

RHB BANK BERHAD

Analysts Presentation

FY2022 Financial Results

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Group Managing Director/Group Chief Executive Officer
RHB Banking Group
27 February 2023



Agenda

1. Executive Summary
2. FY2022 Financial Results
3. Strategy Update
4. Summary and Outlook



Executive Summary

Profitability

Q4 2022 (Year-on-year)

- **Net fund based income** grew 11.9% Y-o-Y to RM1,717.0 million from higher gross fund based income
- **Non-fund based income** grew 30.3% Y-o-Y to RM548.7 million due to higher net gain on forex and derivatives, and net trading and investment income
- **Total income** grew by 18.0% Y-o-Y to RM2,265.7 million
- **Operating expenses** increased 10.6% Y-o-Y to RM1,007.2 million. With positive JAWS, CIR improved to 44.5% compared with 47.4% a year ago
- **Operating profit before allowances** increased 24.7% Y-o-Y to RM1,258.5 million
- **Allowances for ECL** was lower by 57.8% Y-o-Y at RM36.4 million due to higher ECL writeback on loans and lower ECL on securities. Credit cost at -0.12% (Q4 2021: -0.15%)
- **Pre-tax profit** grew 32.5% Y-o-Y to RM1,222.1 million
- **Net profit** grew 22.3% Y-o-Y to RM772.1 million in Q4 2022 from RM631.2 million in Q4 2021

Profitability

FY2022 (Year-on-year)

- **Net fund based income** grew 8.6% Y-o-Y to RM6,379.3 million from higher gross fund based income
- **Non-fund based income** decreased 10.6% Y-o-Y to RM1,929.4 million due to lower fee income, insurance underwriting surplus and net trading and investment income; offset by higher net gain on forex and derivatives
- **Total income** grew 6.7% Y-o-Y to RM8,308.8 million
- **Operating expenses** increased 5.5% Y-o-Y to RM3,716.8 million. With positive JAWS, CIR improved to 44.7% compared with 45.2% a year ago
- **Operating profit before allowances** grew 7.6% Y-o-Y to RM4,591.9 million
- **Allowances for ECL** was lower by 42.9% Y-o-Y at RM421.2 million due to lower ECL on loans and securities, and higher bad debts recovered. Credit cost at 0.15% (FY2021: 0.29%)
- **Pre-tax profit** grew 18.2% Y-o-Y to RM4,170.8 million
- **Net profit** grew 3.4% Y-o-Y to RM2,707.7 million in FY2022 from RM2,618.4 million in FY2021. Excluding modification loss in FY2021 and Prosperity Tax in FY2022, normalised net profit grew 12.0% Y-o-Y to RM3,140.9 million
- **ROE** at 9.7% (FY2021: 9.6%). On normalised basis, ROE at 11.2% (FY2021: 10.3%)

Assets
and
Liabilities

- **Gross loans and financing**
 - Expanded 1.2% Q-o-Q to RM212.2 billion primarily due to growth in mortgage, auto finance and Singapore (Domestic loans growth Q-o-Q: 0.9%)
 - Grew 6.9% Y-o-Y attributed mainly to growth in mortgage, auto finance, SME, Commercial, Singapore and Cambodia (Domestic loans growth Y-o-Y: 5.3%)
- **Customer deposits**
 - Expanded 0.7% Q-o-Q to RM227.2 billion from higher FD (3.5%)
 - Grew 3.9% Y-o-Y supported by growth in FD (6.7%) and CASA (1.3%)
 - CASA made up 29.2% of total deposits (29.9% in Q3 2022; 30.0% in Q4 2021)
- **Gross impaired loans (GIL) ratio** stood at 1.55% (1.57% in Q3 2022; 1.49% in Q4 2021)
- **LLC excluding regulatory reserve** remained strong at 112.8% (118.1% in Q3 2022; 122.4% in Q4 2021)

Capital and Liquidity






Strong capital and liquidity position

- Group CET 1 ratio at 16.9% (16.4% in Q3 2022; 17.2% in Q4 2021) and total capital ratio at 19.3% (18.8% in Q3 2022; 19.8% in Q4 2021)
- Bank entity CET 1 ratio at 15.1% (14.5% in Q3 2022; 15.2% in Q4 2021) and total capital ratio at 17.7% (17.1% in Q3 2022; 18.2% in Q4 2021)
- Healthy liquidity coverage ratio of 162.1% (147.3% in Q3 2022; 155.7% in Q4 2021)

Dividend

Continue to reward shareholders with second interim dividend

- Declared a second interim dividend of 25 sen per share, consisting of cash payout of 20 sen per share and an electable portion under Dividend Reinvestment Plan of 5 sen per share
- Together with the first interim dividend, full year dividend amounts to 40 sen per share equivalent to a payout ratio of 62.5% and dividend yield of 6.9% for FY2022

| Top Level Indicators | Target FY2022 | Actual FY2022 | Achieved Target |
|----------------------------|----------------------------|----------------------------|---|
| ROE | 8.5% [10.0%] ^{N1} | 9.7% [11.2%] ^{N1} |  |
| Loans Growth | 4%-5% | 6.9% |  |
| CASA Composition | 30.0% | 29.2% |  |
| Gross Impaired Loans Ratio | ≤1.70% | 1.55% |  |
| Cost-to-Income Ratio | ≤45.0% | 44.7% |  |

N1 Normalised for Prosperity Tax (“Cukai Makmur”)



FY2022 Financial Results

Resilient results driven by higher net fund based income and lower ECL, partially offset by lower non-fund based income; slight uptick in CIR and GIL ratios

Financial Results ^{N1}

Total Income

▲ +3.4%

8.03 8.31

FY2021 FY2022

Operating Profit Before Allowances

▲ +1.8%

4.51 4.59

FY2021 FY2022

Profit Before Tax

▲ +10.5%

3.77 4.17

FY2021 FY2022

Net Profit to Shareholders

▲ +12.0%

2.80 3.14

FY2021 FY2022

Profitability Ratios ^{N1}

Return on Equity

▲ +0.9%

10.3% 11.2%

FY2021 FY2022

Cost-to-Income Ratio

▲ +0.9%

43.8% 44.7%

FY2021 FY2022

Non-Fund Based/ Total Income

▼ -3.7%

26.9% 23.2%

FY2021 FY2022

Financial Position

Total Assets

▲ +7.3%

289.5 310.8

Dec 2021 Dec 2022

Gross Loan

▲ +6.9%

198.5 212.2

Dec 2021 Dec 2022

Customer Deposits

▲ +3.9%

218.7 227.2

Dec 2021 Dec 2022

Shareholders' Equity

▲ +2.6%

28.0 28.7

Dec 2021 Dec 2022

Stage 2 Loans Ratio

▼ -1.63%

7.10% 5.47%

Dec 2021 Dec 2022

Group GIL Ratio

▲ +0.06%

1.49% 1.55%

Dec 2021 Dec 2022

Domestic GIL Ratio

▲ +0.16%

1.35% 1.51%

Dec 2021 Dec 2022

Asset Quality

CASA

▲ +1.3%

65.6 66.4

Dec 2021 Dec 2022

CASA Ratio

▼ -0.8%

30.0% 29.2%

Dec 2021 Dec 2022

Liquidity Coverage Ratio

▲ +6.4%

155.7% 162.1%

Dec 2021 Dec 2022

Credit Charge Ratio

▼ -0.14%

0.29% 0.15%

FY2021 FY2022

Loan Loss Coverage Ratio ^{N2}

▼ -9.6%

122.4% 112.8%

Dec 2021 Dec 2022



* Amounts in RM bil (except for ratios)

N1 Financial Results & Profitability Ratios: Based on normalised results (excluding modification loss in FY2021 and Prosperity Tax ("Cukai Makmur") in FY2022)

N2 Loan Loss Coverage ratio excluding regulatory reserve

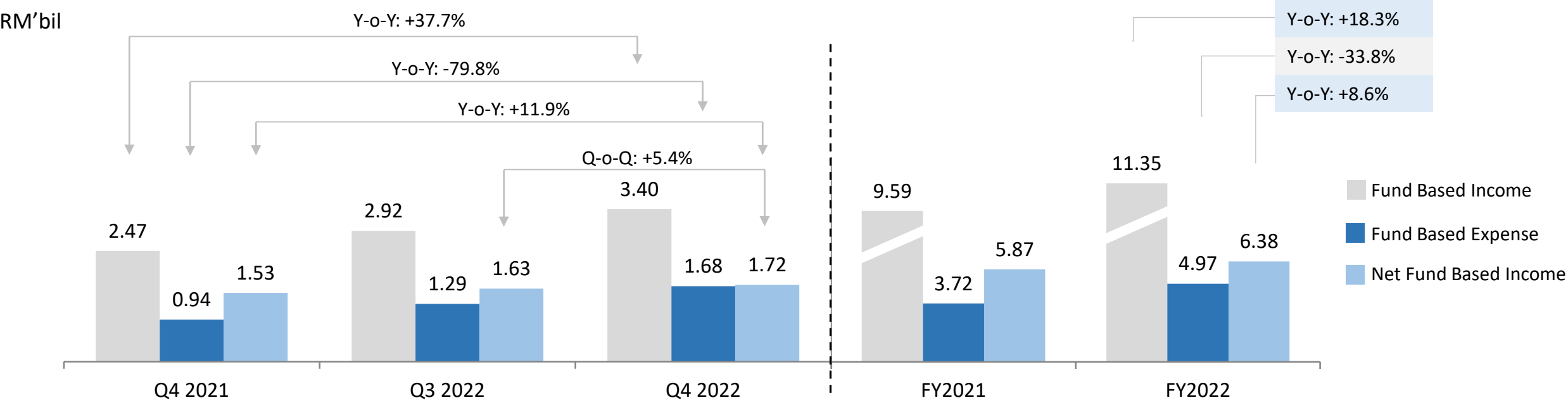
Q4'22: Q-o-Q and Y-o-Y growth backed by higher total income and lower ECL

| | RM' mil | Q4 2021 | Q3 2022 | Q4 2022 | Q-o-Q | Y-o-Y | FY2021 | FY2022 | Y-o-Y |
|-------------------------|--|----------------|----------------|-----------------|-------|--------|----------------|-----------------|--------|
| Reported | Net Fund Based Income | 1,533.9 | 1,629.1 | 1,717.0 | 5.4% | 11.9% | 5,874.8 | 6,379.3 | 8.6% |
| | Non-Fund Based Income | 421.0 | 564.5 | 548.7 | -2.8% | 30.3% | 2,158.8 | 1,929.4 | -10.6% |
| | Modification Loss | -35.6 | - | - | - | - | -244.9 | - | - |
| | Total Income | 1,919.3 | 2,193.6 | 2,265.7 | 3.3% | 18.0% | 7,788.7 | 8,308.8 | 6.7% |
| | Operating Expenses | -910.4 | -962.0 | -1,007.2 | -4.7% | -10.6% | -3,522.4 | -3,716.8 | -5.5% |
| | Operating Profit Before Allowances | 1,008.9 | 1,231.7 | 1,258.5 | 2.2% | 24.7% | 4,266.3 | 4,591.9 | 7.6% |
| | Allowance for Credit Losses on Financial Assets | -86.3 | -192.3 | -36.4 | 81.1% | 57.8% | -737.2 | -421.2 | 42.9% |
| | Impairment Losses Made on Other Non-Financial Assets | - | - | - | - | - | -0.3 | - | - |
| | Profit Before Taxation | 922.6 | 1,039.3 | 1,222.1 | 17.6% | 32.5% | 3,528.8 | 4,170.8 | 18.2% |
| | Net Profit | 631.2 | 700.5 | 772.1 | 10.2% | 22.3% | 2,618.4 | 2,707.7 | 3.4% |
| Normalised ¹ | Earnings Per Share (sen) | 15.3 | 16.6 | 18.2 | 9.6% | 19.0% | 64.7 | 64.7 | - |
| | ROE | | | | | | 9.6% | 9.7% | 0.1% |
| | Total Income | 1,954.9 | 2,193.6 | 2,265.7 | 3.3% | 15.9% | 8,033.6 | 8,308.8 | 3.4% |
| | Profit Before Taxation | 958.2 | 1,039.3 | 1,222.1 | 17.6% | 27.5% | 3,773.7 | 4,170.8 | 10.5% |
| | Net Profit | 658.2 | 795.9 | 936.7 | 17.7% | 42.3% | 2,804.5 | 3,140.9 | 12.0% |
| | Cost-to-Income Ratio | | | | | | 43.8% | 44.7% | -0.9% |
| | ROE | | | | | | 10.3% | 11.2% | 0.9% |

