

INVESTOR BRIEFING | 3Q 2026 RESULTS

Strong Results Today. Sustainable Growth Tomorrow.

Built in Tanzania. Connecting Africa. Enabling Prosperity.

November 2026 | Tanzania Burundi DR Congo Dubai

Tanzania remains structurally underbanked with strong economic growth and increasing demand for credit.

01 Macro signals

6.5%	Mainland GDP growth; Zanzibar 6.9%
4.3%	Inflation, inside the 3% to 5% target
6.25%	Central bank rate
+25.9%	M3 growth, to TZS 72.1 Tn
USD 6.0 Bn	FX reserves, 4.3 months of import cover
+34.2%	Private sector credit growth

REGION

Burundi	GDP 3.6% to 3.8%; inflation 14.3%
DR Congo	GDP 5.2% to 5.7%; inflation 7.4%

02 Banking sector overview

CRDB SHARE OF THE SECTOR



70%+	of the financial system is banking
~3%	sector NPL ratio
9.5%	ten-year bond yield, from 13.7% a year ago
Oversubscribed	medium- and long-term bond auctions

03 Market development

Vision 2050: USD 1 Tn economy, USD 7,000 per head
2025: USD 91.8 Bn, USD 1,390

- **Strong, inclusive and competitive economy**
  GDP USD 91.8 Bn, up 5.9% in 2025; the 2050 path needs about 9.6% a year
- **Human capabilities and social development**
  Poverty about 43%, from 45% in 2018; population 69 Mn rising to 118 Mn
- **Environmental integrity and climate resilience**
  Nyerere hydro 2,115 MW live since Aug 2026; grid capacity 4,646 MW against 2,271 MW peak
- **Driver: digital transformation**
  117 Mn telecom lines, 87 Mn mobile money accounts; 5G reaches 34% of people
- **Sector: financial services**
  Inclusion 76% in 2023, from 65% in 2017; banks still reach only 22% of adults

Sound macro, a healthy sector and measurable national progress on Vision 2050 all point to credit demand, and our 30% share captures it.

Source: BoT; NBS; TCRA Q2 2026; FinScope 2023; World Bank; Vision 2050; CRDB. Sept 2026

We are taking a larger share of Tanzania's growth, and doing it with discipline

Scale, market leadership, a supportive economy and disciplined execution are reinforcing one another.

PROFIT AFTER TAX

TZS 672 Bn

+29.1% YoY; +21.1% QoQ in 3Q

RETURN ON EQUITY

29.3%

Close to 30% for a second year

EARNINGS PER SHARE

TZS 257

+29.1% YoY

COST TO INCOME

41.4%

from 43.0% in 3Q 2025

TOTAL ASSETS

TZS 27.5 Tn

+34.2% YoY

LOANS AND ADVANCES

TZS 18.4 Tn

+43.7% YoY

GROSS NPL RATIO

2.3%

from 3.2% in 3Q 2025

CUSTOMERS

7.9 Mn

from 6.8 Mn in 3Q 2025

About 30% of every sector line and 7.9 million customers: scale that now compounds with discipline.

Our strategy is translating into growth, profitability and franchise strength

THREE STRATEGIC PILLARS

Ringfence the Business
Protect and deepen core market position

Grow the Business
Expand reach, segments and revenue

Futureproof the Business
Build resilience for the next decade

MTP
2023 to 2027
Continuously EVOLVE

NINE LEVERS, FOUR JOBS

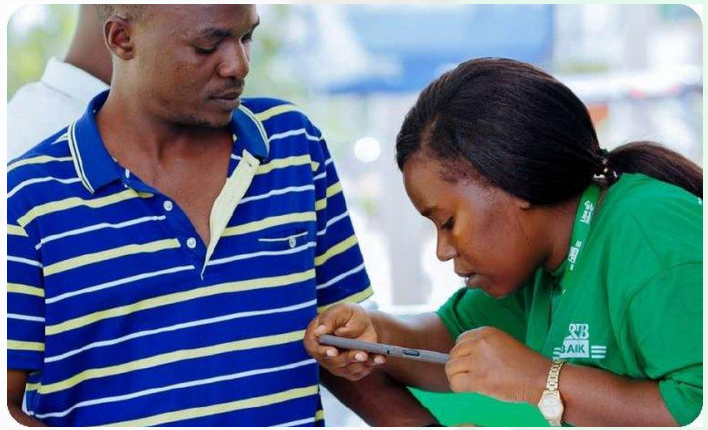
Grow	Inclusive financing	Priority segments	Productive sector
Serve	Service experience	Operational efficiency	
Protect	Risk management	Credit management	
Enable	Technology	People development	

3Q 2026 MILESTONES

- USD 111 Mn financing commitments
- DR Congo profitable since 1Q
- Dubai office: access to Gulf capital
- Digital rollout in Burundi and DR Congo
- Ten independent awards

Consistent execution across our strategic priorities continues to strengthen earnings, scale and competitive position.

Digital distribution is expanding reach and lowering the cost to serve



7.9 Mn

customers served across the Group

WHERE TRANSACTION VOLUME HAPPENS

98%+ outside branches

Agents, merchants, ATMs, mobile and internet banking carry the load; branches handle under 2%

SERVICE QUALITY

99%
resolved at first contact

94%
customer satisfaction

NPS 77
from 51 in 2023; FY 2025

30,000+
Elle chatbot conversations

THE ACCESS NETWORK, 3Q 2026

Digital	38,257	6,000+	700+	261
mobile, internet, SimBanking	Wakala agents	merchants	ATMs	branches

What it means. The access model is no longer branch led. Agents, merchants, digital channels and self service now absorb customer growth, so we add customers without adding branches or matching operating cost.

Digital distribution enables customer growth at a lower marginal cost, strengthening scalability and profitability

Inclusion is creating new customers, new revenues and long-term growth opportunities



MSME AND INCLUSIVE LENDING

TZS 2.5 Tn+	MSME financing
TZS 95 Bn	to women owned MSMEs
110,000+	MSE customers
120,000+	SME customers

iMbeju
WOMEN AND YOUTH

- TZS 8 Bn+ deposits mobilised
- Dedicated credit and savings
- Capacity building, entrepreneurship

Ughaibuni
TANZANIANS ABROAD

- Savings and remittance banking
- Investment and home ownership
- Family wealth and business creation

Instaprenyua
DIGITAL ENTREPRENEURS

- Online and social commerce sellers
- Platform based micro enterprises
- A segment banks rarely serve

SCHOLA
STUDENTS

- Education financing
- Future workforce development
- Customers for life, acquired early

JikoConnect
MERCHANT ECOSYSTEMS

- Collections and payments
- Business enablement
- Digital commerce integration

Device financing
DIGITAL ACCESS

- Smartphone acquisition
- SimBanking onboarding
- Entry to digital finance

Underserved segments are becoming meaningful sources of deposits, lending growth and future earnings.

