

Investor Relations Presentation

1st Half 2014



A BANK TO TRUST

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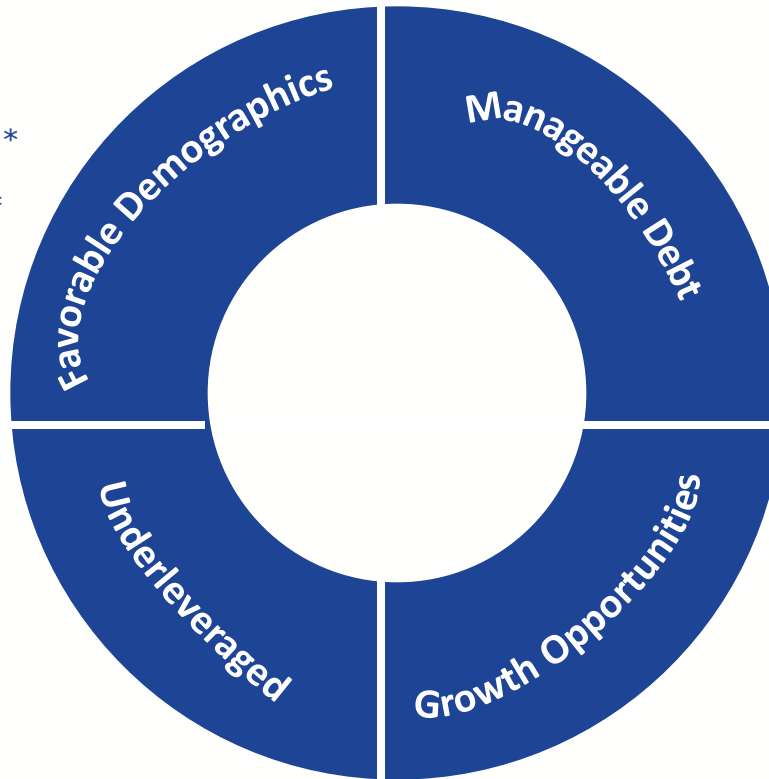
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Macro-Environment

Egypt Fact Sheet

- Population: 86.8mn¹
- Median age: 25²
- Private consumption/GDP: 84.80%**
- Public consumption/GDP: 11.49%**
- Labor force/population: 32.6%*
- Unemployment rate: 13.4%² (2013)

- Total bank lending facilities/GDP: 31.4%****
- Loans/Deposits: 41.4% (April 2014)
- Corporate loans/GDP: 23.8%****
- Household debt/GDP: 7.6%****



- Current A/C balance: \$ -755.8mn**
- Net International reserve: \$17.3bn (May 2014)
- LT external debt: \$42.5bn***
- ST external debt: \$2.7bn***
- 80% of debt is in local currency, held by public sector

- Nominal GDP: EGP 974,941mn**
- Historical GDP growth: 4.61%³ (2005/2013CAGR)
- GDP/Capita: \$6,578³ (2013)

¹ CAPMAS, population clock

² CIA, World Fact Book

³ IMF, WEO Database, April 2014

* Preliminary figure

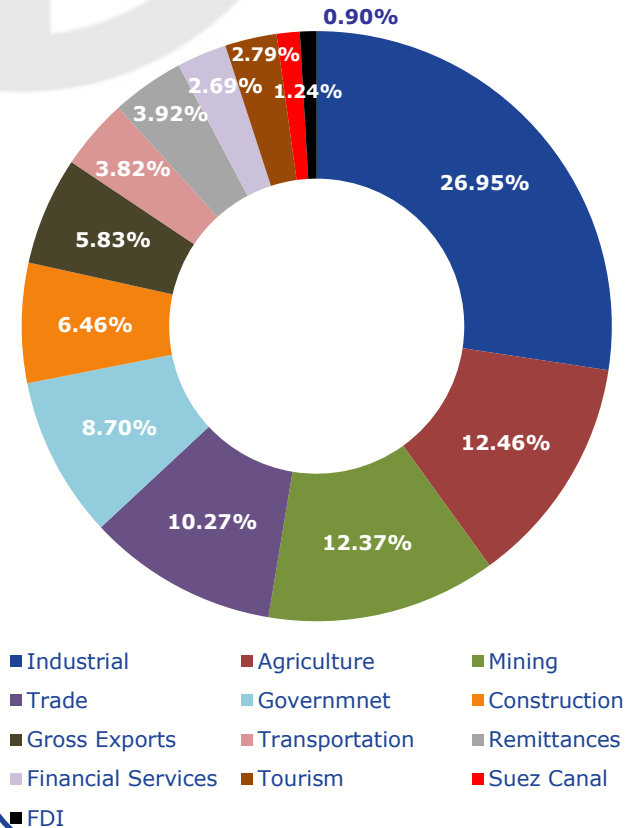
** Figures as of July/Dec. 2013/2014

*** Figure as of Q3'2013/2014

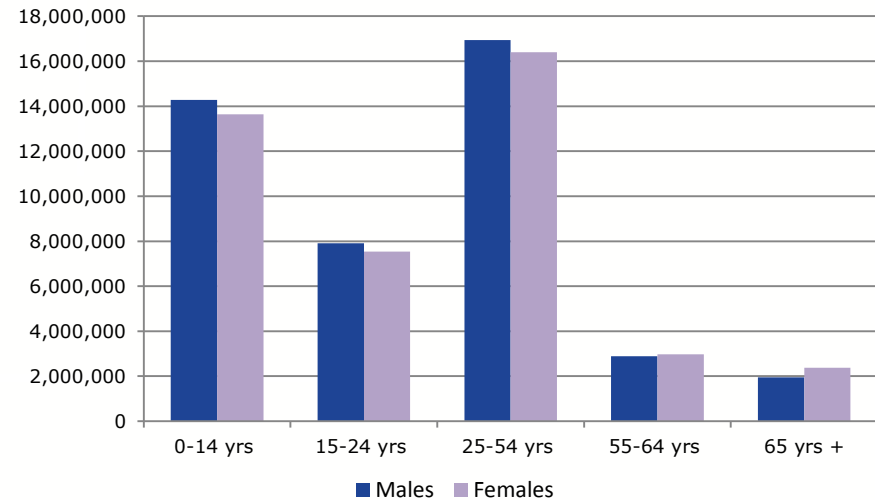
**** GDP based on 1H 2013/2014 GDP at market price annualized

Egypt Fact Sheet (Cont'd)

Diversified as % of GDP¹



Favorable Demographics²



0-14 years	32.1%
15-24 years	17.8%
25-54 years	38.4%
55-64 years	5%
Over 65 years	4.8%

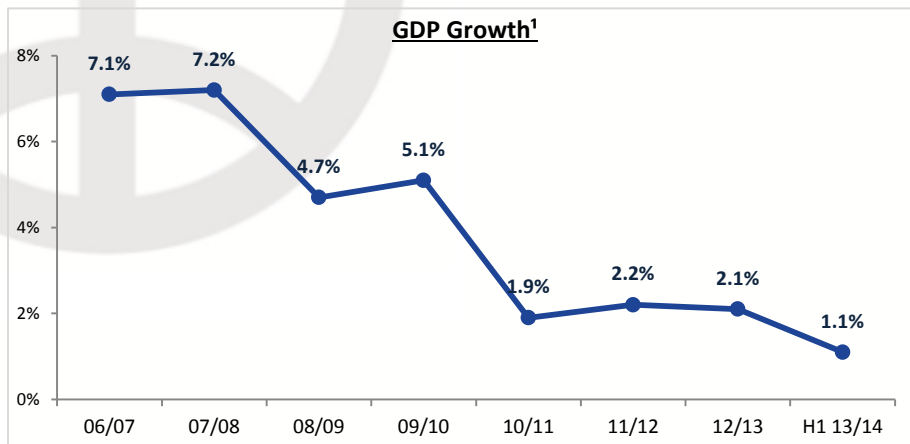
- Egypt is the most populous country in the ME, the 3rd most populous in Africa
- The production age totals to about half of the total population
- Over 80% of the population is below 55 years

