

RHB BANK BERHAD

Analysts Presentation

9M 2022 Financial Results

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Group Managing Director / Group Chief Executive Officer
RHB Banking Group
29 November 2022



Agenda

1. Executive Summary
2. 9M 2022 Financial Results
3. Strategy Update
4. Sustainability Update
5. Summary and Outlook



Executive Summary

Profitability

Q3 2022 (Year-on-year)

- **Net fund based income** grew by 9.2% Y-o-Y to RM1,629.1 million from higher gross fund based income
- **Non-fund based income** decreased 9.1% Y-o-Y to RM564.5 million due to overall lower fee income, insurance underwriting surplus and net trading and investment income
- **Total income** grew by 13.0% Y-o-Y to RM2,193.6 million (normalised¹ : +3.8% Y-o-Y)
- **Operating expenses** increased 11.5% Y-o-Y to RM962.0 million. CIR was at 43.9% compared with 44.4% a year ago (normalised¹ CIR: 40.8% in Q3 2021)
- **Operating profit before allowances** increased 14.2% Y-o-Y to RM1,231.7 million (normalised¹ : -1.5% Y-o-Y)
- **Allowances for ECL** was lower by 23.0% Y-o-Y at RM192.3 million due to lower ECL on loans and higher bad debts recovered. Credit cost at 0.40% (Q3 2021: 0.51%)
- **Pre-tax profit** grew 25.4% Y-o-Y to RM1,039.3 million attributed mainly to higher net fund based income, absence of modification loss and lower ECL (normalised¹ : +3.8% Y-o-Y)
- **Net profit** grew 10.2% Y-o-Y to RM700.5 million in Q3 2022 from RM635.6 million in Q3 2021 (normalised¹ : +3.8% Y-o-Y to RM795.9 million)

Profitability

9M 2022 (Year-on-year)

- **Net fund based income** grew by 7.4% Y-o-Y to RM4,662.3 million from higher gross fund based income
- **Non-fund based income** decreased 20.6% Y-o-Y to RM1,380.7 million due to overall lower fee income, insurance underwriting surplus and net trading and investment income
- **Total income** grew 3.0% Y-o-Y to RM6,043.0 million (normalised¹: -0.6% Y-o-Y)
- **Operating expenses** increased 3.7% Y-o-Y to RM2,709.6 million. CIR was slightly higher at 44.8% compared with 44.5% a year ago, partly attributed to the lower non-fund based income (normalised¹ CIR: 43.0% in 9M 2021)
- **Operating profit before allowances** grew 2.3% Y-o-Y to RM3,333.4 million (normalised¹: -3.8% Y-o-Y)
- **Allowances for ECL** was lower by 40.9% Y-o-Y at RM384.8 million due to lower ECL on loans and higher bad debts recovered. Credit cost at 0.24% (9M 2021: 0.45%)
- **Pre-tax profit** grew 13.1% Y-o-Y to RM2,948.6 million attributed mainly to higher net fund based income, absence of modification loss and lower ECL (normalised¹: +4.7% Y-o-Y)
- **Net profit** declined 2.6% Y-o-Y to RM1,935.6 million in 9M 2022 from RM1,987.2 million in 9M 2021 (normalised¹: +2.7% Y-o-Y to RM2,204.2 million)
- **ROE** at 9.3% (9M 2021: 9.7%). On a normalised¹ basis, ROE at 10.5% (9M 2021: 10.3%)






Assets and Liabilities

- **Gross loans and financing**
 - Expanded 2.3% Q-o-Q to RM209.7 billion primarily due to growth in mortgage, SME, Corporate, Commercial, Singapore and Cambodia (Domestic loans growth Q-o-Q: 2.0%)
 - Expanded 5.7% YTD attributed mainly to growth in mortgage, auto finance, SME, Commercial, Singapore and Cambodia (Domestic loans growth YTD: 4.3%)
- **Customer deposits**
 - Contracted marginally by 0.2% Q-o-Q to RM225.6 billion from lower FD and MMTD (-1.1%)
 - Grew 3.1% YTD supported by growth in FD and MMTD (3.1%) and CASA (3.0%)
 - CASA made up 29.9% of total deposits (29.3% in Q2 2022; 30.0% in Q4 2021)
- **Gross impaired loans (GIL)** ratio stood at 1.57% (1.62% in Q2 2022; 1.49% in Q4 2021)
- **LLC excluding regulatory reserve** remained strong at 118.1% (117.0% in Q2 2022; 122.4% in Q4 2021)

Capital and Liquidity

Strong capital and liquidity position

- Group CET 1 ratio at 16.4% (16.6% in Q2 2022; 17.2% in Q4 2021) and total capital ratio at 18.8% (19.2% in Q2 2022; 19.8% in Q4 2021)
- Bank entity CET 1 ratio at 14.5% (14.8% in Q2 2022; 15.2% in Q4 2021) and total capital ratio at 17.1% (17.7% in Q2 2022; 18.2% in Q4 2021)
- Healthy liquidity coverage ratio of 147.3% (140.9% in Q2 2022; 155.7% in Q4 2021)

Top Level Indicators	Target FY2022	Actual 9M 2022	Achieved Target
ROE	8.5% [10.0%] ^{N1}	9.3% [10.5%] ^{N1}	
Annualised Loans Growth	4%-5%	7.5%	
CASA Composition	30.0%	29.9%	
Gross Impaired Loans Ratio	≤1.70%	1.57%	
Cost-to-Income Ratio	≤45.0%	44.8%	

N1 Normalised for Prosperity Tax ("Cukai Makmur")

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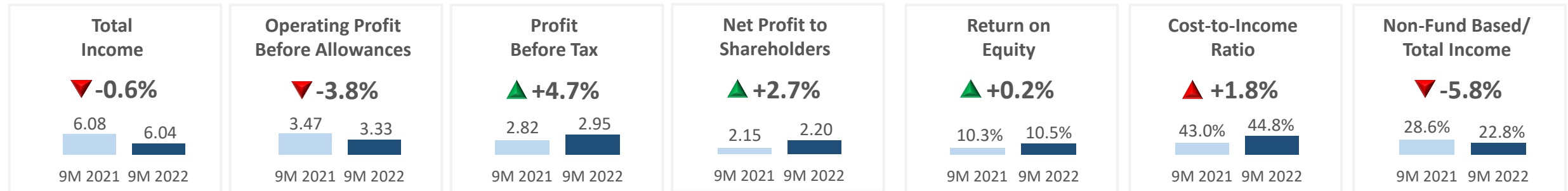
9M 2022 Financial Results

9M'22 results driven by higher net fund based income and lower ECL, partially offset by lower non-fund based income; GIL uptick within expectation

9

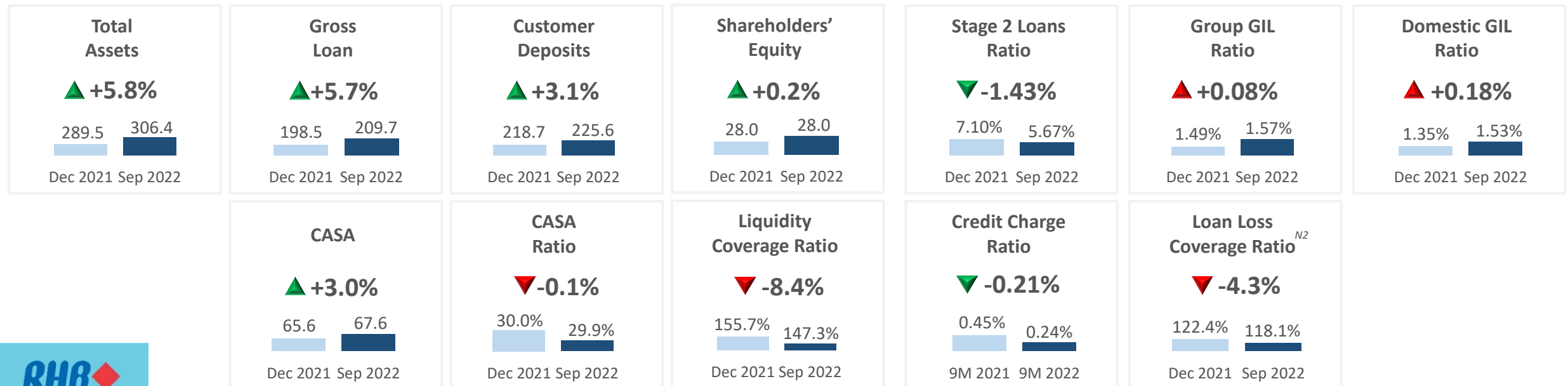
Financial Results ^{N1}

Profitability Ratios ^{N1}



Financial Position

Asset Quality



* Amounts in RM bil (except for ratios)

N1 Financial Results & Profitability Ratios: Based on normalised results (excluding modification loss in 9M 2021 and Prosperity Tax ("Cukai Makmur") in 9M 2022)

N2 Loan Loss Coverage ratio excluding regulatory reserve

Q3'22: Y-o-Y results supported by higher net fund based income and lower ECL; Q-o-Q driven by total income growth

10

	RM' mil	Q3 2021	Q2 2022	Q3 2022	Q-o-Q	Y-o-Y	9M 2021	9M 2022	Y-o-Y
Reported	Net Fund Based Income	1,492.0	1,562.4	1,629.1	4.3%	9.2%	4,340.8	4,662.3	7.4%
	Non-Fund Based Income	621.1	383.5	564.5	47.2%	-9.1%	1,737.9	1,380.7	-20.6%
	Modification Loss	-172.1	-	-	-	-	-209.3	-	-
	Total Income	1,940.9	1,945.9	2,193.6	12.7%	13.0%	5,869.4	6,043.0	3.0%
	Operating Expenses	-862.4	-888.6	-962.0	-8.3%	-11.5%	-2,611.9	-2,709.6	-3.7%
	Operating Profit Before Allowances	1,078.6	1,057.4	1,231.7	16.5%	14.2%	3,257.4	3,333.4	2.3%
	Allowance for Credit Losses on Financial Assets	-249.8	-38.6	-192.3	->100%	23.0%	-650.9	-384.8	40.9%
	Impairment Losses Made on Other Non-Financial Assets	-	-	-	-	-	-0.3	-	-
	Profit Before Taxation	828.8	1,018.8	1,039.3	2.0%	25.4%	2,606.2	2,948.6	13.1%
	Net Profit	635.6	634.8	700.5	10.3%	10.2%	1,987.2	1,935.6	-2.6%
	Earnings Per Share (sen)	15.6	15.3	16.6	8.5%	6.4%	49.3	46.4	-5.9%
	ROE						9.7%	9.3%	-0.4%
Normalised ¹	Total Income	2,113.0	1,945.9	2,193.6	12.7%	3.8%	6,078.7	6,043.0	-0.6%
	Profit Before Taxation	1,000.9	1,018.8	1,039.3	2.0%	3.8%	2,815.5	2,948.6	4.7%
	Net Profit	766.4	732.4	795.9	8.7%	3.8%	2,146.3	2,204.2	2.7%
	Cost-to-Income Ratio						43.0%	44.8%	-1.8%
	ROE						10.3%	10.5%	0.2%

