

CRDB Bank Plc
Investor Briefings
As at 30th September, 2014



The bank that listens

Outline

- **About Us**
- **Economic Overview**
- **Summary of Financial Performance**
- **Investment Ratios**
- **Financial Performance Trend**
- **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 wholesale microfinance services.
- Over 28,000 shareholders.
- 21.5% major strategic shareholder – DIF.
- 2,406 employees.
- Internet, mobile banking and Agent Banking services – Fahari Huduma.



About Us Cont..

- 121 branches, a subsidiary in Burundi and a microfinance subsidiary.
- 351 ATMs
- 12 mobile branches.
- 458 Microfinance Partners.
- 697 POS Terminals.
- 956 Agents – Service Centre.
- 37 Extended Counters – Post Offices.
- 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.

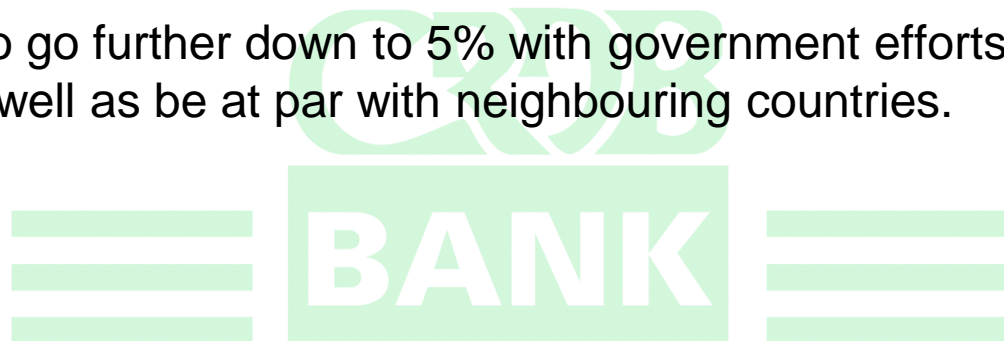


Economic Overview

- 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
 - Boardered 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 well. Economic activities remain robust. The real GDP is 6.9 in 2014 against 7.6 in 2013. The country's agriculture, mining, telecommunications, tourism and banking sectors contributed largely to this sector. GDP projected to further rise to 7.4% in 2015. Benefits of the developing natural gas industry is expected to contribute to positive economic growth.
- Annual Headline Inflation rate for the month of September 2014 has declined to 6.6% from 6.7% recorded in August 2014. The decline was mainly attributed to a slowdown in the rise of food prices.
- We expect inflation to go further down to 5% with government efforts to meet IMF targets as well as be at par with neighbouring countries.

