



INVESTOR PRESENTATION

H1FY18 RESULTS

28 NOV 2017



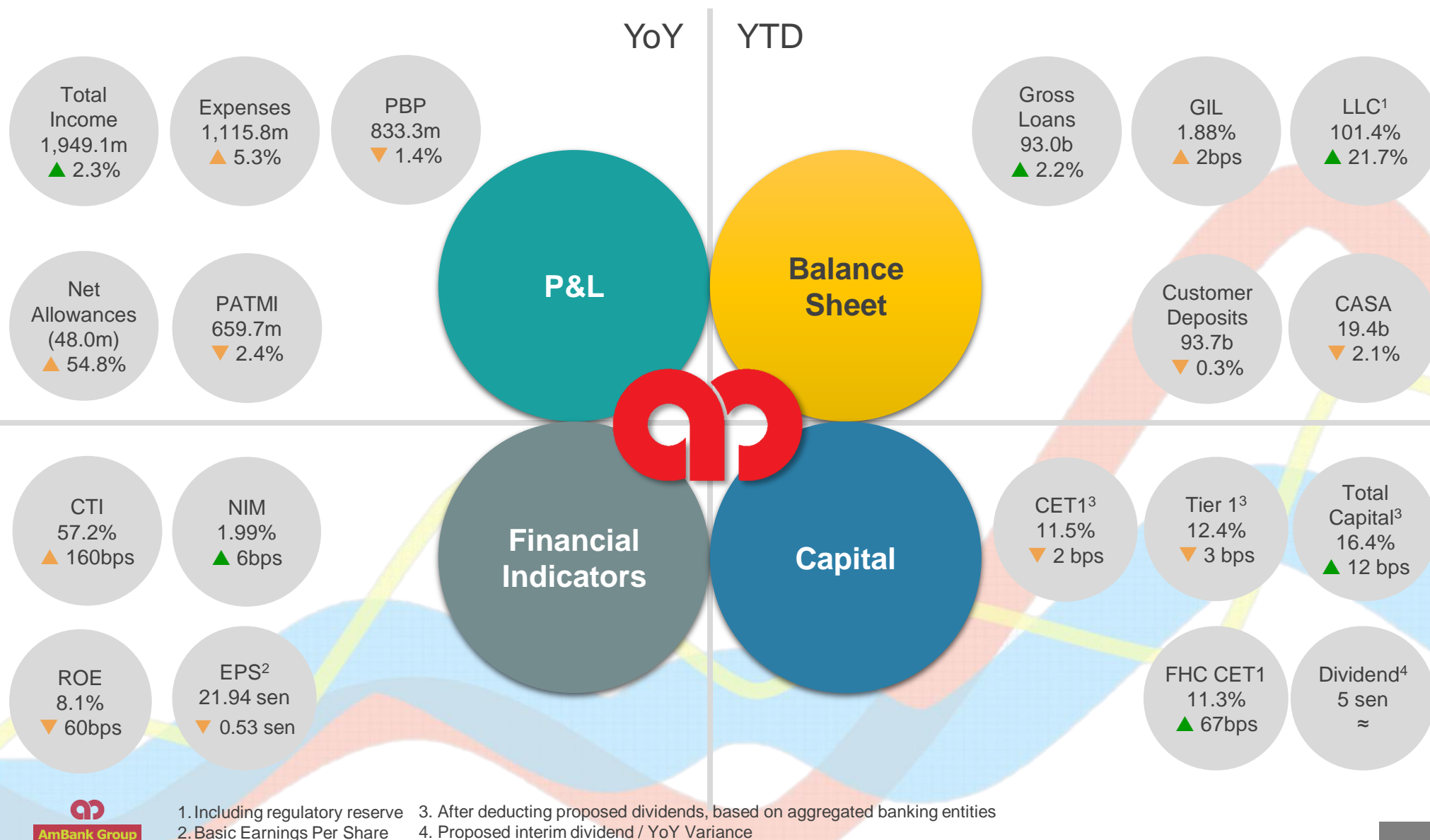
AmBank Group

GCEO PRESENTATION

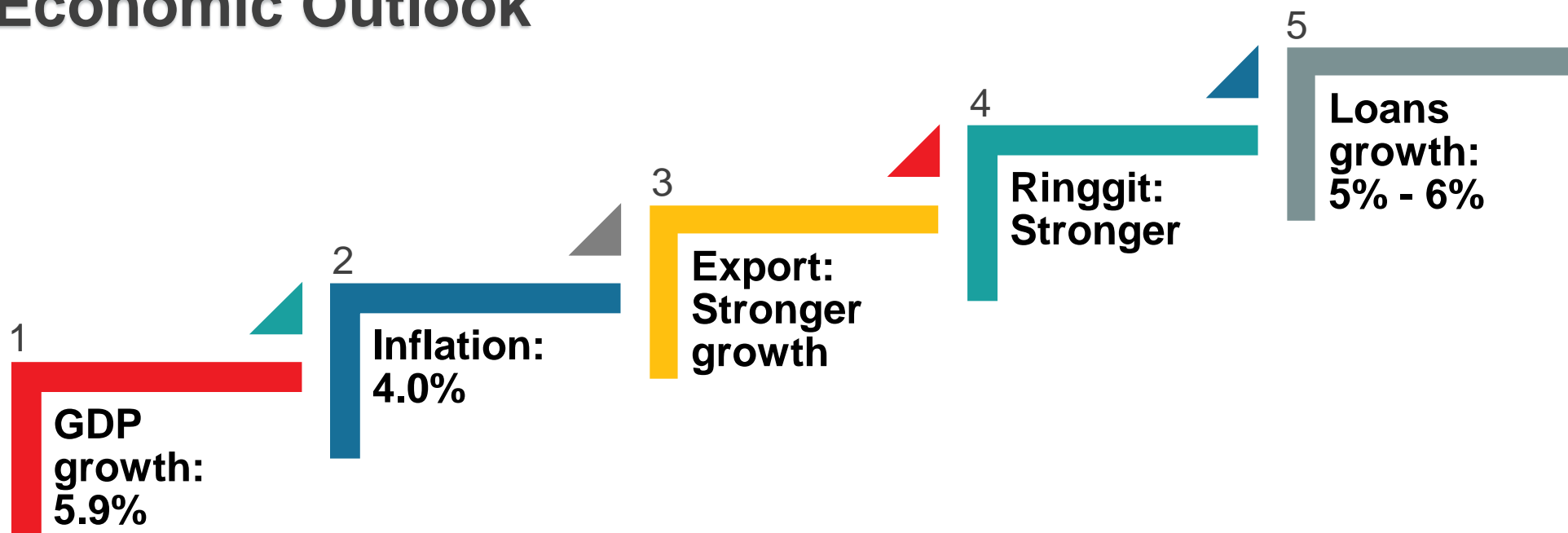
- 3 H1FY18 Performance Highlights
- 4 2017 Market Outlook
- 5 Top 4 Aspirations
- 6-9 H1FY18 Business Heartbeat

H1FY18 Performance Highlights

Financial
Overview



Malaysia's Economic Outlook



AmBank Group

Top 4 Aspirations: FY2017 - FY2020

Top 4



To be Top 4 in each of our 4 growth segments

- Mass Affluent
- Affluent
- SME
- Mid Corp



To be Top 4 in each of our 4 focus products

- Cards & Merchants
- Transaction Banking
- Markets
- Wealth Management



To sustain Top 4 in each of our current engines

- Corporate Loans
- Debt Capital Markets
- Funds Management



To be Top 4

- Best employer in Malaysia



AmBank Group

LARGE / MID CORP

Focusing on returns

- Account Planning for FY18, focus on ROCE improvement
- Ongoing initiative (with LOBs) to improve cross-selling (YoY product holding cross-selling ratio showing improvement)

GLOBAL MARKETS

Strengthening franchise

- Build on the momentum in retail, commercial and mid-corporate segments to grow flow business
- To extend cross selling opportunities to clients across all segments including FX products and equity derivatives
- Strengthening and improving infrastructure to enable branches to increase FX flow business

FUND MANAGEMENT

Expanding product offering

- Good traction on PRS, YoY AUM growth >50%
- Best Pension Manager 2017 for Malaysia by World's Best Pension Manager Awards 2017
- Best Investment Management Company, Malaysia, 2017 by World Finance Investment Management Awards 2017 (6 consecutive years)

TRANSACTION BANKING

Building up momentum

- Investing in infrastructure
- Building funding diversification
- Providing payment solutions
- Won 3 awards from Malaysian e-Payments Excellent Awards 2017 organized by MyClear

INVESTMENT BANKING

Sustaining presence

- **DCM**
 - Awarded "Best Sukuk House" of the Year 2017 at the seventh Global Islamic Finance (GIFA) by Edbiz Corporation
 - Won seven awards at The Asset Triple A Islamic Finance Awards 2017
- **Equity Markets**
 - >30% YoY growth in margin financing
 - Bursa ranking improved YoY from 7th to 6th
- **Private Banking**
 - AUM YoY growth >7%



BUSINESS BANKING

Building the foundation

- Expansion of Enterprise Business (EB) and Commercial Business (CB) Centers to reach out to SME and Commercial segments – 15 EB centers and 27 CB centers as of Sep'17

BANCA & FX PROPOSITION

Driving specialised products

- FX revenue up 17% YoY, Banca up 42% YoY
- Wallet Sizing and Launch of sales incentives campaign to increase FX flow business for 2HFY18
- Launched Level Term Assurance (LTA) for as new source of income to complement the product suite

LOANS AND DEPOSITS

Growing our books in focus areas

- Launched 3 new lending programs targeted towards Enterprise, Industrial Hire and Business Premises



SME BRANDING INITIATIVES

Increasing market visibility

- Sponsored The Star Outstanding Awards (SOBA) to increase branding awareness amongst Malaysian SMEs
- Participated in the SOBA SME Biz Think Tank, which aims to provide business leaders an opportunity to learn from various industry captains about moving their businesses up the value chain
- Launched the AmBank BizCLUB – a platform to support SMEs by providing learning and development opportunities
 - ... within which we have also launched the AmBank BizRACE which is an entrepreneurship competition to assist SMEs to scale their businesses



MORTGAGE

Sustaining growth

- Strong net acceptance & disbursement, up 20% & 11% respectively (YoY), reflecting consistent business performance

WEALTH

Expanding touch points

- Strong growth momentum in ASNB sales
- Launched Wealth Advisory tools for Relationship Managers to optimise customer portfolios
- UT fee income up 91% YoY and Banca fee income up 34% YoY

DEPOSITS

Enhanced deposit products

- Launched Priority AmStar & SME Current Account with tiered pricing and special CASA offer for merchants
- Strengthened payroll proposition via enhancement of AmBank@Work and collaborations with Wholesale & Business Banking

PRIORITY BANKING

Traction in target segment

- Large YoY growth momentum (>100%) in priority customers, total revenue grew >100% YoY

CARDS & MERCHANTS

Gaining market recognition

- Launched AmBank Islamic – International Islamic University of Malaysia (IIUM) credit card as the pioneering credit card launched in collaboration with a higher learning institution in Malaysia
- Awarded best “Co-Branded Credit Card” and “Best Travel Reward Credit Card (Travel Points Credit Card without Annual Fee)” by CMO Asia Smart Card and e-Payment Awards 2017
- AmBank won 3 Visa Awards in 2017 for fastest growing franchise

RETAIL SME

Traction in target segment

- Enhanced SME Business Premise Financing
Retail SME balances up by 85.7% YoY

AUTO FINANCE

Growing selectively

- Improvement in national car financing (disbursement up 23% YoY) through partnership with national car dealers



BE THE NO.1 MOTOR INSURER

- No. 2 with 15.0% market share¹
- Strategic partnership with auto dealer supports growth, including franchise portfolio
- Motor product on de tariff pricing to increase competitiveness
- Grow and retain customer base via renewal initiatives

DIGITALISATION

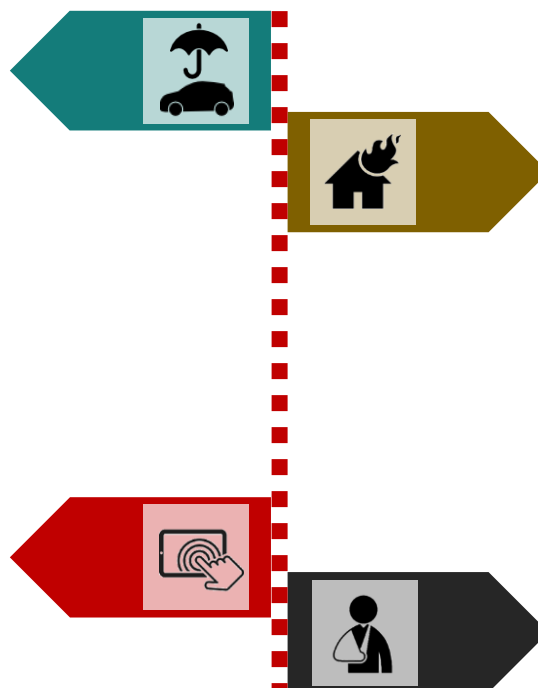
- Improved customer response times by using GPS real time tracking and job allocation from Kurnia Auto Assist control center
- Launching in progress – One Up mobile application to support of agency's renewals retentions
- Strong growth achieved in online sales
- Developed agent/broker and partnership online capability with the recent launch of a partner program with Petron Miles

GROW IN SELECT COMMERCIAL LINES

- Strong growth momentum in Fire (+20.0%) and Marine Cargo (+22.9%)
- Development of flexible platform to enable product tailoring
- Launched the first in Market a Plan Based Product Liability for retail segments
- Strategic partnership Agreement signed with 2 brokers

LEAD IN SELECT PERSONAL LINES

- Leveraging Omni Channel portfolio to focus on cross selling of motor related Personal Accident
- No. 9 with 5.5% market share¹
- Launched improved personal line products – Perfect Rider 24 in April 2017





GCFO Presentation

11-21 Financial Performance
22 Guidance & Expectations

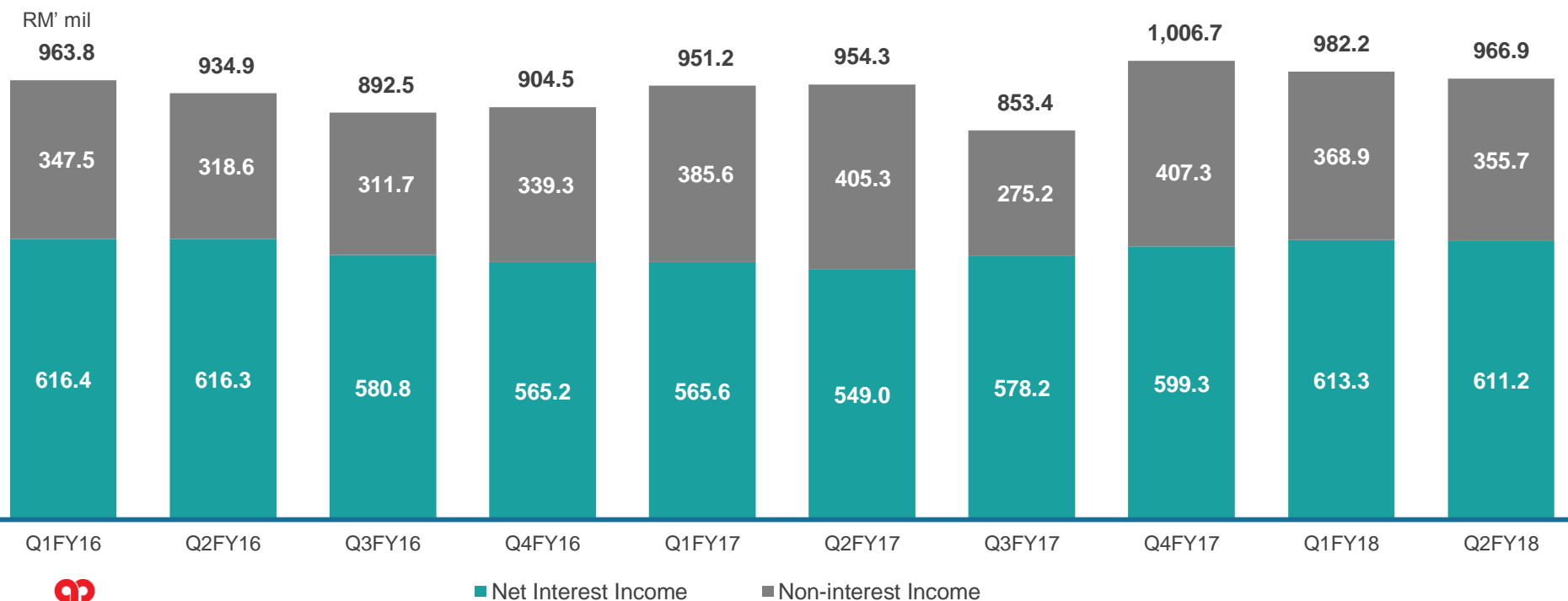
Higher loan base and NIM driving Banking Income growth

Income

Business Segments (RM' mil)	H1FY17		H1FY18		YoY Change	
Retail Banking	675.6		741.2		▲ 10%	
Wholesale Banking	690.7		646.1		▼ 6%	
Business Banking	102.4		123.6		▲ 21%	
Group Funding & Others	108.0		138.0		▲ 28%	
Total Income – Banking	1,576.7		1,648.9		▲ 5%	
General Insurance	318.1	328.8	318.6	300.2	≈	▼ 9%
Life Insurance	10.7		(18.4)		▼ >100%	
Total Income	1,905.5		1,949.1		▲ 2%	

Income

	Banking	Group
QoQ	▲ 1%	▼ 2%
YoY	▲ 5%	▲ 2%



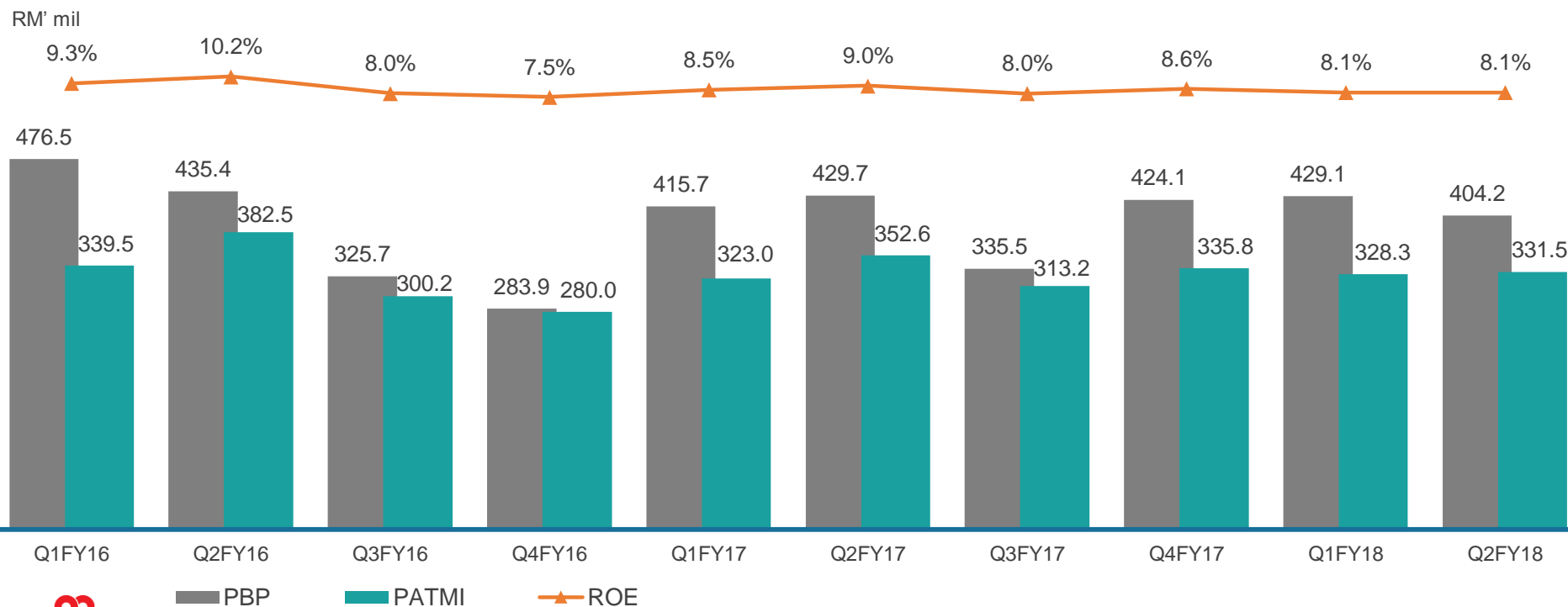
PBP for Banking Businesses remained resilient, more challenged for Life

PBP & PATMI

Business Segments (RM' mil)	H1FY17		H1FY18		YoY Change	
Retail Banking	212.3		246.3		▲ 16%	
Wholesale Banking	444.1		397.3		▼ 11%	
Business Banking	78.4		74.3		▼ 5%	
Group Funding & Others	(47.8)		(10.1)		▲ 79%	
PBP – Banking	687.0		707.8		▲ 3%	
General Insurance	147.7	158.4	143.9	125.5	▼ 3%	▼ 21%
Life Insurance	10.7		(18.4)		▼ >100%	
PBP	845.4		833.3		▼ 1%	

