

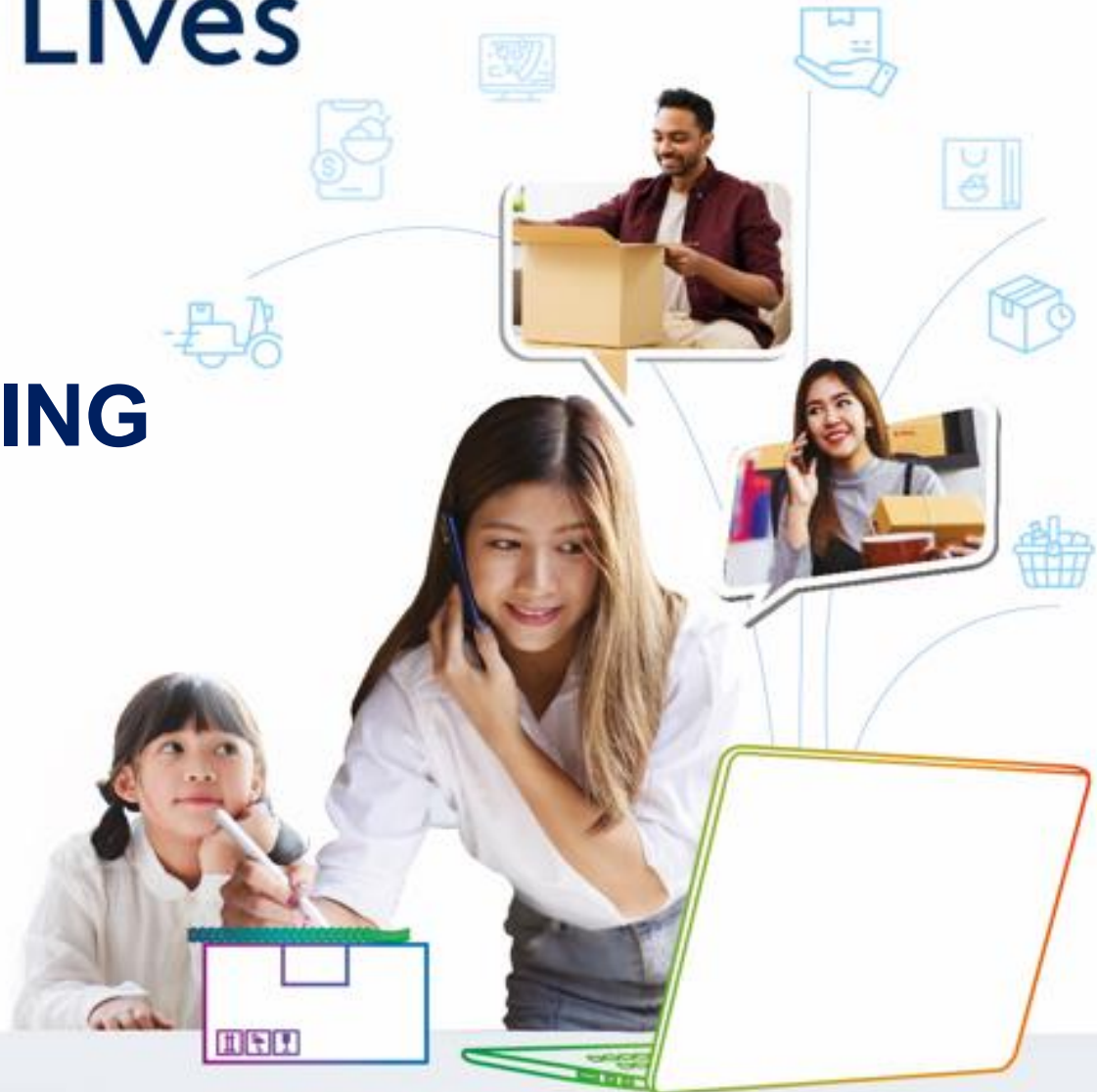


ALLIANCE BANK

# Building Alliances to Improve Lives

## 40<sup>th</sup> ANNUAL GENERAL MEETING

4 August 2022





# Contents

## 1 FY22 Financial Highlights

- Revenue & Profitability
- Effective Risk Management
- Shareholder Value

## 2 FY22 Strategic Priorities: Achievements

- Acquire more customers
- Deepen customer engagement
- Gain efficiencies

## 3 Going Forward & Sustainability

- FY23 Strategic Priorities
- Sustainability
- Awards

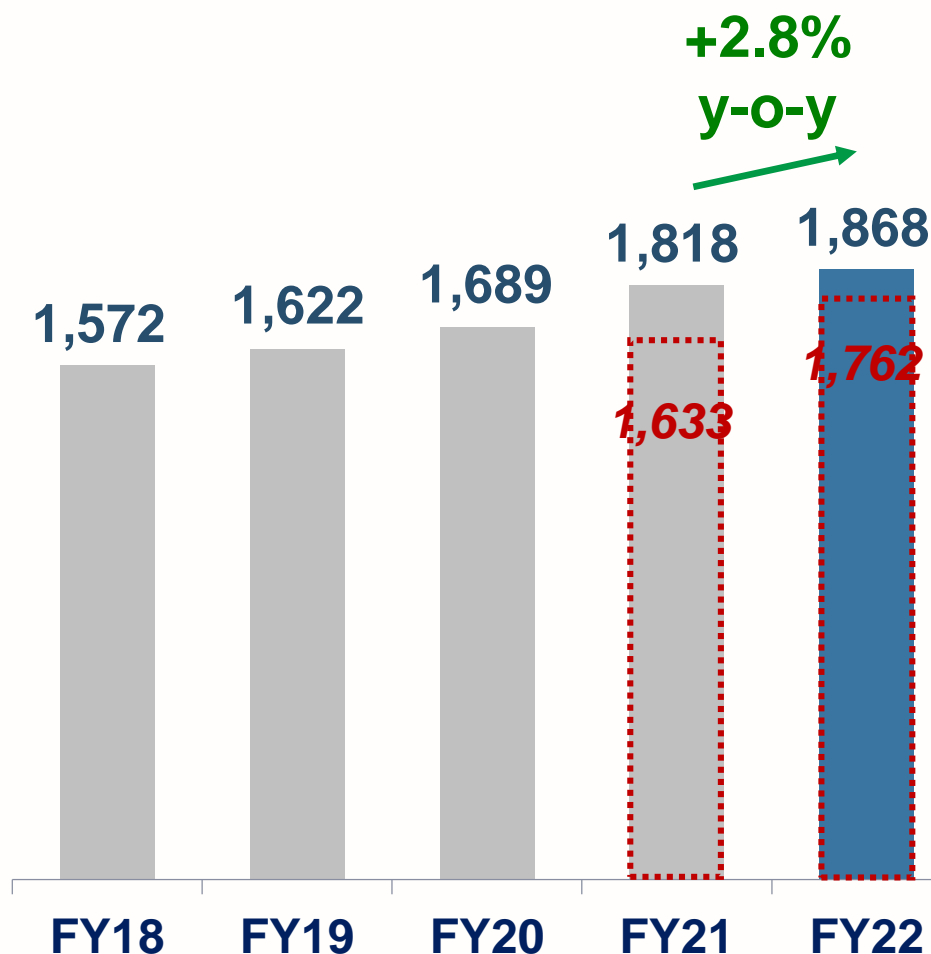


