Bank of Palestine Group







Sustainable Banking Since 1960

Together we Impact

INVESTOR PRESENTATION YE 2022



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



OUR VISION

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

OUR STRATEGIC PRIORITIES

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

BANK OF PALESTINE OVERVIEW



1 Largest Banking Group in Palestine

Robust Historical Growth & Healthy Ratios

	\$ 6.49 b	\$ 3.57 b		12.65%	1.03%		
32% Market Share	Total Assets YoY -0.3%	Net Loans YoY 3.44%		ROE	ROA		
	\$ 5.27 b	\$ 66.7 m	34% Market	64.12%	54•73%		
	Customer Deposits	Net Profit	Share	Cost/Income%	Operating Co st/Income%		
	YoY -0.72%	YoY 18.5%		15.86%	12.86%		
	\$ 441m Market Cap	103 Local Branches 3 Representative Offices		CAR%	Tier 1%		
	9.01% of PEX	Offices		4.61%	67.82%		
	> 911 k	> 2,552		NPLs%	Loans/Deposits%		
	Customers	Employees 45% Female - BoP		\$ 0.27	341%		
				EPS	LCR		

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

* ROE is calculated using the profit attributable to BoP shareholders.

M S



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



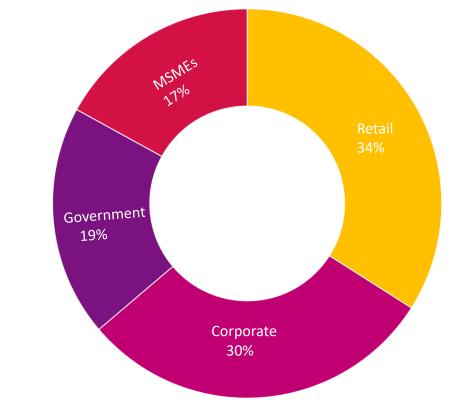


REPRESENTATIVE OFFICE SERVICES:

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







Over \$3.78 billion In gross loans

NPL Ratio 4.61%

Coverage Ratio 59%



Largest SME Portfolio in Country

\$642 million

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

Risk mitigation through several loan guarantee programs











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



Mobile Bank

Serving 50% unbanked population in Palestine in rural areas



Felestineya Women inclusion program:

- 21,100Female Beneficiaries 1,150 sessions
- 186Mini MBA Women Graduates

Felestineya program develops products and services to serve women through:

Financial Products:

- Women Entrepreneurs Bundles
- Women in Business Bundles

Non-Financial Services:

- Banking Literacy Sessions •
- Felestineya Mini-MBA
- Keys to Financial Management
- **Digital Marketing**
- Introductory Sessions with different partners
- Benefiting from Agreements with Local and International Partners
- Networking Opportunities

BOP - DIGITAL & TECHNOLOGY INCLUSION





New POS Machine with Mobile QR Code

BOP - SUSTAINABILITY STRATEGY





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

A holistic sustainability strategy:

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

We contribute 5% of our annual profits towards CSR

We hire 6% of all staff – Persons with Disabilities

Solar Energy

- Greywater Recycling Rainwater
- Harvesting
- Other environmentally friendly projects