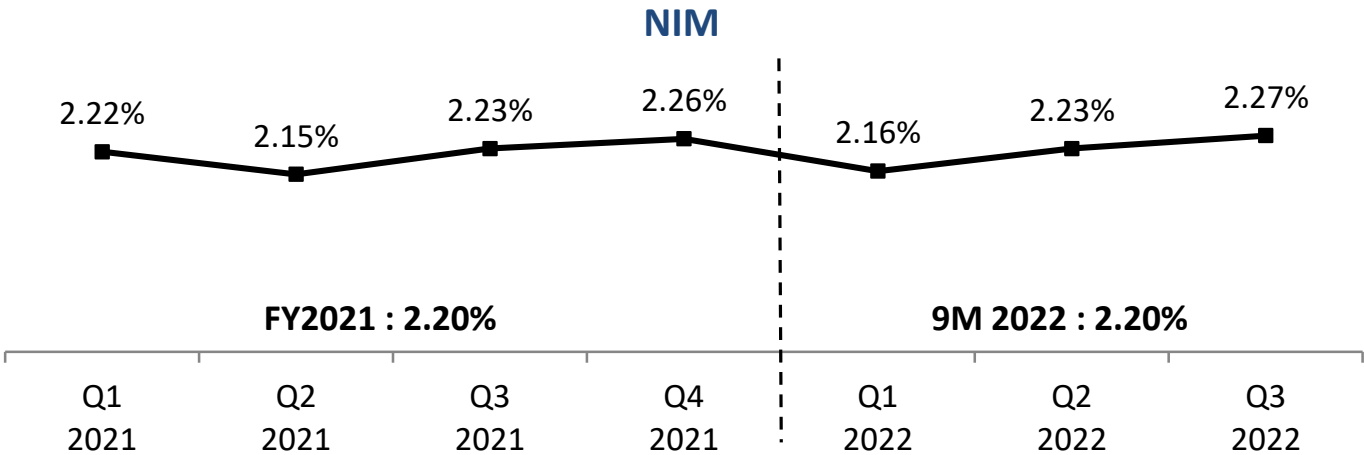
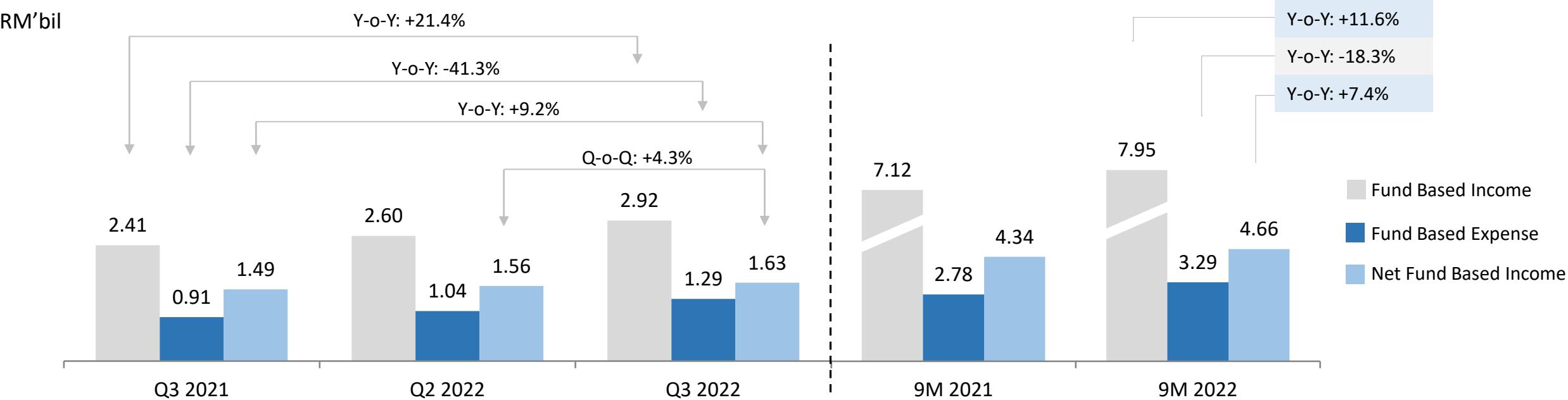
Note:

¹ Normalised = excluding modification loss in 9M 2021 and Prosperity Tax ("Cukai Makmur") in 9M 2022



9M'22 and Q3'22 net fund based income grew mainly due to higher gross fund based income;
NIM strengthened by 4 bps Q-o-Q to 2.27%

11

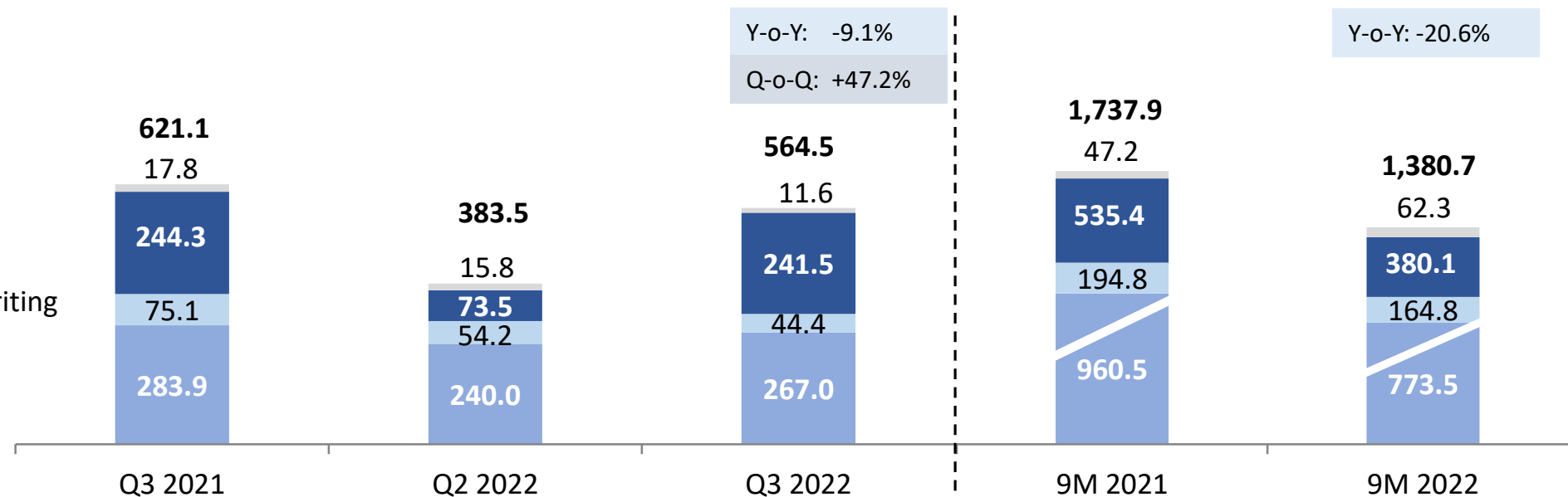


9M'22 and Q3'22 Y-o-Y non-fund based income impacted by the overall lower fee income, insurance underwriting surplus, and net trading and investment income

12

RM'mil

- Others
- Treasury Income
- Insurance Underwriting Surplus
- Fee Income

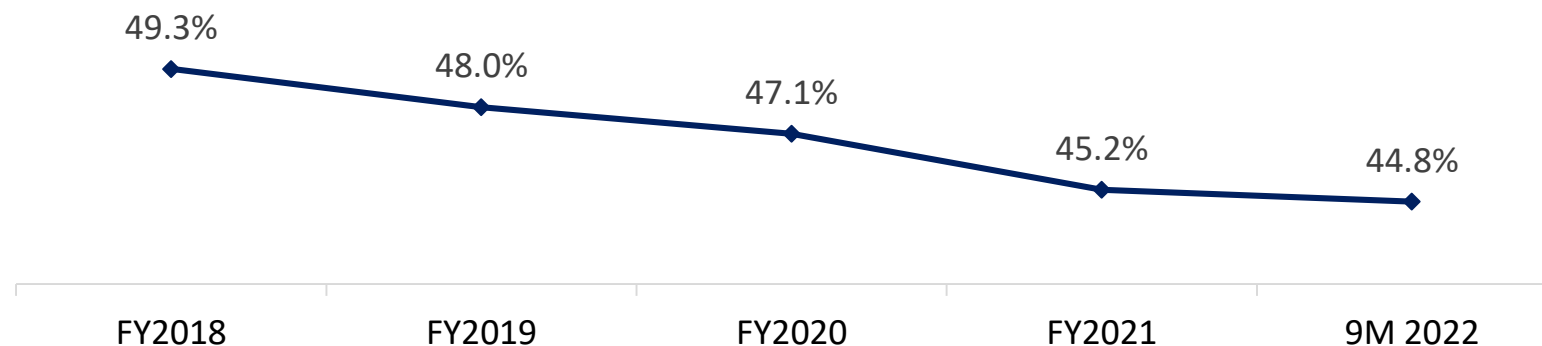


	RM' mil	Q3 2021	Q2 2022	Q3 2022	Q-o-Q	Y-o-Y	9M 2021	9M 2022	Y-o-Y
Fee Income	IB Related	29.4	17.1	26.5	55.0%	-9.9%	84.6	61.3	-27.5%
	Brokerage Income	69.1	42.2	38.0	-10.0%	-45.0%	275.1	136.1	-50.5%
	Asset Management	52.2	38.2	42.5	11.3%	-18.6%	155.3	121.9	-21.5%
	Commercial Banking	133.2	142.5	160.0	12.3%	20.1%	445.5	454.2	2.0%
Treasury Income	Net Forex Gain / Derivatives	39.8	100.7	198.6	97.2%	>100%	119.7	352.9	>100%
	Gain & MTM on Securities	204.5	-27.2	42.9	>100%	-79.0%	415.7	27.2	-93.5%

9M'22 operating expenses grew 3.7% from higher personnel, establishment, and A&G; CIR inched up to 44.8%

RM' mil	Q3 2021	Q2 2022	Q3 2022	Q-o-Q	Y-o-Y	9M 2021	9M 2022	Y-o-Y
Personnel Costs	531.0	539.2	585.6	8.6%	10.3%	1,612.0	1,658.3	2.9%
Establishment Costs	191.5	205.6	211.3	2.8%	10.3%	567.8	616.7	8.6%
of which: IT Expenses	70.4	67.8	70.6	4.1%	0.3%	208.2	206.0	-1.1%
Marketing Expenses	53.6	54.5	64.7	18.7%	20.7%	173.0	168.0	-2.9%
Administration & General Expenses	86.3	89.3	100.4	12.4%	16.3%	259.1	266.6	2.9%
Total	862.4	888.6	962.0	8.3%	11.5%	2,611.9	2,709.6	3.7%
CIR (%)	44.4	45.7	43.9			44.5	44.8	

