

Investors' Presentation

- **4th Quarter 2024**

Agenda



1.

Operating Landscape

2.

NMB Bank PLC Overview

3.

Strategy Update

4.

Sustainability

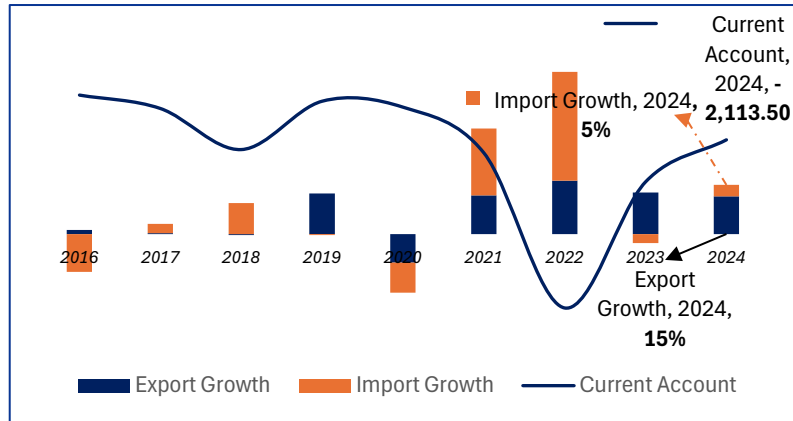
5.

Financial Performance

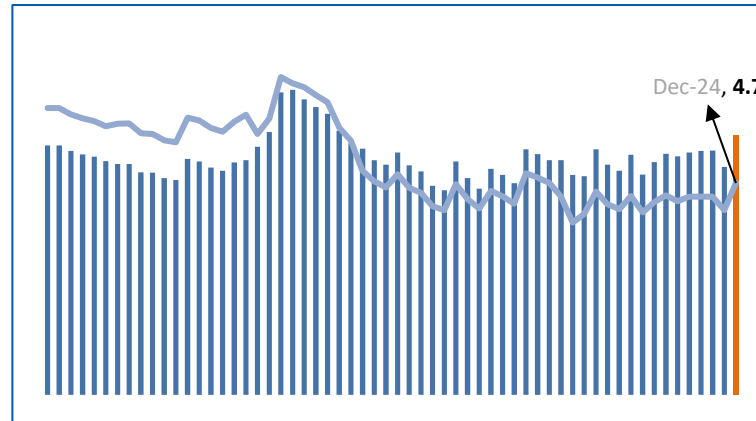
Operating Landscape

Operating Environment: Tanzania remains a stable and positive operating environment

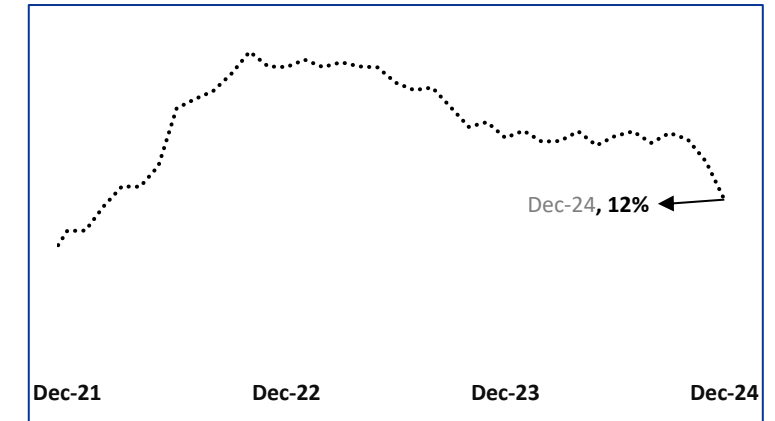
Exports grew faster than imports, while the Current account continued to improve



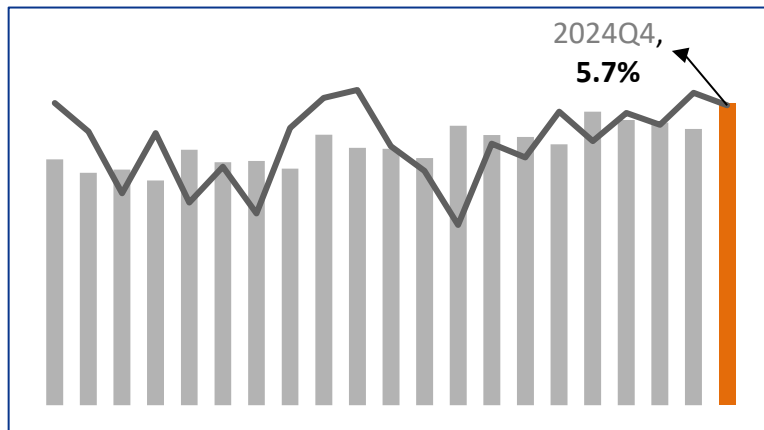
Tanzania: sufficient FOREX Reserves



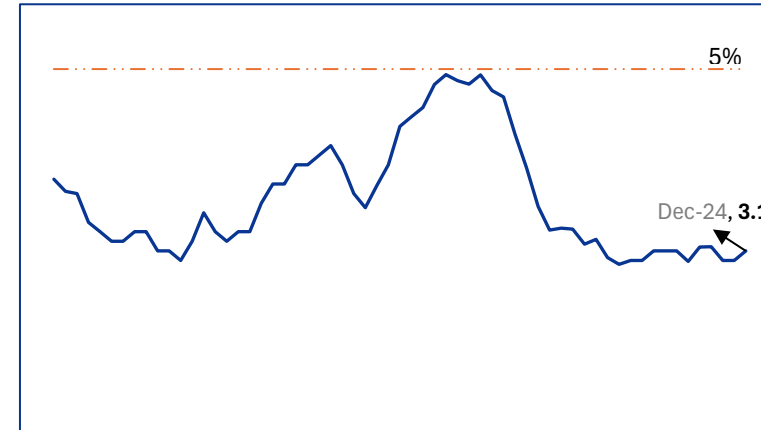
Tanzania: Strong private sector credit growth.



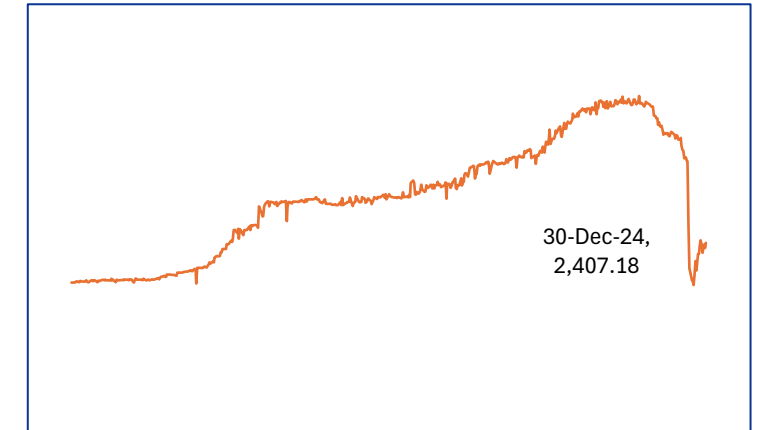
Tanzania: GDP growth (YoY)



Tanzania: Inflation remained relatively Low



Tanzania: Strong Currency Performance

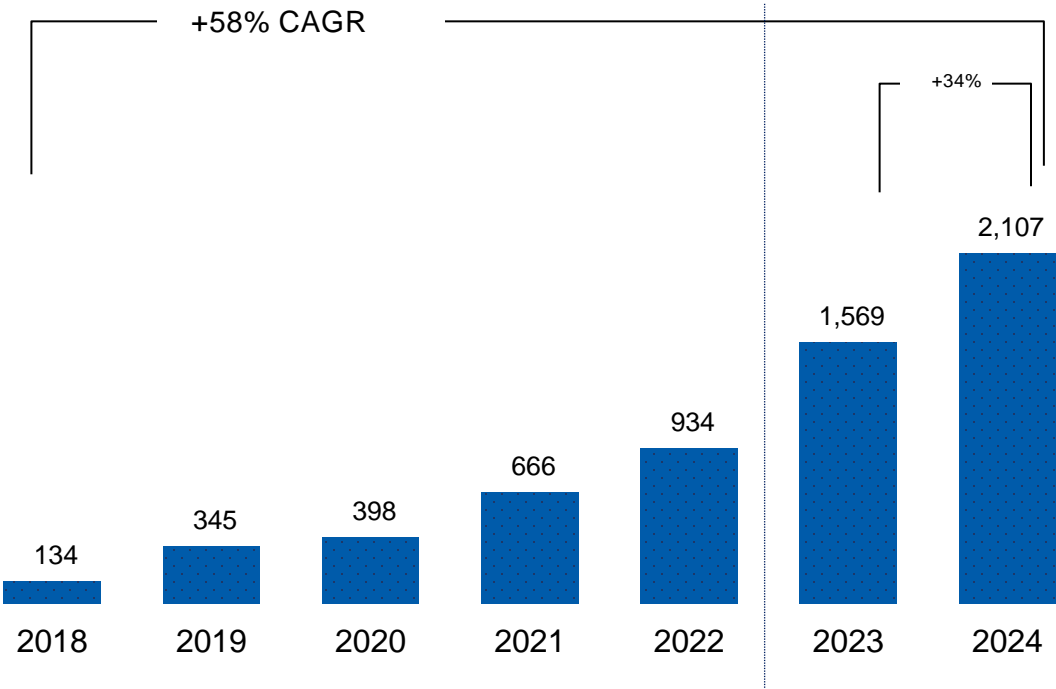


Tanzania Banking Sector: The sector remains Solid, Sound, and Profitable as of December 2024