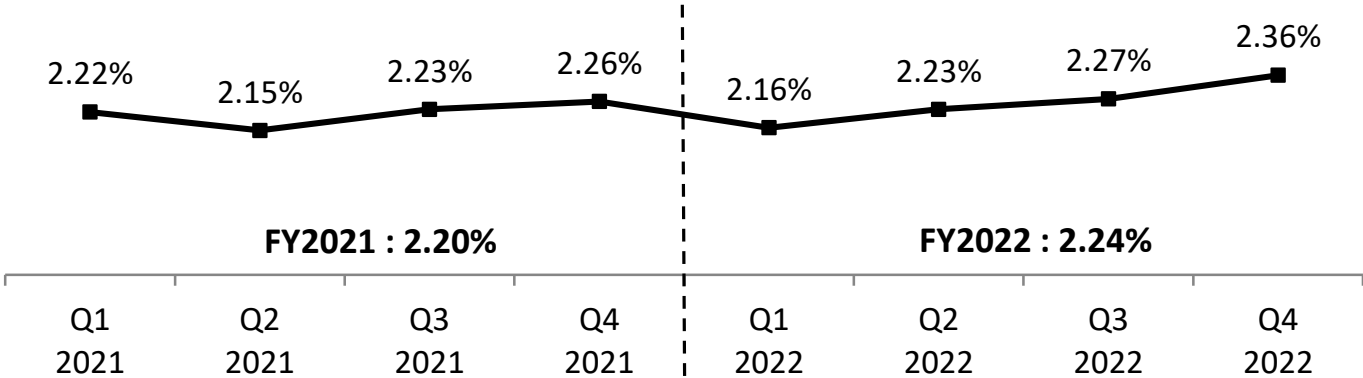
Note:

¹ Normalised = excluding modification loss in FY2021 and Prosperity Tax ("Cukai Makmur") in FY2022

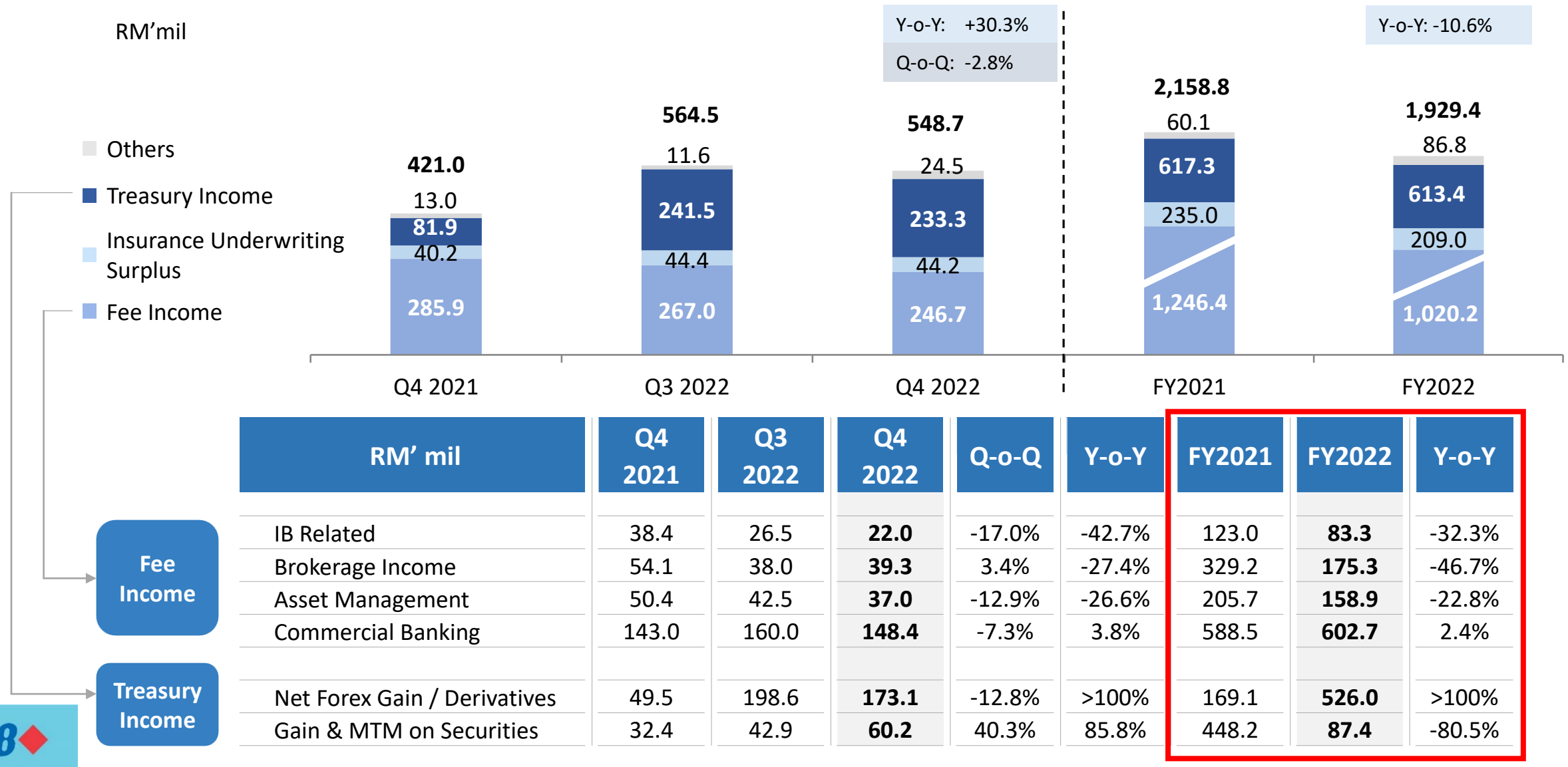
Net fund based income grew due to higher gross fund based income; NIM strengthened by 4 bps to 2.24% in FY2022



NIM



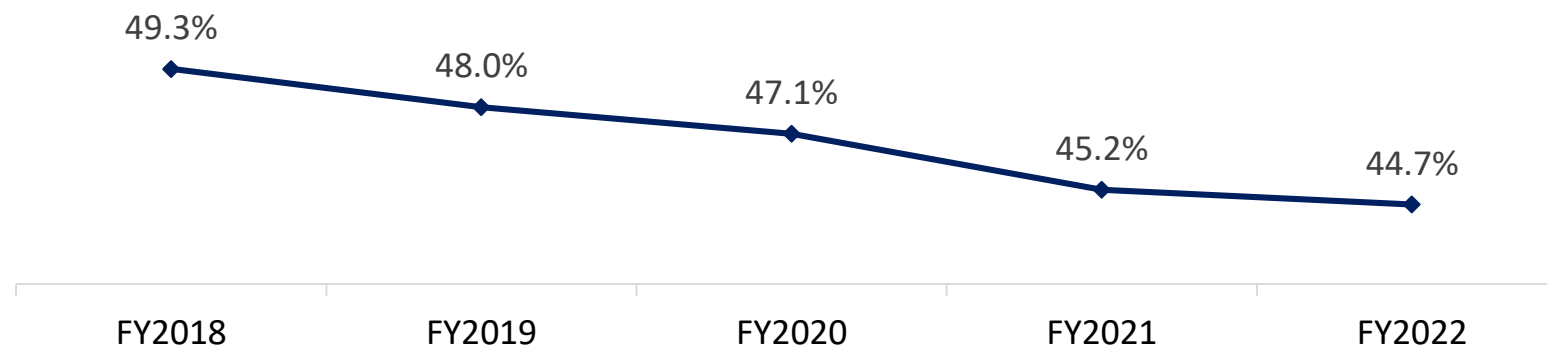
FY'22 non-fund based income impacted by lower fee income, insurance underwriting surplus and net trading and investment income; Q4'22 Y-o-Y supported by higher forex gain



**FY'22 operating expenses grew 5.5% mainly from higher personnel and establishment costs;
With positive JAWS, CIR improved to 44.7%**

| RM' mil | Q4 2021 | Q3 2022 | Q4 2022 | Q-o-Q | Y-o-Y | FY2021 | FY2022 | Y-o-Y |
|-----------------------------------|--------------|--------------|----------------|-------------|--------------|----------------|----------------|-------------|
| Personnel Costs | 525.6 | 585.6 | 591.9 | 1.1% | 12.6% | 2,137.7 | 2,250.2 | 5.3% |
| Establishment Costs | 205.0 | 211.3 | 218.8 | 3.5% | 6.7% | 772.8 | 835.5 | 8.1% |
| of which: IT Expenses | 72.0 | 70.6 | 75.3 | 6.7% | 4.6% | 280.2 | 281.3 | 0.4% |
| Marketing Expenses | 68.3 | 64.7 | 82.5 | 27.5% | 20.8% | 241.3 | 250.5 | 3.8% |
| Administration & General Expenses | 111.5 | 100.4 | 114.0 | 13.5% | 2.2% | 370.6 | 380.6 | 2.7% |
| Total | 910.4 | 962.0 | 1,007.2 | 4.7% | 10.6% | 3,522.4 | 3,716.8 | 5.5% |
| | | | | | | | | |
| CIR (%) | 47.4 | 43.9 | 44.5 | | | 45.2 | 44.7 | |

CIR



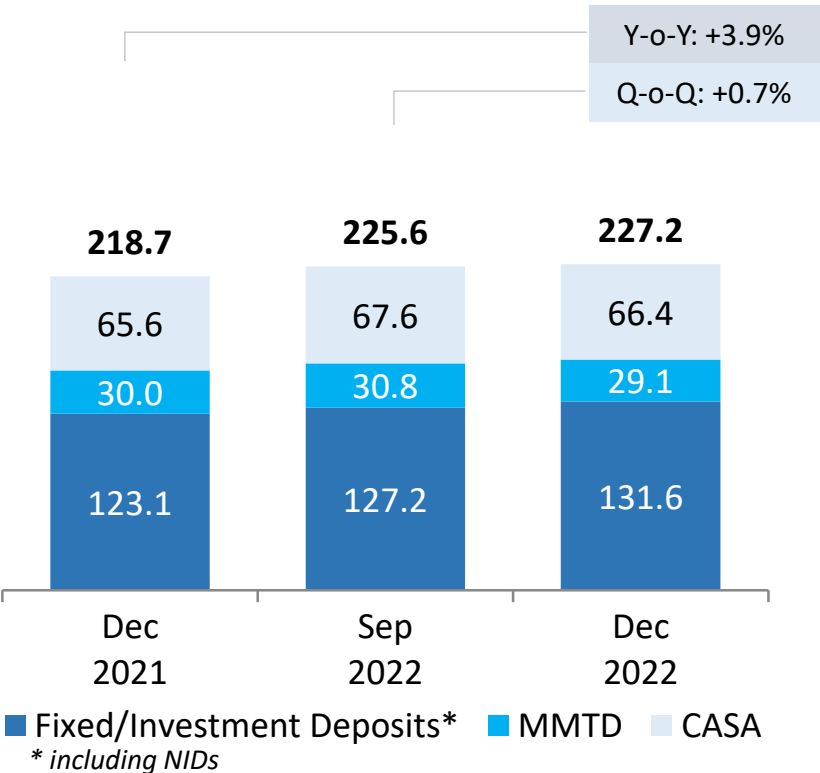
Loans grew 6.9% Y-o-Y led mainly by mortgage, auto finance, SME, Commercial, Singapore and Cambodia; Domestic loans grew 5.3% Y-o-Y

