

Safwa Islamic Bank Investor Report Q2.2020

Jordan



Jordanian Banking Sector

CBJ Role, Basic info and indicators

Safwa Bank

At a glance, Milestones, Why invest in Safwa, Mission & Vision, Our Values, Outlook, Success Journey, Our Products and Services, Safwa Share, Meet our Team, BoD

Safwa Bank, Financials

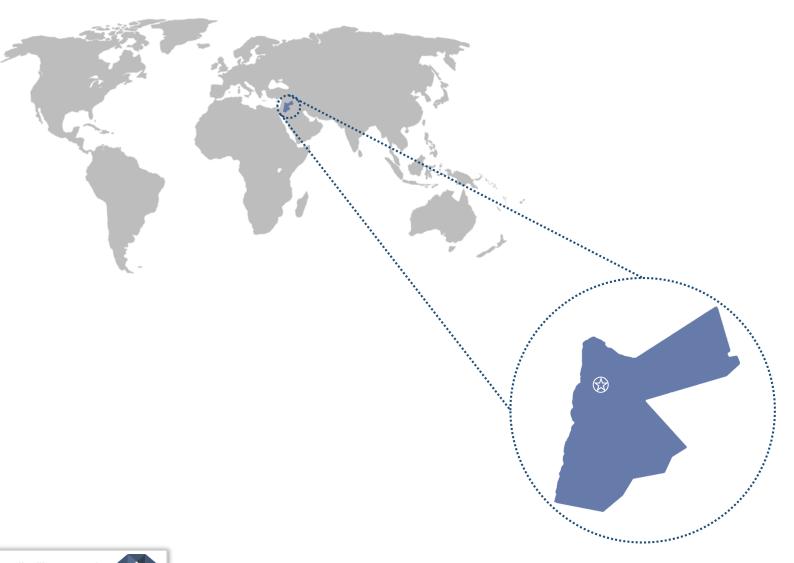
Highlights, Funding, Uses of Fund, NPM Analyses, Profitability, Assets Quality, Liquidity, Efficiency







Jordan









Population: 10.4 million



Capital: Amman



Religion: Islam (95%)



GDP: USD 44.4 billion



GDP Per Capita: USD 4,156



Jordanian Economy

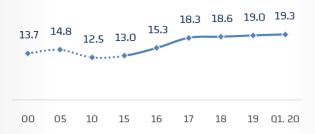
GDP (Bn JDs)



Public Debt (USD bn)



Unemployment Rate (%)



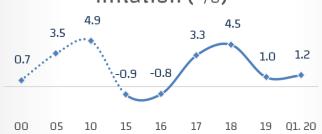
Foreign Reserves (Bn USD)



Public Debt / GDP



Inflation (%)



Highlights

- Foreign reserves showed slight decrease trend; however these reserves cover the imports needs for 8 months. Jordanian Dinar has a fixed exchange rate against USD since 1994 with a middle price of (USD 1 = JOD 0.709)
- Increased Unemployment rate trend put a pressure on Jordanian economy
- GDP showed slight increases during last years, however it is expected this year to decrease by 3.5% due to of corona virus pandemic (World bank)
- Low Inflation trend in recent years reflect the low growth of GDP rates
 Also, the unemployment rate was affected negatively by the low GDP growth
- ► The public debt to GDP ratio is expected to reach a record of 102% at EOY 2020, the CAGR since 2015 for public debt reached 6% while the GDP CAGR for the same period is 1% only.

Why to Invest In Jordan

Why to Invest in Jordan





Political stability despite the unrest in the surrounding countries



Business capital of Levant



Growing and booming tourism sector



Successful crisis management, (corona pandemic as an example)



Advanced Indicators regionally for competitiveness and corruption indexes



Banking Sector, CBJ Supervision Role



Tasks

Regulate credit and credit risks resulting from concentrations for bank's customers Study banks licensing and branching requests inside and outside the Kingdom

