

# Bank of Palestine Group











# INVESTOR PRESENTATION

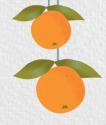
H<sub>1</sub> 2023





# **CONTENTS**

- Our Vision & Strategic Priorities
- Bank of Palestine Overview
  - Corporate Governance and Shareholding Structure
- Palestine Market and Financial Sector Overview
- Bank of Palestine Group Companies
- Bank of Palestine Group Financial Highlights
  - Corporate Actions and Dividends





# **OUR VISION**

We aspire to be distinguished as a values based, sustainable, forward thinking financial group on a local and international level.

### **OUR STRATEGIC PRIORITIES**

- Customer Service & Shareholder Rights
- Sustainability
- Digital Transformation
- Stakeholder Impact

# **Bank of Palestine Overview**







# 1 Largest Banking Group in Palestine



Market Share Robust Historical Growth & Healthy Ratios



# 1 Largest lender to SMEs



Committed to ESG

Total Assets	Net Loans	
<b>\$ 6.62 b</b> YTD 2%	<b>\$ 3.70 b</b> YTD 3.6%	
Customer Deposits	Net Profit	<b>32.96%</b>
<b>\$ 5.36 b</b> YTD 1.80%	<b>\$ 43.1 m</b> YoY 23.7%	Market Share
Market Cap	Branches	
<b>\$ 486 m</b> 9.6% of PEX	<ul><li>103 Local Branches</li><li>3 Representative Offices</li></ul>	
Customers	Employees	
> 1.1 m	> <b>2,495</b> 45% Female (BoP)	

ROE	ROA			
14.87%	1.30%			
Cost / Income%	Operating Cost / Income%			
61.91%	52.44%			
CAR%	Tier 1% 13.80% Loans / Deposits%			
16.60%				
NPLs%				
4.20%	69.06%			
EPS	LCR			
\$ 0.33	438%			

ROA, ROE and EPS are presented on an annual basis.

ROE & EPS are calculated using the profit attributable to BoP shareholders.



- BOP has become the first bank in Palestine and the Middle East to deposit funds in Citi's Sustainable Deposit Solution. Citi's Sustainable Deposit Solution supports clients when investing their excess cash and meeting their sustainability goals.
- Bank of Palestine was awarded by EBRD the "Most Active Issuing Bank 2022" Award in Trade Finance and "Best Bank" Award from Global Finance in Palestine.
- JICA invested in Bank of Palestine's additional tier 1 capital in an amount of \$30 m to support Palestinian SMEs.
- Proparco and BoP signed an SME Portfolio Guarantee agreement with the support of the EU.
- BoP launched its first Sustainability Report based on GRI standards.
- Enhanced digital capabilities and customer experience through launching Apple Pay and the SoftPOS application, which transforms smart devices into a device for accepting various digital payments through cards, electronic wallets, payment through QR code and other electronic payment methods.



- Palestine's largest banking network with over 100 branches
- Digital Transformation strategy targets to convert 25% of branches to digital



BOP - RAMALLAH GENERAL MANAGEMENT HEADQUARTERS



BOP - BETHLEHEM FLAGSHIP BUILDING



TRAINING, WORKSHOPS, & NON-FINANCIAL SERVICES

**BUSINESS BANKING** 

RETAIL BANKING

DIGITAL BRANCHES

BOP - JERICHO FLAGSHIP BUILDING

### BOP - INTERNATIONAL STRATEGY: REPRESENTATIVE OFFICES



# Dubai International Financial Center (DIFC) 2015



Representative Office Santiago, Chile 2017



#### REPRESENTATIVE OFFICE SERVICES:

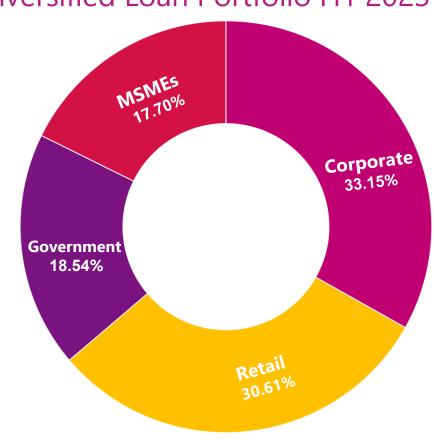
- FINANCIAL ADVISORY SERVICES.
- INVESTMENT ADVISORY SERVICES.
- NETWORKING AND RELATIONSHIP MANAGEMENT AMONG DIASPORA PALESTINIANS.
- FACILITATION OF FINANCIA L SERVICES IN PALESTINE (ACCOUNT OPENING, FIXED TIME DEPOSITS AND CREDIT CARDS).
- MORTGAGE LOANS AND OTHER LOANS IN PALESTINE.
- TREASURY SERVICES AND CUSTODY SERVICES FOR INVESTMENTS IN THE PALESTINE STOCK EXCHANGE (PEX).



# Diversified Loan Portfolio H1 2023

Over \$3.70 billion In gross loans NPL Ratio 4.20%

Coverage Ratio 56.56%





# Largest SME Portfolio in the Country

# \$691million

- Specialized teams and programs servicing Micro, Small, & Medium Sized Enterprises (MSMEs)
- Risk mitigation through several loan guarantee programs





#### **BOP – FINANCIAL INCLUSION**





Towards achieving the goals of sustainability, Bank of Palestine, focuses its continuous efforts to consolidate the concepts of financial inclusion; by enhancing the access of women, youth, people with disabilities and SME's to financial services that fit their needs, in addition to developing non-financial services such as programs, activities and trainings with local and international partners.

