



1Q2022 IR BRIEFING





Q1 2022

PERFORMANCE
HIGHLIGHTS

Key Indicators

Q1 Snapshot

NET PROFIT

TZS Bn
90

+111%
YoY

TOTAL ASSETS

TZS Bn
9,407

+31%
YoY

NET LOANS

TZS Bn
5,536

+40%
YoY

CUSTOMER DEPOSITS

TZS Bn
6,549

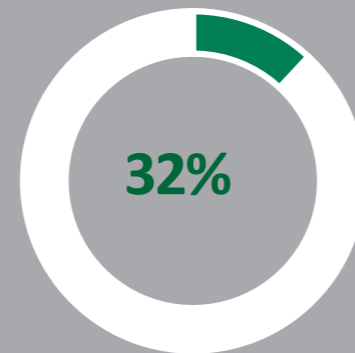
+25%
YoY

Soundness

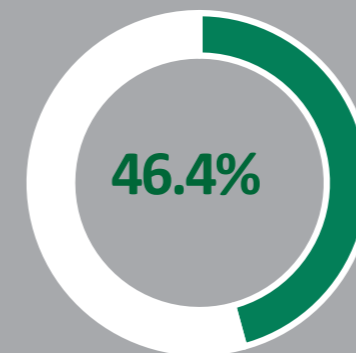
NPL



ROE



CIR



CAR



Operational Highlights

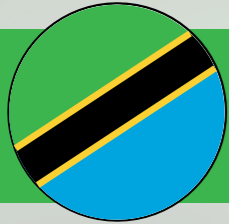


New HQ Launch by H.E Samia Suluhu Hassan



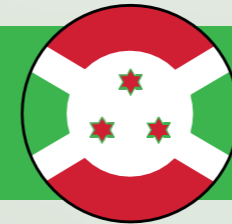
New Branch Launched in Ludewa– Njombe Region

Macroeconomic Environment



Tanzania

- Economic growth should accelerate this year, supported by large infrastructure projects that will lift employment levels and help strengthen domestic demand.
- GDP projected to grow 5.8% in 2022, and 5.9% in 2023, due to improved performance of the tourism sector and the reopening of trade corridors.
- Money supply growth was strong in March 2022, responding to accommodative monetary policy and private sector credit growth, and is expected to be consistent with the target growth of 10 percent for 2021/22. Extended broad money supply (M3) grew by 11.9 percent compared with 6.8 percent in March 2021. Private sector credit grew at 13.4 percent compared with 2.3 percent in March 2021.
- The annual inflation rate increased to 3.6% from 3.2% recorded last year same period. The increase is mainly due to an increase in price for food and non-food items.



Burundi

- GDP growth will strengthen in 2022, in line with a rise in coffee production and steady tea and gold output, before slowing in 2023 as global demand for coffee and gold declines. Economic growth is projected at 2.5% in 2022, supported by gains across all sectors.
- Inflation remained high at around 8.3% in 2021 driven by rising food prices and monetization of the fiscal deficit and is expected to remain high at around 9% in 2022, particularly following the impact of the Russia/Ukraine conflict on food and oil prices worldwide.
- The BIF/USD closed at 2,020 end of Q1 2022 compared to 1,961, last year the same period.

	Sept21	Dec21	Mar22
Inflation rate	4.0%	4.2%	3.6%
Interest rate*	3.6%	4.8%	4.9%
Exchange rate TZS/USD	2,311	2,308	2,310

Interest rate* = 364 days T-bills rate | Exchange rate** = BIF/USD

	Sept21	Dec21	Mar22
Inflation rate	7.6%	8.3%	9.4%
Interest rate*	4.7%	4.6%	4.9%
Exchange rate TZS/USD	1,990	2,006	2,020

A photograph of chess pieces on a dark board, with a green overlay. The pieces are arranged in a line, with a white king in the center. The background is dark, and the pieces are lit from above, creating a strong contrast. A green horizontal bar is overlaid on the image, containing the text 'Q1 2022' and 'FINANCIAL PERFORMANCE'.

Q1 2022

FINANCIAL
PERFORMANCE

Group Balance Sheet

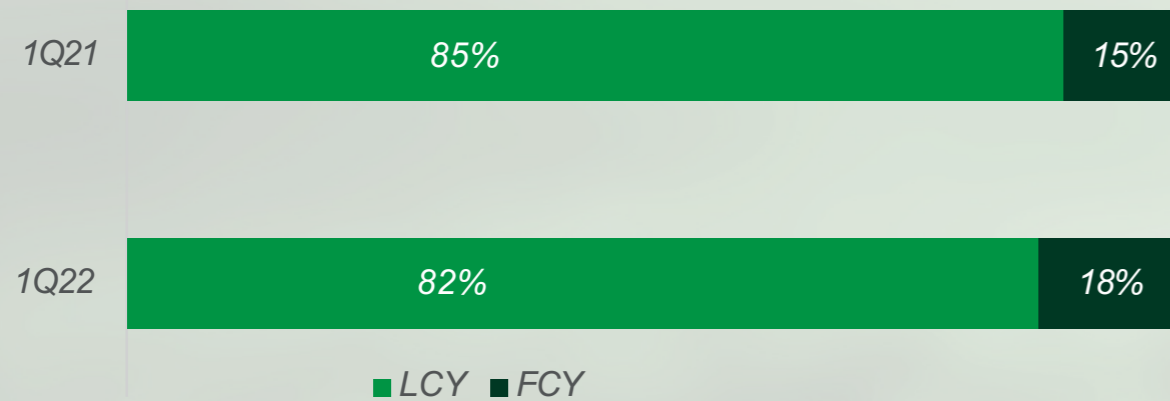
INTZSBILLION

	1Q21	1Q22	YoY Change
Net Loans and Advances	3,382	4,734	40%
Total Assets	7,208	9,407	31%
Customer Deposits	5,288	6,549	25%
Shareholders' Funds	1,051	1,333	27%
Borrowings	661	1,263	91%