BOP - MEMBERSHIPS





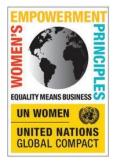
Global Impact Investing Network

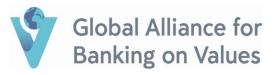






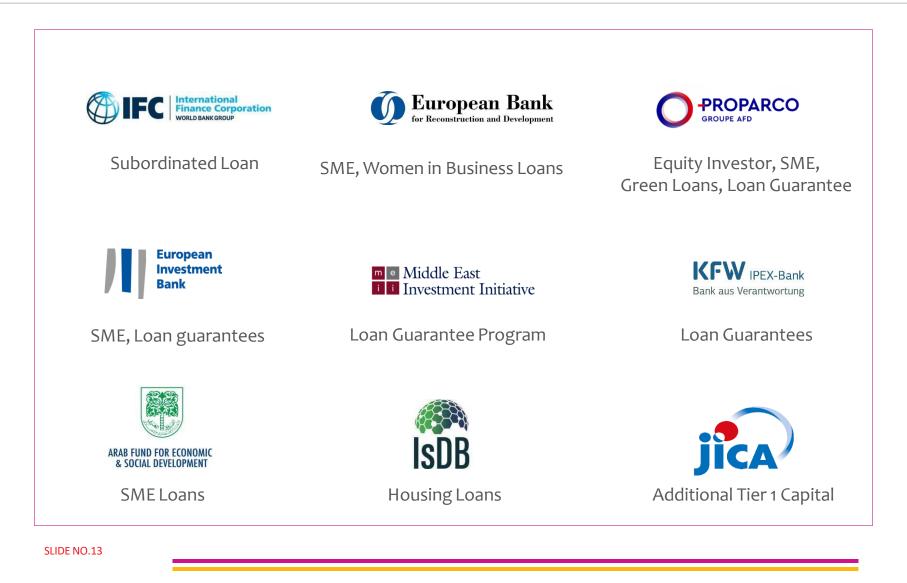






BOP achieved a score card of B+ from (GABV) in its commitment to real economy and values









GOVERNANCE: WELL-DIVERSIFIED BOARD MEMBERS





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



Mr. Abdullah QaisAL – 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 & YouthActivist, Investments, Real Estate, Startups

GOVERNANCE: WELL-DIVERSIFIED BOARD MEMBERS





Mr. Eric Shehadeh President & CEO of My Money Group, France Experience Banking, Operations, Finance, Strategy



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



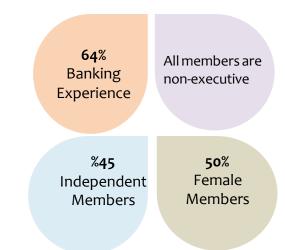
Executive Director, Wealth Management at Azura Asset Management, Bahrain Experience Private Banking, Investment and Commercial Banking, Portfolio Management, Private Equity



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



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



GOVERNANCE - BOP EXECUTIVE MANAGEMENT



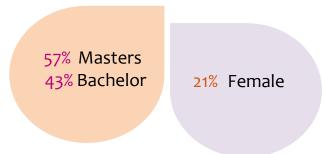




Mr. Mahmoud Shawa BOP CEO

•	Appointed in January 2021 as CEO and joined BOP in 2005
	Holds a BA degree in Accounting from the ALIC

- 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)



