

Analyst Briefing 9MFY24

27 February 2024



BUILDING ALLIANCES

Contents

1 9MFY24 Financial Performance

- Revenue & Profitability
- Assets & Liabilities
- Effective Risk Management

2 Going Forward

- Group Strategy: ACCELER8 2027 Update
- Sustainability
- Key takeaways

3 Appendix: Financial Results

- 3QFY24 & 9MFY24 results
- Financial ratios

9MFY24 Performance Highlights

1 Revenue & Profitability

- Revenue grew **3.7% y-o-y** to **RM1.50 billion**
- Net interest income grew **1.8% y-o-y**
 - Net interest margin at 2.48%
- Non-interest income grew **15.6% y-o-y**
 - Wealth management (+16.3% y-o-y), mainly from higher bancassurance fees
 - FX sales/trade fees (+16.7% y-o-y) & banking services fees (+57.9% y-o-y)
- Cost to Income Ratio at **48.2%**
- Net profit after tax at **RM512.7 million**

2 Assets & Liabilities

- Gross loans grew **12.9% y-o-y**
- Customer deposits grew **11.1% y-o-y**, with **CASA ratio** at **45.1%** (one of the highest in the industry)

3 Effective Risk Management

- Net credit cost at **19.4 bps** mainly from:
 - BAU credit charge of 48.0 bps, offset by
 - Management overlays net write-back of 28.6 bps
- Liquidity and capital positions remained strong
 - LCR at **149.9%** and LFR at **87.5%**
 - CET-1 ratio: **12.8%**; Total capital ratio: **17.2%** (without transitional arrangement)

9MFY24 NPAT at RM512.7 million

Income Statement	9MFY23 RM mil	9MFY24 RM mil	Y-o-Y Change (Better / (Worse))	
			RM mil	%
Net Interest Income	1,251.5	1,273.5	22.0	1.8%
Non-Interest Income (excl. brokerage^)	194.1	230.7	36.6	18.9%
Brokerage^	5.6	0.1	(5.5)	(97.9%)
Total Revenue	1,451.2	1,504.3	53.1	3.7%
OPEX	640.4	724.5	(84.2)	(13.1%)
Pre-Provision Operating Profit	810.8	779.7	(31.1)	(3.8%)
Net Credit Cost & Impairments	93.3	99.3	(6.0)	(6.4%)
- BAU credit charge	162.7	245.9	(83.2)	(51.1%)
- Management Overlays	(69.4)	(146.6)	77.2	>100%
Pre-tax Profit	717.6	680.5	(37.1)	(5.2%)
Net Profit After Tax	547.7	512.7	(34.9)	(6.4%)
Balance Sheet	9MFY23 RM mil	9MFY24 RM mil	RM mil	%
Gross Loans	47,276	53,356	6,080	12.9%
Treasury Assets	11,823	13,954	2,131	18.0%
Customer Deposits	48,991	54,410	5,419	11.1%
Total Available Funds[#]	54,107	59,608	5,501	10.2%

^ Brokerage fee & disposal gains from Alliance Investment Bank Berhad's Stockbroking business

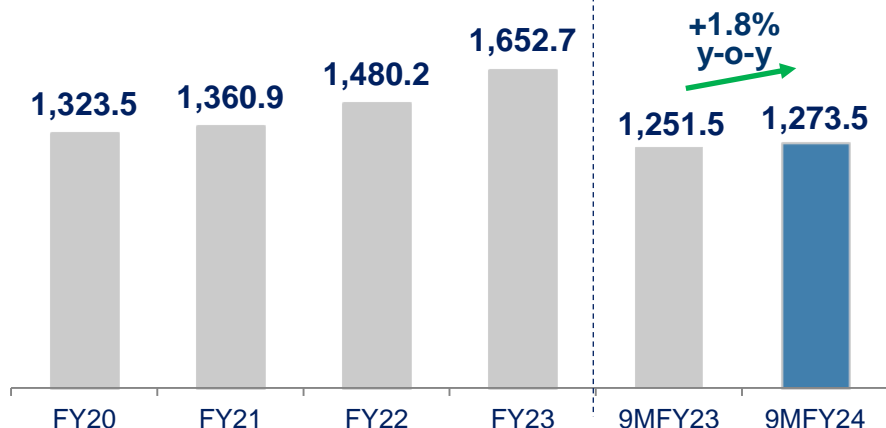
Total Available Funds = Customer Deposits + Structured Investment Deposits + Deposits and Placements of Banks / F.I.s (excluding Interbank borrowings & including BNM Funds) + Subordinated Obligations. Total Funding is the denominator for Loan-to-Fund Ratio (LFR).

Net interest income grew 1.8% y-o-y

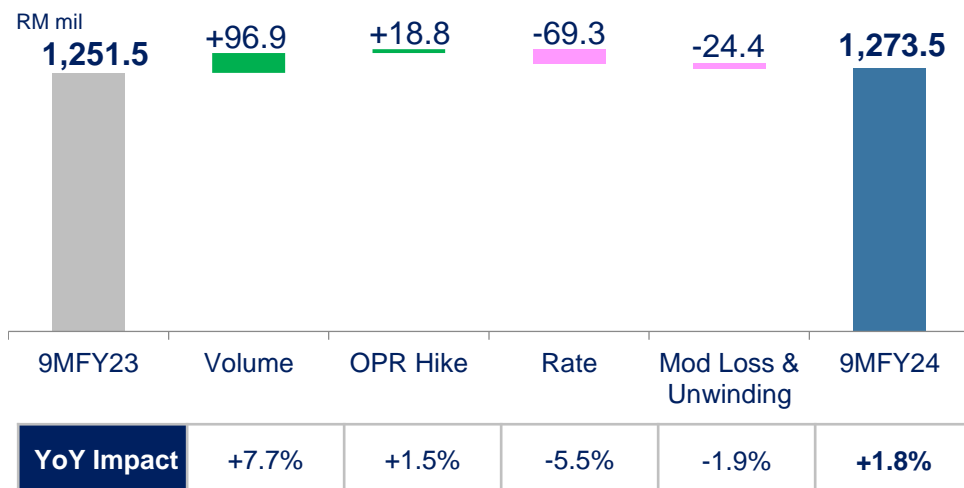
Revenue & Profitability

Net Interest Income

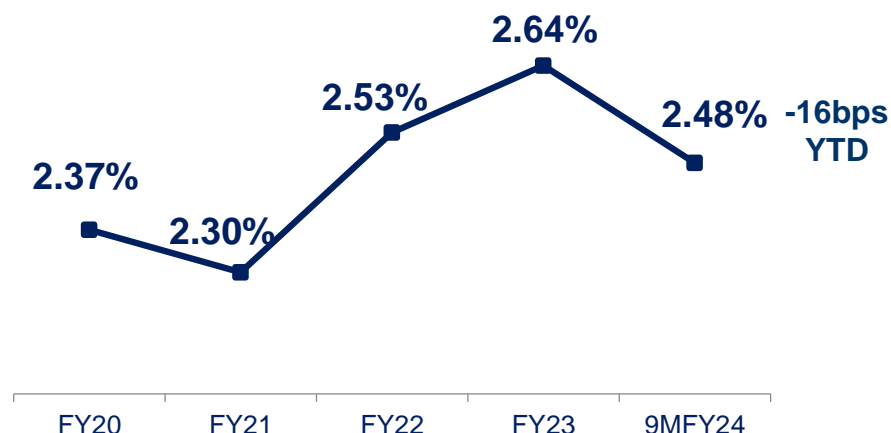
RM mil



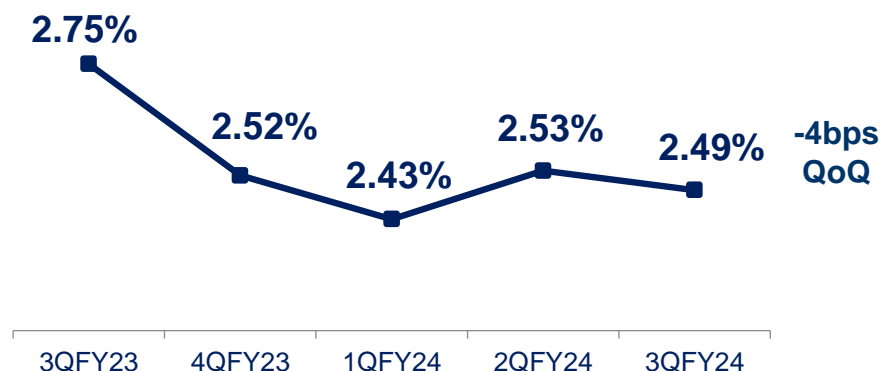
Y-o-Y impact: driven by higher volume & OPR hike impact