Control the information and its accompanying technology in the banks

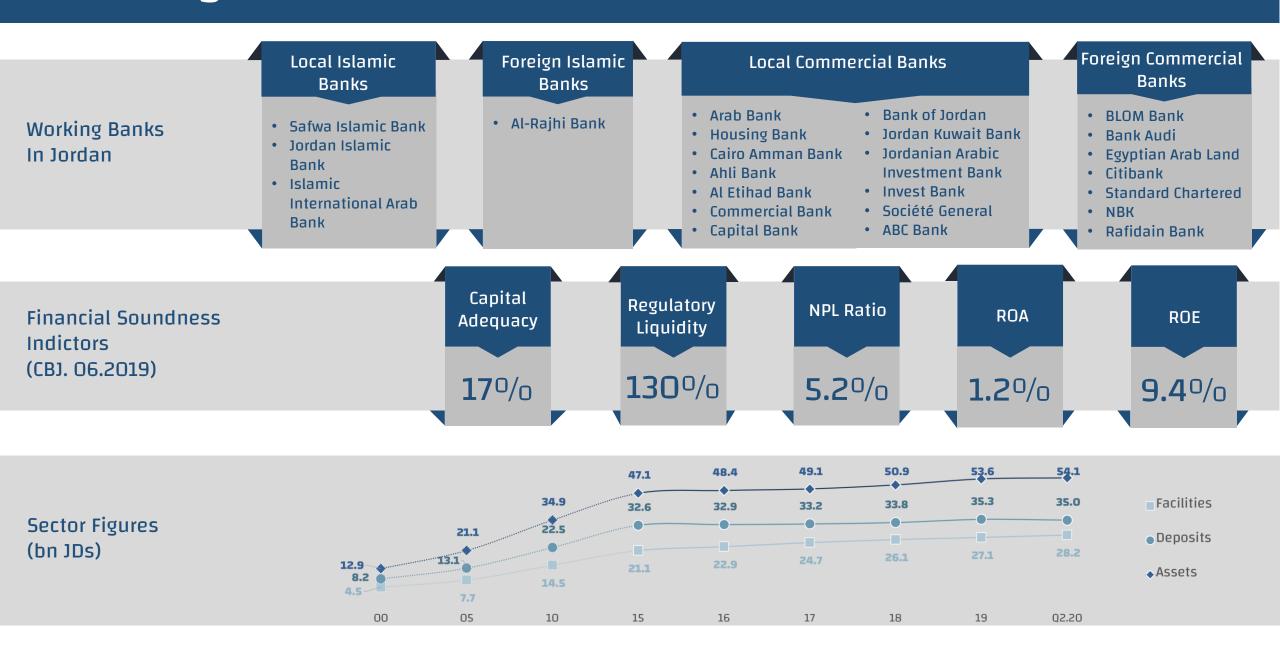
Prepare statistical and analytical studies and reports relating to the business of banks

Monitor the performance of banks , organize and evaluate their business

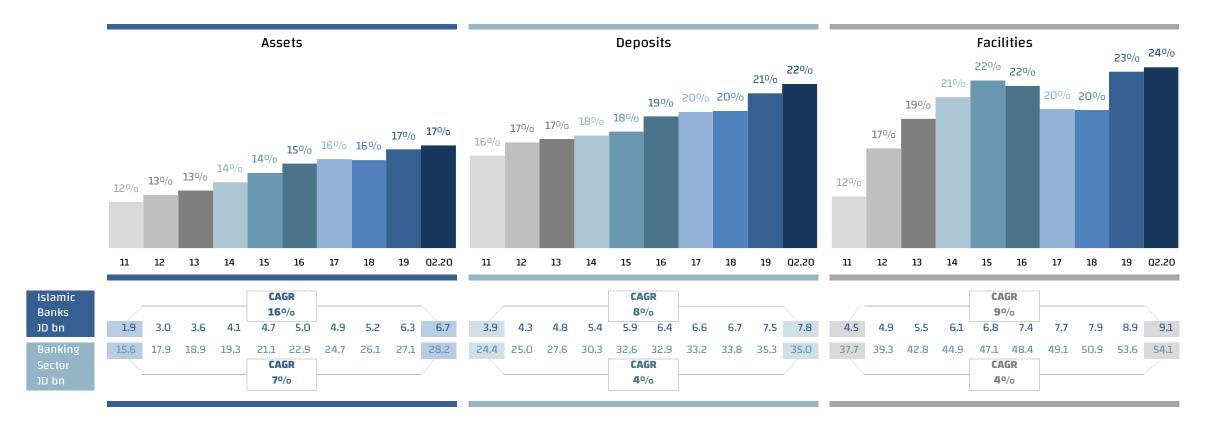
Analyze and follow- up banking and financial stability of banks Study the related laws, regulations, and instructions

Modernize and develop methods of control and inspection

Banking Sector, Basic info and indicators



Banking Sector, Islamic Banks' Market Share



Highlights

- The Islamic banks' market share trend shows upward trend reflects the increasing needs of Jordanian society for shareea'a compliant products and services
- The CAGR growth ratios for Islamic banks since 2011 witnessed better ratios than banking sector specially the assets, the Assets CAGR during this period was 16% for Islamic banks and 7% for the banking sector
- The increasing trend was broken in rare years such as facilities in year 2016-2017 when Islamic Banks showed a decreased facilities, Islamic banks regained its share in year 2019 and enhanced it in Q2.2020



