



# CRÉDIT AGRICOLE EGYPT

WORKING EVERYDAY IN THE INTEREST OF OUR CUSTOMERS & SOCIETY

**INVESTORS PRESENTATION- 2023**



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# EGYPT FACTSHEET

## Country Profile

Name	Arab Republic of Egypt
Capital	Cairo
Currency	Egyptian Pound (EGP)
Total area	1,002,000 sqm.km
Inhibited area	7.8% of total area
Governorates	27

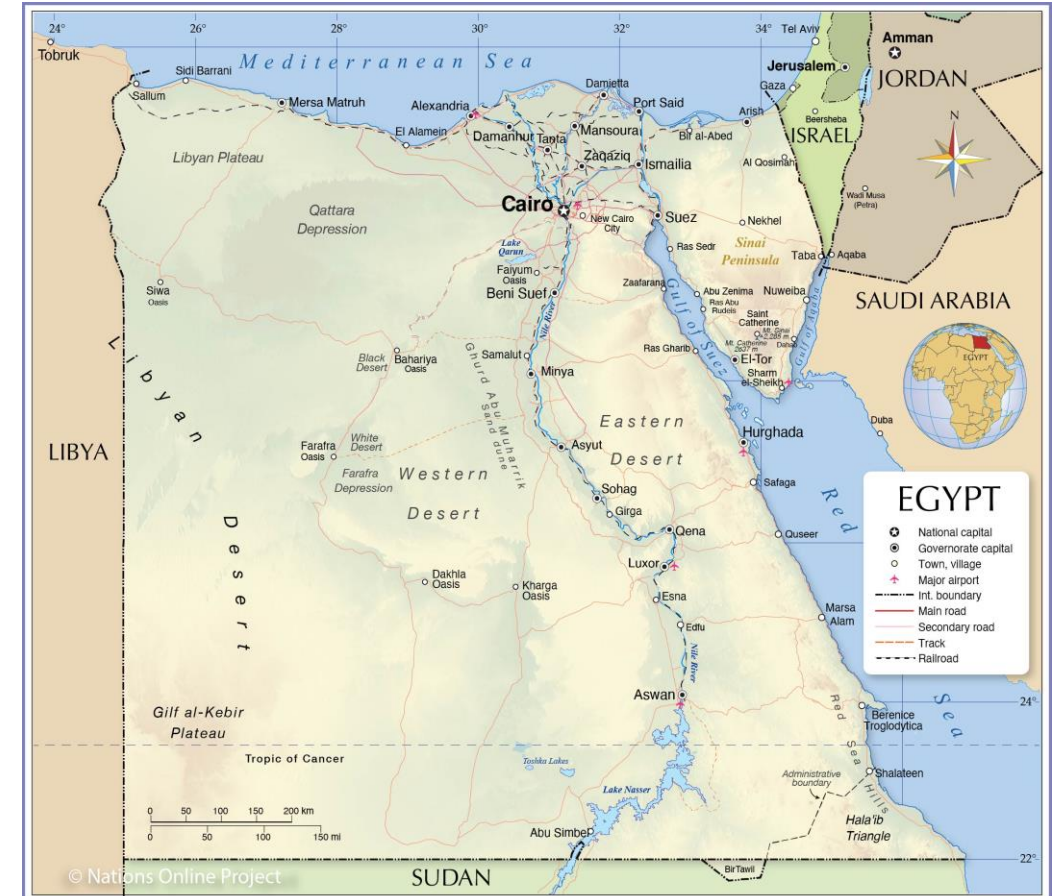
## Credit Rating

Moody's rating	Caa1
Fitch / S&P rating	B-

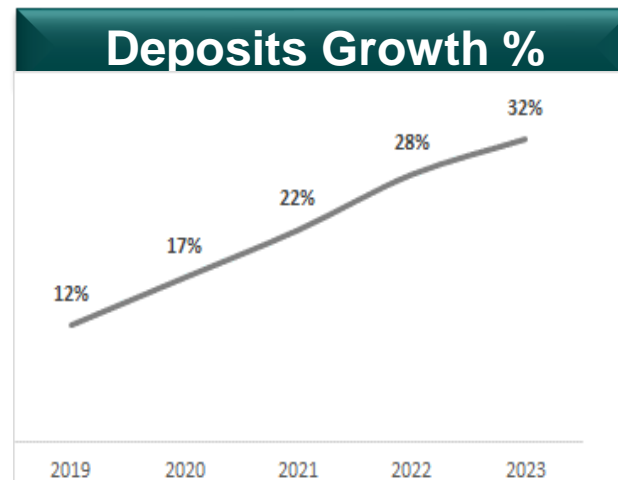
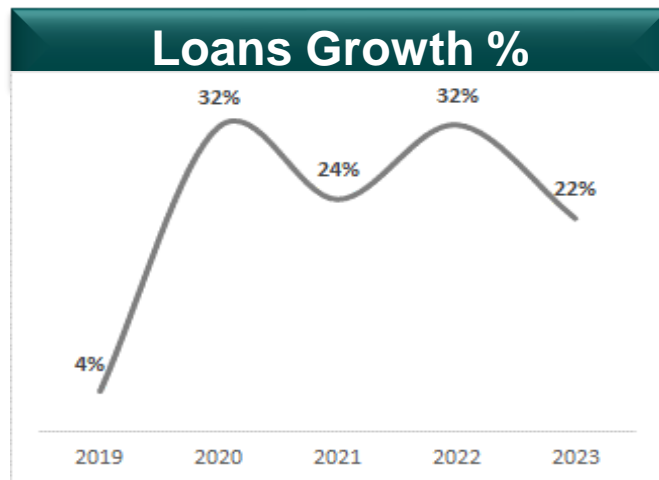
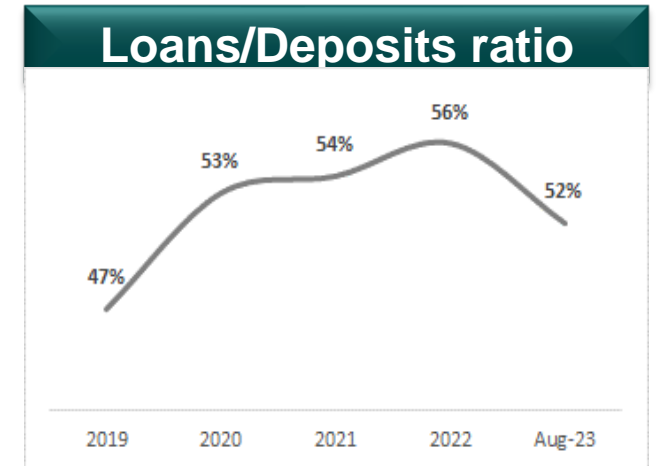
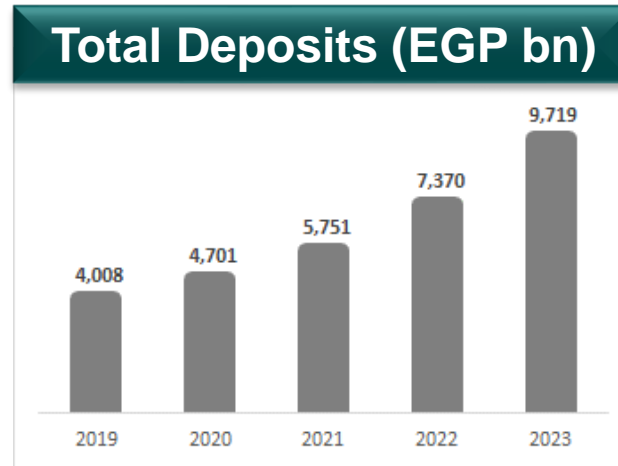
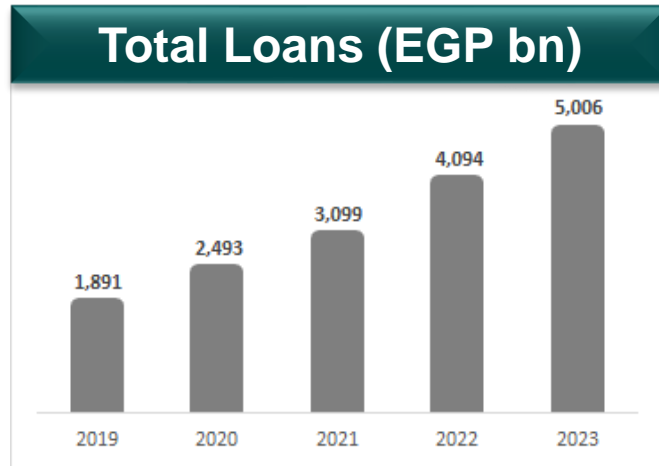
## Demographics

Population	106 Mn
Participation rate (Labor force/population)	43%
Unemployment rate	7%

Key FCY Source: Tourism, Suez Canal and Remittances



