



Bank of Palestine Group



# INVESTOR PRESENTATION

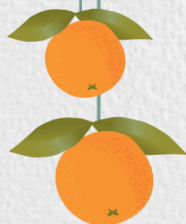
YE 2023





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- Our Vision & Strategic Priorities
- Bank of Palestine Overview
- Corporate Governance and Shareholding Structure
- Palestine Market and Financial Sector Overview
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- 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 - YE 2023

بنك فلسطين  
BANK OF PALESTINE



# 1 Largest Banking Group in Palestine

# 1 Largest lender to SMEs

Robust Historical Growth & Healthy Ratios

Committed to ESG

## Strong Balance Sheet & Asset Quality

Assets	Net Loans	Customer Deposits	NPLs%
\$ 7.13 b   9.8% YTD	\$ 3.84 b   7.5% YTD 33.86% Market Share	\$ 5.81 b   10.3% YTD 33% Market Share	5.21%

## Profitability

Net Profit	ROE	ROA	EPS	Operating Cost/Income%
\$ 16.5 m   -75.3% YoY	2.49%	0.23%	\$ 0.04	53.13%

## Strong Liquidity & Capital Adequacy

Capital Adequacy %	Tier 1 %	Loans/Deposits	LCR%	NSFR%
15.32%	12.82%	66.10%	742%	159%

Market CAP	Branches	Employees	Customers
\$ 415 m   9% of PEX	100 Local Branches 2 Representative Offices	> 2,536 47.42% Female (BoP)	> 1.1 m



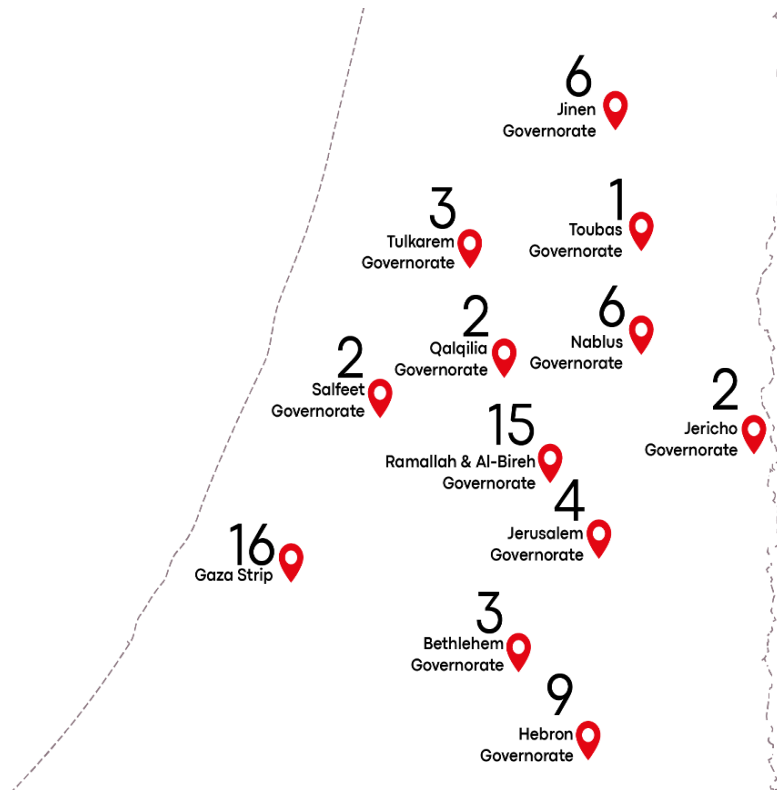
- ROA, ROE and EPS are presented on an annual basis.
- ROE & EPS are calculated using the profit attributable to BoP shareholders.



- Bank of Palestine Group joined the Principles for Responsible Banking (PRB), affiliated with the Finance Initiative of the United Nations Environment Programme.
- BOP signed a subordinated loan agreement with Arab Fund for Social and Economic Development in Kuwait with an amount of USD 30 m in support of the Palestinian SMEs.
- 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 USD 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 **69 branches** across all major cities & underbanked areas



### Representative Offices

 Dubai International Financial Center (DIFC) 2015

#### 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 investment in the Palestine Stock Exchange (PEX).

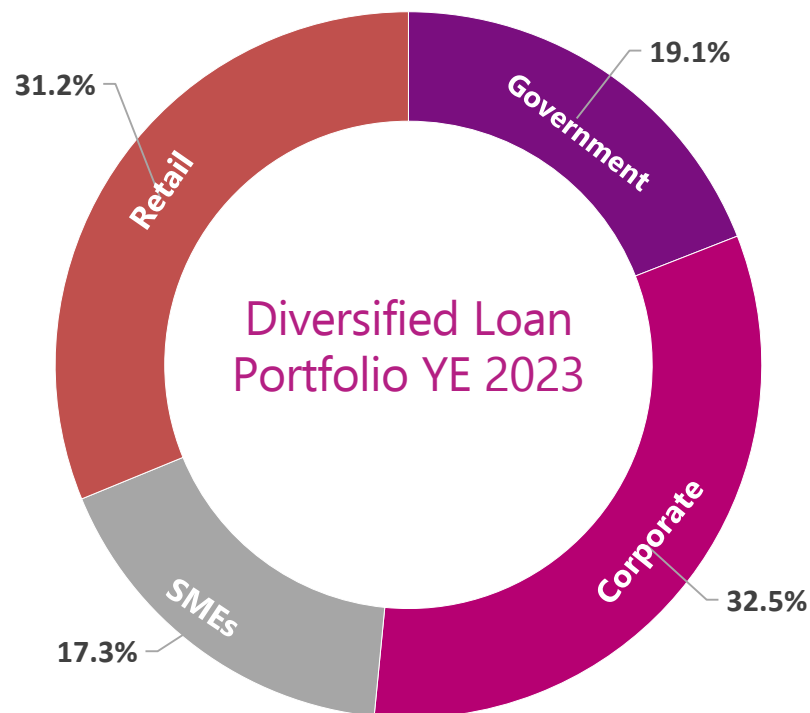


**Over \$3.84 billion in gross loans**



NPL Ratio

**5.21%**







## Largest SME Portfolio in the Country

# \$711 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 – 2023; more than **22,800** female and male beneficiaries attended **1,235** 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, **7<sup>th</sup>** Cohort was launched
- 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

