Summary**

**H1 2016 Financial Results**

**Corporate and Strategy Update**

**Summary and Outlook**



# Executive Summary (1/3)

## Earnings

- ◆ First half 2016 pre-tax profit at RM1,224.8 million, 12.7% lower y-o-y. Net profit at RM915.1 million, 14.7% lower y-o-y.
- ◆ Profits affected by full impairment on a corporate bond in Singapore. On normalised basis, pre-tax and net profit increased by 16.2% and 13.8% respectively
- ◆ Total income increased by 4.9% to RM3,200.6 million
- ◆ Strong 15.5% growth in pre-provisioning operating profit driven by higher net fund based income and effective cost management initiatives
- ◆ Consecutive positive jaw recorded, cost-to-income ratio at 49.5% vs 54.2% in 2015
- ◆ Annualised ROE at 10.5%

## Assets and Liabilities

- ◆ Gross loans relatively stable at RM151.7 billion from Dec 2015, but increased 1.4% q-o-q and 4.8% y-o-y
- ◆ Mortgage loans and financing increased by 13.2% on annualised basis
- ◆ SME lending continued to gain traction, growing by 12.2% annualised, with market share at 8.8% as at Jun 2016
- ◆ Gross impaired loans closed at 2.06%, impacted by a large account classified as impaired
- ◆ Customer deposits increased by 3.8% from Dec 2015 to RM164.1 billion
  - CASA composition improved to 24.8% vs 24.0% in Dec 2015

# Executive Summary (2/3)

## Business Performance

- ◆ Treasury & Global Market: 14.7% increase in pre-tax profit to RM439.2 million due mainly to higher net fund based income
- ◆ Business Banking: 49.4% increase in pre-tax profit to RM229.0 million due mainly due to lower allowances for loans and financing and higher net fund based income
- ◆ Islamic Banking business:
  - Pre-tax profit increased by 16.6% y-o-y to RM RM196.9 million
  - Islamic financing represented 25.0% of the Group's total domestic gross loans and financing, up from 23.0% as at Dec 2015
- ◆ CIB: pre-tax profit higher by 10.7% to RM372.1 million due to higher non fund based income and lower impairment allowances for loans and financing, partially offset by lower write-back on impairment of securities and lower net fund-based income
  - RHB Investment Bank recorded a 24.5% increase in pre-tax profit to RM71.0 million despite a softer financial and capital market condition
- ◆ Retail: 14.1% decrease in pre-tax profit to RM570.1 million
  - 2015: benefited from a non-recurring collective allowance written back from mortgage portfolio model refinement
- ◆ Group International Business recorded a pre-tax loss of RM154.0 million, impacted by a one-off impairment loss on corporate bond in Singapore

## Capital, Liquidity and Capital Management

- ◆ Completed internal reorganisation on 14 April 2016, with capital injection of RM2.49 million, positioning RHB Bank as one of the best capitalised bank in Malaysia, with CET-1 at 13.0% and total capital ratio of 17.2%
- ◆ RHB Bank listed on Bursa Securities on 28 June 2016, with YTD share price increased by 15%
- ◆ Loans-to-deposits ratio stood at 92.4% from 95.7% in Dec 2015

# Executive Summary (3/3)

## Dividend

- ♦ Proposed interim dividend of 5 sen per share for FY2016, representing 22% payout based on H1 FY2016 results

## Board & Management Changes

### Board:

- ♦ Tan Sri Azlan Zainol - Non-Independent Non-Executive Chairman
- ♦ Newly appointed Independent Non-Executive Directors - Tan Sri Saw Choo Boon, Dato' Abdul Rahman Ahmad and Tan Sri Rebecca Fatima Sta Maria

### Senior Management:

Name	Designation
Dato' Adissadikin Ali	CEO, RHB Islamic Bank and Head, Group Shariah Business
Mike Chan	CEO, RHB Bank Singapore and Country Head Singapore
Robert Hurray	CEO, RHB Investment Bank and Head, Group Investment Banking

## IGNITE 2017 Update

- ♦ Made good progress in key IGNITE initiatives:
  - Launched new RHB Premier banking value proposition
  - SME market share further strengthened to 8.81% in Jun 2016 from 8.68% in Dec 2015
  - Digital initiatives: RHB Now mobile subscribers
    - New subscribers: 61,821
    - Upgrade from existing subscribers: 201,061
  - Network optimisation:
    - 184 EASY outlets optimised
    - All branches equipped with EASY capability, 29 EASY outlets will be converted to RHB sales centres
    - Domestic investment banking branches reduced to 48

# RHB Banking Group Scorecard For 2016

Top Level Indicators	Target 2016	Actual H1 2016
ROE	10%	10.5% <sup>N1</sup>
Loans Growth	8%	0.2% <sup>N2</sup>
CASA Growth	8%	7.2% <sup>N2</sup>
Gross Impaired Loans Ratio	≤ 2.0%	2.06%
Cost to Income Ratio	≤ 53%	49.5%
Overseas Profit Contribution	10%	-13%

*N1 Annualised*

*N2 Change from Dec 2015*

# AGENDA

Executive Summary

H1 2016 Financial Results

















Corporate and Strategy Update

Summary and Outlook





# Emphasis on profitability and quality growth continue to show good progress with positive JAW, though results impacted by one-off charge in 2016 and one-off write-back in 2015

Financial Position		Financial Results		Key Financial Ratios	
<b>Total Assets</b>  -0.3% Jun 2016: RM227.1 bil Dec 2015: RM227.9 bil	<b>Gross Loans</b>  +0.2% Jun 2016: RM151.7 bil Dec 2015: RM151.4 bil	<b>Total Income</b>  +5% H1 2016: RM3.2 bil H1 2015: RM3.1 bil	<b>Operating Profit Before Allowances</b>  +16% H1 2016: RM1.6 bil H1 2015: RM1.4 bil	<b>ROE <sup>N1</sup></b>  +0.6% H1 2016: 10.5% H1 2015: 9.9% <sup>N5</sup>	<b>Non Interest Income / Total Income</b>  -1.9% H1 2016: 32.2% H1 2015: 34.1%
<b>Customer Deposits</b>  +4% Jun 2016: RM164.1 bil Dec 2015: RM158.2 bil	<b>CASA</b>  +7% Jun 2016: RM40.7 bil Dec 2015: RM37.9 bil	<b>Profit Before Tax</b>  <sup>N3</sup> -13% H1 2016: RM1.2 bil H1 2015: RM1.4 bil	<b>Net Profit to Shareholders</b>  <sup>N3</sup> -15% H1 2016: RM0.9 bil H1 2015: RM1.1 bil	<b>Cost to Income Ratio</b>  -4.7% H1 2016: 49.5% H1 2015: 54.2%	<b>Gross Impaired Loans Ratio</b>  +0.18% Jun 2016: 2.06% Dec 2015: 1.88%
<b>Shareholders' Equity</b>  +20% Jun 2016: RM21.2 bil Dec 2015: RM17.7 bil	<b>Net Assets Per Share</b>  +3% Jun 2016: RM5.28 Dec 2015: RM5.11	<p> <i>N1: Annualised</i>  <i>N2: Inclusive of 1.2% Regulatory Reserve</i>  <i>N3: Excluding effect of one-off items for both H1 2016 and H1 2015, PBT and net profit increased by 16% and 14% respectively</i>  <i>N4: Excluding one-off impairment write back on mortgage portfolio</i>  <i>N5: RHB Capital H1 2015 results</i> </p>		<b>Credit Charge Ratio <sup>N1</sup></b>  -0.01% H1 2016: 0.18% H1 2015: 0.19% <sup>N4</sup>	<b>Loan Loss Coverage Ratio <sup>N2</sup></b>  -4.7% Jun 2016: 79.2% Dec 2015: 83.9%



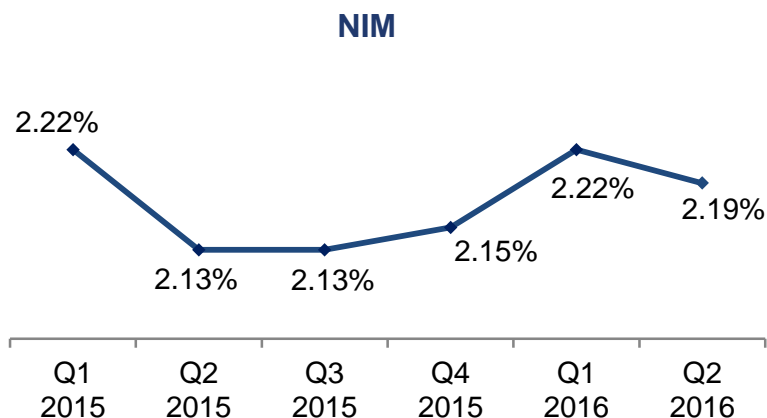
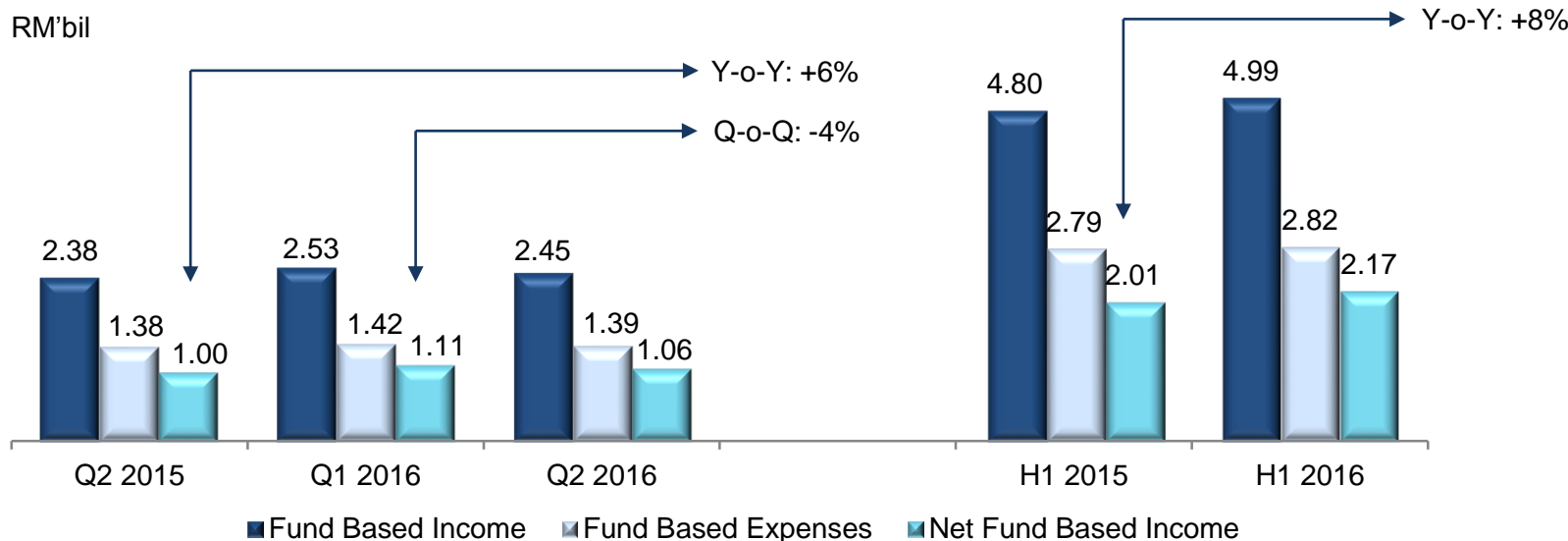
## Robust growth in operating profit driven by strong net fund based income and effective cost management initiatives; profitability affected by one-off impairments

