



Bank of Palestine Group



# INVESTOR PRESENTATION - Q1 2022



61 Years of Sustainable Banking

**Together we Impact**



- Message from the Chairman
- Corporate Governance and Shareholding Structure
- Palestine Market and Financial Sector Overview
- Bank of Palestine Overview
- Bank of Palestine Group Companies
- Bank of Palestine Group Financial Highlights
- Corporate Actions and Dividends

## DISCLAIMER STATEMENT

بنك فلسطين  
BANK OF PALESTINE



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**Hashim Shawa**

Chairman  
Bank of Palestine Group

“Bank of Palestine always strives to preserve the rights of all stakeholders, adopt international standards to achieve the best results and maximize shareholders’ equity, and this was evident in the results of the first quarter of 2022 achieving the highest net quarterly profit since the establishment of the Bank. The Group will continue to follow the sustainability approach as a basis for the implementation of financial activities and operations, which reflects its ability to continue to achieve economic development conducive to social well-being and sustainable growth, alongside keeping abreast of developments and economic changes in the region and the world. Together, we shall continue this journey of growth, resilience and responsiveness while creating impact throughout our operations and business relations.”

## CORPORATE GOVERNANCE - BOP BOARD MEMBERS

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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 Co.

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**

Chair Woman of Sustainability Committee  
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



**Mr. Eric Shehadeh**

President & CEO of My Money Group Paris, France

**Experience**

Banking, Operations, Finance, Strategy



**Mrs. Lama Kanaan**

Consultant at Azura Asset Management - London  
Executive Director- Wealth 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 - Dubai

**Experience**

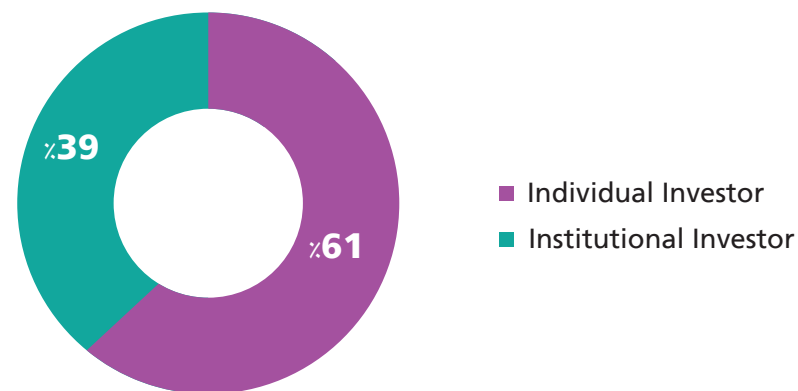
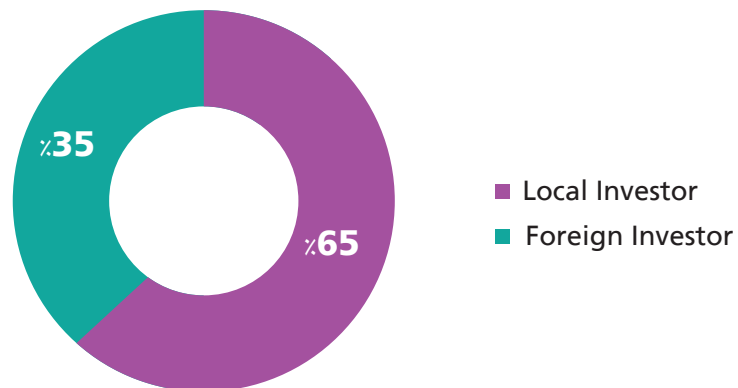
Transformational change, Corporate Banking, Digital  
Transformation, Market Intelligence

**Mr. Adel A. Dajani**

Founder and Managing Director at Maghreb Venture  
Partners - Africa

**Experience**

Investment Banking, Commercial Banking



Number of shareholders 4,726

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

Listed on Palestine Stock Exchange

Symbol: BOP, ISIN: PS1004112600

Market Capitalization: \$ 450,087,400

Number of issued shares: 217,433,527

Closing Price: \$ 2.07

EPS: \$0.072

EPS - Annualized: \$0.29

<sup>1</sup>Based on closing price as of March 31, 2022.



Major Shareholders as of March 31, 2022	PERCENTAGE
Al Muhalab Real Estate Kuwaiti Co.	7.17%
Palestinian Pension Agency	4.36%
Bop Employee Saving Fund	4.26%
Hashim Hani Shawa	3.97%
<b>*New Institutional Shareholder</b> <b>FISEA</b> The AFD Group Investment Vehicle advised by Proparco	3.34%



- ▶ 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. For the first time the Palestinian law addresses combating financing of terrorism.
- ▶ 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, Israeli list ,OFAC, EU regulations and other international lists.
- ▶ AML and CFT program is continuously updated through technology and training, investing in system using AI to detect suspicious transactions.
- ▶ 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.
- ▶ All of our employees get intensive training in AML and CFT on a yearly basis.

# ENHANCED AML/CFT COMPLIANCE - INTERNATIONAL STANDARDS

## Letter From Deloitte

بنك فلسطين  
BANK OF PALESTINE



**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:

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).

3] 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.







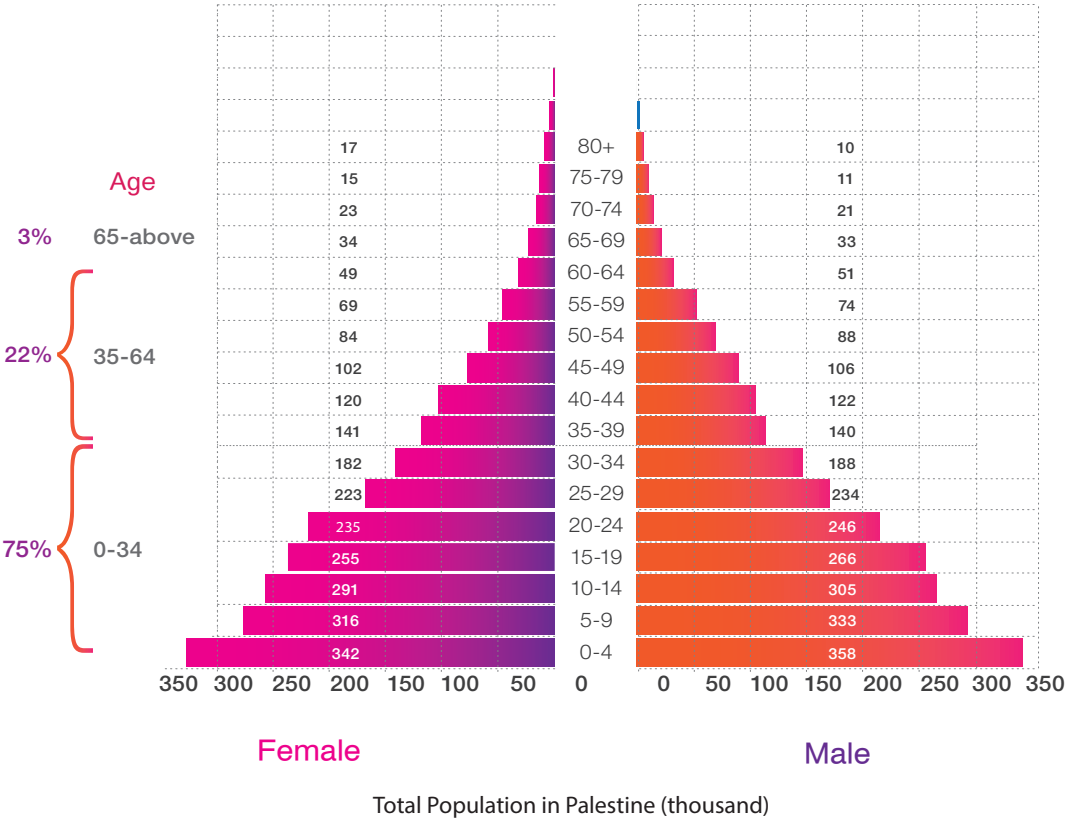
# Palestine Market And Financial Sector Overview

