



Bank of Palestine Group



Investor Q1 2025 Presentation

Updated May 2025

- Bank of Palestine Group & Market Overview
- Vision, Growth Strategy & Capital Plan
- Regional Expansion
- Group Financial Highlights
- Sustainability & ESG

Bank of Palestine (BOP) Overview



Established in 1960, Privately Owned & Publicly Listed Bank using USD as its Main Currency



Diversified Shareholder Base with International Institutional Investors & Strong Ties with Multilateral Development Banks - MDBs



35% Market Share, Largest Network, Leader in SME Lending & Digital Services. Driving Growth across all Segments



Market Potential of 20 M Global Palestinians. USD 500 B - USD 1 T Net Worth



Regional Expansion in UAE, KSA, Egypt and Jordan



Strong Operational Financial Performance Despite Adversity



Diversified Board with 50% Gender Equality committed to ESG and Corporate Governance



Poised to play a significant role in Economic Recovery and Reconstruction Efforts Post War

Market Overview –Untapped Growth Potential in Palestine and Worldwide

Palestine Total Population

5.5 M

50% of Palestinian Population remains unbanked

Global Palestinian Population

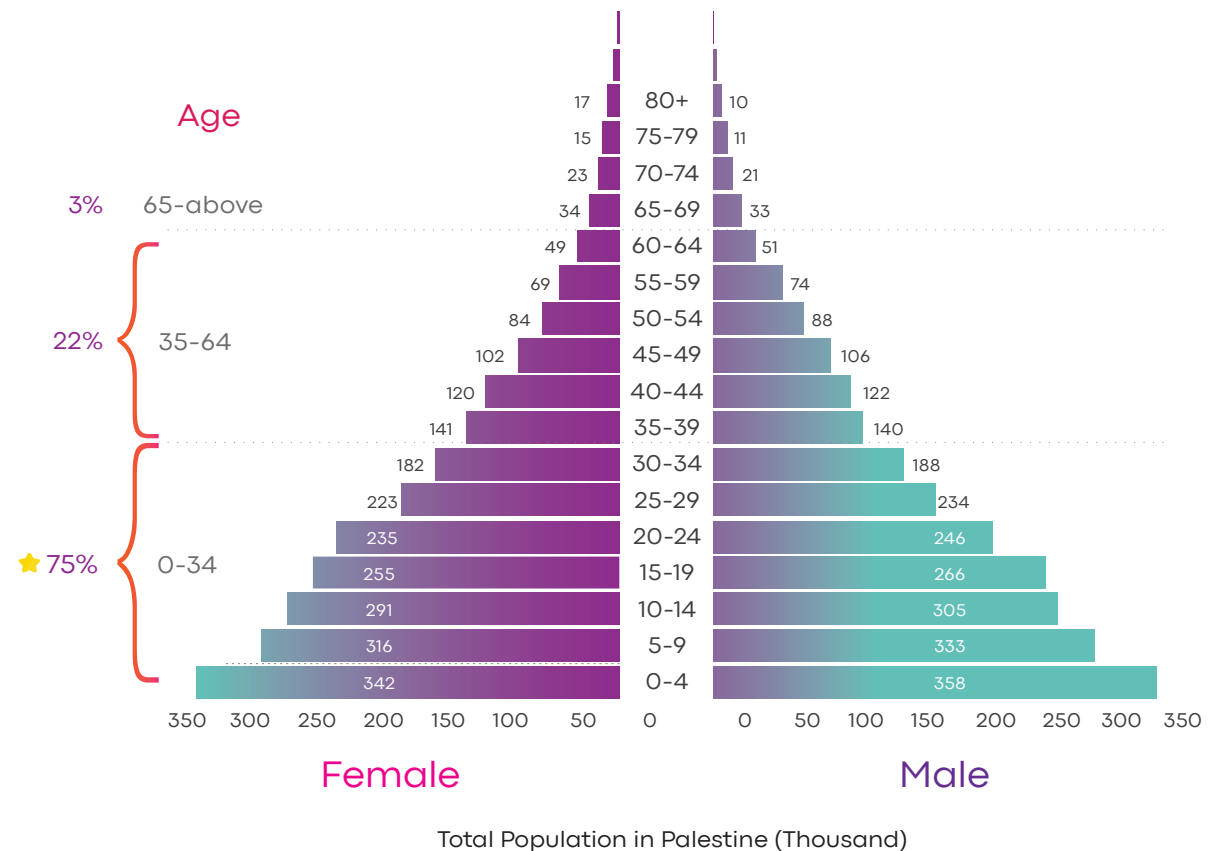
20 M

