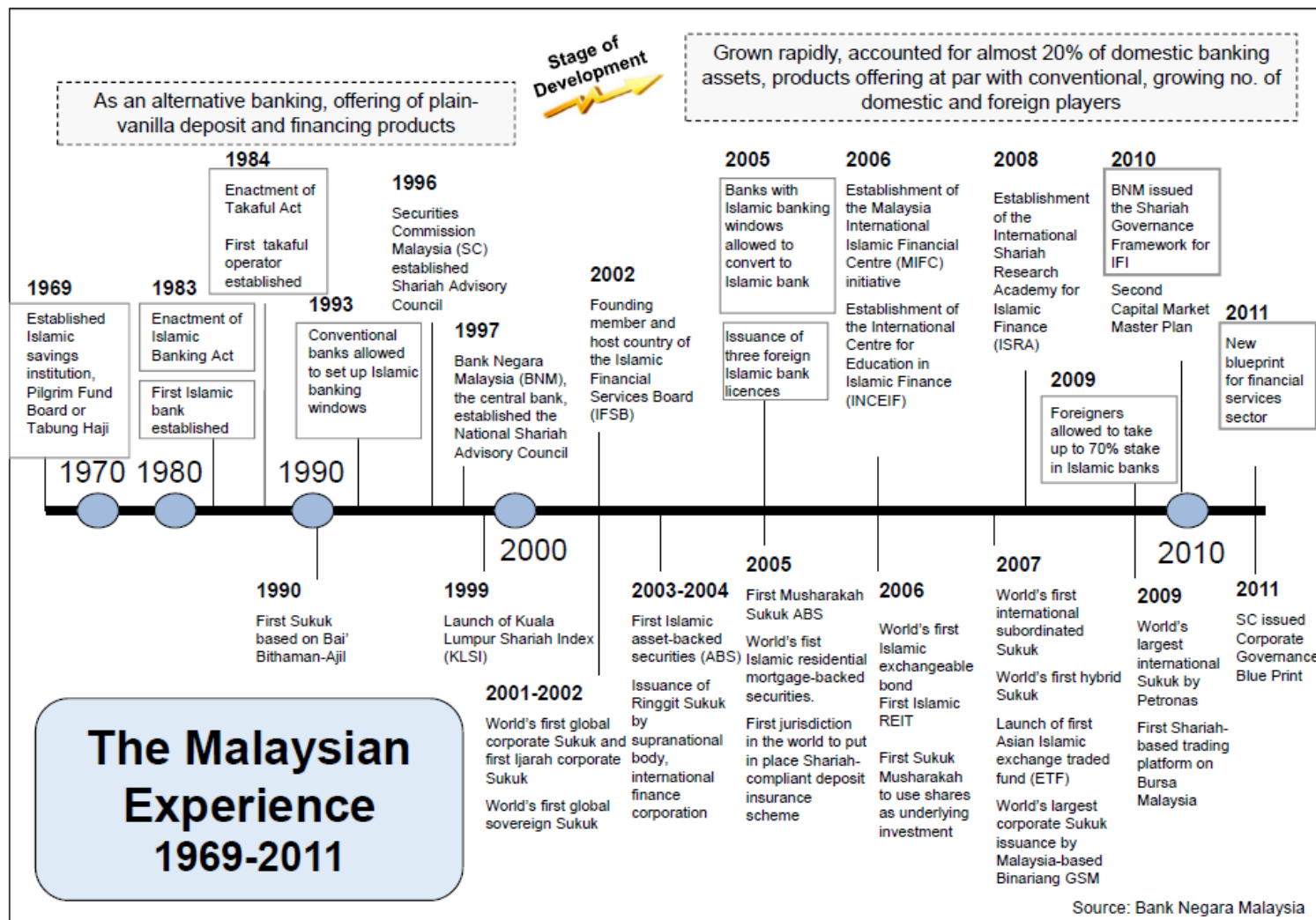


MALAYSIA – OUTLOOK OF ISLAMIC FINANCE INDUSTRY

Hizamuddin Jamalluddin
Group Chief Strategy Officer
BIMB Holdings Berhad

 **CIMB** EXPERTS SPEAKER ROADSHOW 2016
21 July 2016

BRIEF HISTORY



Islamic Financial Services Act 2013



DEVELOPMENT OF ISLAMIC FINANCE - MALAYSIA



MALAYSIA
WORLD'S ISLAMIC FINANCE
MARKETPLACE

Advancing in Islamic Financing – Well Developed Marketplace

- 2013 onwards
- Islamic Financial Services Act 2013 – Moving from “Credit Intermediary” to “Investment Intermediary”
- Marketplace for Global Linkages



MIFC
MALAYSIA INTERNATIONAL
ISLAMIC FINANCIAL CENTRE

Strategic Positioning & International Integration with Global Financial System.

- 2006 -2013
- Becoming hub of international Islamic finance

Institutional Building, Activity Generation & Market Vibrancy

- 1993-2005 (Deepening, Creating Critical Mass & Liberalisation)
- Ensuring greater access to Islamic finance

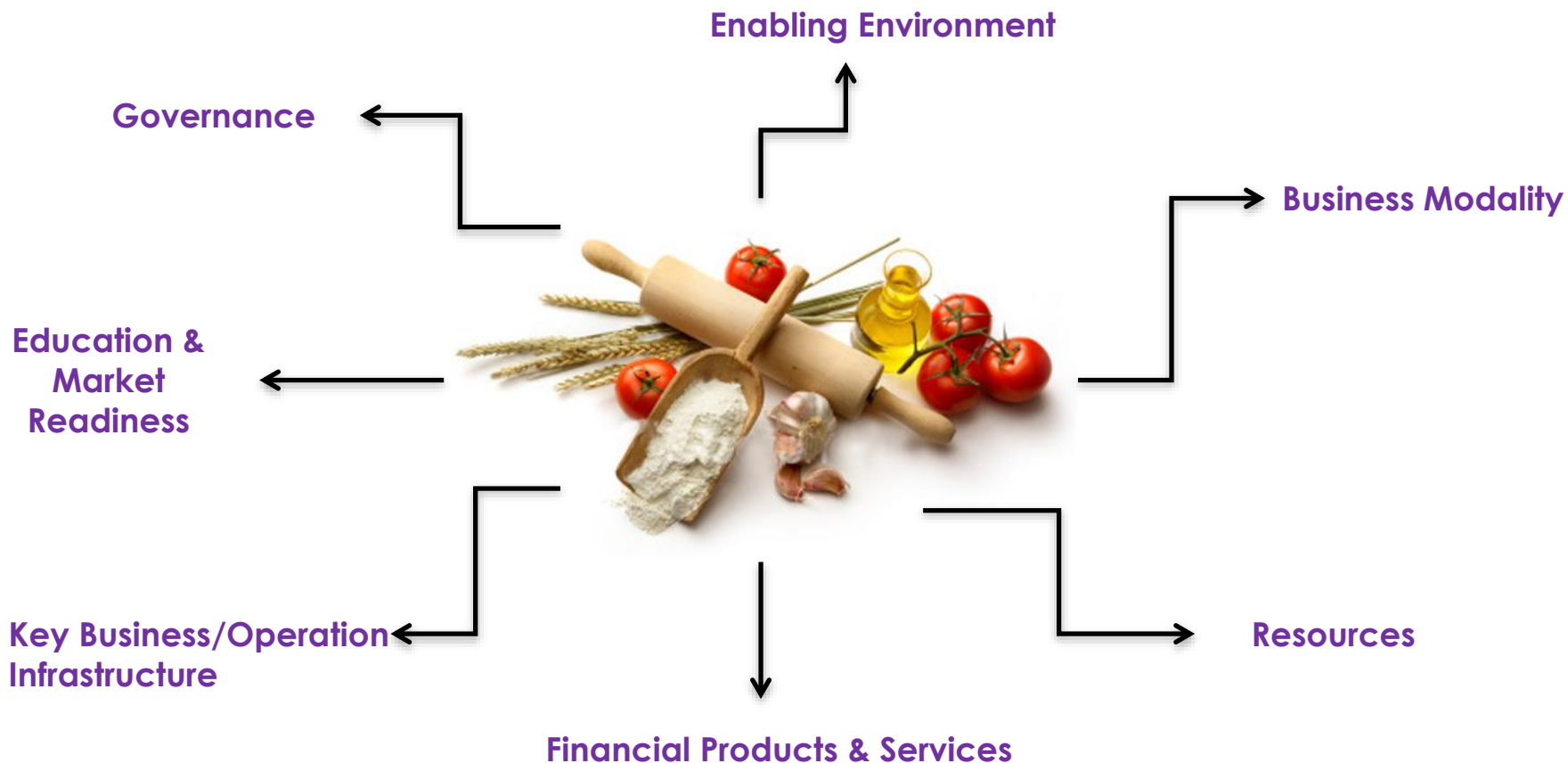


Instituting Foundation

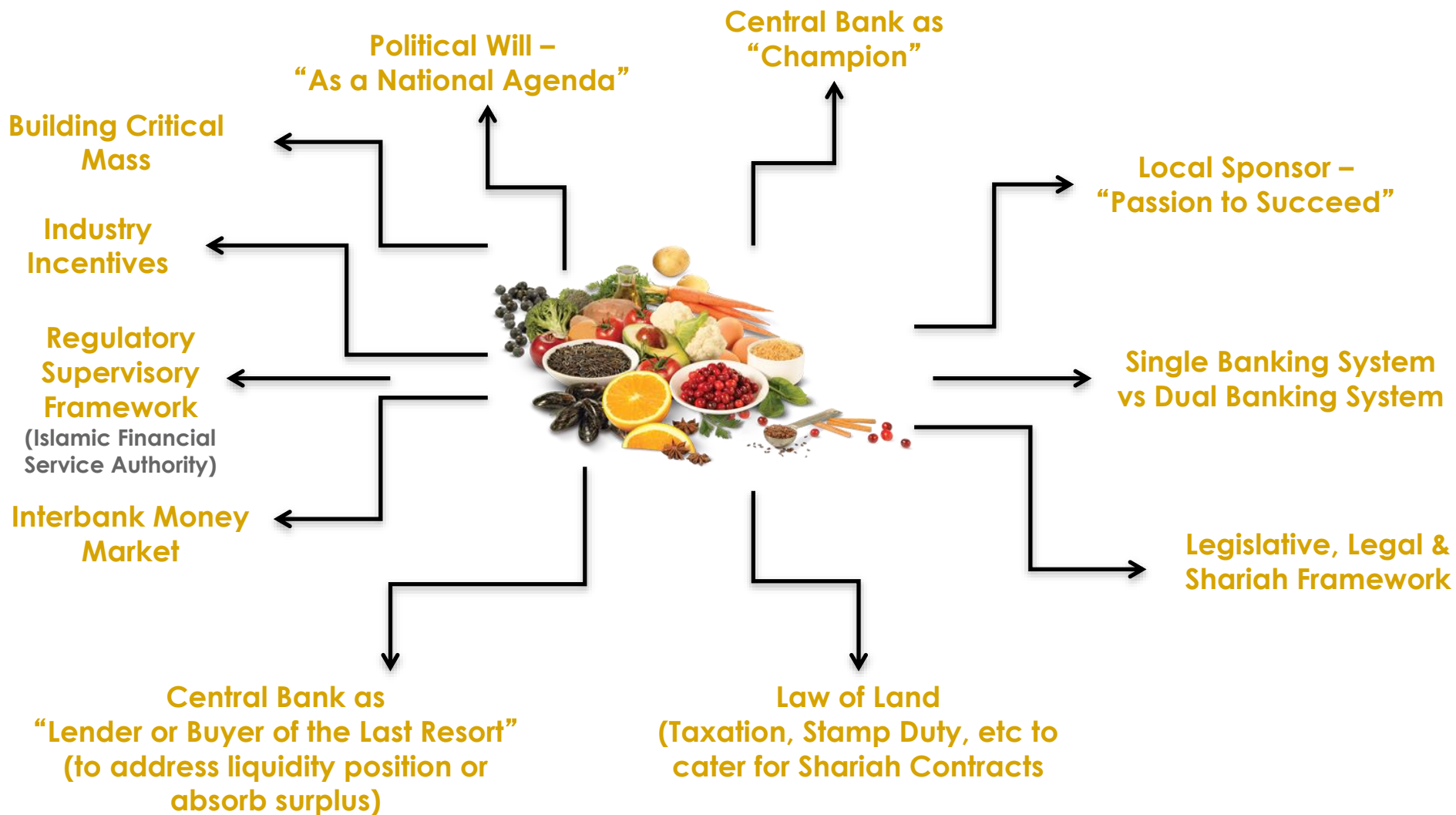
- 1970 – 1992 (Establishment of Enabling Infrastructure)
- Islamic Banking Act 1983 – Establishment of Bank Islam Malaysia Berhad
- Merely as an alternative to conventional banking



KEY SUCCESS INGREDIENTS



ENABLING ENVIRONMENT



ISLAMIC FINANCIAL SERVICES ACT 2013 – IN A NUTSHELL

**Forceful Governance /
Oversight Framework
(Board/SSC Composition &
Responsibilities)**

**Refined Ownership, Control
& Financial Group/ Holding
Company**

**Demands Strong Capital
Adequacy Ratio**

**Differentiates Deposit &
Investment Account**

**Takaful Framework –
Separation of Life &
General Takaful**

**Promotes Responsible Risk
Sharing Business Model**

**Greater Transparency in
Product Offerings &
Customers' Protection**

**Robust Risk Management
Capability & Capacity**

**More Extensive & Intrusive
Regulation**

FUNDING STRUCTURE OF ISLAMIC BANK – IFSA 2013

Deposits



- ✓ Current Account
- ✓ Savings Account
- ✓ Term Deposit

Investment Accounts



- ✓ Unrestricted Investment Account
- ✓ Restricted Investment Account

Shareholders' Funds



- ✓ Paid Up Capital
- ✓ Retained Earnings
- ✓ Others

NEW LOOK ON THE BALANCE SHEET – IFSA 2013

ASSETS	LIABILITIES
Cash & Short-term Funds	Deposits from Customers
Financial Assets (HFT, AFS, HTM) i.e. PDS	Investment Account of Customers (URIA/RIA) (Note X)
Financing (Consumer, Commercial & Corporate)	Deposit Placements of Banks & Financial Institutions
Investment in Subsidiaries	Zakat & Taxation
Other Assets	Other Liabilities
	Equity
Total Assets	Total Liabilities & Equity

Note X : Describes the funding structure i.e. URIA or RIA, the amount of funds applied to different Shariah contracts, and the underlying assets supporting the fund.
As RIA is off balance sheet, the information presented is for disclosure purposes.

MALAYSIAN ISLAMIC FINANCE INDUSTRY AS AT DEC 2015

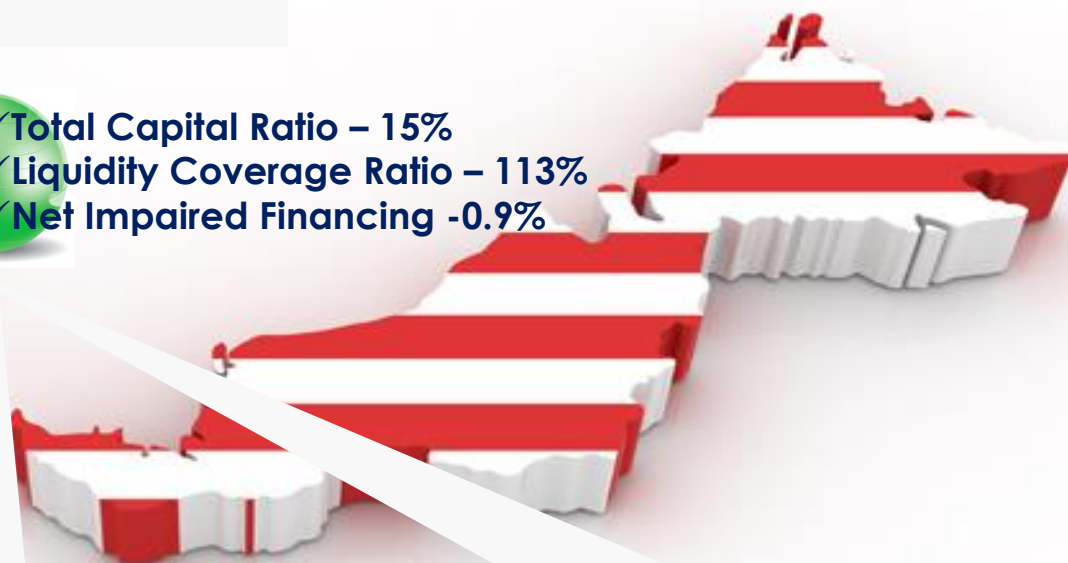
Assets

- ✓ **26.8%** of total banking system
- ✓ Total Islamic banking asset : RM537 bil
- ✓ **CAGR 2011-2015 of 13%**

... Islamic financing is expected to account for **40 per cent of total financing in 2020**



- ✓ **Total Capital Ratio – 15%**
- ✓ **Liquidity Coverage Ratio – 113%**
- ✓ **Net Impaired Financing -0.9%**



Financing

- ✓ Market share – **31.2%**
- ✓ Total financing: RM411 bil
- ✓ **CAGR 2011-2015 of 15.2%**

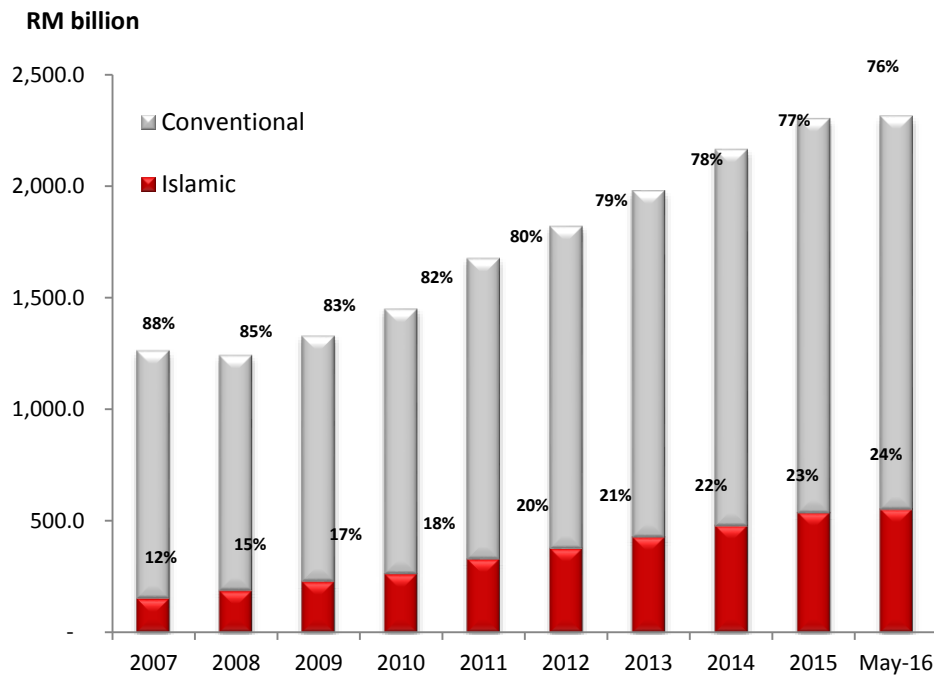
Liabilities /Deposits

- ✓ Market share – **30.4%**
- ✓ Total deposits : RM404 bil
- ✓ Total Investment Account: RM47 bil
- ✓ Overall : RM451 bil
- ✓ **CAGR 2011-2015 of 14.1%**

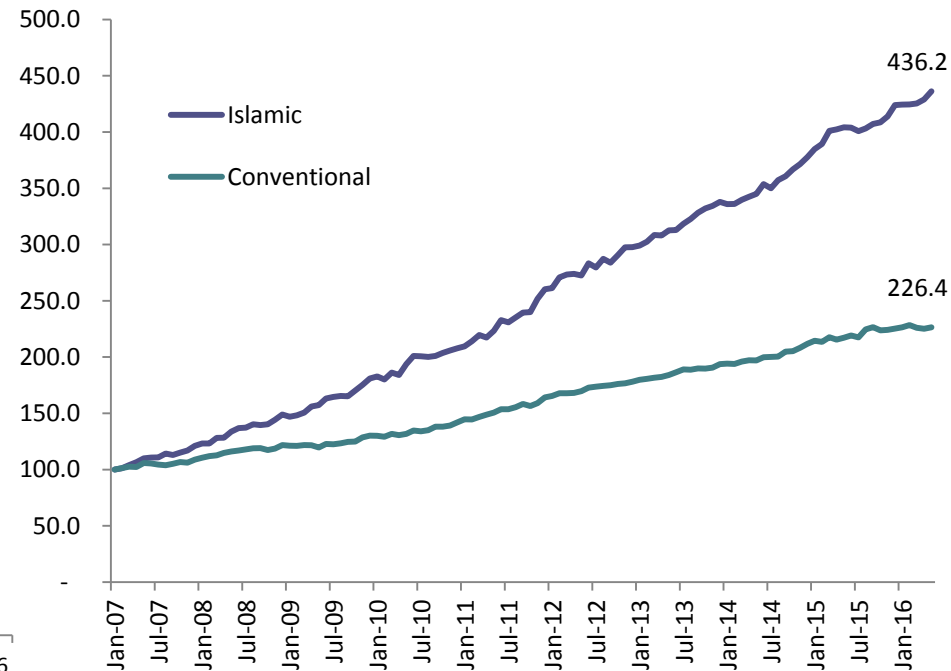
ASSETS

Islamic banking assets grew by an average 14.4% in 2015 to RM535 bn from 13.2% in the previous year. In 2016 and 2017, we expect it to moderate to around **8% to 9%** in tandem with the current economic challenges and a bigger balance sheet size.

Islamic banking assets



Islamic banking assets (Jan 07 = 100)



Sources: CEIC & Bank Islam

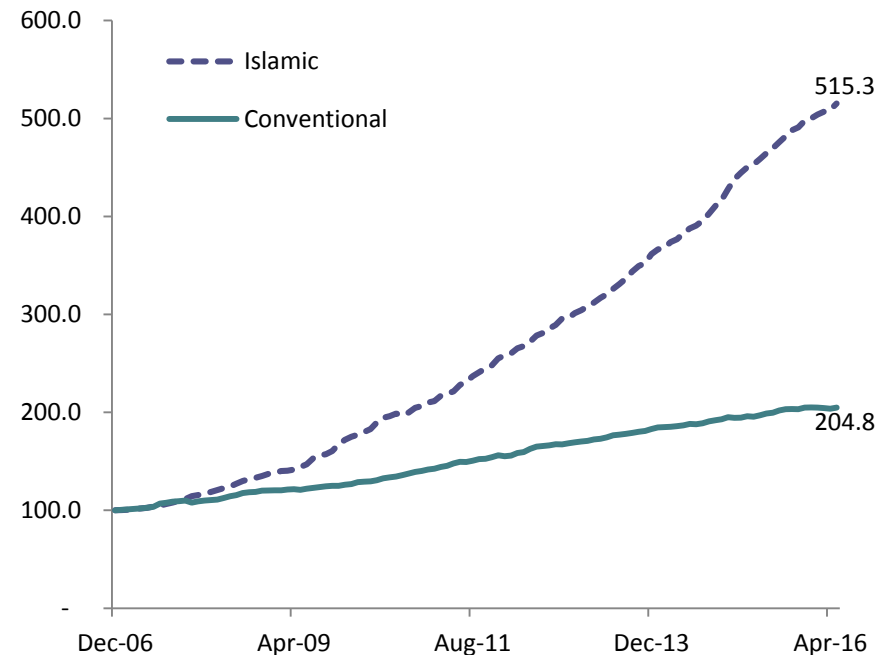
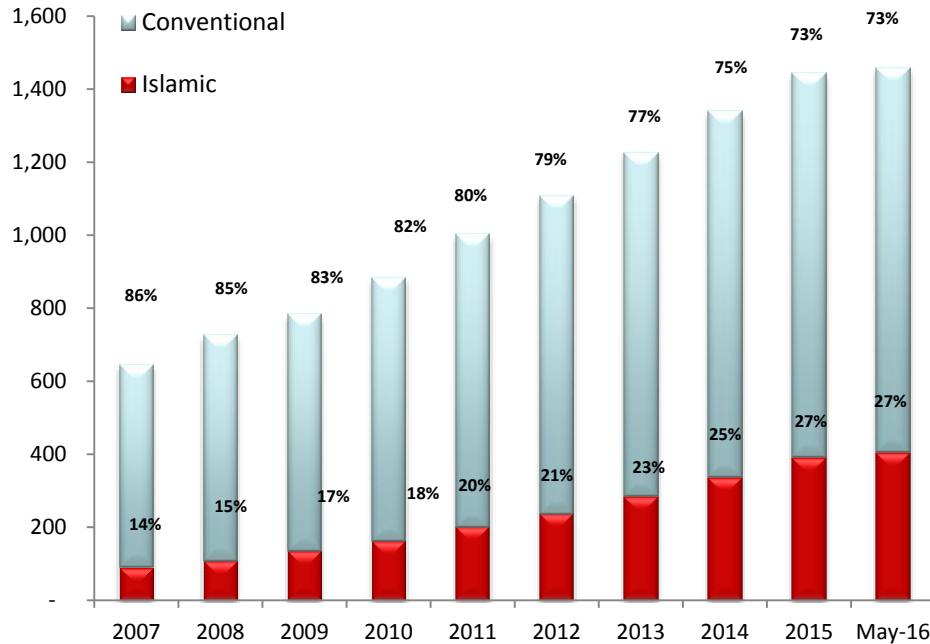
FINANCING

Islamic banking financing assets grew by an average 19.5% in 2015 to RM391 bn from 18.2% in the previous year. In 2016 and 2017, we expect it to moderate to around **14% to 15%** notwithstanding continuous cannibalisation of existing conventional assets

Islamic banking financing assets

Islamic banking financing assets (Jan07 = 100)

RM billion



Sources: CEIC & Bank Islam

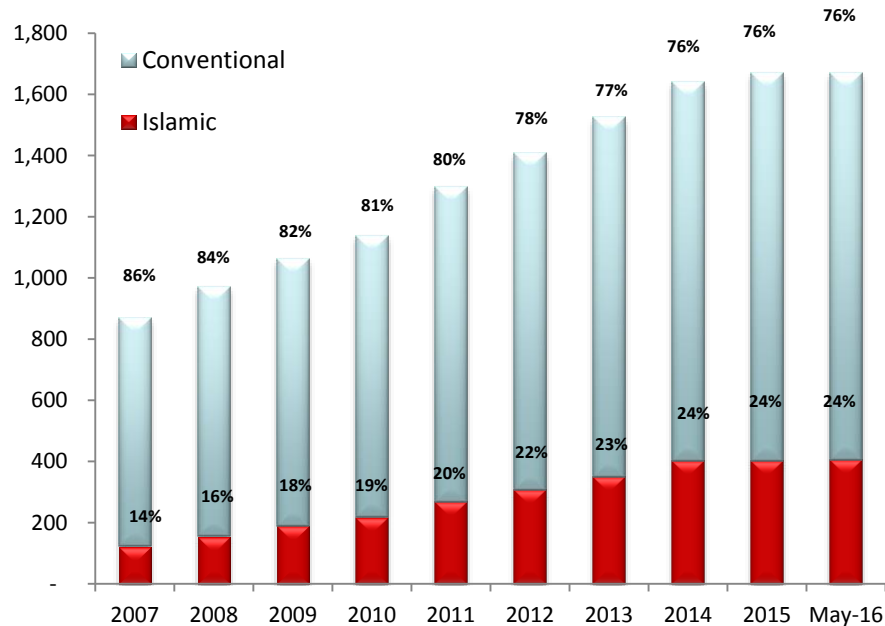
DEPOSITS

Islamic banking deposits grew by an average 11.6% in 2015 to RM403 bn from 14.2% in the previous year. In 2016, we expect it to register a flat growth of **0.5% before turning around to 6%** in 2017 taking into account stringent compliance with Shariah Contract Based Regulatory Framework