PALESTINE TOTAL POPULATION: 5.2M

West Bank + Gaza: 5.2M

LITERACY RATE

97%





## GDP | Capita

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
2557	2880	3067	3315	3352	3272	3527	3620	3562	3656	3239	3176

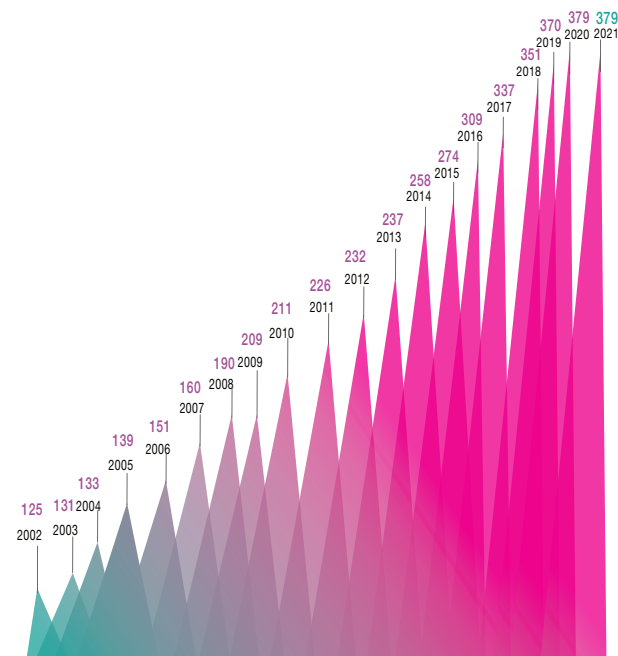
## GDP 16.6 Billion (2021)

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

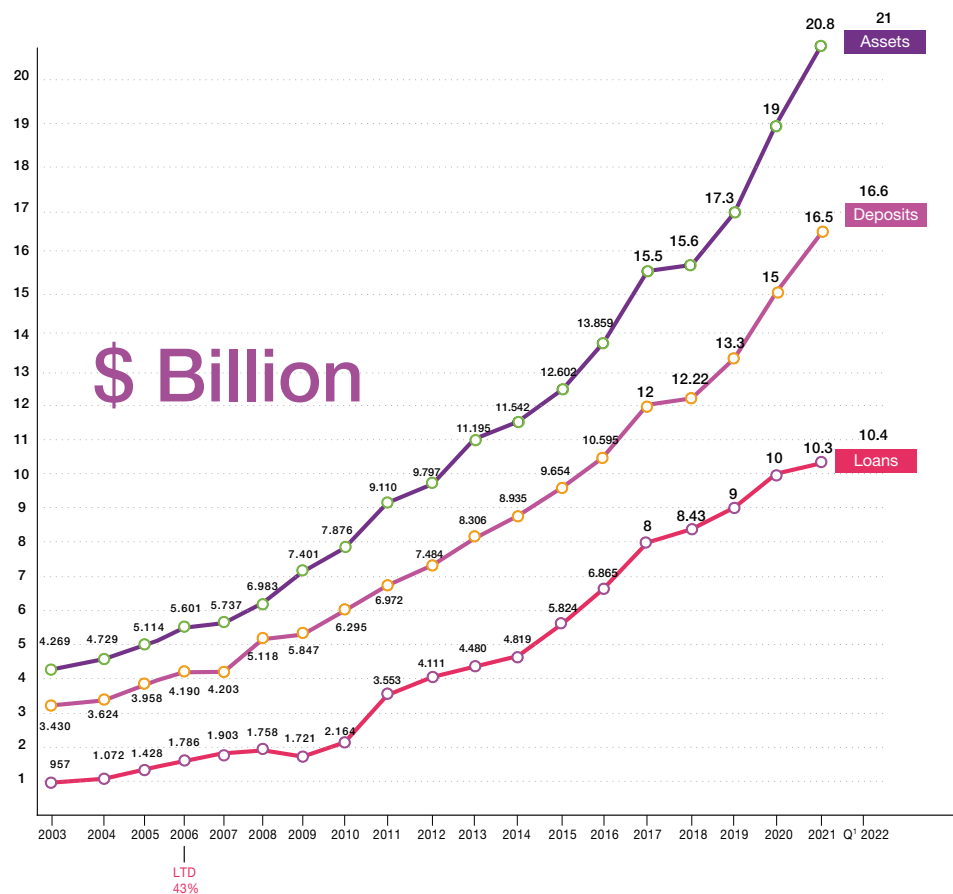


## 13 Banks Operating in Palestine

Local Banks (7)	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)	