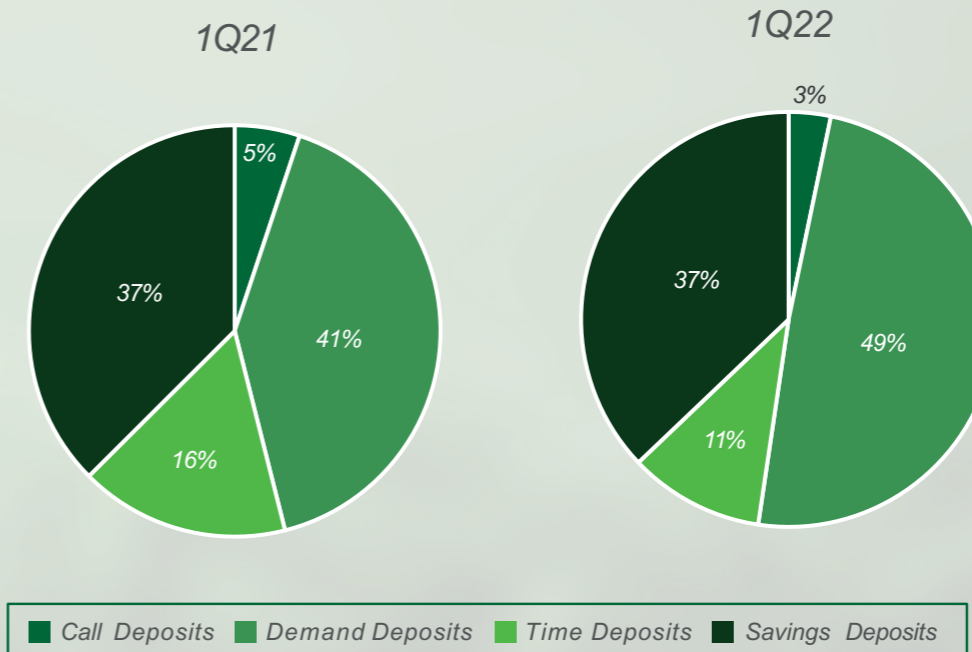
- Strong Balance Sheet YoY growth of 31% driven by growth in net loans and advances (40%), balances with other banks (74%) and Government Securities (28%).
- Net Loans & Advances increased by 40% YoY driven by the increase in Corporate Loans (62%), Personal Loans (22%) and Mortgage Loans (27%)
- The loan growth was funded by a healthy growth in deposits and borrowings which grew 25% and 91% respectively, YoY.
- The growth in borrowings was driven by an increase in interbank borrowings and a subordinated debt that the Bank acquired in the quarter.

Deposits

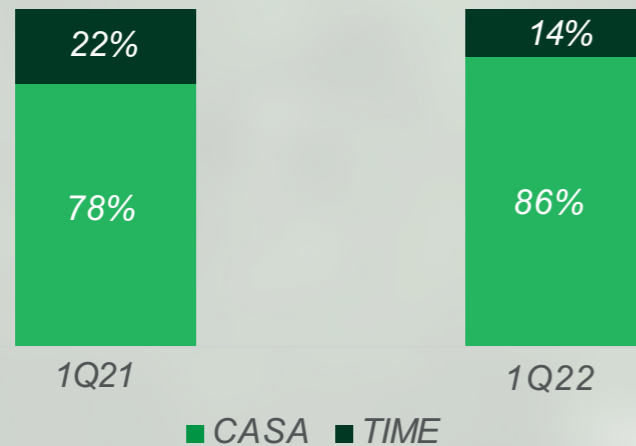
Deposit Mix By Currency



Deposit Mix By Type



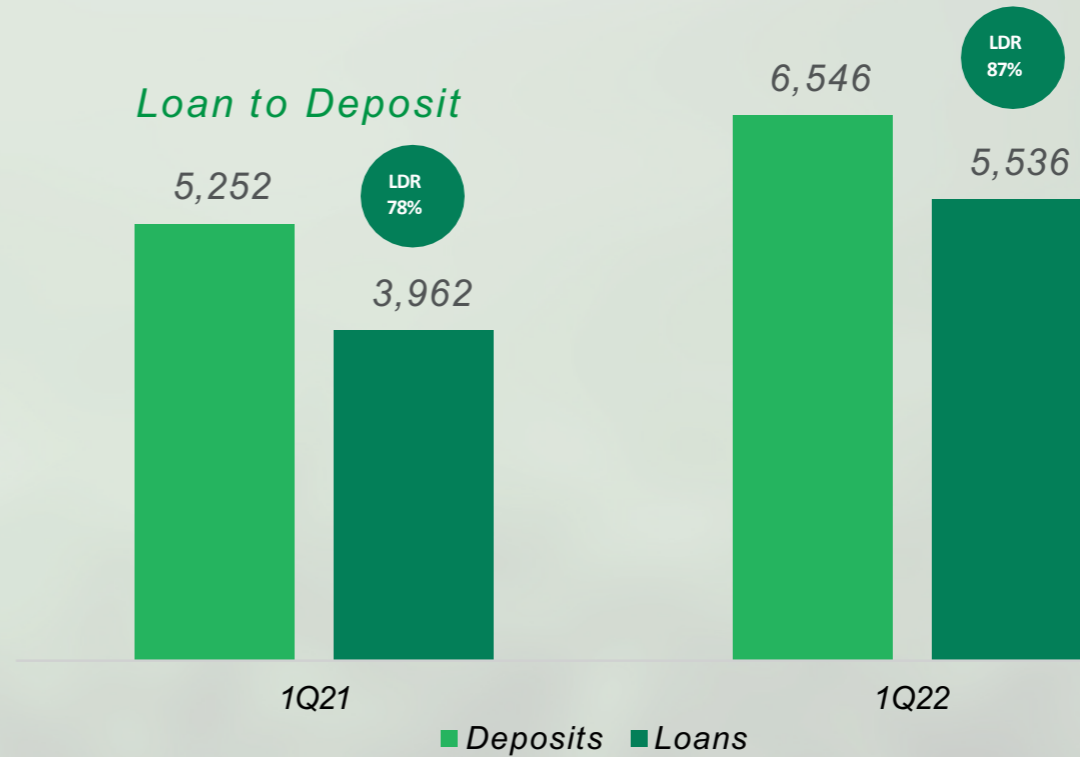
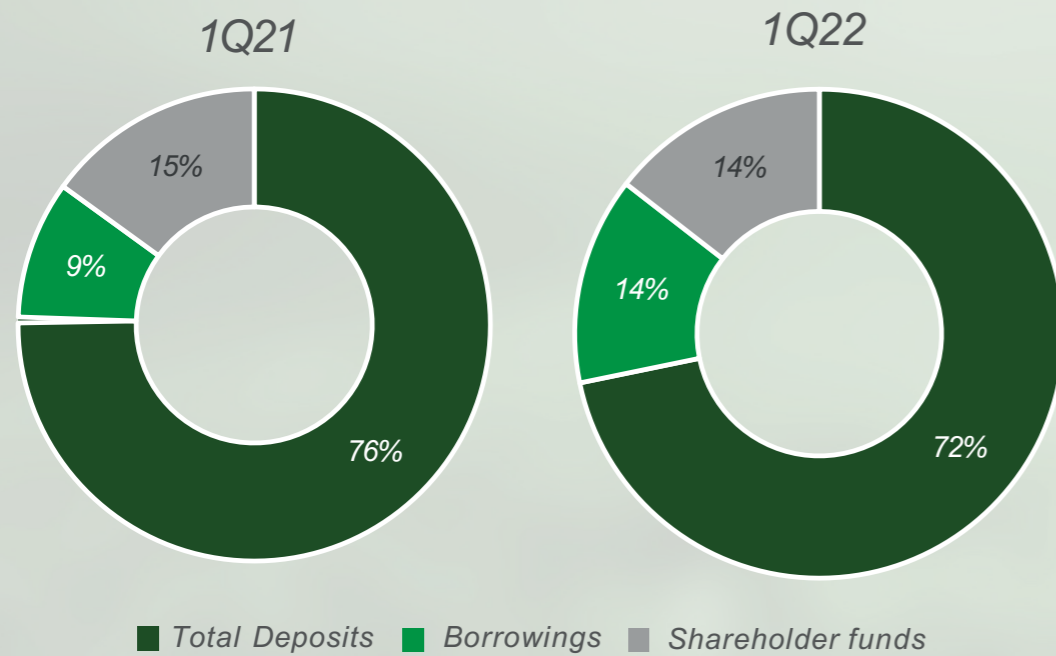
CASA Mix