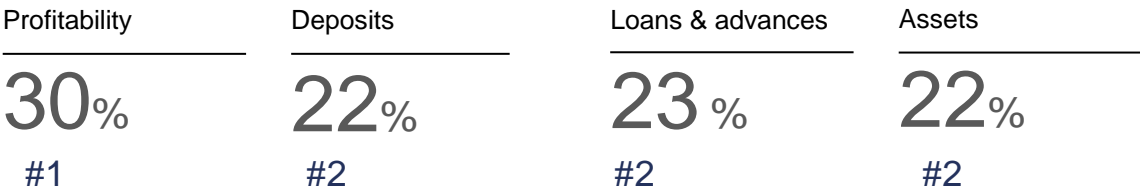
Banking Sector Overview



Banking sector profitability Trend



NMB Market share



NMB Bank PLC Overview

NMB Bank Overview 2024

The leading bank in Tanzania with a Strong market share

2024

We continue to
cement our Market
Leadership

Institutional strength

Well optimized asset book

TZS 13.7 Tn

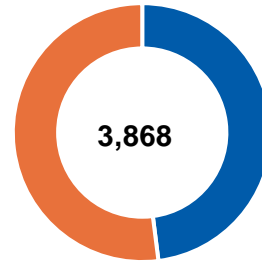


Customer Accounts

8.6 Mn +



Our People



48%
women

52%
men



Credit rating & Awards



MOODY'S
RATINGS B1



Scale and stability

Market capitalization

TZS 2.67 Tn



Market share
loans

23%



Market share by
deposits

22%



Outreach

Branch Network

240 (2023: 231)



NMB Wakala

50,698 (2023: 28,295)

Number of ATMs

+700



Digital

96%

Digital transactions

84%

Accounts Opened
Digitally.

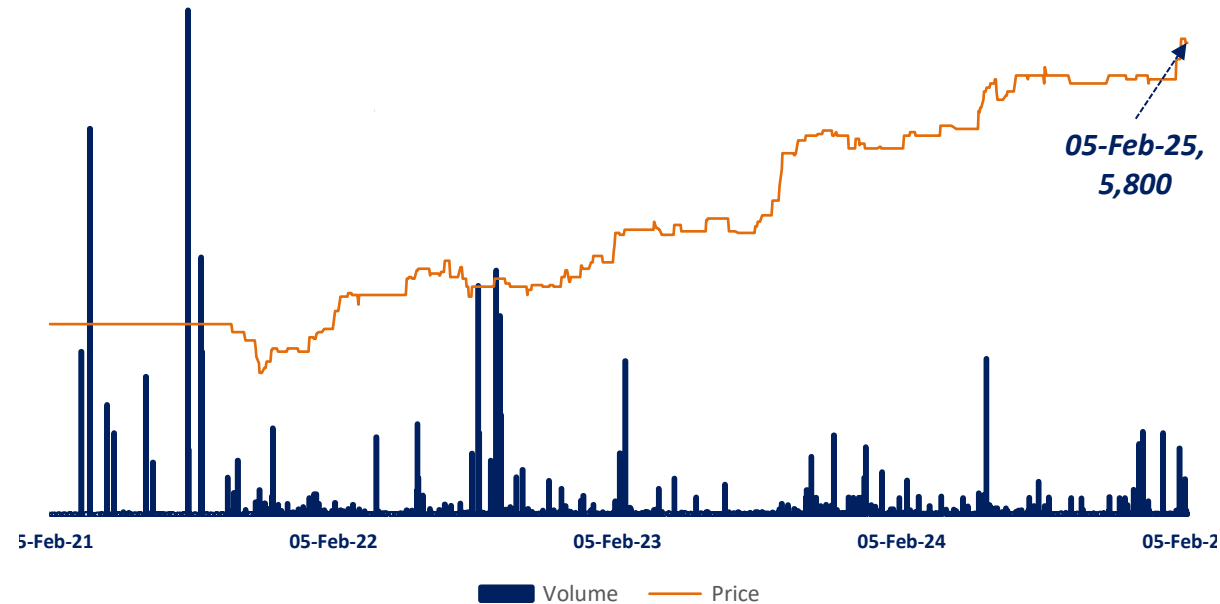
5+Mn

Customers registered on
Internet & Mobile Banking

Stock Market Updates:

NMB's Growing Regional Status

NMB As of 31 December 2024, the price per share was TZS 5,350, an 18.9% increase (2023: TZS 4,500).



Regional Ranking in terms of Valuation as of December 2024, PLC only

Rank	Banks in East Africa	Market Cap (TZS Tn)
1	Equity Group Holdings PLC	3.38
2	NMB Bank PLC	2.68
3	KCB Group PLC	2.48
4	Standard Chartered Bank Kenya Ltd	1.96
5	ABSA Bank Kenya PLC	1.82

Rank	Companies in East Africa	Market Cap (TZS Tn)
1	Safaricom PLC	12.65
2	MTN Uganda Ltd	3.98
3	Equity Group Holdings PLC	3.38
4	Tanzania Breweries Limited	3.22
5	NMB Bank PLC	2.68
6	East African & Breweries Ltd	2.57
7	KCB Group PLC	2.48
8	Standard Chartered Bank Kenya Ltd	1.96
9	ABSA Bank Kenya PLC	1.82
10	The Co-operative Bank of Kenya Ltd	1.79

Rank	Companies In Tanzania	Market Cap (TZS Tn)
1	Tanzania Breweries Limited	3.22
2	NMB Bank PLC	2.68
3	CRDB Bank PLC	1.78
4	Vodacom Tanzania	1.72
5	Tanzania Cigarette Company	1.7

Regional Ranking as of December 2024

1st

Largest Listed
Bank in Tanzania

2nd

Largest Listed
Bank in East
Africa

5th

Largest Listed
Company
East Africa, &
Seychelles

Top 30

26th Largest Listed
companies in SSA,
excluding South Africa

Strategy Update

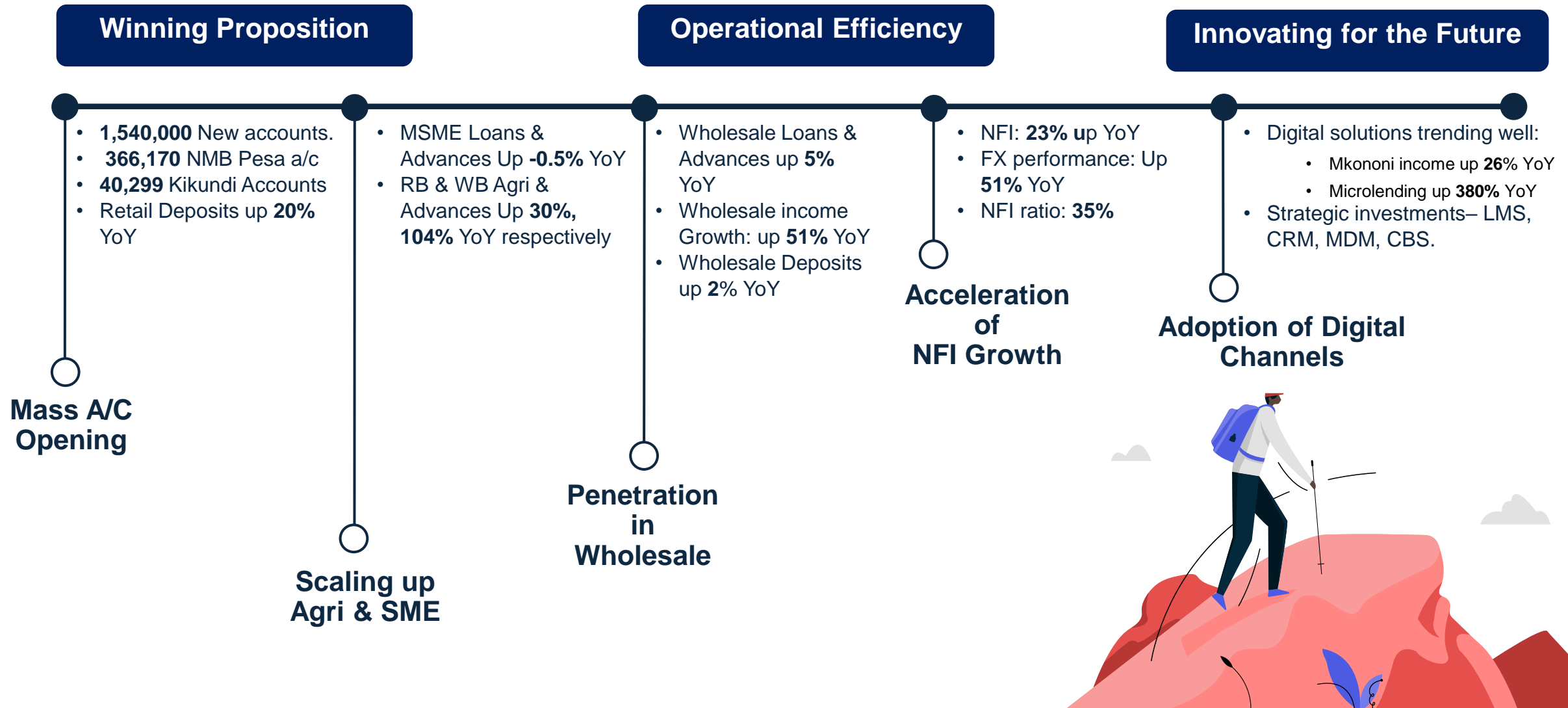
Our current MTP provides a clear growth path for the Bank



Strategy Progress

Our Strategy Execution remains well on track. Commendable progress noted on key focus areas

