

Commercial International Bank

IR presentation

Year End 2012



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Agenda

- ⌘ Macro-Environment
- ⌘ About **CIB**
- ⌘ **CIB** Financial Highlights
- ⌘ Consumer Banking Snapshot
- ⌘ **CIB** Strategy
- ⌘ Summary and Conclusion



Macro-Environment

Egypt Fact Sheet

Favorable Demographics

-Population: 87.1mn*
 -Private consumption/GDP: 71.7%
 -Labor force/population: 27.9%*
 -Median age: 24
 -Public consumption/GDP: 11.9%
 -Unemployment rate: 12%*

Attractive Growth Opportunities

-Nominal GDP: EGP 381,246bn²
 -GDP Per Capita (PPP): \$2,958¹
 -Historical GDP growth: 5.31% (2005/2011CAGR)¹

Underleveraged²

-Total bank debt/GDP: 33%
 -Corporate loans/GDP: 25%
 -Loans/Deposits: 47.8% (November 2012)
 -Household debt/GDP: 7%

Diversified as % of Total Domestic Production

-Agricultural: 9.98%
 -Industrial: 27.78%
 -Mining: 11.76%
 -Financial services: 2.1%
 -FDIs: 0.7 %***
 -Gross Exports: 1.14%**
 -Government: 9.51%
 -Remittances: 2.70%***
 -Trade: 8.96%
 -Transportation: 4.59%
 -Tourism: 3.29%
 -Suez Canal: 1.37%
 -Construction: 7.59%

Manageable Debt

-Net International reserve: \$15bn (Sep. 2012)
 -LT external debt: \$31.5bn***
 80% of debt is in local currency, held by public sector
 -Current A/C balance: \$-1535.7***
 -ST external debt: \$2.9bn***

Robust banking sector reforms

- Banking reform program, **Phase I (2005-2008)** successfully completed
- **Phase II (2009- 2012)**: currently being implemented, aiming at improving the regulatory environment, adopting Basel II and increased focus on corporate governance
- Stringent regulations limit concentrated risk exposure and proprietary investment

• Figure as of 2011

1. IMF WEO Estimates for 2012, April 2012

2. Figures as of April/June 2012

* Preliminary number

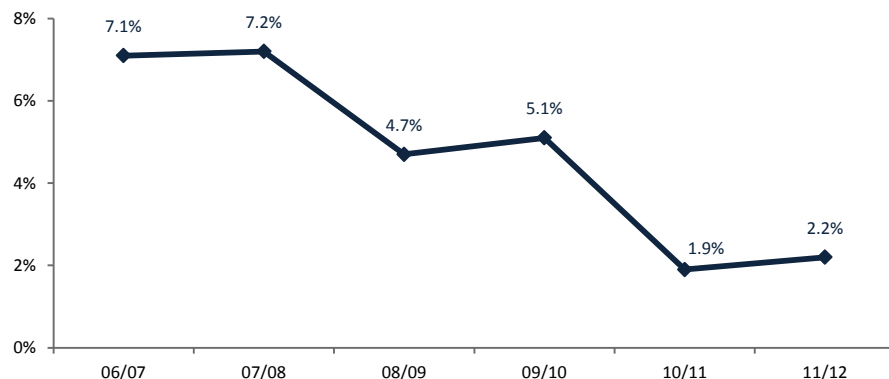
*** Figures as of Q4 2011/2012

As of July/March 2011/2012

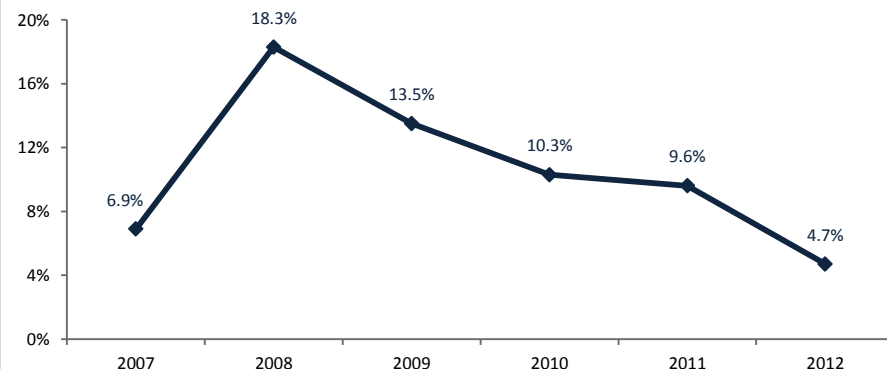
Source: Central Bank of Egypt (CBE)

Macroeconomics Snapshot

GDP Growth



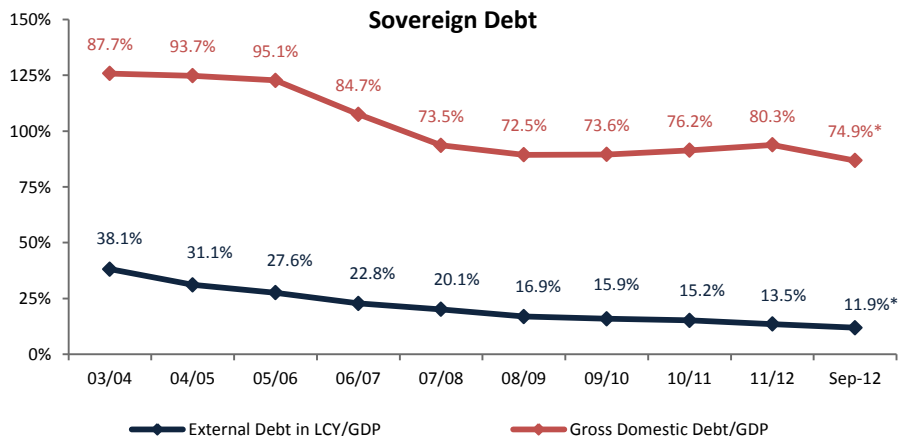
Inflation



*GDP at Factor Cost (Constant prices 2006/2007)

