

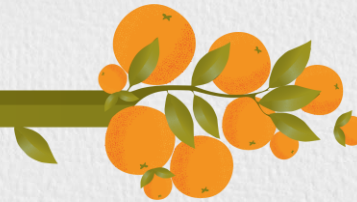


Bank of Palestine Group



# INVESTOR PRESENTATION

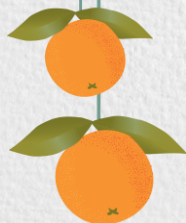
Q1 2023





## 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



# KEY STRENGTHS Q1 2023

بنك فلسطين  
BANK OF PALESTINE



- ★ # 1 Largest Banking Group in Palestine
- ★ Robust Historical Growth & Healthy Ratios

- ★ # 1 Largest lender to SMEs
- ★ Committed to ESG

Total Assets	Net Loans	ROE	ROA
<b>\$ 6.56 b</b> YTD 1.17%	<b>\$ 3.66 b</b> YTD 2.4%	<b>14.00%</b>	<b>1.25%</b>
Customer Deposits	Net Profit	Cost / Income%	Operating Cost / Income%
<b>\$ 5.38 b</b> YTD 2.19%	<b>\$ 20.6 m</b> YTD 17.05%	<b>62.94%</b>	<b>55.2%</b>
Market Cap	Branches	CAR%	Tier 1%
<b>\$ 490 m</b> 9.81% of PEX	<b>103</b> Local Branches <b>3</b> Representative Offices	<b>16.02%</b>	<b>13.22%</b>
Customers	Employees	NPLs%	Loans / Deposits%
<b>&gt; 911 k</b>	<b>&gt; 2,552</b> 45% Female (BoP)	<b>4.25%</b>	<b>67.94%</b>
		EPS	LCR
		<b>\$ 0.32</b>	<b>438%</b>

31.99%  
Market Share

33.89%  
Market Share

- \* ROA, ROE and EPS are presented on an annual basis.
- \* ROE is calculated using the profit attributable to BoP shareholders.



- 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



- Bank of Palestine launched its first Sustainability Report based on GRI standards





- 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

**BOP - JERICHO**  
FLAGSHIP BUILDING



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 FINANCIAL 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).



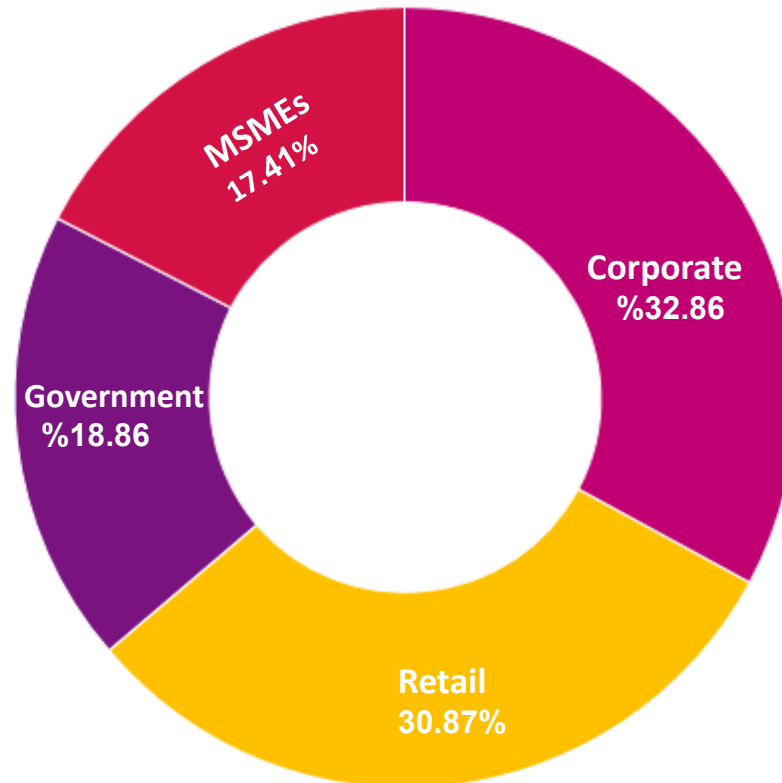


### Diversified Loan Portfolio Q1 2023

Over \$3.67 billion  
In gross loans

NPL Ratio 4.54%

Coverage Ratio  
57.29%





## Largest SME Portfolio in Country

# \$670 million

Specialized teams and programs servicing Micro, Small, & Medium Sized Enterprises (MSMEs)

Risk mitigation through several loan guarantee programs



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 – Q1 2023; more than **21,360** female and male beneficiaries attended **1,175** sessions

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

## ❖ Financial Products

- Women Entrepreneurial Bundle.
- Women's Premium Bundle.