MTP 2024 Performance:



Sustainability

ESG Commitment

Thinking of community first

Purpose

"To create sustainable value for our stakeholders"

Pillar

Sustainable Operations

Ambition

Operate a responsible business with the highest ethical standards to preserve integrity and trust

Sustainable Financing

Provide inclusive and innovative financial services to drive sustainable economic growth,

Climate Risk

Support the transition to a net zero economy and manage climate change risks

Financial Inclusion

Drive financial inclusion agenda in Tanzania



Key Highlights on Sustainability Agenda

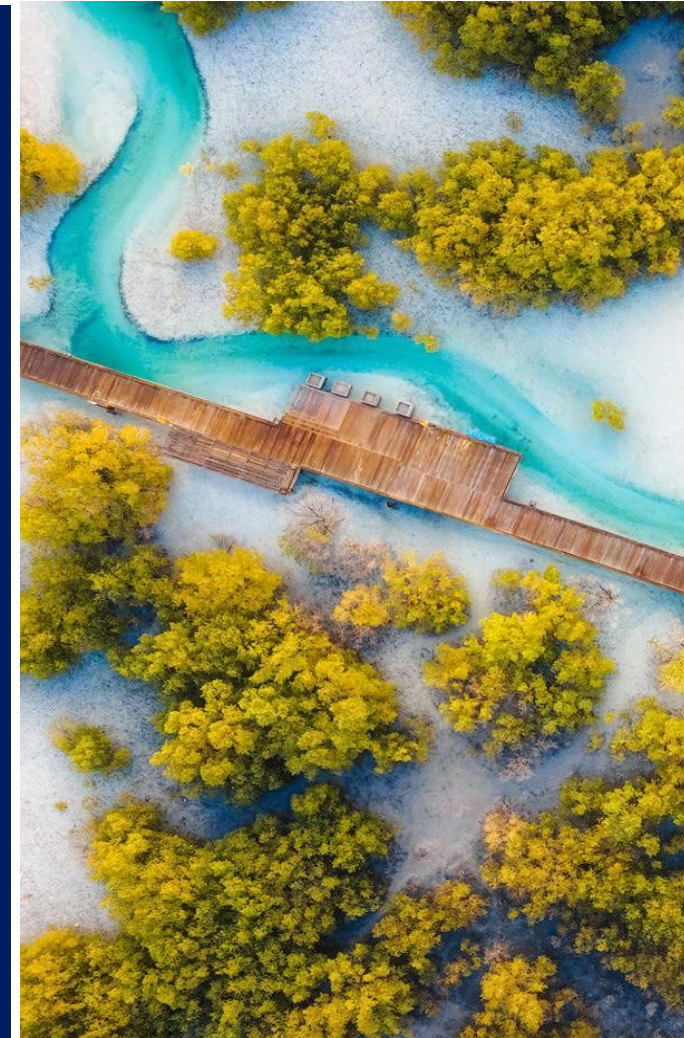
- Adoption of Sustainable Financing and Sustainability Frameworks to banks' operations and business.
- IFRS S1 & S2 Disclosure adoption
- Computation of the Bank's GHG Emissions

Bond Updates

- The Inaugural TZS 400 billion sustainable bond, dubbed the Jamii Bond, was issued in Q3 '23. It was noteworthy for being the first in East Africa.
- April 2024, Jamii Bond was cross Listed in the Luxembourg and London Stock Exchange.
- 83% Allocation of Jamii bond proceedings to sustainability and climate-related projects

ESG Related Awards

- Best Bank for ESG - Euromoney Awards for Excellence 2024
- Best Bank for ESG - World Economic Magazine
- Best Bank for financial inclusion- World Economic Magazine
- Platinum Award - Sustainable Bond of the Year – IFC
- Most Innovation Sustainability Bond of the Year (Jamii Bond) – Global Brands Magazine
- East Africa Gender Mainstreaming Champion



Financial Performance

Performance Overview

Robust revenue generation, positive Income Jaws and risk discipline drive record 2024 net profit

Our Performance

Total Assets

TZS
Bn **13,767**

Total Revenue

TZS
Bn **1,636**

Loans & Advances

TZS
Bn **8,739**

Profit Before Tax

TZS
Bn **927**

Total Deposits

TZS
Bn **9,525**

Net Profit After Tax

TZS
Bn **640**

Loan-to-Deposit Ratio

92.0%

Cost-to-Income Ratio

38%

Capital Adequacy Ratio

23.6%

Loan Loss Ratio

0.97%

NPL Ratio

2.9%

Return On Equity

25.0%

Key Highlights

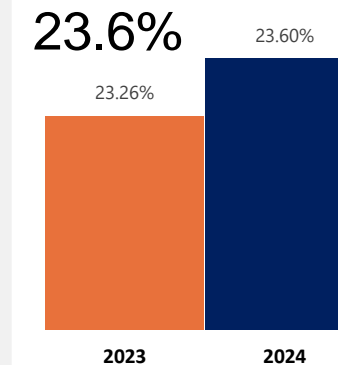
- Bank posted **TZS 640 billion** in net profit in 2024, **up 19%** YoY, driven by strong income growth from net interest income and non-interest income supported by its diversified growth drivers across wholesale and retail businesses.
- Loans growth of **10% YoY** is driven by sustained credit demand from our customers across wholesale, personal banking, and trade finance activities.
- Customer deposits increased **13%** YoY in 2024 to TZS 9.5 Tn, with CASA deposits representing more than 85%
- Asset quality remained stable, with the non-performing loan (NPL) ratio at **2.9%**, down from 3.2% in 2023. The Bank maintained prudent levels of allowance on loans, with an NPL Coverage ratio of **93%** and cost of Risk at **0.97%**.
- Strong progress on execution of strategic priorities: digital driving customer experience and Deeping market penetration;
- Delivered Positive operating jaws and CIR of **38% (-100bps YoY)** amidst ongoing investments in People and Digital & Technological Solutions.

Balance Sheet

Fundamentals Remain Robust, underpinned by a very Stable Liquidity Position

Balance Sheet (TZS Bn)	2024	2023	ΔYoY
Total assets	13,767	12,205	13%
Net loans and advances to customers	8,629	7,951	10%
Investment in Government securities	2,269	2,274	-1%
Deposits from customers	9,525	8,416	13%
Borrowings	1,362	1,382	-1%
Total shareholders' equity	2,544	2,082	22%

2024 Capital Adequacy Ratio



NPL Ratio

2.9%

2023: 3.2%

LAR Ratio

33.60%

2023: 32.95%

NPL Coverage

93%

2023: 96%

Loan-To-Deposit Ratio

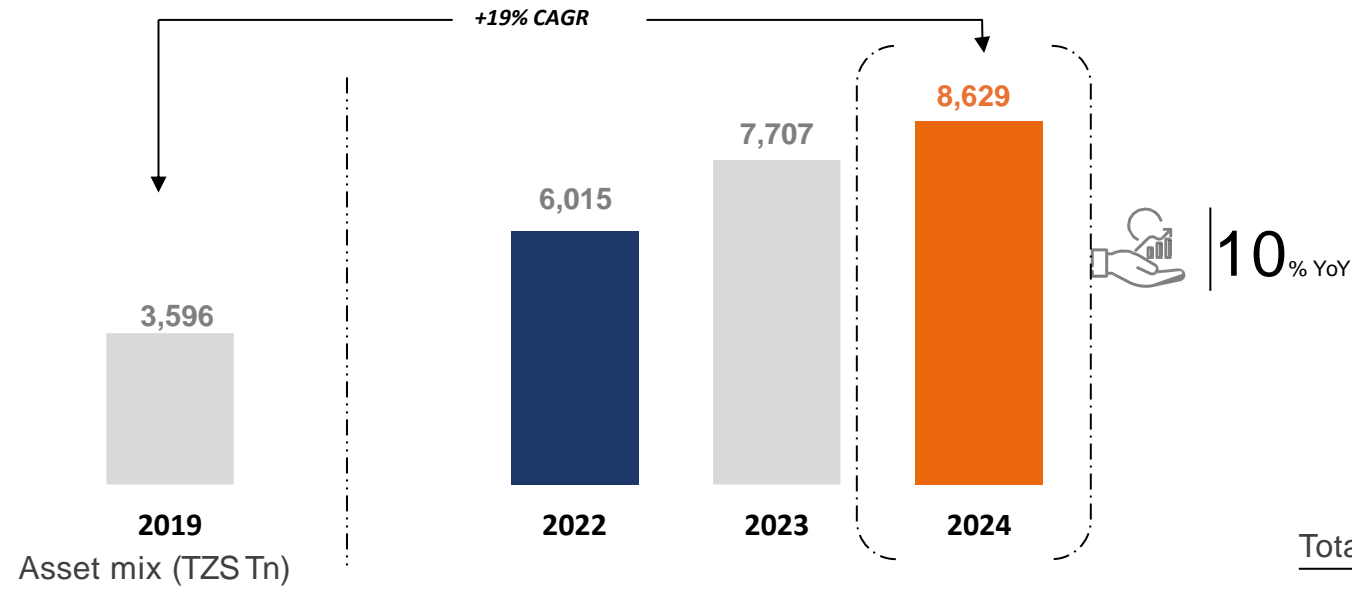
92.0%

2023: 95%

Assets (Loan Portfolio)