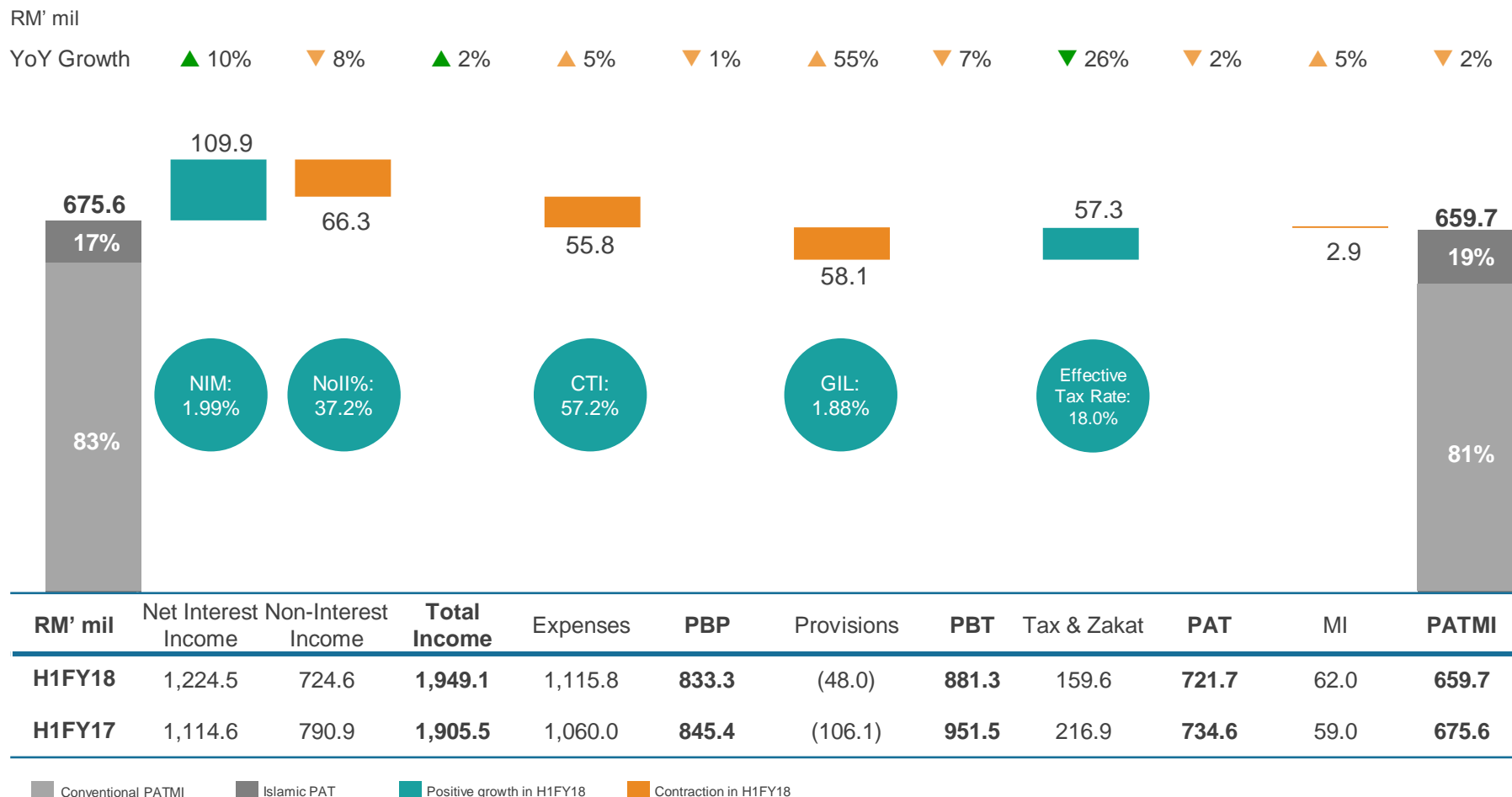
PBP

	Banking	Group
QoQ	▼ 1%	▼ 6%
YoY	▲ 3%	▼ 1%



Mixed results with good NII, offset by lower recoveries and higher one-off expenses

Group P&L

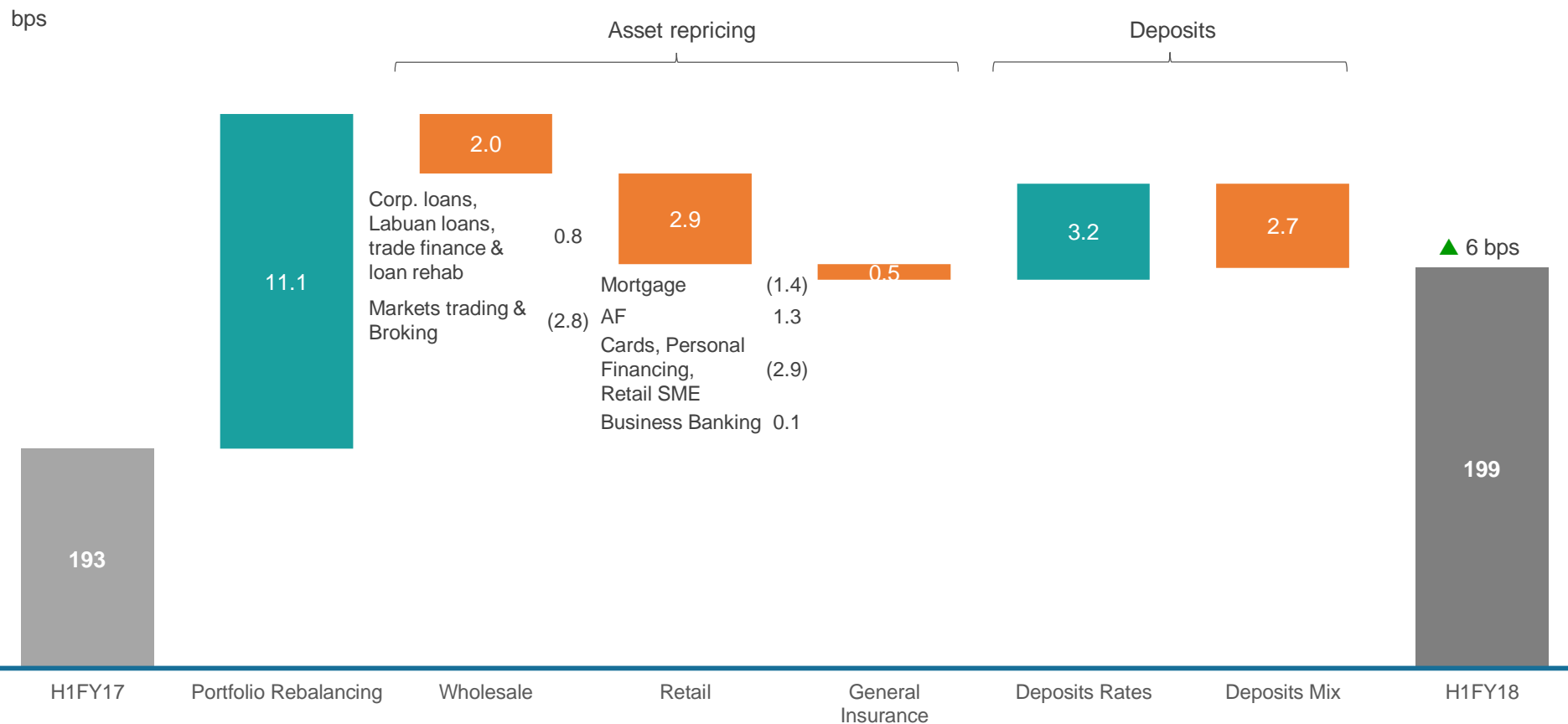


Net interest margin within expectations

NIM

Managing NIM by growing faster in higher margin products and active funding management

Net Interest Margin (NIM) Movement



AmBank Group

Positive growth in H1FY18

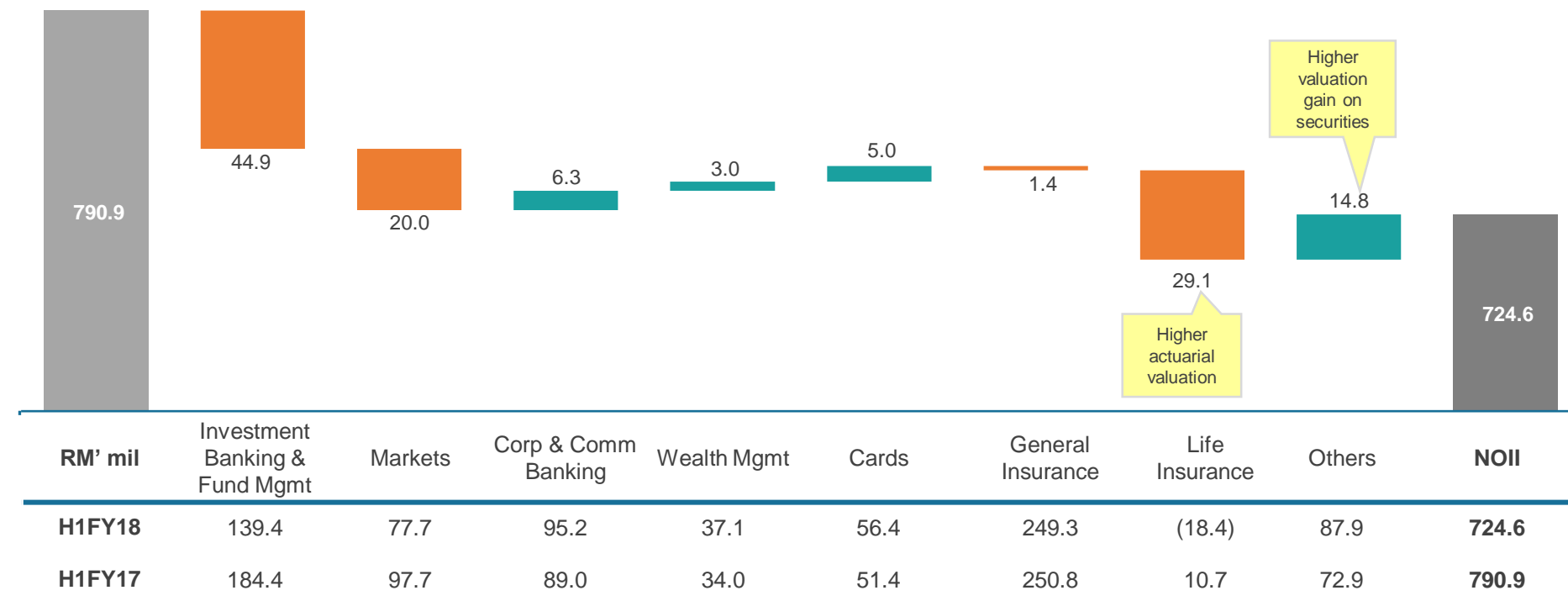
Contraction in H1FY18

Lower Noll reflecting non repeat of large transaction last year

NoII

Growth in strategic focus areas, negated by non repeat of a large transaction and adverse actuarial valuation in Life

YoY Growth	▼ 24%	▼ 20%	▲ 7%	▲ 9%	▲ 10%	▼ 1%	▼ >100%	▲ 20%	▼ 8%
Composition	19%	11%	13%	5%	8%	34%	-3%	13%	100%
RM' mil									



Investments in Business Banking, compliance and one-off write off in Retail

Expenses

Business Segments (RM' mil)	H1FY17	H1FY18	YoY Change
Retail Banking	463.4	494.9	▲ 7%
Wholesale Banking	246.5	248.8	▲ 1%
Business Banking	23.9	49.3	▲ >100%
Group Funding & Others	155.8	148.1	▼ 5%
Expenses – Banking	889.6	941.1	▲ 6%
Insurance (General, life, takaful)	170.4	174.7	▲ 3%
Expenses	1,060.0	1,115.8	▲ 5%

Expenses

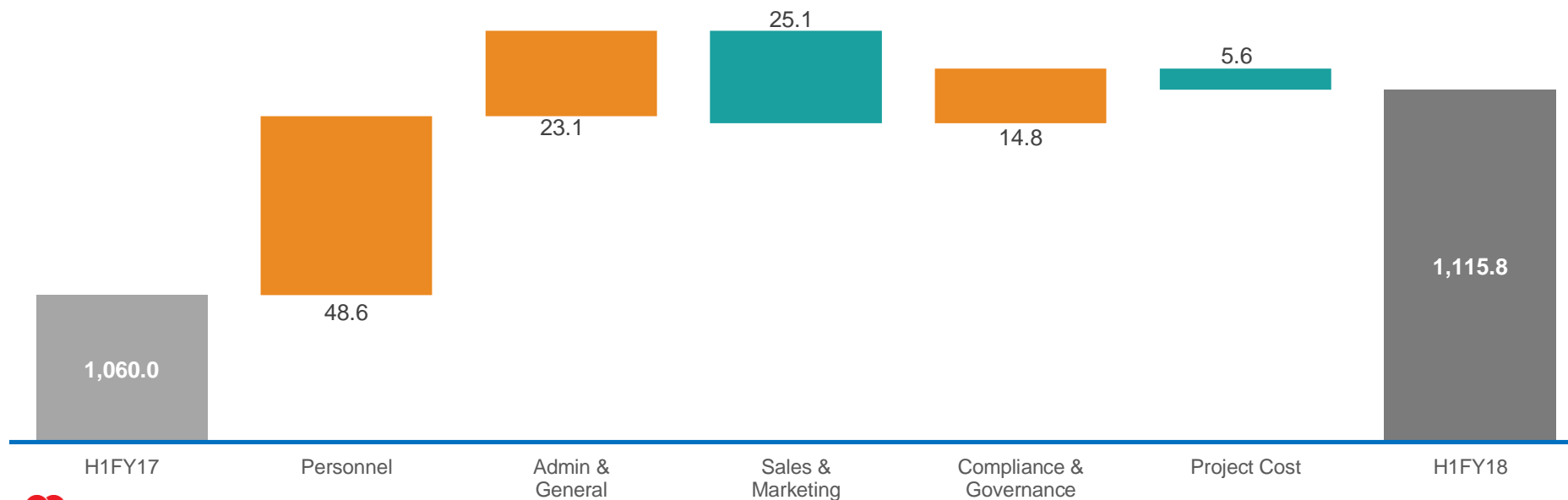
	Banking	Group
QoQ	▲ 2%	▲ 2%
YoY	▲ 6%	▲ 5%

Expense Growth Driver (RM' mil)

CTI ratio:

H1FY18: 57.2%

H1FY17: 55.6%



AmBank Group

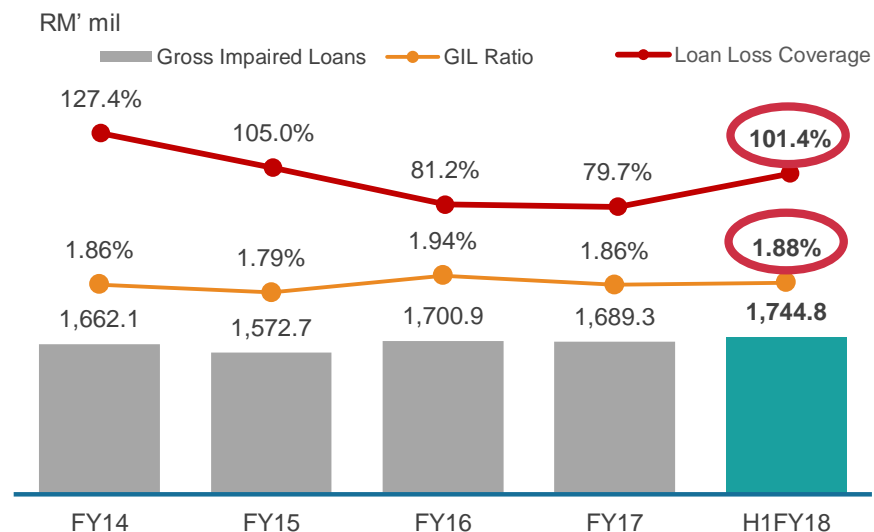
Positive P&L impact in H1FY18

Negative P&L impact in H1FY18

Within expectations but remain watchful on Corporate loans impairment

Asset Quality

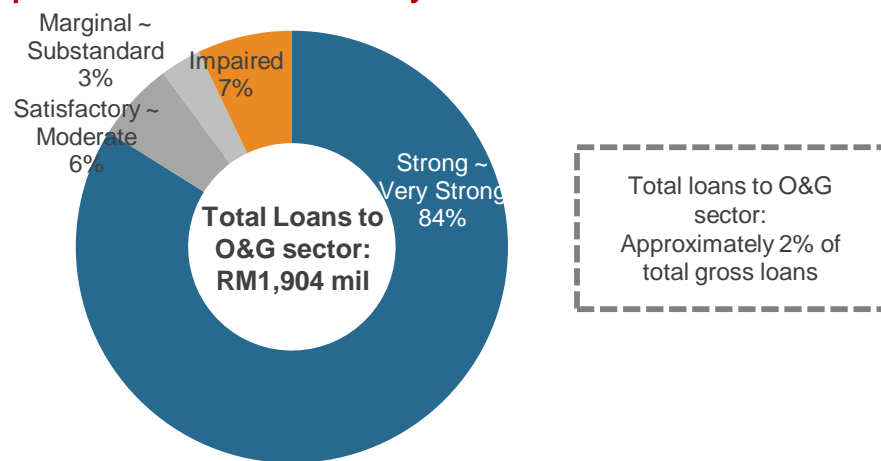
Gross Impaired Loans (RM' mil) and GIL Ratios (%)



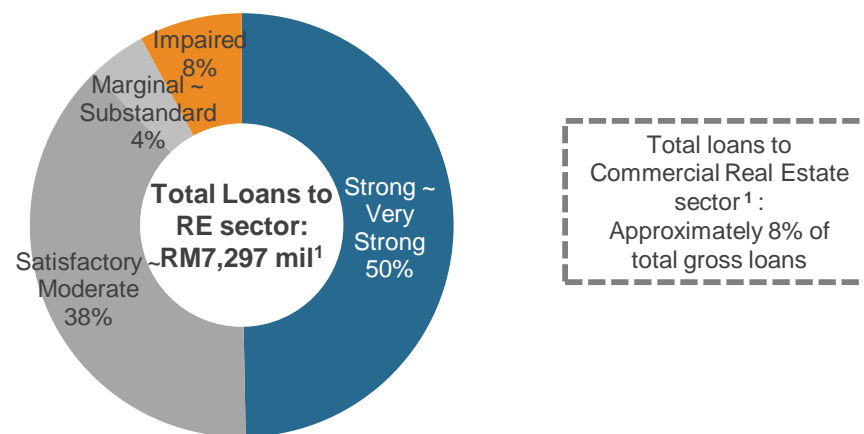
GIL Ratio QoQ Breakdown

GIL Ratio	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18
Group	1.69%	1.64%	1.54%	1.86%	1.88%	1.88%
Retail Banking	1.52%	1.53%	1.44%	1.33%	1.42%	1.32%
Wholesale Banking (including Business Banking)	1.89%	1.75%	1.64%	2.46%	2.41%	2.55%

Exposure to Oil & Gas Sector by Internal Risk Grades



Exposure to Commercial Real Estate Sector by Internal Risk Grades



1. Wholesale Banking



AmBank Group

Recoveries tapering but remains in a net writeback position

Asset Quality

Net Provisions / (Writebacks)¹

RM' mil

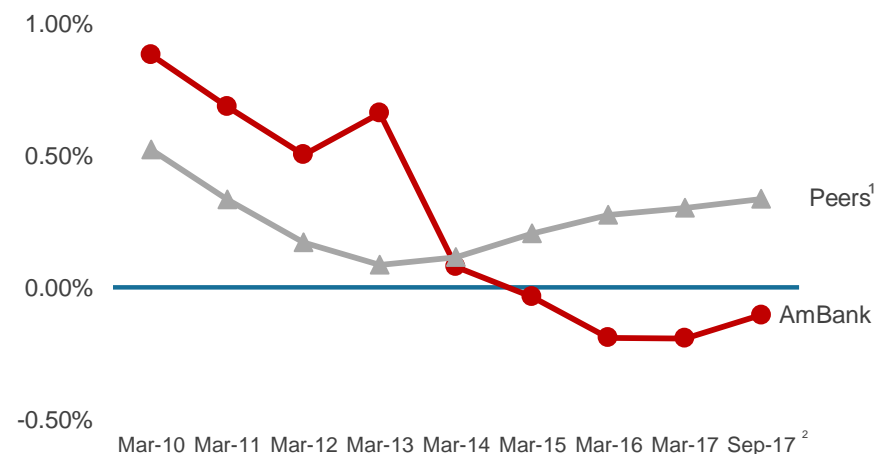
Total provisions by category	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18
Performing Loans	(16.9)	14.6	(36.3)	(178.7)	(41.5)	(47.1)
Non Performing Loans	121.9	86.3	123.8	381.9	142.1	137.7
Recoveries	(160.4)	(138.4)	(170.4)	(212.3)	(119.6)	(127.6)
Other Provisions ¹	(8.3)	(4.9)	9.5	(7.5)	(1.0)	9.0
Total net provisions/(writeback)	(63.7)	(42.4)	(73.4)	(16.6)	(20.0)	(28.0)

Total provisions by Divisions	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18
Wholesale Banking	(81.0)	(30.8)	(6.8)	144.8	0.4	(7.8)
Business Banking	(2.1)	4.1	(6.0)	12.5	9.3	7.5
Retail Banking	11.4	(26.7)	17.9	(24.6)	12.8	6.2
Operating Segment	8.0	10.5	(76.7)	(149.5)	(42.8)	(33.3)
AmGeneral	(0.0)	0.5	(1.8)	0.2	0.3	(0.6)
Total net provisions / (writeback)	(63.7)	(42.4)	(73.4)	(16.6)	(20.0)	(28.0)

1. Includes provision for contingencies, securities, foreclosed property, trade and sundry debtors

Credit Costs vs. Peers¹

AmBank Group	FY14	FY15	FY16	FY17	H1FY17 ²	H1FY18 ²
Credit cost	0.08%	-0.04%	-0.19%	-0.19%	-0.17%	-0.10%
Credit cost (excluding recoveries)	0.94%	0.69%	0.46%	0.57%	0.52%	0.43%



