

# **Cagamas Berhad**

National Mortgage Corporation of Malaysia

**Investor Presentation** April 2017

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- **Section 1** Indicative Summary Terms
- Section 2 Company Overview
- Section 3 Business Overview
- **Section 4** Financial Highlights
- **Section 5** Foreign Currency Issuances and Investors Profile
- Section 6 Key Credit Strengths





# SECTION 1 Indicative Summary Terms





## **Indicative Summary Terms**



Issuer	Cagamas Global P.L.C.
Guarantor	Cagamas
Offering and Programme Description	Proposed USD Reg S Offering Pursuant to a USD2,500,000,000 Conventional Multicurrency Medium Term Note Programme
Programme Rating	A3 Stable (Moody's)
Guarantor Rating	A3 Stable (Moody's)
Expected Issue Rating	A3 (Moody's)
Status of the Offering	Senior Unsecured
Format	Regulation S only
Governing Law	English Law
Listings	LFX, SGX-ST
Clearing System	Euroclear/Clearstream
Change of Shareholder Put	Investor put option at 100% when Bank Negara Malaysia (BNM) or the Government of Malaysia, either through the Ministry of Finance (Incorporated) or any other ministry or Government agency or body ceases to be a shareholder, directly or indirectly, of the Guarantor's issued share capital
Joint Lead Managers & Joint Bookrunners	HSBC, Maybank and Standard Chartered Bank





# SECTION 2 Cagamas Overview





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### Background



Entity Name	Cagamas
Shareholders	Cagamas Holdings Berhad (100%), which is 20% owned by BNM, and 80% by commercial and investment banks
Credit Rating	A3 Stable (Moody's)
Date of Incorporation	2 December 1986
Objectives	<ul> <li>Established by Bank Negara Malaysia to support the national agenda of increasing home ownership and promoting the development of Malaysia's capital markets</li> <li>Development and promotion of Islamic finance within Malaysia</li> </ul>
Business Model	<ul> <li>Through the issuance of conventional and Islamic securities, Cagamas funds the purchase of housing loans and house financings through its Purchase With Recourse (PWR) and Purchase Without Recourse (PWOR) schemes</li> <li>By doing this, Cagamas is able to provide liquidity to financial institutions at a competitive cost, encouraging them to provide additional housing loans and house financings to new applicants at an affordable price</li> </ul>
	<ul> <li>The PWR and PWOR schemes have now been expanded to include other loans and financings such as hire purchase / leasing receivables and personal loans and financings</li> </ul>



## Cagamas at a Glance (cont.)





## **Strategies and Key Objectives**



### Strategies and Key Objectives

- ✓ To be acknowledged as a leader in the provision of financial support in Malaysia's efforts to meet the housing needs of Malaysians
- ✓ To be the pace-setter for the development of the bond and sukuk markets within Malaysia
- ✓ To attain recognition on a national and international level for its work as a pioneer with a successful business model for others wishing to establish a successful secondary mortgage liquidity facility and mortgage-backed securitisation offerings

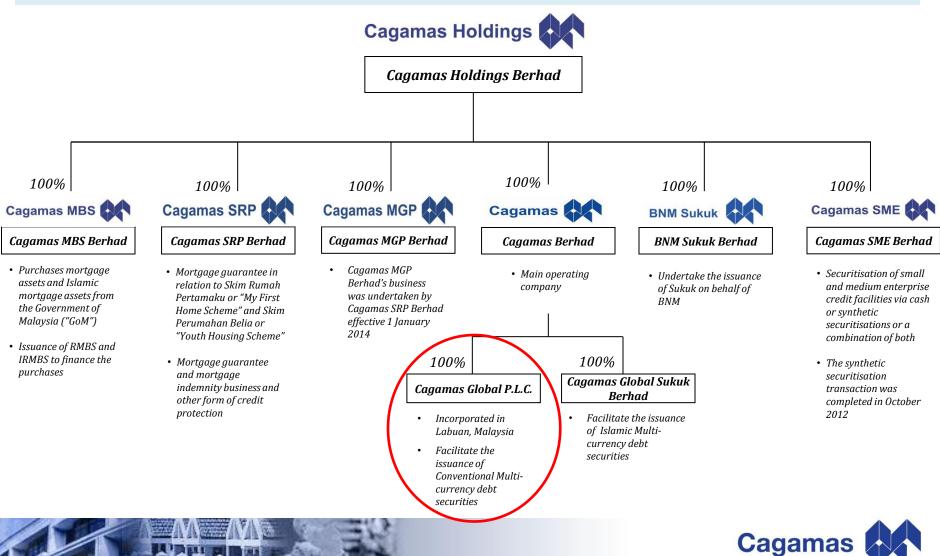
	How Cagamas		Providing innovative facilities at a competitive cost to primary home lenders	
	meets its	-	Widening and deepening the scope of securitisation with innovative instruments	
Ш	Objectives	-	Nurturing and maintaining a competent workforce of the highest integrity and professionalism	
		-	Using technology to enhance productivity and efficiency	
		-	Valuing staff for their commitment and loyalty	
			Inculcating a caring and responsible corporate culture	
			Continuing to help Malaysians gain access to competitive house financing	
	Future Plans	-	Developing risk and capital management solutions to assist financial institutions especially in light of Basel III	0 2
		•	Enhancing product offering participation in Development Financial Institutions to further spur the growth of SMEs	
		•	Providing competitively priced funding through diversification of funding sources and widening of investor base	
			Exploring opportunities to replicate Cagamas' business model in SE Asia to complement Malaysian financial institutions expanding abroad	
/		A		