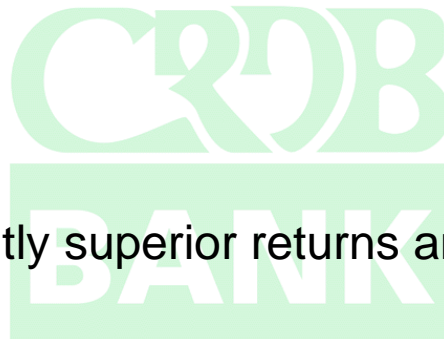


CRDB Bank: Key Attractions

- 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

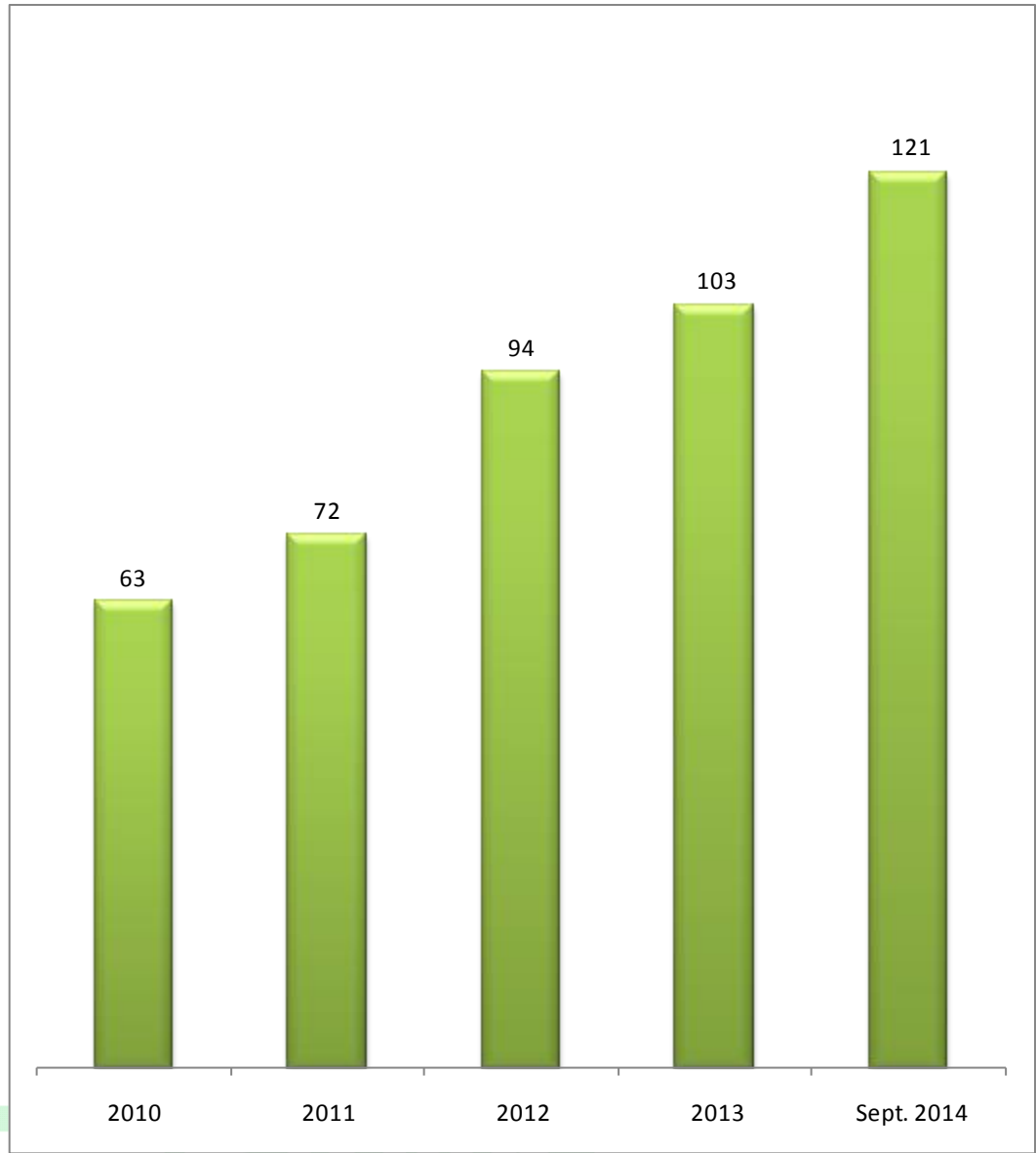


Overall, a Bank with consistently superior returns and stable capital position



Branches

- 121 branches plus 458 Partner Microfinance Institutions (MFIs).
- Present in every region in Tanzania and 3 branches in Burundi.
- Up to district level in some regions.
- Online inter branch communication through branches linked via satellite.



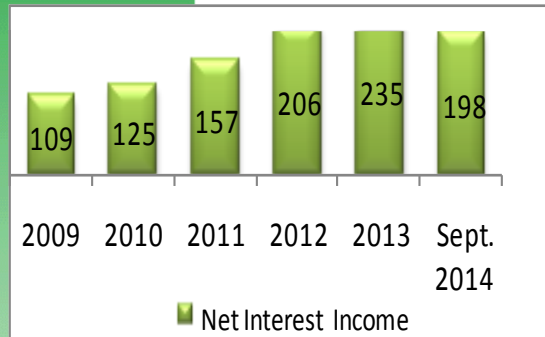
Financial Performance Summary as at 30th Sept. 2014

Item	30/09/2014 TZS millions	30/09/2013 TZS millions	Change in (%)
Total Assets	4,160,164	3,377,764	23.2
Total Deposits	3,378,244	2,870,697	17.7
Loans, Advances and Overdrafts	2,325,960	1,912,271	21.6
Shareholders' Funds	417,963	355,806	17.5
Operating Income (Loss) Before Tax (group cumulative)	103,905	92,325	12.5
Net Income (Loss) After Tax (group cumulative)	71,857	63,837	12.6

