

RHB BANK BERHAD

Analyst Presentation FY2020 Financial Results

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Agenda

1. Executive Summary
2. FY2020 Financial Results
3. Strategy Update
4. Summary and Outlook



Executive Summary

Profitability

Year-on-year

- **Total income** up by 1.8% to RM7,185.7 million, supported by growth in net fund based and non-fund based income, negated by impact of modification loss (ML). Net fund based income was also affected by 125 bps OPR cuts. Excluding both ML of RM418.0 million and unwinding of ML of RM170.2 million (collectively 'net ML impact'), total income grew 5.3% to RM7,433.5 million
- **Operating expenses** was relatively constant at RM3,386.7 million from continued discipline in cost management. Cost-to-income ratio (CIR) at 47.1%. Normalised for the net ML impact, CIR was 45.6% (FY2019: 48.0%)
- **Operating profit before allowances** recorded an increase of 3.5% to RM3,799.0 million
- **Allowances for ECL** increased by 315.2% Y-o-Y to RM1,145.1 million which had incorporated amounts set aside for potential COVID-19 impact and macroeconomic forward looking adjustments. Credit cost was at 0.58% (FY2019: 0.18%)
- **Net profit** of RM2,032.5 million (-18.1% Y-o-Y). Normalised for the net ML impact, gain on disposal of RHB Securities Singapore of RM55.0 million and loss from discontinued operation of RM20.4 million, Group's net profit was RM2,186.2 million (-13.5% Y-o-Y)
- **ROE** at 7.7%. On a normalised basis, ROE at 8.3% (FY2019: 10.3%)

Assets and Liabilities

- **Gross loans and financing** grew 5.6% Y-o-Y to RM186.1 billion. Loans growth backed primarily by mortgage, auto finance, SME and Singapore. Domestic loans expanded 4.5% Y-o-Y, exceeding industry growth
- **Total customer deposits** rose 6.8% Y-o-Y to RM203.5 billion supported by growth in CASA and fixed deposits. CASA composition stood at 30.9% (25.7% in December 2019; 31.3% in September 2020)
- **Gross impaired loans (GIL)** ratio was at 1.71% against 1.97% in December 2019 and 1.69% in September 2020
- **LLC excluding regulatory reserve** stood at 119.7% (FY2019: 85.7%)

Capital and Liquidity

- **Strong capital and liquidity position**
 - Group CET 1 ratio at 16.2% (FY2019: 16.3%) and total capital ratio at 18.4% (FY2019: 18.6%)
 - Bank entity CET 1 ratio at 14.6% (FY2019: 14.3%) and total capital ratio at 16.9% (FY2019: 16.5%)
 - Healthy liquidity coverage ratio of 146.9% as of December 2020 (FY2019: 152.7%)

Dividend

- **Continue to reward shareholders**
 - Proposed a final dividend of 7.65 sen per share
 - Dividend Reinvestment Plan (DRP) will be applied to the final dividend; subject to shareholders' approval at the Annual General Meeting
 - Together with the interim dividend, full year 2020 dividend amounts to 17.65 sen per share with payout ratio of 34.8%

Corporate Developments

- **Disposal of RHB Securities Singapore** – completed in September 2020
- **ESG** - Green Financing Commitment: RM3.1 billion extended as at end-December 2020 (Target: RM5 billion by 2025)
- **MSCI ESG Ratings** – “AA” rating maintained
- **Putra Brand Awards 2020** – Gold winner for Banking, Investment & Insurance category

Top Level Indicators	Target FY2020	Actual FY2020
ROE	≥8.0%	7.7% [8.3%] ^{N1}
Loans Growth	2%-3%	5.6%
CASA Growth	5%-6%	28.3%
Gross Impaired Loans Ratio	<1.95%	1.71%
Cost-to-Income Ratio	<48.9%	47.1% ^{N2} [45.6%] ^{N1}

















N1 Based on continuing operations and excluding net ML impact

N2 Based on continuing operations



FY2020 Financial Results

Profit impacted mainly by higher ECL and net modification loss despite income growth; Higher credit charge ratio from provisions for potential COVID-19 effects

Financial Position		Financial Results		Key Financial Ratios	
Total Assets  +5.3% Dec 2020: RM271.1 bil Dec 2019: RM257.6 bil	Gross Loan  +5.6% Dec 2020: RM186.1 bil Dec 2019: RM176.2 bil	Total Income  +1.8% 2020: RM7.19 bil 2019: RM7.06 bil	Operating Profit Before Allowances  +3.5% 2020: RM3.80 bil 2019: RM3.67 bil	Return on Equity  -2.6% 2020: 7.7% 2019: 10.3%	Non-Fund Based/ Total Income  +2.7% 2020: 32.5% 2019: 29.8%
Customer Deposits  +6.8% Dec 2020: RM203.5 bil Dec 2019: RM190.6 bil	CASA  +28.3% Dec 2020: RM62.8 bil Dec 2019: RM48.9 bil	Profit Before Tax  -22.1% 2020: RM2.64 bil 2019: RM3.39 bil	Net Profit to Shareholders  -18.1% 2020: RM2.03 bil 2019: RM2.48 bil	Cost-to-Income Ratio  -0.9% 2020: 47.1% 2019: 48.0%	Gross Impaired Loans Ratio  -0.26% Dec 2020: 1.71% Dec 2019: 1.97%
Shareholders' Equity  +4.8% Dec 2020: RM27.0 bil Dec 2019: RM25.8 bil	Net Assets Per Share  +4.8% Dec 2020: RM6.74 Dec 2019: RM6.43			Credit Charge Ratio  +0.40% 2020: 0.58% 2019: 0.18%	Loan Loss Coverage Ratio ^{N1}  +34.0% Dec 2020: 119.7% Dec 2019: 85.7%

N1 excluding regulatory reserve

Q4 profit from continuing operations declined Q-o-Q and Y-o-Y due to higher ECL despite growth in total income

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RM' mil	Q4 2019	Q3 2020	Q4 2020	Q-o-Q	Y-o-Y	FY2019	FY2020	Y-o-Y
Total Net Fund Based Income (A)	1,285.1	1,239.5	1,531.5	23.6%	19.2%	4,957.3	5,267.6	6.3%
of which : Unwinding of Modification Loss	-	-	170.2	-	-	-	170.2	-
Total Non-Fund Based Income (B)	548.3	590.7	562.1	-4.8%	2.5%	2,100.2	2,336.1	11.2%
Net Modification Loss (C)	-	-	-25.6	-	-	-	-418.0	-
Total Income (A+B+C)	1,833.4	1,830.1	2,068.0	13.0%	12.8%	7,057.5	7,185.7	1.8%
Operating Expenses	-900.0	-853.7	-889.4	4.2%	-1.2%	-3,387.3	-3,386.7	0.0%
Operating Profit Before Allowances	933.4	976.4	1,178.6	20.7%	26.3%	3,670.2	3,799.0	3.5%
Allowance for Credit Losses on Financial Assets	-67.8	-186.5	-604.4	>100%	>100%	-275.8	-1,145.1	>100%
Impairment Losses Made on Other Non-Financial Assets	-	-	-	-	-	-	-9.5	-
Profit Before Taxation	865.6	789.9	574.2	-27.3%	-33.7%	3,394.3	2,644.4	-22.1%
Profit from Continuing Operations	636.5	575.8	439.3	-23.7%	-31.0%	2,532.0	2,004.5	-20.8%
Profit / (Loss) from Discontinued Operation:								
Gain on Disposal of a Subsidiary	-	55.0	-	-	-	-	55.0	-
Net Operating Loss After Tax	-13.7	-6.8	-	-	-	-44.2	-20.4	-54.0%
Net Profit for the Financial Period	622.8	624.0	439.3	-29.6%	-29.5%	2,487.8	2,039.2	-18.0%
Net Profit Attributable to Equity Holders	621.0	622.2	438.6	-29.5%	-29.4%	2,482.4	2,032.5	-18.1%
Earnings Per Share (sen)	15.5	15.5	10.9	-29.5%	-29.4%	61.9	50.7	-18.1%

2019 income statements restated for continuing operations

Resilient FY2020 underlying performance, supported by growth in fund based and non-fund based income as well as tightly managed OPEX but affected by higher ECL

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RM' mil	Q4 2019	Q3 2020	Q4 2020	Q-o-Q	Y-o-Y	FY2019	FY2020	Y-o-Y
Total Income (A)	1,833.4	1,830.1	2,068.0	13.0%	12.8%	7,057.5	7,185.7	1.8%
Less: Unwinding of Modification Loss (B)	-	-	-170.2	-	-	-	-170.2	-
Add back: Net Modification Loss (C)	-	-	25.6	-	-	-	418.0	-
Normalised Total Income (A+B+C)	1,833.4	1,830.1	1,923.4	5.1%	4.9%	7,057.5	7,433.5	5.3%
Operating Expenses	-900.0	-853.7	-889.4	4.2%	-1.2%	-3,387.3	-3,386.7	0.0%
Operating Profit Before Allowances	933.4	976.4	1,178.6	20.7%	26.3%	3,670.2	3,799.0	3.5%
Normalised Op. Profit Before Allowances	933.4	976.4	1,034.0	5.9%	10.8%	3,670.2	4,046.8	10.3%
Allowance for Credit Losses on Financial Assets	-67.8	-186.5	-604.4	>100%	>100%	-275.8	-1,145.1	>100%
Impairment Losses Made on Other Non-Financial Assets	-	-	-	-	-	-	-9.5	-
Profit Before Taxation	865.6	789.9	574.2	-27.3%	-33.7%	3,394.3	2,644.4	-22.1%
Normalised Profit Before Taxation	865.6	789.9	429.6	-45.6%	-50.4%	3,394.3	2,892.2	-14.8%
Net Profit	621.0	622.2	438.6	-29.5%	-29.4%	2,482.4	2,032.5	-18.1%
Normalised Net Profit *	634.7	574.1	328.7	-42.7%	-48.2%	2,526.7	2,186.2	-13.5%
Cost-to-Income Ratio						48.0%	47.1%	-0.9%
Normalised Cost-to-Income Ratio							45.6%	-2.4%
ROE						10.3%	7.7%	-2.6%
Normalised ROE							8.3%	-2.0%

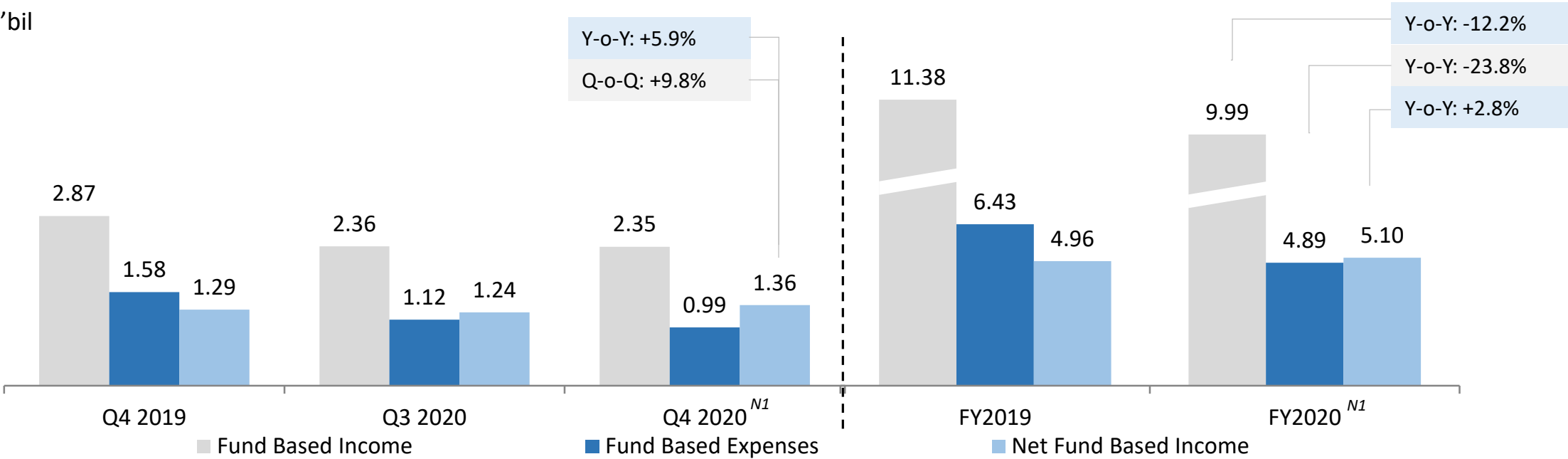
* Excluding net ML impact, gain on disposal of RHB Securities Singapore and net operating loss from discontinued operation



