أفضل كل يوم Better Everyday

Investors Presentation March 2024



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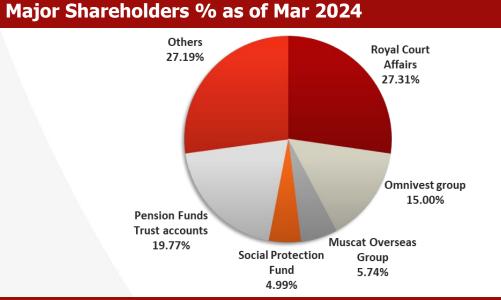
I. Introduction



Bank Muscat at a glance

Overview

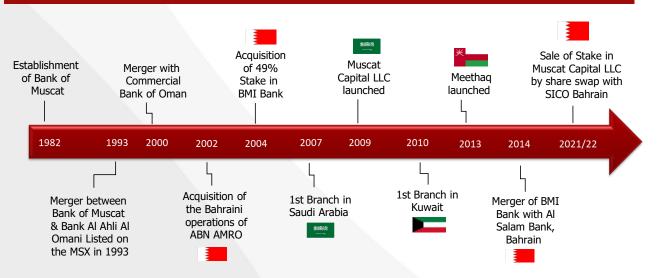
- Largest Omani bank with customer base over 3.2 mn and workforce of c.4,250
- > Rated by Moody's: Ba1 (Stable) S&P: BB+ (Positive), and Fitch: BB+ (Stable)
- Established in 1982, headquartered in Muscat with 183 branches across Oman, 2 branches overseas, and 3 representative offices
 - Fully diversified commercial bank offering corporate & retail banking services
 - Meethaq pioneer of Islamic Banking services in Oman, officially launched in 2013 with full fledged Sharia-compliant product and services offering
 - Primarily domestic dominated operations
- Listed on Muscat, London and Bahrain Stock Exchanges



> Market cap c. RO 1.97 bn as of 31st Mar 2024

Key Financials							
In OMR Millions	Mar-24	2023	2022	2021	2020		
Total Assets	14,009	13,673	12,776	13,073	12,454		
Gross Loans	10,442	10,442	9,975	9,660	9,379		
Customer Deposits	9,750	9,438	8,647	8,775	8,377		
Operating Income	133	513	480	459	442		
Net Profit	54	212	201	190	163		
Tier 1	19.77%	20.18%	20.11%	20.06%	19.74%		
Total CAR	20.52%	21.22%	21.25%	21.30%	20.77%		
Net Loans to Deposit%	101.1%	104.7%	108.9%	104.8%	106.7%		
Gross NPL Ratio	3.82%	3.78%	3.72%	3.69%	3.62%		
Cost/Income	39.03%	38.30%	38.44%	38.07%	37.43%		
ROA	1.57%	1.61%	1.55%	1.49%	1.32%		
ROE	12.30%	12.69%	10.45%	10.12%	9.08%		

Bank Muscat Footsteps



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Bank Muscat – Key Highlights

Strong Financial Metrics

- Stable and consistent financial performance
- Solid topline income growth
- Stable cost-to-income ratio despite business and infrastructure expansion
- Strong and sustainable profitability metrics:
- Operating income 2020-23 CAGR of 3.0%

Solid Liquidity & Capital Position

- » High liquidity with 24.9% of the balance sheet composed of liquid assets
- » Strong capitalization levels offering room for substantial growth
- » CAR of 20.52% as of 31-Mar-24 with Tier 1 CAR of 19.77%

Dominant Franchise in Oman

- Largest Bank in Oman by total assets of over RO 14 bn and a dominant domestic market share of total assets of 34.1%
- The only bank in Oman to be designated a "D-SIB"
- » Largest branch network with 183 domestic branches



Strong and stable shareholding

- » Historical shareholding by:
- Royal Court Affairs: 27.31%
- » Stable shareholding by Omani Pension funds

Stable Operating Environment

- Stable banking sector
- » Prudent regulatory environment
- Stable political system in the Oman with excellent diplomatic relationship in the region
- » Positioned to benefit from growth in Oman with economic diversification focus, favourable population demographics and reform oriented government policies

Stable Asset Quality

- » Conservative lending approach
- » Strong risk adherence architecture and policies
- » Robust asset quality metrics

Management

- Stable and experienced management with proven track record of successful organic and inorganic growth
- » Strong Board of Directors and corporate governance practices

Source: BM Financial statements as of Mar-24, Central Bank of Oman Statistical Bulletin for market share



