

ANALYST BRIEFING -26 FEB 2013



PRESENTATION OUTLINE

- Capitalisation
- Key strategic developments
- 2012 Financial Results
- 2013 Financial Forecasts
- Dividend declaration
- Q & A

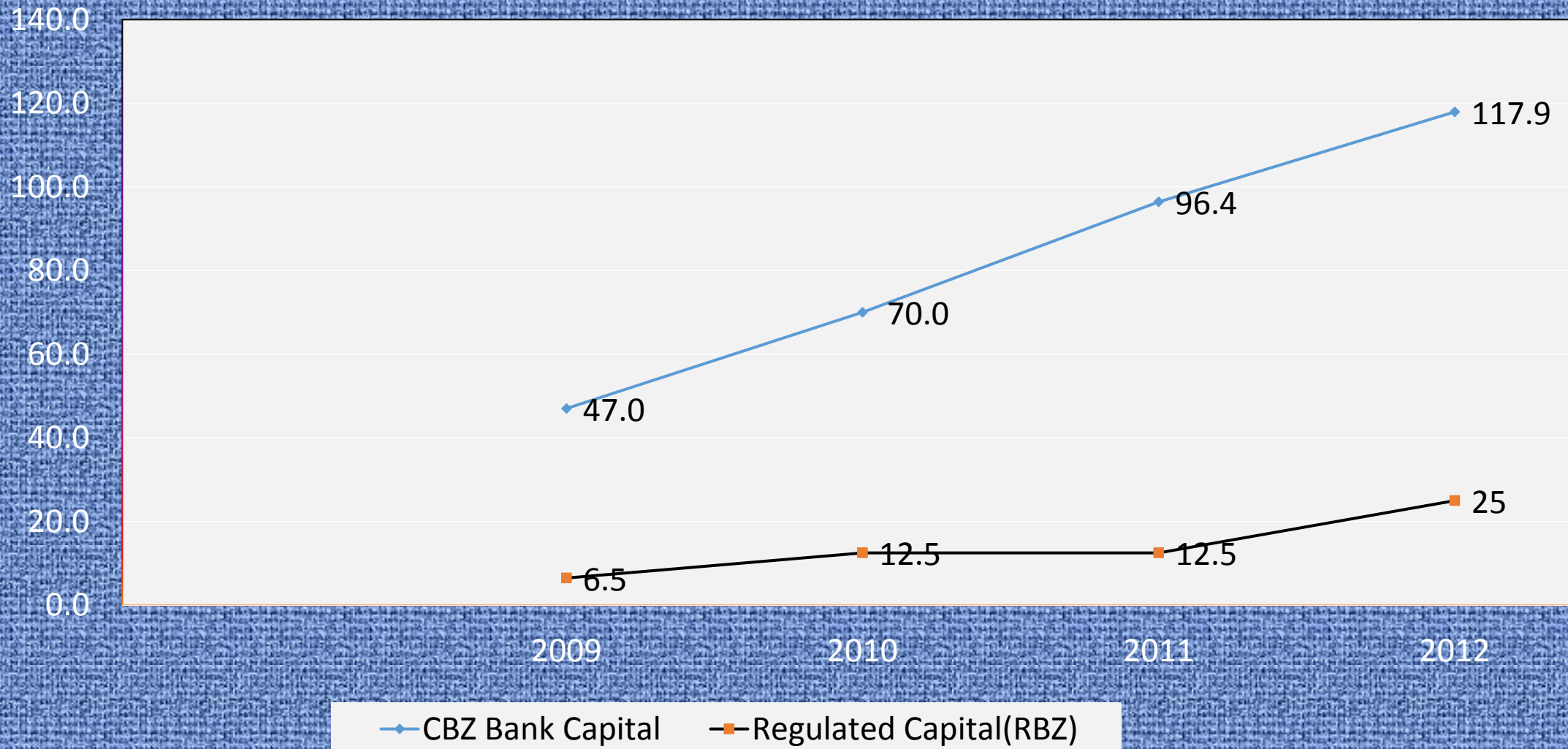
Capitalisation



GROUP CAPITALISATION

| | Core Capital 31 December 2012 | REQUIRED BY RBZ/ COMMISSIONER | BUFFER | Total Capital 31 December 2012 |
|----------------------|-------------------------------------|----------------------------------|---------|--------------------------------------|
| Group | \$122.9m | \$27.5m | \$95.4m | \$160.2m |
| CBZ Bank | \$117.9m | \$25m | \$92.9m | \$142.6m |
| CBZ Asset Management | \$1.1m | \$0.5m | \$0.6m | \$1.1m |
| CBZ Life | 2.7m | \$1m | \$1.7m | \$2.7m |
| CBZ Insurance | \$1.2m | \$1m | \$0.2m | \$1.2m |

