

ADIB-EGYPT

Investor Relation
PRESENTATION

Dec 2023

1 Macro Economic & Banking sector Market Data

2 About ADIB EG

3 Key Financial Highlights

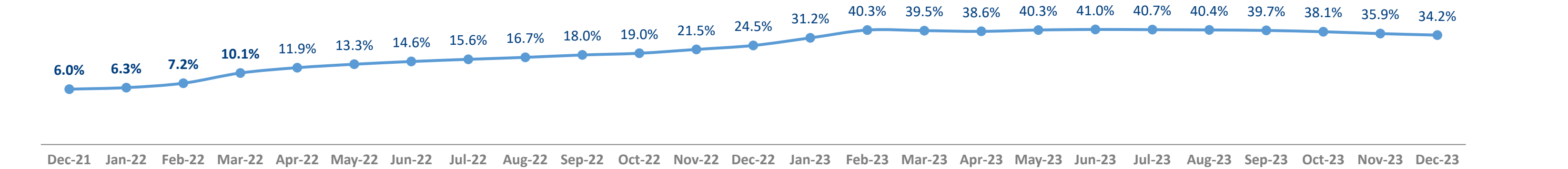
4 Financial Performance

5 Investor Relation Contact

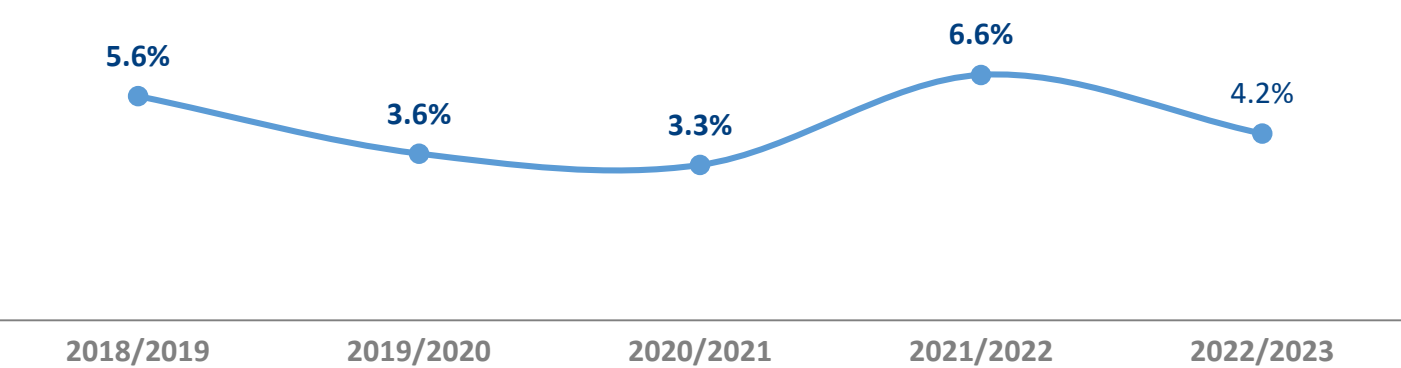
6 Disclaimer

Macro Economic and Banking Sector Market Data

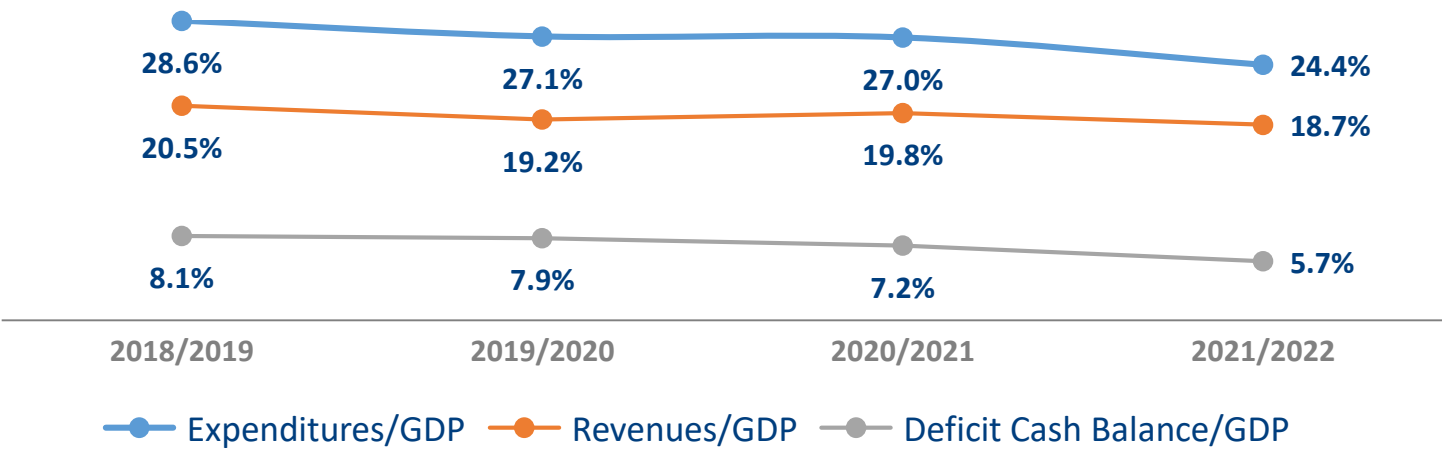
Core Inflation Rate (%)



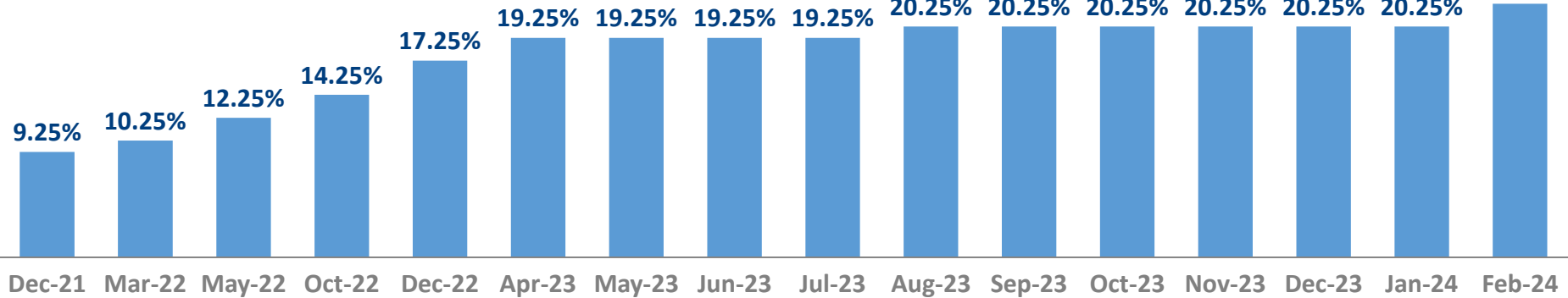
GDP Growth Rate (%)



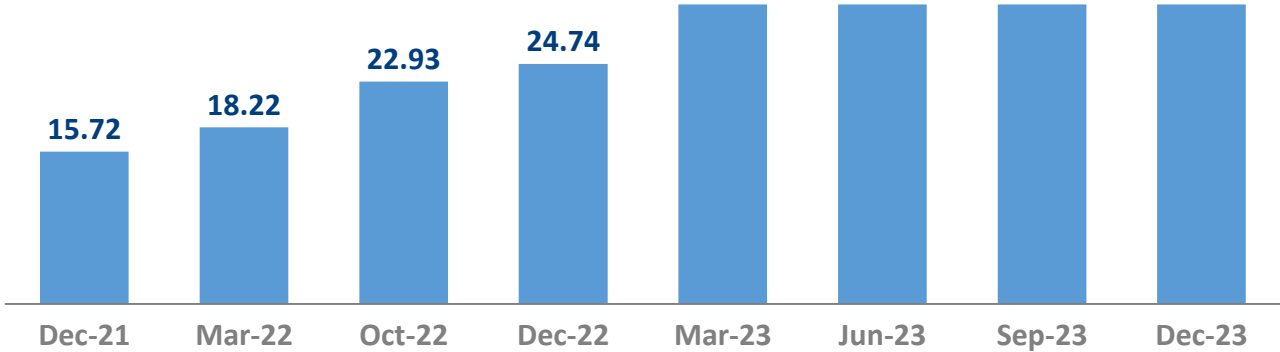
Fiscal Sector (%)



Overnight Lending Rate (%)



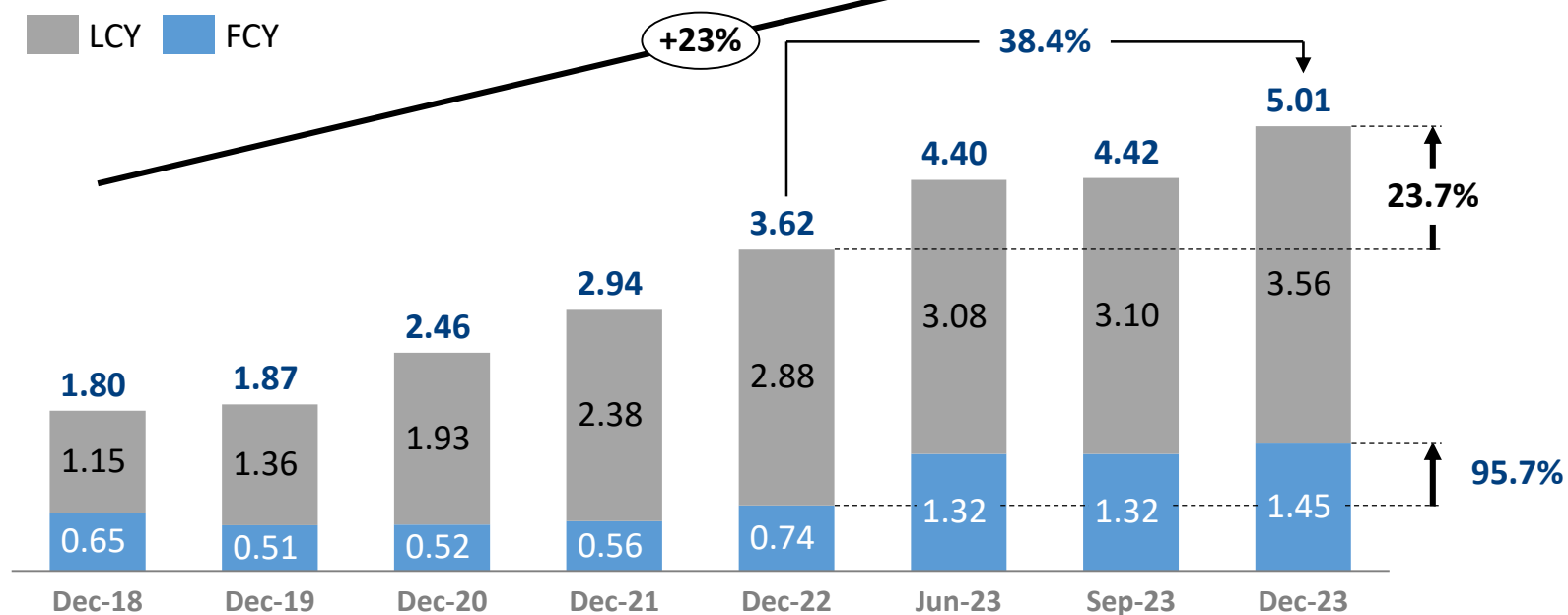
USD/EGP Rate (EGP)



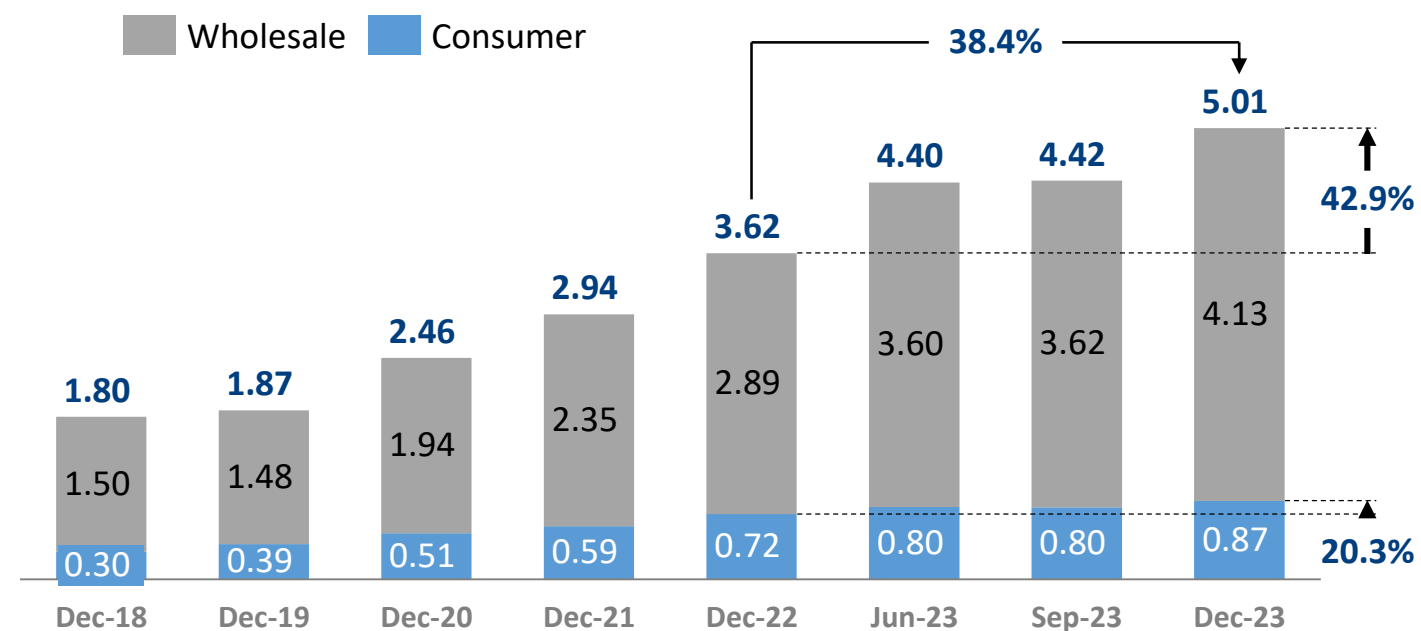
*According to CBE Bulletin

Egyptian Banking Sector Market Data

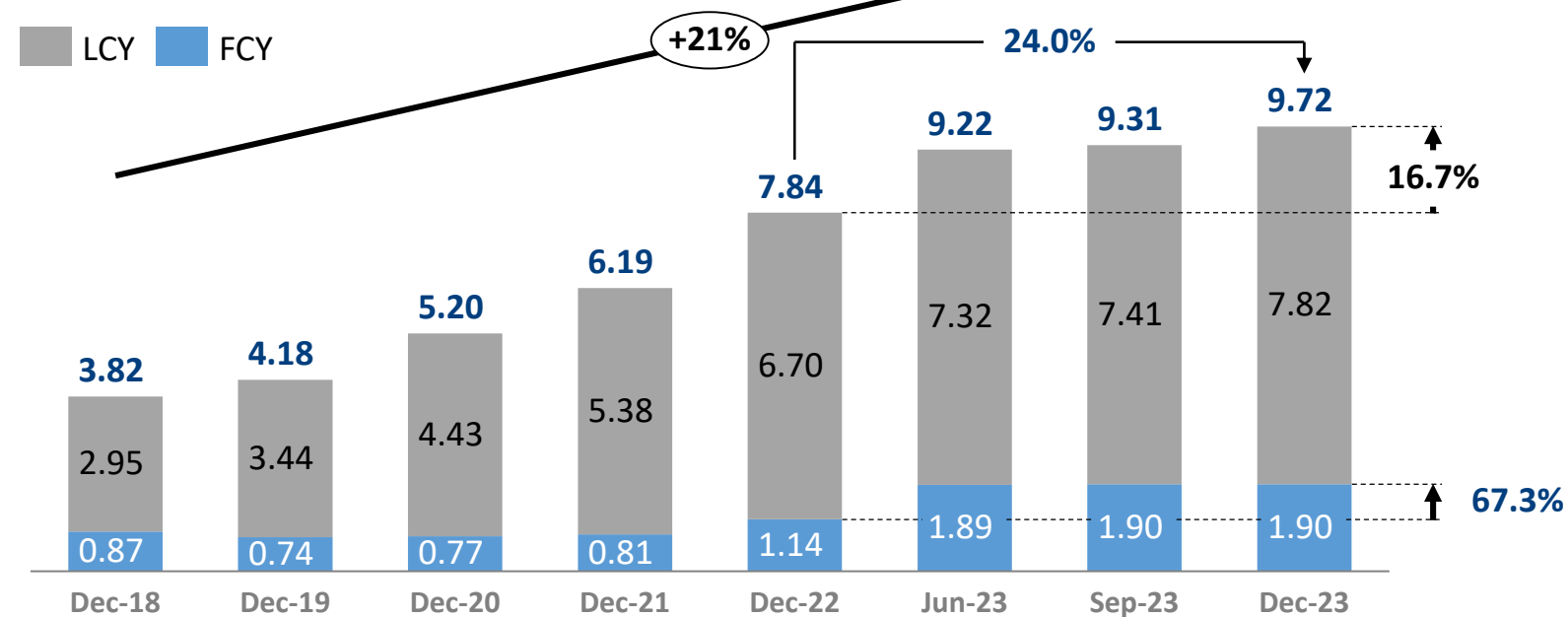
Financing composition by Currency (EGP tn)



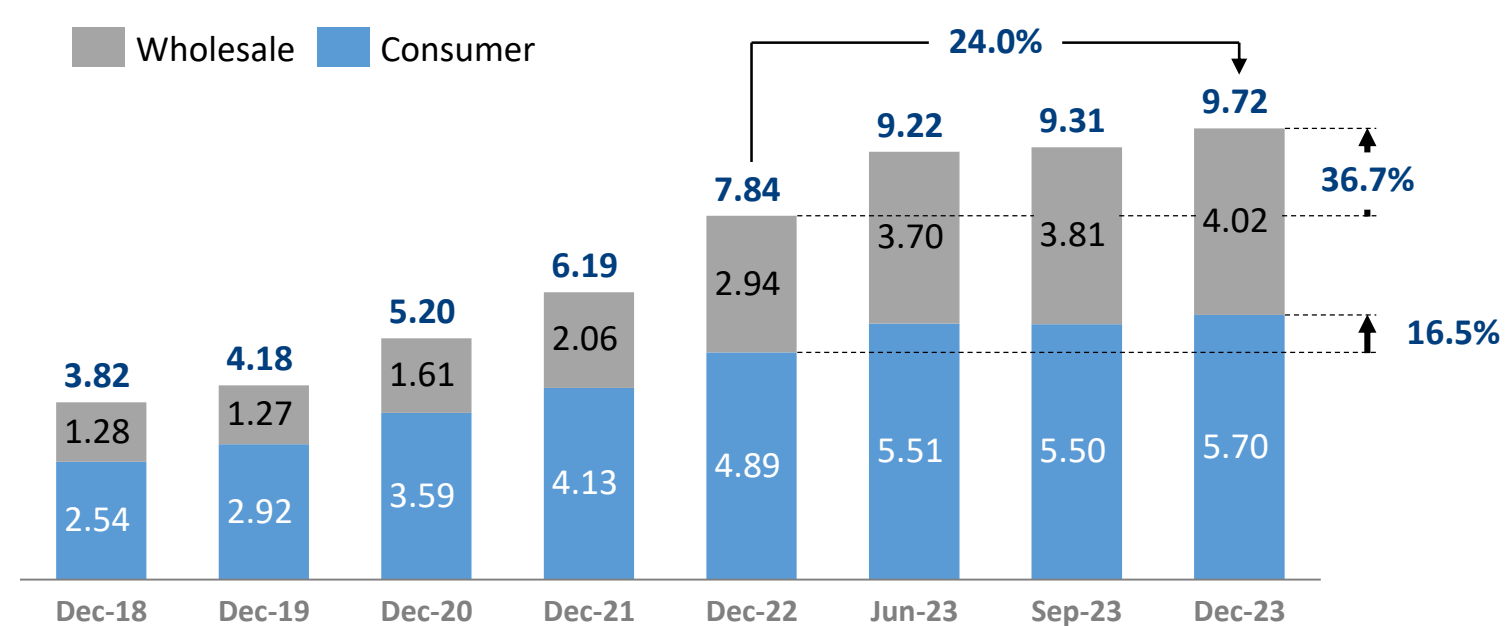
Financing composition by Segment (EGP tn)



