



# Investor Relations Presentation

3Q 2024





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- CIB relies on information obtained from sources believed to be reliable, but does not guarantee its accuracy or completeness



# 1 ABOUT CIB





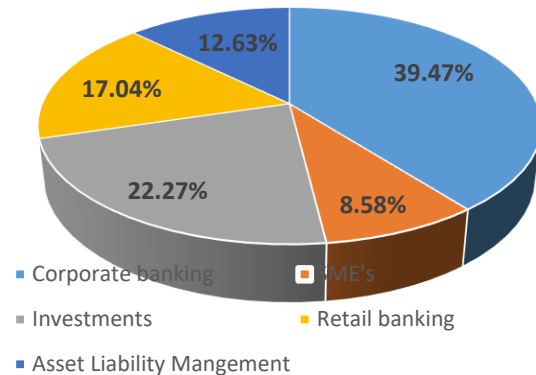


# CIB AT GLANCE

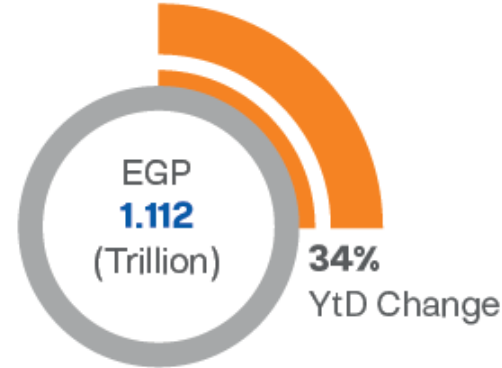
## Key Factors



## Profits by Lines of Business



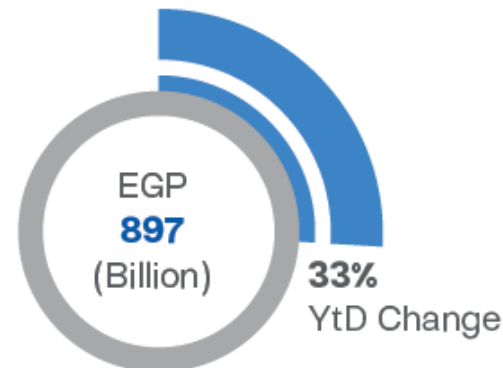
## Total Assets



## Presence



## Total Customer Deposits



### Subsidiaries and Associates:

- CIB Kenya Limited **100%**
- Commercial International Finance Company **99.96%**
- Damietta Shipping and Marine Services **49.95%**
- ACE **39.33%**
- TCA Properties **37%**

### Representative Offices:

- Dubai Representative Office
- Addis Ababa Representative Office

\*9M2024



# COMI AND CREDIT RATINGS

## STOCK EXCHANGES

<b>Listed</b>	Egyptian Exchange (EGX)
<b>Listed</b>	London Stock Exchange (LSE)
<b>Traded</b>	OTCQX Int'l Premier (Level 1 ADR prog.)

## TICKER

**COMI**  
**CBKD**  
**CIBEY**

## SHARE INFORMATION

- Shares outstanding 3,043,158,000
- Par value EGP 10.00
- GDR convertibility 1:1

## 52 WEEKS PERFORMANCE

- High EGP 97.5
- Low EGP 63.27

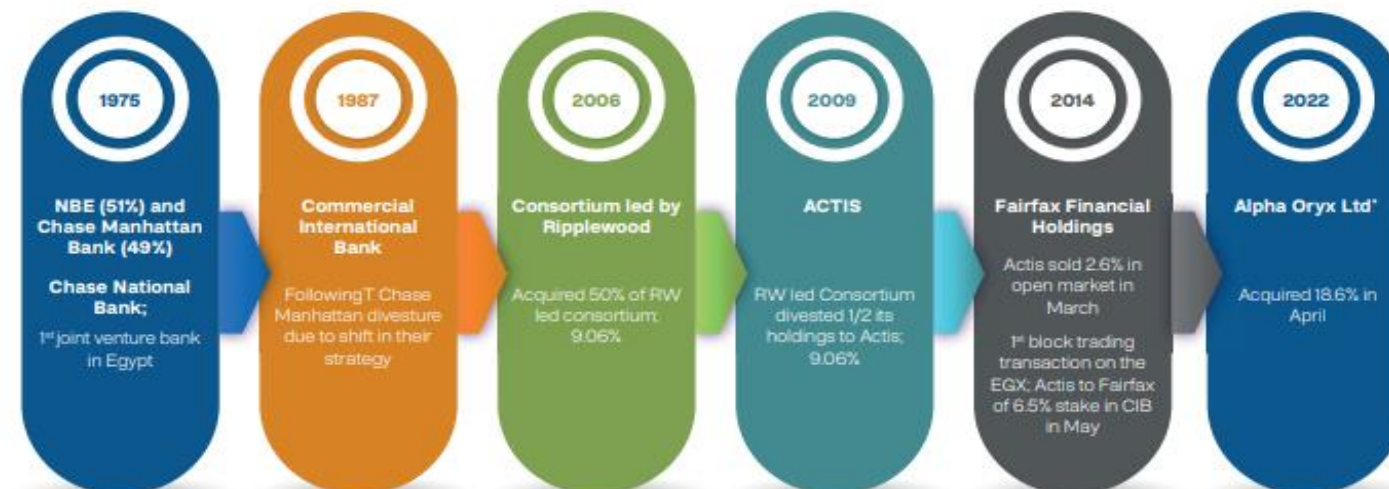
## P/B

1.81

## CREDIT RATINGS

	LT FCR	ST FCR	Outlook
FITCH	B	B	Stable
S&P	B-	B	Positive
Capital Intelligence	B	B	Stable
	Counterparty Risk Rating	Bank Deposits	Outlook
Moody's	B3/NP	Caa1/NP	Positive

## SHAREHOLDERS



\*Alpha Oryx Ltd. (a subsidiary of Lunate Legacy IV LP), where Alpha Oryx Ltd. owns 18.23% in both local shares and GDRs.

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





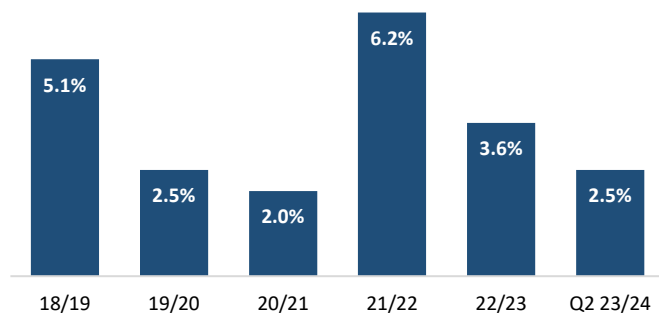
# 2

## OPERATING ENVIRONMENT

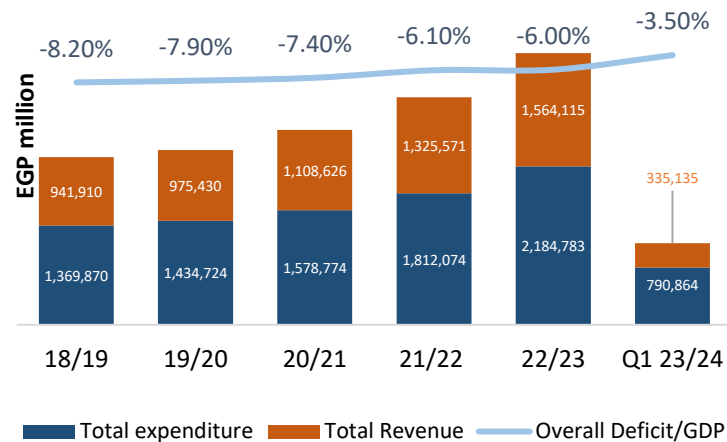


# MACROECONOMIC ENVIRONMENT

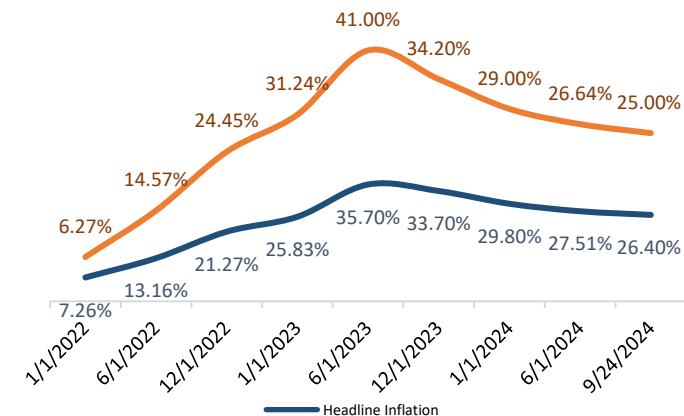
## Real GDP Growth (%)



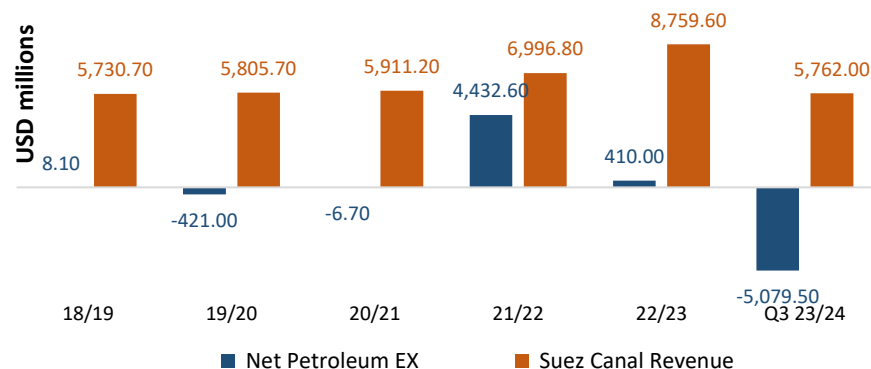
## Fiscal Budget



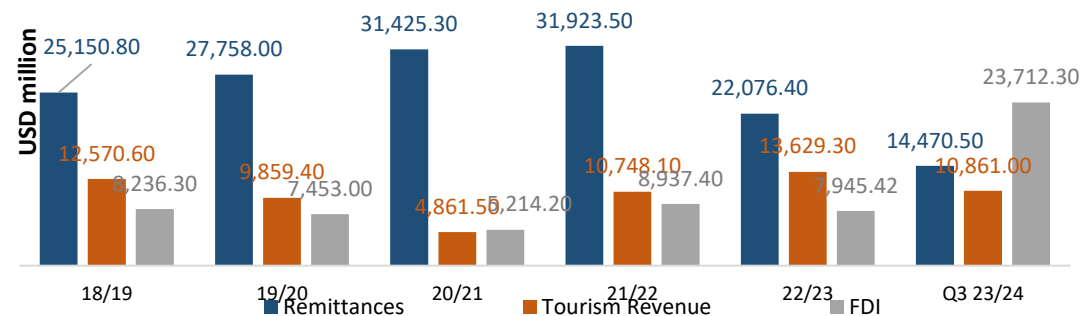
## Inflation (%)