II. Operating Environment



Oman Macro Overview

Overview

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- » Oman's economic recovery remains strong and is expected to witness a 2nd consecutive year of fiscal and external surpluses in 2023. Main highlights of the year are:
 - Favourable oil prices, accelerated non-hydrocarbon sector growth
 - Sustained reform momentum, controlled inflation levels
 - Government's fiscal consolidation measures, structural reforms under the MTFP
 - Measures to increase public revenues, rationalise public spends, marked reduction in public debt, improved sovereign ratings, along-with strengthening of the social safety net
- » Preliminary estimates of NCSI indicates:
 - 1.3% GDP growth 2023 driven (constant prices) by expansion of nonhydrocarbon activities
 - Fiscal surplus of RO 0.9 bn against deficit budget of RO 1.3 bn in 2023
 - Public debt to decline from 40% of GDP in 2022 to a 36.5% level in 2023
 - CPI inflation significantly low at 0.03% for YTD Mar-24
- » 2024 Budget projects fiscal deficit of RO 640 mn based on avg. oil price of USD 60 p.bbl (vs. actual-22: USD 82) & avg. daily production of 1,031K bbl (vs. Budget-23: 1,175K bbl). It sets an investment outlay of RO 3.9 bn on projects of strategic, economic & social significance
- » IMF projects Oman's economic outlook to increase from 1.4% in 2024 to 2.9% in 2025 supported by rebound in hydrocarbon activity following the expected relaxation of OPEC+ quotas. Fiscal & current account to remain in surplus over the medium term.
- » Sustained efforts to implement Oman's Vision-2040, yielding good progress;
 - New labour law set to improve working conditions & enhance female force participation
 - Structural reforms to improve business environment
 - The climate agenda receiving ample investments under the National net zero strategy

Source: Guide to State's general Budget 2024. Central Bank of Oman, MoF publication of State's final account. International Monetary Fund (IMF) Jan-24 MTFP: Medium-Term Fiscal Plan 2020-24 of the Oman Government, NCSI: National Center for Statistics and Information, Oman

GDP at current prices, Public Debt (RO bn) & Debt as % of GDP

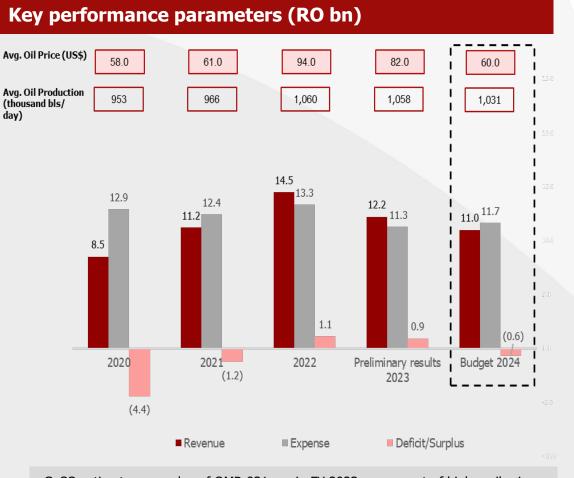


Oman Budget 2024 (in RO mn)

		<u> </u>		
Particulars	FY 2024 Budget	FY 2023 Budget	Variation	FY 2023 preliminary
Oil revenue	5,915	5,320	11%	6,883
Gas revenue	1,575	1,400	13%	2,000
Others	3,520	3,330	6%	3,330
Total Revenues	11,010	10,050	10%	12,213
Total Expenditure	11,650	11,350	2.6%	11,282
(Deficit)/Surplus	(640)	(1,300)	(51%)	931

Deficit to be financed through borrowings (RO 240m) & drawing from reserves (RO 400m). No borrowing/drawing from reserves, if actual revenue is higher than budget resulting in a fiscal surplus (1) Estimated

Oman Macro Overview



GoSO estimates a surplus of OMR 931 mn in FY 2023 on account of higher oil price realization as opposed to a deficit of OMR 1,300 mn as per 2023 Budget estimates

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Revenue breakdown (RO bn) 14.5 12.2 11.2 11.0 8.5 11.2 8.9 8.2 5.8 3.3 3.3 3.5 2.7 3.0 2020 2021 2022 Preliminary results Budaet 2024 2023

Revenue from Oil & Gas accounted for c.74% of the total revenue over the last four years

Net Oil & Gas revenue

Non-hydrocarbon revenue



The improvements in credit rating and outlook are mainly on account reduction of public debt, increased contribution from the non-hydrocarbon sector and implementation of conservative fiscal policies

Sources: Guide to State's general Budget for FY 2024, Central Bank of Oman publications, MoF publication of State's final account Note: Economic indicators for 2023 are based on preliminary estimates

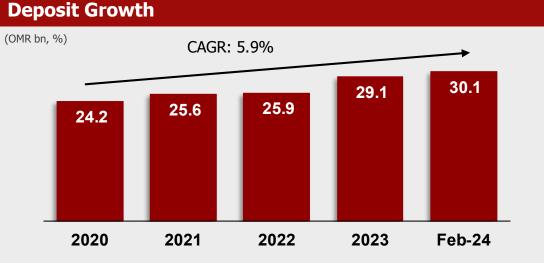
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Oman Banking Sector - Overview

