

Housing & Development Bank
بنـك التـعـمـيـر و الإسـكـان

December-2025

INVESTOR RELATIONS

PRESENTATION







AGENDA

01 Macroeconomic Overview & Executive Summary

02 At a Glance

03 Strategy

04 Our Strategic Success by Numbers

05 Business Model and Performance Overview

06 Financial Performance Highlights

07 Corporate Governance

08 Responsible Banking

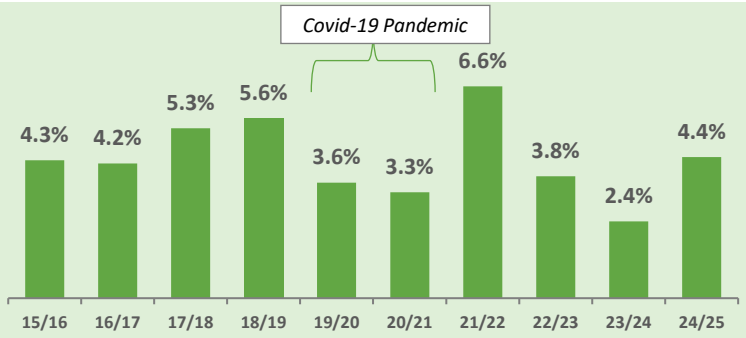
09 Investment Thesis

10 Appendix

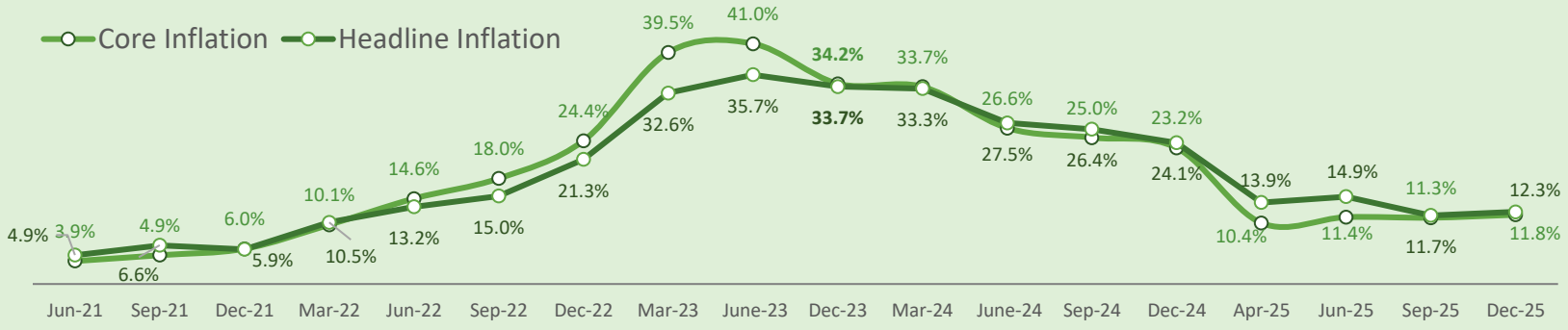
Egypt's Macroeconomic Environment – An Undervalued Market with Attractive Fundamentals

Despite external market challenges impacting the nation's economy, Egypt presents itself as an undervalued emerging market with attractive fundamentals and a proven track record of implementing ideal fiscal and monetary policies to cushion the impact from external challenges and maintain its strong footing and path for growth

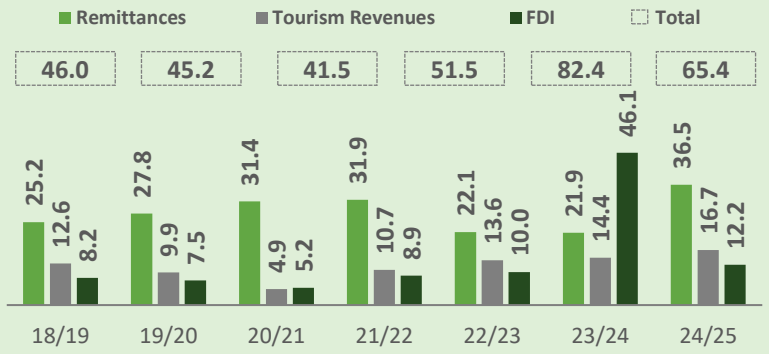
Real GDP Growth (%)



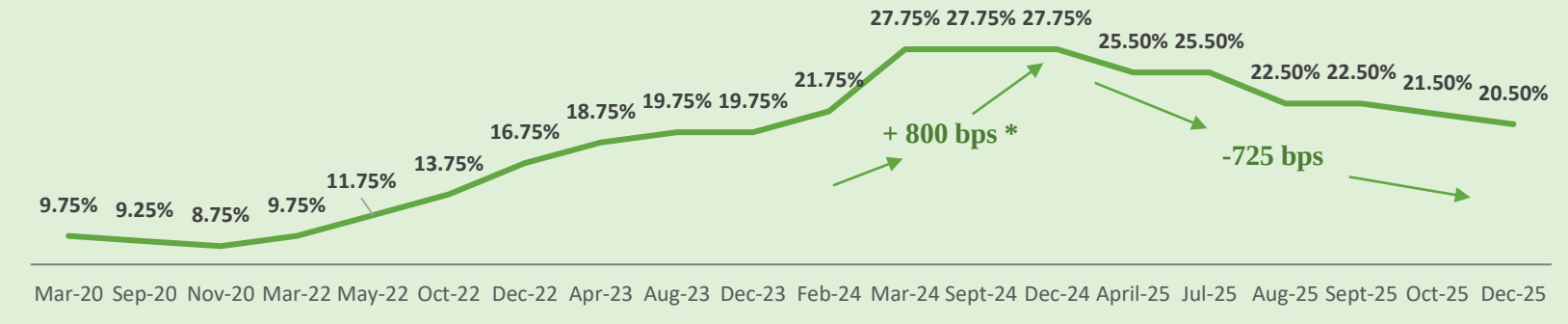
Inflation (%)



Foreign Inflows (USD Bn)



Discount Rate (%)

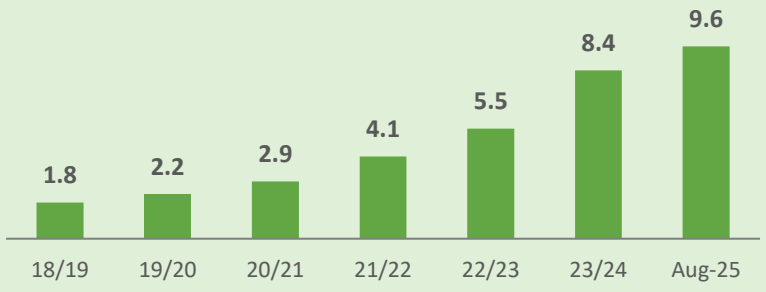


Source: CBE, MPED ** 600 bps was a sudden Decisions of the 6Th Mar Special MPC meeting* *-Worth mention that Discount rate is 20.50% in Dec 2025 according to the last MPC.*

Egypt's Banking Sector – A Growing Economy and a Largely Underbanked and Unbanked Population Presents Clear Opportunities for Banking Institutions in Egypt

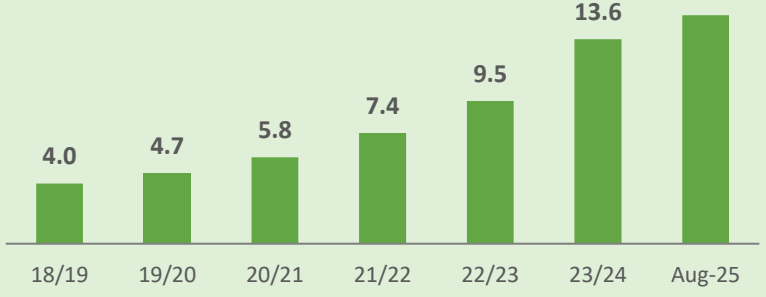
Increasing Loan Appetite

Loans (EGP Trn)



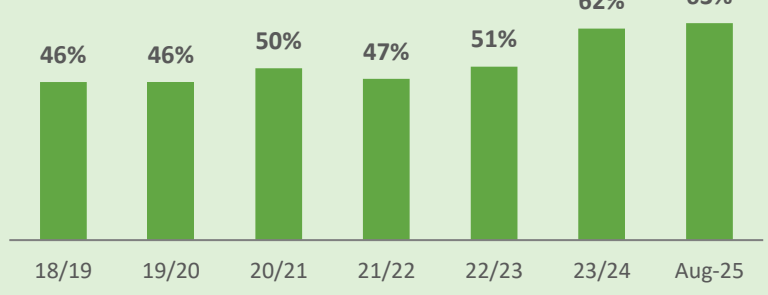
Steady Deposit Growth

Deposits (EGP Trn)



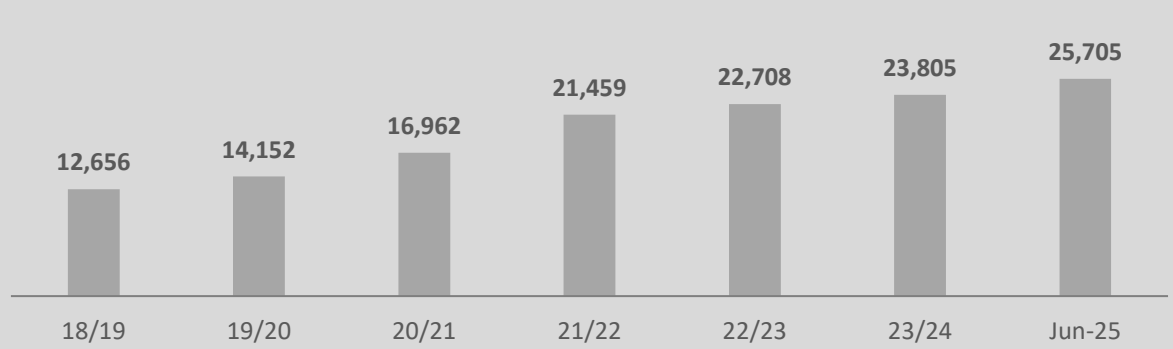
Healthy LDR

Loan to Deposit Ratio (%)