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



Overview¹

Listed on Palestine Stock Exchange

Symbol: BOP

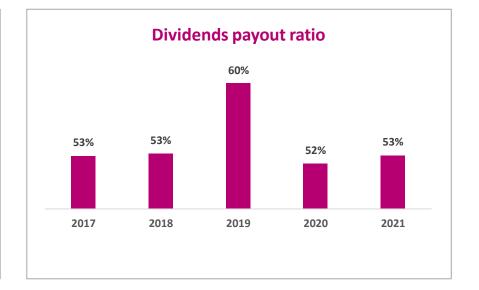
ISIN: PS1004112600

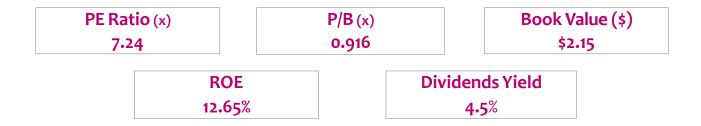
Market Capitalization:\$ 441 million

Number of issued shares: 223,958,577

Closing Price: \$ 1.97

EPS-Annualized: \$0.27

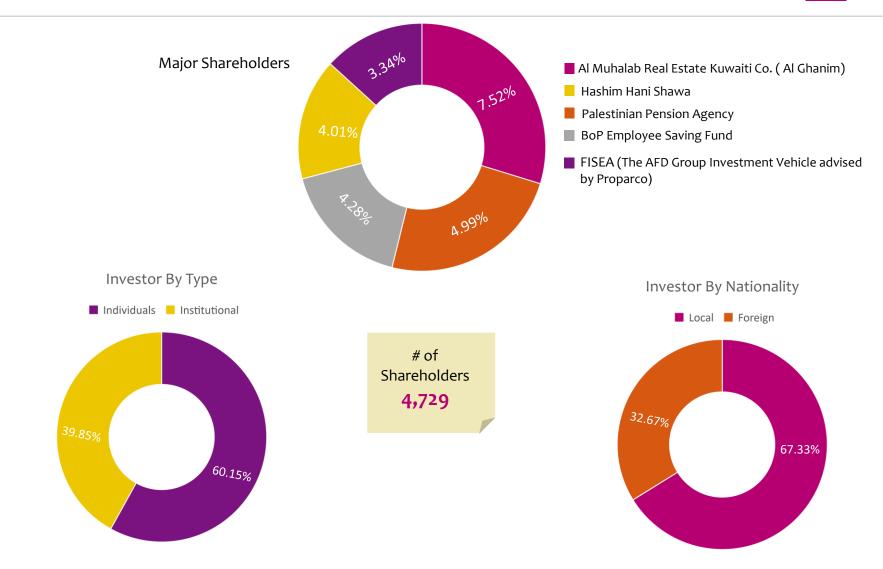




¹Based on closing price as of Dec 31, 2022.

BOP – SHAREHOLDING STRUCTURE







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





Deloitte.

23 February 2021

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

Dear Mr Shawa,

Our Reference: Project Sarab

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.

<u>Subject</u>: Confirmation of the implementation of the recommendations regarding strengthening Bank of Palestine's 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);
- 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);
- 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);
- 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);
- 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);
- Update of the Core Banking System to capture and retrieve relevant customer information (System updated);
- 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:

- 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
 - 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
 - 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.



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

REGULATORY ENVIRONMENT







Palestine Monetary Authority:

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

Capital Market Authority:

هيئة سوق رأس المال 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



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.



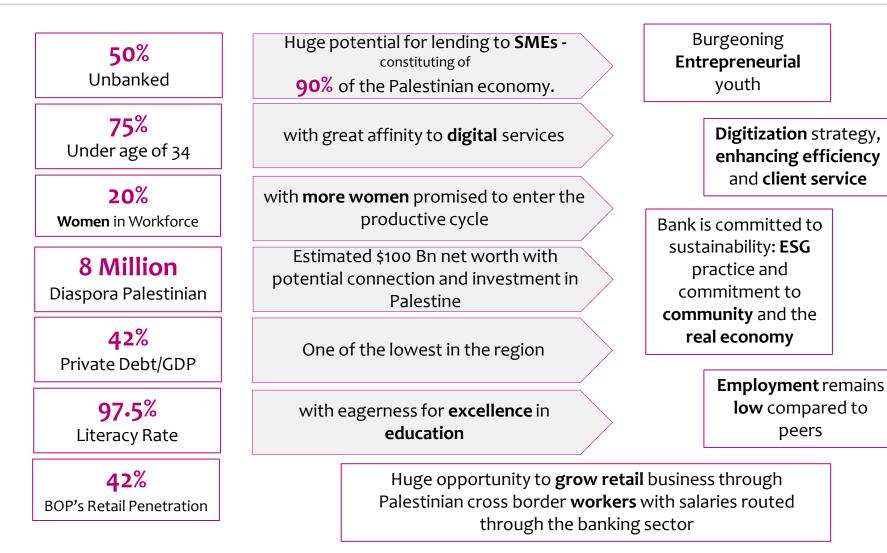
Palestine Market And Financial Sector Overview