# EGYPT'S BANKING SECTOR: DATA AS OF AUG 2023 FOR 36 OPERATING BANKS IN EGYPT



Source: CBE



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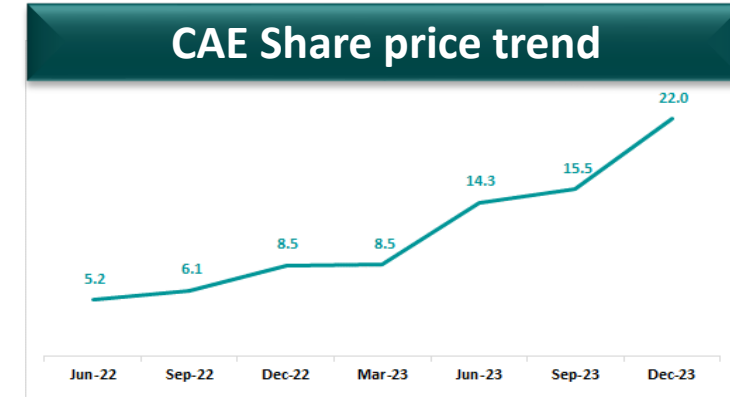
# CRÉDIT AGRICOLE IN EGYPT



CRÉDIT AGRICOLE EGYPT

CA Egypt is the sole French bank in Egypt, joined the EGX - Cairo stock exchange Coming from a corporate banking model, CA Egypt is a universal bank that offers diversified products and services to all clientele in the economy

	EGP	
Share Price 6M Range	22.99	High
	12.81	Low
Share Price	22	as of 31-12-2023
Shares Outstanding	1,250	Million
Par Value	4	
Book Value (BVPS)	11.57	as of 31-12-2023
P/B Ratio	1.90	as of 31-12-2023
P/E Ratio	11.37	as of 31-12-2023
Market Cap	27,500	Million



## SHARE HOLDING

(AUG. 2022)

**65.252%**

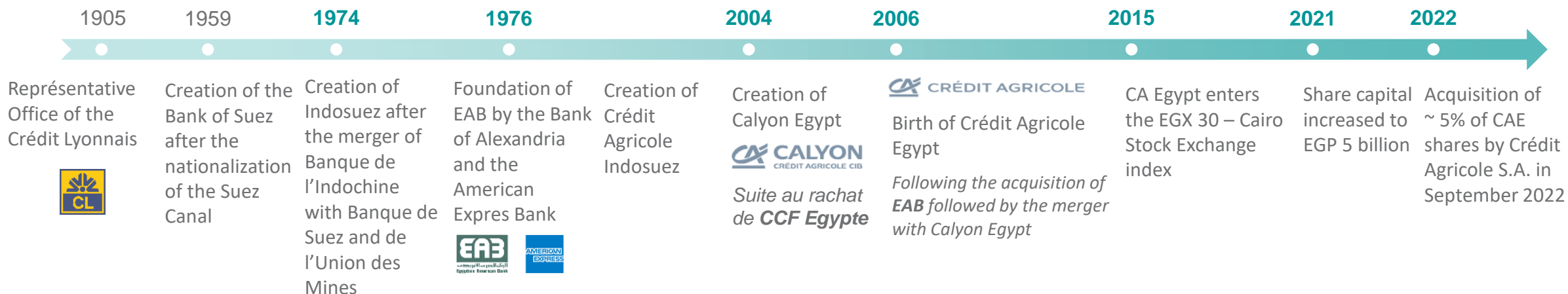
Crédit Agricole S.A. 52.185% and CACIB 13.066%