# Franchise revenue grew 7.9%; NIM at 2.53% (Top in industry)

Financial Highlights:  
Revenue &  
Profitability

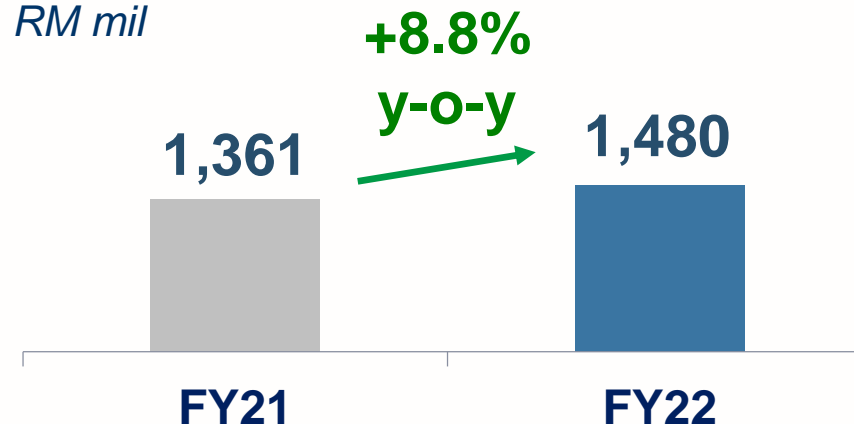
## Revenue

RM mil

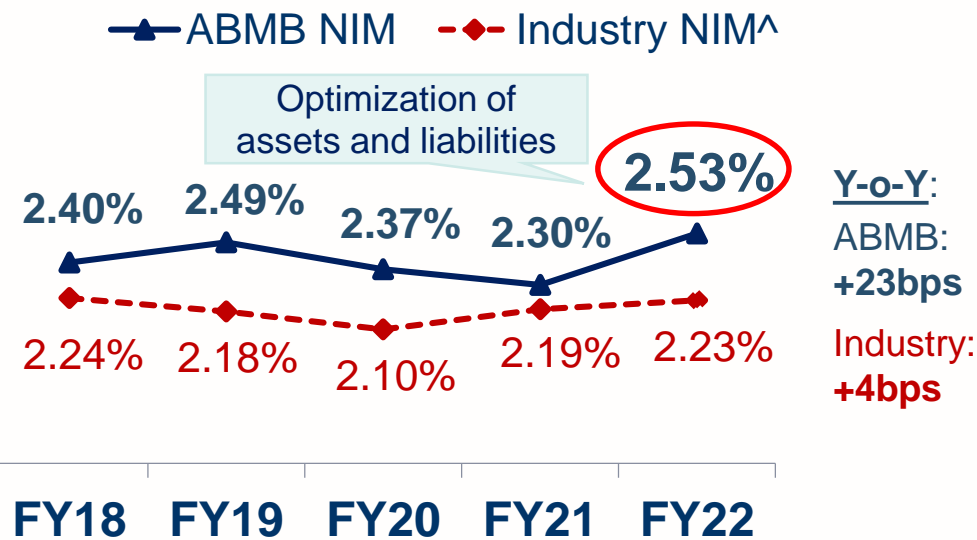


## Net interest income

RM mil



## Net interest margin



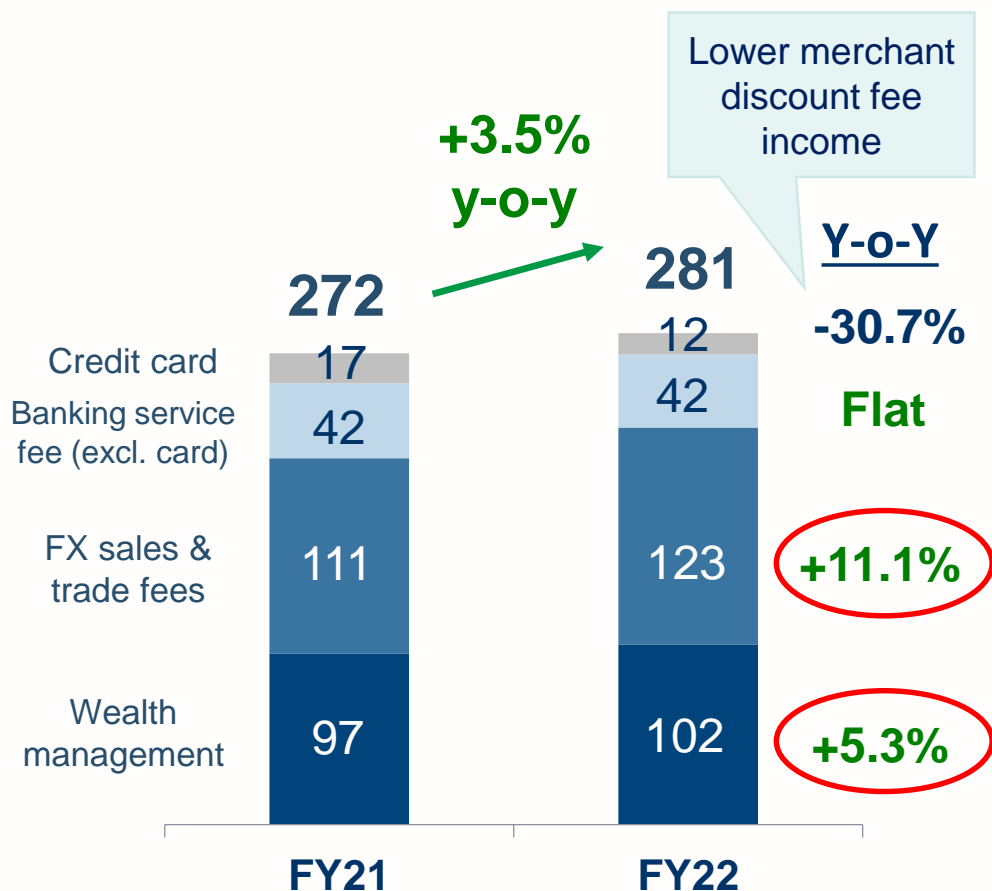
^ based on local peers' average



# Growth in wealth management, FX sales & trade fees

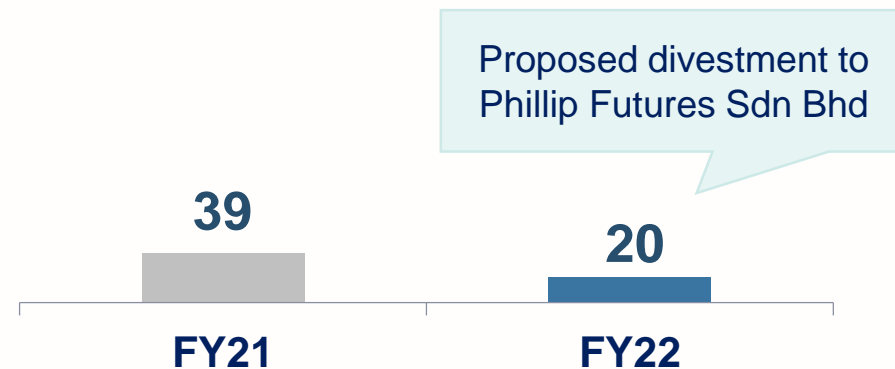
## Client based income (excluding brokerage)

