

22 May 2015

FY2015 Results – Investor Presentation

Datuk Mohamed Azmi Bin Mahmood, Acting Group Managing Director

**Your Bank.
Malaysia's Bank.
AmBank.™**



AmBank Group



AGENDA

- 1. EXECUTIVE SUMMARY**
- 2. FINANCIAL PERFORMANCE**
- 3. ASSET QUALITY**
- 4. FUNDING & CAPITAL**
- 5. OUTLOOK & STRATEGIC PRIORITIES**
- 6. DIVISIONAL PERFORMANCE**
- 7. SUPPLEMENTARY INFORMATION**
 - **AMBANK GROUP**
 - **ECONOMY & INDUSTRY**



FY2015 performance highlights

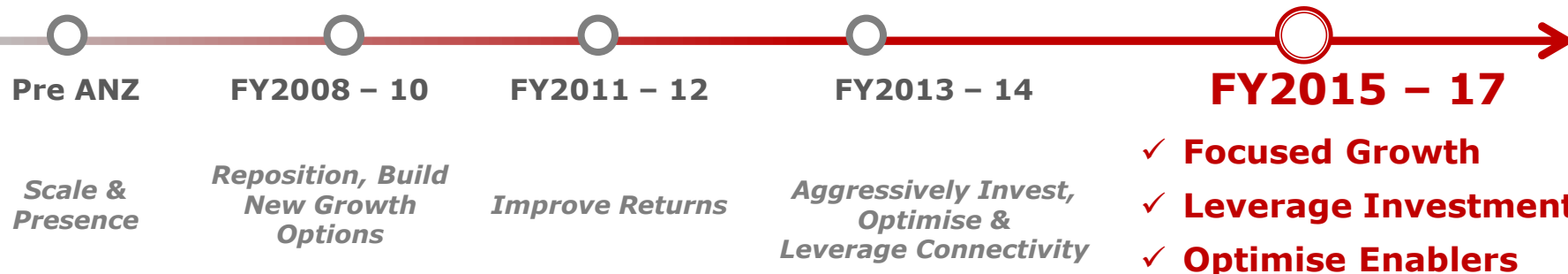
- ❖ FY2015 financial performance broadly inline with guidance
 - ✓ PATMI up 7.6% yoy, ROE of 13.8%
 - ✓ Sound asset quality and capital position
 - ✓ Proposed dividend payout of 43%
- ❖ FY2015 – 2017 strategic agenda: FY2015 progress round-up
 - ✓ Focus on Retail Banking's segment initiatives by rolling out new solutions for small businesses and young professionals
 - ✓ Consolidated Wholesale Banking business model and set up product specialist and coverage teams
 - ✓ Welcomed new CEOs to AmGeneral and AmBank Islamic business
 - ✓ Formed new strategic partnership with MetLife International
 - ✓ Investing in customer centricity – focus on segment play, material enhancements underway in digital platforms, initiated customer experience transformation

Key performance indicators

	FY2015 Aspirations	FY2015 Performance	On Target
PATMI (RM'mil)	Circa 8%	1,918.6 (▲7.6% yoy)	✓
ROE (%)	Circa 14%	13.8%	✓
CTI (%)	≤45%; ≤43% (Banking Group)	45.7% 44.6% (Banking Group)	≈
Gross impaired loans (%)	≤1.9%	1.79%	✓
Dividend: Payout (%)	40 - 50% payout	43% payout	✓

Our FY2015 – 2017 strategic agenda remain unchanged

Vision: As Malaysia's preferred diversified, internationally connected financial solutions group, we take pride in growing your future with us



- ❖ *Grow retail assets*
- ❖ *Lead in investment banking business*
- ❖ *Leverage fixed income trading*

- 3 Focus areas:*
- ❖ *Strategic Business Transformation*
 - ❖ *High priority growth initiatives*
 - ❖ *Organisation and governance structures*

- ❖ *Record performances & increasing ROE*
- ❖ *Consistent revenue growth*
- ❖ *Improved balance sheet & funding mix*
- ❖ *Increased dividend payout to 40%*
- ❖ *Commenced pursuing niche acquisitions*

- ❖ *Delivered consistent growth & returns*
- ❖ *Strengthening customer centricity & connectivity*
- ❖ *Expand international connectivity initiatives*
- ❖ *In-fill acquisitions & new strategic tie-up*

- 1. Deliver on focused organic growth**
- 2. Leverage strategic partnerships & deliver on acquisitions**
- 3. Continue to optimise efficiency**
- 4. Build sustainability**

FY2015 – 2017 strategic agenda: FY2015 progress round-up

✓ Focused growth

✓ Leverage investments

✓ Optimise enablers

1 Deliver on focused organic growth

- ❖ **Retail Banking:** Segment initiatives gaining momentum
 - **Small business banking solutions** rolled out nationwide, deposits focus, simplified asset opening steps and enhanced approval process
 - **Emerging affluent:** revamped corporate website and launched debit card linked to current and savings accounts
- ❖ **Wholesale Banking:** Consolidation completed with product specialist and coverage teams set up, focus now on penetrating customers' share of wallet
- ❖ **General Insurance: Maintained top position in motor**
 - New CEO appointed from IAG, focused tactical action plans including new campaigns, agent engagement, strengthening alliances with key partners, building pricing capability to lead the de-tariff market
- ❖ **Islamic Banking:** new CEO, changed branding and logo from AmIslamic Bank to AmBank Islamic to leverage on AmBank Group as one of the leading brand in Malaysia

2 Leverage strategic partnerships & deliver on acquisitions

- ❖ System integrations completed, shifting focus to top line growth
 - Kurnia: motors integration completed
 - MBF: AmBank Cards and MBF Cards now operating on a Single IT Platform
- ❖ AmMetLife & AmMetLife Takaful:
 - New leadership team and board members appointed
 - Enhancing branding (new website, LIVE READY campaigns)
 - Leveraging MetLife for global best practices (product innovation, distribution and system capabilities)

FY2015 – 2017 strategic agenda: FY2015 progress round-up (contd.)

✓ Focused growth

✓ Leverage investments

✓ Optimise enablers

3

**Continue to
optimise
efficiency**

- ❖ **Build scalable “customer service delivery center” and simplify business & operating models:**
 - Completed Phase 1 of new core banking system implementation, Phase 2 in progress, target to complete by CY2015
 - Consolidated WB model and restructured Group Risk Management and Group Finance, ongoing streamlining of internal organisation structure for greater efficiency
- ❖ **Optimise holding company**
 - Issued USD 400mil senior notes jointly arranged by AmInvestment & ANZ, provides ability to raise term funding at competitive rates regionally
 - Rationalising subsidiaries and non-core operations, releasing dormant capital
 - Financial Holding Company capital ratio reported to BNM

4

**Build
sustainability**

- ❖ **Strengthen governance** – Significant changes to Board composition, continue to invest in governance & compliance projects
- ❖ **Enhance employee engagement & talent management** – embarked on Total Target Remuneration Project to align rewards & recognition. Recently introduced Flexible Benefits option
- ❖ **Deliver superior customer experience**
 - Material enhancements underway in digital (internet & mobile) banking platforms
 - Corporate website facelift launched in Nov 2014, mobile and tablet responsive to improve user’s experience
 - Launched debit card linked to current and savings accounts
 - Retail Banking embarked on service culture transformation programme

22 May 2015

FY2015 Results – Investor Presentation

Mandy Simpson, Chief Financial Officer

**Your Bank.
Malaysia's Bank.
AmBank.™**



AmBank Group

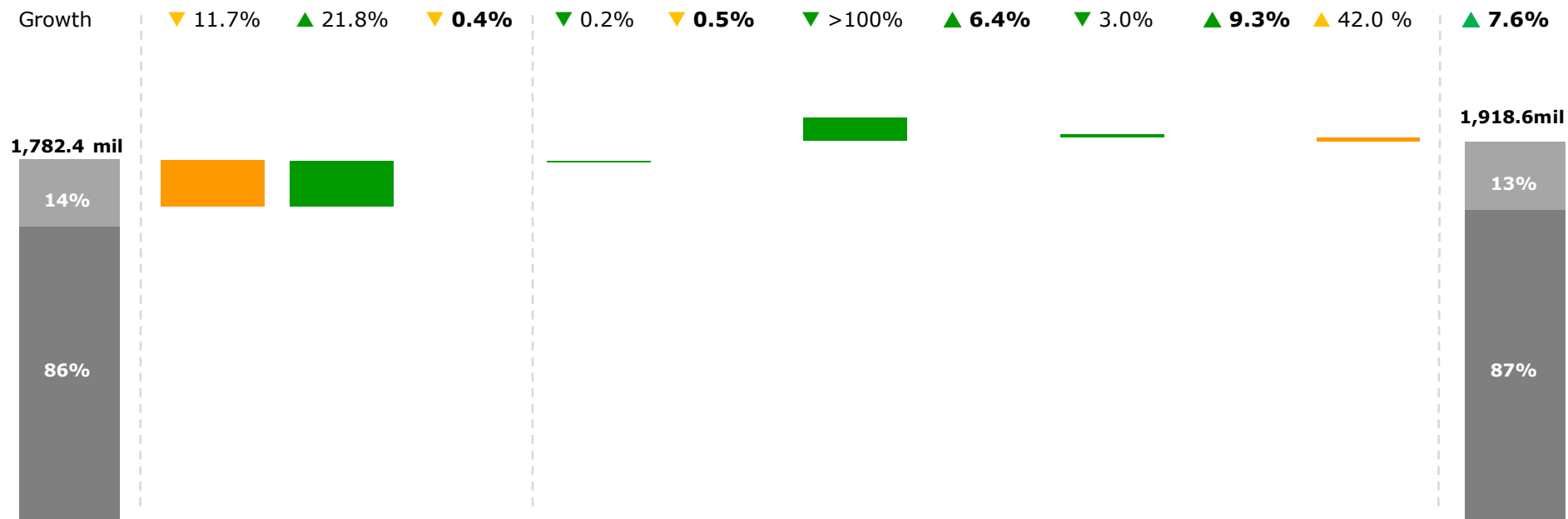


Key themes of FY2015 results

- ❖ Net profit was up largely due to divestment gains, underlying impacted by portfolio repositioning and challenging market environment
- ❖ QoQ targeted loans (excluding auto financing) momentum picking up; customer deposits grew 2.4% driven by strong retail growth
- ❖ Customer margins remain under pressure
- ❖ Expenses remain contained through emphasis on cost discipline. Slowing income is putting pressure on CTI
- ❖ Asset quality stable, loan loss coverage above industry, Retail continues to improve
- ❖ Capital and liquidity ratios remain sound



Higher non-interest income and lower allowances underpinned results



PATMI FY14	Net Interest Income	Non-Interest Income	Total income	Expenses	PBP	Provisions/ Allowances	PBT	Tax & Zakat	PAT	MI	PATMI FY15
FY15 (RM'mil)	2,770.3	1,954.4	4,724.6	2,157.9	2,566.8	(37.5)	2,604.3	559.7	2,044.6	125.9	
FY14 (RM'mil)	3,138.1	1,604.7	4,742.8	2,162.3	2,580.4	132.2	2,448.2	577.2	1,871.1	88.7	