## Petroleum & Suez Canal Proceeds



## Foreign Inflows

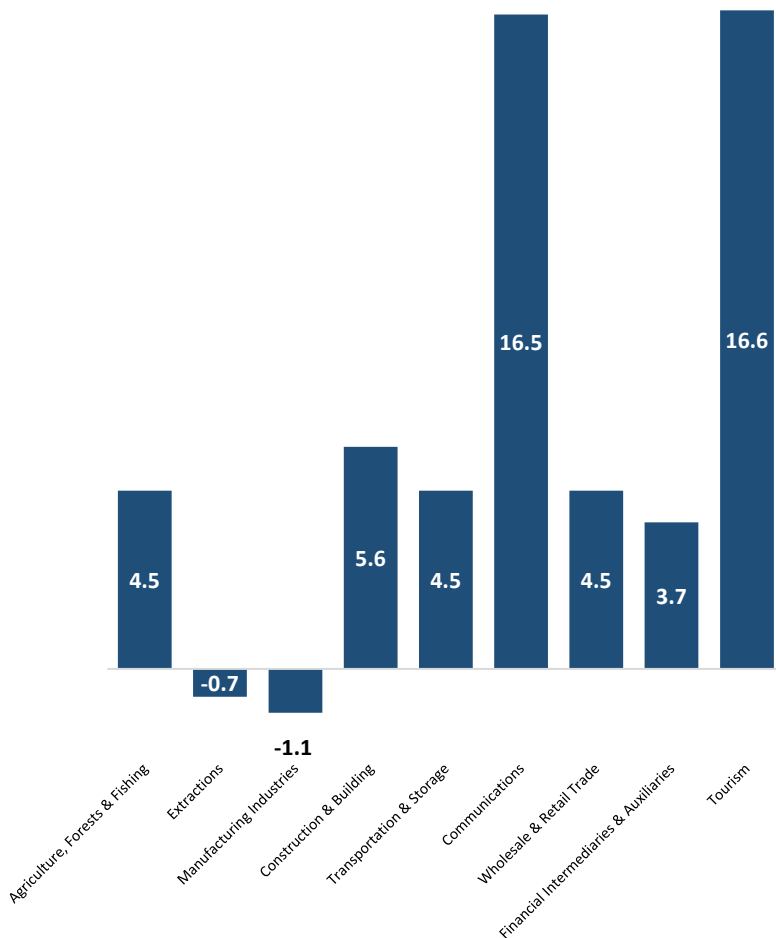




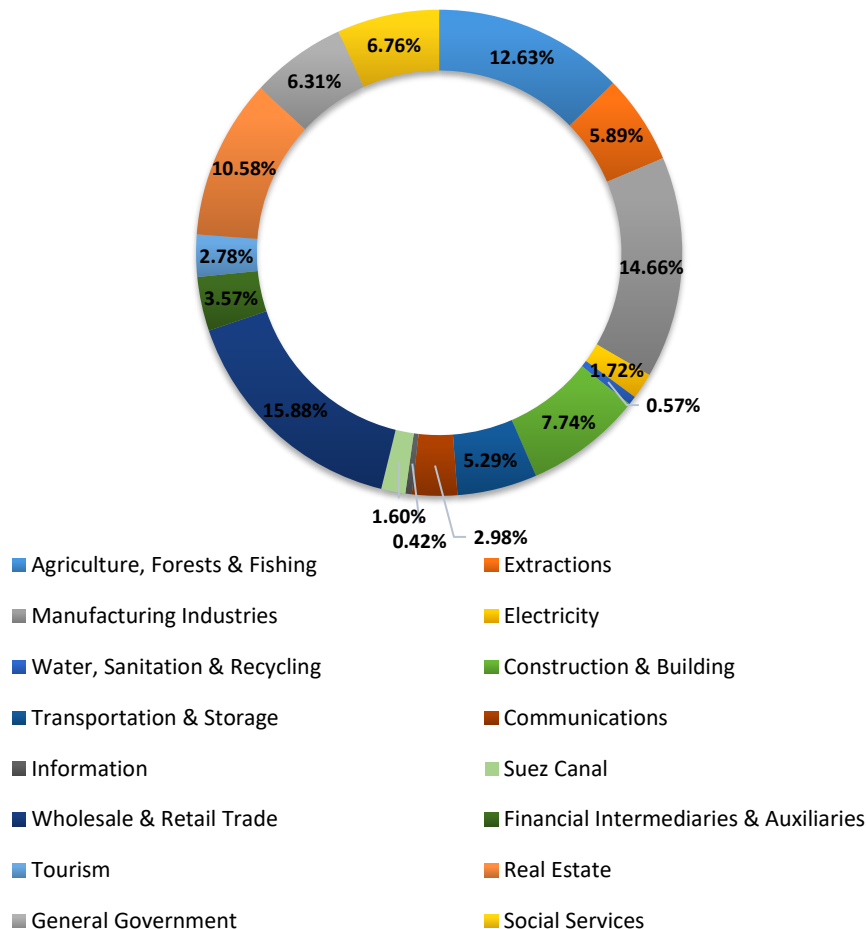


# MACROECONOMIC ENVIRONMENT

## Key Sector Growth (%) July/Dec. 2023/2024



## Economic Activity Contribution to GDP (July/Dec. 2023/2024)



## MANAGEABLE DEBT

- ⊕ Net International Reserve: USD 46.94bn (Oct. 2024)
- ⊕ Current A/C balance: \$-17.1bn
- ⊕ LT external debt: \$135.26bn
- ⊕ ST external debt: \$25.35bn

## CONSUMPTION

- ⊕ Private consumption/GDP: 87%
- ⊕ Public consumption/GDP: 6.8%

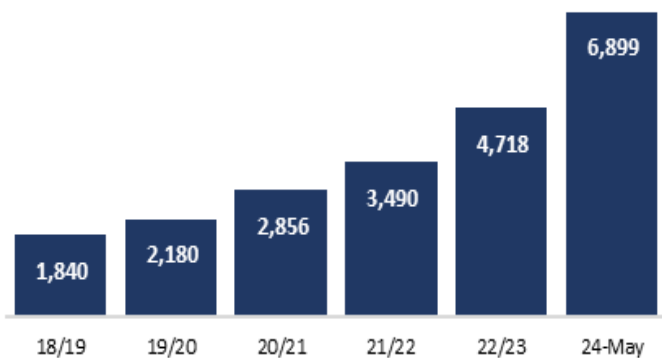
## GROWTH OPPORTUNITIES

- ⊕ Total GDP: EGP 6,451,255.7mn

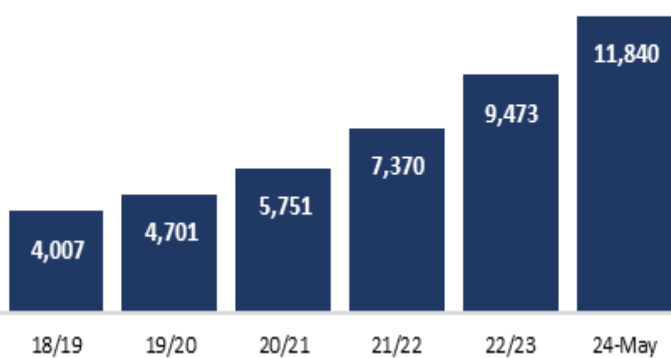


# EGYPT'S BANKING SECTOR

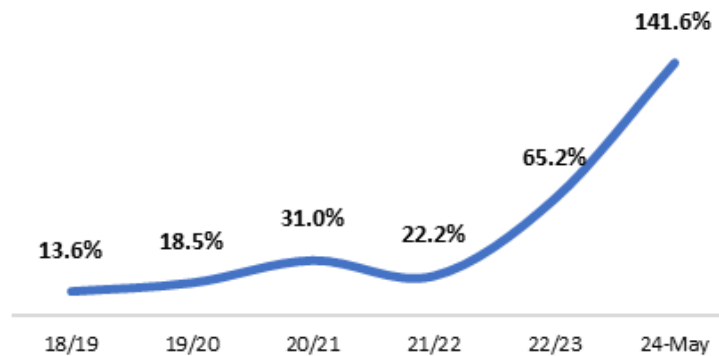
Total Loans (EGP bn)



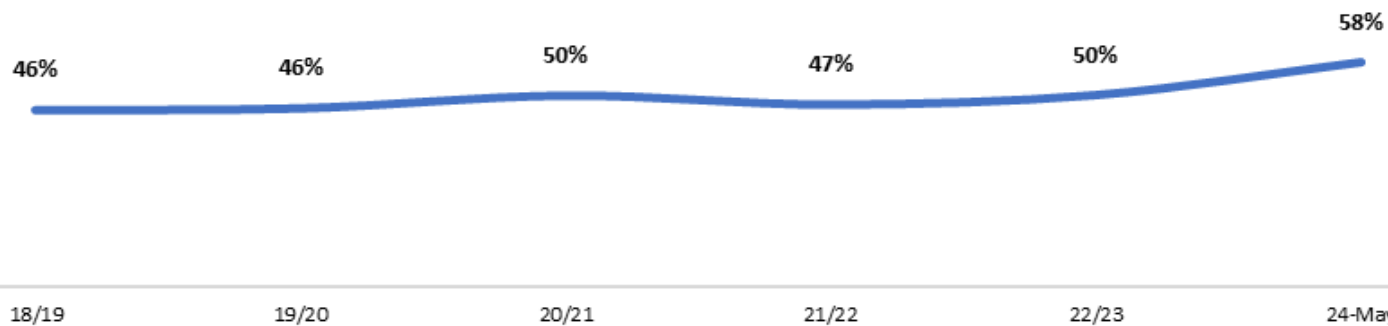
Total Deposits (EGP bn)