CIR



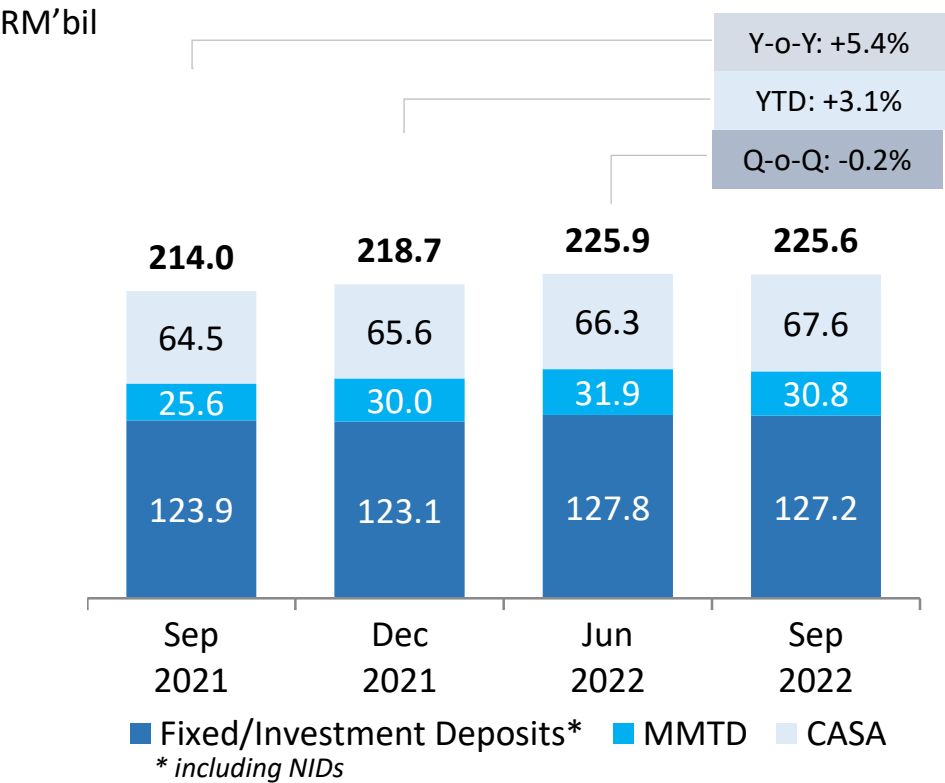
Loans grew 5.7% YTD led mainly by mortgage, auto finance, SME, Commercial, Singapore and Cambodia; Domestic loans grew 4.3% YTD

14

RM'mil	Sep 2021	Dec 2021	Jun 2022	Sep 2022	Q-o-Q	YTD	Y-o-Y
GROUP COMMUNITY BANKING	120,778	124,096	128,584	131,148	2.0%	5.7%	8.6%
Retail	97,114	99,688	102,821	104,919	2.0%	5.2%	8.0%
Mortgage	66,197	68,176	71,432	73,344	2.7%	7.6%	10.8%
Commercial Property Financing	4,512	4,482	4,375	4,327	-1.1%	-3.5%	-4.1%
Securities	7,601	7,710	7,525	7,533	0.1%	-2.3%	-0.9%
Auto Finance	9,008	9,335	9,540	9,710	1.8%	4.0%	7.8%
Unsecured Business	9,106	9,305	9,289	9,336	0.5%	0.3%	2.5%
Others	690	680	660	669	1.2%	-1.6%	-3.0%
SME	23,664	24,408	25,763	26,229	1.8%	7.5%	10.8%
GROUP WHOLESALE BANKING	49,674	49,983	49,455	50,498	2.1%	1.0%	1.7%
Corporate	42,615	42,824	42,250	42,992	1.8%	0.4%	0.9%
Commercial	7,059	7,159	7,205	7,506	4.2%	4.8%	6.3%
TOTAL RHB DOMESTIC	170,452	174,079	178,039	181,646	2.0%	4.3%	6.6%
OVERSEAS OPERATIONS	24,174	24,433	26,887	28,094	4.5%	15.0%	16.2%
Singapore	19,370	19,446	21,697	22,525	3.8%	15.8%	16.3%
Cambodia	2,709	2,829	2,998	3,337	11.3%	18.0%	23.2%
Others	2,095	2,158	2,192	2,232	1.8%	3.4%	6.5%
TOTAL RHB GROUP	194,626	198,512	204,926	209,740	2.3%	5.7%	7.8%

Total deposits grew 3.1% YTD attributed to growth in FD, MMTD and CASA; CASA composition improved to 29.9% Q-o-Q

Customer Deposits



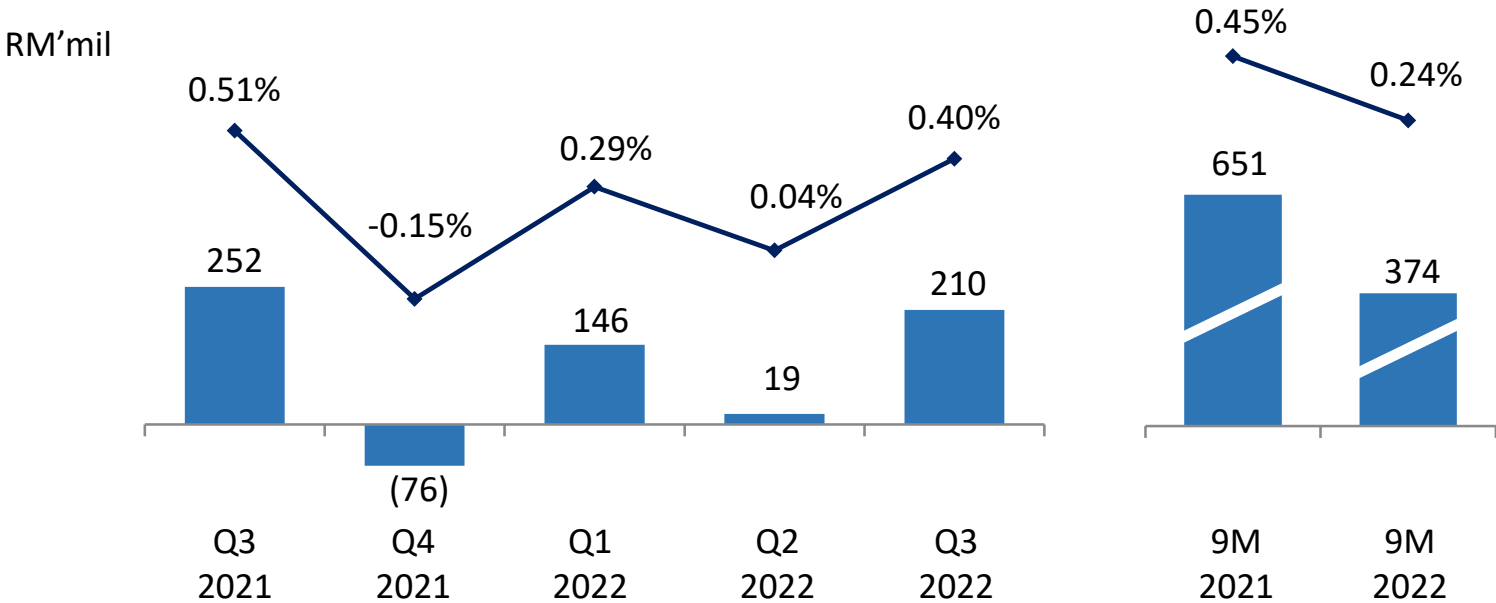
LDR	90.9%	90.8%	90.7%	93.0%
LCR	138.0%	155.7%	140.9%	147.3%

CASA by Segment

RM'bil	Sep 2021	Dec 2021	Jun 2022	Sep 2022	Q-o-Q	YTD	Y-o-Y
GROUP COMMUNITY BANKING	40.5	40.9	42.2	41.1	-2.6%	0.5%	1.5%
Retail	23.3	23.5	23.9	23.0	-3.9%	-2.3%	-1.5%
SME	17.2	17.4	18.3	18.1	-0.8%	4.4%	5.6%
GROUP WHOLESALE BANKING	12.5	12.6	12.3	14.6	18.9%	16.1%	16.4%
Corporate	11.1	11.1	10.7	13.1	22.1%	18.1%	17.1%
Commercial	1.4	1.5	1.6	1.5	-2.9%	1.5%	10.9%
TOTAL RHB DOMESTIC	53.0	53.5	54.5	55.7	2.3%	4.2%	5.0%
OVERSEAS OPERATIONS	11.5	12.1	11.8	11.9	0.3%	-2.3%	3.3%
TOTAL RHB GROUP	64.5	65.6	66.3	67.6	1.9%	3.0%	4.7%

CASA Ratio	30.1%	30.0%	29.3%	29.9%
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Allowances for Losses on Loans



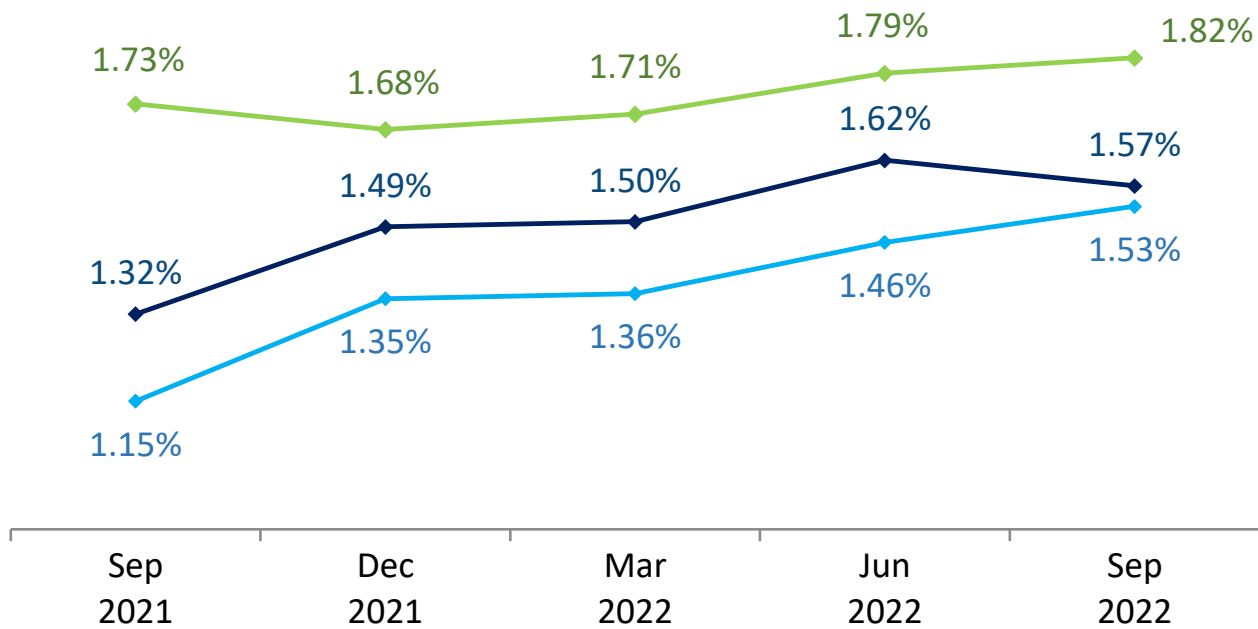
ECL staging composition:

