

**Analysts Presentation H1 2024 Financial Results** 

Mohd Rashid Mohamad Group Managing Director/Group Chief Executive Officer RHB Banking Group 27 August 2024





- H1 2024 Financial Results
- Summary

**Executive Summary** 

# **H1 2024: Financial Highlights**

Total Income >RM4 bil +10.9% Y-o-Y NIM strengthened to 1.86% 1.97% with liability management

Net Profit RM1.5 bil CIR 46.3%; ROE 9.6% Loans Growth: 4.9% (annualised)
CASA Ratio: 28.1%

Group CET1 16.5%; TCR 19.2% Interim Dividend 15 sen (cash)

P&L

(Y-o-Y growth)

- Total income increased 10.9% to RM4.2 bil from higher net fund based and non-fund based income
  - Net fund based income increased 4.0% to RM2.8 bil; non-fund based income increased 28.5% to RM1.4 bil
  - NIM strengthened to 1.86% vs 1.82% in FY2023 (1.97% vs 1.93% in FY2023; inclusive of liability management initiative)
- Opex increased 8.1% to RM1.9 bil mainly from higher personnel, IT and marketing costs
  - CIR improved to 46.3% vs 47.5% in FY2023
- ECL at RM360.0 mil, narrowing from RM215.0 mil (Q1 2024) to RM145.0 mil (Q2 2024)
  - Credit cost at 24 bps<sup>N1</sup> vs 16 bps in FY2023
- Net profit at RM1.5 bil with ROE of 9.6% vs 9.5% in FY2023

# Assets & Liabilities

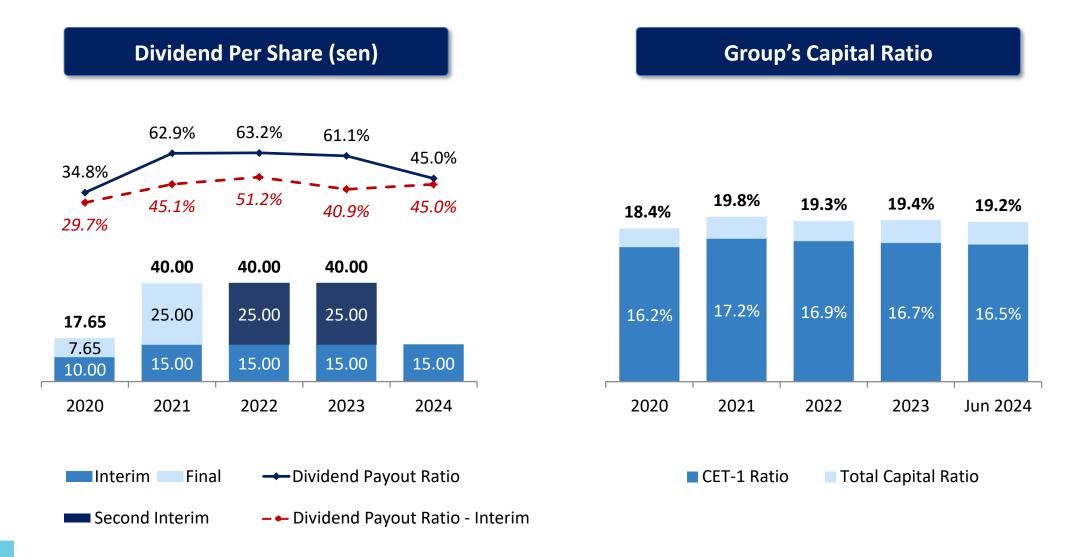
(YTD growth)

- Loans grew 2.5% (annualised: 4.9%) to RM227.9 bil attributed mainly to growth in Group Community Banking, Singapore and Commercial. Securities portfolio grew 5.5%
- Deposits was RM240.3 bil. CASA ratio improved to 28.1% vs 27.9% in FY2023
- GIL at 1.76% vs 1.74% in FY2023
- LLC at 70.4%; LLC with Regulatory Reserves improved to 106.8% vs 106.2% in FY2023

# Capital & Dividend

- Group CET1 ratio at 16.5% and TCR at 19.2%
- Declared interim dividend of 15 sen per share, representing 45.0% payout ratio

# Consistent interim dividend of 15 sen, and to provide robust returns to shareholders by year end





# **TWP24 Strategy: Key Highlights**

Be Everyone's **Primary Bank** 

+3.2% Retail Loans YTD June 2024

+4.2% Mortgage Loans YTD June 2024

+6.7% Auto Financing

YTD June 2024

+5.1% Reflex Customers

YTD June 2024 (to 176k)

+16.2% Merchants YTD June 2024 (to 88k)

**Prioritise** Customer **Experience** 

### **Achieved strong digital** channel penetration

- ~87% of transactions via digital channels
- Online mortgage origination of 44% YTD, via MyHome app

### **Enhanced customers'** digital experience

• RHB now supports Google Pay for our customers with RHB Visa Debit and Credit Cards, including our Multi Currency Visa Debit Card

### **Accelerated automation &** system modernisation

- 48% of key processes have been automated (TWP24 target: ≥ 50%)
- 73% of our systems are modernised (TWP24 target: ≥ 65%)

**Drive Quality** Growth

### More than RM31.0 bil **Sustainable Financial Services**

Accelerating our ESG agenda (62% of RM50 bil target by 2026) 44.3% Islamic share

of domestic financing (FY2023: 44.3%)

+10.2% SG Loans YTD June 2024

### H1 2024 Achievements

9.6%

Return on Equity (ROE) FY2023: 9.5% | TWP24: 11.5%

46.3%

Cost-to-Income Ratio (CIR) FY2023: 47.5% | TWP24: ≤ 44.5%

**Top 2\*** 

**Net Promoter Score (NPS)** FY2023: Top-2 | TWP24: Top-3

\*Note: based on results for 2023



KPI	Target FY2024	Actual H1 2024
ROE	≥10.0%	9.6% X
Loans Growth (annualised)	≥4.5%	4.9%
CASA Composition	≥28.0%	28.1%
Gross Impaired Loans Ratio	≤1.75%	1.76% X
Cost-to-Income Ratio	≤47.5%	46.3%