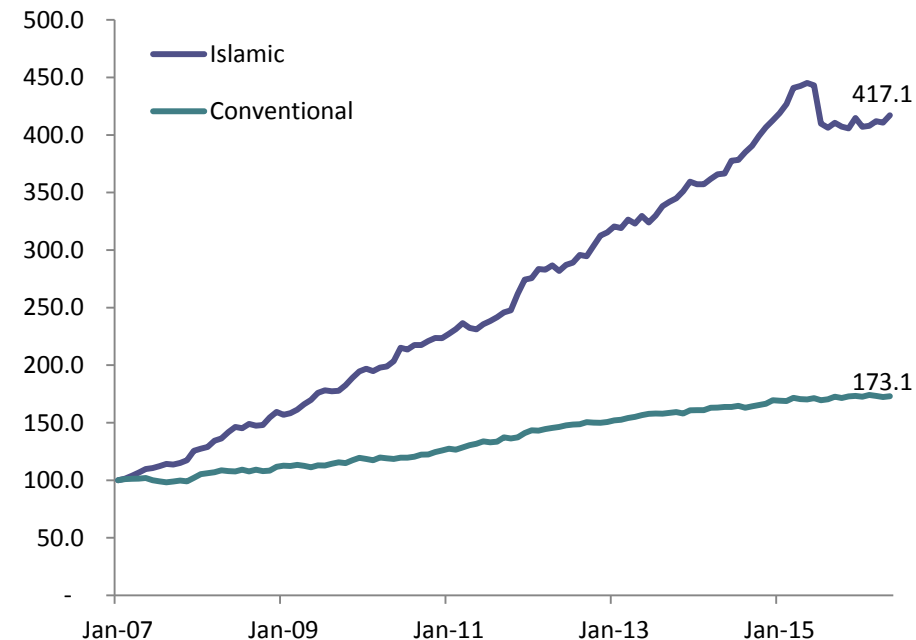
Islamic banking deposits

Islamic banking deposits (Jan 07 = 100)

RM billion

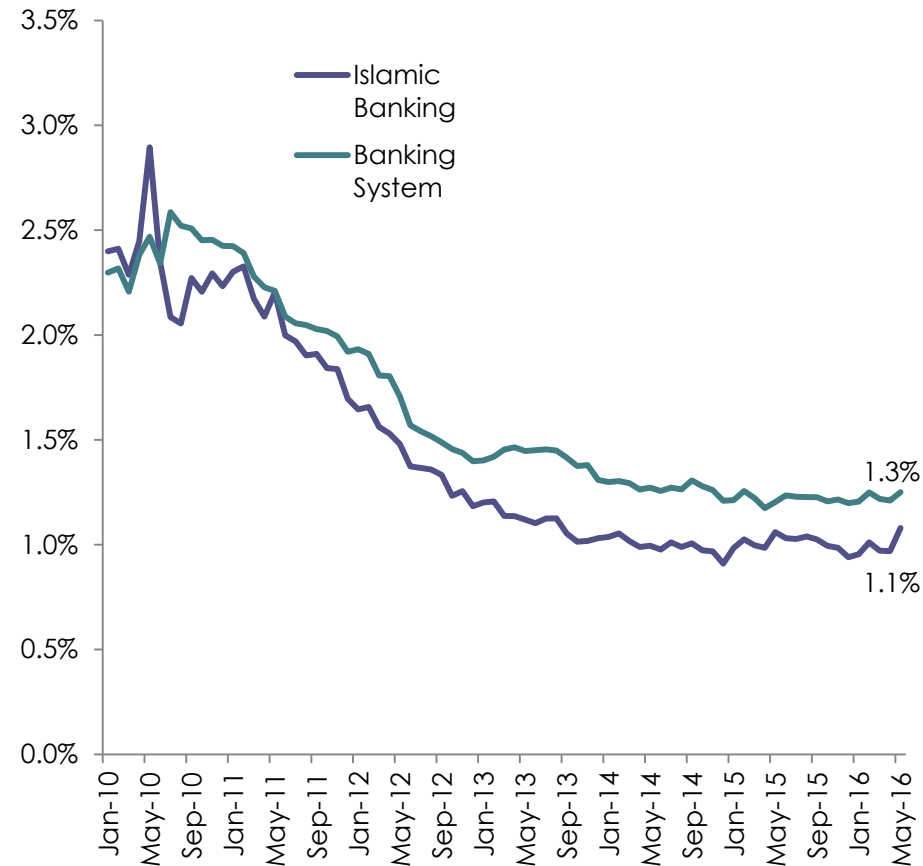
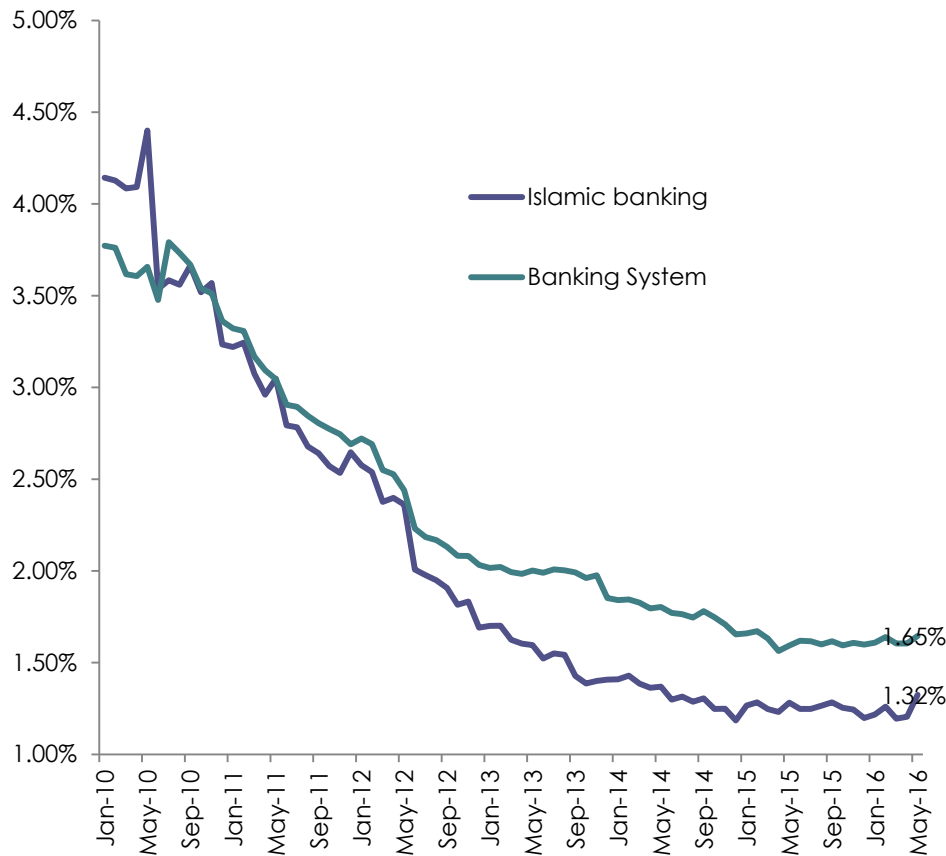


Sources: CEIC & Bank Islam



ASSET QUALITY

Gross impairment ratio (%)



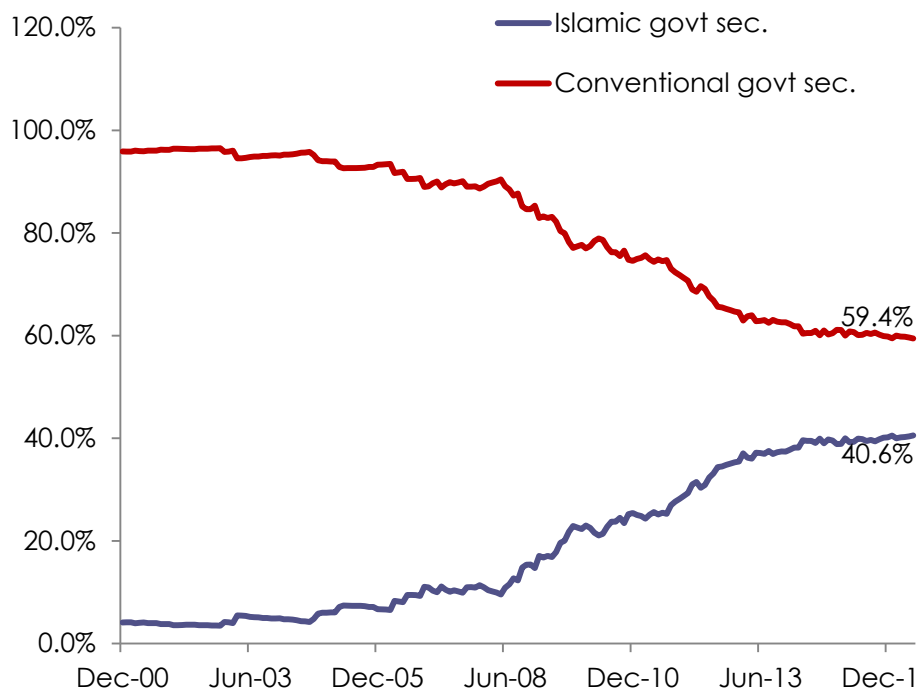
...expects to sustain existing healthy asset portfolio

Sources: BNM & CEIC

ISLAMIC CAPITAL MARKETS

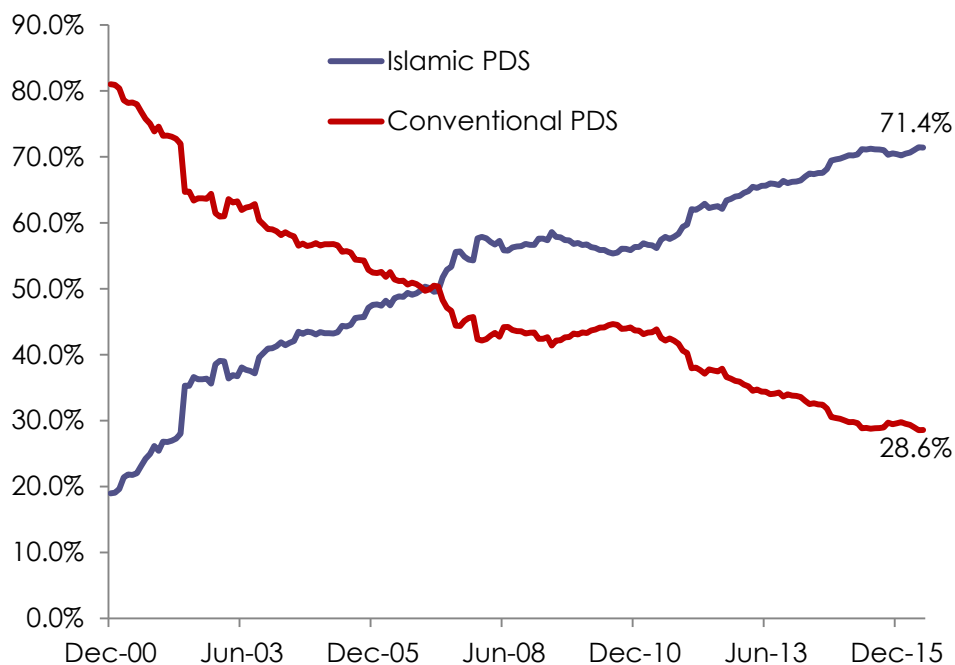
More than two-thirds of PDS outstanding are emanated from Sukuk. However, conventional government securities are predominantly conventional based. But not for long.

Govt. Sec. % of total



Source: CEIC

PDS % of total



PROSPECTS FOR SUKUK / INFRASTRUCTURE PROJECT FINANCING

Projects awarded YTD in 2016

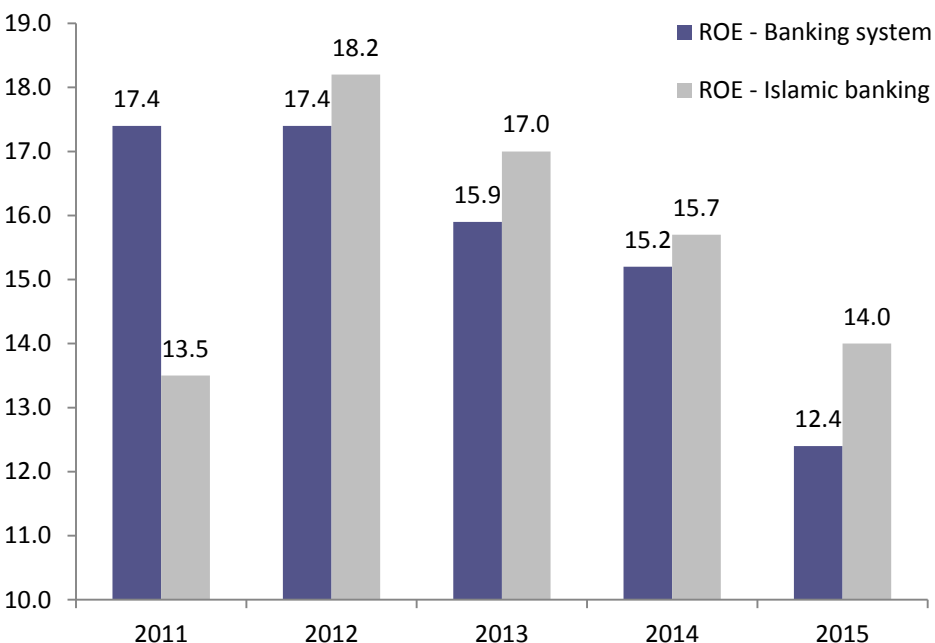
Award date	Project	Contractor	Value RM Mil
Klang Valley Mass Rapid Transit Line 2 (Sg Buloh-Serdang-Putrajaya Line)			
Apr-16	KVMRT Line 2 Package V201 (Sg Buloh-Persiaran Dagang)	Sunway Construction	1,213
Mar-16	KVMRT Line 2 Package V202 (Persiaran Dagang-Jinjang)	Ahmad Zaki	1,440
May-16	KVMRT Line 2 Package SY203 (electric trains and depot equipment)	HAP Consortium	1,620
Mar-16	KVMRT Line 2 Package SBG201 (box girders for V201-V205)	SPC Industries Sdn Bhd	199
Mar-16	KVMRT Line 2 Package SBG202 (box girders for V206-V210)	Acre Works Sdn Bhd	170
Mar-16	KVMRT Line 2 Underground Work Package	MMC-Gamuda	15,470
May-16	KVMRT Line 2 Package SY201 (signal and train control system)	Bombardier-Global Rail	458
May-16	KVMRT Line 2 Package V210 (Persiaran APEC-Putrajaya Sentral)	MRCB	648
May-16	KVMRT Line 2 Package V203 (Jinjang-Jln Ipoh)	IJM Corp	1,470
May-16	Package DPT 203: Serdang depot	TSR Capital	90
Sub total			22,778
Pan-Borneo Highway, Sarawak			
Mar-16	PBH Phase 1: Serian Roundabout-Pantu Junction	Kimlun-Zecon	1,461
Mar-16	PBH Phase 1: Bintangor-Julau-Sibu Airport-Sg Kua Bridge (Batang Rajang Bridge)	Hock Seng Lee-Dhaya Maju Infra	1710
Sub total			3,171
Other projects			
Mar-16	KVMRT SBK Line (Pasar Seni LRT link)	TRC Synergy	104
Mar-16	Kuching City Central Wastewater Mgmt Syste Package 2	Hock Seng Lee	750
Mar-16	KVMRT SBK Line (MRT feeder buse depot at Kajang)	Potensi Cekal Sdn Bhd	63
Feb-16	Samalaju-2 Substation Establishment Project in Samalaju, Bintulu	Hock Seng Lee-Larsen & Tourbro	281
Jun-16	Lebuhraya Persisiran Pantai Barat (Teluk Intan - kg Lekir in perak)	WZ Satu	43
Jun-16	Oxley Rising Sdn Bhd - mixed commercial building at Lot 99 Jln Ampang	Econpile Holdings	208
Jun-16	Piping Erection Subcontract Package	WZ Satu	19
May-16	Road, Drainage, Culvert and Duct Bank Works Package at Rapid Project	Mitrajaya Holding	52
May-16	PETRONAS Refinery and Petrochemical Intergrated Development Project (RAPID)	Barakah Offshore	84
Sub total			1604
Others			2,081
Grand total			29,634

Source: Affin Hwang Investment Bank Bhd

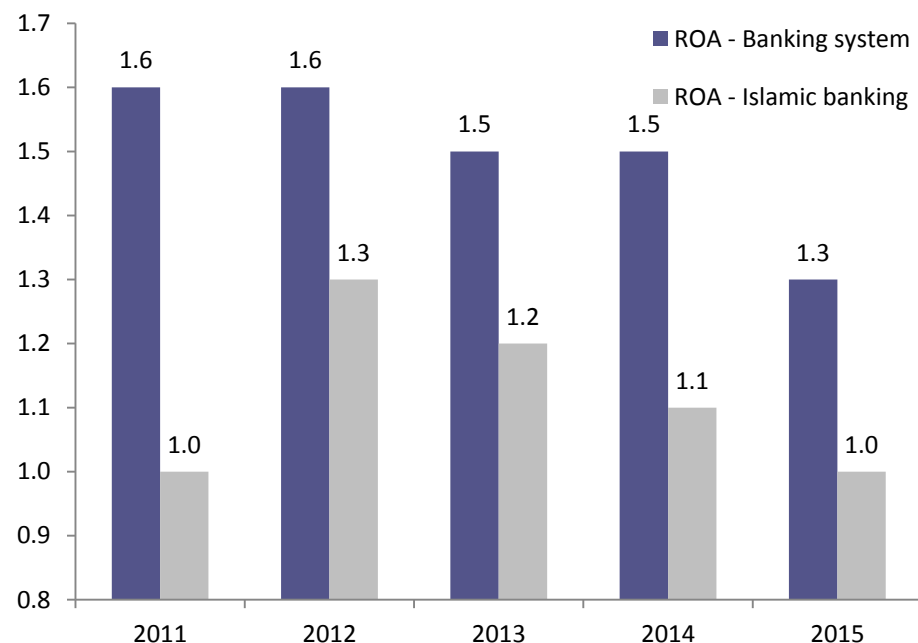
FINANCIAL PERFORMANCE

Islamic banks registered higher ROE but lower ROA relative to conventional banks in 2015.

Return on equity (ROE)

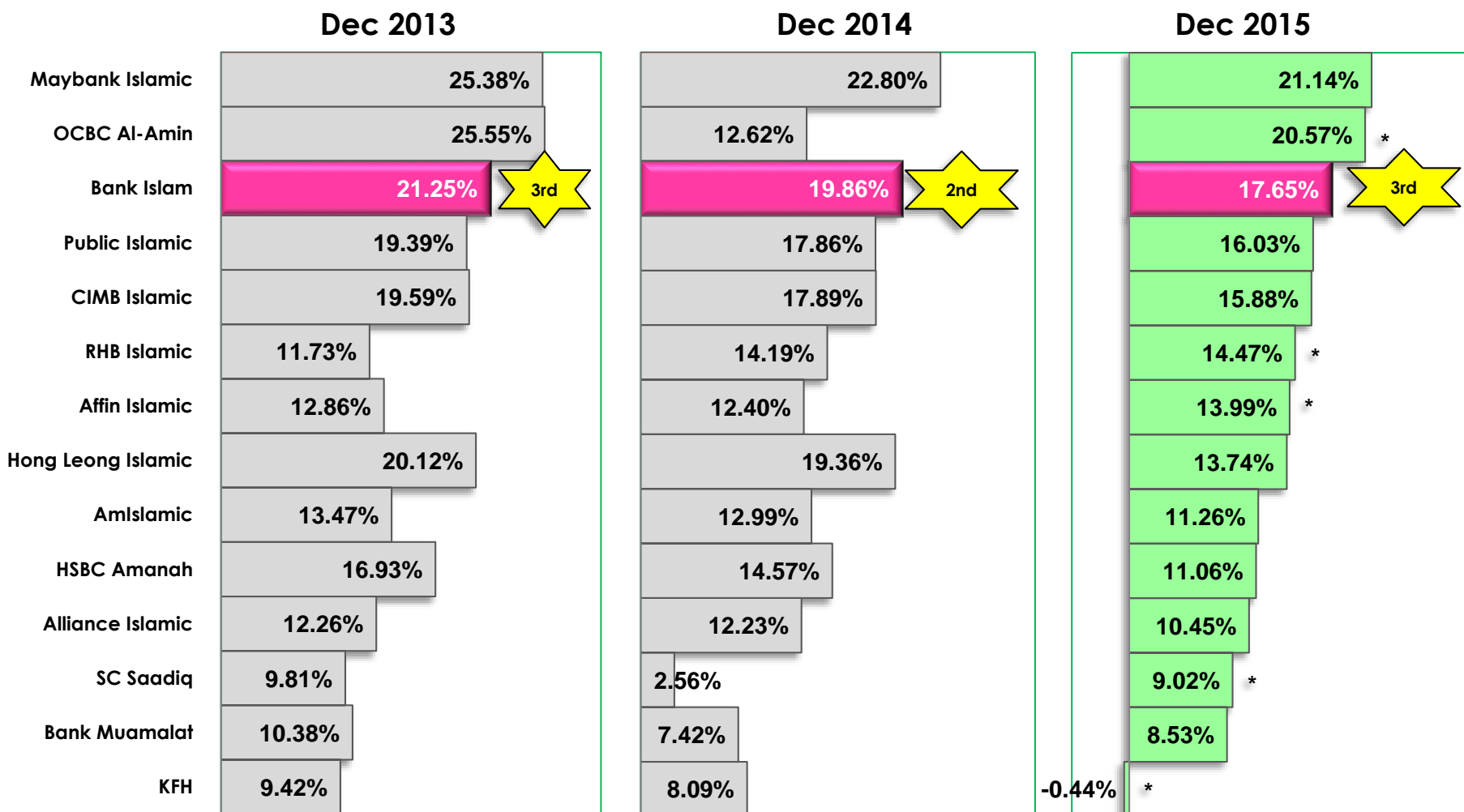


Return on asset (ROA)

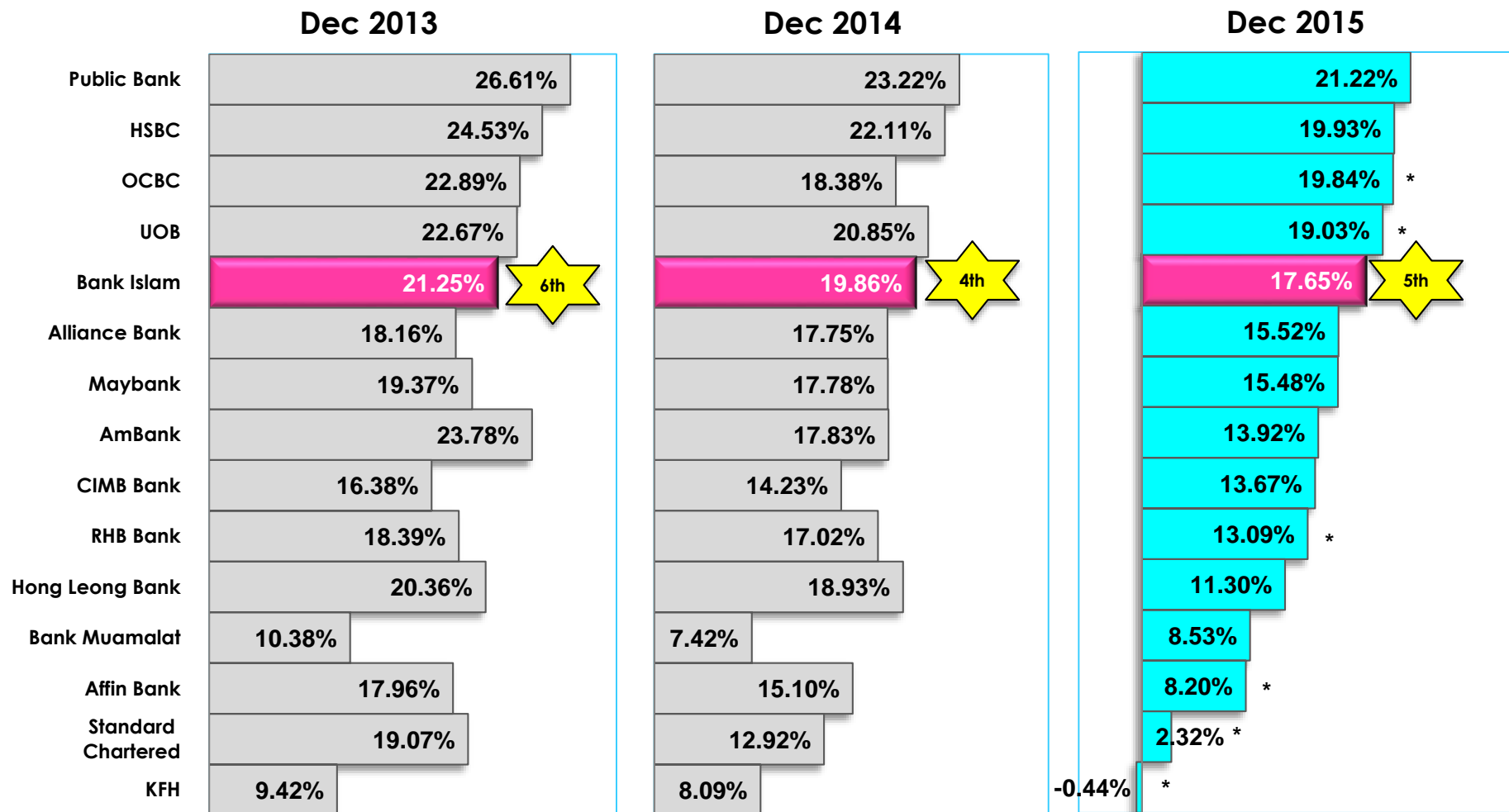


Source: Bank Negara Malaysia

RETURN ON EQUITY – ISLAMIC BANKS

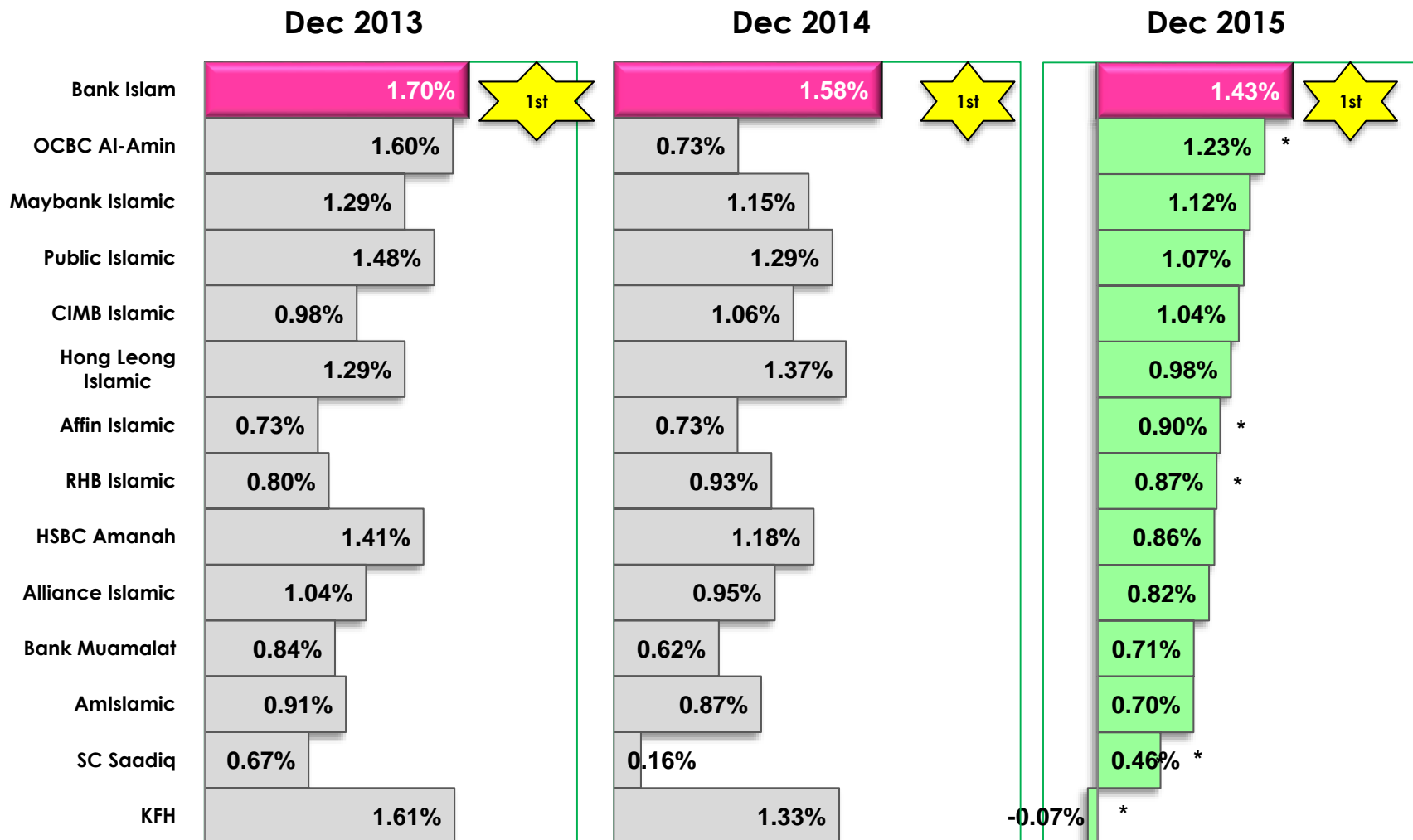


RETURN ON EQUITY – BANKING GROUP



The above are based on the respective financial institution's latest financial statements
* Position as at September 2015

