



ANALYSTS BRIEFING  
9 AUGUST 2012

# PRESENTATION OUTLINE

1. Capitalisation
2. Strategic Developments
3. Financial update
4. Dividends
5. Strategic Outlook
6. Q & A Session



# CAPITALISATION



# GROUP CAPITALISATION

	30 June 2012	REQUIRED BY RBZ/ COMMISSIONER	BUFFER
Group	\$136.4M	\$23M	\$113.4M
CBZ Bank	\$103.4M	\$12.5M	\$90.9M
CBZ Asset Management	\$1.2M	\$0.5M	\$0.7M
CBZ Life	\$1.6M	\$1M	\$0.6M
CBZ Insurance	\$1.1M	\$0.3M	\$0.8M

# GROUP CAPITALISATION

	30 June 2012	REQUIRED BY RBZ 30.06.12	REQUIRED BY RBZ 31.12.12	REQUIRED BY RBZ 30.06.13	REQUIRED BY RBZ 31.12.13	REQUIRED BY RBZ 30.06.14
CBZ Bank	\$103.4M	\$12.5M	\$25M	\$50M	\$75M	\$100M

## CAPITAL STRATEGY

1. Organic growth - Profitability
2. Completion of Bank/Building Society merger



# STRATEGIC DEVELOPMENTS



# Key Strategic Developments

1. CBZ BANK
  - Launch of Cash Plus products
  - Launch of SMS alerts
2. CBZ Insurance
  - Now a top ten player in the market
3. Datvest
  - Implementation of property linked products
  - Focus on attraction of offshore investments

# Group Synergies

- Shared services and product cross selling.
- Improved efficiencies

UNITS	PRODUCT
CBZ Bank & CBZ Life	•Life assurance
CBZ Bank & Datvest	•Unit trusts •Wealth management
CBZ Bank & CBZ Insurance	•Bancassurance •Wealth management
Datvest & CBZ Insurance	•Wealth management





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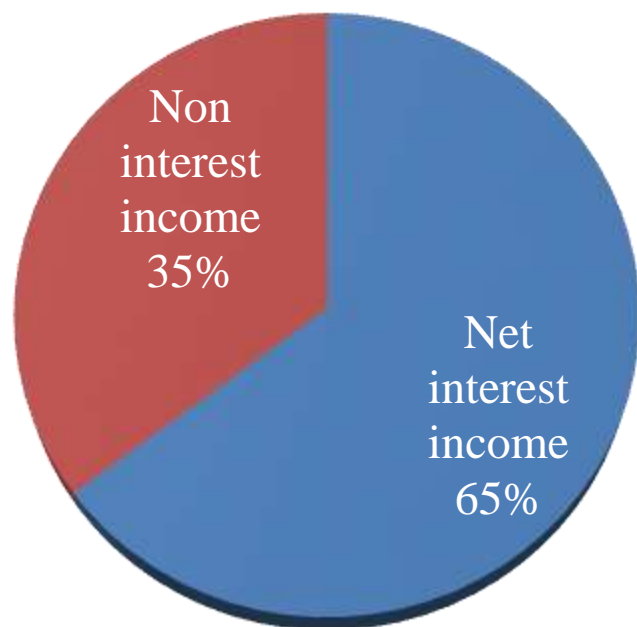
# FINANCIAL RESULTS



# Consolidated Statement of Comprehensive Income



	30 June 2012	Proportion of FY11 (%)	31 Dec 2011	30 June 2011	Y.O.Y Growth (%)
Total Income	\$64.0m	52.0	\$123.1m	\$54.8	16.8 
Gross Written Premium	\$6.4m	84.2	\$7.6m	\$4.2m	52.4 
Total Expenditure	\$37.3m	53.6	\$69.6m	\$31.0m	20.3 
Profit After Tax	\$18.3m	60.4	\$30.3m	\$13.7m	33.6 