Safwa .. At a Glance

Assets

JOD 1,685 mn (JOD 1,557 mn EOY 2019) 8.30/o ₹

Deposits

JOD 1,484 mn (JOD 1,354 mn EOY 2019) 9.9º/o 7

Financing

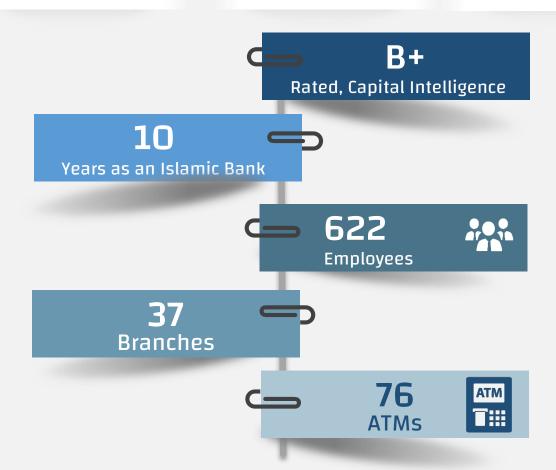
JOD 1,046 mn (JOD 967 mn EOY 2019) 8.2%

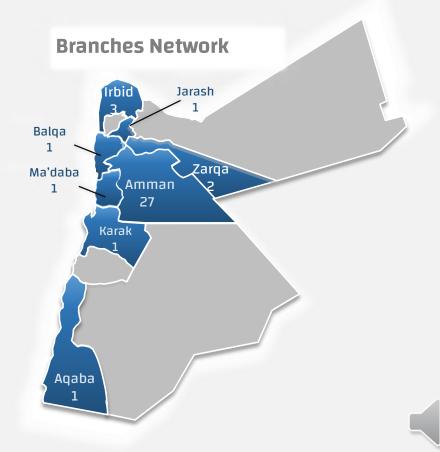
ROAE

6.9°/₀ (6.3°/₀ as of Q2.2019) 0.6°/₀ 7

Cost to Income

530/o (49 $^{\circ}$ /o as of EOY 2019) 4° /o $^{\wedge}$





Safwa .. Milestones



1965

The bank founded under special law as a specialized bank "Industrial Development Bank (IDB)"



2010

IDB became an
Islamic bank under
the mane "Jordan
Dubai Islamic
Bank"



DIB sold it's share to **Al-Etihad Islamic for Investment Co.** who became the new major shareholder

The new identity **Safwa Islamic Bank** launched to reflect the coming new vision of the bank



2018

New Management, New Ambitious Goals, New Strategy that will be the Address for the Coming Era



- First Community Bank in Jordan
- Fair and Responsible Banking

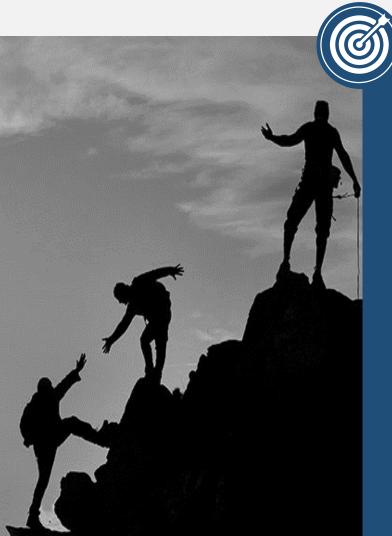




Why Invest in Safwa



Safwa.. Our Vision and Mission



Mission

To provide distinctive and innovative services emanating from the divine principles of Islam to build lasting and solid partnerships and to maximize benefits to all stakeholders.

The best option in providing integrated and comprehensive customer services through a coherent team working in one spirit through innovative ways and committed to best practices, to become the first community bank in the Kingdom within five years

Vision



New Values to Serve the future

Teamwork

- Harmony cross and within units
- Put the bank and clients' interests ahead of your own
- Communicate respectfully
- Create professional culture within the bank

"Working effectively with one team spirit will produce the best outcomes "



Exceptional Services

- Anticipate clients needs and find solutions
- Respond rapidly and follow through
- Treat others as you want them to be treat you
- Sell solutions, not products

"if we serve our clients well, our success will follow"

Creativity

- Find solutions, not excuses
- Be a change agent.. Think outside the box
- Ask: Is there a better or more efficient way to do this?
- Pursue new opportunities
- " Creativity and initiative make the difference to excellence the bank from other competitors "





- Be productive and strive with passion to reach excellence
- Seek continuous improvement
- Be a long life learner
- Recognize outstanding performance by rewards and promotion opportunities

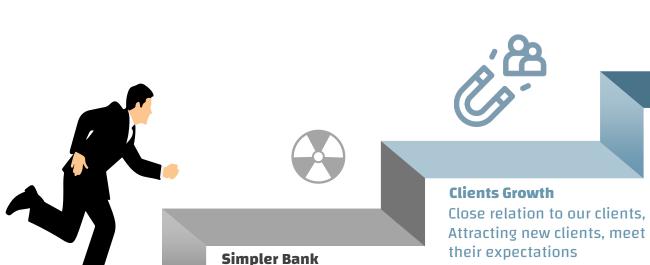
"with best people, we will be the best bank"





Safwa Bank .. Outlook

Sustain the ambitious growth, improving shareholders returns and values for clients



More digitally enabled bank, services and products are

done faster



Keep Clean Financing Portfolio

Sustain the healthy financing portfolio by sound policies and continuous monitoring

Efficiency

Adherence to reduce cost to income ratio through optimal use of our resources

First Community

Bank in Jordan

Safwa Bank .. Success Journey

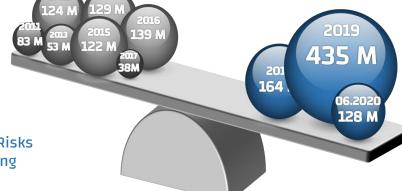
Client Centric

- · Full Package of Electronic Services
- Speed Up Process
- New Services for Corporate Clients (COSO, CDM, ..)



