

Investor Relations Presentation

Q1' 2015



A BANK TO TRUST

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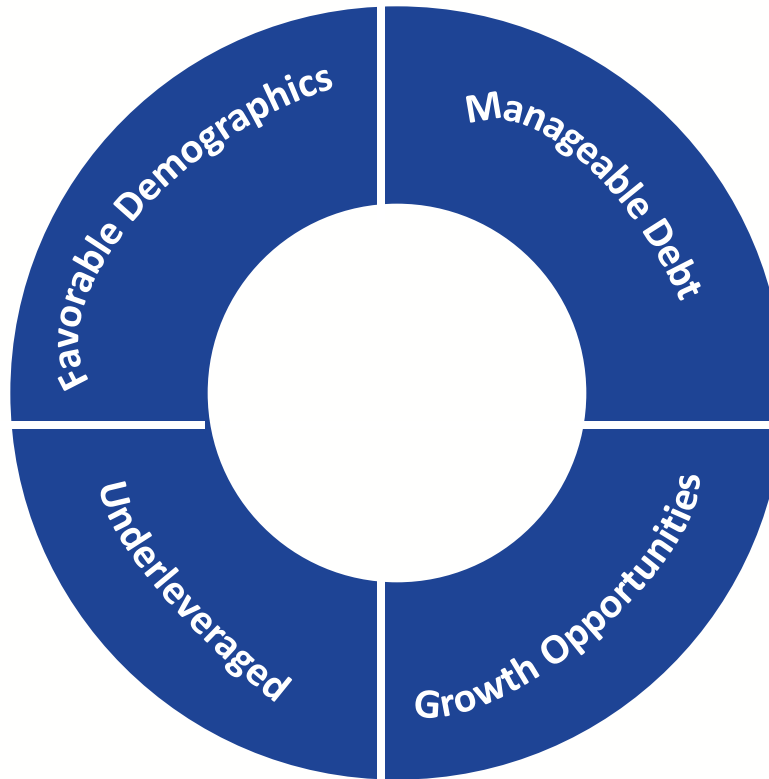
-  Macro-Environment
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-  Consumer Banking Snapshot
-  CIB Strategy
-  Summary and Conclusion

Macro-Environment

Egypt Fact Sheet

- Population: 88.5mn¹
- Median age: 25²
- Private consumption/GDP: 84.77%**
- Public consumption/GDP: 10.88%**
- Labor force/population: 32.6%*
- Unemployment rate: 12.90%¹(2014)

-
- Total bank lending facilities/GDP: 56.01%****
 - Loans/Deposits: 40%
 - Corporate loans/GDP: 42.17%*****
 - Household debt/GDP: 13.83%*****



- Current A/C balance: \$-2,857.3***
 - Net International reserve: \$15.3bn (March 2015)
 - LT external debt: \$38bn***
 - ST external debt: \$3.32bn***
 - c.80% of debt is in local currency, held by public sector
-
- Nominal GDP: EGP 580,005mn**
 - Historical GDP growth: 4.36%³ (2005/2014CAGR)
 - GDP/Capita: \$10,877³ (2014)

¹ CAPMAS

² CIA, World Fact Book

³ IMF, WEO Database, October 2014

* Preliminary figure

** Figures as of July/September 2014/2015

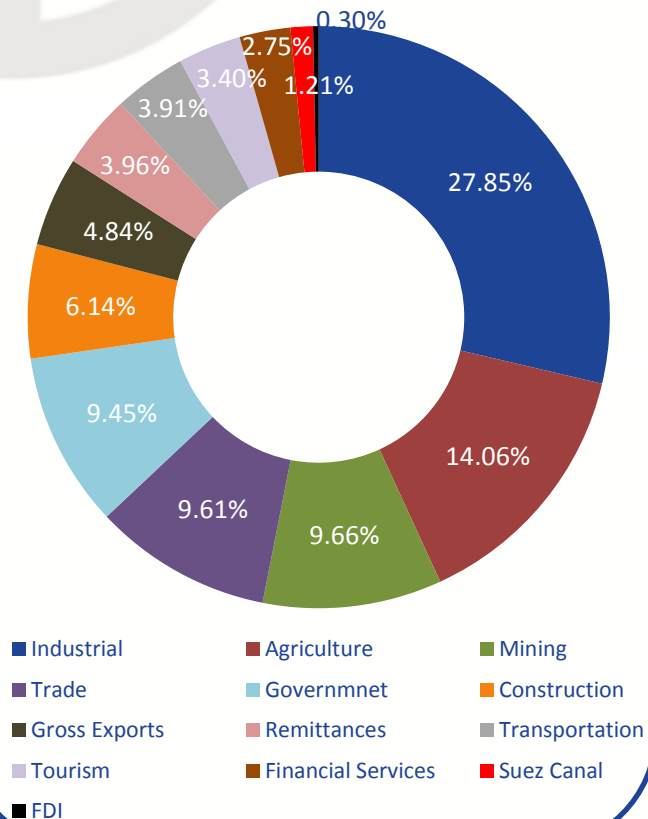
*** Figure as of Q2'2014/2015

**** GDP at market price

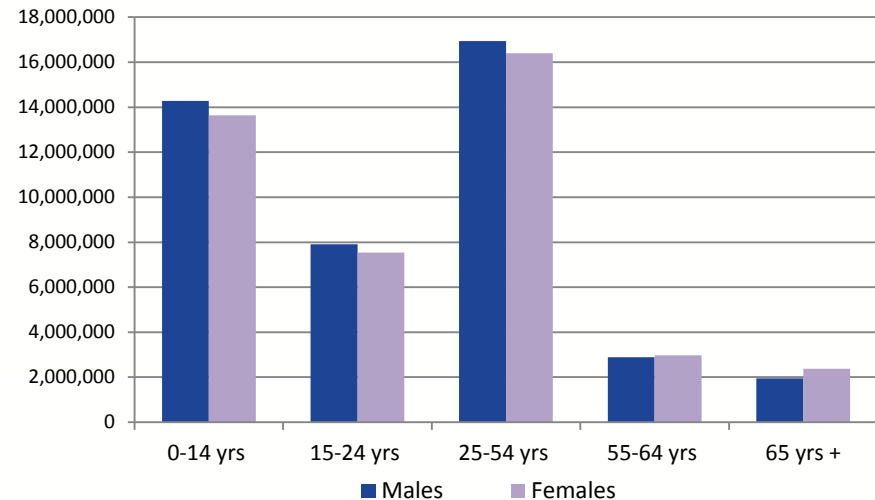
Source: CBE

Egypt Fact Sheet (Cont'd)

Diversified as % of GDP¹



Favorable Demographics²



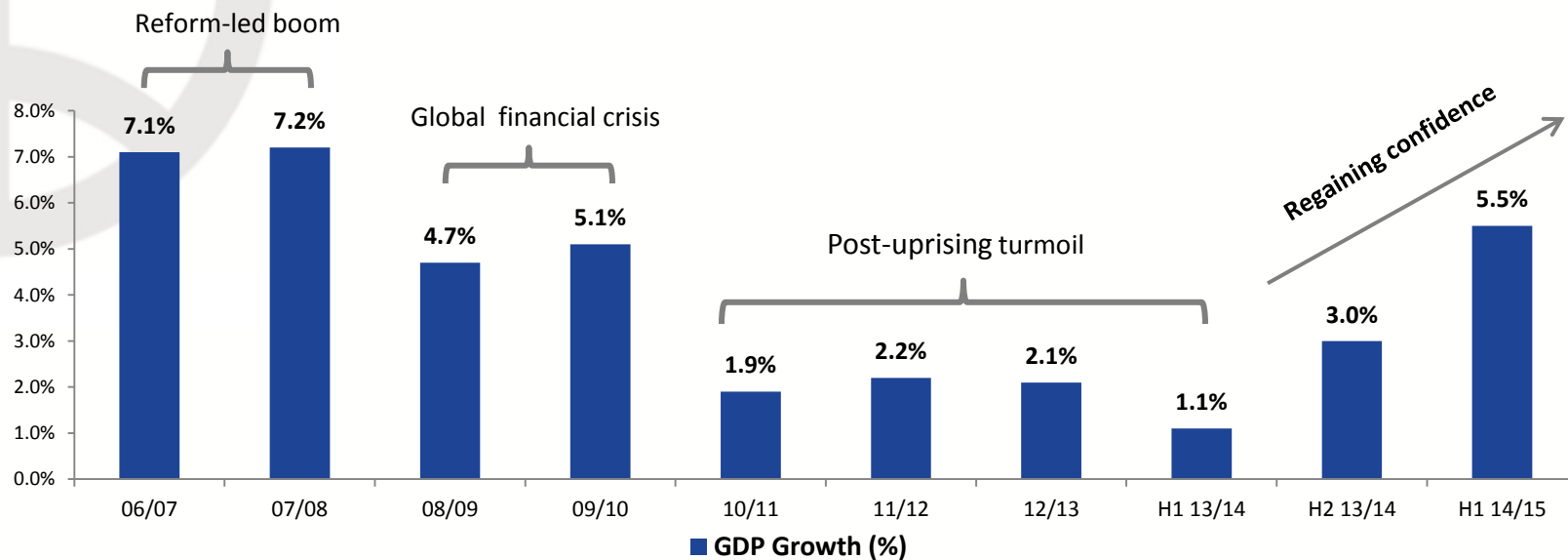
0-14 years	32.1%
15-24 years	17.8%
25-54 years	38.4%
55-64 years	6.7%
Over 65 years	4.8%

- 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 85% of the population is below 55 years

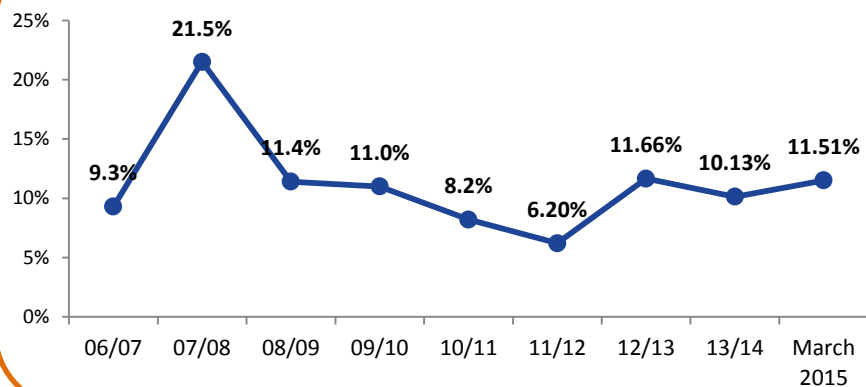
¹ CBE, Figures as of July/September 2014/2015

² CIA, World Fact Book

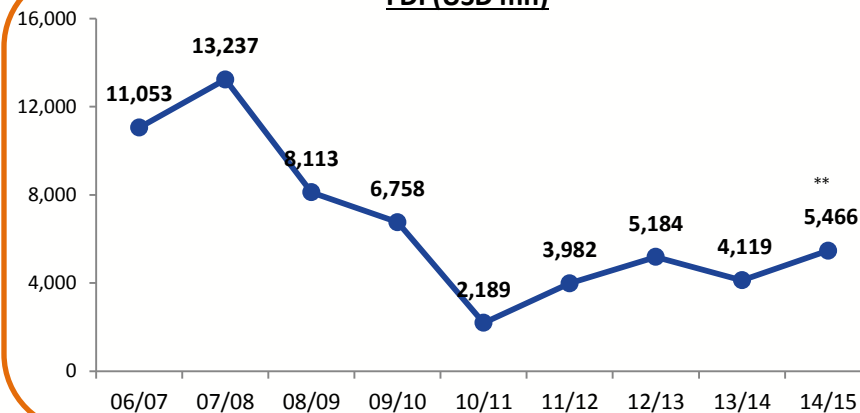
Macroeconomics Snapshot



Inflation (%)