1. Based on an average of our seven peer domestic banks as at 30 June 2017
2. Annualised



AmBank Group

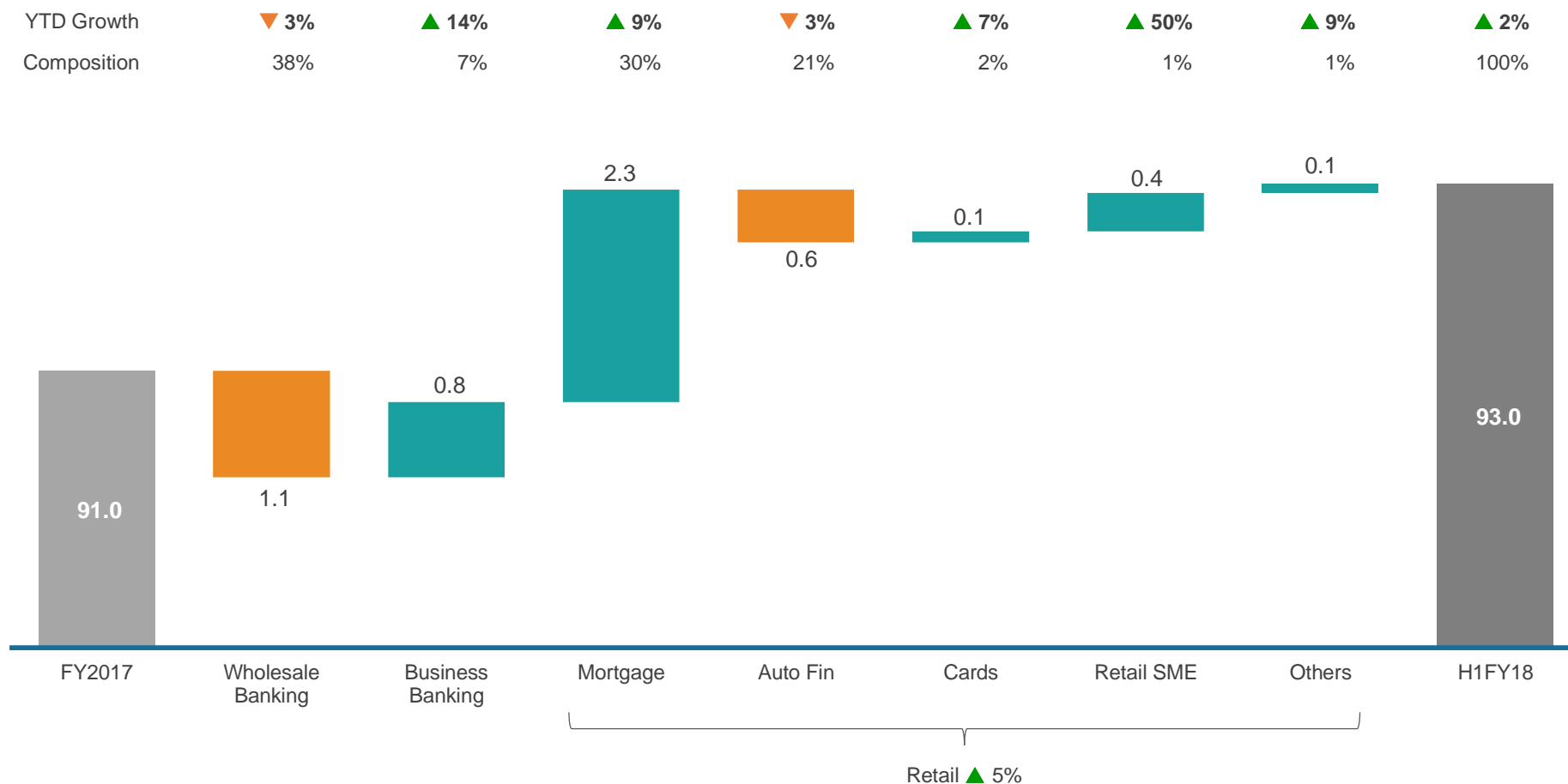
Good loans growth achieved in the focus segments

Loans

Gross Loans Movement (RM' bil)

ROA:
1.06%

LD
Ratio¹:
88.6%



■ Positive growth in H1FY18

■ Contraction in H1FY18

1. Includes stable funding sources

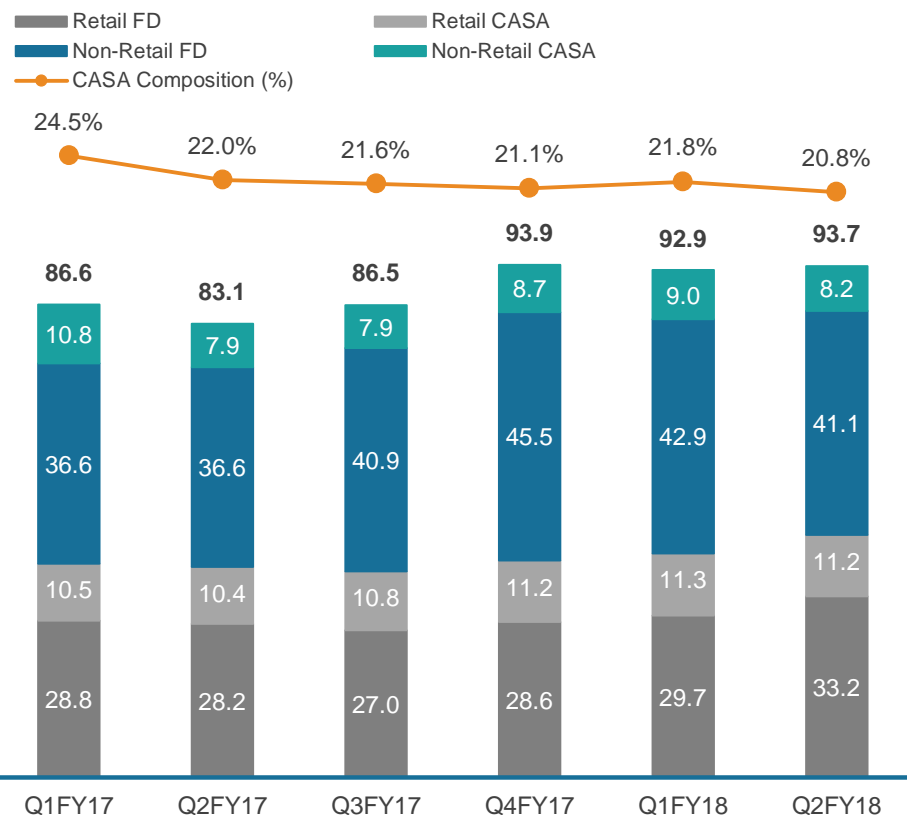


AmBank Group

Growing deposits in preferred sectors amidst intense rate competition

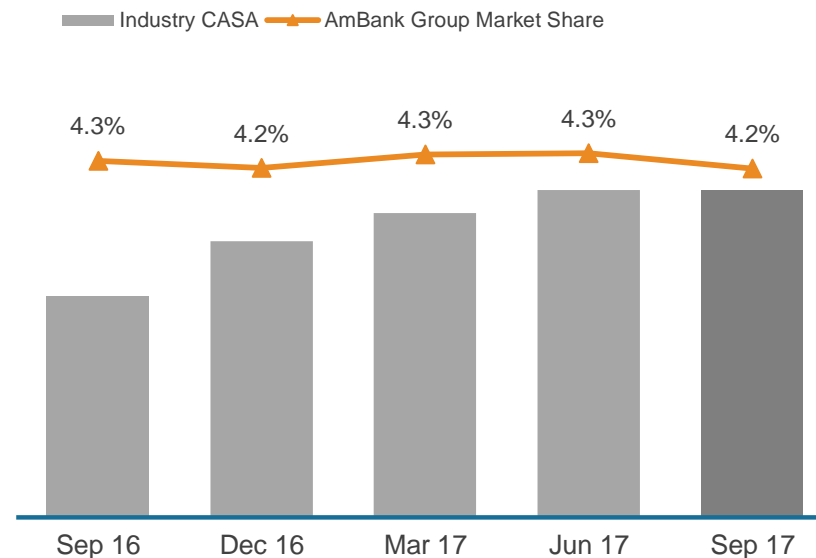
Deposits

Deposits and CASA Balance (RM' bil)



1. Non-Retail consists of Wholesale Banking, Business Banking and Operating Segment
2. Prior periods were restated due to reclassification of structured deposits

CASA Market Share and Industry CASA Balance³ (RM' bil)



YTD Growth	CASA	Deposits
AmBank Group	▼ 2.1%	▼ 0.3%
Industry ³	▲ 1.8%	▲ 1.7%

3. Based on BNM data as at 30 Sept 2017

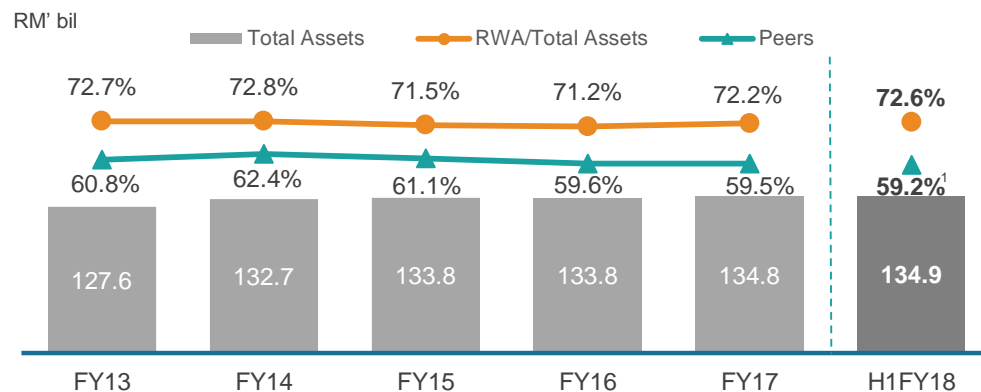


AmBank Group

Capital levels adequate

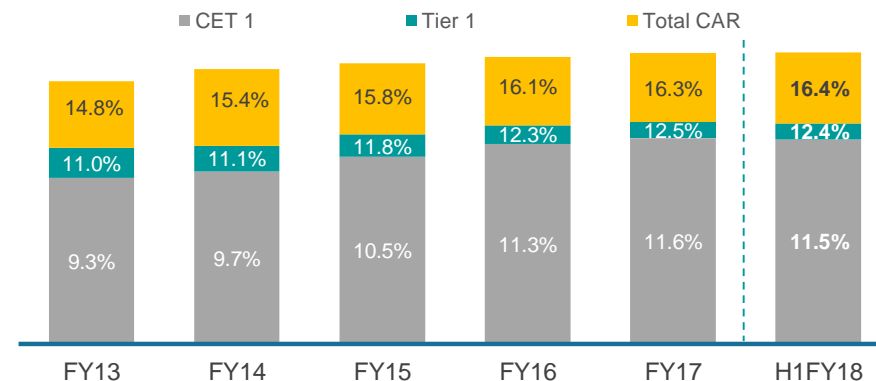
Capital

RWA/Total Assets

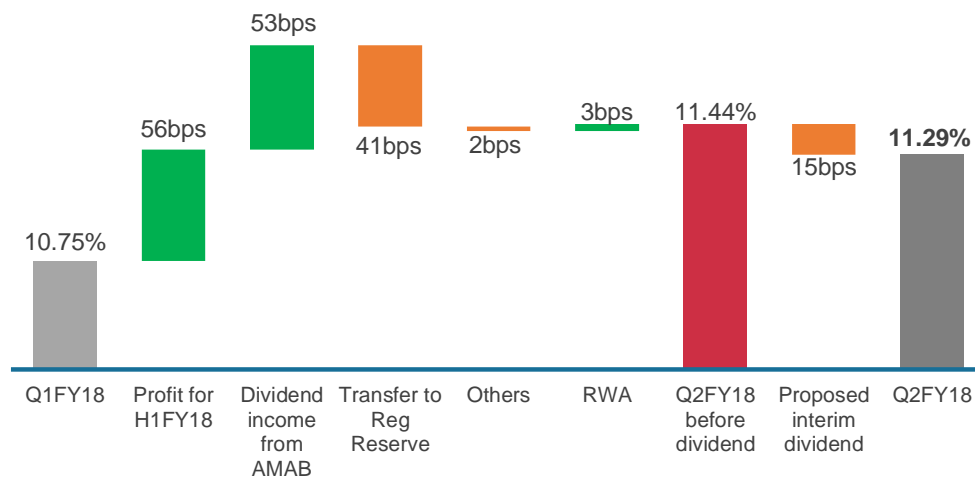


1. Based on an average of our seven peer domestic banks as at 30 June 2017

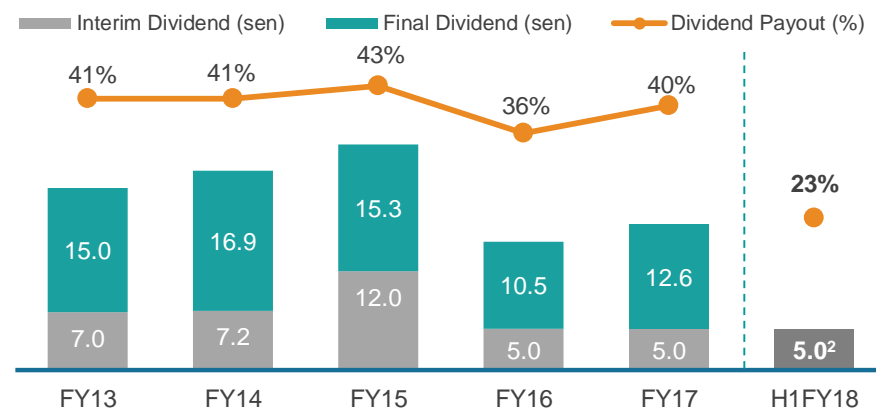
Capital Adequacy Ratios (after dividends)



Financial Holding Company Indicative Ratio



Dividend Payout



2. Proposed interim dividend



AmBank Group

Guidance & Expectations for FY2018 / FY2019 (over 2 years)

Guidance

	ROE	CTI	DIVIDEND	FHC CET 1
H1FY18 :	8.1%	57.2%	NA	11.3%
FY Guidance :	Circa 10%	≤ 55%	Circa 40% payout	10.5% ± 1%



PROFIT

Accelerating penetration in targeted segments & expanding into key GDP sectors



RETURNS

Balancing growth of quality assets, deposit mix and maximising fees to optimise returns



CAPITAL

Focusing on optimisation and improving risk adjusted returns



PEOPLE

Provide employees with an environment to work effectively in a fair and respectful workplace



DIGITAL

Digital transformation to enhance customer experience, distribution and productivity



COMPLIANCE

Continue to invest in our compliance culture & infrastructure for business and regulatory requirements



AmBank Group

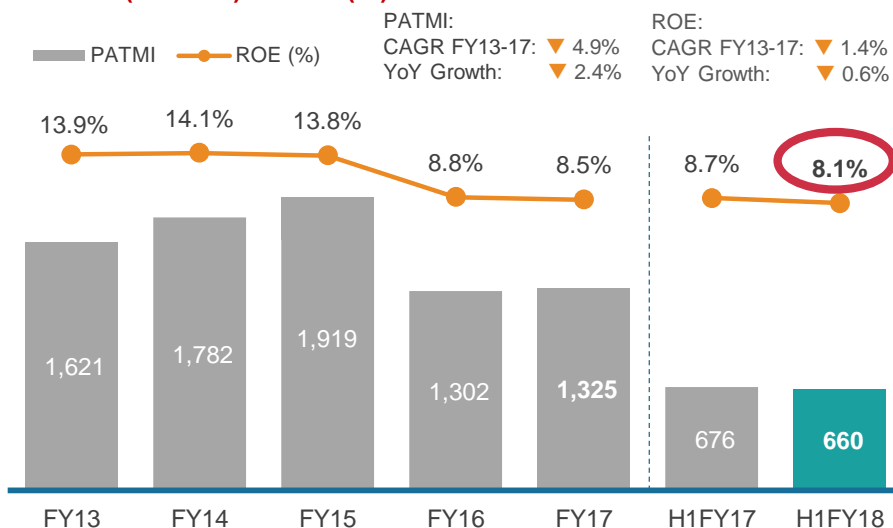


Group Performance

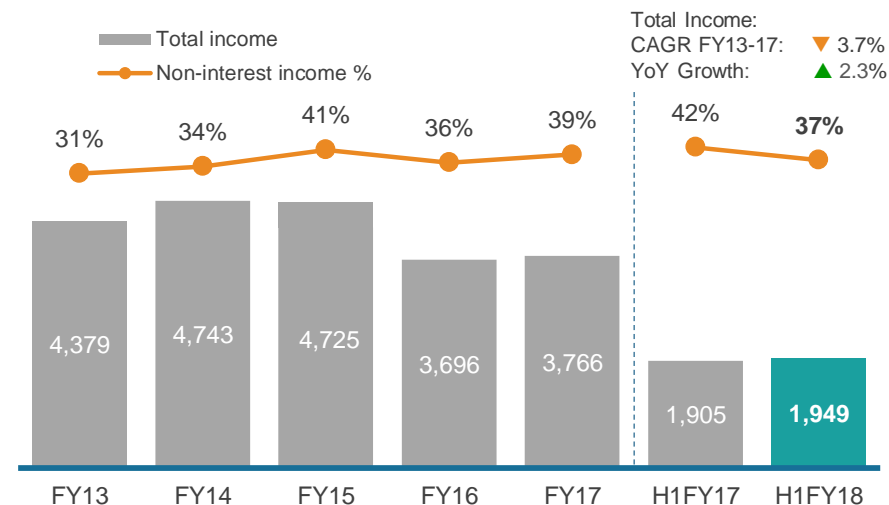
Yearly performance

H1FY18 Results

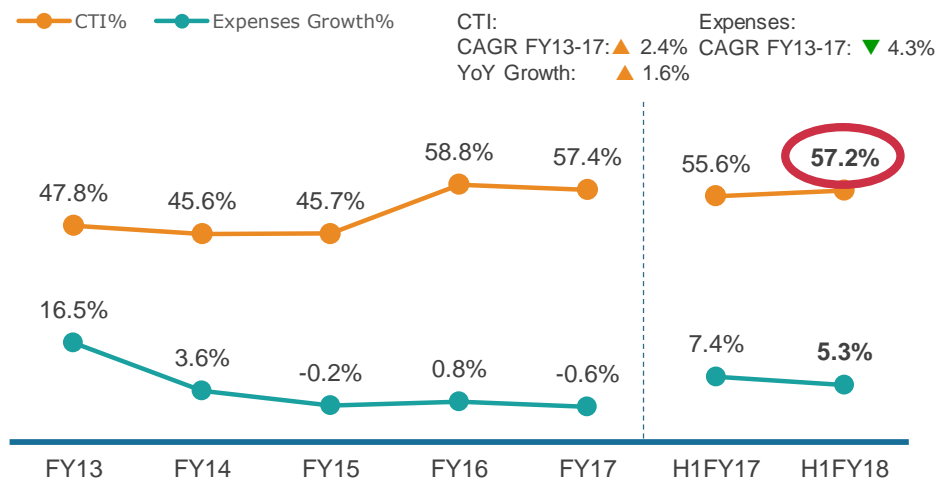
PATMI (RM' mil) & ROE (%)



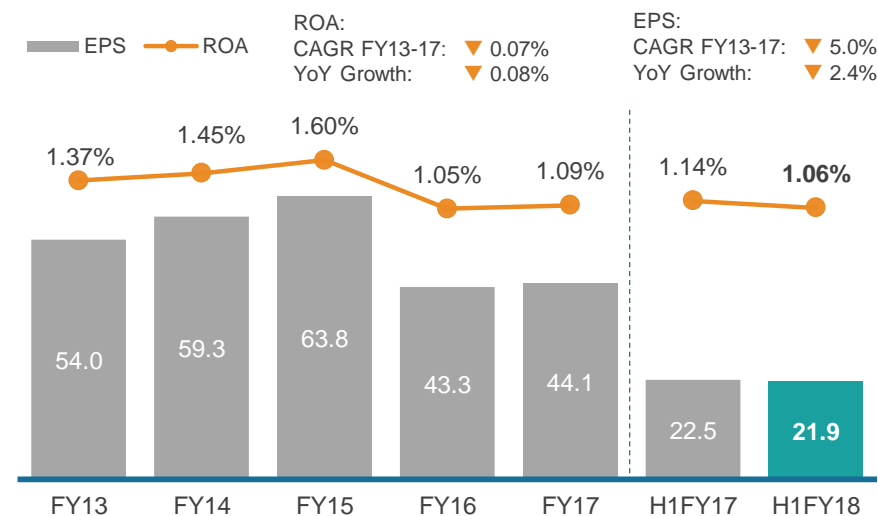
Total Income (RM' mil) and Non-interest Income (%)



Cost to Income Ratio and Expenses Growth (%)



ROA (%) and EPS (Basic)