- Call Center 24/7
- Extensive Visits to Clients
- New Products

Ambitious growth, steady steps since 2018, we achieved a growth during this period equal the total growth from 2011 to 2017 shortening long years reflecting clear vision and goals





- Update Policies & Procedures
- Reengineering Process
- Branches Profitability Reports
- Better Methodologies to Measure Risks
- Promote and Encourage Cross Selling between Business Sectors

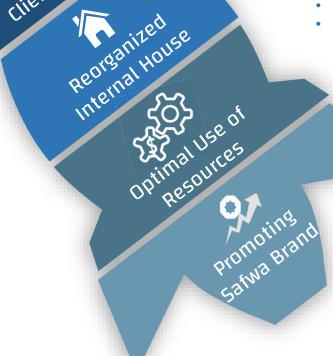
Optimal use of Resources

- Automate Many Processes
- Depending on Internal Resources
 Instead of External
- Enhancement IT Infrastructure

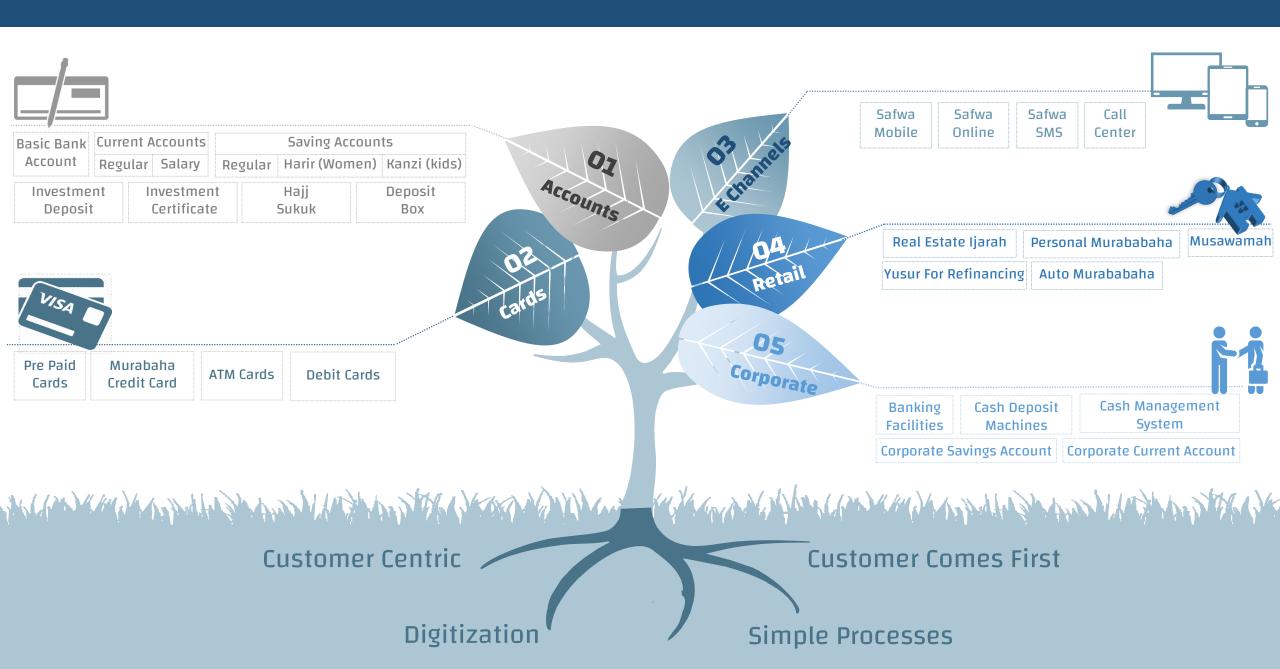
- Increase Human Capital Efficiency
- Cost Control and Green Environment
- Review the Organizational Structure

Promoting Safwa Brand

- Promotional Campaigns and Videos
- Special Offers for Most Sacrificing and Needy Jordanian Sectors
- Use of Social Media Sites
- Smart and Creative Promotions



Safwa Bank .. Our Products and Services



Safwa Bank .. Strategy Focus, Digitization

"Anytime, Anywhere"





Safwa Mobile



Safwa Online



Safwa Call



Cards



ATM

E Services



Contactless Card



Transfers



E-Pay Bills



Update Personal Data



Prepaid Cards



Cash Deposit



Cards Management



Accounts Management



New User Registration



Points & Loyalty



Safwa Share

Basic Information and Ratios

► Symbol: SIBK

Exchange Market: Amman Stock Exchange

(www.ase.com.jo)

► Free Float: 18 º/o

Closing Price: JOD 1.28

► Market Value : JOD 128 mn

Share Key Ratios

► Average Price (52 weeks): JOD 1.34

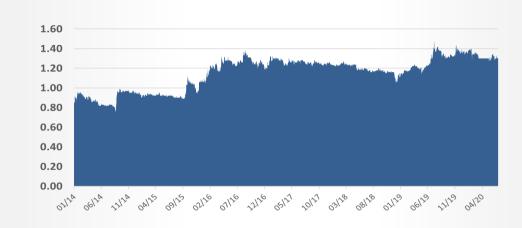
► PE Ratio 12.6 X

► PB Ratio 1.2 X

▶ Volatility JOD 0.04

► Payout Ratio 0º/o *

Share Price Since 2014



Shareholders Composition



^{*} CBJ prohibited banks from distributing 2019 dividends due to corona virus pandemic

Safwa Bank .. Board of Directors



Dr. Mohammed Abu Hammour, Chairman Rep.: Al Etihad Islamic for Investment Co.



Abd Al-Rahim Al-Hazaymeh Rep.: Orphans Fund Development Foundation



Basem SalfitiRep.: Al Etihad Islamic for Investment Co.