# Total income supported by enhanced NIM, fee income improvements and assets growth

# Financial Results

Total Income

**+10.9%** 

3.79 4.20

H1 2023 H1 2024

**Operating Profit Before Allowances** 

**+13.4**%

1.99

2.25

H1 2023 H1 2024

**Profit Before Tax** 

**▲** +5.6%

2.07 *0.28* 

0.28 1.78

H1 2023 H1 2024

1.88

**Net Profit** 

**▲** +7.2%

1.45

1.57

0.22 1.35

H1 2023 H1 2024

### **Profitability Ratios**

Return on Equity

**▲** +0.1%

9.5% 9.6%

FY2023 H1 2024

Cost-to-Income Ratio

**V**-1.2%

47.5%

FY2023 H1 2024

46.3%

Non-Fund Based/
Total Income

**+2.8%** 

29.9%

32.7%

FY2023 H1 2024

### **Financial Position**

Total Assets

**+1.0%** 

328.7

Dec 2023 Jun 2024

Gross Loans

**+2.5**%

222.4

227.9

Dec 2023 Jun 2024

**Customer Deposits** 

**V**-1.9%

245.1

240.3

Dec 2023 Jun 2024

Securities Portfolio

**+5.5%** 

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79.9

177.4%

84.3

Dec 2023 Jun 2024

### Asset Quality

Stage 2 Loans Ratio

**V**-0.19%

5.189

4.99%

Dec 2023 Jun 2024

**Credit Charge** 

**Ratio** 

Group GIL Ratio

**+**0.02%

. - . . . 4 7

1.74% 1.76%

Dec 2023 Jun 2024

Domestic GIL Ratio

**+0.04%** 

1.52%

1.56%

Dec 2023 Jun 2024

Shareholders' Equity

**+2.6%** 

30.9

31.7

Dec 2023 Jun 2024

CASA

**V** -1.2%

68.4

67.6

Dec 2023 Jun 2024

CASA Ratio

**▲** +0.2%

27.9%

28.1%

Dec 2023 Jun 2024

Liquidity
Coverage Ratio

**▼**-37.8%

139.6%

Dec 2023 Jun 2024

**+0.08%**0.16%
0.24%

FY2023 H1 2024

**LLC Ratio** excl. Regulatory Reserve

**▼-1.3**%

71.7% 70.4%

Dec 2023 Jun 2024

LLC Ratio incl. Regulatory Reserve

**40.6%** 

106.2%

Dec 2023 Jun 2024

N1 Y-o-Y growth for PBT and Net Profit (as reported) = -8.9% and -7.5%, respectively N2 Normalised for one-off overseas ECL

\* Amounts in RM bil

H1 2023 PBT and Net Profit = normalised for writeback of management overlay
H1 2023 writeback of management overlay

# Operating profit supported by enhanced NIM & fee income, with contained cost management

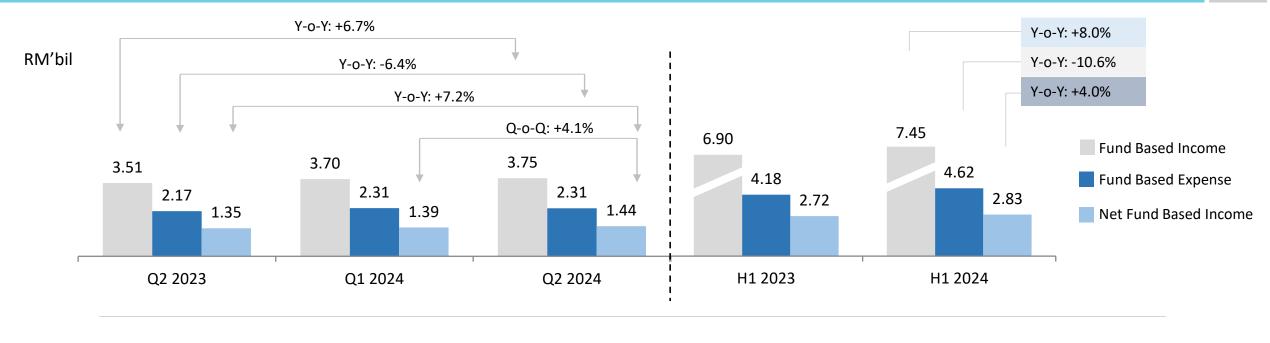
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	RM' mil	Q2 2023	Q1 2024	Q2 2024	Q-o-Q	Y-o-Y	H1 2023	H1 2024	Y-o-Y
	Net Fund Based Income	1,345.5	1,385.5	1,442.0	4.1%	7.2%	2,719.2	2,827.5	4.0%
	Non-Fund Based Income	534.0	702.7	670.0	-4.7%	25.5%	1,068.0	1,372.7	28.5%
	Total Income	1,879.5	2,088.2	2,111.9	1.1%	12.4%	3,787.2	4,200.1	10.9%
	Operating Expenses	-943.4	-959.2	-987.0	-2.9%	-4.6%	-1,800.0	-1,946.1	-8.1%
	Operating Profit Before Allowances	936.0	1,129.1	1,125.0	-0.4%	20.2%	1,987.2	2,254.0	13.4%
Reported	Allowance for Credit Losses on Financial Assets	131.5	-215.0	-145.0	32.6%	->100%	85.5	-360.0	->100%
Repo	Share of results of associates	-4.4	-3.9	-5.7	-47.1%	-29.5%	-4.4	-9.7	->100%
	Profit Before Taxation	1,063.1	910.2	974.3	7.0%	-8.4%	2,068.3	1,884.4	-8.9%
	Net Profit	808.7	730.2	722.3	-1.1%	-10.7%	1,570.4	1,452.5	-7.5%
	Earnings Per Share (sen)	19.0	17.0	16.7	-1.9%	-11.8%	36.9	33.7	-8.5%
	Cost-to-Income Ratio	50.2%	45.9%	46.7%	-0.8%	3.5%	47.5%	46.3%	1.2%
	ROE				I	'	10.6%	9.6%	-1.0%
ed 1					<u> </u>				
alise	Profit Before Taxation	816.9	910.2	974.3	7.0%	19.3%	1,784.1	1,884.4	5.6%
lorm	Net Profit	621.6	730.2	722.3	-1.1%	16.2%	1,354.4	1,452.5	7.2%