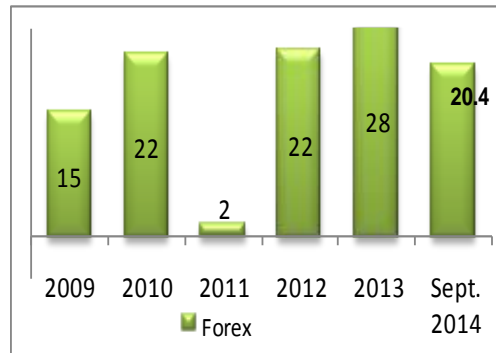


CRDB Summary Financial Performance

Net Interest Income



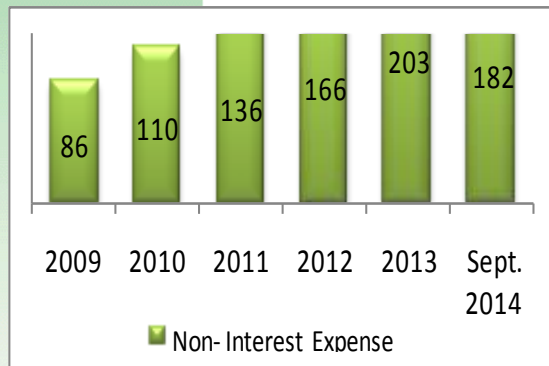
Foreign Exchange Income



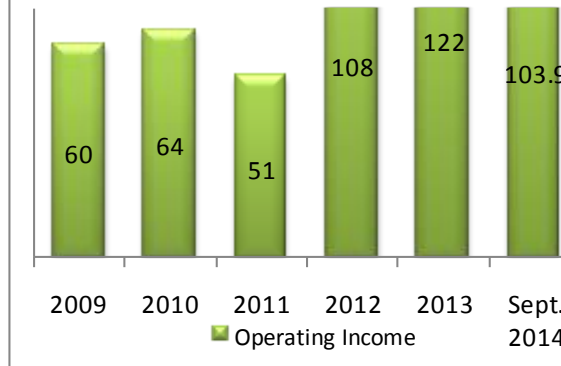
Fees & Commissions Income



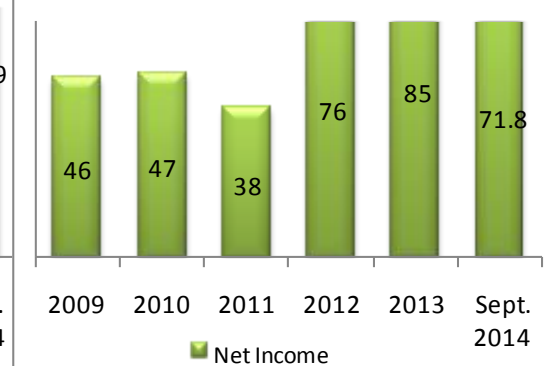
Non-Interest Expense



Operating Income



Net Income

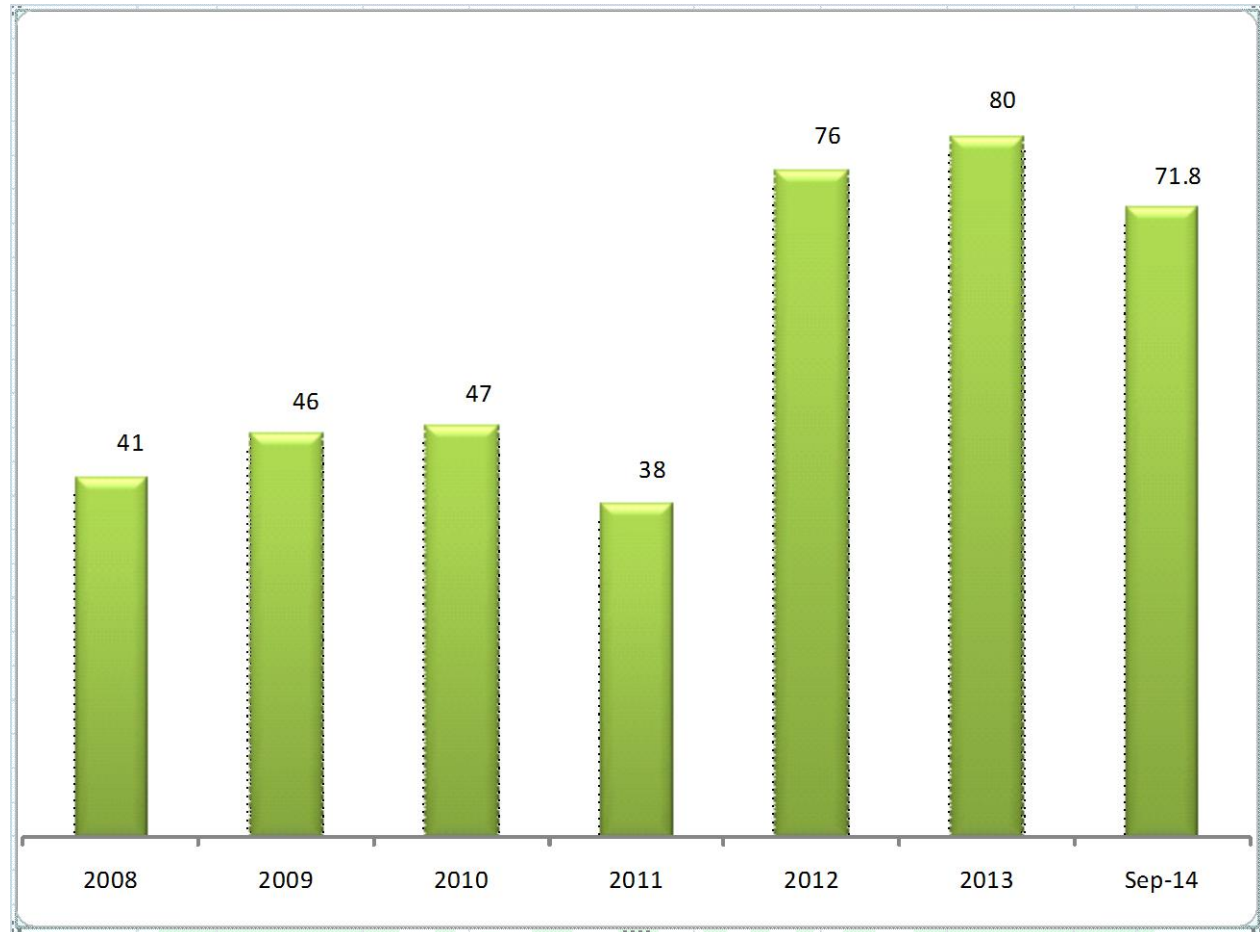


All figures in Tshs Billions



Summary of Financial Performance

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).

Investment Ratios as at 30th Sept., 2014

Share Performance (cumulative data)	As at Sept, 2014
Market Price (closing)	TZS 330.0
Earning per share (EPS)	33.0
Price Earning Ratio (P/E)	10.0
Book Value (BV)	192.0
Price book Value Ratio (P/B)	1.7
Market Capitalization (TZS billions)	718.3
Foreign Holding (%)	18.6