Commentary

- Remarkable growth of 25% YoY, mainly due various initiative the Group is doing to increase low cost deposits. QoQ deposits increased slightly by 2%.
- CASA ratio stood at 86% compared to 78% recorded last year the same period.
- Management will continue to focus on mobilization and growth of stable deposits at low costs.
- The Bank continues to maintain strong deposit base with 24% Market share.

Liquidity and Funding Mix

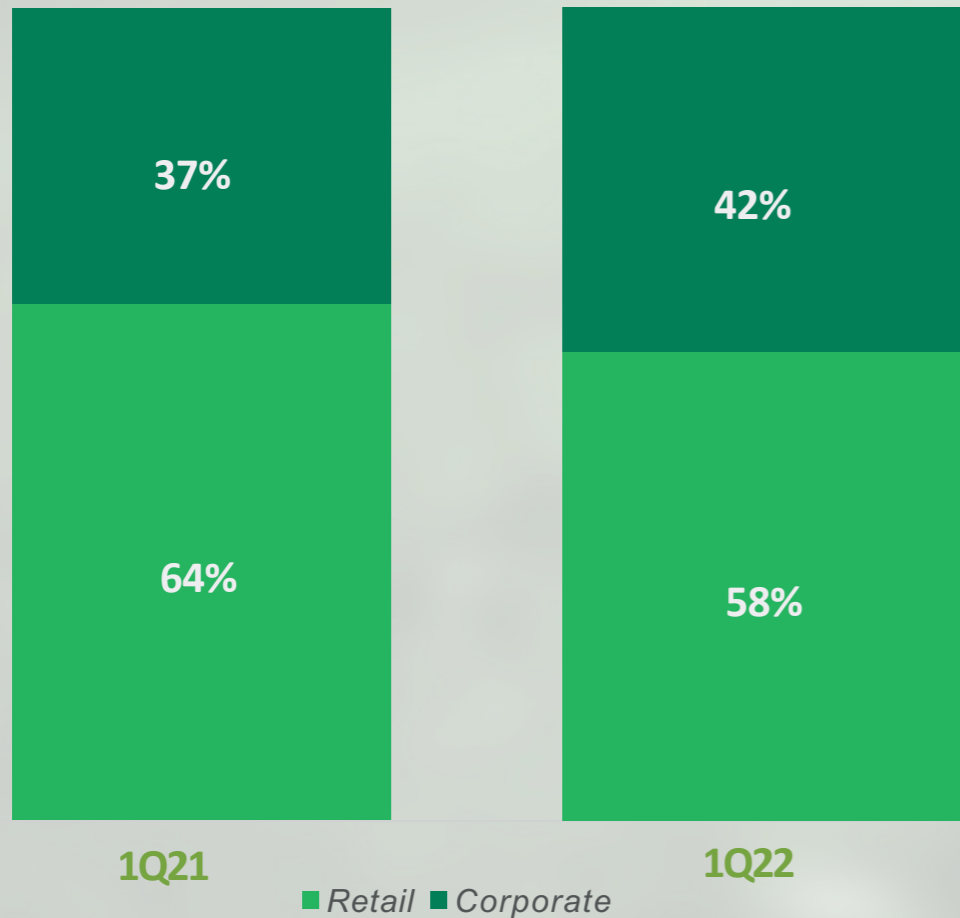


Commentary

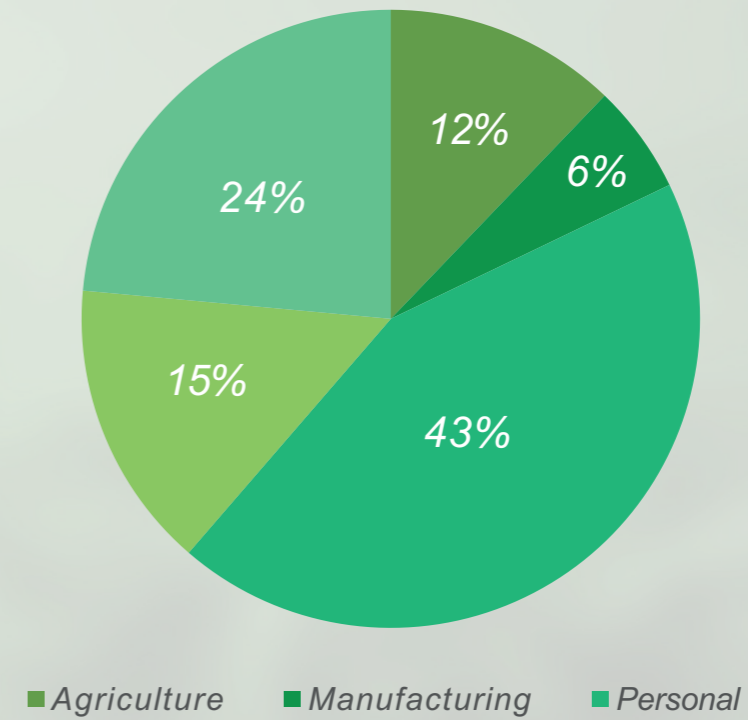
- In the quarter, the Group received a subordinated debt which resulted in an increase in borrowings
- The Group achieved an LDR of 87%, above the target of 75%.
- The Group continues to focus on balance sheet management and deposit mobilization to ensure the liquidity ratio meets the internal limit.

