



ANALYST BRIEFING

8 August 2013

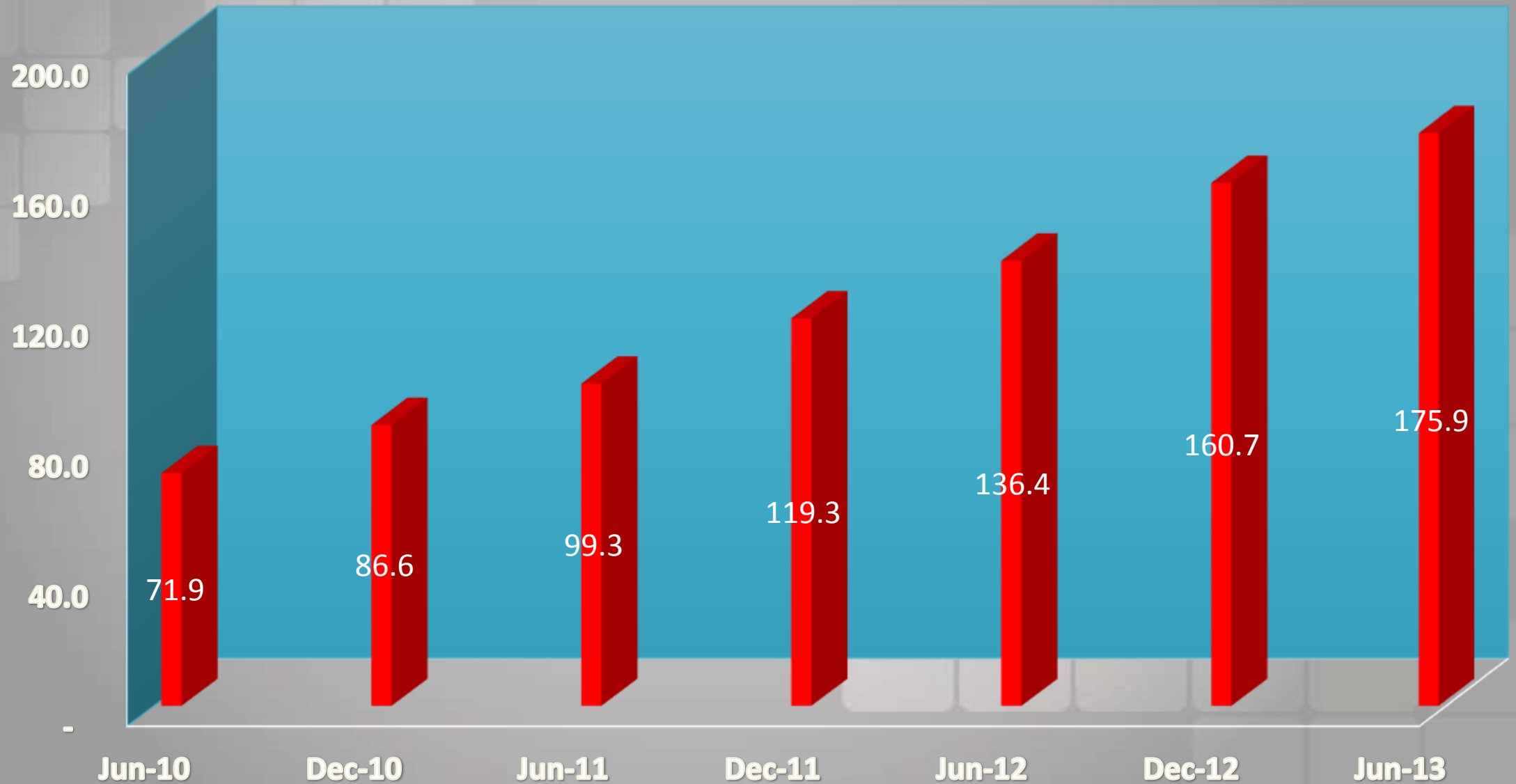


Presentation Outline



- Capitalisation
- Key strategic developments
- 2013 Half Year Financial Results
- 2013 Financial Forecasts