■ Conventional PATMI

■ Islamic PATMI

■ Positive growth in FY15

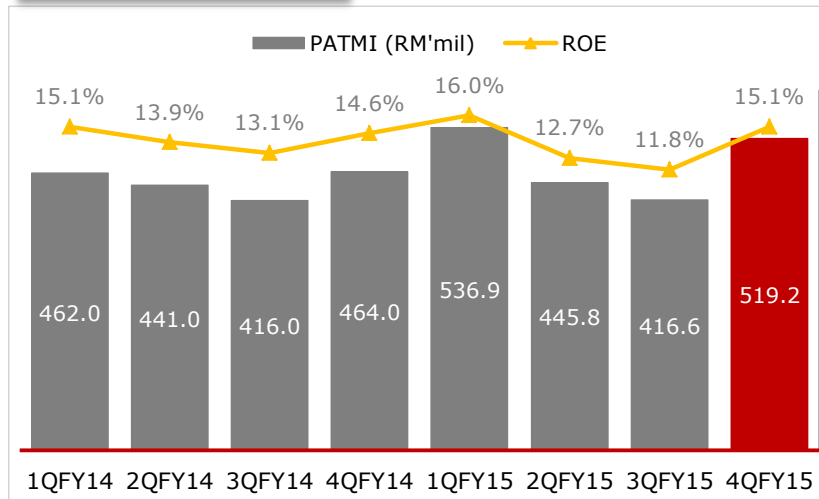
■ Contraction in FY15

PATMI: profit after tax and non controlling interests

QoQ balance sheet momentum picking up

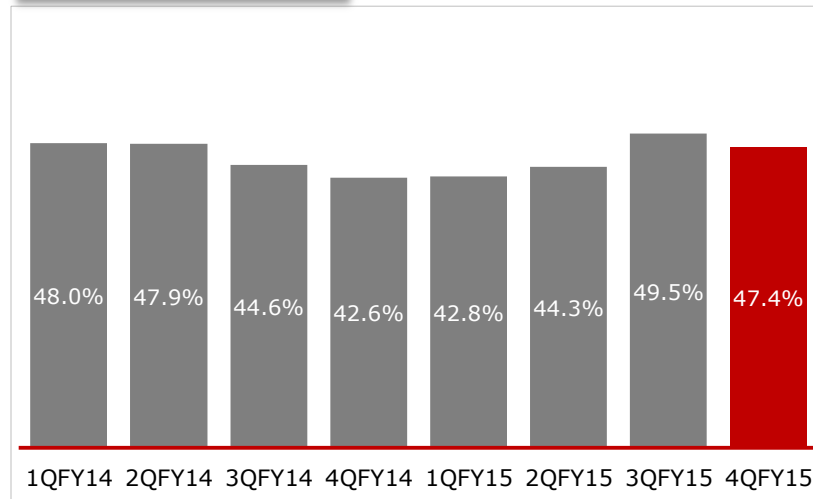
PATMI & ROE

PATMI QoQ growth: 24.6%
ROE QoQ growth: 3.3%



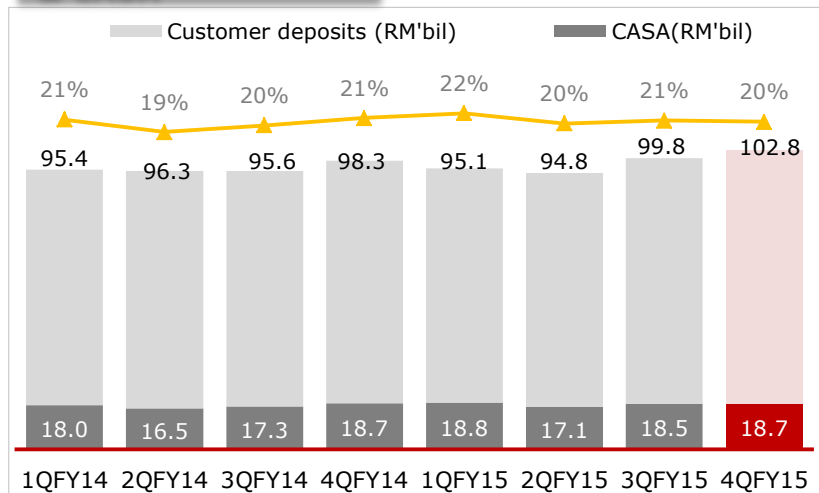
CTI

QoQ change: 2.1%



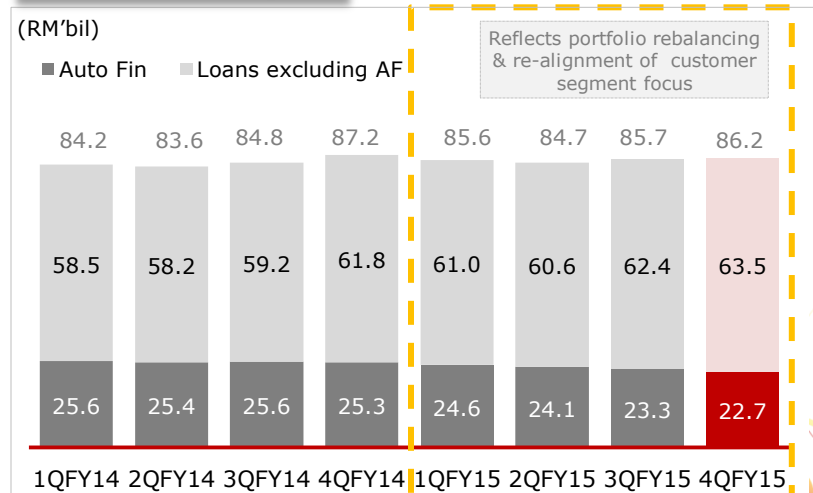
Customer Deposits¹ & CASA

C. Deposits QoQ growth: 3.1%
CASA QoQ growth: 1.4%



Net Lending

QoQ growth: 0.5%
YoY growth: -1.1%



Underlying reflects repositioning of portfolio and volatile trading activity

	FY2015 (Reported) Yoy	FY2015 (Underlying) Yoy	Q4 vs. Q3FY2015 (Underlying) qoq growth
Income	▼(0.4%)	▼(7.7%)	▲4.3%
Expenses	▼0.2%	▲(0.9%)	▲(6.6%)
Provisions	▼>100%	▼>100%	▼20.5%
PATMI	▲7.6%	▼(2.9%)	▲12.0%
NIM	▼(0.25%) (FY15 vs. FY14)	▼(0.20%) (FY15 vs. FY14)	▼(0.05%) (Q4FY15 vs. Q3FY15)
Non-interest income composition (%)	41.4%	35.0%	36.3%

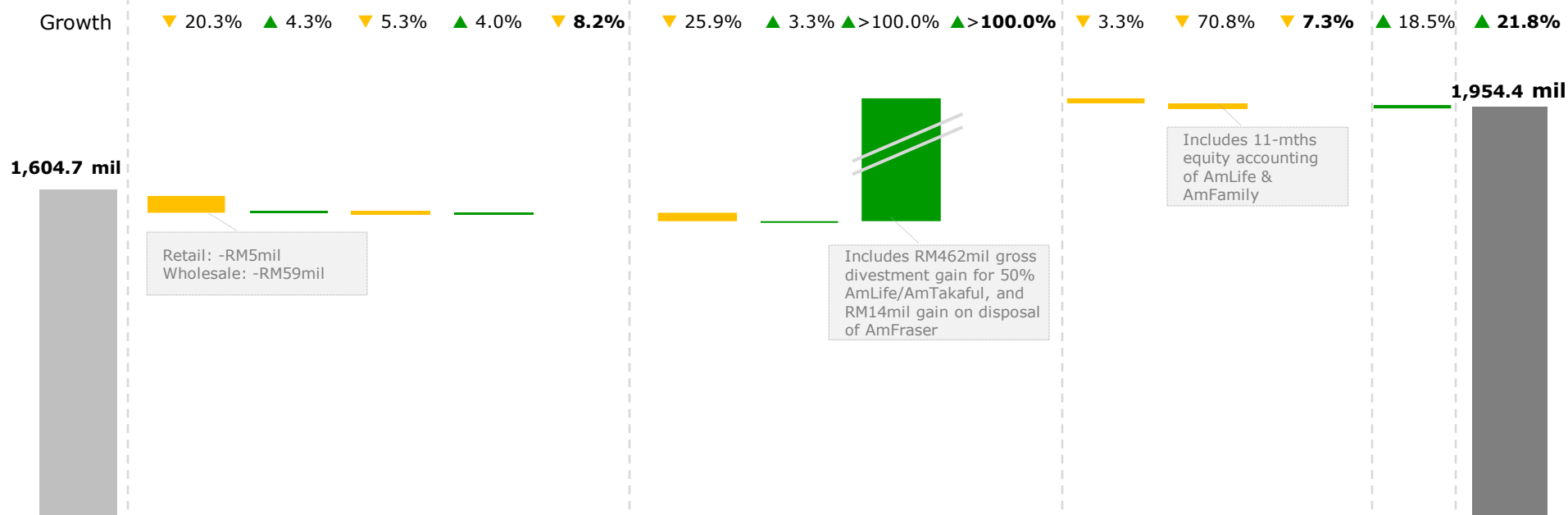
(1) FY2015 – divestment gain from AmLife and AmFamily Takaful, net of tax

(2) FY2014 – equity accounting of AmLife & AmFamily and one-off large recoveries of RM125 million

Non-II reflects gains from disposal of subsidiaries

Non-interest income movement

As % of total income
34%



	FY14	Fees on lending & securities	AUM	IB business*	Other fee income	Total Fee Income	Sales	Trading	Other trading & investment	Trading & Investment	General	Life & Takaful	Insurance Business	Others	FY15
% of Composition		13%	8%	9%	6%	37%	5%	2%	27%	35%	23%	0%	24%	5%	
FY15 (RM'mil)		262.3	165.5	172.4	120.8	721.0	97.4	44.7	536.7	678.8	453.6	8.6	462.2	92.4	
FY14 (RM'mil)		329.0	158.6	182.0	116.1	785.7	131.4	43.3	67.8	242.5	469.0	29.4	498.5	78.0	

■ FY14 non interest income

■ FY15 non interest income

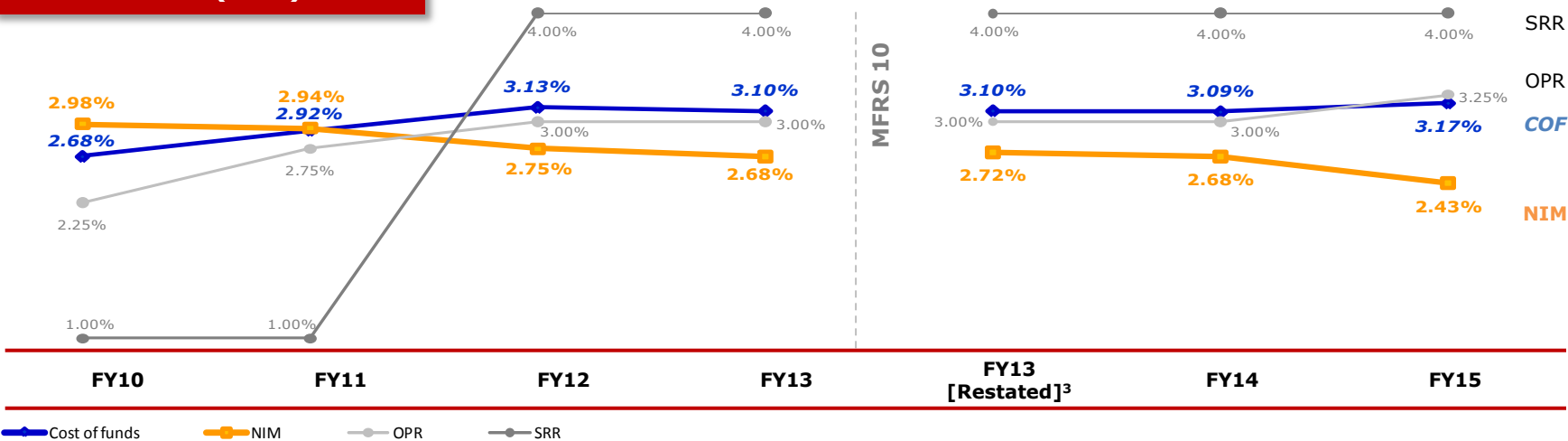
■ Positive growth in FY15

■ Contraction in FY15

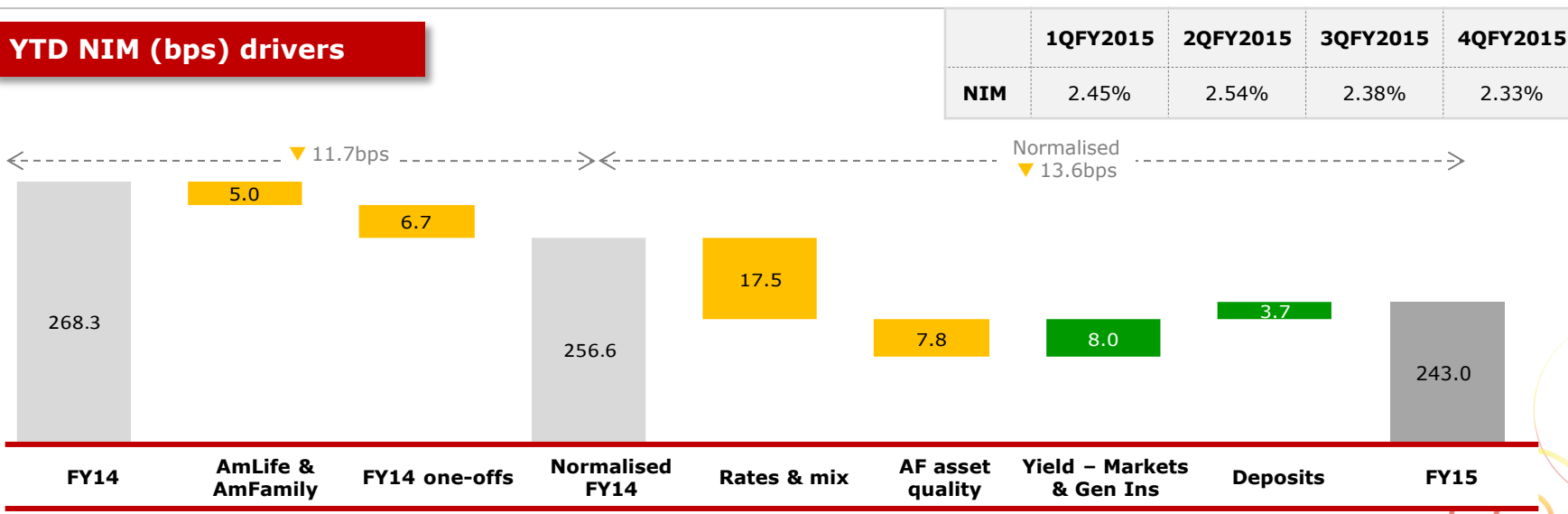
* IB business includes brokerage fees, underwriting fees and corporate advisory & guarantees

Margins remained under pressure from portfolio rebalancing

NIM and COF (YOY)



YTD NIM (bps) drivers



Note:

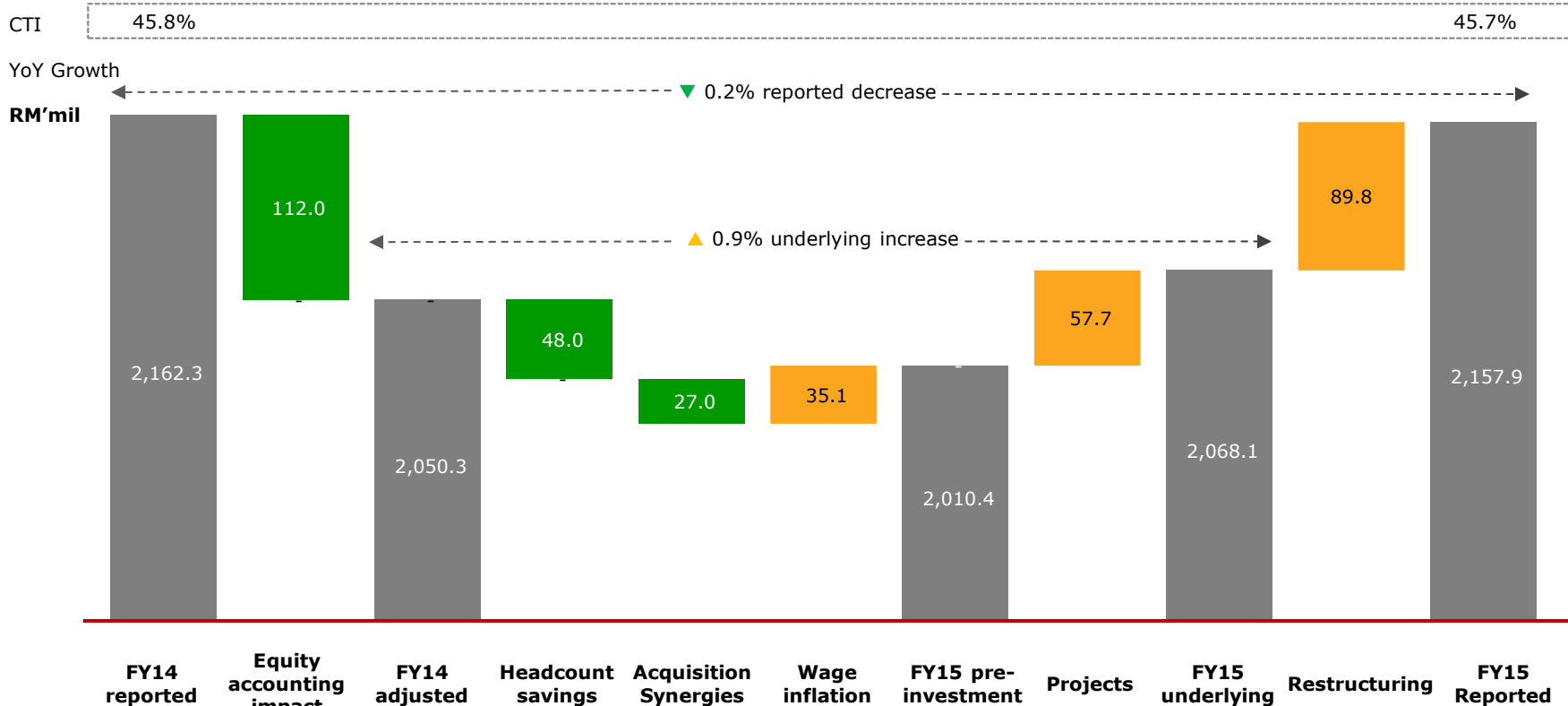
1 NIM includes Net Financing Income from Islamic Banking business
 2 FY10-FY14 based on internal data computation