**9.967%**

ROLACO EGP Investments

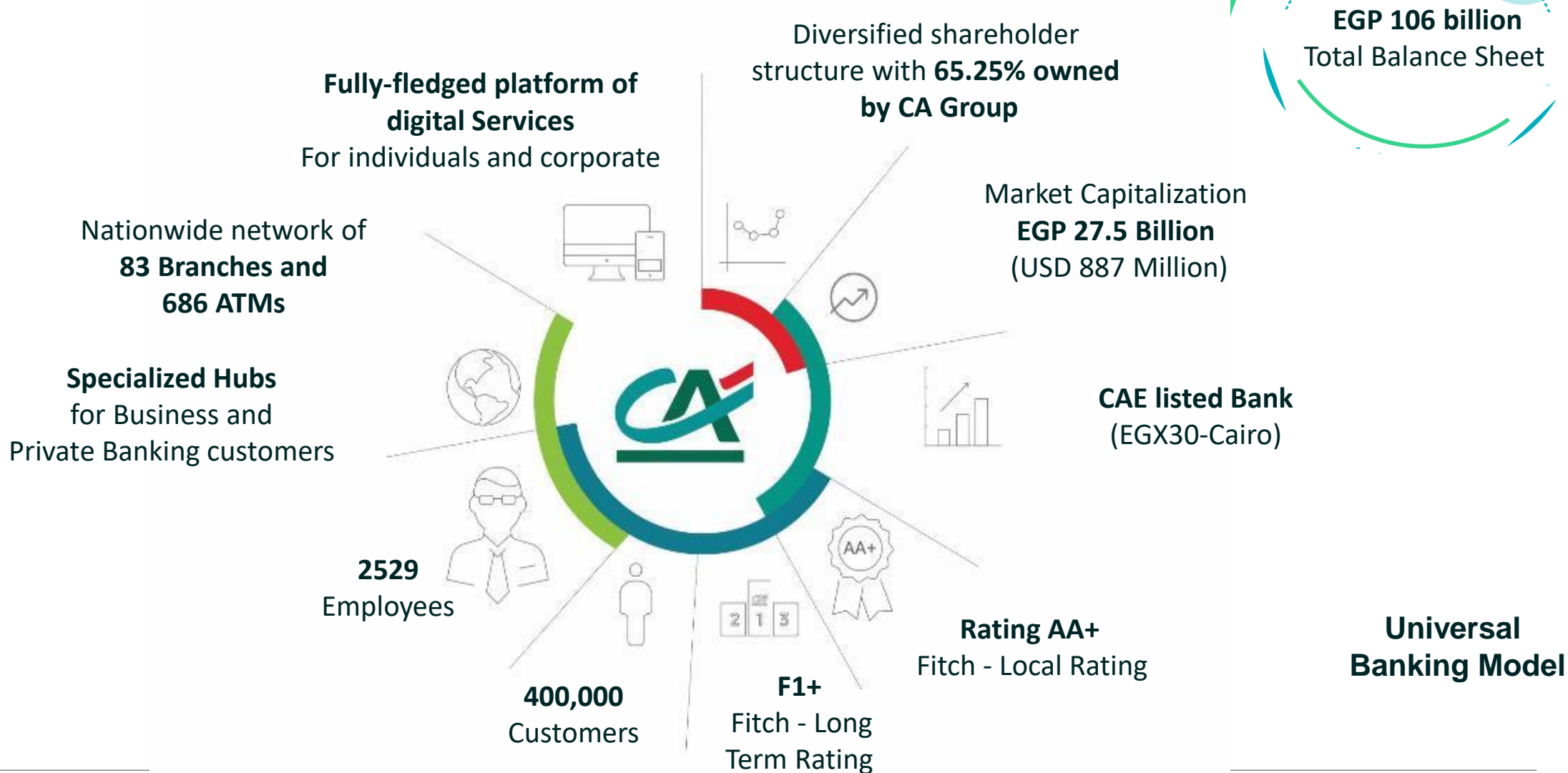
**24.781%**

Other Free Float <5%



# CRÉDIT AGRICOLE EGYPT

## FACT SHEET

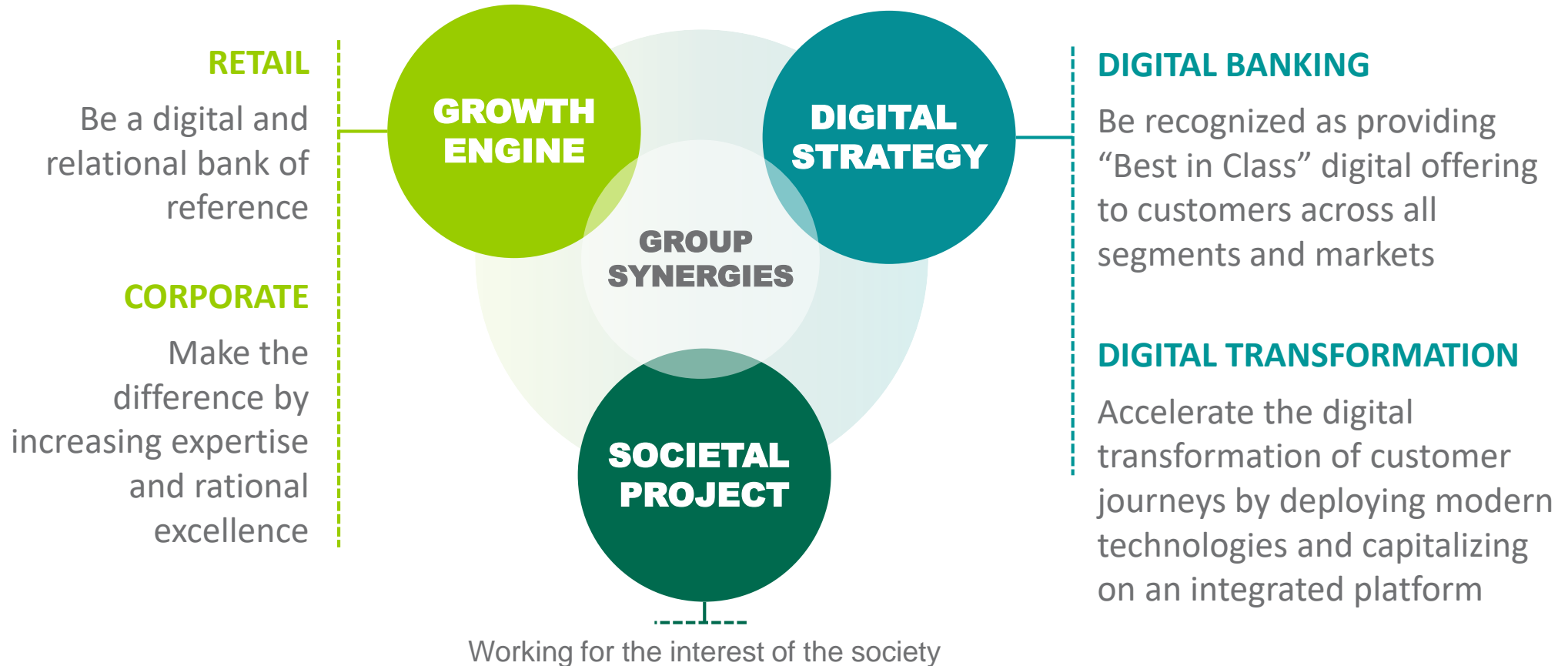




# TO BECOME THE BANK OF CHOICE OF OUR CUSTOMERS



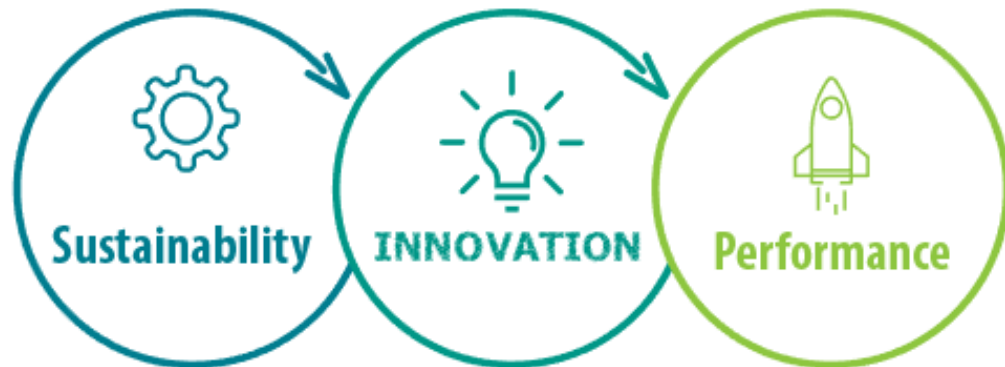
## KEY PILLARS OF CREDIT AGRICOLE EGYPT 2025 MTP



# CRÉDIT AGRICOLE EGYPT

## OUR AMBITION

To be the bank of choice for our customers



Capitalizing on innovation and sustainability, we aim at offering excellence in customer relationship and create value for all our stakeholders.



# CRÉDIT AGRICOLE EGYPT

## A UNIVERSAL BANKING MODEL DRIVEN BY RELATIONSHIP EXCELLENCE

### INDIVIDUALS

A segmented approach to support all our customers with the appropriate offer in every stage of life

*Excellence*

*Fidèle club*

*Optime*

*My First*

**WORKING  
EVERY DAY IN  
YOUR INTEREST  
AND FOR  
SOCIETY**

### CORPORATE

A true banking partner, providing a comprehensive range of services and expertise to support each step of the business growth

