Investor Presentation

Financial Results

First Quarter FY2012 ended 31 March 2012

24 May 2012

Investor Presentation

Executive Summary

Financial Performance

Business Sector Review

Country Review

Economic Update and Prospects

Key Highlights: Sustainable Profit Growth

- **Profit continued to grow in 1Q FY2012**
  - Year on year, revenue grew 27.7% YoY on the back of 14.0% growth in fund based income and 54.5% growth in fee income.
  - Quarter on quarter, revenue grew 5.4% after normalising for insurance surplus transfer and the new takaful framework adjustment.
  - PATAMI of RM1.35 billion grew 3.9% QoQ and 17.9% YoY.
- **Growth seen across all business pillars**
  - All business pillars recorded double digit revenue growth except for Community Financial Services which grew 1.6%.
  - PBT rose by RM319 million (+20.2%) YoY mainly due to growth in Global Wholesale Banking (+RM294.4m, +46.4%) and International (+RM135.0m, +41.2%)
  - Group loans grew 6.1% annualised (18.2% YoY) driven by growth of 9.5% in domestic loans (13.8% YoY) and 15.7% growth in BII (23.2% YoY)
  - Gross and Net Impaired Loan ratio continues to improve to 2.44% (March 2011: 3.67%) and 1.57% (March 2011: 2.39%) respectively as at March 2012.
- **Strong Financial Position**
  - Group shareholders' funds of RM34.0 billion, total assets of RM463.3 billion
  - Capital Adequacy Ratio of 15.4% as at 31 March 2012 (based on 88.5% reinvestment rate)
- **Headline KPIs for FY2012**
  - Annualised ROE of 16.0% is above target of 15.6% but Loans and Debt Securities growth of 7.0% is below target of 15.2%

Key Corporate Developments

- **Strengthening of Management**
  - Dato' Khairussaleh Ramli officially began as President Director/CEO of BII on 6 April 2012.
  - Appointment of Mohamed Rafique Merican as Group CFO on 1 June 2012
  - Appointment of Herminio M. Famatigan Jr. as new CEO of Maybank Philippines
- **Continued Regional Expansion**
  - Local incorporation of Maybank (Cambodia) Plc to facilitate further expansion beyond current branch operations in Cambodia
  - Representative office opened in Myanmar in anticipation of market opening
  - Putting in place mechanism to acquire full control of 48.5%-owned Kim Eng Vietnam Securities via call option
  - Proposed increase in equity interest in Anfaal Capital (Saudi Arabian Investment Bank) from 18% to 35%
  - Continued branch expansion in Indonesia with BII adding 17 branches to 368 in 1QFY12
- **Dividend Reinvestment Plan to Support Organic Growth**
  - Reinvestment rate of 88.5% achieved for Final Dividend for 6 months ended 31 Dec 2011.
  - New shares to be listed on 5 June 2012.
- **Medium Term Financing Improved Funding Profile With:**
  - 28 February 2012: Establishes RM7 billion Subordinated Note Programme
    - Issued Subordinated Notes of RM2.1 billion on 10 May 2012
  - 13 April 2012: Redeems RM1.5 billion Subordinated Bonds
  - 25 April 2012: Redeems US$300 million Subordinated Sukuk
  - 8 May 2012: Issues Senior Notes of US$500 million
  - 14 May 2012: Establishes US$5 billion Multicurrency Medium Term Note Programme

Key Performance Indicators for 1Q FY12

	Target	1Q FY12 *
Headline KPIs		
Return on Equity	15.6%	16.0%
Loans and Debt Securities Growth	15.2%	7.0%
Other targets		
Group Loans Growth	16.2%	6.1%
• Malaysia	13.6%	9.5%
• Singapore	11.4%	-3.6%
• Indonesia	20.9%	15.7%
Group Deposits Growth	12.3%	8.3%

Note: Loans growth for Singapore and Indonesia are in their local currencies

* Annualised

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1Q FY12 PATAMI rose 17.9% YoY to RM1.35 billion

	Quarter				
	1Q FY12 31 Mar 12	2Q FP11 31 Dec 11	QoQ Change	3Q FY11 31 Mar 11	YoY Change
Net interest income	2,020.7	2,152.7	-6.1%	1,771.4	14.1%
Net Fund based income (Islamic Banking)	375.6	427.0	-12.0%	329.9	13.8%
Total net fund based income	2,396.3	2,579.7	-7.1%	2,101.4	14.0%
Net income from insurance business*	87.2	322.3	-72.9%	84.1	3.7%
Non-interest income	1,408.0	1,151.5	22.3%	928.8	51.6%
Fee based income (Islamic Banking)	159.2	64.7	146.1%	57.8	175.3%
Total fee-based income	1,654.5	1,538.5	7.5%	1,070.8	54.5%
Net income	4,050.8	4,118.2	-1.6%	3,172.1	27.7%
Overhead expenses	(1,994.8)	(2,054.0)	-2.9%	(1,554.0)	28.4%
Operating Profit before allowances for losses on loans	2,056.0	2,064.2	-0.4%	1,618.2	27.1%
Allowance for losses on loans	(195.9)	(230.3)	-14.9%	(72.2)	171.3%
Impairment losses on securities, net	(0.5)	(68.3)	-99.3%	4.3	-111.0%
Operating Profit	1,859.6	1,765.6	5.3%	1,550.3	20.0%
Share of profits in associates	35.0	37.7	-7.2%	25.3	38.3%
Profit before taxation and zakat	1,894.6	1,803.4	5.1%	1,575.6	20.2%
Taxation & Zakat	(528.9)	(432.9)	22.2%	(389.3)	35.9%
Minority Interest	(18.8)	(73.8)	-74.5%	(43.7)	-57.0%
Profit after Tax and Minority Interest (PATAMI)	**1,346.9**	**1,296.7**	**3.9%**	**1,142.6**	**17.9%**
EPS (sen)	17.63	17.22	2.4%	15.60	13.0%

*net of insurance claims

Strong Balance Sheet: Total Assets grew 10.6% annualised, LDR stable at 87.2%

RM billion	Mar 12	Dec 11	Annualised Growth	Mar 11	YoY Growth
Cash and short-term funds	44.9	49.1	-34.1%	32.0	40.4%
Deposits with financial institutions	12.8	6.5	394.2%	8.5	50.8%
Securities purchased under resale agreements	1.0	1.4	-120.9%	0.5	101.5%
Securities portfolio	71.2	68.1	18.6%	64.2	10.9%
Loans, advances and financing	279.1	274.4	6.8%	234.1	19.2%
Statutory Deposits with Central Banks	11.1	10.6	20.3%	4.4	151.4%
Life, general takaful and family takaful fund assets	20.1	19.9	4.0%	19.0	6.0%
Other assets	23.1	21.4	31.1%	17.7	30.4%
Total Assets	**463.3**	**451.3**	**10.6%**	**380.3**	**21.8%**
Deposits from customers	320.2	313.7	8.3%	260.7	22.8%
Deposits and placements of banks and FI	39.3	36.8	27.5%	34.0	15.7%
Borrowings	8.4	7.2	67.8%	4.8	73.4%
Subordinated debts	14.2	14.2	0.5%	8.0	77.1%
Capital Securities	6.1	6.1	1.0%	6.0	1.6%
Insurance & Takaful liabilities & policyholders' funds	20.1	19.9	4.0%	19.0	6.0%
Other liabilities	19.7	18.8	19.0%	17.1	14.9%
Total Liabilities	**428.0**	**416.6**	**10.9%**	**349.7**	**22.4%**
Shareholders Funds	34.0	33.4	6.8%	29.9	13.8%
Non-controlling interest	1.2	1.2	5.8%	0.8	55.2%
Total Liabilities & Equity	**463.3**	**451.3**	**10.6%**	**380.3**	**21.8%**
Loan-to-deposit Ratio	**87.2%**	**87.5%**		**89.8%**	

Gross loans grew 6.1% annualised (18.2% YoY), driven by 11.9% growth in Consumer, 12.7% growth in GWB Malaysia and 15.7% growth in BII

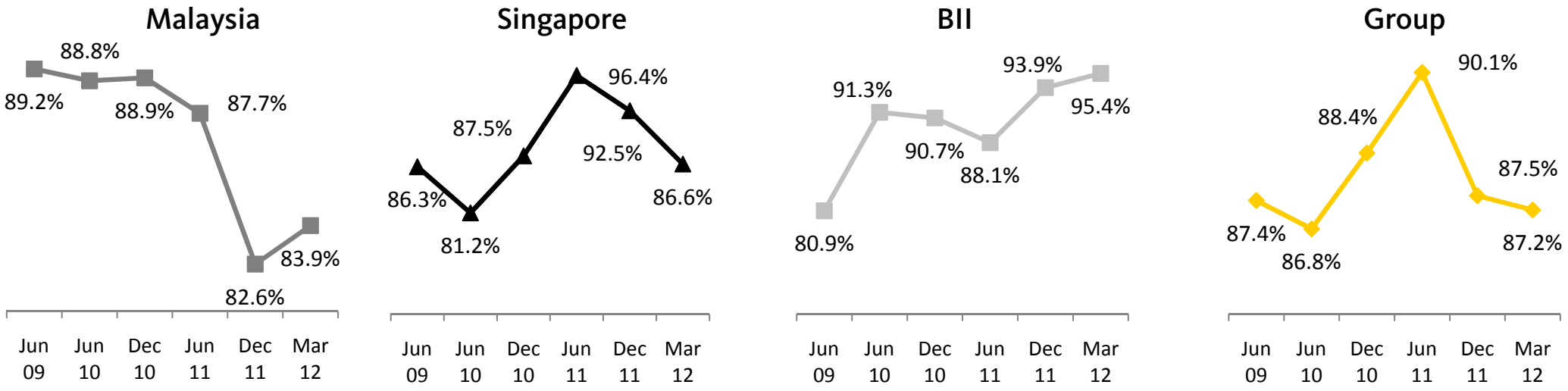
RM billion	Mar 12	Dec 11	Annualised Growth	Mar 11	YoY Growth
Community Financial Services	**123.2**	**120.7**	**8.4%**	**110.0**	**12.0%**
Consumer	97.7	94.9	11.9%	84.8	15.1%
Total Mortgage	43.4	42.1	12.5%	37.2	16.8%
Auto Finance	28.6	27.7	13.0%	25.5	12.0%
Credit Cards	5.2	5.3	-7.4%	4.5	16.5%
Unit Trust	19.2	18.5	16.1%	16.4	17.7%
Other Retail Loans	1.3	1.3	-3.4%	1.3	-4.9%
Business Banking + SME	25.5	25.8	-4.4%	25.1	1.7%
SME	4.4	4.5	-8.6%	14.5	-70.0%
Business Banking	21.2	21.4	-3.5%	10.6	100.0%
GWB (Corporate) (Malaysia)	**59.7**	**57.8**	12.7%	**50.7**	17.7%
Other Loans	(0.0)	0.1	-441.3%	0.0	-138.2%
Total Domestic	**182.8**	**178.6**	**9.5%**	**160.7**	**13.8%**
International	**102.1**	**102.2**	-0.6%	**81.5**	25.3%
Singapore (SGD billion)	24.5	24.7	-3.6%	20.1	21.8%
BII (Rupiah trillion)	69.8	67.2	15.7%	56.7	23.2%
Others	19.1	18.4	16.6%	13.5	41.5%
Investment Banking	**2.1**	**1.9**	42.7%	0.6	242.2%
Gross Loans *	**287.1**	**282.8**	**6.1%**	**242.8**	**18.2%**

* Including Islamic loans sold to Cagamas and excludes unwinding of interest

Deposits grew 8.3% annualised (22.8% YoY), driven mainly by growth in Singapore of 23.1% (28.0% YoY)

	Malaysia			Singapore			BII			Group		
	RM bil	Annualised Growth	YoY Growth	SGD bil	Annualised Growth	YoY Growth	Rupiah tril	Annualised Growth	YoY Growth	RM bil	Annualised Growth	YoY Growth
Savings Deposits	33.9	12.1%	11.0%	3.0	8.4%	7.5%	16.1	-35.1%	14.7%	47.1	1.1%	10.4%
Current Accounts	49.2	14.4%	11.5%	2.6	-28.6%	9.2%	12.3	-2.4%	33.8%	60.5	14.4%	11.6%
Fixed Deposits	105.2	7.7%	29.8%	21.8	31.8%	32.8%	43.8	33.1%	16.8%	188.0	14.8%	30.3%
Others	23.4	-39.6%	23.3%	0.6	52.0%	115.0%	-	-	-	24.7	-28.1%	25.7%
Total Deposits	**211.7**	**4.1%**	**21.2%**	**28.0**	**23.1%**	**28.0%**	**72.2**	**9.8%**	**26.0%**	**320.2**	**8.3%**	**22.8%**
Low cost funds (CASA)		39.3%			20.1%			39.3%			33.6%	
LD Ratio		83.9%			86.6%			95.4%			87.2%	

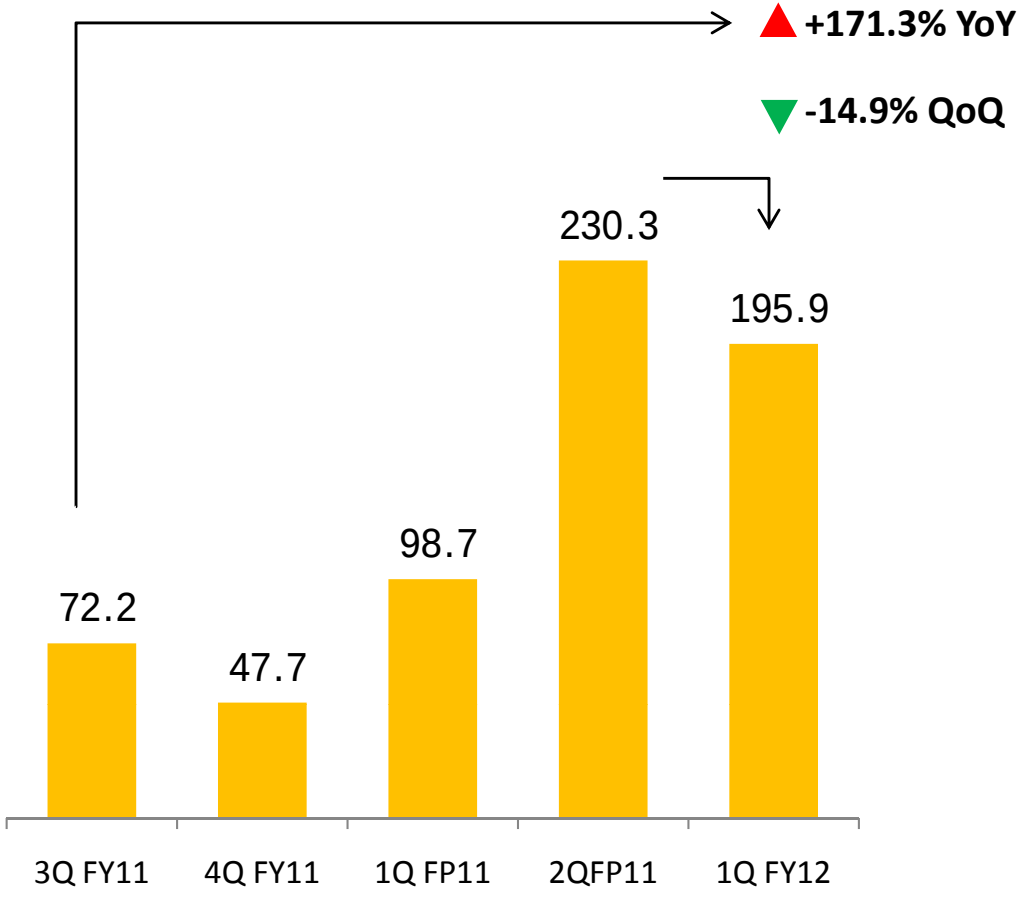
Loans-to-Deposit Ratio



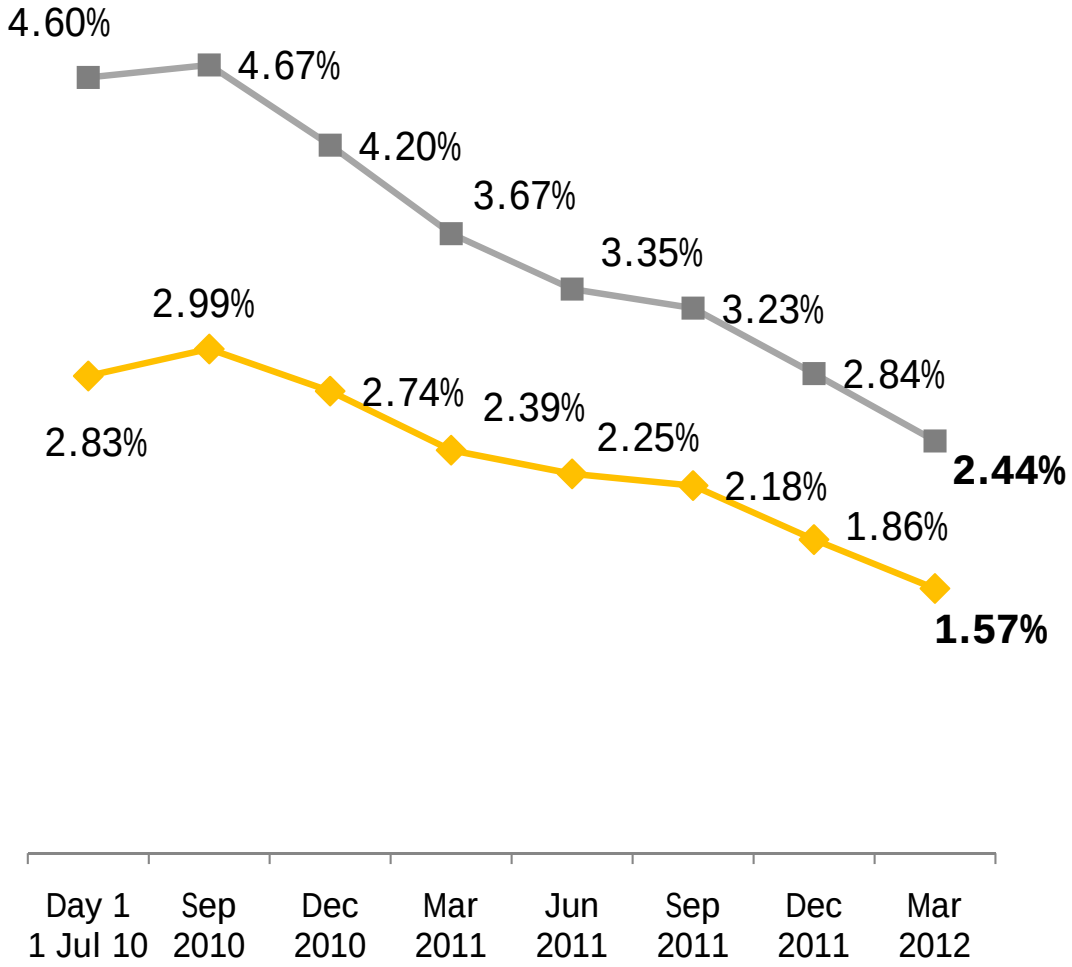
Maybank

Asset Quality continues to improve with Gross and Net Impaired Loan ratio declining to 2.44% and 1.57% respectively

Allowance for losses on loans

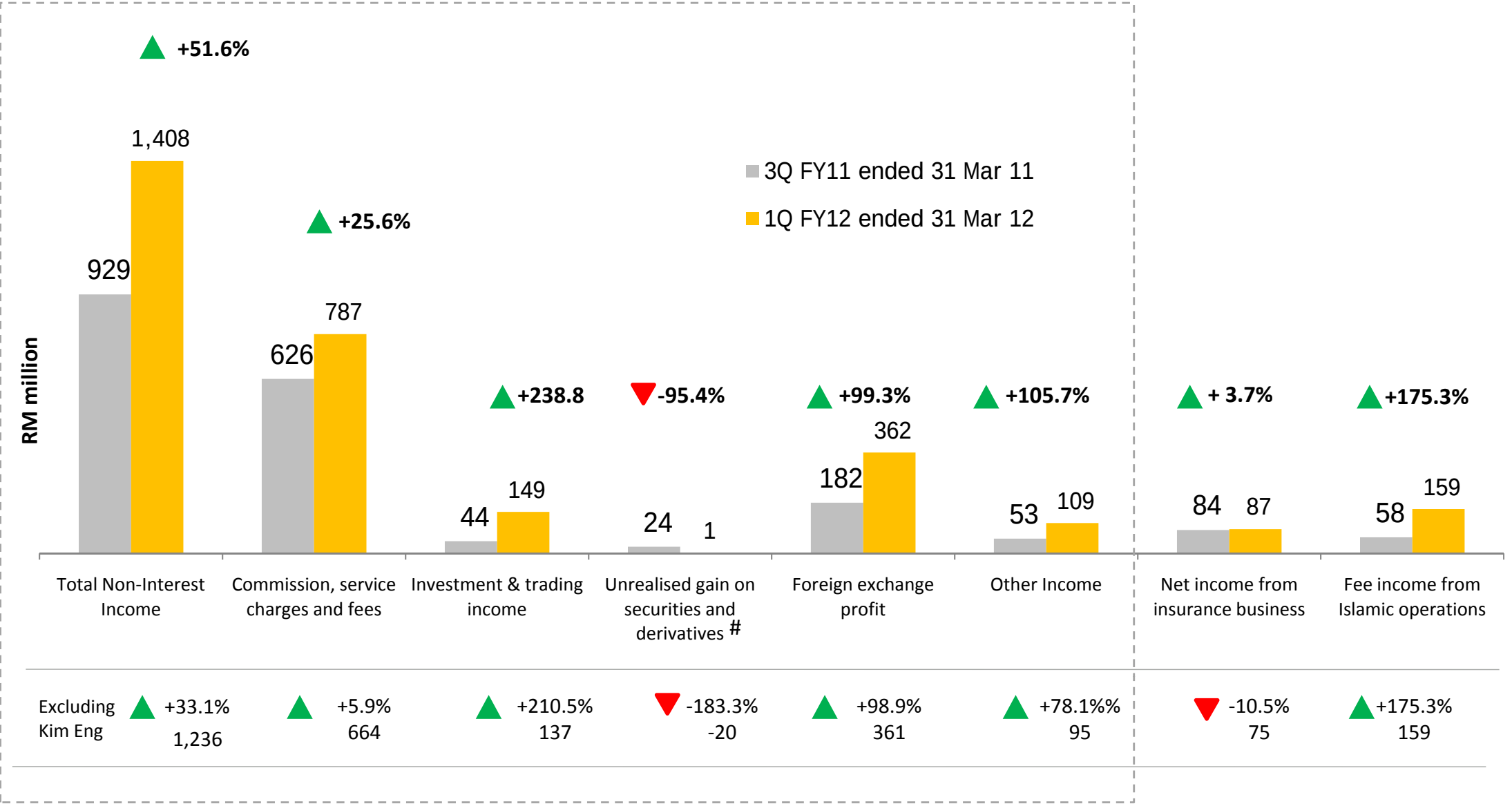


Net Impaired Loan Ratio



Maybank

Group Fee-Based Income increased 55% YoY to RM1.65 billion*. Excluding Kim Eng it increased 37% YoY.