Investment Ratios

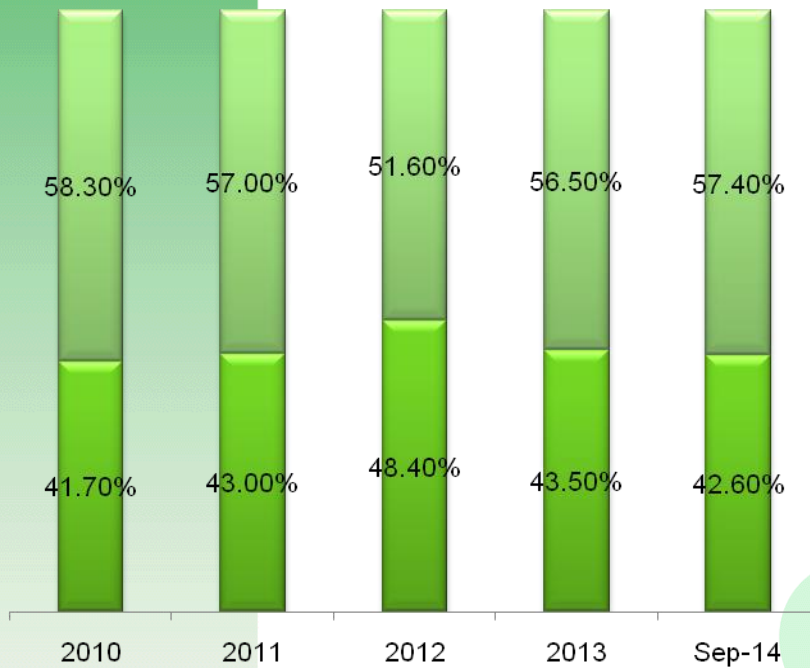
Balance Sheet Data & Statistics– TZS. Millions

	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>Sept 2014</u>
<i>Total Assets (Millions Tshs)</i>	2,305,402	2,713,641	3,074,840	3,545,438	4,160,164
<i>Loans, Advances & Overdrafts</i>	1,123,347	1,429,262	1,806,865	1,993,106	2,325,960
<i>Deposits</i>	2,019,393	2,408,676	2,557,903	2,966,647	3,378,244
<i>Shareholders Funds</i>	233,511	254,764	310,754	376,621	417,963
<i>Number of Employees</i>	1,437	1,658	1,898	2,158	2,406
<i>NP Loans & Advances</i>	121,338	134,783	117,746	122,008	195,663
<i>Loans/Total Assets (%)</i>	49	52	59	56	56
<i>NPL Ratio/Total gross loans (%)</i>	11.0	9.4	6.5	6.0	8.0
<i>ROE % (on average equity)</i>	27.0	20.0	22.0	24.0	25.0
<i>ROA % (on average asset)</i>	3.0	3.0	4.0	3.6	3.7
<i>Gross Loans/Total Deposits (%)</i>	57	62	67	69	71
<i>Earning Asset to Total Asset (%)</i>	80	79	80	79	80
<i>Deposit Growth (%)</i>	25	18	8	3	2
<i>Asset Growth (%)</i>	24	18	13	5	3
<i>Total Capital/Assets (%)</i>	10.1	9.3	10.1	10.6	10.0

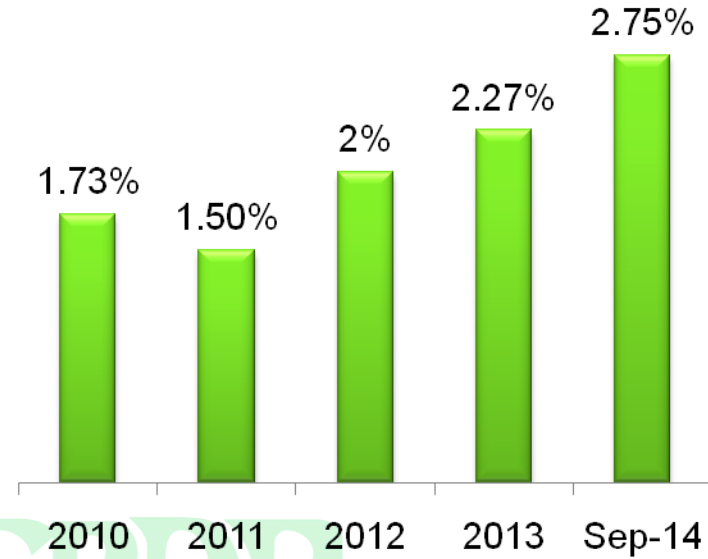


Cost Effective Funding

Current and Savings Accounts (CASA) Deposits.