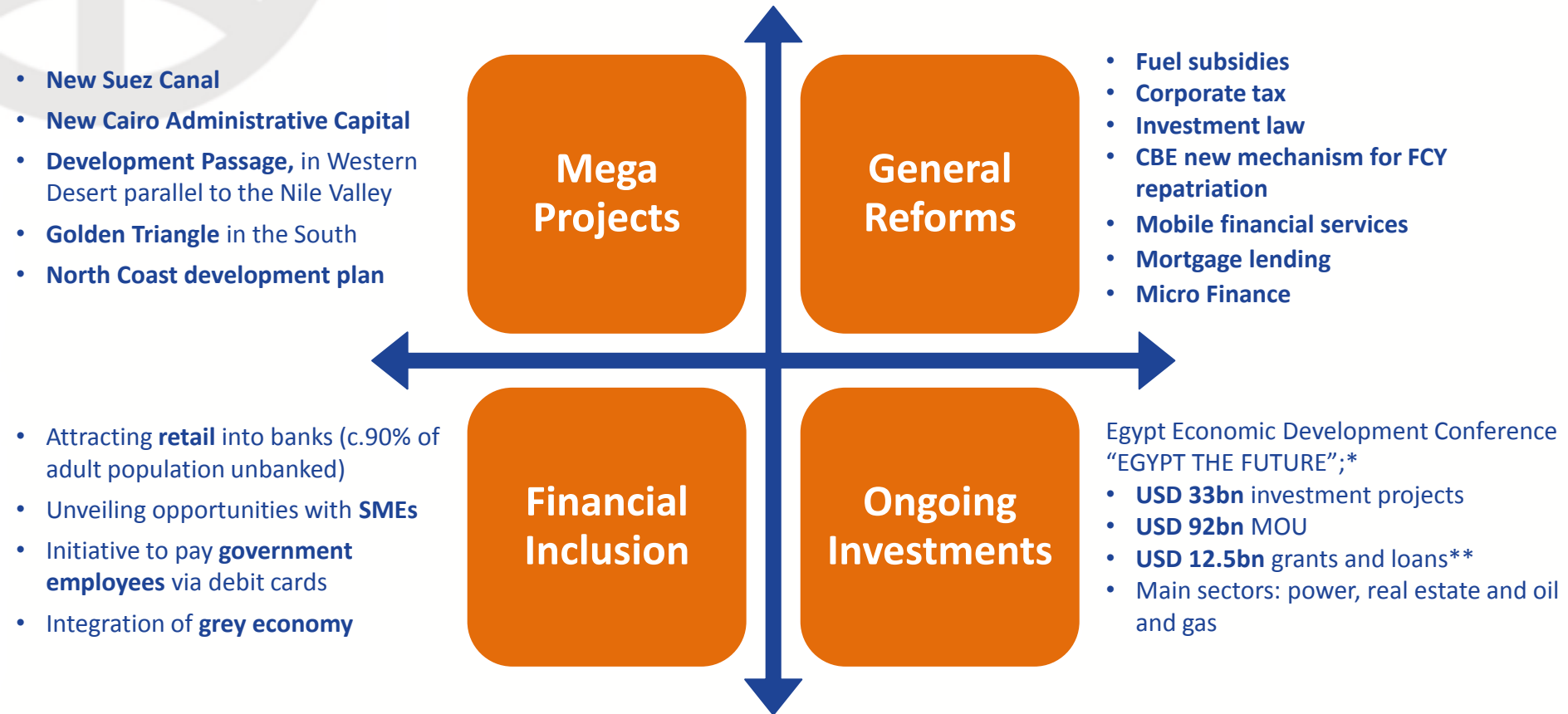
FDI (USD mn)



¹ GDP at Factor Cost

** 14/15: Q1 + Q2 Annualized

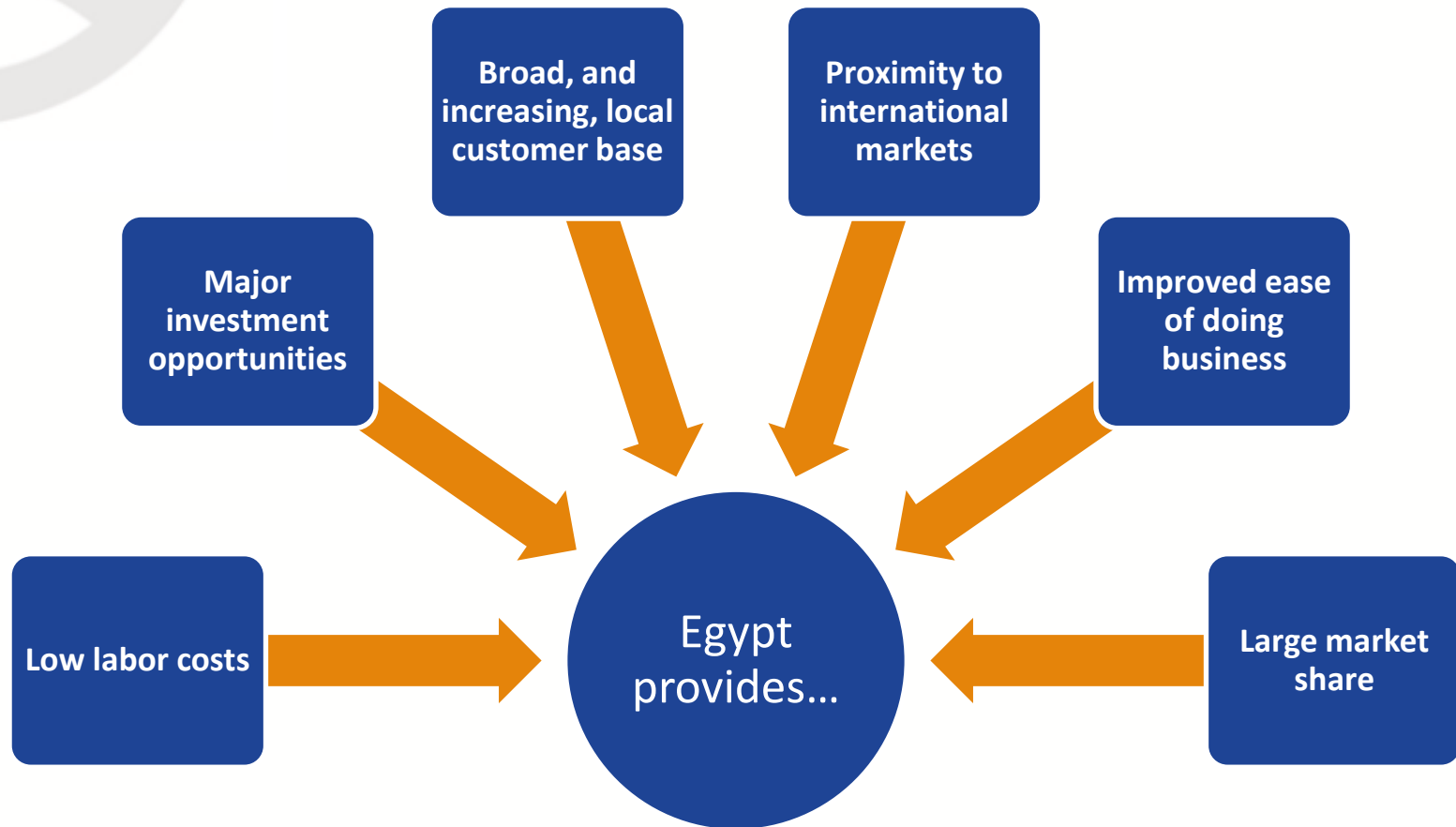
Prospects for Egyptian Economy



* Source of figures: State Information Service, Press reports, Bank of America Merrill Lynch Global Research

** Gulf countries; Saudi Arabia, UAE and Kuwait USD 4bn each, Oman USD 500mn

Egypt... Safe haven for investments



Challenges Facing Egypt

Slow improvement in standards of living¹

- UNDP Human Development Index: Score of 0.682, ranking 110/187 in 2013

Low quality health care services¹

- 4.9 % of GDP spent on health care services in 2011

Lack of educational reforms¹

- 3.8% of GDP spent on education in 2012

Ease of doing business index²

- Ranked 112/189

Budget deficit³

- 12.6% of GDP in FY 2013/2014

Competitiveness index⁴

- Ranked 119/142

¹ UNDP, Human Development Reports 2014

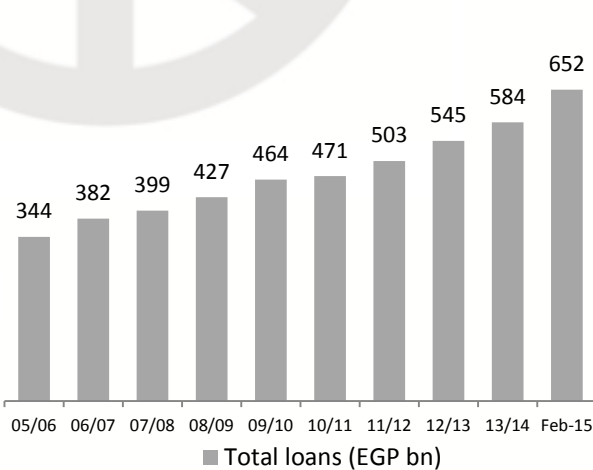
² World Bank, Ease of Doing Business 2015

³ IIF Egypt Report, November 2014

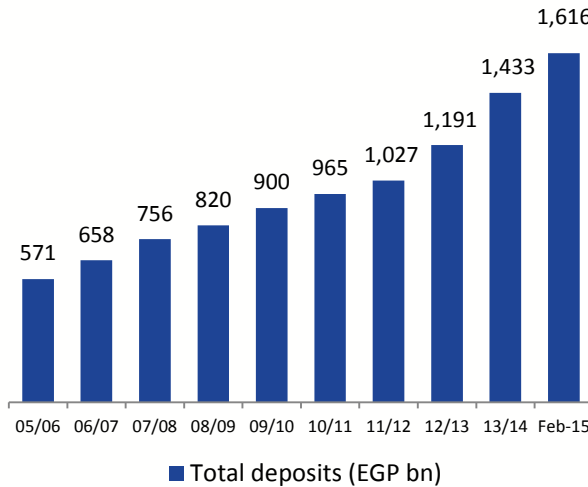
⁴ World Economic Forum's Competitiveness Index 2014-2015

Egyptian Banking Sector Snapshot

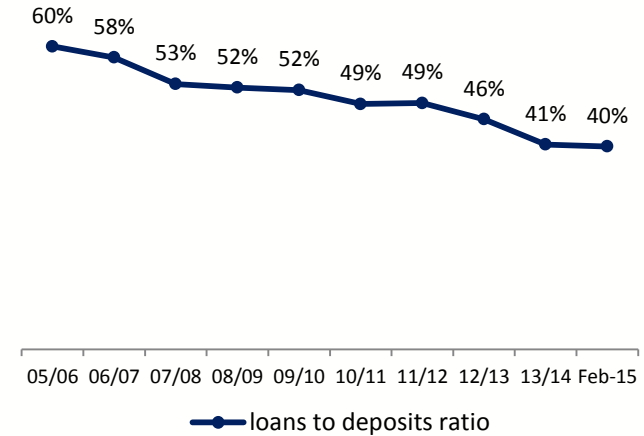
Total Loans



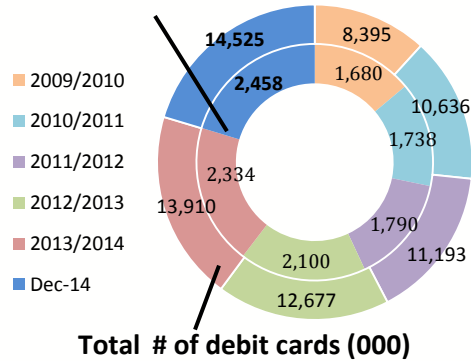
Total Deposits



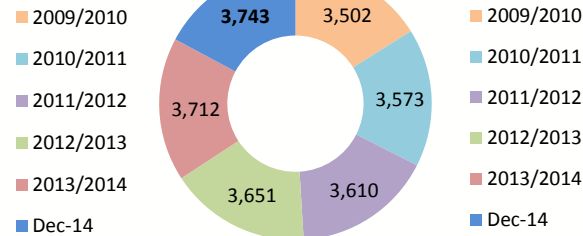
Loans to Deposits ratio



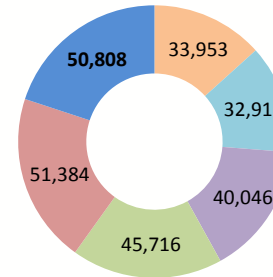
Total # of credit cards (000)