Net Interest Margin Trend

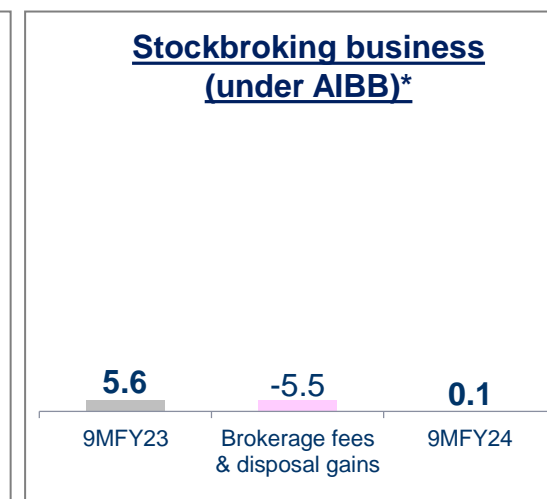
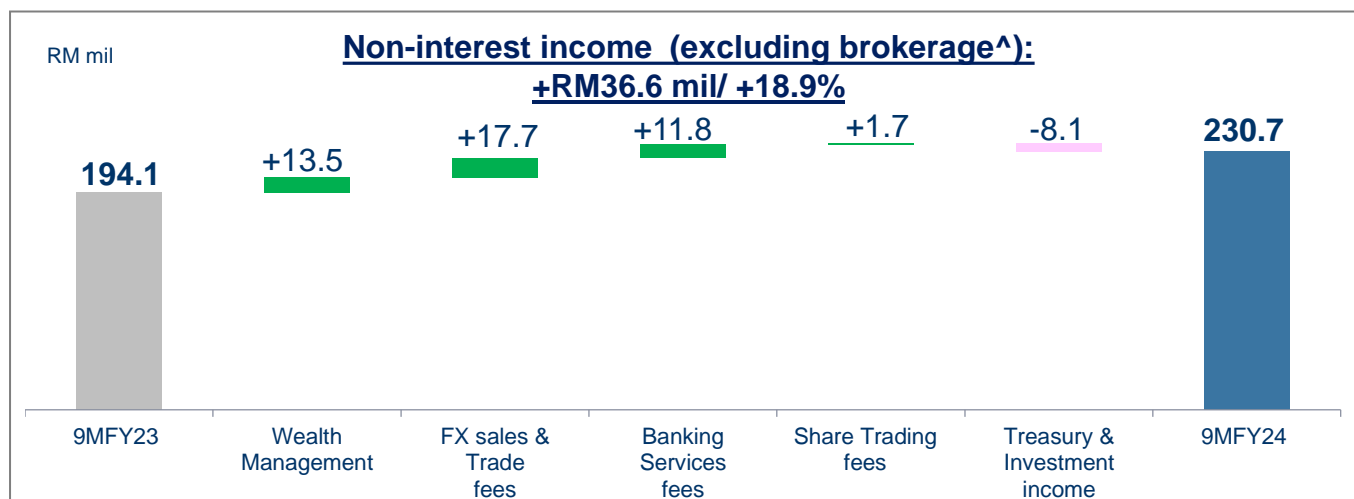


Quarterly NIM:



Non-interest income grew 15.6%

- **Non-interest income** (excluding brokerage[^]): **+18.9% y-o-y**
 - Wealth management (+16.3% y-o-y), mainly from higher bancassurance fees
 - FX sales & trade fees (+16.7% y-o-y) and Banking services fees (+57.9% y-o-y)
- **Treasury & investment income**: (-RM8.1 million y-o-y) mainly due to lower trading income and higher cost on Structured Investments, offset by lower hedging cost

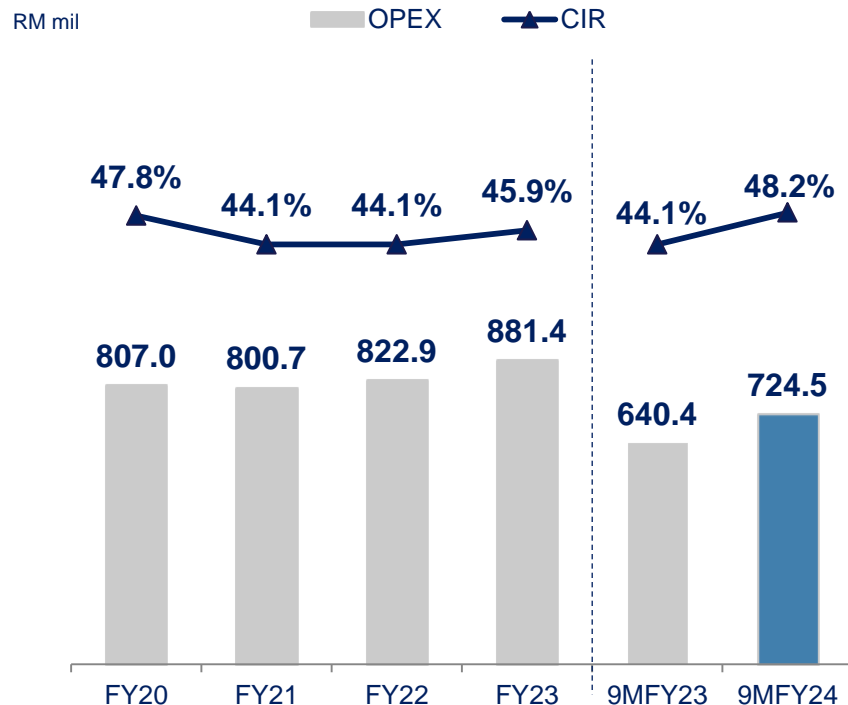


[^] Brokerage fees of RM3.1 million in 9MFY23;

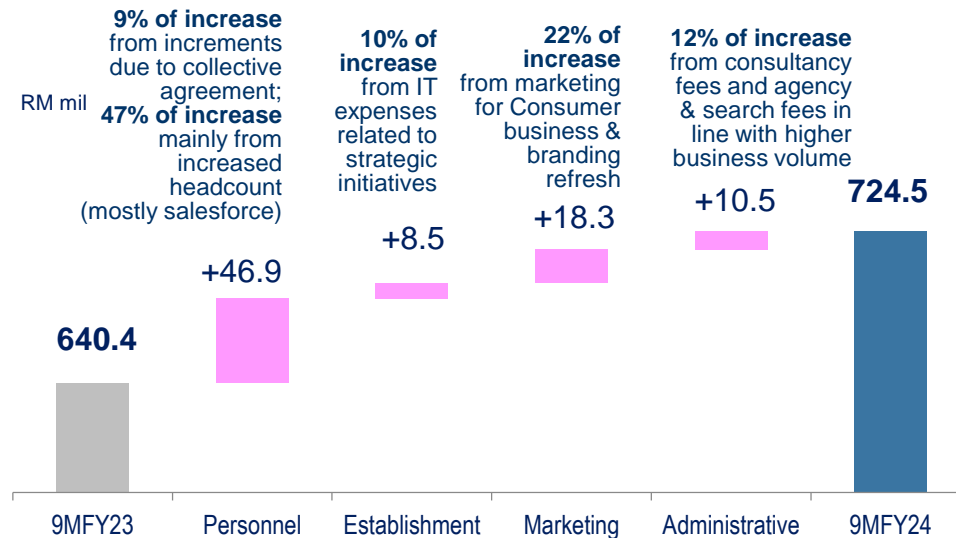
* Disposal gain of RM2.5 million in 9MFY23 and RM0.8 million in 4QFY23, upon completion on 30th July 2022.

Cost to Income Ratio at 48.2%

Operating Expenses (OPEX)



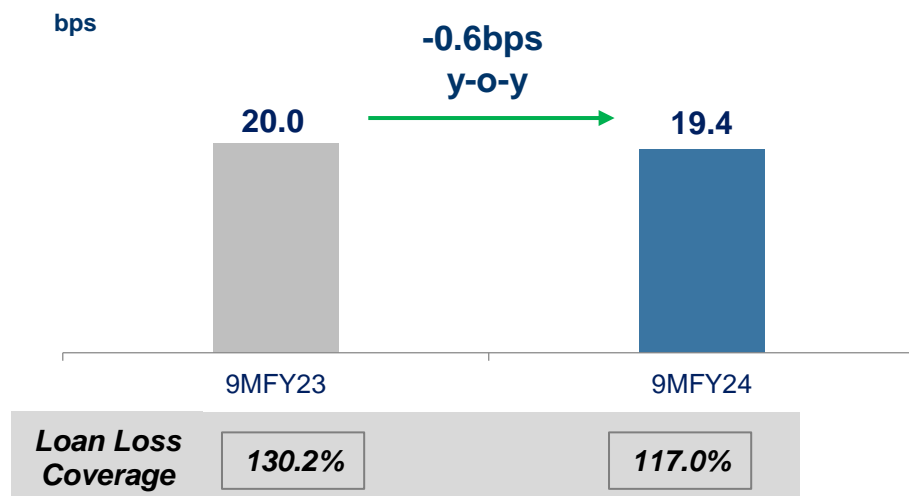
a) Operating expenses up 13.1% y-o-y:



b) Cost to income ratio: 48.2% (maintain guidance of <48%)

Net credit cost at 19.4 bps (annualised: 25.8bps)

