

# CBZ HOLDINGS LIMITED

**2011 THEME:**

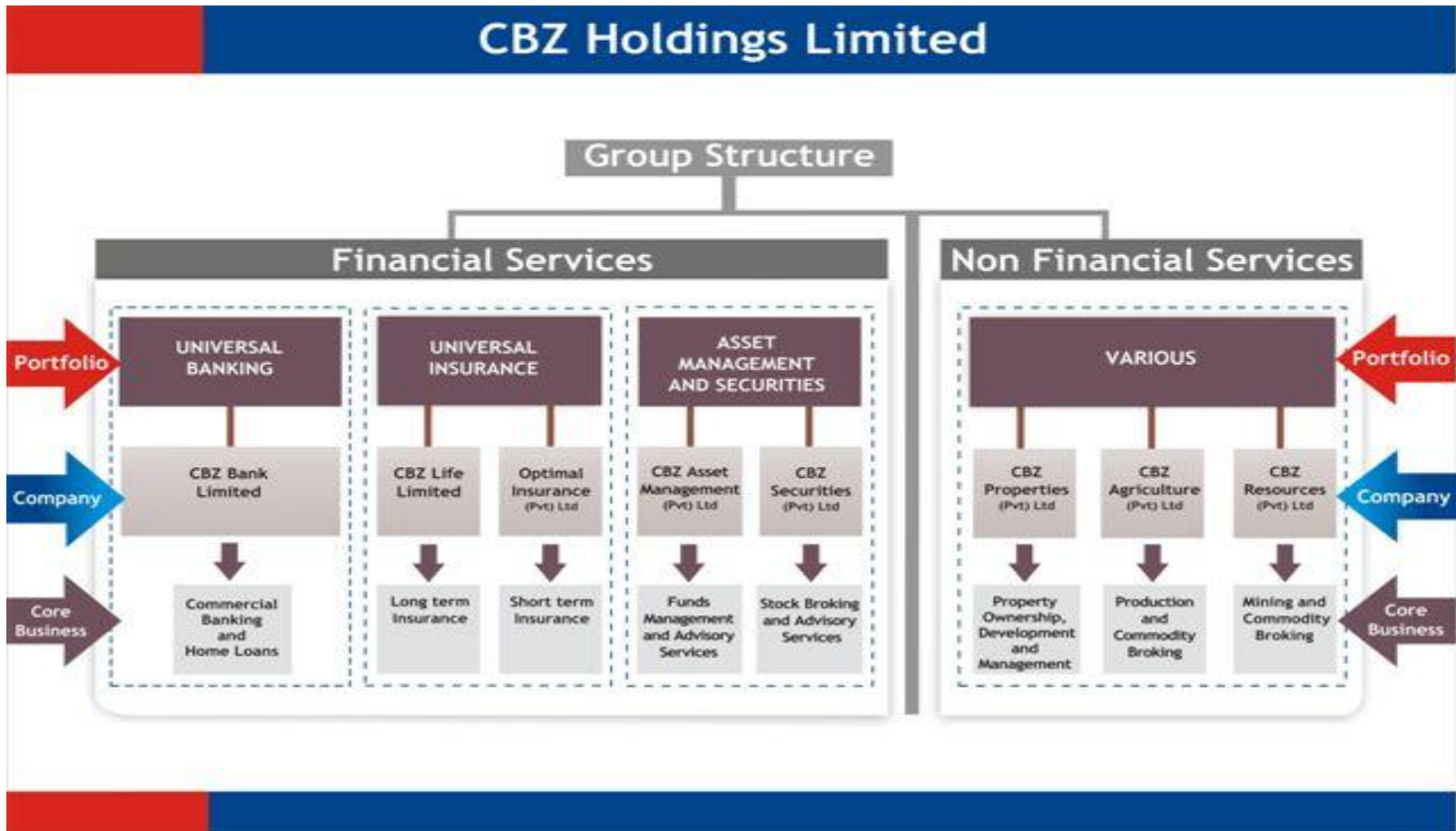
***“GROWTH THROUGH  
DIVERSITY”***

# **CBZ HOLDINGS**

## **AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31 DECEMBER 2010**

### **ANALYSTS BRIEFING 30 MARCH 2011**

# GROUP STRUCTURE



Growth Through Diversity

# CBZ HOLDINGS LIMITED BOARD OF DIRECTORS

- |                     |                  |
|---------------------|------------------|
| 1. L Zembe          | Chairman         |
| 2. J G Osterberg    | Vice Chairman    |
| 3. D Mutambara      | Lead independent |
| 4. A Lowe           |                  |
| 5. T Bere           |                  |
| 6. D Govere         |                  |
| 7. R Nhamo          |                  |
| 8. G Taputaira      |                  |
| 9. M H Nanabawa     |                  |
| 10. F M Dernawi     |                  |
| 11. M O I Ben Ghali |                  |
| 12. N Makuvise*     |                  |
| 13. J P Mangudya *  | Alternate        |
| 14. V M Chasi*      | Secretary        |

