



# Investor Relations Presentation

Q4 2022





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# MACROECONOMIC OVERVIEW



# EGYPT - FACT SHEET

## Country Profile

Name	Arab Republic of Egypt
Capital	Cairo
Currency	Egyptian Pound (EGP)
Total area	c.1,002,000 sqm.km
Inhibited area	7.88% of total area
Governorates	29

## Demographics

Population	104.6 mn*
Median age	24.1**
Participation rate (Labor force / population)	42.7***
Unemployment rate	7.4%***
Most populous country in the Middle East	
3 <sup>rd</sup> most populous in Africa	
Production age totals to c.50% of total population	
Over 85% of the population is below 55 years	



\*CAPMAS as of 14 February 2023

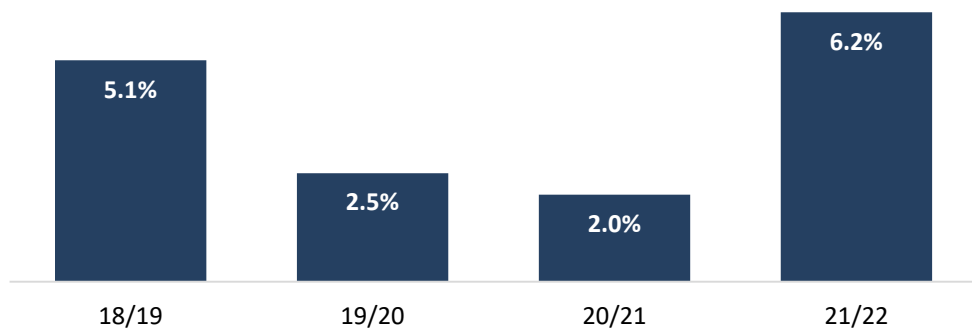
\*\*CIA, World Fact Book

\*\*\* CAPMAS, as of Q3'2022 (Latest)

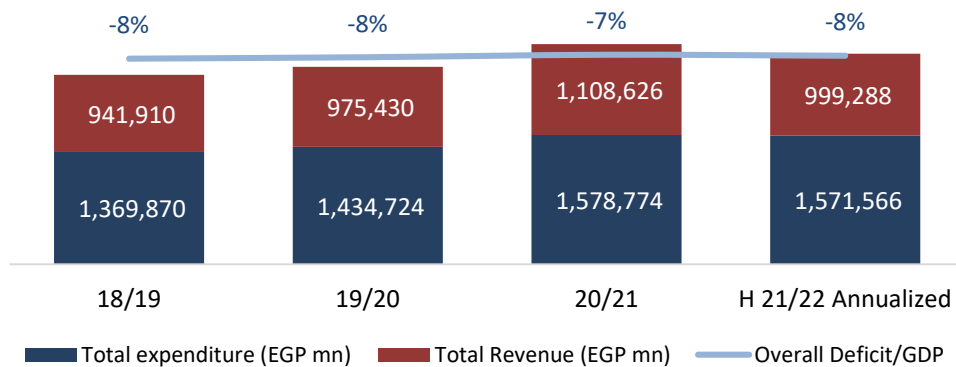


# MACRO ENVIRONMENT

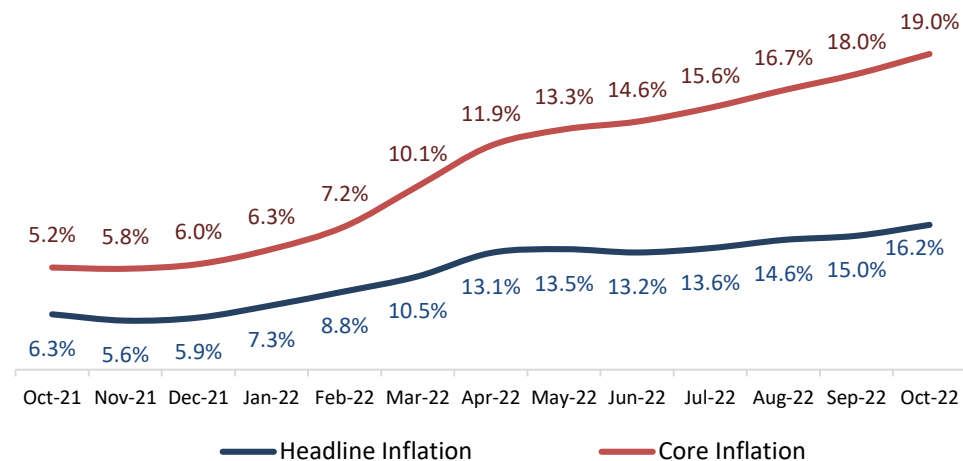
## Real GDP Growth (%)



## Fiscal Budget



## Inflation (%)



## Manageable Debt

- Net International Reserve: \$34bn (Dec. 2022)
- Current A/C balance: \$-16.6bn\*
- LT external debt: \$129.08bn\*
- ST external debt: \$26.61bn\*

## Growth Opportunities

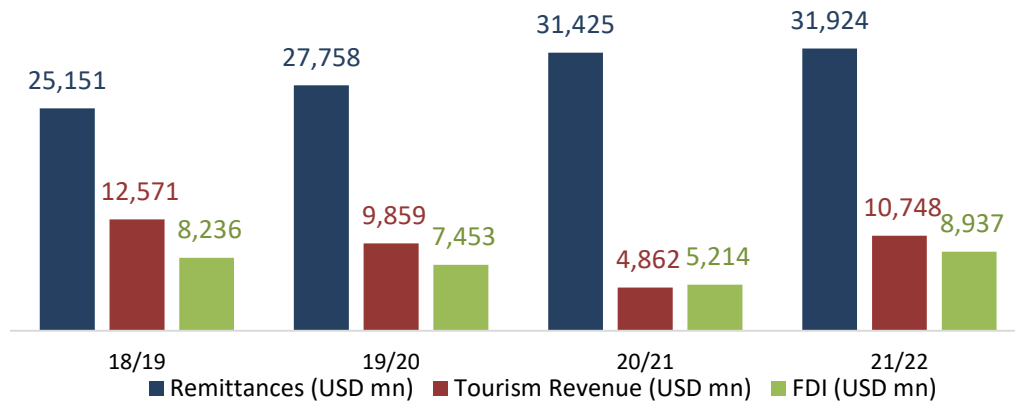
- Total GDP: EGP 3,955,517mn\*\*
- GDP/Capita: USD 4,086 (Dec. 2021)\*\*\*

## Consumption\*\*

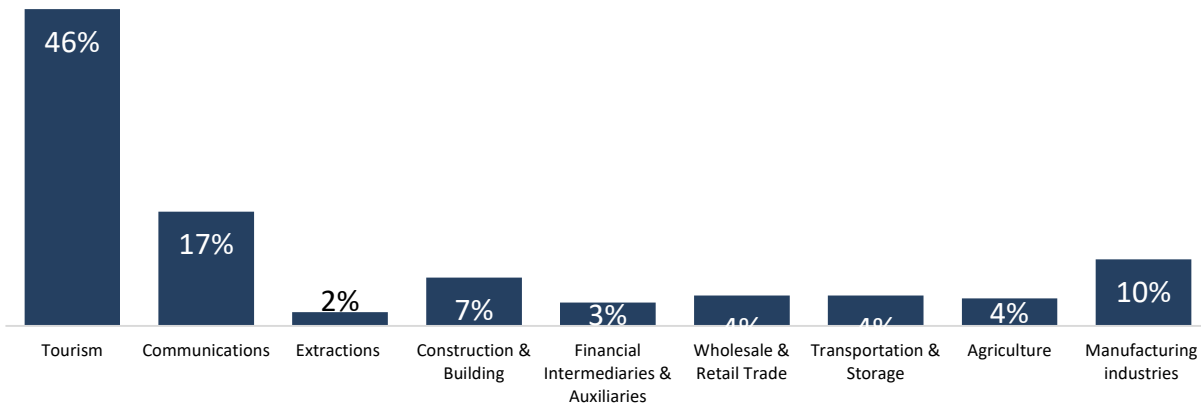
- Private consumption/GDP: 81.7
- Public consumption/GDP: 9.29%

# SUSTAINABLE FCY RESOURCES

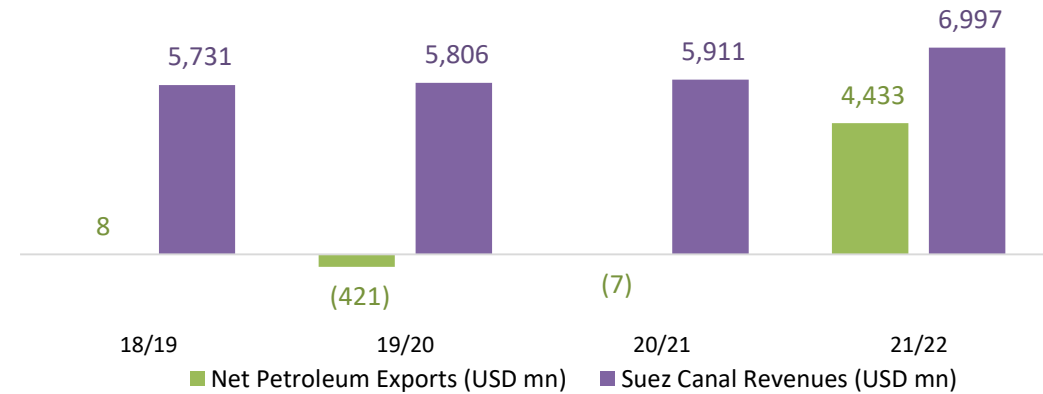
## Foreign Inflows (USD mn)