	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022
Stage 1	34%	28%	29%	29%	30%
Stage 2	36%	33%	33%	27%	28%
Stage 3	30%	39%	38%	44%	42%

ECL on loans Credit charge ratio

Gross Impaired Loans

8.23%	7.10%	7.27%	6.28%	5.67%
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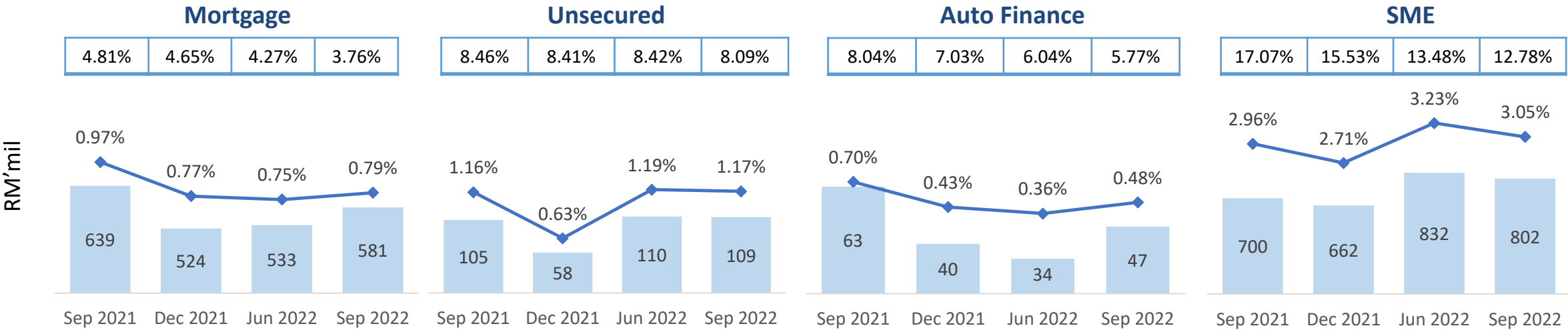


- Gross Loans - Stage 2 (Group)
- GIL Ratio (Group)
- GIL Ratio (Domestic)
- GIL Ratio (Industry)

LLC ^{N1}	147.9%	122.4%	125.7%	117.0%	118.1%
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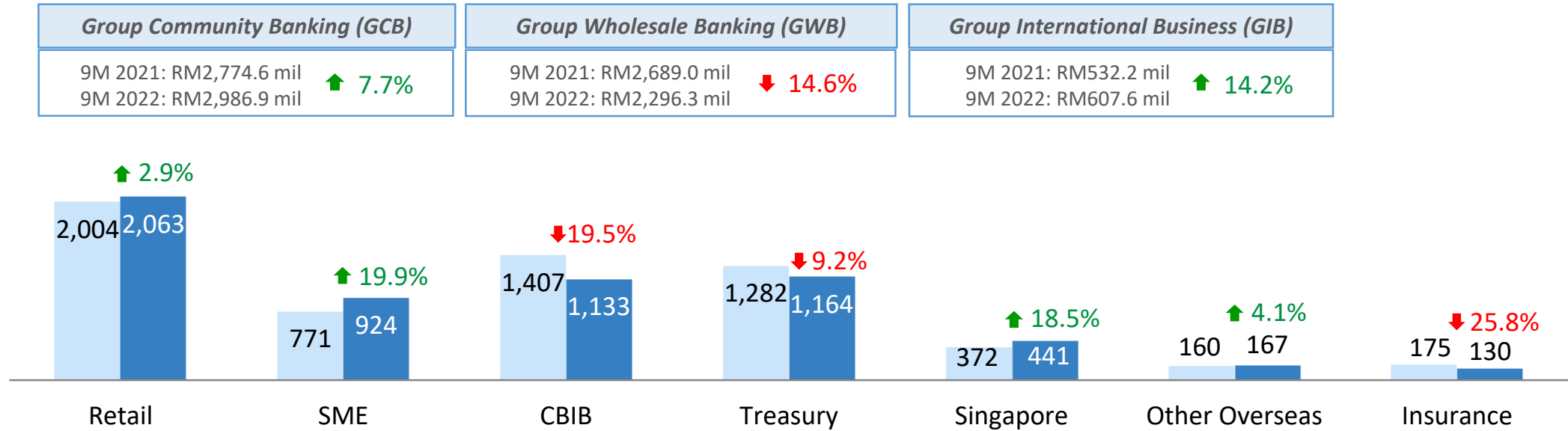
N1: Excluding 1.0% regulatory reserve

Group Community Banking

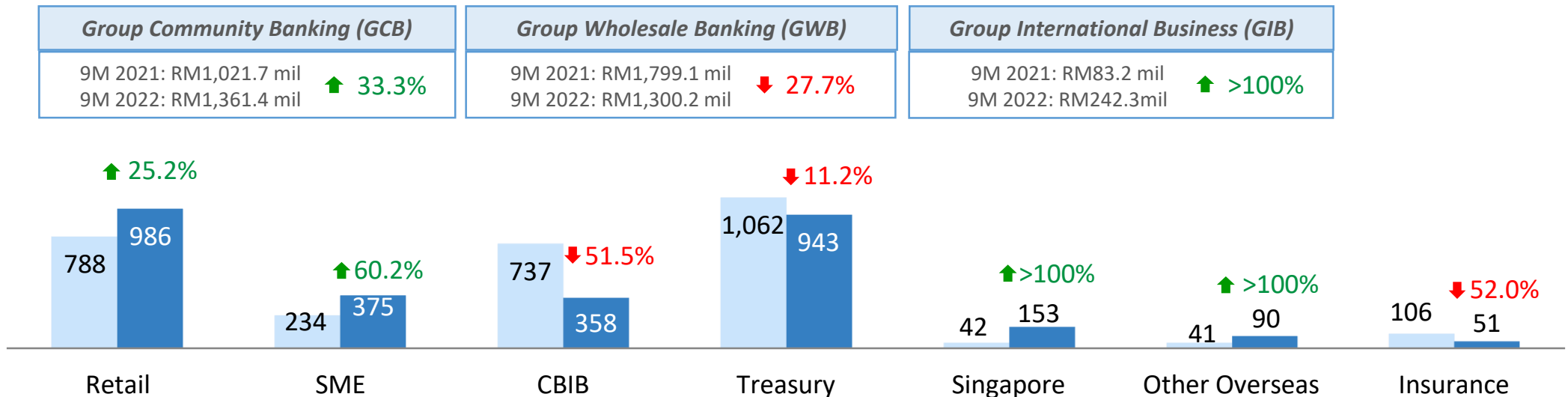


Profit grew in GCB and GIB; lower profit for GWB due to lower non-fund based income and higher ECL; Insurance impacted by lower underwriting surplus

Revenue



Pre-tax Profit

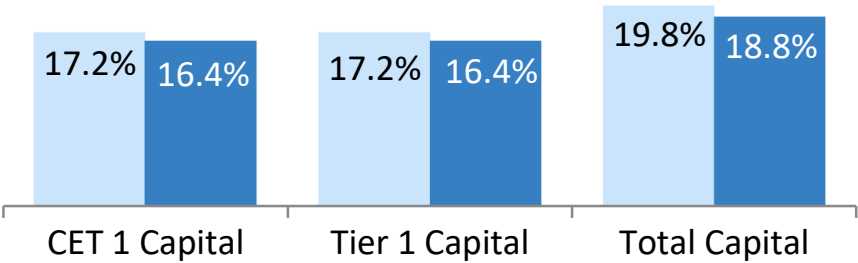


*Figures in RM' million

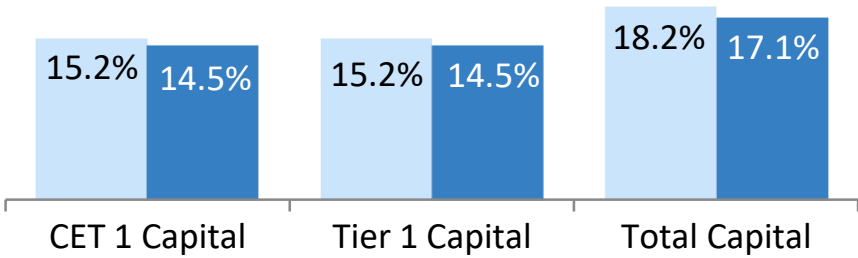
■ 9M 2021

■ 9M 2022

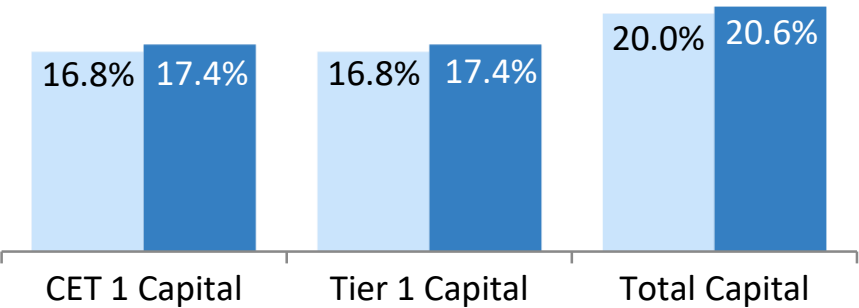
RHB Bank Group



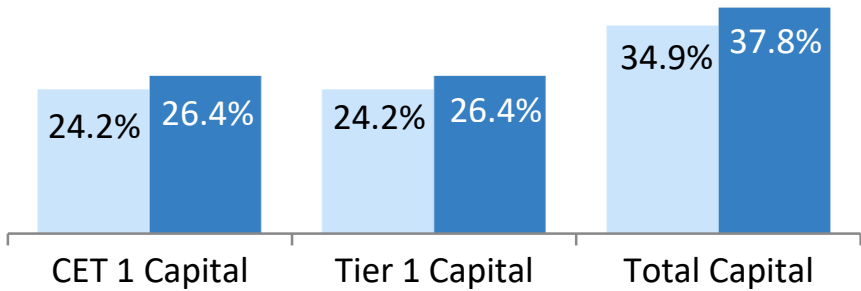
RHB Bank



RHB Islamic Bank



RHB Investment Bank



Dec 2021

Sep 2022

3

Strategy Update

1

Be the
Primary
Financial
Services
Provider

Affluent

- Total AUM of Affluent customers stood at RM54.7 bil (-0.3% from Dec 2021)
- Premier Banking customers stood at 68.0k (-10.6% from Dec 2021)
- Total Wealth and Banca fee income was RM258.3 mil (-4.0% from YTD Sep 2021)

Mass Affluent

- Total AUM of Mass Affluent customers grew to RM13.0 bil (+9.6% from Dec 2021)
- Total Mass Affluent customers grew to 285.5k (+1.4% from Dec 2021)
- Total loans grew to RM23.8 bil (+4.3% from Dec 2021)

