



# Investor Relations Presentation

Q3 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	104.1 mn*
Median age	24.1**
Participation rate (Labor force / population)	42.6***
Unemployment rate	7.2%***
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 2 November 2022

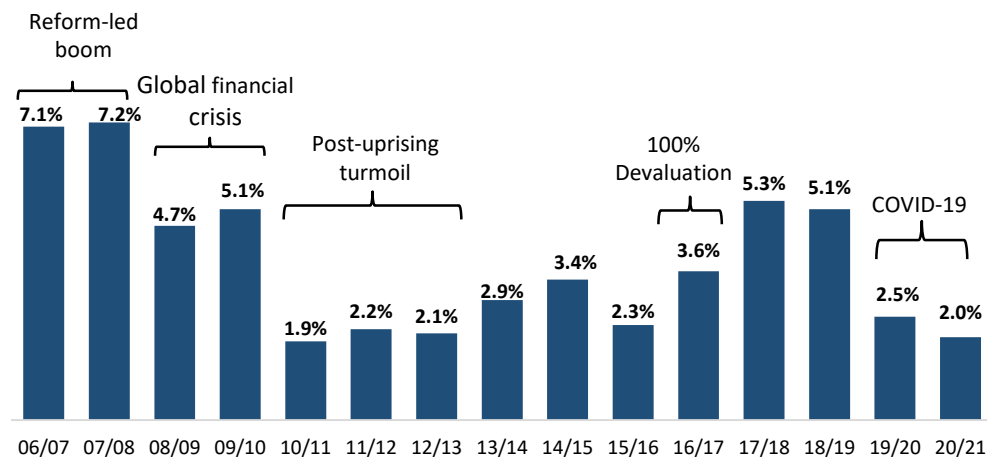
\*\*CIA, World Fact Book

\*\*\* CAPMAS, as of Q2'2022

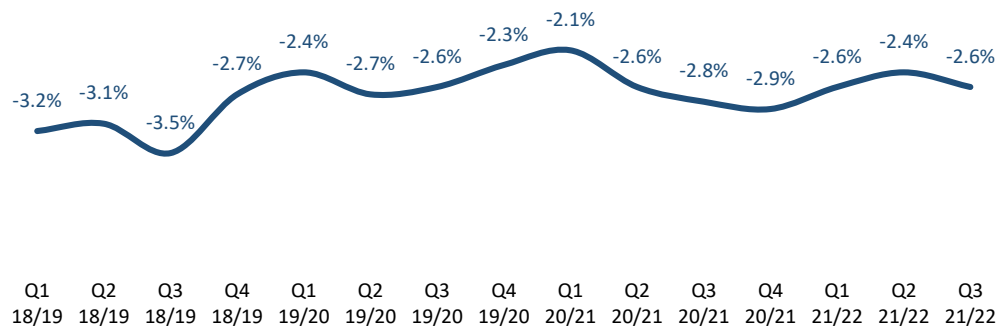


# MACRO ENVIRONMENT

## Real GDP Growth (%)



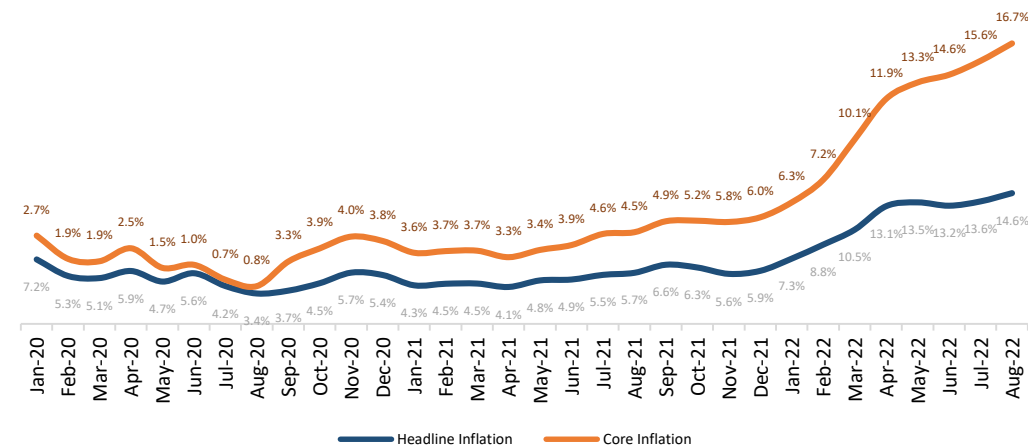
## Trade Deficit (% GDP)



\*CBE September 2022 Bulletin (till Q3 2021/2022)

\*\*\* Source: Trading Economics

## Inflation (%)



## Manageable Debt

- Net International Reserve: \$33.2bn (Sep. 2022)
- Current A/C balance: \$-13.59bn\*
- LT external debt: \$131.36bn\*
- ST external debt: \$26.44bn\*

## Growth Opportunities

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

## Consumption\*\*

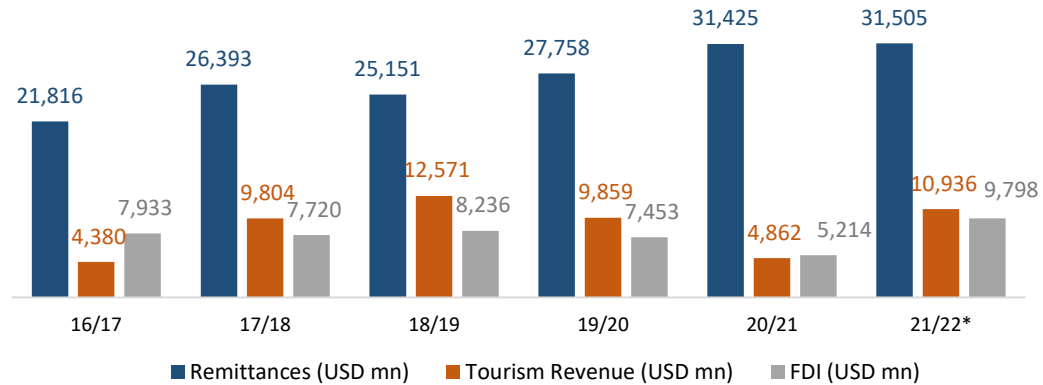
- Private consumption/GDP: 86.7%
- Public consumption/GDP: 9.8%