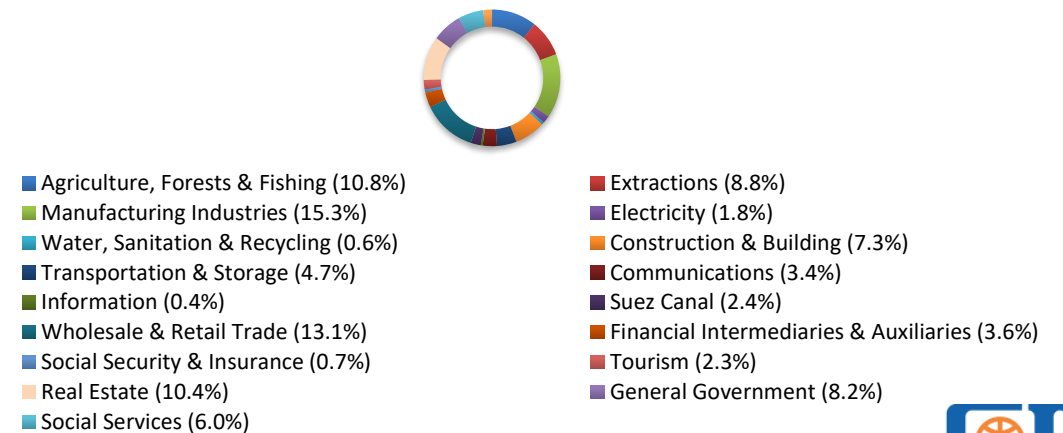
## Key Sector Growth rates



## Petroleum and Suez Canal Proceeds (USD mn)



## Diversified Economy\*\*

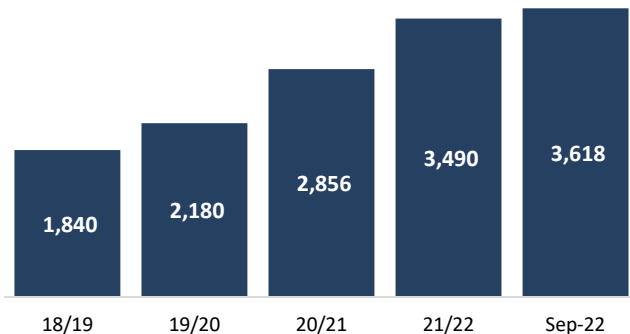


\*\*Economic Activity as % of GDP (2020/2021)

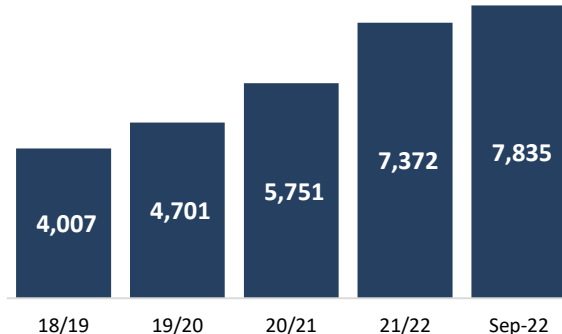


# EGYPT'S BANKING SECTOR

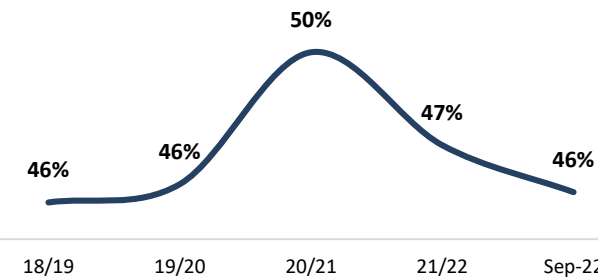
Total loans (EGP bn)



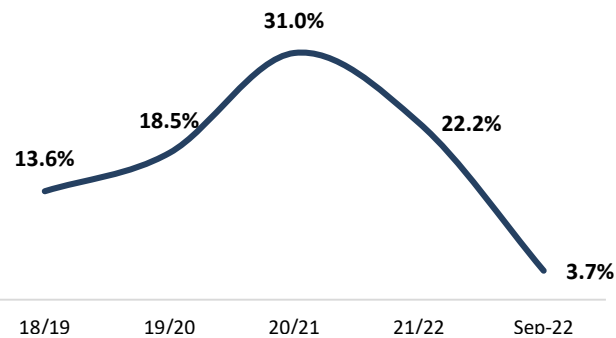
Total deposits (EGP bn)



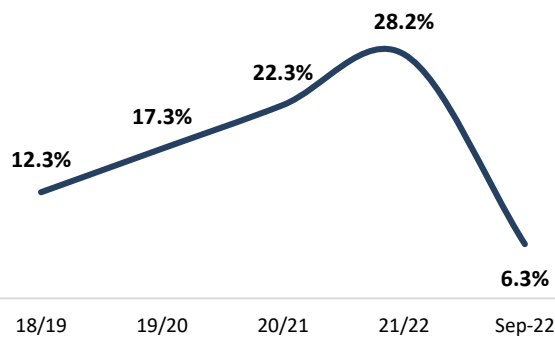
LDR (%)



Loan growth (%)



Deposit growth (%)



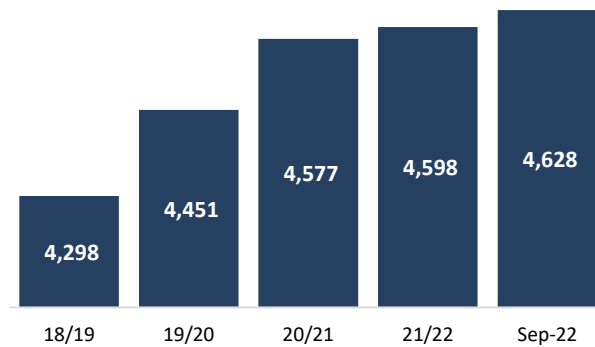
Underleveraged

- ⊕ Total # of banks: 38
- ⊕ Total bank lending facilities/GDP: 60.06%
- ⊕ Corporate loans/GDP: 48.19%
- ⊕ Household debt/GDP: 11.88%
- ⊕ Loans/Deposits: 47.16%

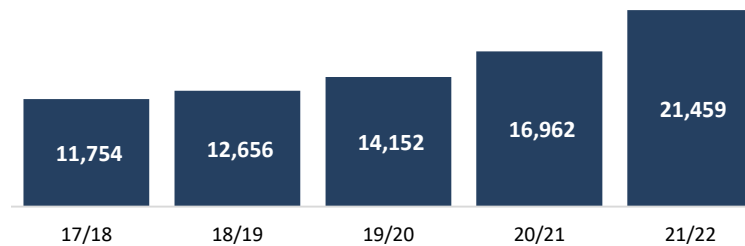


# EGYPT'S BANKING SECTOR (Cont'd)

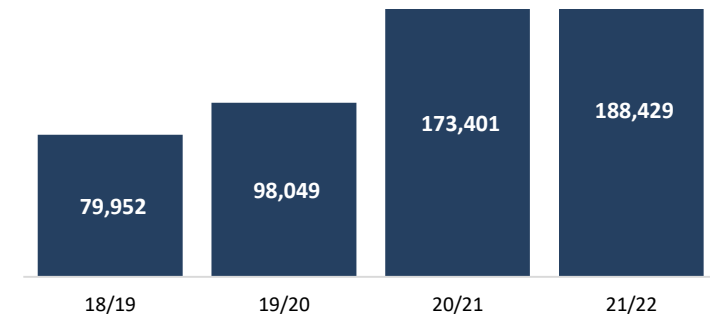
Total # of branches



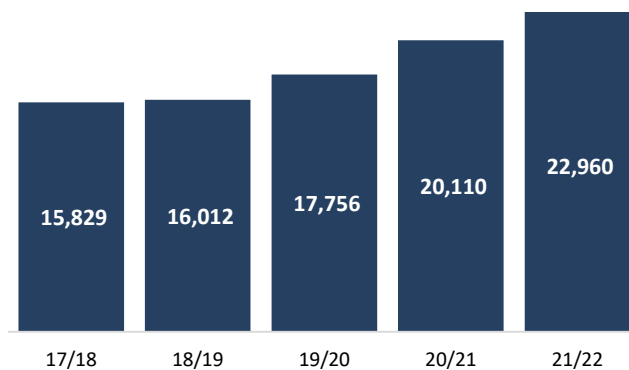
Total # of ATMs



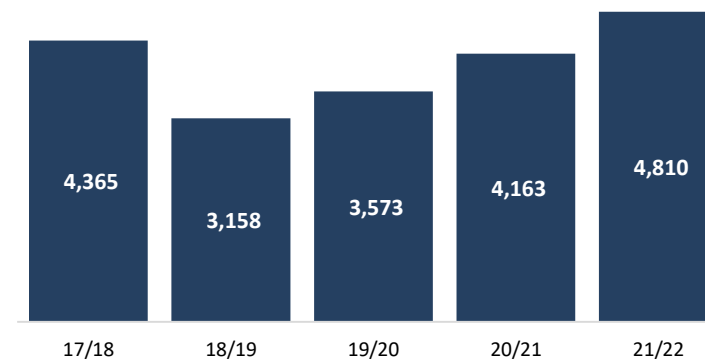
Total # of POS



Total # of Debit Cards ('000)



Total # of Credit Cards ('000)



\*Including the number of prepaid debit cards from June 2013 until June 2015



# WHY EGYPT?

## Geographical Location

- ⊗ Located in the northeastern corner of Africa, Egypt's strategic location has always made it a hub for trade routes between Africa, Europe, and Asia, given its proximity to many European markets, being a gateway to Africa, and a regional hub for the Middle East
- ⊗ The Suez Canal -connecting the Mediterranean Sea to the Red Sea is one of the most important waterways in the world, and one of the world's most heavily used shipping lanes. It is the shortest maritime route to Asia from Europe
- ⊗ Cairo-Cape Town Road (10,288km) starting from Egypt, passing through Sudan, Ethiopia, Kenya, Tanzania, Zambia, Zimbabwe, and Gabon to end in South Africa, to be completed by 2024

## Mega Projects

- ⊗ Establishing Benban Solar Park, one of the largest plants in the world for producing solar energy
- ⊗ Dabaa Nuclear Power Plant
- ⊗ Middle East's largest private medical city
- ⊗ Monorail's project connecting the New Administrative Capital with major towns in the country
- ⊗ Black Sand plant complex in El-Burullus city, Kafr El-Sheikh governorate on an area of 80 acres in Kafr El-Sheikh, with investments exceeding EGP 1 billion

## Reform Policy

- ⊗ A plan to attract \$40 billion in private investment over four years, doubling the private sector's share of the economy
- ⊗ A plan to increase the private sector's investment contribution to 65% from the current 30% by 2025
- ⊗ Mandatory ESG reporting requirements for companies listed on the Egyptian Exchange, and companies operating in non-bank financial activities