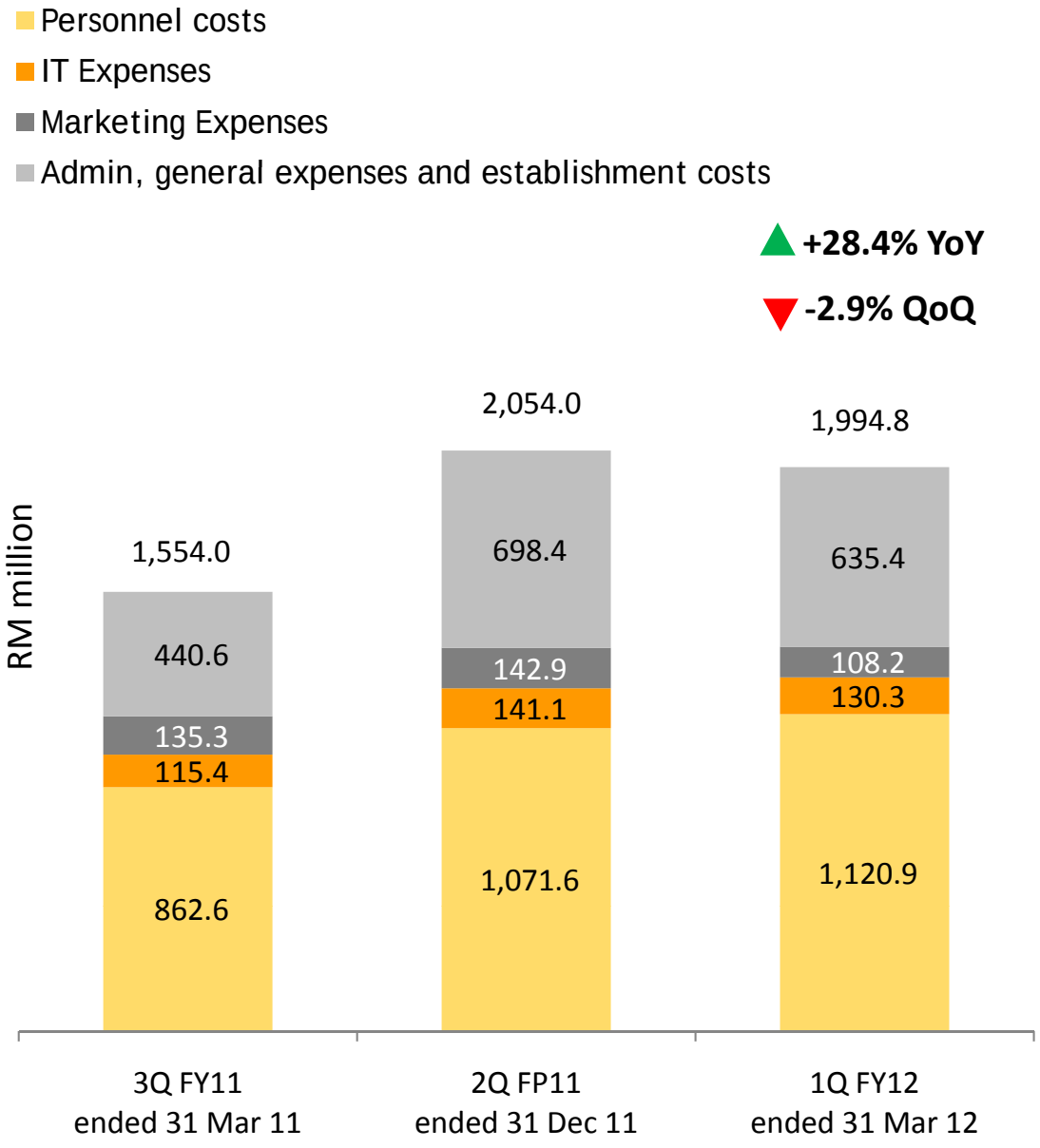


* Includes net income from insurance business & fee income from Islamic operations

\# Interest rate derivatives

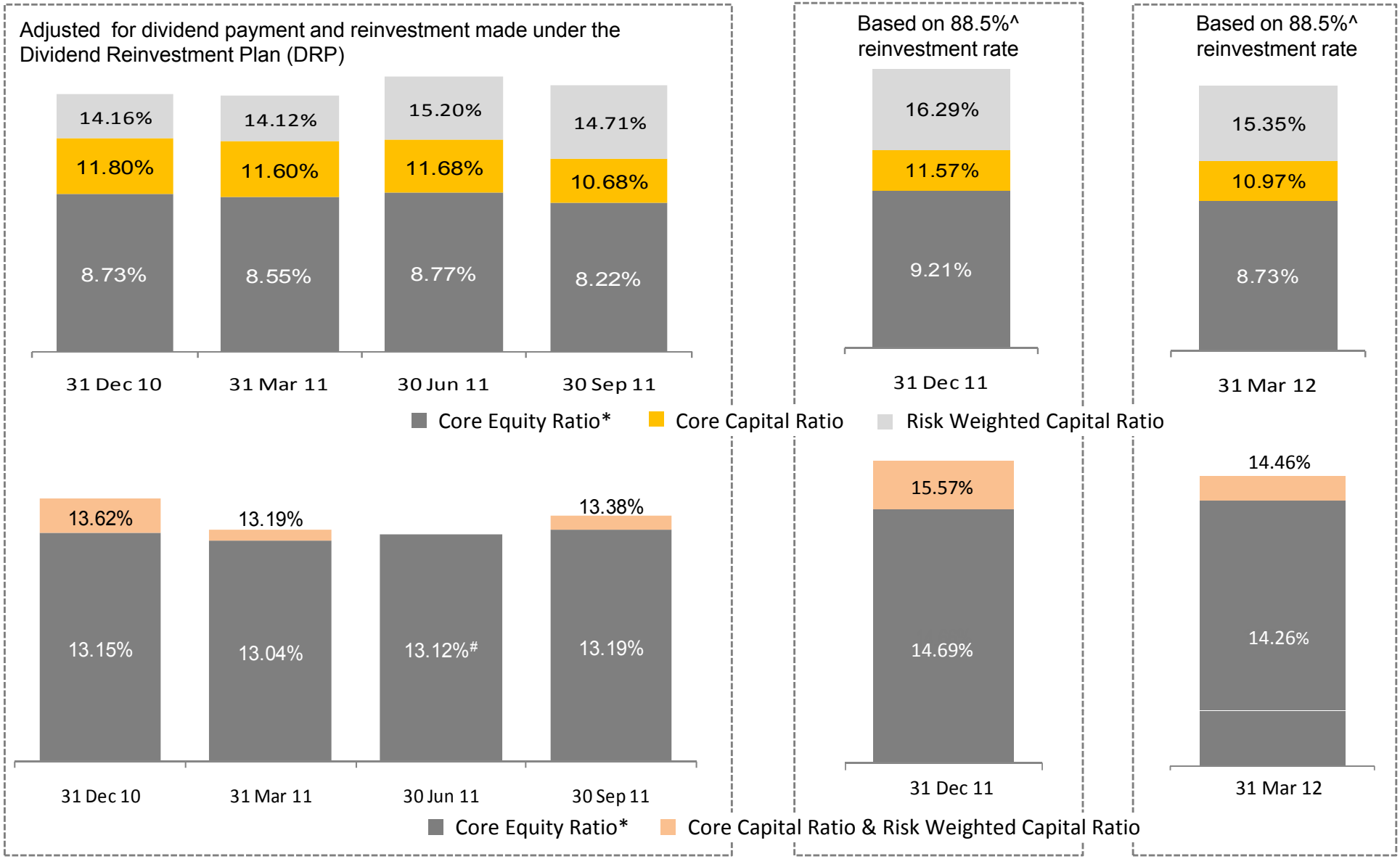
Maybank

Overheads grew 28.4% YoY due to Kim Eng consolidation & higher personnel costs. Excluding Kim Eng, overheads grew 18.4% YoY.



1Q FY12	With KE		Without KE
	QoQ	YoY	YoY
Personnel costs	4.6%	29.9%	21.2%
IT Expenses	-7.6%	12.9%	4.7%
Marketing Expenses	-24.3%	-20.1%	-22.1%
Admin, general expenses & establishment costs	-9.0%	44.2%	28.8%
Total	-2.9%	28.4%	18.4%

Capital Adequacy remains stable and initiatives to optimise RWA will continue



Note:

^ Based on latest indicative acceptance rate on the electable portion of the 4th DRP

* Core Equity Ratio computation is based on phase-in / transitional arrangements announced by BNM & BCBS

\# Core Equity Ratio is capped at Core Capital Ratio & Risk Weighted Capital Ratio

Maybank

Maybank Group: Key Ratios

	1Q FY12	FP11	FY11	FY10	FY09
Net Interest Margin	2.37%	2.53%	2.56%	2.80%	2.72%
Return on Equity	16%**	16.2%**	15.2%	14.5%	12.8%
Fee to Income Ratio	40.8%	37.6%	36.6%	33.4%	33.0%
Cost to Income #	48.7%	49.8%	49.6%	47.3%	52.8%
Loan-to-Deposit Ratio	87.2%	87.5%	90.1%	86.8%	87.4%
		Post-FRS 139		Pre-FRS 139	
Asset Quality					
Gross NPL or Impaired Loan Ratio	2.45%	2.85%	3.20%	2.90%	3.46%
Net NPL or Impaired Loan Ratio	1.57%	1.86%	2.25%	1.22%	1.64%
Loan Loss Coverage	94.5%	86.9%	82.3%	124.5%	112.9%
Charge off rate (bps)	28	25	23	53	59
Capital Adequacy (Group)					
Core Capital Ratio*	10.97%	11.57%	11.68%	10.88%	10.81%
Risk Weighted Capital Ratio*	15.35%	16.29%	15.20%	14.49%	14.81%

 # Total cost excludes amortisation of intangibles for BII and Kim Eng

* Adjusted for dividend payment and reinvestment made under the Dividend Reinvestment Plan (DRP)

** Annualised

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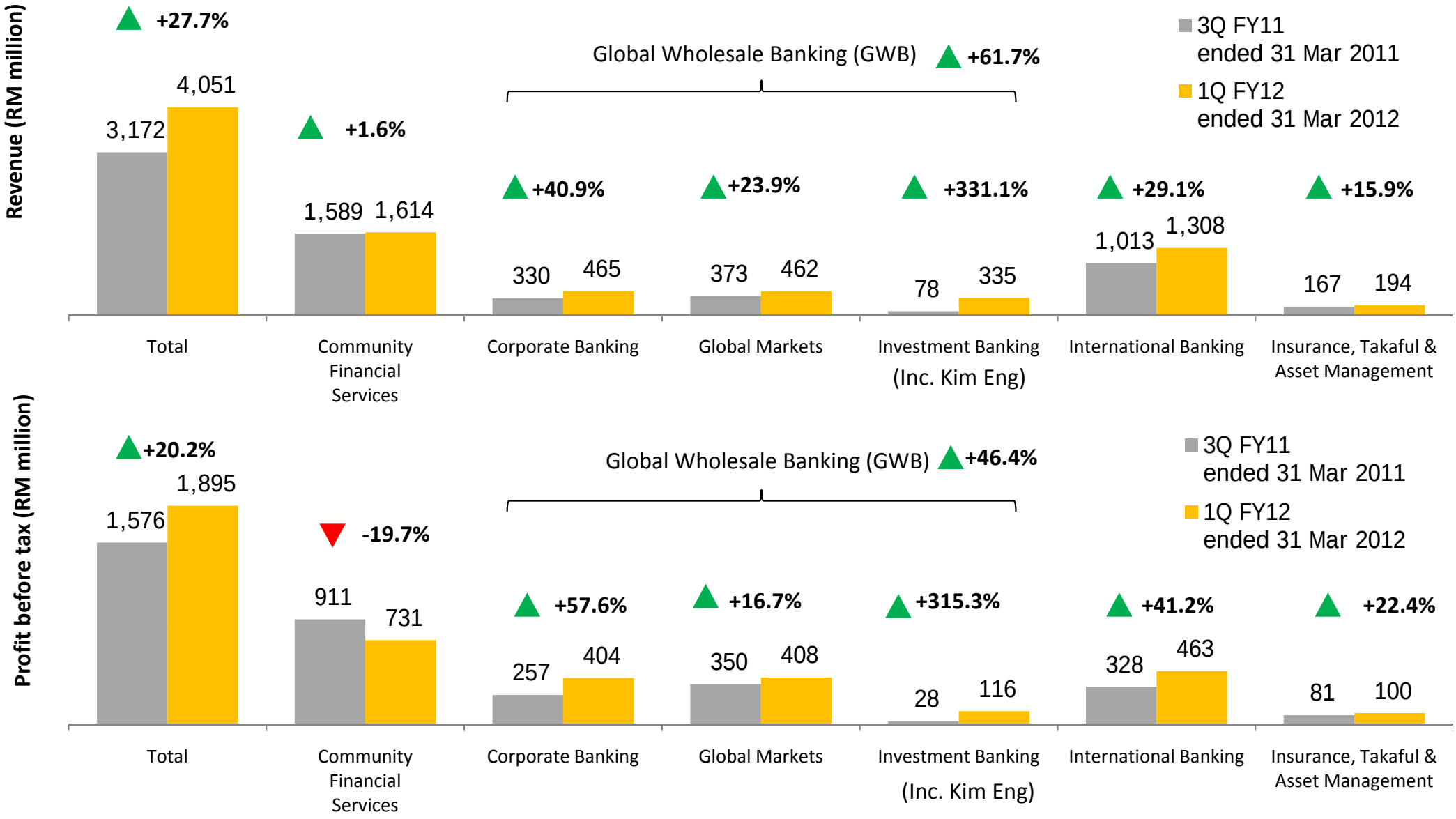
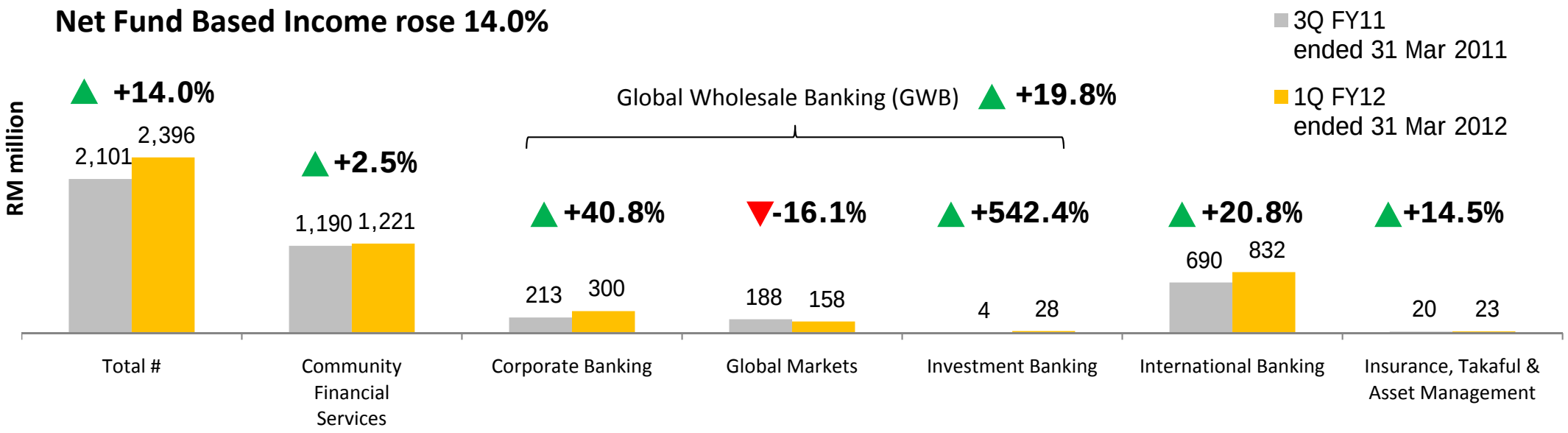
Revenue and PBT growth across most sectors



Note: Head Office & Others: Revenue and PBT : –RM378.4m (3Q FY11) vs. –RM327.7m (1Q FY12)

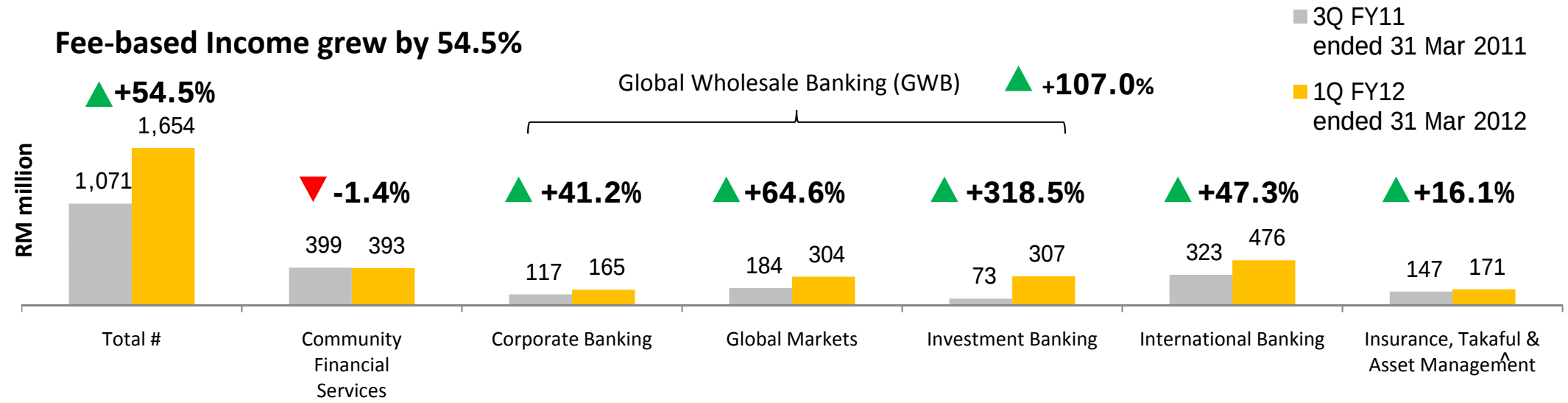
Revenue grew due to higher fee-based income mainly from GWB and International