Capitalisation

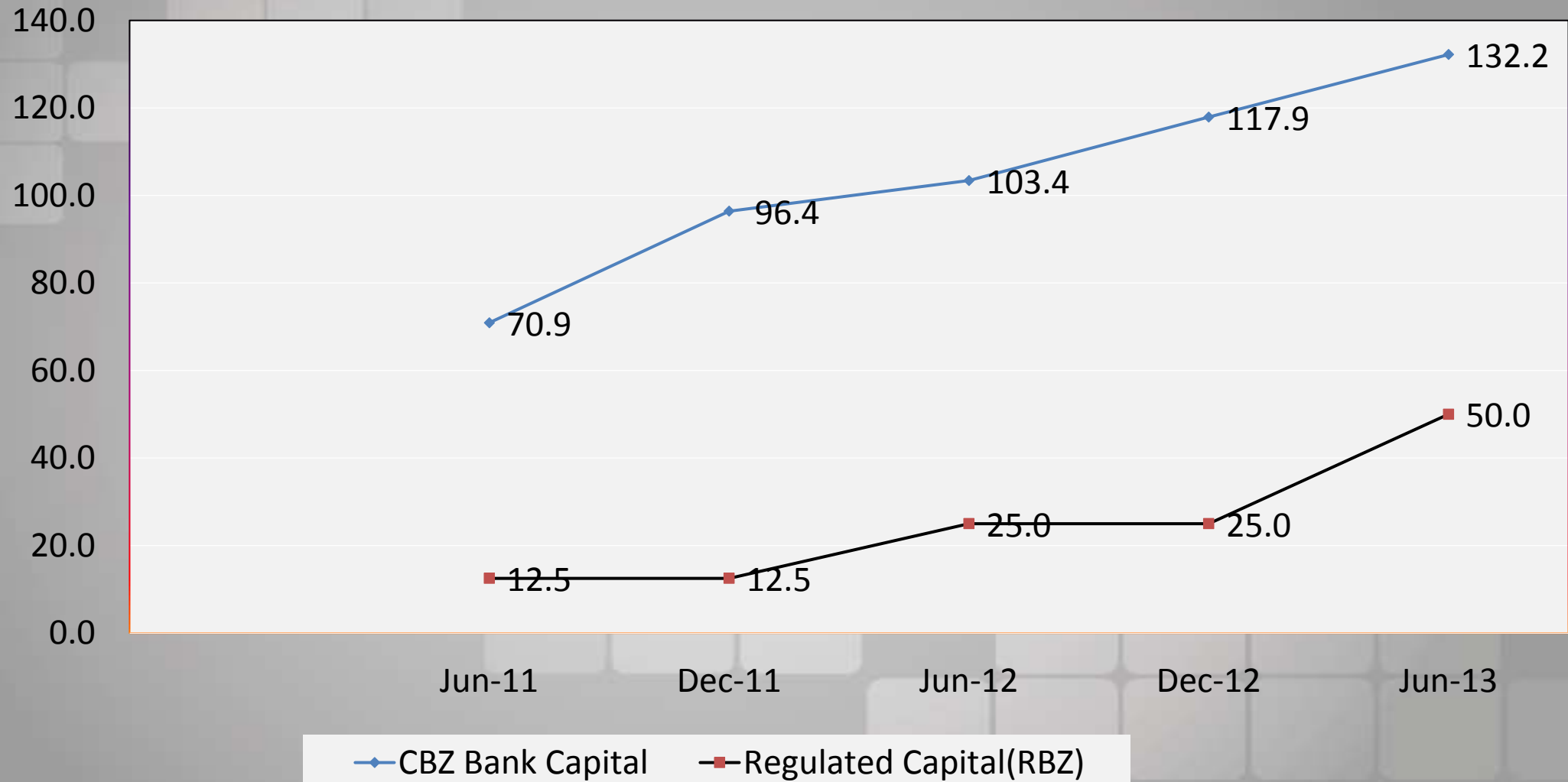


GROUP CAPITALISATION



	Core Capital 31 December 2012	Core Capital 30 June 2013	REQUIRED BY RBZ/ COMMISSIONER	BUFFER	Total Capital 30 June 2013
Group	\$122.9m	140.3	\$52.25m	\$88.05m	\$175.9m
CBZ Bank	\$117.9m	132.2	\$50m	\$82.2m	\$156.6m
CBZ Asset Management	\$1.1m	\$1.9m	\$0.5m	\$1.4m	\$1.9m
CBZ Life	2.7m	\$4.6m	\$1m	\$3.6m	\$4.6m
CBZ Insurance	\$1.2m	\$1.6m	\$0.75m	\$0.85m	\$1.6m

CBZ BANK CAPITALISATION



Key strategic developments



Key strategic developments



- Creation of one stop shop at Pomona.
- Improved liquidity management.
- Consolidation of the insurance portfolio.
- Promotion of IT based products.
- Cleaning of the loan book through write offs where appropriate.
- More prudential banking practices- increased provisions.
- More involvement in the community in which we operate.
- Improved contribution by other non banking subsidiaries.
- Share register consolidation.

