



# Disclaimer

The materials and information in the presentations and other documents are for informational purposes only, and are not an offer or solicitation for the purchase or sale of any securities or financial instruments or to provide any investment service or investment advice.

Public Bank does not assume any liability for any loss that may result from the reliance by any person upon any such information or opinions.



# Quick Facts

- Top-tier bank in Malaysia
- Top 5 largest listed^ corporation by market capitalisation
- Most award-winning bank in Malaysia\*
- Highly experienced management
- Unbroken profit track record since incorporation in 1966
- Strong financial ratings & corporate governance
- Valuable PB Brand & retail franchise

^ Reference to listing on Bursa Malaysia

\* Certified by the Malaysia Book of Records



## Our Strategies remain unchanged

“The Public Bank Group will continue to focus on its core retail banking and financing business whilst maintaining its prudent credit policies, and further improve on its cost efficiency.

The Group expects its strong asset quality to be sustained, and will continue to leverage on the strong PB Brand franchise and its wide and efficient branch network to deliver balance sheet and revenue growth. The Group remains steadfast in its commitment to upholding strong corporate governance and implementation of sound risk management policies to support long-term growth.

With the expectations that global uncertainties and volatility will persist over the medium term, we remain vigilant and focused in balancing growth with sustainable returns. On the service delivery front, we will continue to uphold our superior customer service and delivery excellence.

The outlook of the Malaysian banking sector, in which the Group largely operates, continues to be stable and supportive of growth. Barring unforeseen circumstances, the Group is expected to maintain its earnings momentum and continue to record satisfactory performance in 2012.”

**Tan Sri Dato’ Sri Dr. Teh Hong Piow**  
**Chairman**



# Investor Presentation

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**SUMMARY**

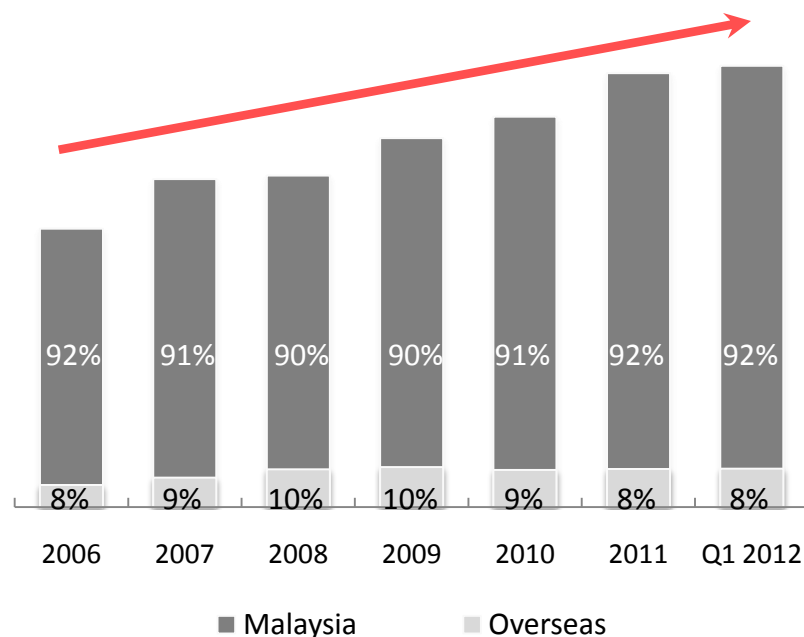
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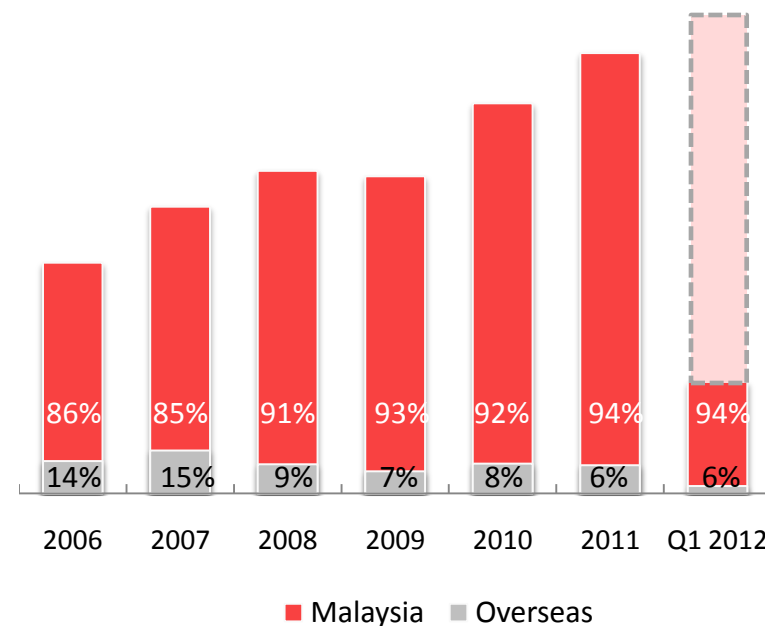
# Introduction to Public Bank Group

- Commenced operations in 1966 with one branch
- Listed in April 1967 on Bursa Malaysia Securities Berhad (*then known as Kuala Lumpur Stock Exchange*)
- Geographical Contribution

## Total Assets

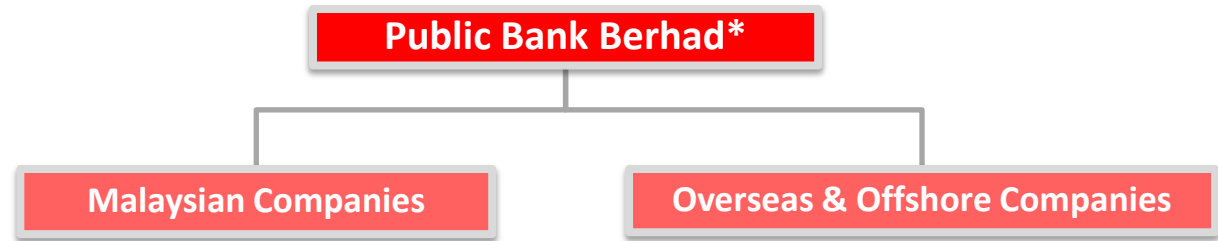


## Pre-tax Profit



# Group Corporate Structure

## Key Subsidiaries & Associates



<b>Banking, financing and related financial services</b>	<ul style="list-style-type: none"> <li>Public Islamic Bank Berhad (PIBB) (100%)</li> </ul>	<ul style="list-style-type: none"> <li>Public Bank (Hong Kong) Limited (73.2%)</li> <li>Public Finance Limited (73.2%)</li> <li>Winton Financial Ltd (73.2%)</li> <li>Cambodian Public Bank Plc (100%)</li> <li>VID Public Bank (50%)</li> <li>Public Bank (L) Ltd (100%)</li> </ul>
<b>Wealth management</b>	<ul style="list-style-type: none"> <li>Public Mutual Berhad (100%)</li> </ul>	
<b>Investment banking</b>	<ul style="list-style-type: none"> <li>Public Investment Bank Berhad (100%)</li> </ul>	
<b>Property holding</b>	<ul style="list-style-type: none"> <li>Public Holdings Sdn. Bhd. (100%)</li> </ul>	
<b>General insurance</b>		<ul style="list-style-type: none"> <li>Campu Lonpac Insurance Plc (55%)</li> </ul>
<b>Family Islamic life insurance</b>	ING PUBLIC Takaful Ehsan Bhd (40% jointly owned by PIBB)	

\* Holding company principally engaged in all aspects of banking and finance company businesses and the provision of related services.



# Growth Strategy and Retail Business Focus

- **Growth strategy**
  - Sustainable Organic Growth
- **Retail business focus**

➤ **Lending:**

- Consumer Financing: home mortgages, vehicle financing, credit cards, personal financing
- Lending to SMEs: working capital, purchase of business premises, trade finance & microfinance

➤ **Deposits:**

- Retail deposits: Fixed, savings and demand deposits
- Wholesale deposits
- Foreign currency deposits
- Structured deposit products

➤ **Fee Based Business:**

Unit trusts, bancassurance and structured investment products

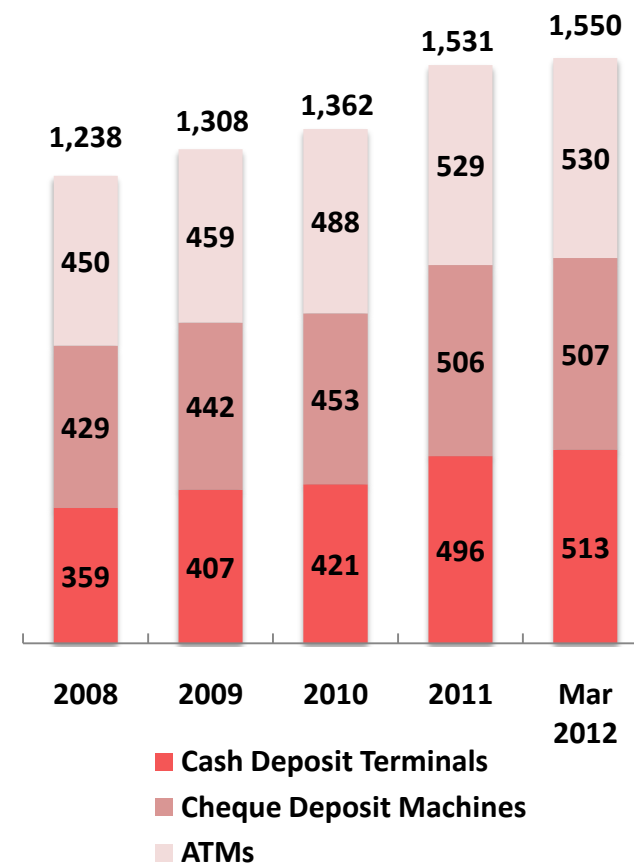


# Expansion in Business Delivery Channel

Branch Network - Group	Mar 2012	Dec 2011	Dec 2006
<b>Malaysian Operations</b>			
Public Bank - Domestic	251	251	240
- Overseas	4	4	3
Public Islamic Bank	1	1	-
Public Mutual	28	28	25
Public Investment Bank	1	1	1
<b>Hong Kong &amp; China Operations</b>			
Public Finance	42	42	40
Public Bank (HK) - Hong Kong	32	32	15
- China	3	3	1
Winton (B.V.I) Group	9	9	2
<b>Indo-China Operations</b>			
Cambodia Public Bank	23	23	5
VID Public Bank (Vietnam)	7	7	6
	<b>401</b>	<b>401</b>	<b>338</b>

## Business Delivery Channel

Continuous investments in domestic self service terminals



## Reaffirmed High Credit Ratings

	Long term	Short term	Latest update
RAM	AAA	P1	June 2011
Moody's	A3	P-1	April 2012
Standard & Poor's	A-	A-2	December 2011
Standard & Poor's ASEAN Scale Rating	axAA	axA-1	December 2011

### RAM rating on Subordinated Notes and Capital Securities

	Long term	Latest update
Subordinated Medium Term Notes Programme of up to RM5.0 billion	AA1	June 2011
RM1.2 billion Innovative Tier 1 Capital Securities	AA2	June 2011
Non-Cumulative Perpetual Capital Securities Programme of up to RM5.0 billion	AA2	June 2011



# Unbroken Profit Track Record

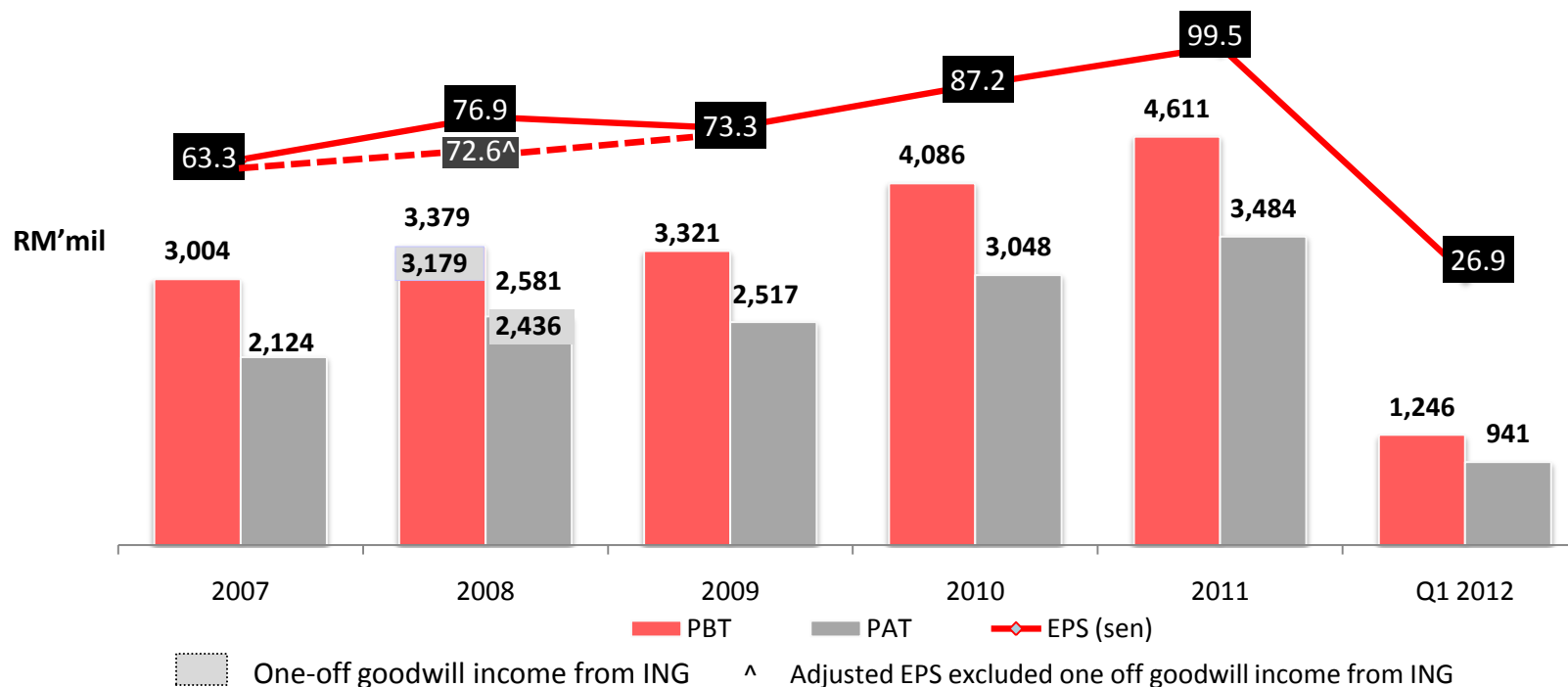
- 45 years of unbroken profitability
- Strong profit growth in past 5 years

	RM'million						y-o-y growth (%)						
	2006	2007	2008*	2009	2010	2011	1Q2012**	2007	2008*	2009	2010	2011	1Q2012**
<b>Pre-tax profit</b>	2,416	3,004	3,179	3,321	4,086	4,611	1,246	24.3	5.8	4.5	23.0	12.8	6.2 <sup>^</sup>
<b>Net profit</b>	1,727	2,124	2,436	2,517	3,048	3,484	941	23.0	14.7	3.3	21.1	14.3	6.4 <sup>^</sup>

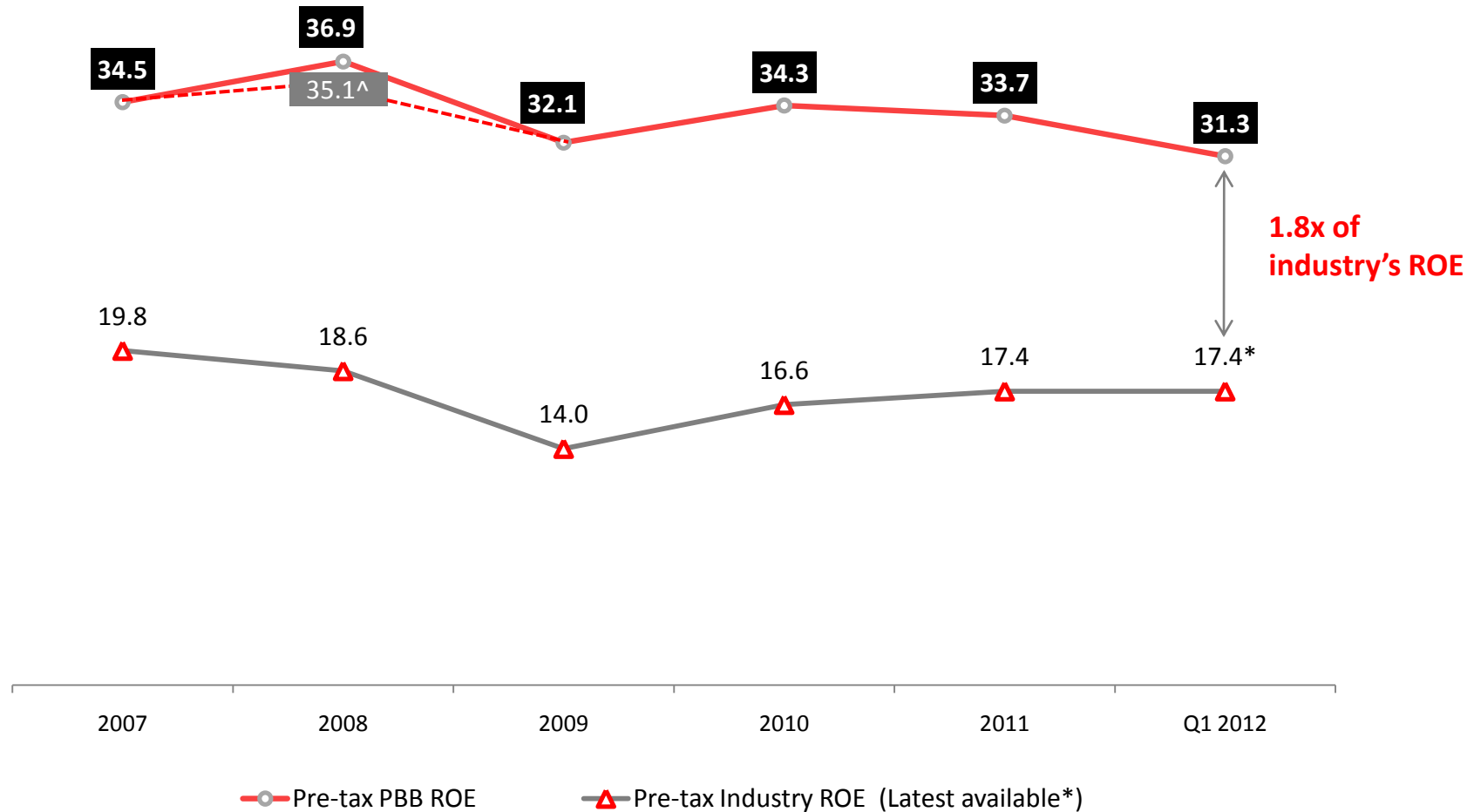
\* Figures for 2008 exclude RM200 million one-off goodwill income from ING

\*\* Growth in comparison with corresponding quarter in 2011

<sup>^</sup> Excluding the impact of higher restated profits in prior year (with retrospective application of MFRS 139), net profit and pre-tax profit would have shown a higher growth of 13.7% & 13.5% respectively.