## ❖ 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

### Mobile Bank

Serving **50%** unbanked population in Palestine in rural areas



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



- Digital Banking
- Mobile Banking – e-Bank
- Cards
- E Commerce Cyber
- Security

New POS Machine with  
Mobile QR Code



**e-Bank**  
on my mobile

Online **Banking**







## Green Loans

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:

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

### A holistic sustainability strategy:

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



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

We hire **6%** of all staff – Persons with Disabilities



تأسس عام 1960 Established 1960

# Sustainability Report 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

بنك فلسطين  
BANK OF PALESTINE



Subordinated Loan



SME, Women in Business Loans



Equity Investor, SME,  
Green Loans, Loan Guarantee



SME, Loan guarantees



Loan Guarantee Program



Loan Guarantees



SME Loans



Housing Loans



Additional Tier 1 Capital



# BANK OF PALESTINE - CORRESPONDENT BANKS

بنك فلسطين  
BANK OF PALESTINE



## GOVERNANCE: WELL-DIVERSIFIED BOARD MEMBERS

بنك فلسطين  
BANK OF PALESTINE



**Mr. Hashim Shawa**

Chairman of Bank of Palestine Financial 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



**Dr. Tafeeda Jarbawi**

Former Director General of Taawon

(Welfare Association)

Experience

Sustainability, Studies & Research, Author of Publication in Women affairs and education



**Mrs. Lana Abu Hijleh**

Country Director of Global Communities

(Formerly known as CHF International – Palestine)

Experience

Women & Youth Activist, Investments, Real Estate, Startups

## GOVERNANCE: WELL-DIVERSIFIED BOARD MEMBERS

بنك فلسطين  
BANK OF PALESTINE



**Mr. Eric Shehadeh**

President & CEO of My Money Group, France  
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



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% Masters  
43% Bachelor

23% Female

Name	Position	Joining
<b>Business</b>		
Mr. Naser Bakeer	Chief Business Banking Officer	1994
Mr. Salim Hodali	Chief Retail Officer	2005
Mr. Suliman Nasr	Chief Treasury Officer	2000
<b>Support</b>		
Mr. Sakhr Nammari	Chief Financial Officer	2018
Mr. Kamel Hussein	Chief Strategic Relations & Engagements Officer	2016
Mr. Hanna Sahhar	Chief Credit Officer	2020
Mrs. Maissa Shunar	Chief Digital Transformation Officer	2023
Mr. Abdel Karim Taha	Chief Information Technology Officer	2023
Mr. Musa Shamieh	Chief Operations Officer	2014
Mrs. Randa Mousa	Chief Human Resources Officer	2011
<b>Control</b>		
Mr. Najeeb Yaser	Chief Audit Officer	2017
Mrs. "Amal Patricia" Massis	Chief Risk Officer	2014





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

**Listed on Palestine Stock Exchange**

**Symbol:** BOP

**ISIN:** PS1004112600

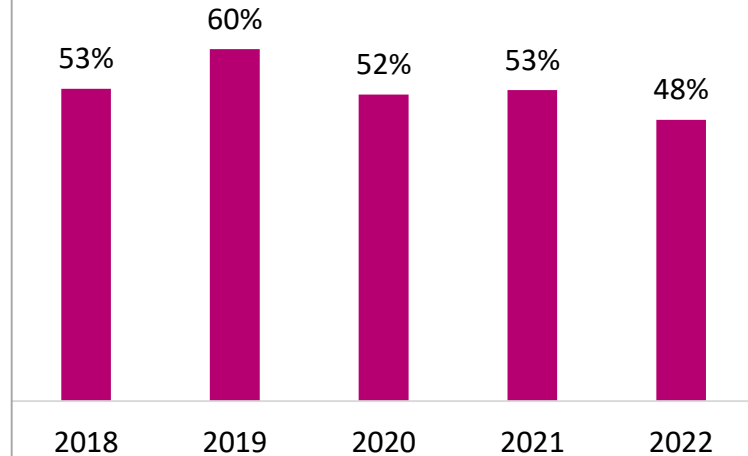
**Market Capitalization:** \$ 490 million

**Number of issued shares:** 223,958,577

**Closing Price:** \$ 2.19

**EPS-Annualized:** \$0.32

### Dividends payout ratio



**PE Ratio (x) 6.95**

**P/B (x) 0.927**

**Book Value (\$) \$2.36**

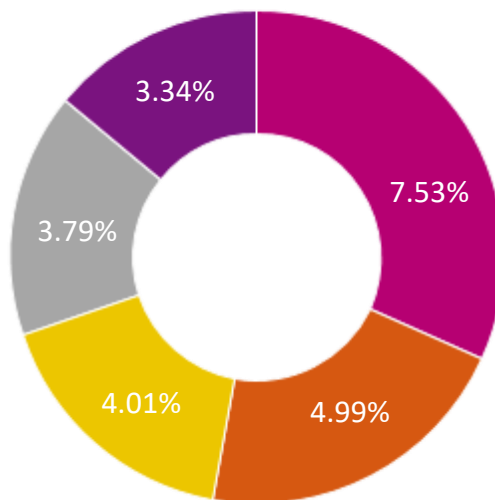
**ROE 14.00%**

**Dividends Yield 5%**

<sup>1</sup>Based on closing price as of Mar 31, 2023.