Cost of Fund



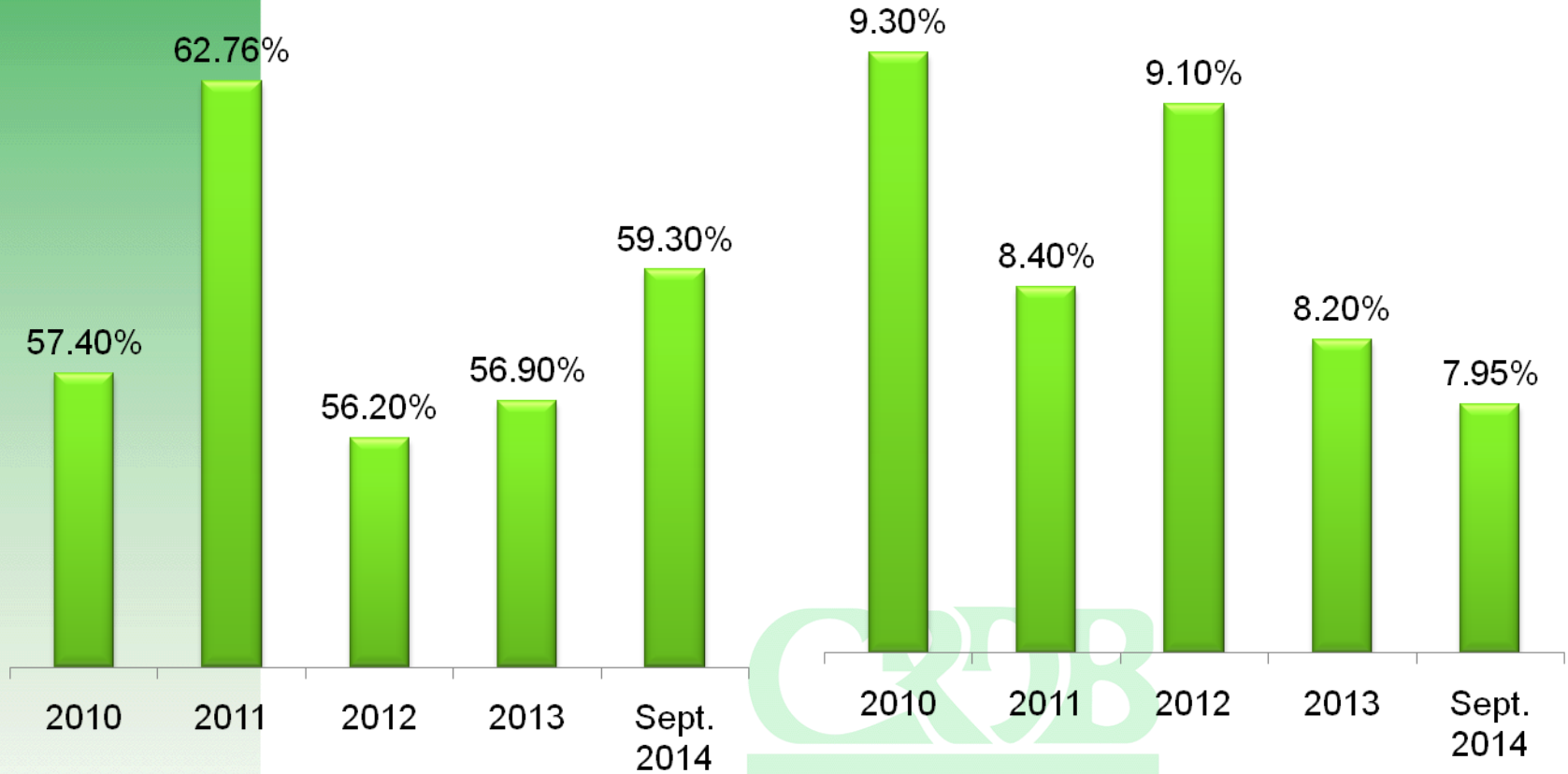
■ Savings Account Deposit ■ Current Accounts Deposits