\*\*GDP at Factor cost by Economic Activity (Constant prices), as of 2020/2021



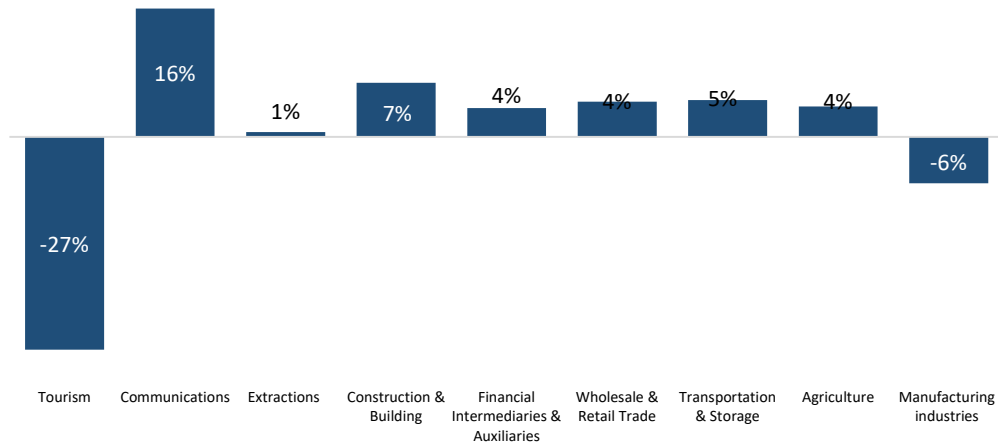
# SUSTAINABLE FCY RESOURCES

## Foreign Inflows (USD mn)

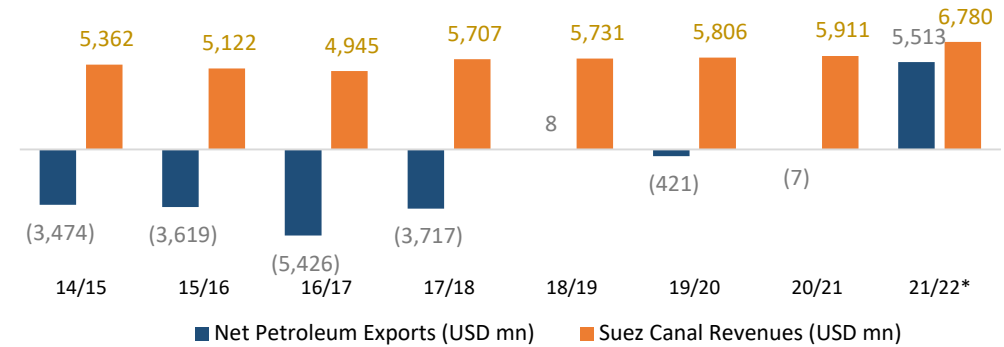


\*9M21 Annualized

## Key Sector Growth rates

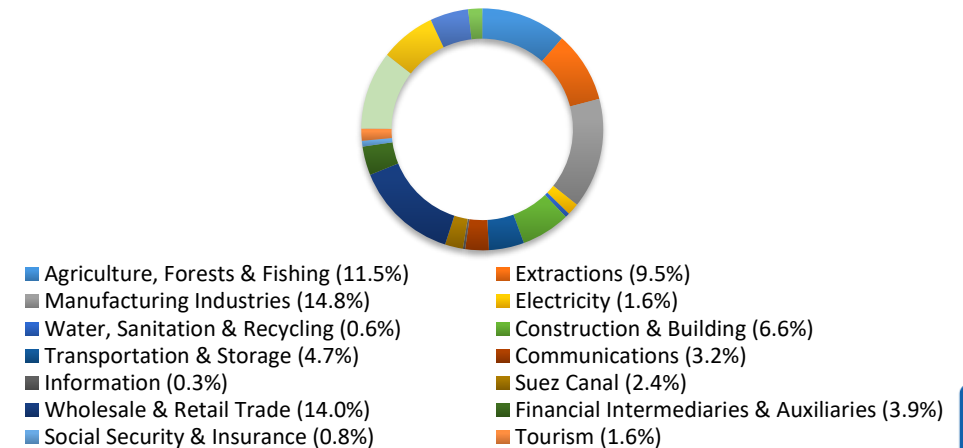


## Petroleum and Suez Canal Proceeds (USD mn)



\*9M21 Annualized

## Diversified Economy\*\*

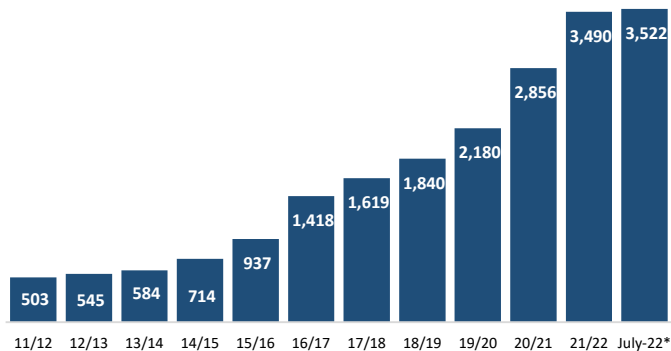


\*\*Economic Activity as % of GDP (2020/2021)

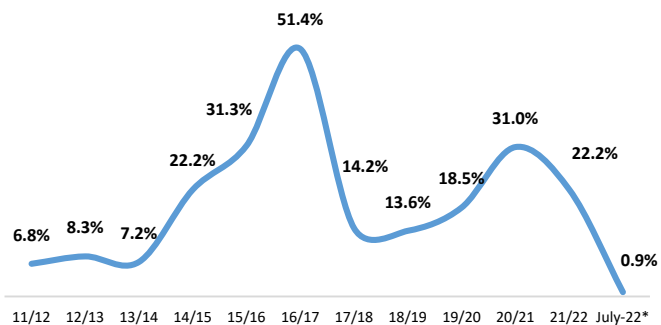


# EGYPT'S BANKING SECTOR

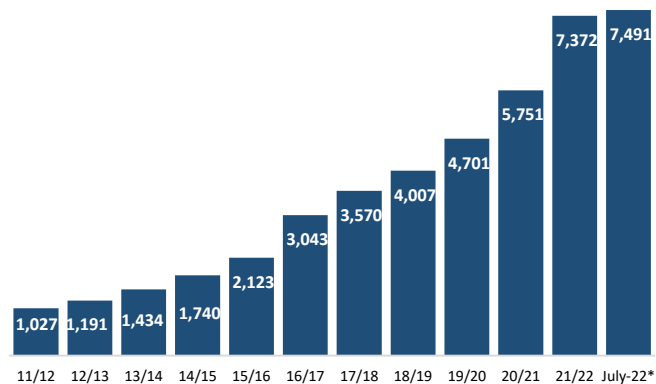
Total loans (EGP bn)



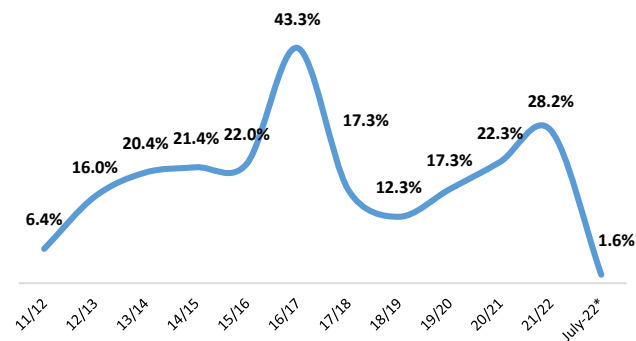
Loan growth (%)



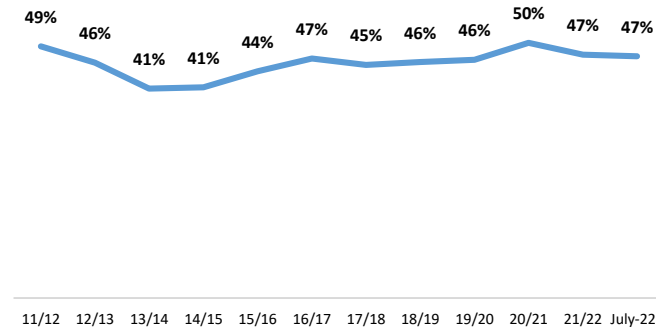
Total deposits (EGP bn)



Deposit growth (%)



LDR (%)



Underleveraged

- 🌐 Total # of banks: 38
- 🌐 Total bank lending facilities/GDP: 61.42%
- 🌐 Corporate loans/GDP: 49.48%
- 🌐 Household debt/GDP: 11.95%
- 🌐 Loans/Deposits: 48.01%

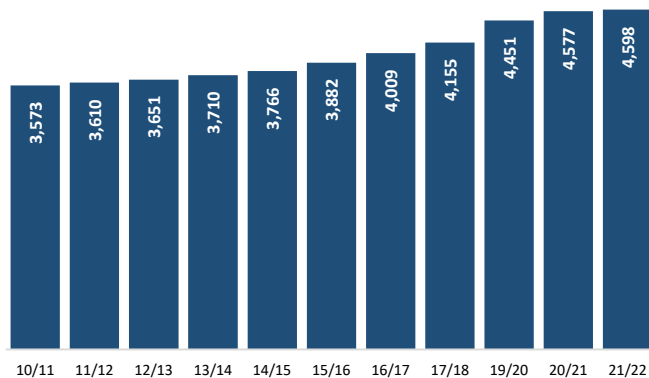
\*As per the latest published data by CBE