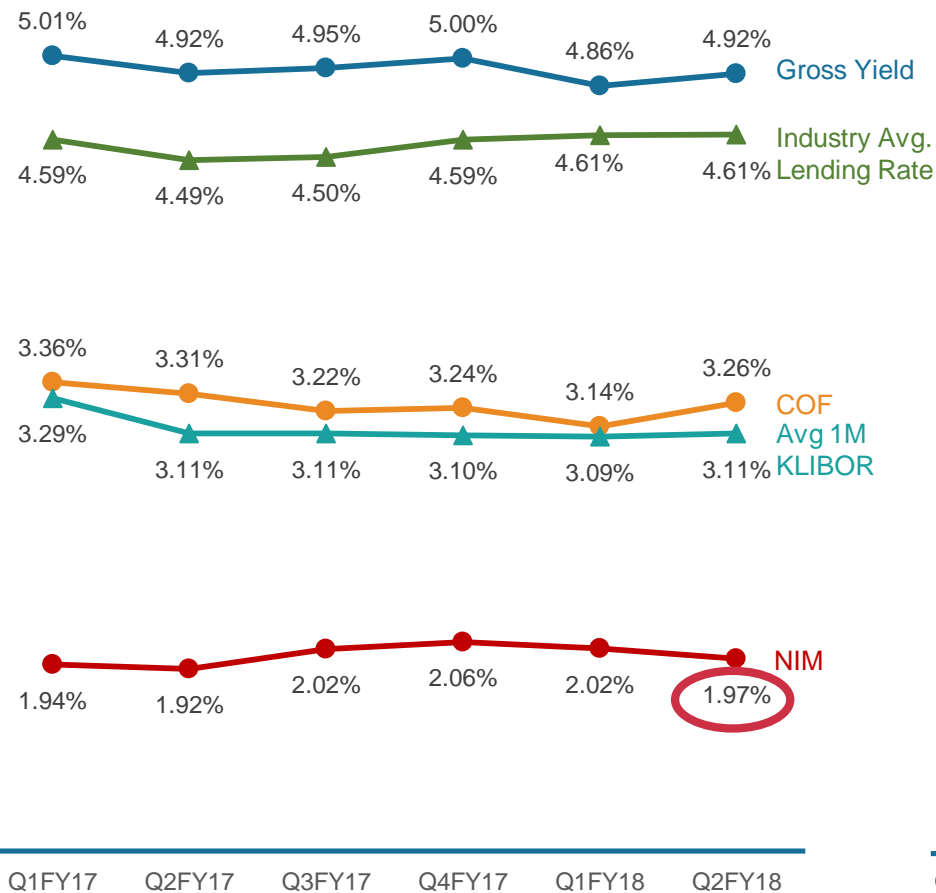


AmBank Group

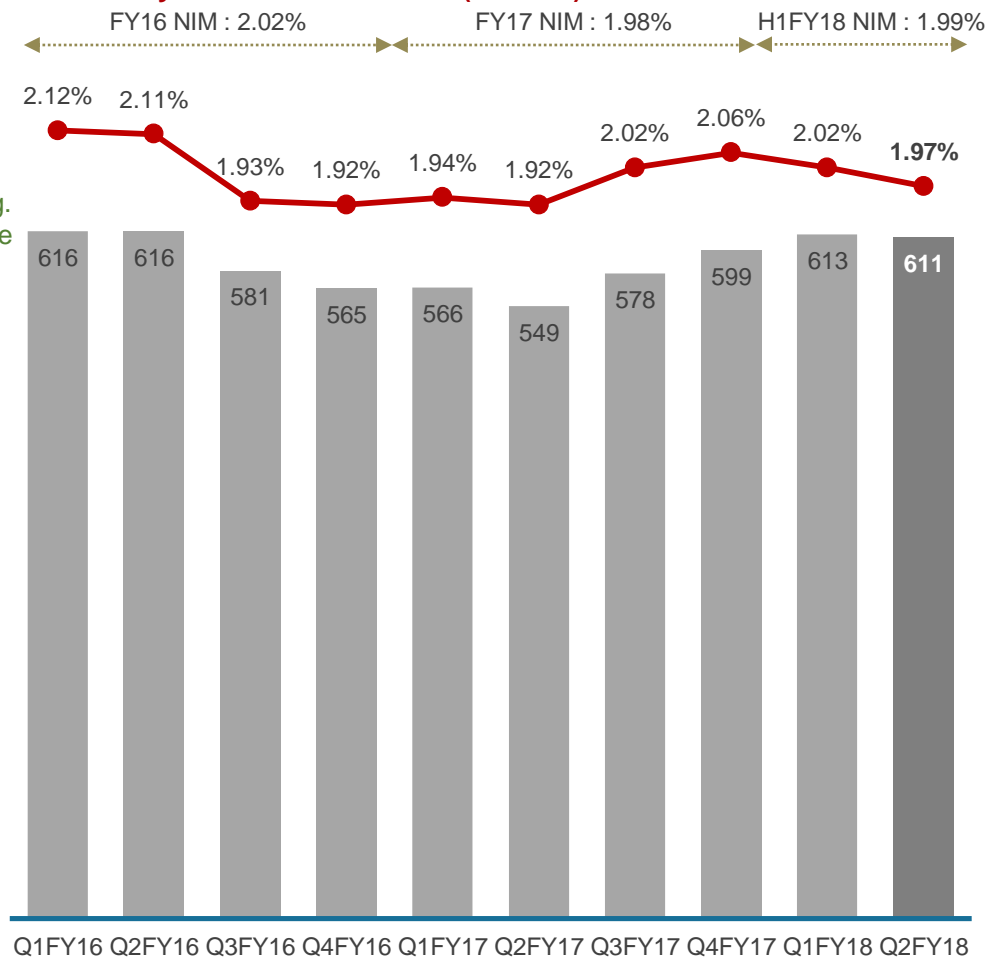
Net interest margin trends

NIM

NIM YoY Trend vs. Industry



Quarterly Net Interest Income (RM' mil) & NIM Movement

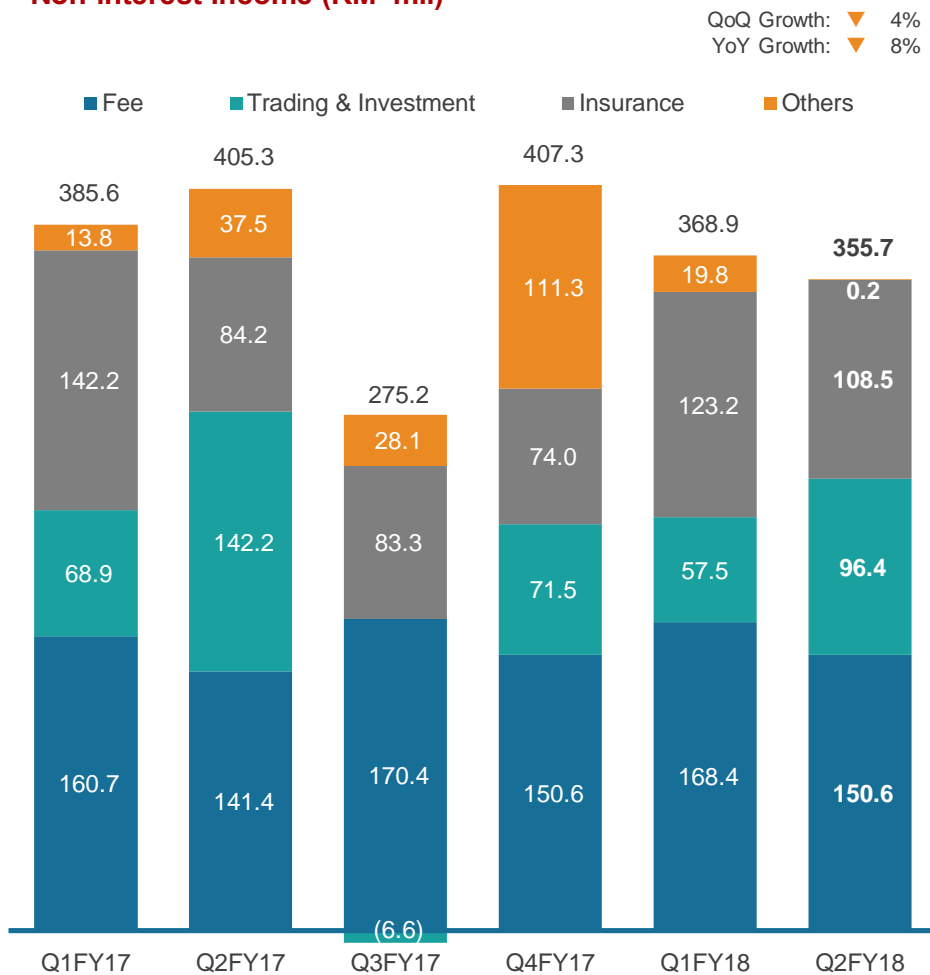


AmBank Group

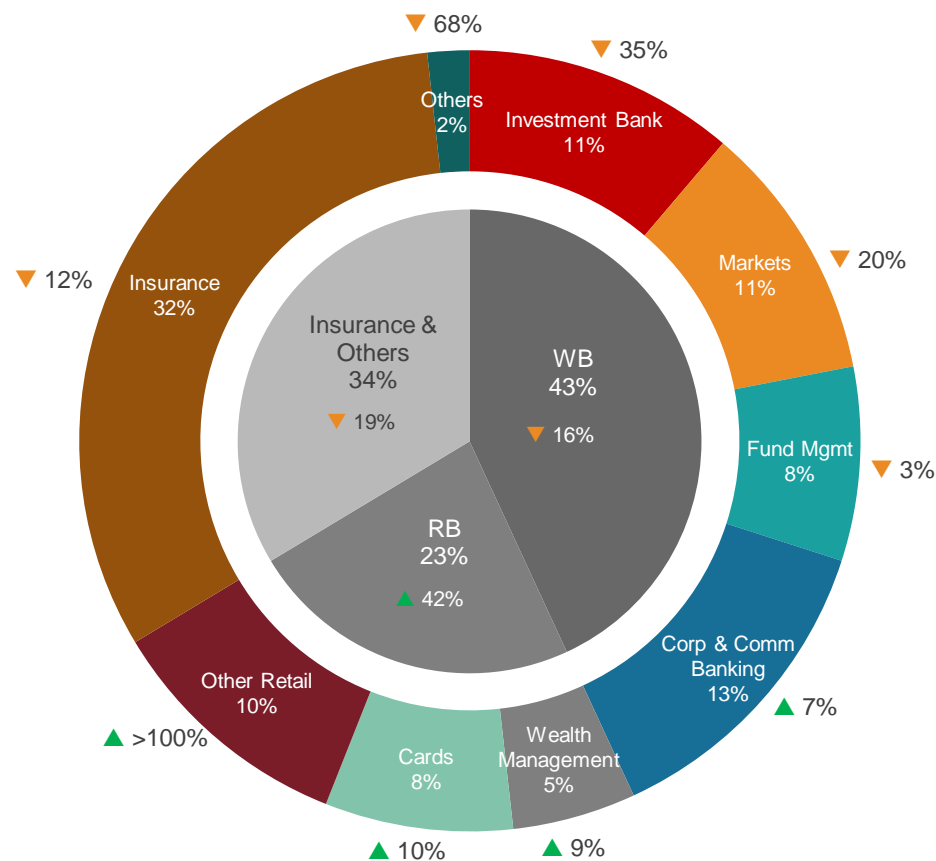
Non-interest income mix

Non-Int Income

Non-interest Income (RM' mil)



Non-interest Income by Lines of Business (YoY)

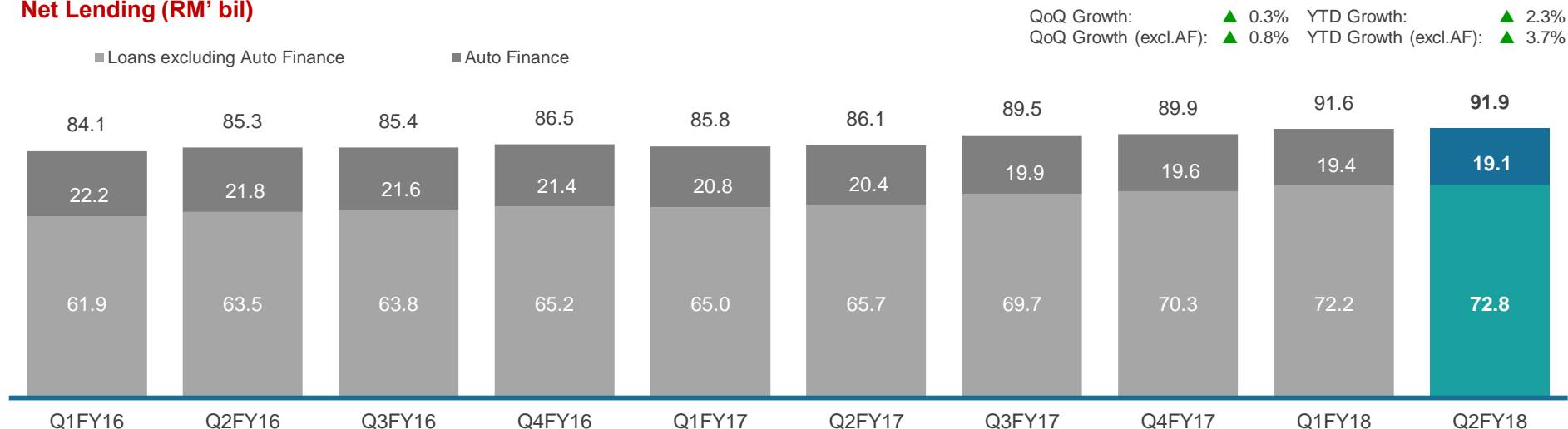


AmBank Group

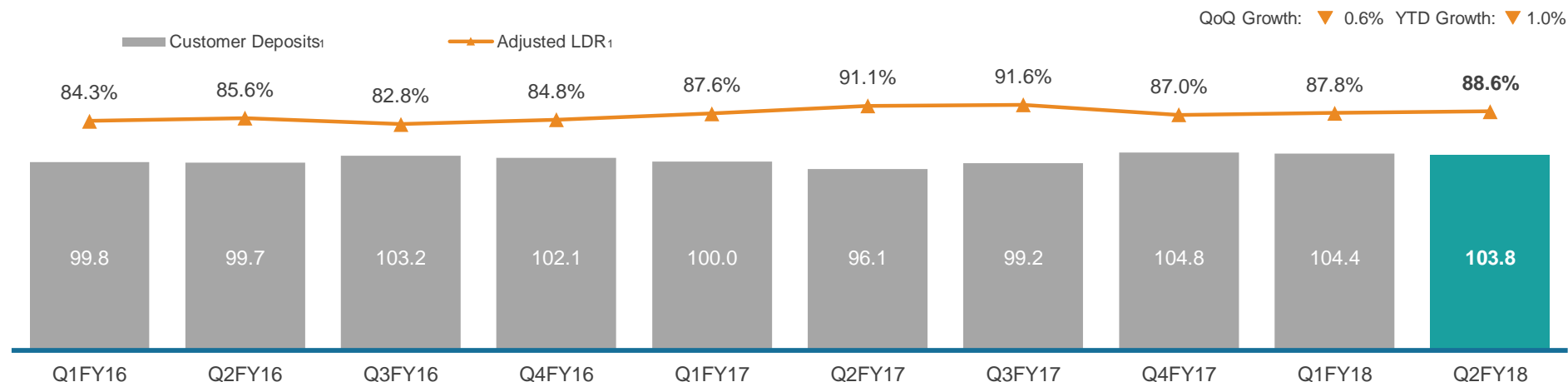
Quarterly loans and deposit trends

H1FY18 Results

Net Lending (RM' bil)



Customer Deposits (RM' bil) and LDR (%)

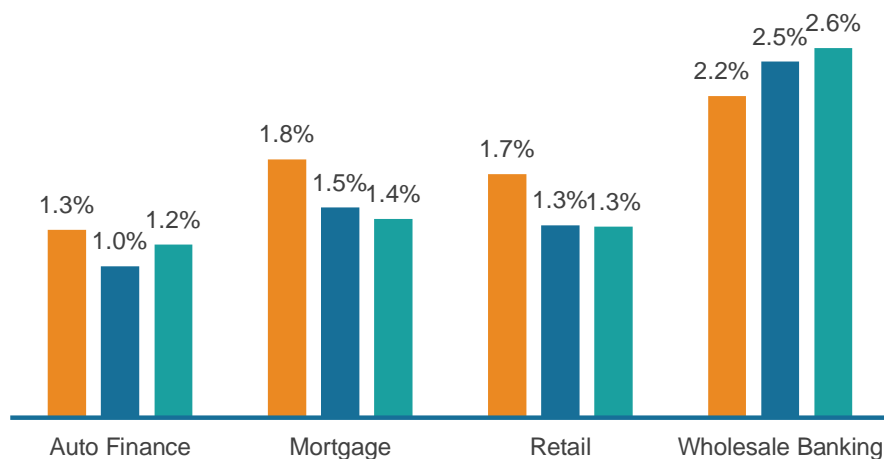


AmBank Group

1. Includes stable funding sources

Impaired Loans – Key Segments

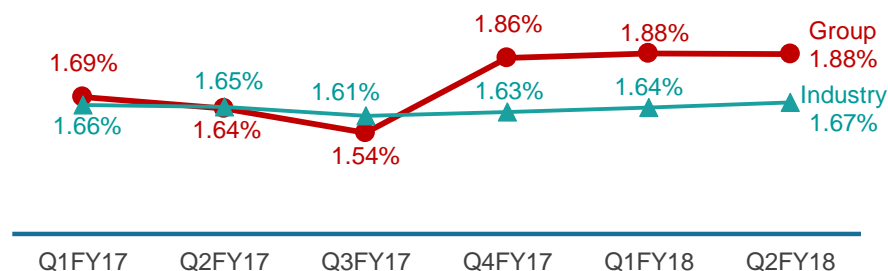
■ FY16 ■ FY17 ■ H1FY18



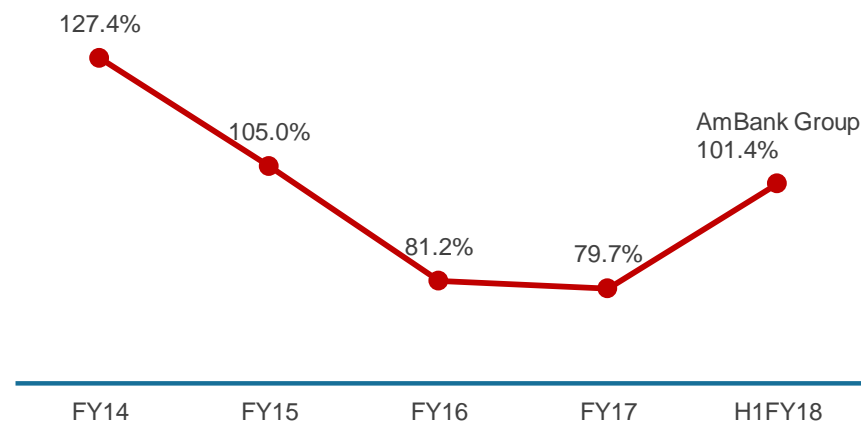
Impaired Loans by Sectors and YTD Movement

Sector	Sep-17 RM' mil	YTD Growth	Composition
Real Estate	609	▼ 13.9%	34.9%
Residential Properties	321	▲ 1.4%	18.4%
Transport Vehicles	216	▲ 6.5%	12.4%
Mining and quarrying	137	▼ 10.9%	7.9%
Manufacturing	161	▲ 69.3%	9.2%
Construction	14	▼ 12.8%	0.8%
Others	287	▲ 45.0%	16.5%
Total	1,745	▲ 3.3%	100.0%

Gross Impaired Loans (RM' mil)



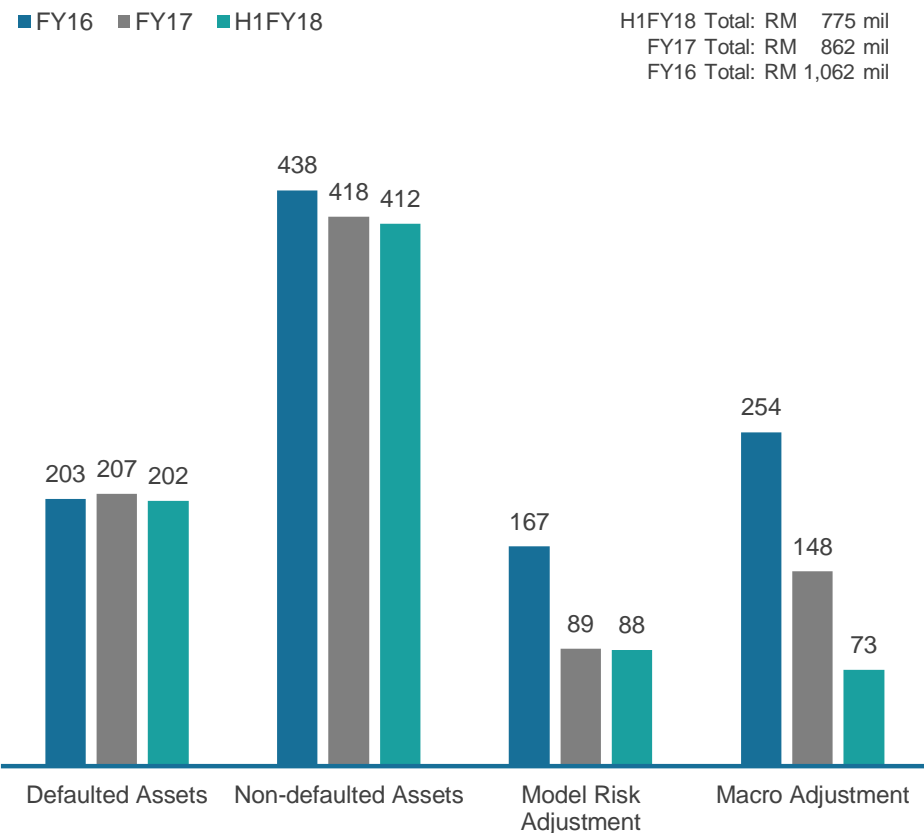
Loan Loss Coverage¹



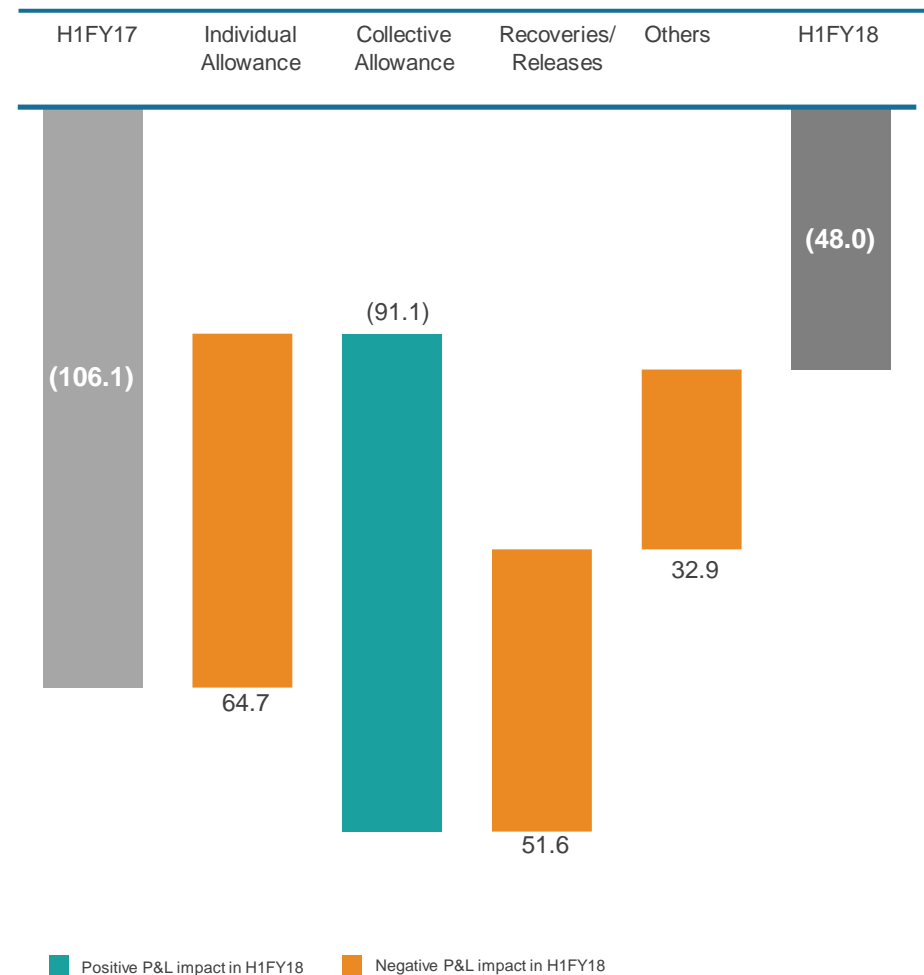
1. Includes regulatory reserve



Collective Allowance Balance (RM' mil)



Allowances (RM' mil)