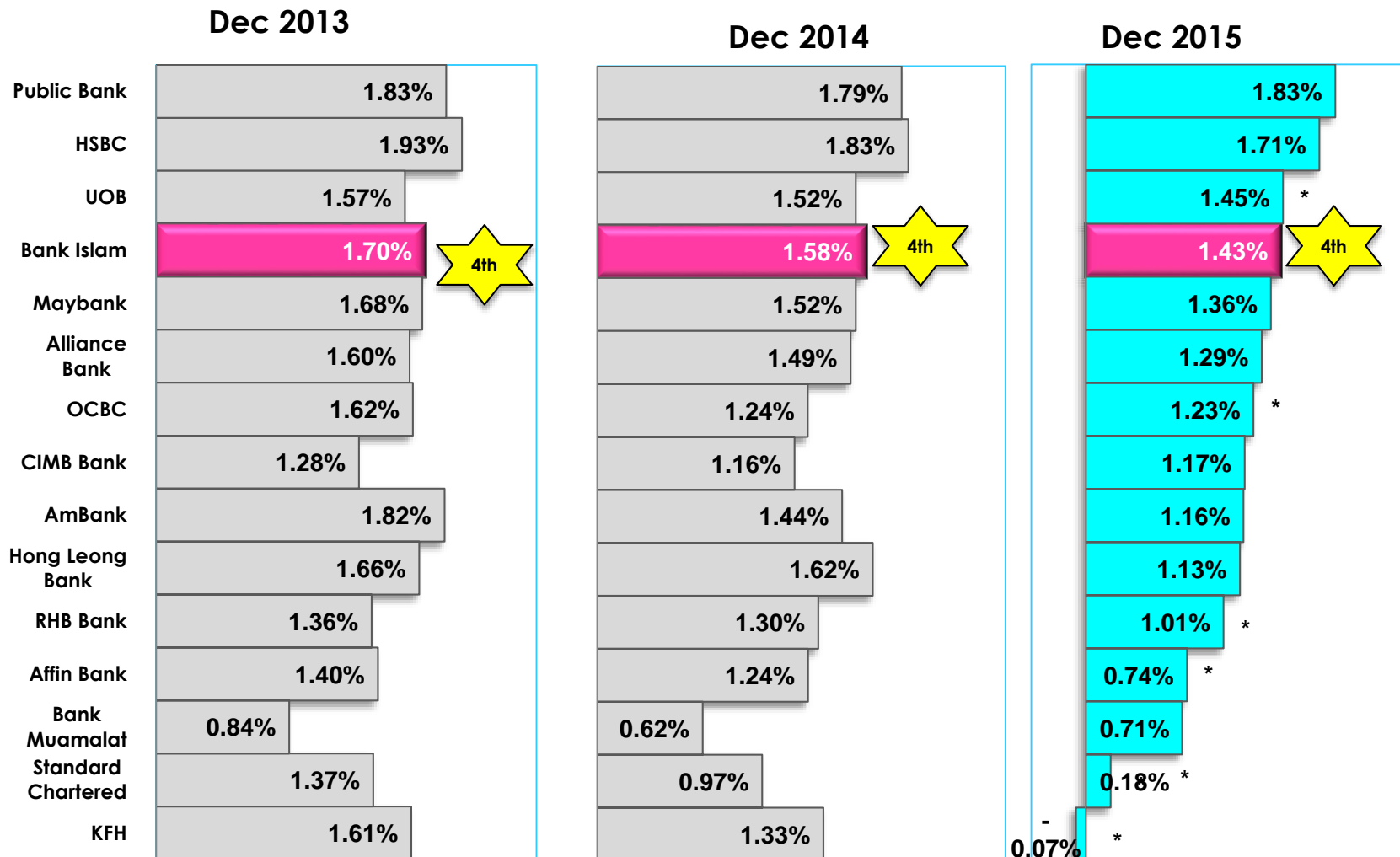
RETURN ON ASSETS – ISLAMIC BANKS



The above are based on the respective financial institution's latest financial statements

* Position as at September 2015

RETURN ON ASSETS – BANKING GROUP



The above are based on the respective financial institution's latest financial statements

* Position as at September 2015

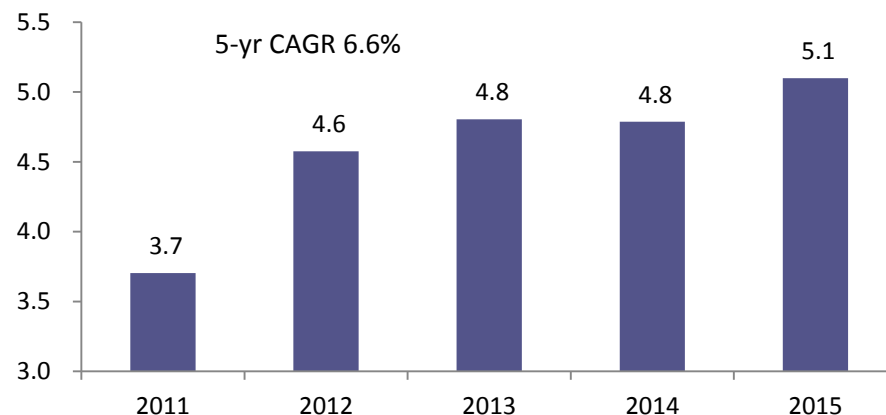
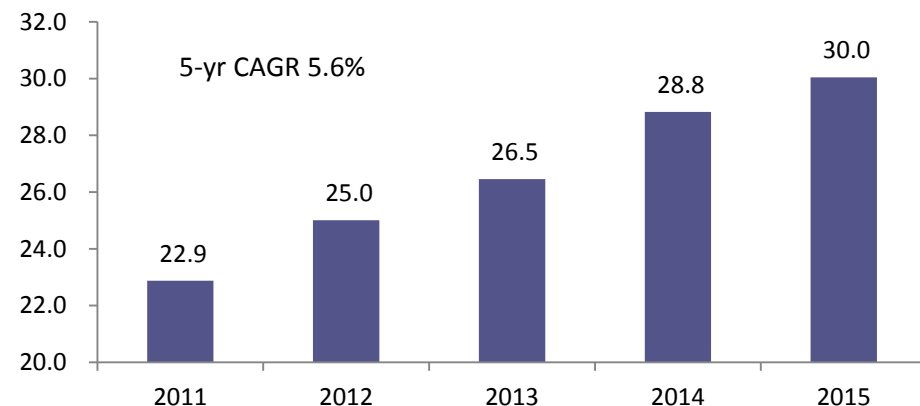
TAKAFUL SECTOR

Takaful Sector	RM million (or otherwise stated)				
Takaful Fund Assets	16,948.2	19,045.6	20,934.2	22,746.3	24,753.2
Family	14,377.2	16,289.8	17,952.2	19,619.3	21,434.8
General	2,570.9	2,755.9	2,982.0	3,127.0	3,318.4
% of insurance and takaful industry	8.8	9.0	9.0	9.1	9.4
Net Contributions Income	4,863.0	5,887.8	6,204.4	6,330.6	6,809.7
Family	3,703.6	4,574.8	4,803.9	4,787.2	5,098.4
General	1,159.4	1,313.0	1,400.5	1,543.4	1,711.3
% of insurance and takaful industry	13.0	14.3	14.1	12.5	12.9
Family Takaful					
New Business Contributions	2,695.1	3,474.5	3,563.5	3,500.3	3,638.4
General Takaful					
Gross Direct Contributions	1,599.1	1,737.6	1,908.8	2,163.7	2,295.9
Claims Ratio (%)	67.8	56.9	53.6	47.8	51.9

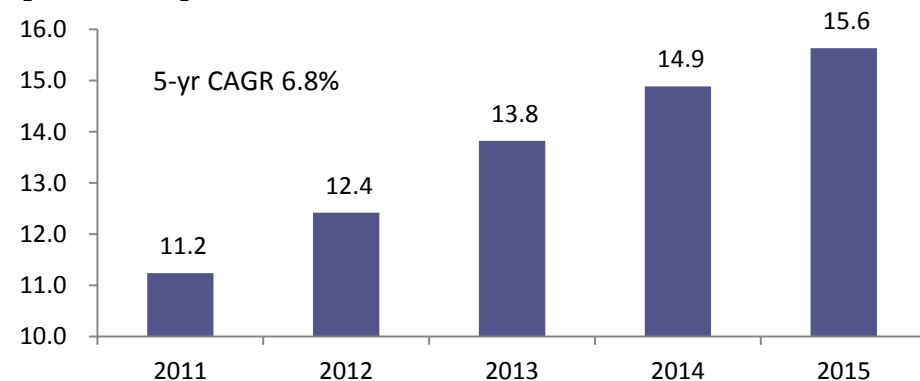
Sources: BNM Financial Stability Report 2015

INSURANCE & TAKAFUL INDUSTRY

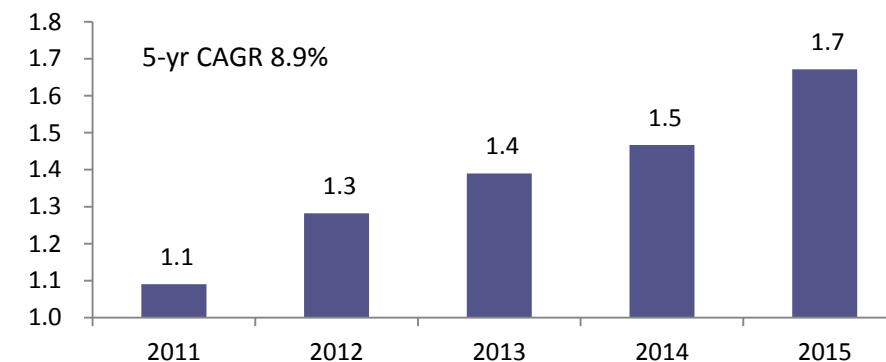
Life Insurance Net Premium (RM bn)



General Insurance Earned Premium (RM bn)






General Takaful Earned Contribution Income (RM bn)



Source: Financial Stability and Payment Systems Report 2015 (BNM)





FAMILY TAKAFUL

Gross Contributions (RM million)

Takaful Operator	Family Takaful Market Share					
	Jan - Dec 2015			Jan - Dec 2014		
	Gross Contribution	%	Ranking	Gross Contribution	%	Ranking
Syarikat Takaful Malaysia Bhd	822.7	23%	1	714.0	21%	1
Etiqa Takaful Berhad	734.7	20%	2	674.7	20%	2
Prudential BSN Takaful Berhad	530.6	15%	3	471.7	14%	3
Takaful Ikhlas Berhad	411.7	11%	4	350.0	10%	4
Sun Life Malaysia Takaful Berhad	368.3	10%	5	290.2	8%	5
AIA PUBLIC Takaful Berhad	271.4	8%	6	237.6	7%	6
Great Eastern Takaful Berhad	183.8	5%	7 	171.0	4%	8
HSBC Amanah Takaful (Malaysia) Berhad	110.1	3%	8 	162.7	4%	9
MAA Takaful Berhad	92.6	3%	9 	235.3	7%	7
Hong Leong MSIG Takaful Berhad	61.3	2%	10	66.1	2%	10
AmMetLife Takaful Berhad	51.2	1%	11	64.5	2%	11
Total	3,638.4	100%		3,437.8	100%	

GENERAL TAKAFUL

Gross Contributions (RM million)

Takaful Operator	General Takaful Market Share					
	Jan - Dec 2015			Jan - Dec 2014		
	Gross Contribution	%	Ranking	Gross Contribution	%	Ranking
Etiqa Takaful Berhad	1,108.4	48%	1	1,013.4	47%	1
Syarikat Takaful Malaysia Bhd	441.9	19%	2	416.1	20%	2
Takaful Ikhlas Berhad	289.9	13%	3 	252.2	12%	4
MAA Takaful Berhad	281.7	12%	4 	310.5	14%	3
Sun Life Malaysia Takaful Berhad	68.1	3%	5 	60.4	3%	6
HSBC Amanah Takaful (M) Berhad	54.9	2%	6 	60.7	3%	5
Hong Leong MSIG Takaful Berhad	42.9	2%	7	42.4	2%	7
Prudential BSN Takaful Berhad	8.1	0%	8	8.0	0%	8
Total	2,295.9	100%		2,163.7	100%	

PRESENTATION OUTLINE

STATING THE OBVIOUS

MACRO TRENDS

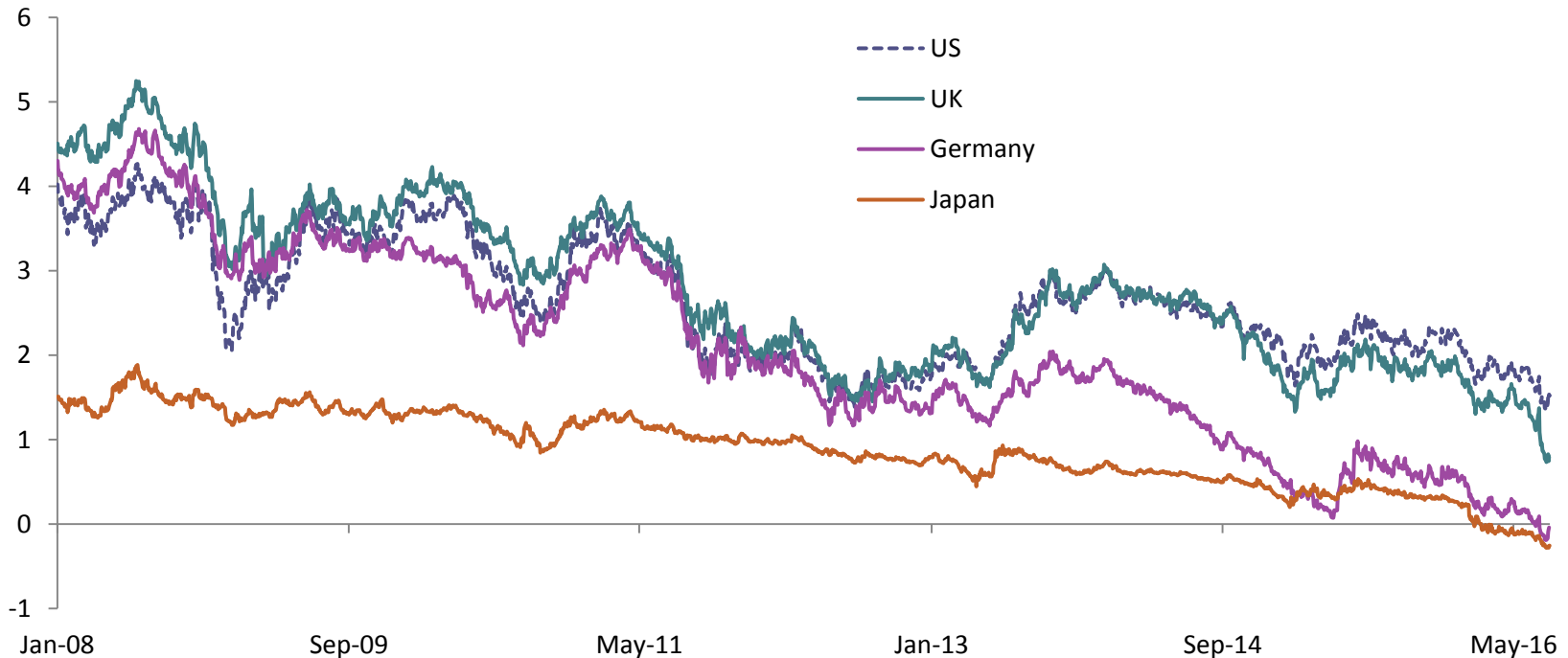
OUTLOOK

 **CIMB EXPERTS SPEAKER ROADSHOW 2016**

LONG TERM RATES

Long term rates are on declining trend. However, it does not signify lower risks as incidence of abrupt volatility has become the norm in today's market. Perhaps, a decline in risk-free rate suggests widening of risk premium.

10-year yields

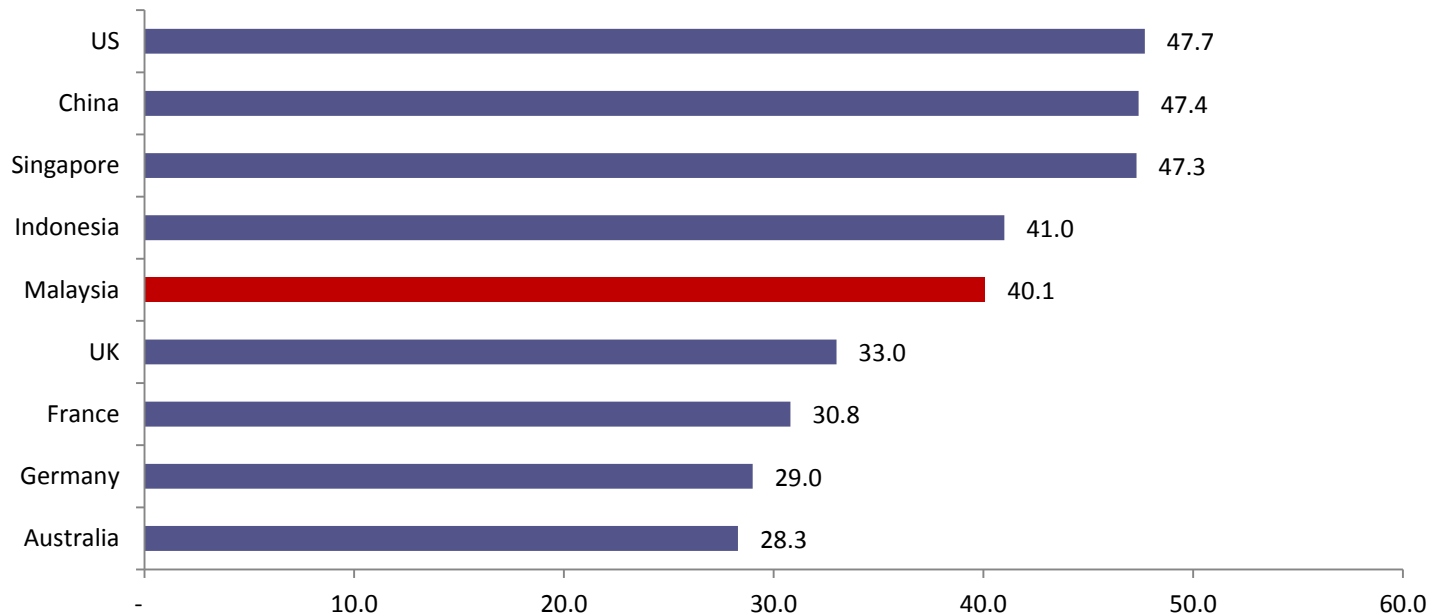


Source: Bloomberg

INCOME INEQUALITY

Income inequality is also widening as major economies including Malaysia showed Gini Coefficient of more than 40%. This is a major source of instability. Perhaps, Islamic finance can address this issue via inclusion in access to finance

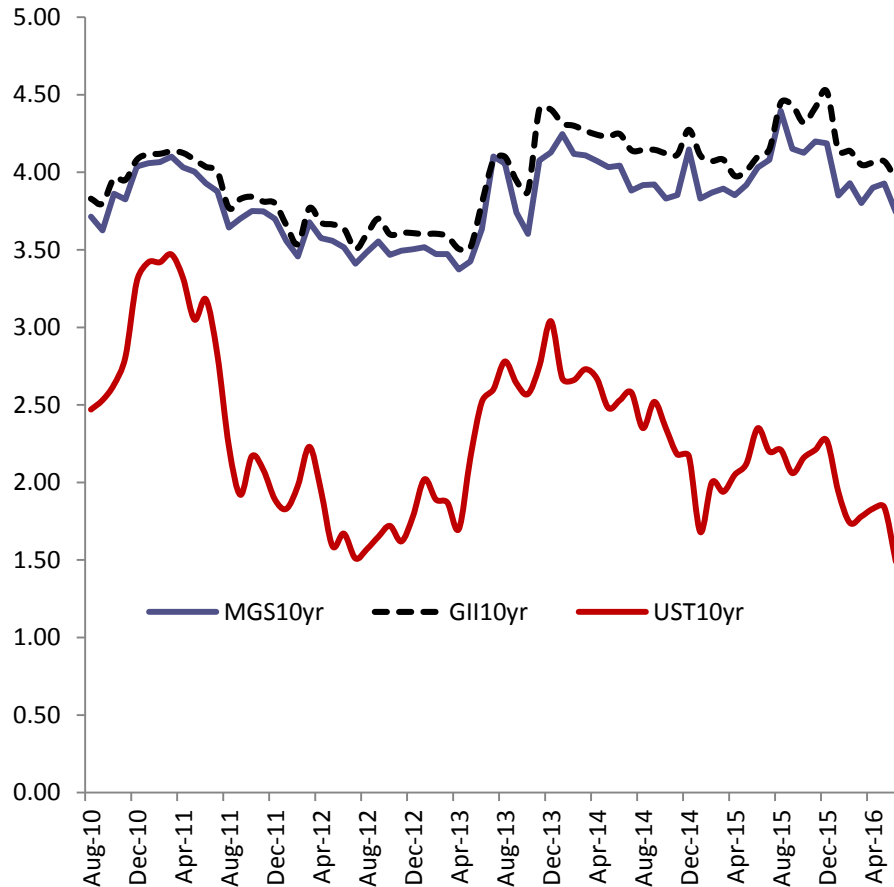
Gini Coefficient



Source: World Income Inequality Database (WIID)

SUKUK YIELD DETERMINATION

Bond yield



Source: CEIC

$$GII10_t = 0.68 + 0.88GII10_{t-1} + 0.32GII10_{t-2} - 0.11MGS10_{t-1} - 0.31MGS10_{t-2} + 0.31UST10_{t-1} - 0.06UST10_{t-2}$$

We use Vector Autoregressive (VAR) to model the 10-year GII yield.

The 10-year US Treasury yields are deemed to be a significant factor in influencing the movement in the 10-year GII yields

While significant, the 10-year UST yields is also positively related to the 10-year GII yields

SUKUK YIELD DETERMINATION - IMPLICATION

- Such findings are very much in tandem with studies done by INCEIF* (Fadhlee Awaluddin and Professor Mansur Masih) in 2015.
- Both researchers have found that GII and MGS yields are sensitive to any movement of US Treasury.
- Therefore, any changes in US monetary policy will have immediate implication to local yields including GII.
- Perhaps, by increasing the supply of GII would help to address this issue and provide a better pricing mechanism for Sukuk.

*Sukuk pricing dynamics – factors influencing yield curve of the Malaysian Sukuk (26th August 2015)

ECONOMIC CYCLE – REVELATION FROM SURAH YUSUF

Verse 47: Yusuf (Joseph) said: “For seven consecutive years, you shall sow as usual and that (the harvest) which you reap you shall leave in ears, (all) – except a little of it which you may eat.