PERFORMANCE AWARDS







- The Afreximbank Financial Institutions' Award for 2013 (Gold category).
- Zimbabwe National Chamber of Commerce (ZNCC) Business Award for having the Best Corporate Social Responsibility - HIV/ AIDS Programme during 2012.
- Best 2012 SMEs CSR Support by the Regional Centre for Social Responsibility (RCSR.)
- 2012/2013, Employer of Choice Award in the Financial Services Sector, following a survey which was undertaken by the Employers Confederation of Zimbabwe (EMCOZ) in conjunction with the Institute of People Management in Zimbabwe (IPMZ).

2013 Half Year Financial Results

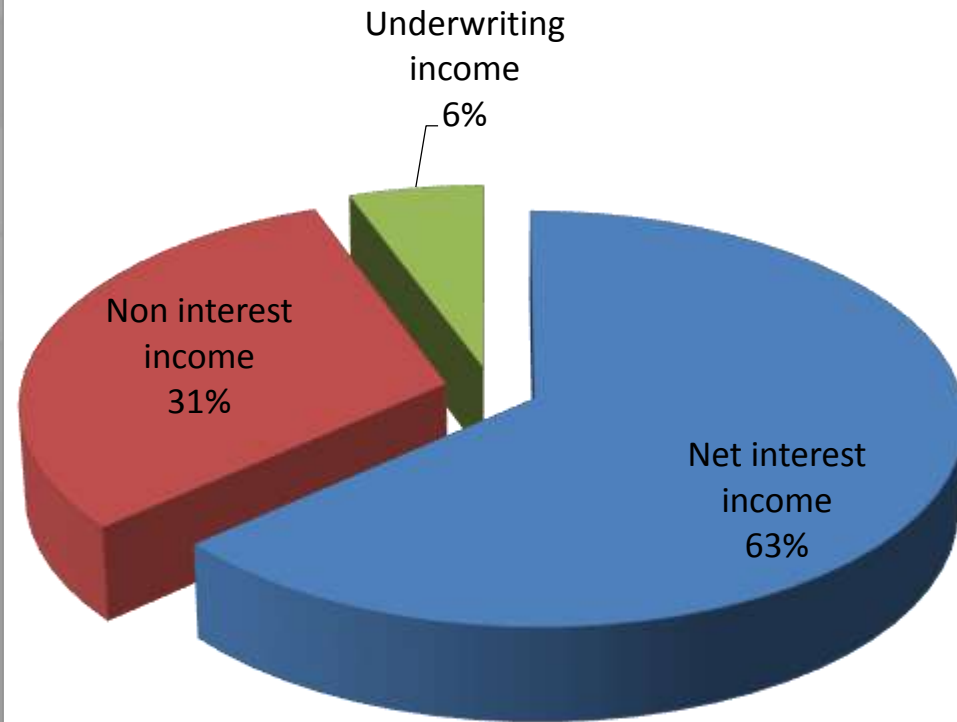


Consolidated Statement of Comprehensive Income



	31 Dec 2012	30 June 2013	Proportion of FY12 (%)	30 June 2012	Y.O.Y Growth (%)
Total Income	\$144.1m	\$69.2m	48.0	\$64.0m	8.1 
Underwriting income	\$4.7m	\$3.9m	83.0	\$2.2m	77.3 
Total Expenditure	\$83.3m	\$42.1m	50.5	\$37.3m	12.9 
Profit After Tax	\$45.0m	\$16.0m	35.6	\$18.3m	12.6 






Consolidated Income Mix



	Contribution to Non interest income	June 2013 %	June 2012 %
1	Net income from foreign currency dealings	21	8
2	Commission & fee income	31	16
3	Transaction charges	39	48
4	Other	9	28
	Total	100	100

