

Mwanahisa

April edition 2020

87%

**YEAR ON YEAR (YOY)
GROWTH IN PROFIT
TO TZS 120 BILLION**



Being recognized as a leading bank in Tanzania we invite you to join us for a brighter tomorrow.

We were chosen mainly based on our strength in terms of network, financial inclusion initiatives



The bank that listens



We wouldn't have done this without our extended family stakeholders.
Asante Sana!



Over the years the bank has consistently been a market leader and innovator of value-added customer centric products to cater the respective needs of the market.

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The Bank registered 87% Year on Year (YoY) growth in profit to TZS 120 billion, compared to TZS 64 billion posted in 2018

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EDITOR'S NOTE

With the unfolding of every New Year, we make new year resolutions and mark renewing our continuous commitment to offer the best banking services to our customers.

“ Being recognized as a leading bank in Tanzania we invite you to join us for a brighter tomorrow. ”

Welcome to the first issue of Mwanahisa newsletter, bi-annual supplement designed for our valued shareholders and customers. Right up front, find out how our Bank is flourishing, then learn firsthand about the key milestones related to our services and products and the brand in general and how the digital transformation journey is helping to better customer experience and maximize shareholders in a fast-changing world. Find out how investing in CRDB Bank's shares has helped generate millionaires, as we provide you with the tips on shares investment.

Each of these stories speaks on our faith in the future, and we are excited to share them with you. I hope you enjoy reading our issue and do let us know if there are any other topics related to our services you'd like to see covered in the future issues.

Have a good read ahead.

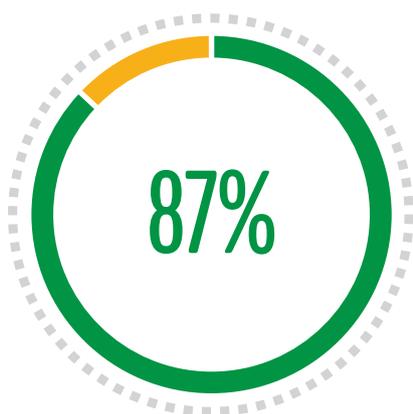
Tully Esther Mwambapa

Director of Corporate Affairs



Dr. Ally Hussein Laay

Board Chairman



The Bank registered 87% Year on Year (YoY) growth in profit to TZS 120 billion, compared to TZS 64 billion posted in 2018

CHAIRMAN'S NOTE

Dear fellow shareholders,

In line with our strong result, 2019 was a special year for CRDB Bank as the bank celebrated one year with the new MD, Abdulmajid Mussa Nsekela. The year was marked by significant progress owed to strategic changes made by the same.

“ Our journey of change has brought in fruitful results & it reflects the wisdom of board leadership, the support of our shareholders... ”

It has been a year of many firsts. It is the first year that the Bank made significant profit and led the market in all key indicators. It is the first year that the Bank's profit grew by over 87% to TZS 120 billion with deposits surpassed TZS 5 Trillion. With these strong results, our share price has started to appreciate. Obviously, our share price does not yet reflect the work the Bank is doing to strengthen capital due to impressive performance and a strong reputation in the market. We as shareholders have a role to play to educate the society on the strength of our Bank so that our share price can continue to be strengthened.

It is my undertaking that we engage our shareholders more as we continue to work towards optimizing the business by pursuing sustainability and entrenching a culture of service. Our journey of change has brought in fruitful results and it reflects the wisdom of the boards leadership, the support of our shareholders, the loyalty of our customers, the diligence of our employees and our strong proclamation of providing service that excels.

MD'S REMARKS

“ The Bank achieved another milestone as deposits from our customers surpassed TZS 5 trillion mark for the first time. ”

Our performance in 2019 is due reflection of the effectiveness of our new operating model. It has made the bank more efficient, from better grabbing businesses opportunities in the market to better utilization of the banks' abundant resources.

2019 was a remarkable year for CRDB Bank with stellar performance across the board. This translates to higher income and lower costs.

To improve the banking experience of all our customers, we continued to advance the banks digital credentials while introducing remarkable products all the while bringing convenience closer to our customers.

CRDB Bank remains at the forefront of innovations, and in that regard we have we made significant progress in designing products and services that are more inclusive.

Furthermore, we also continued to support the Government of Tanzania's drive towards industrialization and the creation of a middle-income economy.

During the course of the year, CRDB Bank has also established its position well above competition in Burundi.

In closing, I would like to thank all of you. Our shareholders for your continued belief in the Bank and its strategies. The Government of Tanzania for creating favorable conditions for businesses to prosper. Lastly, but not least, I thank the Bank's Board of Directors, Management team, as well as the talented and dedicated CRDB Bank staff for their unwavering contributions to a successful 2019.

We are looking forward to an exciting year ahead.