CBZ BANK CAPITALISATION



Key strategic developments







Key strategic developments

1. CBZ Group
 - Share buy back
2. CBZ BANK
 - Product development and expansion
 - Regulatory amendments
 - Implementation of Basel II
 - RBZ MOU
3. CBZ Insurance
 - Now a top ten player in the market
4. Datvest
 - Implementation of property linked products
 - Focus on attraction of offshore investments

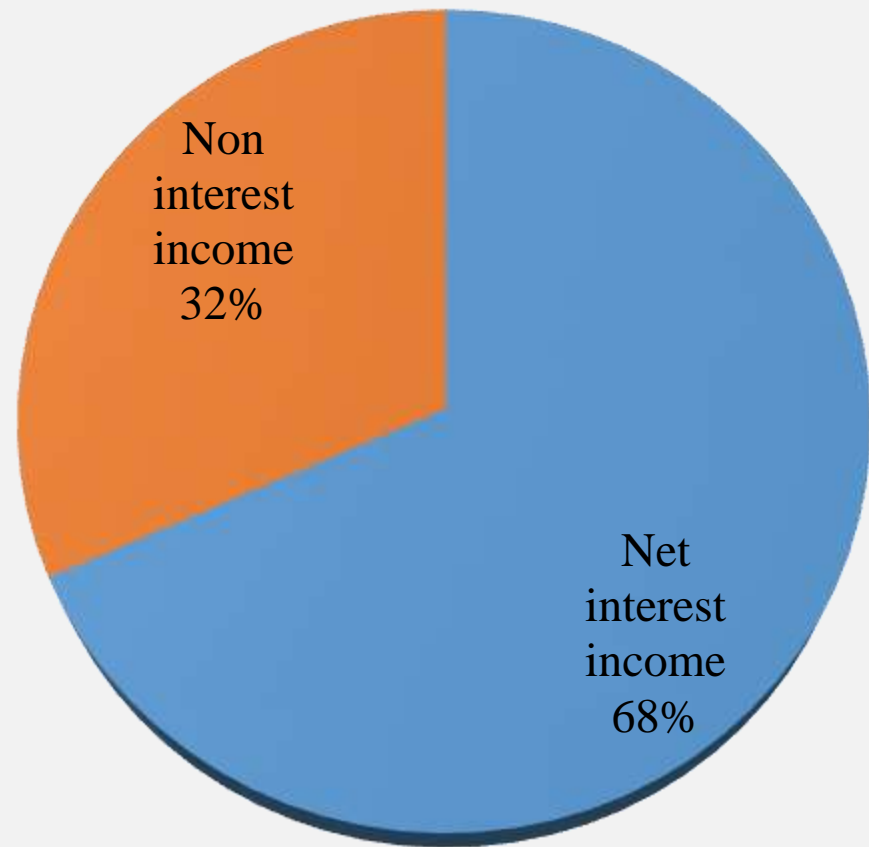
2012 Financial Results



Consolidated Statement of Comprehensive Income

| | 31 Dec 2012 | 31 Dec 2011 | Y.O.Y Growth (%) |
|---------------------|-------------|-------------|--|
| Total Income | \$144.1m | \$123.1m | 17.1  |
| Underwriting income | \$4.7m | \$3.2m | 48.8  |
| Total Expenditure | \$83.3m | \$69.6m | 19.8  |
| Profit After Tax | \$45.0m | \$30.3m | 48.4  |

