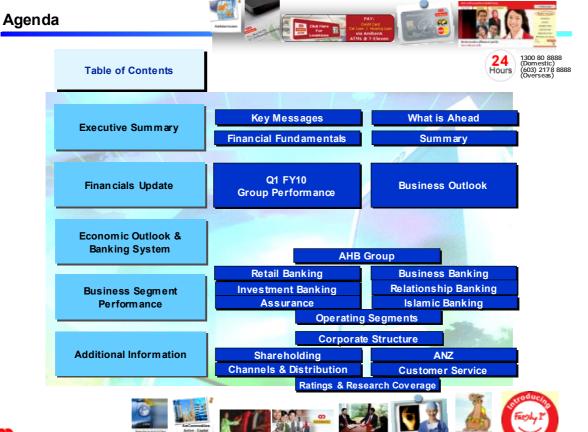
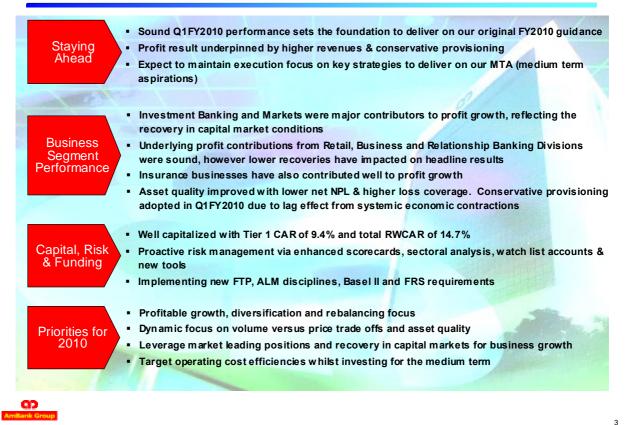


Updated for Q1FY2010 financial results and other uptodate information





### Key messages : Well positioned to deliver on FY2010 expectations



#### Strong Q1FY2010 results, sets good foundations for FY2010

		Q1 FY09 1	Q1 FY10 <sup>2</sup>	Change
u ce	Profit after Tax & MI	RM 202.9 mil	RM 258.2 mil	27.3%
Performance	ROE	11.3%	13.1%	1.8%
Per	EPS (basic, annualised)	29.8 sen	37.9 sen	27.3%
-	Net Lending / Financing	RM 53,031 mil	RM 57,982 mil	9.3%
Growth	Customer Deposits	RM 53,930 mil	RM 65,414 mil	21.3%
	CASA	RM 6,339 mil	RM 7,437 mil	17.3%
al & file	Net NPL / NPF Ratio	3.3%	2.4%	- 0.9%
apita g Pro	RWCA	14.9%	14.7%	- 0.2%
Risk, Capital & Funding Profile	Tier 1	9.1%	9.4%	0.3%
μŇ	LD Ratio	98.3%	88.6%	- 9.7%

#### Note

- Q1 FY09 3 months of financial year ended 31 March 2009, ie April 2008 June 2008
- <sup>2</sup> Q1 FY10 3 months of financial year ending 31 March 2010, ie April 2009 June 2009 <sup>3</sup> Financial statements for Q1FY10 restated for reclassification of deposits from select non-bank FI's from Deposits and Placements of Banks and
- Other Financial Institutions to Deposits from Customers (Q1FY09 Customer Deposits and CASA restated

4

4 Q1FY09 capital ratios recomputed per Q1FY10 basis for BASEL II compliance

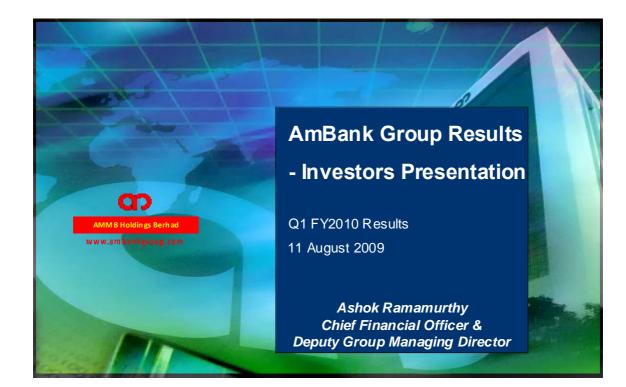


#### What is ahead ...

	Increasing global optimism for revival of the world economies but risks linger
	Recovery for Malaysia's trade dependent economy expected to be slow
Industry :	<ul> <li>Banks shoring up their capital position although BNM commented that the banking system remains strong</li> </ul>
What is Ahead	<ul> <li>Growth in lending &amp; risk weighted assets will be slower save for government and infrastructure related sectors</li> </ul>
	<ul> <li>Continued strong competition and irrational pricing in some segments</li> </ul>
	Recovery in capital market activities to continue in the short term with pent up demand
Malaysia; Headroom to	<ul> <li>Economy expected to shrink in 2009 by between 3%-5% but bounce back to grow circa 3.0% in CY10 (general consensus)</li> </ul>
consider additional	<ul> <li>Fiscal spending of RM 67 billion (CY09/10) providing shield to an otherwise sluggish economy in 2009</li> </ul>
policy options	<ul> <li>Potential exists for further loosening of the monetary policies and fiscal spending by policymakers</li> </ul>
	Executing to AHB's strategic themes will provide greater resilience
AMMB; Facing	<ul> <li>Enhanced risk and governance frameworks, and continued system upgrades</li> </ul>
headwinds but cautiously optimistic	<ul> <li>Tougher economic conditions, despite disciplined execution, will delay achievement of MTA</li> </ul>
	<ul> <li>ANZ, our strategic partner, is 1 of 11 AA rated banks in the world and listed as 1 of the 20 safest banks globally by Globe Finance Magazine, February 2009</li> </ul>
AmBank Group	5

#### Summary







# Q1 FY10 Group Performance



REPORTED	RM'mil	Q1F Y09	Q1F Y10	Q1F Y10 vs Q1F Y09	Business Performance		
Income		679.4	888.1	+30.7% 🕇	Income :		
Expenses		317.8	352.3	+10.9% 🕇	<ul> <li>All Divisions recorded good grove except Business Banking which</li> </ul>		
PBP		361.6	535.7	+48.2% 🕇	lower interest recoveries Expenses:		
Provisions		88.0	182.2	+107.2% 🕇	<ul> <li>Reflects salary adjustments, on</li> </ul>	ioi na medi	um term
РВТ		273.6	353.5	+29.2% 🕇	investments and CPI, but within		
PAT		204.1	265.5	+30.0%	Provisions :		
PATMI		202.9	258.2	+27.3%	<ul> <li>Pro-active provisioning ahead of downturn</li> </ul>	the econd	omic
UNDERLYING <sup>1</sup>					<ul> <li>Provisions include PER build-up losses</li> <li>One-off impacts :</li> </ul>	and impai	irment
Income		679.7	888.7	+30.7% 🕇	RM'mil	Q1F Y09	Q1F Y1
Expenses		317.8	343.6	+8.1% 🕇	Income : hedge accounting, disposal AmG shares	0.3	0.6
PBP		361.9	545.1	+50.6% 🕇	Expenses : capital raising	-	-8.8
Provisions		88.0	182.2	+107.2% 🕇	Tax : tax impact on one-offs,	1.8	6.4
РВТ		273.9	362.9	+32.5% 🕇	thin capitalisation		
PAT		202.7	268.5	+32.5% 🕇	MI : impact on disposal of AmG Insurance	-	-2.4
		201.4	263.7	+30.9%	PATMI : Total impact	-1.5	5.4

### Sound profit growth, provisions within expectations



Q1FY09 results Favourable growth in Q1FY10 Unfavourable growth in Q1FY10

Note : 1 Q1FY2009 underlying is reinstated for one-off's as at 30 June 2009

# Improved PATMI underpinned by Investment Banking, Assurance & Markets

PATMI : Growth contribu	ited by	Investment Ba	anking & A	ssurar	nce				
RM'mil			Q1F Y09	Q1F Y10	Q1F Y10 vs Q1F Y09	Business Pe	rformance	)	
Retail Banking Division	<sup>1</sup> (56.1%)		155.5	155.5	0.0%	<ul> <li>Better i perform</li> </ul>			-
Business Banking Division	(8.9%)		35.7	24.7	-30.8%	capital ı improve		conditio	ns
Investment Banking Division	(22.0%)		23.1	60.9	+163.9% 🕇	<ul> <li>Retail &amp; impacte</li> </ul>			•
Relationship Banking & Regional Business	(7.2%)		26.2	20.0	-23.7%	Operati	<u> </u>		40.00
Assurance	(5.8%)		3.8	16.2	+332.5%	Underly ing PAT	202.7	Q1FY10 268.5	10 vs 09 +32.5%
Operating Segments :						One-Off's including MI	1.5	-5.4	-456.4%
Reported PATMI			-41.3	-19.1	+53.8% 🕇	МІ	-1.3	-4.8	+280.6%