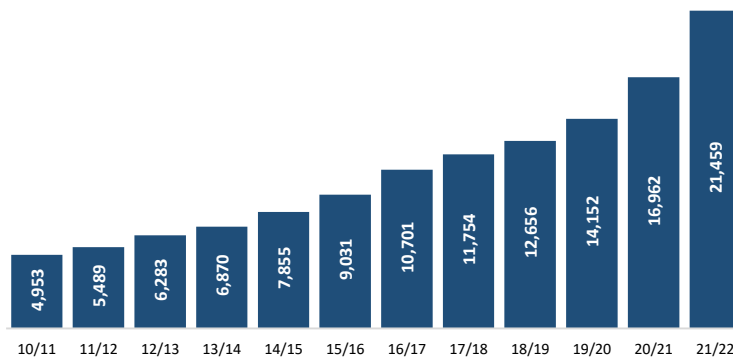


# EGYPT'S BANKING SECTOR (Cont'd)

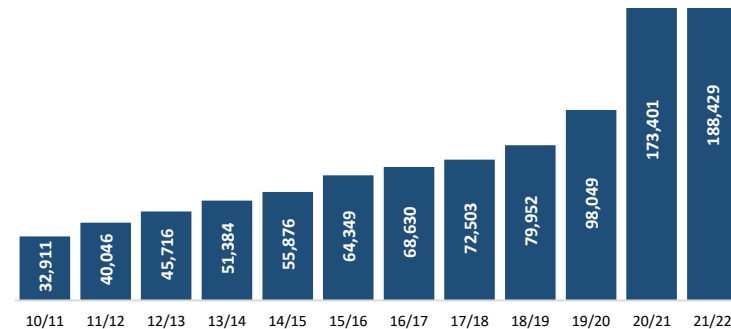
Total # of branches



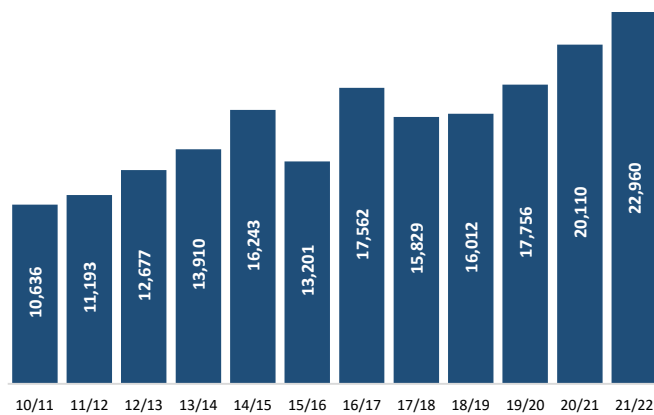
Total # of ATMs



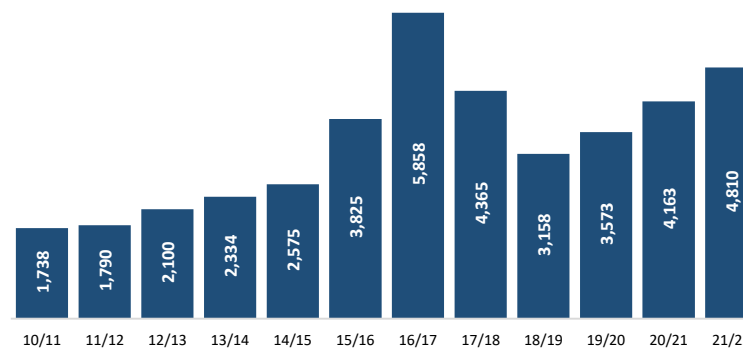
Total # of POS



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

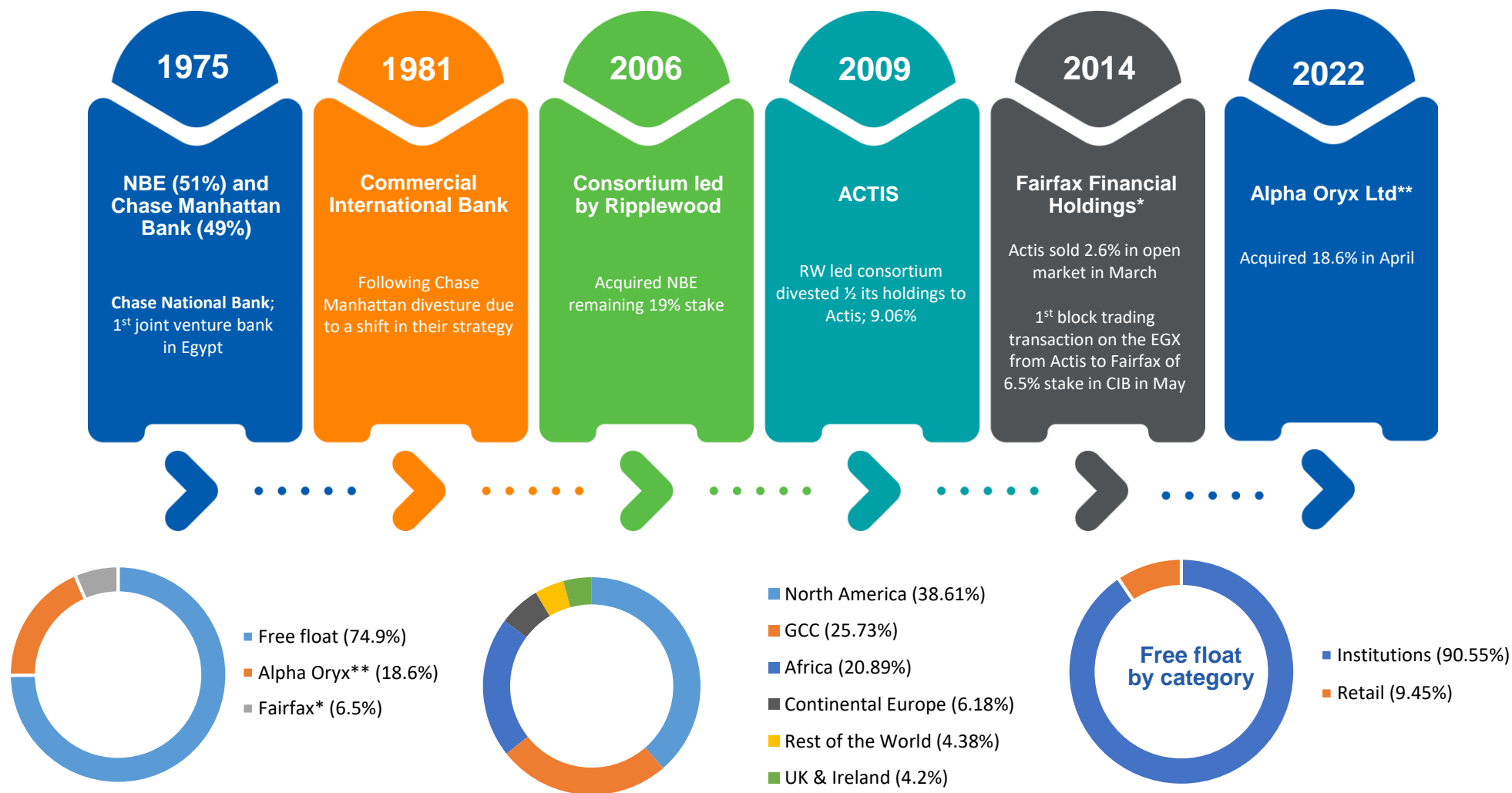
- ⊗ Egypt's sustainable energy strategy aims to achieve the goal of producing 42% of installed electric capacity using renewable energy sources by 2035
- ⊗ Concrete steps to enter the hydrogen industry and produce it as a clean source of fuel
- ⊗ Preserving the environment is at the top of Egypt's national 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 15 bn under its Nexus on Water, Food and Energy (NWFE) program



**ABOUT CIB**



# CIB's SHAREHOLDERS



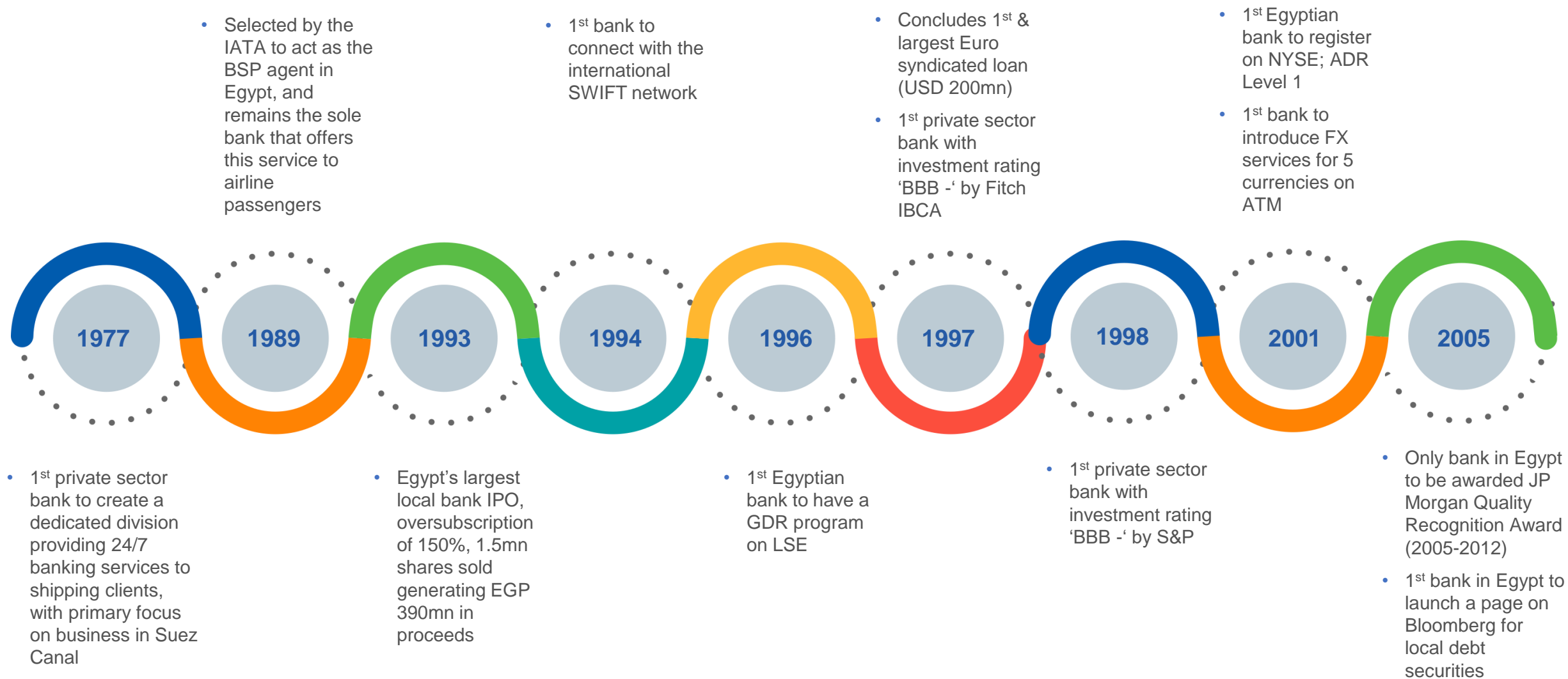
\* Several wholly owned subsidiaries of Fairfax Financial Holdings Ltd ("Fairfax")