• Between 2014 – H1 2023; more than 22,100 female and male beneficiaries attended 1,200 sessions

BOP launched Felestineya Program targeting Palestinian women with tailored products and services that meet their financial needs.

#### **❖Financial Products**

- Women Entrepreneurial Bundles.
- Women's Premium Bundles.

#### **❖Non-Financial Services**

- Banking Literacy Sessions 17,300 Female Beneficiaries
- Felestineya Mini-MBA 6 Cohorts, 186 Graduates
- Keys to Financial Management
- Going Digital Training
- Introductory Sessions with different Partners, about registration, insurance, E-Solutions.
- Benefiting from Agreements with Local and International Partners
- Networking Opportunities

<u>"FELESTINEYA: A HOLISTIC APPROACH TO FINANCIAL INCLUSION FOR WOMEN IN PALESTINE"</u>
Case Study published by UN-WOMEN in 2022

# Mobile Bank Serving 50% unbanked population in Palestine in rural areas

#### **BOP - DIGITAL & TECHNOLOGY INCLUSION**







Bank of Palestine's digital vision aims to employ the digital platforms to ensure the sustainability of the bank's operations and transforming the banking system from a traditional banking system to a digital financial system with enhanced electronic services

#### **New SoftPOS**

Transforms smart devices into a device for accepting various digital payments



### **Apple Pay**

Payment through contactless technology or using cards through mobile devices or Apple watch

- ▶ Digital Banking
- ➤ Mobile Banking e-Bank
- Online Banking
- **>**Cards
- >E- Commerce
- **→**Cyber Security



#### **BOP - SUSTAINABILITY STRATEGY**





BOP created a distinctive programme entitled Green Loans to enable residents of rural areas to invest in renewable access to energy and resources such as:

#### A holistic sustainability strategy:

- · Promoting Sustainable Finance
- Developing a Sustainable Economy
- · Gender Inclusion
- · Investing in Youth
- · BOP A Sustainable Business
- Corporate Social Responsibility (CSR)

- Solar Energy
- **Greywater Recycling Rainwater**
- Harvesting
- Other environmentally friendly projects



We contribute up to 5% of our annual profits towards CSR

We hire 6% of all staff – Persons with Disabilities





Sustainability Report 學課 2021









Global Impact Investing Network









BOP achieved a score card of B+ from (GABV) on its commitment to real economy and values

#### PARTNERSHIPS WITH MULTILATERAL DEVELOPMENT BANKS









Subordinated Loan

SME, Women in Business Loans

Equity Investor, SME, Green Loans, Loan Guarantee







SME, Loan guarantees

Loan Guarantee Program

Loan Guarantees



IsDB

**Housing Loans** 



**SME Loans** 

### BANK OF PALESTINE - CORRESPONDENT BANKS































































### GOVERNANCE: WELL-DIVERSIFIED BOARD MEMBERS





Mr. Hashim Shawa Chairman of Bank of Palestine Group Experience Banking, Investments, Operations



Mr. Abdullah Qais AL – Ghanim
Al Muhalab Kuwait Real Estate Company, Kuwait
Vice Chairman - Bank of Palestine
Experience
Banking, Investment, Real Estate



Mr. Tarek Aggad Chairman & CEO - Arab Palestinian Investment Company (APIC) Palestine Experience Investments, Manufacturing, Trading



Mrs. Maha Awad
General Manager – Abu Shousheh Contracting
Co
Experience
Investments, Trading



Former Director General of Taawon (Welfare Association) Experience Sustainability, Studies& Research, Author of Publication in Women affairs and education



Startups

Mrs. Lana Abu Hijleh
Country Director of Global Communities
(Formerly known as CHF International –
Palestine)
Experience
Women & Youth Activist, Investments, Real Estate.

# GOVERNANCE: WELL-DIVERSIFIED BOARD MEMBERS





Mr. Eric Shehadeh
Group Head of M&A and Corporate Development
at First Abu Dhabi Bank - UAE
Experience
Banking, Operations, Finance, Strategy



Mrs. Lama Kanaan
Executive Director, Wealth Management at
Azura Asset Management, Bahrain
Experience
Private Banking, Investment and Commercial
Banking, Portfolio Management, Private Equity



Mr. Tewfic I. Habesch
Vice Chairman: Aqariya Commercial & Investment Company
and The Arab Chamber of Commerce & Industry, Jerusalem
Experience
Insurance, Investments, Risk



Mrs. Linda Tarazi
Head of Digital- Wholesale Banking- Corporate
and Financial Institutions at Mashreq Bank, UAE
Experience
Transformational change, Corporate Banking, Digital
Transformation, Market Intelligence



Mr. Adel A. Dajani
Founder and Managing Director at Maghreb
Venture
Partners, North Africa
Experience
Investment Banking, Commercial Banking