Deema AqelRep.: Al Etihad Islamic for Investment Co.



Khaled Al-Gonsel
Rep.: Al Etihad Islamic
for Investment Co.



Dr. Khaled Al ZantoutiRep.: Al Etihad Islamic for Investment Co.



Ahmed Amneisi Rep.: Al Etihad Islamic for Investment Co.



Dr. Nofan Al-Aqeil
Rep.: Government
Contributions
Management
Company



Dr. Ibrahim Saif Independent



Salem Burgan Independent



Samir Abu Lughod Independent

Safwa Bank .. Meet Our Management Team

Ziad Kokash Head of Credit Admin.



Ahmad Tartir Head of Compliance



Rami Khayat Head of Corporate



Wael Bitar Head of Treasury



Mohammed Hawari Head of Human Capital



Samer Tamimi CEO



Ibrahim Samha CFO



Masoud Saqf Al Heit Head of Legal Dep.



Ahmad Jafar CRO



Hani Zarari Head of Operations



Rami Kilani Head of IT



Khaled Issa Head of Audit



Nesfat Taha Head of Retail



Munir Feroanyah Head of Shareea'a



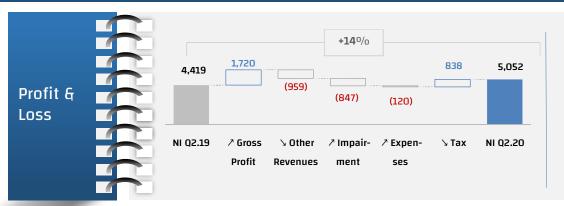
Strategy .. Critical Success Factors

Priorities were ranked according to importance and necessity

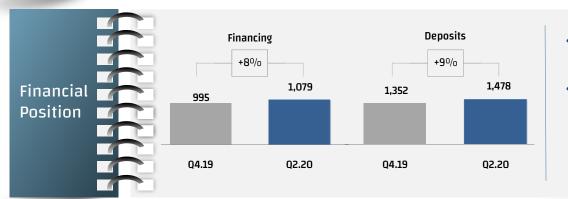
Priority Critical Success Factors Expand Network Sustain the Enhancing Excellence and Quality **Customer First Ambitious Growth** (Branches, ATMs, CASA^O/o Services of Balance Sheet Incestments) Enhance **Improving** Targeting **Profitability** Internal Control 1nh Healthy **Brand Promoting** Momentum and Cost Environment Indicators for Satisfaction and Marketing and Measuring Control Risk Levels **Risks Methods** Indicators



Safwa .. Financial Highlights



- NI increased by 14% in Q2.20 compared with same period last year
- The increase is driven by increase of gross profit and tax "savings"
- In the other hand, as a result of closed business due to corona pandemic, other revenues decreased and extra doubtful credit impairment were built

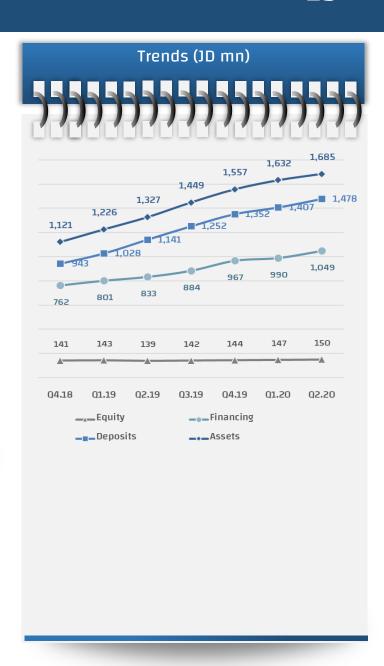


- Despite the pandemic, Safwa was able to increase the deposit base by 90/0; JD 126 mn.
- At the assets side, the financing increased by JD 84 mn (9º/o), and the securities increased by JD 8 mn