\*\* A subsidiary of ADQ





# CIB KEY MILESTONES



# CIB KEY MILESTONES (Cont'd)

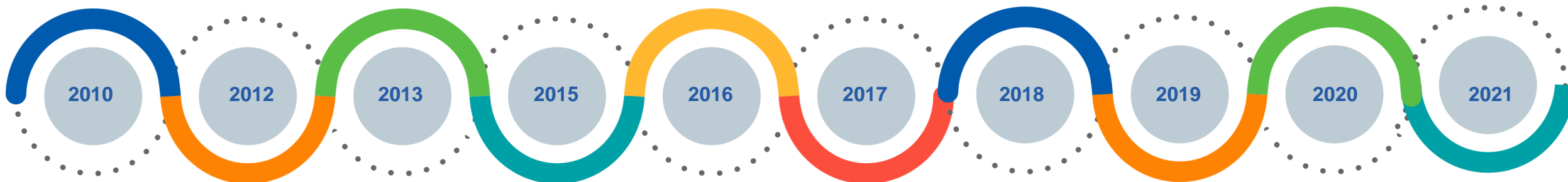
- 1<sup>st</sup> Egyptian bank to establish a Sustainable Development Department

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

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

- 1<sup>st</sup> 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

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



- 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

- 1<sup>st</sup> Egyptian bank to receive JP Morgan Elite STP Award
- 1<sup>st</sup> 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
- Recognized for the 1<sup>st</sup> time for several awards\*

- 2<sup>nd</sup> consecutive year to be named 'World's Best Emerging Markets Bank', by Global Finance
- 1<sup>st</sup> Middle Eastern company to be analyzed in a case study by Leadership Institute of LBS\*\*
- Established CVentures, Egypt's 1<sup>st</sup> corporate venture capital firm
- Received ISO22301:2012 certification for Business Continuity Management
- Ranks 1<sup>st</sup> on the EGX Sustainability Index for the 5<sup>th</sup> consecutive year

- 1<sup>st</sup> cross-border acquisition of 51% of Mayfair Bank in Kenya
- CIB ranks 28<sup>th</sup> on Forbes' Top 100 Companies in the Middle East

\*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: 99.8%

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: 51%

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



## 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

### Distribution Network

**Total Branches and Units: 213**

**Greater Cairo: 126**

**Alexandria Region: 32**

**Suez Canal Region: 22**

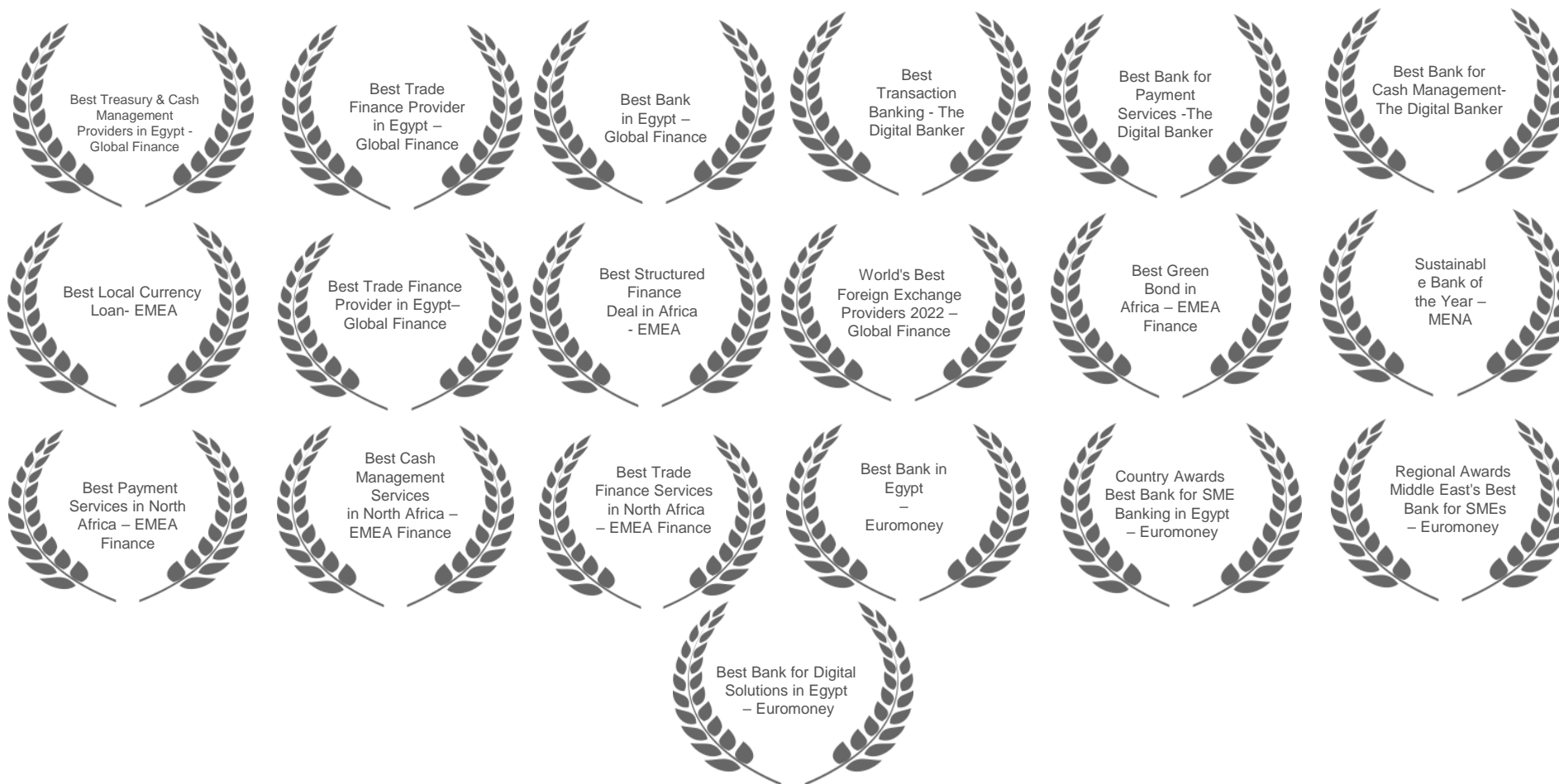
**Delta Region: 18**

**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





# CIB DIGITAL TRANSFORMATION (as of September 2022)

**69.2m**

No. of transactions

▲ 9% YoY

**EGP 842.2bn**

Value of transactions

▲ 44% YoY

**EGP 4.1bn**

Cost Synergy

▲ 28% YoY

## Digital Banking Channels:

Channel	Transactions	Growth Vs YtD Jun 2022	Subscribers	Growth Vs YtD Jun 2022
ATM	54.2m	▲ 52%		
Mobile Banking	8.1m	▲ 56%	1.6m**	▲ 4%
Internet Banking	1.7m	▲ 50%	1.2m	▲ 5%
IVR	5.8m***	▲ 46%	1.1m	▲ 6%

\*\*Number of Mobile app downloads

\*\*\* Number of inquiries

## Global Transaction Banking Products:

Product	Transactions	Growth Vs YtD Jun 2022	Subscribers	Growth Vs YtD Jun 2022
Cash Management	5m	▲ 51%	39.5k	▲ 18%
Global Transactions Services	468.6k	▲ 93%		
Trade Finance Management	17.6k	▲ 49%	9k	▲ 20%
Corporate Payment Services	113.6k	▲ 63%	3.7k	▲ 9%