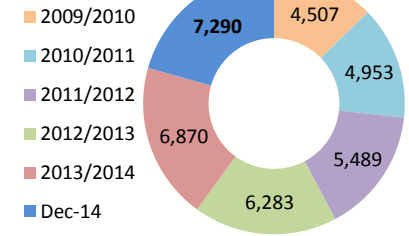
Total # of branches



Total # of POS



Total # of ATMs



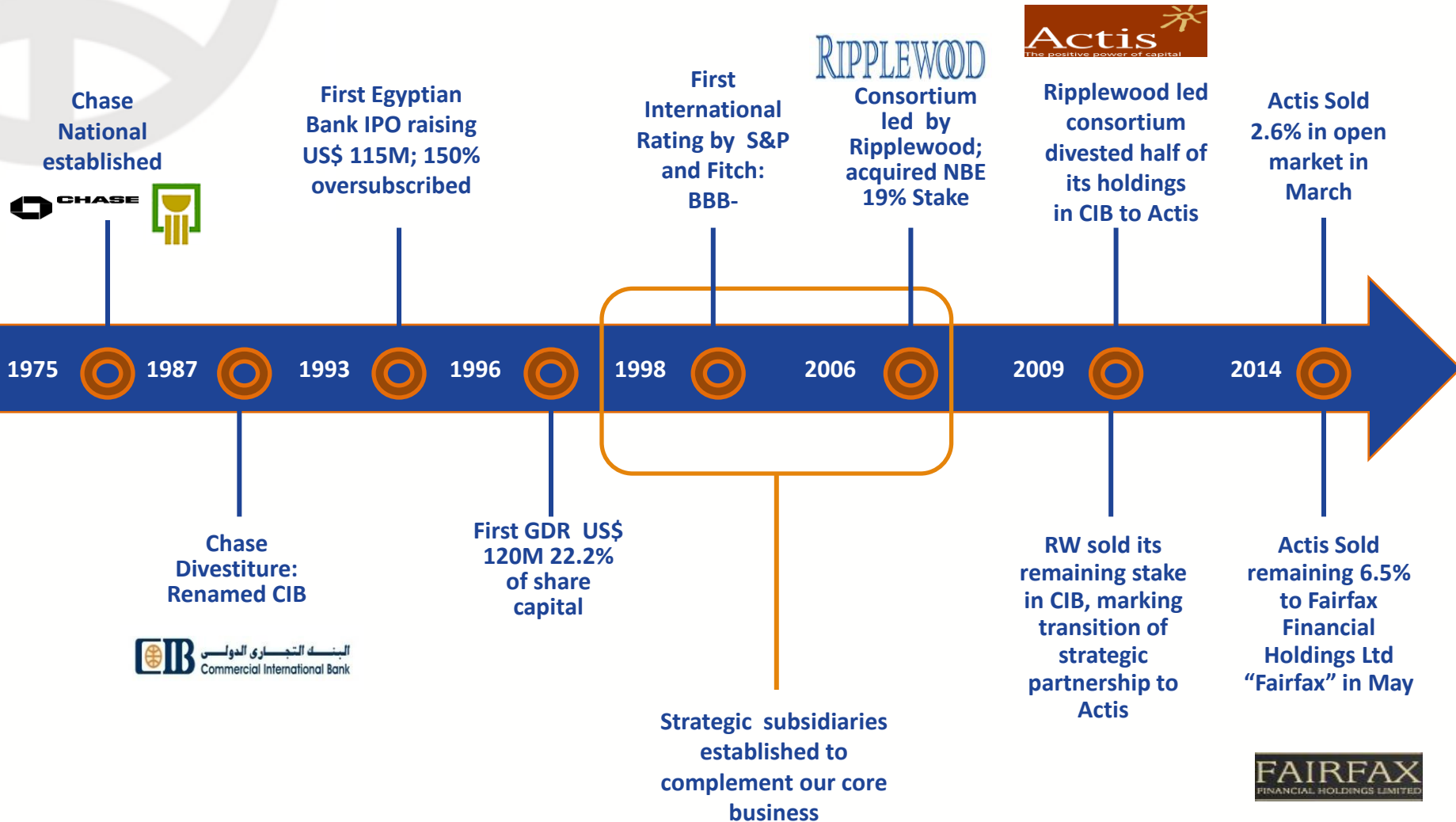
* Currently, there's a total of 40 banks in Egypt after adding the Arab International Bank (AIB) to the Register of Banks to fall under the supervision of the CBE

Source: CBE

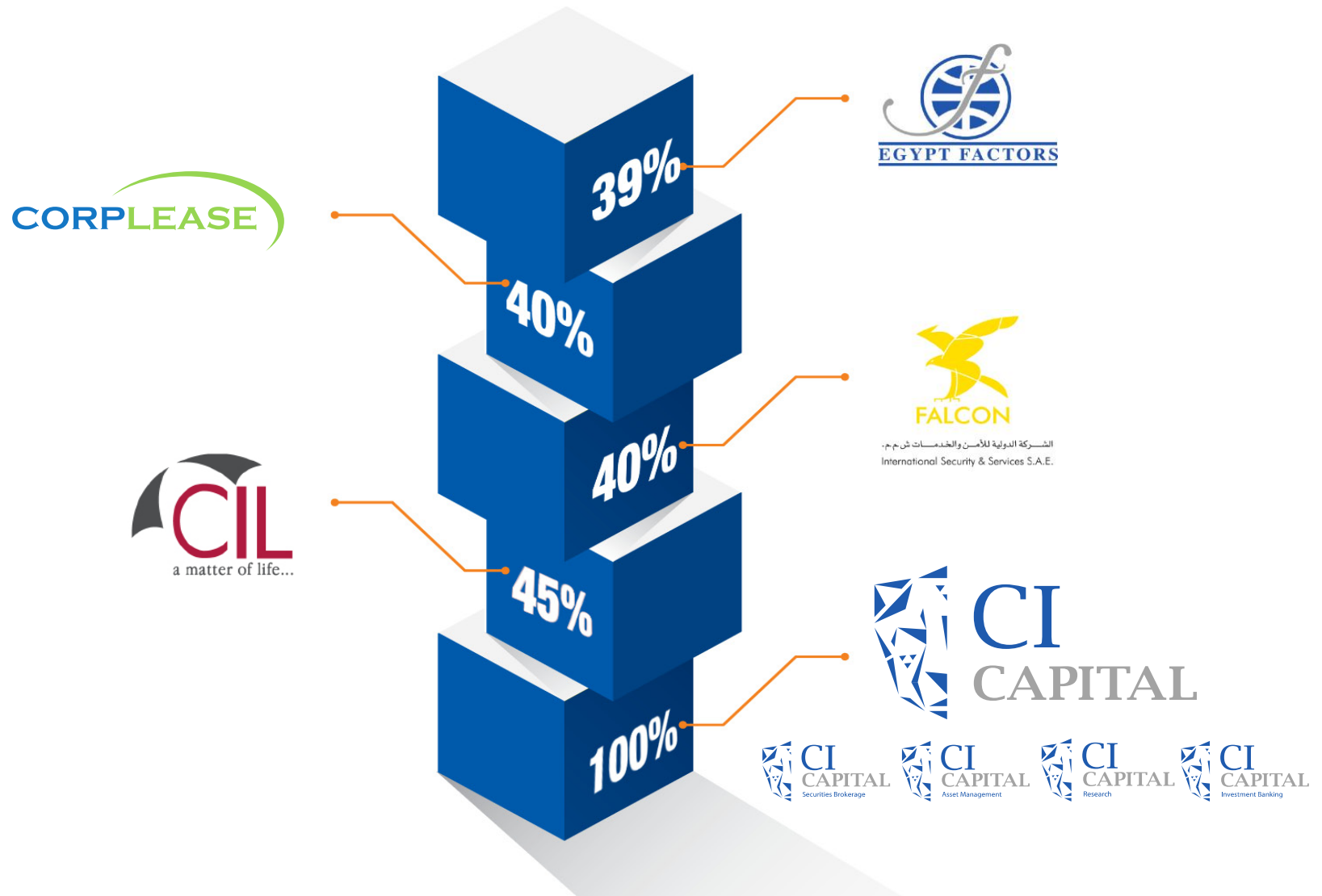
About **CIB**



40 years of Sustainable Growth... and counting



CI Group Structure



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	59,811	627,613	
Loans	81.65%	18.35%	<ul style="list-style-type: none"> Equities Research Securities Brokerage Asset Management Investment Banking
Contribution to*			
Deposits	28.63%	71.37%	

* Based on Managerial Accounting

Distribution Network

Total Outlets **166**

Cairo **97**

Alex. **25**

Delta **8**

Sina & Canal **20**

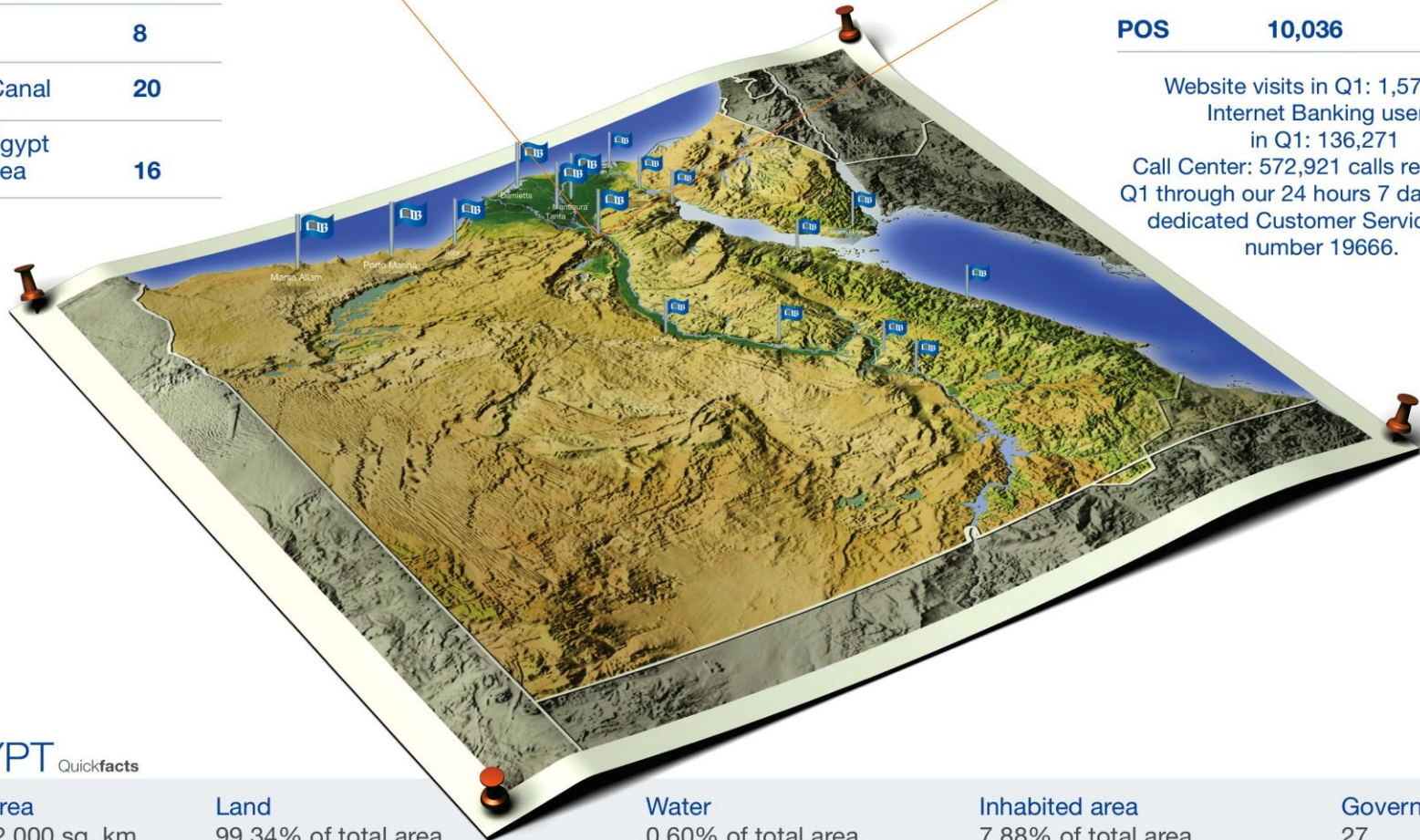
Upper Egypt
& Red Sea **16**

Alternative Distribution Channels:

ATMs **605**

POS **10,036**

Website visits in Q1: 1,572,029
Internet Banking users
in Q1: 136,271
Call Center: 572,921 calls received in
Q1 through our 24 hours 7 days a week
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