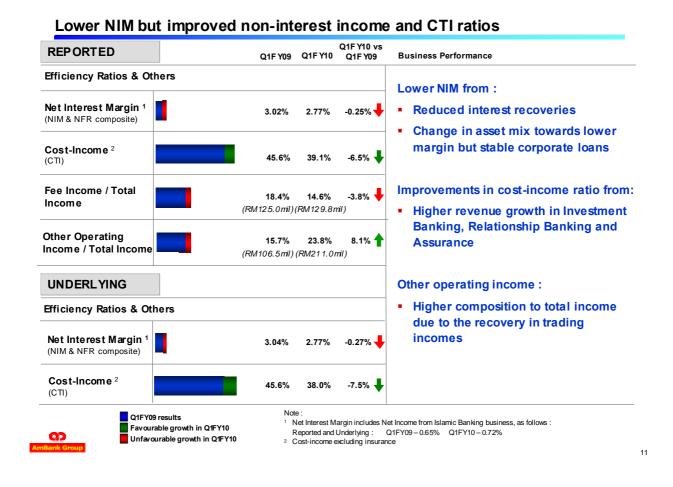
Net Assets <sup>2</sup> : Growth contributed	d by Business & Relationship Banking	Business Performance
Retail Banking Division	40,731.6 42,194.2 +3.6% 🕇	segments in a highly competitive
Business Banking Division	8,724.3 9,915.9 +13.7%	<ul><li>environment</li><li>Targeted growth in Business and</li></ul>
Relationship Banking & Regional Business	3,717.9 5,418.1 +45.7% 🛉	SME loans, focusing on more stable sectors
Q1FY09 results Favourable growth in Q1FY10	Note : 1. Bracket denotes composition of contribution to PATMI b	/ husiness segment

ap

Unfavourable growth in Q1FY10

 Bracket de notes composition of contribution to PATMI by busines
 Net Assets : net lending & net financing (net of IIS, SP and GP) segment

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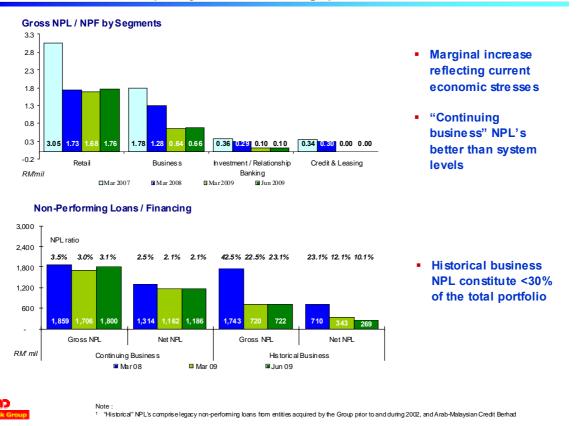
# Balance sheet fundamentals looking good, with strong deposit growth

REPORTED	RM'mil	Q1F Y09	Q1F Y10	Q1F Y10 vs Q1F Y09	Business Performance
Balance Sheet – Lendi	ng / Financing				
Gross loans / financing		57,363.4	60,793.9	+6.0% 🕇	<ul> <li>Loans growth to focus on</li> </ul>
Net loans / financing		53,031.0	57,982.0	+9.3% 🕇	preferred and viable segments,
Balance Sheet - Depos	its				and targeted industry sectors
Customer Deposits		53,929.9	65,414.1	+21.3% 🕇	
CASA <sup>1</sup> Deposits		6,339.4	7,436.7	+17.3% 🕇	<ul> <li>More diversified deposit base with initiatives in retail and</li> </ul>
CASA Proportion <sup>2</sup>		11.8%	11.4%	-0.4% 🖊	business segments showing
LD Ratio <sup>3</sup>		98.3%	88.6%	-9.7% 🖊	improved results

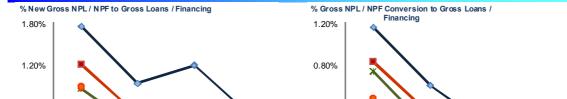
Note : 1 CASA : current accounts & savings accounts 2 CASA proportion : as composition of Deposits from Customers

LD based on net loans (net IIS, SP, GP) Financial statements for Q1FY10 restated for reclassification of deposits from select non-bank FI's from Deposits and Placements of Banks and Other Financial Institutions to Deposits from Customers (Q1FY09 Customer Deposits and CASA reclassified)

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### Better overall asset quality and decreasing quantum of historical issues



Stable new gross NPL / NPF formation but lower conversions in Q1FY2010



Q2

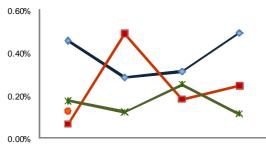
Q3

Q4

Q1

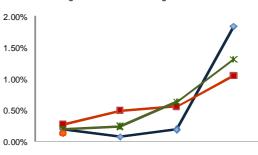
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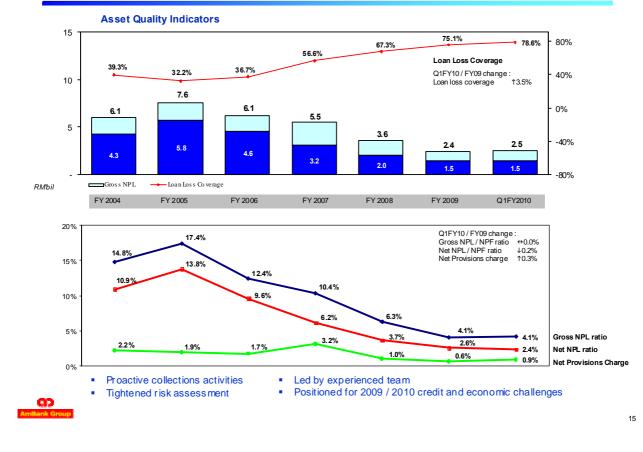






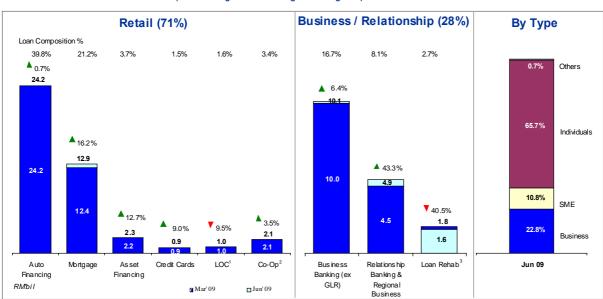


13



### Improving trends on net NPL / NPF & loan loss coverage

### Loans / Financing growth focused on viable segments and diversification



GROSSLOAN / FINANCING MOVEMENT (before netting Islamic financing sold to Cagamas)

#### • Retail: targeting profitable segments

- Business & Relationship: harness synergies via deepening customer relationships Note
- ap

2

LCC : line of credit financing Co-Qo : personal boars to government staff Loan enhab : loan rehabitation units of Business Banking and Relationship Banking Other Icans of legal entities not part of Retail, Business or Relationship Banking constituted 1% of total Icans portfolio (RM0.8 bil)

by Interest Rate

Mar-08

62%

38%

Mar-09

60%

40%

RM'bil

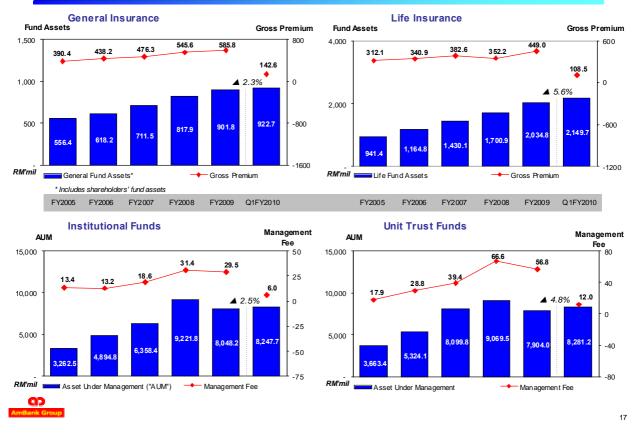
Fixed rate

Variable rate

Jun-09

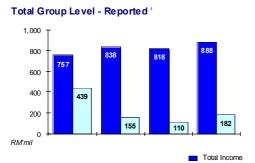
59%

41%

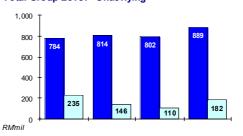


### Good growth momentum for Insurance and Funds Management businesses

### Sound income growth and conservative provisions in Q1FY2010



Total Group Level - Underlying



Provisions

Average per quarter FY2008 FY2007

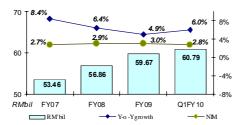
#### Gross Loans / Financing & NIM / NFM