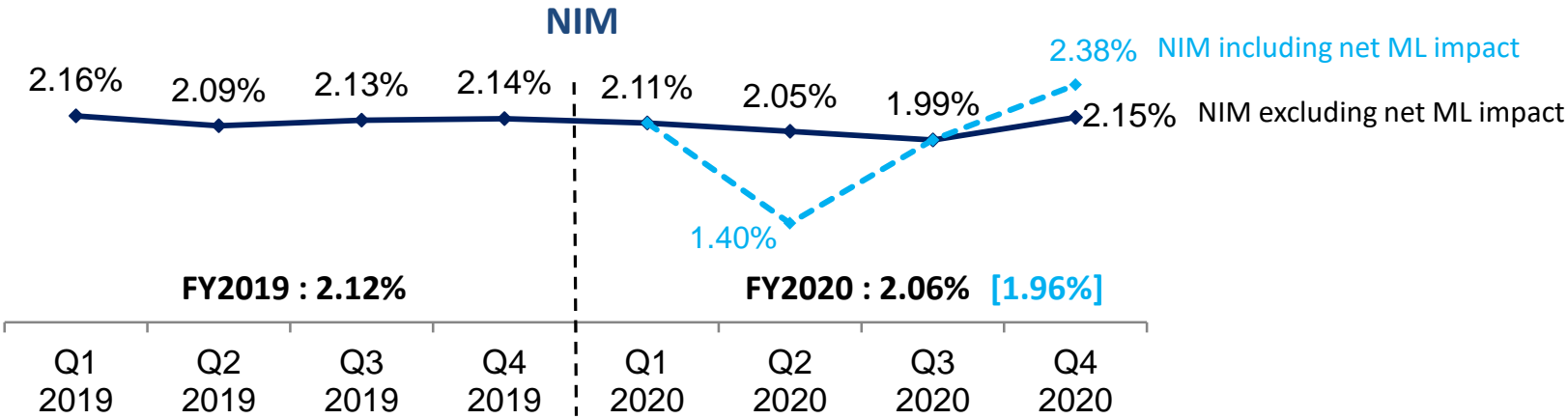
FY2020 net fund based income grew 2.8% Y-o-Y mainly due to proactive funding cost management; NIM dropped 6 bps Y-o-Y to 2.06% in FY2020

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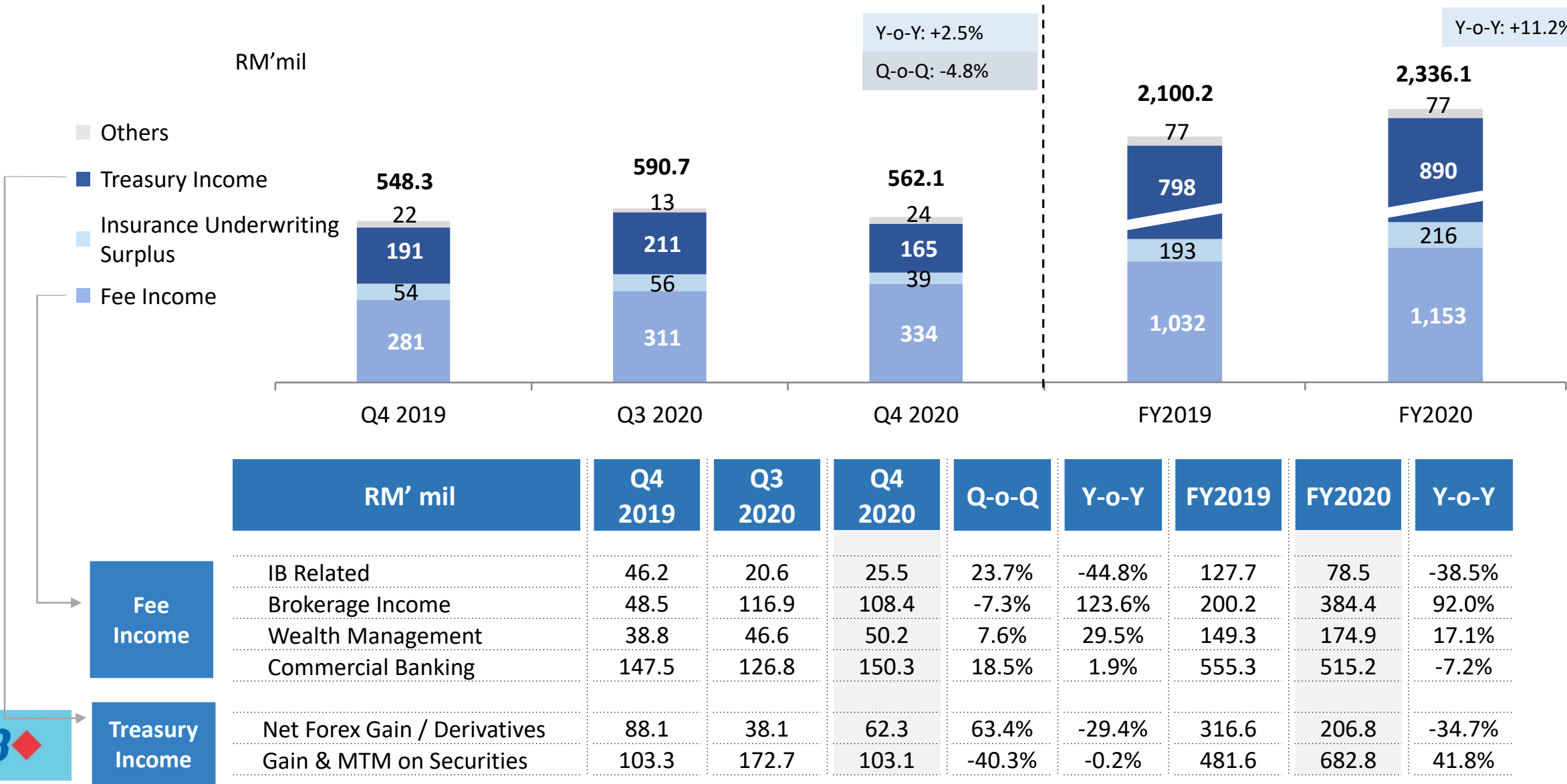
RM'bil



N1 Excluding net ML impact



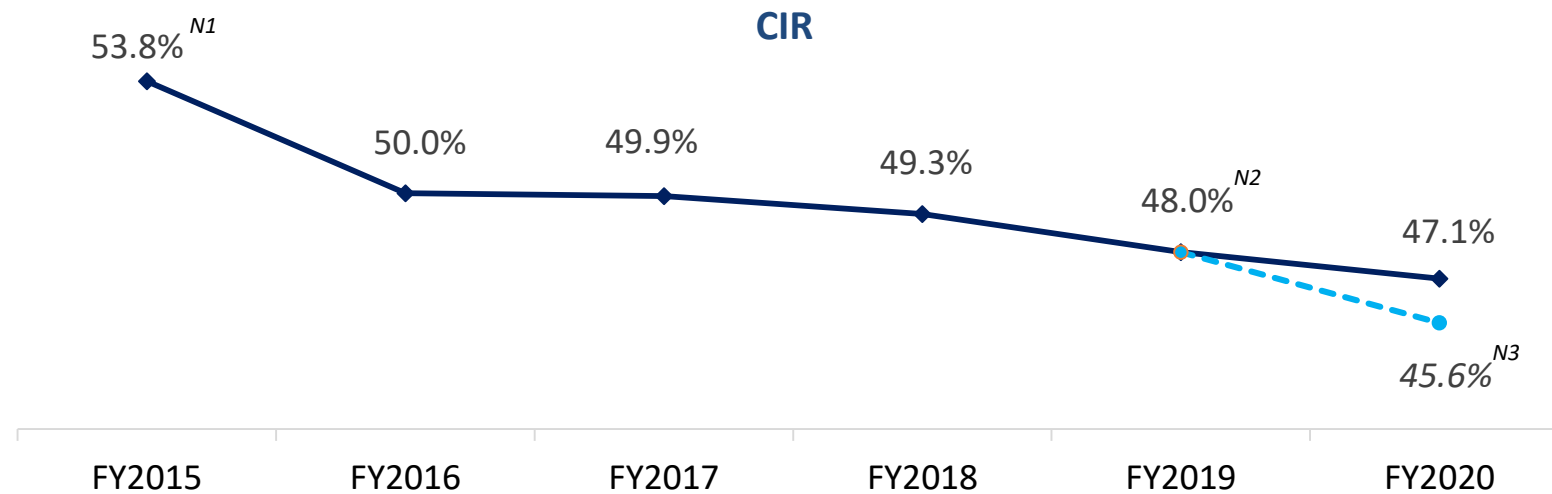
Non-fund based income grew 11.2% Y-o-Y mainly due to higher investment and trading income, insurance underwriting surplus, brokerage income and wealth management fees



Operating expenses relatively flat on the back of disciplined cost management; Excluding net ML impact, CIR further improved to 45.6%

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RM' mil	Q4 2019	Q3 2020	Q4 2020	Q-o-Q	Y-o-Y	FY2019	FY2020	Y-o-Y
Personnel Costs	515.1	529.9	499.8	-5.7%	-3.0%	2,013.1	2,041.6	1.4%
Establishment Costs	197.2	180.8	196.1	8.4%	-0.6%	757.5	747.5	-1.3%
of which: IT Expenses	62.2	67.6	74.9	10.8%	20.4%	250.1	271.9	8.8%
Marketing Expenses	69.3	57.1	84.9	48.9%	22.5%	250.6	240.2	-4.1%
Administration & General Expenses	118.4	86.0	108.5	26.2%	-8.3%	366.2	357.5	-2.4%
Total	900.0	853.7	889.4	4.2%	-1.2%	3,387.3	3,386.7	-0.02%
CIR (%)	49.1	46.6	43.0			48.0	47.1	



N1 Excluding Career Transition Scheme (CTS) expenses of RM308.8 million

N2 Restated for continuing operations

N3 Excluding net ML impact

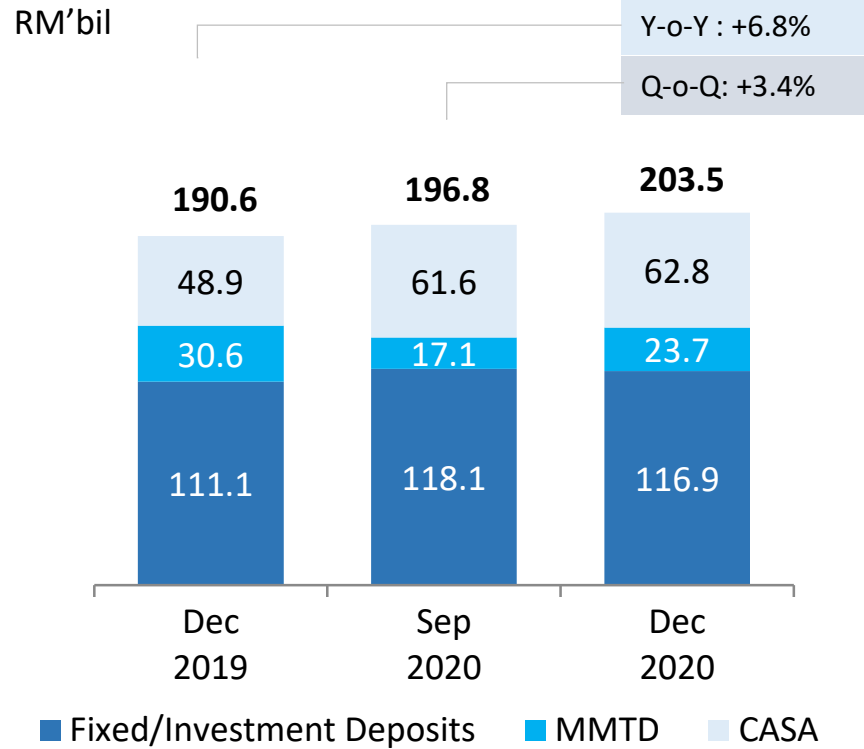
**Loans grew 5.6% Y-o-Y led mainly by mortgage, auto finance, SME and Singapore;
Domestic loans grew 4.5% Y-o-Y, exceeding industry growth**