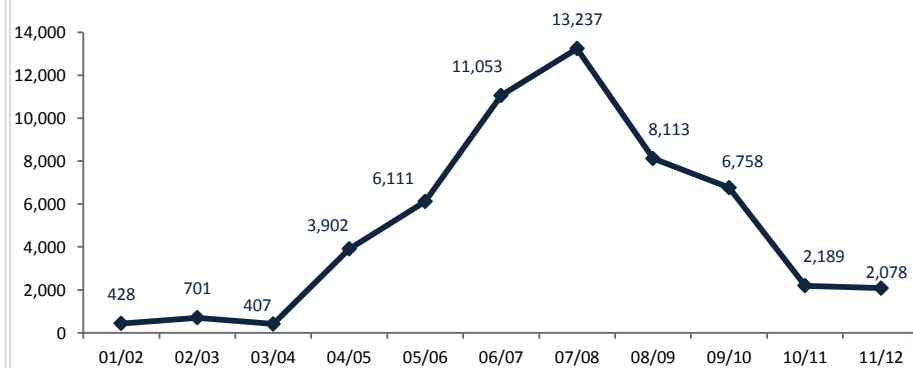
**FY 11/12 based on preliminary figures

Sovereign Debt

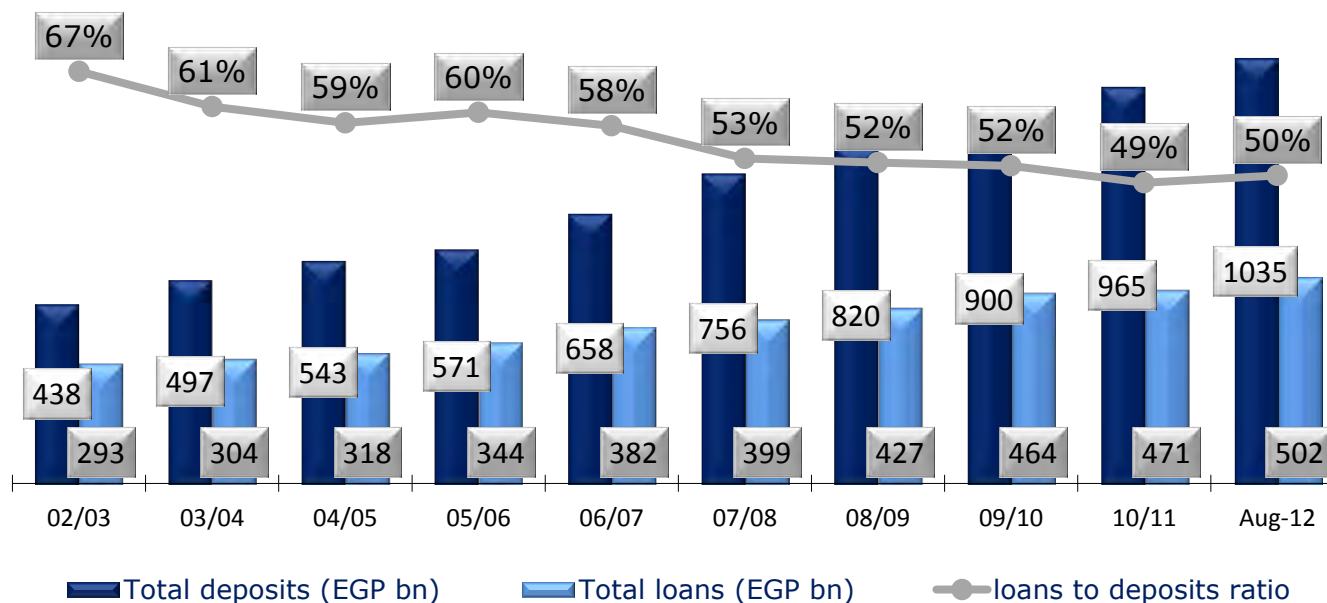


*2012 Provisional Figures

FDI



Egyptian Banking Sector Snapshot

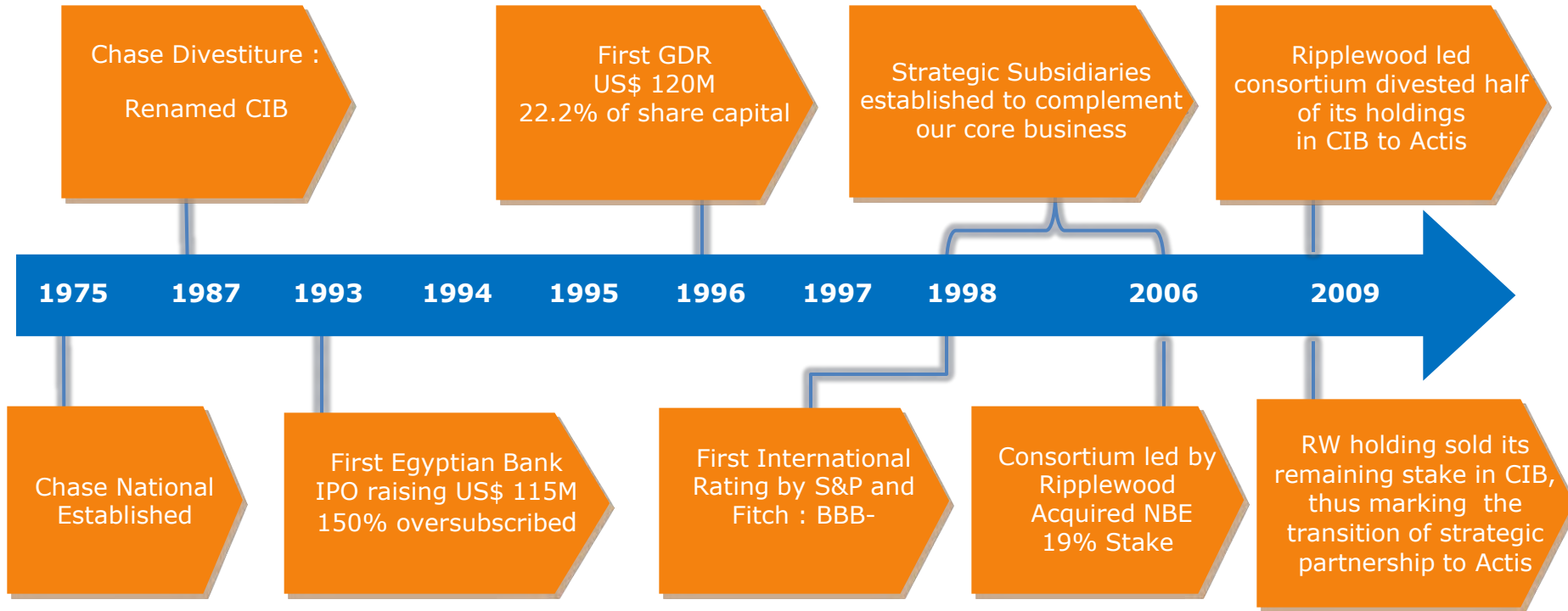


	03/04	04/05	05/06	06/07	07/08	08/09	09/10	10/11	December 2012
# of banking licenses	62	61	59	43	41	40	39	39	39

Source: CBE

About CIB

Strategic Milestones