RM'mil	Q2 2016	Q1 2016	Q-o-Q Change %	H1 2016	H1 2015	Y-o-Y Change %
Net Interest Income	853	892	-4	1,745	1,640	6
Net Islamic Fund Base Income	209	215	-3	424	370	15
<b>Total Net Fund Based Income (A)</b>	<b>1,062</b>	<b>1,107</b>	<b>-4</b>	<b>2,169</b>	<b>2,010</b>	<b>8</b>
Other Operating Income	509	487	5	996	1,005	-1
Islamic Non-Fund Based Income	18	18	-1	36	37	-5
<b>Total Non Fund Based Income (B)</b>	<b>527</b>	<b>505</b>	<b>4</b>	<b>1,032</b>	<b>1,042</b>	<b>-1</b>
<b>Total Income (A+B)</b>	<b>1,589</b>	<b>1,612</b>	<b>-1</b>	<b>3,201</b>	<b>3,052</b>	<b>5</b>
Operating Expenses	-808	-777	4	-1,585	-1,653	-4
<b>Operating Profit Before Allowances</b>	<b>781</b>	<b>835</b>	<b>-7</b>	<b>1,616</b>	<b>1,399</b>	<b>16</b>
Allowances for Loan Impairment	-60	-80	-26	-140	-9	>100
Impairment Losses (Made)/ Written Back on Other Assets	-252	-	<-100	-252	14	<-100
<b>Profit Before Taxation</b>	<b>469</b>	<b>755</b>	<b>-38</b>	<b>1,225</b>	<b>1,403</b>	<b>-13</b>
<b>Net Profit</b>	<b>350</b>	<b>565</b>	<b>-38</b>	<b>915</b>	<b>1,072</b>	<b>-15</b>
<b>Normalised PBT <sup>N1</sup></b>	<b>723</b>	<b>755</b>	<b>-4</b>	<b>1,478</b>	<b>1,272</b>	<b>16</b>
<b>Normalised Net Profit <sup>N1</sup></b>	<b>542</b>	<b>565</b>	<b>-4</b>	<b>1,107</b>	<b>974</b>	<b>14</b>

N1: Q2 2016 included one-off impairment on corporate bond of RM254 mil

Q2 2015 included one-off write-back from refinement performed on mortgage portfolio of RM131 mil

# Solid net fund based income growth attributable to focus on liquidity management efforts, low cost deposits and growth in chosen market segments



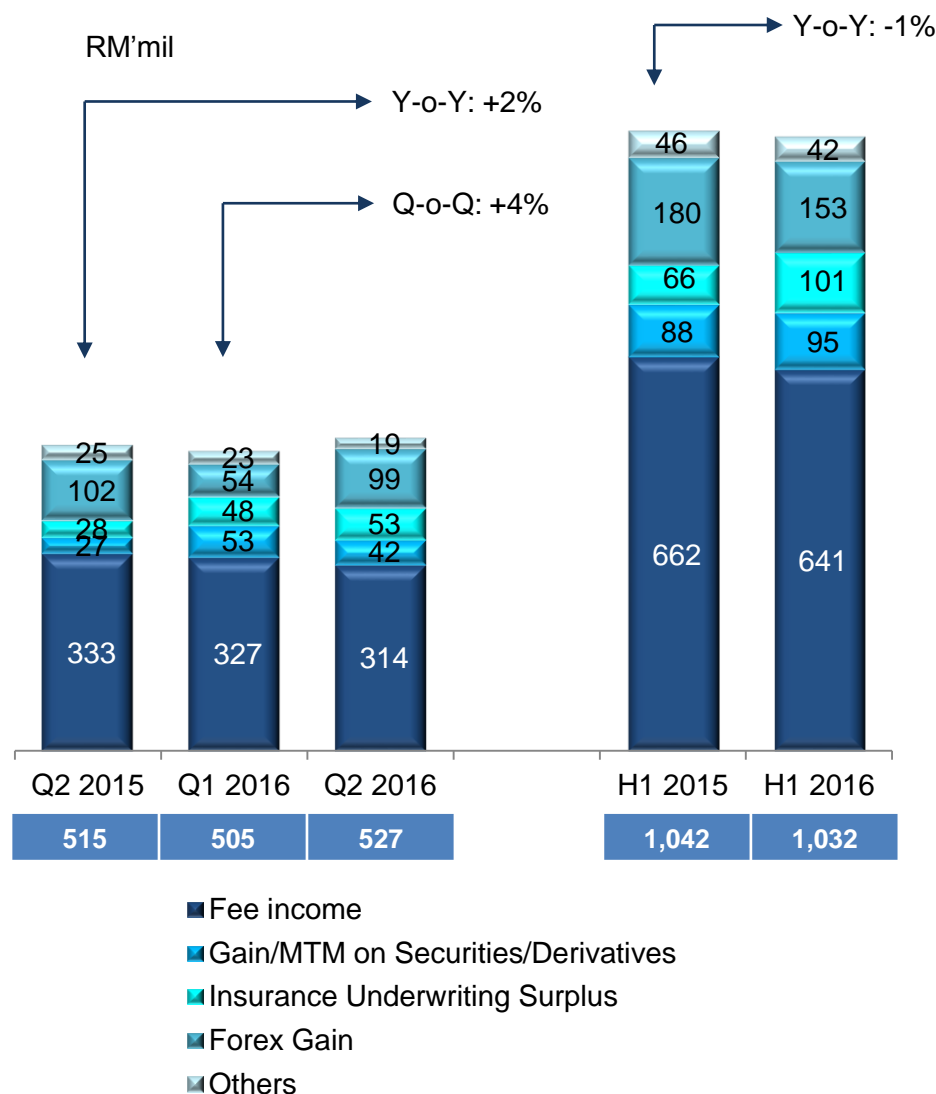
## Y-o-Y:

- ♦ Gross fund based income rose 3.9% on the back of a 4.8% growth in loans and financing
- ♦ Funding expenses marginally higher by 0.8%

## Q-o-Q:

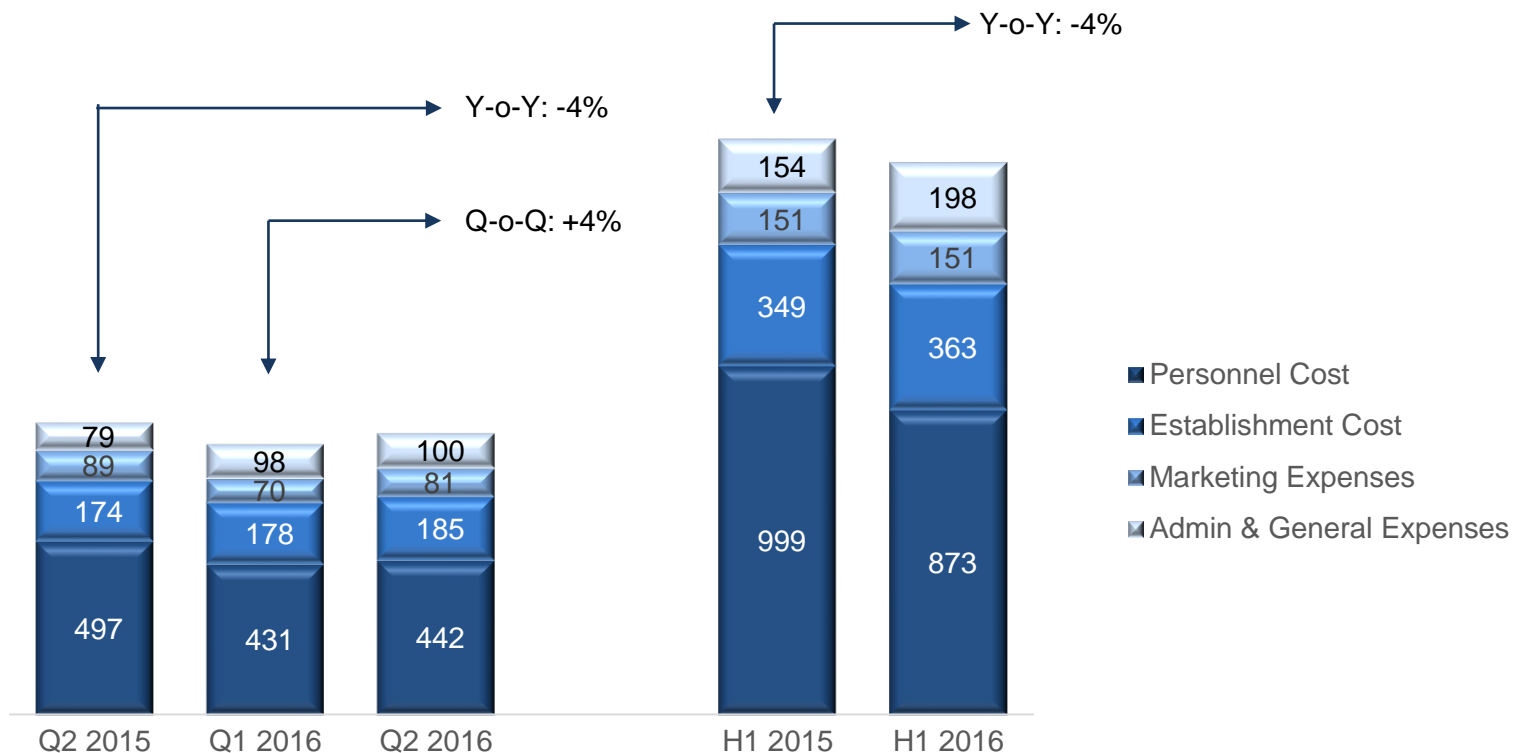
- ♦ Lower NIM due to lower loan yield arising from competition

# Non fund based income held up well under challenging market conditions - lower Fx gain and fee income but negated by higher insurance underwriting surplus



Non Fund Based Income RM'mil	H1 2016	H1 2015	Y-o-Y Change
Fee Income - IB Related (A)	233	264	-12%
Fee Income - Wealth Management (B)	117	94	25%
Fee Income - Others (C)	291	304	-4%
Total Fee Income (A) + (B) + (C)	641	662	-3%
Insurance Underwriting Surplus	101	66	53%
Net Forex Gain	153	180	-15%
Gain and MTM on Securities / Derivatives	95	88	8%
Others	42	46	-9%
<b>Total</b>	<b>1,032</b>	<b>1,042</b>	<b>-1.0%</b>
<b>Ratio of Non Fund Based to Total Income</b>	<b>32.2%</b>	<b>34.1%</b>	<b>-1.90%</b>

