



# Investors Relation Presentation FY24





# Table of Contents

## 01 About CIB

- Investment case
- CIB at a glance
- COMI and credit ratings

## 02 Operating Environment

- Macroeconomic Environment
- Egyptian Banking Sector

## 03 Strategy

- Strategy
- Digital Transformation

## 04 ESG

## 05 Risk Management

## 06 Financial Performance





# DISCLAIMER

**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

# 01





# INVESTMENT CASE



## A dynamic long-term strategy

The central pillars of CIB's strategy include the use of pragmatic balance sheet management to profitably grow the Bank's asset base, increase its market share across product categories and cheaply optimize its funding structure.



## An optimized balance sheet

Over several decades, CIB has carefully worked to earn and leverage the trust of the Egyptian market. This has enabled the CIB to construct the largest asset base among its private sector peers, with the Bank enjoying particularly broad institutional footprint.



## An upgraded funding structure

While historically centered on institutional banking operations, today CIB operates a world class consumer banking franchise, with its 2 million retail clients trusting the Bank with the largest deposit base among private institutions.



## Putting the customer first

The Bank has adopted a customer relationship model that generates the insights and data needed to originate superior financial products tailored to specific client requirements.



## A focus on digital transformation

CIB's suite of digital services ranges from a world-class online platform to Egypt's most widely used Smart Wallet, yielding the market's highest mobile payment activity rate. In an as-yet cash-dominated economy, around 93% of all transactions executed on CIB platforms are completed using the Bank's digital channels.



## Ensuring strong security

CIB's security and governance policies are aligned with international standards and best practices. Launched in 2017, the Bank's Cybersecurity Operations Center is the first function of its kind in the Egyptian market and is responsible for monitoring and responding to cybersecurity threats on an ongoing basis.



## Identifying and nurturing talents

CIB strives to attract and retain Egypt's best financial talent. The Bank invests heavily in employee education, providing access to some of the finest in-house training programs in the MENA region, and frequently sponsors further education at Egyptian and international institutions.



## A culture of sound governance

CIB Supported by internal and external auditors, the Bank's diverse and highly qualified Board of Directors works diligently to ensure that CIB develops and implements international best practices in corporate governance, with six committees governed by well-defined charters that set out the Board's responsibilities.



## Multiple growth drives

With a large portion of Egypt's adult population still unbanked, CIB has significant room for retail growth as the banking sector and government intensify efforts toward comprehensive financial inclusion. The Bank will leverage its extensive network of physical and digital channels to enhance Egypt's most seamless banking experience while expanding its reach to more communities nationwide. On the institutional front, CIB will capitalize on its data-driven competitive advantages to strengthen its position in the market.



## An expanding footprint

Pioneering Egypt's financial presence on the continent, CIB has already established a foothold in the region, with a representative office in Ethiopia and the acquisition of Kenya's Mayfair Bank, now known as CIB Kenya.







# CIB AT GLANCE

## Key Factors



Branches

**212**



Employees

**8,290**



Revenues

**EGP 99.0bn**



Clients

**+2mn**



ATMs

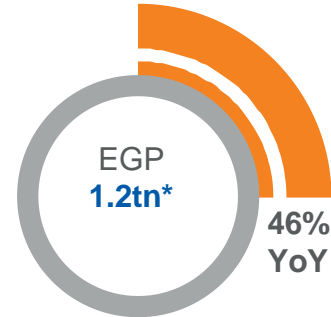
**1,388**



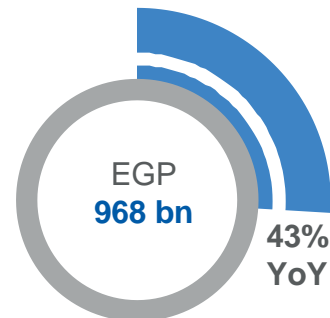
Average Market Cap

**EGP 244.17bn**

## Total Assets



## Total Customer Deposits



## Presence



## 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





# COMI AND CREDIT RATINGS

## STOCK EXCHANGES

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

## TICKER

## 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 70.0

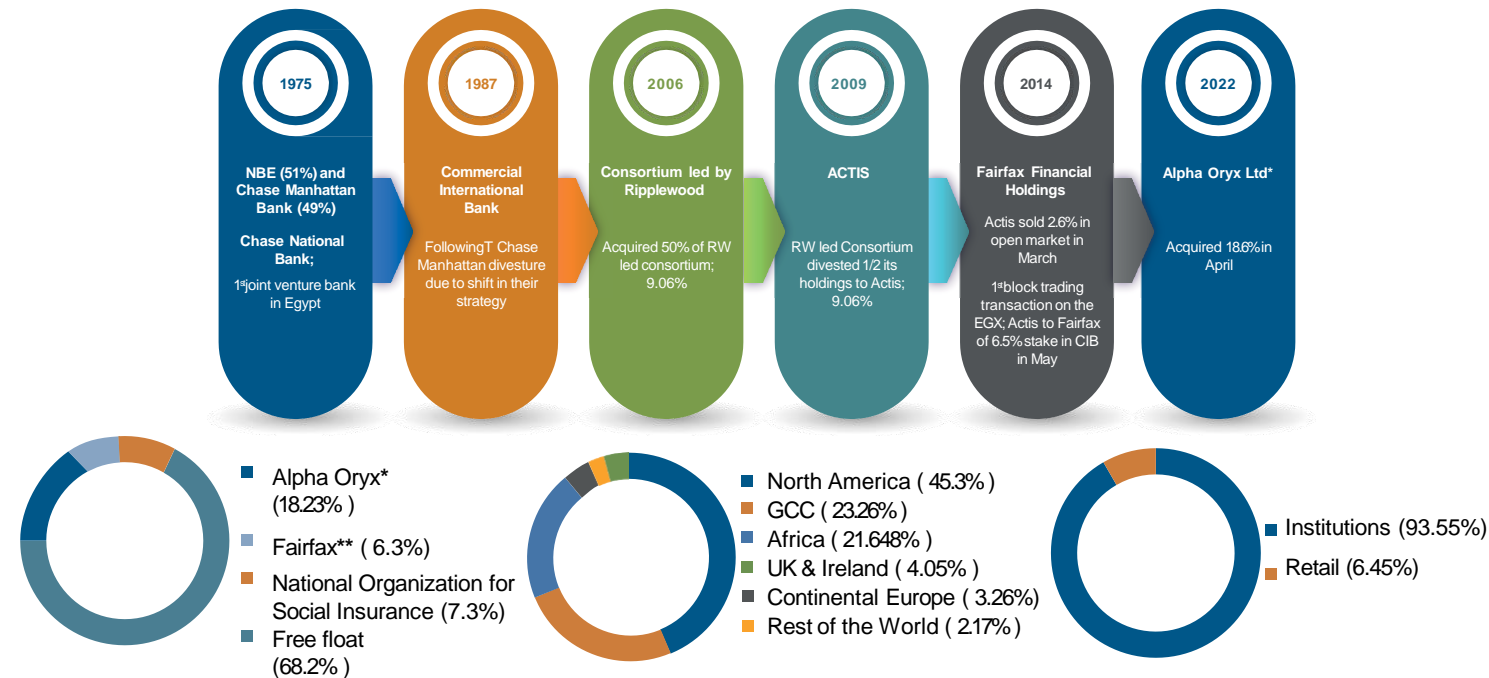
## AVERAGE P/B

■	2.2
---	-----

## CREDIT RATINGS

	LTFCY	STFCY	Outlook	Last Updated
<b>FITCH</b>	<b>B</b>	<b>B</b>	<b>Stable</b>	November 2024
<b>S&amp;P</b>	<b>B-</b>	<b>B</b>	<b>Positive</b>	October 2024
<b>Capital Intelligence</b>	<b>B</b>	<b>B</b>	<b>Stable</b>	August 2024
	Counterparty Risk Rating	Bank Deposits	Outlook	
<b>Moody's</b>	<b>B3/NP</b>	<b>Caa1/NP</b>	<b>Positive</b>	March 2024

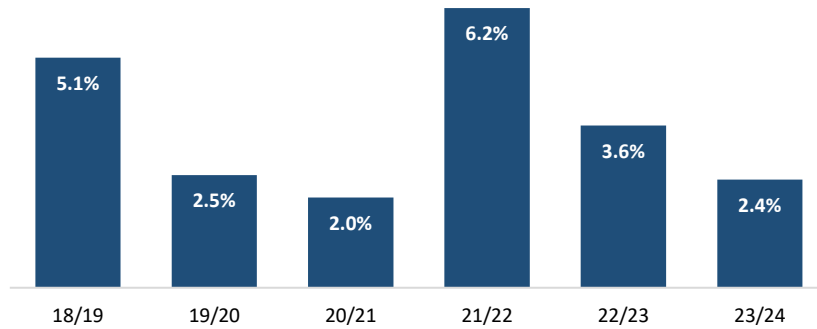
## Shareholders



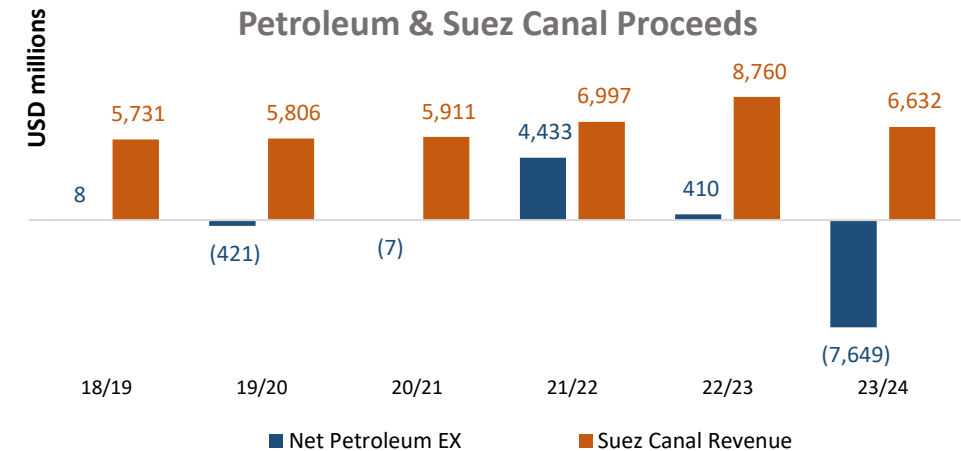
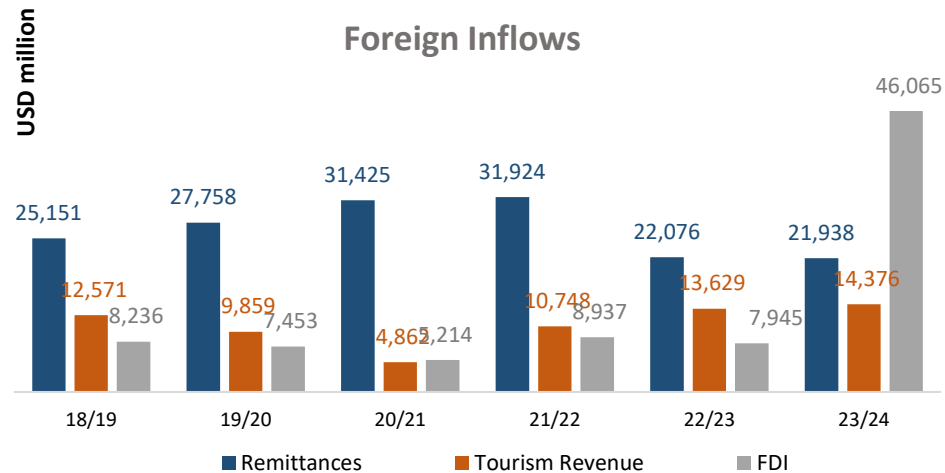
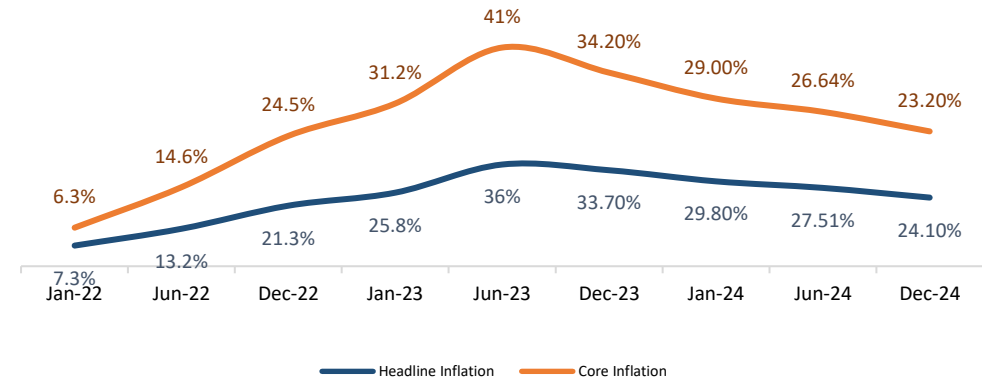