Share Information

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

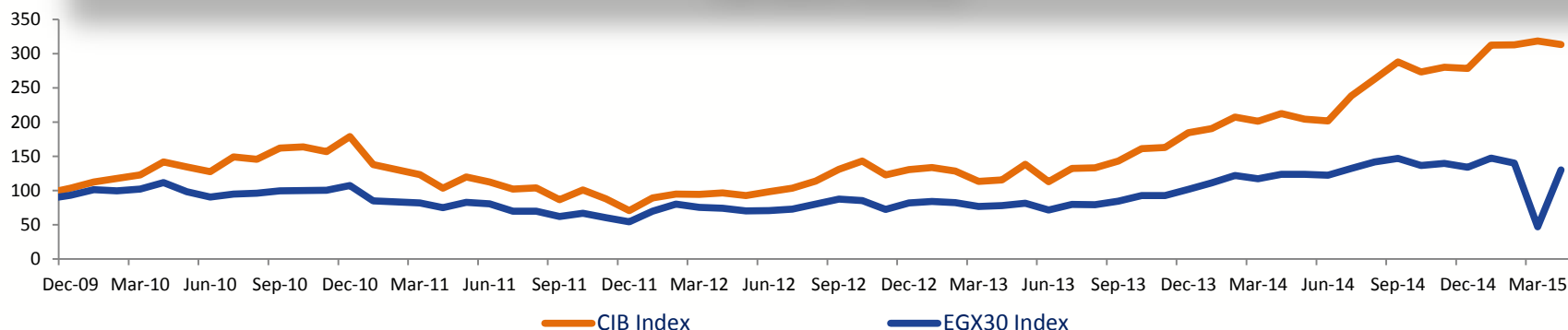
Share Information*

Shares outstanding**	908,173,443
Par value	EGP 10.00
GDR Ratio	1:1
Last 52 weeks Hi	EGP 58.38
Last 52 weeks Lo	EGP 35.10

CIB Stock Info.*

EGP	2011	2012	2013	2014	YTD 2015
Market Cap.	11,115mn	11,257mn	21,839mn	44,673mn	51,626mn
Avg. Daily Liquidity	24.35mn	29.78mn	21.83mn	91.02mn	55.86mn
Av. Daily Volume	1.30mn	1.58mn	0.90mn	2.20mn	1.05mn
Avg. Daily Price	18.73	18.85	24.26	41.30	53.20

CIB Stock Activity*



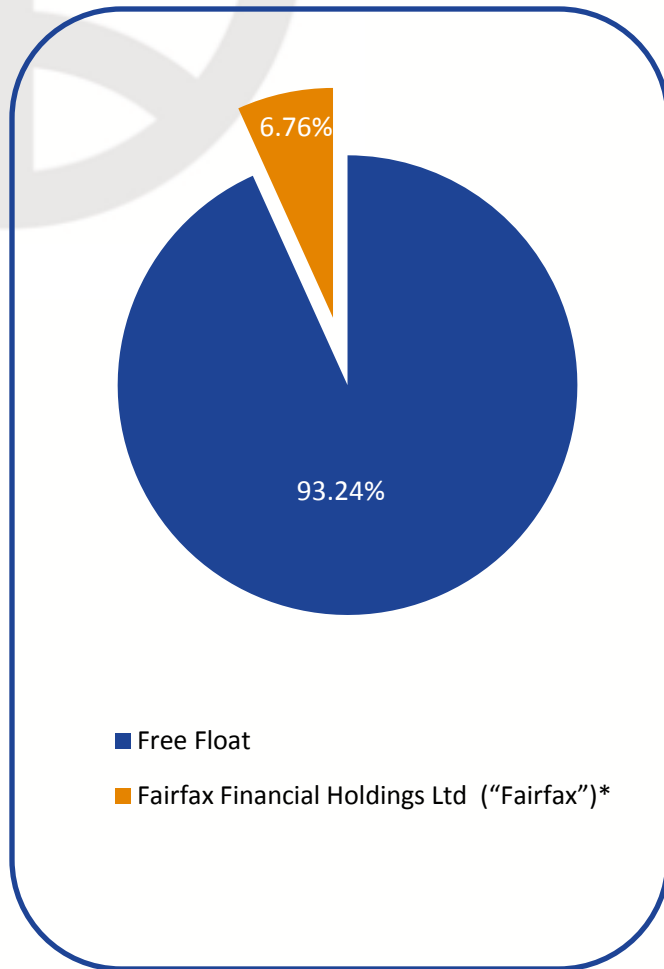
* Normalized after stock split as of 5/12/2013

**Share outstanding have been increased to 917,648,237 on 5/4/2015 for the 6th tranche of ESOP

As of 11/5/2015

Source: Bloomberg

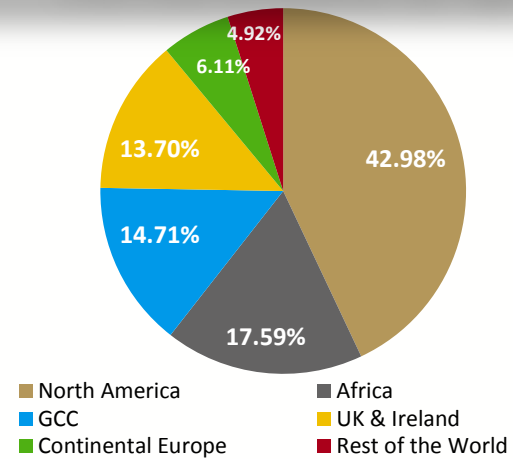
Shareholding Structure



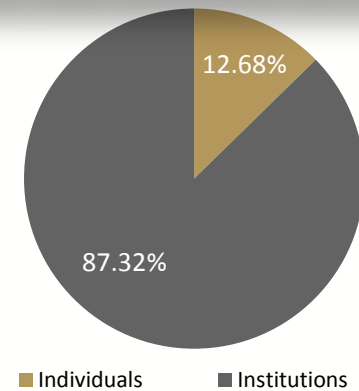
* Several wholly owned subsidiaries of Fairfax Financial Holdings Ltd ("Fairfax")

%s represents ordinary shares

Free Float Breakdown by region

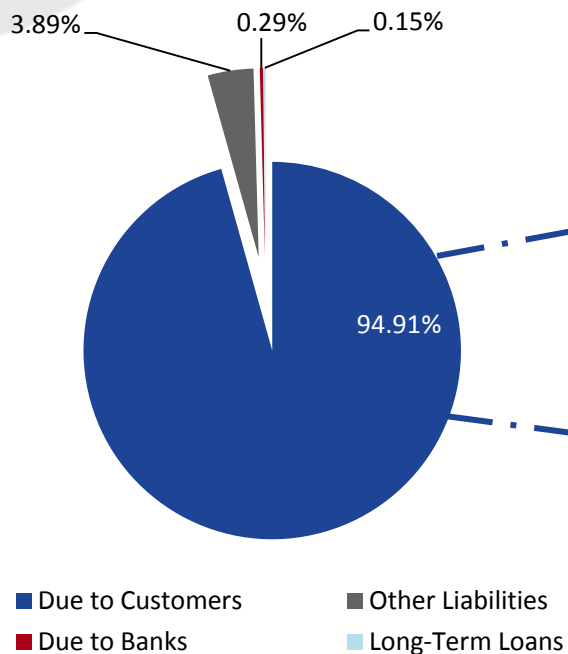


Free Float Breakdown by category

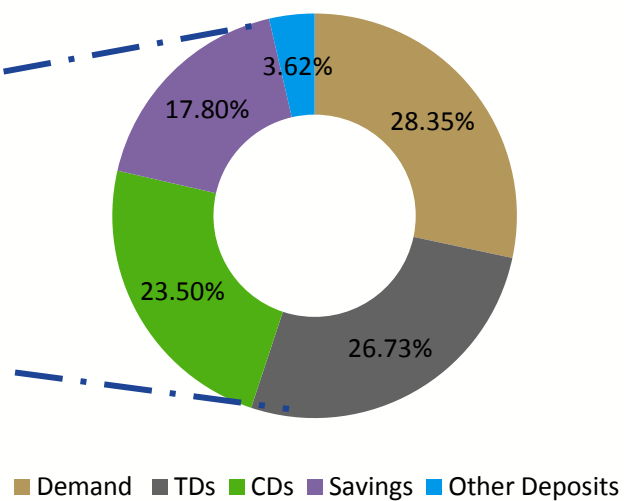


Funding Overview

Funding Structure



Customers Deposits Mix

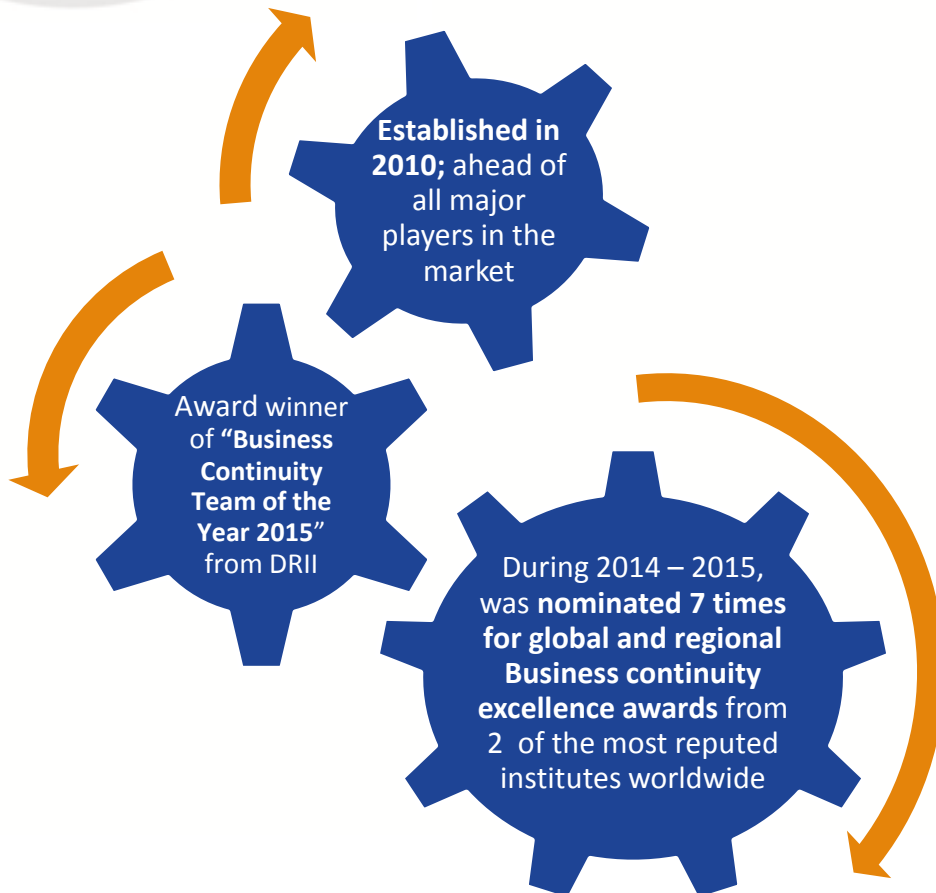


CIB's funding structure has no wholesale funds

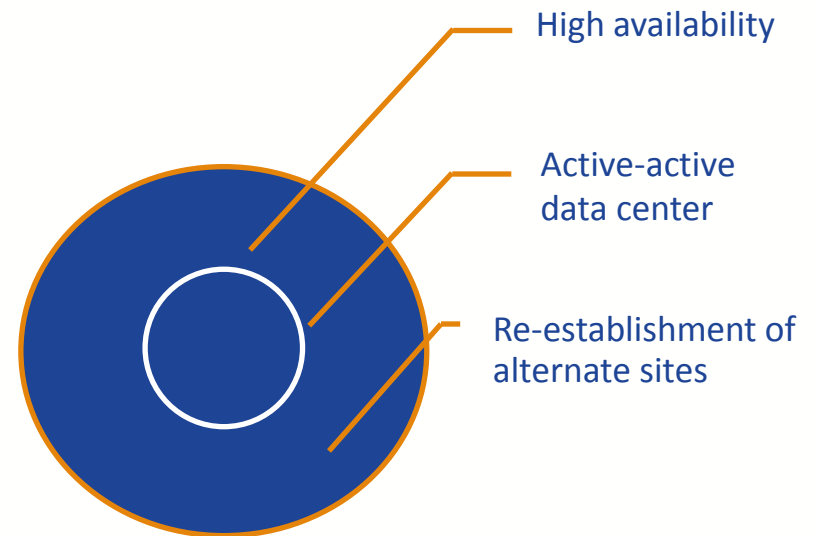
Business Continuity Management

- Leader in implementing international standards and best practices
- Set a unique model within the Egyptian financial sector in Business Continuity field