**\* Executive**

# STRENGTH & STABILITY

Capital

Size

Asset Base

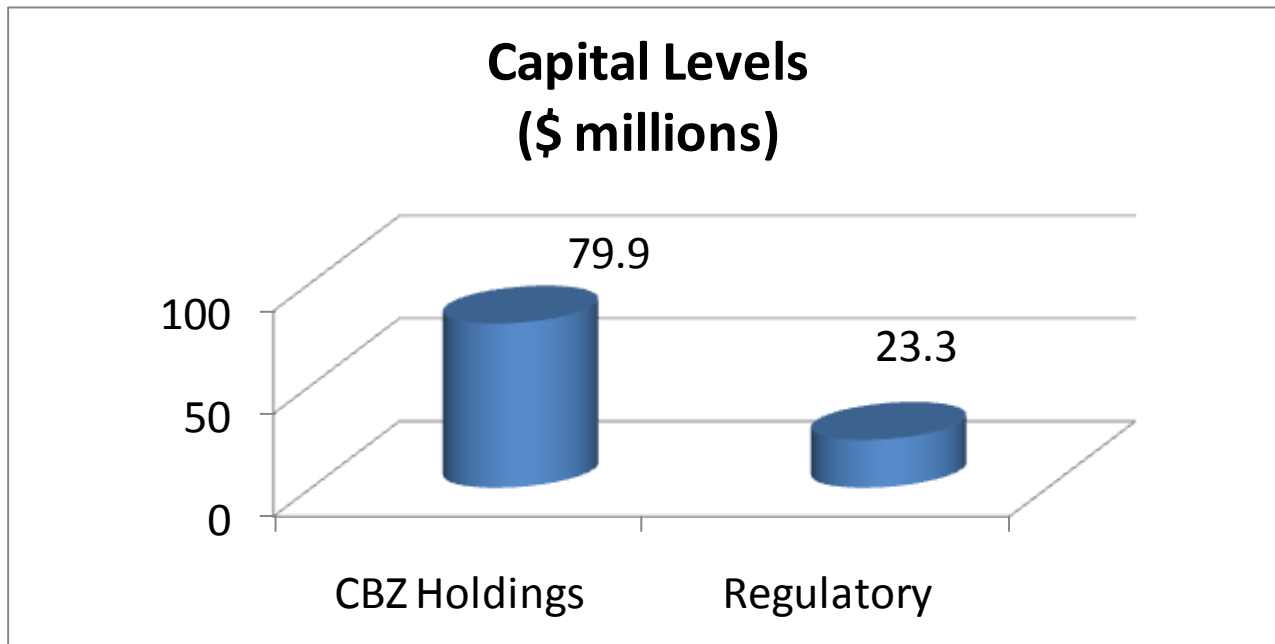
Growth Through Diversity



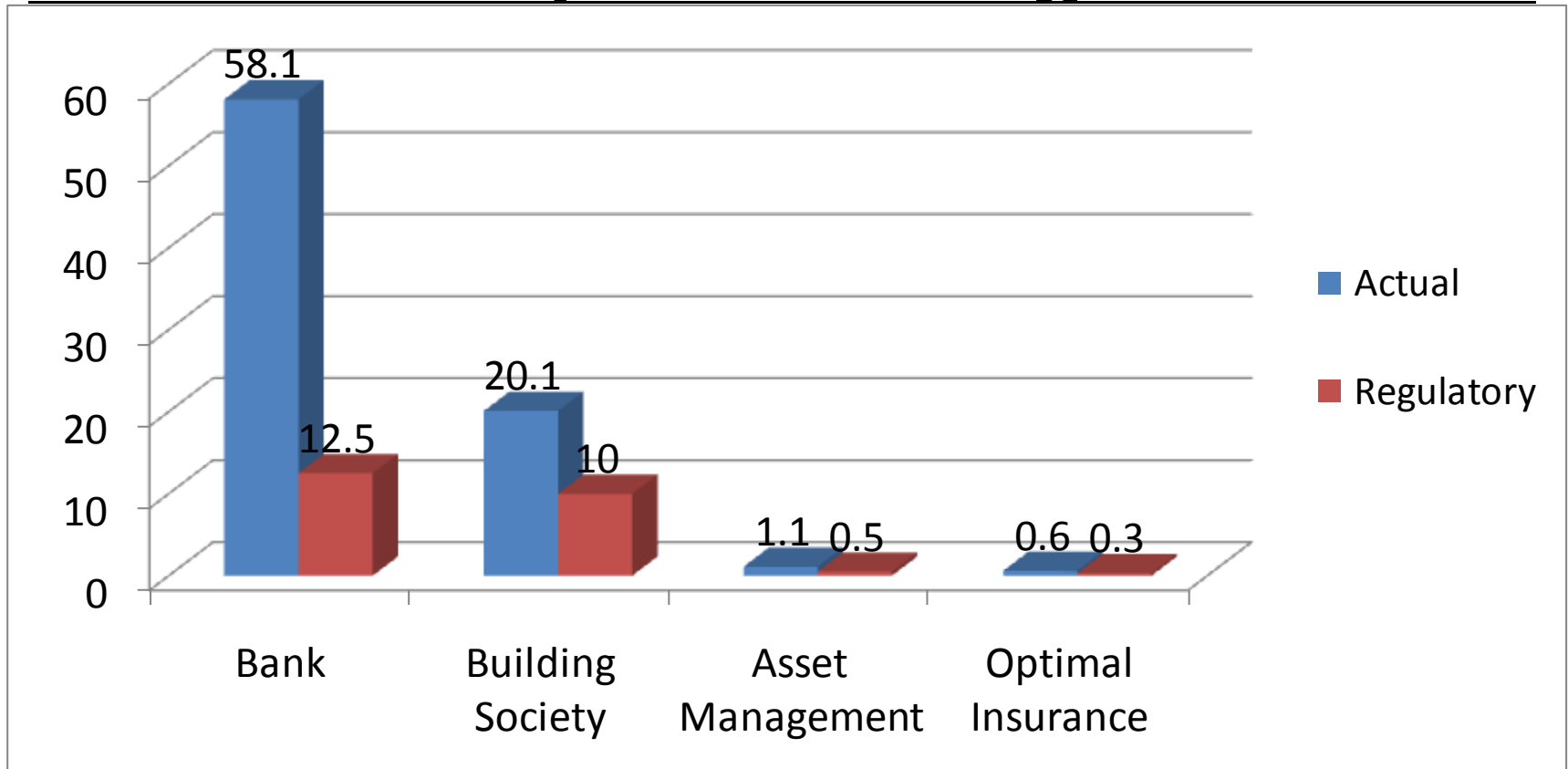
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# CAPITAL

The Group is fully capitalised as shown in the table below. (Regulated entities)



# Minimum Capital Per Regulated Unit



# SIZE

- Group total branches 58
- Group total ATMs 89
- Group total POS machines 419
- Number of active accounts 153 602
- Number of staff members 1 287



# 2010 Successes

- Amalgamation of the Bank and Building Society.
- Launch of CBZ Life Insurance.
- Penetration into the international debt markets.

# FINANCIALS

Growth Through Diversity

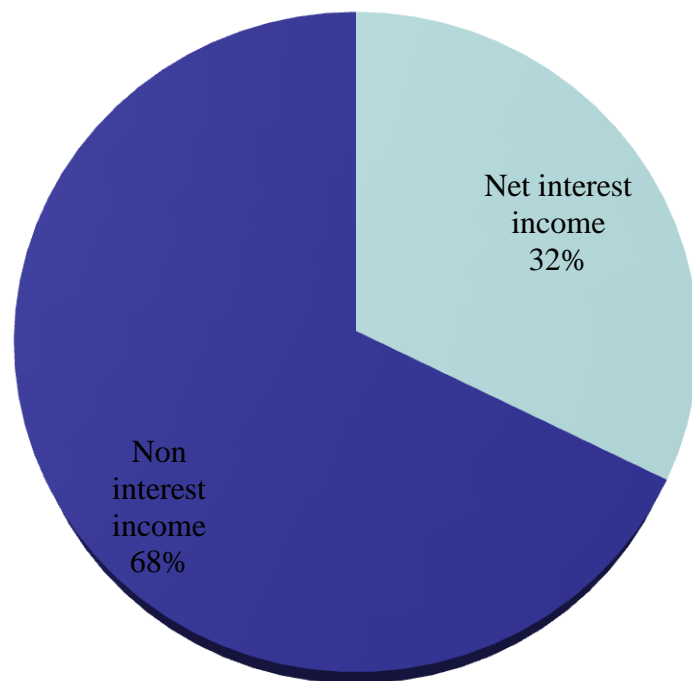


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# CONSOLIDATED FINANCIAL HIGHLIGHTS