# MACROECONOMIC ENVIRONMENT

## Real GDP Growth (%)



## Inflation (%)







# OPERATING ENVIRONMENT

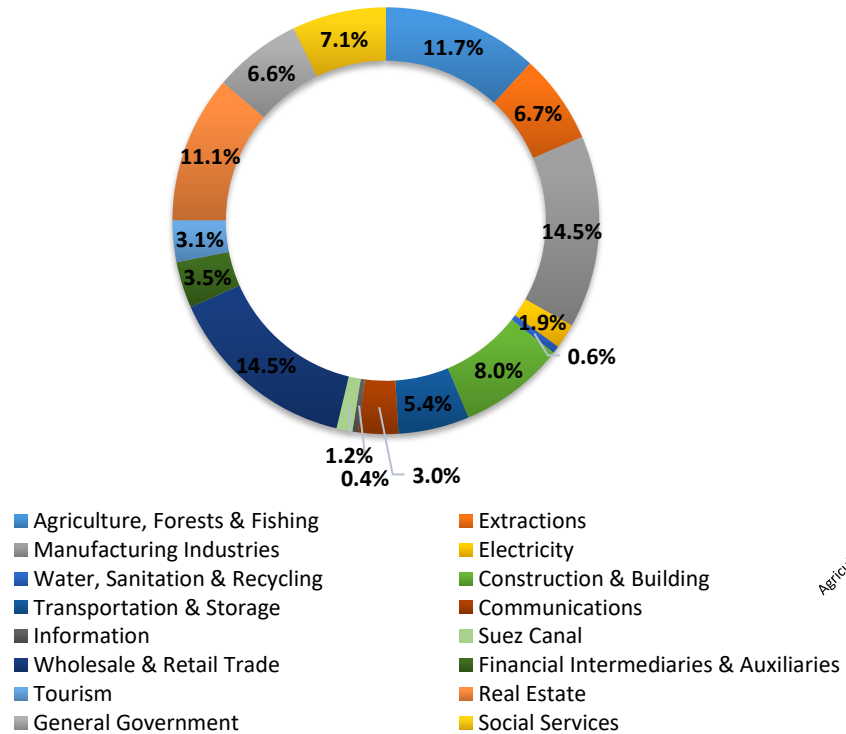
# 02



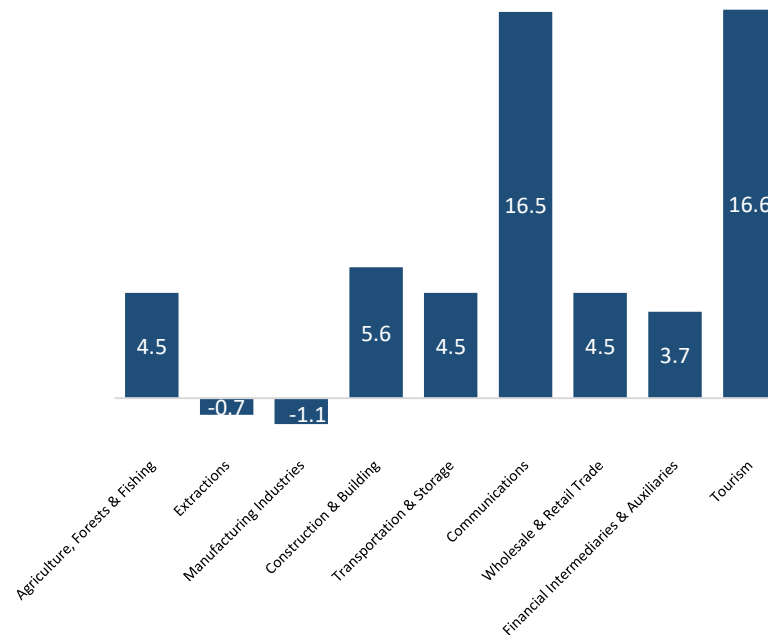


# MACROECONOMIC ENVIRONMENT

Economic Activity Contribution to GDP  
(2023/2024)



Key Sector Growth (%) 2023/2024



## MANAGEABLE DEBT

Net International Reserve: **USD 47.3bn**

Current A/C Balance: **USD -20.8 bn\***

LT External Debt: **USD 126.86bn\***

ST External Debt: **USD 26.02bn\***

## CONSUMPTION

Private consumption/GDP: **84%**

Public consumption/GDP: **6.7%**

## GROWTH OPPORTUNITIES

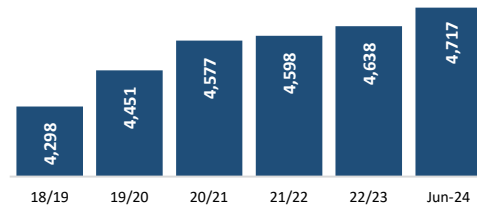
Total GDP: **EGP 13,236.29bn\***



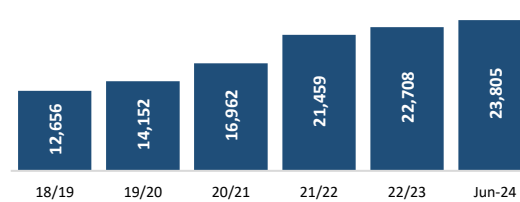


# EGYPT'S BANKING SECTOR

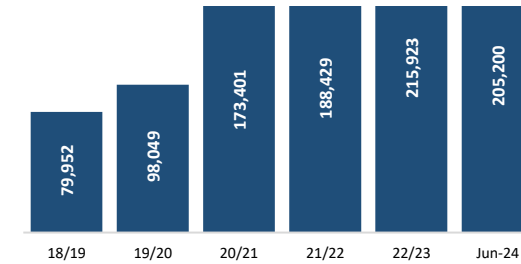
Total Branches



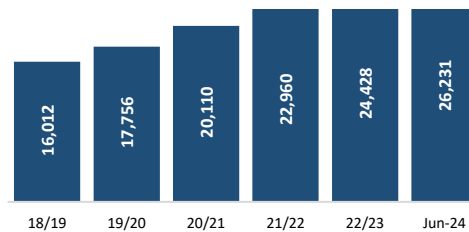
Total ATMs



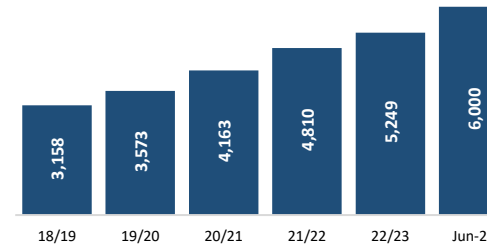
Total POS



Total Debit Cards ('000)

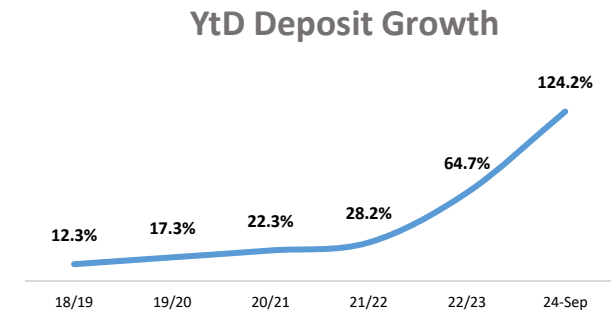
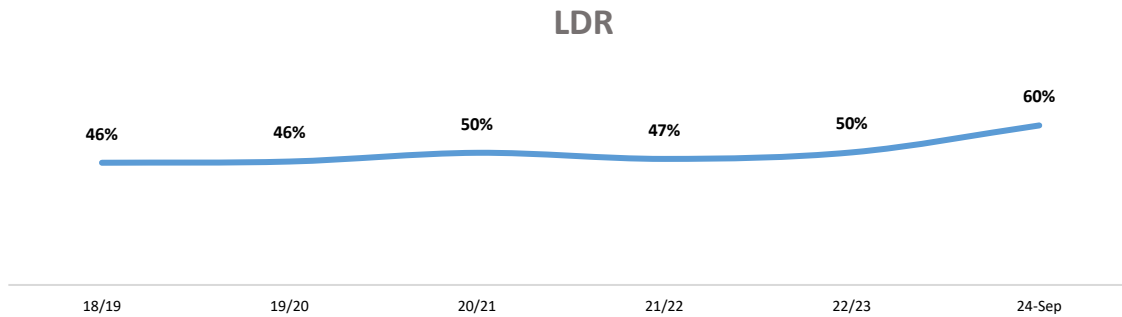
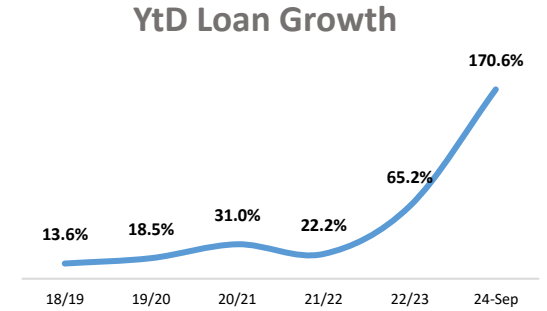
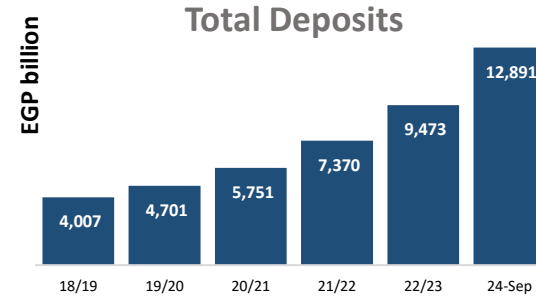
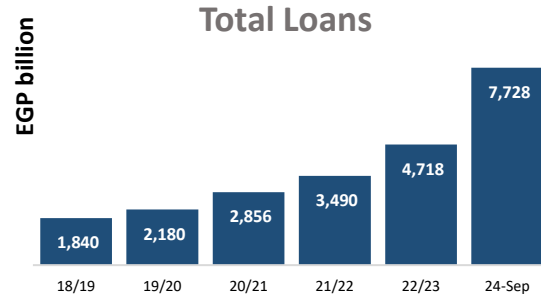


Total Credit Cards ('000)





# EGYPT'S BANKING SECTOR





# STRATEGY

# 03





# STRATEGY

## TODAY

## TOMORROW

01.