Abdulmajid Nsekela

Group CEO



POPOTE INATIKI

Kimbiza miamala yako
upendavyo



PIGA

PAKUA KWENYE

*150*03#



2019 FINANCIAL PERFORMANCE HIGHLIGHTS



The Bank registered **87% Year on Year (YoY) growth in profit to TZS 120 billion**, compared to TZS 64 billion posted in 2018



Customer deposits grew by 11% Year on Year (YoY) to **TZS 5.2 trillion**



Group total assets grew by 11% to **TZS 6.6 trillion**, up from TZS 5.9 trillion reported in the same period in 2018

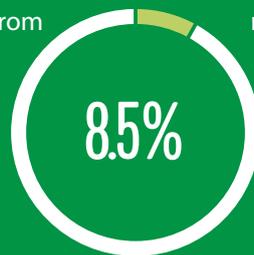


Loans and advances grew by 8% to **TZS 3.4 trillion**, compared to TZS 3.1 trillion reported in Q4 of 2018

Non-Performing Loans (NPLs) reduced significantly to



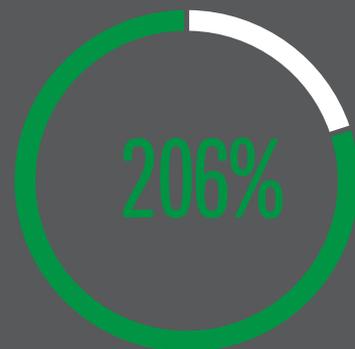
from



reported in 2018



CRDB Insurance Brokers Limited reported a 23% growth in after tax profit to **TZS 1.5 billion** from TZS 1.3 in billion reported in 2018.



CRDB Bank Burundi SA, a subsidiary of CRDB Bank Plc, recorded a **TZS 6.9 billion** profit, representing a 206% jump, from TZS 2.3 billion reported in 2018.

CLOSING THE FINANCING GAP IN INFRASTRUCTURE

construction of Julius Nyerere International Airport terminal III (JNIA) **USD 51 Million**

Infrastructure development is undoubtedly critical for a country's long-term economic growth and competitiveness as it impacts economic activities by increasing productivity, facilitating trade, and promoting innovation. The sector also provides the foundation upon which other sectors such as agriculture, manufacturing, and services can grow.

As a leading Bank in Tanzania CRDB Bank has always been at the forefront in supporting infrastructure development in the country. In 2019, the Bank launched a "Tupo Tayari" initiative extending its commitments in supporting various projects undertaken by the Government and private sector in realization of the country's Vision 2025 vision of building a semi-industrialized economy.

The Chief Commercial Officer, Dr. Joseph Ochieng Witts said that 'CRDB Bank is proud to be Tanzania's leading development partner in infrastructure development, and remains committed to supporting the Government to build the needed infrastructure for country's development.'

Last year 2019, the Bank took part in financing three of the major infrastructure projects in the country's, construction of Julius Nyerere International Airport terminal III (JNIA) with USD 51 Million, Standard Gauge Railway with USD 124 million and Nyerere Hydroelectric Power Project where the Bank partnered with United Bank for Africa (Tanzania) in a historic financial syndication to provide the USD 737.5m bank guarantee.

On a similar note, the Bank extended its efforts in supporting infrastructural projects by empowering local suppliers and contractors. The loans which are offered in the form of invoice discounting, purchase order financing and contract financing are issued free of collaterals. The Bank also



CRDB Bank is proud to be Tanzania's leading development partner in infrastructure development



offers guarantees and letter of credit for trade and project financing. Furthermore, the Bank conducted seminars for contractors across the country, starting with Dar es Salaam, Arusha, Mbeya, Mwanza, Mtwara and Shinyanga regions. Contractors and suppliers were trained on how best they can use the products to improve efficiency in their operations. The seminars were also attended by Tanzania Road Agency (TANROADS), Tanzania Rural and Urban Road Agency (TARURA), Tanzania Building Agency (TBA) and Contractors Registration Board (CRB).

The Government and other stakeholders commended the Bank for supporting local contractors saying the loans will help them counter the challenge of inadequate capital that has been facing them for a while and thus be able to complete the projects on time.

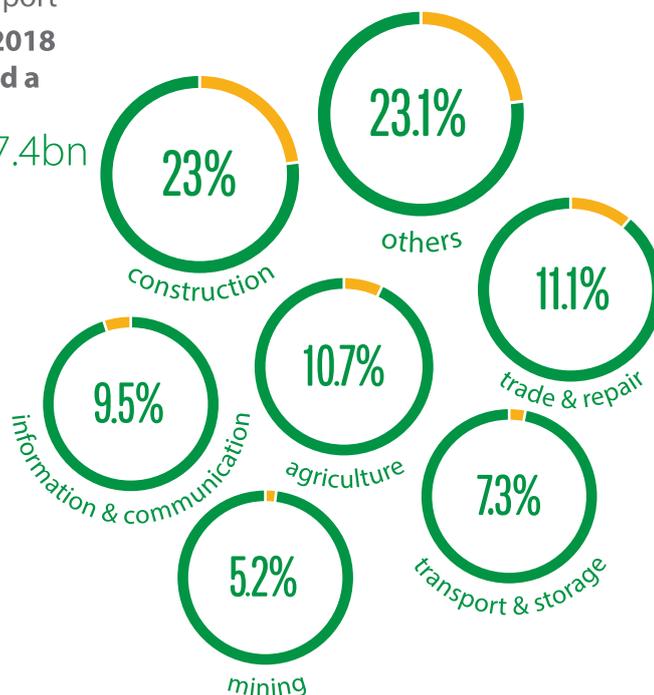
Speaking in one of the contractors' seminars organized by CRDB Bank, the Chairperson of Contractors Registration Board (CRB), Eng. Consolata Ngimbwa urged local contractors to take advantage of the financing opportunities offered by CRDB Bank instead of depending entirely on advance payment from the Government.