Consolidated Income Mix

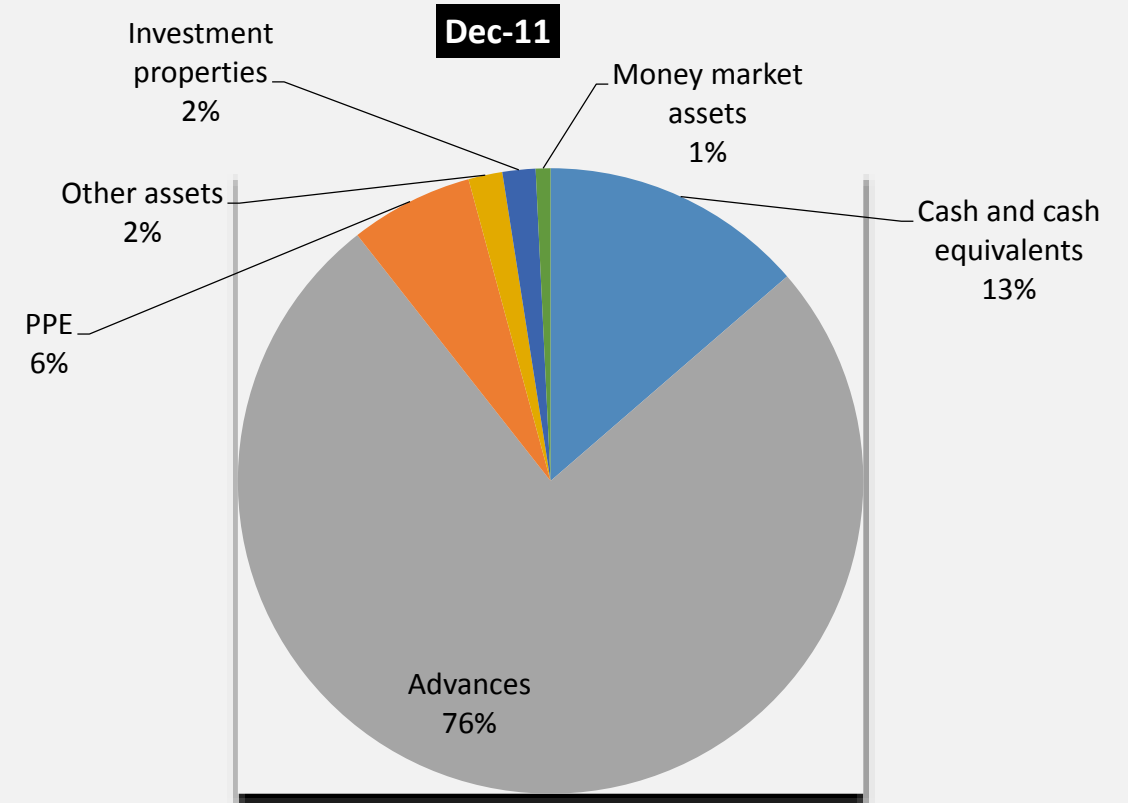
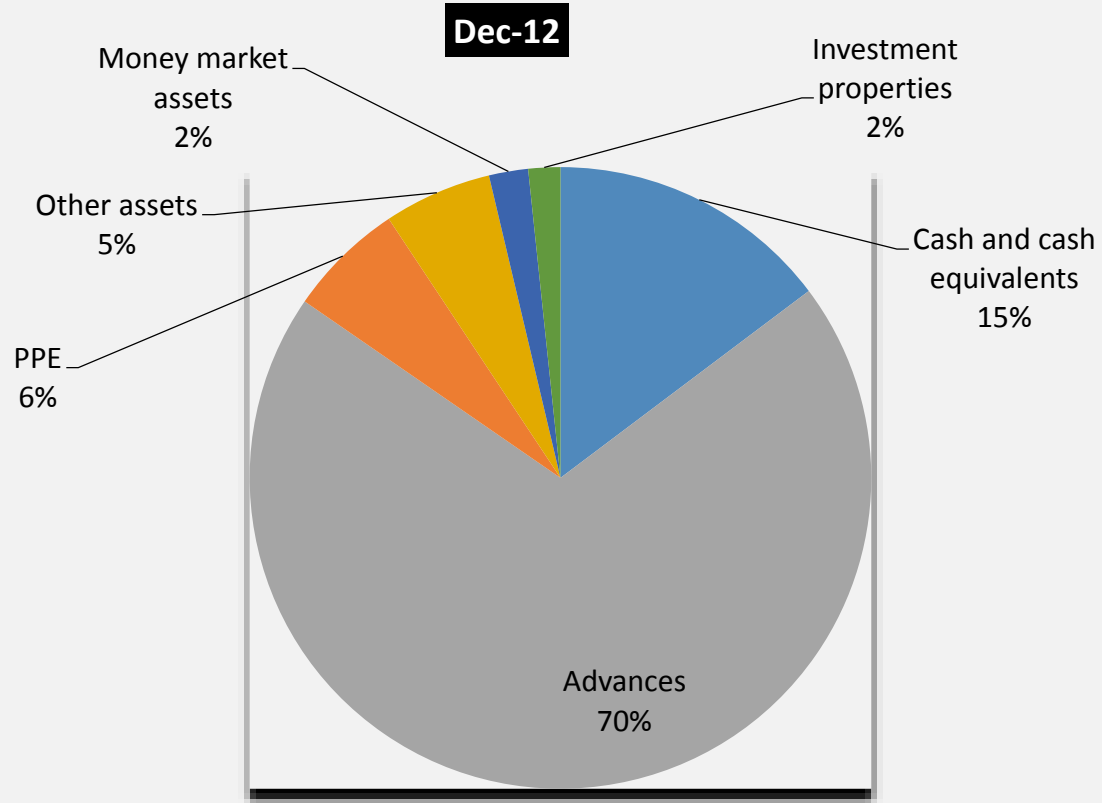


| | Contribution to Non interest income | Dec 2012 % | Dec 2011 % |
|---|---|------------|------------|
| 1 | Net income from foreign currency dealings | 10 | 14 |
| 2 | Commission & fee income | 21 | 19 |
| 3 | Transaction charges | 53 | 46 |
| 4 | Other | 16 | 21 |
| | Total | 100 | 100 |