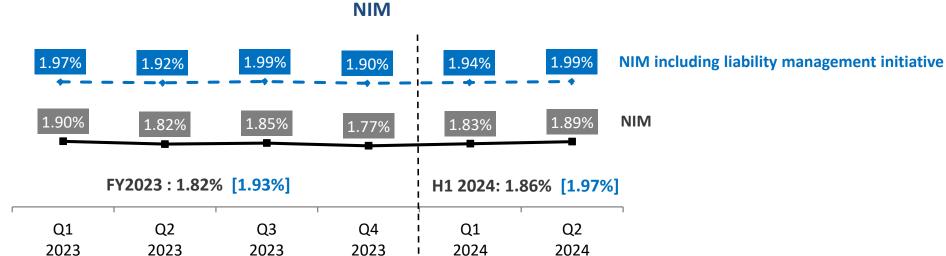


Note:

1 Normalised = excluding writeback of management overlay in Q2 2023 and H1 2023

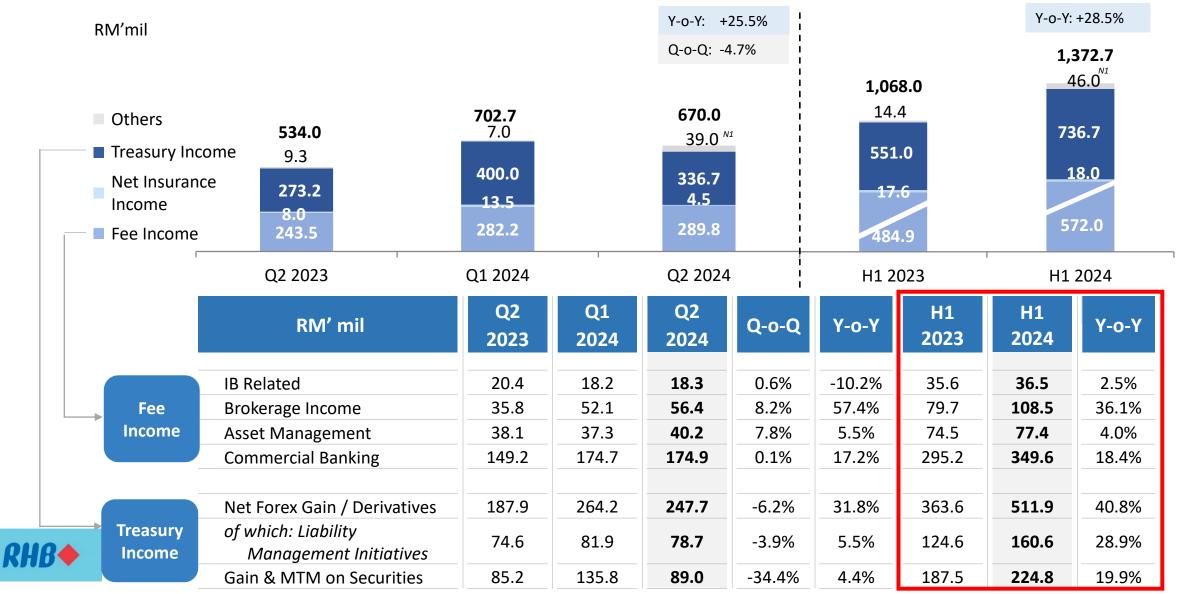
# NIM strengthened 6 bps Q-o-Q to 1.89%; NIM including FX swap improved to 1.99% benefitting from liability management initiative







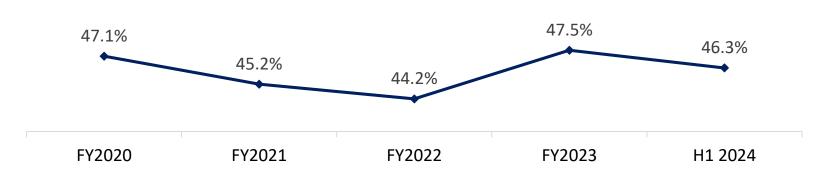
# Non-fund based income growth driven by higher fee income, net forex gain, net trading and investment income and one-off gain on disposal of RHBSVN<sup>N1</sup>



# CIR improved to 46.3% YTD; against 47.5% in FY2023

RM' mil	Q2 2023	Q1 2024	Q2 2024	Q-o-Q	Y-o-Y	H1 2023	H1 2024	Y-o-Y
Personnel Expenses	578.7	577.3	598.9	3.8%	3.5%	1,084.4	1,176.2	8.5%
Establishment Expenses	219.6	236.8	239.8	1.3%	9.2%	434.0	476.7	9.8%
of which: IT Expenses	76.0	83.7	85.8	2.5%	12.9%	150.2	169.6	12.9%
Marketing Expenses	49.7	63.7	69.7	9.4%	40.0%	99.7	133.4	33.8%
Administration & General Expenses	95.3	81.4	78.5	-3.5%	-17.6%	181.9	159.9	-12.1%
Total	943.4	959.2	987.0	2.9%	4.6%	1,800.0	1,946.1	8.1%
CIR (%)	50.2	45.9	46.7			47.5	46.3	