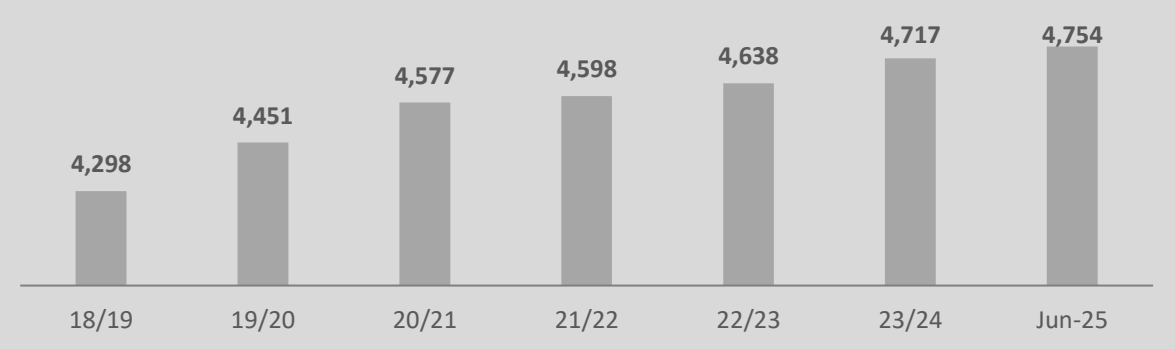


Growing demand for commercial banking services is evident in constantly expanding networks and points of contact

Total # of ATMs



Total # of Branches



Source: CBE **According to the last announced CBE Report*

AT A GLANCE

One of Egypt’s Strongest
Commercial Banking Institutions



Executive Summary

Who We Are

Housing and Development Bank is a name that has a history and a pioneering role in the real estate sector for more than four decades.. We were able to gain the confidence of our customers through our extensive experience and distinguished human cadres by

Our Transformation from Sectoral to Commercial Bank



Identified an opportunity to penetrate Egypt's growing commercial banking space



Implemented a restructuring supported by a three-pronged strategy to establish the building blocks that would accelerate HDB's growth in the commercial banking space



The Bank reaped the rewards of its successful strategy, and now boasts a strong and growing presence in Egypt's commercial banking sector

Total Assets

EGP 229.8 Bn

▲ 28.1% YTD

Gross Loans

EGP 65.7 Bn

▲ 17.4% YTD

Customer Deposits

EGP 179.1Bn

▲23.6% YTD

Net Income

EGP 17.2 Bn

▲ 55.9% y-o-y

ROAE

55.7%

A Long-Standing Name in the Egyptian Banking Space

HDB is a leading commercial bank boasting a +45 year track record

Leveraging its longstanding name in Egypt to accelerate commercial banking growth

The Bank's performance is also supported by its lucrative legacy real estate investment arm

Providing a comprehensive set of customer-centric commercial banking services



Retail Banking



Corporate Banking



SME Banking

Growth across the bank's portfolio driven by duel-driven growth in the Bank's retail and corporate loans

Gross Loans		Customer Deposits	
EGP 65.7 Bn		**EGP 179.1 Bn**	
▲ 17.4% YTD		▲23.6% YTD	
Corporate*	Retail	Corporate	Retail
EGP 32.8 Bn ▲ 15.6% YTD	**EGP 32.9 Bn** ▲ 19.3% YTD	**EGP 74.9 Bn** ▲ 16.1% YTD	**EGP 104.2 Bn** ▲29.5% YTD

Solid performance across the balance sheet due to efficient management of the Bank's portfolio

55.7%	8.4%	14.5%	16.1%
Return on Average Equity (FY-2025)	Return on Average Assets (FY-2025)	Net Operating Margin (FY-2025)	Net Interest Margin (FY-2025)

** Includes SME loans*

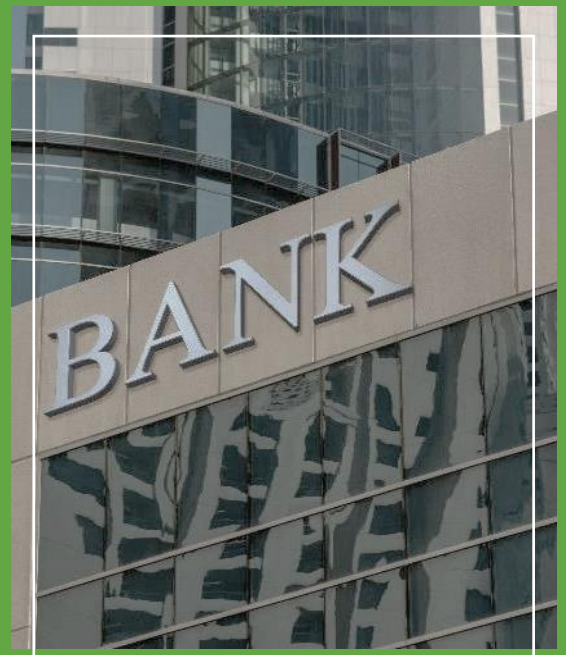
Boasting an Expansive Footprint Across the Nation

HDB's Growing Nationwide Footprint Allows Easy Accessibility to its Banking Network



457

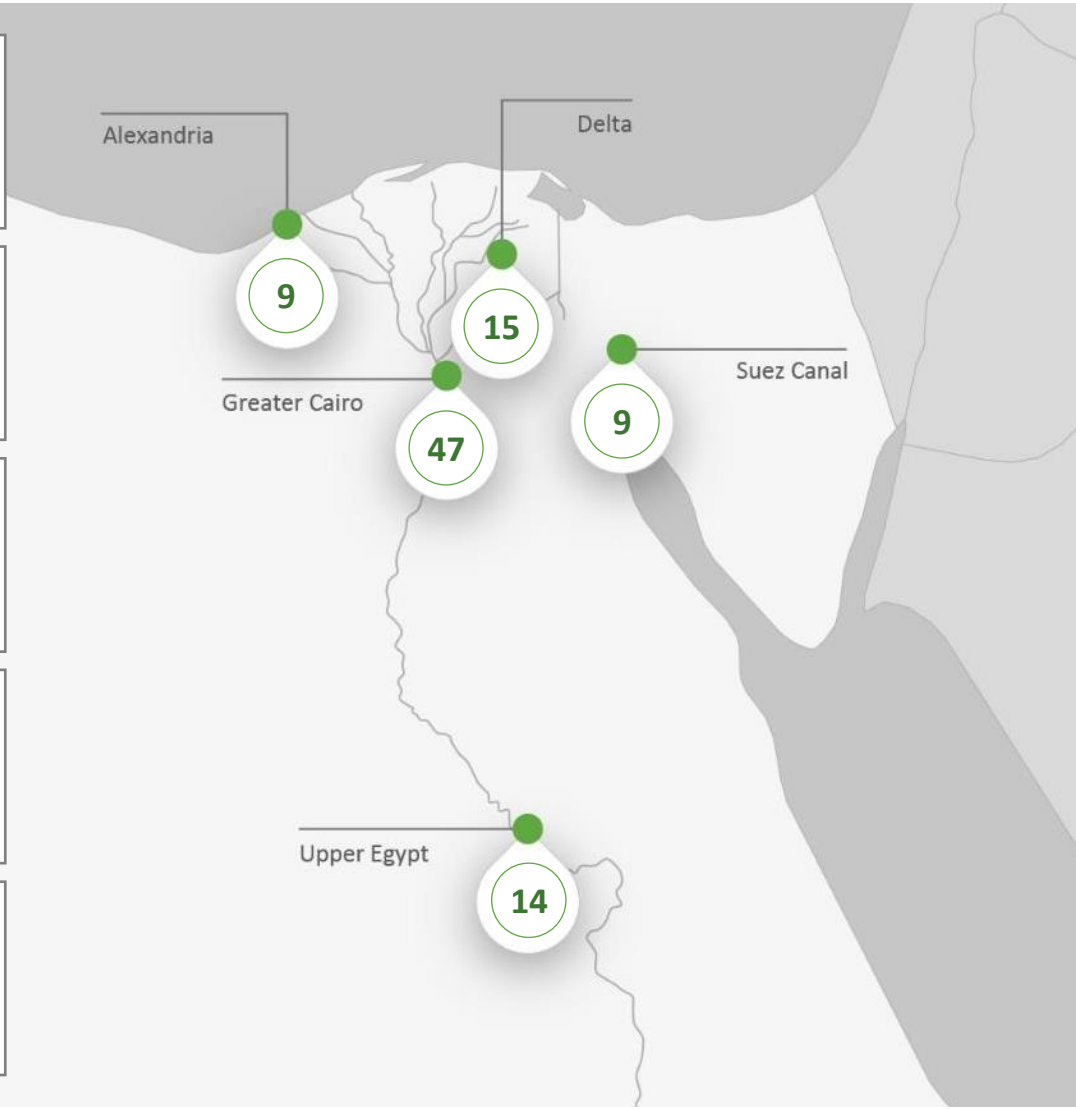
# of ATMs



94

# of Branches

47	Greater Cairo
14	Upper Egypt
15	Delta
9	Suez Canal
9	Alexandria



STRATEGY 2030

“Shaping the future through Innovation, Trust and Excellence.”