### 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 CIBC's operations
- Diversifying revenue streams and enhancing CIB's value proposition via expansion and partnerships in alternative markets

02.

### 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

03.

### 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

04.

### 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"







# FINANCIAL INCLUSION

Since the launching of financial inclusion strategy by CBE, CIB is continuing to develop all the necessary tools to enable better- access for unbanked and underbanked segments, understand the segments financial needs and offering the necessary financial literacy alongside tailored product and services to enable their livelihoods through simple products with minimum documents and affordable cost to either individuals and microenterprises

## Smart Wallet

In 2024, **200%** of the year-to-date CBE target was met, with a **10%** reduction in costs compared to 2023

## Bedaya Saving Account

In 2024, Bedaya experienced significant growth in its acquisitions, reaching **46.5K** accounts

## Bedaya (Current / Business Accounts)

In 2024, dedicated sales efforts towards micro-enterprises resulted in an impressive **103.6%** YoY increase in account acquisitions, with average balances reaching **17 million**

## Meeza Prepaid Card

In 2024, Meeza Prepaid cards reached **6.7K** cards



# 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





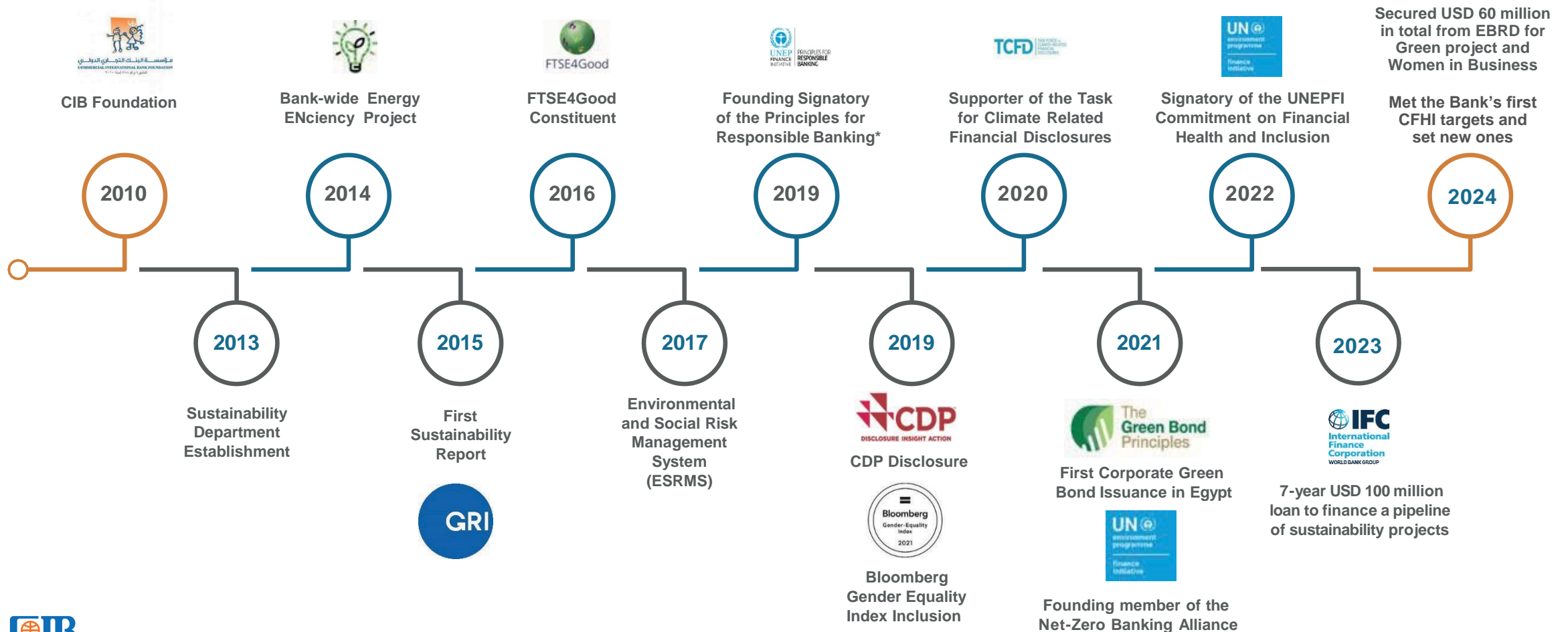
**ESG**

**04**





# OUR SUSTAINABILITY JOURNEY





# 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 (BSC)

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 (SFSC)

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 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 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.