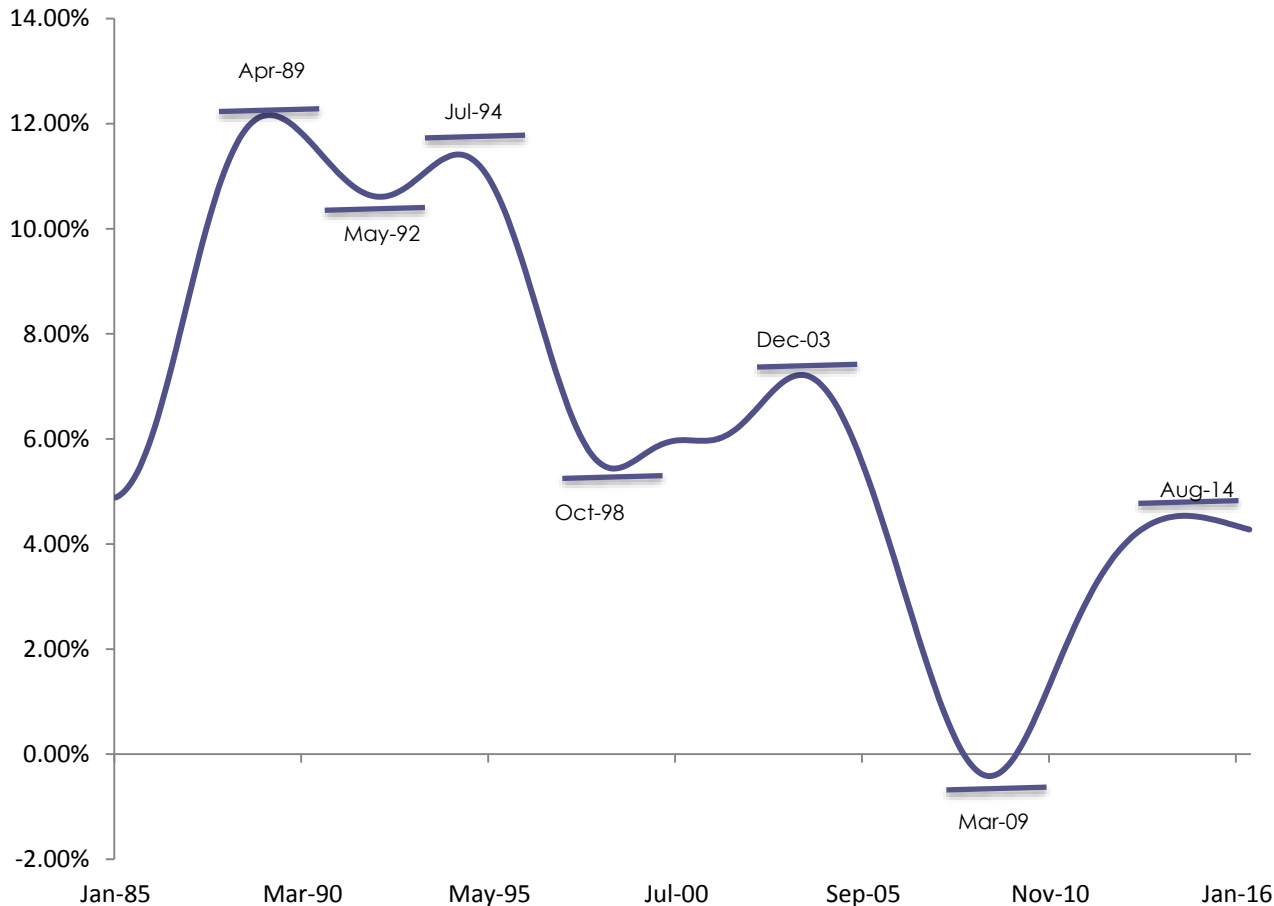
Verse 48: “Then will come after that, seven hard (years), which will devour what you have laid by in advance for them, (all) except a little of that which you have guarded (stored)

Verse 49: “Then thereafter will come a year in which people will have abundant rain and in which they will press (wine and oil)

**We should extract as much information
as we can from the Quran and Hadith**

ECONOMIC CYCLE – REVELATION FROM SURAH YUSUF

Economic cycle using IPI after seasonal adjustment & HP filter



Source: Bank Islam

Peak	Trough	Cycle	# of years
Apr-89	May-92	Down	3.13
Trough	Peak	Cycle	# of years
May-92	Jul-94	Up	2.20
Peak	Trough	Cycle	# of years
Jul-94	Oct-98	Down	4.31
Trough	Peak	Cycle	# of years
Oct-98	Dec-03	Up	5.24
Peak	Trough	Cycle	# of years
Dec-03	Mar-09	Down	5.33
Trough	Peak	Cycle	# of years
Mar-09	Aug-14	Up	5.50
Peak	Current	Cycle	# of years
Aug-14	May-16	Down	1.78

Up cycle: 2 to 6 yrs

Down cycle: 3 to 5 yrs

PRESENTATION OUTLINE

STATING THE OBVIOUS

MACRO TRENDS

OUTLOOK

MARKET ENVIRONMENT – BANKING INDUSTRY

Slowdown in Loan/Financing
Growth

Narrowing Net Income
Margin
(Margin Contraction)

Tight Liquidity Environment

Potential Upturn in Credit
Cost

FinTech & Digitalization

KEY CHALLENGES – BANKING INDUSTRY

Impact on MFRS 9 –
“Impairment”

Stringent Prudential
Standards (Capital
Adequacy, Liquidity,
Enhanced Standardised
Approach for Credit Risk
and etc)

Eased Consumer
Sentiment

Softening
Property Market

Incidental Costs from
Commodity Mudharabah
Transactions

Weak
Commodity Prices

Increased Consumer
Protection – Hinder Cross
Marketing Growth
Potentials

Inevitable Innovative
Technologies

War of Talent

GROWTH POTENTIALS – BANKING INDUSTRY

EPF Simpanan Shariah as
“A New Catalyst”

Investment Account
Platform
“ A New Marketplace”

Major Infra Projects Roll
Outs

Cross Border Transactions -
ASEAN Integrated Banking
Framework

Demand for Shariah
Compliant Stocks –
Conversion /
Cannibalisation

Corporate & Sovereign
Refinancing of Maturing
Sukuk

Continuous Demand from
Consumer Market
“Prohibition of Riba”

Ocean Blue – Wakaf
Development

Supportive Government
Policies & Incentives

MARKET ENVIRONMENT – TAKAFUL INDUSTRY

Takaful Fund Assets
: About RM24.7 bil (Dec 2015)
: 9.4% of insurance & takaful industry

Net Contribution Income
: About RM6.8 bil
: 12.9% of insurance & takaful industry

Double Digit 5-yr CAGR : 15%
(both, takaful fund assets & net contribution income)

Rapid Liberalisation
– 11 Takaful Operators

Stable Underwriting Margins, Sound Capital Buffers & Robust Underwriting Contracts

Aggressive Marketing & Intensified Competition

Diversified Distribution Channels to widen outreach

Claim Ratio for General Takaful : 51.9%

Stringent Regulatory Environment
(Risk-Based Capital for Takaful & Strengthened market conduct to protect consumer)

KEY CHALLENGES – TAKAFUL INDUSTRY

Economic Uncertainty –
Weak Consumer Sentiment

Intensified Competition
from Bank-backed
Insurance & Multinational
Players

Higher & More Stringent
Capital Requirements

Additional Cost from share
of losses arising from
Malaysian Motor Insurance
Pool

Slower Contribution from
Credit Coverage due to
Slower Demand for
Personal/House Financing
Portfolio

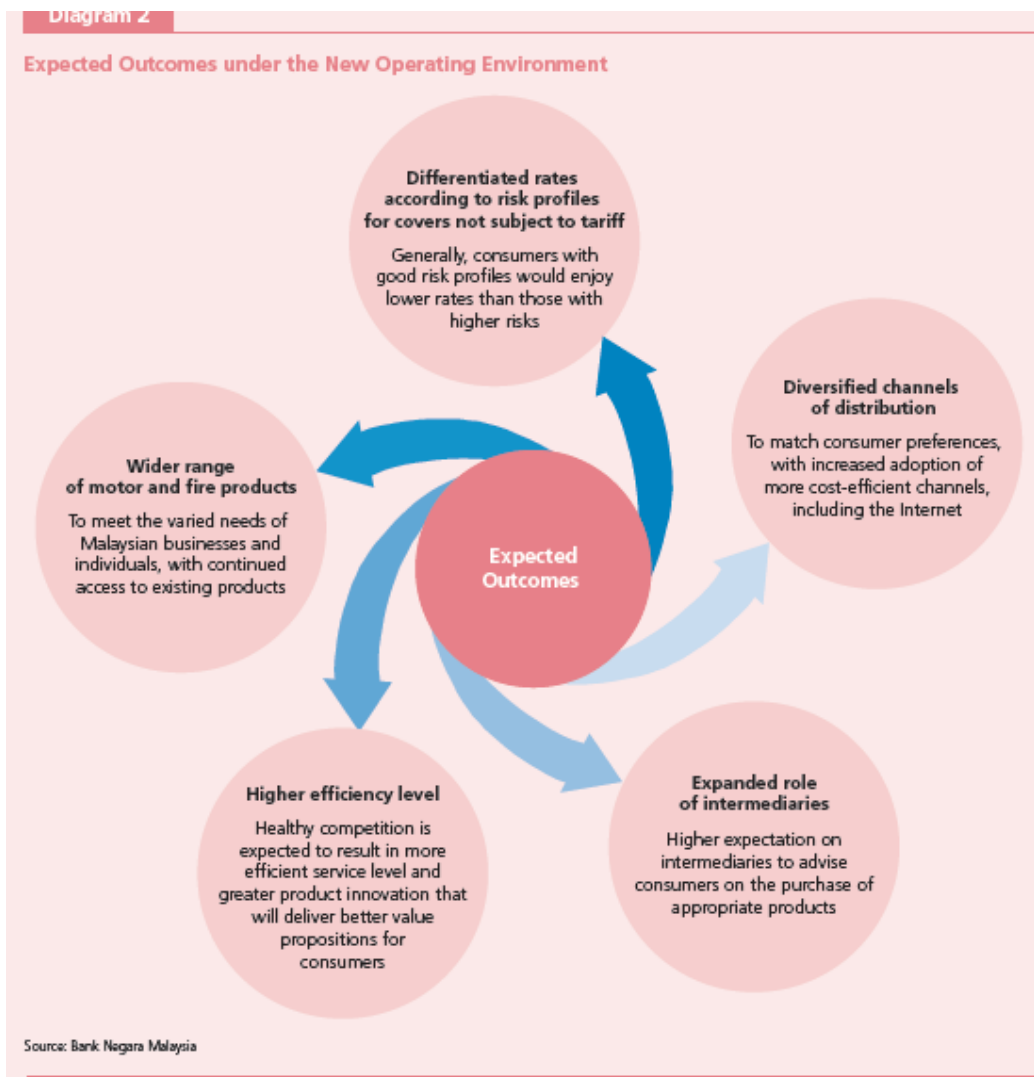
Possibility of Higher Claim
Ratio

Lower Returns from
Investment Portfolio

Continuous Investment in IT
Infrastructure

Distribution Coverage

NEW OPERATING ENVIRONMENT FOR TAKAFUL



Liberalisation of Motor & Fire Tariff



GROWTH POTENTIAL – TAKAFUL INDUSTRY

Underpenetrated Market

Uptrend Shift by Muslim Community
(from Conventional Insurance to Takaful)

Increasing Demand for Healthcare Coverage

Unique Selling Propositions
(the first Takaful operator to offer 15% Cash Back)

High Demand for Investment-link Products

Greater Consumer Awareness
(amid rising medical costs and living expenses)

On-Going Expansion of Multi-Channel Distribution Strategies

Strong Market Dynamics
- Urbanisation, Rising Disposable Income, Growing Middle Class

Expectation of Continuous Double Digit Growth

CONCLUSION – “SUSTAINABLE GROWTH MOMENTUM”

Revised Shariah Screening Methodology by SC – effective November 2013, two-tier approach will be used whether the listed company is deemed to be Shariah compliant based on activity and financial ratios.

Islamic Financial Services Act (2013) – distinguishes investment account from Islamic deposit i.e. no guarantees on investment return which was launched in 2015.

Investment Account Platform (IAP) – launched in February 2016 to facilitate direct investment by investors in viable ventures.

EPF Shariah Compliance Funds – Initial fund size of RM100 bn. Commencement – 1 January 2017. Open for all EPF Members, Dividend based on actual performance. Members who have chosen to move to EPF Simpanan Shariah are not allowed to revert back to conventional EPF after the effective date.

Commendable Growth Momentum

Financing Growth – 16.2%
5 yr Financing CAGR – 23.3%
Industry Growth – 7.9%

Sturdy Capitalization

Issuance of RM700 million Tier II
Sukuk Murabahah (RM300 mil in
April and RM400 mil in Dec 2015)
RWCR – 15.30%



Sustainable Liquidity

FDR – Below 80%
LCR – Above 90%
NSFR – Above 100%
>2/3 of marketable securities are
rated AAA or GG

Pioneered the investment account

Restricted Investment Account
Term Unrestricted Investment A/C
Transactional Unrestricted Inv A/C

Reaffirming its Brand Position

Various recognitions as “Best
Islamic Bank” and “Strongest
Local Bank”

Sound Asset Quality

Gross Impaired Financing – 1.09%
Net Impaired Financing – (0.83%)
Credit Cost – 0.28%
Financing loss coverage ratio – 174.6%

Respectable Returns

ROE – 17.6%
ROA – 1.4%

*Thank
you*



APPENDICES



POTENTIAL IMPLICATIONS OF EPF SIMPANAN SHARIAH

Greater participation from
pension funds in Islamic
Finance Sphere

Promotes growth of all
players – Bigger counter-
party limits by asset
management companies
or EPF placement in
Islamic banking

Sustain the growth
momentum and
continuous demand for
Islamic financial products

Enhance Deepening of
Islamic financial market –
trading both sukuk and
equity

Conduit to develop future
new Islamic Financial
Offerings

Promotes Participation in
Responsible Risk Sharing
Business Model

Greater Transparency in
Product Offerings &
Investors' Protection

Robust Risk Management
Capability & Capacity

More Extensive
Marketplace

ASEAN – NEW MARKET FOCUS

“Closer to Home”
“Similar Credit Culture”
“Large & Young Population
- >50% are below 40 years
old”

Growth Prospects
About 650 million people
(3rd largest)
GDP of \$2.4 trillion

Sustainable Economic
Prospects
(7th largest economy in the
world , projected to be 4th
largest economy by 2030)

Rising Middle Income
(Indonesia & Phillipines)

Stable & Growing Financial
Industry
(Demand from
development of new
infrastructure)

Relatively Low Penetration
Rates

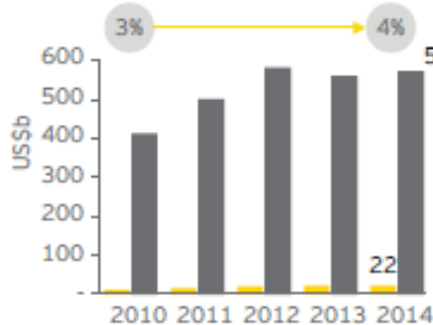
Strong Intra-Asean Trade
(USD24 billin 2014)

Cooperation amongst
Regulatory Bodies

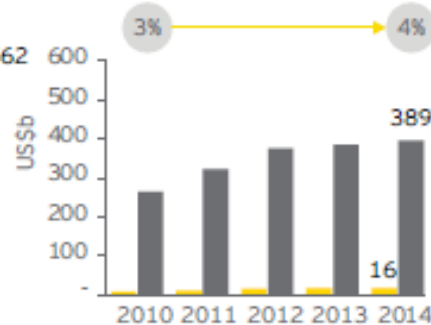
Integrated Efforts –
“ASEAN Community”

INDONESIA – HUGE POTENTIALS

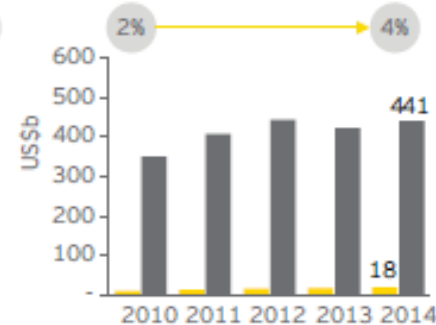
Total banking assets



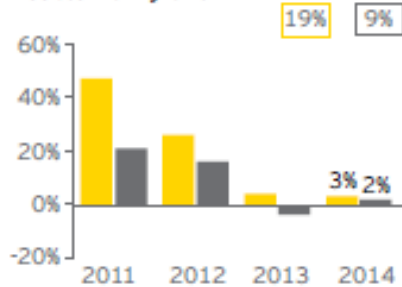
Total financing assets



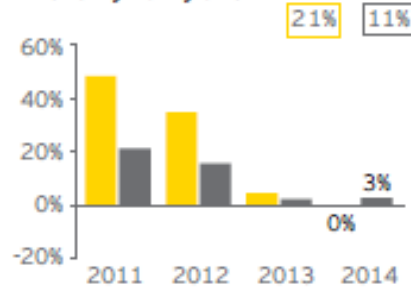
Total investment accounts



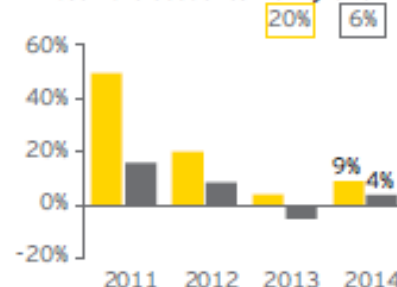
Assets YoY growth



Financing YoY growth



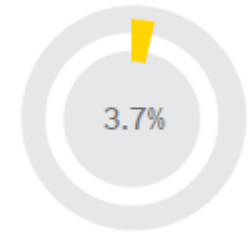
Investment accounts YoY growth



Participation banking CAGR 2010-2014
 Conventional banking CAGR 2010-2014

X% Participation banking share
 Conventional banking
 Participation banking

Sources:
Central banks, company financial reports, EY Universe, EY analysis of selective banks



Islamic
banking
penetration
rate

Sources: EY World Islamic Banking Competitiveness Report 2016

WAQAF DEVELOPMENT – A NEW POTENTIALS

Total allocation of RM329.16 million was provided under 9MP & 10MP, JAWHAR has developed 23.771 hecter of Waqaf land in Malaysia (0.21% of total Waqaf land of 11,091.82 hecter).

Statistics as of 2014

No	States	Waqaf land area (Hecter)		Total Waqaf land area	Estimated value of Waqaf land (RM)
		General	Specific		
1	Perlis	2.74	14.49	17.23	1,337,998.00
2	Kedah	158.62	1,086.25	1,244.87	1,997.00
3	Pulau Pinang	220.03	559.23	779.26	850,000,000.00
4	Perak	116.12	-	116.12	383.00
5	Selangor	235.63	31.82	267.45	200,000,000.00
6	Wilayah Persekutuan	0.49	1.59	2.08	16.00
7	Negeri Sembilan	1.01	14.49	15.50	36.00
8	Melaka	11.65	21.60	33.25	66.50
9	Johor	1,422.80	1,729.50	3,152.30	7,000,500.00
10	Pahang	-	723.82	723.82	18,000,000.00
11	Kelantan	16.01	157.04	173.05	56,703,373.00
12	Terengganu	581.66	1,878.58	2,460.24	42,623,196.19
13	Sabah	2,062.88	32.28	2,095.16	103.00
14	Sarawak	6.86	4.04	10.90	1,416,781.90
Grand total		4,836.50	6,254.73	11,091.23	1,177,084,450.59

Source: JAWHAR

OUTLOOK – SADAQAH HOUSE (DATO DR ABDUL HALIM ISMAIL)*

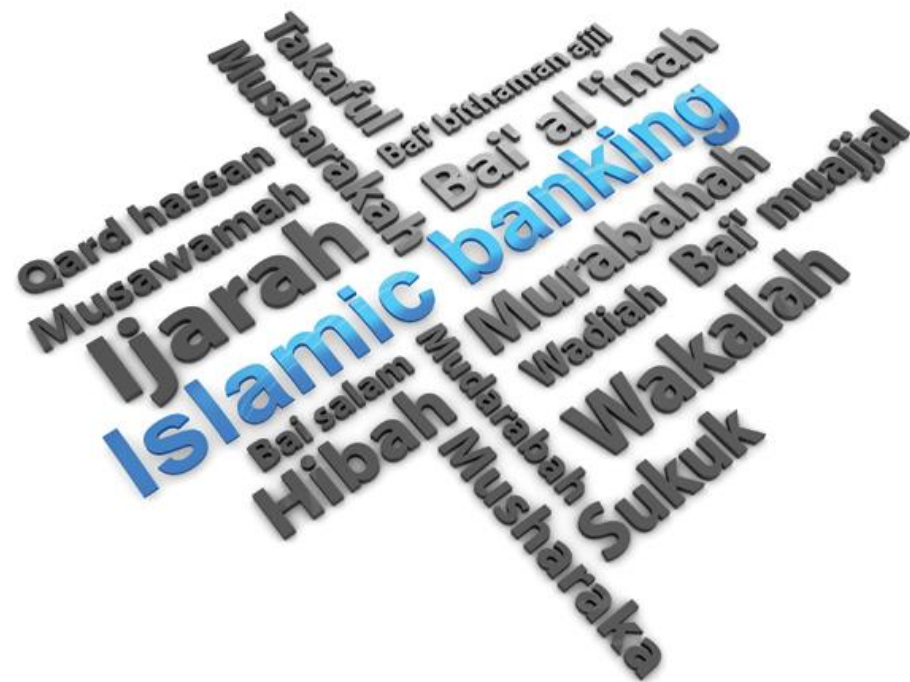
- The formation of Sadaqah House (Bait as-Sadaqah)
- In the business of providing products & services to collect various types of Sadaqah, Waqf, Hibah & etc
- It will invest in Islamic banking and financial instruments such as various types of deposits, investment account, Sukuk and various investment management products.
- Sadaqah House is owned and controlled by the banking group – financial institution licenced by BNM & SC

But why Sadaqah?

- There is famous Hadith on the substance of Sadaqah Jariah
Abu Hurayah Rahimahullah reported that Allah's Messenger S.A.W said: *"When a human being dies, all of his deeds are terminated except for three types: an ongoing Sadaqah, a knowledge (of Islam) from which others benefit, and righteous child who makes supplication for him"*

* My Wishful Thought on the development of Islamic Banking and Finance products for the Social Welfare Sector (GIFF 2014)

INDUSTRY BENCHMARK – ISLAMIC BANKING



FINANCIAL HIGHLIGHTS

+8.6%

Total Assets
Growth
(Industry : 6.1%)

+16.2%

Net Financing
Growth
(Industry : 8.6%)

79.0%

Financing-to-
deposits ratio (+IA)
(Industry : 86.5%)

**RM685.1
million**

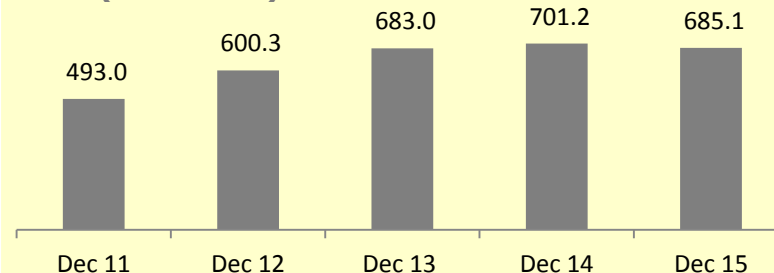
FY2015 PBZT

1.09%

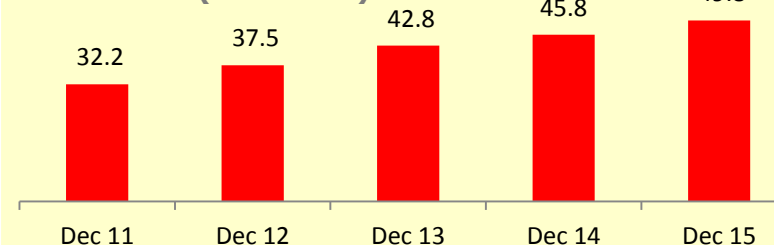
Gross Impaired
Ratio
(Industry : 1.6%)

-0.8% Net Impaired Ratio (Industry : 0.1%)

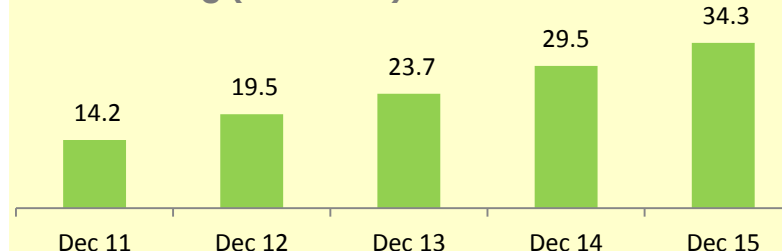
PBZT (RM million)







Total assets (RM billion)



Net financing (RM billion)



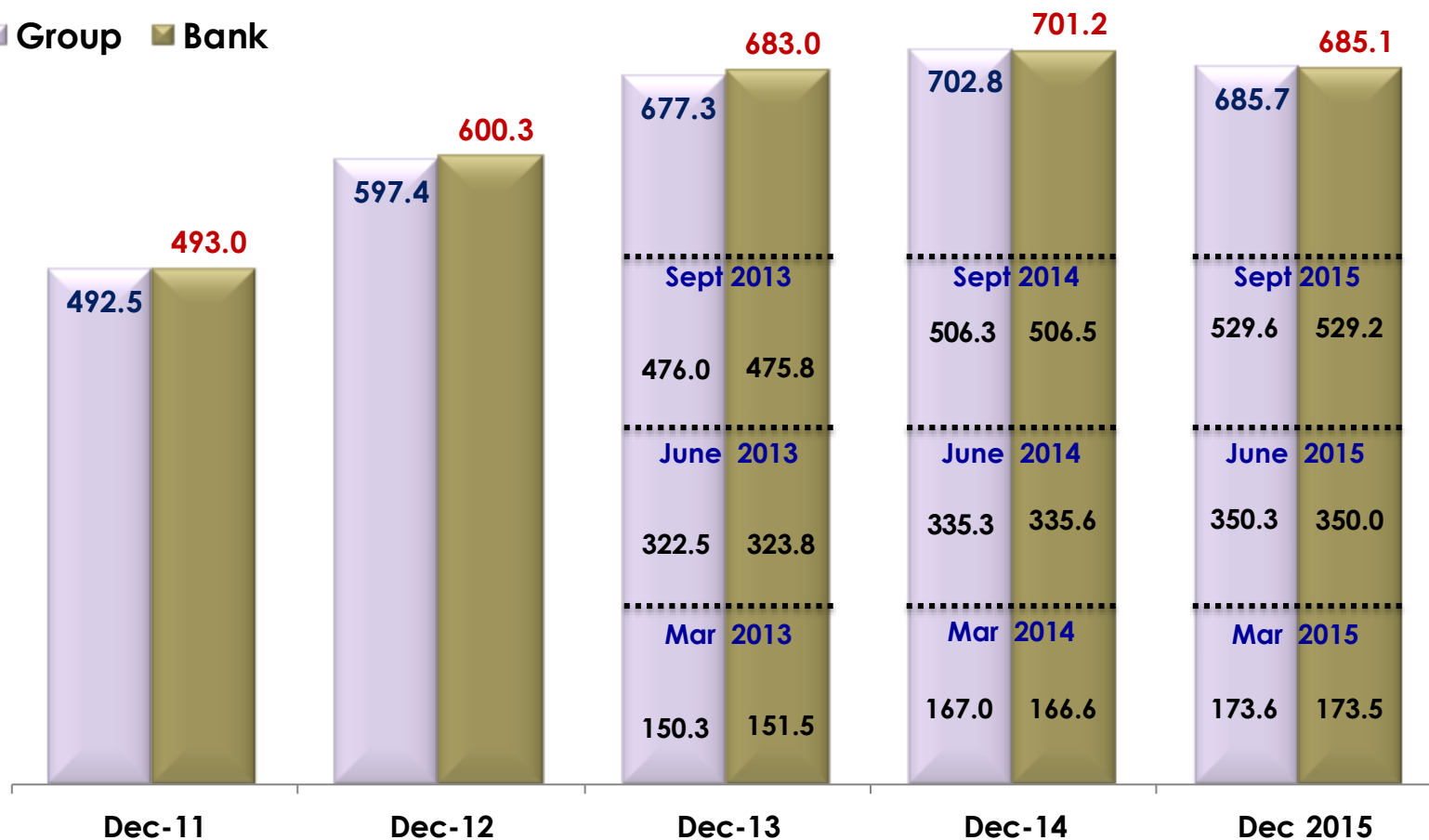
INCOME STATEMENT

	RM million	FY2015	FY2014	Variance	
				Amount	%
Total revenue		2,641.6	2,431.4	210.2	8.6%
Profit to depositors		(1,031.9)	(851.6)	(180.3)	21.2%
Net income		1,609.7	1,579.8	29.9	1.9%
Total operating overheads		(837.8)	(820.6)	(17.2)	2.1%
Operating results		771.9	759.2	12.7	1.7%
Allowance for impairment on financing & advances		(69.3)	(60.0)	(9.3)	15.5%
Allowance for impairment / (reversal) on other financial assets		(4.5)	2.0	(6.5)	-325.0%
Finance cost from issuance of sukuk		(13.0)	-	(13.0)	-100.0%
Profit before zakat and taxation (PBT)		685.1	701.2	(16.1)	-2.3%
Zakat	   	(8.7)	(12.8)	4.1	32.0%
Taxation		(169.6)	(179.4)	9.8	5.5%
Profit after zakat and taxation		506.8	509.0	(2.2)	-0.4%