**Large Corporates**

**Multinationals**

**Midcaps**

**SME**

 **EGYPTIAN HOUSING FINANCE CO.**  
CRÉDIT AGRICOLE GROUP  
المصرية للتمويل العقاري

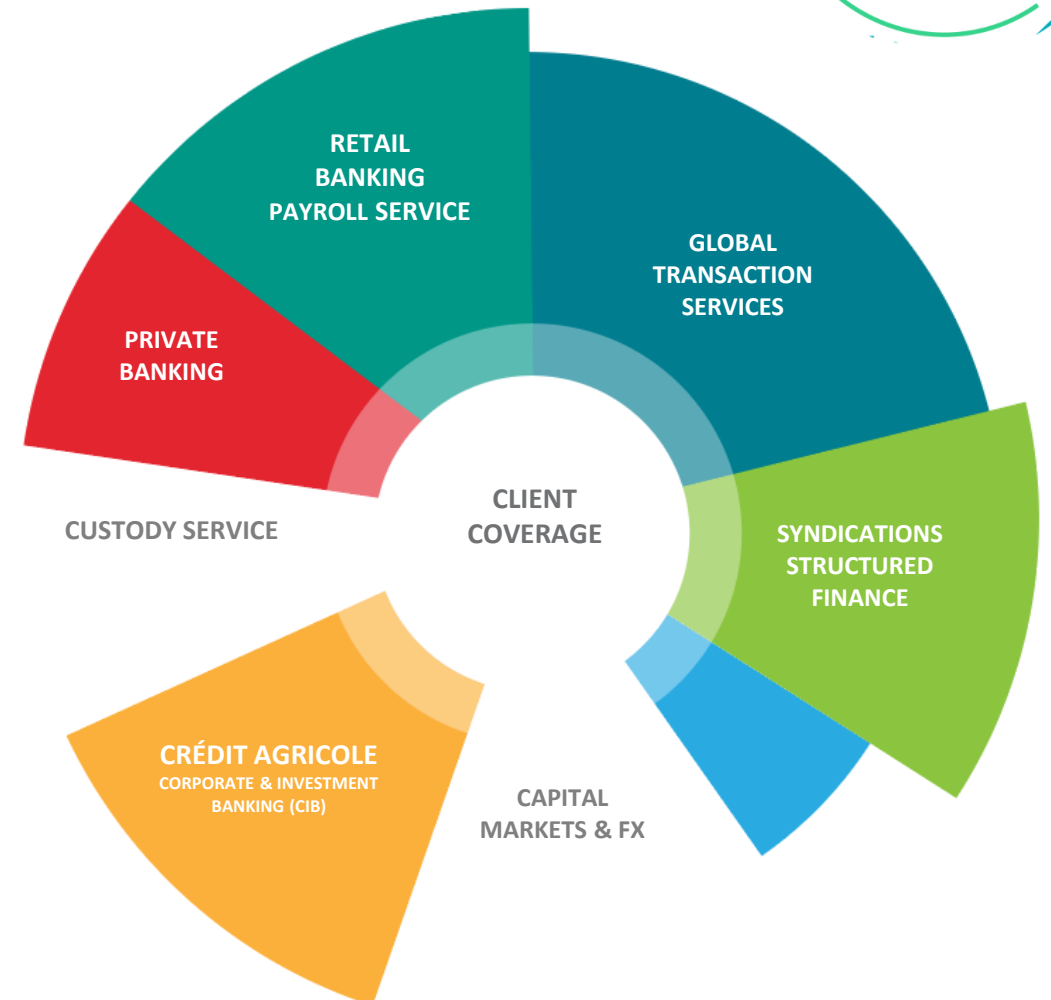
# CRÉDIT AGRICOLE EGYPT

A COMPREHENSIVE OFFER AND EXPERTISE FOR CORPORATES

5186  
Active  
Corporate Clients

## A RELIABLE BANKING PARTNER TO COMPANIES IN EGYPT

- A dedicated coverage team for each segments (Multinationals, Large Corporate, Midcaps and SME)
- A full coordination with Crédit Agricole Group's international expertise
- A diversified mix of products continuously enriched (e-commerce, leasing, payroll new offer)
- Achieving leading positions in trade finance and capital markets
- A special attention on SMEs development