SME

- Deposits increased to RM30.1 bil (+7.2% from Dec 2021)
- Loans grew to RM26.2 bil (+7.5% from Dec 2021)
- Total customers stood at 208.1k (-1.7% from Dec 2021)

Large Cap

- 16.5% share of wallet in fee income of large cap companies
- Penetration rate of large cap companies stood at 92.6%

Mid Cap

- 14.7% share of wallet in fee income of mid cap companies
- Penetration rate of mid cap companies increased to 79.3%

2

Integrate
into Key
Islamic
Ecosystems

Financing & Deposits

- Total Islamic financing increased to RM79.7 bil (+6.5% from Dec 2021)
- Islamic business contributed 43.9% of the Group's domestic loans and financing (43.0% in Dec 2021)
- Total Islamic deposits grew to RM74.8 bil (+4.4% from Dec 2021)

Wealth

- Total Islamic Wealth AUM grew to RM640 mil (+3.2% from Dec 2021)

3

Build an Integrated Overseas Business

Singapore

- Total loans grew to SGD6,960 mil (+10.5% from Dec 2021) of which SGD3,005 mil are Corporate loans (+11.0% from Dec 2021) and SGD2,491 mil are Commercial/SME loans (+6.2% from Dec 2021)

Cambodia

- Total loans grew to USD720 mil (+6.0% from Dec 2021) of which USD234 mil are Retail loans (+14.7% from Dec 2021) and USD121 mil are SME loans (-9.0% from Dec 2021)

4

Catalyse Sustainability

Sustainability

- Achieved more than RM11 bil in Sustainable Financial Services as at 30 Sep 2022, comprising of 40% green, 31% social and 29% ESG-linked activities

5

Employ Cutting Edge Technology

IT Modernisation

- 54.5% of our systems have been modernised (from 50.0% in Dec 2021)
- Maintained our critical system uptime at 99.99%

Smart Automation

- Automated 24% of our key processes (from 21% in Dec 2021)

6

Develop a
Future-Ready
Workforce

Workforce
Optimisation

- Improved ‘Primary and Sales’ to ‘Support’ workforce ratio to 56.6% : 43.4% (from 55.5% : 44.5% in Dec 2021)
- Grew our Digital, IT and Analytics workforce mix to 7.6% of total employees (from 6.2% in Dec 2021)

Employee
Experience

- Upskilled 87% of our Digital, IT and Analytics employees, equipping them with future-proofed skills

7

Accelerate
Intelligent
Banking
Services

Analytics

- Continued to drive business performance via analytics with RM182.0 mil of benefits realised as at Sep 2022 (additional benefits include revenue uplift, cost savings and cost avoidance)

Ecosystems

- Digital transactions stood at 92% of our total transactions as at Sep 2022 (93% in Dec 2021)

4

Sustainability Update

5 key focus areas identified to support our 3 key Sustainability aspirations:

Mobilise RM20b
in Sustainable
Financial Services
by 2026

- As at 30 September 2022, YTD Actual achievement amounts to more than RM11 bil, which cuts across all business activities - lending, capital markets and advisory, wealth management, investment, and insurance:
 - 40% - Green
 - 31% - Social
 - 29% - ESG-linked activities
- As at 30 September 2022, RHB’s Green Financing Commitment stood at about RM5.9 bil, against a 2025 target of RM5 bil

Empower over
2 million people
across ASEAN by
2026

- Create an inclusive financial system that best serves targeted segments of the community which includes SMEs, Micro SMEs (MSME), youth and young to workforce
 - Offering basic/innovative financial products and services
 - Financial accessibility
 - Create financial awareness and enhance knowledge on utilisation of banking services

Initiatives	5-year Target	FY2022 Target	YTD Actual
MYSISWA Programme Onboarding University students	1.2 mil students	550,000 students	79,177 students (as at mid-November 2022)
SME e-Solutions	51,000 customers	7,000 customers	5,502 customers (as at September 2022)
MSME - Capability building	3,500 participants	500 participants	160 participants (as at mid-November 2022)
Nurturing Future Generations - Financial Education (MY, SG, KH)	776,500 students	155,300 students	39,171 students (as at September 2022)
Nurturing Future Generations - Academic Excellence for youth	20,000 students	3,000 students	2,290 students (as at September 2022)

Achieve Carbon Neutral Operations by 2030

- To reduce operational GHG emission intensity per employee from base year of 2016 and achieve Carbon Neutrality by 2030
 - YTD 2022, the Group's reduction is 42%; and on track to achieve our 2026 target of 45%

Group Climate Action Program (GCAP)

- GCAP kicked off in January 2022 as a catalyst to enhance RHB's climate risk management practices and build expertise in managing climate related risk and exploring climate related opportunities, which includes integrating BNM Climate Change and Principle Based Taxonomy in our risk management process and the development as well as implementation of Environmental/Climate Risk framework for RHB Singapore
 - GCAP Phase 1: the Group completed the Group Ambition Setting and Blueprint benchmarked against industry best practices and relevant regulatory requirements
 - GCAP Phase 2: Implementation of Roadmap to address Growth Opportunities, Regulatory and External Expectations as well as to manage our Scope 3 Emission i.e. finance emissions within our portfolio. GCAP Phase 2 is targeted to commence in December 2022

Diversity, Equity & Inclusion

- 2026 Target: to have 1/3 or 33.3% women in top and senior management, with interim target of 30% in 2024
 - As at Q3 2022, achieved more than 30% of women in top and senior management; and 30.0% of women directors on the Board (3/10 directors)



Summary & Outlook

Economic Outlook

- Q3 2022 GDP expanded 14.2% (Q2 2022: 8.9%) on the back of strong domestic demand, improved labour market, as well as ongoing policy support; and partly due to low base effect from contraction in Q3 2021
- Malaysia's GDP is projected to grow by 7.0% and 4.5% for 2022 and 2023 respectively
- Banking industry is expected to remain resilient with loans growth forecast of 5.7% in 2022

Income & Cost Mangement

- Net fund based income – OPR expected to normalise further next year
- Non-fund based income continues to be challenging
 - Seek opportunities to build securities portfolio to support future net fund based income
 - Focus on wealth management fee income, especially in Islamic wealth management
- Maintain disciplined cost management

Loans & Deposits

- Key drivers for loans growth remain - mortgage, auto finance, SME and Singapore
- Focus on growing quality deposits despite intense competition, maintain healthy CASA composition

Asset Quality

- Continue to monitor the repayment behavior of vulnerable borrowers
- Remain prudent - maintain credit discipline and intensify recovery and collection efforts

Capital & Liquidity

- With persistent economic headwinds expected ahead, priority is to preserve liquidity strength and remain among the best capitalised banks in Malaysia
- Preserve prudent stance - balance sheet discipline and grow assets responsibly

- Delivered a strong financial performance for the nine months of the year against the backdrop of persistently challenging operating environment
- Barring any unforeseen circumstances, the Group expects performance to remain resilient this year
- With lingering macroeconomic uncertainties, we will continuously monitor asset quality closely
- The Group remains committed to strengthening its fundamentals through its 3-year strategy, TWP24

THANK YOU

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Appendix

- Domestic outstanding RA remained at 4% as at 31st October 2022

% of Outstanding Loan Balance	Outstanding RA as at:				
	31 st Jul 2022		31 st Oct 2022		
	RM bil	%	No of accounts	RM bil	%
Group Community Banking	6.1	5%	21,270	5.9	4%
Retail	3.3	3%	17,603	3.0	3%
SME	2.8	11%	3,667	2.9	11%
Group Wholesale Banking	1.4	3%	32	1.6	3%
Corporate	1.0	2%	3	1.3	3%
Commercial	0.4	6%	29	0.3	4%
Total Domestic	7.5	4%	21,302	7.5	4%

Summary of outstanding RA by option (as at 31st October 2022):

- Retail, SME and Corporate: 100% R&R
- Commercial: 1 customer is under Mora, the remaining are under R&R

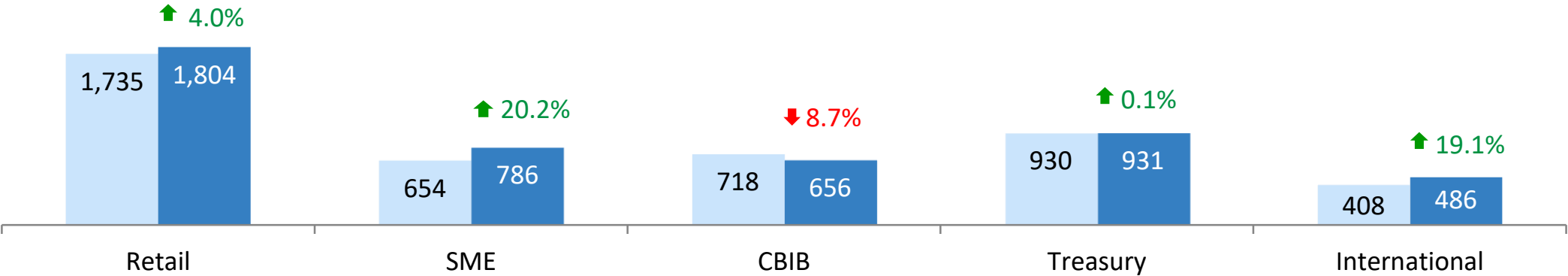
Financial Data RM'mil	FY2018	FY2019	FY2020	FY2021	9M 2022
Income Statement					
Total Income	6,806	7,058	7,186	7,789	6,043
Operating Profit Before Allowances	3,448	3,670	3,799	4,266	3,333
Profit Before Tax	3,119	3,394	2,644	3,529	2,949
Net Profit	2,305	2,482	2,033	2,618	1,936
Balance Sheet					
Total Assets	243,166	257,592	271,150	289,541	306,424
Gross Loans	168,879	176,175	186,114	198,512	209,740
Customer Deposits	178,856	190,555	203,471	218,733	225,588
Shareholders' Equity	23,358	25,775	27,024	27,998	28,044
Per Share					
Earnings (sen)	57.5	61.9	50.7	64.7	46.4
Net Assets (RM)	5.82	6.43	6.74	6.76	6.66
Dividend (sen)	20.50	31.00	17.65	40.00	15.00

Financial Ratios	FY2018	FY2019	FY2020	FY2021	9M 2022
Profitability					
Return on Equity	10.3%	10.3%	7.7%	9.6%	9.3%
Net Interest Margin	2.24%	2.12%	2.13%	2.20%	2.20%
Cost to Income Ratio	49.3%	48.0%	47.1%	45.2%	44.8%
Asset Quality					
Gross Impaired Loan Ratio	2.06%	1.97%	1.71%	1.49%	1.57%
Credit Cost	0.19%	0.18%	0.58%	0.29%	0.24%
Loan Loss Coverage Ratio (excl. Reg. Reserves)	93.3%	85.7%	119.7%	122.4%	118.1%
Loan Loss Coverage Ratio (incl. Reg. Reserves)	103.0%	107.9%	119.7%	124.2%	122.7%
Liquidity					
Loan to Deposit Ratio	94.4%	92.5%	91.5%	90.8%	93.0%
CASA Ratio	25.9%	25.7%	30.9%	30.0%	29.9%
Liquidity Coverage Ratio	143.0%	152.7%	146.9%	155.7%	147.3%
Capital Adequacy					
Common Equity Tier I Capital Ratio	15.5%	16.3%	16.2%	17.2%	16.4%
Tier I Capital Ratio	15.7%	16.3%	16.2%	17.2%	16.4%
Total Capital Ratio	18.8%	18.6%	18.4%	19.8%	18.8%