No. of Branches



Market Share in the  
Palestine Exchange

11.2%

Deposits

32.01%

Loans

33.54%

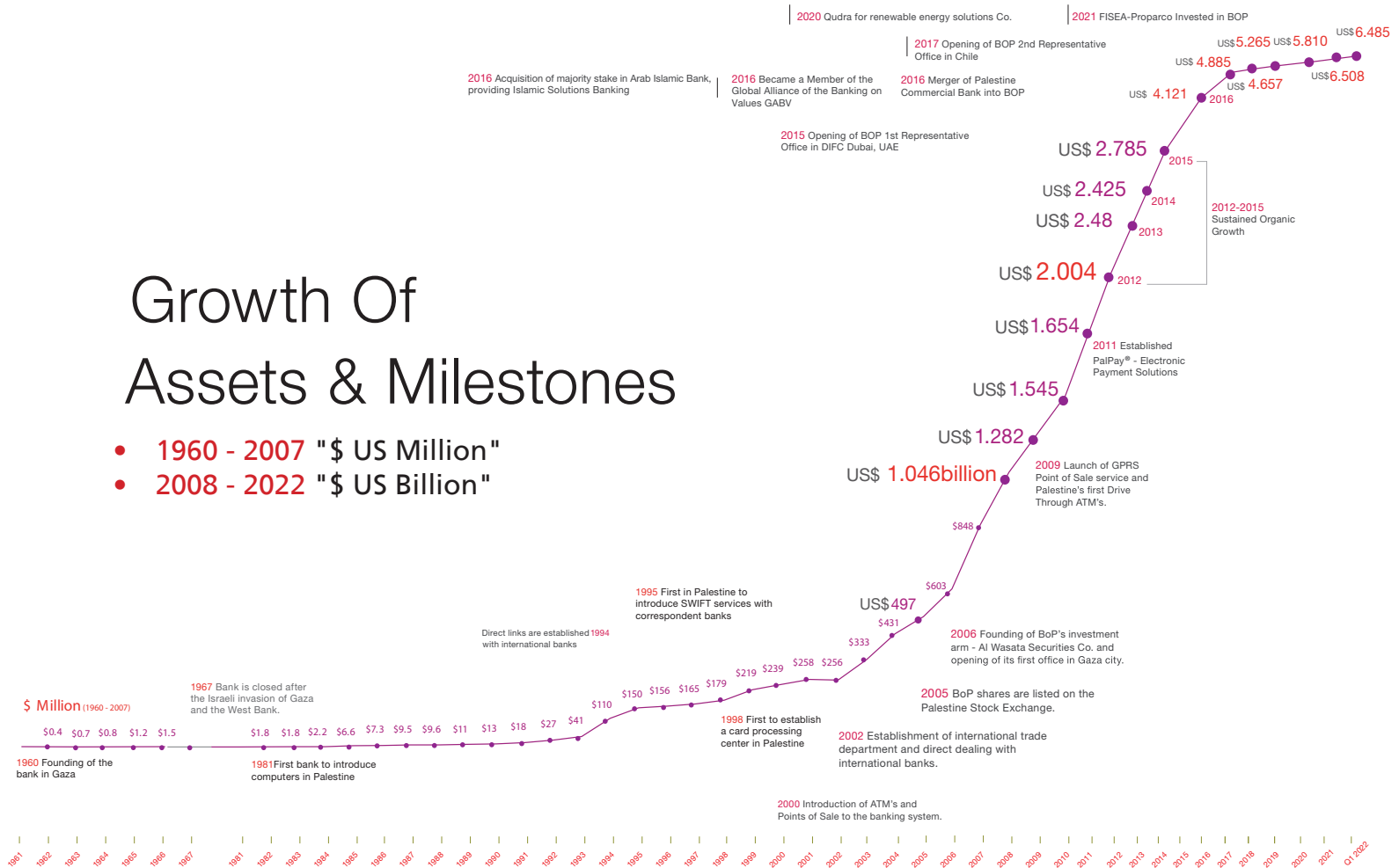


# BANK OF PALESTINE OVERVIEW



## Growth Of Assets & Milestones

- 1960 - 2007 "\$ US Million"
- 2008 - 2022 "\$ US Billion"

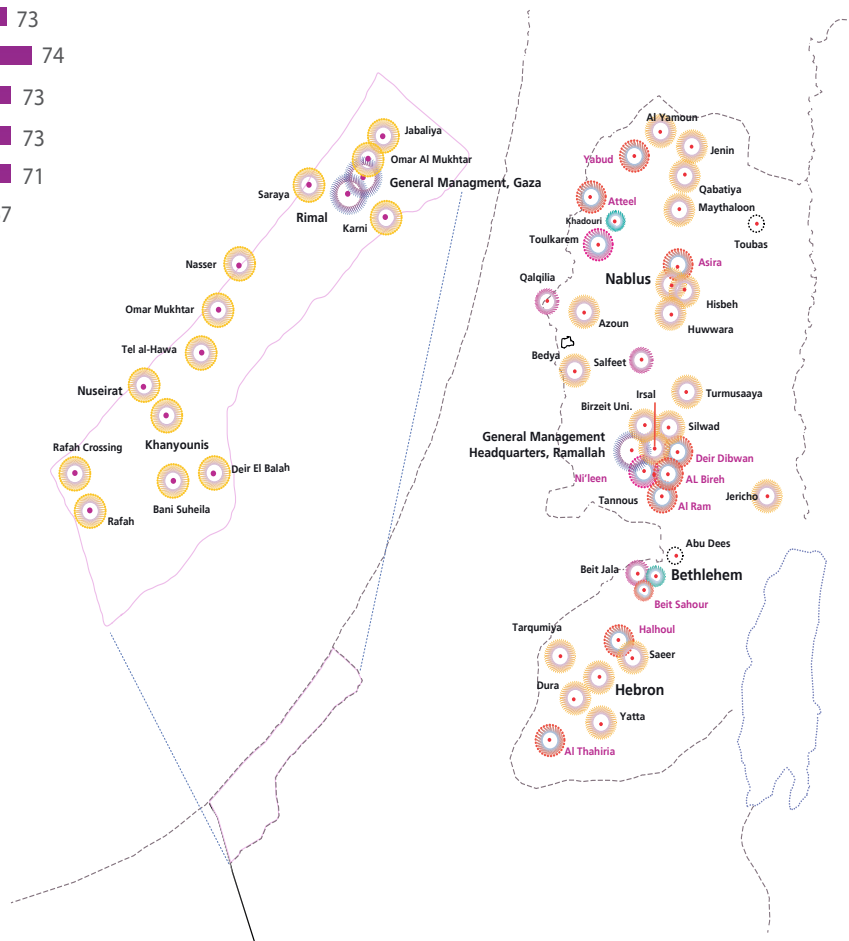
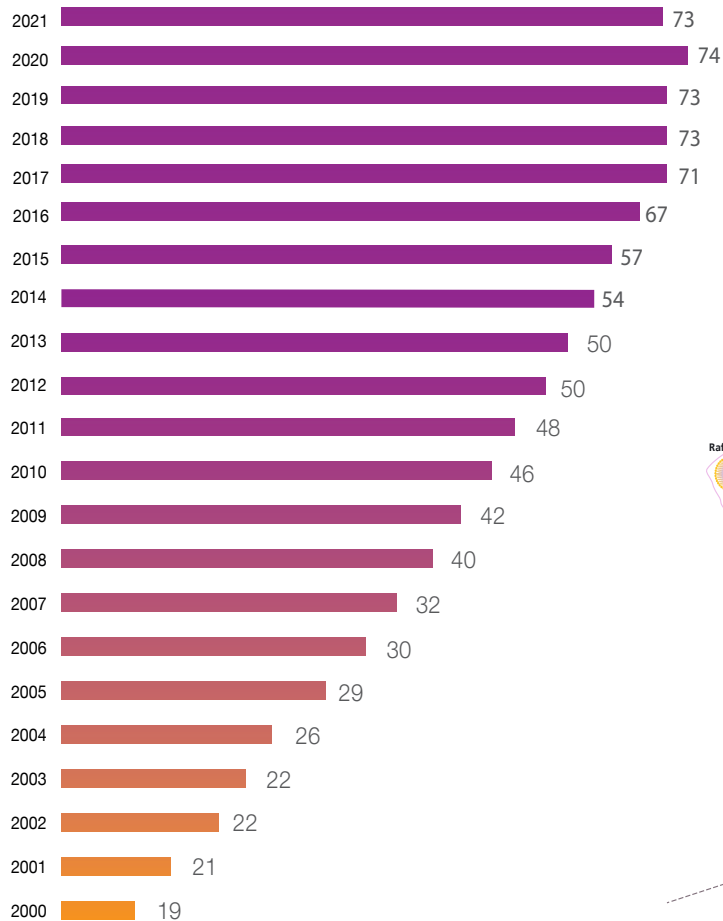