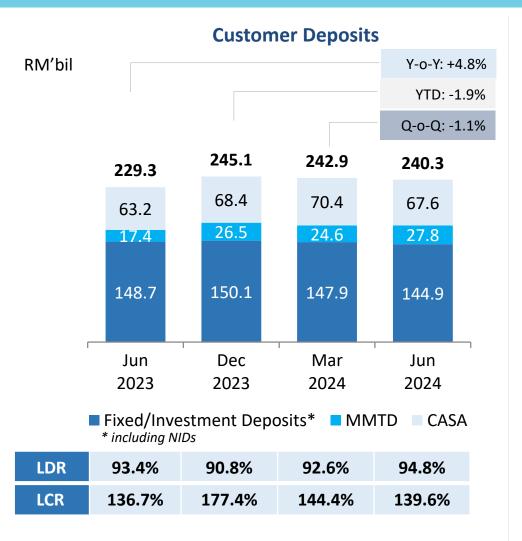


# YTD loans growth led mainly by Group Community Banking (especially mortgage and auto finance), Singapore and Commercial

RM'bil	Jun	Dec	Mar	Jun	Q-o-Q	YTD	Y-o-Y	
CROLID COMMANDATIVE DANIVING	2023	2023	2024	2024	4.60/	2.00/	0.404	
GROUP COMMUNITY BANKING	136.1	140.8	142.5	144.8	1.6%	2.8%	6.4%	
Retail	109.1	113.3	114.9	117.0	1.9%	3.2%	7.2%	
Mortgage	77.9	81.5	83.2	84.9	2.1%	4.2%	9.0%	
Commercial Property Financing	4.1	4.0	4.0	3.9	-1.2%	-3.1%	-5.7%	
ASB Financing	6.3	6.1	5.7	5.6	-0.8%	-7.8%	-11.1%	
Auto Financing	10.4	10.8	11.1	11.5	3.1%	6.7%	10.7%	
Unsecured Business	9.8	10.4	10.4	10.5	1.0%	1.2%	7.0%	
Others	0.5	0.5	0.5	0.5	-1.3%	-2.1%	-4.8%	
SME	27.0	27.5	27.7	27.8	0.6%	1.1%	3.1%	
GROUP WHOLESALE BANKING	47.5	48.8	48.2	47.8	-1.0%	-2.1%	0.5%	
Corporate	40.2	40.9	40.1	39.1	-2.7%	-4.5%	-2.8%	
Commercial	7.4	7.9	8.1	8.7	7.9%	10.1%	18.4%	
TOTAL RHB DOMESTIC	183.6	189.6	190.7	192.6	1.0%	1.6%	4.9%	
OVERSEAS OPERATIONS	30.5	32.8	34.2	35.3	3.4%	7.8%	15.6%	
Singapore	24.5	27.1	28.4	29.9	5.2%	10.2%	21.9%	
Others	6.0	5.6	5.7	5.4	-5.5%	-3.9%	-10.0%	
TOTAL RHB GROUP	214.2	222.4	224.9	227.9	1.3%	2.5%	6.4%	



# Rebalancing of deposits portfolio for further COF optimisation; steady CASA growth



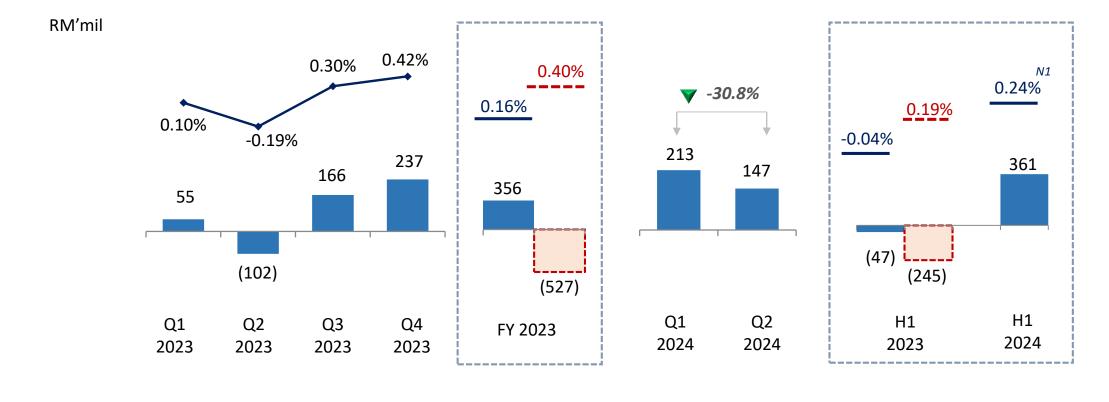
### **CASA by Segment**

RM'bil	Jun 2023	Dec 2023	Mar 2024	Jun 2024	Q-o-Q	YTD	Y-o-Y
GROUP COMMUNITY BANKING	39.0	39.9	40.9	40.9	-	2.5%	4.8%
Retail	21.5	20.9	22.1	22.1	0.2%	5.6%	3.1%
SME	17.5	18.9	18.8	18.7	-0.3%	-1.1%	6.8%
GROUP WHOLESALE BANKING	14.5	20.3	21.4	18.5	-13.5%	-9.1%	27.5%
Corporate	12.8	18.6	19.7	16.9	-14.4%	-9.2%	32.3%
Commercial	1.7	1.8	1.7	1.6	-3.5%	-7.9%	-7.1%
TOTAL RHB DOMESTIC	53.5	60.2	62.2	59.4	-4.6%	-1.4%	11.0%
OVERSEAS OPERATIONS	9.7	8.2	8.2	8.3	1.4%	1.0%	-14.6%
TOTAL RHB GROUP	63.2	68.4	70.4	67.6	-3.9%	-1.2%	7.0%
CASA Ratio	27.6%	27.9%	29.0%	28.1%			