Group Community Banking
9M 2021: RM2,388.6 mil
9M 2022: RM2,590.0 mil ↑ 8.4%

Group Wholesale Banking
9M 2021: RM1,648.2 mil
9M 2022: RM1,587.2 mil ↓ 3.7%

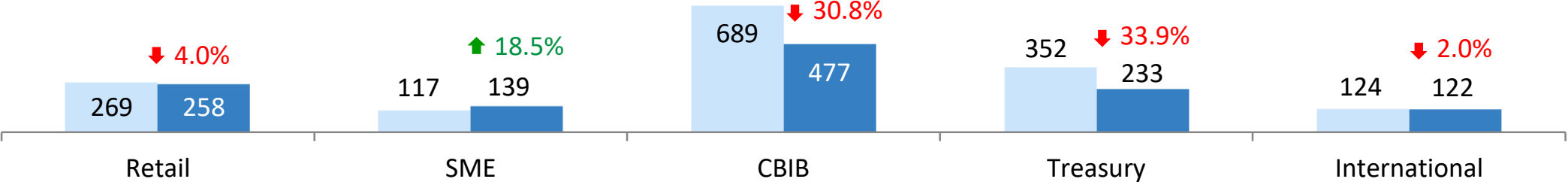
Fund Based Income



Group Community Banking
9M 2021: RM386.0 mil
9M 2022: RM397.0 mil ↑ 2.8%

Group Wholesale Banking
9M 2021: RM1,040.8 mil
9M 2022: RM709.1 mil ↓ 31.9%

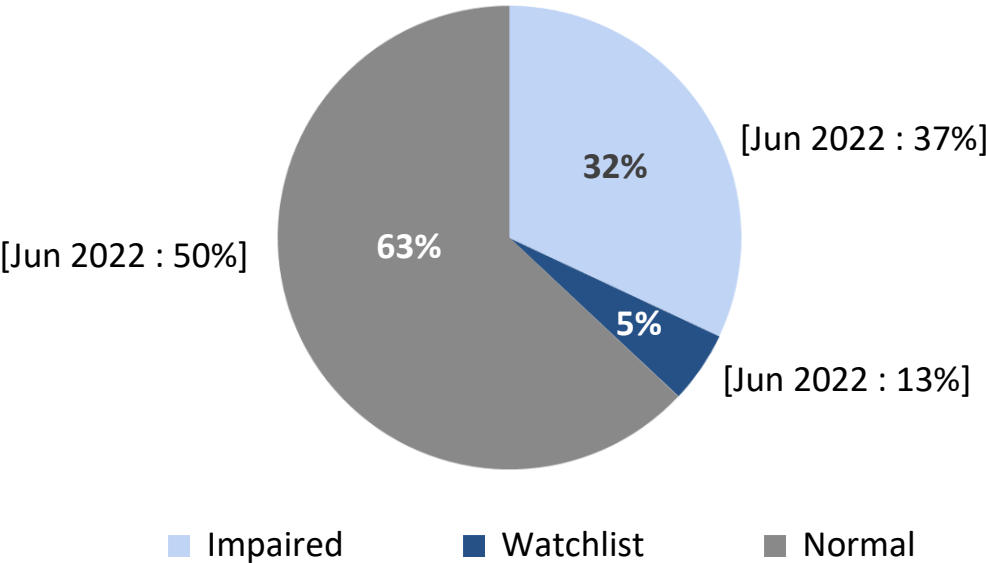
Non-Fund Based Income



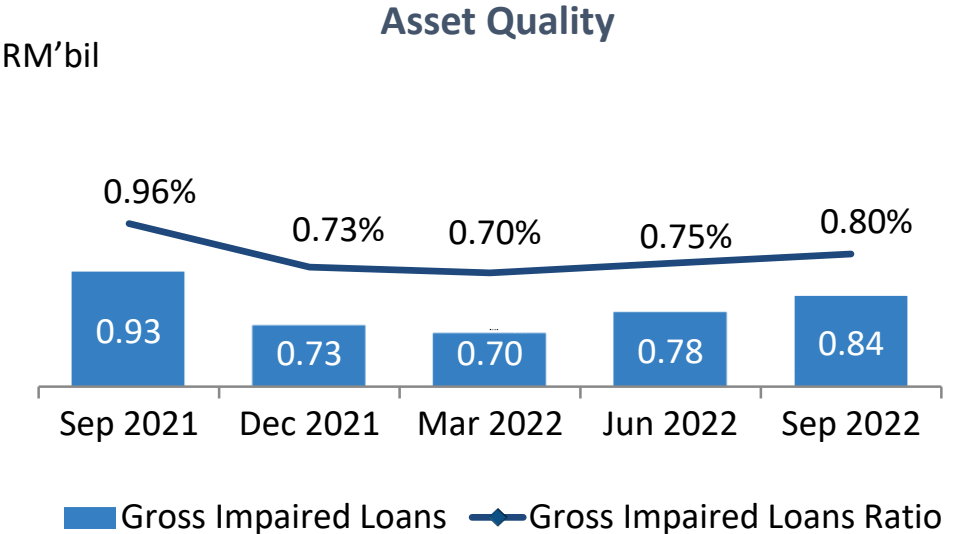
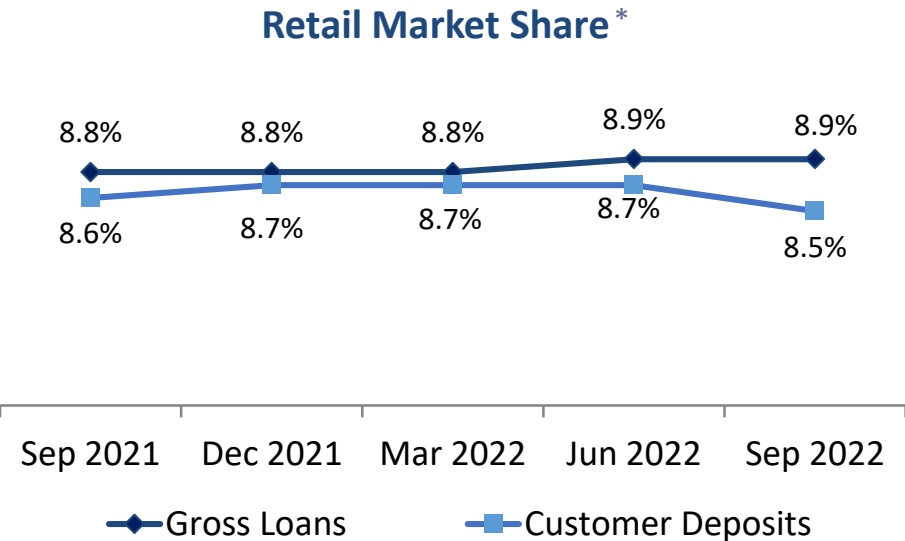
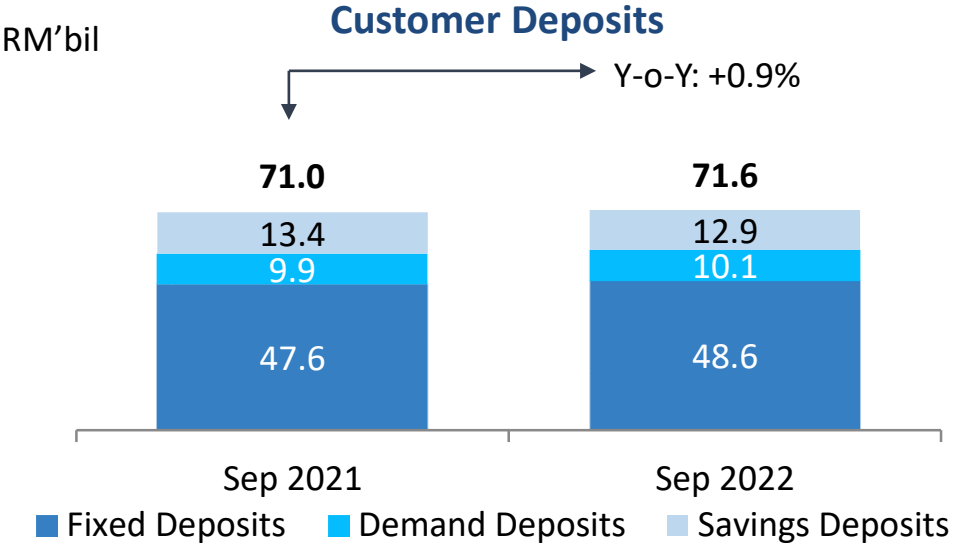
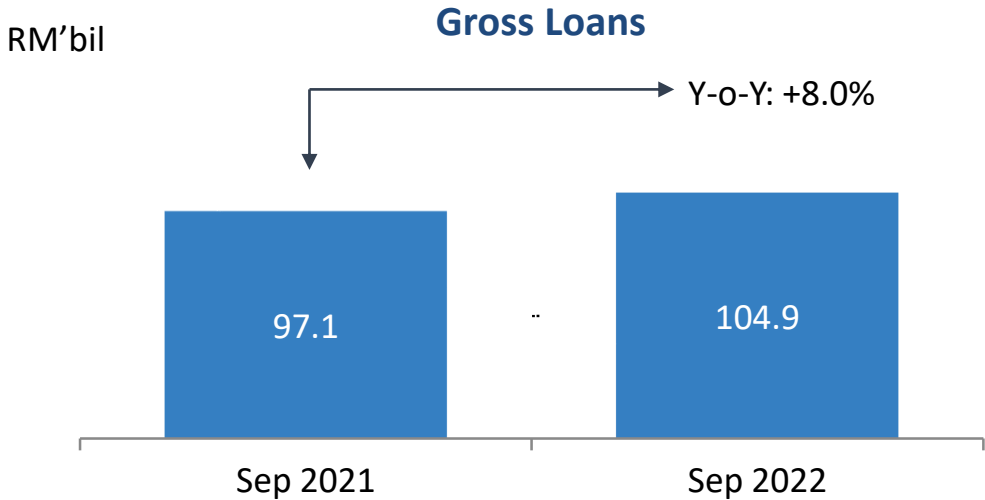
*Figures in RM' million

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
Sep 2022	2.2	1.0%	1.1	0.5%	3.3	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%