Loan Portfolio

Retail Corporate
Loan Book Split by Business Segment



Loan Book Split by Sector



Commentary

- Loans & Advances YoY growth of 40% mainly driven by the reduction of interest rates on personal loan to 13% from 16% and Agriculture 9% from 13%.

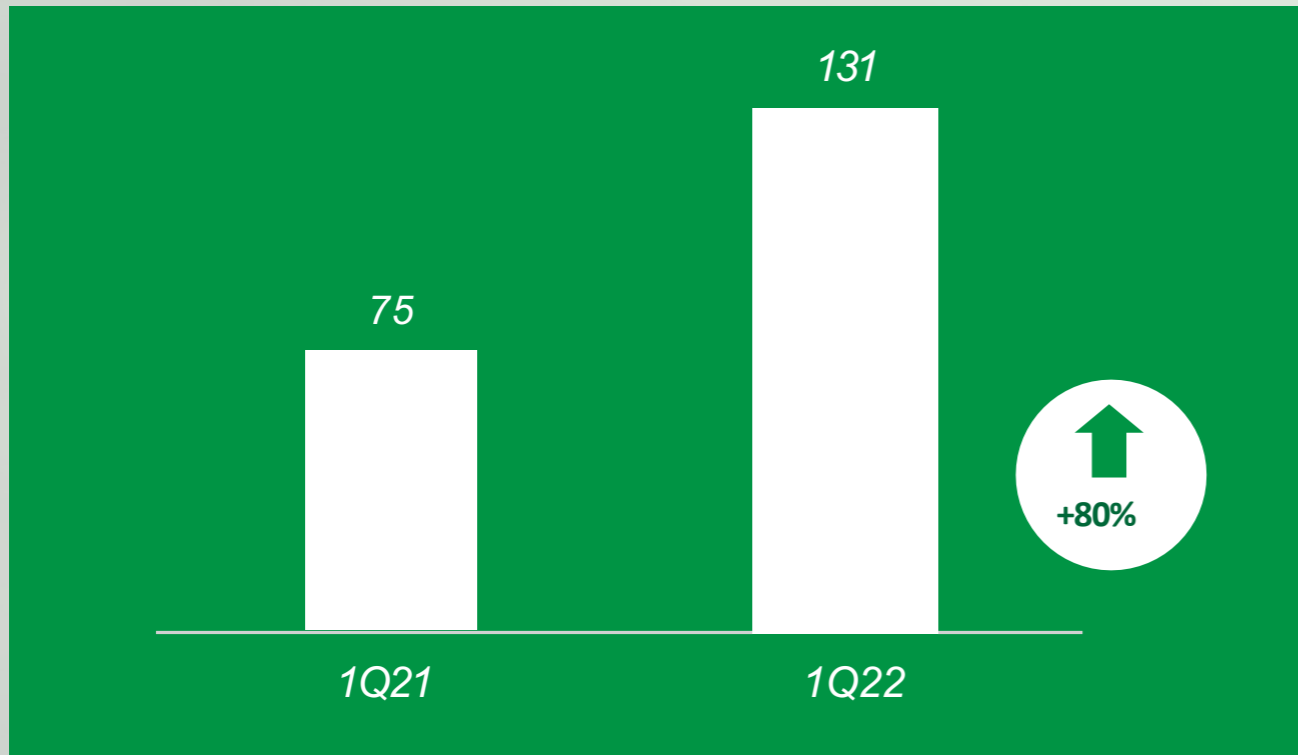
Income Statement Overview

	INTZSBILLION		
	1Q21	1Q22	YoY Change
Interest Income	184	212	16%
Interest Expense	31	37	20%
Net Interest Income	152	175	15%
Non-Interest Income	57	131	80%
Operating Expenses	-121	-129	7%
Loan Impairment Charges	-20	-26	30%
Profit After Tax	43	90	111%

- Strong performance in the quarter – PAT TZS90bn, YoY growth of 111%.
- Healthy loan portfolio growth resulted in 16% increase in interest income.
- Positive jaws maintained in the quarter with total income growing more than expenses