Palestine's largest banking network with

**73 BRANCHES**

across all major cities & underbanked areas





## BOP - FLAGSHIP BUILDINGS

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BANK OF PALESTINE



**BOP - RAMALLAH** GENERAL  
MANAGEMENT HEADQUARTERS

**BOP - BETHLEHEM**  
FLAGSHIP BUILDING

**BOP - JERICHO**  
FLAGSHIP BUILDING



## Dubai International Financial Center (DIFC) 2015



## Representative Office Chile 2017



### REPRESENTATIVE OFFICE SERVICES:

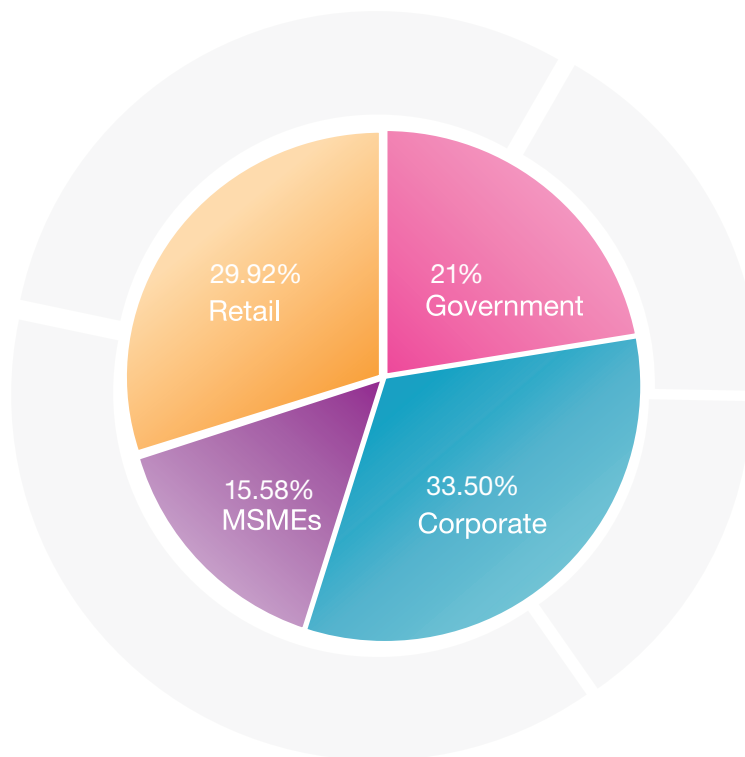
- FINANCIAL ADVISORY SERVICES.
- INVESTMENT ADVISORY SERVICES.
- NETWORKING AND RELATIONSHIP MANAGEMENT AMONG DIASPORA PALESTINIANS.
- FACILITATION OF FINANCIAL SERVICES IN PALESTINE (ACCOUNT OPENING, FIXED TIME DEPOSITS AND CREDIT CARDS).
- MORTGAGE LOANS AND OTHER LOANS IN PALESTINE.
- TREASURY SERVICES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



## Diversified Loan Portfolio Q1 2022

Over \$3.48 billion  
in loans granted by  
Bank of Palestine

NPL Ratio 4.42%





## Largest SME Portfolio in Country

\$574 million

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





More partnerships with local and international organizations focusing on enhancing and empowering women.

### Falestineya Women inclusion program:

- 14,000 Female Beneficiaries – 1,000 sessions
- 151 Mini MBA Women Graduates

### Felestineya program develops products and services to serve women through:

#### Financial Products:

- Felestineya Collateral-Free Loan for Women
- Felestineya Business Gold Loan for Women
- Felestineya Personal Gold Loan for Women

#### Non-Financial Services:

- Banking Literacy Sessions
- Felestineya Mini-MBA Graduates
- Networking
- Business Consultation







## Mobile Bank

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





- 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 Loos

BOP created a distinctive programme entitled Green Loos 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 5% of our annual profits towards CSR

We hire 6% of all staff – Persons with Disabilities














Global Alliance for  
Banking on Values

**BOP achieved a  
score card of B+ in its  
commitment to real  
economy and values**



-  **IFC** | International Finance Corporation  
WORLD BANK GROUP Subordinated Loan | Advisory
-  **European Bank**  
for Reconstruction and Development SME, Women in Business Loans
-  **PROPARCO**  
GROUPE AFD Equity Partner, SME, Green Loans
-  **European Investment Bank** SME, Loan guarantees
-  **Middle East Investment Initiative** Loan guarantee program
-  **KfW** IPEX-Bank  
Bank aus Verantwortung Loan guarantees
-  **ARAB FUND FOR ECONOMIC & SOCIAL DEVELOPMENT** SMEs loans
-  **IsDB** Housing loans

## BOP'S - CORRESPONDENT BANKS

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BANK OF PALESTINE



**BBVA**

**citibank**

بنك الإمارات دبي الوطني  
Emirates NBD

COMMERZBANK

**UniCredit**

**Santander**  
Corporate & Investment Banking

**ABN·AMRO**

**BCP**  
BANQUE DE COMMERCE ET DE PLACEMENTS

INTESA SANPAOLO

**Bank of Sydney**

**DNB**

**KEB Hana Bank**

الوطني QNB

الوطني  
**NBK**

**bank hapoalim**

Al Rajhi Bank مصرف الراجحي

البنك الأهلي المصري  
NATIONAL BANK OF EGYPT

TÜRKİYE **BANKASI**

**aktif bank**

**KBC**

INVESTBANK  
البنك الإستثماري

**Bank ABC**

الأهلي | **ahli**

بنك الإسكان  
Housing Bank

بنك الاتحاد  
Bank al Etihad

**AJIB**  
بنك الإستثمار العربي الأردني

**Bank 鄭州銀行** Yinzhou Bank

浙江稠州商业银行  
ZHEJIANG CHOUZHOU COMMERCIAL BANK

# BOP - MEMBERSHIPS & RECOGNITIONS

بنك فلسطين  
BANK OF PALESTINE



THE BUSINESS OF FINANCIAL INCLUSION: INSIGHTS FROM BANKS IN EMERGING MARKETS

**BANK OF PALESTINE (PALESTINE)**

"It's high time we get more serious about financial inclusion. We can do much more to position banks at the core of people's lives so that we are meeting their real needs and the needs of the community as a whole."