¹ CBE, Figures as of July/Dec. 2013/2014

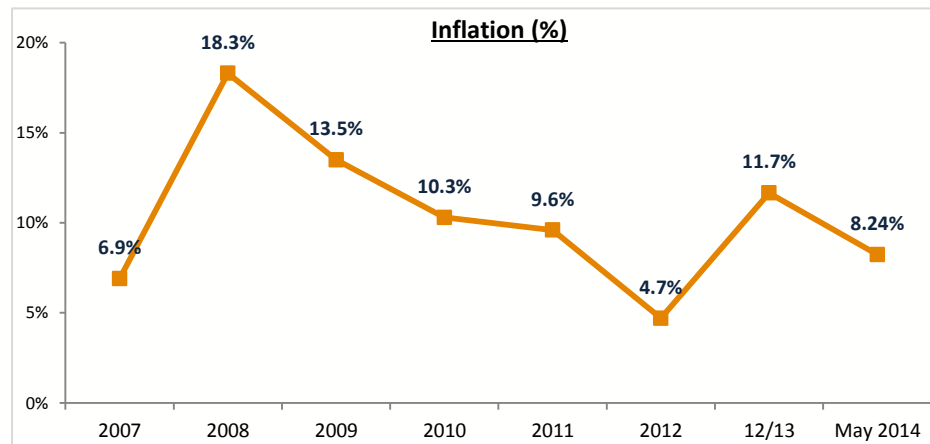
² CIA, World Fact Book

Macroeconomics Snapshot

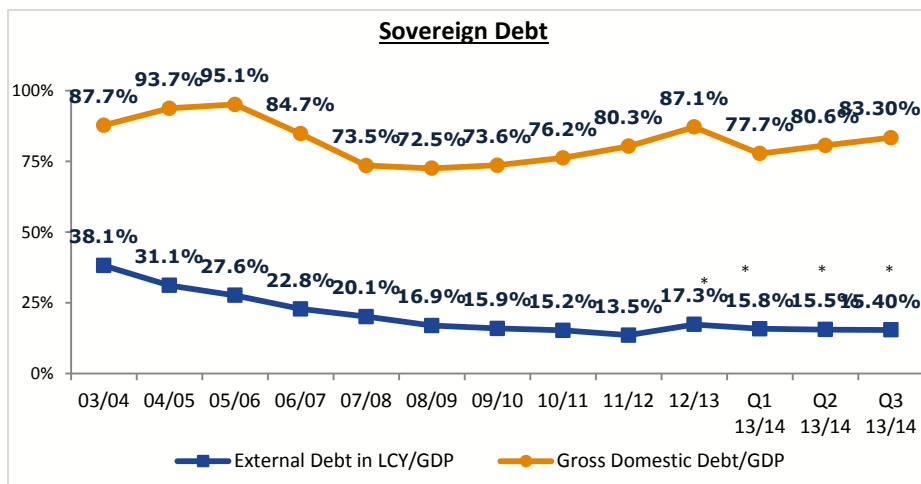
GDP Growth¹



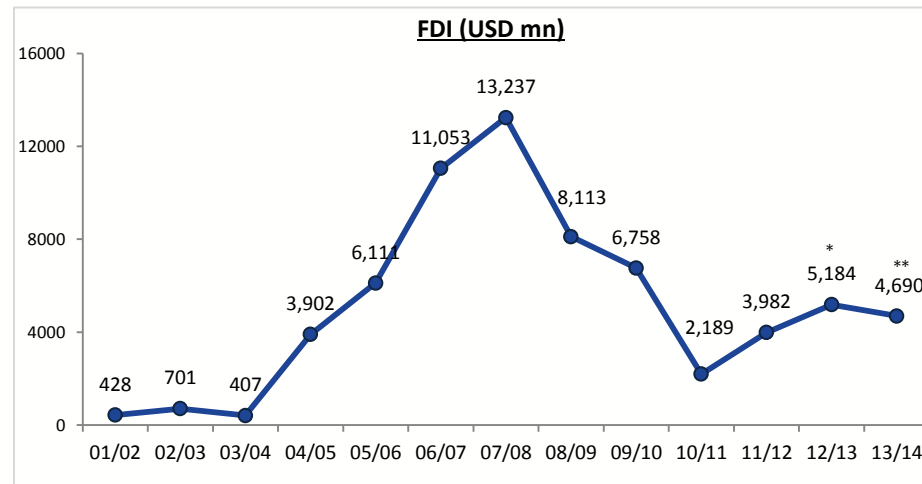
Inflation (%)



Sovereign Debt



FDI (USD mn)



* Provisional Figures

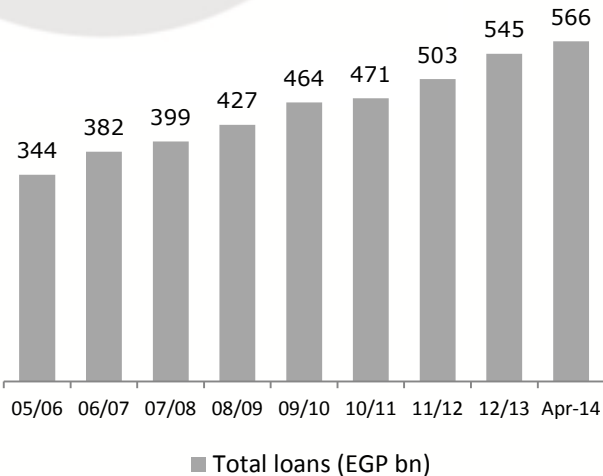
¹ GDP at Factor Cost

** 13/14: Q1 + Q2 + Q3

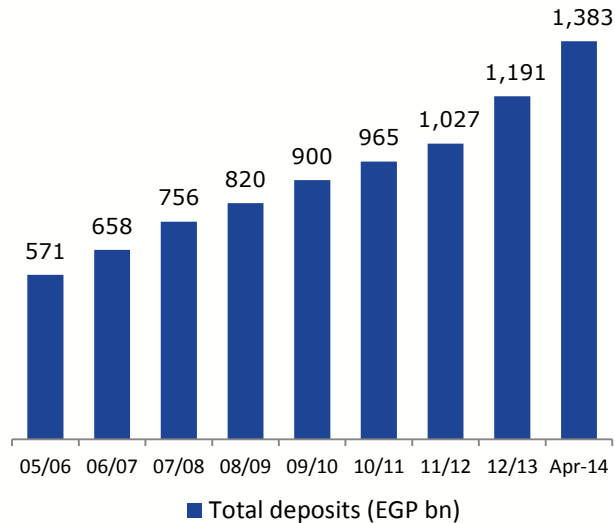
Source: CBE

Egyptian Banking Sector Snapshot

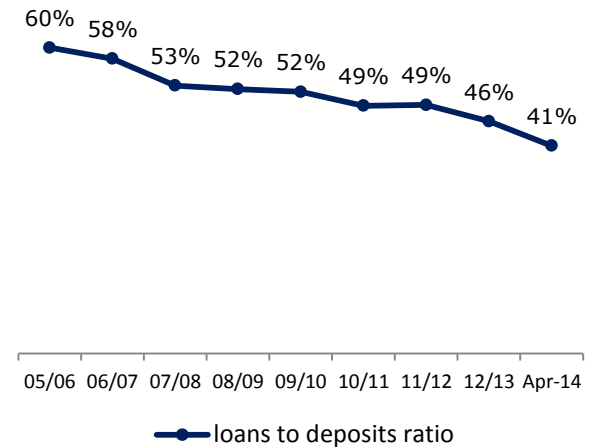
Total Loans



Total Deposits



Loans to Deposits ratio



	05/06	06/07	07/08	08/09	09/10	10/11	11/12	12/13	Dec. 2013
# of banking licenses	59	43	41	40	39	39	40*	40	40
# of branches					3,502	3,573	3,610	3,651	3683
# of ATMs					4,507	4,953	5,489	6,283	6,488
# of POS					33,953	32,911	40,046	45,716	48,416

* After adding the Arab International Bank (AIB) to the Register of Banks to fall under the supervision of the CBE
Source: CBE

Challenges Facing Egypt

Slow improvement in standards of living¹

- UNDP Human Development Index: Score of 0.662, ranking 112/187
- Population Below Poverty Line: 20%

Low quality health care services¹

- 4.7% of GDP spent on health care services

Lack of educational reforms¹

- 3.8% of GDP spent on education

Ease of doing business index⁴

- Ranked 110/185 in 2012

Soaring budget deficit²

- EGP 239.9 (\$34.27 at \$/EGP7) as of FY 2012/2013

Corruption Perception Index³

- In 2012; Scored 32 and ranked 118/176 vs. a score of 29 in 2011

¹ CIA World Fact Book

² Ministry of Finance

³ Transparency.org

⁴ World Bank

Prospects for **Banking Environment**

Economic gradual pick up

- Pent up demand for asset products
- Increased investments by businesses and several PPP projects in the pipeline

Low retail banking penetration

- Only 10% of the population is banked

Untapped opportunities in the growing SME sector

Integration of the grey economy

Change in legislative regulations and processes

- Mobile financial services
- Mortgage lending

About **CIB**



Strategic Milestones



**Chase Divestiture:
Renamed CIB**

**First GDR
US\$ 120M
22.2% of share
capital**

**Strategic
subsidiaries
established
to complement our
core business**

**Ripplewood led
consortium divested
half of its holdings
in CIB to Actis**

**Actis Sold
2.6% in open
market in
March**

1975

1987

1993

1996

1998

2006

2009

2014

**Chase National
Established**

**First Egyptian
Bank IPO raising
US\$ 115M
150%
oversubscribed**

**First
International
Rating by
S&P and Fitch :
BBB-**

**Consortium
led
by Ripplewood
Acquired NBE
19% Stake**

**RW sold its
remaining stake in CIB,
marking transition of
strategic partnership
to Actis**

**Actis Sold
remaining 6.5%
to Fairfax
Financial Holdings
Ltd "Fairfax" in
May**



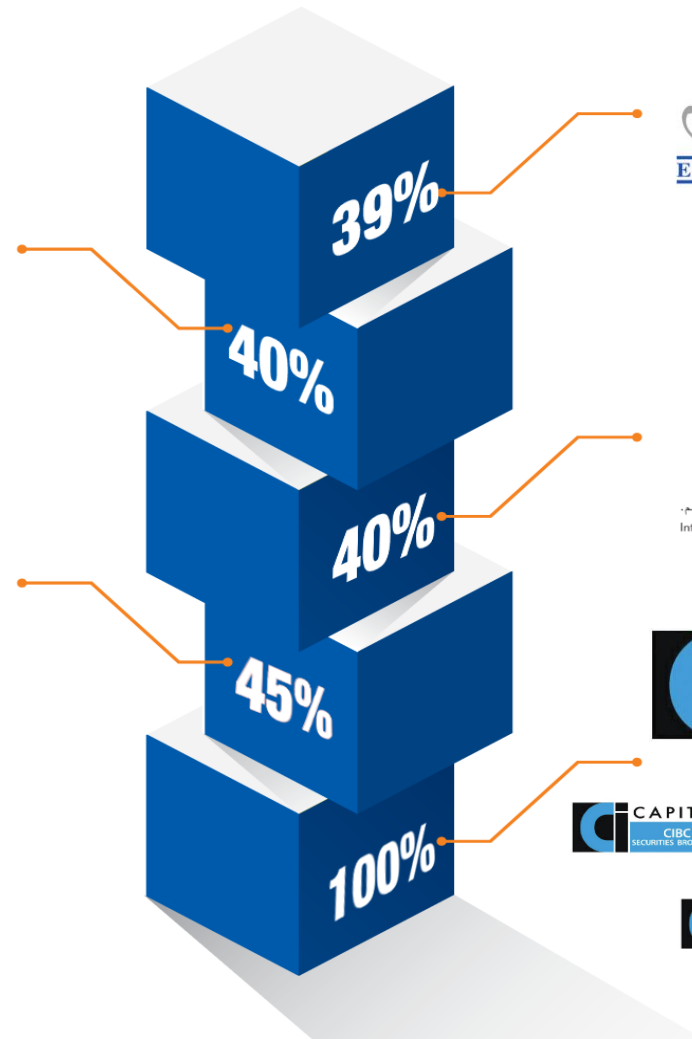
RIPPLEWOOD



CI Group Structure

CORPLEASE

CIL
a matter of life...