Technology is becoming a competitive advantage across growth, service and risk management.



Our digital partnership with Vodacom widens reach

RELIABILITY AGAINST TARGET

99% Digital transaction success

99% Digital service availability

Digital adoption

98%+

of transaction volume outside branches

- Direct digital onboarding
- Government Account Opening Portal
- SimBanking onboarding
- Internet banking onboarding
- Electronic direct debit mandate
- Smart Branch and chatbot

Process automation

64%

of TZS 544 Bn cash deposits taken outside branch hours, 2025

- Consumer and business lending
- Customer support
- Agency banking
- Reconciliation
- Funds transfer pricing
- Digital onboarding

Resilience agenda

6 areas

in our technology resilience agenda

- Core banking modernisation
- Digital channel monitoring
- Transaction security controls
- Fraud management
- Cyber risk governance
- Business continuity

Technology is now the operating system through which CRDB grows, serves customers and controls risk.

We are building the capabilities required for the next phase of growth



4,811 employees

94% employee satisfaction

200 internal promotions

1,807 wellness programme users

ESG capability

400+ relationship managers trained

- ESG Academy in place
- Sustainable finance skills
- E and S risk assessment

Future leadership

80+ ATE Female Future graduates

- Leadership pipeline
- Women in leadership
- Succession depth

Digital, data and AI

Next priority skills pillar

- AI literacy
- Process automation
- Analytics and data decisions

Learning infrastructure

Sep 2026 online learning platform launched

95% 2026 standard: staff with 20+ learning hours

Live LinkedIn Learning and ESG Academy

A GENERATION Z WORKFORCE

What is changing

- Digital first habits
- Continuous learning
- Faster progression
- Collaboration and innovation

How we respond

- Digital learning
- Flexible learning paths
- Leadership acceleration
- Skills certification

Capability development is creating the leadership, digital expertise and organisational capacity needed to sustain future growth

We are financing Tanzania's transformation through four engines



STRATEGIC CORPORATES

Financing energy, trade, infrastructure and industry

TZS 8.3 Tn
+20.4% YoY, 47% of book

TZS 1.35 Tn
emerging corporate, +148%

- Fuel import and bulk procurement finance
- Rail, port and logistics value chains
- Working capital and asset finance for industry
- Public institutions, incl. TPDC and NFRA



MSME DEVELOPMENT

Growing entrepreneurs, suppliers and local champions

TZS 2.5 Tn+
MSME lending

230,000+
business customers

- MSE lending +75%, SME +21% YoY
- Mining supply chain and contractor finance
- Agribusiness dealers, processors, warehouses
- Merchant acquiring, Lipa and QR payments



WOMEN AND YOUTH

Turning inclusion into opportunity and growth

TZS 95 Bn
to women owned MSMEs

TZS 21 Bn
iMbeju MSE, from TZS 10 Bn QoQ

- iMbeju deposits above TZS 8 Bn
- 645,000+ reached by capability building
- Ughaibuni for Tanzanians working abroad
- Sign language banking widens access



PRODUCTIVE SECTORS

Shifting capital toward long term prosperity

TZS 4.3 Tn
agriculture financed

45%+
of national agriculture lending

- Trade: imports, exports, fuel, wholesale
- Transport: SGR, Dar port, regional corridors
- Industry: processing, storage, distribution
- Anchored to Vision 2050 and FYDP IV

FROM CONSUMPTION TO PRODUCTION

Loan book mix, 3Q 2025 to 3Q 2026

Personal	Corporate	Agriculture	Trade	Transport
35% to 30%	48% to 47%	22.7% to 24.1%	13% to 17%	2% to 6%
Easing	Easing	Rising	Rising	Rising

Four engines, one direction: capital moving toward production, where our profit and national development grow together.

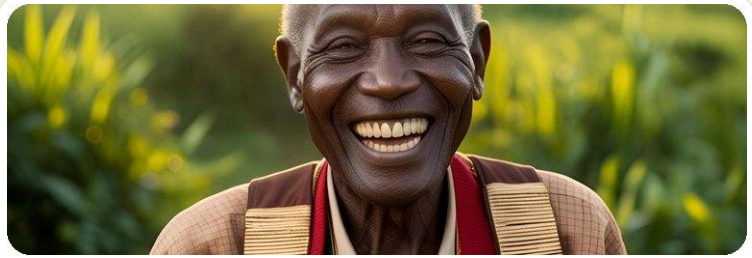
Growth is sequenced against funding and capital, with every risk owned



Fund growth efficiently

Management Focus: loans +43.7% vs deposits +26.6%

- Deposit mobilisation with pricing discipline
- Grow CASA, already 86% non term
- Sequence large ticket disbursements to funding



Preserve credit quality

Management Focus: a fast-growing book that has yet to season

- NPL ratio 2.3%, coverage building
- Tailored agriculture portfolio management
- Portfolio guarantees; close watch on construction



Generate capital internally

Management Focus: lending consumes capital faster than we rebuild it

- ROE 29.3% rebuilds capital each quarter
- Syndication and guarantees to manage RWA
- Growth paced to capital headroom

Growth is supported by disciplined funding, prudent risk management and continued capital generation

Strong momentum positions the Group for a strong finish to FY2026.

