

INVESTOR RELATIONS

Commercial International Bank
(CIB)

1Q24



TABLE OF CONTENTS

ABOUT CIB	<u>4</u>
• CIB AT A GLANCE	
• COMI IN A NUTCHELL AND CREDIT RATINGS	
MACROECONOMIC ENVIRONMENT	<u>7</u>
• MACROECONOMIC ENVIRONMENT	
• EGYPTIAN BANKING SECTOR	
STRATEGY	<u>10</u>
• 5 YEAR STRATEGY	
• DIGITAL TRANSFORMATION	
ESG	<u>16</u>
RISK MANAGEMENT	<u>24</u>
FINANCIAL PERFORMANCE	<u>26</u>

By attending the meeting where this presentation deck is being presented and/or distributed or by reading through its slides, you agree with the following limitations:

- The information in this presentation may contain future projections and forward-looking statements that reflect the bank's current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and thus, may change over time
- No assurance can be given that projections will be achieved, future events will occur, or that the Bank's assumptions are correct. Actual results may differ materially from those projected
- This document is provided for informational purposes only. It is not an offer to buy or sell CIB shares. Readers should take into account factors of uncertainty and risk when basing their investment decisions on information provided in this document
- Past performance cannot be relied on as a guide to future performance
- CIB relies on information obtained from sources believed to be reliable, but does not guarantee its accuracy or completeness





ABOUT CIB

The Leading Local Private-Sector Bank with Regional Ambitions

Key Facts



209
Branches



8,052
Employees



EGP 21.8 bn
Revenues



2+
Million Clients



1,384
ATMs



232.4bn*
Market Cap

Total Assets

EGP 977.015 (Billion)  +17% YtD Change

Net loans and Overdrafts

EGP 271.6 (Billion)  +15% YtD Change

Total Customer Deposits

EGP 796.081 (Billion)  +18% YtD Change

ROE

49.9%  +45% QoQ Change

* As of 1Q, 2024

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 3,019,501,000
- Par value EGP 10.00
- GDR convertibility 1:1

P/B

2.5

52 WEEKS PERFORMANCE

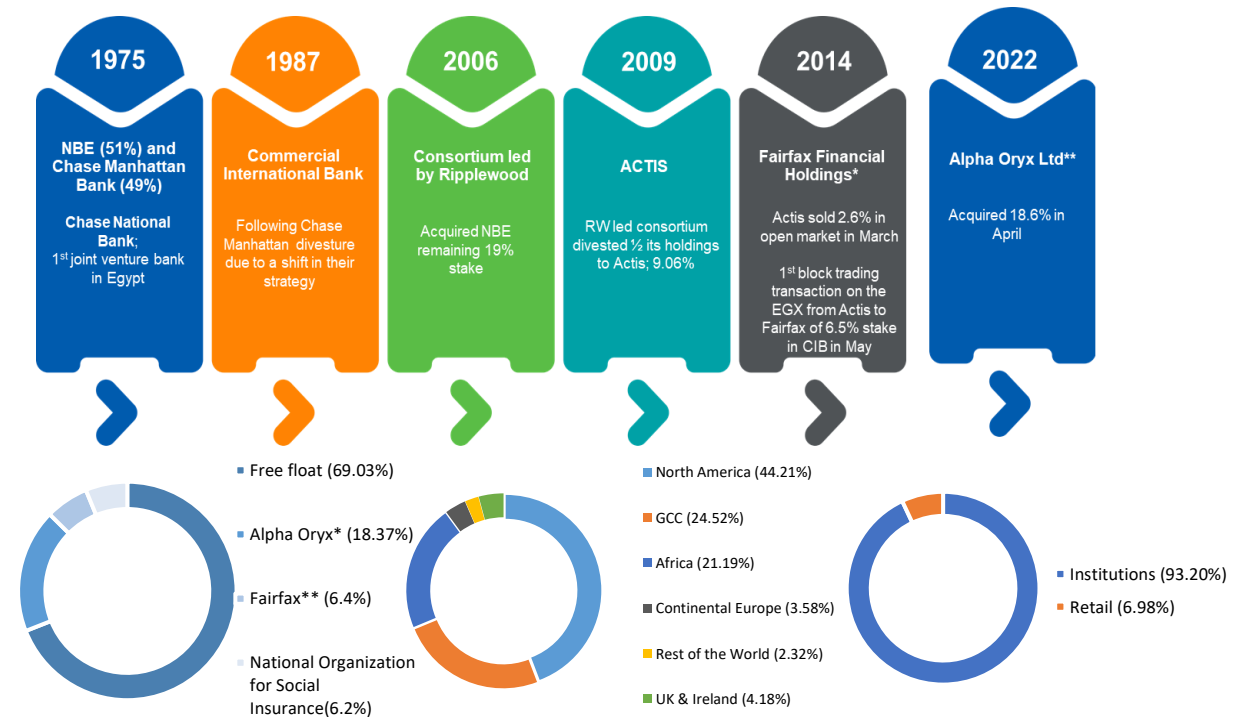
High: EGP 97.5
Low: EGP 47.26

CREDIT RATINGS

	Current Rating			
	LT FCY	ST FCY	Outlook	Last Updated
FITCH	B-	B	Positive	May, 2024
S&P	B-	B	Positive	March, 2024
Capital Intelligence	B	B	Negative	March, 2024
	Counterparty Risk Rating	Bank Deposits	Outlook	Last Updated
Moody's	B3/NP	Caa1/NP	Positive	March, 2024

* A subsidiary of ADQ, and the only strategic shareholder with two board representations.

SHAREHOLDING STRUCTURE

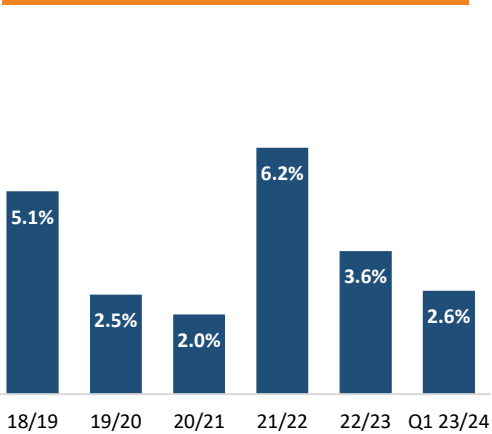


** Several wholly-owned subsidiaries of Fairfax Financial Holdings Ltd ("Fairfax")

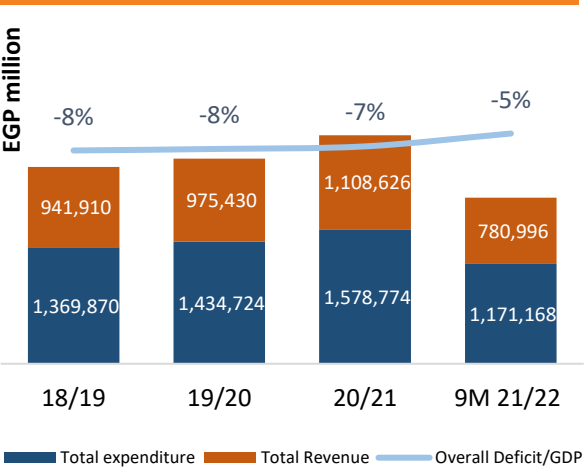


MACROECONOMIC ENVIRONMENT

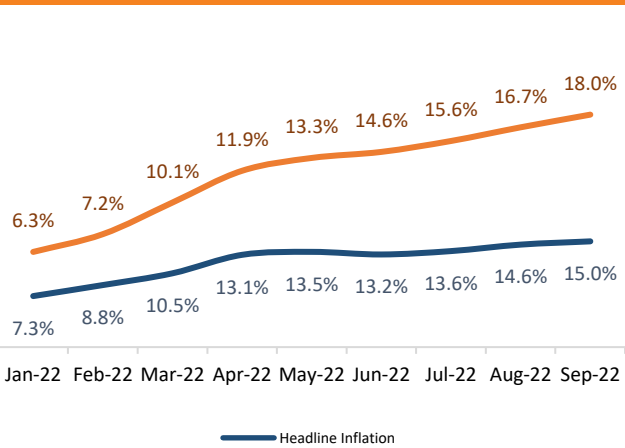
Real GDP Growth (%)



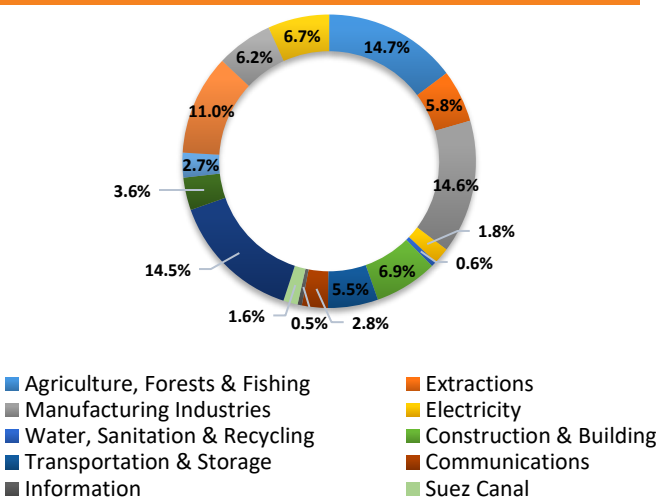
Fiscal Budget



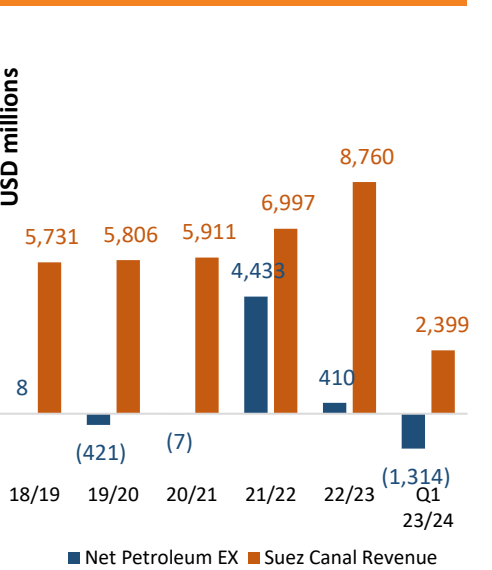
Inflation (%)



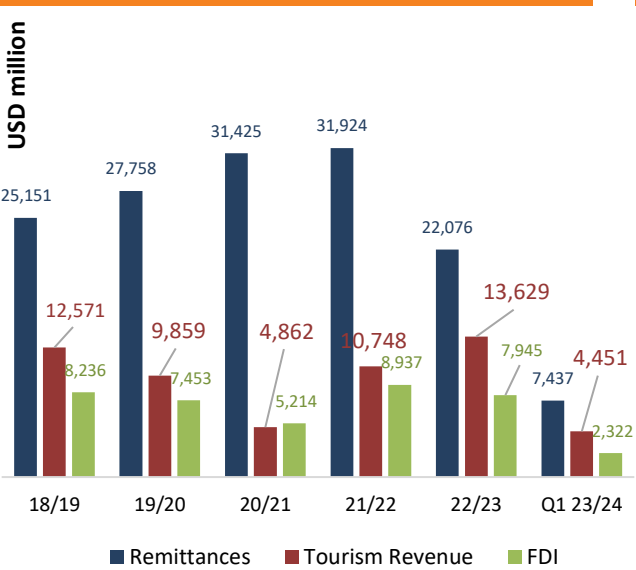
Diversified Economy**



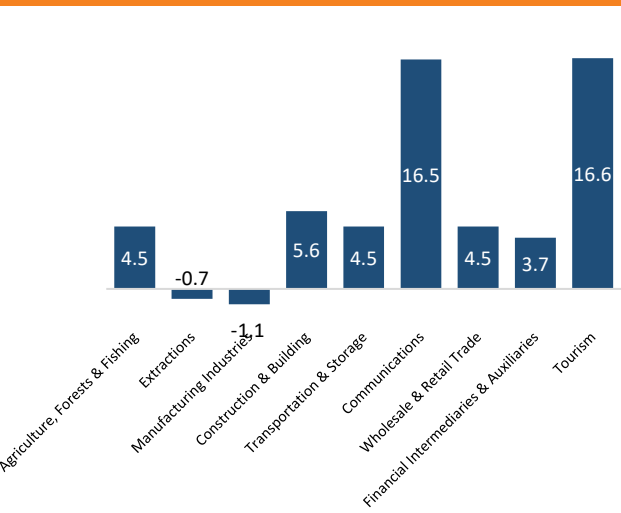
Petroleum and Suez Canal Proceeds



Foreign Inflows (USD)



Key Sectors Growth Rates



Manageable Debt

- Net International Reserve: USD 41.06bn (April 2024)
- Current A/C balance: \$ -2.8bn*
- LT external debt: \$134.3bn*
- ST external debt: \$30.27bn*