RM'mil	Dec 2019	Sep 2020	Dec 2020	Q-o-Q	Y-o-Y	Dec 2019 %	Dec 2020 %
GROUP RETAIL BANKING	90,079	93,512	94,973	1.6%	5.4%	51	51
Mortgage	58,585	61,993	63,083	1.8%	7.7%	33	34
Commercial Property Financing	4,769	4,719	4,673	-1.0%	-2.0%	3	3
Securities	8,115	7,983	7,996	0.2%	-1.5%	5	4
Auto Finance	8,338	8,689	8,952	3.0%	7.4%	5	5
Unsecured Business	9,359	9,349	9,515	1.8%	1.7%	5	5
Others	913	779	754	-3.2%	-17.4%	0	0
GROUP BUSINESS BANKING	25,884	28,088	28,819	2.6%	11.3%	15	15
SME	19,863	21,725	22,229	2.3%	11.9%	12	12
Commercial	6,021	6,363	6,590	3.6%	9.5%	3	3
GROUP WHOLESALE BANKING	42,960	41,621	42,305	1.6%	-1.5%	24	23
TOTAL RHB DOMESTIC	158,923	163,221	166,097	1.8%	4.5%	90	89
OVERSEAS OPERATIONS	17,252	19,200	20,017	4.3%	16.0%	10	11
Singapore	12,828	14,931	15,568	4.3%	21.4%	7	8
Others	4,424	4,269	4,449	4.2%	0.6%	3	3
TOTAL RHB GROUP	176,175	182,421	186,114	2.0%	5.6%	100	100

Total deposits grew 6.8% Y-o-Y mainly attributed to growth in CASA and FD; CASA ratio improved Y-o-Y to 30.9%

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Customer Deposits



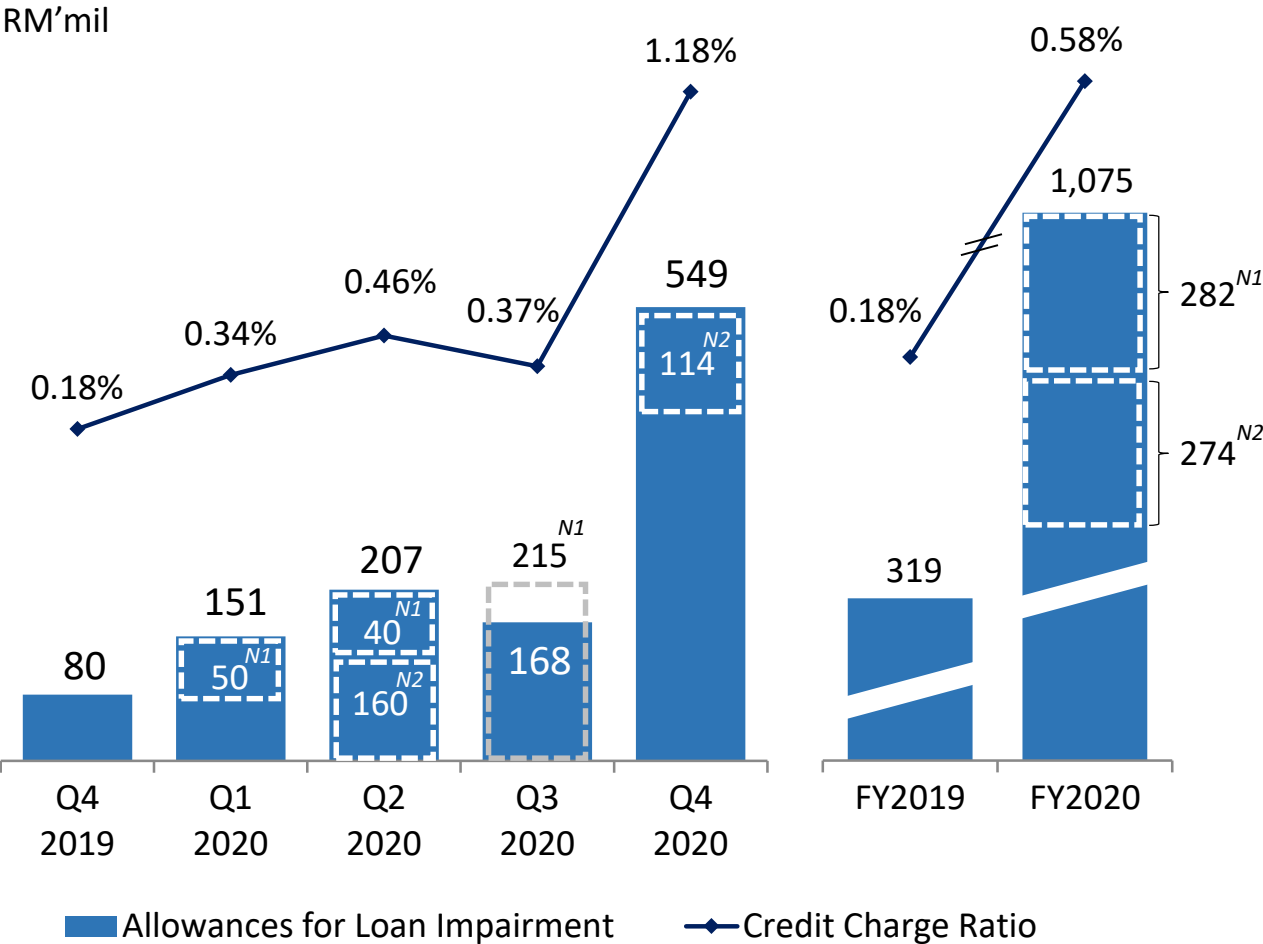
LDR	92.5%	92.7%	91.5%
LCR	152.7%	142.8%	146.9%

CASA by Segment

RM'bil	Dec 2019	Sep 2020	Dec 2020	Q-o-Q	Y-o-Y
Retail Banking	16.9	20.3	20.7	2.1%	22.9%
Business Banking	14.2	16.4	17.1	4.3%	20.4%
Wholesale Banking	9.3	13.5	12.7	-5.8%	36.9%
Total RHB Domestic	40.3	50.1	50.5	0.7%	25.2%
Overseas	8.6	11.4	12.3	7.5%	42.6%
Total RHB Group	48.9	61.6	62.8	1.9%	28.3%

CASA Ratio	25.7%	31.3%	30.9%
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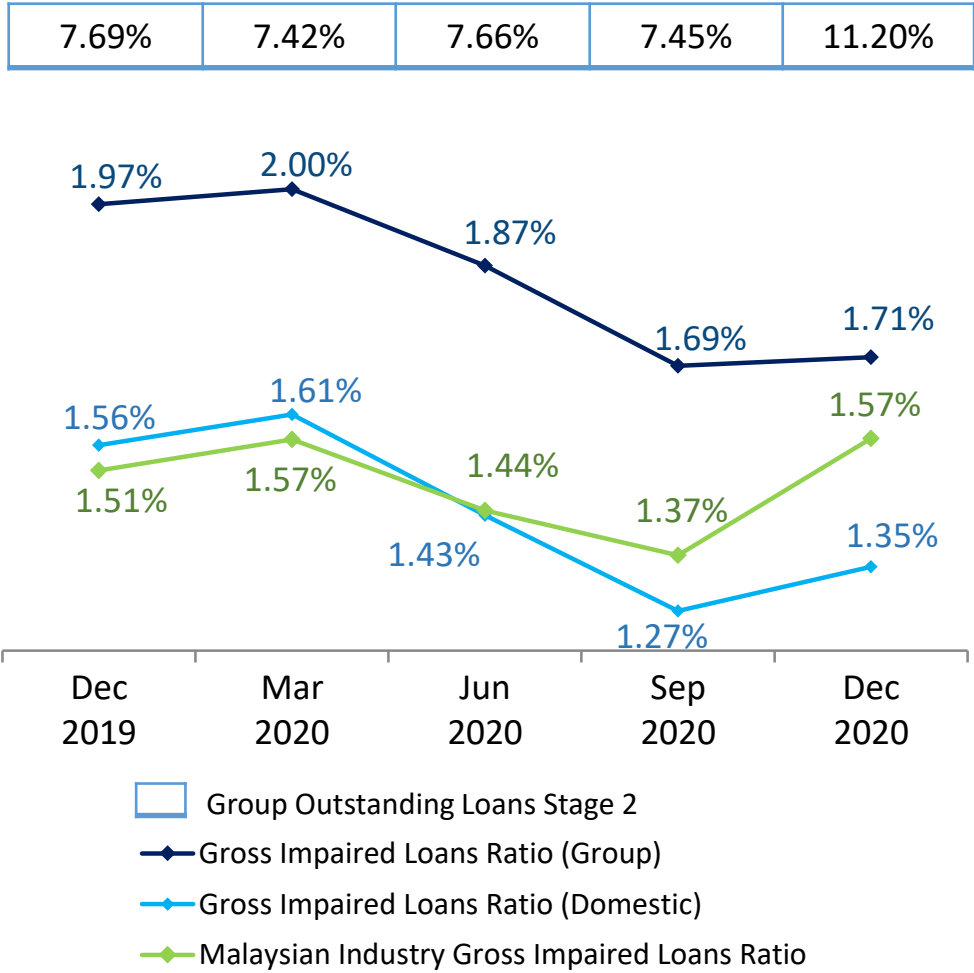
Allowances for Loan Impairment



N1: An additional ECL set aside for COVID-19 effects
N2: Adjustments made for macroeconomic factors