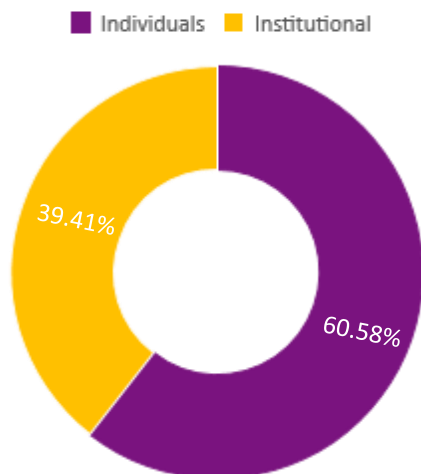


Major Shareholders



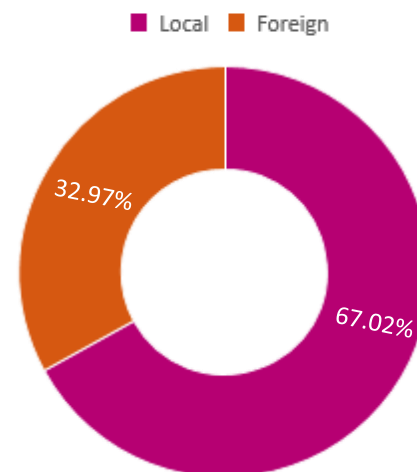
- Al Muhalab Real Estate Kuwaiti Co. ( Al Ghanim)
- Hashim Hani Shawa
- Palestinian Pension Agency
- BoP Employee Saving Fund
- FISEA (The AFD Group Investment Vehicle advised by Proparco)

Investor By Type



# of  
Shareholders  
**4,754**

Investor By Nationality





- 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 Monetary 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.





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:

1. 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 BOP);
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 BOP;
- 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

**Ralph Stobwasser**

Partner | Forensic

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





## **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**

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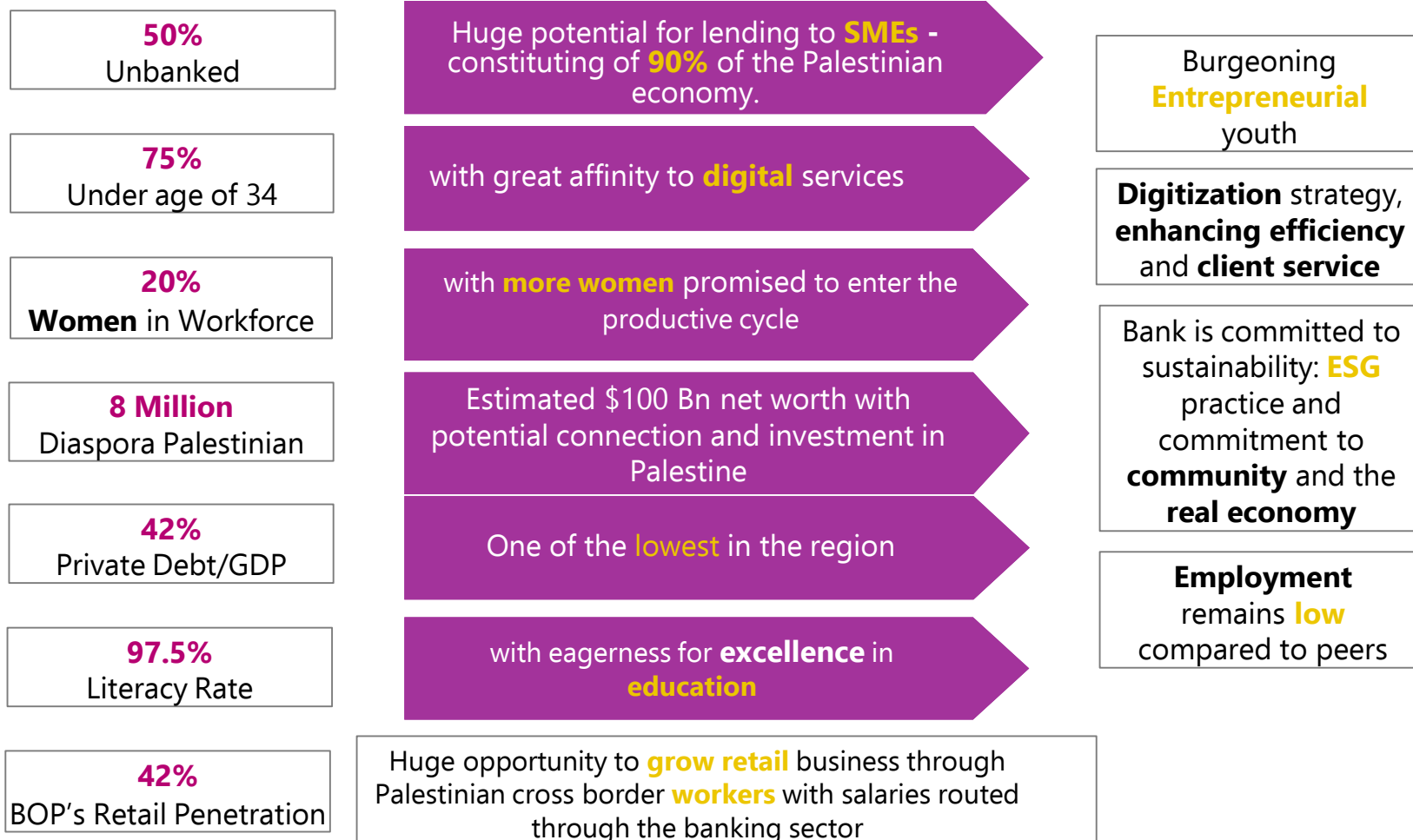
**Opportunities for Growth**