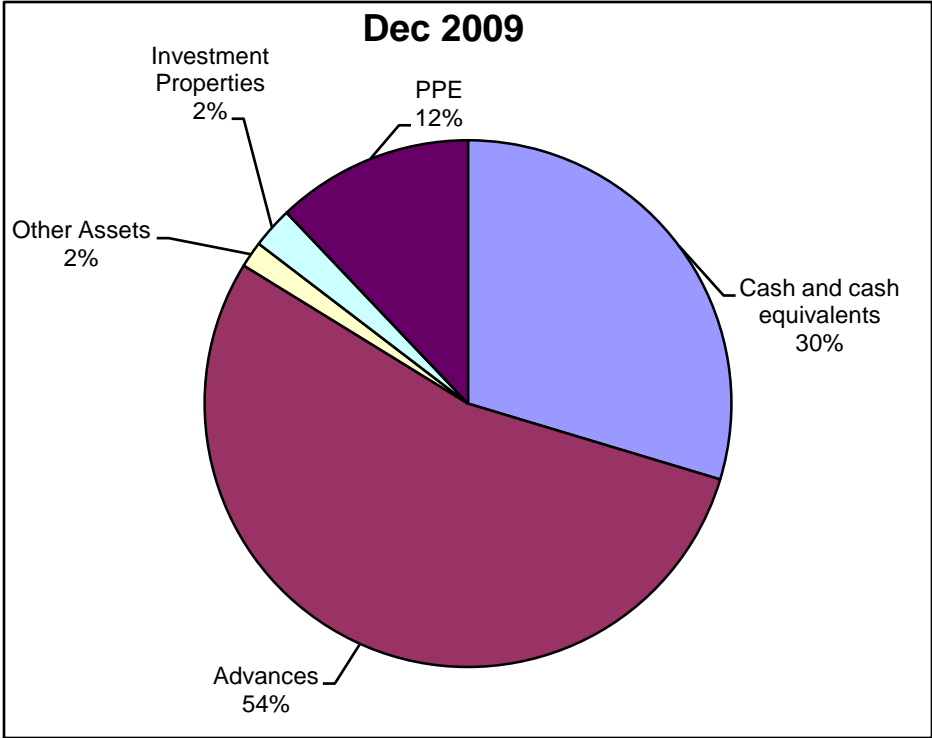
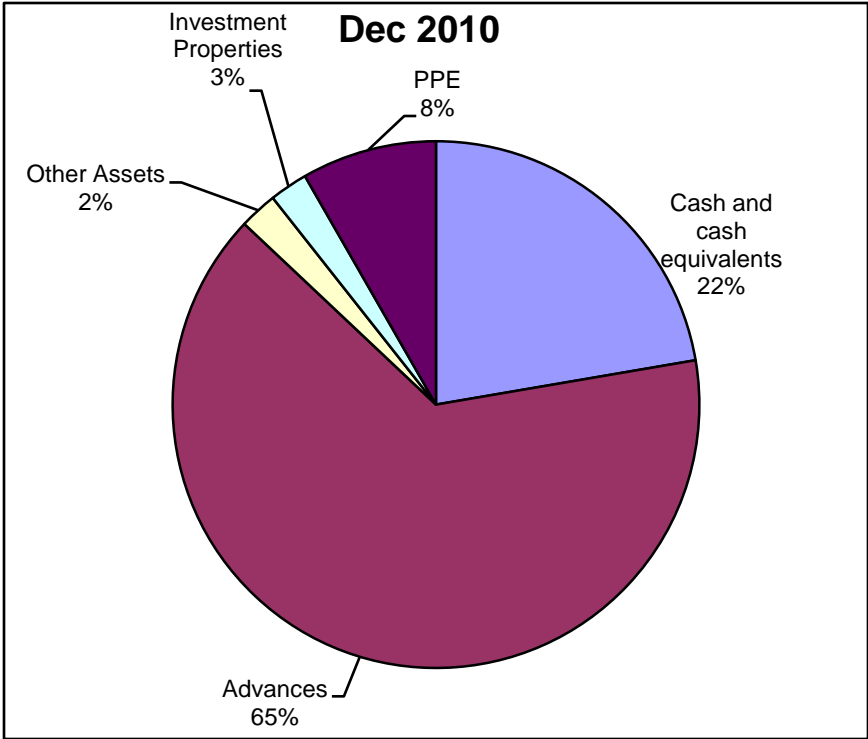
	2010	2009	% Change
	US\$ million	US\$ million	
Total Income	81.6	41.7	96
Profit before tax	25.5	12.1	111
Profit after tax	17.6	8.1	117
Total assets	686.9	452.3	52
Total deposits	578.4	360.8	60
Total advances	444.6	245.0	82
Basic EPS (cents)	2.8	1.3	115

# Consolidated Income Mix

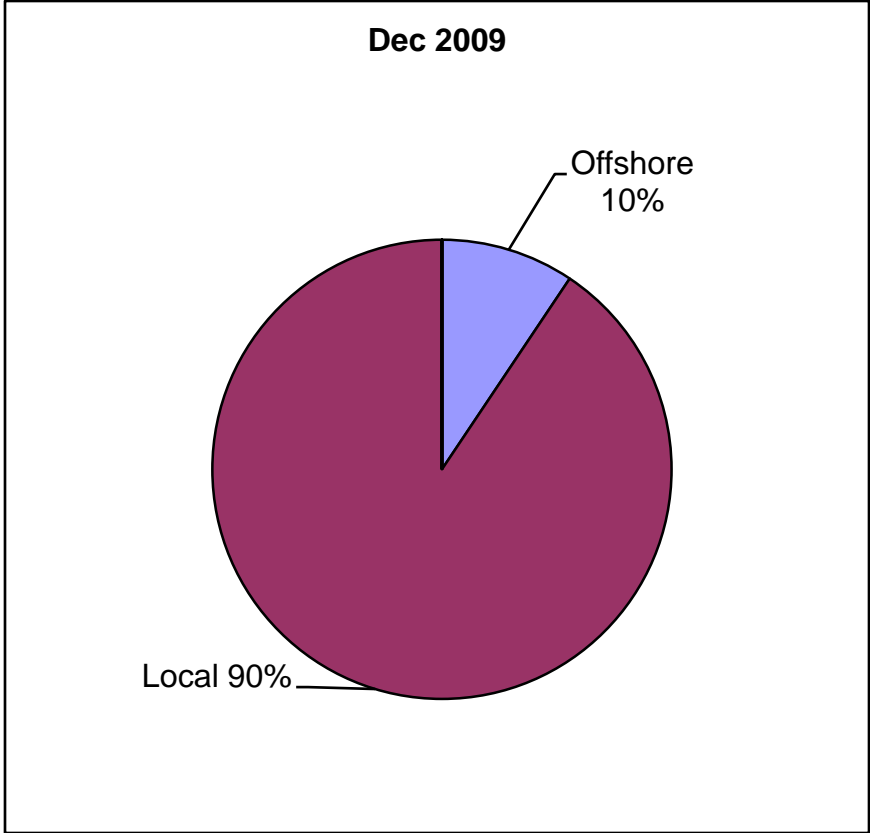
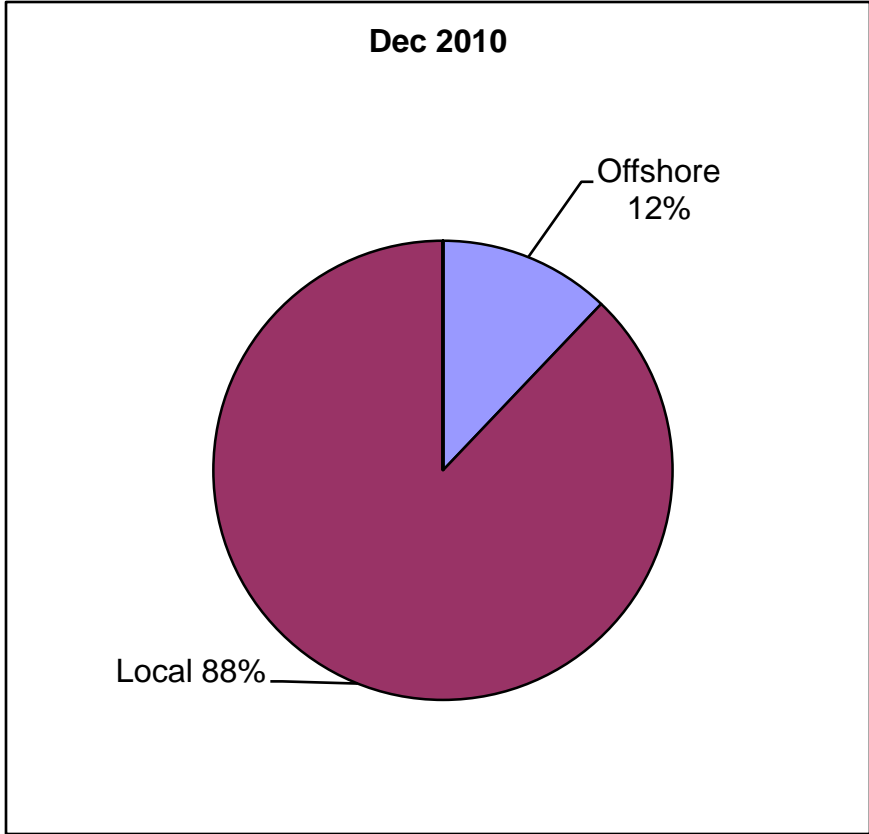