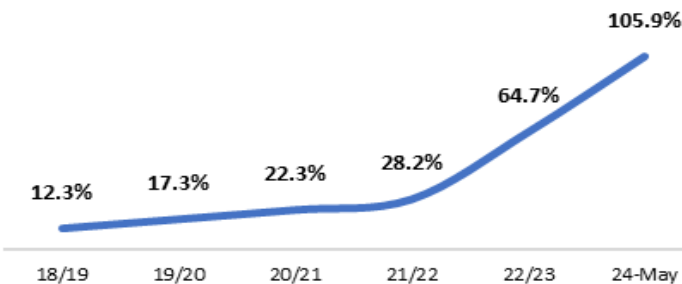
YtD Loan Growth



LDR



YtD Deposit Growth

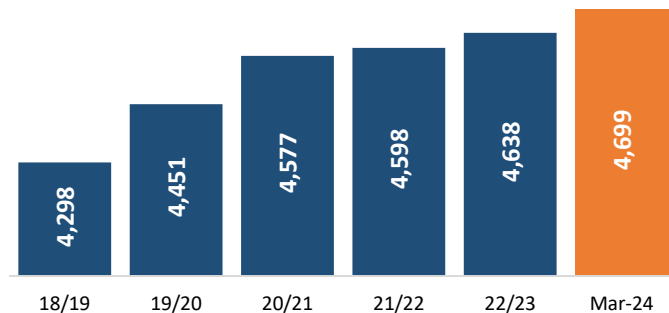




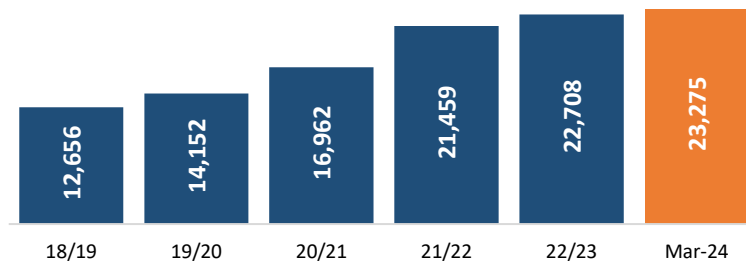


# EGYPT'S BANKING SECTOR

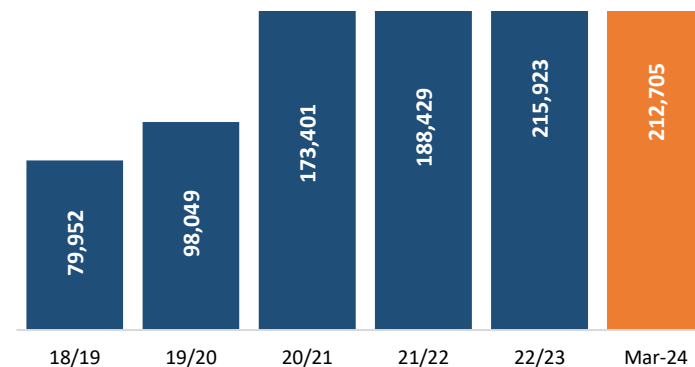
## Total Branches



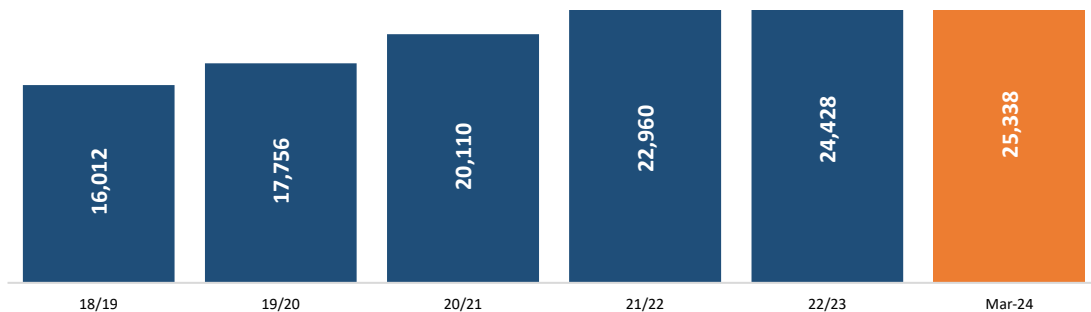
## Total ATMs



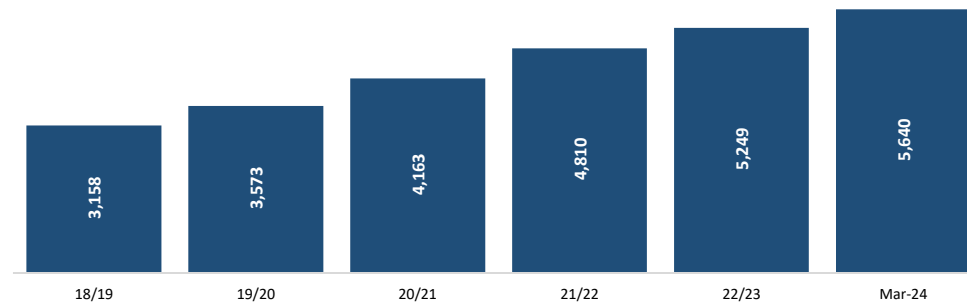
## Total POS



## Total Debit Cards ('000)



## Total Credit Cards ('000)



# 3 STRATEGY







# OUR STRATEGY

## TODAY

### Financial Performance

01.

- 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

### Customer Centricity

02.

- 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

### Operational Efficiency

03.

- 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

### Responsible Banking

04.

- 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

## TOMORROW

- 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

- 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

- 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

- 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"





# FINANCIAL INCLUSION

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 38 Bn in September 2024
- Bedaya Saving account for individuals that reached a YTD average balance of EGP 120 Bn as of September 2024
- Bedaya current & Bedaya business accounts to micro business owners that reached a YTD average balance of EGP 17Mn as of Q3
- Digital payment acceptance tools "QR" with total number of merchants reached 24.8m as of Q3 2024
- Meeza prepaid card reaching 5,107K cards as of Q3

- 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
- By the end of September, 100% of the year-to-date CBE target was met, with a 10% reduction in costs compared to 2023.

**Expanding acquisition channels at optimum cost**

## 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

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 in addition to include them in the ecosystem. CIB conducted awareness and literacy sessions for 10,400 individuals in 2024

Additionally, CIB is actively participating in six annual CBE financial inclusion initiatives, which have enabled broader NTB customer acquisitions for the Bank.

## Women's day Initiative

March 2024



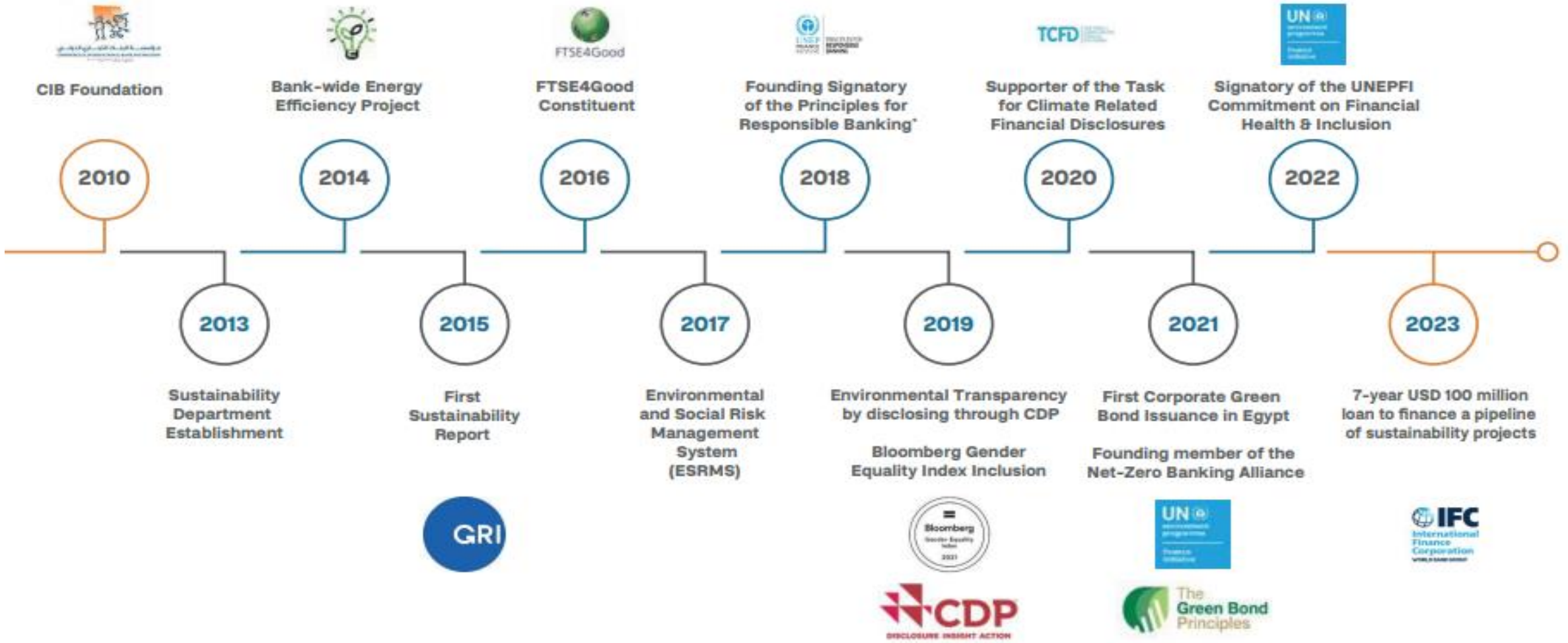
## Arab Financial Inclusion Day

April 2024





# OUR SUSTAINABILITY JOURNEY





# 4 ESG





# OUR APPROACH



## 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



## INTERNATIONAL STANDARDS AND GUIDELINES







# ESG GOVERNANCE

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.

## 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.

### 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.

### 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.

### 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, implementing the sustainable finance institutional plans as well ensuring the issuance of sustainability disclosures, and reconfigures the Bank's strategy to address climate change, circular economy and biodiversity.