I applaud CRDB Bank for this initiative, it is a high time for local contractors to grab these opportunities which will enable them to implement infrastructure projects on time,



The World Bank report indicates that, in **2018 Tanzania recorded a GDP of USD 57.4bn**





CONTRACTORS' FORUM

CRDB Bank backs government's strategic projects

In a bid to support government's major infrastructure projects, the Bank came up with new products to back contractors, sub-contractors and equipment and service suppliers. A series of forums were conducted in Dar es Salaam, Mwanza, Mtwara, Arusha and Shinyanga while introducing the products in the market.



CRDB Bank Group CEO, Abdulmajid Nsekela delivering his speech during the forum for Northern Zone regions in Mtwara.



Mbeya Regional Commissioner, Albert Chalamila in Southern Highlands regions.



Minister of Industry and Trade, Innocent Bashungwa greets CRB Bank Chief Commercial Officer, Dr. Joseph Witts in Shinyanga.



A member of Parliament for Kishapu constituency and Managing Director of Junior Constructions Ltd, Suleiman Nchambi giving his remark during a Western Zone contractors forum ins Shinyanga.



Mwanza Regional Commissioner, John Mongela (C) in a group photo with Ilemela District Commissioner, Dr. Severine Lakila (2nd R), Mwanza Regional Police Commissioner, Jumanne Muliro (1st L), CRDB Bank's Director of Retail Banking, Boma Rabala, CRDB Bank Lake Zone Manager, Lusing Sitta and contractors from lake zone regions.

ALL YOU NEED TO KNOW ABOUT SHARES

230
branches across
the country.



What are shares?

Shares are like tiny ownership fractions of a company. If you own one, you own a little bit of the company and you will be known as a shareholder. A shareholder is entitled to a portion of profits the company makes when they are paid out as dividends.

Shares are issued by the company and sold to investors for cash in an initial public offer or float in a “primary market”. After the initial sale, shares are then bought and sold on the stock market, and these are called the “secondary” market. Shares from big companies are traded on the Dar es Salaam Stock Exchange (DSE) and they are known as “listed shares”. The words “shares” and “stocks” or “equities” are referring to the same thing. These three words mean a piece, tiny fraction of a company.

How does investing in shares work?

Investing in shares means buying, keeping them and/or sell them in order to make money. There are two ways of making money from shares; One is by shares appreciating in value in their price going up and secondly is by getting dividends from the company’s profit.

Investing in shares for a long enough period can create significant returns as the markets generally tend to go up. As the company grows and makes profits it becomes more valuable, this has a direct impact to the share value (share price) of the company. That means your investment increases value. Tiny amounts invested a decade ago would be worth a great deal now. Ole Sirikwa story is evidence of that.

Payments from the company’s profits each year are known as dividends. Investors may buy shares specifically for this income. Many companies generate substantial amounts of profits every year. They may use some of that money to invest back into the business to expand their operations or improve operational efficiency. But a proportion of that money is usually paid to shareholders as a dividend. As dividends are usually paid out once or twice a year, they can provide shareholders with a stream of regular income.

How to buy shares?

Investing in shares can seem daunting to anyone who is new to buying and selling shares. However, there are a number of advisory services and tools to get you started. The first step is deciding whether you want to pay a broker or financial adviser who can help you to trade and manage your shares.

As the leading financial service provider, CRDB Bank offers custodial services connecting investors to financial and capital markets home and abroad. The Bank has partnered with Solomon Stockbroker Ltd and Orbit Securities Ltd, the listed stockbrokers at Dar es Salaam Stock Exchange (DSE) to provide investors opportunities to trade shares through its network of branches across the country.

When an investor walks in CRDB Bank to buy shares, the first step is to help them open a CDS (Central Depository and Settlement) account. The CDS account enables an investor to buy and sell shares at the Dar es Salaam Stock Exchange (DSE). For an individual, to open a CDS account, one has to fill in the CDS form and submit both a copy of ID and passport.

In regards to companies, they should submit a filled and signed CDS Account application form, a copy of Certificate of Incorporation, copies of the company’s Directors IDs and a copy of MEMARTS (Memorandum and Articles of Association). Functions of a CDS account are similar to your savings account, where your cash savings are stored. No matter where you have bought your stocks, they will be kept safely on your CDS account.

After opening a CDS account, a customer/ investor will be provided with investment advice and assistance to trade in the stock market. The Bank has more than 230 branches across the country. This provides investors with a convenience to buy or sell shares at their locality.

