

CRDB Bank Plc.
Investor Briefings
As at 30th June, 2015



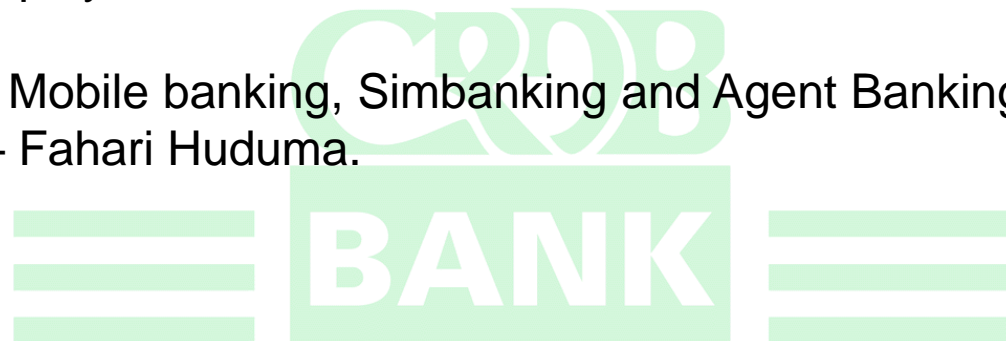
Outline

- **About Us**
- **Economic Overview**
- **Traditional Channels**
- **Investment Ratios**
- **Financial Performance Summary**
- **CRDB Custodial Services**
- **Shareholding Structure**



About Us

- Leading, wholly-owned private commercial bank in Tanzania.
- Established in 1996.
- Listed on the Dar Es Salaam Stock Exchange on 17th June, 2009.
- Offers corporate, retail, business, treasury, premier, insurance and microfinance services.
- Over 29,000 shareholders.
- 21.5% major strategic shareholder – DIF.
- 2,619 employees.
- Internet, Mobile banking, Simbanking and Agent Banking services – Fahari Huduma.



About Us Cont..

- 124 branches, a subsidiary in Burundi and a Microfinance subsidiary. (Including Mobile branches).
- 397 ATMs
- 13 mobile branches.
- 485 Microfinance Partners.
- 2,443 POS Terminals.
- 1,426 Agents (Fahari Huduma) – Service Centre.
- 56 Extended Counters – TPC and TTCL Offices.
- 43 Government Account Service Centres.
- 1 Call Centre.



Vision and Mission

Vision:

To be the leading Bank, which is customer need driven with competitive returns to shareholders.

Mission

To provide competitive and innovative financial products and services leveraging technology to achieve distinctive customer experience. We strive to create value for stakeholders and the society.



Economic Overview

- Location - Eastern Africa
- Boundaries - Burundi, Democratic Republic of Congo, Kenya, Malawi, Mozambique, Rwanda, Uganda and Zambia.
- Area - 947,300 sq Km (includes the Islands of Mafia, Pemba and Unguja).
- Geography Note – Mt. Kilimanjaro is the highest point in Africa and has glaciers.
 - Indian Ocean in the East with vast Coastal line
 - Bordered by three largest lakes on the continent - L. Victoria, L. Tanganyika and L. Nyasa.
 - Blessed with abundant national parks – Serengeti, Ngorongoro Crater, Selous, Mikumi, Ruaha, Katavi and Manyara.
 - Zanzibar Island with massive historical attraction, Olduvai Gorge- first skull of human beings.

Economic Overview

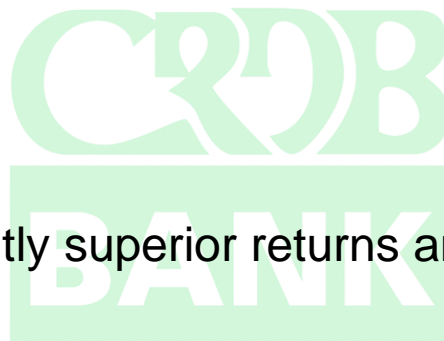
- Tanzanian economy has continued to perform strongly, with current growth at 7.4%. The country's construction, communications, transport, financial intermediation, agriculture, manufacturing and retail trade sectors contribute largely to the GDP growth. The economy of Tanzania is expected to continue on its growth path with GDP of around 7% through out the year 2015. Benefits of the developing natural gas industry is expected to contribute to positive economic growth.
- Tanzania annual inflation rate for the month of June 2015 has increased to 6.1% from 5.3% recorded in May, 2015. The Annual core Inflation Rate (excluding food and energy) has increased to 2.2% from 2.1% recorded in May, 2015.
- Burundi economic outlook for 2015 is favourable, inflation dropped to 1.20% in February, 2015 from 3.5% recorded in January 2015, due to fall in costs for housing, water and electricity.
- The Tanzanian Shilling started to gain strength against the US dollar. The decrease in value of the local currency was due to low supply and inflow of USD in the market.

CRDB Bank: Key Attractions

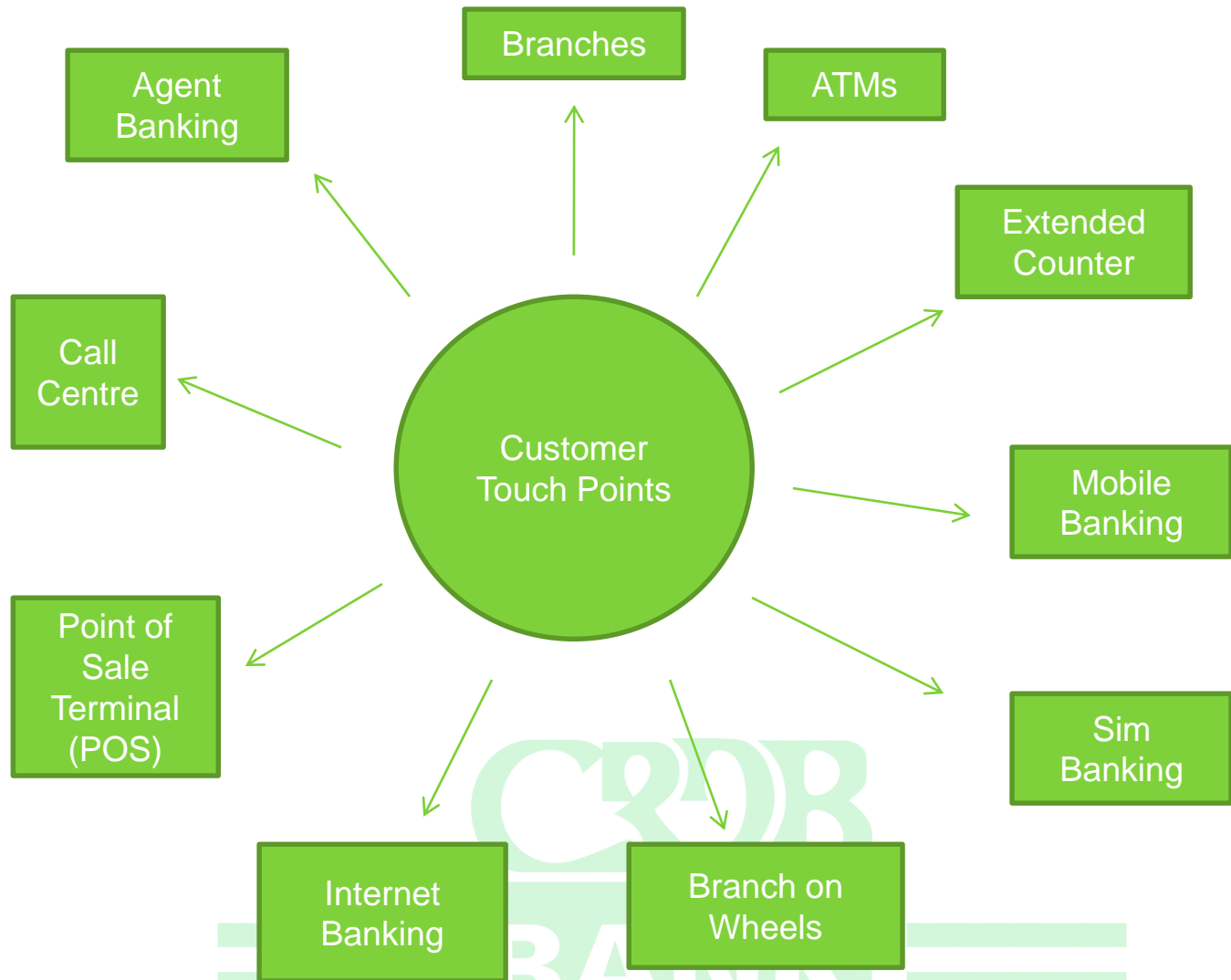
- Tanzania presence with focused growth in distribution network
- Emphasis on cost effective funding offers sufficient liquidity and boost margin
- Strong fee income contributing significantly to overall revenues
- Maintained emphasis on efficiency and productivity
- Diversified business model provides stability to core earnings
- Diverse balance sheet mix and strong ALM capabilities
- Robust credit profile