# Above-industry Return on Equity (ROE)



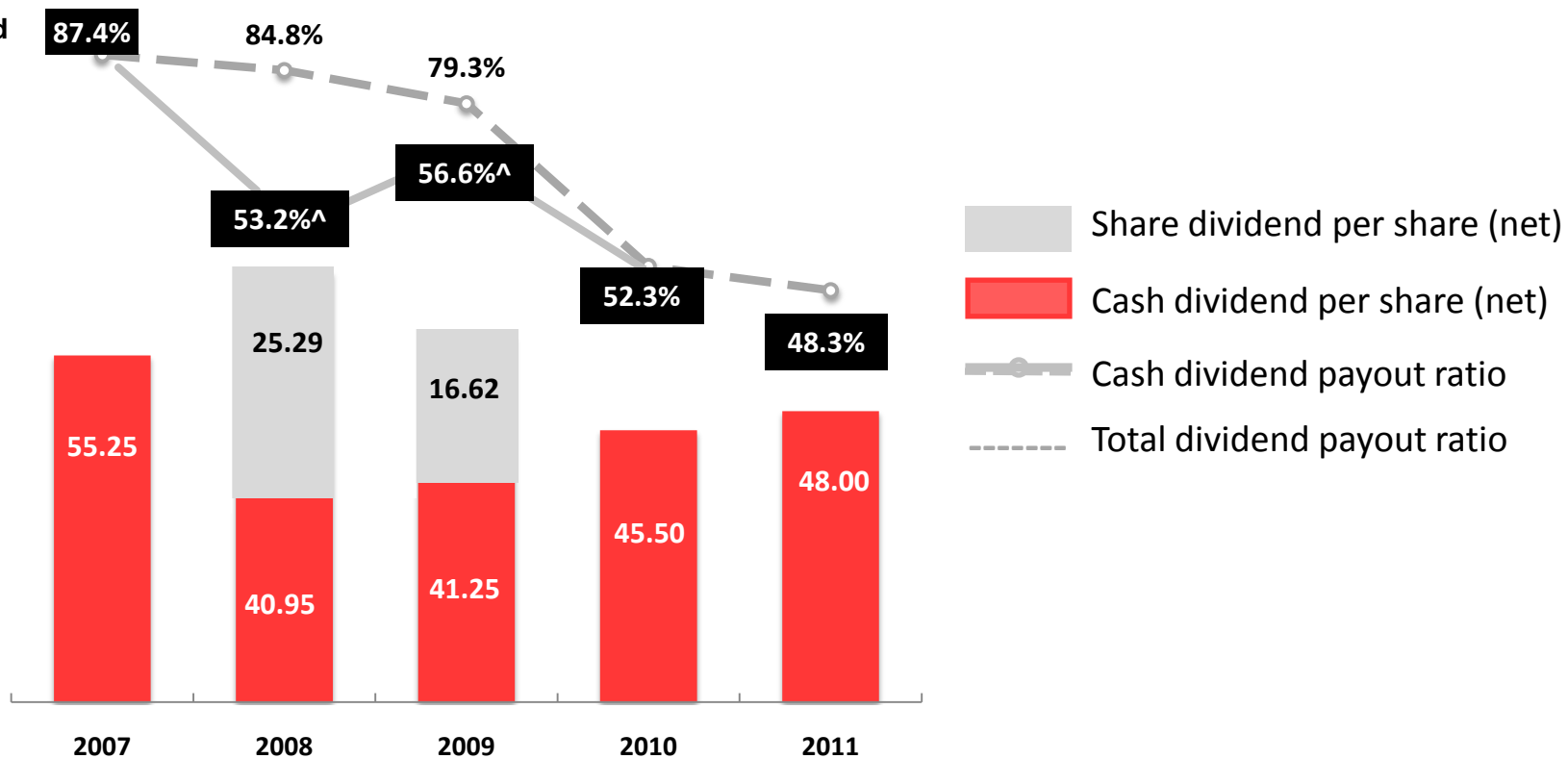
^ Excluding one-off goodwill income from ING



# Dividend Track Record

- Paid dividends annually since 1970

Net Dividend  
per share  
(sen)



	2007	2008	2009	2010	2011
<b>Net dividend yield</b>	5.0%	7.5%*	5.1%*	3.5%	<b>3.6%</b>
<b>- Cash Dividend</b>	5.0%	4.6%	3.7%	3.5%	<b>3.6%</b>
<b>- Share Dividend</b>	-	2.9%	1.4%	-	-

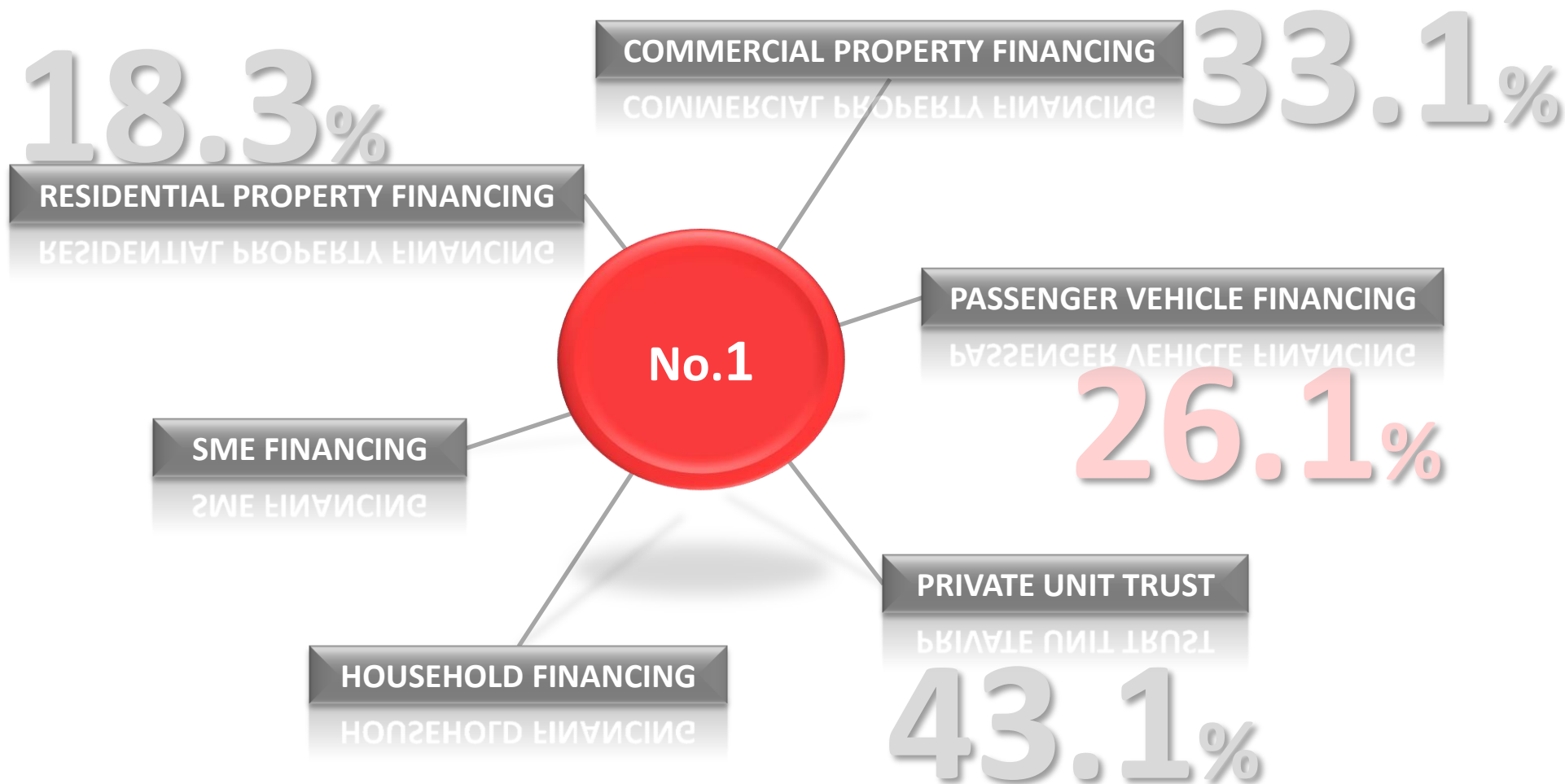
^ Dividend payout based on cash dividends

\* Including share dividend



# Taking the lead in what we do – Clear market leadership

We continue to maintain **market leadership** in our domestic core businesses



# Taking the lead in what we do – High performance bank

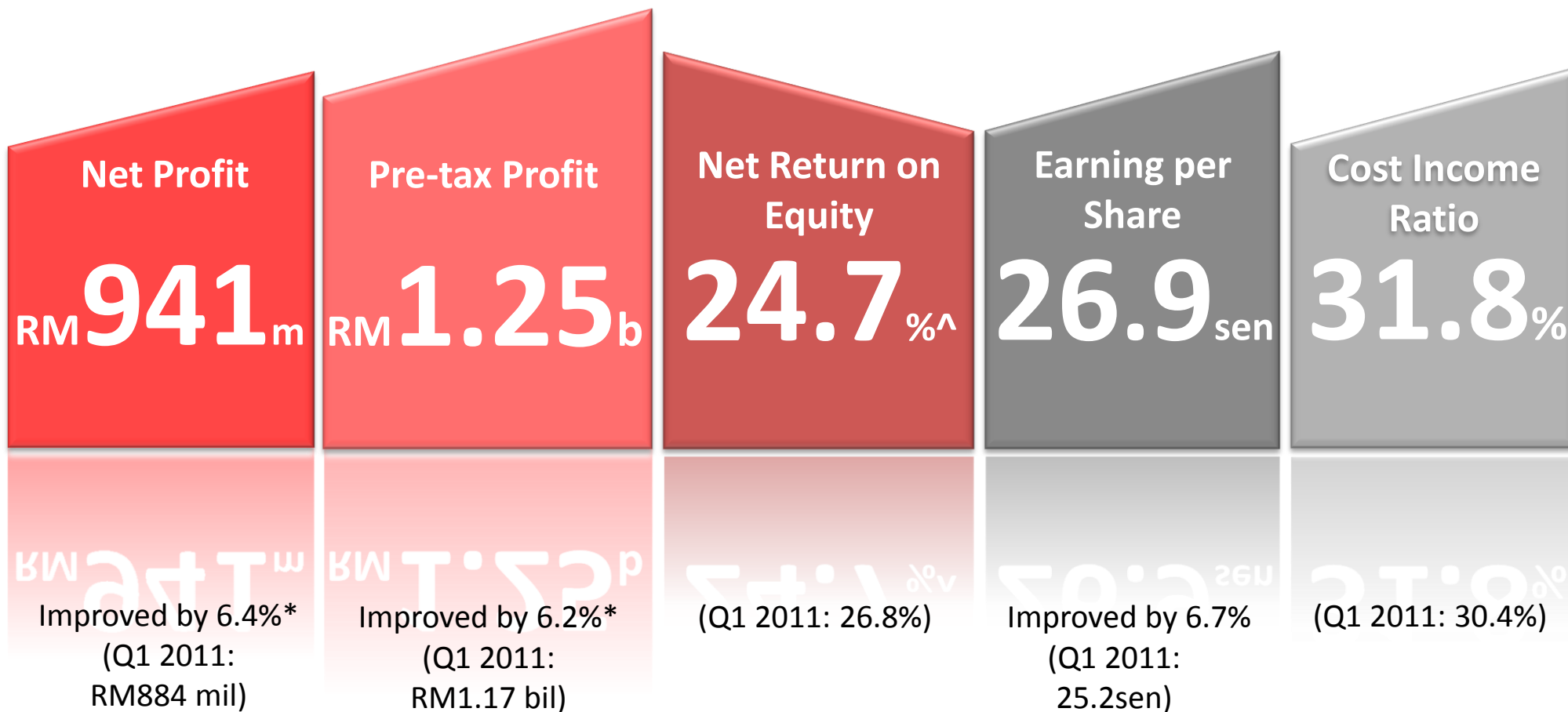
We continue to maintain **leadership** as a high performance bank in Malaysia



Key performance indicator	Public Bank Group	Latest industry average
Pre-tax return on average equity (%)	<b>31.3</b>	17.4
Pre-tax return on average assets (%)	<b>2.0</b>	1.6
Cost to income ratio (%)	<b>31.8</b>	46.0
Pre-tax profit per employee (RM'000)	<b>285</b>	202
Gross loans per employee (RM'mil)	<b>10.4</b>	8.1
Deposits per employee (RM'mil)	<b>11.8</b>	10.4
Gross impaired loans ratio (%)	<b>0.8</b>	2.7
Loan loss coverage (%)	<b>117.1</b>	97.5



## Performance overview – Sustainable profit growth



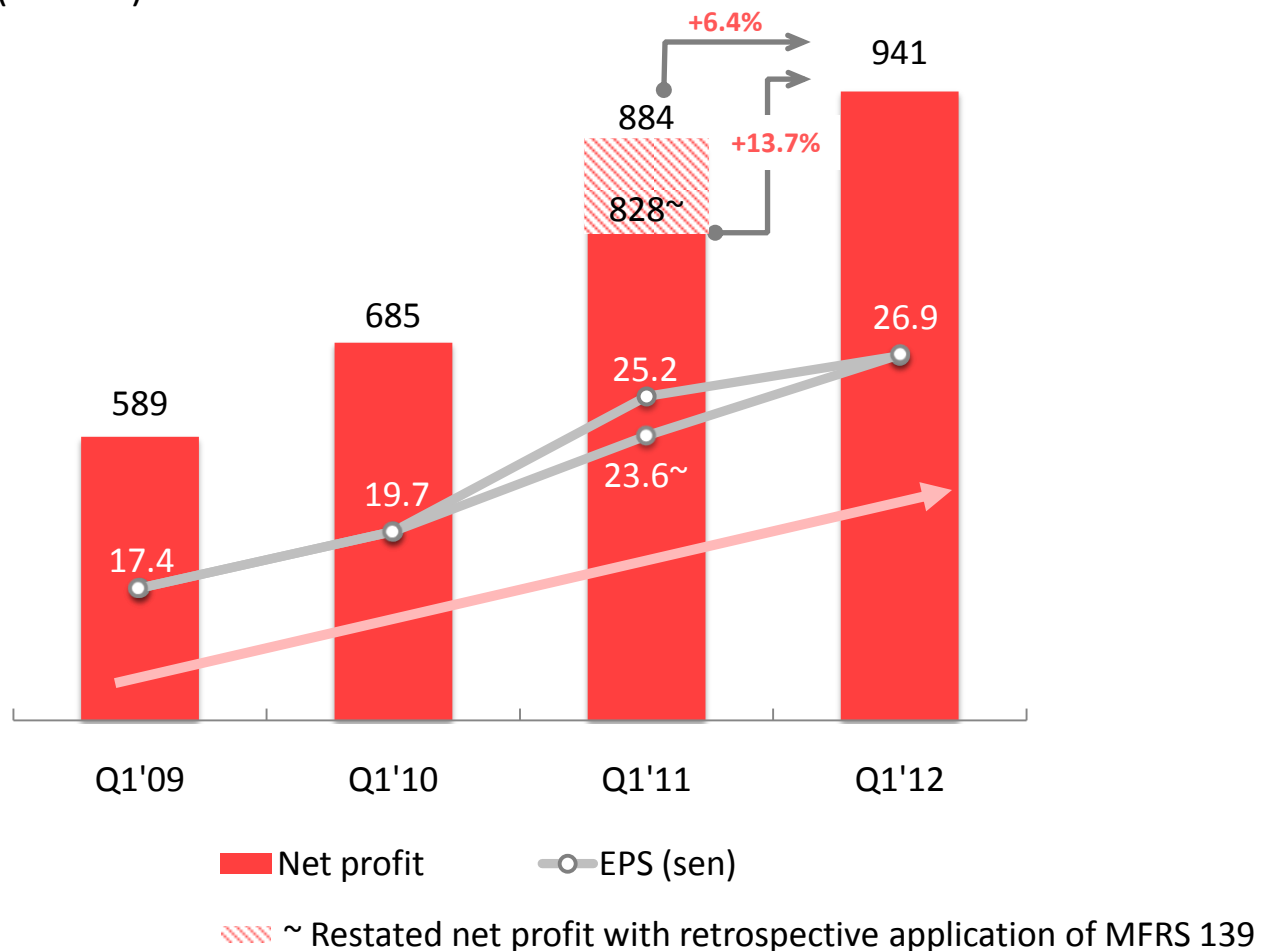
<sup>^</sup> Based on annualised earnings

\* Excluding the impact of higher restated profits in prior year (with retrospective application of MFRS 139), net profit and pre-tax profit would have shown a higher growth of 13.7% & 13.5% respectively.