Journey from Sectoral to Strong Commercial Bank and entering its third era…

Legacy Real Estate Bank

1979-2002

Housing & Development Bank
بنك التعمير و الإسكان

Housing & Development Bank (HDB) was founded in 1979 as a specialized entity for real estate development and the provisioning of housing units in Egypt

HDB's primary revenue generator was the sale of residential units across its multiple flagship developments in Egypt

Transformational Restructuring to Full-Fledged Commercial Bank

2003-2024

In 2003, HDB began a full restructuring to focus on the growth of its core commercial banking business due to the introduction of Law No. 88 of the Year 2003 of The Central Bank, which prohibited the existence of specialized banks in Egypt. In 2017, the Bank accelerated its commercial banking expansion strategy by delivering on three key pillars:

Revamped Business Model

Focusing on establishing dedicated retail, corporate, and SME banking operations

Enhanced Visibility

Growing the Bank's branch and ATM network as well as conducting a facelift of its corporate identity to attract multiple target customer segments

Digitalized Technology

Investing in technologies to enhance operational efficiencies and provide digital banking platforms for clients

- HDB reaped the rewards of its successful transformational strategy, with commercial banking activities now generating the lion's share of the Bank's bottom line with a contribution of 98.5% in FY-2025.
- Legacy real estate operations still support the Bank's overall profitability but at a significantly reduced contribution compared to previous years
- The Bank is maintaining its focus on growing and further enhancing its commercial banking operations with a goal of becoming one of the top ten commercial banks in Egypt

Leap Frogging

to become a **leading player** in the Egyptian banking landscape…

2025 - 2030

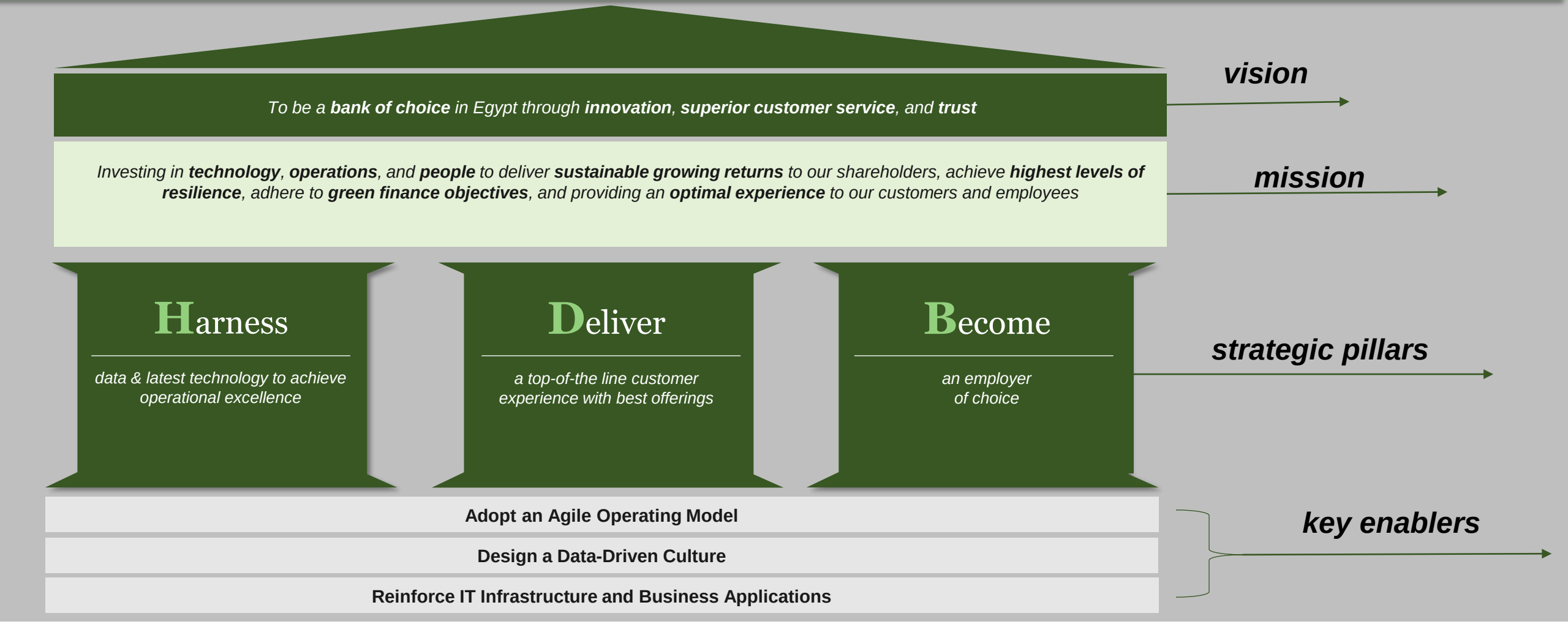
Recognized for as a top player in customer experience, high efficiency, and an employer of choice

- Digital capabilities to allow onboarding and full servicing
- Optimization and automation of operations to achieve efficiency
- Data and MIS capabilities to drive decision-making and maximize cross-selling potential
- Pioneering value propositions



HDB has Focused on Three Key Pillars to Accomplish its Strategy 2030:

A strategy house including HDB's vision and mission statements, strategic pillars and key enablers has been developed



Followingly, 8 strategic objectives have been cascaded from vision, mission and 3 strategic pillars – (Harness, Deliver, Become)



3 strategic objectives have been cascaded from the First Strategic Pillar

Harness

data & latest technology to achieve operational excellence

1. Leverage data & analytics solutions to maximize cross-selling and revenues
2. Streamline and automate processes to optimize operating costs and achieve efficiency
3. Become a leading bank with regards to ESG practices

1 strategic objective has been cascaded from the third Strategic Pillar

Become

an employer of choice

8. Create a unifying corporate culture, where employees will be empowered, and diversification is embraced as a core value

4 strategic objectives have been cascaded from second Strategic Pillar

Deliver

a top-of-the line customer experience with best offerings

4. Introduce differentiated digital channels through adoption of a digital-first mindset
5. Drive growth through enhancement of existing propositions and the introduction of new product lines and diversification of revenue streams
6. Achieve high customer satisfaction levels across all segments
7. Align the Brand Perception with the Bank's New Positioning

OUR STRATEGIC SUCCESS BY NUMBERS

Delivering On Our Three-Pillar Transformation Strategy

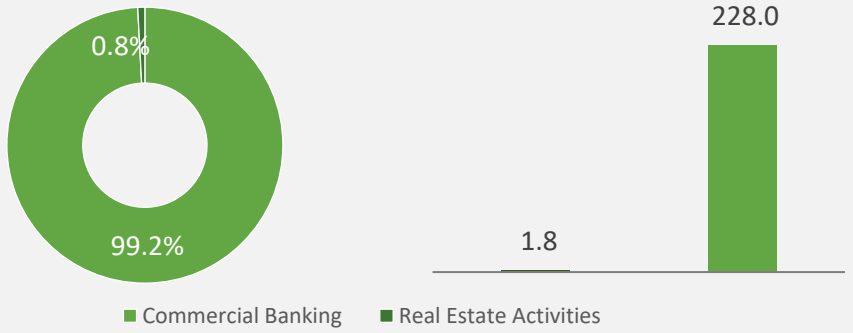


Commercial Banking is Now The Core of HDB's Operations Thanks to a Successful Revamped Business Model and Enhanced Visibility Strategy

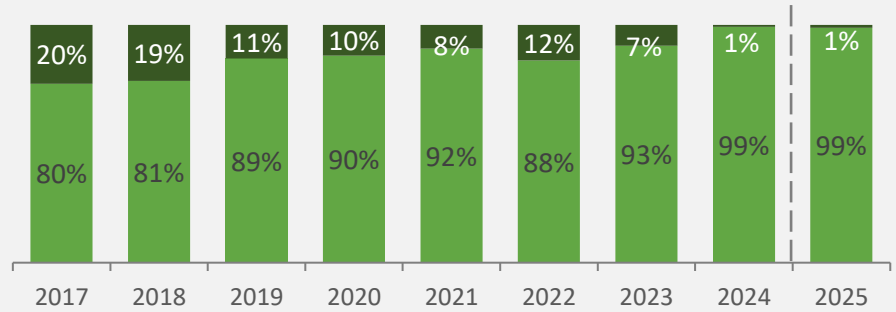
Commercial banking activities have become the cornerstone of our success

Top line expansion driven by accelerated growth in commercial banking contribution over the years

Commercial Banking vs Real Estate Business Volumes (FY-2025 | %, EGP Bn)