4Q 2026 PRIORITIES

01

Optimise funding efficiency to support sustainable growth

02

Maintain strong asset quality and prudent credit risk management

03

Preserve capital strength and balance sheet resilience

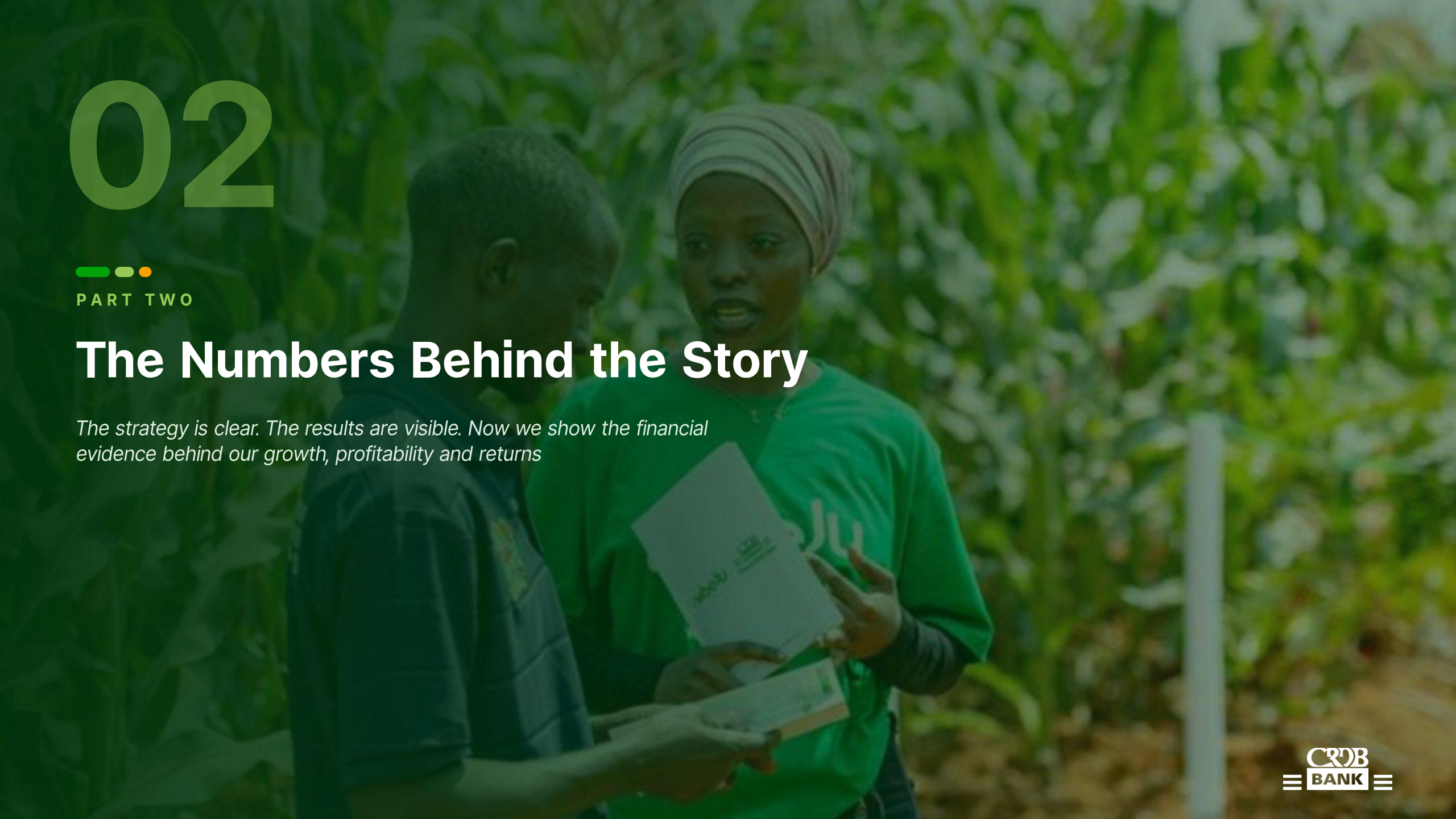
04

Sustain revenue momentum through diversified income streams

WHY INVESTORS CAN HAVE CONFIDENCE

- **Earnings are accelerating**
  PAT +21% and PBT +24% in 3Q over 2Q
- **The franchise is strong**
  About 30% market share and 7.9 Mn customers
- **Targets are within reach**
  5 of 9 FY 2026 targets already met
- **Risks are owned**
  Funding and capital actions in place

Momentum, a strong franchise and owned risks: the CFO now tests each of these messages against the numbers.



02

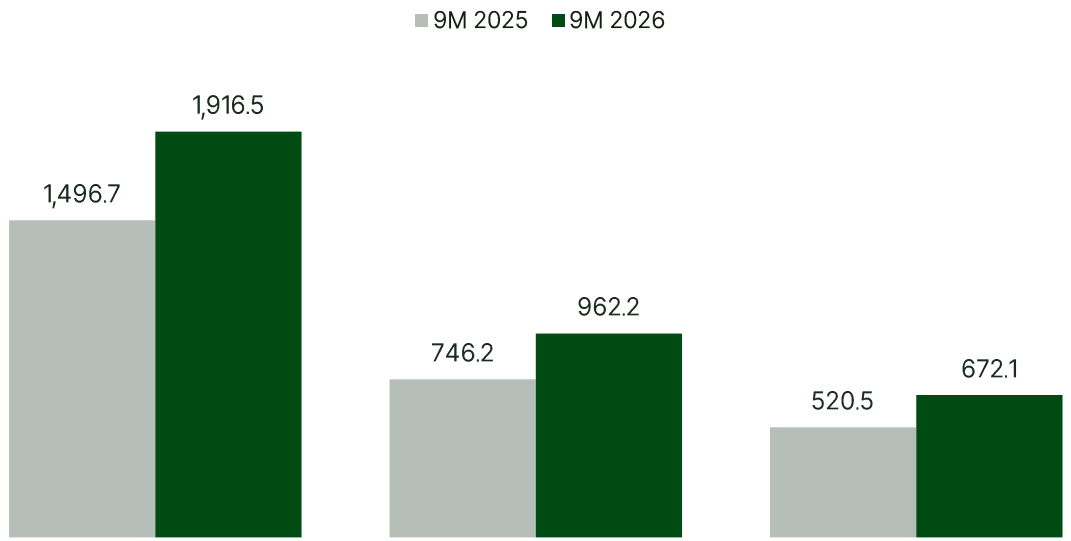
PART TWO

The Numbers Behind the Story

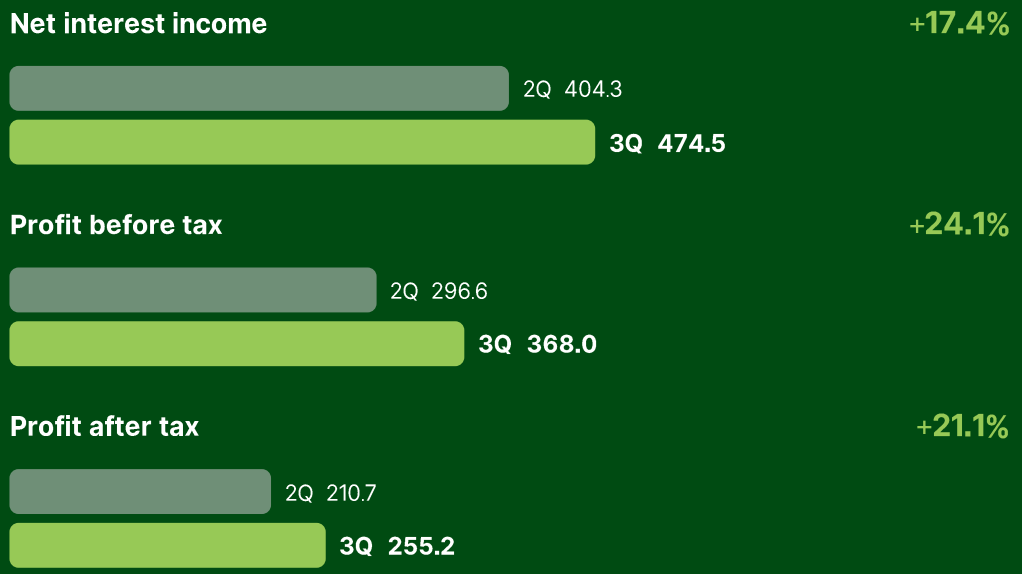
The strategy is clear. The results are visible. Now we show the financial evidence behind our growth, profitability and returns