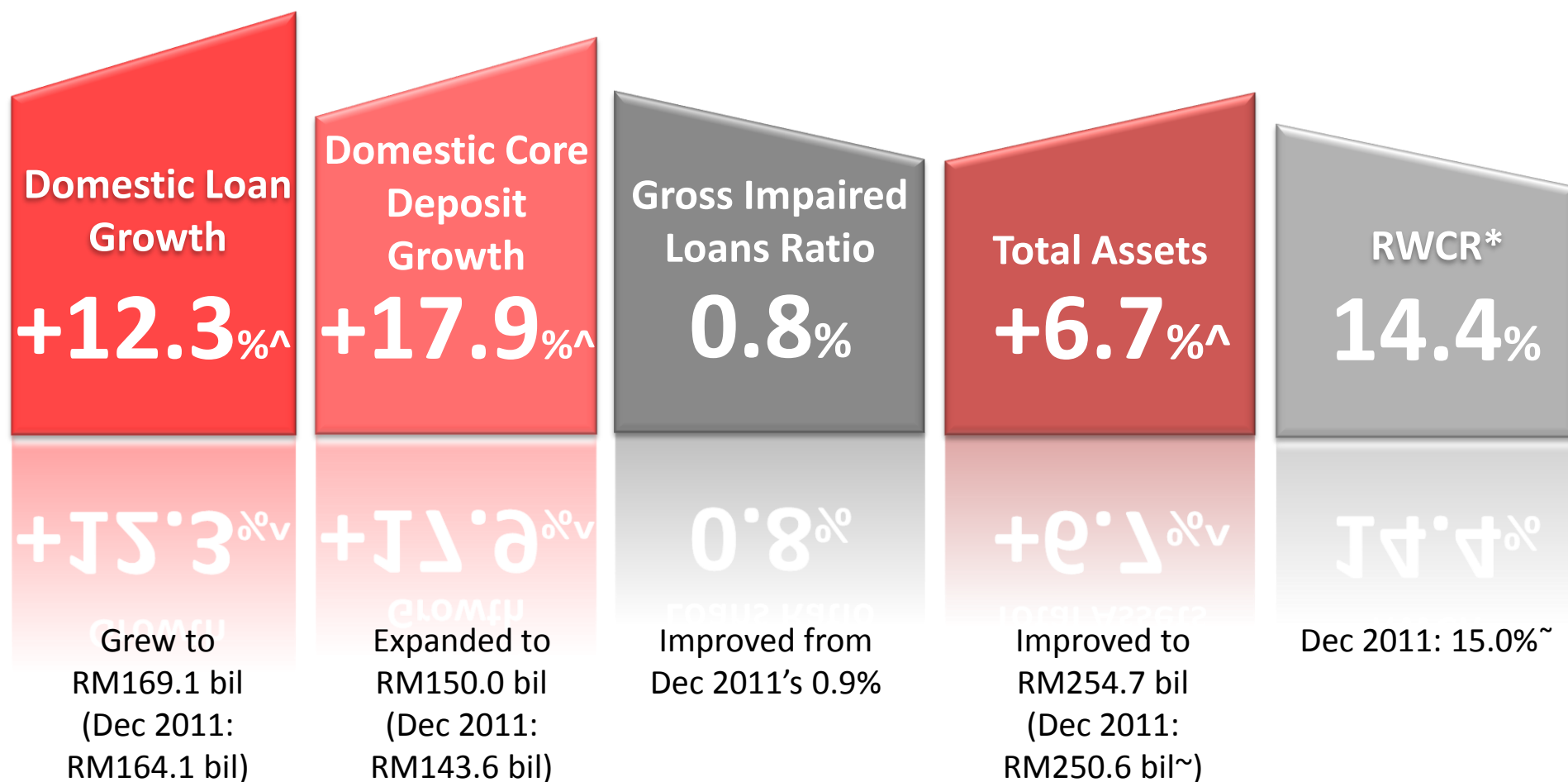


# Performance overview – Strong quarterly net profit growth

Quarterly net profit growth  
(RM'mil)



## Performance overview – From a position of strength



<sup>^</sup> Annualised growth

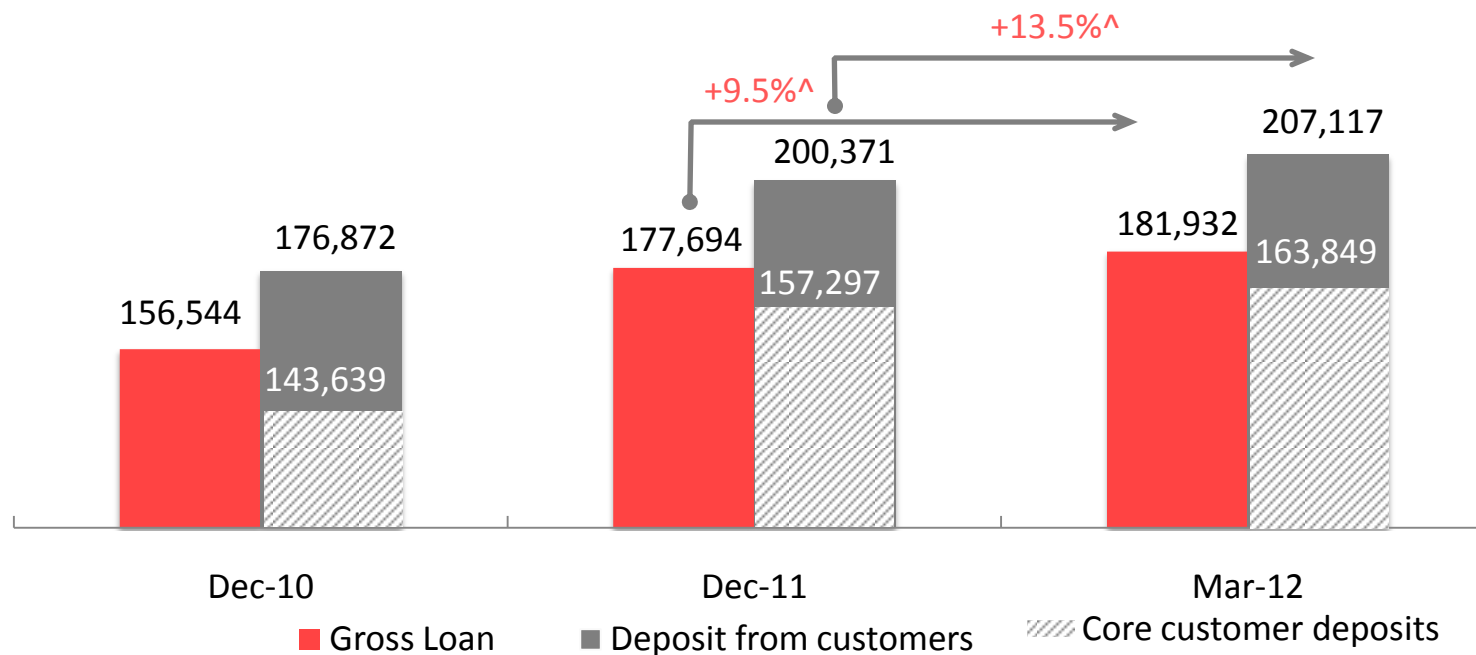
\* Q1 2012's unaudited earnings have yet to be included in the March 2012's RWCR. Dec 2011's RWCR is stated after deducting second interim dividends

<sup>~</sup> Restated with retrospective application of MFRS 139



# Performance overview – Sustainable loan and deposit growths

3-year loan and deposit growths  
(RM'mil)



	Dec-2010	Dec-2011	Mar-2012 <sup>^</sup>
Gross loan growth	13.8%	13.5%	<b>9.5%</b>
Customer deposit growth	3.5%	13.3%	<b>13.5%</b>
Core customer deposit growth	12.5%	9.5%	<b>16.7%</b>

<sup>^</sup> Annualised growth



## Transition to MFRS Framework – Adoption of MFRS 139

Prior to the adoption of MFRS 139, the collective assessment allowance of the Bank and its domestic banking subsidiaries have been maintained at 1.5% of total outstanding loans, net of individual assessment allowance, pursuant to the relevant BNM guidelines

With the adoption of MFRS 139 commencing 1 January 2012, the collective assessment allowance is provided for using the incurred loss approach on the basis of the historical loss experience

The key impacts from the adoption of MFRS 139 are:

- Lower collective assessment allowances which resulted in :
  - excess in the brought forward collective assessment allowance and the corresponding write back of such excess in opening retained profits
  - lower collective assessment allowance charged in the income statement
- Accordingly, the write back of the excess collective assessment allowance as at 1 January 2012 has:
  - increased the shareholders' funds by RM859 million (net of tax)
  - enhanced the Group's core equity Tier 1 capital ratio by 0.5%
- Retrospective application of MFRS 139 which resulted in the restatement of comparative financial statements



# Transition to MFRS Framework – Adoption of MFRS 139



## Restatement of key comparatives

		Restated	Previously reported
	Q1 2012	Q1 2011	Q1 2011
Pre-tax profit (RM million)	1,245	1,173	1,098
Net profit (RM million)	941	884	828
<b>Pre-tax profit growth (%)</b>		6.2	<b>13.5</b>
<b>Net profit growth (%)</b>		6.4	<b>13.7</b>
Net return on equity (%)	24.7	26.8	26.4
Earning per share (sen)	26.9	25.2	23.6



# Transition to MFRS Framework – Adoption of MFRS 139

## Restatement of key comparatives

	Restated	Previously reported	
	Dec 2011	Dec 2011	Variance
Shareholders' funds (RM million)	15,722	14,863	 <b>859</b>
Tier 1 capital ratio (%)	10.6	10.1	 <b>0.5</b>
RWCR (%)	15.0	15.3	 <b>0.3</b>
Loan loss coverage (%)	113.8	188.9	 <b>75.1</b>



# Earnings Performance

RM'mil	Q1 2012	Q1 2011~	Change	
Net interest & Islamic Banking income	<b>1,479.2</b>	1,401.1	↑	5.6%
Non-interest income	<b>389.4</b>	371.6	↑	4.8%
Operating expenses	<b>593.4</b>	538.6	↑	10.2%
Operating profit	<b>1,275.2</b>	1,234.1	↑	3.3%
Loan impairment allowances	<b>30.0</b>	65.0	↓	53.8%
Pre-tax profit	<b>1,245.6</b>	1,173.1	↑	6.2%
Net profit	<b>940.8</b>	884.1	↑	6.4%

## Income:

- Continued growth in net interest and Islamic Banking income and non-interest income

## Expenses:

- Higher operating expenses in Q1 2012 vs Q1 2011 were due to higher personal costs in line with the investment in human resources and larger head count








## Allowance:

- Lower loan impairment allowances due to improved asset quality

~ Restated with retrospective application of MFRS 139, where applicable



# Key Earnings Indicators

	Q1 2012	Q1 2011~	Change
Earnings per share (sen)	<b>26.9</b>	25.2	 6.7 %
Net return on equity*	<b>24.7%</b>	26.8%	 2.1%
Pre-tax return on average assets	<b>2.0%</b>	2.1%	 0.1%
Net interest margin on yielding assets**	<b>3.2%</b>	3.2%	 ---
Non interest income/Total net income	<b>20.8%</b>	21.0%	 0.2%
Cost to income ratio	<b>31.8%</b>	30.4%	 1.4%
Overheads over average assets	<b>0.9%</b>	0.9%	 ---

\* Based on average equity after deducting proposed dividend, if any.

\*\* Excluding Negotiable Instrument of Deposits and Money Market Deposits which are on-lent to banks.

~ Restated with retrospective application of MFRS 139, where applicable

Note: Q1 key earning indicators, excluding EPS, have been annualised for comparison purposes.



# Pre-tax Profit by Business Segment

RM'mil	Q1 2012	Q1 2011~	Change
Retail operations	<b>748.9</b>	669.7	<b>↑</b> 11.8%
Hire purchase	<b>182.7</b>	175.5	<b>↑</b> 4.1%
Corporate lending	<b>75.6</b>	62.5	<b>↑</b> 21.0%
Treasury & capital market operations	<b>46.7</b>	38.0	<b>↑</b> 23.1%
Fund management	<b>87.7</b>	77.7	<b>↑</b> 12.9%
Overseas operations	<b>75.6</b>	75.4	<b>↑</b> 0.3%
Investment banking	<b>14.4</b>	14.1	<b>↑</b> 2.3%
Others*	<b>14.0</b>	60.2	<b>↓</b> 76.9%
<b>Total</b>	<b>1,245.6</b>	1,173.1	<b>↑</b> 6.2%

- Double digit growth in retail operations, contributing >60% of the Group's pre-tax profit
- Healthy volume growth contributed to improved performance in all other business segments

\* Others comprise mainly of domestic head office, other miscellaneous domestic segment and domestic share of profit after tax of equity accounted associated companies

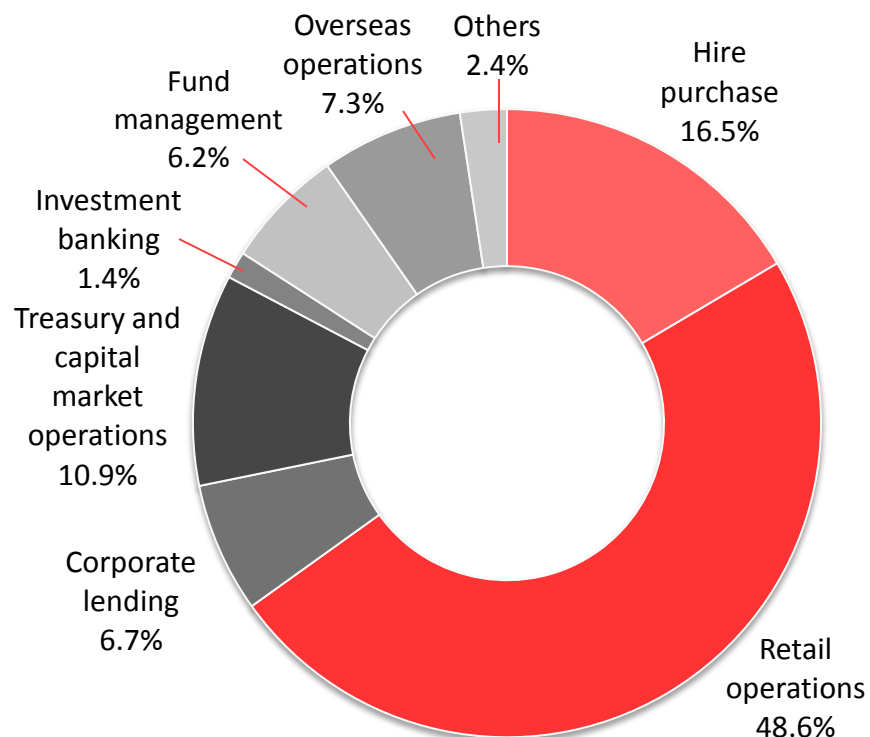
~ Restated with retrospective application of MFRS 139, where applicable

Note: Profit contribution by segments are based on pre-tax profit including share of results of associated companies