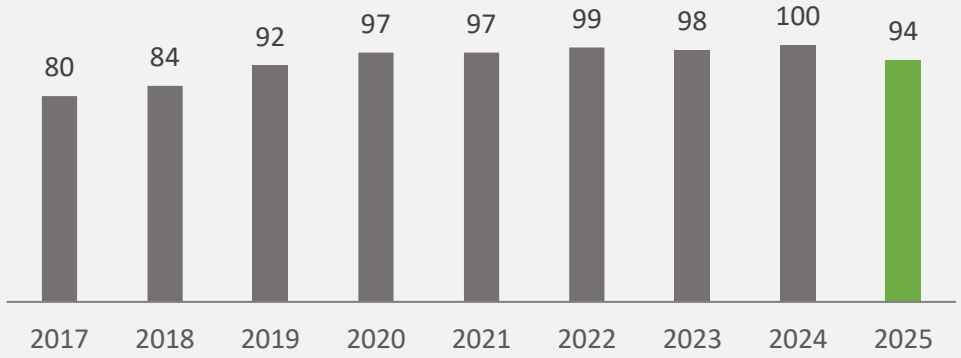


Commercial banking activities now contribute the majority of HDB's bottom-line

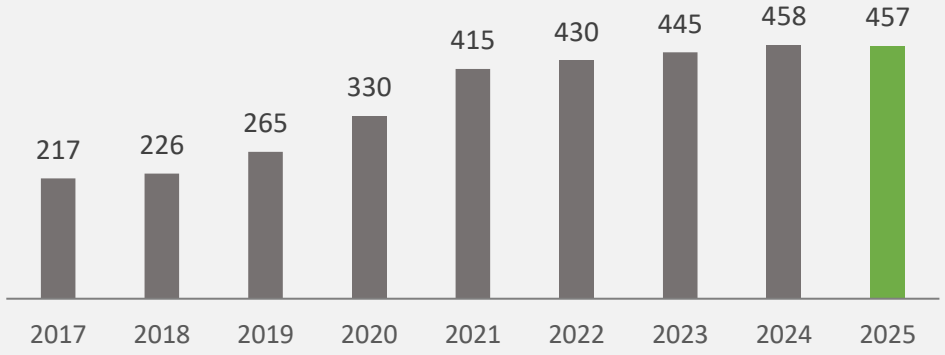


Significant growth in the Bank's network is in line with its visibility strategy

# of Branches



# of ATMs



HDB Reaped the Rewards of its Tech Investments and Successfully Grew its Digital Banking Capabilities Across its Operations



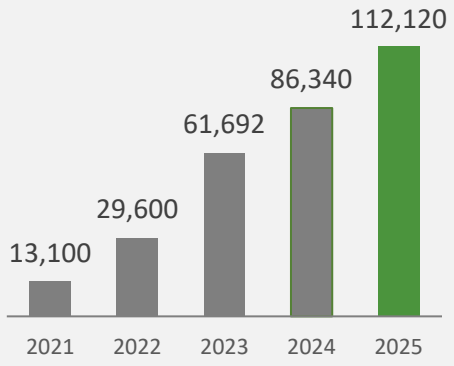
HDB's two-pronged tech investment strategy has yielded strong results and has seen its digital customer base witness robust growth over the years

Number of Mobile & Online Services on HDB's Platforms

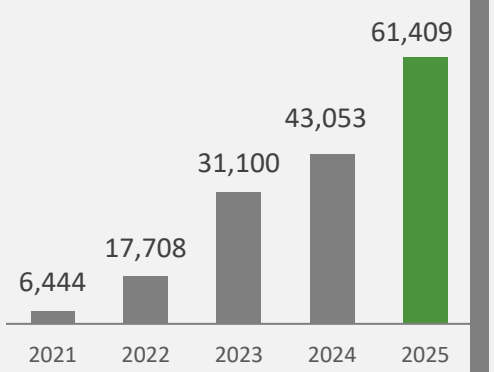
2015	2017	2025
15	+20	+50

Online Banking

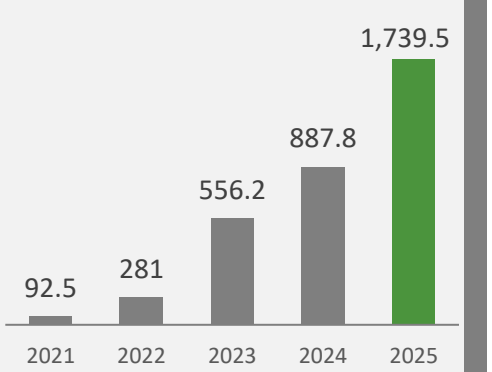
of Active Users



of Mobile & Online Transactions



Value of Transactions (EGP Mn)



BUSINESS MODEL AND PERFORMANCE OVERVIEW

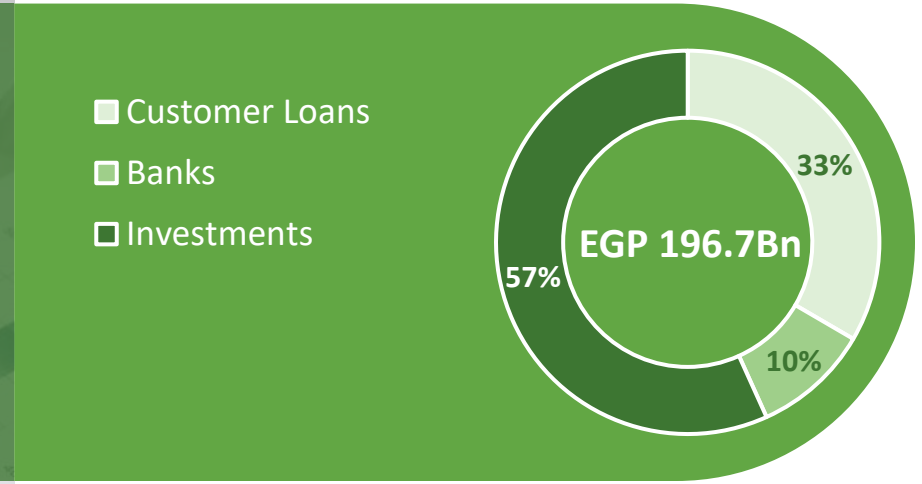
Impressive Operational Performance Driven by Robust Expansion in Commercial Banking Activities



Business Model – A Well-Structured Balance Sheet Has Driven the Solid Performance of the Bank's KPIs and Maintained the Sustainability of its Growth

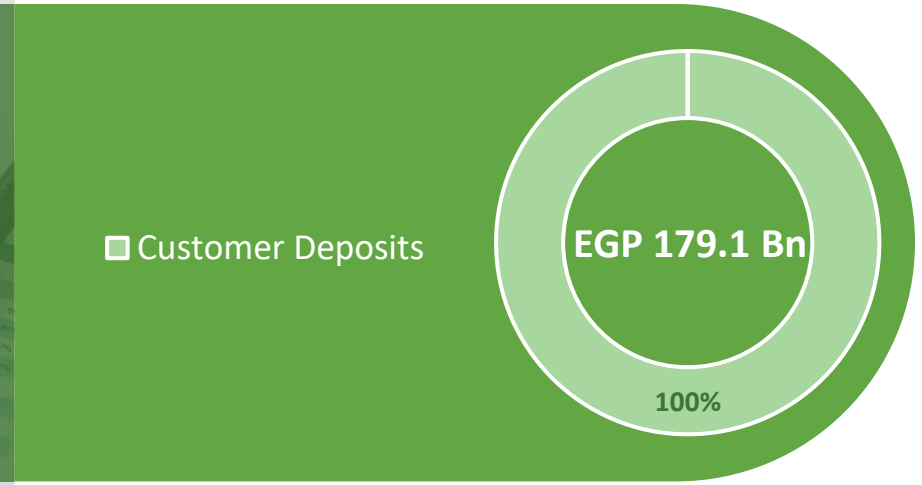
Earning Assets Structure
(FY-2025 | %)

The Bank's earning assets structure is comprised of a diversified and healthy portfolio that yields attractive returns due to an ideal interest type mix at various maturities



Interest Bearing Liabilities Structure
(FY-2025 | %)

The Bank has a consistent and stable flow of customer deposits that are comprised of a healthy mix of interest and non-interest-bearing funds

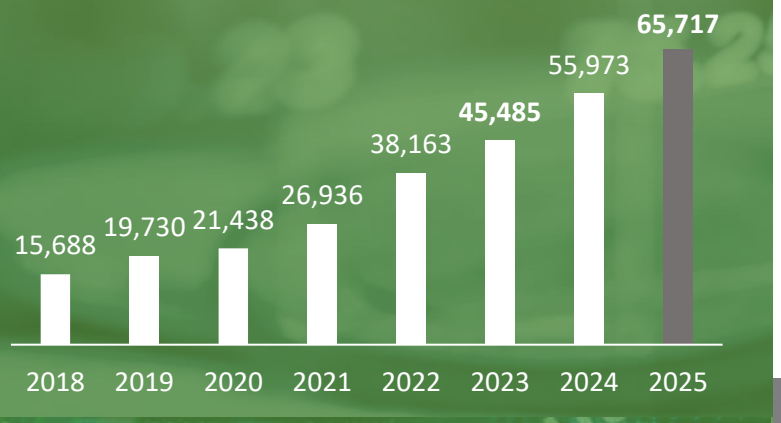


Robust Loan and Deposit Growth – HDB's Successful Strategy Has Generated Growth Across the Board on The Back of Strong Expansion in Commercial Banking Activities

A three-pronged transformation strategy, which focused on the Bank's revamped business model, enhanced visibility, and digitalized technology, has generated stellar growth and driven its strong results in recent years

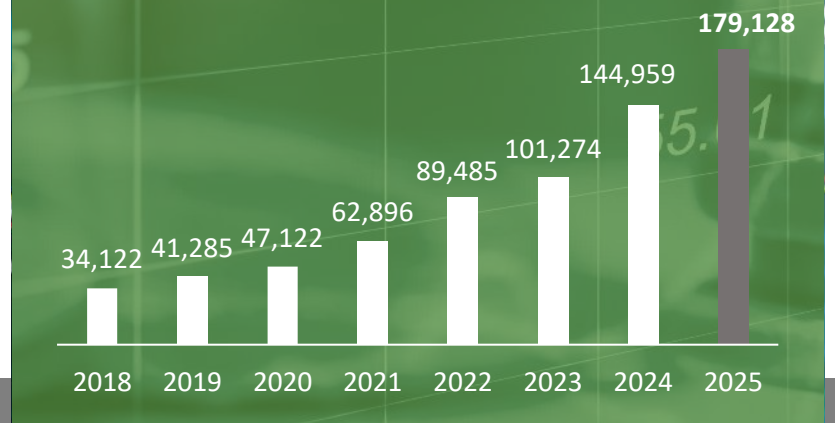
25.1%
5-Year CAGR (2020-2025)