Broad-based loan growth of 10% driven by Retail and Wholesale Banking

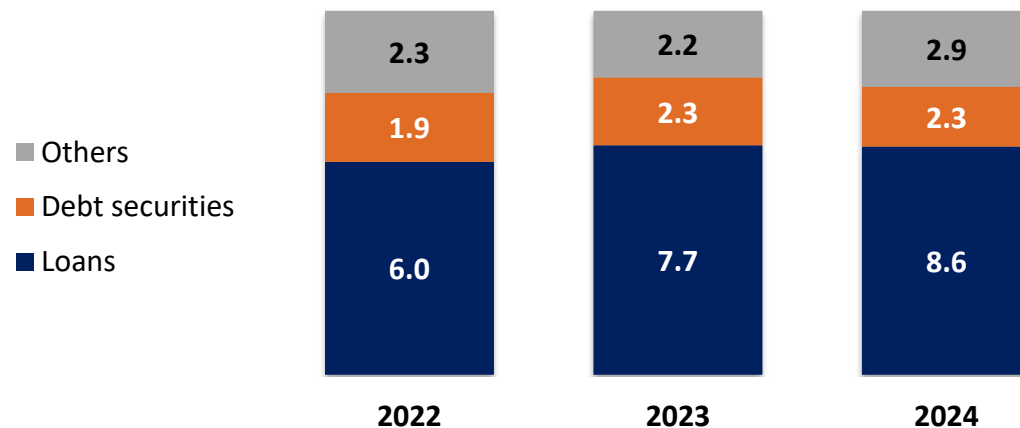
Gross loans (TZS Bn)



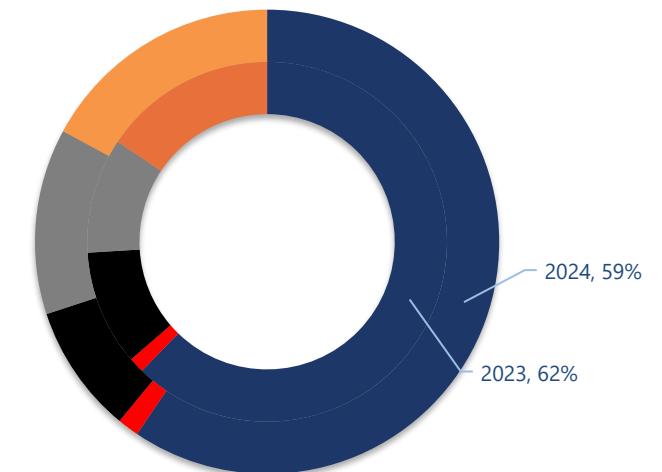
Key highlights

- Loan book recorded strong growth of **10%** during the year.
- Retail loan book grew by **13%** yoy
- Loan book quality remains strong.

Total Loan book mix in % **2023** vs **2024**



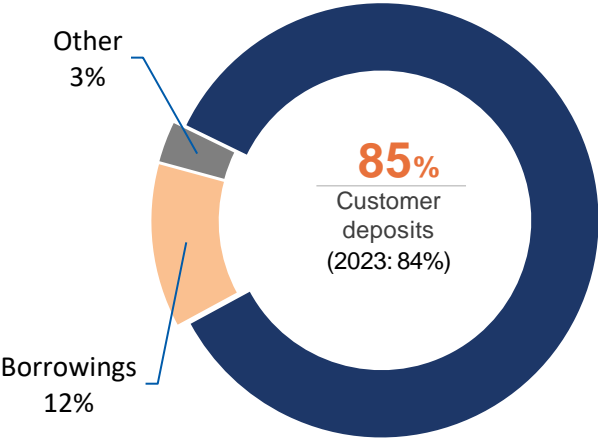
-
- Legend:
- Personal
 - Mortgage
 - MSMEs
 - Agri-business
 - Others



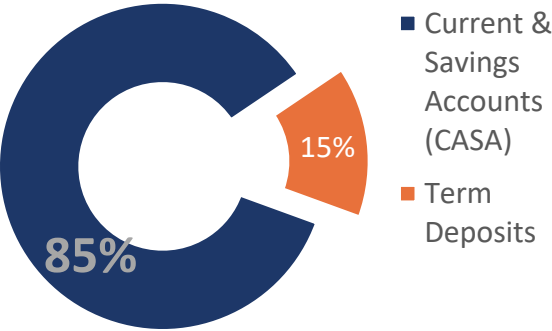
Funding Base Growth

Customer deposits up 13% in 2024, with a Stable Funding Base

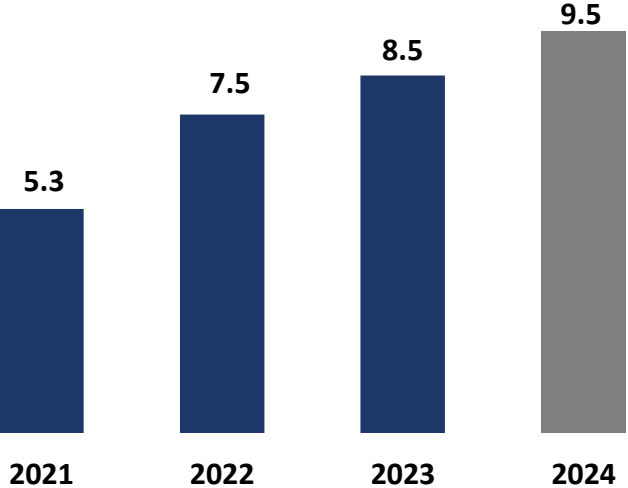
Liability mix: TZS 11,223 Bn



CASA Deposits (%)



Deposits by business segment (TZS Tn)



Borrowings

	2024	2023
Total Borrowings	1,362	1,382

Key highlights

> Total customer deposits increased by 13% in 2024 to TZS 9,525 bn, primarily driven by growth in Wholesale and Retail Banking deposits

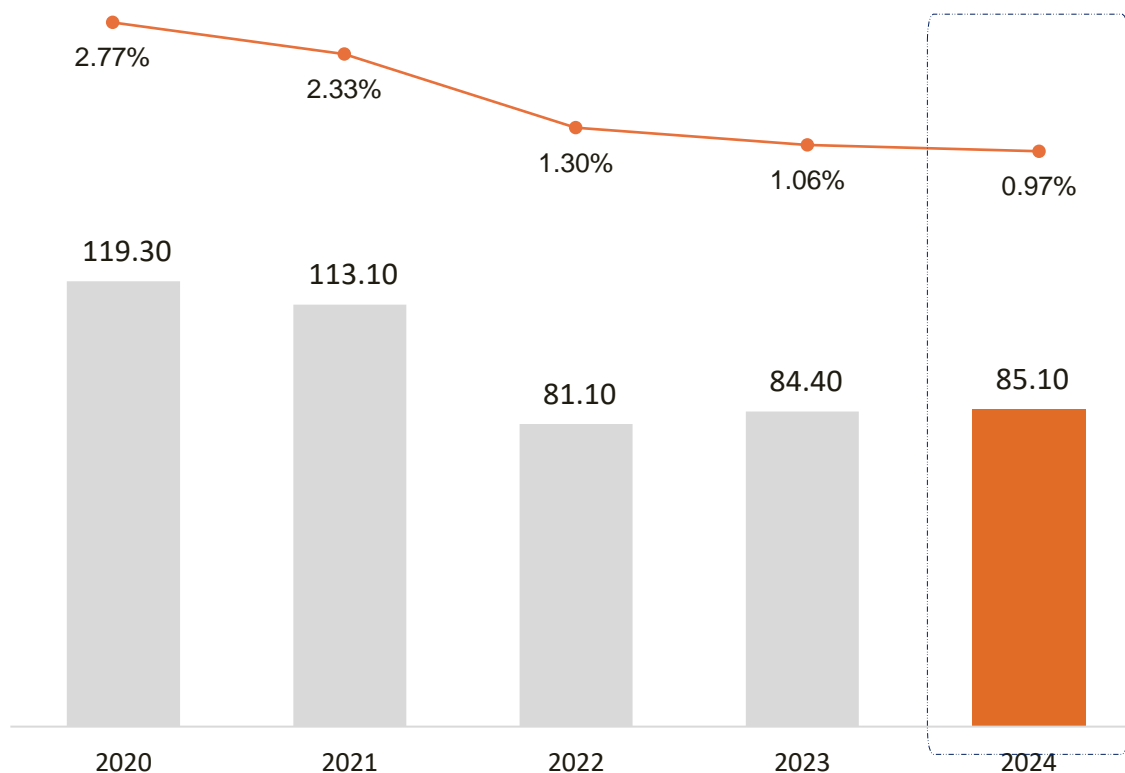
Asset Quality

Cost of risk remains well within the guidance of <200bps, while an NPL ratio of 3%

Cost of risk

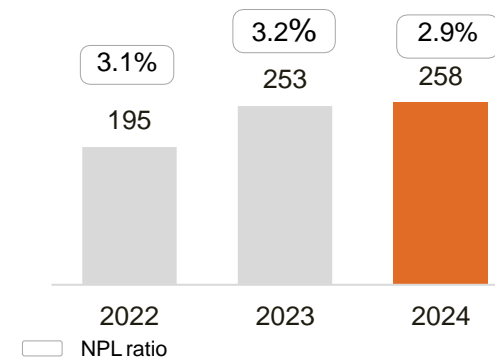
2024 cost of risk was 97 bps, remaining within the guidance of <2%