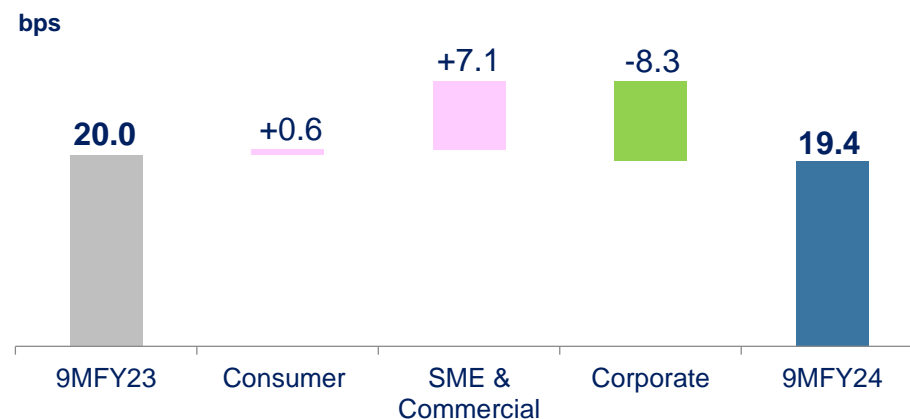
Net Credit Cost



a) **Net credit cost at 19.4 bps** mainly from:

- BAU ECL net charge of 48.0 bps, offset by
- Management overlays net write-back of 28.6 bps

b) **Net credit cost: -0.6 bps y-o-y**

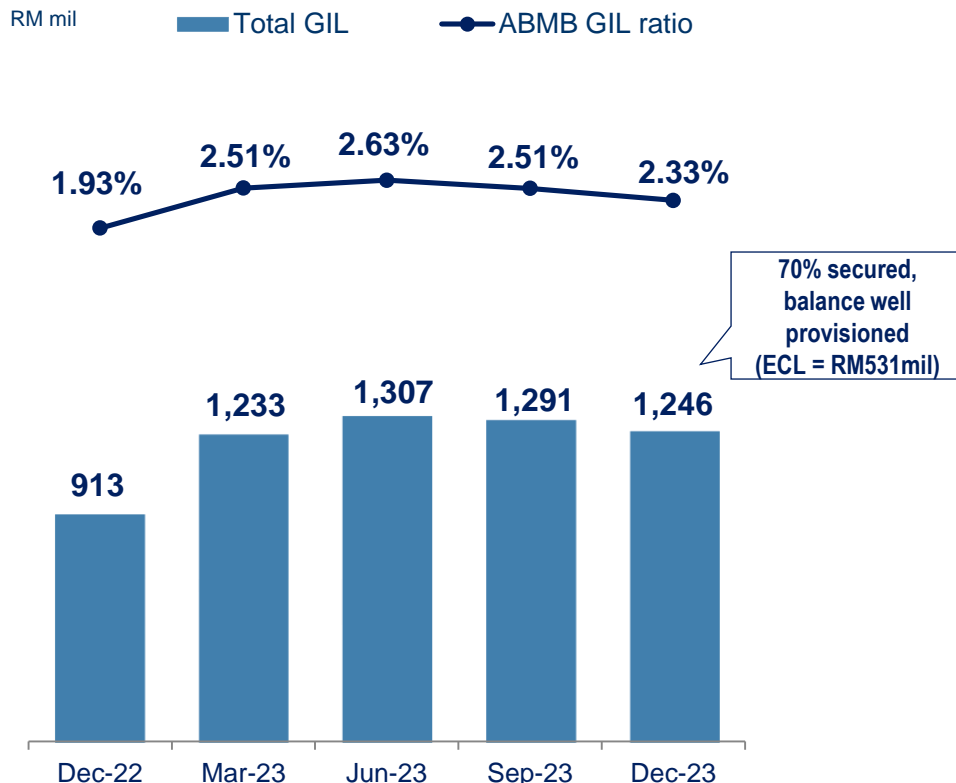


c) **Net credit cost guidance: between 30 to 35 bps**

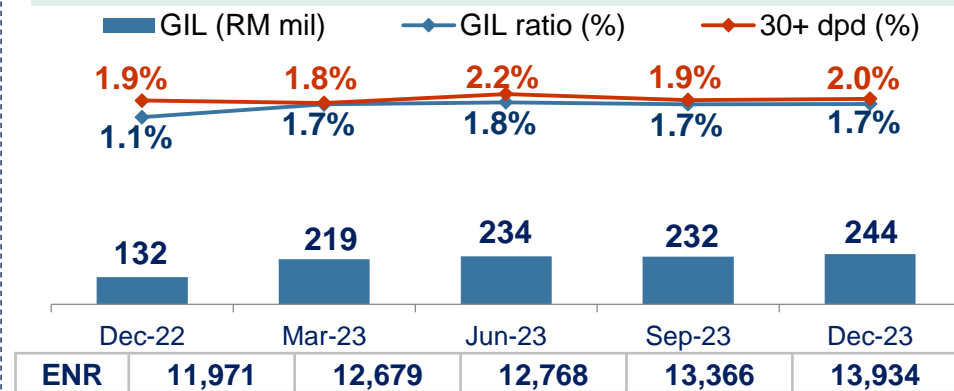
Gross impaired loans ratio improved q-o-q to 2.33%

Effective Risk Management

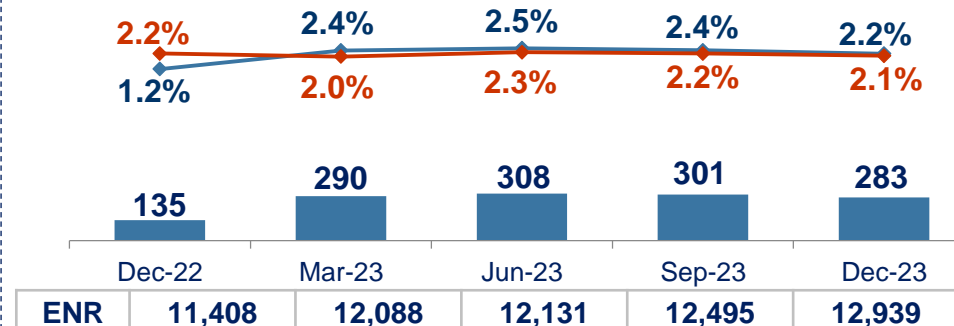
Gross Impaired Loans (GIL)



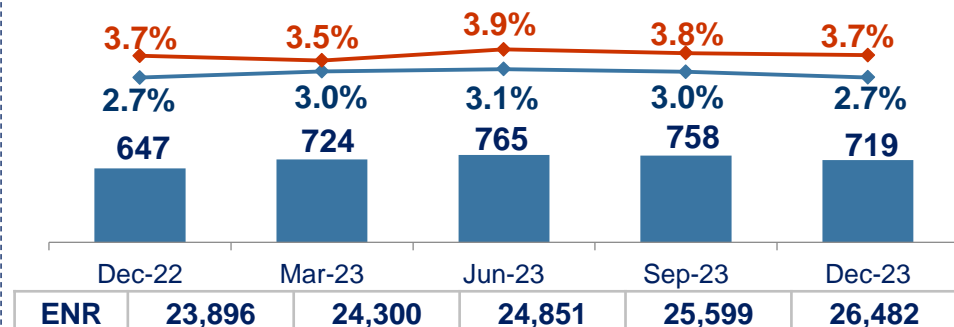
SME



Commercial & Corporate



Consumer

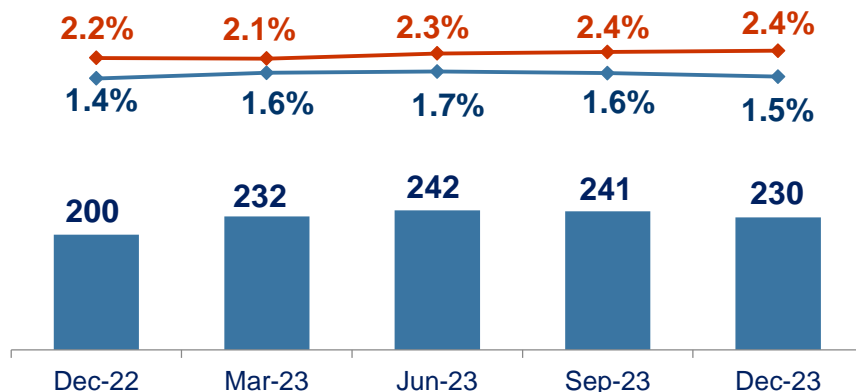


GIL ratio: Consumer Segment

Effective Risk Management

Classic Mortgage

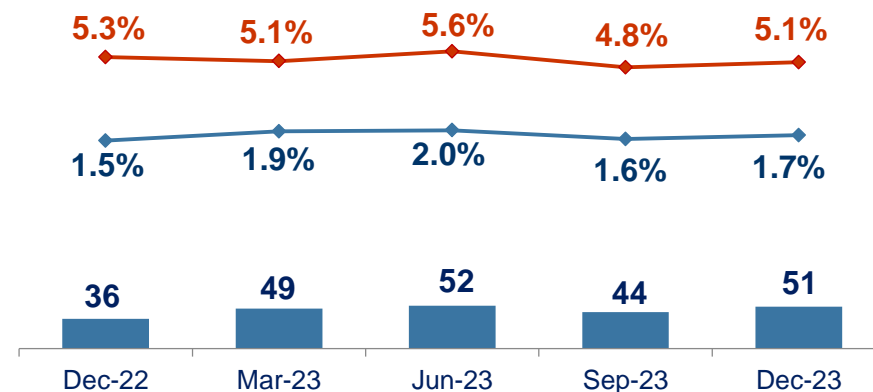
■ GIL (RM mil) ◆ GIL ratio (%) ◆ 30+ dpd (%)