## 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. 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

7,669

1,866,449





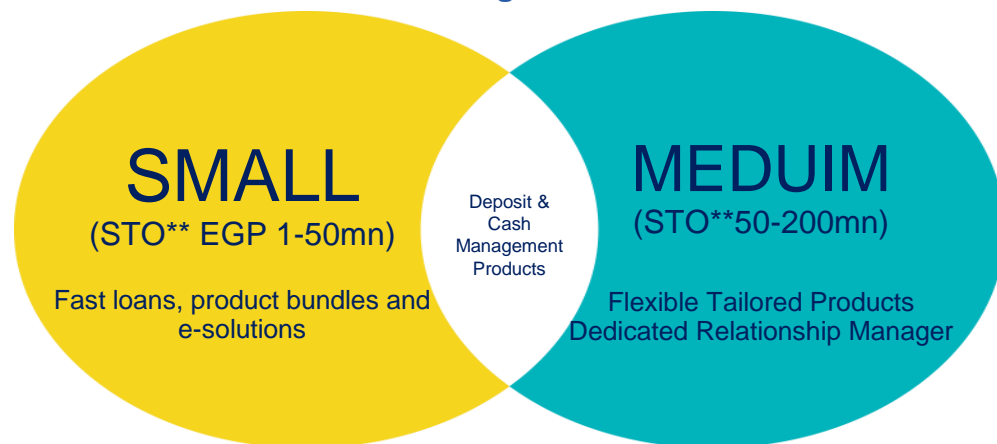
# LINE OF BUSINESS - BUSINESS BANKING

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

2010 ▶	2011 ▶	2013 - 2018 ▶	2019 ▶	2020 ▶	2021 ▶	2022 ▶
Pilot launch	Formal launch with liability-led strategy	<ul style="list-style-type: none"> <li>Launched unsecured lending products</li> <li>Expanded coverage area</li> <li>Built-up strong relationship team focused on larger corporates</li> <li>Launched segment based distribution model</li> <li>Launched simpler &amp; faster turnaround products and bundles for small segment</li> <li>Accredited team members 'Small Business Consultant'</li> <li>New digital channel platform launched for trade &amp; cash management</li> <li>Innovative lending data based eligibility system</li> <li>New predictive models to detect fraud and provide early warning signals for borrowers with a high degree of accuracy</li> </ul>	<ul style="list-style-type: none"> <li>Launched the revamped SME Lending programs that offers faster delivery and more flexible</li> <li>Piloted a special offering to encourage women through our new "Women In Business Program"</li> <li>Launched dedicated Contact Center</li> </ul>	<ul style="list-style-type: none"> <li>Launched "Supply Chain Finance" program</li> <li>Sponsored one of the key female entrepreneurship event in the MENA region "She Can 2020"</li> <li>Launched "Growth Loan" for small sized companies</li> <li>Sponsored "She's Next" global event, empowered by Visa to support women entrepreneurs</li> <li>Launched webinars series to support SMEs during Covid-19 as a part from "CIB Business Solutions" program</li> <li>Participated in the CBE Tourism initiative to support SME players in the Tourism industry during COVID'19 pandemic</li> <li>CIB granted additional payroll facilities with flexible terms to SMEs to support during the pandemic</li> <li>3<sup>rd</sup> SME Academy round took place &amp; successfully graduated 13 Business &amp; Risk members. The aim of this academy is to prepare qualified calibers who will support our new lending strategy for SMEs</li> </ul>	<ul style="list-style-type: none"> <li>New service Model "Soft Launch": Dedicated sales force assigned to serve small companies started their new roles in the branches</li> <li>4<sup>th</sup> &amp; 5<sup>th</sup> SME Academy rounds successfully graduated 21 &amp; 18 respectively allocated to Business &amp; Risk members. And launched the 6<sup>th</sup> academy round which is expected to graduate in Feb. 2022</li> <li>Launched a special offering to the merchants to accelerate the business growth through the new "Merchant Bundle" product</li> <li>Almost doubling the loan exposure which is driven by Business Banking direction towards supporting SMEs</li> <li>Launched "CIB Growth", The new segment designed for small businesses that provides an integrated package of innovative banking products and digital solutions</li> <li>Launched "SME lending master" program for the branch managers &amp; deputy branch managers population to enhance front liners credit knowledge and enhance referrals .</li> <li>Signed portfolio guarantee agreement with CGC to support the BB strategy towards supporting SMEs</li> <li>Launched "Growing Together Initiative" the new initiative aims to provide eligible applicants from small businesses with the Non-Financial solutions needed along with a package of banking products and services to establish a sustainable business model and grant them funding to open new doors on their road to success</li> <li>Launched "Bedaya Accounts" to encourage the society unbanked segments to access banking products &amp; services with minimal requirements as per Financial Inclusion initiative</li> </ul>	<ul style="list-style-type: none"> <li>Launched 1<sup>st</sup> alternative lending program in Egypt</li> <li>6<sup>th</sup>, 7<sup>th</sup> &amp; 8<sup>th</sup> SME academy rounds concluded successfully with 17, 33 &amp; 30 graduates respectively</li> <li>Partnered in "She's Next" initiative held by Visa to support and empower the women entrepreneurs through grants. A judge panel, winners selection and announcement took place in a ceremony in Sep 22'</li> <li>Signed group life insurance agreement with AXA EGYPT to support planned growth and enhance customer experience</li> <li>Align with the ESG principles and incorporate the relevant standards and framework in all business banking credit policies and SOPs</li> <li>Awarded Best Bank for SME banking in Egypt and Middle East by Euromoney</li> <li>Introducing of new service and distribution model for Growth Segment to support small business customers</li> <li>Launching the 1<sup>st</sup> phase of "Bank Of The Future" for Business Banking customers by moving select in-branches services to be available only through the CIB Business Online platform to reshape the way we serve the Business Banking customers</li> </ul>

## Customer Segmentation\*



\* 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

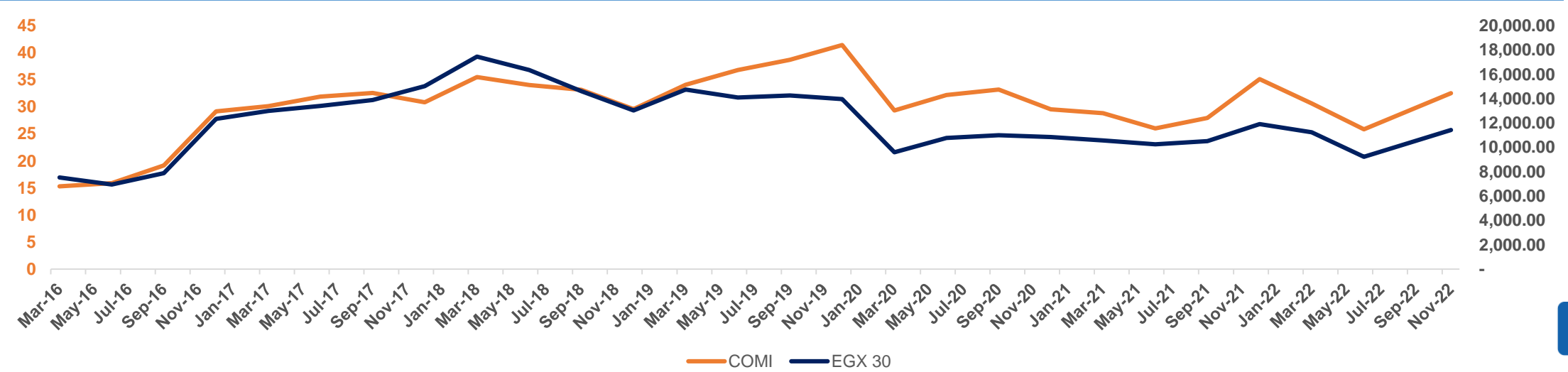
- Shares outstanding 2,982,513,360
- Par value EGP 10.00
- GDR convertibility 1:1

## 52 WEEKS PERFORMANCE

- High EGP 35.7
- Low EGP 23

	2014	2015	2016	2017	2018	2019	2020	2021	03 Nov-2022
Market Cap. (EGP)	44.67bn	43.69bn	84.32bn	89.86bn	86.43nn	121.96bn	87.46bn	104.4bn	95.73bn
Avg. Daily Volume	3.96mn	4.35mn	4.85mn	2.63mn	2.61mn	2.48mn	4.26mn	3.24mn	5.03mn
Avg. Daily Price (EGP)	15.7	15.19	29.14	30.85	29.55	41.39	29.51	35.12	28.6

Stock Activity: COMI vs. EGX30



Source: Bloomberg





# 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	Stable	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	B2	NP	Negative
<b>CI CAPITAL</b> intelligence <sup>****</sup>	B+	B	Stable	B+	B	Stable

<sup>\*</sup> According to the latest report as of July 2022

<sup>\*\*</sup> According to the latest report as of November 2021

<sup>\*\*\*</sup> According to the latest report as of June 2022

<sup>\*\*\*\*</sup> According to the latest report as of October 2022

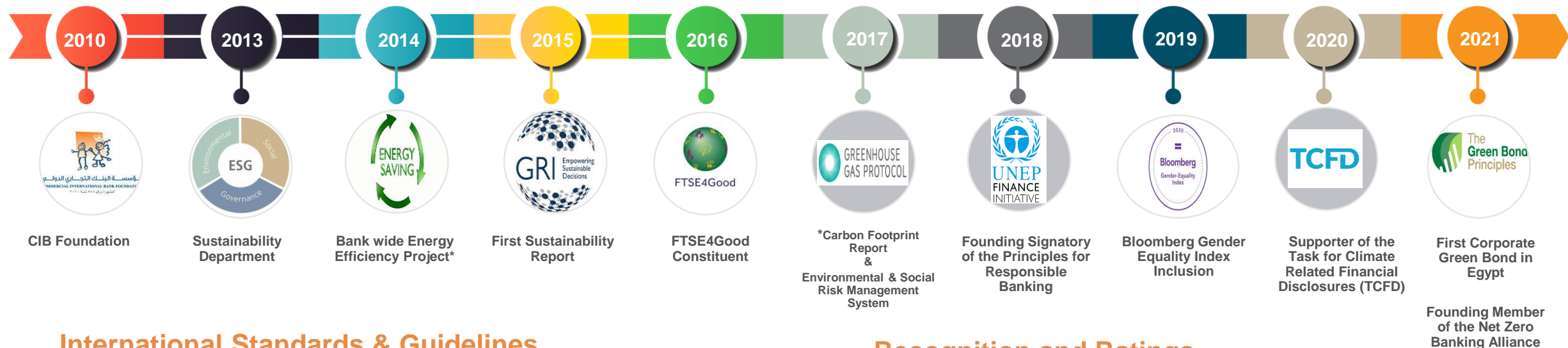




**ESG**



# ESG AT CIB



## International Standards & Guidelines



## Recognition and Ratings



\*CIB-Egypt received a special award from the Energy Efficiency Project by the Ministry of Electricity and Renewable Energy, Amcham and the UNDP.in recognition of the bank's outstanding energy efficiency