RM mil



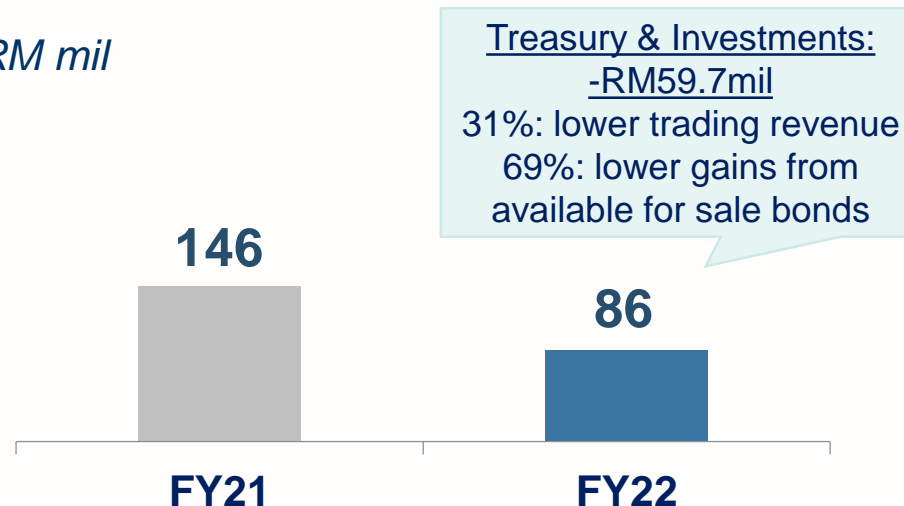
## Pending disposal of stockbroking

RM mil



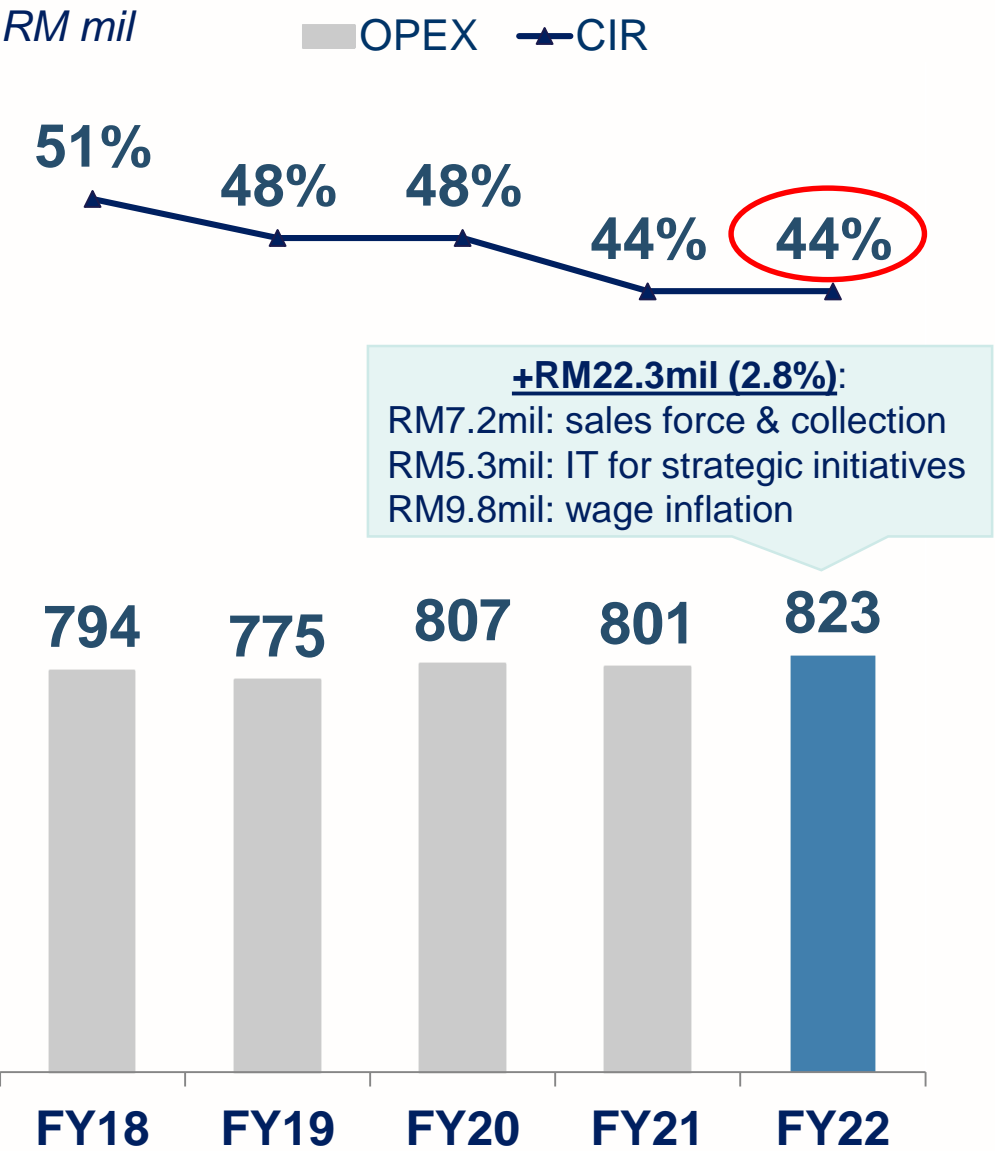
## Non-client based income (treasury)

RM mil

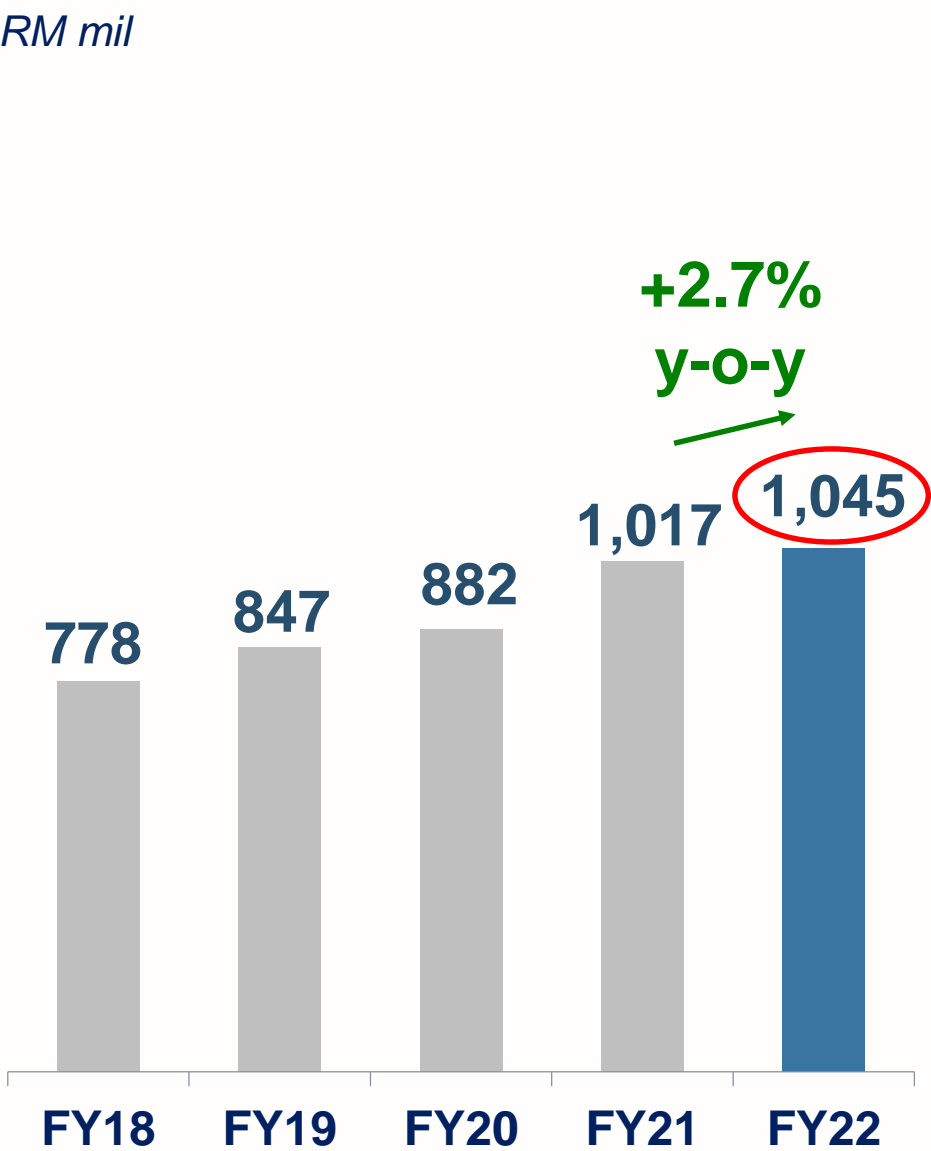


# Pre-provision Operating Profit grew 2.7%

## OPEX & cost to income ratio



## Pre-provision Operating profit (PPOP)



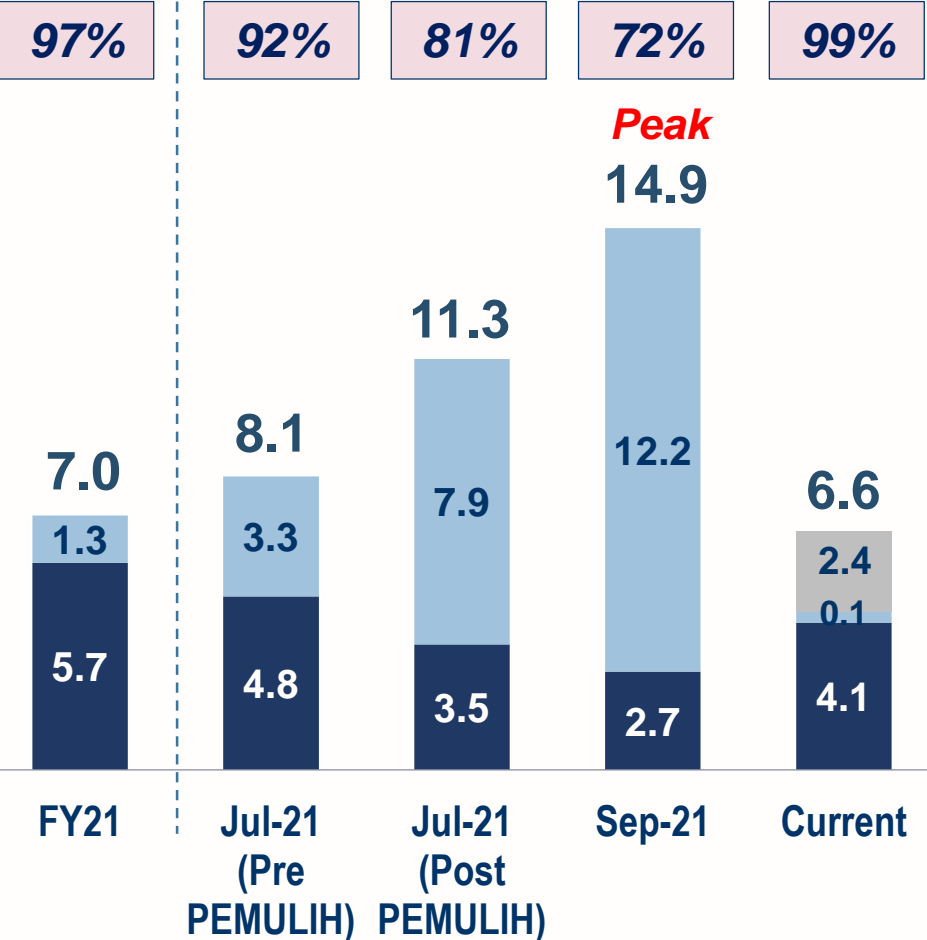
# Financial assistance and impaired loans ratio reducing