ENR	13,912	14,163	14,436	14,788	15,331
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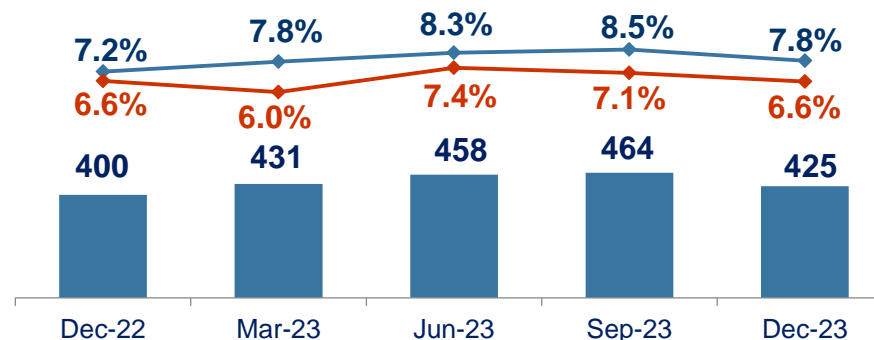
Personal Financing

■ GIL (RM mil) ◆ GIL ratio (%) ◆ 30+ dpd (%)



ENR	2,451	2,548	2,668	2,851	2,954
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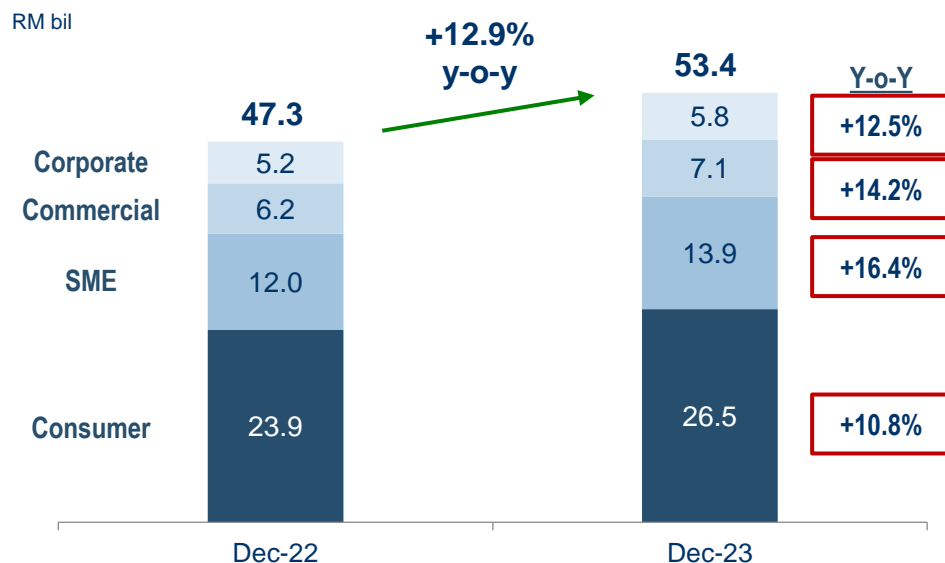
Alliance ONE Account (AOA)



ENR	5,565	5,555	5,529	5,480	5,434
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Strong loans growth, supported by funding

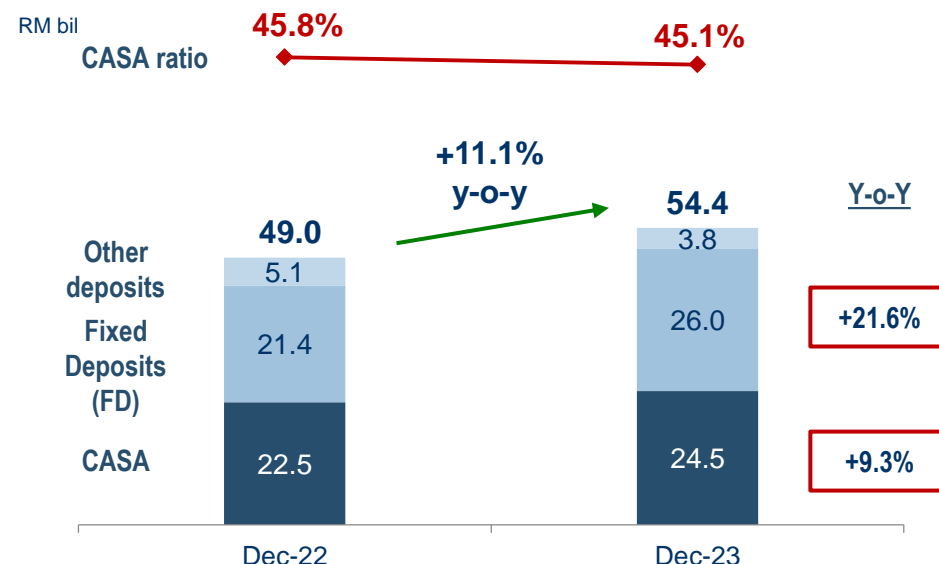
Gross Loans



a) Loans growth: **+12.9% y-o-y**

- SME: +16.4% y-o-y (mainly Term Loans)
- Commercial: +14.2% y-o-y
- Consumer Banking: +10.8% or +RM2.6 bil y-o-y
 - Personal Financing: +20.5% y-o-y
 - Mortgage: +6.6% y-o-y
- Corporate: +12.5% y-o-y

Customer Deposits

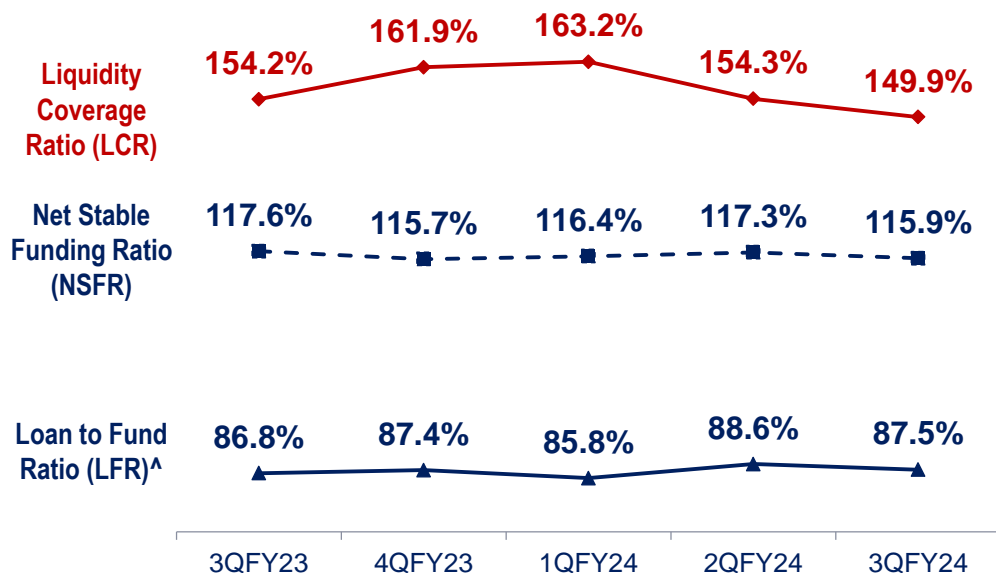


a) Customer deposits: **+11.1% y-o-y**

- b) Fixed deposits: +21.6% (or RM4.6 bil) y-o-y
- c) CASA deposits: +9.3% (or RM2.1 bil) y-o-y
 - CASA ratio at 45.1% (remaining one of the highest in the industry)

Liquidity and capital position remain strong

Liquidity: LCR, LFR & NSFR



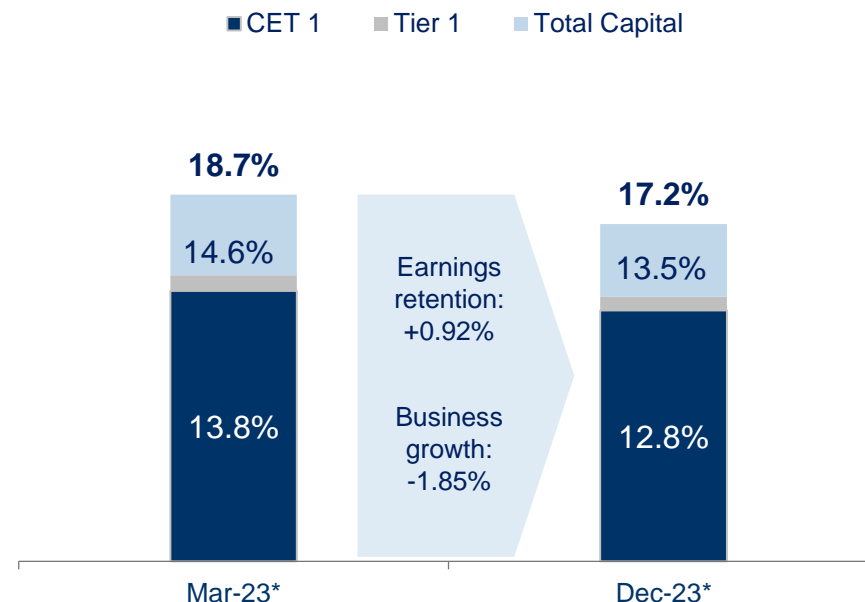
a) Liquidity ratios remaining strong:

- LCR: 149.9% (vs industry*: 160.9%)
- LFR[^]: 87.5% (vs industry*: 81.8%)

b) Net stable funding ratio (NSFR): 115.9%

[^] Loan to Fund Ratio is computed based on gross loans (excluding those funded by Cagamas) divided by total available funds;
* BNM Monthly Statistical Bulletin Dec 2023

Capital Position



- a) Strong capital position (without transitional arrangement)
- b) Will maintain sufficient capital through proactive capital management, to support future business expansion

* Capital ratios without transitional arrangement
[with transitional arrangement: CET 1: 13.2%, Tier 1: 13.9% & Total Capital: 17.6%].