## 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



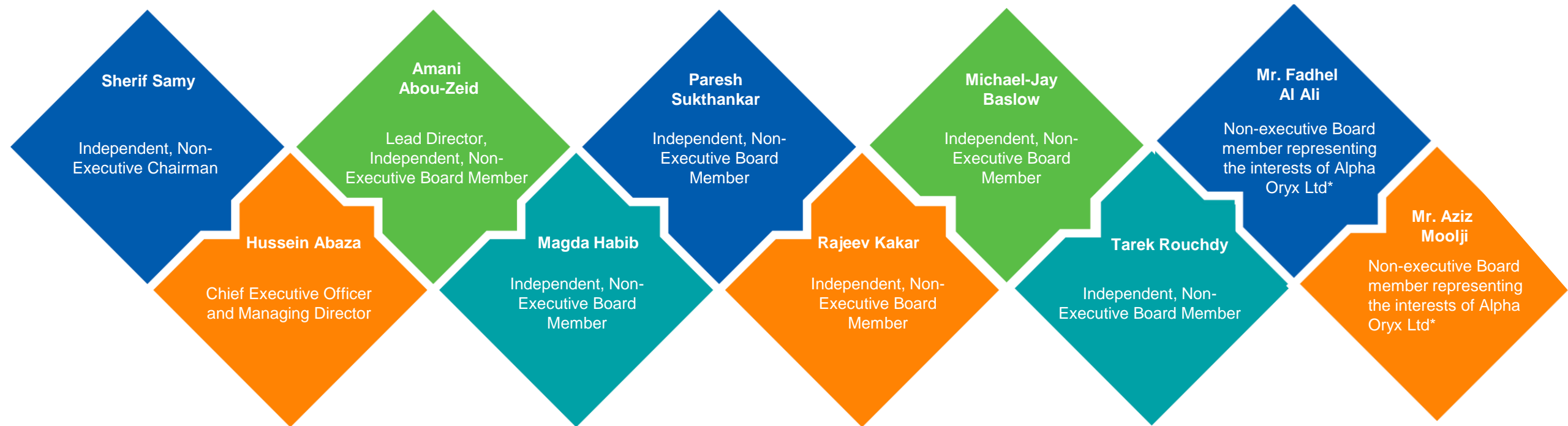




# BOARD OF DIRECTORS

- 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 10 members;  
9 are non-executive, 7 are independent and 2  
representing the interests of Alpha Oryx Ltd\*



\* A subsidiary of ADQ





# BOARD OF DIRECTORS

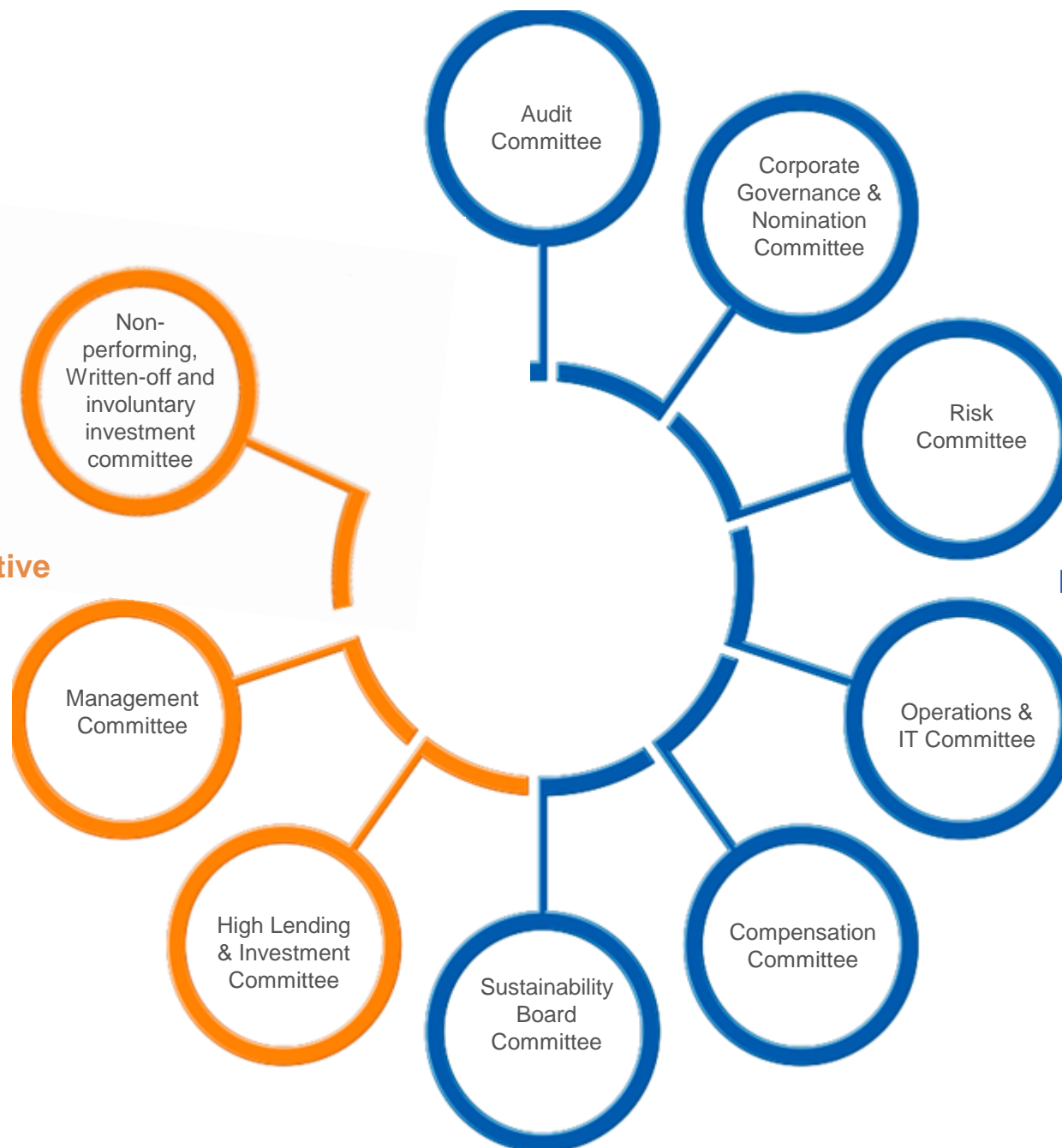
## 9 committees

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



# RESPONSE TO COVID-19



## Work from Home Arrangements

- Laptops, Secure Remote Access, and Secured email access on mobile phones have been arranged for different bank departments

## Vaccination

- CIB availed local medical center for employees & their families and conducted 27 vaccination rounds in CIB premises where approximately more than 2,000 employees were vaccinated to foster a safe environment for employees.
- A dedicated vaccination Hub was availed at one of Ministry of Health medical centers to serve CIB employees and family members where approximately 5000 employees and family members were vaccinated.

## ATMs arrangements

- Sterilizers have been distributed and hanged in the ATMs area in all CIB branches
- Instructions for ATMs safe usage is published on the ATMs screens
- Continuous sterilization of the ATMs by the housekeeping staff is being done on regular basis during the day for onsite ATMs

## Branches Arrangements

- CIB has reduced the number of employees per branch having no effect on our capacity to serve clients
- Social distancing is being promoted by admitting fewer customers in our waiting areas at any given time.

## Health & Safety

- All employees and visitors are mandated to wear facemasks inside CIB premises
- Hand sanitizers are distributed across all premises
- Reduction of workforce capacity in head offices for up to 50% which is being reassessed regularly
- Daily temperature check is done for all employees and visitors before entering any CIB building.