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| RM'mil | Dec 2021 | Sep 2022 | Dec 2022 | Q-o-Q | Y-o-Y |
|--------------------------------|----------------|----------------|----------------|--------------|--------------|
| GROUP COMMUNITY BANKING | 124,096 | 131,148 | 133,189 | 1.6% | 7.3% |
| Retail | 99,688 | 104,919 | 106,843 | 1.8% | 7.2% |
| Mortgage | 68,176 | 73,344 | 75,024 | 2.3% | 10.0% |
| Commercial Property Financing | 4,482 | 4,327 | 4,277 | -1.2% | -4.6% |
| Securities | 7,710 | 7,533 | 7,522 | -0.1% | -2.4% |
| Auto Finance | 9,335 | 9,710 | 9,973 | 2.7% | 6.8% |
| Unsecured Business | 9,305 | 9,336 | 9,494 | 1.7% | 2.0% |
| Others | 680 | 669 | 553 | -17.3% | -18.7% |
| SME | 24,408 | 26,229 | 26,346 | 0.4% | 7.9% |
| GROUP WHOLESALE BANKING | 49,983 | 50,498 | 50,180 | -0.6% | 0.4% |
| Corporate | 42,824 | 42,992 | 42,768 | -0.5% | -0.1% |
| Commercial | 7,159 | 7,506 | 7,412 | -1.3% | 3.5% |
| TOTAL RHB DOMESTIC | 174,079 | 181,646 | 183,369 | 0.9% | 5.3% |
| OVERSEAS OPERATIONS | 24,433 | 28,094 | 28,831 | 2.6% | 18.0% |
| Singapore | 19,446 | 22,525 | 23,087 | 2.5% | 18.7% |
| Cambodia | 2,829 | 3,337 | 3,335 | -0.1% | 17.9% |
| Others | 2,158 | 2,232 | 2,409 | 7.9% | 11.6% |
| TOTAL RHB GROUP | 198,512 | 209,740 | 212,200 | 1.2% | 6.9% |

Customer Deposits

RM'bil

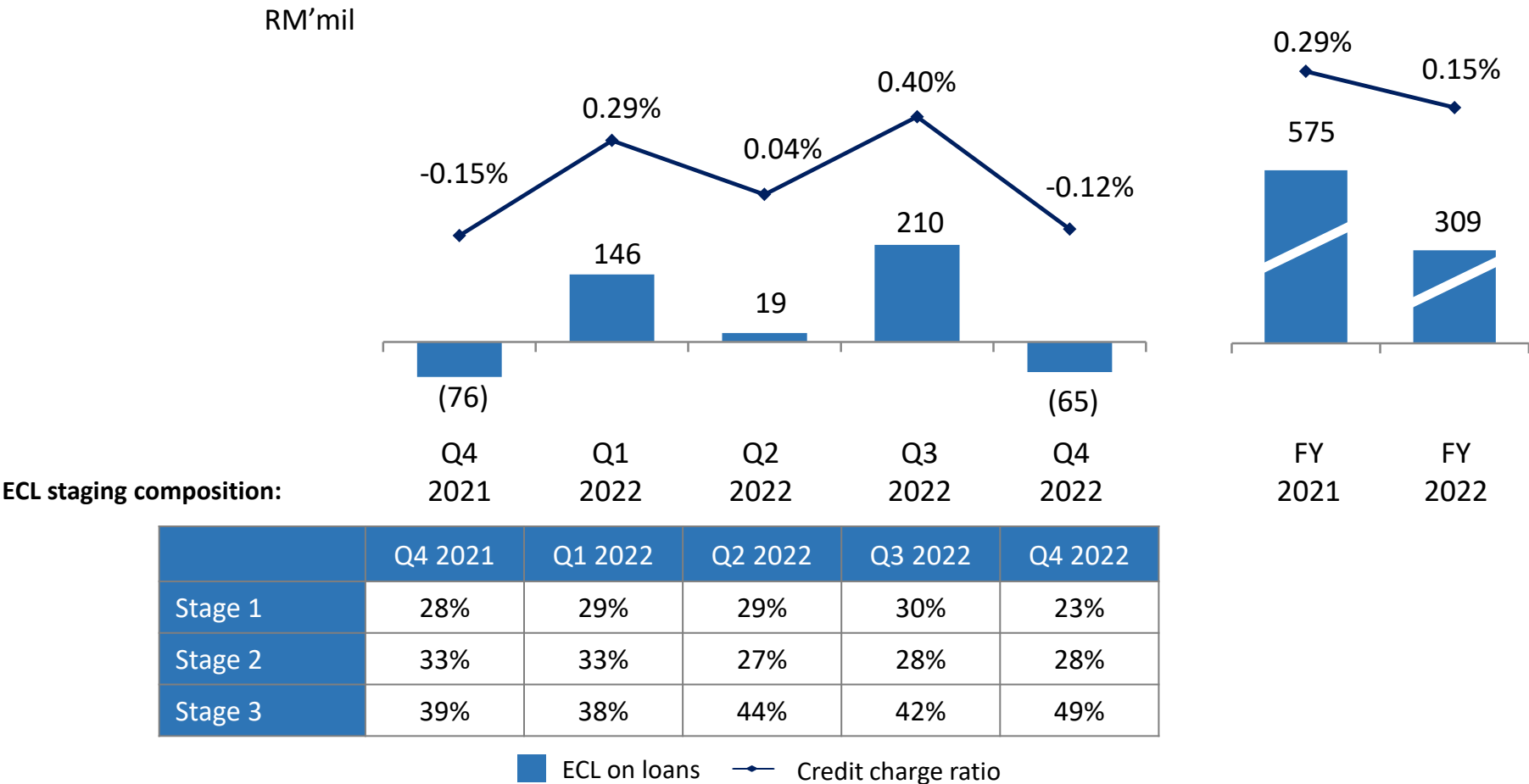


| | | | |
|-----|--------|--------|--------|
| LDR | 90.8% | 93.0% | 93.4% |
| LCR | 155.7% | 147.3% | 162.1% |

CASA by Segment

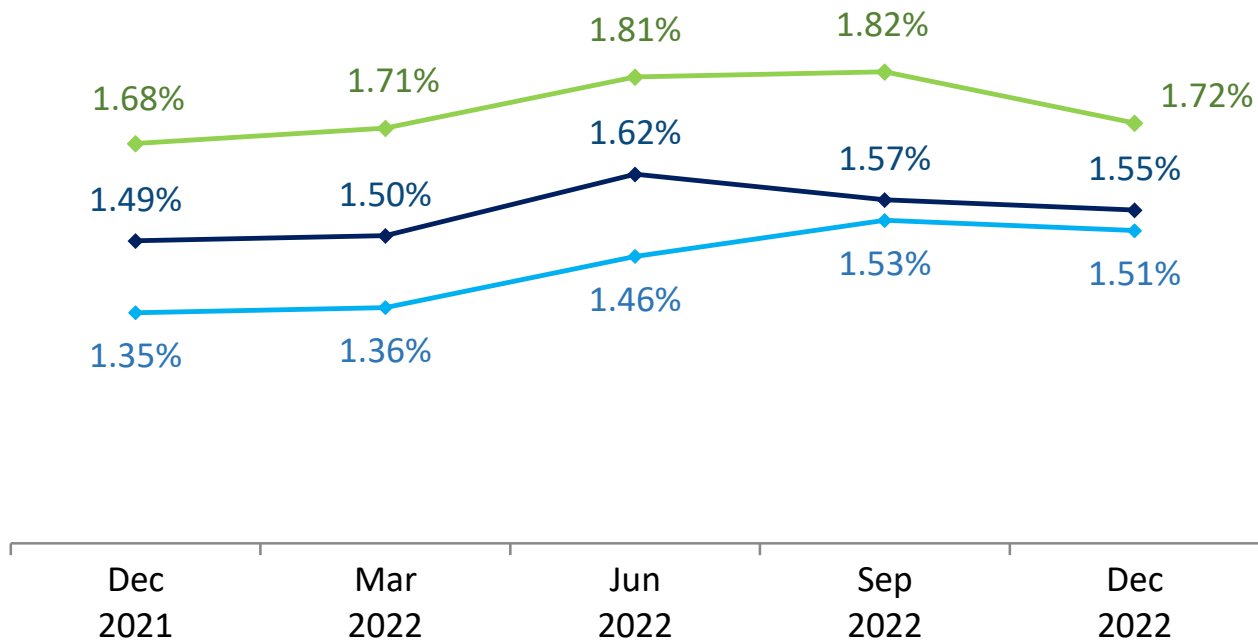
| RM'bil | Dec 2021 | Sep 2022 | Dec 2022 | Q-o-Q | Y-o-Y |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|
| GROUP COMMUNITY BANKING | 40.9 | 41.1 | 40.5 | -1.6% | -1.1% |
| Retail | 23.5 | 23.0 | 22.0 | -4.3% | -6.5% |
| SME | 17.4 | 18.1 | 18.5 | 1.9% | 6.4% |
| GROUP WHOLESALE BANKING | 12.6 | 14.6 | 13.5 | -7.2% | 7.7% |
| Corporate | 11.1 | 13.1 | 12.1 | -7.4% | 9.3% |
| Commercial | 1.5 | 1.5 | 1.4 | -5.4% | -4.0% |
| TOTAL RHB DOMESTIC | 53.5 | 55.7 | 54.0 | -3.0% | 1.0% |
| OVERSEAS OPERATIONS | 12.1 | 11.9 | 12.4 | 4.8% | 2.4% |
| TOTAL RHB GROUP | 65.6 | 67.6 | 66.4 | -1.7% | 1.3% |
| CASA Ratio | 30.0% | 29.9% | 29.2% | | |

Allowances for Losses on Loans



Gross Impaired Loans

| | | | | |
|-------|-------|-------|-------|-------|
| 7.10% | 7.27% | 6.28% | 5.67% | 5.47% |
|-------|-------|-------|-------|-------|



- Gross Loans - Stage 2 (Group)
- GIL Ratio (Industry)
- GIL Ratio (Group)
- GIL Ratio (Domestic)

| | | | | | |
|-------------------|--------|--------|--------|--------|--------|
| LLC ^{N1} | 122.4% | 125.7% | 117.0% | 118.1% | 112.8% |
|-------------------|--------|--------|--------|--------|--------|

N1: Excluding 1.0% regulatory reserve

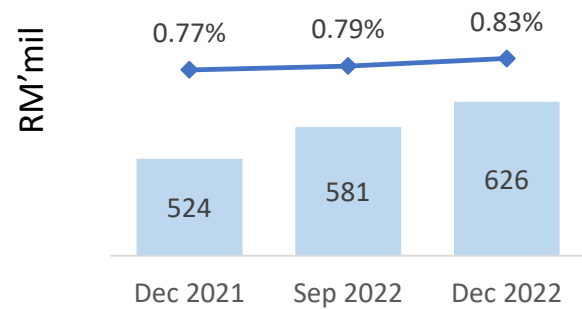
GIL upticks for Retail segment within expectation; SME, Corporate and Cambodia showed improvement Q-o-Q due to recoveries and write-offs

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Group Community Banking

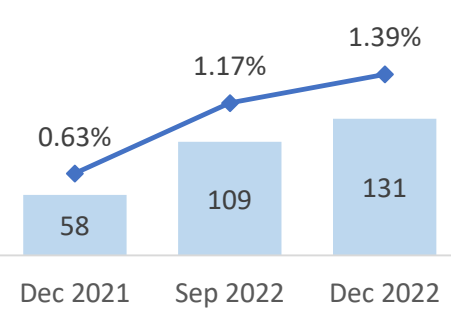
Mortgage

| | | |
|-------|-------|-------|
| 4.65% | 3.76% | 3.68% |
|-------|-------|-------|