— Hashim Hani Shawa, Chairman and General Manager

PALESTINE: FINANCIAL INCLUSION DATA		BANK OF PALESTINE: KEY STATISTICS (2015)	
Population (age 15+)	2,647,200	No. of branches	57
GDP per capita (current US\$)	2,563.9	No. of ATMs	117
Commercial bank branches per 100,000 adults	10.6	No. of agents (POS agents)	5,914
ATMs per 100,000 adults	21.1	No. of customers (All accounts)	749,849
Mobile cellular subscriptions per 100 people	72.0	No. of mobile banking customers	35,000
Smartphone penetration (adults, 2015)	44.0%	No. of microcredit customers	7,602
Account at a financial institution (age 15+)	24.2%	Main unit in charge of financial inclusion: Business Development and Financial Inclusion	
Mobile banking (both accounts, age 15+)	7.2%	Financially literate population (age 15+)	27.0%

Source: World Bank, Palestine Monetary Authority, Palestinian Central Bank of Statistics

**FINANCIAL INCLUSION STRATEGIES**

Learned lessons from the literature:

- Start internally with any transformation - When the Bank of Palestine set a target to serve underserved women, it first held gender sensitivity training for its staff, and increased female staff from 17% to 32%. Likewise, when it set a target of serving persons with disabilities, it started with teaching employees sign language, making branches hand-capable accessible, and ensuring that at least 4% of its staff was comprised of persons with disabilities. At a recent employee orientation, the bank noted that 60% of its new hires were women, and 15% were persons with disabilities. Those internal steps set it up for successful outreach to these new market segments.
- Be creative in seeking around legal barriers - Bank of Palestine has found several ways to meet the needs of women while honoring Sharia law, including creating collateral-free loans for women in a culture where inheritance is typically passed to male descendants, allowing women to open sub-accounts in their children's names, in an environment where children can only open an independent account with their father's approval, and accepting women's signatures as collateral, where it is often required for women to join in jointly.
- Create a structure for female employees - Bank of Palestine created a substructure where female employees can work in a more supportive environment. The company has launched a professional education in different markets and services. The internal network of female employees can search what is due under the law, and the internal network of female employees can search what is due under the law, and the internal network of female employees can search what is due under the law.
- Build banking literacy - The bank has created a program to build banking literacy among women. Such a program is not only building women into the bank where they search for loans and investments, but also a relationship with bank employees.

## Bank of the Year for Financial Inclusion



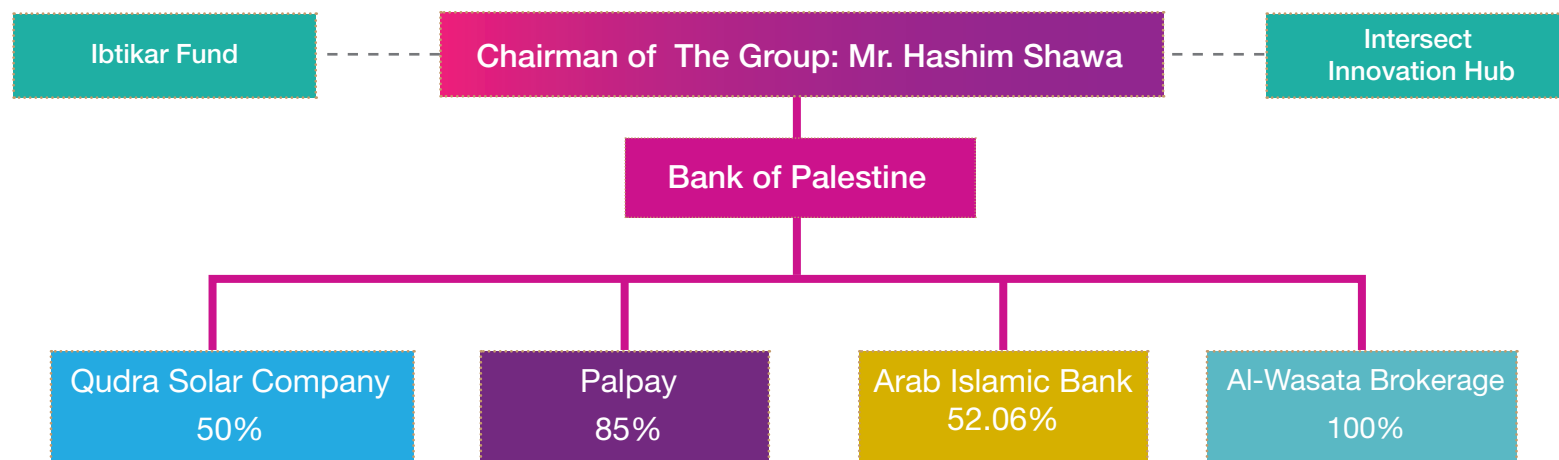
Global Alliance for  
Banking on Values



Global Banking  
Alliance for Women  
BUILDING WOMEN'S WEALTH WORLDWIDE

WORLD  
ECONOMIC  
FORUM







البنك الإسلامي العربي  
ARAB ISLAMIC BANK

**ARAB ISLAMIC BANK (AIB)**, is a subsidiary to Bank of Palestine Group, and in essence is the Islamic banking arm for Bank of Palestine, allowing it to provide with its 28 branches Islamic Banking solutions to a growing segment of customers requiring such sharia' compliant solutions. The bank has assets of USD 1,730,735,482 with net profits in Q1 2022 of USD 3,608,326.





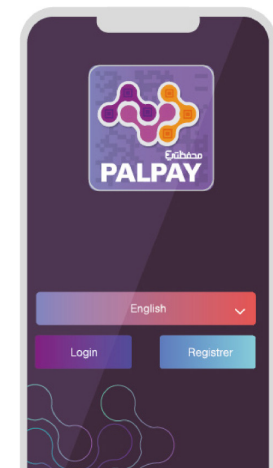
## PALPAY E-WALLET

First E-wallet in Palestine

- PalPay® – Palestine Payments – The leading payment platform company in Palestine.
- Ability to pay all bills through over 6,000 POS machines.
- Over ILS 1.2 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.



Targeting the  
unbanked





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 2021 is around \$283 million in the local, regional and US markets, more than USD 500 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.



**Target capacity of 100mw**



Intersect Innovation Hub (IIHO) is a Palestinian non-profit established in 2020 with the aim of supporting the innovative ecosystem. In particular, Intersect focuses on Fintech, Digital Innovation, Social entrepreneurship, and the Fourth Industrial Revolution (4IR). To accomplish this mission, Intersect provides entrepreneurs with a range of services to enable them to thrive; including dynamic workspaces, business support services, exposure and access to local and international networks, tailored financial solutions, and connections to investors.