With Opportunities for Growth



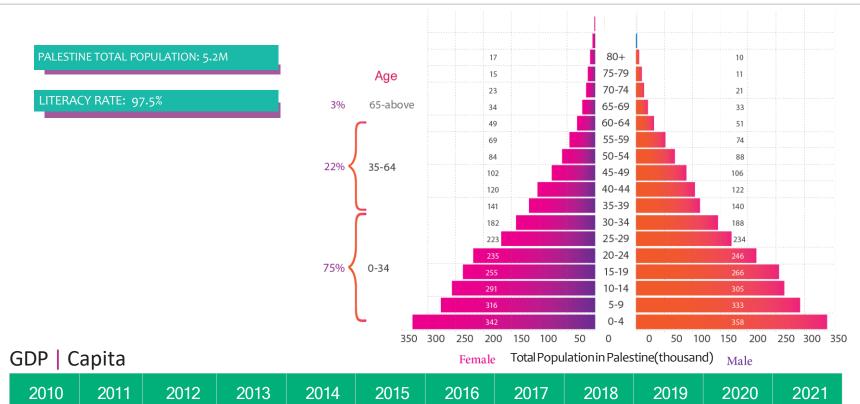


Favorable Demographics & Market Dynamics Supporting BOP Growth Strategy





3,664



2,557	2,880	3,067	3,315	3,352	3,272	3,527	3,620	3,562	3,656	3,239
CDD 10 D:										

GDP **18** Billion (2021)

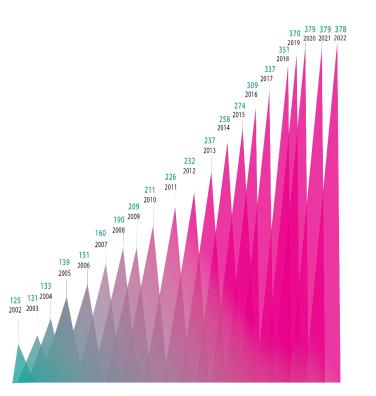
• New potential could unleash \$5 billion/ year infusion to GDP according to World Bank estimates

SLIDE NO. 26



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)	