## Loans under financial assistance

*RM bil*

- Resumed normal repayment (under observation)
- Moratoria
- Payment Relief Assistance

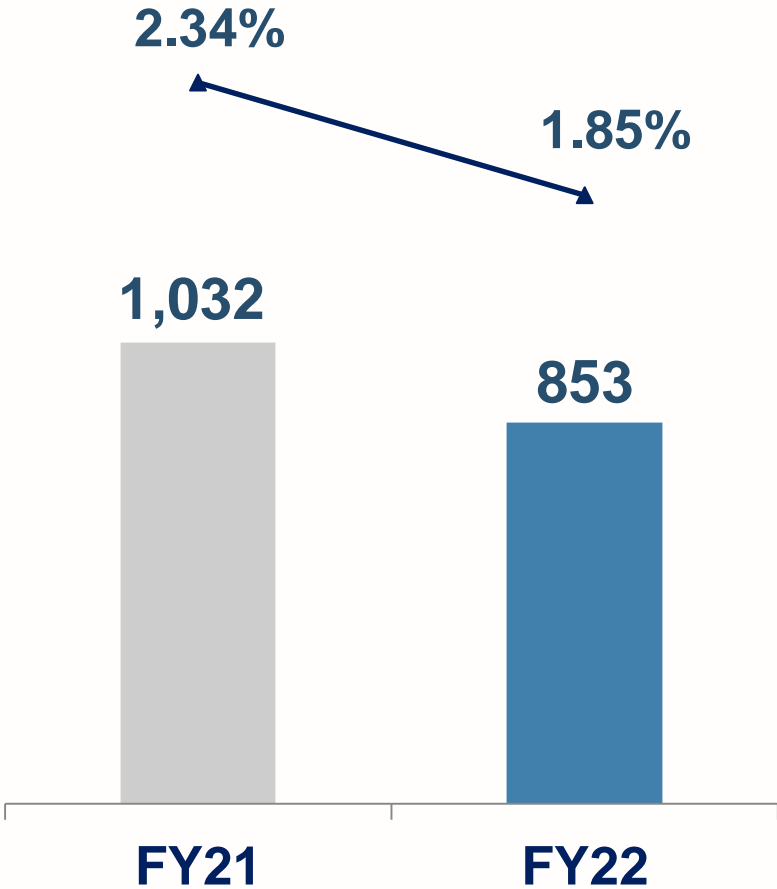
% resumed full/ partial  
repayment:



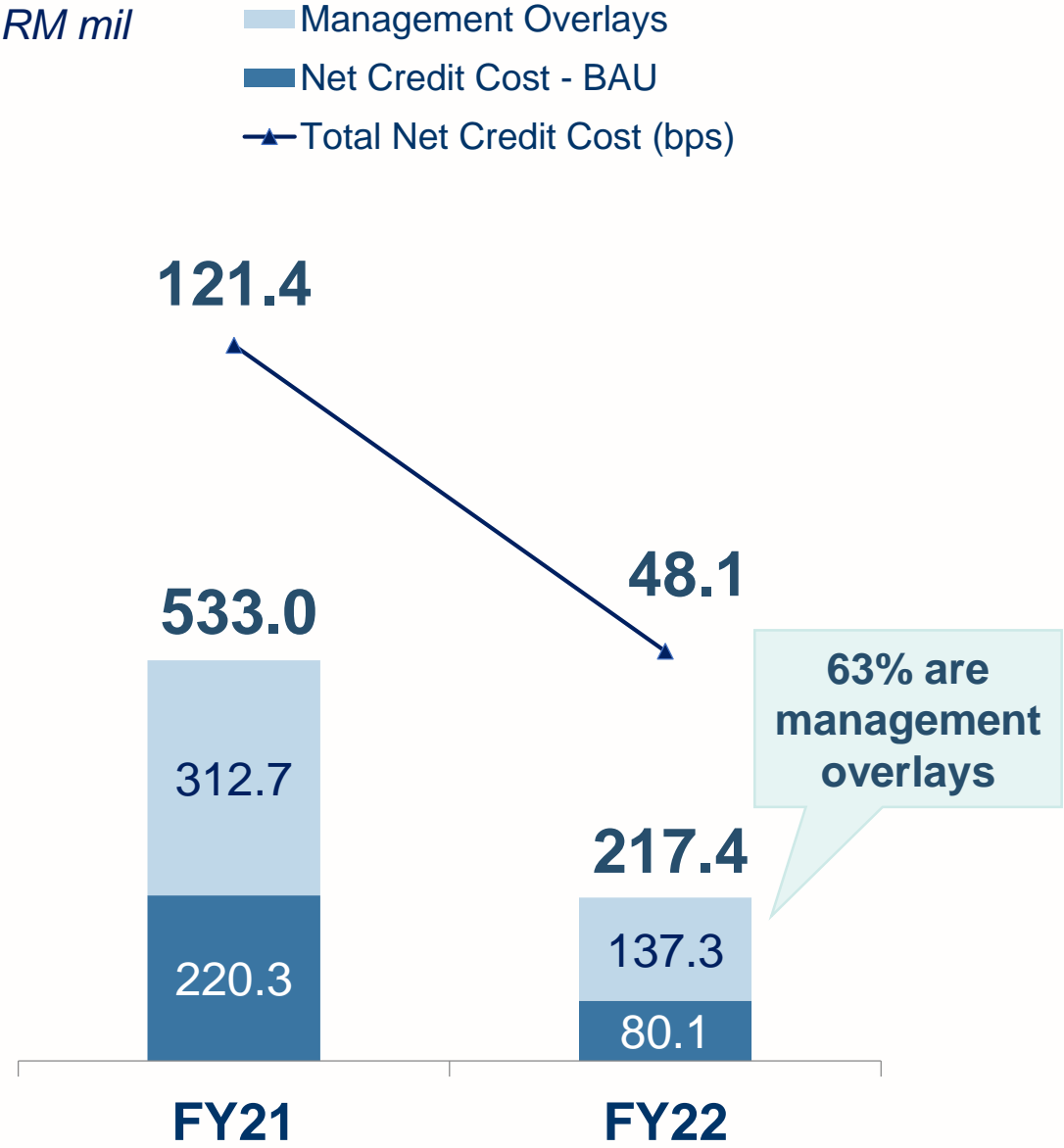
## Gross impaired loans

*RM mil*

- Gross Impaired Loans (GIL)
- ▲ GIL ratio



# Net credit cost reduced to 48.1 basis points

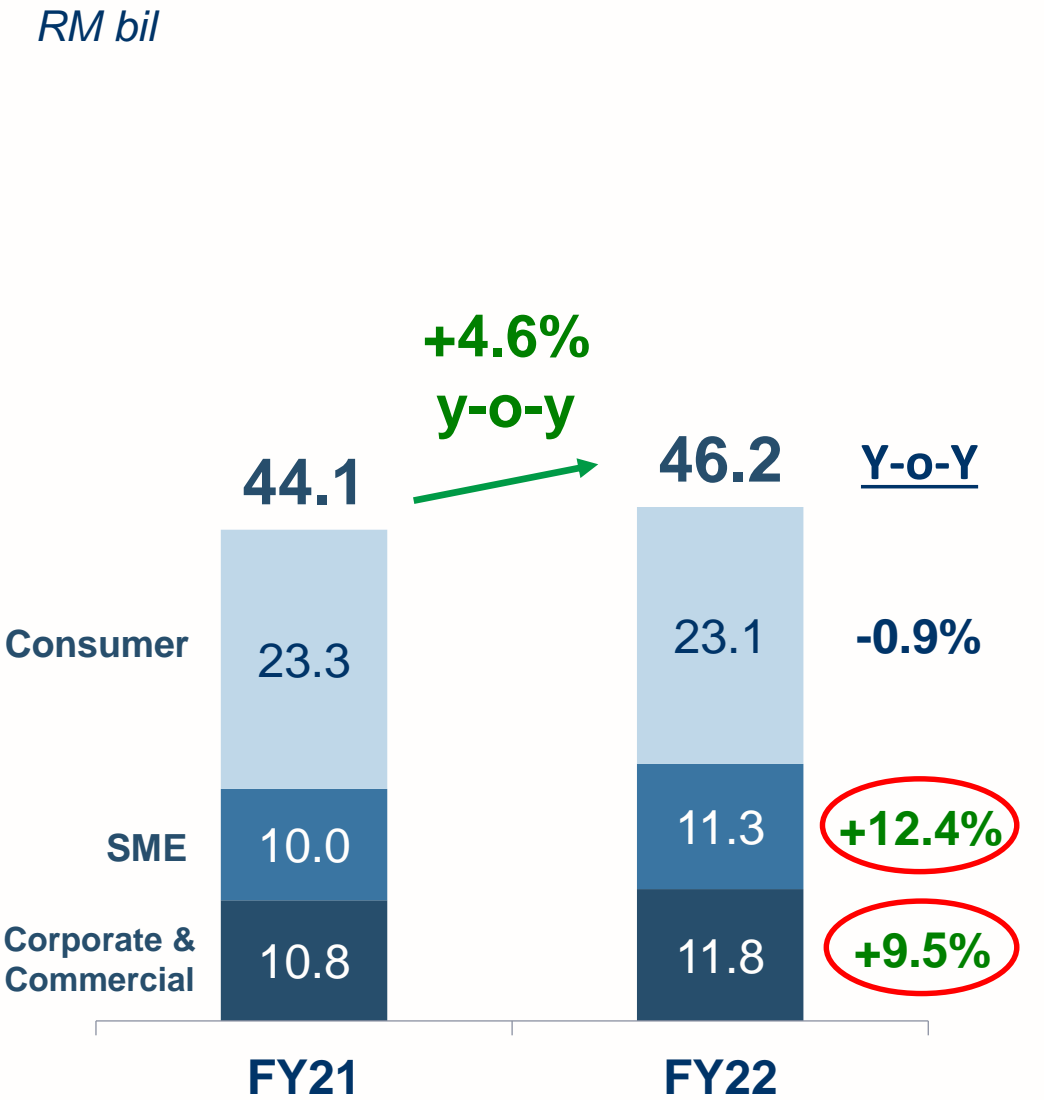


- Continuing proactive actions to **manage portfolio**:
  - ✓ Frequent **portfolio reviews**
  - ✓ Enhanced **underwriting criteria**
  - ✓ Lending to **focused segments**
  - ✓ Strengthened **collections team**

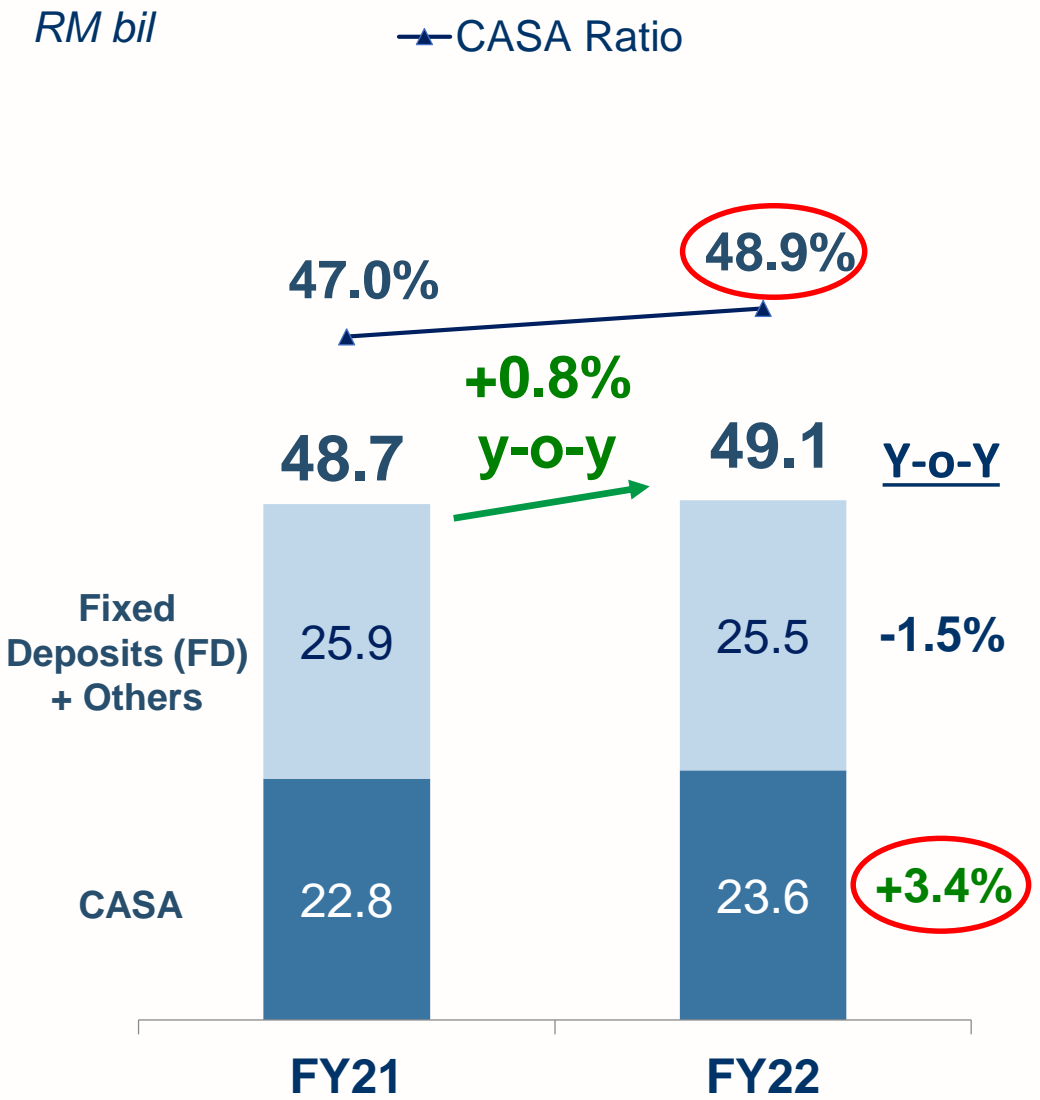
# Loans growth at 4.6%, supported by strong funding