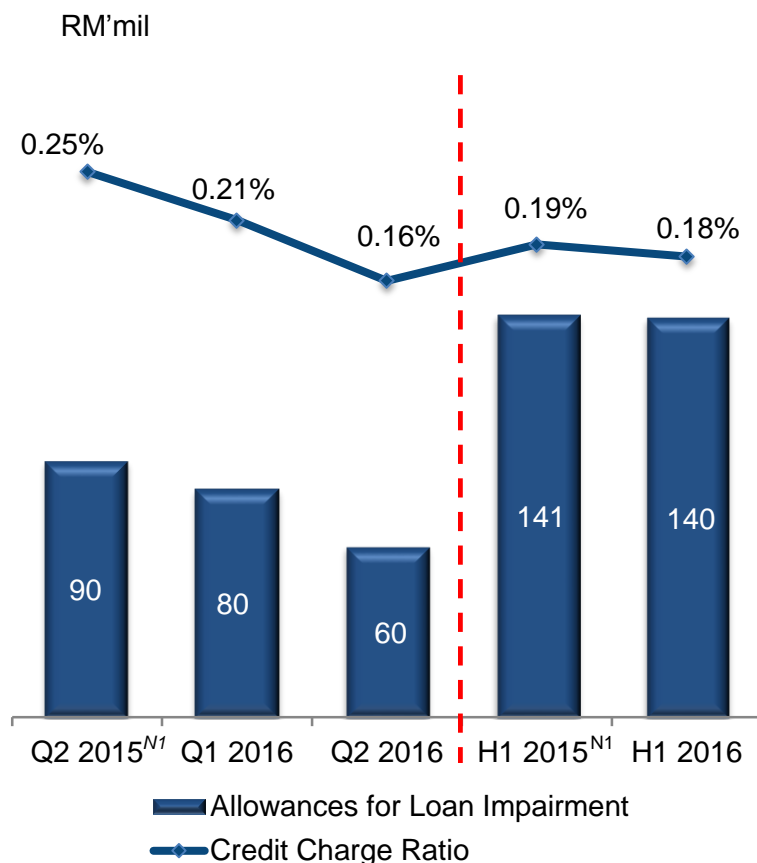
# Operating expenses down 4%, effective cost optimisation measures continue to deliver positive results, maintaining cost-to-income ratio < 50%



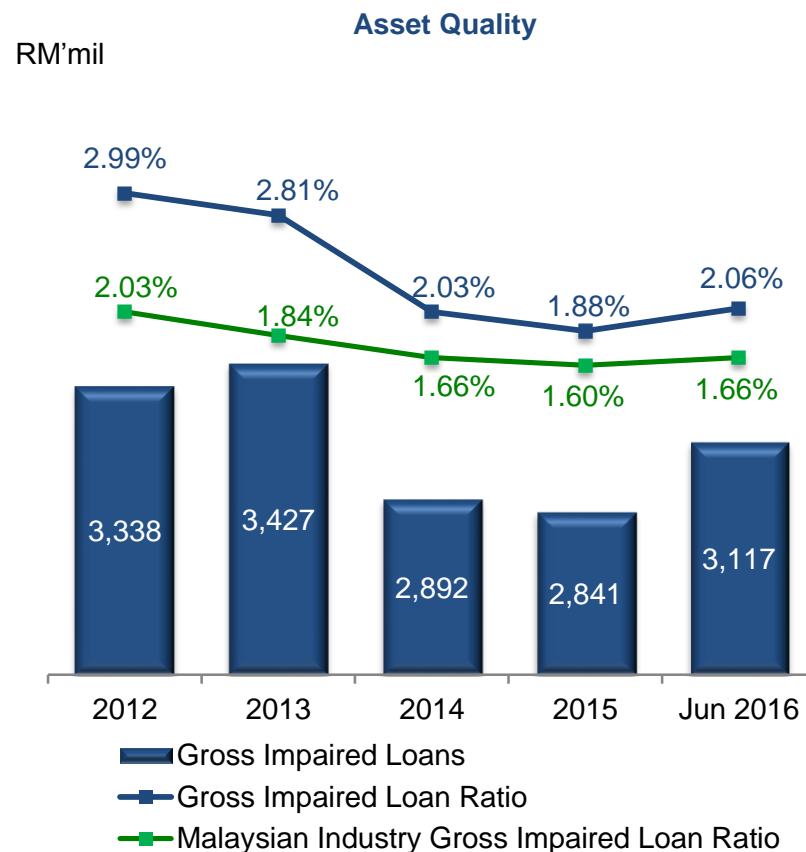
Total	839	777	808
Cost-to-income ratio	55.4%	48.2%	50.9%

1,653	1,585
54.2%	49.5%

# Overall quality of Group's loan portfolio remained fundamentally sound notwithstanding higher gross impaired loans ratio - impacted by a large corporate being classified as impaired



N1: Excluded write-back from refinement performed on mortgage portfolio of RM131 mil



Loan Loss Coverage	66.0%	63.7%	61.1%	83.9% <sup>N1</sup>	79.2% <sup>N2</sup>
--------------------	-------	-------	-------	---------------------	---------------------

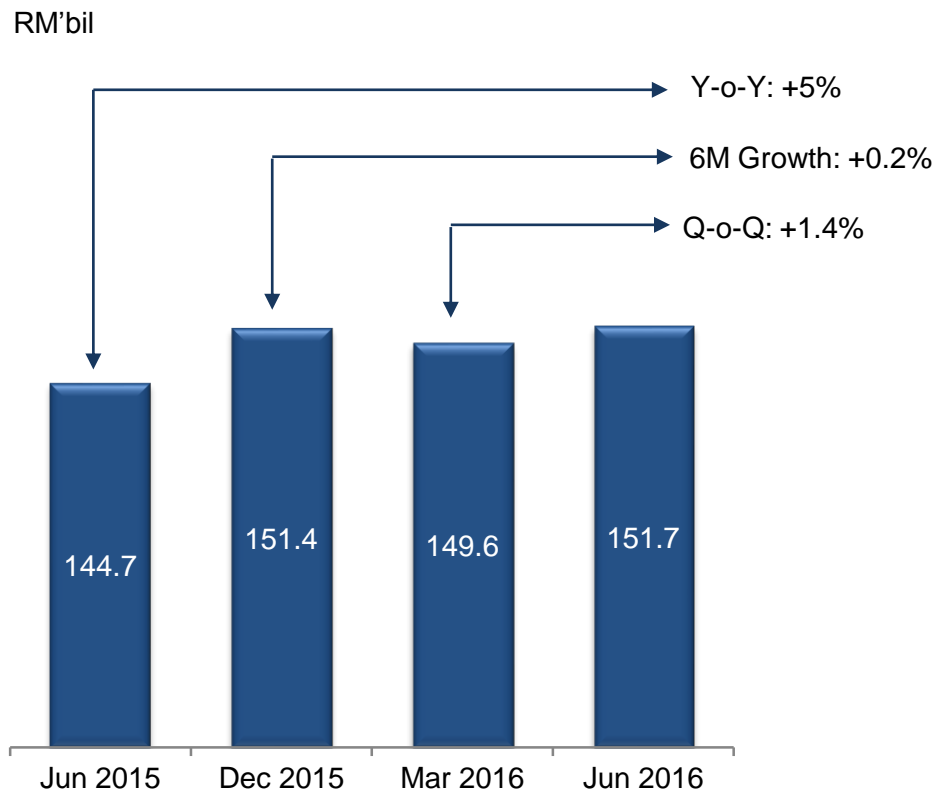
N2: Inclusive of 1.2% regulatory reserve

## Total assets relatively stable; shareholders' funds increased with completion of rights issue and internal reorganisation

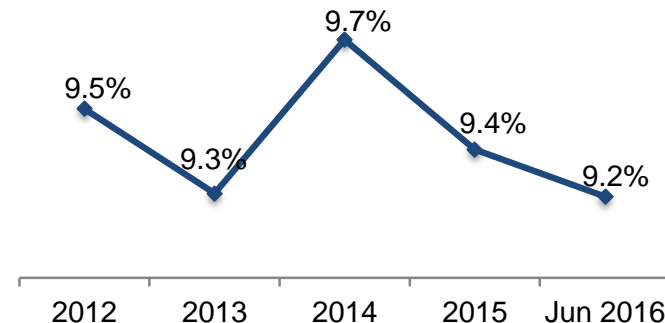
Balance Sheet RM'mil	Dec 2015	Jun 2016	Change for 6M 2016 %
Total Assets	227,938	<b>227,150</b>	-
Total Financial Assets/ Investments	46,897	<b>44,669</b>	-5
- Financial Assets FVTPL	1,626	<b>1,568</b>	-4
- Financial Investments AFS	24,739	<b>23,721</b>	-4
- Financial Investments HTM	20,532	<b>19,380</b>	-6
Gross Loans	151,386	<b>151,686</b>	-
Customer Deposits	158,158	<b>164,141</b>	4
Borrowings and Senior Debt Securities	4,240	<b>4,233</b>	-
Subordinated Notes	5,896	<b>5,795</b>	-2
Shareholders' Funds	17,668	<b>21,164</b>	20
Net Assets per Share	5.11 <sup>N1</sup>	<b>5.28</b>	3

N1: Assuming consolidation of RM0.50 per share effective Dec 2015

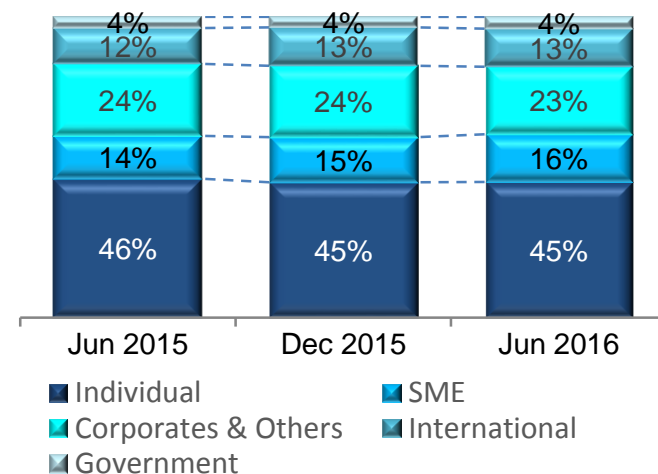
# Loan growth picked up in Q2 after a contraction in Q1, SME's growth offsetting decrease in corporate segment