Earnings accelerated in 3Q: PBT rose 24% and PAT 21% quarter on quarter

Nine months, TZS Bn



QUARTER ON QUARTER, TZS BN

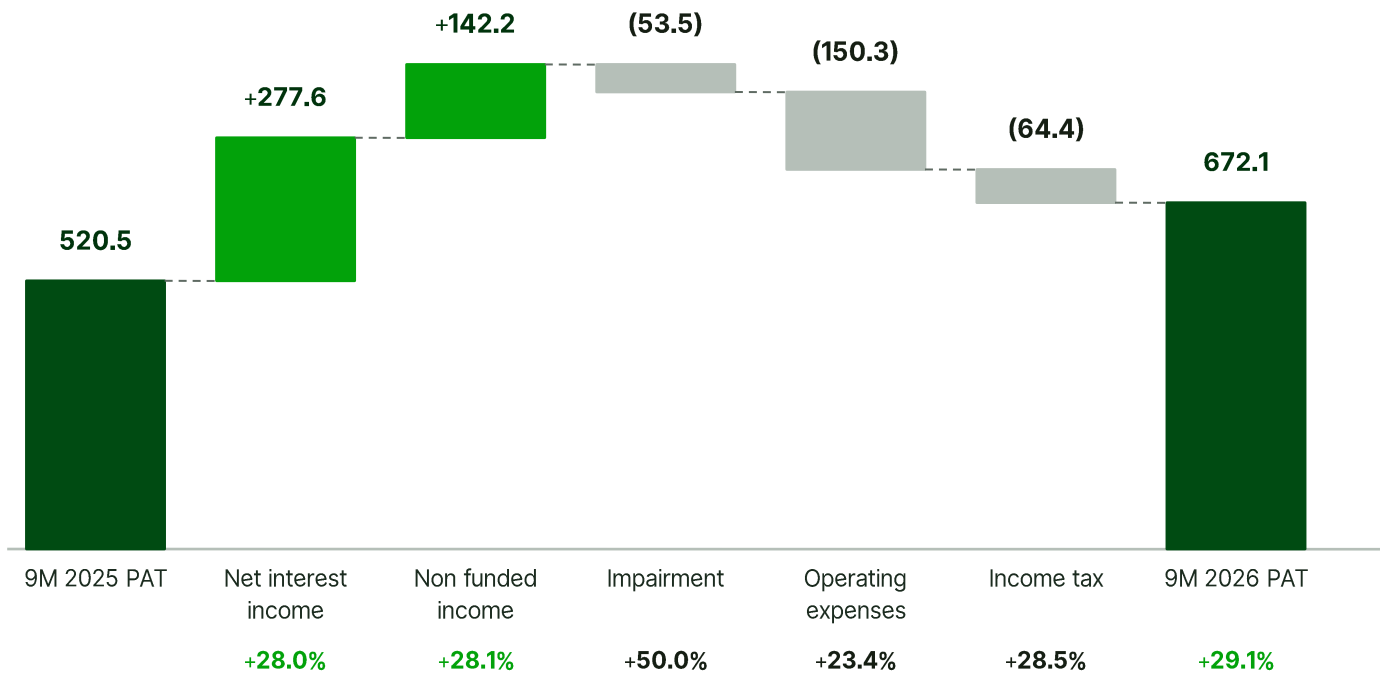


3Q total income TZS 722.8 Bn NII 474.5 plus non-interest income 248.3. 2Q comparison pending Finance confirmation.

Every earnings line grew close to 30% for the nine months, and the third quarter was the strongest of the year.

Profit growth is being driven by recurring income streams

Profit after tax bridge, 9M 2025 to 9M 2026, TZS Bn



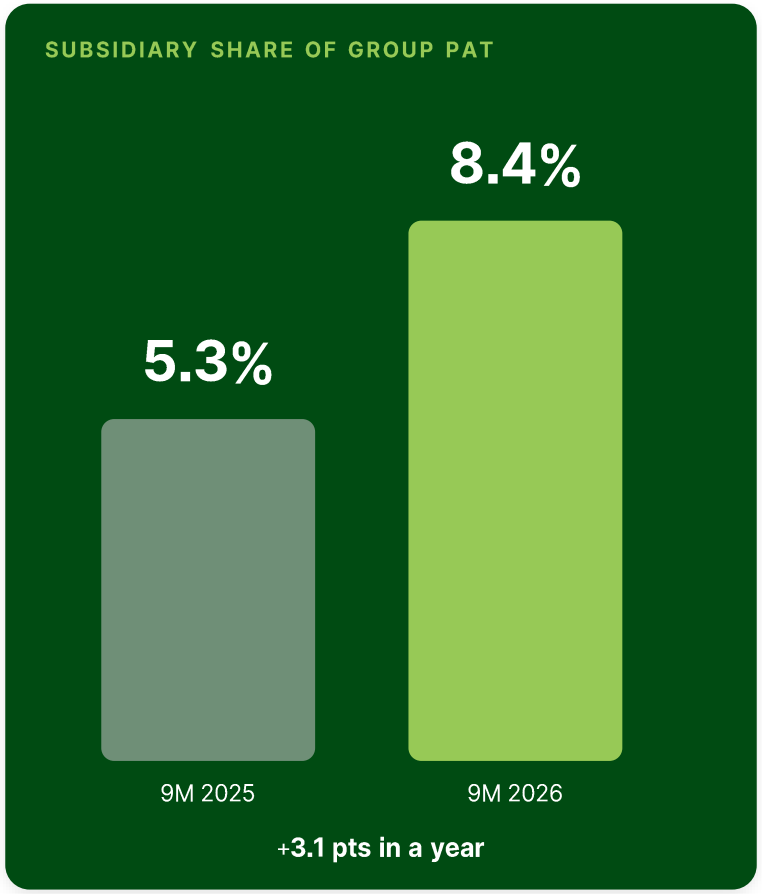
WHERE TZS 420 BN OF NEW INCOME WENT



- Profit **TZS 151.6 Bn**
- Operating costs **TZS 150.3 Bn**
- Tax **TZS 64.4 Bn**
- Impairment **TZS 53.5 Bn**

Earnings growth remains broad-based, recurring and increasingly diversified.