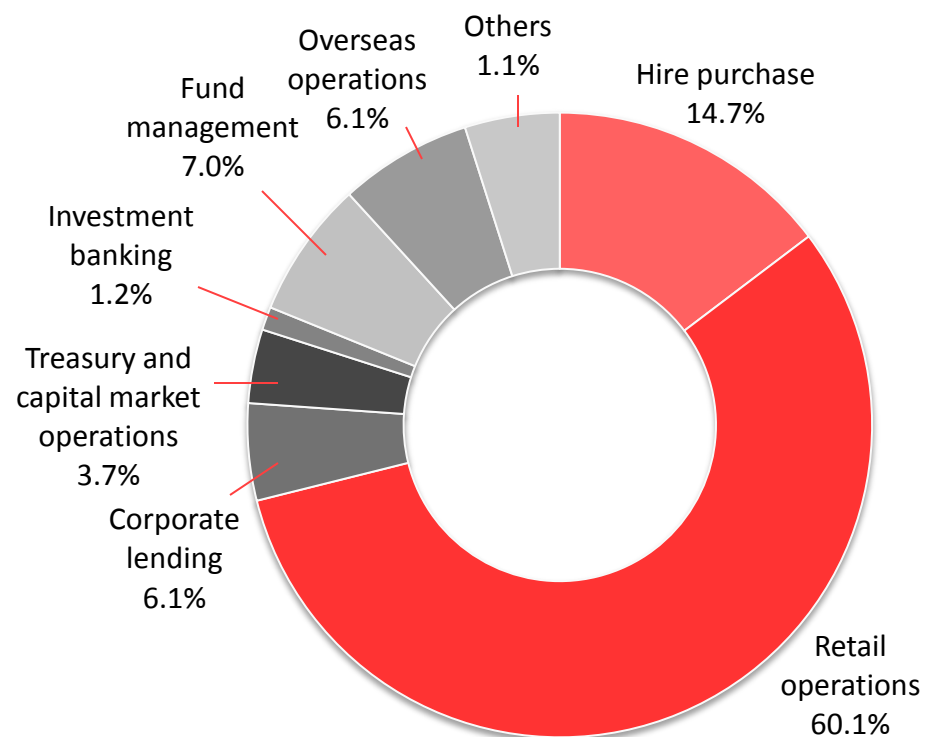


# Contribution to Revenue & Pre-tax Profit – by Business

## Revenue Contribution



## Pre-tax Profit Contribution



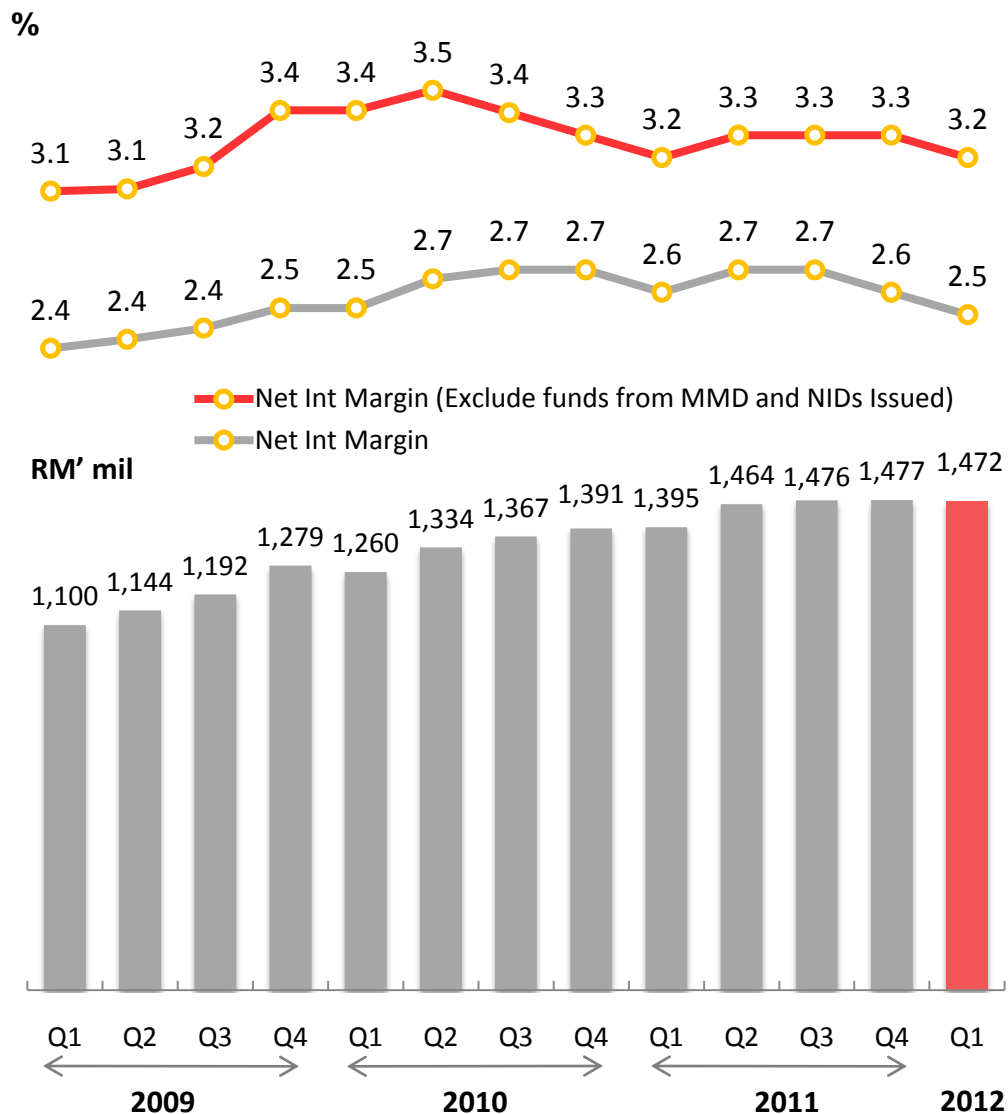
*Based on financial results as of 31 March 2012*

- Retail operations and hire purchase segment continue to be the major contributor to revenue and profits of the Group



# Net Interest Income & Margins - Stable and healthy growth

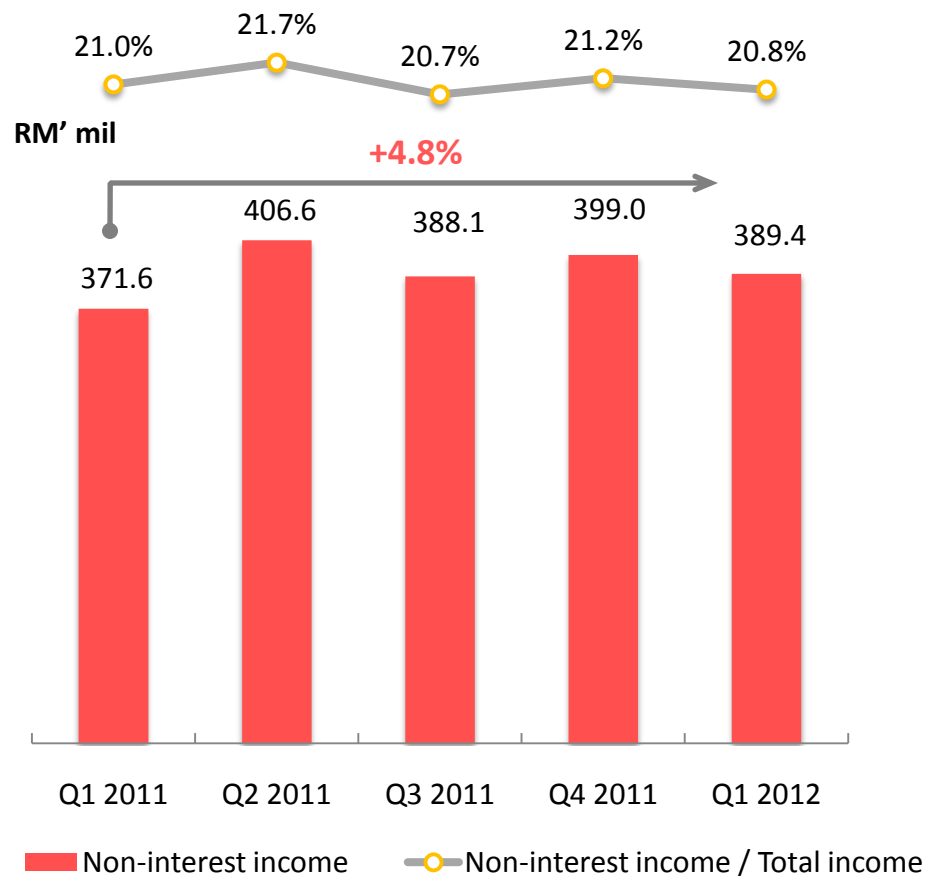
## Net Interest Income and margin



- Overall NIM for Q1 2012 has marginally declined from earlier quarters due to competitive pressure on interest margins and escalating funding costs
- Net Interest and financing income for the current quarter remains healthy despite the short month in February
- Growth in net interest and finance income during the quarter was due to healthy loan and deposit growth



# Non-Interest Income

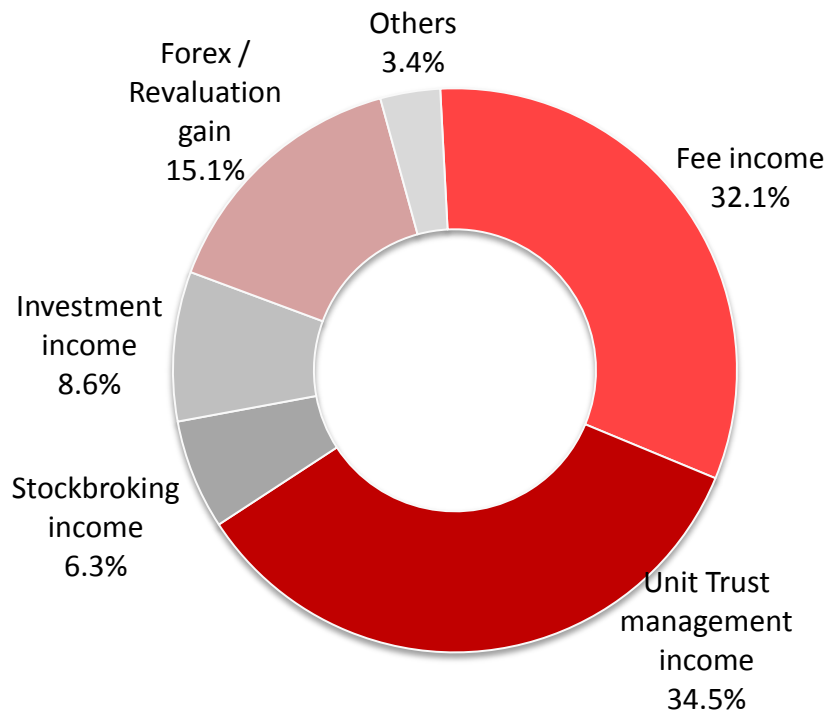


- The Group's non-interest income in Q1 2012 see an increase from Q1 2011, with a quarter-on-quarter increase of 4.8%
- The Group's non-interest income in Q1 2012 has marginally dropped from Q4 2011 by RM9.6 million due to lower foreign exchange profit and lower net gain on financial instruments

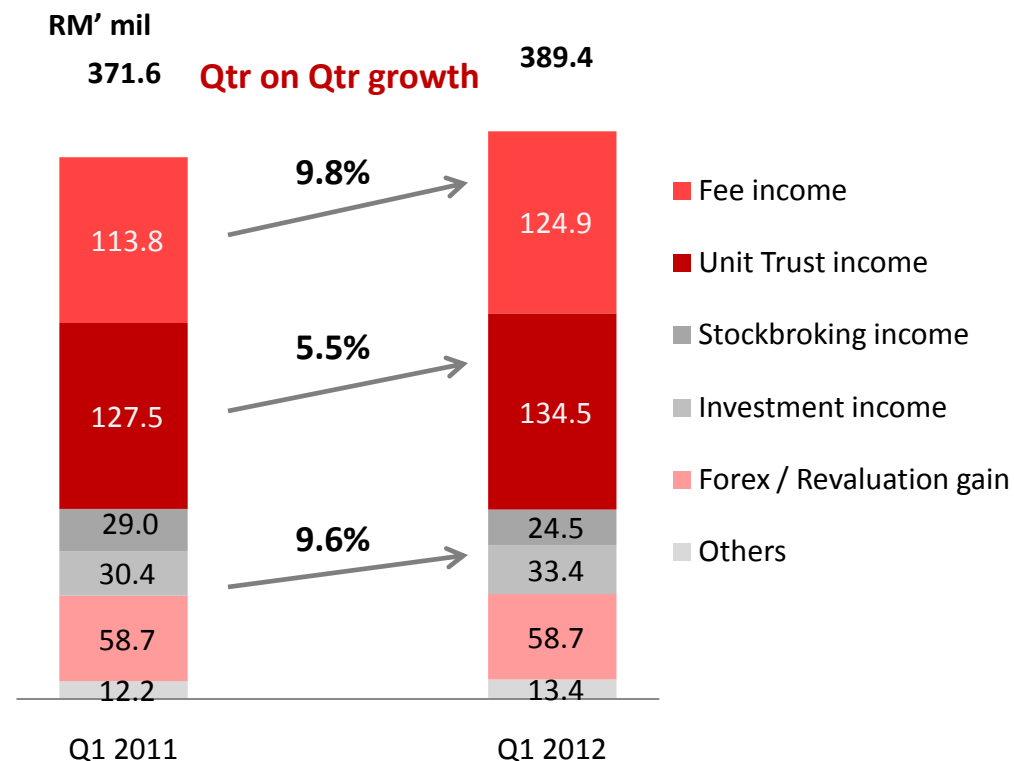


# Non-Interest Income Contribution & Growth Traction

## Non-Interest Income Contribution



Based on financial results as of 31 March 2012

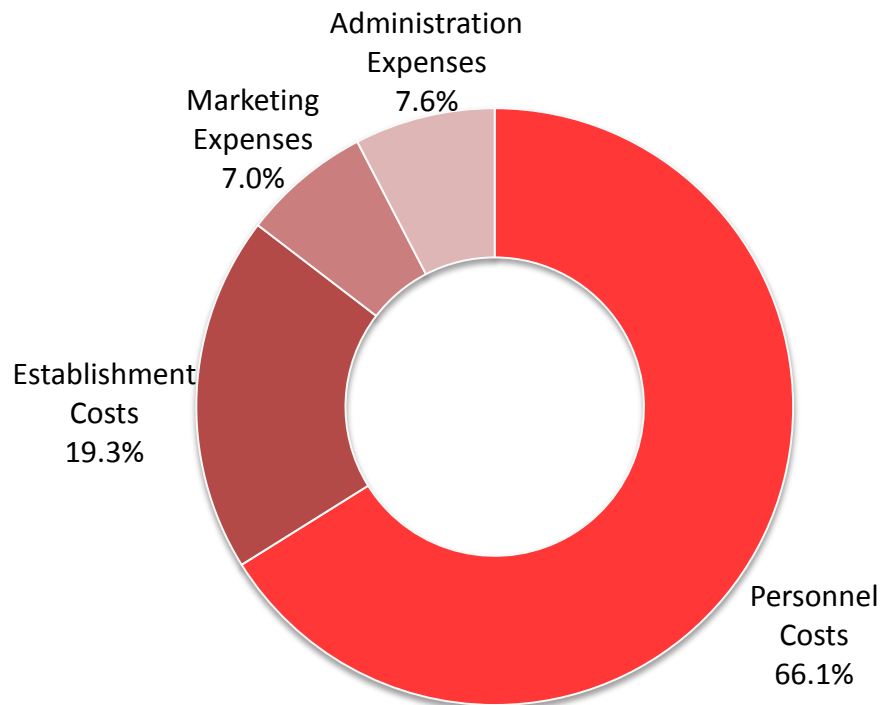


- The increase in non-interest income in Q1 2012 was mainly contributed by the Group's fee income, unit trust and investment income



# Efficient Operating Overheads

## Operating Costs Contribution



RM'mil	Q1 2012	Q1 2011	Change
Personnel Costs	<b>392.3</b>	369.2	↑ 6.3%
Establishment Costs	<b>114.5</b>	97.6	↑ 17.3%
Marketing Expenses	<b>41.4</b>	38.3	↑ 8.0%
Administration Expenses	<b>45.2</b>	33.5	↑ 35.2%
<b>Total</b>	<b>593.4</b>	538.6	↑ 10.2%