### Intersect at a Glance

- Not for Profit Organization
- Local Branches: Ramallah, Nablus
- Future Gaza, Jerusalem
- Leverages Bank of Palestine's international and regional networks
- Supports the Palestinian Technology Ecosystem
- Focuses on Fintech, Digital Innovation, Social Entrepreneurship, and 4IR
- Aims to create synergy between ecosystem stakeholders

## STARTUP IN RESIDENCE (STIR) PROGRAM

The Startups in Residence (STIR) program aims to establish connections between solution-driven startups and the private sector, government agencies, and development financial institutions, allowing for collaboration towards the development of custom solutions that address real challenges and the growth of these startups.

What we offer:

- Dynamic and accessible workspaces
- Business support services
- Networking opportunities
- Connections to Investors
- Peer-to-peer mentoring
- Tailored financial solutions

## PARTNERSHIPS

**GAZA SKY GEEKS:** MENTORSHIP, PARTNER IN RESIDENCE, SPACE FACILITIES

**GLOBAL ENTREPRENEURSHIP WEEK**

**BUILD PALESTINE** -SOCIAL ENTREPRENEURSHIP PLATFORM

# Ibtikar Innovation Fund

- Ibtikar Fund, Palestine's only active investor in startups, is an early stage venture capital fund of which Bank of Palestine was the anchor investor and limited partner.
- Ibtikar continued to make a strong impact in the Palestinian entrepreneurial ecosystem by investing in the top Palestinian tech startups. Ibtikar provides the funds with hands-on support necessary for such startups to expand, within and outside Palestine.
- Several of Ibtikar investments reached major revenue milestones, raised money from international investors (many of whom are investing in Palestinian startups for the first time), and won many regional and international awards and competitions. New Ibtikar's companies span several sectors, including marketing technology financial technology, real estate, health and wellness, and e-commerce.
- Ibtikar's portfolio companies have created over 250 employment opportunities for highly-skilled Palestinians, nearly %30 of whom are women, and over %50 of whom are under the age of 30.
- Ibtikar fund II is expected to reach its target of \$ 30 million fund by december 2022, and will build on very positive momentum generated through Ibtikar I.
- World Bank President Malpass, presented Ibtikar Fund with an award recognizing its role in advancing Palestinian innovation and job creation for youth and women in Palestine.

## Investments in Ibtikar Companies:

Ibtikar Fund portfolio company, Gamiphy, had secured a six-figure pre-series A investment round.

- Gamiphy offers businesses with plug and play tools that empower their strategies in different verticals, such as customer acquisition and loyalty, customer engagement through games, and workforce management and motivation through gamification.
- Ibtikar Fund portfolio company, Receet, secured a six-figure, pre-series A investment round.