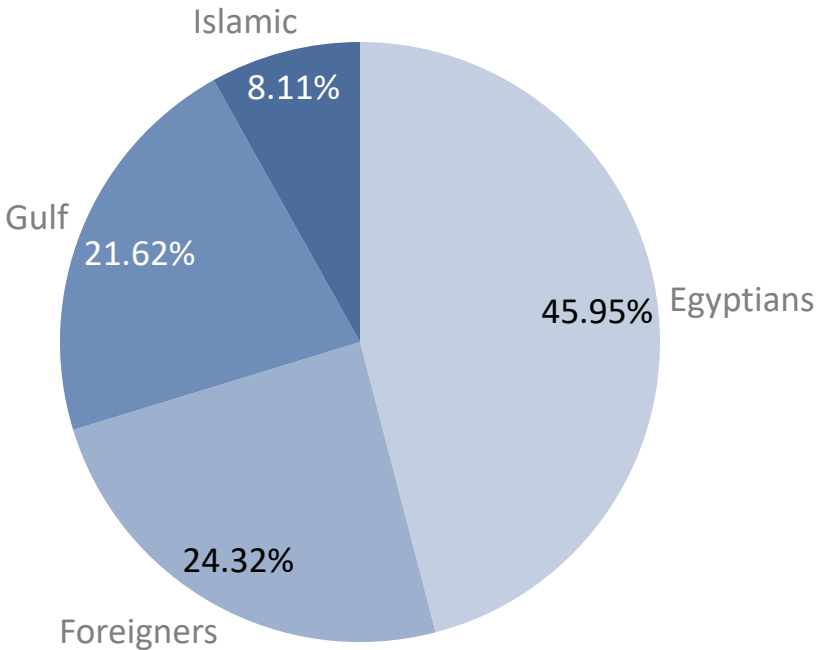
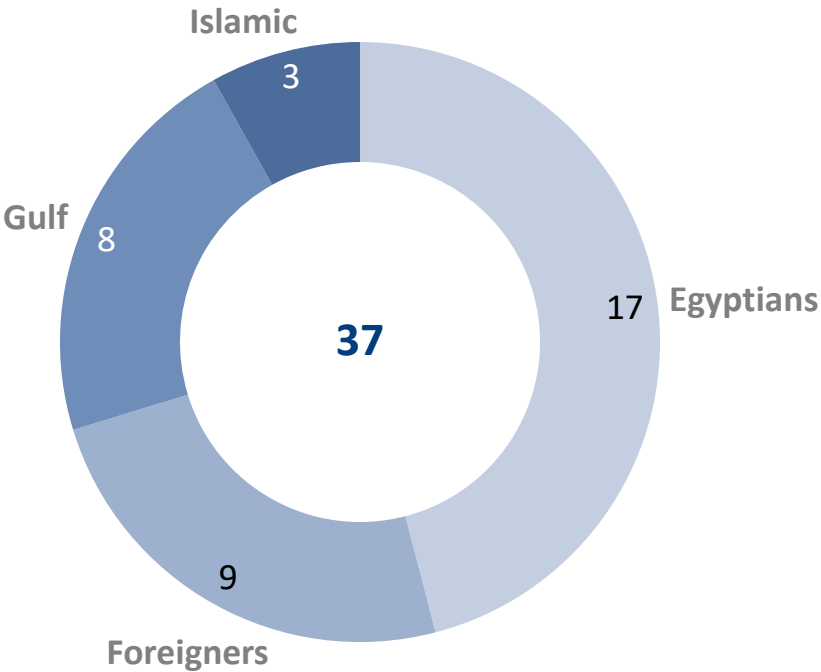
Deposits composition by Currency (EGP tn)



Deposits composition by Segment (EGP tn)



■ Banks Segmentation



Islamic Banks



10 banks with an Islam Windows

National Bank of Egypt	Banque Misr
Banque Du Caire	Suez Canal Bank
Egyptian Gulf Bank	National Bank Of Kuwait
Egyptian Arab Land Bank	SAIB
The United Bank	First Abu Dhabi Bank

About ADIB Egypt

Mission

Sharia Compliant Financial Solutions for the Egyptian Community.

Vision

To be the Best Universal Islamic Bank in Egypt serving all market segments through multi channels, providing full range of products.

Strategic Pillars

Focused on enhancing efficiency, sustainability and service excellence.

Values

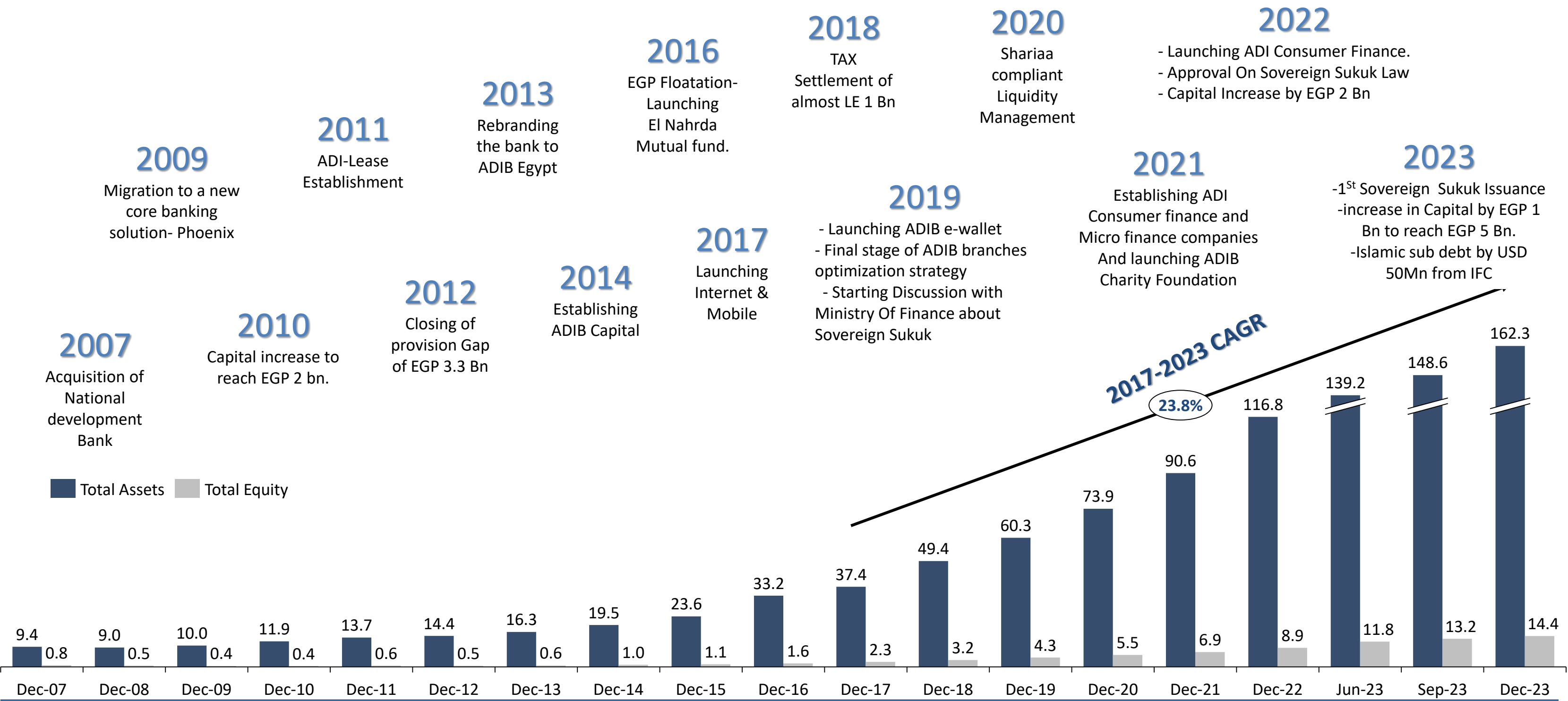
The bank is guided by Islamic finance values, principles of responsible corporate citizenship, and a strong belief that banking solutions should always be simple, fair, and transparent.



Acquisition

Restructuring

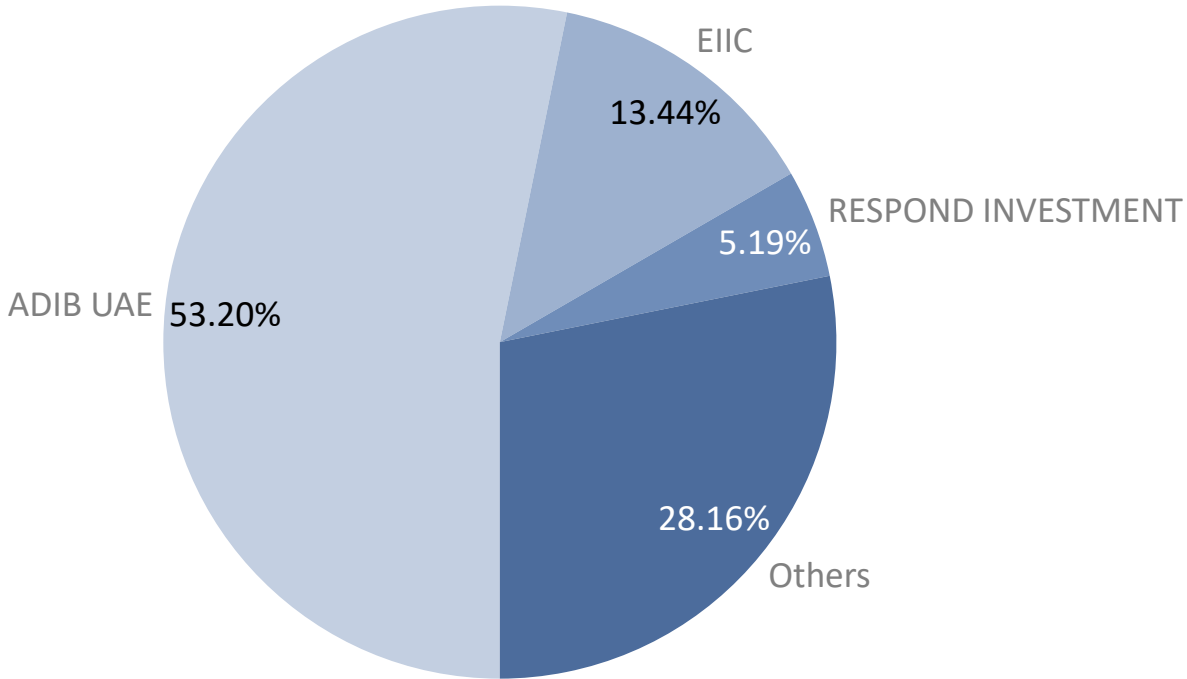
Growth



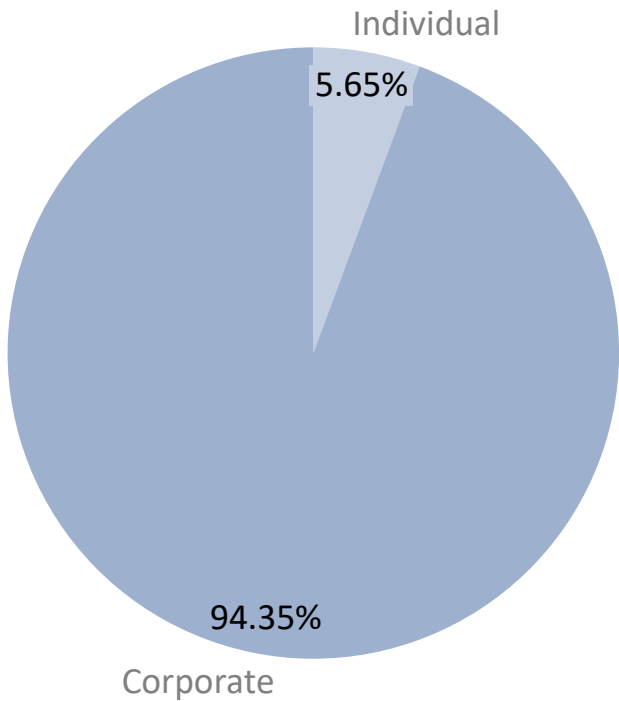
Capital Structure

Paid up Capital reached to EGP 5bn during 2023

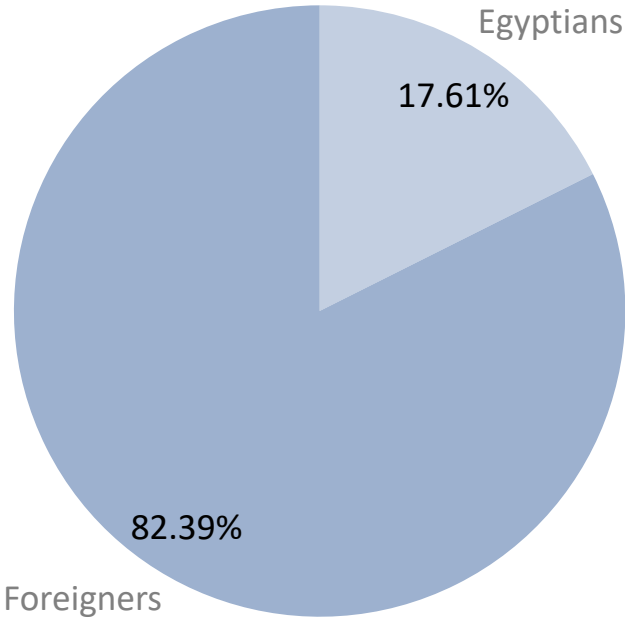
Shareholder Structure



Segregated into Individual & Corporate



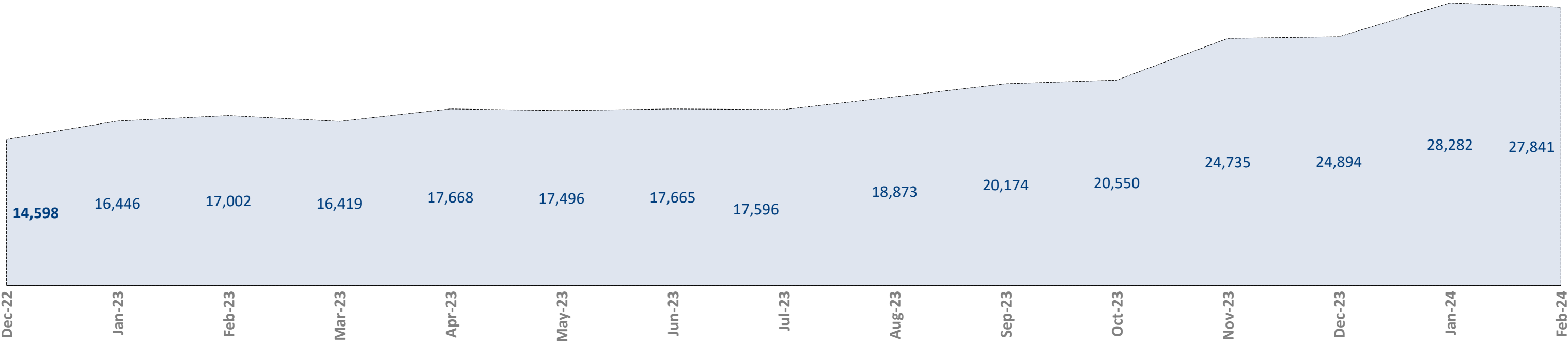
Segregated into Egyptians & Foreigners



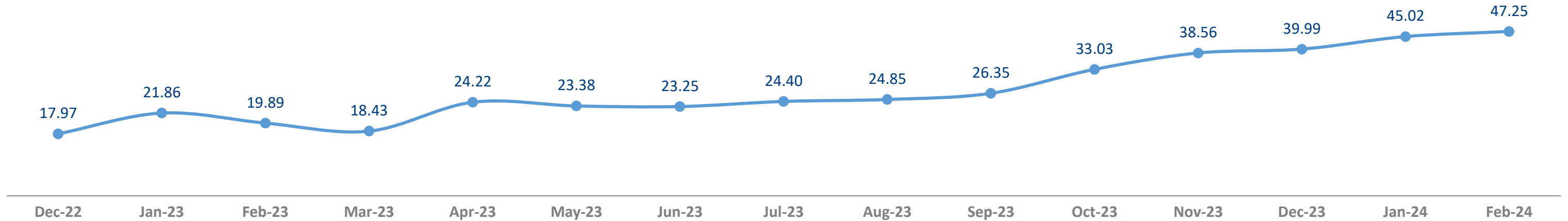
* Data As of 31,Dec. 2023

EGX 30 and Price per Share

EGX 30 (BPS)



Price per Share (EGP)



Consumer Finance

- ✓ Digital Lending
- ✓ Business started Jul 2023
- ✓ Capital Increase by 100Mn during 2024 to reach 200Mn



Micro Finance

- ✓ Business started Feb 2024
- ✓ 22 Branch to reach 35 by end of 2024
- ✓ Capital increase by 50Mn during 2024 to reach 75Mn

ADI Finance

- ✓ Total assets. **3.9Bn**
- ✓ Net profit 2023 Recorded **100Mn**
- ✓ Capital Increase by 100Mn during Feb 2024 To reach 250Mn
- ROE 29%**

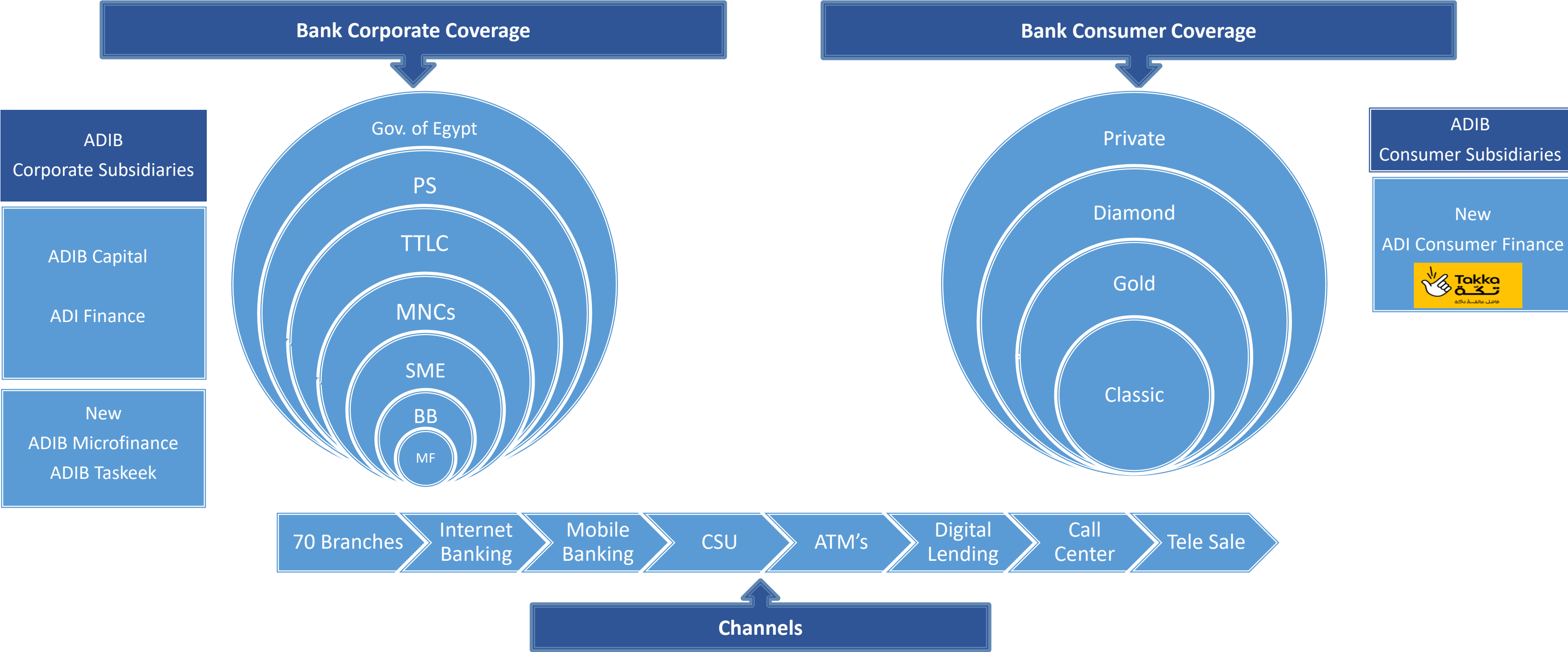
Other NBFS

- ✓ Insurance Takaful (20%Orient)
- ✓ Taskeek
- ✓ Custody



ADI Capital

- Investment arm for raising Shariaa Compliant syndications, M&A
- ✓ **Recent Mega deals**
 - ✓ STC 5 Bn
 - ✓ Elswedy 3Bn
 - ✓ Kharafy 1.6Bn
 - ✓ Redcon 2.4Bn