	Contribution to Non interest income	2010 %	2009 %
1	Fair value adjustments on investment properties	1	9
2	Commission & fee income	65	51
3	Other	34	40

# Consolidated Asset Mix



# Consolidated Deposit Analysis



Off balance sheet items total \$120.6m. They consist of acceptances and guarantees.

## Consolidated Sectorial Analysis of Deposits

Sector	2010 %	2009 %
Services	21	38
Private	17	17
Manufacturing	16	16
Financial organisations	14	12
Communication	6	6
Agriculture	3	3
Distribution	16	3
Transport	2	2
Financial and invest	3	2
Construction	1	1
Mining	1	0
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Government related</b>	16	41

## Consolidated Analysis of Advances

	2010	2009
Security value (US\$m)	505	247
Security cover (times)	1.12	1.01
Provisions (US\$m)	5.1	3.5
Non performing loans (US\$m)	1.7	2.8
Coverage ratio (times)	3	1.25
Average tenure (months)	15.1	7.0



## Consolidated Sectorial Analysis of Advances

Sector	2010 %	2009 %
Private	11	6
Agriculture	27	25
Mining	2	1
Manufacturing	16	15
Distribution	26	37
Construction	3	4
Transport	3	3
Communication	2	2
Services	10	6
Financial organisations	0	1
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Government related</b>	<b>3</b>	<b>5</b>

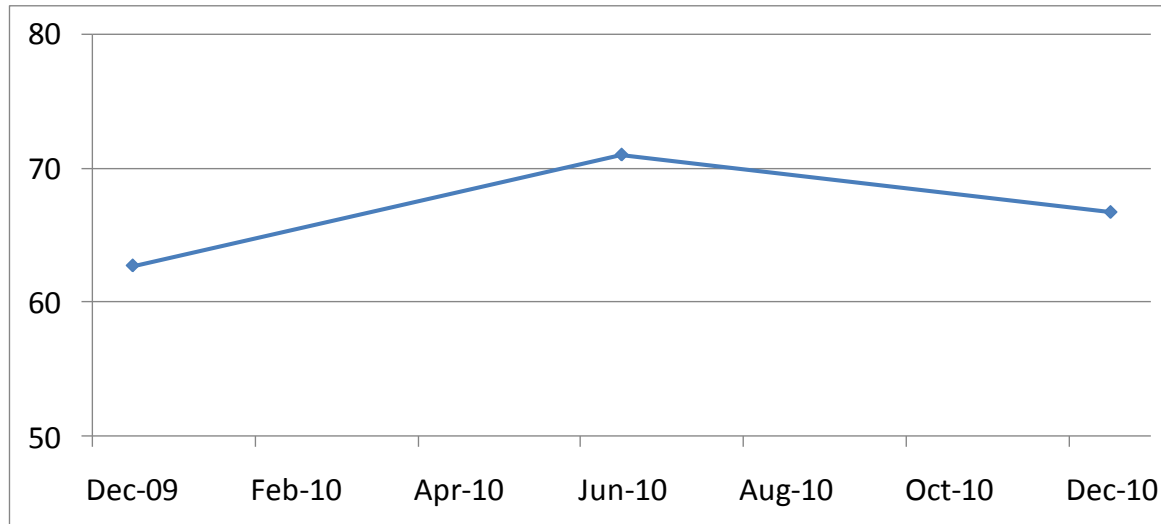
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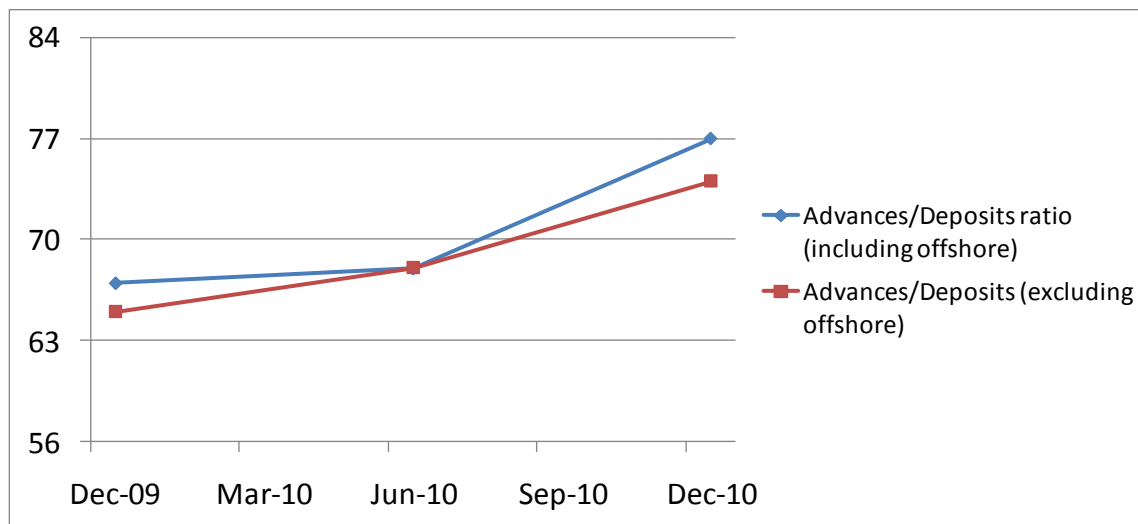
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# KEY RATIOS