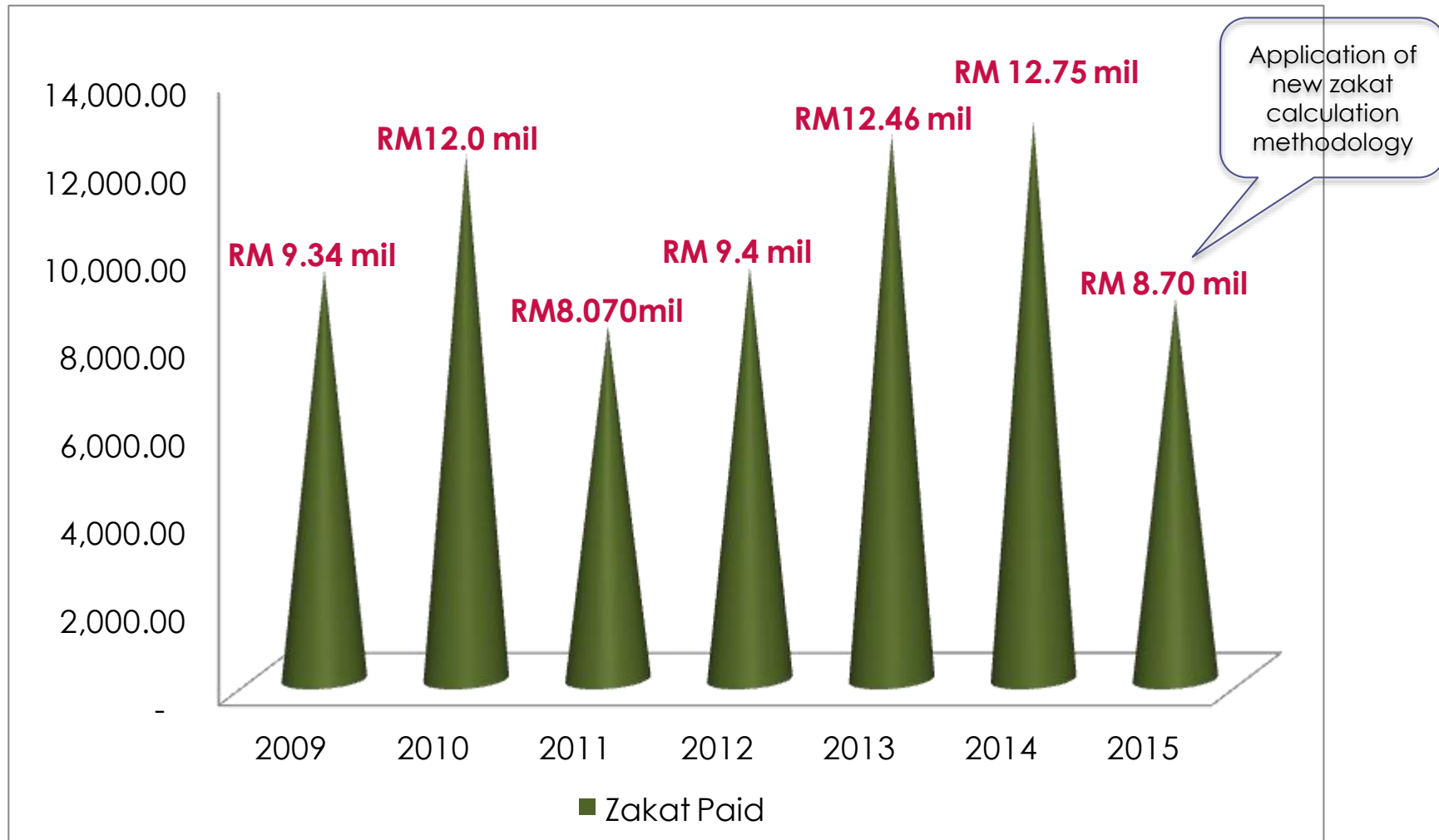
PROFITABILITY

Profit before zakat and tax RM million

■ Group ■ Bank

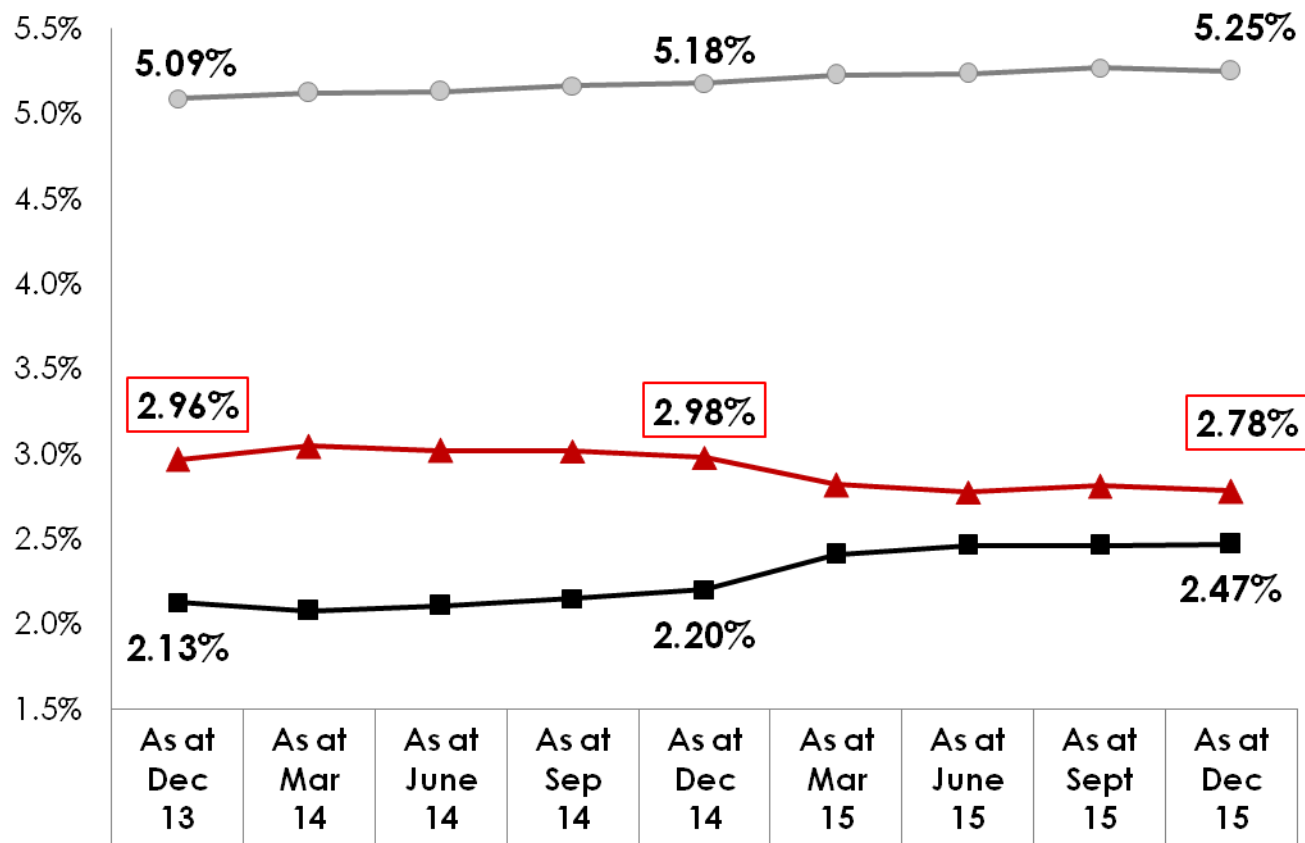


ZAKAT CONTRIBUTIONS



...continuous commitment and contribution to the Muslim ummah

NET INCOME MARGIN TREND – COMPRESSION CONTINUED



—●— Average assets rate	5.09%	5.12%	5.13%	5.16%	5.18%	5.23%	5.23%	5.27%	5.25%
—■— Average liabilities rate	2.13%	2.08%	2.11%	2.15%	2.20%	2.41%	2.46%	2.46%	2.47%
—▲— Net income spread	2.96%	3.05%	3.02%	3.02%	2.98%	2.82%	2.77%	2.81%	2.78%

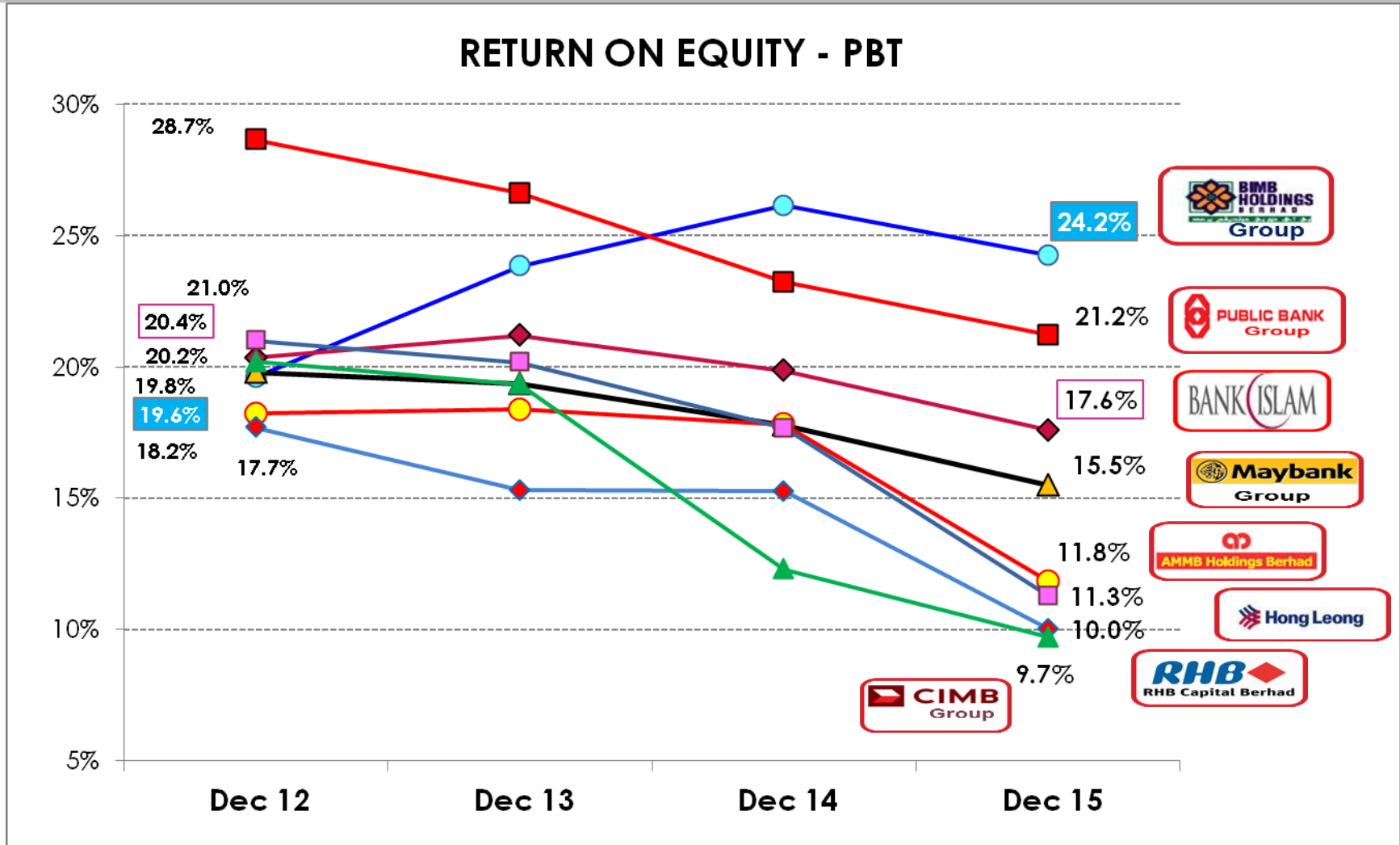
KEY FINANCIAL POSITION ITEMS

	RM million	FY2015	FY2014	Variance	
				Amount	%
Total Assets		49,767.1	45,829.3	3,937.8	8.6%
<i>of which:</i>					
Cash, short-term funds and placements		2,978.3	3,269.1	(290.8)	-8.9%
Marketable securities		10,416.3	11,214.4	(798.1)	-7.1%
Net financing, advances and others		34,294.7	29,524.6	4,770.1	16.2%
<i>Gross impaired financing</i>		381.3	344.5	36.8	10.7%
<i>Net impaired financing</i>		(284.3)	(242.6)	41.7	17.2%
Deposits from customers		43,594.9	41,021.6	2,573.3	6.3%
Investment account		676.1	-	676.1	-
Deposits and placements of banks and other FIs		-	300.0	(300.0)	0.0%
Sukuk liabilities		700.0	-	700.0	100.0%
Equity		4,033.1	3,730.6	302.5	8.1%

KEY FINANCIAL INDICATORS

	Audited FY Dec 11	Audited FY Dec 12	Audited FY Dec 13	Audited Dec 14	Audited Dec 15		Islamic Banking System		Banking System	
PROFITABILITY	...commendable performance amidst challenging banking landscape									
Return on equity (%) – based on PBT	18.5%	20.4%	21.2%	19.9%	17.6%	^	14.0%	*	12.4%	*
Return on equity (%) – based on PAT	14.1%	14.6%	15.3%	14.4%	13.1%		-		-	
Return on assets (%) – based on PBT	1.6%	1.7%	1.7%	1.6%	1.4%	^	1.0%	*	1.3%	*
Return on assets (%) – based on PAT	1.2%	1.2%	1.2%	1.1%	1.1%		-		-	
Cost Income Ratio (%)	53.8%	51.4%	54.1%	51.9%	52.5%		46.3%	*	48.8%	*
Non-Fund Based Income Ratio (%)	13.8%	13.5%	12.6%	11.8%	10.4%		6.2%	*	17.2%	*
ASSET QUALITY	...sound asset quality									
Gross Non-Performing/ Impaired Financing Ratio (%)	2.6%	1.6%	1.2%	1.1%	1.09%		1.2%	#	1.60%	#
Net Non-Performing/Impaired Financing Ratio - Less IA & CA (%)	-0.2%	-0.7%	-0.9%	-0.81%	-0.83%		0.0%	#	0.1%	#
Financing Loss Coverage Ratio (%)	106.2%	142.6%	175.8%	170.4%	174.6%		100.5%	#	95.6%	#
EFFICIENCY	... reaching an optimum level									
Financing to Deposits (%)	51.5%	61.2%	65.0%	73.4%	78.6%		99.3%	#	87.3%	#
CAPITALISATION	...healthy capitalisation									
RWCR (2011-12) – Total Capital Ratio (2013 onwards) (%)	16.4%	13.9%	14.0%	13.3%	15.3%		16.1%	#	16.1%	#

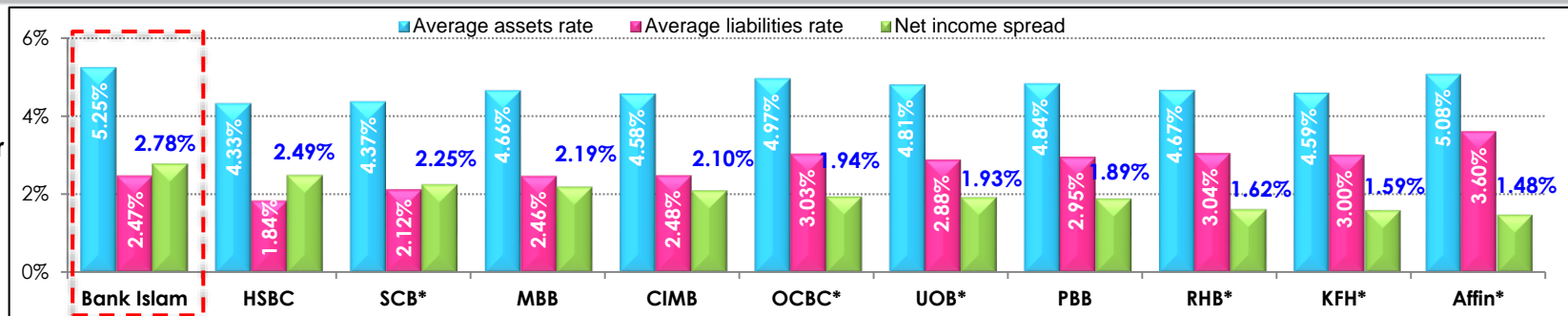
RETURN ON EQUITY TREND



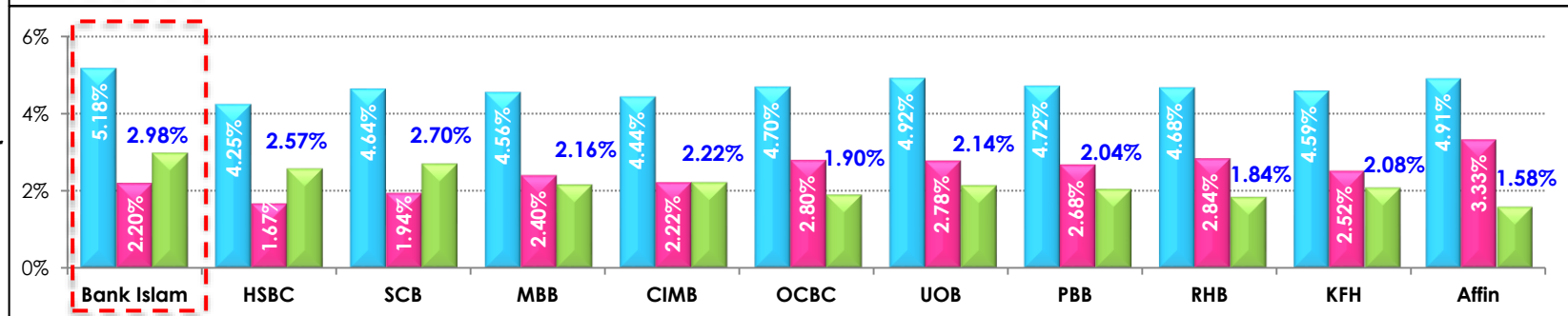
Excluding BHB Group, the other financial conglomerates operate both Islamic and conventional banking operations

NET INCOME SPREAD

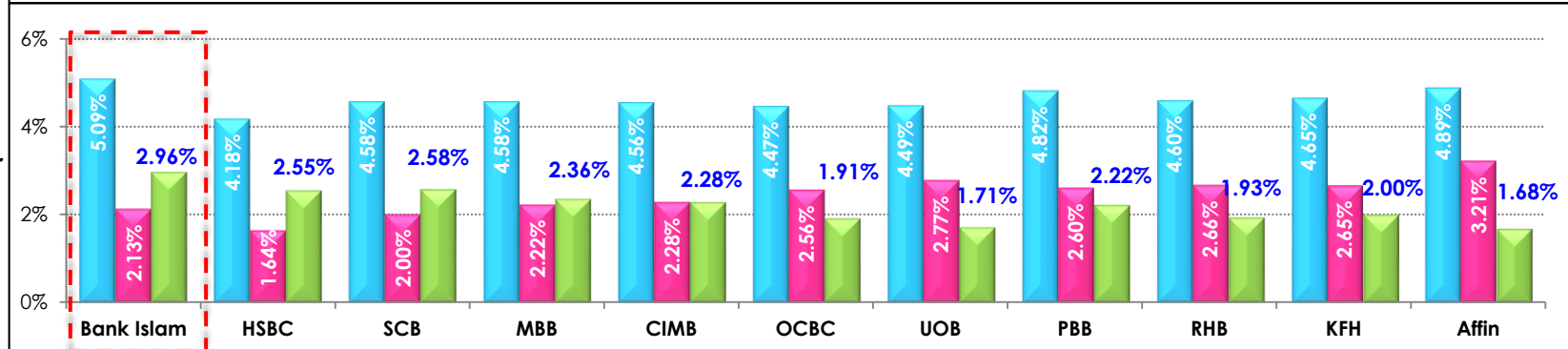
As at 31
December
2015



As at 31
December
2014



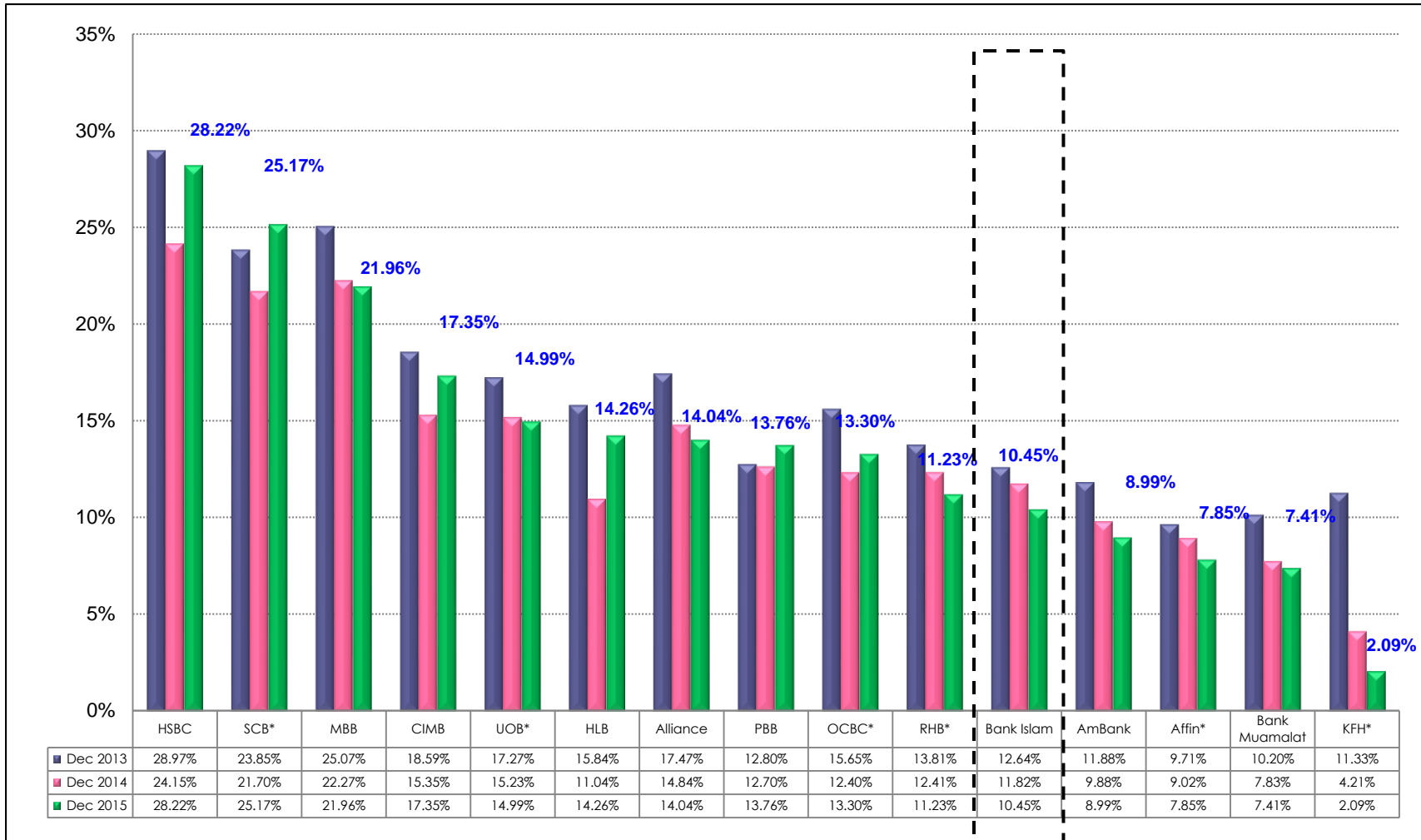
As at 31
December
2013



The above are based on the respective financial institution's latest financial statements and derived from 2 points average