01

02

03

04

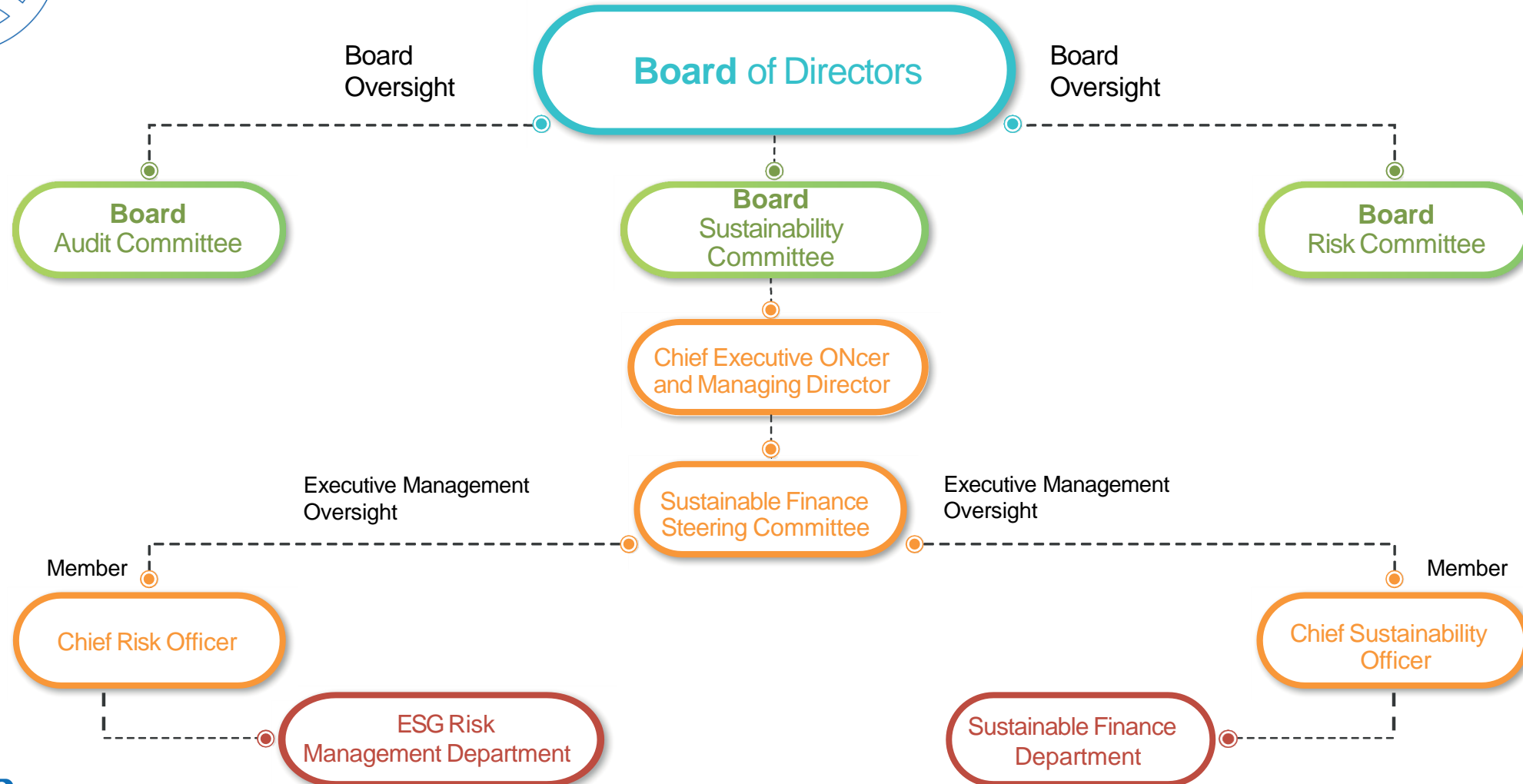
05







# CLIMATE CHANGE GOVERNANCE

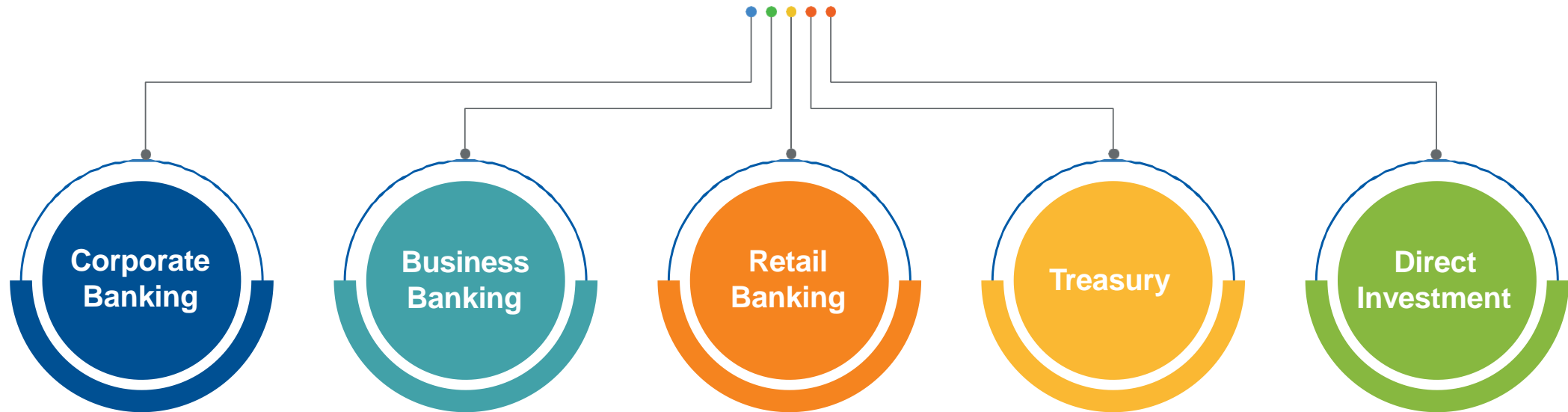




# CLIMATE CHANGE GOVERNANCE

## Climate Change Task Force

Task Force and Business Management



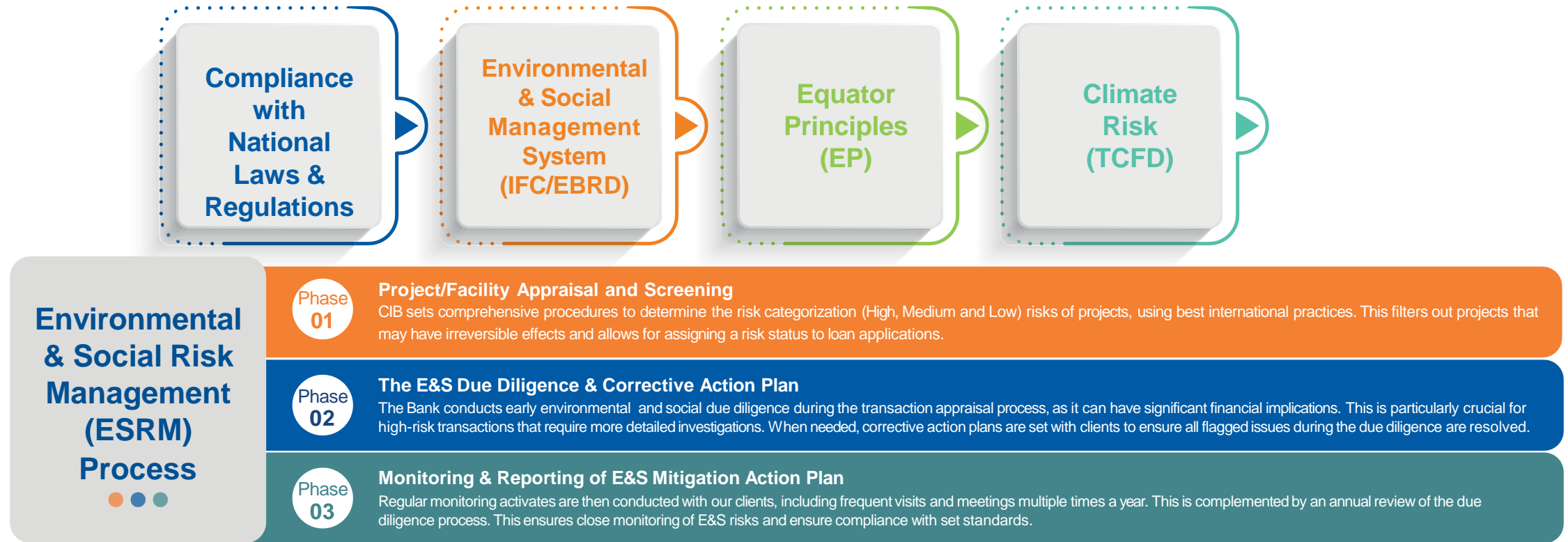
More information is found in the Bank's [TCFD](#) Report





# ENVIRONMENTAL, SOCIAL AND CLIMATE RISK

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.