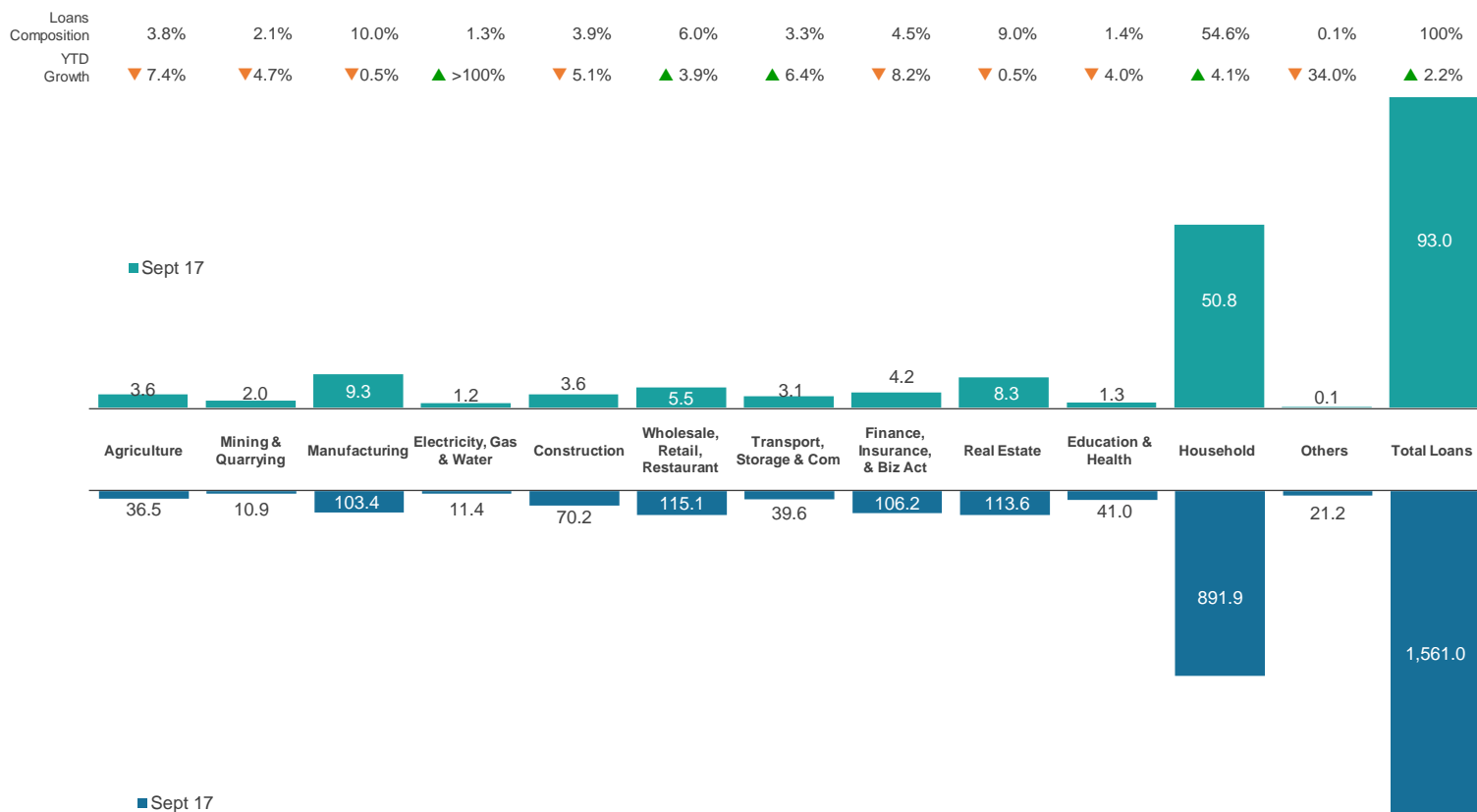


Loans by sector & by purpose vs. industry

Loans

Loans by Sector

AmBank Group (RM' bil)



Industry (RM' bil)

Source : BNM, financial statements



AmBank Group

Loans by Purpose	Sept-17 RM' bil	YTD growth	Composition
Purchase of transport vehicles	19.6	-2.5%	21.1%
Working capital	28.6	-1.2%	30.7%
Purchase of resi property	24.5	+9.9%	26.4%
Purchase of non-resi property	6.8	-1.5%	7.3%
Other purpose	3.5	-8.1%	3.7%
Purchase of securities	2.8	+27.2%	3.0%
Construction	3.0	+13.2%	3.3%
Personal use	2.1	+11.8%	2.2%
Credit card	1.1	-7.3%	1.2%
Purchase of fixed assets	1.0	-0.2%	1.1%
Consumer durables	0.0	-6.7%	0.0%
	93.0	+2.2%	100.0%

Loans by Purpose	Sept-17 RM' bil	YTD growth	Composition
Purchase of transport vehicles	169.7	-0.7%	10.9%
Working capital	369.7	-0.4%	23.7%
Purchase of resi property	507.8	+4.3%	32.5%
Purchase of non-resi property	213.1	+0.8%	13.6%
Other purpose	65.9	+5.1%	4.2%
Purchase of securities	74.2	-0.7%	4.8%
Construction	46.4	+1.3%	3.0%
Personal use	68.0	+1.7%	4.4%
Credit card	36.5	+2.8%	2.3%
Purchase of fixed assets	9.6	-2.9%	0.6%
Consumer durables	0.1	-2.4%	0.0%
	1,561.0	+1.6%	100.0%

Diversified and consistent funding structure, conservative liquidity management

Funding

- Sufficient holding of liquid assets with LCRs in excess of 100%.
- Healthy customer deposit composition which is higher vis-à-vis peers critical in helping the bank better manage its cost of funds.
- Deferment in the implementation of net stable funding ratio will alleviate the pressure on NIM.

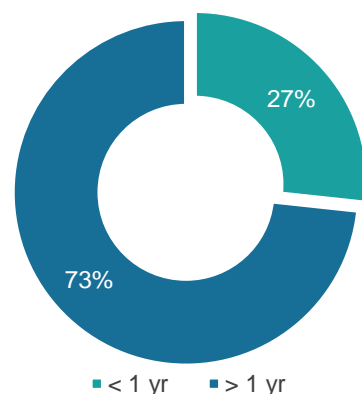
Funding Composition vs. Peers

	FY13	FY15	FY16	FY17	H1FY18	Peers ¹
Equity & debt capital	14%	15%	16%	16%	16%	16%
Customer deposits	75%	74%	73%	74%	74%	72%
Term funding & loans with recourse >1year	7%	8%	9%	6%	5%	5%
Term funding & loans with recourse <1year	1%	1%	1%	3%	2%	
Deposits from banks & FIs	3%	2%	1%	1%	3%	7%

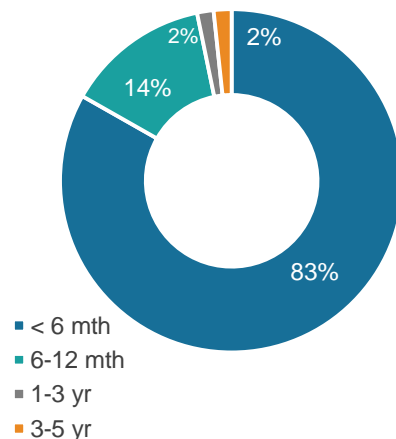
1. Based on an average of our seven peer domestic banks as at 30 June 2017

Funding Maturity Profiles

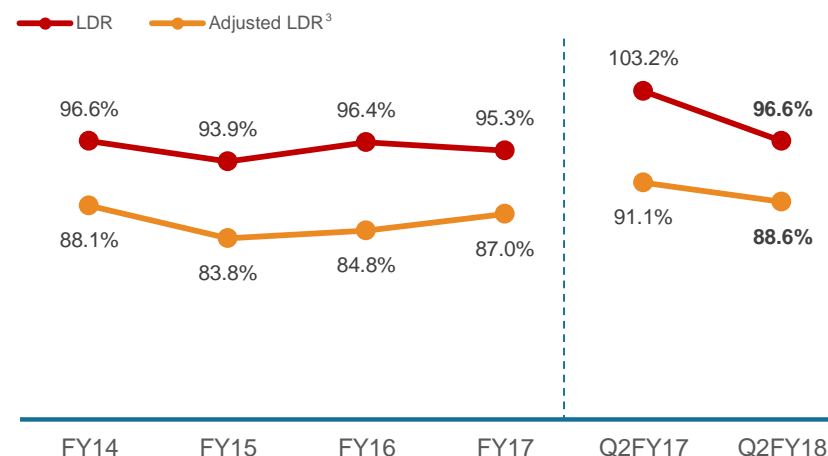
Term Funding and Debt Capital



Deposits from Customers and Banks & FIs



Loan-to-deposit Ratio²

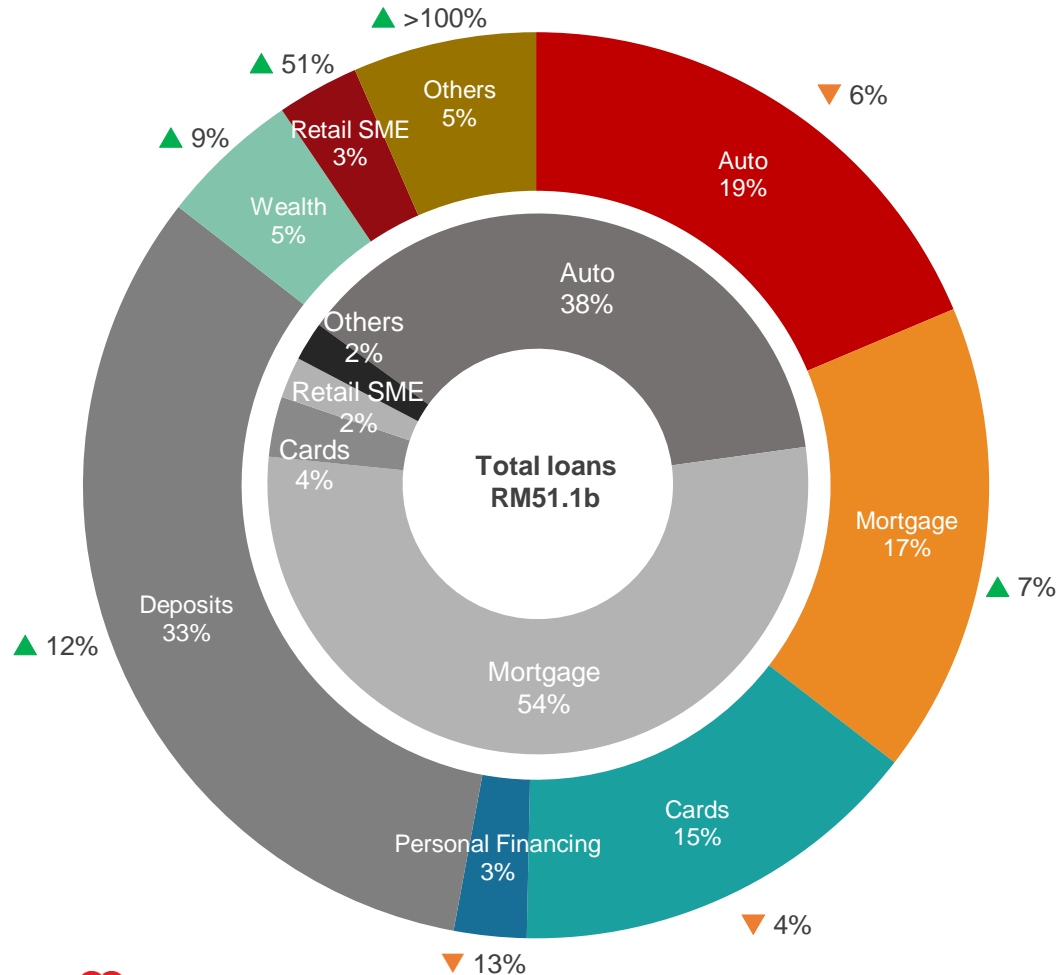


2. Prior periods were restated due to reclassification of structured deposits
3. Includes stable funding sources

Divisional Performance and Economic & Banking Data

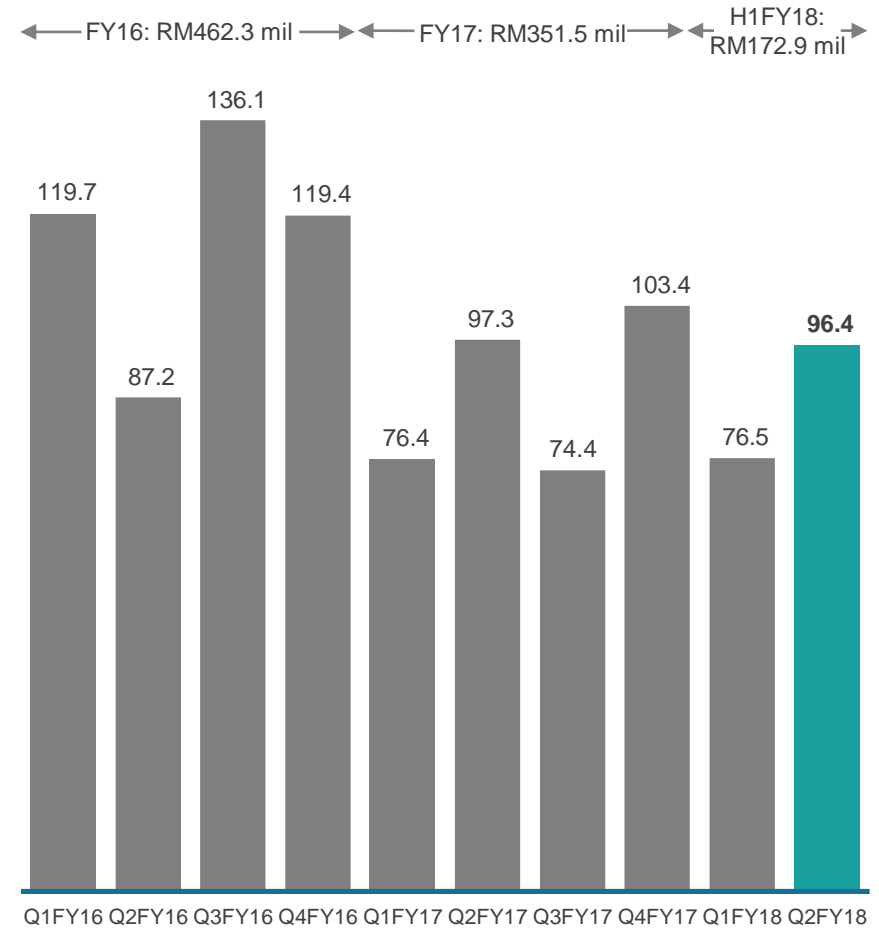
Total Income (YoY Movement) and Loans by Line of Business

Total Income
RM741.2mil



QoQ PAT (RM' mil)

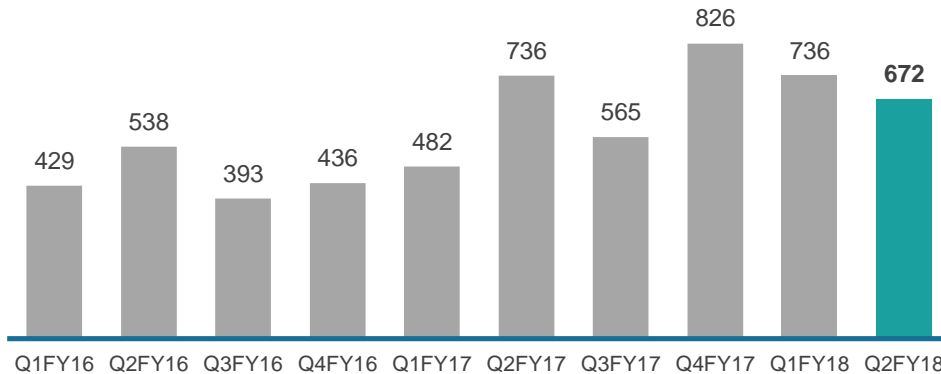
QoQ Growth: ▲ 26.1%
YoY Growth: ▼ 0.4%



AmBank Group

Wealth Sales (RM' mil)

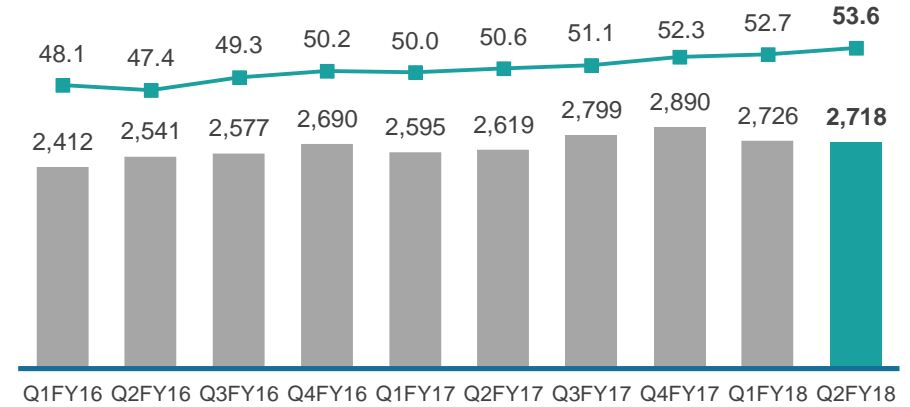
QoQ Growth: ▼ 8.8%
YoY Growth: ▲ 15.6%



Merchant Volume

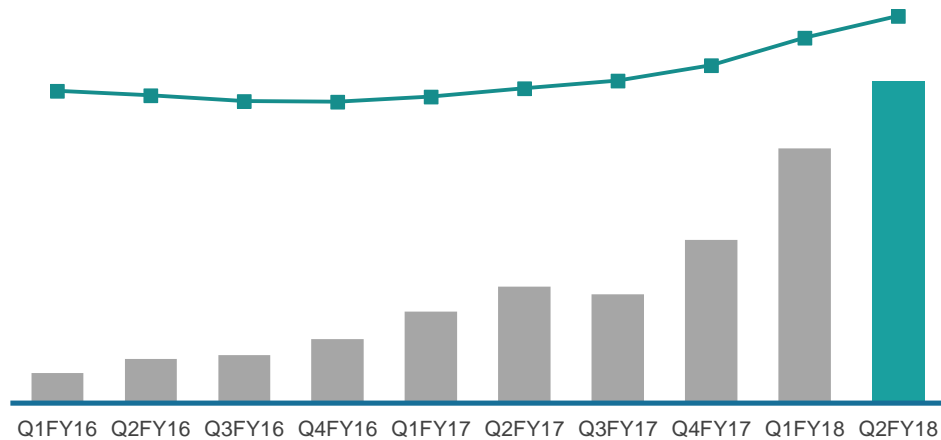
Merchant volume (RM'mil)
Merchants in force ('000)

QoQ Growth: ▲ 1.8%
YoY Growth: ▲ 6.0%



Credit Cards

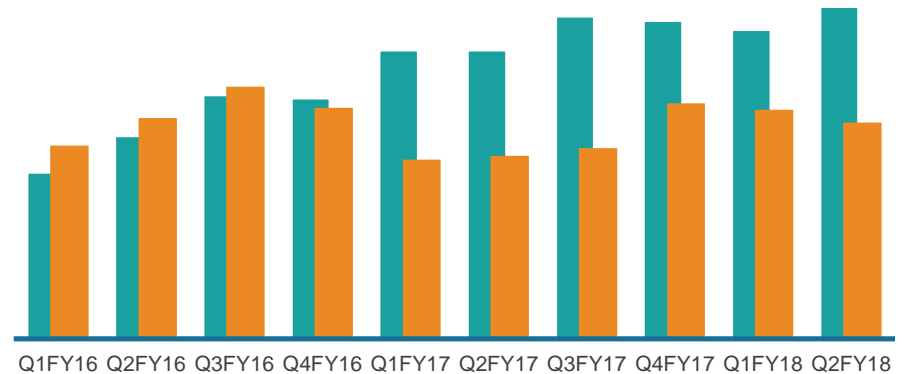
New cards issued
Cards in circulation



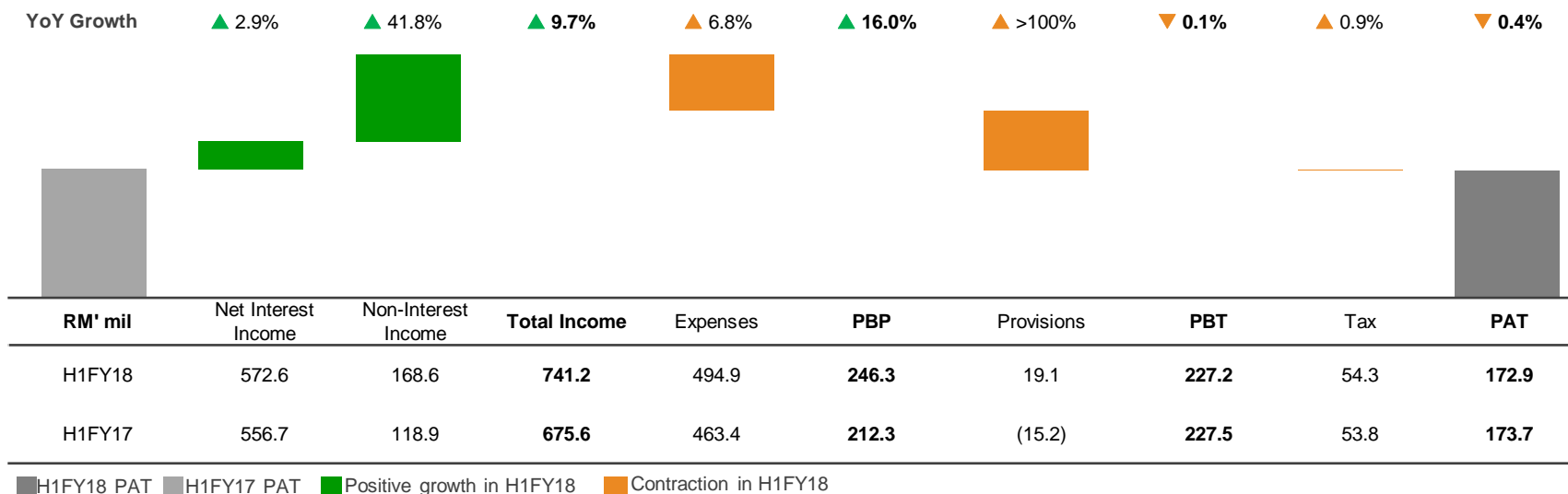
Mortgage and Auto Finance Disbursement QoQ (RM' bil)

Mortgage
Auto Finance

Mortgage YoY Growth: ▲ 11.0%
Auto YoY Growth: ▲ 23.0%



Income Statement (RM' mil)