## Domestic Loans Market Share



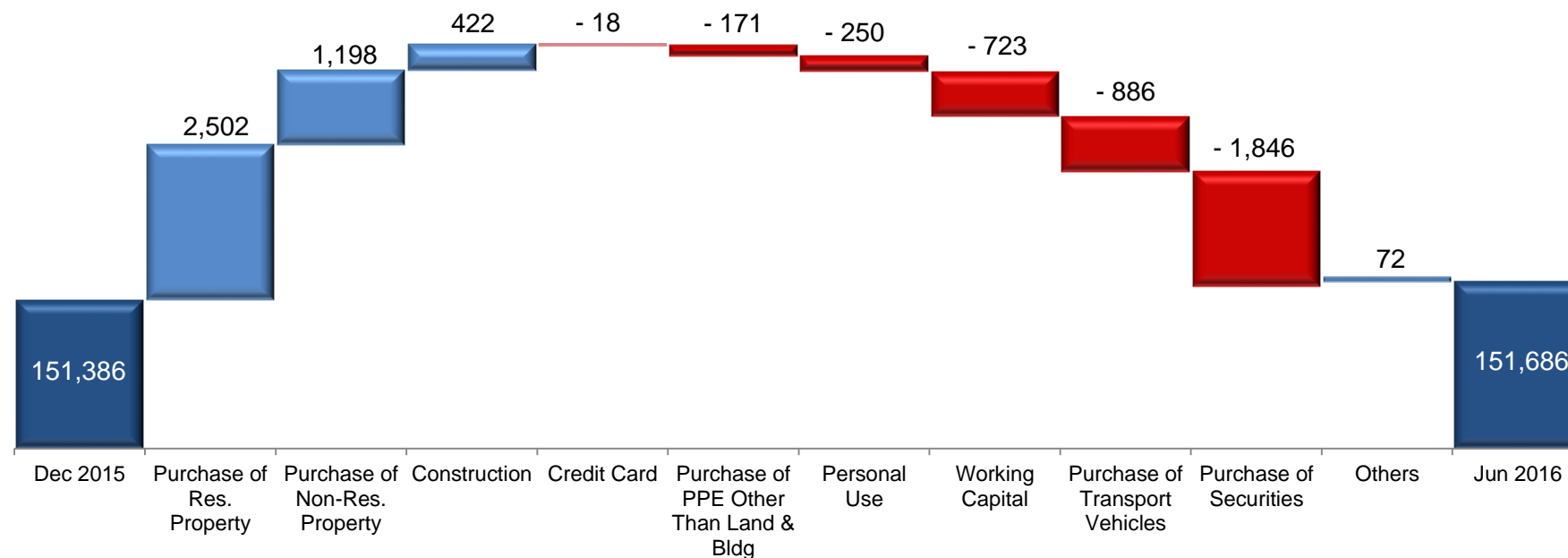
## Loans by Customer Type





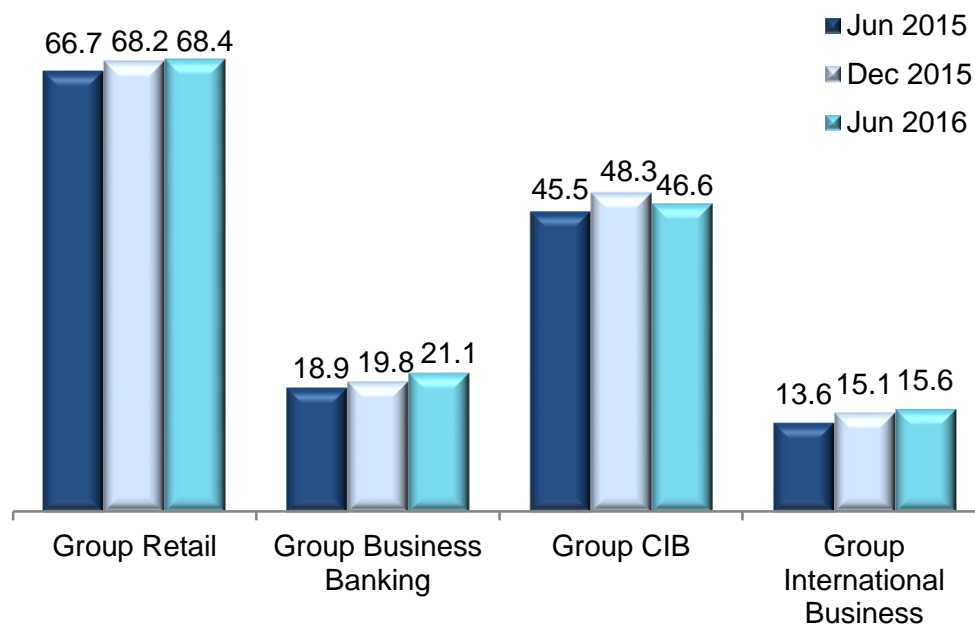
# We continue to exercise balance sheet discipline, pacing growth and focusing on risk adjusted returns on capital

RM'mil



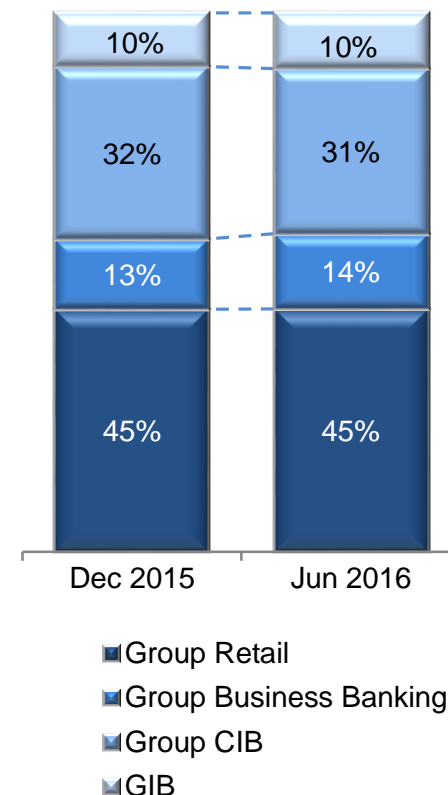
	Dec 2015	Purchase of Res. Property	Purchase of Non-Res. Property	Construction	Credit Card	Purchase of PPE Other Than Land & Bldg	Personal Use	Working Capital	Purchase of Transport Vehicles	Purchase of Securities	Others	Jun 2016
Jun 2016		40,368	14,047	6,226	1,961	3,781	8,081	37,053	9,968	12,595	17,606	151,686
6M Growth		▲ 7%	▲ 9%	▲ 7%	▼ 1%	▼ 4%	▼ 3%	▼ 2%	▼ 8%	▼ 13%	▲ 0.4%	▲ 0.2%
Y-o-Y Growth		▲ 16%	▲ 19%	▲ 8%	▲ 0.4%	▼ 0.1%	▲ 2%	▲ 5%	▼ 13%	▼ 17%	▲ 7%	▲ 5%

**Loans growth driven mainly by Business Banking; Corporate loans impacted by large corporate repayments; Retail loans was relatively flat as growth in mortgages was offset by contraction in auto financing and loans for purchase of securities**



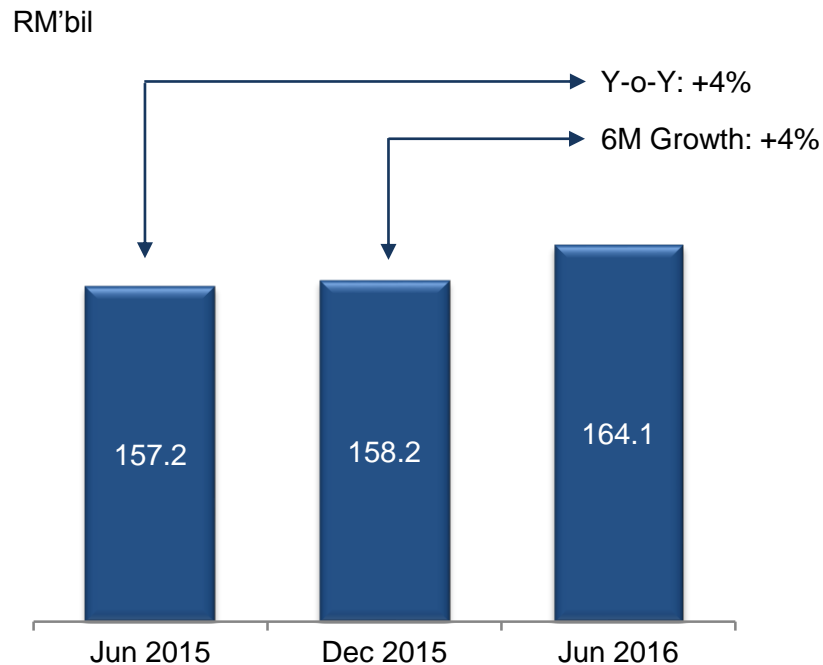
6M Growth	▲ 0.3%	▲ 7%	▼ 4%	▲ 3%
Y-o-Y Growth	▲ 2%	▲ 12%	▲ 2%	▲ 15%

**Composition**

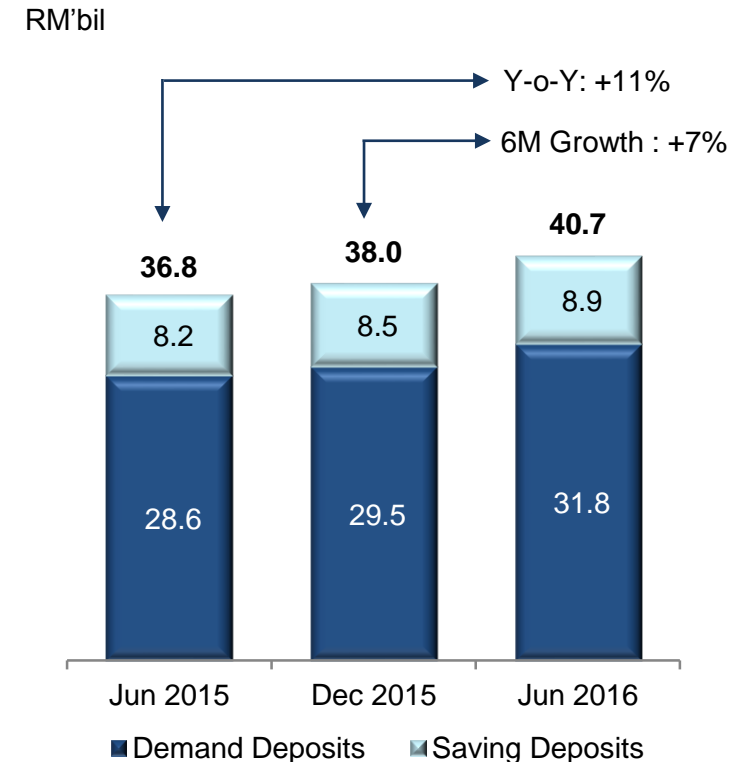


# Build up liquidity to ensure ample funding to support business growth, focus on CASA - domestic CASA grew at annualised 9.2%, outpacing the industry