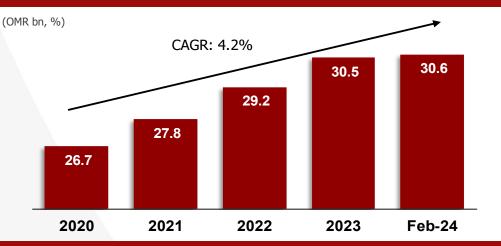
Banking sector has performed relatively well in last few years in spite of lower oil prices & challenging economic situation

Overview

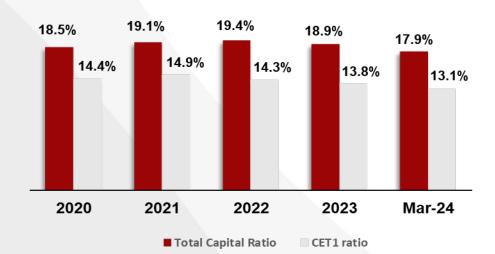
- » Sector comprises of 22 banks (6 local, 2 Islamic, 2 specialized, 2 investment, 10 foreign banks). In Q1-24, 2 investment banks and 1 foreign bank branch have commenced operations.
- » Conservative and Prudent Regulator
 - A number of regulations and caps in place to support the sustained growth, stability and sustainability of the Omani banking sector
 - Implemented Basel 3 regulation with effect from Jan 2014
- » Demonstrated resilience in spite of lower oil prices and challenging economy
- » Banks in Oman are well positioned with adequate capital and liquidity levels supported by promising economic prospects, lower budget deficit, elevated levels of oil prices and uplifting of pandemic related restrictions



Gross Loans Growth



Capitalization evolution¹



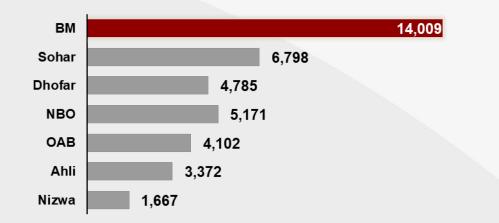
Source: Gross Loans and Deposits of Oman based on Central Bank of Oman Statistical Bulletin;

¹ Aggregation of capital adequacy ratio across 7 local banks of Oman (Mar'24): Bank Muscat, Bank Dhofar, National Bank of Oman, Sohar International, Oman Arab Bank, Ahli Bank and Bank Nizwa.

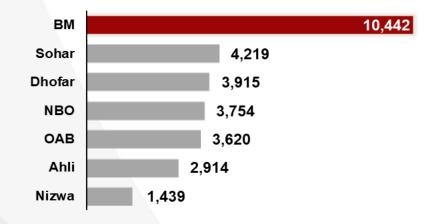
Bank Muscat - Unrivalled leading Market Position in Oman



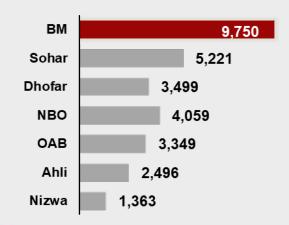
Total Assets (OMR mn)



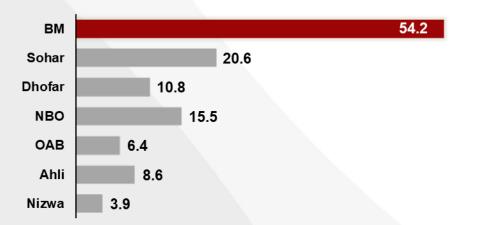
Gross Loans (OMR mn)



Deposits (OMR mn)



Net Profit (OMR mn)



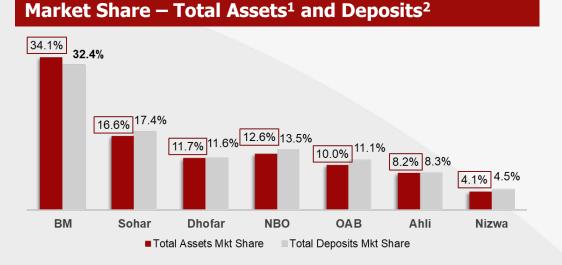
Source: Unaudited financial statements as at Mar-24.

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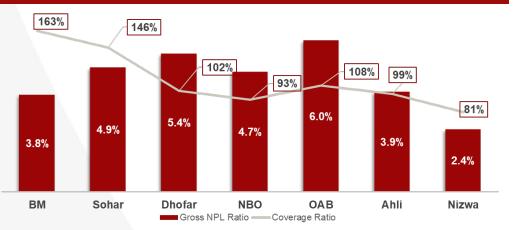
BM – Bank Muscat, Dhofar – Bank Dhofar, NBO – National Bank of Oman, Sohar – Sohar International Bank, OAB – Oman Arab Bank, Ahli – Ahli Bank, Nizwa – Bank Nizwa.