الشركة الدولية للأمن والخدمات ش.م.م.
International Security & Services S.A.E.



Business Segments

	Institutional Banking	Consumer Banking	CI Capital
Description	<ul style="list-style-type: none"> Market leader 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 Bank wholly owned by CIB
Focus on	<ul style="list-style-type: none"> Large Corporates including MNCs, Institutions and Banks as well as Transactional Banking Services 	<ul style="list-style-type: none"> Retail customers (with special focus on Wealth and Plus segments) and SMEs 	
Customers	71,802	537,631	
Loans	81.96%	18.04%	<ul style="list-style-type: none"> Equities Research Securities Brokerage Asset Management Investment Banking
Contribution to*			
Deposits	25.17%	74.83%	

* Based on Managerial Accounting

Share Information

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

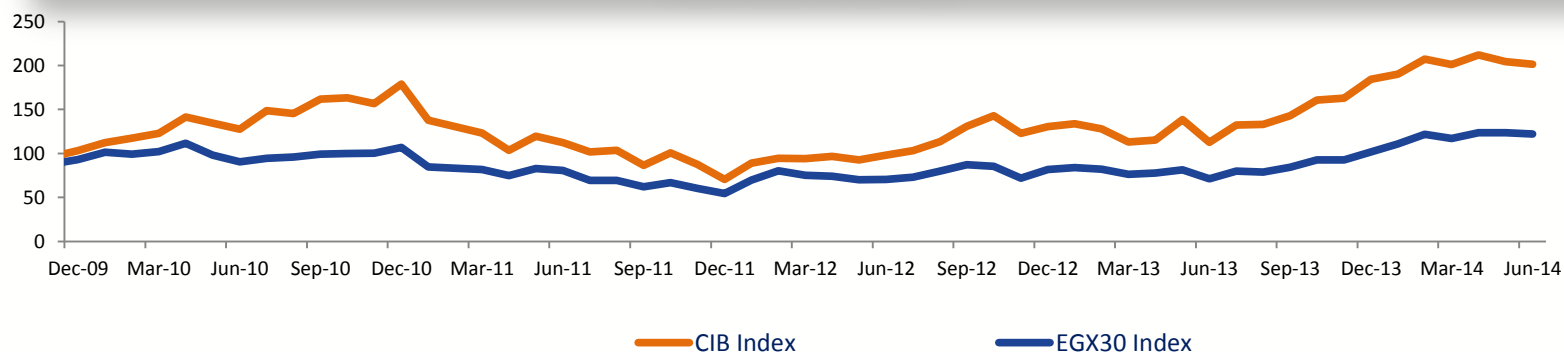
Share Information*

Shares outstanding	908,173,443
Par value	EGP 10.00
GDR Ratio	1:1
Last 52 weeks Hi	EGP 39.40
Last 52 weeks Lo	EGP 22.75

CIB Stock Info.*

EGP	2011	2012	2013	YTD 2014
Market Cap.	11,115mn	11,257mn	21,839mn	34,218mn
Avg. Daily Liquidity	24.35mn	29.78	21.83mn	36.76mn
Avg. Daily Volume	1.30mn	1.58mn	0.90mn	1.02mn
Avg. Daily Price	18.73	18.85	24.26	36.07

CIB Stock Activity*

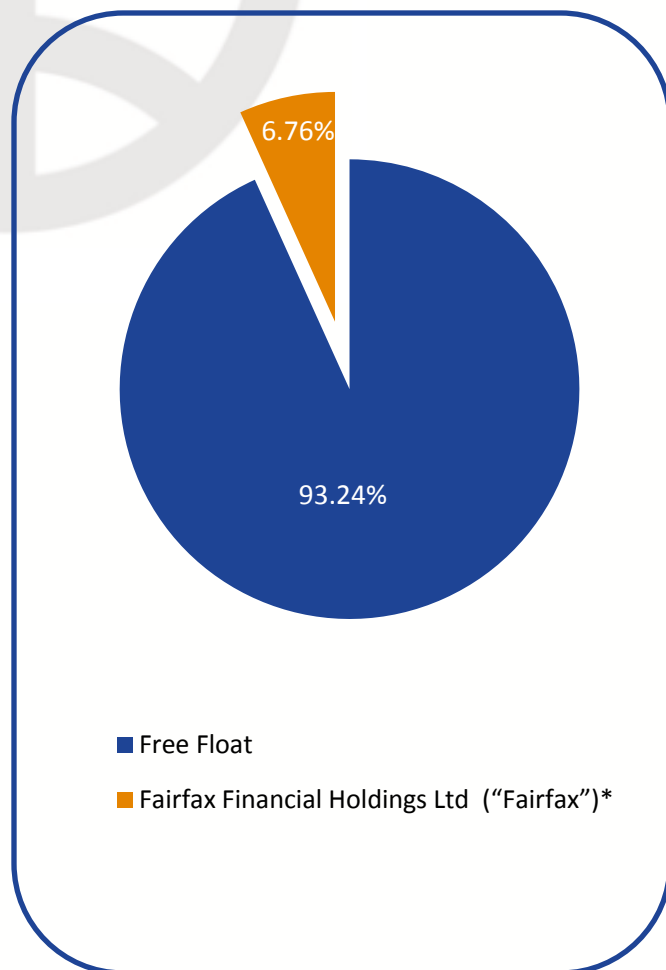


* Normalized after stock split as of 5/12/2013

As of 21/7/2014

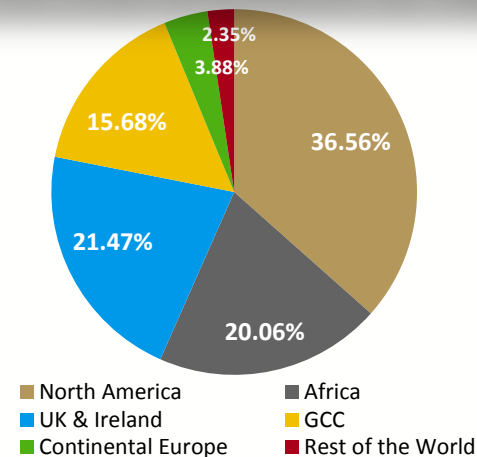
Source: Bloomberg

Shareholding Structure

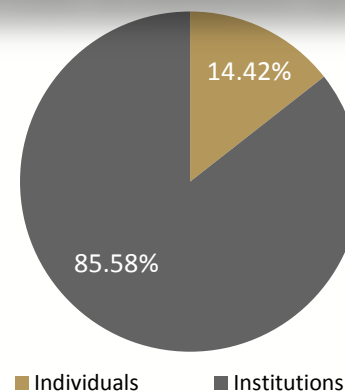


* several wholly owned subsidiaries of Fairfax Financial Holdings Ltd ("Fairfax")
 %s represents ordinary shares