## Customer Deposits



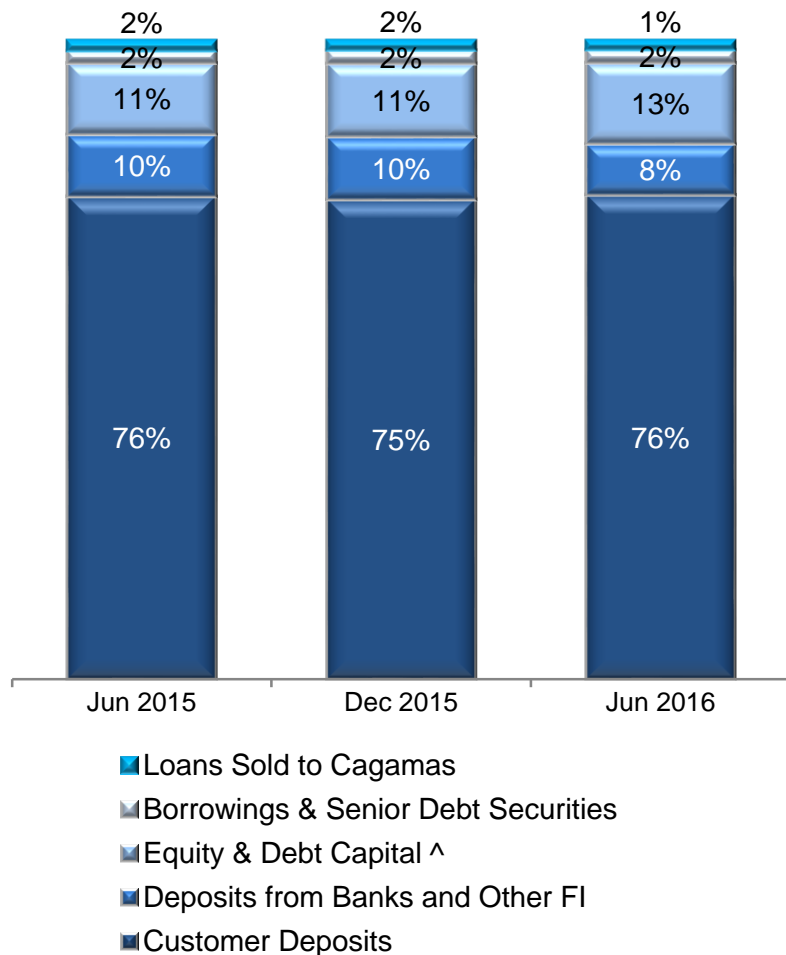
## CASA



Composition	23.4%	24.0%	24.8%
-------------	-------	-------	-------

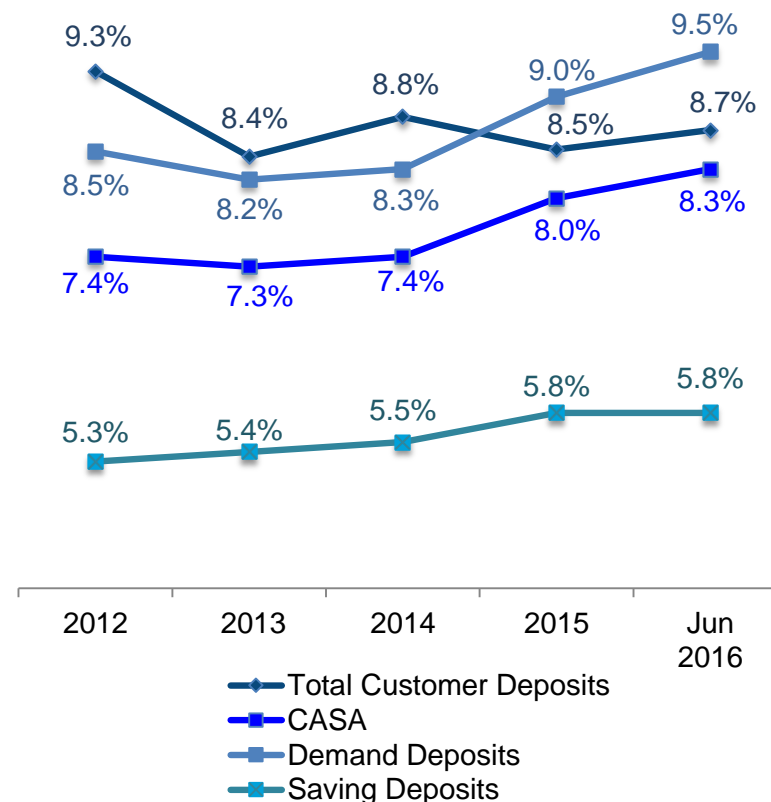
# Our funding profile has benefited from rights issue proceeds; improvement in market share across all types of deposits

Funding Composition

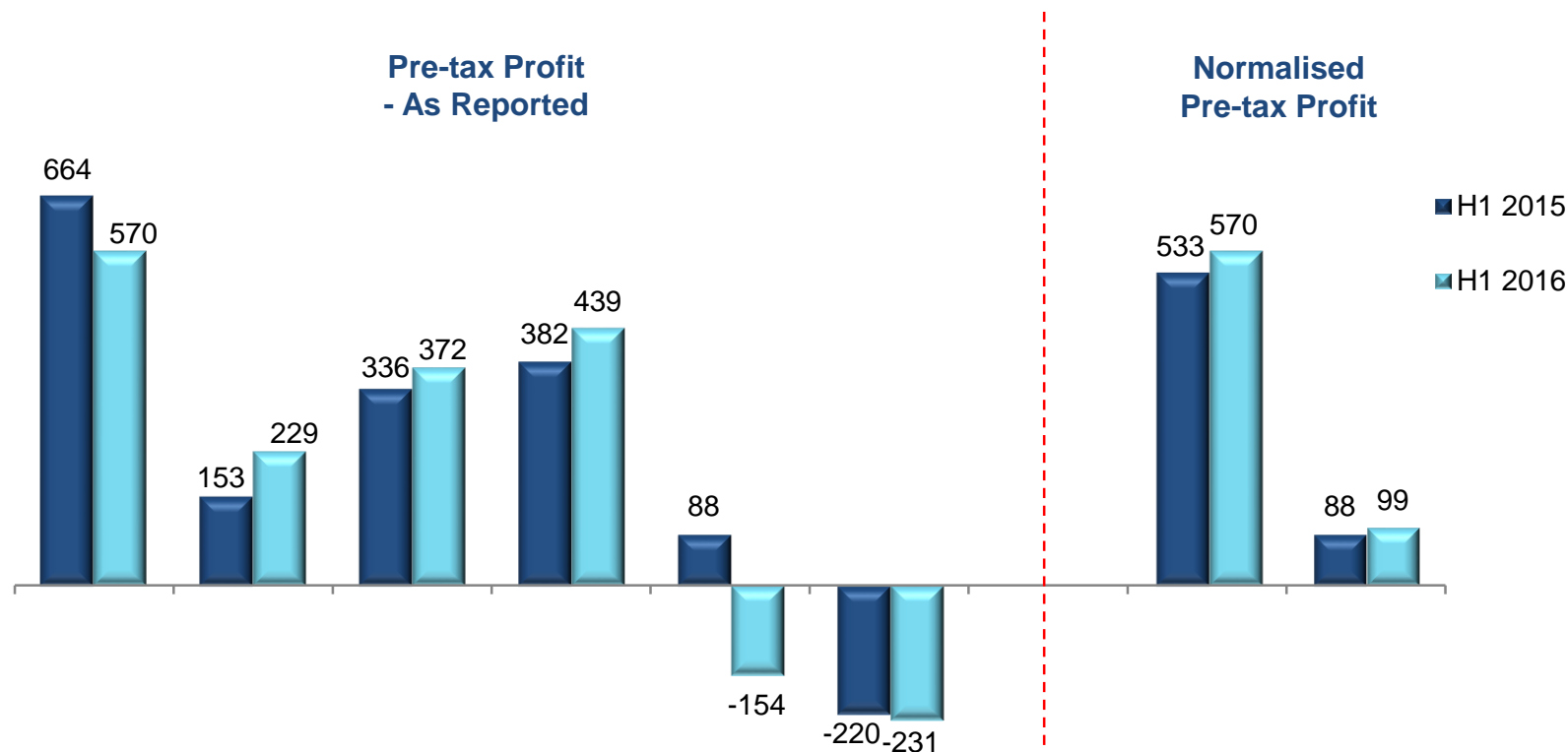


^ Debt capital include subordinated obligations and hybrid tier 1 capital securities

Domestic Market Share



# On a normalised basis, all businesses reported growth - GIB impacted by one-off impairment on a corporate bond; Retail had one-off write back on loan loss impairment from model refinement on mortgage portfolio in 2015



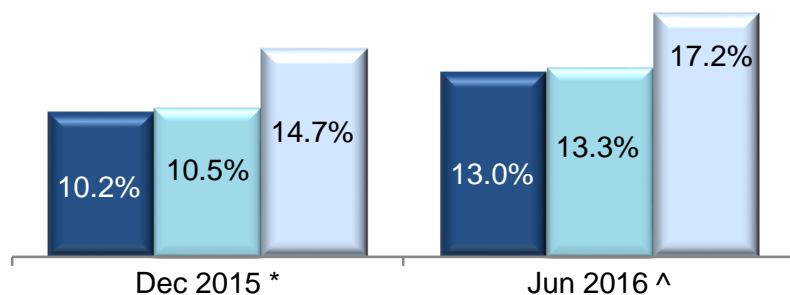
Business Unit	Retail	BBG	CIB	Treasury	GIB	Others <sup>N1</sup>
Y-o-Y Growth	▼ 14%	▲ 49%	▲ 11%	▲ 15%	▼ >100%	▼ 5%

Retail	GIB
▲ 7%	▲ 13%

N1: Others refer to support center of RM228 million and other business segments of RM3 million

# Capital adequacy of Group and key banking subsidiaries remained strong

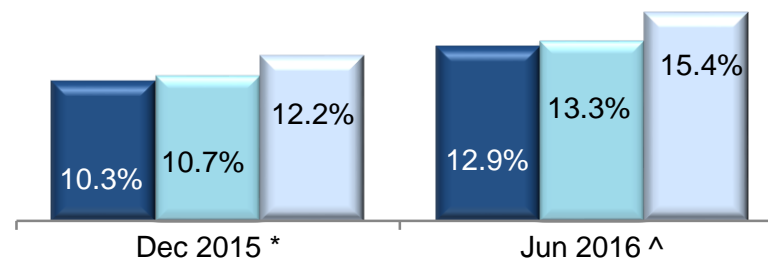
## RHB Bank Group



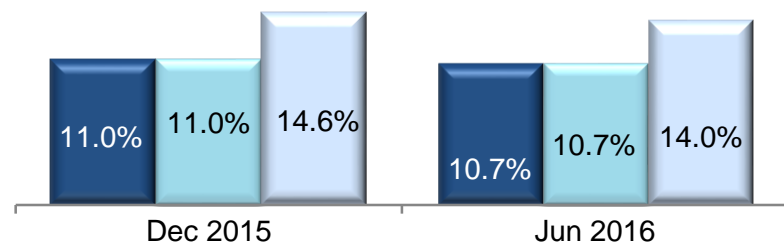
\* Ratios are after recapitalisation of FY2015 interim dividend