Average per quarter FY2008

FY2007

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**CD** 



FY2009



FY2009

Q1FY2010

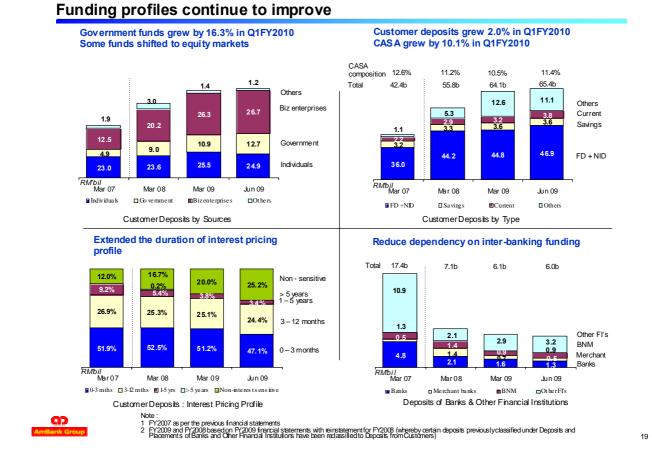
Income and Fee : performance reflecting improved contributions from investment banking 

Provisions : to institute more proactive collections management

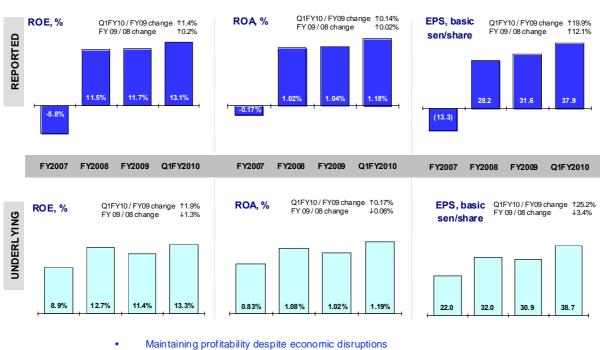
Q1FY2010

- NIM : low er recoveries (-0.1%) and changes in lending mix tow ards low er margin but stable corporate loans Note
  - 1

: FY2007 as per the previous FY2008 market pack Total Income includes Net Interest Income, hoome from Islamic Banking, Income from Insurance Business and Other Operating Income, Trading & Investment Income includes brex gain /loss, Non-Interest Income comprises Fee Income, Trading & Investment Income and Other Income

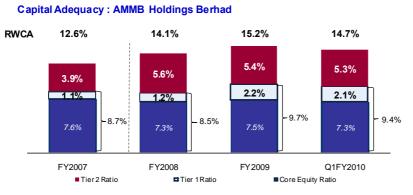


### Improved earnings and returns ratios for Q1FY2010



Better utilization of asset resources

C AmBank Group



### Strong capital base to meet ensuing challenges and support growth

 Wef 1.1.08, adoption of BNM's RWCA F-Basel II, Standardised Approach for Credit Risk & Market Risk, and Basic Indicator Approach for Operational Risk

• RWA of Group derived by aggregating RWA of banking subsidiaries

 CA R excludes Q1 FY2010 profits; if included Tier 1 and RWCA ratios will improve by circa 0.4% (proforma : 9.8%) and 0.3% (proforma : 15.0%) respectively

		FY2	0 09			Q1F)	(2010	
Capital ratio by legal entity	Capital Base RM'bil	RWA RM'bil	Tier 1 Ratio %	RWCA Ratio %	Capital Base RM'bil	RWA RM'bil	Tier 1 Ratio %	RWCA Ratio %
AmBank (M) Berhad, Group	9.0	61.2	9.3%	14.6%	9.0	62.8	9.0%	14.3%
AmBank (M) Berhad	7.2	50.8	10.4%	14.2%	7.2	51.9	10.2%	13.9%
AmInvestment Bank Berhad, Group	0.6	1.7	27.1%	34.2%	0.6	2.5	19.0%	24.0%
AmIslamic Bank Berhad	1.7	10.4	11.2%	16.7%	1.7	10.7	11.0%	16.3%
AMMB Holdings Berhad, Group	9.5	63.0	9.7%	15.2%	9.6	65.2	9.4%	14.7%

• Total RWA has reduced, partly due to changes in BNM's weightage for undraw n commitments.

Relatively higher capital ratio as compared with peers

Strongly positioned to continue building lending franchises

Raised RM500mil NIT1 in 4QFY09

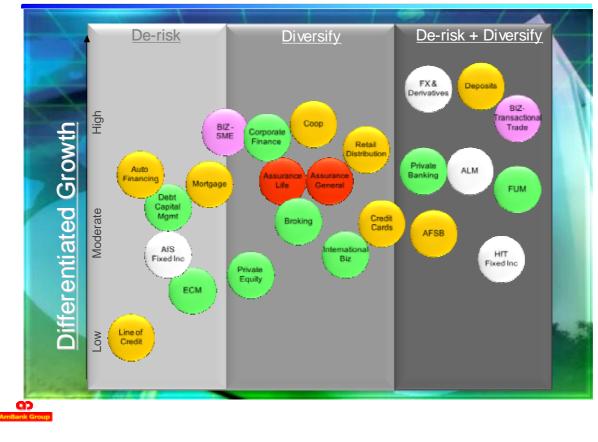


Note : 1 FY2007 capital adequacy ratios as per the published financial statements of AHB for FY2008

21

# **Business Outlook**





## Strategic focus FY2010: Maintain viable growth and rebalancing focus

## Strategy & outlook for FY2010 refined to incorporate improving market conditions

Overall	<ul> <li>Maintain profitable grow th and rebalancing focus via executing on our strategic agenda</li> <li>Income diversification, cost management, <i>deposit growth</i> and enhanced risk disciplines are key priorities for FY 2010</li> <li>Position business for potential economic recovery tow ards mid FY2011</li> </ul>
Retail Banking	<ul> <li>Maintain asset grow th focus on profitable segments w hilst grow ing deposits</li> <li>Expect higher income grow th from historical fixed income assets (under FTP)</li> <li>Expect increased delinquencies &amp; credit costs</li> <li>Enhanced focus on risk management and collections</li> <li>Expect minimal profit grow th for FY2010</li> </ul>
Business Banking	<ul> <li>Proactively manage existing accounts to mitigate higher risk of default</li> <li>Focus on building a sustainable asset base targeted tow ards stronger industry segments and with greater diversification</li> <li>Enhance focus on deposits &amp; transaction based fees</li> <li>Expect rapid FY2009 profit grow th to moderate in FY2010</li> </ul>
Investment Banking	<ul> <li>Uncertain economic environment means equity and debt markets remain subdued</li> <li>Focus on core expertise in advisory and capital market activities</li> <li>Expect (<i>stable to</i>) rising profit performance over FY2009</li> </ul>
CT ank Group	Note : Modifications made to previous strategy and outcok are in " <i>italics</i> "

23

### Strategy & outlook for FY2010 refined to incorporate improving market conditions

Relationship Banking & Regional Biz	<ul> <li>Deepen customer relationships to generate fee incomes and advisory mandates</li> <li>Enhance focus on capital efficient business grow th and loan pricing to reflect economic risks</li> <li>Expect an improved profit performance over FY2009</li> </ul>
Assurance	<ul> <li>Expect modest grow th via revenue increase and efficiency improvements over FY2009</li> <li>MAA business acquisition, <i>if proceeded with</i>, will bring in synergies later</li> </ul>
Markets Biz	<ul> <li>Focus on reducing volatile exposures &amp; diversifying revenues</li> <li>Market disruption not expected to recur leading to improved fixed income profit performance</li> <li>Expect Markets FX and Derivative businesses to contribute to income grow th</li> </ul>
	A CONTRACTOR OF A CONTRACTOR O
Risk & Financial Governance	<ul> <li>Implement new retail tools including 3G scorecards, PD &amp; LGD models</li> <li>Implement new non-retail PD, EAD and LGD models, financial spreading tool and security indicators (collateral management)</li> <li>Implement new FTP and ALM disciplines, Basel II and FRS requirements</li> </ul>
	Note : Modifications made to previous strategy and out ook are in " <i>italics</i> "

