

# Analyst Briefing FY2025

27 May 2025



# Contents

## **1 FY25 Financial Performance**

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

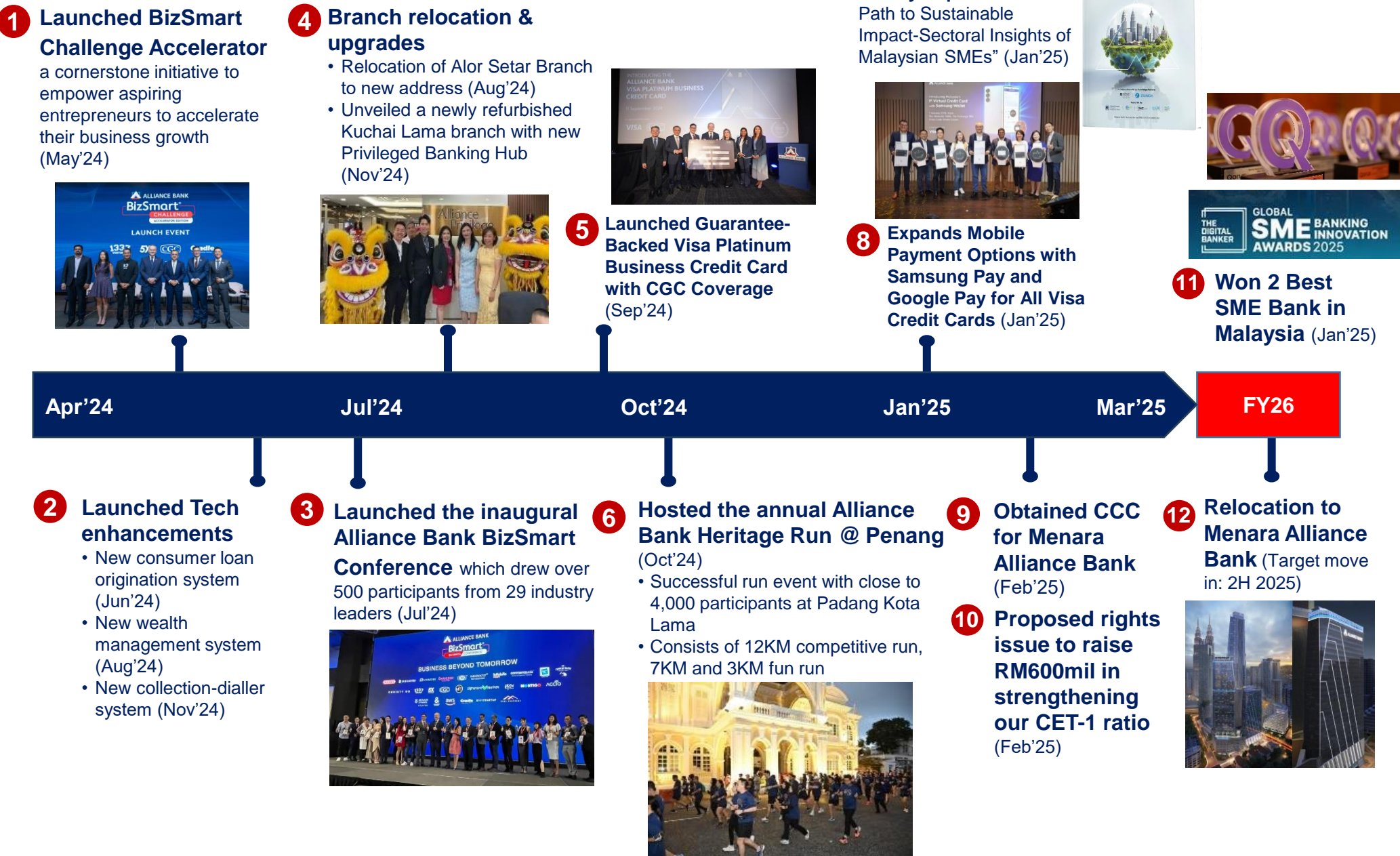
## **2 Going Forward**

- Group Strategy: ACCELER8 2027 Update
- Sustainability
- Key Takeaways & Outlook for the Year

## **3 Appendix: Financial Results**

- 4QFY25 & FY25 results
- Financial ratios

# ACCELER8 2027: FY25 in review



# FY25 Performance Highlights

<b>1</b> <b>Revenue &amp; Profitability</b>	<ul style="list-style-type: none"> <li>▪ <b>Revenue</b> grew <b>12.3% y-o-y</b> to <b>RM2.27 billion</b></li> <li>▪ <b>Net interest income</b> grew <b>13.2% y-o-y</b> <ul style="list-style-type: none"> <li>➤ Net interest margin at 2.45%</li> </ul> </li> <li>▪ <b>Non-interest income</b> grew <b>7.7% y-o-y</b> <ul style="list-style-type: none"> <li>➤ FX sales/trade fees (+16.2% y-o-y)</li> <li>➤ Wealth management (+9.6% y-o-y excluding Banca business model fee in FY24)</li> <li>➤ Treasury &amp; investment income (+37.0% y-o-y)</li> </ul> </li> <li>▪ <b>Cost to Income Ratio</b> at <b>48.0%</b></li> <li>▪ <b>Net profit after tax</b> grew <b>8.7% y-o-y</b> to <b>RM750.7 million</b></li> <li>▪ Proposed <b>second interim dividend</b> of <b>9.9 sen</b> <ul style="list-style-type: none"> <li>➤ FY25 total dividend: 19.4 sen (dividend payout ratio: 40%)</li> </ul> </li> </ul>
<b>2</b> <b>Assets &amp; Liabilities</b>	<ul style="list-style-type: none"> <li>▪ <b>Gross loans</b> grew <b>12.0% y-o-y</b></li> <li>▪ <b>Customer deposits</b> grew <b>14.7% y-o-y</b>, with <b>CASA ratio</b> at <b>41.0%</b> (one of the highest in the industry)</li> </ul>
<b>3</b> <b>Effective Risk Management</b>	<ul style="list-style-type: none"> <li>▪ <b>Gross impaired loans ratio</b> improved to <b>1.83%</b></li> <li>▪ <b>Net credit cost</b> at <b>31.9 bps</b></li> <li>▪ <b>Liquidity</b> and <b>capital positions</b> remained <b>strong</b> <ul style="list-style-type: none"> <li>➤ <b>Liquidity coverage ratio</b> at <b>171.6%</b></li> <li>➤ <b>CET-1 ratio: 12.2%</b> and <b>Total capital ratio: 16.7%</b></li> </ul> </li> </ul>

# NPAT grew 8.7% y-o-y to RM750.7 million

Income Statement	FY24 RM mil	FY25 RM mil	Y-o-Y Change (Better / (Worse))	
			RM mil	%
Net Interest Income	1,720.1	1,946.6	226.4	13.2%
Non-Interest Income	300.3	323.3	23.0	7.7%
<b>Total Revenue</b>	<b>2,020.5</b>	<b>2,269.9</b>	<b>249.5</b>	<b>12.3%</b>
OPEX	973.7	1,088.5	(114.8)	(11.8%)
<b>Pre-Provision Operating Profit</b>	<b>1,046.7</b>	<b>1,181.4</b>	<b>134.7</b>	<b>12.9%</b>
Net Credit Cost & Impairments	135.4	188.6	(53.1)	(39.2%)
<b>Pre-tax Profit</b>	<b>911.3</b>	<b>992.9</b>	<b>81.6</b>	<b>9.0%</b>
<b>Net Profit After Tax</b>	<b>690.5</b>	<b>750.7</b>	<b>60.3</b>	<b>8.7%</b>

Balance Sheet	FY24 RM mil	FY25 RM mil	RM mil	%
<b>Total Assets</b>	<b>76,946</b>	<b>85,217</b>	<b>8,271</b>	<b>10.7%</b>
<b>Gross Loans</b>	<b>55,740</b>	<b>62,445</b>	<b>6,705</b>	<b>12.0%</b>
<b>Treasury Assets</b>	<b>14,436</b>	<b>15,722</b>	<b>1,286</b>	<b>8.9%</b>
<b>Customer Deposits</b>	<b>57,397</b>	<b>65,835</b>	<b>8,437</b>	<b>14.7%</b>
<b>Total Available Funds<sup>#</sup></b>	<b>62,683</b>	<b>71,907</b>	<b>9,224</b>	<b>14.7%</b>

<sup>#</sup> **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).

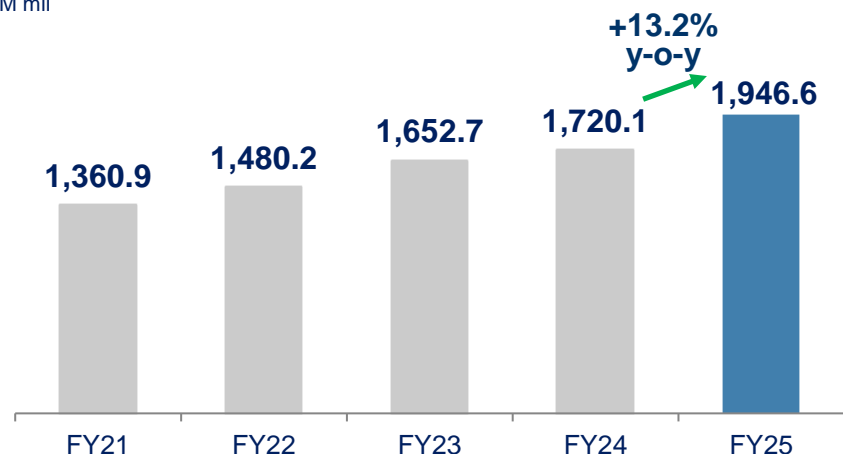


# Net interest income grew 13.2% y-o-y

Revenue & Profitability

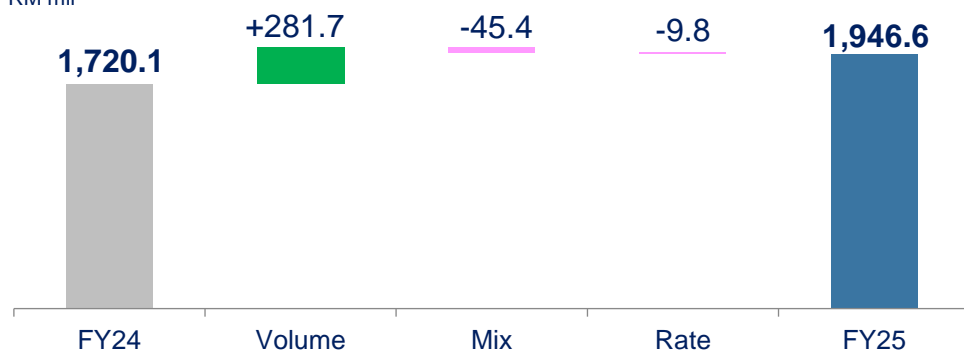
## Net Interest Income

RM mil



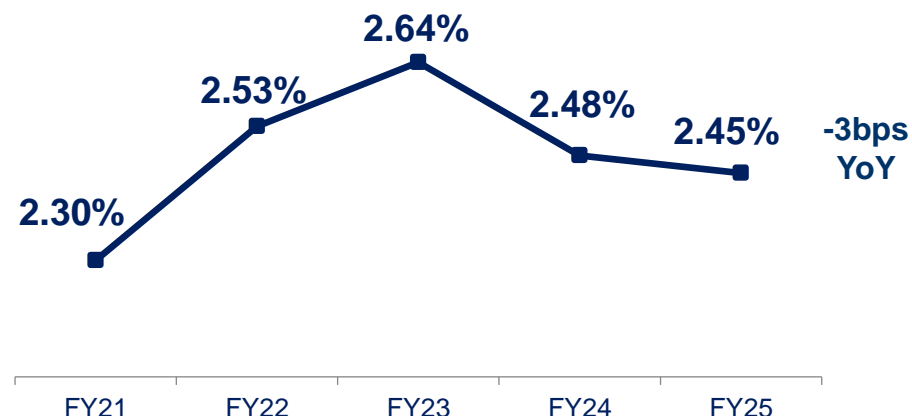
**Y-o-Y impact:** mainly driven by higher loans volume