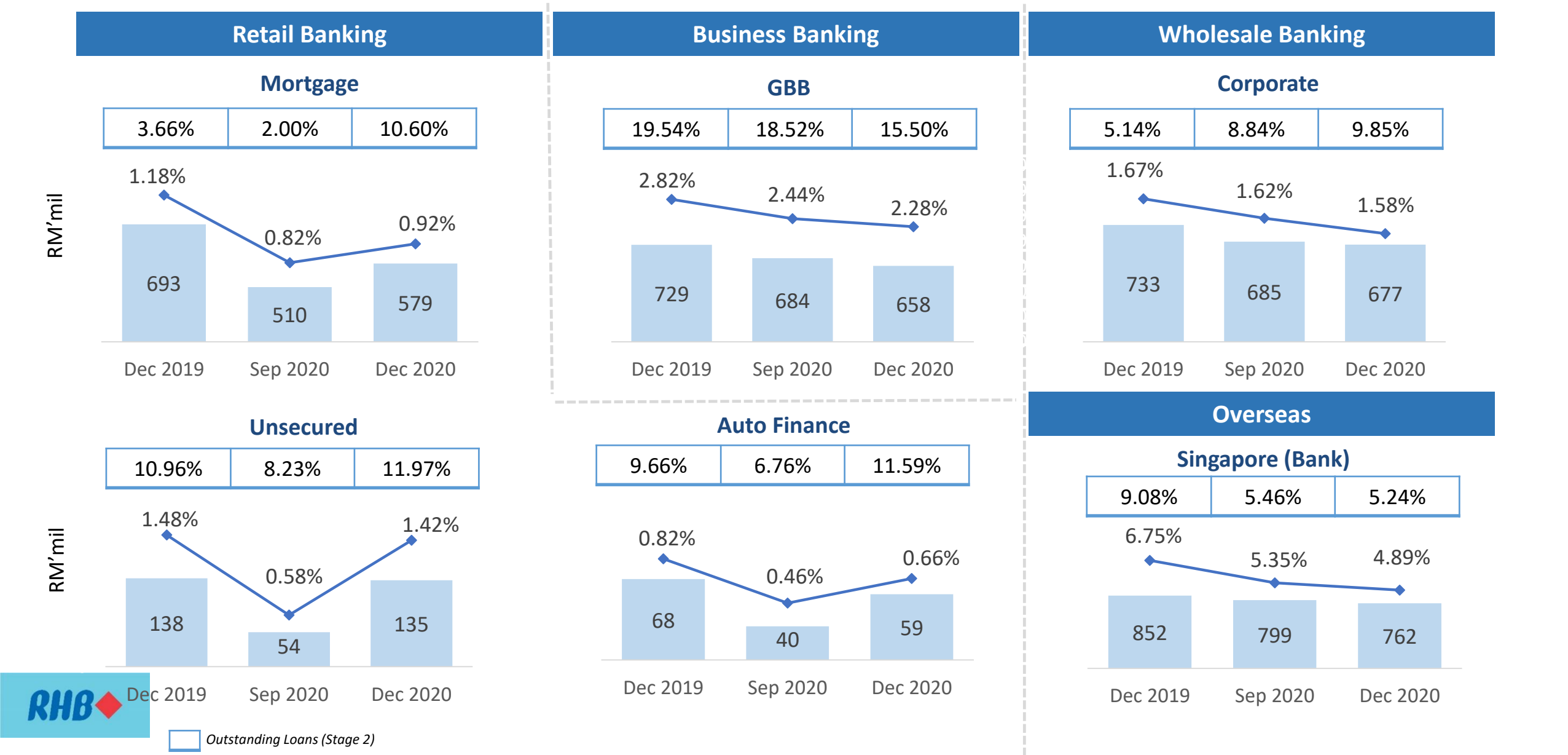


Gross Impaired Loans

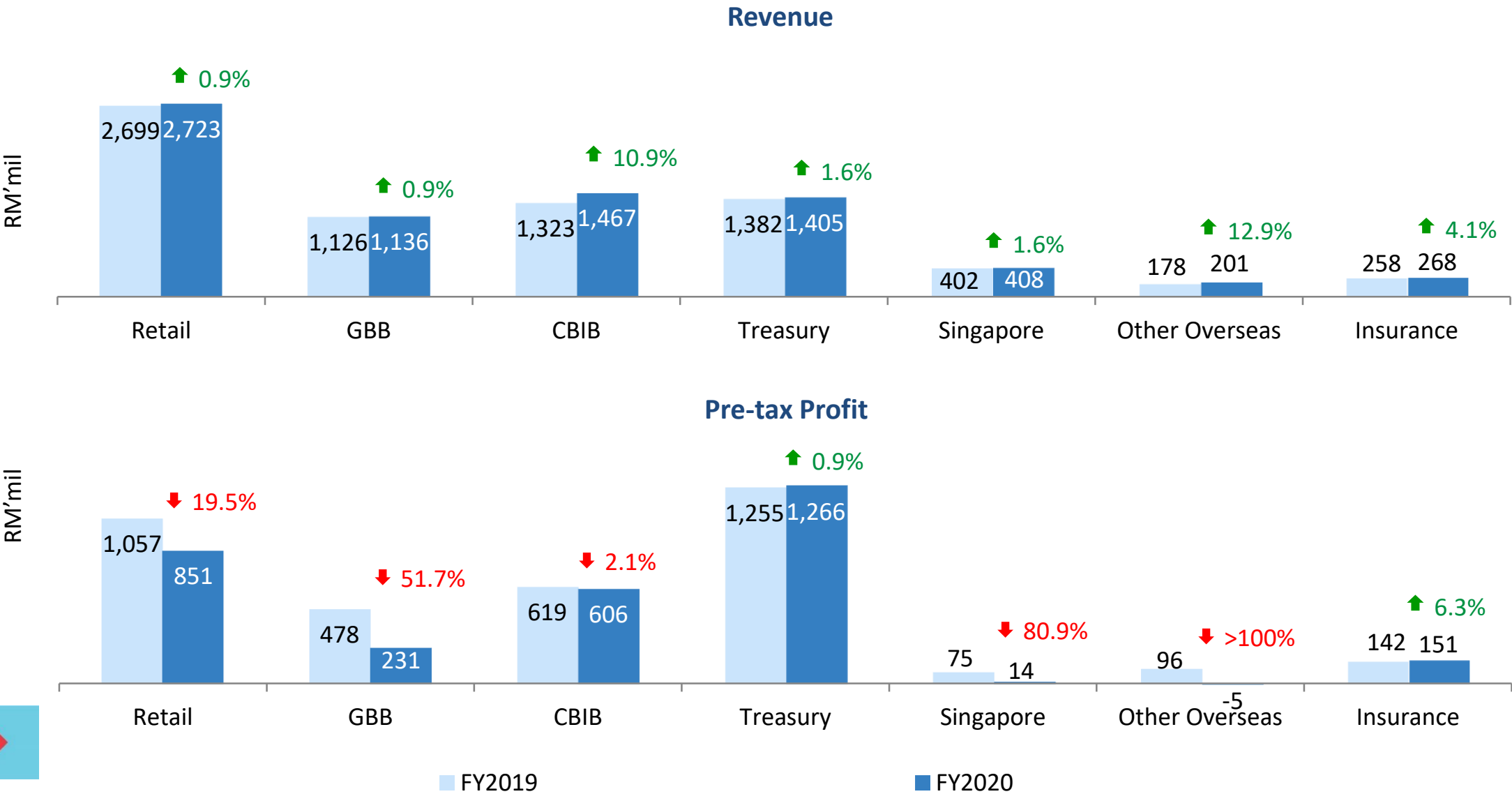


LLC ^{N3}	85.7%	87.3%	94.3%	108.3%	119.7%
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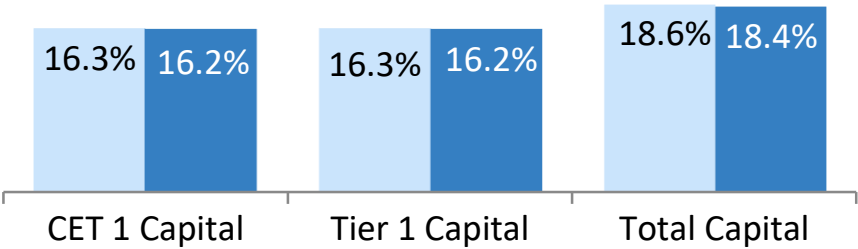
N3: Excluding 1.0% regulatory reserve



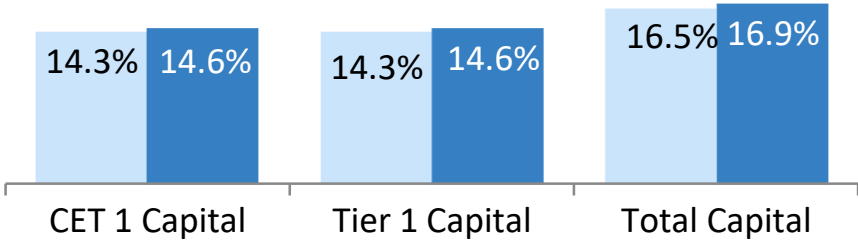
Profit declined in most business segments – Retail, Business Banking, CBIB & Overseas Operations from higher ECL; Treasury profit up marginally on higher trading & investment income