Bank Muscat - Unrivalled leading Market Position in Oman

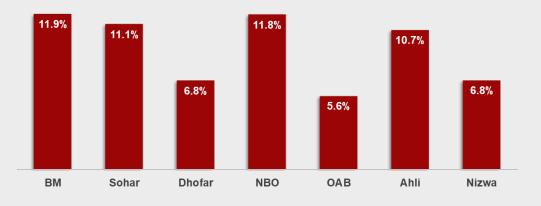




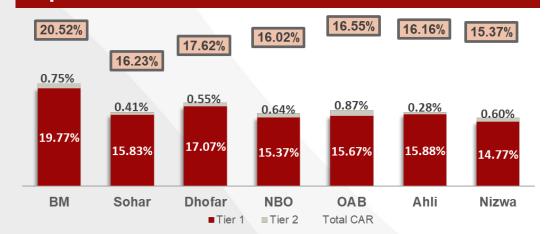
Asset quality³ – Coverage ratio and NPL Ratio



Profitability – RoAE⁴



Capitalization



Source: Bank's unaudited financial statements as at Mar-24 and Central Bank of Oman Statistical Bulletin, CBO's Oman market share report for conventional and Islamic operations Feb-24

¹ Bank's Total Assets Market share = Bank's Total assets / Total assets as per CBO

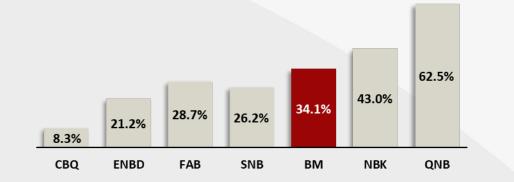
² Bank's Total Deposits Market share = Bank's Customer Deposits / Total Customer Deposits as per CBO

³ NPL Ratio = NPL / Gross Loans, Coverage Ratio = (Loan + Non-funded provisions) / NPL

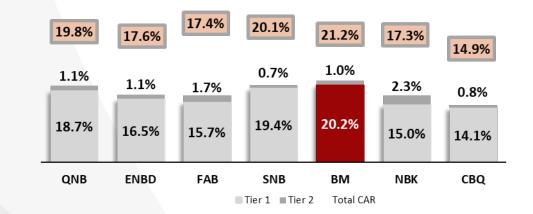
⁴ Return on average equity = Net profit / Average of opening and closing equity attributable to equity holders for FY23

Bank Muscat - Dominant domestic franchise in the region



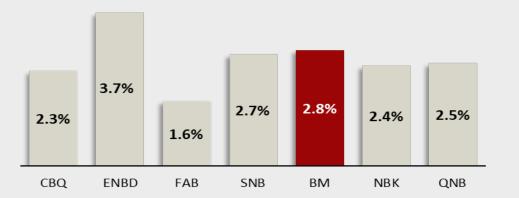


Capitalization



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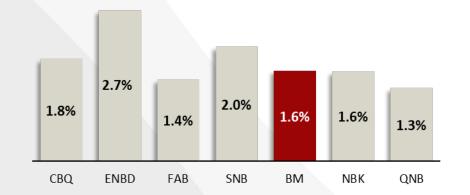
Net interest margin over avg. assets



Source: Audited financial statements as at Dec-23, Central Bank of Oman Statistical Bulletin

BM – Bank Muscat
 SNB – Saudi National Bank (KSA)
 FAB – First Abu Dhabi Bank (UAE)
 ENBD – Emirates NBD (UAE)
 QNB – Qatar National Bank (Qatar)
 NBK – National Bank of Kuwait (Kuwait)
 CBQ – Commercial Bank Qatar (Qatar)

Return on avg. assets





III. Business Overview



Banks Vision & Strategic Pillars

	Bank Muscat Brand value	 » Leading financial services provider with largest branch network & innovative product and service offering » High quality service and customer centric approach through "To Serve you better, everyday" philosophy » Technology driven with multiple digital channels for sales and services » Dominant position size & proven resilience 		
	Strong Financial Position	 » Strong financial position, business capabilities and shareholding » Strong capital and liquidity positions » Lending power / single borrower size » Strong profitability coupled with conservative credit provisioning policies » Market share leadership in loans and deposit 	Customer Centricity Efficiency	ciency & ductivity
00	Leverage on Technology And Infrastructure Investments	 Pioneering investments in technology supporting growth plans Multiple digital banking channels for sales and services Technology driven banking to enhance customer experience and improve internal efficiency Innovative products and services offering 		
	Experienced Management & Young Workforce	 Stable and experienced management with proven track record of successful organic and inorganic growth Talented and young workforce 		gility & ovation
	Focus on Islamic Banking Developments in Oman	 Meethaq – Islamic Banking platform Be the Market Leader in Islamic Banking Business Endeavor to offer full fledged products and services Expansion of branch and channel network 	Market Leadership	
15	Creating Sustainable Value	 » Ensure sustainable best practices in core business activities: Contribution to economic performance Development from within Empowering the community Banking while adhering to the Bank's corporate values To serve you better, everyday		
		Leading in everything we do by offering simplified & integrated banking solutions.		