# BANK OF PALESTINE FINANCIAL HIGHLIGHTS

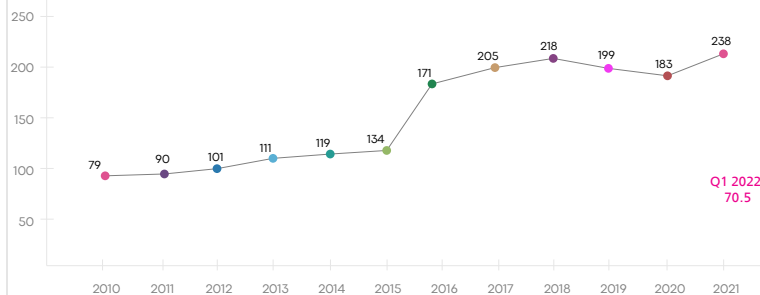
## BOP - KEY PERFORMANCE INDICATORS

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BANK OF PALESTINE



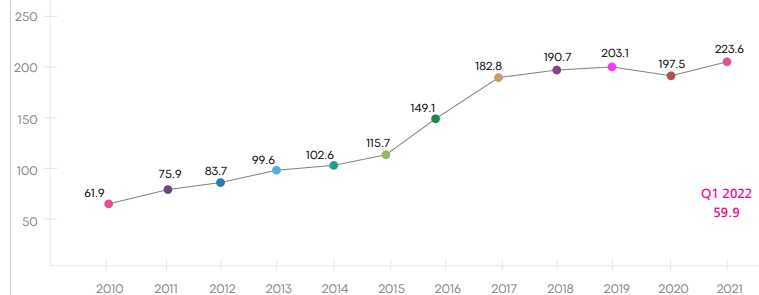
### Total Revenue

Million USD



### Net Interest & Commissions Income

Million USD



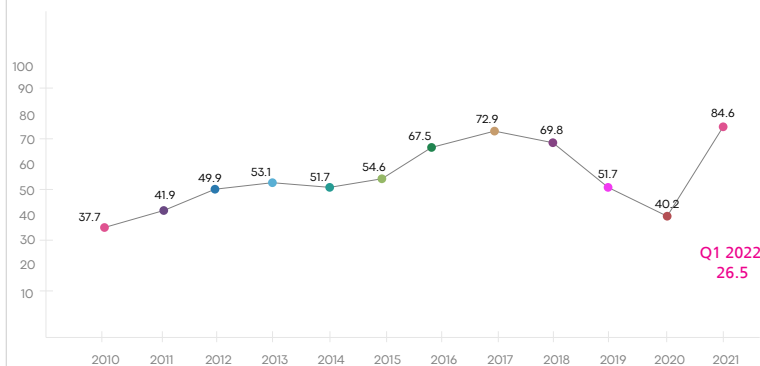
## BOP - KEY PERFORMANCE INDICATORS

بنك فلسطين  
BANK OF PALESTINE



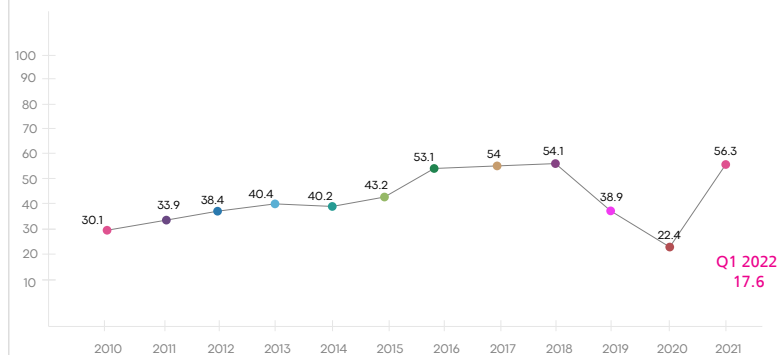
### Profit Before Tax

Million USD



### Net Profit

Million USD



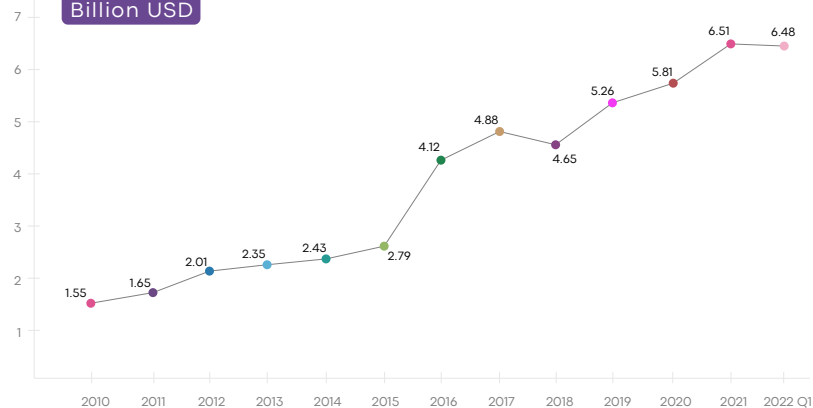
## BOP - KEY PERFORMANCE INDICATORS

بنك فلسطين  
BANK OF PALESTINE



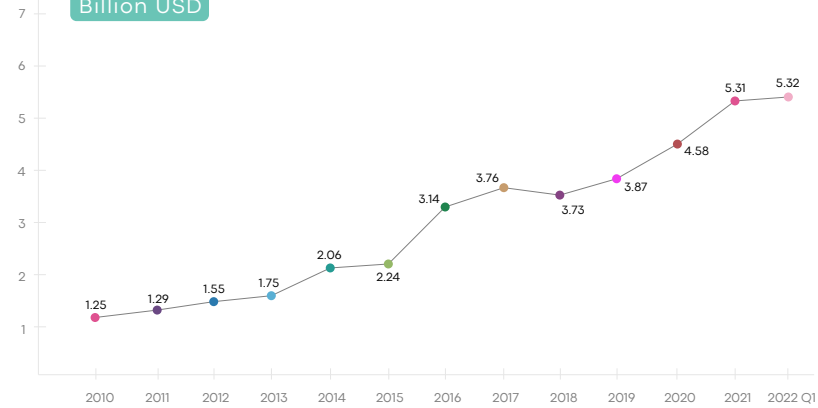
### Assets

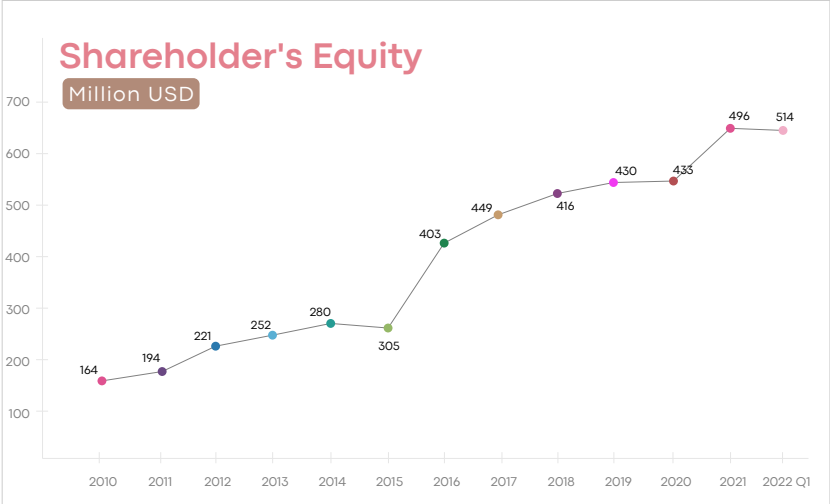
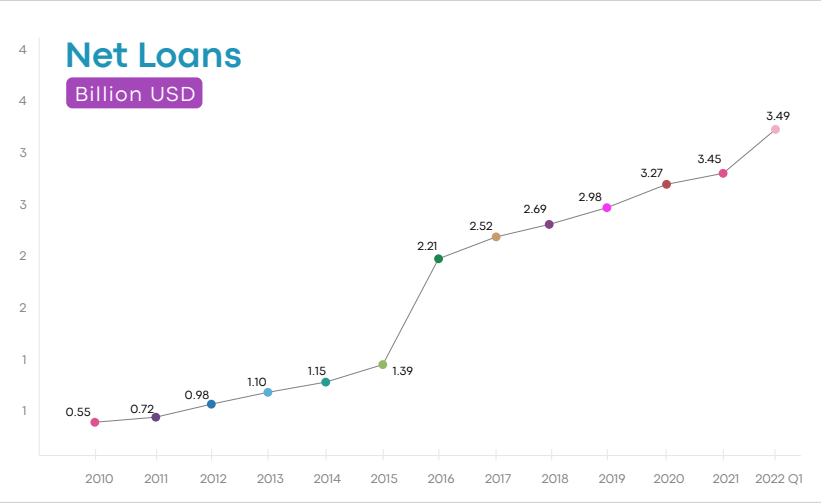
Billion USD



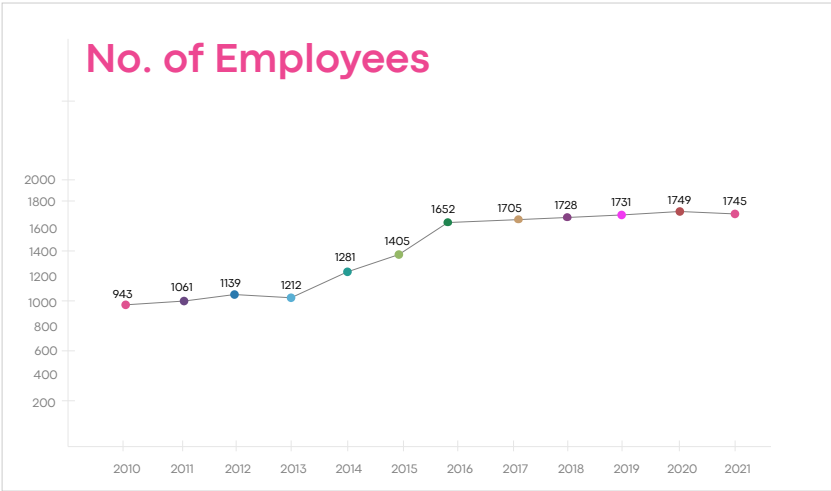
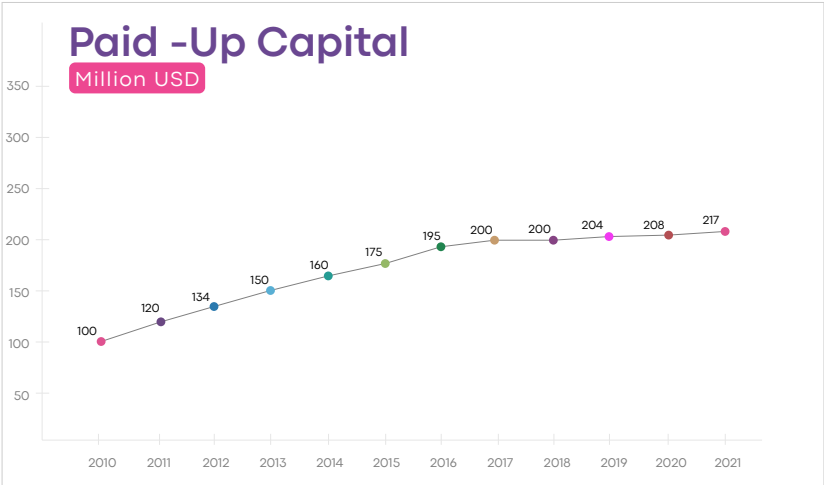
### Customer Deposits