# Consolidated Income Mix

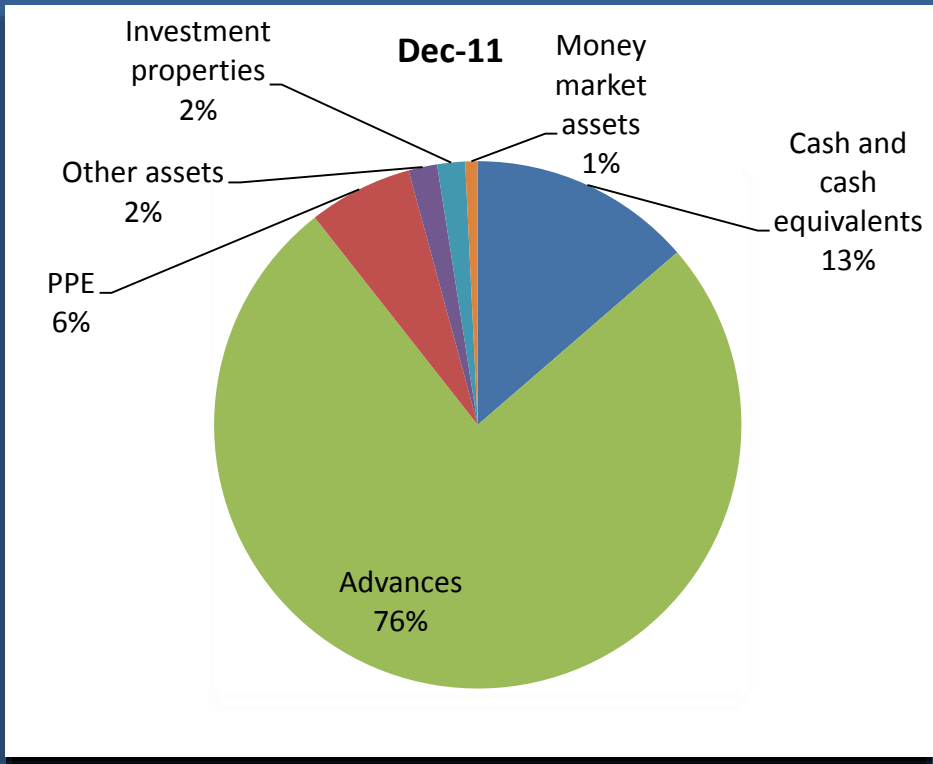
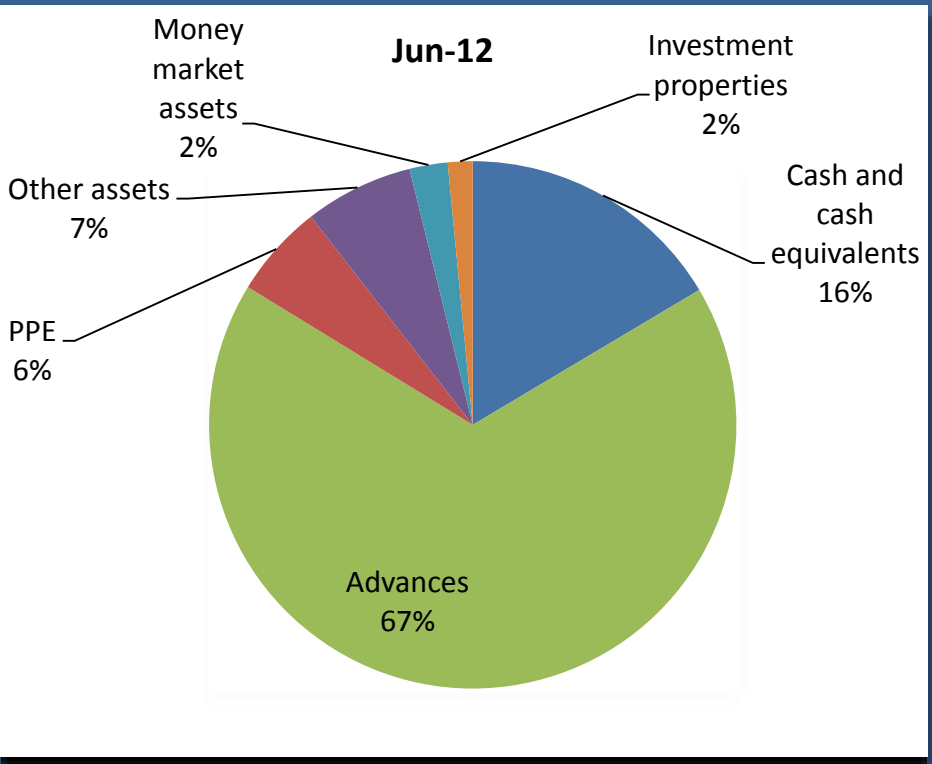