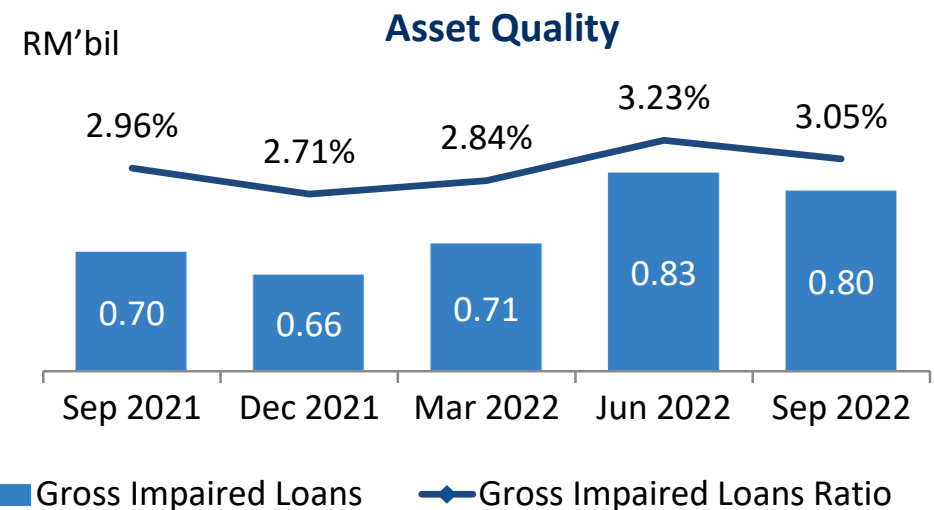
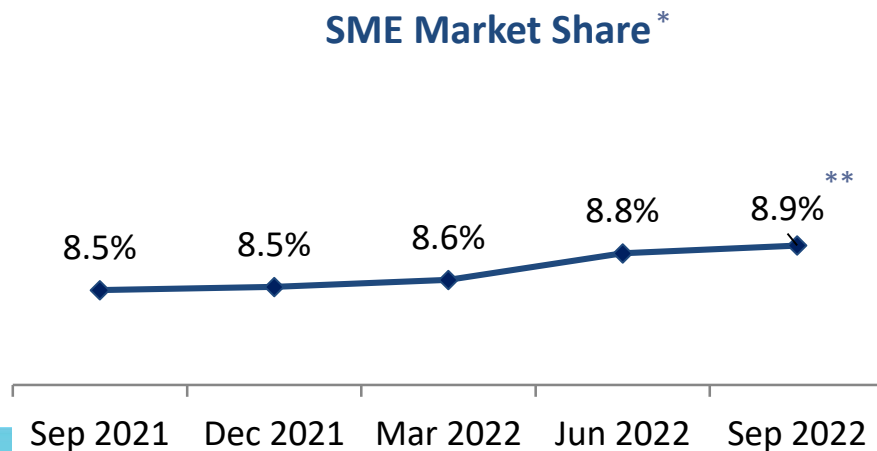
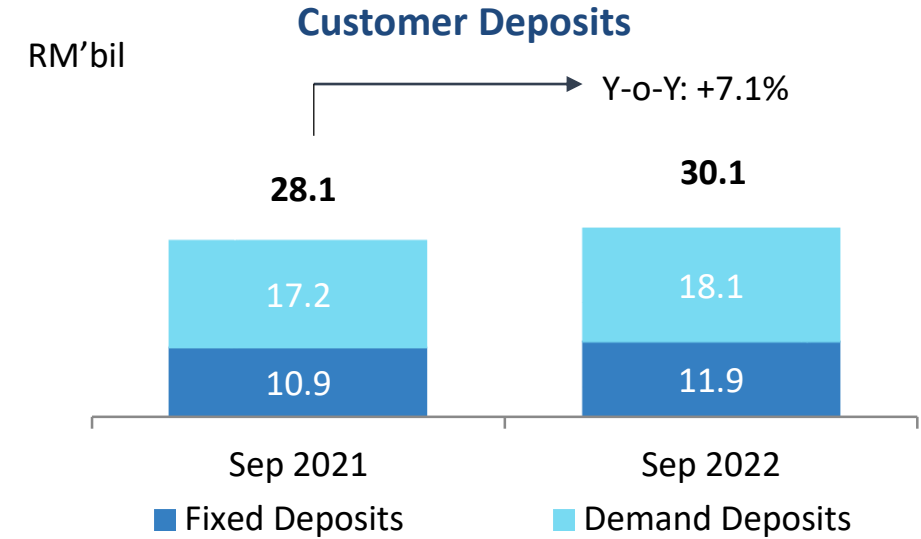
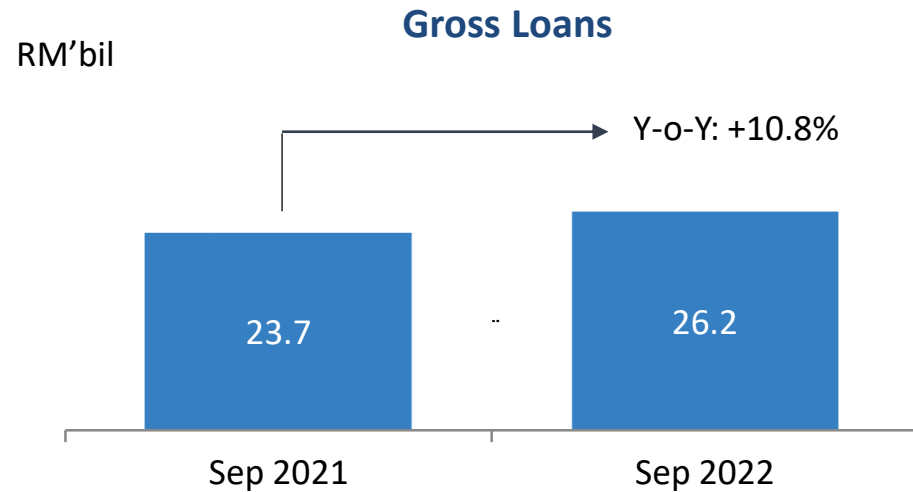
Oil & Gas Exposure



Country	% of Loans Outstanding
Malaysia	88%
Singapore	12%

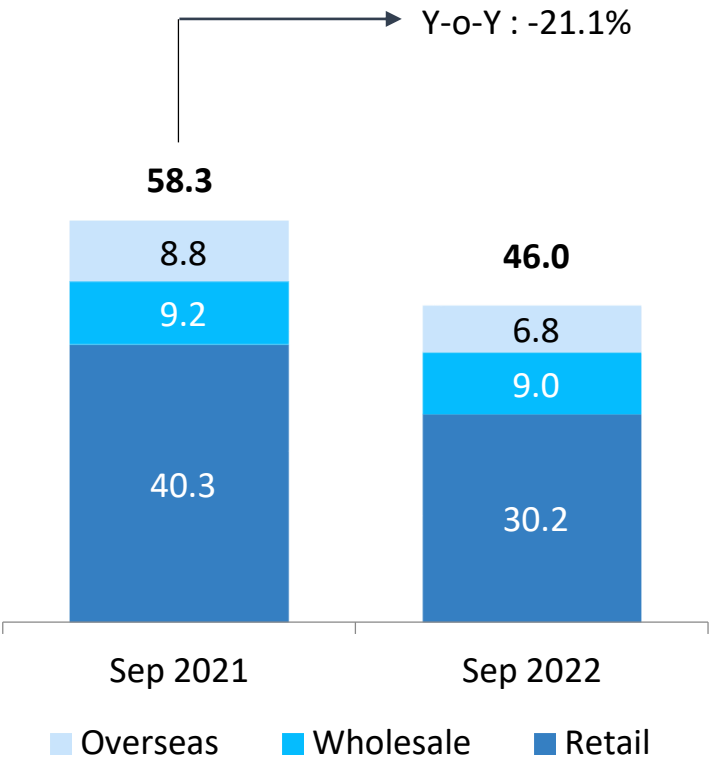


* % of Retail Loans / Deposits to total for industry (Household sector) as reported in BNM Statistics



RM'bil

Asset Under Management



Market Share

10.1%

9.2%



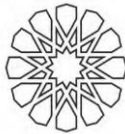
YTD Sep 2022	Market Share	Ranking
Equities Broking: <ul style="list-style-type: none">- By value- By volume	6.9% 8.8%	6 th 4 th
Debt Capital Markets: <ul style="list-style-type: none">- MYR sukuk- Total MYR bonds (Conventional & Islamic bonds)	16.9% 17.2%	3 rd 3 rd
Equity Capital Markets	3.7%	8 th
Mergers & Acquisition: <ul style="list-style-type: none">- By value- By deal count	70.6% 3	1 st Joint 1 st

CF/ECM



AME Real Estate Investment Trust
RM287.9 mil IPO
Joint Placement Agent

DCM



Sarawak Petchem Sdn Bhd
Issuance of RM4.0 bil IMTN under its RM6.0 bil Sukuk Wakalah Programme
Sole Financial Adviser, Joint Principal Adviser, Joint Lead Arranger & Joint 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



CIMB Group Holdings Berhad
RM91.9 mil Secondary Placement
Sole Placement Agent



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



TSH Resources Berhad
RM731.1 mil
Proposed disposal by PT Bulungan Citra Agro Persada ("BCAP"), a 90%-owned subsidiary of TSH Resources Berhad
Principal Adviser



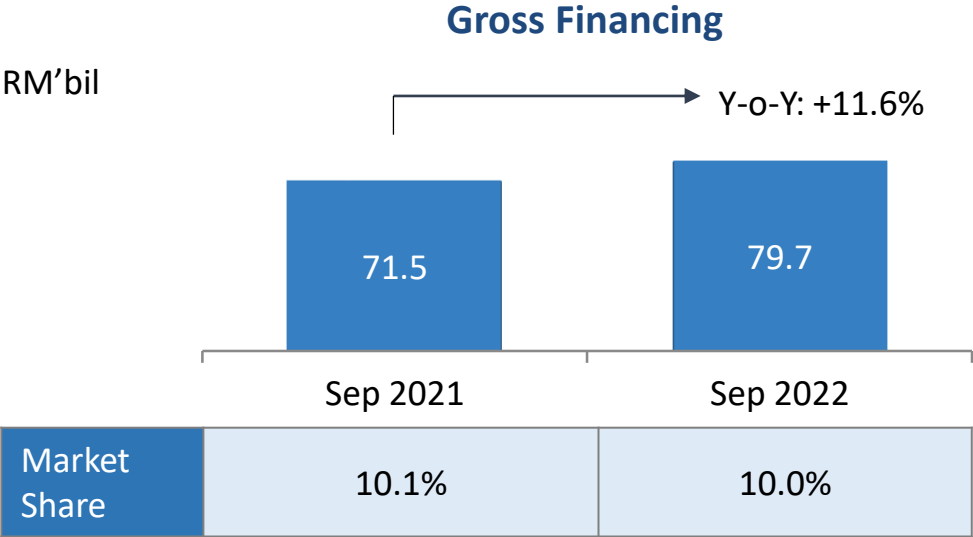
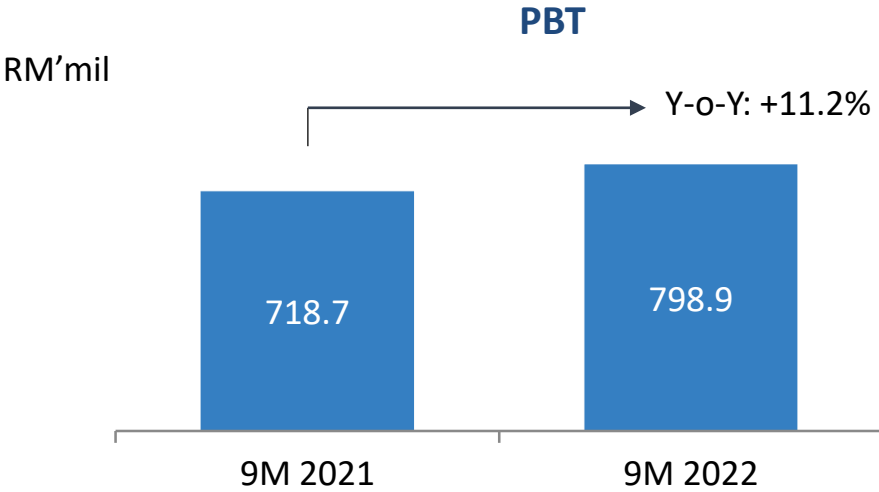
Lincotrade & Associates Pte Ltd
S\$25.0 mil Purchase Consideration
Sole Financial Adviser, Sponsor & Joint Placement Agent