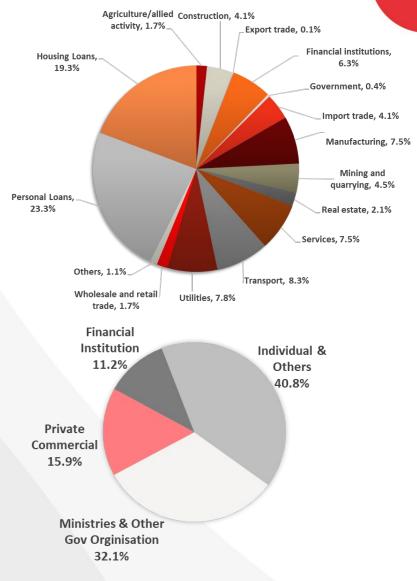
Bank Muscat Business Lines

Business Lines Breakdown

Loan, Advances & Deposits Breakdown

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	Key Highlights	Asset Contribution	Profit Contribution
Corporate Banking	 Leading corporate Banking franchise offering the full array of corporate banking services. Strong expertise in project finance 	 » RO 4.40 bn • 31.4% of total assets 	 » RO 17.30 mn • 31.9% of total profit
Personal Banking	 » Leading Retail Bank platform in Oman » Over 3.2 mn retail customers in Oman » Largest distribution network (155 conventional branches) 	 » RO 4.06 bn • 29.0% of total assets 	 » RO 18.88 mn • 34. 8% of total profit
Wholesale Banking	 Comprise of treasury, corporate finance, asset management and financial institutions 	 » RO 3.40 bn • 24.3% of total assets 	 » RO 14.19 mn • 26.2% of total profit
Meethaq — Islamic Banking	 » RO 120 mn capital assigned to this business » Officially launched in January 2013, currently operating through 28 full fledged Islamic branches 	 » RO 1.85 bn • 13.2% of total assets 	 » RO 1.96 mn • 3.6% of total profit
International Operations	 Presence in Saudi Arabia and Kuwait through a branch, an associate in Bahrain and 3 Rep offices in UAE, Singapore and Iran 	 » RO 0.31 bn • 2.2% of total assets 	 » RO 1.92 mn • 3.5% of total profit





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Loans & Advances

Deposits

Corporate Banking

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Overview	Opportunities	Strategy
 » Leading Corporate Banking Franchise Extensive and expanding range of products and services Strong project finance capabilities » Large corporate client portfolio and lead bank for top tier Omani corporate entities 	 » Large number of infrastructure/ Industrial projects in the pipeline » Privatisation and diversification drive by Government » Increasing business flows between Oman and regional countries 	 » Leverage on leading position and expertise Reinforce presence in Oman across all segments in the value chain Benefit from large infrastructure and industrial projects in Oman » Focus fee income generating business
 High level of sophistication differentiated through technology led investments 		Transaction banking business to enhance fee incomeExplore cross sell opportunities among business lines
» Commitment to maintain strong control over asset quality		» Utilize presence in regional markets

• Grow GCC trade flows share



Source: Peer Banks unaudited financial statements as at Mar-24. ¹ For comparative purposes, Corporate loans of peer banks include conventional corporate loans and Islamic corporate financing

Personal Banking

» Leading Personal Banking Franchise in Oman

cards, Bancassurance and remittances

Substantial low-cost retail deposit base

» Largest delivery channel network in Oman in terms of

Best internet and mobile banking platform in Oman

Over 3.2 million customers

branches and e-channels

Overview

Market leader across retail banking segments including

» Merchant acquiring market share of over 50% by volume as of March 2024 and leading e-commerce business in Oman

Opportunities

- » Government spending resulting in job creation
- » Increase in salaries through various government initiatives
- » Favorable demographics
 - » Over 46% of population less than 19 years
 - » Housing finance opportunities

Strategy

- » Leveraging on leading presence in the retail segment
 - Increase penetration and cross sell
 - Explore new business and product lines
- » Technology-led product development and service offerings
- » Enhance process efficiency and customer convenience
- » Focus on development and utilization of e-delivery channels
- Retail Loans¹ **Asset Growth Operating Income** (RO mn) RO mn (RO mn) 4,453 4,057 3,938 1,485 1,502 3,735 232 3,672 1,371 1,292 3,514 212 199 186 773 536 60 Ahli M Dhofar NBO OAB Nizwa Sohar 2020 2021 2022 2023 Mar-24 2020 2021 2022 2023 Mar-24

Source: Peer Banks unaudited financial statements as at Mar 2024. ¹ For comparative purposes, Retail loans of peer banks include conventional retail loans and Islamic retail financing.