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



**Felestineya Mini-MBA Ceremony 2023**

[https://fb.watch/opxwZt6Y\\_R/](https://fb.watch/opxwZt6Y_R/)

## Mobile Bank

Serving 50% unbanked population in Palestine in rural areas





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

**e-Bank**  
on my mobile



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

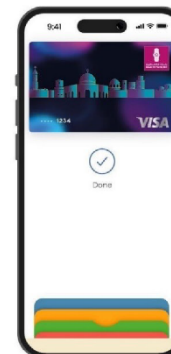
## New SoftPOS

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



POS Machine with Mobile QR Code



## 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

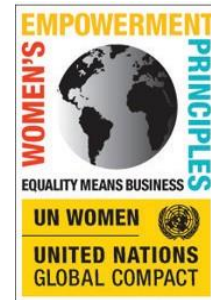
# Sustainability Report 2021







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



Subordinated Loan



SME, Women in Business Loans



Equity Investor, SME,  
Green Loans, Loan Guarantee



SME, Loan guarantees



Loan Guarantee Program



Loan Guarantees



ARAB FUND FOR ECONOMIC  
& SOCIAL DEVELOPMENT

SME Loans  
Subordinated Loan



Housing Loans



Additional Tier 1 Capital

## BOP- Correspondent Banks





**Mr. Hashim Shawa**

**Chairman** of Bank of Palestine Group

*Work Experience*

Banking, Investments, Operations



**Mr. Abdullah Qais AL – Ghanim**

Al Muhalab Kuwait Real Estate Company, Kuwait

**Vice Chairman** - Bank of Palestine

*Work Experience*

Banking, Investment, Real Estate



**Mr. Tarek Aggad**

**Chairman & CEO** - Arab Palestinian

Investment Company (APIC) Palestine

*Work Experience*

Investments, Manufacturing, Trading



**Mrs. Maha Awad**

**General Manager** – Abu Shousheh Contracting Co

*Work Experience*

Investments, Trading



**Dr. Tafeeda Jarbawi**

**Former Director General of** Taawon

(Welfare Association)

*Work 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)

*Work Experience*

Women & Youth Activist, Investments, Real Estate, Startups

## Governance: Well-Diversified Board Members



### Mr. Eric Shehadeh

**Group Head of M&A and Corporate Development**

at First Abu Dhabi Bank - UAE

*Work Experience*

Banking, Operations, Finance, Strategy



### Mrs. Lama Kanaan

**Executive Director, Wealth Management** at

Azura Asset Management, Bahrain

*Work 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

*Work Experience*

Insurance, Investments, Risk



### Mrs. Linda Tarazi

**Group Chief Transformation Officer**

at Capital Bank of Jordan - UAE

*Work Experience*

Transformational change, Corporate Banking, Digital  
Transformation, Market Intelligence



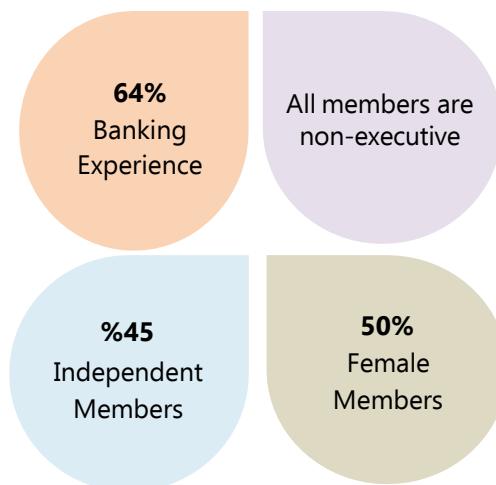
### Mr. Adel A. Dajani

**Founder and Managing Director** at Maghreb  
Venture

Partners, North Africa

*Work Experience*

Investment Banking, Commercial Banking







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**

**30% Female**

Name	Position	Joining
<b>Business</b>		
Mr. Naser Bakeer	Chief Business Banking Officer	1994
Mr. Salim Hodali	Chief Retail Officer	2005
Mr. Yazan Al Masri	Chief Treasury Officer	2012
<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. Dareen Ghalib Abudayeh	Acting Chief Information Technology Officer	2016
*Mrs. Maissa Shunar	Chief Digital Transformation 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
Mr. Suleiman Nasr	Chief Compliance and AML/CFT Officer	2000