Net Fund Based Income rose 14.0%



Includes expenditures of Head Office & Others of RM165.4 million for 1Q FY12 and RM204.8 million for 3Q FY11

Fee-based Income grew by 54.5%



Includes expenditures of Head Office & Others of RM162.3 million for 1Q FY12 and RM173.7 million for 3Q FY11

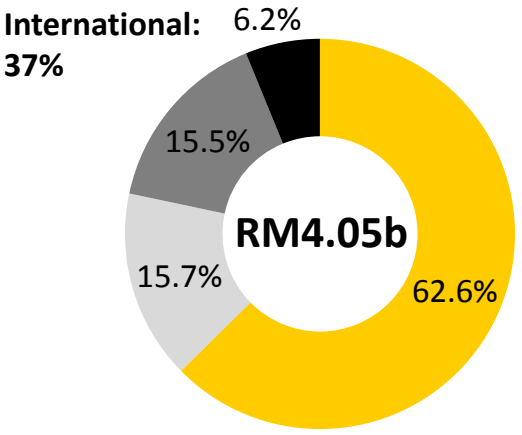
^ Includes net income from insurance business of RM87.2 million for 1Q FY12 and RM84.1 million for 3Q FY11

Maybank

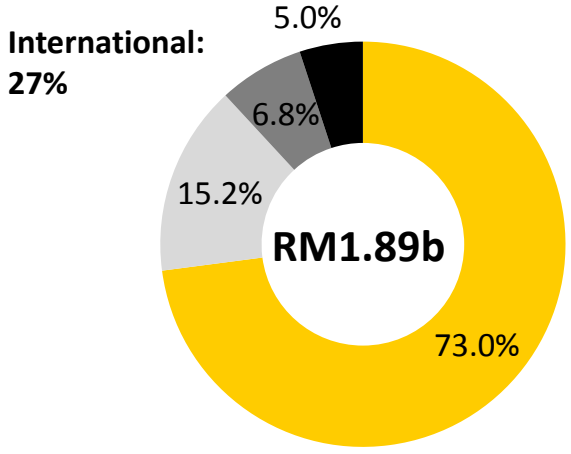
Increasing contribution from international operations

1Q FY2012
(Jan 12 – Mar 12)

Revenue

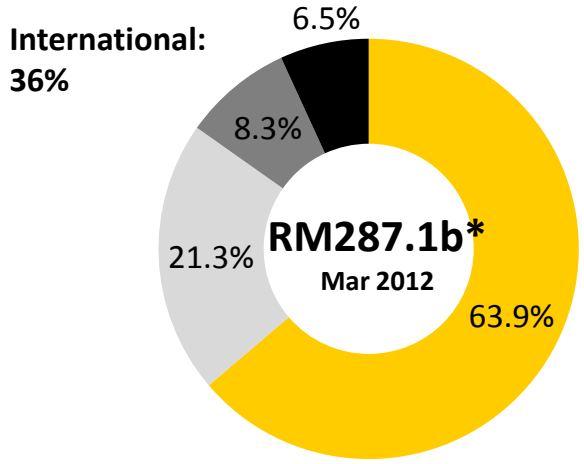


Profit Before Tax



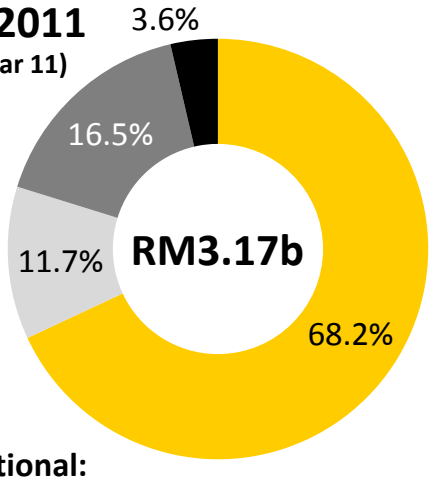
Gross loans

* Including Islamic loans sold to Cagamas and excludes unwinding of interest

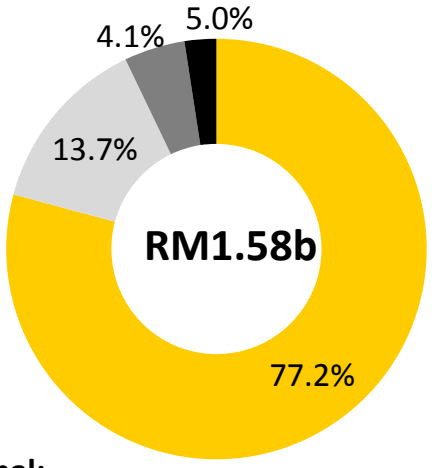


Malaysia Singapore Indonesia Others

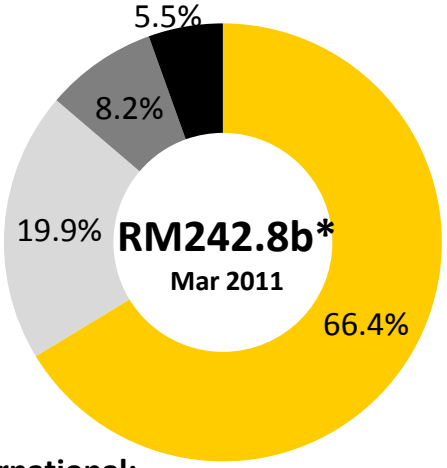
3Q FY2011
(Jan 11 – Mar 11)



International: 32%



International: 23%

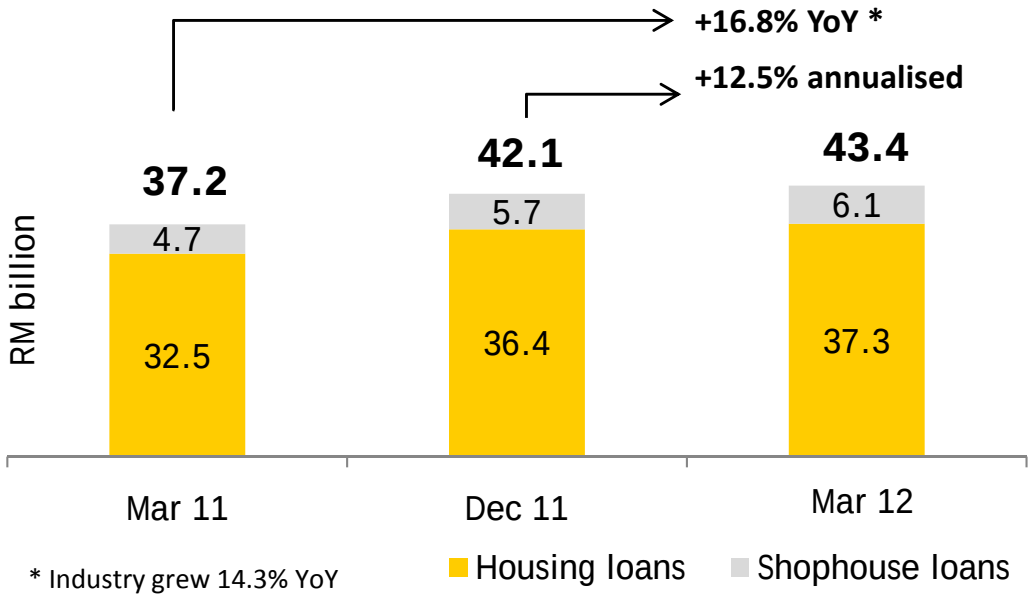


International: 34%

Maybank

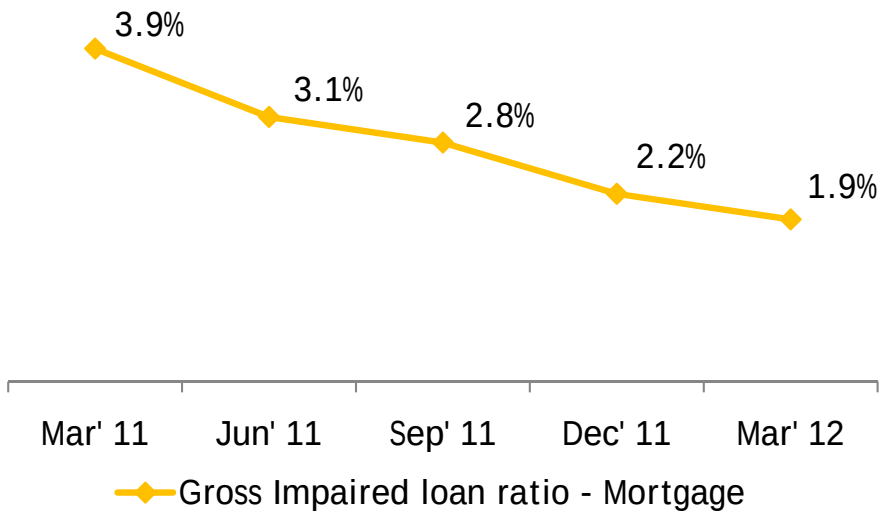
Community Financial Services: Mortgage grew 12.5% annualised with improving asset quality

Continued growth despite intense competition

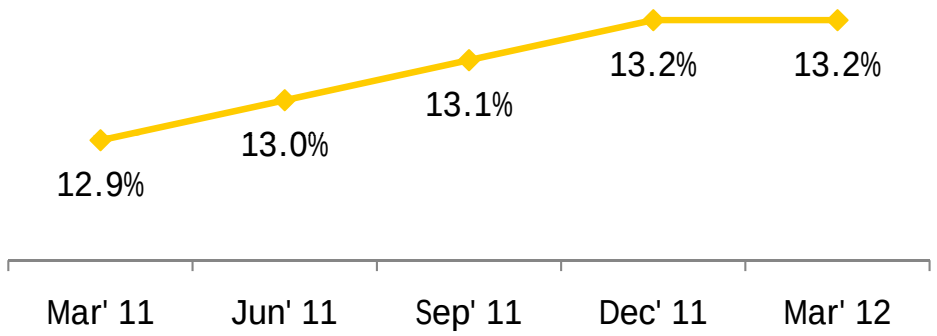


* Industry grew 14.3% YoY

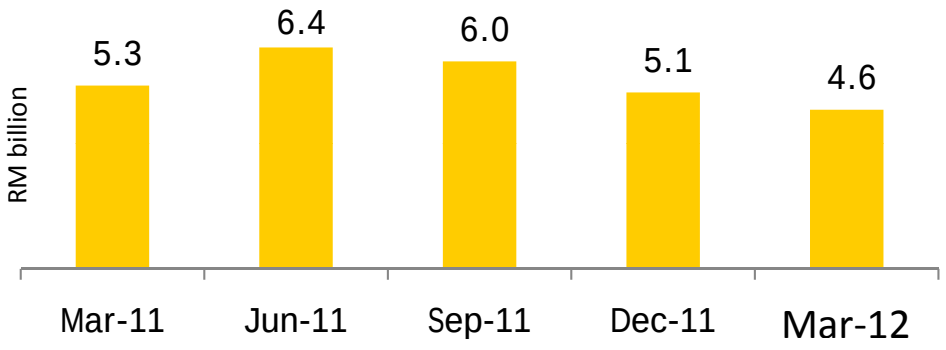
Asset quality continued to improve



Mortgage market share stable in the latest quarter



Mortgage Approvals *: Still at healthy levels at RM4.6 bil.

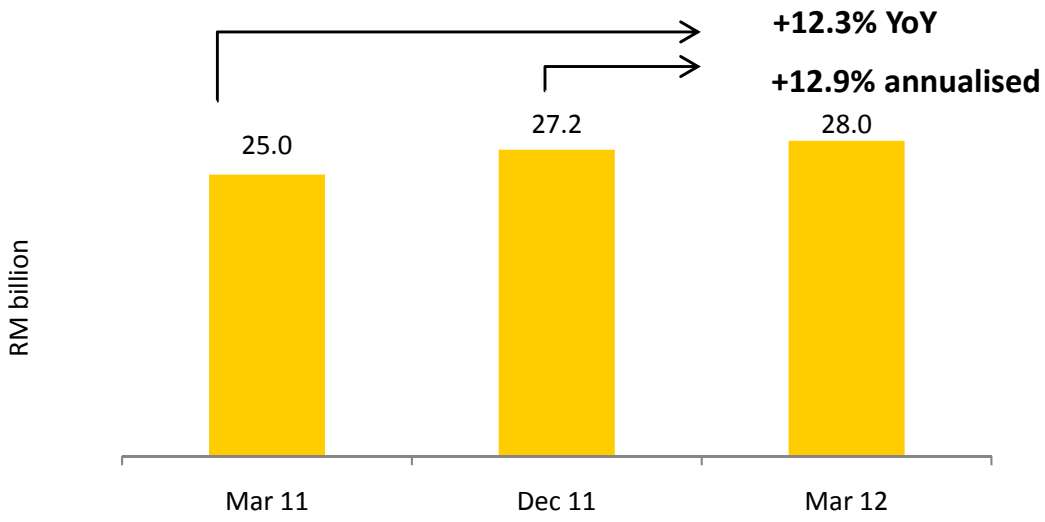


* Based on new extraction rule

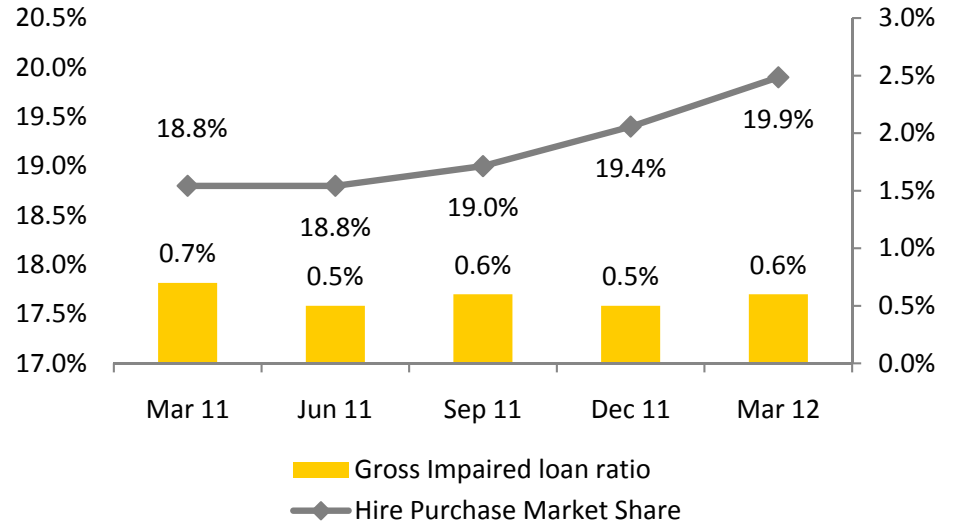
Maybank

Community Financial Services: Auto Finance* business improved in volume and market share

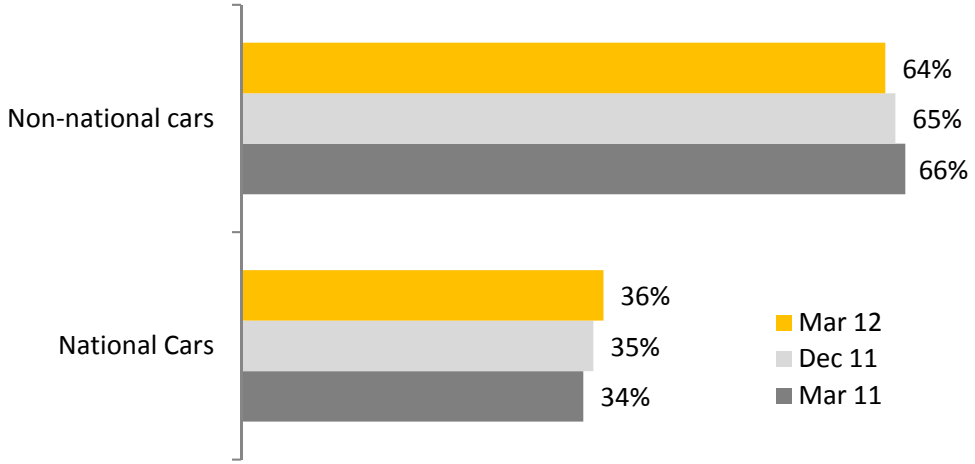
Auto Finance* grew 12.9% annualised in March 12



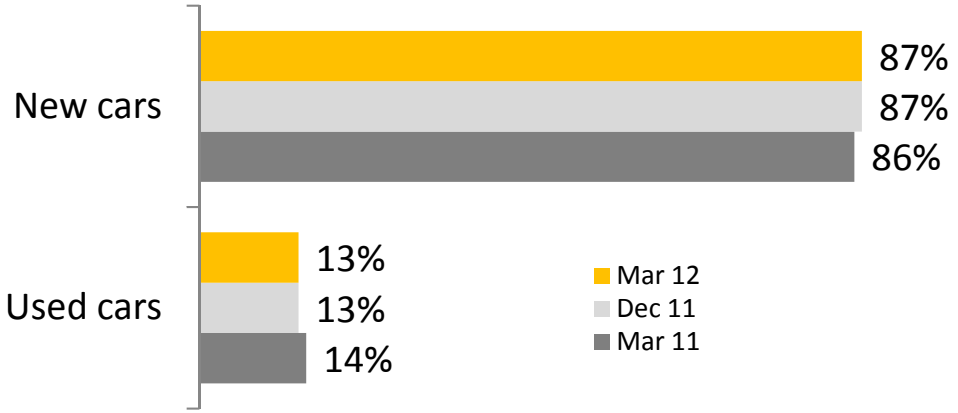
Asset quality remained stable with increasing market share



Proportion of national cars increasing



New cars form 87% of total Auto Finance* loans



* Auto Finance data refers to hire purchase arrangements only

Community Financial Services: Cards continued to grow ahead of industry

Cards Market Share

	Mar 12	Mar 11
Cardbase	18.1%	17.0%
Billings	24.7%	22.8%
Receivables	15.4%	14.5%
Merchant Sales	31.0%	29.3%

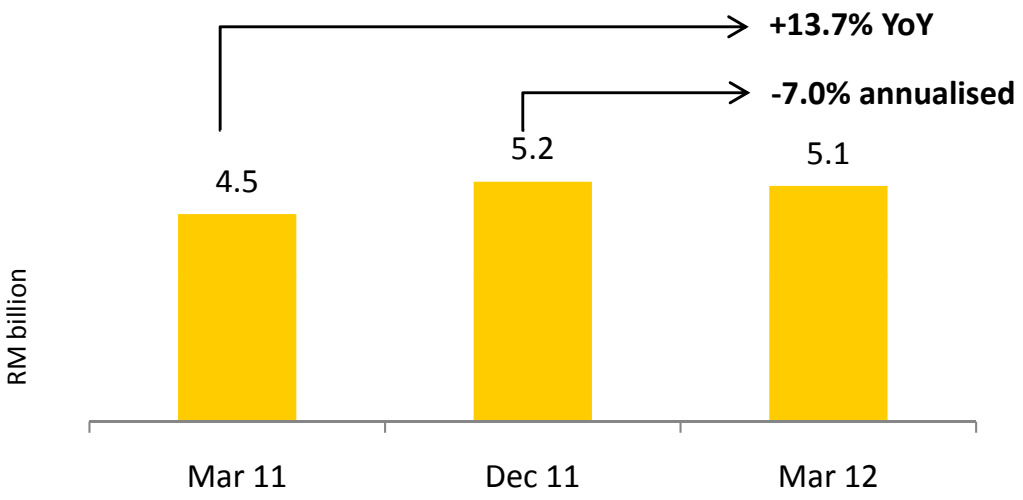
- Market Share based on 12-months running performance
- Card base excludes Debit cards
- Merchant and Billings consist of transactions done through Credit, Charge and Debit cards