## Financial Inclusion

- ⊗ The introduction of "Meeza" prepaid card for governmental and local payments
- ⊗ CBE's SME initiative requiring banks to raise the share of loans directed to micro, small, and medium enterprises (SMEs) to 25% of their total loan portfolio

## Social Protection

- ⊗ An expanded social protection program "Takaful & Karama" relying on conditional cash transfers since 2015
- ⊗ A national strategy for women's empowerment at all levels, political, economic, social, and protection within the framework of the 2030 Sustainable Development Goals

## Environmental Sustainability

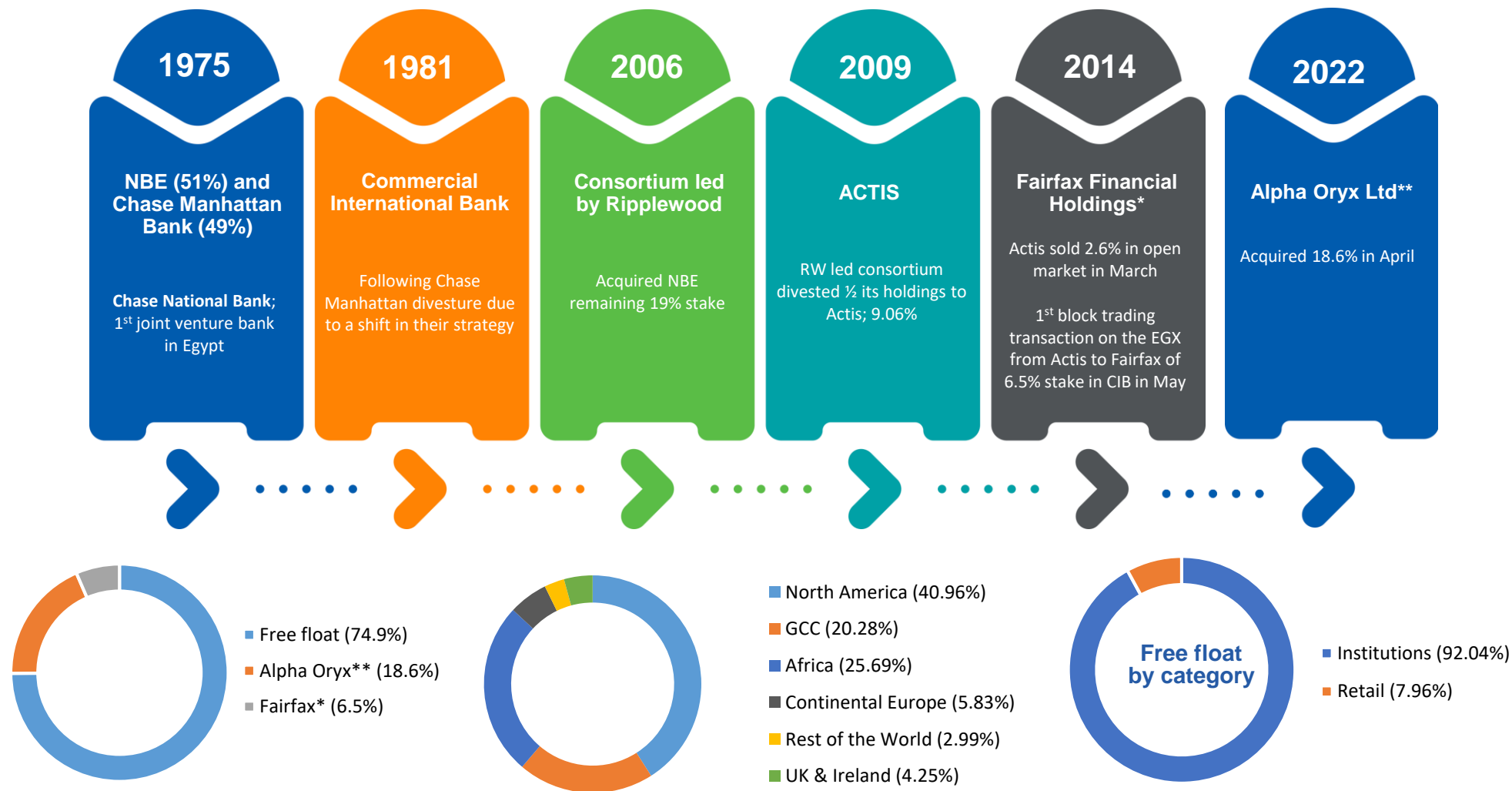
- ⊗ Egypt's sustainable energy strategy aims to achieve the goal of producing 42% of installed electric capacity using renewable energy sources by 2035
- ⊗ Concrete steps to enter the hydrogen industry and produce it as a clean source of fuel
- ⊗ Preserving the environment is at the top of Egypt's national priorities. In addition to taking several initiatives in different fields of environmental sustainability, Egypt is determined to play a leading role in global efforts to combat climate change, and is hosting the COP 27 climate summit in November 2022.
- ⊗ Egypt has signed a number of partnerships with international finance institutions and development partners to implement projects worth USD 15bn under its Nexus on Water, Food and Energy (NWFE) program



**ABOUT CIB**



# CIB's SHAREHOLDERS



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

\*\* A subsidiary of ADQ





# CIB KEY MILESTONES

- Selected by the IATA to act as the BSP agent in Egypt, and remains the sole bank that offers this service to airline passengers

- 1st bank to connect with the international SWIFT network

- Concludes 1st & largest Euro syndicated loan (USD 200mn)
- 1st private sector bank with investment rating 'BBB -' by Fitch IBCA

1977

1989

1993

1994

1996

1997

1998

- 1st private sector bank to create a dedicated division providing 24/7 banking services to shipping clients, with primary focus on business in Suez Canal

- Egypt's largest local bank IPO, oversubscription of 150%, 1.5mn shares sold generating EGP 390mn in proceeds

- 1st Egyptian bank to have a GDR program on LSE

- 1st private sector bank with investment rating 'BBB -' by S&P



# CIB KEY MILESTONES

- Only bank in Egypt to be awarded JP Morgan Quality Recognition Award (2005-2012)
- 1st bank in Egypt to launch a page on Bloomberg for local debt securities

- 1<sup>st</sup> Egyptian bank to establish a Sustainable Development Department

- 1st bank in Egypt to recognize conduct risk and establish a framework for it, despite the lack of regulatory requirement
- 1st Egyptian bank to successfully pass external quality assurance on Internal Audit function



- 1st Egyptian bank to register on NYSE; ADR Level 1
- 1st bank to introduce FX services for 5 currencies on ATM

- 1<sup>st</sup> & only local bank in Egypt to begin enforcing Business Continuity Standards
- CIB Foundation becomes the 1<sup>st</sup> in Egypt to have its annual budget institutionalized as part of its founding institution's by-laws, as CIB shareholders unanimously agreed to dedicate 1% of Bank's net annual profit to the Foundation

- 1st Egyptian bank to receive JP Morgan Elite STP Award
- 1st Egyptian bank to upgrade its ADR to be traded on OTCQX platform US

- Launched mobile banking application
- 1<sup>st</sup> Egyptian bank recognized as an active member in the UN Environmental Program - Financial Initiative
- Won the 'Socially Responsible Bank of the Year 2016' award from African Banker

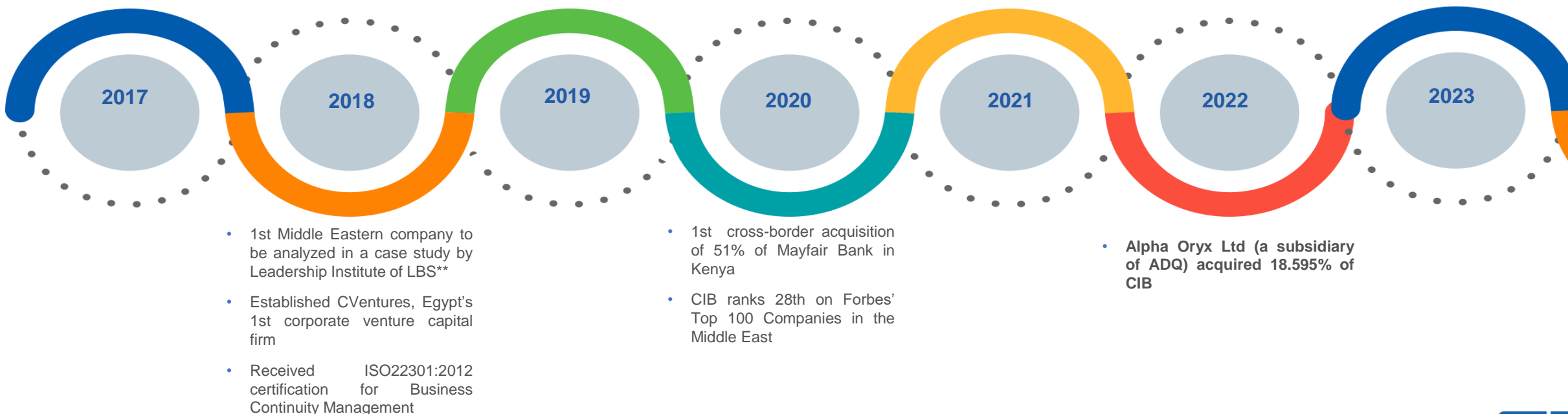
# CIB KEY MILESTONES Cont'd)

- For the 1st time in the Middle East and Africa, CIB was awarded "World's Best Bank in the Emerging Markets" by Euromoney
- Ranks 1st on the EGX's sustainability index (S&P/EGX ESG) for the 4th year in a row since 2014
- The only Egyptian bank ranked on the FTSE4Good Index

- 1st Arab and African company listed on 2019 Bloomberg Gender Equality Index (GEI) — the world's only comprehensive investment-quality data source on gender equality
- Established a rep office in Addis Ababa, Ethiopia

- 1st Corporate Green Bond Issuance in Egypt
- Ranked 24th on Forbes Middle East's Top 100 Listed Companies in the Arab World
- A founding member of the Net-Zero Banking Alliance (NZBA)

- Fully acquired Mayfair-CIB



\*Awards include: Best Bank in Egypt Supporting Women Owned and Women Run Businesses by the American Chamber of Commerce in Egypt, Two awards in Achievement in Liquidity Risk and Operational Risk for Middle East & Africa by Asian Banker for 2016, Best Retail Risk Management Initiative by Asian Banker for 2016, Middle East Most Effective Recovery 2016 by BCI

\*\*LBS: London Business School





# CIB SUBSIDIARIES



## Ownership: 99.9%\*\*

Established in 2018, CVentures is Egypt's first corporate venture capital firm focused primarily on investing in category-defining companies with the potential to create meaningful change in financial services. CVentures primarily participates in investment rounds, and —on a selective basis — seed investment rounds in core financial applications



## Ownership: 99.83%

Commercial International Finance Company (CIFC) was established in June 2022 offering mortgage and factoring facilities, with operations scheduled to start in 2Q23. CIFC is aiming to transform the complicated mortgage customer experience into a simple, fast and accessible one, through offering a streamlined process and providing flexible repayment plans. The company will offer a comprehensive mortgage finance suite introduced in phases: Ijara purchase, Ijara refinance, Murabaha, Musharaka, Portfolio Acquisition and Financing Usufruct. Additionally, the company will offer a full factoring product suite to cater for the increasing demand for alternative financial solutions. The solutions will consist of three categories: Export Factoring, Local Factoring and Import Factoring including buyer led reverse factoring programs.