AWARDS & RECOGNITION

ADIB Egypt winning 37 awards in 2023



The Banker

- Deal of the Year - Africa - Islamic Finance (Elsewedy's EGP3bn revolving mudaraba)

World business outlook Award

- Best Islamic Financial Institution

Global Brands Magazine Awards

- Best Islamic SME Bank

Forbes Middle East

- Top 50 listed/ ranked companies in Egypt

Global finance

- Best Islamic Financial Institution
- Best Mobile Banking Adaptive Site – Egypt
- Best Open Banking APIs – Egypt
- Best Trade Finance Services
- Best Digital Islamic Bank in Egypt 2023

Global Economics

- Best Islamic Bank – Egypt 2023
- Best SME Bank – Egypt 2023

Global Business Outlook

- Fastest Growing Investment Bank – Egypt 2023
- Most Innovative Islamic Corporate Bank – Egypt 2023

Global Business Magazine

- Best Islamic Bank

Brands Review Magazine

- Best Shari'ah Compliant Banking Solutions Egypt 2023
- Best Bank for Treasury Services Egypt 2023

World Business Achievers

- Best Islamic Auto Financing Bank – Egypt 2023
- Best Islamic Bank – Egypt 2023
- Best Sharia Compliant Bank – Egypt 2023

AWARDS & RECOGNITION

ADIB Egypt winning 37 awards in 2023



Euromoney Cash Management Survey 2023

- Best service in the technology sector in Egypt

International Business Magazine Awards 2023

- Most Innovative Internet Banking Egypt 2023
- Best Islamic Bank Egypt 2023

Global Business Review Magazine

- Best Islamic Financial Institution Egypt 2023
- Best Shari'a Compliant Banking Solutions Egypt 2023

World Business Stars Magazine Award 2023 United Kingdom

- Best Leading Islamic Bank Egypt 2023
- Best User-Friendly Internet Bank Egypt 2023

Euromoney Market Leaders

- ADI Capital - Best Investment Bank
- SME banking
- Corporate banking
- Digital solutions
- CSR

Islamic Retail Banking Awards (IRBA)

- Islamic Retail Banking Awards 2023

Cosmopolitan The Daily Business Awards 2023

- Best Islamic Bank - Egypt 2023
- Best SME Bank -Egypt 2023

Euromoney Islamic Finance Awards 2023

- Best Islamic Local Currency Deal: Elsewedy Electric's EGP300 Million Sharia Compliant Multi-Purpose Syndicated Facility

International Finance Magazine

- Best Islamic Bank – Egypt 2023
- Most Innovative Islamic Digital Bank – Egypt 2023

Key Financial Highlights

Key Highlights

Net income exceeded EGP 4.7 bn driven by improved revenues and strong assets growth

- 113% YoY increase in net income to EGP 4.7 bn in Dec 2023.
- Total Revenues up 78% to record EGP 10.9 bn driven by 85% growth in Net Revenue from Funds (NRFF) and 53% Increase in non-interest income.
- ROE improved by 1,145 bps to reach 39.7%
- Cost to income Ratio improved by 8% to reach 20.98% driven by revenue growth and effective cost control.
- 39% total asset growth Over Dec-22 to reach EGP 162.3 bn driven by 30% growth in Customer Deposits and +100% growth in Due to Banks.
- 30% total Deposits growth Over Dec -22 to reach EGP 127 bn driven by 44% growth in Wholesale Deposits.
- Net Financing to Customer Deposit Ratio to reach 50% supported High Quality Assets
- Capital Adequacy Ratio (CAR) improved by 3.63% to reach 17.98% driven by EGP 7.07bn increase in capital base mainly from Retained Earnings ,Paid Up Capital and Subordinated Financing.

Financial Performance

Performance Highlights

ADIB EG delivers EGP 4.7bn in net income , up 113% Compared to Dec 2022

- Strong YoY Growth in Profitability

4.7 bn

Net Income

+ 113% ▲

- Solid Balance sheet Growth YTD

162.3 bn

Total Assets

+ 39 % ▲

- Capital and Strong Return

17.98 %

CAR

+ 3.63 % ▲

- Presence in Egypt

2,353

Staff

10.9 bn

Total Revenues

+ 78% ▲

67.4 bn

Gross Financing

+ 14% ▲

39.72 %

Return on Equity

+11.45% ▲

70

Branches

1.6 bn

Net Fees & Commissions

+ 50% ▲

127 bn

Customer Deposits

+ 30 % ▲

20.98 %

Cost To Income Ratio

-7.97% ▼

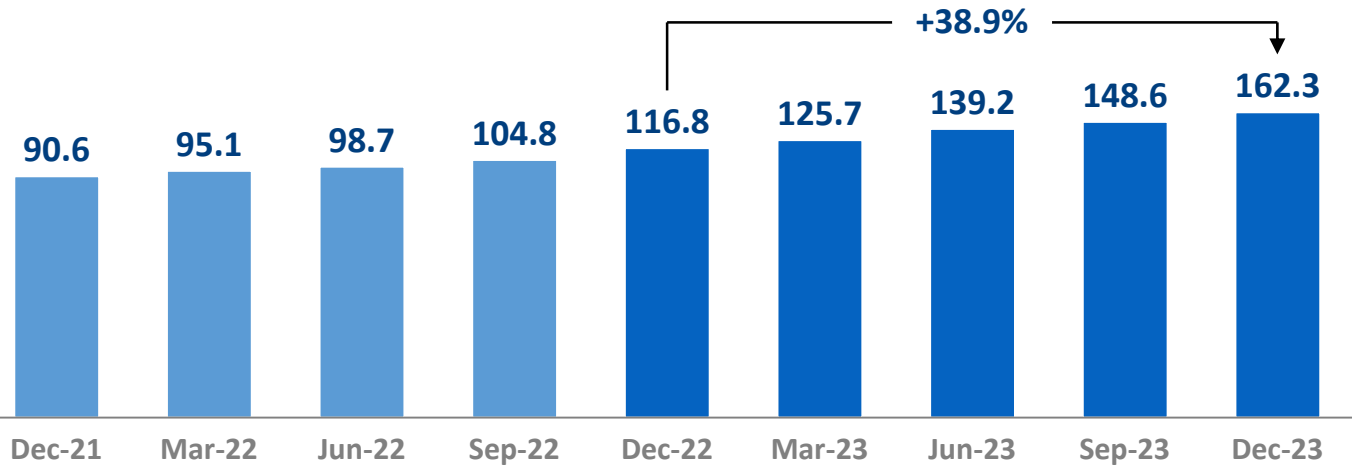
137

ATMs

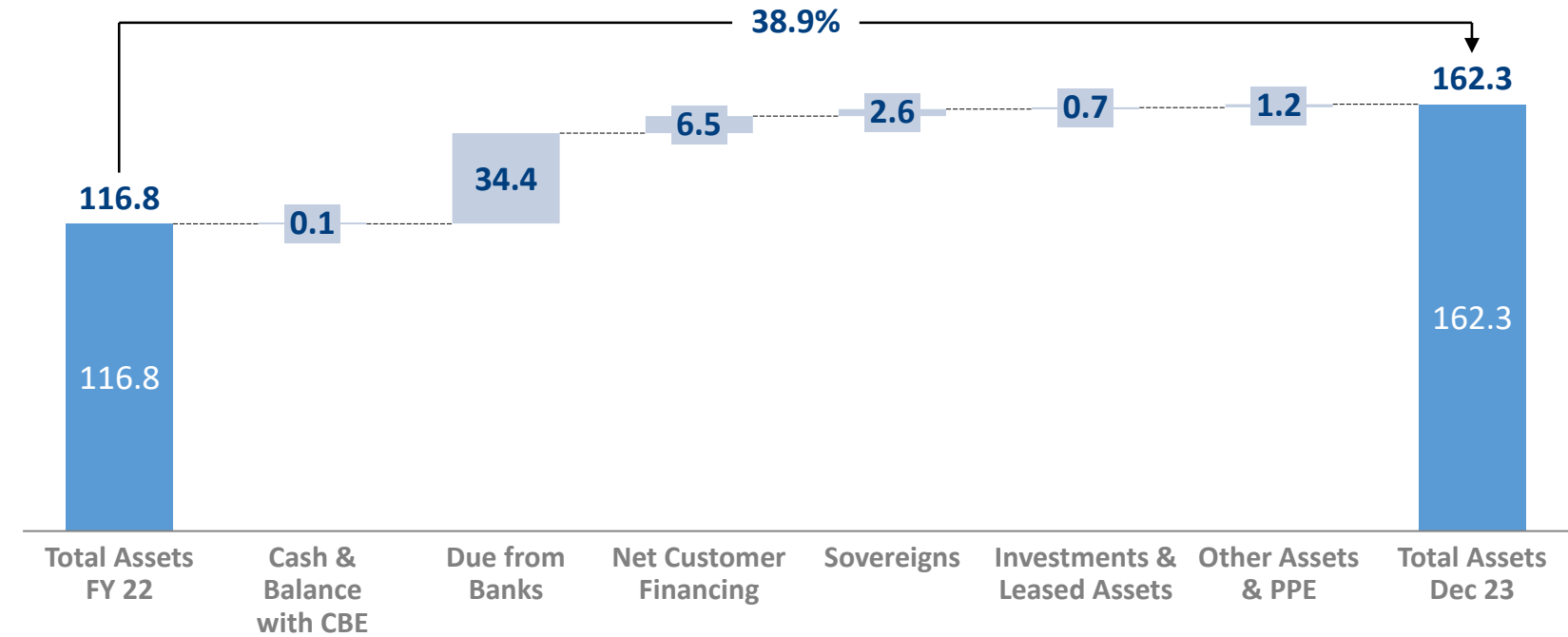
Balance Sheet

39% total asset growth in Dec-23 over Dec -22 to reach EGP 162.3 bn

Total Assets (EGP bn)



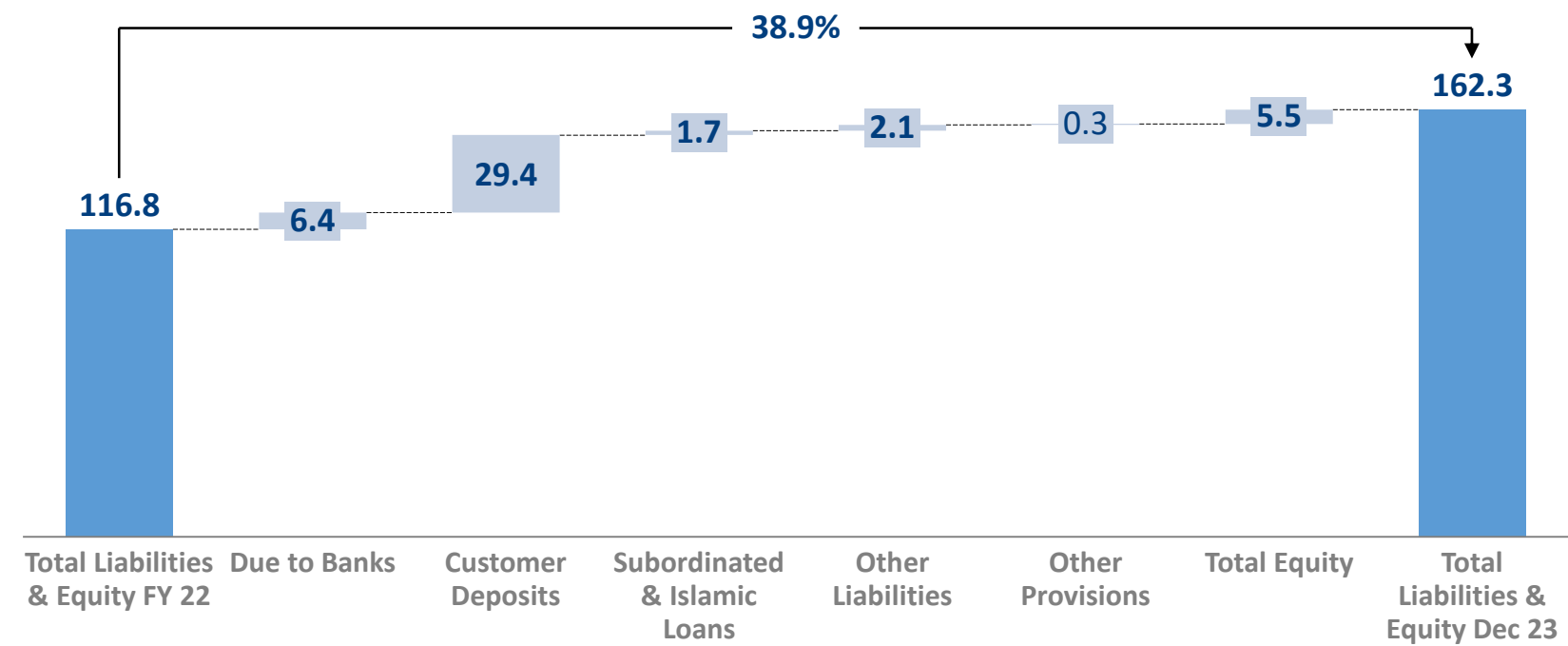
Total Assets Movement YoY (EGP bn)



Balance Sheet Highlights (EGP bn)

	31-Dec-22	31-Dec-23	Variance	Δ %
Net Customer Financing	56.6	63.1	6.5	12%
Sovereigns	30.7	33.3	2.6	9%
Investments & Leased Assets	2.1	2.8	0.7	33%
Total Assets	116.8	162.3	45.4	39%
Customer Deposits	97.6	127.0	29.4	30%
Total Liabilities	107.9	147.9	40.0	37%
Total Equity	8.9	14.4	5.5	61%
Total Contingent Liabilities	23.5	28.7	5.2	22%

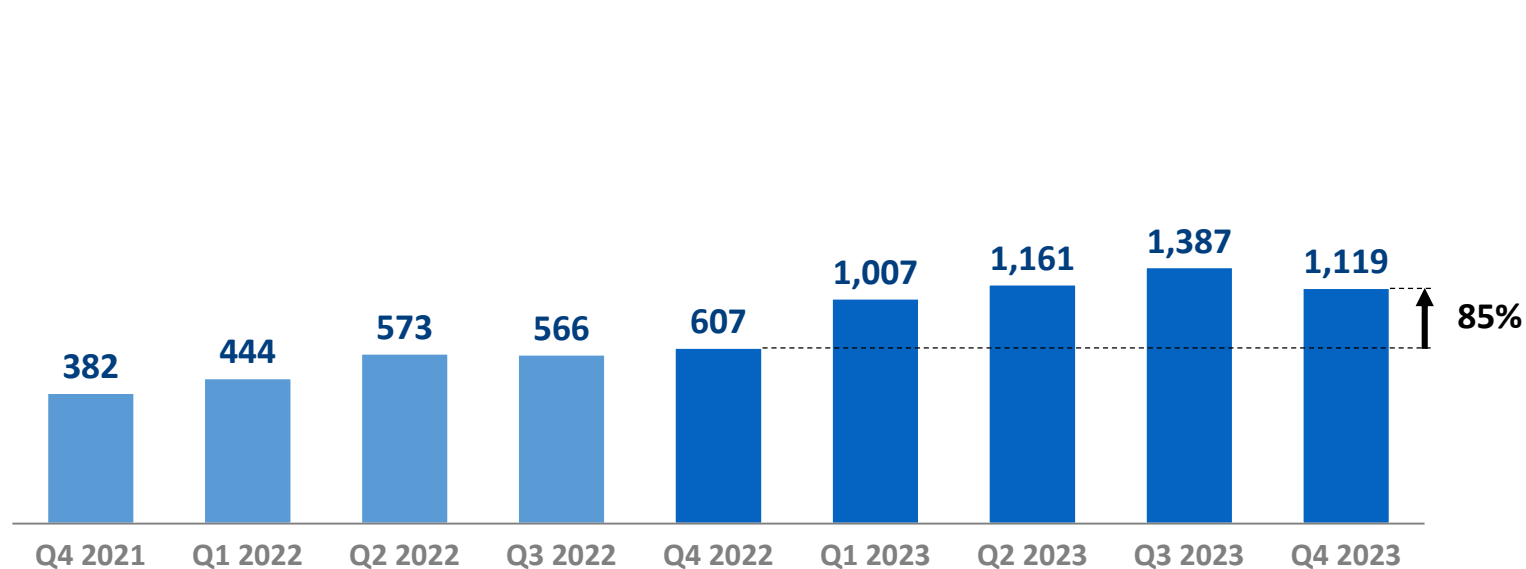
Funding Movement YoY (EGP bn)



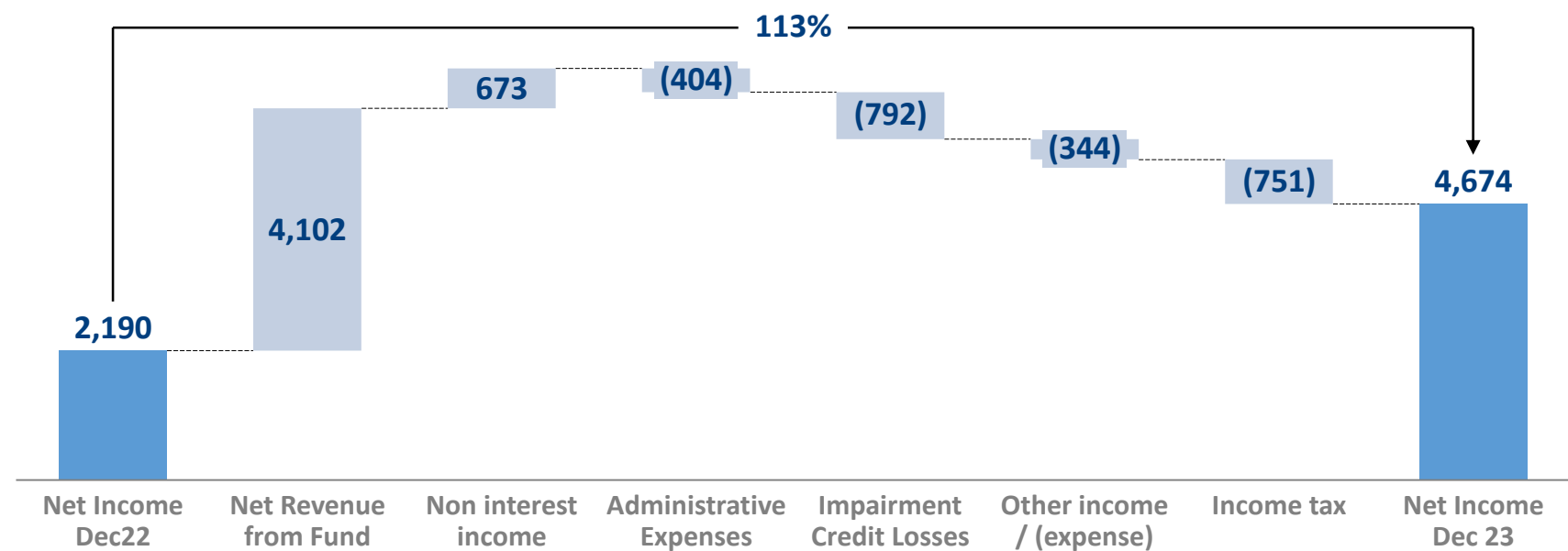
Income Statement

113% Growth in net income underscored by positive increase in Earning assets and effective costs control.