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ACCELER8 2027: FY24 Key Success Metrics (1/2)

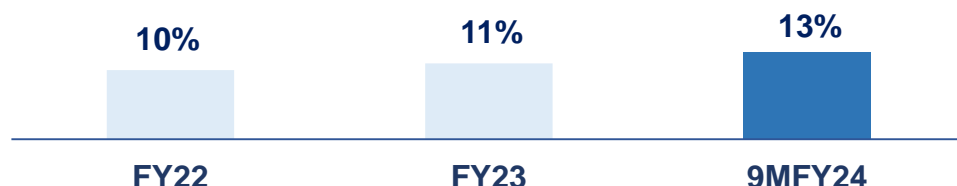
Group Strategy:
Acceler8 2027

1 Continue velocity on SME expansion strategy

SME* YoY Loan Growth

*Based on BNM SME Definition

Target: Maintain double digit growth

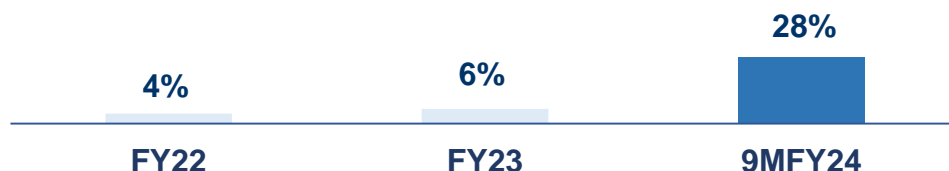


- **Sales productivity** continued to improve by >25% yoy even as new hires are on-boarded; **continue to gain loan market share**
- **Momentum remains uptrend** for new-to-bank (NTB) acquisition, with **9.2k NTB acquired** (>25% yoy growth)

2 Support our business customers through their life cycle

Business Banking Client Fee Income YoY Growth

Target: Surpass previous year's growth



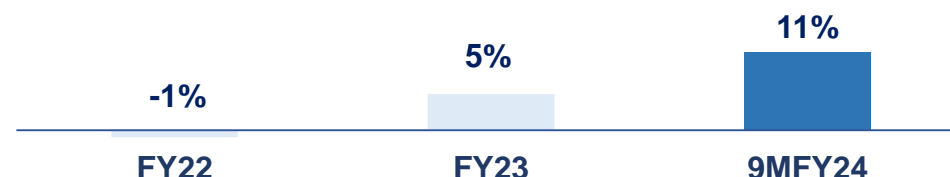
- **Strong growth in client fee income** driven by Corporate loan processing fee (doubled yoy), Banca (71% yoy) and FX revenue (25% yoy)

Note: 9MFY24 YoY growth was based on 9MFY24 vs 9MFY23

3 Broaden consumer business, targeting attractive segments

Consumer YoY Loan Growth

Target: Surpass previous year's growth



- **Remained faster than industry loans growth** (ABMB: 11% vs industry 6.6% in Dec' 23)
- **Continued to acquire highest ever NTB in 9M** (>41%) to 80k driven by **digital & strong growth in HENRY segment**

4 Target resilient ecosystems across their value chain

Sustainability Assistance Program (SAP) (Loan approved)

Target: Achieve RM300mil

Achieved >120% of FY24 full year target



- **Strong uplift** in Sustainability Assistance Program (SAP) loans growth
- **Approved RM380mil** cumulative loans, **representing >120% of FY24 full year target**



ACCELER8 2027: FY24 Key Success Metrics (2/2)

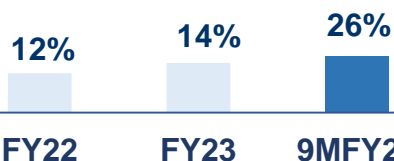
Group Strategy:
Acceler8 2027

5 Become regional champion for selected economic corridors

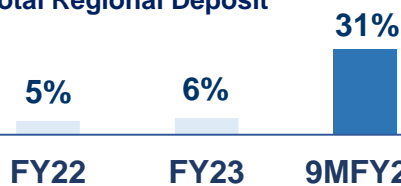
Regional YoY Growth
(Sarawak and Penang)

Target: Surpass FY22
and FY23 growth

Total Regional Loan



Total Regional Deposit



- Continued strong growth in both loans growth (+26% yoy) and deposit (+31% yoy) across Penang & Sarawak
- Sarawak:** Opening of Saradise branch (Jan'24); **Penang:** Jalan Kelawai branch on-track

6 Drive synergies & value creation in our corporate & capital market business

Corporate and Capital Market
YoY Revenue Growth

Target: Surpass FY22
and FY23 growth

8%

7%

13%

FY22

FY23

9MFY24

- Corporate:** Growth driven mainly by fee income (74% yoy), particularly loan processing fee
- Capital Market:** Continue to focus on **converting pipeline to drive revenue**

7 Accelerate Islamic business, leveraging unique propositions

AIS YoY Financing Growth

Target: Surpass FY22
and FY23 growth

7%

7%

7%

FY22

FY23

9MFY24

- Continue to **scale up Halal in One acceptance** & work with various partners to widen reach

8 Leverage partnerships to scale product offering, distribution and drive value

Enhanced
propositions

Established a state-wide partnership with Invest Sarawak to assist SMEs in the state with ESG adoption.





- The collaboration will differentiate the bank's proposition in the Sarawak by providing **capacity building, advisory tools & banking benefits** designed help businesses become more sustainable

Access to
new
customer
base

- Providing financing to public listed companies (PLCs) and their supply chains** via the Bursa CSI program
- On track to scale and onboard additional PLCs with **access to respective supply chains**



We have early achieved Topline Goal 1, and made significant progress towards realizing Topline Goals

	1 Grow our new sustainable banking business	2 Help customers adopt sustainable lifestyles and business practices	3 Reduce the Bank's greenhouse gas (GHG) emissions footprint
Target	Cumulative RM15.0 billion in new sustainable banking business by FY2027	Reduce customers under C5 category to <20.0% by FY2025	Reduce Scope 1 and Scope 2 GHG emissions by 20% by FY2027 against FY2020 baseline
Achievement as of 9MFY24	Cumulative RM12.3 billion in new sustainable banking business	Reduced business and investment portfolio of C5 to 33.3%	16% reduction in Scope 1 and Scope 2 GHG emissions against FY2020 baseline
Key Updates	 <p>Developed and rolled out the Sustainable Product Framework to guide the Bank's sustainable businesses offerings</p>  <p>Partnered with key anchor Corporates on sustainable supply chain program to promote ESG adoption amongst SMEs</p>	 <p>Launched "Climate Inclusive Financing & Development Programme" with UNGCMYB and the Sarawak state government to improve sustainability practices of SMEs in Sarawak</p>	 <p>Developed a Net Zero Roadmap to establish a clear plan towards the achievement of net zero 2050 target</p>

Key Takeaways for 9MFY24

Business growth:

- **Loans growth** momentum remain (12.9% y-o-y) driven by all segments.
- **NTB customer acquisition:** momentum continuing with 1k SMEs per month & close to 10k Consumers per month (on average).
- **Treasury assets** grew 18.0% y-o-y.

Profitability:

- **YTD NIM** at 2.48%.
- **NPAT** at **RM512.7 million**, with an annualised **ROE** of **10.1%**.

Balance sheet items:

- **Overall gross impaired loans** (GILs) improved q-o-q.
- **Credit cost** within guidance.

ACCELER8 2027 Strategy:

- Execution **on track**, leading indicators positive.