Income Statement Overview

Non-interest Income



INTZ\$ BILLION

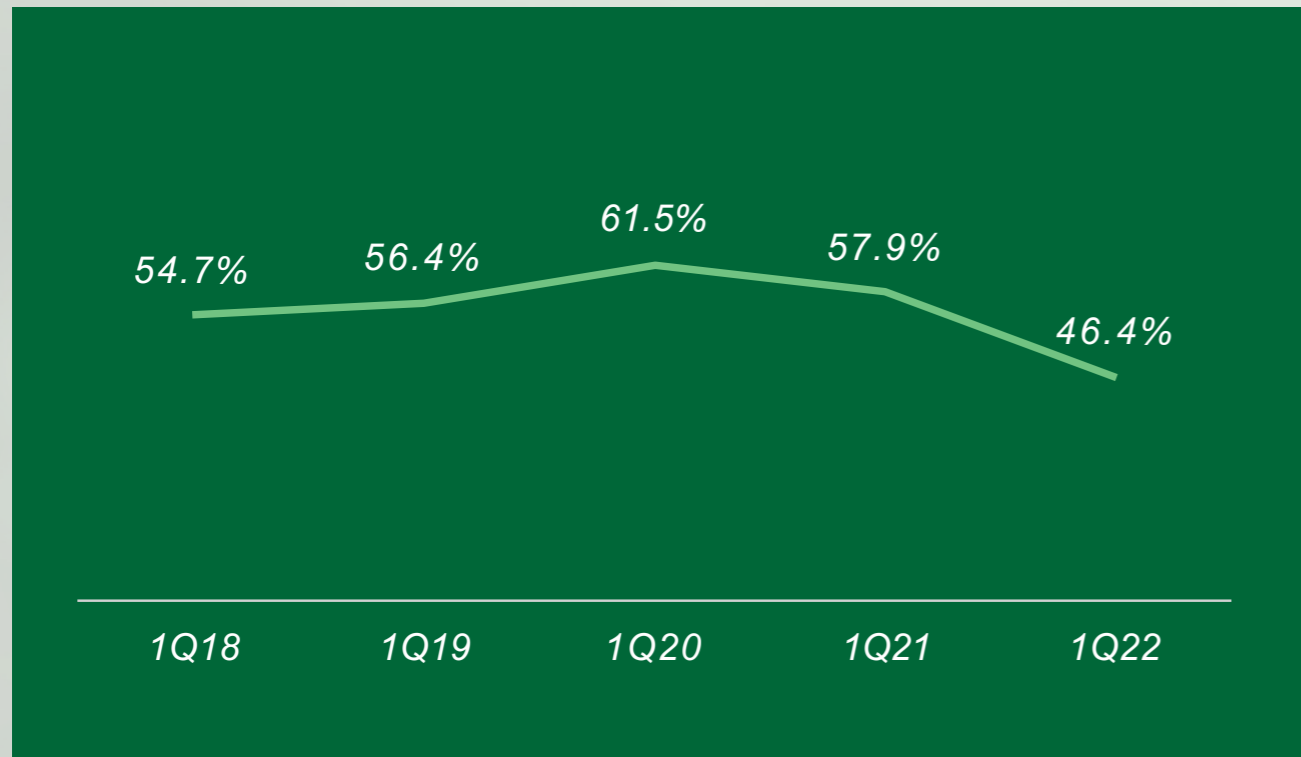
	1Q21	1Q22	YoY Change
Forex Income	8	14	75%
Fees and Commissions	45	71	58%
Other Operating Income	4	19	375%
NFI contribution to Total Income	43%	27%	

Commentary

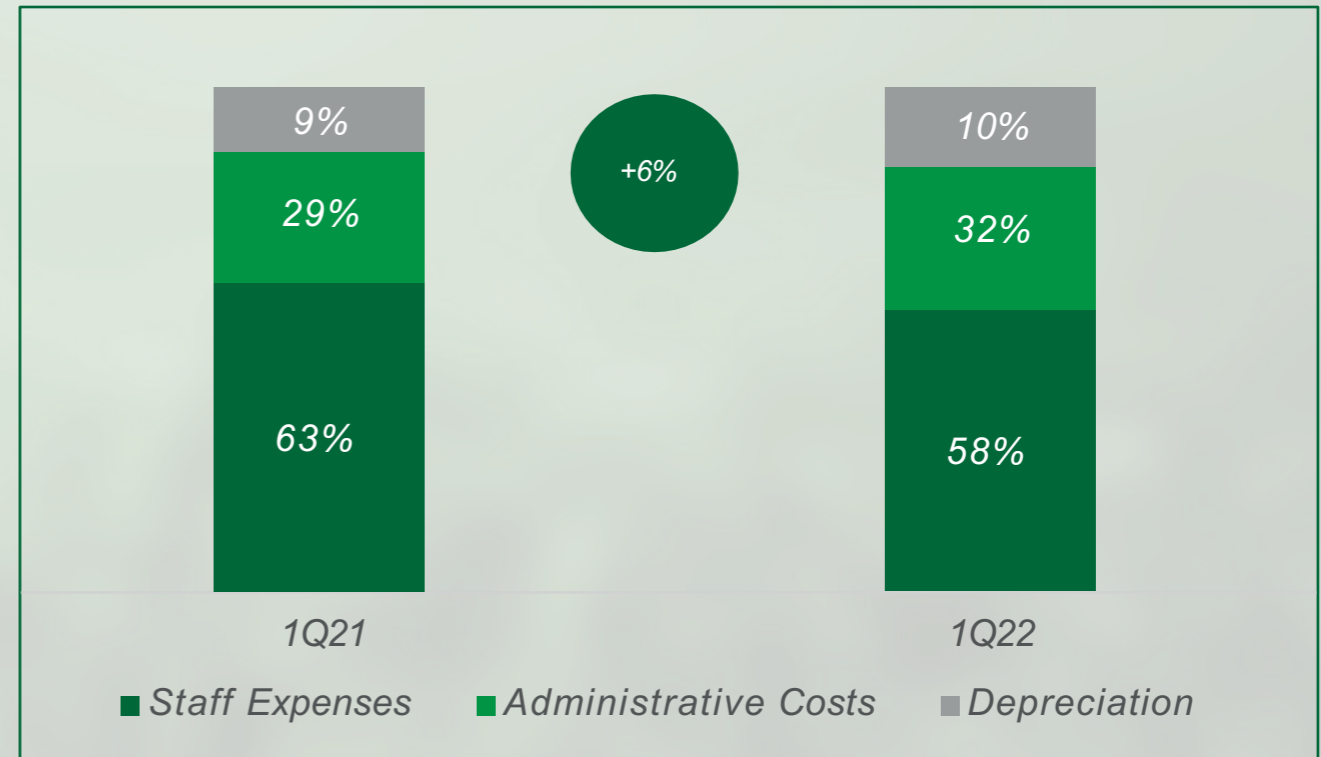
- NFI 80% YoY growth driven by an increase in forex income, agency fees, SimBanking fees and loan related fees.
- NFI contribution to Total Income increased to 43%