3 FY2013 has been restated to reflect adoption of new MFRS

Expenses remain contained through continued emphasis on cost discipline

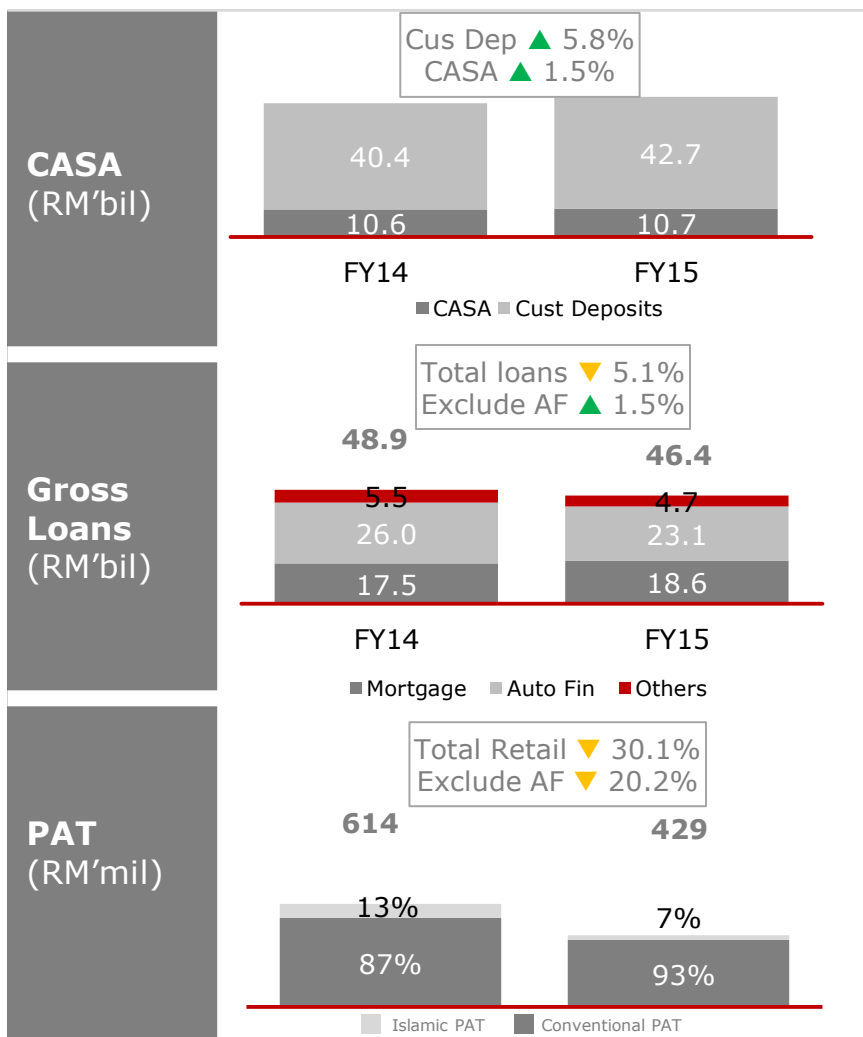
Expenses growth drivers

	Banking CTI	AmGeneral COR*
FY15	44.6%	91.2%
FY14	43.5%	94.8%



Retail Banking: Targeted growth, continue to build customer franchise

Key financials:



Performance highlights:

- ❖ Customer deposits driven by segment solutions targeted at SBB¹ and Young Professionals (YP)
- ❖ Targeted loans growth – focus on variable rate loans and better risk grade customers, de-risking auto finance
- ❖ Profit reflects margin compression and portfolio rebalancing strategy; expenses contained

Key focus & planned initiatives:

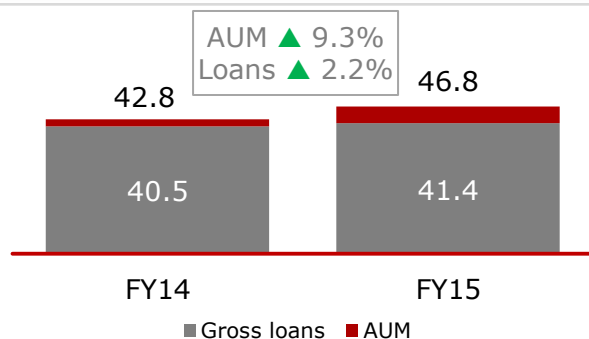
- ❖ Focus on targeted segment play through SBB¹ solutions and YP:
 - SBB – clear customer value proposition, liability led
 - YP – launched debit card
 - Expand fee based income via bancassurance
- ❖ Customer centricity – continuous process and solutions review to simplify and improve efficiency
- ❖ Digital (internet & mobile) banking platforms upgrade in progress – enhanced online FD application and revamped corporate website for ease of use

1. SBB: Small Business Banking
2. AF: Auto Finance

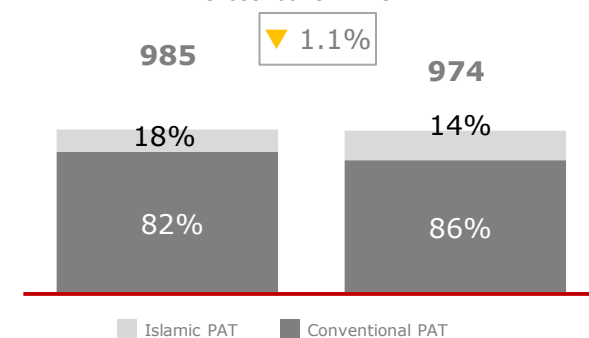
Wholesale Banking: Re-prioritising coverage by segment & sector

Key financials:

Gross Loans & Average AUM¹ (RM'bil)



PAT (RM'mil)



Market share

	Market Share (%)	Rank
IPO ²	22.1%	2
DCM ²	14.9%	3
M'sian Ringgit Islamic Bonds ²	14.2%	3
FUM ³	13.6%	3

Performance highlights:

- ❖ Loans & deposits growth momentum picked up, good loan growth in mid-corporations / commercial segment
- ❖ PAT reflects:
 - Improved contributions from fund management and equity markets and lower provisions from pursuing higher quality assets
 - Partially offset by compressed margins in Corporate Banking. Subdued capital market activities had adversely impacted Debt Capital Markets, Corporate Finance and Trading divisions

Key focus & planned initiatives:

- ❖ Corporate Banking – Tailored solutions for key sectors, including BizSolutions for SMEs
- ❖ Transaction Banking - Drive deposits and trade utilisation through integrated propositions and trade finance
- ❖ Markets - focus on providing integrated clients solutions for Retail and Wholesale clients and expanding flow business across all asset classes

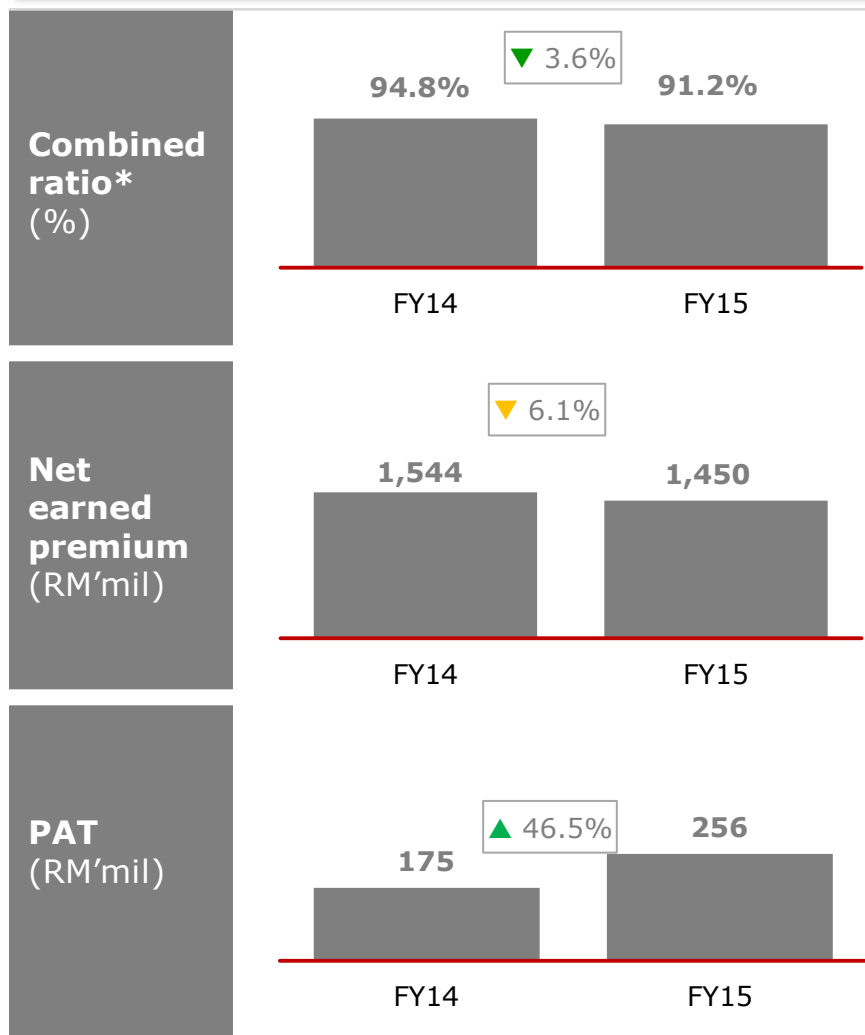
1. Average AUM represents AmInvest's funds under management, Private Banking, Am Private Equity & AmARA REITs

2. Jan 2014 – Dec 2014

3. Represents AmInvest's funds under management as at 31 Mar 2014 (no further industry updates) FY2015 Results – Investor Presentation

General Insurance: stronger investment income & improved claims

Key financials:



Performance highlights:

- ❖ Higher profits underpinned by improved claims management and gain on disposal of investments.
- ❖ Premiums in part impacted by subdued Bancassurance from de-risking auto financing portfolio
- ❖ Capital adequacy ratio comfortably exceeds internal benchmark / regulatory target

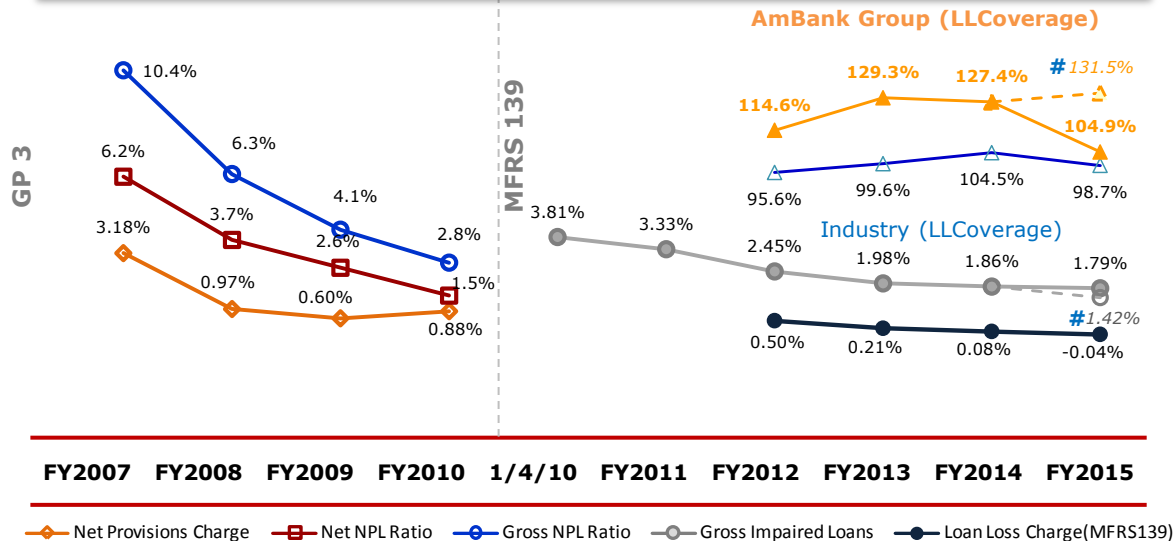
Key focus & planned initiatives:

- ❖ Develop and strengthen alliances with key partners
- ❖ Drive premium growth via focused action plans including new markets, products & services, agent engagements
- ❖ Leverage pricing capability to lead the de-tariff market
- ❖ Improve supply chain management

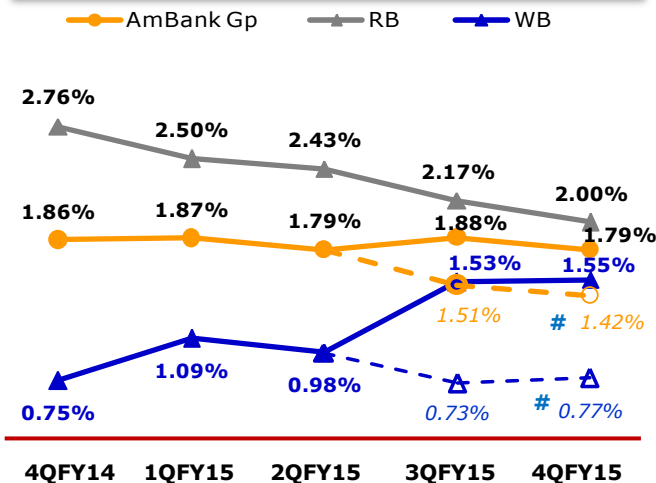
* Combined ratio refers to AmG entity ratios

Group's asset quality stable

Asset quality indicators

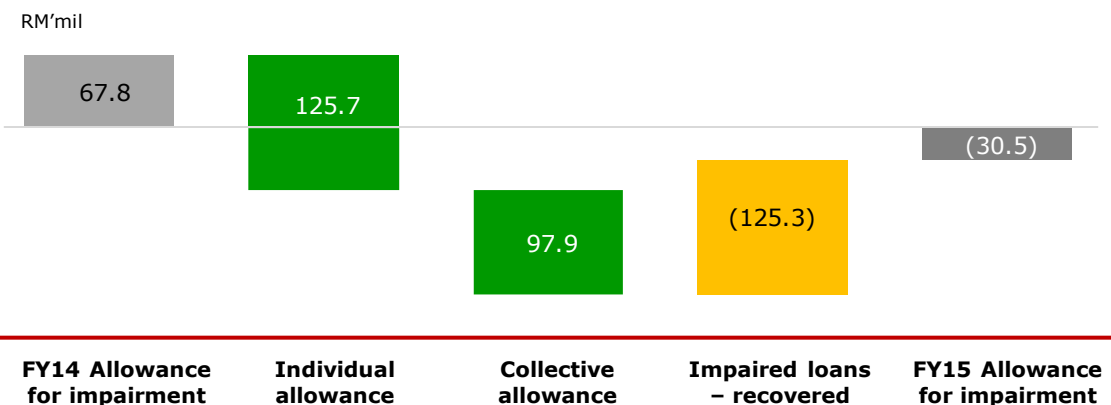


QoQ Gross Impaired Loans ratio



RB: Retail Banking, WB: Wholesale Banking
Exclude a large well-secured corporate customer