New markets and businesses are expanding CRDB's long-term earnings potential



CRDB Burundi
6.8% of Group PAT

ASSETS	LOANS	PAT
TZS 2.8 Tn	**TZS 1.7 Tn**	**TZS 45.9 Bn**
+17% YoY	+33% YoY	+57%YoY

Established earnings and scale contributor, representing 11% of Group assets, with further upside from financial penetration and regional trade.

CRDB DR Congo
0.4% of Group PAT

ASSETS	LOANS	PAT
TZS 555.8 Bn	**TZS 256.2 Bn**	**TZS 2.6 Bn**
+85% YoY	+33% YoY	+57%YoY

Reached break-even ahead of schedule, through the ecosystem - opening long-term growth opportunity in an underpenetrated market in key trade flows.

CRDB Insurance (CIC)
1.1% of Group PAT

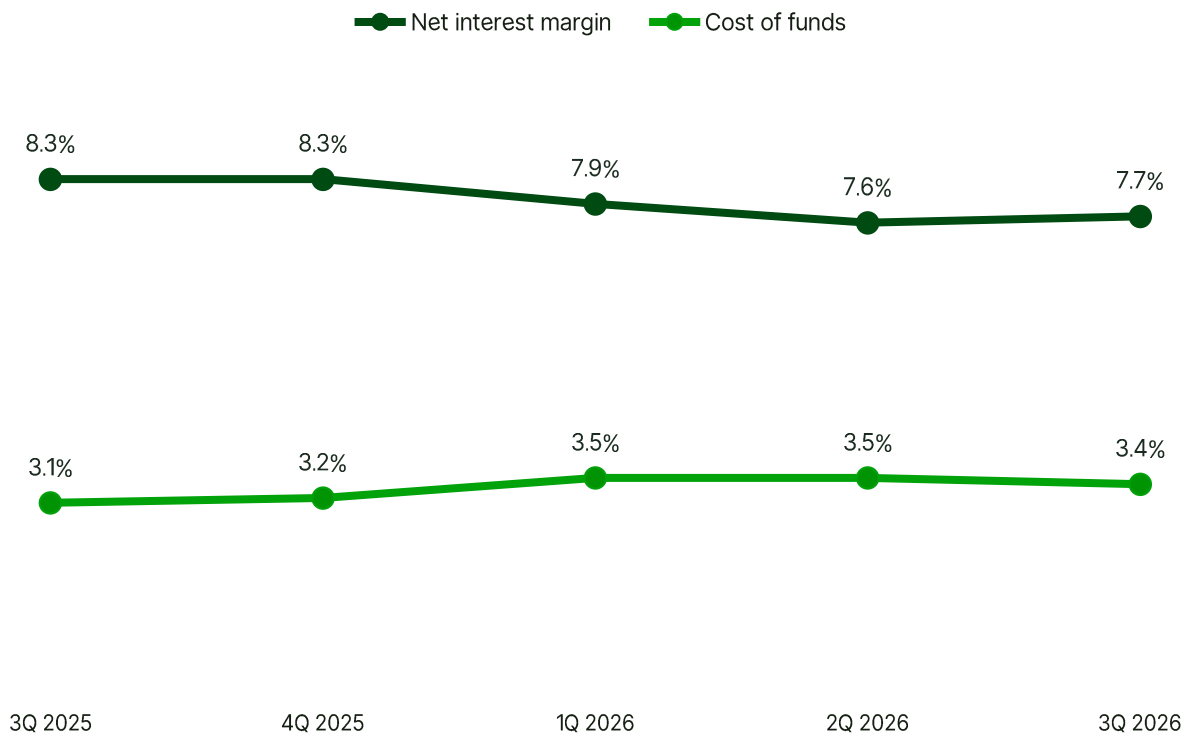
ASSETS	PAT
TZS 60Bn	**TZS 7.6 Bn**
+96% YoY	+108% YoY

Extends the bank's customer ecosystem into insurance, creating scalable fee income and diversifying Group earnings beyond banking.

Regional operations and adjacent financial services create opportunities to serve more customers, diversify Group income, and capture cross-border trade and investment flows, supported by the Dubai RO – connecting the bank to Gulf Capital flows.