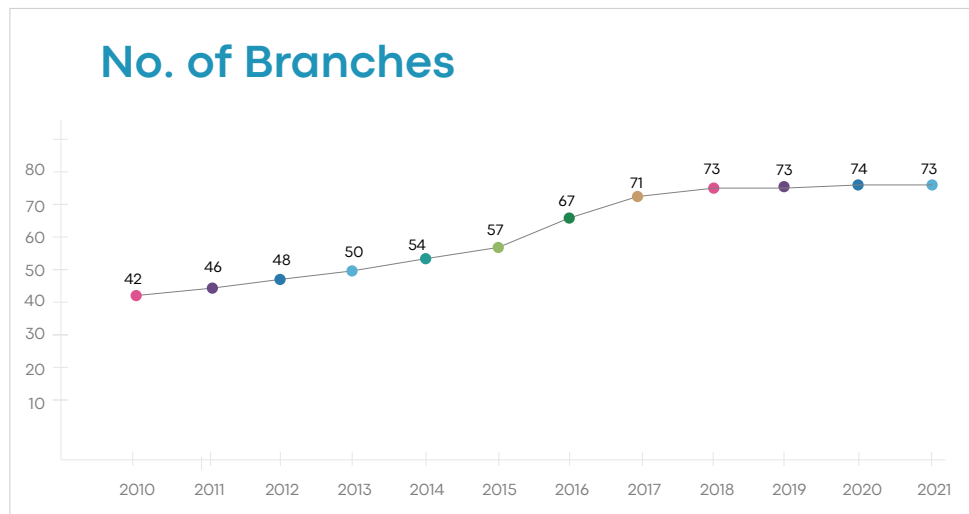
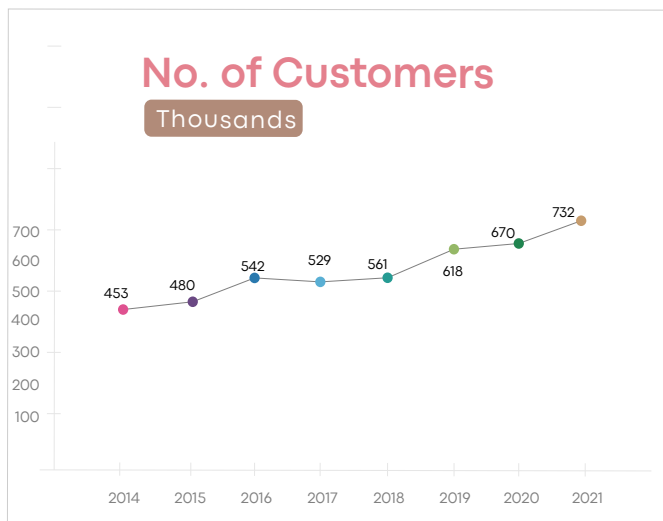
Billion USD













ROA- Annualized (%)	1.09%
ROE-Annualized(%)	13.67%
Market CAP (%)	11.2%
Market CAP (USD)	450,087,400
Net Interest, Financing, Investment and Commissions Income/Total Revenues (%)	92.33%
Cost to income(%)	67.74%
Operating Cost to Income (%)	54.46%
Market Share - Deposits (%)	32.01%
Market Share - Net Loans (%)	33.54%
NPLs (%)	4.42%
Net Loans to Deposits (%)	65.63%
Capital Adequacy (%)	15.19%
Stage 3 -Coverge Ratio (%)	63.81%
Book value (\$)	\$2.37
Earnings Per Share (EPS) - Annualized	\$0.29
PE Ratio (x)	7.16x
Price to Book Value (x)	0.87x



C.A. Type	Announcement Date/AGM Date	Dividend Date	Dividend Payment Date	Outstanding Shares Before C.A.	Cash Dividends- USD	No. of New Shares	Outstanding Shares After C.A.	% of Dividends
<b>2022</b>								
Stock Dividend	19/04/2022	21/04/2022	28/04/2022	217,433,527		6,525,050	223,958,577	3%
Cash Dividend-USD	19/04/2022	21/04/2022	21/04/2022		19,569,017		217,433,527	9%
<b>2021</b>								
* Special Issuance	21/09/2021	21/09/2021		210,160,800		7,272,727	217,433,527	
Stock Dividend	31/03/2021	18/04/2021	18/04/2021	208,080,000		2,080,800	210,160,800	1%
Cash Dividend-USD	31/03/2021	01/04/2021	01/04/2021		8,323,200		208,080,000	4%
<b>2020</b>								
Stock Dividend	26/03/2020	29/04/2020	29/04/2020	204,000,000		4,080,000	208,080,000	2%
Cash Dividend-USD	26/03/2020	29/03/2020	29/03/2020		16,320,000		204,000,000	8%
<b>2019</b>								
Stock Dividend	28/3/2019	7/4/2019	7/4/2019	200,000,000		4,000,000	204,000,000	2%
Cash Dividend-USD	28/3/2019	31/3/2019	31/3/2019		23,000,000		200,000,000	11.5%
<b>2018</b>								
Cash Dividend-USD	29/3/2018	1/4/2018	1/4/2018	200,000,000	27,000,000		200,000,000	13.5%
<b>2017</b>								
Stock Dividend	6/4/2017	16/4/2017	16/4/2017	195,008,685		4,991,315	200,000,000	2.56%
Cash Dividend-USD	6/4/2017	6/4/2017	9/4/2017		20,359,814		195,008,685	10.44%
<b>2016</b>								
Stock Dividend	25/3/2016	4/4/2016	4/4/2016	175,000,000		10,000,000	185,000,000	5.71%
Cash Dividend-USD	25/3/2016	25/3/2016	27/3/2016		18,000,000		175,000,000	10.29%
<b>2015</b>								
Stock Dividend	4/24/2015	5/3/2015	5/3/2015	160,000,000		15,000,000	175,000,000	9.375%
Cash Dividend-USD	4/24/2015	4/26/2015	4/26/2015		19,200,000		160,000,000	12%
<b>2014</b>								
Stock Dividend	4/25/2014	5/4/2014	5/5/2014	150,000,000		10,000,000	160,000,000	6.66%
Cash Dividend-USD	4/25/2014	4/27/2014	4/27/2014		12,500,000		150,000,000	8.33%
<b>2013</b>								
Stock Dividend	4/26/2013	5/5/2013	5/2/2013	134,000,000		16,000,000	150,000,000	11.94%

\* 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 is now a strategic partnership and shareholder of Bank of Palestine with an ownership of 3.34%.

[www.bop.ps/en/ir](http://www.bop.ps/en/ir)



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