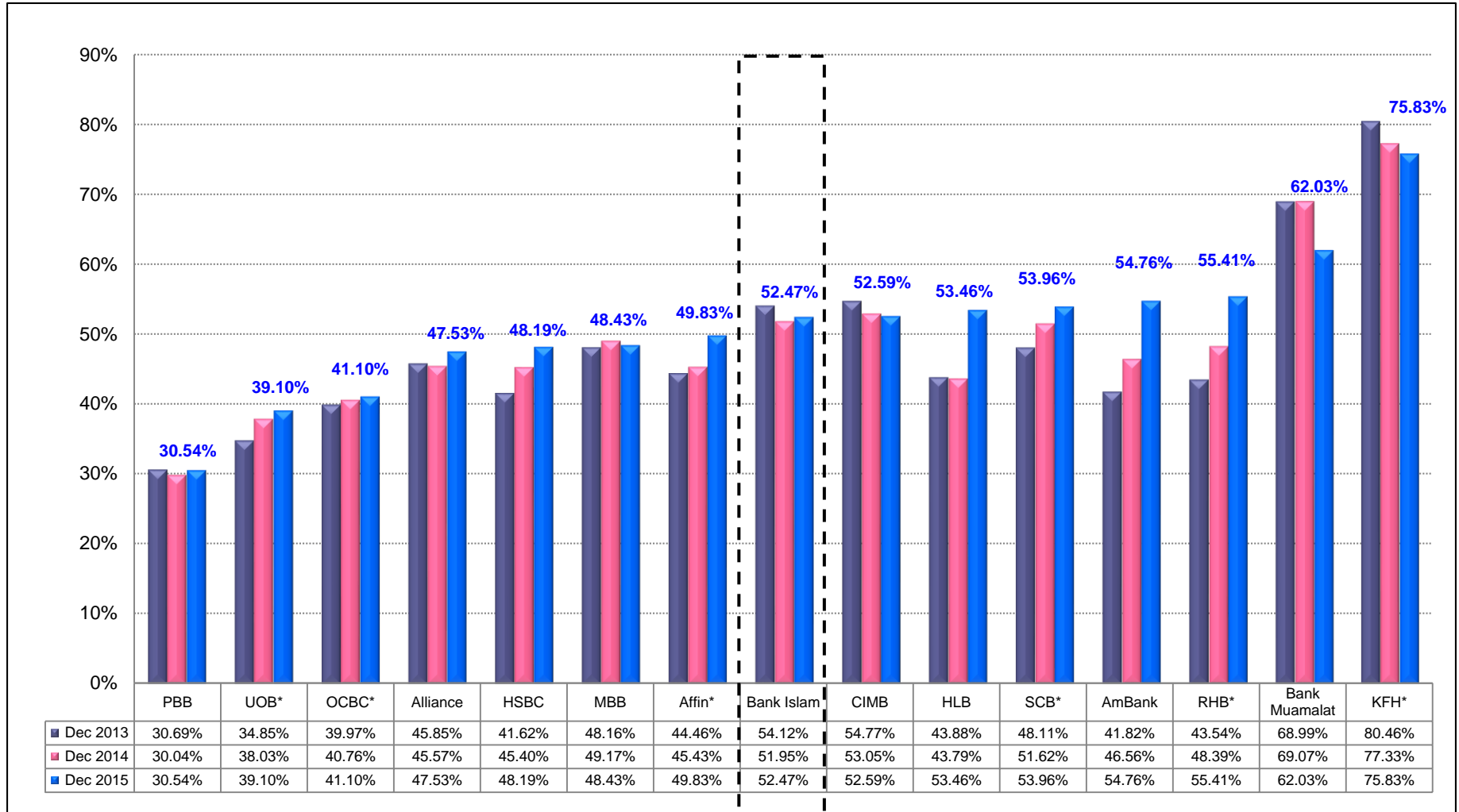
* Position as at September 2015

NON FUND BASED INCOME TREND – BANKING GROUP



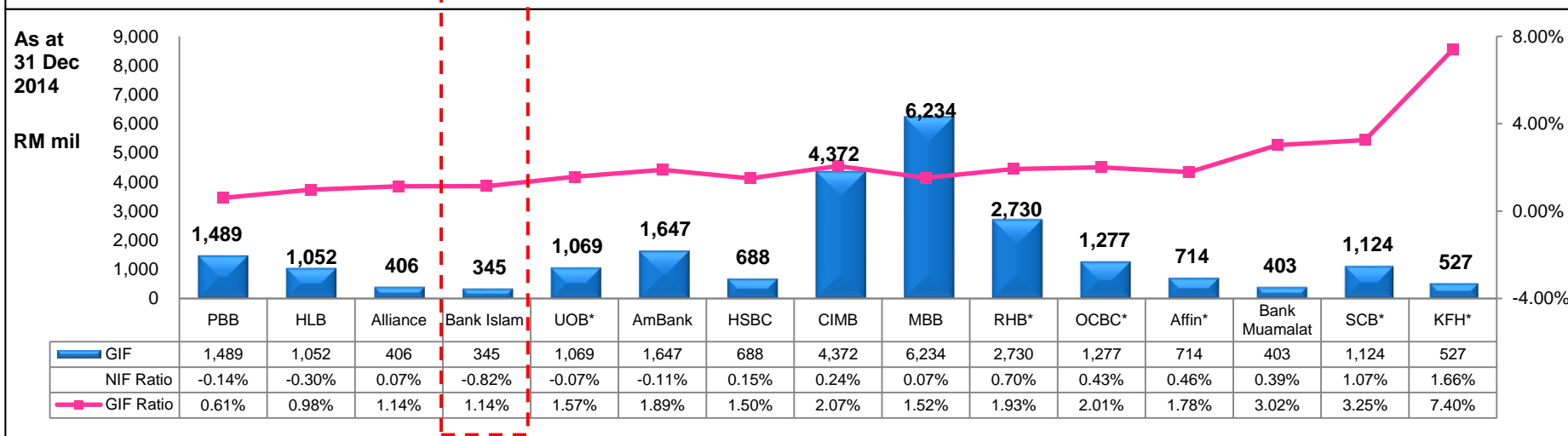
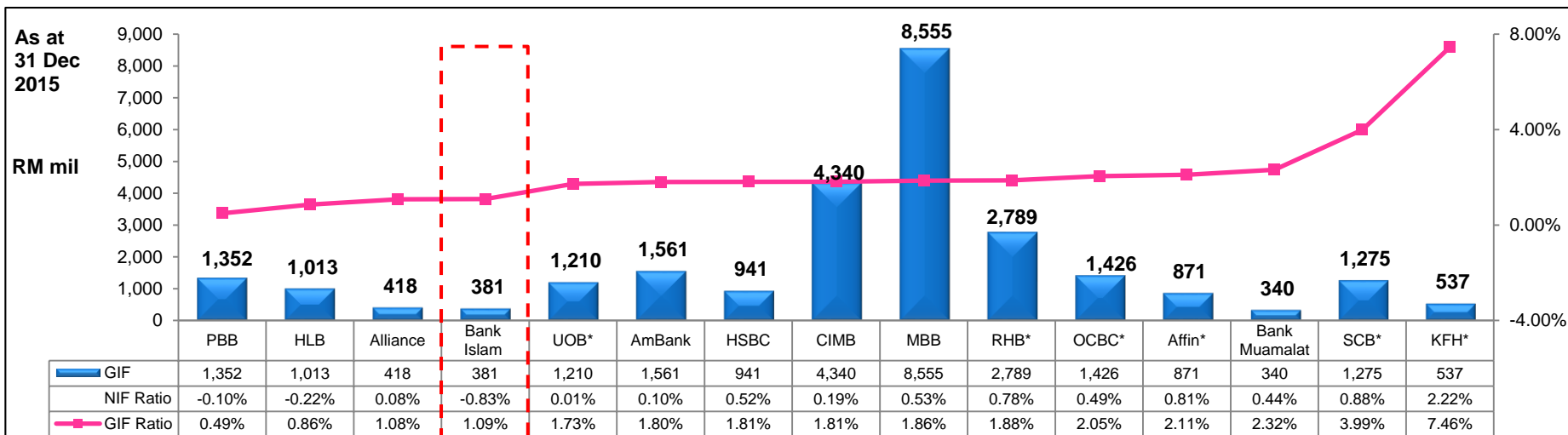
The above are based on the respective financial institution's latest financial statements
* Position as at September 2015

COST INCOME RATIO TREND – BANKING GROUP



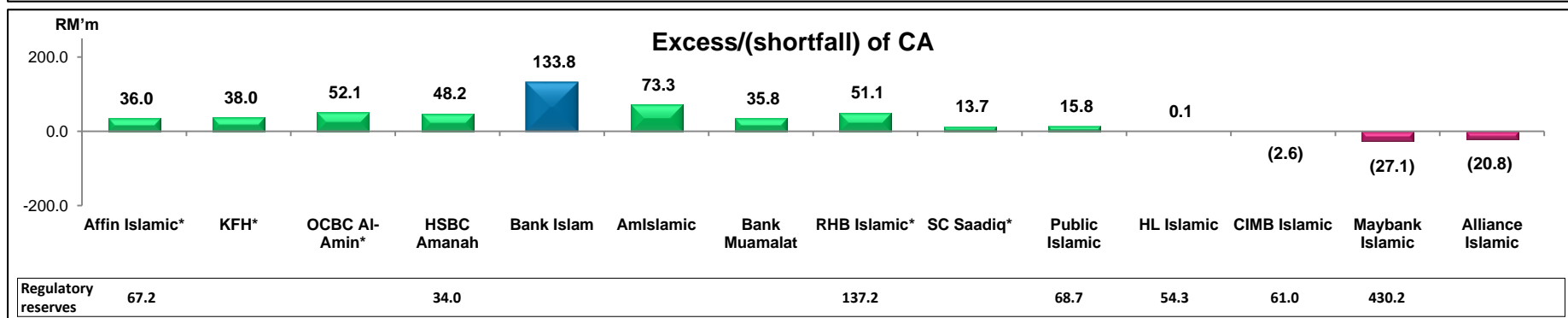
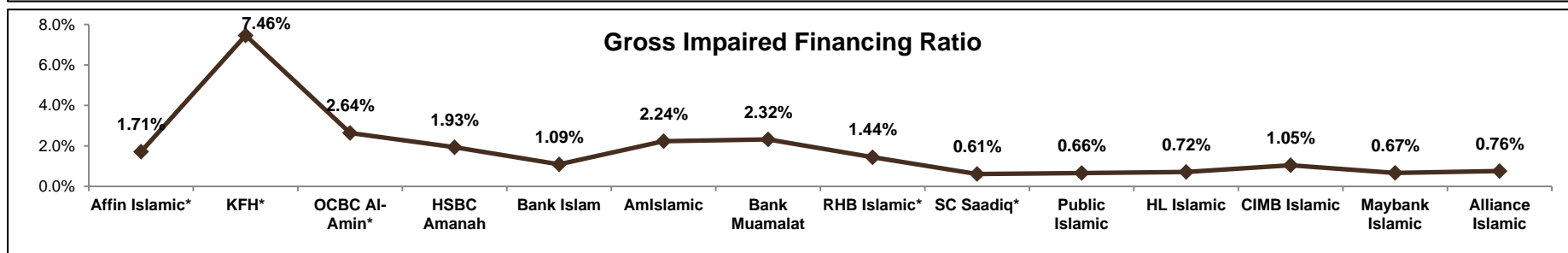
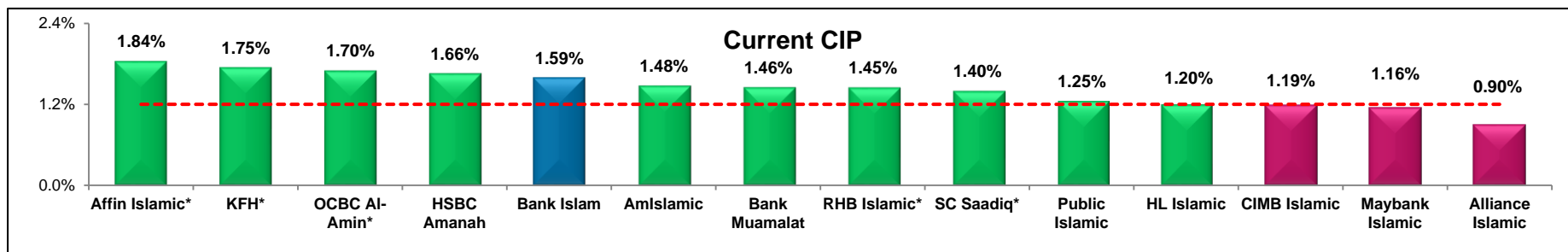
The above are based on the respective financial institution's latest financial statements
* Position as at September 2015

IMPAIRED FINANCING RATIOS – BANKING GROUP



The above are based on the respective financial institution's latest financial statements
*Position as at September 2015

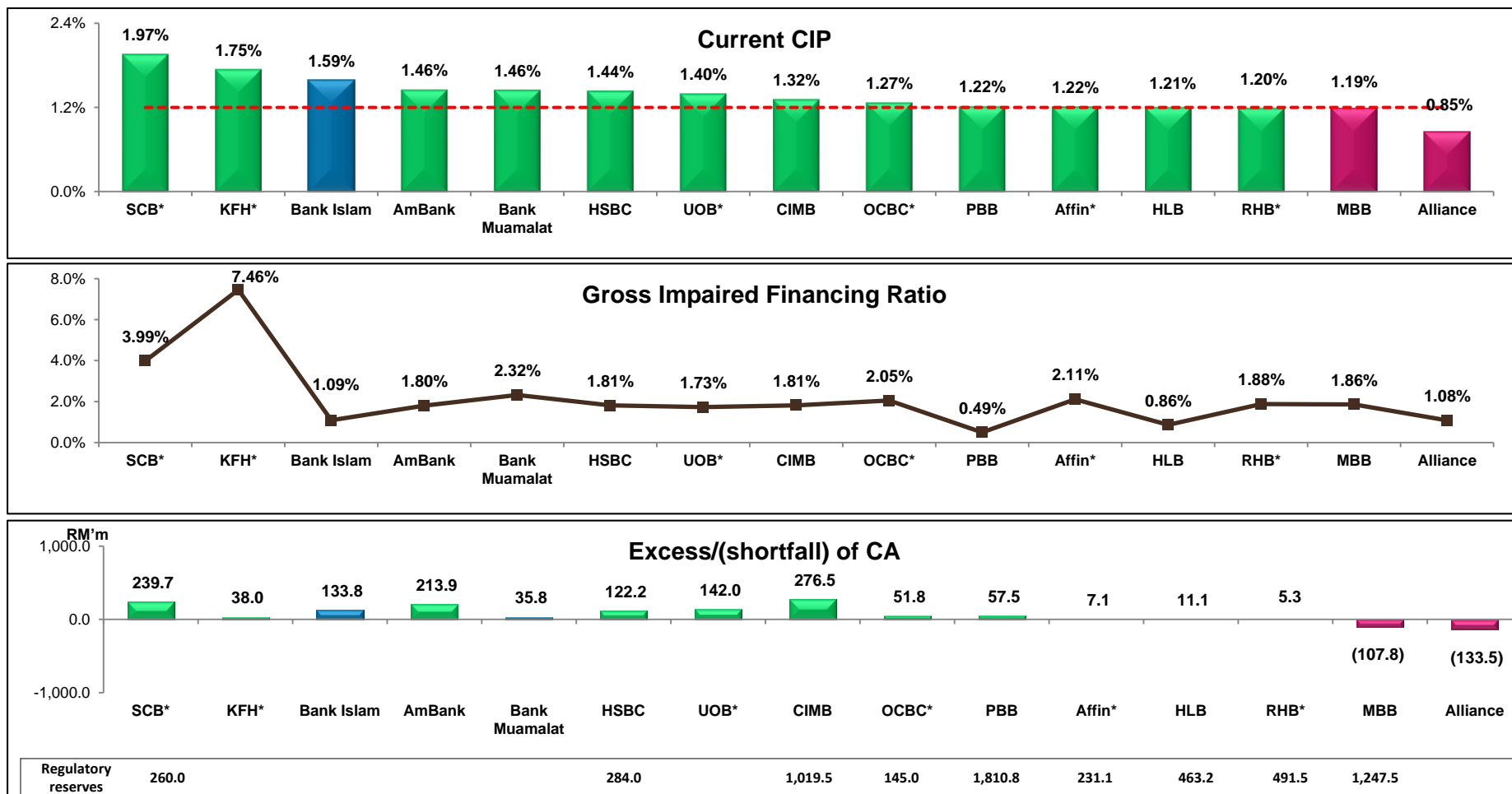
COLLECTIVE IMPAIRMENT PROVISION (CIP) - ISLAMIC BANKS



The above CIP ratios are computed based on collective allowance (inclusive of regulatory reserves) as % of gross financing and advances (excluding financing to Government & statutory bodies and Restricted Profit Sharing Investment Account "RPSIA" financing), net of individual allowance.

* Position as at September 2015






COLLECTIVE IMPAIRMENT PROVISION (CIP) – BANKING GROUP



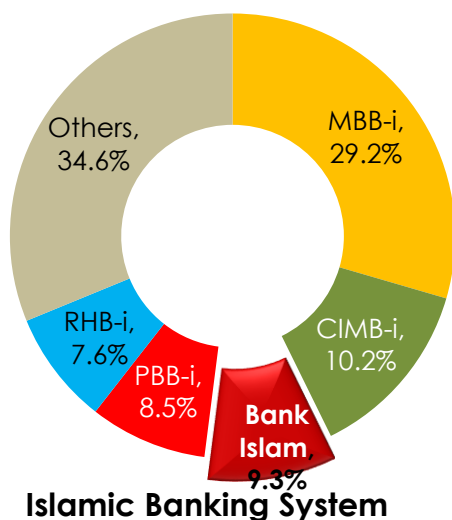
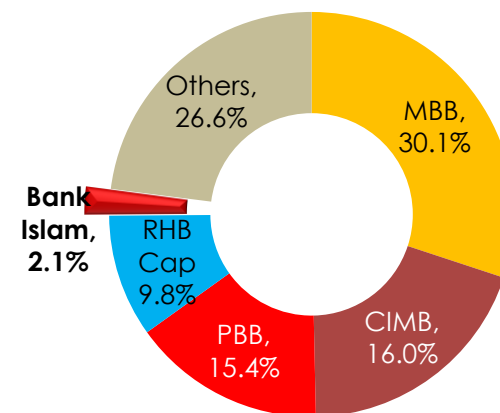
The above CIP ratios are computed based on collective allowance (inclusive of regulatory reserves) as % of gross financing and advances (excluding financing to Government & statutory bodies and Restricted Profit Sharing Investment Account "RPSIA" financing), net of individual allowance






•Position as at September 2015

ASSETS AS AT 31 DECEMBER 2015

	Banking System [^] (RM' bil)	Selected Banking Group				
						
Total Assets	2,355.7	708.3	376.3	363.8	230.7	49.8
Growth (12 mths)	136.4	68.0	38.7	18.1	11.4	3.9
% Growth	6.1%	10.6%	11.4%	5.2%	8.8%	8.6%
Market Share	Dec 15	30.1%	16.0%	15.4%	9.8%	2.1%
	Dec 14	28.4%	15.0%	15.4%	9.9%	2.0%

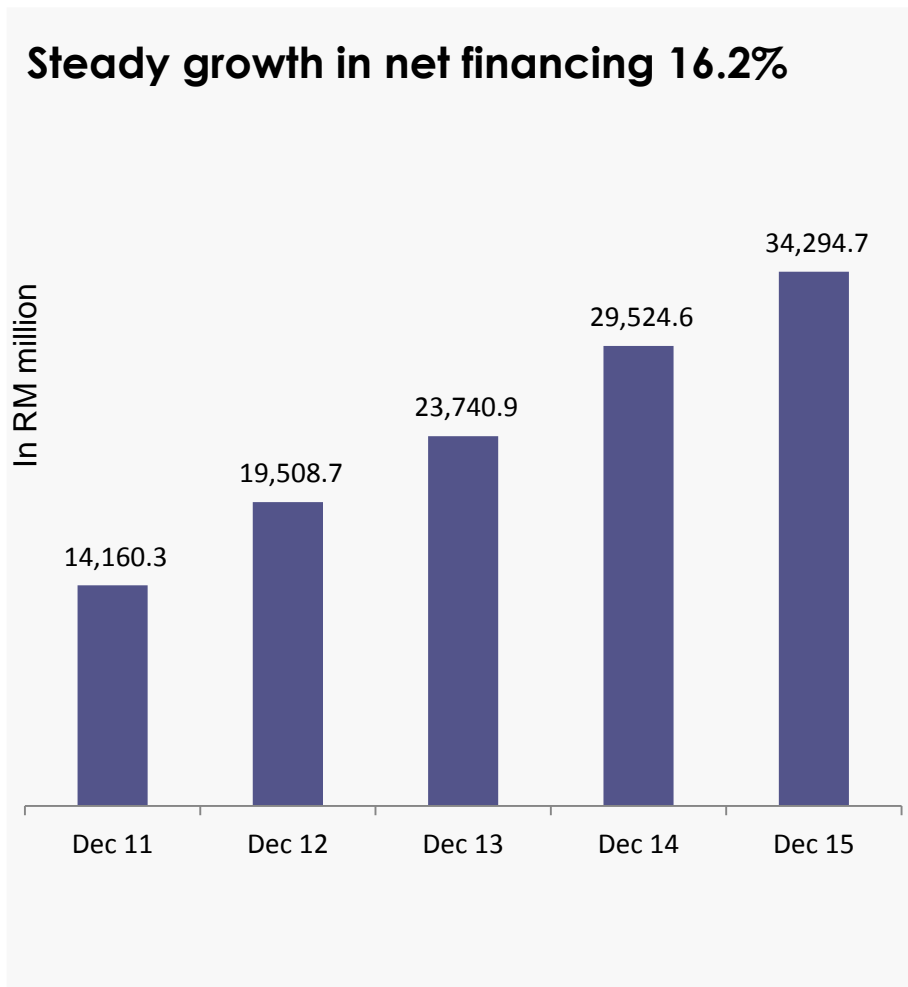
Banking System



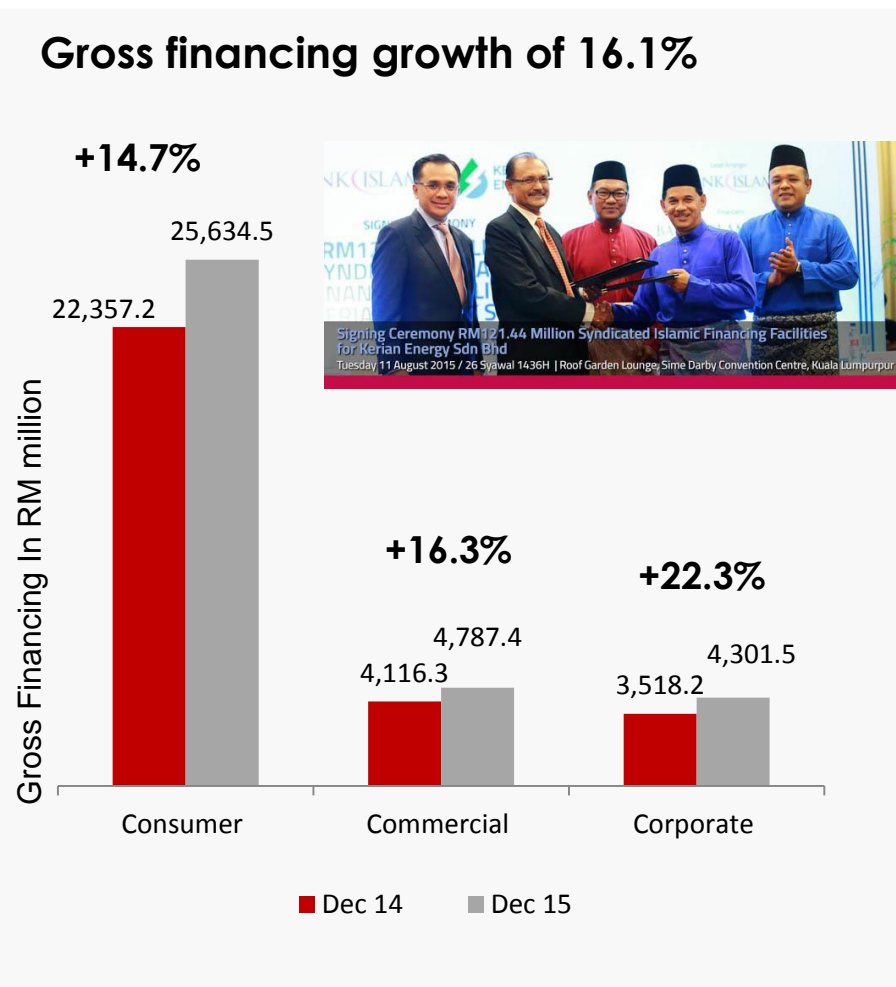
	Islamic Banking System [^] (RM'bil)	Selected Banking Group				
						
Total Assets	535.4	156.4	54.6	49.8	45.7	44.1
Growth (12 mths)	58.3	20.0	4.7	3.9	7.5	8.0
% Growth	12.2%	14.7%	9.4%	8.6%	19.7%	22.2%
Market Share	Dec 15	29.2%	10.2%	9.3%	8.5%	8.2%
	Dec 14	30.1%	10.2%	9.4%	7.8%	7.6%

ROBUST FINANCING GROWTH

Steady growth in net financing 16.2%



Gross financing growth of 16.1%



CONSUMER FINANCING DRIVEN MAINLY BY HOUSE FINANCING

RM million	Growth			
	Dec 15	Dec 14	Amount	%
Housing Financing	12,137.7	9,666.8	2,470.9	25.6%
Personal Financing	10,386.9	9,435.9	951.0	10.1%
Vehicle Financing	2,592.5	2,728.6	(136.1)	-5.0%
Credit Card	443.5	435.6	7.9	1.8%
Ar-Rahnu	73.9	90.3	(16.4)	-18.2%
Total	25,634.5	22,357.2	3,277.3	14.7%

Pembiayaan Rumah-i

Rumah baharu yang diimpikan, kini menjadi realiti. Dapatkan rumah impian anda melalui plan Pembiayaan Rumah-i Bank Islam anda hari ini!

Untuk memohon Pembiayaan Rumah-i, sila: www.bankislam.com.my

• Untuk keterangan lanjut, temui dan rayat kami

• 80 C27 termasuk dalam pakej/ajil seperti yang berkenaan

KAD KREDIT | **ANSURAN** | **LUNGGAKAN** | **GADAIAN** | **PEMBAYARAN** | **HUTANG** | **PELAJARAN** | **BIL** | **YURAN**

Gabungkan semua hutang anda dengan Bank Islam dan jimat ansuran bulanan.

- Nikmati kadar pembiayaan yang rendah
- Jumlah pembiayaan sehingga RM300,000
- Tempoh pembiayaan sehingga 10 tahun
- Kelulusan SEGEBA
- Perlisongan Tabah!
- Servis perbankan di mana sahaja anda berada

Untuk memohon Pembiayaan Peribadi i Bank Islam, sila: Rayat kami di www.bankislam.com.my atau hubungi call center kami di 03-2729 8229 (Gadai) / 03-2729 8228 (Bil) / 03-2729 8227 (Yuran)

Kad-i Visa Bank Islam

Nikmati Diskaun Tambahan Sehingga 12% Pada Setiap Rabu* Di Agoda.com

Dapatkan tempahan bilik hotel anda di Agoda.com yang menawarkan pelbagai destinasi pilihan di lebih 700,000 hotel di seluruh dunia.

Kad-i ini boleh digunakan untuk membeli bilik hotel di seluruh dunia. Syarat-syarat dan Terma: www.agoda.com/visa

Tempoh pengalihan: 18 September 2015 sehingga 31 Mar 2016

Drive home a BMW is as easy as 1,2,3

BMW 120i Sport | BMW 218i Active Tourer | BMW 316

Consolation prize 15x umrah or travel voucher worth RM7,000*.

Grab the opportunity to win amazing grand and monthly prizes with three banking products of your choice. Campaign starts from 1 October – 31 December 2015.

- Ar-Rahnu Account** (Minimum deposit of RM5000*)
- Personal Financing** (Apply a minimum financing amount of RM5000*)
- Islamic Deposits / Savings Account** (Minimum deposit of RM10000*)

The Grand Prize winners will be announced in February 2016. Please call us or visit any of our branches for more information.