Margin remained strong despite rapid balance sheet growth

Net interest margin and cost of funds, quarterly



7.7%

Net interest margin

from 8.3%; 7.6% in 2Q

3.4%

Cost of funds

from 3.5% in 2Q

6.6%

Risk adjusted margin

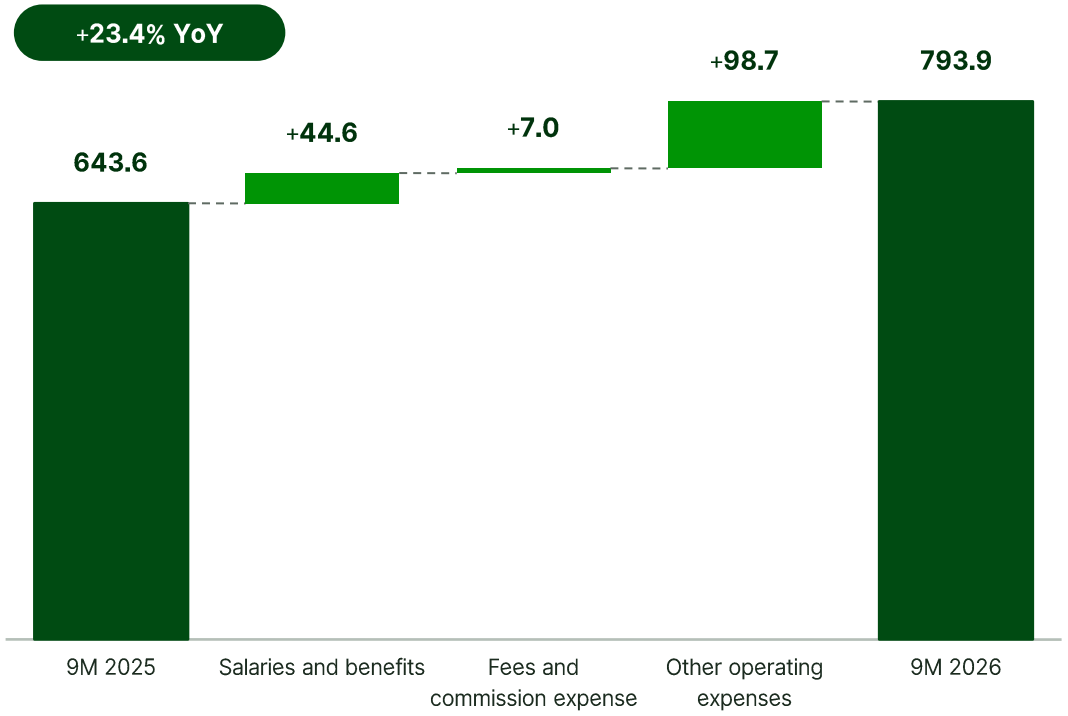
NIM less 1.1% cost of risk

- Interest expense grew faster than interest income as term deposits and borrowings funded lending.
- Levers: grow CASA and price loans for risk and capital.

Margin resilience reflects the strength of the franchise, pricing discipline and funding advantage

Scale is translating into stronger productivity and operating leverage

Operating cost bridge, 9M 2025 to 9M 2026, TZS Bn



COST TO INCOME

41.4%

from 43.0%; jaws positive at 4.6 pts

VALUE OF ONE POINT

~TZS 19 Bn

1 percentage point improvement in Cost-to-Income ratio translates into approximately TZS 19 Bn of additional pre-tax profit.



PRODUCTIVITY, 9M 2026

TZS 150 Mn

PAT per employee

~TZS 200 Mn

PAT per employee, annualised run rate

TZS 214.7 Mn

PBT per employee, nine months

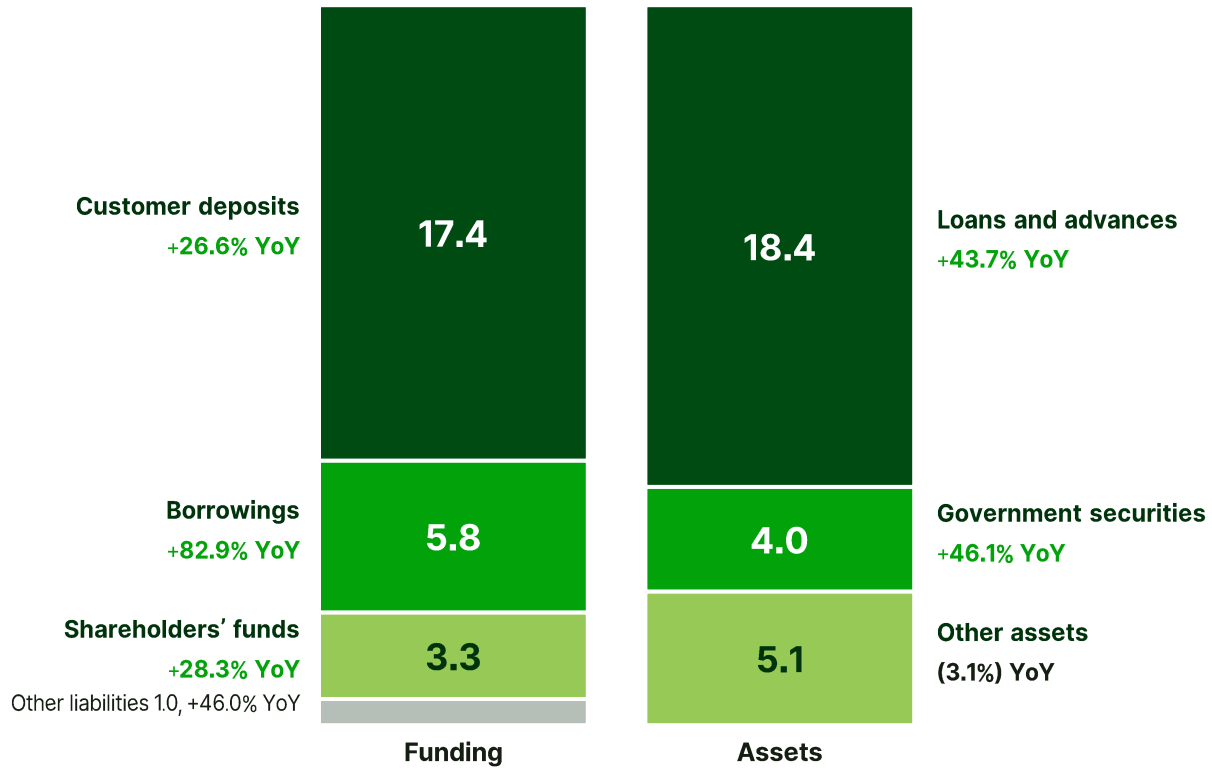
18.8%

staff cost to income, from 21.1%

Efficiency gains translated into stronger productivity, with profit per employee rising to TZS 150 million.