*Based on financial result as at 31 March 2012*

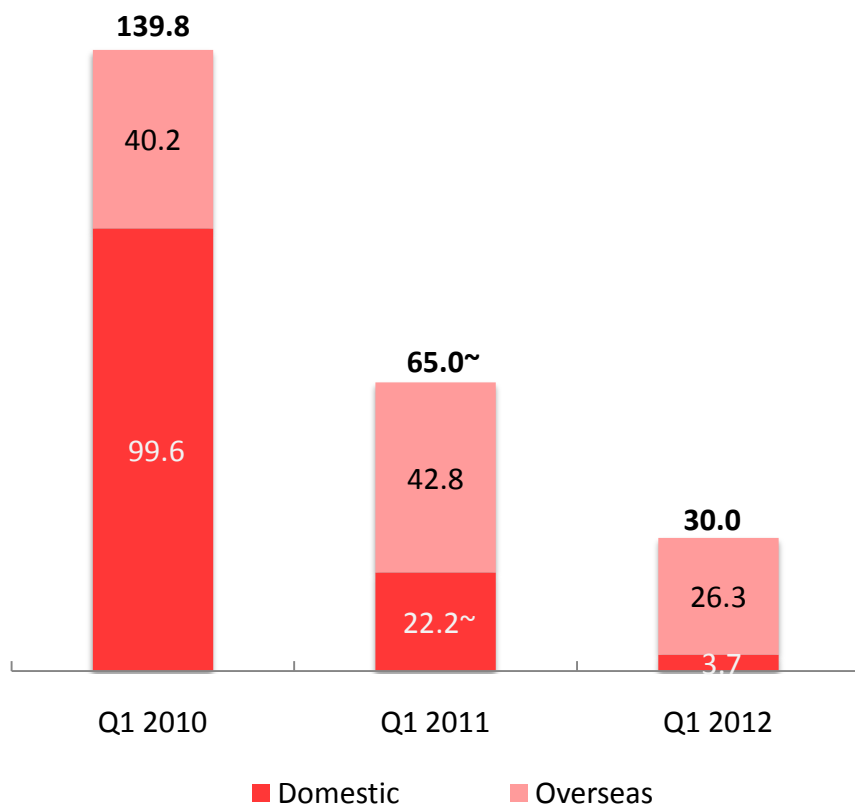
- Higher operating expenses were incidental to business expansion and growing loan base
- Personnel costs remain the main operating cost as the Group continue to invest in its people



# Improving Loan Loss Allowances

## Quarterly Loan Impairment Allowances (including collective allowance)

RM' mil












~ Restated with retrospective application of MFRS 139

### Quarter-on-quarter comparison

- Lower Q1 2012 loan impairment allowances was partly due to certain major recoveries



# Robust Financial Position

	RM' bil	Mar 2012	Dec 2011~	Change
<b>Total assets</b>		<b>254.7</b>	250.6	 1.7%
<b>Gross loans and advances</b>		<b>181.9</b>	177.7	 2.4%
<i>Of which:</i>				
<b>Domestic loans and advances</b>		<b>169.1</b>	164.1	 3.1%
<b>Overseas loans and advances</b>		<b>12.8</b>	13.6	 5.8%
<b>Deposits from customers</b>		<b>207.1</b>	200.4	 3.4%
<i>Of which:</i>				
<b>Domestic core customer deposits</b>		<b>150.0</b>	143.6	 4.5%
<b>Shareholders' funds</b>		<b>15.68</b>	15.72	 0.3%
<b>Net assets per share (RM)</b>		<b>4.48</b>	4.49	 0.2%
<b>Net loans to deposits (LD) ratio (%)</b>		<b>87.0</b>	87.8	 0.8%

## Assets:

- Assets expansion driven by healthy loan and deposit growth

## Loan:

- Domestic loan growth is stronger at 3.1% for Q1 2012
- Overseas loans see a decrease of 5.8% to RM12.8 billion, partly due to impact of foreign exchange

## Deposit:

- Deposit growth of 3.4%, supported by the strong domestic core customer deposit growth of 4.5%

## Equity:

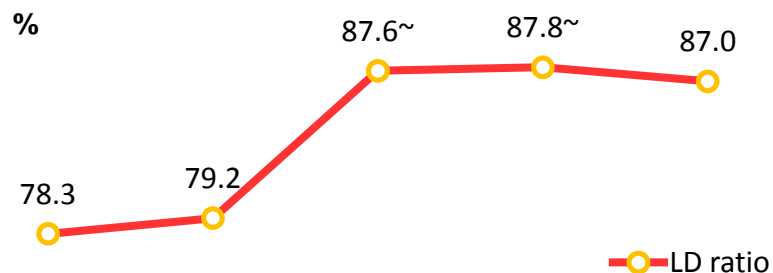
- Shareholders' fund stood at RM15.68 billion

~ Restated with retrospective application of MFRS 139, where applicable

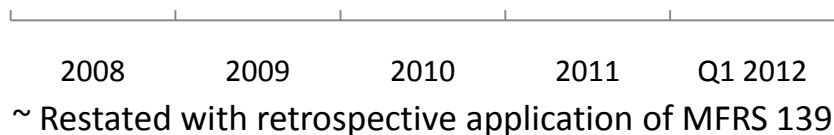


# Strong Liquidity With Healthy Loan/Deposit Ratio

## Net Loan Deposit Ratio

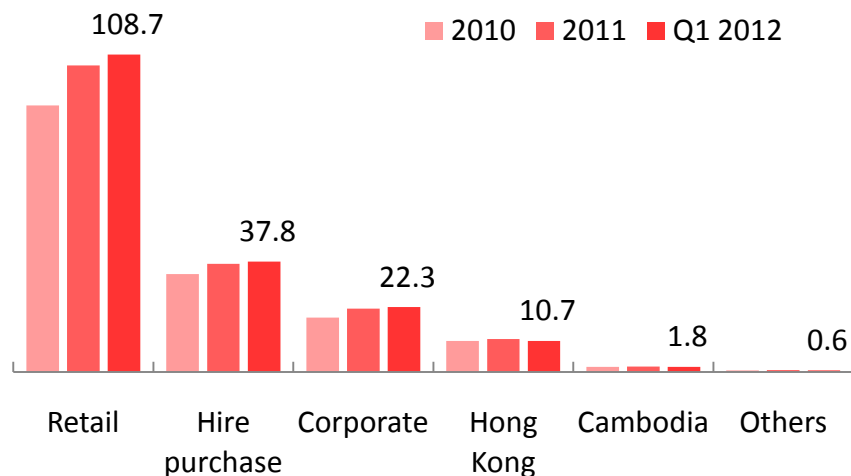


- Net loan deposit ratio in Q1 2012 remained healthy
- Loan growth continues to be supported through the Group's retail and hire purchase segment whilst retail deposits remain the main contributor to the deposit growth of the Group with >68% contribution



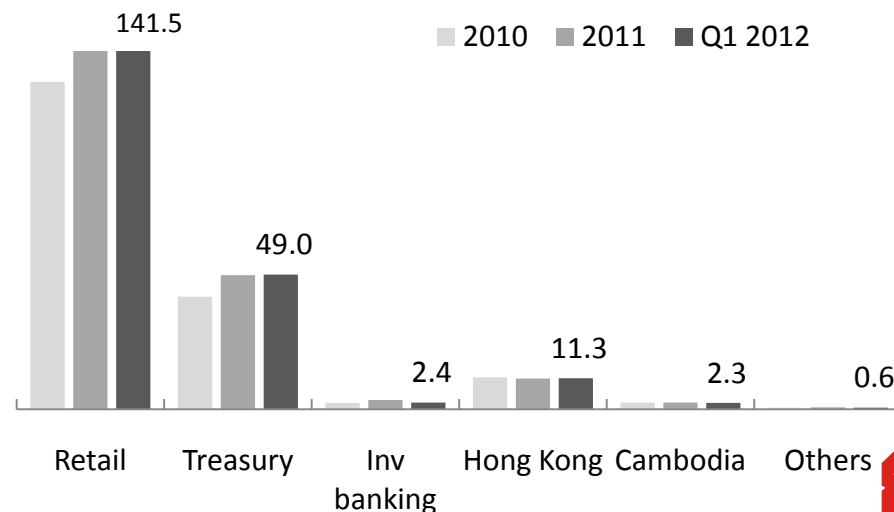
## Gross Loan Composition by Segment

RM' bil



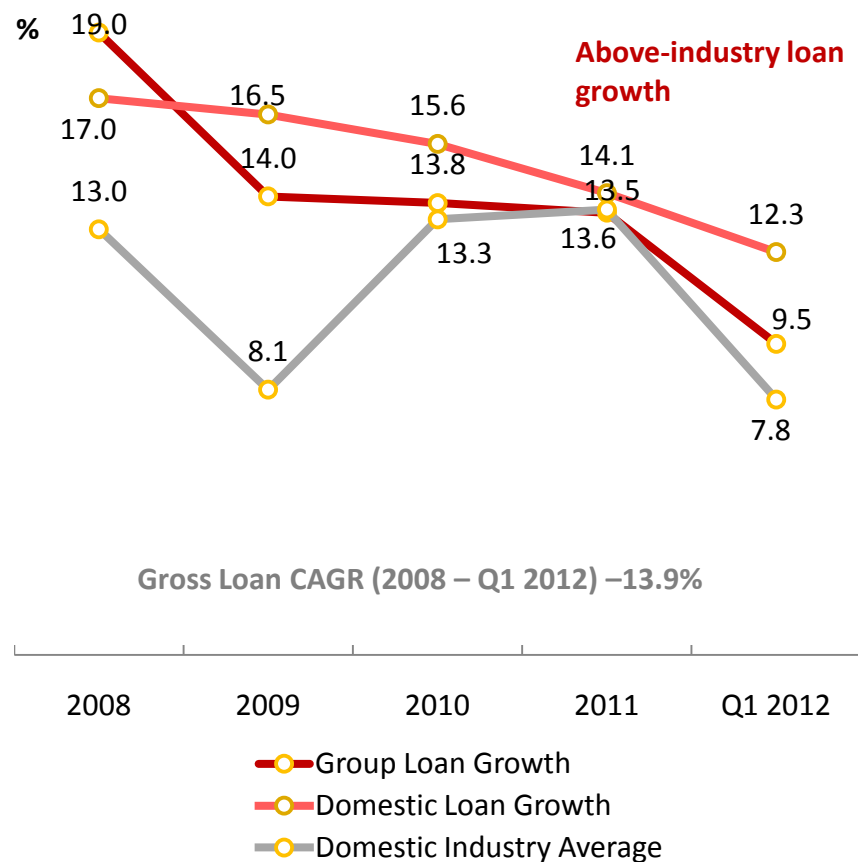
## Deposit Composition by Segment

RM' bil

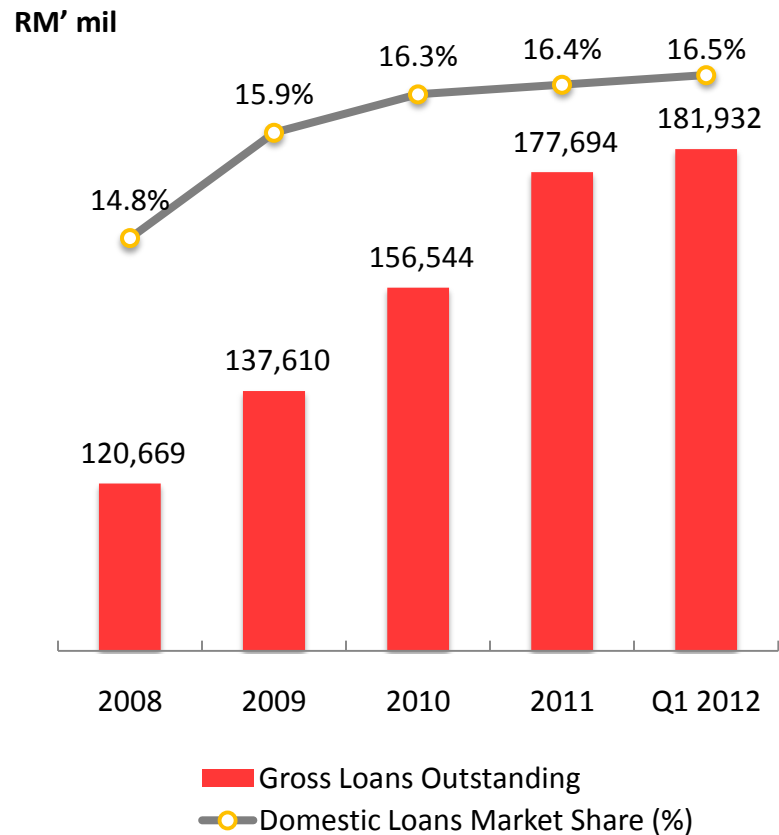


# Consistently Above-industry Loan Growth

## Loan Growth vs Industry



## Gross Loans and Domestic Loan Market Share

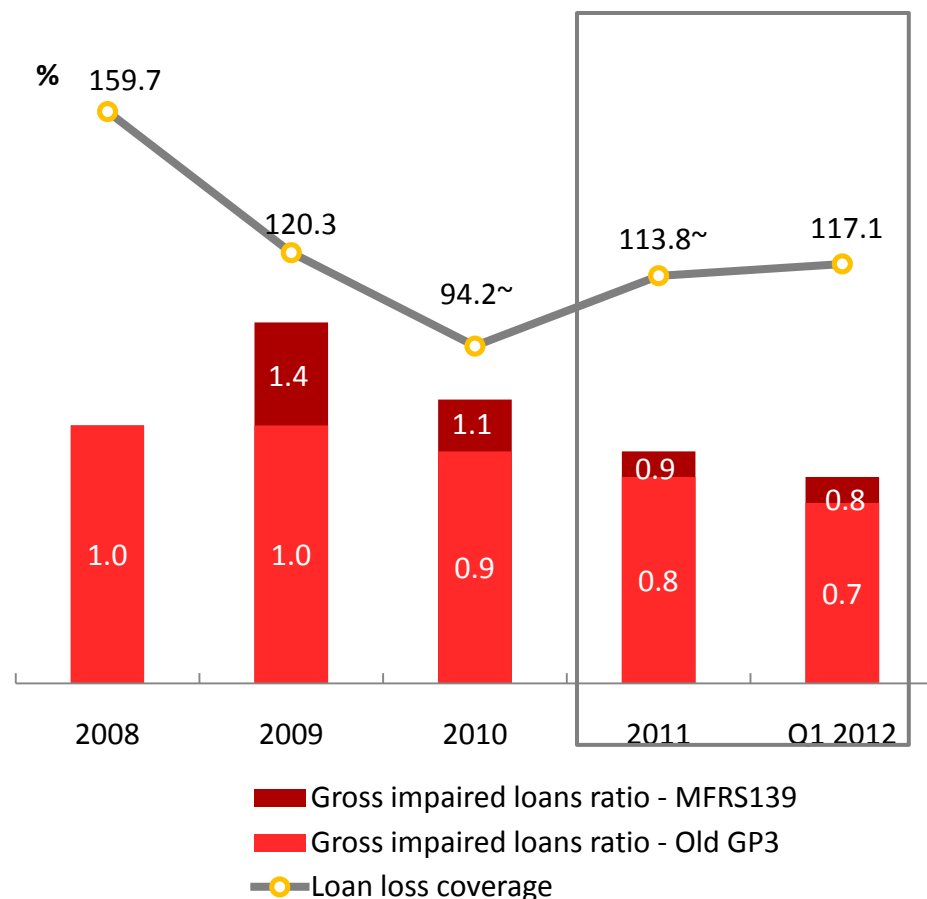


Note: Growth rate for Q1 2012 represent annualised growth for the quarter



# Asset Quality Remained Strong

Improving gross impaired loans ratios with high loan loss reserves



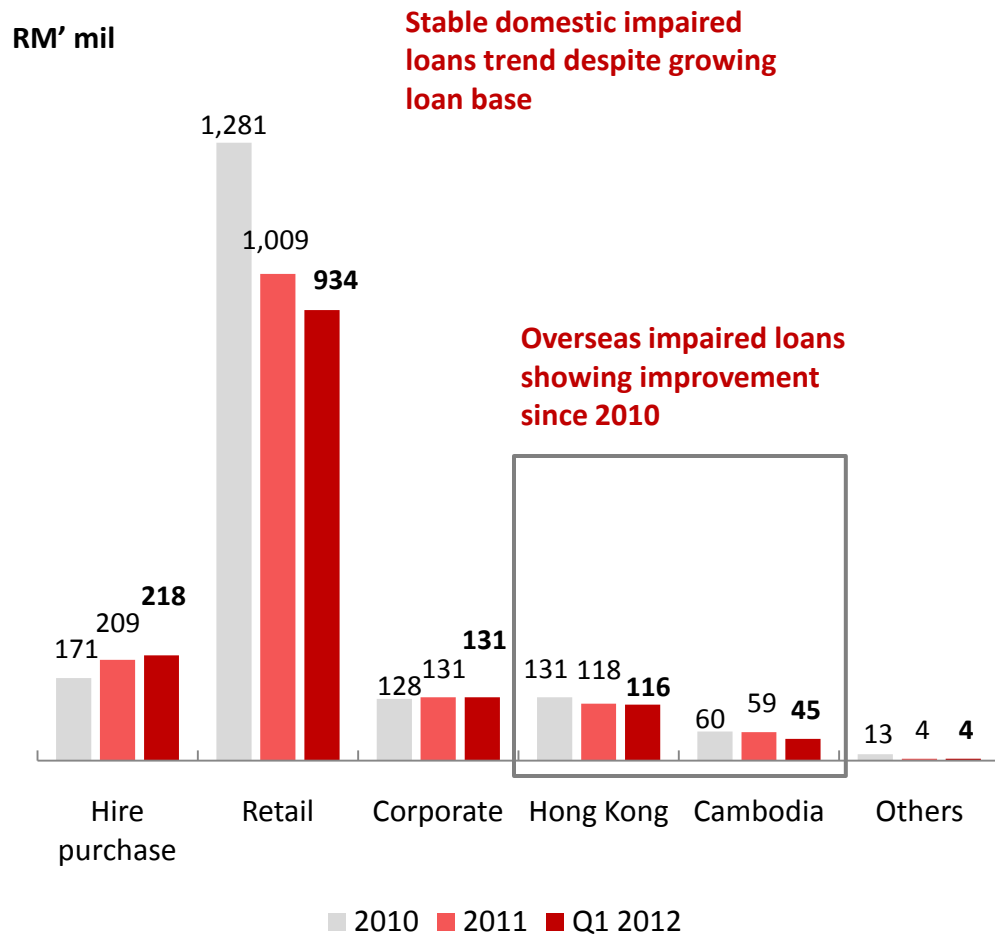
- Continued improvement in gross impaired loans ratio to 0.8% as at Q1 2012
- Despite write back of excess collective assessment allowance due to full adoption of MFRS 139 with effect from 2012, loan loss reserve continued to remain high at 117.1% in Q1 2012