# 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

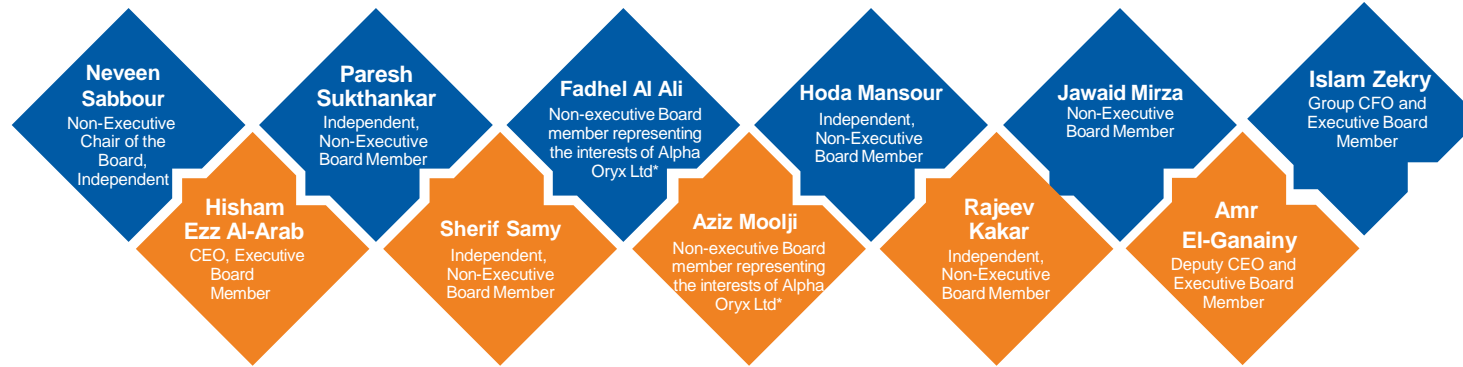




# CORPORATE GOVERNANCE

**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

## Board Committees

- 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 05**

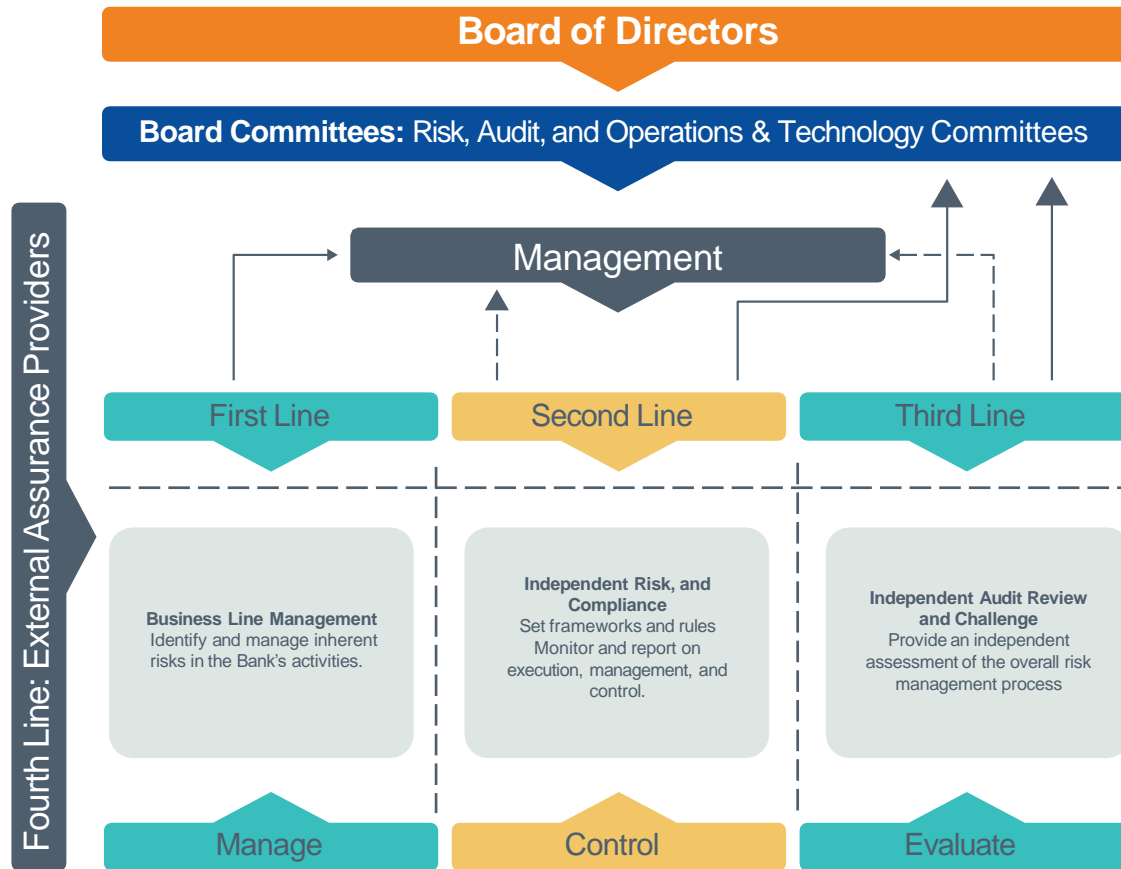






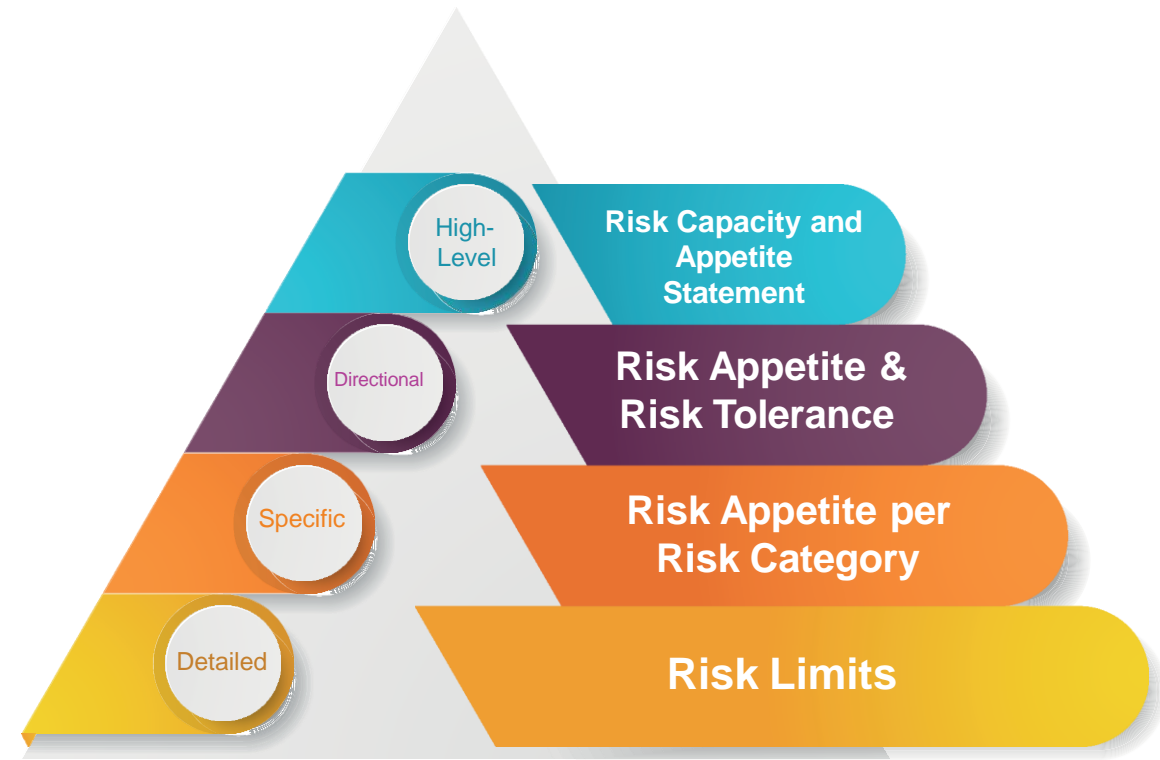
# RISK MANAGEMENT

## 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.





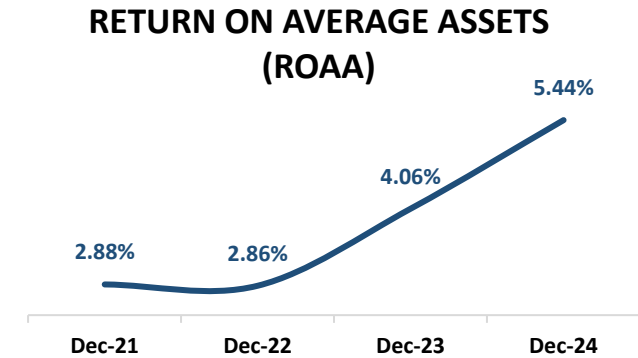
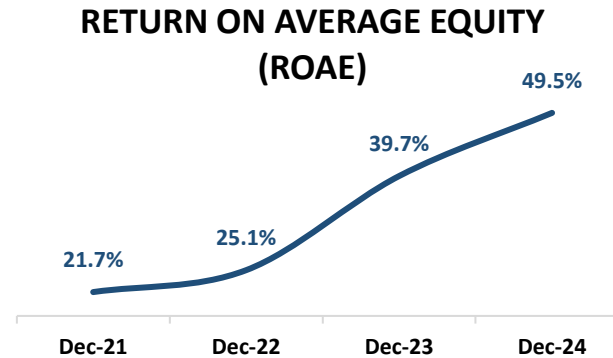
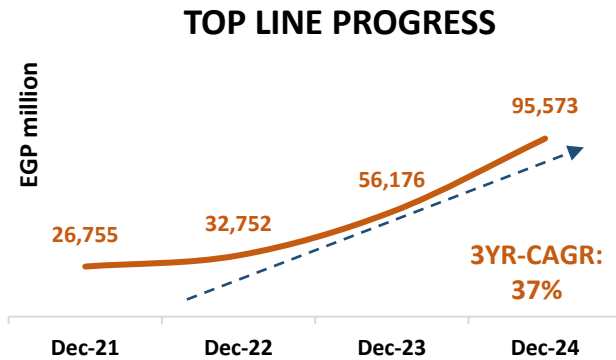
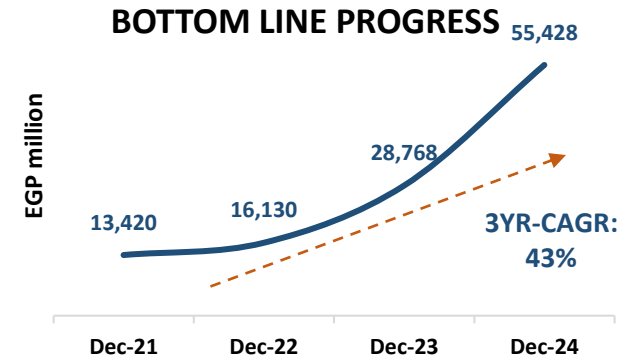
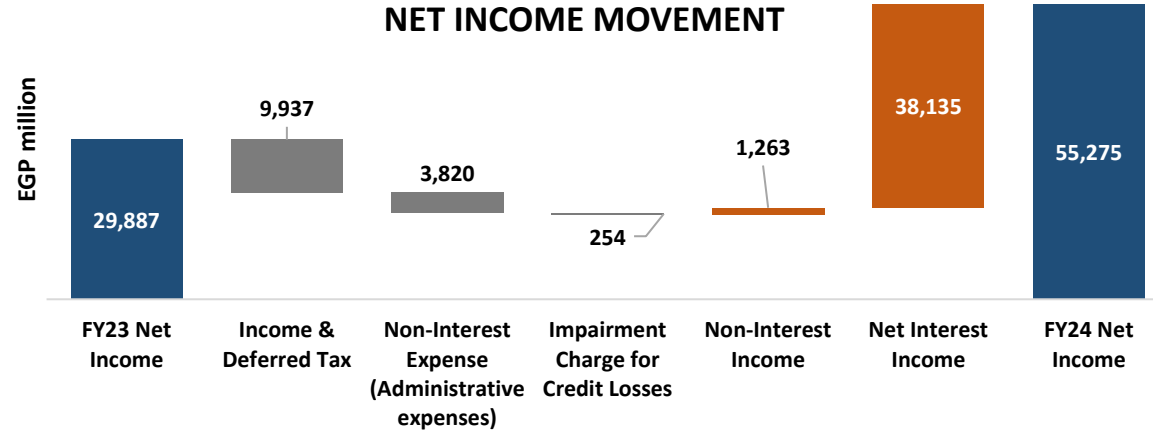
# FINANCIAL PERFORMANCE