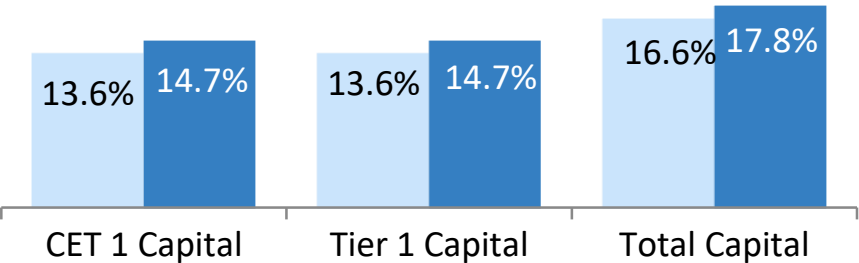
RHB Bank Group



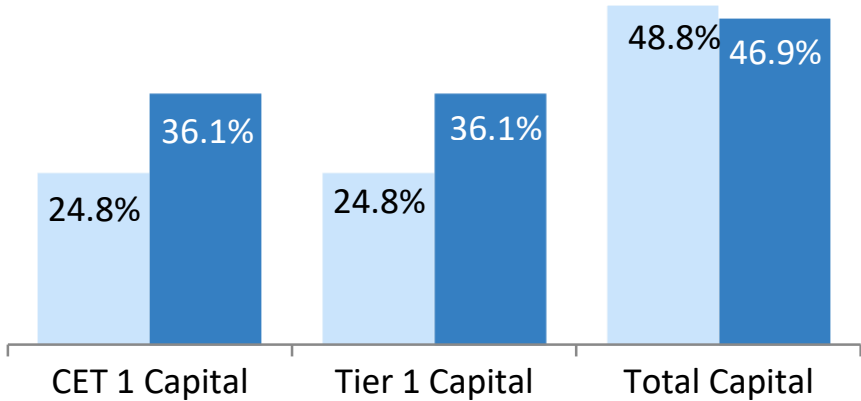
RHB Bank



RHB Islamic Bank

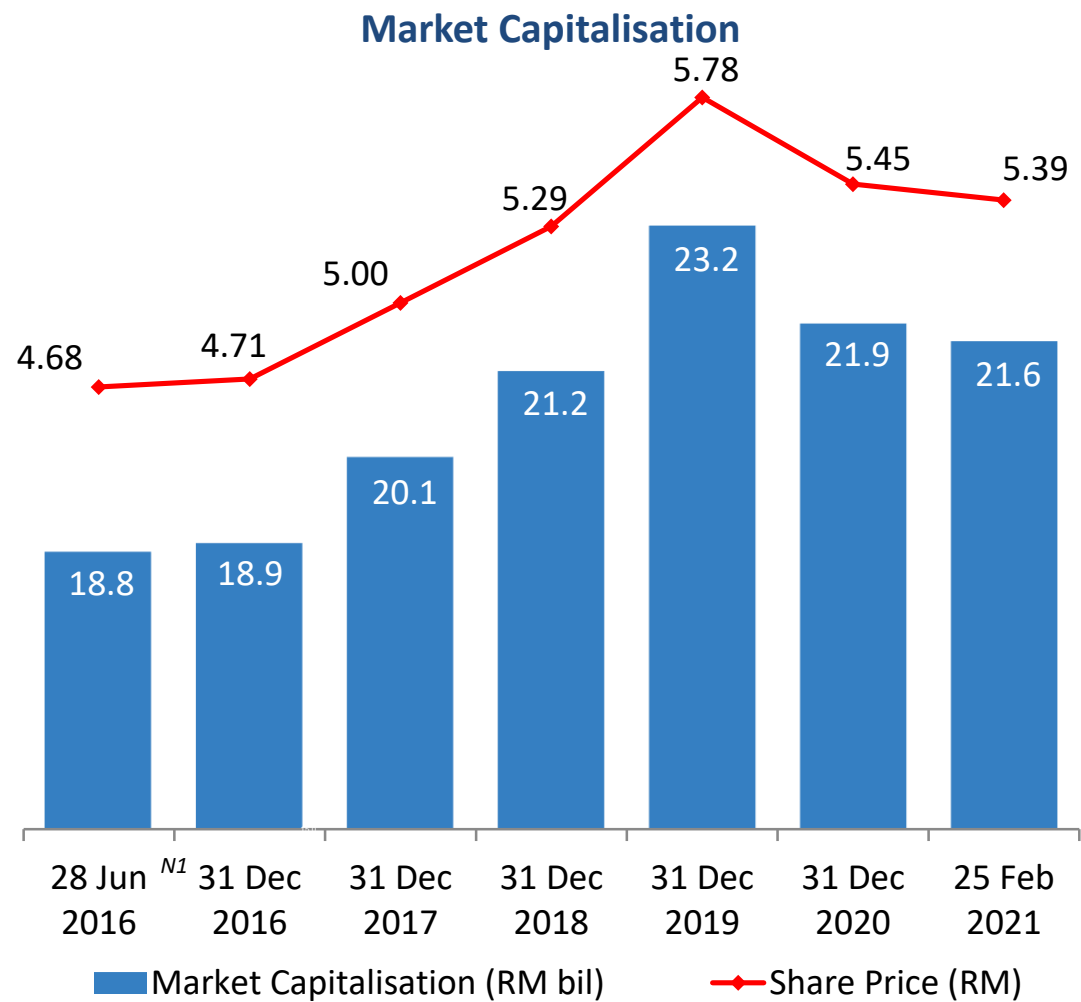


RHB Investment Bank

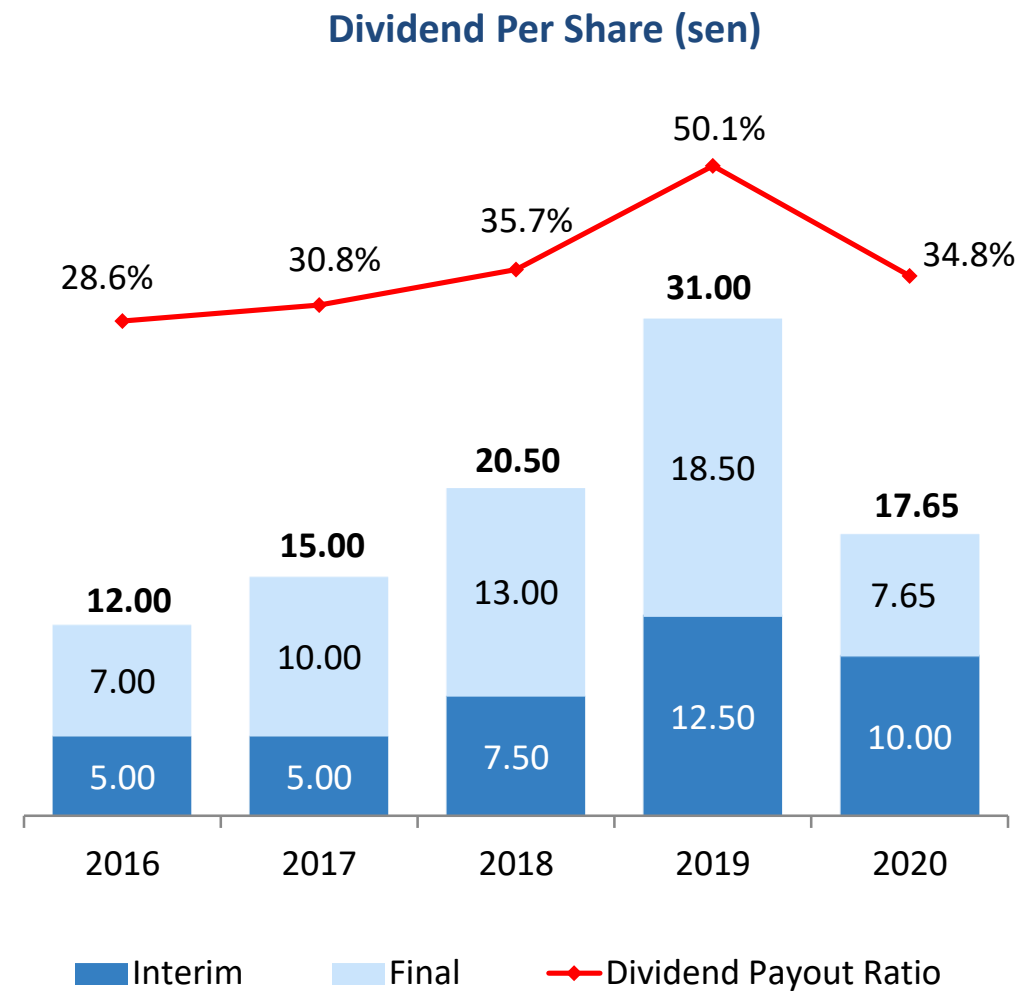


Dec 2019 Dec 2020

Ratios are after FY2019 final dividend and FY2020 proposed final dividend, based on 100% cash payout



N1: Listing of RHB Bank shares at opening price of RM4.68



Dividend Policy

Minimum dividend payout ratio of 30% of net profit



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Strategy Update

Fund our Journey

Affluent	<ul style="list-style-type: none"> Premier Banking customers increased to 79.3k (+13.6% YoY), of which 33.9% are SME owners Total AUM of Premier customers grew to RM40.1 bil (+20.1% YoY)
SME	<ul style="list-style-type: none"> Deposits increased to RM32.8 bil (+16.1% YoY) Business Banking loans grew 11.3% YoY to RM28.8 bil as of December 2020 despite the challenging environment
Large Cap	<ul style="list-style-type: none"> Penetration rate of large cap companies increased to 81.8% (up from 79.2% in December 2019) Average product holding ratio of 7.6 as of December 2020
Mid Cap	<ul style="list-style-type: none"> 25.0% share of wallet in fee income of mid-cap companies as of Q4 2020 (up from 20.6% in Q4 2019) Penetration rate of mid-cap companies increased to 64.6% (up from 60.6% in December 2019), both through lending and non-lending relationships
Retail Deposits	<ul style="list-style-type: none"> Retail deposits grew to RM66.7 bil as of Q4 2020 (+15.5% YoY), growth was ahead of industry (+6.6%) Retail CASA grew to RM20.7 bil as of December 2020 (+22.9% YoY) Retail LDR improved to 142.4% as of December 2020 (from 156.0% in December 2019)
Singapore	<ul style="list-style-type: none"> SME loans grew to SGD164.7 mil (+106.6% YoY) and Corporate loans increased to SGD 2,436.2 mil (+20.8% YoY) 71% of Corporate and 80% of Commercial loans exposure are secured
Cambodia	<ul style="list-style-type: none"> Loans grew to US\$585.2 mil (+13.3% YoY) out of which US\$29.2 mil are new Commercial/SME loans

Invest to Win

Analytics and Big Data

- Continued to drive business performance via analytics with RM119.5 mil of benefits realised as of December 2020
- Increased analytics use cases for 2020, e.g. identifying good customers for flexible lending offers, dormant customers identification & re-activation and branch repurposing & white space analysis

Digital

- 679,024 customers on-boarded to the RHB Mobile Banking app as of Q4 2020 (+124.8% YoY)
- Introduced DuitNow QR and CashXcess to complement RHB mobile banking functionality
- Launched SME Financing Mobile App

Transform the Organisation

Ecosystems

- SME connected customers (Reflex) grew to 118,209 (+18% from December 2019)
- Total eSolutions customers grew to 10,282 (+93.0% from December 2019)
- RHB MyHome App gaining momentum with 7,034 loans accepted totaling RM3,205.0 mil. RHB MyHome acceptance against total Direct Sales Mortgage acceptance increased to 39.5% (up from 20% in December 2019). Contribution of leads from the RHB Partners App increased to 68.8% (up from 25.0% in December 2019).
- SME Online Financing received 3,828 applications as of December 2020, with 560 approvals (RM264.0 mil SME loans value) and 428 disbursed (RM181.6 mil)

AGILE

- 4,377 staff working under Agile (2019: 2,127)
- 563 FTE enhancement achieved to date (from the start of the programme), inclusive of 123 FTE enhancements from a Span of Control exercise jointly conducted with Group Human Resource
- 115 MVPs released as of Q4 2020 from both Group Retail Banking and Group Business and Transaction Banking

4

Summary & Outlook

Economic Outlook

- GDP contracted 3.4% in Q4 2020 (Q3 2020: -2.6%), full year GDP contracted by 5.6% (2019: +4.3%)
- Economy is forecast to rebound this year but downside risks remain
- Implementation of Budget 2021 initiatives, the government's recently announced stimulus package and roll out of vaccination programme are expected to support economic recovery

Income & Cost Mangement

- Net fund based income
 - Interest rate may remain stable but downside risks to OPR remain
- Non-fund based income
 - Fixed income securities will continue to be monetised gradually to achieve balance between fund based income and non-fund based income
- Continue to monitor spending closely; CIR expected to be <47.5%

Loans & Deposits

- Key loans growth drivers will still be mortgage, auto finance, SME and Singapore
- Grow good quality deposits, maintain CASA composition

Asset Quality

- Maintain prudence, as demonstrated by our preparedness to build conservatism in provisions for potential COVID-19 impact
- Continue to focus on maintaining credit discipline and intensify efforts in recovery and collection
- Maintain regular engagement with our customers and offer R&R tailored to their specific requirements

Capital & Liquidity

- Priority is to preserve liquidity strength and remaining among the best capitalised banks in Malaysia
- Continue to exercise balance sheet discipline in growing assets
- Economic stress from pandemic may have an impact on capital ratios but we expect the level to still be well above our internal targets and the minimum regulatory requirement

Top Level Indicators	Actual FY2020	Target FY2021
ROE	7.7%	9.0%
Loans Growth	5.6%	4%-5%
CASA Composition	30.9%	30.0%
Gross Impaired Loans Ratio	1.71%	<2.00%
Cost-to-Income Ratio	47.1%	<47.5%

- Our fundamentals remained sound as reflected by our strong capital, liquidity and loan loss coverage positions despite operating under an extremely tough and unprecedented economic environment
- Continue to reward our shareholders with 34.8% dividend payout; DRP to be applied on the proposed final dividend
- The DRP programme is subject to shareholders' approval at the AGM
- Our priorities are ensuring business continuity, health and safety of our employees and continuous support to our borrowers during these difficult times
- Remain focused on our efforts in improving readiness in responding to the impact of the economic slowdown such as digitalisation of customer journeys, transforming credit risk management and readying the workforce for the future

THANK YOU

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Appendix

Financial Data RM'mil	FY2016	FY2017	FY2018	FY2019	FY2020
Income Statement					
Total Income	6,190	6,384	6,806	7,058	7,186
Pre-Provisioning Operating Profit	3,095	3,200	3,448	3,670	3,799
Profit Before Tax	2,232	2,558	3,119	3,394	2,644
Net Profit	1,682	1,950	2,305	2,482	2,033
Balance Sheet					
Total Assets	236,679	228,713	243,166	257,592	271,150
Gross Loans	154,469	160,026	168,879	176,175	186,114
Customer Deposits	165,636	166,865	178,856	190,555	203,471
Shareholders' Equity	21,745	21,667	23,358	25,775	27,024
Per Share					
Earnings (sen)	43.6	48.6	57.5	61.9	50.7
Net Assets (RM)	5.42	5.40	5.82	6.43	6.74
Dividend (RM)	0.120	0.150	0.205	0.310	0.1765*

2019 income statements restated for continuing operations
 *after proposed final dividend

Financial Ratios	FY2016	FY2017	FY2018	FY2019	FY2020
Profitability					
Return on Equity*	8.6%	9.1%	10.3%	10.3%	7.7%
Net Interest Margin	2.18%	2.18%	2.24%	2.12%	2.06% **
Cost to Income Ratio	50.0%	49.9%	49.3%	48.0%	47.1%
Asset Quality					
Gross Impaired Loan Ratio	2.43%	2.23%	2.06%	1.97%	1.71%
Credit Cost	0.39%	0.27%	0.19%	0.18%	0.58%
Loan Loss Coverage Ratio (excl. Reg. Reserves)	56.9%	79.9%	93.3%	85.7%	119.7%
Loan Loss Coverage Ratio (incl. Reg. Reserves)	74.7%	102.8%	103.0%	107.9%	119.7%
Liquidity					
Loan to Deposit Ratio	93.3%	96.0%	94.4%	92.5%	91.5%
CASA Ratio	25.6%	30.2%	25.9%	25.7%	30.9%
Liquidity Coverage Ratio	107.5%	117.5%	143.0%	152.7%	146.9%
Capital Adequacy					
Common Equity Tier I Capital Ratio	13.1%	13.9%	15.5%	16.3%	16.2%
Tier I Capital Ratio	13.4%	14.2%	15.7%	16.3%	16.2%
Total Capital Ratio	17.2%	17.2%	18.8%	18.6%	18.4%