**64%**Banking
Experience

All members are non-executive

**%45**Independent
Members

**50%** Female Members

### GOVERNANCE – BOP EXECUTIVE MANAGEMENT





Mr. Mahmoud Shawa
BOP CEO

- Appointed in January 2021 as CEO and joined BOP in 2005
- Holds a BA degree in Accounting from the AUC
- Holds MBA in Banking and Finance from Wales University
- Deep & extensive knowledge and experience in the Bank's operations and the banking sector
- Former BOP CRO (2013 2016)
- Former BOP CFO (2017 2020)

57% Masters43% Bachelor

21% Female

Name	Position	Joining
Business		
Mr. Naser Bakeer	Chief Business Banking Officer	1994
Mr. Salim Hodali	Chief Retail Officer	2005
Mr. Yazan Al Masri	Chief Treasury Officer	2012
Support		
Mr. Sakhr Nammari	Chief Financial Officer	2018
Mr. Kamel Husseini	Chief Strategic Relations & Engagements Officer	2016
Mr. Hanna Sahhar	Chief Credit Officer	2020
Mrs. Maissa Shunar	Chief Digital Transformation Officer	2023
Mr. Musa Shamieh	Chief Operations Officer	2014
Mrs. Randa Mousa	Chief Human Resources Officer	2011
Control		
Mr. Najeeb Yaser	Chief Audit Officer	2017
Mrs. "Amal Patricia" Massis	Chief Risk Officer	2014
Mr. Suleiman Nasr	Chief Compliance and AML/CFT Officer	2000

#### BOP – SHARE INFORMATION & KPIs



#### Overview<sup>1</sup>

**Listed on Palestine Stock Exchange** 

Symbol: BOP

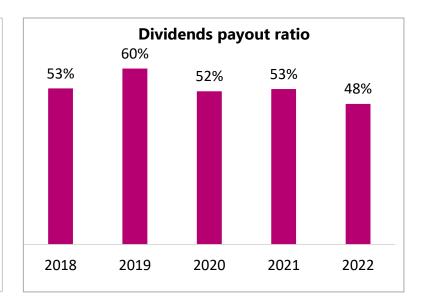
**ISIN: PS1004112600** 

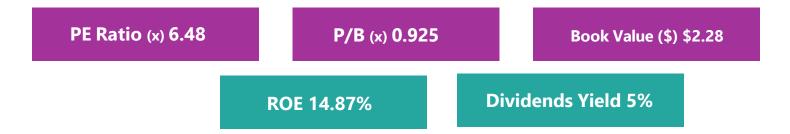
Market Capitalization: \$ 486 million

Number of issued shares: 230,677,334

Closing Price: \$ 2.11

EPS-Annualized: \$0.33

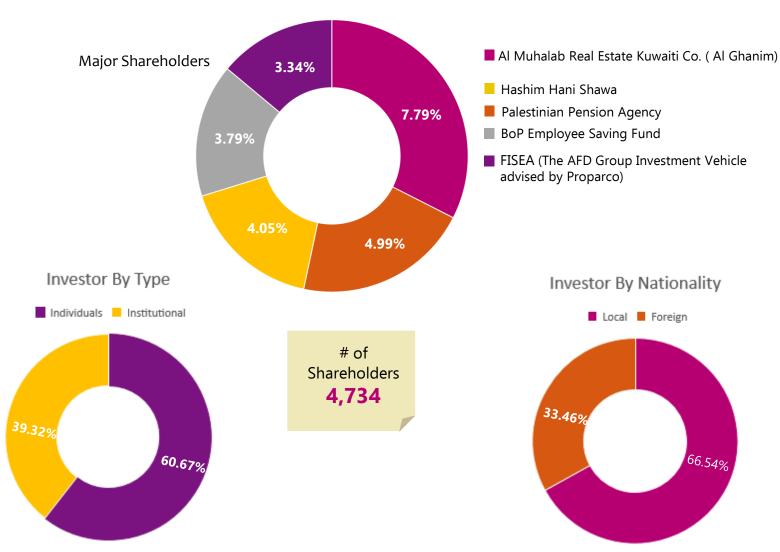




<sup>1</sup>Based on closing price as of June 30, 2023.