The NPL ratio was at its lowest level improving to 2.9% from 3.2% 2023

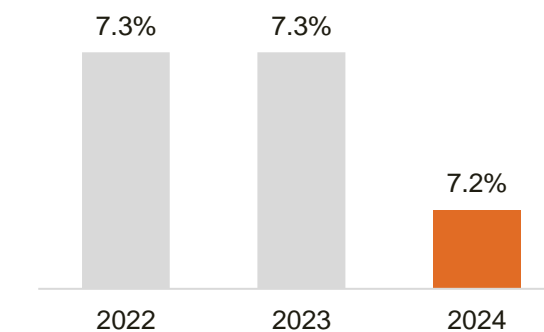


—●— Cost of risk

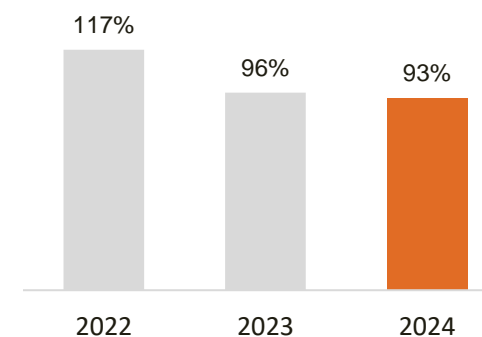
Non-performing loans (TZS Bn) and NPL ratio



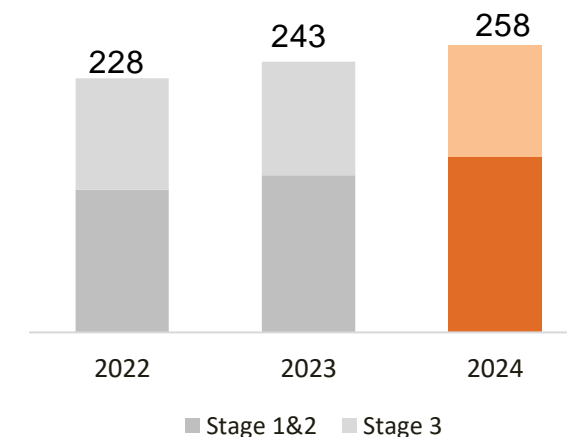
PAR (%)



Provision coverage ratio



Expected Credit Loss Provision (TZS Bn)



■ Stage 1&2 ■ Stage 3

The Net Profit of TZS 640 is 19% YoY,
driven by higher interest income, stable NFI growth, low-risk cost, and greater efficiencies.

Income statement (TZS Bn)	2024	2023	ΔYoY
Net interest income	1,059	934	13%
Non-interest income	577	468	23%
Total income	1,636	1,402	17%
Impairment Charge	(85)	(84)	1%
OPEX	(625)	(547)	14%
PBT	927	770	20%
PAT	640	542	18%

2023 Net Profit (TZS Bn)

640

2023: 540

CIR

38%

2023: 39%

ROAE

25%

2023: 29%

ROAA

5%

2023: 5%

Earnings per share (TZS)

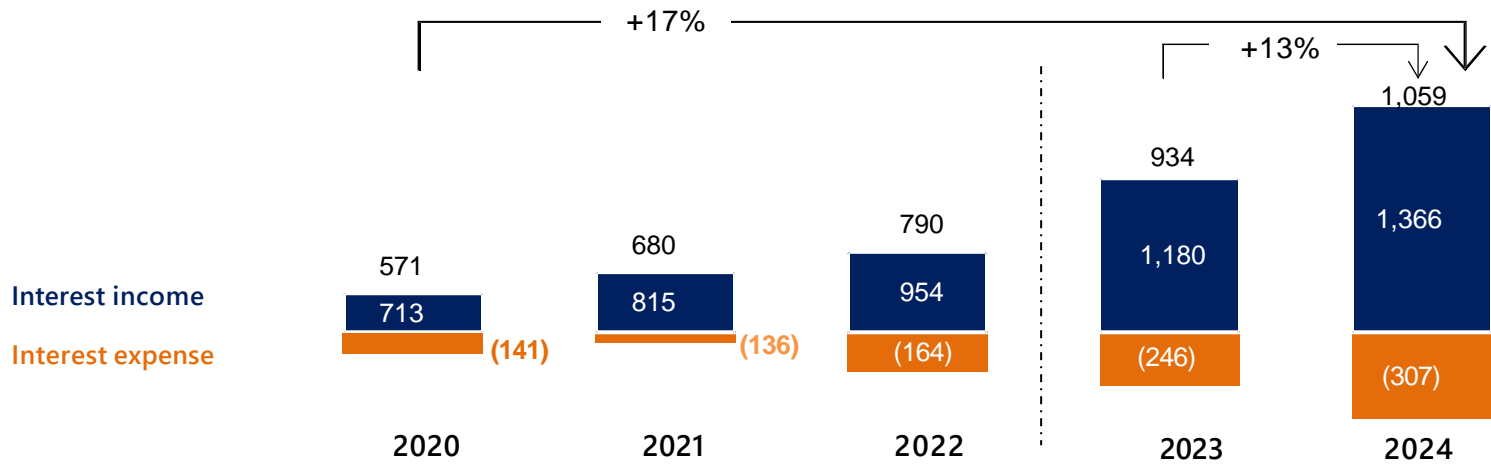
1,280

2023: TZS 1,084

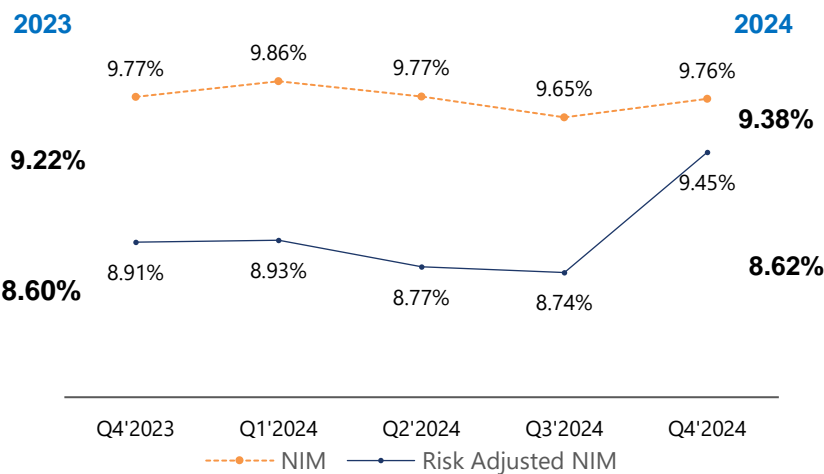


NII up 13% driven by Strong Asset growth

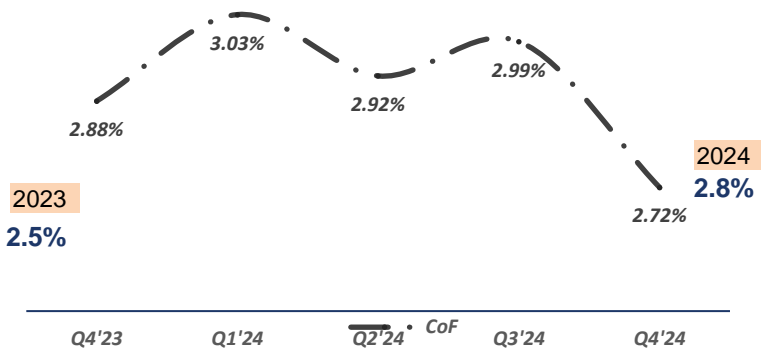
Net interest income (TZS Bn)



NIM and risk-adjusted NIM (%)



Cost of Funds (%)



Cost of Fund = Interest Expenses / Interest bearing liabilities *100

Key highlights

- Interest income +16% YoY to TZS 1.37 trillion driven by strong loan disbursements owing to increased credit demand in the market.
- FY'24 NIMs improved by 0.16% in 2024 as the cost of funds remained moderate during the period.
- Net Interest income increased by 13% to TZS 1,059 billion on account of 24% growth of Interest income partially offset by 27% increased Interest expenses.

NIM

9.4%

2023: 9.2%

CoF

2.8%

2023: 2.5%

NII Growth

+13%

2023: 19%

Non-Funded Income

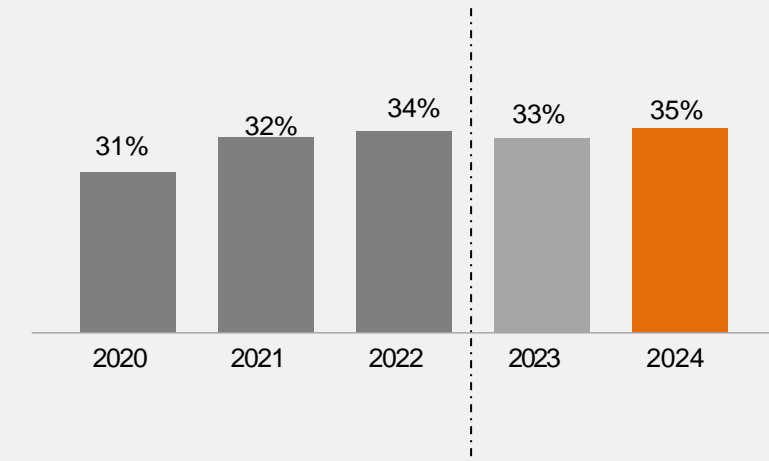
Strong NFI momentum reflects benefits from diversified Income streams

Key Highlights

- 2024 non-interest income increased 23% YoY, primarily supported by increases in FCY dealings and income from alternative Channels.
- Mkononi and Microlending income had its strongest year, increasing by 26% and 380%, respectively, as our digital platform continues to get more customer traction.
- FCY dealing income was up 51% YoY, the growth in FCY income was mainly due to tactical position management and increased demand for alternative currencies.
- Our ongoing investment in the Agency banking channel continued to yield positive results, Agency banking income increased by 37% YoY

Non-interest income (TZS Bn)	2024	2023	Δ YoY
FX dealings and translation	110.8	73.4	51%
Fee and Commissions	439.0	366.5	20%
Other operating income	27.3	28.6	-5%
Total non-interest income	577.1	468.6	23%