UNDERSTANDING THE UNITED NATIONS GREEN CLIMATE FUND ACCREDITATION



CRDB Bank Group was recently accredited by the United Nations Green Climate Fund (GCF) Board as a financial intermediary for Green Financing in Tanzania.

The Group became the first commercial bank in East and Central Africa to receive the endorsement. The accreditation has far reaching benefits to the bank, its customers and shareholders. Mwanahisa explores some of these benefits with Mr. Kenneth Kasigila, CRDB Bank's Manager for Strategic Alliances. Here's an excerpt from our conversation.

Mwanahisa: First of all, congratulations on the accreditation, well-deserved. Tell us more about it.

Kenneth: We are proud of this achievement and are very excited because the accreditation validates our quest to become an environmental steward in East Africa. CRDB Bank merited for this accreditation following an extensive due-diligence assessment,

conducted by GCF Board to establish our preparedness in managing climate change programmes. The GCF Secretariat told us that our application was adequate, which means that we aptly demonstrated readiness to handle climate finance programmes.

In my view, this endorsement gives us a very unique opportunity to make a huge impact in Tanzania, given that we are the first commercial Bank in East Africa and 3rd in Africa to obtain it, after Ecobank Ghana and Attijariwafa Bank of Morocco.

As an accredited entity we are allowed to carry out a range of activities, which usually include the development of funding proposals and managing projects and programmes in the context of sustainable development. GCF promotes a paradigm shift towards low-emission and climate-resilient development pathways by providing support to developing countries to limit or reduce their greenhouse gas emissions and to adapt to the impacts of climate change.

In supporting individual countries, the Fund considers needs of those developing countries particularly vulnerable to the adverse effects of climate change.



Mwanahisa: How was CRDB Bank selected and what made it the most suitable institution to champion green financing?

Kenneth: *The National Designated Authority, which is domiciled in the office of the Vice President, first nominated us Her Excellency Samila Suluhu Hassan. We were chosen mainly based on our strength in terms of network, financial inclusion initiatives and our track record in financing projects that have a positive impact on climate change, especially in renewable energy.*

I wish to heartily thank her Excellency and the entire team for the guidance and cooperation extended to us to ensure that we sail through to a successful accreditation. I believe that as a patriotic Bank, we are ready and willing to play a big role in supporting our government in all sustainable development initiatives, including but not limited to, renewable energy, mass mobility through rapid bus transit systems and railways, provide modern and sustainable housing estates in cities and afforestation among others.

We were chosen mainly based on our strength in terms of network, financial inclusion initiatives

We have been very focused on playing an active role in mitigating effects of climate change

Mwanahisa: What is Green Financing in the context of Tanzania and what should the people of Tanzania expect from this accreditation?

Kenneth: Well, green financing is essentially any financial instrument or investment in exchange with delivery of positive environmental externalities that are real, for example climate change mitigation. In as far as climate change is concerned, Tanzania is among countries seen as highly vulnerable globally. The challenge of climate change mitigation requires commitment and participation of all countries.

Under the auspices of the United Nations Framework Convention on Climate Change (UNFCCC), Tanzania is ready to participate provided there is adequate and sustained support. This is elaborately articulated in Tanzania's climate change strategy, whereby as a country we have committed to do our part by improving the energy availability, to reduce deforestation, improve energy diversification and efficiency of major energy consuming sectors, including, power generation, manufacturing, and transportation.

CRDB Bank is ready to work with GCF to support both public and private entities in Tanzania in implementing sustainable development projects, through provision of affordable loans, guarantees and equity. We have been given a medium access category which allows us to finance different vital green projects to the tune up to USD 250 million per single. We are also able to finance multiple large-scale projects with high impact to the social and economic development of Tanzania.

Mwanahisa: CRDB Bank is a listed company with many shareholders and investors. How will they benefit from this accreditation and what does it mean for the business as a whole?

Kenneth: As a business, this accreditation opens up a new line of business, meaning that as a bank we now have a source liquidity. It also expands our forex business and places us in a better position to create new and meaningful partnerships.

In addition, we will also get upfront commissions from financed project, and benefit from grants for capacity building in green financing and project preparation. In its entirety, championing green

financing in this region will elevate the Bank's brand and image to the rest of the world. We expect that with the improved business, resulting from this new line, our profitability will grow and in turn impact positively on the returns to our investors.

Mwanahisa: How does the Fund fit into the Bank's Corporate Social Investment strategy?

Kenneth: Our CSI strategy addresses the issue of environment, which is in line with the United Nations Sustainable Development Goals. We have been very focused on playing an active role in mitigating effects of climate change, which is addressed under Climate Action (goal number 13) in the SDGs. As a Group, we believe that the economy and the environment are closely linked and many economic activities have a direct impact on the environment. We see climate change as a central issue to consider because it is the biggest threat to a sustainable future.

Mwanahisa: How much is the total fund and what kind of projects will CRDB Bank support through the Fund?

Kenneth: The GCF is the world's largest dedicated fund helping developing countries reduce their greenhouse gas emissions and increase resilience through enhancement of the country's ability to respond to climate change. GCF launched its initial resource mobilisation in 2014, and rapidly gathered pledges worth USD 10.3 billion. These funds come mainly from developed countries, but also from some developing countries. As of October 2019, the Fund (GCF) was worth US\$9.7 billion.