Consumption**

- Private consumption/GDP: 84%
- Public consumption/GDP: 7.4%

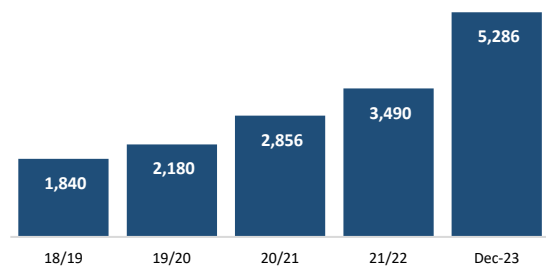
Growth Opportunities

- Total GDP: EGP 2,149.2 bn***

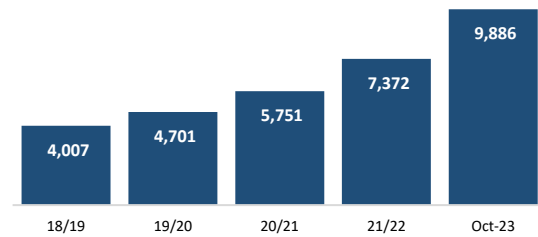
**Economic Activity as % of GDP July/Sep. 2023/2024

Egypt banking sector is well positioned for both resiliency and growth

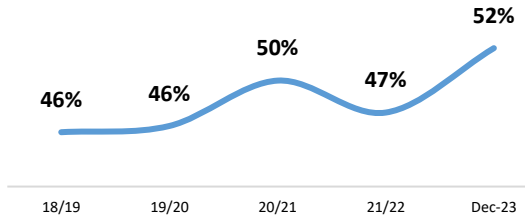
Total Loans (EGP bn)



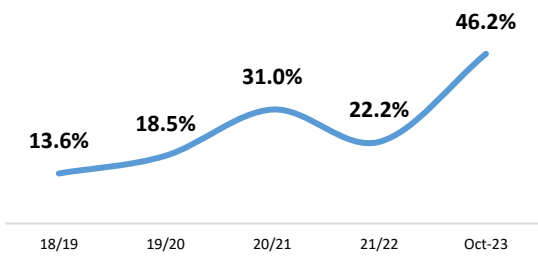
Total Deposits (EGP bn)



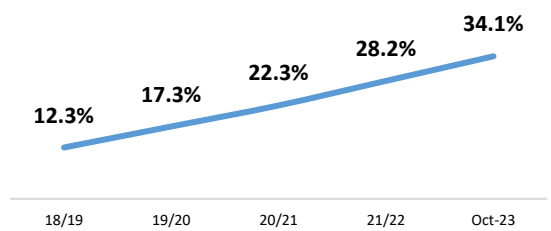
Loan/Deposit Ratio (LDR) (%)



Loan Growth (%)



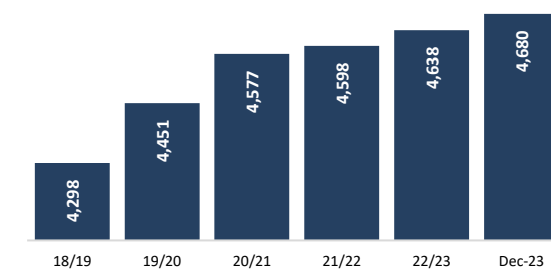
Deposit Growth (%)



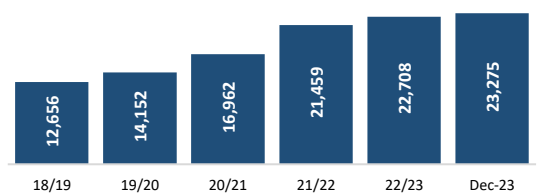
Banking Sector Ratios

- Total # of banks: 36
- Unbanked Population:
- Total bank lending facilities/GDP: 73.53%
- Corporate loans/GDP: 60.45%
- Household debt/GDP: 13.08%
- Loans/Deposits: 52.01%

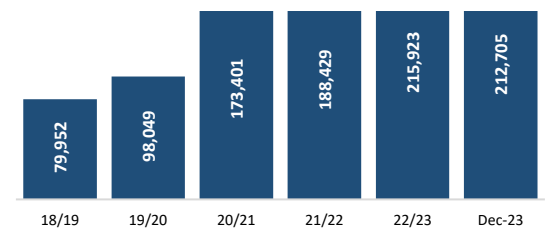
Total Number of Branches



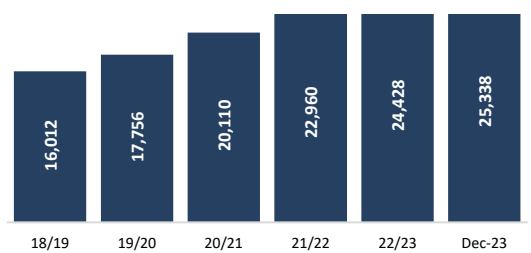
Total Number of ATMs



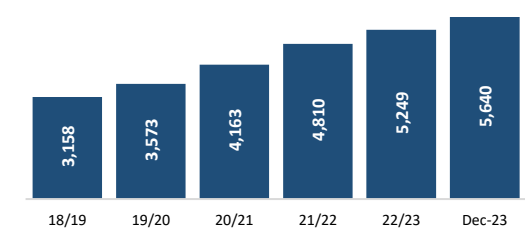
Total Number of POSs



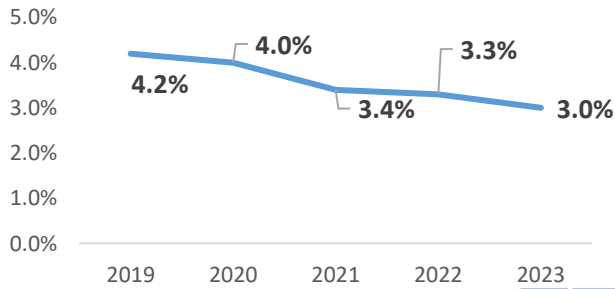
Total Number of Debit Cards ('000)*



Total Number of Credit Cards ('000)*



NPLs





STRATEGY

TODAY

TOMORROW

Financial Performance

- ❑ Quality loan growth, with focus on increasing product penetration & SoW
- ❑ Deposit growth, particularly from households clients
- ❑ Transactional banking services
- ❑ Upscale CIB Kenya's operations to cement the bank's position as trade finance hub for Egypt and Africa
- ❑ Empowering SMEs with tailored financing options

- ⊗ Differentiating our lending portfolio towards sectors of the future
- ⊗ Focus on underpenetrated retail banking segments with more efforts exerted to promote financial inclusion
- ⊗ Complementing CIB's offerings through CIFC's operations
- ⊗ Diversifying revenue streams and enhancing CIB's value proposition via expansion and partnerships in alternative markets

Customer Centricity

- ❑ Adopting a holistic and dedicated customer service model
- ❑ Offering bundled financial solutions and value-added services
- ❑ Undertaking several service quality initiatives to improve customer satisfaction
- ❑ 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
- ⊗ Capturing auxiliary business for corporate accounts and enriching service portals
- ⊗ Serving Non-Resident Egyptians with focus on the GCC region

Operational Efficiency

- ❑ Driving digital adoption, automation and process re-engineering for key transformation initiatives
- ❑ Develop a talent management program to retain key calibers
- ❑ Achieve best in-class enterprise risk governance capabilities

- ⊗ Become a digital leader in customer service, sales and operations
- ⊗ 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 through solid cyber security readiness

Responsible Banking

- ❑ Development in human capital and alignment to accommodate with the digital transformation
- ❑ Reduction in our ecological footprint
- ❑ Carry on the promotion of diversity, equity, and inclusion in the workplace
- ❑ Adoption of corporate governance best practices and solid CSR strategy

- ⊗ Implementing a social and environmental management system, embedding ESG principles bank-wide
- ⊗ Continue to advocate Responsible Banking through driving financial inclusion and literacy, women and youth empowerment and equality
- ⊗ Become Egypt's number 1 "Green Bank"

Global Transaction Banking Products:

	Transactions Volume	Growth Vs YTD Mar 2023	Transactions Value	Growth Vs YTD Mar 2023
Cash Management	2.4m	13%	465bn	69%
IPN	26.1m	455%	182.5bn	545%
Trade Finance Management	7.7k	16%	23.6bn	5%
Corporate Payment Services	68k	11%	8.9bn	3%

Since the launching of financial inclusion strategy by CBE and the CIB is continuing to develop all the necessary tools to enable better- access for unbanked & underbanked segments, understand the segments financial needs and offering the necessary financial literacy alongside tailored product and services to enable their livelihoods through:

Offering Light KYC Products

Simple products with minimum documents and affordable cost to either individuals & micro enterprises:

- Smart wallet with total transactions value reached EGP 11.5 Bn in March 2024
- Bedaya Saving account for individuals that reached a YTD average balance of EGP 103Mn as of Q1 2024
- Bedaya current & Bedaya business accounts to micro business owners that reached a YTD average balance of EGP 13Mn as of Q1 2024
- Digital payment acceptance tools “QR” with total number of merchants reached 23.8K as of Q1 2024
- Meeza prepaid card reaching 12K cards as of Q1 2024

Expanding acquisition channels at optimum cost

- capitalizing on bank agent network that doubled during the couple of years to reach 400 well established mini branches among all the Egyptian governorates
- Dedicated Financial inclusion direct sales team with a focus on lower income payroll, free lancers, service providers for community sharing platforms and small business owners
- Optimize cost of acquisition by diversifying acquisition channels to reach a decrease by 26% in 2023 vs. 2022, followed by an additional decrease of 7% in Q1 2024

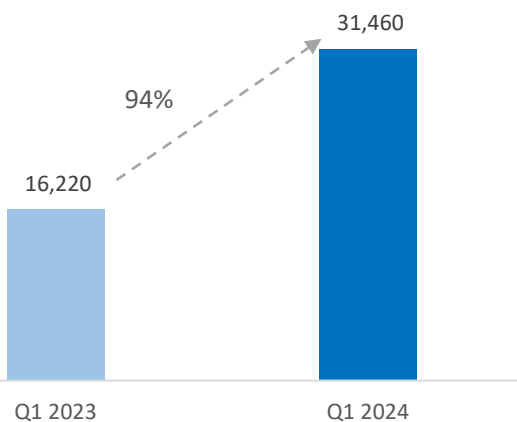
New segmentation strategy

- A new customer segment is being launched aligning with the Financial inclusion customers' profile.
- It will be focusing on customer satisfaction with sub-segmented value proposition with customer centricity & experience enhancement tools to better cater for the segment's customer nature & needs in addition to supporting financial inclusion initiatives & literacy.

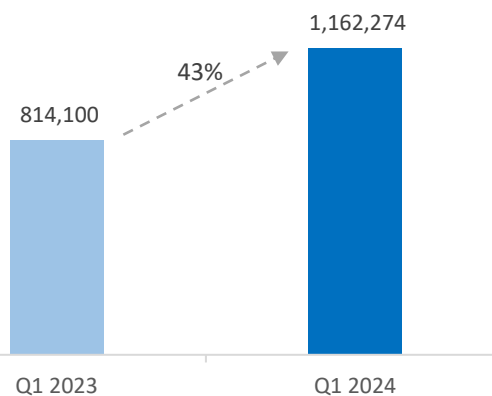
Financial inclusion business evolution Q1 2024 vs. Q1 2023

Individuals

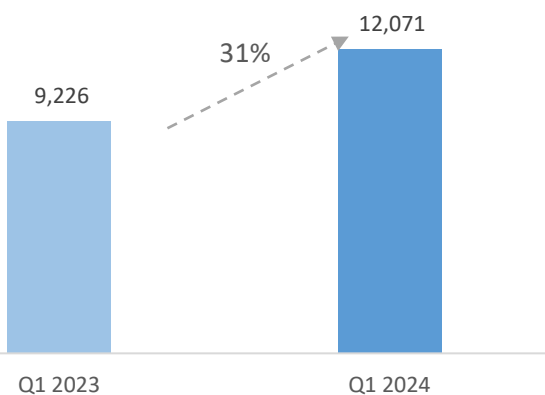
Bedaya Saving- no. of accounts



Smart wallet customer base

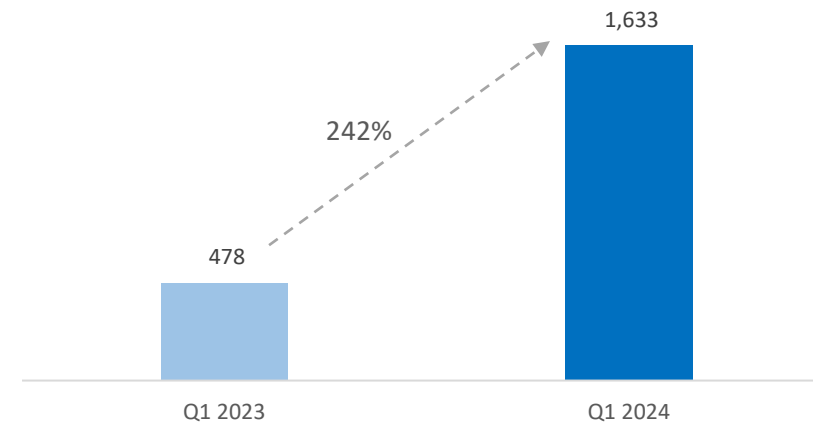


Meeza Prepaid Card - no. of cards

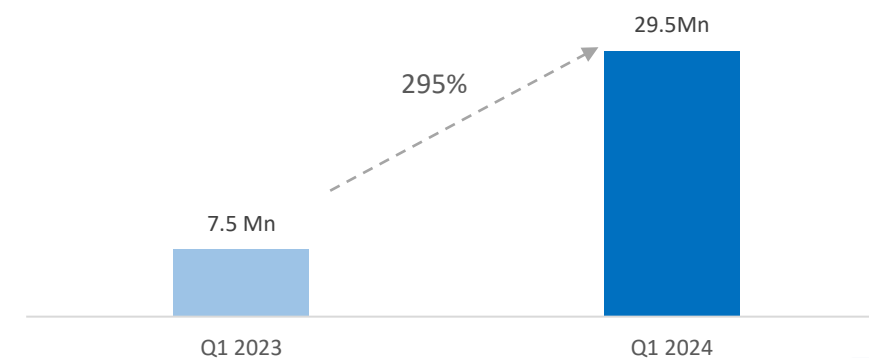


Micro business

Current & business- no. of accounts



Digital Acquiring tools "QR" value of trx "EGP"