RM mil

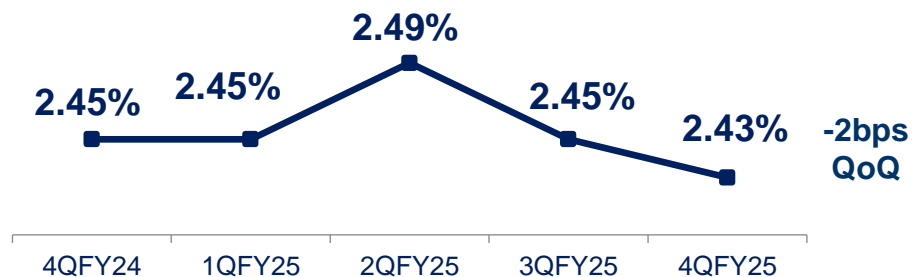


YoY Impact	+16.4%	-2.6%	-0.6%	+13.2%
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## Net Interest Margin Trend



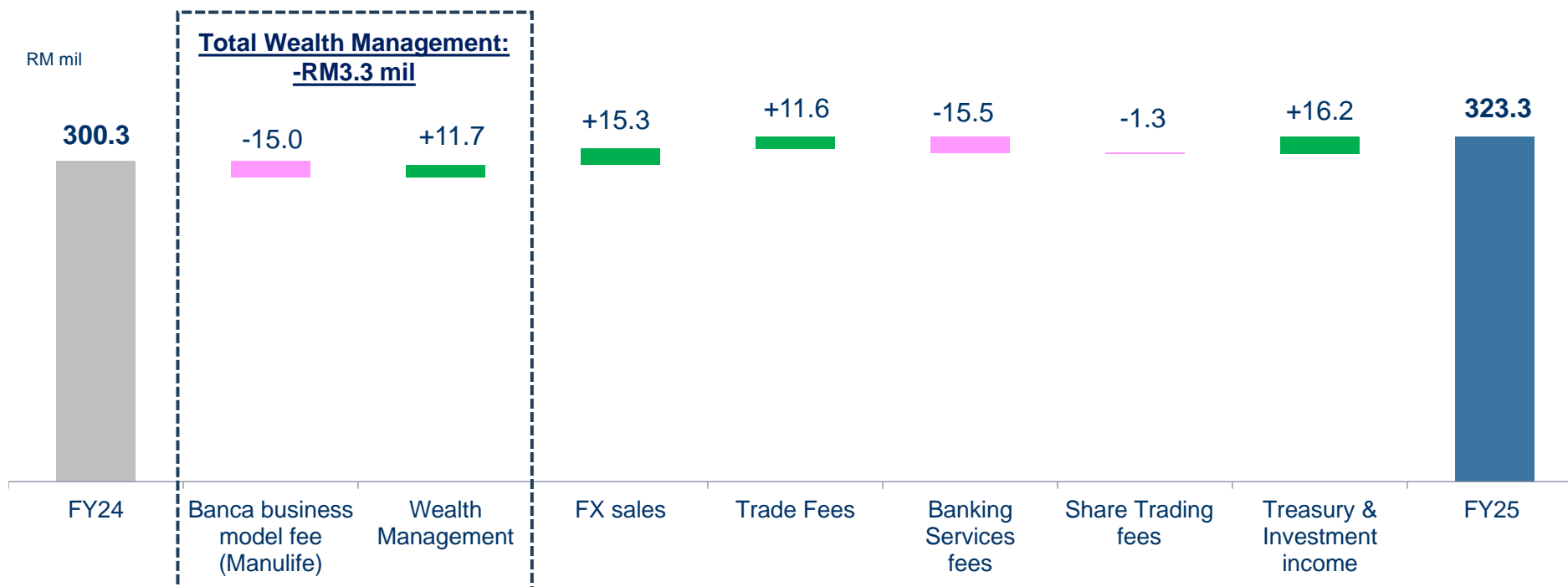
## Quarterly NIM:



# Non-interest income grew 7.7% to RM323.3 million

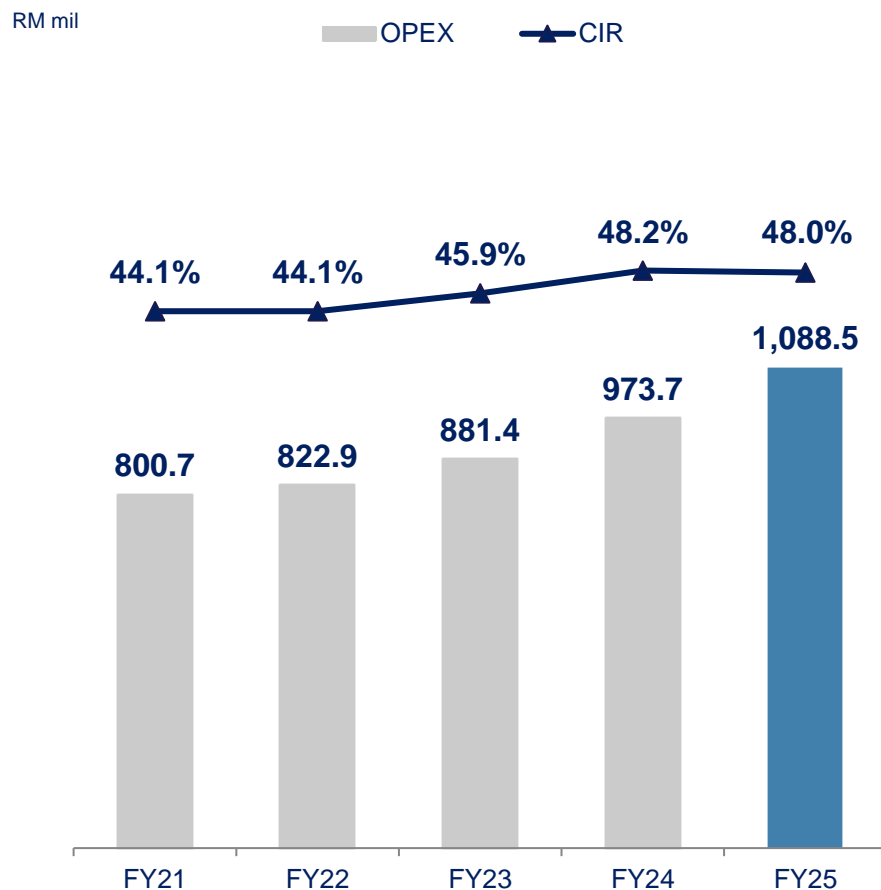
## ■ Non-interest income: +7.7% y-o-y:

- FX Sales (+16.1% y-o-y) & Trade Fees (+16.4% y-o-y)
- Wealth Management (+9.6% y-o-y excluding one-time Banca business model fee in FY24)
- Treasury & investment income (+RM16.2 million or +37.0% y-o-y) mainly due to higher net trading revenue

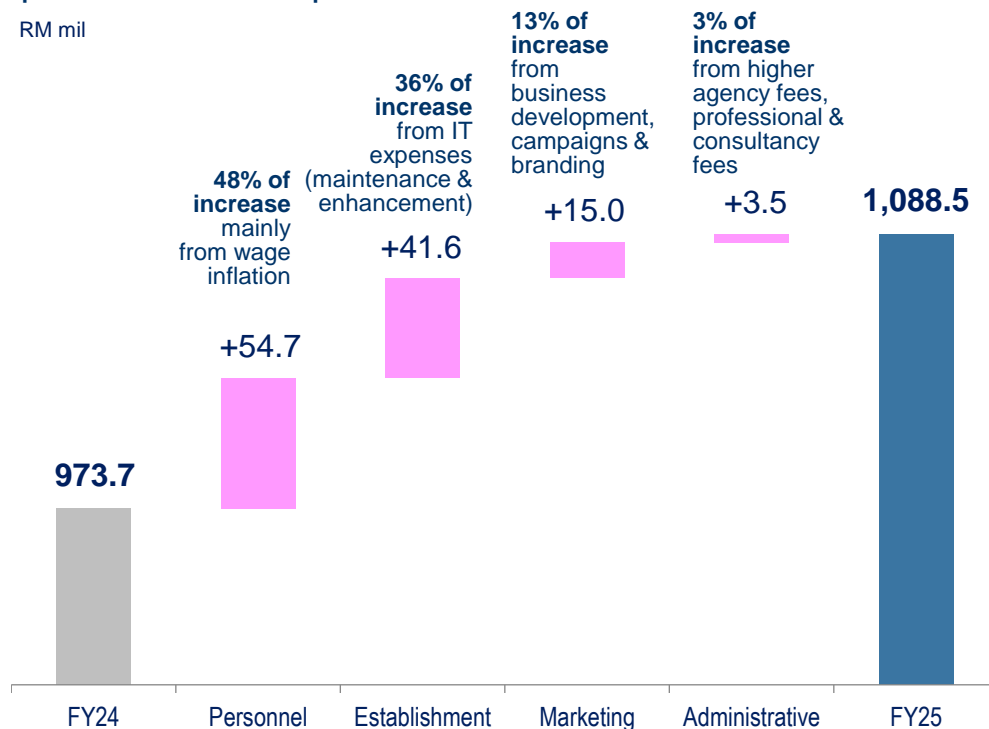


# Cost to Income Ratio at 48.0%

## Operating Expenses (OPEX)



a) Operating expenses up 11.8% y-o-y mainly from higher personnel & IT expenses:

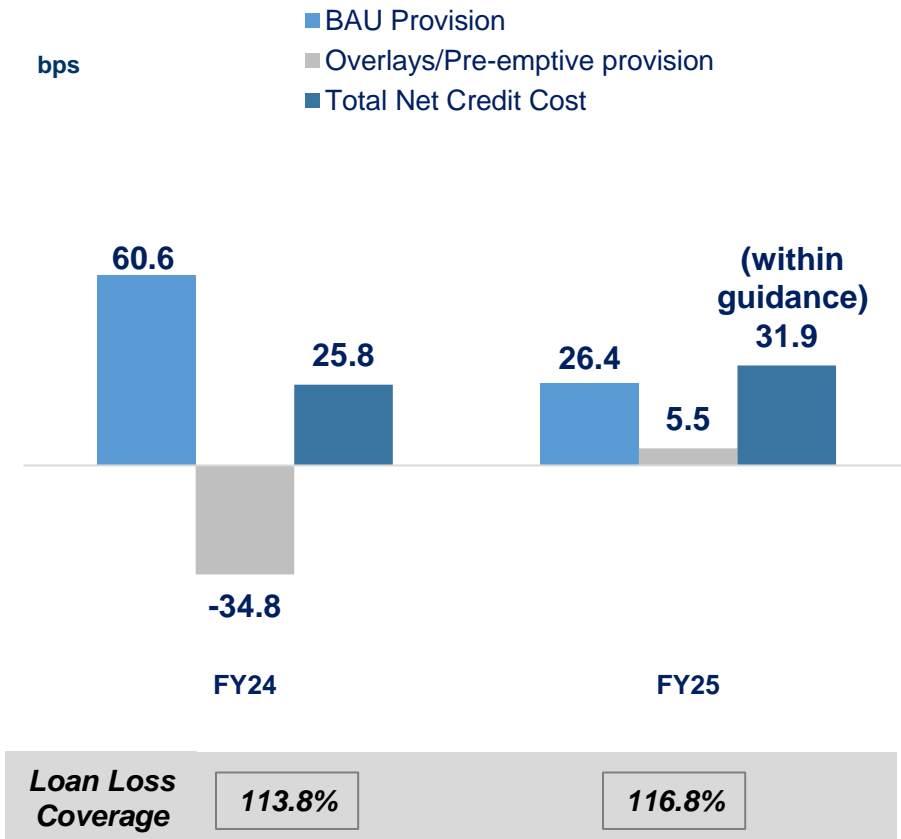


b) Cost to income ratio: 48.0% (in-line with guidance)