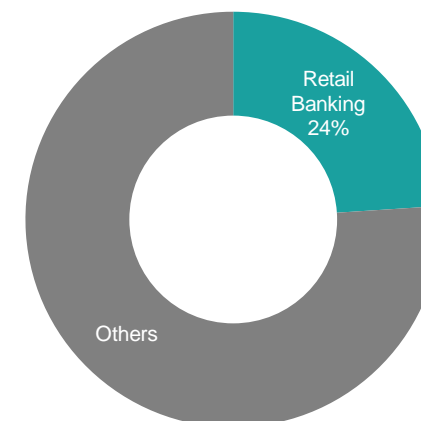
Balance Sheet (RM' mil/%)

		FY17	H1FY18	H1FY18 VS FY17
Gross Loans / Financing		48,782.5	51,127.4	▲ +4.8%
Gross Impaired Loans	1.32%	649.1	675.0	▲ +4.0%
Customer Deposits		40,217.2	44,434.6	▲ +10.5%
CASA Deposits		11,168.2	11,236.8	▲ +0.6%

Key Ratios

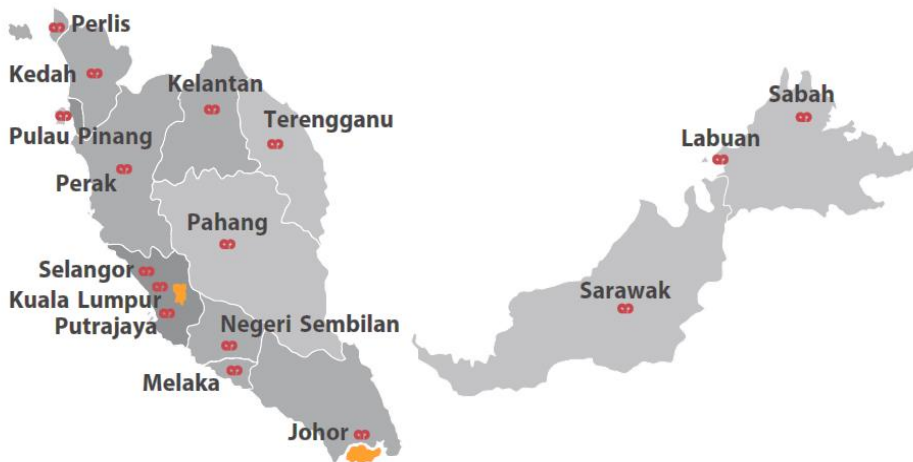
ROA		0.73%	0.68%	▼ -0.05%
CTI		67.8%	69.0%	▲ +1.2%
Allowance Coverage		76.6%	75.4%	▼ -1.2%

H1FY18 PAT
(composition of Group)



Distribution Channels

Retail



Population Density

- < 100 persons per km²
- 101-500 persons per km²
- > 1,501 persons per km²

	Branches	ATM	Regional Offices
Perlis	1	3	
Kedah	6	24	1
Pulau Pinang	14	51	1
Perak	18	45	1
Selangor	38	220	2
Kuala Lumpur	23	105	3
Putrajaya	1	3	
Negeri Sembilan	7	38	
Melaka	6	34	1
Johor	21	82	1
Pahang	9	29	1
Terengganu	4	16	
Kelantan	2	16	
Sabah	9	40	1
Labuan	1	3	
Sarawak	15	57	1
	175	766	13

Other Customer Touch Points

SME branches	AmBank Islamic branches	Weekend banking branches	ATMs @ 7-Eleven	Electronic banking centres	Internet & mobile banking	AmGeneral	AmMetlife	AmInvestment Bank	AmCard Services MBC ¹
175	3	29	265	183	AmOnline	29 branches 4 counters	15 branches 42 agencies	6 retail broking 6 corporate	25



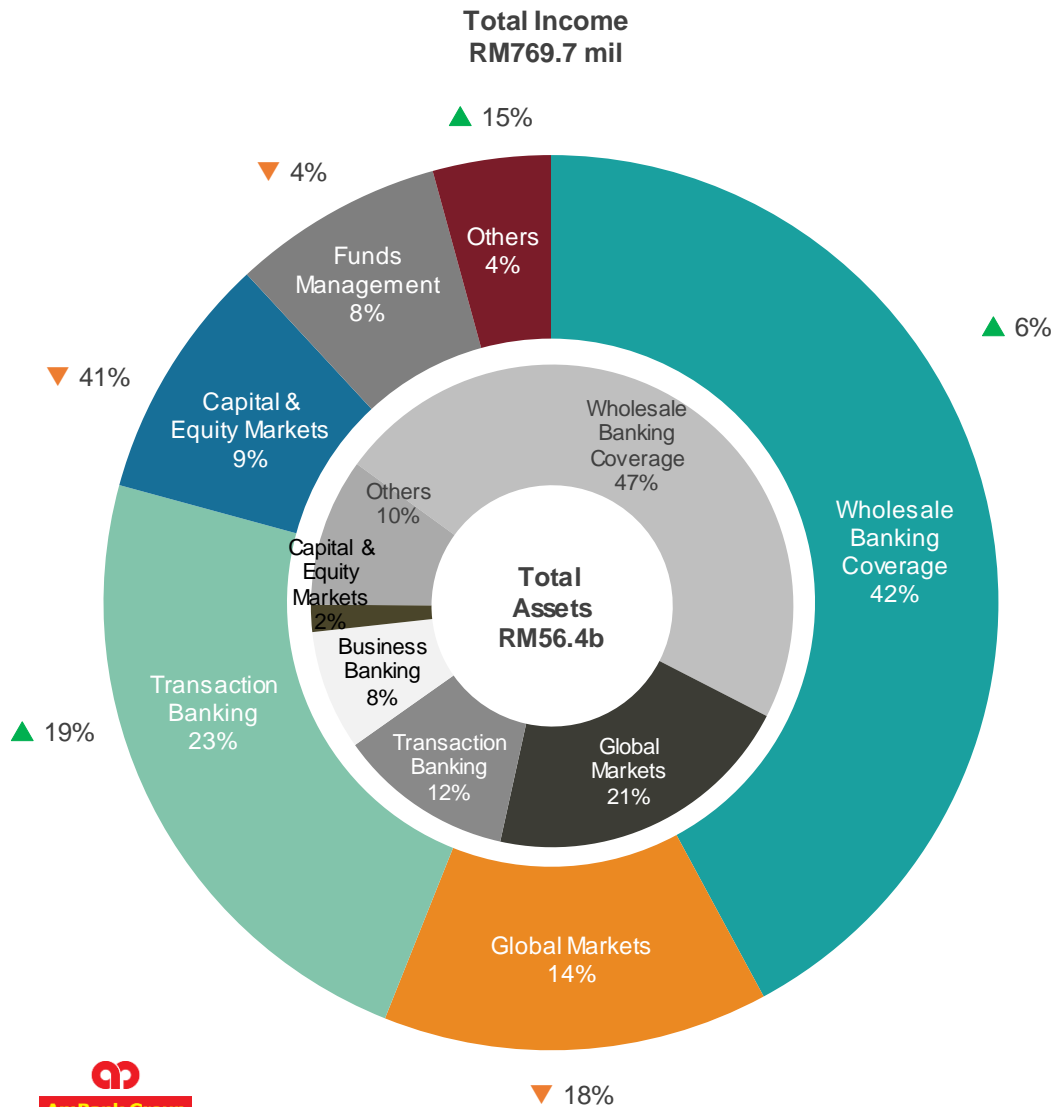
AmBank Group

1. MBC – Merchant Business Centres

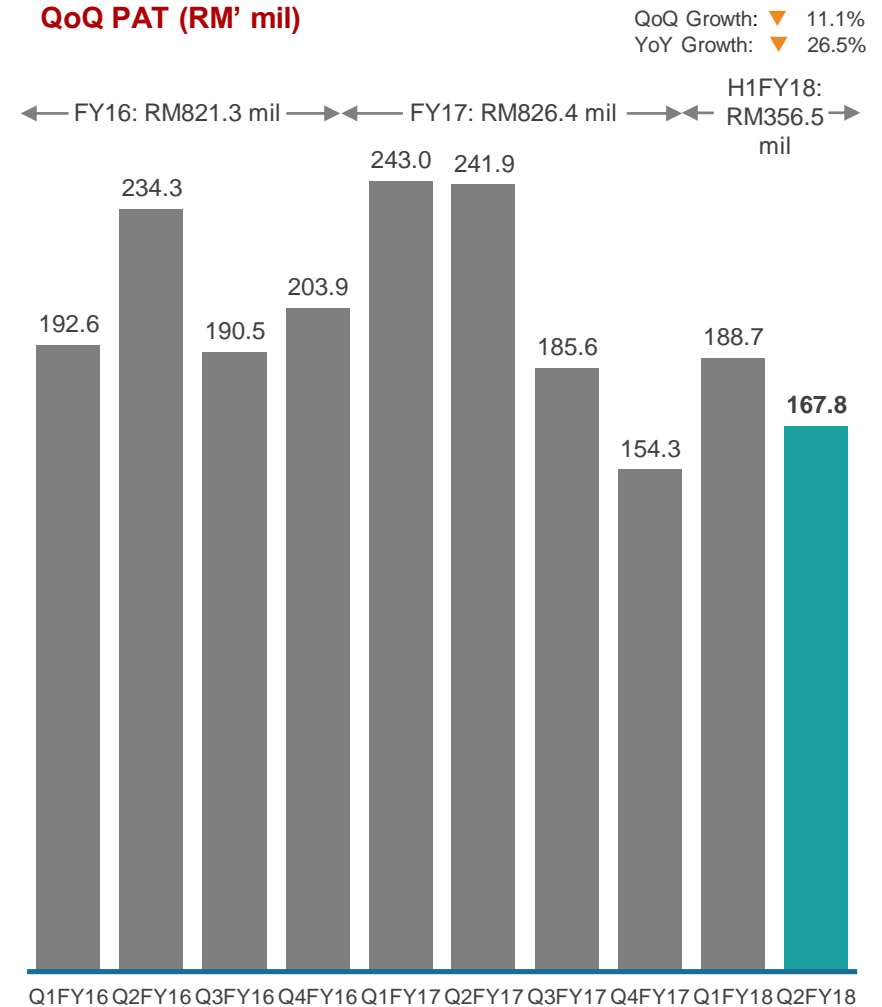
Wholesale Banking (including Business Banking)

Wholesale

Total Income (YoY Movement) and Total Assets by Line of Business



QoQ PAT (RM' mil)



AmBank Group

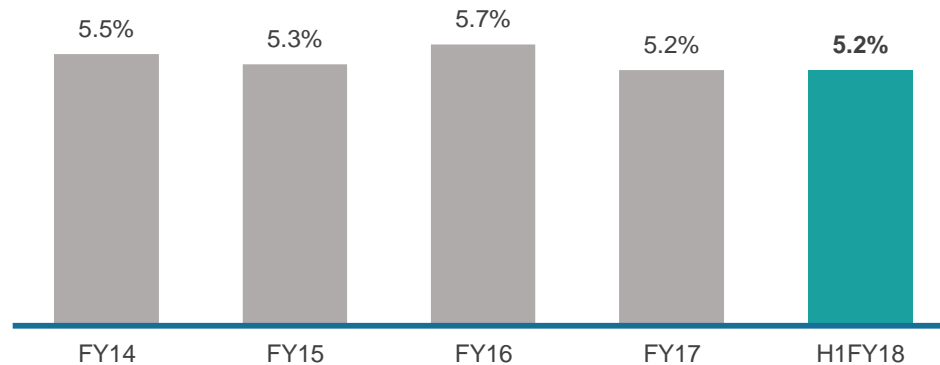
League Table

	Market Share ¹ As At 30 September 2017 (%)	Rank ²
DCM (Overall MYR Bonds)	16.4%	3 ▼
Islamic Sukuk	15.5%	3 ►
Unit Trust	7.5%	5 ►
Stockbroking	5.0%	6 ▲

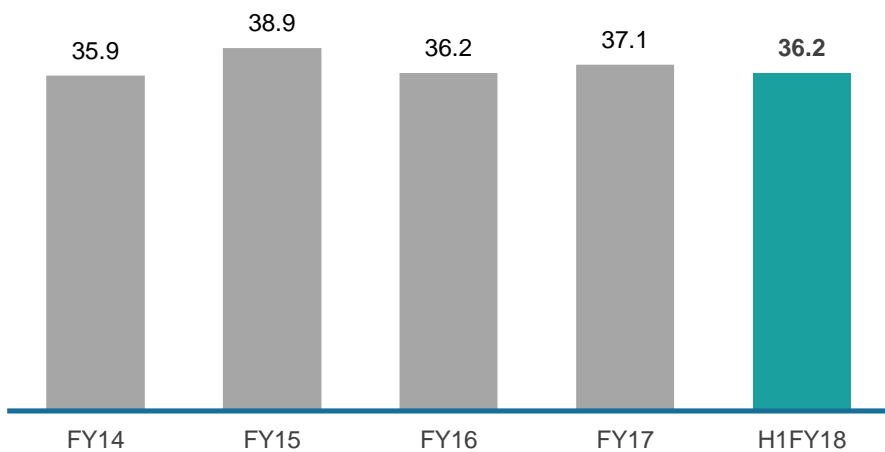
1. Calendar Year data

2. Comparing rank movement with 30 June 2017

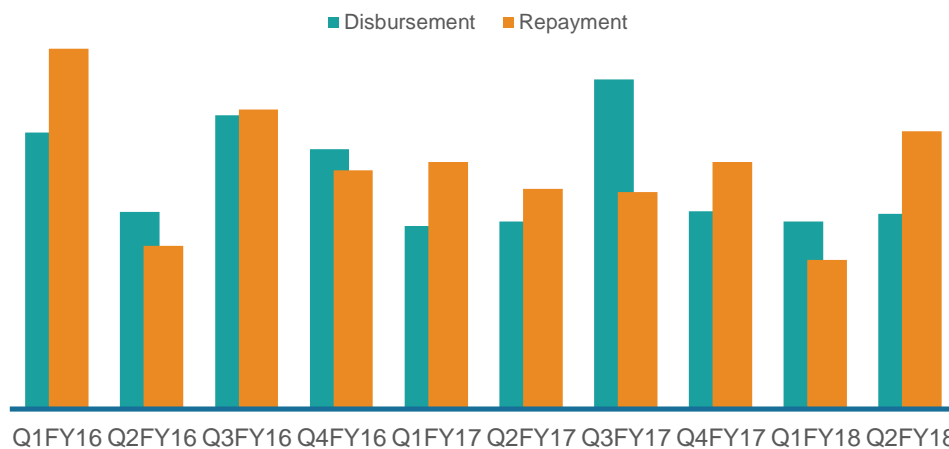
Market Share of Value Traded on Bursa (KLSE)



Unit Trust – AUM (RM' bil)



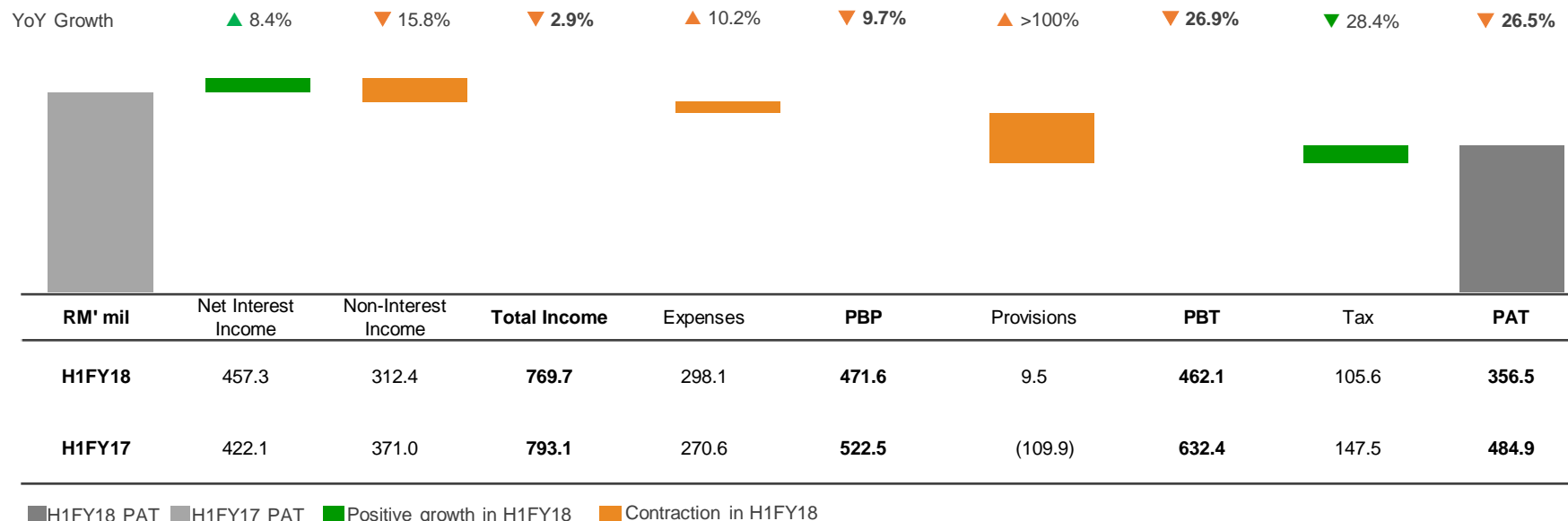
QoQ Loan Disbursement and Repayment (RM'bil)



Wholesale Banking (including Business Banking)

Wholesale

Income Statement (RM' mil)



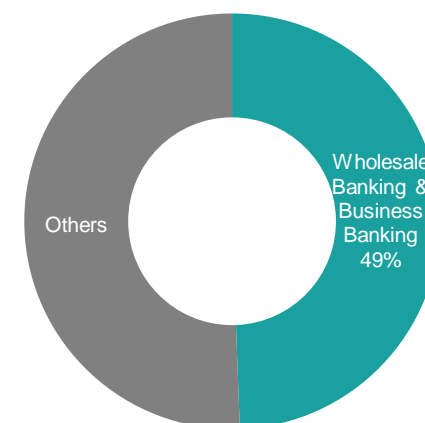
Balance Sheet (RM' mil/%)

		FY17	H1FY18	H1FY18 VS FY17
Gross Loans / Financing		42,259.2	41,924.8	▼ -0.8%
Gross Impaired Loans	2.55%	1,040.2	1,069.8	▲ +2.8%
Customer Deposits		54,104.7	49,461.7	▼ -8.6%
CASA Deposits		8,804.3	8,293.1	▼ -5.8%

Key Ratios

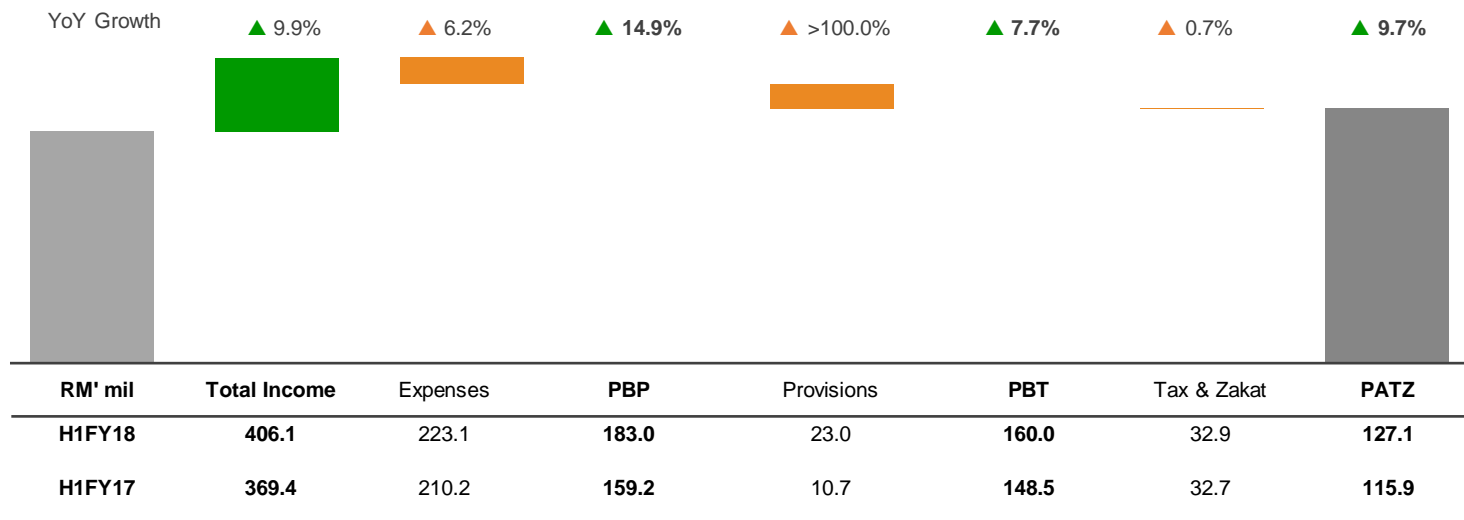
ROA		1.55%	1.20%	▼ -0.4%
CTI		32.8%	38.7%	▲ +5.9%
Allowance Coverage		37.4%	39.1%	▲ +1.7%
Ave Assets Management		46,500.2	46,742.9	▲ +0.5%

H1FY18 PAT
(composition of Group)

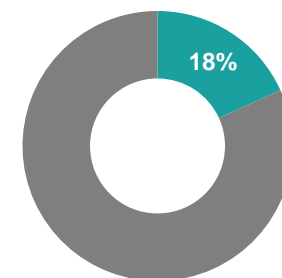


AmBank Group

Income Statement (RM' mil)



H1FY18 PATZ
(composition of Group)



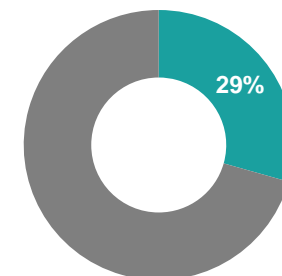
PATZ: profit after tax and zakat

Balance Sheet (RM' mil/%)