Financial literacy activities & CBE Events

- CIB is always keen to be one of the main players to achieve the strategic objectives of the country believing in its role to improve the financial awareness for the underbanked and underbanked in addition to include them in the ecosystem. CIB conducted awareness and literacy sessions for more than 7,500 individuals in 2023.
- Additionally, CIB is actively participating in six annual CBE financial inclusion initiatives, which have enabled broader NTB customer acquisitions for the Bank, hereunder financial inclusion initiative overview for Q1 2024

Women's day Initiative March 2024

Port said Governorate

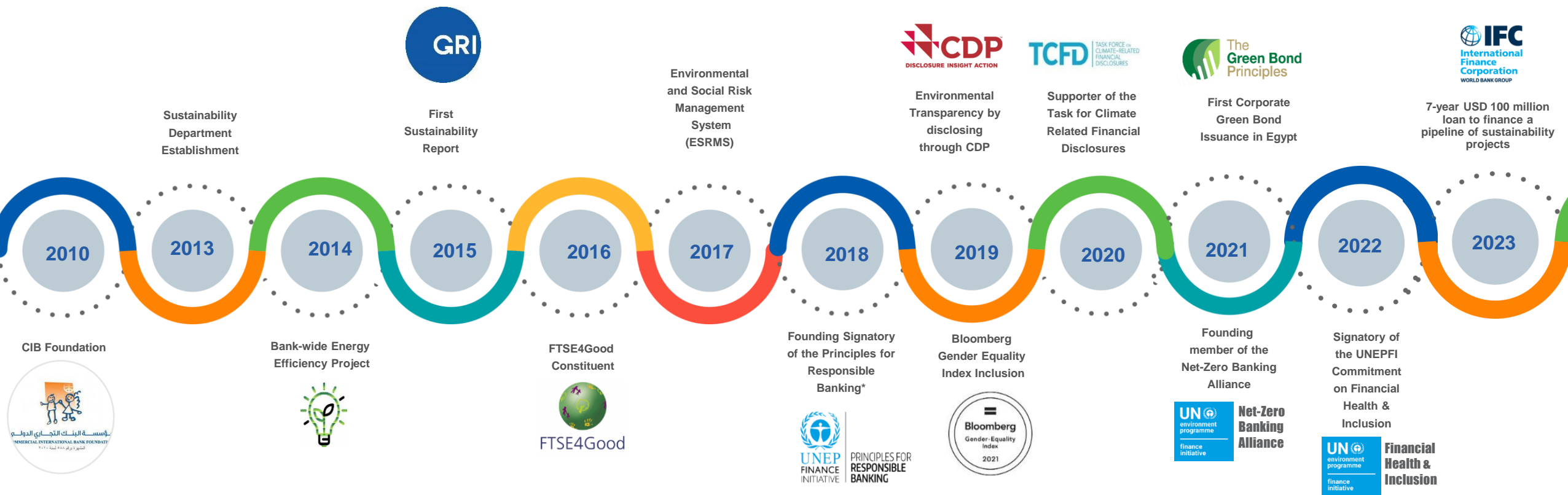


Behira & Giza Governorates





ESG



CIB Sustainable Finance Institutional Pillars



CIB Sustainable Finance Policy

Published in 2021 and currently under update, CIB's [Sustainable Finance policy](#) embeds sustainability throughout its operations. It emphasizes ESG integration across business lines and adapts to emerging trends, serving as a dynamic foundation for the bank's commitment to sustainable finance.

CIB Sustainable Finance Strategy

CIB's 2021 Sustainable Finance Strategy, based on six key pillars, aims to seamlessly integrate ESG principles into its operations. Focused on transforming Egypt's sustainability landscape and becoming a global leader in the field, it prioritizes risk management, revenue generation, reputation, and ecological footprint.

International Standards and Guidelines



Recognition and Ratings



The integration of sustainability into CIB's core operation starts at the highest level with signoff from the bank's Board of Directors who are committed to advancing the bank's governance structures to ensure the integration of ESG into the bank's policies and culture

Board of Directors

The board of directors primarily focuses on setting the Bank's strategic objectives, overseeing the implementation of the Sustainable Finance Strategy and Policy, providing oversight of senior management, ensuring review of the Bank's economic, environmental, social and governance sustainability issues and initiatives, including climate risks, and securing the Bank's institutional reputation and long-term sustainability.

Board Sustainability Committee

Acts on behalf of the Board in overseeing all sustainability-related efforts and supports the integration of environmental, social and governance (ESG) aspects across the Bank to generate value for all stakeholders. It approves CIB's sustainability frameworks, strategies, policies, and international affiliations and memberships.

Sustainable Finance Steering Committee

A cross-functional committee that includes Board and Executive Management representation, with a mission to establish, guide, empower and monitor the Sustainable Finance department, in line with CIB's business needs and international best practices.

Chief Sustainability Officer (CSO)

The CSO is responsible for the Sustainable Finance department, serves as a member of the SFSC, and contributes to the Bank's ESG governance bodies, including board committees. The CSO provides sustainability stewardship to help the Bank leverage the ESG imperative to sustain the Bank's value. The CSO's accountability includes conceiving and implementing the sustainable finance institutional pillars as well as ensuring the issuance of sustainability disclosures, and reconfigures the Bank's strategy to address climate change, circular economy and biodiversity.

Sustainable Finance Department

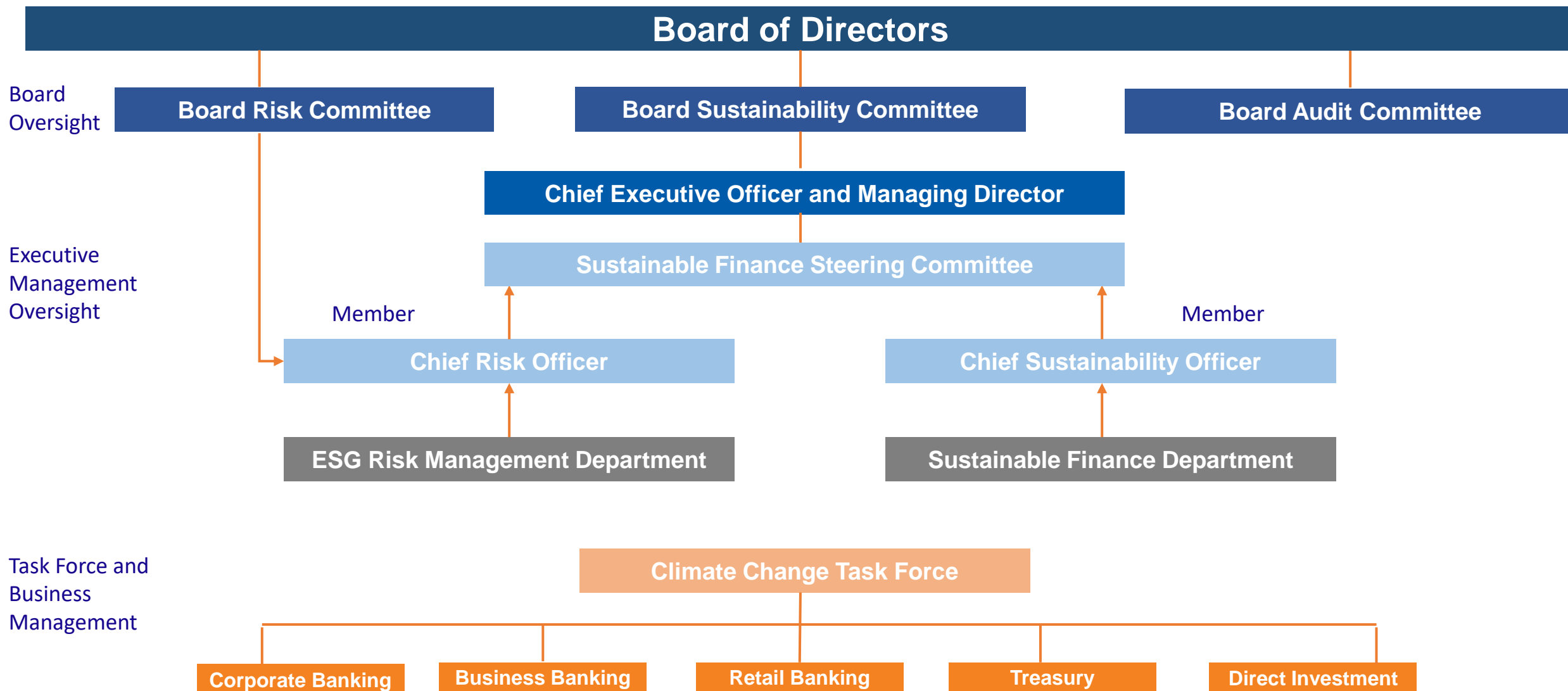
Ensures the centrality of sustainability as a core business strategy, and provides a solid platform for the integration of sustainability, and environmental, social and governance (ESG) principles across the Bank's functions.

Sustainability Strategic Network

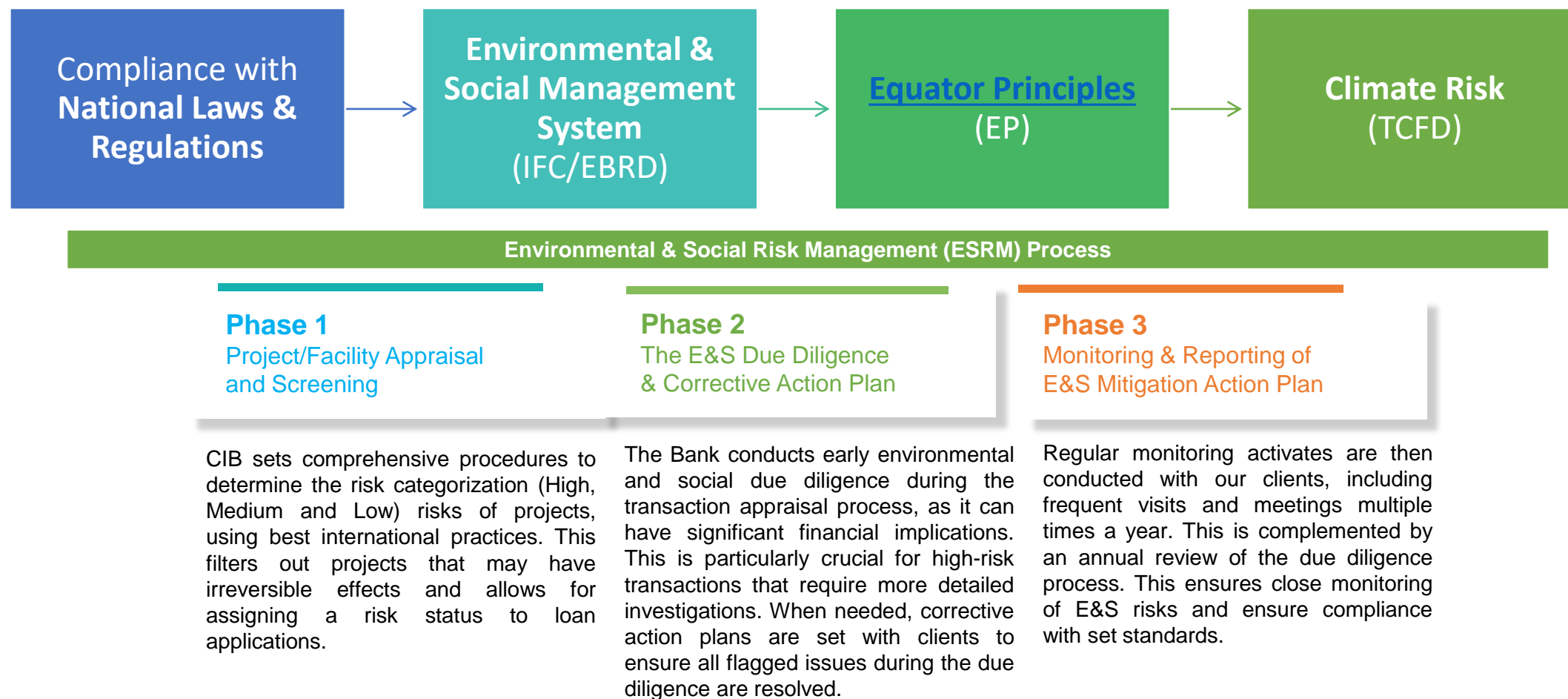
A cross-functional, multi-stakeholder organizational structure that includes key representatives from across the Bank, linking functions and departments together. It ensures an inclusive and participatory approach to embed sustainability within CIB.