Wealth estimated **USD 500 B - USD 1 T**

★ **Ranked Amongst the World's Youngest**

Literacy Rate: 97.8%

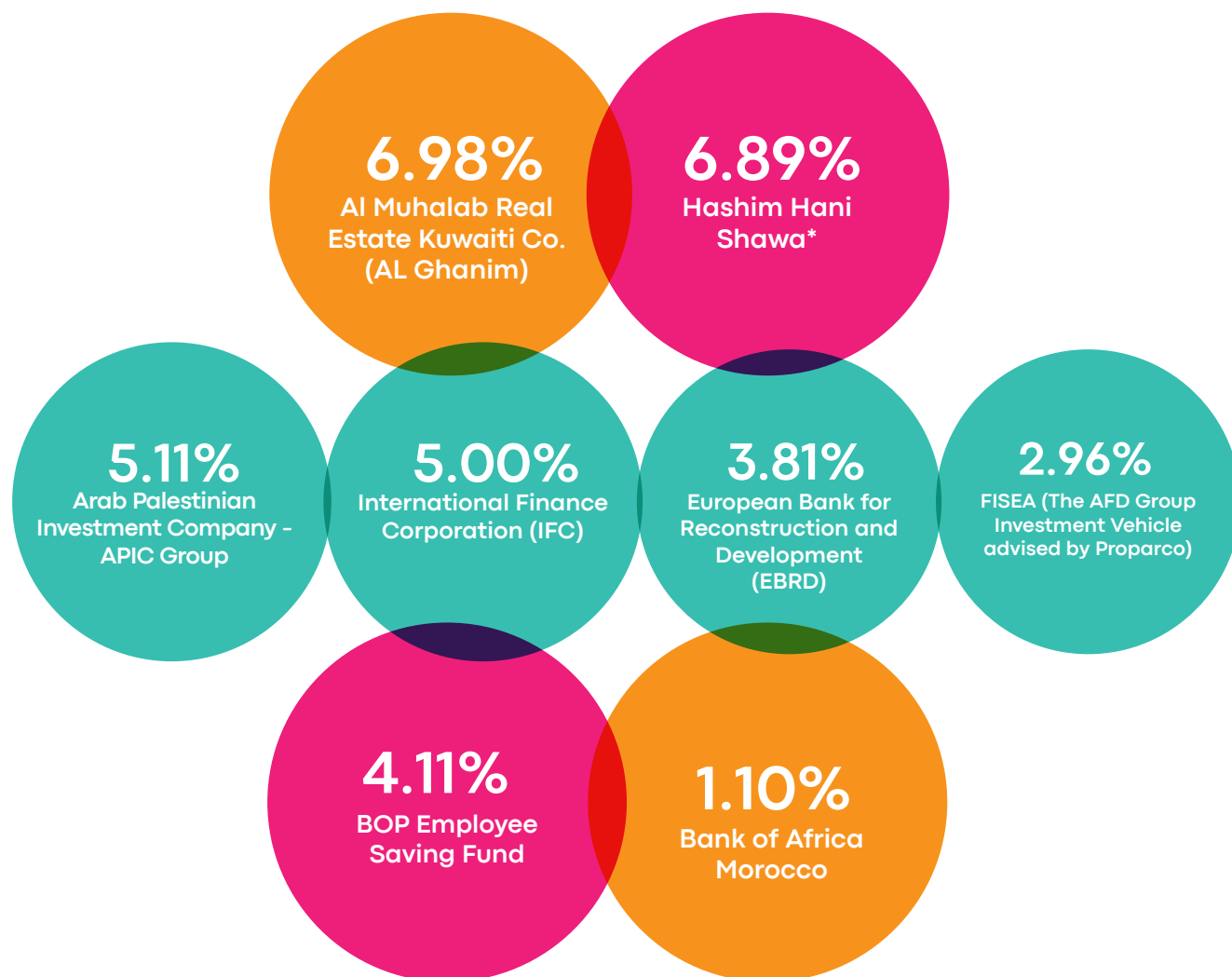
★ **Ranked Amongst the World's Highest**



World Bank projects lifting restrictions could boost GDP by USD 5 Billion annually (30% growth), excluding post-war recovery resources.

Diversified Shareholding Structure

"Renowned Regional and International Institutions"



Number of Shareholders

Up to **5,000**

More than

46.94%
Institutional Investors

More than

40.40%
International Investors

*Hashim Shawa shares and the Late Hashim Ata Shawa Orphans Fund's which are under his trusteeship.

*Ownership percentages are updated as of May 15, 2025.

BOP Internationally Renowned

"Impact on the Real Economy"

Financial Times "The Banker" Award:
"Best Bank in the World for Financial and Digital Inclusion"



تأسس عام ١٩٦٠ Established 1960



Investing in the Real Economy:

Largest SME Portfolio in the Country

USD 641 M

- Leader in Youth Inclusion
- Leader in Women Inclusion
 - 50% Women at Board Level
 - 42.50% Women at Staff Level

Consistently Low NPL Ratio

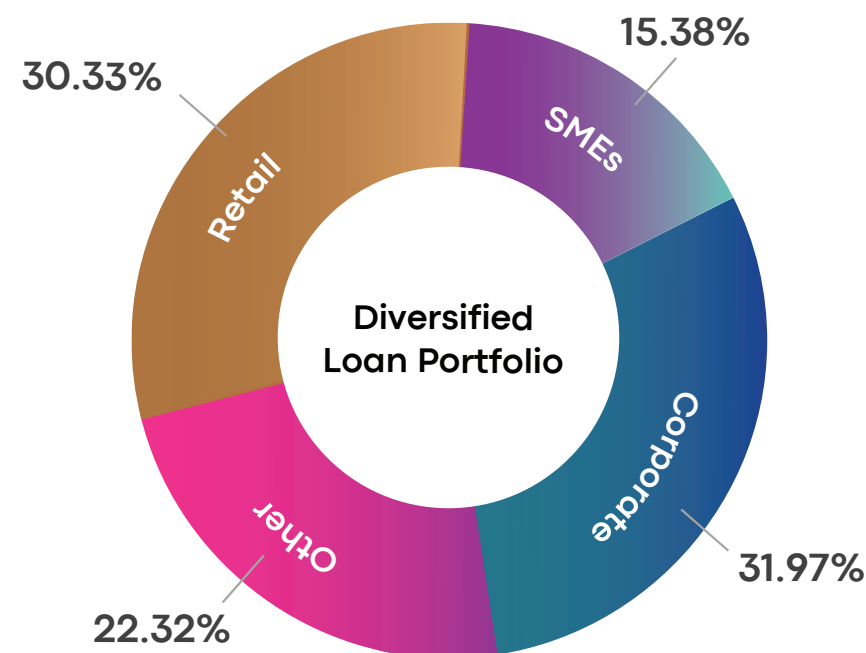
2020	2021	2022	2023	2024	Q1 2025
4.90%	4.49%	4.62%	5.21%	4.99%	4.97%