# **BOP – SHAREHOLDING STRUCTURE**





### BOP GOVERNANCE - COMPLIANCE & AML

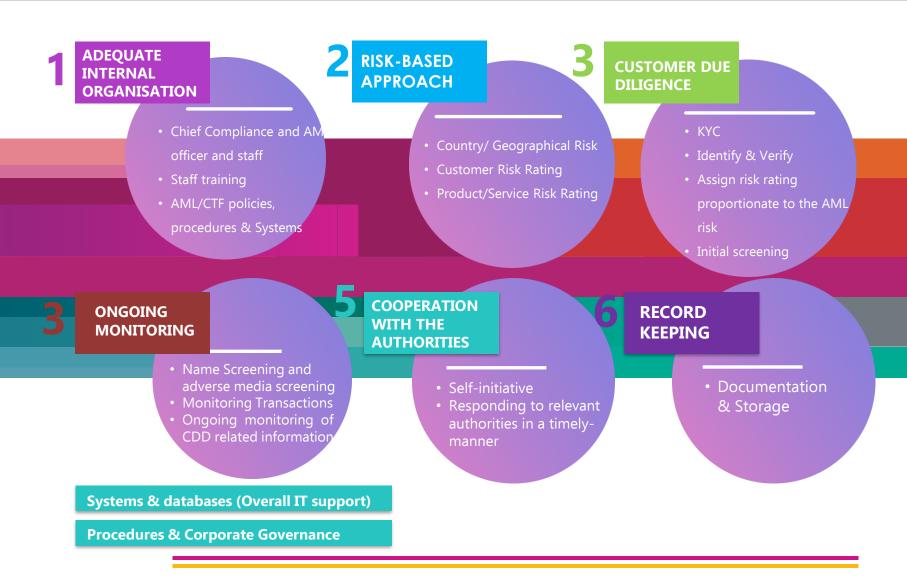


- **>** Bank of Palestine has a dedicated Compliance and AML Department, recently underwent review by international firm Deloitte
- Compliance and AML are independent and reports to the Board Audit Committee.
- ▶ Bank of Palestine is in compliance with Local AML and CFT regulations working with the Palestinian Monitory Authority (PMA) and Financial Follow Up Unit (FFU).
- New AML and CFT law signed by the president in December 2015.
- ➤ A presidential decree concerning the enforcement of UN security council resolutions.
- ▶ Bank of Palestine is in compliance with International AML and CFT regulations and Standards.
- Bank of Palestine as part of its compliance adheres to all correspondent banks' lists including
- ▶ United Nation list, OFAC, EU regulations and other international lists.
  - Adhering to a strict policy on updating clients data on a regular basis.
- Using advanced AML systems for monitoring accounts and clients transactions to detect any
- potential suspicious transactions.
  - Mandatory training for all bank employees in AML and CFT on a yearly basis.

>

# **Overview of AML/CFT framework**





#### ENHANCED AML/CFT COMPLIANCE - INTERNATIONAL STANDARDS

#### Letter From Deloitte



### Deloitte.

Our Reference: Project Sarab

Subject: Confirmation of the implementation of the recommendations regarding strengthening Bank of Palestine's Anti Money Laundering ('AML) / Counter Financing of Terrorism (CFT) framework

23 February 2021

Mahmoud Shawa Chief Executive Officer Bank of Palestine P.O. Box 471 Ramallah Palestine

Dear Mr Shawa,

This letter is to confirm that Bank of Palestine ("BOP") has addressed the recommendations in line with the agreed implementation plan to strengthen its Anti Money Laundering ('AML) / Counter Financing of Terrorism (CFT) framework.

BOP engaged Deloitte as per the contract dated 26 December 2019 to 'Support BOP in strengthening the AML / CFT policies and procedures (Phase 1)' and the addendum to the contract dated 4 February 2020 to 'Support BOP with the implementation of selected recommendations (Phase 2)'.

During Phase 1, Deloitte conducted an independent assessment of BOP's AML/CTF program and identified areas of improvements after which we agreed an Implementation Plan with BOP in line with local regulatory requirements, international guidelines, such as: FATF 40 Recommendations, Basel Committee AML/CFT guidelines, Wolfsberg Principles and leading industry practices.

During Phase 2 we validated BOP's implementation of the recommendations, as follows:

[A] Deloitte assisted in the implementation of the following recommendations for BOP which are confirmed as completed and approved in line BOP's approval processes as of 31 January 2021:

- AML / CFT Policy (documented and approved);
- 2. Customer Risk Assessment Methodology (documented and approved);
- 3. Enterprise wide Financial Crime Risk Assessment Methodology (approved and implemented by
- 4. Internal Suspicious Transaction Reporting Process (process manual documented and approved);
- 5. Sanctions Screening Process (process manual documented and approved);
- 6. Transaction Monitoring Optimization (Document listing additional scenarios to detect red flags not detected by existing scenarios and identifying changes to the parameters of existing scenarios); and
- 7. AML/CTF Training presentation (documented).

B) Following recommendations have been reported to Deloitte as implemented by BOP\*

- 1. Update of Board Auditing Committee Charter (charter documented and approved);
- 2. Update of existing Anti Bribery and Corruption and Whistleblowing Policy (policy manual documented and approved);
- 3. Update of existing Risk Management Policy (policy documented and approved);
- 4. Customer On-boarding Procedures (procedure manual documented and approved);

- 5. Customer Exit Processes (process manual documented and approved);
- 6. Update Money Laundering Reporting Officer (MLRO) Report (identifying key financial crime risk metrics to be reported to the Board) (documented):
- 7. Update Internal Audit Report to the Board (documented);
- 8. Update of the Core Banking System to capture and retrieve relevant customer information (System updated):
- 9. Update of the Sanctions Screening System to include name screening to identify Politically Exposed Person(s) (System updated
- 10. Appointment of the Deputy MLRO (Appointed).

\*In order to validate the implemented recommendations, we followed this approach:

- a. Review activities performed against each finding/gap in order to identify the progress made by
- b. Collect evidence from BOP on the implemented recommendations to ensure that they were in line with local regulations and industry standards;
- c. Agree next steps with BOP for recommendations (if any) that were not implemented in line with local regulations and / or industry standards; and
- d. We did not conduct any system testing and have relied on BOP to provide us with evidence on the implementation of the recommendations.