^ Ratios are after FY2016 proposed interim cash dividend

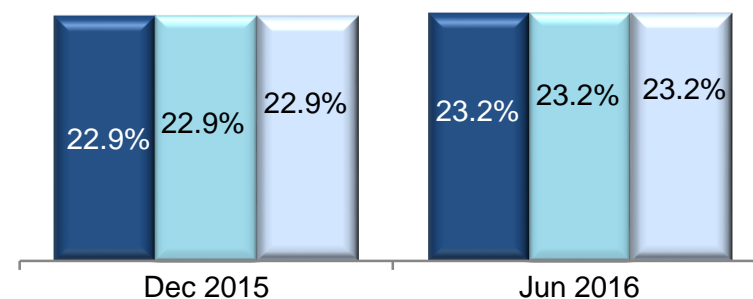
## RHB Bank



## RHB Islamic Bank



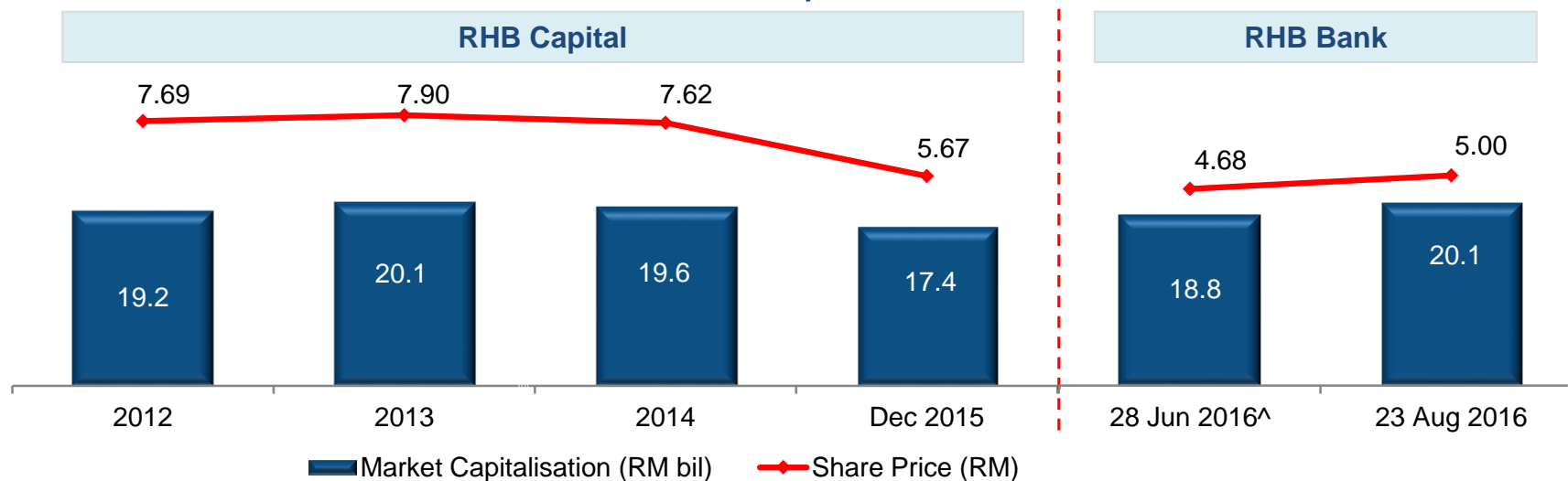
## RHB Investment Bank



■ CET 1 Capital    ■ Tier 1 Capital    ■ Total Capital

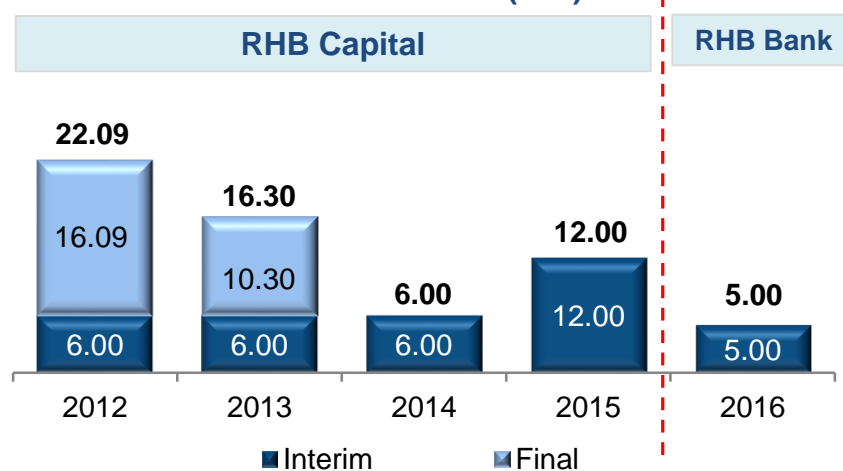
# Declared interim cash dividend of 5 sen per share

## Market Capitalisation



<sup>^</sup> Listing of RHB Bank shares at opening price of RM4.68

## Dividend Per Share (sen)



N1: Data based on RHB Capital Group

## Dividend Payout Ratio & DRP Rate

	RHB Capital				RHB Bank
	2012	2013	2014	2015	H1 2016
Dividend Payout Ratio	30%	23%	8%	24%	22%
Average DRP Conversion Rate	68%	72%	73%	Cash Dividend	
Effective Cash Payout	9%	6%	2%	24%	22%

DRP: Dividend Reinvestment Plan



# AGENDA

Executive Summary

H1 2016 Financial Results

Corporate and Strategy Update

Summary and Outlook

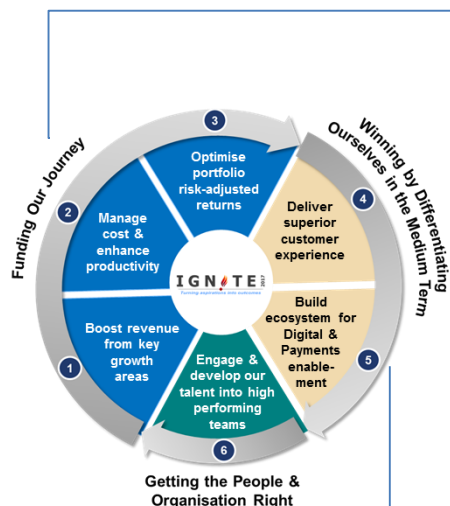


# We have made good progress across the 17 initiatives under IGNITE 2017

Retail Banking	<ul style="list-style-type: none"> <li>◆ Launched new RHB Premier banking value proposition</li> <li>◆ Launched new product bundling targeting Millennials</li> <li>◆ Residential property loans grew 7.4% vs. industry of 4.7% in 1H 2016</li> <li>◆ All branches are enabled with Easy capability</li> </ul>
Business and Transaction Banking	<ul style="list-style-type: none"> <li>◆ SME YTD loan growth of 6.1% vs. industry of 4.4%</li> <li>◆ SME market share improved to 8.81% in June 2016 from 8.68% in 2015</li> <li>◆ Improvement in asset quality indicators as a result of the establishment of dedicated field collectors in key regions</li> </ul>
Wholesale Banking	<ul style="list-style-type: none"> <li>◆ Increased product holding ratio for domestic top corporates to 4.01 in 1H 2016 from 3.37 in 2015 through refined client coverage model</li> <li>◆ Rationalised IB network leveraging on bank branches to enhance synergies – 5 IB branches have co-located with bank branches with another 10 in the pipeline</li> <li>◆ Relocation of staff from Plaza OSK to RHB Centre by Nov 2016, with cost savings of RM7.5 mil p.a from rental and lease line</li> </ul>
International and Singapore	<ul style="list-style-type: none"> <li>◆ Loan growth of 45.9% YOY for Cambodia, 75.8% for Thailand and for 90.8% for Laos</li> <li>◆ Singapore               <ul style="list-style-type: none"> <li>– Total income growth of 9.9% YOY in June 2016</li> <li>– Loans growth of 3.3% YTD vs. industry of -2.6%</li> <li>– Deposit growth of 10.5% YTD vs. industry of 2.3%</li> <li>– Closure of BDC Singapore in Jul 2016 and relocation of Shared Services Office to Changi Business Centre by end Sep 2016</li> </ul> </li> </ul>
Tactical cost savings	<ul style="list-style-type: none"> <li>◆ CIR reduction from 56.3%<sup>1</sup> in 2015 to 49.5% in 1H 2016</li> </ul>
Digital & payments	<ul style="list-style-type: none"> <li>◆ 67% of existing RHB Now users have downloaded the new RHB Mobile Banking App               <ul style="list-style-type: none"> <li>– 61,821 new users</li> <li>– 201,061 existing users</li> </ul> </li> </ul>

1. Normalised excluding CTS expenses

# We will continue to execute our strategies anchoring on the 3 key themes



1

## Affluent segment strategy

- Launched Affluent mobile App in Q4 2016

2

## Mass Affluent

- Online account opening bundled with incentives to enhance transactions/payments

3

## SME growth strategy

- Deepen share of wallet to improve segment profitability
- Build Financial Supply Chain community through partnership

4

## Tactical cost savings

- Reduce cost through strategic sourcing in 3 key areas – Administrative expenses, Property management expenses and IT-related procurement

5

## Optimising network synergies

- Full optimisation of EASY outlets and 'EASY-nisation' exercise
- Group network planning to rationalise footprint

6

## Wholesale

- Establish key client regional account planning to better serve needs of clients
- Enhance RHB Tradesmart online trading platform to link to CASA account

7

## Enhance customer experience

- Improve customer experience across all touch points – branches, call centres and internet banking

8

## Digital banking

- Digital and payments across business segments

# AGENDA

Executive Summary

H1 2016 Financial Results

Corporate and Strategy Update

Summary and Outlook



# Economic Outlook

- ◆ H2 2016 will continue to be challenging as macro-economic uncertainties in most parts of the world will not spare Malaysia from the headwinds.
- ◆ Risks on external demands and softer consumer sentiments are expected to moderate Malaysia's GDP growth in 2016 to about 4.0% from 5.0% in 2015.
- ◆ Malaysian banking sector growth will remain modest, attributed to a deceleration in corporate loans growth and ongoing consolidation in the household loans segment.
- ◆ Softer financial and capital market, and rising pressure on liquidity and asset quality will also weigh on performance of banks.

## Concluding Remarks

- ◆ We recorded strong pre-provisioning operating profit, though impairment on a corporate bond affected bottom line
- ◆ Improvement in normalised profit reflects depth and quality of the RHB franchise and positive outcome of our reframed strategy of focusing on performance. We will stay on course in executing initiatives under the IGNITE 2017 Transformation Programme.
- ◆ RHB Bank is now on a much firmer footing with stronger capitalisation, leaner organisation and greater efficiency.
- ◆ Asset quality is our top priority now and we remain vigilant on the macro environment and volatility in the market place.