## FUTURE OUTLOOK

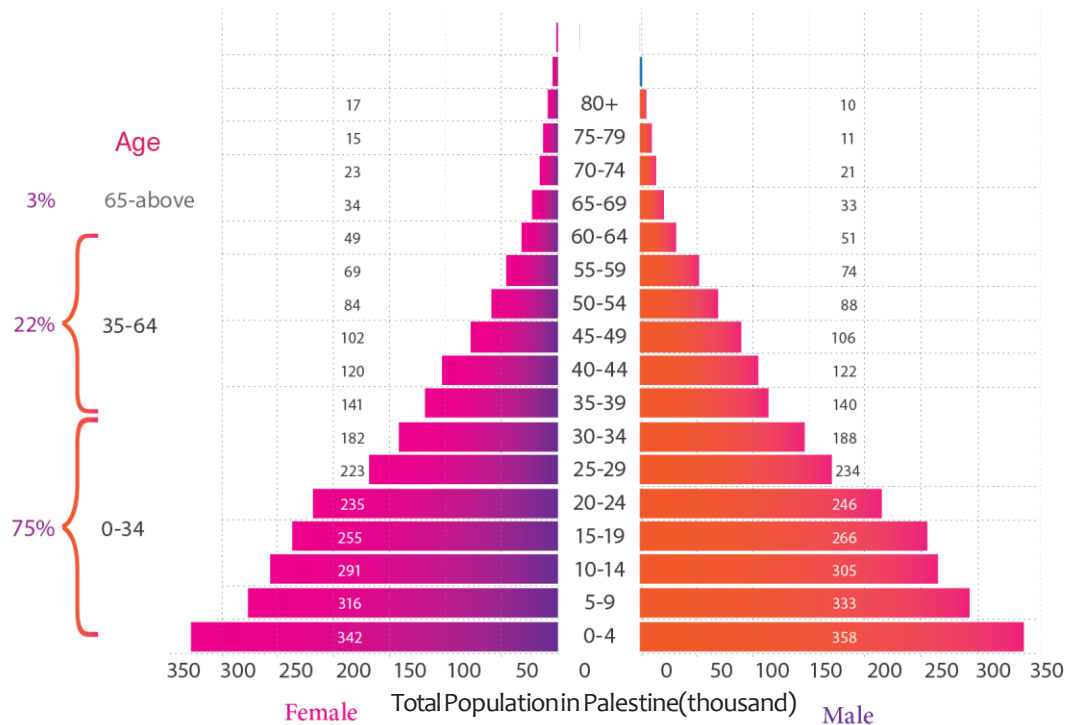
### Favorable Demographics & Market Dynamics Supporting BOP Growth Strategy

بنك فلسطين  
BANK OF PALESTINE



PALESTINE TOTAL POPULATION: 5.2M

LITERACY RATE: 97.5%



GDP | Capita

2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
2,880	3,067	3,315	3,352	3,272	3,527	3,620	3,562	3,656	3,239	3,664

GDP 18 Billion (2021)

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



## 13 Banks Operating in Palestine

### Local Banks (7)

#### Commercial Banks (4)

Bank of Palestine (BOP)

Palestine Investment Bank (PIBC)

Al Quds Bank (QUDS)

The National Bank (TNB)

#### Islamic Banks (3)

Arab Islamic Bank (AIB)

Palestine Islamic Bank (ISBK)

AL-Safa Bank (SAFA)