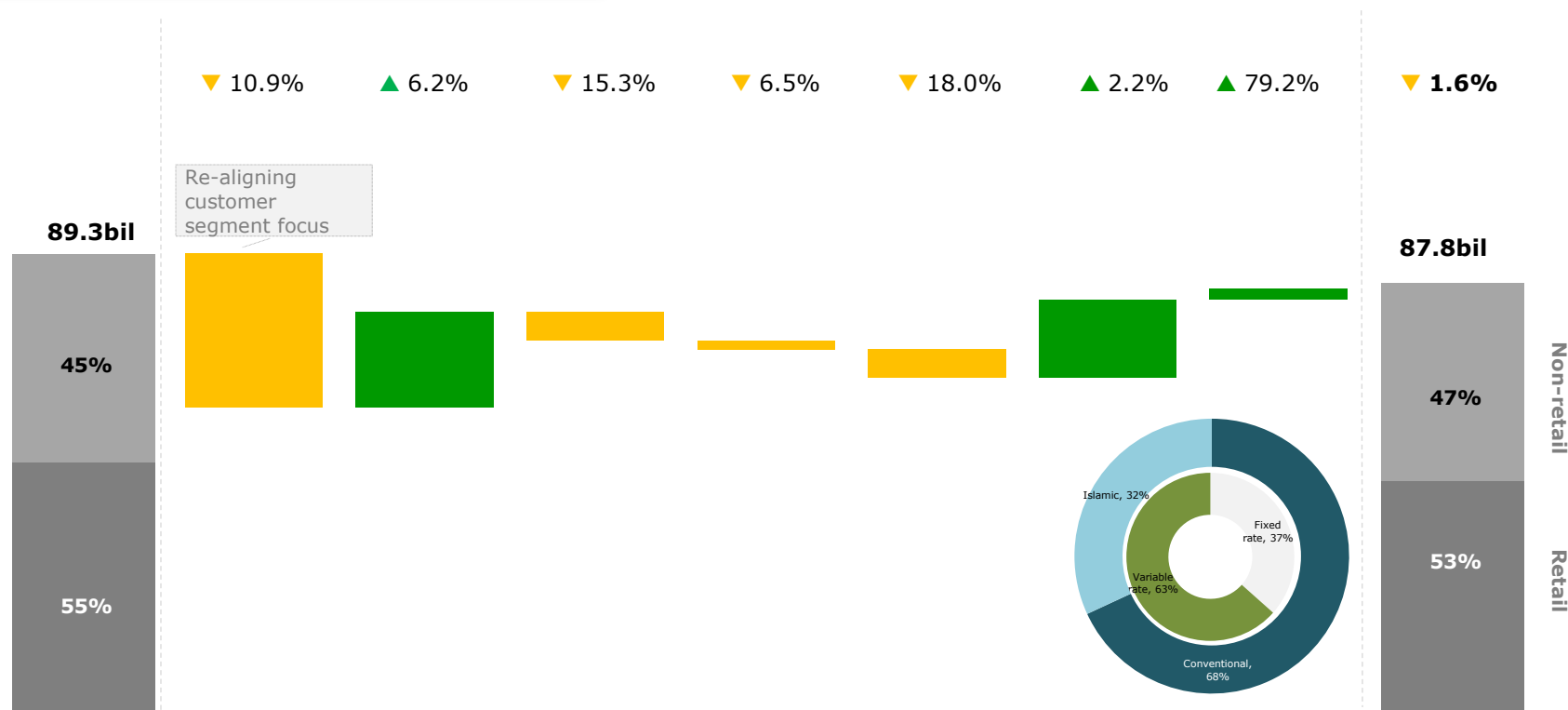
Allowance for impairment on loans & financing (P&L)



- ❖ Group's loan loss charge of -4bps, in line with underwriting of better credit quality
- ❖ Excluding a large well secured corporate impairment, GIL ratio for the Group and WB would improve to 1.42% and 0.77% respectively, while Group's loan loss coverage would rise to 131.9%
- ❖ RB GIL trends improving across Auto Finance & Mortgage supported by close monitoring of portfolios and stepped up collection efforts

Loan movements reflect realignment of portfolios and segments

Gross Loan / Financing movement



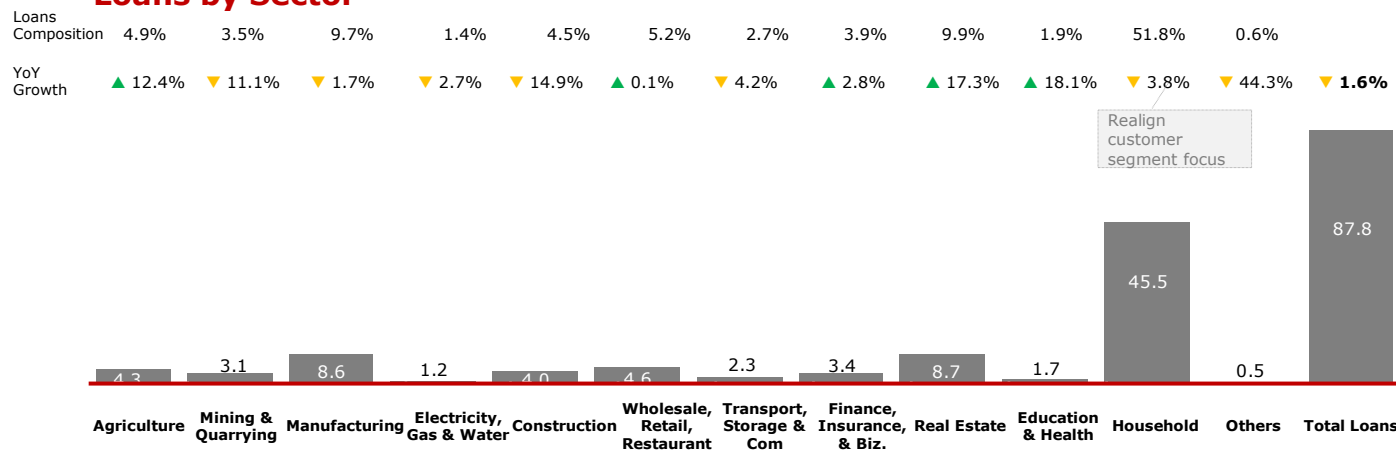
	Auto Financing	Mortgage	Cards	Co-op	Small Biz	Wholesale	Others	Gross Loan FY15
Gross Loan FY14								
% of Composition	26.3%	21.1%	2.0%	1.7%	1.7%	47.2%	0.0%	
FY15 (RM'bil)	23.1	18.6	1.8	1.5	1.5	41.4	(0.0)	
FY14 (RM'bil)	26.0	17.5	2.1	1.6	1.8	40.5	(0.2)	

■ Retail ■ Non-Retail ■ Positive growth in FY15 ■ Contraction in FY15

Targeted loans focus

AmBank Group

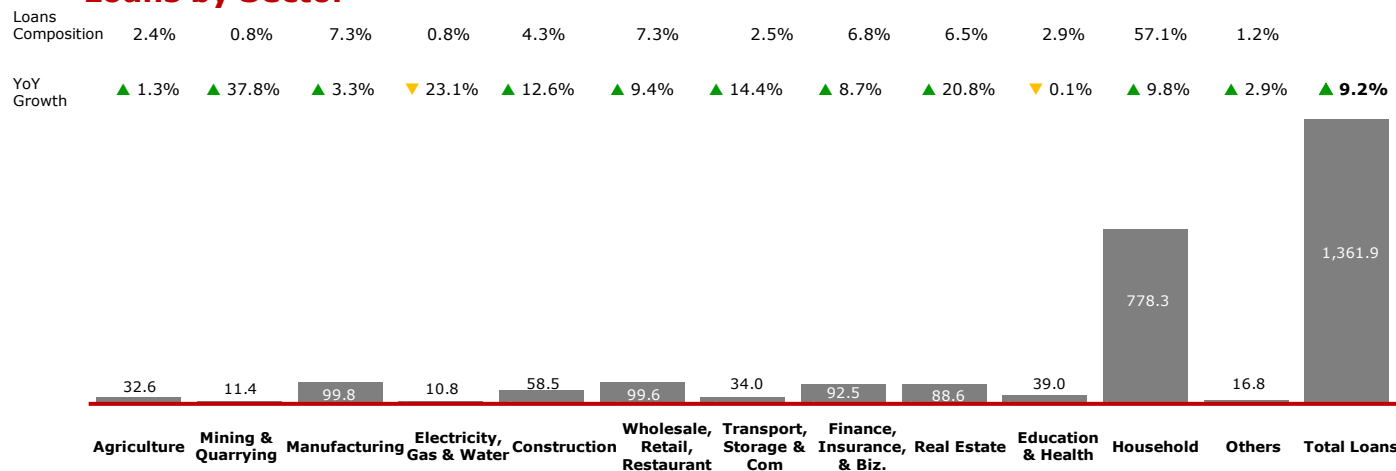
Loans by Sector



Loans by purpose	Mar'15	YoY growth	Composition
Purchase of transport vehicles	23.8	-13.9%	27.2%
Working capital	22.9	+12.3%	26.1%
Purchase of resi property	16.0	+8.3%	18.2%
Purchase of non-resi property	8.4	-5.7%	9.6%
Other purpose	5.2	-5.8%	5.9%
Purchase of securities	3.6	+2.9%	4.1%
Construction	3.3	-13.2%	3.7%
Personal use	1.7	+2.1%	1.9%
Credit card	1.6	-22.5%	1.8%
Purchase of fixed assets	1.3	+30.8%	1.5%
Consumer durables	0.0	-24.1%	0.0%
	87.8	-1.6%	100.0%

Industry

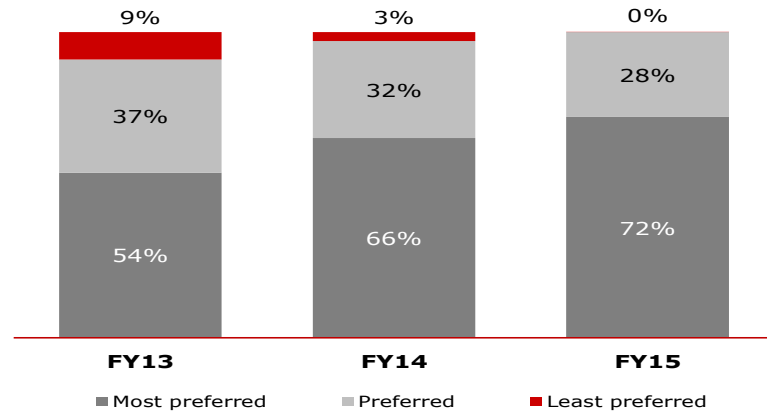
Loans by Sector



Loans by purpose	Mar'15	YoY growth	Composition
Purchase of transport vehicles	167.7	+2.3%	12.3%
Working capital	320.9	+10.8%	23.6%
Purchase of resi property	402.9	+13.1%	29.6%
Purchase of non-resi property	184.9	+16.3%	13.6%
Other purpose	61.9	-9.6%	4.5%
Purchase of securities	77.3	+7.2%	5.7%
Construction	39.4	+12.6%	2.9%
Personal use	59.8	+3.0%	4.4%
Credit card	35.6	+5.0%	2.6%
Purchase of fixed assets	10.7	+8.1%	0.8%
Consumer durables	0.7	>100%	0.1%
	1,361.9	+9.2%	100.0%

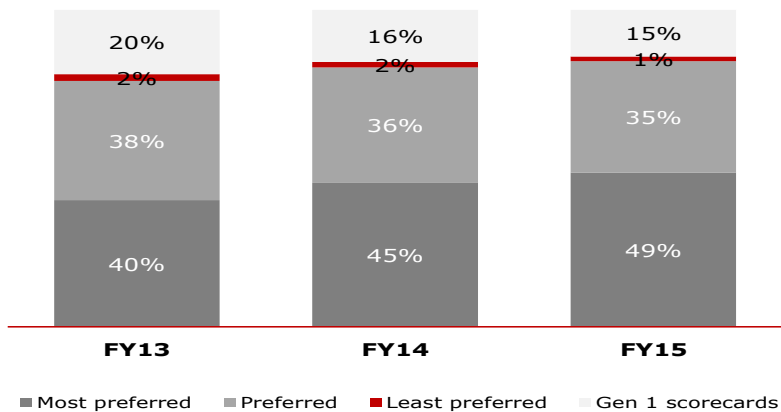
Auto Finance: clear focus on de-risking portfolio

Risk Grade (% of new business)

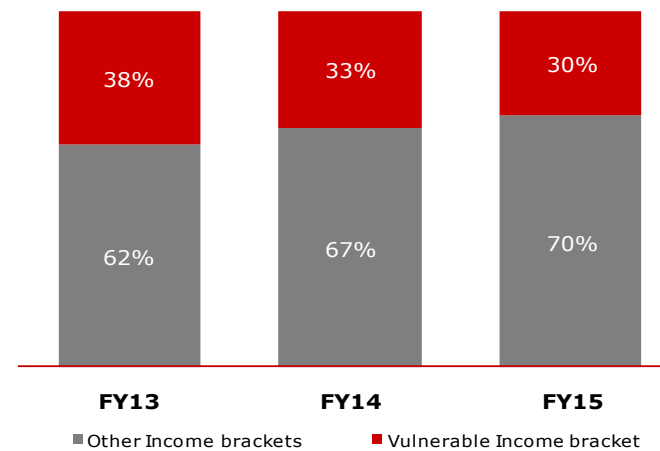


- ❖ Gradual expansion of new exposure to most preferred risk grade while no new loans in the least preferred segment
- ❖ Continual reduction in auto loan extended to vulnerable income group
- ❖ Aiming for customers at preferred loan tenures and margin of financing
- ❖ Simplified steps to identify targeted segment, enhanced approval process

Risk Grade (% of loans outstanding)



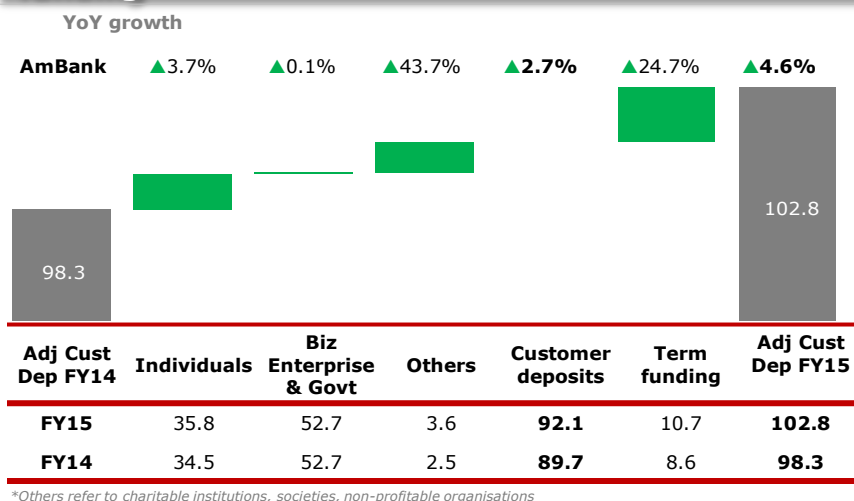
Household Income Group (% of loans outstanding)



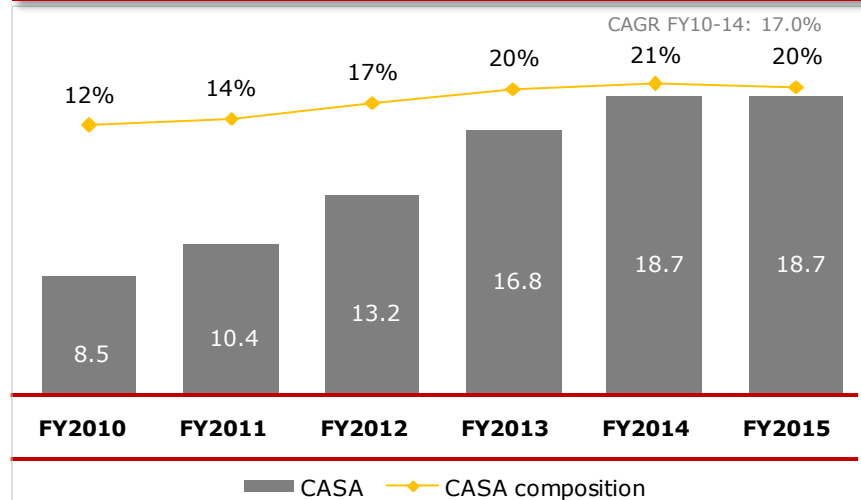
Note: Vulnerable income group is defined as household income \leq RM3,000