Sustainable Finance Policy

CIB's Sustainable Finance Policy defines and sets comprehensive framework that translates the Bank's ESG commitments into achieving long-term value creation for all stakeholders and instilling a governance framework to monitor proper implementation. It was developed in alignment with national, regional, and international agreements, goals, and standards concerning sustainability (E&S Risk Management, Sustainable Finance, and Operational Footprint). CIB's Sustainable Finance Policy is applicable to all the Bank's departments, functions, and lines of business. It provides guidance to all internal stakeholders who are responsible for aligning with the requirements of this policy in their respective areas of responsibility.



CIB has had a robust **Environmental and Social Risk Management System (ESRM)** in place since 2016, which positions the Bank as the leader in sustainable finance in the Egyptian market and provides clients with the necessary tools and products to aid their transition to a more responsibly profitable economic model.



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

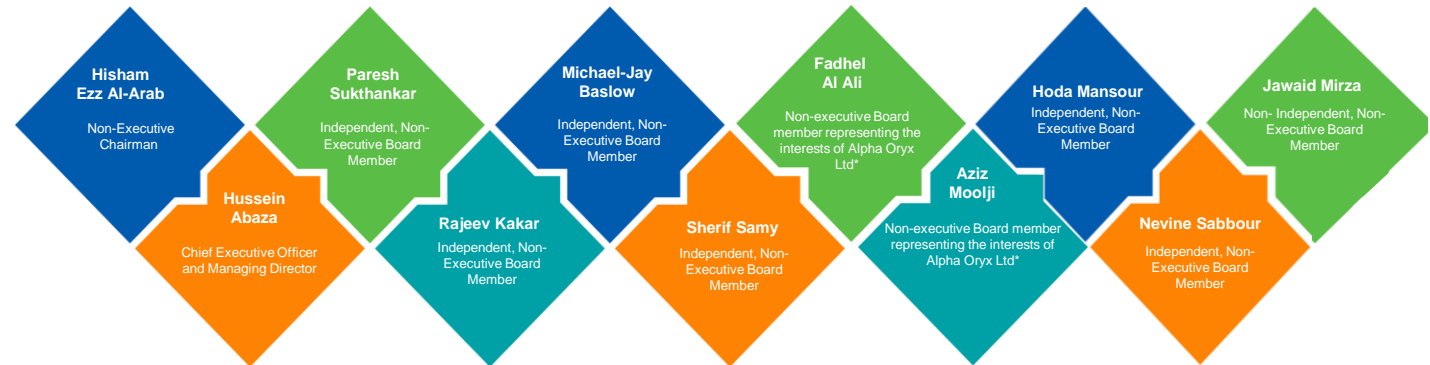
The Board carries on with its mandate to continuously improve the overall corporate governance framework by regularly reviewing and supervising the Bank's practices



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, 7 are independent and 2
representing the interests of Alpha Oryx Ltd*