National Mortgage Corporation of Malaysia

Cagama



Cagamas is a wholly owned subsidiary of Cagamas Holdings Berhad and remains the core revenue and profit generator for the Cagamas Group



## **Shareholding Structure for Cagamas Holdings**



Cagamas

National Mortgage Corporation of Malaysia

> Shareholders Demographics:

BNM 20%	Comm	ercial Banks 73%	Investment Banks 7%
	Shareholders of C	agamas Holdings Berhad	
BANK NEGARA MALAYSIA CENTRAL BANK OF MALAYSIA	Shareholding: 20.0%	Standard Standard	Shareholding: 3.1%
🔁 СІМВ	Shareholding: 16.5%	AFFINBANK	Shareholding: 2.9%
Maybank	Shareholding: 14.2%	<b>UOB</b>	Shareholding: 2.2%
<b>RHB</b>	Shareholding: 8.6%	OCBC Bank	Shareholding: 2.0%
<b>AmBank</b>	Shareholding: 8.0%	Bank of Tokyo-Mitsubishi UFJ	Shareholding: 0.5%
	Shareholding: 7.0%		Shareholding: 0.2%
HONG LEONG BANK	Shareholding: 6.0%	Scotiabank	Sharenolainy: 0.2 %
HSBC 🚺	Shareholding: 4.1%	The Royal Bank of Scotland	Shareholding: 0.2%
ALLIANCE BANK	Shareholding: 3.7%	Deutsche Bank	Shareholding: 0.2%
Note: The remaining shareholding of 0.6	% are from other financial institutions		



# SECTION 3 Business Overview

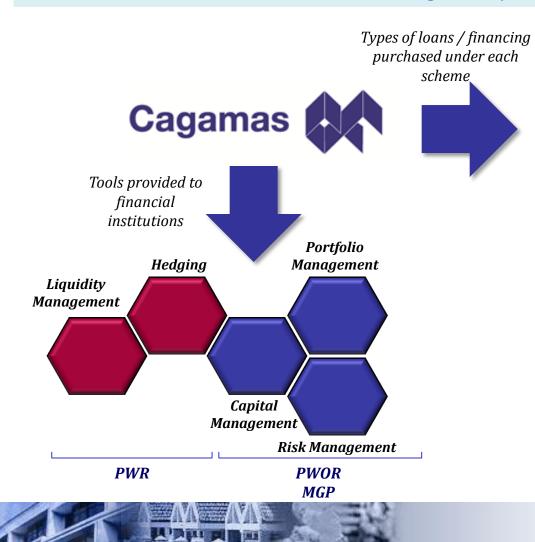




### **Business Overview**



Cagamas is primarily engaged in the purchasing of loans and financings from financial and non-financial institutions under the PWR, PWOR and guaranteeing housing loans and house financings under Mortgage Guarantee Programme (MGP) schemes



#### Purchase with Recourse (PWR)

- Housing Loans
- Islamic House Financings
- Commercial and Industrial Property Financings
- Hire Purchase and Leasing Debts
- Islamic Hire Purchase / Islamic Leasings
- Personal Loans
- Islamic Personal Financings
- Rahn Financings