Cards performance outperforming industry

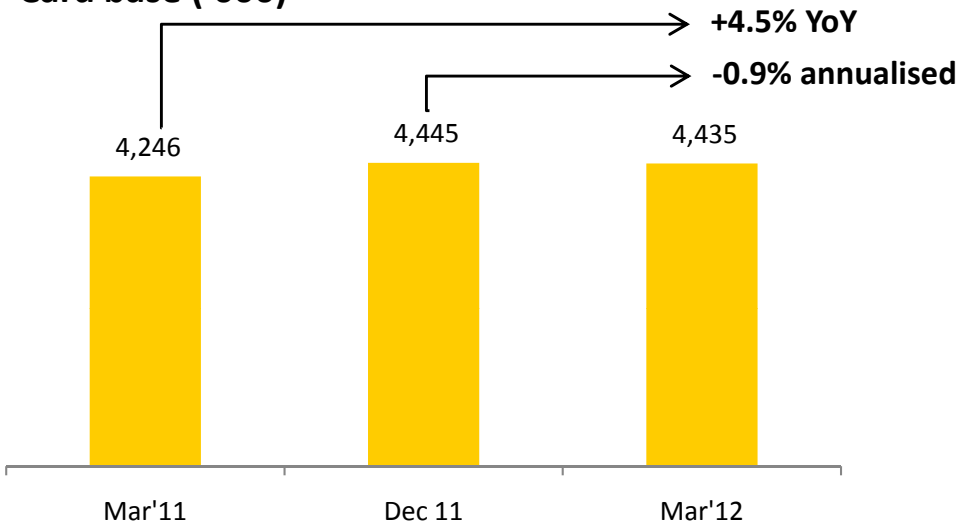
YoY	Maybank	Industry*
Cardbase	2.5%	-3.4%
Billings	21.0%	11.6%
Receivables	13.7%	7.2%
Merchant Sales	18.0%	11.7%

- Industry figures for cards includes commercial banks and non-FI players

Cards receivables



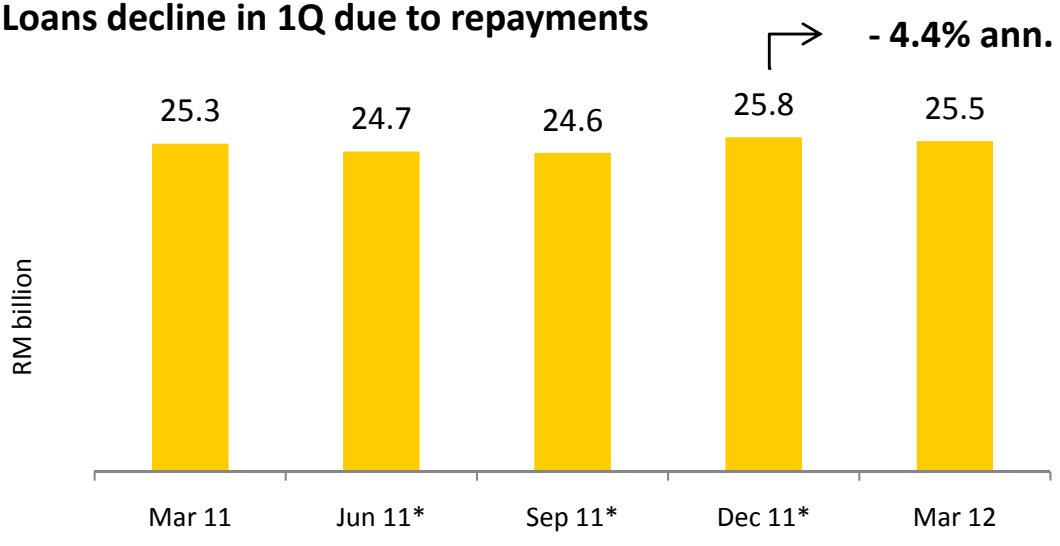
Card base ('000)



*Based on new market segmentation effective June 11 onwards

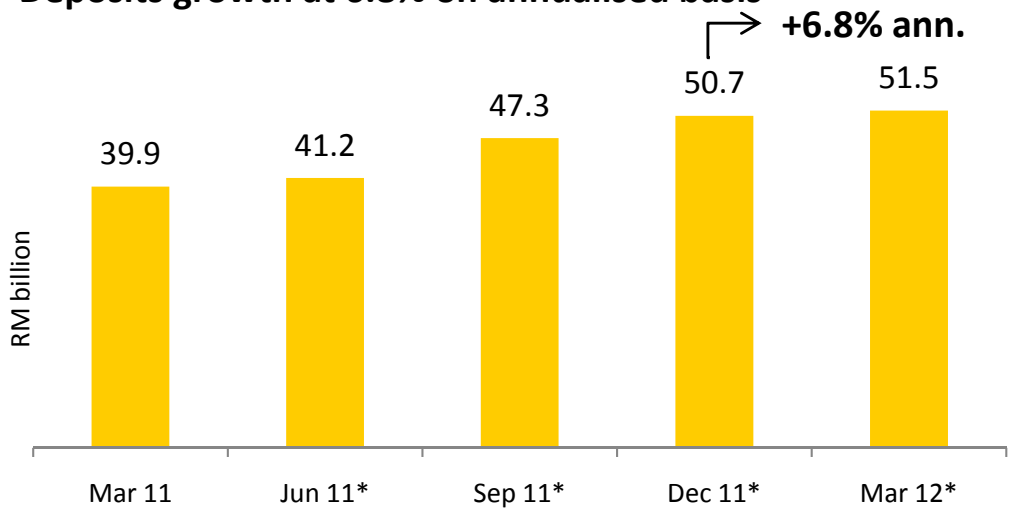
Business Banking and SME: Deposits grew at 6.8% annualised

Loans decline in 1Q due to repayments



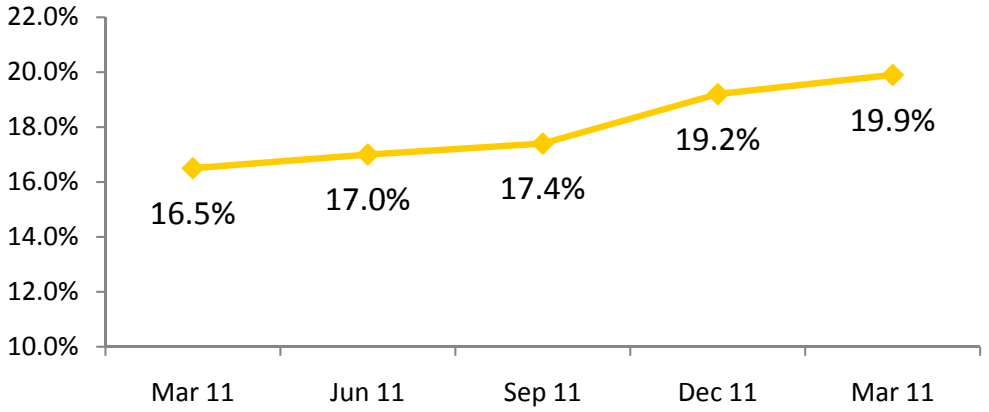
*Figures are based on new market segmentation effective June 11

Deposits growth at 6.8% on annualised basis



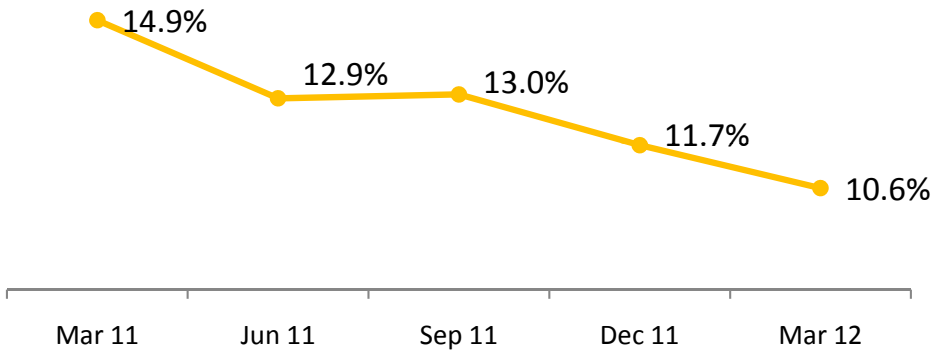
*Figures are based on new market segmentation effective June 11

SME loans* market share improving



* Classification by Loan Size based on Bank Negara definition, SME includes loans under GWB (Corporate)

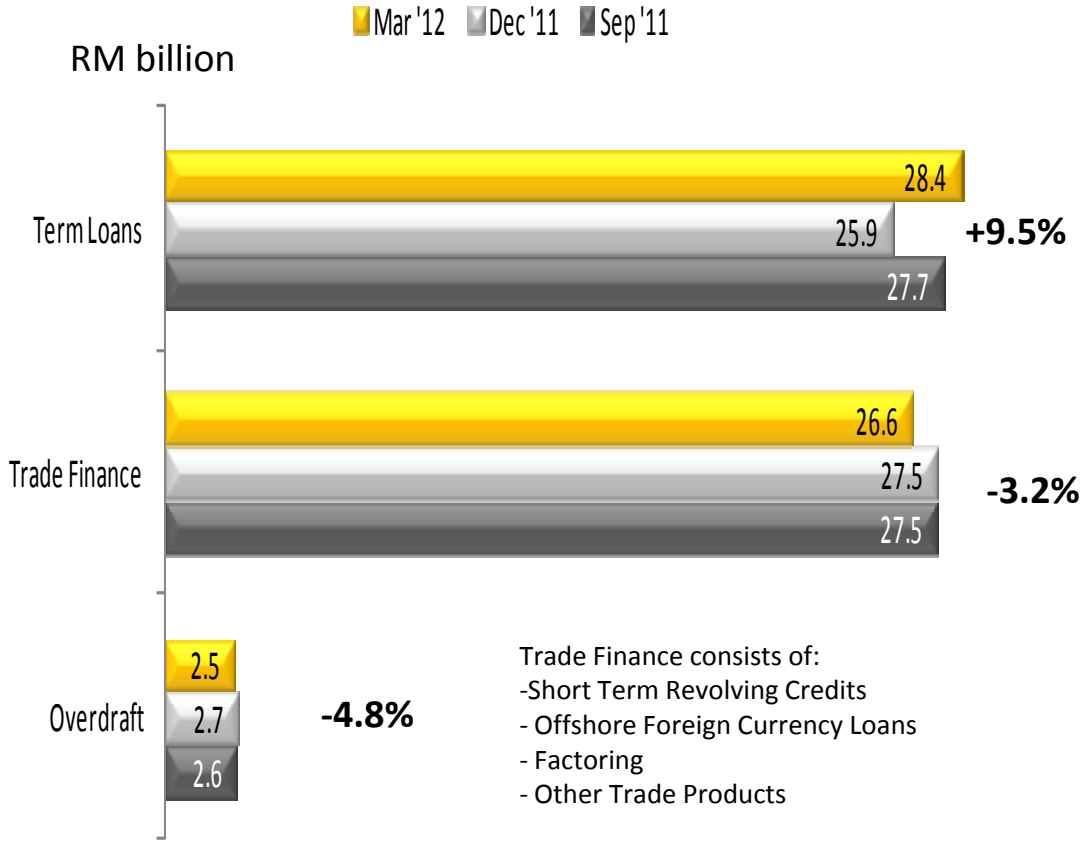
Business Banking and SME: Gross Impaired Loans Ratio continues to improve



Maybank

Global Wholesale Banking: Loans growth driven by Term Loans

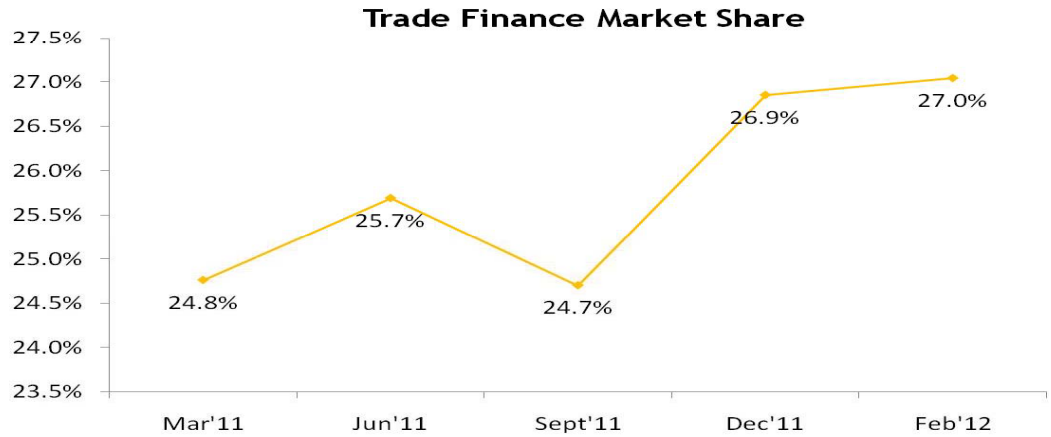
Total GWB loans* increased by 2.6% to RM57.6 billion between December 2011 and March 2012.



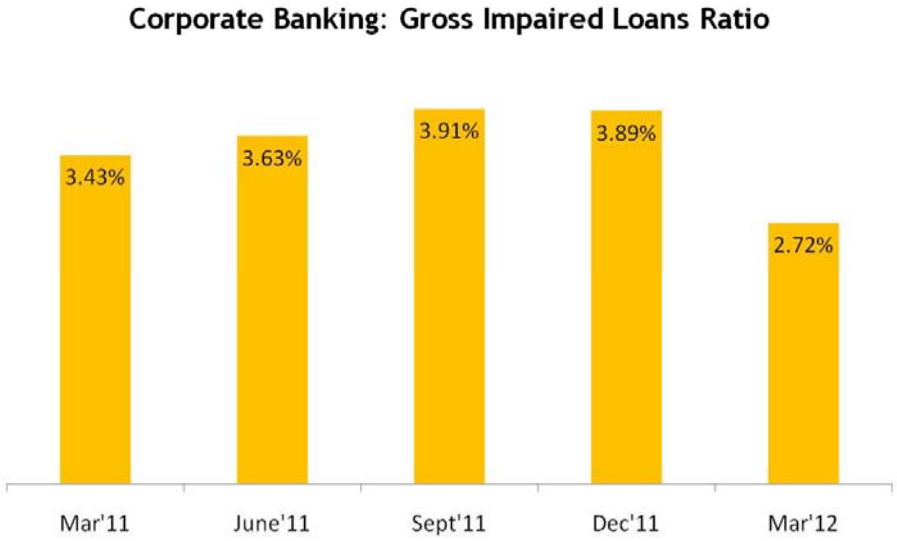
Trade Finance consists of:
-Short Term Revolving Credits
- Offshore Foreign Currency Loans
- Factoring
- Other Trade Products

* Total GWB loans excludes USD (COF) loans amounting to RM2.1 billion

Strong position in terms of Trade Finance Market Share



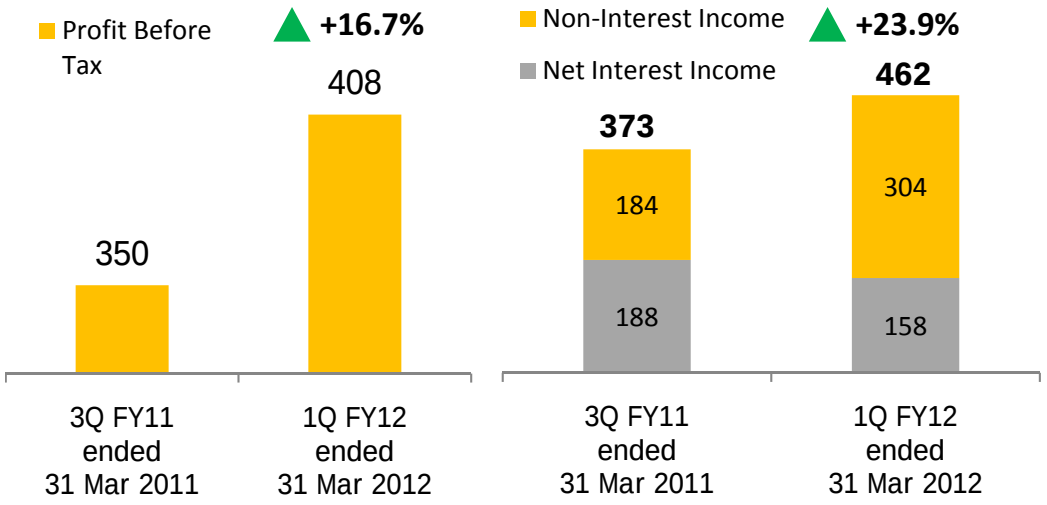
Gross Impaired Loans Ratio improved to 2.72% in March 2012



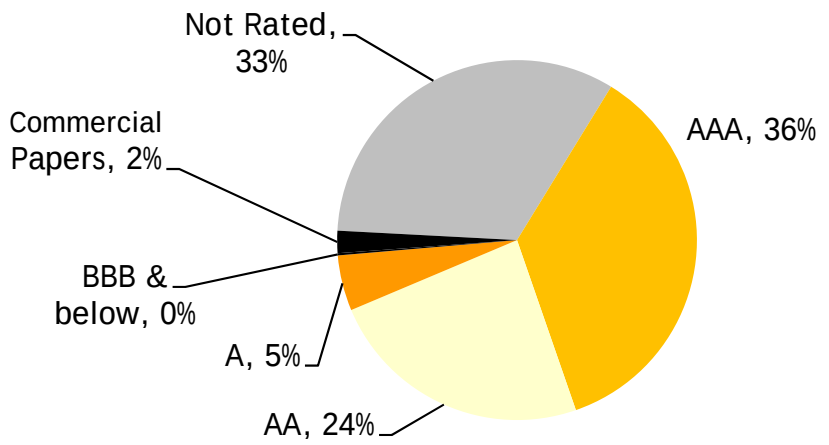
Note: Latest available Trade Finance market share data as at February 2012

Global Markets: Revenue growth supported by non interest income

PBT and Revenue grew 17% and 24% YoY respectively

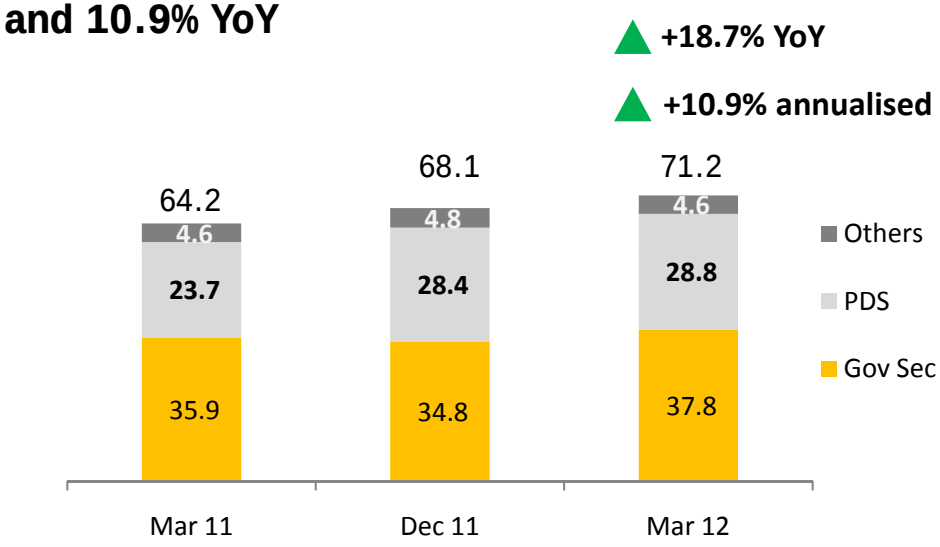


Credit Rating for Private Debt Securities in Malaysia

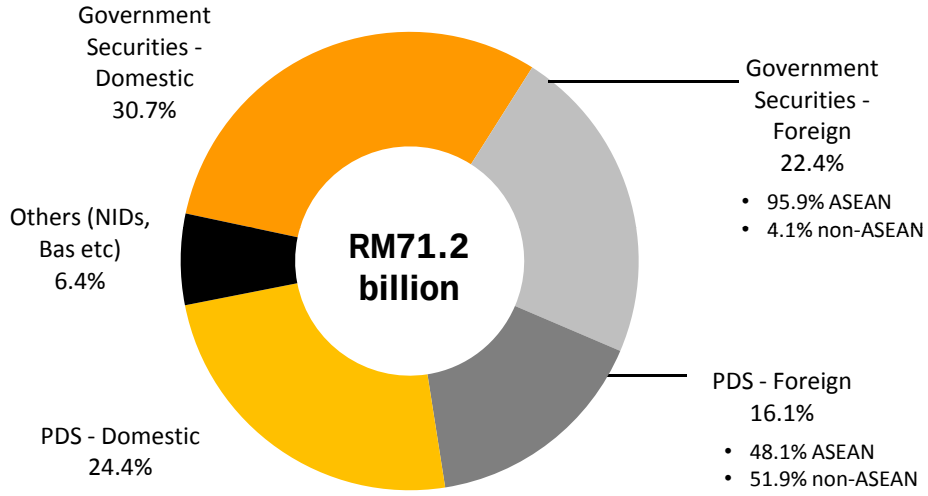


Note: Commercial Papers of RM 0.3mil excluded from the above as short-term papers are not rated