Diversified funding profile, stable CASA composition

Customer deposits driven by individuals & term funding



Stable CASA composition



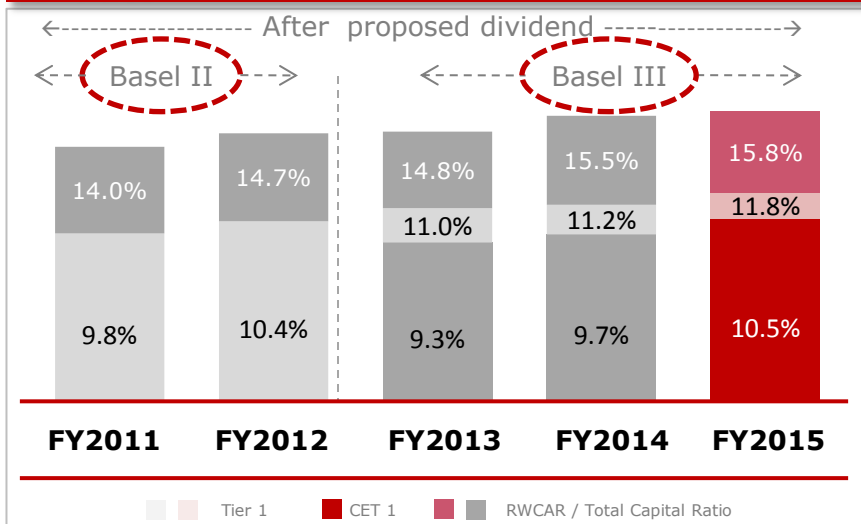
Improving funding composition

	FY07	FY10	FY13	FY15	Industry Ave ²
Equity & debt capital	10%	15%	14%	15%	14%
Customer deposits	60%	77%	75%	74%	73%
Term funding & loans with recourse >1year	4%	2%	7%	7%	5%
Term funding & loans with recourse <1year	1%	1%	1%	1%	
Deposits from banks & FIs	25%	5%	3%	2%	8%

- ❖ As at 31 March 2015, our indicative LCR for AmBank, AmBank Islamic and AmInvestment are above 100%
- ❖ Based on the policy issued by BNM on 31 March 2015, the timeline and the minimum LCR required to be met are as follow:
 - 1 June 2015 – 60%
 - 1 Jan 2016 – 70%
 - 1 Jan 2017 – 80%
 - 1 Jan 2018 – 90%
 - 1 Jan 2019 – 100%

Capital within internal targeted range

Capital adequacy ratio: Aggregated Banking Entities



Capital adequacy ratio (CAR): Legal Entities

	FY14			FY15		
	CET 1	Tier 1	Total capital	CET 1	Tier 1	Total capital
AmBank	9.1%	11.1%	14.6%	10.0%	11.8%	15.4%
AmBank Islamic	9.2%	9.2%	15.2%	9.2%	9.2%	14.4%
Am-Investment	16.9%	16.9%	16.9%	22.8%	22.8%	22.8%
AmGeneral	>200%			>200%		
AmMetLife	>200%			>200%		

- ❖ Internal target capital levels for FY2015 –
 - CET 1: 9.0% ± 1.0%; Tier 1: 10.5% ± 1.0%; Total Capital: 15.0% ± 1.0%
- ❖ Double leverage ratio¹: 1.13x, Balance Sheet leverage ratio²: 9.2%, Total leverage ratio³: 7.3%
- ❖ Financial Holding Company (FHC) – no requirements until FY2020⁴

Indicative ratios as at 31 March 2015:	CET 1	Tier 1	Total capital
Basel III (fully compliant)	9.8%	9.8%	11.0%
Basel III (Grandfathering)	9.8%	11.1%	15.2%

1. Double leverage ratio computed based on AMMB Holdings company level

2. Balance sheet leverage ratio: total equity net of deferred tax & intangible assets over total assets net of deferred tax assets & intangible assets

3. Total leverage ratio: total equity net of deferred tax & intangible assets over total assets net of deferred tax assets & intangible assets & off balance sheet

4. Based on recent BNM guidelines

Outlook

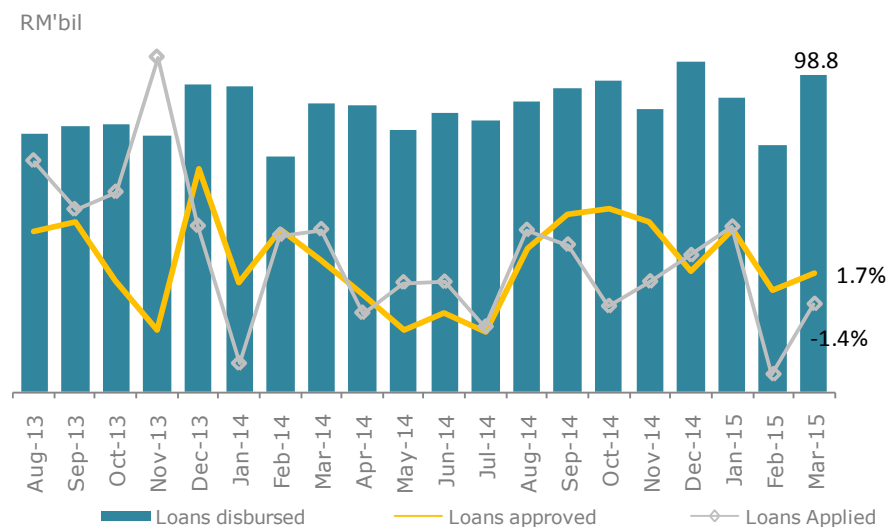
Malaysia

- ❖ Forecast 2015 GDP growth slower at 4.7% reflecting
 - Declining global crude oil price, lower government spending and dampened exports contribution
 - Softer domestic consumption in the near term, weighed down by high household debt levels amidst rising cost of living
- ❖ Expect inflation to stay around 2.5% - 2.7% reflecting GST and weak Ringgit impacts, partially offset by weak global commodity prices and softer demand
- ❖ Authorities will continue to adopt prudent and pragmatic macroeconomic policies, reigning in fiscal deficit, public debt and household debt

	2014F	2015F	2016F
RGDP y/y%	5.9	4.7	5.2
Inflation y/y%	3.1	2.5 - 2.7	2.8
OPR%	3.25	3.25	3.50
Unemployment %	2.7	3.2 - 3.4	2.7
Fiscal Balance % GDP	-3.5	-3.2	-3.0
CABOP% GDP	5.0	3.0	4.5

Banking

- ❖ Monetary policy will remain prudent to support the economic growth and address financial imbalances
- ❖ Loans growth to moderate in tandem with slower GDP expansion
- ❖ Margins remain a challenge from the stiff price-based competition for loans and deposits
- ❖ Asset quality may come under pressure from rising inflation and borrowing cost
- ❖ OPR is expected to remain steady at 3.25% in 2015. There is a slight possibility of a 25bps cut in 2H2015 to boost the economy (on the basis that a potential rate hike by the US Fed has low impact on capital outflows and Ringgit)



Summary

FY2015 – 17 strategic agenda remains unchanged

✓ **Focused Growth**

✓ **Leverage Investment**

✓ **Optimise Enablers**

1

Deliver on
focused
organic
growth

2

Leverage
strategic
partnerships
& deliver on
acquisitions

3

Continue to
optimise
efficiency

4

Build
sustainability

FY2016 Key Performance Indicators (underlying)

**PATMI
(RM'mil)**

Circa 3 – 5%

ROE (%)

12 – 12.5%

CTI (%)

≤46%

Gross impaired loans (%)

≤2.0%

**Dividend:
Payout (%)**

40 - 50%
Payout

Underlying estimates:

- ❖ NIM compression: 15 – 20bps
- ❖ Loans growth: circa 4 – 5%
- ❖ CASA composition ≥21%
- ❖ Non-interest income composition ~40%
- ❖ Target CET 1 of 9.1% (±1%), Tier 1 of 10.6% (±1%), total capital of 15.0% (±1%)

DIVISIONAL PERFORMANCE



Retail Banking

Aspirations

Re-orient to higher value segments, extract value from core mass

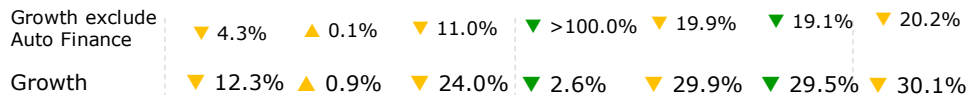
Targeted segments

- PAT reflects margin compression and loans contraction in line with portfolio rebalancing strategy towards higher quality assets; expenses well contained
- Targeted loans growth – focus on variable rate loans and better risk grade customers, de-risking auto finance, mortgage grew 6.2% YoY offset by auto finance (down 10.9%)
- Customer deposits driven by segment solutions targeted at Small Business and Young Professionals, and digital enhancements (e.g. online FD application was extended to include Joint Account holders, Trustees and Islamic Term Deposit products)

Outlook

- Retail Banking's focus is on strengthening service performance, building customer confidence, embedding service culture across all fronts, strengthening relationship with business partners and building sales momentum

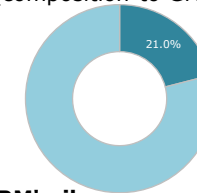
PAT



	PAT FY14	Total Income	Expenses	PBP	Allowances	PBT	Tax	PAT FY15
FY15 (RM'mil)		1,730.2	937.3	792.8	221.0	571.8	142.6	429.2
FY14 (RM'mil)		1,972.2	929.1	1,043.1	226.8	816.3	202.2	614.1

■ FY14 PAT ■ FY15 PAT ■ Positive growth in FY15 ■ Contraction in FY15

FY15 PAT (composition to Group)



	RM'mil	FY14	FY15	FY15 vs FY14
Gross Loans / Financing		48,918.3	46,429.4	▼ -5.1%
Gross Impaired Loans	2.00%	1,357.8	929.6	▼ -31.5%
Customer Deposits		40,378.6	42,738.2	▲ +5.8%
CASA Deposits		10,577.6	10,737.9	▲ +1.5%
ROA		1.26%	0.90%	▼ -0.36%
CTI		47.2%	54.3%	▲ +7.1%
Allowance Coverage		77.3%	75.2%	▼ -2.1%

Wholesale Banking

Aspirations

Coverage: Maximising franchise value through holistic coverage & cross sell – full understanding of customer needs, distinguishing service by complexity, allocating specialists intelligently to grow sustainable profitability
Products: To offer innovative, quality products and services and deliver comprehensive differentiated solutions

Diversified contributions

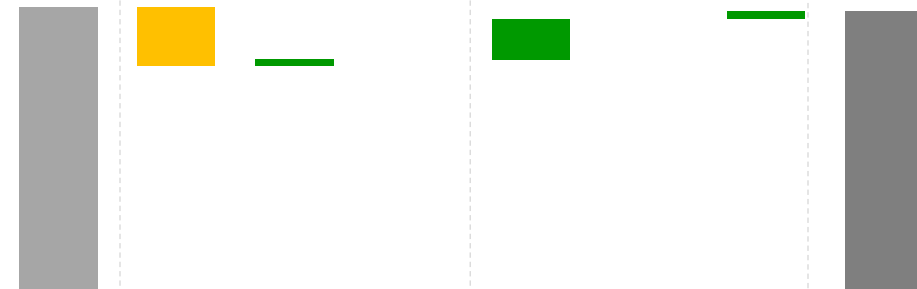
- Improved contributions from funds management and equity markets were partially offset by compressed margins in Corporate Banking. Additionally, subdued capital market activities had adversely impacted Debt Capital Markets, Corporate Finance and Trading divisions
- Good loan growth in mid-corporations/commercial segment
- Expenses well contained from right-sizing initiatives and lower provisions from pursuing higher quality assets
- Impaired loans ratio and allowance coverage impacted by a large well secured corporate impairment

Outlook

- Consistent growth in assets management, sales & trading opportunities from market volatility, greater focus on Islamic Markets, some margin pressure

PAT

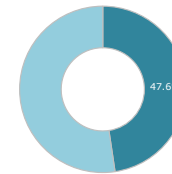
Growth ▼ 10.4% ▼ 3.8% ▼ 13.6% ▼ >100.0% ▼ 2.8% ▼ 8.0% ▼ 1.1%



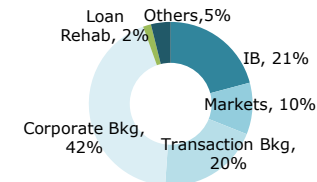
	PAT FY14 (RM'mil)	Total Income	Expenses	PBP	Allowances	PBT	Tax	PAT FY15
FY15	974.2	1,672.6	593.9	1,078.7	(199.4)	1,278.1	303.9	974.2
FY14	984.6	1,866.3	617.2	1,249.1	(65.9)	1,315.1	330.4	984.6

■ FY14 PAT ■ FY15 PAT ■ Positive growth in FY15 ■ Contraction in FY15

FY15 PAT (composition to Group)



FY15 Income Breakdown



	RM'mil	FY14	FY15	FY15 vs FY14
Gross Loans / Financing		40,543.2	41,435.6	▲ +2.2%
Gross Impaired Loans	1.55%	304.4	643.1	▲ >100.0%
Customer Deposits		52,120.6	51,426.6	▼ -1.3%
CASA Deposits		8,759.3	8,403.5	▼ -4.1%
ROA		2.07%	1.98%	▼ -0.09%
CTI		33.1%	35.5%	▲ +2.4%
Allowance Coverage		162.4%	71.6%	▼ -90.8%
Ave Assets Management		42,767.5	46,753.5	▲ +9.3%

General Insurance

Aspirations

Together we help make Malaysia a safer place with great insurance solutions

Stronger profit

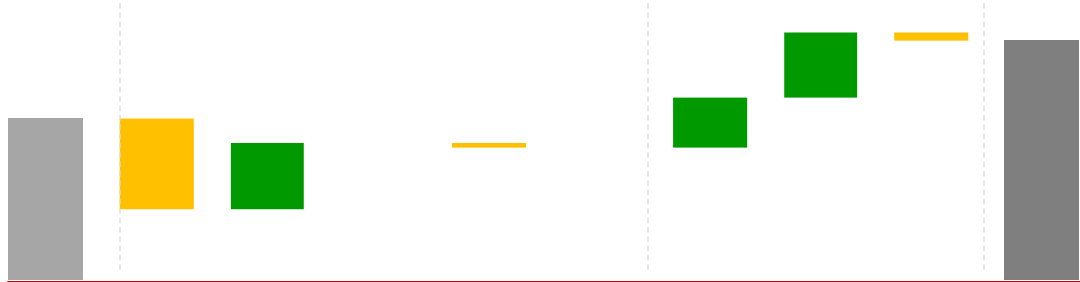
- Higher profits from investment income (gain on disposal of investments and improved bond valuations) and better claims management
- Lower premium in part due to subdued auto financing impacting Bancassurance
- Positive capital adequacy ratio exceeds benchmark regulatory target