#### Purchase without Recourse (PWOR)

- Housing Loans
- Islamic House Financings
- Hire Purchase
- Islamic Hire Purchase / Islamic Leasings

#### Mortgage Guarantee Programme (MGP)\*

- Housing Loans
- Islamic House Financing
- Skim Rumah Pertamaku /My First Home Scheme
- Skim Perumahan Belia / Youth Housing Scheme

MGP offers "first loss" protection on a mortgage porfolio while the mortgage assets remain on the originator's books

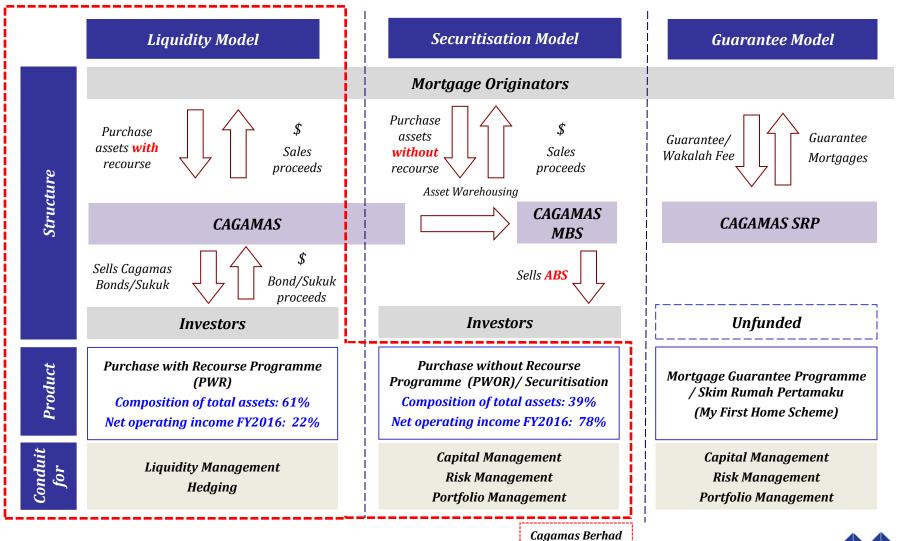
\* Under Cagamas SRP Berhad



## **Business Model**



Cagamas purchases loans and financing under 2 schemes - Purchase with Recourse and Purchase without Recourse







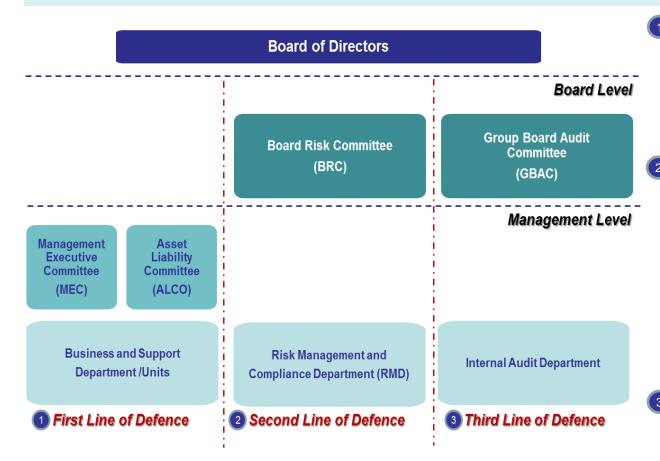
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### Cagamas is governed by the following regulations under the respective authorities





Cagamas takes a holistic and enterprise-wide view in managing risk. The Cagamas Board of Directors approved the ERM which details the scopes of responsibility and accountability of the respective parties involved. In line with the ERM Framework, Cagamas employs three lines of defence when managing risk.



The business units within Cagamas are the first line of defense, and have the primary responsibility of identifying, mitigating and managing risks within their line of business. They also ensure that their day-to-day activities are conducted in line with established risk policies and procedures, and that no limits are exceeded.

- An independent Risk Management and Compliance Department (RMD) acts as Cagamas' second line of defense by providing specialised resources to proactively manage risks. This includes assessment of risk exposures and the coordination of risk management on an enterprise-wide basis. The RMD is also responsible for ensuring that risk policies are implemented accordingly. The Compliance Unit within the RMD oversees the statutory compliance framework of the Group, by ensuring that a comprehensive compliance programme is in place and regular audits are conducted to monitor adherence.
- The Internal Audit Department (IAD) is Cagamas' third line of defense and is responsible for independently reviewing the adequacy and effectiveness of risk management processes, the system of internal controls and compliance with risk policies.