\*Mrs. Maissa Shunar Resigned in March 2024



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

**Listed on Palestine Stock Exchange**

**Symbol:** BOP

**ISIN:** PS1004112600

**Market Capitalization:** \$ 415 million

**Number of issued shares:** 230,677,334

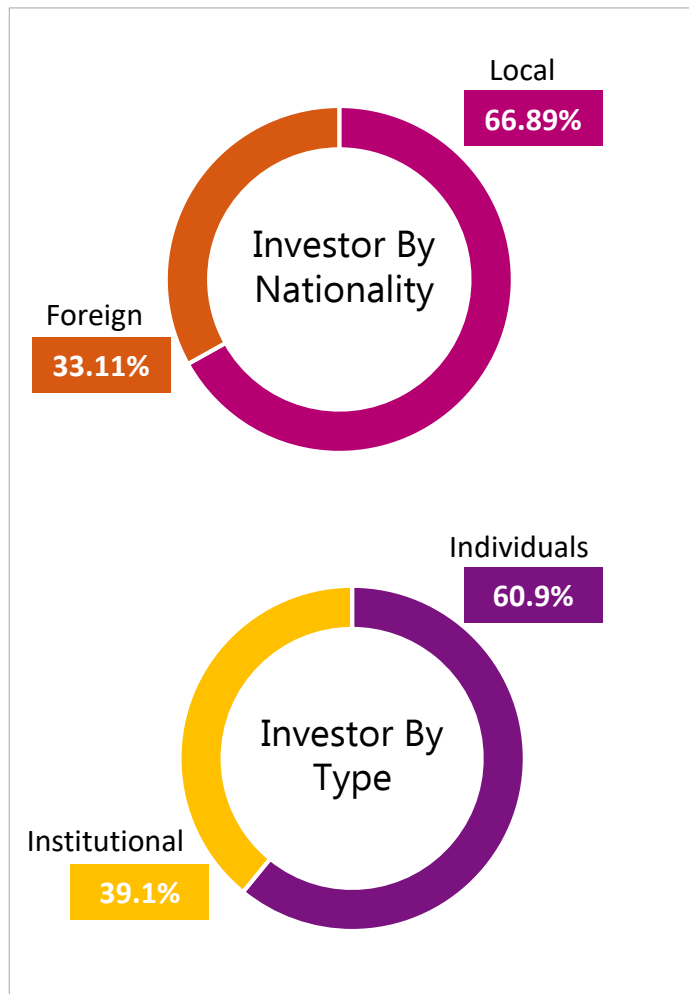
**Closing Price:** \$ 1.80

**EPS-Annualized:** \$0.04

	2018	2019	2020	2021	2022
Earnings Per Share	\$0.25	\$0.17	\$0.10	\$0.23	\$0.27
Dividends Payout ratio	53%	60%	52%	53%	48%

<b>Book Value (\$)</b> <b>\$2.14</b>	<b>P/B (x)</b> <b>0.84</b>	<b>PE Ratio (x)</b> <b>50.94</b>	<b>ROE</b> <b>2.49%</b>	<b>Dividends Yield</b> <b>5%</b>
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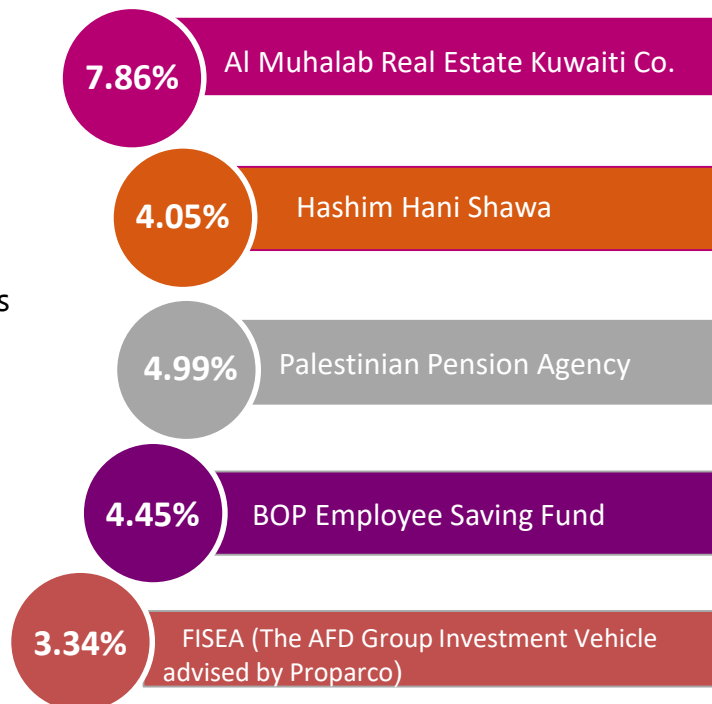
<sup>1</sup>Based on closing price as of Dec 31, 2023.



# of  
Shareholders  
**4,715**



### Major Shareholders





- 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.

# Overview of AML/CFT framework



Systems & databases (Overall IT support)

Procedures & Corporate Governance



# 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:

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.