Mwanahisa: How will CRDB Bank customers benefit from this accreditation and when do we expect it to roll out?

Our customers are always at the centre of our decisions. I believe that with the accreditation comes a bouquet of good tidings, among them the availability of funds to support entrepreneurship activities that are in line with sustainable development and, more so, climate action.

GCF launched its initial resource mobilisation in 2014, and rapidly gathered pledges worth

USD **10.3b**

Here are the answers to the questions most commonly asked by our Shareholders



Do you have a shareholders' helpline?

Yes, we do. Should you have any queries, you can contact Investor Relations through +255 22 221 2900 or through our email shareholders@crdbbank.com or investorrelations@crdbbank.com from Monday to Friday between 08:00 am and 5:00pm.

How do I claim uncollected dividends?

Shareholder should write a request letter and visit the nearest branch to fill a Shareholder Updation Form, attaching a copy of CDS receipt, and a copy of Identity card (NIDA/ Voters ID/ Passport).

Can I take my dividends as shares rather than cash?

Yes, the Bank has a Scrip Dividend Scheme. Shareholders who participate in the scheme receive their dividends in form of shares instead of cash.

My share certificate has been lost/stolen – how do I get a replacement?

If you have lost your share certificate, you are advised to report it to the nearest police station to obtain a police loss report and visit the nearest branch to fill shareholder loss form, shareholder Updation form and legal form and submit a copy of identity card.

Steps to be followed Shareholder:

- Application letter
- Amendment form & Indemnity form
- Police loss report
- Copy of National ID / Voter ID / Driving License / Passport
- Bank Pay Slip of TZS 2000/= (Account no. 0150305954000, Account name: CSD & Registry Co. Ltd)

If the shareholder dies what will happen to his/her shares?

Shares are assets like any other assets (house, land, car etc), which are transferable and inheritable. Dependants of a deceased shareholder are entitled to inherit shares owned by the deceased according to the Will or the governing law of the Country.

Steps to be followed by Administrator/Heir:

- Application letter
- Original CDS Receipt share certificate
- A letter of Administration from Court (Form No. IV)
- Amendment form
- Copy of death certificate
- Minutes from family members
- Copy of National ID / Voter ID / Driving License / Passport
- Bank Pay Slip of TZS 2000/= (Account no. 0150305954000, Account name: CSD & Registry Co. Ltd)
- Copy of Birth certificate if the administrator is the deceased's Son / Daughter or Copy of marriage certificate if the administrator is the Deceased's wife/ husband.

If shareholders are not able to attend the General Shareholders Meeting, how can they preserve their rights?

Shareholders can appoint another person as his/her proxy to vote on his/her behalf at the AGM. The appointed proxy has to submit the duly executed proxy form to the nearest branch before attending the meeting or at the office of Company Secretary.

WHY IT IS THE RIGHT TIME TO BUY CRDB BANK GROUP SHARES

CRDB Bank is arguably the best-performing commercial in Tanzania today. The Bank is the largest financial services provider, with an asset base of TZS6.5 trillion as at December 31, 2019. During the 2019 FY, the bank posted impressive results with profits rising 87% to TZS 120 billion.

The Group also collected impressive deposits amounting to TZS 5.05 trillion, which meant that the Bank commands the largest share of the total deposits in the market at 23%. The deposits constitute 20.2% of the group's total assets.

Good Prospects

From a business perspective, this growth is very good because it illustrates the Group's funding capabilities for loans and other investments (liquidity). The Bank was also able to reduce its bad loans in 2019 to 5.5%, which means it has a healthy loan book, compared to a majority its peers.

These positive attributes signal a promising future for CRDB Bank, whose shares have been trading at the Dar es Salaam Stock Exchange (DSE) for a decade now.

Of course, the good performance comes as good news to shareholders, since there's recommendation by the Board of Directors for a dividend pay-out of TZS17 per share (subject to shareholders' approval).

But even with these prospects, there have been widespread concerns about the low share price, which continued to persist in 2019, despite the positive results being reported. Shareholders, owning small number of shares, have remained uncertain about their future prospects and fear losing their money, because of the significantly low share price.

Grossly Undervalued

On the other hand, analysts have pointed out that CRDB Bank is grossly undervalued, because the current price does not reflect the true value of the Bank Group. These concerns are, with no doubt, valid and are partly addressed in this article.

First, on the issue of low earnings, it is expected a low share price would affect retail shares on account of volume. Simply put, a shareholder with say 5,000 shares will only expect to draw TZS 80,000 in dividends, which is very little, considering it can only be drawn once a year. This makes the share price not so favourable for small or short-term investors.

Secondly, it is widely believed (and accurately so), that CRDB Bank is undervalued, primarily because there seems to be no relationship between the bank's good performance and the share price, despite the high volume of shares traded.

Most Active Counter

Throughout the year, CRDB Bank remained the most active counter, with the highest shares traded, accounting for 85% of the total traded volume at the bourse in 2019. A total of 206.8 million shares were traded, which is incidentally the biggest in the recent history of the DSE.