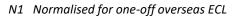
# H1 2024 credit cost at 24 bps however ECL narrowing Q-o-Q from RM213 mil to RM147 mil

### **Allowances for Losses on Loans**



→ Credit charge ratio

--- Credit charge ratio (excl. writeback of management overlay)



Writeback of management overlay

**ECL** on loans



# GIL ratio improved to 1.76% with LLC (incl. Regulatory Reserves) remained healthy at 106.8%

### **Gross Impaired Loans**

5.55%	5.20%	5.18%	4.92%	4.99%
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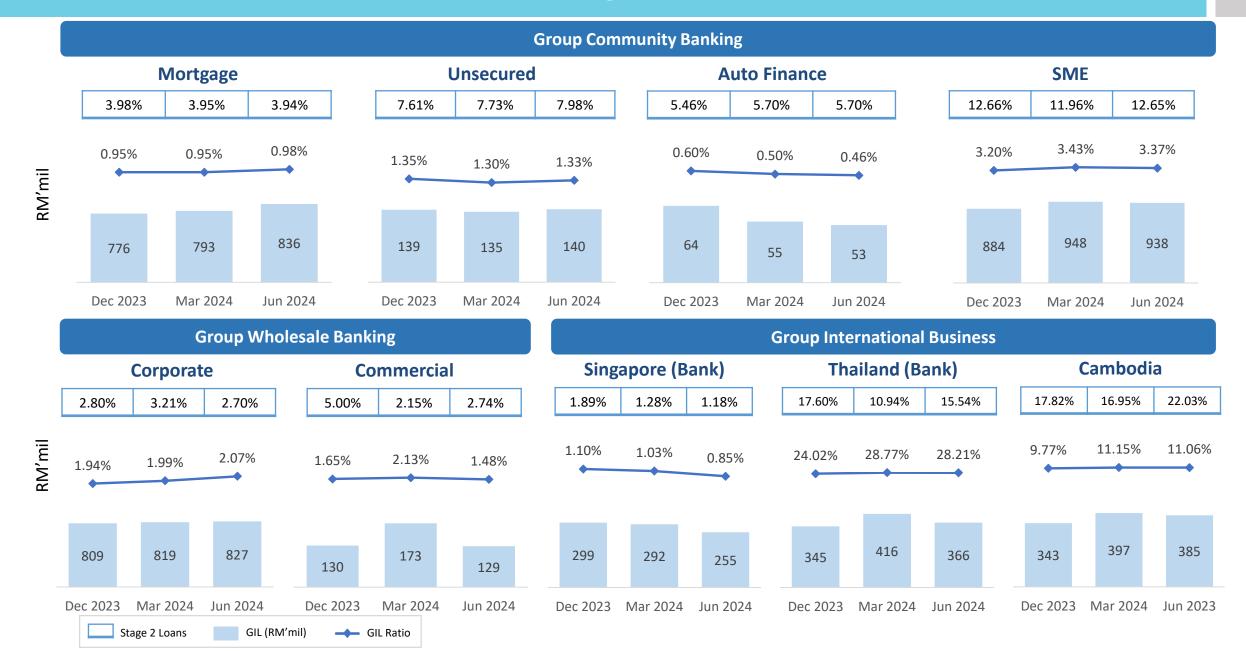




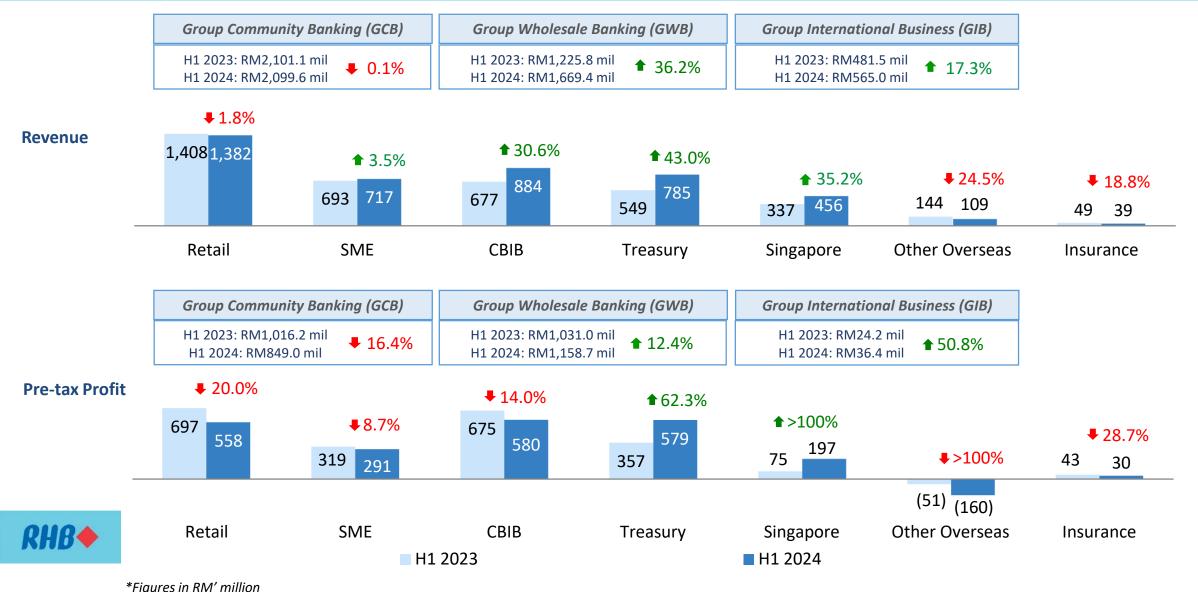
Loan Loss

Coverage (LLC)