### Well set to achieve FY2010 earnings guidance

	FY 07	FY 08	FY 09	Q1FY 10	FY 2010	Medium Term Aspirations (MTA)	
ΡΑΤΜΙ	Reported: -RM282.5 mil Underlying: RM468.3 mil	Reported: RM668.5 mil Underlying: RM837.4 mil	Reported: RM860.8 mil Underlying: RM840.7 mil	Reported : RM258.2 mil Underlying : RM263.7 mil	RM800-900 mil	FY2012: circa >RM1.2bil	* Potentia for net NPL ratio to be
ROE	Reported: -5.8% Underlying: 8.9%	Reported : 11.5% Underlying : 12.7%	Reported : 11.7% Underlying : 11.4%	Reported : 13.1% Underlying : 13.3%	circa 11%	FY2012:circa 15% MTA:17–20%	lower
CTI <sup>1</sup>	Reported: 37.1%	Reported: 39.6%	Reported: 43.0%	Reported: 39.1%	circa 45%	circa 40%	
Net NPL Ratio	Reported: 6.2%	Reported: 3.7%	Reported: 2.6%	Reported: 2.4%	circa 4% * with positive bias	FY2012:2-3% MTA:below system	
<b>Dividend</b> gross/ payout	5.0 sen / share	6.0 sen / share	8.0 sen / share	N/A	≥ 10.0 sen / share	Payout % ≥ system average	

Note: Should the current trend of economy persists, he parameters may be revised in FY2010 mid-year Underlying performance of PATM and ROE for FY08 adjusted forone-off impacts including restatement as if Aminvestment Group Berhad was a 100%-owned entity of AMMB Underlying performance of PATM and ROE for FY07 as per previous FY08 market pack

1 CT1 excludes all insurance activities (different measurement)



#### **Concluding remarks**



# Additional Group Details

- Business Segment Performance
- Economy Outlook and Banking System
- Corporate Structure
- ANZ
- Channels & Distribution Network
- Customer Service
- Ratings
- Research Coverage

AmBank Group

**Business Segment Performance** 



### **Retail Banking Division**

	DMI			Q1F Y10 vs
	RM'mil	Q1F Y09	Q1F Y10	Q1F Y09
Income		427.1	454.3	+6.4% 🕇
Expenses		159.4	164.2	+3.0% 🔶
PBP		267.6	290.1	+8.4% 🕇
Provisions		60.3	80.9	+34.3% 🕇
РВТ		207.4	209.1	+0.8% 🕇
ΡΑΤ		155.5	155.5	0.0% 🔶
Gross loans / financing		41,805.7	43,297.3	+3.6% 🕇
Net loans / financing 1		40,731.6	42,194.2	+3.6% 🕇
Gross NPL / NPF (net IIS)	Ratio : 4.07%	1,710.2	1,760.1	+2.9% 🕇
Net NPL / NPF (net IIS, SP)	Ratio : 3.06%	1,268.9	1,312.8	+3.5% 🕇
Customer Deposits <sup>2</sup>		33,673.9	36,478.3	+8.3% 🕇
Low Cost Deposits <sup>2</sup>		5,519.0	6,523.2	+18.2% 🕇
ROA (annualised PAT / average net loans)		1.54%	1.48%	-0.06% 🖊
СТІ		37.3%	36.1%	-1.2% 🖊
Loan Loss Coverage		62.8%	62.7%	-0.1% 🖊



- Income grow th underpinned by focus on • profitable segments and risk pricing
- Expenses reflecting growing footprints and upgrade in risk tools, people cost and IT systems
- Strong CA SA and deposit grow th
- More vigilant measures to improve asset . quality via enhancement to credit risk management, collections and recoveries management

#### Retail Banking's Aspirations :

 Establish retail business models in key areas of profitability for coming year and readiness to engage scalable grow th ahead

#### Strategic Agenda :

- Focus target market and portfolio base by product
- Streamline distribution channels for . productivity and efficiency
- Strengthen risk and sustain portfolio health
- . Enhance service levels - TAT, SSM and customer services
- Continue to build operational infrastructure for efficiency and capacity



Q1FY09 results Favourable growth in Q1FY10 Unfavourable growth in Q1FY10

Note : 1 Net bans : net of IIS, SP and GP 2 Financial statements for QTP/10 estated for reclassification of deposits from select non-bank FI's from Deposits and Recements of Banks and Other Financial Institutions to Deposits from Customes



### **Business Banking Division \***

	RM'mil	Q1F Y09	Q1F Y10	Q1F Y10 Q1F Y	
Income		86.1	69.9	-18.9%	♦
Expenses		18.9	19.7	+4.4%	1
PBP		67.2	50.1	-25.4%	♦
Provisions		19.6	17.2	-12.4%	ł
РВТ		47.6	33.0	-30.8%	♦
РАТ		35.7	24.7	-30.8%	♦
Gross loans / financing		8,940.3	10,142.6	+13.4%	↑
Net loans / financing <sup>1</sup>		8,724.3	9,915.9	+13.7%	t
Gross NPL / NPF (net IIS)	Ratio : 1.28%	103.2	130.1	+26.0%	1
Net NPL / NPF (net IIS, SP)	Ratio : 0.57%	22.7	57.5	+152.9%	1
Customer Deposits <sup>2</sup>		1,372.4	2,181.3	+58.9%	1
Low-Cost Deposits <sup>2</sup>		827.9	938.9	+13.4%	♠
ROA (annualised PAT / average net loans)		1.95%	1.04%	-0.91%	♦
СТІ		22.0%	28.3%	+6.3%	1
Loan Loss Coverage		209.3%	174.2%	-35.1%	ł
Q1FY09 results	Note : 1 Net loars : ne 2 Financial stat		Y10 restated for		ion of

deposits from select non-bank Fl's from Deposits and Placements of Banks and Other Financial Institutions to Deposits from Customers

- Income grow th impacted by low er interest recoveries
- Cost increase largely reflecting expansion in relationship team
- More vigilant measures in asset quality via enhancement to credit risk management

#### **Business Banking's Aspirations :**

 Entrench business in stable industries in accordance to government stimulus packages, grow fee income / non interest income and deposit base

#### Strategic agenda :

- Overall 3C approach : Conserve, Control, Caution
- Conserve Maintain good relationship with existing customers through excellent service and managing expectations
- Control Greater emphasis on monitoring customers' conduct of account
- Caution In respect of new application for facilities, to target customers with good track record, feasible business plans and operating in chosen sectors

\* Excludes Business Banking Loan Rehabilitation

### **Investment Banking Division \***

Favourable growth in Q1FY10

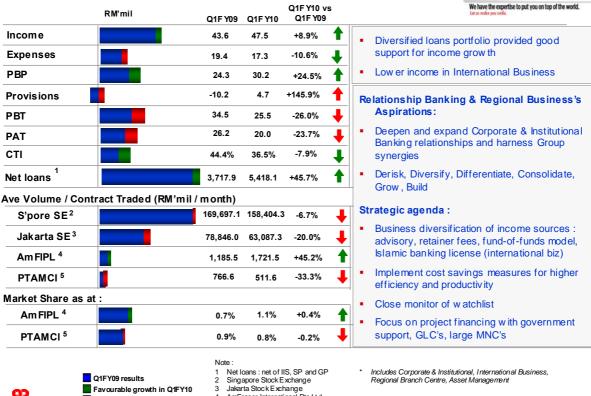
Unfavourable growth in Q1FY10

	RM'mil	Q1F Y09	Q1F Y10	Q1F Y10 v Q1F Y09	s
Income		69.5	118.4	+70.4%	t
Expenses		37.9	36.1	-4.7%	1
PBP		31.6	82.2	+160.6%	1
Provisions		-0.6	0.8	+236.2%	1
РВТ		32.1	81.5	+153.8%	1
РАТ		23.1	60.9	+163.9%	1
сті		54.6%	30.5%	-24.0%	1
Assets Management <sup>1</sup>		21,468.8	19,978.3	-6.9%	ł
Ave Volume / Contra	act Traded (RM	'mil / month)			
Bursa M'sia		58,678.3	57,410.1	-2.2%	ŧ
Future KL index		490.7	436.2	-11.1%	ł
IB Broking		4,755.5	4,480.2	-5.8%	ł
Am Future		82.9	85.0	+2.6%	1
Market Share as at	:				
IB Broking		8.2%	7.8%	-0.3%	1
AmFuture		15.6%	20.2%	+4.6%	4