Quarterly Net Income (EGP mn)



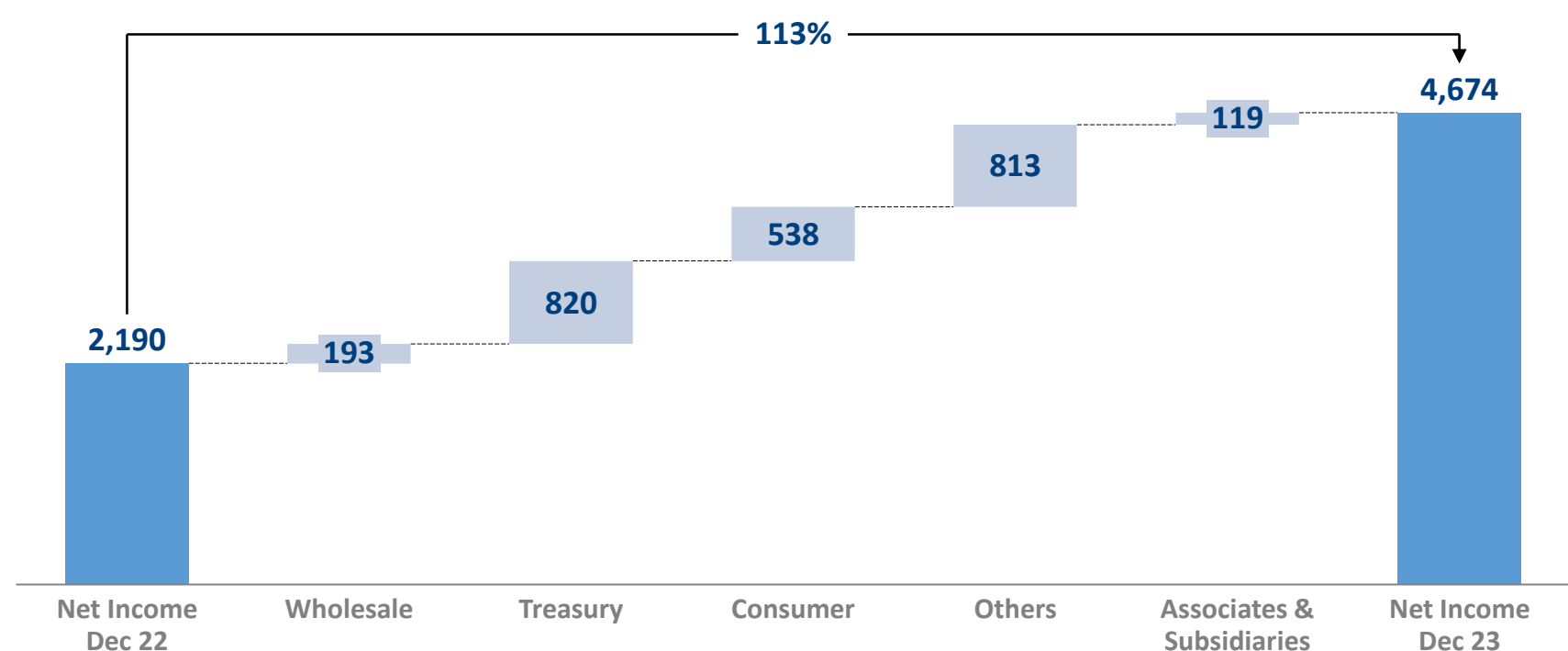
Net Income Movement YoY (EGP mn)



Income Statement Highlights (EGP mn)

	31-Dec-22	31-Dec-23	Variance	Δ %
Net Revenue from Fund	4,822	8,924	4,102	85%
Non interest income	1,266	1,939	673	53%
Total Revenues	6,089	10,864	4,775	78%
Administrative Expenses	(1,529)	(1,922)	(392)	26%
Net Operating Profit	4,559	8,942	4,382	96%
Impairment Credit Losses	(1,032)	(1,824)	(792)	77%
Other income / (expense)	(227)	(582)	(355)	157%
Income before taxes	3,300	6,535	3,235	98%
Income tax	(1,111)	(1,862)	(751)	68%
Net income	2,190	4,674	2,484	113%

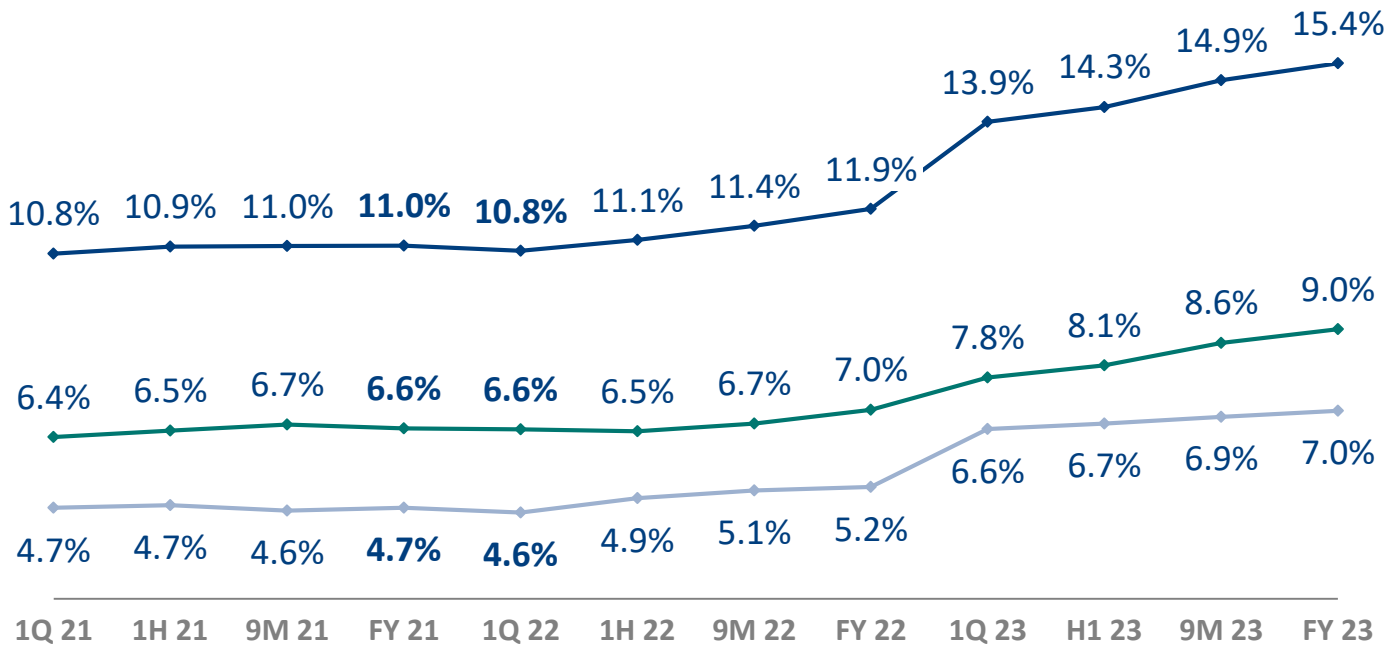
Net Income Movement by segment YoY (EGP mn)



Net Revenue From Funds (NRFF)

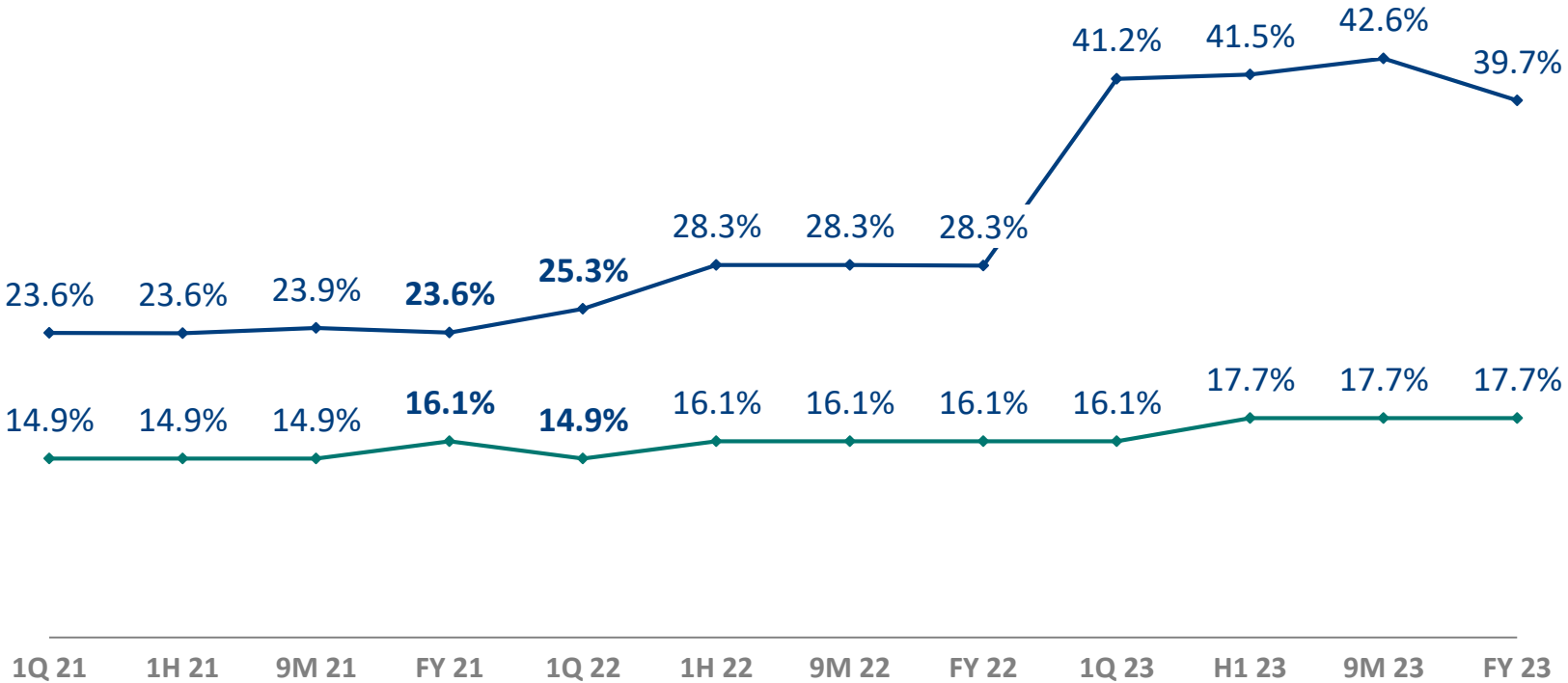
NRFF Increased by 85% driven by high rates environment.

Net Profit Margin (%)



Yield on profit earning assets Yield on profit bearing liabilities NRFF Margin

ROAE (%)

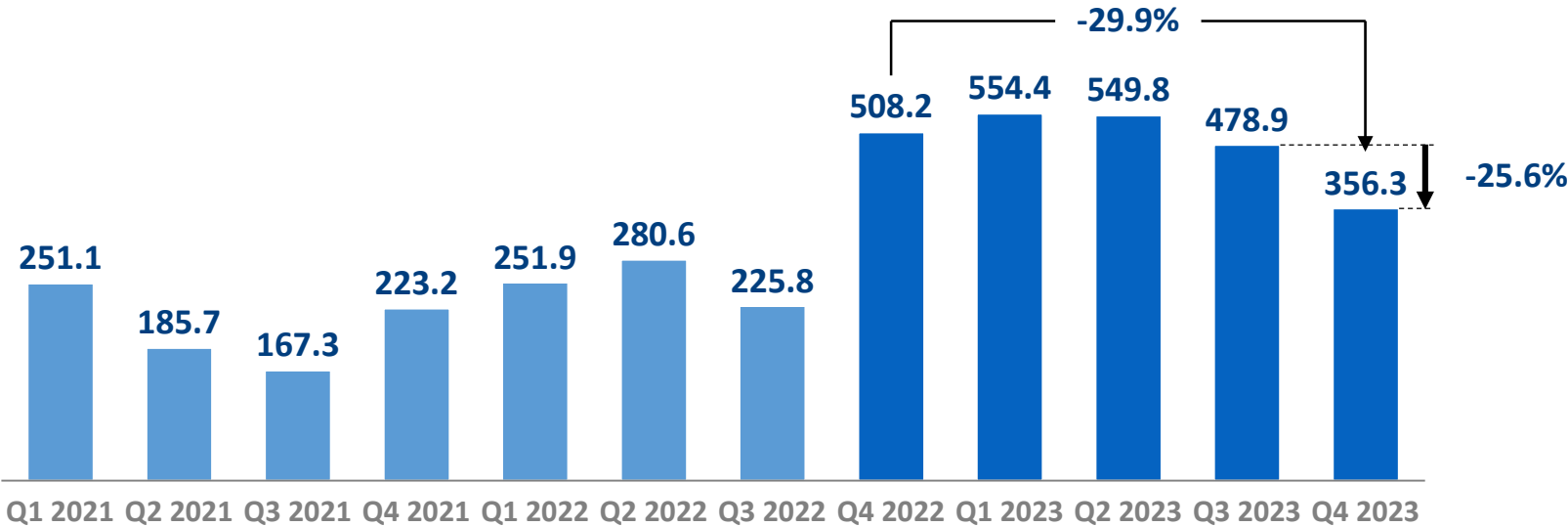


ROAE Market ROAE

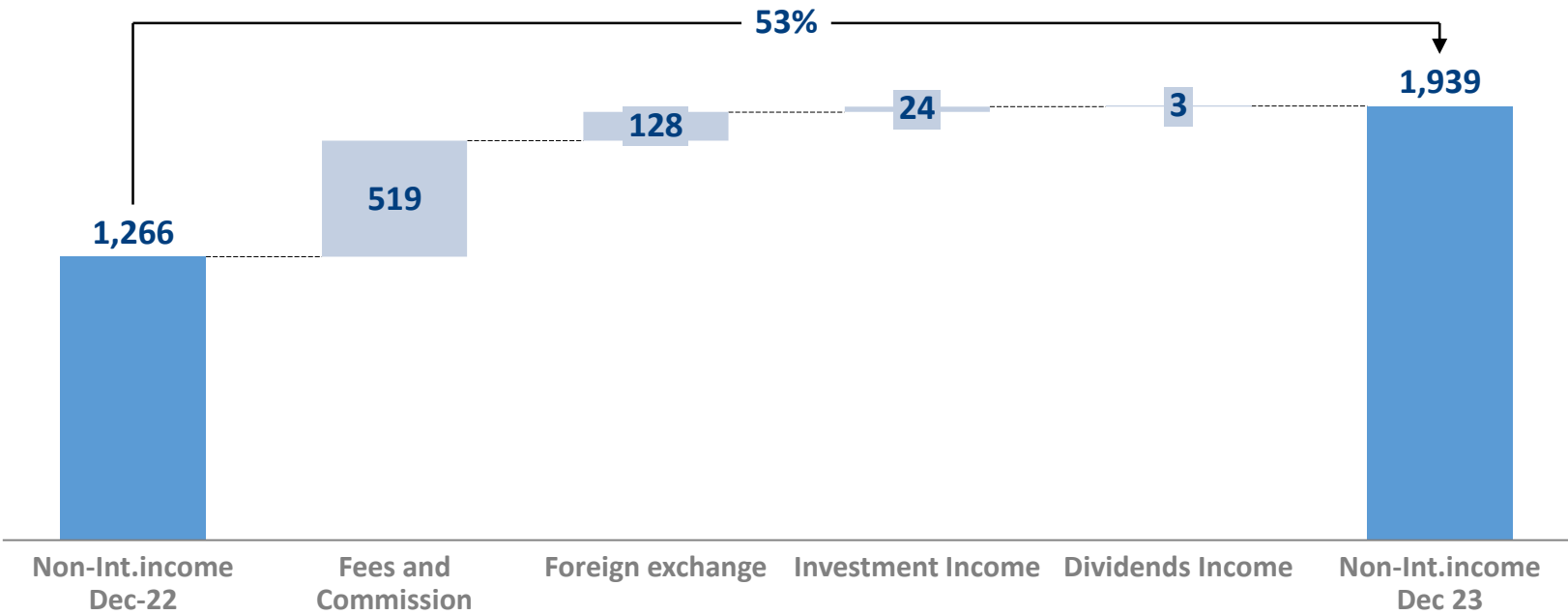
Non-Interest Income

Non interest income drives 109% YoY growth Supported by robust increase in fees and commissions by 111%

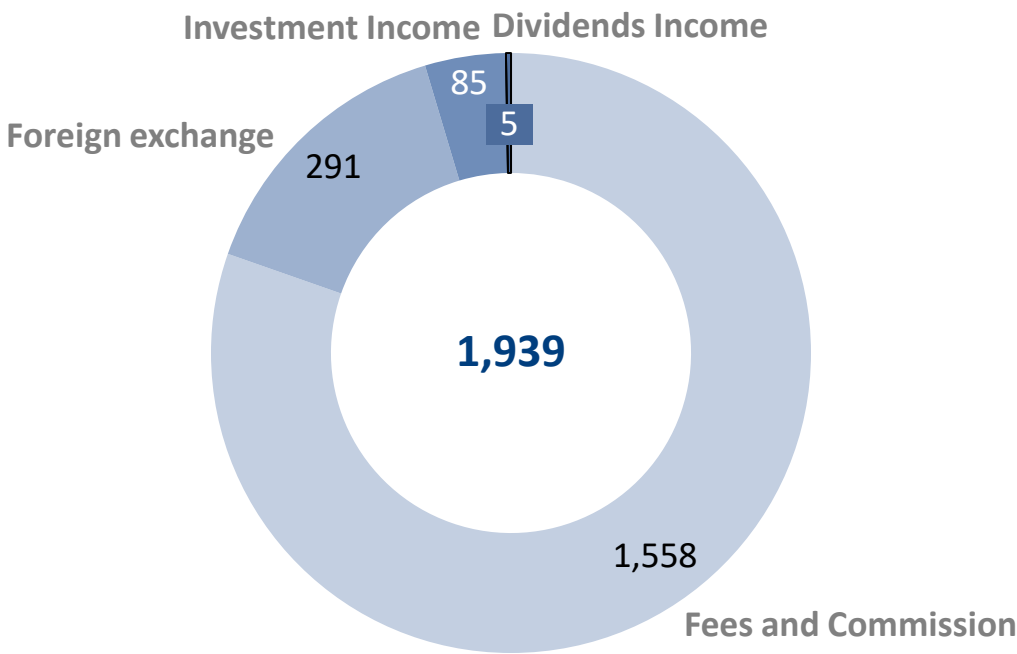
Quarterly non-Int.Income (EGP mn)



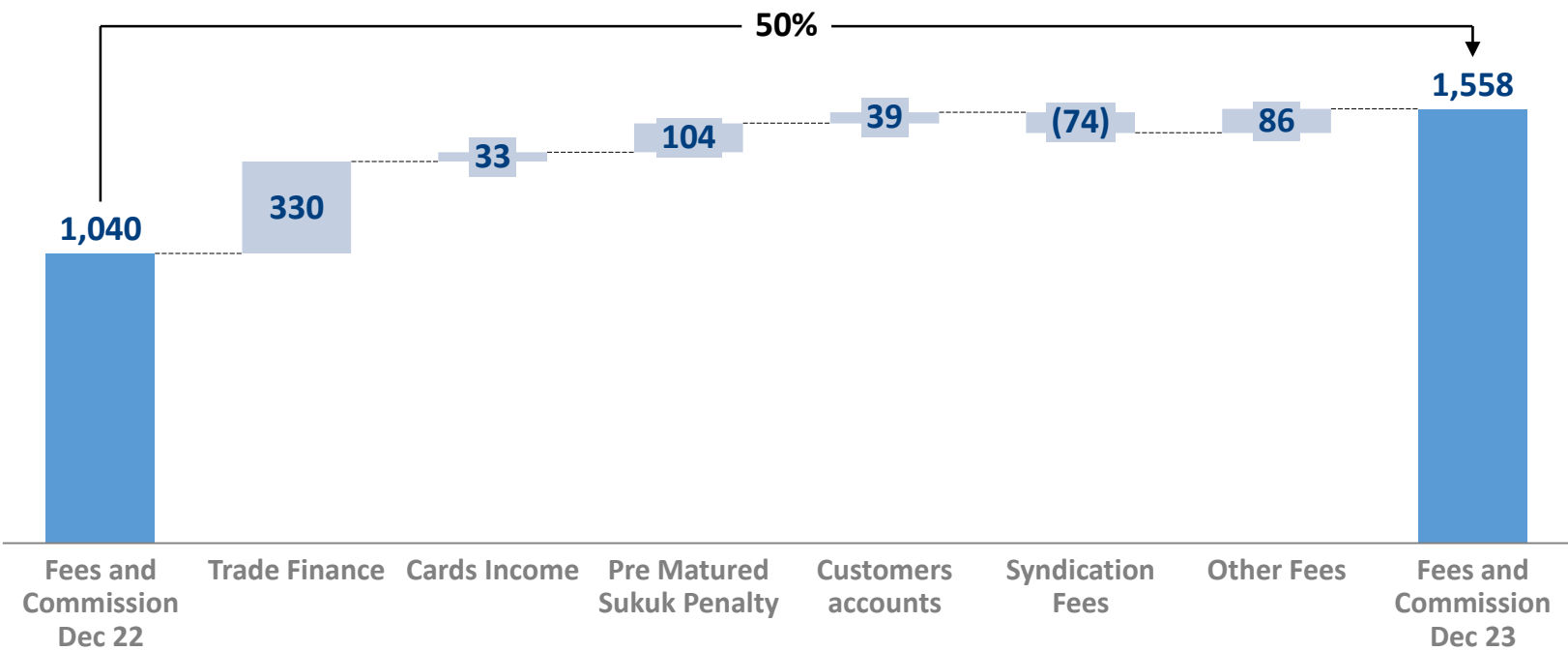
non-Int.Income Movement YoY (EGP mn)



non-Int.Income Composition (EGP mn)