~ Restated with retrospective application of MFRS 139

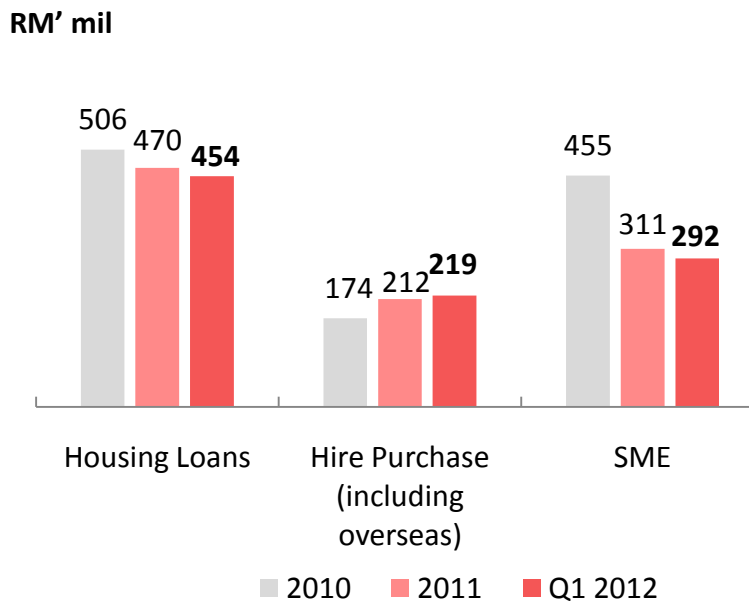
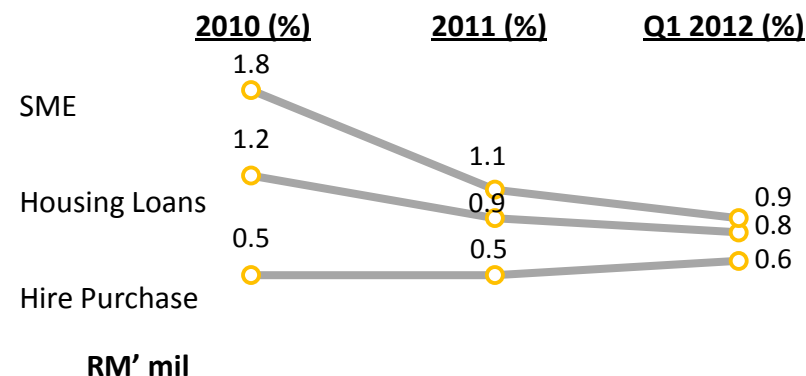


# Asset Quality Remained Strong

## Gross Impaired Loans by Segment



## Gross Impaired Loans & Gross Impaired Loans Ratio by Key Sectors



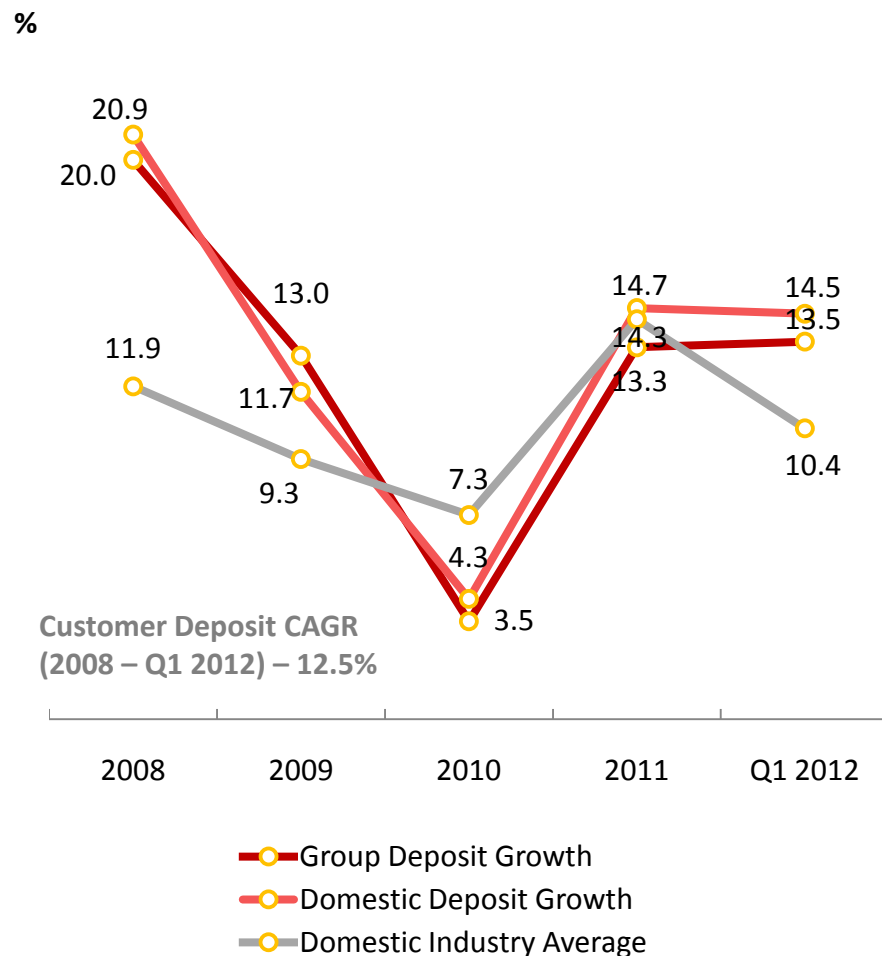
# Sustaining Strong Asset Quality

- Focus on lower risk customer segments
  - Traditional urban/ suburban mortgages
  - Passenger vehicle hire purchase
  - Middle market business enterprises
- Sound credit appraisal and approval process
- Strong credit risk culture
- Proactive loan restructuring and rescheduling

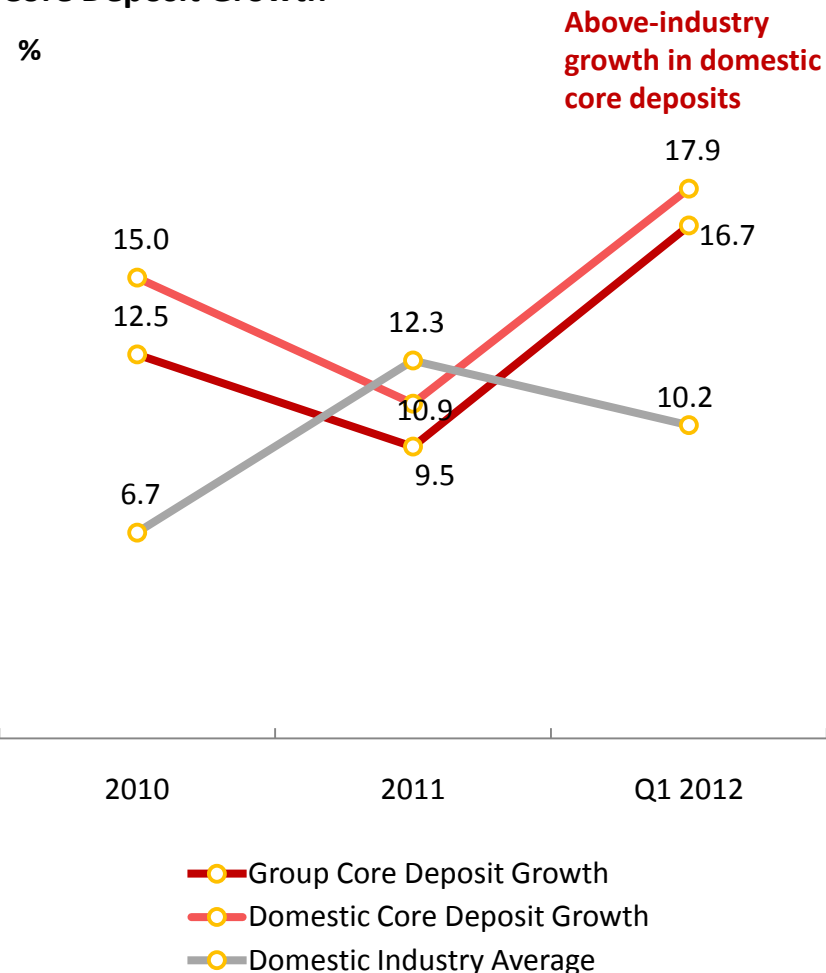


# Healthy Core Deposit Growth in Support of Liquidity

## Deposit Growth vs Industry



## Core Deposit Growth



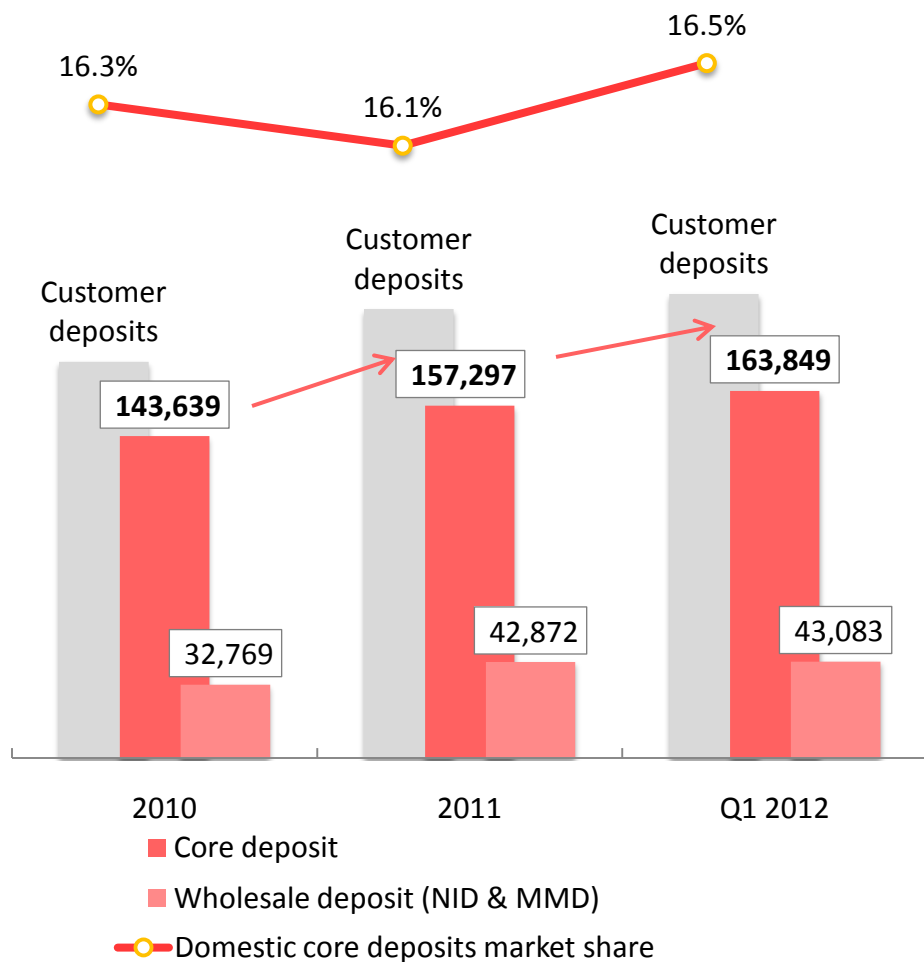
Note: Growth rate for Q1 2012 represents annualised growth for the quarter



# Diversified Source of Customer Deposit

## Type of Deposit

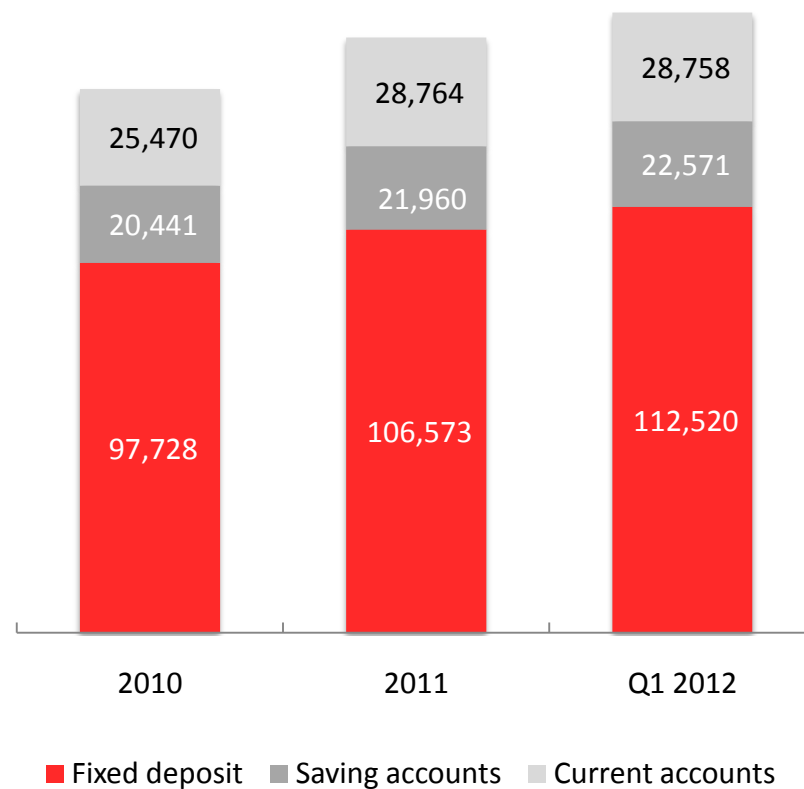
RM' mil



## Source of Core Deposit

RM' mil

Core deposit mainly comprise of fixed deposits, with steady improved contributions from saving and current accounts

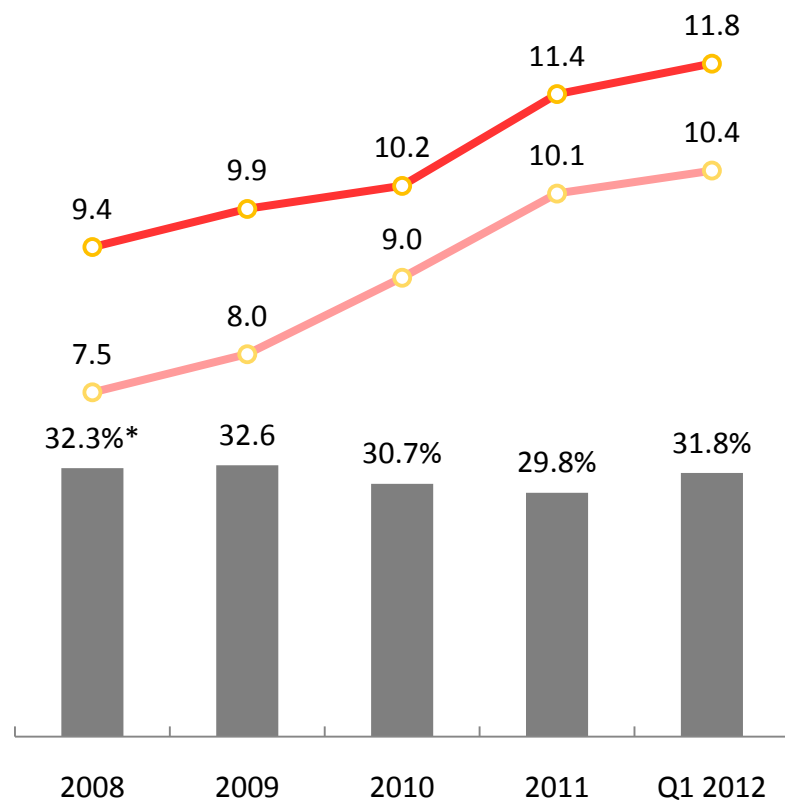


# Continued High Productivity & Cost Efficiency

## Productivity and Cost Efficiency

RM' mil

Improved productivity  
across the various  
indicators

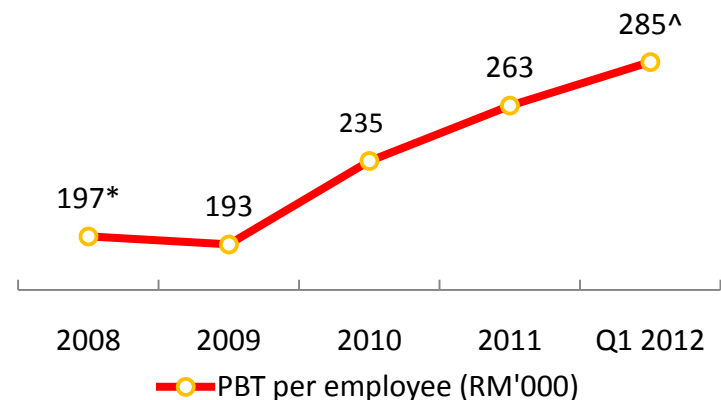


- Cost income ratio (%)
- Gross loan per employee
- Deposit per employee

\* Exclude one-off goodwill income from ING

## PBT per employee

RM' 000



\* Exclude one-off goodwill income from ING

	Q1 2012	2011	Industry Average
Gross loan per employee (RM mil)	<b>10.4</b>	10.1	8.1
Deposit per employee (RM mil)	<b>11.8</b>	11.4	10.4
PBT per employee (RM'000)	<b>285^</b>	263	202
Cost Income Ratio (%)	<b>31.8</b>	29.8	46.0