Overall, a Bank with consistently superior returns and stable capital position



Traditional Channels



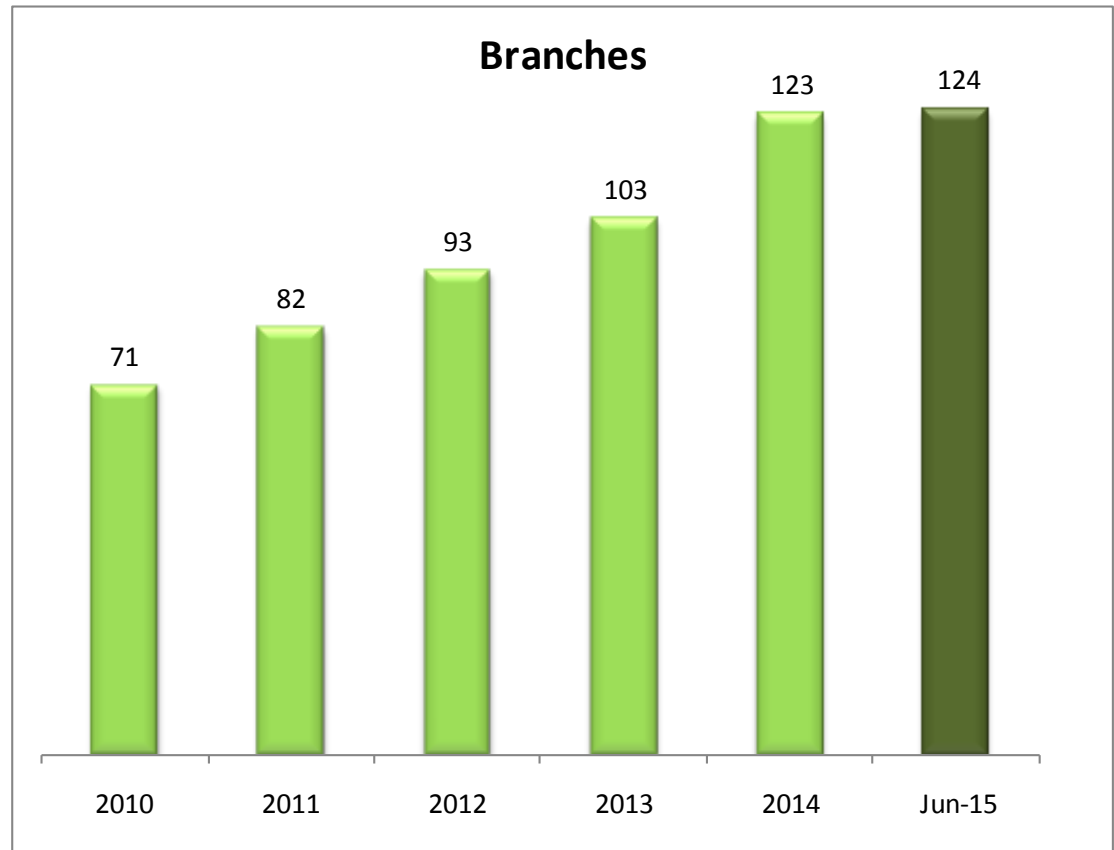
Branches

- 124 Branches plus 1,426 Agents (Fahari Huduma).

- Present in every region in Tanzania 3 branches in Burundi.

- Up to district level in some regions.

- Online inter branch communication through branches linked via satellite.



Investment Ratios as at 30th June, 2015

Share Performance (cumulative data)	As at 30 th June, 2015
Market Price (closing)	TZS 400.0
Earning per share (EPS)	29.9
Price Earning Ratio (P/E)	13.3
Book Value (BV)	218.0
Price book Value Ratio (P/B)	1.8
Market Capitalization (TZS billions)	870.6
Foreign Holding (%)	17.7

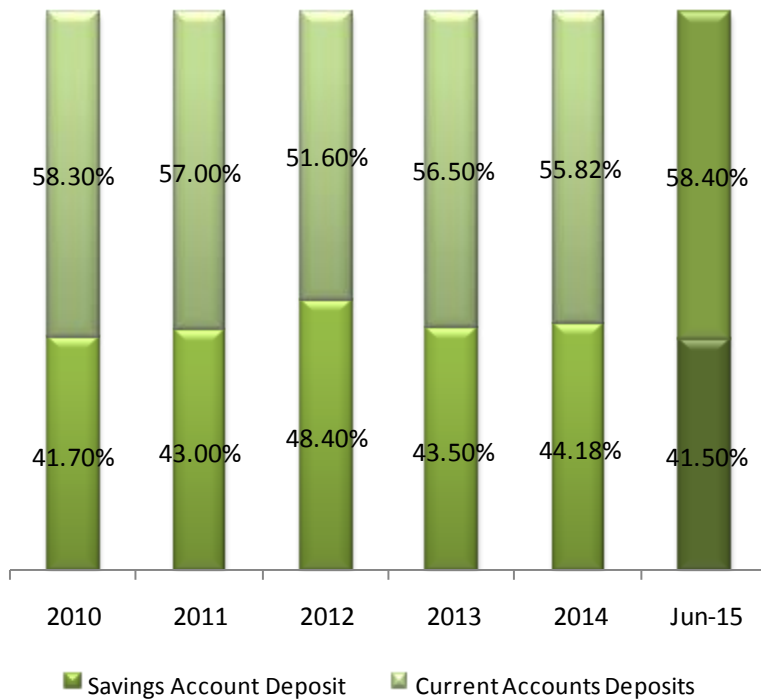
Investment Ratios

Balance Sheet Data & Statistics – TZS. Millions

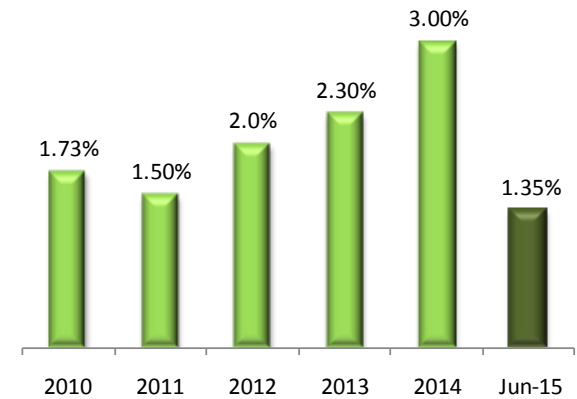
	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>June 2015</u>
<i>Total Assets (Millions Tshs)</i>	2,305,402	2,713,641	3,074,840	3,558,668	4,210,097	5,017,991
<i>Loans, Advances & Overdrafts</i>	1,123,347	1,429,262	1,806,865	1,993,106	2,545,296	2,918,718
<i>Deposits</i>	2,019,393	2,408,676	2,557,903	3,024,429	3,390,921	3,759,405
<i>Shareholders Funds</i>	233,511	254,764	310,754	375,750	441,151	448,035
<i>Number of Employees</i>	1,437	1,658	1,898	2,158	2,387	2,619
<i>NP Loans & Advances</i>	121,338	134,783	117,746	126,307	129,247	203,065
<i>Loans/Total Assets (%)</i>	49	52	59	56	60	58
<i>NPL Ratio/Total gross loans (%)</i>	11.0	9.4	6.5	6.0	5.0	6.8
<i>ROE % (on average equity)</i>	27.0	20.0	22.0	22.5	21.7	28.5
<i>ROA % (on average asset)</i>	3.0	3.0	4.0	3.4	3.1	3.7
<i>Gross Loans/Total Deposits (%)</i>	57	62	67	67.1	76.0	76.0
<i>Earning Asset to Total Asset (%)</i>	80	79	80	72	75	80
<i>Deposit Growth (%)</i>	25	18	8	17	12	13
<i>Asset Growth (%)</i>	24	18	13	16	18	14
<i>Shareholders' Funds/Total Assets (%)</i>	10.1	9.3	10.1	11	10.0	10

Cost Effective Funding

Current and Savings Accounts (CASA) Deposits.