Overview



Initiatives



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

- 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**

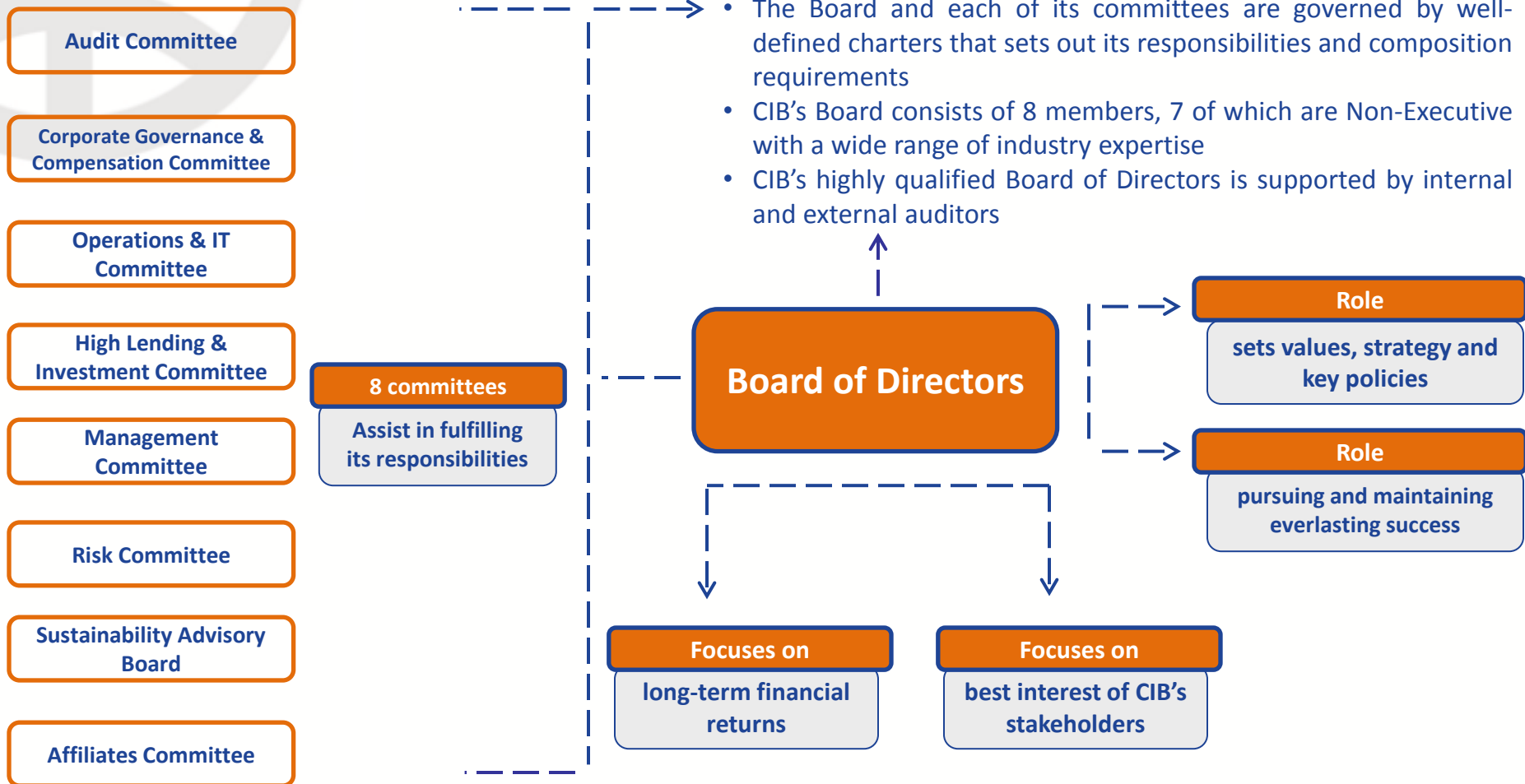
but also

- **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 :31 March 2015

Total Assets

EGP 157,813mn

Year-End 2014: EGP 143,813mn;

 **9.73% YTD**

Net Loans

EGP 53,098mn

Year-End 2014: EGP 48,804mn;

 **8.80% YTD**

Customer Deposits

EGP mn 136,017mn

Year-End 2014: EGP 121,975mn;

 **11.51% YTD**

Shareholders' Equity

EGP 14,508mn

Year-End 2014: EGP 14,803mn;

 **1.99% YTD**

Revenues

EGP 2,584mn

Q1'2014: EGP 1,756 mn;

 **47.15% YoY**

NPAT

EGP 1,108mn

Q1'2014: EGP 805mn;

 **37.62% YoY**

NPLs/Gross Loans*

3.64%

Q1'2014 4.56%;

 **20.18% YoY**

CAR

16.54%

Q1'2014 : 16.45%;

 **0.55% YoY**

ROAE**

32.06%

Q1'2014: 28.52%;

 **12.43% YoY**

ROAA**

2.95%

Q1'2014: 2.77%;

 **6.72% YoY**

Cost/Income***

20.22%

Q1'2014: 23.41%;

 **-13.63% YoY**

Net Interest Margin*

5.61%

Q1'2014: 5.38%

 **4.16% YoY**

* Ratios on a standalone basis

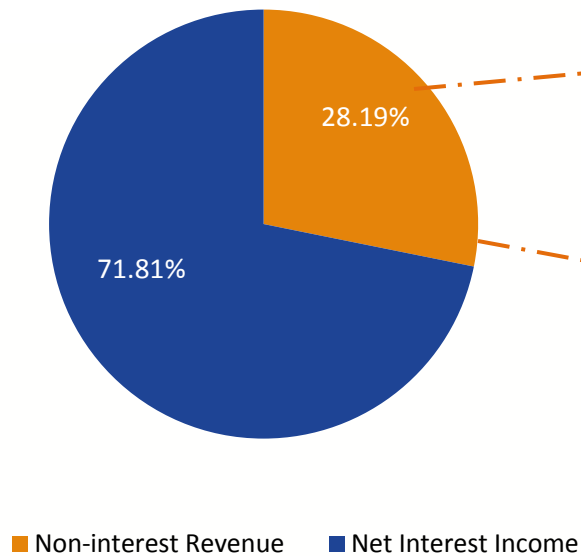
** Ratio after appropriation

*** Lowest cost/income ratio in the last 5 years

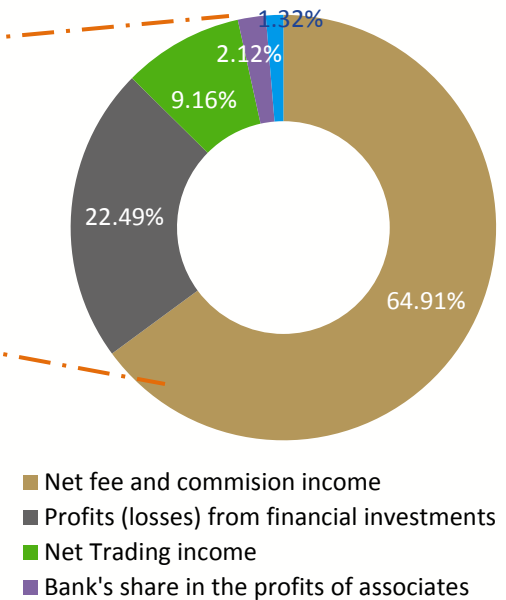
Figures are on a consolidated basis unless otherwise stated

Funded and Unfunded **Income**

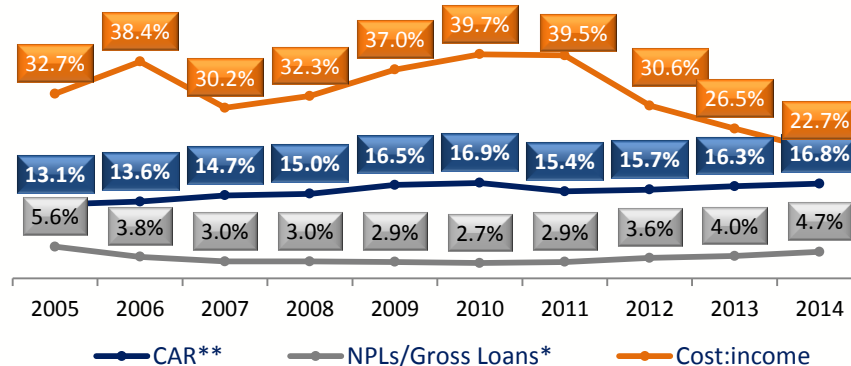
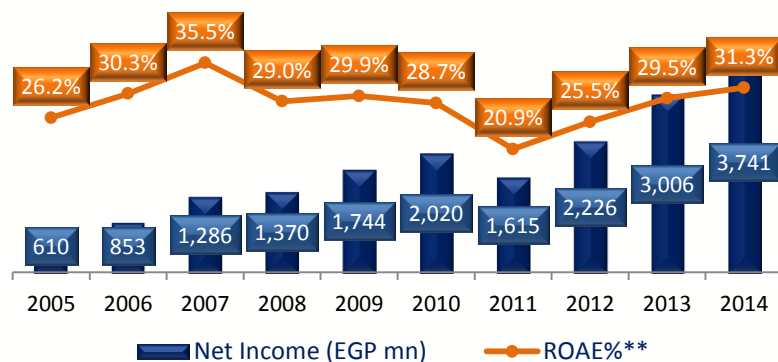
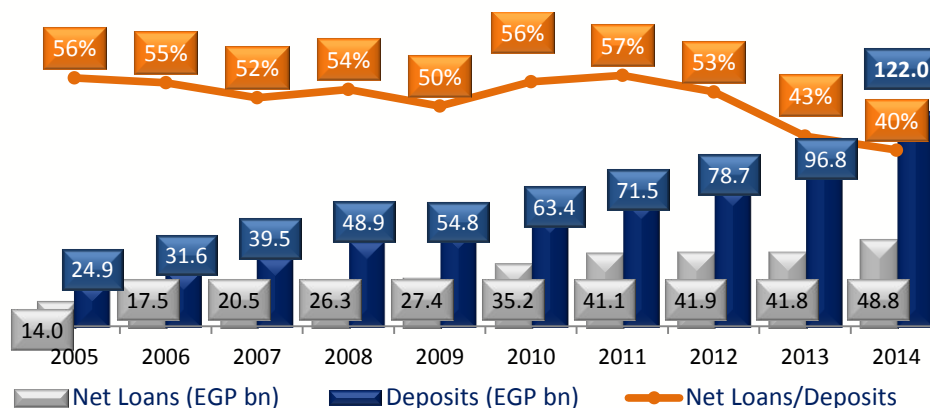
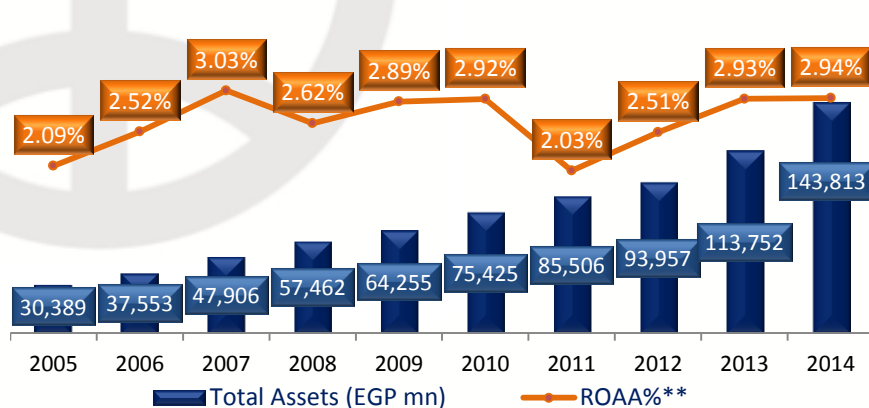
NII vs. NIR



