



CIBC's Chairman and Managing Director

Speaking at: **Ben Graham**
2016 Value Investing Conference

“how you create value over the long term for your shareholders”



A BANK TO TRUST

April 13th, Toronto



CIB's Evolution



	2000	2005	2010	2015
Market Cap (EGP mn)	2,300	7,628	27,973	43,692
Total Assets (EGP mn)	16,633	30,390	75,425	179,500
Net Profit (EGP mn)	385	610	2,020	4,729
ROAE*	33.6%	26.24%	25.7%	33.43%
Cost/Income	25.5%	29.29%	39.68%	20.40%
NIM	N/A	3.50%	3.64%	5.59%

*Figures on a standalone basis for years 2000 and 2005
 Figures on a consolidated basis for years 2010 and 2015
 * After profit appropriation*



How we did it...

2006 : Employee Ownership Plan (ESOP)

- ⊗ To align the interest of CIB staff to that of shareholders
- ⊗ This move enabled CIB to retain the best caliber in the market

2010 : Business Continuity

- ⊗ First Egyptian bank to begin enforcing Business Continuity Standards within the Egyptian banking sector
- ⊗ Ensure CIB's ability to overcome any unforeseen disruptive events that might affect the Bank's performance and services offered to clients
- ⊗ In appreciation to the Bank's implementation of the international best practices, CIB was awarded "Business Continuity Team of the Year" in 2015 by one of the world's most respected business continuity and disaster recovery and crisis-management institutions; Disaster Recovery Institute International (DRII)

2008: Consumer Banking Breakthrough

- ⊗ Implementing the dedication to establish a leading consumer bank in Egypt
- ⊗ Largest branch network amongst private sector banks; 152 branches and units, and 472 ATMs
- ⊗ CIB's market share from Egypt's P.O.S. acquiring business has significantly surged to exceed 20%, up from virtually zero in early 2007
- ⊗ Introduced new lines of business and undertook organizational restructuring to address identified service and product gaps
- ⊗ Currently, CIB has the largest private-sector ATM network comprising 662 ATMs, and 187 branches and units

2010 : CIB Foundation

- ⊗ A non-profit organization dedicated to enhance the health and nutrition services extended to underprivileged children in Egypt
- ⊗ The first in Egypt to have its annual budget institutionalized as part of its founding institution's by-laws
- ⊗ Shareholders unanimously agreed to dedicate 1% of CIB's net annual profit to the Foundation, which was then raised to 1.5% in 2012



How we did it... (Cont'd)

2012 : Sustainable Development Department

- ⊗ First Egyptian bank to officially establish a Sustainable Development Department
- ⊗ Aims at advancing the concept of sustainability through raising awareness and other activities which targets fulfilling CIB's pledge to help enhance and protect the environment, economy and society
- ⊗ First Egyptian bank to implement the idea of rooftop gardens above its buildings since 2013
- ⊗ First Egyptian bank to ever receive the Egyptian Green Pyramids Rating System Certificate (GPRS) in 2015, which is the Egyptian version of the internationally recognized Leadership in Energy and Environmental Design (LEED) framework

2013 : Enterprise Risk Management (ERM)

- ⊗ First bank in Egypt to establish ERM framework and road map, endorsed and monitored by the Board of Directors

2014 : Block Trading

- ⊗ The first block trading transaction on the EGX when Actis sold its 6.5% stake in CIB to Fairfax Financial Holdings Ltd (Fairfax)

2015 : Conduct Risk

- ⊗ First bank in Egypt to recognize conduct risk and establish a framework for it, despite the lack of regulatory requirements

Conclusion...

- ⊗ None of those accomplishments could have been achieved without **our staff**. We continue to invest heavily in nurturing the skills and capabilities of our employees and we firmly believe we have the best caliber in the industry
- ⊗ CIB continues to be nimble and receptive to the changing environment, which enables us to be always **ahead of the curve**
- ⊗ Over the past few years, we have been able to develop a 6th sense in **expecting the unexpected**. Given the ever-changing dynamics in the environment, we have – long ago – realized the importance of **technology** and its role in transforming the banking industry, and this gives us **1st movers advantage**



Thank You