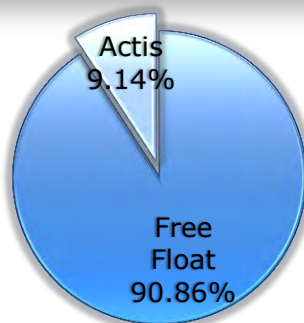
RIPPLEWOOD



General Information

- ☉ **CIB's** Stock is listed in the **Egyptian Stock Exchange**, **London Stock Exchange** and traded in **New York Stock Exchange**

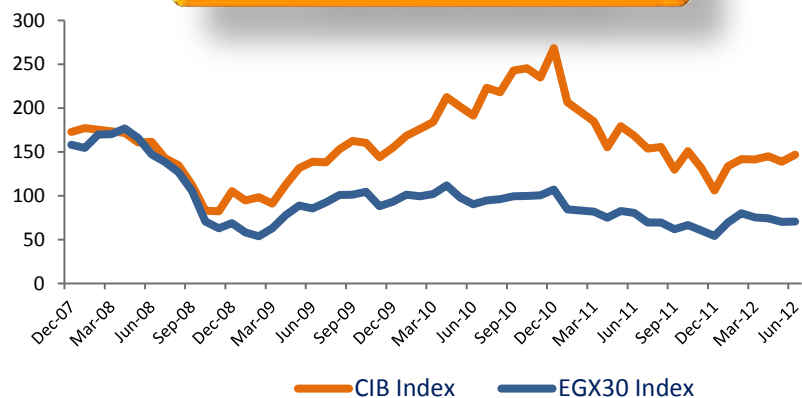
Shareholding Structure



Share Information

Shares outstanding	597,227,541
Par value	EGP 10.00
GDR Ratio	1:1
Last 52 weeks Hi	39.6
Last 52 weeks Lo	21.11
P/E	9.27x