## Ownership: 100%

Mayfair CIB Bank Limited is a Kenyan banking institution serving small and medium enterprises, large corporate clients and high net worth individuals. The Bank was established in 2017 by a group of Kenyan investors, and was granted a banking license by the CBK on June 20<sup>th</sup>, 2017 and began its operations on August 1<sup>st</sup>, 2017



## Ownership: 49.95%

Damietta Shipping and Marine Services (DSMS) is a shareholding company, established in 1986 through a Public Offer. CIB acquired stake in the company during July 2018, and its stake reached 49.95% in October 2020. DSMS is a small sized company, with minimal operations in the form of marine services mainly containers repairs, renting fuel tanks and electricity generators

\* CI Capital is now within the available for sale (fair value through OCI) investment portfolio. On the back of CI Capital's Initial Public Offering and Capital Increase, CIB's stake in CI Capital was diluted to reach 0.71%

\*\* The Board of Directors decided in January 2023 to liquidate the company and move the portfolio to be managed by CIB directly .







## Ownership: 39.34%

Established in October 1996 as a joint stock company, ACE has a long track record in the field of trading and maintenance of specialized information technology hardware. The company is well-positioned as the system integrator of choice for the government, major banks, and large institutions. ACE sources its original hardware products from recognized companies in the field, such as Sedco, Fujitsu, HP, and Cisco



## Ownership: 37%

TCA Properties is an SPV under Talaat Moustafa Group established through its subsidiary Alexandria Company for Real Estate Investment "AREI" and its parent company TMG for Real Estate Touristic Investment. The SPV will be specialized in real estate commercial business activities including the acquisition, leasing and selling of commercial real estate units, buildings and/or spaces, and will be managed by Alexandria Company for Projects Management



## Ownership: 30%

Profile: Offers a full suite of security services;

- Private security
- Premises protection
- Cash-in-Transit (CIT)
- Electronic security system solutions
- General and facility management services
- Touristic and governmental concierge services



## Ownership: 14.99%

Profile: an "Agent Bank" financial services;

- Registration and Application Services
- Loans and Credit Cards Payment
- Retail Cash Deposit and Withdrawals
- Local and International Remittances
- Drop In and Collection Services
- ATM Outsourcing Services



## OUR PRESENCE IN EGYPT

**Total Branches and Units: 210**

**Greater Cairo: 124**

**Alexandria Region: 32**

**Suez Canal Region: 22**

**Delta Region: 17**

**Upper Egypt Region: 15**





# AWARDS & RECOGNITION



<https://www.cibeg.com/English/AboutCIB/Pages/Awards.aspx>





**STRATEGY**



# OUR STRATEGY

## TODAY

### Financial Performance

- ❑ Quality loan growth, with focus on increasing product penetration and SoW
- ❑ Deposit growth, specially from households
- ❑ Transactional banking services

### Customer Centricity

- ❑ Adopting a customer relationship model
- ❑ Offering bundled financial solutions and value-added services
- ❑ Undertaking several service quality initiatives to improve customer satisfaction

### Operational Efficiency

- ❑ Centralization of Operations
- ❑ Automation and process re-engineering
- ❑ Digital Adoption

### Responsible Banking

- ❑ Focus on learning and development
- ❑ Reduction in our ecological footprint
- ❑ Adoption of corporate governance best practices and solid CSR strategy

## TOMORROW

- 🌐 Positioned as trade finance hub for Egypt & Africa
- 🌐 Focus on SMEs & underpenetrated retail banking segment with more efforts exerted to promote financial inclusion
- 🌐 Capture the pent-up CAPEX and investments inflow on the back of expected economic recovery
- 🌐 Deepen understanding of customer behavior through data analytics
- 🌐 Adding granularity to customer segments for a behavioral and lifestyle approach
- 🌐 Development of need-based bundled value propositions
- 🌐 Focus on operational efficiency , automation and productivity gains
- 🌐 Digitalizing the banking and branch experience and work towards relying on Robotics Process Automation (RPA) and operations centralization to increase efficiency and reduce the cost to serve
- 🌐 Enforcing advanced business continuity, and security management best practices including cyber security
- 🌐 Implementing a social and environmental management system
- 🌐 Continue to advocate Responsible Banking through driving financial inclusion and literacy, women and youth empowerment and equality
- 🌐 Become Egypt's number 1 "Green Bank"
- 🌐 Development in human capital and alignment to accommodate with the digital transformation



**94.2m**

No. of transactions  
▲ 9% y-o-y

**EGP 1.2tn**

Value of transactions  
▲ 40% y-o-y

**EGP 5.8bn**

Cost Synergy  
▲ 38% y-o-y

## Digital Banking Channels:

Channel	Transactions	Growth Vs YTD Sep 2022	Subscribers	Growth Vs YTD Sep 2022
ATM	73m	▲ 35%		
Mobile Banking	11.4m	▲ 40%	1.7m**	▲ 4%
Internet Banking	2.2m	▲ 33%	1.3m	▲ 6%
IVR	7.6m***	▲ 32%	1.3m	▲ 17%

## Global Transaction Banking Products:

Product	Transactions	Growth Vs YTD Sep 2022	Subscribers	Growth Vs YTD Sep 2022
Cash Management	7.3m	▲ 45%	44k	▲ 12%
Global Transactions Services	953k	▲ 103%		
Trade Finance Management	23.7k	▲ 35%	9.1k	▲ 1%
Corporate Payment Services	164k	▲ 45%	4k	▲ 7%

\*YTD Dec. 2022

\*\*Number of Mobile app downloads

\*\*\* Number of inquiries



# CIB PRESENCE IN AFRICA

CIB aims to position itself as a trade finance hub for Egypt and East Africa, focusing on both corporate and SMEs, especially after the establishment of our representative office in Ethiopia and the acquisition of a 51% stake in a local Kenyan bank, which was renamed Mayfair CIB Bank Limited.



**Mayfair Bank:** CIB acquired 51% of Mayfair Bank in Kenya in April 2020. In January 2023, the bank acquired the remaining 49%. CIB's mandate to explore and assess opportunities in Africa, building a bridge for Egyptian customers to benefit from regional integration efforts across the continent and benefiting from the prospects available from being Common Market for Eastern and Southern Africa (COMESA) members and the recent African Continental Free Trade Agreement (ACFTA)



**Ethiopia Representative Office:** During April 2019, CIB established its commercial representative office in Addis Ababa, Ethiopia with the aim to strengthen the relationships with Ethiopian banks, promote Egyptian exports and gain market insights. This office represents the CIB's first step to operate in one of the most attractive markets in the region



**Smart Africa:** CIB is proud to have joined the esteemed Smart Africa network, joining forces and actively working hand-in-hand with the continent's leading organizations on financial inclusion and digital transformation. The Smart Africa Alliance is a Public-Private platform launched in 2013, the Alliance is made up of all African countries adhering to the Smart Africa Manifesto and dozens of private sector and academia members. During the Transform Africa Summit in Rwanda, CIB signed an MOU to collaborate on ICT literacy, eServices innovation and awareness and digital entrepreneurship advancement





**BUSINESS**





# LINES OF BUSINESS

## Institutional Banking

## Retail Banking

### Profile

- Market leader
- Prime contributor to profitability

- The take-off for a world class retail banking franchise

### Focus

- Large and medium-size corporates (MNCs, institutions and banks)
- Project finance and syndicated loans
- Treasury and capital Markets Services
- Transactional banking services

- Consumer Banking (with special focus on Wealth and Plus)
- Business Banking (SMEs)

### Contribution to loans

73%

27%

### Contribution to deposits

37%

63%

### # of customers

7,860

1,949,367



# LINE OF BUSINESS - BUSINESS BANKING

Serves SMEs through a comprehensive range of financial solutions

Covers all SMEs sectors across Egypt through over 85 highly trained Relationship Managers serving medium segment & 140 Growth Bankers serving small segment



\* According to CBE Segment Definition

\*\*STO: Sales turnover





**CIB STOCK**

# OUR STOCK IN A NUTSHELL

## STOCK EXCHANGES

Listed Egyptian Exchange (EGX)

Listed London Stock Exchange (LSE)

Traded OTCQX Int'l Premier (Level 1 ADR prog.)