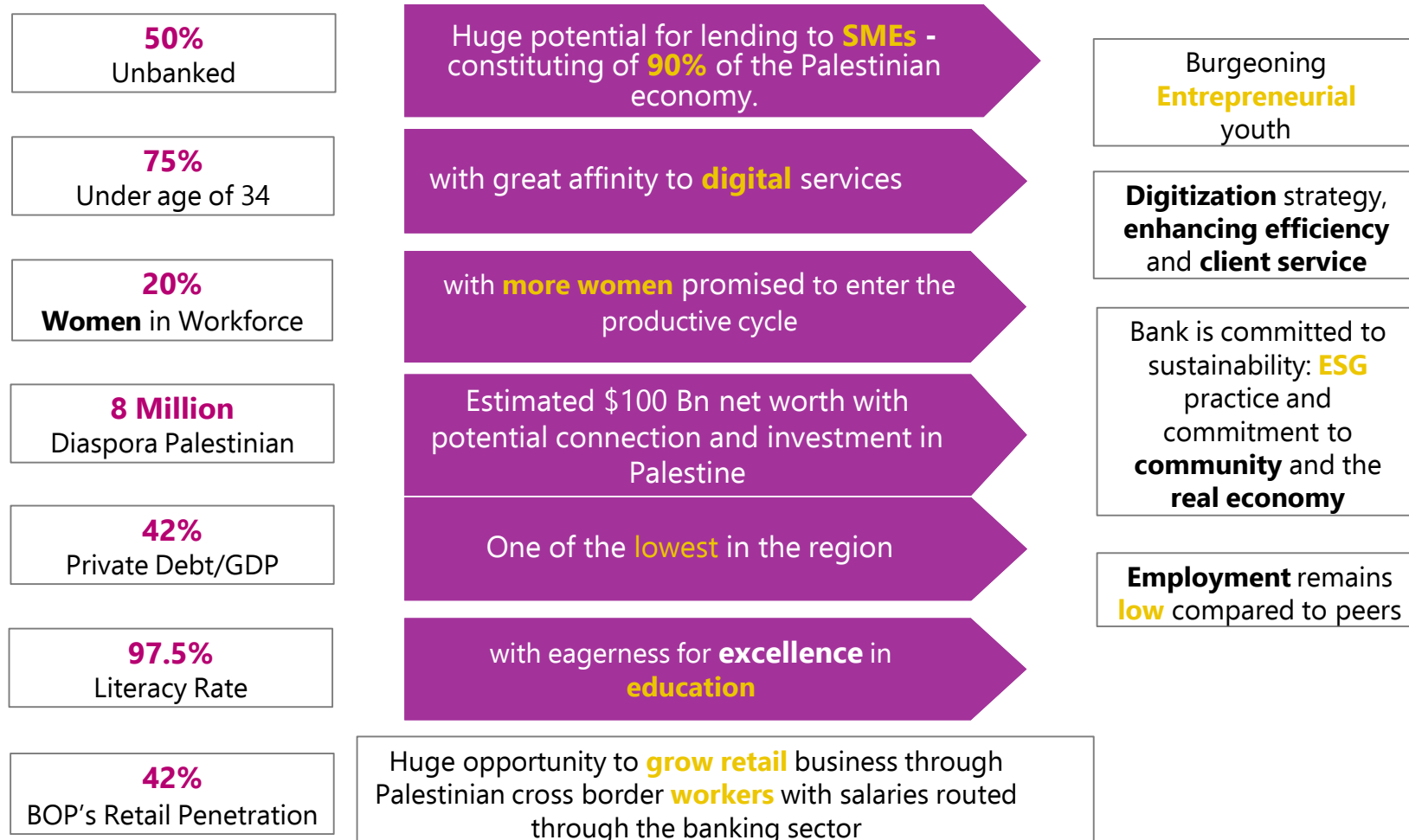
## **Palestine Market and Financial Sector Overview**

**Opportunities for Growth**



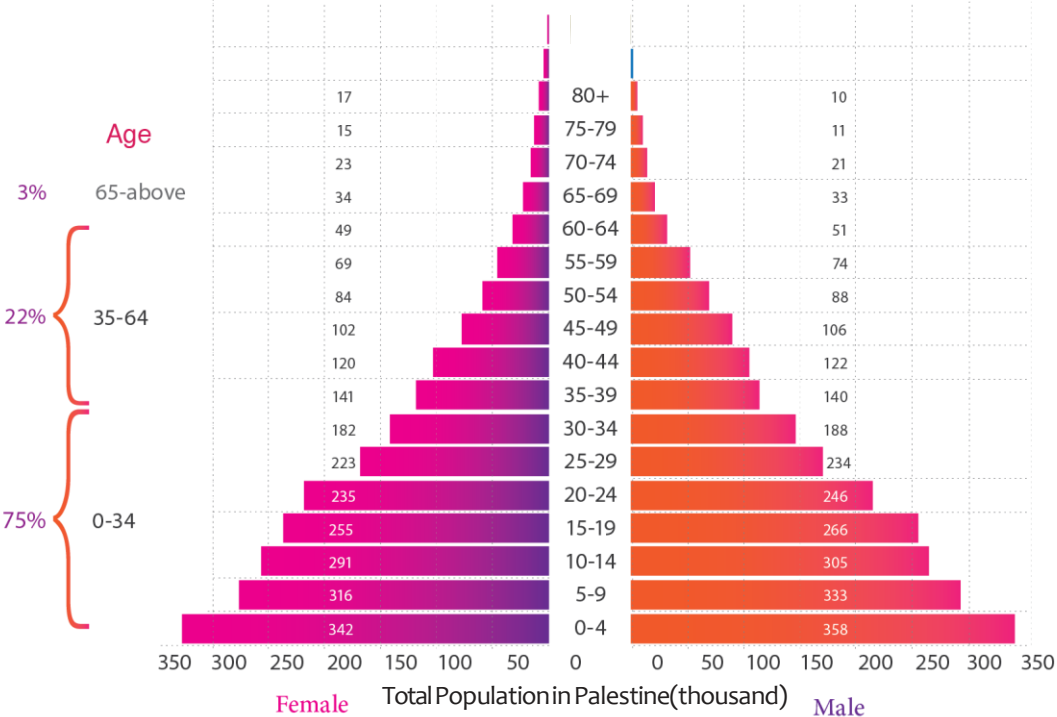


### Favorable Demographics & Market Dynamics Supporting BOP Growth Strategy



PALESTINE TOTAL POPULATION: 5.8M

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)

#### Commercial Banks (4)

- Bank of Palestine (BOP)
- Palestine Investment Bank (PIBC)
- Al Quds Bank (QUDS)
- The National Bank (TNB)

#### Islamic Bank (3)

- Arab Islamic Bank (AIB)
- Palestine Islamic Bank (ISBK)
- Al Safa Bank (SAFA)