Contribution to NIR



Performance Summary: last 10 years



Branches & Outlets	100	119	131	152	155	153	154	156	152	160
Headcount	2,301	2,477	3,508	4,014	4,426	4,750	4,845	5,181	5,490	5,697
Years	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014

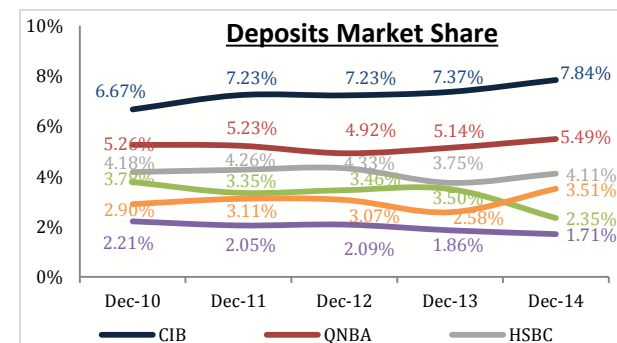
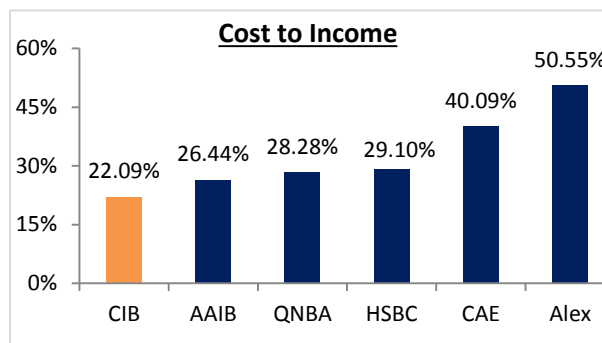
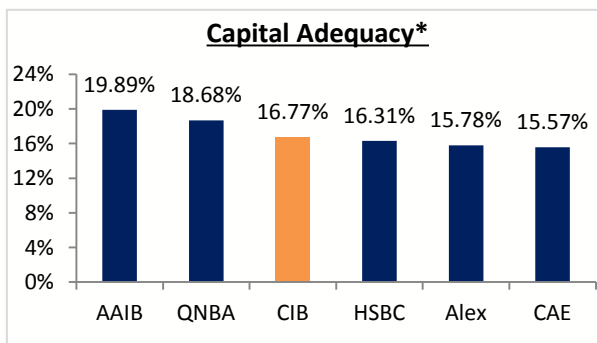
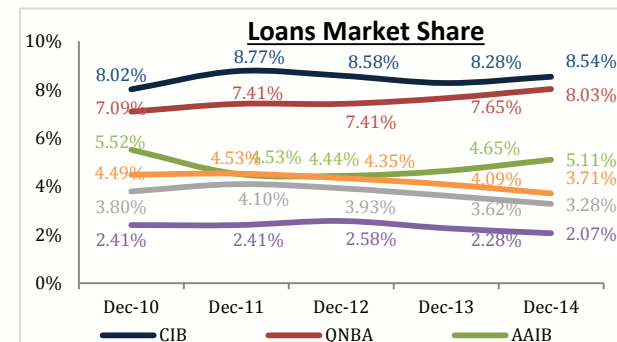
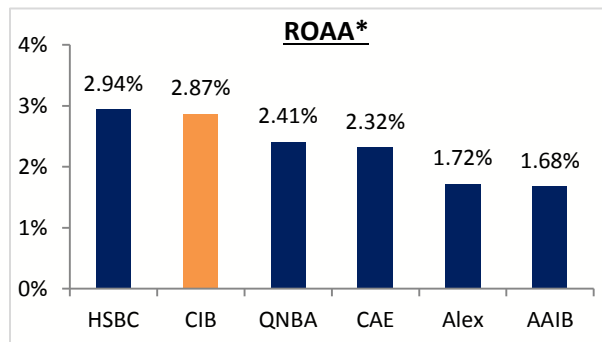
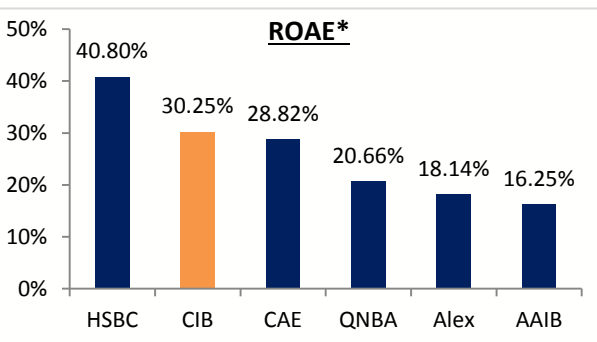
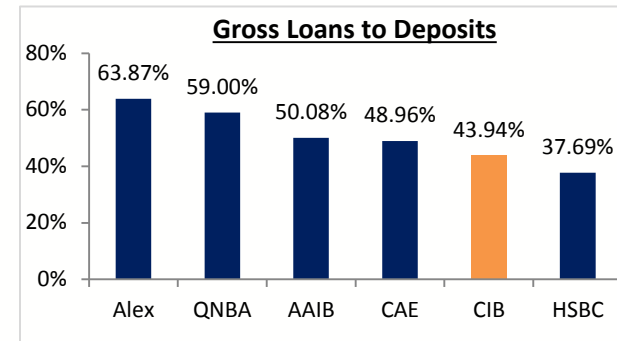
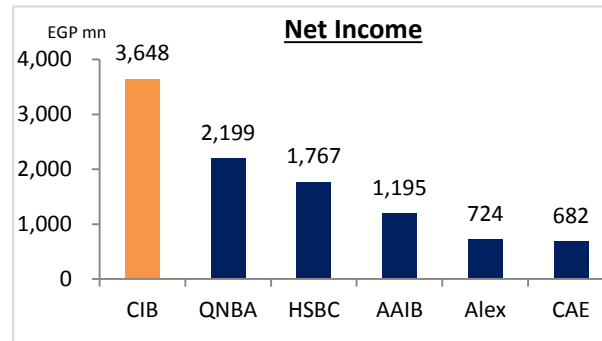
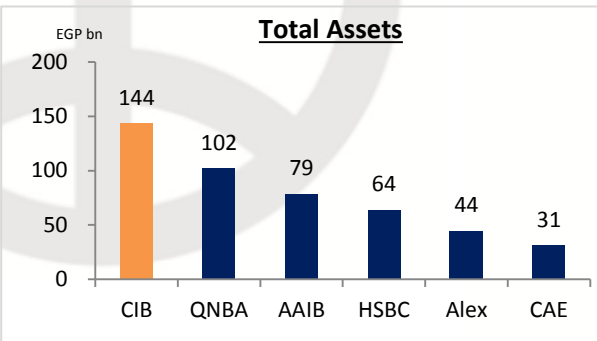
• Starting 2009, CIB used IFRS

* Figure on a standalone basis

** Ratio after appropriation

Figures are on a consolidated basis unless otherwise stated

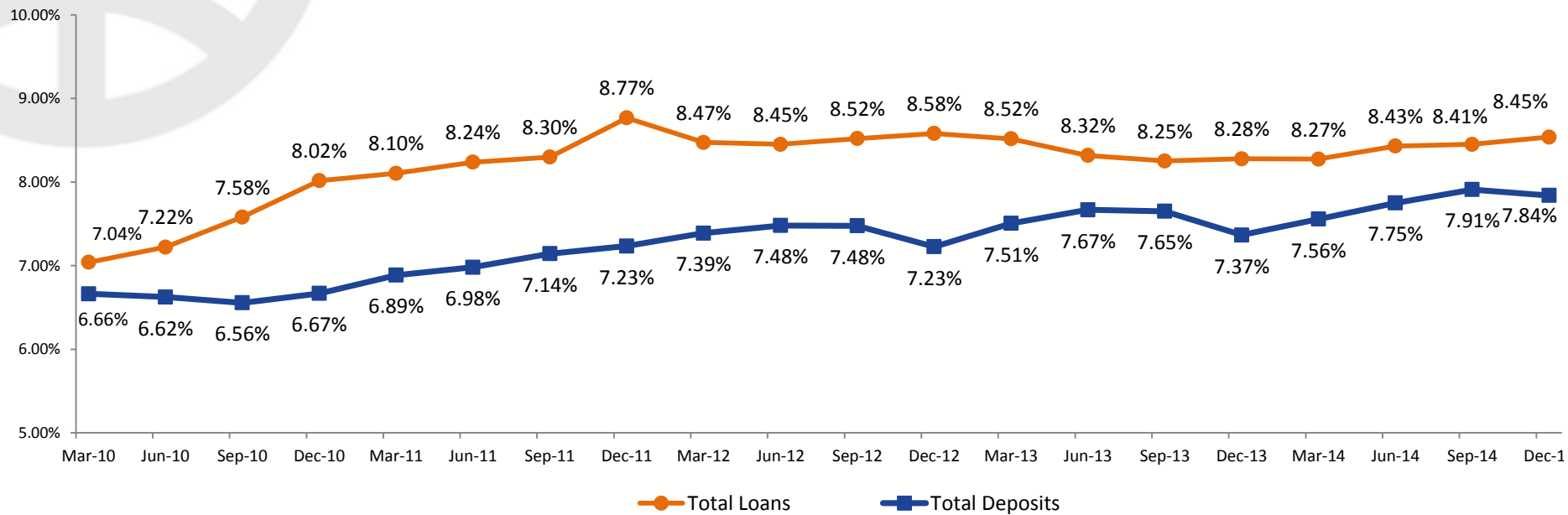
Peer Analysis – Yearend 2014



Figures as of December 2014

* Figures after 2014 profit appropriation. based on proposed appropriation disclosed in peers' financial statements

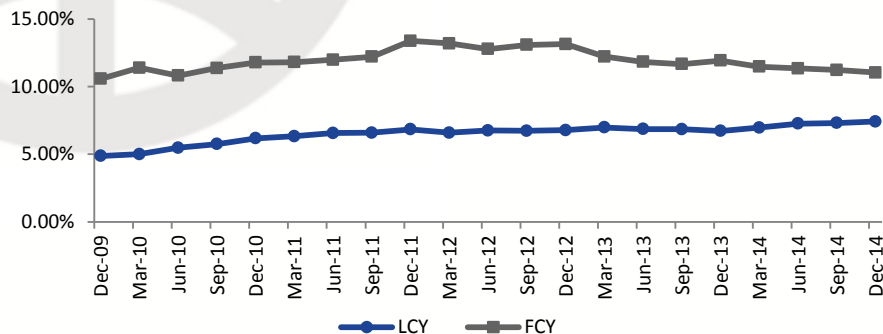
Market Share Trend



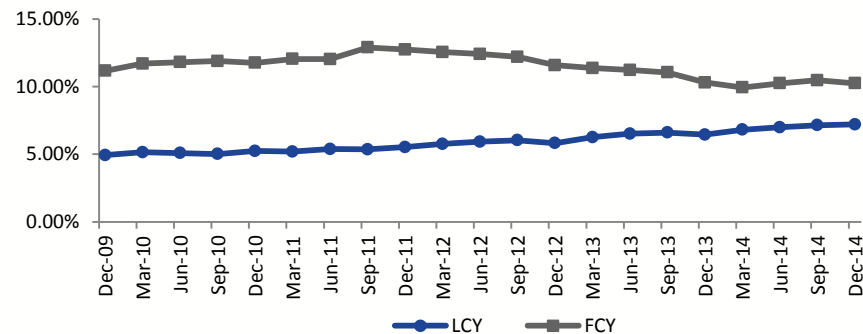
Loans	Deposits
CIB maintained the highest loan market share of all private-sector banks	CIB maintained its leading position amongst all private-sector banks
February 20158.69%	February 20158.13%
CIB's loans market share from performing loans is significantly higher	