Consolidated Statement of Financial Position

| | 31 Dec 2012 | 31 Dec 2011 | Y.T.D Growth (%) | |
|------------------------|-------------|-------------|------------------|---|
| Total assets | \$1 223.1m | \$1 055.7m | 15.9 | ↑ |
| Total deposits | \$1 032.4m | \$829.9m | 24.4 | ↑ |
| Total advances | \$854.7m | \$790.3m | 8.1 | ↑ |
| Funds Under Management | \$111.1m | \$88.2m | 26.0 | ↑ |
| Insurance assets | \$4.7m | \$1.5m | 209.4 | ↑ |

Consolidated Asset Mix



Consolidated Sectoral Analysis of Deposits

| Sector | 2012 % | Dec 2011 % |
|---------------------------|------------|---------------|
| Services | 19 | 21 |
| Individuals | 12 | 14 |
| Manufacturing | 12 | 13 |
| Financial Organisations | 27 | 20 |
| Communication | 6 | 6 |
| Agriculture | 3 | 3 |
| Distribution | 13 | 14 |
| Transport | 2 | 2 |
| Financial and investments | 3 | 4 |
| Construction | 2 | 2 |
| Mining | 1 | 1 |
| Total | 100 | 100 |
| Government related | 10 | 7 |

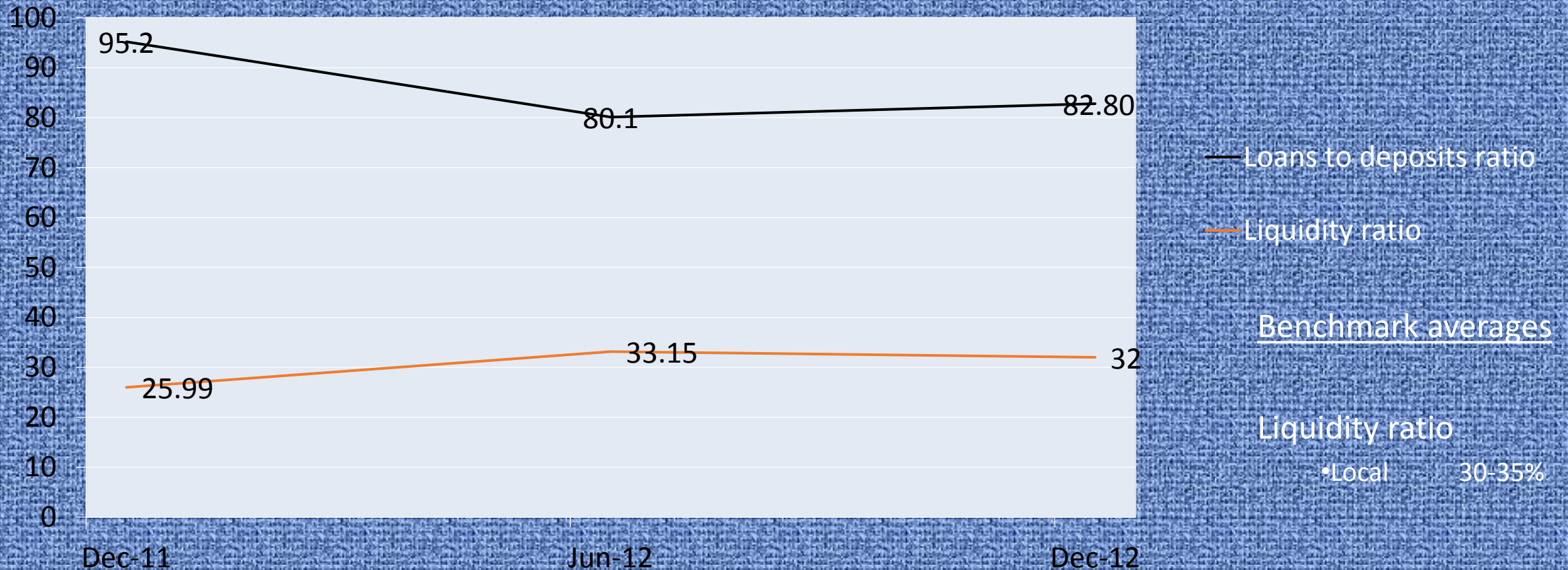
Consolidated Analysis of Advances

| | Dec 2012 | | Dec 2011 |
|------------------------------|----------|--|----------|
| Total net advances (US\$m) | 854.7 | | 790.3 |
| Security value (US\$m) | 1 150.8 | | 867.0 |
| Security cover (times) | 1.35 | | 1.10 |
| Provisions (US\$m) | 35.5 | | 21.7 |
| Non performing loans (US\$m) | 41.9 | | 48.0 |
| Coverage ratio (times) | 0.62 | | 0.45 |