## TICKER

COMI

CBKD

CIBEY

## SHARE INFORMATION

🌐 Shares outstanding 2,982,513,360\*

🌐 Par value EGP 10.00

🌐 GDR convertibility 1:1

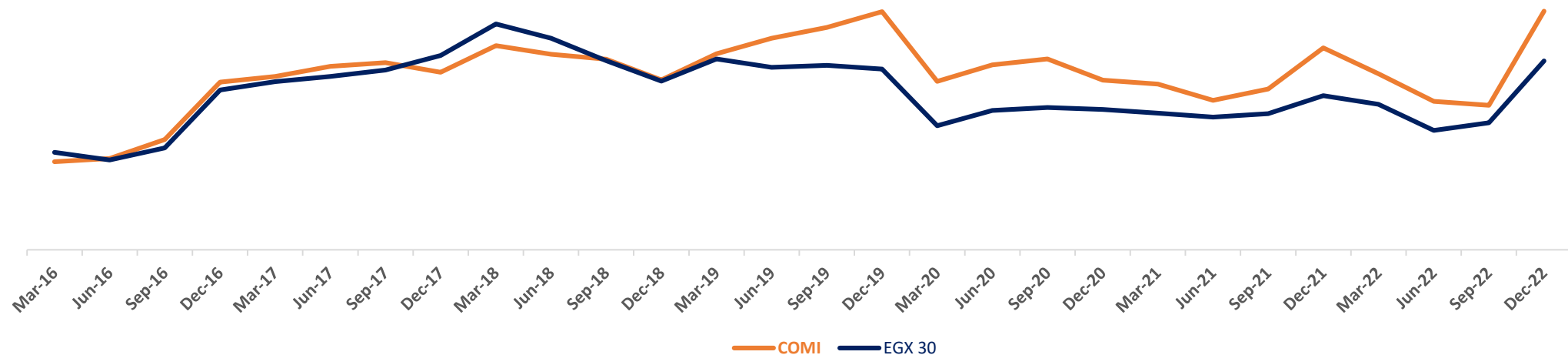
## 52 WEEKS PERFORMANCE

🌐 High EGP 48

🌐 Low EGP 22.49

	2014	2015	2016	2017	2018	2019	2020	2021	2022
Market Cap. (EGP)	44.67bn	43.69bn	84.32bn	89.86bn	86.43nn	121.96bn	87.46bn	104.4bn	123.71bn
Avg. Daily Volume	3.96mn	4.35mn	4.85mn	2.63mn	2.61mn	2.48mn	4.26mn	3.24mn	5.6mn
Avg. Daily Price (EGP)	15.7	15.19	29.14	30.85	29.55	41.39	29.51	35.12	30.47

## Stock Activity: COMI vs. EGX30



\*Worth noting that the number of shares as of Feb-2023 is 2,999,056,287 due to the release of the 13<sup>th</sup> ESOP tranche.



# CREDIT RATING

Credit Rating	Current Rating			Previous Rating		
	LT FCY	ST FCY	Outlook	LT FCY	ST FCY	Outlook
<b>Fitch</b> Ratings <sup>*</sup>	B+	B	Negative	B+	B	Stable
<b>S&amp;P Global</b> Ratings <sup>**</sup>	B	B	Stable	B+	B	Stable
<b>MOODY'S</b> <sup>***</sup>	B2	NP	Negative	B3	NP	Stable
<b>CI CAPITAL</b> intelligence <sup>****</sup>	B+	B	Stable	B	B	Positive

\* According to the latest report as of November 2022

\*\* According to the latest report as of December 2022

\*\*\* According to the latest report as of June 2022

\*\*\*\* According to the latest report as of October 2022



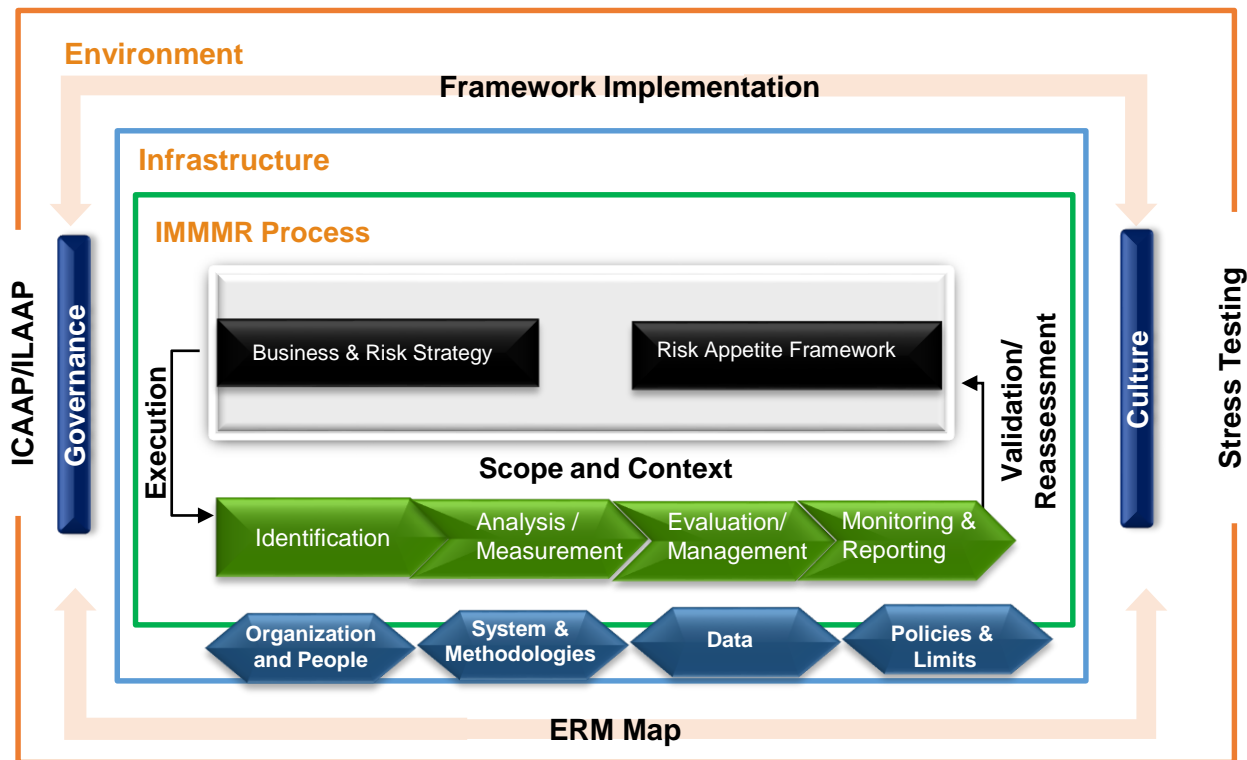


# **RISK MANAGEMENT**



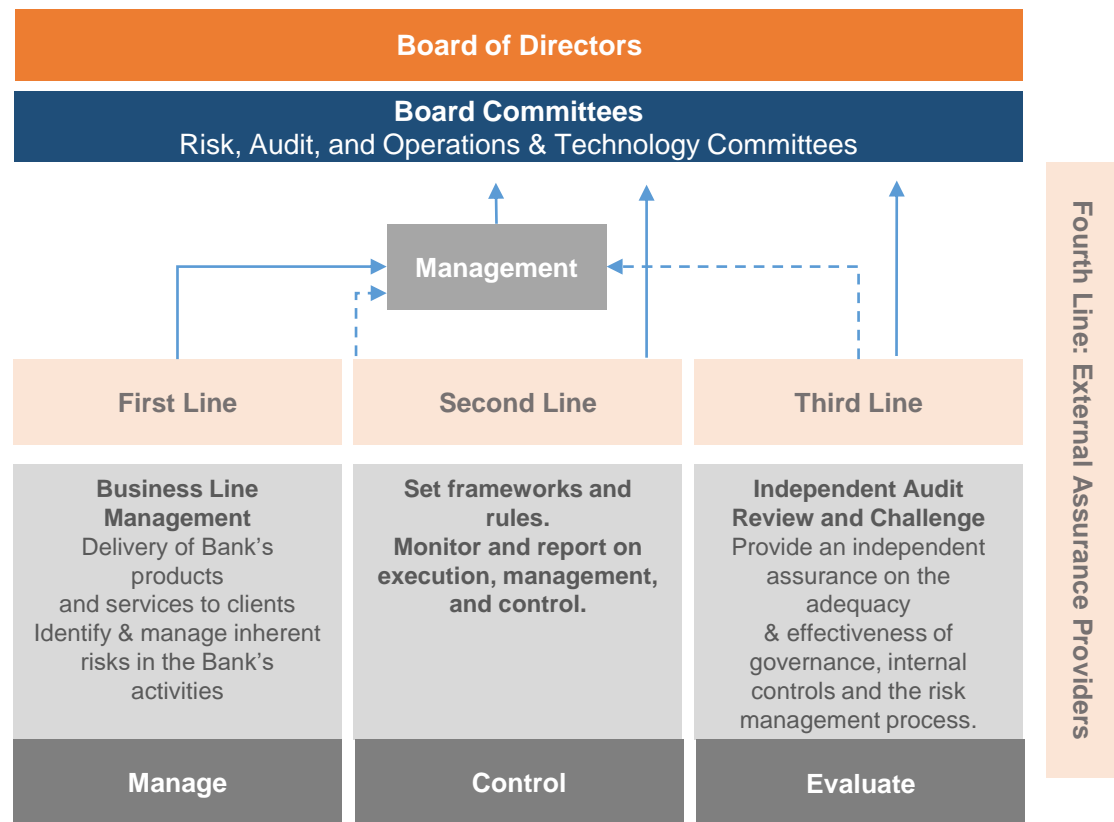
## ERM Framework

The Bank has independent risk oversight and supports the Enterprise Risk Management (ERM) framework, applying the three lines model across the organization. Risk Group works to identify, measure, mitigate monitor and report (IMMMR) risks against limits, Risk Appetite and tolerance levels. The group is led by the Chief Risk Officer (CRO), whose responsibilities entail the day-to-day monitoring of the Financial, Non-Financial and Emerging Risks, as well as the establishment of a holistic and integrated risk management framework.



## Risk Governance – Three Lines Model

The Bank has in place a robust governance framework that utilizes the Three Lines Model, with a committees' structure, whereby responsibilities of the Board of Directors', Board committees, management and different functions are defined.