### ASSET & LIABILITY COMMITTEE (ALCO)

### Proactive asset and liability management to mitigate risks and optimise profitability

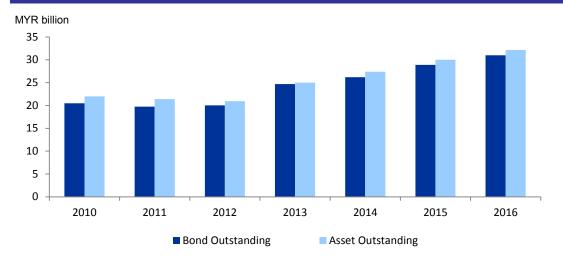
Identified Risk	Risk Control		
Market Risk & Liquidity Risk	<ul> <li>Match-Funding Policy – All asset purchases are funded by bonds of matched size and duration</li> <li>Duration Gap – The duration gap of the Company shall not exceed 6 months</li> <li>Liquidity Gap Limit – Net funding requirement by assessing all of the Company's cash inflow against outflows</li> <li>Liquidity Ratio – Company's ability to pay off its short term debt obligation. Ratios are higher than 1.0</li> </ul>		
Funding Risk	<ul> <li>Interbank borrowing and repurchase agreement (REPO) as 'Approved Interbank Institution' <sup>1</sup></li> <li>Intraday credit facility from BNM as 'RENTAS' <sup>2</sup> member</li> <li>Strong shareholders' funds as additional source for liquidity needs</li> <li>Issuance and distribution of its own debt securities as 'Registered Person' under CMSA<sup>3</sup></li> <li>Facility Agent of its own debt securities as a 'FAST' <sup>4</sup> member</li> </ul>		
Credit Risk - Investment	<ul> <li>Prudent Investment Policy</li> <li>Stringent Credit Concentration Limit Exposure</li> <li>Regular Credit Review</li> </ul>		

- 1. Cagamas status as "Approved Interbank Institution" enable direct access to interbank money market as stipulated in The Malaysian Code of Conduct for Principals and Brokers in the Wholesale Money Market and Foreign Exchange Markets
- 2. Real Time Electronic Transfer of Funds and Securities is a real time gross settlement system for transfer and settlement of interbank funds and scriptless securities transactions
- 3. The Capital Markets and Services Act 2007 issued by the Securities Commission of Malaysia in relation to dealing with fund raising activities
- 4. Fully Automated System for Issuing/ Tendering

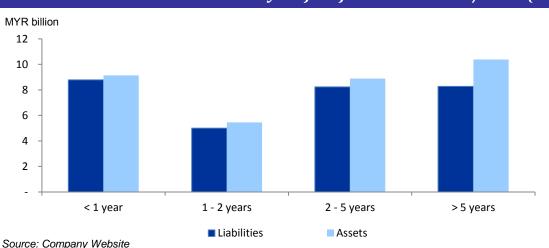




#### *Outstanding Bonds/Sukuk and Assets since 2010 (as at December 2016)*



- Cagamas practices a strict match-funding policy where all asset purchases are funded by bonds/Sukuk of matching size, duration and self-sufficient in cash flows
- Cagamas also imposes a duration gap limit to manage liquidity and interest/profit rate risk



#### Maturity Profile of Assets and Bonds/Sukuk (as at December 2016)

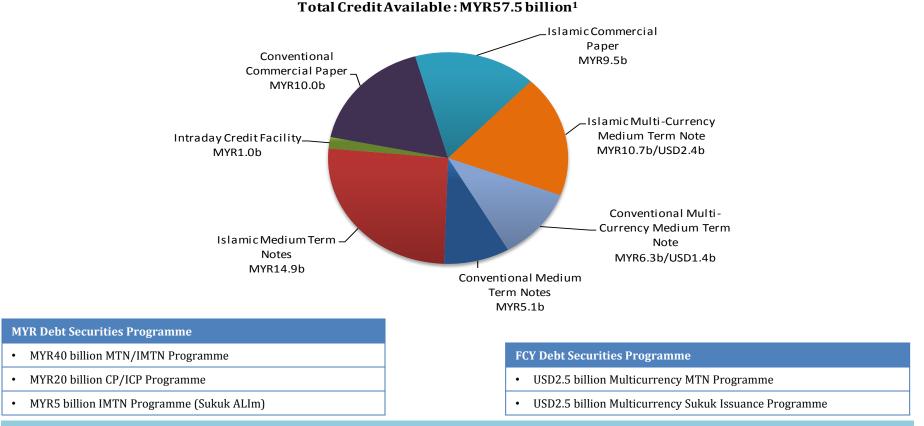
- The maturities of the assets and liabilities are also matched as close as possible
- Cagamas also places limits on maximum shortfall against shareholders' funds and liquidity ratio to ensure sufficient funds to meet maturing liabilities