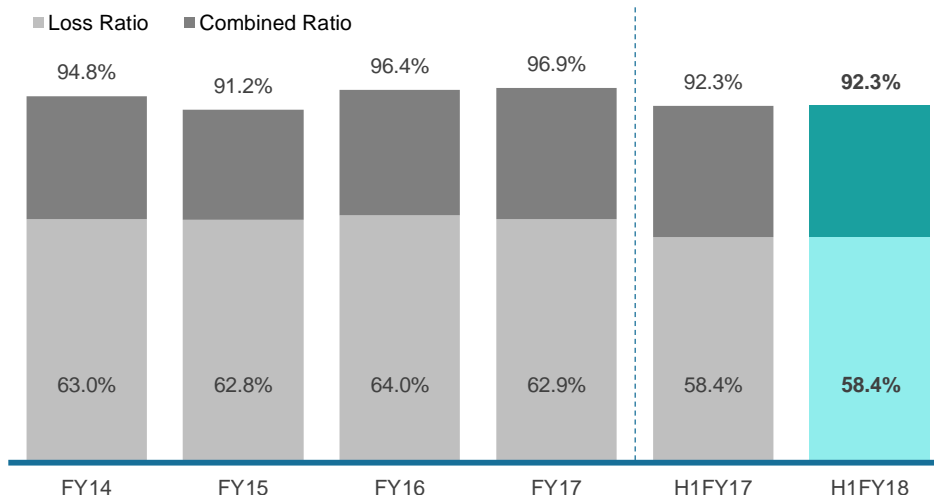
		FY17	H1FY18	H1FY18 vs FY17
Gross Financing		27,508.1	27,329.8	▼ -0.6%
Gross Impaired Financing	2.18%	488.7	595.6	▲ +21.9%
Customer Deposits		26,836.7	27,528.0	▲ +2.6%
CASA Deposits		6,365.1	6,387.4	▲ +0.4%
ROA		0.71%	0.68%	▼ -0.03%
CTI		57.0%	54.9%	▼ -2.1%
Allowance Coverage		54.9%	44.5%	▼ -10.4%

■ H1FY18 PATZ ■ H1FY17 PATZ ■ Positive growth in H1FY18 ■ Contraction in H1FY18

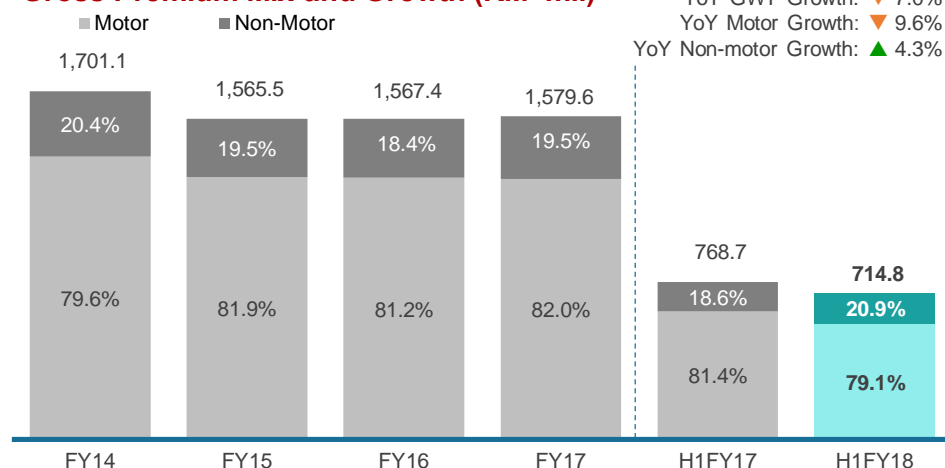
H1FY18 Gross Financing
(composition of Group)



Loss Ratio and Combined Ratio



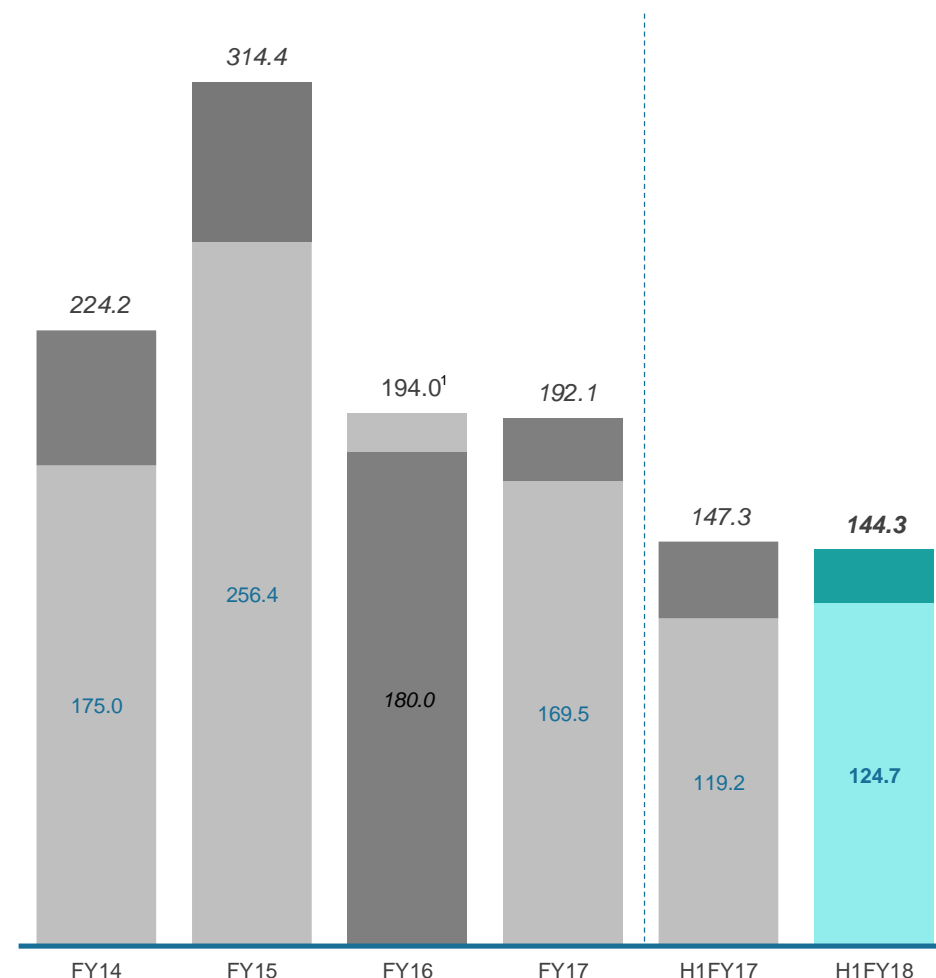
Gross Premium Mix and Growth (RM' mil)



YoY PAT (RM' mil)

■ PAT ■ PBT

YoY PAT Growth: ▲ 4.6%
YoY PBT Growth: ▼ 2.0%

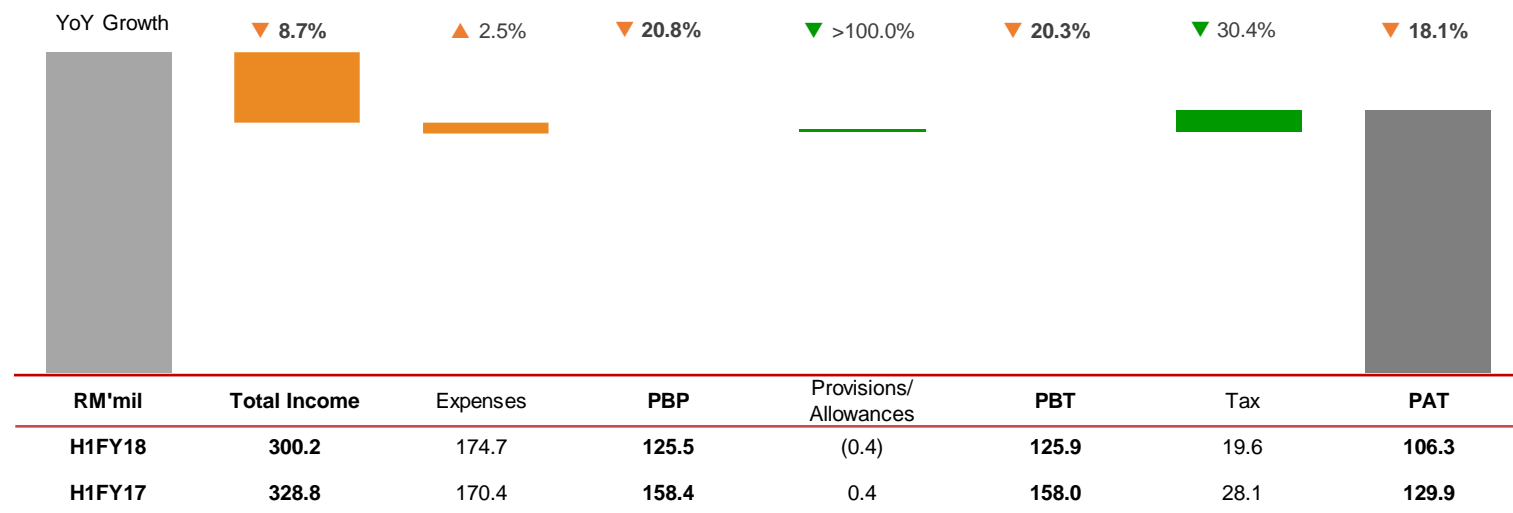


1. Includes write-back of prior year tax provisions

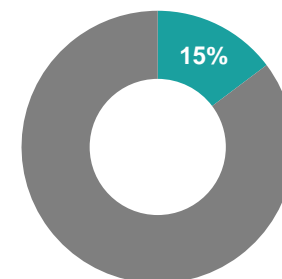
Insurance and Group Funding & Others

Insurance & Others

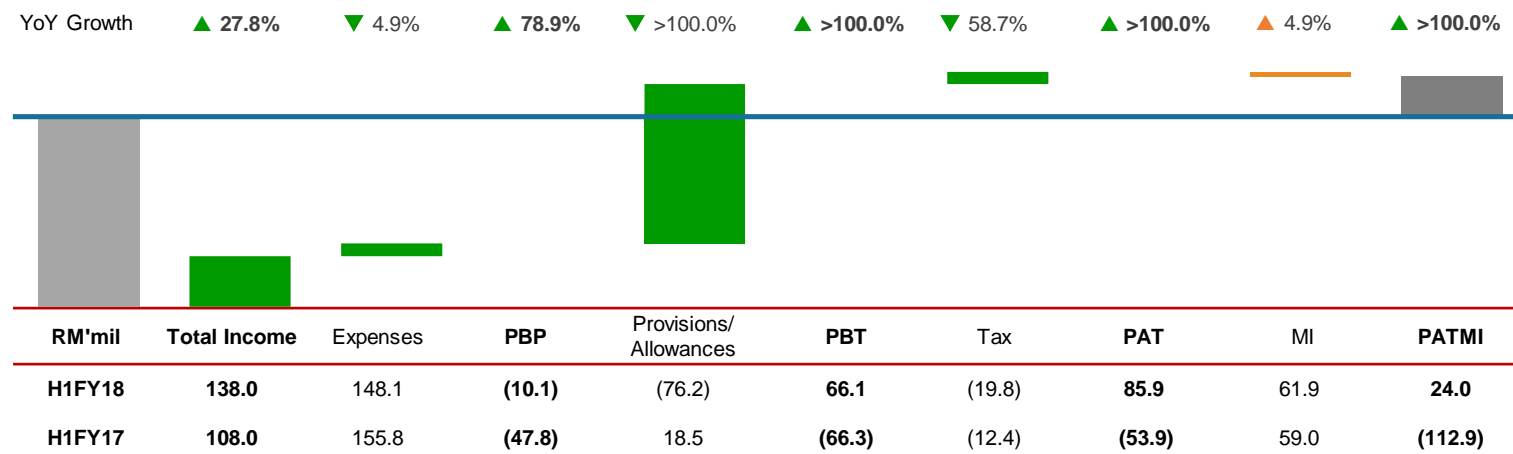
Income Statement – Insurance (General, Life & Takaful) (RM'mil)



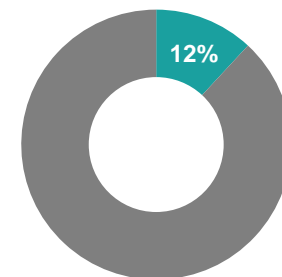
H1FY18 PAT
(composition of Group)



Income Statement – Group Funding & Others (RM'mil)



H1FY18 PAT
(composition of Group)



■ H1FY18 PAT ■ H1FY17 PAT ■ Positive growth in H1FY18 ■ Contraction in H1FY18



AmBank Group

Funding diversity underpinned by

LDR¹ of 88.6%

CASA: RM19.4 billion

Fixed deposits: RM74.2 billion

Supplemented by term funding & debt capital

AMMB Holdings Berhad

1. RM2b Medium Term Notes Programme (Senior and/or Subordinated)
2. RM10b Basel III-Compliant Tier 2 Subordinated Notes Programme

AmBank (M) Berhad

1. RM500m Innovative Tier-1 Capital Securities Programme
2. RM500m Non-innovative Tier 1 Capital Securities Programme
3. RM2b Medium Term Notes
4. RM4b Tier-2 Subordinated Notes
5. RM7b Senior Notes²
6. USD2b Euro Medium Term Notes

AmBank Islamic Berhad

1. RM2b Subordinated Sukuk Musharakah Programme
2. RM3b Senior Sukuk Musyarakah Programme
3. RM3b Basel III-compliant Subordinated Sukuk Murabahah Programme via Tawarruq arrangement

AmBank (M) Berhad & AmBank Islamic Berhad

Loans with Recourse

Recourse obligations on loans sold to Cagamas - maturing in 2017, 2018 and 2022

Islamic financing sold to Cagamas – maturing in 2018

Funding characteristics

- Improve funding stability, maturity gap and liquidity ratios
- Reduce dependence on short-dated deposits to fund long-dated fixed rate loan assets which incur liquidity risk and interest rate risk
- Diversifies investor base
- No obligation for buy back since we are not exposed to withdrawal risks and the notes are traded in the open market
- Enable depositors to invest in long and medium dated papers

1. Includes stable funding sources from additional Tier 1 and Tier 2 capital which do not meet all qualifying criteria for full recognition of capital instruments under Basel III
2. 1st senior notes issuance by a financial institution in Malaysia



Shareholding structure

Corporate Structure



23.8%¹

AmCorp 13.0%

EPF 9.7%

Others 53.5%

As at 29 Sept 2017



AMMB Holdings Berhad

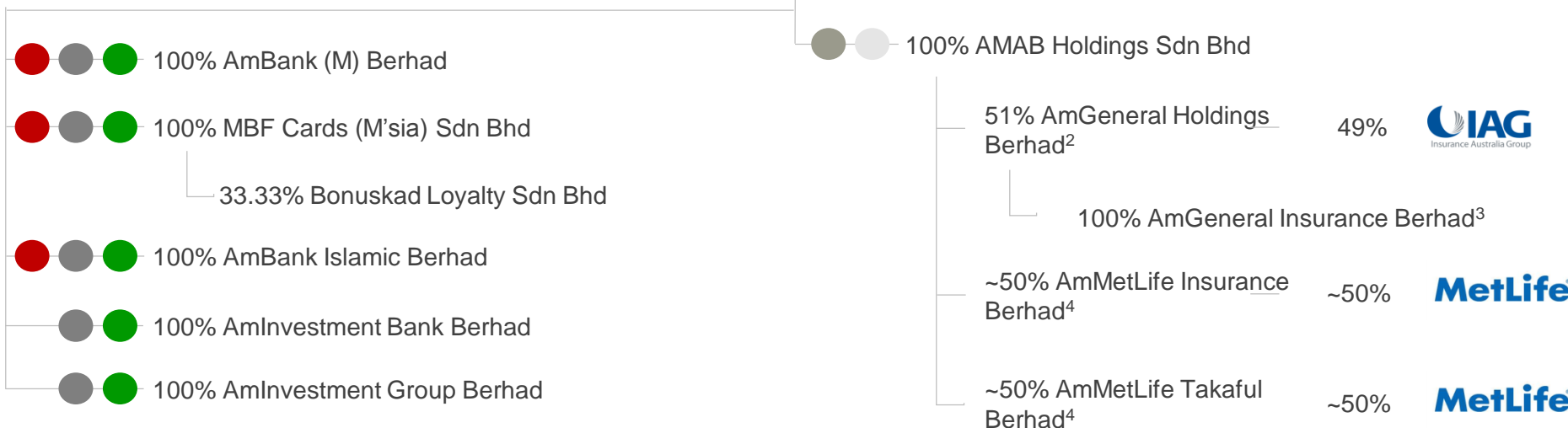
Retail Banking

Wholesale Banking

Islamic Banking

General Insurance

Life Assurance & Takaful



Foreign shareholding excluding ANZ

FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	H1FY18
26%	29%	31%	29%	26%	26%	25%

1.ANZ: ANZ Funds Pty Ltd,a wholly owned subsidiary of Australia and New Zealand Banking Group Limited

2.Formerly known as AmG Insurance Berhad

3.Formerly know as Kurnia Insurans (Malaysia) Berhad

4.MetLife owns 50% plus one share in AmMetLife Insurance Berhad, with the remaining shares held by AmBank Group, and AmBank Group owns 50% plus one share in AmMetLife Takaful Berhad, with the remaining shares owned by MetLife



AmBank Group

Credit ratings, target price and recommendations

Ratings & TP

Credit Ratings

	Ratings	FY2007	FY2017	
AmBank (M)	RAM	LT: A2, ST: P1 Outlook: Stable	LT: AA2, ST: P1 Outlook: Stable	+3
	S&P	LT: BBB-, ST: A-3 Outlook: Stable	LT: BBB+, ST: A-2 Outlook: Stable	+2
	Moody's	LT: Baa2, ST: P-3 Outlook: Stable BFSR: D-	LT: Baa1, ST: P-2 Outlook: Stable *BCA: baa3 *Adj BCA: baa3	+1
AmlInvestment	RAM	LT: AA3, ST: P1 Outlook: Stable	LT: AA2, ST: P1 Outlook: Stable	+3
AmBank Islamic	RAM	LT: A2, ST: P1 Outlook: Stable	LT: AA2, ST: P1 Outlook: Stable	
AMMB	RAM	NA	LT: AA3, ST: P1 Outlook: Stable	+3

* Maintained since 16 Jun 15

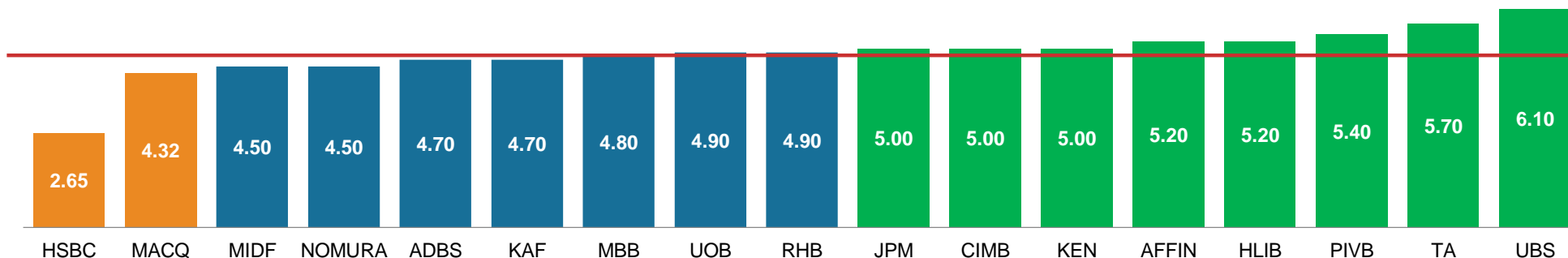
+1 Notches of ratings upgrades since 2007

Target Price and Recommendations

P/EPS : 10.02
P/BV : 0.81

Market Price: RM 4.36 ▼

Average TP : RM 4.86
Buy : 8 (47%)
Hold : 7 (41%)
Sell : 2 (12%)
Ave. TP/ Ave. CP : 1.12x



Source : Bloomberg as at 13 November 2017



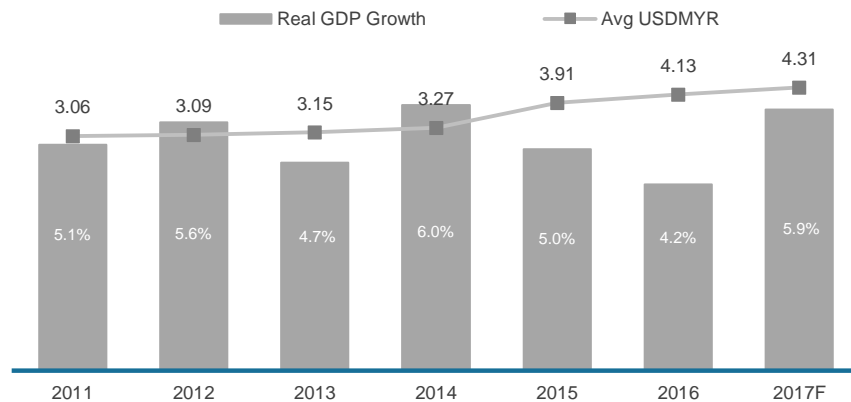
AmBank Group

■ Buy/Outperform/Overweight/Add
P/EPS & P/BV as at 13 November 2017

■ Hold/Neutral/Market perform
■ Sell/Underperform/Fully valued/Reduce/Underweight

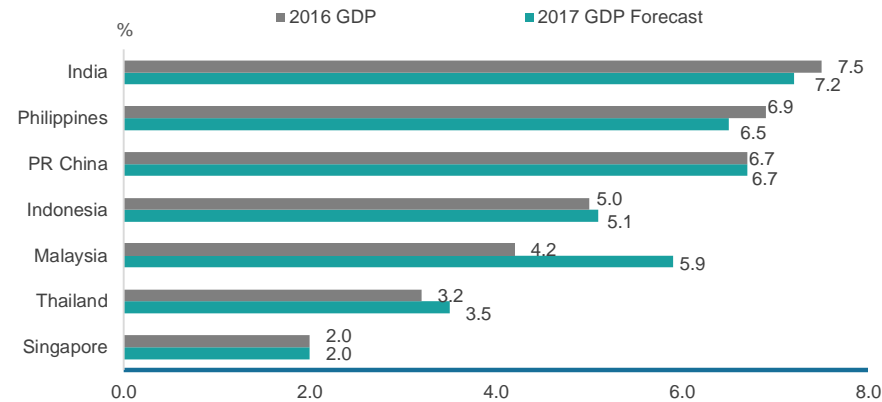
— TP: average target price

Malaysia's GDP Growth



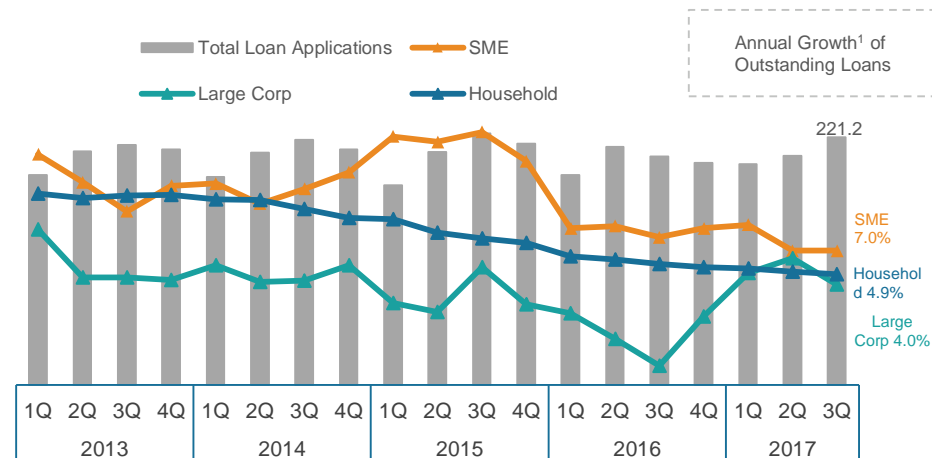
Source: Bank Negara Malaysia, Bloomberg, CEIC, Internal