NFI Contribution to Total Income (%)



NFI Growth
+23%

2023: 16%

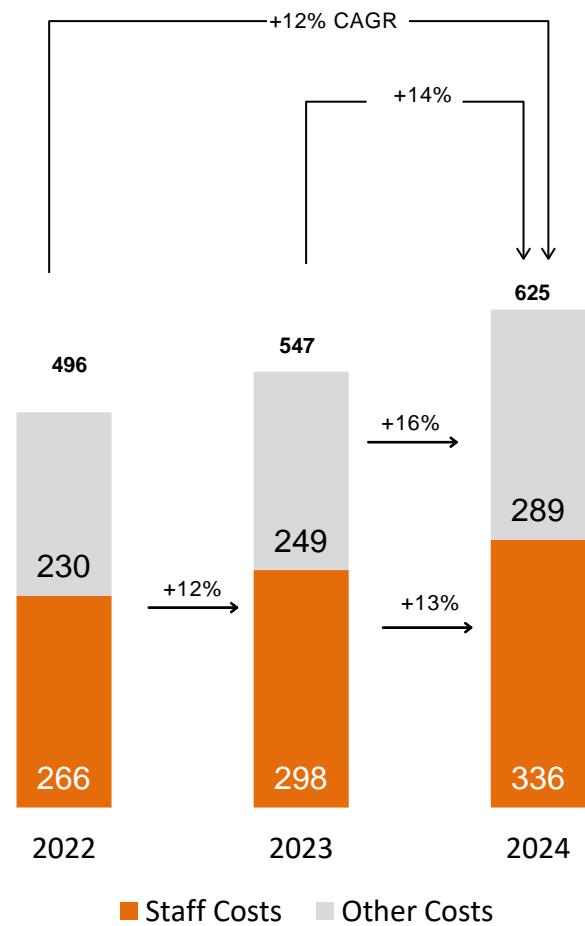
NFI to Total
Income
+35%

2023: 33%

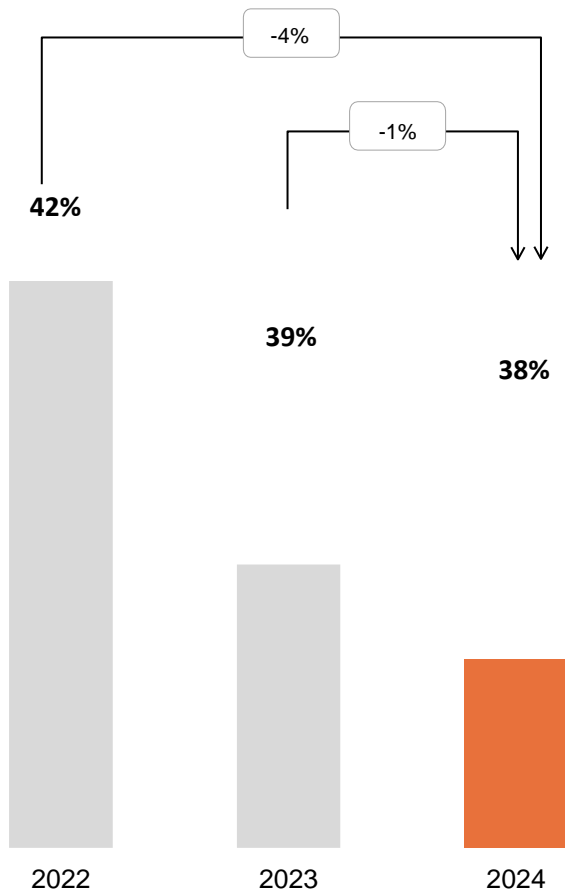
Operating Costs & Efficiency

Outstanding operating efficiency amid ongoing investments to drive business growth

Operating expenses (TZS Bn)



Cost-to-income ratio



Highlights

- Cost to income ratio was 38% in 2024, an improvement of 1% YoY
- The Bank maintained prudent cost management, while continuing to invest in people, technology, regulatory requirements and compliance to drive growth.

Driving Investment in Areas that Matter:

Investing in our People to unlock Productivity and Value

Increasing Staff Investment - Yields Productivity Gains:

Talent Acquisition and Retention

226

New hires

80%
(58% Q3'23)

Internal appointment (2019 :47%)

96.5%
(+0bps yoy)

Employee Retention (2019: 95%)

Workforce Development

5.7 Bn
(5% YOY)

Training Budget Training
(2019 > TZS 3 Bn)

149

Total Training Programs (2024)

Employee Engagement Score

80%

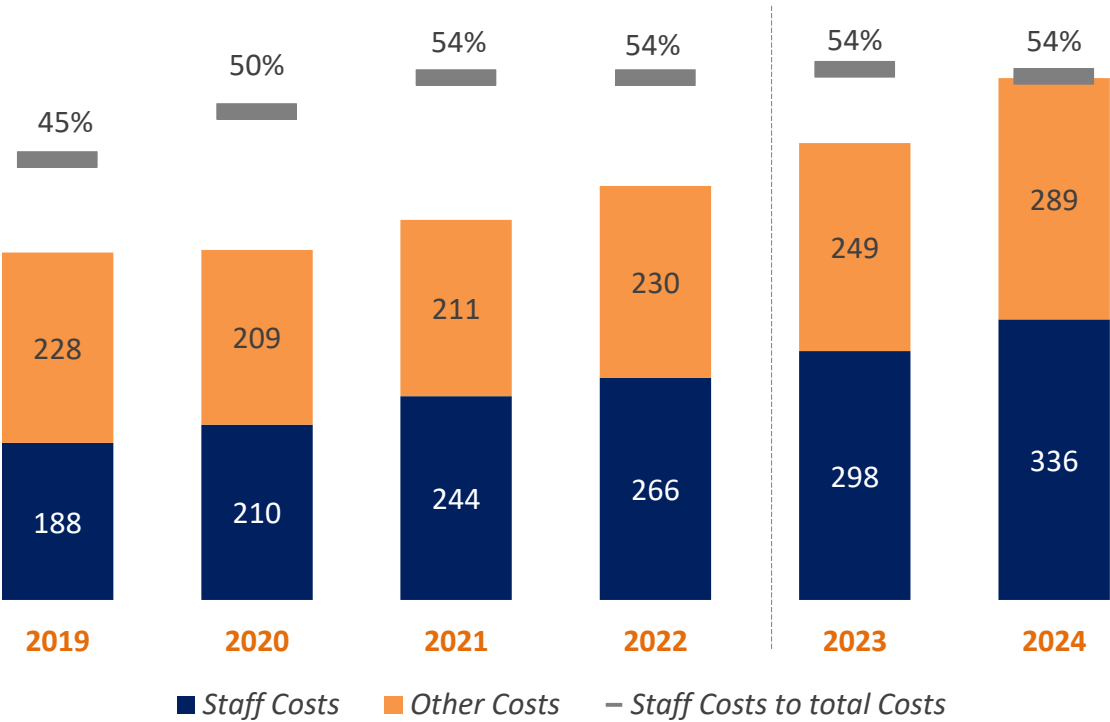
(2019: 75%)

Increased productivity per FTE (2024)

TZS 461Mn
(19% YOY)

Revenue per FTE: (2019: TZS 209 Mn)

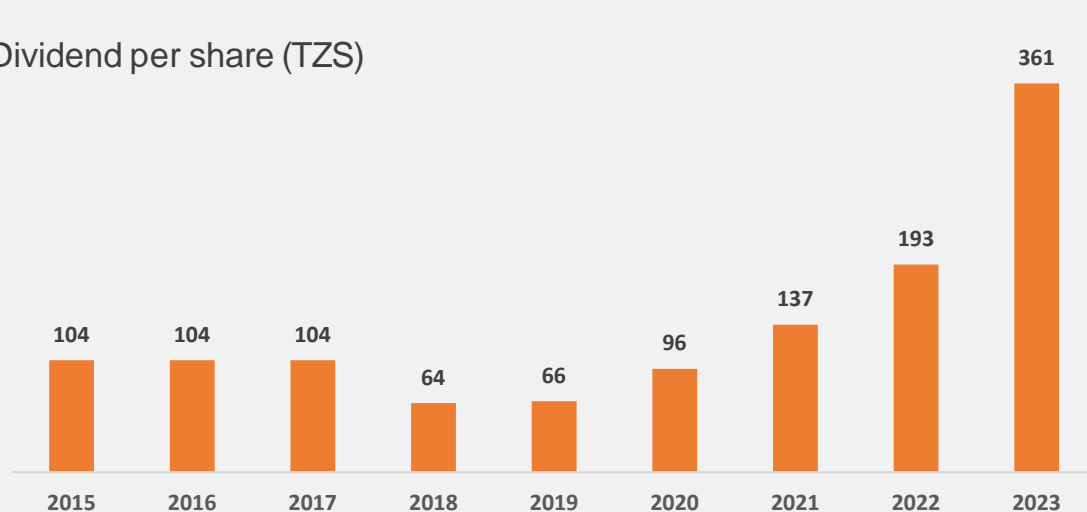
Staff Costs To Total Cost ratio



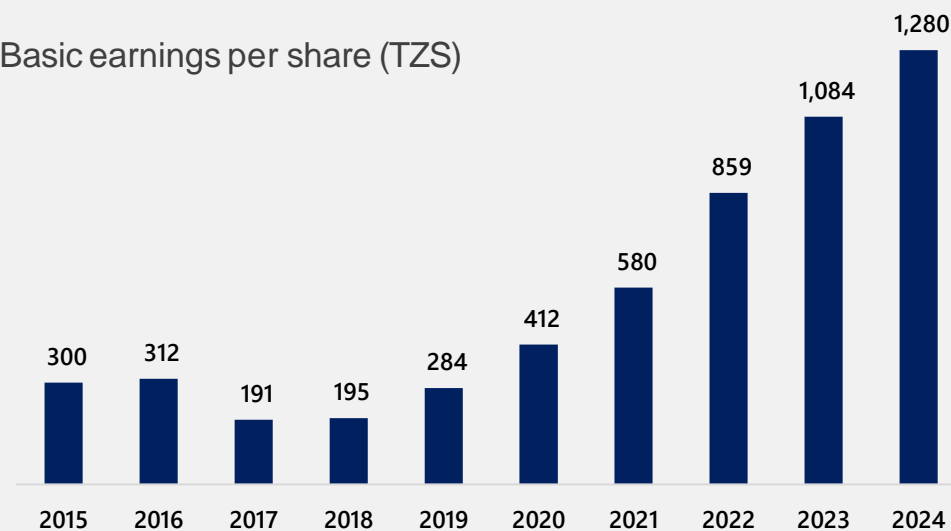
10 -Year Trend Sustainable Financial Performance