### Cagamas has access to intraday credit facility provided by Bank Negara Malaysia

Available Credit



In addition to these, a minimum of 50% of Cagamas' fixed income investments are in government/government-guaranteed issues which can be used to obtain funding via REPO

Note 1: USD/MYR exchange rate of 4.4480 (as of 1 March 2017)





# **SECTION 4** *Financial Highlights*

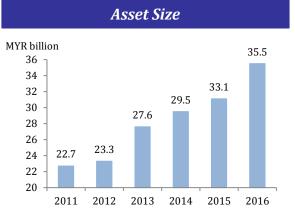


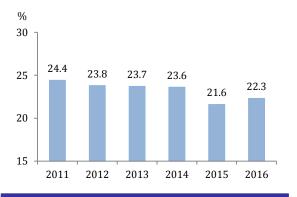




### Healthy asset growth with sustained profitability

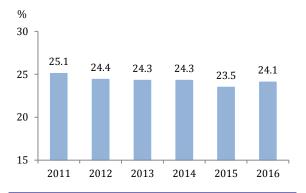
Net Tangible Asset per share





Core Capital Ratio

Shareholders' Fund MYR million 3,400 3,216 3,200 3,015 3,000 2,754 2,800 2,527 2,600 2,400 2.224 2,101 2,200 2,000



2013

2014

2015

2016

2011

2012



**Risk Weighted Capital Ratio** 



# **SECTION 5** *Foreign Currency Issuances and Investors Profile*







#### Cagamas' Foreign Currency Issuance

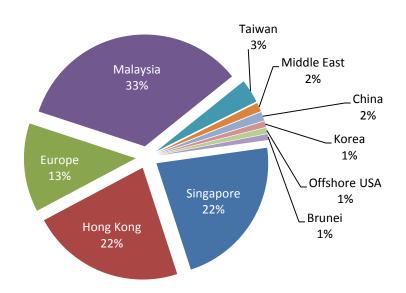
Year	Issue Date	Issuance	Tenure (year)
2014	22 Sep 2014	CNH 1.5 billion	3
	5 Nov 2014	HKD 1.0 billion	3.5
	10 Dec 2014	USD 500 million	5
2015	24 Jun 2015	USD 100 million	3
	30 Jul 2015	SGD 100 million	3
	25 Sept 2015	SGD 162.75 million	1
	27 Nov 2015	SGD 100 million	2
2016	3 Mar 2016	SGD 130.75 million	1
	10 Mar 2016	SGD 150 million	1
	13 Sept 2016	USD 130 million	1
2017	13 Mar 2017	SGD 50 million	1
	12 Apr 2017	SGD 100 million	1

### Investor's Profile based on Outstanding Bonds and Sukuk

	2013	2014	2015	2016
Banking Institutions	35%	33%	32%	34%
Provident/Pension Funds	32%	28%	27%	26%
Insurance Companies	18%	16%	16%	12%
Non-Resident <	1%	10%	15%	20%
Others*	14%	13%	10%	8%