	Contribution to Non interest income	June 2012 %	June 2011 %
1	Net income from foreign currency dealings	8	14
2	Commission & fee income	16	19
3	Transaction charges	48	46
4	Other	28	21
	Total	100	100

# Consolidated Statement of Financial Position

	30 June 2012	31 Dec 2011	Y.T.D Growth (%)	30 June 2011	Y.O.Y Growth (%)
Total assets	\$1 173.6m	\$1 055.7m	11.2 	\$953.7m	23.1 
Total advances	\$789.8m	\$790.3m	(0.1) 	\$632.3m	24.9 
Total deposits	\$985.7m	\$829.9m	18.8 	\$814.7m	21.0 
Funds Under Management	\$92.0m	\$88.2m	4.3 	\$84.6m	8.7 
Insurance assets	\$3.7m	\$1.5m	146 	\$2.7m	37.0 

# Consolidated Asset Mix



# Consolidated Sectoral Analysis of Deposits

Sector	June 2012 %	Dec 2011 %
Services	20	19
Individuals	12	13
Manufacturing	12	12
Financial Organisations	26	25
Communication	6	6
Agriculture	4	3
Distribution	13	13
Transport	2	2
Financial and investments	2	4
Construction	2	2
Mining	1	1
<b>Total</b>	<b>100</b>	<b>100</b>
<b>Government related</b>	<b>15</b>	<b>12</b>

# Consolidated Analysis of Advances

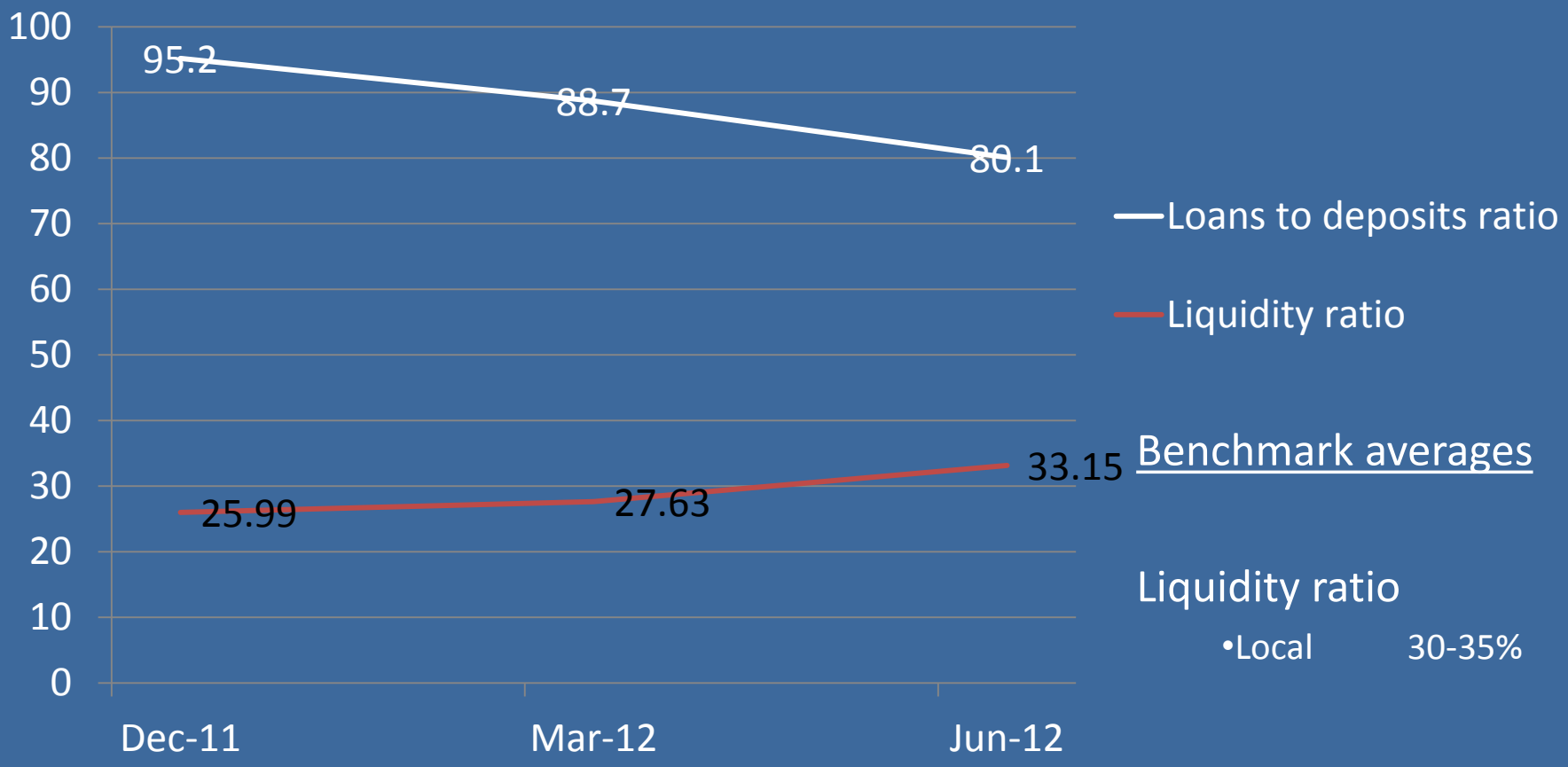
	June 2012		Dec 2011
Total advances (US\$m)	789.8		790.3
Security value (US\$m)	942.8		867.0
Security cover (times)	1.19		1.10
Provisions (US\$m)	27.8		21.7
Non performing loans (US\$m)	44.7		48.0
Coverage ratio (times)	0.62		0.45