Wholesale Banking

Overview

- » Treasury: funding, asset and liability management requirements, offer structured solutions to corporate clients
- » Financial Institutions: Trade, Debt Solutions and correspondent banking services
- » Corporate Finance: Leader in corporate advisory: series of successful transactions & track record outside Oman
- » Asset Management: Largest Omani mutual fund manager with potential for growth & expanding outside Oman. Investment solutions for high net worth individuals

Opportunities

- » Significant cross-sell opportunities to other wholesale banking clients
- » Leverage transaction experience in attracting new corporate finance mandates
- » Leverage regional expansion to introduce new products
- » Strong growth potential in the high net worth market segment

Strategy

- » Strengthen Bank Muscat's leading position in specialised areas
- » Utilize the presence in regional markets to expand business
- » Leverage specialised product expertise in other markets
- » Leverage on expertise built to further grow the market share and increase the market potential



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Meethaq – Islamic Banking

Overview

» One of the most successful Islamic banking operations

» Innovation in product offering and services to create a

» Established Sharia Board comprising of experienced

» 28 dedicated branches throughout the Sultanate

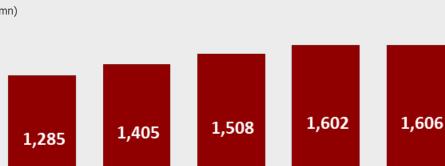
in Oman since 2013

Opportunities

- » Growth momentum continued since the launch indicating potential in the market
- » Shari'a governance structure ensures transparent banking
- » Large network at disposal to leverage business
- » Awareness drives on Shari'a compliant banking to increase customer base

Strategy

- » Full fledged product and service offerings
- » Increase Meethaq exclusive branch network to an optimum level
- » Customer Centric approach and transparency
- » Technology driven customer service delivery within the Shari'a compliance ambit

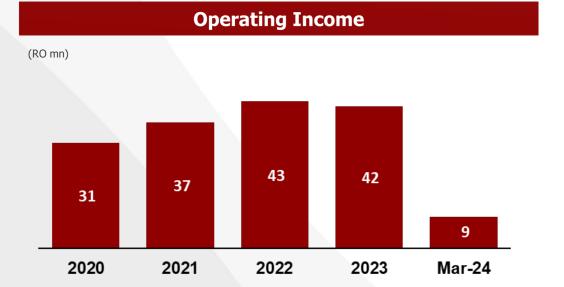


2022

2023

Mar-24

Gross Financing Portfolio



and reputable Sharia scholars increase of a scholars increase of a scholars increase of a scholars increase of a scholar schol

(RO mn)

2020

niche

Source: Bank Muscat unaudited financial statements as at Mar-24

2021

International Operations

Country	Entity	Overview & Strategy
Kingdom of Saudi Arabia	Bank Muscat Riyadh Branch	 Focus on bulk deposits from large corporate and HNI clientele Enhance scale through continued focus on corporate, trade and treasury businesses Selective approach to asset growth – medium-size ticket, contract-backed funded & unfunded business. Cost containment and increase shared resources with Head Office
State of Kuwait	Bank Muscat Kuwait Branch	 In June 2022, Bank Muscat disclosed it intends to gradually reduce the operations of its branch in Kuwait Aiming for complete closure of the branch by 2025 The branch constitutes only about 0.4% of the Bank's total assets

- > The bank has representative offices in UAE, Singapore and Iran to support corporate, trade and financial institutions businesses.
- In October 2022, Bank sold its remaining stake of 27.29% in SICO Capital KSA (previously Muscat Capital) and acquired an additional stake of 2.76% in SICO BSC (c), increasing bank's shareholding in SICO BSCs to 13.14%.



IV. Financial Performance



Financial Highlights for the – Q1-2024 (YTD Mar 24)

Bank continued to weather the global/regional challenges & achieved a **Net Profit** of RO 54m in March 2024, an increase of 5.7% vs. March 2023

Net Interest income and Income from Islamic financing reached RO 95m in Q1-24 compared to RO 92m in Q1-23, an increase of 4.1%.

Non-interest income stood at RO 37m in Q1-24 compared to RO 31m in Q1-23, an increase of 18.3%, due to overall improvement in various business lines and volume increase.

Operating expenses were RO 52m in Q1-24, c. 6.4% higher than RO 49m in Q1-23.