Gross Loans | EGP Mn

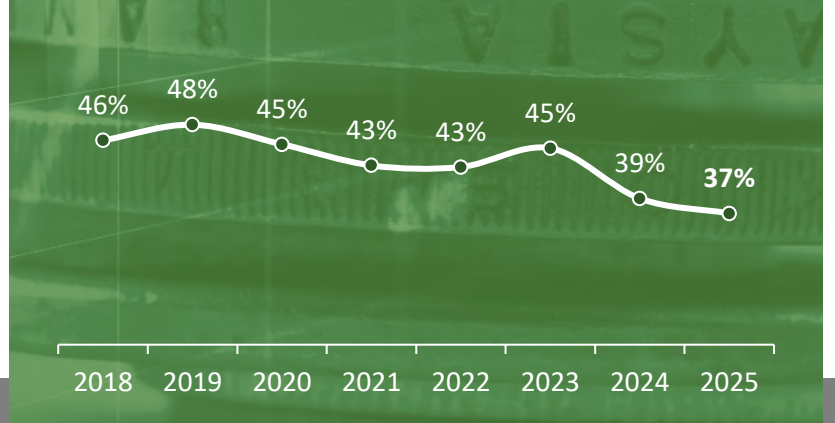


30.6%
5-Year CAGR (2020-2025)

Total Deposits | EGP Mn



Loan-to-Deposit Ratio (LDR | %)



Steady loans and deposits growth has supported the Bank's profitability and strong liquid base

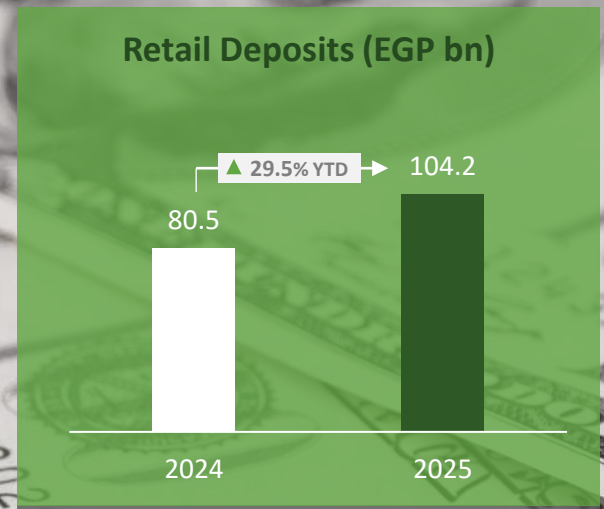
Retail Banking – Providing a Comprehensive Approach to Retail Banking that Caters to the Needs of Our Wide Customer Base

Full-fledged retail service offering

- Current Account
- Savings Products
- Loan Products
- Digital Services
- Contact Centers
- ATMs
- Prepaid, Debit, and Credit Cards
- Bancassurance
- Payroll Services

Growing retail loans and deposits reflect HDB's expanding presence & enhanced visibility









Corporate Banking – HDB Leverages Its Deep Lending Capacities to Serve Some of Egypt's Leading Businesses and Drive the Growth of its Corporate Banking Offering

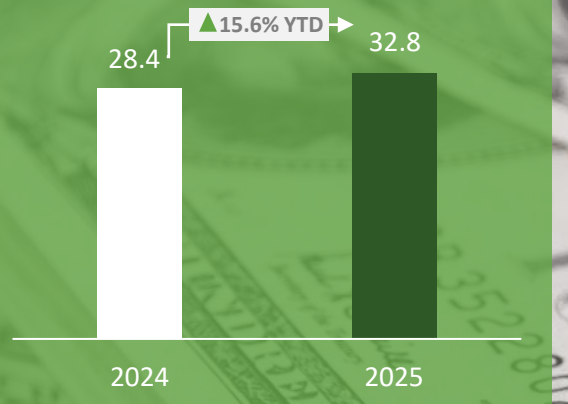
Serving Egypt's leading businesses through HDB's one-stop-shop



- Credit Facilities
- Trade Finance
- Financing Customs & Taxes
- Specialized Services to SMEs
- Treasury and Cash Management
- Select Investment Banking Services

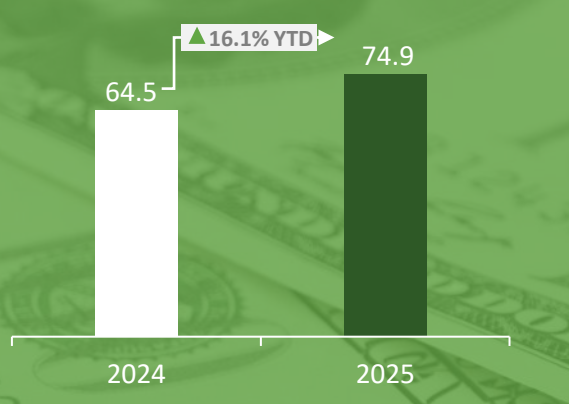
Capitalizing on its trusted name in the Egyptian banking space to grow its corporate banking portfolio

Corporate Loans (EGP bn)



50%
Gross Corporate Loans as a % of Total Gross Loans

Corporate Deposits (EGP bn)



42%
Corporate Deposits as a % of Total Deposits

Real Estate Operations – Generating Lucrative Returns Supporting the Bank's Profitability

Lucrative legacy real estate portfolio



Boasting a portfolio of flagship developments in Egypt

HDB's real estate portfolio provides a healthy cushion for the Bank's profitability

Offers potential forward-looking strategic sale opportunities

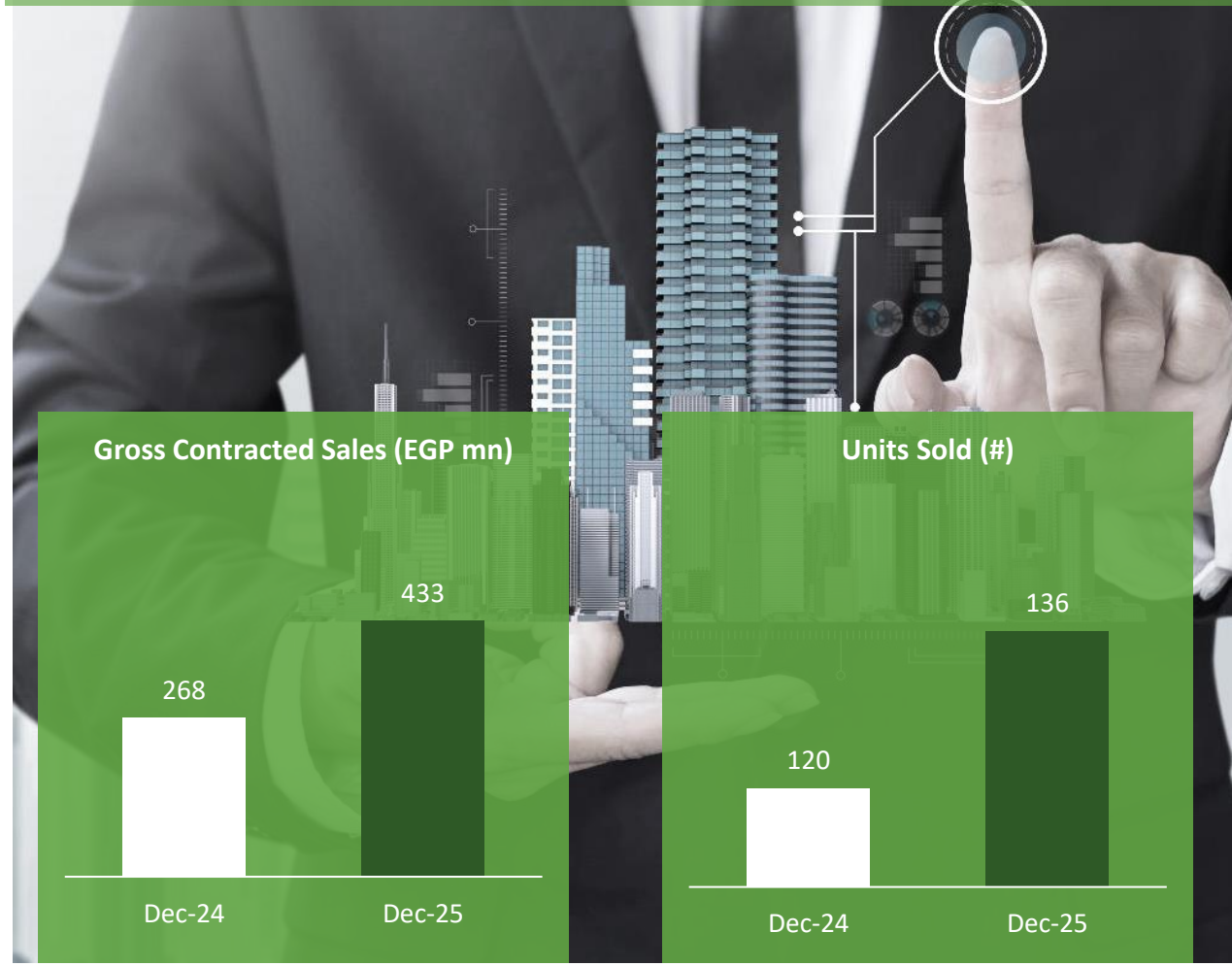
EGP 250 Mn

Real Estate Business

1.5%

Contribution to Net Income

Revenues from legacy real estate operations declined in line with HDB's strategic focus on commercial banking activities