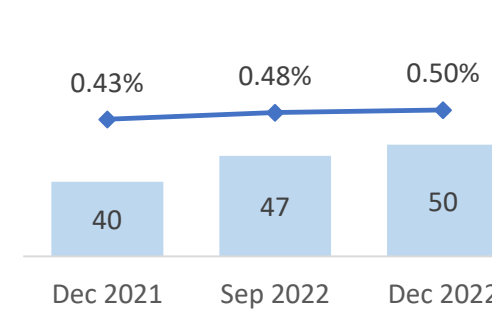
Unsecured

| | | |
|-------|-------|-------|
| 8.41% | 8.09% | 8.27% |
|-------|-------|-------|



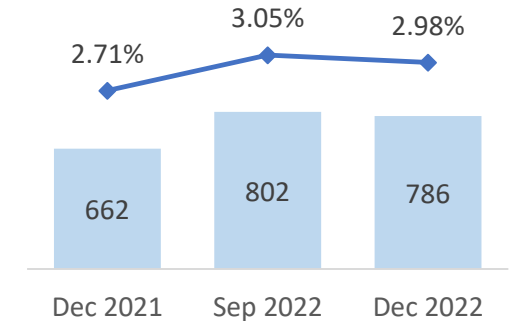
Auto Finance

| | | |
|-------|-------|-------|
| 7.03% | 5.77% | 5.47% |
|-------|-------|-------|



SME

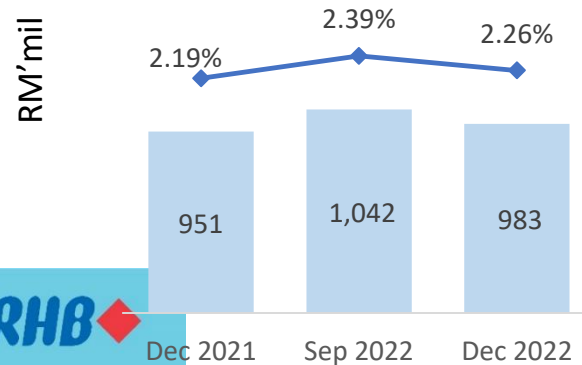
| | | |
|--------|--------|--------|
| 15.53% | 12.78% | 12.21% |
|--------|--------|--------|



Group Wholesale Banking

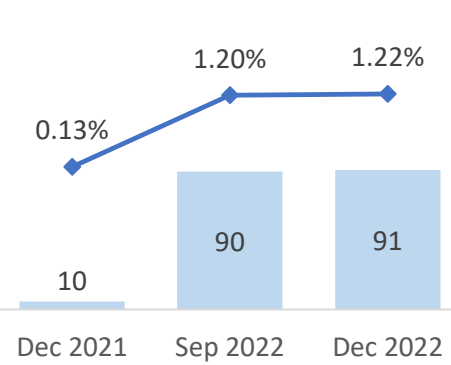
Corporate

| | | |
|-------|-------|-------|
| 5.96% | 5.00% | 4.50% |
|-------|-------|-------|



Commercial

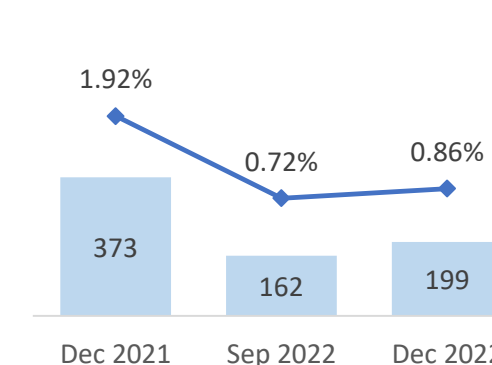
| | | |
|-------|-------|-------|
| 4.97% | 3.43% | 5.48% |
|-------|-------|-------|



Group International Business

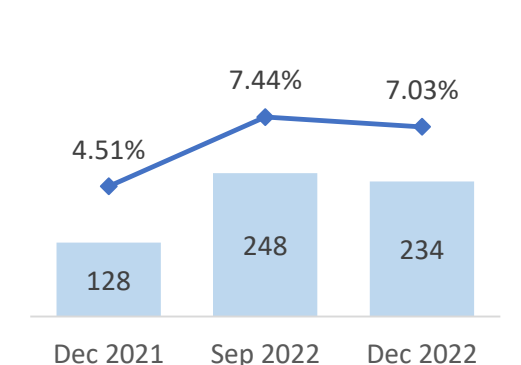
Singapore (Bank)

| | | |
|-------|-------|-------|
| 5.05% | 1.85% | 1.94% |
|-------|-------|-------|



Cambodia

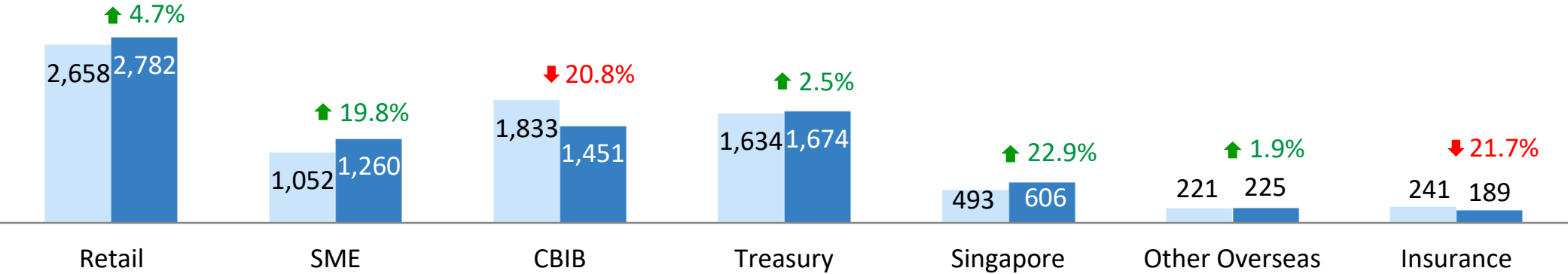
| | | |
|--------|--------|--------|
| 15.00% | 12.92% | 12.02% |
|--------|--------|--------|



Profit grew in GCB and GIB; lower profit for GWB due to lower total income; Insurance impacted by lower underwriting surplus

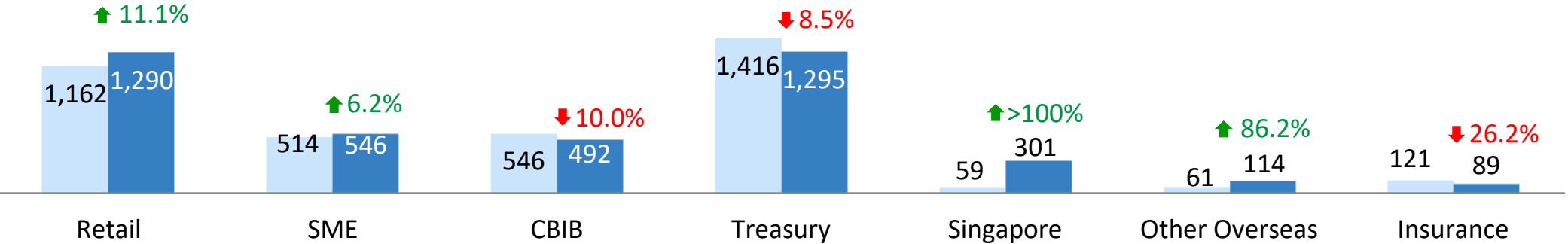
| Group Community Banking (GCB) | Group Wholesale Banking (GWB) | Group International Business (GIB) |
|--|--|---|
| FY2021: RM3,709.2 mil FY2022: RM4,042.1 mil ↑ 9.0% | FY2021: RM3,466.2 mil FY2022: RM3,125.3 mil ↓ 9.8% | FY2021: RM713.9 mil FY2022: RM831.1 mil ↑ 16.4% |

Revenue



| Group Community Banking (GCB) | Group Wholesale Banking (GWB) | Group International Business (GIB) |
|--|--|---|
| FY2021: RM1,675.6 mil FY2022: RM1,836.1 mil ↑ 9.6% | FY2021: RM1,962.0 mil FY2022: RM1,786.3 mil ↓ 9.0% | FY2021: RM120.8 mil FY2022: RM415.0 mil ↑ >100% |