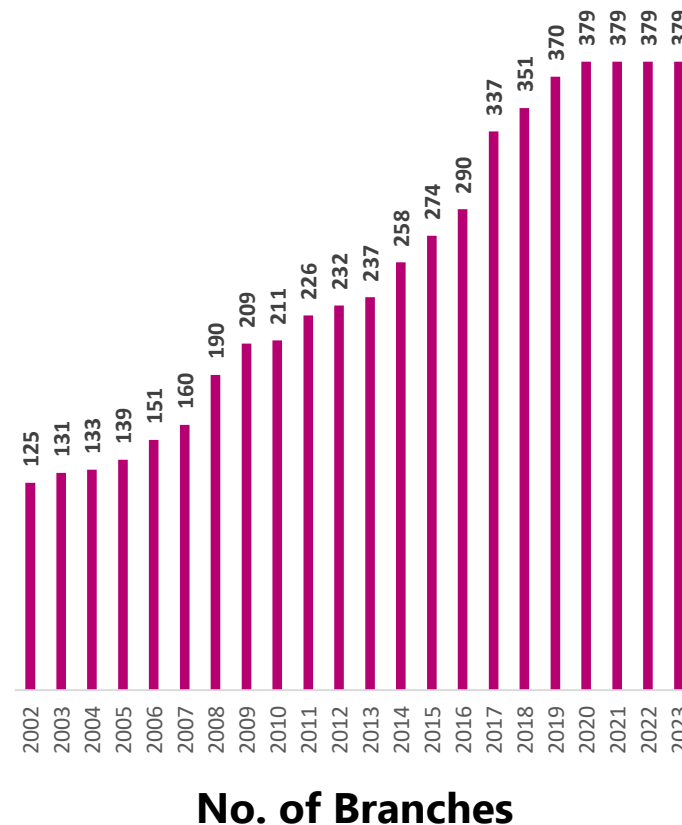
### Foreign Banks (6)

#### Jordanian (5)

- Arab Bank
- Cairo Amman Bank c
- Jordan Ahli Bank
- Bank of Jordan
- The Housing Bank for Trade & Finance

#### Other Foreign Bank (1)

- Egyptian Arab Land Bank



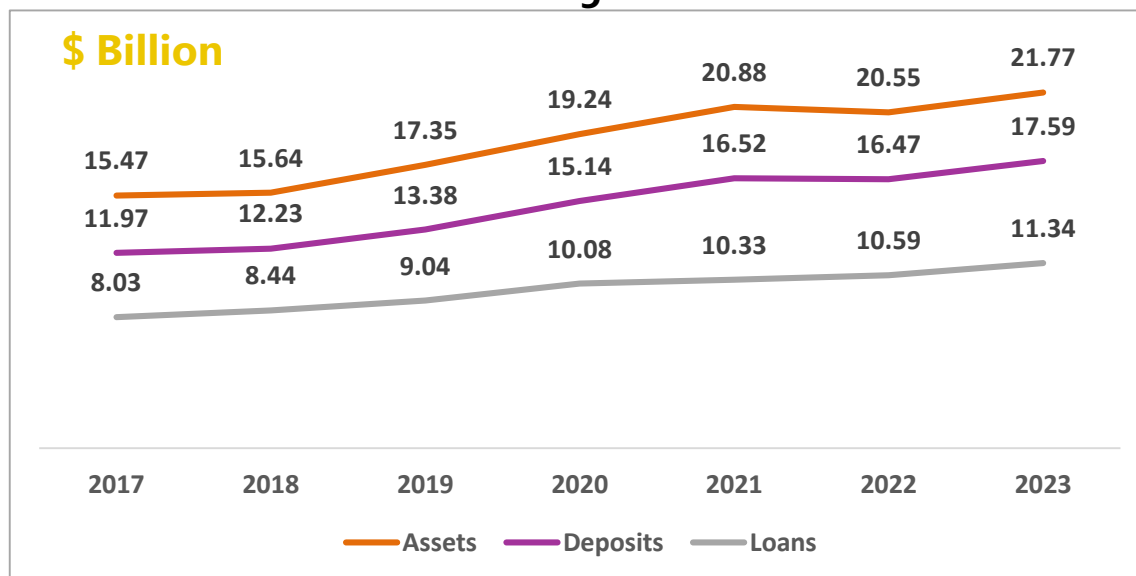
## Banking Sector Overview



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. 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.