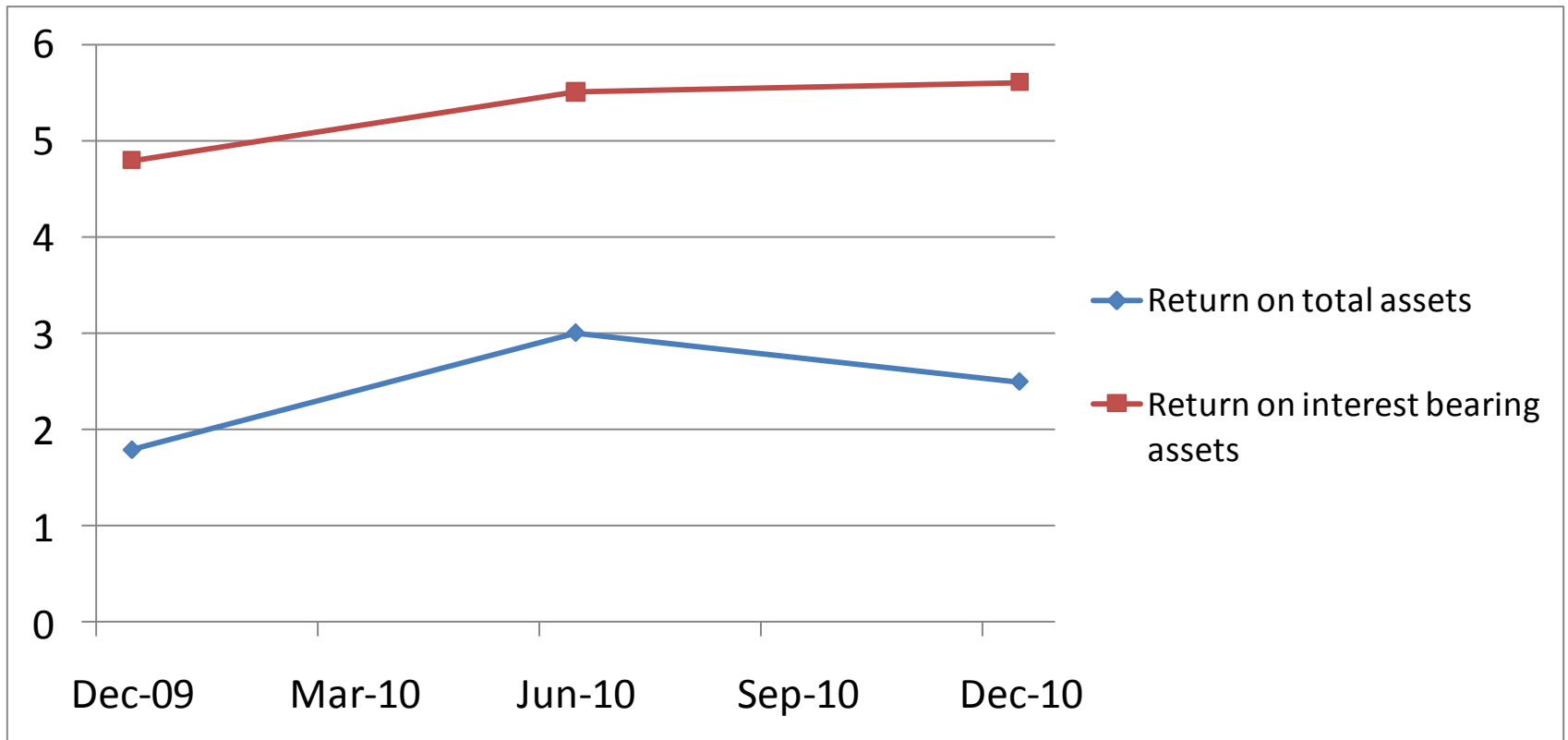
## CONSOLIDATED COST/INCOME RATIO(%)



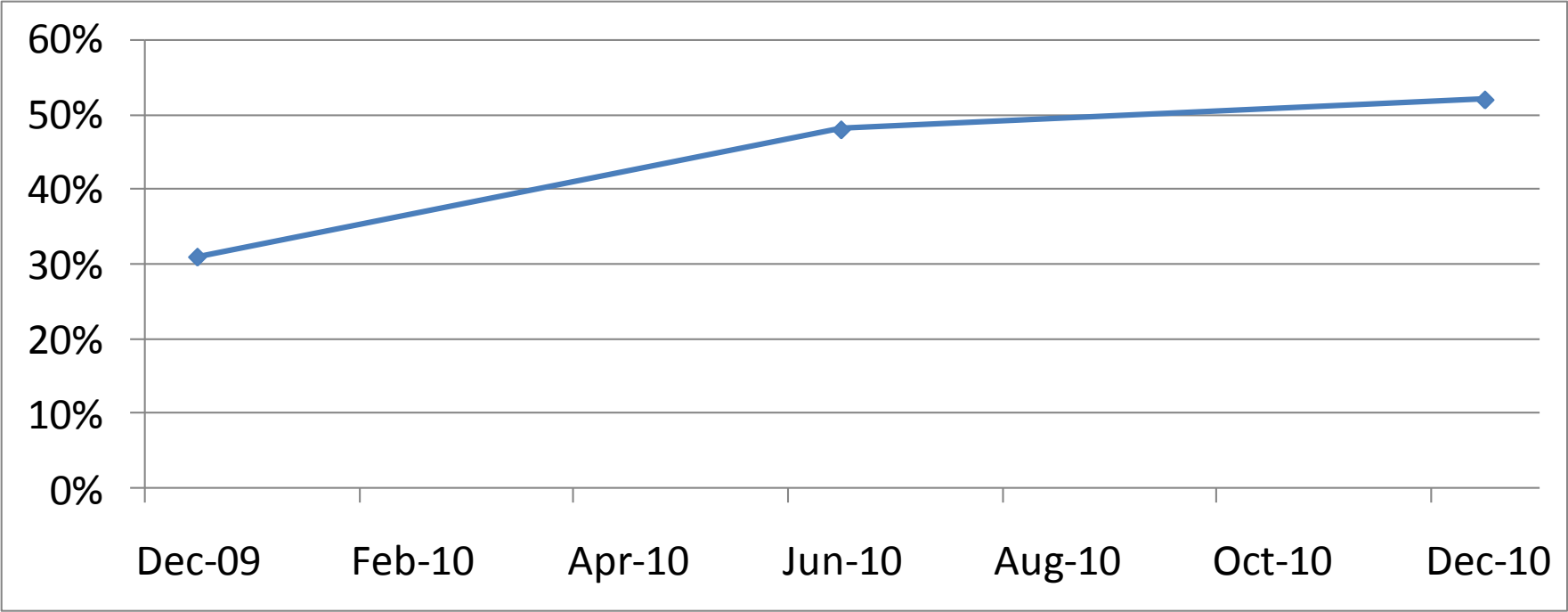
## CONSOLIDATED ADVANCES TO DEPOSIT RATIOS