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: 3Q22

	Key Indicators	3Q22	Comparison	Commentary	
Profitability	REVENUES NPAT ROAE ROAA	EGP 8.45bn EGP 4.42bn 27.1% 3.16%	EGP 7.14bn; 3Q21 EGP 3.81bn; 3Q21 23.7%; 3Q21 3.17%; 3Q21	18% YoY 16%YoY 15% YoY 0% YoY	▲ ▲ ▲ ■
Efficiency	NIM** COST/INCOME	6.24% 21.4%	5.7%; 3Q21 21.4%; 3Q21	9% YoY 0% YoY	▲ ■
Assets	TOTAL ASSETS NET LOANS	EGP 592.4bn EGP 179.7bn	EGP 498.2bn; Dec-21 EGP 145.9bn; Dec-21	19% YtD 23% YtD	▲ ▲
Asset Quality	NPLs/GROSS LOANS** COVERAGE RATIO**	4.59% 216%	5.43%; 3Q21 206%; 3Q21	-15% YoY 5% YoY	▼ ▲
Funding	CUSTOMER DEPOSITS LOAN TO DEPOSIT RATIO**	EGP 499bn 40.3%	EGP 407.2 bn; Dec-21 39.1%; 3Q21	23% YtD 3%YoY	▲ ▲
Equity & Capital	SHAREHOLDERS' EQUITY CAR	EGP 64.5bn 26.7%	EGP 68.85bn; Dec-21 32.1% 3Q21	-6% YtD -17% YoY	▼ ▼

Figures on a consolidated basis unless otherwise stated

\* NIM based on managerial accounts

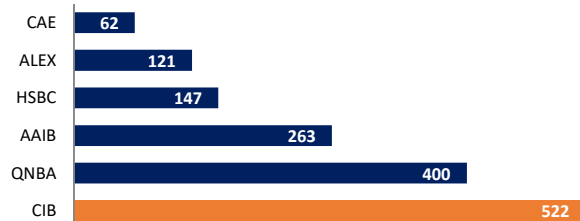
\*\* On a standalone basis



# POSITION AMONG PEERS (as of June 2022)

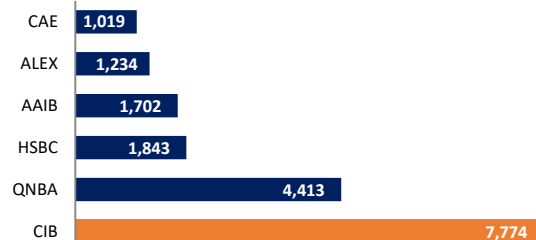
## Total Assets (EGP bn)

EGP Billions

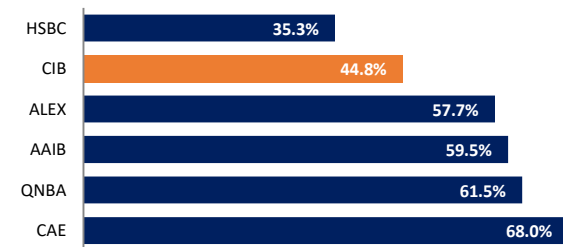


## Net Income (EGP mn)

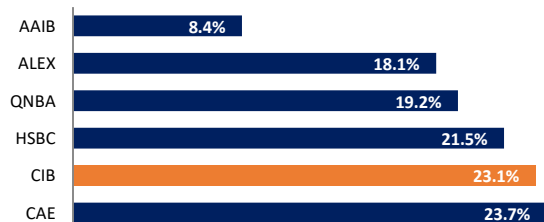
EGP Millions



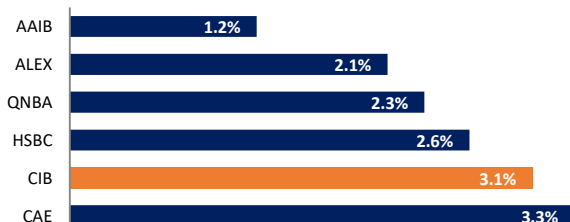
## Gross Loans/Deposits



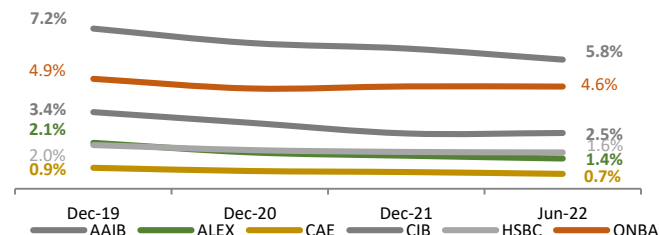
## ROAE



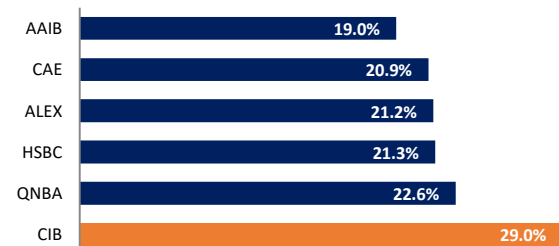
## ROAA



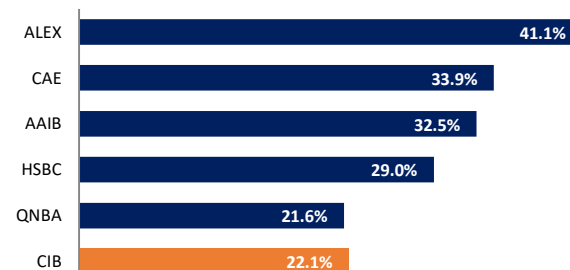
## Deposits Market Share



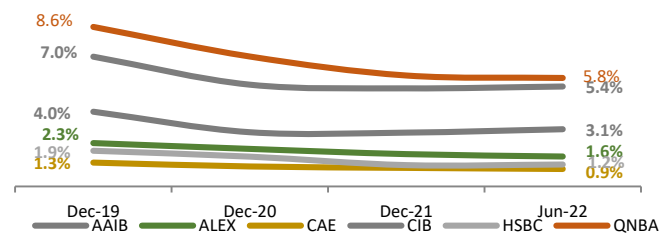
## CAR



## Cost/Income



## Loans Market Share



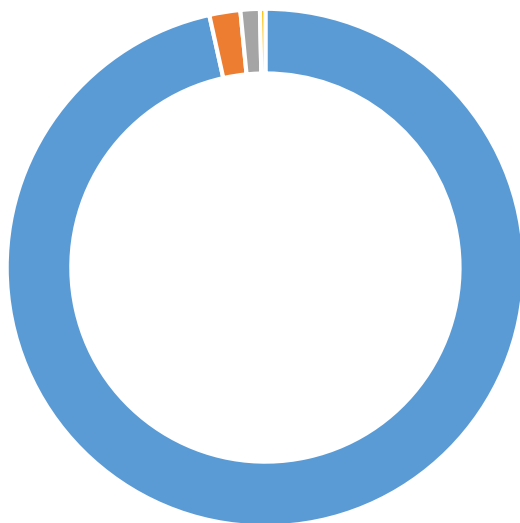




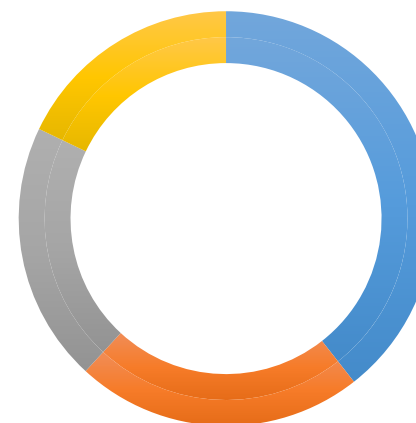
# PERFORMANCE SNAPSHOT: FUNDING OVERVIEW

## Funding Structure

- Due to Customers (94.63%)
- Other Liabilities (1.9%)
- Other Loans (1.19%)
- Due to Banks (0.33%)