[C] The following recommendations are in progress and are expected to be completed by 31 March 2021

- 1. AML / CTF Periodic Testing The testing methodology was approved by the Board. The testing outcome needs to be approved by BOP's Senior Management; and
- 2. Know Your Customer Remediation and File Review Deloitte has reviewed a random sample 25 updated Retail customer files. BOP had proved Corporate customer files and our review is expected to be completed by February 28, 2021.

I want to take the opportunity to congratulate BOP on the significant progress made in strengthening its AML / CFT framework, please keep it up.

Yours faithfully

Partner | Forensic

For and on behalf of Deloitte Professional Services (DIFC) Limited

#### REGULATORY ENVIRONMENT







#### **Palestine Monetary Authority:**

(PMA) is an independent public institution responsible for the formulation and implementation of monetary and banking policies to maintain price stability and low inflation, foster financial stability and safeguard the banking sector and promote sustainable growth of the national economy.





#### **Capital Market Authority:**

The PCMA aims to create the appropriate environment to achieve stability and growth in the capital market and protect the rights of consumers, by regulating, developing, and supervising the activities of the non-banking financial sectors subject to the supervision of the PCMA represented in the sectors of insurance, securities, financial leasing and financial mortgage.





#### **Palestine Exchange:**

PEX was Established in 1995 as a private company aimed at promoting investment in Palestine the PEX held its inaugural trading session in February 1997. In 2010 PEX transformed itself to become the second publicly traded Arab stock exchange entirely owned by the private sector.

The Exchange provides investors with a fair transparent and fully automated trading venue. It focuses on attracting a wide range of regional and global investors including those among the Palestinian Diaspora. PEX listed companies are divided into five sectors: banking and financial services insurance investment industry and services. It requires banks to disclose quarterly financial statements and annual financial reports.



# **Palestine Market and Financial Sector Overview**

**Opportunities for Growth** 



#### **FUTURE OUTLOOK**

# Favorable Demographics & Market Dynamics Supporting BOP Growth Strategy



**50%** 

Unbanked

**75%** 

Under age of 34

20%

Women in Workforce

8 Million

Diaspora Palestinian

**42%** 

Private Debt/GDP

97.5%

Literacy Rate

42%

BOP's Retail Penetration

Huge potential for lending to SMEs - constituting of 90% of the Palestinian economy.

with great affinity to digital services

with **more women** promised to enter the productive cycle

Estimated \$100 Bn net worth with potential connection and investment in Palestine

One of the lowest in the region

with eagerness for **excellence** in **education** 

Huge opportunity to **grow retail** business through Palestinian cross border **workers** with salaries routed through the banking sector Burgeoning Entrepreneurial youth

**Digitization** strategy, **enhancing efficiency** and **client service** 

Bank is committed to sustainability: ESG practice and commitment to community and the real economy

**Employment** 

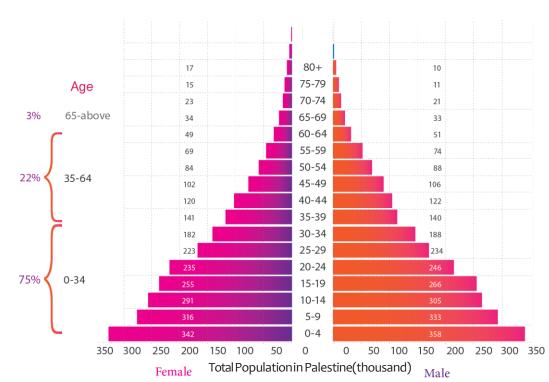
remains low compared to peers

# MARKET REVIEW- DEMOGRAPHICS & ECONOMIC PROFILE



**PALESTINE TOTAL POPULATION: 5.4M** 

**LITERACY RATE: 97.5%** 



# GDP | Capita

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
3,067	3,315	3,352	3,272	3,527	3,620	3,562	3,656	3,239	3,664	3,789

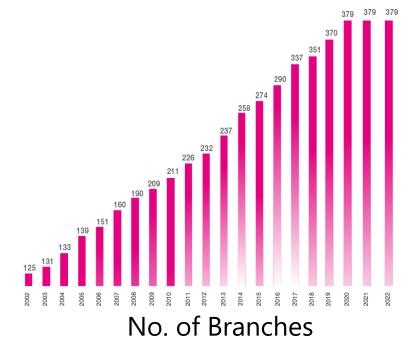
# GDP 19 Billion (2022)

New potential could unleash \$5 billion/ year infusion to GDP according to World Bank estimates



# 13 Banks Operating in Palestine

Local Banks (7)	Foreign Banks (6)			
Commercial Banks (4)	Jordanian (5)			
Bank of Palestine (BOP)	Arab Bank			
Palestine Investment Bank (PIBC)	Cairo Amman Bank			
Al Quds Bank (QUDS)	Jordan Ahli Bank			
The National Bank (TNB)	Bank of Jordan			
Islamic Banks (3)	The Housing Bank for Trade & Finance			
Arab Islamic Bank (AIB)	Other Foreign Banks (1)			
Palestine Islamic Bank (ISBK)	Egyptian Arab Land Bank			
AL-Safa Bank (SAFA)				