### Banking Sector



### BOP Market Share

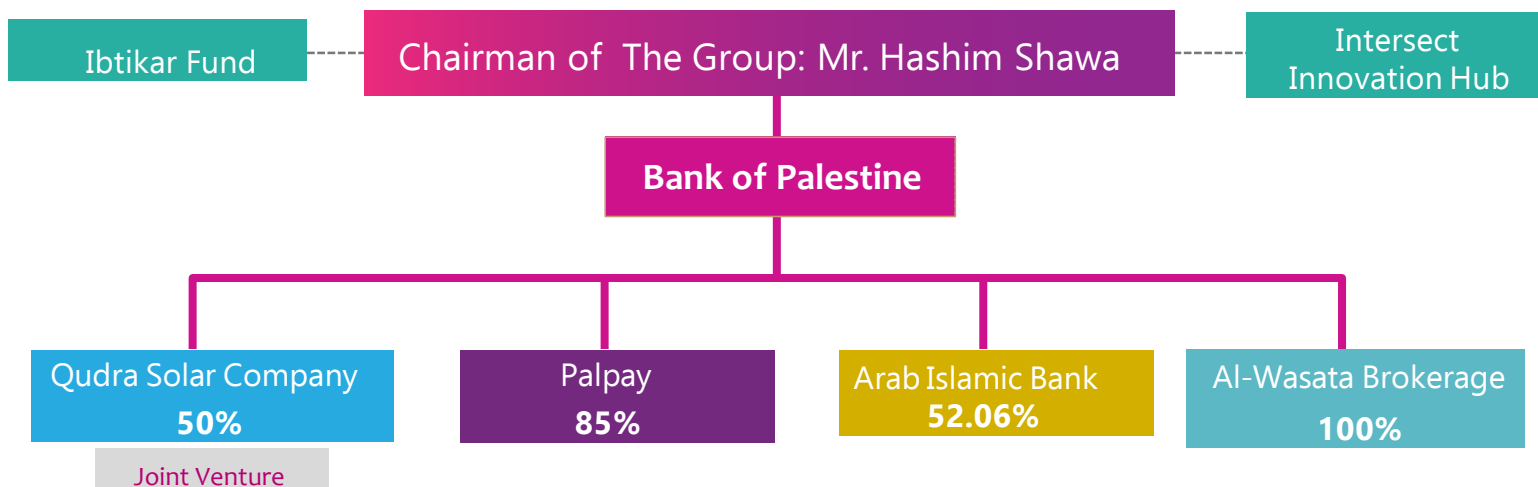
**Assets \$7.13b 32.1%**

**Deposits \$5.81b 33%**

**Loans \$3.84b 33.86%**

# Bank of Palestine Group Structure and Ownership Percentage

بنك فلسطين  
BANK OF PALESTINE





## Growing Demand for Islamic Banking

YE - 2023

Total Assets <b>\$1.74 Billion</b>	Total Deposits <b>\$1.46 Billion</b>
Net Profits <b>\$5.52 Million</b>	Direct Islamic Financing <b>\$1.11 Billion</b>
ROE <b>3.91%</b>	ROA <b>0.32%</b>
PE (X) <b>29.31</b>	P/BV (x) <b>1.15</b>
EPS <b>\$0.05</b>	Loans/Deposits% <b>75.72%</b>
CAR% <b>13.56%</b>	Share Price <b>\$1.60</b>



البنك الإسلامي العربي  
ARAB ISLAMIC BANK

صيرفة إسلامية حديثة





Banking the unbanked

Digital & Fintech



- PalPay® – Palestine Payments – The **leading** payment platform company in Palestine.
- Ability to pay all bills through over **15,000** POS machines. Over ILS **3 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







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 2023 is around **\$120 million** in the local, regional and US markets, more than **\$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.

Since starting 2021 Qudra rolled out 25 - 30 MW



**Target capacity of 100 MW within 5 years**



Intersect Innovation Hub (IIH) is a **non-profit** business incubator at the forefront of the Bank of Palestine Group's (BoPG) social impact and innovation efforts, operating in Ramallah, Nablus, and Hebron, with planned hubs in Gaza and Jerusalem. Its tailored programs support entrepreneurs as they commercialize ideas and develop minimum viable product concepts with customers and commercial collaborations, preparing them for acceleration or investment.

IIH is on a mission to support Palestinian entrepreneurs and foster the entrepreneurship ecosystem by promoting entrepreneurial culture of collaboration, global thinking, and environmental sustainability. Our three-year 2024-2027 strategy focuses on expansion and quality improvement of the process that fall under three foundational pillars: 1) access to resources and workspaces, 2) access to international expertise, and 3) access to international markets.



**Intersect Innovation Hub** supports tech startups in Palestine through its innovative programs, notably the Startups-in-Residence (STIR) and the RISE Palestine initiative. The STIR program is a cornerstone of Intersect's effort, providing a six-month incubation period for early-stage startups. This program delivers essential resources such as office space, mentorship through our network of local and regional mentors, and networking opportunities, alongside tailored services like legal and marketing assistance.

To date, IIH has hosted four cohorts of the Startups-in-Residence program. IIH's Startups-in-Residence program has **graduated 29 startups**, all of which are tech-based or tech-enabled. These startups operate in various fields such as, including Fintech, Insurtech, Digital Marketing, and Artificial Intelligence.

IIH has strong networks and partnerships in UAE with DIFC, DFDf, Dubai Chambers, See Institute, Sustainability City, Astrolabs, Hub71. These partners play a pivotal role in facilitating the expansion of Palestinian startups in the UAE and provide the necessary support to help them grow their ventures and thrive. Additionally, In 2024 IIH has made its way to LEAP 2024 to expand its partnerships in KSA, approaching partnerships opportunities with Falak Investment Hub, Taqadam Accelerator, Astrolabs, and the Garage.



# Ibtikar Innovation Fund

- Ibtikar Fund is Palestine's only venture capital fund, investing in Palestinian-founded tech startups from both Palestine and the MENA region (helping reconnect diaspora Palestinians to Palestine through hiring and economic activity).
- Ibtikar Fund's portfolio companies have created over 400 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's portfolio companies have raised an additional USD 20M in investment from mostly regional and international investors.
- 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.
  - **+400** direct, active jobs created
  - **30%** women, **50%** under 30