Remarkable Performance Despite Adversity

Biggest Lender

USD 3.81 B

in gross loans



50% Unbanked Population Presents Growth Opportunity Especially Digital and Islamic Banking



- Largest Islamic Bank
- 10% Market Share
- Fastest Growing Islamic Bank



- Leading Brokerage Firm
- Access to International and Regional Markets: USA, UAE, Jordan
- Custody Services



- Qudra Leads in Solar Energy in Palestine
- Targeting 100 MW for Underserved Communities Power Needs



- Jordan Natural Regional Expansion Market for BoP
- 10% Stake in Mid-Tier Bank and Positioned for Potential Consolidation Acquisition
- Recognized as Best Bank for Digital Services
- 25% Profit Increase in 2024



- First E-Wallet and Leader in Digital Payments Targeting the Unbanked
- Preferred Payments Provider for International Humanitarian Organizations
- Partnered with the UN to Strengthen Digital Financial Solutions in Gaza During UNGA 2024



- Mada Telecommunications is a Leader in Broadband Internet in Palestine
- Expands Connectivity in Underserved Areas in West Bank & Gaza



صندوق ابتكار
IBTIKAR FUND

- +500 direct, active jobs created
30% women, 50% youth
- ~20 M mobilized in additional funding rounds

- Palestine's only venture capital fund, investing in Palestinian-founded tech startups from both Palestine and the MENA region (reconnecting Global Palestinians through hiring and economic activity)
- BOP is the anchor limited partner in both Funds I and II; in addition to investments from the 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.



INTERSECT

Intersect is a tech and startup ecosystem enabler dedicated to fostering innovation and sustainable entrepreneurship in Palestine and is at the forefront of Bank of Palestine's social impact and innovation efforts.

Locations: Nablus, Ramallah, Hebron, and regionally UAE - Intersect Dubai LLC

Programs:

- STEP a pre-incubation program that guides aspiring entrepreneurs through the ideation journey
- STIR: a 6-months incubation program that has graduated 37 startups, 93% of which remain operational, and have raised \$4,810,000 in funding
- OCIF: A 6-year program providing startups with finance through grants and loans
- SAFE: an emergency initiative providing liquidity to 29 high growth startups, preserving over 365 jobs and creating new ones
- RISE: an emergency initiative providing essential financial support to Gazan freelancers, tech companies, and startups