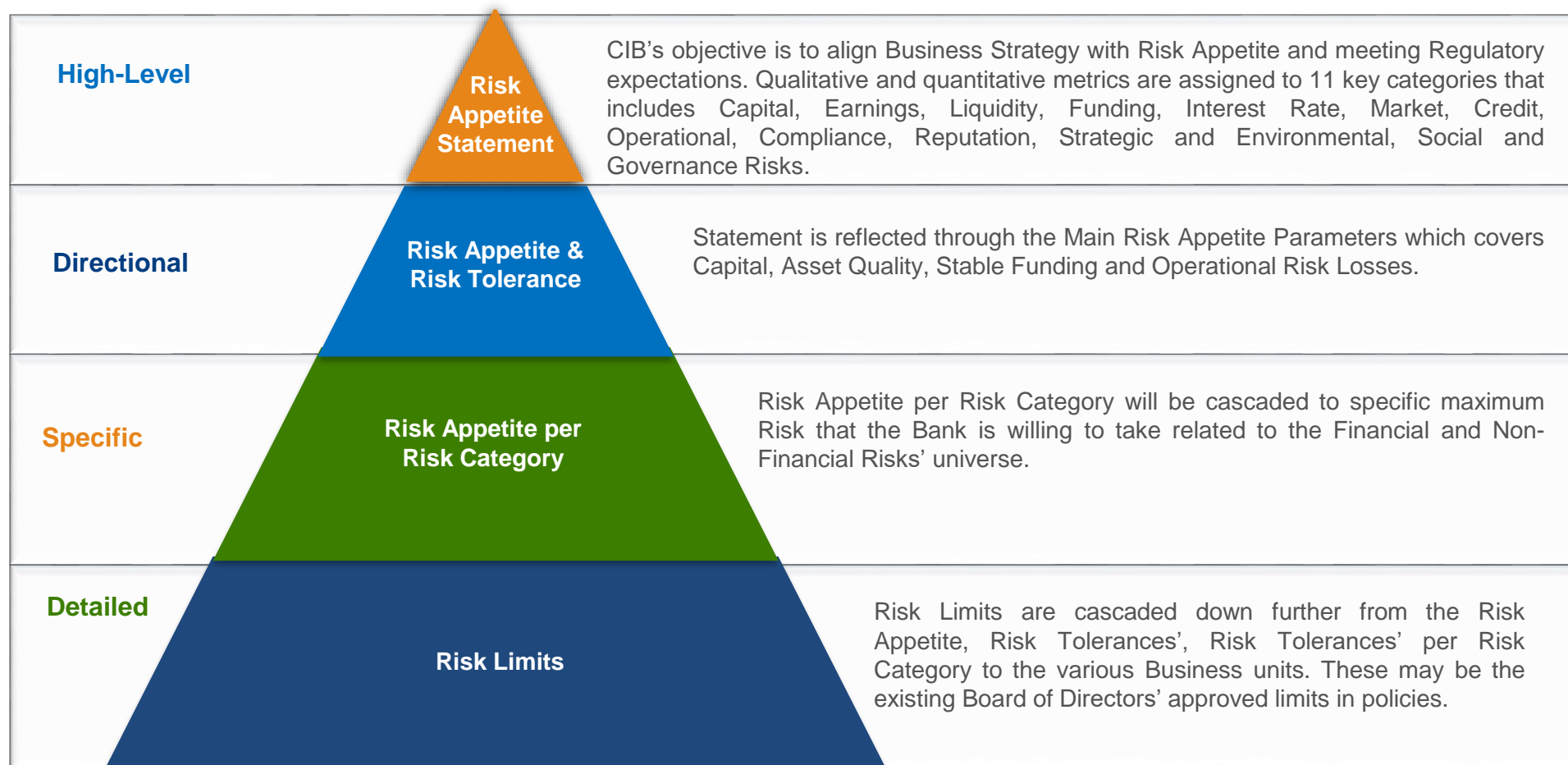




# CIB RISK (Cont'd)

## Risk Appetite

Risk Appetite is an integral component of CIB's ERM framework as a governance and monitoring tool in evaluating the Bank's risks. It covers all material risks (financial and non-financial) including its policies, processes, controls, and systems through which Risk appetite is established, communicated, and monitored.







**ESG**

# OUR SUSTAINABILITY JOURNEY

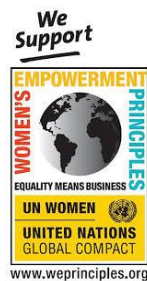




# ESG AT CIB



## International Standards and Guidelines



## Sustainability Governance



## Recognition and Ratings



FTSE4Good





## ESG AT CIB (Cont'd)



### Environment

First Corporate Green Bond in Egypt

Green Loans for corporate customers to implement energy efficiency in their own business

Solar Loan Program for retail customers

Founding Member of the Net Zero Banking Alliance

Annual Reporting on the bank's GHG Emissions

Global environmental standards maximizing efficiency in terms of energy, and water consumption, and waste management



### Society

30% of total workforce are women

First Bank in the MENA to receive the Gender Equity Seal based on the Gender Equity Model (GEM)

Co-Chairing Egypt's Closing Gender Gap Accelerator

Women in Business Program: empowers women owned businesses through preferential lending rates and more exclusive tailored features

All branches are equipped with the necessary accessibility features, such as ramps, accessible bathrooms and teller counters, and talking ATMs.

1.5% of total annual profit is endowed to CIB Foundation, which has built strategic partnerships with healthcare providers from the governmental, private, and non governmental sectors to maximize its impact on underprivileged children throughout Egypt



### Governance

A strong ESG governance structure: Sustainability Board Committee, Sustainable Finance Steering Committee, Sustainable Finance Department and a Bank-wide Sustainability Strategic Network

A diverse board of directors

The Board and its committees are governed by well defined charters that set out its responsibilities and composition requirements

Code of Corporate Governance

Code of Conduct

Whistle Blowing Policy

Anti Money Laundering Policy

Conflict of Interest Policy



# CORPORATE GOVERNANCE

Commitment to Sound Corporate Governance Practices Continues to Define CIB

## This commitment is supported by several mandates:

- Internal policies, risk controls, and manuals have been put in place to ensure that all business aspects are not only covered, but well-governed (including risk management, compliance, audit, remuneration, evaluation, succession planning, code of conduct, and budgeting)
- Segregation of the role of CEO and the non-executive chairperson
- Dedicated Corporate Governance team

## The Board's main responsibilities include:

- Setting the Bank's overall strategy and overseeing its execution
- Establishing internal control mechanisms
- Setting the Bank's risk appetite and regularly monitoring performance indicators against approved, defined appetite
- Approving IT Group strategy and review it periodically, especially with regards to the confidentiality of the Bank's information
- Ensuring that shareholders' interests are being catered to

The Board carries on with its mandate to continuously improve the overall corporate governance framework by regularly reviewing and supervising the Bank's practices

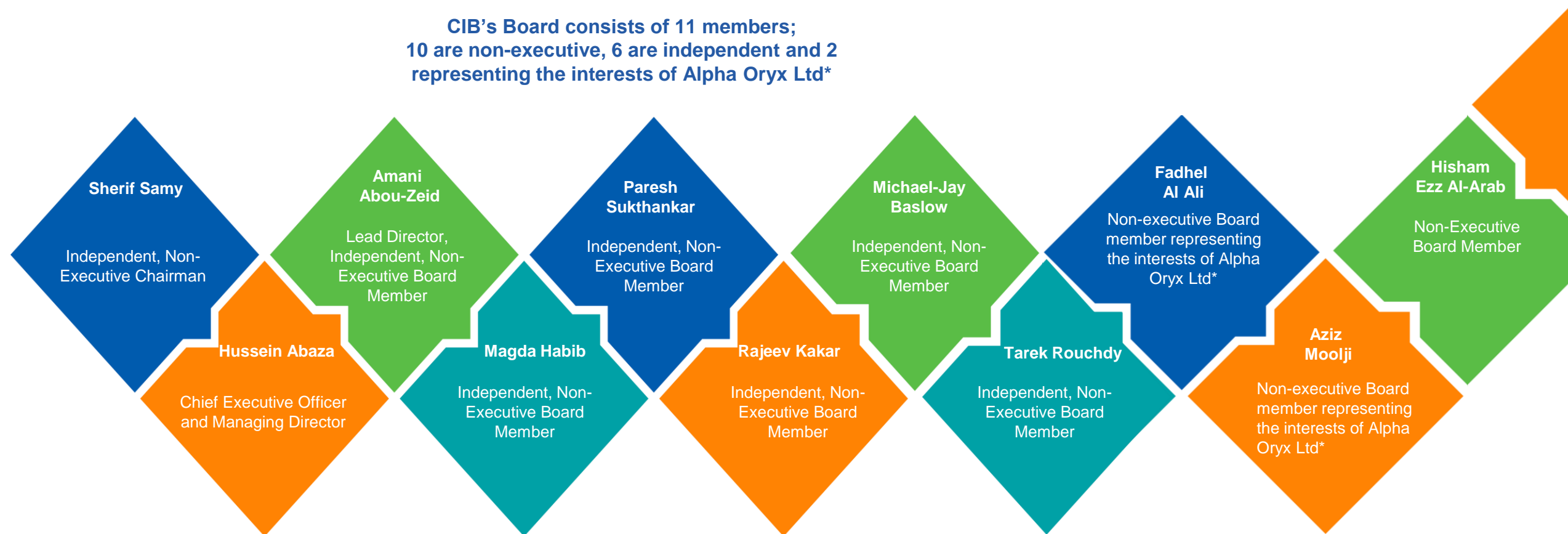




# BOARD OF DIRECTORS

- The Board enjoys significant diversity, leadership, skills, operating experience and professionalism in a broad set of industries
- Complying with best international practices, an independent Lead Director is appointed
- The Board and its committees are governed by well-defined charters that sets out its responsibilities and composition requirements
- The Board is supported by internal and external auditors

**CIB's Board consists of 11 members;  
10 are non-executive, 6 are independent and 2  
representing the interests of Alpha Oryx Ltd\***



\* A subsidiary of ADQ



# BOARD OF DIRECTORS

## 9 committees

assist in fulfilling the Board's responsibilities;

- The Board enjoys significant diversity, leadership, skills, operating experience and professionalism in a broad set of industries
- Complying with best international practices, an independent Lead Director is appointed
- The Board and its committees are governed by well-defined charters that sets out its responsibilities and composition requirements
- The Board is supported by internal and external auditors

Executive

Non-executive





# BUSINESS CONTINUITY & RESILIENCE MANAGEMENT

01

Pioneer in implementing international standards and best practices; established in 2010; ahead of all major players in the market

02

Set a unique model within the Egyptian financial sector in Business Continuity industry; since 2014, CIB was shortlisted for 16 global and regional Business Continuity excellence awards from 3 of the most reputed organizations in the BCM industry worldwide.