Free Float Breakdown by region

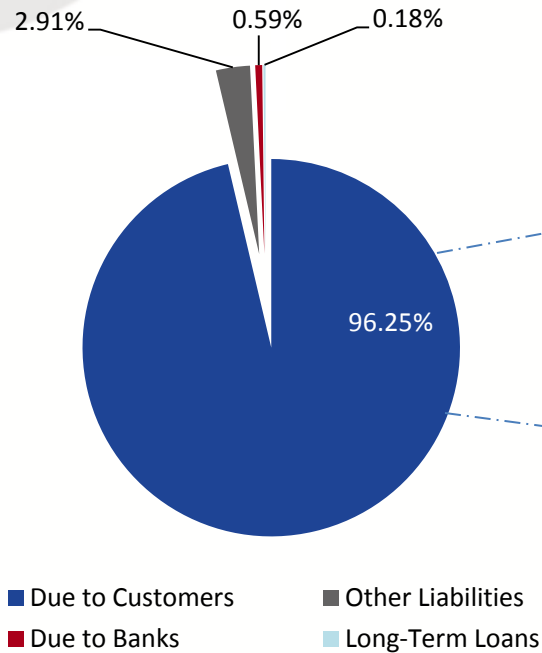


Free Float Breakdown by category

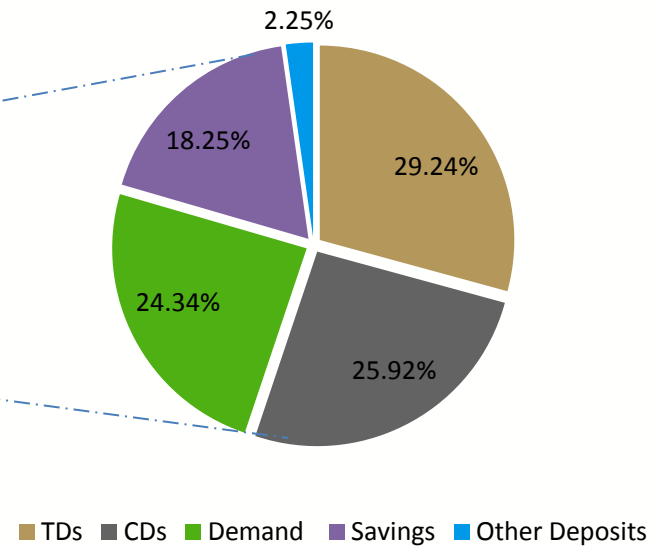


Funding Overview

Funding Structure



Customers Deposits Mix



CIB's funding structure has no wholesale funds

Key Strengths

Along with its
subsidiaries and
Affiliates

**The only “one-stop
shop”**

**Continuous
Growth**

Assets grew
15.3% from
2009 till 2013

Highly skilled
group leading
the Bank

**Experienced
management team**

**Strongest brand
equity in market**

Highly
reputable
among all
banks in Egypt

Acted as a
cushion during
unstable times

**Conservative
provisioning
policies**

**Prudent credit
policies**

Reflected in
asset quality

Distribution Network

Total Outlets **156**

Cairo **89**

Alex. **24**

Delta **7**

Sina & Canal **18**

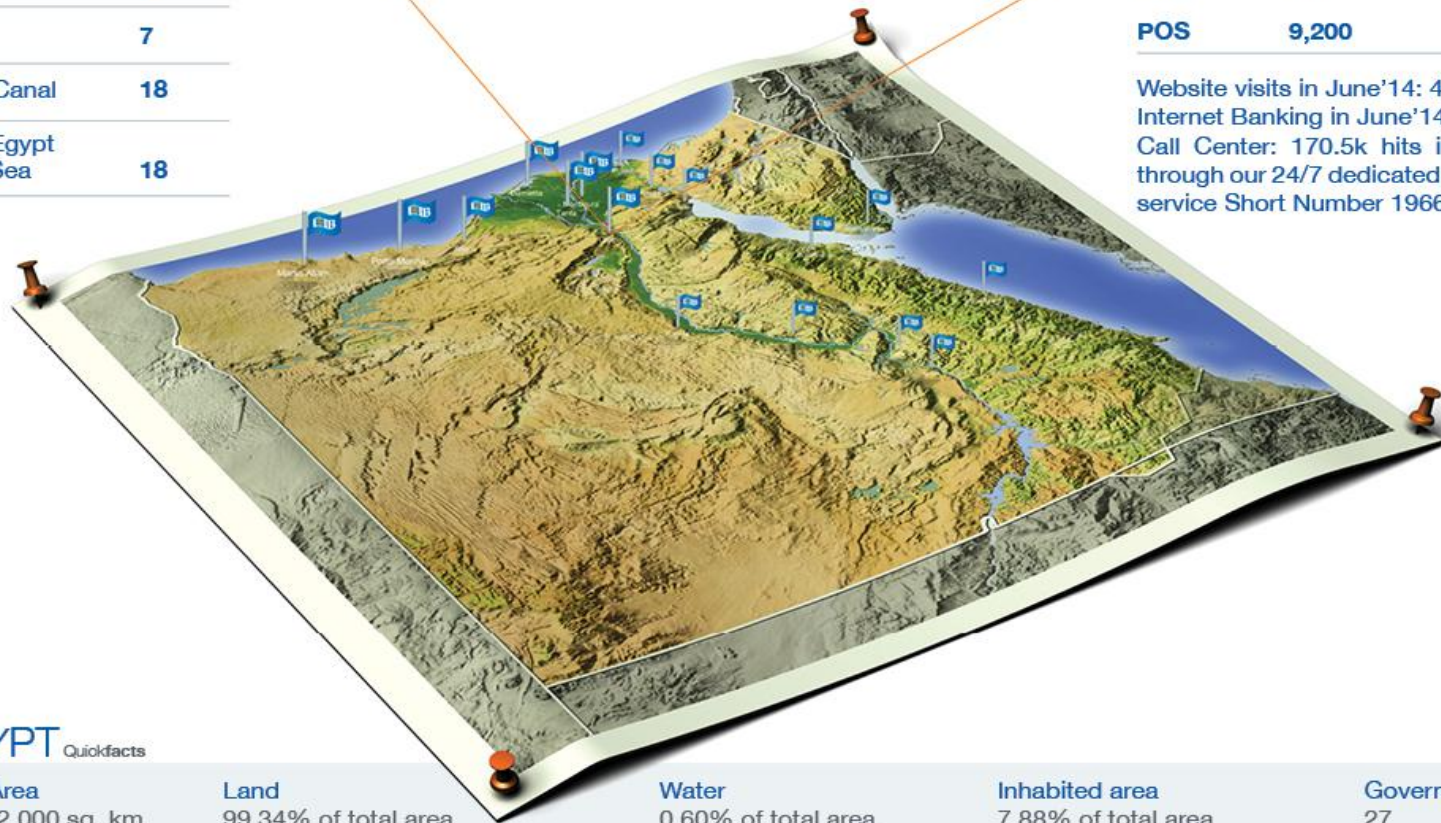
Upper Egypt
& Red Sea **18**

Alternative **Distribution Channels:**

ATMs **560**

POS **9,200**

Website visits in June'14: 485,342
Internet Banking in June'14: 107,400
Call Center: 170.5k hits in May'14
through our 24/7 dedicated customer
service Short Number 19666



EGYPT Quickfacts

Total Area
c.1,002,000 sq. km

Land
99.34% of total area

Water
0.60% of total area

Inhabited area
7.88% of total area

Governorates
27

The background of the slide features a photograph of the Great Sphinx and the pyramids of Giza in Egypt. The Sphinx is prominently visible in the foreground, with its head turned towards the right. The pyramids are visible in the background under a clear blue sky with some clouds. The entire image is framed by a solid blue border at the top and bottom.

Corporate Governance

Corporate Governance

Commitment to Corporate Governance

- Corporate governance is an issue that rates high on our list of priorities
- CIB was the first Egyptian corporation to establish an Audit Committee in 1998
- CIB's commitment to maintaining the highest standards of corporate governance is supported by several mandates, including:
 - Segregation of role of Executive Management and Board of Directors
 - Internal policies and manuals covering all business aspects
 - Highly skilled Investor Relations Team

When a board seat becomes vacant, the Governance Committee is responsible for nominating a new member

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**

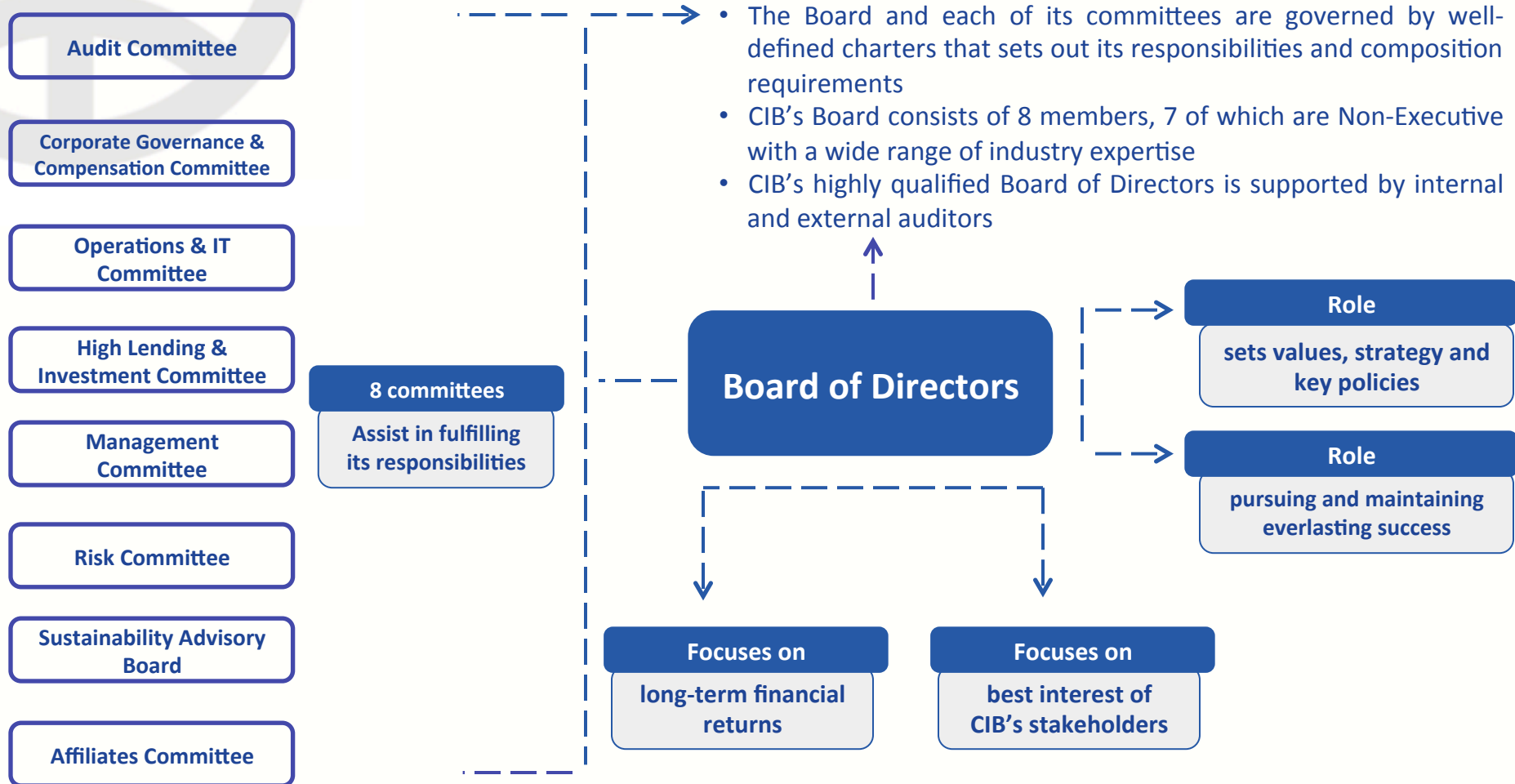
but also

- **Helps in withstanding economic downturns**

We take pride in our strong corporate governance structures which include:

-  **Experienced team of professional executive directors and senior management**
-  **Distinguished group of non-executive directors**
-  **Competent board committees**

Board of Directors



Board Members

Hisham Ezz Al-Arab

Chairman &
Managing Director

Jawaid Mirza

Non Executive
Board Member

Nadia Makram Ebeid

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

Yasser Hashem

Managing Partner of Zaki Hashem
& Partners, Attorneys at Law

Mark Richards

Head of financial
services of Actis

Medhat Hassanein

Egypt's former
Minister of Finance

Sherif Kamel

Dean of School of Business
Administration (AUC)

Bijan Khorsowshahi

President & CEO
Fairfax International

BOD composition as of 21/10/2014

CIB Financial **Highlights**



Performance Snapshot: 30 June 2014

Total Assets

EGP 128,240mn

Year-End 2013: EGP 113,752mn;

↑ 13% YTD

Net Loans

EGP 45,062mn

Year-End 2013: EGP 41,866mn;

↑ 7.6% YTD

Customer Deposits

EGP 110,900mn

Year-End 2013 : EGP 96,846mn;

↑ 14.5% YTD

Shareholders' Equity

EGP 12,965mn

Year-End 2013: EGP 11,960mn;

↑ 8.4% YTD

Revenues

EGP 3.79 bn

H1'2013: EGP 3.24bn;

↑ 17% YoY

NPAT

EGP 1,737mn

H1'2013: EGP 1,329mn;

↑ 30.7% YoY

NPLs/Gross Loans*

4.65%

H1'2013: 3.95%;

↑ 17.7% YoY

CAR

15.7%

H1'2013: 14%;

↑ 12.2% YoY

ROAE

29.4%

H1'2013: : 24.7%;

↑ 18.8% YoY

ROAA

2.89%

H1'2013 : 2.66%;

↑ 8.4% YoY

Cost/Income

21.4%

H1'2013: 22.8%;

↓ -6% YoY

Net Interest Margin*

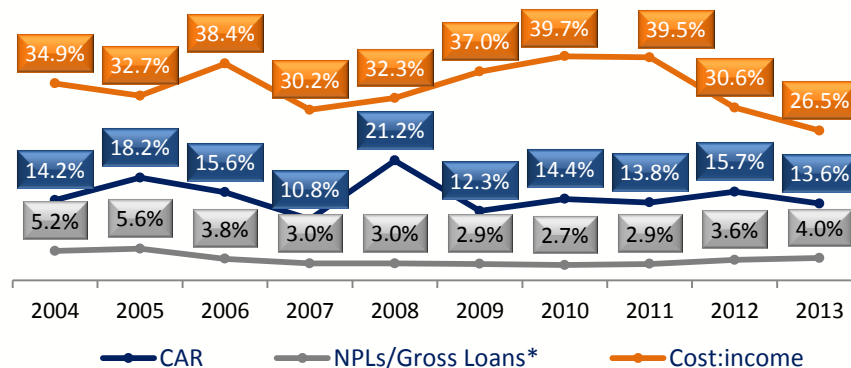
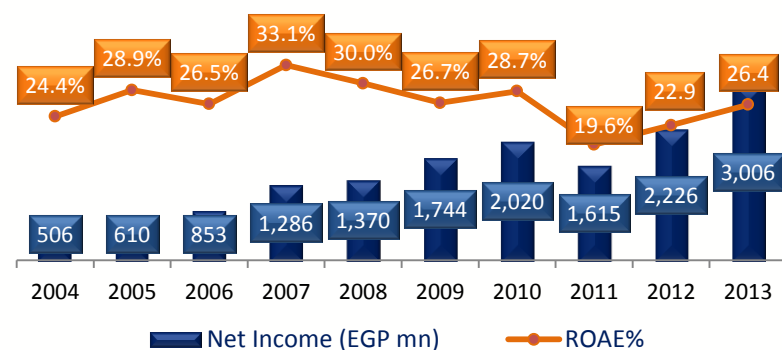
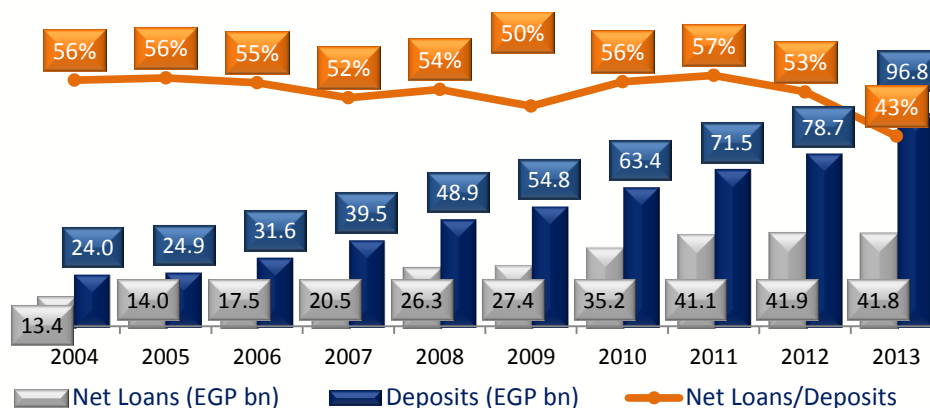
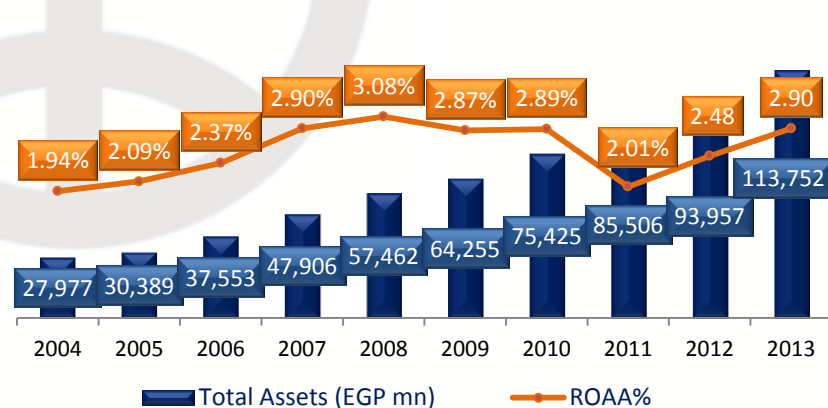
5.39%

H1'2013: 5.35%

↑ 0.75% YoY

• Ratios on a standalone basis
Figures are on a consolidated basis

Historical Performance

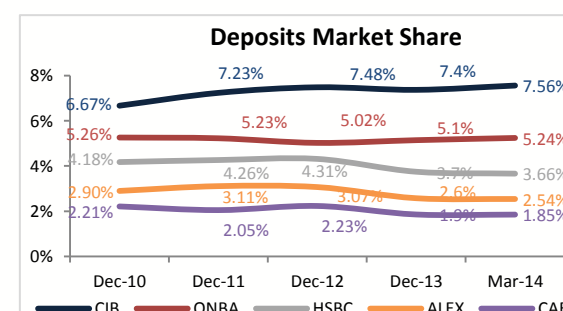
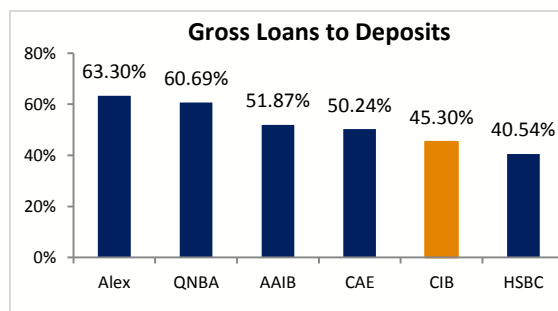
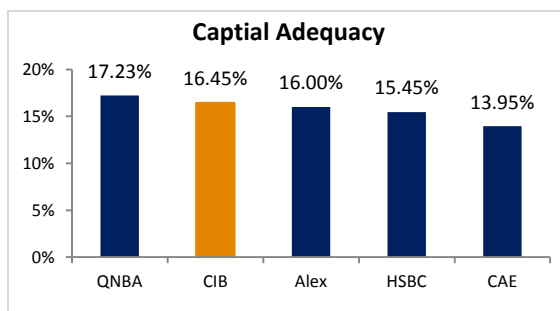
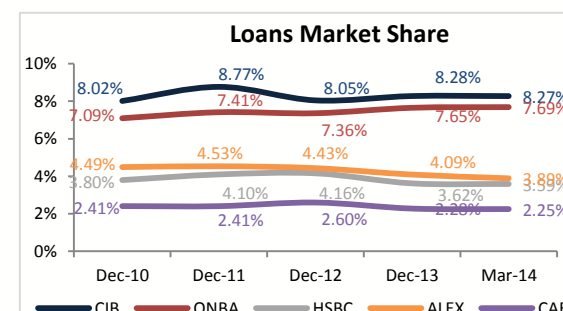
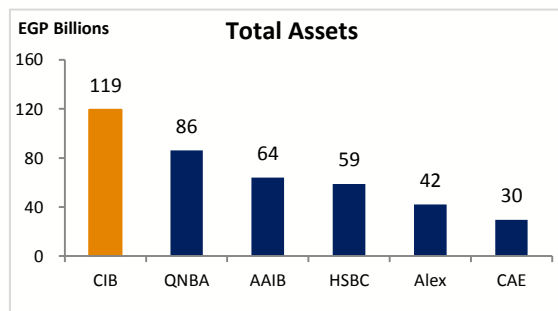
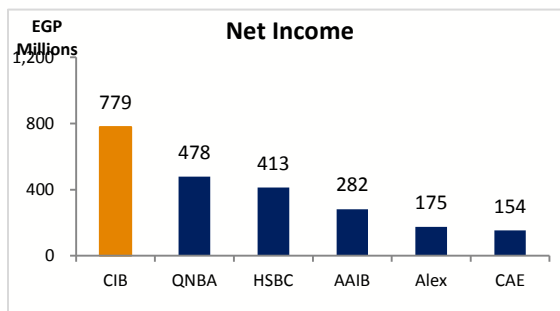
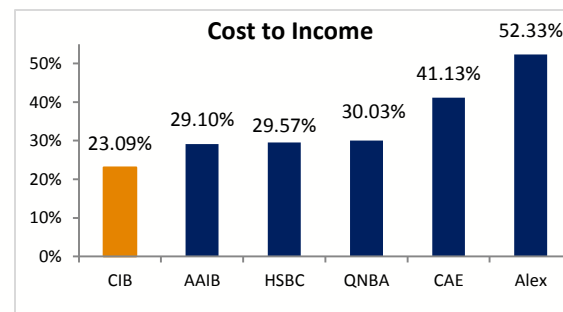
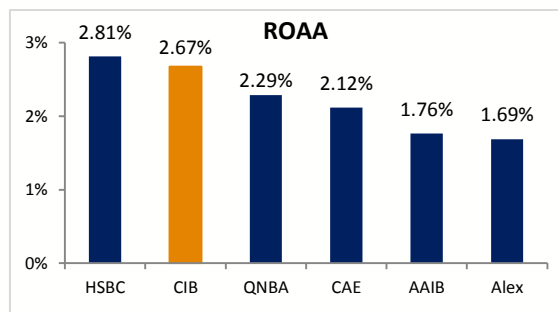
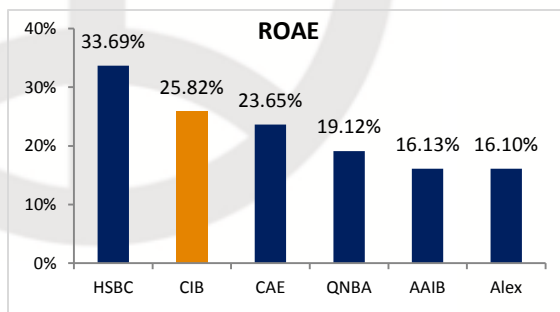