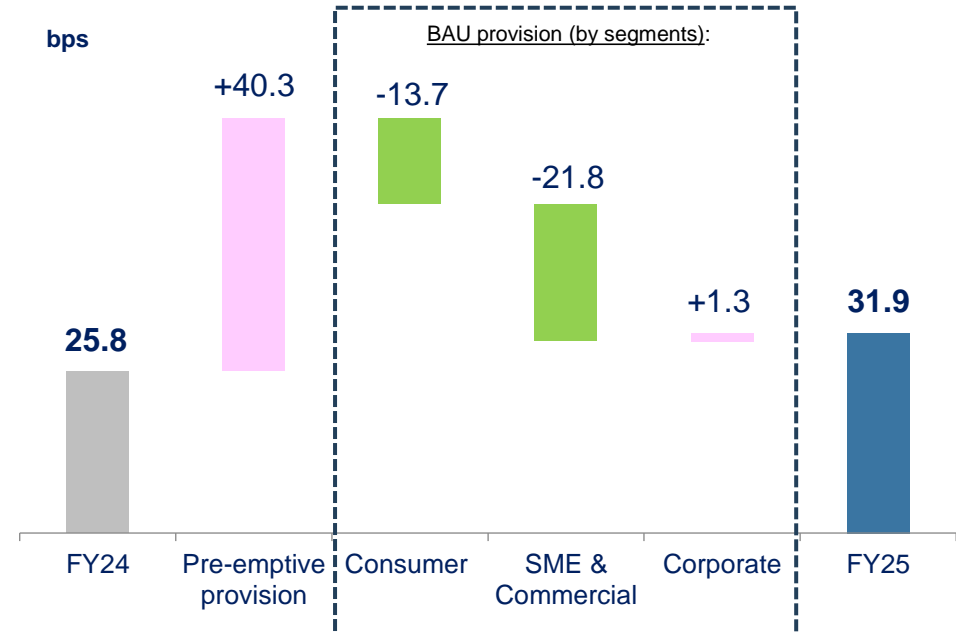
# Net credit cost at 31.9 bps

## Net Credit Cost



- a) Net credit cost at **31.9 bps** [vs 25.8 bps in FY24]:
- BAU provision: **26.4 bps** [vs 60.6 bps in FY24]
  - Pre-emptive provision: **5.5 bps** [vs -34.8 bps overlays write-back in FY24] to cater for high-risk portfolios/accounts

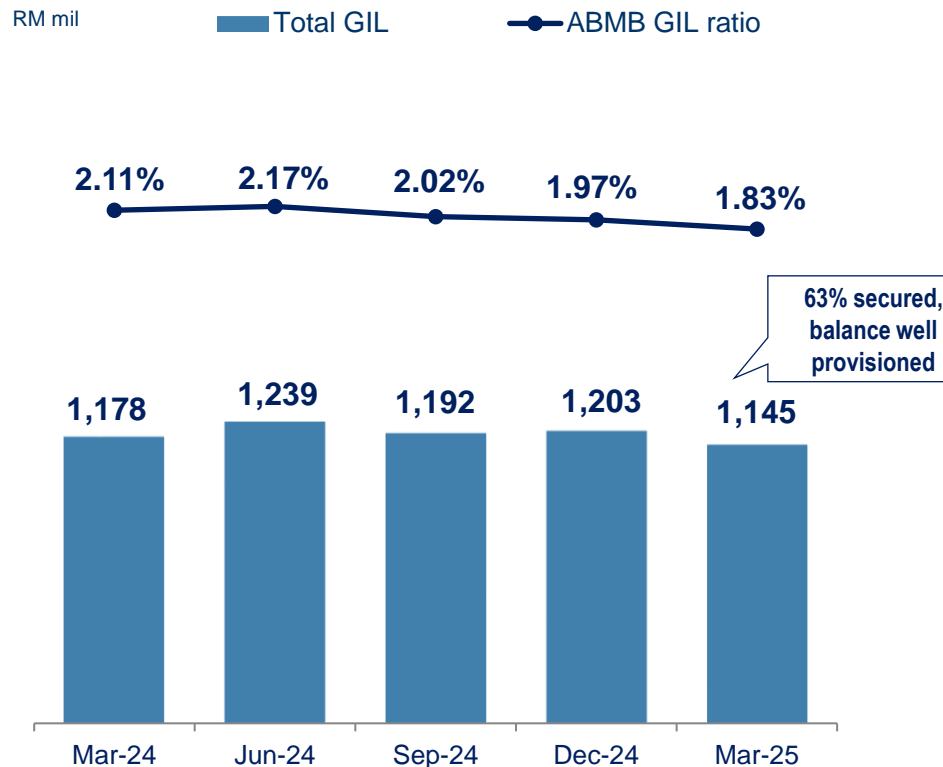
- b) Net credit cost: **+6.1bps y-o-y** mainly due to:



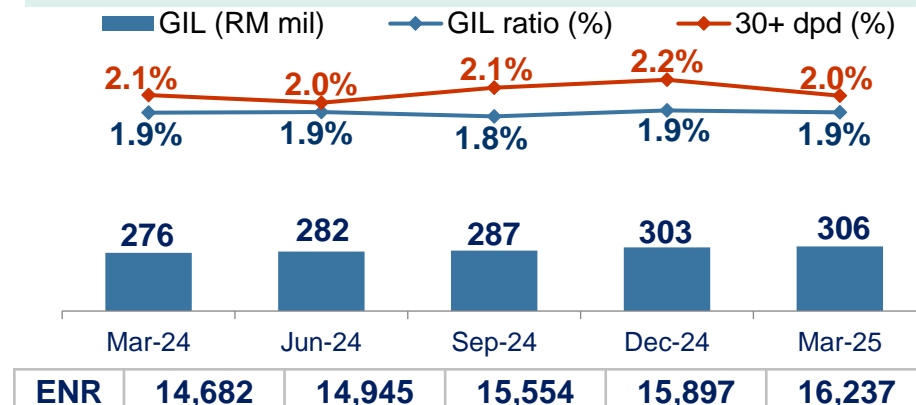
# Gross impaired loans ratio improved to 1.83%

Effective Risk Management

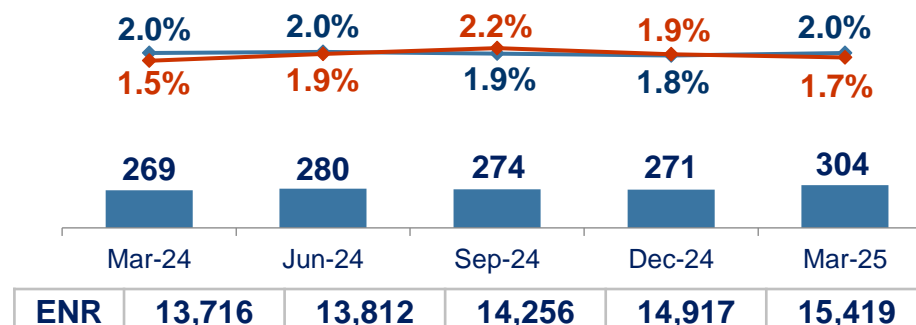
## Gross Impaired Loans (GIL)



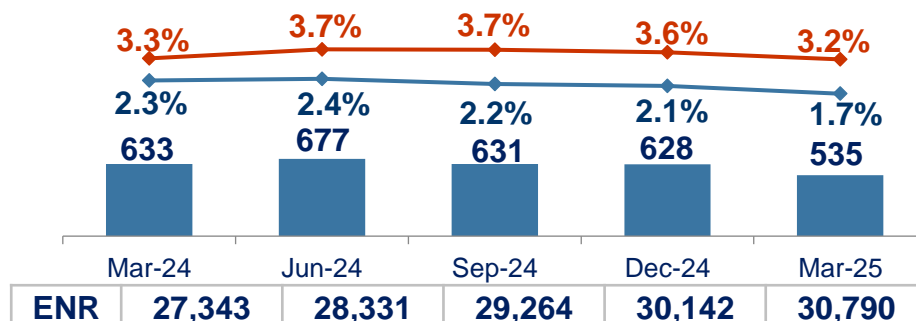
## SME



## Commercial & Corporate



## Consumer

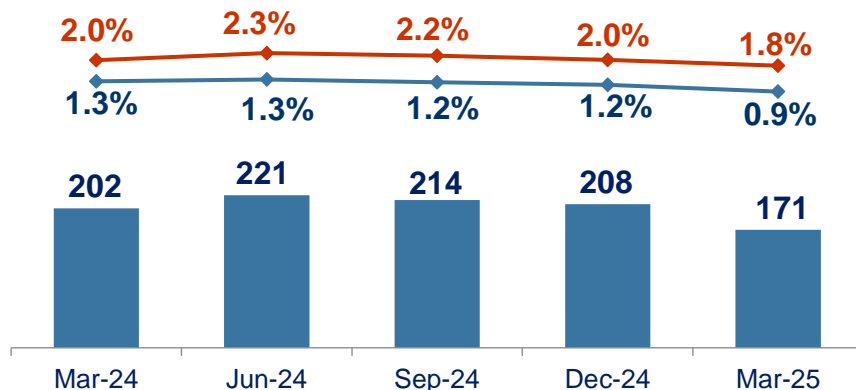


# GIL ratio: Consumer Segment

Effective Risk  
Management

## Classic Mortgage

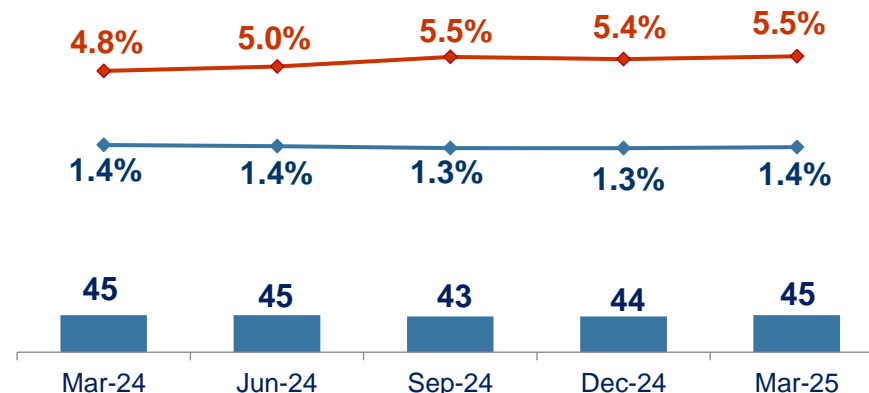
■ GIL (RM mil)    ◆ GIL ratio (%)    ◆ 30+ dpd (%)



ENR	15,971	16,578	17,331	18,089	18,727
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## Personal Financing