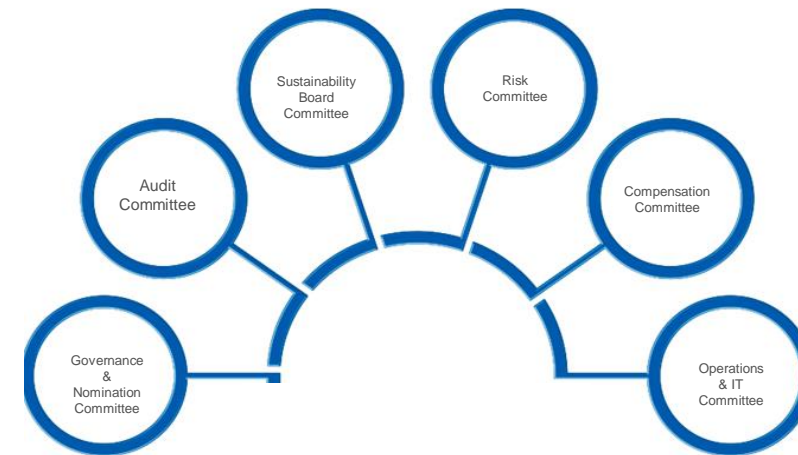


Board Committees

6 Non-executive 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

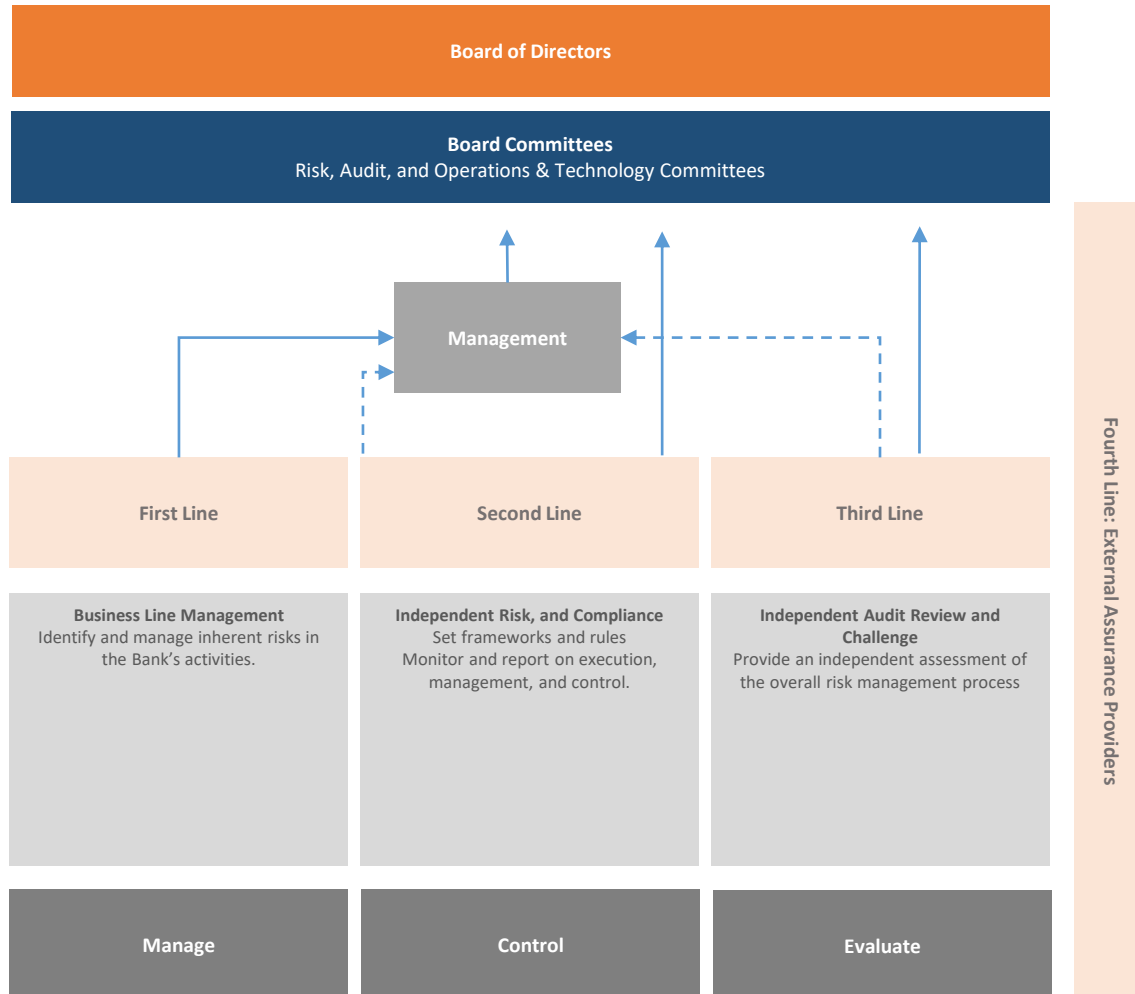




RISK MANAGEMENT

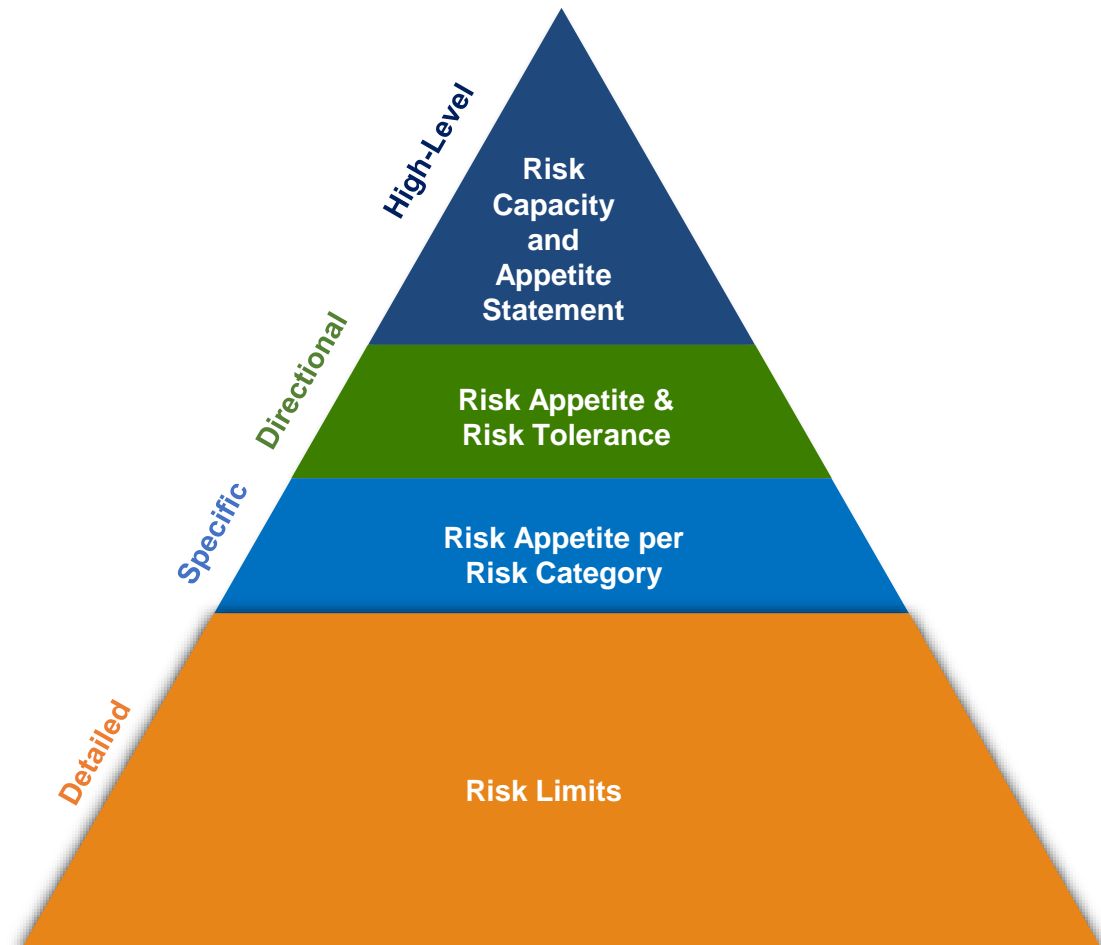
RISK MANAGEMENT

Risk Governance – Three Lines Model



Risk Appetite

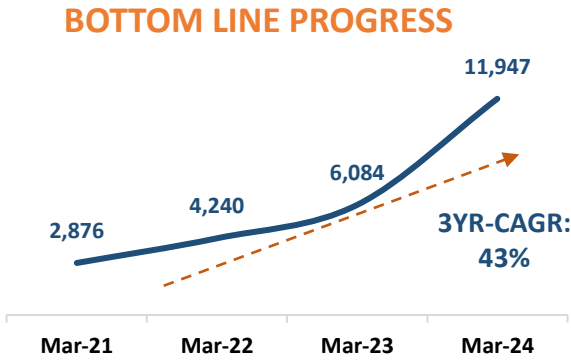
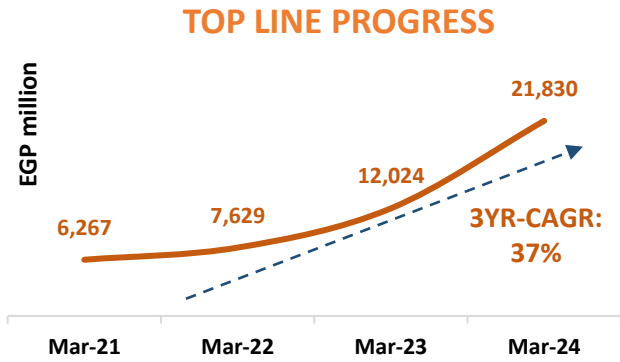
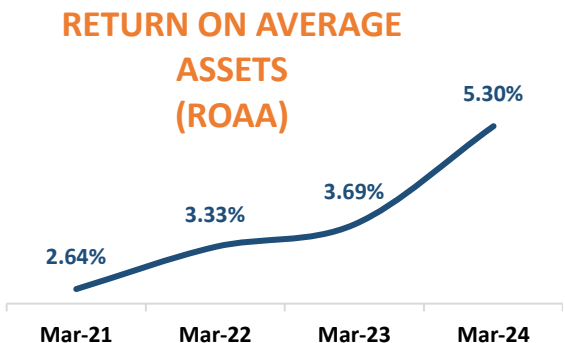
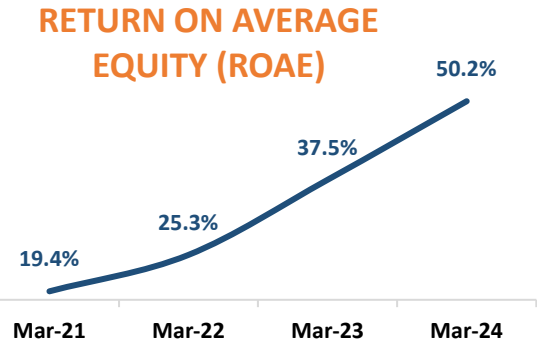
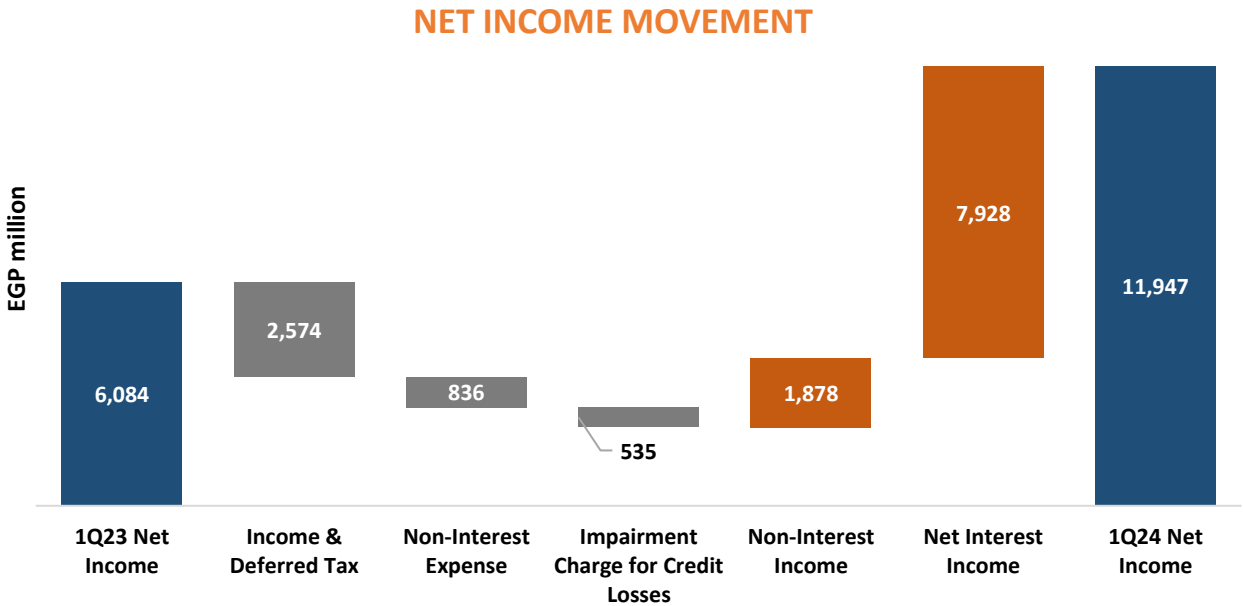
Risk Appetite is an integral component of CIB's ERM framework as a governance and monitoring tool in evaluating the Bank's risks. It covers all material risks (financial and non-financial) including its policies, processes, controls, and systems through which Risk appetite is established, communicated,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



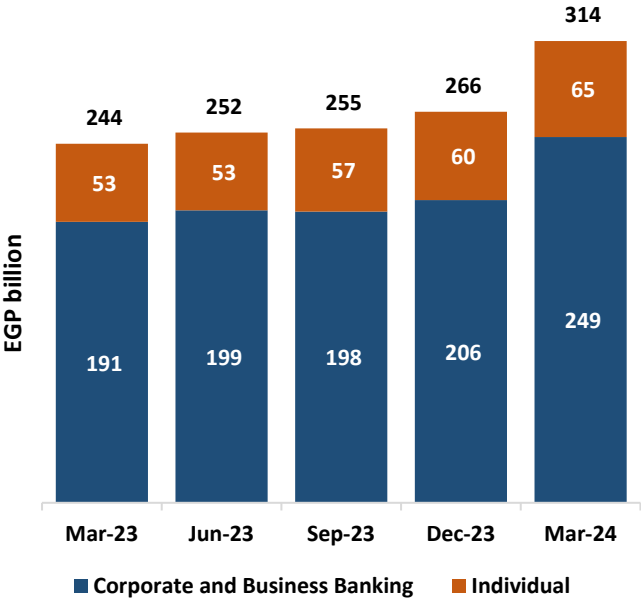


FINANCIAL PERFORMANCE

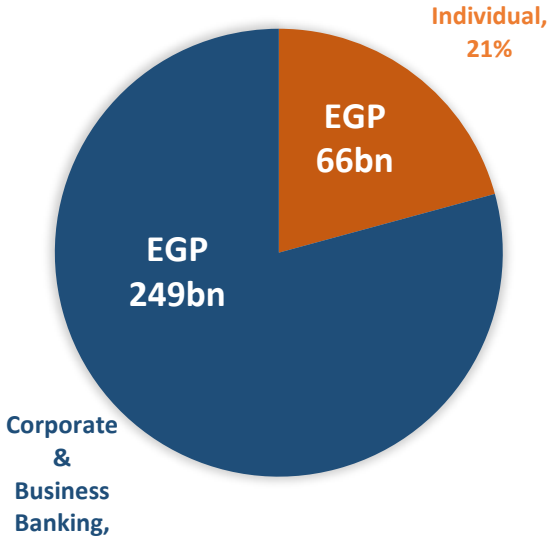
Standalone Profit and Loss (EGP million)	1Q24	4Q23	QoQ Change	1Q23	YoY Change
Net Interest Income	18,760	15,160	24%	10,832	73%
Non-Interest Income	3,070	1,184	159%	1,192	158%
Net Operating Income	21,830	16,344	34%	12,024	82%
Non-Interest Expense	(2,840)	(3,462)	-18%	(2,005)	42%
Impairment Charge for Credit Losses	(1,482)	(3,038)	-51%	(948)	56%
Net Profit before Tax	17,507	9,844	78%	9,071	93%
Income & Deferred Tax	(5,561)	(2,808)	98%	(2,987)	86%
Net Profit	11,947	7,036	70%	6,084	96%