01

02

03

04

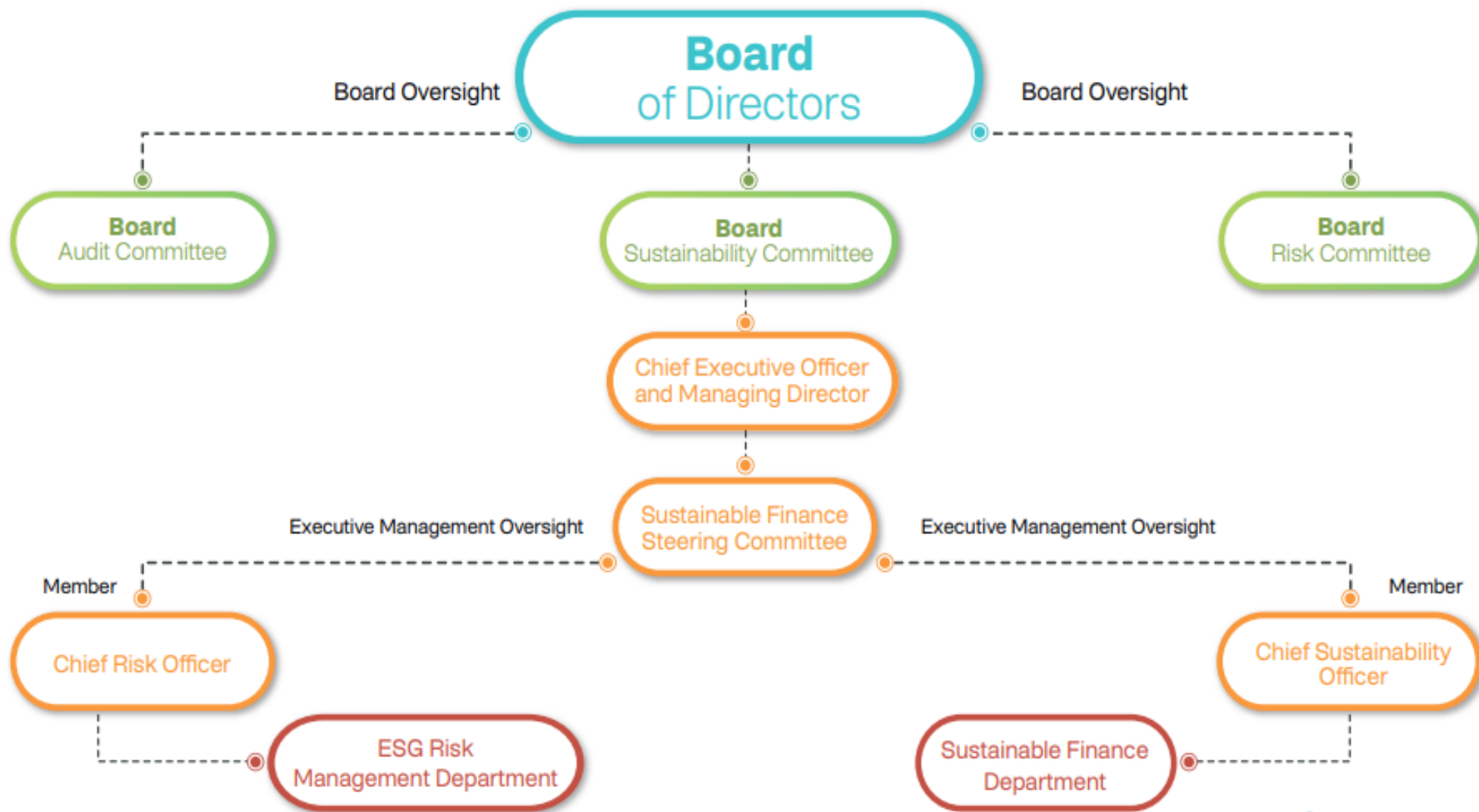
05







# CLIMATE CHANGE GOVERNANCE

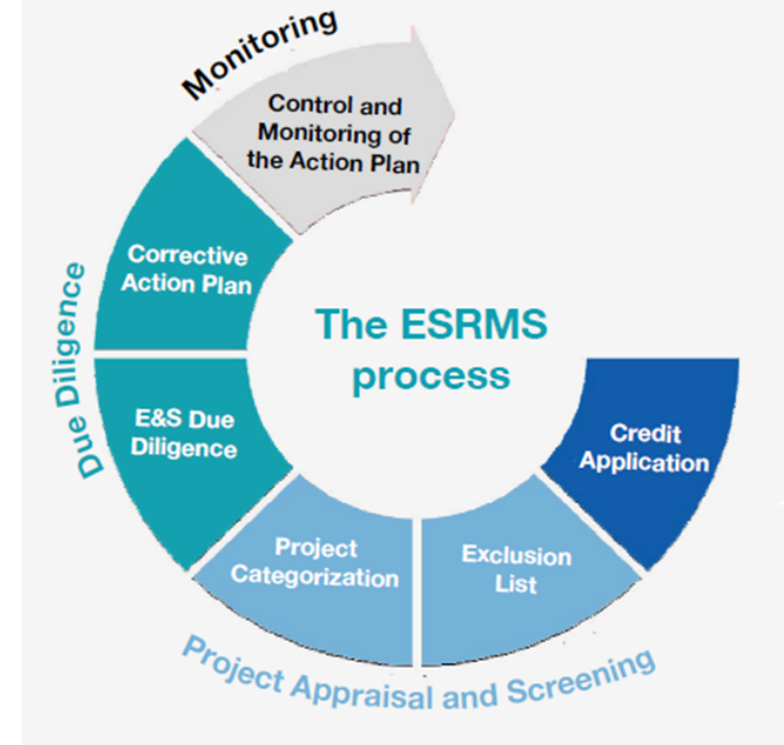
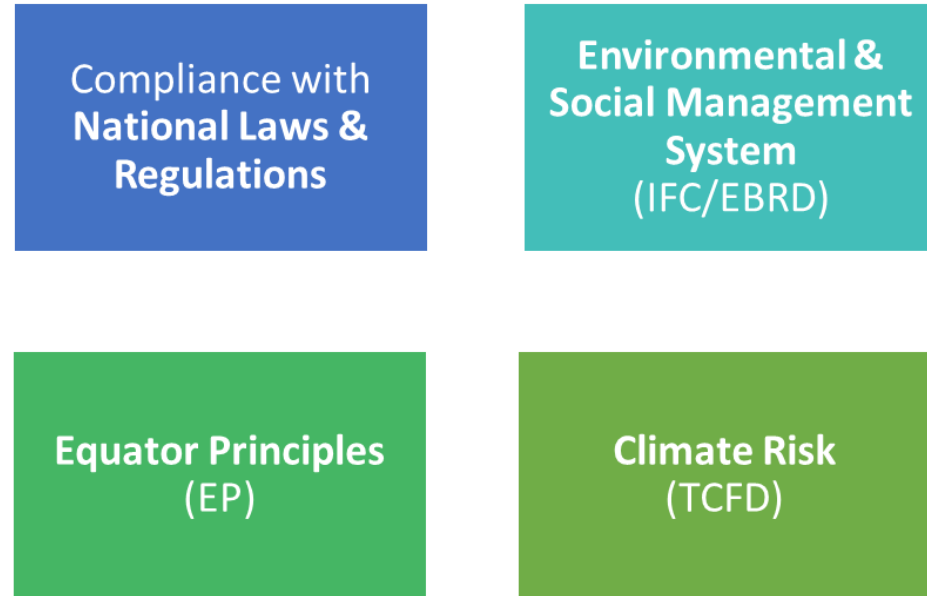




# ENVIRONMENTAL, SOCIAL AND CLIMATE RISK

CIB's Environmental and Social Risk Management System (ESRMS) is continuously updated to comply with the most recent national regulations and international performance standards. Since adopting the Equator Principles (EPs) in 2021, CIB has committed to socially responsible financing and strong environmental management practices. The Bank integrated the EPs into its internal environmental and social policies, procedures, and standards for financing projects through its ESRM system.

In 2020, CIB became the first Egyptian Bank to endorse the TCFD and developed a climate change risk management framework to address global and national needs. The Bank is integrating climate risks into its risk management processes and enhancing its capabilities to measure and assess these risks both quantitatively and qualitatively.





# 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

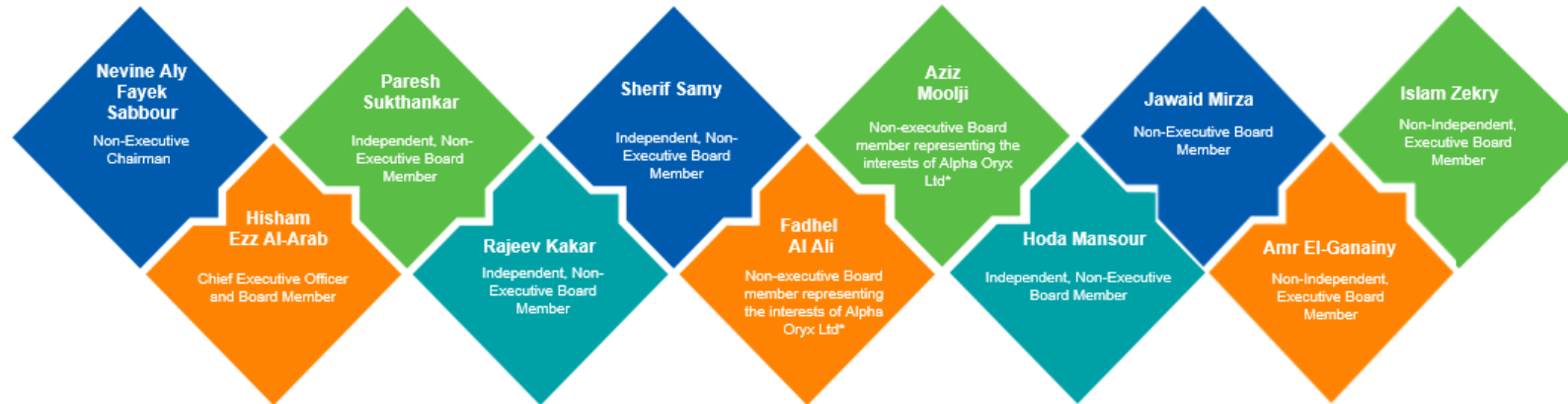
**The Board carries on with its mandate to continuously improve the overall corporate governance framework by regularly reviewing and supervising the Bank's practices**





# CORPORATE GOVERNANCE

CIB's Board consists of 11 members;  
8 are non-executive, 5 are independent and 2  
representing the interests of Alpha Oryx Ltd



- 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

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
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Board Committees



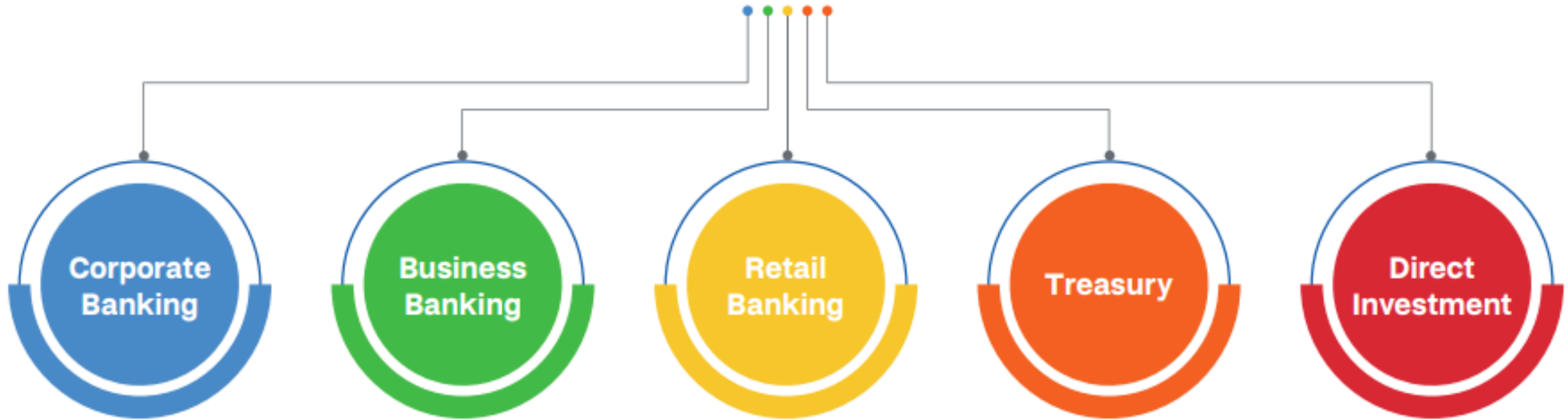
\*Alpha Oryx Ltd. (a subsidiary of Lunate Legacy IV LP), where Alpha Oryx Ltd. owns 18.23% in both local shares and GDRs



# CLIMATE CHANGE GOVERNANCE

**Climate  
Change Task Force**

**Task Force and Business Management**



More information is found in the Bank's [TCFD](#) Report



**RISK  
MANAGEMENT**

WORLD

**RISK MANAGEMENT**





# RISK MANAGEMENT

## Risk Governance - Three Lines Model

**Board of Directors**

**Board Committees:** Risk, Audit, and Operations & Technology Committees

**Management**

**First Line**

**Second Line**

**Third Line**

**Business Line Management**  
Identify and manage inherent risks in the Bank's activities.

**Independent Risk, and Compliance**  
Set frameworks and rules  
Monitor and report on execution, management, and control.

**Independent Audit Review and Challenge**  
Provide an independent assessment of the overall risk management process

**Manage**

**Control**

**Evaluate**

Fourth Line: External Assurance Providers

## 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.





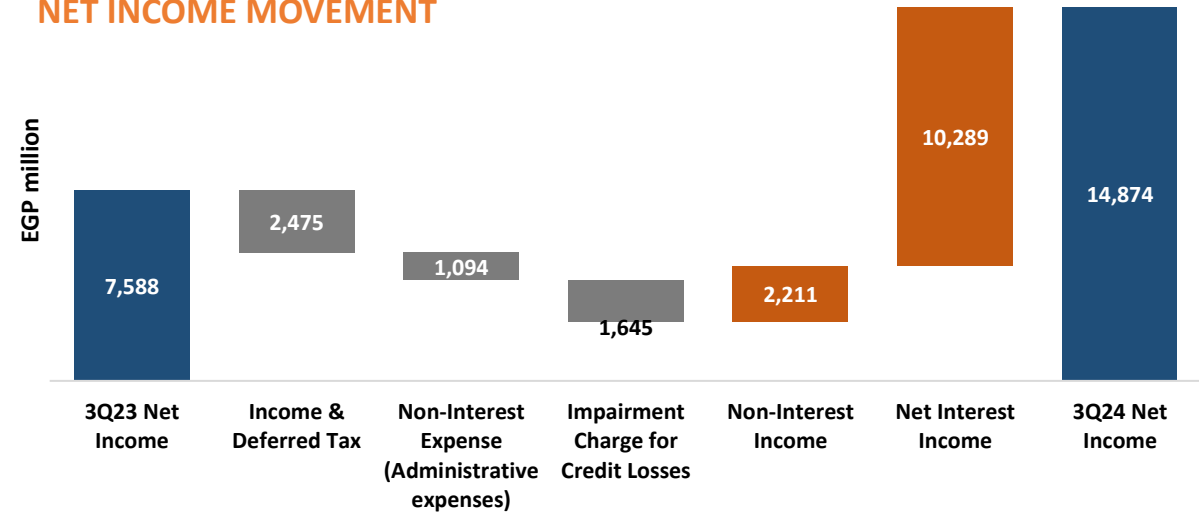
# FINANCIAL PERFORMANCE



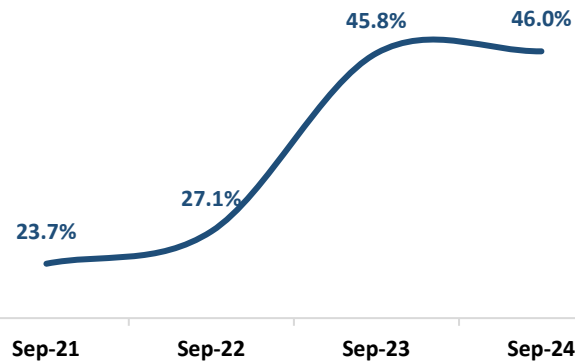
# INCOME STATEMENT HIGHLIGHTS

Standalone Profit and Loss (EGP million)	3Q24	2Q24	QoQ Change	3Q23	YoY Change
Net Interest Income	24,086	22,680	6%	13,797	75%
Non-Interest Income	1,137	1,680	-32%	(1,074)	-206%
Net Operating Income	25,223	24,360	4%	12,723	98%
Non-Interest Expense	(3,227)	(2,728)	18%	(2,133)	51%
Impairment Charge for Credit Losses	(1,681)	(578)	191%	(36)	4571%
Net Profit before Tax	20,315	21,054	-4%	10,554	92%
Income & Deferred Tax	(5,441)	(5,317)	2%	(2,966)	83%
Net Profit	14,874	15,737	-5%	7,588	96%