Outlook

- Continue to aim for consistent growth on the underlying business performance. Focus will be top line strategic growth initiatives and preparation for the upcoming detariffication

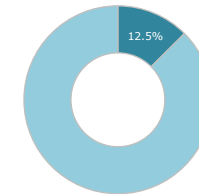
PAT

Growth ▼6.1% ▼6.0% ▼6.3% ▲1.3% ▼25.7% ▲44.1% ▲>100.0% ▲18.0% ▲46.5%



	Net Earned Premium	Claims & Comm	UW Profit	Mgmt Expenses	Net UW Profit	Investment Income	Provision	Tax	PAT FY15
FY15 (RM'mil)	1,450.2	1,071.3	378.9	294.1	84.8	167.9	(61.7)	58.0	256.4
FY14 (RM'mil)	1,544.1	1,139.6	404.4	290.3	114.1	116.5	6.4	49.2	175.0

FY15 PAT (composition to Group)



		FY14	FY15	FY15 vs FY14
Claim ratio		63.0%	62.8%	▼ -0.2%
Expenses ratio		21.0%	17.3%	▼ -3.7%
Combined ratio		94.8%	91.2%	▼ -3.6%

Ratios above reflects the AmG entity only

■ FY14 PAT ■ FY15 PAT ■ Positive growth in FY15 ■ Contraction in FY15

Islamic Banking

Aspirations

To be the Islamic Bank of Choice

Strong financing growth

- Strong double-digit financing and customer deposits growth. Financing driven by Wholesale Banking's growth of 28%
- Income reflects continued margin compression and realignment of Retail Banking's financing portfolio
- Impaired financing ratio and allowance coverage impacted by a large well secured corporate impairment

Outlook

- Expect growth in retail financing with emphasis on asset quality
- Managed growth in wholesale banking financing and initiatives to increase non-profit income
- Aspire to increase cost-effective deposits

PATZ

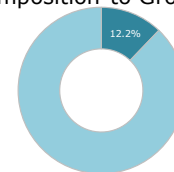
Growth ▼ 6.4% ▼ 0.0% ▼ 10.8% ▼ 28.2% ▲ 1.2% ▲ 4.9% ▲ 0.2%

	FY14 PAT	FY15 PAT	FY14 PAT	FY15 PAT	FY14 PAT	FY15 PAT	FY14 PAT	FY15 PAT
PATZ FY14 (RM'mil)	903.7	845.8	369.2	369.1	534.5	476.7	218.6	156.9
PATZ FY15 (RM'mil)	845.8	248.5	369.1	369.2	476.7	319.8	218.6	156.9
Total Income	845.8	845.8	369.1	369.1	476.7	319.8	218.6	156.9
Expenses	369.1	369.1	369.2	369.2	534.5	319.8	218.6	156.9
PBP	476.7	476.7	534.5	534.5	319.8	319.8	218.6	156.9
Allowances	156.9	156.9	218.6	218.6	319.8	319.8	218.6	156.9
PBT	319.8	319.8	319.8	319.8	67.9	67.9	67.9	67.9
Tax & Zakat	71.2	71.2	67.9	67.9	248.5	248.5	248.5	248.5

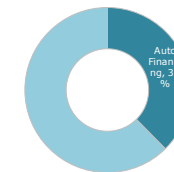
■ FY14 PAT ■ FY15 PAT ■ Positive growth in FY15 ■ Contraction in FY15

PATZ: profit after tax and zakat

FY15 PAT (composition to Group)



FY15 Gross Financing

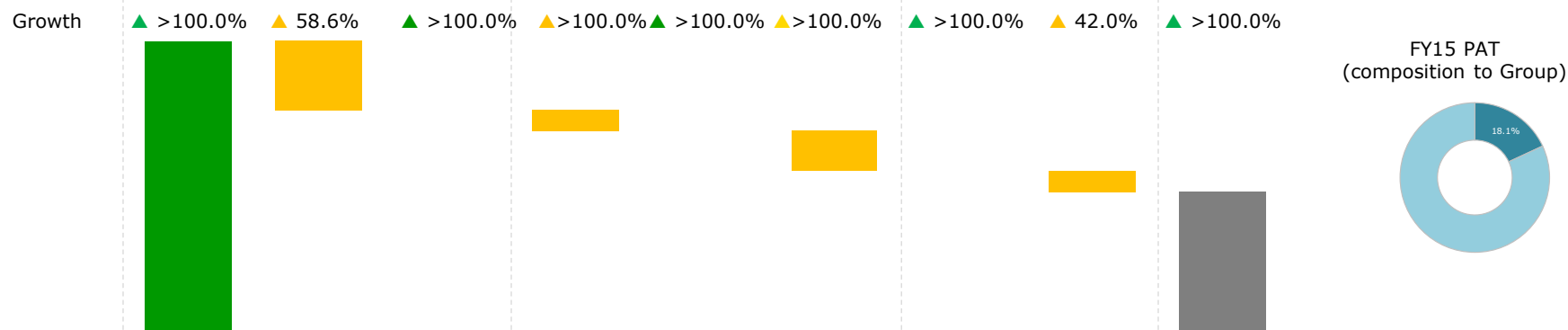


	RM'mil	FY14	FY15	FY15 vs FY14
Gross Financing	24,999.0	28,022.3	28,022.3	▲ +12.1%
Gross Impaired Financing	2.16%	348.5	606.5	▲ +74.0%
Customer Deposits	25,423.4	29,749.0	29,749.0	▲ +17.0%
CASA Deposits	5,625.0	5,819.7	5,819.7	▲ +3.5%
ROA	0.73%	0.66%	0.66%	▼ -0.07%
CTI	40.9%	43.6%	43.6%	▲ +2.8%
Allowance Coverage	158.9%	86.5%	86.5%	▼ -72.5%

Group Operating Segments

- Income includes one-off divestment gain of AmLife and AmFamily businesses of RM462 mil and gain on disposal of AmFraser Securites Pte Ltd
- Higher expenses reflect continued investment (centrally accrued)
- MI represents non-controlling interests within the Group

PAT



PAT FY14	Total Income	Expenses	PBP	Allowances	PBT	Tax	PAT	MI	PATMI FY15
FY15 (RM'mil)	757.4	323.3	434.1	0.9	433.2	53.0	380.2	125.9	254.3
FY14 (RM'mil)	233.4	203.8	29.5	(37.1)	66.7	(17.7)	84.4	88.7	(4.3)

■ FY14 PAT ■ FY15 PAT ■ Positive growth in FY15 ■ Contraction in FY15

SUPPLEMENTARY INFORMATION

AMBANK GROUP



Diversifying funding sources and maturity profile

Funding diversity underpinned by

LDR¹ of 83.8%

CASA: RM18.7 billion

Fixed deposits: RM73.4 billion
(strong retention)

Supplemented by term funding & debt capital

AMMB Holdings Bhd

1. RM2b Medium Term Notes (Senior & Subordinated)

AmBank (M) Bhd

1. RM500m Innovative Tier 1 Capital Securities Programme
2. RM500m Non-innovative Tier 1 Capital Securities Programme
3. USD200m USD Subordinated Term Loan
4. RM2b Medium Term Notes
5. RM4b Tier 2 Subordinated Notes
6. RM7b Senior Notes²
7. USD2b Euro Medium Term Notes

AmBank Islamic Bhd

1. RM2b Subordinated Musyarakah Sukuk
2. RM3b senior sukuk musyarakah programme
3. RM3b Basel III-compliant Subordinated Sukuk Murabahah Programme via Tawarruq arrangement

AmBank (M) Bhd AmBank Islamic Bhd

Loans with
Recourse

Recourse obligations on loans sold to Cagamas - maturing in 2017

Islamic financing sold to Cagamas - maturing in 2016

Funding characteristics

- **Improve funding stability, maturity gap & 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**

- Statutory reserve and liquidity requirement savings
- Reduced exposure to interest rate risks

1. Includes stable funding sources
2. 1st senior notes issuance by a financial institution in Malaysia

ANZ & AmBank Group Partnership



Partnership with ANZ

Value proposition

- Seconding ANZ staff into key roles
- Providing technical expertise
- Support new product development
- Two-way customer referrals
- Joint account planning
- Access to regional network & connectivity

Board representation – AMMB Holdings Bhd

- Shayne Elliot – Director (Chief Financial Officer, ANZ)
- Mark Whelan – Director (Managing Director, Corporate & Commercial, ANZ)
- Suzette Corr – Director (General Manager HR Australia and Group General Manager Talent & Culture, ANZ)

Board representation – AmBank (M) Bhd, AmBank Islamic Bhd & AmInvestment Bank Bhd

- Graham Hodges – Director (Deputy Chief Executive Officer, ANZ)

Management representation

- Mandy Simpson – Chief Financial Officer
- Nigel Denby – Chief Risk Officer
- Tan Chin Aun - Transaction Banking
- Oscar Demirtas - Senior Programme Manager, Small Business Banking

ANZ diversified footprints in Asia



29 Asian markets, 5 Partnerships

Source: ANZ website

AmGeneral: Leveraging strategic partnership with global insurance partner



Partnership with IAG

Value proposition

- Involved in the management of AmGeneral Insurance, offering skills transfer, partnership and relationship models of IAG
- Adding value through claims re-engineering savings, increased revenue via product development, underwriting and pricing

Board representation

- Duncan Brain – Director (CEO, IAG Asia)
- Aidan Pallister – Director (Deputy CEO / COO of IAG Asia)

Management representation

- Derek Roberts – CEO, AmGeneral Insurance Berhad
- Arron Mann – General Manager, Claims
- Chris Tandy – General Manager, Personal and Commercial Pricing

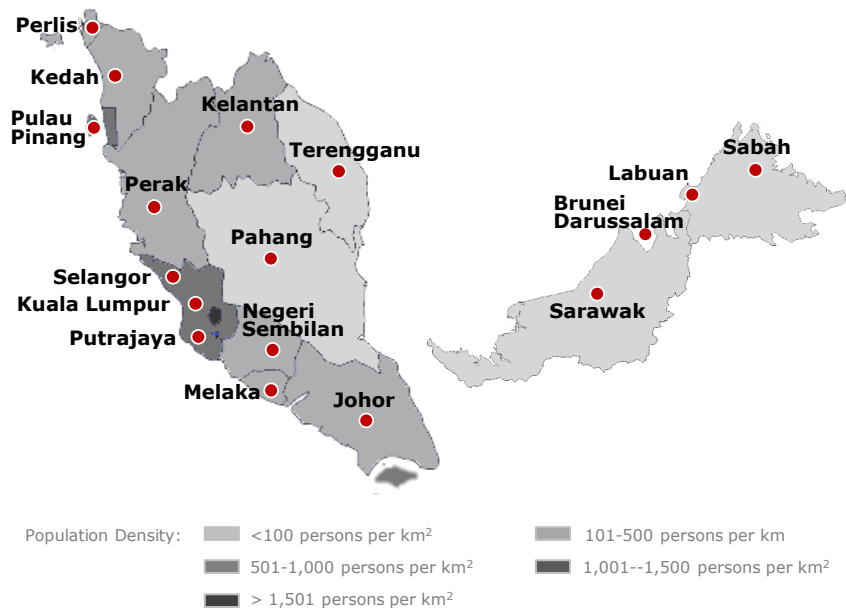
IAG diversified footprints in Asia



**2 subsidiaries in Thailand & Vietnam
Investment in associates in Malaysia, China & India**

Multiple distribution channels aligned to demographics

Nationwide Branch Network



Note(s):
Brunei: AmCapital (B) Sdn Bhd

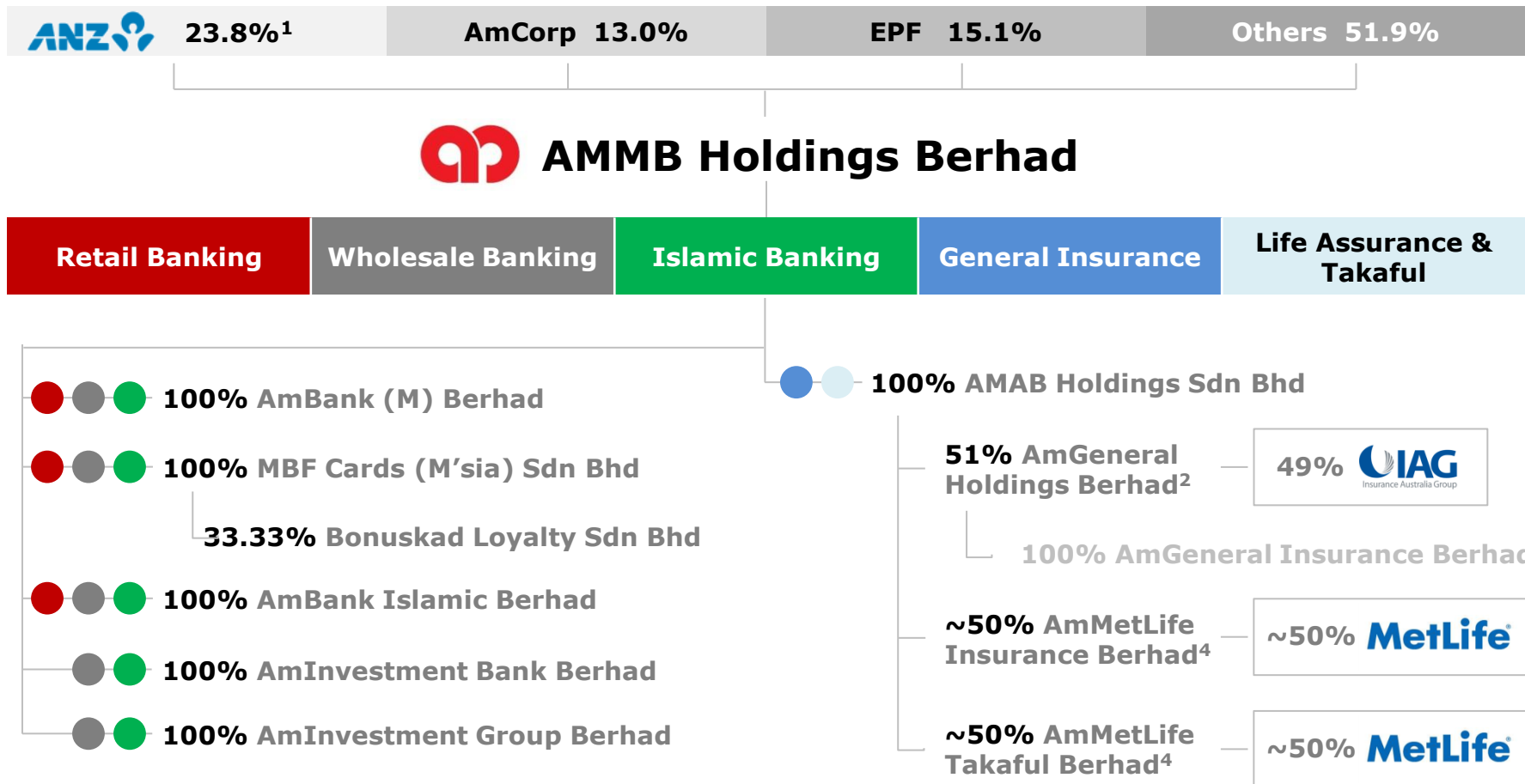
	Branches	ATM	RBC
Perlis	1	4	
Kedah	5	28	
Pulau Pinang	14	48	1
Perak	19	47	
Selangor	34	251	
Kuala Lumpur	30	135	1
Putrajaya	1	3	
Negeri Sembilan	6	38	
Melaka	5	37	
Johor	21	95	1
Pahang	9	33	1
Terengganu	5	20	
Kelantan	2	22	
Sabah	9	36	1
Labuan	1	2	
Sarawak	15	49	1
	177	848	6