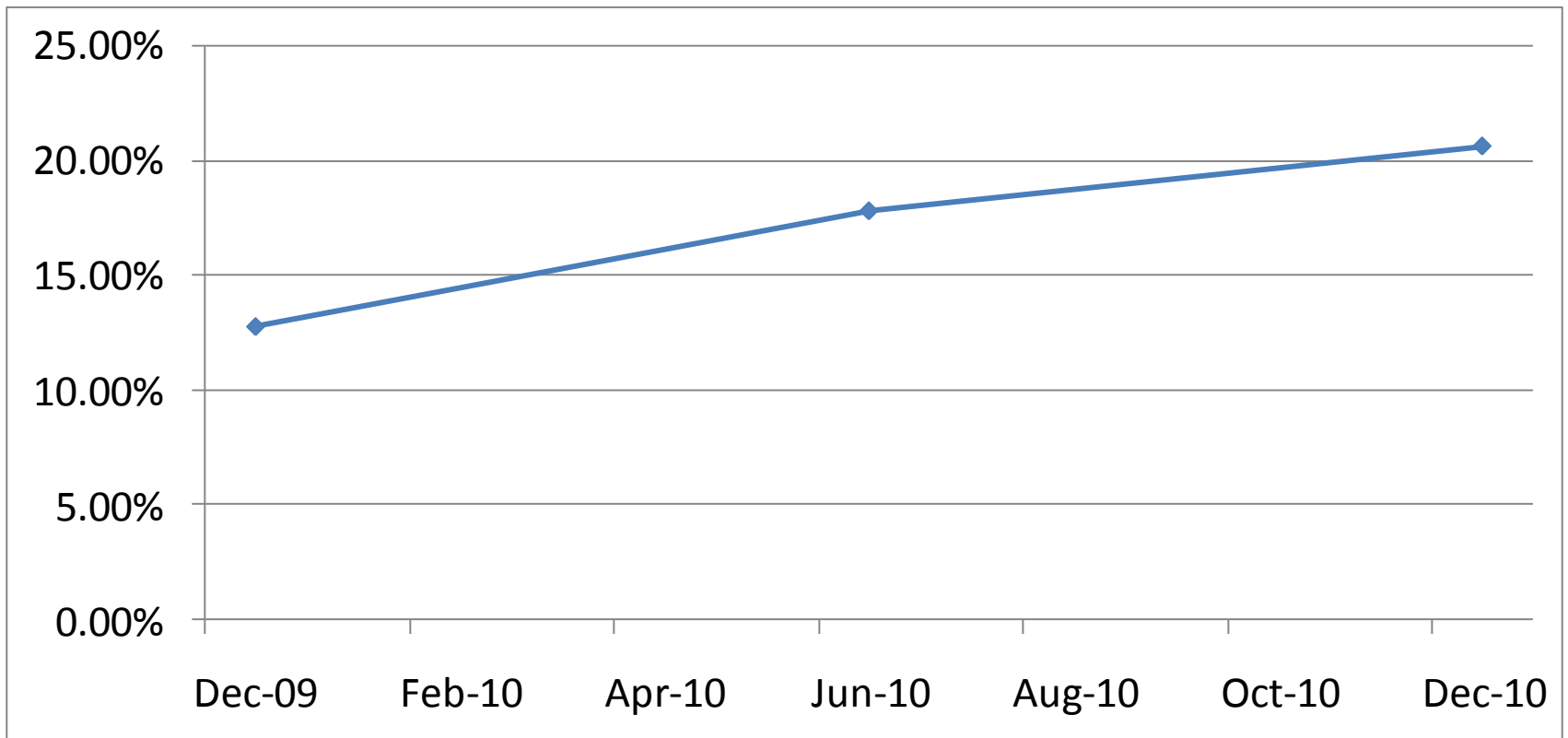
# CONSOLIDATED RETURN ON ASSETS



# CONSOLIDATED INSURANCE PREMIUM RETENTION RATIO



## CONSOLIDATED RETURN ON EQUITY

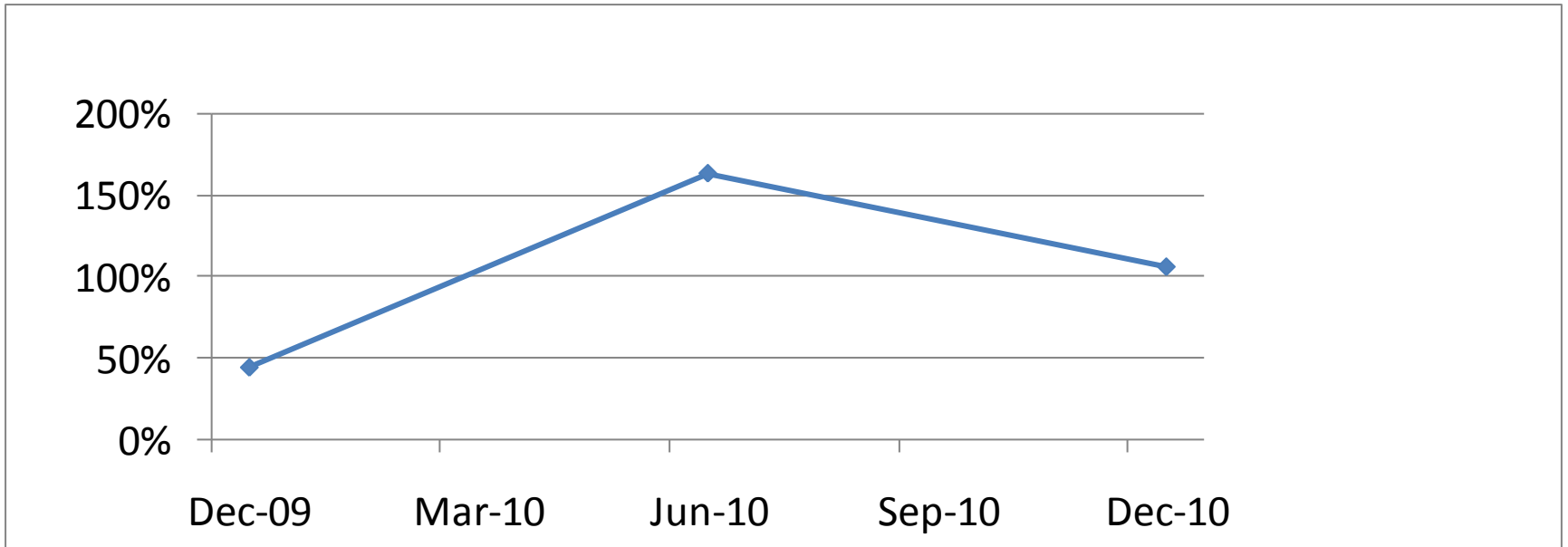


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## FIXED COSTS/FIXED INCOME RATIO