Strong balance sheet growth of 34.2% to TZS 27.5 trillion

GROUP BALANCE SHEET, TZS TN



81%

of assets in loans and government securities

from about 76% a year ago

106%

loan to deposit ratio

from 93.6% in 3Q 2025

TZS 3.3 Tn

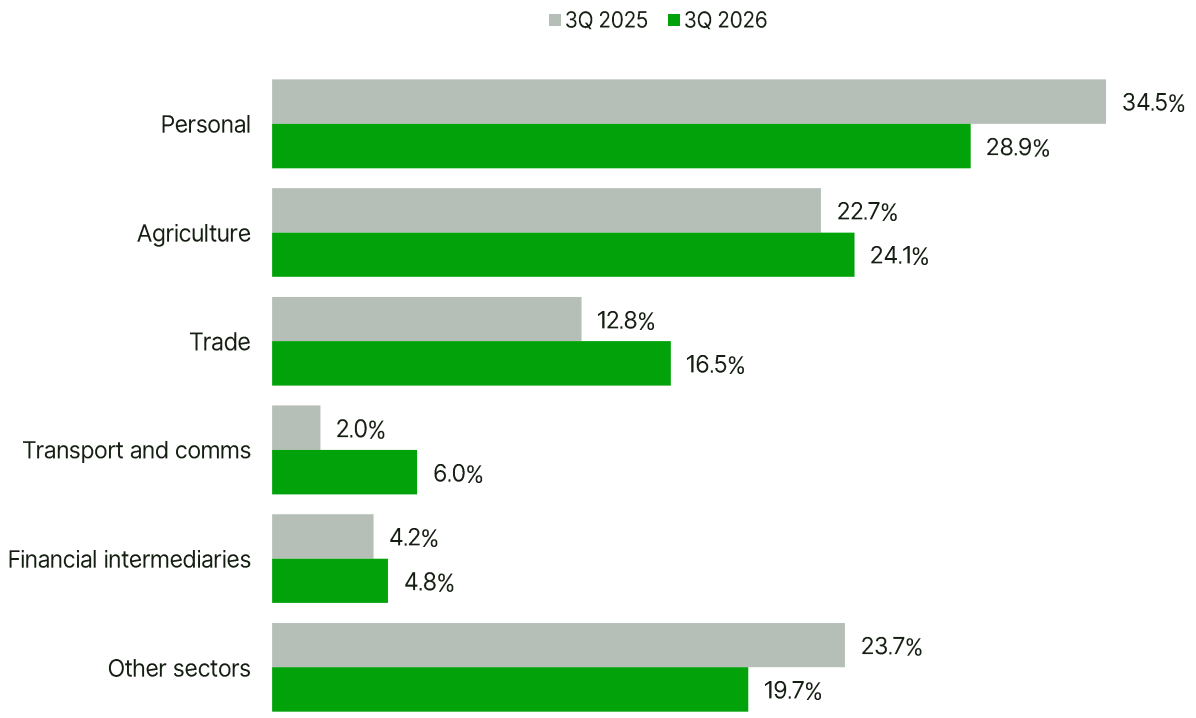
shareholders' funds, +28.3%

the capital base behind the growth

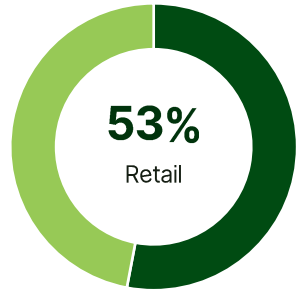
Growth is increasingly concentrated in earning assets, supporting income growth and balance sheet productivity

Growth is increasingly driven by productive sectors of the economy

Loan book by sector, share of total

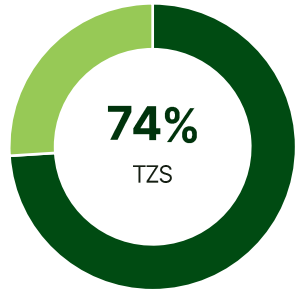


BY SEGMENT



Retail 53% | Corporate 47%

BY CURRENCY



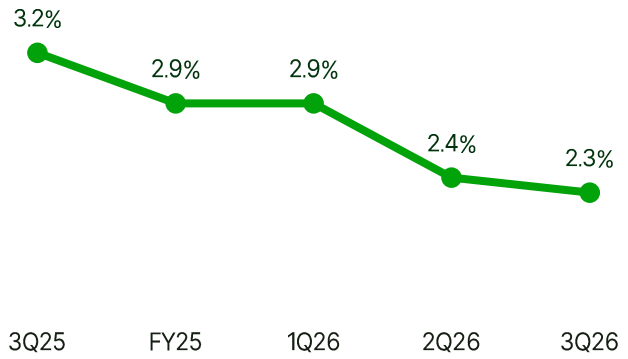
TZS 74% | USD and EUR 26%

- **Personal** lending fell to 28.9% of the book from 34.5%.
- **Agriculture** rose to about a quarter of the book, at 24.1%.
- **Trade** rose to 16.5% and transport tripled to 6.0%.

Growth is increasingly linked to productive sectors of the economy, creating a broader and more resilient earnings base.

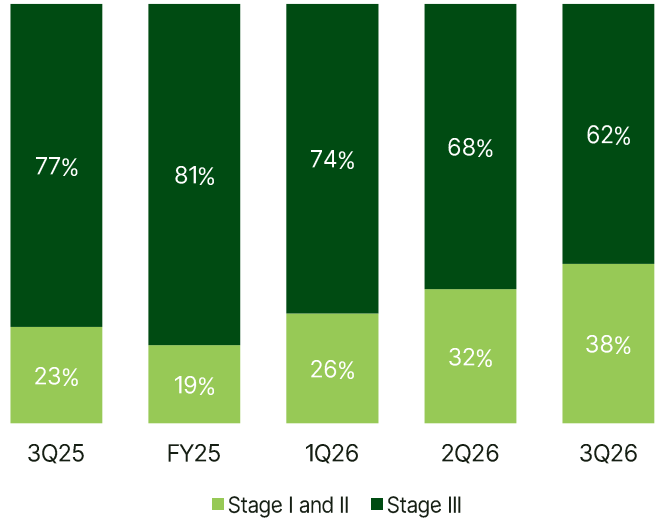
Growth has been achieved without compromising asset quality, with further progress in provisioning coverage.

Gross NPL ratio



NPL stock flat at about TZS 428 Bn

Expected credit loss by stage



Sector watchlist, share of NPL stock

Agriculture **38.8%**

from 47.2% YoY; tailored portfolio management in place

Personal **27.2%**

stable across the year

Building and construction **10.6%**

from 3.5%: the sector we watch most closely

2.3% Gross NPL ratio

from 3.2%

59.1% NPL coverage

from 49.9%; target 65%

1.1% Cost of risk

from 1.4%

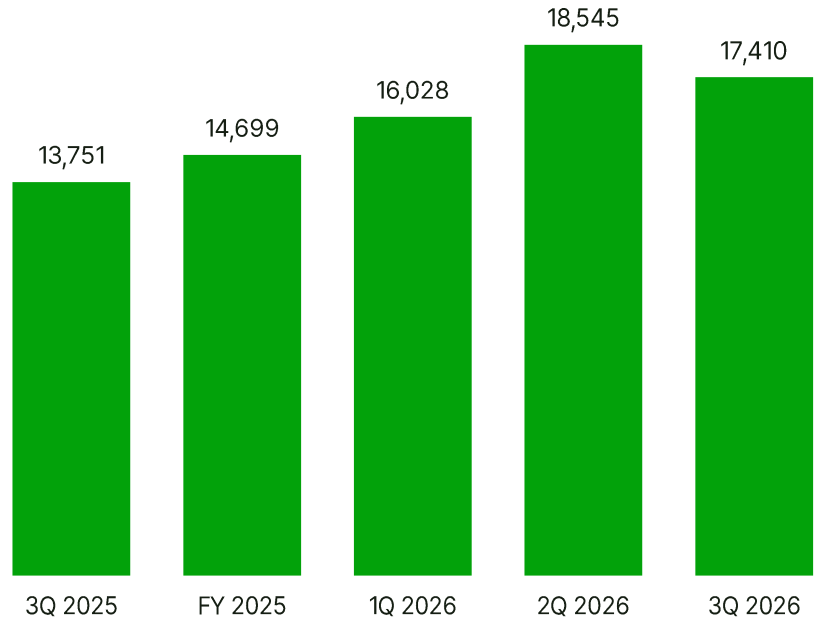
38% Stage I and II share of ECL

from 23%

Asset quality improved while the book grew 43.7%. Coverage is the one credit measure still below target.