Market Share Breakdown

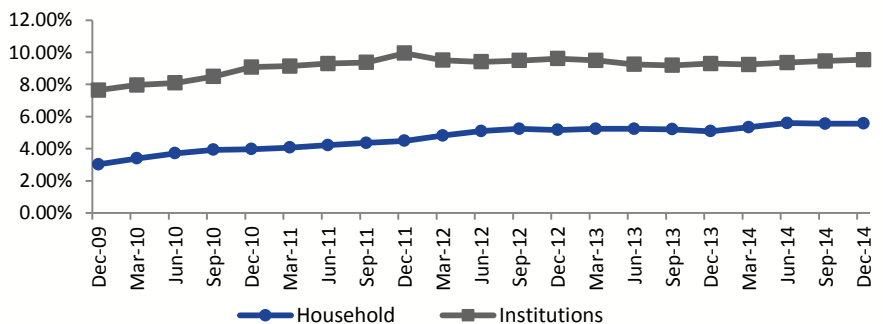
Loans



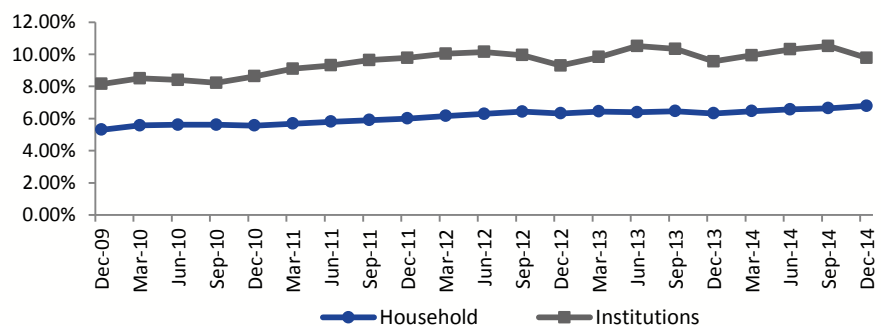
Deposits



Loans



Deposits



Loans*				Deposits*			
LCY		FCY		LCY		FCY	
7.44%		11.29%		7.49%		10.49%	
Household		Intuitions		Household		Institutions	
5.74%		9.66%		7.02%		10.11%	

* As of February 2015

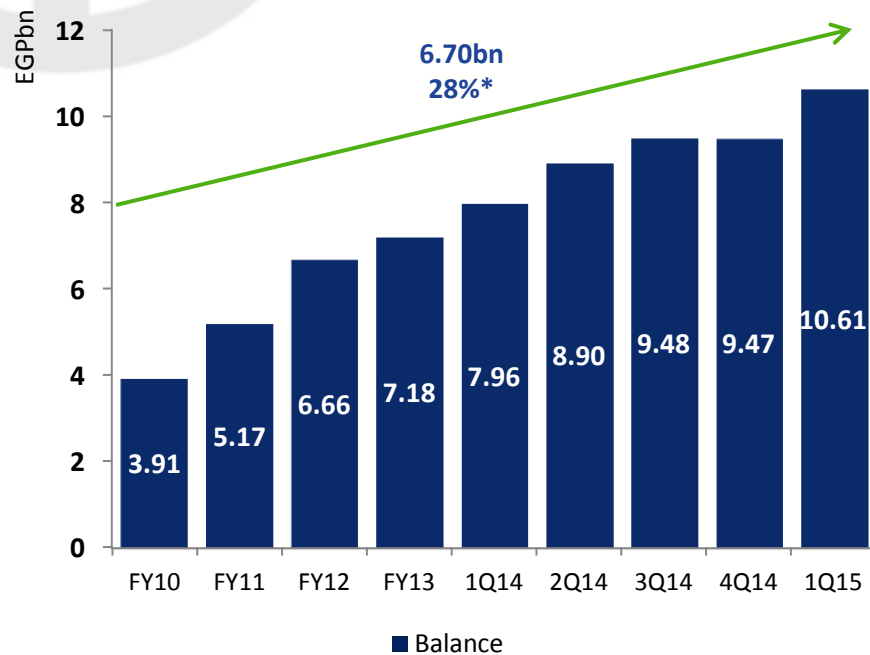


Consumer Banking Snapshot

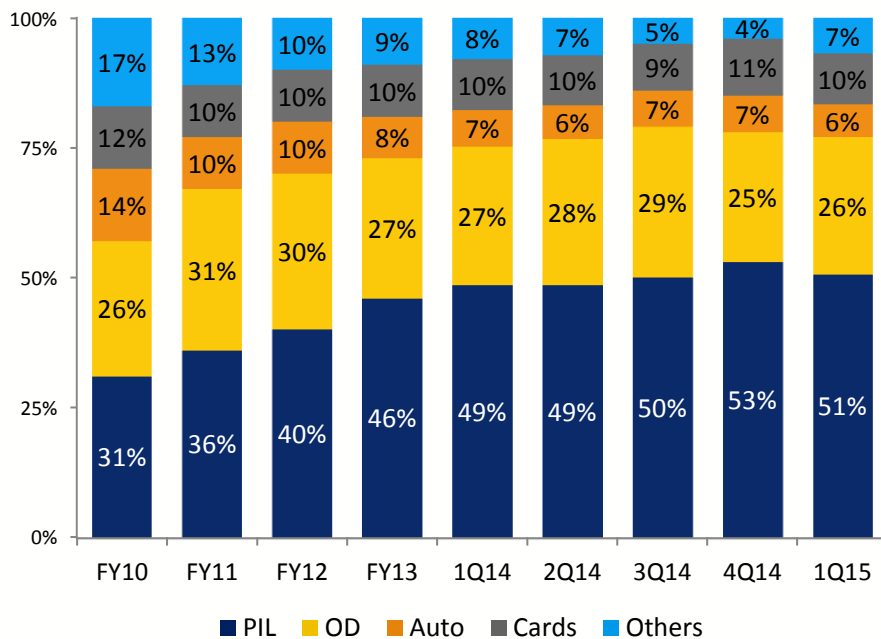


Assets Portfolio Growth

Assets



Assets Mix

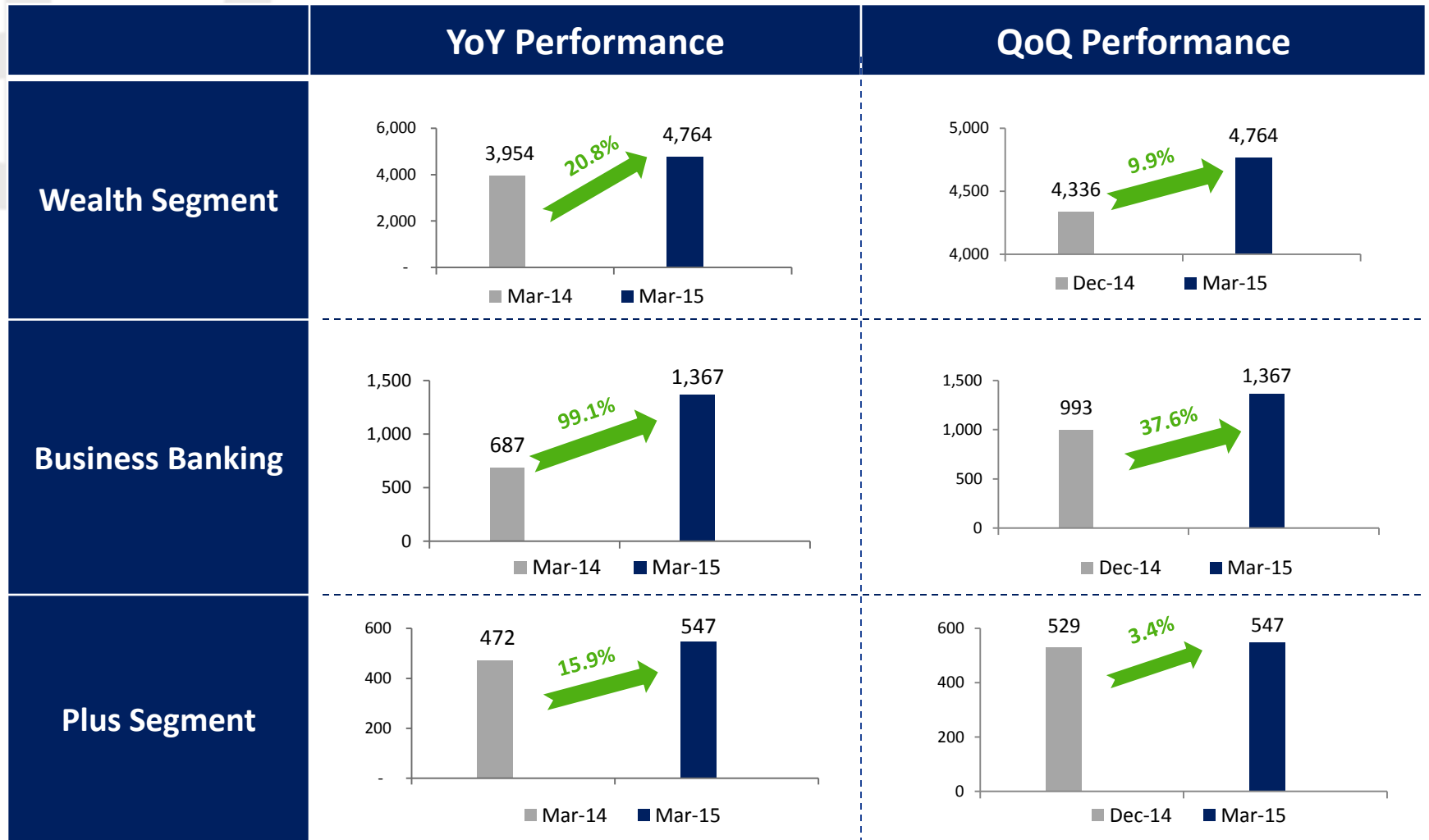


In Millions

	FY 2010	FY 2011	FY 2012	FY 2013	1Q14	2Q14	3Q14	4Q14	1Q15
Balance	3,915	5,175	6,664	7,182	7,962	8,904	9,480	9,470	10,613

* CAGR over 4 years

Assets By Segment

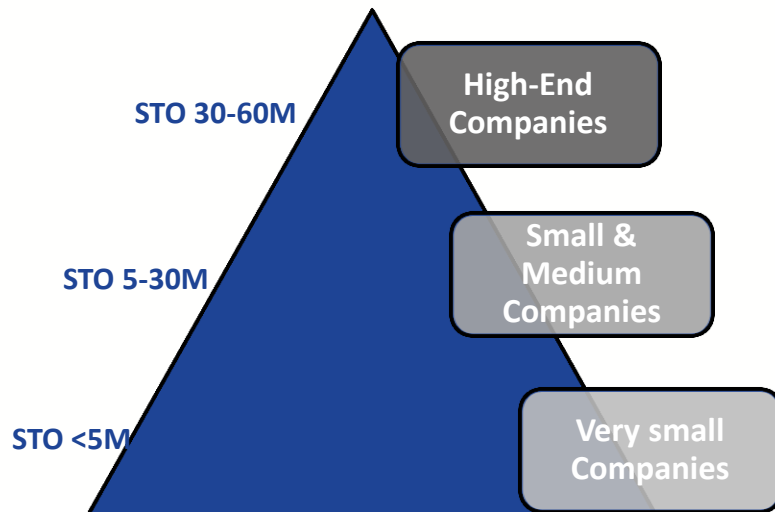


Business Banking profile

- Falls under CIB's Consumer Banking umbrella
- Manages financial needs of small and medium size retail companies with annual sales turnover below EGP 60mn



Customer Segmentation



Business Approach

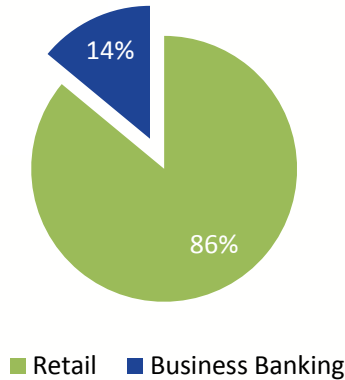
High-End	<ul style="list-style-type: none"> • Tailor made products • Strategic relationship management • Senior Relationship Manager (RM)
SMEs	<ul style="list-style-type: none"> • Mass customization approach • Pre-approved industry based packages • Relationship Manager
Micro	<ul style="list-style-type: none"> • Assembly line approach • Alternative channels & e-solutions • Self-served

Business Banking Performance

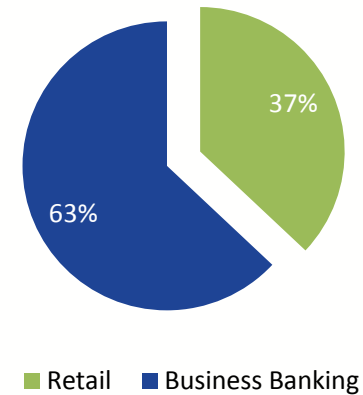


Business Banking model has proved its success when compared to the Retail Banking approach in terms of overall performance