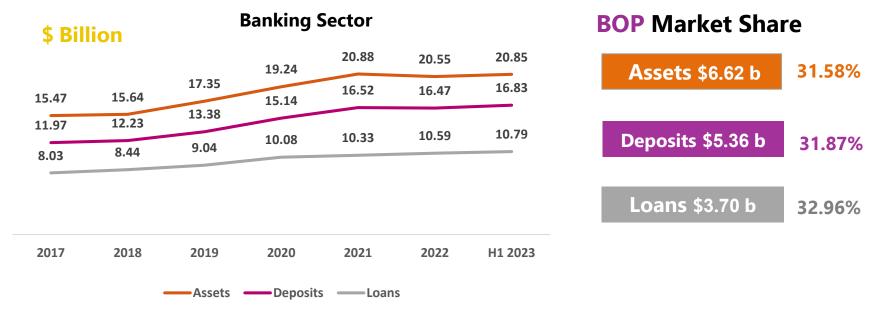


#### **BANKING SECTOR OVERVIEW**

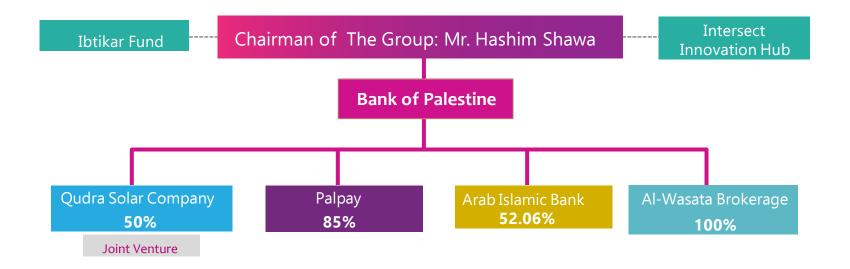


The banking sector in Palestine focuses on developing the economy and advancing the various economic fields that help to increase the gross domestic product through various financing sources for the establishment of productive economic projects. The banking sector constituted the most important investment entity for foreign investments by 37% during the first quarter of 2023. This important role in economic development played by banks opens the door to more investments and attracting more institutions and capital to invest in Palestine. This is what Bank of Palestine is doing by attracting foreign investments and employing them in the development of the Palestinian economy with sustainable projects that benefit all stakeholders.

Bank of Palestine is the leading bank in Palestine in terms of assets, loan portfolio, customer deposits and branch network. However, its impact is in its values based - system, its ethos and commitment to the real economy.







# BANK OF PALESTINE GROUP COMPANIES: ARAB ISLAMIC BANK-AIB

# **Growing Demand for Islamic Banking**

H1 - 2023



Total Assets \$1.71 Billion	Total Deposits \$1.43 Billion			
Net Profits \$8.52 Million	Direct Islamic Financing \$1.07 Billion			
ROE 11.88%	ROA 1.00%			
PE (X) 10.20	P/BV (x) <b>1.21</b>			
EPS <b>\$0.17</b>	Loans/Deposits% 75.34%			
Profit Growth 15.8%	Share Price \$1.72			

#### BANK OF PALESTINE GROUP COMPANIES - PALPAY®

# Banking the unbanked

Digital & Fintech



- PalPay® Palestine Payments The leading payment platform company in Palestine.
- Ability to pay all bills through over 10,000 POS machines. Over ILS 1.7 Billion in payment transactions.
- PalPay E-Voucher and cash assistance Platform won the first place in the Citi Tech for integrity challenge; a global competition among 2000 international companies.

# PALPAY E-WALLET

First E-wallet in Palestine







Targeting the unbanked



#### BANK OF PALESTINE GROUP COMPANIES - ALWASATA







Al-Wasata Securities has been one of the fastest growing brokerage companies in Palestine, playing a major role in the acquisition of new investors into the Palestinian market, and adding new markets to its dealing platform. The company is continuously committed to provide the noting that the company has latest technologies, launched its mobile trading application where it enables its clients to trade in the local, regional, and US markets via one platform, making Al Wasata Securities Co. the first broker in Palestine to provide us a service. The company's Trading volume for the YE 2022 is around \$135 million in the local, regional and US markets, more than \$564 million assets under management, as well as having the highest registered capital between the Palestinian brokerage firms being USD 5 million.

# BANK OF PALESTINE GROUP COMPANIES- QUDRA

# Qudra

### for Renewable Energy Solutions

Qudra for Energy solutions is a joint venture between NAPCO and Bank of Palestine Group, to provide renewable energy solutions with the highest specifications quality at international standards, Qudra will enhance the founder's joint values of sustainability. Qudra seeks to achieve sustainable development by diversifying local electrical energy production sources reducing the import of electrical energy from abroad, working with all local and international partners in the energy sector.



Target capacity of 100 MW within 5 years

Since starting 2021 Qudra rolled out 25 - 30 MW





Intersect Innovation Hub is a non-profit business incubator powered by the Bank of Palestine Group, with a focus on fintech, digital innovation, and social entrepreneurship. To accomplish our mission, Intersect provides entrepreneurs with a range of services to enable them to thrive, including workspaces, business support services, exposure, access to local and international networks, tailored financial solutions, and connections to investors.

We at Intersect have identified with our partners, Bank of Palestine Group, Ibtikar Fund, and other key stakeholders, the existence of a gap in creating investment-ready startups in Palestine.

As such we took it upon ourselves to offer an inclusive solution for entrepreneurs starting at the idea stage up to investment readiness, enabling entrepreneurs to be ready to receive their first check from an angel investor, accelerator, or a Venture Capital fund.