Palestine Launchpad I Google
3,500 Learners / 7 Cohorts

Startups-in-Residence I STIR
135+ Training Sessions / Cohort

Community Engagement
50+ Networking Event

BOP Group - Trusted Institution of Choice; Locally and Globally



Equity Investment (5%)
SME Loan &
Subordinated Loan \$ 130 M



Equity Investment (3.05%)
& SME, Green Loans and
Loan Guarantees \$ 122 M



SME Loan &
Loan Portfolio
Guarantee \$ 180 M



Equity Investment (3.92%)*
& SME, Women and Trade
Facility \$ 70 M



SME Loan & Portfolio
Guarantee \$ 100 M



SME Loan \$ 10 M



Additional Tier 1 Capital \$ 30 M



Loan Guarantees \$ 118 M



SME Loan &
Subordinated Loan \$ 60 M



Housing Loans \$ 10 M



Equity Investor 1.13%*



Loan Guarantee
Program \$ 78 M

- Investments mobilized up to the war

\$ 500 M

- Investments mobilized since the war broke out

\$ 360 M

Equity (Primary and Secondary), AT1, Sub
Debt, Credit Lines, Loan Guarantees

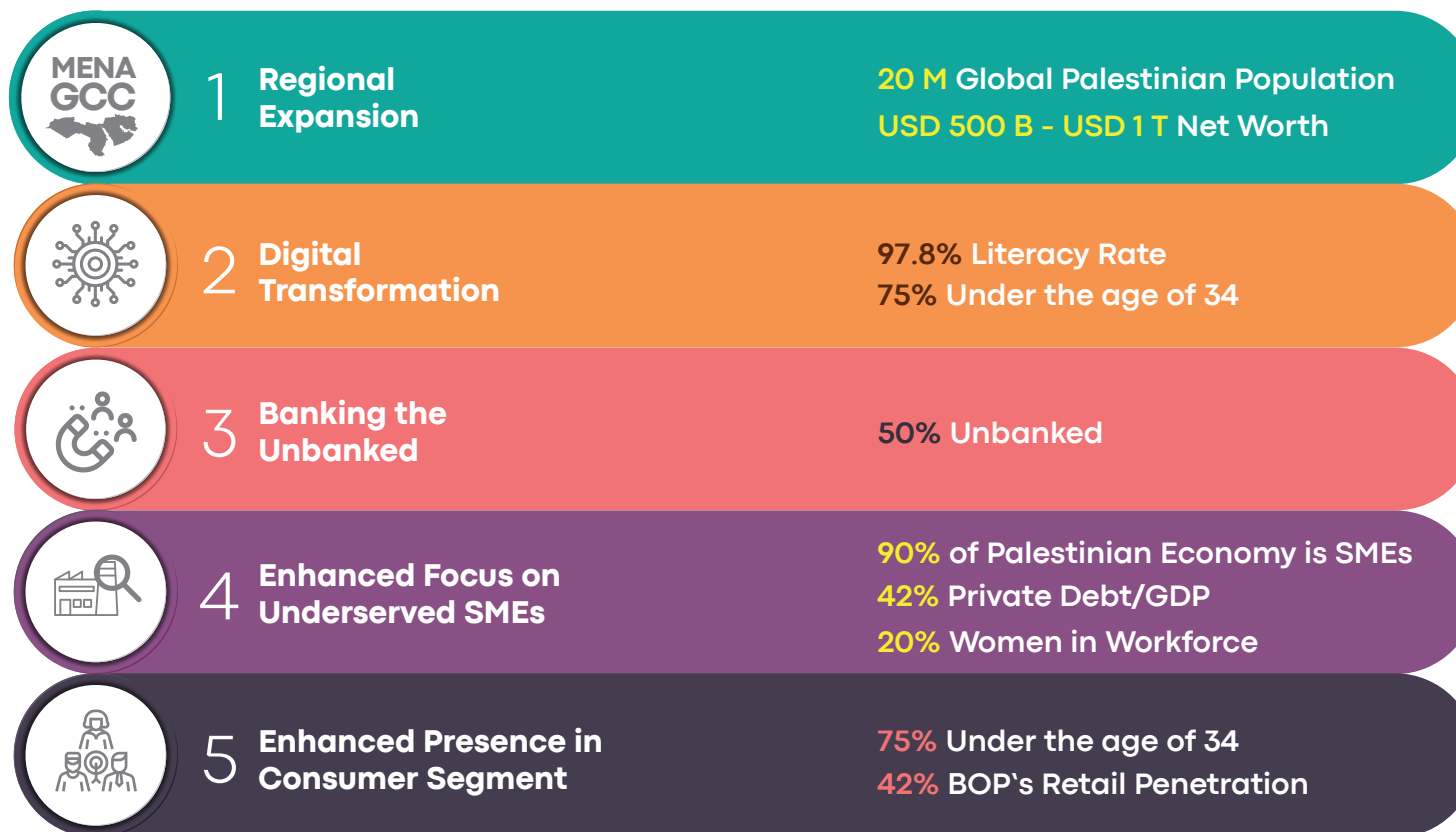
* At Investment Date

Vision, Growth Strategy & Capital Plan

"Positive Growth Outlook: Favorable Demographics & Market Dynamics Supporting BOP Strategy"

Vision A unique, values-based, resilient, forward-thinking financial group on a local and international level with sustainability at its core.

Growth Strategy



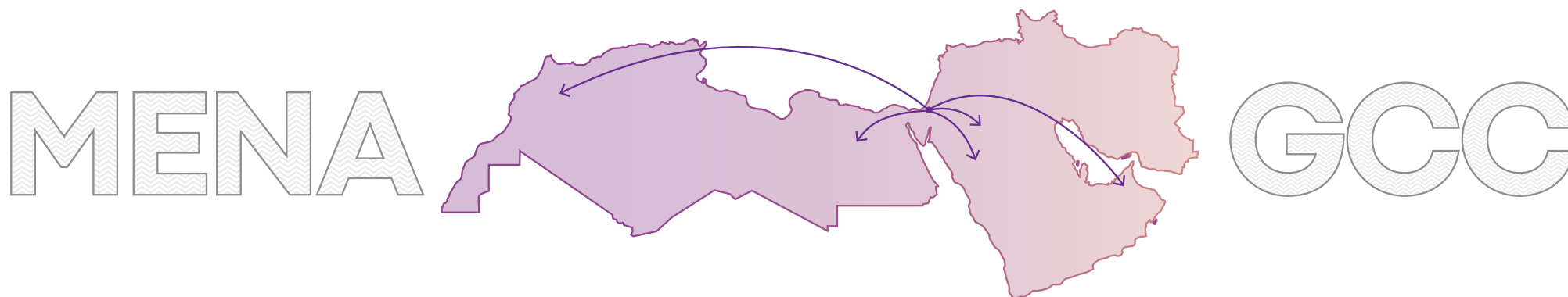
Capital Plan USD **50 M** Additional Capital Raised in 2024. USD **100 M** to Raise by in 2025.

Bank of Palestine Regional Expansion

Abu Dhabi, Riyadh, Cairo & Amman - An integrated Approach leveraging each Hub's offering

Drivers for regional expansion:

- Diversification
- Leveraging the 20 million global Palestinian Community & their estimated USD 500 Billion - 1 Trillion wealth into each hub across the region and the globe
- Leveraging the human talent of the global Palestinian Community into each hub
- Providing value added services to global Palestinian customers
- Attracting capital and business to regional hubs and markets
- Acting as a bridge with home market in Palestine
- Enhancing trade and business across markets