So, why was share price low in 2019?

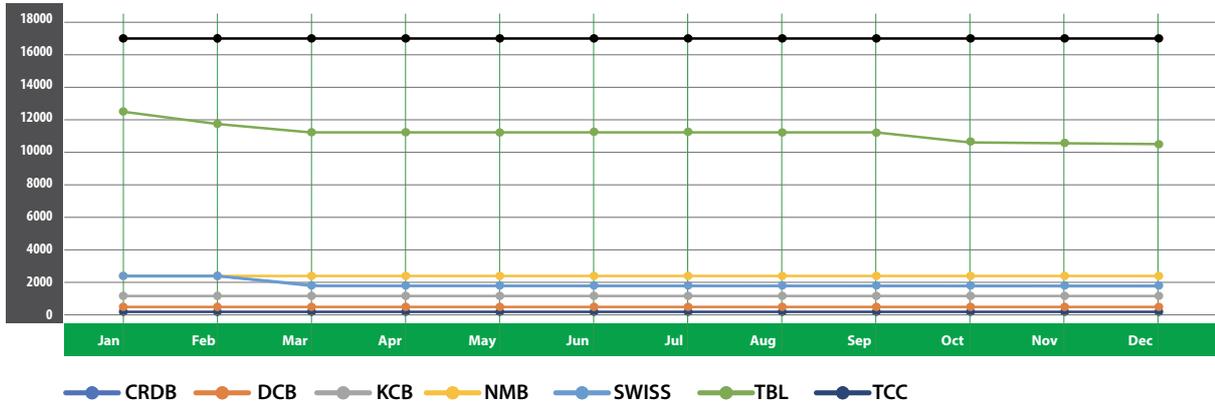
Well, apart from the obvious factors such as the history of bonus shares, share split and the Rights Issue (which caused oversupply in the market), there has been a general decline in share prices at the DSE, with the exception of Tanzania Cigarette Company (TCC), which has remained unchanged for over a year.



206.8m
shares were traded

In 2019, most shares performed dismally, with many registering zero movement, which points to a general slowdown at the bourse.

2019 Share Performance Comparison With Peers



So, it's not the CRDB Bank share, it's the market.

Some brokers have argued that the low price was probably because of the consolidation and strengthening of overseas markets, especially the US, where the federal Reserve Bank increased interest rates for banks to moderate the economy. This, in their view, has stimulated business, hence creating strong markets abroad, which have prompted investors, who had invested their capital in emerging markets, mostly Africa, to transfer capital back home, hence the heightened selling among foreign investors.

A Question of Regulation?

Locally, however, there have been concerns on regulation, procedures guiding exits and investor protection laws with calls for DSE and the regulator, Capital Markets and Securities Authority (CMSA) to streamline regulation of the market.

Weak regulation exposes investors to risks of losing their investments – a possible reason for investor to exit for much stable markets.

A summarised trading shows an increase in investor appetite for CRDB Bank shares with local investors purchasing in excess of 85 million shares (41%) in 2019, whereas foreign investors bought close to 122 million shares (59%).

You can therefore say that the CRDB Bank share is perhaps the only share on the Dar es Salaam Stock Exchange, that was driven by market forces (demand and supply). This has created good liquidity for the bank, acts as a harbinger for strategic investors.

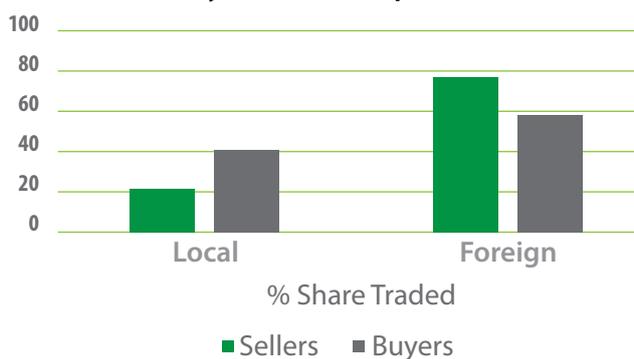
A Good Buy

In share trading, the rule of the thumb is simple: 'buy low, sell high.' It is wise to buy undervalued shares and sell overvalued ones. With the declining price therefore, the CRDB Bank share fits the bill as a good buy; especially for long term investors.

This is in light of the good financial performance reported by the bank in 2019 FY.

Small and short-term investors will likely pull out, which will create opportunities for long-term/Strategic investors. When this happens, the share price will stabilise and start appreciating to reflect the true value of the bank.

Buyer/Seller Comparison



oreign investors
bought close to
122m
shares **59%**

THROWBACK - LAST AGM



The new young, energetic and visionary Bank's Managing Director and Group CEO, Abdulmajid Nsekela made his first ever speech that shared his vision of transforming the Bank which could eventually maximize shareholders return. The rest is history but last years' performance speaks for itself. To add ice on the cake, for the first time the Bank's shareholders seminar was graced by a high profile Guest of Honor, His Excellency, Majaliwa Kassim Majaliwa. It was such an honor for everyone who attended the seminar.