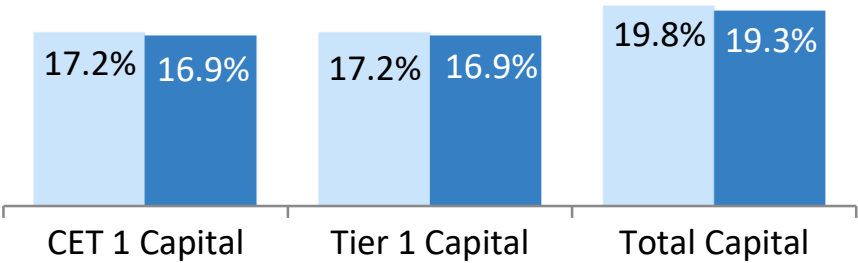
Pre-tax Profit



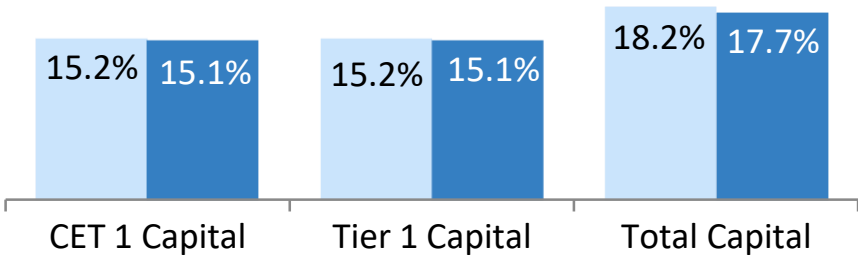
*Figures in RM' million

FY2021 FY2022

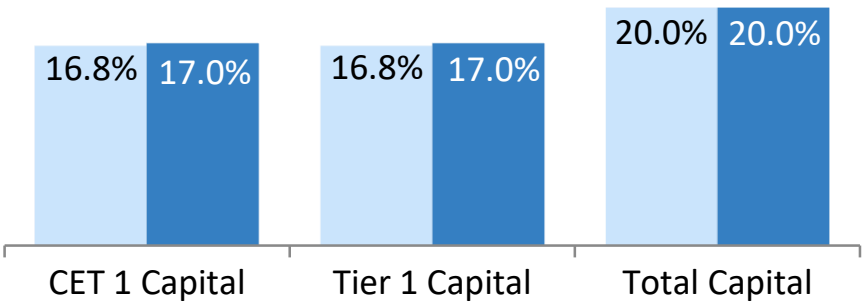
RHB Bank Group



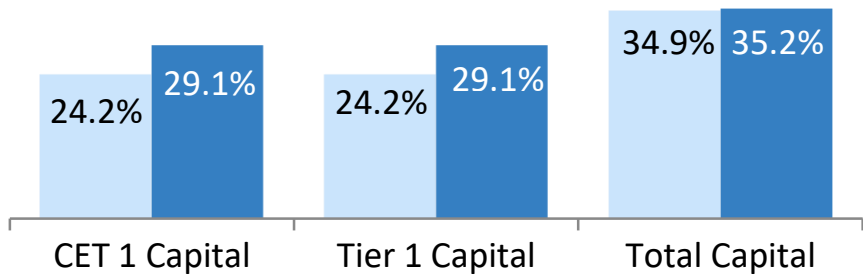
RHB Bank



RHB Islamic Bank



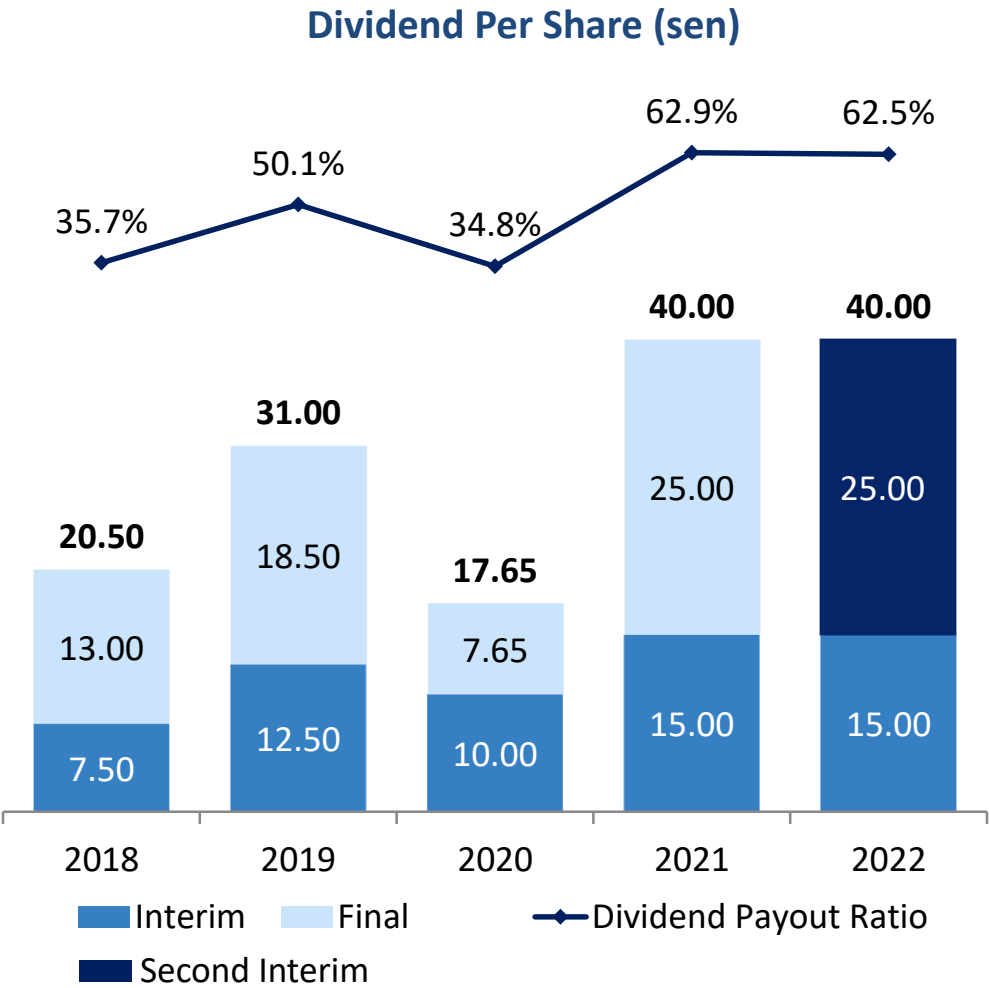
RHB Investment Bank



Dec 2021

Dec 2022

Declared second interim dividend of 25 sen per share with 20 sen cash and 5 sen subject to DRP representing 62.5% payout ratio for FY2022



Dividend Guidance
Minimum dividend payout ratio of 30% of net profit



3

Strategy Update

TWP24 – Targets



- Build **deeper relationships** with our **target customers** (e.g. Affluent, Mass Affluent, SME, LC, MC)
- Embed our presence across **all financial needs** through **personalised value propositions**

- Deliver **market leading** and **differentiated customer experience** and service levels
- Bring together the **best digital experiences to help customers** manage their financial needs

- Concentrate on **domestic** and **international growth** where we are equipped with the 'right-to-win'
- Prioritise **sustainable growth** and continue to **enhance sustainable practices** in the near and long-term

11.5%
Return on Equity (ROE)

≤ 44.5%
Cost-to-Income Ratio (CIR)

Top-3
Net Promoter Score (NPS)
among banks in Malaysia

TWP24 – FY2022 Highlights



+7.2% Retail Loans
vs. FY2021

+7.9% SME Loans
vs. FY2021

+10.0% Mortgage Loans
vs. FY2021

Driven by innovative solutions e.g. buy-back scheme with IJM and API connectivity with EcoWorld

+12% Reflex Customers
vs. FY2021 (to 150k customers)

+10% Reflex CASA
vs. FY2021 (to RM27 bil)

Top-3 Net Promoter Score (NPS)

Among banks in Malaysia, improving from #4 in 2021

Achieved strong digital channel penetration

- Online mortgage origination of ~50%, via MyHome app
- SME Online Financing balance surpassed RM1 bil

Enhanced customers' digital experience

- Refreshed internet banking portal (launched in Apr)
- Launched new investment platform – MyInvest (in Nov)

RM14.5 bil Sustainable Financial Services

Accelerating our ESG agenda (exceeded 2022 target by 60%)

+9.2% Islamic Financing
vs. FY2021

44.6% Islamic share
of domestic financing
(FY2021: 43.0%)

+18.7% SG Loans
vs. FY2021

+17.9% KH Loans
vs. FY2021

FY2022 Achievements

9.7%*

Return on Equity (ROE)

FY2021: 9.6% | TWP24: 11.5%

*Note: Normalised ROE of 11.2% in FY2022

44.7%

Cost-to-Income Ratio (CIR)

FY2021: 45.2% | TWP24: ≤ 44.5%

Top-3

Net Promoter Score (NPS)

FY2021: #4 | TWP24: Top-3

4

Summary & Outlook

Economic Outlook

- GDP expanded 7.0% in Q4 2022 and 8.7% for the full year supported largely by robust domestic activities
- For 2023, Malaysia's GDP is expected to grow but at a more modest pace of 5.0%. Loans growth is also projected to moderate in tandem with GDP
- OPR is expected to normalise further to pre-pandemic level

Income & Cost Mangement

- Net fund based income to grow at a more measured rate as funding costs continue to be impacted by deposits competition
- Non-fund based income projected to recover though challenging market conditions remain
 - Seek opportunities to build securities portfolio
 - Focus on wealth management fee income, especially in Islamic wealth management
- Maintain strong operating expense discipline but will continue to invest in IT and Digital to drive efficiencies

Loans & Deposits

- Mortgage, auto finance, SME and Singapore remain as the primary drivers for loans growth albeit at a more moderate pace
- Deposits competition continues to be intense

Asset Quality

- Continue to support the vulnerable borrowers and monitor their repayment behavior
- Normalisation of credit cost
- Maintain credit discipline, grow assets responsibly

Capital & Liquidity

- Priority is to preserve liquidity strength and remain among the best capitalised banks in Malaysia

| Top Level Indicators | Actual FY2022 | Target FY2023 |
|----------------------------|---------------|---------------|
| ROE | 9.7% | ≥11.0% |
| Loans Growth | 6.9% | 4%-5% |
| CASA Composition | 29.2% | 30.0% |
| Gross Impaired Loans Ratio | 1.55% | ≤1.50% |
| Cost-to-Income Ratio | 44.7% | ≤44.6% |

- The Group delivered a commendable performance for FY2022 amid persistently challenging operating environment
- We are delighted to reward our shareholders with a second interim dividend of 25 sen per share, bringing FY2022 dividend to 40 sen per share, representing 62.5% payout
- Continue intensifying our Sustainability efforts, including embarking on GCAP Phase 2, which covers all elements of Climate Framework, aligned with leading peer practices as well as BNM guidelines, towards developing the Group's pathway to net zero by 2050
- The Group will continue to deliver on our TWP24 strategy; by focusing on achieving quality growth, driving service excellence and improving efficiency

THANK YOU

www.rhbgroup.com

INVESTOR RELATIONS CONTACT

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Appendix

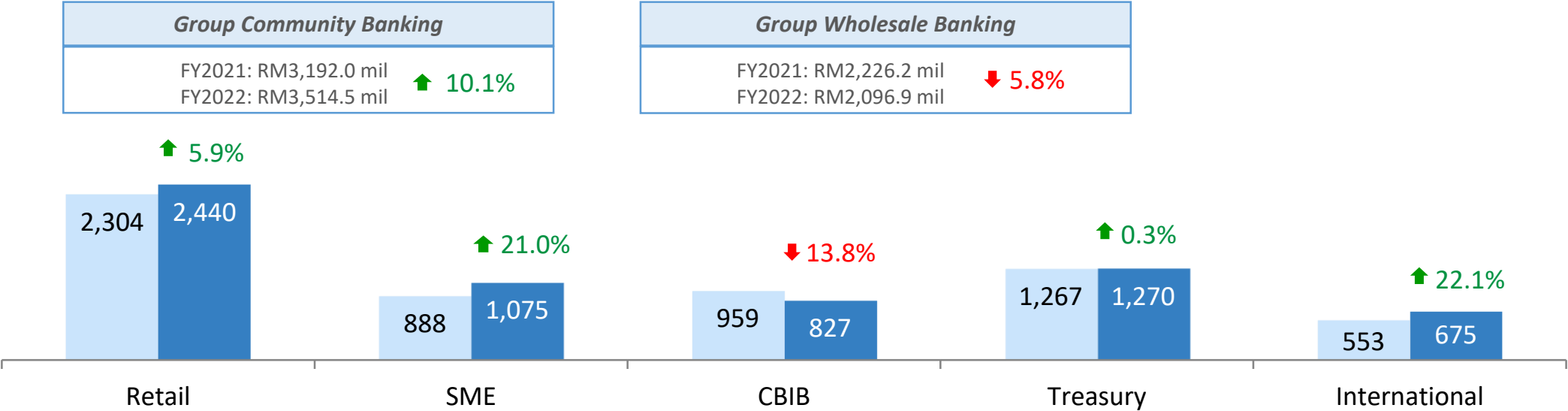
- Domestic outstanding RA remained at 4% as at 31st January 2023

| % of Outstanding Loan Balance | Outstanding RA as at: | | | |
|----------------------------------|---------------------------|-----|---------------------------|-----|
| | 31 st Oct 2022 | | 31 st Jan 2023 | |
| | RM bil | % | RM bil | % |
| Group Community Banking | 5.9 | 4% | 5.6 | 4% |
| Retail | 3.0 | 3% | 2.8 | 3% |
| SME | 2.9 | 11% | 2.8 | 11% |
| Group Wholesale Banking | 1.6 | 3% | 1.7 | 3% |
| Corporate | 1.3 | 3% | 1.5 | 4% |
| Commercial | 0.3 | 4% | 0.2 | 3% |
| Total Domestic | 7.5 | 4% | 7.3 | 4% |