# 06





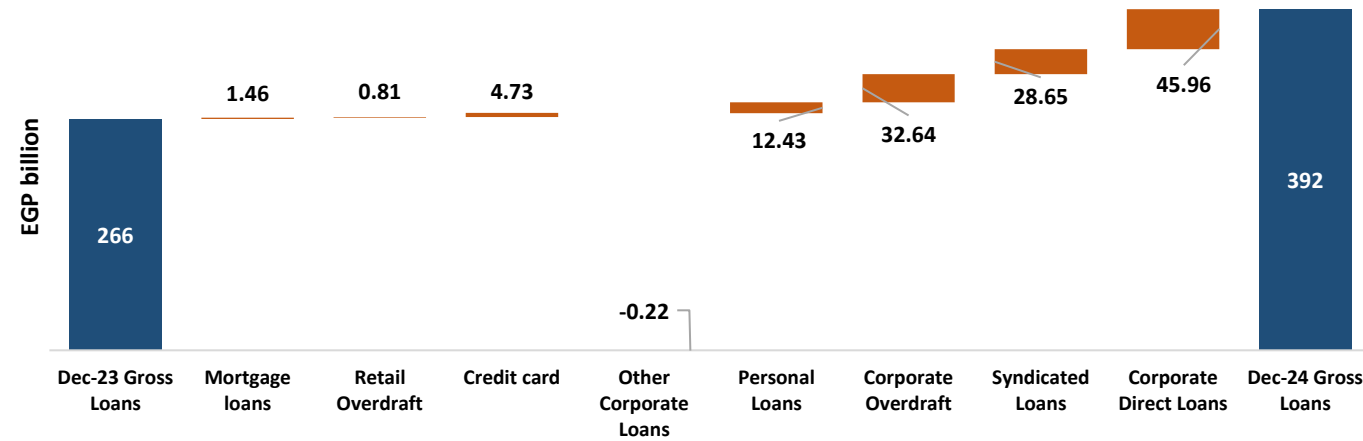
# INCOME STATEMENT HIGHLIGHTS



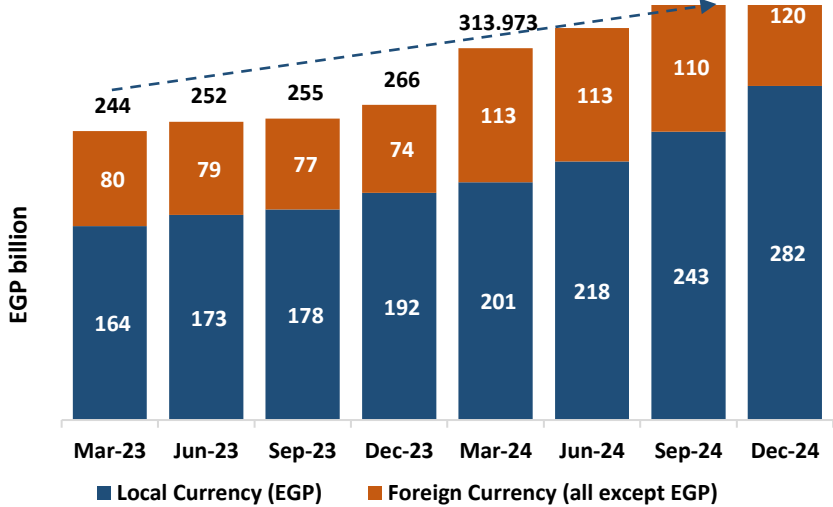


# LOANS AND ADVANCES

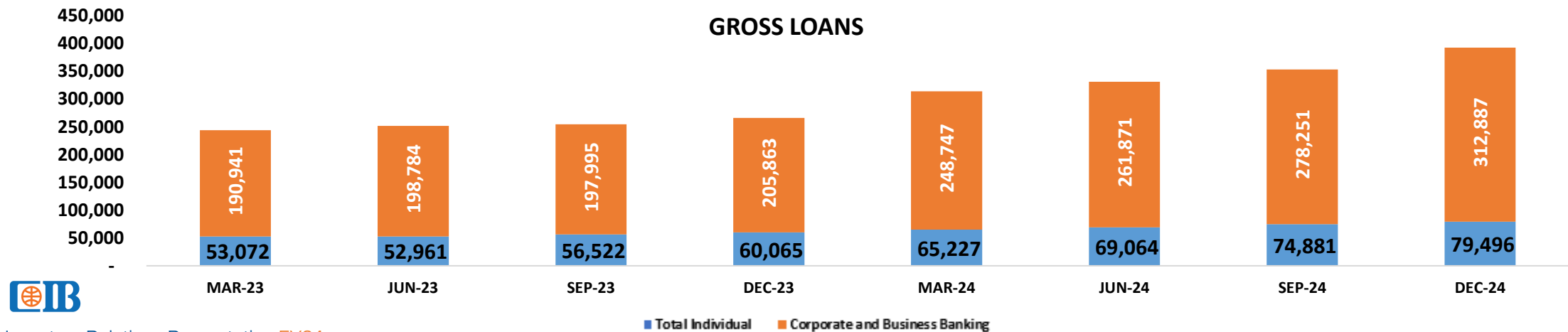
GROSS LOAN MOVEMENT



GROSS LOANS

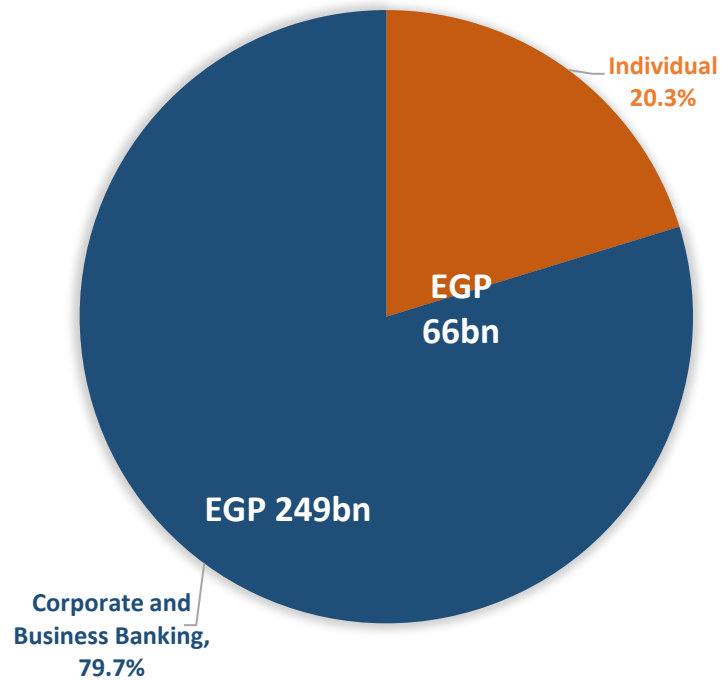


GROSS LOANS

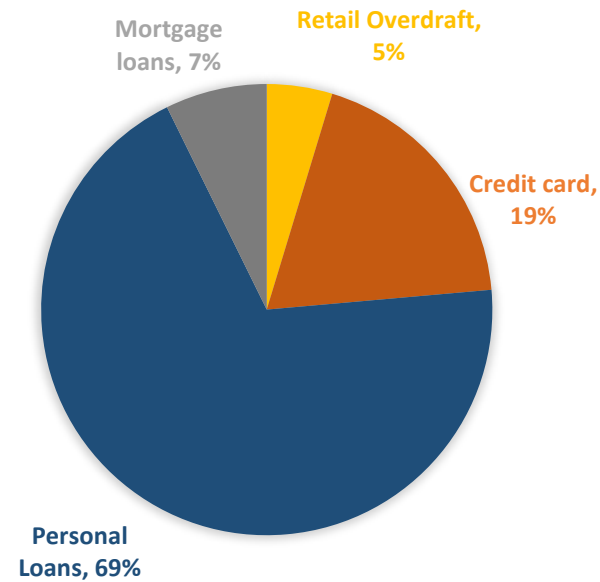




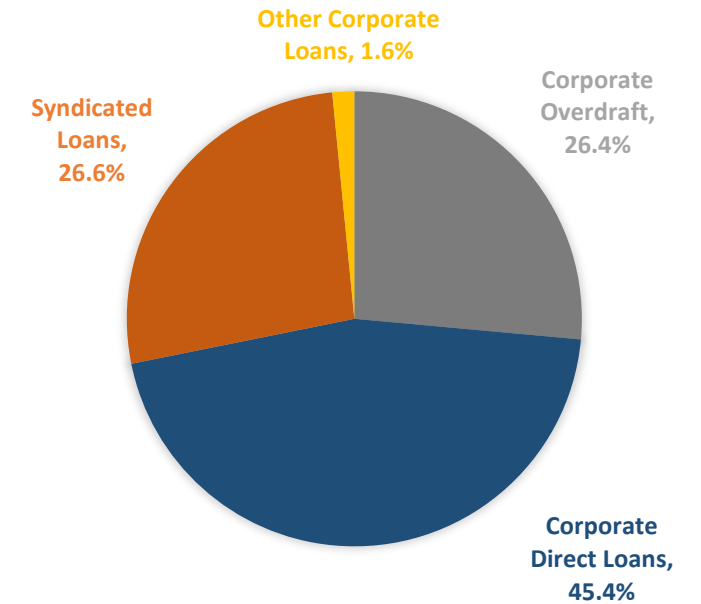
# LOANS AND ADVANCES



**GROSS LOAN COMPOSITION**



**INDIVIDUAL LOAN PRODUCTS**



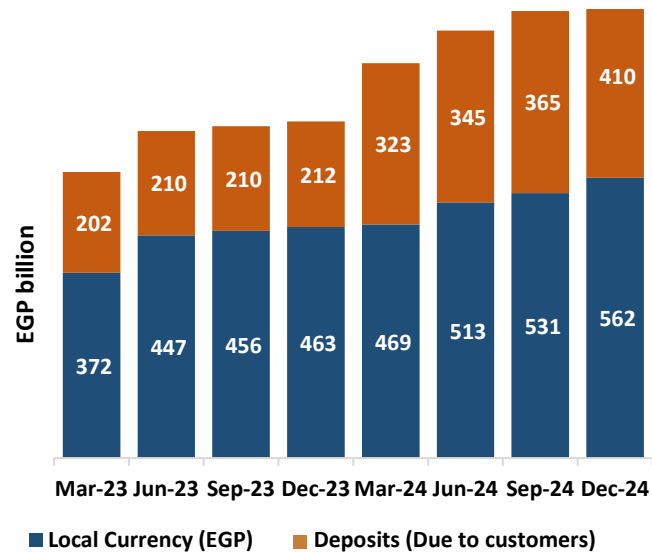
**CORPORATE LOAN PRODUCTS**



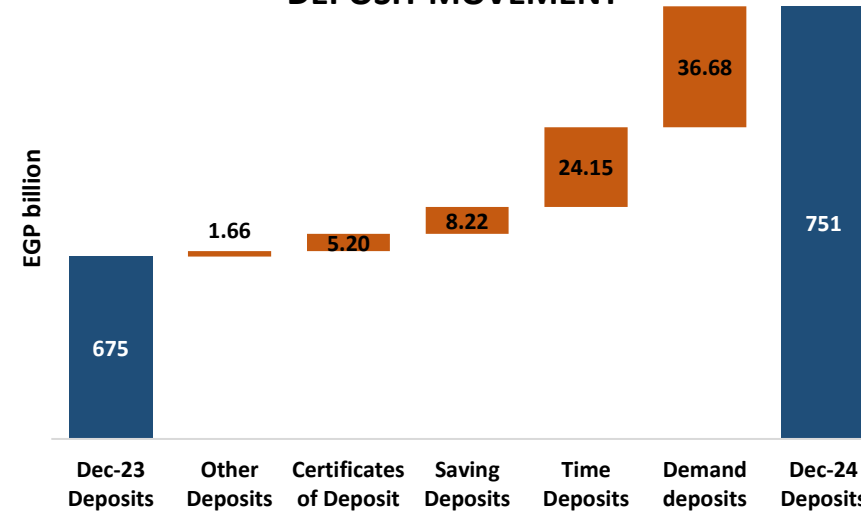


# CUSTOMERS' DEPOSITS

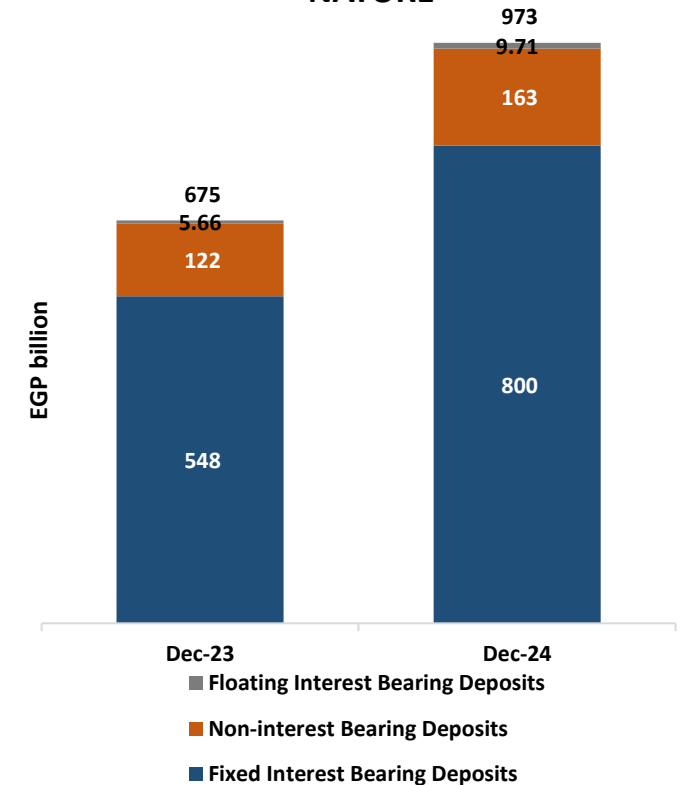
## DEPOSITS



## DEPOSIT MOVEMENT



## DEPOSITS BREAKDOWN BY INTEREST NATURE

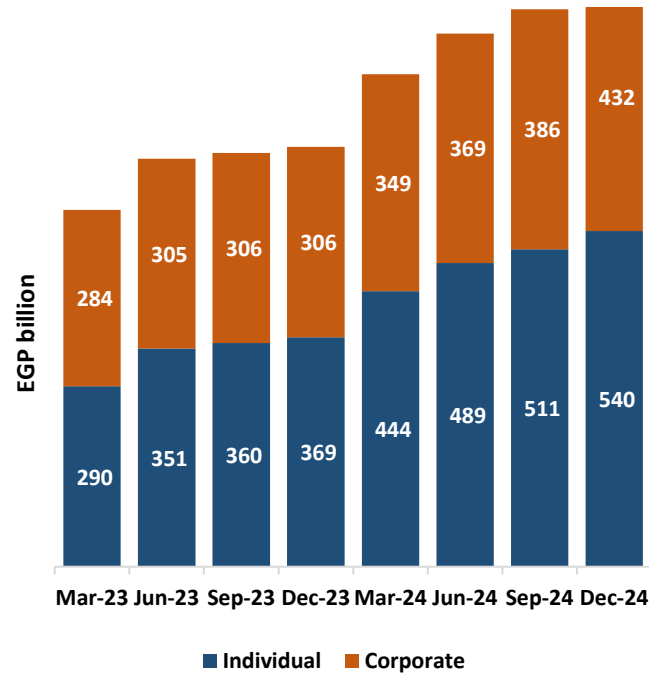




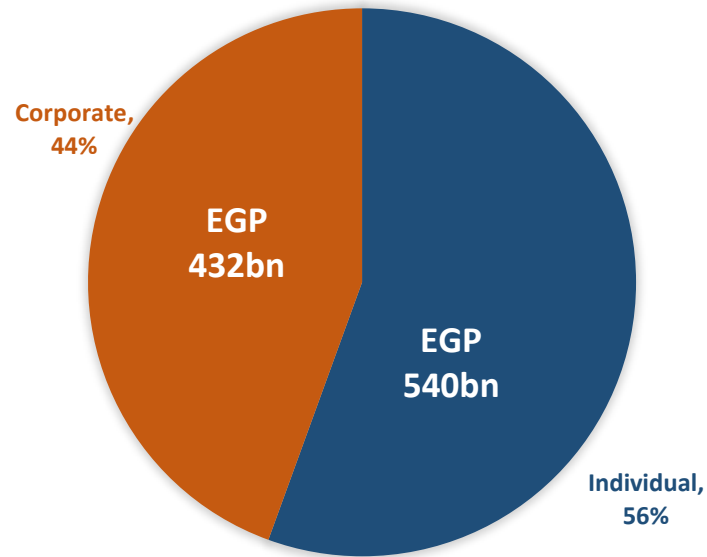


# CUSTOMERS' DEPOSITS

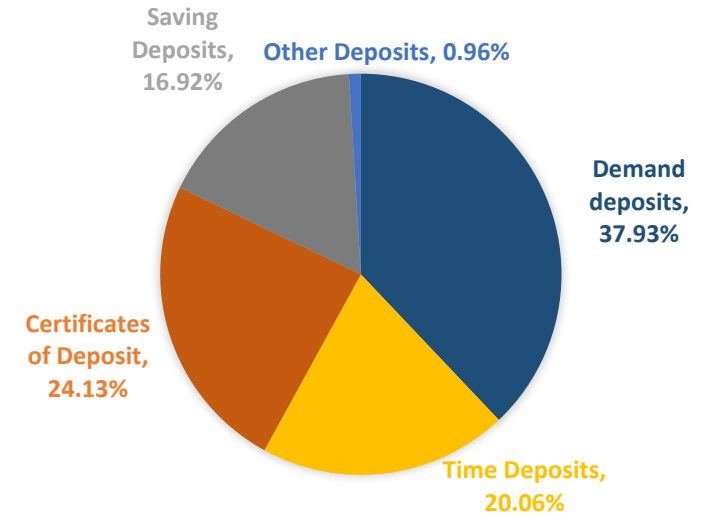
## DEPOSITS



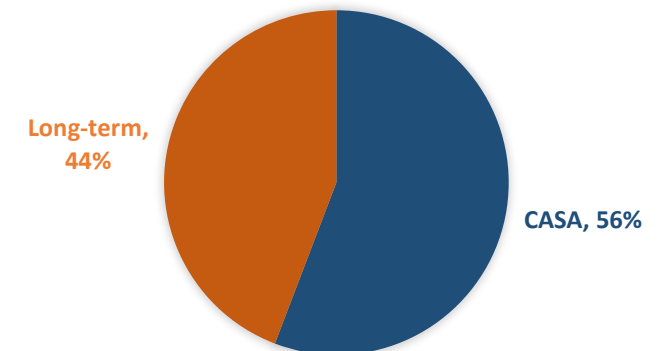
## DEC-24 DEPOSIT COMPOSITION



## DEC-24 DEPOSIT BREAKDOWN BY PRODUCT



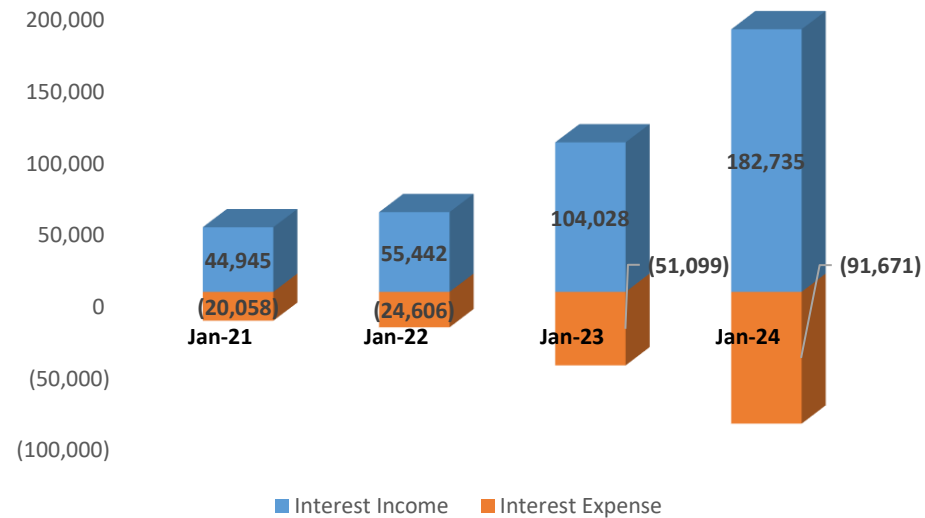
## DEC-24 DEPOSIT BREAKDOWN BY TENOR



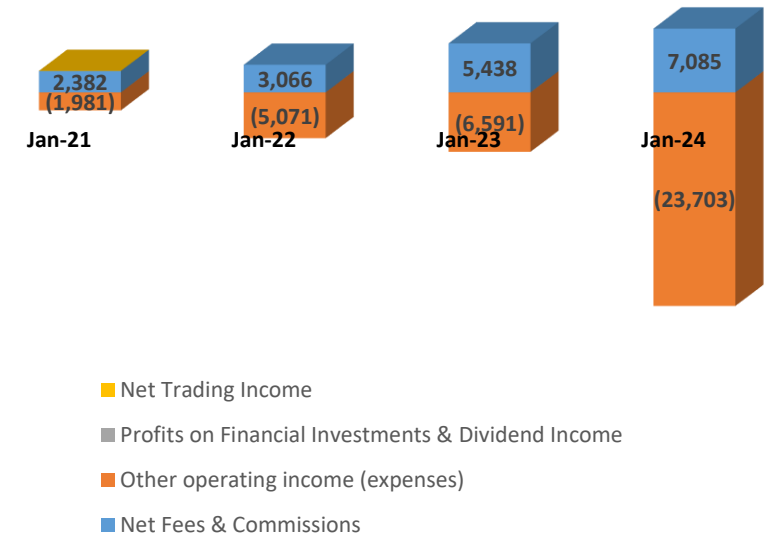


# NET INTEREST INCOME/NON-INTEREST INCOME

## NET INTEREST INCOME



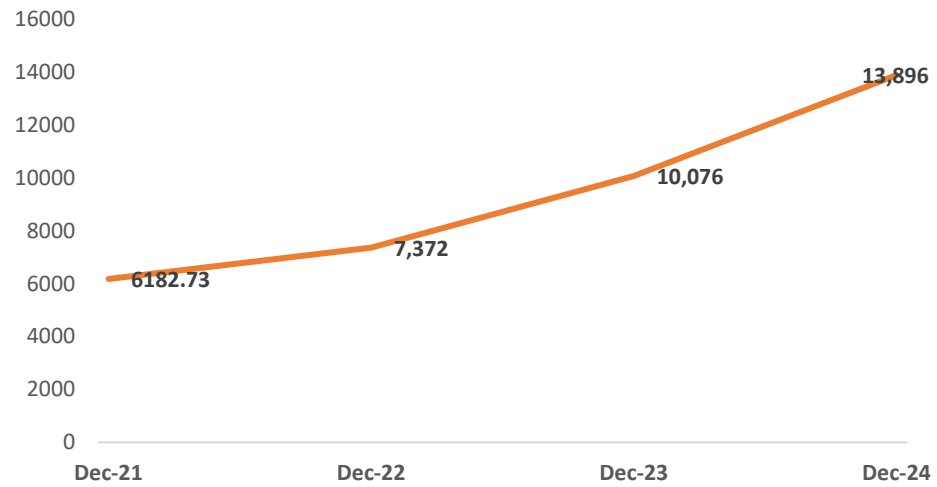