Cost to Income Analysis

CIR



Operational Expenses Outlay

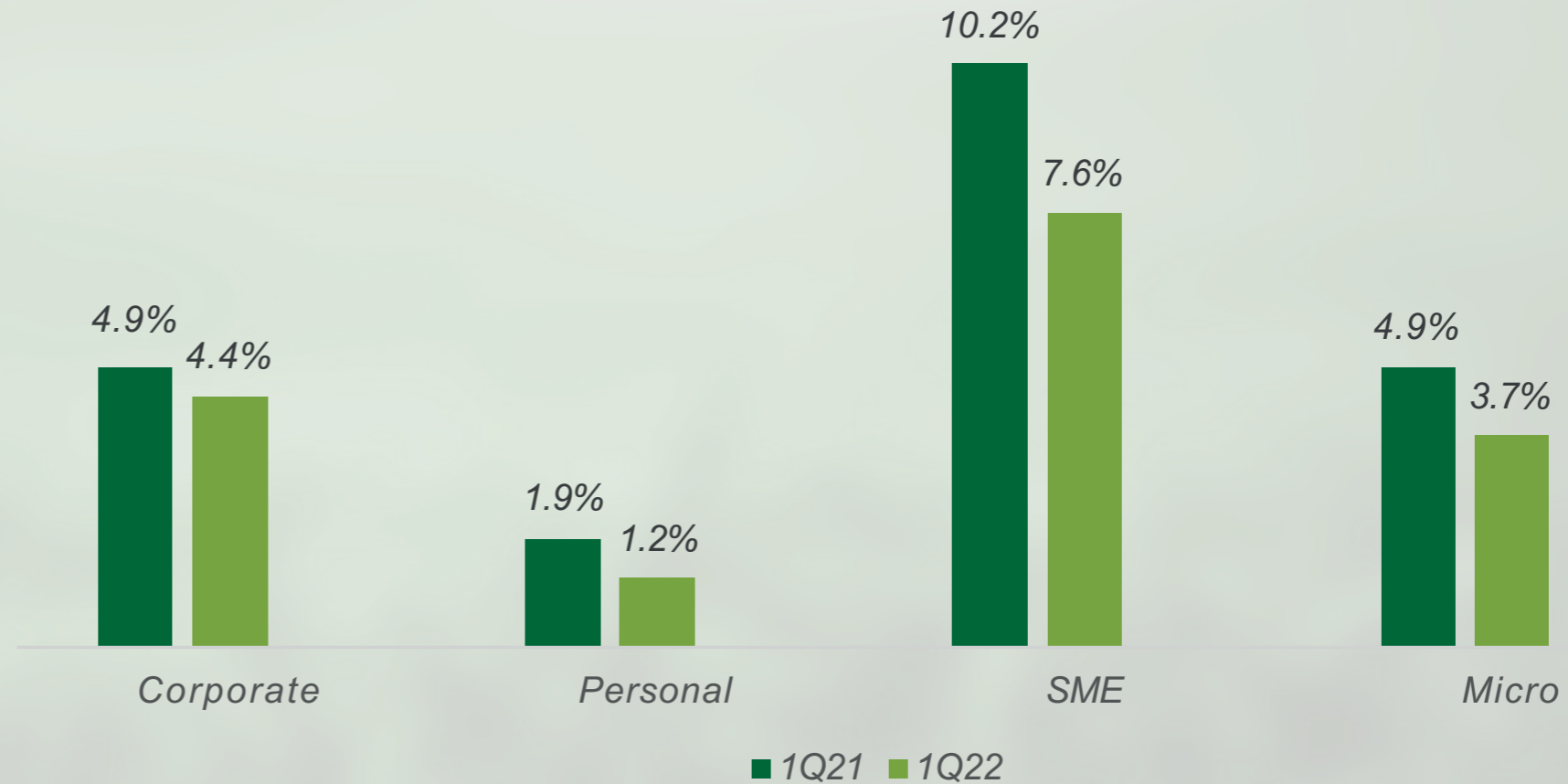


Commentary

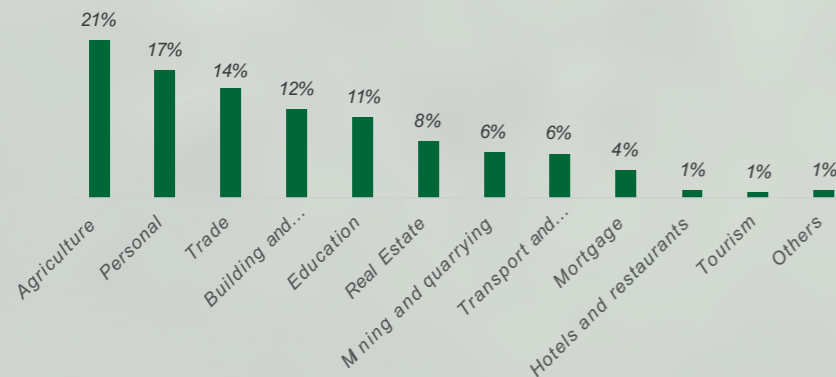
- **Staff Expenses** declined by 3% YoY on account of deliberate measures instituted to contain cost growth.
- **Administrative Expenses** grew by 21% YoY, mainly contributed by increased volume based fees and commission expenses, HQ maintenance cost and software maintenance cost for new systems (Core Banking, Treasury Management, and Reconciliation)