Consolidated Statement of Financial Position

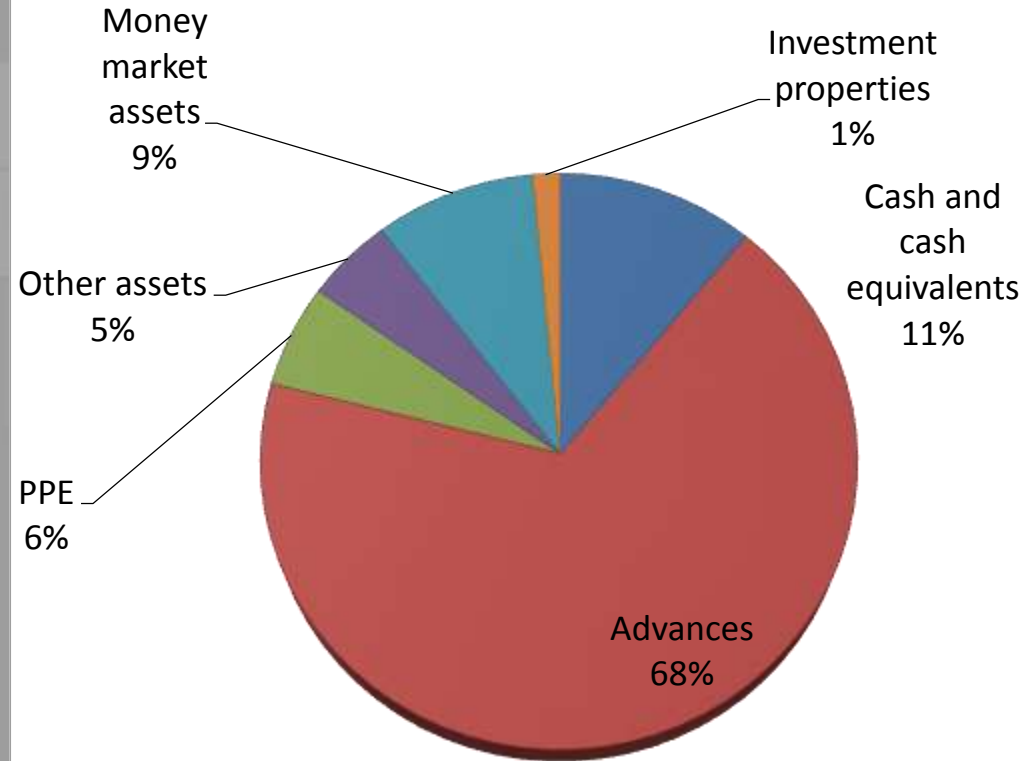


	30 June 2013 (m)	31 Dec 2012 (m)	Y.T.D Growth (%)
Total assets	\$1 350.2	\$1 223.1	10.4 
Total advances	\$917.4	\$854.7	7.3 
Total deposits	\$1 155.8	\$1 032.4	12.0 
Funds Under Management	\$136.1	\$111.1	22.5 
Insurance assets	\$7.2	\$4.7	53.2 