03

Award winner of “Middle East Most Effective Recovery 2016” by Business Continuity Institute-UK (BCI) & “Business Continuity Team of the Year 2015” from Disaster Recovery Institute International-USA (DRII)

04

Certified ISO22301 in Business Continuity since 2018 as the first Egyptian private bank to obtain this reputable accolade and the first bank in Egypt to be certified against the latest version of the standard.

## Initiatives

**CIB continues to invest in further improving its business continuity and recovery capabilities to ensure it provides sustainable and uninterrupted services to our customers**

- Progressive Disaster Recovery Planning
- Flexible Remote Working strategies (Work from Anywhere)
- Moving towards Resilience Management
- Critical Suppliers Management
- Automation and Performance Metrics Management



01

Strong Security Governance & policies aligned with International Standards and Best Practices

02

Certified Payment Cards Industry – Data Security Standards (PCI-DSS) since 2017 And Certified ISO27001 in Information Security Management in 2020  
Dedicated Information Security Compliance and Controls departments responsible for ensuring Bank maintains security posture status

03

Cyber Security Operations Center (SOC) for ongoing Monitoring and response for Security threats considered the first SOC operating with full in-house capabilities in the financial sector in Egypt, when launched in 2017

04

Commitment towards a safer operational and business environment that supports the organization and customers' benefits and well-being

## Initiatives

**CIB continues to invest in further improving its Cyber & Information Security capabilities to continuously protect its customers', shareholders and provide secure banking services and unique customer experience**

- Round the clock 24x7 Security Operations Center (SOC)
- Focus on Data Protection
- Incident response automation and efficiency
- Continuous Investment in security infrastructure, technologies, and workforce development



# FINANCIAL PERFORMANCE



# PERFORMANCE SNAPSHOT: FY22

	Key Indicators	FY22	Comparison (FY21)	Commentary	
Profitability	REVENUES NPAT ROAE ROAA	EGP 32.9bn EGP 16.2bn 25.1% 2.86%	EGP 26.7bn EGP 13.3bn 21.7% 2.88%	23% YoY 22%YoY 16% YoY -1% YoY	▲ ▲ ▲ ▼
Efficiency	NIM** COST/INCOME	6.1% 21.2%	5.67% 22.8%	8% YoY -7% YoY	▲ ▼
Assets	TOTAL ASSETS NET LOANS	EGP 635.8bn EGP 196.6bn	EGP 498.2bn EGP 145.9bn	28% YoY 35% YoY	▲ ▲
Asset Quality	NPLs/GROSS LOANS** DIRECT COVERAGE RATIO**	4.81% 229%	5.13% 213%	-6% YoY 7% YoY	▼ ▲
Funding	CUSTOMER DEPOSITS LOAN TO DEPOSIT RATIO**	EGP 531.6bn 41.8%	EGP 407.2bn 40.2%	31%YoY 4%YoY	▲ ▲
Equity & Capital	SHAREHOLDERS' EQUITY CAR	EGP 67.8bn 22.7%	EGP 68.8bn 29.9%	-2% YoY -24% YoY	▼ ▼

Figures on a consolidated basis unless otherwise stated

\* NIM based on managerial accounts

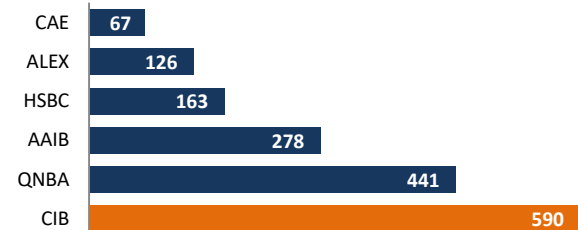
\*\* On a gross-standalone basis



# POSITION AMONG PEERS (as of September 2022)

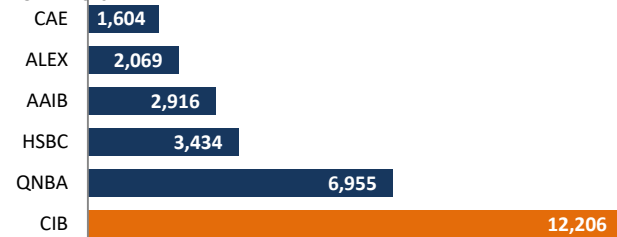
## Total Assets (EGP bn)

EGP Billions

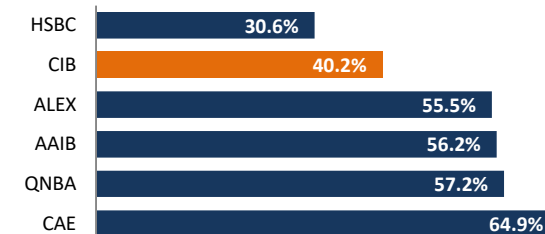


## Net Income (EGP mn)

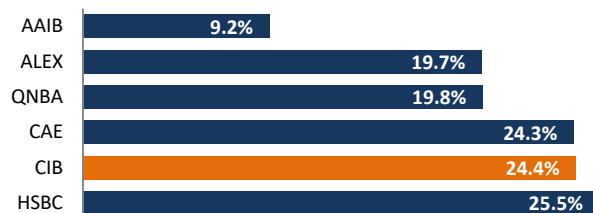
EGP Millions



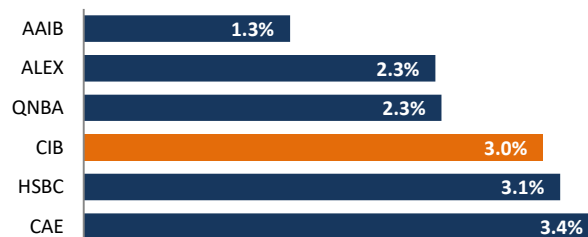
## Gross Loans/Deposits



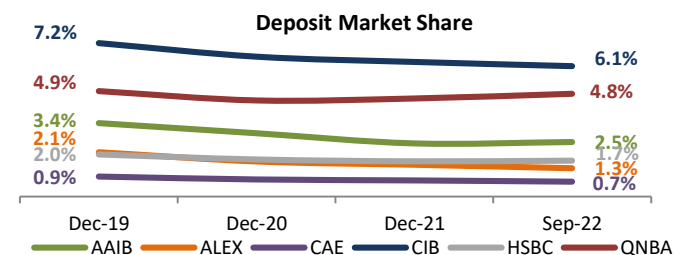
## ROAE



## ROAA



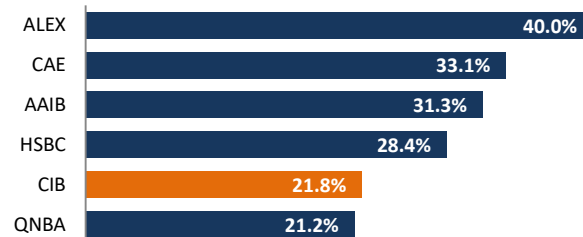
## Deposits Market Share



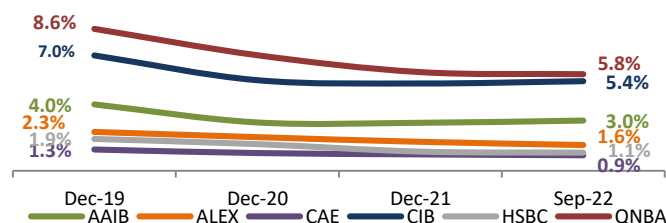
## CAR



## Cost/Income



## Loans Market Share



\*CIB's Deposits are normalized for EGP 20bn representing an inward transfer that took place on September 29th, 2022 and was withdrawn on 2<sup>th</sup> of October 2022.

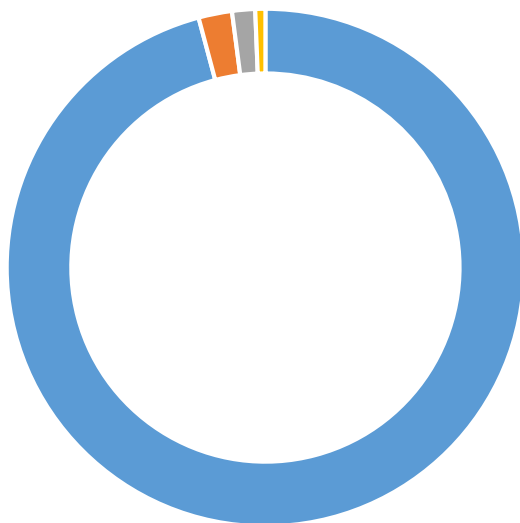




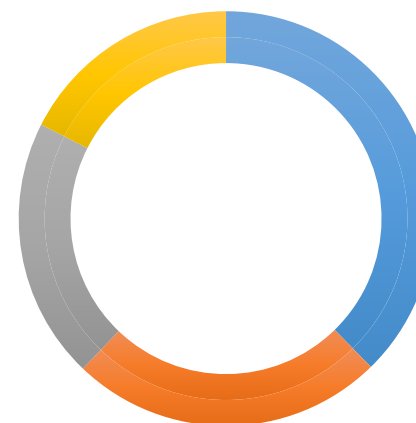
# PERFORMANCE SNAPSHOT: FUNDING OVERVIEW

## Funding Structure

- Due to Customers (93.68%)
- Other Liabilities (2.05%)
- Other Loans (1.41%)
- Due to Banks (0.62%)