Financial Highlights:  
Effective  
Risk Management

## Gross loans

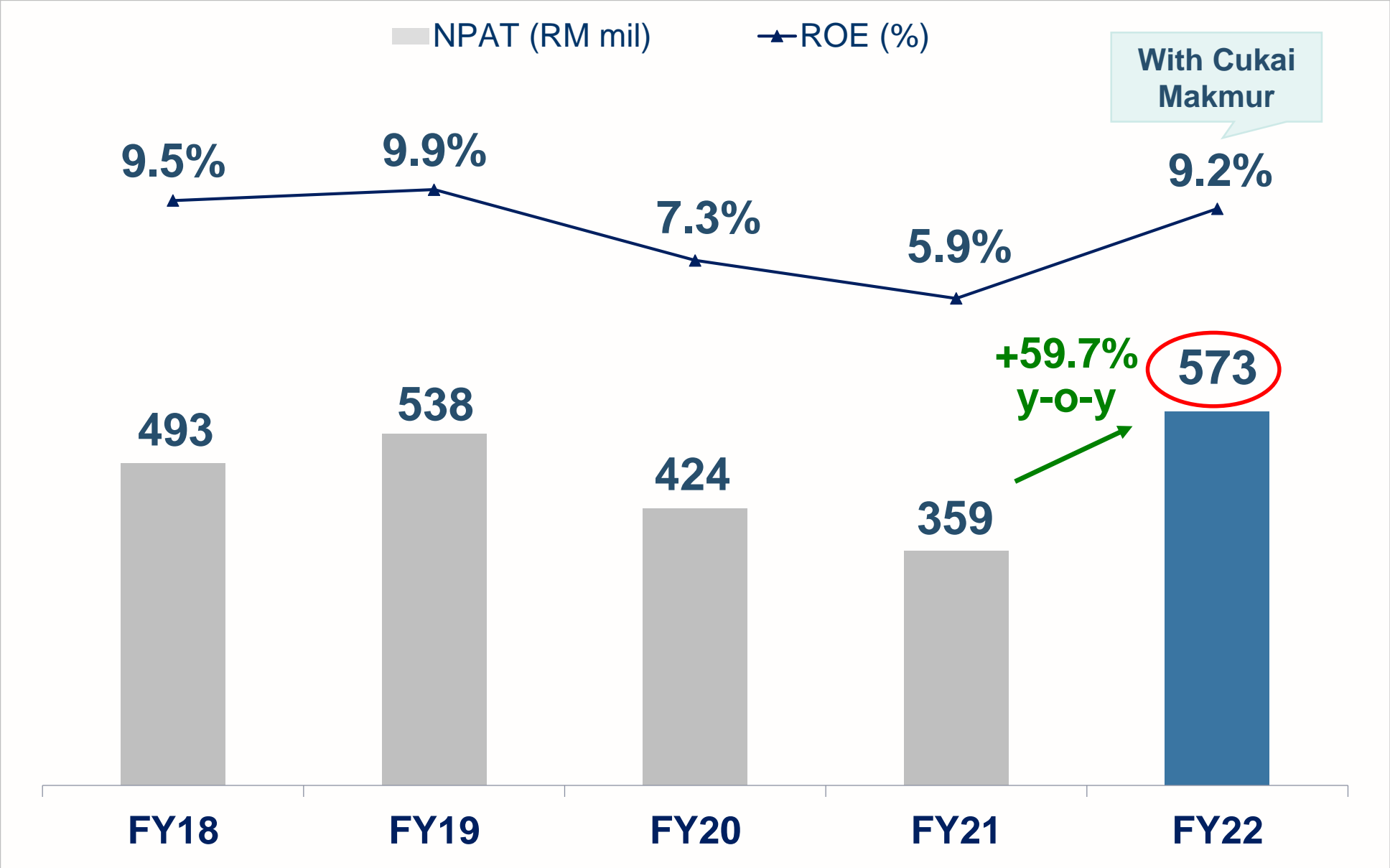


## Customer based funding



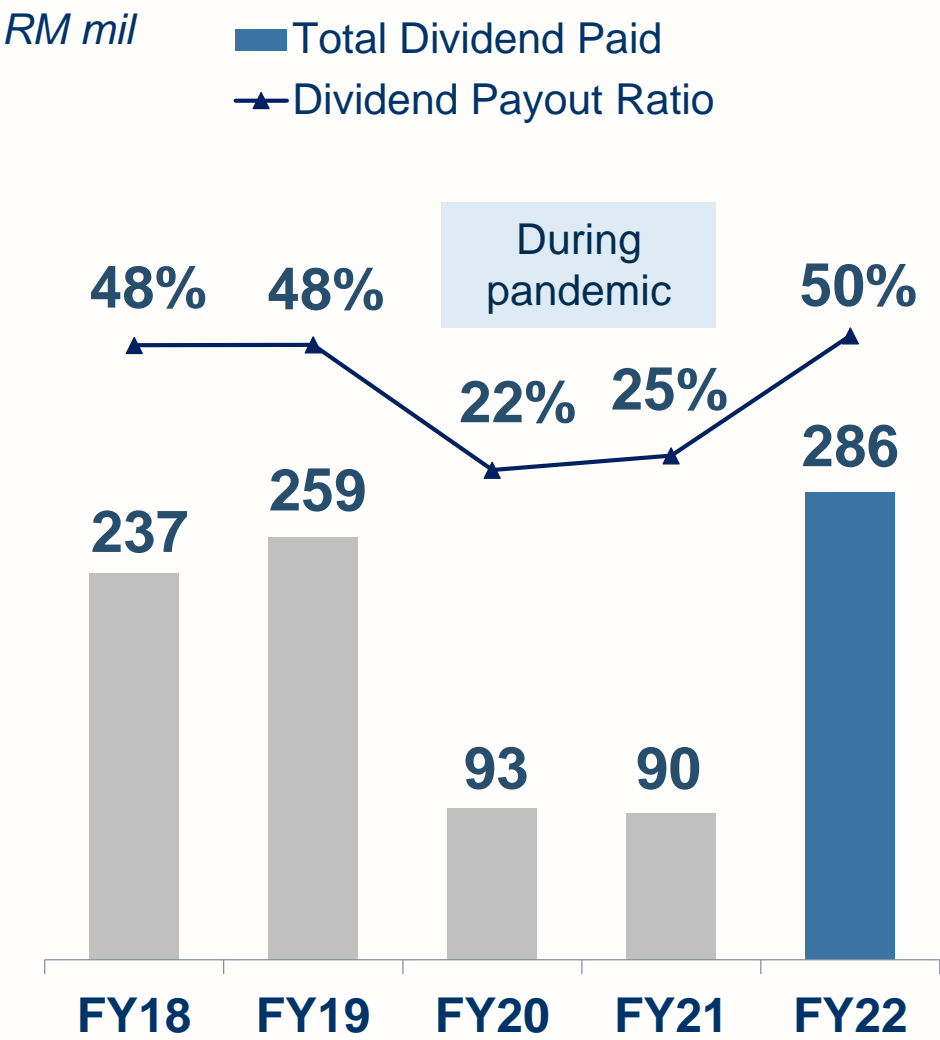
# NPAT grew 59.7% ; ROE improved to 9.2%

## Net Profit After Tax (NPAT) & Return on Equity (ROE)



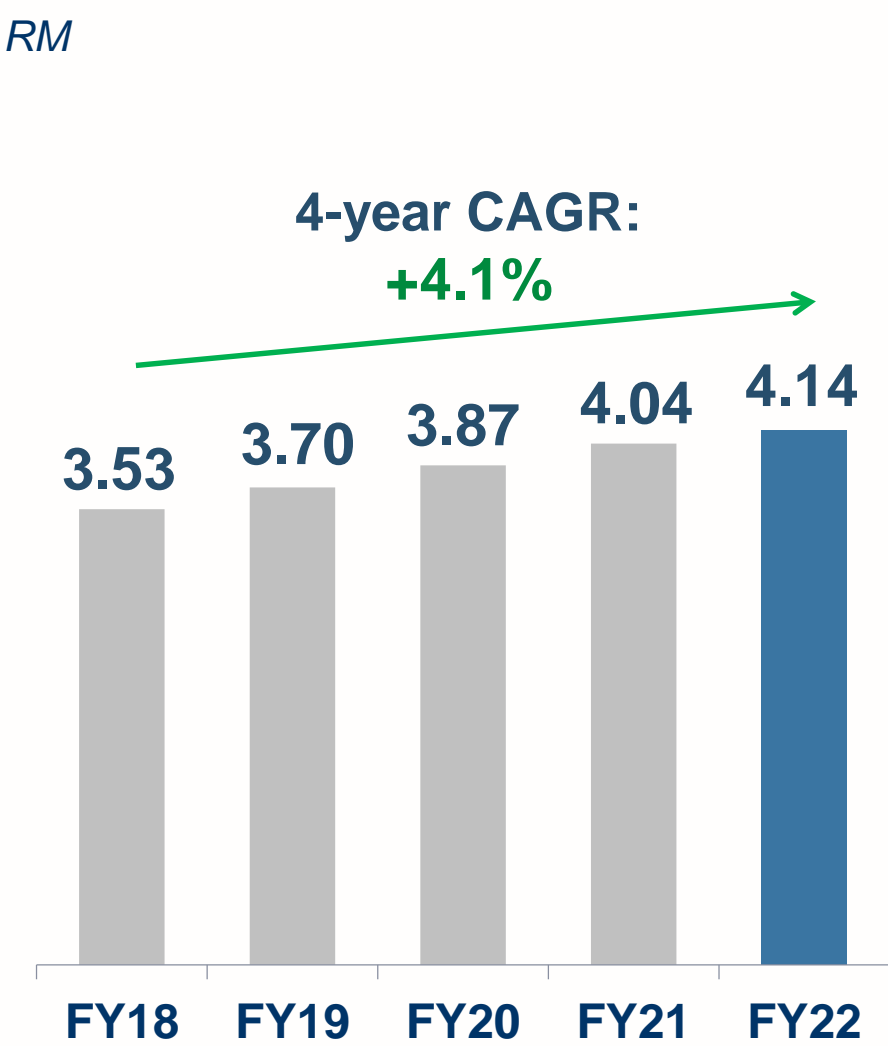
# Dividend payout at 50% (> FY21 payout)