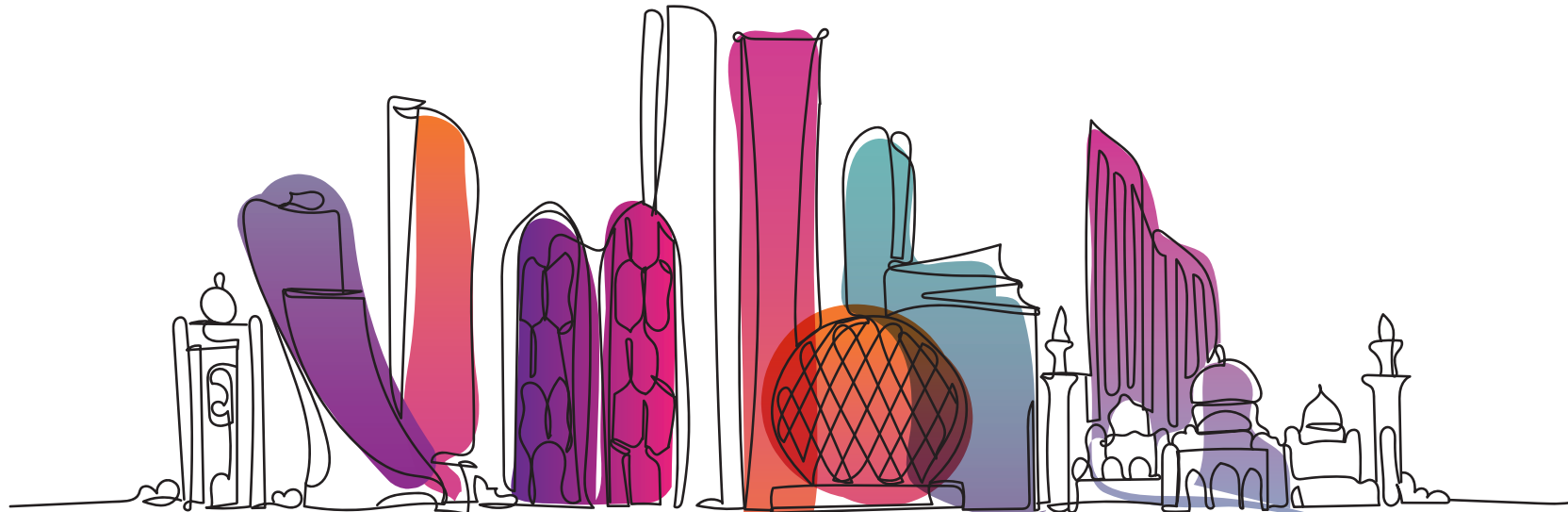


Abu Dhabi, United Arab Emirates

- Full Banking License (CAT1) application underway for Abu Dhabi Global Markets (ADGM)
- A Global Financial Gateway for Palestinians worldwide
- Align with Abu Dhabi's vision attracting financial & human capital
- Tap into a market potential of global Palestinian wealth into Abu Dhabi
- Leverage a well-regulated global banking hub
- Act as one of the springboards for global and regional banking services

Core Business Offering from ADGM

- Premier/Private Banking and Wealth Management
- Global Trade Finance
- Access to investment products through strategic partnerships
- Gateway for investment and payment channels to Palestine



Riyadh, Kingdom of Saudi Arabia

- Exploring Opportunities in KSA through presence via Offshore Banking at King Abdullah Financial District-KAFD in Riyadh
- Leveraging Saudi Arabia's Palestinian Diaspora: home to one of the largest and wealthiest Palestinian communities in the Middle East, with over 500,000 members contributing significantly to the Kingdom's economy through prominent business and professional roles
- Engaging Saudi entities and regulators for strategic partnerships and investment in KSA by bringing Palestinian Global Wealth & Capital to KSA in line with Vision 2030:
 - Ministry of Economy and Planning
 - Ministry of Investment
 - Public Investment Fund - PIF
 - The Saudi Central Bank - SAMA
 - Capital Markets Authority - CMA



Regional Expansion

Egypt & Jordan

Cairo, Republic of Egypt

- Obtained Central Bank of Egypt license in 2024 to launch banking operations starting a representative office
- Future development into a full-fledged banking operation capturing growth potential in the Egyptian market
- Serving Palestinians in Egypt for their banking needs in Palestine
- Acting as a hub for aiding reconstruction efforts and facilitating trade and economic development of Gaza post war

Amman, Hashemite Kingdom of Jordan

- Plans to establish banking services for our clients facilitating trade between the two countries
- Providing Palestinians with banking services & products in Jordan and Palestine



BOP Group Financial Highlights Q1 2025

"Resilience in Adversity"

Strong Balance Sheet & Asset Quality

Assets

USD 8.75 B 4.61% YTD

Net Loans

USD 3.81 B -0.9% YTD
31.97% Market Share

Customer Deposits

USD 7.44 B 6.40% YTD
39.76% Market Share

NPLs%

4.97%

Profitability

Profit before Tax & War
Impairment Provisions

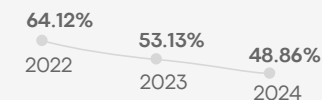
USD 42.8 M 4.53% YoY
USD 40.9 M Q1 2024

Net Profit

USD 19.6 M 52.95% YoY
USD 12.8 M Q1 2024

Operating Cost/Income%

50.23%



Strong Liquidity¹ & Capital Adequacy

Capital Adequacy

16.29%

Tier 1 %

13.25%

Loans/Deposits

51.20%

LCR%

913%

NSFR%

192%

Market CAP

USD 407 M
10% of PEX

Branches

100 Local Branches
2 Representative Offices

Employees

> 2,666
46.90% Female (BoP)