FINANCIAL PERFORMANCE HIGHLIGHTS

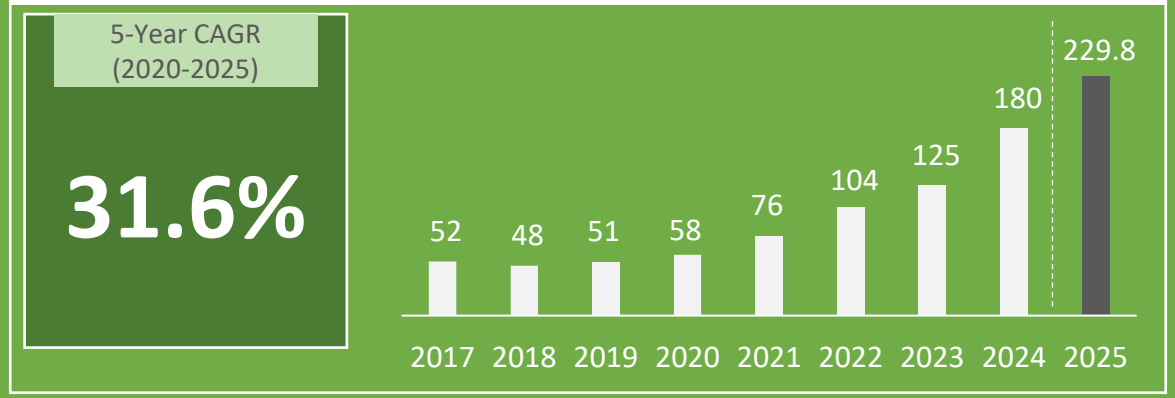
The Bank has Maintained its Strong Growth Trajectory and Delivered Solid Results



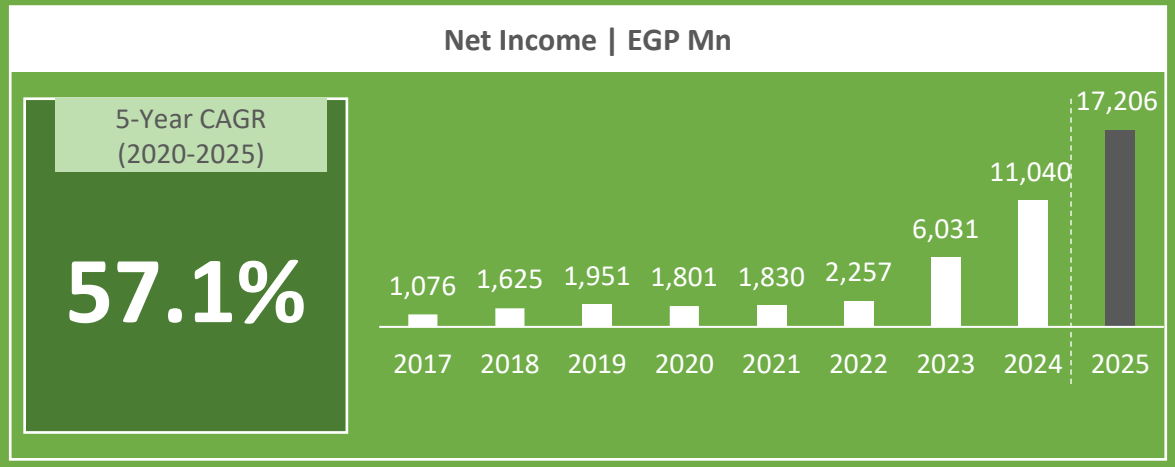
Enhanced Profitability – HDB has Yielded Strong Returns on The Back of Excellent Balance Sheet Management

The Bank's growing asset base coupled with optimized balanced sheet management has supported HDB's profitability over the years

Total Assets | EGP Bln

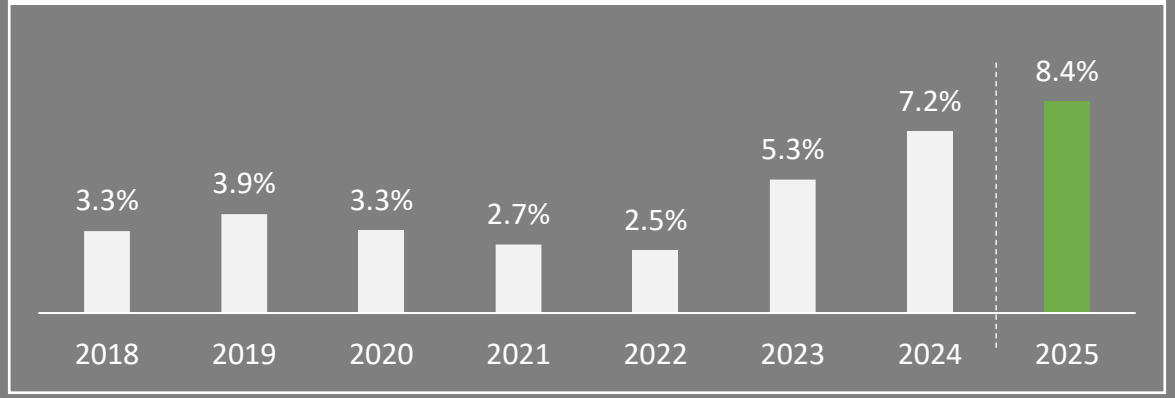


Net Income | EGP Mn

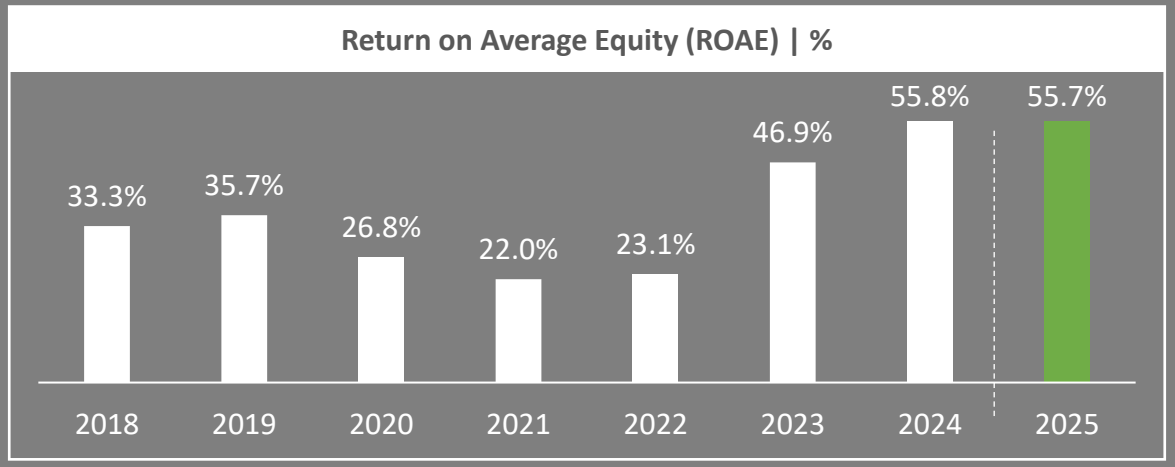


HDB has successfully delivered one of the highest ROAA and ROAE ratios amongst its peers in the banking space

Return on Average Assets (ROAA) | %



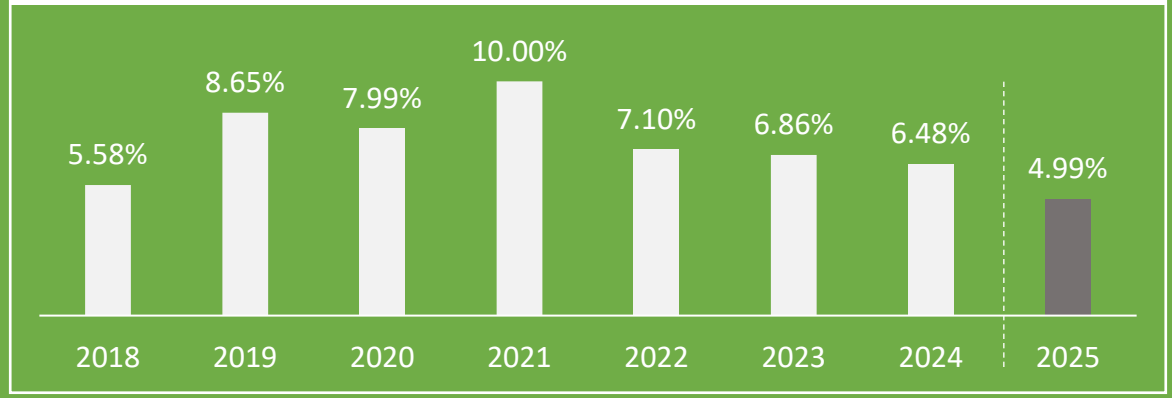
Return on Average Equity (ROAE) | %



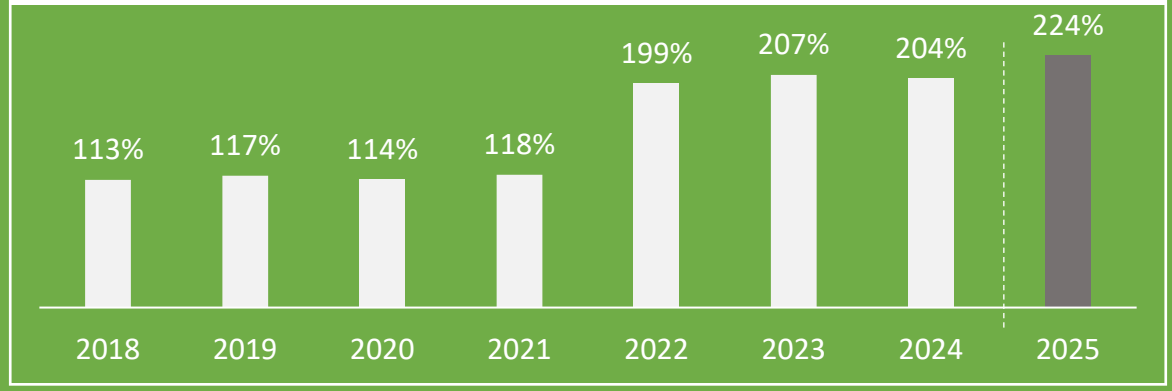
Improved Asset Quality – Steady Decline in NPLs Reflects the Bank's Commitment to Increasingly Enhance the Health of its Loan Book