2019 income statements restated for continuing operations

* after proposed final dividend

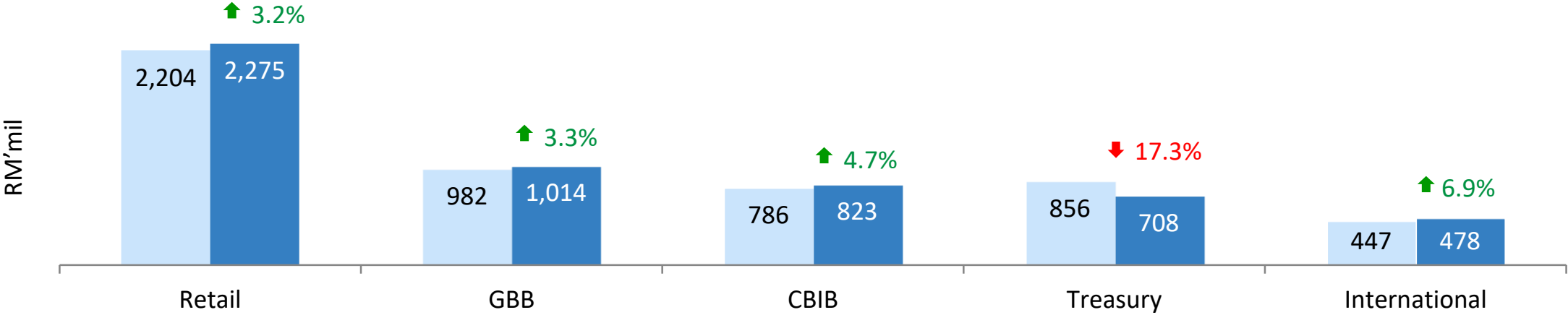
** Adjusted NIM including net ML impact is 1.96%

- Targeted Repayment Assistance for individuals and SMEs available until 30 June 2021. Updates as at 8 February 2021:

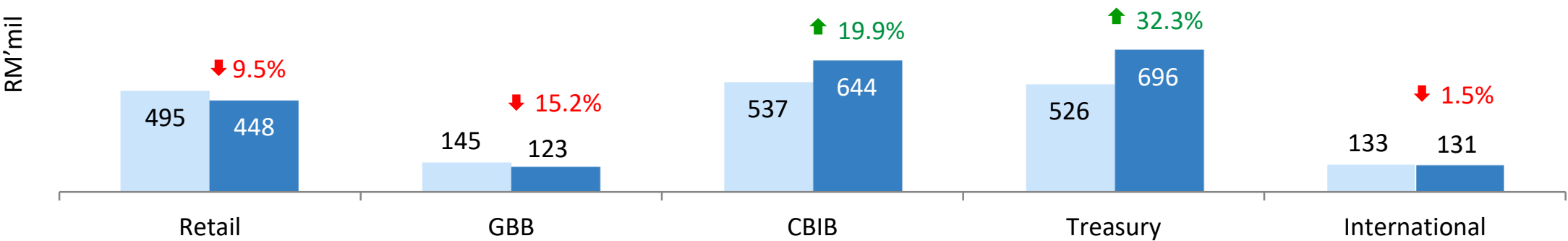
% of Outstanding Loan Balance	Approved R&R	
	RM bil	%
GROUP RETAIL	15.8	17%
Mortgage	10.4	16%
Commercial Property	0.7	14%
Auto Finance	1.6	17%
Unsecured Business	2.1	22%
Securities	1.1	14%
GROUP BUSINESS BANKING	4.7	16%
SME	3.2	14%
Commercial	1.5	23%
GROUP WHOLESALE BANKING	3.9	9%
TOTAL DOMESTIC	24.4	15%

% of Approved R&R	Retail	SME
Reduction in monthly instalments	27%	95%
Deferment of monthly instalments	68%	5%
Others	5%	-

Fund Based Income



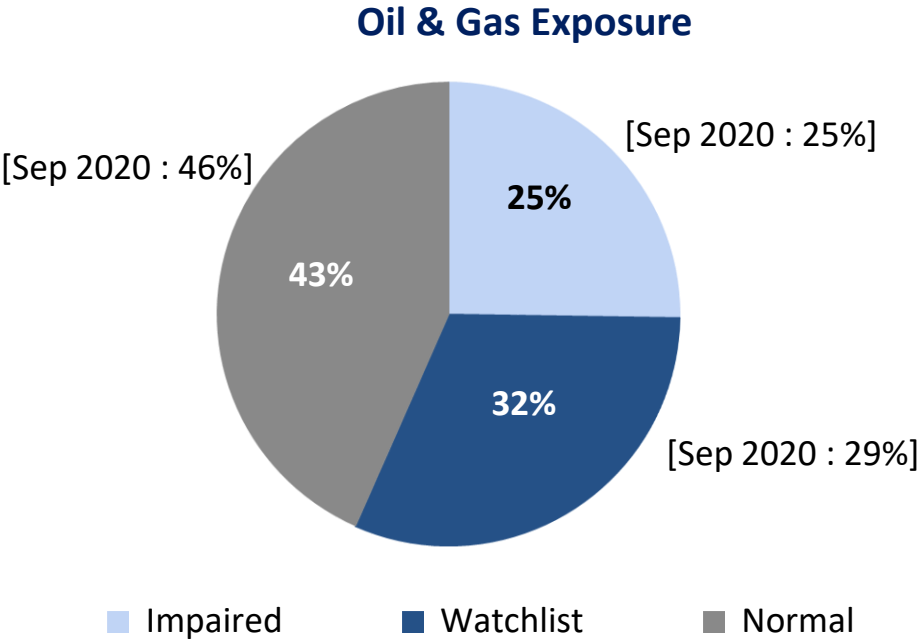
Non-Fund Based Income



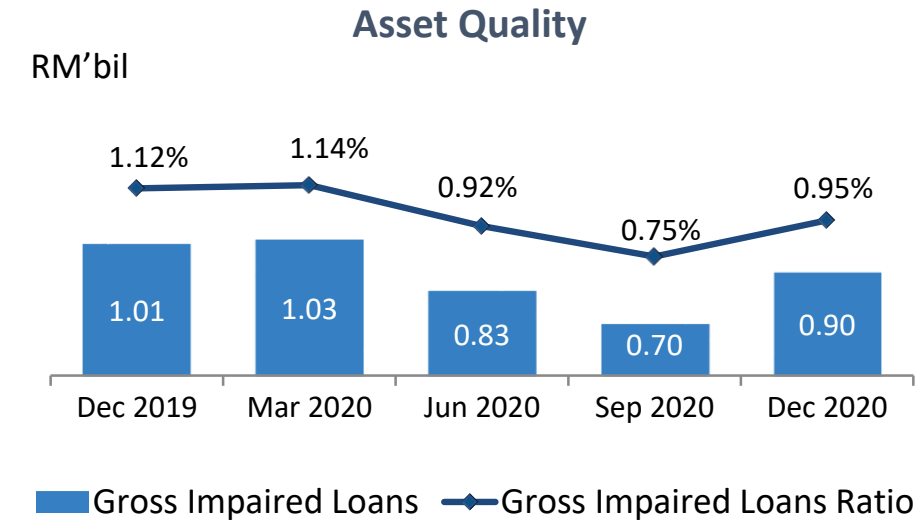
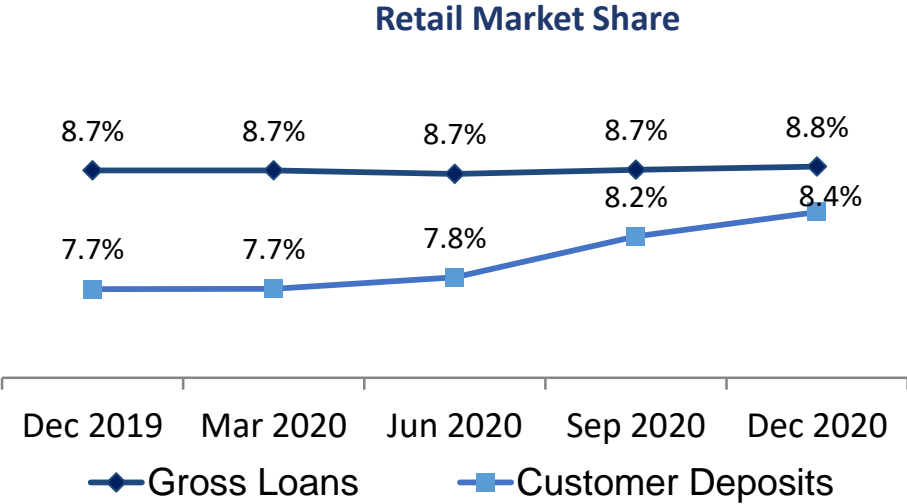
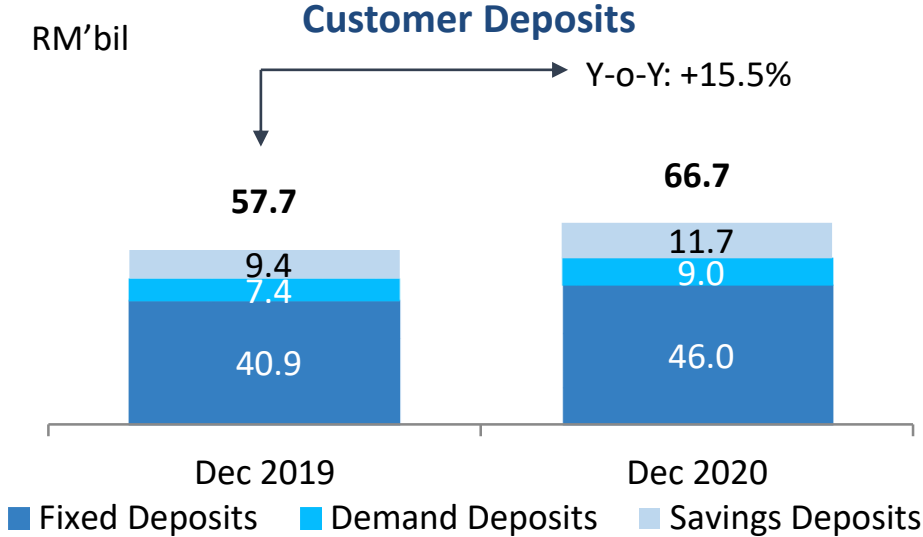
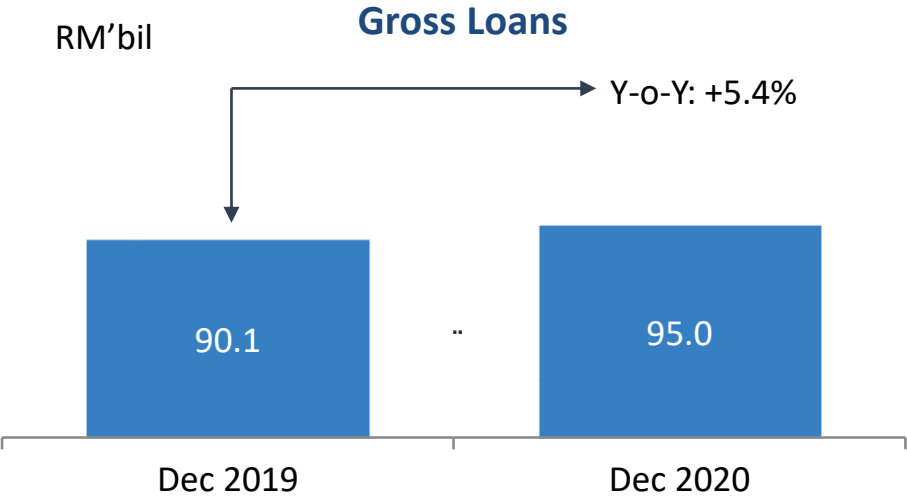
FY2019