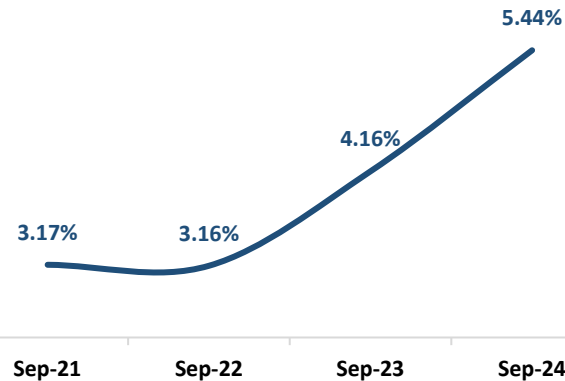
## NET INCOME MOVEMENT



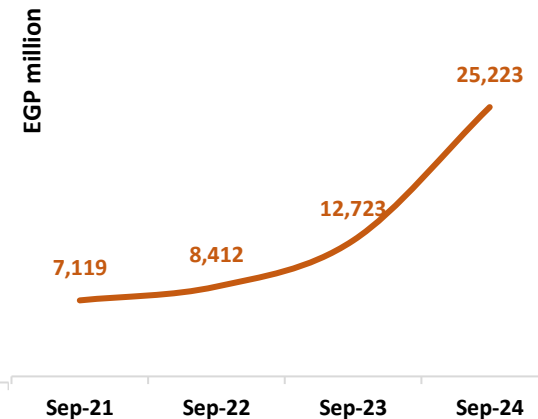
## RETURN ON AVERAGE EQUITY (ROAE)



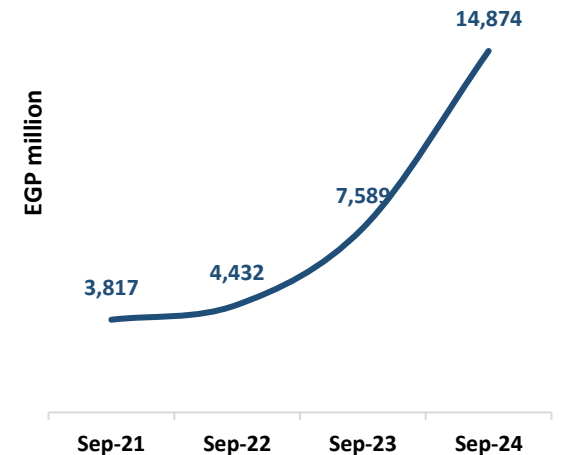
## RETURN ON AVERAGE ASSETS (ROAA)