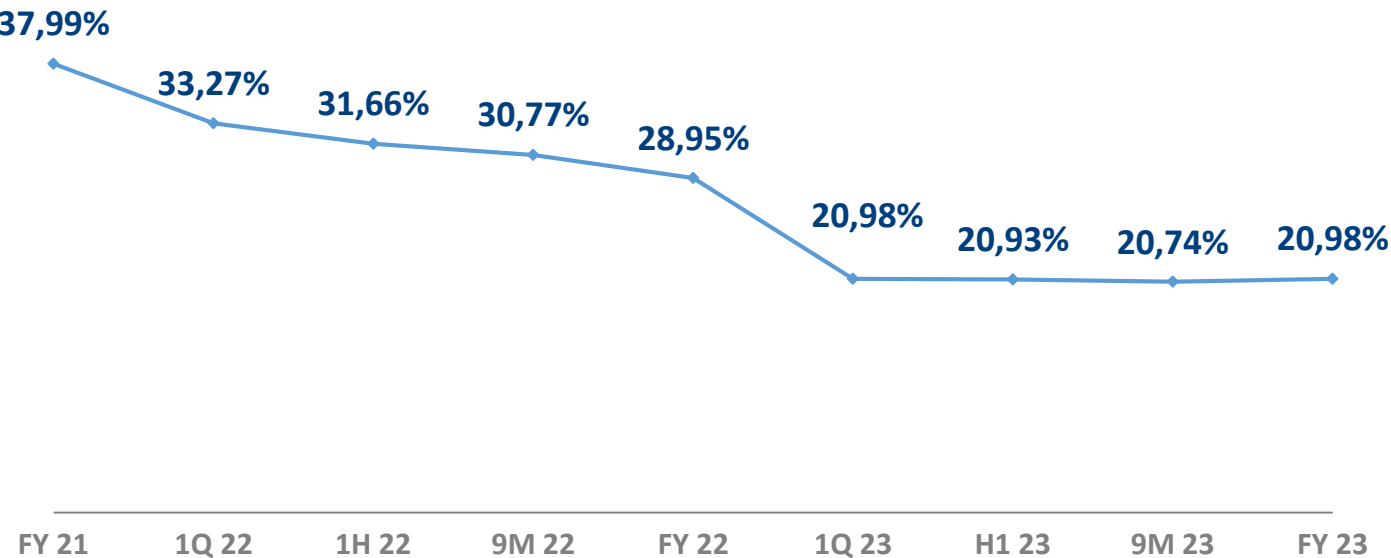
Fees & Commission Movement YoY (EGP mn)



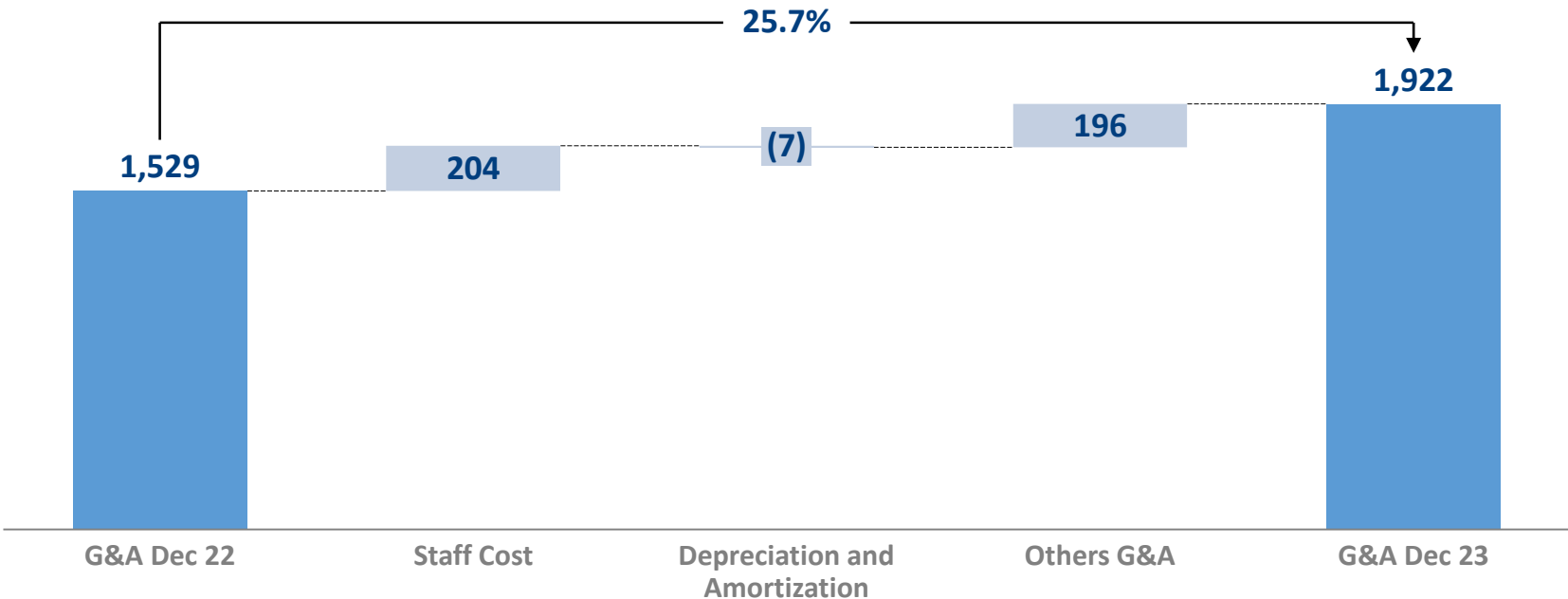
Expenses

Cost to income Ratio improved by 0.0797 bps to reach 20.98% driven by revenue growth and effective cost control

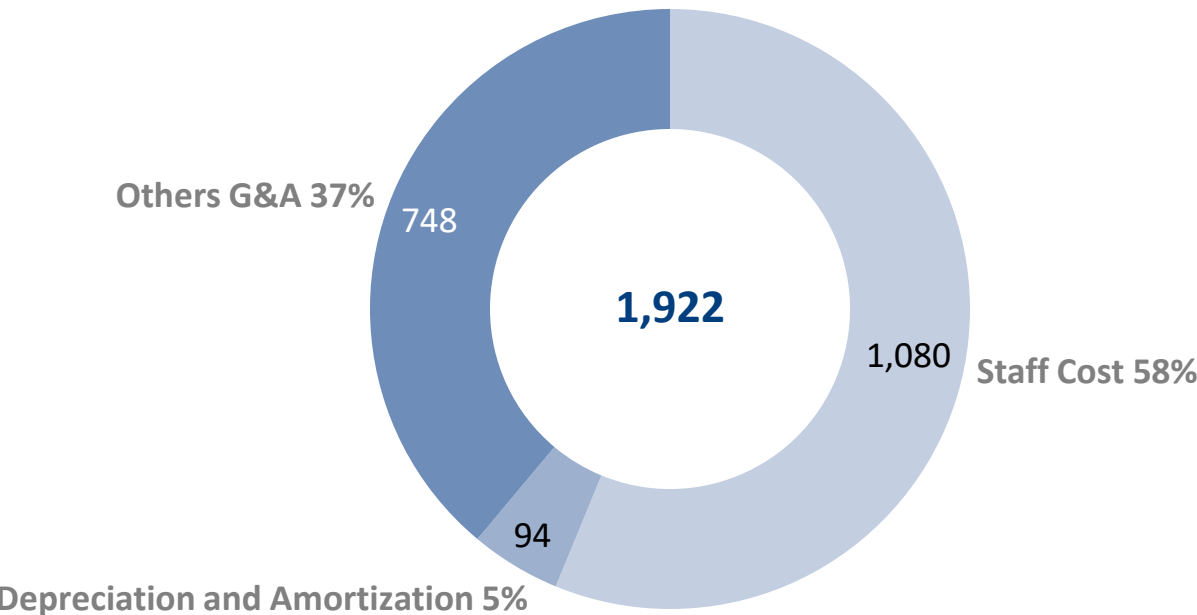
Cost to Income Ratio (%)



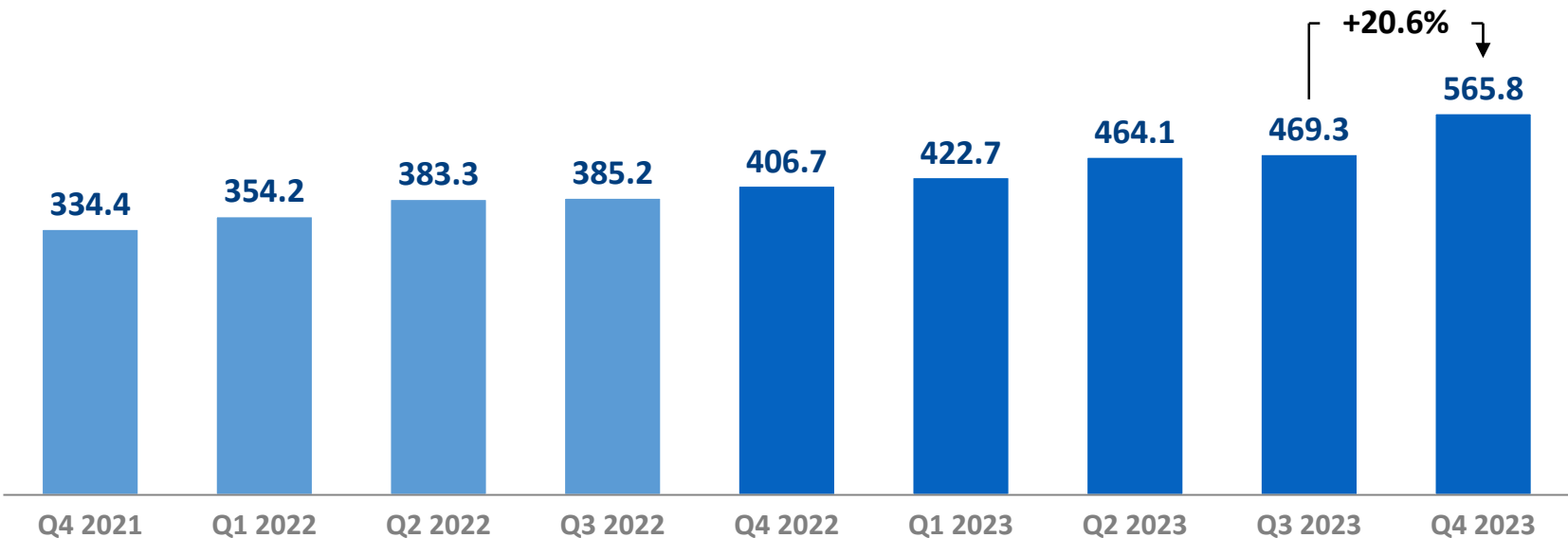
Expenses Movement YoY (EGP mn)



Expenses Composition (EGP mn)



Expenses QoQ (EGP mn)

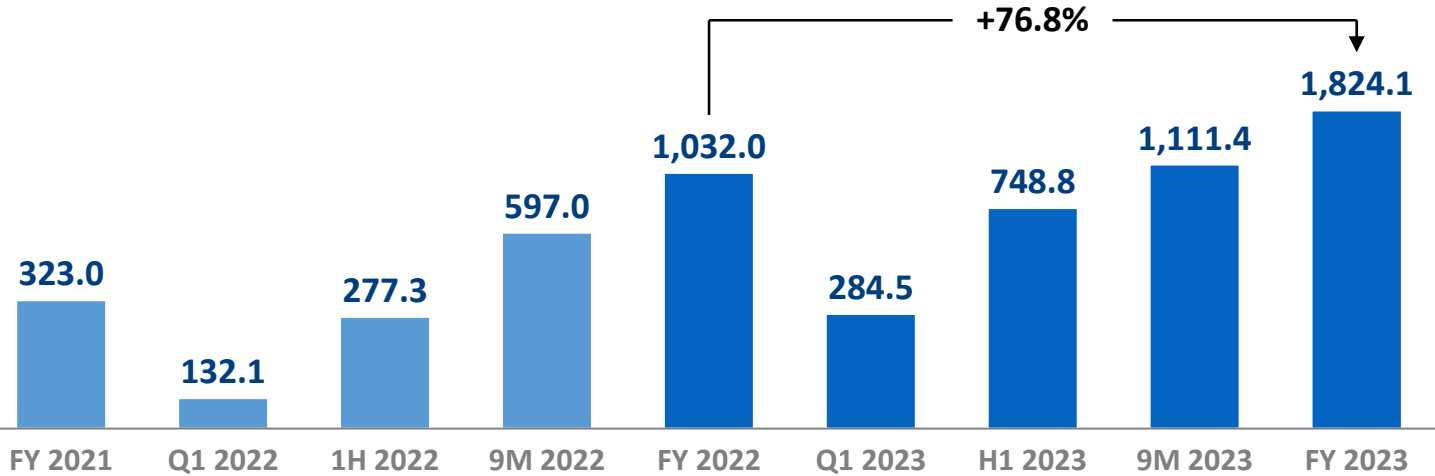


Impairments

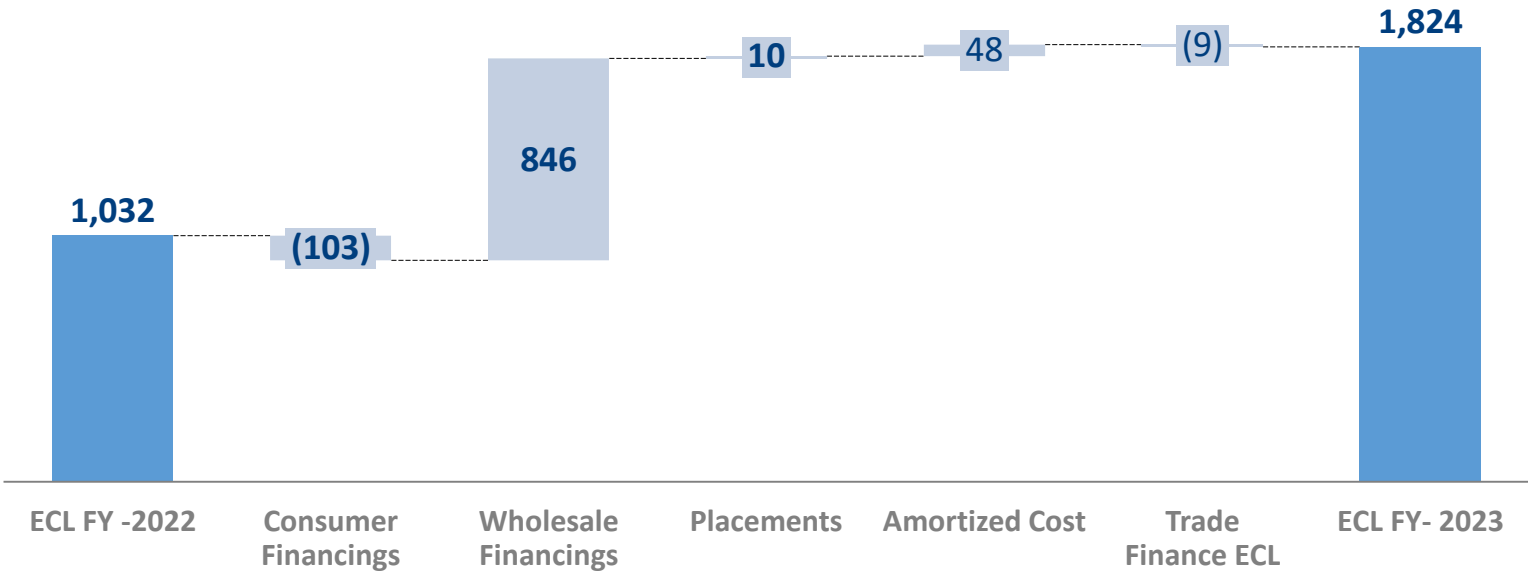
ECL increased by 76.8% in Dec-23 driven by the current economic circumstances.

ECL (EGP mn)

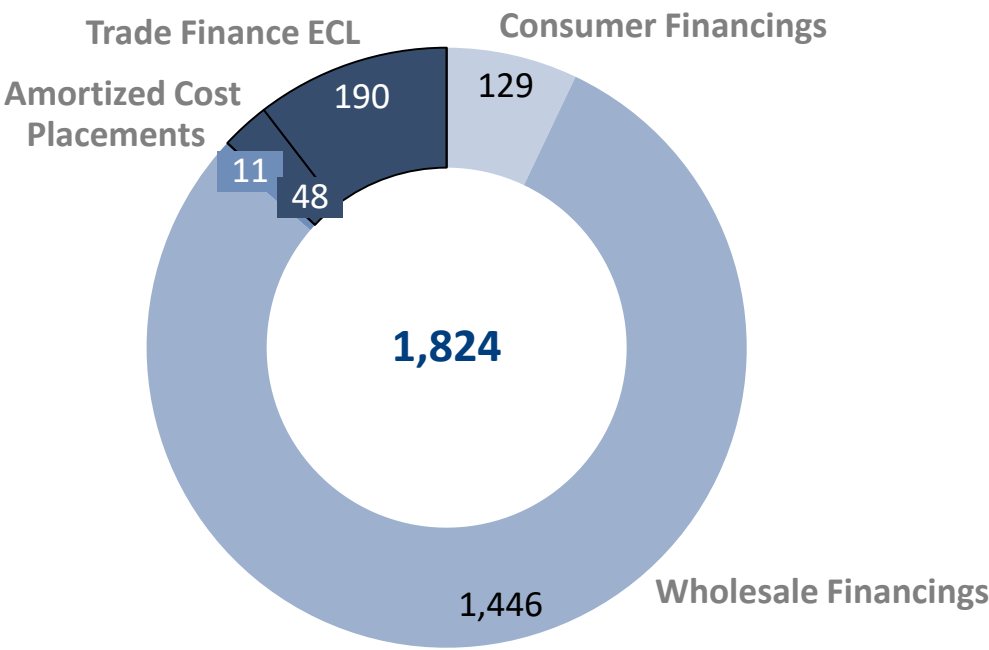
Including -
Indirect



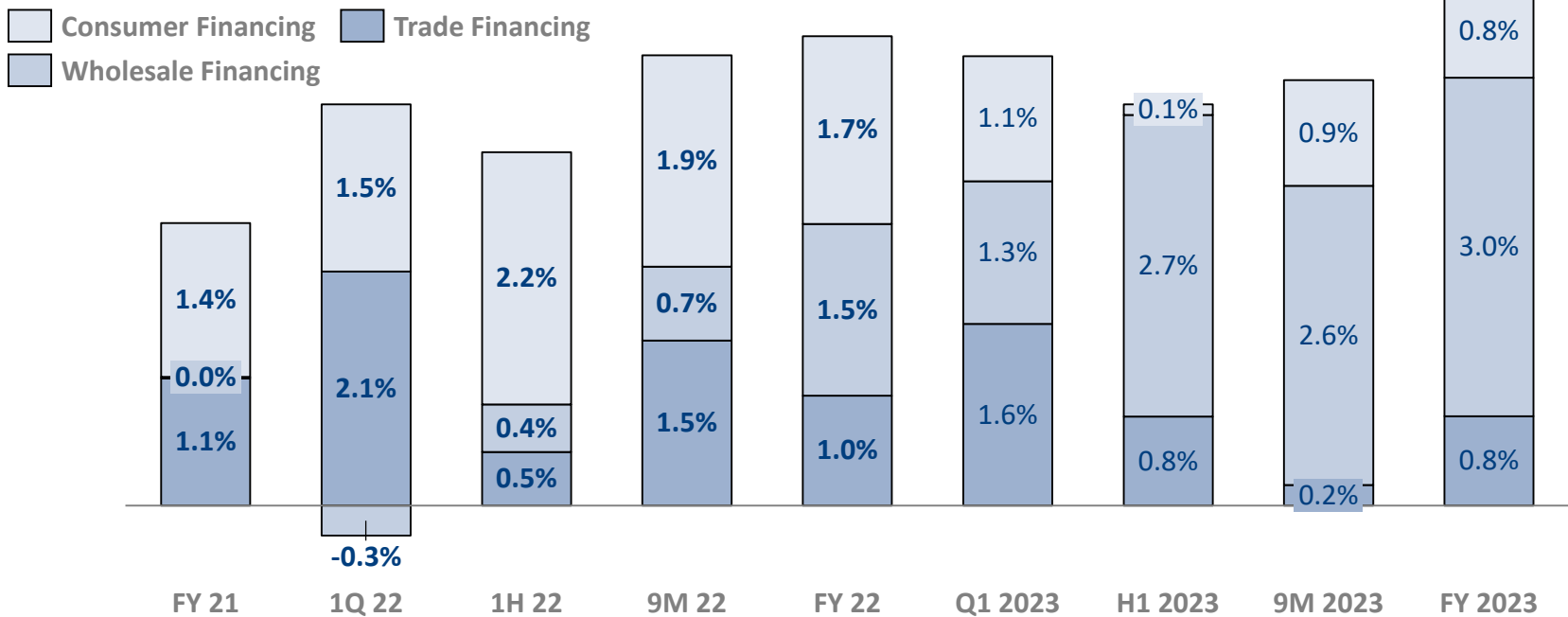
ECL Movement YoY (EGP mn)