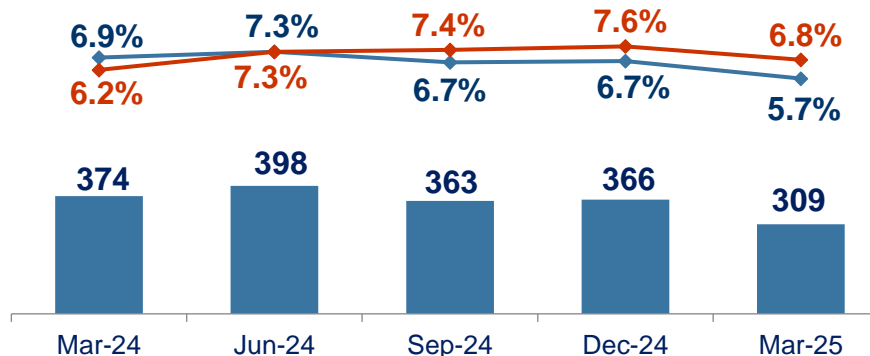
■ GIL (RM mil)    ◆ GIL ratio (%)    ◆ 30+ dpd (%)



ENR	3,099	3,217	3,326	3,340	3,326
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## Alliance ONE Account (AOA)

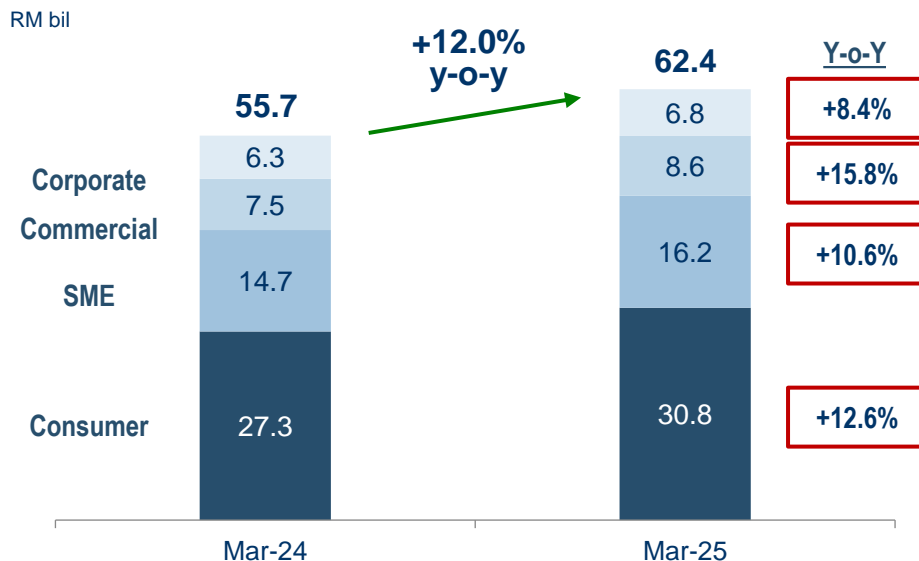
■ GIL (RM mil)    ◆ GIL ratio (%)    ◆ 30+ dpd (%)



ENR	5,394	5,471	5,457	5,438	5,402
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# Strong loans growth, supported by funding

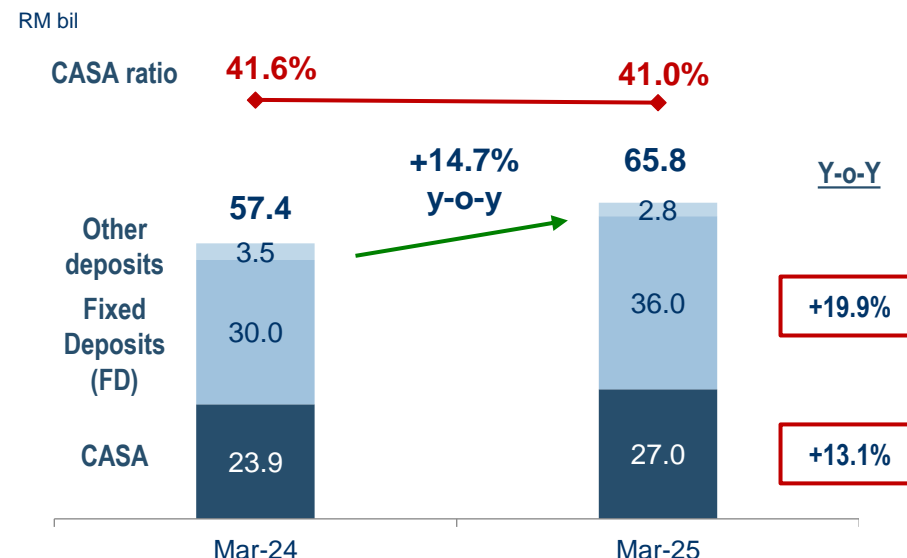
## Gross Loans



### a) Loans growth: **+12.0% y-o-y**

- SME: +10.6% y-o-y (mainly Term Loans)
- Commercial: +15.8% y-o-y
- Corporate: +8.4% y-o-y
- Consumer Banking: +12.6% y-o-y
  - Mortgage: +12.9% y-o-y
  - Personal Financing: +7.3% y-o-y
  - Share Margin Financing: +16.3% y-o-y

## Customer Deposits

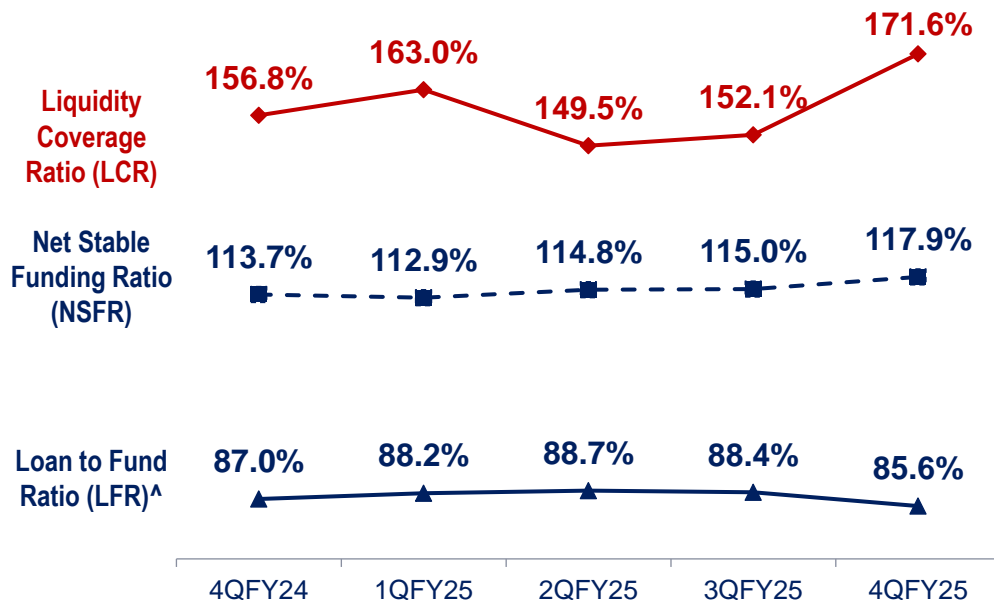


### a) Customer deposits: **+14.7% y-o-y**

- b) Fixed deposits: +19.9% (or RM6.0 bil) y-o-y
- c) CASA deposits: +13.1% (or RM3.1 bil) y-o-y
  - CASA ratio at 41.0% (remaining one of the highest in the industry)

# Liquidity and capital position remain strong

## Liquidity: LCR, LFR & NSFR



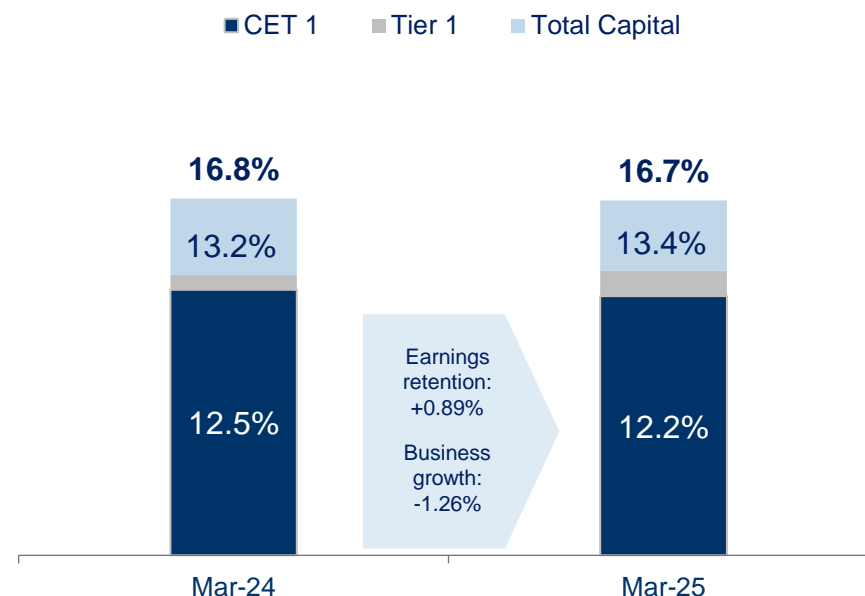
a) Liquidity ratios remaining strong:

- LCR: 171.6% (vs industry\*: 151.6%)
- LFR<sup>^</sup>: 85.6% (vs industry\*: 83.8%)

b) Net stable funding ratio (NSFR): 117.9%

<sup>^</sup> Loan to Fund Ratio is computed based on gross loans (excluding those funded by Cagamas) divided by total available funds; \* BNM Monthly Statistical Bulletin Mar 2025

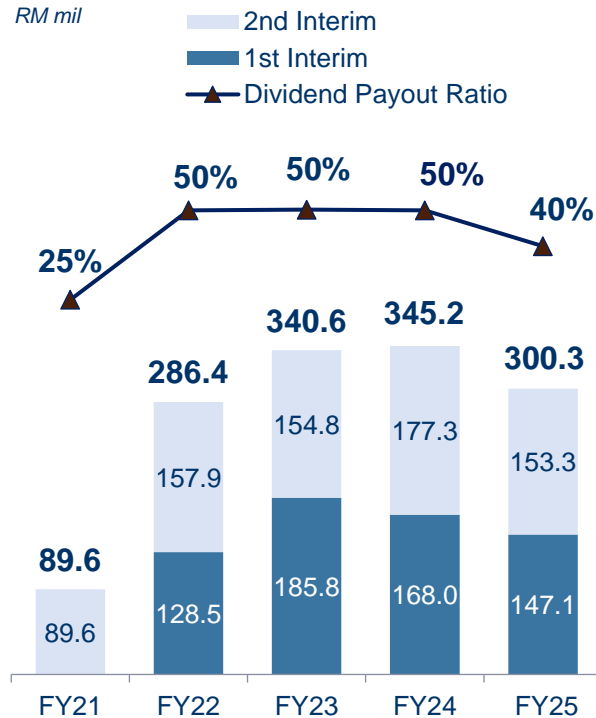
## Capital Position



- a) Sound capital position.
- b) Sep 2024: issued RM300 million Additional Tier-1 Capital Securities.
- c) We will continue to support the continued growth of the Group along the current trajectory:
  - Mar 2025: announced RM600 million renounceable rights issue proposal (Capital levels will improve by approximately 1.1%).

