

CIMB and Morgans Extend Strategic Alliance in Australia

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for immediate release

Kuala Lumpur: CIMB Investment Bank Berhad (“CIMB”) and Morgans Financial Limited (“Morgans”) today announced they have entered into an agreement to extend their alliance partnership in Australia. This partnership provides an opportunity for Morgans to enhance offerings to its large clientele across Australia consisting of retail, high net-worth, corporate and institutional clients. Meanwhile, CIMB is able to continue supporting its clients in the Asian region who want access to the Australian market through Morgans.

Based on the agreement, both parties will provide strategic business support by leveraging on each other’s strengths and capabilities. CIMB and Morgans will work together on corporate transactions for cross border businesses between Australia and Asia. Both companies will join forces to optimise technology platforms in order to formulate innovative and sophisticated products for their clients. CIMB will appoint Morgans as exclusive execution agent in Australia for all inbound trades for CIMB into the Australian market. Morgans will enhance its presence in Sydney and Melbourne with the expansion of its research, retail and institutional dealing teams. In enhancing its offerings, Morgans will expand its coverage of ASX listed companies to provide its client base with a differentiated and focused large cap research offering to complement its existing award winning mid and small cap company research.

Commenting on this strategic alliance, Tengku Dato’ Zafrul Tengku Abdul Aziz, Group Chief Executive of CIMB said, “CIMB builds our footprint across key geographies with a network of strong partners and Morgans has been a valuable partner. This strategic alliance enhances CIMB’s investment banking franchise and maintains our ability to serve our clients especially those who want access to the Australian market. Morgans will also leverage CIMB’s deep knowledge and market leadership in Asia to grow their business in this important region. We look forward to working closely with Morgans to strengthen both our businesses.”

Brian Sheahan, Managing Director of Morgans says “Morgans is excited about the extension of its relationship with CIMB, one of the leading financial houses in Asia. We believe the partnership is an endorsement of the strength, sustainability, reputation and market position of our Australian business”.

“The current deal is another step in our evolution to create a truly client focused full service 100% Australian owned and managed stockbroking group controlled by Australian staff. All Morgans clients will benefit from the growth in our service offering and our enhanced relationship with CIMB in Asia which will deliver an expanded research coverage and technological footprint,” Sheahan concluded.

About CIMB Group

CIMB Group is Malaysia’s second largest financial services provider and one of ASEAN’s leading universal banking groups. It offers consumer banking, investment banking, Islamic banking, asset management and insurance products and services. Headquartered in Kuala Lumpur, the Group is now present in nine out of 10 ASEAN nations (Malaysia, Indonesia, Singapore, Thailand, Cambodia, Brunei, Vietnam, Myanmar and Laos). Beyond ASEAN, the Group has market presence in China, Hong Kong, Bahrain, India, Sri Lanka, Taiwan, Korea, the US and UK.

CIMB Group has the most extensive retail branch network in ASEAN of more than 1,000 branches as at 31 December 2014. CIMB Group’s investment banking arm is also one of the largest Asia Pacific-based investment banks, offering amongst the most comprehensive research coverage of more than 1,000 stocks in the region.

CIMB Group operates its business through three main brand entities, CIMB Bank, CIMB Investment Bank and CIMB Islamic. CIMB Group is also the 97.9% shareholder of Bank CIMB Niaga in Indonesia, and 93.7% shareholder of CIMB Thai in Thailand.

CIMB Group is listed on Bursa Malaysia via CIMB Group Holdings Berhad. It had a market capitalisation of approximately RM46.3 bil billion as at 31 January 2015. The Group has over 40,000 employees located in 17 countries.

About Morgans Financial Limited

Morgans is locally owned and is Australia's largest national full-service retail stockbroking and wealth management firm, with more than 300,000 clients, 500 authorised representatives and 850 staff, operating from more than 60 offices in all states and territories and responsible for over \$55 billion in FUA.



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