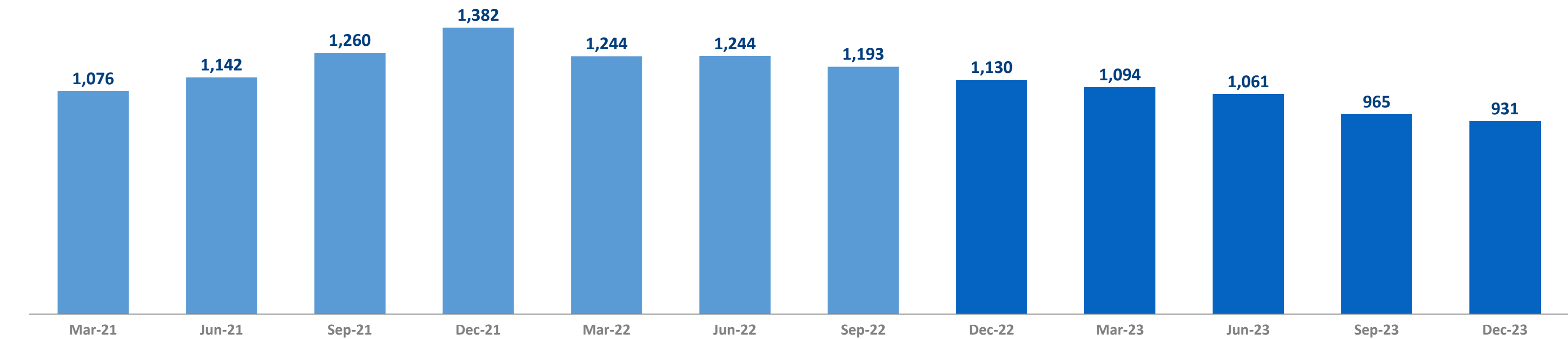
ECL Composition (EGP mn)



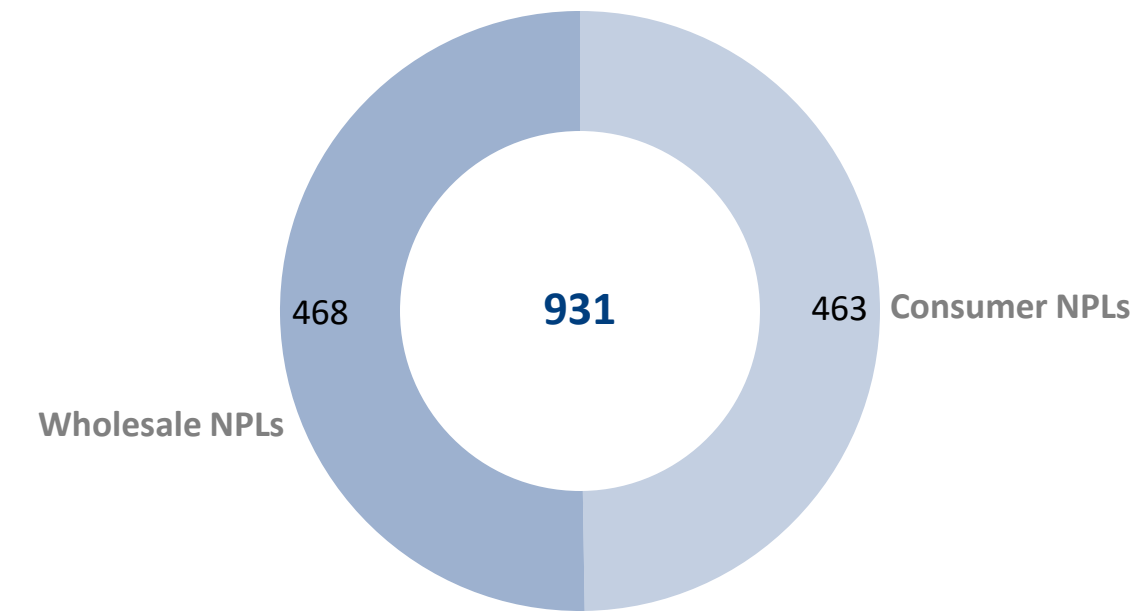
Cost of Risk (%)



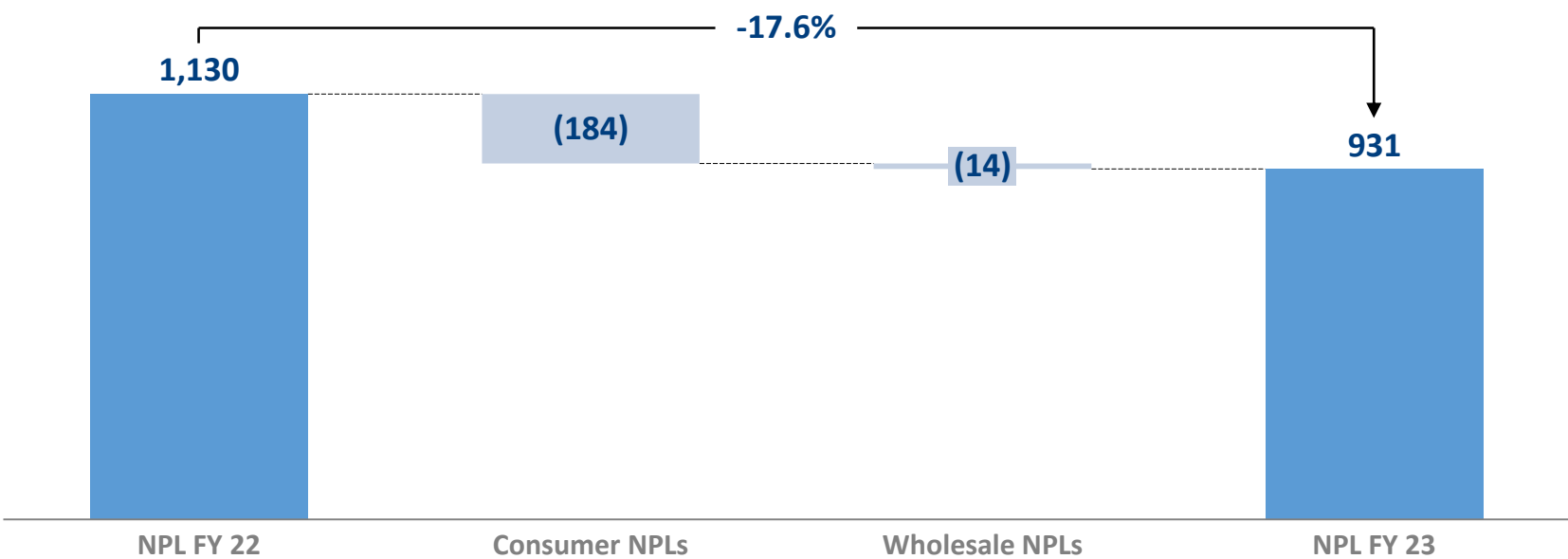
■ NPLs (EGP mn)



■ NPL Composition (EGP mn)

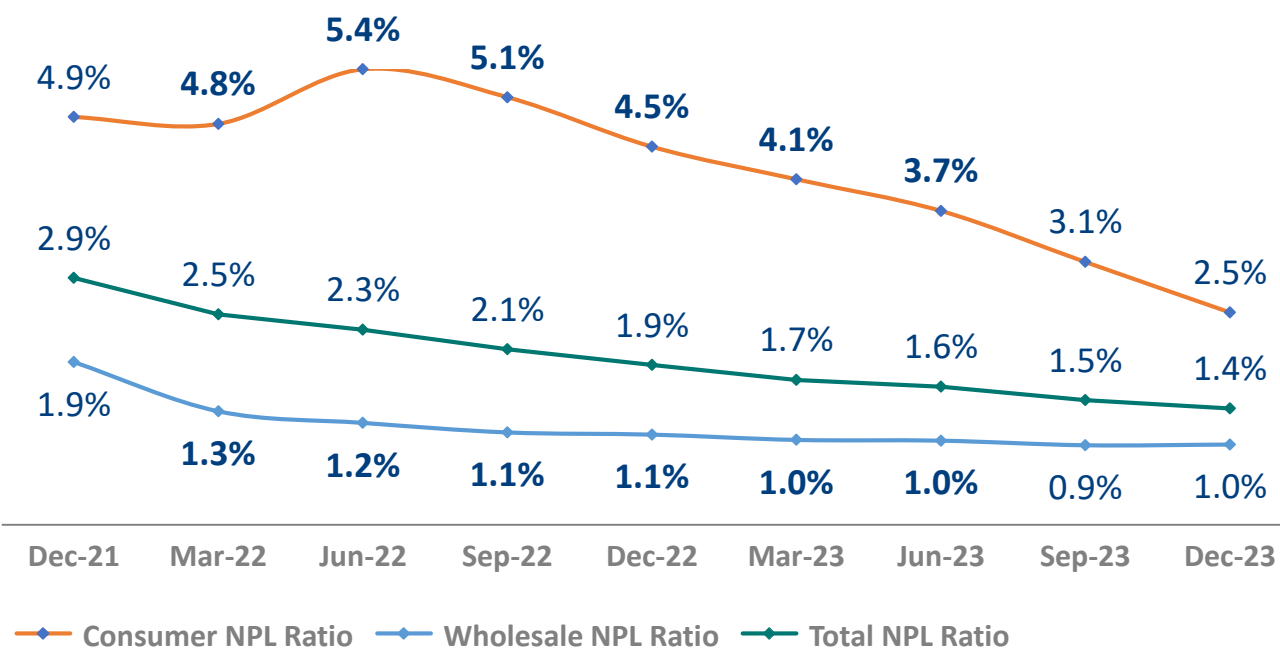


■ NPL Movement YTD (EGP mn)

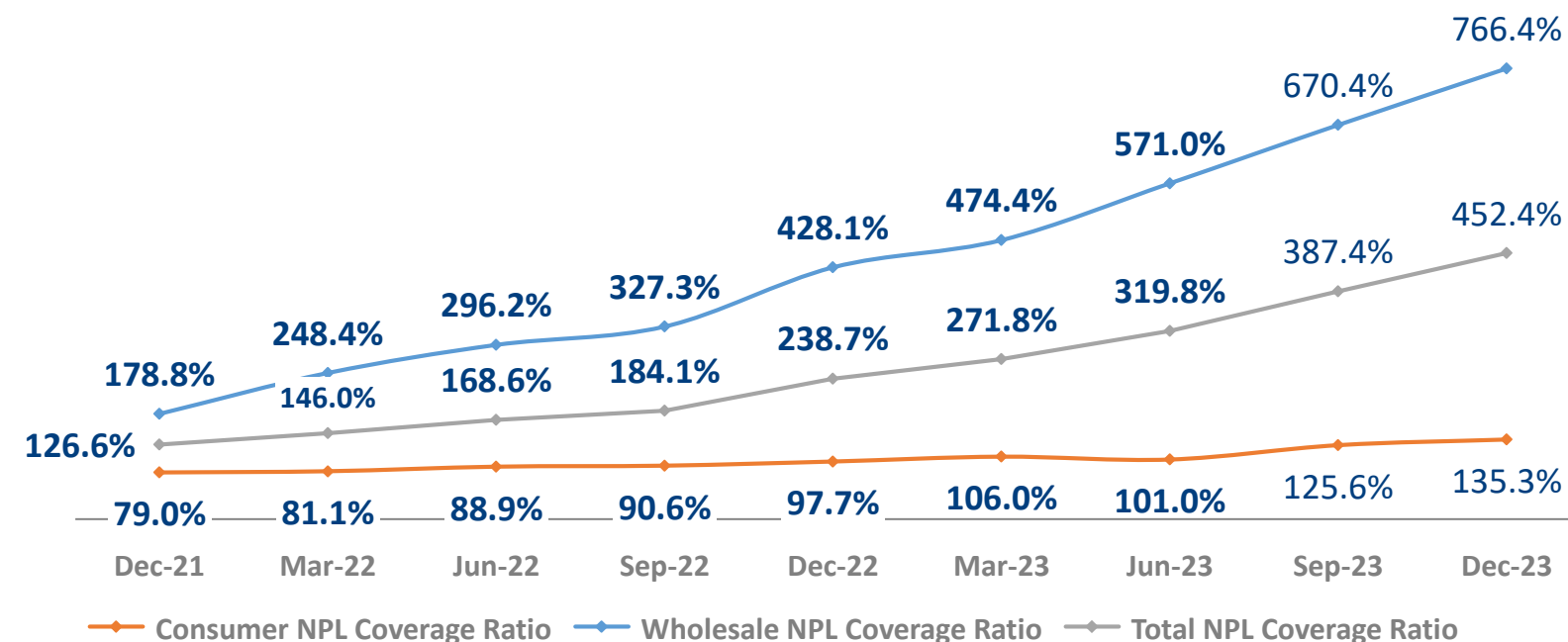


Non Performing Financing

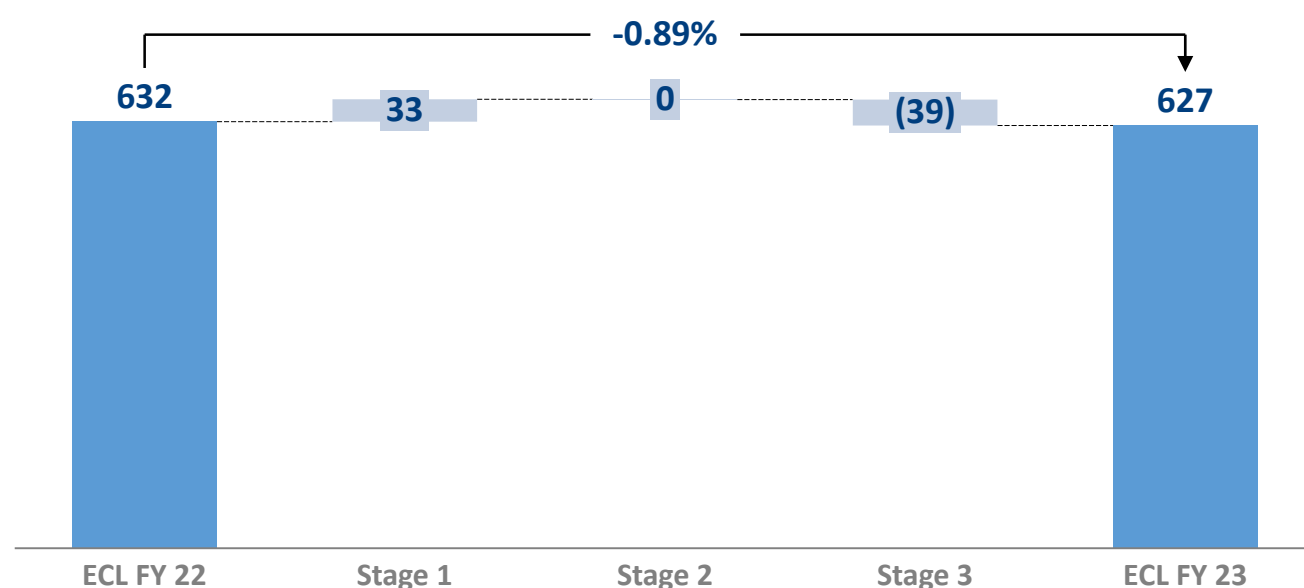
NPLs Ratio (%)



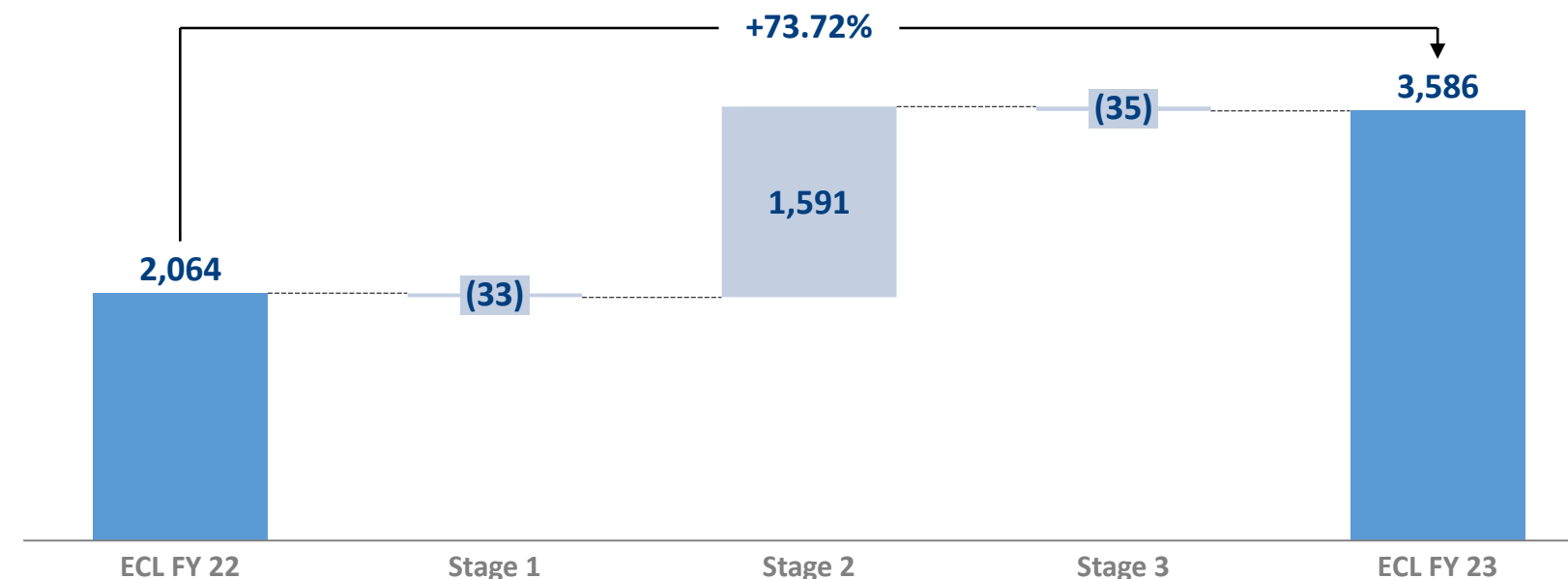
NPLs Coverage Ratio (%)



Consumer ECL Stock Movement YTD (EGP mn)