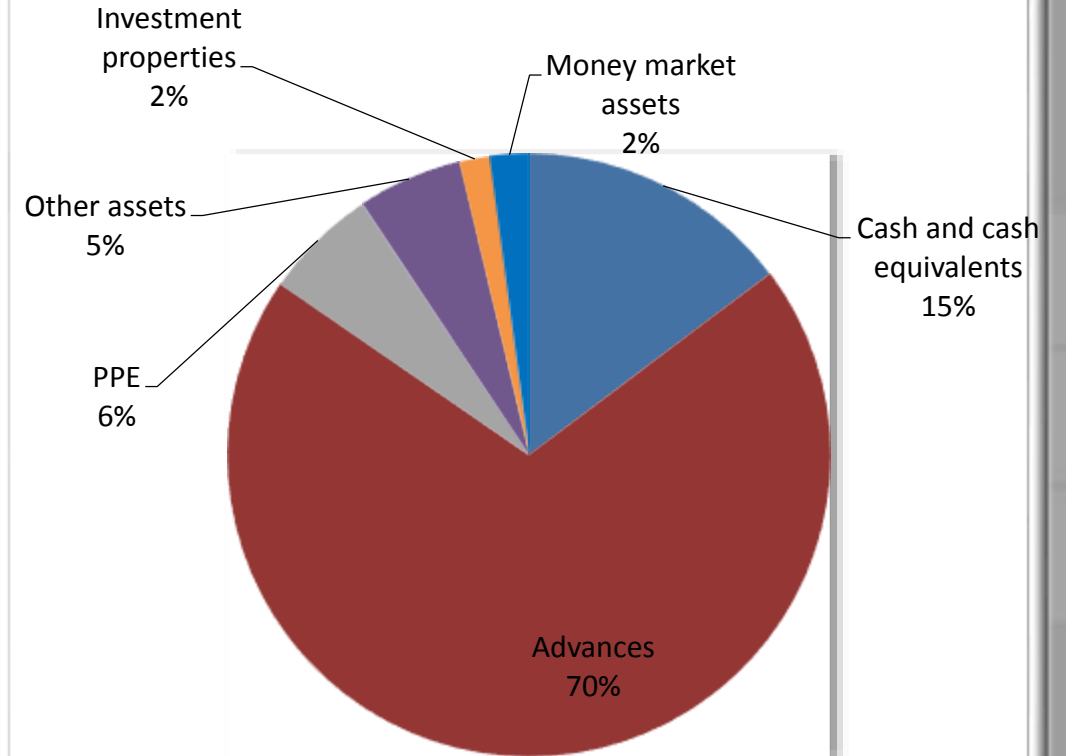
Consolidated Asset Mix



June - 13



Dec-12



Consolidated Sectoral Analysis of Deposits



Sector	June 2013 %	Dec 2012 %
Services	24	19
Individuals	10	12
Manufacturing	12	12
Financial Organisations	27	27
Communication	6	6
Agriculture	3	3
Distribution	12	13
Transport	2	2
Financial and investments	1	3
Construction	2	2
Mining	1	1