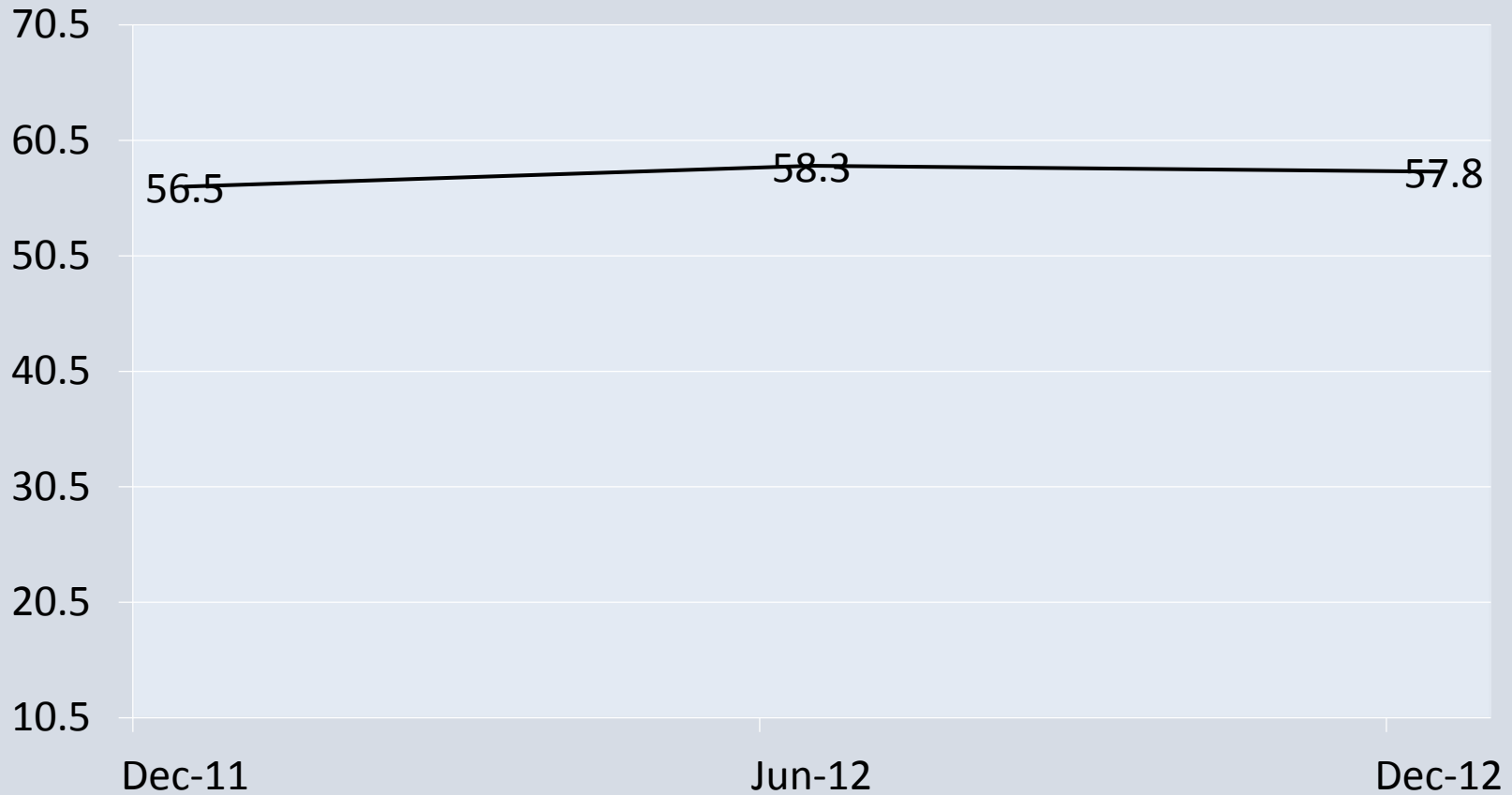
Consolidated Sectoral Analysis of Advances

| Sector | Dec 2012 % | | Dec 2011 % |
|------------------|------------|--|------------|
| Consumer finance | 11 | | 11 |
| Agriculture | 30 | | 29 |
| Mining | 2 | | 1 |
| Manufacturing | 17 | | 14 |
| Distribution | 23 | | 23 |
| Construction | 1 | | 3 |
| Transport | 2 | | 5 |
| Communication | 1 | | 1 |
| Services | 13 | | 13 |
| Total | 100 | | 100 |