Management guidance:

- **On track** on all indicators
- We remain **cautiously optimistic** for the year:
 - Operating environment remains fluid – positive on interest rate environment, robust domestic demand and public sector investments.
 - Global and regional situations continue to provide potential challenges

	FY24 Guidance (Revised)	9MFY24 Actual
Gross Loans	8% - 10%	12.9% year-on-year (11.7% YTD*)
Net Interest Margin	between 2.45 - 2.50%	2.48%
Cost to Income	< 48%	48.2%
Net Credit Cost	30 - 35bps	25.8bps*
ROE	> 10.0%	10.1%*

* Annualised

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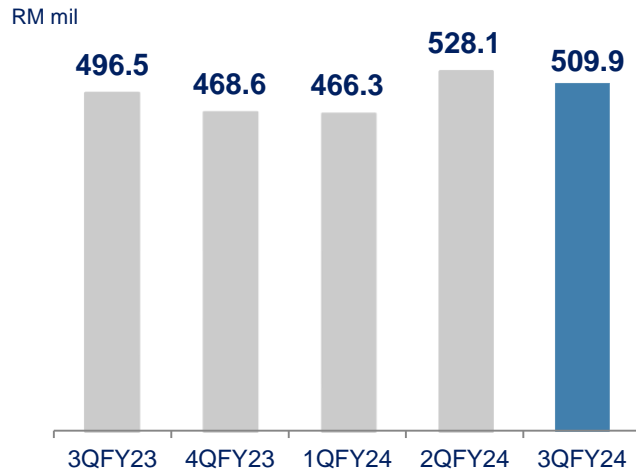
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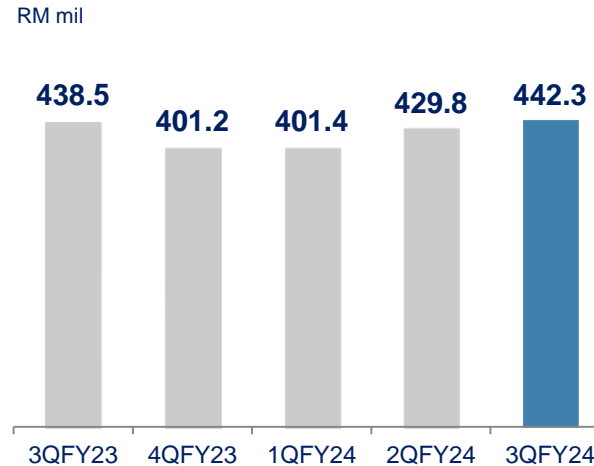
3QFY24 NPAT at RM176.9 million

Key Highlights:
Financial Performance

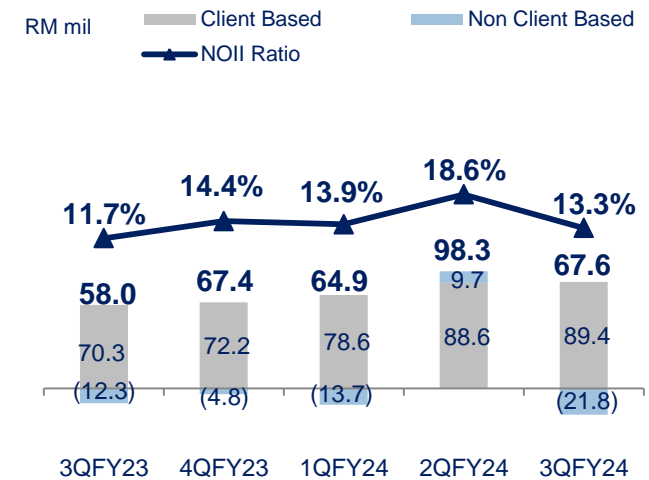
Revenue



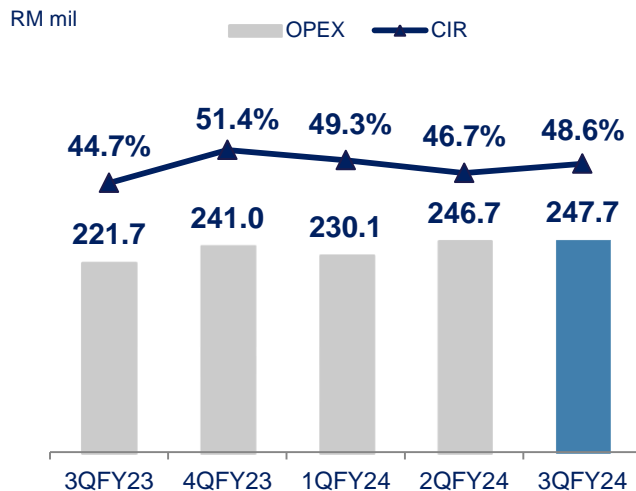
Net Interest Income & Islamic Net Financing Income



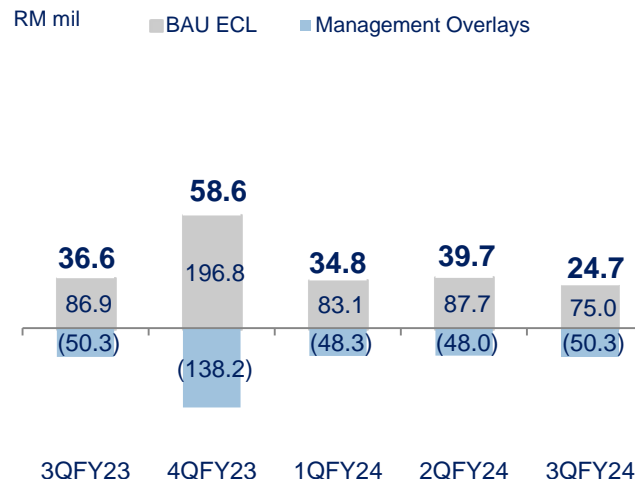
Non Interest Income & NOII Ratio



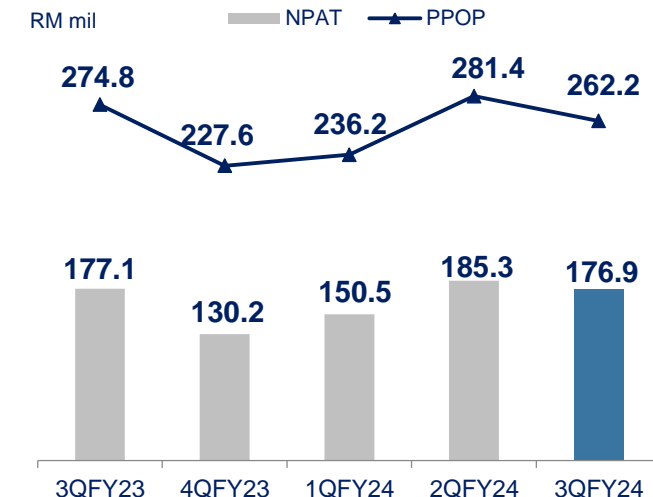
Operating Expenses & CIR Ratio



Expected Credit Losses ("ECL")



Pre-Provision Operating Profit & Net Profit



Note: Revenue and non interest income includes Islamic banking income

Income Statement	2QFY24 RM mil	3QFY24 RM mil	Q-o-Q Change Better / (Worse)	
			RM mil	%
Net Interest Income	327.9	333.8	12.5	2.9%
Islamic Net Financing Income	101.9	108.5		
Islamic Non-Financing Income	7.9	7.1	(30.7)	(31.2%)
Non-Interest Income	90.4	60.6		
Net Income*	528.1	509.9	(18.2)	(3.4%)
OPEX	246.7	247.7	(1.0)	(0.4%)
Pre-Provision Operating Profit (PPOP)	281.4	262.2	(19.2)	(6.8%)
Net Credit Cost	39.7	24.7	15.0	37.9%
- BAU	87.7	75.0	12.7	14.5%
- Management Overlays	(48.0)	(50.3)	2.3	4.8%
Expected Credit Losses on Financial Investments	0.0	0.1	(0.0)	(>100%)
Pre-tax Profit	241.7	237.5	(4.2)	(1.7%)
Net Profit After Tax	185.3	176.9	(8.5)	(4.6%)

Notes:

* Revenue, net interest income and non interest income includes Islamic banking income

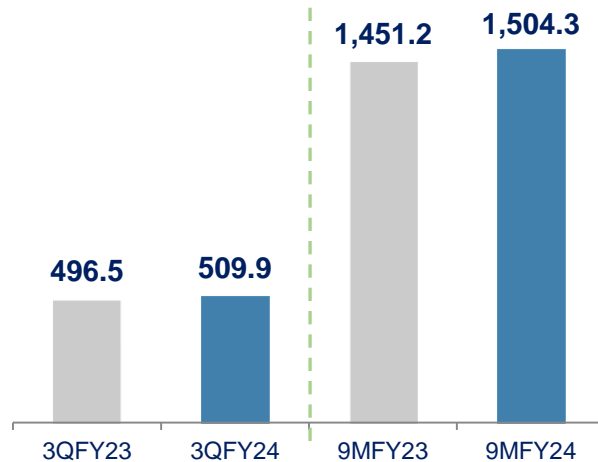
- **Revenue** declined by RM18.2 mil or 3.4% q-o-q due to:
 - Net interest income: +RM12.5mil or 2.9% q-o-q mainly due to higher loans volume.
 - Non-interest income: -RM30.7mil q-o-q:
 - ✓ Higher client based fee income (+RM0.8mil)
 - ✓ Lower treasury & investment income (-RM31.3mil)
- **Operating expenses** was RM1.0mil higher mainly due to higher marketing cost and IT expenses, offset by lower personnel and administrative expenses.
- **Pre-provision Operating Profit (PPOP)** declined by 6.8% q-o-q to RM262.2mil.
- **Net credit cost** was RM24.7 mil (or 4.6 bps) due to a moderation of BAU ECL, offset by reversal of overlays.
- **Net profit after tax** declined by 4.6% q-o-q mainly due to lower non-interest income.