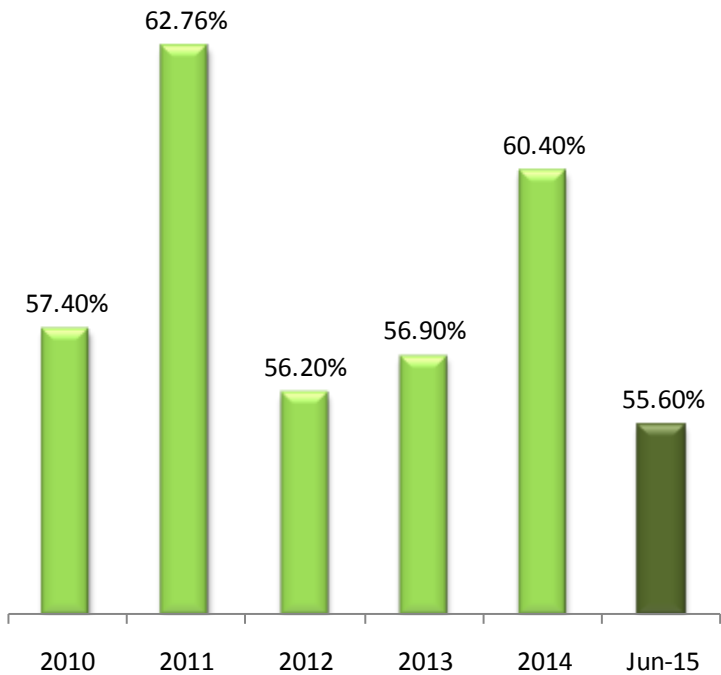


Cost of Fund

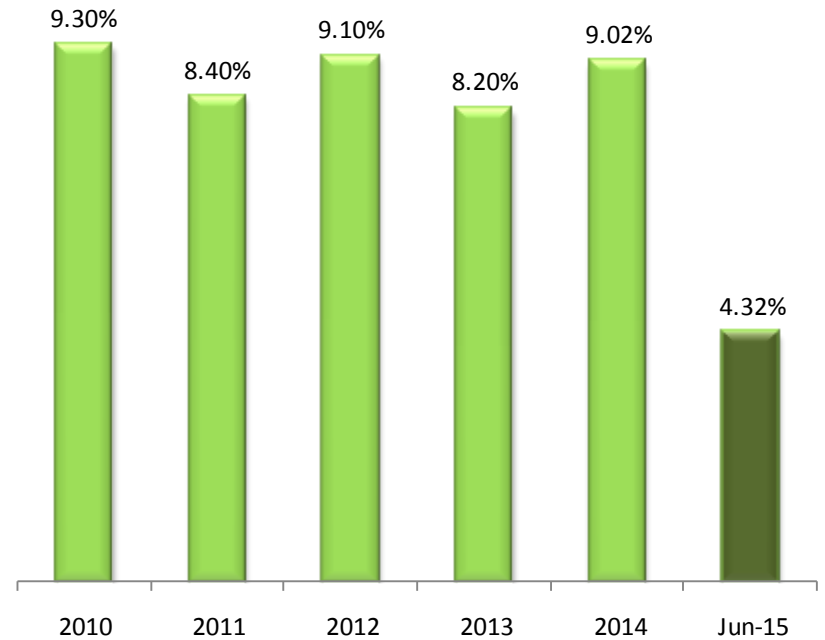


Cost Effective Funding

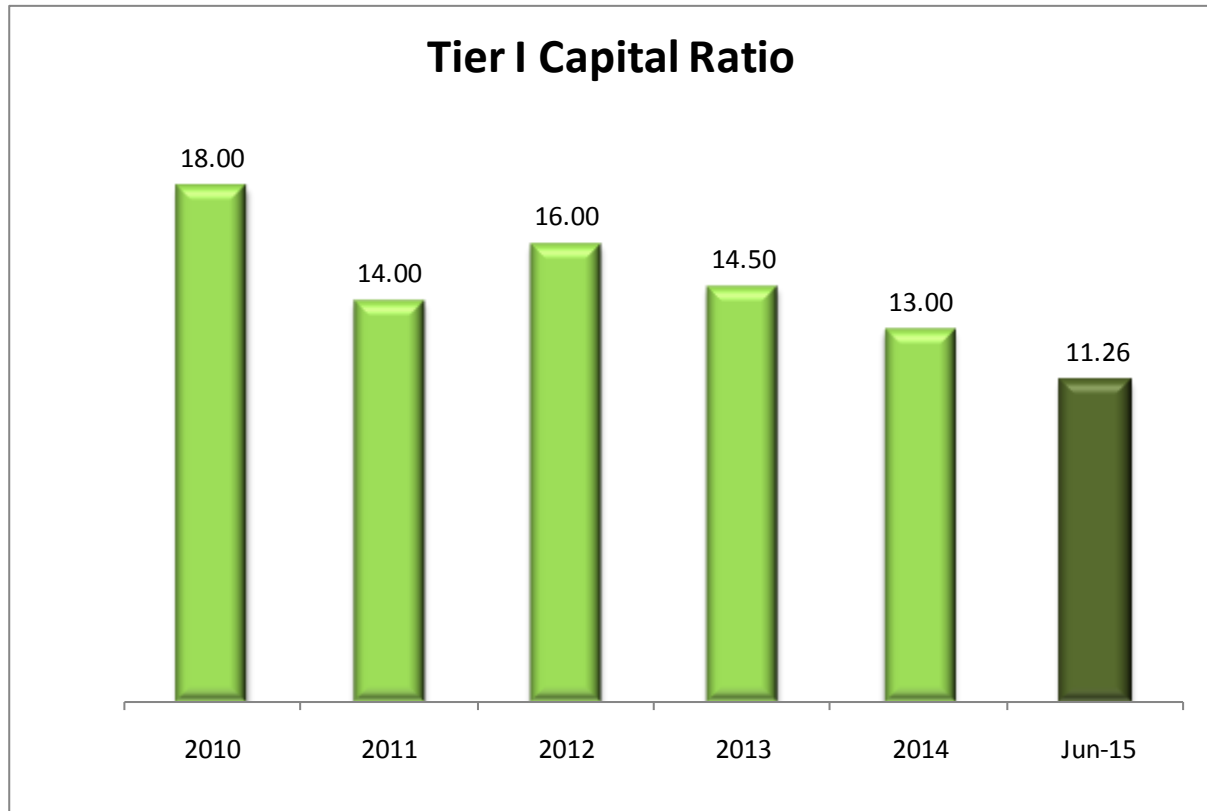
Cost to Income Ratio



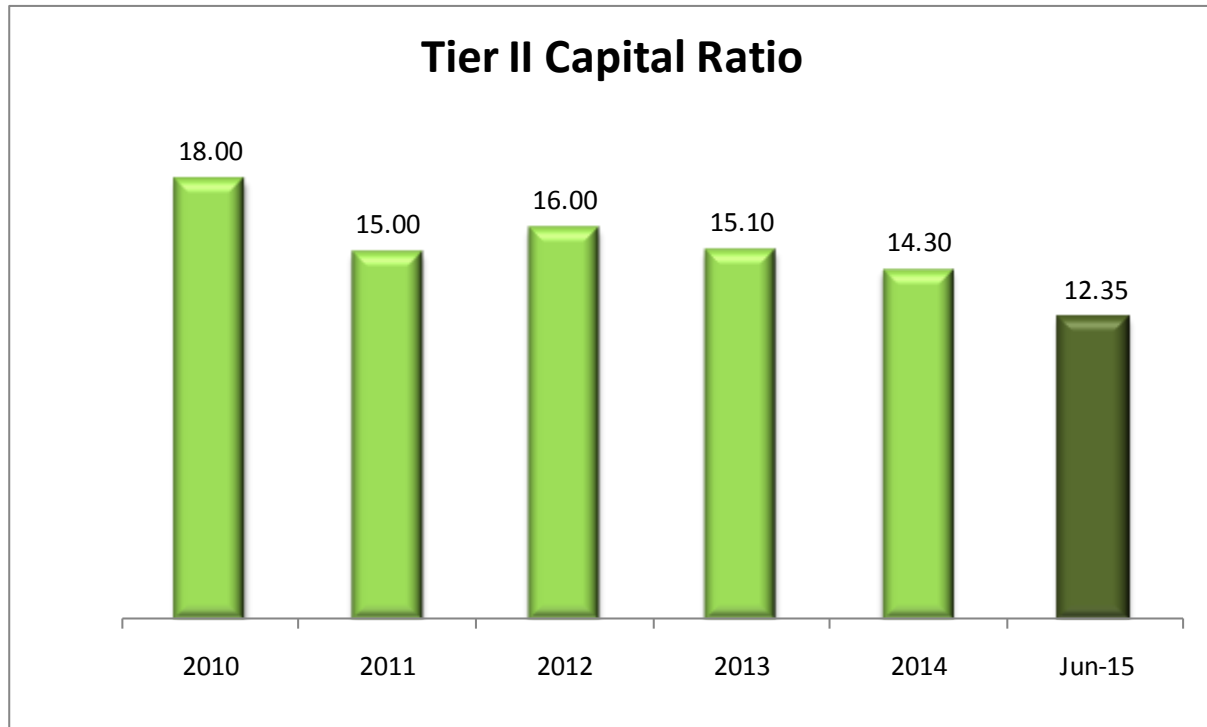
Net Interest Margin



Core Capital



Core Capital



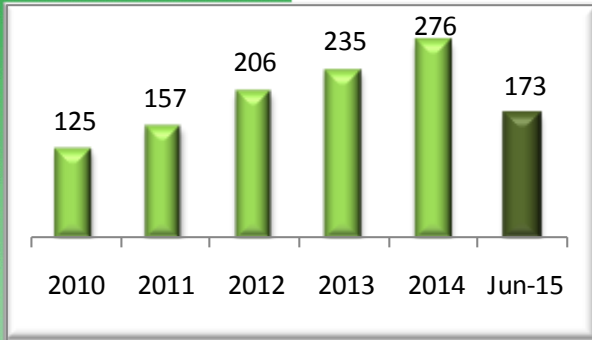
Financial Performance Summary as at 30th June, 2015

Item	30/06/2015 TZS millions	30/06/2014 TZS millions	Change in (%)
Total Assets	5,017,991	4,029,666	24.53
Total Deposits	3,759,405	3,324,586	13.08
Loans, Advances and Overdrafts	2,918,718	2,223,267	31.28
Shareholders' Funds	488,035	386,211	26.36
Operating Income (Loss) Before Tax (group cumulative)	92,502	58,818	57.27
Net Income (Loss) After Tax (group cumulative)	65,121	40,607	60.37

