

## Wholesale Banking

“Wholesale Banking continues to deliver strong performance with an income growth of 15% year-on-year (YoY). Through efficient and effective capital management, we have managed to enhance our return on capital employed (ROCE) to a stellar 15%. We continue to focus on customer experience by developing bespoke Cash Management solutions for our clients. As a result, our Current Account Savings Account (CASA) base has recorded a double-digit increase of 14% YoY. In addition, despite the challenging landscape, Group Treasury and Markets (GTM) has managed to deliver impressive results with higher growth in investment, treasury solutions and trading income.”



**RAJA TEH MAIMUNAH RAJA ABDUL AZIZ**

Managing Director, Wholesale Banking  
AmBank Group

### ABOUT US

AmBank Group’s Wholesale Banking team comprises of three main divisions: Corporate Banking, Transaction Banking and Group Treasury and Markets (GTM). Our client coverage teams manage client relationships across mid-sized and large corporations from a wide range of economic sectors and industries. Coupled with our business solutions teams, we are able to provide clients with an extensive repertoire to help meet their diverse financial services needs, encompassing cash management, trade solutions, financing, foreign exchange (FX), remittances, investments, treasury, debt and equity capital markets solutions, amongst others.

### Wholesale Banking

#### Corporate Banking

Offers a full range of products and services of corporate lending, trade finance, offshore banking and cash management solutions to wholesale banking clients.

#### Transaction Banking

Delivers cash management solutions, trade products and remittances to corporate clients.

#### Group Treasury and Markets (GTM)

Manages liquidity for the banking group, as well as offers financial markets solutions to a broad range of clients across all asset class. The sales and trading activities cover fixed income, interest rates, foreign exchange, money market, equity, commodities and derivatives.

## OUR PERFORMANCE

Wholesale Banking registered an income of RM1,237 million, up 15% YoY and contributing to circa 29% of the total Group's revenue. Net interest income (NII) grew 11% YoY, underpinned by higher loan base and treasury assets with improved margin. Non-interest income (NOII) growth of 25% YoY was mainly boosted by robust trading and investment income from GTM. Transaction Banking remains focused on building operating accounts via cash management solutions to secure sticky CASA and trade assets. As a result, gross loans increased by 6.0% YoY while deposits experienced a double-digit growth of 22% YoY. GTM delivered another year of strong performance with an income growth of 81% YoY, remaining undeterred by the volatile market environment due to tight risk management and the precise execution of their strategy. Wholesale Banking contributed to 58% of total Group PATMI.

**Total Income**  
**RM1,237.0**  
 Million in FY2020

RM1,076.2 Million in FY2019

**Net Interest Income (NII)**  
**RM849.6**  
 Million in FY2020

RM766.9 Million in FY2019

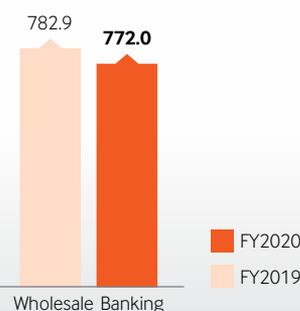
**Non-Interest Income (NOII)**  
**RM387.4**  
 Million in FY2020

RM309.3 Million in FY2019

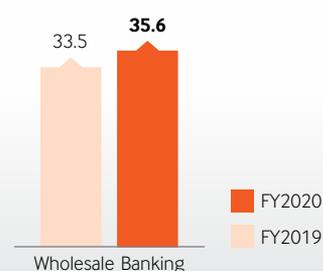
**Cost-to-Income Ratio (CTI)**  
**24.5%**  
 in FY2020

26.3% in FY2019

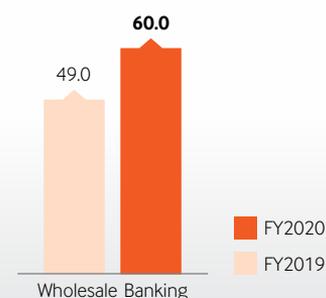
### Profit After Tax (PAT) (RM Million)