AFRICAN LEADERSHIP MAGAZINE CONFERS HALL OF FAME ON CRDB BANK GROUP CEO ABDULMAJID NSEKELA



Receiving the award on his behalf, CRDB Bank's Director of Corporate Affairs Tully Mwambapa said "I can think of no one more deserving of being in the African Leadership Magazine Hall of Fame other than our Bank's MD, Abdulmajid Nsekela. He is reshaping the financial industry to play an increasing role in social-economic development projects," said Mwambapa.

Past outstanding honorees of the African Leadership Magazine, who are also members of the Hall of Fame include H.E. Jakaya Kikwete, former President of Tanzania, H.E. Goodluck Jonathan, former President of Nigeria, Dr. Mo Ibrahim, Founder Mo Ibrahim Prize for Leadership and Mohammed Dewji, CEO METL Group, Tanzania.

The award was established to spotlight ground-breaking contributions by leaders and top-level executives who exemplify integrity, excellence, trust and has built a regional competitive organization.

Hall of Fame awardees were also acknowledged for their passion, knack and commitment to diligence, success and transformational leadership in their bid to make Africa prosperous. Nsekela was among top leaders recognized as business superstars, for their exemplary leadership. Nsekela expressed his thoughts on being conferred the 'Hall of Fame' honour, "I am humbled and delighted to be recognized in the African Leadership Magazine Hall of Fame honour list. This recognition is also an affirmation of my teams' dedication to facilitate exemplary customer service and business. Thank you for recognizing our work".

The Tanzania Ambassador to South Africa, Rtd. Major General Gaudence Milanzi hinted that Nsekela's Hall of Fame award reflect on the remarkable work he has done in transforming not only CRDB Bank but also the financial industry in Tanzania. "I wish to extend my heartiest congratulations to the CRDB Bank's MD Nsekela. I simply could not be prouder of his achievement on this momentous occasion," added Ambassador Milanzi.



Tanzania Ambassador to South Africa, Rtd. Major General Gaudence Milanzi (C) with the Director of Corporate Affairs, Tully Mwambapa and the President of African Development Bank, Akinumwi Adesina.



South Africa Minister for Corporative Governance and Traditional Affairs, Her Excellency, Nkosazana Dlamini-Zuma the CEO's Hall of Fame Award to Director of Corporate Affairs, Tully Mwambapa. Looking (1st right) is the President of African Development Bank, Akinumwi Adesina and



POPOTE INATIKI

na **TemboCARD**

Chanja kiulaini,
TemboCard popote
inatamba



How 1 Million Shillings Investment in CRDB Bank Shares Changed Fortunes for Arumeru Farmer

He's agile, warm and very exciting to talk to. This is a wandering mind's description of Mzee Emburis Ole Sirikwa, a fine old chap with a signature curly hairstyle.

Ole Sirikwa, an accomplished farmer from Oldonyosambu, never misses to attend the CRDB Bank Annual General Meeting. He's the embodiment of diehard brand fanatic whose belief in the CRDB Bank brand is enviable.

He makes passionate contributions during the meeting sessions and says he's proud to be among the people of Tanzania, who invested in CRDB Bank – a homegrown brand and a leading player in the financial services sector.

"I was hooked to CRDB Bank from when it was still a corporative society because it focused on providing loans to farmers," Ole Sirikwa says. "When CRDB transformed into a commercial bank, I wanted to stay on because I believed in its future," he adds.

Ole Sirikwa, hails from Arumeru and has been a shareholder of the Bank since the early 90's, the CRDB was incorporated into a limited liability company. This was after the Danish International Investment Agency (DANIDA) established an Investment Fund and subscribed to 30% of the bank's shareholding. DANIDA'S subscription was on condition that Tanzanians subscribe to 70% of the bank's shares.

When the Bank listed on the Dar es Salaam Stock Exchange (DSE) IN 2009, Ole Sirikwa's investment took new dimension. He vividly recalls how he made a decision to buy shares and has never regretted his decision.

"It has been a fulfilling journey, I would say. It started with so many challenges because many people did not understand where it would lead to," Ole Sirikwa reminisces.

As a farmer, Ole Sirikwa says he wanted to be part of an institution that had a good plan for Tanzania farmers, because he says he believed farming would unlock the economic potential of the country.

24 years later, Ole Sirikwa says, CRDB Bank has grown to become a big institution in the country and it's today "an earmarked bank in the republic," he opines.

For Ole Sirikwa, gathering the courage to invest in the stock market, and keeping faith in his own investment has been a critical factor to his success.



Nostalgically, the Maasai farmer recalls spending just 1 million to purchase a total 1,000 shares in the Credit and Rural Development Society, only to later watch his investment blossom into millions of shares on listing at the Dar es Salaam Stock Exchange (DSE).

“My shares appreciated so significantly to more than 50 million, just before CRDB Bank was listed on DSE,” he fervently recounts.

Trading in shares has earned Ole Sirikwa good profits and enabled him to invest in farming. As a matter of fact, his earnings from shares enabled him to purchase a tractor and sink a borehole at his Oldonyosambu farm.