Branches & Outlets	92	100	119	131	152	155	153	154	156	152
Headcount	2,109	2,301	2,477	3,508	4,014	4,426	4,750	4,845	5,181	5,490
Years	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013

• Starting 2009, CIB used IFRS

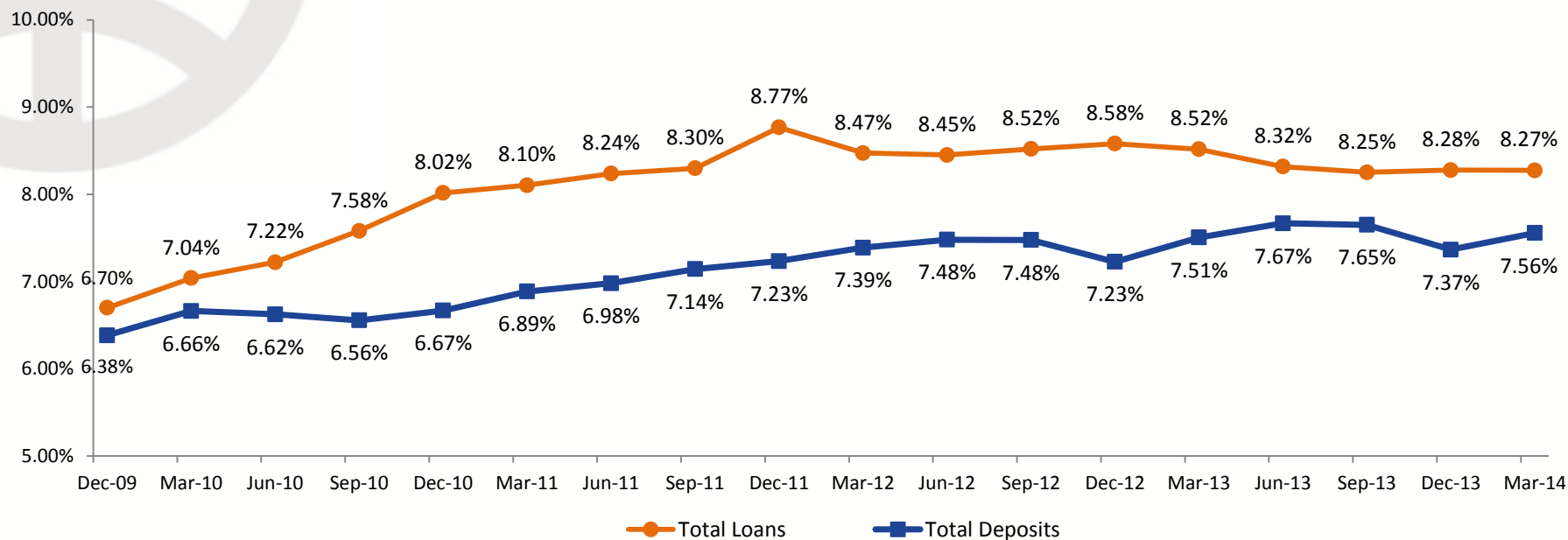
• Figures are on a consolidated basis except for NPLs/Gross loan ratio which is on a standalone basis

Peer Analysis – Q1'2014



Figures as of March 2014

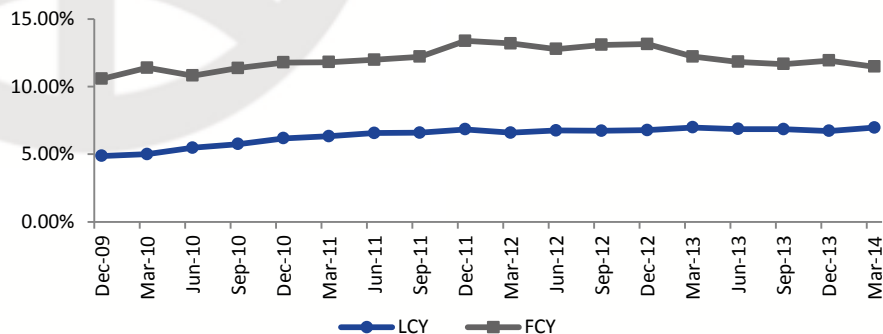
Market Share Trend



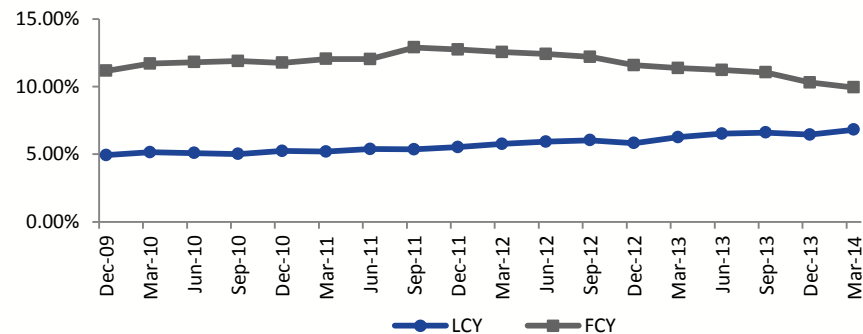
Loans	Deposits
CIB maintained the highest loan market share of all private-sector banks	CIB maintained its leading position amongst all private-sector banks
April 20148.26%	April 20147.65%
CIB's loans market share from performing loans is significantly higher	

Market Share Breakdown

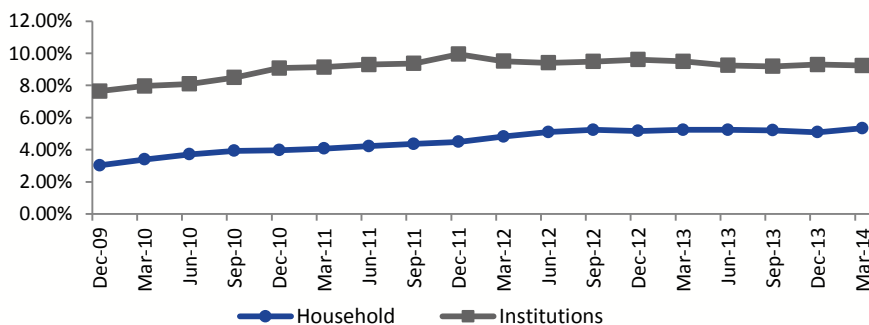
Loans



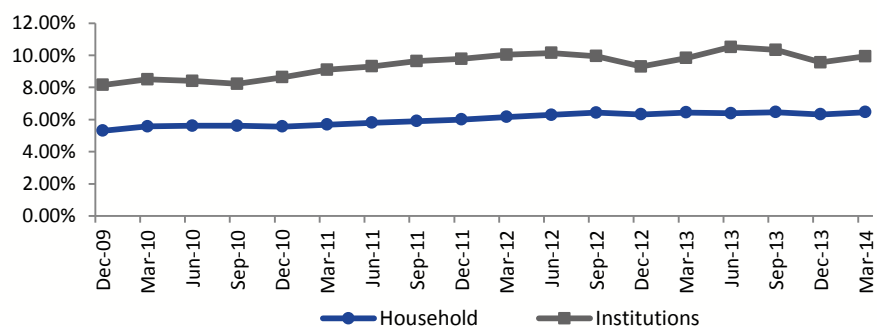
Deposits



Loans



Deposits



Loans*				Deposits*			
LCY		FCY		LCY		FCY	
6.99%		11.38%		6.89%		10.14%	
Household		Intuitions		Household		Institutions	
5.44%		9.19%		6.50%		10.12%	