FY2020

Loans + Bonds Outstanding	Oil and Gas Related Industry					
	Upstream		Downstream		Total	
	RM'bil	% to Gross Loans	RM'bil	% to Gross Loans	RM'bil	% to Gross Loans
Dec 2020	2.8	1.5%	1.0	0.5%	3.8	2.0%
Dec 2019	2.5	1.4%	1.6	1.0%	4.2	2.4%
Dec 2018	3.3	1.9%	1.5	0.9%	4.8	2.8%
Dec 2017	3.4	2.1%	1.7	1.1%	5.1	3.2%

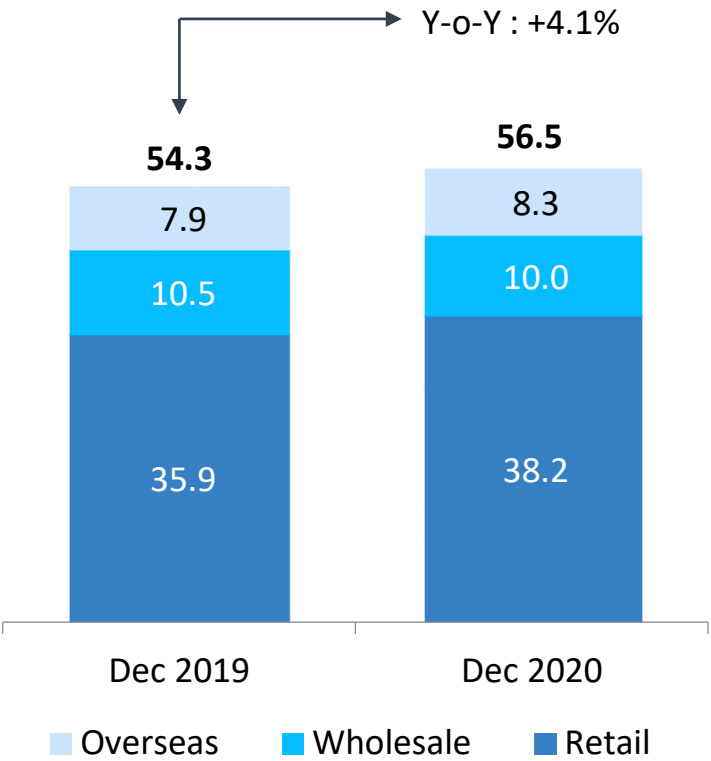


Country	% of Loans Outstanding
Malaysia	78%
Singapore	22%



RM'bil

Asset Under Management



Market Share

11.1%

10.3%



Year 2020	Market Share	Ranking
Equities Broking: - By value - By volume	9.2% 10.3%	4 th 3 rd
Debt Capital Markets: - MYR sukuk - Total MYR bonds (Conventional & Islamic bonds)	14.4% 13.7%	3 rd 3 rd
*Mergers & Acquisitions: - by value - by deal count	26.4% 9 deals	3 rd 1 st
Equity Capital Markets	10.7%	5 th

CF/ECM



Mr D.I.Y. Group (M) Berhad

RM1.5 bil IPO

Listing on the Main Market of Bursa Malaysia Securities Berhad
*Joint Global Coordinator, Joint Bookrunner,
 Joint Managing Underwriter and Joint Underwriter*
 Listing Date: 26 October 2020



Sunway Berhad

RM977.8 mil Rights Issue of Irredeemable Convertible
 Preference Shares
Sole Principal Advisor
 Completion Date: 8 December 2020



UOA REIT

RM278.0 mil Private Placement
Sole Principal Advisor and Joint Placement Agent
 Completion Date: 29 December 2020



DCM



PETRONAS

Pengerang LNG (TWO) Sdn Bhd

First issuance of RM1.7 bil via its
 RM3.0 bil Sukuk Murabahah Programme
Joint Lead Manager and Joint Bookrunner



Cypark Renewable Energy Sdn Bhd

Issuance of RM165.0 mil via its
 RM500.0 mil Perpetual Sukuk Musharakah Programme
*Sole Principal Adviser, Sole Lead Arranger and Sole Lead
 Manager*



Evyap Sabun Malaysia Sdn Bhd

Maiden Issuance of RM100.0 mil via its
 RM500.0 mil Sukuk Wakalah Programme
Principal Adviser, Lead Arranger and Lead Manager

M&A



UOA REIT

RM700.0 mil
 Acquisition of UOA Corporate Tower for a cash
 consideration of RM700.0 mil
Sole Principal Adviser



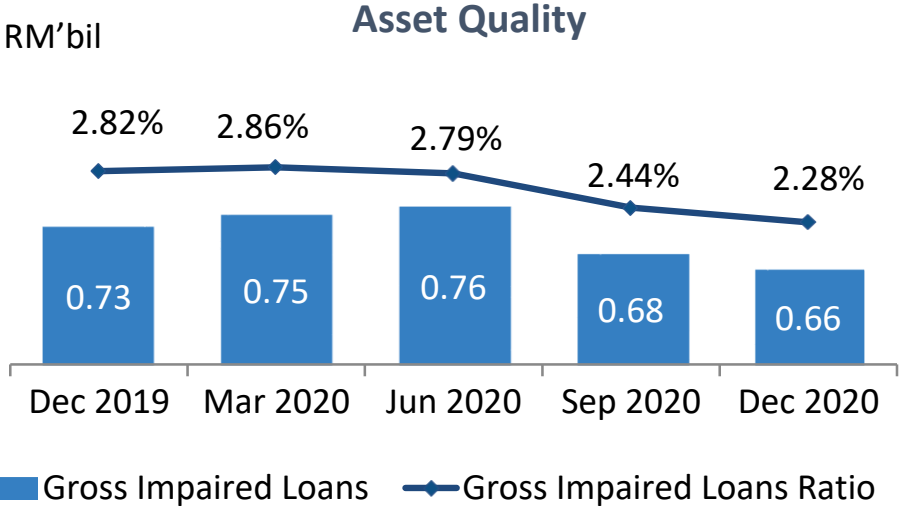
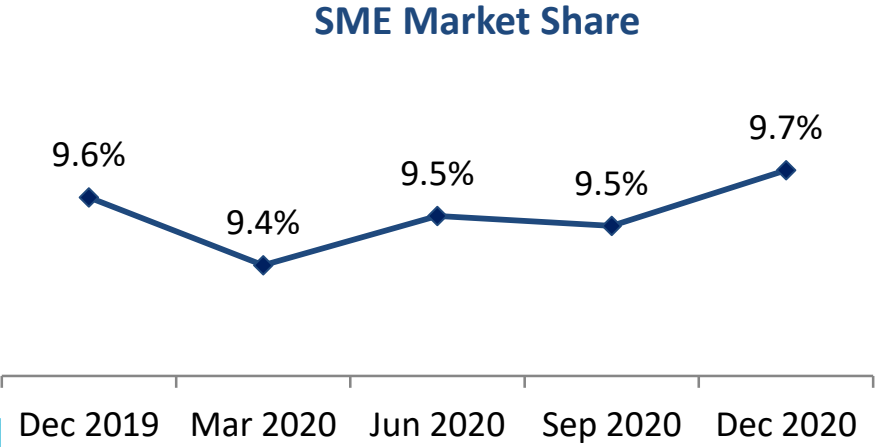
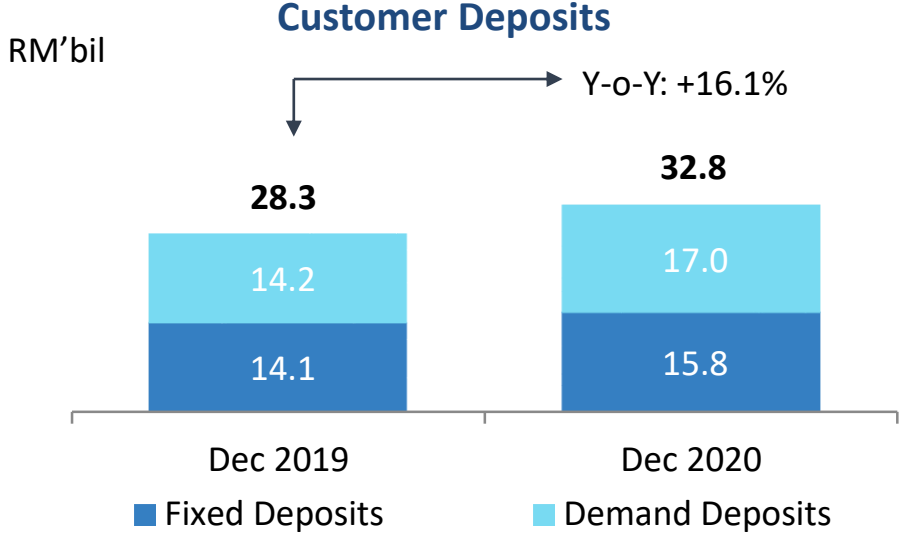
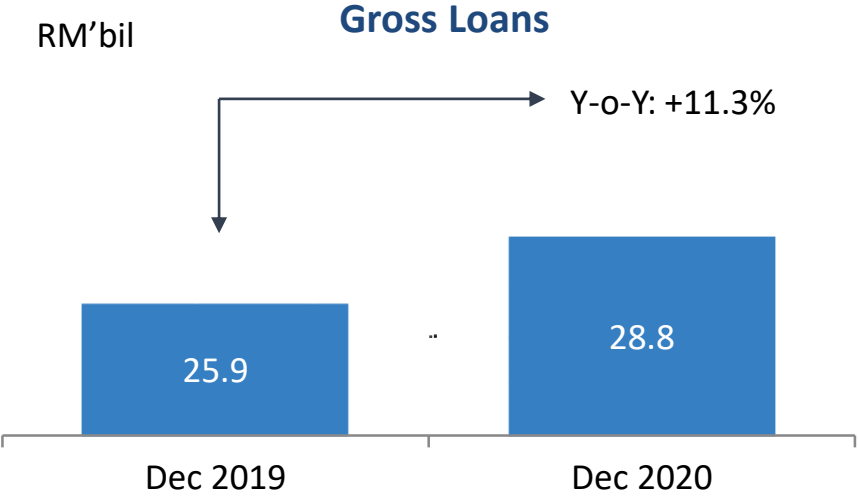
TH Plantations Berhad