Total	100	100
Government related	11	10

Consolidated Analysis of Advances



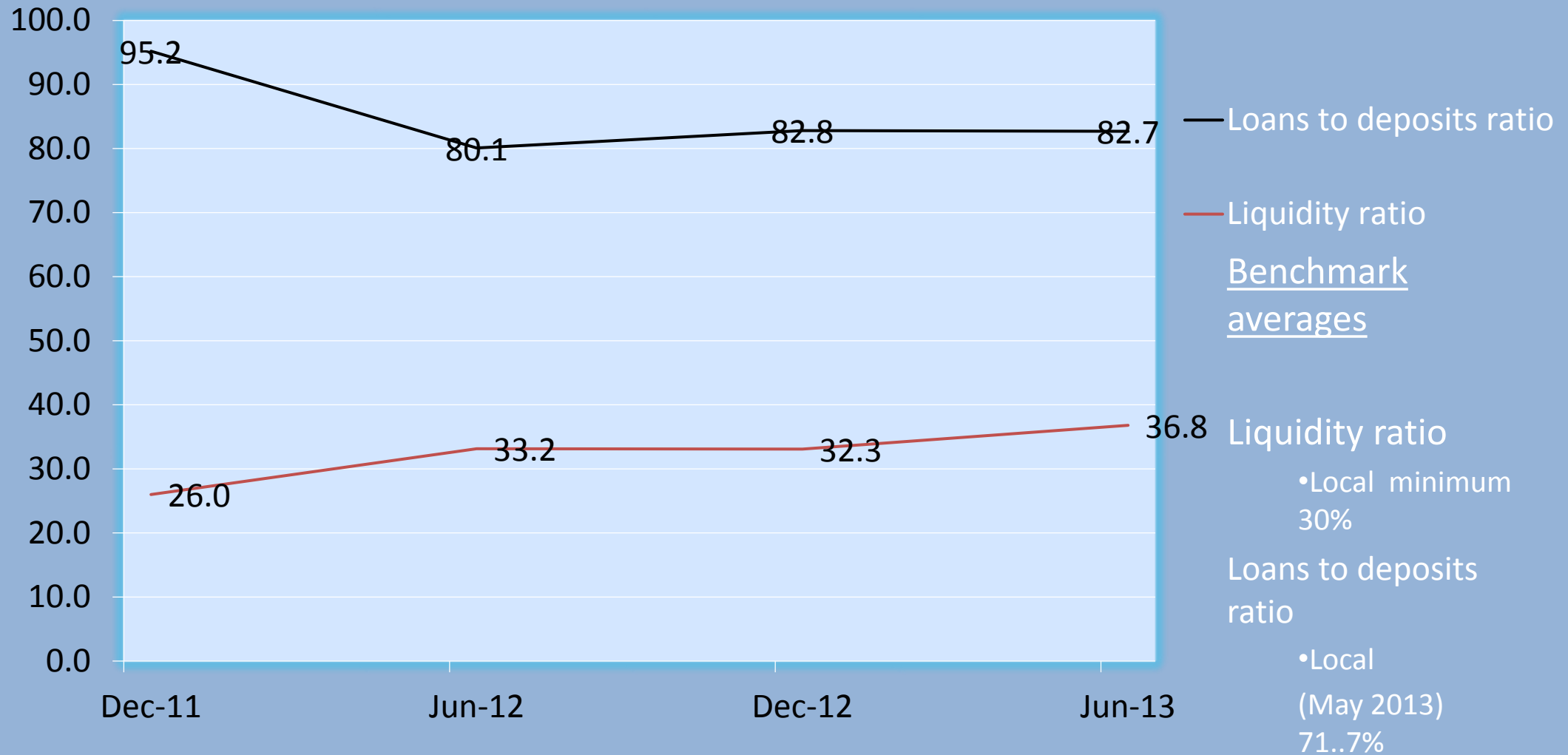
	June 2013	Dec 2012
Total advances (US\$m)	917.4	854.7
Security value (US\$m)	1 231.2	1 150.8
Security cover (times)	1.34	1.35
Provisions (US\$m)	40.6	35.5
Non performing loans (US\$m)	40.7	41.9
Coverage ratio (times)	1.0	0.62
Offshore funded advances	28	20