# CRÉDIT AGRICOLE EGYPT

## Diversified banking channels for customers convenience



### DIGITALLY ACTIVE

1 out of 3 individual customers

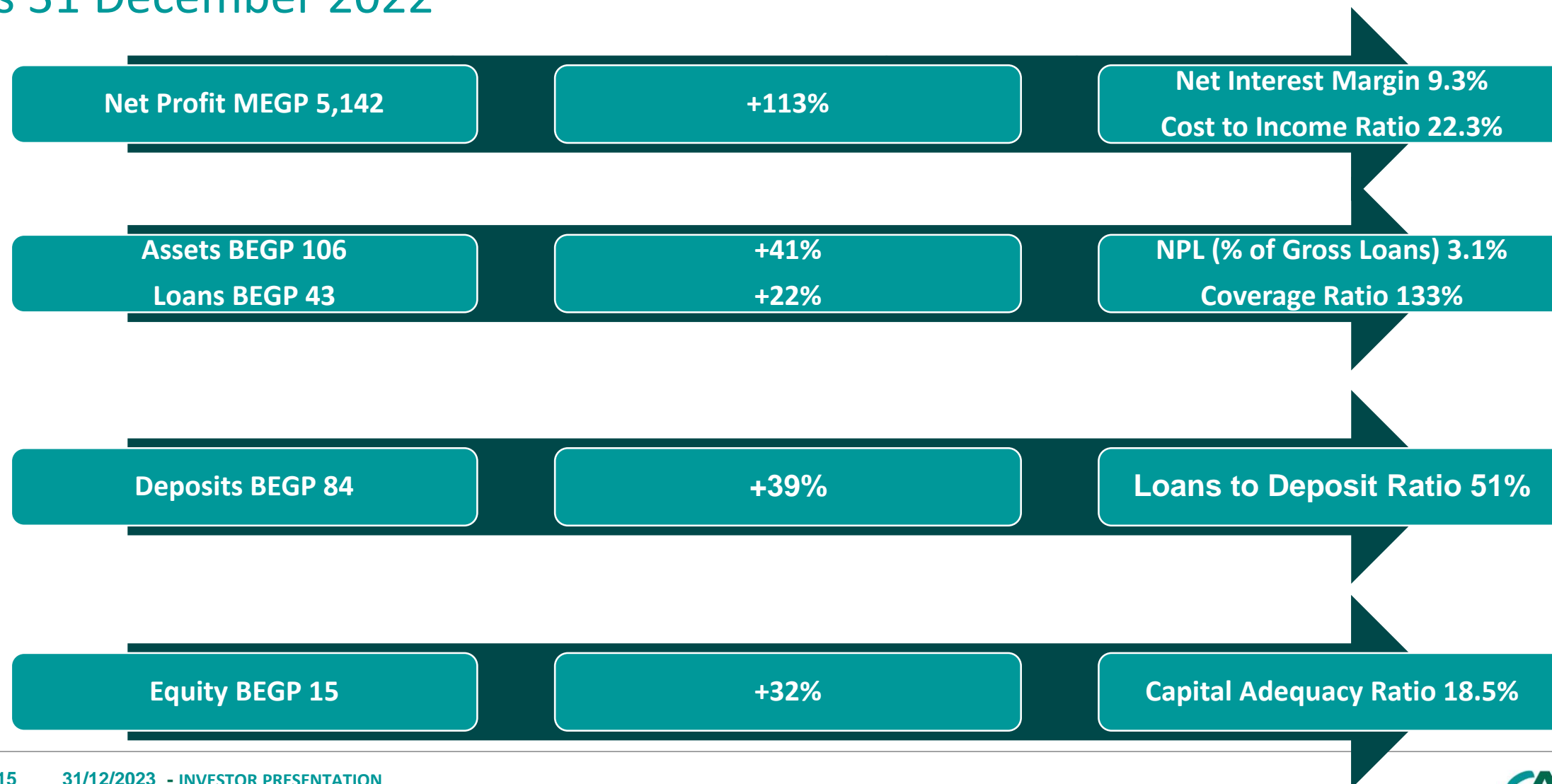
1 out of 2 companies

at 4Q 2023

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# CREDIT AGRICOLE EGYPT: Financials Highlights as at 31 December 2023 vis-à-vis 31 December 2022

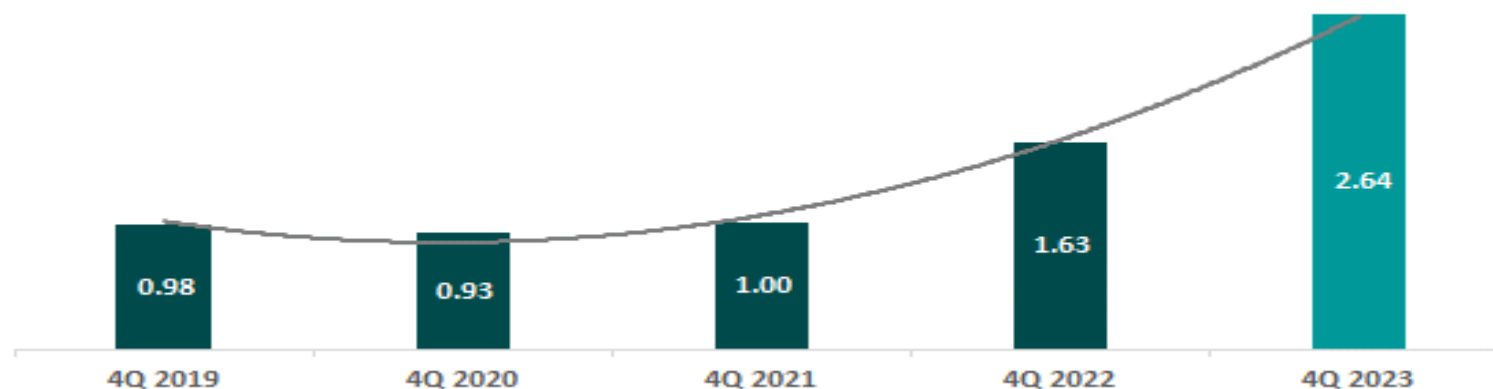


# CREDIT AGRICOLE EGYPT: Profit and Loss as of December 2023 (YoY)

Summarized P&L	12M23 MEGP	12M22 MEGP	YOY %
Net Banking Income	9,557	5,078	88%
Operating Expense	(2,130)	(1,617)	32%
Gross Operating Profit	7,427	3,461	115%
Cost of risk & Other Provisions	537	156	245%
Net Income Before Taxes	6,889	3,305	108%
Taxation including Deferred Tax	(1,747)	(886)	97%
Net Profit	5,142	2,419	113%

- Net Banking Income increased +88% YoY reaffirming the bank's commercial growth and efficient control on the cost of funding.
- The Gross Operating Income increased by 115% YoY through pro-active and efficient control on operating expenses (+32% YoY i.e. marginally lower than inflation and devaluation effects).
- Cost of Risk is less than 100 bps for the year despite sovereign downgrades driven by resilient portfolio and strong & prudent risk management framework.
- The net profit increased by 113% to reach the highest level at EGP 5,142 Bio.
- The bank continues to strategically manage the various positions on Liquidity, Foreign Exchange and Business Volumes thereby ensuring consistent growth over the years.

NBI Evolution BEGP





## CREDIT AGRICOLE EGYPT: Business Evolution, Liquidity/Basel & Financial KPI's as of December 2023 (YoY)

Busniss Volumes	4Q23 (BEGP)	4Q22 (BEGP)	YTD %
Corporate loans	32	25	27%
Retail Loans	11	10	10%
<b>Total Loans</b>	<b>43</b>	<b>35</b>	<b>22%</b>
Corporate Deposits	60	36	65%
Retail Deposits	25	24	1%
<b>Total Deposits</b>	<b>84</b>	<b>60</b>	<b>39%</b>

Liquidity / Basel KPI's	4Q23	4Q22
Capital adequacy ratio	18.5%	18.7%
Leverage ratio	8.4%	8.6%
Liquidity coverage ratio	455.3%	447.9%
Net stable funding ratio	187.3%	174.7%