Customers

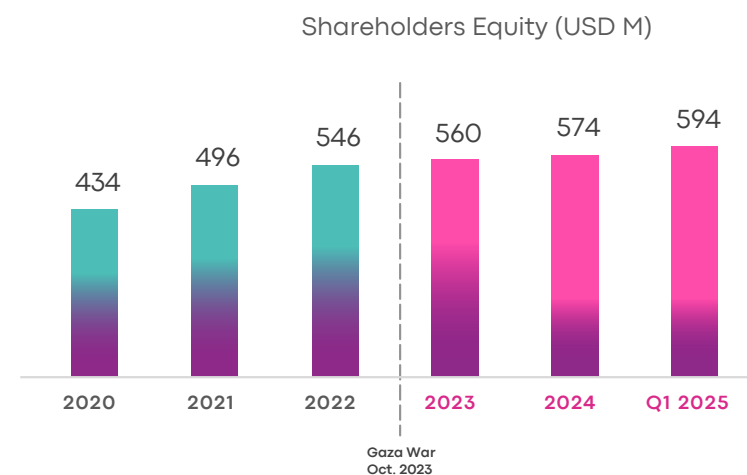
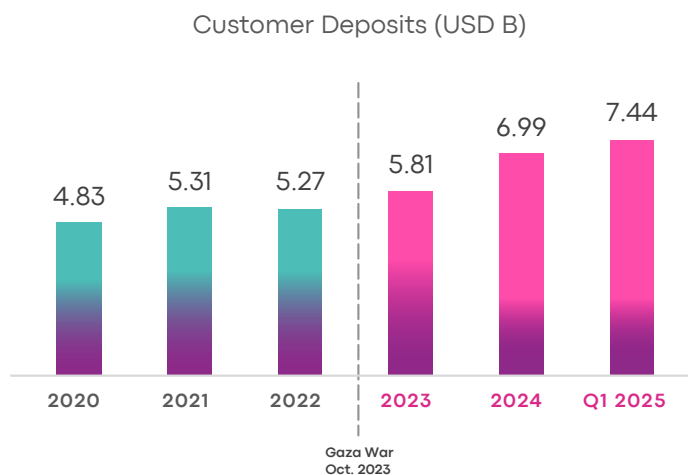
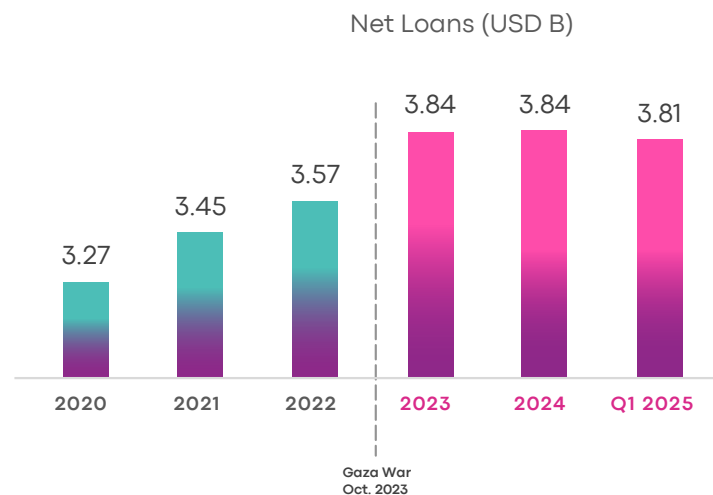
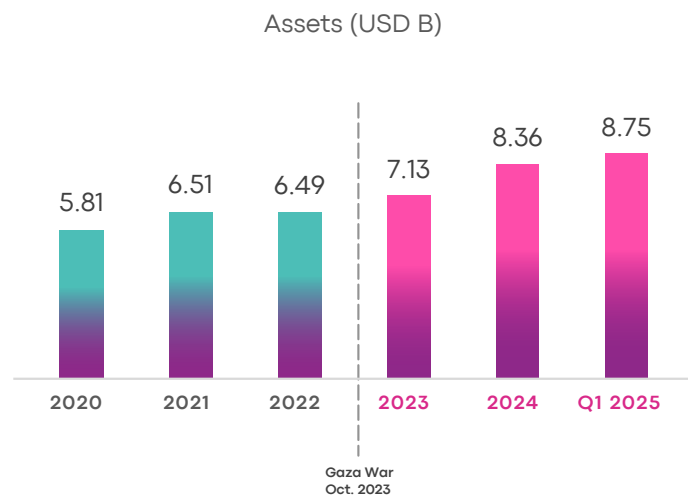
> 1.1 M

BOP Group Financial Statements Audited by Ernst & Young

¹ Despite the war and the impairment provisions recorded, the Bank maintains high liquidity ratios.

Balance Sheet Q1 2025

"Consistent and Resilient Performance"

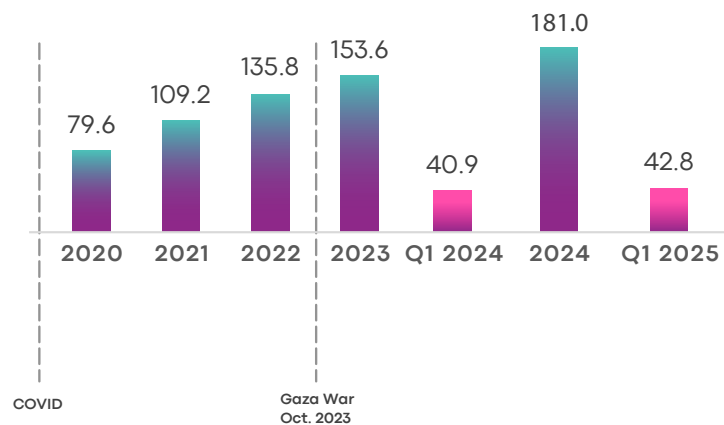


* 2023 going forward, financial ratios are not indicative of BOP's strong historical financial performance because of the war implications.