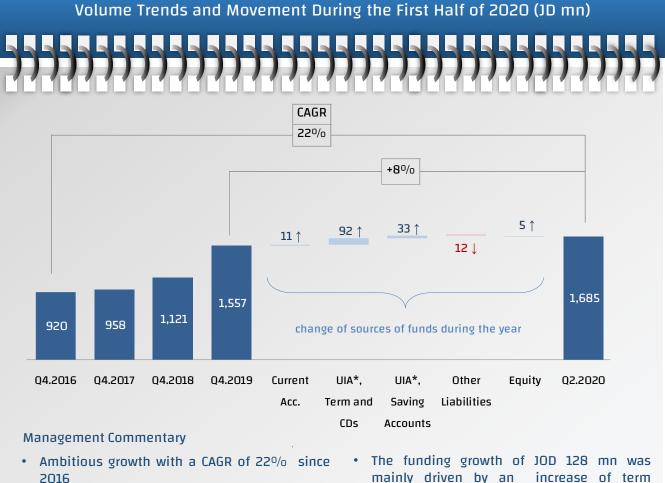




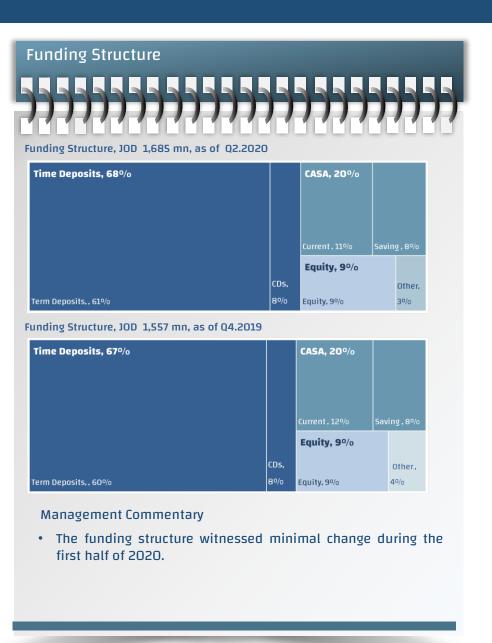
- Well diversified financing & investment portfolio
- NPLº/o at 2.0º/o
- Coverage ratio of 128% without considering the tangible collaterals
- Capital adequacy ratio 21%



Financial: Funding



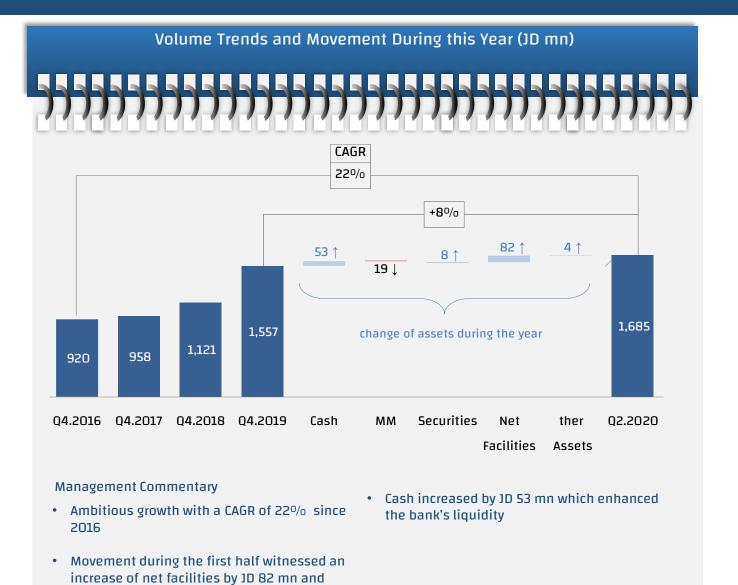
- During the first half, the bank attracted new deposits causing its funding to raise by 8% despite the pandemic.
- The funding growth of JOD 128 mn was mainly driven by an increase of term deposits and CDs by JD 92 mn, and saving accounts by JD 33 mn

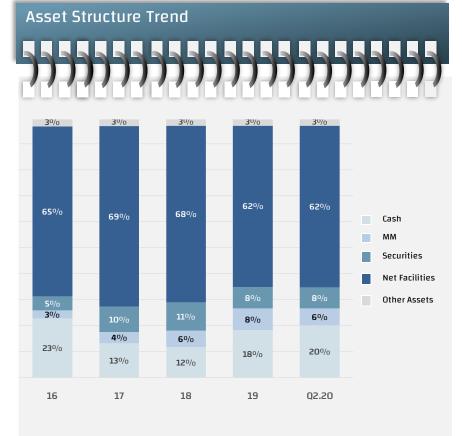


^{*} UIA: Unrestricted Investment Accounts

Financial: Assets

securities by JD 8 mn

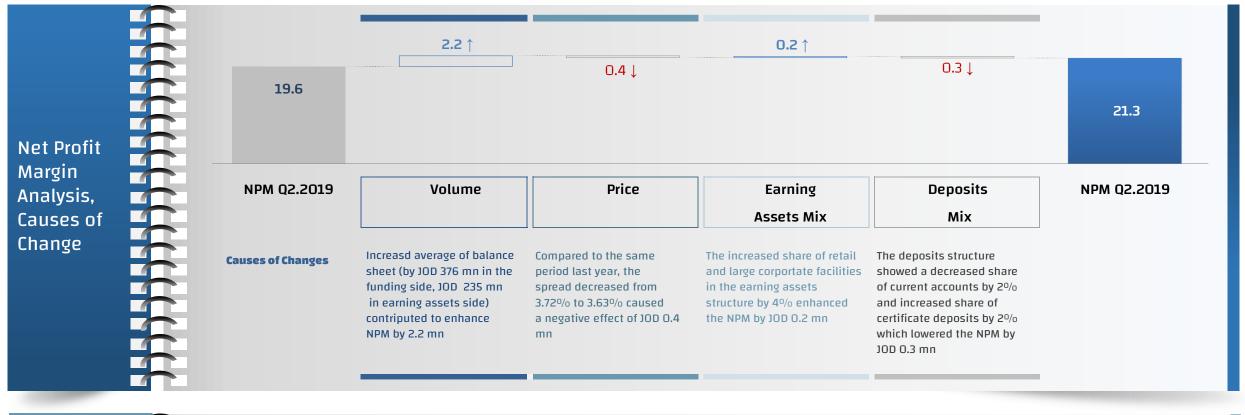


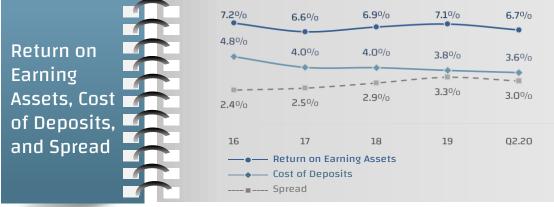


Management Commentary

- The asset structure during the first half of 2020 showed minimal change with offset of 20/o change of MM in favor of cash
- Since 2016, asset structure changed by increased contribution of MM and securities and decreased contribution of facilities and cash