Other Customer Touch Points

AmBank Islamic branches	Weekend Banking Branches	ATMs @ 7-Eleven	Electronic Banking Centres	Internet & Mobile Banking	AmGeneral	AmMetlife	AmInvestment	MBF
3	76	381	184	AmOnline AmGenie	32 (include 28 dual branded branches)	18 branches 52 agencies	14	26

Solid shareholding structure & franchise value

As at 31 Mar 2015



Foreign shareholding excluding ANZ

FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
27%	27%	26%	29%	31%	29%

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

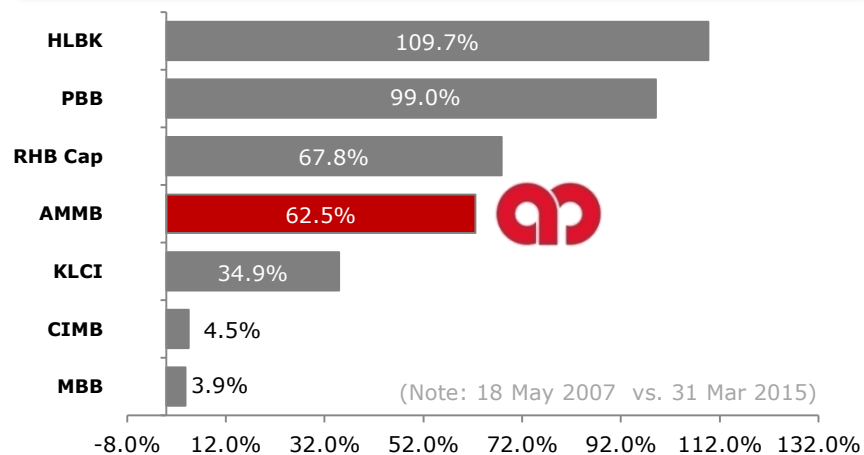
2. Formerly known as AmG Insurance Berhad

3. Formerly known 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

Banking sector share price movement / target price and recommendations

Banking Sector Share Price Movement



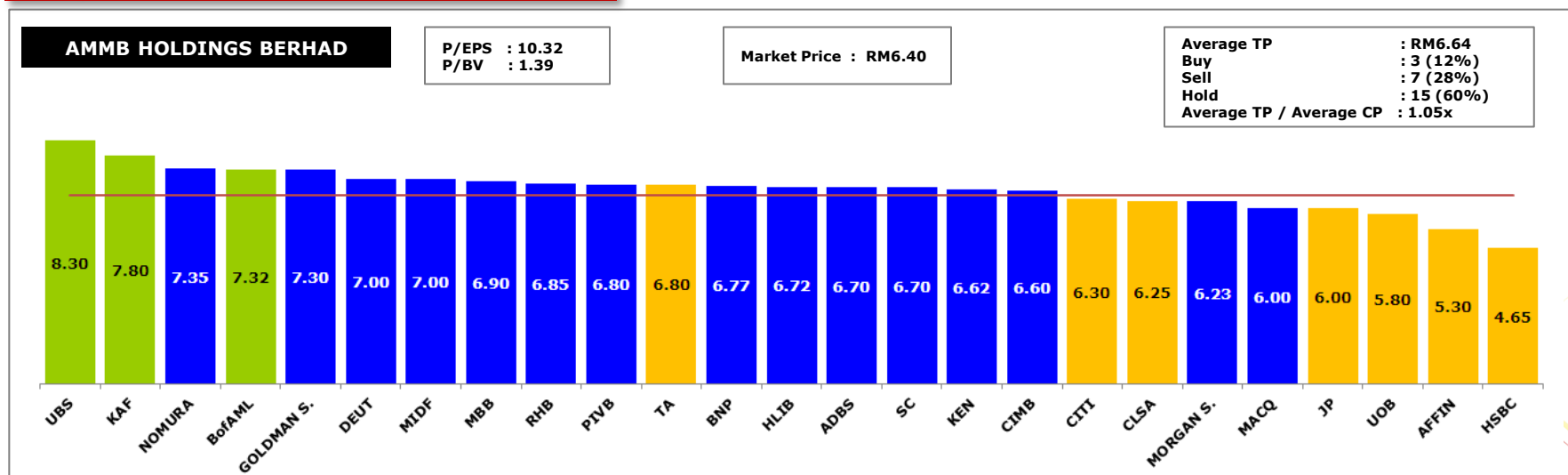
Upgraded ratings

	Ratings	FY2007	FY2015	
AmBank (M)	RAM	A2/P1/Stable	AA2/P1/Stable	+3
	S&P	BBB-/A-3/Stable	BBB+/A-2/Negative	+2
	Moody's	Baa2/P-3/Stable/D-	Baa1/P-2/RuR up ¹	+1
AmInvestment	RAM	AA3/P1/Stable	AA2/P1/Stable	+3
AmBank Islamic	RAM	A2/P1/Stable	AA2/P1/Stable	+3
AMMB	RAM	NA	AA3/P1/Stable	

1 RuR up – rating under review for possible upgrade

+1 Notches of ratings upgrades since 2007

Target Price and Recommendations



Buy/Outperform/Overweight/Add P/EPS & P/BV as at 31 Dec 2014

Hold/Neutral/Market perform Source : Bloomberg as at 15 May 2015
Sell/Underperform/Fully valued/Reduce/Underweight
TP: target price

FY2015 Results – Investor Presentation

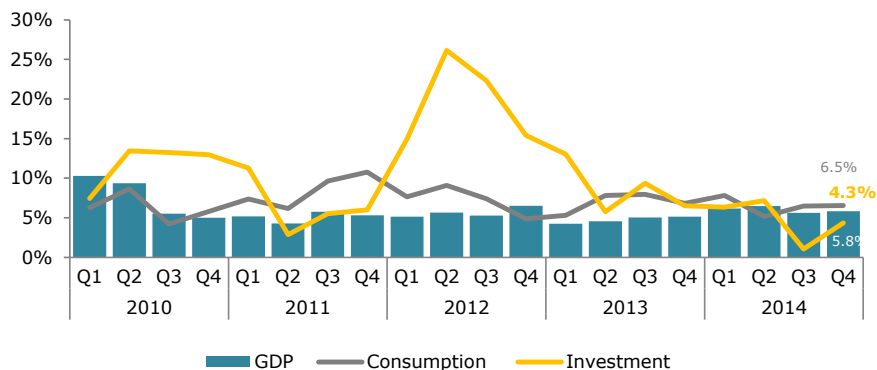
SUPPLEMENTARY INFORMATION

ECONOMY & INDUSTRY

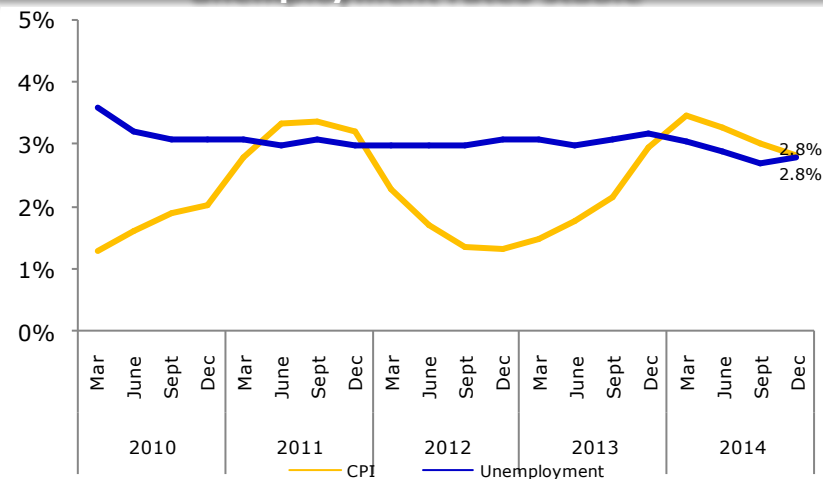


Malaysian economy is on a steady growth trajectory

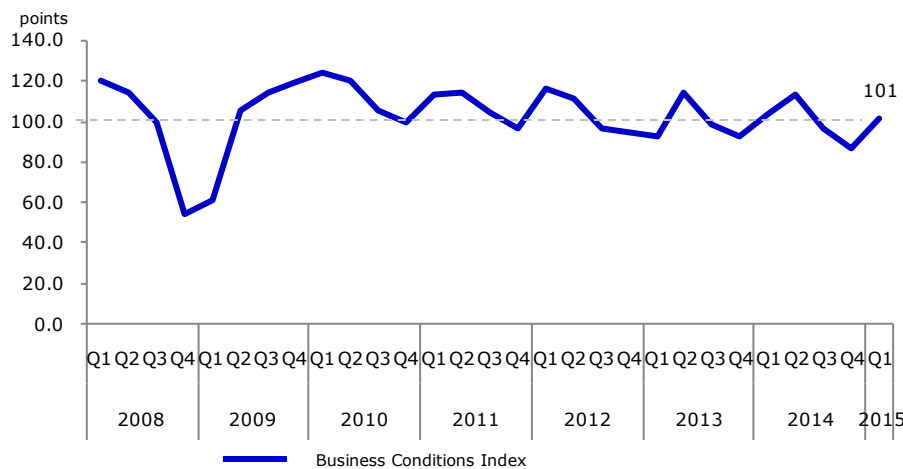
Moderating growth



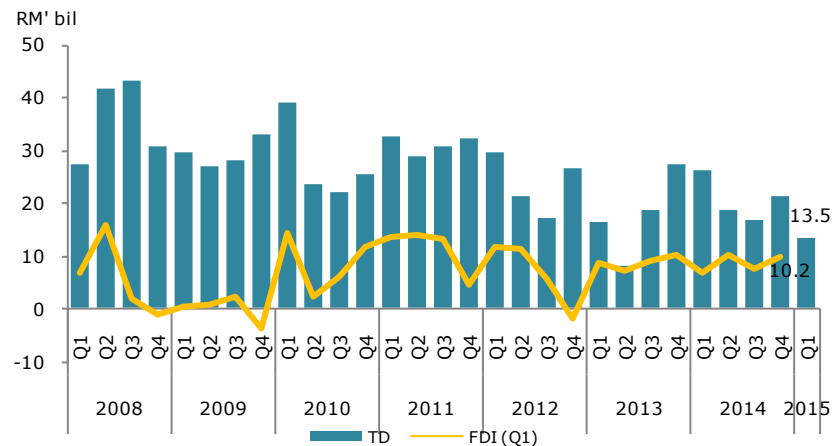
Upward pressure on inflation remains, unemployment rates stable



Promising start, growth in domestic and export orders

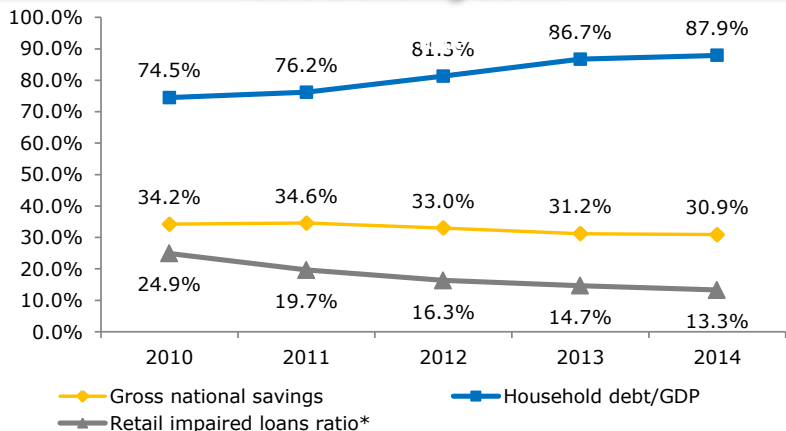


FDIs remain robust



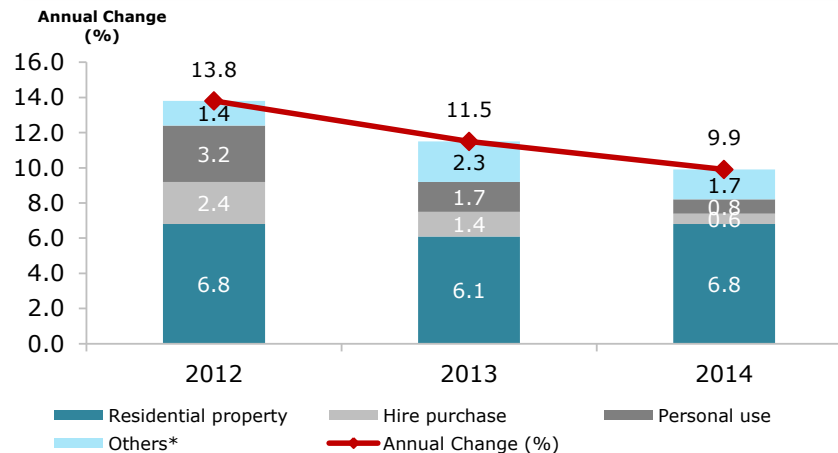
Well-contained risks despite increase in household indebtedness

Higher household debt, but retail impaired loans ratio trending down

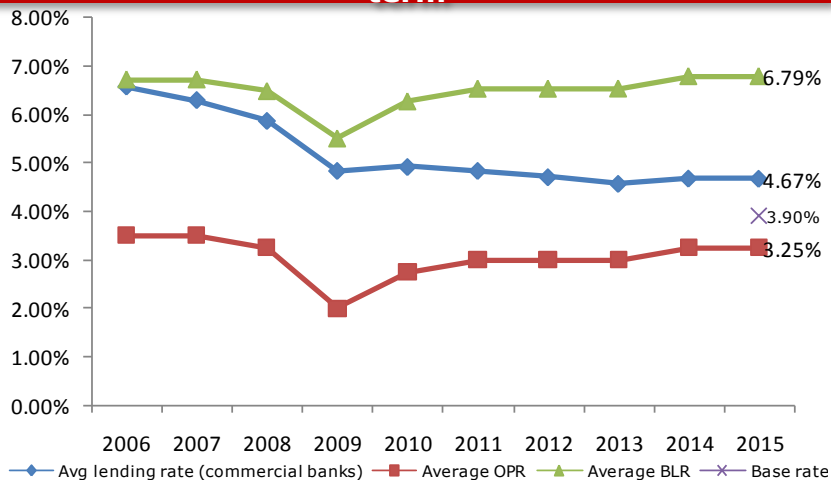


* Retail comprise purchase of transport vehicle, purchase of residential property, personal use and credit card