Consolidated Ratio Analysis



Consolidated Ratio Analysis



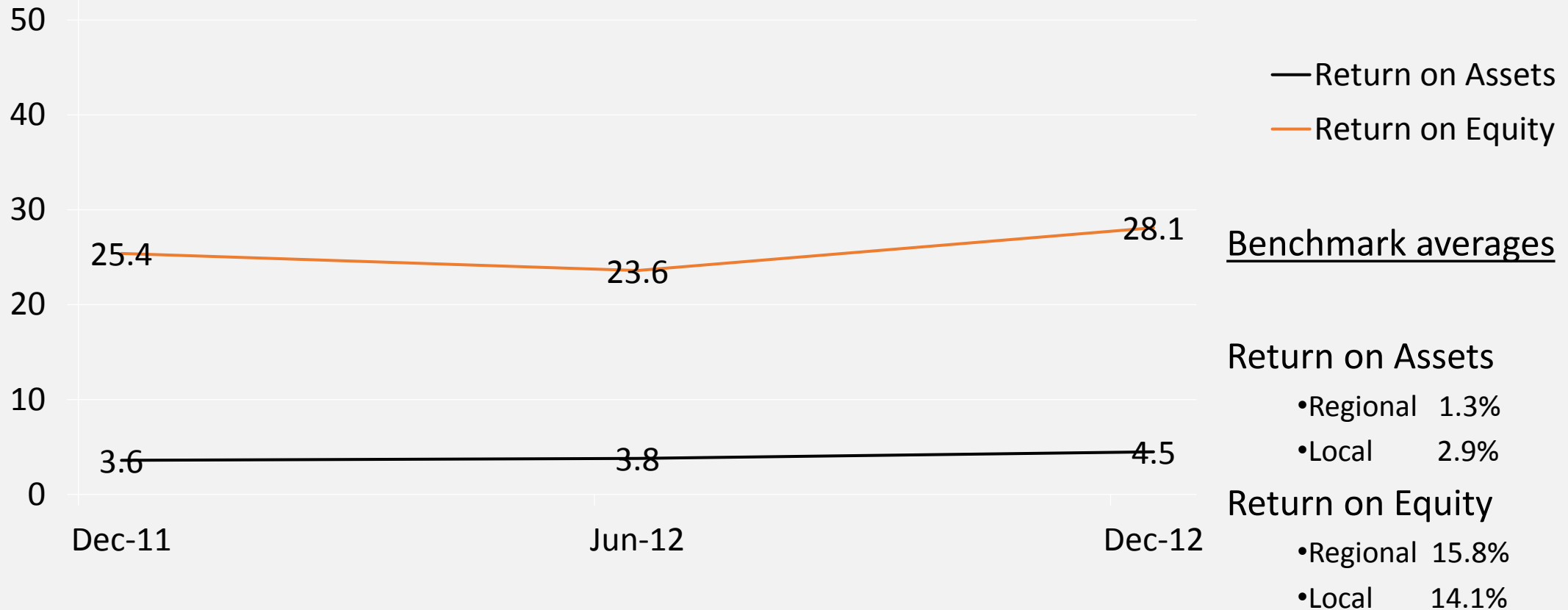
— Cost to Income ratio

Benchmark averages

Cost to Income

- Regional 61%
- Local 72%

Consolidated Ratio Analysis



CBZ Bank Limited's Summarised Results

| | Dec 2012 US \$m | Dec 2011 US \$m | % change |
|-----------------------|--------------------|--------------------|----------|
| Total income | 136.7 | 120.2 | 13.7 ↑ |
| Operating expenditure | 78.4 | 64.7 | 21.2 ↑ |
| Profit before tax | 53.6 | 41.1 | 30.6 ↑ |
| Profit after tax | 42.3 | 32.3 | 30.8 ↑ |
| Total assets | 1 248.9 | 1 090.5 | 14.5 ↑ |
| Shareholders' funds | 142.6 | 112.3 | 27.0 ↑ |
| Total advances | 854.4 | 790.1 | 8.1 ↑ |
| Total deposits | 1 042.0 | 837.0 | 24.5 ↑ |

CBZ Life (Pvt) Limited 's Summarised Results

| | Dec 2012 US \$m | Dec 2011 US \$m | % change |
|---------------------|-----------------------|-----------------------|----------|
| Underwriting income | 3.0 | 1.4 | 108.4 ↑ |
| Profit before tax | 1.6 | 0.1 | 942.8 ↑ |
| Profit after tax | 1.5 | 0.1 | 943.8 ↑ |
| Total assets | 4.9 | 2.6 | 90.2 ↑ |
| Shareholders' funds | 2.7 | 1.2 | 131.0 ↑ |
| Life Fund | 1.5 | 0.9 | 72.5 ↑ |