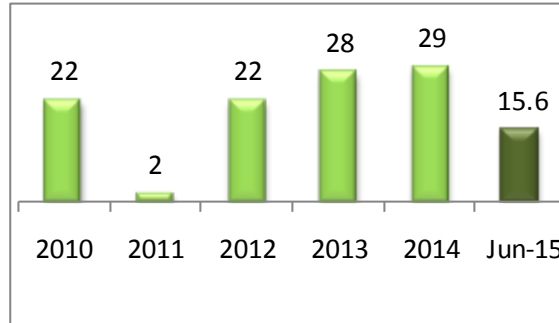


Financial Performance Summary

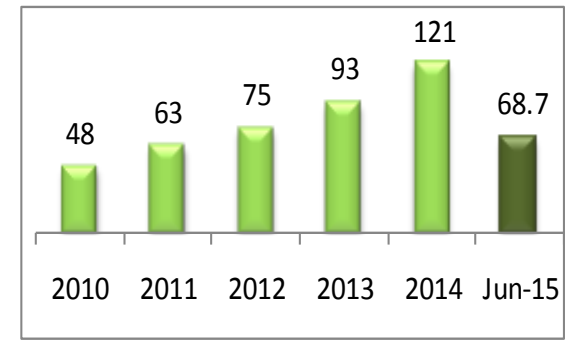
Net Interest Income



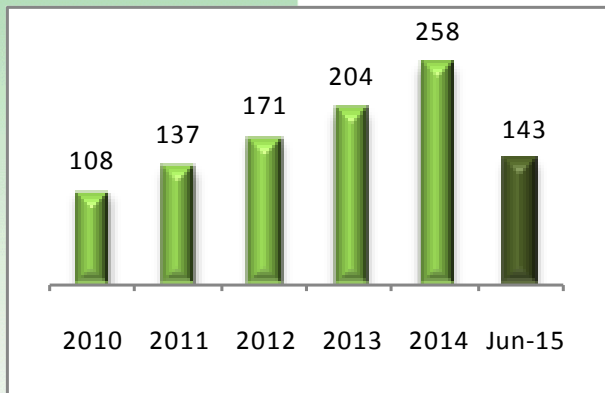
Foreign Exchange Income



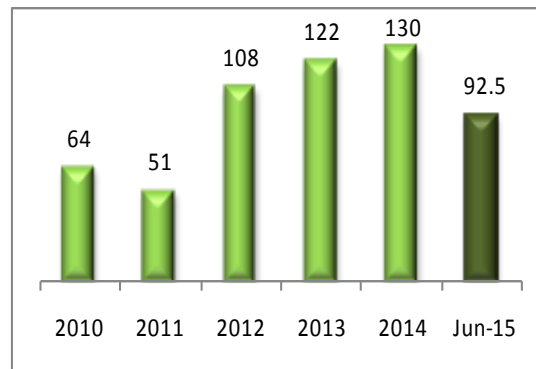
Fees & Commissions Income



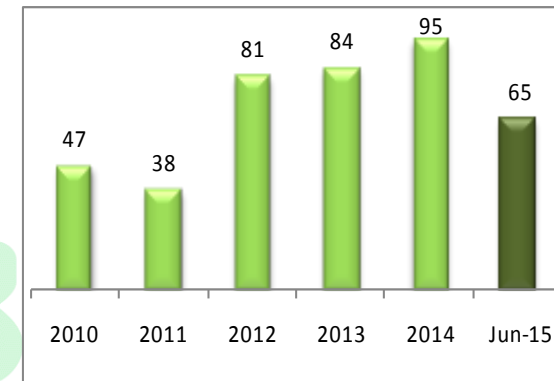
Non-Interest Expense



Operating Income



Net Income

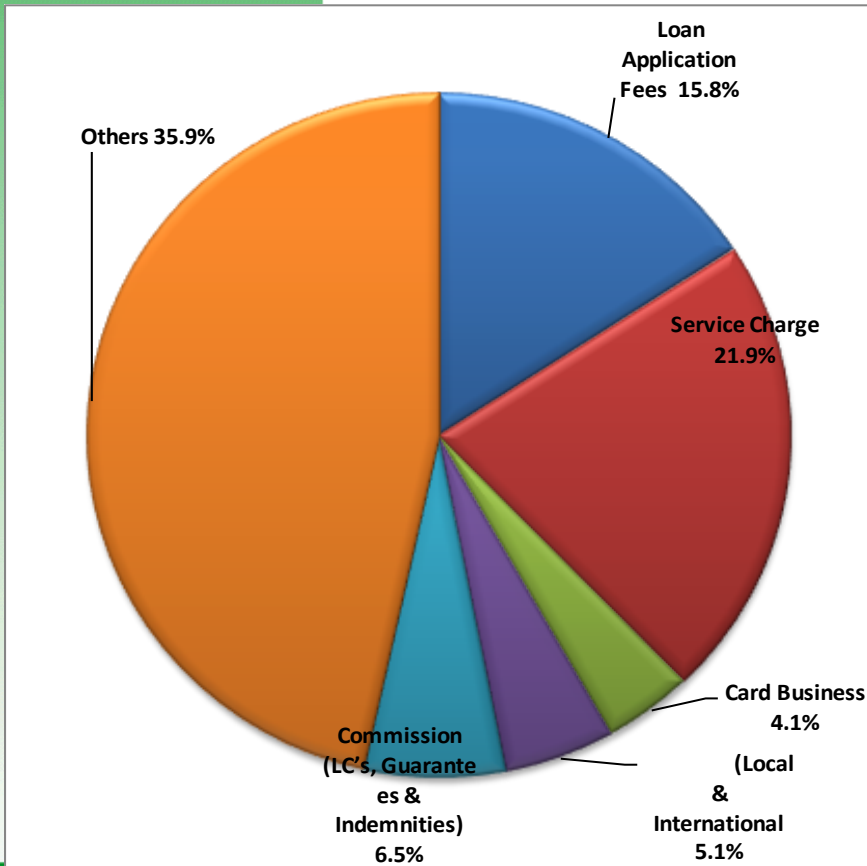


All figures in Tshs Billions