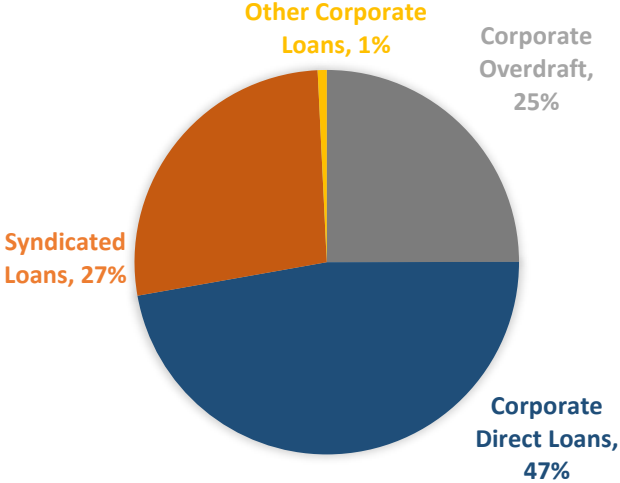
GROSS LOANS



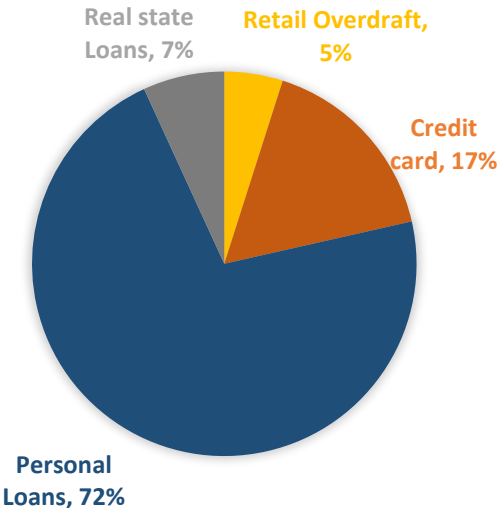
MAR-24 GROSS LOAN COMPOSITION



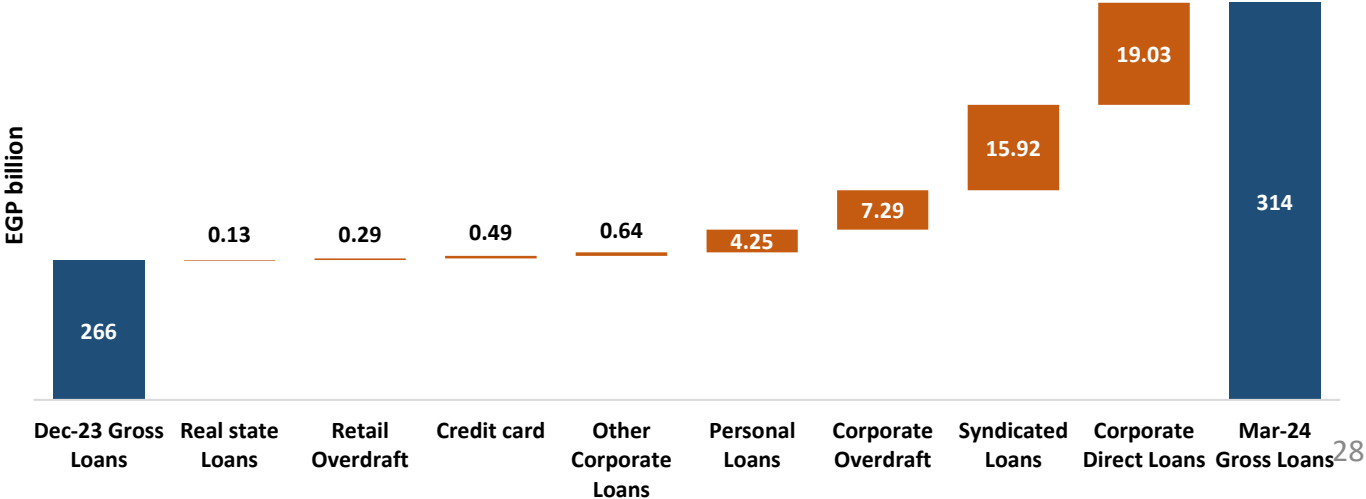
CORPORATE LOAN PRODUCTS



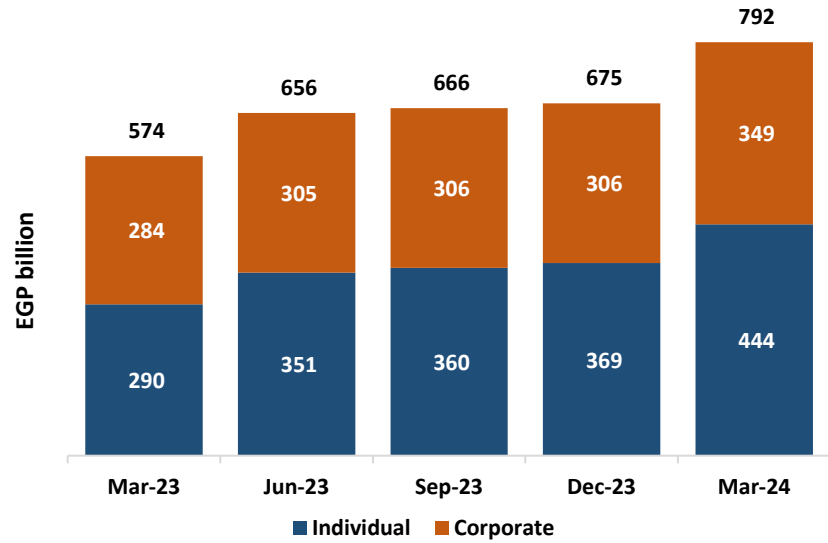
INDIVIDUAL LOAN PRODUCTS



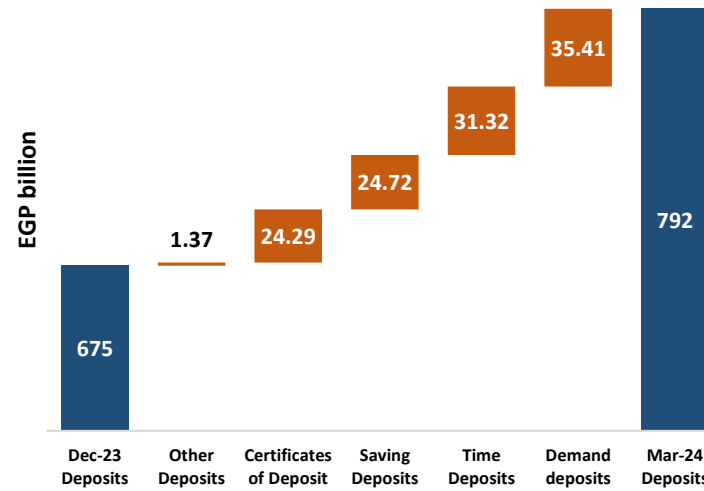
GROSS LOAN MOVEMENT



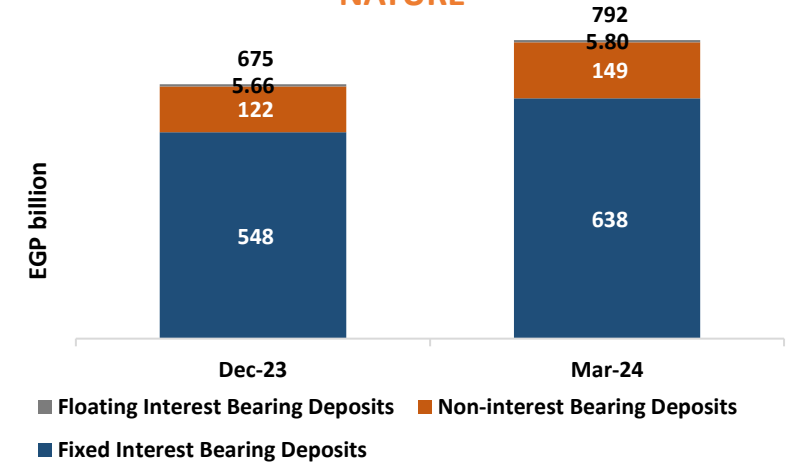
DEPOSITS



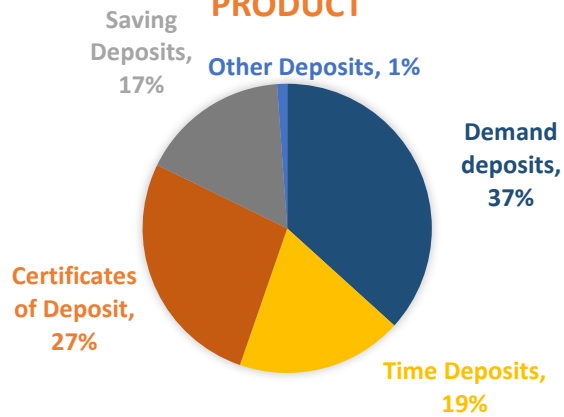
DEPOSIT MOVEMENT



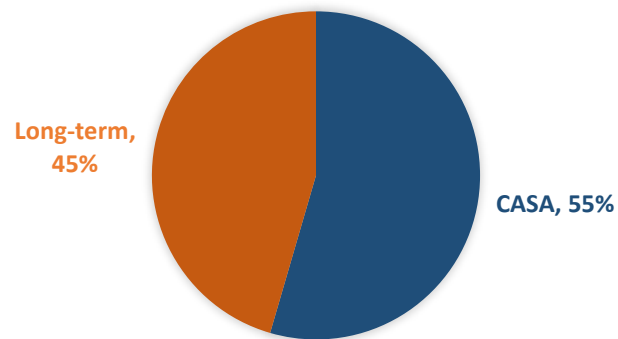
DEPOSITS BREAKDOWN BY INTEREST NATURE



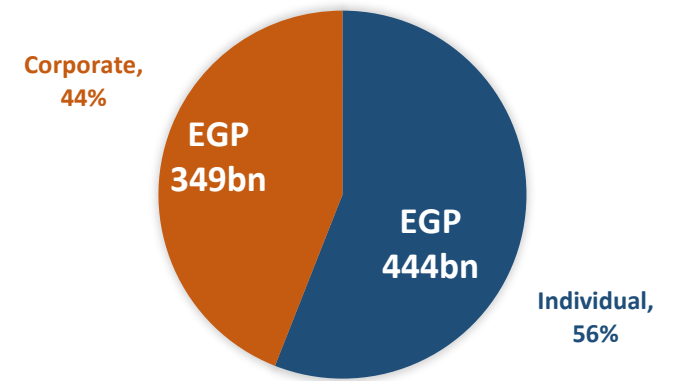