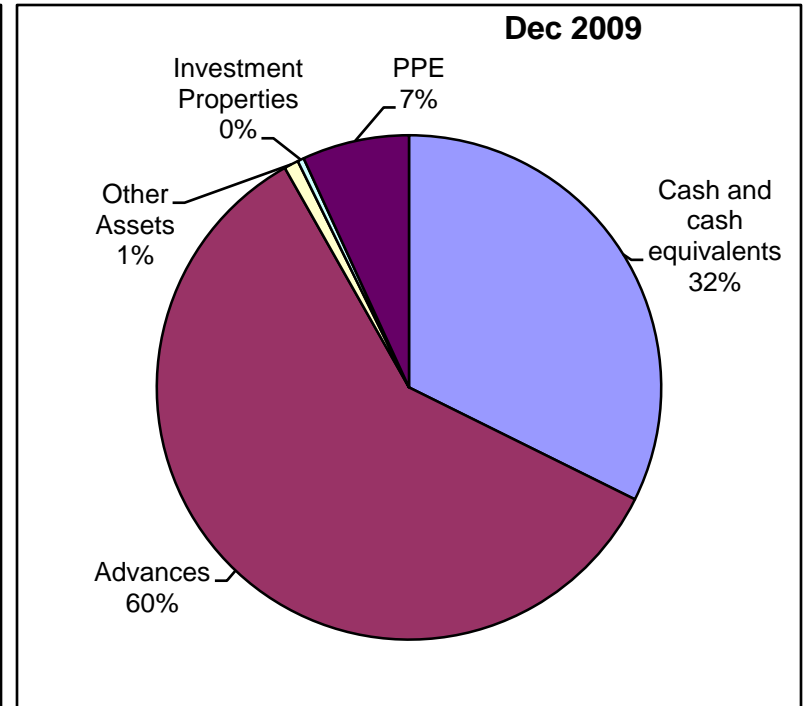
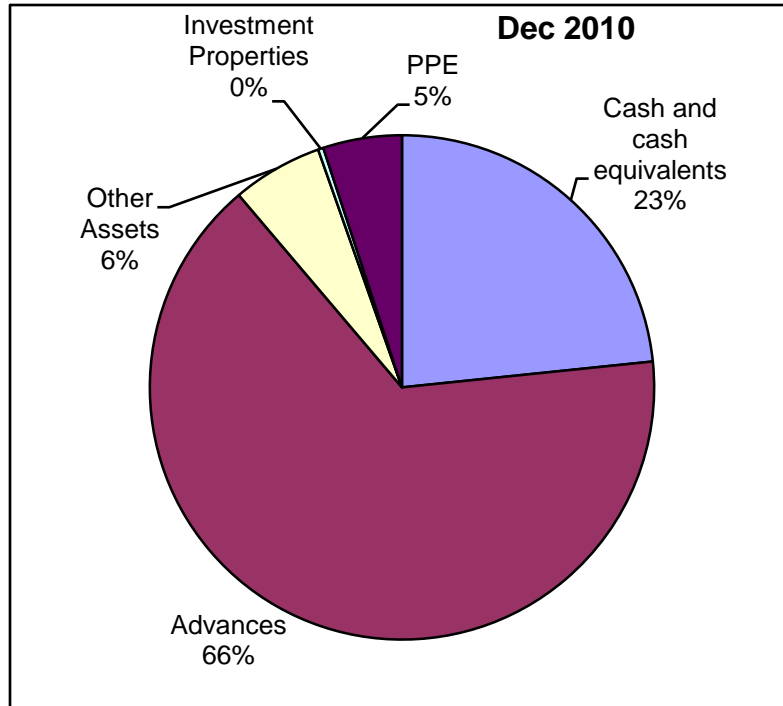
# SUBSIDIARY UNITS' PERFORMANCE

# CBZ BANK LTD

- Summary

	2010	2009	% Change
	US\$ million	US\$ million	
Total income	72.2	34.0	112
Profit before tax	29.5	11.7	152
Profit after tax	20.9	7.9	165
Total assets	649.7	405.2	60

# ASSET MIX



# CBZ BANK MARKET SHARE ANALYSIS

	Market Share	Market Position
Deposits	27.7%	1
Advances	31.2%	1
Total Assets	21.9%	1