Operating Profit reached RO 81m in Q1-24, an increase of 8.6% vs Q1-23, demonstrating Bank's strong and steady revenue generation capabilities despite the ongoing global challenges

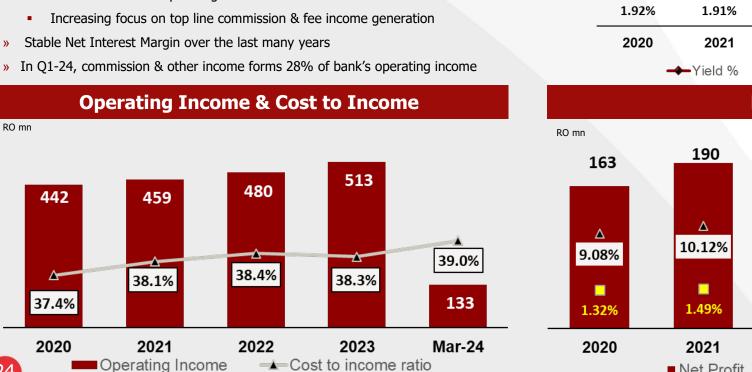
Net Impairment was RO 16m, compared to RO 14m for the year Q1-23. Total provisions stood at 1.6 times of the Non-performing loans reflecting healthy asset quality and provision levels of the bank

Net Loans and advances incl. Islamic financing receivables increased by 1.0% to RO 9,860m as against RO 9,762m in Q1-23. **Customer Deposits** incl. Islamic customer deposits increased y-o-y by RO 759m or 8.4% to RO 9,750m

Operating Performance & Profitability

Overview

- Resilient operating performance
 - Stable top line income growth over the years
- Stable cost to income ratio and ongoing cost efficiency measures: »
 - Solid profitability
 - Stable Return on Assets
- Strong core revenue generation with net interest income and commission & » fees over 90% of total operating income
 - •
- Stable Net Interest Margin over the last many years »
- » In Q1-24, commission & other income forms 28% of bank's operating income



Net Interest Spread 5.35% 5.44% 4.75% 4.43% 4.41% 2.96% 2.82% 2.61% 2.51% 2.50% 2.53% 2.48% 2.14% 2022 2023 Mar-24 -Cost % **Profitability** 212 201

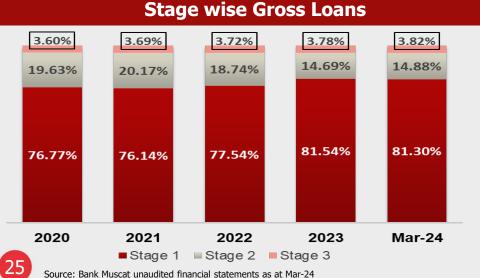


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Asset Quality

Overview

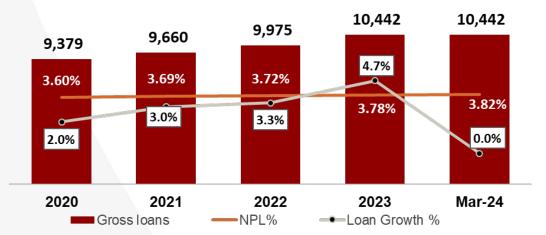
- » Stable loan book growth
 - Conservative lending approach
 - Focus on high quality assets with access to top tier borrowers
- » Strong project finance capabilities
- » As at Mar-24, Corporate and retail loan mix is 57:43
- » Diversified loan portfolio across sectors
- » Conservative provisioning of impaired assets
 - Provisioning in compliance with IFRS 9



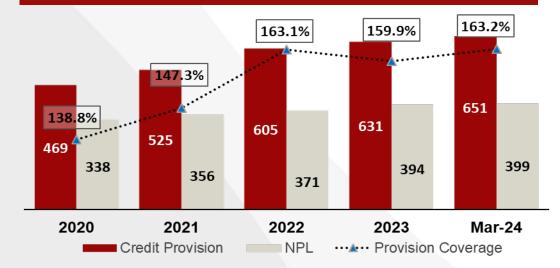
Provision coverage = Impairment on Loans & advances & non-funded impairments / Impaired Loans

Loan Growth (RO Mn)





Impaired Assets & Provisioning (RO Mn)