Asset Quality

Group NPL Trend



NPL Composition By Sector

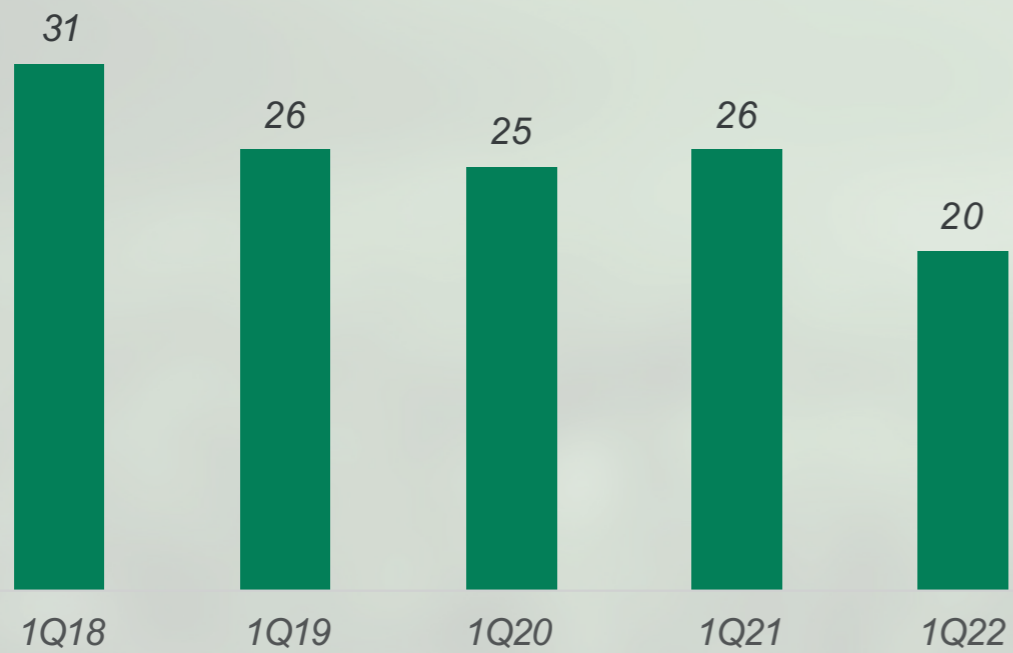


Commentary

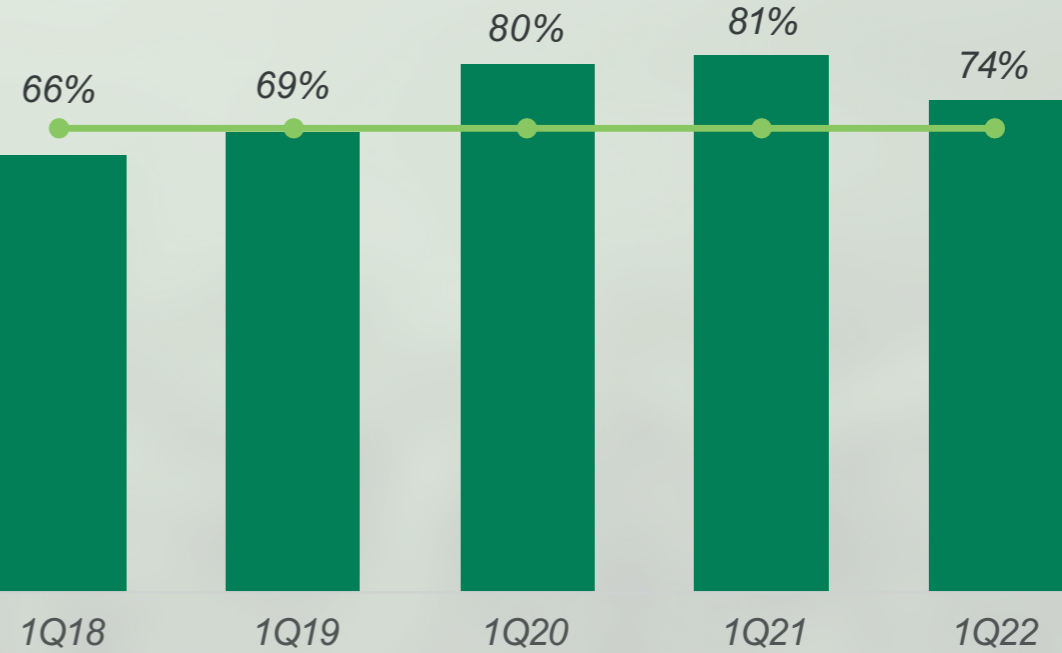
- The Group's NPL ratio continues to decline
- In 1Q21, the NPL reached 3.26%; slightly below 3.3% from the previous quarter and well below the regulatory requirement of 5%.

Impairment and NPL Coverage

Impairment Charge



NPL Coverage

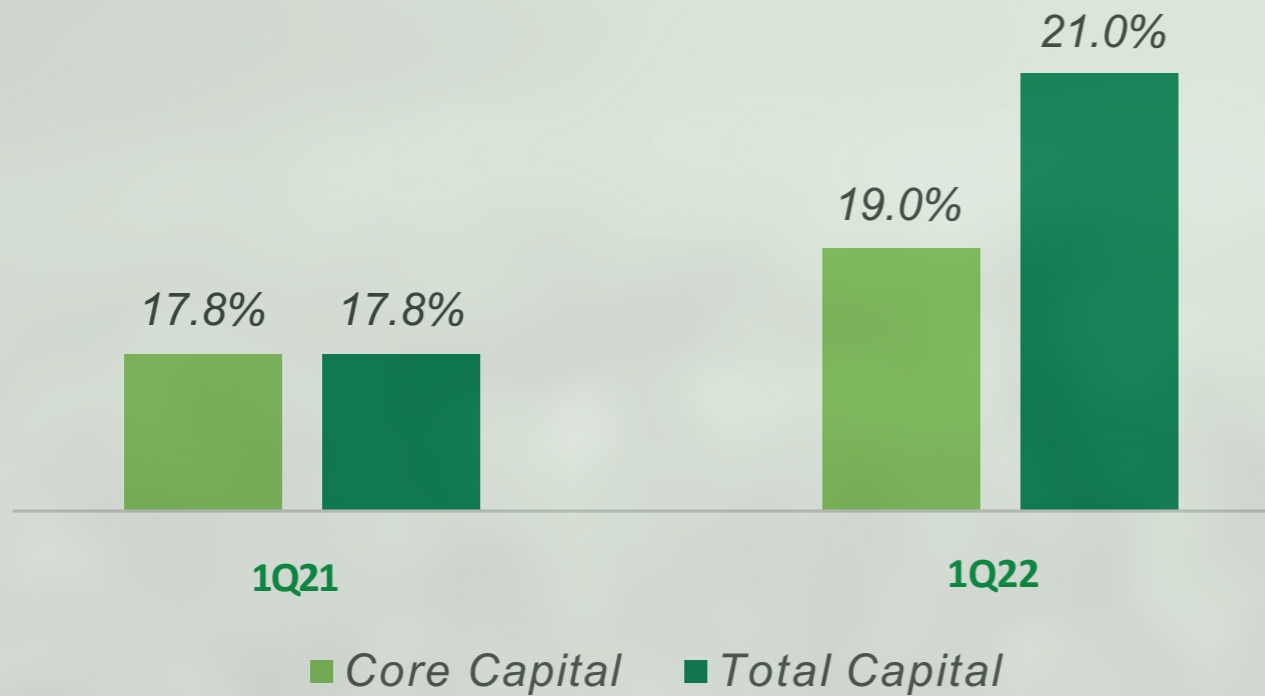


Commentary

- Decrease in impairment charge driven by improvement in quality of loans booked
- NPL Coverage maintained above internal limit of 70%