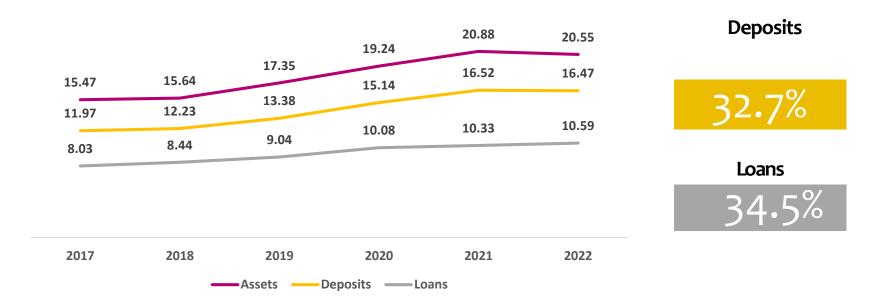


No. of Branches

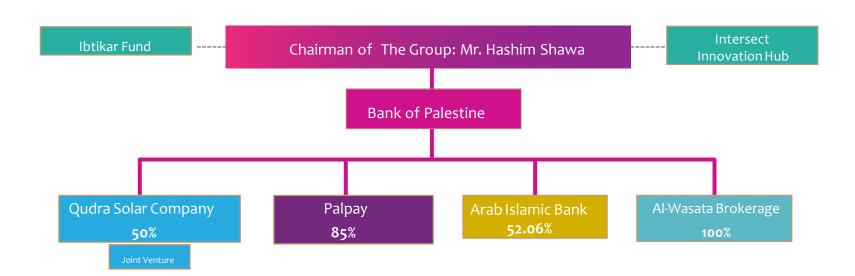


BOP Market Share

\$ Billion

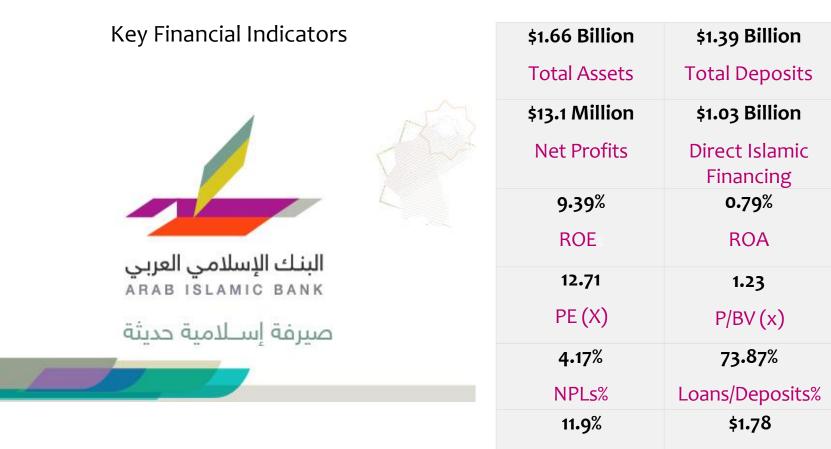








Share Price



Profit Growth



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

PALPAY E-WALLET First E-wallet in Palestine



Targeting the unbanked



BANK OF PALESTINE GROUP COMPANIES - ALWASATA





Al-Wasata Securities has been one of the fastest growing brokerage companies in Palestine, playing a major role in the acquisition of new investors into the Palestinian market, and adding new markets to its dealing platform. The company is continuously committed to provide the 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 USD 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



بنےک فلسےطین BANK OF PALESTINE

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 Authoirty- 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.
- Through Ibtikar Fund I, of USD 10.35M, Ibtikar invested in 26 companies, which created over 250 direct jobs for highly-skilled, young graduates.
- 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 target fund size is USD 30M (by December 2022), of which USD 15M has been closed.
- 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.

Investments in Ibtikar Companies:

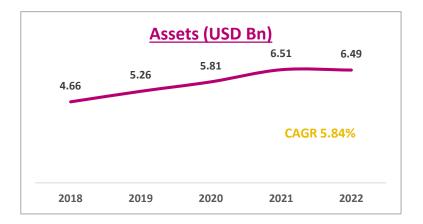
Ibtikar Fund portfolio company, Gamiphy, had secured a six-figure pre-series A investment round.

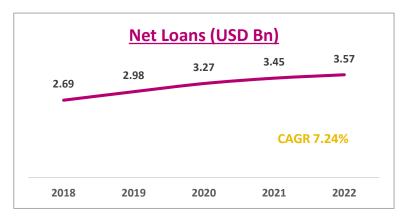
- Gamiphy offers businesses with plug and play tools that empower their strategies in different verticals, such as customer acquisition and loyalty, customer engagement through games, and workforce management and motivation through gamification.
- Ibtikar Fund portfolio company, Receet, secured a six-figure,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

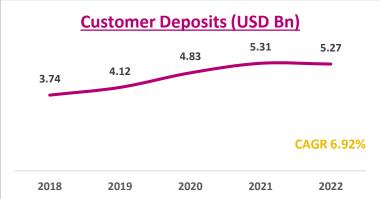
BANK OF PALESTINE FINANCIAL HIGHLIGHTS

STRONG SET OF RESULTS – 2022 BALANCE SHEET







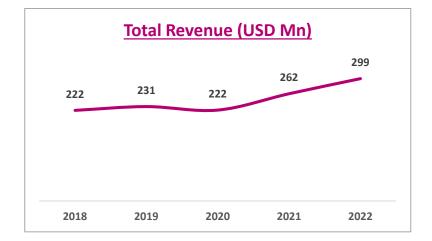


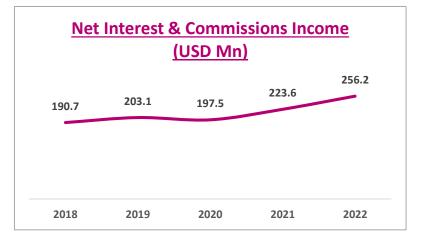


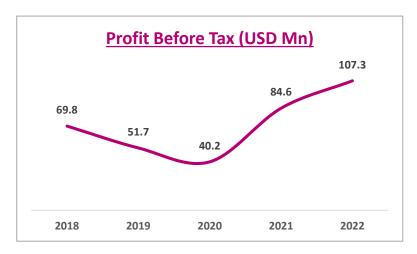


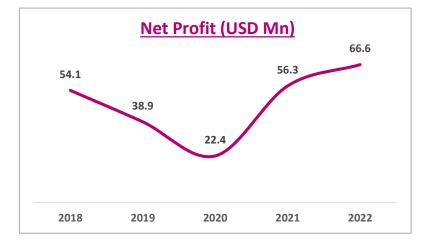
STRONG SET OF RESULTS-2022 INCOME STATEMENT