## Dividend paid & payout ratio



▪ FY22 dividend: **18.5 sen**

## Net assets per share



▪ Net assets per share: **+10 sen**



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# FY22 Strategic Priorities: Achievements

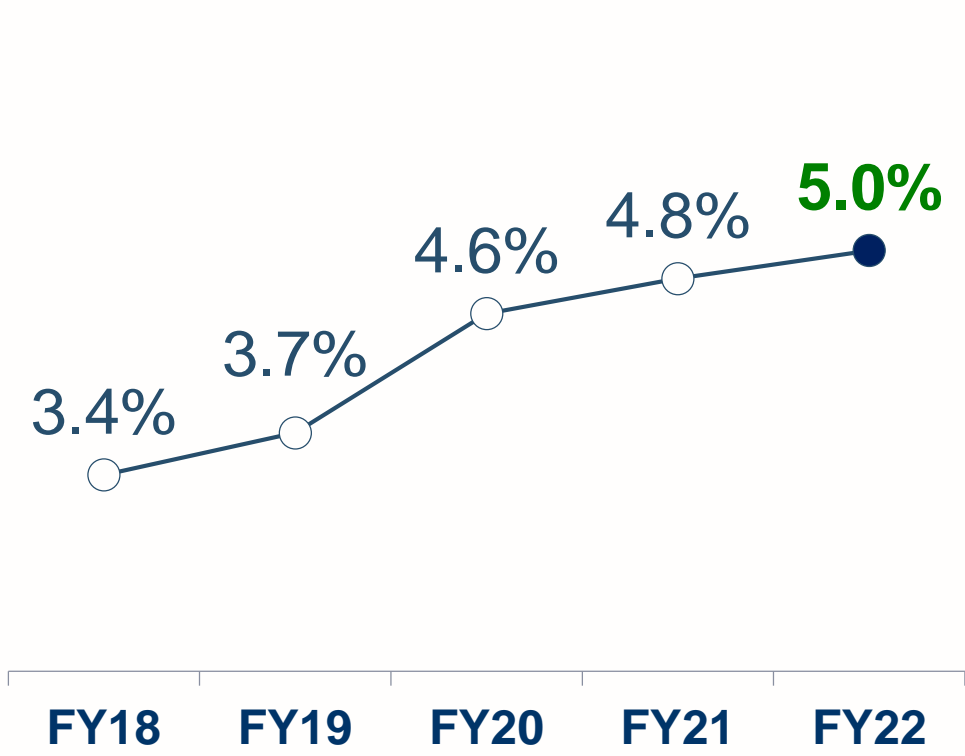
Strategic Priorities:  
1<sup>st</sup> Theme  
Acquire More Customers

1

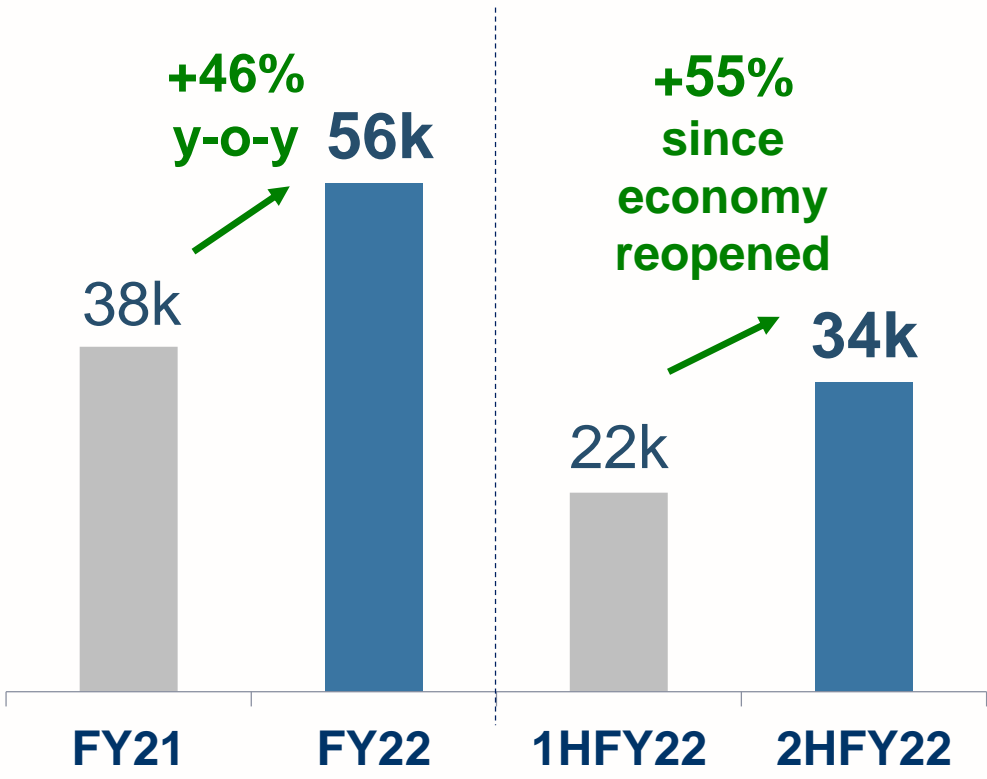
Acquire more customers

SME market share continued to grow

ABMB SME market share (%)



Number of New-to-Bank customers grew >40% y-o-y





# FY22 Strategic Priorities: Achievements

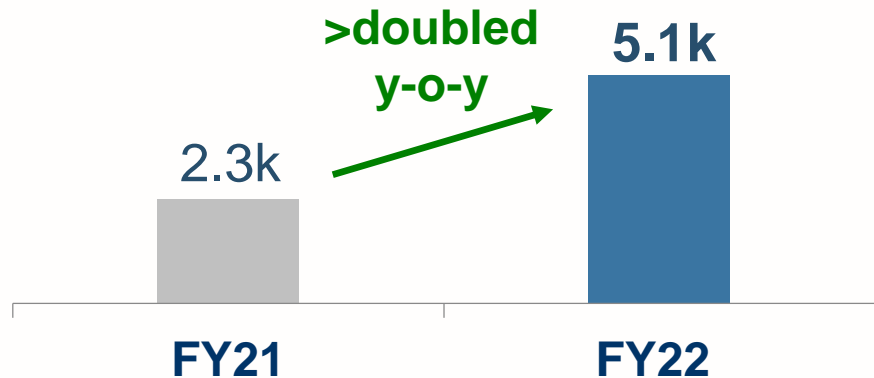
Strategic Priorities:  
2<sup>nd</sup> Theme  
Deepen customer engagement

2

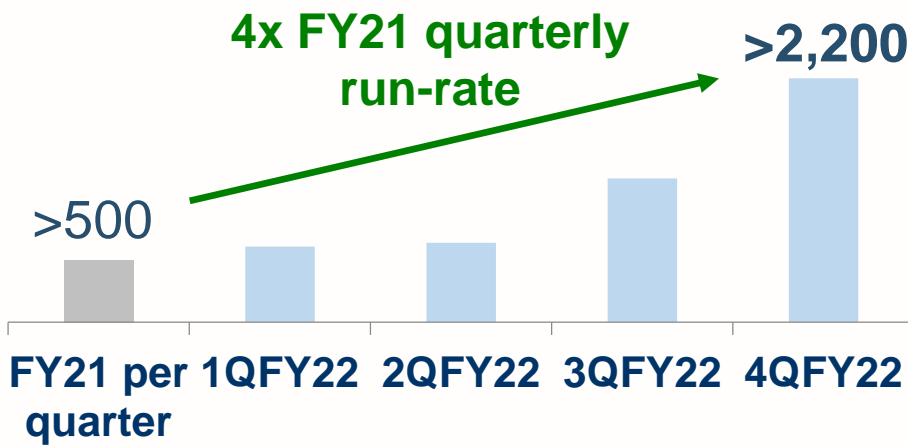
Deepen customer engagement

Business owners with dual personal & business relationship: >doubled

Number of dual-relationship business owners acquired (#)