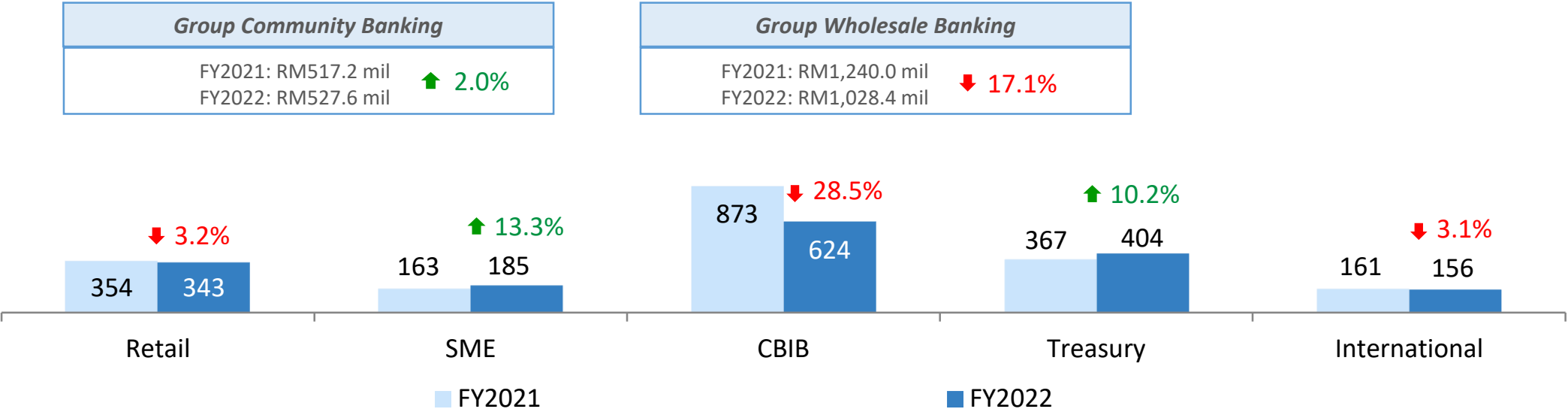
| Financial Data RM'mil | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|------------------------------------|---------|---------|---------|---------|---------|
| Income Statement | | | | | |
| Total Income | 6,806 | 7,058 | 7,186 | 7,789 | 8,309 |
| Operating Profit Before Allowances | 3,448 | 3,670 | 3,799 | 4,266 | 4,592 |
| Profit Before Tax | 3,119 | 3,394 | 2,644 | 3,529 | 4,171 |
| Net Profit | 2,305 | 2,482 | 2,033 | 2,618 | 2,708 |
| Balance Sheet | | | | | |
| Total Assets | 243,166 | 257,592 | 271,150 | 289,541 | 310,788 |
| Gross Loans | 168,879 | 176,175 | 186,114 | 198,512 | 212,200 |
| Customer Deposits | 178,856 | 190,555 | 203,471 | 218,733 | 227,160 |
| Shareholders' Equity | 23,358 | 25,775 | 27,024 | 27,998 | 28,715 |
| Per Share | | | | | |
| Earnings (sen) | 57.5 | 61.9 | 50.7 | 64.7 | 64.7 |
| Net Assets (RM) | 5.82 | 6.43 | 6.74 | 6.76 | 6.76 |
| Dividend (sen) | 20.50 | 31.00 | 17.65 | 40.00 | 40.00 |

| Financial Ratios | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|--|--------|--------|--------|--------|---------------|
| Profitability | | | | | |
| Return on Equity | 10.3% | 10.3% | 7.7% | 9.6% | 9.7% |
| Net Interest Margin | 2.24% | 2.12% | 2.13% | 2.20% | 2.24% |
| Cost to Income Ratio | 49.3% | 48.0% | 47.1% | 45.2% | 44.7% |
| Asset Quality | | | | | |
| Gross Impaired Loan Ratio | 2.06% | 1.97% | 1.71% | 1.49% | 1.55% |
| Credit Cost | 0.19% | 0.18% | 0.58% | 0.29% | 0.15% |
| Loan Loss Coverage Ratio (excl. Reg. Reserves) | 93.3% | 85.7% | 119.7% | 122.4% | 112.8% |
| Loan Loss Coverage Ratio (incl. Reg. Reserves) | 103.0% | 107.9% | 119.7% | 124.2% | 130.3% |
| Liquidity | | | | | |
| Loan to Deposit Ratio | 94.4% | 92.5% | 91.5% | 90.8% | 93.4% |
| CASA Ratio | 25.9% | 25.7% | 30.9% | 30.0% | 29.2% |
| Liquidity Coverage Ratio | 143.0% | 152.7% | 146.9% | 155.7% | 162.1% |
| Capital Adequacy | | | | | |
| Common Equity Tier I Capital Ratio | 15.5% | 16.3% | 16.2% | 17.2% | 16.9% |
| Tier I Capital Ratio | 15.7% | 16.3% | 16.2% | 17.2% | 16.9% |
| Total Capital Ratio | 18.8% | 18.6% | 18.4% | 19.8% | 19.3% |

Net Fund
Based
Income



Non-Fund
Based
Income

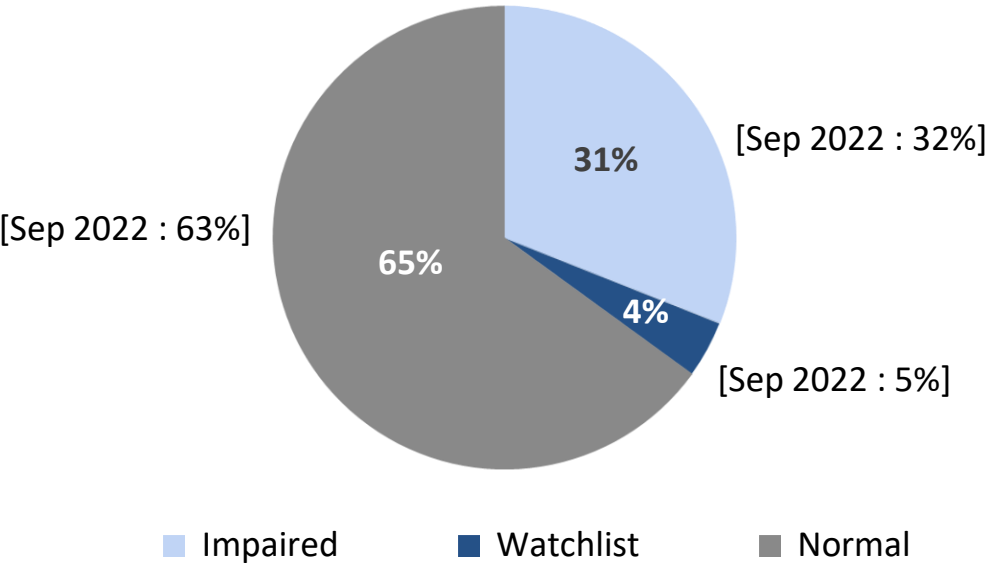


*Figures in RM' million

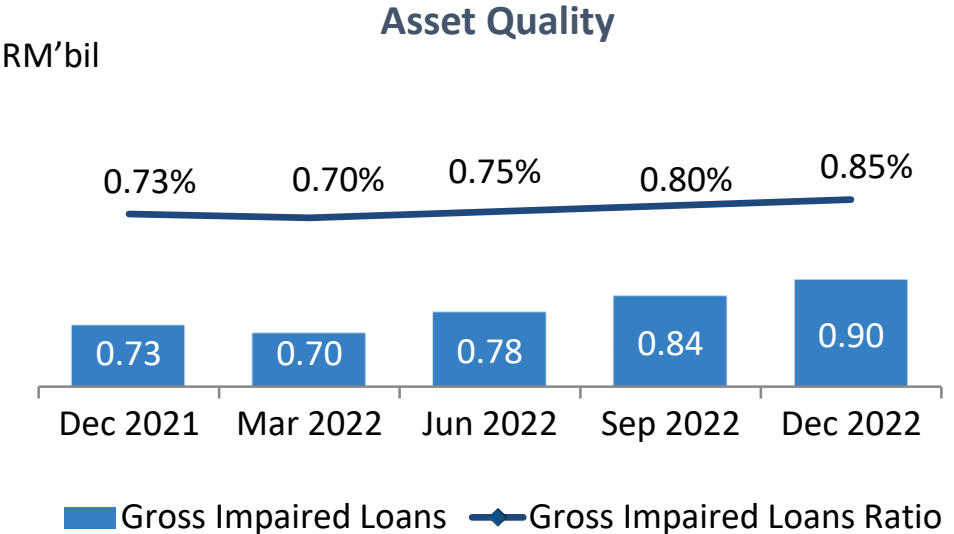
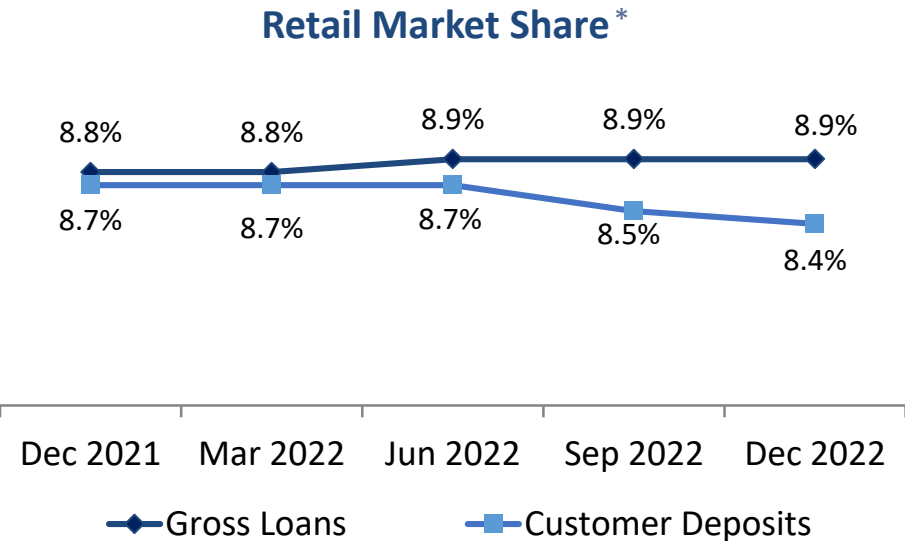
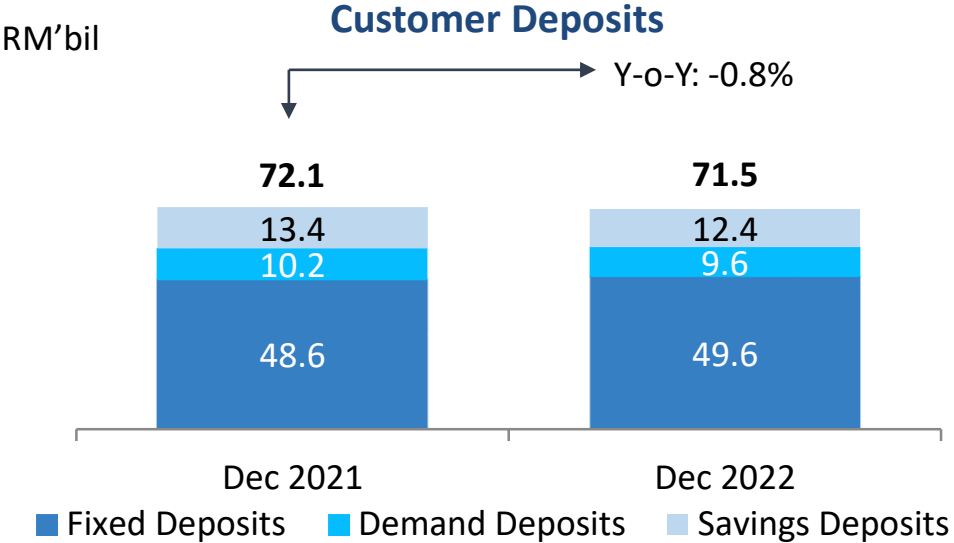
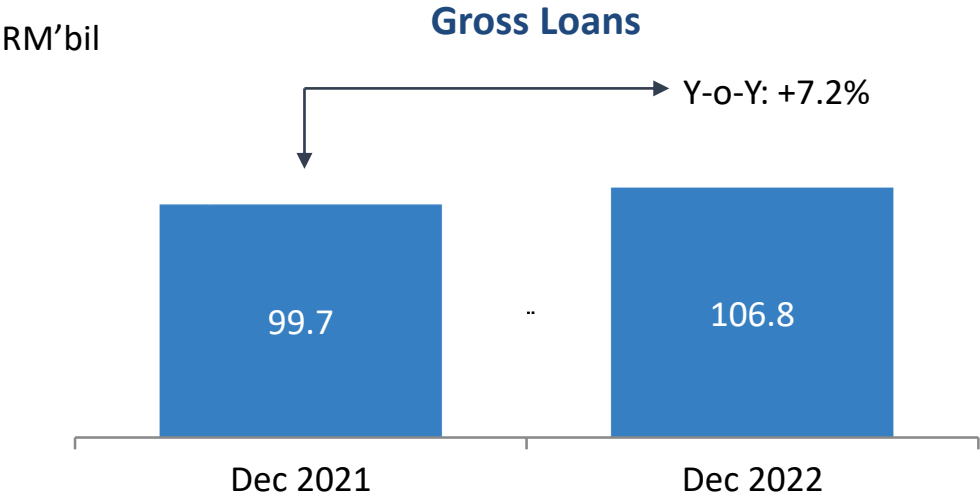


| Loans + Bonds Outstanding | Upstream | | Oil and Gas Related Industry Downstream | | Total | |
|---------------------------|----------|------------------|--|------------------|--------|------------------|
| | RM'bil | % to Gross Loans | RM'bil | % to Gross Loans | RM'bil | % to Gross Loans |
| Dec 2022 | 2.2 | 1.0% | 1.2 | 0.6% | 3.4 | 1.6% |
| Dec 2021 | 2.3 | 1.2% | 1.4 | 0.7% | 3.7 | 1.9% |
| 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% |