MAR-24 DEPOSIT BREAKDOWN BY PRODUCT



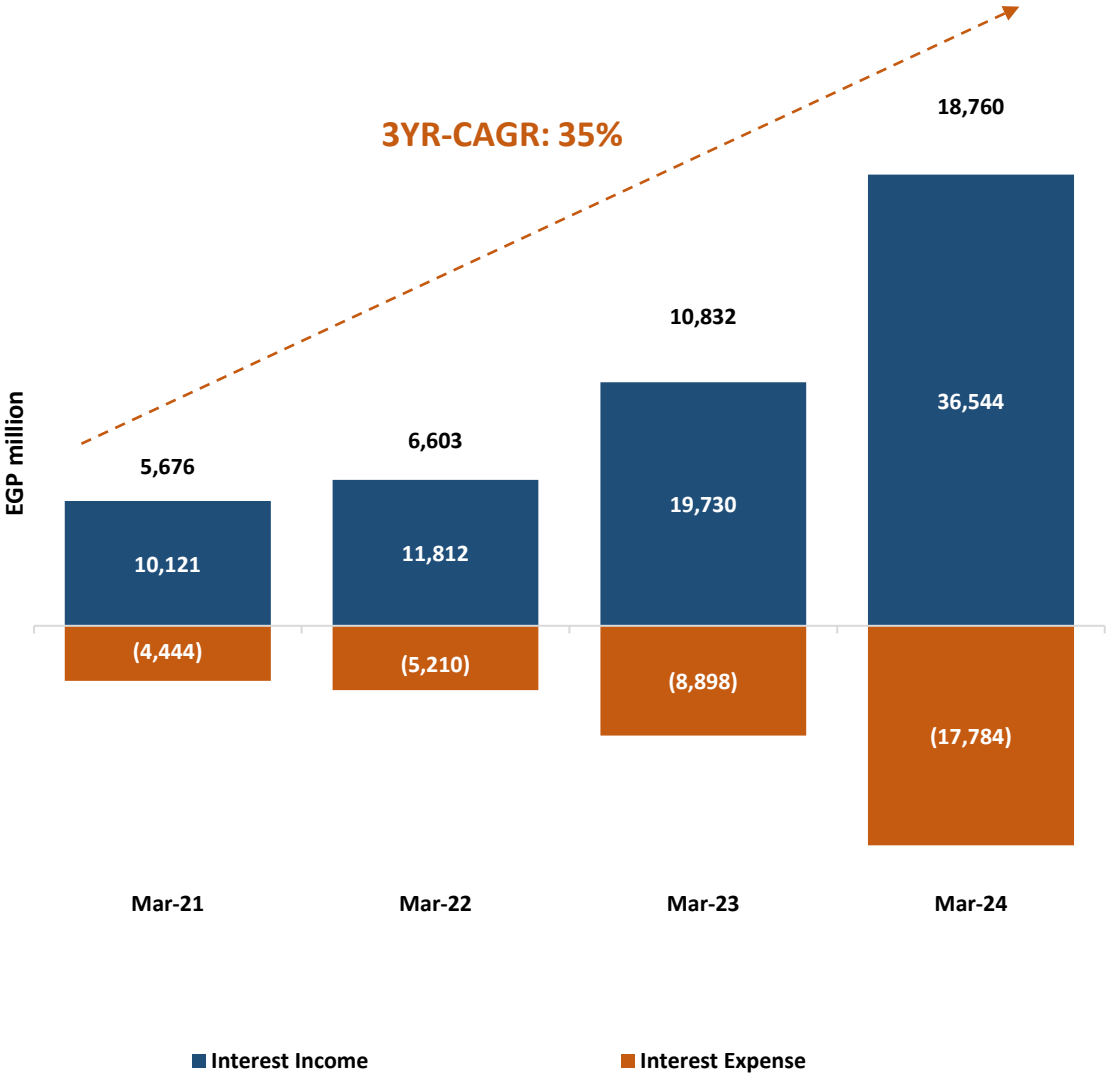
MAR-24 DEPOSIT BREAKDOWN BY TENOR



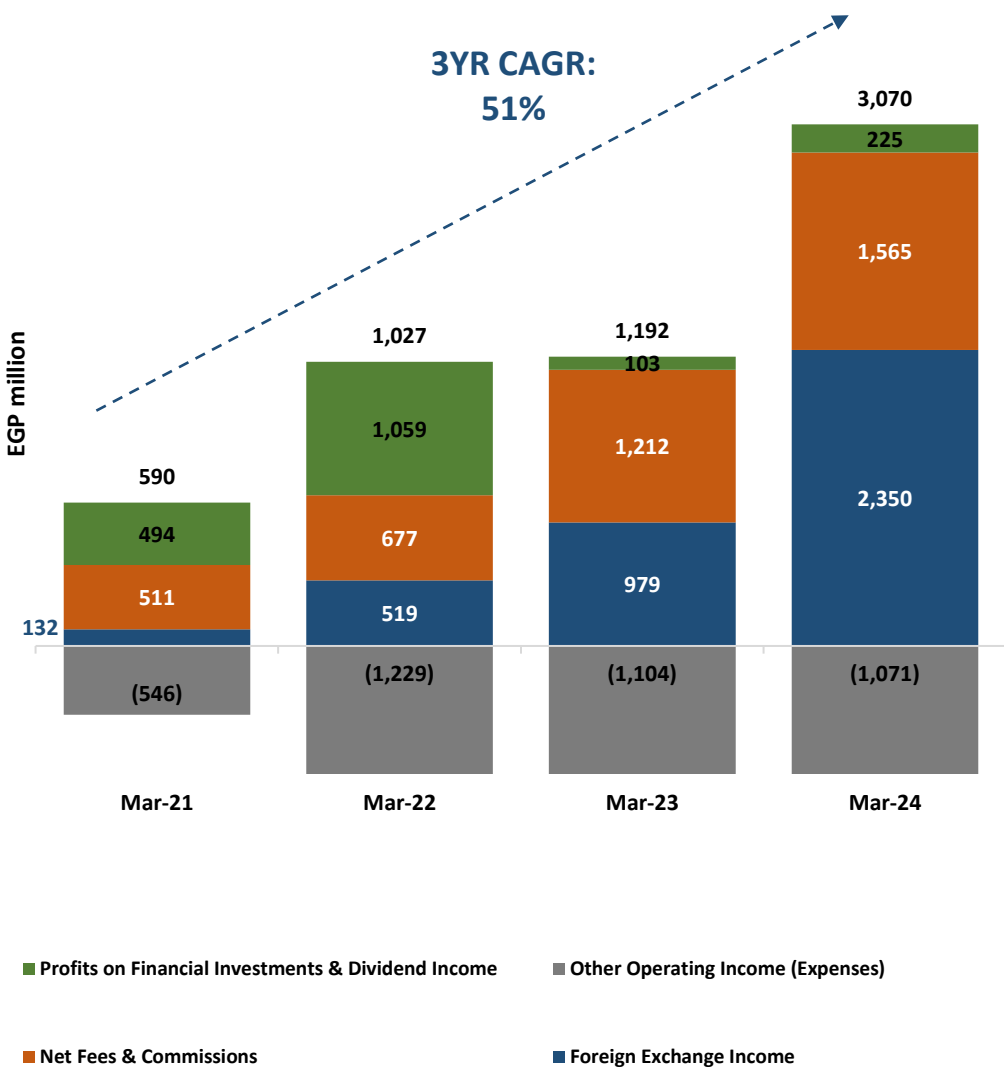
MAR-24 DEPOSIT COMPOSITION

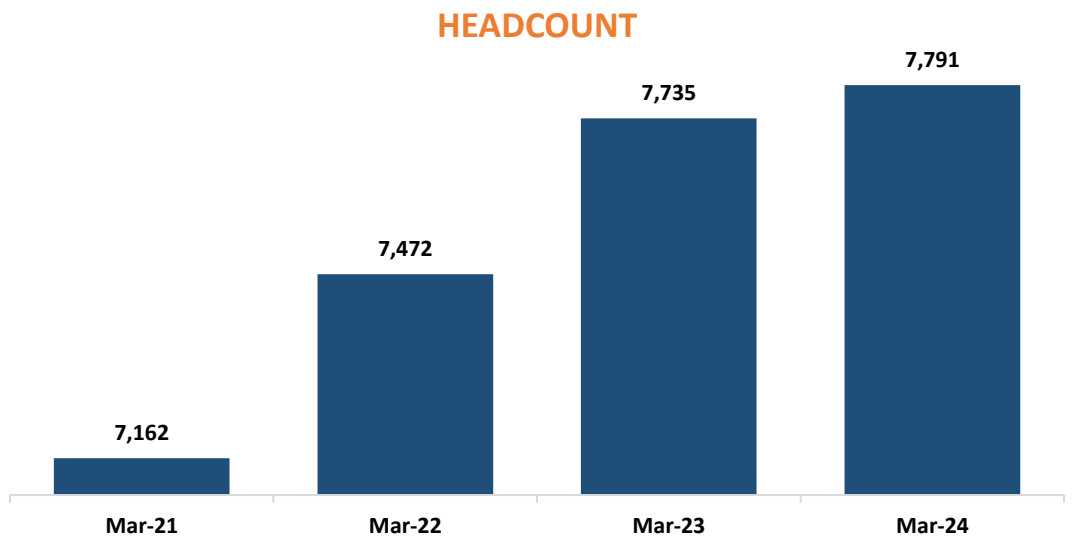
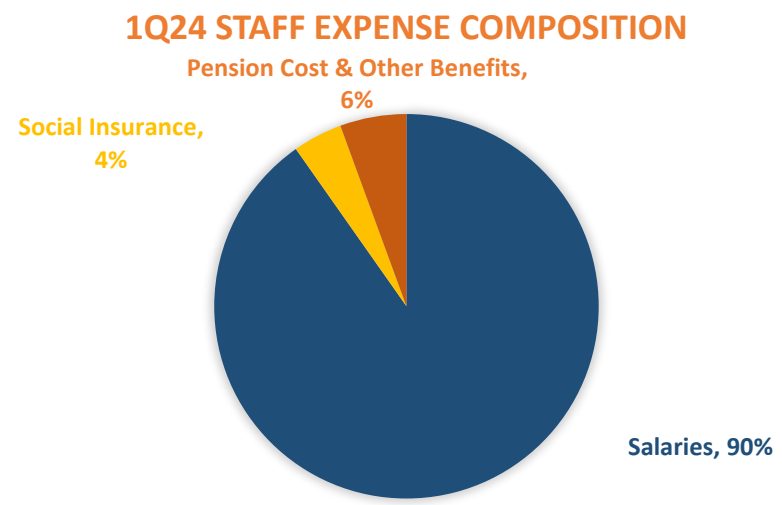
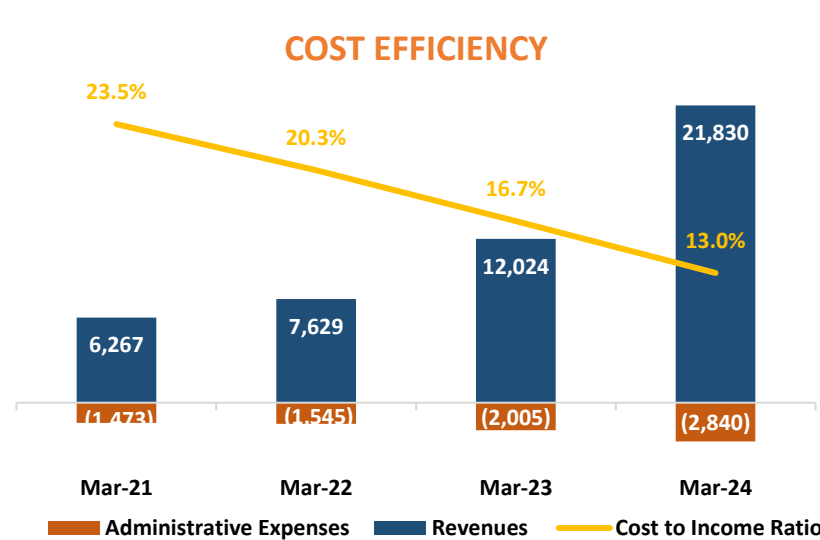
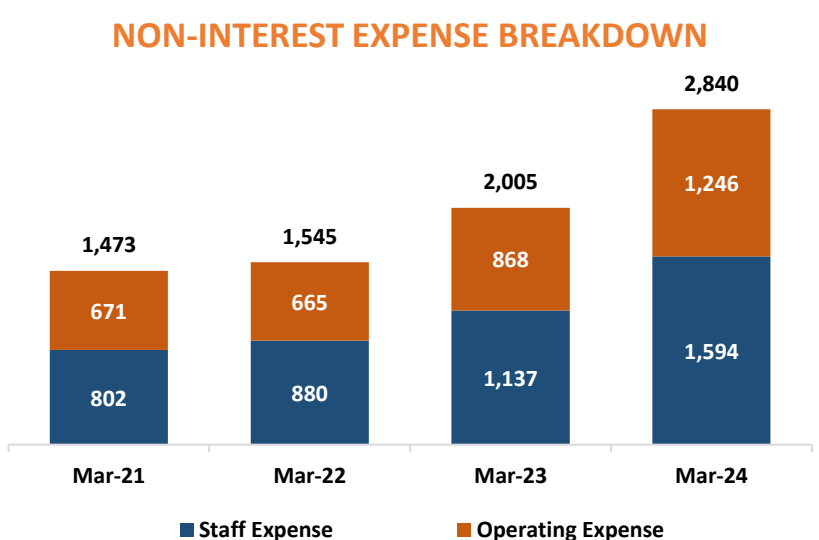
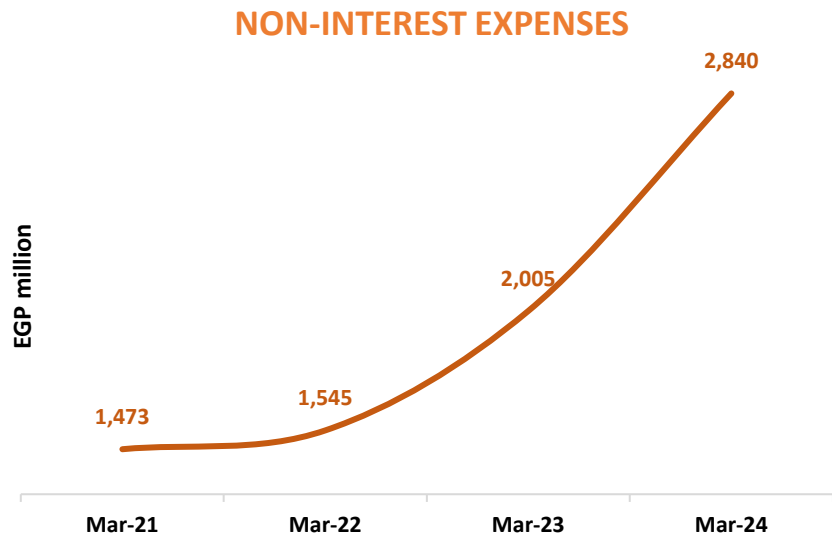


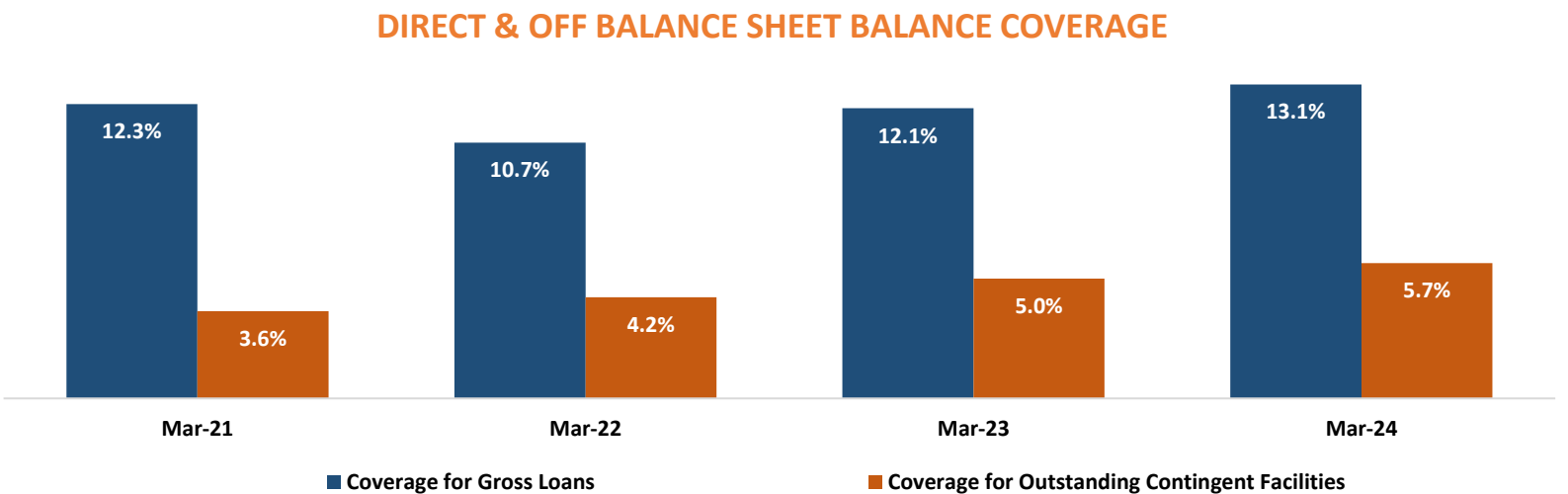
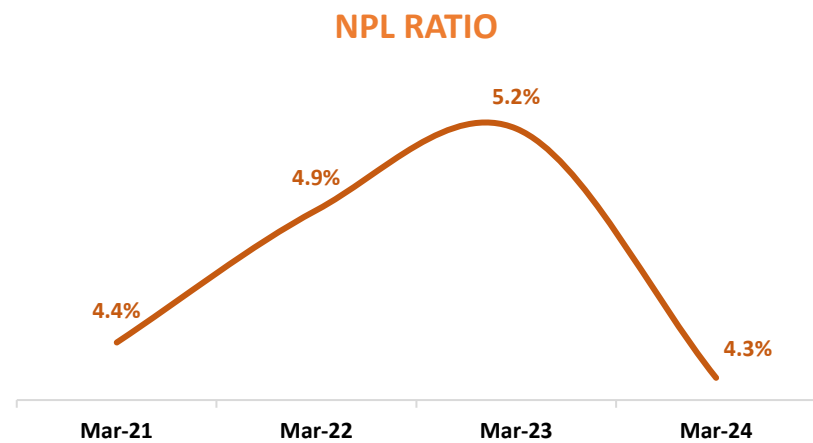
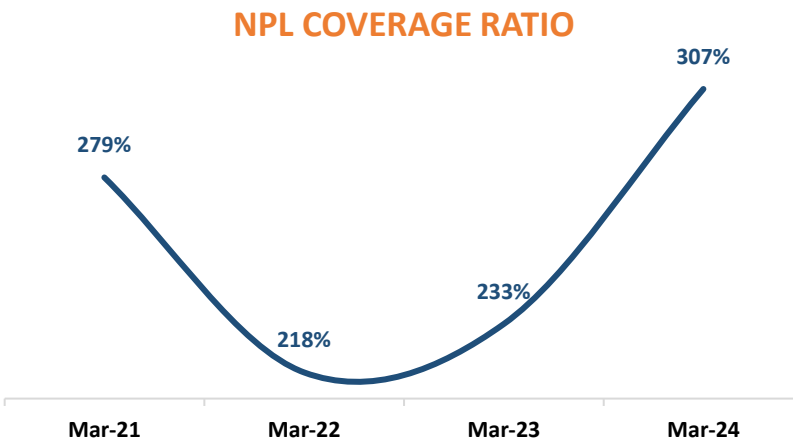
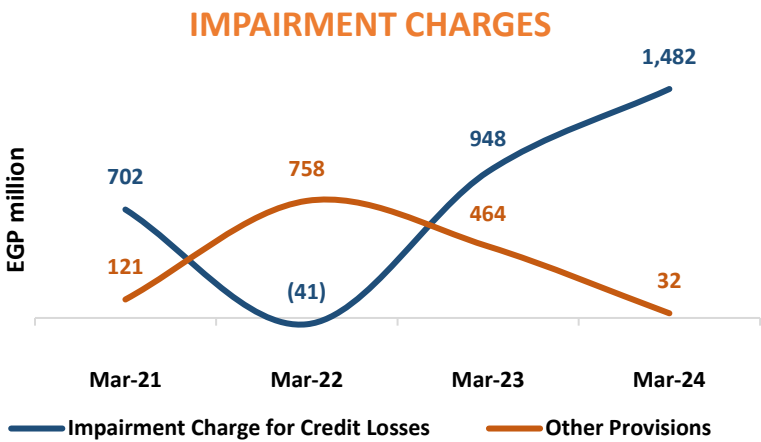
NET INTEREST INCOME