^ Annualised



# Retail Operations

RM'mil	Q1 2012	Q1 2011~	Change
Net Income	<b>1,080.3</b>	984.3	9.8%
Operating Expenses	<b>(338.6)</b>	(314.7)	7.6%
Allowances for impairment on loans and other assets	<b>7.2</b>	0.1	>100%
Profit by segment	<b>748.9</b>	669.7	11.8%

- Improved profit and business performance of the retail operations segment were mainly driven by healthy growth in the lending and deposit-taking businesses
- Asset quality further improved with gross impaired loans ratio declining to 0.9%

~ Restated with retrospective application of MFRS 139, where applicable

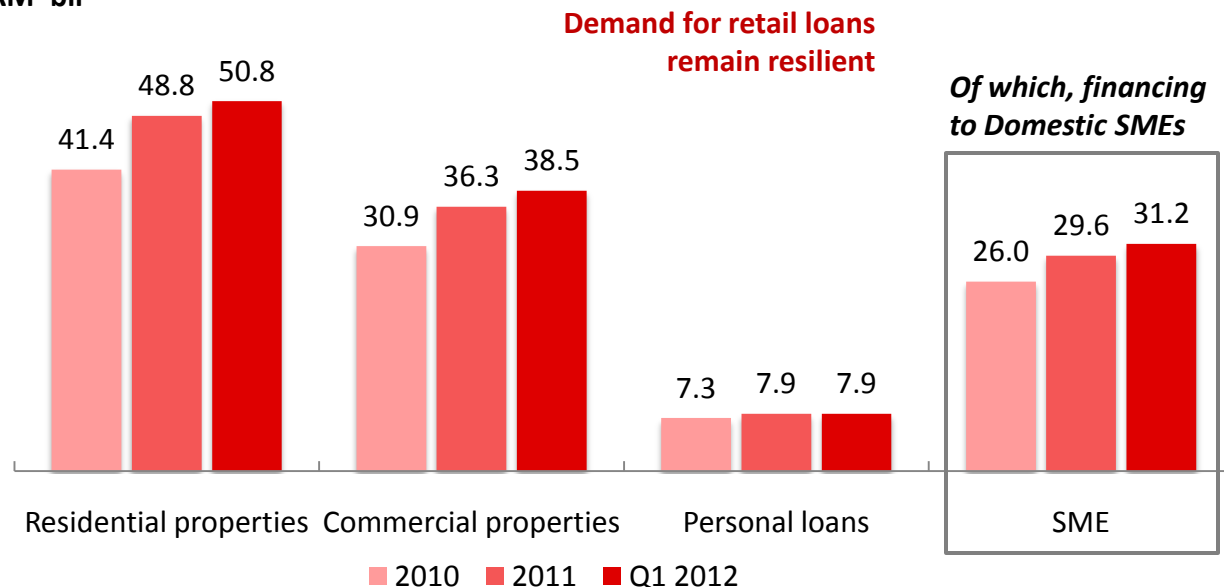
	Mar 2012	Dec 2011	Change
Gross Loans and Advances (RM' bil)	<b>108.7</b>	105.0	3.6%
Customer Deposits (RM' bil)	<b>141.5</b>	133.9	5.7%
Gross Impaired Loans (RM' bil)	<b>0.9</b>	1.0	7.4%
Gross Impaired Loans Ratio	<b>0.9%</b>	1.0%	0.1%



# Retail Operations

## Gross loan & financing in Domestic Operations

RM' bil



## Key Drivers in Domestic Retail Banking & Financing Operations

### Residential properties financing:

- Attractive loan package under the HOME and MORE plans
- Strong sales force and marketing network

### SME:

- Comprehensive SWIFT loan plans and full range of trade financing facilities offered
- Support government initiated financing schemes

### Personal loans:

- Mainly driven by Public Islamic Bank with its Bai'-Al-Einah (BAE) Personal Financing-i offered to staff of government agencies, quasi government corporations, institutions of higher learning and GLCs



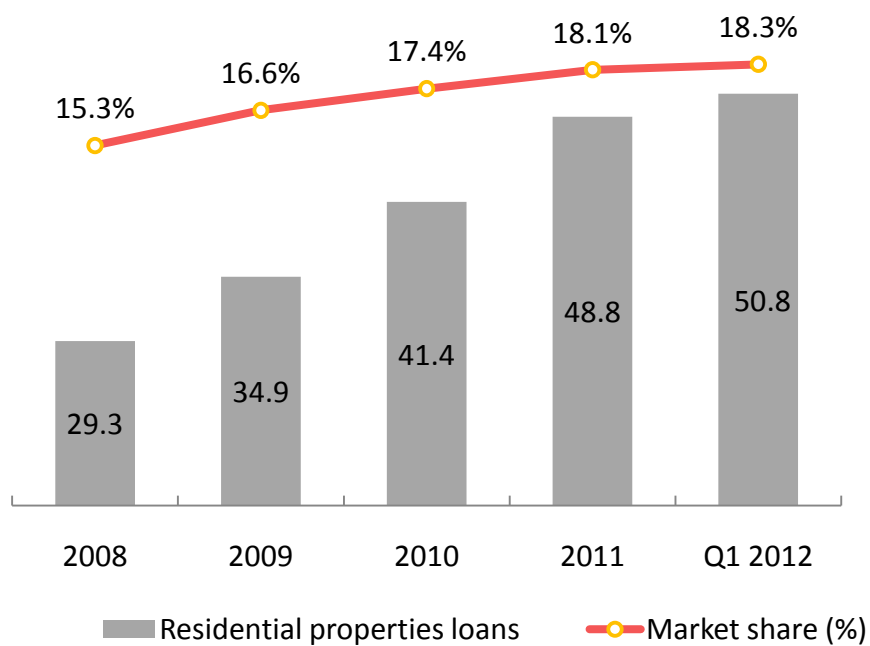
# Retail Operations

## Market Share in Residential Properties

Remained market leader in the residential property financing

No.1

RM' bil

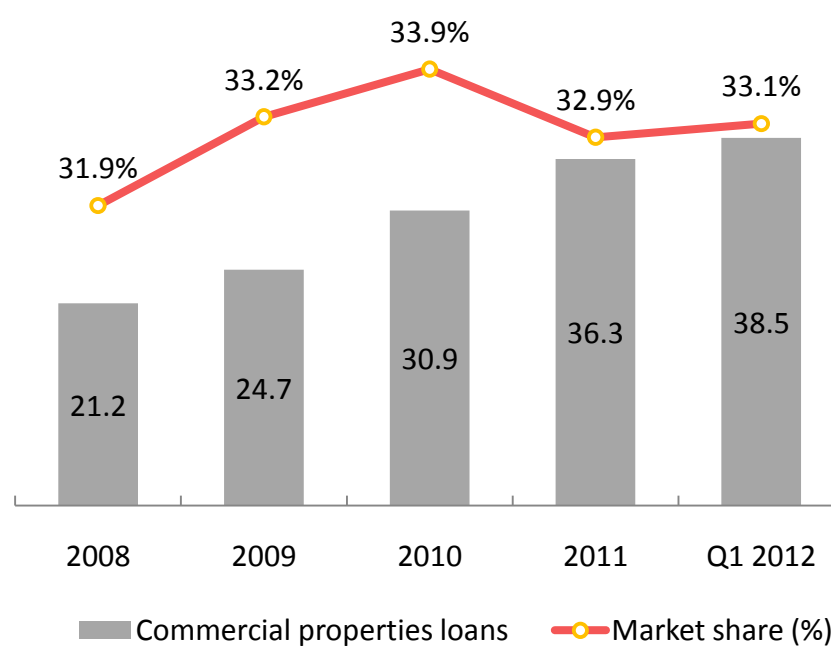


## Market Share in Commercial Properties

Remained market leader in the commercial property financing

No.1

RM' bil



# Hire Purchase

RM'mil	Q1 2012	Q1 2011~	Change
Net Income	255.0	234.6	↑ 8.7%
Operating Expenses	(52.4)	(39.4)	↑ 32.9%
Allowances for impairment on loans and other assets	(19.9)	(19.7)	↑ 1.3%
Profit by segment	182.7	175.5	↑ 4.1%

~ Restated with retrospective application of MFRS 139, where applicable

- Despite escalated funding costs due to earlier OPR hikes, net income from hire purchase continues to register growth due to strong new business generation
- Asset quality remained stable as reflected by the stable impaired loan ratio at 0.6%

	Mar 2012	Dec 2011	Change
Gross Loans and Advances (RM' bil)	<b>37.8</b>	37.1	↑ 1.8%
Gross Impaired Loans (RM' bil)	<b>0.2</b>	0.2	↔ ---
Gross Impaired Loans Ratio	<b>0.6%</b>	0.6%	↔ ---

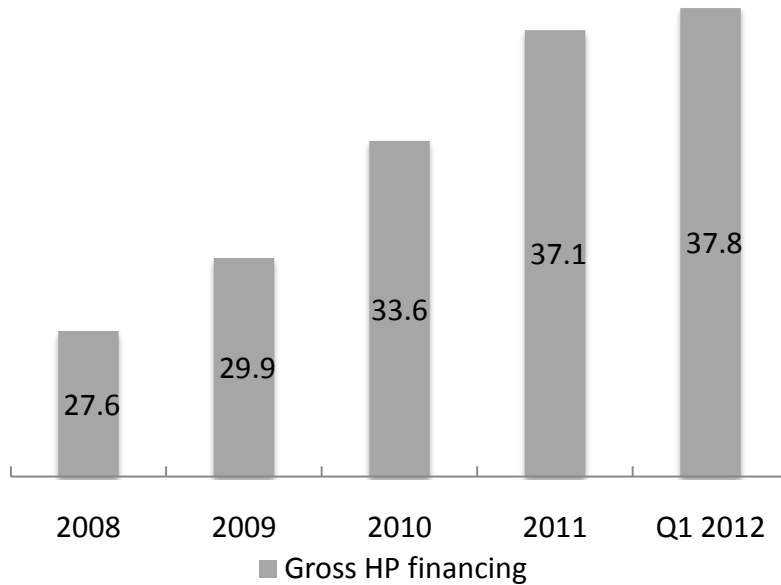


# Hire Purchase

## HP Financing in Domestic Operations

RM' bil

Steady growth in HP financing



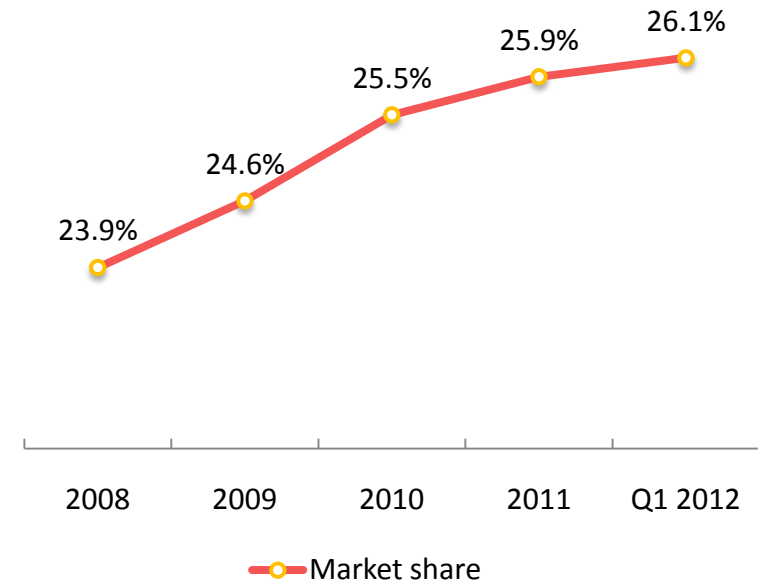
## Key Drivers in Domestic Hire Purchase Financing

- Stable overall vehicle sales
- Better customer service delivery through the 27 HP Centres in key locations nationwide and continuous improvement in credit processing turnaround time
- Experienced and dedicated HP Centre staff force

## Market Share in Passenger Vehicle Financing

Remained market leader in the passenger vehicle financing

No.1

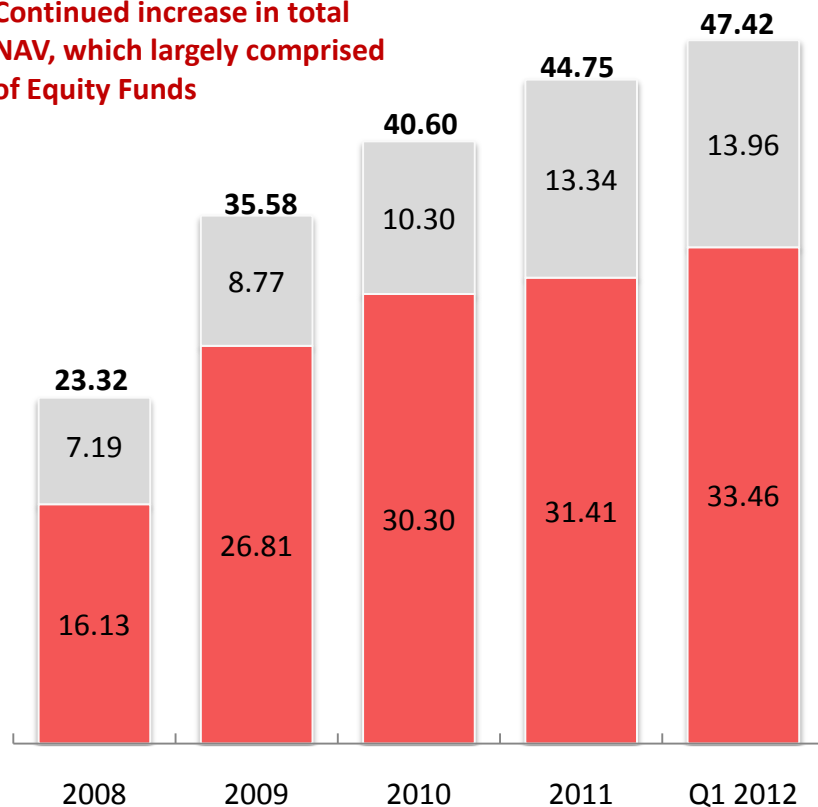


# Wealth Management

## Net Asset Value of Funds under management

RM' bil

Continued increase in total NAV, which largely comprised of Equity Funds

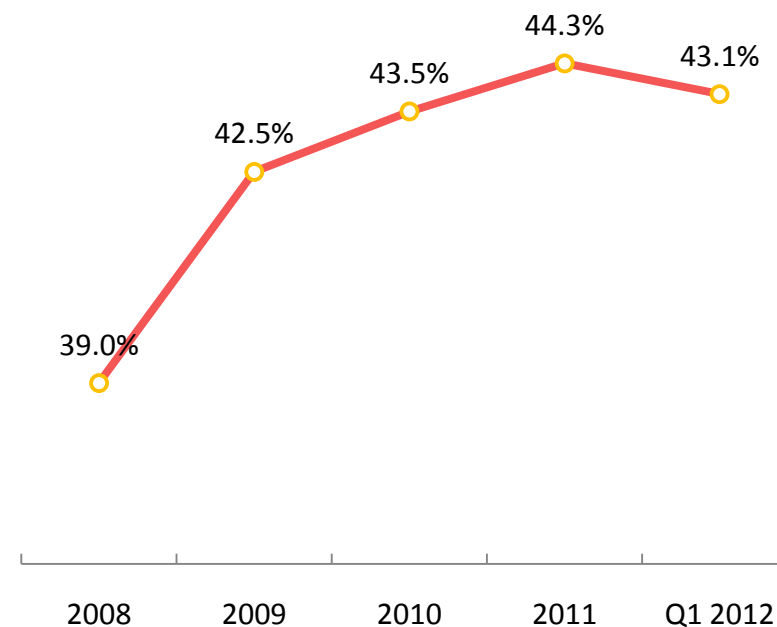


- Net Asset Value - Equity Funds
- Net Asset Value - Other Funds

## Market Share in Private Unit Trust Industry

No.1

Public Mutual continues to maintain its market leadership



—○— Market share



# Capital Management

RM'mil	Group			Bank		
	Mar 2012	Dec 2011*	Change	Mar 2012	Dec 2011*	Change
Tier I Capital	<b>17,262.5</b>	17,269.3	↓ 0.04%	<b>17,214.6</b>	17,235.8	↓ 0.12%
Tier II Capital	<b>7,102.2</b>	7,211.6	↓ 1.5%	<b>6,763.1</b>	6,860.2	↓ 1.4%
Deduct: Inv in subs/asso and other deductions	<b>(46.5)</b>	(45.4)	↑ 2.4%	<b>(4,032.7)</b>	(4,031.7)	↑ 0.02%
Total Capital Base	<b>24,318.2</b>	24,435.5	↓ 0.5%	<b>19,945.0</b>	20,064.3	↓ 0.6%
Risk-Weighted Assets	<b>168,392.5</b>	163,027.3	↑ 3.3%	<b>139,798.9</b>	134,887.8	↑ 3.6%
RWCR (%)	<b>14.4%</b>	15.0%	↓ 0.6%	<b>14.3%</b>	14.9%	↓ 0.6%
Tier-I Capital Ratio (%)	<b>10.3%</b>	10.6%	↓ 0.3%	<b>12.3%</b>	12.8%	↓ 0.5%