Group Securities Portfolio grew 18.7% annualised and 10.9% YoY



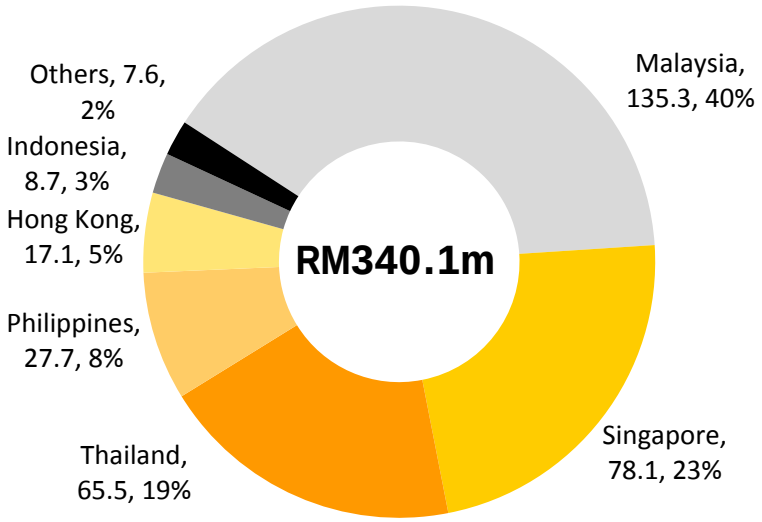
Group Securities Portfolio: 38.5% foreign securities



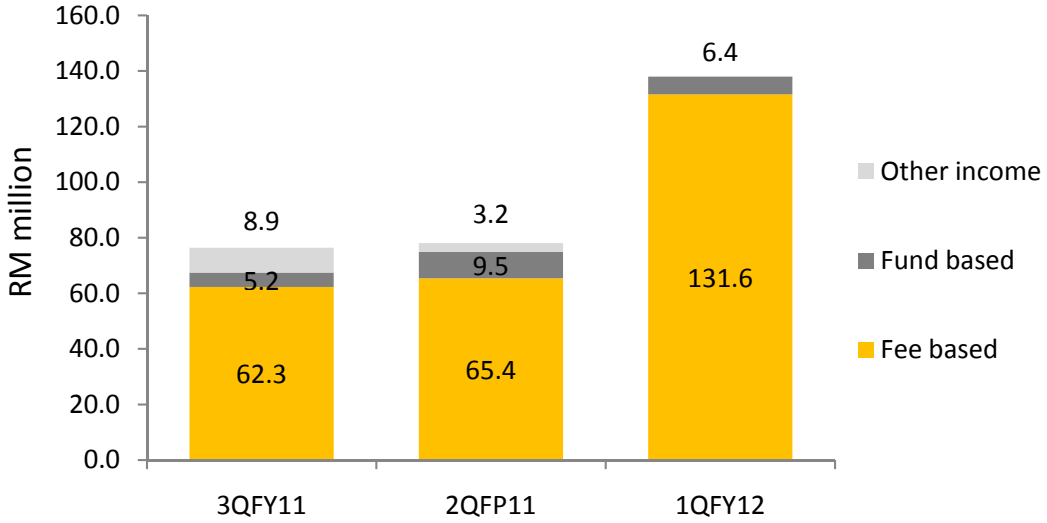
Maybank

Maybank Kim Eng* reported a total income of RM340.1 million with Malaysia contributing 40% of the total income

Total Income (RM mil.): RM340.1 mil



Total Income for Malaysia rose 77% YoY and 73% QoQ

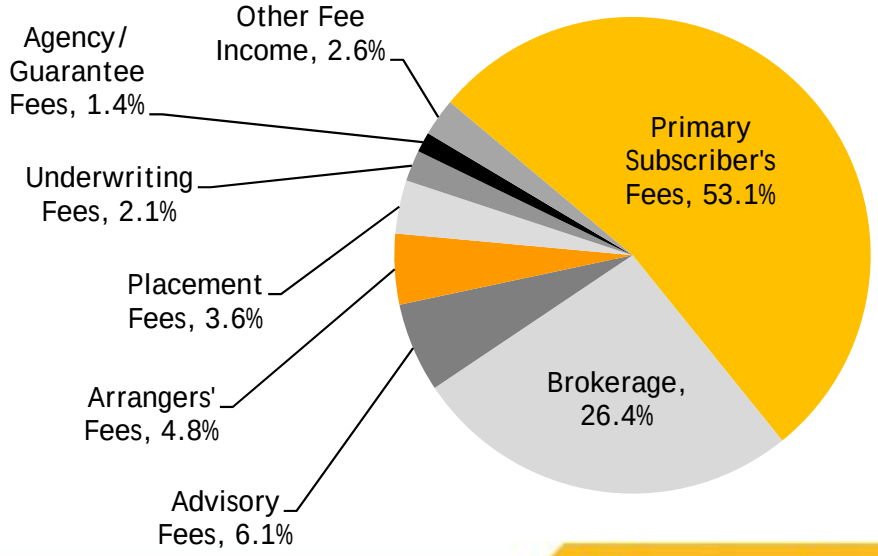


1Q FY2012 Equity Brokerage League Table by Country

Country	Trading Volume (RM mil)	Market Share	Rank
Thailand	41,081	12.5%	1
Singapore*	32,615	7.9%	5
Malaysia	16,538	7.1%	2
Indonesia	9,732	5.2%	5
Hong Kong	6,921	0.2%	Tier 2
Philippines	6,653	9.3%	2

* Rank is estimated based on market share

1Q FY2012 Fee-based Income for Malaysia



Maybank Kim Eng represents the combined business of Maybank-IB and business segments under Kim Eng Holdings

Maybank Kim Eng has maintained a strong position with several notable deals

1Q FY2012 Maybank IB's (Malaysia) Industry Position & Market Share

	Industry Rank by Value	Total Value (RM bil)	Deals / Issues	Market Share
M&A[1]	1	6.2	9	14.3%
Equity & Rights Offerings[1]	1	0.5	3	30.7%
Debt Markets – Malaysia Domestic Bonds[1]	2	9.6	62	27.1%
Debt Markets – Malaysia Ringgit Islamic Bonds[1]	2	4.5	43	22.2%
Equity Brokerage[2]	2	16.5	-	7.1%

Source: [1] Bloomberg [2] Bursa Malaysia

Recent Notable Deals

PROJEK LEBUHRAYA USAHASAMA BERHAD
Up to MYRM34.35 billion
Islamic Medium Term Notes Programme and Government Guaranteed Islamic Medium Term Notes Programme
Joint Lead Manager
January 2012

KENCANA PETROLEUM
Up to MYR203,000,000
Sole Placement Agent
Secondary Share Placement
January 2012

Setia
SP SETIA BHD GROUP
Up to MYR4,570,000,000
Adviser
Conditional take-over offer to acquire all the remaining shares and outstanding warrants in SP Setia Berhad not already owned by Permodalan Nasional Berhad and Tan Sri Dato' Sri Liew Kee Sin
2012

TANJUNG BIN ENERGY ISSUER BERHAD
Up to MYR3,290,000,000
Sukuk Murabahah
Joint Principal Adviser, Joint Lead Arranger, Joint Lead Manager
March 2012

MALAYSIA AIRPORTS
Up to MYR616,000,000
Principal Adviser
Joint Placement Agent
Private Placement
March 2012

PT ASTRA SEDAYA FINANCE
Up to IDR5,000,000,000,000
Public Offering of Shelf Registration Bond Issuance I 2012
Joint Bookrunner, Joint Mandated Lead Arranger
February 2012

XIWANG SPECIAL STEEL COMPANY LIMITED
Xiwang Special Steel Co. Ltd.
USD171,000,000
IPO
Joint Book Runner
February 2012

GT CAPITAL
GT Capital Holdings, Inc
USD501,560,000
IPO
Participating Underwriter
April 2012

CIVMEC
Civmec Limited
SGD40,400,000
IPO
Issuer Manager, Underwriter, Placement Agent
April 2012

Maybank 26

Group Islamic Banking business sustained profit growth

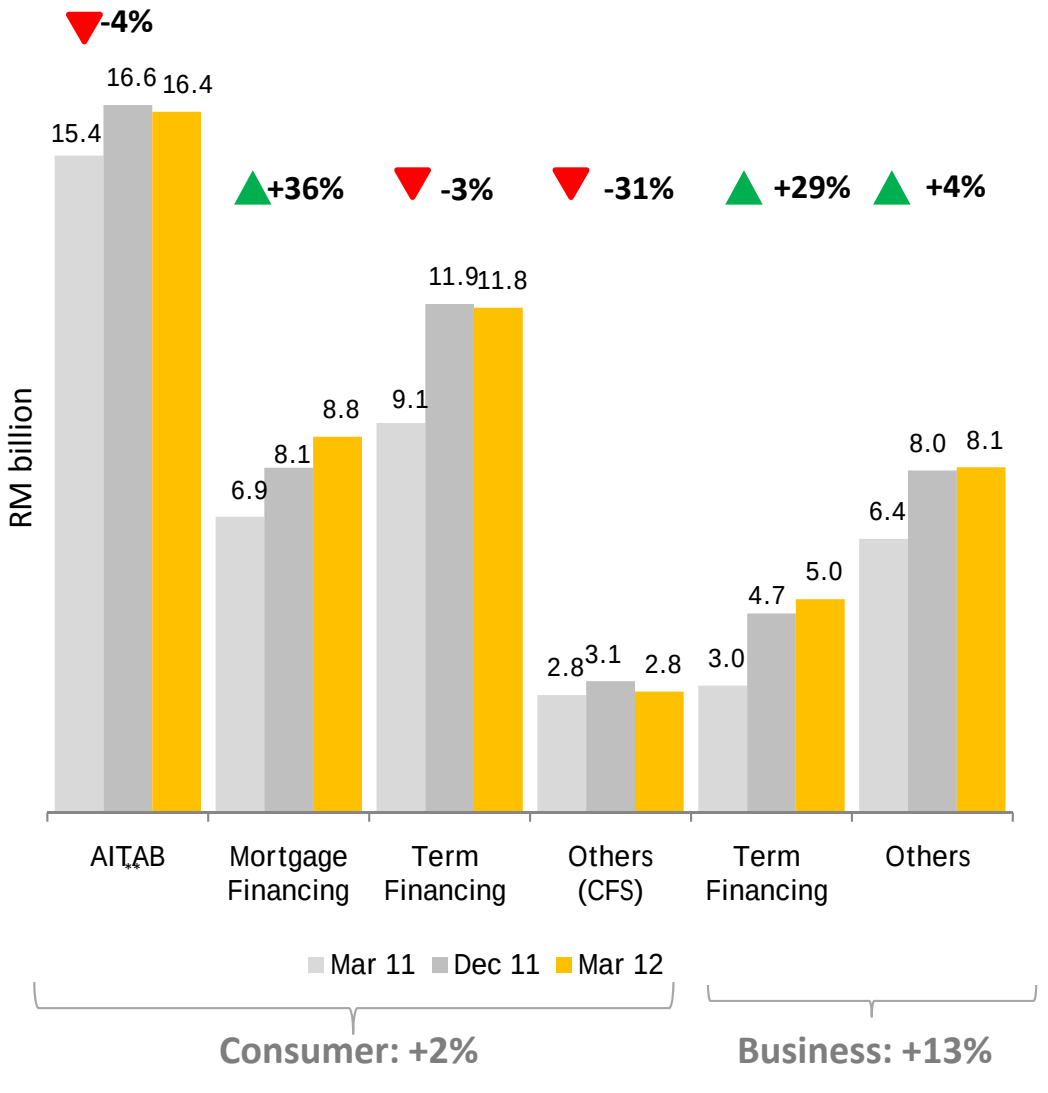
Group Islamic Banking Income and PBT*

RM million	1Q FY12	3Q FY11	YoY Growth
Fund based income	375.6	329.9	13.9%
Fee based income	159.2	57.8	175.4%
Total income	**534.8**	**387.7**	**37.9%**
Allowance for losses on financing	40.1	(23.8)	-268.5%
Profit before tax and zakat	**352.9**	**201.9**	**74.8%**

Maybank Islamic: Improving key ratios

	Mar 12	Dec 11	Mar 11
Financing to Deposit Ratio	80.8%	83.7%	87.2%
Islamic Financing to Total Domestic Loans	28.2%	28.5%	26.7%
Gross Impaired Financing Ratio	1.23%	1.62%	2.48%
Net Impaired Financing Ratio	0.92%	1.03%	1.58%

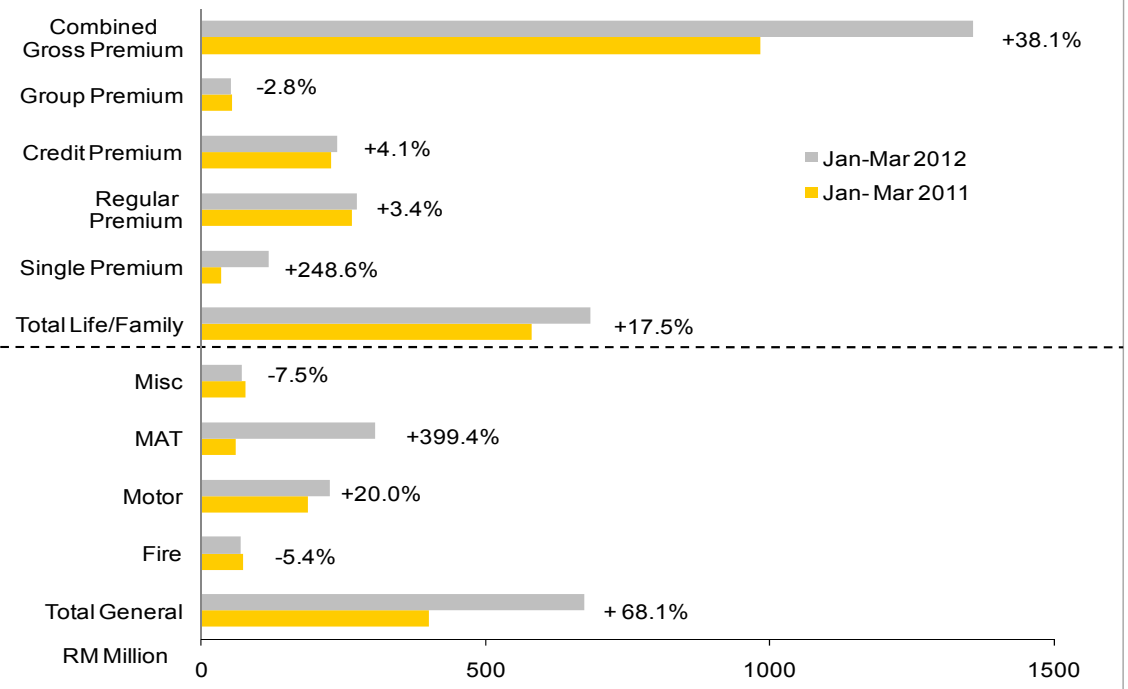
Maybank Islamic: Total Gross Financing grew 5% annualised to RM53.0 billion



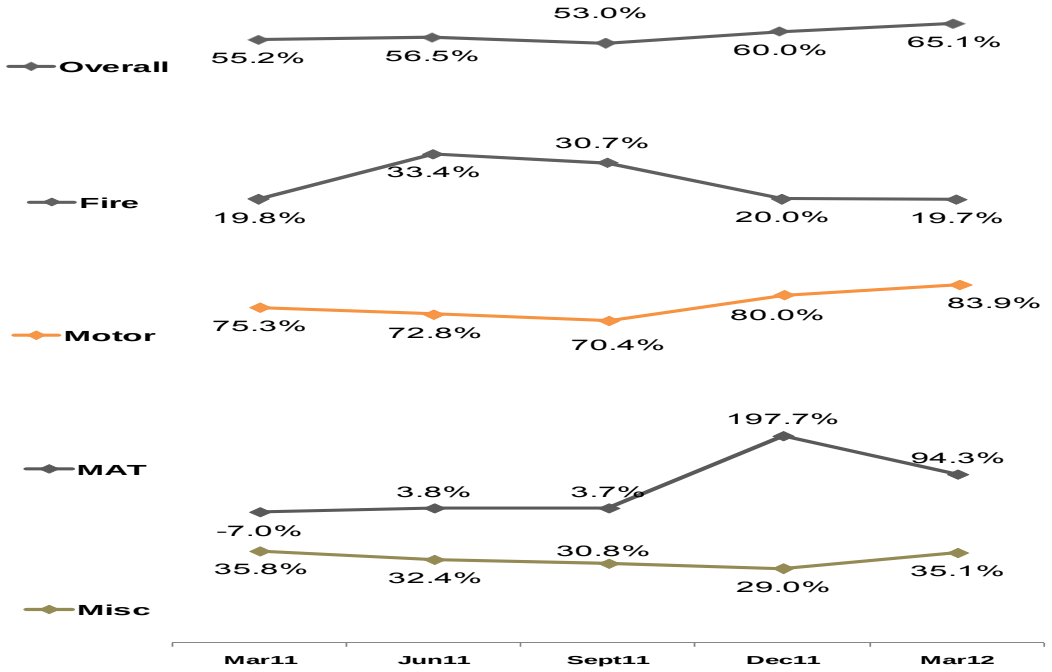
*Islamic Banking (includes Maybank Islamic and the Group's other Islamic operations)

** Includes financing sold to Cagamas

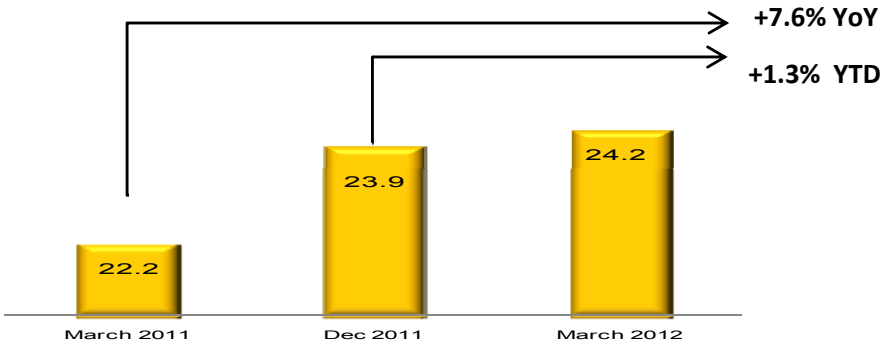
Etiqa: No. 1 Position in Life/Family (new business) and General Business



Loss Ratio

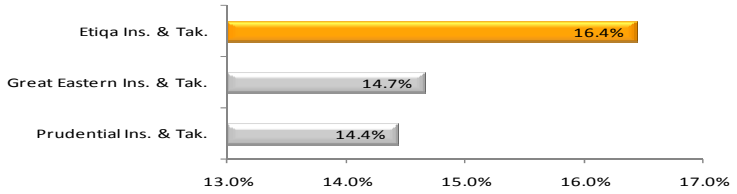


Total Assets (RM billion)



Note: Dec 2011's figure of RM23.9 billion differ from financial statements of RM25.2 billion due to reclassification of reinsurance and retakaful assets.

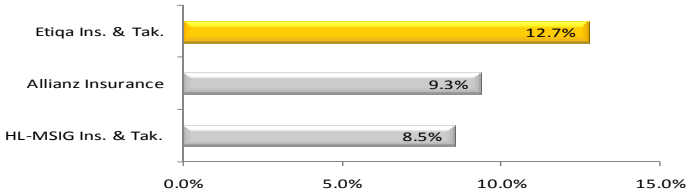
Life/Family (New Business) Market Share



No. 1 in Life/Family (New Business)

Source: ISM Statistics (Jan11-Dec11).