Declining trend in NPLs are a direct result of management's efforts to enhance the quality of the loan portfolio & align with the Egyptian market average

Non-Performing Loans to Gross Loan Ratio | %

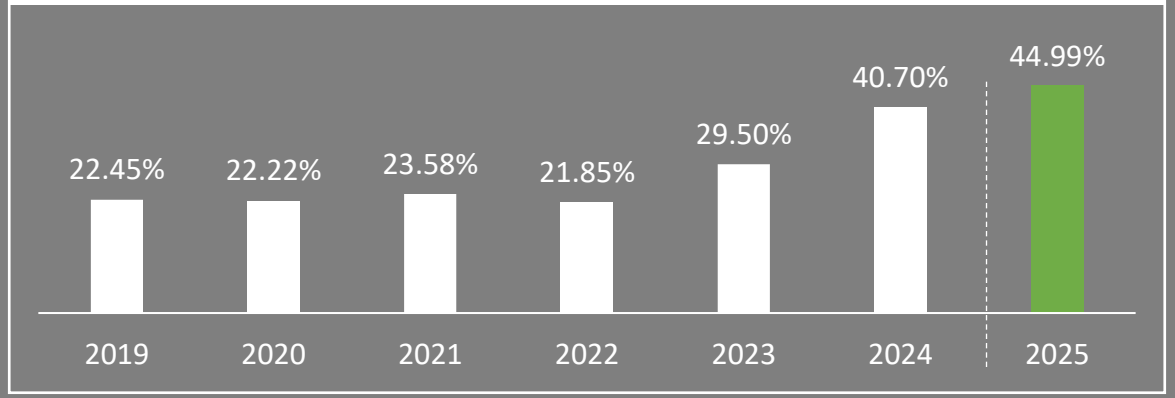


NSFR Ratio | %

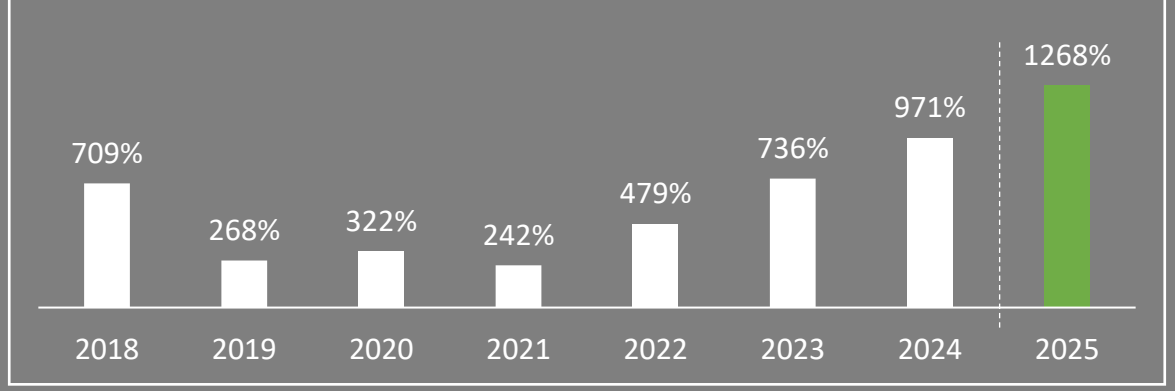


HDB's Capital Adequacy Ratio has historically remained far above both local and international minimum requirements (CBE and BASEL)

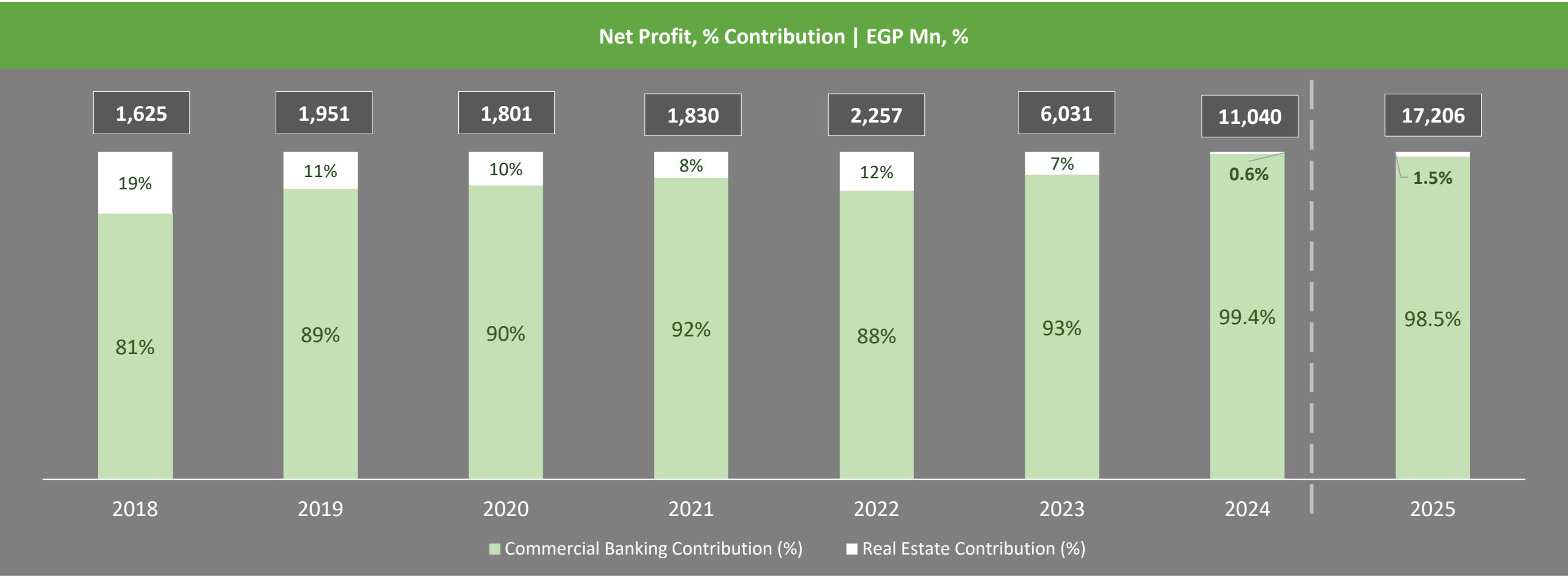
Capital Adequacy Ratio | %



LCR Ratio | %



Net Income Breakdown – Commercial Banking Activities Contribute the Lion's Share of HDB's Bottom-Line



The Bank's strategy has seen it significantly grow its commercial banking operations contribution to HDB's bottom-line in recent years as it continues to focus on cementing and expanding its presence in Egypt's commercial banking space

CORPORATE GOVERNANCE

Strong Board of Directors and Comprehensive Governance Frameworks Have Guided the Bank Throughout its Transformation



Board Composition – HDB is Led By A Strong Board That Has Maintained The Bank's Stability and Kept it Aligned With Egypt's Overarching Growth Strategies for the Sector



Executive Chairman and Managing Director

Hassan Ghanem

Non-Executives

12

Corporate Governance – HDB Employs Comprehensive Governance Frameworks that Ensure the Bank Operates in a Sustainable and Ethical Manner

HDB is a firm believer that operating in a reliable, transparent, and ethical manner is key to maintaining the long-term sustainability of the business and to unlock and create value for shareholders

The Bank's nine committees ensure that HDB's comprehensive corporate governance frameworks are implemented and consistently abided by to ensure full accountability and transparency across the organization's operations

Committees

1 Audit	2 Risk	3 Remuneration
4 Governance and Nomination	5 Executive and Operational	6 Investment
7 Engineering	8 IT Enhancement	9 CSR and Donations



RESPONSIBLE BANKING

Supporting the Sustainability and Development of the Community at Large



Corporate Social Responsibility – Creating Meaningful and Sustainable Impact Towards Egypt's Economy

HDB contributes to achieving Positive Impact to Ensure the Sustainability and Development of Our Communities across 4 strategic pillars in addition to internal employee-driven initiatives.



Education

1) Early Childhood Development program:
Partnered with the Ministry of Social Solidarity to renovate and upgrade **20 nursery** classrooms in Luxor, Assiut, Minya, Beni Suef, and Gharbia.
Enhanced learning environments and improved safety for children in disadvantaged communities.

2) Technical School Scholarships:
Sponsored **96 students** at El-Sewedy & HDB Technical School, covering tuition and essentials.

3) "**Man Ahyaha" School (Sohag):**
Long-term supporter through an endowment mechanism ensuring sustainable funding for operations.

4) Supporting Education in Bahariya Oasis:
The Bank also helped continue the "Literacy, Writing, and Numeracy Program" in Bahariya Oasis, in cooperation with the Sustainable Human Development Foundation, to support students' learning and development.