### Foreign Banks (6)

#### Jordanian (5)

Arab Bank

Cairo Amman Bank

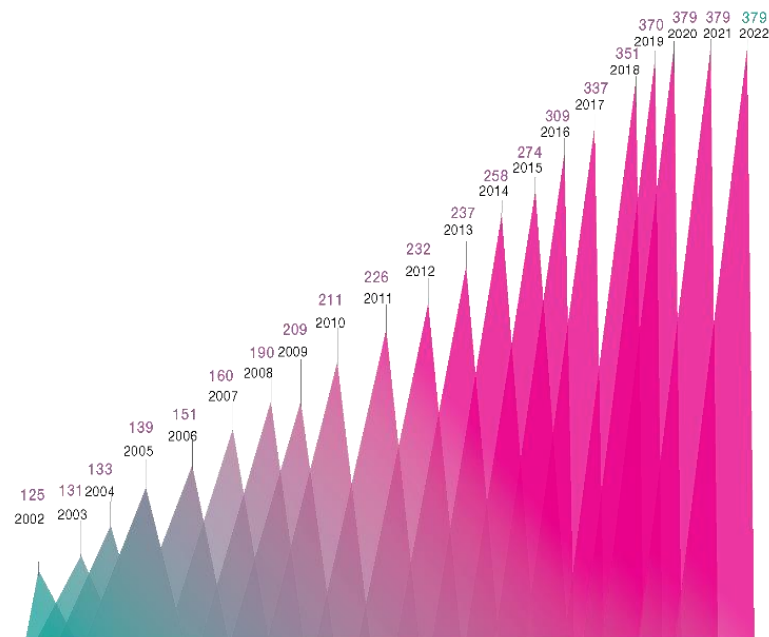
Jordan Ahli Bank

Bank of Jordan

The Housing Bank  
for Trade & Finance

#### Other Foreign Banks (1)

Egyptian Arab Land Bank

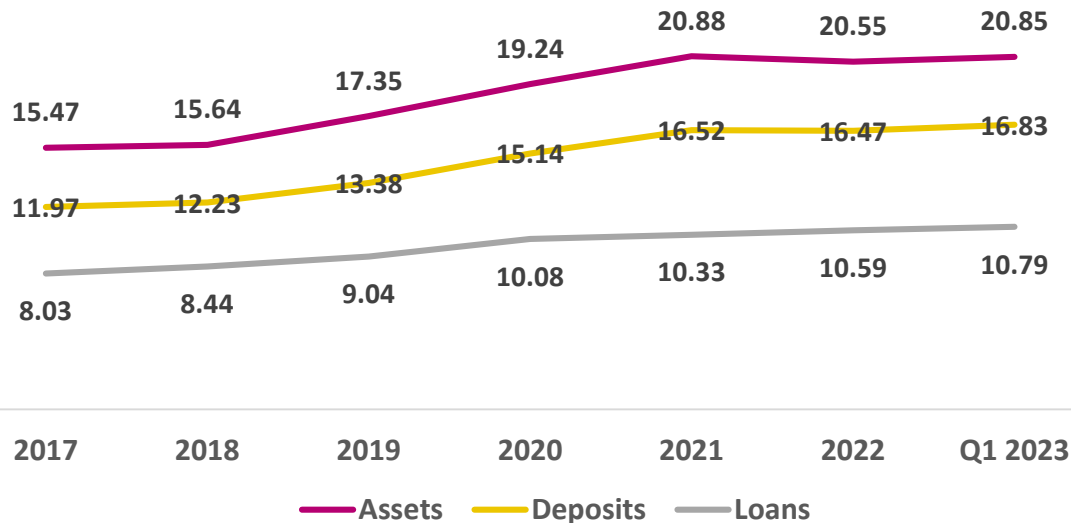


No. of Branches





\$ Billion



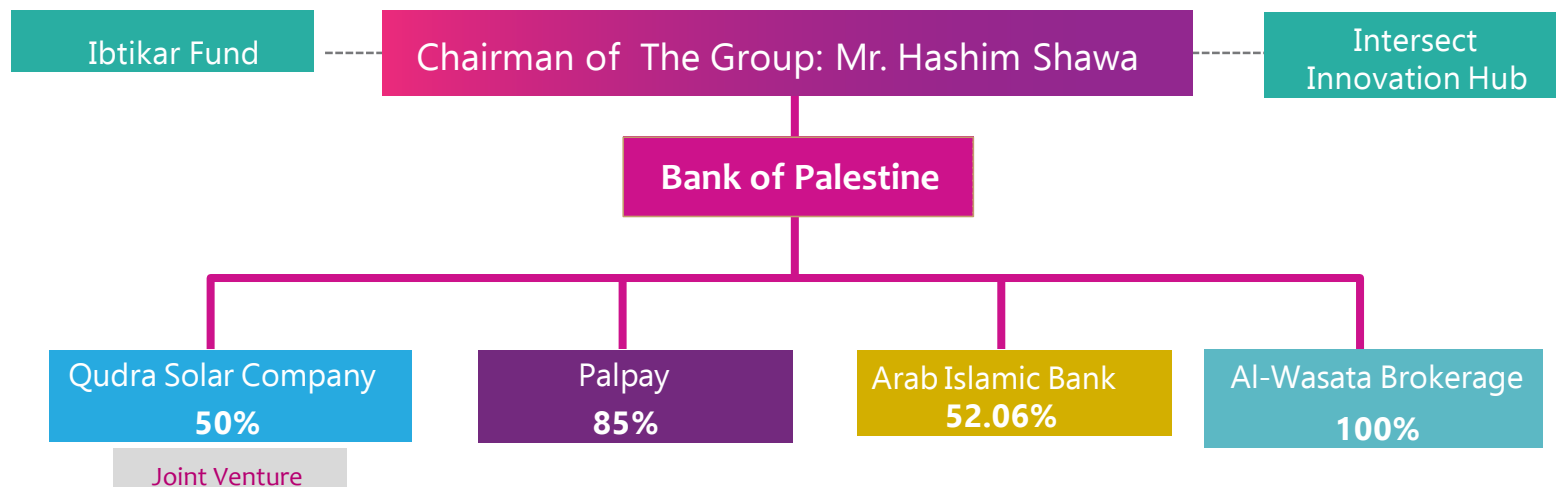
## BOP Market Share

Deposits

31.99%

Loans

33.89%



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

Q1 - 2023



البنك الإسلامي العربي  
ARAB ISLAMIC BANK

صيرفة إسلامية حديثة



Total Assets <b>\$1.67 Billion</b>	Total Deposits <b>\$1.43 Billion</b>
Net Profits <b>\$4.11 Million</b>	Direct Islamic Financing <b>\$1.07 Billion</b>
ROE <b>11.8%</b>	ROA <b>0.98%</b>
PE (X) <b>0.09</b>	P/BV (x) <b>1.28</b>
NPLs% <b>3.56%</b>	Loans/Deposits% <b>73.14%</b>
Profit Growth <b>13.96%</b>	Share Price <b>\$1.77</b>



- 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



الوساطة للأوراق المالية



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 latest technologies, noting that the company has 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**.



## 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.

Since starting 2021 Qudra rolled out 25 - 30 MW



**Target capacity of 100 MW**



Intersect Innovation Hub is a **non-profit** business incubator powered by the Bank of Palestine Group (BoPG), 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.