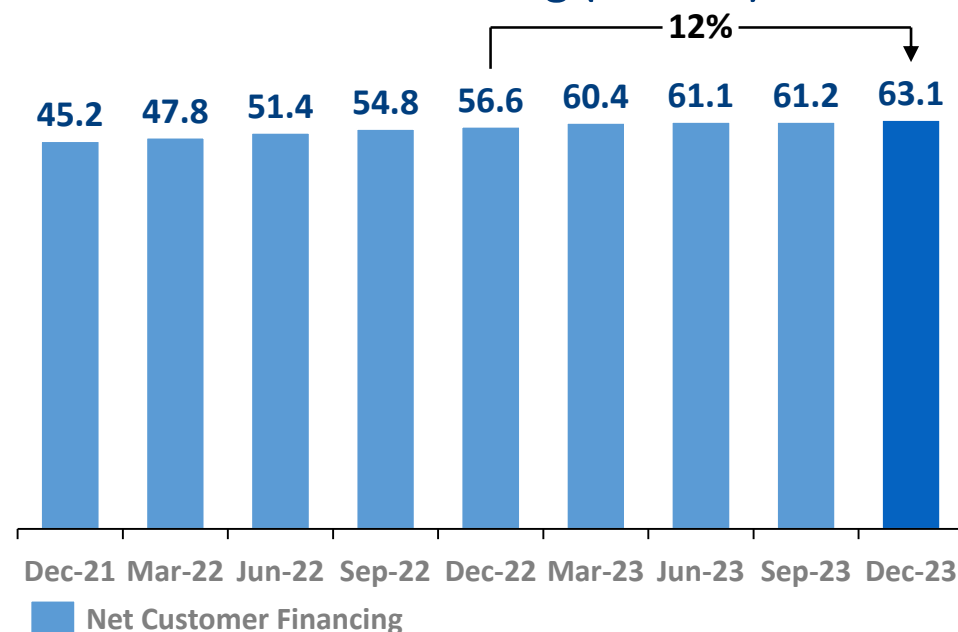
Wholesale ECL Stock Movement YTD (EGP mn)



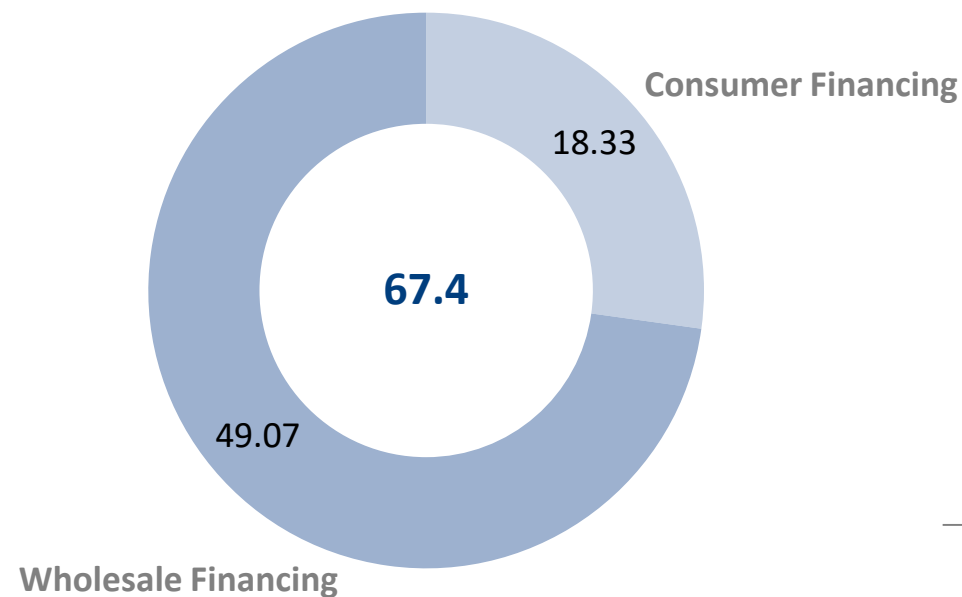
Customer Financing

Net Financing Growth of 12% mainly driven by Growth in Consumer financing by 27.4%

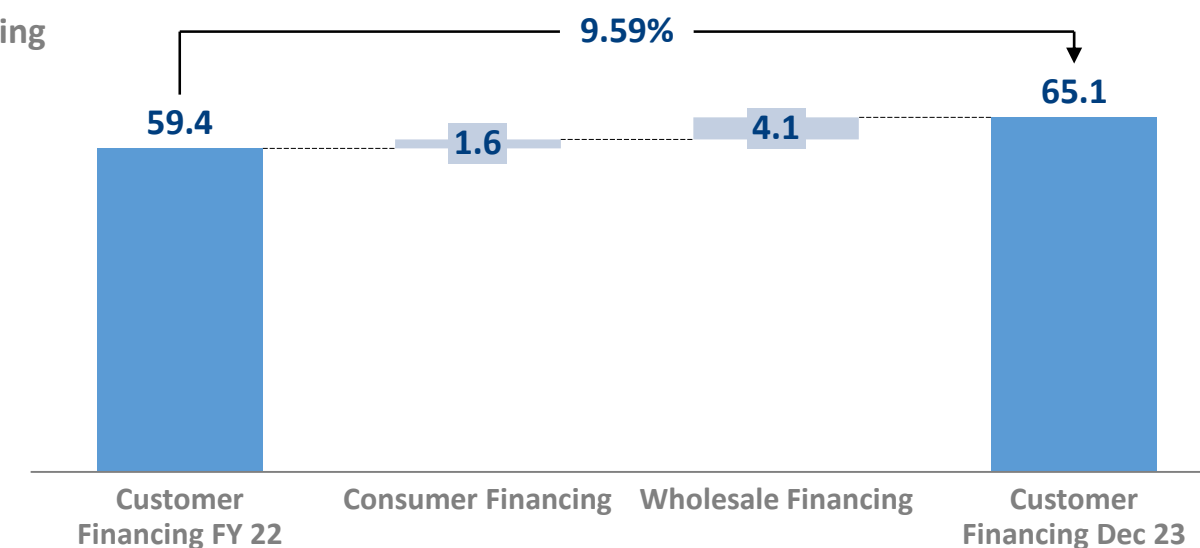
Net Customer Financing (EGP bn)



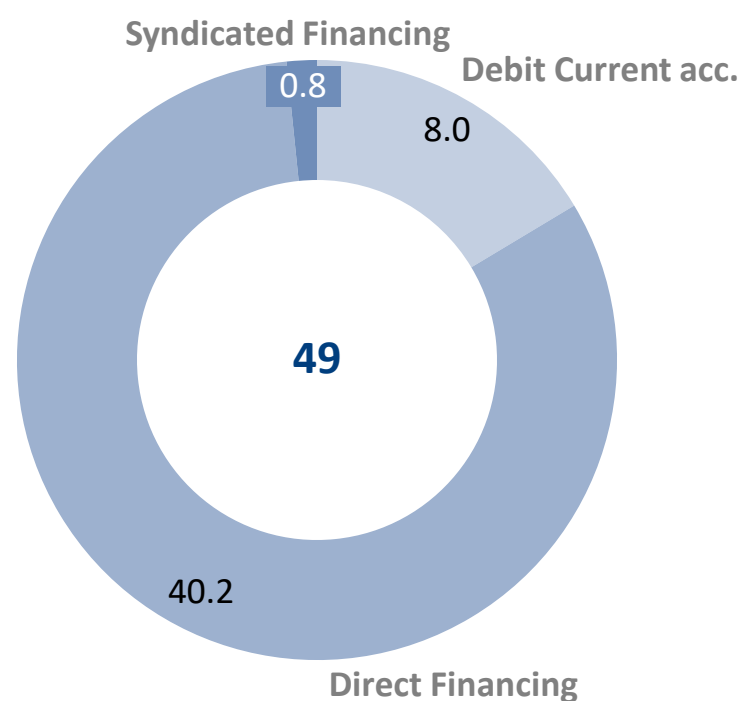
Gross Customer Financing By segment (EGP bn)



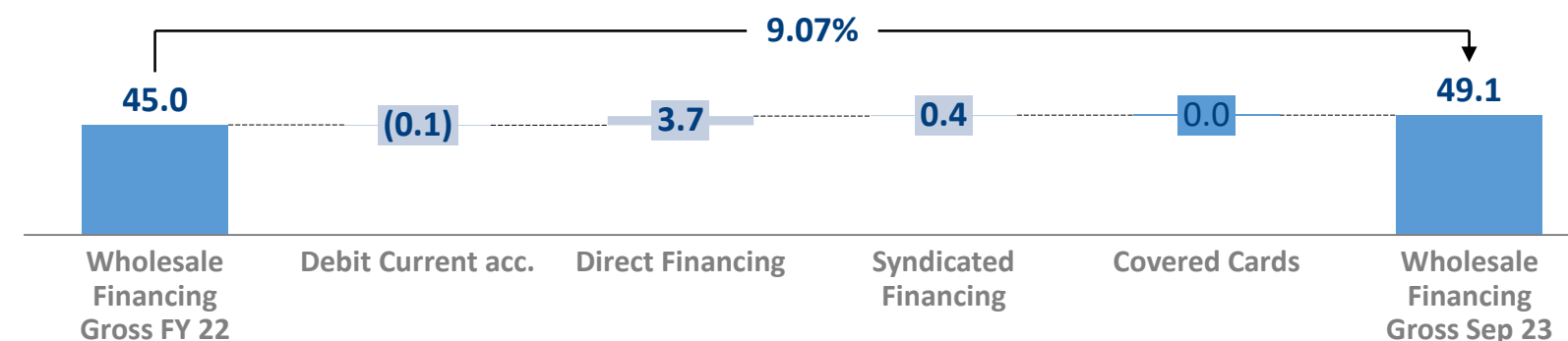
Gross Customer Financing Movement (EGP bn)



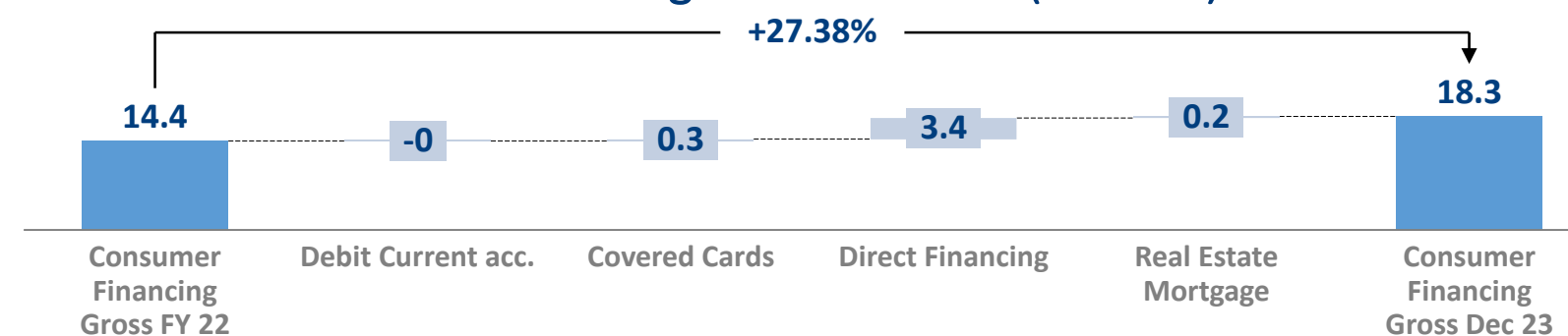
Gross Wholesale Financing Composition (EGP bn)



Gross Wholesale Financing Movement YoY (EGP bn)



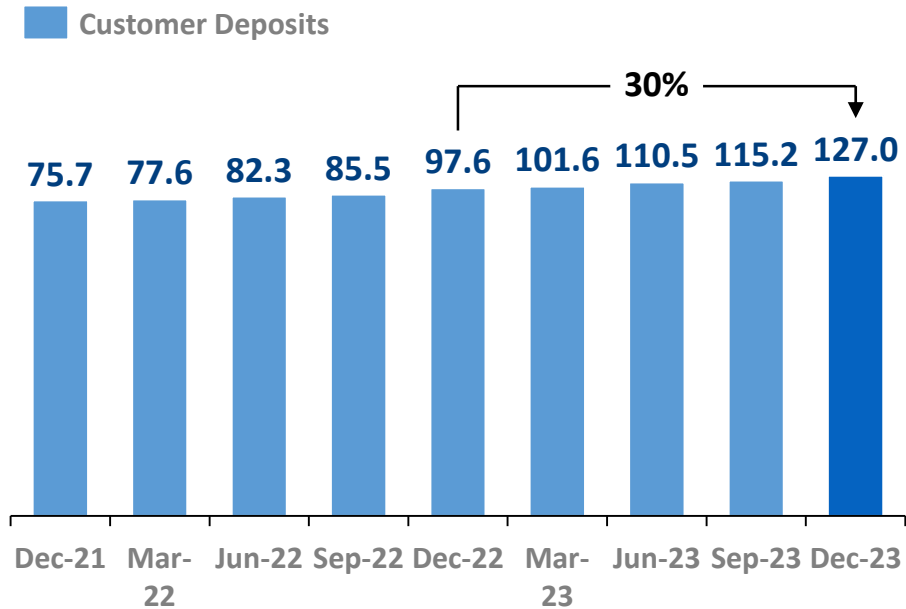
Gross Consumer Financing Movement YoY (EGP mn)



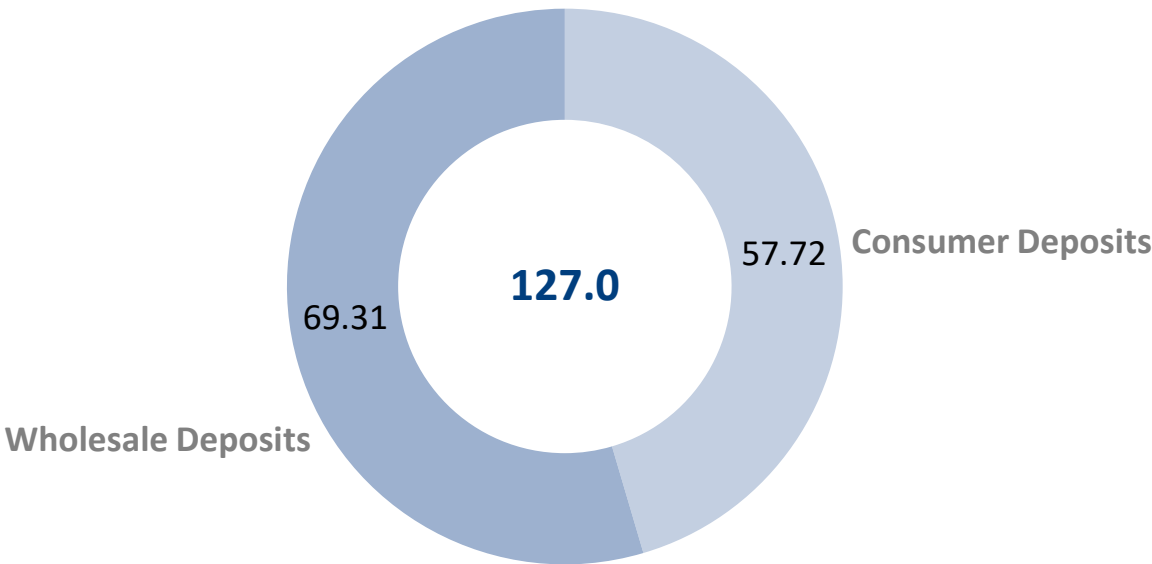
Customer Deposits

Deposits Growth of 30% supported by Growth in Wholesale Deposits by 44%

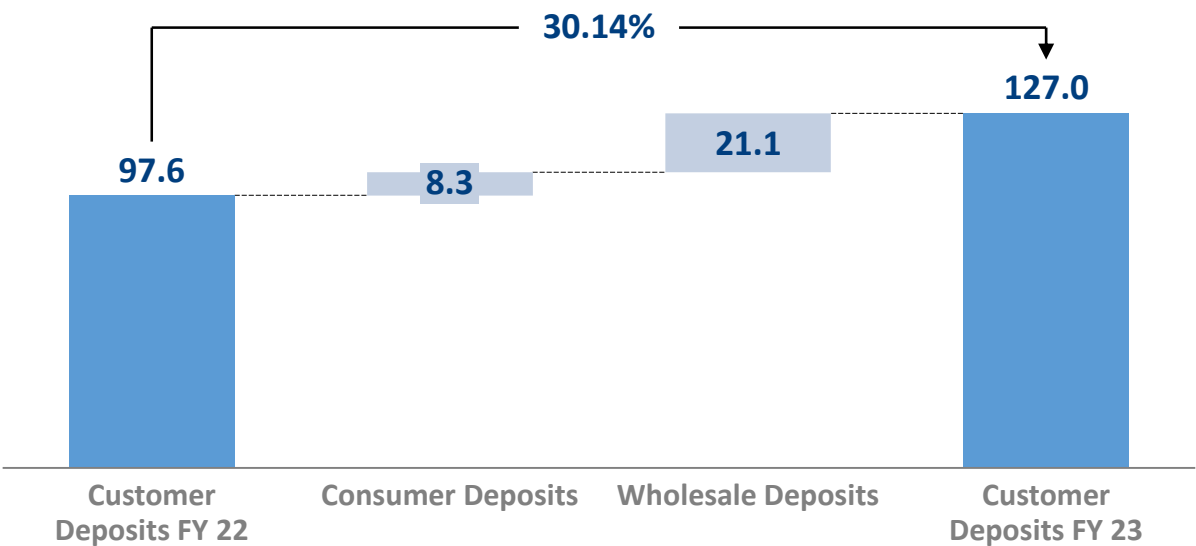
Customer deposits (EGP bn)



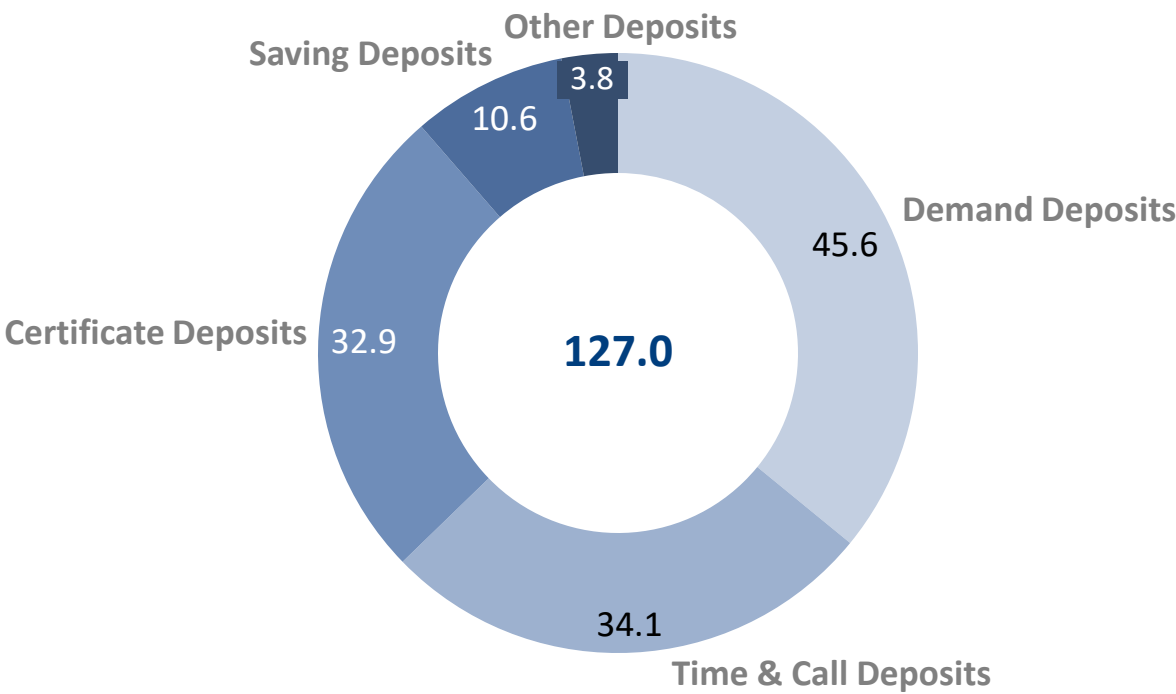
Customer Deposits By segment (EGP bn)