General Market Share



No. 1 in General

Source: LIAM/ISM Statistics (Jan11-Dec11)

Investor Presentation

Executive Summary

Financial Performance

Business Sector Review

Country Review

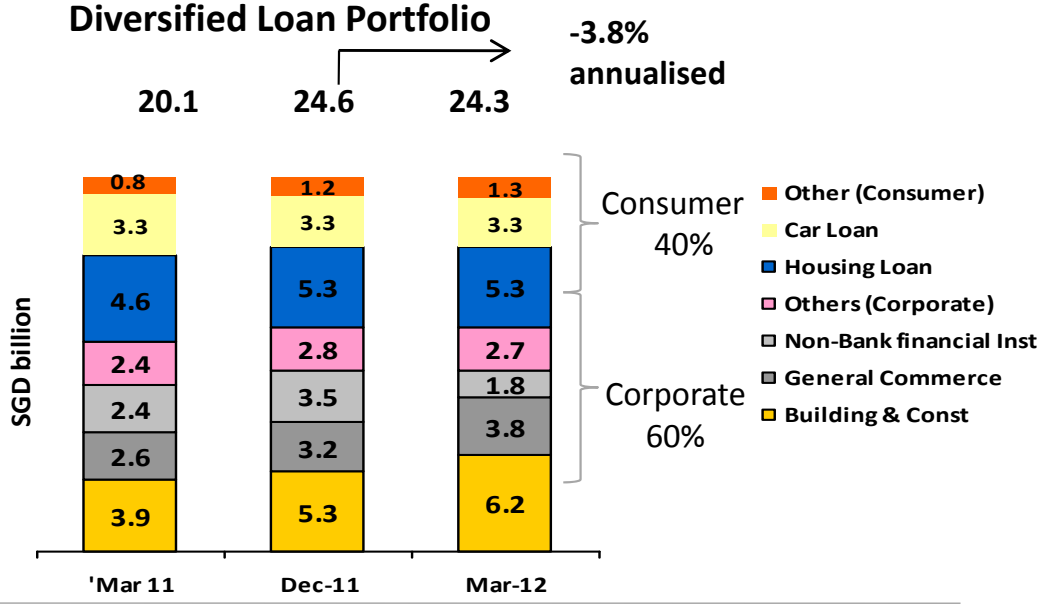
Economic Update and Prospects

Singapore: 1Q PBT up 7% to S$96m on improved fund and fee based income, partly offset by higher provision and overheads

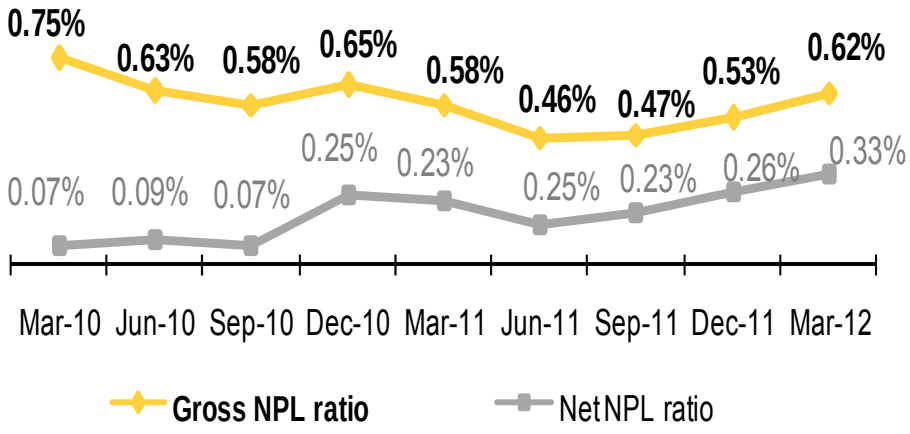
Revenue and PBT rose 8% and 7% YoY respectively

SGD million	1Q FY12 Mar 12	1Q FY11 Mar 11	YoY Growth
Net fund based income	117.8	112.9	4.4%
Non interest income	62.4	53.8	16.1%
Total income	**180.3**	**166.7**	8.2%
Provision	5.9	(1.4)	-523.9%
Profit before tax	**95.5**	**89.3**	6.9%

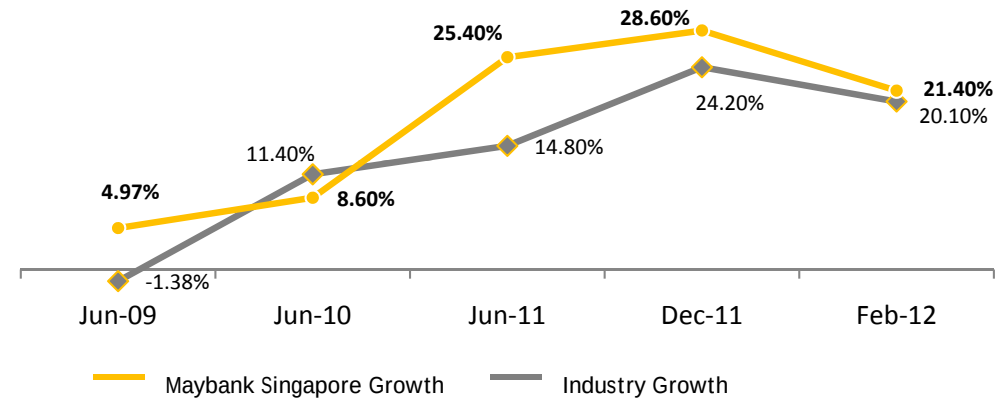
Diversified Loan Portfolio



Asset Quality remains healthy



YoY loans growth outpaced industry's



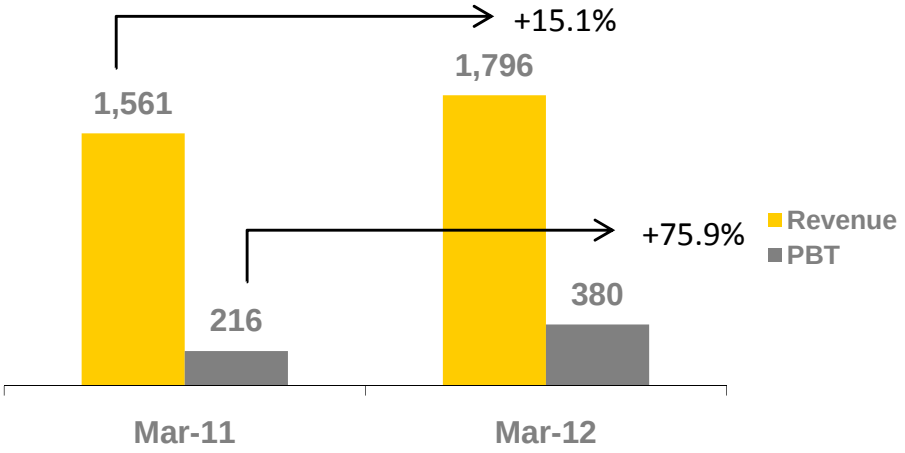
BII: Net Profit growth by 78% YoY

Income Statement

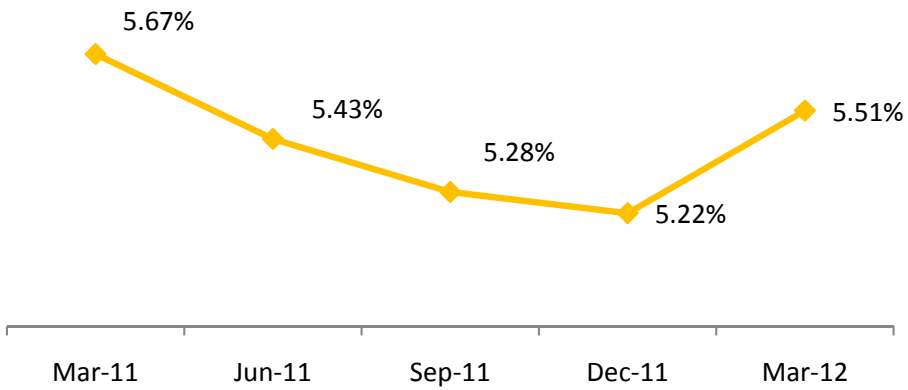
Rp. Billion	Q1 2012	Q1 2011	%
Net Interest Income	**1,167**	**975**	**20%**
Non Interest Income	628	586	7%
Gross Operating Income	**1,796**	**1,561**	**15%**
Operating Expenses (excl. provision)	(1,247)	(1,060)	18%
Total Operating Income	**549**	**501**	9%
Provisions	(220)	(347)	-37%
Net Operating Income	329	154	113%
Non operating income (expense)	51	62	-18%
Profit Before Tax	**380**	**216**	**76%**
Tax / Deferred Tax	(121)	(64)	91%
Net Profit After Tax	**259**	**152**	**70%**
Minority Interest & Profit before Acquisition	8	(2)	-495%
Net Profit	**267**	**150**	**78%**

BII: PBT grew 76% on the back of 23% consolidated loans growth

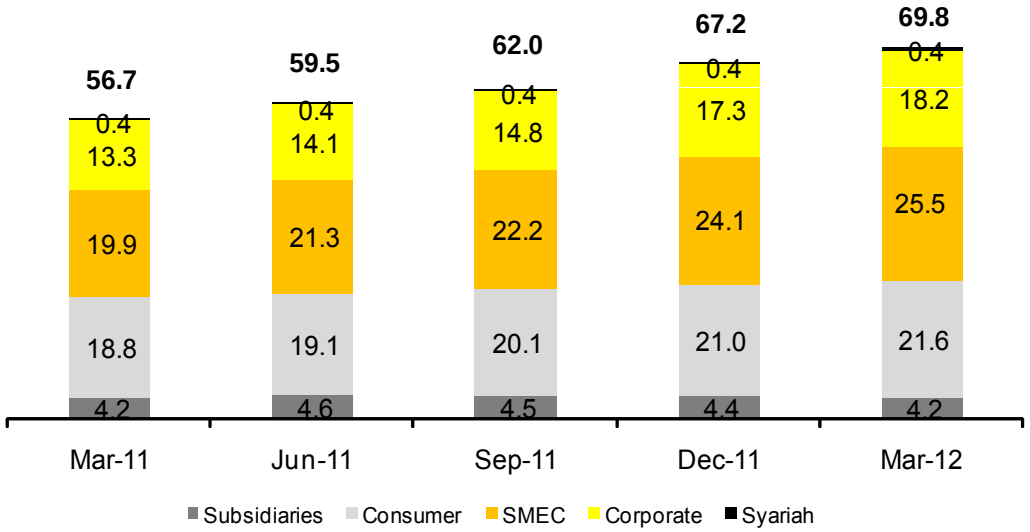
Revenue and PBT (Rp billion)



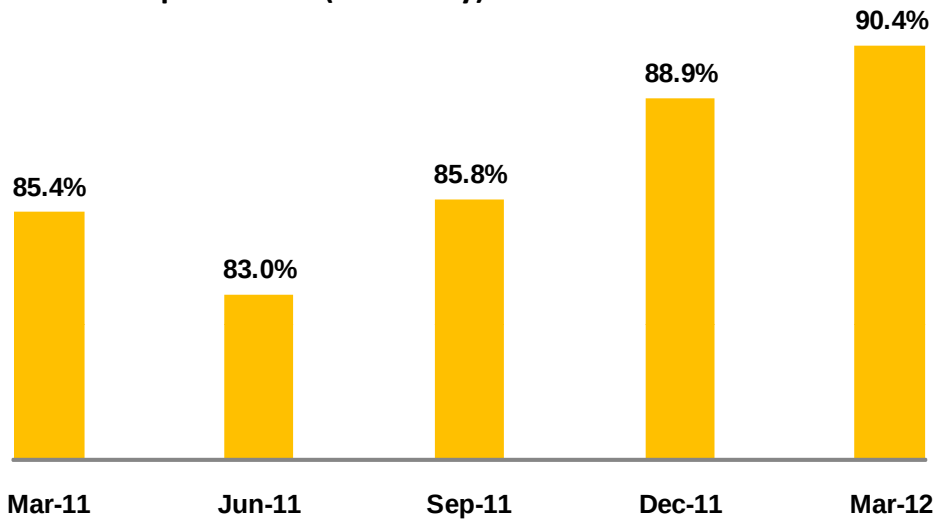
Net Interest Margin



Loan composition (Rp trillion)



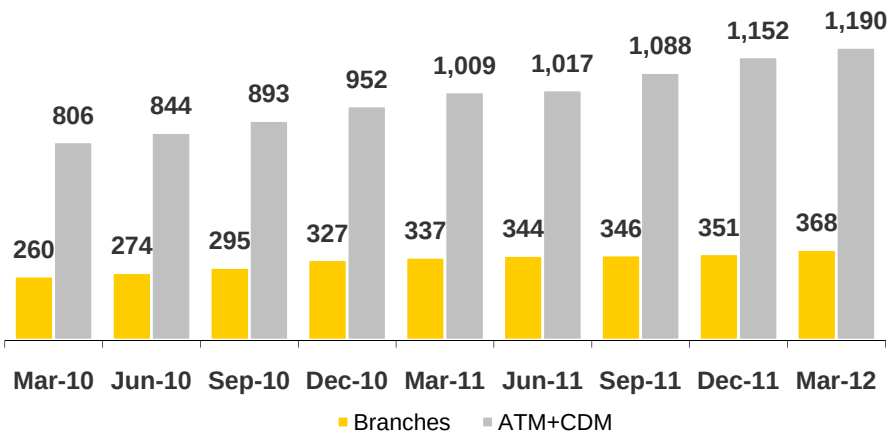
Loan-to-Deposit Ratio (Bank only)



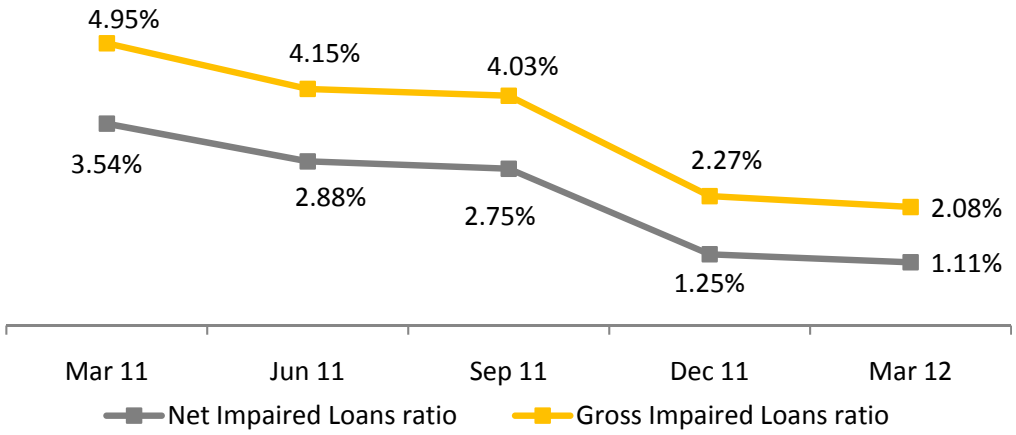
Modified LDR (consolidated) as of Mar'12 : 83.4%
Modified LDR (bank only) as of Mar'12 : 81.3%

BII: Branches and touch points expansion on track

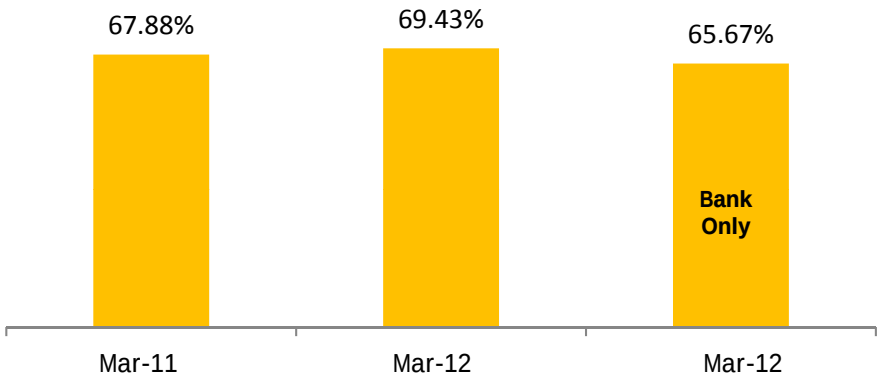
Branches and ATM



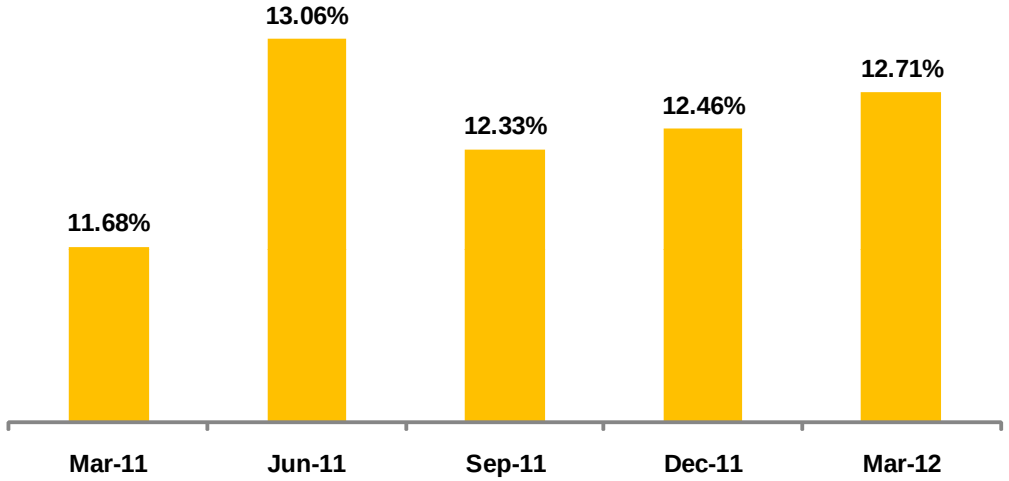
Asset Quality



Cost to Income Ratio



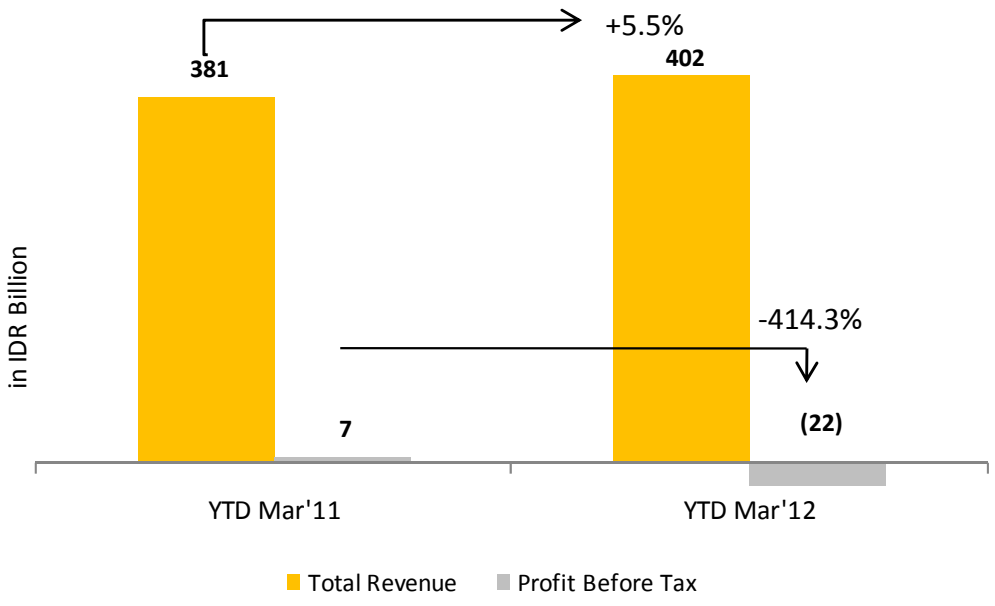
Capital Adequacy : consolidated



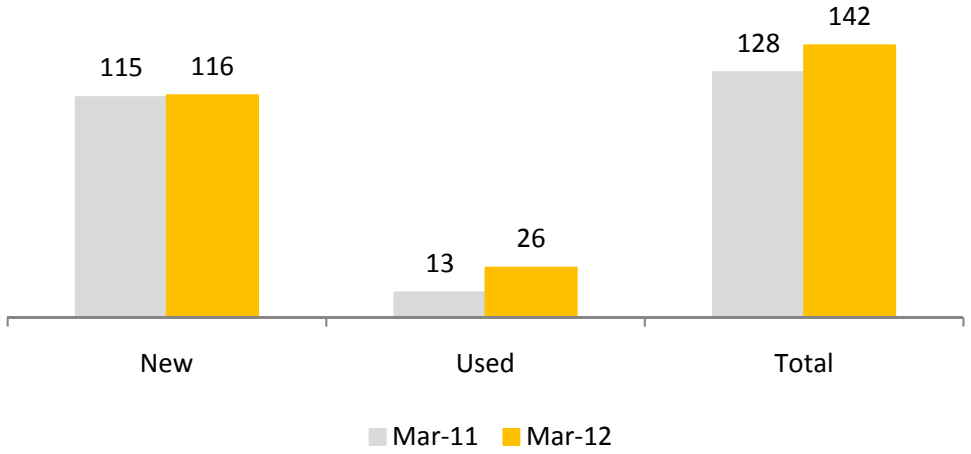
CAR as of Dec-11 after taking into account Tier 2 capital of Rp500 bln subordinated bond