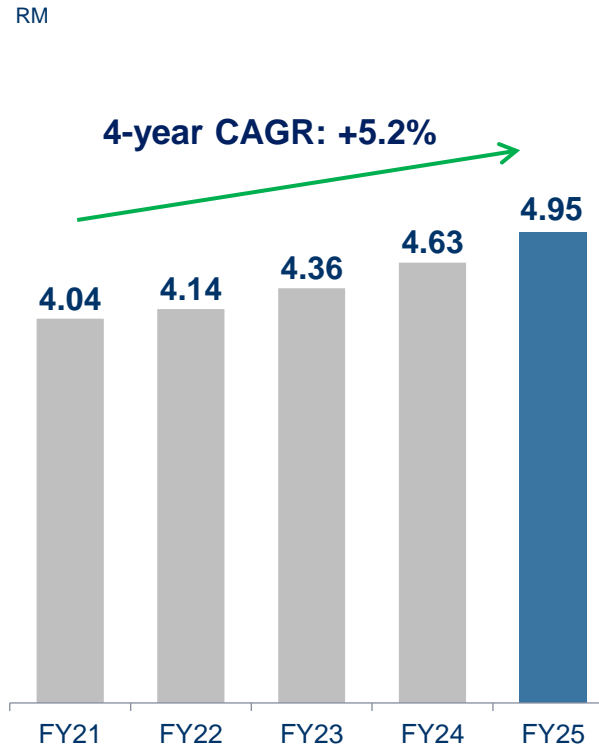
# FY25 dividend payout at 40%

## Dividend and Payout Ratio



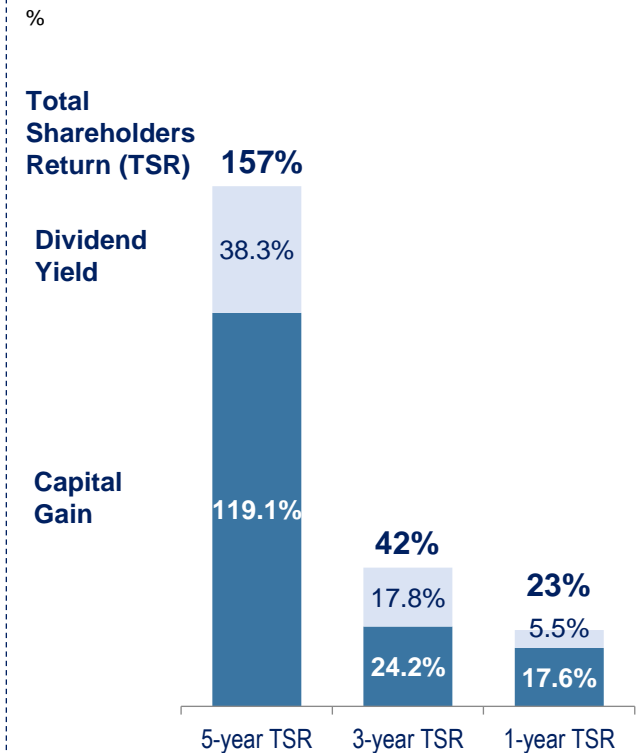
- Declared 1<sup>st</sup> interim dividend: 9.50 sen
- Proposed 2<sup>nd</sup> interim dividend: 9.90 sen  
(Total dividend: 19.4 sen vs 22.3 sen in FY24)

## Net Assets per Share



- Net asset per share grew steadily to RM4.95
- FY25: +32 sen (+6.9% year-on-year)
- 4-year CAGR: +5.2%

## Total Shareholders Return



- Based on share price of RM4.47 (16 May 2025), TSR:
  - 5-year: 157%
  - 3-year: 42%
  - 1-year: 23%



# Contents

## 1 FY25 Financial Performance

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

## 2 Going Forward

- Group Strategy: ACCELER8 2027 Update
- Sustainability
- Key Takeaways & Outlook for the Year

## 3 Appendix: Financial Results

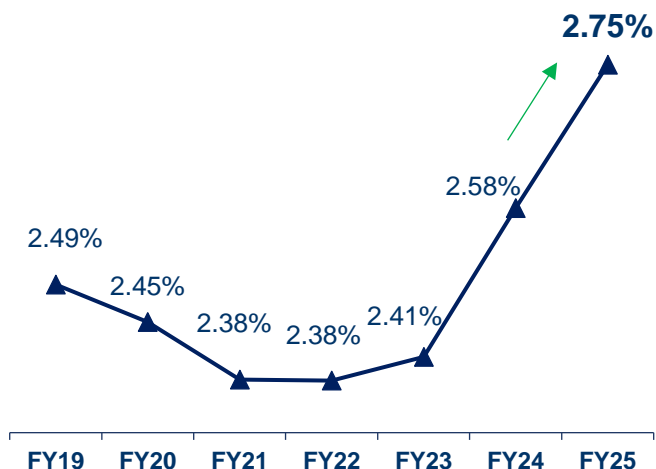
- 4QFY25 & FY25 results
- Financial ratios

# ACCELER8 2027: FY25 Key Success Metrics (1/3)

Group Strategy:  
Acceler8 2027

## Acquisition Momentum

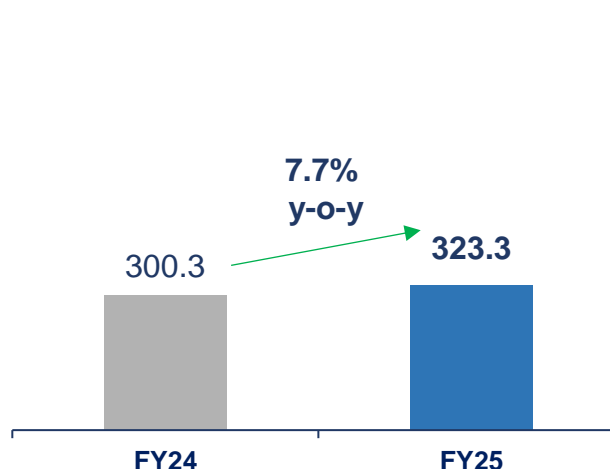
### ABG loan market share (%)



- As **overall loans grew by 12.0%**, we continue to **expand market share ahead of industry to 2.75%**
- Improvement of market share from all segment
  - SME: **5.39%** vs 5.19% (Mar'24)
  - Consumer: **2.27%** vs 2.13% (Mar'24)
  - Corporate: **1.97%** vs 1.81% (Mar'24)

## Deepening relationships

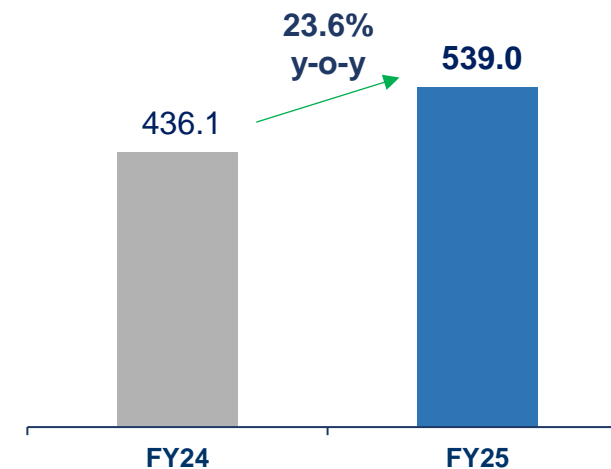
### Total Non-Interest Income (RM mil)



- Non-interest income grew **7.7% y-o-y** driven by the growth from:
  - **Trade Fee: +16.4% y-o-y**
  - **FX Sales: +16.1% y-o-y**

## Islamic Franchise

### AIS Revenue (RM mil)



- AIS revenue grew by **23.6% y-o-y** as we have been focusing on driving AIS revenue performance; while **financing grew by 5.8% y-o-y**

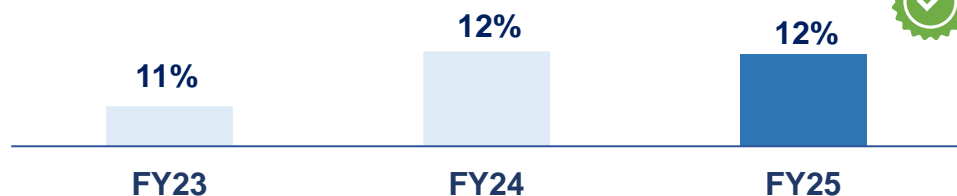
# ACCELER8 2027: FY25 Key Success Metrics (2/3)

Group Strategy:  
Acceler8 2027

## 1 Continue velocity on SME expansion strategy

SME\* YoY Loan Growth  
\*Based on BNM SME Definition

Target: FY25 Group  
Loan 8%-10%

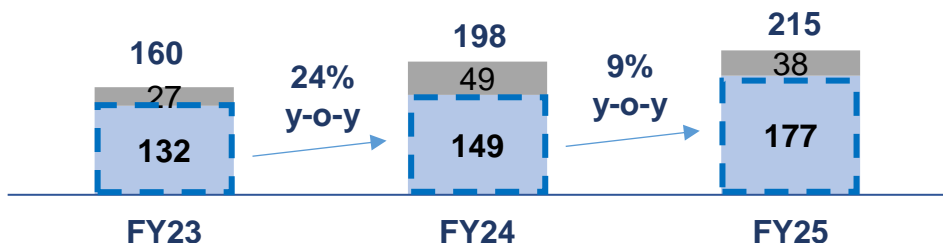


- Continued to **gain loan market share** and **outgrow industry growth** (ABMB: 12% vs industry: 7%)
- Loan market share continued to expand to 5.39% from 5.19% (Mar'24)

## 2 Support our business customers through their life cycle

Business Banking Client Fee Income (RM mil)

■ Non-transactional fee (Banca, loan service charges & etc) ■ Transactional fee (FX & Trade)

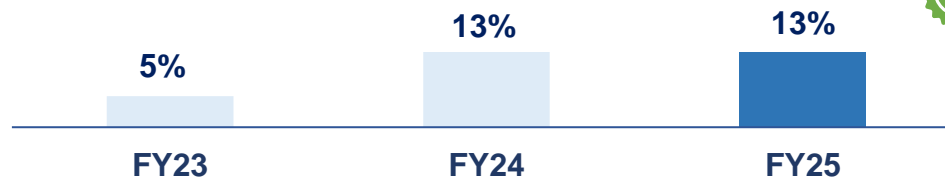


- FY25 client fee income **grew 9% y-o-y**, mainly from transactional fee from **trade fees** (16% y-o-y) and **forex sales** (21% y-o-y)

## 3 Broaden consumer business, targeting attractive segments

Consumer YoY Loan Growth

Target: FY25 Group  
Loan 8%-10%



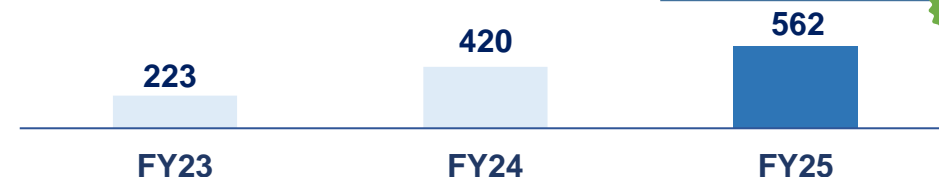
- Continued to **outgrow industry growth** (ABMB: 13% vs industry: 6%) and **gain loan market share** to 2.27% from 2.13% (Mar'24)

## 4 Target resilient ecosystems across their value chain

Sustainability Impact Program (SIP)^  
(Loan approved)

Stretch Target: Achieve  
RM560mil

Achieved 100% of FY25  
full year stretch target



- Approved RM562mil** cumulative loans **exceeding the stretch target**

^ previously known as Sustainability Assistance Program (SAP)

# ACCELER8 2027: FY25 Key Success Metrics (3/3)

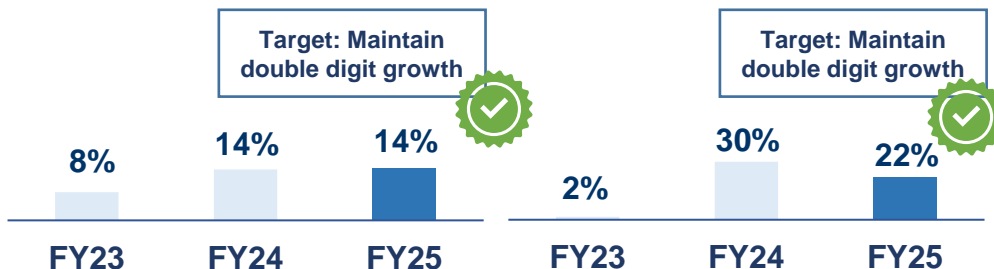
Group Strategy:  
Acceler8 2027

## 5 Become regional champion for selected economic corridors

Regional YoY Growth (Sarawak, Penang and Johor)