Financial, Profitability, Net Profit Margin (NPM)





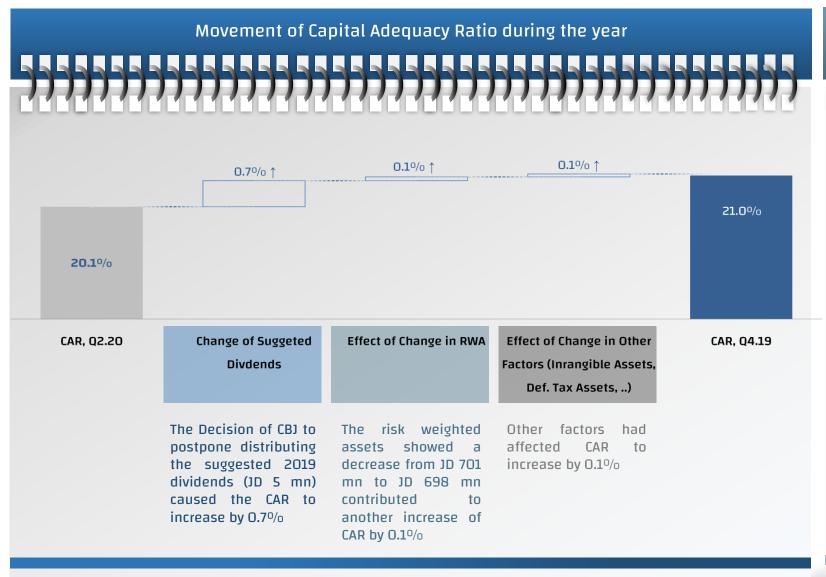
Management Commentary

- Jordanian Dinar return is highly correlated with USD, which showed decreasing rate return trends
- The return on earning assets is affected by corona virus pandemic as the bank in line with CBJ instructions postponed the installments during the months 4, 5, and 6.
- The decline in return of JOD, beside the procedures of postponing facilities installments affected the assets (return on earning assets) side more than liabilities side (cost of deposits) caused the spread to decrease by 30 points

Financial: Profitability, ROAE, Du Pont Analysis YoY



Financial: Assets Quality (CAR)



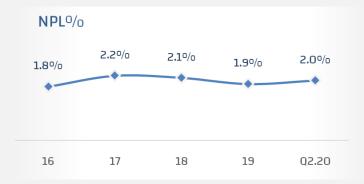




Management Commentary

- CAR showed decreased trends as a normal result of the continuous growth of assets volume in the last years
- The bank's rank for this ratio is one of the best in Jordanian banking sector
- The bank is in healthy position with a comfort zone by 9% (CBJ minimum CAR is 12%)

Financial: Assets Quality (NPLs and Coverage)

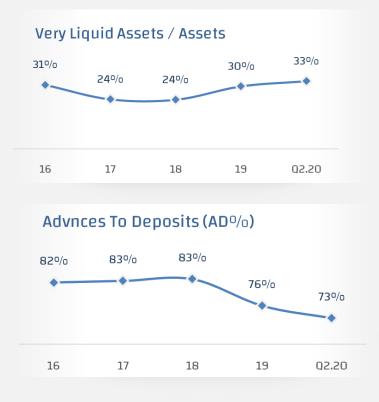


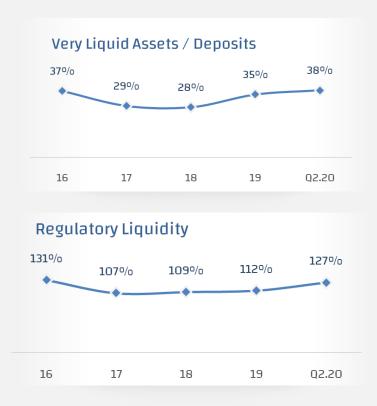


Management Commentary:

- ► Safwa maintained healthy NPL percentage below the market average, NPL ratio is lowered by 0.2% to reach 2.0% compared with end of year 2019
- ► For long years, the bank preserved an adequate allowance for doubtful accounts which covers more than the NPL balances, the coverage ratio reached 1280/o as of 06.2020

Financial: Liquidity





Management Commentary:

- Advances to deposits ratio showed enhancement as the bank's deposits grew at a faster pace than facilities
- ► The liquid assets (cash, balances with banks, and money market instruments (int'l Murabaha and int'l Wakala)) contributed to reasonable percentage of total assets and these liquid assets covers 38% of deposits. Also, these ratios showed enhancement trends during last years
- ► This comfortable liquid position will help the bank to face any emergency situation in the future

Financial: Efficiency



Financing / Employee (mn JDs)



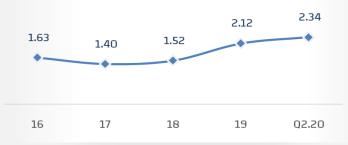
Financing / Branch (mn JDs)



Cost & Income Trend (mn JDs)



Deposits/Employee (mn JDs)