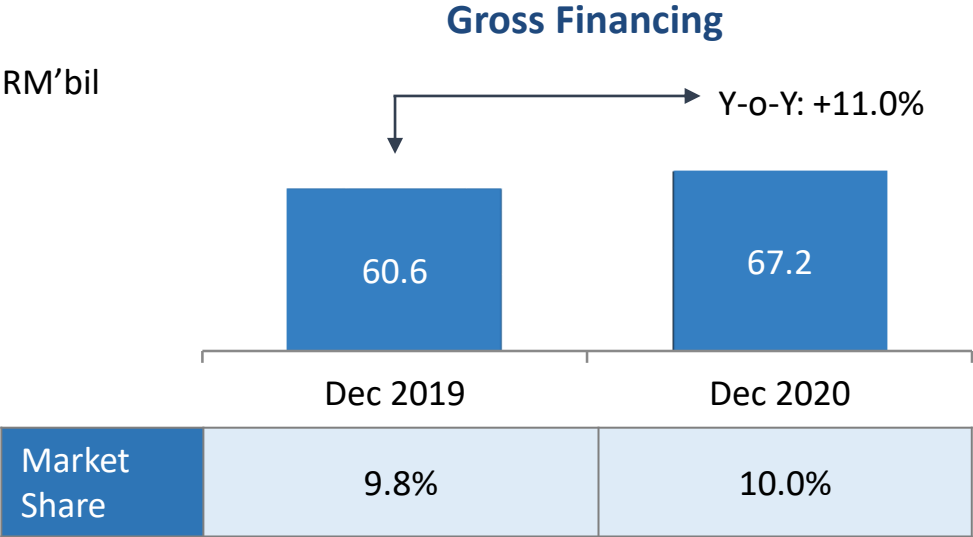
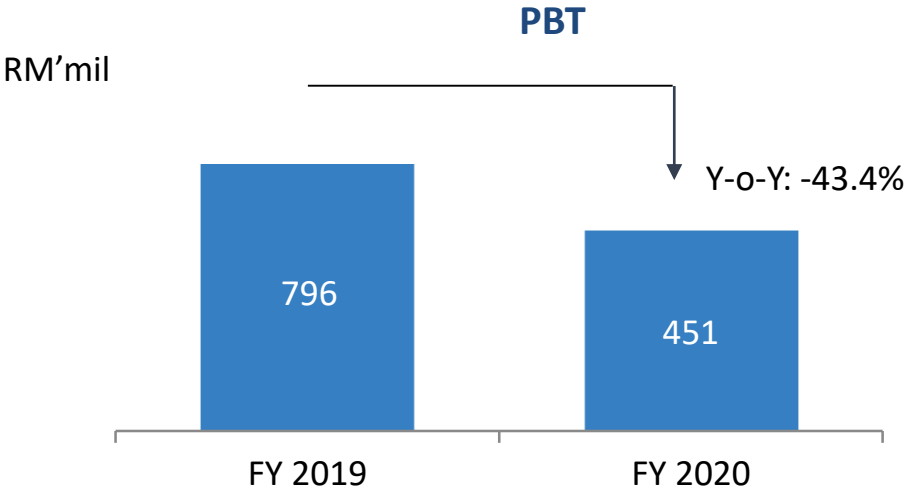
RM69.0 mil
 Disposal by TH Plantations Berhad of its 70% equity interest
 in THP-YT Plantation Sdn Bhd to TDM Berhad
Transaction Adviser



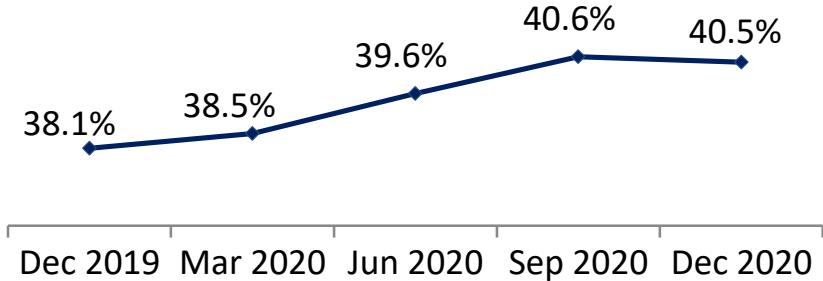
EKOVEST BERHAD

EkoVest Berhad
 RM306.3 mil
 Acquisition of ordinary shares and warrants in PLS Plantations
 Berhad ("Acquisitions") and the resultant mandatory general
 offer to acquire all the remaining ordinary shares and warrants in
 PLS not already held by EkoVest Berhad after the Acquisitions
Principal Adviser



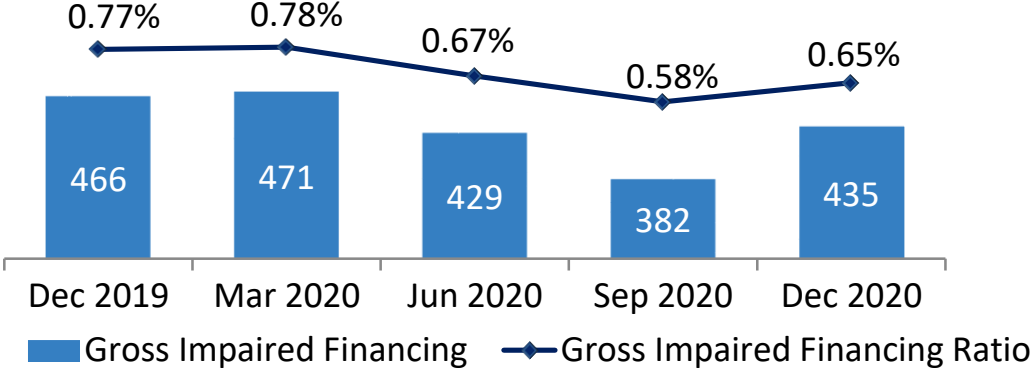


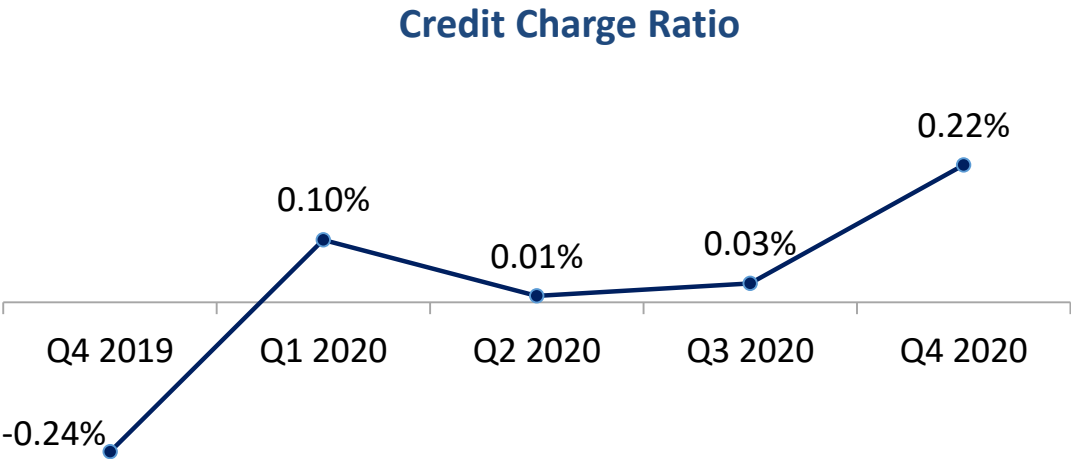
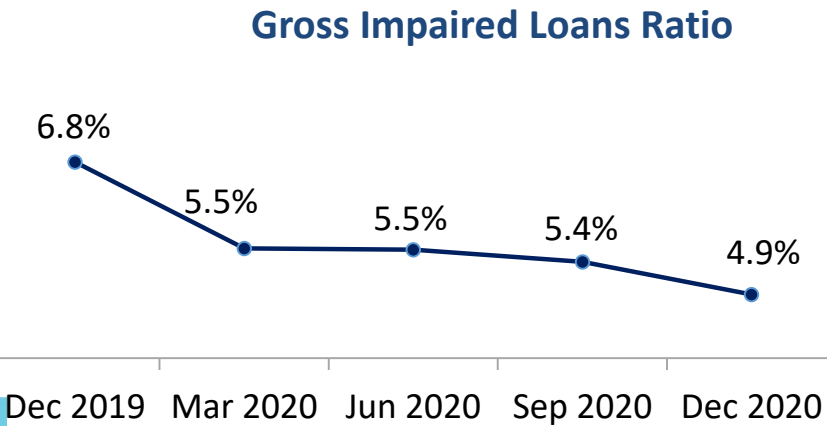
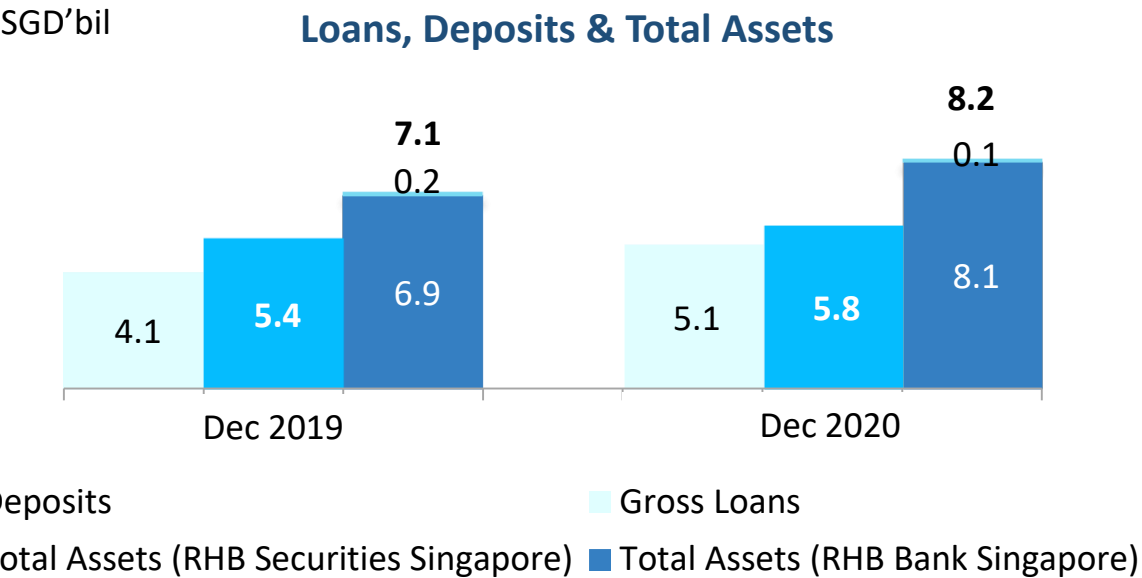
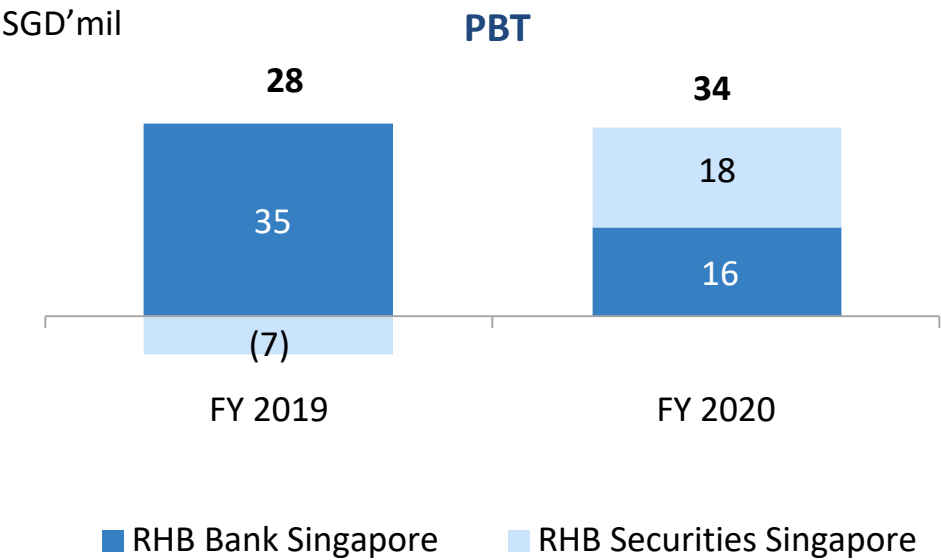
**Gross Financing/
Total Gross Financing (Domestic)**



RM'mil

Asset Quality





RM'mil	Dec 2019	Sep 2020	Dec 2020	Q-o-Q	Y-o-Y
Overseas Operations	17,252	19,200	20,017	4.3%	16.0%
Singapore	12,828	14,931	15,568	4.3%	21.4%
Others	4,424	4,269	4,449	4.2%	0.6%
Cambodia	2,113	2,383	2,353	-1.3%	11.4%
Thailand	1,829	1,438	1,574	9.5%	-13.9%
Indonesia	89	96	189	96.9%	112.4%
Brunei	168	170	173	1.8%	3.0%
Laos	198	182	160	-12.1%	-19.2%
Hong Kong	27	-	-	-	-