Today, Ole Sirikwa says, his borehole serves the entire Oldonyosambu, free of charge, providing enough water for livestock and crop farming to the community, including watering his coffee farm that ‘produces high quality berries’.

“I am proud to be part of CRDB Bank, because it has

changed my life and earned me tremendous respect in my community,” Ole Sirikwa acknowledges.

Like other shareholders, the Septuagenarian farmer says he has confidence in the Bank’s future and advises potential investors seize the opportunity and invest in the bank

“If you want to invest in stocks, you must be patient with your investment to reap maximum benefits in future. Don’t reap the fruits too early. Continue investing until you get to the optimum,” he advises.

Our writer caught up with CRDB Bank Board Chairman Dr. Ally Hussein Laay who was recently awarded a Doctorate of Business Administration Degree (DBA) by Commonwealth University London, UK.

Dr. Laay congratulations on obtaining a doctorate degree in Business Administration. How do you feel and what does this mean to you and CRDB Bank;

Thank you, It is really a great honor indeed. Thanks to Allah, my family and everyone at CRDB Bank for making this possible.

I believe this means that our collective efforts in adhering to good governance and steering CRDB Bank in the right direction is being noticed. This gives us more courage to move forward and stay in line with customer needs and demands while adhering to the best practices.

Retrospectively, while most people associate a (Ph.D.) with academic progression alone, I feel like it is an essential accolade for leading a mega-sized organization like CRDB Bank. We try to set the bars as high as possible. With my experience in the field and previous professional background, adding a PHD. can only have more powerful commercial consequences. As a chairman, I also feel obliged to inspire our staff to go as far as possible academically, a doctorate degree in any field can only bear better fruits for their personal career growth and consequently enhance their productivity.

2019 was a great year for CRDB Bank, apart from being the most profitable Bank in the country, the Bank has also been accredited by the United Nations Green Climate Fund (GCF) as a financial intermediary of choice in the country. Well done.

Thank you. This is an honorable recognition from a very reputable institution, The United Nations. With this accreditation, we are now able to support both public and private entities in implementing sustainable development projects through the provision of affordable loans, guarantees, and equity.

As the Board, we are delighted by this accreditation, and I would like to encourage everyone with viable projects that require funding to reach us as soon as possible. On a similar note, I would like to congratulate everyone at the Bank, under our new, young, and innovative CEO

Abdulmajid Nsekela, for a brilliant and marvelous job that has led us to be the only bank in the sub-Saharan region, to be trusted by such a reputable institution. Hongereni sana!

Does the Bank or Board have any plan to increase the number of countries in which your businesses operate?

Absolutely. CRDB Bank now has a presence in Tanzania and Burundi.

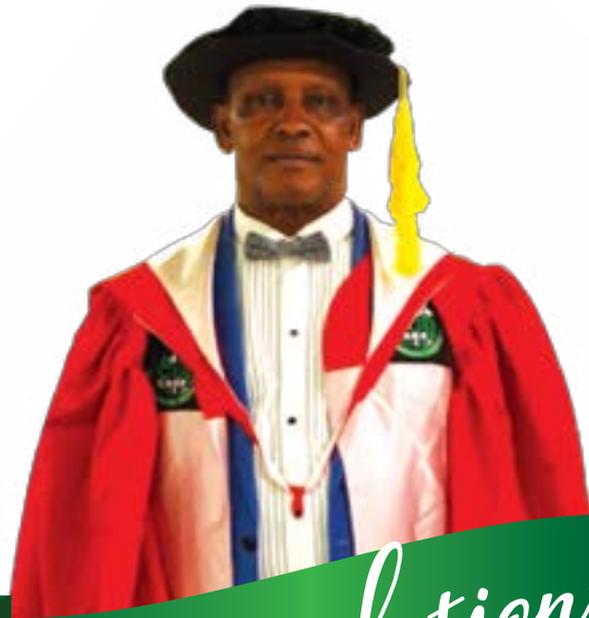
We have recently acquired a license to open a subsidiary in DRC Congo as part of our expansion strategy. Within the East African region, we plan to leverage on our size as one of the top 5 banks in the region, we have strategically aligned ourselves to make sure we have a presence in each East and Central African country by the year 2025 either physically or digitally.

How important is making a positive impact in the society to you and the CRDB Bank board?

CRDB Bank strongly believes in giving back to the community. This is why, as the Board, we have made a Corporate Social Investment of setting aside 1% of the Bank annual profit to go into solving our society's hurdles.

Every time we build another classroom, hospital ward, or dig one more fresh water well, we feel the same joy the beneficiaries feel. Hence why we take pride in giving back to the community.





Congratulations

The Board of Directors,
Management & staff of
CRDB Bank

are proud to congratulate the Bank's Board Chairman,
Dr. Ally Hussein Laay, PhD for being awarded
a Doctor of Business Administration Degree (DBA)
by the Commonwealth University.

The doctorate is in recognition of Dr. Laay's immense
contribution towards the growth and development of the
financial industry in the country.