Q1FY09 results Favourable growth in Q1FY10 Unfavourable growth in Q1FY10 Note : <sup>1</sup> Including AmInvestment Management, AmInvestment Services, private banking & AmARA Includes Corporate Finance, Debt Capital, Equity Capital, Structured Finance, Equity Derivatives, Broking & Futures, Funds Management, Private Banking





Q1FY09 results
Favourable growth in Q1FY10
Unfavourable growth in Q1FY10

	~	ongapore otoon E tonan
0	3	Jakarta Stock Exchange
	1	AmErseer International E

4 AmFraser International Pte Ltd 5 PT AmCapital Indonesia



### Assurance

	RM'mil	Q1F Y09	Q1F Y10	Q1F Y10 Q1F Y09	
Income		23.7	33.6	+41.6%	1
Expenses		18.7	18.3	-2.6%	¥
PBP		5.0	15.3	+208.0%	1
Provisions		1.0	0.0	-101.2%	♦
PBT		3.9	15.3	+289.7%	1
ΡΑΤ		3.8	16.2	+332.5%	
СТІ		79.0%	54.3%	-24.7%	ŧ
Life Insurance fund assets		1,715.6	2,149.7	+25.3%	1
General Insurance fund assets <sup>1</sup>		836.9	875.7	+4.6%	•
Post-tax ROE		6.0%	16.2%	+10.1%	•
General business claim		78.3%	75.5%	-2.8%	ŧ



- Higher income from enhanced agency network . and focus on product bundling and cross selling
  - Better claims experience compared to Q1FY2009

#### Assurance's Aspirations :

• To be the top 3 insurer in terms of premiums

#### Strategic Agenda:

#### Life :

- Improve capital efficiency via better ALM practices
- Improve sales & operating efficiency via enhanced core system and distribution channel management

#### General

- Enhance customer segmentation analytics for motor business
- Develop alternative channels for non-motor business
- Rationalise branch operating model & centralise work processes



Q1EY09 results Favourable growth in Q1FY10 Unfavourable growth in Q1FY10 Note Excludes the shareholders' fund assets as both life and general insurance businesses resided within the same entity in FY2009

# Group Operating Segments\*

Income				Business Performance
	29.4	164.4	+459.1% 🕇	Higher income from :
Expenses	63.5	96.7	+52.3%	<ul> <li>Treasury and Proprietary Trading (improved trading conditions)</li> <li>Loan Rehab units (recovery rate as scheduled)</li> </ul>
РВР	-34.1	67.8	+298.9%	Shareholders fund, Corporate & Shared Services
Provisions	17.8	78.7	+341.3% 🕇	(consolidation adjustments)
РВТ	-51.9	-10.9	+78.9%	<ul> <li>One-off impacts are included in Operating Segments</li> </ul>
PAT	-40.1	-11.8	+70.5%	<ul> <li>Includes : one-off revenue and expenses, additional provisions, reduction in deferred tax assets, taxation impacts</li> </ul>
РАТМІ	-41.3	-19.1	+53.8%	<ul> <li>Refer overview of one-offs for more details</li> </ul>
				* Includes Treasury Equity Proprietary, Treasury Fixed Income Proprietary, Group Funding Center & Money Market, Loan Rehabilitation, Shared Services

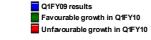
35

#### **Islamic Banking**

	3				One Bonk For All Your Islami
				Q1F Y10 vs	Let us make you snile.
	RM'mil	Q1F Y09	Q1F Y10	Q1F Y09	<ul> <li>Strong results improvement at</li> </ul>
Income		119.8	160.8	+34.2% 🕇	business expansion in line with country's drive on Islamic bank
Expenses		55.0	57.6	+4.6% 🕇	<ul> <li>Underlying branding position r</li> </ul>
PBP		64.8	103.2	+59.3% 🕇	strong and expected to provide
Provisions		34.8	23.2	-33.2% 🖊	support
РВТ		30.0	79.9	+166.5% 🕇	Islamic Banking's Aspirations
РАТ		22.1	58.8	+166.2% 🕇	To become Islamic bank of ch ensure high degree of value for
Net financing <sup>1</sup>		8,515.4	9,885.6	+16.1%	and stakeholders
			,		Strategic Agenda :
Gross NPF (net IIS)	Ratio : 2.25%	300.2	247.4	-17.6% 🔶	Strengthen International Curre
Net NPF (net IIS, SP)	Ratio : 1.23%	144.2	133.4	-7.5% 🔶	(ICBU); focus on capital market management via Amlnvestme
Customer Deposit		6,502.7	13,678.7	+110.4%	arm
Low Cost Deposit		1,377.9	2,156.8	+56.5% 🕇	<ul> <li>Implement debt-equity program (musyarakah)</li> </ul>
ROA (PAT / average net loans)		1.16%	2.51%	+1.35% 🕇	<ul> <li>Strengthen retail segment, for personal financing, cards and</li> </ul>
СТІ		45.9%	35.8%	-10.1% 🖊	Execute deposit business prog
Loan Loss Coverage		105.5%	113.4%	+7.9% 🕇	expand deposit business with and government linked compa
		ective business dir ote :			<ul> <li>Expand product tie-ups and al third parties</li> </ul>



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Note:
 1 Net intancing : net of IIS, SP and GP
 Financial statements for Q1FY10 restated for reclassification of
 deposits from select non-bank FI's from Deposits and Placements of
 Banks and Other Financial Institutions to Deposits from Customers
 (Q1FY09 as per previous accounts before restatement)

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### **Overview of one-offs**

Impacts from changes in accounting and provisioning policies, prior period catch-ups, divestments, strategic investments and tax rate changes

	Q1 FY 2009	Q1FY 2010
Hedge accounting impacts	1	▮
Non core and prior period operating incomes, eg deposit insurance premium, divestment of general insurance business	▮	$\left  \right\rangle$
Strategic investments & prior period expenses eg ANZ partnership, funding cost	▮	
Provisioning policy changes and catch ups, eg 5 and 7 year rules	$\left( \rightarrow \right)$	
Net Impact on Profit before Tax (RM'mil)	(0.3)	(9.4)
Write down of deferred tax assets & prior period tax catch ups, eg corporate tax rate reductions	1	1
Tax impact on one off items above	1	1
Net Impact on Profit after Tax (RM'mil)	1.5	(3.0)
Impact of one offs on minority interest	$\left( \rightarrow \right)$	
Net Impact on Profit after Tax and MI (RM'mil)	1.5	(5.4)



### 37

# Economy Outlook and Banking System



#### Potential recovery for Malaysia in 4Q 2009

#### GDP forecast FY2009 -3% contraction

# Positive signs & measures taken

#### Malaysian economy :

- Improved Industrial Production Index
- Higher export sales MoM in May 2009, increase 4.5%
- Pick up in manufacturing sector demand, including E&E
- Roll out of stimulus packages; RM4 bil disbursed & RM10 bil awarded
  Structural reforms (eg deregulation of Foreign Investment Committee) for sustainable long-term growth
- International foreign exchange reserves up to USD91.5 bil

#### Asian economy :

- China leading recovery with massive pump-priming, aggressive bank lending & faster turnaround in capital flow
- Expanding industrial activity, retail sales & raw materials imports
  Since 1997 / 1998 financial crisis, Asia has reduced dependence on exports by strengthening domestic demand
- IMF revised growth forecast to 5.5% in 2009 & 7% in 2010

#### Global economy:

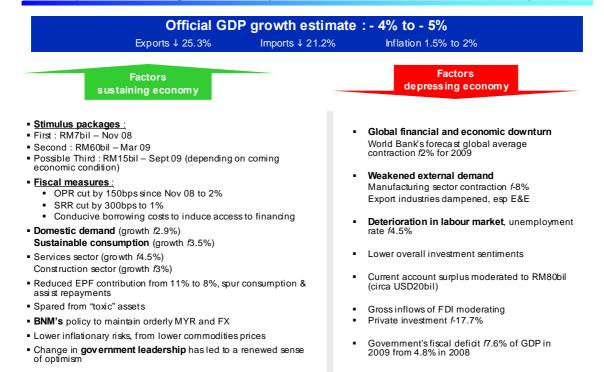
- Total worldwide stimulus packages US D2.8 trillion (4.5% world's GDP)
- Global benchmark lending rate at historical low 2%
- Stabilising non-performing loans level in financial system
- US Purchasing Managers Index higher in May & June 2009
- Easing jobless claims from peak in March 2009
- European economies recorded higher industrial activity