WOM : 5.5% growth in revenue, whilst PBT impacted by provisions arising from 2011 portfolio

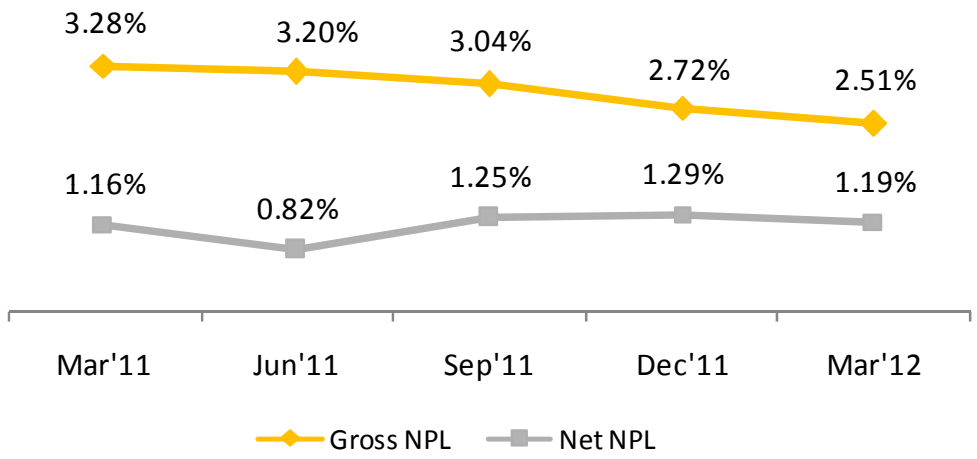
Revenue and PBT (Rp billion)



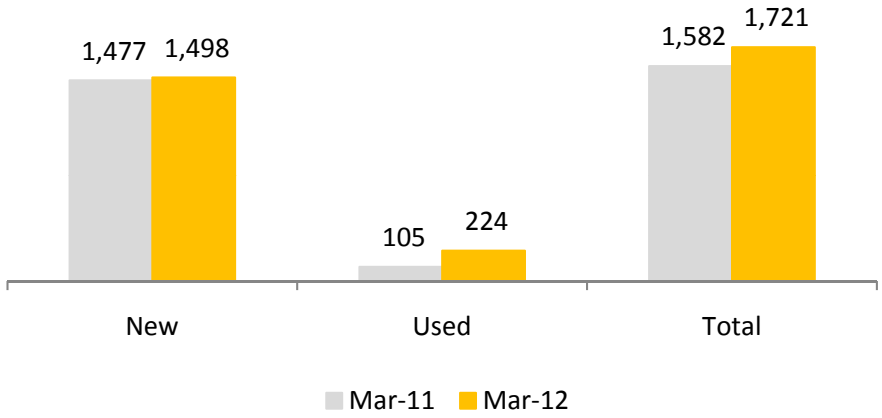
Unit Financing (In 000 unit)



Asset Quality



Financing Amount (In IDR bn)



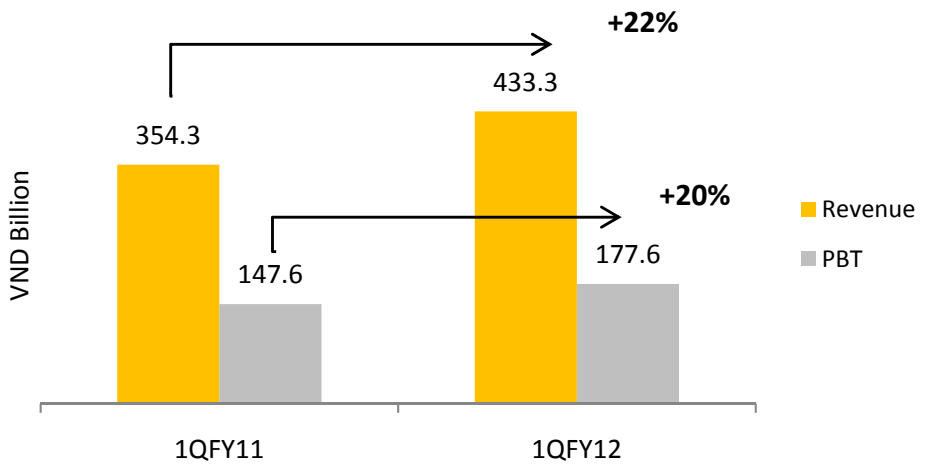
An Binh Bank: Financial Highlights

- PBT increased by VND30.0 bil or 20% largely due to higher net interest income of VND91.5 bil.

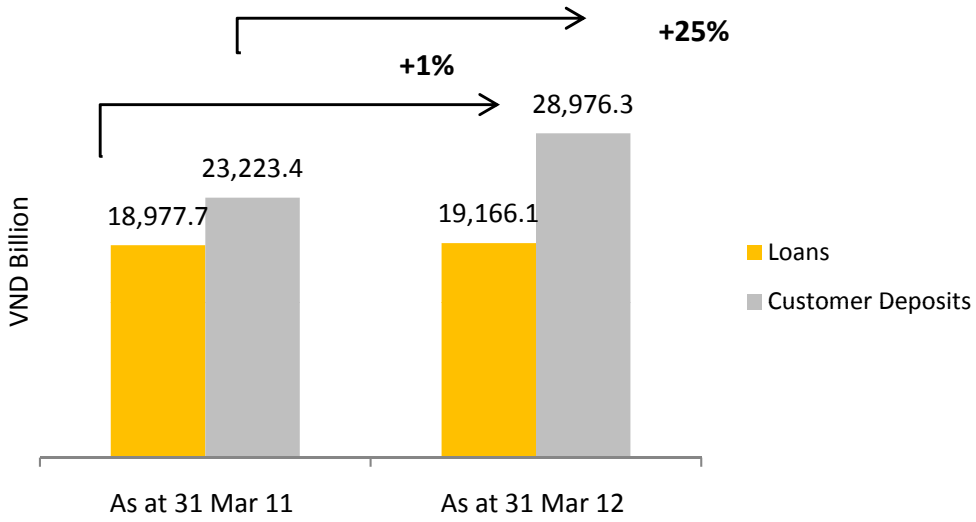
  The increase is mitigated by the drop in non-interest income of VND12.3 bil, higher overheads of VND28.0 bil and higher provisioning of VND21.1 bil as compared to previous corresponding period.
- Gross loans slightly increased by VND188.4 bil or 1%, contributed by corporate customers. Meanwhile, the deposit from customers is higher by VND5,752.9 bil or 25% due to increase in corporate and retail deposits.
- NPL ratio improved from 4.32% to 2.89% on the back of lower NPL and higher loans portfolio.

Key Ratios	As at 31 Mar 12	As at 31 Mar 11
Return on assets	1.28%	1.23%
Return on equity	11.51%	8.83%
Cost-to-income ratio	49.45%	52.59%
Loans to deposit ratio	66.14%	81.72%
NPL Ratio	2.89%	4.32%
Net Interest Margin	5.41%	5.20%

Revenue and PBT



Gross Loans and Deposits

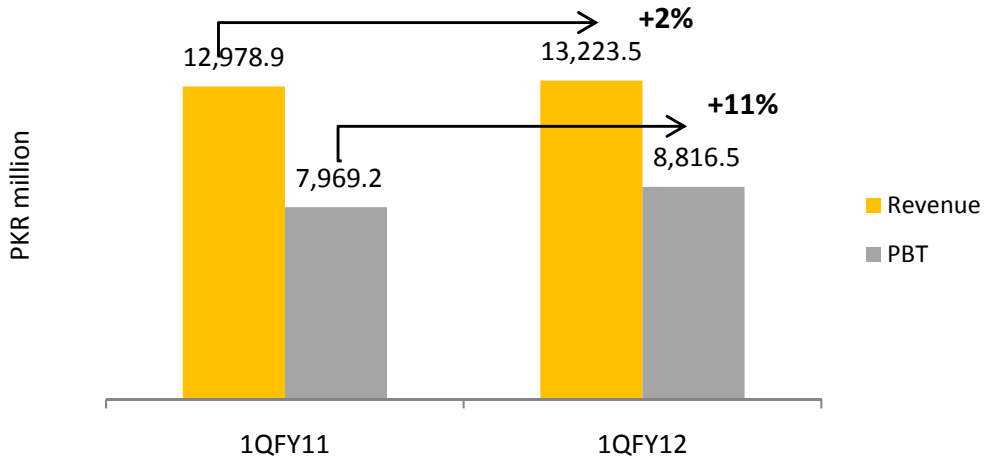


MCB Bank: Financial Highlights

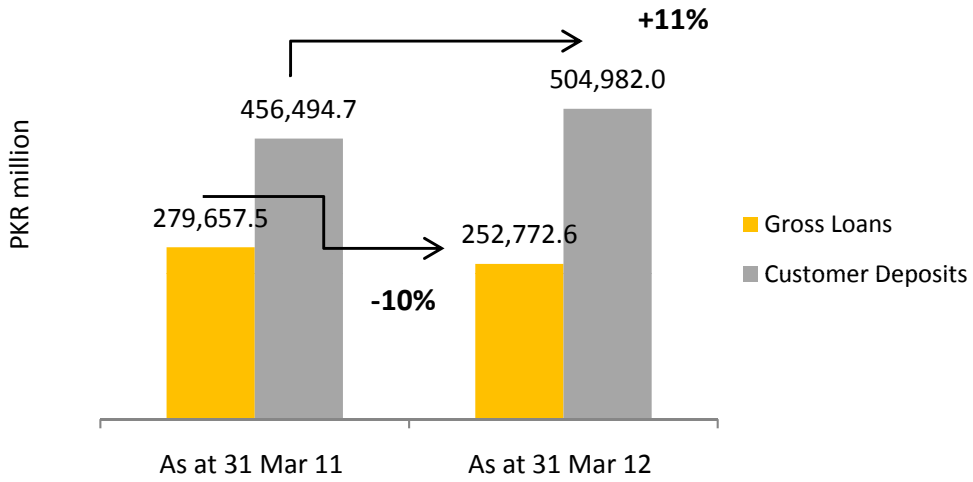
- PBT increased by PKR847.3 mil or 11% against corresponding period, mainly contributed by increase in non-interest income (NOII) of PKR463.1 mil and lower provisioning by PKR1.1 bil. Higher NOII is contributed by the increase from dividend income, commission and brokerage fees.
- However, the increase in PBT is mitigated by the drop in net interest income by PKR218.5 mil and also higher overheads by PKR509.8 mil.
- Gross loans declined by 10% given the challenging environment. However, deposits grew by 11%.
- NPL ratio increased from 8.91% to 10.39%, due largely to the increase of NPL by PKR1.4 bil or 5%. Decline in loan balance also contributed to the higher NPL ratio.

Key Ratios	As at 31 Mar 12	As at 31 Mar 11
Return on assets	3.42%	3.43%
Return on equity	28.09%	28.48%
Cost-to-income ratio	33.74%	30.45%
Loans to deposit ratio	50.06%	61.26%
NPL Ratio	10.39%	8.91%
Net Interest Margin	7.65%	9.13%

Revenue and PBT



Gross Loans and Deposits

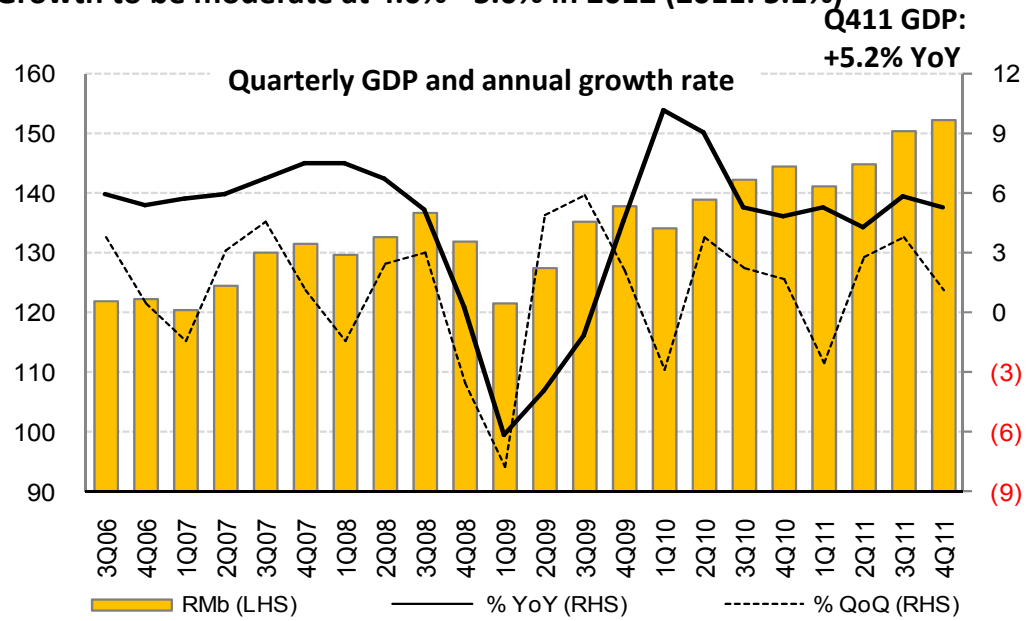


Investor Presentation

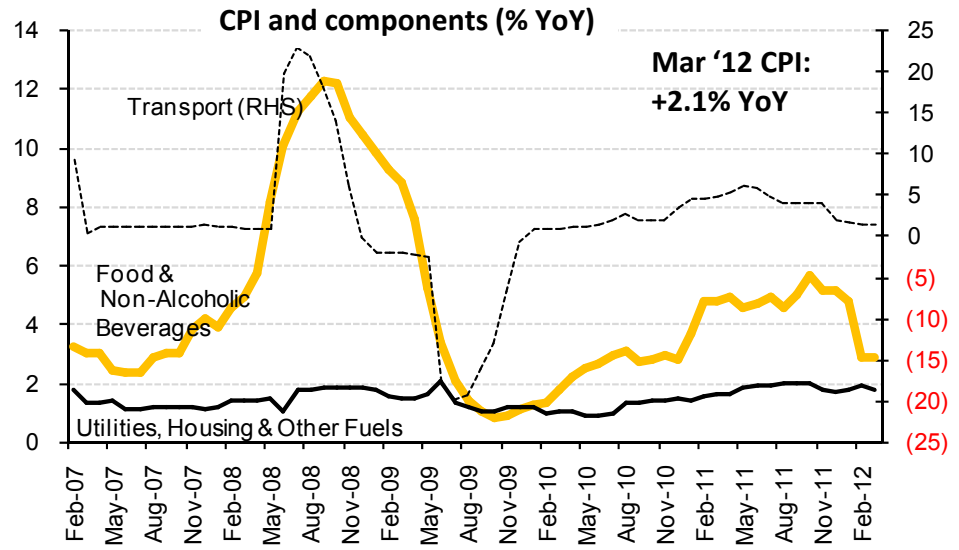
- Executive Summary
- Financial Performance
- Business Sector Review
- Country Review
- Economic Update and Prospects

Malaysia: Sustained Economic Growth for 2012

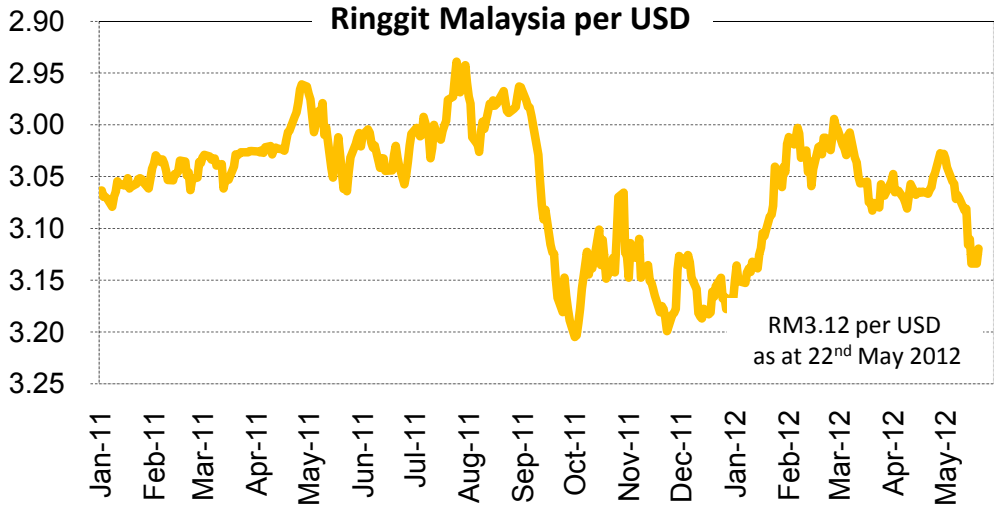
Growth to be moderate at 4.0% - 5.0% in 2012 (2011: 5.1%)



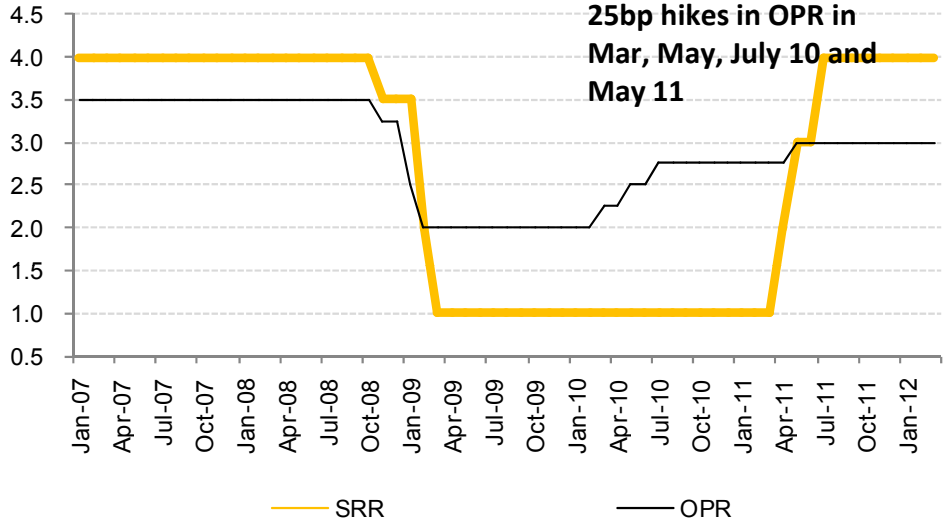
Inflation expected to moderate to 2.7% in 2012 (2011: 3.2%)



Ringgit/USD: RM3.16 by end 2012



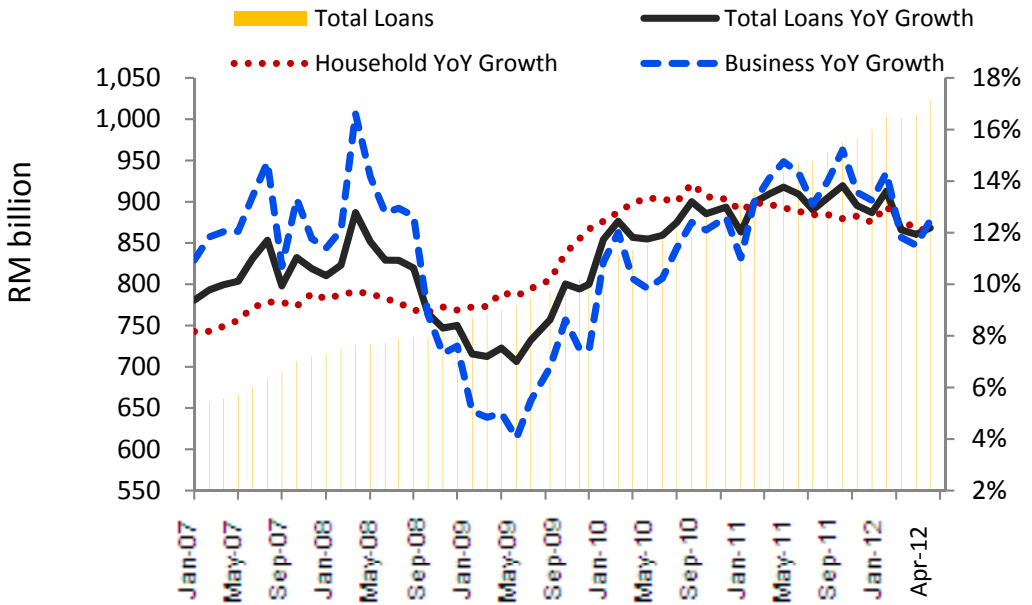
OPR expected to remain unchanged at 3% until end of 2012