## Customer Deposit Mix

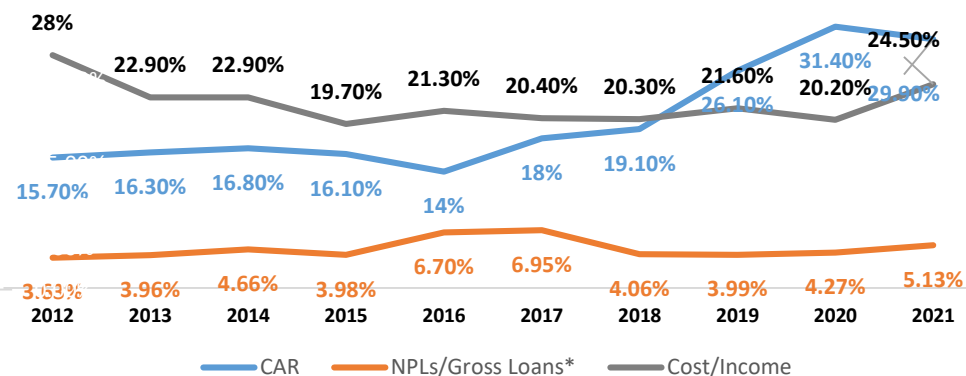
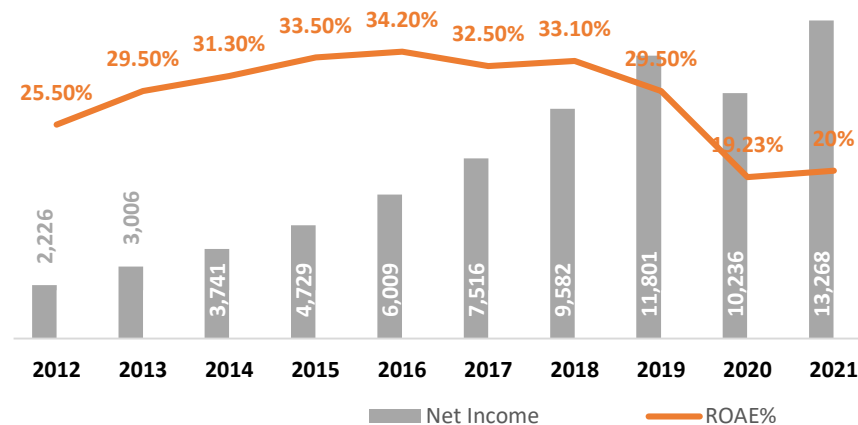
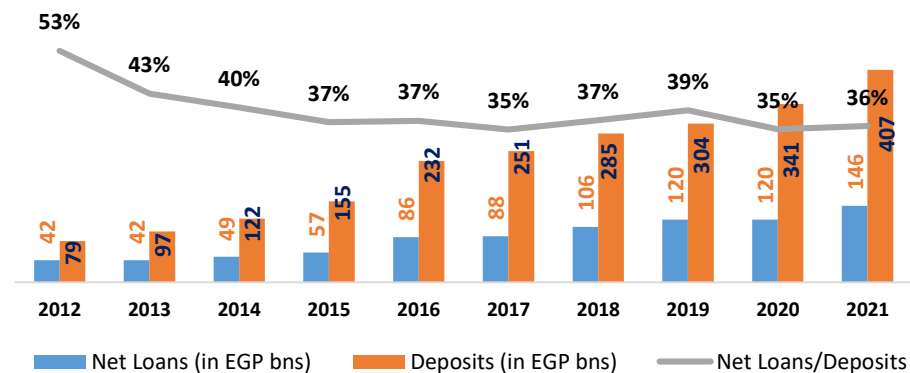
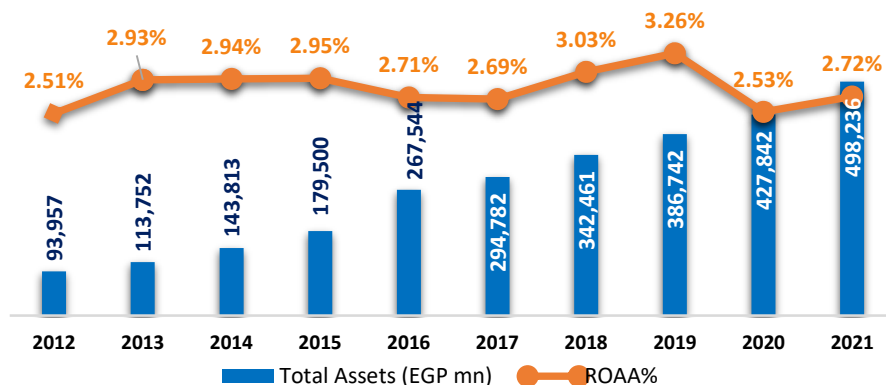


- Demand (39.42%)
- CDs (22.42%)
- TDs (20.27%)
- Savings (17.89%)

*CIB's funding structure has no wholesale funds*



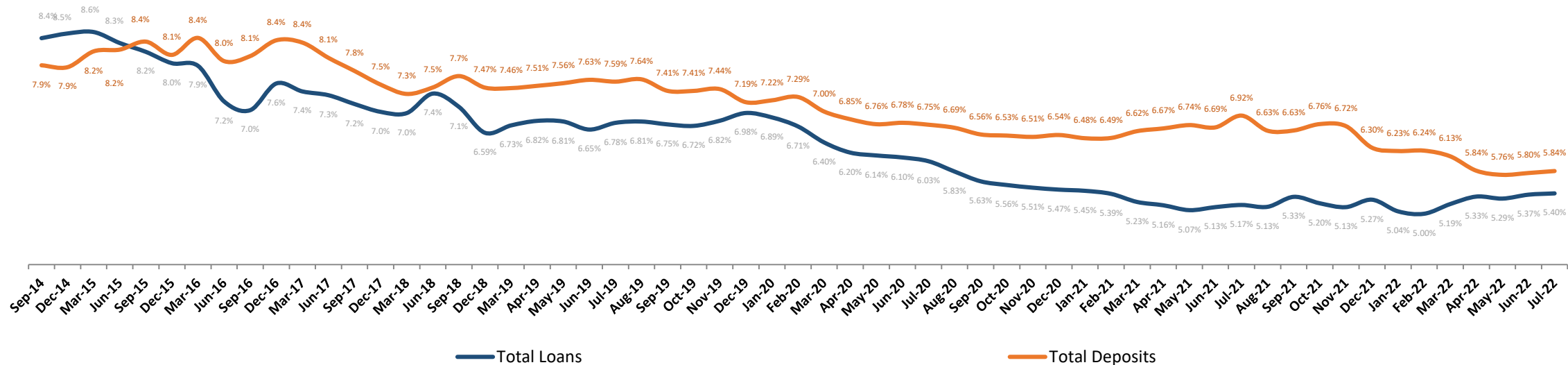
# 10 – YEAR PERFORMANCE SUMMARY



Years	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Branches and Units	156	152	160	187	192	196	203	207	208	215
Headcount	5,181	5,490	5,697	5,983	6,714	6,551	6,759	6,900	7,071	7,307



# MARKET SHARE



## Loan Market Share as of Jul'22

### Total Loans 5.4%

- LCY Loans 4.90%
- FCY Loans 7.43%
- Household Loans 6.84%
- Institutional Loans 5.05%

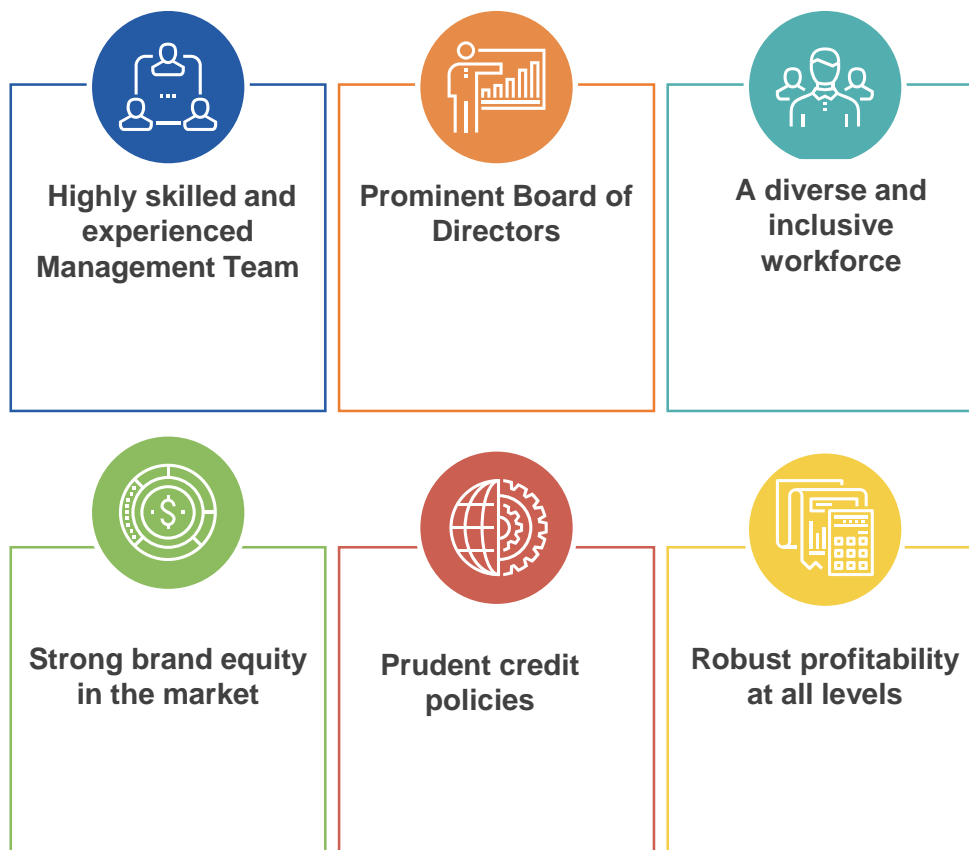
## Deposit Market Share as of Jul'22

### Total Deposits 5.84%

- LCY Deposits 4.95%
- FCY Deposits 10.99%
- Household Deposits 5.21%
- Institutional Deposits 6.93%



# WHY CIB?



Profitability		
NPAT EGP 12.2bn	Revenues EGP 23.1bn	
Asset Quality		
NPL/Gross loans 4.59%*	Direct Coverage Ratio 216%*	
KPIs		
ROAA 2.98%	ROAE 24.4%	Cost/income 20.9%
Largest in...**		
Total Assets EGP 592.4bn	Deposits EGP 499bn	Market Cap*** EGP 94.6bn
NPAT EGP 12.2bn	Revenues EGP 23.1bn	CAR* 26.7%

CIB's financial performance as of Q3 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:

Nile Tower Building  
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**