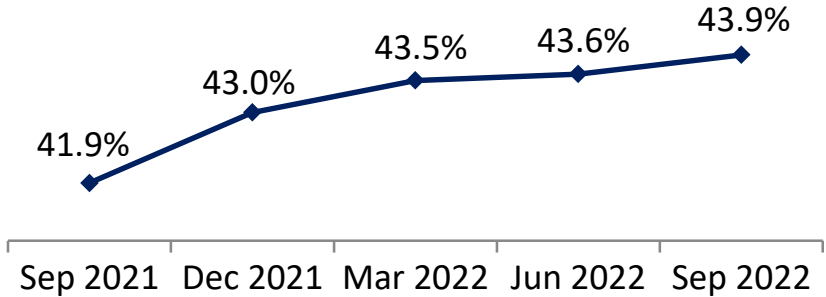
edotco Malaysia Sdn Bhd
Issuance of RM1.4 bil IMTN under its RM3.0 bil Sukuk Wakalah Programme
Joint Lead Manager



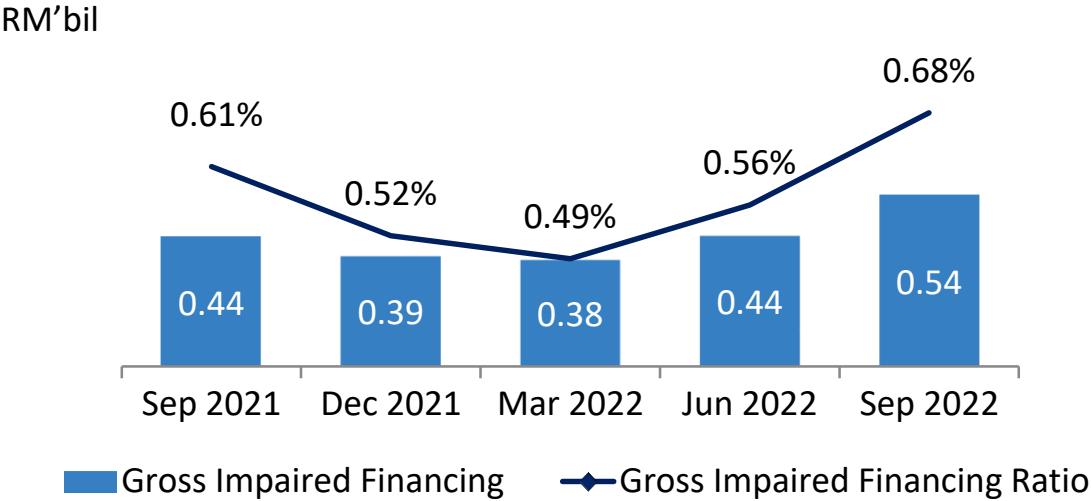
Custom Food Ingredients Sdn Bhd
RM160.0 mil
Partial disposal of equity interest
Financial Adviser

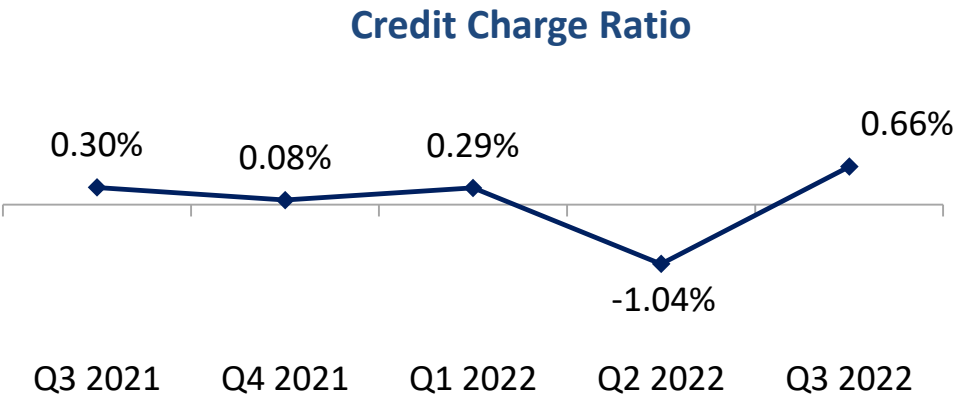
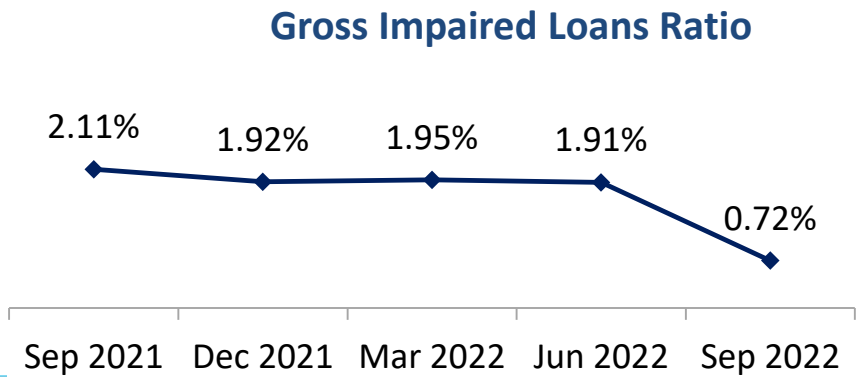
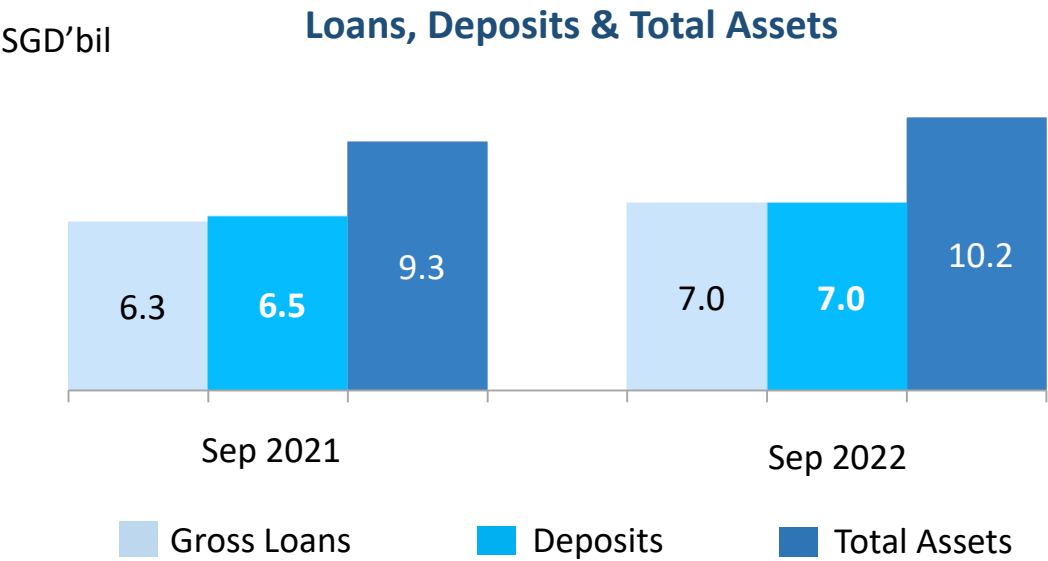
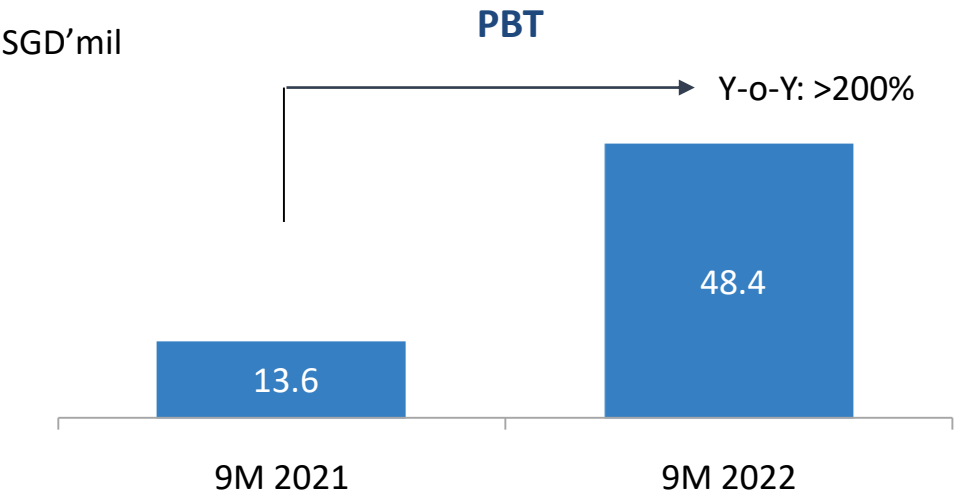


**Gross Financing/
Total Gross Financing (Domestic)**



Asset Quality





RM'mil	Sep 2021	Dec 2021	Jun 2022	Sep 2022	Q-o-Q	YTD	Y-o-Y
Overseas Operations	24,174	24,433	26,887	28,094	4.5%	15.0%	16.2%
Singapore	19,370	19,446	21,697	22,525	3.8%	15.8%	16.3%
Cambodia	2,709	2,829	2,998	3,337	11.3%	18.0%	23.2%
Others	2,095	2,158	2,192	2,232	1.8%	3.4%	6.5%
Thailand	1,667	1,721	1,827	1,840	0.7%	6.9%	10.4%
Brunei	185	184	184	190	3.3%	3.3%	2.7%
Indonesia	97	131	89	112	25.8%	-14.5%	15.5%
Laos	146	119	88	83	-5.7%	-30.3%	-43.2%
Vietnam	-	3	4	7	75.0%	>100%	-