Consolidated Sectoral Analysis of Advances

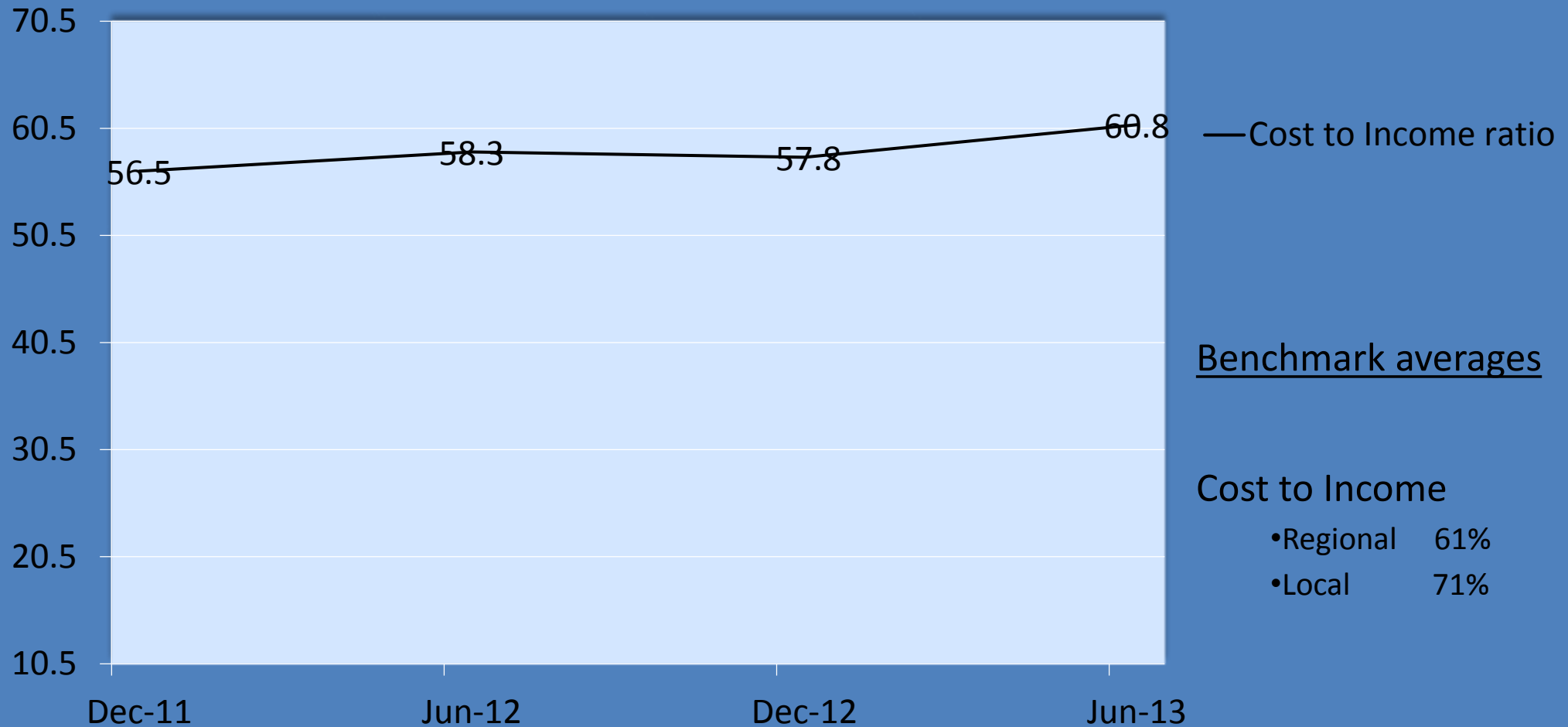


Sector	June 2013 (%)		Dec 2012 (%)
Consumer Finance	11		11
Agriculture	29		30
Mining	1		2
Manufacturing	13		17
Distribution	24		24
Construction	-		1
Transport	3		2
Communication	1		1
Services	16		12
Financial organisation	2		-
Total	100		100
Government related	-		-