#### Intersect at a Glance

- Not for profit organization
- Local Branches: **Ramallah, Nablus, Hebron, Jerusalem and Gaza.**
- Leverages Bank of Palestine's international and regional networks.
- Supports the Palestinian technology startup ecosystem.
- Focuses on Fintech, Digital Innovation, Social Entrepreneurship, and 4IR.
- Works to create synergy between ecosystem stakeholders.

#### 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

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.

#### INCUBATION PROGRAMS

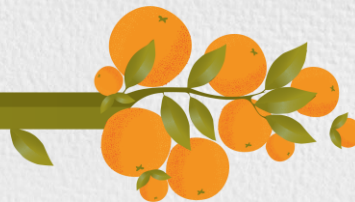
- Intersect is implementing an iterative incubation model to be applied, and improved upon, for each consecutive cohort.
- Design, Outreach, and Promotion- online and offline outreach activities to attract the most qualified applicants.
- Recruitment and Selection-3 day bootcamp providing an ideation-friendly 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



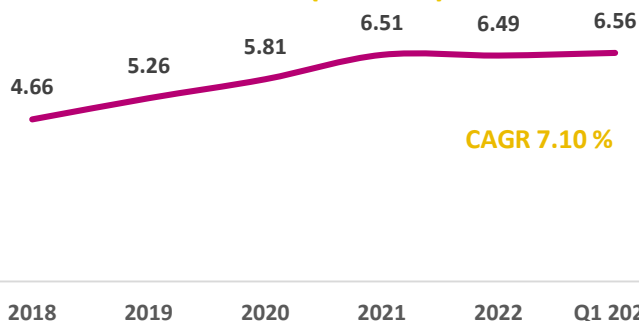
# STRONG SET OF RESULTS – Q1 2023

## BALANCE SHEET

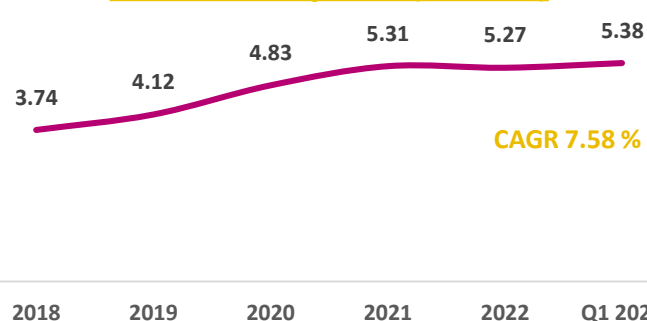
بنك فلسطين  
BANK OF PALESTINE



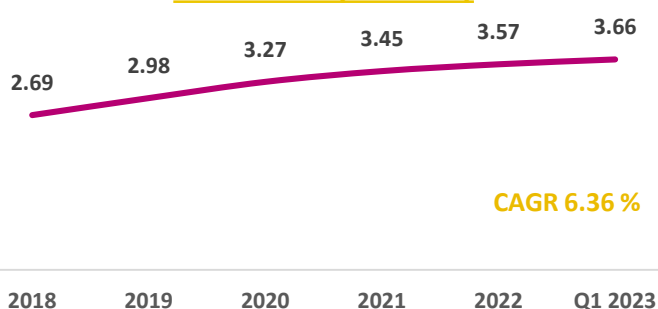
### Assets (USD Bn)



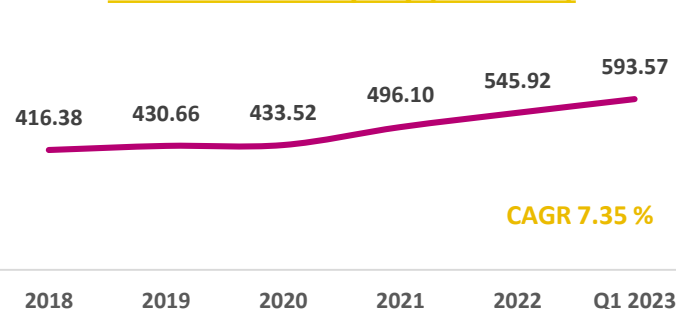
### Customer Deposits (USD Bn)