\* Others - Local Corporations, Government-Linked Companies and Trust Funds

#### **By Country/Region**







# SECTION 6 Key Credit Strengths

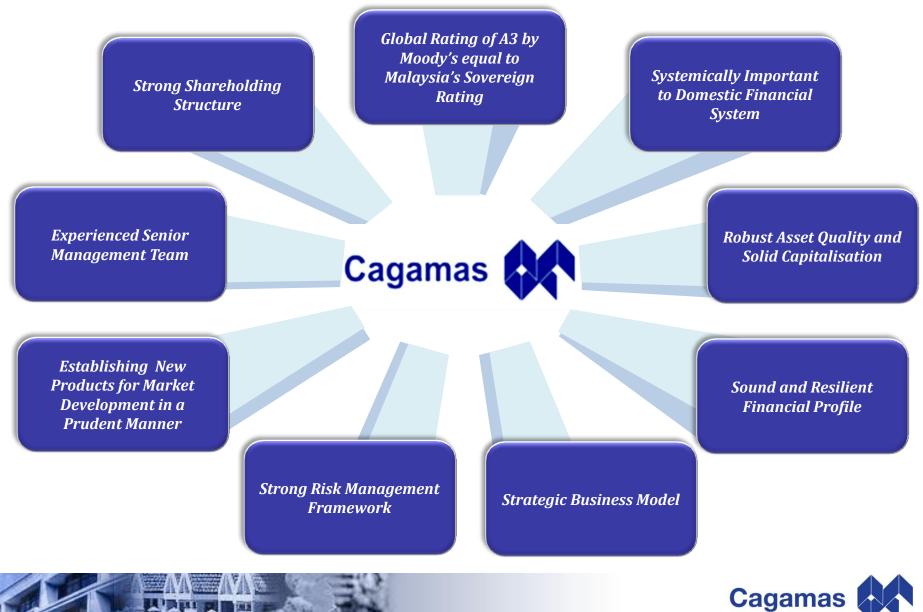




## **Key Credit Strengths**

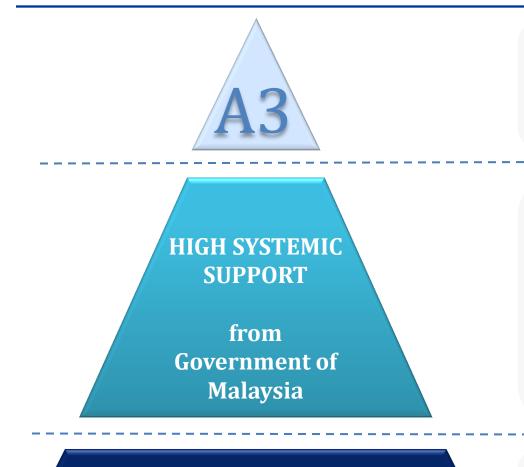


National Mortgage Corporation of Malaysia



## Global Rating of A3 by Moody's Equal to Malaysia's Sovereign Rating





## **STRONG CREDIT PROFILE**

## Sovereign Equivalent Rating

- Special policy role
  - ✓ Supporting the national objective to increase home ownership & promote development of Malaysia debt capital market
- Close linkages with BNM and the Government
- High systemic importance in Malaysian financial sectors
  - ✓ Significant linkages with other FIs and prominent

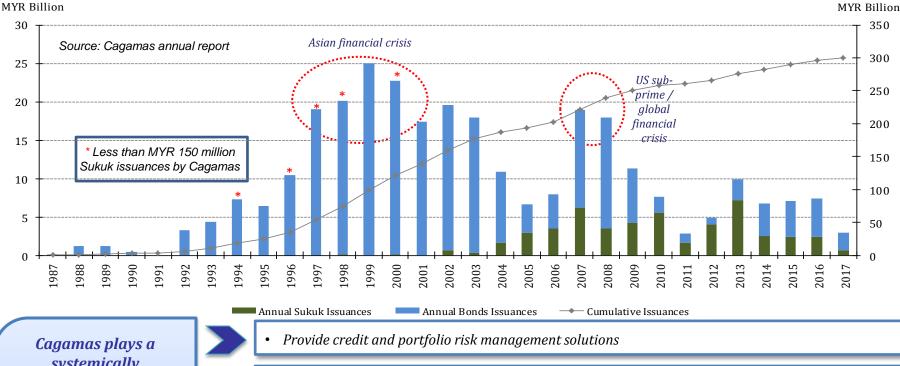
role in the debt capital market

- Strong Capitalisation
- Good Asset Quality
  - ✓ Above industry average
- Stable Profitability



## Systemically Important to Domestic Financial System





- Provide capital management solutions
  - Conduit to remove systemic risk in the financial sector
  - Conduit for best practices & setting up of standards development of conforming financing standards
  - Cagamas Group has issued papers worth MYR299.7 billion to the financial market and has successfully redeemed MYR263.0 billion with not even a single technical default as at March 2017



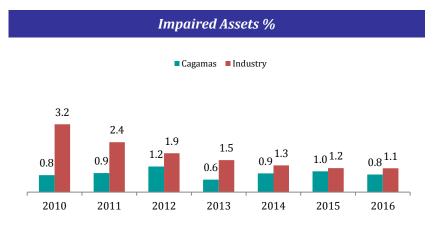
systemically important role in the domestic financial system, underscored by its dual function as liquidity provider and as a leading issuer of conventional and debt securities and Sukuk