# END

[www.rhbgroup.com](http://www.rhbgroup.com)

**INVESTOR RELATIONS CONTACT:**

Ms Yap Choi Foong  
Group Chief Financial Officer  
+(603) 9280 2489  
[cfyap@rhbgroupp.com](mailto:cfyap@rhbgroupp.com)



This material is prepared for general circulation. Any recommendation or view contained in this document does not have regard to the specific investment objectives, financial situation and the particular needs of any specific audience. The content furthermore is believed to be correct at the time of the issue of this document, and is not and should not be construed as an offer or a solicitation of any offer to buy or sell any securities. Nor does this document purport to contain all the information a prospective investor may require. Presentation and subsequent discussion may contain certain forward-looking statements with respect to the financial condition, results of operations and business of the Group. These forward-looking statements represent expectations or beliefs concerning future events and involve known and unknown risks and uncertainty that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

**TOGETHER WE PROGRESS**





# APPENDIX

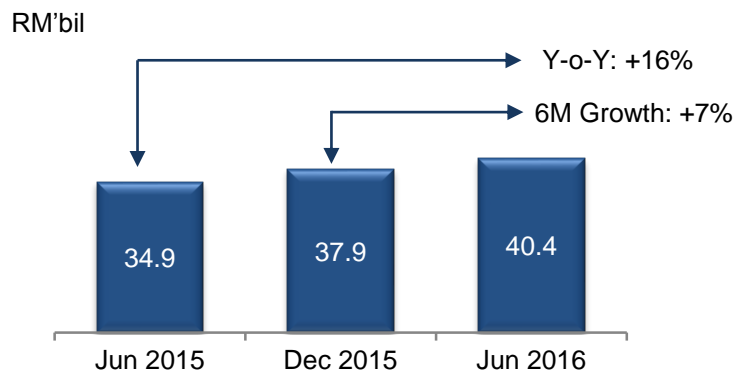
## Key Business Highlights



# Retail

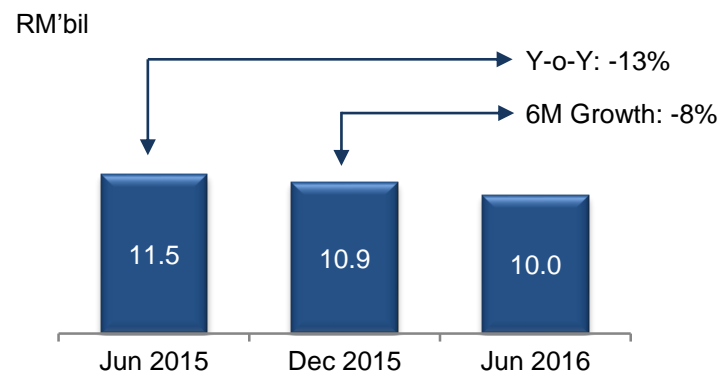
Continuous emphasising on return on risk adjusted capital and focused growth in targeted market segment

## Mortgage



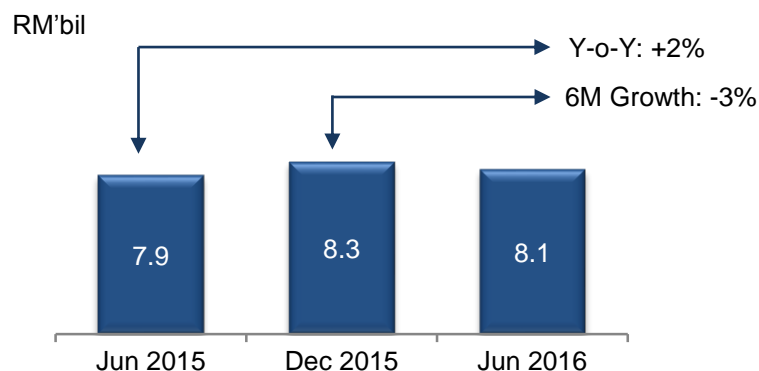
Market Share	8.0%	8.2%	8.4%
--------------	------	------	------

## Auto Finance



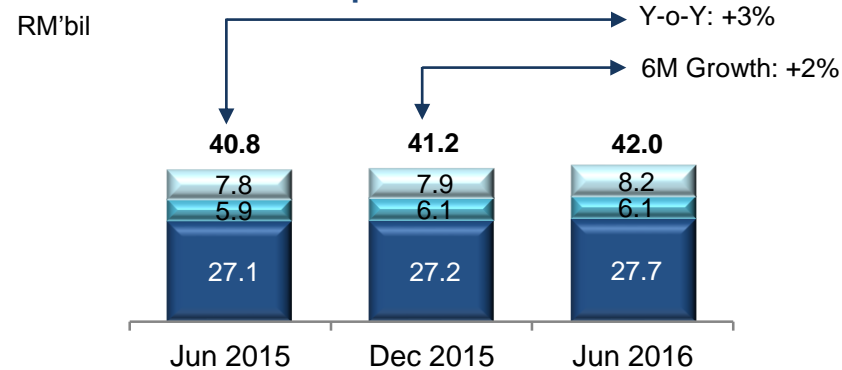
Market Share	6.8%	6.4%	5.9%
--------------	------	------	------

## Personal Use



Market Share	9.2%	9.5%	9.3%
--------------	------	------	------

## Deposits



Market Share	6.7%	6.7%	6.6%
--------------	------	------	------

■ Fixed Deposits ■ Demand Deposits ■ Savings Deposits

# CIB - Prominent market position, maintaining 1<sup>st</sup> position in M&A in both value and deal count

YTD June 2016	Ranking	Market Share	DCM	
Debt Capital Markets: - MYR sukuk	2	21.5%		<b>Tadamun Services Berhad</b> RM350 mil Wakalah Bi al-Istithmar Sukuk Offering <i>Joint Principal Adviser, Joint Lead Arranger &amp; Joint Lead Manager</i>
- Total MYR bonds (Conventional & Islamic bonds)	4	17.2%		<b>Chellam Plantations (Sabah) Sdn Bhd</b> RM300 mil sukuk issuance under RM300 mil Sukuk Murabahah Programme and RM300 mil Unrated Sukuk Murabahah Programme <i>Joint Principal Adviser, Joint Lead Arranger &amp; Joint Lead Manager</i>
Mergers & Acquisitions: - by value	1	27.7%		<b>ORIX Leasing Malaysia Berhad</b> RM100 mil issuance out of RM500 mil Medium Term Notes Programme <i>Sole Principal Adviser &amp; Sole Lead Manager</i>
- by deal count	1	11 deals		
Equity Capital Markets	4	11.1%		
M&A			ECM	
	<b>Malaysia Hengyuan International Limited</b> RM274 mil (USD66.3 mil) Acquisition of 51% stake in Shell Refining Company (Federation of Malaya) Berhad <i>Sole Principal Adviser</i>			<b>Salutica Berhad</b> RM310.4 mil ACE Market IPO <i>Sole Principal Adviser, Sole Sponsor, Sole Placement Agent &amp; Sole Underwriter</i>
	<b>AirAsia Berhad</b> RM1.01 bil New share issuance and placement <i>Joint Principal Adviser</i>			<b>Gadang Holdings Berhad</b> RM43.5 mil Private Placement <i>Sole Placement Agent</i>
	<b>Hwang Capital Malaysia (M) Berhad</b> RM232.13 mil Privatisation of Hwang Capital (M) Berhad <i>Adviser</i>			<b>Malaysian Resources Corporation Berhad</b> RM109.0 mil Private Placement <i>Sole Principal Adviser, Sole Placement Agent &amp; Sole Arranger</i>

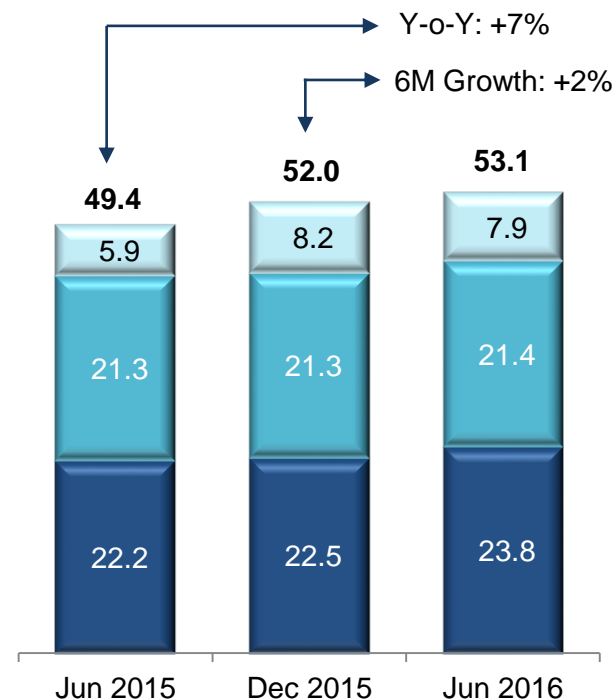
# Equities, Futures & Asset Management

Equities (by value)	YTD Jun 2016	
	Market Share	Ranking
Malaysia		
- By value	7.8%	5 <sup>th</sup>
- By volume	12.4%	3 <sup>rd</sup>
Singapore	3.6%	15 <sup>th</sup>
Hong Kong	0.1%	95 <sup>th</sup>
Indonesia	2.6%	14 <sup>th</sup>
Thailand	1.5%	28 <sup>th</sup>
Cambodia	7.9%	6 <sup>th</sup>

Futures (by volume)	YTD Jun 2016	
	Market Share	Ranking
Malaysia - FKLI	6.5%	6 <sup>th</sup>
Malaysia - FCPO	7.9%	3 <sup>rd</sup>
Thailand	4.3%	8 <sup>th</sup>
Hong Kong - HSIF	0.1%	69 <sup>th</sup>

RM'bil

## Asset Under Management



Domestic Retail Market Share	12.1%	12.3%	12.3%
------------------------------	-------	-------	-------