#### Our intervention is based on two axes:

- **1- Geographic coverage** that allows a wider outreach to entrepreneurs.
- **2- to services** from the idea phase to investment readiness, by providing working space, added value services, and a network of mentors and advisors to startups. Our services help entrepreneurs to crystalize their ideas allowing them to develop their MVP. Such a step would enable them to present their startups with solid financials to investors, be it private accelerators or funds.

#### **Partnerships**

- Gaza Sky Geeks
- Flat6labs
- Palestine Capital Market Authority- PCMA
- Ngate-Najah University Innovation Hub
- Global Entrepreneurship Week
- Build Palestine

#### **Community Engagement**

- ecosystem alignment sessions
- fireside chats with industry experts
- toastmasters Ramallah
- global shapers East Jerusalem and Ramallah hub -a world economic forum initiative

#### **INCUBATION PROGRAMS**

- Intersect is implementing an iterative incubation model to be applied, and improved upon, for each consecutive cohort.
- Design, Outreach, and Promotion- online and offline outreach activities to attract the most qualified applicants.
- Recruitment and Selection-3 day bootcamp providing an ideationfriendly environment and resulting in the selection of 10 startups per location.
- Incubation-startups will receive tailored support services to help develop their businesses.
- Community Engagement-The hubs will engage the entrepreneurial community at large within each location.



# **Ibtikar Innovation Fund**

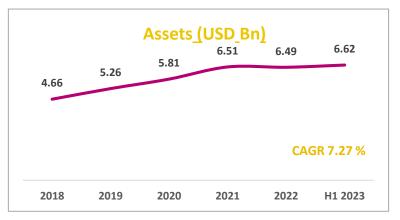
- Ibtikar Fund is Palestine's only venture capital fund, investing in Palestinian tech startups at their earliest stages, providing much needed funding coupled with strong support from their management team.
- Ibtikar Fund's portfolio companies have created over 300 direct jobs for highly-skilled workers.
- All of Ibtikar's companies moved from idea to sales; nine received follow-on investments at higher valuations, with 31 co-investors investing in 24 different rounds.
- Ibtikar Fund II is expected to reach its target of USD 30 million fund by June 2023.
- Bank of Palestine is the anchor investor and limited partner in both Funds I and II in addition to investments from IFC, Dutch Good Growth Fund and EBRD.
- Ibtikar's companies span several sectors, including marketing technology, real estate, green energy, health and wellness, and e-commerce.
  - 70% of companies moved from local to international sales.
  - Nearly 28M in capital raised post Ibtikar's initial investment
  - +300 direct, active jobs created
  - **30%** women, **50%** under 30

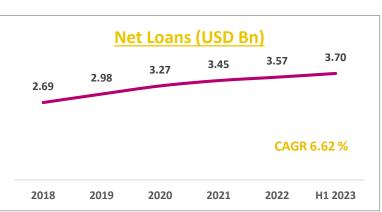
# **Bank of Palestine Financial Highlights**