# Consolidated Sectoral Analysis of Advances

Sector	June 2012 %		Dec 2011 %
Consumer finance	10		11
Agriculture	30		29
Mining	2		1
Manufacturing	15		14
Distribution	26		23
Construction	1		3
Transport	3		5
Communication	2		1
Services	11		13
<b>Total</b>	<b>100</b>		<b>100</b>
<b>Government related</b>	<b>0.02</b>		<b>0.2</b>



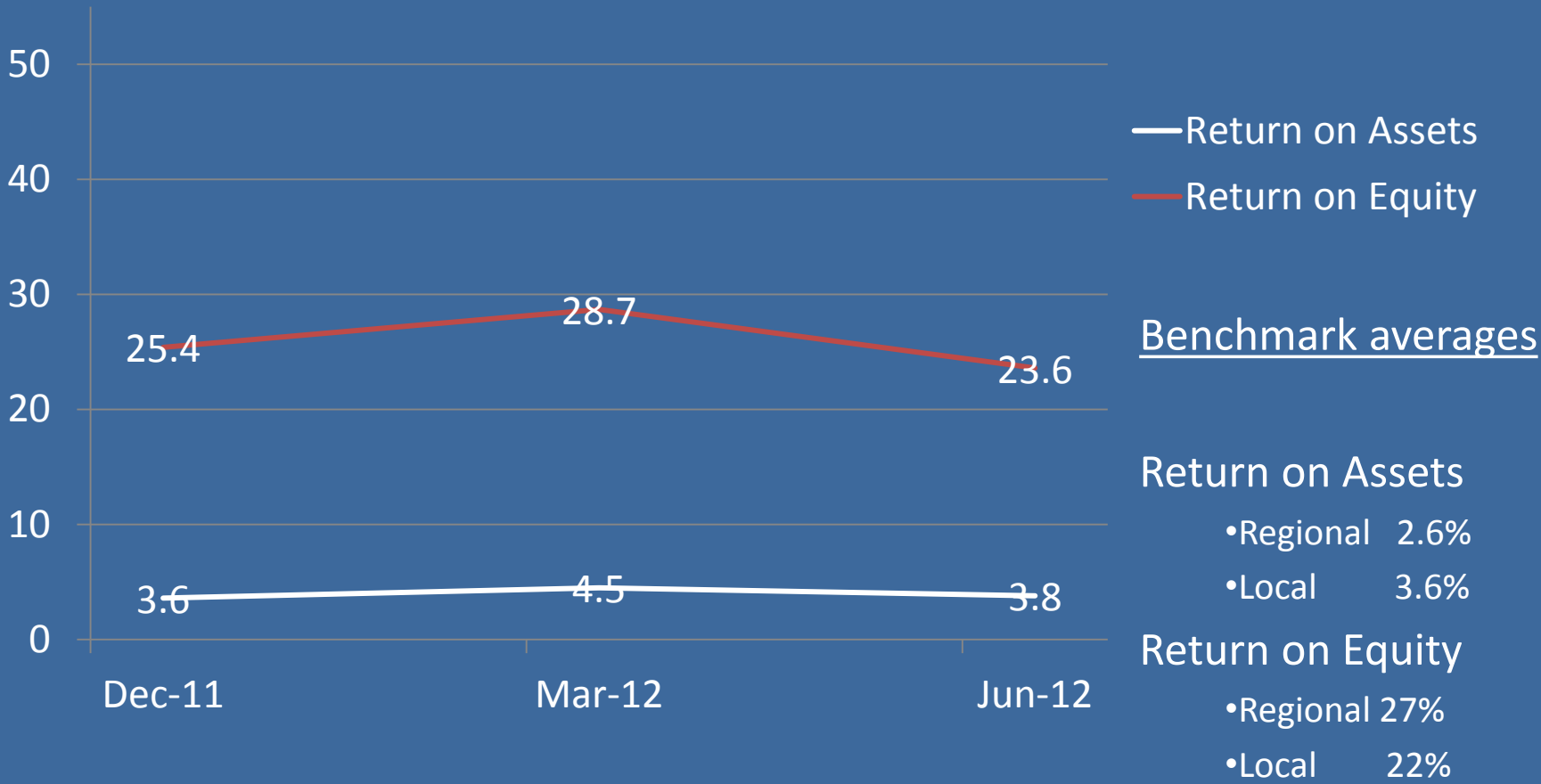
# Consolidated Ratio Analysis



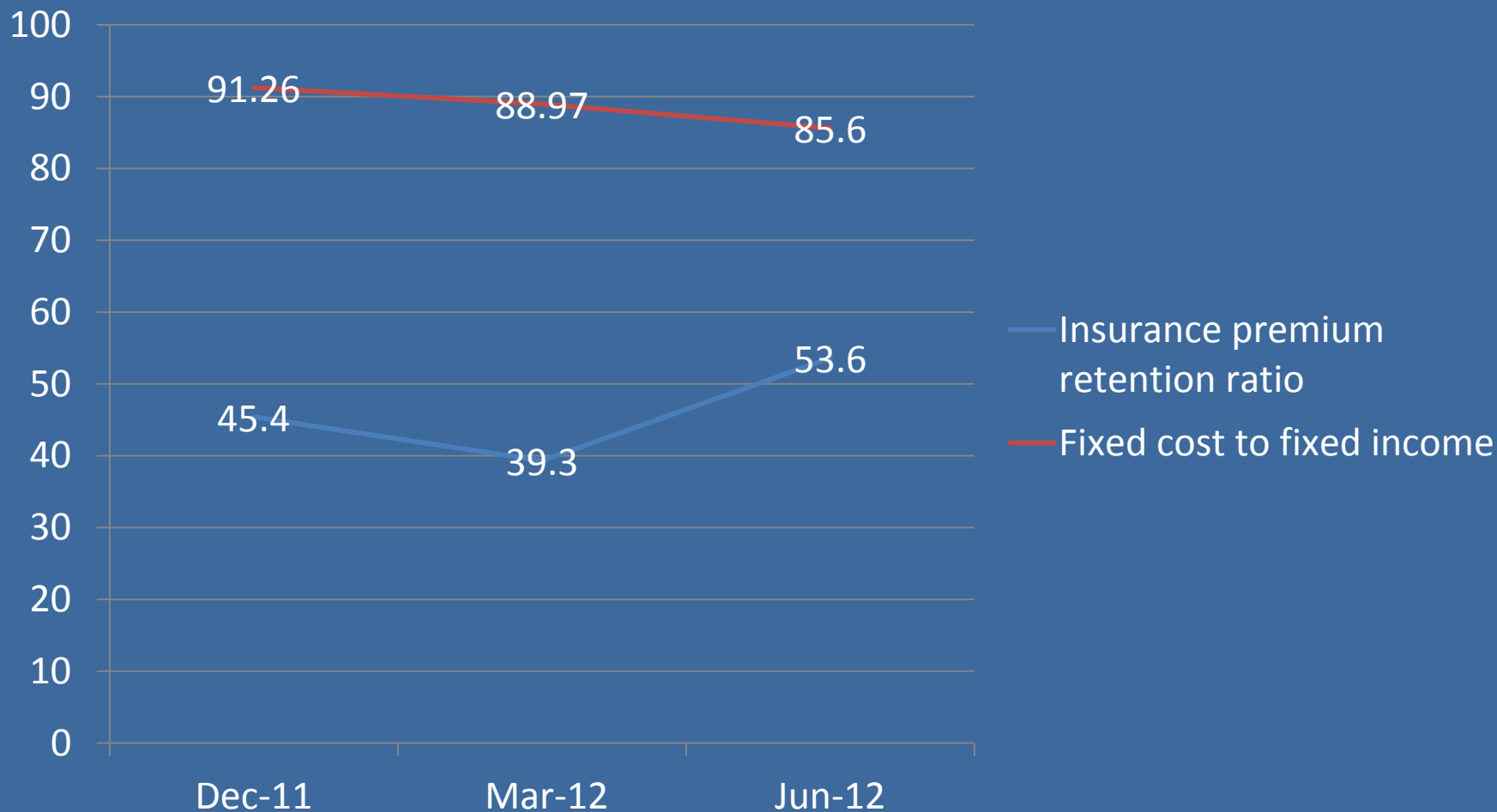
# Consolidated Ratio Analysis



# Consolidated Ratio Analysis







# Consolidated Ratio Analysis







# CBZ Bank Limited

## Summary of Statement of comprehensive income

	June 2012 US \$m	June 2011 US \$m	% change
Total income	61.9	53.1	16.6 
Operating expenditure	36.0	29.0	24.1 
Profit before tax	22.8	19.6	16.3 
Profit after tax	18.2	14.1	29.1 





# CBZ Bank Limited

## Summary of Statement of Financial Position

	June 2012 US \$m	Dec 2011 US \$m	% change
Total assets	1 150.3	1 043.0	10.3 
Shareholders' funds	122.4	112.3	9.0 
Total advances	789.8	790.4	(0.1) 
Total deposits	986.6	831.2	18.7 