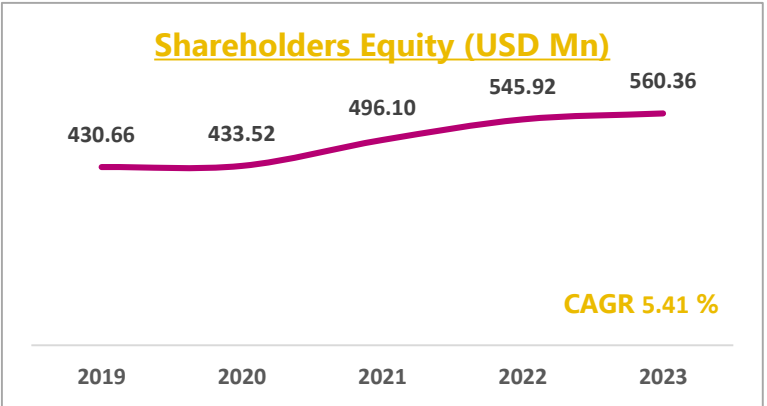
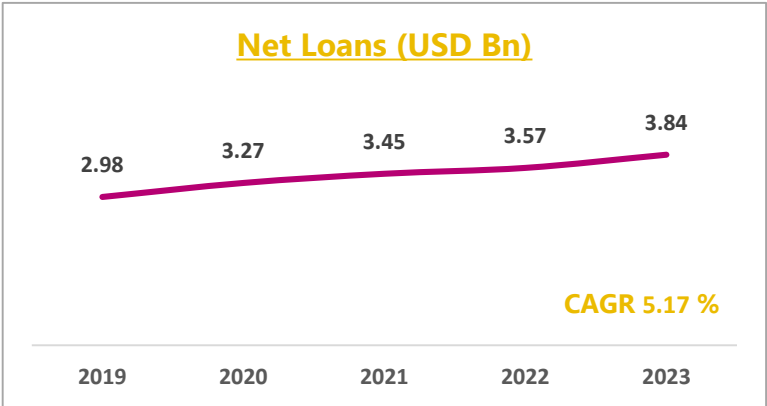
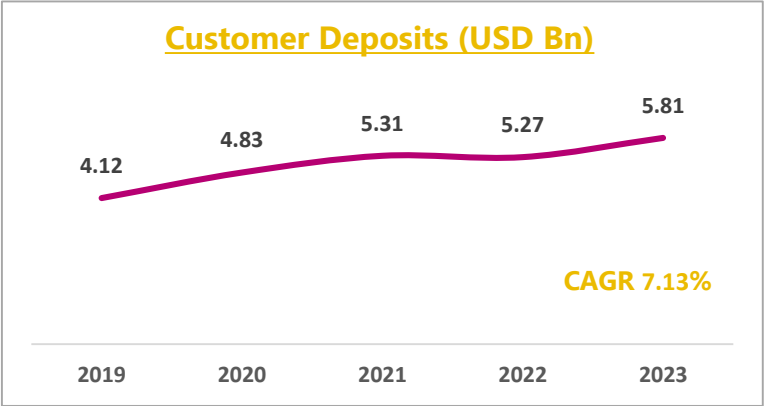
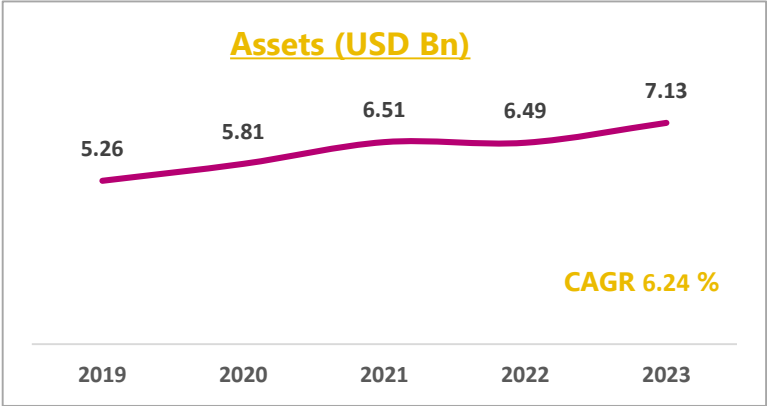


## Bank of Palestine Financial Highlights

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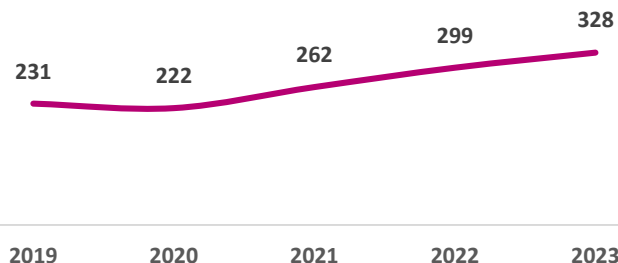


## Strong Set of Results – YE 2023

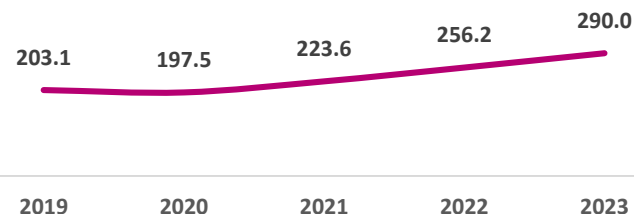
### Income Statement



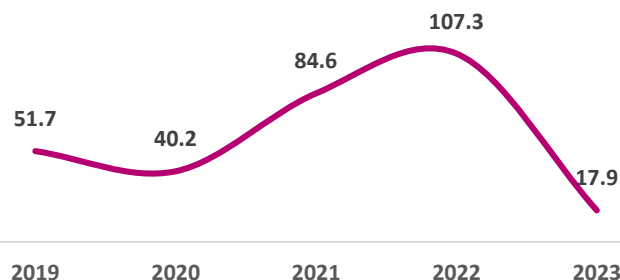
#### Total Revenue (USD Mn)



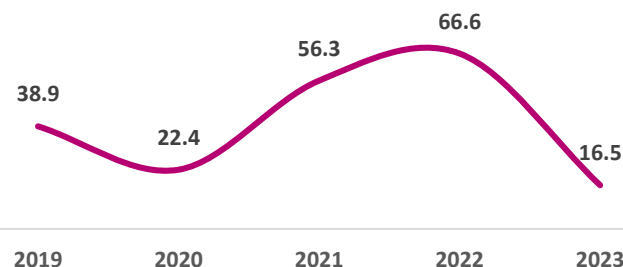
#### Net Interest & Commissions Income (USD Mn)



#### Profit Before Tax (USD Mn)



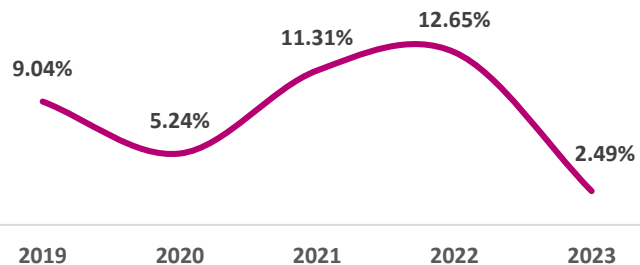
#### \*Net Profit (USD Mn)



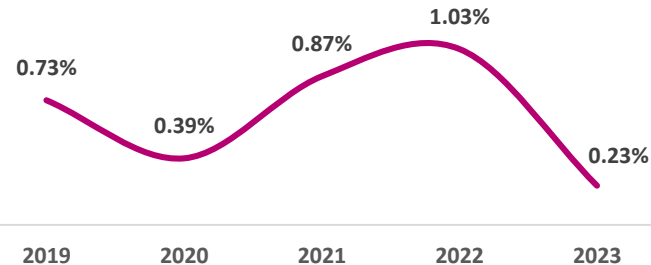
\*Net profit decreased by -75.3% from USD 66.6 million for FY 2022 compared to USD 16.5 million for FY 2023. This decrease in net profit is mainly due to recording extra credit impairment provisions in a total amount of USD 135.7 million for FY 2023 compared to USD 28.4 million for FY 2022 to cushion against any risk associated with the war on Gaza.