Cagamas' asset quality is robust, premised on its exposure to highly rated PWR counterparties and the provision of loans/financings with non-discretionary salary deduction at source as a key feature of its PWOR portfolio

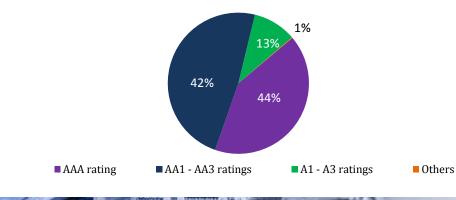
- As at 31 December 2016, more than **85%** of the Company's counterparties under the PWR scheme carried at least AA ratings. There has been zero impairment losses for PWR assets
- The company's PWOR portfolio is considered healthy given that these receivables are subject to non-discretionary salary deductions at source. Cagamas' ratio of loans/financings that are 90 days past due came up to **0.8%** as at 31 December 2016, lower than the Malaysian banking system's gross impaired loan/financing ratio of 1.1% for residential property mortgages
- The ratio of its PWR and PWOR receivables stood at about 61:39 as at 31 December 2016



Source: Bank Negara Malaysia (Industry)





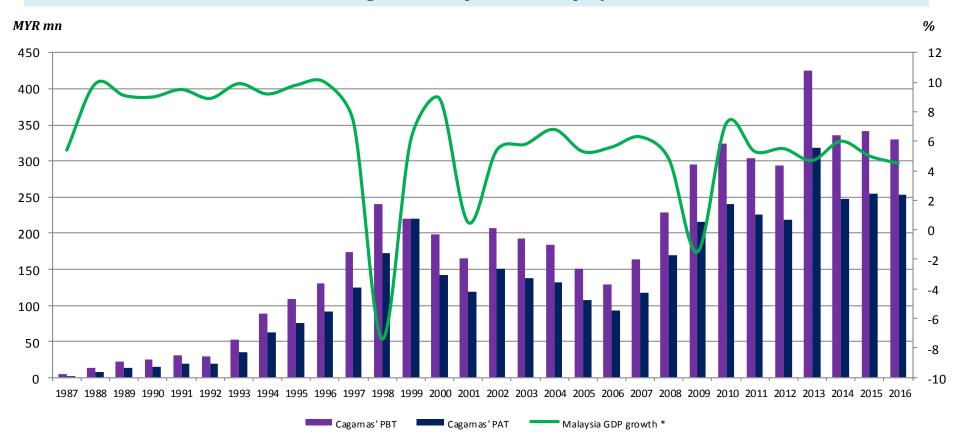








Cagamas consistently achieves strong and resilient profit since its inception, demonstrating that business is managed in both prudent and profitable manner