Cost Effective Funding

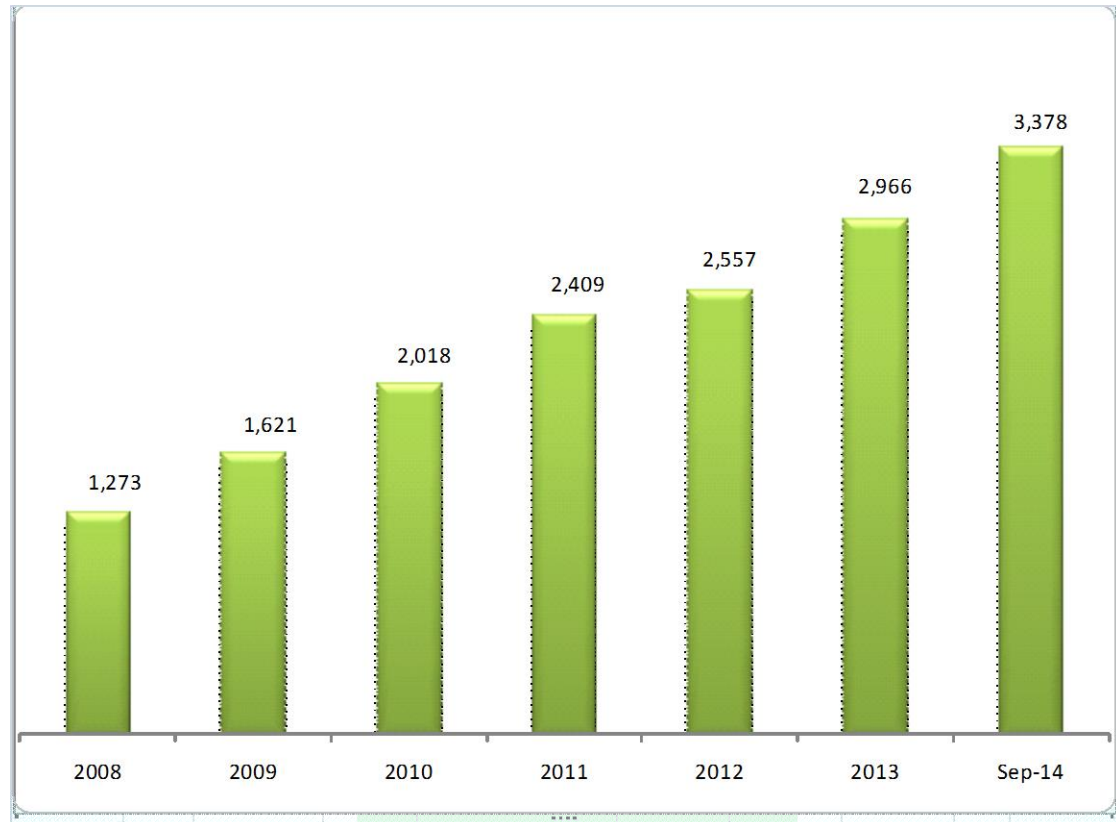
Cost to Income Ratio

Net Interest Margin

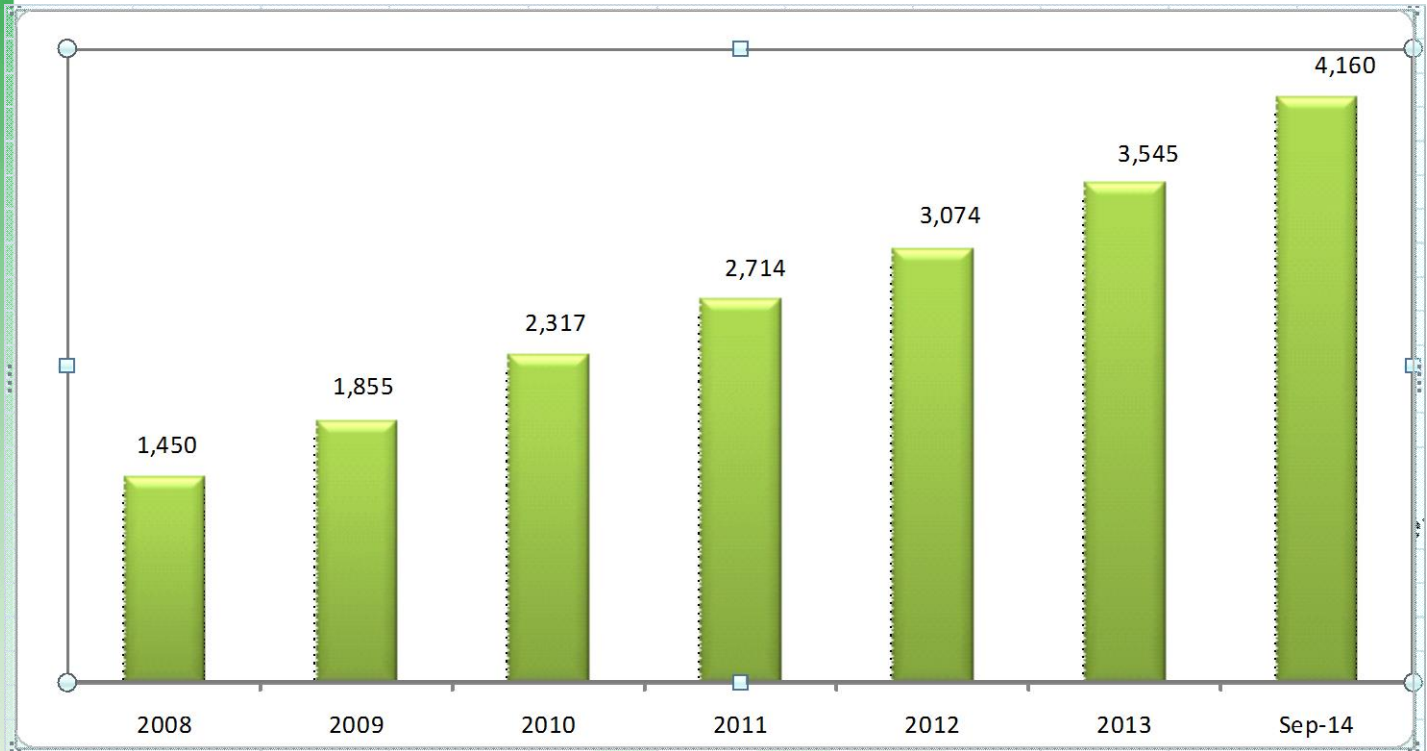


Financial Performance Trend

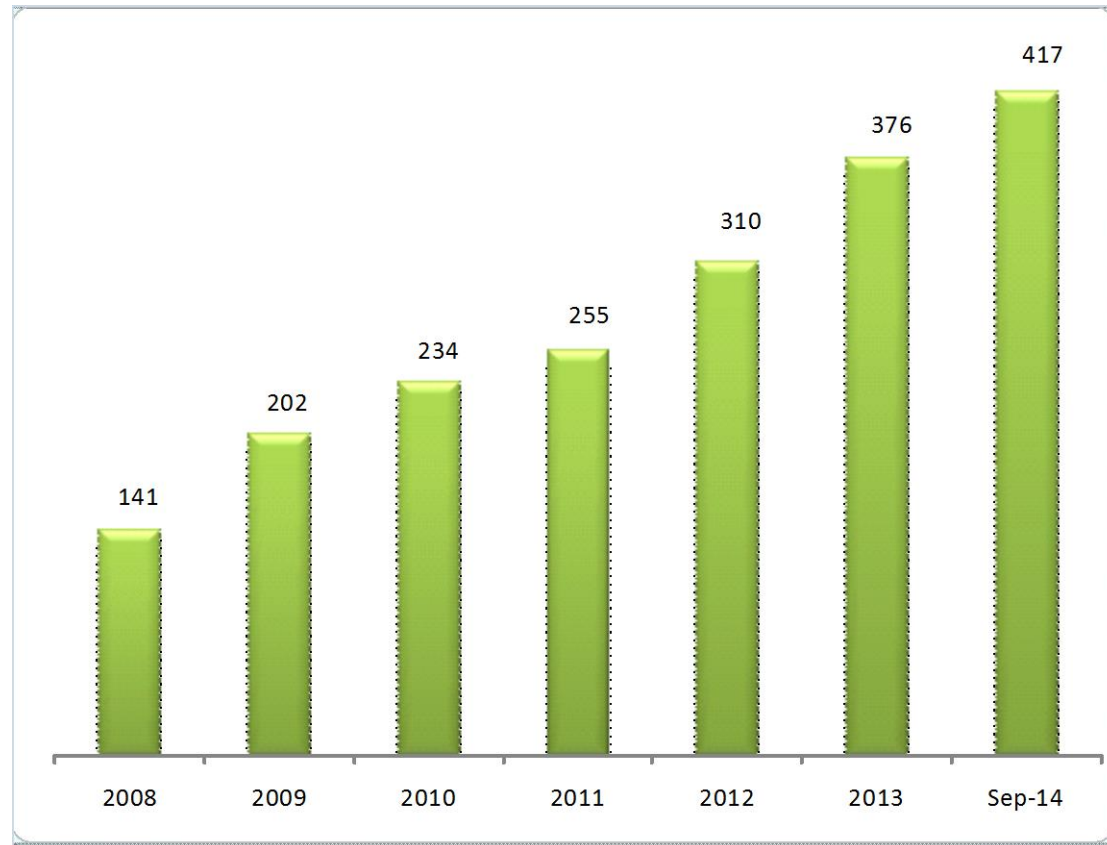
Total Deposits-TZS Billions



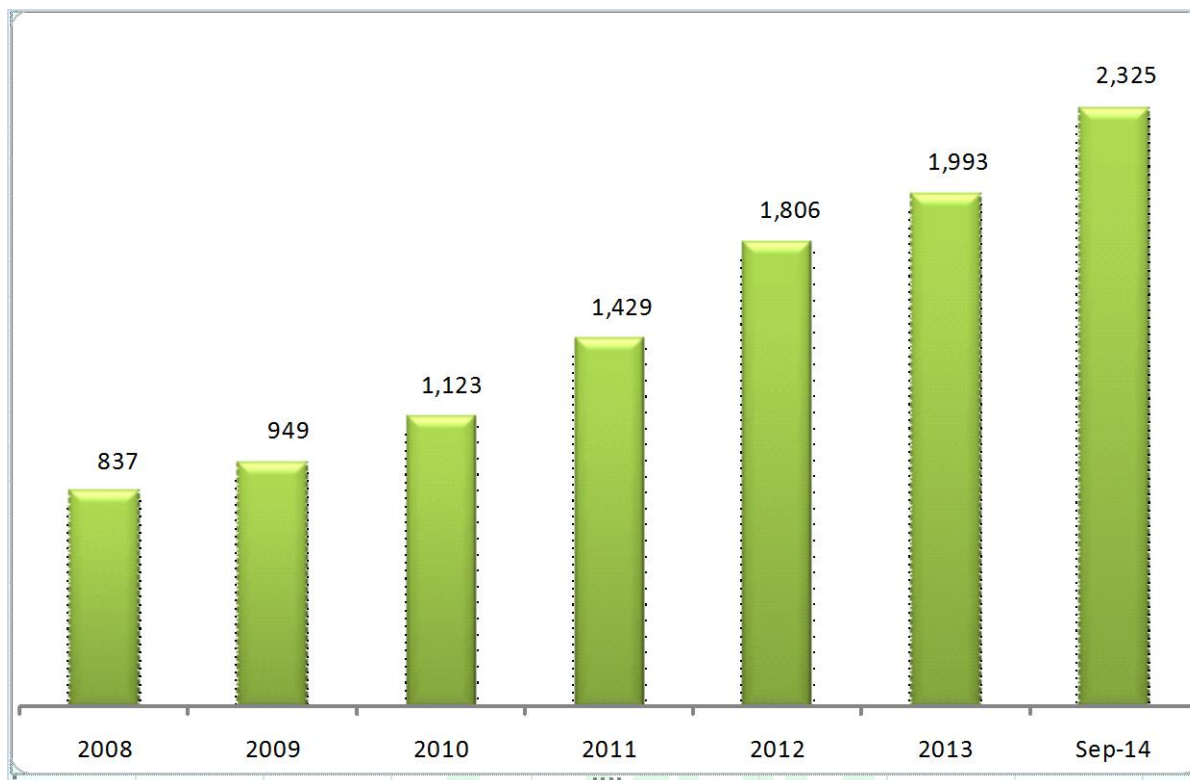
Total Assets-TZS Billions



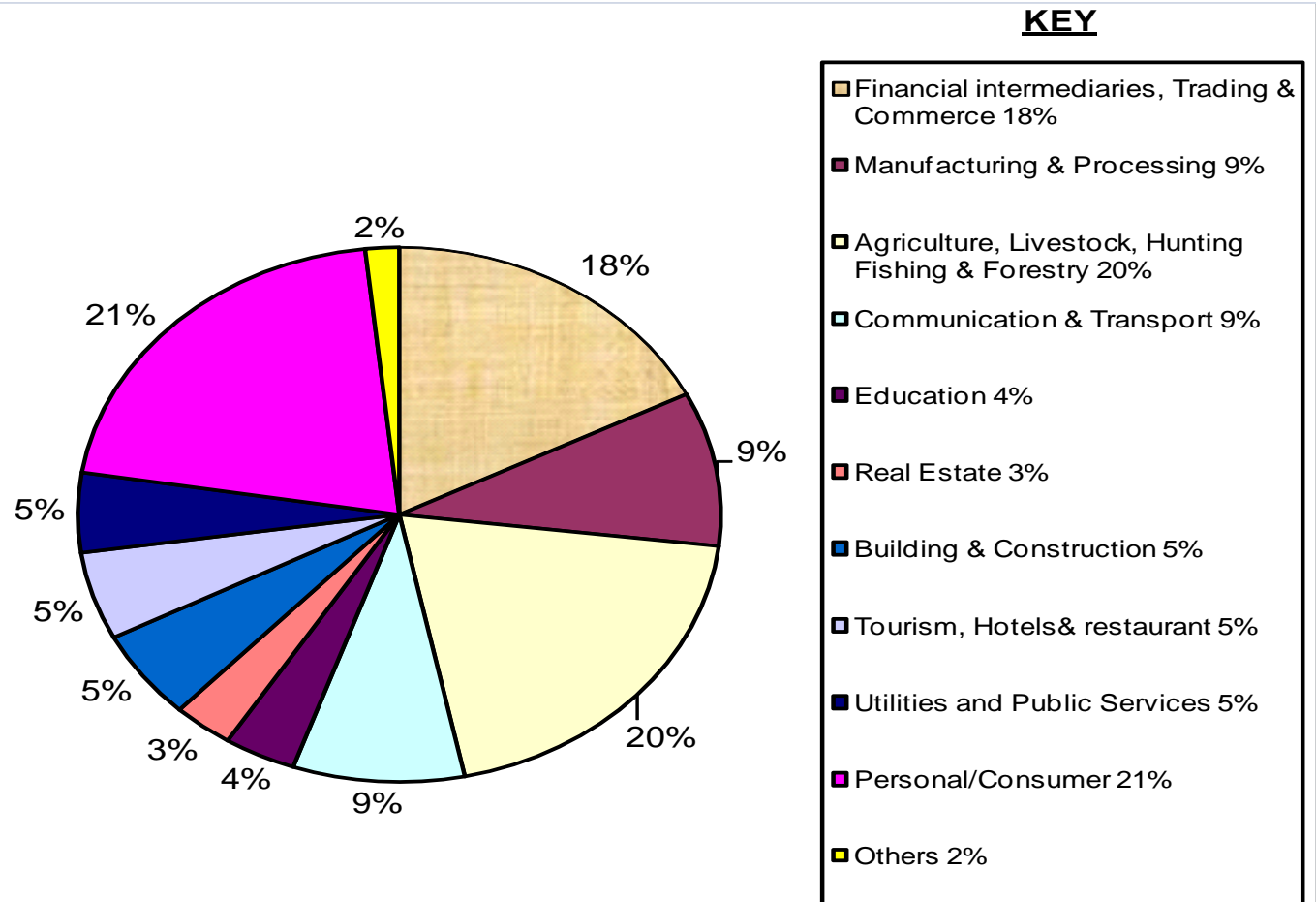
Capital / Shareholder's fund – TZS Billions



Loan Portfolio-TZS Billions



Loan Portfolio by Sectors



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:** Mr. Charles Itembe; Senior Manager Custodial Services;

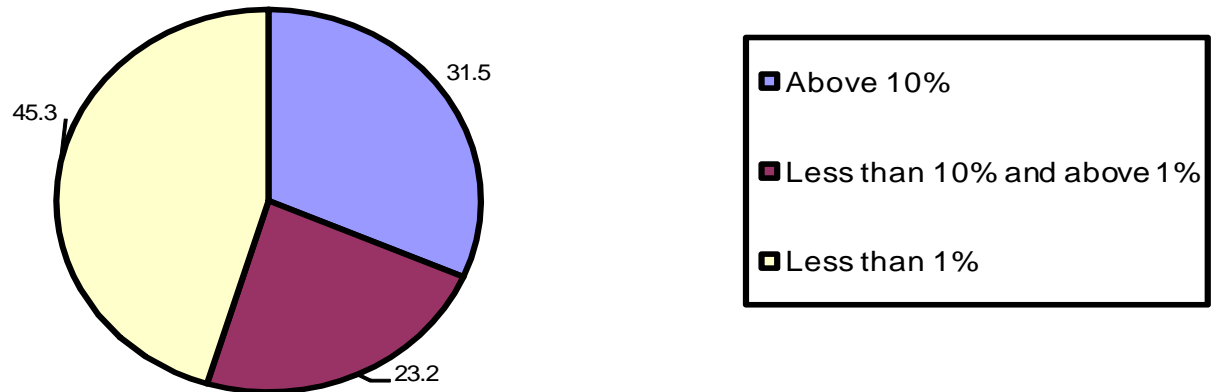
Tel +255 737 205 857/+255 737 205858; Fax +255 736 502 850