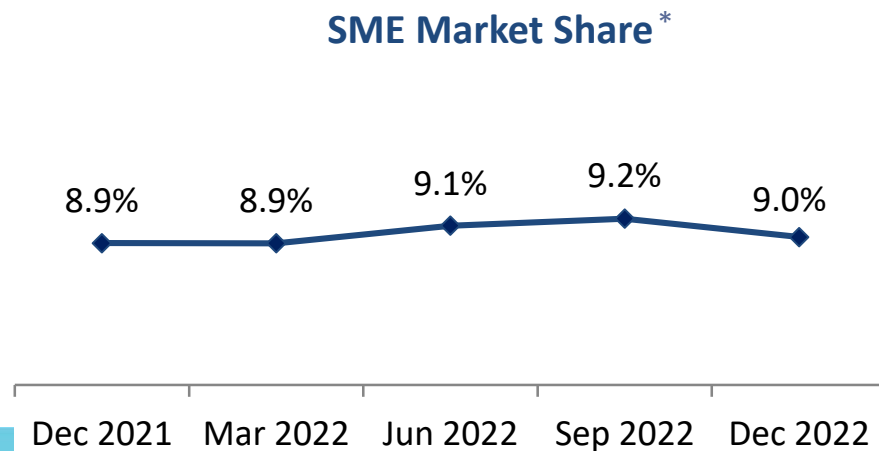
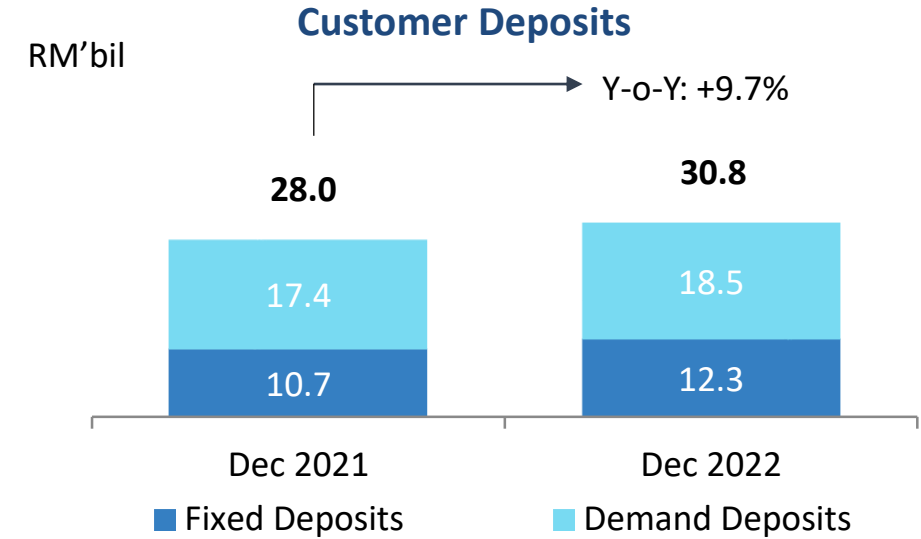
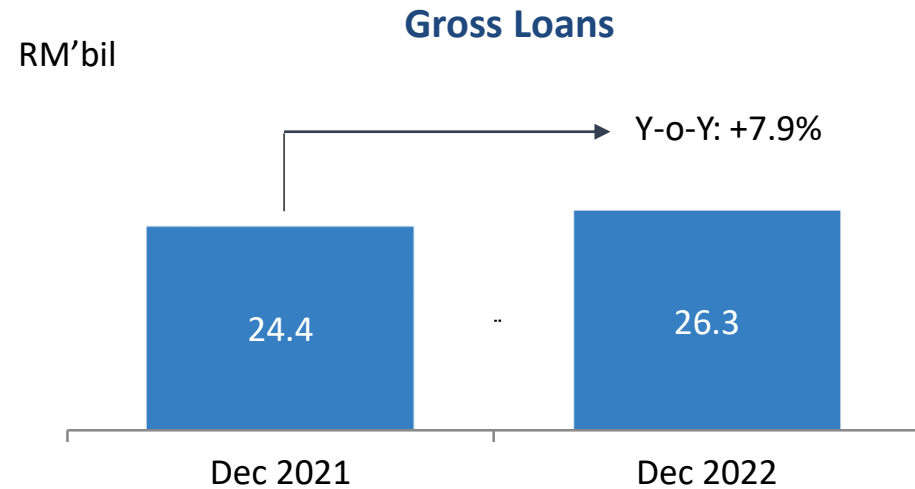
Oil & Gas Exposure



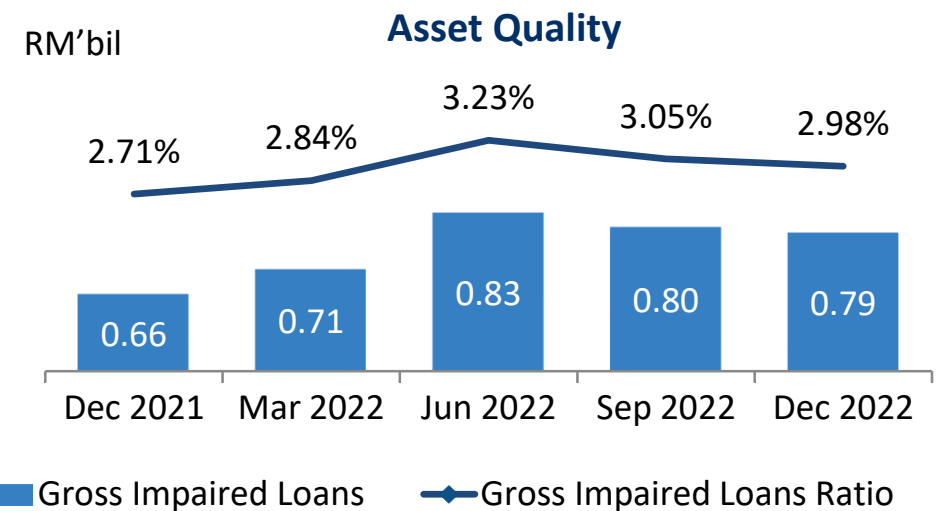
| Country | % of Loans Outstanding |
|-----------|------------------------|
| Malaysia | 90% |
| Singapore | 10% |



* % of Retail Loans / Deposits to total for industry (Household sector) as reported in BNM Statistics

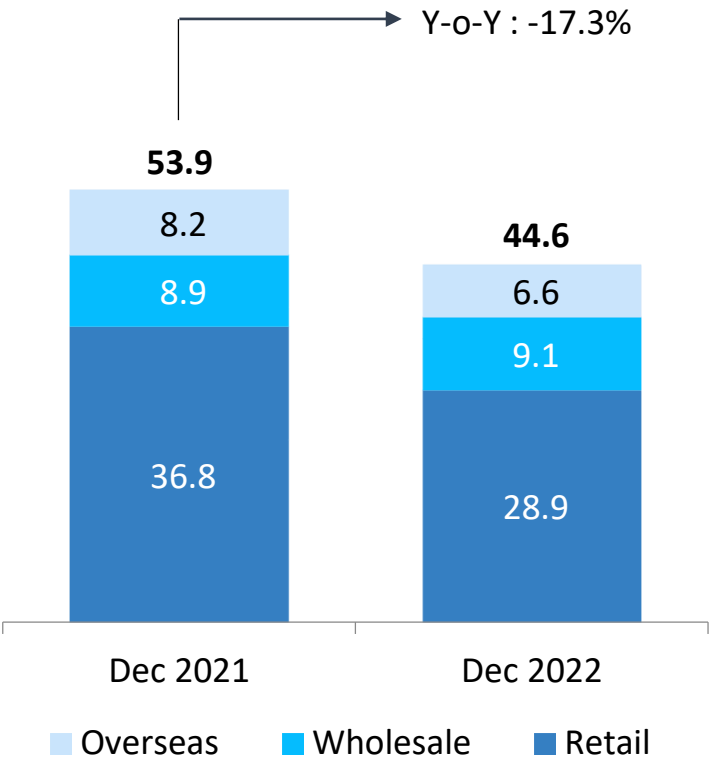


* % of SME loans to total for industry (excluding DFIs) as reported in BNM Statistics



RM'bil

Asset Under Management



Market Share

9.5%

8.7%



| Year 2022 | Market Share | Ranking |
|--|----------------|------------------------------------|
| Equities Broking: - By value - By volume | 6.8% 8.8% | 6 th 4 th |
| Debt Capital Markets: - MYR sukuk - Total MYR bonds (Conventional & Islamic bonds) | 18.4% 18.1% | 3 rd 3 rd |
| Equity Capital Markets | 6.8% | 3 rd |
| Mergers & Acquisition: - By value - By deal count | 61.6% 8 | 1 st 1 st |

CF/ECM



CIMB Group Holdings Berhad
RM227.4 mil Secondary Placement
Sole Placement Agent



Hong Leong Bank Berhad
RM211.2 mil Secondary Placement
Sole Placement Agent



Telekom Malaysia Berhad
RM79.4 mil Secondary Placement
Sole Placement Agent



DCM



Projek Lebuhraya Usahasama Berhad
Issuance of IMTN under the RM25.2 bil IMTN Programme
Joint Principal Adviser, Joint Lead Arranger & Joint Lead Manager



Johor Port Berhad
Issuance of RM600.0 mil IMTN and RM150.0 mil ICP under its
RM1.0 bil Sukuk Murabahah Programme
Principal Adviser, Lead Arranger & Lead Manager

Perangsang Capital Sdn Bhd

Perangsang Capital Sdn Bhd
Issuance of RM257.0 mil Sukuk Murabahah under its
RM500.0 mil Sukuk Murabahah Programme
Sole Lead Manager