9MFY24 NPAT at RM512.7 million

Key Highlights Y-o-Y:
Financial Performance

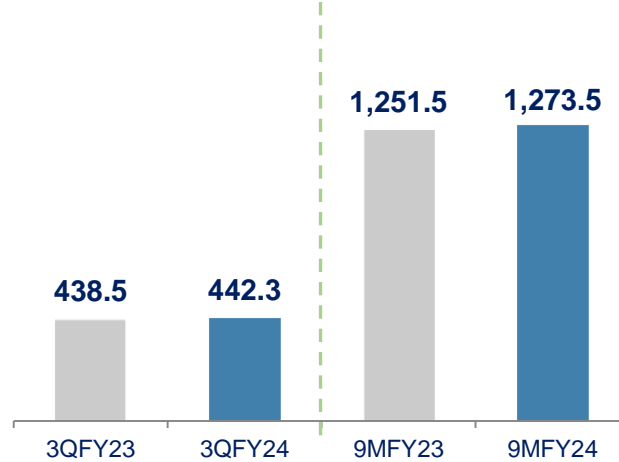
Revenue

RM mil



Net Interest Income & Islamic Net Financing Income

RM mil



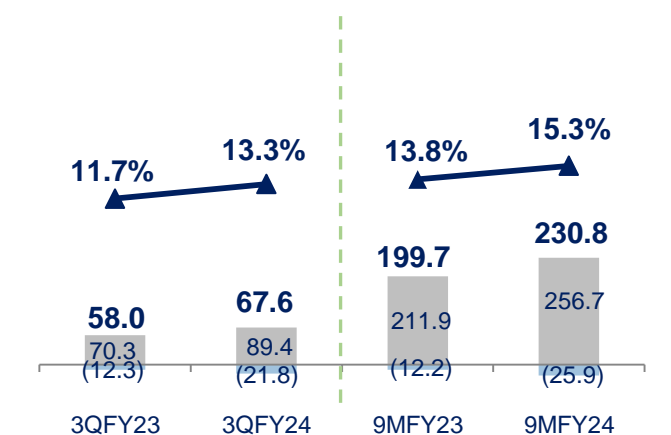
Non Interest Income & NOII Ratio

RM mil

Client Based

Non Client Based

NOII Ratio

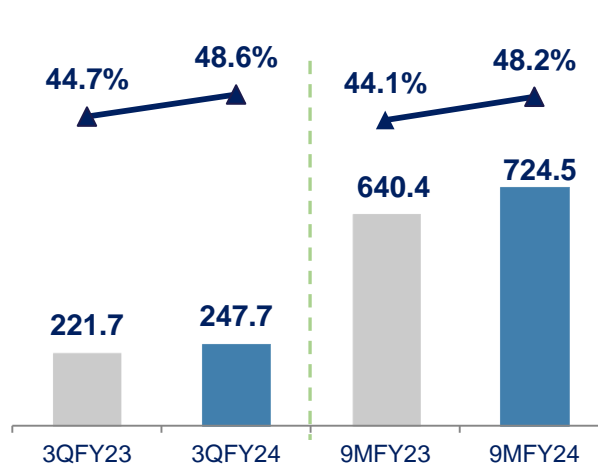


Operating Expenses & CIR Ratio

RM mil

OPEX

CIR

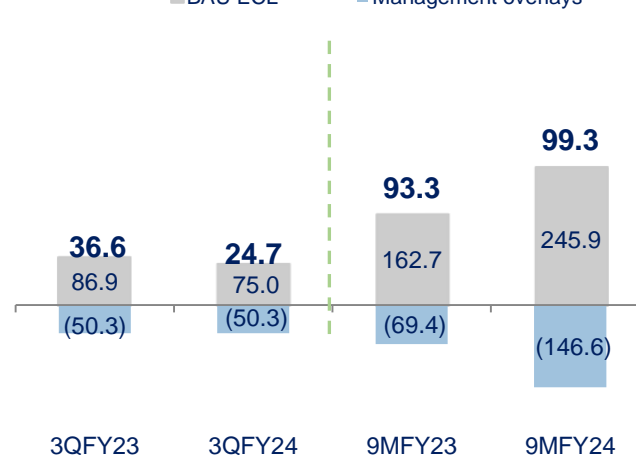


Expected Credit Losses ("ECL")

RM mil

BAU ECL

Management overlays

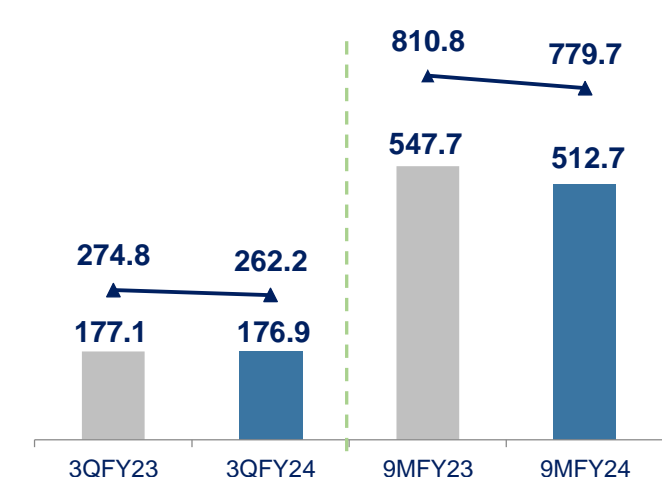


Pre-Provision Operating Profit & Net Profit

RM mil

NPAT

PPOP



Note: Revenue and non interest income includes Islamic banking income



Income Statement	3QFY23 RM mil	3QFY24 RM mil	Y-o-Y Change Better / (Worse)	
			RM mil	%
Net Interest Income	327.8	333.8	3.8	0.9 %
Islamic Net Financing Income	110.7	108.5		
Islamic Non-Financing Income	11.0	7.1	9.6	16.5%
Non-Interest Income	47.1	60.6		
Net Income*	496.5	509.9	13.4	2.7%
OPEX	221.7	247.7	(26.0)	(11.7%)
Pre-Provision Operating Profit (PPOP)	274.8	262.2	(12.6)	(4.6%)
Net Credit Cost	36.8	24.7	12.2	33.0%
- BAU	87.1	75.0	12.2	14.0%
- Management Overlays	(50.3)	(50.3)	(0.0)	(0.1%)
Expected Credit Losses on Financial Investments	(0.2)	0.1	(0.3)	(>100%)
Pre-tax Profit	238.2	237.5	(0.8)	(0.3%)
Net Profit After Tax	177.1	176.9	(0.2)	(0.1%)

Notes:

* Revenue, net interest income and non interest income includes Islamic banking income

- **Revenue** grew by RM13.4 mil or 2.7% y-o-y due to:
 - Net interest income: +RM3.8mil or 0.9%, from higher loans volume and OPR hikes.
 - Non-interest income: +RM9.6mil y-o-y:
 - ✓ Higher client based fee income (+RM19.2mil)
 - ✓ Lower treasury & investment income (-RM9.7mil)
- **Operating expenses** was higher by RM26.0mil mainly from higher personnel expenses, marketing expenses and IT expenses.
- **Pre-provision Operating Profit (PPOP)** declined by 4.6% y-o-y to RM262.2mil.
- **Net credit cost** was RM24.7 mil (or 4.6bps) due to a moderation of BAU ECL, offset by reversal of overlays.
- **Net profit after tax** was only marginally lower y-o-y as the higher operating expenses was partly offset by the lower net credit cost.

Income Statement	9MFY23 RM mil	9MFY24 RM mil	Y-o-Y Change Better / (Worse)	
			RM mil	%
Net Interest Income	927.4	966.7	22.0	1.8%
Islamic Net Financing Income	324.1	306.7		
Islamic Non-Financing Income	21.8	19.0	31.1	15.6%
Non-Interest Income	177.9	211.9		
Net Income*	1,451.2	1,504.3	53.1	3.7%
OPEX	640.4	724.5	(84.2)	(13.1%)
Pre-Provision Operating Profit (PPOP)	810.8	779.7	(31.1)	(3.8%)
Net Credit Cost	93.8	99.1	(5.2)	(5.6%)
- BAU	163.2	245.7	(82.4)	(50.5%)
- Management Overlays	(69.4)	(146.6)	77.2	>100%
Expected Credit Losses on Financial Investments	(0.5)	0.2	(0.8)	(>100%)
Pre-tax Profit	717.6	680.5	(37.1)	(5.2%)
Net Profit After Tax	547.7	512.7	(34.9)	(6.4%)

Notes:

* Revenue, net interest income and non interest income includes Islamic banking income

- **Revenue** grew by RM53.1 mil or 3.7% y-o-y due to:
 - Net interest income: +RM22.0mil or 1.8%, from higher loans volume and OPR hikes.
 - Non-interest income: +RM31.1mil y-o-y:
 - ✓ Higher client based fee income (+RM44.8mil)
 - ✓ Lower treasury & investment income (-RM8.1mil)
 - ✓ Lower brokerage (-RM5.5mil)
- **Operating expenses** was RM84.2mil higher due to increase in all lines of expenses, mainly personnel expenses and marketing expenses.
- **Pre-provision Operating Profit (PPOP)** declined by 3.8% y-o-y to RM779.7mil.
- **Net credit cost** for the nine months was RM99.1mil (or 20.0 bps) mainly due to the normalisation of BAU ECL, offset by reversal of overlays.
- **Net profit after tax** declined by 6.4% y-o-y mainly due to higher operating expenses.