CIB Stock Activity



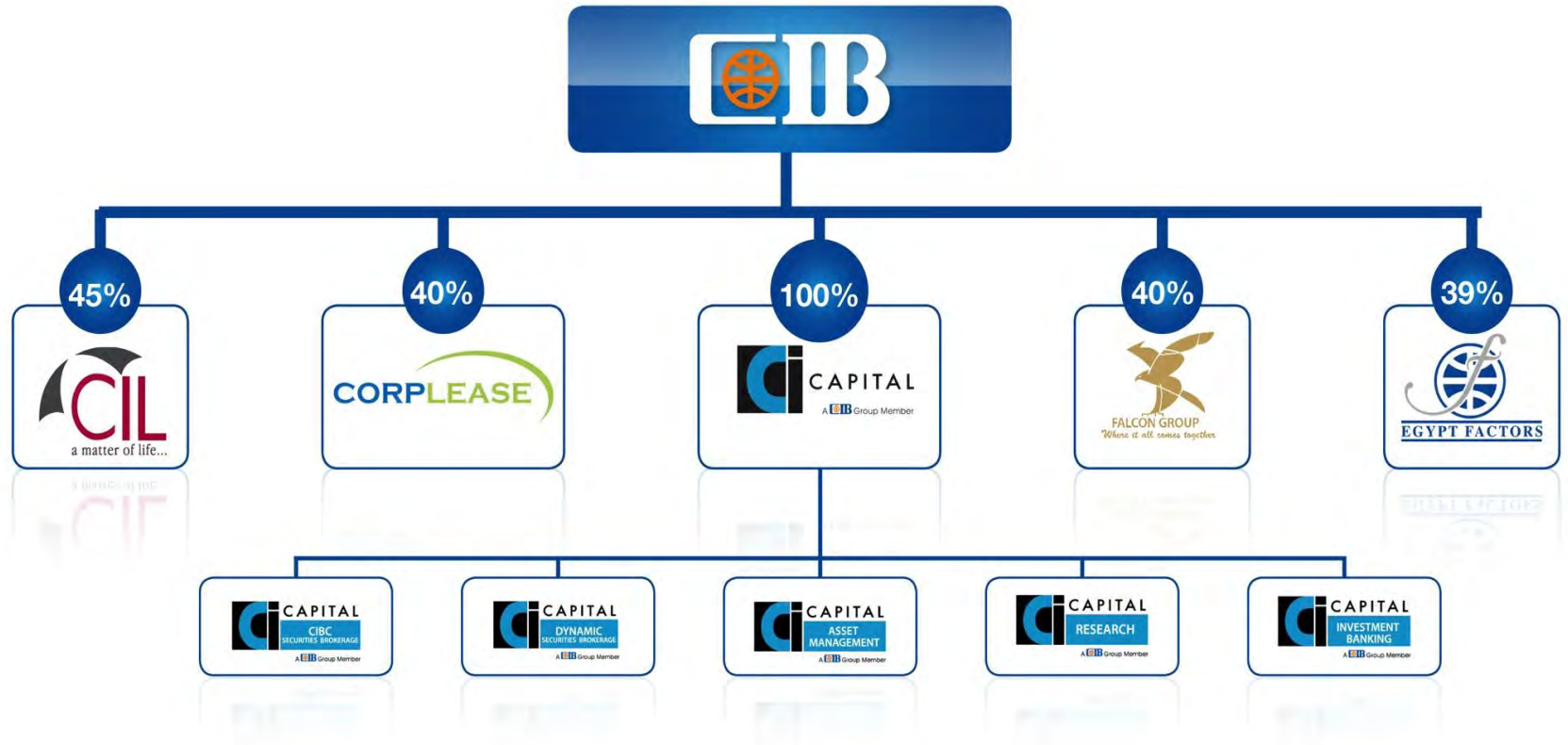
Source: Bloomberg

CIB Stock Info.

	2010	2011	2012*
Market Cap.-EGP	27,972mn	11,097mn	20.353mn
Daily Liquidity	57.06mn	26.85mn	33.74mn
Avg. Daily Volume	1.51mn	0.953mn	1.104mn
Avg. Daily Price-EGP	38.02	28.18	30.55

* As of 19/02/2013

CI Group Structure



CIB's Distribution Network

Branch Distribution:

Cairo: 78
Alex: 27
Delta: 6
Upper Egypt & Red Sea: 20
Sinai & Canal: 24
Total Outlets: 155

Alternate Channel Distribution:

ATMs: 506
POS: 8,005
On-line Banking: 963.8K hits per month
Call center: 165.6K hits per month through
our 24 hours 7 days a week dedicated
Customer Service short number 19666



CIB's Business Segments

Business Segments	Institutional Banking	Consumer Banking	CI Capital
Description	<ul style="list-style-type: none"> Market leader in Egypt The prime contributor to profitability 	<ul style="list-style-type: none"> The take-off for a world class consumer banking franchise 	<ul style="list-style-type: none"> Full-fledged Investment Banking arm
Focus on	<ul style="list-style-type: none"> Multinationals and Egypt's largest corporations, Mid-caps, Institutions and Banks 	<ul style="list-style-type: none"> Retail customers and SMEs 	<ul style="list-style-type: none"> Research Securities Brokerage Asset Management Investment Banking
Customers	<ul style="list-style-type: none"> Over 500 	<ul style="list-style-type: none"> 478,597 	
Contribution to	Loans		15.07%
	Deposits		75.08%

Corporate Governance

Commitment to Corporate Governance

- 🌐 Corporate governance is an issue that rates high on our list of priorities
- 🌐 CIB's commitment to maintaining the highest standards of corporate governance is supported by several mandates, including:
 1. Segregation of role of Executive Management and Board of Directors
 2. Internal policies and manuals covering all business aspects
 3. Highly skilled Investor Relations Team
 4. Board sub-committees:
 - Audit Committee
 - Corporate Governance and Compensation Committee
 - Risk Committee
 - Management Committee
 - High Lending and Investment Committee

Importance of Corporate Governance

It has been demonstrated over and over that effective corporate governance in banks

not only

- 🌐 **enhances investor confidence in the Bank**

and

- 🌐 **provides it with a competitive advantage to attract domestic and foreign capital**

but also

- 🌐 **helps in withstanding economic downturns**

CIB's Board of Directors

Hisham Ezz Al-Arab

Chairman &
Managing Director

Essam El Wakil

Chairman
of CI Capital,
Former CEO of
Institutional Banking

Mahmoud Fahmy

Former Chairman
of Egyptian Capital
Markets Authority

Paul Fletcher

Senior Partner
of Actis

William Mikhail

Econometrics
Professor at the
American University in
Cairo (AUC)

Nadia Makram Ebeid

Executive Director of the
Center for Environment
and Development for the
Arab Region and Europe
(CEDARE)