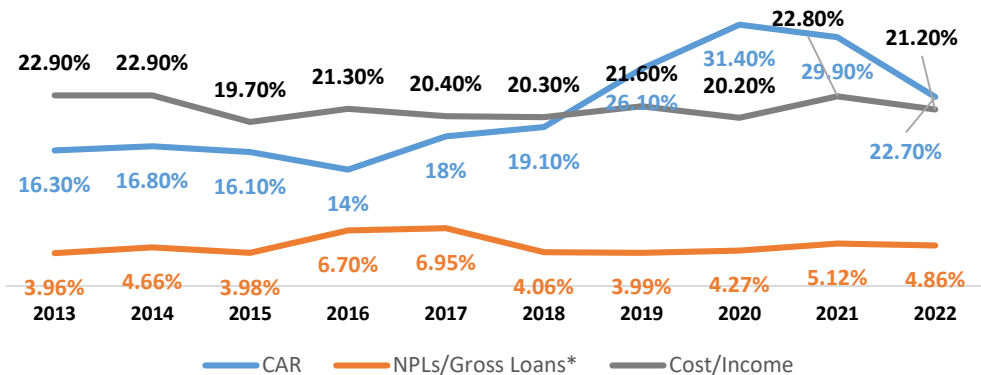
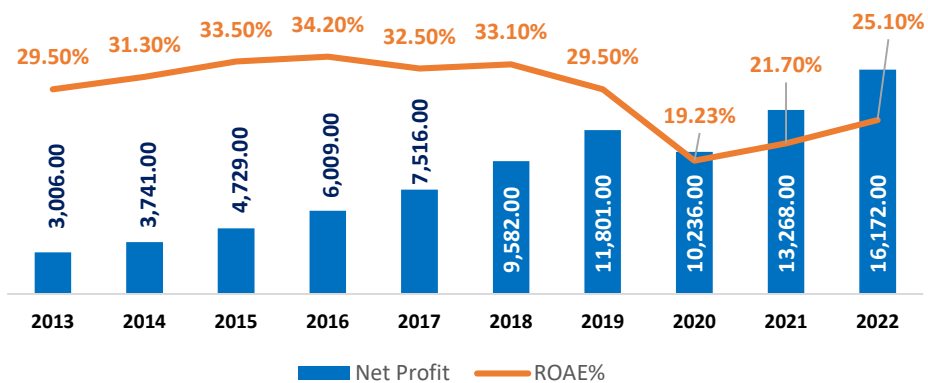
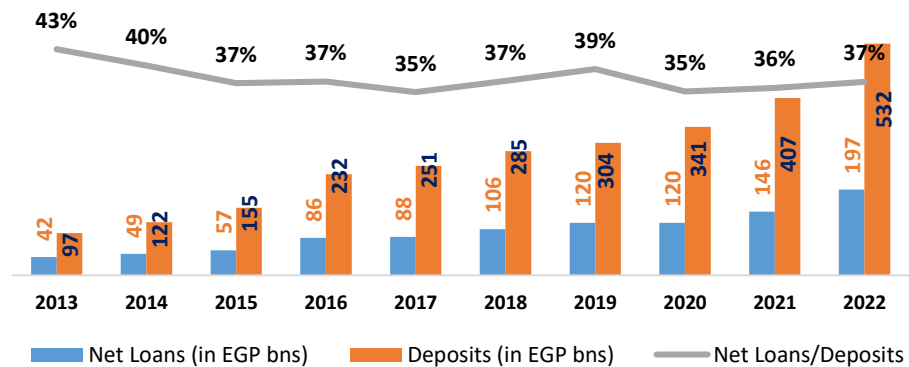
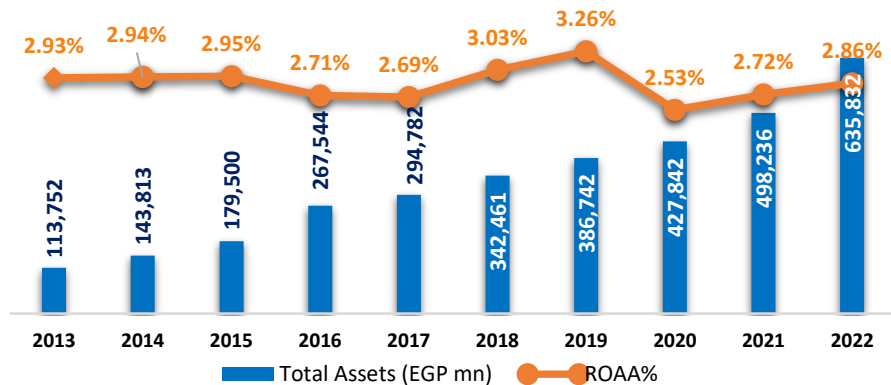
## Customer Deposit Mix



- Demand (37.24%)
- CDs (24.14%)
- TDs (20.12%)
- Savings (17.3%)



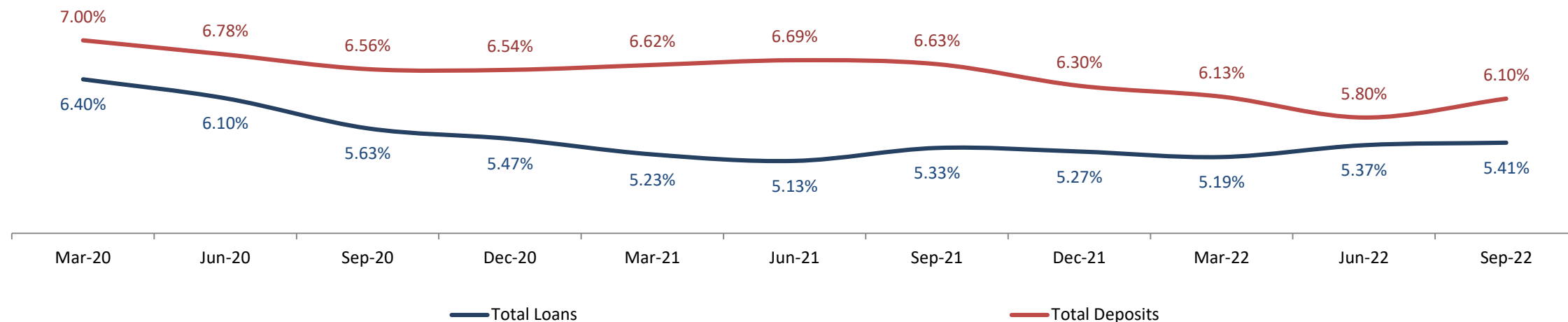
# 10 – YEAR PERFORMANCE SUMMARY



Years	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Branches and Units	152	160	187	192	196	203	207	208	215	210
Headcount	5,490	5,697	5,983	6,714	6,551	6,759	6,900	7,071	7,307	7,700



# MARKET SHARE



## Loan Market Share as of Sep'22

### Total Loans 5.41%

- LCY Loans 4.97%
- FCY Loans 7.18%
- Household Loans 6.86%
- Institutional Loans 5.05%

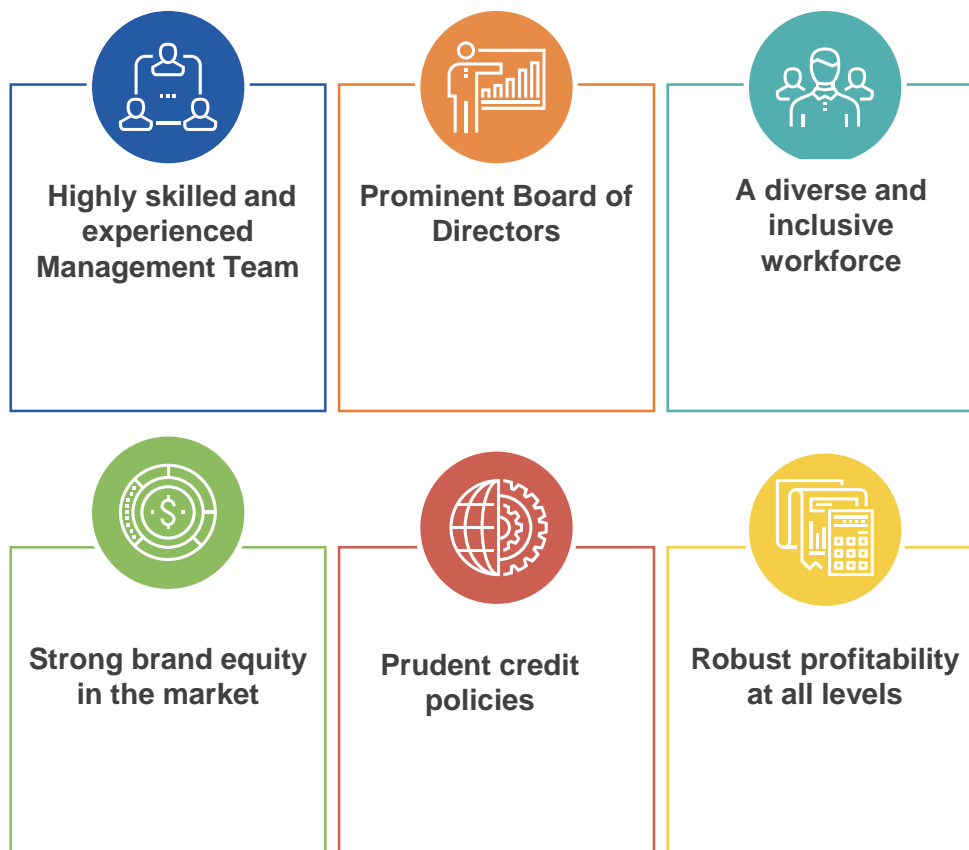
## Deposit Market Share as of Sep'22

### Total Deposits 6.10%

- LCY Deposits 5.28%
- FCY Deposits 10.87%
- Household Deposits 5.32%
- Institutional Deposits 7.35%



# WHY CIB?



Profitability		
NPAT EGP 16.2bn	Revenues EGP 32.9bn	
Asset Quality		
NPL/Gross loans 4.81%*	Direct Coverage Ratio 229%*	
KPIs		
ROAA 2.86%	ROAE 25.1%	Cost/income 21.2%
Largest in...**		
Total Assets EGP 635.8bn	Deposits EGP 531.6bn	Market Cap*** EGP 90.76bn
NPAT EGP 16.2bn	Revenues EGP 32.9bn	CAR* 22.7%

CIB's financial performance as of Q4 22

\* Ratio on a standalone basis

\*\*Among private-sector banks

\*\*\*As of 3 November 2022

Figures on a consolidated basis unless otherwise stated







# THANK YOU

- For more information, please visit our website; [www.cibeg.com](http://www.cibeg.com)
- To read about the projects that the CIB Foundation has helped support, and to know ways in which you can donate, please visit [www.cibfoundationegypt.org](http://www.cibfoundationegypt.org)

## Investor Relations contacts:

### Headquarters:

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21/23 Charles De Gaulle St., Giza  
P.O Box 2430 Cairo  
Egypt

[\*\*CIB.InvestorRelations@cibeg.com\*\*](mailto:CIB.InvestorRelations@cibeg.com)

### Customer Service Hotline:

**19666**

24/7 dedicated customer service  
short number



**Thank You**