# Contained domestic GIL, overseas' GIL moderating

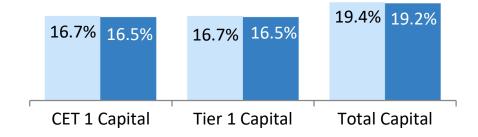


# Y-o-Y revenue and pre-tax profit growth observed for Wholesale Banking and International business. Lower pre-tax profit for Community Banking partly due to one off management overlay reversal last year



# Capital position remained robust for the Group and key banking subsidiaries

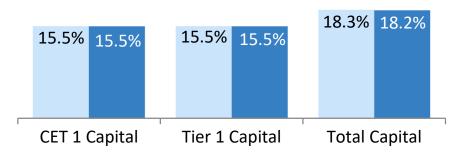




### **RHB Bank**



### **RHB Islamic Bank**



### **RHB Investment Bank**





Dec 2023

Jun 2024



# **Concluding Remarks**

- H1 2024 performance supported by sustainable growth in revenue, improvement in NIM and containment of cost
- Maintained strong asset growth mainly in Retail and Commercial, whilst conservatively managing asset quality
- Continue to grow our securities portfolio
- Consistent interim dividend of 15 sen, to provide robust returns to shareholders by year end
- Moving forward, the Group aims to preserve our strong fundamentals and improve business performance by focusing on:
  - i. Optimising cost of funds through liability management initiatives and realisation of CASA balances through various initiatives in Education and Tourism sectors, such as RHB MySiswa Debit Card-i initiative with the Ministry of Higher Education ("MOHE") and Multi Currency Accounts ("MCA")
    - MySiswa contributed in CASA RM380.4 million and RM2.1 billion in fixed deposits
    - MCA balances grew to RM4.2 billion
  - ii. Managing asset quality through containment of GIL and sharp focus on recoveries
  - iii. Continue to optimise operating expense



# THANK YOU

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# **Key Financial Data**

Financial Data RM'mil	FY2020	FY2021	FY2022	FY2023	H1 2024
Income Statement					
Total Income	7,186	7,789	8,160	7,770	4,200
Operating Profit Before Allowances	3,799	4,266	4,554	4,081	2,254
Profit Before Tax	2,644	3,529	4,133	3,753	1,884
Net Profit	2,033	2,618	2,678	2,806	1,452
Balance Sheet					
Total Assets	271,150	289,541	310,752	328,692	331,907
Gross Loans	186,114	198,512	212,200	222,416	227,912
Customer Deposits	203,471	218,733	227,160	245,083	240,309
Shareholders' Equity	27,024	27,998	28,732	30,875	31,672
Per Share					
Earnings (sen)	50.7	64.7	64.0	65.7	33.7
Net Assets (RM)	6.74	6.76	6.76	7.20	7.27
Dividend (sen)	17.65	40.00	40.00	40.00	15.00

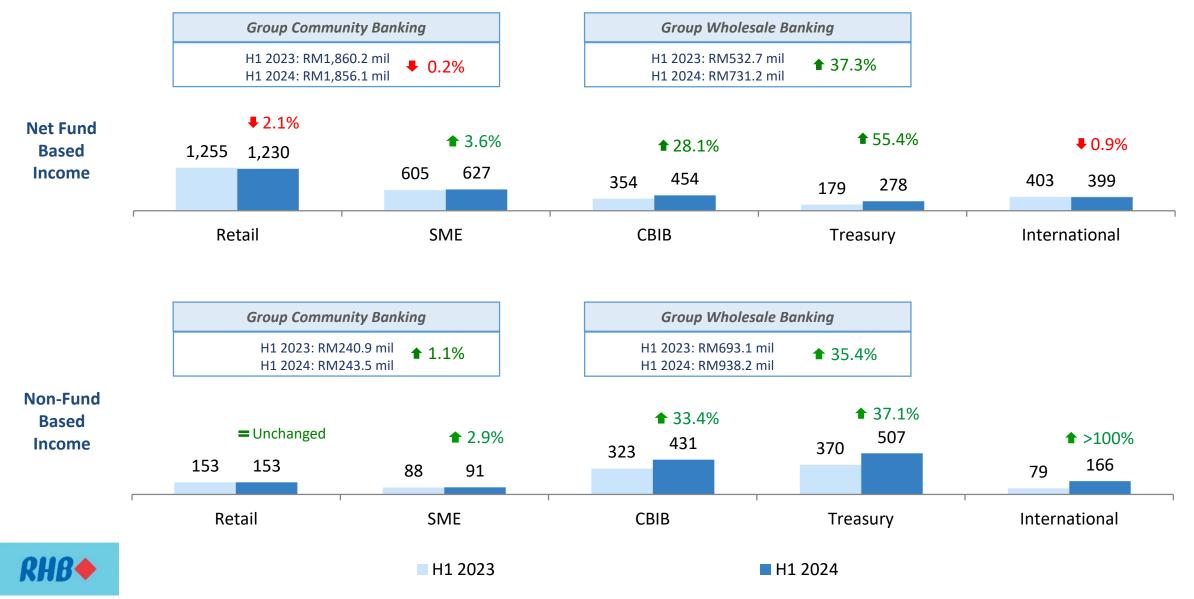


# **Key Financial Ratios**

Financial Ratios	FY2020	FY2021	FY2022	FY2023	H1 2024
Profitability					
Return on Equity	7.7%	9.6%	9.6%	9.5%	9.6%
Net Interest Margin	2.13%	2.20%	2.24%	1.82%	1.86%
Cost to Income Ratio	47.1%	45.2%	44.2%	47.5%	46.3%
Asset Quality					
Gross Impaired Loan Ratio	1.71%	1.49%	1.55%	1.74%	1.76%
Credit Cost	0.58%	0.29%	0.15%	0.16%	0.24%
Loan Loss Coverage Ratio (excl. Reg. Reserves)	119.7%	122.4%	112.8%	71.7%	70.4%
Loan Loss Coverage Ratio (incl. Reg. Reserves)	119.7%	124.2%	130.3%	106.2%	106.8%
Liquidity					
Loan to Deposit Ratio	91.5%	90.8%	93.4%	90.8%	94.8%
CASA Ratio	30.9%	30.0%	29.2%	27.9%	28.1%
Liquidity Coverage Ratio	146.9%	155.7%	162.1%	177.4%	139.6%
Capital Adequacy					
Common Equity Tier I Capital Ratio	16.2%	17.2%	16.9%	16.7%	16.5%
Tier I Capital Ratio	16.2%	17.2%	16.9%	16.7%	16.5%
Total Capital Ratio	18.4%	19.8%	19.3%	19.4%	19.2%