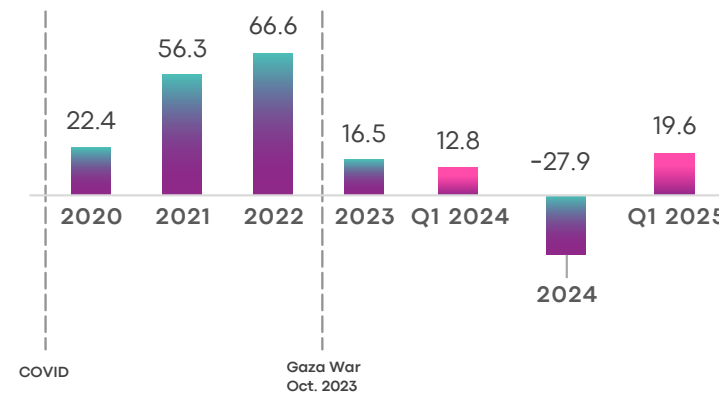
Income Statement Q1 2025

"Strong Operational Performance Despite Adversity"

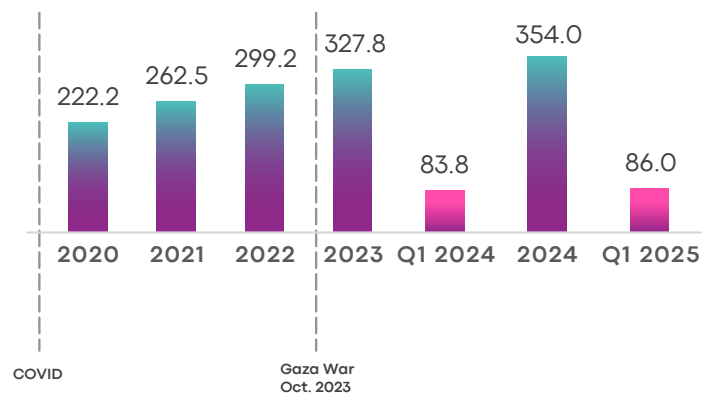
Profit before taxes and provisions (USD M)



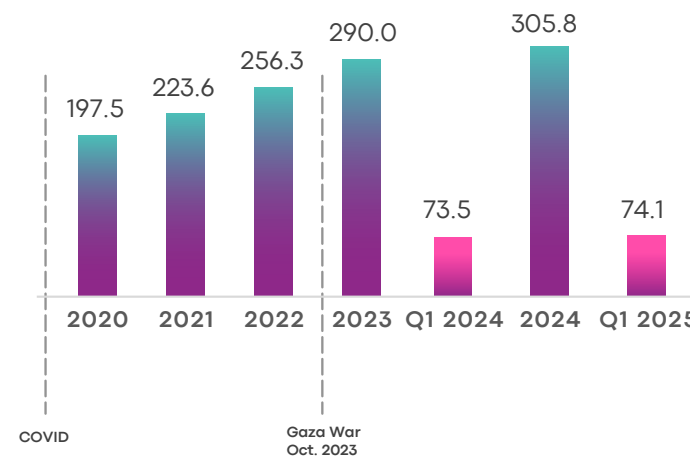
Net Profit (USD M)



Total Revenue (USD M)