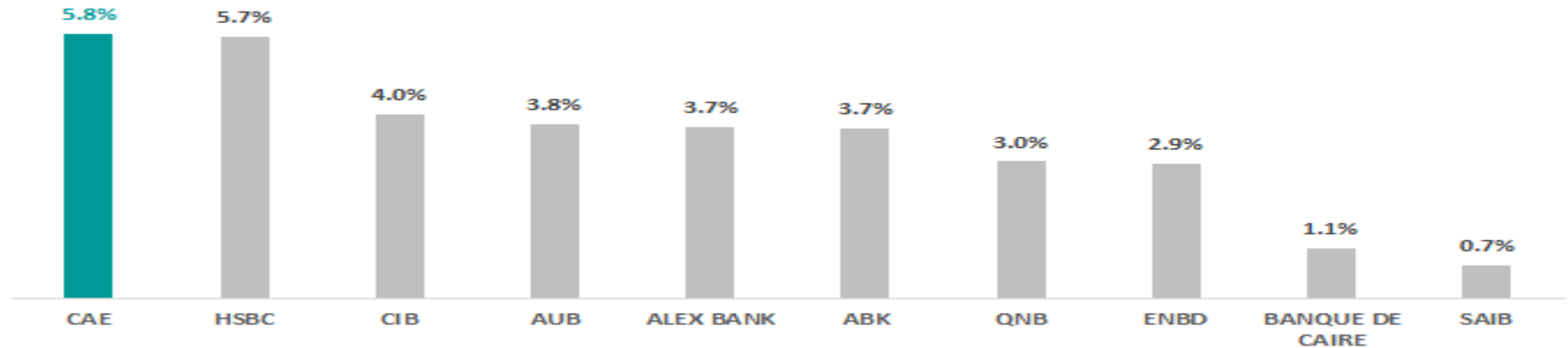
Financial KPI's	Dec-23
Assets YTD growth	34%
Gross loans YTD growth	22%
Deposits YTD growth	39%
Non Performing Loans Ratio	3.1%
Loans/Deposits Ratio	51%
CASA share	54%
Net Intrest Margin	9%
Fees/Net Banking Income	15%
Cost/Income Ratio	22%
GOP/EA	8%
ROAA	5.7%
ROAE	42.1%

- Commercial activity growth continues to be good across segments with limited impact due to the evolution of the CD market thereby providing both Corporate and Individual customers with adequate financial solutions.
- Gross Loans reached EGP 43 billion, with 22% growth YTD across segments with retail showing good momentum in Q4.
- Customer Deposits reached EGP 84 billion, with 39% growth YTD driven by strong Corporate liquidity.
- The bank's loans-to-deposit ratio Increased to reach 51% in December 2023 driven by stronger growth on the deposit side supplemented by devaluation. The bank is adequately liquid and well positioned to fund organic growth.

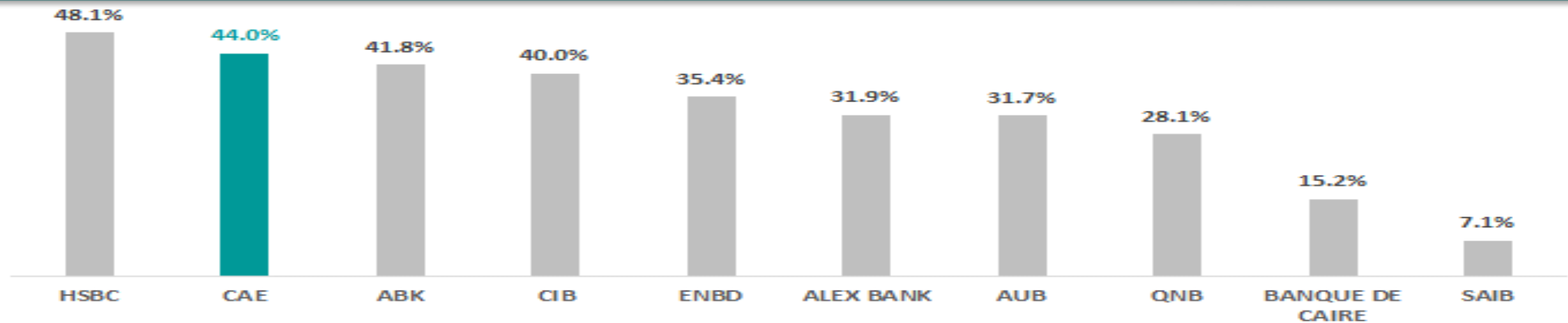
GOP: Gross operating profit  
 EA: Earning assets  
 ROAA: Return on average assets  
 ROAE: Return on average equity  
 CASA: Current account Saving account