Email: custodialservices@crdbbank.com



Shareholding Structure

- Current shareholding as at 30th September, 2014.
- Each 10% in shareholding is entitled to one board seat.



Shareholding Structure as at 30.09.2014

	30.09.2014	
NAME	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 Ltd Standard Chartered Bank (Mauritius) Re Banque Pictet and CIE SA A/C Blakeney General Partners III Ltd	80,105,578	3.7
SCB (T) Nominee SCB Mauritius Re: Standard Chartered Kenya Nominees A/C Pinebridge	65,732,400	3.0
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
SCB (T) Nominee Ltd Standard Chartered Bank (Mauritius) Re Altree Custody Services Ltd - 008 - Tanzania	41,405,349	1.9
Western Zone Tobacco Growers Cooperative Union Ltd	36,000,000	1.7
PSPF Pension Fund	31,531,350	1.4
CMG Investment Ltd	29,859,249	1.4
National Health Insurance Fund	26,700,034	1.2
Hans Macha	25,082,800	1.2
Lindi Development Fund	21,660,000	1.0
SCB (T) Nominee Ltd Standard Chartered Bank (Mauritius) Re Pictet And CIE A/C Patrick Schegg	21,230,300	1.0
SCB (T) Nominee Ltd Standard Chartered Bank (Mauritius) Re Banque Pictet and CIE SA A/C BLAKENEY INVESTORS	21,120,714	1.0
Sub Total	503,908,124	23.2
Less than 1%		
More than 28,000 shareholders	987,440,356	45.3
Grand Total	2,176,532,160	100



**Thank you
for listening**