Balance Sheet	Sep 23 RM bil	Dec 23 RM bil	Q-o-Q Change	
			RM bil	%
Total Assets	70.1	73.3	3.2	4.6%
Treasury Assets*	14.3	14.0	(0.4)	(2.5%)
Gross Loans	51.5	53.4	1.9	3.7%
Net Loans	50.4	52.3	1.9	3.8%
Customer Deposits	51.8	54.4	2.6	5.0%
Total Available Funds ⁺	56.9	59.6	2.7	4.7%
CASA Deposits	22.9	24.5	1.6	7.1%
Shareholders' Funds	6.9	7.0	0.1	1.0%
Gross Loans Growth (y-o-y)	10.0%	12.9%		
Net Loans Growth (y-o-y)	10.1%	13.1%		
Customer Deposits Growth (y-o-y)	5.6%	11.1%		
Total Available Funds ⁺ Growth (y-o-y)	5.2%	10.2%		
CASA Deposits Growth (y-o-y)	(4.1%)	9.3%		

- **Gross loans** grew by 3.7% q-o-q:
 - **SME loans:** +4.3% q-o-q mainly from Term Loans;
 - **Commercial loans:** +4.0% q-o-q mainly due to higher drawdown from several accounts;
 - **Corporate loans:** +3.0% q-o-q mainly due to higher drawdown from several accounts;
 - **Consumer loans:** +3.4% q-o-q mainly from Classic Mortgage (+3.7%) and Personal Financing (+3.6%).
- **Treasury assets:** -2.5% q-o-q mainly due to selective de-risking in FVOCI portfolio.
- **Customer deposits** increased by 5.0% q-o-q:
 - CASA up RM1.6bil or 7.1% q-o-q; and
 - FDs up RM0.8bil or 3.0% q-o-q.

Notes:

* Treasury assets comprise financial assets (FVOCI, FVTPL, AMC) & derivative financial assets

⁺ Total Available Funds = Customer Deposits + Structured Investment Deposits + Deposits and Placements of Banks / F.I.s (excluding Interbank borrowings & including BNM Funds) + Subordinated Obligations. Total Funding is the denominator for Loan-to-Fund Ratio (LFR)

Balance Sheet	Mar 23 RM bil	Dec 23 RM bil	YTD Change	
			RM bil	%
Total Assets	66.3	73.3	7.0	10.6%
Treasury Assets*	12.4	14.0	1.6	12.8%
Gross Loans	49.1	53.4	4.3	8.7%
Net Loans	47.9	52.3	4.4	9.2%
Customer Deposits	50.8	54.4	3.6	7.0%
Total Available Funds ⁺	55.8	59.6	3.8	6.9%
CASA Deposits	21.3	24.5	3.2	15.2%
Shareholders' Funds	6.7	7.0	0.2	3.5%
Gross Loans Growth (y-o-y)	6.2%	12.9%		
Net Loans Growth (y-o-y)	6.2%	13.1%		
Customer Deposits Growth (y-o-y)	5.5%	11.1%		
Total Available Funds ⁺ Growth (y-o-y)	6.8%	10.2%		
CASA Deposits Growth (y-o-y)	(9.7%)	9.3%		

- **Gross loans** grew by 8.7% YTD:
 - **SME loans:** +9.9% YTD mainly from Term Loans;
 - **Commercial loans:** +8.4% YTD mainly due to higher drawdown from several accounts;
 - **Corporate loans:** +5.5% YTD from higher drawdown from several accounts;
 - **Consumer loans:** +9.0% YTD mainly from Classic Mortgage (+8.2%) and Personal Financing (+15.9%).
- **Treasury assets:** +12.8% YTD, increase in government & corporate bond holdings (+RM655mil FVOCI & +RM379mil FVTPL).
- **Customer deposits** grew by 7.0% YTD:
 - CASA up RM3.2bil or 15.2% YTD; and
 - FDs up RM0.9bil or 3.5% YTD.

Notes:

* Treasury assets comprise financial assets (FVOCI, FVTPL, AMC) & derivative financial assets

⁺ Total Available Funds = Customer Deposits + Structured Investment Deposits + Deposits and Placements of Banks / F.I.s (excluding Interbank borrowings & including BNM Funds) + Subordinated Obligations. Total Funding is the denominator for Loan-to-Fund Ratio (LFR)

Balance Sheet	Dec 22 RM bil	Dec 23 RM bil	Y-o-Y Change	
			RM bil	%
Total Assets	65.1	73.3	8.2	12.7%
Treasury Assets*	11.8	14.0	2.1	18.0%
Gross Loans	47.3	53.4	6.1	12.9%
Net Loans	46.3	52.3	6.1	13.1%
Customer Deposits	49.0	54.4	5.4	11.1%
Total Available Funds ⁺	54.1	59.6	5.5	10.2%
CASA Deposits	22.5	24.5	2.1	9.3%
Shareholders' Funds	6.6	7.0	0.4	6.6%
Gross Loans Growth (y-o-y)	6.2%	12.9%		
Net Loans Growth (y-o-y)	6.3%	13.1%		
Customer Deposits Growth (y-o-y)	5.5%	11.1%		
Total Available Funds ⁺ Growth (y-o-y)	8.0%	10.2%		
CASA Deposits Growth (y-o-y)	(3.4%)	9.3%		

- **Gross loans** grew by 12.9% y-o-y:
 - **SME loans:** +16.4% y-o-y mainly from Term Loans;
 - **Commercial loans:** +14.2% y-o-y due to higher drawdown from several accounts;
 - **Corporate loans:** +12.5% y-o-y due to higher drawdown from several accounts;
 - **Consumer loans:** +10.8% y-o-y mainly from Classic Mortgage (+10.2%) and Personal Financing (+20.5%).
- **Treasury assets:** +18.0% y-o-y, increase in government & corporate bond holdings (FVOCI +RM733mil & +RM339mil FVTPL).
- **Customer deposits** grew by 11.1% y-o-y:
 - CASA up RM2.1bil or 9.3% y-o-y; and
 - FDs up RM4.6bil or 21.6% y-o-y.

Notes:

* Treasury assets comprise financial assets (FVOCI, FVTPL, AMC) & derivative financial assets

⁺ Total Available Funds = Customer Deposits + Structured Investment Deposits + Deposits and Placements of Banks / F.I.s (excluding Interbank borrowings & including BNM Funds) + Subordinated Obligations. Total Funding is the denominator for Loan-to-Fund Ratio (LFR)

	Financial Ratios	3QFY23	2QFY24	3QFY24	9MFY23	9MFY24
Shareholder Value	Return on Equity	11.0%	11.1%	10.4%	11.3%	10.1%
	Earnings per Share	11.4sen	12.0sen	11.4sen	35.4sen	33.1sen
	Net Assets per Share	RM4.23	RM4.47	RM4.51	RM4.23	RM4.51
Efficiency	Net Interest Margin	2.75%	2.53%	2.49%	2.68%	2.48%
	Non-Interest Income Ratio	11.7%	18.6%	13.3%	13.8%	15.3%
	Cost to Income Ratio	44.7%	46.7%	48.6%	44.1%	48.2%
Balance Sheet Growth	Net Loans (RM bil)	46.3	50.4	52.3	46.3	52.3
	Customer Deposits (RM bil)	49.0	51.8	54.4	49.0	54.4
	Total Available Funds (RM bil)	54.1	56.9	59.6	54.1	59.6
Asset Quality	Net credit cost (basis points)	7.8	7.8	4.6	20.0	19.4
	Gross Impaired Loans Ratio	1.9%	2.5%	2.3%	1.9%	2.3%
	Net Impaired Loans Ratio	1.2%	1.5%	1.4%	1.2%	1.4%
	Loan Loss Coverage Ratio^	130.2%	120.0%	117.0%	130.2%	117.0%
Liquidity	CASA Ratio	45.8%	44.2%	45.1%	45.8%	45.1%
	Loan to Deposit Ratio	96.5%	99.3%	98.1%	96.5%	98.1%
	Loan to Fund Ratio	86.8%	88.6%	87.5%	86.8%	87.5%
	Liquidity Coverage Ratio	154.2%	154.3%	149.9%	154.2%	149.9%
	Net Stable Funding Ratio	117.6%	117.3%	115.9%	117.6%	115.9%
Capital	Common Equity Tier 1 Capital Ratio	15.1%	13.3%	13.2%	15.1%	13.2%
	Tier 1 Capital Ratio	16.0%	14.1%	13.9%	16.0%	13.9%
	Total Capital Ratio	20.1%	17.9%	17.6%	20.1%	17.6%

Note: ^ Loan Loss Coverage includes Regulatory Reserve provision [excluding Regulatory Reserve: 96.3% at 3QFY24 (vs. 94.3% at 2QFY24)]

THANK YOU

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For further information, please contact:

Alliance Bank Malaysia Berhad

31st Floor, Menara Multi-Purpose
Capital Square
No. 8, Jalan Munshi Abdullah
50100 Kuala Lumpur, Malaysia
Tel: (6)03-2604 3333

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Investor Relations

Email: investor_relations@alliancefg.com





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