### Net Loans (USD Bn)



### Shareholders Equity (USD Mn)





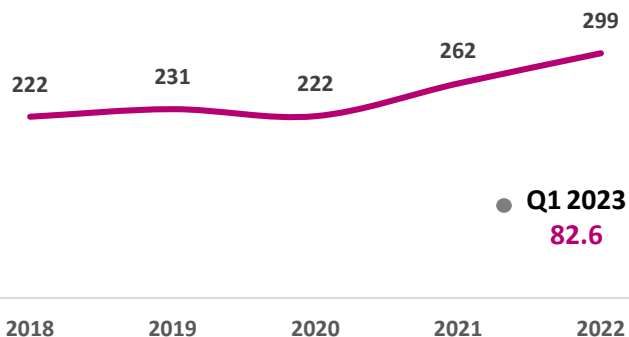
## STRONG SET OF RESULTS – Q1 2023

### INCOME STATEMENT

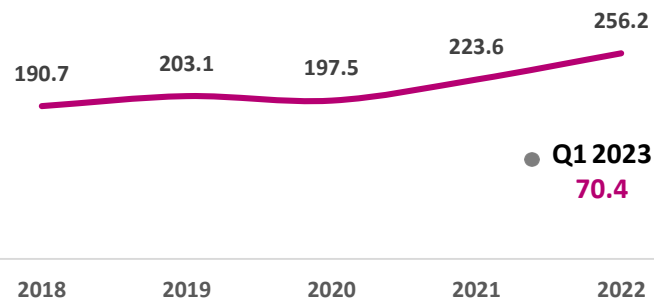
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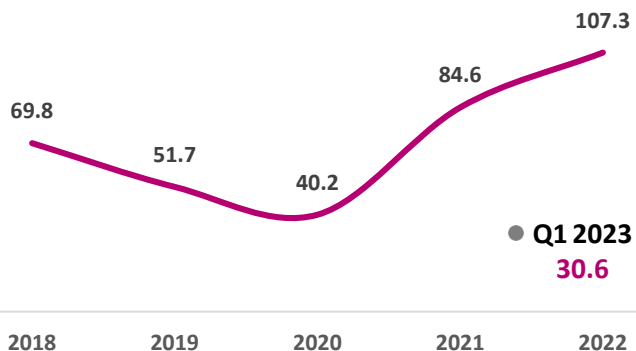
#### Total Revenue (USD Mn)



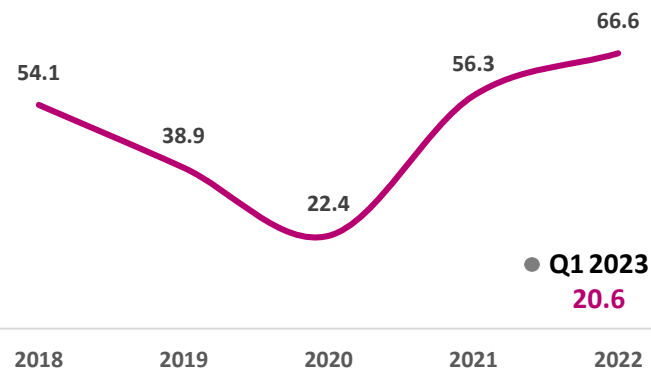
#### Net Interest & Commissions Income (USD Mn)



#### Profit Before Tax (USD Mn)



#### Net Profit (USD Mn)

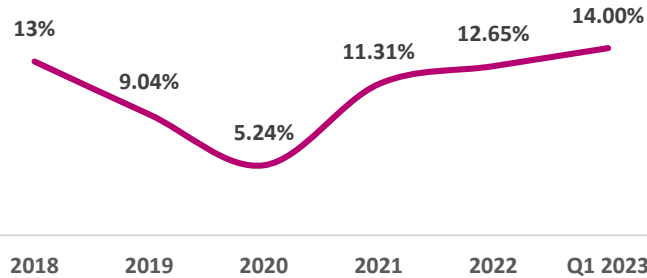


## BOP – FINANCIAL HIGHLIGHTS

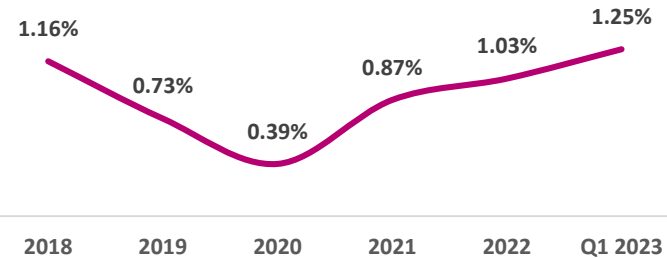
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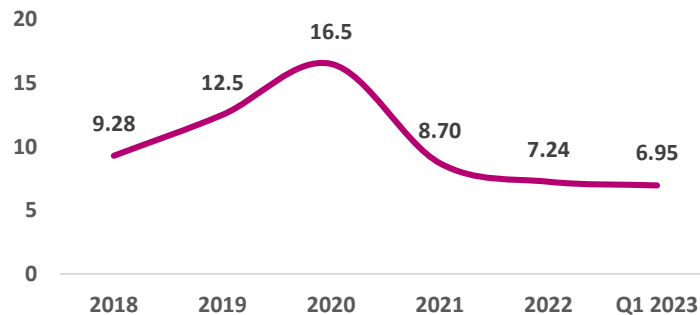
### ROE