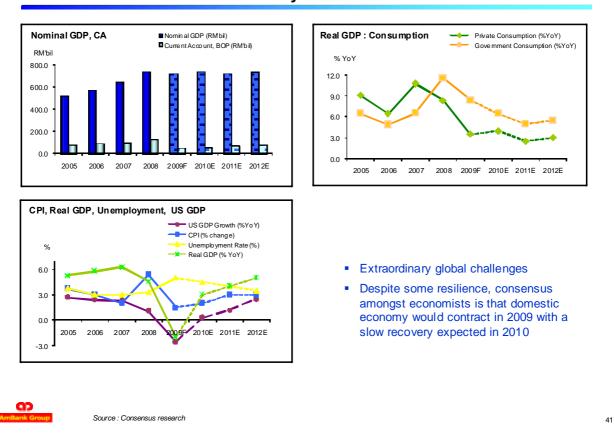
Source : Based on various research reports

- Pitfalls & more needs to be done
- · Bad news not fully discounted
- Uneven road to recovery & the issue of sustainability
- Conservative lending practices being adopted by banks worldwide
- Uncertainties remaining in US economy :
- Unemployment rate still high at 9.5%
- Measures to reduce US fiscal deficit by half by 2012 may pressure government spending
- Threat of tax hike may dampen consumer confidence
- China & India leading economic recovery in Asia :
  - But combined consumer spending only USD2.3 trillion of total world economic consumption in 2008
- US, Europe & Japan accounted for USD20.7 trillion, and these economies facing potentially deeper and more prolonged recession
- Lack of real recovery in major economies will impact Malaysia
  - Fiscal deficit shortfall expected at 7.6% GDP in 2009 (highest in 22 years)
  - Fitch downgraded country's long-term currency rating to A from A+ in June 2009

39

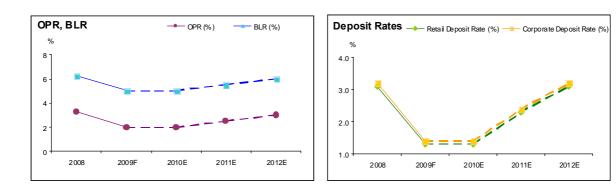
#### Pre-emptive monetary and fiscal policies to ameliorate economic impacts





#### Slowdown in 2009 with slow recovery thereafter

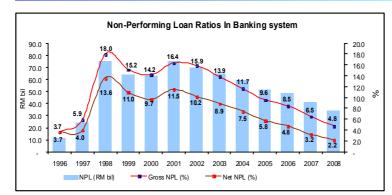
#### Lower loans growth and interest rates forecast for 2009 but rising thereafter

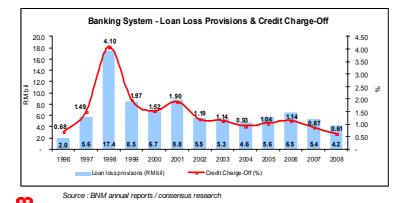


- Policy rates slashed to support economy
- Financial sector stable and financially healthier, hence can afford to "pass on" official interest rate cuts
- Convergence of price competition and narrower viable sectors
- Vigilant and responsive BNM



### Stronger banking system asset quality to withstand rising delinquencies in 09/10





 Despite poor macro picture and SME & consumer segments remaining vulnerable, credit charge-off ratios and NPLs not expected to reach previous highs (1998 – 2001)

- Interest rate environment more conducive and BNM is more vigilant and preemptive
- Banks have tightened lending policy and strengthened risk assessment, starting fundamentals are strong
- Still, banking system preparing proactively for risky delinquencies

43

### Proactive actions in place to face economic slowdown

### Impacts on Financial Sector

### **Bracing for the Tough Times**

#### The downsides ...

- Declining corporate earnings
- Credit cycle downturn from higher delinquency
- · Low trading liquidity from risk aversion
- Widening of credit spreads in bond market
- Weakening credit outlook and demand for financing
- Low er contribution from foreign / regional operations
- Insurance industry : Declining premiums, low er sum insured and higher claims

#### Actions by Central Bank :

- Revival of Corporate Debt Restructuring Committee
- Increased macro-economic surveillance and supervisory
- Strengthen risk assessment from external development
- Enhance scenario analysis at system and bank levels
- Strengthen stakeholder engagement
- Intensify regional and international regulatory coordination
- Review of legislations governing FI's
- Completed holistic review of BNM Banking Act 1958

#### Some positives ...

- Better starting basis with stronger fundamentals
- Banks with foreign strategic partner to benefit from increased sophistication
- Local banks in strong capital position : RWCA and core of 12.7% and 10.6%
- NPL still at record low s

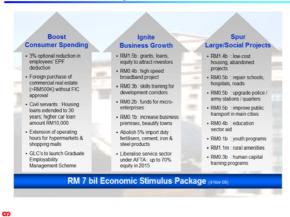
#### Malaysian banks focusing on core functions: Instrumental in supporting economic building

- Capacity building
- · Improved productivity and cost efficiency
- Earnings diversification
- Business re-strategising
- Risk and asset quality management
- ... whilst investing for eventual economic upturn



### Expansionary fiscal policies - stimulus packages under implementation

Government has Stepped Up Expansionary Policy to Stimulate Economy : First Economic Stimulus Package



Government has Stepped Up Expansionary Policy to Stimulate Economy : Second Economic Stimulus Package

RM 60 bil Econom	ic Stimulus F	Package				
RM60bil package spread over 2 years (CY 2009 &	2010), compris	sing 9.0 % of Malaysia's GDP				
Govt. budget deficit will increase to 7.6% of GDP due	to fiscal injecti	on RM15bil				
Govt. projected growth in GDP for CY 2009 (-1%) wa	rst case scenar	io and (+1%) best case scenario				
RM 60bil stimulus package focus on four key policy	thrust :					
1) Reducing unemployment and increasing employment opportunities ~RM 2bil						
2) Easing burden of people, with focus on vi	Inerable group	ps ~RM 10bil				
3) Assisting the private sector in facing the cr	isis	~RM 29bil				
4) Building capacity for the future	1.5.7	~RM 19bil				
Allocation of Funds	RM'bil	Remarks				
a) Fiscal injection	15	RM10bil (2009), RM5bil (2010)				
b) Equity investments	10					
c) Private finance initiatives & off-budget projects	7	Total RM10bil				
- including tax incentives	3					
Total (a) + (b) + (c)	35	Equivalent to 2.5% of GDP / 7.5% budget deficit in 2009				
d) Government guaranteed funds :						
<ul> <li>Working Capital Guaranteed Funds</li> </ul>	5					
- Industry Restructuring Loan Guarantee Scheme	5					
<ul> <li>Financial Guarantee Institution for credit enhancement</li> </ul>	15					
Total (d)	25					
Total Stimulus Package	60	_				
Source : Various Malaysian newspaper publications						

#### Progress of stimulus packages as at 26 June 2009

	Allocation (RM'bil)	No. of projects launched	Value of projects launched (RM'bil)	Projects completed	Actual expenditure (RM'bil)
Stimulus Package 1 (RM7 bil)	6.8	46,358	5.2	17,176	2.3
Stimulus Package 2 (RM60 bil)	14.5	22,773	5.7	1,146	1.6

Source : StarBiz dated 20 July 2009

Source : Various Malavsian newspaper publications

National economic fundamentals started positively, learning from previous experiences

- Proactive monetary and fiscal policies to partially mitigate global economic disruption
- Prolong global slow dow n may need additional policy support