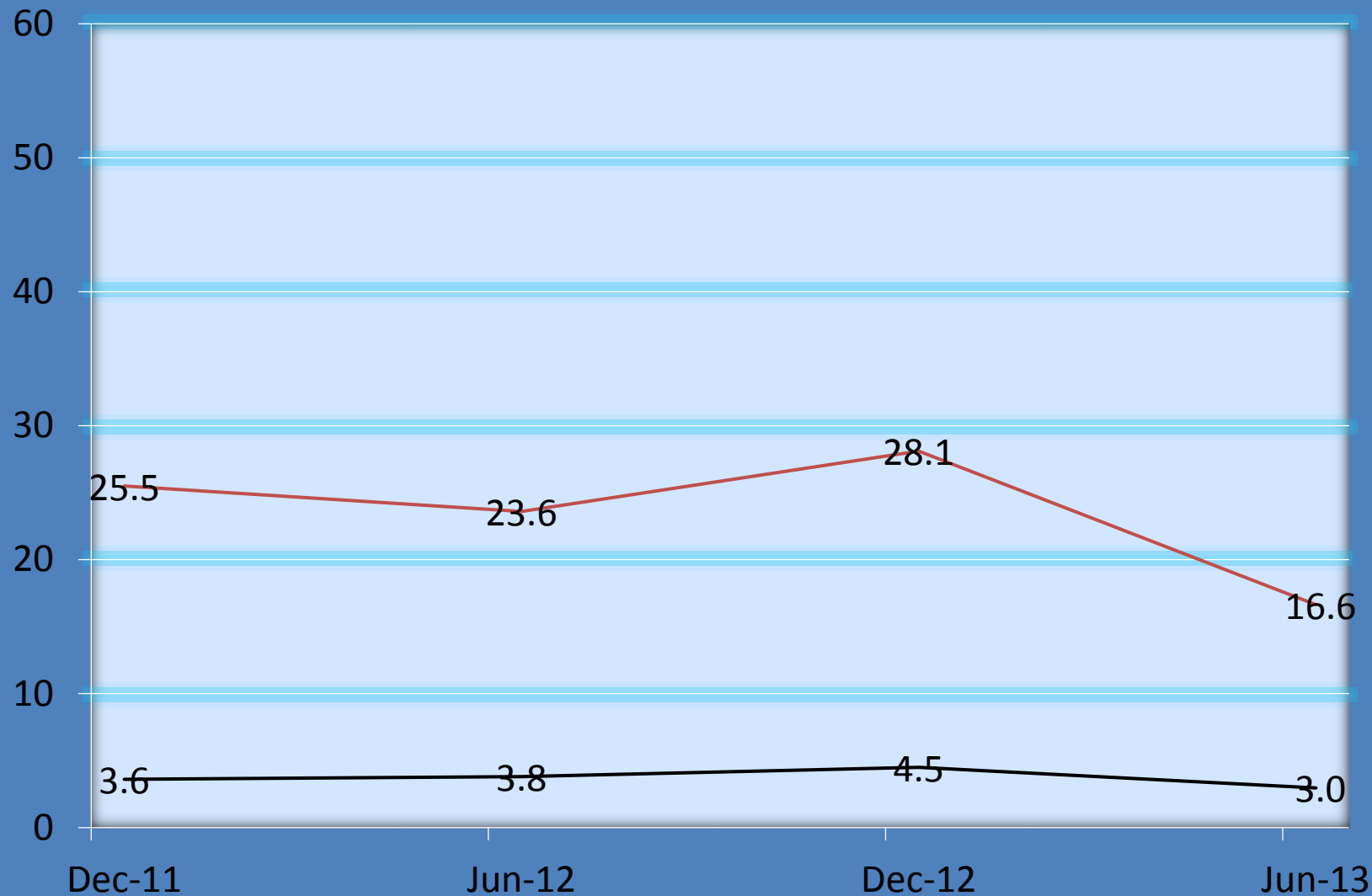
Consolidated Ratio Analysis



Consolidated Ratio Analysis



Consolidated Ratio Analysis



— Return on Assets

— Return on Equity

Benchmark averages
30 December 2012




Return on Assets

- Regional 2.9%
- Local 3.0%

Return on Equity

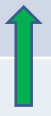



- Regional 16.0%
- Local 20.6%

CBZ Bank Limited's Statement Of Comprehensive Income

	June 2013 US \$m	June 2012 US \$m	% change
Total income	64.9	61.9	4.8 
Operating expenditure	40.1	36.0	11.4 
Profit after tax	14.0	18.2	23.1 



CBZ Bank Limited's Statement of Financial Position



	June 2013 US \$m	December 2012 US \$m	% change
Total assets	1 323.2	1 248.9	5.9 
Shareholders' funds	156.6	142.6	9.8 
Total advances	917.5	854.4	7.4 
Total deposits	1 158.8	1 042.0	11.0 




CBZ Life (Pvt) Limited 's Statement of Comprehensive Income



	June 2013 US \$m	June 2012 US \$m	% change
Net underwriting income	2.9	1.3	123.1 
Profit after tax	1.9	0.4	375.0 



CBZ Life (Pvt) Limited 's Statement of Financial Position



	June 2013 US \$m	Dec 2012 US \$m	% change
Total assets	7.0	4.9	42.9 
Shareholders' funds	4.6	2.7	70.4 
Life Fund	1.7	1.5	13.3 




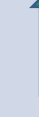
CBZ Insurance 's Statement of Comprehensive income



	June 2013 US \$m	June 2012 US \$m	% change
Underwriting income	1.05	0.98	7.1 
Profit after tax	0.38	0.16	137.5 

CBZ Insurance 's Statement of Financial Position



	June 2013 US \$m	Dec 2012 US \$m	% change
Total assets	8.4	6.8	23.5 
Shareholders' funds	1.6	1.2	33.3 
Insurance assets	6.4	4.6	39.1 
Insurance liabilities	6.5	5.1	27.5 

CBZ Asset Management 's Statement of Comprehensive Income



	June 2013 US \$m	June 2012 US \$m	% change
Total income	1.07	0.60	78.3 ↑
Management fees	0.85	0.63	34.9 ↑
Profit after tax	0.18	(0.13)	238.5 ↑

CBZ Asset Management 's Statement of Financial Position



	June 2013 US \$m	Dec 2012 US \$m	% change
Total assets	2.2	2.3	4.3
Shareholders' funds	1.9	1.1	72.7
Funds under management	136.1	111.1	22.5

2013 Financial Forecasts



2013 Financial Forecasts



	31 Dec 2013 US\$m
Total Assets	15.6%
Advances	4.5%
Deposits	15.6%
Funds under management	30.0%
Total Income	1%

Earnings Guidance for H2 - 2013

- Diversification of income
 - Investment and treasury banking
 - Long term insurance
 - Transactional fees
- Enhanced long term finance
 - Microfinance & SMEs
 - Mortgage lending
 - Offshore funding
- Quality of earnings
- Effective cost management
- Liquidity management



Key Dividend Information



	June 2013	June 2012
Interim dividend (Paid)	-	903 071
Interim dividend (Proposed)	1 144 768	-
Dividend per share (cents)	0.167	0.13

Question & Answer Session