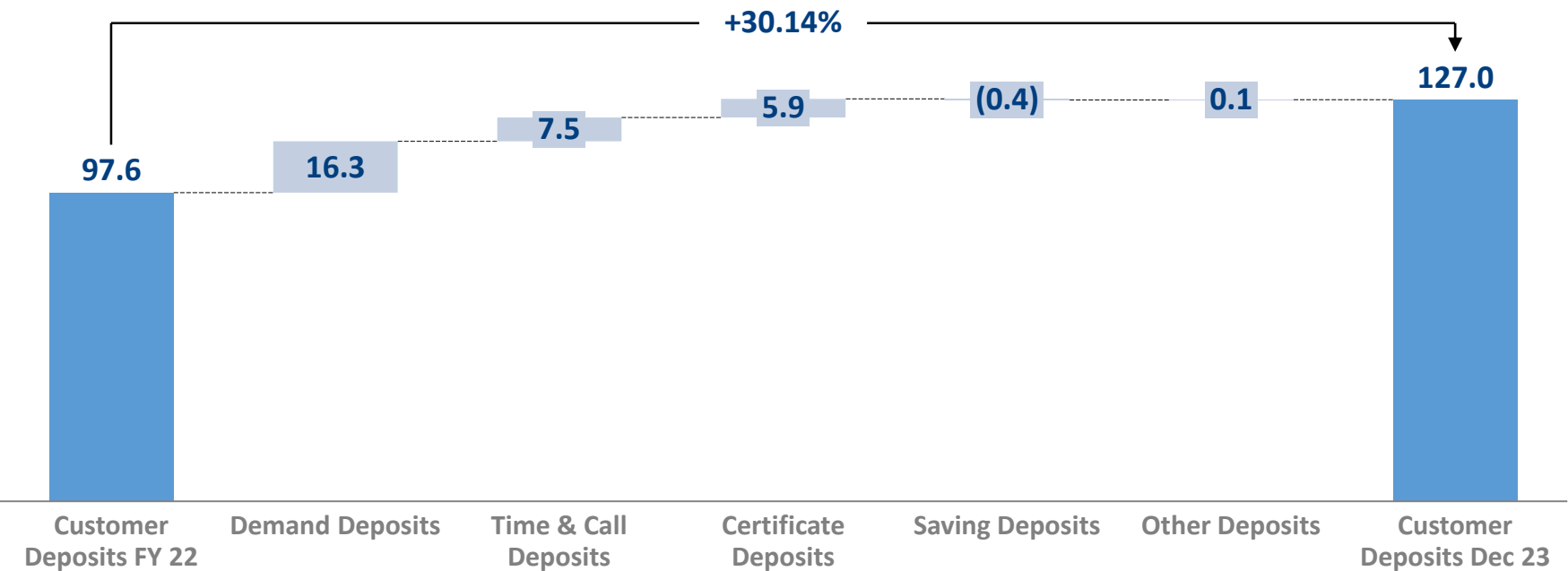
Customer Deposits Movement by segment Dec23 Over Dec-22 (EGP bn)



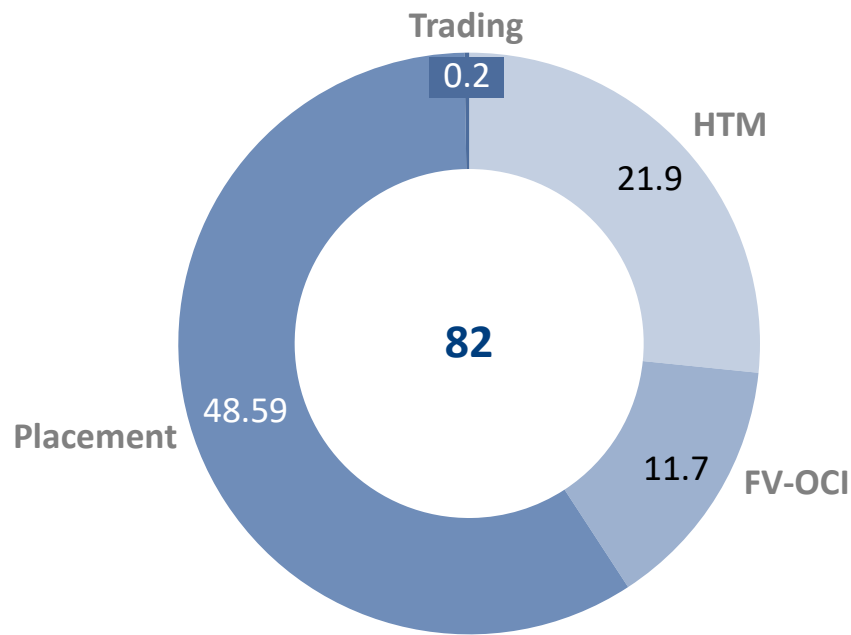
Customer Deposits composition by Type (EGP bn)



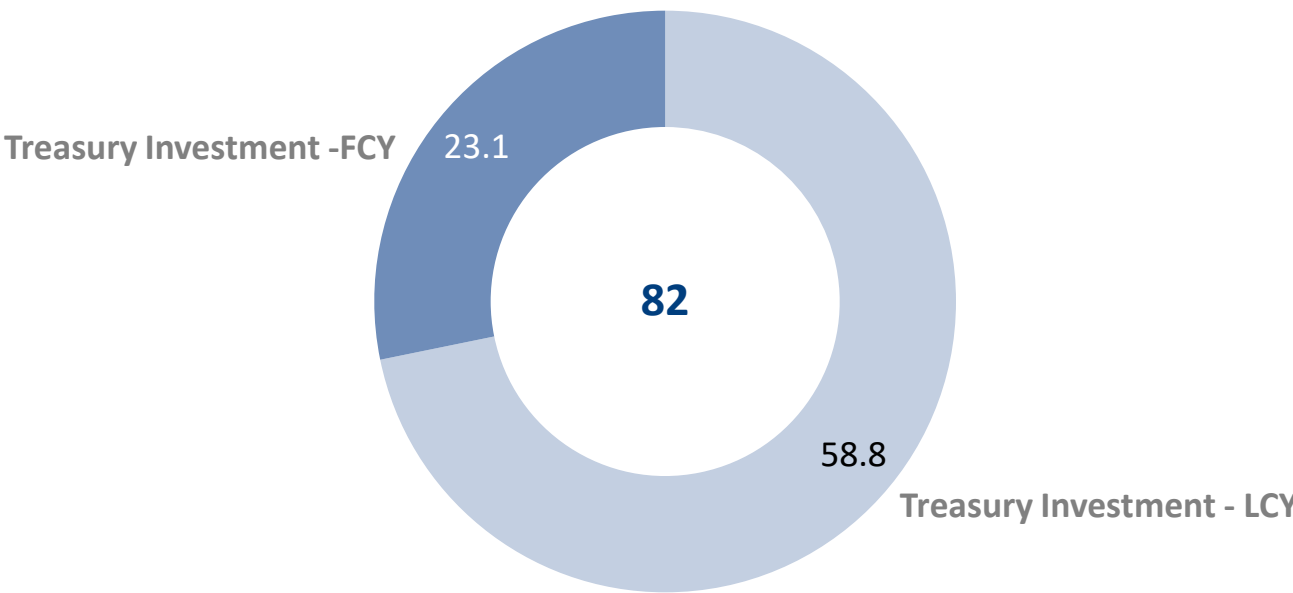
Customer Deposits Movement by Type Dec-23 Over Dec-22 (EGP bn)



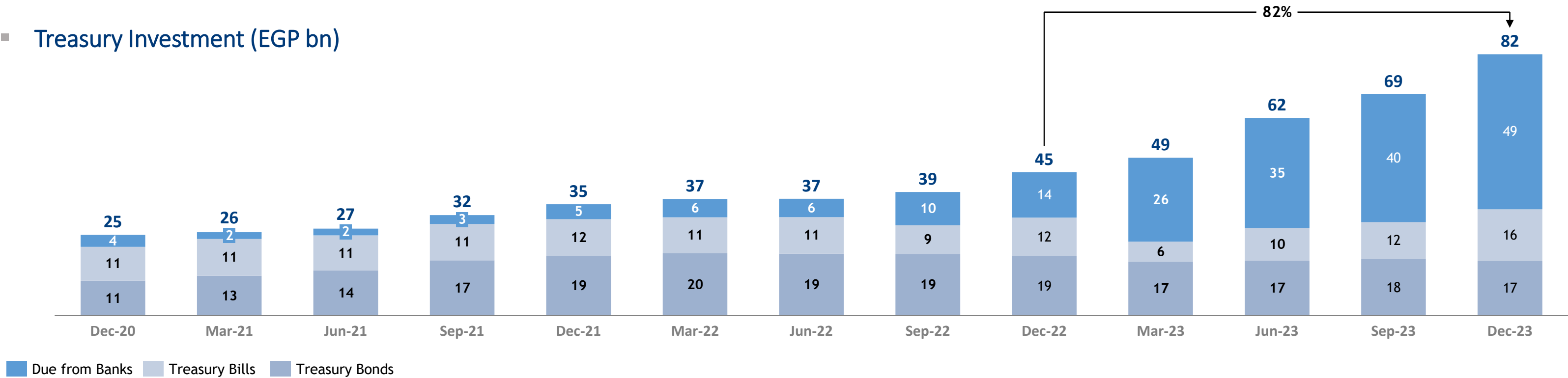
Treasury Investment Classification (EGP bn)



Treasury Investment by Currency (EGP bn)



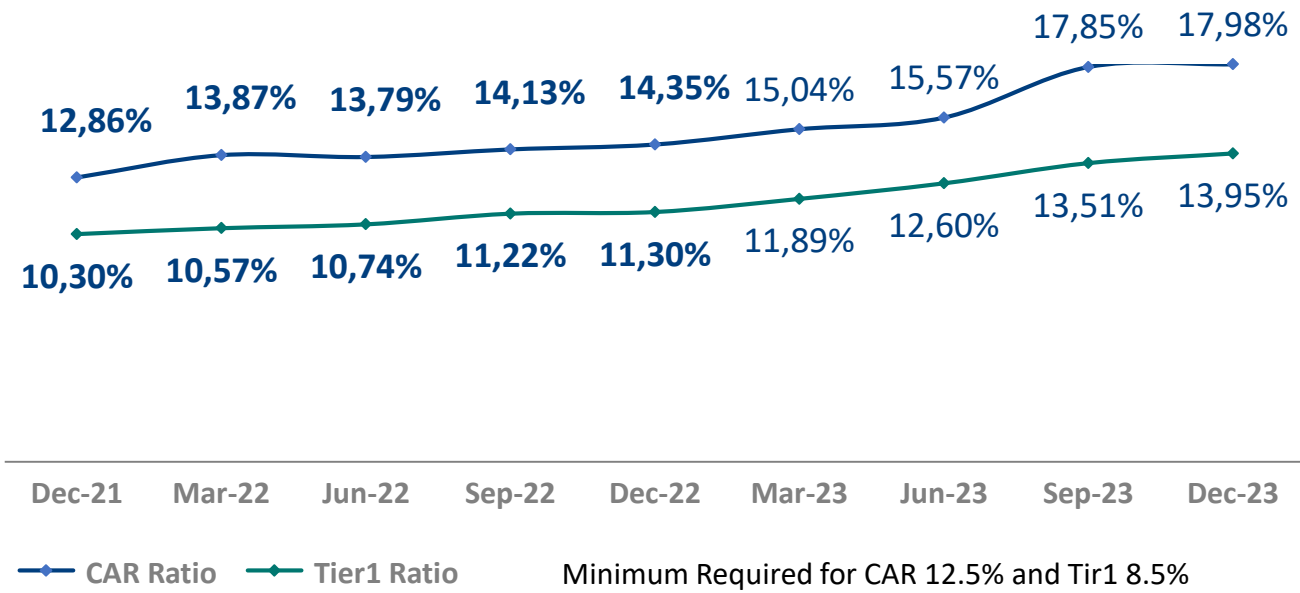
Treasury Investment (EGP bn)



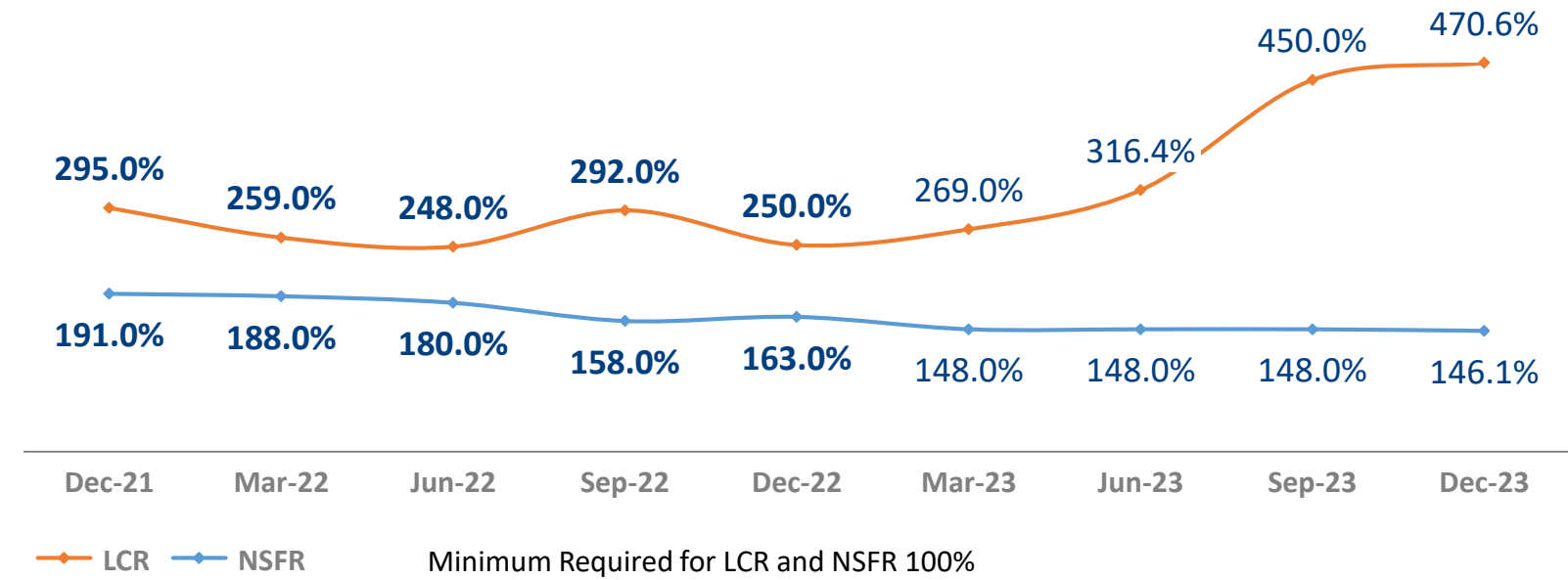
Capital and Liquidity

Capital Adequacy Ratio (CAR) improved by 3.63% to reach 17.98%

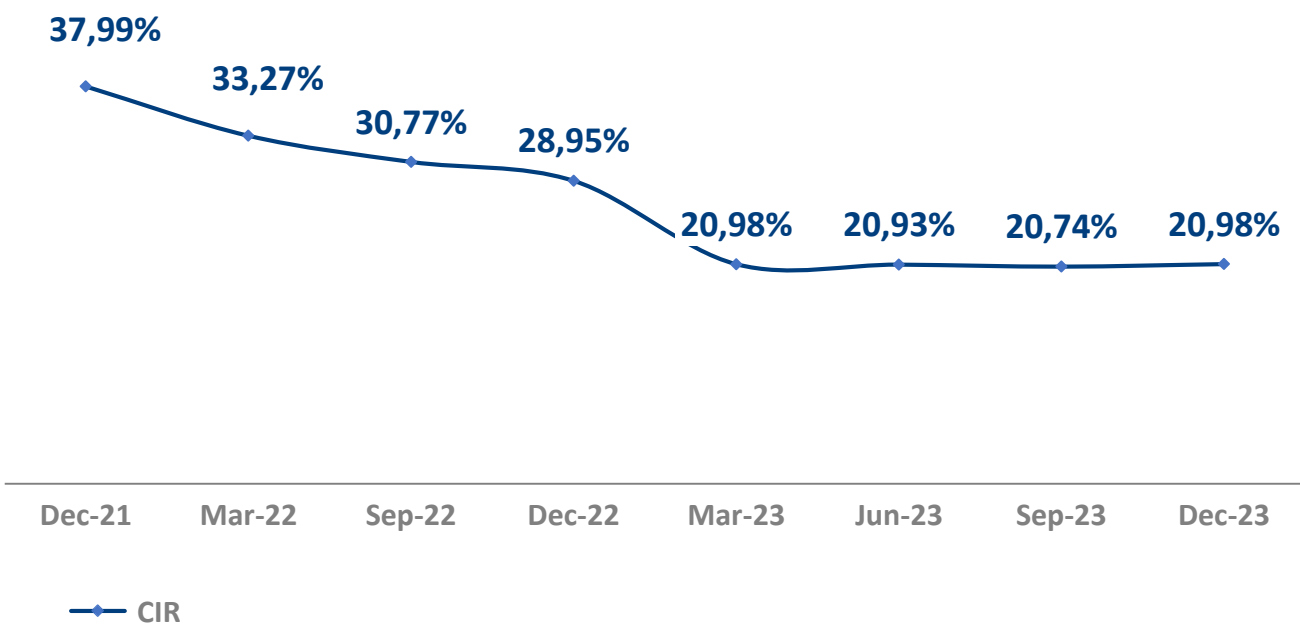
Capitalization Ratios (%)



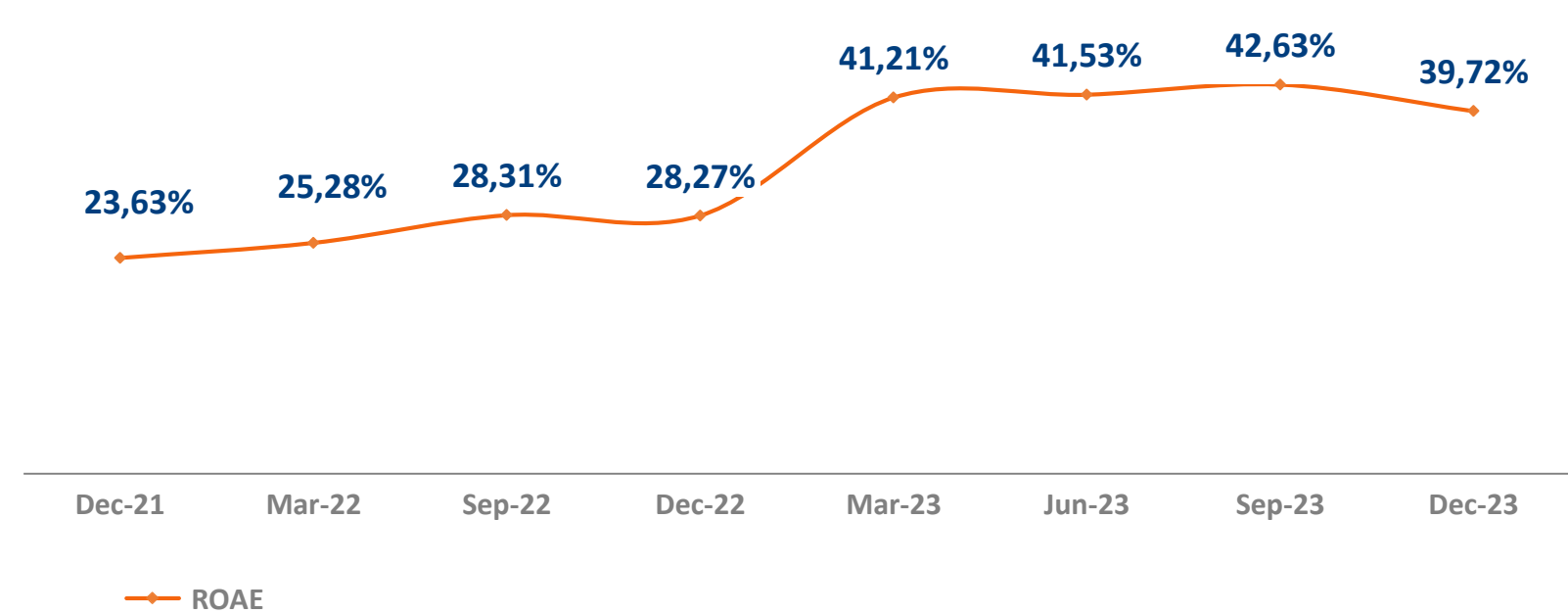
Liquidity Ratios (%)



Cost to Income Ratios (%)



ROAE (%)



Investor Relation Contacts

Additional Information

Please contact the investor relations team for additional information.

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