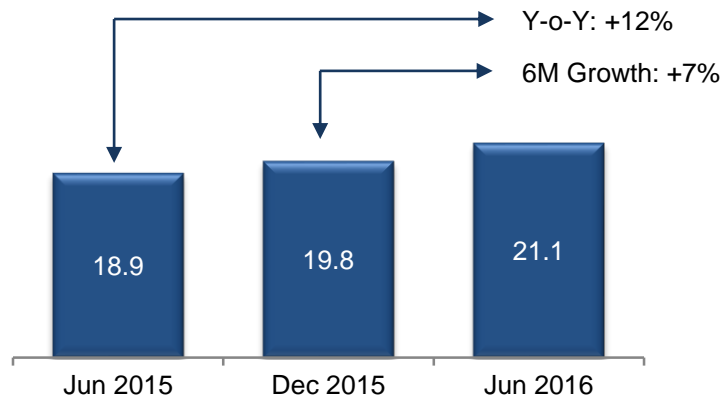
■ Retail ■ Wholesale ■ Overseas

# Business Banking and SME

Continued improvement in market share and asset quality

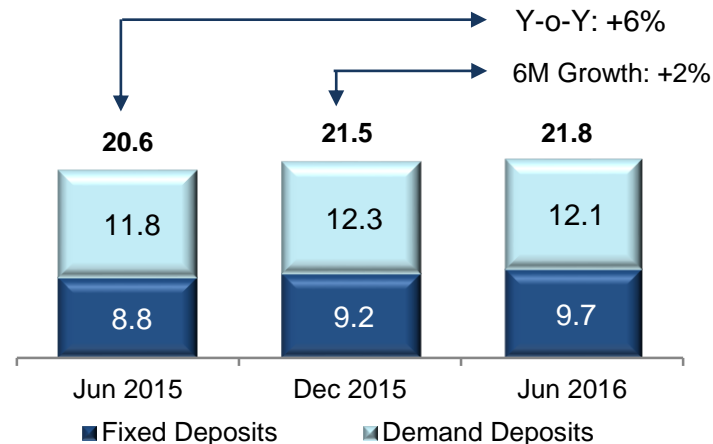
RM'bil

## Gross Loans

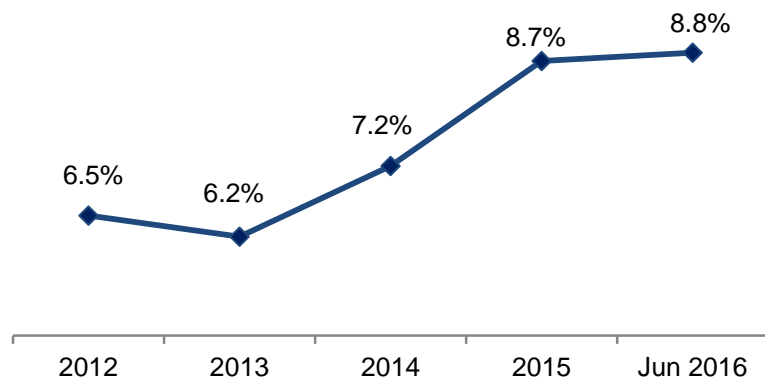


RM'bil

## Customer Deposits

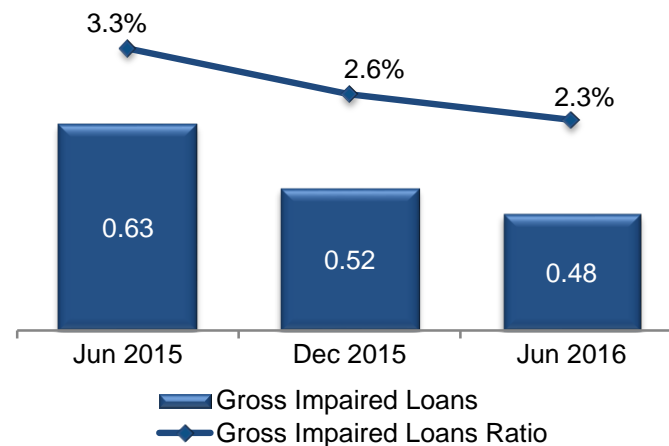


## SME Market Share



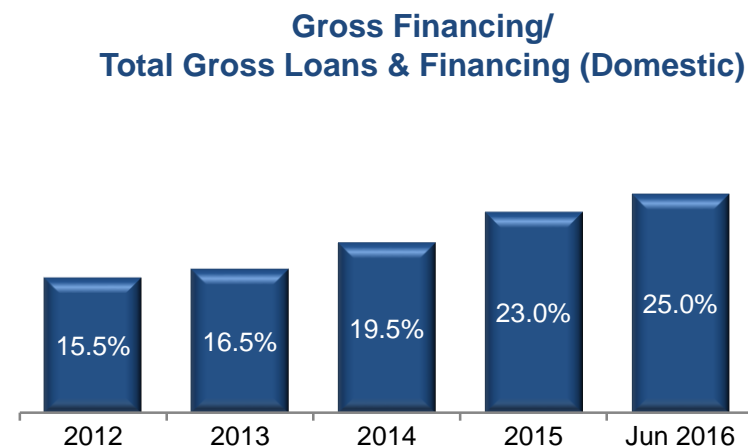
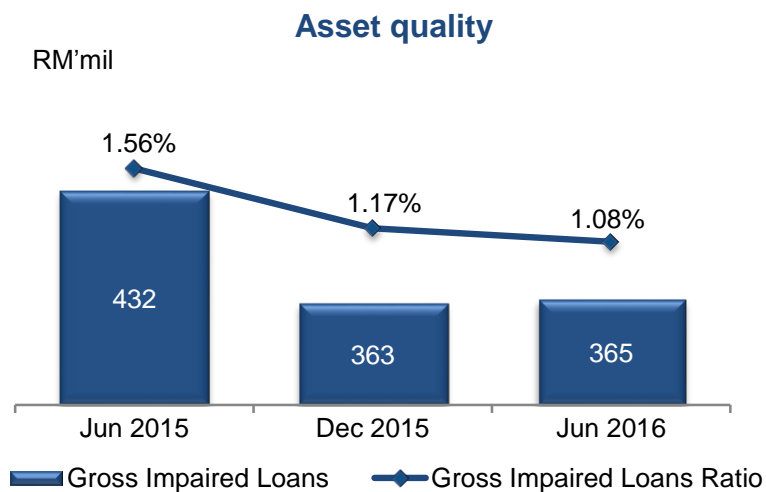
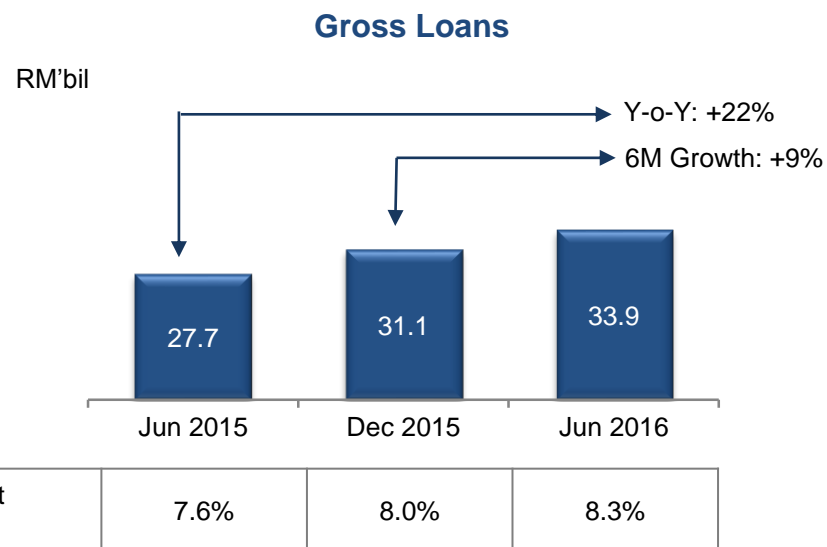
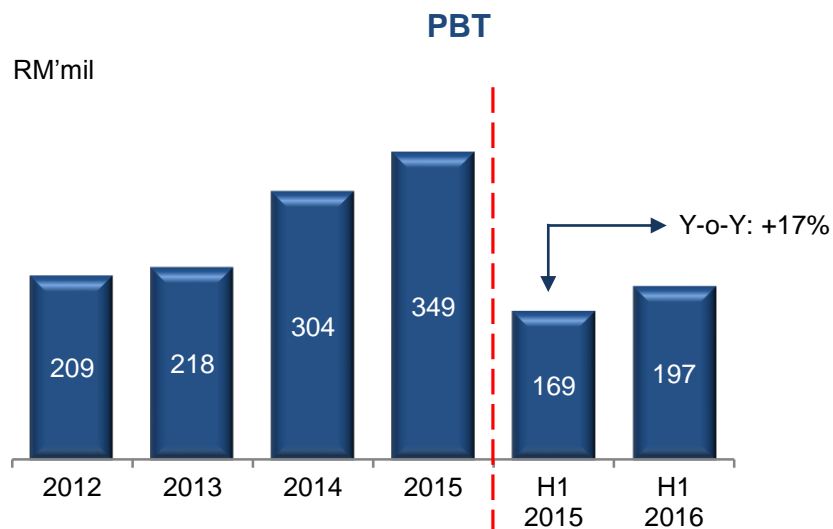
RM'bil

## Asset Quality



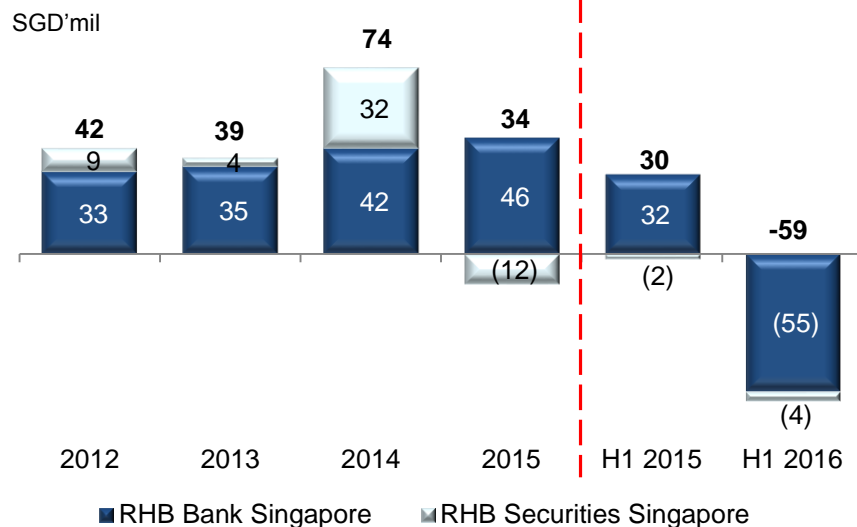
# Islamic Financial Performance

Strong performance with enhanced contribution to the Group and increasing market share

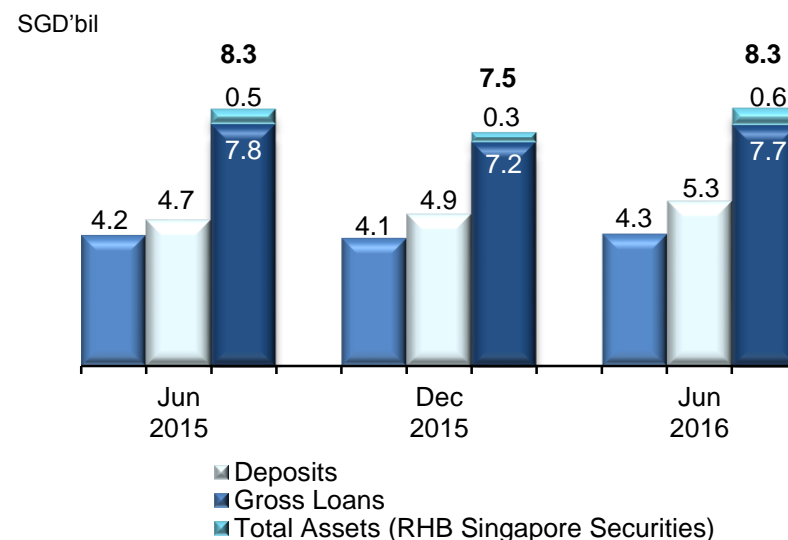


# RHB Singapore - Affected by one-off impairment on a corporate bond and a weaker capital and financial market

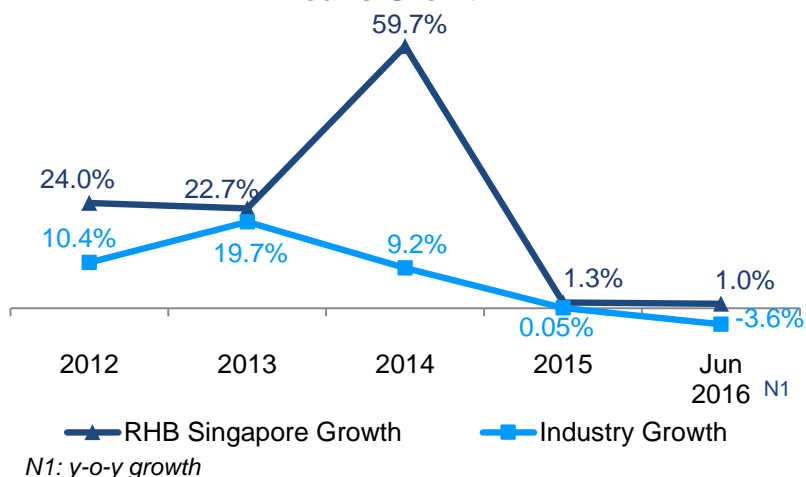
PBT



Loans, Deposits & Total Assets



Loans Growth



Deposits Growth