Deposits/Branch(mn JDs)



Management Commentary:

- Trend of cost to income ratio (CTI) showed enhancement until this year as a result of corona pandemic. The bank played his role as a socially responsible partner by donating JD 1 mn to the government fund, also postponing the installments for most of customers for 3 months had contributed to the CTI increase
- Other efficiency indicators showed notable continuous improvement as Safwa bank continued to expand and grow with careful use of its resources

Keys to Understand Safwa's Financial Statement

In order to understand the financial statements for Safwa Islamic bank, the following explanations are necessary and important:

Facilities (Financing)

Facilities appears in the Safwa Islamic Bank's financial statements (financial position) as the sum of:

- Deferred sales receivables and other receivables-net (excluding international Murabaha)
- Ijarah muntahia bittamleek assets-net.
- Qard Hasan

Money Market Instruments

Safwa Islamic Bank invests the extra funds in money market instruments, these instruments mainly consists of

- international Murabaha (appeared within "Deferred sales receivables and other receivables-net")
- · international wakala

Cost of Deposits

The cost of deposits expense in Safwa's statement of income includes the following items:-

- · Share of unrestricted investment accounts holders'
- Deposit Insurance corporation fees, jointly financed
- Deposit Insurance corporation fees, self financed
- Changes in PER (Profit equalizer reserve)

Provisions for Doubtful Accounts

The concept of this provision includes the sum of:-

- · Expected credit loss on jointly items
- Expected credit losses provision for facilities self financed

Direct Income

The concept of direct revenues in Safwa's statement of income includes the following items:-

- Differed sales revenues
- Ijara muntahia bittamleek assets revenue
- · Gains from International wakala investments
- · Gains from all financial assets
- Share of Joint Funds from Profits of associate company
- · Bank's self financed revenue
- Depreciation of Ijara muntahia bittamleek assets- self financed

anonymous

ATM CAGR CAR CASA CBJ CDM COSO COD GEA GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE RWA		
CAGR CASA CBJ CDM COSO COD G&A GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE		
CAR CASA CBJ CDM COSO COD GGA GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE		
CASA CBJ CDM COSO COD GGA GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	CAGR	
CBJ CDM COSO COD G&A GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	CAR	
CDM COSO COD G&A GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	CASA	
COSO COD G&A GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	СВЈ	
COD G&A GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	CDM	
G&A GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	COSO	
GDP MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	COD	
MM JD NI NPL NPM PB º/o PE º/o ROAA ROAE	G&A	
JD NI NPL NPM PB º/o PE º/o ROAA ROAE	GDP	
NI NPL NPM PB º/o PE º/o ROAA ROAE	MM	
NPL NPM PB º/o PE º/o ROAA ROAE	JD	
NPM PB º/o PE º/o ROAA ROAE	NI	
PB º/o PE º/o ROAA ROAE	NPL	
PE º/o ROAA ROAE	NPM	
ROAA ROAE	PB º/o	
ROAE	PE º/o	
	ROAA	
RWA	ROAE	
	RWA	

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Automated Teller Machine
Compound Annual Growth Rate
Capital Adequacy Ratio
Current Accounts and Saving Accounts
Central Bank of Jordan
Cash Deposit Management
Corporate Service Office
Cost of Deposits
General and Administrative Expenses
Gross Domestic Products
Money Market Instruments
Jordanian Dinar
Net Income
Non Performing Financing
Net Profit Margin
Price to Book Ratio
Price to Earnings Ratio
Return on Average Assets
Return on Average Equity
Risk Weighted Assets
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Definitions

Advances to Deposits	ADº/o
Capital Adequacy Ratio	CARº/o
Current and Saving Accounts º/o	CASAº/o
Compound Annual Growth Rate	CAGR
Cost of Deposits	COD
Cost to Income Ratio	
Coverage Ratio	
Liquid Assets	
Net Profit Margin (NPM)	NPM
Non-Performing Financing	
Payout Ratio	
Per Capita Income	
Price to Book Ratio	PB
Price to Earnings Ratio	PE
Return on Average Assets	ROAA
Return on Average Equity	ROAE
Risk Weighted Assets	RWA
Spread	

The average of facilities divided by average sum of deposits and cash collaterals.

A measurement of a bank's available capital expressed as a percentage of a bank's risk weighted assets (RWA) exposures

Sum of current and saving accounts divided by total deposits and cash collaterals

The mean annual growth rate of an financial figure over a specified period of time longer than one year

Annualizes profit expenses divided by deposits average (CASA and term deposits, and margins)

G&A divided by (Gross Income + Non-funded Income)

Sum of allowance of expected credit loss provisions and suspended profits divided by non performing financing

High liquid assets that can be converted to cash within reasonable cost and short time

The Direct Income of earning assets minus the cost of deposits

Financing that is in default or close to being in default, due to the fact that they have not made the scheduled payments for a specified period, most financing become non-performing after being default for 90 days

Proportion of earnings a company pays shareholders in the form of cash dividends

GDP divided by population

Market value of outstanding shares to total equity

Closing price to the annualized earning per share

Annualized net income after tax divided by average assets

Annualized net income after tax divided by average equity

The banks' assets or off balance sheet exposures weighted according to risk used in deterring capital adequacy

Difference between return on earning assets and cost of deposits

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