TRUREWARDS

Ganjaran Hebat apabila berbelanja dengan Kad-i Bank Islam

• Dapatkan mata ganjaran TRUREWARDS






• Bayar bilik hotel, makan, beli tiket, dan banyak lagi ganjaran menarik

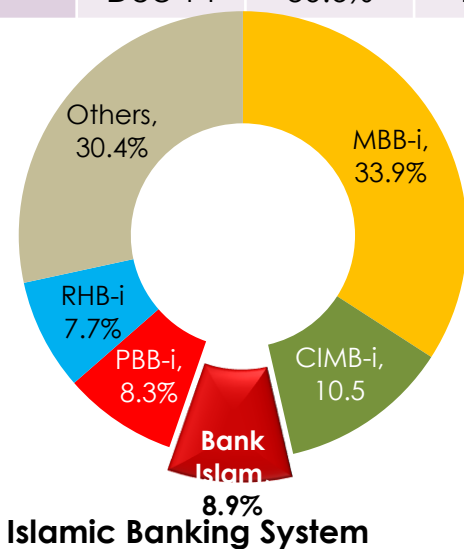
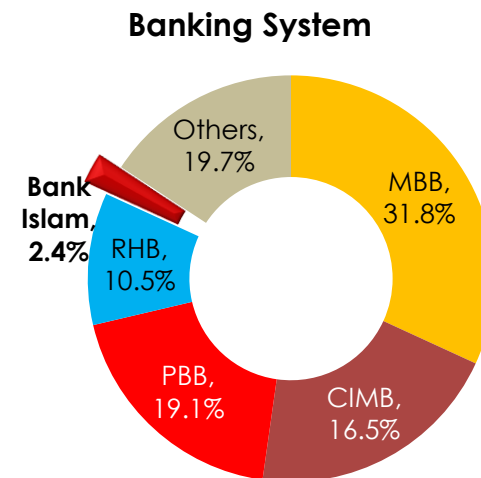
• Dapatkan bilik hotel dengan TRUREWARDS




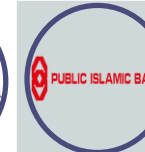

• Dapatkan bilik hotel dengan TRUREWARDS

• Dapatkan bilik hotel dengan TRUREWARDS

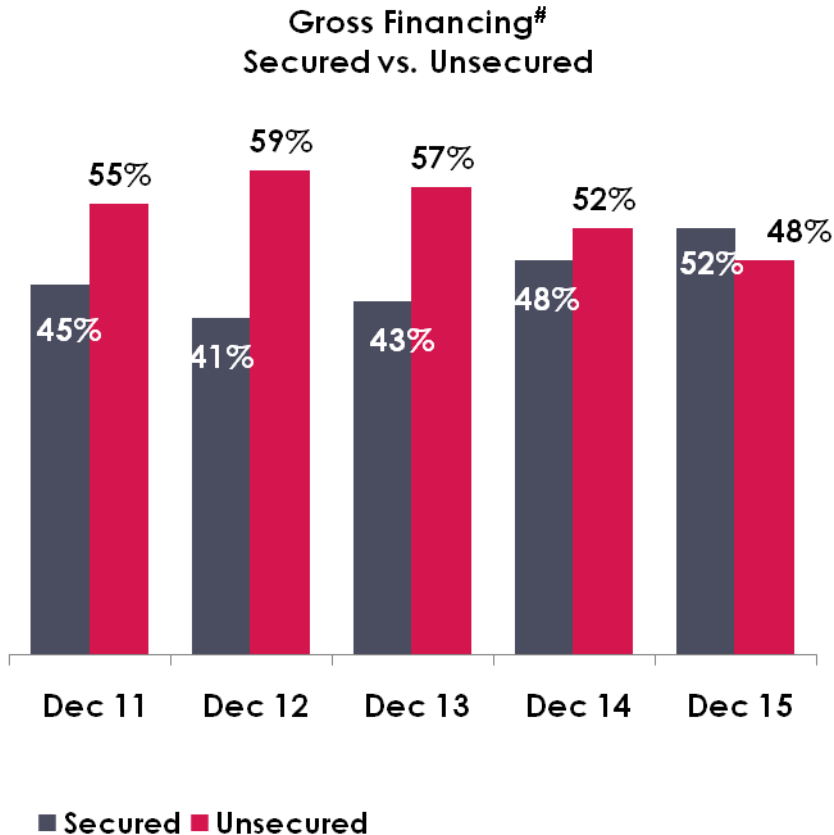
NET FINANCING AS AT 31 DECEMBER 2015

	Banking System [^] (RM'bil)	Selected Banking Group				
						
Net Financing	1,423.9	453.5	235.4	271.8	149.6	34.3
Growth – 12mths	106.2	50.0	27.5	28.6	8.9	4.8
% Growth	8.1%	12.4%	13.2%	11.8%	6.3%	16.2%
Market Share	Dec 15	31.8%	16.5%	19.1%	10.5%	2.4%
	Dec 14	30.6%	15.8%	18.5%	10.7%	2.2%

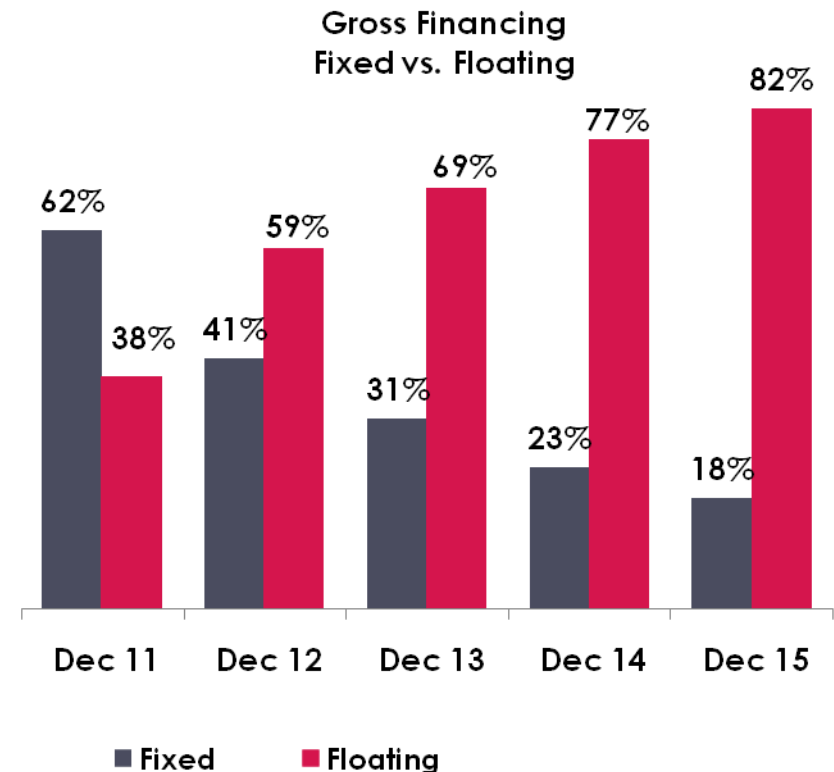


	Islamic Banking System [^] (RM'bil)	Selected Banking Group				
						
Net Financing	384.5	130.2	40.3	34.3	31.7	30.9
Growth – 12mths	54.3	22.4	4.0	4.8	6.3	5.6
% Growth	16.4%	20.8%	11.1%	16.2%	24.8%	22.1%
Market Share	Dec 15	33.9%	10.5%	8.9%	8.3%	8.0%
	Dec 14	32.6%	11.0%	8.9%	7.7%	7.7%

GROSS FINANCING - COMPOSITION

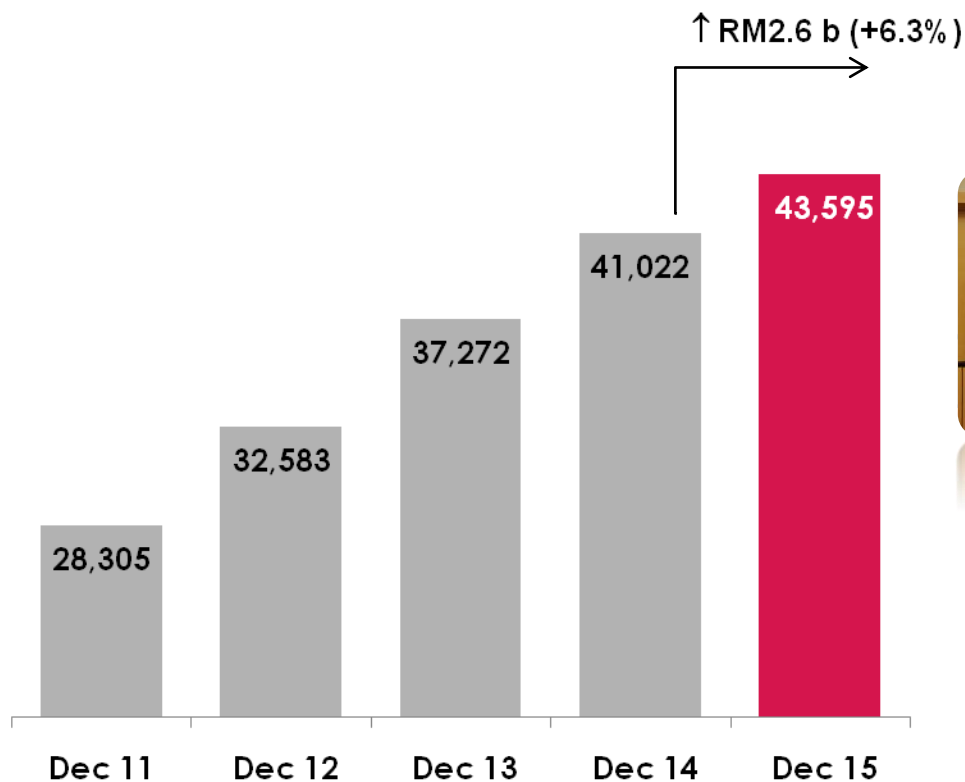


Above excludes Corporate Banking



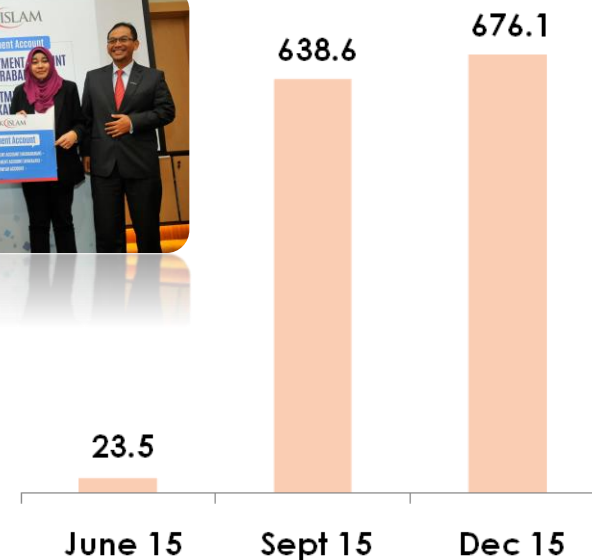
CUSTOMER DEPOSITS & INVESTMENT ACCOUNT

CUSTOMER DEPOSITS RM Million








INVESTMENT ACCOUNT RM Million

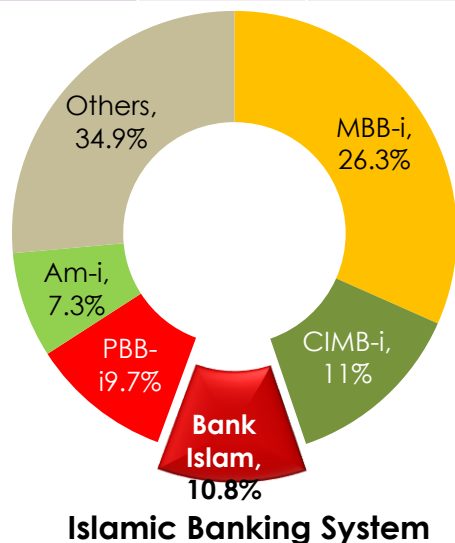
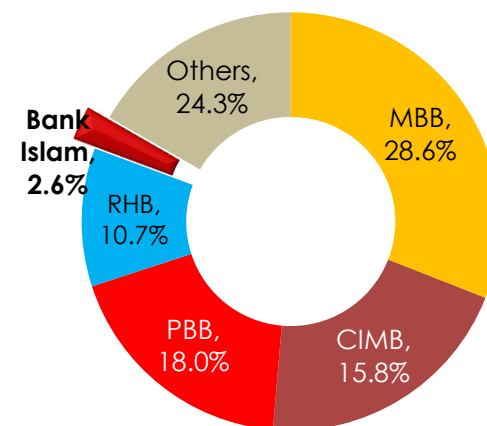
Investment accounts have grown steadily since its inception in June 2015.




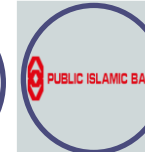



DEPOSITS AS AT 31 DECEMBER 2015

	Banking System [^] (RM'bil)	Selected Banking Group				
						
Deposits	1,671.1	478.2	263.3	301.2	178.8	43.6
Growth - 12mths	29.5	38.6	28.0	24.6	0.3	2.6
% Growth	1.8%	8.8%	11.9%	8.9%	0.2%	6.3%
Market Share	Dec 15	28.6%	15.8%	18.0%	10.7%	2.6%
	Dec 14	26.8%	14.3%	16.8%	10.9%	2.5%

Banking System



	Islamic Banking System [^] (RM'bil)	Selected Banking Group				
						
Deposits	402.7	105.8	44.2	43.6	39.1	29.5
Growth-12mths	2.0	6.1	2.9	2.6	8.4	2.5
% Growth	0.5%	6.1%	7.1%	6.3%	27.2%	9.2%
Market Share	Dec 15	26.3%	11.0%	10.8%	9.7%	7.3%
	Dec 14	24.9%	10.3%	10.2%	7.7%	6.7%

DEFENDING CASA DEPOSITS

RM Million



Simpanan hari ini, persediaan hari esok

Uraikan dana anda dan nikmati kadar keuntungan sehingga 3.00% setahun dengan Akaun Deposit Berbilang-Tawaruk.

- Perlindungan PIDM
- Dapur maksimum sebanyak RM500k
- Tempoh deposit yang fleksibel 1-360 bulan

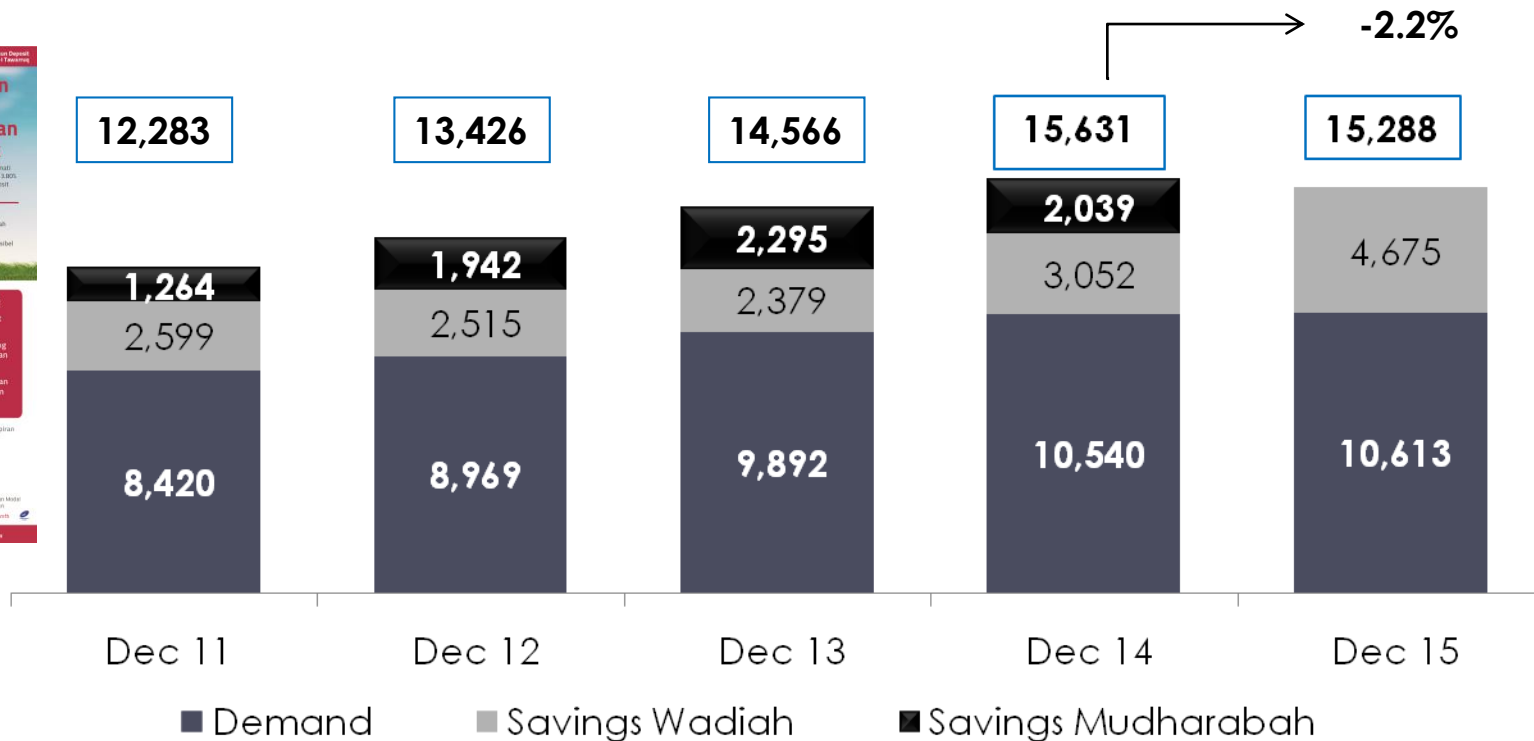
REBUT TAWARAN KHAS SEGERA!

- Kadar keuntungan istimewa untuk deposit melebihi RM50,000.
- Peluang berganda memenangi hadiah wang tunai melebihi RM6,000,000 setahun dengan pembelian akaun AI-daily.
- Kemudahan bergaji bagi aliran Tunai-1 dan Pembiayaan Peribadi-1 berdasarkan amaun Akaun Deposit Berbilang-Tawaruk.

Sila hubungi kami atau hubungi cawangan kami berhampiran anda untuk maklumat lanjut.






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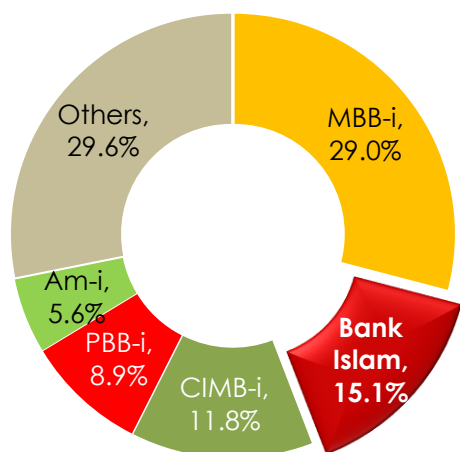
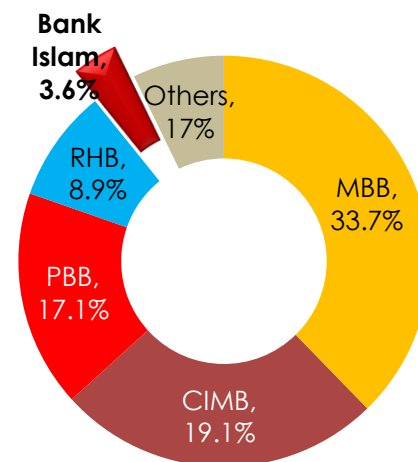


	Dec 11	Dec 12	Dec 13	Dec 14	Dec 15
CASA to Total Deposits (%)	43.4%	41.1%	39.1%	38.1%	35.1%






CASA AS AT 31 DECEMBER 2015

	Banking System [^] (RM'bil)	Selected Banking Group				
						
CASA	427.4	161.2	84.1	73.0	37.9	15.3
Growth – 12mths	6.6	6.4	7.1	3.8	3.7	(0.3)
% Growth	1.6%	4.1%	9.2%	5.6%	11.0%	(2.2%)
Market Share	Dec 15	33.7%	19.7%	17.1%	8.9%	3.6%
	Dec 14	36.8%	18.3%	16.4%	8.1%	3.7%

Banking System



Islamic Banking System

	Islamic Banking System [^] (RM'bil)	Selected Banking Group				
						
CASA	101.5	29.5	15.3	11.9	9.0	5.6
Growth-12mths	2.0	(2.4)	(0.3)	1.8	0.6	0.1
% Growth	2.0%	(7.6%)	(2.2%)	18.1%	7.4%	1.5%
Market Share	Dec 15	29.0%	15.1%	11.8%	8.9%	5.6%
	Dec 14	32.1%	15.7%	10.2%	8.4%	5.6%

CREDIT QUALITY TREND

Gross Financing (RM million)

14,564

19,949

24,243

30,112

34,960

Gross impaired
financing ratio

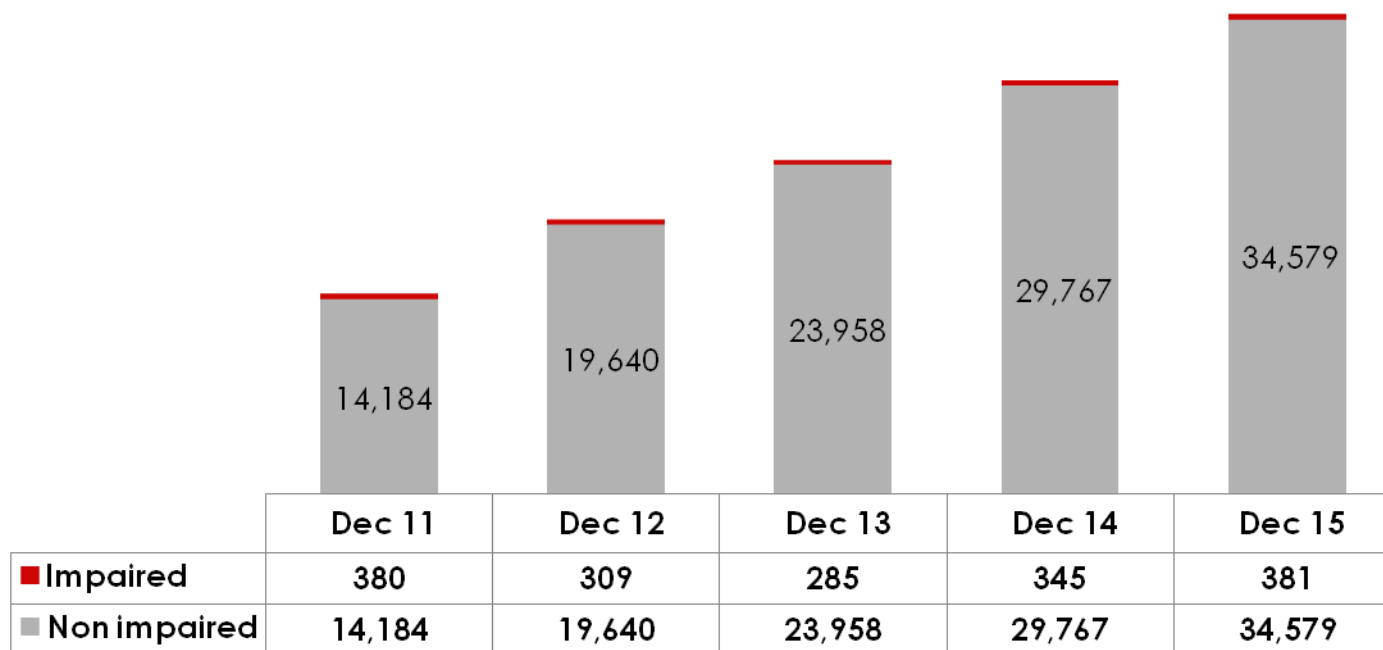
2.61%

1.55%

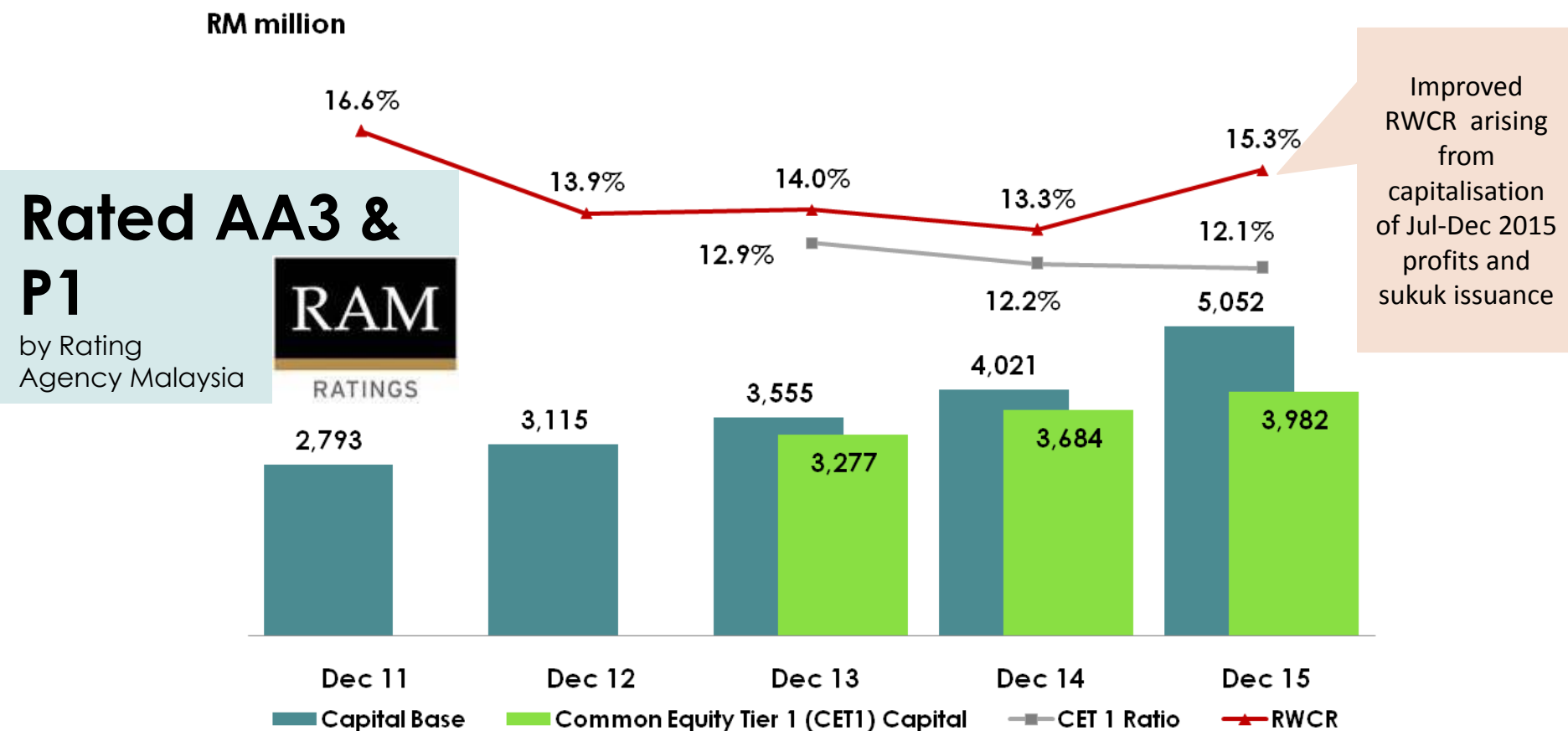
1.18%

1.14%

1.09%



HEALTHY CAPITAL ADEQUACY RATIO






RM million	Dec 11	Dec 12	Dec 13	Dec 14	Dec 15
Total Risk-Weighted Assets	16,863	22,466	25,449	30,194	33,051

INDUSTRY BENCHMARK – INSURANCE & TAKAFUL



INDUSTRY BENCHMARK – FAMILY TAKAFUL

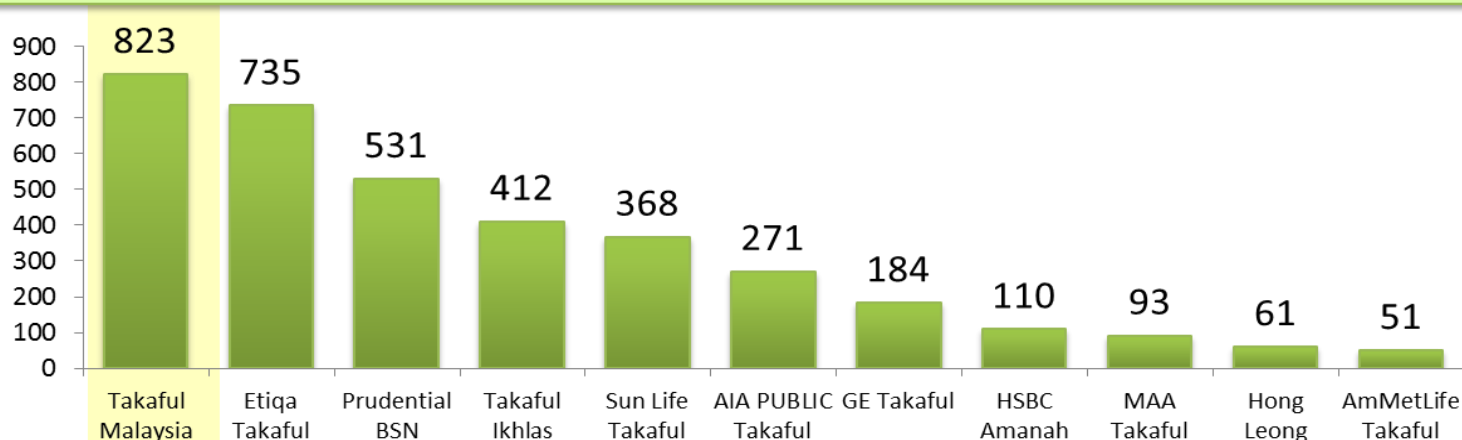
Gross Contributions (RM million)

Takaful Operator	Family Takaful Market Share					
	Jan - Dec 2015			Jan - Dec 2014		
	Gross Contribution	%	Ranking	Gross Contribution	%	Ranking
Syarikat Takaful Malaysia Bhd	822.7	23%	1	714.0	21%	1
Etika Takaful Berhad	734.7	20%	2	674.7	20%	2
Prudential BSN Takaful Berhad	530.6	15%	3	471.7	14%	3
Takaful Ikhlas Berhad	411.7	11%	4	350.0	10%	4
Sun Life Malaysia Takaful Berhad	368.3	10%	5	290.2	8%	5
AIA PUBLIC Takaful Berhad	271.4	8%	6	237.6	7%	6
Great Eastern Takaful Berhad	183.8	5%	7 	171.0	4%	8
HSBC Amanah Takaful (Malaysia) Berhad	110.1	3%	8 	162.7	4%	9
MAA Takaful Berhad	92.6	3%	9 	235.3	7%	7
Hong Leong MSIG Takaful Berhad	61.3	2%	10	66.1	2%	10
AmMetLife Takaful Berhad	51.2	1%	11	64.5	2%	11
Total	3,638.4	100%		3,437.8	100%	

FAMILY TAKAFUL INDUSTRY IN MALAYSIA – TOTAL CONTRIBUTIONS

1. There is a positive industry growth of 5.8% for family takaful business, mainly due to the growth recorded by STMB, Etiqa Takaful, Pru BSN and Sun Life Takaful.
2. The combined market share for Top 5 players is 79% now, 6% higher than last year.
3. STMB maintains the number 1 position and has widened the gap with Etiqa Takaful.
4. Prudential BSN continues its strong growth in the regular contribution investment-linked business, with more than 29% growth.
5. Sun Life Takaful's growth is about 27% mainly due to Group Credit (non-Bank).