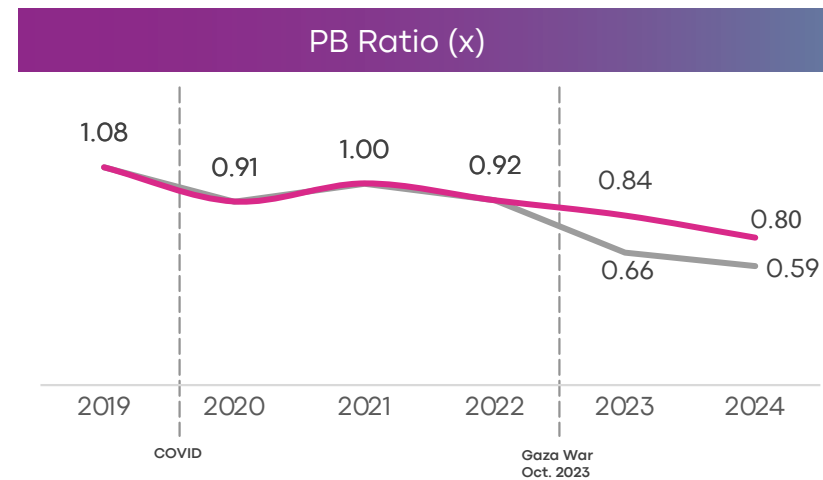
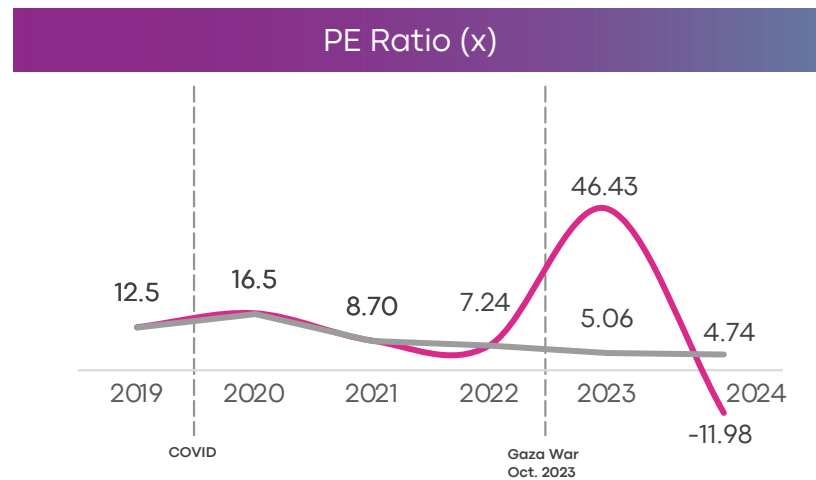
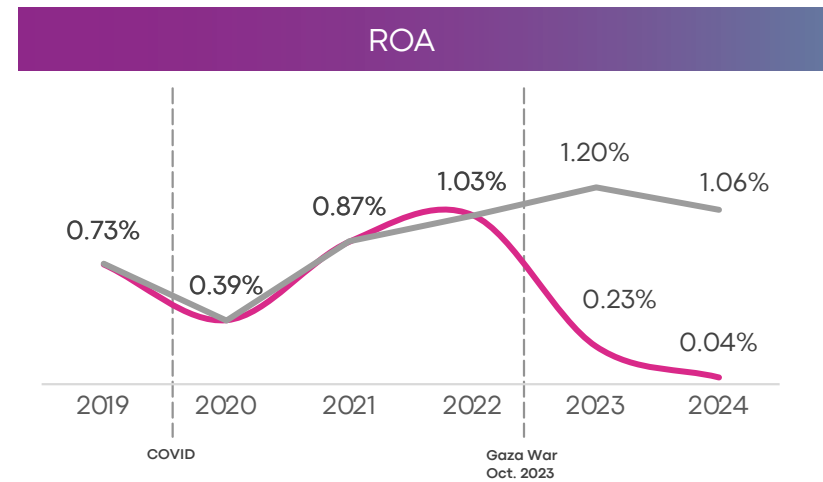
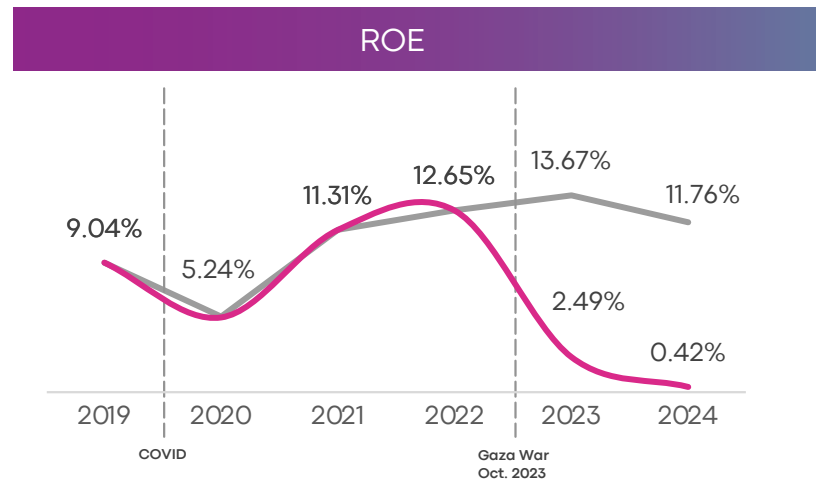
Net Interest & Commissions Income (USD M)



* 2023 going forward, financial ratios are not indicative of BOP's strong historical financial performance because of the war implications.

Financial Ratios

"Weathering the Storm"



■ 2023 & 2024 Financial Ratios are not indicative of BOP's strong historical financial performance because of the war implications.

■ Adjusted KPIs to reflect BoP performance excluding the impact of the current war on Gaza.

BOP Share Overview¹ and Performance

“Consistent & Reliable Dividends to Shareholders”

Listed on Palestine
Stock Exchange

Symbol:
BOP

ISIN:
PS1004112600

Market Capitalization:
USD 407 M

Number of shares:
260,943,026

Closing Price:
USD 1.56

Item	Unit	2020	2021	2022	2023	2024	Q1 2025
Earnings per Share (EPS)	USD	0.10	0.25	0.27	0.04	(0.13)	0.07
Dividends Payout ratio	%	52	53	48	N/A	N/A	N/A
Dividend Yield ²	%	2.5	4.5	5.1	N/A	N/A	N/A
Market CAP	USD M	343	434	441	415	403	407
P/B ratio	x	0.9	1.0	0.9	0.84	0.80	0.77
Profit before taxes and provisions ³	USD M	79.6	109.2	135.8	153.6	181.0	42.8

¹Based on closing price as of March 31, 2025.

²Steady dividend yield. Exceptions in years 2020, 2023 and 2024 due to the pandemic and the war on Gaza, respectively.

³Good historical financial performance. Exceptions in 2023 and 2024 due to recording extraordinary impairment provisions as a result of the war.

Adopting a holistic sustainability strategy:

- ESG KPIs and commitment to SDGs
- Promoting Sustainable Finance
- Developing a Sustainable Economy
- Gender Inclusion
- First bank in MENA and Asia with 50% balance at the Board level
- Investing in Youth
- Corporate Social Responsibility (CSR) with 5% of annual profits allocated



Green Loans

Scan our
Sustainability
Report



Important Information

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Rounding

Rounding differences may appear throughout the presentation.

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2024



Annual Report

Q1 2025



Earnings Release

Q1 2025



Financial Statements

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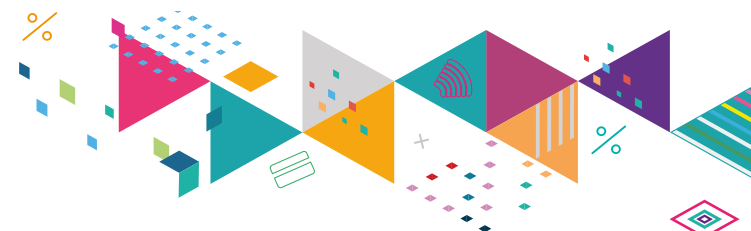
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Updated: 20/05/2025

www.bop.ps/en/investor-relations