\* After deducting second interim dividends declared subsequent to end of year and restated with retrospective application of MFRS 139, where applicable



# Capital Management

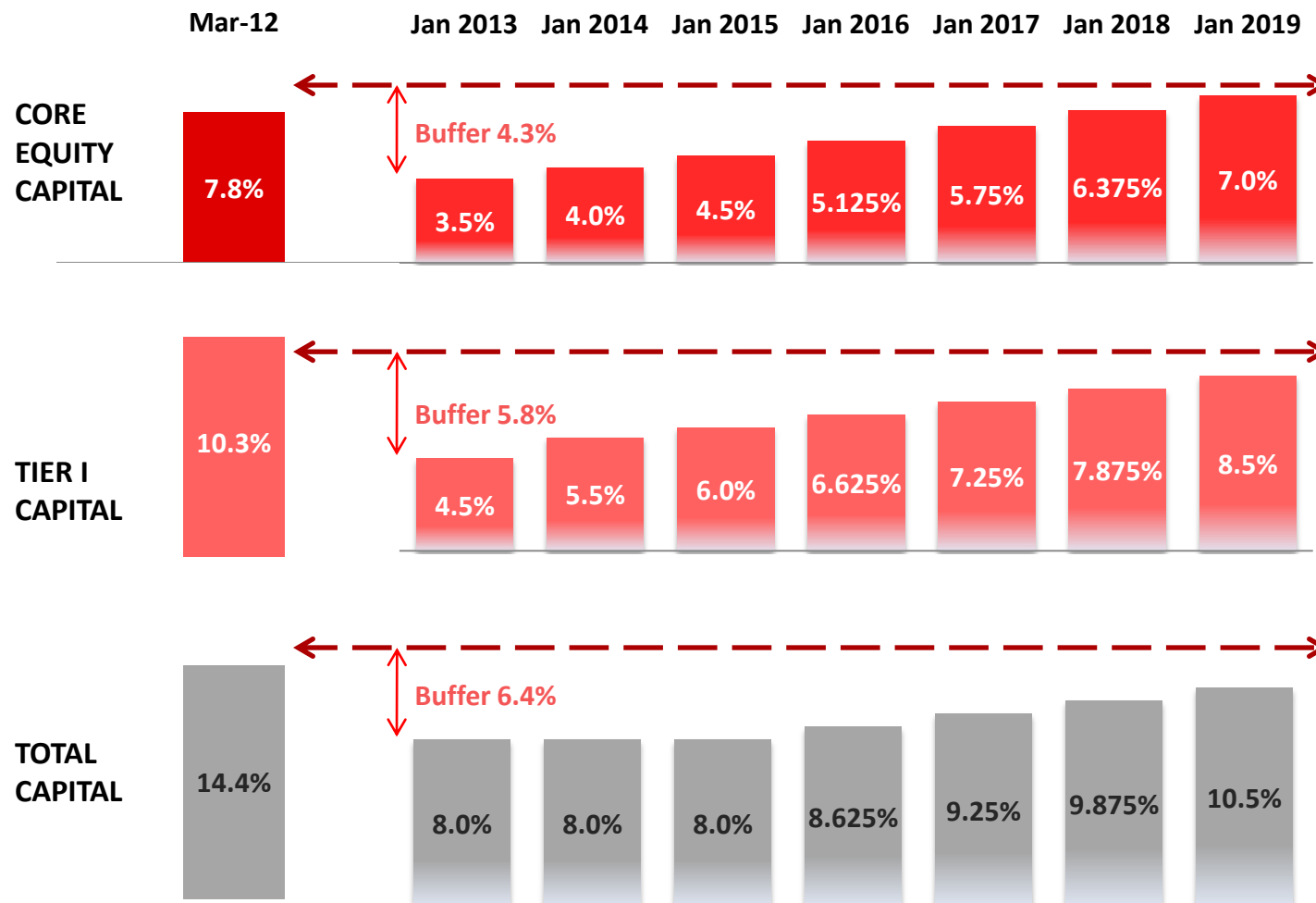
## Basel III Implementation

- BNM's latest circular indicated BNM's intention to follow the International Basel III capital requirement and transitional timeline from January 2013 – January 2019
- No capital buffer required for “systemically important banks” for the time being
- BNM will issue concept paper by 2014 on counter-cyclical capital buffer requirement



# Capital Management

## Meeting Basel III Minimum Requirements Ahead of Time<sup>#</sup>



### Enhancement to Group's Core Equity Capital to be achieved by:

- Strong profit generation capacity
- Strong asset quality
- Continuous enhancement of efficient capital usage, in particular emphasis on less capital-intensive fee based and non-interest income businesses

<sup>#</sup> The Basel III capital ratio requirements are inclusive of the 2.5% capital conservation buffer, but excluding any counter-cyclical buffer which is subject to regulator's discretion.



# Our Business Growth Strategies

**Continue in Achieving Organic Growth While Sustaining Our Premier Status in the Local Banking Industry**

**Core business focus: Consumer Lending & Lending to SMEs**

## Lending Business

- Consumer lending to focus on purchases of properties and passenger vehicles
- Penetrate mid-market SMEs & micro enterprises in encourage sectors
- Expanding credit card financing & corporate lending

## Deposit-Taking Business

- Securing higher retail and low cost deposits
- Sustaining existing pool of deposits

## Maintain earning growth momentum

- Continued quality loans growth at above industry growth rate
- Further expand depositor base
- Further improve productivity and operational efficiency
- Continued organic expansion of overseas business

## Build on existing strength

- Strong brand & market position
- Healthy capital and asset quality
- Proactive capital management to ensure healthy level of capital while maintaining high returns to shareholders

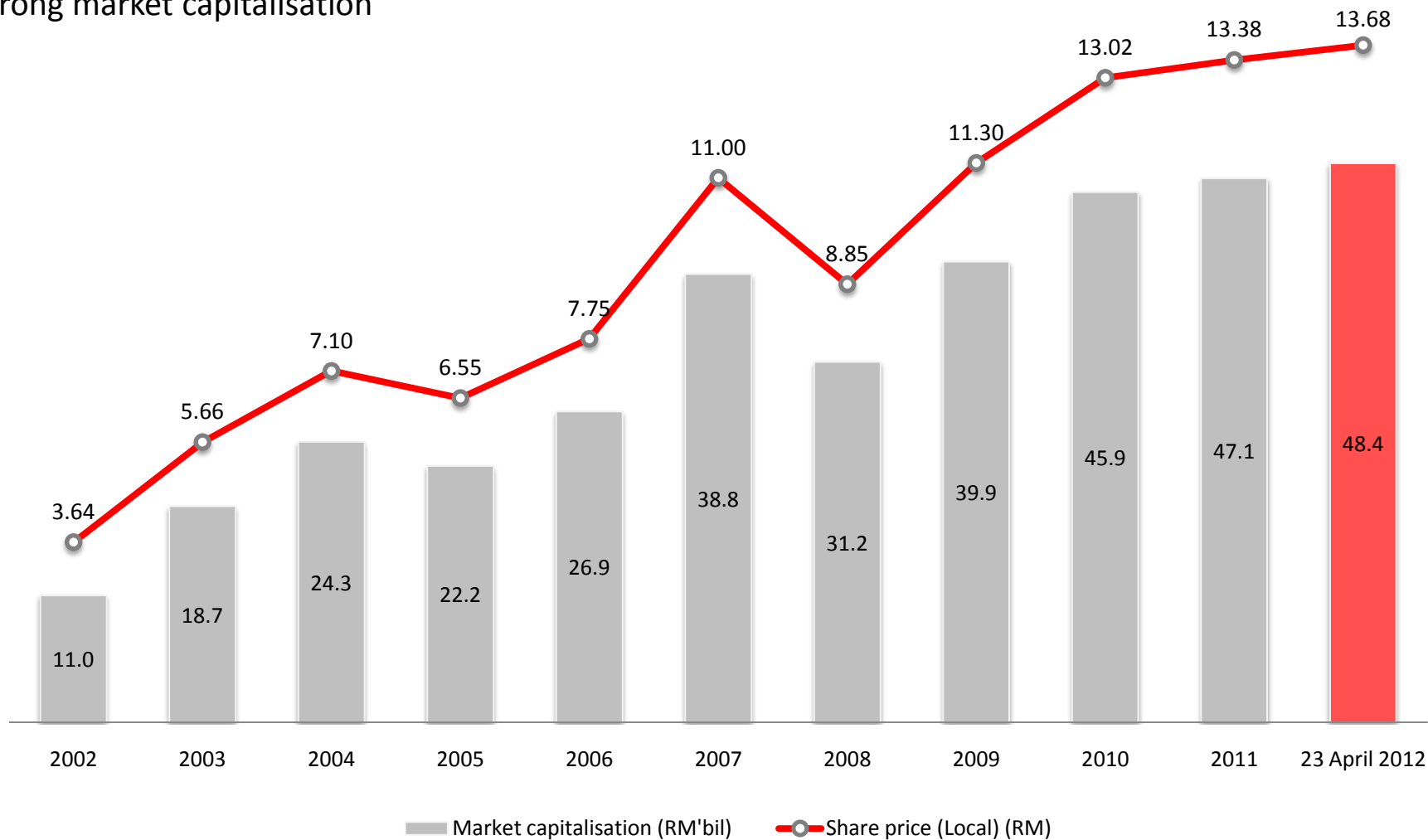
## Prudence

- Continue to remain prudent and uphold its strong corporate governance and risk management policies
- Sustainable low impaired loans leveraging on PBB's prudent lending policy
- Maintain strong liquidity



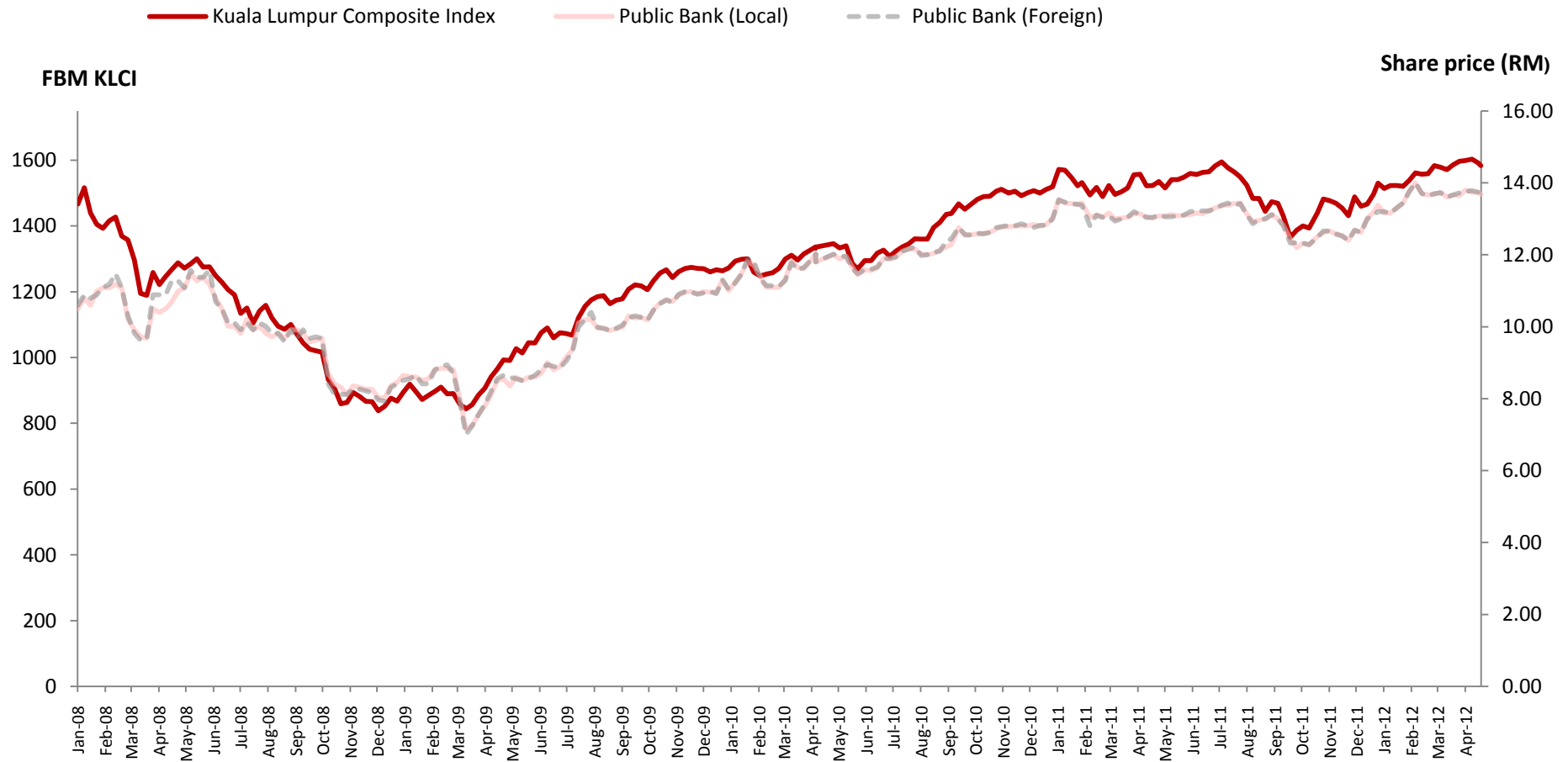
# Market Capitalisation and Analysts' Poll

Strong market capitalisation



# Market Capitalisation and Analysts' Poll

Resilient share price performance



# Market Capitalisation and Analysts' Poll

- Superior investment returns

## *Illustration on investment returns*

	Shares acquired since	Total returns (capital appreciation <sup>^</sup> + dividends)	Compounded annual rate of return
Medium term - 5 years	1 January 2007	+118.4%	<b>+18.9%</b>
Long term - since listing	1967	+5,207.1%	<b>+19.5%</b>

<sup>^</sup> Capital appreciation is calculated based on the PBB local share value at closing price as of 31/12/2011 less initial investment cost at the illustrated acquisition dates, assuming shareholders had subscribed for all rights issues to date and had not sold any Public Bank shares.

- Other share information

	2007	2008	2009	2010	2011
Price to earnings multiple (times)	17.4	11.5	15.4	14.9	13.4
Price to book multiple (times)	3.9	3.1	3.5	3.5	3.2



# Market Capitalisation and Analysts' Poll

- Average daily volume/ value traded:

	Average Daily Volume (million)	Average Daily Value (RM'million)
2011	3.7	48.6
YTD 23 April 2012	4.5	61.6

- Consensus net profit estimates (RM'mil):

2012	2013	2014
3,775	4,205	4,729

- Poll of analysts Buy/ Hold/ Sell recommendations on PBB Shares as at 23 April 2012

	<u>Buy</u>	<u>Hold</u>	<u>Sell</u>	<u>No. of Analysts</u>
PBB	20	9	1	30

Source: Bloomberg, Reuters and Analyst Reports



# Summary

- **Profitable retail franchise**
  - Domestic and Indo-China markets
  - Growing market share
  - Affluent and quality retail customer base for lending and wealth management business
- **Unbroken profit track record and sustained strong asset quality**
- **Strong brand**
- **Proactive capital management**
- **Large market capitalisation**
  - High liquidity and high free-float
- **Proven management record** in execution
- **Strong working commitment** and **excellent career environment**





## Investor Relations

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