Medhat Hassanein

Egypt's former
Minister of Finance

Robert Willumstad

Former CEO Global
Consumer Lending &
former Board member
of Citigroup

CIB's Top Management

Hisham Ezz Al-Arab

Chairman &
Managing Director

Hussein Abaza

CEO
Institutional Banking

Mohamed El Toukhy

CEO
Consumer Banking

Omar Khan

Chief
Operating Officer

Mr El Ganainy

President Global
Customer Relations

Sherine Hamed

Deputy CEO
Institutional Banking

Rafik Madkour

Deputy CEO
Institutional Banking

Pakinam Essam

Chief
Risk Officer

Nevine Wefky

Chief Corporate
Banking Officer

Faraz Koha

Chief
Information Officer

Awards and Recognition



Best Bank in Egypt
for the last 16 years

Best Foreign Exchange Bank in Egypt - 2013
for the last 10 years

BEST SUB-CUSTODIAN Bank in Egypt
for the 4th consecutive year

Best Trade Finance Bank in Egypt - 2013
for the last 7 years

Best Provider of Money Market Fund
2008



Best local Bank in Egypt - 2012
for the 5th consecutive year

Best Asset Manager - 2012

Best Securitization Deal in EMEA - 2011

Best Structured Finance Deal in Africa - 2010

Best PPP Deal in Africa - 2010

Best Bank in Egypt - 2009



Asset Manager of the Year - 2012



Foreign Exchange Provider of the Year - 2012



GTR Best Trade Finance Bank in Egypt - 2012
for the 4th consecutive year



2012 Quality Recognition Award

2012 Elite Quality Recognition Award



Deal of the Year - 2011



Bank of the Year - 2011 Egypt



Project Finance Award - 2011



Best Bank in Egypt - 2010
for the 15th year



Project Finance Deals of the Year - 2010



Best Bank in North Africa - 2006



Gas Deal of the Year - 2005

CIB Financial Highlights

Performance Snapshot: YTD September 2012

Total Assets

EGP 94,014mn

Year End 2011 : EGP85,506mn;
+10.0%

Net Loans

EGP 41,877mn

Year End 2011 : EGP41,065mn;
+2.0%

Customer Deposits

EGP 78, 729mn

Year End 2011 :EGP71,468mn;
+10.2%

Shareholders' Equity

EGP 10,822mn

Year End 2011 : EGP 8,712mn;
+24.2%

Revenues

EGP 5,344 mm

Year End 2011 :EGP 3,934mn;
+35.8%

NPAT

EGP 2,226 mn

Year End 2011: EGP 1,615mn;
+37.9%

NPLs/Gross Loans

3.6%

Year End 2011 : 2.8%;
+ 28.7%

CAR

13.6%

Based on Basel II according to
CBE's new regulations

ROAE

22.8%

Year End 2011 : **18.7%**;
+21.9%

ROAA

2.5%

Year End 2011 : 2.0%;
+23.6%

Cost/Income

29.65%

YTD September 2011:40.43%;
-26.66%

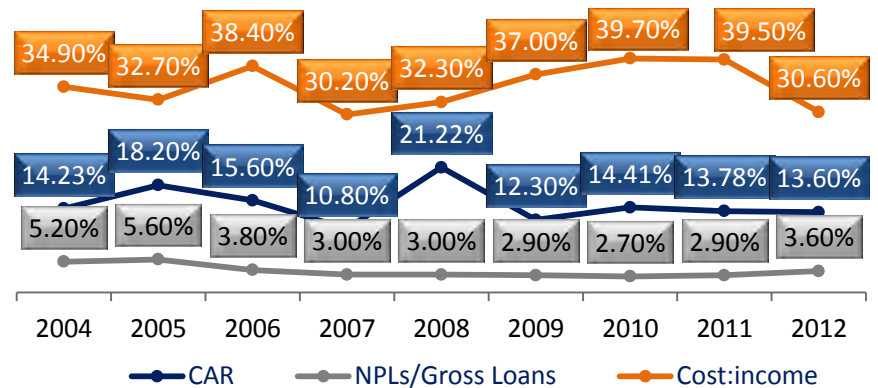
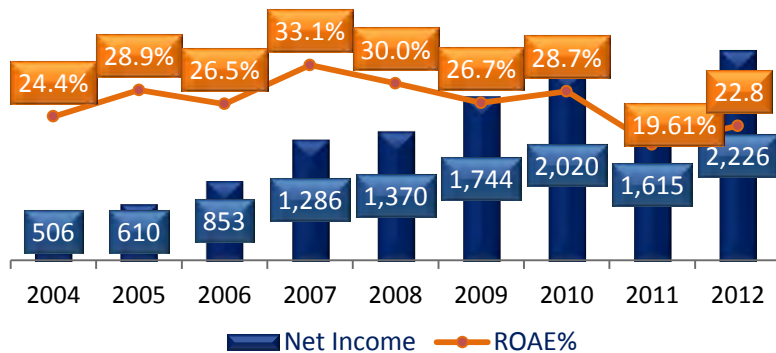
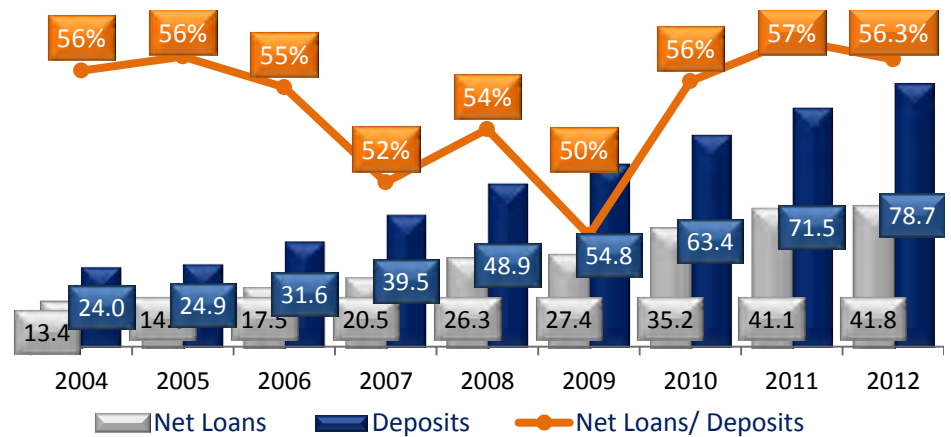
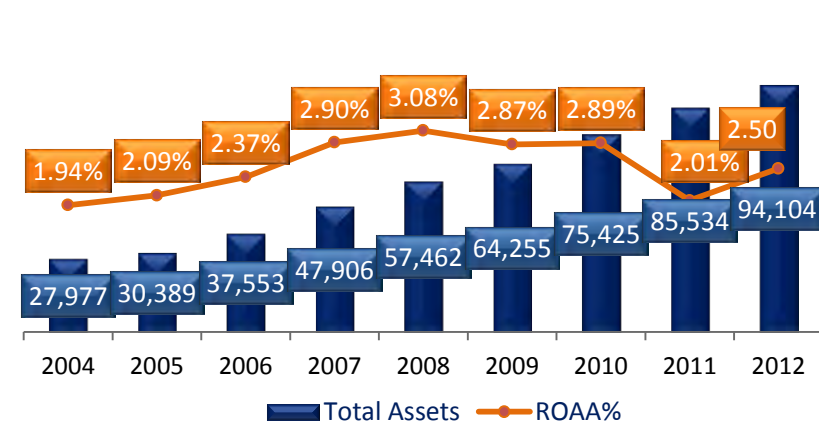
Staff Count