New Business Contribution (RM Million)



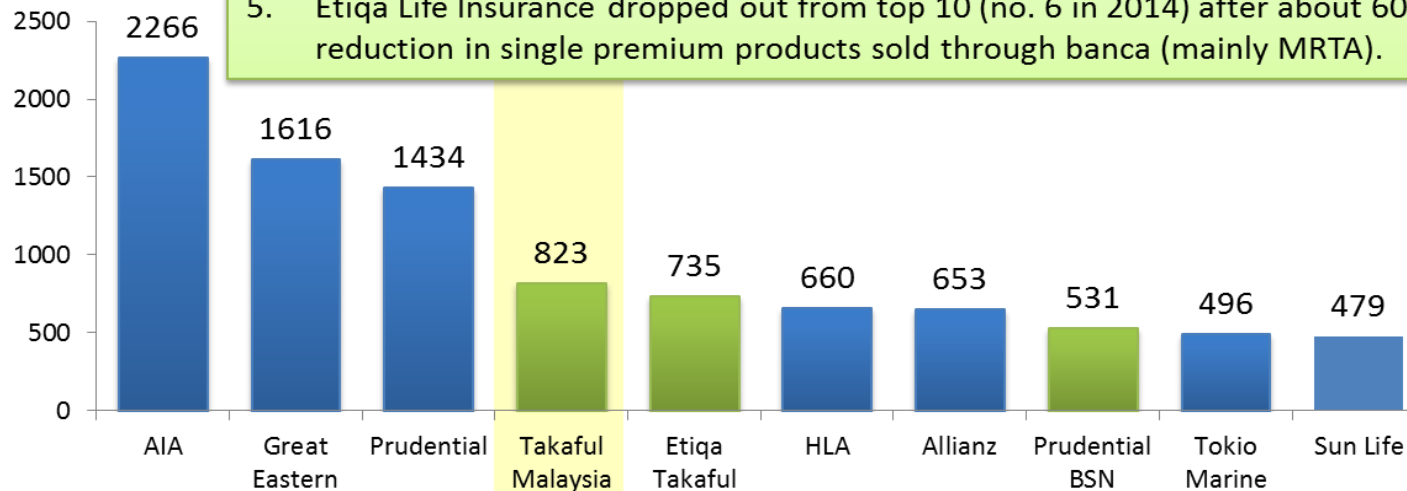
	Takaful Malaysia	Etiqa Takaful	Prudential BSN	Takaful Ikhlas	Sun Life Takaful	AIA PUBLIC Takaful	GE Takaful	HSBC Amanah	MAA Takaful	Hong Leong MSIG	AmMetLife Takaful
Total Market Share	23%	20%	15%	11%	10%	8%	5%	3%	3%	2%	1%
Growth	15%	9%	12%	18%	27%	14%	8%	-32%	-61%	-7%	-21%
Rank	1	2	3	4	5	6	7	8	9	10	11
Rank movement vs 2014 YE							↑	↓	↓		

Sources: ISM Statistical Bulletin – Family Takaful Market Performance Report January to March 2015

LIFE INSURANCE & FAMILY TAKAFUL INDUSTRY IN MALAYSIA (TOP 10)

1. The combined life insurance and family takaful business expanded by 2.9%.
2. AIA continues to extend the lead with growth mainly from group business.
3. Prudential has increased their market share by 2% due to strong growth in ordinary participating business. Prudential's regular premium investment-linked business has slowed down.
4. Sun Life's growth is mainly coming from single premium IL.
5. Etiqa Life Insurance dropped out from top 10 (no. 6 in 2014) after about 60% reduction in single premium products sold through banca (mainly MRTA).

New Business Contribution (RM Million)







	AIA	Great Eastern	Prudential	Takaful Malaysia	Etiqa Takaful	HLA	Allianz	Prudential BSN	Tokio Marine	Sun Life
Total Market Share	18%	13%	11%	6%	6%	5%	5%	4%	4%	4%
Growth	15%	-2%	9%	15%	9%	-1%	1%	12%	-11%	7%
Rank	1	2	3	4	5	6	7	8	9	10
Rank movement vs 2014 YE						↑		↑		↑

Sources: ISM Statistical Bulletin – Family Takaful Market Performance Report January to March 2015

INDUSTRY BENCHMARK – GENERAL TAKAFUL

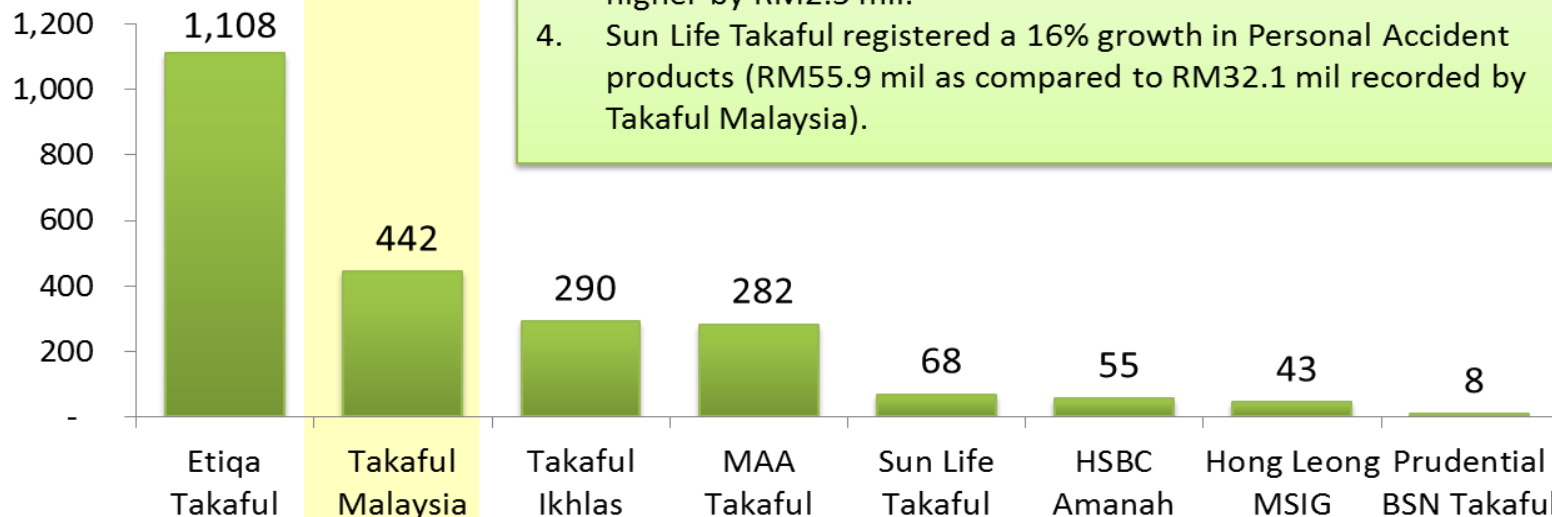
Gross Contributions (RM million)

Takaful Operator	General Takaful Market Share					
	Jan - Dec 2015			Jan - Dec 2014		
	Gross Contribution	%	Ranking	Gross Contribution	%	Ranking
Etiqa Takaful Berhad	1,108.4	48%	1	1,013.4	47%	1
Syarikat Takaful Malaysia Bhd	441.9	19%	2	416.1	20%	2
Takaful Ikhlas Berhad	289.9	13%	3 	252.2	12%	4
MAA Takaful Berhad	281.7	12%	4 	310.5	14%	3
Sun Life Malaysia Takaful Berhad	68.1	3%	5 	60.4	3%	6
HSBC Amanah Takaful (M) Berhad	54.9	2%	6 	60.7	3%	5
Hong Leong MSIG Takaful Berhad	42.9	2%	7	42.4	2%	7
Prudential BSN Takaful Berhad	8.1	0%	8	8.0	0%	8
Total	2,295.9	100%		2,163.7	100%	

GENERAL TAKAFUL INDUSTRY IN MALAYSIA – TOTAL CONTRIBUTIONS

1. General Takaful total contribution increased by 6%, with most growth from Motor (+10.1%), follow by Fire (+8.2%).
2. Takaful Ikhlas overtook MAA Takaful for the 3rd position.
3. Takaful Ikhlas's growth mainly contributed by Motor (+9%). Takaful Malaysia's contribution from Motor is only marginally higher by RM2.5 mil.
4. Sun Life Takaful registered a 16% growth in Personal Accident products (RM55.9 mil as compared to RM32.1 mil recorded by Takaful Malaysia).

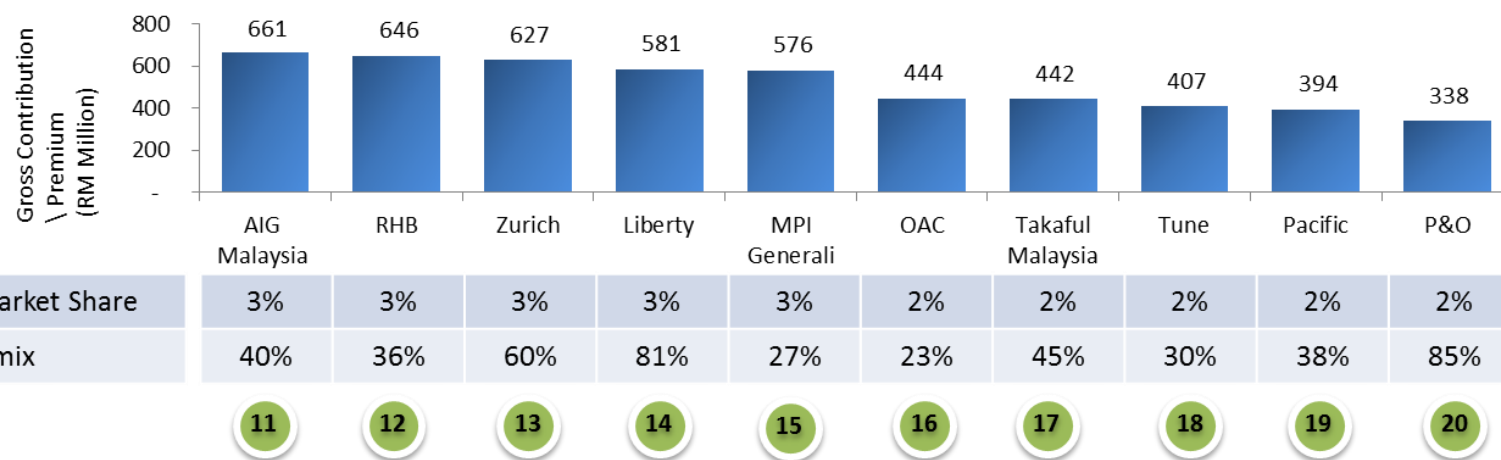
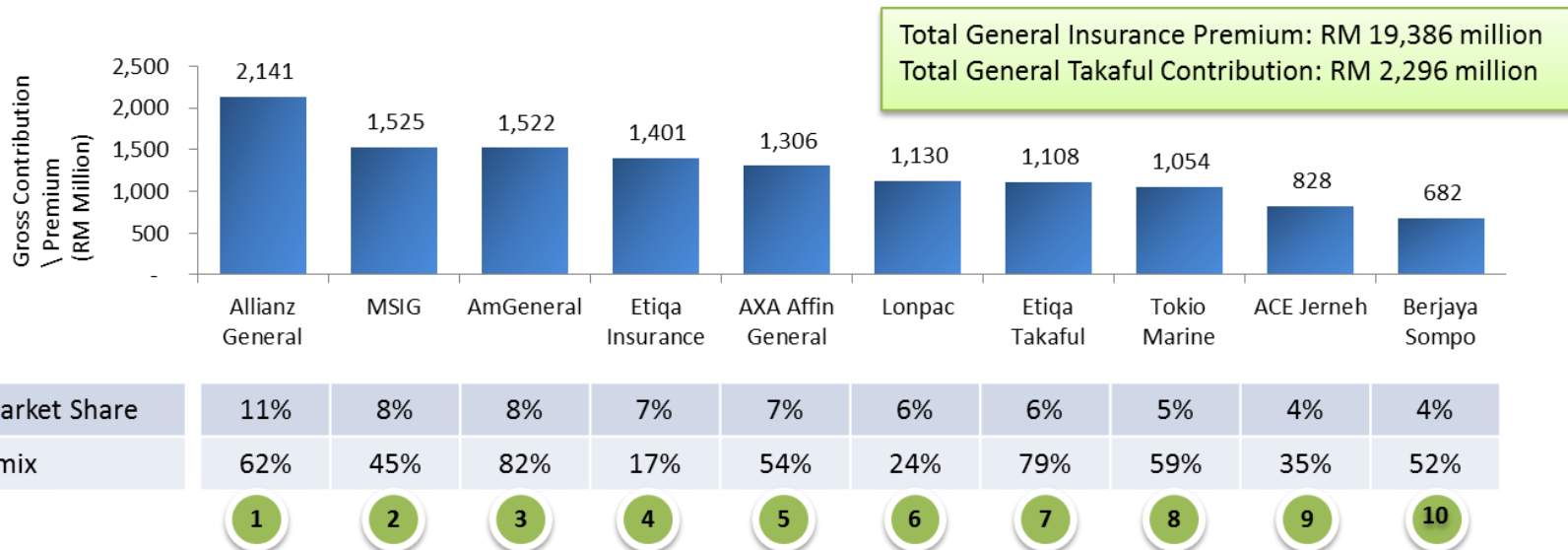
New Business Contribution (RM Million)



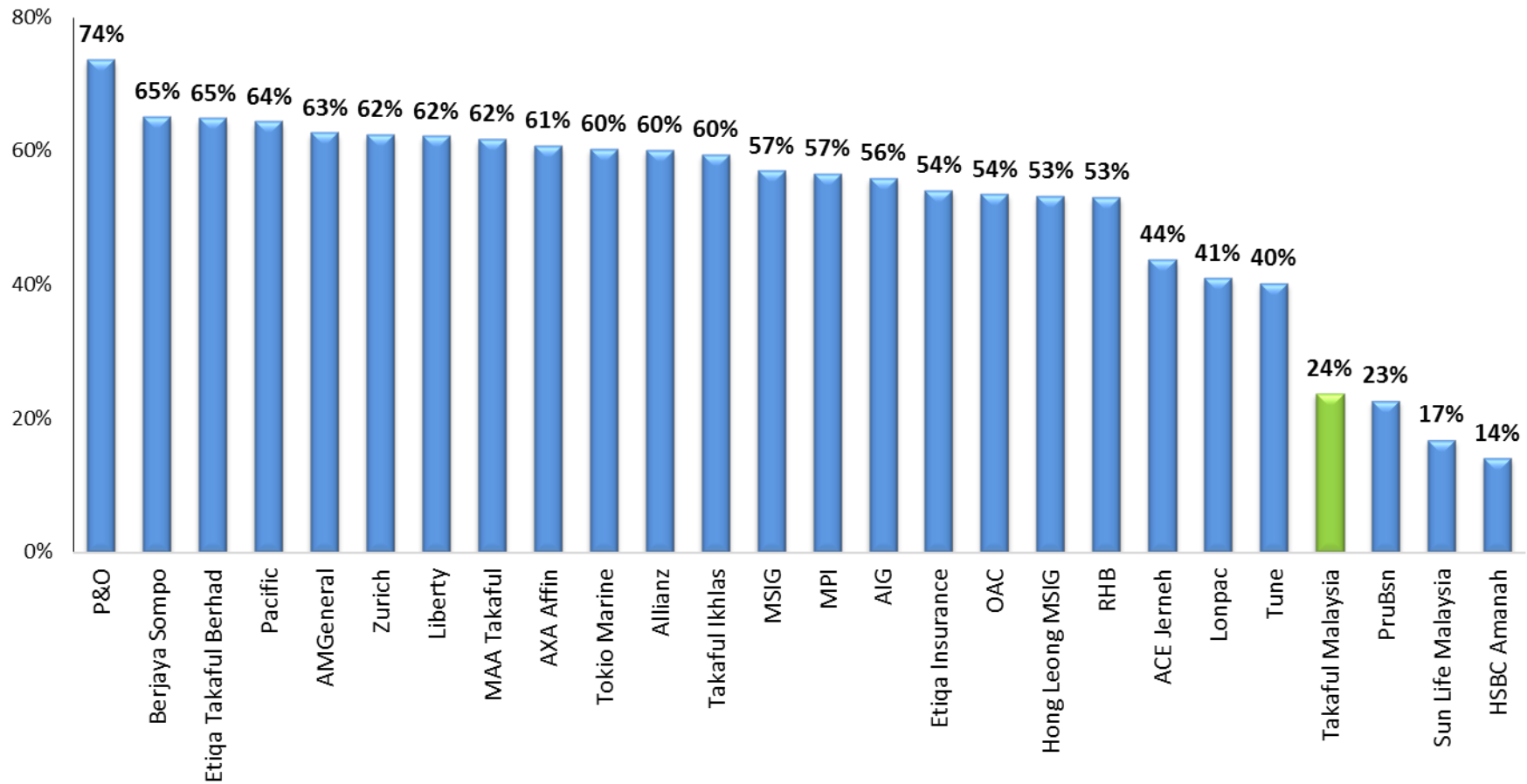
	Etiqa Takaful	Takaful Malaysia	Takaful Ikhlas	MAA Takaful	Sun Life Takaful	HSBC Amanah	Hong Leong MSIG	Prudential BSN Takaful
Total Market Share	48%	19%	13%	12%	3%	2%	2%	0%
Growth	9%	6%	15%	-9%	13%	-9%	1%	1%
Rank	1	2	3	4	5	6	7	8
Rank movement vs 2014 YE			↑	↓	↑	↓		

Source: ISM Statistical Bulletin – Market Performance by Line of Business (General Insurance & General Takaful) January to Sept 2015

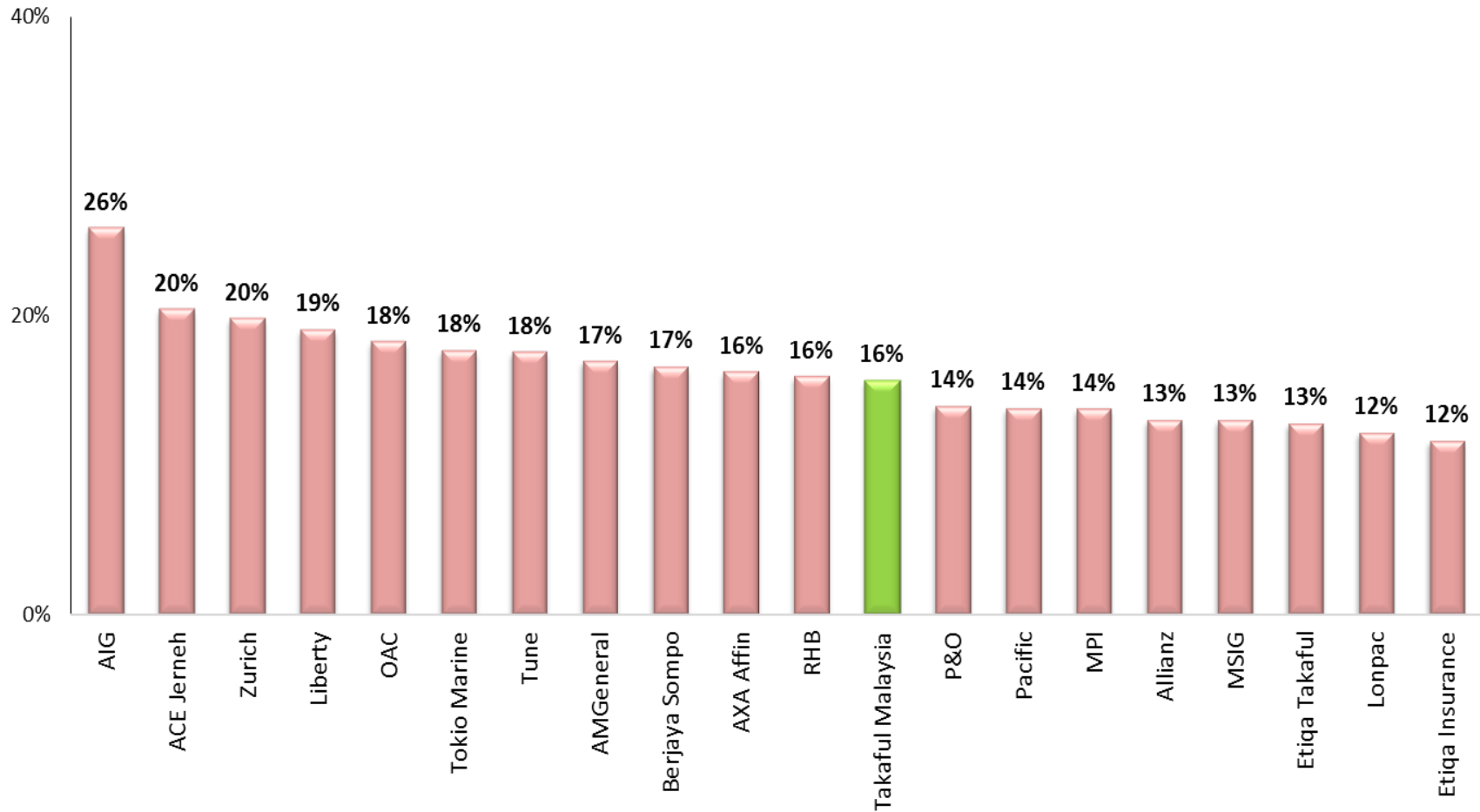
TOP 20 GENERAL INSURANCE & GENERAL TAKAFUL COMPANIES (GROSS)



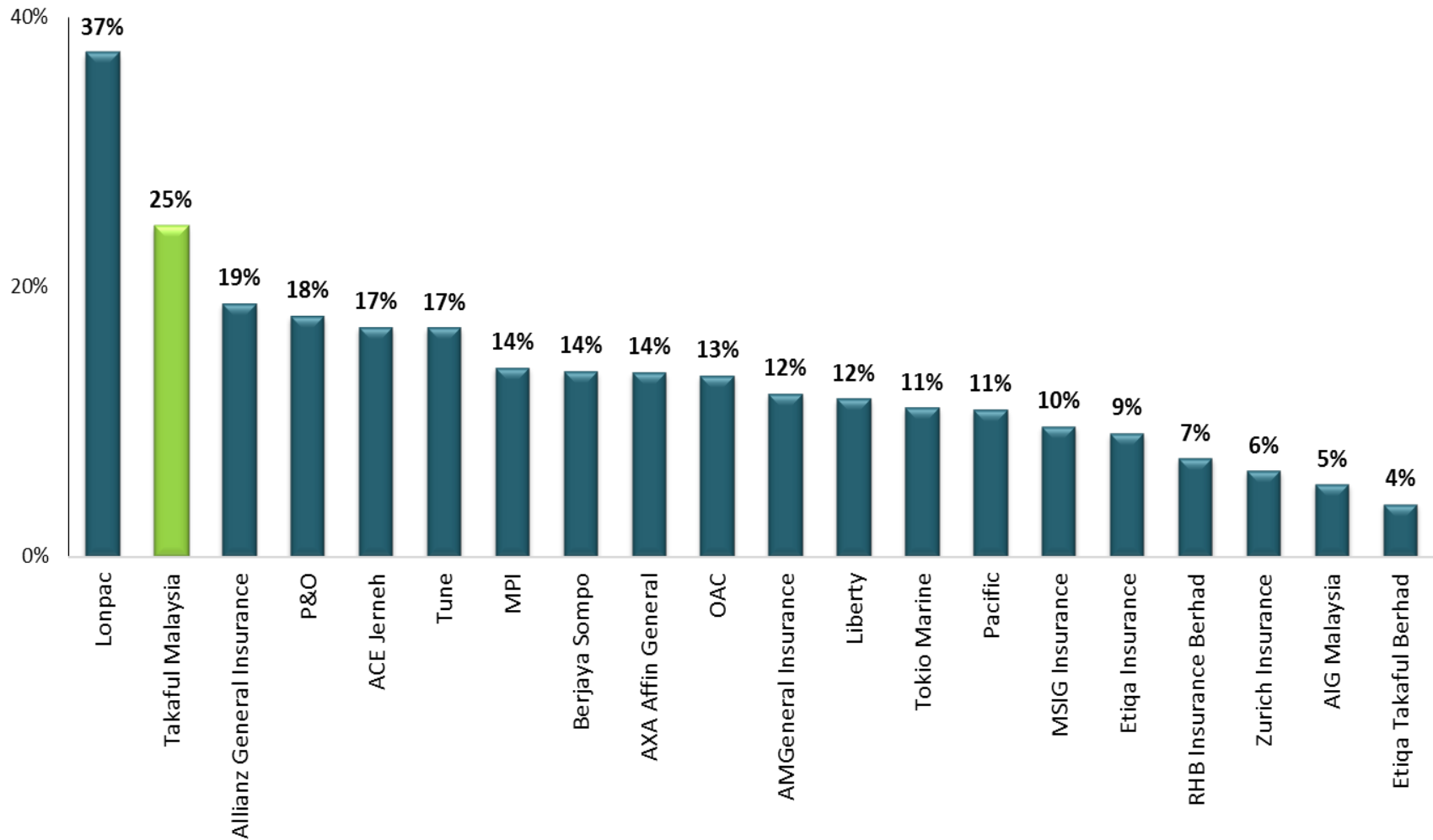
FINANCIAL DYNAMICS – GENERAL NET CLAIMS RATIO



FINANCIAL DYNAMICS – MANAGEMENT EXPENSES RATIO



FINANCIAL DYNAMICS – RETURN ON EQUITY



FINANCIAL DYNAMICS – RETURN ON ASSETS