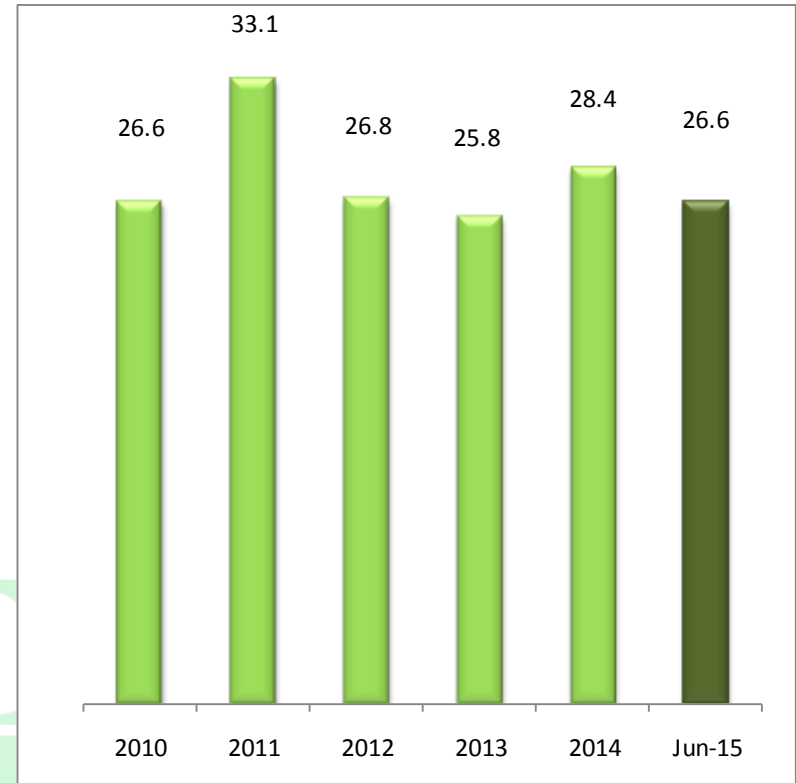
BANK

Fee Income

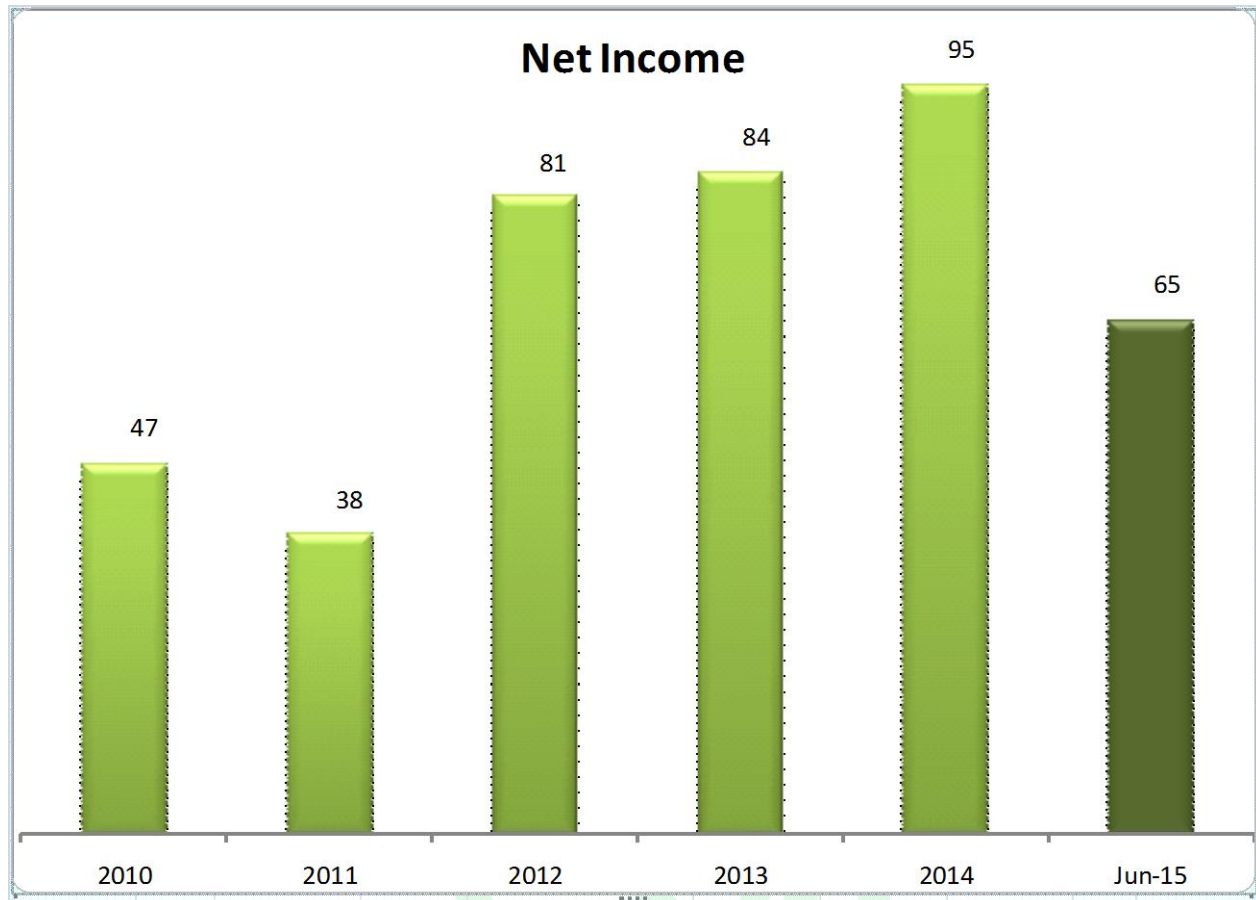
- Fee Income Composition



- Fee Income as % of Operating Revenue

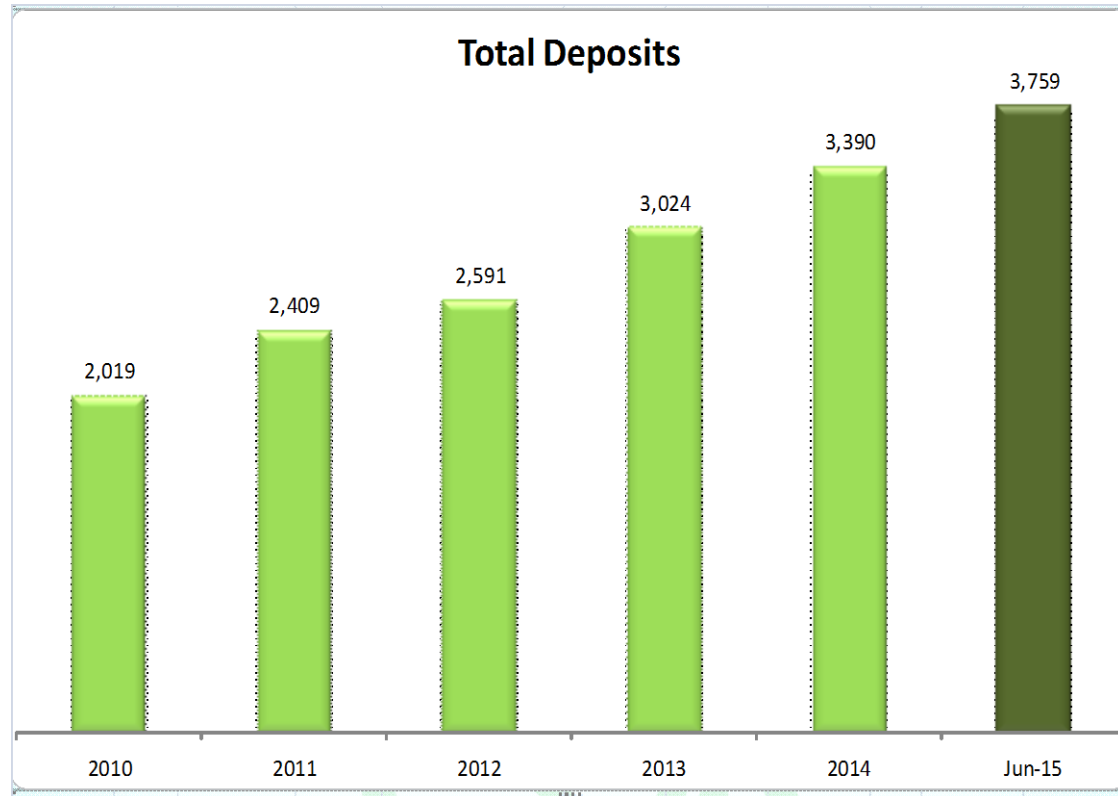


Profit After Tax-TZS Billions

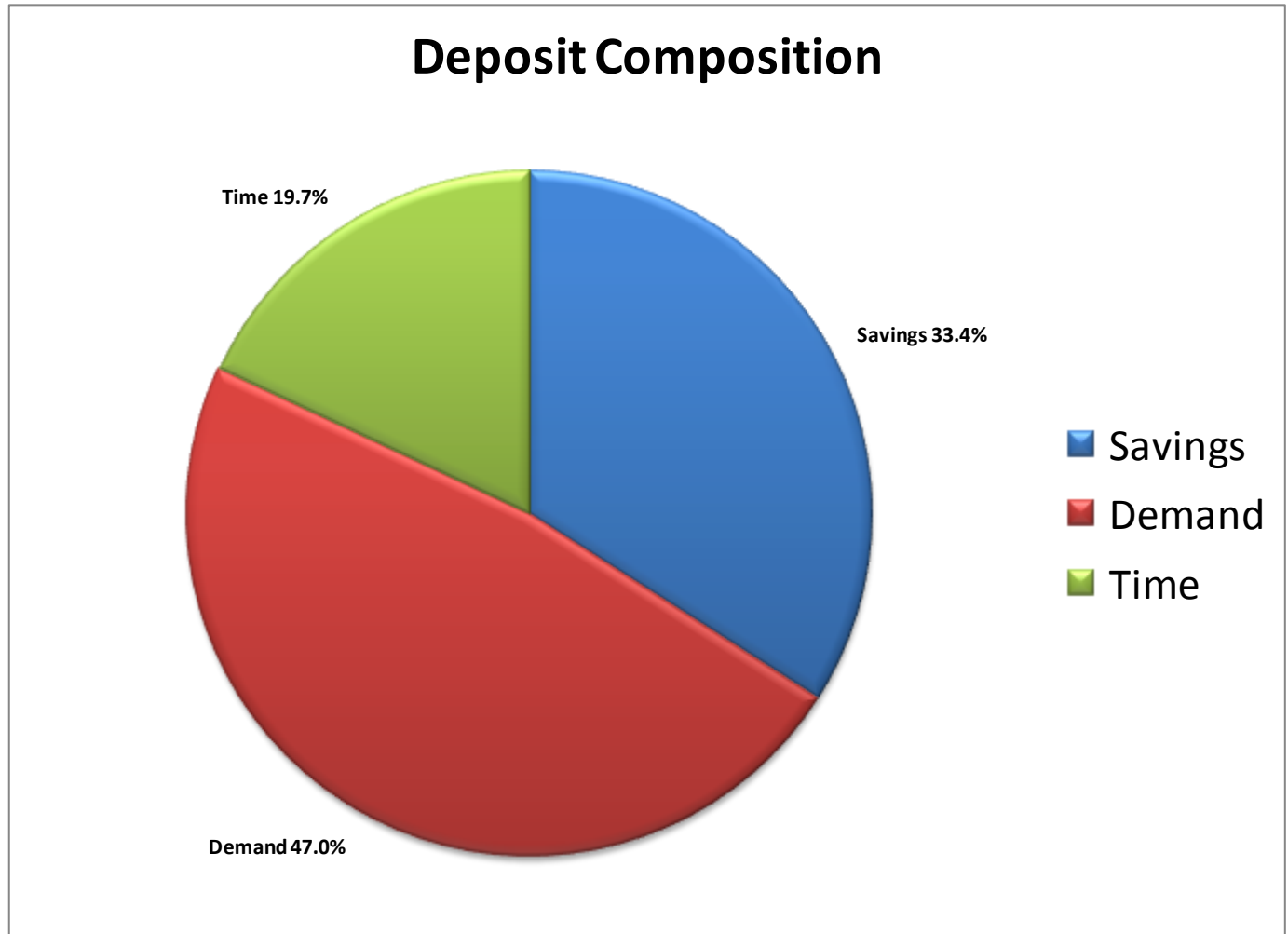


NB: The drop in 2011 was caused by malfunctioning of the foreign exchange trading computer system. The anomaly was realised only after year-end process and rectified (see 2011 Annual report page 9).