5,181

Year End 2011 : 4,854
+6.7%

• All figures are on a consolidated basis

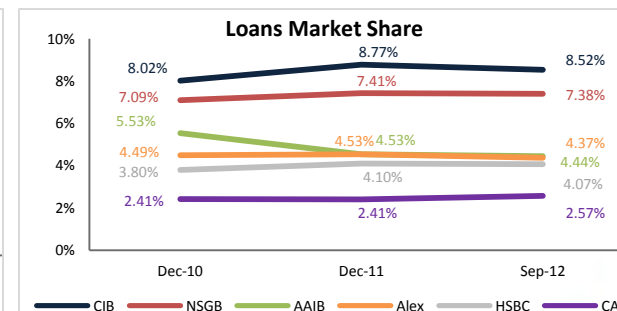
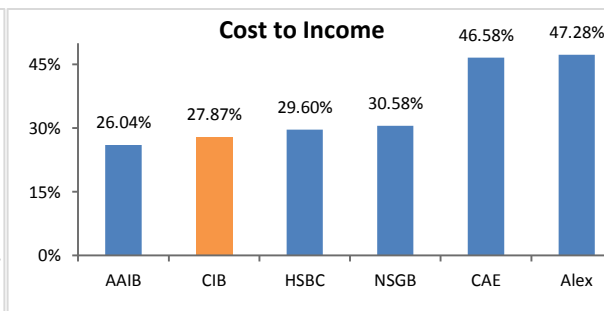
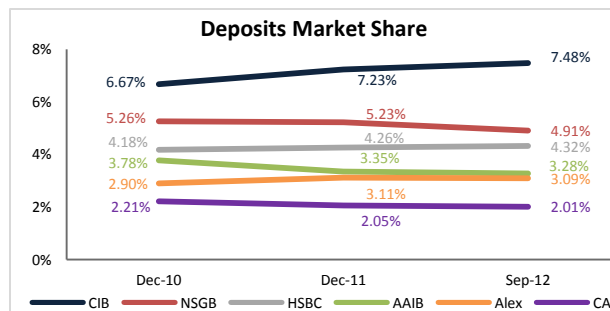
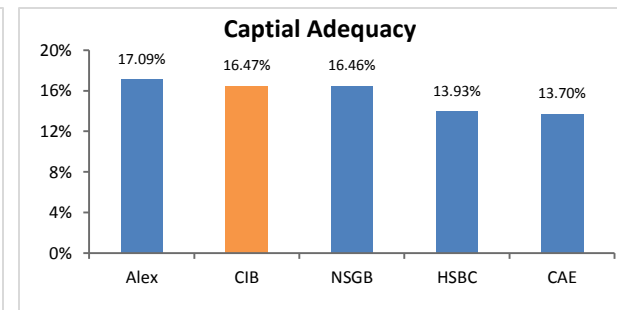
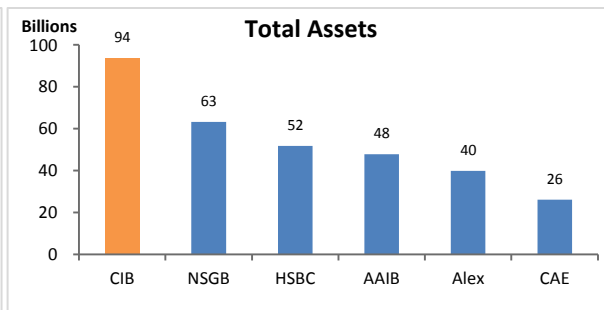
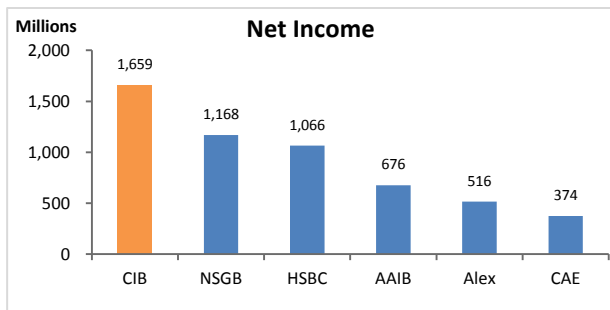
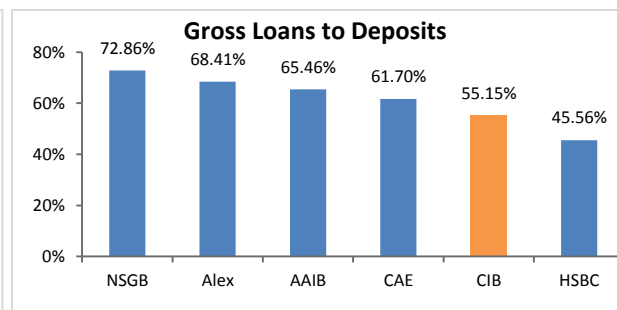
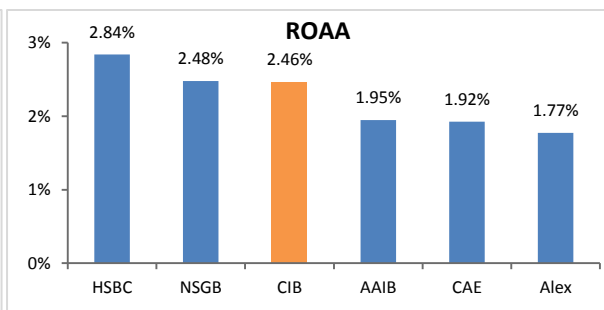
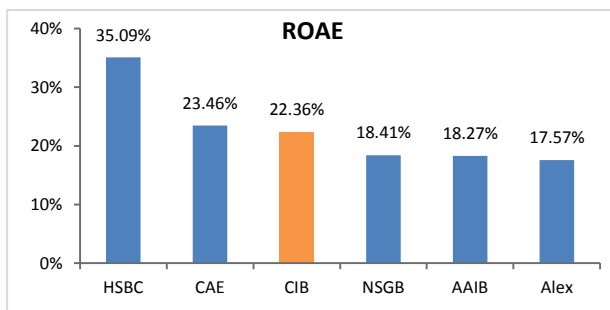
Historical Performance