Funding & Liquidity

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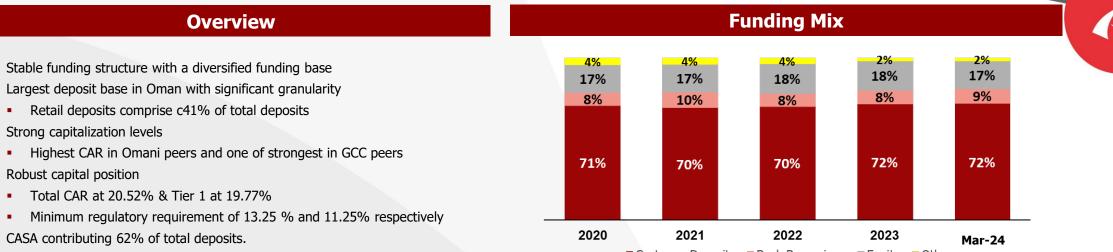
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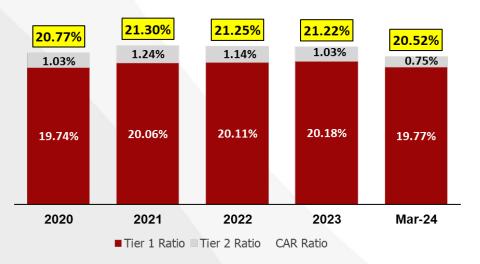
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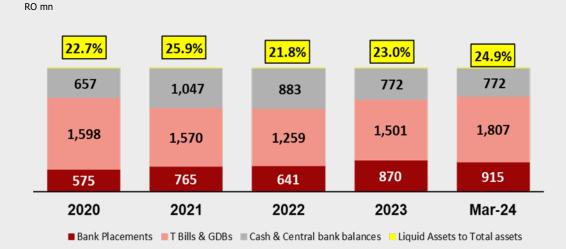
Robust capital position



■ Customer Deposits ■ Bank Borrowings ■ Equity ■ Others

Capital Adequacy Ratio





Liquid Assets

Source: Bank Muscat unaudited financial statements as at Mar-24



V. Annexures



Balance Sheet

Amounts in RO Mn	31-Mar-24	31-Mar-23	31-Dec-23	31-Dec-22	31-Dec-21	31-Dec-20
Cash and balances with Central Banks	772	746	772	883	1,047	657
Due from banks	915	690	870	641	765	575
Loans and Advances	8,333	8,289	8,350	7,967	7,830	7,707
Islamic financing receivables	1,528	1,473	1,527	1,449	1,361	1,230
Investments	2,217	1,618	1,876	1,581	1,820	1,835
Other assets	245	260	278	254	249	450
Total assets	14,009	13,076	13,673	12,776	13,073	12,454
Bank deposits/FRNs /Bonds	1,480	1,433	1,341	1,440	1,699	1,428
Customer deposits	8,410	-	-	7,410	7,604	7,364
Islamic Customer's Deposit	1,340		-			1,013
Other liabilities	479	478	540	457	448	605
Total liabilities	11,709	10,903	11,319	10,544	10,922	10,410
Share capital and premium	907	907	907	907	889	856
Total reserves	626	554	619	552	537	520
Retained profits	261	206	323	268	595	538
Shareholders' equity	1,795	1,668	1,850	1,727	2,021	1,914
Perpetual Tier I Capital	505	505	505	505	130	130
Total liabilities + equity	14,009	13,076	13,673	12,776	13,073	12,454
Key ratios						
Loans growth %	4.7%	6.2%	4.9%	2.5%	2.8%	0.7%
Deposit growth %	12.8%	2.5%	9.1%	-1.5%	4.7%	4.2%
Net Loans /customer deposits	101.1%	108.6%	104.7%			106.7%
Shareholders' equity/total assets	12.8%	12.8%				15.4%
Total capital ratio	20.52%	20.53%	21.22%	21.25%	21.30%	20.77%

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Profit & Loss Statement

Amounts in RO Mn	31-Mar-24	31-Mar-23	31-Dec-23	31-Dec-22	31-Dec-21	31-Dec-20	31-Dec-19
Net Interest / Profit Income	95.5	91.7	374.8	344.9	335.5	322.1	317.0
Other operating income	37.3	31.5	138.0	135.2	123.1	120.1	138.2
Operating income	132.7	123.2	512.8	480.0	458.6	442.2	455.2
Operating costs	(51.8)	(48.7)	(196.4)	(184.5)	(174.6)	(165.5)	(178.9)
Operating Profit	80.9	74.5	316.4	295.5	284.0	276.7	276.2
Net impairment losses	(16.2)	(13.7)	(64.7)	(59.9)	(60.2)	(81.0)	(56.1)
Profit from associates	0.3	0.1	0.5	0.9	0.2	-	-
Profit before Tax	65.0	60.9	252.2	236.5	224.0	195.6	220.1
Taxation	(10.7)	(9.6)	(39.8)	(35.7)	(34.3)	(32.3)	(34.6)
Net Profit	54.2	51.3	212.4	200.8	189.6	163.4	185.6
Key ratios							
Cost/income ratio	39.0%	39.5%	38.3%	38.4%	38.1%	37.4%	39.3%
Return on average assets	1.57%	1.59%	1.61%	1.55%	1.49%	1.32%	1.51%
Return on average equity	12.30%	12.50%	12.69%	10.45%	10.12%	9.08%	10.73%
Basic EPS (RO)	0.007	0.007	0.025	0.026	0.024	0.044	0.055
Share price (RO)	0.262	0.275	0.264	0.275	0.484	0.394	0.434

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Note: Certain corresponding figures for prior years have been reclassified in order to conform to the presentation for the current year. Such reclassifications do not affect previously reported profit or equity.

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