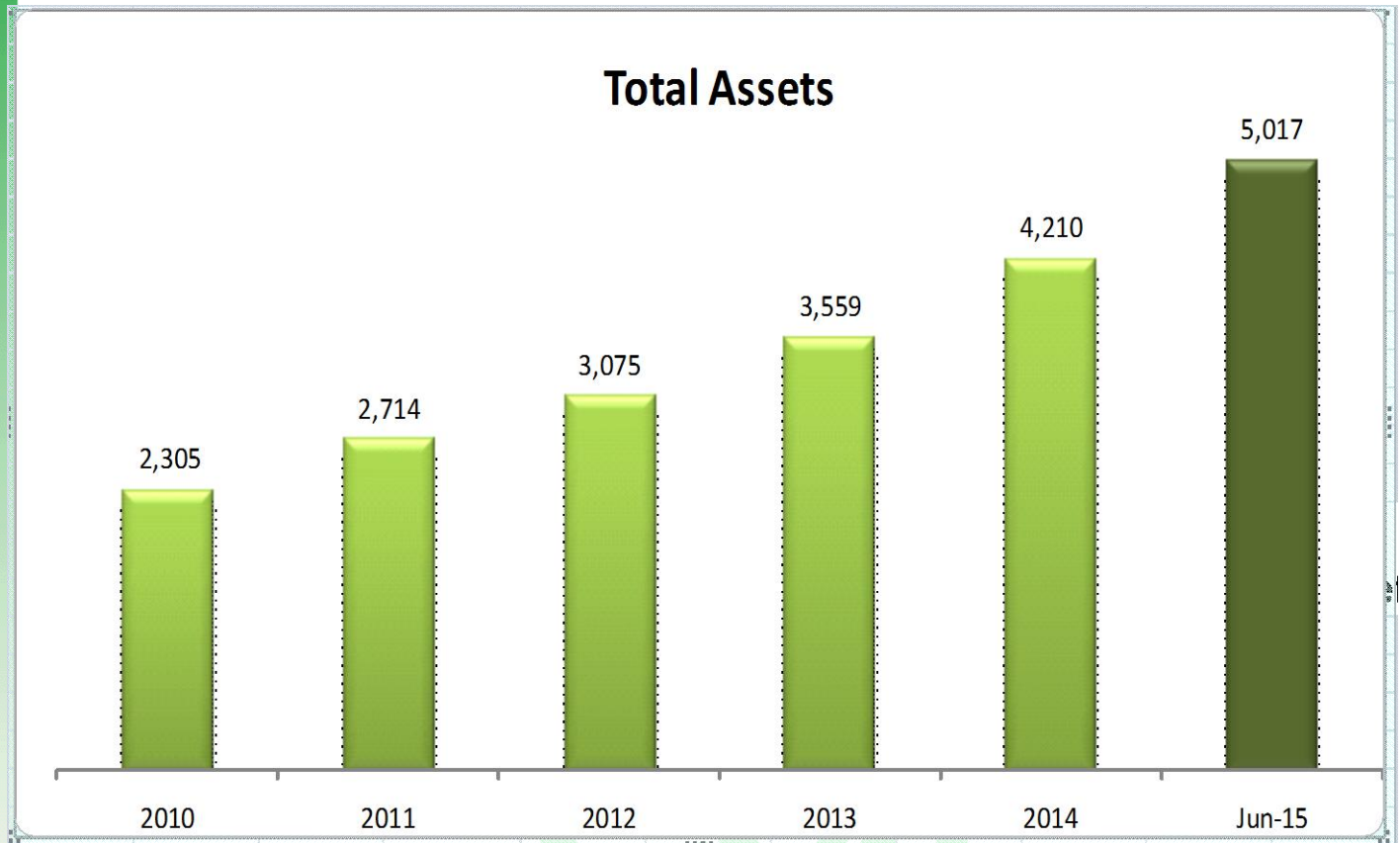
Total Deposits-TZS Billions



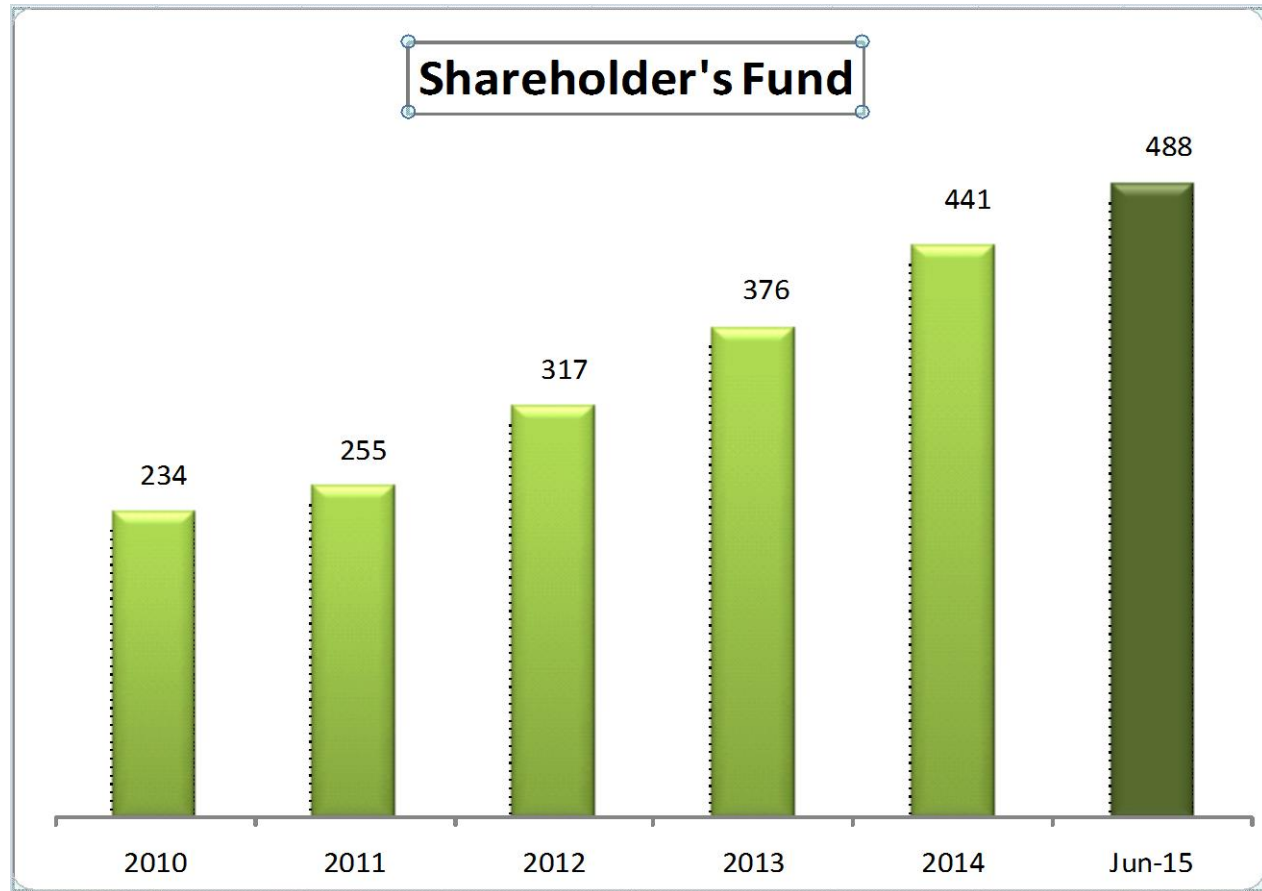
Total Deposit Composition



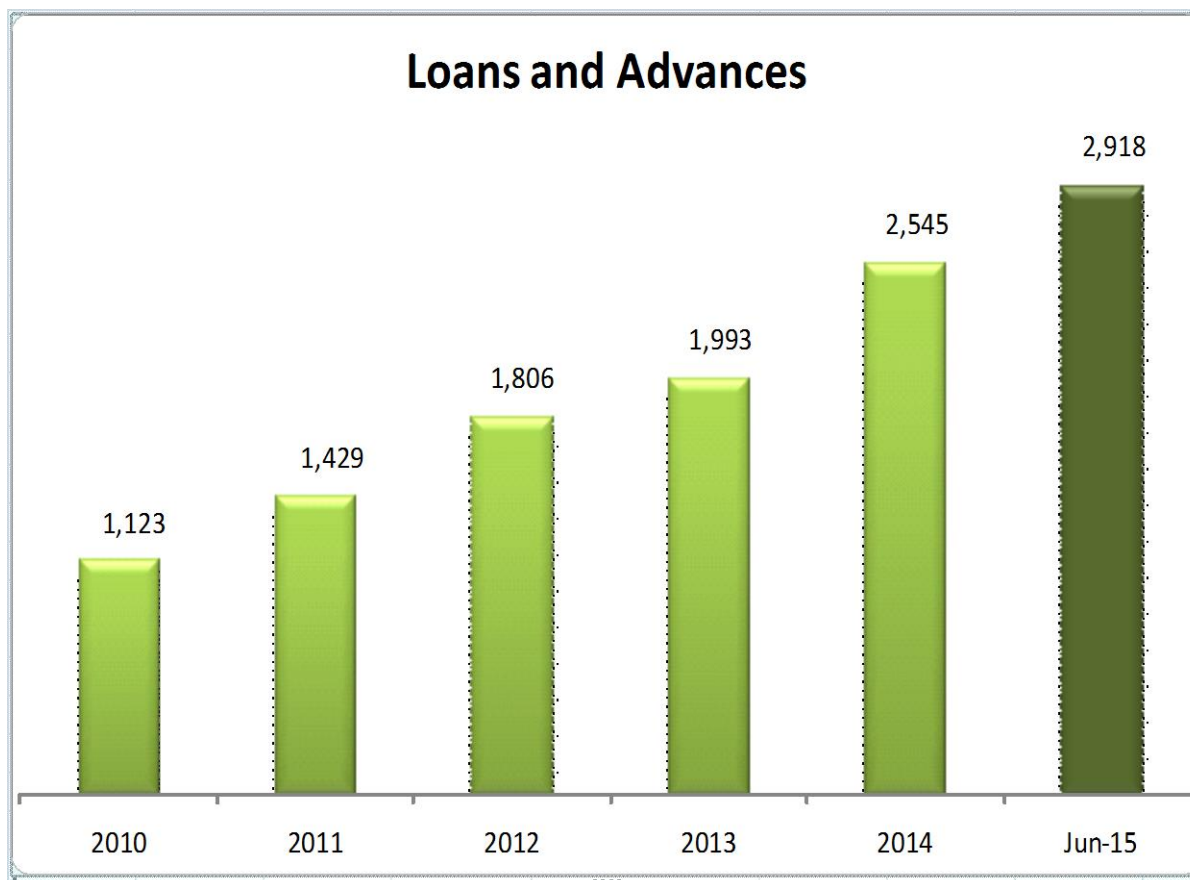
Total Assets-TZS Billions



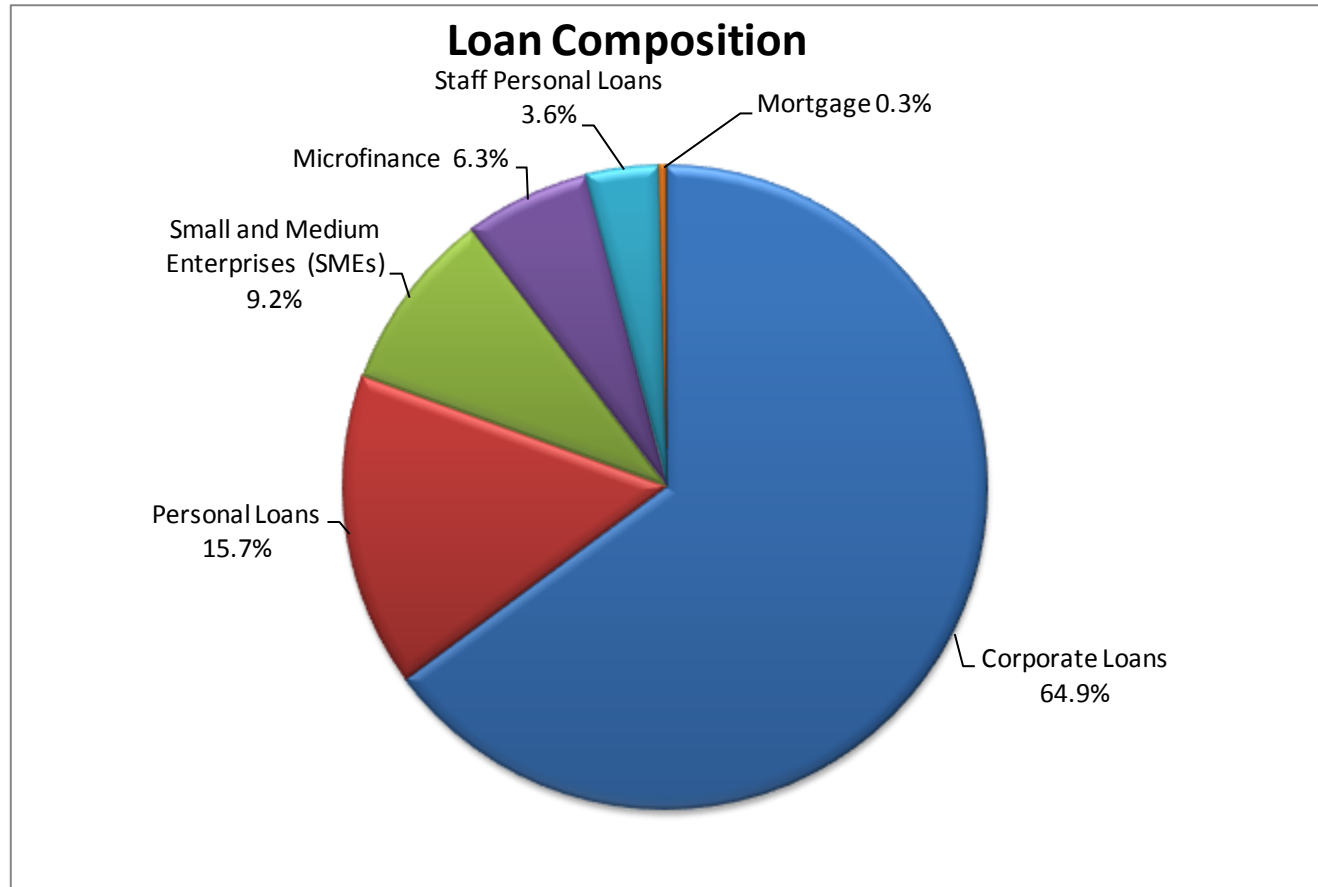
Shareholder's fund – TZS Billions



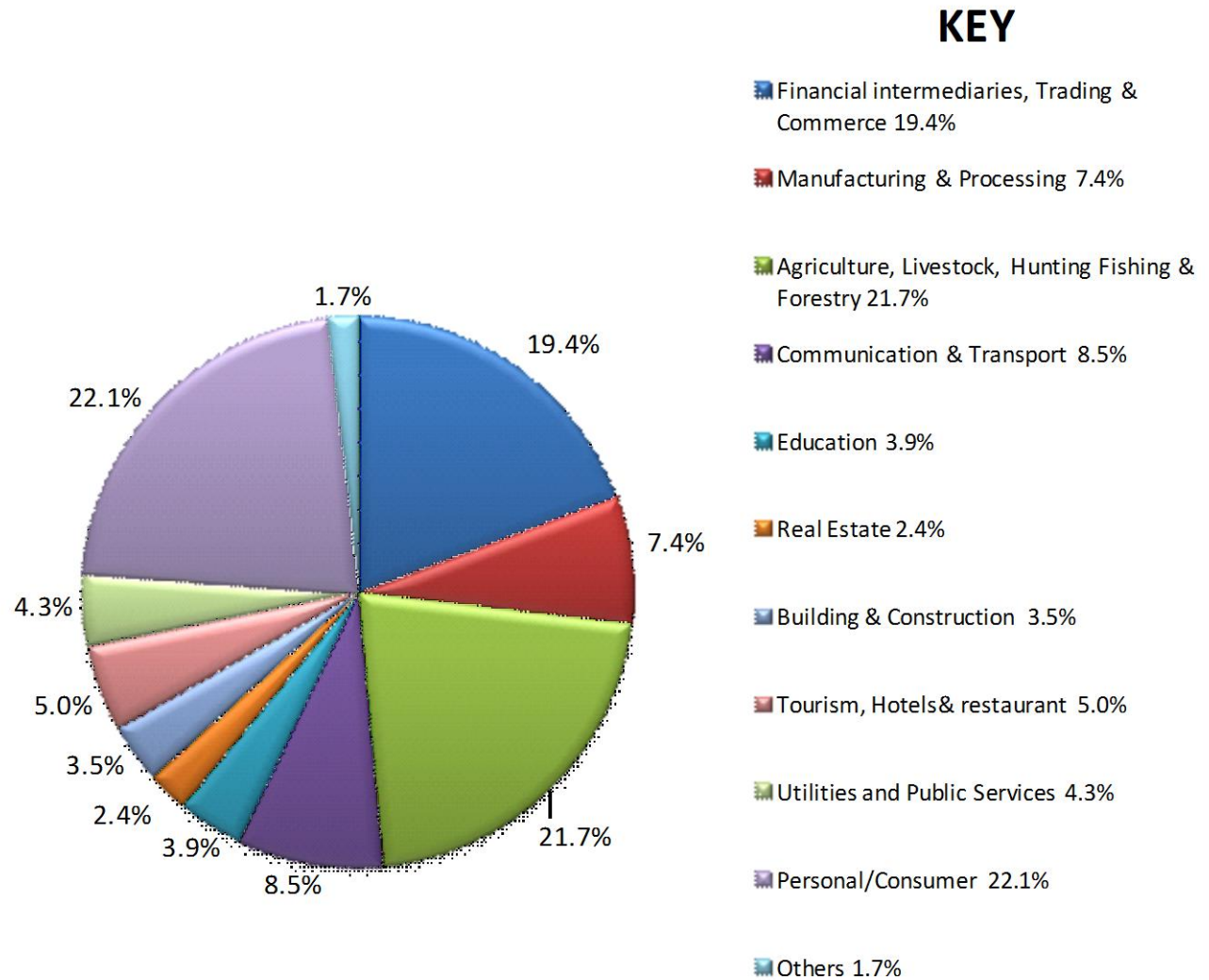
Loan Portfolio-TZS Billions



Loan Portfolio by Segment



Loan Portfolio by Sectors



Subsidiaries

- **CRDB Microfinance Services Ltd –**

The Bank through its subsidiary deals with partnering Microfinance institutions (MFIs) under Microfinance programme, mostly savings and credit cooperative societies (SACCOS). The number of partner MFIs increased by 2.5% from 444 in March 2014 to 455 as at 30th June, 2014 due to implementation of consolidation strategy to achieve sustainable and stable MFI's. During the period under review, MFSC loan portfolio was TZS. 145,705Mn which was 29% below the budget. Total deposits mobilised by the subsidiary on behalf of the Bank grew to 49,652Mn, this is 15% below the budget. The Subsidiary made a pre-tax profit of TZS 3,997Mn.

- **CRDB Bank Burundi S.A. –**

The Bank opened 2 new subsidiary in Bujumbura, capital city of Burundi. CRDB Bank Burundi S.A. recorded a total asset of TZS 37,127Mn which was 10% below the budget of TZS 41,319Mn. The Subsidiary mobilised deposits to reach 22,147Mn which was 10.5% below the budget of 24,771Mn. Foreign Currency translation loss was 0.2Mn compared to 50M recorded on 31st March 2014 because TZS appreciated against BIF Currency during the period. Burundi Subsidiary recorded a net loss of TZS 1,885Mn within the budget of TZS 1,899Mn loss.