## TOP LINE PROGRESS



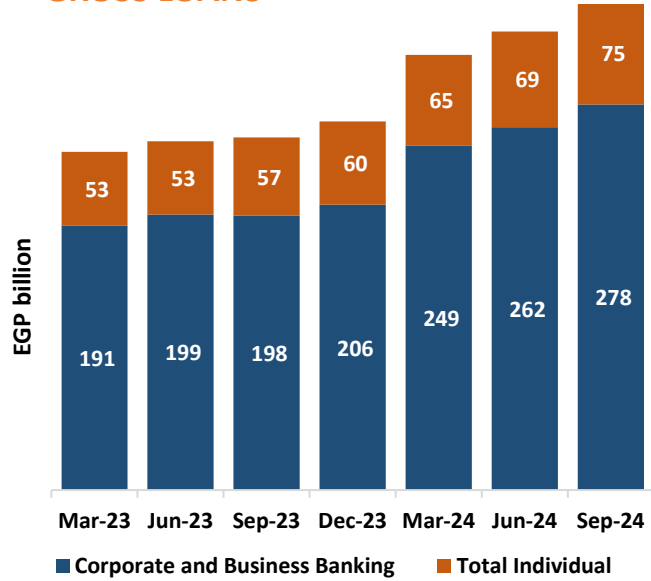
## BOTTOM LINE PROGRESS



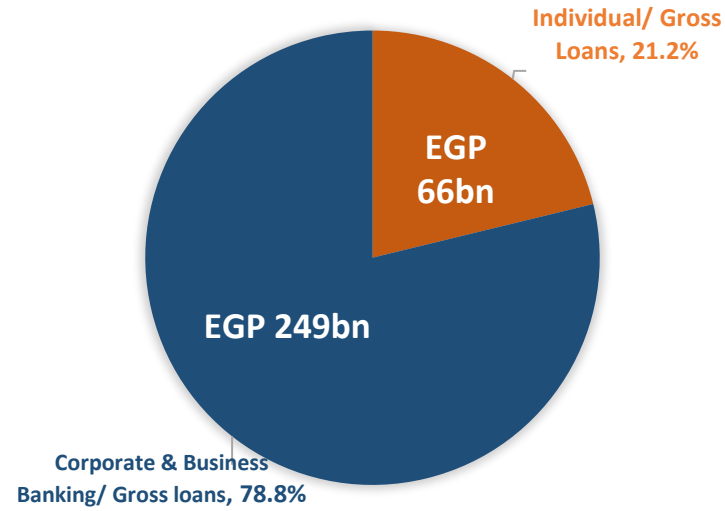


# LOANS AND ADVANCES

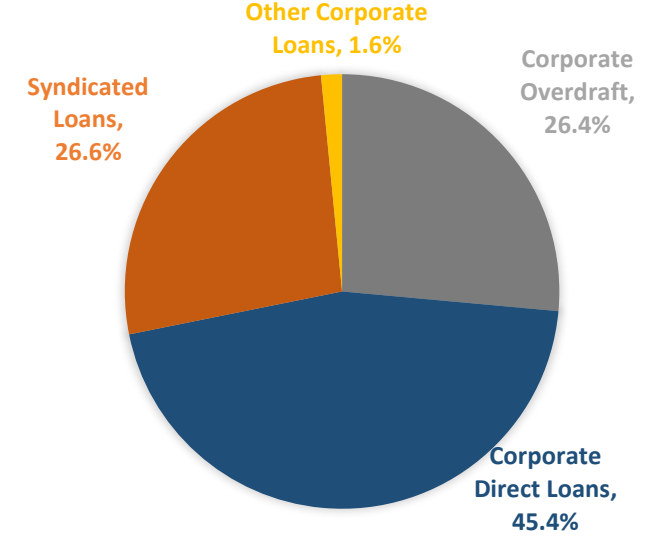
## GROSS LOANS



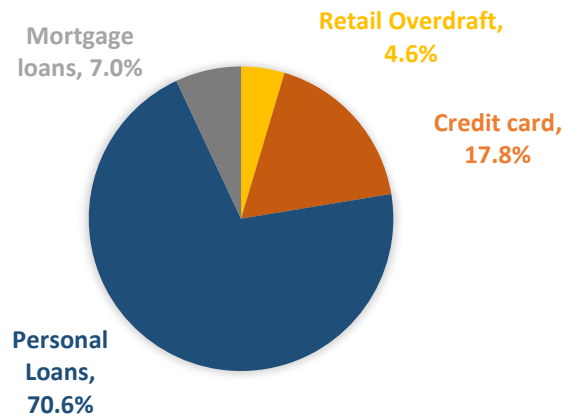
## SEP-24 GROSS LOAN COMPOSITION



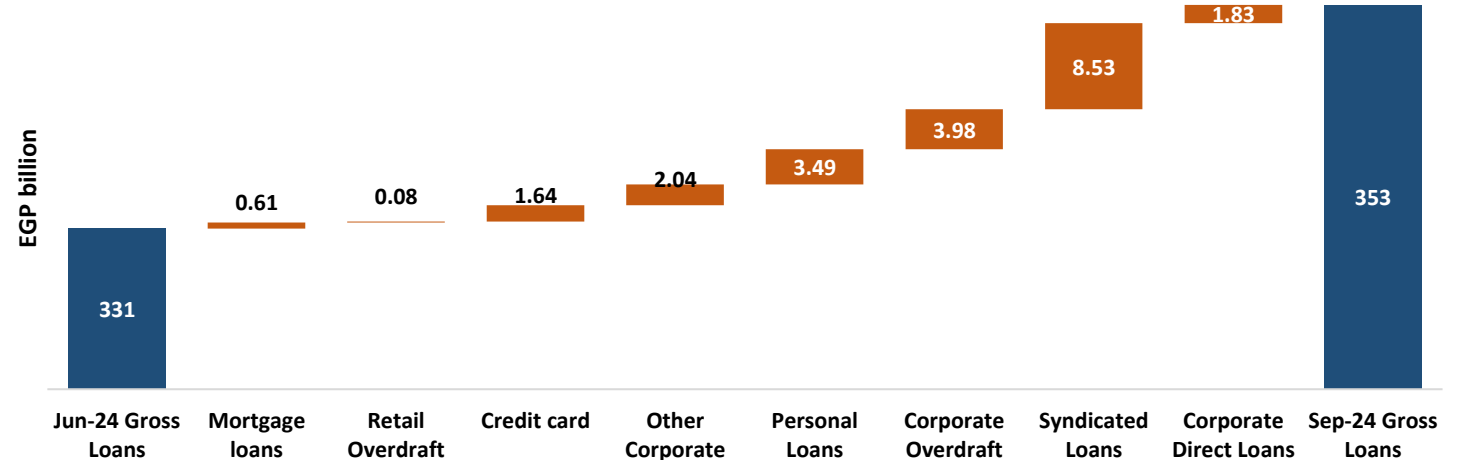
## CORPORATE LOAN PRODUCTS



## INDIVIDUAL LOAN PRODUCTS



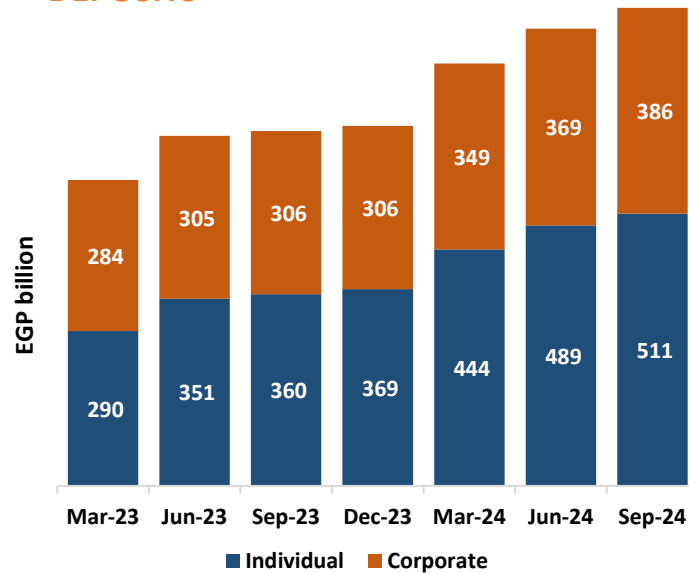
## GROSS LOAN MOVEMENT



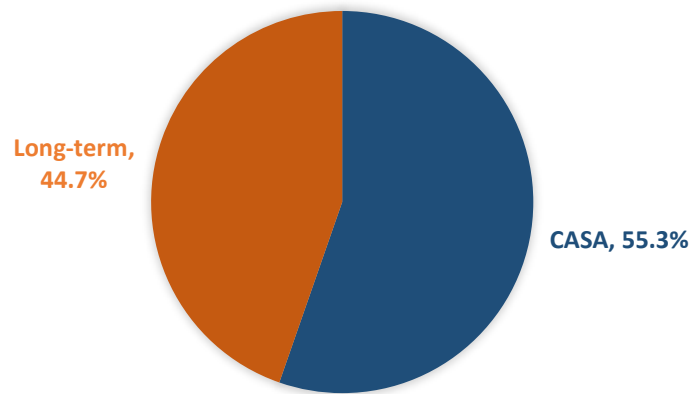


# CUSTOMERS' DEPOSITS

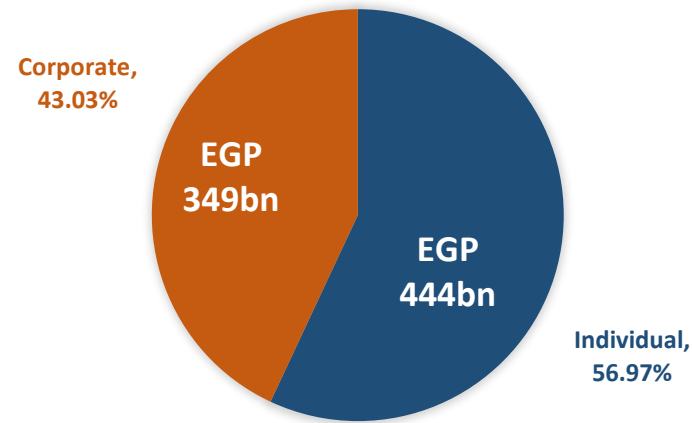
## DEPOSITS



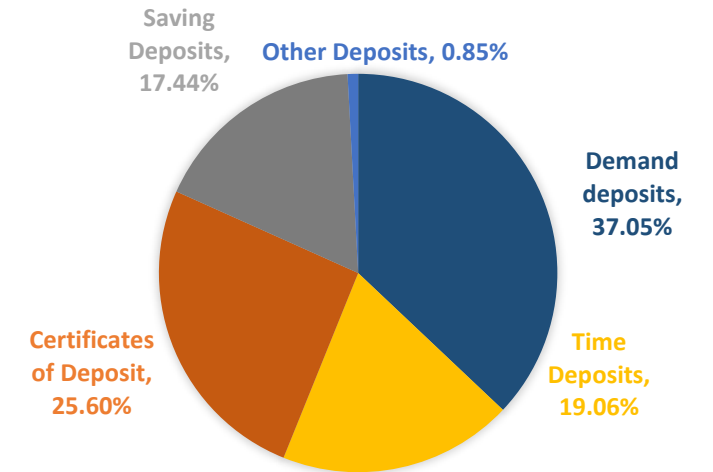
## SEP-24 DEPOSIT BREAKDOWN BY TENOR



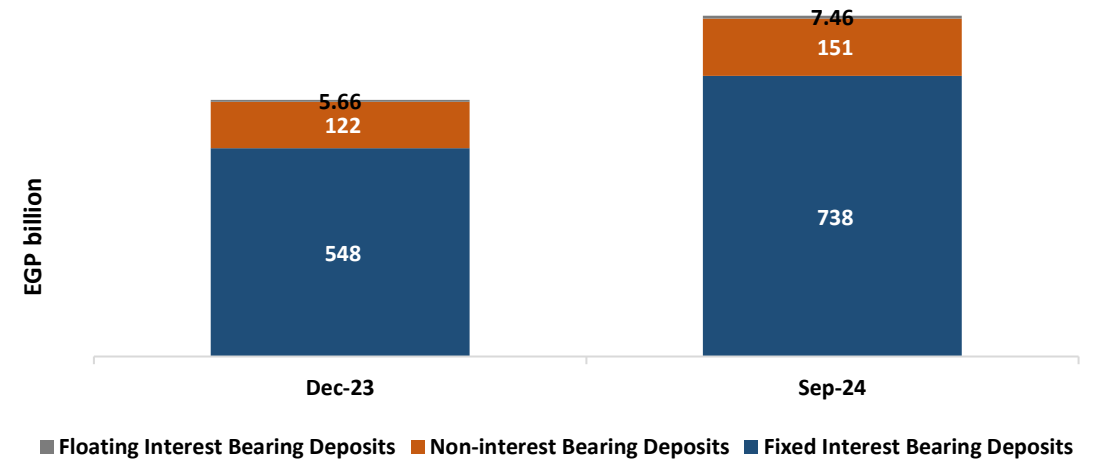
## SEP-24 DEPOSIT COMPOSITION



## SEP-24 DEPOSIT BREAKDOWN BY PRODUCT



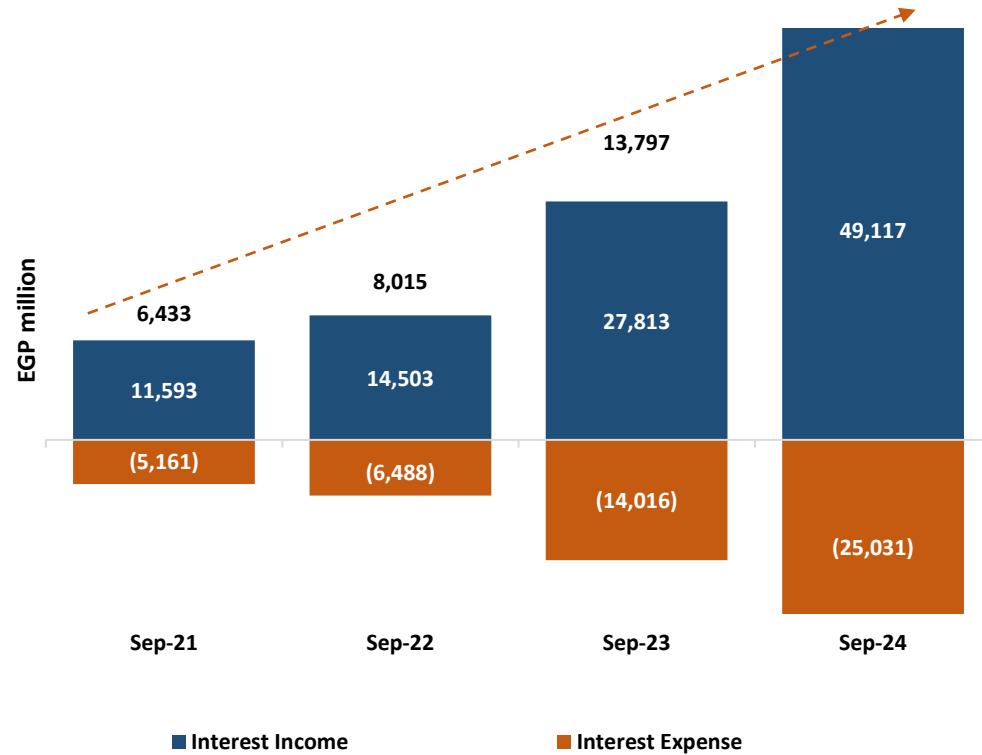
## DEPOSITS BREAKDOWN BY INTEREST NATURE