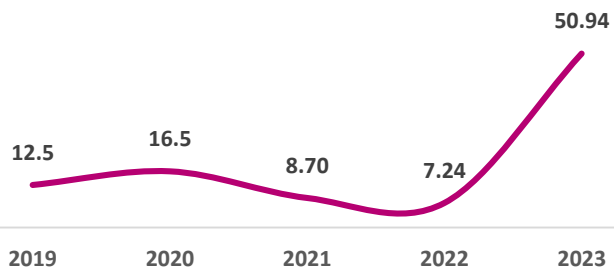
### ROE



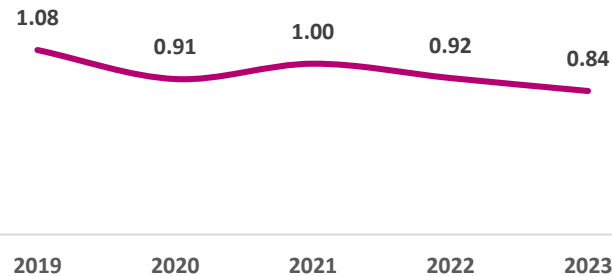
### ROA



### PE Ratio (x)

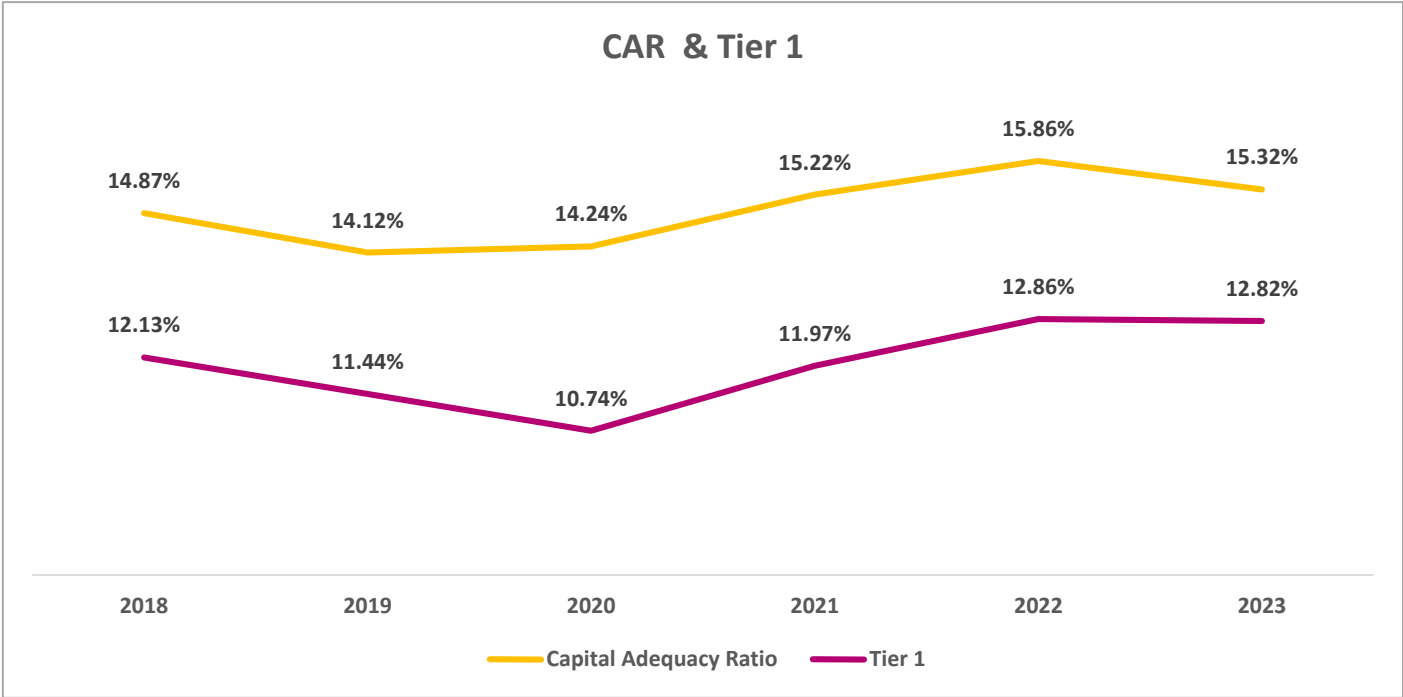


### PB Ratio (x)



# Strong Capital Adequacy Ratio above PMA and Basel III Requirement

## Capital Analysis



% of Dividends	C.A. Type	Announcement	Effective Date	Shares before C.A.	Cash Dividends	New Shares	Shares after C.A.
<b>13%</b>	<b>2022 DIVIDENDS</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>12%</b>	<b>2021 DIVIDENDS</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>5%</b>	<b>2020 DIVIDENDS</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>10%</b>	<b>2019 DIVIDENDS</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>14%</b>	<b>2018 DIVIDENDS</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>14%</b>	<b>2017 DIVIDENDS</b>						
<b>13.50%</b>	Cash dividends	3/29/2018	4/1/2018	200,000,000	\$ 27,000,000		200,000,000
<b>13%</b>	<b>2016 DIVIDENDS</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>16%</b>	<b>2015 DIVIDENDS</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 differences may appear throughout the presentation.

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