CRDB Bank Custodial Services

- Safekeeping of Financial Securities
- Transaction Processing, clearing and settlements
- Collection of Income on Investments
- Corporate Actions - One Stop Information Delivery
- Securities Valuation and Reporting
- Facilitate Foreign Exchange trading
- Proxy Voting
- Tax reclaim facilitation



Who do we Serve

- Unit Trust Schemes
- Fund Managers
- Pension Funds
- Foreign Portfolio Investors
- Financial Institutions
- Insurance Companies
- High Net-Worth Individuals
- Brokers/Dealers
- Global Custodians



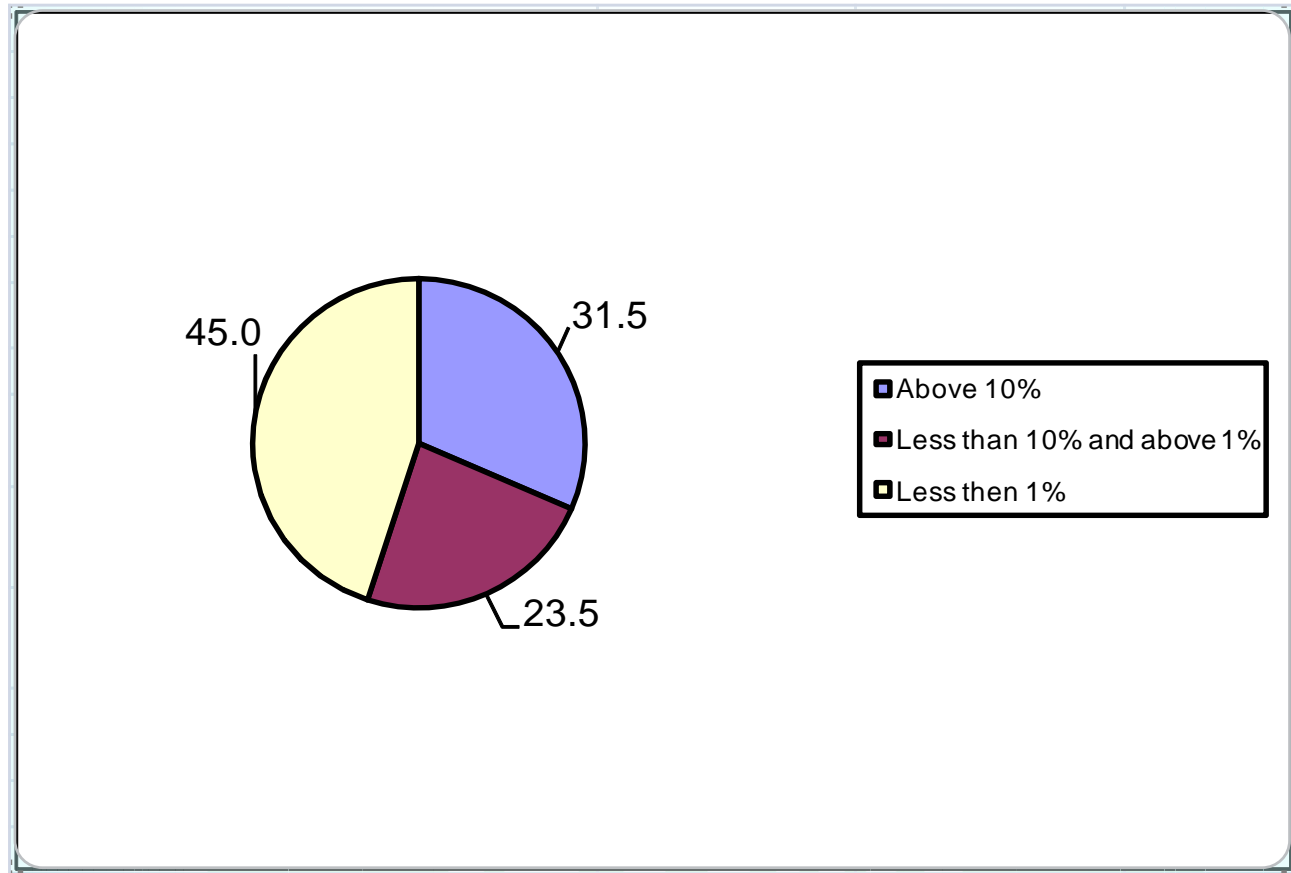
Why Choose CRDB Bank

- Sound procedures ensuring professional services to client
- Clear Custody Agreements and SLA with our Clients
- All information at a glance
- Enjoy value of valuation reporting
- Reliable and Efficient Information Systems (Custody 2000)
- Relationship Management
- Long experience in Capital Market Operations
- Understanding of the local environment and regulations
- Competitive package tailored to client needs
- Charges based on Asset Value
- Cash and Securities Statement delivery as you may require
- Always open for negotiation
- Contacts:** Ms. Ziada Yusufu; Principal Officer-Operation & Settlement;
Tel +255 755 513109; Fax +255 22 2137676