Our 10-year Journey

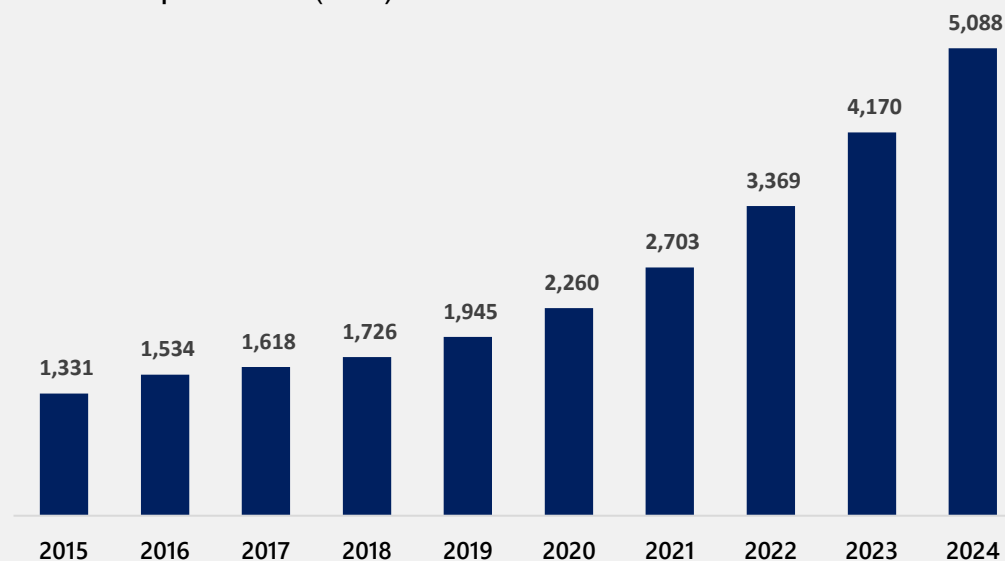
Dividend per share (TZS)



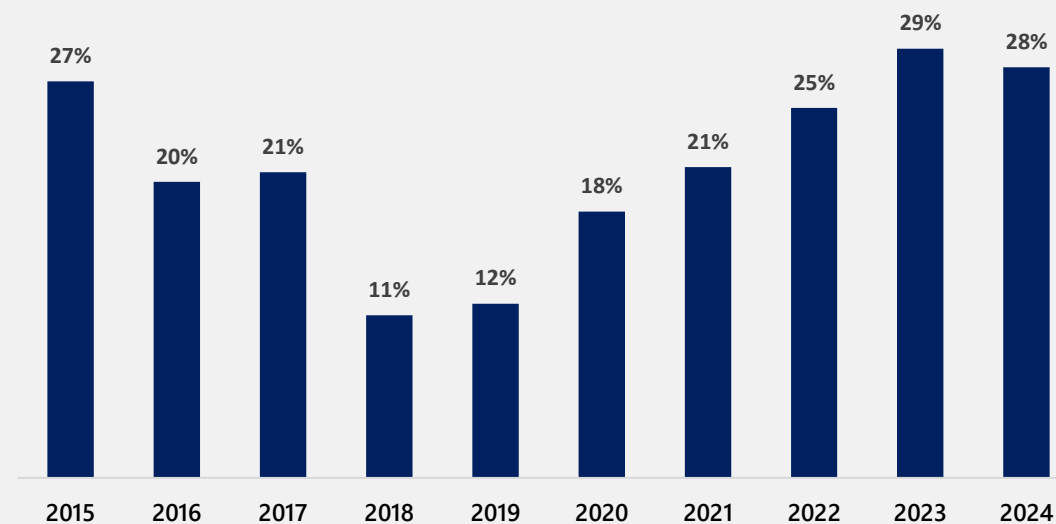
Basic earnings per share (TZS)



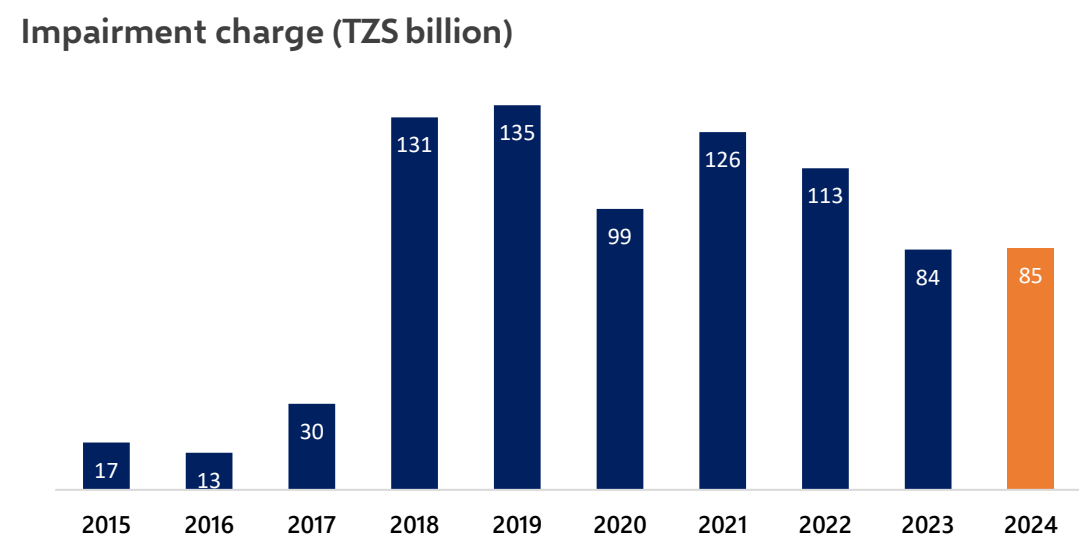
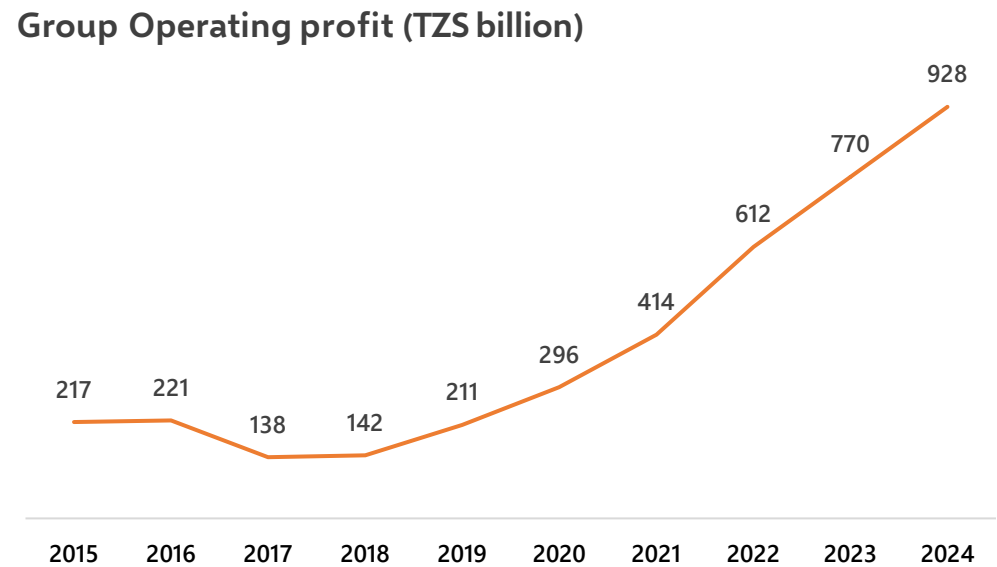
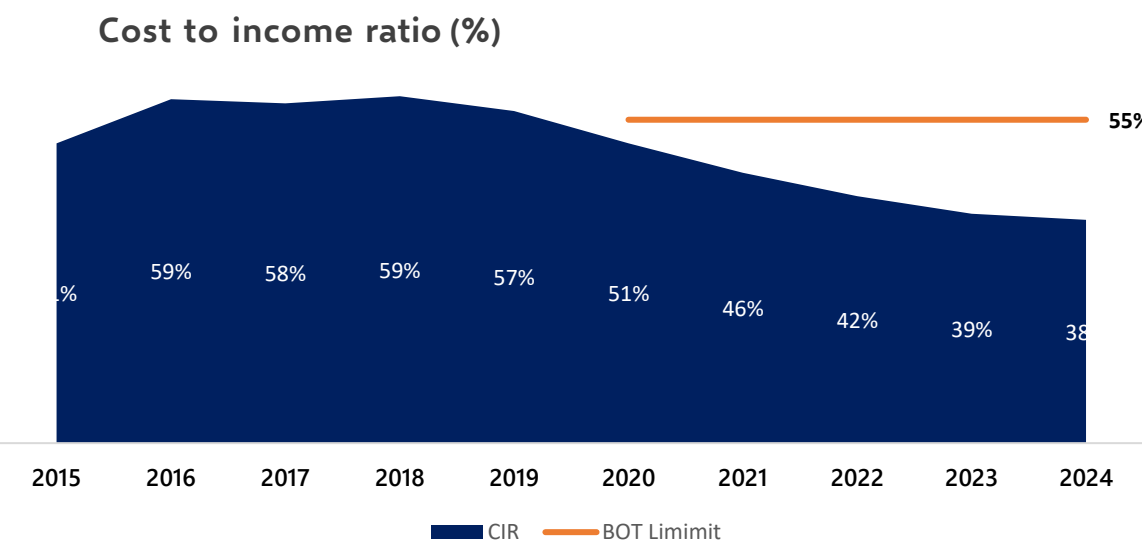
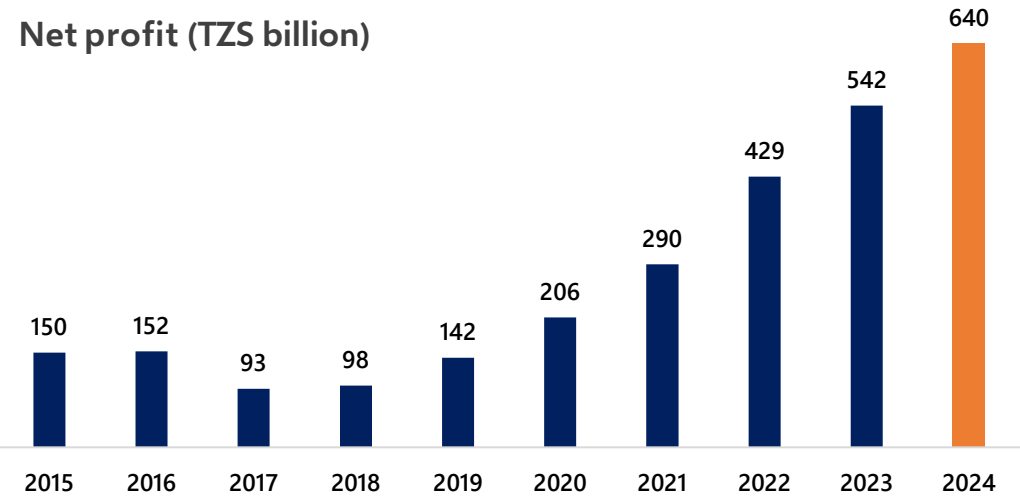
Book value per share (TZS)