# CBZ Life (Pvt) Limited

## Summary of Statement of Comprehensive Income

	June 2012 US \$m	June 2011 US \$m	% change
Net written premium	1.6	0.2	700 
Underwriting profit	0.9	0.01	8 900 
Profit before tax	0.4	(0.04)	1 100 
Profit after tax	0.4	(0.03)	1 433 

# CBZ Life (Pvt) Limited





## Summary of Statement of Financial Position

	June 2012 US \$m	Dec 2011 US \$m	% change
Total assets	3.7	2.6	42.3 
Shareholders' funds	1.6	1.2	33.3 
Insurance liability	1.5	0.9	66.7 






# CBZ Insurance (Pvt) Limited

## Summary of Statement of Comprehensive Income

	June 2012 US \$m	June 2011 US \$m	% change
Net written premium	1.3	1.4	(7.1) 
Underwriting profit	0.2	0.1	100.0 
Profit before tax	0.3	0.2	50.0 
Profit after tax	0.2	0.1	100.0 





# CBZ Insurance (Pvt) Limited

## Summary of Statement of Financial Position

	June 2012 US \$m	Dec 2011 US \$m	% change
Total assets	8.2	4.5	82.2 
Shareholders' funds	1.1	0.9	22.2 
Insurance assets	3.7	1.5	146.7 
Insurance liabilities	4.7	2.1	123.8 



# CBZ Asset Management

## Summary of Statement of Comprehensive Income

	June 2012 US \$m	June 2011 US \$m	% change
Total income	0.6	0.7	14.2 
Operating expenditure	0.8	0.6	33.3 
Profit before tax	(0.2)	0.1	300.0 
Profit after tax	(0.1)	0.1	200.0 

# CBZ Asset Management

## Summary of Statement of Financial Position

	June 2012 US \$m	Dec 2011 US \$m	% change
Total assets	2.0	2.0	0.0
Shareholders' funds	1.2	0.9	33.3 
Funds under management	92.0	88.2	4.3 

# Dividends

- An interim dividend of 0.132cents per share was declared. Total \$903 071.
- Growth of 10% from the 2011 interim dividend.



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# STRATEGIC OUTLOOK



# Earnings Guidance For 2012

- Diversification of income
  - Enhanced investment banking
  - Long term insurance
- Increased credit lines – long term finance
  - Micro-SMEs -
  - Increased tenor - mortgage lending  
(Multilateral Institutions)
- Quality of earnings
- Cost control
- Liquidity management



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## Question & Answer Session







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