Email: custodialservices@crdbbank.com



Shareholding Structure

- Current shareholding as at 30th June, 2015.
- Each 10% in shareholding is entitled to one Board seat.



Shareholding Structure as at 30.06.2015

NAME	30.06.2015	
	SHARES	Age %
Above 10%		
DANIDA Investment Fund	467,781,934	21.5
PPF Pension Fund	217,401,746	10.0
Sub Total	685,183,680	31.5
Above 1% and less than 10%		
SCB (T) Nominee SCB Mauritius Re: Standard Chartered Kenya Nominees A/C Pinebridge	74,007,400	3.4
SCB (T) Nominee Ltd Standard Chartered Bank (Mauritius) Re Banque Pictet and CIE SA A/C Blakeney Investors	68,926,292	3.2
SCB (T) Nominees SCB Consumer Banking Re Mr. Aunali F Rajabali and Sajjad F Rajabali	60,100,945	2.8
SCB (T) Nominee Ltd Standard Chartered Bank (Mauritius) Re Pictet and CIE A/C General Partners IV Ltd-TZ	55,082,392	2.5
LAPF Pension Fund	48,397,958	2.2
PSPF Pension Fund	31,531,350	1.4
Hans Macha	27,303,500	1.3
SCB (T) Nominee Ltd Standard Chartered Bank (Mauritius) Re Altree Custody Services Ltd - 008 - Tanzania	27,013,409	1.2
National Health Insurance Fund	26,700,034	1.2
Western Zone Tobacco Growers Cooperative Union Ltd	25,000,000	1.1
CMG Investment Ltd	24,742,476	1.1
Lindi Development Fund	21,660,000	1.0
SCB (T) NOMinee Ltd Seb Mauritius Re Banque Pictet and CIE SA A/C Patrick Schegg	21,230,300	1.0
Sub Total	511,696,056	23.5
Less than 1%		
More than 28,000 shareholders	979,652,424	45.0
Grand Total	2,176,532,160	100



**Thank you
for listening**