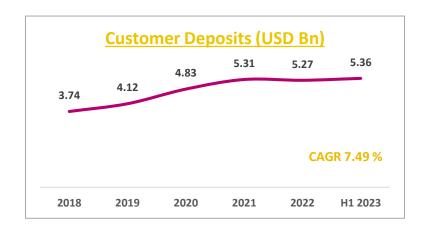


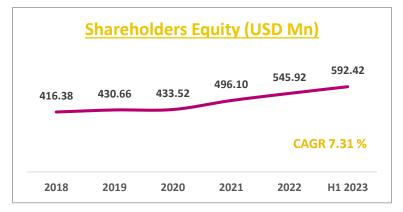
#### **BALANCE SHEET**





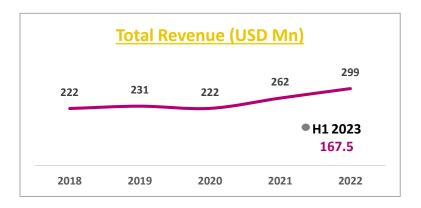


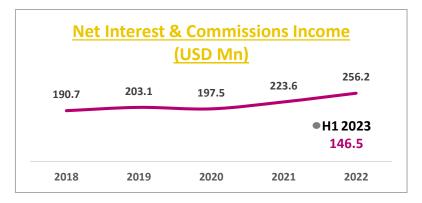


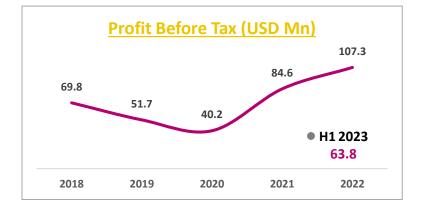


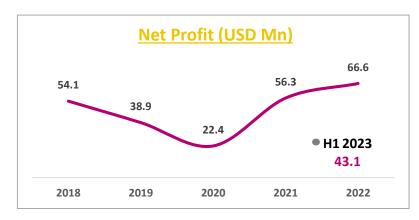
#### **INCOME STATEMENT**





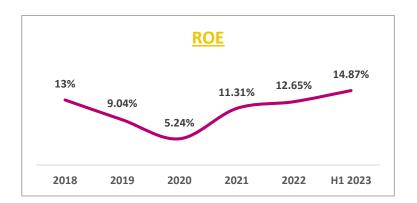


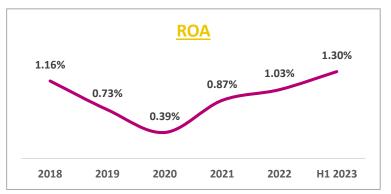


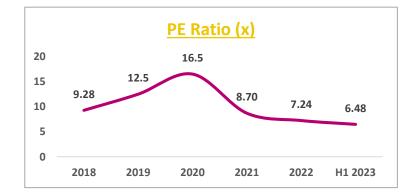


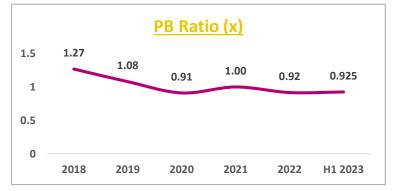
### **BOP – FINANCIAL HIGHLIGHTS**







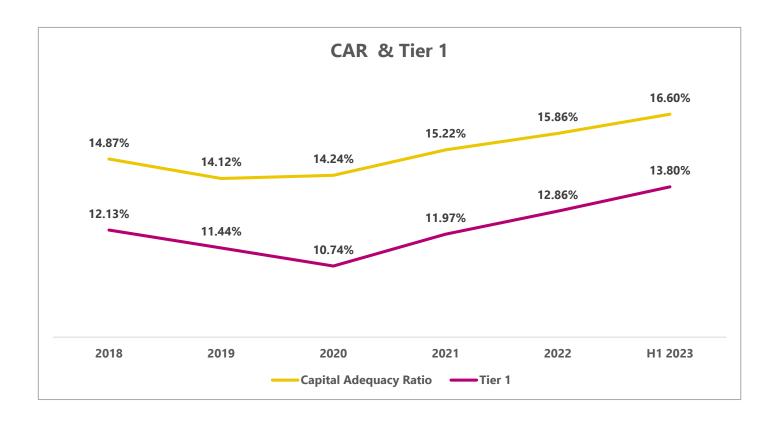




# Strong Capital Adequacy Ratio above PMA and Basel III Requirement

# **Capital Analysis**





The Bank has a solid and strong capital with a capital adequacy ratio which reached to 16.02% after the \$ 30 Million additional tier 1 investment by JICA.

# BOP - CORPORATE ACTIONS & DIVIDENDS



% of Dividends	C.A. Type	Announcement	<b>Effective Date</b>	Shares before C.A.	Cash Dividends	New Shares	Shares after C.A.
13%				2022 DIVIDENDS			
3%	Stock dividends	4/5/2023	5/4/2023	223,958,577		6,718,757	230,677,334
10%	Cash dividends	4/5/2023	4/9/2023		\$ 22,395,858		223,958,577
12%				2021 DIVIDENDS			
3%	Stock dividends	4/19/2022	4/28/2022	217,433,527		6,525,050	223,958,577
9%	Cash dividends	4/19/2022	4/21/2022		\$ 19,569,017		217,433,527
	*Special Issuance	9/21/2021		210,160,800		7,272,727	217,433,527
5%				2020 DIVIDENDS			
1%	Stock dividends	3/31/2021	4/18/2021	208,080,000		2,080,800	210,160,800
4%	Cash dividends	3/31/2021	4/1/2021		\$ 8,323,200		208,080,000
10%				2019 DIVIDENDS			
2%	Stock dividends	3/26/2020	4/29/2020	204,000,000		4,080,000	208,080,000
8%	Cash dividends	3/26/2020	3/29/2020		\$ 16,320,000		204,000,000
14%				2018 DIVIDENDS			
2%	Stock dividends	3/28/2019	4/7/2019	200,000,000		4,000,000	204,000,000
11.50%	Cash dividends	3/28/2019	3/31/2019		\$ 23,000,000		200,000,000
14%				2017 DIVIDENDS			
13.50%	Cash dividends	3/29/2018	4/1/2018	200,000,000	\$ 27,000,000		200,000,000
13%				2016 DIVIDENDS			
2.56%	Stock dividends	4/6/2017	4/16/2017	195,008,685		4,991,315	200,000,000
10.44%	Cash dividends	4/6/2017	4/9/2017		\$ 20,359,814		195,008,685
16%				2015 DIVIDENDS			
5.71%	Stock dividends	3/25/2016	4/4/2016	175,000,000		10,000,000	185,000,000
10.29%	Cash dividends	3/25/2016	3/27/2016		\$ 18,000,000		175,000,000

<sup>\*</sup> The Bank has increased its paid up capital to USD 217.4 million through a private placement with **FISEA** - the AFD Group Investment Vehicle advised by **Proparco**. FISEA became a strategic partnersher and shareholder of Bank of Palestine with an ownership of 3.34%.



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#### **Rounding**

Rounding differences may appear throughout the presentation.

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#### FOR FURTHER INFORMATION PLEASE CONTACT



#### Kamel Husseini

Chief Strategic Relations & Engagements Officer

Bank of Palestine

Mobile: +972599205630

Email: kamel.husseini@bankofpalestine.com

Catherine Halteh

Head of Investor Relations

Bank of Palestine

Mobile: +972599390429

Email: <u>catherine.halteh@bankofpalestine.com</u>

www.bop.ps/en/investor-relations

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