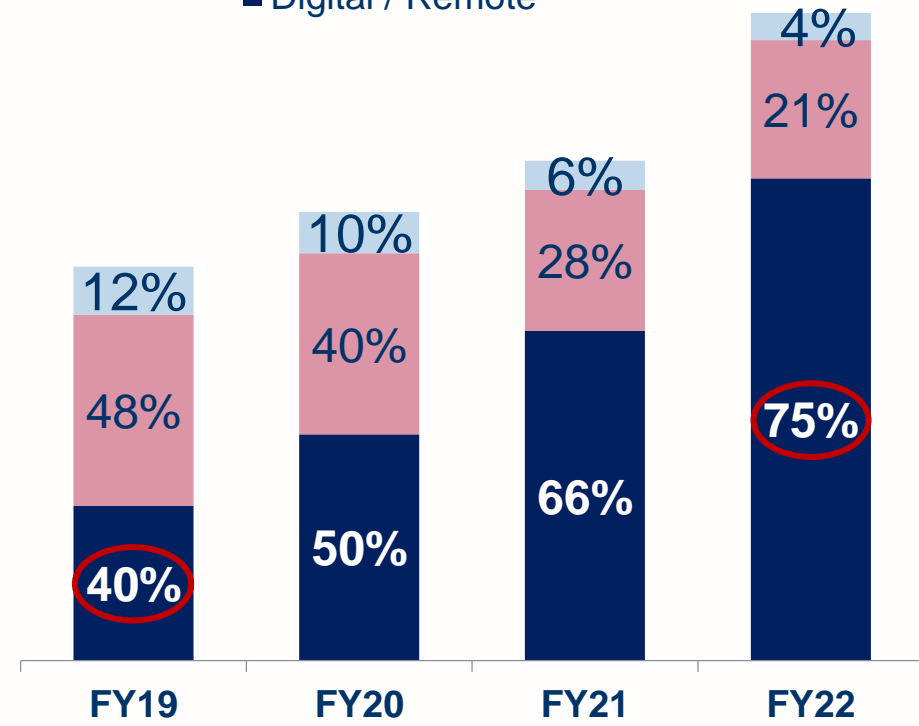
Average new dual-relationship business owners (#)



Customer digital adoption continue to increase

Account Transactions by Channel  
(Average/Month)

- Branch (over the counter)
- Self Service Terminals
- Digital / Remote







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**VISION: The Preferred  
Bank of Business Owners**  
**MISSION: Building Alliances To Improve Lives**

**Business banking**

**Double SME market share**

**Consumer banking**

Be the **personal banker of choice**  
for **business owners**

**FY23 Strategic Priorities:**

**1**

**Acquire more  
customers**

- Continue to **drive market share** growth prudently in line with economic cycle
  - ✓ **Sales force expansion**
  - ✓ **Digital SME**
- Increase **new-to-bank customers acquisition** by 40%: >80k

**2**

**Deepen customer  
engagement**

- Continue to focus on building business Owners with **dual personal & business relationship: 10k**

**3**

**Gain  
efficiencies**

- **Branch Transformation:** Operationalize **new branch model**
- **Digital Channels:** continue to improve customer digital adoption

# Sustainability

## FY2022 Achievements on track to realize Topline Goals

### FY2025 Topline Goals

### FY2022 Achievements

### What's Next for FY2023

1

Grow RM10.0 billion in new sustainable banking business

- Governance and Risk Management
- Achieved **RM2.0 billion** in new sustainable business
- **Initiatives:** Solar panel financing, ASEAN SRI Sukuk, Green Building Index certified mortgages

- Target **RM2.6 billion** in new sustainable business
- **New initiatives:**
  - Low Carbon Transition Facility for SMEs

2

Help customers adopt sustainable lifestyles and business practices

- Rolled out **Sustainability Assistance Proposition** for businesses  
(Bursa & Malaysian Green Technology and Climate Change Corporation)

- Reduce **customers under C5 category to <60%**
- Expand **sustainability offerings** to customers

3

Reduce the Bank's greenhouse gas (GHG) emissions footprint

- Established **GHG emissions baseline** and a plan for reduction
- Launched **microsite**

- Announce **reduction targets**
- Implement **Task Force on Climate-related Financial Disclosures**

# We won several awards for our digital innovations

## Supporting Businesses

### BizSmart® eTrade



Best Mobile Banking & Payment Initiative  
of the Year - Malaysia



**Digital CX**  
Awards 2022

HIGHLY  
ACCLAIMED

ALLIANCE  
BANK BERHAD  
MALAYSIA

OUTSTANDING DIGITAL CX -  
TRADE SERVICES



Malaysia Domestic Trade Finance Bank of  
the Year  
Malaysia Domestic Mobile App of the Year

## Supporting Consumers

### eKYC Solution



Excellence in Omni-Channel Integration



BEST DIGITAL ACCOUNT OPENING

**WINNER**

ALLIANCE  
BANK  
MALAYSIA  
BERHAD



### BizSmart® Solution



### Remote Wealth Application



**Digital CX**  
Awards 2022

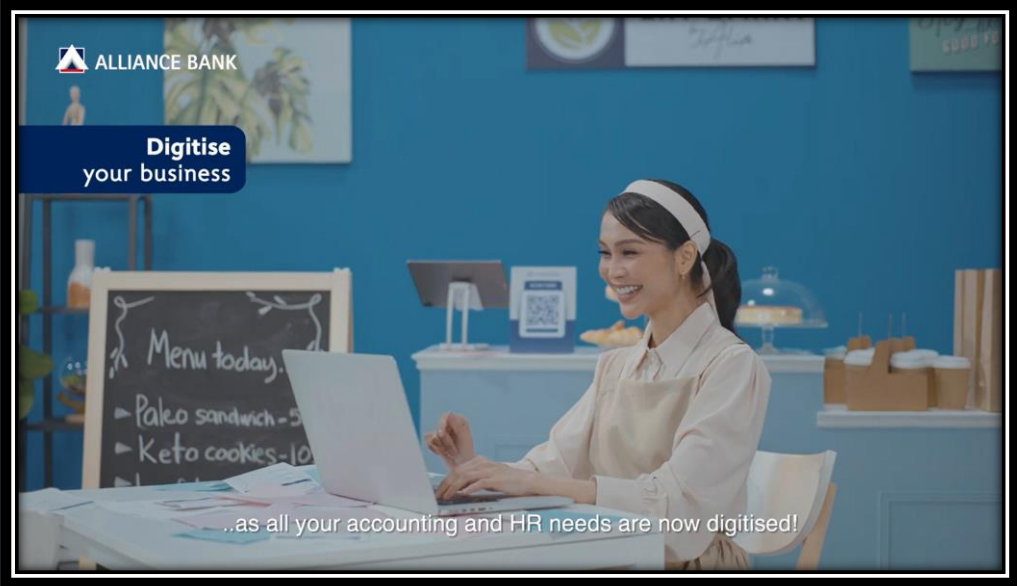
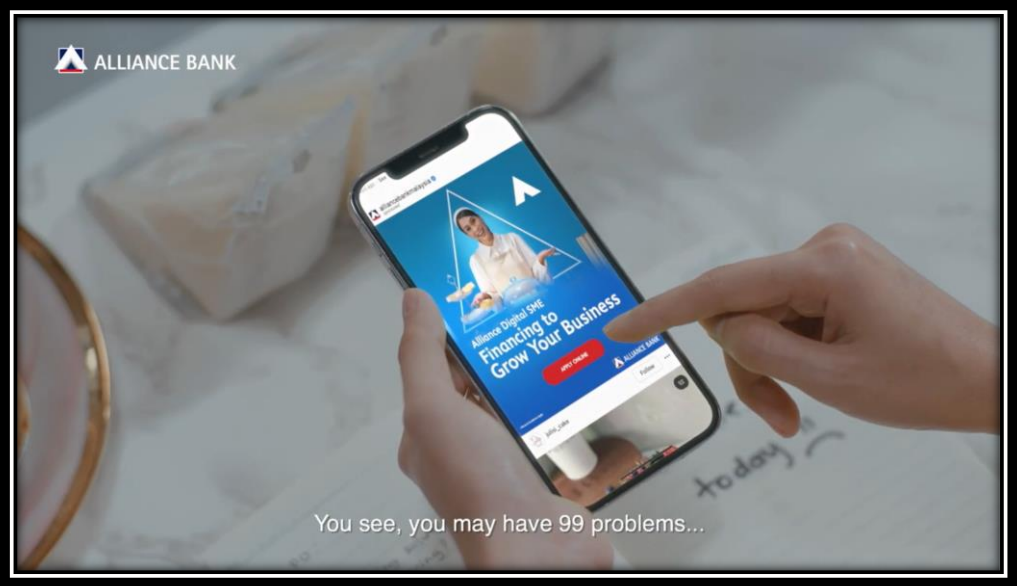
BEST WEALTH MANAGER - DIGITALLY  
EMPOWERING RMS

**WINNER**

ALLIANCE  
BANK BERHAD  
MALAYSIA



# Digital SME



# BizSmart eTrade





# Halal in One





# Thank You.

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