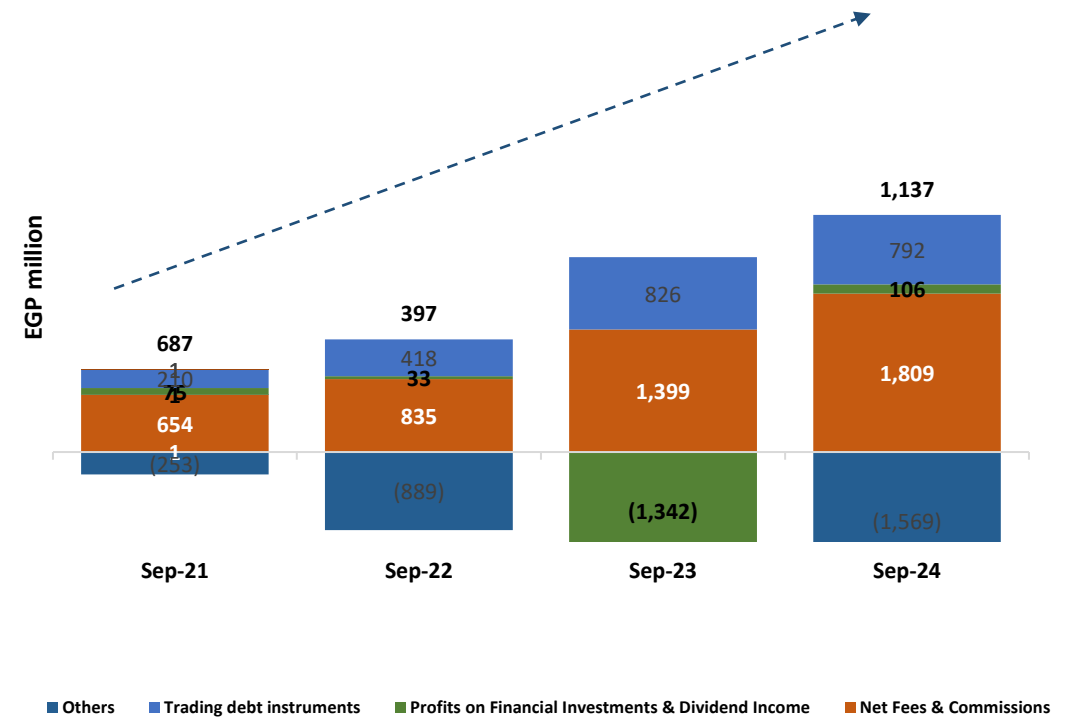


# NET INTEREST INCOME/NON-INTEREST INCOME

## NET INTEREST INCOME



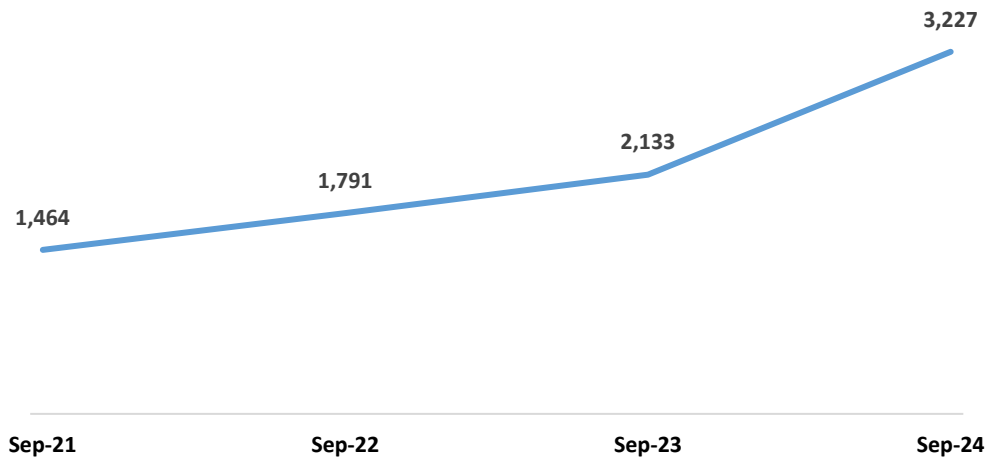
## NON-INTEREST INCOME



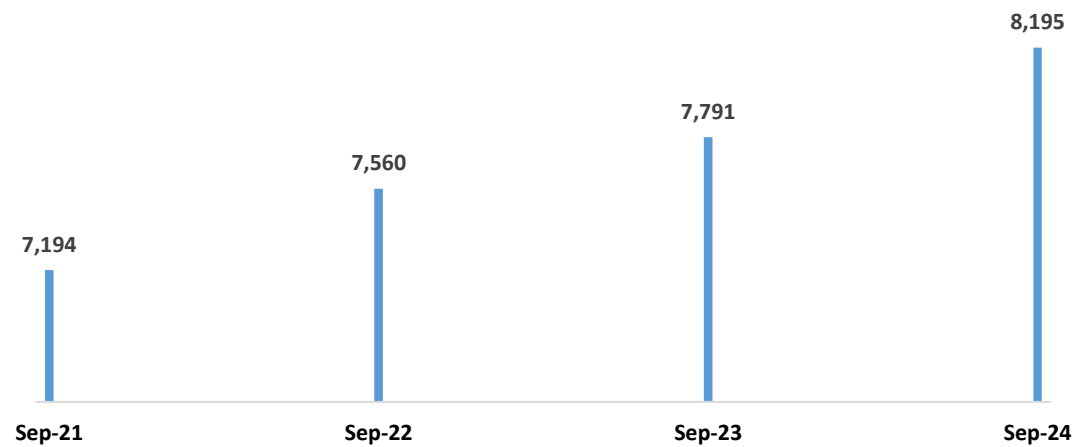


# COST EFFICIENCY

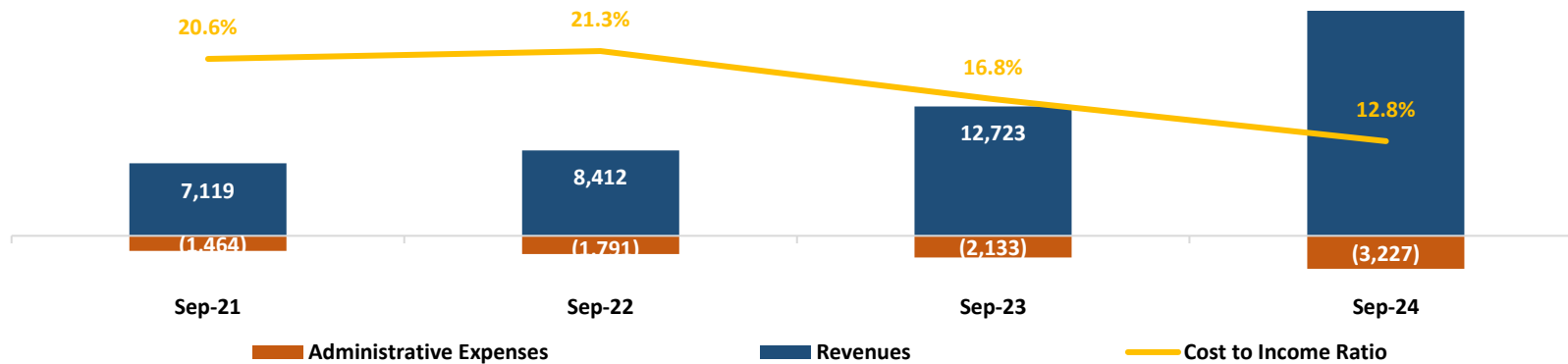
## NON-INTEREST EXPENSES



## HEADCOUNT



## COST EFFICIENCY

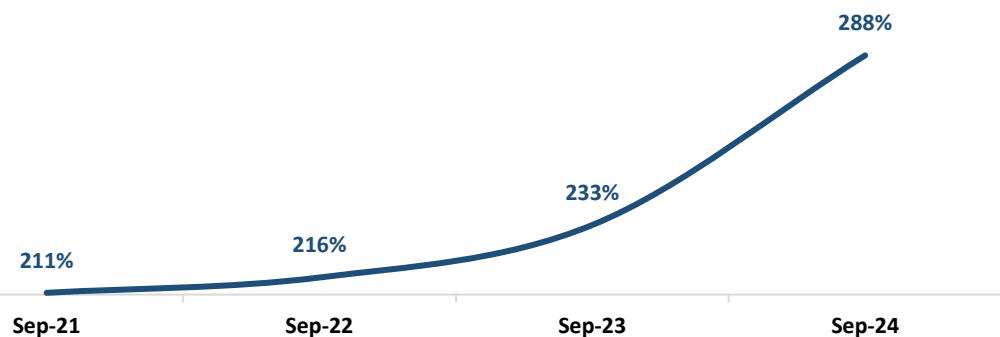




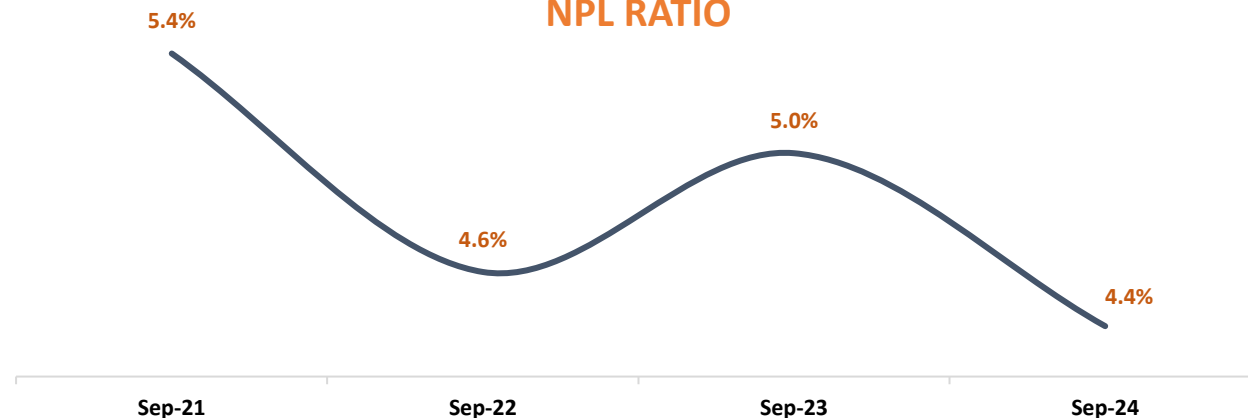


# PROVISIONS AND COVERAGE

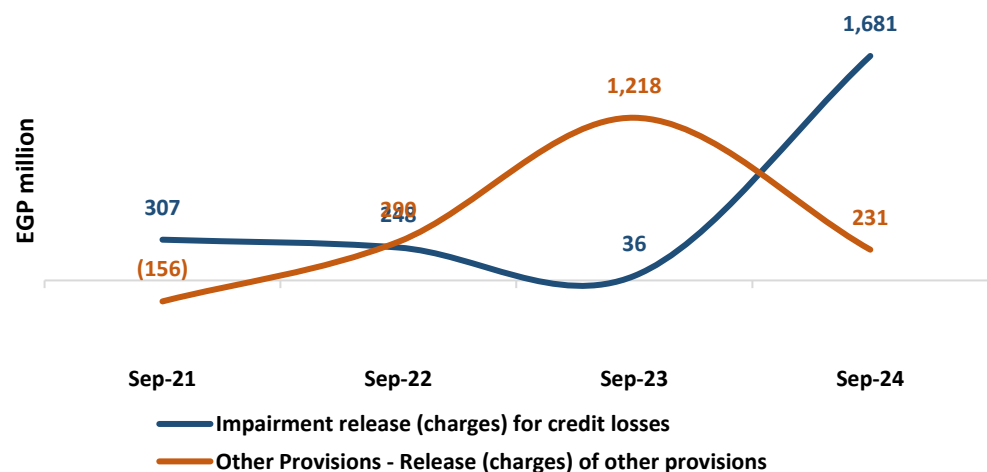
## NPL COVERAGE RATIO



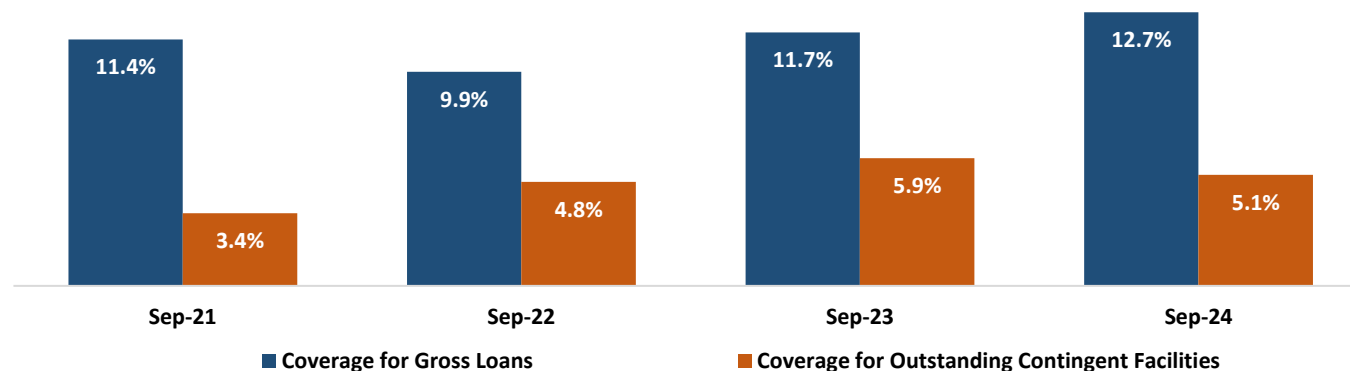
## NPL RATIO



## IMPAIRMENT CHARGES



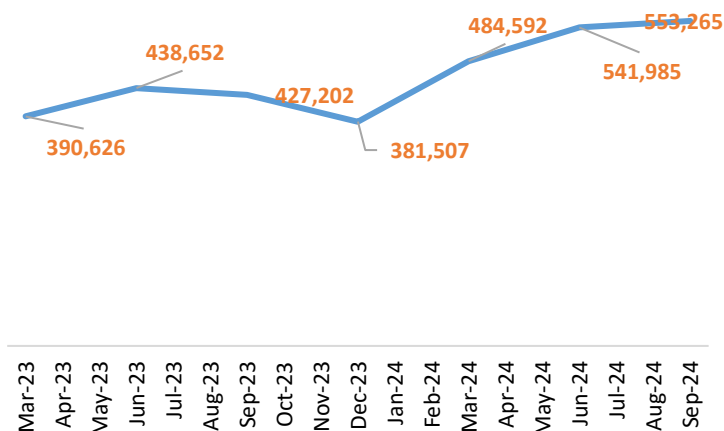
## DIRECT & OFF BALANCE SHEET BALANCE COVERAGE