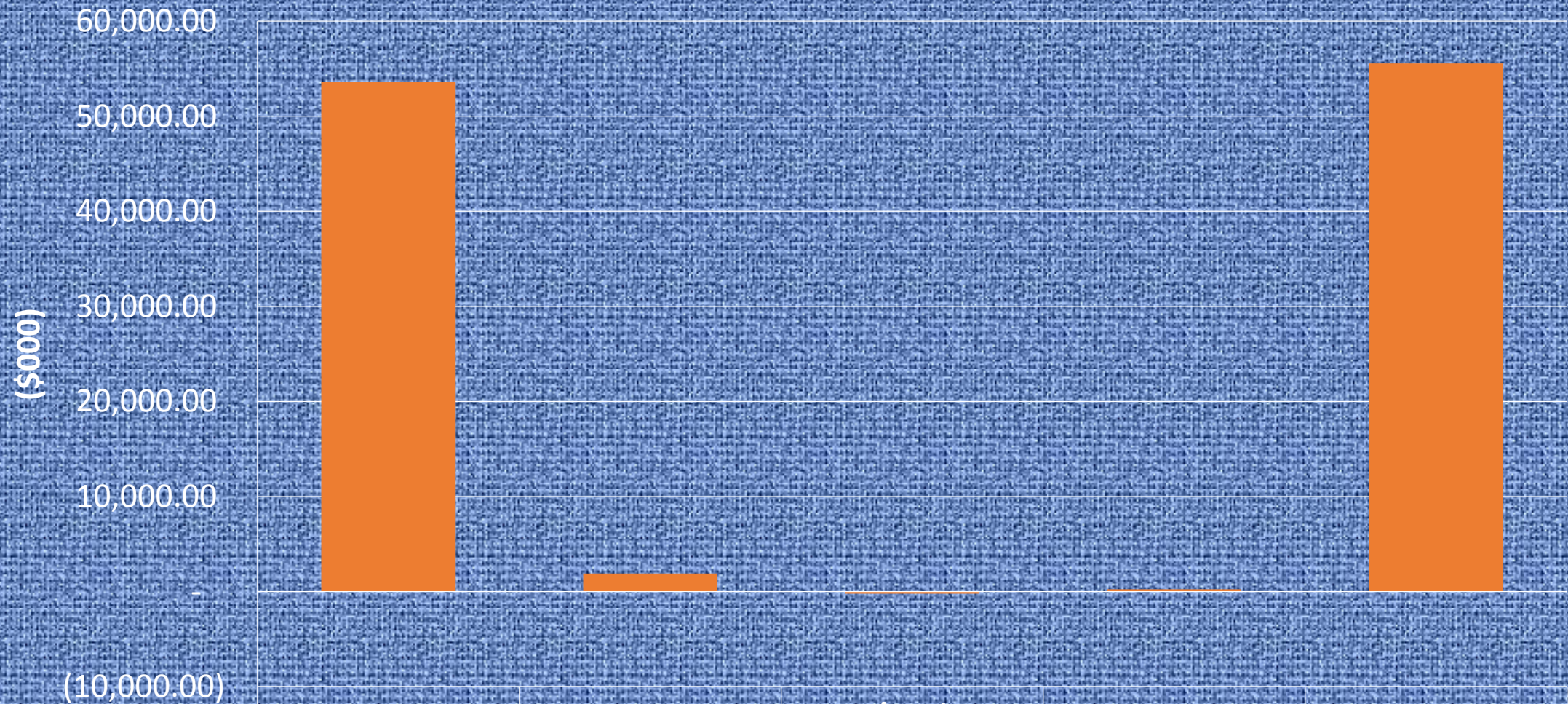
CBZ Insurance 's Summarised Results

| | Dec 2012 US \$m | Dec 2011 US \$m | % change |
|-----------------------|-----------------------|-----------------------|----------|
| Underwriting income | 1.8 | 0.8 | 0.2 ↑ |
| Profit before tax | 0.3 | 0.4 | 16.2 ↓ |
| Profit after tax | 0.2 | 0.3 | 22.7 ↓ |
| Total assets | 6.8 | 4.5 | 51.5 ↑ |
| Shareholders' funds | 1.2 | 0.9 | 24.1 ↑ |
| Insurance assets | 4.6 | 2.7 | 69.1 ↑ |
| Insurance liabilities | 5.1 | 3.0 | 71.3 ↑ |

CBZ Asset Management 'S Summarised Results

| | Dec 2012 US \$m | Dec 2011 US \$m | % change |
|------------------------|-----------------------|-----------------------|----------|
| Total income | 1.43 | 1.13 | 26.4 ↑ |
| Operating expenditure | 1.65 | 1.37 | 20.4 ↑ |
| Profit before tax | (0.22) | (0.23) | 9.5 ↑ |
| Profit after tax | (0.15) | (0.18) | 12.1 ↑ |
| Total assets | 2.3 | 2.1 | 9.9 ↑ |
| Shareholders' funds | 1.1 | 0.9 | 25.5 ↑ |
| Funds under management | 111.1 | 88.2 | 26.0 ↑ |