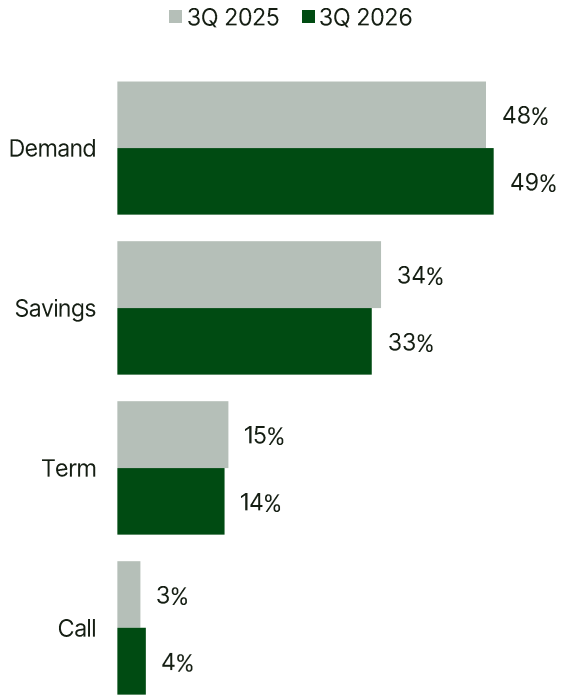
A strong deposit franchise remains the foundation of growth.

Customer deposits, TZS Bn

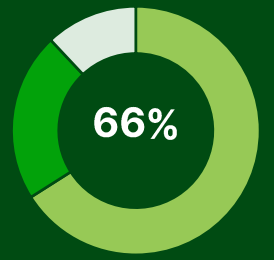


+26.6% YoY | +TZS 3.7 Tn

Deposit mix



FUNDING STRUCTURE



- Deposits 66%
- Borrowings 22%
- Equity 12%

Two thirds of the balance sheet is funded by customers

106%	Loan to Deposits ratio
7.7%	Net Interest Margin
3.4%	Cost of Funds

A low cost, retail and shilling based deposit franchise is our cheapest and stickiest source of growth.

Capital continues to support growth while remaining above regulatory requirements

Capital ratios against regulatory minimums

Tier 1 capital ratio



Total capital ratio



CAPITAL DEPLOYMENT IN 3Q 2026

+7.1% RWA growth QoQ, to TZS 16.96 Tn

+2.3% total capital growth QoQ; core capital +2.8%

Capital is being deployed into profitable growth opportunities while remaining above regulatory requirements.

HOW WE ARE PRESERVING CAPITAL CAPACITY

- Disciplined large-ticket deployment
- Portfolio guarantees and syndication
- Risk-based pricing
- Retained earnings generation

Strong profitability continues to support capital generation and enable future growth.

Strategy is converting into returns: ROE 29.3% and a share price up 159%

TZS 2,950
Share price | from TZS 1,140; +159% YoY

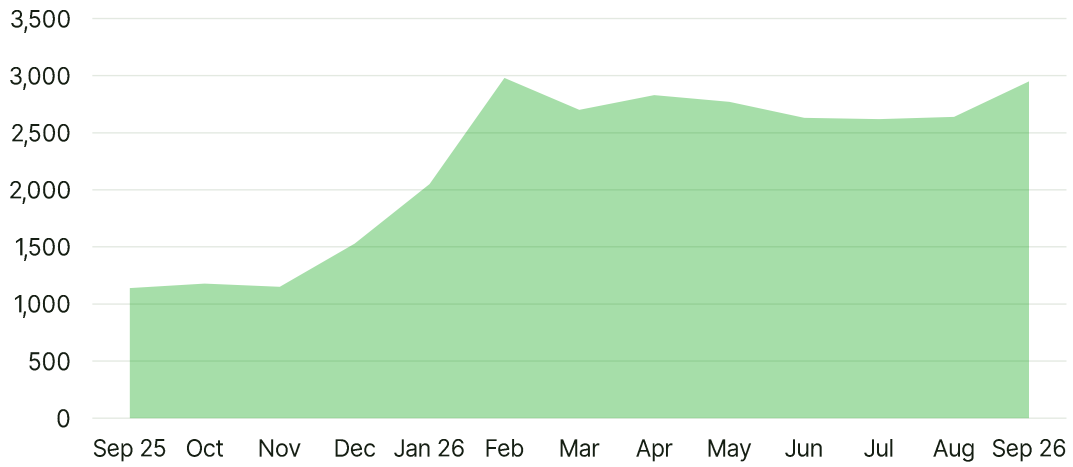
equals

TZS 257
Earnings per share | from TZS 199; +29.1% YoY

times

11.48x
P/E multiple | from 5.73x in 3Q 2025

Month end closing share price, TZS





2.35x
Price to book
from 1.17x

103,611
shareholders, +93% YoY

+28.3%
Book value per share
TZS 976 to TZS 1,253

29.3%
Return on equity
ROA 5.0%

The market rewarded earnings and their quality. From here, returns must come from compounding EPS, book value and ROE.

Source: Dar es Salaam Stock Exchange; CRDB Bank Group. Month end closing prices, TZS

Performance remains on track toward FY26 objectives

Metric	3Q 2026	FY target	Status
Loan growth	**43.7%**	Above 35%	**Met**
Return on equity	**29.3%**	Above 27%	**Met**
Return on assets	**5.0%**	Above 4%	**Met**
Gross NPL ratio	**2.3%**	Below 3%	**Met**
Cost of funds	**3.4%**	Below 3.5%	**Met**
Deposit growth	**26.6%**	Above 28%	**Met**
NFI contribution	**33.9%**	Above 35%	**Not yet**
Cost to income	**41.4%**	Below 40%	**Not yet**
NPL coverage	**59.1%**	Above 65%	**Not yet**

With loan growth already delivered, the key drivers of year-end performance are funding mobilization, margin preservation and operating efficiency.

CLOSING REMARKS AND Q&A

Building a stronger franchise, creating enduring value.

Robust earnings, resilient asset quality and strong capital generation provide a solid foundation for future growth.

We remain focused on executing our strategy and delivering sustainable returns to shareholders.

Thank you | Investor Relations: investor.relations@crdbbank.co.tz