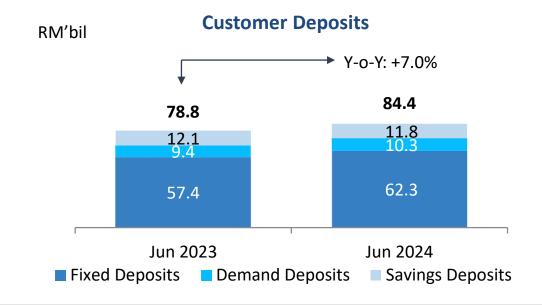
# **Segmental Performance**

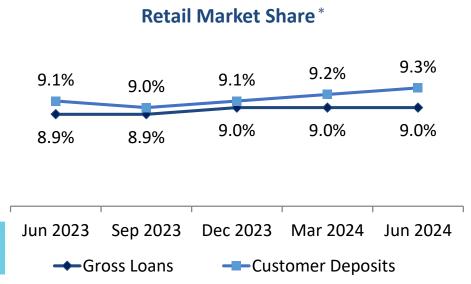


<sup>\*</sup>Figures in RM' million

# **Retail Banking**





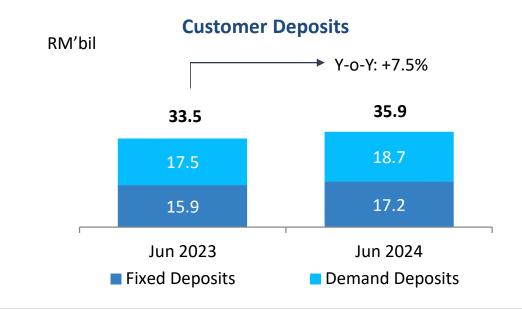


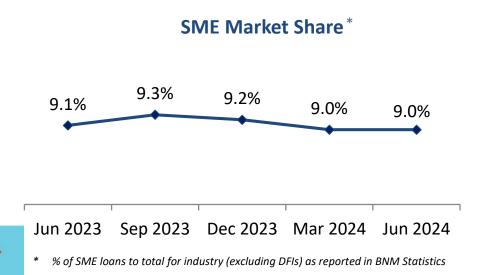


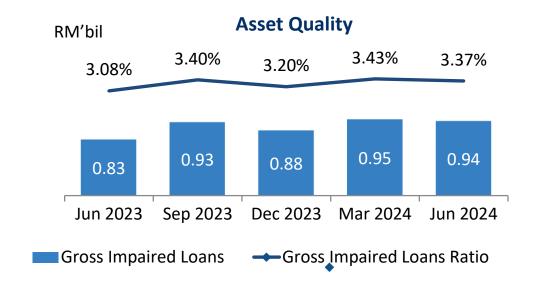
<sup>\* %</sup> of Retail Loans / Deposits to total for industry (Household sector) as reported in BNM Statistics

### **SME**

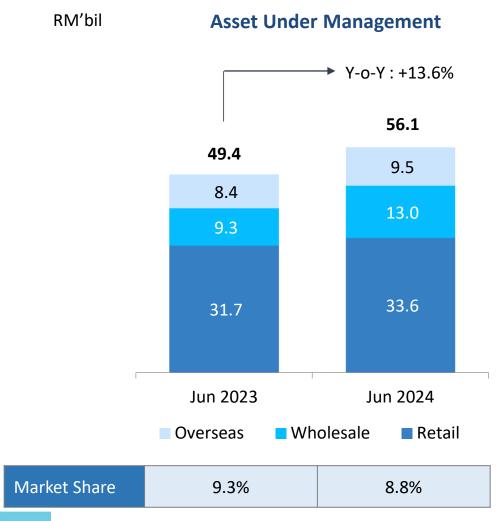








# **Asset Under Management and Market Positions**



YTD Jun 2024	Market Share	Ranking
Equities Broking: - By value - By volume	7.5% 8.1%	5 <sup>th</sup> 4 <sup>th</sup>
Debt Capital Markets: - MYR sukuk - Total MYR bonds (Conventional & Islamic bonds)	14.9% 13.0%	3 <sup>rd</sup> 3 <sup>rd</sup>
Equity Capital Markets	6.7%	5 <sup>th</sup>
Mergers & Acquisition: - By value - By deal count	83.3% 6	1 <sup>st</sup> 1 <sup>st</sup>



# **Investment Banking – Notable Deals**

### CF/ECM

# JOHO

### **Johor Plantations Group Berhad**

RM735.0 mil IPO
Principal Adviser, Joint Global Coordinator,
Joint Bookrunner, Managing Underwriter and
Joint Underwriter



### **Malayan Banking Berhad**

RM453.0 mil Secondary Placement Sole Placement Agent



#### **Prolintas Infra Business Trust**

RM445.3 mil IPO Joint Underwriter

### DCM

#### ESG



#### Malaysia Rail Link Sdn Bhd

Issuance of RM1.5 bil SDG Sukuk Murabahah under its RM10.2 bil ICP/IMTN Programme