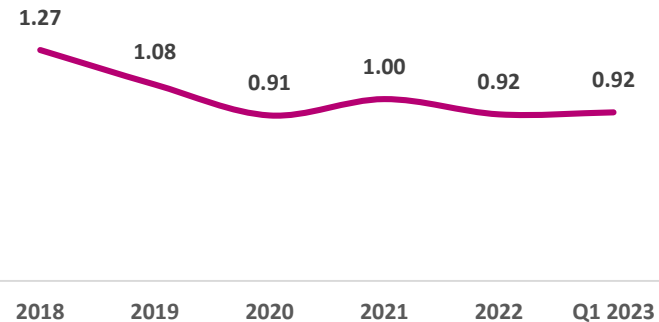
### ROA



### PE Ratio (x)

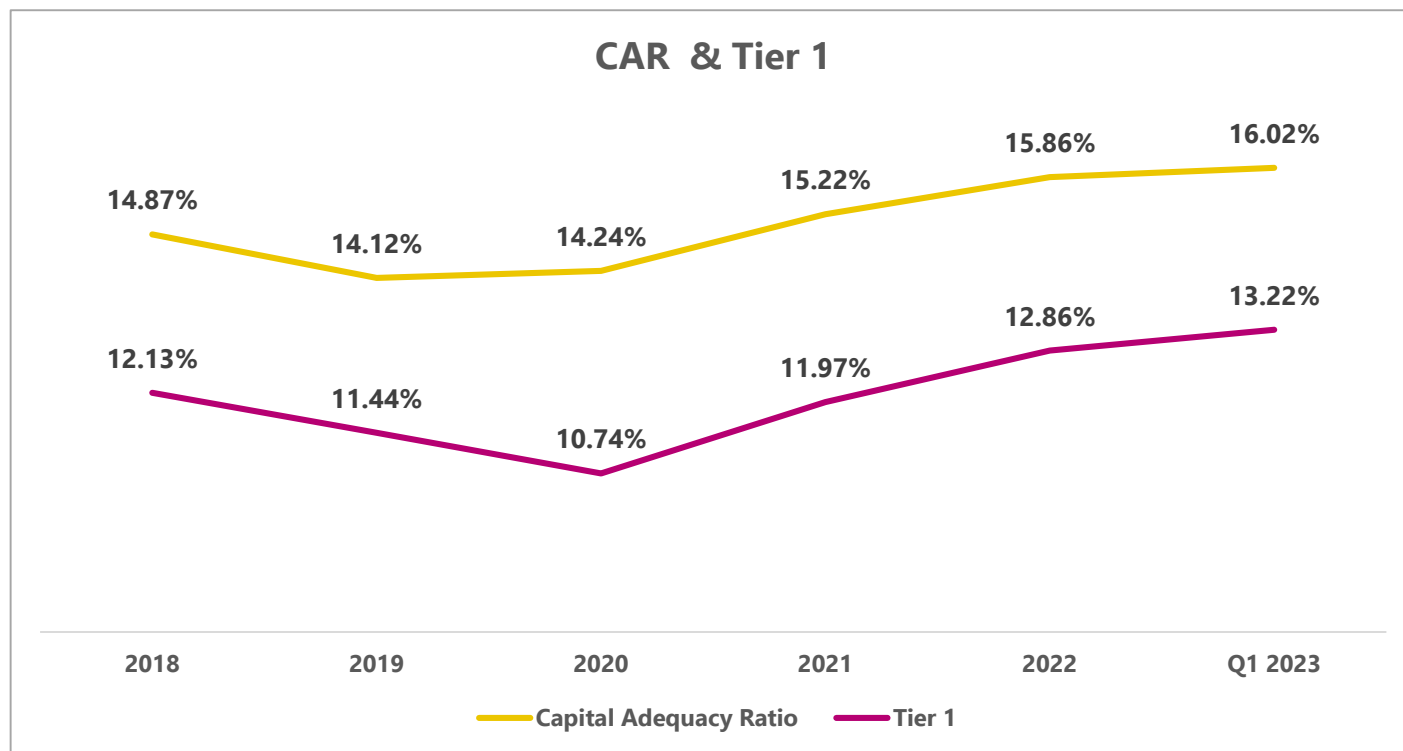


### PB Ratio (x)



## Strong Capital Adequacy Ratio above PMA and Basel III Requirement Capital Analysis

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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.



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



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### Rounding

Rounding differences may appear throughout the presentation.



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