## NON-INTEREST INCOME



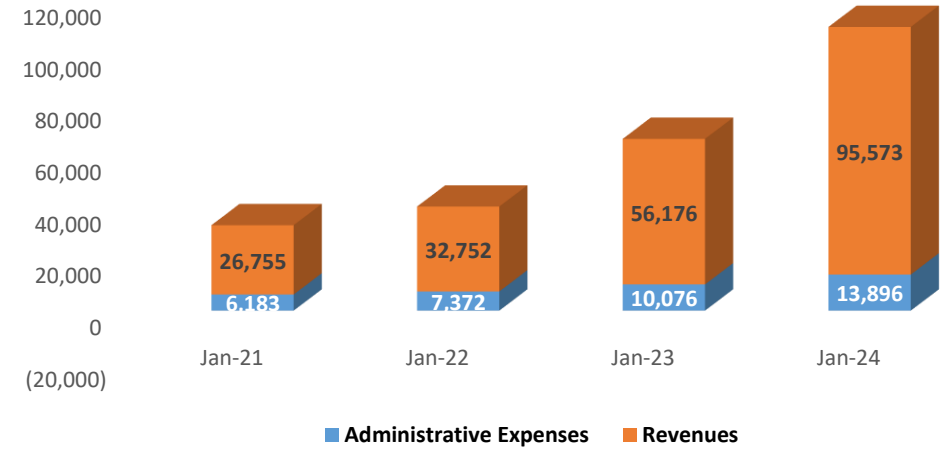


# COST EFFICIENCY

## NON-INTEREST EXPENSES



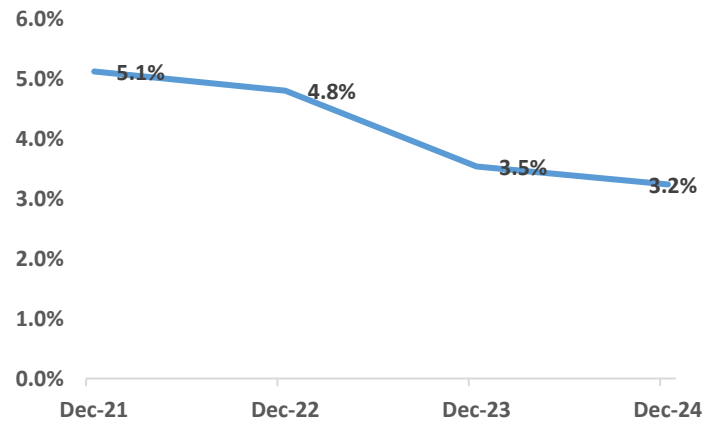
## COST EFFICIENCY



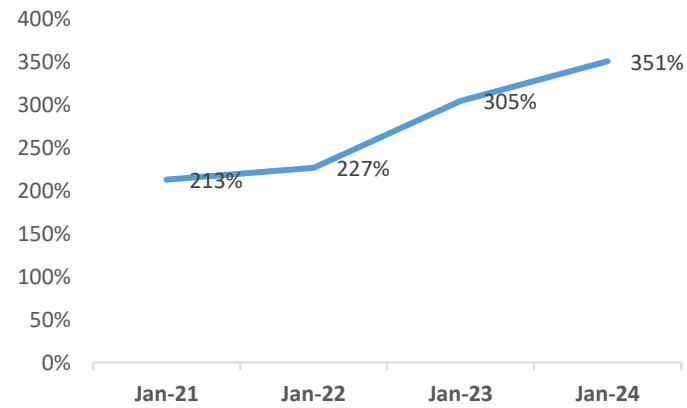


# PROVISIONS AND COVERAGE

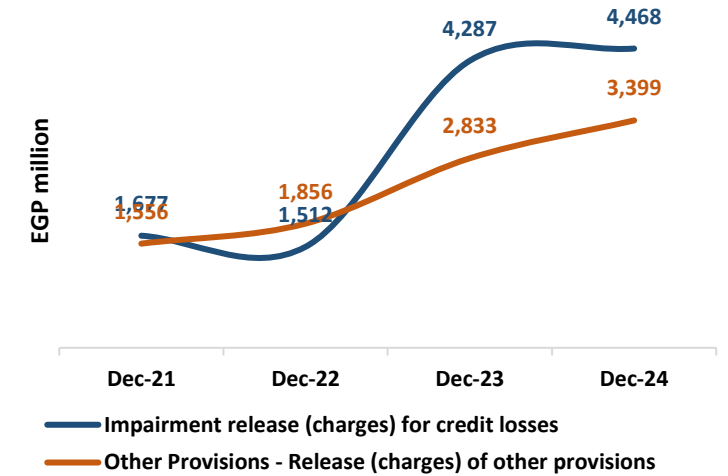
## NPL Ratio



## NPL COVERAGE RATIO



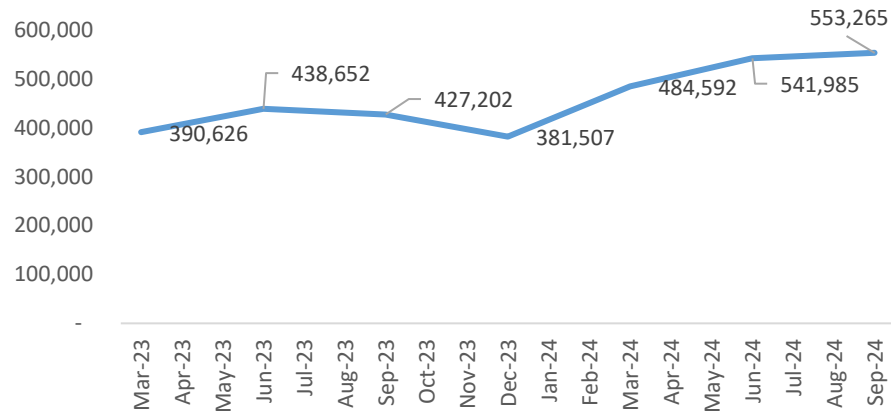
## IMPAIRMENT CHARGES



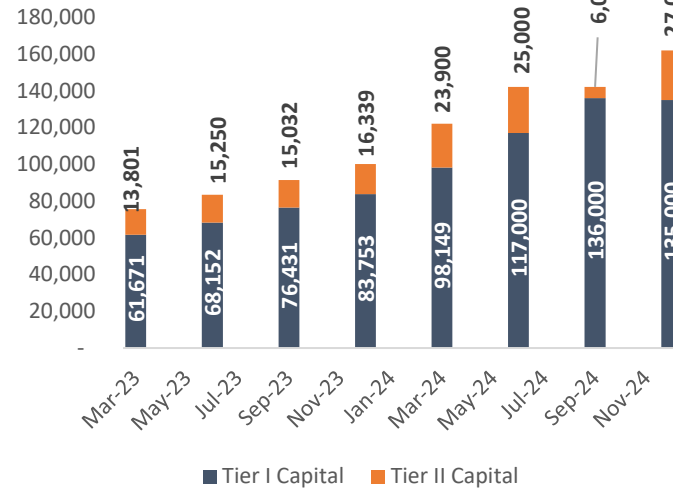


# CAPITAL AND LIQUIDITY

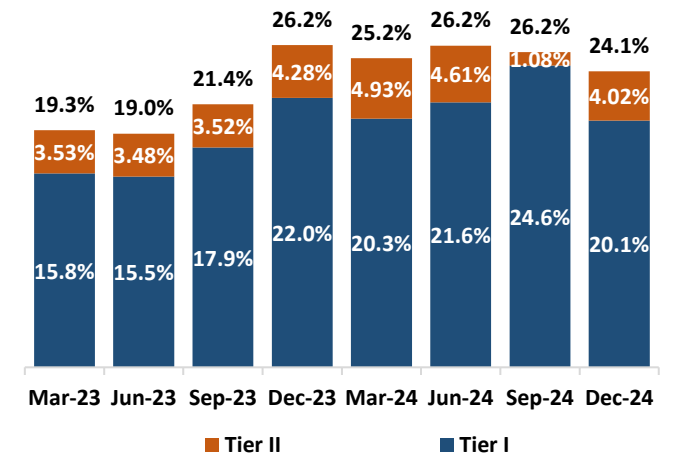
### Risk Weighted Assets (EGP mn)



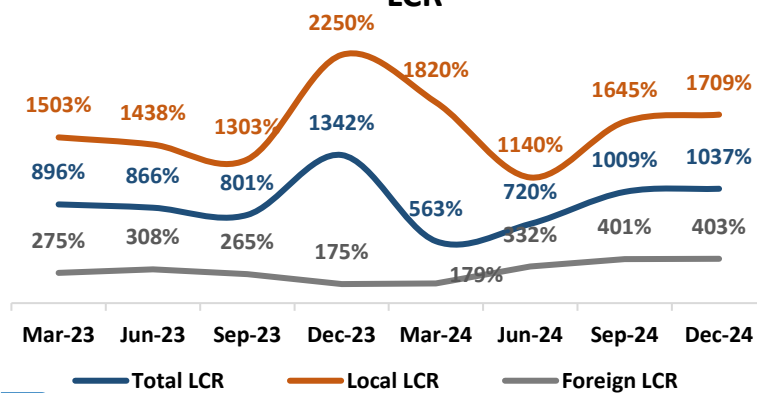
### CAPITAL BASE



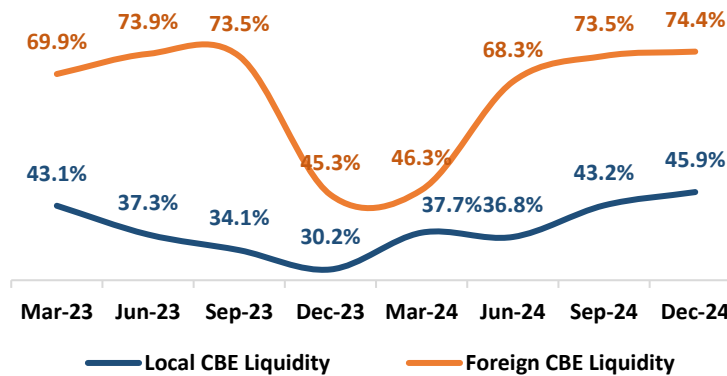
### CAPITAL ADEQUACY RATIO



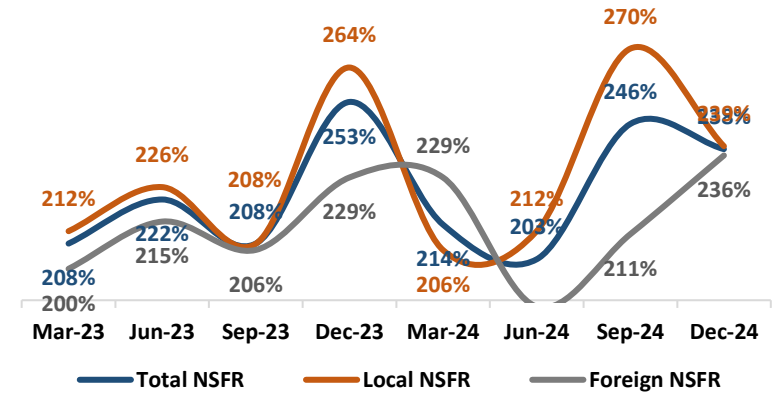
### LCR



### CBE LIQUIDITY

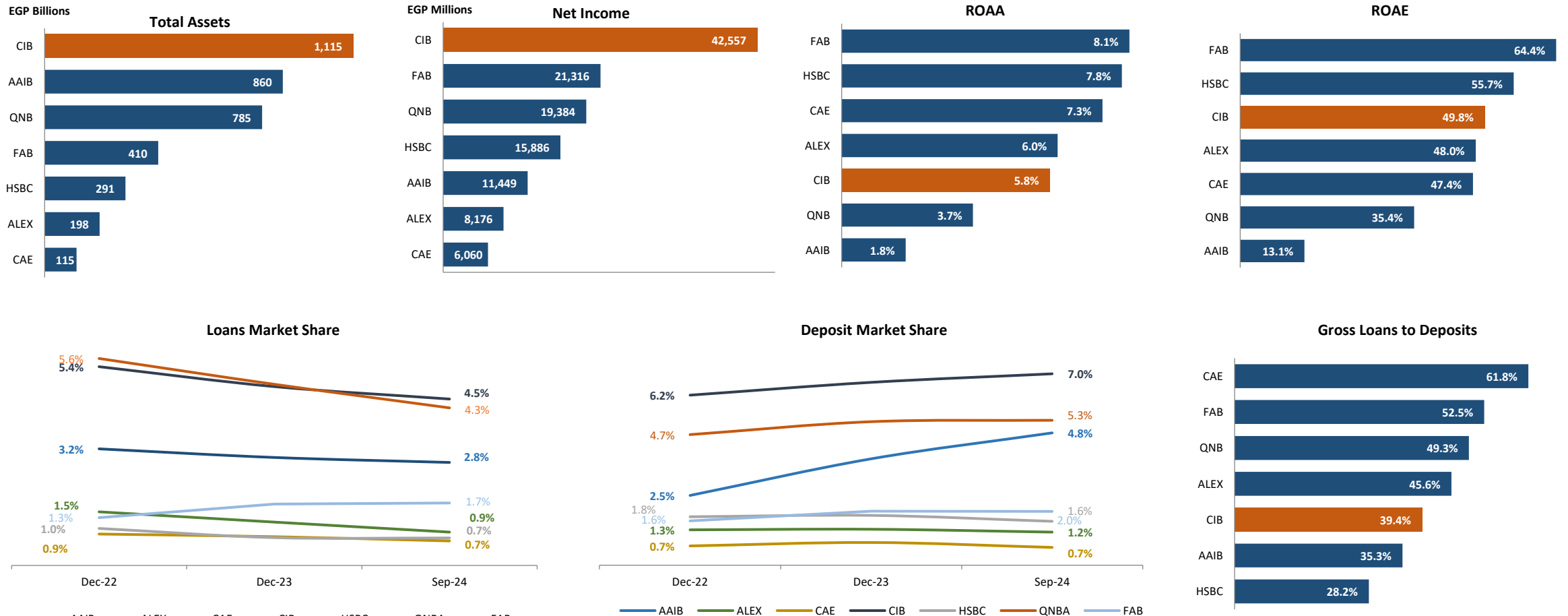


### NSFR





# POSITION AMONG PEERS (Sep.24)





# AWARDS 2024



**Global Finance**  
Best FX bank in Egypt

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

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

**Global Finance**  
Best Private Bank in Egypt

**Global Finance**  
Best Bank in Egypt

**Global Finance**  
Market Leader for treasury and Cash Management

**Global Finance**  
Best FX Bank in Egypt 2025

**Global Finance**  
Best Overall Bank for Cash management

**Global Finance**  
Best Bank for Collections in Africa

**EUROMONEY**  
Best Bank FX in Egypt

**EUROMONEY**  
Market Leader for Corporate Banking

**EUROMONEY**  
Market Leader for Digital Solutions

**EUROMONEY**  
Best Bank for ESG in Egypt

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

**EUROMONEY**  
SME Banking Egypt

**EUROMONEY**  
Highly Regarded Investment Banking

**EUROMONEY**  
Best Bank in Egypt

**EUROMONEY**  
Best Digital Bank in Egypt

**Fortune**  
Top 10 of Fortune's 2024

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

**EMEA Finance**  
Best telecommunications deal

**EMEA Finance**  
Best securitisation house Africa

**EMEA Finance**  
Best property deal

**MEED**  
Cash Manager of the Year MENA

**MEED**  
Best Digital Bank Egypt



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



For more information, please visit our website; [www.cibeg.com](http://www.cibeg.com)

## Investor Relations contacts:



### Headquarters:

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



### Email:

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



### Hotline:

(+202)19666





Thank You