Branches & Outlets	92	100	119	131	152	155	153	154	155
Headcount	2,109	2,301	2,477	3,508	4,014	4,426	4,750	4,845	5,181
Years	2004	2005	2006	2007	2008	2009	2010	2011	2012

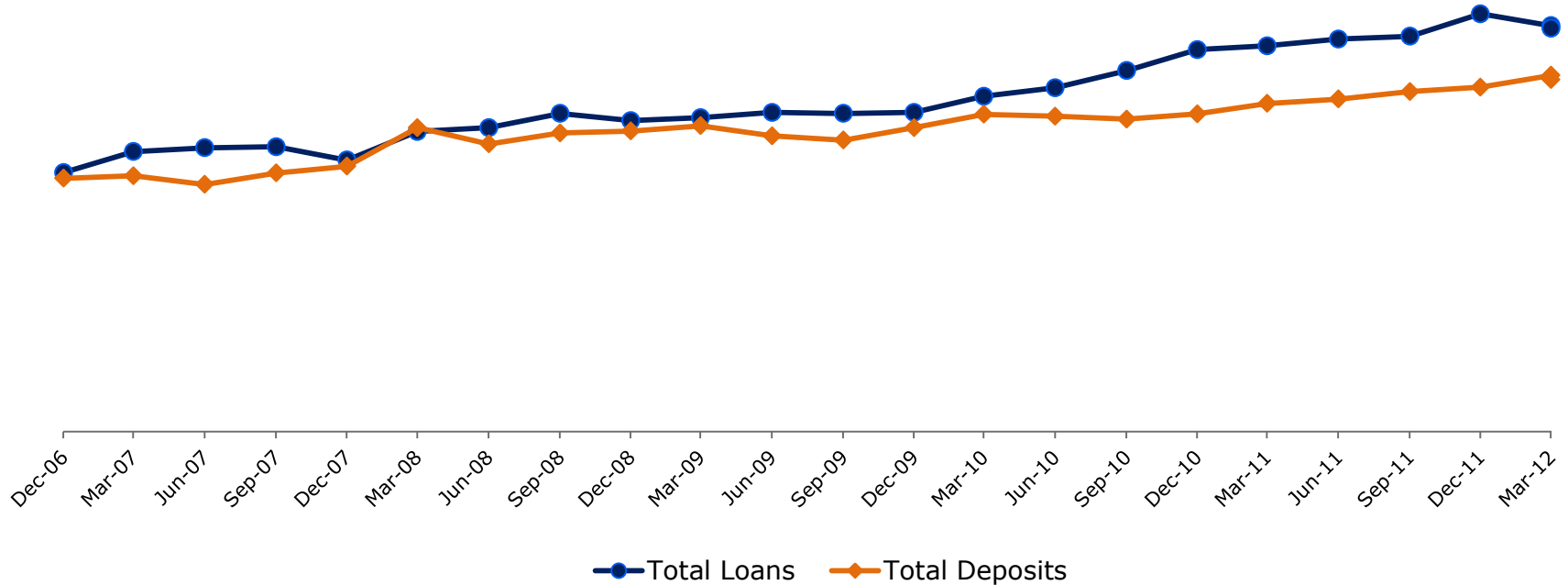
• Starting 2009, CIB used IFRS

CIB Vs. Peers



•As of September 2012 on a stand-alone basis

CIB Market Shares Trends

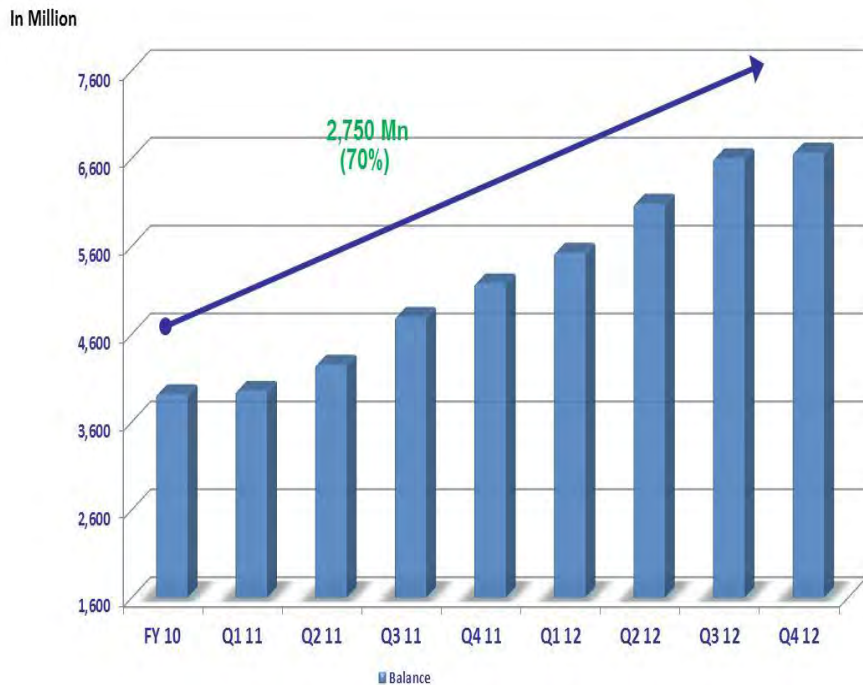


- CIB's Loans Market share recorded **8.45%** & Deposits Market share stood at **7.29%** as of **November 2012**
- N.B: CIB's loans market share from performing loans is significantly higher
- All figures are on a standalone basis