Return on average equity (%)



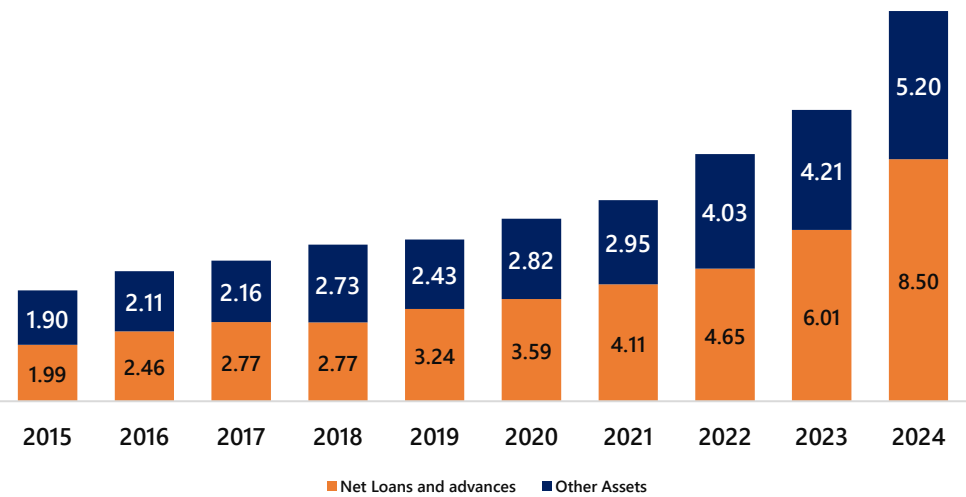
Our 10-year Journey (Continued)



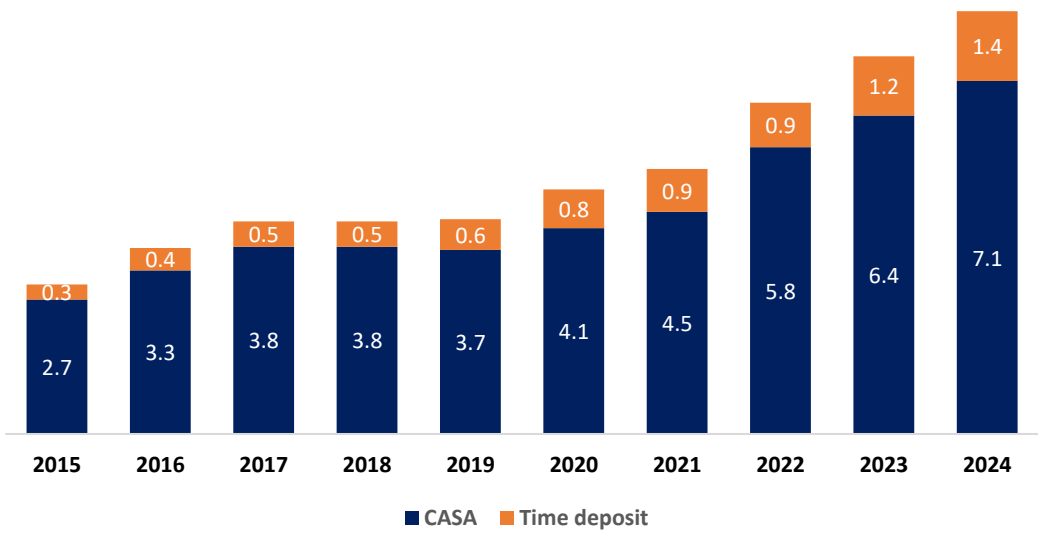


Our 10-year Journey (Continued)

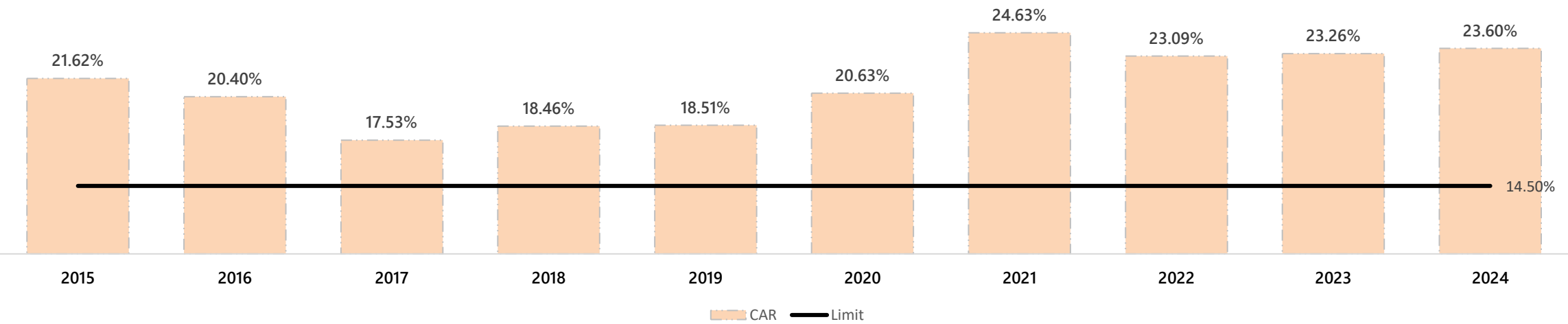
Total assets and net loans and advances (TZS Trillion)



Customer deposits and CASA (TZS billion)



Capital adequacy ratio (%)



Forward-Looking Statements

From time to time, we make written or oral forward-looking statements with respect to NMB Bank plc's Financial performance, Economic and business outlook, Management discussion, individual business reports together, and Support Functions updates. Generally, forward-looking statements are not based on historical facts but instead represent NMB Bank Plc's and its management's beliefs regarding future events. Statements that are not historical facts, including statements about NMB's beliefs and expectations, are forward-looking statements. Words such as "believe", "expect", "anticipate", "intend", "estimate", "forecast", "target", "predict", "commit", "ambition", "goal", "seeks", "strive", "potential", "project", "objective", "Plan", "reasonably possible", and other similar expressions or future or conditional verbs such as "will", "may", "should", "would" and "could" and or the negative thereof, other variations thereon or similar expressions are intended to identify forward-looking statements. By their nature, these statements require us to make assumptions that are subjected to inherent risks and uncertainties that may be general or specific. These statements are based on current plans, information, data, estimates, and projections, and therefore undue reliance should not be placed on them.

Any forward-looking statements contained in this Investor Presentation represent the views of management only as of the date hereof and are presented for the purpose of assisting our shareholders and financial analysts in understanding our financial position, objectives and priorities, and anticipated financial performance as at and for the periods ended on the dates presented, and may not be appropriate for other purposes. We do not undertake to update any forward-looking statement that is contained in this Investor Presentation or in other communications to reflect events or circumstances that arise after forward-looking statements were made except as required by law.

NMB BANK INVESTOR RELATIONS

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ANNUAL REPORT
2023



Thank You