### Gross Loans (RM Billion)



### Deposits From Customers (RM Billion)



## AWARDS & RECOGNITION



### ETF Awards 2019

The Highest Traded Volume from Bursa by the ETF Awards 2019

### Alpha South-East Asia Awards 2019

- Best FX Bank for Corporates and Financial Institutions (8<sup>th</sup> Consecutive Year)
- Best FX Bank for Structured Products: Commodities, Credit, Equity, FX and Multi-Assets for FX and Treasury Segment

### Malaysian e-Payment Excellence Award (MEEA) 2019

Outstanding Contributions to JomPAY

### Wells Fargo & Company

Wells Fargo Operational Excellence Award 2019

### State Government of Selangor

Appreciation Award for Driving the Cashless Economy Agenda & Developing a Digital Ecosystem in Selangor 2019

### Sabah Credit Corporation

Strategic Partner Award in Sabah Pay 2020

## KEY INITIATIVES &amp; OUTCOMES

## Key Initiatives

## Outcomes

## LUNO

- Appointed as the primary banker for LUNO, the first regulatory-approved cryptocurrency exchange in Malaysia.
- Invested in developing infrastructure according to regulatory requirements that allow for transaction monitoring and customised reconciliation. This facilitates the seamless operations of the LUNO exchange.

- Customer funds for LUNO are maintained in an AmBank Trust Account as per Securities Commission (SC) requirements.

- LUNO customers are able to seamlessly top up their LUNO wallet and withdraw funds through online or mobile banking.

## Rakuten Trade

- The first bank to offer a B2B DuitNow Application Programming Interface (API) solution.
- Partnered with Rakuten Trade, Malaysia's first full-fledged online equity broker, to enable the online acquisition and onboarding of new customers.
- Delivered a bespoke solution by offering connectivity directly to PayNet via AmBank's API to provide real-time customer verification as part of Rakuten Trade's customer onboarding process.

- Seamless customer experience for the existing customer acquisition process.

## Hengyuan Refining Company Bhd

- Hengyuan Refining Company Berhad (HRC), formerly known as Shell Refining Company (Federation of Malaysia) Berhad, one of the oldest refinery in Malaysia.
- Offered Supply Chain Financing on Receivables Purchase, in which the Bank was able to assist HRC to discount its receivables on a limited recourse basis.

- Enable HRC to monetise its receivable to improve its liquidity position.

## Bespoke Financing Solutions

- Provided comprehensive financing solutions to corporate clients, including debt financing and syndicated loans.

- RM1.2 Billion Syndicated Commodity Murabahah Term Financing-i for Serba Dinamik Holdings Berhad.

- RM620.0 Million Syndicated Term Financing-i for TSSA Harta Sdn Bhd.

- RM10.0 Billion Sukuk Wakalah Issuance for MBSB Bank Berhad.

- RM1.5 Billion Syndicated Sukuk Murabahah Programme for Tanjung Pinang Development Sdn Bhd.

## CHALLENGES & RISKS



## PROSPECTS & OUTLOOK

In the upcoming financial year, the financial market will have to navigate the economic challenges brought by existing challenges, such as trade war and political changes, as well as the unprecedented economic impact of COVID-19. Customers are expected to face a disruption in cash flow due to slow business demand, thus impacting growth and asset quality. To ease the financial burden of our customers, Wholesale Banking will review the Restructured & Rescheduled (R&R) loans of borrowers, extending beyond the six-month moratorium period.

Over the next two years, Wholesale Banking will work to mitigate the financial impact of COVID-19 by focusing on key areas of growth. We will prioritise on further developing our FX franchise by leveraging the Group's coverage and distribution footprint, whilst enhancing our cash management capabilities through digital collection and payment solutions. We will also recalibrate our assets by focusing on ROCE as well as provide infrastructure support to e-money players. Furthermore, we will continue to refine our suite of products and services, both conventional and Shariah, to meet the needs of our increasingly sophisticated clientele amidst the evolving market.