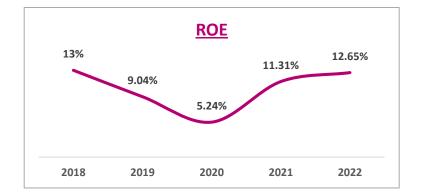


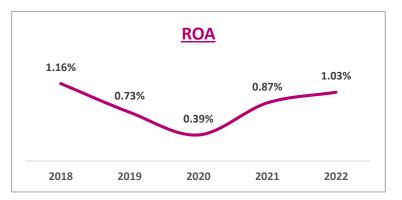


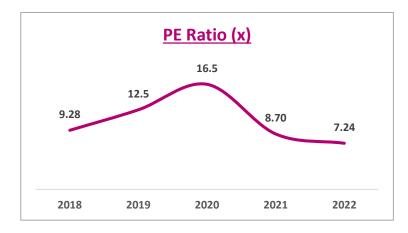


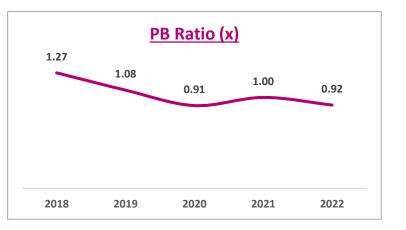




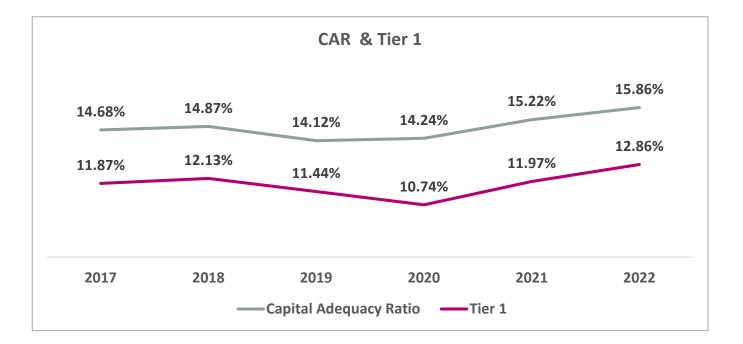












BOP – INVESTOR RELATIONS- CORPORATE ACTIONS & DIVIDENDS



% of Dividends	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.
2022 - 12%								
3% Stock Dividend		19/04/2022	21/04/2022	28/04/2022	217,433,527		6,525,050	223,958,577
9%	Cash Dividend-USD	19/04/2022	21/04/2022	21/04/2022		19,569,017		217,433,527
2021 - 5%								
1%	* Special Issuance Stock Dividend	21/09/2021 31/03/2021	21/09/2021 18/04/2021	18/04/2021	210,160,800 208,080,000		7,272,727 2,080,800	217,433,527 210,160,800
4%	Cash Dividend-USD	31/03/2021	01/04/2021	01/04/2021		8,323,200		208,080,000
2020 - 10%								
2%	Stock Dividend	26/03/2020	29/04/2020	29/04/2020	204,000,000		4,080,000	208,080,000
8%	Cash Dividend-USD	26/03/2020	29/03/2020	29/03/2020		16,320,000		204,000,000
2019 - 13.5%								
2%	Stock Dividend	28/3/2019	7/4/2019	7/4/2019	200,000,000		4,000,000	204,000,000
11.5%	Cash Dividend-USD	28/3/2019	31/3/2019	31/3/2019		23,000,000		200,000,000
2018 - 13.5%								
13.5%	Cash Dividend-USD	29/3/2018	1/4/2018	1/4/2018	200,000,000	27,000,000		200,000,000
2017 - 13%								
2.56%	Stock Dividend	6/4/2017	16/4/2017	16/4/2017	195,008,685		4,991,315	200,000,000
10.44%	Cash Dividend-USD	6/4/2017	6/4/2017	9/4/2017		20,359,814		195,008,685
2016 -16%								
5.71%	Stock Dividend	25/3/2016	4/4/2016	4/4/2016	175,000,000		10,000,000	185,000,000
10.29%	Cash Dividend-USD	25/3/2016	25/3/2016	27/3/2016		18,000,000		175,000,000

* 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%.



Disclaimer

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