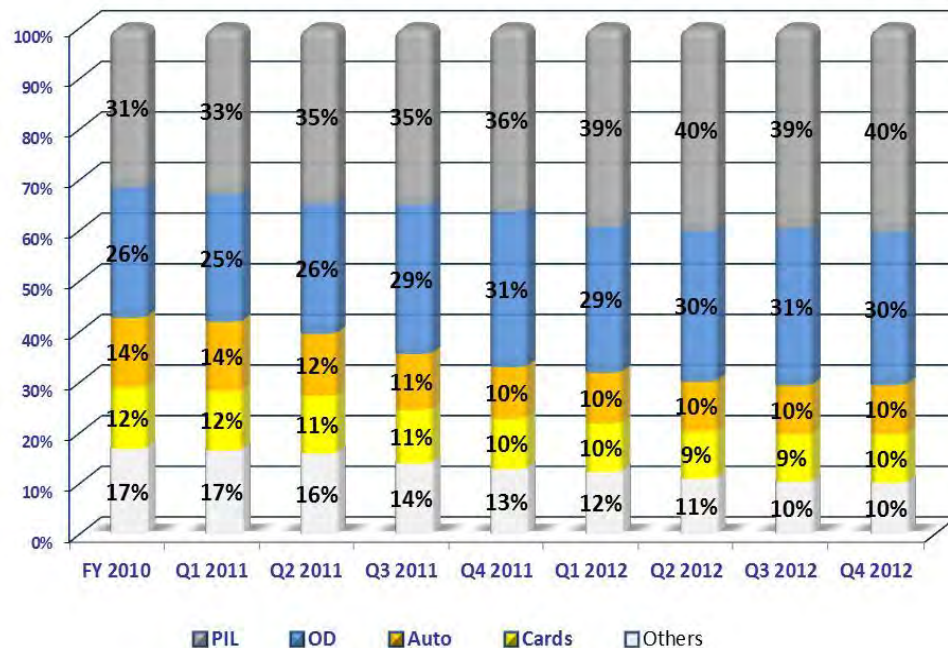
Consumer Banking Snapshot

Consumer Banking Assets Portfolio Growth

Assets



Assets Mix



In Million

	FY 10	Q1 11	Q2 11	Q3 11	Q4 11	Q1 12	Q2 12	Q3 12	Q4 12
Balance	3,915	3,953	4,251	4,794	5,175	5,525	6,083	6,599	6,664

CIB Strategy

CIB's Future Growth Opportunities

Here is where we stand today ...

- ⊗ **Quality portfolio**
- ⊗ **Product-centric**
- ⊗ **Developed initiatives to instill client focused culture**
 - Wealth Management, Business Banking, Mid-Cap Banking, Global Customer Relations (GCR)
- ⊗ **Longstanding client relationships**
- ⊗ **Optimization of alternative channel strategy**
 - Internet banking
 - Mobile banking
- Further develop Global Transactional Services solutions (GTS)**
 - CIB offers the groundbreaking one-of-a-kind Trade online
- ⊗ **Customer service is continuously added to in order to constantly ensure customer satisfaction**

But this is where we will be tomorrow

- ⊗ **Product penetration and increase share of wallet without risking quality**
- ⊗ **Customer-centric solutions**
 - Offering +Segment
- ⊗ **Focus on Mid-Cap, business banking relationships and further enhance ALM**
- ⊗ **Shift to "Relationship Management" model**
- ⊗ **Become the top e-banking provider in the country**
 - Further develop Cash Management to become as competitive as Trade online
- ⊗ **Deliver superior customer service**
- ⊗ **Start the mortgage lending market**
- ⊗ **Continue offering innovative financial solutions to our clients**

Summary and Conclusion

Why CIB?

CIB is the leading financial institution in Egypt, has been a key player in the market for more than 30 years

Strongest brand equity in the Egyptian corporate banking sector

With prudent credit policies, the Bank is well-equipped to manage future risks

CIB's management is strongly committed to shareholder value maximization

CIB is well positioned to gain market share and accelerate growth

The only one stop shop solutions provider in Egypt

Profitability

- Market leader
- NPAT EGP 2.26bn
- Total revenues 5.34bn

Liquidity

- High liquidity
- LDR 56.3%

Strategy

- Clear strategy
- Corporate leadership
- Retail break out

Asset Quality

- NPL/Gross loans 3.6%
- Coverage Ratio 120%

KPIs

- ROA 2.5%
- ROE 22.8%
- Cost: income 30.6%

Largest in ...

- Total Assets 94bn
- Market Cap 22.9bn in private banks

Conclusion

- Egypt has been a hot spot for investments, given its favorable demographics (1/3 of the population is under 15 years), its diversified economy and implementation of economic reforms that enhanced accessibility
- With the revolution of 25th January 2011, we at CIB feel that the future of this country is positive
- We believe one of the main milestones achieved by this revolution is the boost in transparency and accountability
- This will significantly reduce the cost of doing business in Egypt and will ultimately lead to healthy competition without favoritism
- In fact, moving to a more open political system will support further institutionalization and policy formulation, leading to higher consumer and business confidence
- The Egyptian banking sector possesses high structural profitability and remains intact
- CIB's performance during these historical times is impressive
- CIB demonstrated its leadership of the sector during these past turbulent times
- CIB has positioned itself to benefit from the upcoming stability and the prosperity Egypt will witness in the years to come
- CIB is the strongest bank in Egypt with tremendous upside potential:
 - ⊗ Strong, sustainable core institutional business
 - ⊗ Incremental institutional initiatives
 - ⊗ Significant retail opportunity

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Thank you

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