Gradual slowdown in the household debt growth

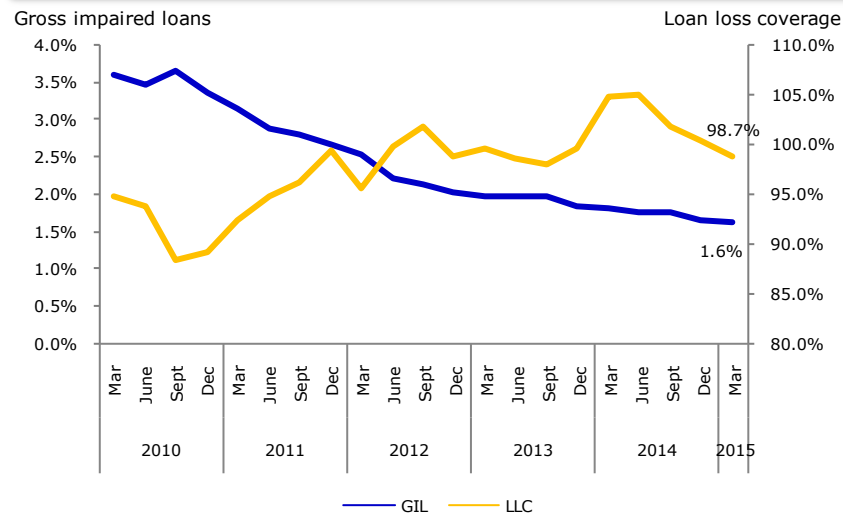


Interest rates expected to remain in the short term



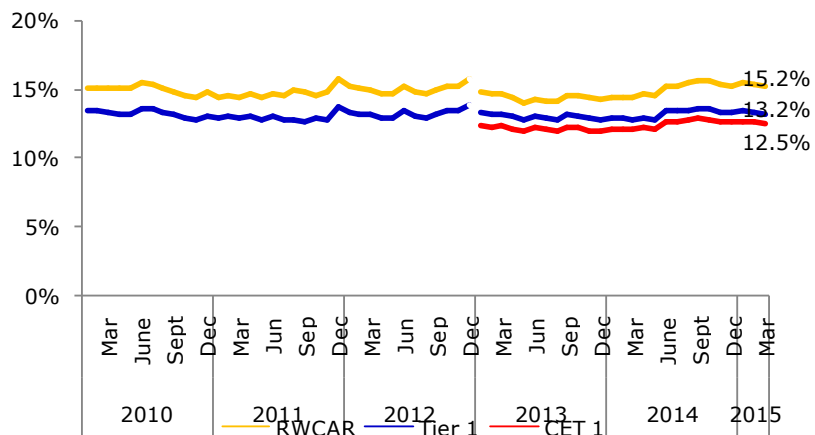
* Effective 2 January 2015, the Base Rate would replace the Base Lending Rate as the main reference rate for new retail floating rate loans

Improving asset quality



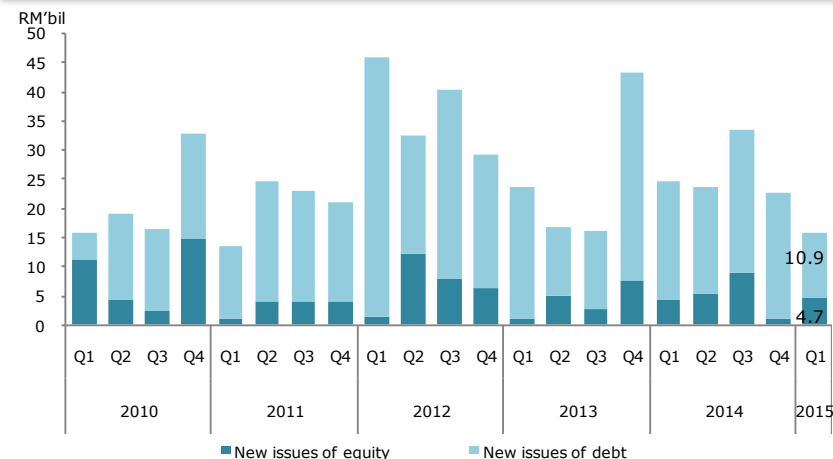
Capital remains sound in the banking sector, loans growth moderating

Capital levels above BNM's Basel 3 guidelines

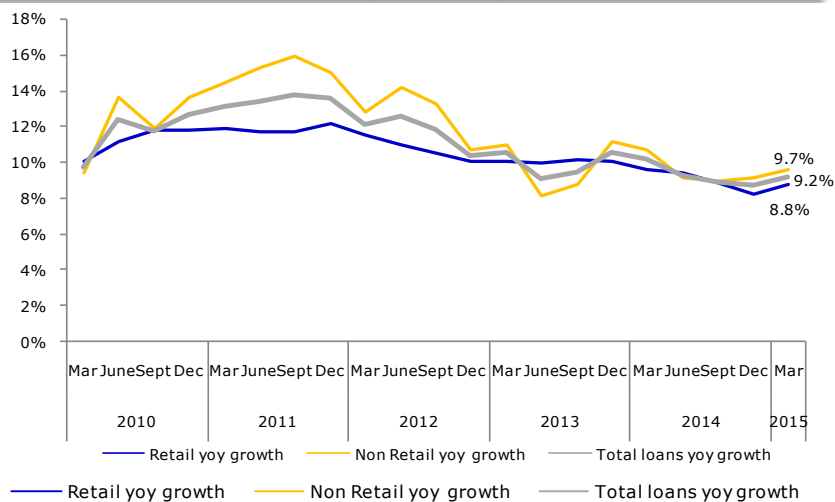


Beginning January 2013, capital components are reported based on Basel III Capital Adequacy Framework

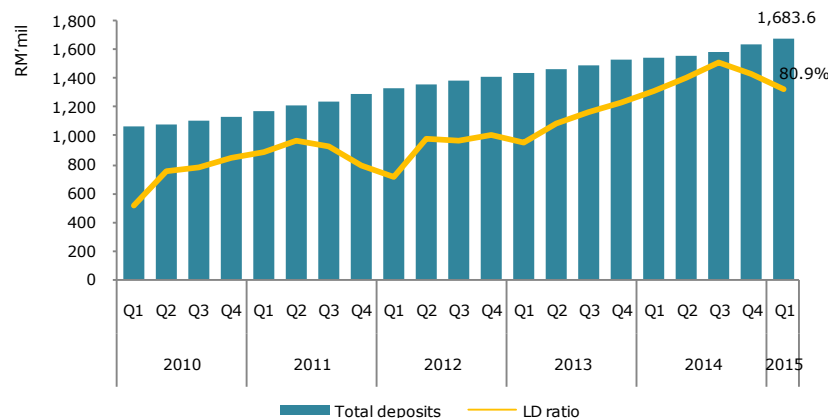
Capital activities supported by debt issuance



Moderating loans growth

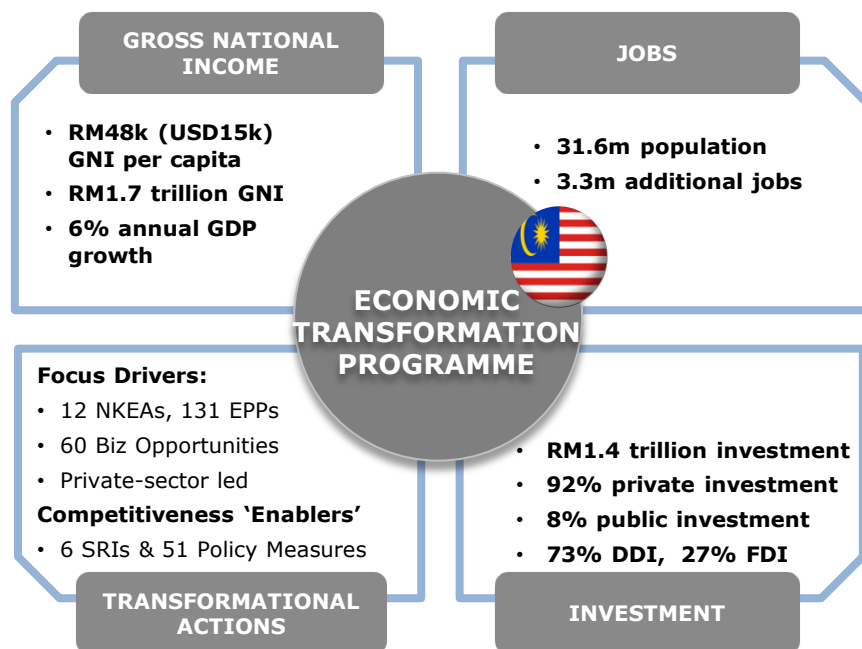


Sustained deposits growth provides liquidity



ETP: Propelling Malaysia towards becoming a high-income, developed nation by 2020

ETP Overview



Achievement of 12 NKEAs in 2013 and 2014

NKEAs	2020 Target		KPI Scoring*	
	GNI (RM'bil)	New Jobs	2014	2013
Greater KL/ Klang Valley	190	320,000	103%	98%
Oil, Gas & Energy	131.4	52,300	108%	97%
Financial Services	180.2	275,400	121%	117%
Wholesale & Retail	55.4	454,190	104%	124%
Palm Oil & Rubber	230.9	41,600	106%	78%
Tourism	66.7	497,000	126%	115%
Electrical & Electronics	53.4	157,000	104%	105%
Business Services	78.7	245,000	96%	102%
Communications Content & Infrastructure	57.7	43,162	110%	101%
Education	31.8	535,000	116%	102%
Agriculture	28.9	109,335	120%	98%
Healthcare	35.3	181,000	105%	103%

Tracking of EPPs

	2020 Target	2011	2012	2013	2014	To-date	% of Target
Investment (USD'bil)	444.0	94.8	21.7	15.2	14.4	146.1	32.9%
GNI per capita (USD per capita)	15,000	9,710	228	168	320	10,426	69.5%
Job Creation (mil)	3.3	0.2	0.4	0.4	0.5	1.5	45.5%

Note:

- Scoring is calculated by a simple comparison against set 2013 and 2012 targets respectively. (*) The overall NKEA composite scoring is the average of all scores.
- Data was correct as on ETP announcement date, the ETP is an evolving programme, in the past 2 years, some EPPs have been dropped, some new ones were added

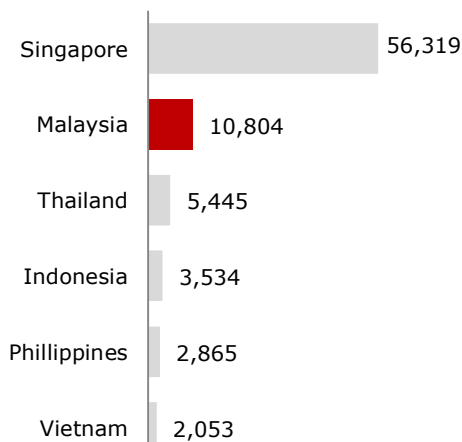
ETP : Economic Transformation Programme

Source ETP Annual Report 2013 & 2014, Resaerch House Report

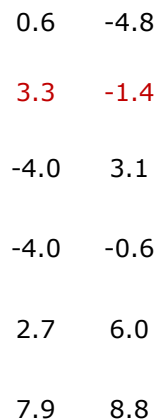
FY2015 Results – Investor Presentation

Malaysia remains an attractive investment destination

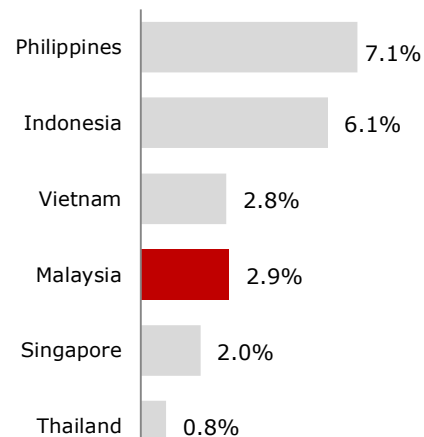
GDP per capita, 2014 (USD)



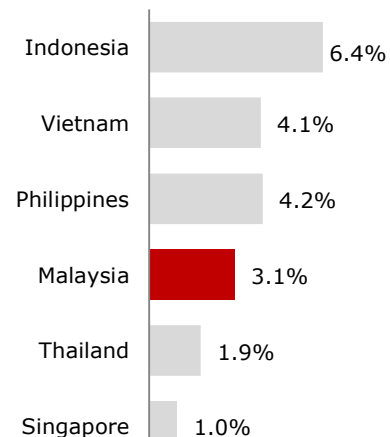
Real GDP growth 2014 2015F



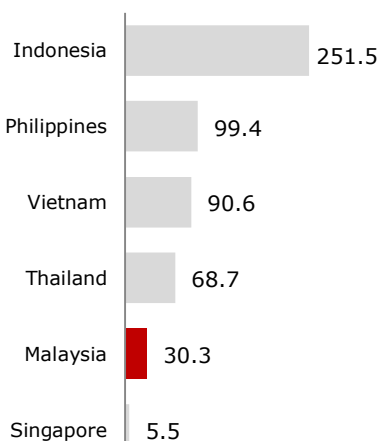
Unemployment (%)



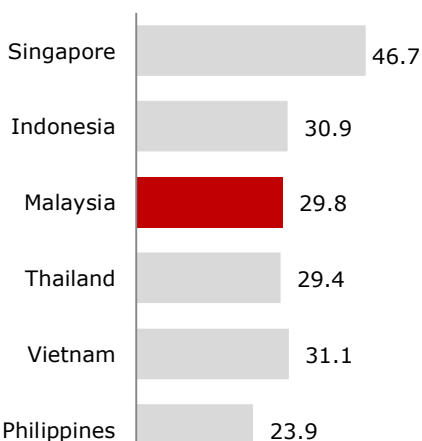
Inflation (%)



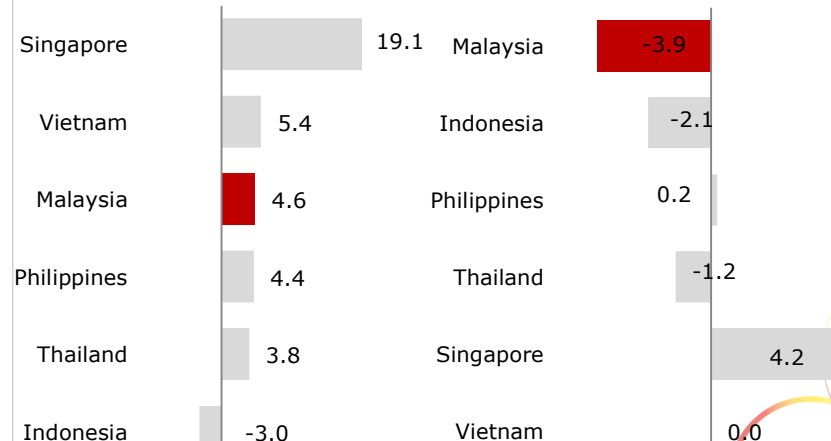
Population (mil)



Savings rate (% of GDP)



Current Account Balance Government structural Balance (% of GDP)



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.

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

Alex Goh
Senior Vice President, Investor Relations

Tel: +603 2036 1435

Fax: +603 2031 7384

Email: alexgoh@ambankgroup.com

ir@ambankgroup.com