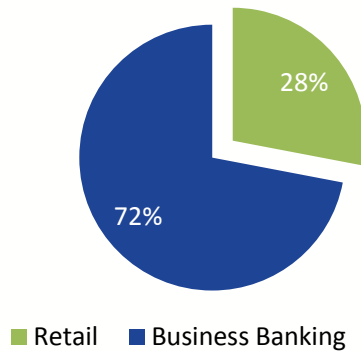
Number of companies



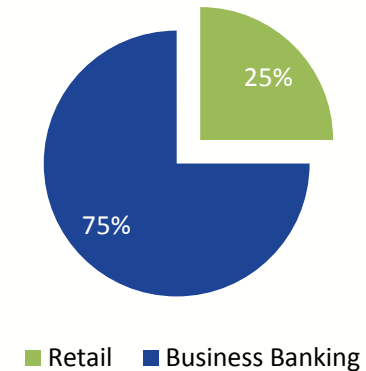
Total deposits



Revenue



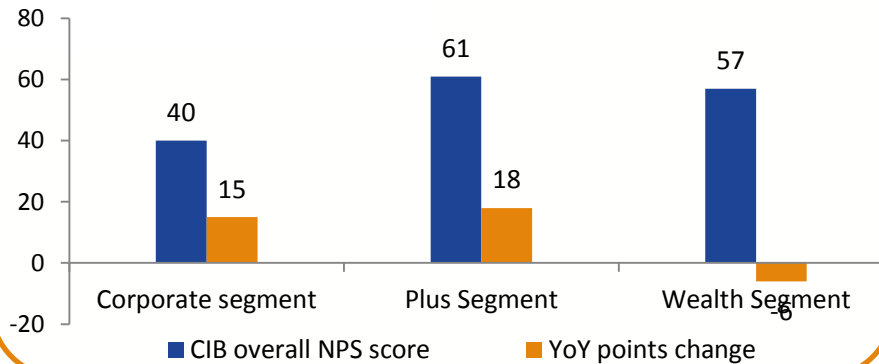
Gross Contribution



Customer Experience

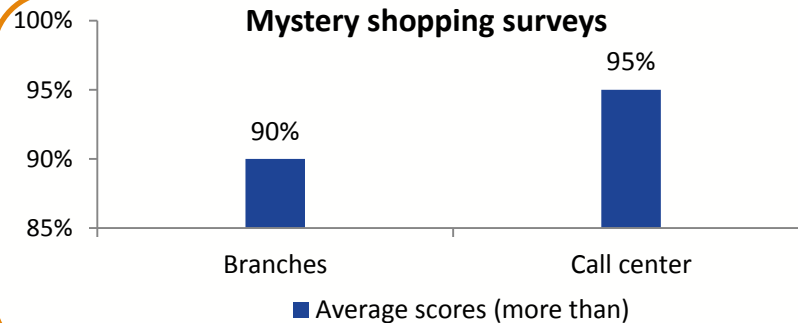
- Committed to continue meeting our customers' expectations, maintaining customer satisfaction levels and dealing proactively with the challenges faced and focus on enhancing our employees' capabilities in dealing with these challenges
- Measuring customers' satisfaction levels compared to the regional benchmarks

Net Promoter Score surveys (NPS)



NPS survey	CIB NPS Index	Regional Index
Corporate segment	40	30
Plus segment	61	35-40
Wealth segment	57	35-40

Mystery shopping surveys



Net Promoter Score (NPS) Surveys conducted by CIB research team

Mystery shopping surveys for customer contact points conducted by an external agency

All scores were recorded during Q1'2015



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 SMEs & underpenetrated retail banking segment
- Capture the pent-up CAPEX and investments inflow

Customer Centricity

Adopting a customer relationship model

Started offering bundled financial solutions

Undertaking several service quality initiatives to improve customer satisfaction

- Further granular segmentation
- Deepen understanding of customer behavior through data analytics
- Client life cycle management and development of need-based bundled value propositions

Operational Efficiency

Centralization of Operations

Increasing the automation of processes

Core system stabilization

- Focus on operational efficiency and productivity gains
- Digitize banking experience and work towards straight through processing

Organizational Development

Performance driven culture

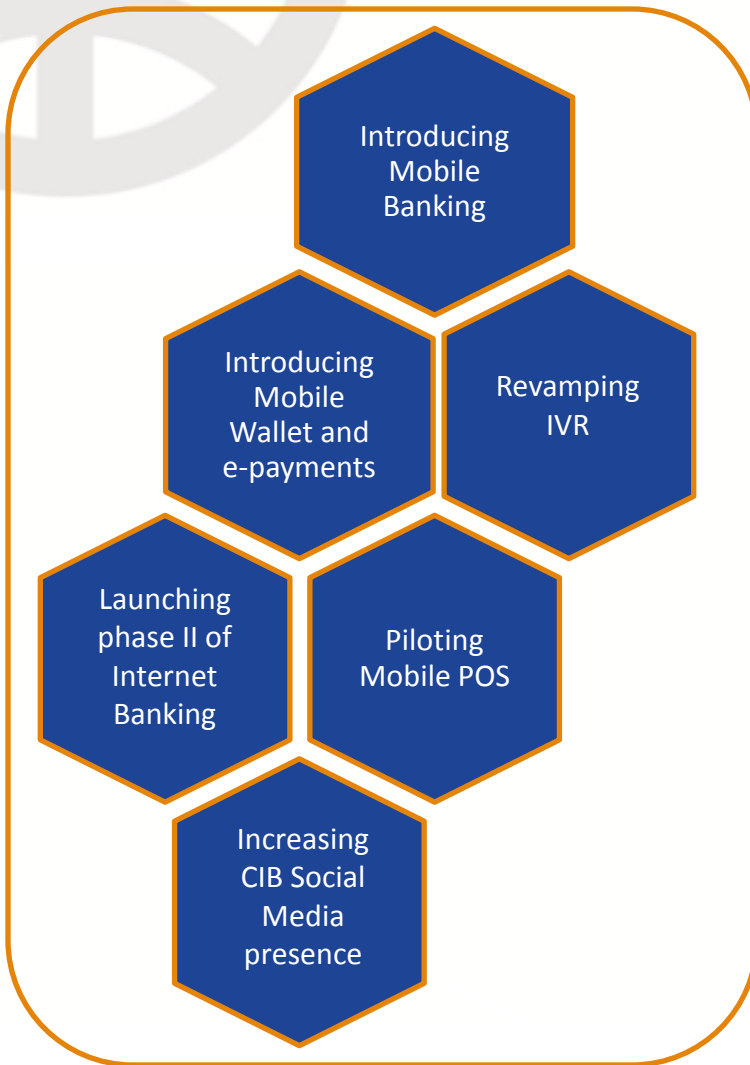
Focus on learning and development

Adoption of corporate governance best practices and solid CSR strategy

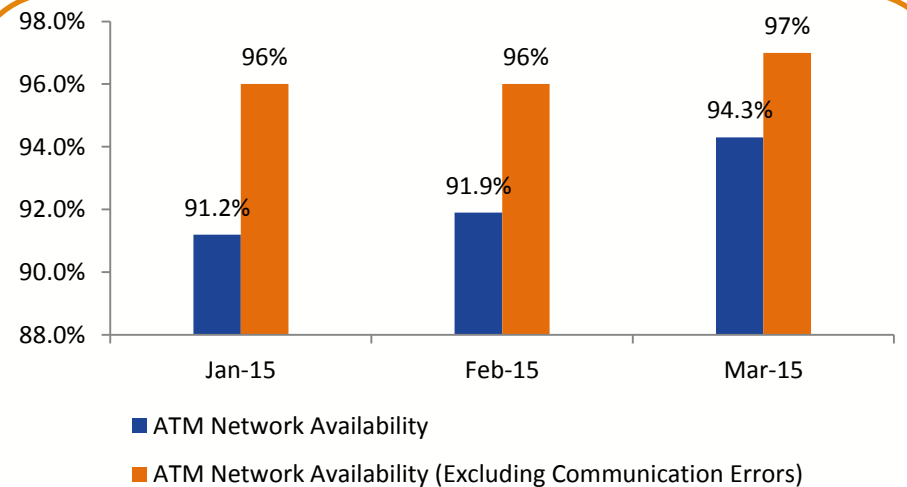
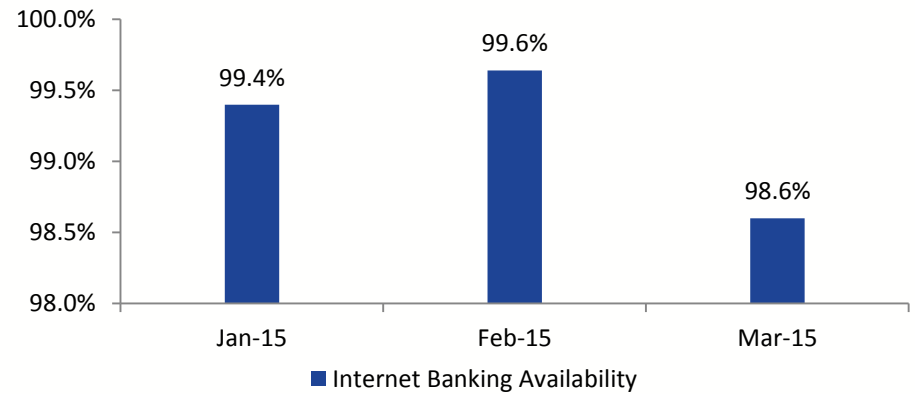
- Establishing a social and environmental management system
- Become Egypt's number 1 "Green Bank"
- Development in human capital and alignment to accommodate with the digital transformation

e-Channels and Digital Banking Domain

Initiatives



Performance



Summary and Conclusion

Awards and Recognition



2015

- Best Business Continuity Team by DRI International
- Best Trade Finance Provider in Egypt by Global Finance
- Best Foreign Exchange Providers in Egypt by Global Finance
- Best Bank in Egypt 2015 - By Global Finance

2014

- Bank of the Year in Egypt 2014 - by The Banker
- Elite Quality Recognition Award by JP Morgan - MT 103 (99.23% for 5 years)
- Elite Quality Recognition Award by JP Morgan - MT 202 (99.8% for 9 years)
- Best Company for Investor Relations in Egypt - by Extel in Partnership with the Middle East Investor Relations Society
- Best Subcustodian Bank 2014 - by Global Finance
- Best Bank in Egypt 2014 - Excellence Award by Euromoney
- 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
- Best FX Services in Africa Award - by EMEA Finance
- Best Corporate/Institutional Internet Bank in Egypt - by Global Finance
- Best Online Cash Management - by Global Finance
- Best Integrated Corporate Bank Site - by Global Finance

More awards available: www.cibeg.com/English/AboutCIB/Pages/Awards.aspx

**As of April 1, 2015*



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
- A pro-business Government
- Initiation of mega-projects; New Suez Canal
- 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?

Along with its subsidiaries and Affiliates

Assets grew 17.5% from 2009 till 2014

Highly reputable among all banks in Egypt

Highly skilled group leading the Bank

Acted as a cushion during unstable times

The only “one-stop shop”

Continuous Growth

Strongest brand equity in market

Experienced management team

Conservative provisioning policies

Profitability

- Market leader
- NPAT EGP 1bn
- Total revenues EGP 2.6bn

Asset Quality

- NPL/Gross loans 3.64%*
- Direct Coverage Ratio 171%*

Liquidity

- High liquidity
- Gross LDR 42.3%

KPIs

- ROAA 2.95%**
- ROAE 32.06%**
- Cost/income 20.22%

Prudent credit policies

- Reflected in no deterioration in asset quality



Largest in...

- Total Assets EGP 158bn
- Loans and deposits market shares
- Market Cap was EGP 51.1bn in private banks***

* Ratio on a standalone basis

** Ratio after appropriation

***Market cap as of 31/03/2015

Based on a consolidated basis



Thank you

For more information, please visit

www.cibeg.com

Investor Relations contacts:

Sherif Khalil

Head of IR

Sherif.khalil@cibeg.com

Yasmine Hemeda

IR Officer

Yasmine.Hemeda@cibeg.com

Nelly El Zeneiny

IR Senior Analyst

Nelly.elzeneiny@cibeg.com

Headquarters:

Nile Tower Building

21/23 Charles De Gaulle St., Giza

P.O Box 2430 Cairo

Egypt

Hot line: 19666

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number

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