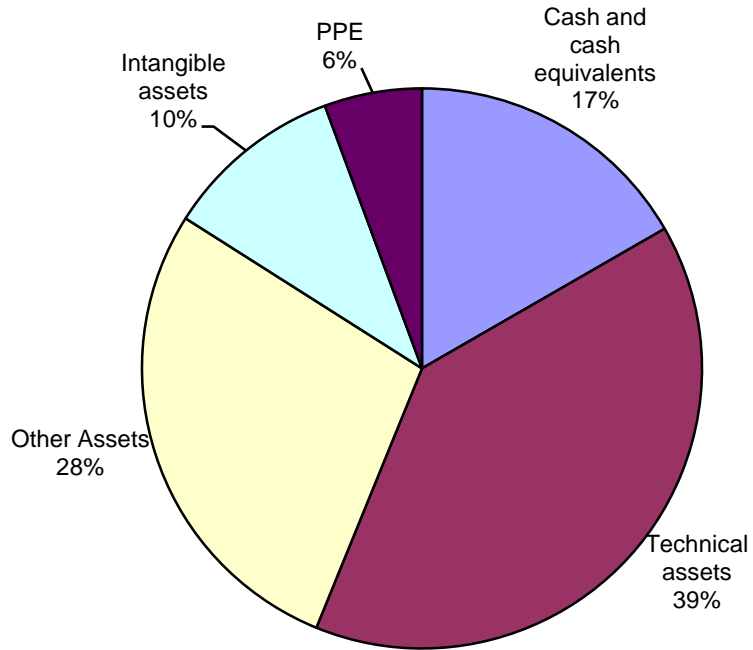
# OPTIMAL INSURANCE

- Summary

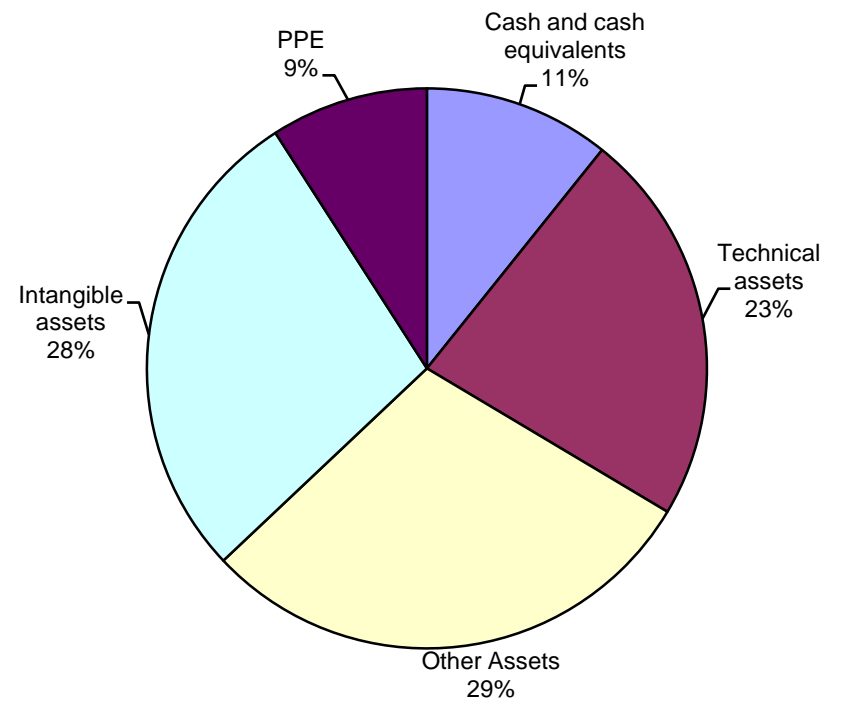
	2010	2009	% Change
	US\$m	US\$m	
Total Income	1.1	0.2	450
Profit before tax	0.3	(0.2)	250
Profit after tax	0.1	(0.1)	200
Total assets	3.2	1.1	191

# ASSET MIX

**Dec 2010**



**Dec 2009**

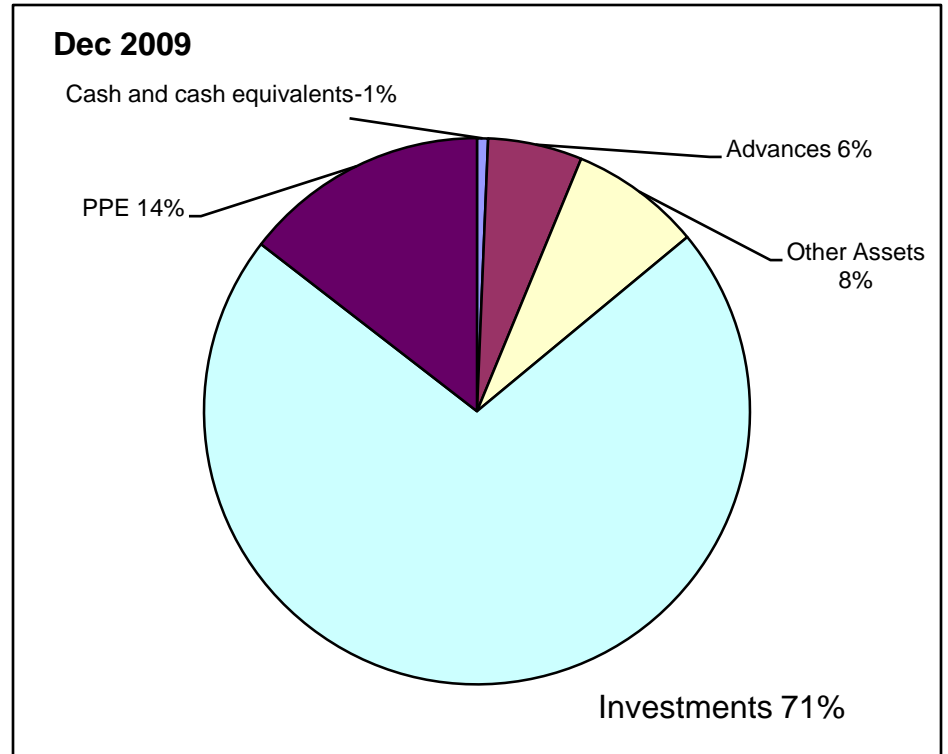
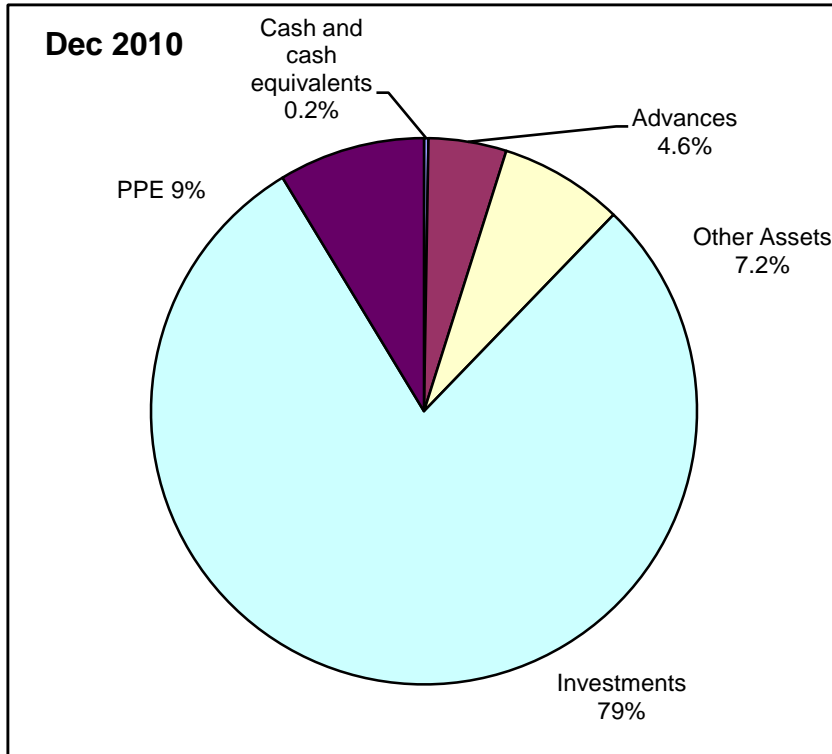


# CBZ ASSET MANAGEMENT

## •Summary

	2010 US\$m	2009 US\$m	% Change
Total income	1.1	1.8	-39
Profit before tax	(0.6)	0.7	-186
Profit after tax	(0.5)	0.5	-200
Total assets	1.7	1.5	13
Funds under management	75.6	70.1	8

# ASSET MIX





# OUTLOOK

- ❑ Diversification of income
  - Enhanced investment banking
  - Commodities – Agriculture and Mining
- ❑ Increased credit lines – long term finance
  - Micro-SMEs - BADEA
  - Increased tenor - mortgage lending (Multilateral Institutions)
  - Utilisation of the Diaspora Bond proceeds

# OUTLOOK

- Value unlocking
  - Development of properties

# NEWLANDS



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# NEWLANDS



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# DIVIDEND

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**TATENDA**

**SIYABONGA**

**THANK YOU**

# QUESTION

&

# ANSWER