Total Regional Loan

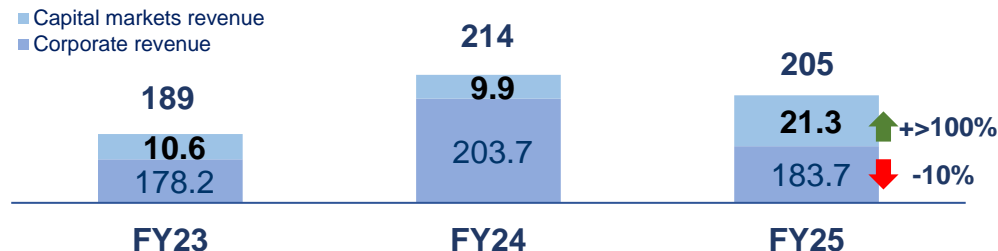
Total Regional Deposit



- Continued strong regional growth in both loans (+14% y-o-y) and deposits (+22% y-o-y) across Sarawak, Penang and Johor

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

Corporate and Capital Market Revenue (RM mil)

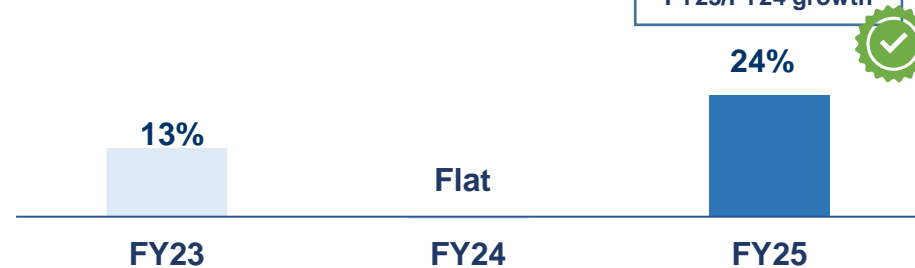


- Slower corporate revenue growth mainly due to lower loan interest income and other fee charges
- However, capital markets' revenue grew by 116% y-o-y mainly from Corporate Finance deals (IPO, advisory & private placement)

## 7 Accelerate Islamic business, leveraging unique propositions

AIS YoY Revenue Growth

Target: Surpass  
FY23/FY24 growth



- AIS revenue grew strongly by 24% y-o-y while AIS financing achieved a commendable growth rate of 6%
- Continued to scale up Halal in One acceptance & working with various partners to widen reach; developing unique propositions to further scale Islamic business

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




- Sustainability Enhancement Programme (SEP) launched in Mar'25:** In collaboration with Bursa Malaysia Berhad, has developed SEP to support sustainability reporting and provide tailored ESG solutions to Public Listed Companies (PLCs) on the ACE market with RM1 billion in preferential funding
- Sarawak SME ESG report:** The report was officially launched by the Sarawak Premier Datuk Patinggi Tan Sri Abang Johari during the Hydrogen Economy Forum (H2EF) in Kuching.

Report source: <https://www.alliancebank.com.my/About-Us/Sustainability/Sustainability-Reports/sarawak-sme-esg-2025>



# We continue to make progress against our Topline Goals

	1	2	3
	<p><b>Grow our new sustainable banking business</b></p>	<p><b>Help customers adopt sustainable lifestyles and business practices</b></p>	<p><b>Reduce the Bank's greenhouse gas (GHG) emissions footprint</b></p>
Target	<p><b>Cumulative RM15.0 billion</b> in new sustainable banking business by <b>FY2027</b></p>	<p>Reduce <b>customers under C5a category</b> to <b>&lt;20.0%</b> by FY2030</p>	<p>Reduce <b>Scope 1 and Scope 2 GHG emissions</b> by <b>20%</b> by FY2027 against FY2020 baseline</p>
Achievement as of FY25	<p><b>Cumulative RM14.4 billion</b> in new sustainable banking business</p>	<p>Reduced business and investment portfolio of C5a to <b>21.1%</b></p>	<p><b>17.8%</b> reduction in Scope 1 and Scope 2 GHG emissions against FY2020 baseline</p>
Key Updates	<ul style="list-style-type: none"> <li>Achieved <b>RM562 mil</b> from the Sustainability Impact Program (SIP) in FY25.</li> <li>Collaborated with <b>Federation of Malaysian Manufacturers &amp; UNGCMYB</b> to conduct Climate workshop &amp; green financing incentives for Sabah network.</li> </ul>	<p>Successfully organised the <b>Supply Chain Sustainability Improvement Programme: Climate Action Workshop 2025</b> in partnership with United Nations Global Compact Network Malaysia &amp; Brunei (UNGCMYB)</p> 	<ul style="list-style-type: none"> <li>Continuous <b>execution of our GHG emissions reduction strategy</b>.</li> <li><b>Employee Commuting emissions</b> were calculated for the first time in FY25 to meet Bursa Main Market Listing Requirements (MMLR) and BNM JC3 requirements.</li> </ul>

# Key Updates on Corporate Activities

## New Building Move

- **Fit-Out Works Status:** Overall >70% completed
- Planned **move to our New Home**, Menara Alliance Bank **on track**, starting from end-Jun to mid-Aug 2025
- Planning **Grand Opening Ceremony** in Oct 2025



## Proposed Rights Issue

### Rationale (recap)

- **Accommodative economy** for continued growth in our preferred segments
- **Improvement in capital ratios** by approximately 1.1%, to support growth
- Ability to **grow our loans** over next 3 years that will be accretive to **revenue & earnings**
- Allows existing shareholders' **participation in Bank's growth** at a discounted rate

### Structure






Size	Gross proceeds ~ RM600 mil
Subscription price	Issue price to be determined ( <b>discount 15-25%</b> to TERP)
Entitlement	Basis to be determined
Commitment	Irrevocable, unconditional <b>undertaking</b> by <b>Vertical Theme</b> to subscribe to its entitlement
Ranking	Rank <b>pari-passu</b> with existing
Features	Right shares will be <b>tradeable</b>
Underwriting	Fully underwritten

### Timeline Events

30 May	• EGM for shareholders' approval
Mid June	• Entitlement Date
Early July	• Issuance of abridged prospectus
Mid July	• Closing date of acceptance & application
	• Listing of and quotation for the Rights Shares

## Long Term Incentive Plan ("LTIP")

### Why LTIP?

-  Reward Eligible Employees who are vital to the continued growth and execution of business strategies within ABMB Group
-  Drive individual key performance indicator and at the same time motivate and bring employees together collaboratively to achieve ABMB Group's goals
-  Attract talents and retain key employees that will be pertinent in driving ABMB Group's objectives
-  Align interests of the Eligible Employees with the interests of the shareholders of ABMB
-  Ensure ABMB Group's compensation mix is aligned with the industry practice and to enhance the competitiveness of its overall remuneration package

### What is LTIP?

Features	Description
Performance Measures	A combination of operational-based financial metric and market-based metric
Vesting Duration	3 years
Plan Duration	10 years
Maximum Dilution	3%

### Indicative Timeline





# Key Takeaways for FY25

- **Management guidance:** guidance all met.
- **Business growth:**
  - Strong **loans growth** momentum (12.0% y-o-y), driven by all core segments.
  - **Treasury assets** grew 8.9% y-o-y.
- **Record Profitability:**
  - **Revenue up 12.3%** to **RM2.27 billion**.
  - **NIM** at 2.45% & **CIR** at 48.0%.
  - **NPAT** grew 8.7% to **RM750.7 million**, with **ROE** of 10.3%.
- **Balance sheet items:**
  - Overall **gross impaired loans** (GILs) improved to 1.83% from 2.11% a year ago.
  - **Credit cost** at **31.9bps** include pre-emptive provision.
  - **Dividend payout ratio** of **40%**, **conserving capital** to fuel growth.
- **ACCELER8 2027 Strategy:**
  - Continuing to expand market share to 2.75%.
  - Non-interest income grew 8% y-o-y.
  - Islamic financing grew 6% y-o-y.
  - Positive indicators across all 8 pillars

	FY25 Guidance	FY25 Actual
<b>Gross Loans</b>	8% - 10%	<b>12.0%</b>
<b>Net Interest Margin</b>	between 2.40 - 2.45%	<b>2.45%</b>
<b>Cost to Income</b>	approximately 48%	<b>48.0%</b>
<b>Net Credit Cost</b>	30 - 35bps	<b>31.9bps</b>
<b>ROE</b>	> 10%	<b>10.3%</b>
<b>Dividend payout</b>	40% - 50%	<b>40%</b>

# Outlook for the Year

## ▪ Economic outlook:

- GDP expected between 4.5% to 5.5% (1Q'25: 4.4% vs 2024: 5.1%).
- Remain **cautiously optimistic** for FY26:
  - accommodative monetary policy
  - resilient domestic demand with promising FDI
  - global trade uncertainties affecting economy - continued vigilant monitoring.
  - Stay nimble to work at containing risks while capitalizing on opportunities

## ▪ Business growth:

- **Loans growth** outpacing the industry.
- Focus on driving fee and treasury income growth.

- **Net Interest Margin (NIM)** is expected to compress with changes expected in asset and liability mix.

- **Operating Expenses (OPEX)** investment in people & technology is expected to continue.

- Mar 2025: announced RM600 million renounceable **Rights Issue Proposal** (target completion: July 2025)

- With franchise revenue expansion and moderation in OPEX increase, **ROE: approximately 10%** post-Rights Issue

	FY25 Actual	FY26 Guidance
<b>Gross Loans</b>	12.0%	<b>8 - 10%</b>
<b>Net Interest Margin</b>	2.45%	<b>Between 2.40 - 2.45%</b>
<b>Cost to Income</b>	48.0%	<b>approximately 48%</b>
<b>Net Credit Cost</b>	31.9bps	<b>30 - 35bps</b>
<b>ROE</b>	10.3%	<b>approximately 10%</b> <i>(post-Rights Issue)</i>
<b>Dividend payout</b>	40%	<b>40 - 50%</b>

# Contents

## 1 FY25 Financial Performance

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

## 2 Going Forward

- Group Strategy: ACCELER8 2027 Update
- Sustainability
- Key Takeaways & Outlook for the Year

## 3 Appendix: Financial Results

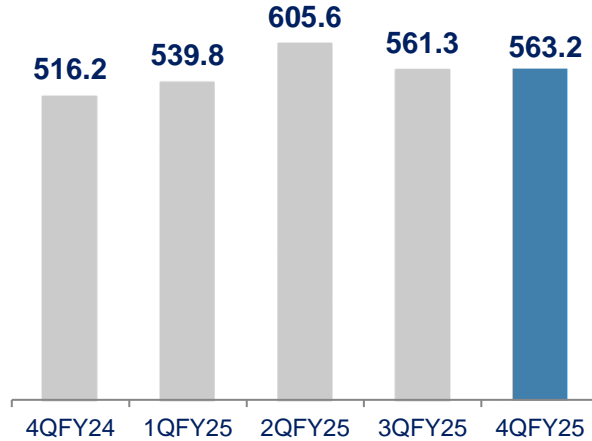
- 4QFY25 & FY25 results
- Financial ratios