Total disbursed (as at 26 June 2009) : RM3.9 bil

### 2<sup>nd</sup> Stimulus package is more beneficial to the finance sector

	1) Up to RM10,000 tax relief on interest paid on housing loans pa for 3 years
sures	<ul> <li>Mid-low end properties, targeted homeowners of loans RM150,000, tenure 20 years, interest rate 3.5%-3.75%</li> </ul>
eas	2) Banks to allow retrenched workers to defer repayment of housing loans for 1 year
Key measures	<ul> <li>Interest income on deferred housing loans repayments of retrenched workers to be taxed when interest is received</li> </ul>
ŝ	3) RM5bil Working Capital Guaranteed Scheme for companies with shareholders equity <rm20 mil<="" td=""></rm20>
	<ul> <li>Government will guarantee 80% of loan (maximum RM10mil, repayment structure 5 years)</li> </ul>
<u> </u>	1) Minimal uplift to residential demand, but may reduce concern on rising NPLs in low to mid end
Sector	<ol> <li>Minimal uplift to residential demand, but may reduce concern on rising NPLs in low to mid end property ow ners</li> <li>Deferment of housing loans repayments indicate banks do not need to classify loans as NPL thus</li> </ol>
anking Sector	<ul><li>property ow ners</li><li>2) Deferment of housing loans repayments indicate banks do not need to classify loans as NPL thus moderating increase in NPL and loan loss provisions</li></ul>
on Banking Sector	<ul> <li>property ow ners</li> <li>2) Deferment of housing loans repayments indicate banks do not need to classify loans as NPL thus moderating increase in NPL and loan loss provisions</li> <li>3) Working Capital Guarantee scheme will benefit banks with niche in SME lending, with government</li> </ul>
	<ul> <li>property ow ners</li> <li>2) Deferment of housing loans repayments indicate banks do not need to classify loans as NPL thus moderating increase in NPL and loan loss provisions</li> <li>3) Working Capital Guarantee scheme will benefit banks with niche in SME lending, with government guarantee mitigating risk</li> </ul>
Impact on Banking Sector	<ul> <li>property ow ners</li> <li>2) Deferment of housing loans repayments indicate banks do not need to classify loans as NPL thus moderating increase in NPL and loan loss provisions</li> <li>3) Working Capital Guarantee scheme will benefit banks with niche in SME lending, with government guarantee mitigating risk</li> </ul>



Corporate Structure

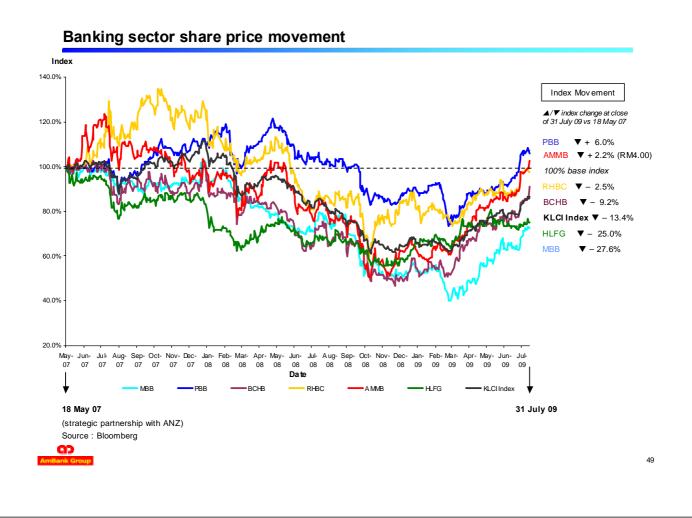


# Key financial statistics on shareholders' ratios

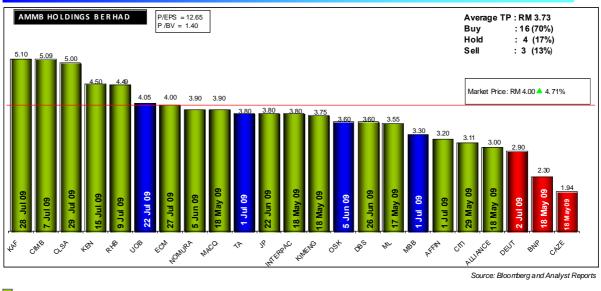
RM'000	FY2009	Q1FY2010
Share Capital	2,722,970	2,722,970
Reserves	5,006,246	5,324,584
Shareholders' Equity	7,729,216	8,047,554
Less: Intangible Assets	(1,808,101)	(1,809,943)
NTA	5,921,115	6,237,611
NTA Per Ordinary Share (RM)	2.17	2.29
Net Asset Per Ordinary Share (RM)	2.84	2.96
Market Price (RM)	2.61	3.38
Price to Book [NTA / Net Asset]	1.20 / 0.92	1.48 / 1.14
EPS (sen) – basic, annualised	31.61	37.93
Dividend (gross sen / share)	8.0	-

Convertible Instruments Outstanding	30 Jun 2009	Exercise Price	Expiry Date	Held By	Interest Rate
Exchangeable Bonds	194,915,254	RM2.95	18 May 2017	ANZ Funds Pty Ltd	5% pa – Year 1 to Year 5 5.5% pa – Year 6 to Year 10





# Target price and recommendation – AMMB Holdings Berhad, 3 August 2009



Buy/Outperform/Overweight/Add

- Hold / Neutral
- Sell / Underperform / Fully Valued / Reduce / Underweight

Index change market price close of 31 July 09 vs. 17 July 09

P/ EPS: EPS from Apr 08 - March 09

P/BV : BV as at 31 March 09



#### Shareholding structure

#### As at 30 June 2009 ANZ Funds Pty Ltd # Employees Provident Fund Board AmcorpGroup Public Bhd 15.50% 16.58% 19.17% 48.75% AMMB Holdings Bhd 100% 100% AM AB Holdings Sdn Bhd AMFB Holdings Bhd 100% 70%\* 51%^ 100% Life Insurance Berhad mG Insurance Berhad AmBank (M) Berhad stment Group Berhad 100% \* Friends Provident Fund PLC – 30% Insurance Austra Group Ltd – 49% AmIslamic Bank Bhd Foreign shareholding excluding ANZ : Dec-07 Mar-08 Sep-07 Jun-08 Sep-08 Dec-08 Mar-09 Jun-09 38.14% 41.10% 36.95% 37.15% 34.39% 30.08% 28.38% 29.58%

 On 3 Aug 09, ANZ exercised the conversion of its RM575.0 million nominal value of 10year unsecured subordinated exchangeable bonds into 194,915,254 new AHB shares at the exchange price of RM2.95 nominal value per share.

ANZ's shareholding will increase to 24.6% on an enlarged RM2,917,884,844 total issued and paid up share capital.

Upon the completion of Bumiputera Special Issue Share exercise where potentially 96.3 million new shares will be issued, ANZ's shareholding will be diluted to 23.8\%.



# ANZ Funds Pty Ltd : a wholly owned subsidiary of Australia and New Zealand Banking Group Limited ("ANZ")

#### Ranked No. 20 (Malaysia – market capitalisation) & 218 (global – 1000 banks by market capitalisation) :

- with market capitalization of RM9.31 billion on Bursa Saham Malay sia №1
- and market capitalization of US\$2.64 billion on Bloomberg (N2)

# Dec08 : completed restructuring of insurance business :

 split composite business of AmLife Insurance Bhd (AmLife, formerly AmAssurance Bhd) via transfer of general insurance business to AmG Insurance Bhd (AmG)

# Shareholding of AmG and AmLife restructured via :

- increase of equity interest by 19% of Insurance Australia Group (IAG) in AmG Insurance, total 49%
- sale of previous 30% equity interest of IAG in AmLife to AHB
- sale of 30% equity interest in AmLife held by AHB to Friends Provident Fund plc

#### AHB in progress of due diligence to acquire :

- general insurance business of a local insurance company
- stake in Takaful insurance business
  - Remarks : N1 : Source : Starbiz (Top 100 Companies By Market Capitalization as at 3 July 2009)
  - N2 : Source : Bloomberg (Global 1000 banks By Market Capitalization as at 2 July 2009)

51

- ANZ
- Channels & Distribution Network
- Customer Service
- Ratings
- Research Coverage



#### **Corporate developments**

- 25 May 2009 : shareholders' approval obtained for Bumiputra Special Issue of 96,300,000 new ordinary shares of RM1.00
- 26 May 2009 : announcement of price fixing and cut-off date
- · Currently in progress of acceptance of application by eligible Bumiputera shareholders together with application monies
- Proforma share capital information upon Special Issue Shares tabulated as follows :

	No. of Shares
Issued and fully paid-up ordinary shares : 31 Mar 09	2,722,969,590
Add : Special issue shares (N1)	96,300,000
Enlarged share capital of AMMB Holdings Berhad	2,819,269,590

N1 : The Special Issue Shares proposal has received approval fromBank Negara Malaysia and the Securities Commission

Proforma substantial shareholders' information upon Special Issue Shares, and upon conversion of exchangeable bonds by ANZ:

	Existing		Proforma 1		Proforma 2	
	As at 15.4.09		After special shares issue		After conversion of exchangeable bonds (N2)	
Substantial shareholders	Direct ('000)	%	Direct ('000)	%	Direct ('000)	%
Total	2,722,970	100.00	2,819,270	100.00	3,014,185	100.00
ANZ Funds	521,926	19.17	521,926	18.51	716,841 (N4)	23.78
AmcorpGroup	482,001	17.70	563,854 (N3)	20.00	563,854	18.71
EPF	432,529	15.88	432,529	15.34	432,529	14.35

N2 : Exchargeable bonds expiring on 18 May 2017 with exercise price of RM2.95, currently held by ANZ N3 : Assuming Amorp subscribes for 81.9 million Special Issue Shares such that its shareholding in AHB does not exceed 20% N4 : Assuming exchangeable bonds exchanged for 194,915,254 new shares in AHB subject to BNM's approval

53 (updated per circular to shareholders dated 8 May 2009)



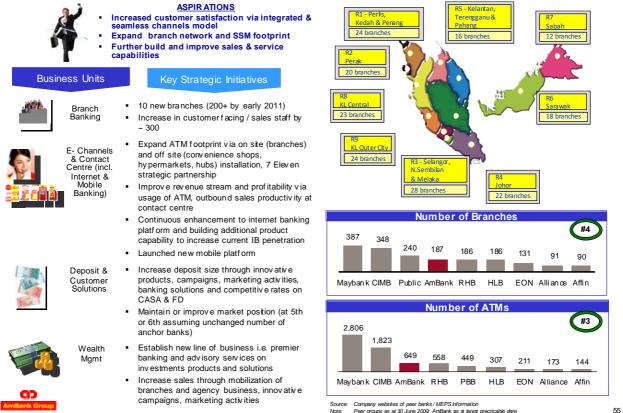
## ANZ strategic partnership

ANZ is the only Australian bank to have been in the Asian region for 40 years, with strategic banking partnerships across 7 countries



ANZ is committed to AmBank's long-term success and aspirations

### Key group information highlight : customer service - delivery channels



Source: Company websites of peer banks/MEPS information Note: Peer groups as at 30 June 2009; AmBank as at latest practicable date

### Continuing to grow underlying customer base and distribution footprints

	Total no	31 March 2007	31 March 2008	31 March 2009	30 June 2009
	Branches	169	179	186	187
PAY: Credit Card Car Loan Abusing Loan Automatik Athen	АТМ	265	338	565 *	612 *
	ATM at 7 Eleven	#	#	180	218
	Electronic Banking Center (EBC)	60	86	112	116
Į.	Retail banking customer base	4,850 K	5,120 K	4,980 K	5,626 K
to drive back he February winner.	FUM no. of accounts	39 K	49 K	46 K	49 K
	Life insurance policyholders	317 K	341 K	372 K	383 K
40 T	General insurance policies in force	~800 K	~900 K	~1,100 K	~1,100 K



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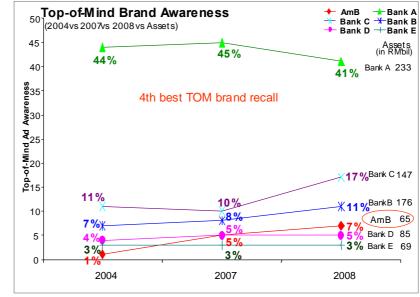
Electronic Bankin Centre

Remarks: \* Inclusive of ATM's at 7 Eleven "Installation only started in April 2008 Customer base – denotes customer(s) who has one or more facilities with AHB



### The AmBank brand : top-of-mind brand awareness (vs assets)

- AmBank is the 6th largest local bank in terms of assets; with the 4th best TOM brand recall
- Continuous improvement initiatives on brand awareness campaigns
- Efforts will continue to strengthen brand positioning

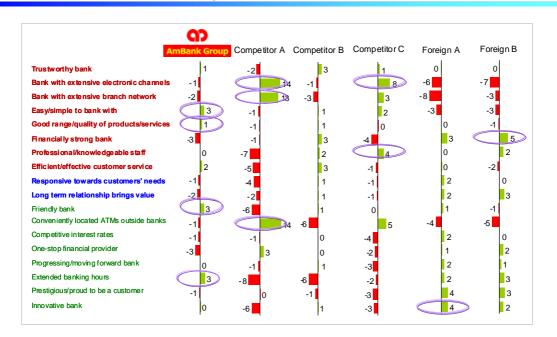




Notes : Based on survey by external consultants engaged by ArrBank, conducted in 2008/2009 on commercial banks Assets as at Sept 08 ( for local banks only )

57

### The AmBank brand – service performance



- Positively positioned against the larger banks
- Am Bank's strengths are "ease of use" & "good range of products"
- Efforts ongoing to improve & increase performance matrixes



Notes : Based on survey by external consultants engaged by ArrBank, conducted in 2 008/2 009 on commercial banks Base: All respondents (N=502) Data have been normalized based on comparison among peer banks

# Ratings

### AmBank (M) Berhad

Rating Agency	Long-Term	Short-Term	Date
RAM	A1	P1	Jan 09
Instrument :			
- RM500 mil non-cumulative perpetual capital securities	A3		Jan 09
- RM1.0bil negotiable instruments of deposits	A1		Jan 09
- RM575mil exchangeable bonds	A2		Jan 09
- RM2.0bil MTN programme	A2		Jan 09
Moody's	Baa2	P-3	Jul 09
Instrument :			
USD200mil non-cumulative non-convertible guaranteed			
preference share	Ba2		Jul 09
Fitch	BBB-	F3	Feb 09
Instrument :			
USD200mil non-cumulative non-convertible guaranteed preference share	BB		Feb 09
S&P	BBB-	A-3	Jan 09
Instrument :			
SGD denominated stapled securities	BB		Jan 09
Capital Intelligence	BBB-	A3	Nov 08



# Ratings

#### AmInvestment Bank Berhad

Rating Agency	Long-Term	Short-Term	Date
RAM	AA3	P1	Jul 09
Instrument :			
- RM200mil subordinated tier-2 bonds	A1		Jul 09
MARC	AA-	MA RC-1	Mar 09
S&P	BB+	В	Jan 09
Fitch	BBB-	F3	Feb 09

### AmIslamic Bank Berhad

Rating Agency	Long-Term	Short-Term	Date
RAM	A1	P1	Jan 09
Instrument : - RM400mil subordinated sukuk musyarakah (2006 / 2016)	A2		Jan 09

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#### **Research Coverage**

No	Research House	Analyst
1	Aff in Investment Bank	Rachel Huang
2	Alliance Research Sdn Bhd	Soh Meng Hui
3	Bank of America – Merrill Lynch Research	Kar Weng Loo / Melvy n Boey
4	BNP Paribas Securities (Singapore) Pte Ltd	Ng Wee Siang
5	Cazenov e Asia	Tan See Ping
6	CIMB Investment Bank Berhad	Winson Ng
7	Citi Investment Research	-
8	CLSA Securities Malaysia Sdn Bhd	Loong Chee Wei
9	Deutsche Bank Malaysia	Andrew Hill
10	ECM Libra Investment Research	Ching Weng Jin
11	HwangDBS Vickers Research Sdn Bhd	Lim Sue Lin
12	Inter-Pacific Research Sdn Bhd	Anthony Das
13	J.P. Morgan	Chris Oh
14	KAF - Seagroatt & Campbell Securities Sdn Bhd	Chehan Perera
15	Kenanga Investment Bank Berhad	Chan Chee Kin
16	Kim Eng Research Sdn Bhd	Yew Chee Yoon
17	Macquarie Capital Securities (Singapore) Pte Ltd	Tay Chin Seng
18	May bank Investment Bank Berhad	Wong Chew Hann
19	Nomura Malaysia Sdn Bhd	Marcus Chan
20	OSK Research Sdn Bhd	Keith Wee
21	RHB Research Institute Sdn Bhd	Low Yee Huap
22	TA Securities Holdings Berhad	Wong Li Shia
23	UBS Securities Malaysia Sdn Bhd	Khairul Rifaie
24	UOB Kay Hian Research Pte Ltd	Vincent Khoo / Leow Huey Chuen



# Glossary

#### 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 Segments

Business Segments

- 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 low er risk profile
- In most instances have market shares and grow th 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
- Includes
  - Income and expenses associated with proprietary and treasury trading, shareholder funds, loan rehabilitation and legacy businesses, plus
  - Costs associated corporate, shared services and governance functions currently not be charged back to
    the business units



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