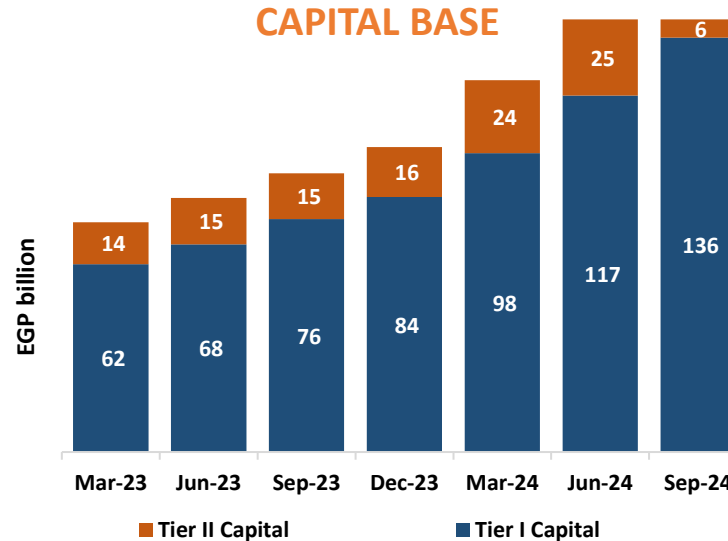


# CAPITAL AND LIQUIDITY

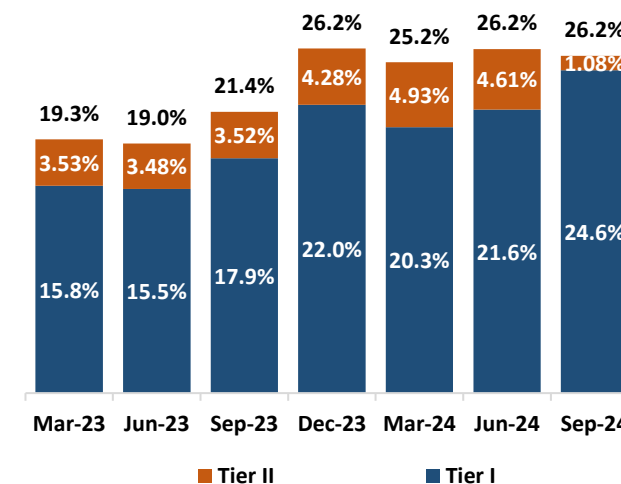
## RISK WEIGHTED ASSETS



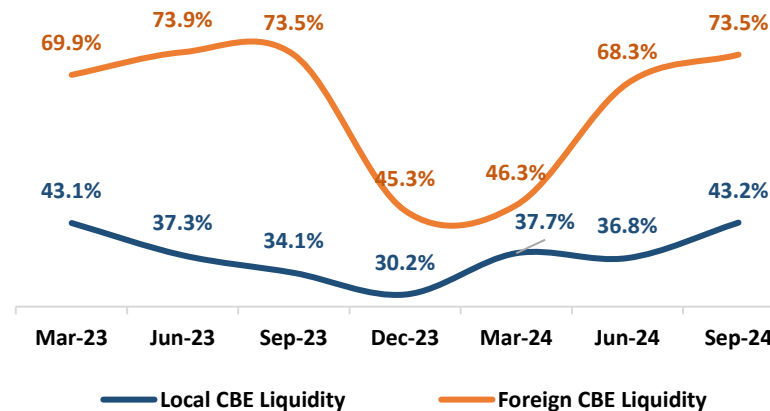
## CAPITAL BASE



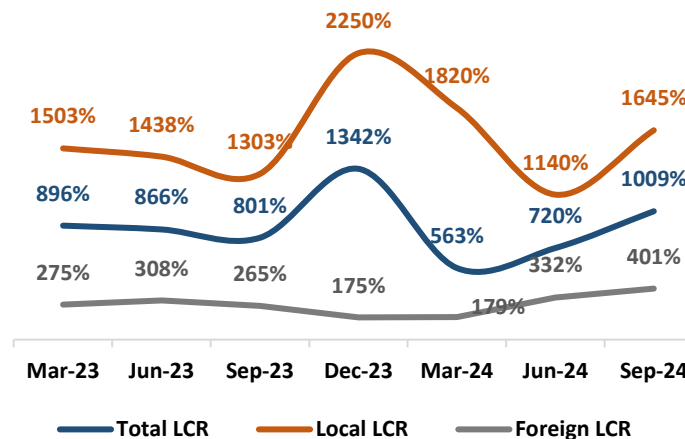
## CAPITAL ADEQUACY RATIO



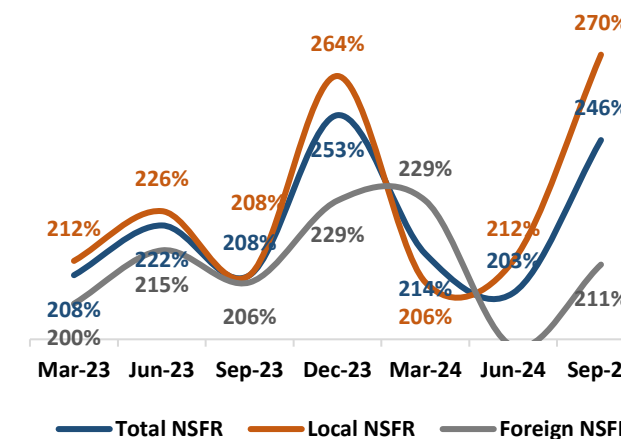
## CBE LIQUIDITY



## LCR



## NSFR

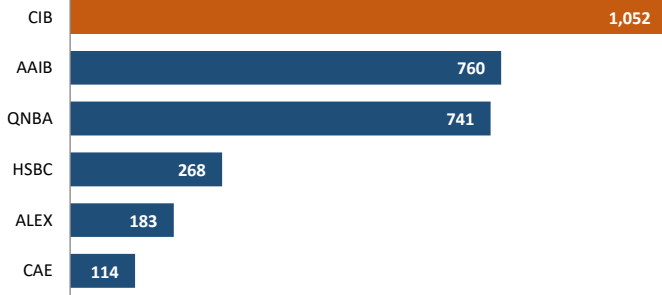




# POSITION AMONG PEERS\*

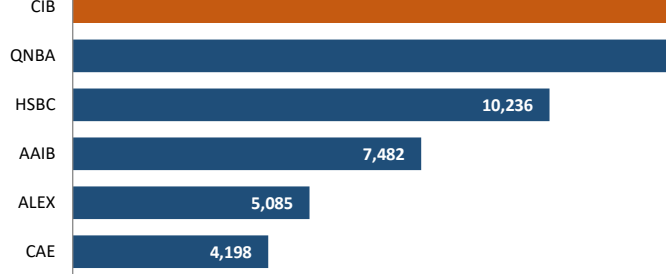
EGP Billions

## Total Assets\*

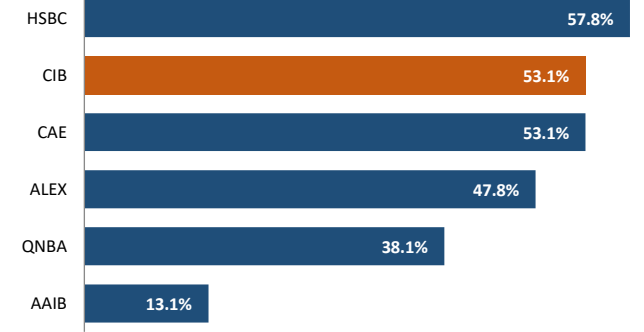


EGP Millions

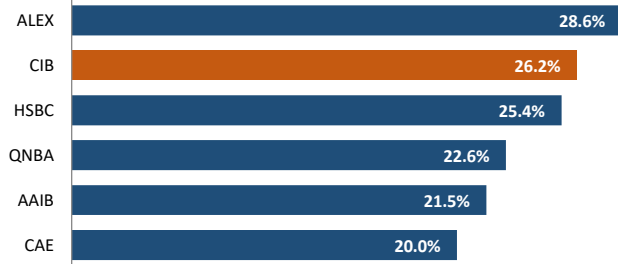
## Net Income\*



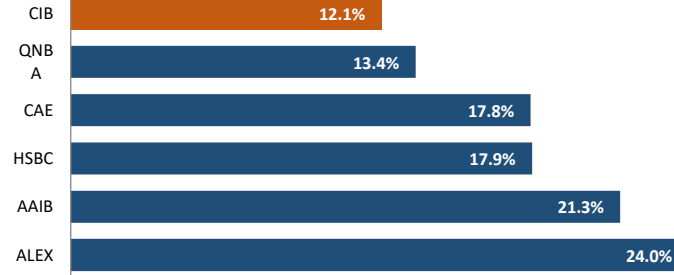
## ROAE\*



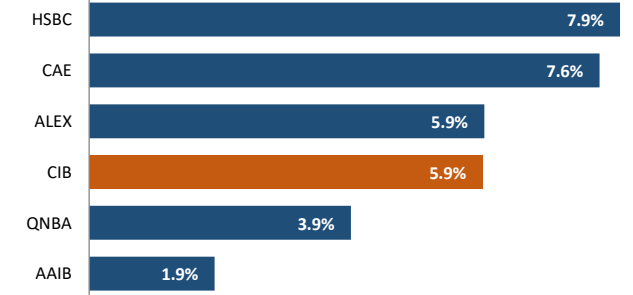
## Capital Adequacy\*



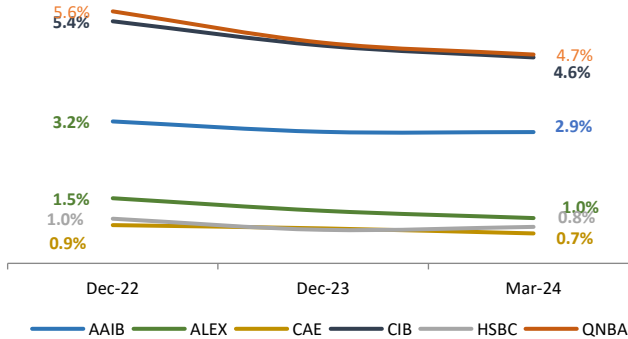
## Cost to Income\*



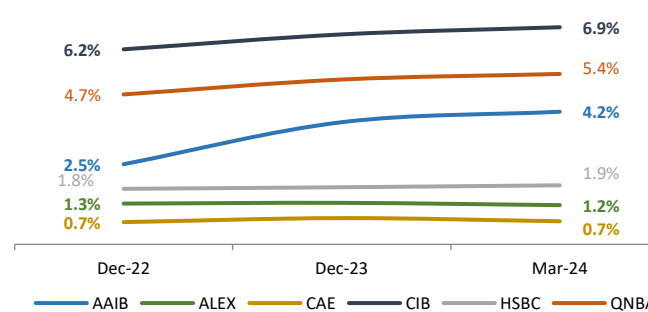
## ROAA\*



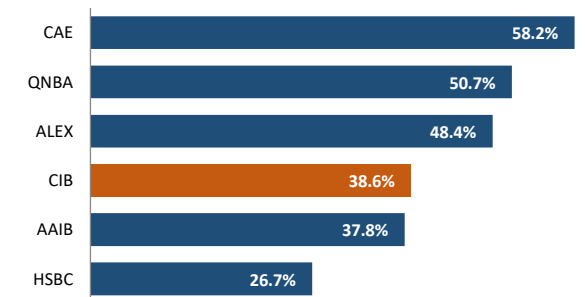
## Loans Market Share



## Deposit Market Share



## Gross Loans to Deposits\*



\*As of 2Q.2024



# AWARDS 2024



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

EMEA Finance  
Best securitization house in Africa

EMEA Finance  
Best telecommunications deal Etisalat Egypt's loan facilities for capex programmes

EMEA Finance  
Best property deal Orascom for Real Estate's EGP6bn 10-year syndicated loan

Global Finance  
Best Bank for Collections in Africa

Global Finance  
Best Overall Bank for Cash management

Global Finance  
Treasury and Cash Management Award

EUROMONEY  
Egypt's Best FX Bank



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**Thank You**