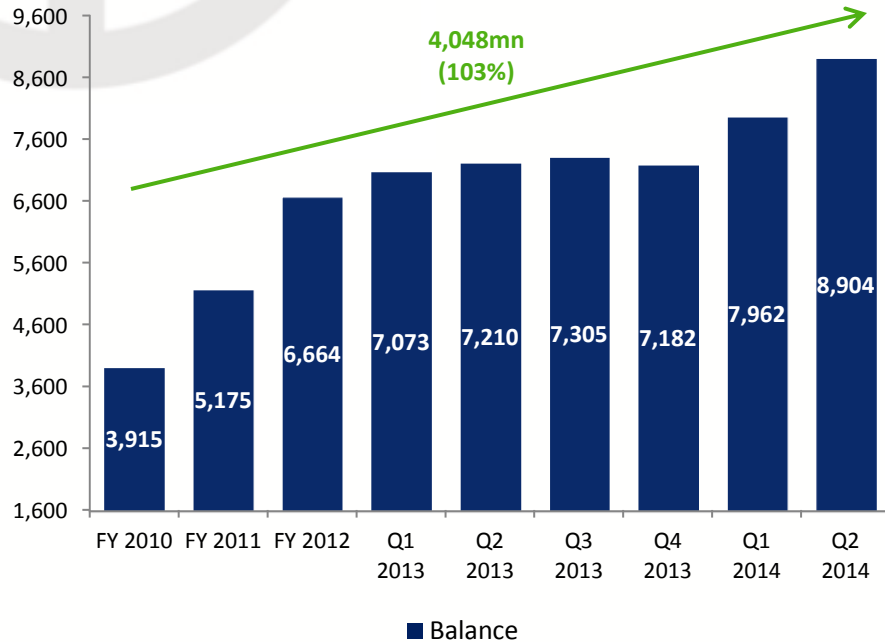
* As of April 2014

Consumer Banking Snapshot

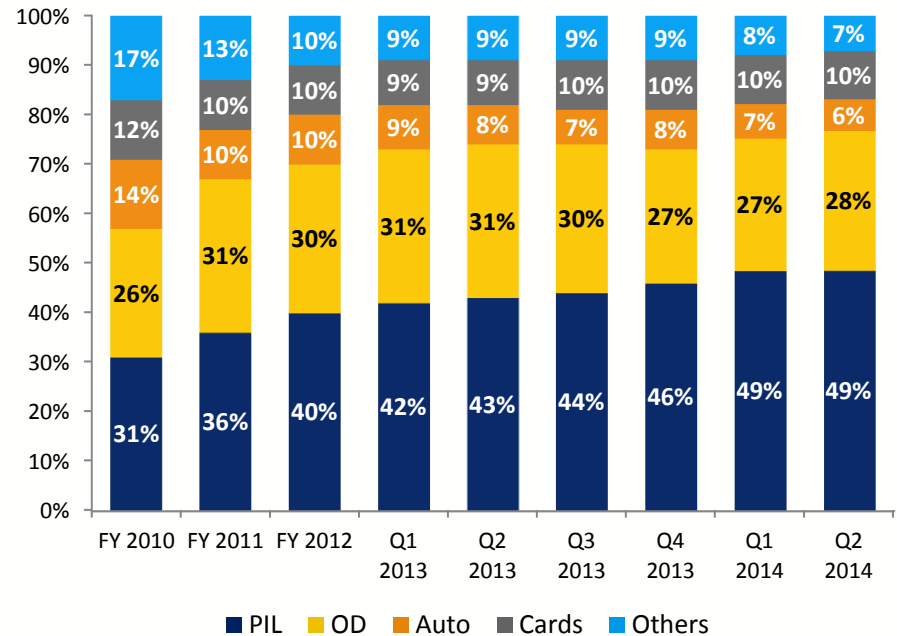


Assets Portfolio Growth

Assets



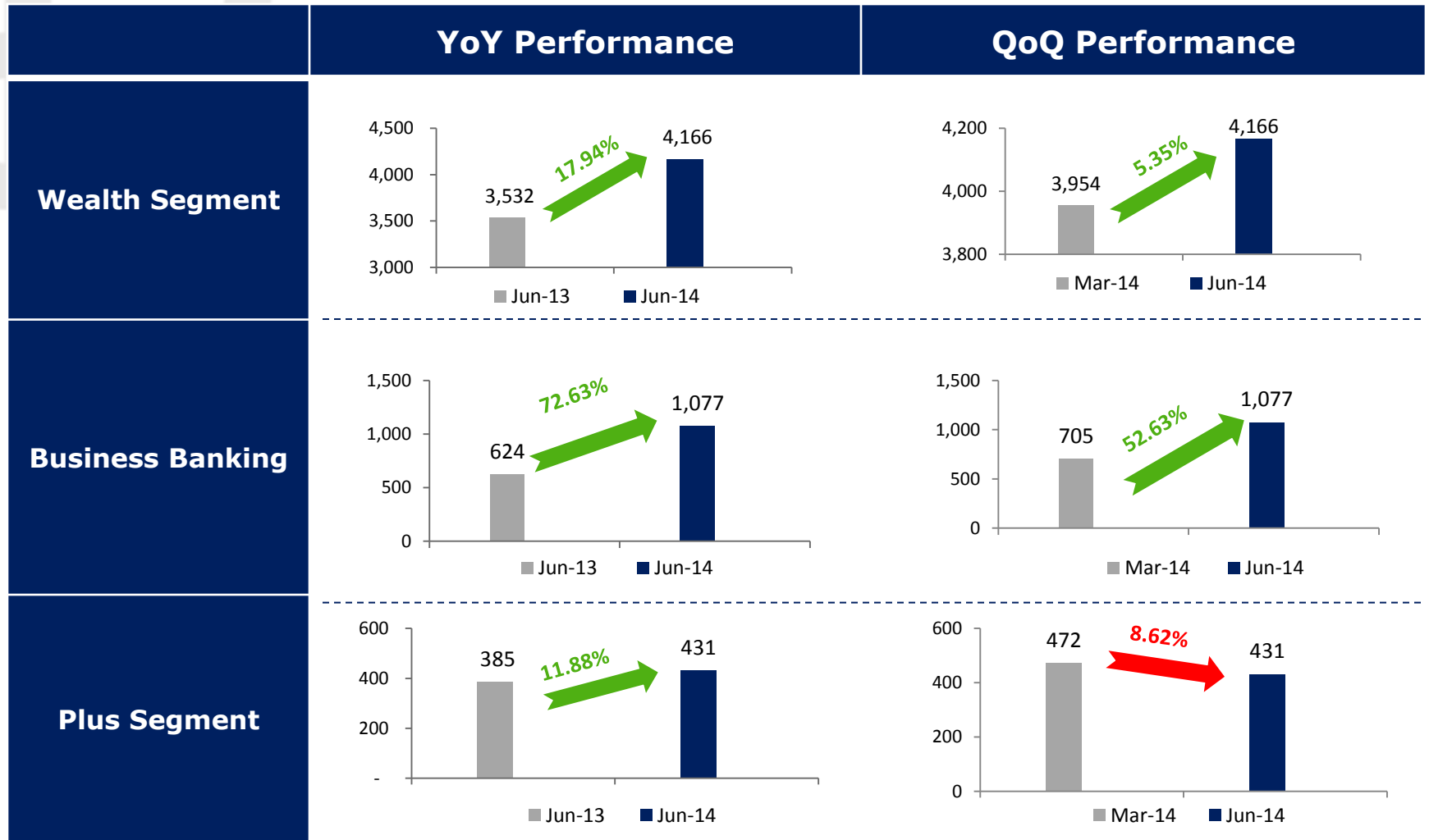
Assets Mix



In Millions

	FY 2010	FY 2011	FY 2012	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014
Balance	3,915	5,175	6,664	7,073	7,210	7,305	7,182	7,962	8,904