M&A



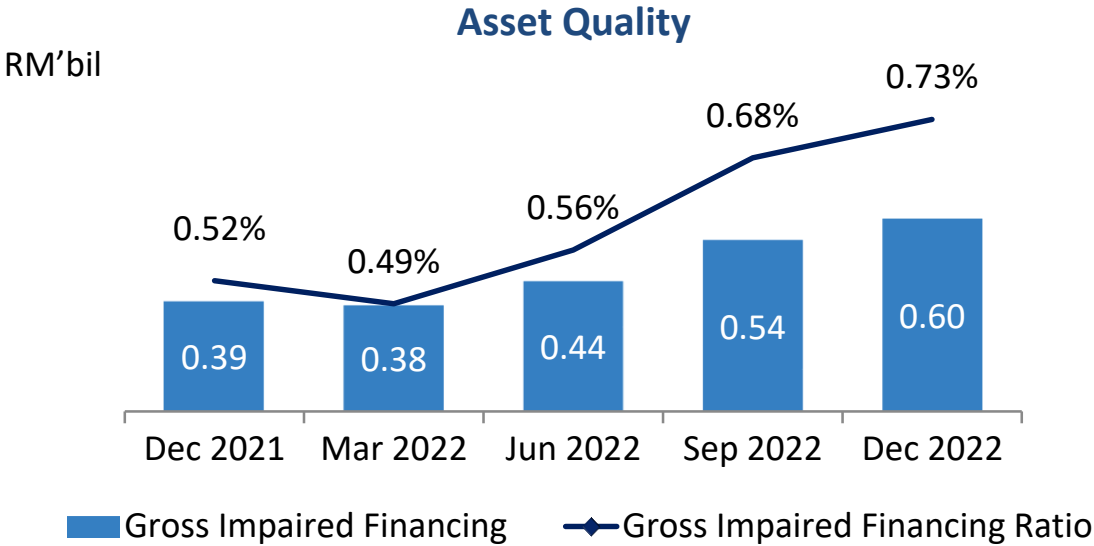
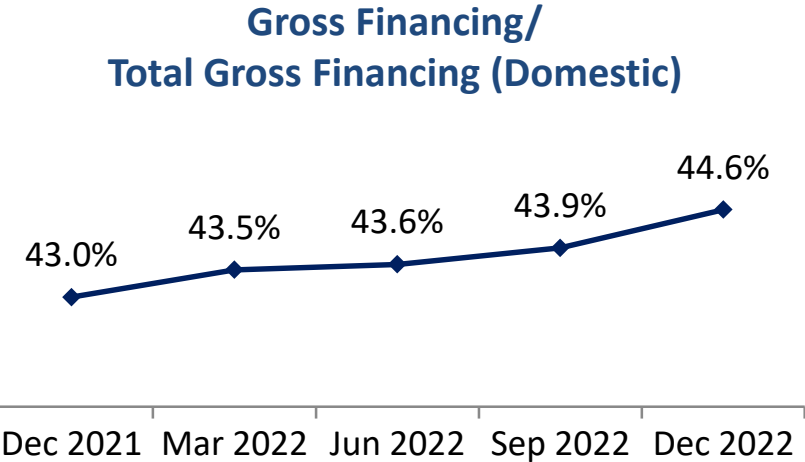
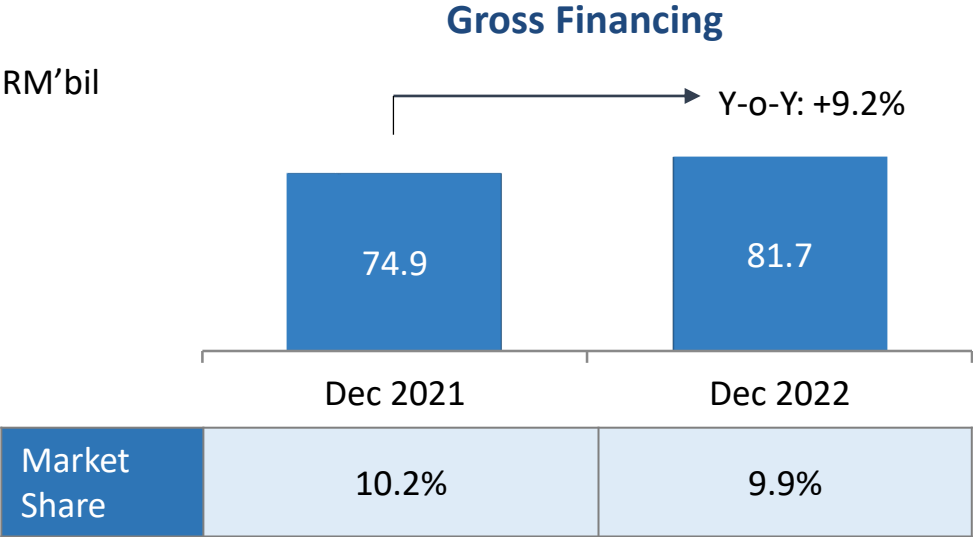
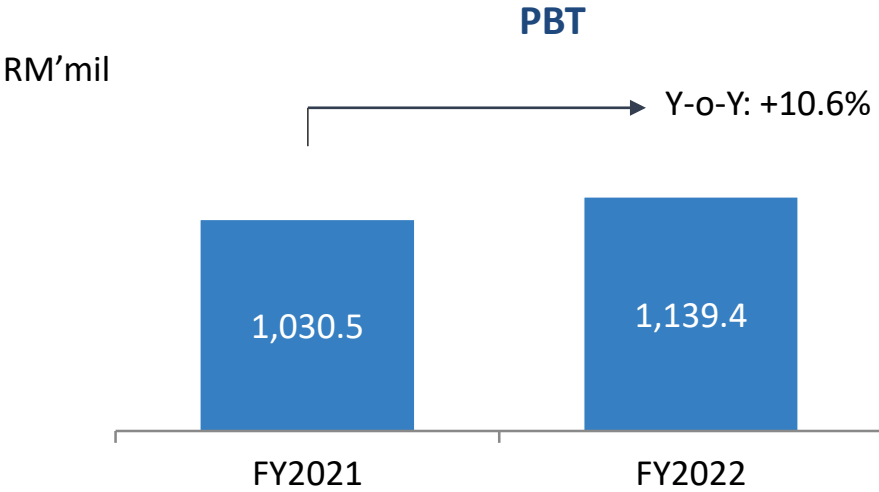
MMC Corporation Berhad
RM2,937.9 mil
Seaport Terminal (Johor) Sdn Bhd's privatisation of MMC
Corporation Berhad by way of a selective capital reduction
and repayment exercise
Principal Adviser, Lead Transaction Manager & Joint Lead Arranger

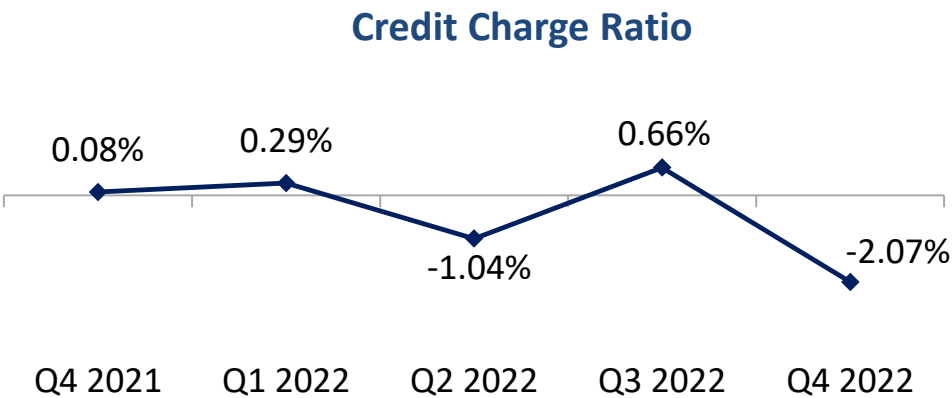
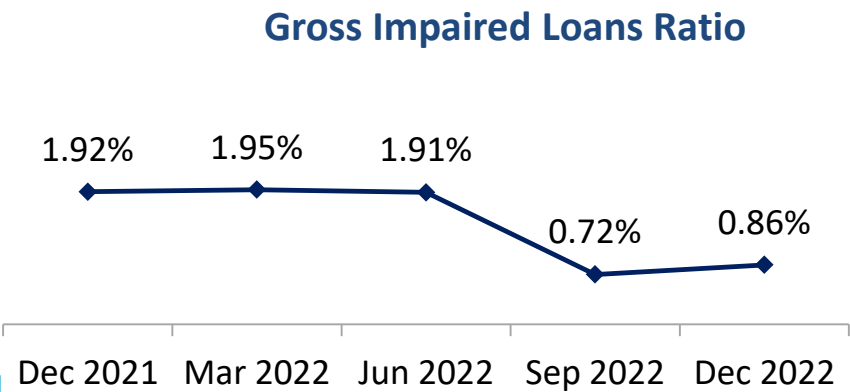
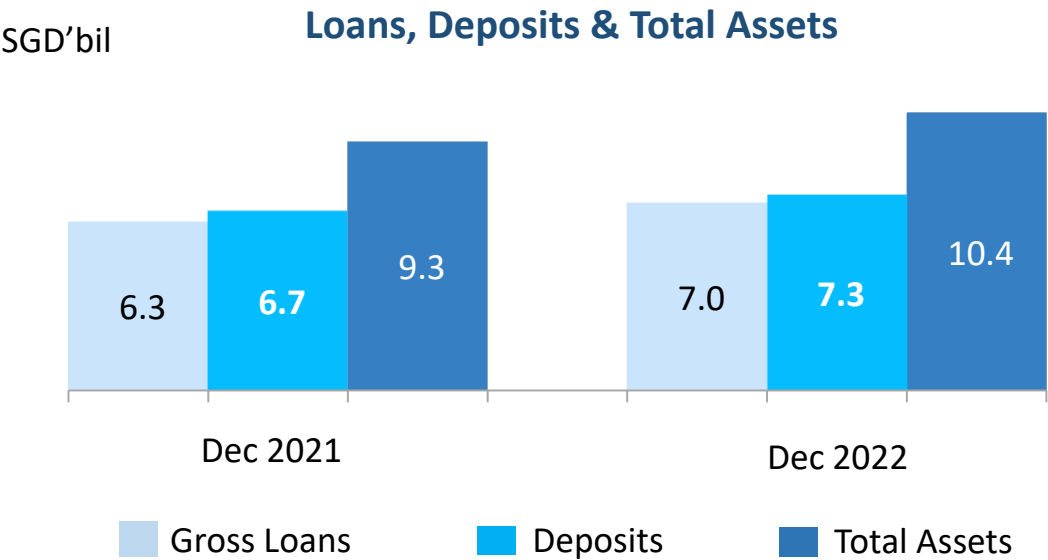
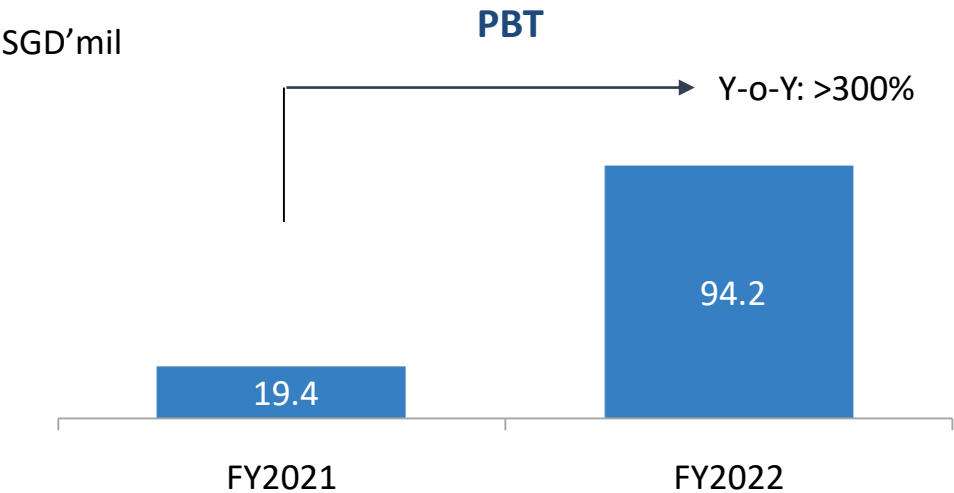


Malton Berhad
RM2,200.0 mil
Proposed disposal by Regal Path Sdn Bhd, a 51% joint
venture of Malton Berhad, of Pavilion Bukit Jalil Mall to
Pavilion REIT
Principal Adviser
(ongoing)



WCE Holdings Berhad
RM494.0 mil
Proposed disposal of the entire 40% equity interest in
Radiant Pillar Sdn Bhd held by WCEHB and its subsidiaries
to IJM Properties Sdn Bhd
Principal Adviser
(ongoing)





| RM'mil | Dec 2021 | Sep 2022 | Dec 2022 | Q-o-Q | Y-o-Y |
|----------------------------|---------------|---------------|---------------|--------------|--------------|
| Overseas Operations | 24,433 | 28,094 | 28,831 | 2.6% | 18.0% |
| Singapore | 19,446 | 22,525 | 23,087 | 2.5% | 18.7% |
| Cambodia | 2,829 | 3,337 | 3,335 | -0.1% | 17.9% |
| Others | 2,158 | 2,232 | 2,409 | 7.9% | 11.6% |
| Thailand | 1,721 | 1,840 | 2,006 | 9.0% | 16.6% |
| Brunei | 184 | 190 | 195 | 2.6% | 6.0% |
| Indonesia | 131 | 112 | 118 | 5.4% | -9.9% |
| Laos | 119 | 83 | 74 | -10.8% | -37.8% |
| Vietnam | 3 | 7 | 16 | +>100% | +>100% |