Capital Management

Capital Adequacy Ratio



Regulatory Limit

- Core Capital: 12.5%
- Total Capital: 14.5%

Commentary

- Capital is well above both regulatory and internal limits.

Subsidiary Performance

Balance Sheet and Income Statement (Amount in TZS Bln)

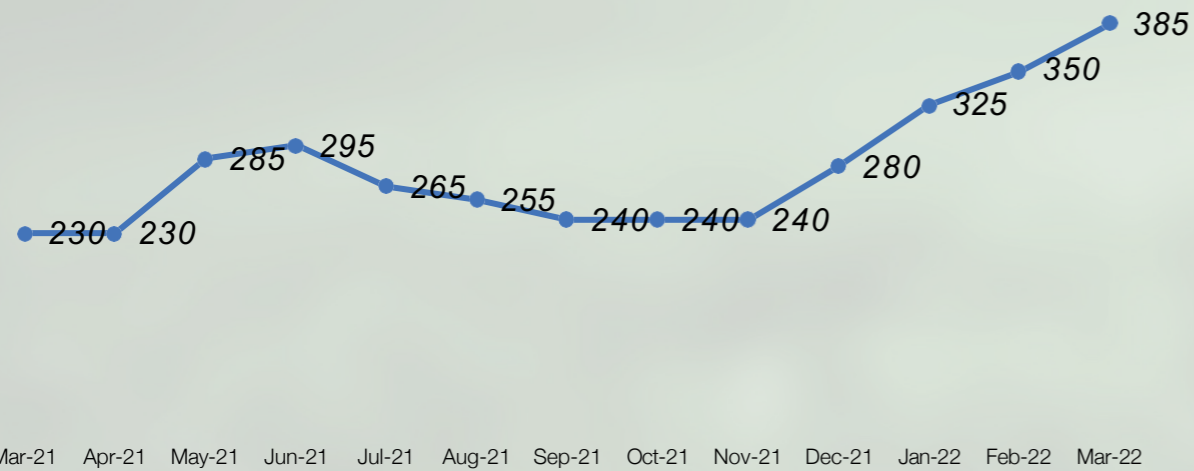
INTZSBILLION			
Burundi	1Q21	1Q22	YoY Change
Total Assets	353,489	683,798	93%
Total Deposits	198,619	366,079	84%
Operating Income	1,992	24,203	220%
Net Profit	1,924	5,752	199%
Insurance			
Total Assets	8,836	6,957	-21%
Net Commission Income	1,383	-	-100%
Net Profit	731	(141)	-119%

- PAT contribution from subsidiaries increased by 121% from the same period in the previous year.
- The growth is driven by the 199% PAT increase in the Burundi subsidiary.
- The insurance subsidiary is presently reliant on investment income as the main income stream. In the quarter the subsidiary recorded a loss resulting from a decrease in investment yield.
- The CIB Subsidiary is currently under transition to become full fledged insurance company.

Investment Information

Share Price Trend

67.4% YoY growth



CRDB Share remains to be the most traded shared in the stock market with foreign investors dominating the buying side and local investors on the selling side.

CRDB BANK		PLC. OWNERSHIP STRUCTURE	
		Number of Shares	%
1	Danish Investment Fund/ Government Institutions	975,896,413	37.4%
2	Local Private Institutions	217,778,913	8.3%
3	Foreign Investors	607,806,771	23.3%
4	Local Individuals Investors	810,356,487	31.0%
TOTAL		2,611,838,584	

A person with curly hair is shown in profile, looking out a window. The scene is dimly lit, with light coming from the window, creating a silhouette effect. The background outside the window is blurred, showing what appears to be a building or structure. A solid green horizontal bar is overlaid across the middle of the image, containing the text '2022 OUTLOOK'.

2022 OUTLOOK

2022 Outlook

	2021	2022 Outlook
Loan Growth	11%	11% - 15%
Deposit Growth	8%	12% - 16%
Non Funded Income	25%	30% - 37%
Cost to Income Ratio	55%	50% - 55%
Return on Equity	22%	20% - 23%
Return on Assets	5%	4% - 5%
NPL	3.3%	3% - 4%

Disclaimer

CRDB Bank Plc has made various forward-looking statements with respect to its financial position, business strategy, plans and objectives of management. Such forward-looking statements are identified by use of the forward-looking words or phrases such as 'expects', 'estimates', 'anticipates', 'believes', 'intends', 'plans' or words or phrases of similar nature.

By their nature, forward-looking statements require the Bank to make assumptions which are subject to inherent risks and uncertainties. There is significant risk that predictions and other forward-looking statements will not prove to be accurate. We caution readers of this report not to place undue reliance on our forward-looking statements as a number of factors could cause future results, conditions, actions or events to differ materially from the targets, expectations, estimates or intentions expressed in the forward-looking statements.

The future outcomes that relate to forward-looking statements may be influenced by many factors, including but not limited to interest rate and currency value fluctuations, industry and worldwide economic and political conditions, regulatory and statutory developments, the effects of competition in the geographic and business areas in which we operate, management actions and technological changes.

We caution that the foregoing list of factors is not exhaustive and that when relying on forward-looking statements to make decisions with respect to CRDB Bank Plc investors and other stakeholders should carefully consider these factors, as well as other uncertainties and potential events and the inherent uncertainty of forward-looking statements. The Bank does not undertake to update any forward-looking statement that may be made, from time to time, by the Bank or on its behalf.



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