# 4QFY25 NPAT grew 5.8% q-o-q to RM197.5 million

Key Highlights:  
Financial Performance

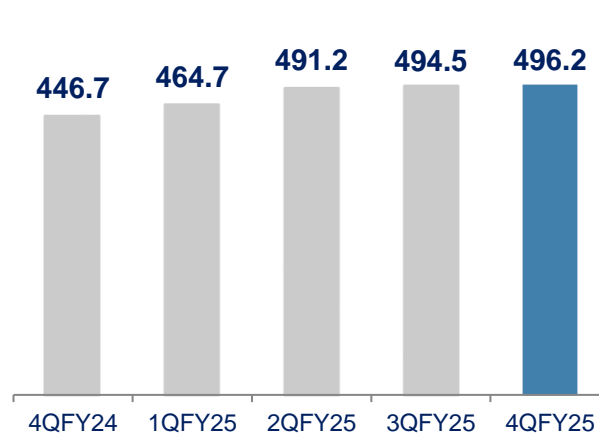
## Revenue

RM mil



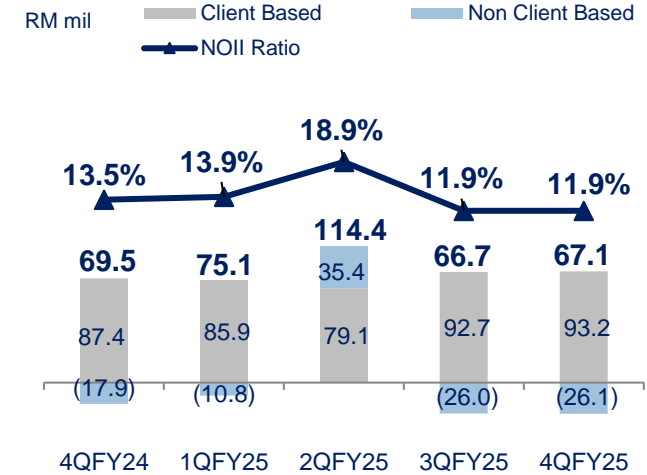
## Net Interest Income & Islamic Net Financing Income

RM mil



## Non Interest Income & NOII Ratio

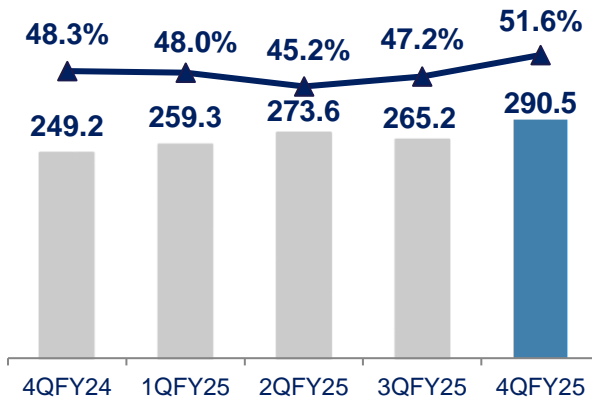
RM mil



## Operating Expenses & CIR Ratio

RM mil

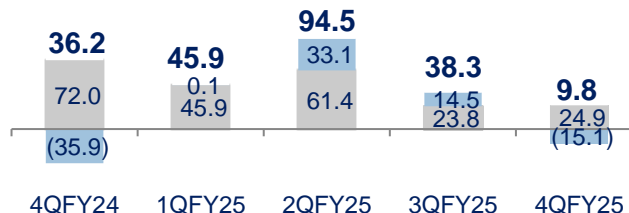
OPEX CIR



## Expected Credit Losses ("ECL")

RM mil

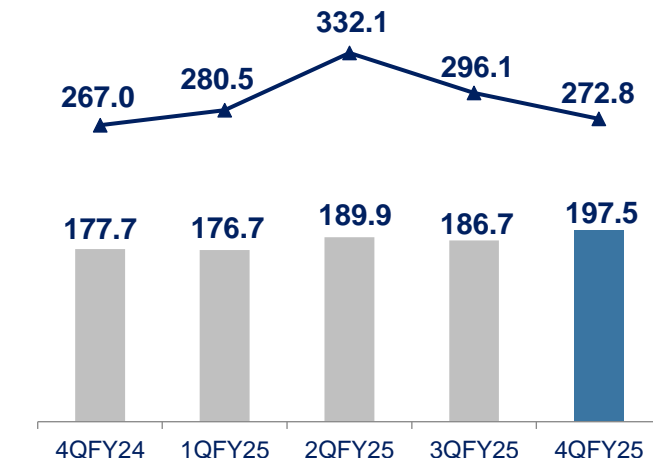
BAU ECL Pre-emptive provision



## Pre-Provision Operating Profit & Net Profit

RM mil

NPAT PPOP



Note: Revenue and non interest income includes Islamic banking income

Income Statement	3QFY25 RM mil	4QFY25 RM mil	Q-o-Q Change Better / (Worse)	
			RM mil	%
Net Interest Income	369.4	371.4	1.6	0.3%
Islamic Net Financing Income	125.2	124.8		
Islamic Non-Financing Income	12.9	16.6	0.4	0.5%
Non-Interest Income	53.8	50.4		
<b>Net Income*</b>	<b>561.3</b>	<b>563.2</b>	<b>2.0</b>	<b>0.4%</b>
OPEX	265.2	290.5	(25.3)	(9.6%)
<b>Pre-Provision Operating Profit (PPOP)</b>	<b>296.1</b>	<b>272.8</b>	<b>(23.4)</b>	<b>(7.9%)</b>
Net Credit Cost	38.4	9.8	28.6	74.5%
Expected Credit Losses on Financial Investments	(0.1)	0.0	(0.1)	(>100%)
<b>Pre-tax Profit</b>	<b>257.9</b>	<b>263.0</b>	<b>5.1</b>	<b>2.0%</b>
<b>Net Profit After Tax</b>	<b>186.7</b>	<b>197.5</b>	<b>10.8</b>	<b>5.8%</b>

*Notes:*

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

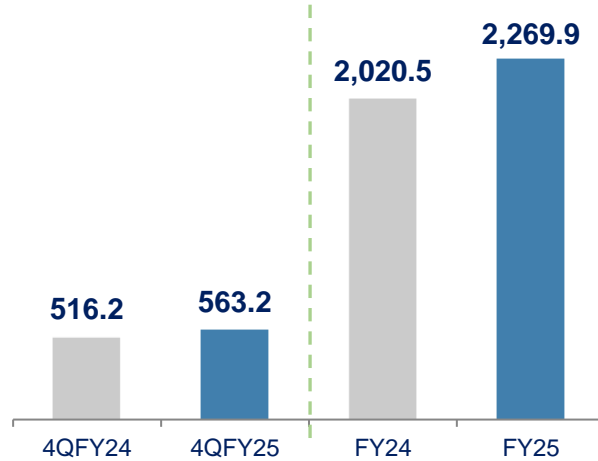
- **Revenue** grew by RM2.0mil or 0.4% q-o-q due to:
  - Net interest income: +RM1.6mil or 0.3% q-o-q mainly due to higher loans volume.
  - Non-interest income: +RM0.4mil or 0.5% q-o-q mainly due to higher client based fee income
- **Operating expenses** was higher by RM25.3mil due to increase in all lines of expenses, mainly personnel cost, marketing expenses and administrative expenses.
- **Pre-provision Operating Profit (PPOP)** reduced by 7.9% q-o-q to RM272.8mil.
- **Net credit cost** was lower by RM28.6mil mainly due to a write-back of pre-emptive provision in 4QFY25.
- **Net profit after tax** increased by 5.8% q-o-q mainly due to lower net credit cost, offset by higher operating expenses.