CBZ SUBSIDIARIES CONTRIBUTION TO PROFIT BEFORE TAX



| | | | | | |
|---------------|-----------|-----------|------------------|---------------|--------------|
| (10,000.00) | Banking | Insurance | Asset Management | Non Financial | Consolidated |
| ■ PBT (\$000) | 53,628.69 | 1,897.44 | (215.94) | 245.43 | 55,555.62 |

2013 Financial Forecasts

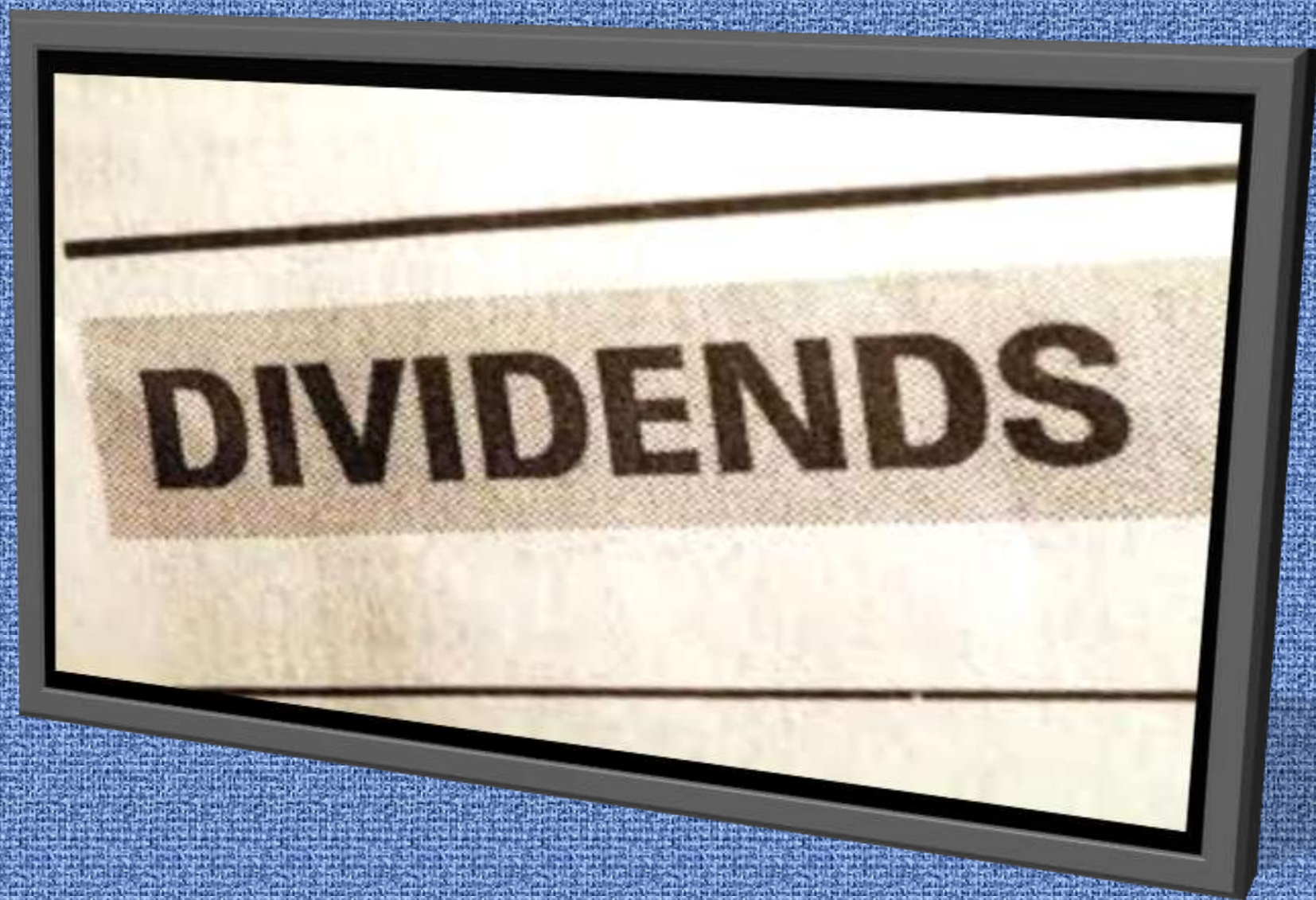


2013 Financial Forecasts

| | 31 Dec 2013 US\$m | % Growth |
|------------------------|----------------------|----------|
| Total Assets | 1 461.1 | 19.5 |
| Advances | 925.8 | 8.3 |
| Deposits | 1 178.4 | 14.3 |
| Technical assets | 4.3 | (8.4) |
| Funds under management | 120.3 | 8.3 |
| Profit before tax | 56.2 | 1.2 |
| | | |

Earnings Guidance for 2013

- 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



Key Dividend Information

A final dividend of US\$978 326 has been proposed for declaration. The board declared an interim dividend of US\$903 071 during the year to give a total annual dividend of US\$1 881 397.