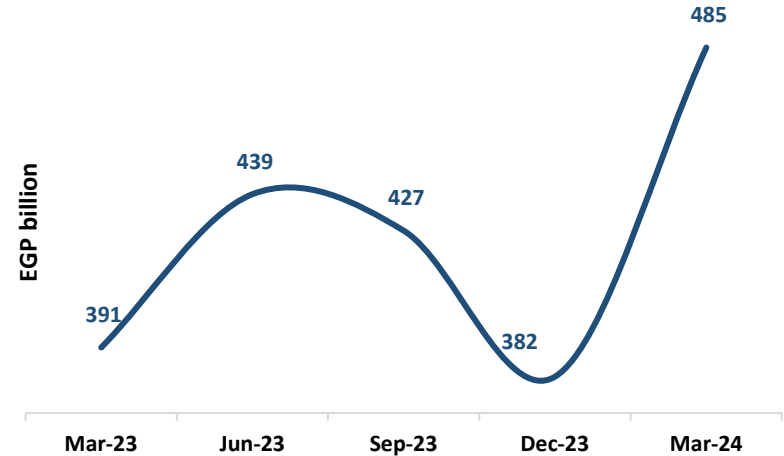
NON-INTEREST INCOME



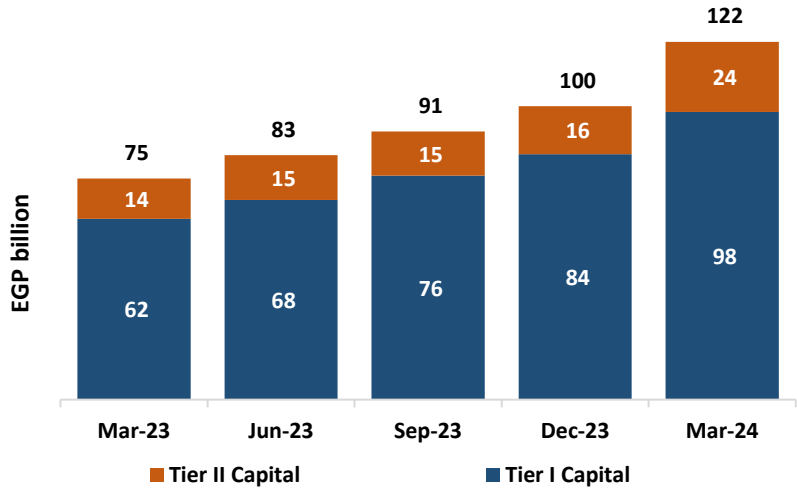




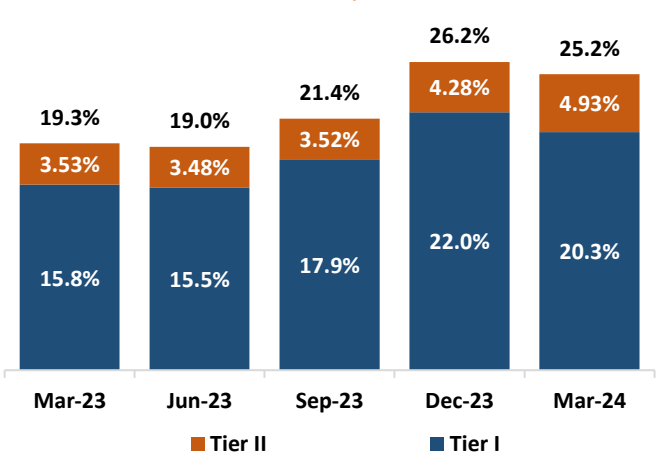
RISK-WEIGHTED ASSETS



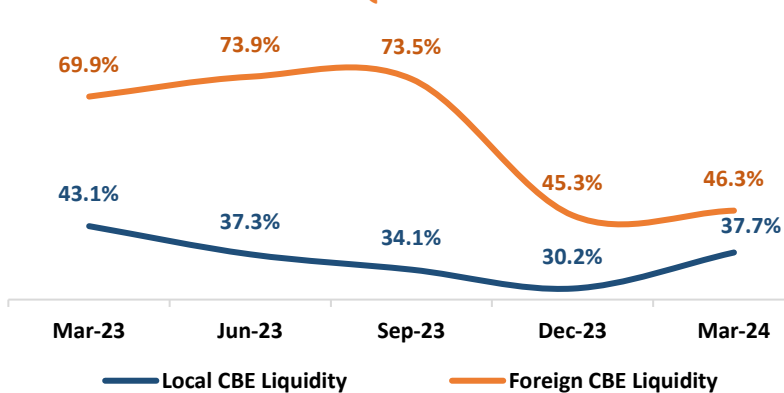
CAPITAL BASE



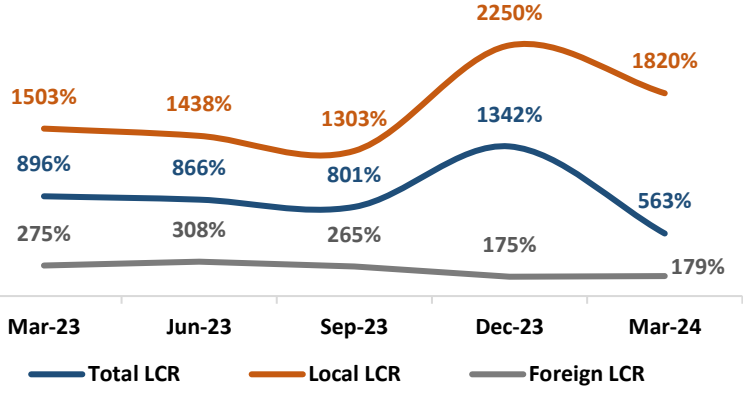
CAPITAL ADEQUACY RATIO



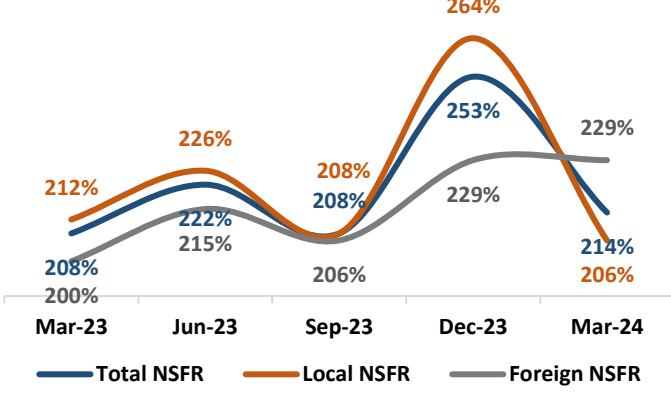
CBE LIQUIDITY

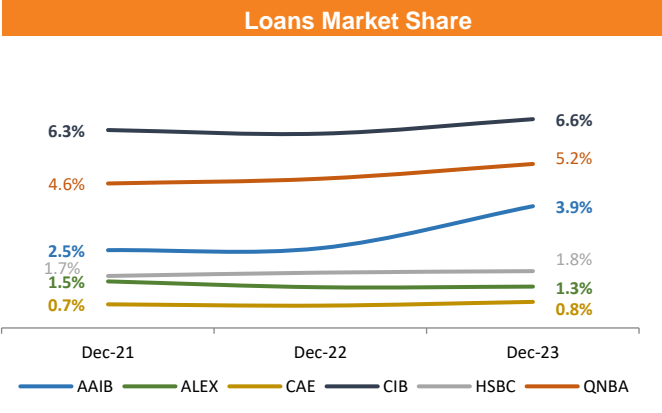
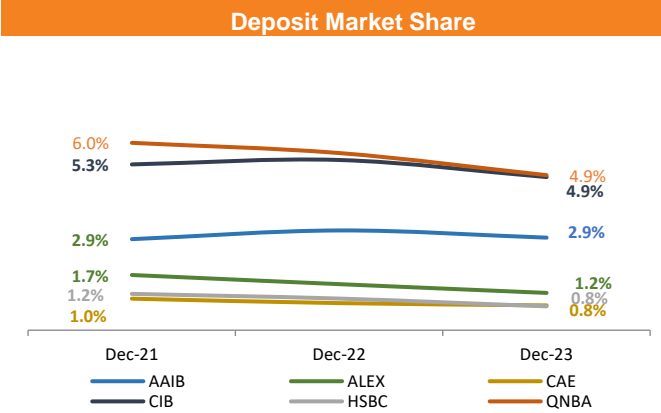
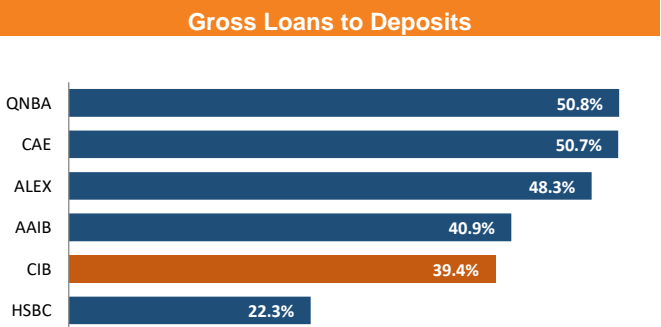
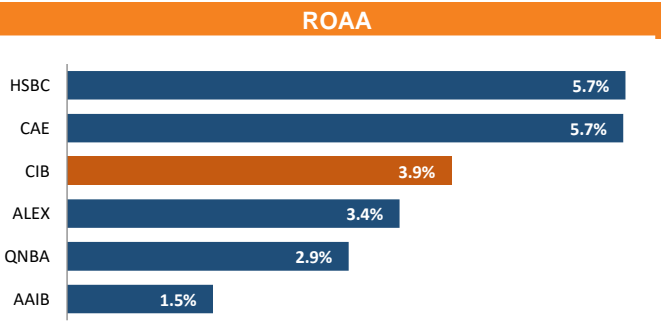
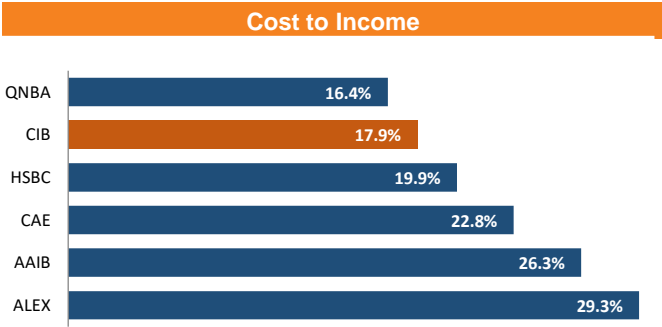
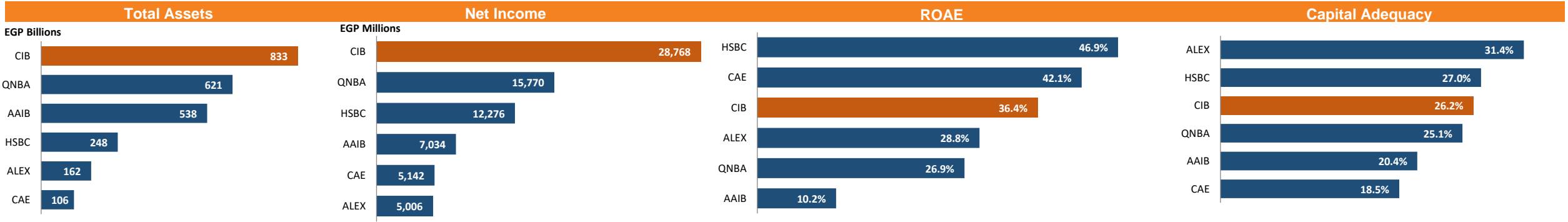


LCR



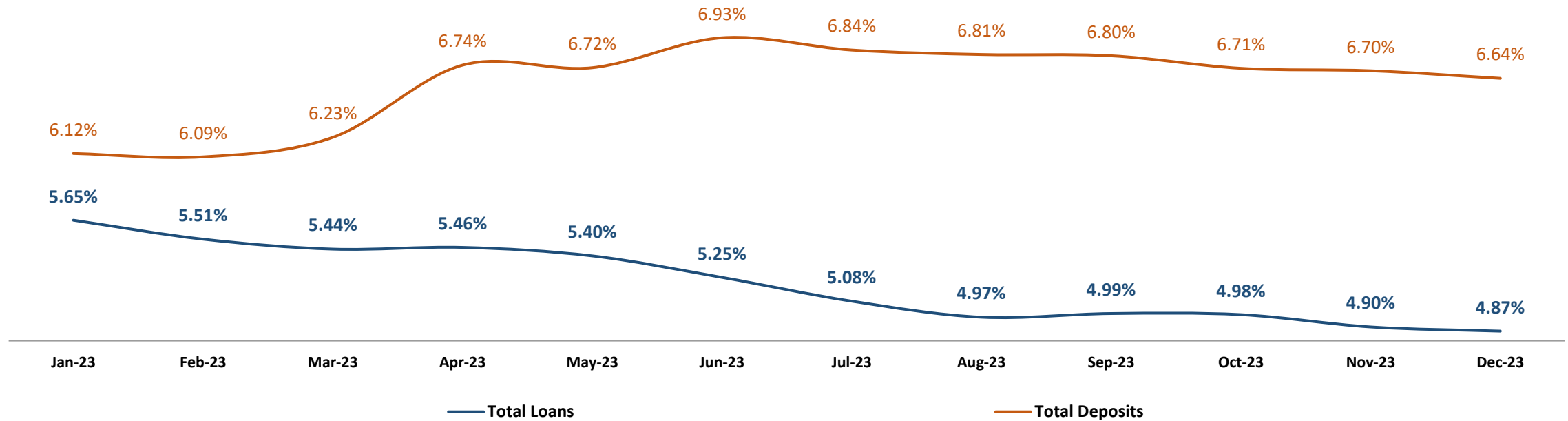
NSFR





* As of Dec-23





Total Loans
4.87%*

- 🌐 **LCY Loans** 4.93%
- 🌐 **FCY Loans** 4.71%
- 🌐 **Household Loans** 4.54%
- 🌐 **Institutional Loans** 6.46%

Total Deposits
6.64%*

- 🌐 **LCY Deposits** 5.62%
- 🌐 **FCY Deposits** 11.09%
- 🌐 **Household Deposits** 6.59%
- 🌐 **Institutional Deposits** 6.68%



**Global Finance Best
FX bank in Egypt**

**Global Finance
Best Bank for
Sustainable Finance in
Emerging Markets for
Africa 2024**

**Global Finance
Best Bank for
Sustainable Finance in
Egypt 2024**

**EUROMONEY
Corporate Social
Responsibility(CSR)
Egypt**

**EUROMONEY
SME Banking
Egypt**

**EUROMONEY
Highly Regarded
Investment Banking**

**EUROMONEY
Corporate Banking**

**EUROMONEY
Digital Solutions**

**EUROMONEY
ESG**

**Global Finance
Best Private Bank in
Egypt**

**MEED
Cash Manager of the
Year MENA**

**MEED
Best Digital Bank Egypt**

**EUROMONEY
Best Bank in Egypt 2024**

**EUROMONEY
Best Digital Bank in
Egypt 2024**

**EUROMONEY
Best Bank for ESG in
Egypt 2024**

**EMEA Finance
Best financial
institution syndicated
loan in North Africa**

**Global Finance
Best Bank in Egypt**



For more information, please visit our website; www.cibeg.com

Investor Relations contacts:

Headquarters:

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

CIB.InvestorRelations@cibeg.com

Customer Service Hotline:

19666



Thank you