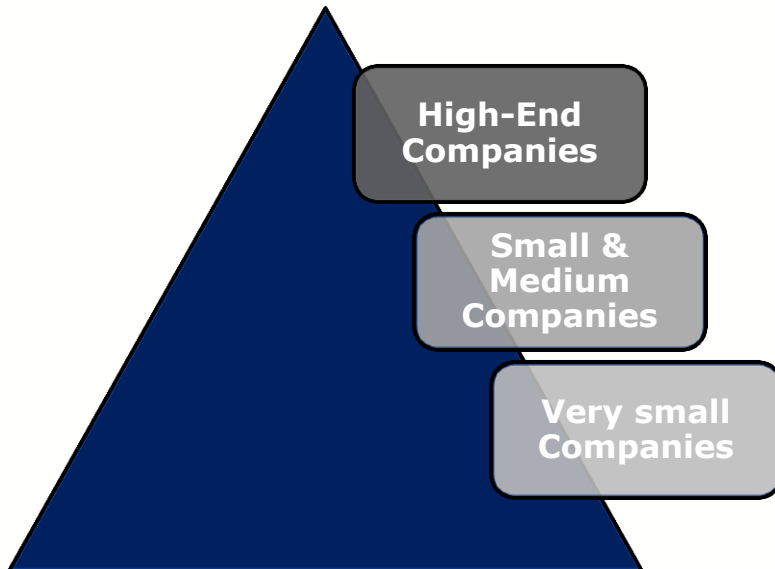
Assets By Segment



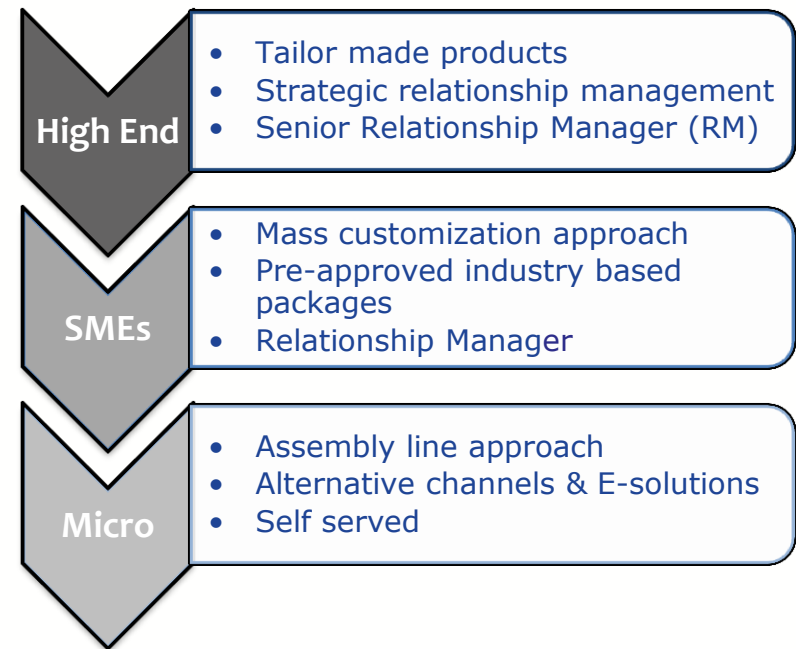
Business Banking profile

- Business Banking has been one of CIB's strategic initiatives in the past couple of years
- Was launched on a pilot basis in 2011 and went live in 2012, finally in 2013 was aggressively introduced to the market
- Falls under CIB's Consumer Banking umbrella
- Manages financial needs of small and medium size retail companies with annual sales turn-over below EGP 60mn
- Currently has penetration of over 3k companies

Customer Segmentation



Business Approach

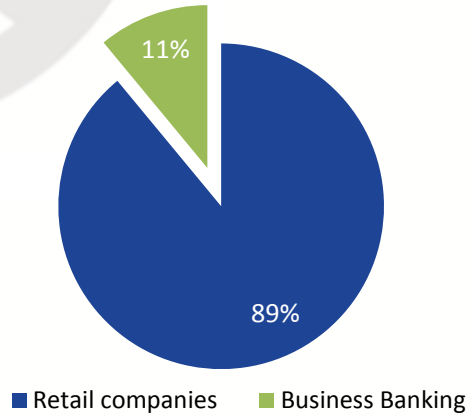


Business Banking Performance

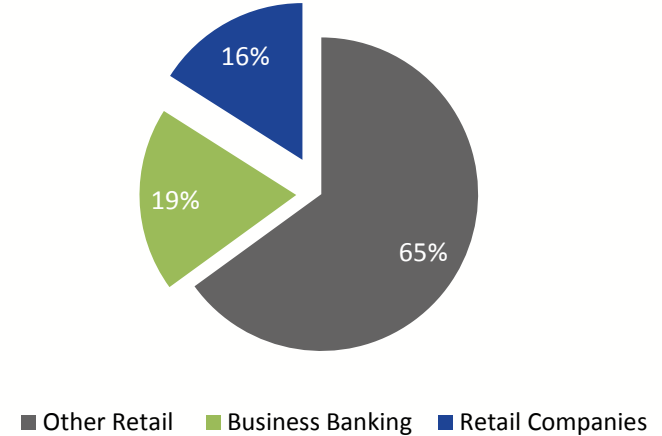


Business Banking model has proved its success when compared to the Retail Banking approach in terms of overall performance

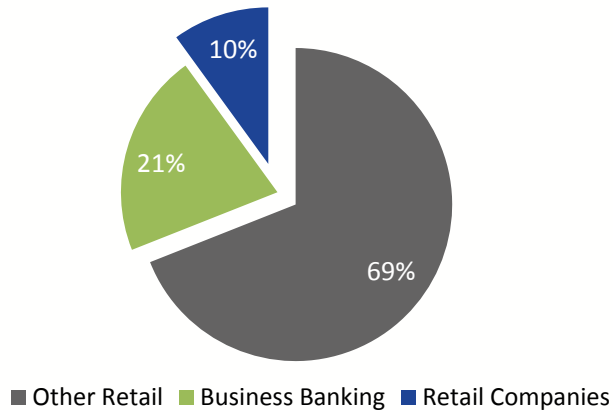
Number of Companies



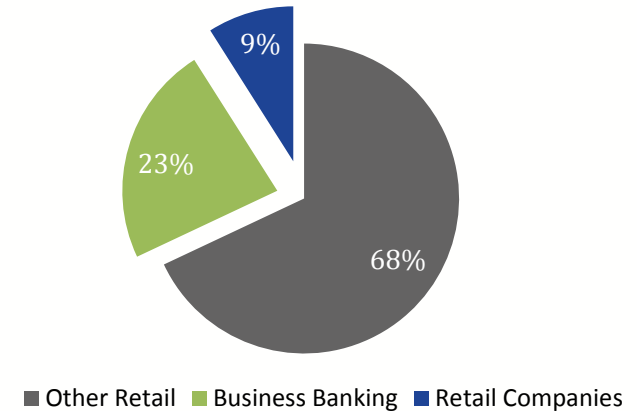
Total Deposits



Revenue



Gross Contribution



Other Retail include (Wealth, Plus, Branches)

As of May 2014

A horizontal banner image featuring a close-up of the famous bust of Nefertiti, an ancient Egyptian queen. The statue is shown from the chest up, with her head tilted slightly. The background of the banner is a bright blue sky filled with white, fluffy clouds. The text 'CIB Strategy' is overlaid on the left side of the banner in a bold, blue, sans-serif font.

CIB Strategy



Vision realization

Where do we stand?

Way forward

Financial Performance Drivers

Quality loan growth, with focus on increasing product penetration and SoW

Aggressive deposit growth, specially from households

Transactional banking services

- Positioned as trade finance hub for Egypt
- Focus on mortgage lending and business banking

Customer Centricity

Adopting a customer relationship model

Introduction of new solutions and enhancing product features

Undertaking several service quality initiatives to improve customer satisfaction

- Focus on the Plus segment and develop an NRE proposition
- Offer mobile financial services
- Move from customer satisfaction to loyalty

Operational Efficiency

Centralization of Operations

Working on launching several automation projects to enhance productivity

Core system stabilization

- Focus on productivity gains

Organizational Development

Performance driven culture

Focus on learning and development

Adoption of corporate governance best practices and solid CSR strategy

- Employer of Choice
- Long-term sustainability initiatives

Summary and **Conclusion**

Why **Egypt**?

Political Situation

- Building new political structure to fulfill the dreams of all Egyptians
- General improved optimism about the political future in Egypt
- Moving to a more open political system

Economic Environment

- Among the most diverse in the MENA region
- Started transformation to a stable and modern economy
- The resilience of Egyptian Economy is capable of overcoming challenges as it did in 2008 financial crisis
- Banking sector possesses high structural profitability and remains intact

Robust banking reform program

- Phase I (2005-2008): successfully completed
- Phase II (2009- 2011):improving the regulatory environment, adopting Basel II and increased focus on corporate governance and limit concentrated risk exposure and proprietary investment
- Phase III (2011-2012): Finalized the fine tuning of the regulations
- Phase IV (Ongoing): Parallel run of existing regulations on capital adequacy and Basel II and finalizing the data warehousing framework

Why **CIB**?

Profitability

- Market leader
- NPAT EGP 1.7bn
- Total revenues EGP 3.79bn

Asset Quality

- NPL/Gross loans 4.66%
- Direct Coverage Ratio 142%

Liquidity

- High liquidity
- Net LDR 40.8%

KPIs

- ROAA 2.89%
- ROAE 29.4%
- Cost/income 21.4%

Largest in ...

- Total Assets EGP 128bn
- Loans and deposits market shares
- Market Cap EGP 34.2bn in private banks

• Ratios on a consolidated basis

Awards and Recognition



2014

- ***CIB is the only ranked Egyptian organization in the Forbes world's 2000 biggest public companies. CIB is ranked 1,735 as of 2014; an improvement of its previous rank of 1,966 in 2013**
- Best Trade Finance Provider in Egypt by Global Finance for the 8th year.
- Best Foreign Exchange Provider in Egypt by Global Finance for the 11th year
- Best Investment Bank 2014 - by Global Finance
- Best Bank in Egypt by Global Finance
- Best Emerging Markets Banks in Africa - By Global Finance

2013

- Best Trade Finance Provider in Egypt by Global Finance
- Best Foreign Exchange Provider in Egypt by Global Finance
- Deal of the year by the Banker magazine "Africa - Structured finance Deal"
- The World's Best Emerging Markets Banks 2013 in the Middle East – By Global Finance
- Best Bank 2013 by Global Finance
 - CIB was awarded the Best Bank in Egypt for the 17th Year
- Best Subcustodian Bank 2013 - By Global Finance
- Best Bank in Egypt Euromoney - Excellence Award 2013
- Best Subcustodian Bank 2013 – By Global Finance
- Best FX Service in North Africa Award – By EMEA Finance
- Best Internet Bank Award 2013 by Global Finance "Best Online Cash Management – Regional Award"
- CIB was ranked 1st Top Ranked Bank in North Africa By - FTSE Global Markets
- CIB was ranked 2nd Best Overall Provider within LEVANT and North Africa by - FTSE Global Markets
- The Banker "Bank of the Year - Egypt" Award
- Best Foreign Exchange Providers 2014 – Country Winner – Global finance

**As of April 1, 2014*





Thank you

For more information, please visit

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To read about the projects that the CIB Foundation has helped support and ways in which you can donate,
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