Global GDP Growth Forecast (RM'bil)



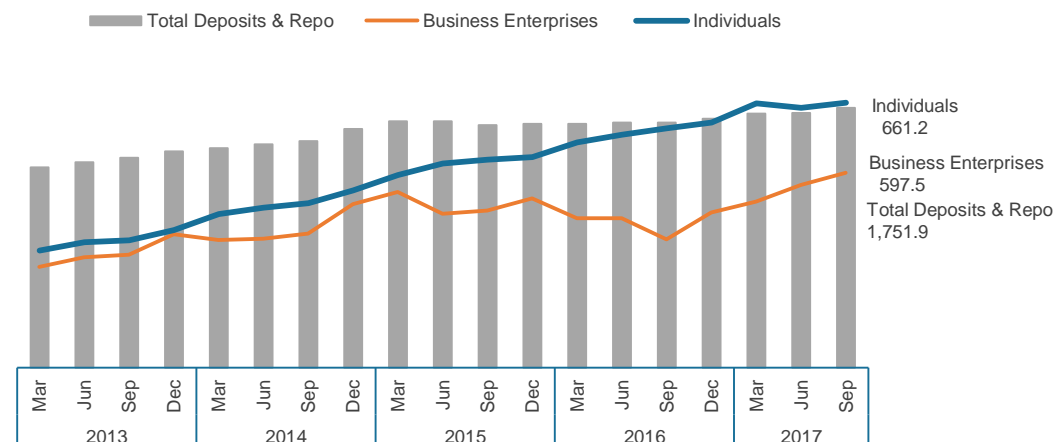
Source: Bank Negara Malaysia, CEIC, Internal

Total Loan Applications (RM'bil) and Industry Loan Growth



1. Annual growth is for end-period
Source: Bank Negara Malaysia

Industry Deposits Growth (RM'bil)

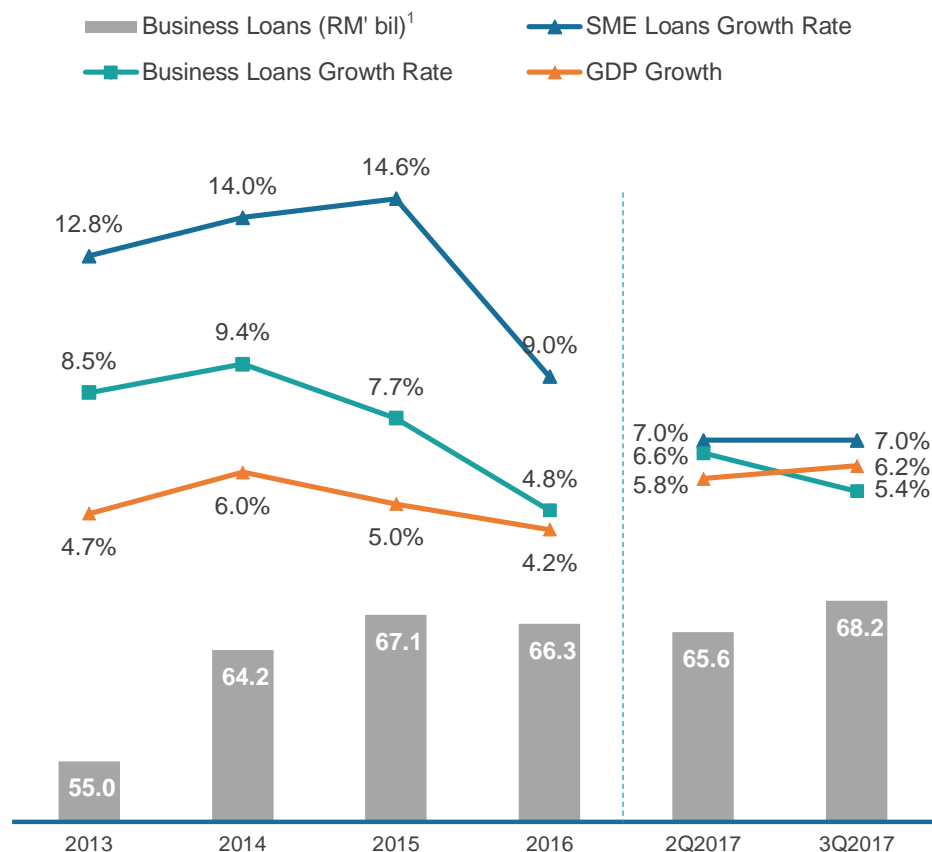


Source: Bank Negara Malaysia



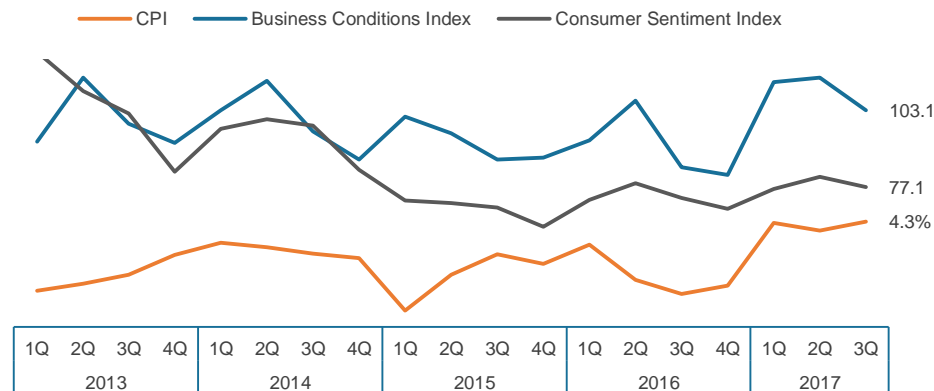
AmBank Group

System SME loans Growth Outpaced GDP Growth



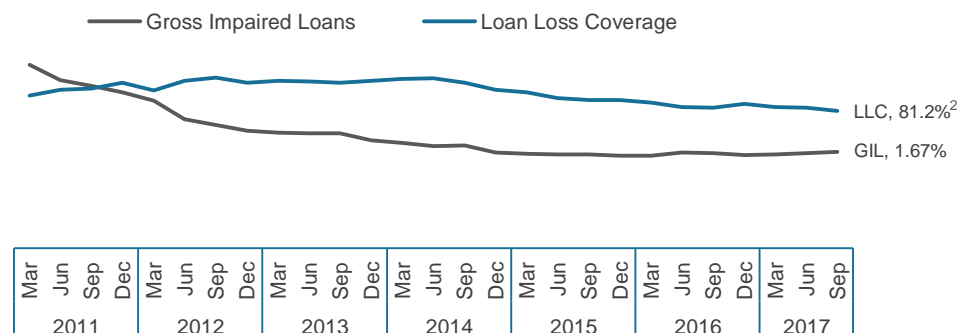
1. Monthly average of loan disbursements to businesses, including SMEs
Source : Bank Negara Malaysia

Business and Consumer Confidence Recovering



Source: Bank Negara Malaysia, MIER

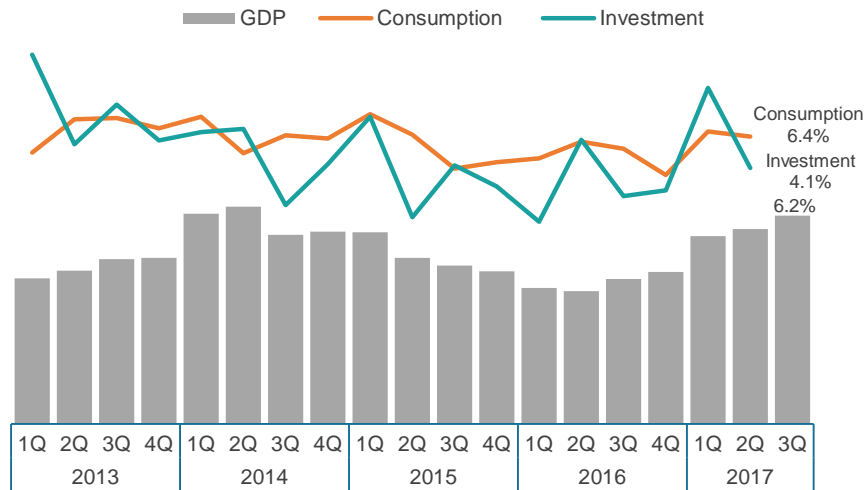
Industry Asset Quality



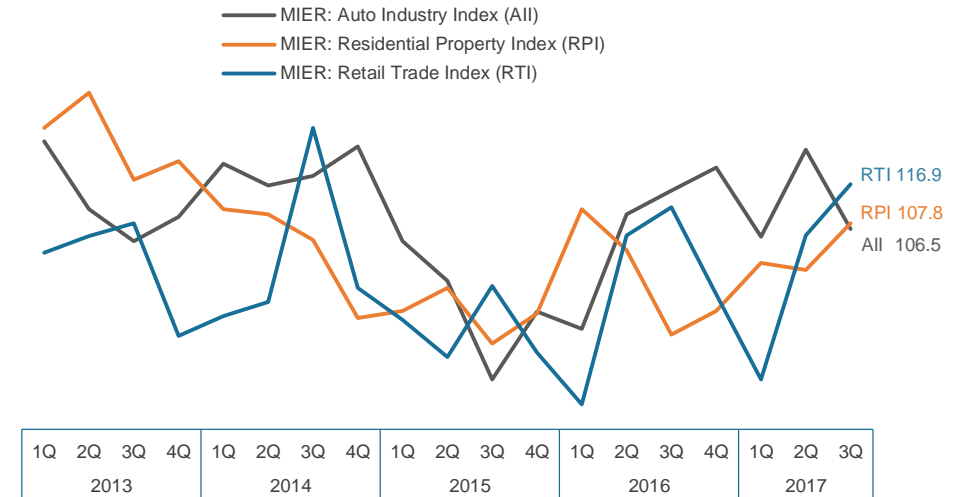
2. Excludes regulatory reserve
Source: Bank Negara Malaysia



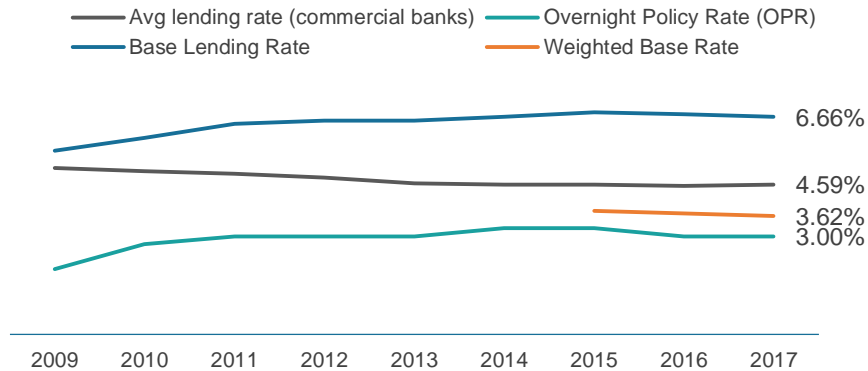
GDP, Consumption and Investment Growth



Consumer Indices



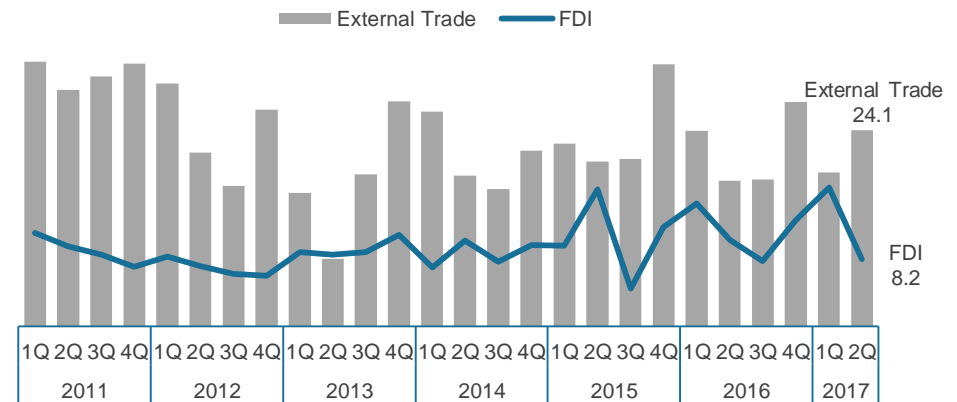
Key Interest Rates



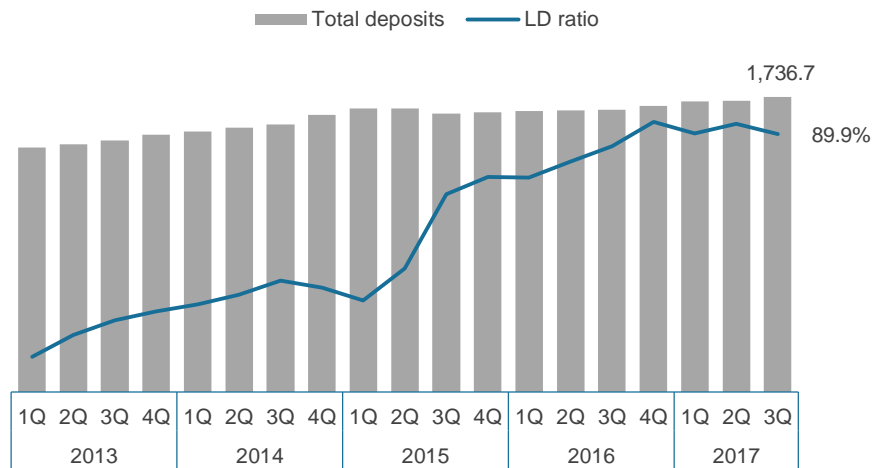
1. Effective 2 January 2015, the Base Rate replaced the Base Lending Rate as the main reference rate for new retail floating rate loans

FDI Flow and Trade Balance

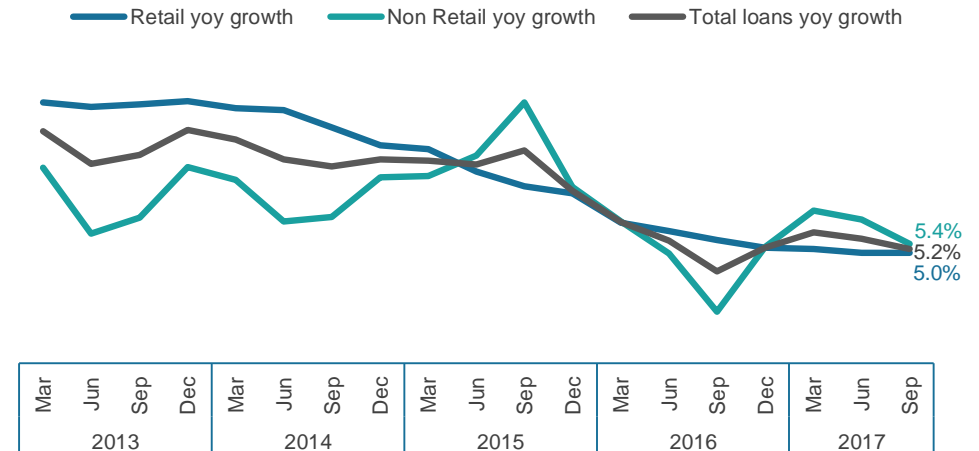
RM' bil



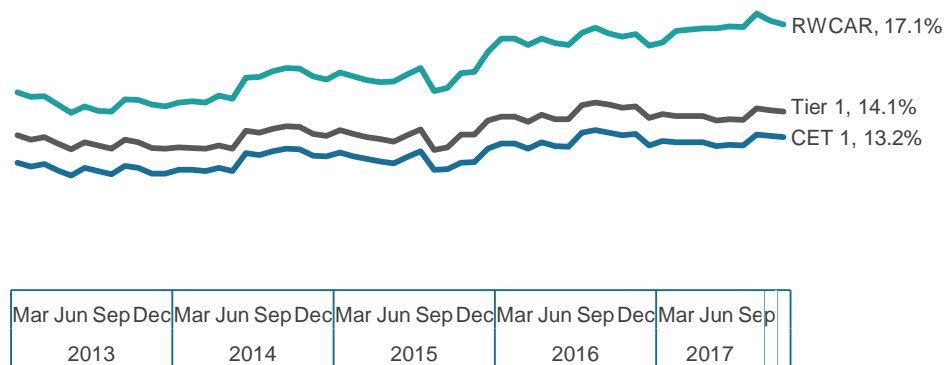
Deposits Growth



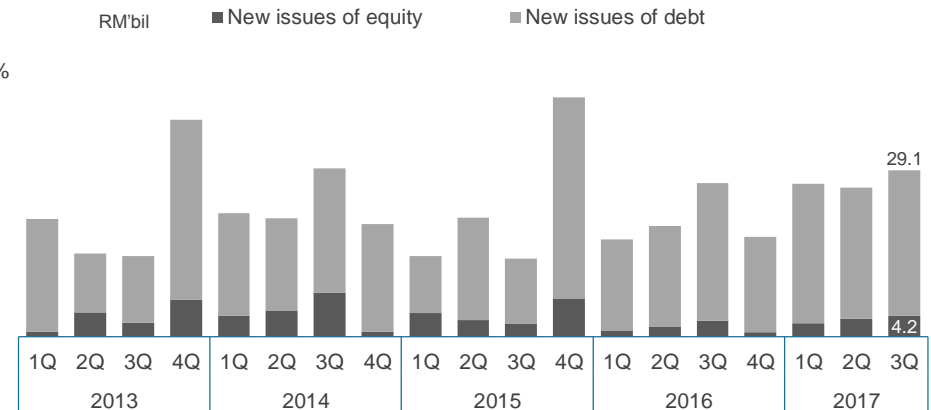
Loans Growth



Capital Ratios



Capital Activities



Beginning January 2013, capital components are reported based on Basel III Capital Adequacy Framework



AmBank Group

Source: BNM

Glossary/Disclaimer of warranty and limitation of liability

Reported Performance

Reported performance refers to the financial performance as reported in the audited financial statements and disclosed to the market

One Offs

One offs comprise those impacts on financial performance that arise from changes to :

- accounting and provisioning policies (eg 5 and 7 year rules)
- differences between economic and accounting hedges
- prior period catch ups (eg backdated salary costs)
- strategic investments and divestments (eg ANZ partnership), and
- tax and regulatory regimes (eg deferred tax asset write off due to reduction in corporate tax rates)

Underlying Performance

Underlying performance refers to the financial performance adjusted for one off impacts as above

Business Divisions

Business divisions

- comprise AmBank Group's core operating businesses that generate profits from direct customer transactions and interactions
- have relatively more stable income streams, incur the bulk of the costs and typically have a lower risk profile
- in most instances have market shares and growth metrics that can be measured and benchmarked externally

Operating Segments

Operating segments

- have more volatile and lumpy income streams, with the former a direct function of risk appetite
- include
 - income and expenses associated with shareholder funds, loan rehabilitation and legacy businesses, plus
 - costs associated with corporate, shared services and governance functions currently not charged back to the business units

Disclaimer of Warranty and Limitation of Liability

The information provided is believed to be correct at the time of presentation. AMMB Holdings Berhad or AMMB Holdings or "AMMB" or its affiliates do not make any representation or warranty, express or implied, as to the adequacy, accuracy, completeness or fairness of any such information and opinion contained and shall not be liable for any consequences of any reliance thereon. Neither AMMB Holdings nor its affiliates are acting as your financial advisor or agent. The individual is responsible to make your own independent assessment of the information herein and should not treat such content as advice relating to legal, accounting, and taxation or investment matters and should consult your own advisers.

Forward looking statements are based upon the current beliefs and expectations of the AMMB Holdings and are subject to significant risks and uncertainties. Actual results may differ from those set forth in the forward looking statements. AMMB Holdings does not undertake to update the forward looking statements to reflect impact of circumstances or events that may arise after the date of this presentation.

The information in the presentation is not and should not be construed as an offer or recommendation to buy or sell securities. Neither does this presentation purport to contain all the information that a prospective investor may require. Because it is not possible for AMMB Holdings or its affiliates to have regard to the investment objectives, financial situation and particular needs of each individual who reads the information contained thus the information presented may not be appropriate for all persons.

The information contained is not allowed to be reproduced, redistributed, transmitted or passed on, directly or indirectly, to any other person or published electronically or via print, in whole or in part, for any purpose.

The term "AMMB Holdings" and "AmBank Group" denotes all Group companies within the AMMB Holdings Group and this Disclaimer of Warranty and Limitation of Liability policy applies to the financial institutions under AMMB Holdings.



AmBank Group

Glossary/Disclaimer of warranty and limitation of liability

The material in this presentation is general background information about AmBank Group's activities current at the date of the presentation. It is information given in summary form and does not purport to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. These should be considered, with or without professional advice when deciding if an investment is appropriate.

For further information, visit www.ambankgroup.com;

or contact

Ganesh Kumar Nadarajah

Executive Vice President, Group Finance – Business Performance & Investor Relations

Tel: +603 2036 1435

Fax: +603 2031 7384

Email: ganesh-kumar@ambankgroup.com / ir@ambankgroup.com

Cindy Ho Soke Ching

Vice President, Group Finance – Business Performance & Investor Relations

Tel: +603 2036 1926

Fax: +603 2031 7384

Email: cindy-ho@ambankgroup.com / ir@ambankgroup.com

Affryll Teo Leong Hup

Vice President, Group Finance – Business Performance & Investor Relations

Tel: +603 2036 2633 (Ext: 6230)

Fax: +603 2031 7384

Email: affryll-teo@ambankgroup.com / ir@ambankgroup.com