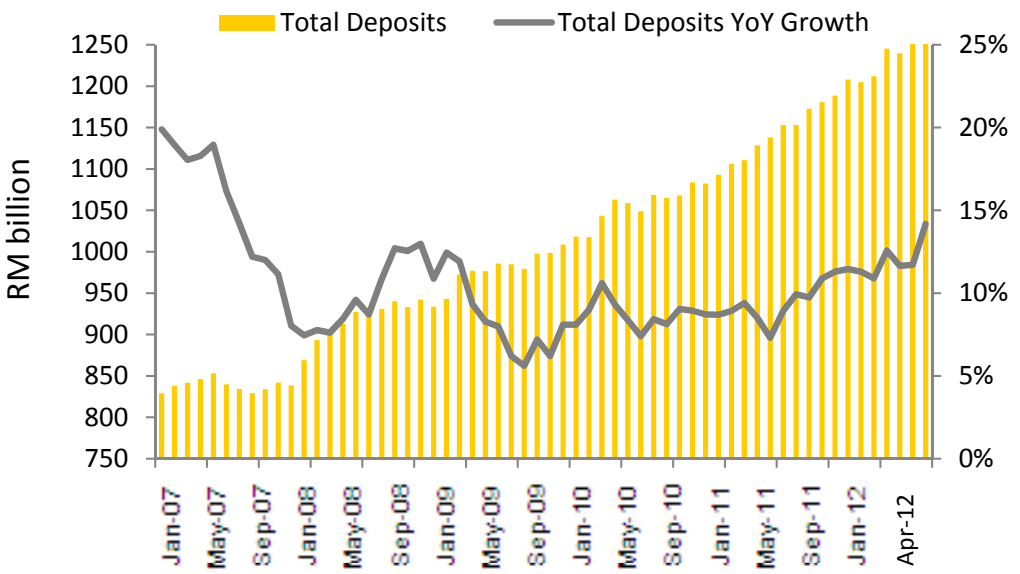
Maybank

Malaysia: Banking Sector to Remain Healthy

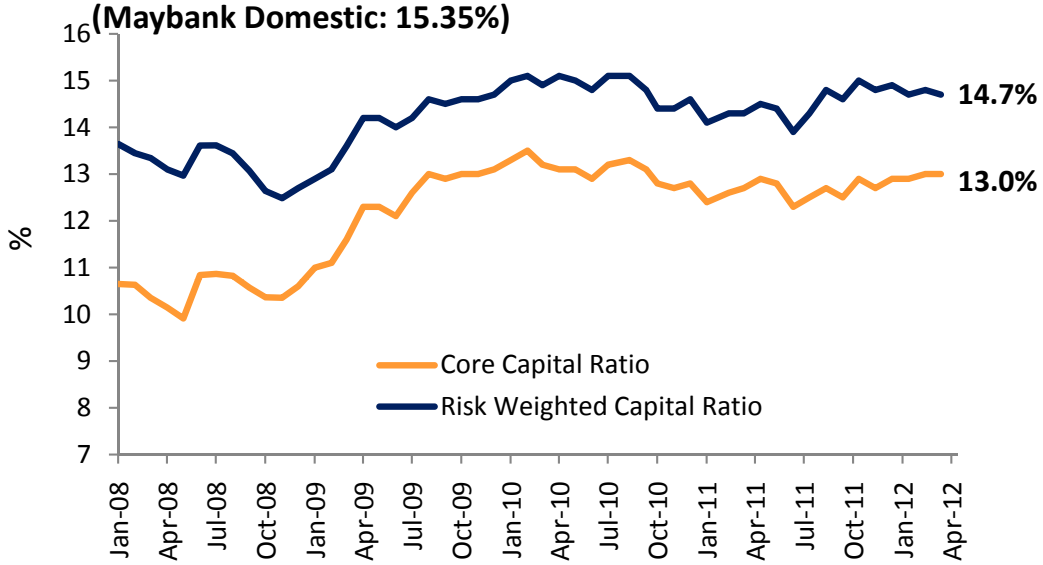
Total Loans grew 12.2% YoY for 1Q12 (Maybank Domestic: 13.8% YoY)



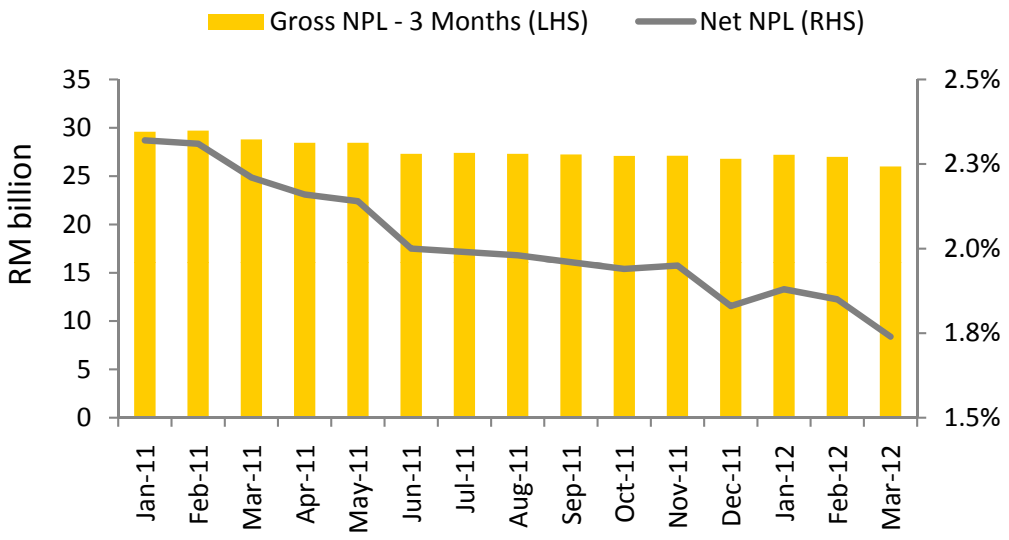
Total Deposits grew 13.7% YoY (Maybank Domestic 21.2%)



Capital Adequacy remains strong at 14.7% for 1Q12 1Q12 (Maybank Domestic: 15.35%)



Gross NPL RM26.0b, Net NPL ratio: 1.74%

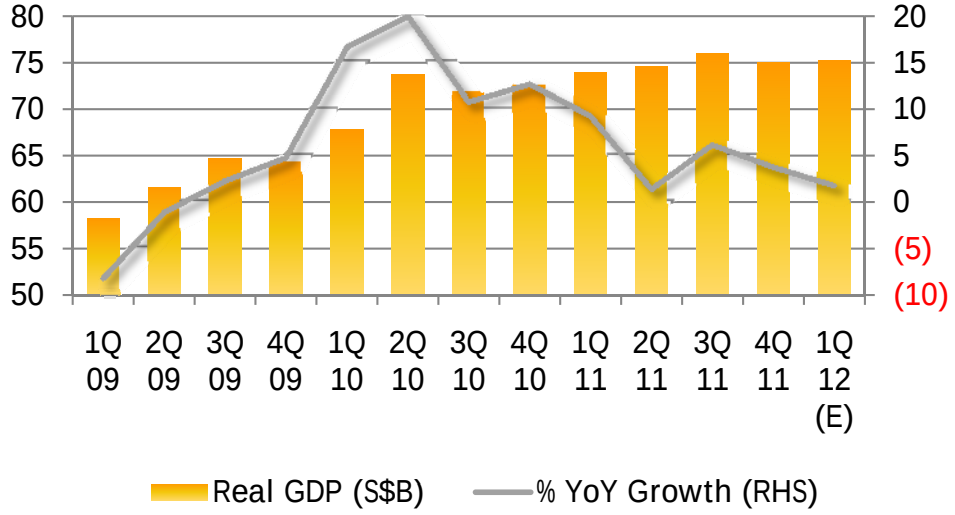


Maybank

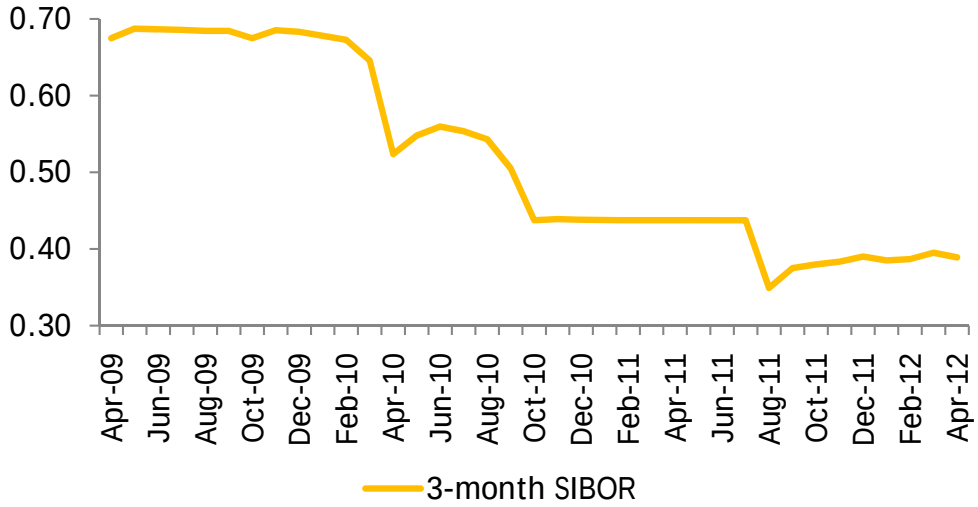
Singapore: Growth has stabilised but inflation remains a concern

- Singapore's economy remains on track to expand by 1-3% in 2012, but renewed problems in the Eurozone and a persistent slowdown in China's manufacturing sector could hurt prospects of the country' trade-related industries in the near term.
- Inflation rate forecast for 2012 has been raised from 2.5% - 3.5% to 3.5% - 4.5%, with the tightening of COE supply expected to push up the cost of private car ownership. Core inflation forecast has also been raised to 2.5% - 3.0% in 2012 on the back of higher oil and food prices.
- Unemployment rate is expected to rise from 2.0% in 2011 to 2.2% – 2.4% in 2012 as companies hire more cautiously.
- DBU Loan growth to ease to around 7% - 10% in 2012 (from +30% in 2011), weighed by a slowdown in trade financing. transportation and property loans.
- Net interest margin (NIM) to increase marginally to 1.8% - 2.1% in 2012 (vs. 1.7% – 2.0% in 2011) as banks factor in higher risk premiums in response to the uncertain economic climate.

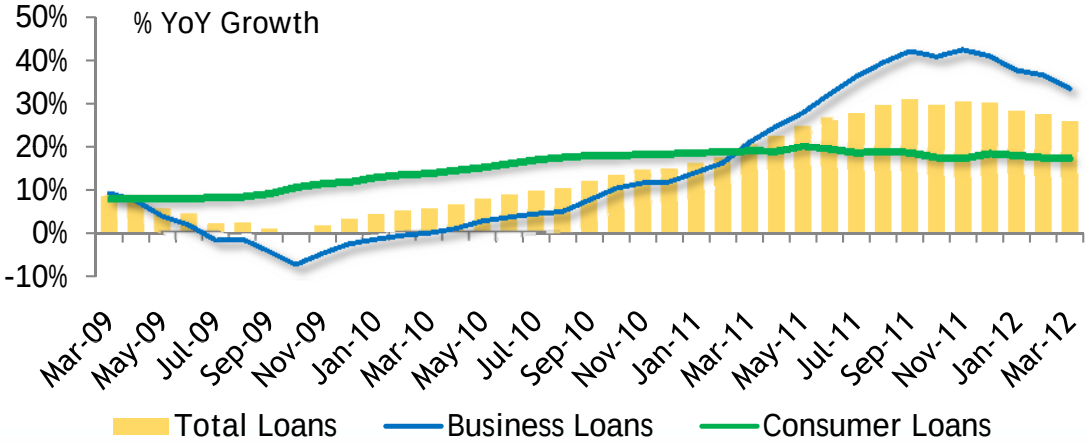
Real GDP growth for 2012 expected to be 1% - 3% (2011: 4.9%)



3-month SIBOR to range between 0.35%-0.45% in 2012



Loan Growth expected to moderate to 7%-10% in 2012



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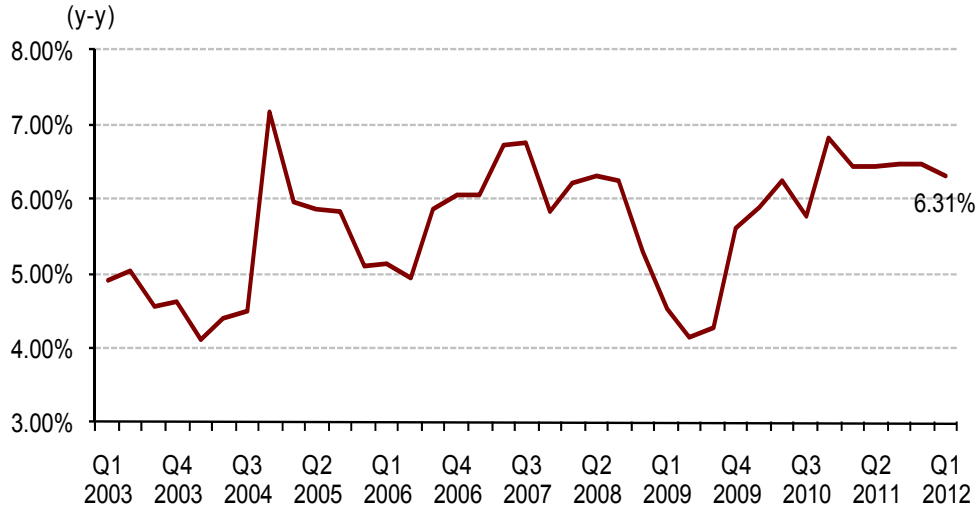
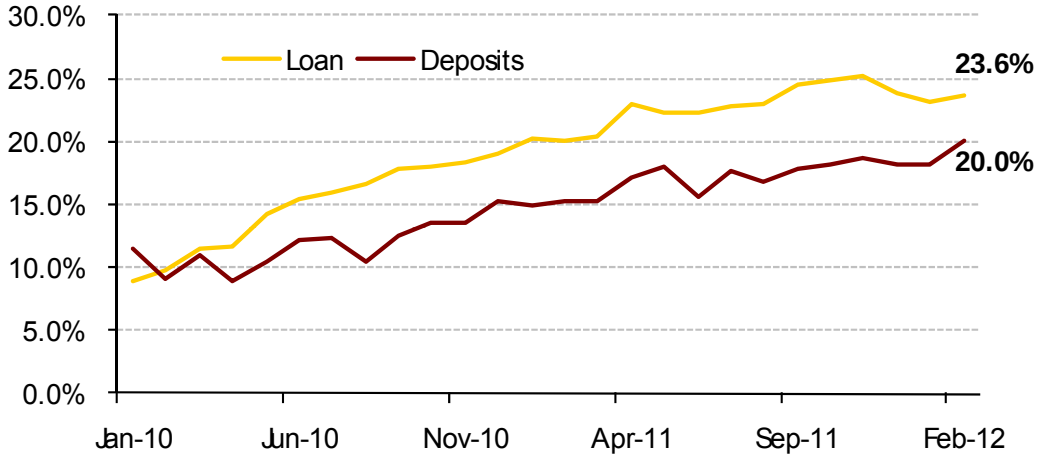
Indonesia: Moderating but Respectable Growth for 2012

- Q1 2012 GDP growth around 6.31%, lower than the growth in Q4 2011 at 6.49%. Slowing growth in Q1 2012 mainly come from slowing growth of exports (7.81% in Q1 2012 compared to 7.91% in Q4 2011) and investment (9.94% in Q1 2012 compare 11.52% in Q4 2011)
- Despite higher inflation expectation this year, Bank Indonesia stays to stimulate economic growth by maintain key policy rate at 5.75%.
- USD/IDR will hover around 9000 area due to strong capital inflow and better risk appetite assuming the euro zone debt crisis solved. Yet with some volatility that might appear, we expect rupiah will most likely be in the range of 9000 – 9,400
- Loans growth is expected to grow 20% by the end of 2012 with the investment segment driving growth.
- NPL is expected to reach 3.01% for 2012.

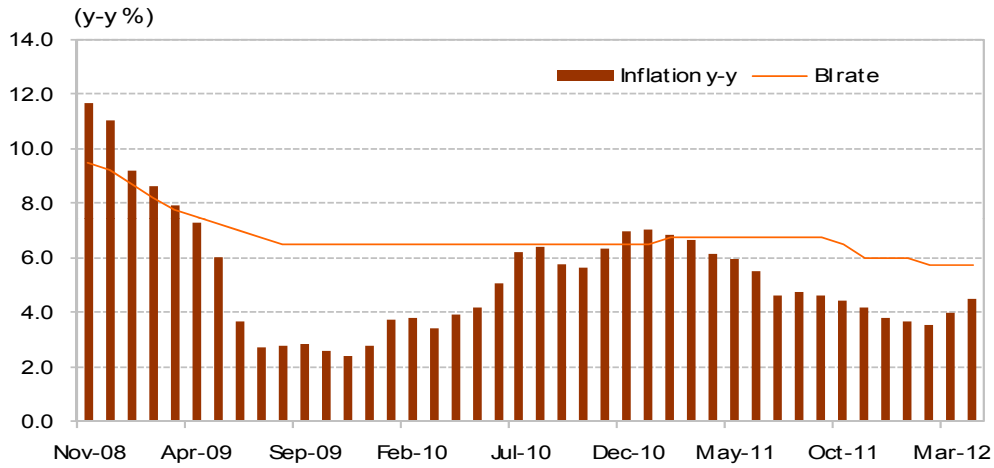
Real GDP Growth: Slowing growth



Bank's loan growth: Stable as at February 2012



Bank Indonesia maintain key policy rate at 5.75%



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Prospects

- Global GDP growth is forecast at 3% in 2012 (2011 est.3.8%)
  The Eurozone, US and China expected to record slower economic growth in 2012.
- Group expects to see reasonable business growth in 2012
  - Malaysia: Economic Transformation Program (ETP) projects and relatively low interest rates (OPR at 3% throughout 2012) in Malaysia
  - Indonesia: Strong domestic demand and a relatively under-penetrated banking sector.
  - Singapore: export-oriented economy will record slower growth than in 2011.
- Strategy of responsible growth, equal focus on managing asset quality and liquidity through sound risk management practices, particularly given the current global environment.
- Regionalisation initiatives: building a truly regional organisation and governance structure across all functions by building physical infrastructure, such as IT, and in delivering value in areas such as investment banking, global wholesale banking, credit cards, global markets and payments.
- Focus on further raising customer service quality, embedding right risk culture, and driving greater effectiveness and efficiency and improved cost structure.
- BNM is expected to release a concept paper detailing out the revised definition of regulatory capital computation for industry consultation soon. Barring unforseen circumstances, the Bank is well prepared to comply with the BNM requirements for 2013.
- Notwithstanding the global challenges, the Group expects to maintain a satisfactory financial performance for FY2012 in view of expected growth in the key ASEAN markets where the Group operates. The Group is on track to achieve target Return on Equity of 15.6% on an enlarged equity base (FP11:16.2% annualised).

MALAYAN BANKING BERHAD
14th Floor, Menara Maybank
100, Jalan Tun Perak
50050 Kuala Lumpur, Malaysia
Tel : (6)03-2070 8833

www.maybank.com

Investor Relations Contact

Ronnie Royston Fernandiz
Head, Finance & Treasury Operations
Contact: (6)03-2074 8963
Email: ronnie@maybank.com.my

Narita Naziree
Head, Group Strategy Management
Contact: (6)03-2074 8101
Email: naritanaziree.a@maybank.com.my

Raja Indra Putra
Head, Investor Relations
Contact: (6)03-2074 8582
Email: rajaindra@maybank.com.my

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