## Banking Sector KPI'S: CAE continued to show good ROAA and ROAE among the banks operating in Egypt

### ROAA September 2023 Annualized

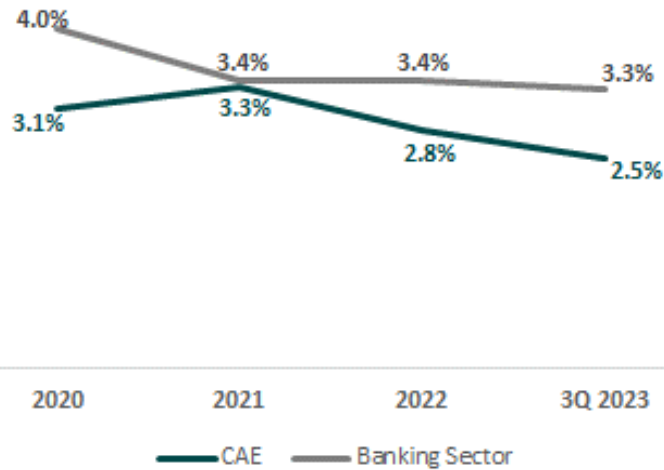


### ROAE September 2023 Annualized

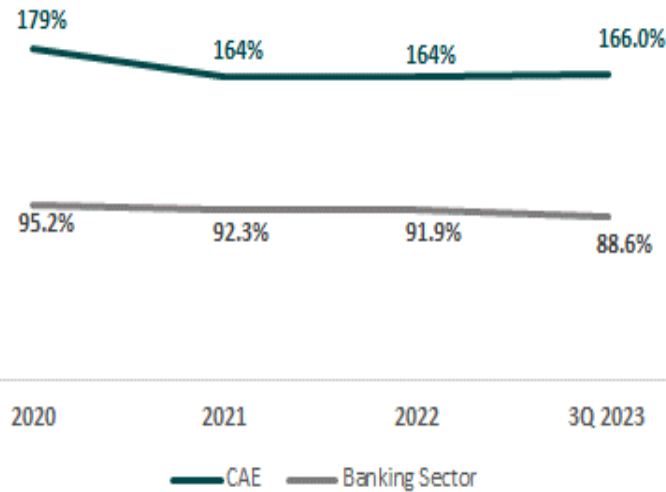


# Banking Sector KPIs: Good Asset Quality and Prudential Ratios to act as key enabler for future growth

## Non-performing loans ratio



## Coverage ratio



\*Source CBE Reports

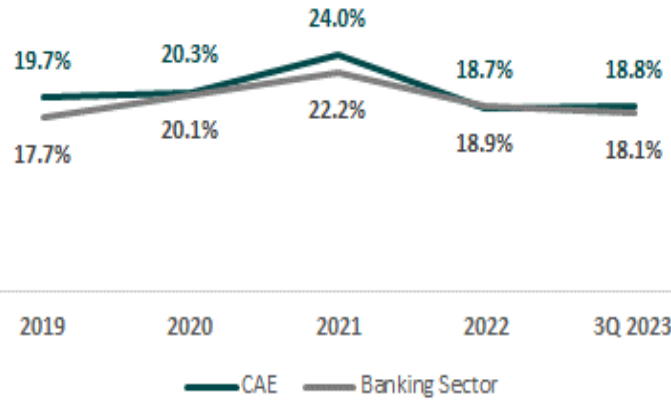
\*2023 Figures as of Sept

- CAE has a robust risk management process which ensures that the NPLs are at all times timely detected, actively managed with adequate provisions and negotiations with clients for satisfactory resolution. This is reflected in the lower than industry NPL Ratio as of September 23 to reach 2.5% vis-à-vis the industry figure of 3.3%.

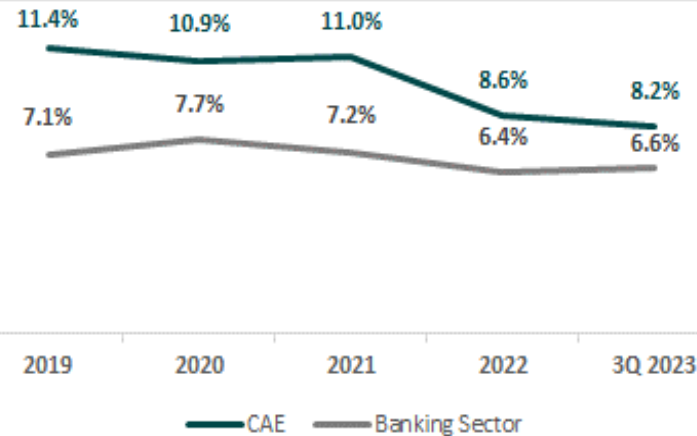
- The Provision Coverage Ratio is at 166% as of September 23 i.e. above the industry standards of 88.6%.

- In terms of Basel Norms, the bank is adequately capitalized (resilient capital structure) i.e. well over regulatory limits in relation to the primary (CAR) and supplementary (Leverage) requirements.

## Capital adequacy ratio



## Leverage ratio

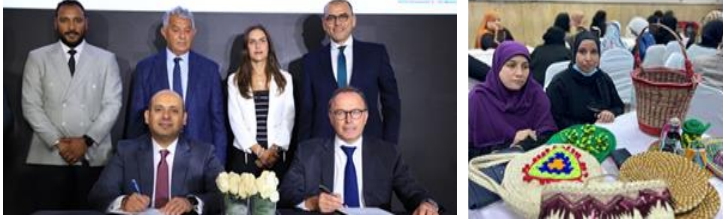


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# CA EGYPT FOUNDATION: RECENTS CSR INITIATIVES

## SOCIAL ENTREPRENEURSHIP



“Torath Initiative” that empowers marginalized calibers in the field of ethnic handicrafts who also have business entrepreneurial potential. Offers a series of training & procedures to take its participants from talented amateurs to trained and professional business owners.

## HEALTH SERVICES IMPROVEMENT



Financing the purchase of a mobile clinic and funding medical convoys for the children in orphanages/ Support Magdi Yacoub Global Heart Foundation to establish a gamma ray lab & sponsor surgeries / Equipped Central Sterilization Unit at the 1st hospital for burns in Egypt.

## SUPPORT AND EMPOWER WOMEN ECONOMICS



Partnering with the Ministry of Social Solidarity and the French Development Agency, Sawiris Foundation and Arborus Association to support and sponsor ‘Women Pioneers’ program.

## RAMADAN FOOD BOXES PACKING



Supporting families in need, CAE’s donated 3000 food boxes with essential food goods during Ramadan. This comes as part of CAE’s partnership with “Resala” NGO to distribute to unprivileged areas.

## FINANCIAL INCLUSION



On ground activities in Universities and remote area to open account to youth and women with a special offer. Development of Banki Wallet to provide basic financial services through a wallet.

## AGRICULTURE DEVELOPMENT USING CLEAN ENERGY



CA Egypt Foundation joined forces with Schneider Electric to launch an Agricultural project using clean energy sources to apply a sustainable model that puts Energy, Food, and Water Nexus Model into action in unprivileged villages.

# CA EGYPT SUSTAINABILITY ACTIVITIES

## Sustainability Day

In the occasion of celebrating the Sustainability Day globally, CAE hosted it's 1st full-fledged on-ground activation for all employees under the theme of Sustainability and ESG.

An activation that takes our employees through a journey of capacity building with different stages of learning, engagement and interactivity.

More than 250 employees enjoyed a full day of engaging activities, experimenting different sustainability games from recycling, city life, to SDGs puzzle and energy cycling.



## CONNECT WITH US

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# THANK YOU