Joint Lead Arranger & Joint Lead Manager



### **Petroleum Sarawak Exploration & Production Sdn Bhd**

Issuance of RM1.5 bil

Joint Principal Adviser, Joint Lead Arranger &

Joint Lead Manager



### Prasarana Malaysia Berhad

Issuance of RM1.0 bil Sukuk Murabahah under its RM17.0 bil Sukuk Murabahah Programme Joint Lead Arranger, Joint Lead Manager, Joint Bookrunner & Facility Agent

### **M&A**



### **Kumpulan Perangsang Selangor Berhad**

USD57,463.6 mil

Divestment by Bold Approach Sdn Bhd, a wholly-owned subsidiary of Kumpulan Peransang Selangor Berhad, of its 50% equity interest in Kaiserkorp Corporation Sdn Bhd

\*\*Principal Adviser\*\*
(completed)



### Kuala Lumpur Kepong Berhad ("KLK")

RM137.6 mil

Unconditional Voluntary Take-over and Compulsory Acquisition by KLK to acquire all remaining ordinary shares in KLK Sawit Nusantara Berhad (formerly IJM Plantations Berhad)

\*\*Principal Adviser\*\*
(completed)



### **Sunway Real Estate Investment Trust**

RM520.0 mil

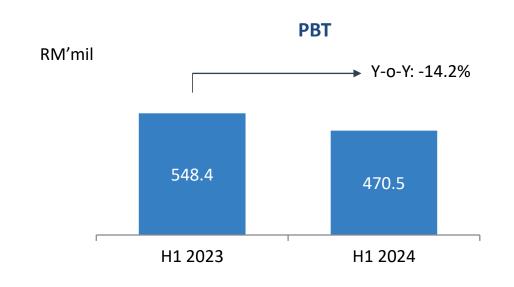
Acquisition of six hypermarkets / retail complexes by RHB Trustees Berhad, on behalf of Sunway Real Estate Investment Trust from Kwasa Properties Sdn Bhd

Principal Adviser (completed)

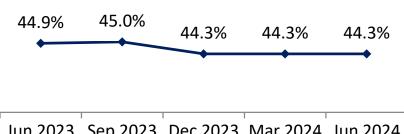


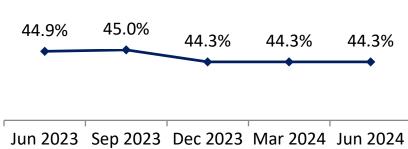
# **Islamic Banking**

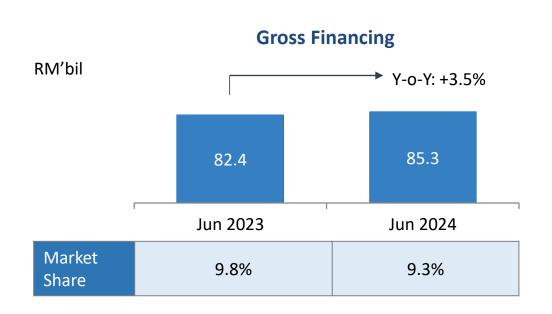
RHB+



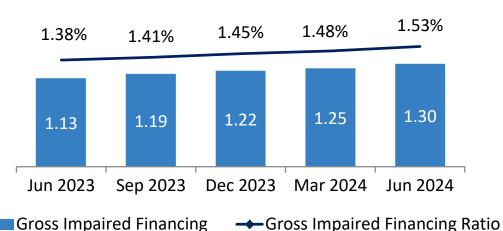




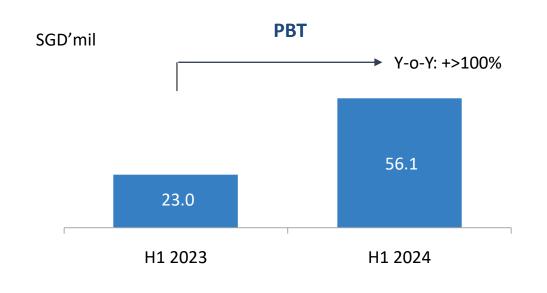




### **Asset Quality** RM'bil

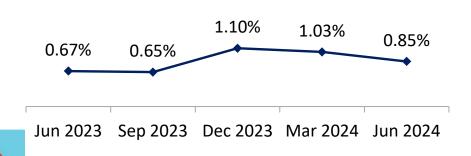


# **RHB Bank Singapore**

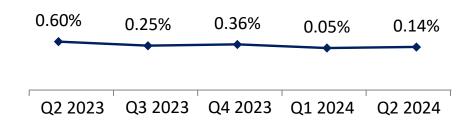




### **Gross Impaired Loans Ratio**



### **Credit Charge Ratio**



# **Overseas Loans**

RM'bil	Jun 2023	Dec 2023	Mar 2024	Jun 2024	Q-o-Q	YTD	Y-o-Y
Overseas Operations	30.5	32.8	34.2	35.3	3.4%	7.8%	15.6%
Singapore	24.5	27.1	28.4	29.9	5.2%	10.2%	21.9%
Others <sup>*</sup>	6.0	5.6	5.7	5.4	-5.5%	-3.9%	-10.0%
of which:							
Cambodia	3.6	3.5	3.6	3.5	-2.3%	-0.7%	-4.3%
Thailand	2.0	1.7	1.7	1.5	-11.1%	-10.7%	-24.1%
Brunei	0.2	0.2	0.2	0.2	-1.9%	-4.6%	-
Indonesia	0.1	0.1	0.2	0.2	-11.6%	10.9%	28.6%
Laos	0.1	0.1	0.1	0.1	-6.3%	-6.3%	15.6%

<sup>\*</sup> Others = not included above is Vietnam, with outstanding loans of < RM0.1 billion for 2023 and Mar 2024, nil for Jun 2024