\*Source: The World Bank Department of Statistics Malaysia





## The strong risk management framework is a major contributor to the highly successful Cagamas business model

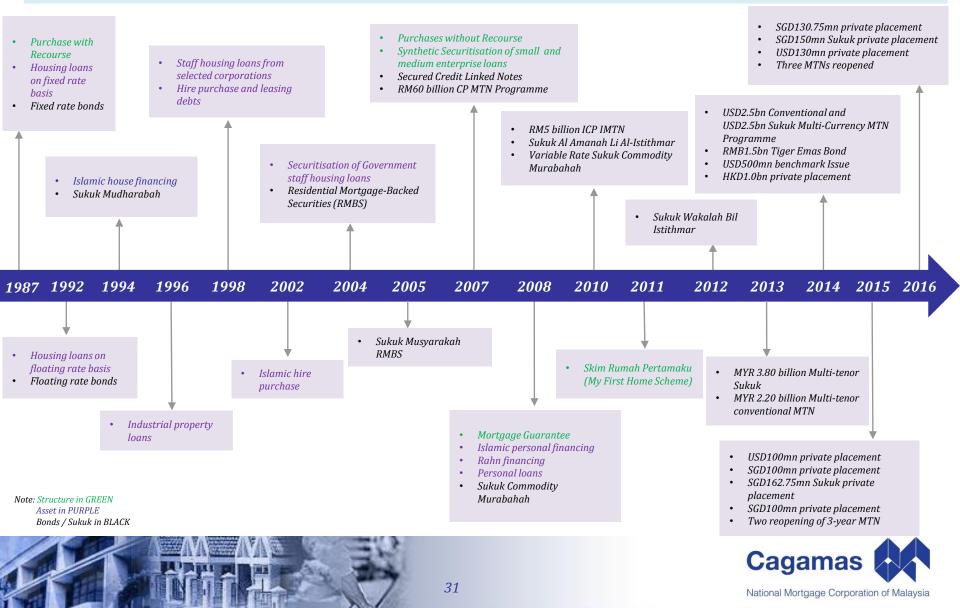


- Rigorous New Product Approval Process governing the end-to-end process for obtaining approval for all businesses/products.
- Identification of new products or variation of existing products by the Business Units;
- Robust process include setting up of a working committee to ensure new product is in line with the Company's objectives;
- Research and development shall be undertaken during the establishment to include essence of the product, risk profile of the product, impact on consumers/markets, legal, regulatory, tax, accounting and compliance requirements.



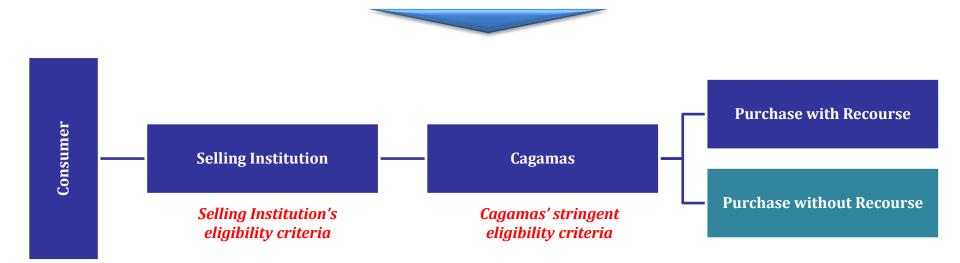


## Cagamas has strong expertise with 29 years of successful operations





Since the commencement of operations in 1987, Cagamas has been a global role model of how emerging countries can establish successful secondary mortgage liquidity facilities



- The Selling Institution will have applied its own eligibility criteria in granting the loan / financing to the consumer
- Cagamas will have applied its own stringent eligibility criteria in determining that the loan / financing to be purchased from the Selling Institution is of sufficient quality to maintain the high quality of Cagamas assets

The success of Cagamas' business model has been recognised by other countries as well as the World Bank and the Asian Development Bank







The Board of Directors of Cagamas, comprising non executive directors with extensive experience in Government, Central Banking, Banking, Investment and other sectors



Dato' Halipah binti Esa Non-Executive Director



Dr. Roslan bin A. Ghaffar Non-Executive Director



Dato' Md Agil bin Mohd Natt Non-Executive Director



Mr. Philip Tan Puay Koon Non-Executive Director



Dato' Ooi Sang Kuang Chairman/Non-Executive Director



Dato' Wee Yiaw Hin Non-Executive Director



Mr. Shaik Abdul Rasheed bin Abdul Ghaffour Non-Executive Director

(Deputy Governor Bank Negara Malaysia)



Mr. Nazrul Hisyam bin Mohd Noh Non-Executive Director

(Chief of Staffs Bank Negara Malaysia)



Datuk Chung Chee Leong Chief Executive Officer/ Executive Director





#### **Board of Directors**



## Cagamas has an experienced senior management team, with an average of more than 20 years of industry experience

Senior Management Team



Datuk Chung Chee Leong Chief Executive Officer

Years in Industry: 33 years Years in BNM: 29 years



Norazilla Md Tahir Chief Financial Officer

Years in Industry: 24 years



Audrey Wong Chief Risk Officer

Years in Industry: 22 years



Azizi Ali Senior Vice President, Islamic Business

Years in Industry: 30 years



Abdul Halim Salleh Senior Vice President, Treasury & Capital Markets

Years in Industry: 21 years



S. Shanmuganathan Senior Vice President, Operations and Services

Years in Industry: 30 years



Badrulnizam Bahaman Senior Vice President, Core Business

Years in Industry: 23 years



Delvin Chong Senior Vice President Corporate Strategy & Analytics

Years in Industry: 23 years



Mazlina Saidi Senior Vice President, Human Capital & Administration

Years in Industry: 32 years







# Thank You

### Cagamas Berhad (157931-A)

Level 32, The Gardens North Tower Mid Valley City, Lingkaran Syed Putra 59200 Kuala Lumpur Malaysia Tel: +603 - 2262 1800 Fax: +603 - 2282 9125

www.cagamas.com.my