# FY25 NPAT grew 8.7% y-o-y to RM750.7 million

Key Highlights Y-o-Y:  
Financial Performance

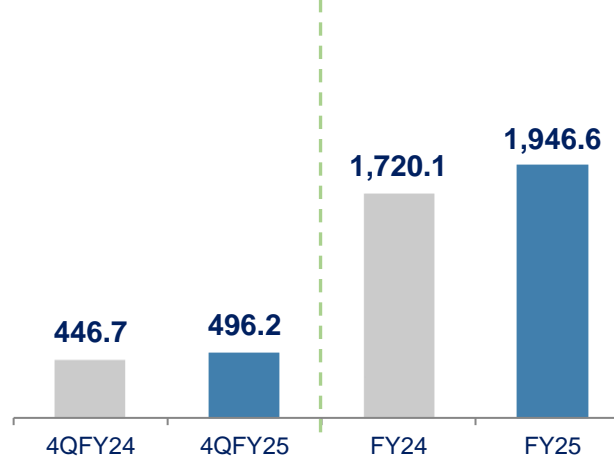
## Revenue

RM mil



## Net Interest Income & Islamic Net Financing Income

RM mil



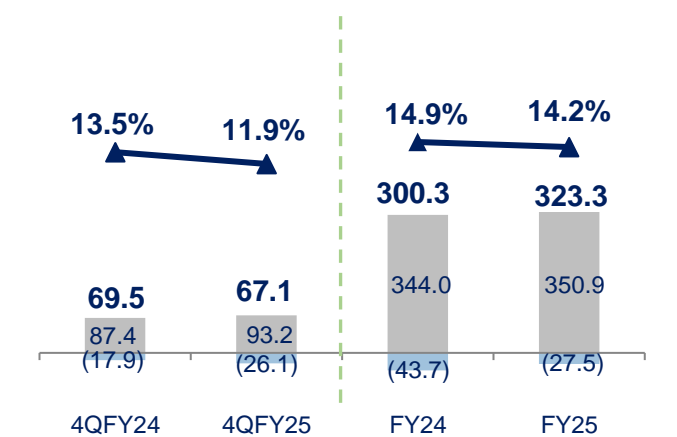
## Non Interest Income & NOII Ratio

RM mil

Client Based

Non Client Based

NOII Ratio

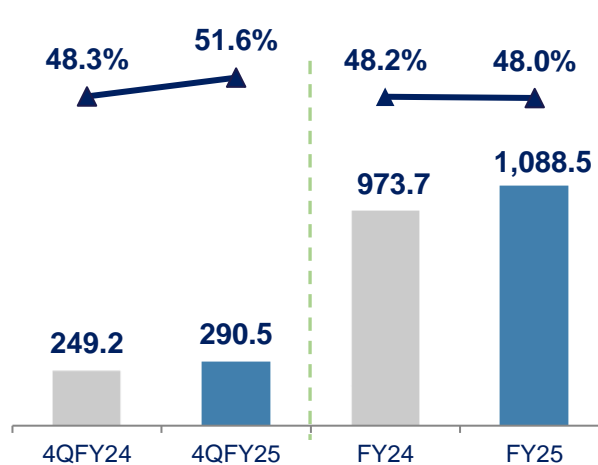


## Operating Expenses & CIR Ratio

RM mil

OPEX

CIR

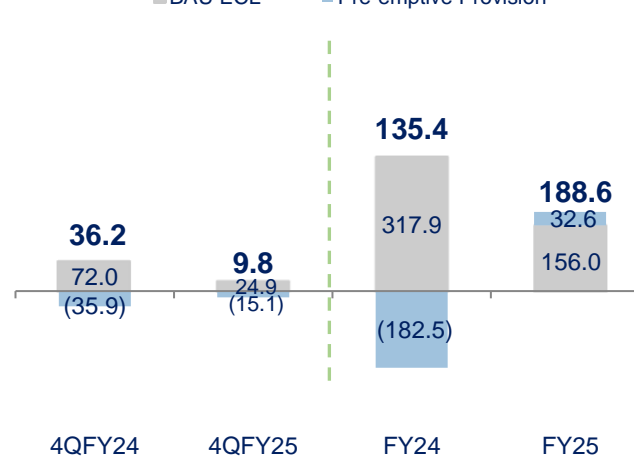


## Expected Credit Losses ("ECL")

RM mil

BAU ECL

Pre-emptive Provision

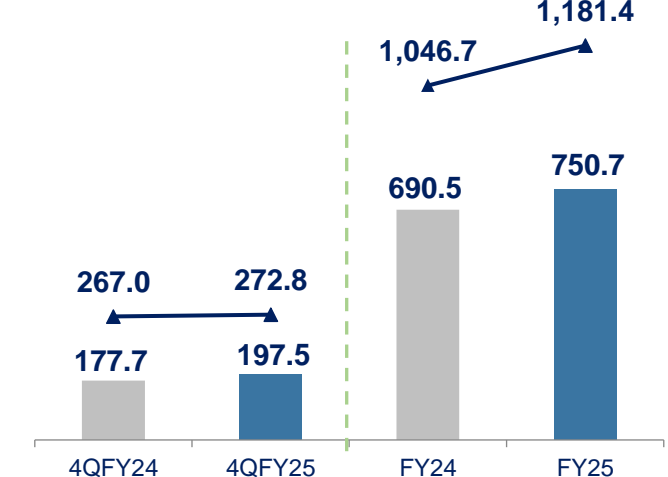


## Pre-Provision Operating Profit & Net Profit

RM mil

NPAT

PPOP



Note: Revenue and non interest income includes Islamic banking income



Income Statement	4QFY24 RM mil	4QFY25 RM mil	Y-o-Y Change Better / (Worse)	
			RM mil	%
Net Interest Income	342.8	371.4	49.5	11.1%
Islamic Net Financing Income	103.8	124.8		
Islamic Non-Financing Income	10.6	16.6	(2.4)	(3.5%)
Non-Interest Income	58.9	50.4		
<b>Net Income*</b>	<b>516.2</b>	<b>563.2</b>	<b>47.1</b>	<b>9.1%</b>
OPEX	249.2	290.5	(41.3)	(16.6%)
<b>Pre-Provision Operating Profit (PPOP)</b>	<b>267.0</b>	<b>272.8</b>	<b>5.8</b>	<b>2.2%</b>
Net Credit Cost	35.8	9.8	26.1	72.8%
Expected Credit Losses on Financial Investments	0.3	0.0	0.3	92.6%
<b>Pre-tax Profit</b>	<b>230.8</b>	<b>263.0</b>	<b>32.1</b>	<b>13.9%</b>
<b>Net Profit After Tax</b>	<b>177.7</b>	<b>197.5</b>	<b>19.8</b>	<b>11.1%</b>

*Notes:*

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

- **Revenue** grew by RM47.1mil or 9.1% y-o-y due to:
  - Net interest income: +RM49.5mil or 11.1%, driven by higher loans volume.
  - Non-interest income: -RM2.4mil y-o-y:
    - ✓ Lower treasury & investment income (-RM8.2mil)
    - ✓ Higher client based fee income (+RM5.8mil)
- **Operating expenses** higher by RM41.3mil mainly from higher personnel cost, IT expenses and marketing expenses.
- **Pre-provision Operating Profit (PPOP)** increased by 2.2% y-o-y to RM272.8mil.
- **Net credit cost** was lower by RM26.1mil mainly due to lower BAU ECL.
- **Net profit after tax** increased by 11.1% y-o-y mainly driven by higher revenue growth and lower net credit cost, offset by higher operating expenses.

Income Statement	FY24 RM mil	FY25 RM mil	Y-o-Y Change Better / (Worse)	
			RM mil	%
Net Interest Income	1,309.6	1,451.1	226.4	13.2 %
Islamic Net Financing Income	410.6	495.5		
Islamic Non-Financing Income	29.5	51.6	23.0	7.7%
Non-Interest Income	270.8	271.7		
<b>Net Income*</b>	<b>2,020.5</b>	<b>2,269.9</b>	<b>249.5</b>	<b>12.3%</b>
OPEX	973.7	1,088.5	(114.8)	(11.8%)
<b>Pre-Provision Operating Profit (PPOP)</b>	<b>1,046.7</b>	<b>1,181.4</b>	<b>134.7</b>	<b>12.9%</b>
Net Credit Cost	134.9	187.9	(53.1)	(39.3%)
Expected Credit Losses on Financial Investments	0.5	0.6	(0.1)	(13.1%)
<b>Pre-tax Profit</b>	<b>911.3</b>	<b>992.9</b>	<b>81.6</b>	<b>9.0%</b>
<b>Net Profit After Tax</b>	<b>690.5</b>	<b>750.7</b>	<b>60.3</b>	<b>8.7%</b>

Notes:

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

- **Revenue** grew by RM249.5mil or 12.3% y-o-y due to:
  - Net interest income: +RM226.4mil or 13.2% y-o-y mainly due to higher loans volume.
  - Non-interest income: +RM23.0mil y-o-y:
    - ✓ Higher treasury & investment income (+RM16.2mil)
    - ✓ Higher client based fee income (+RM6.9mil)
- **Operating expenses** was higher by RM114.8mil due to higher personnel cost, IT expenses and marketing expenses.
- **Pre-provision Operating Profit (PPOP)** grew by 12.9% y-o-y to RM1,181.4mil.
- **Net credit cost** was higher by RM53.1mil due to an absence of overlays write-back, offset by lower BAU ECL.
- **Net profit after tax** grew by 8.7% y-o-y mainly driven by higher revenue growth.

Balance Sheet	Dec 24 RM bil	Mar 25 RM bil	Q-o-Q Change	
			RM bil	%
<b>Total Assets</b>	<b>81.4</b>	<b>85.2</b>	<b>3.8</b>	<b>4.7%</b>
Treasury Assets*	15.0	15.7	0.7	4.5%
Gross Loans	61.0	62.4	1.5	2.4%
Net Loans	59.9	61.4	1.5	2.5%
Customer Deposits	61.7	65.8	4.2	6.8%
Total Available Funds <sup>+</sup>	67.9	71.9	4.0	5.9%
CASA Deposits	24.3	27.0	2.7	11.1%
<b>Shareholders' Funds</b>	<b>7.4</b>	<b>7.7</b>	<b>0.2</b>	<b>3.3%</b>
Gross Loans Growth (y-o-y)	14.2%	12.0%		
Net Loans Growth (y-o-y)	14.5%	12.2%		
Customer Deposits Growth (y-o-y)	13.3%	14.7%		
Total Available Funds <sup>+</sup> Growth (y-o-y)	14.0%	14.7%		
CASA Deposits Growth (y-o-y)	(1.0%)	13.1%		

Notes:

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

<sup>+</sup> 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)

- **Gross loans** grew by 2.4% q-o-q:
  - **SME loans:** +2.1% q-o-q mainly from Term Loans;
  - **Commercial loans:** +4.1% q-o-q mainly due to higher drawdown from several accounts;
  - **Corporate loans:** +2.4% q-o-q mainly due to higher drawdown from several accounts;
  - **Consumer loans:** +2.1% q-o-q mainly from Classic Mortgage (+3.5%) and Share Margin Financing (+2.1%).
- **Treasury assets:** +4.5% q-o-q mainly from higher FVOCI & AMC portfolio.
- **Customer deposits** increased by 6.8% q-o-q:
  - FDs up RM3.2bil or 9.7% q-o-q, and
  - CASA up RM2.7bil or 11.1% q-o-q, while
  - Money market deposits reduced RM1.5bil or 37.4% q-o-q.

Balance Sheet	Mar 24 RM bil	Mar 25 RM bil	Y-o-Y Change	
			RM bil	%
<b>Total Assets</b>	<b>76.9</b>	<b>85.2</b>	<b>8.3</b>	<b>10.7%</b>
Treasury Assets*	14.4	15.7	1.3	8.9%
Gross Loans	55.7	62.4	6.7	12.0%
Net Loans	54.7	61.4	6.7	12.2%
Customer Deposits	57.4	65.8	8.4	14.7%
Total Available Funds <sup>+</sup>	62.7	71.9	9.2	14.7%
CASA Deposits	23.9	27.0	3.1	13.1%
<b>Shareholders' Funds</b>	<b>7.2</b>	<b>7.7</b>	<b>0.5</b>	<b>6.9%</b>
Gross Loans Growth (y-o-y)	13.6%	12.0%		
Net Loans Growth (y-o-y)	14.2%	12.2%		
Customer Deposits Growth (y-o-y)	12.9%	14.7%		
Total Available Funds <sup>+</sup> Growth (y-o-y)	12.4%	14.7%		
CASA Deposits Growth (y-o-y)	12.1%	13.1%		

Notes:

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

<sup>+</sup> 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)

- **Gross loans** grew by 12.0% y-o-y:
  - **SME loans:** +10.6% y-o-y mainly from Term Loans;
  - **Commercial loans:** +15.8% y-o-y mainly due to higher drawdown from several accounts;
  - **Corporate loans:** +8.4% y-o-y due to higher drawdown from several accounts;
  - **Consumer loans:** +12.6% y-o-y mainly from Classic Mortgage (+17.3%), Share Margin Financing (+16.3%) and Personal Financing (+7.3%).
- **Treasury assets:** +8.9% y-o-y mainly from higher FVOCI & AMC portfolio.
- **Customer deposits** grew by 14.7% y-o-y:
  - FDs up RM6.0bil or 19.9% y-o-y, and
  - CASA up RM3.1bil or 13.1% y-o-y, while
  - Money market deposits reduced RM0.9bil or 25.5% y-o-y.

	Financial Ratios	4QFY24	3QFY25	4QFY25	FY24	FY25
Shareholder Value	Return on Equity	10.5%	10.3%	11.0%	10.2%	10.3%
	Earnings per Share	11.5sen	12.1sen	12.8sen	44.6sen	48.5sen
	Net Assets per Share	RM4.63	RM4.79	RM4.95	RM4.63	RM4.95
Efficiency	Net Interest Margin	2.45%	2.45%	2.43%	2.48%	2.45%
	Non-Interest Income Ratio	13.5%	11.9%	11.9%	14.9%	14.2%
	Cost to Income Ratio	48.3%	47.2%	51.6%	48.2%	48.0%
Balance Sheet Growth	Net Loans (RM bil)	54.7	59.9	61.4	54.7	61.4
	Customer Deposits (RM bil)	57.4	61.7	65.8	57.4	65.8
	Total Available Funds (RM bil)	62.7	67.9	71.9	62.7	71.9
Asset Quality	Net credit cost (basis points)	6.5	6.2	1.3	25.8	31.9
	Gross Impaired Loans Ratio	2.1%	2.0%	1.8%	2.1%	1.8%
	Net Impaired Loans Ratio	1.2%	1.1%	1.0%	1.2%	1.0%
	Loan Loss Coverage Ratio <sup>^</sup>	113.8%	110.9%	116.8%	113.8%	116.8%
Liquidity	CASA Ratio	41.6%	39.4%	41.0%	41.6%	41.0%
	Loan to Deposit Ratio	97.1%	98.9%	94.9%	97.1%	94.9%
	Loan to Fund Ratio	87.0%	88.4%	85.6%	87.0%	85.6%
	Liquidity Coverage Ratio	156.8%	152.1%	171.6%	156.8%	171.6%
	Net Stable Funding Ratio	113.7%	115.0%	117.9%	113.7%	117.9%
Capital	Common Equity Tier 1 Capital Ratio*	12.5%	12.4%	12.2%	12.5%	12.2%
	Tier 1 Capital Ratio*	13.2%	13.6%	13.4%	13.2%	13.4%
	Total Capital Ratio*	16.8%	17.0%	16.7%	16.8%	16.7%

*Note: ^ Loan Loss Coverage includes Regulatory Reserve provision [excluding Regulatory Reserve: 106.6% at 4QFY25 (vs. 103.6% at 3QFY25)]*

*\* Capital ratios without transitional arrangement*

# THANK YOU

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