Healthcare

1) Baheya Hospital (Sheikh Zayed City):
Supported the establishment of the first operating rooms using a closed-capsule system, enabling full surgical capacity on-site.

2) Eye Health Screening Initiative (Beba, Beni Suef):
In partnership with Mervat Sultan Foundation, provided screenings, surgeries, and eyeglasses to eliminate preventable blindness.

3) Magdi Yacoub Heart Center (Cairo):
Contributed to establishing and equipping the sterilization department.

4) Primary Care Clinics & Telemedicine:
Established 6 clinics in collaboration with Ibrahim Badran Foundation across Luxor, Qena, Aswan, Qalyubia, Beheira, and Sohag, with telemedicine services to reach remote areas.

5) Electroencephalogram and Epilepsy Treatment Unit:
Establishing an Electroencephalogram and Epilepsy Treatment Unit at Ain Shams University Hospitals support doctors diagnose and treat complex epilepsy cases using advanced medical technology.

6) Supporting Children's Inpatient Services at Al Nas Hospital:
Equip three children's inpatient rooms and support the treatment of 23 heart and digestive conditions currently on the waiting list.

7) Supporting Hospitals, Improving waiting areas and upgrading healthcare:
Improving and upgrading the healthcare unit in Kafr El Sanabsa village, Installing fixed shades in open waiting and service areas at Alagouza hospital and support to Al Qasr Al Ainy Hospitals for setting up the Diabetic Foot and Leg Care Center.

Corporate Social Responsibility – Creating Meaningful and Sustainable Impact Towards Egypt's Economy

Housing and Development Bank integrates sustainability and social responsibility into all aspects of its operations. Through its CSR Policy, the Bank promotes responsible citizenship, supports impactful community programs, and contributes to achieving Egypt's Vision 2030.



Disability Support

Al-Amal School for the Deaf and Mute (Fayoum):
- Renovated dormitory building in cooperation with Sonaa El-Kheir Foundation.
- Provided a safe learning environment encouraging attendance and protection from violence or neglect.

University Students with Disabilities:
Funded empowerment activities through 42 Social Solidarity Units in collaboration with the Ministry of Social Solidarity.

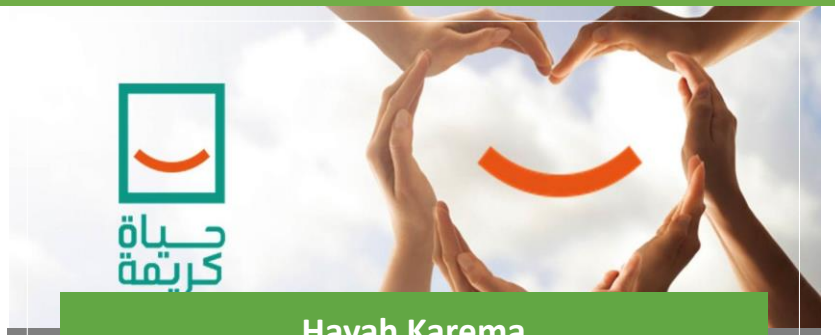
"Al-Nour School for the Blind (Fayoum):
Supported in cooperation with Al-Masry Al-Aseel Association to improve the learning environment for over 150 students through the construction of a kindergarten building.



Internal CSR & Employee initiative

"El Eid Farha" Initiative:
which collected clothes, shoes, blankets, and other essentials from employees in preparation for Eid al-Fitr celebrations

"Ketaby Hadyety" Campaign:
which collected books no longer needed (educational, developmental, cultural, and children's books) along with school supplies in preparation for the new school year, to be distributed to the most underprivileged families..



Hayah Karema

- Reconstruction and renovation of **20 houses** in **Hegaza Village, Aswan,** in collaboration with Al-Orman association including **rebuilding, furnishing, and equipping the homes** of the **most underprivileged families in the poorest villages,** with the aim of **providing them with a decent life that preserves their dignity.**

INVESTMENT THESIS



Solid Investment Thesis Driven By Promising Outlook As The Bank Continues To Leverage Strong Brand Equity And Growing Commercial Banking Presence

One of Egypt's fastest growing commercial banking institutions

Providing an exceptional customer centric service offering

Strong liquid base provides for potentially aggressive lending capabilities to fuel growth

Nationwide footprint provides easy access to grow desired customer segments

The Bank's ROAE and ROAA are some of the highest when compared against the market average

Growing profitability margins are reflective of HDB's well managed operations



Together, these factors leave HDB well positioned to continue reaping the rewards of its strategy, build on its historical success, and achieve its goal of becoming one of Egypt's top ten banking institutions

CORPORATE & SHAREHOLDER INFORMATION



Corporate Structure and Share Performance

Share Information & Performance
(31st Dec 2025)

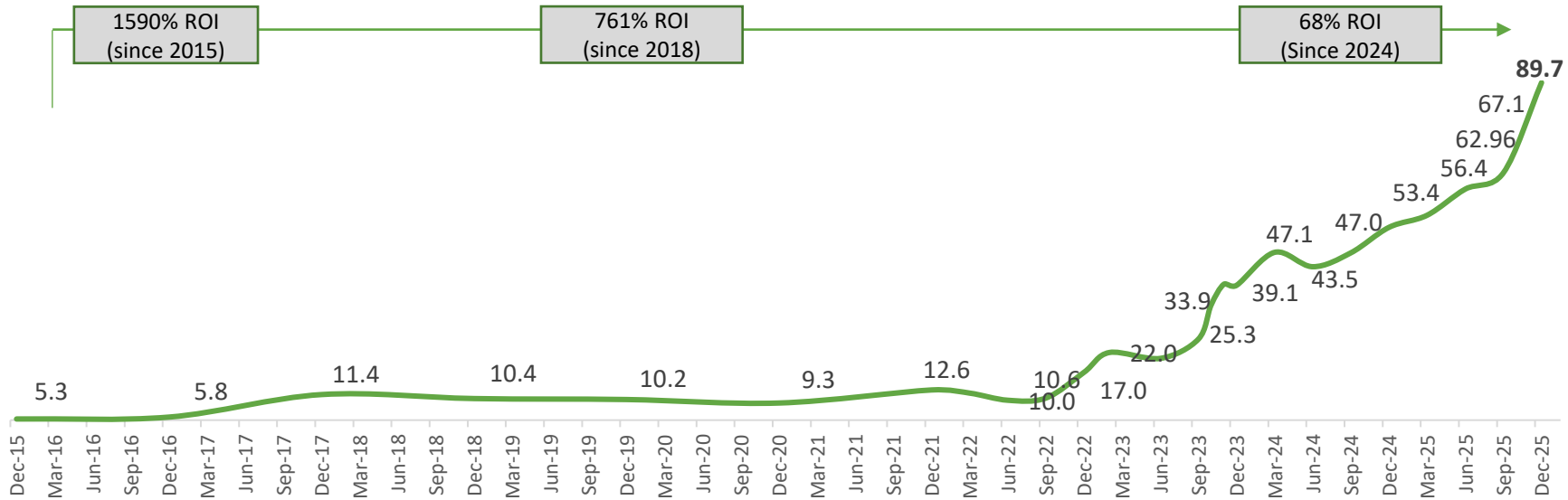
Market	Stock Ticker	Date of Listing	Total Issued Shares
EGX	HDBK.CA	September 1983	531,300,000

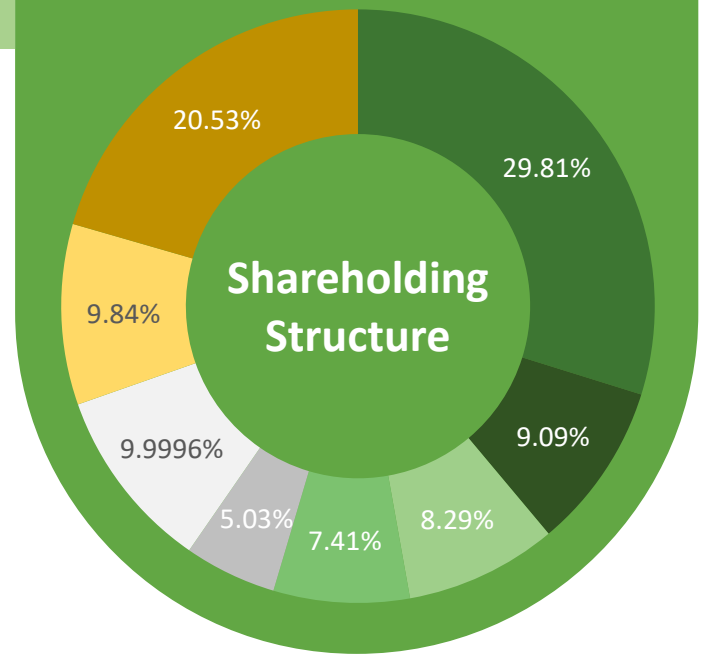
Authorized and Issued Capital	Paid-up Capital	Market Cap	Par Value/Share
EGP 10 BN	EGP 5.3 BN	EGP 47.7 BN	EGP 10

New Urban Communities Authority (NUCA)	29.81%
Misr Life Insurance	9.09%
Misr Insurance	8.29%
Social Housing and Mortgage Finance Fund	7.41%
Egyptian Endowment Authority	5.03%
Ali Ben Hassan El Dayekh – RELACO	9.9996%
REMCO Egypt - Abdel Moneim El Rashed	9.84%
Free Float	20.53%

Stock Performance (EGP)

Housing and Development Bank has consistently delivered strong ROI





Contact
Information

Hany Nassef
Investor Relations Director

Mobile:
+2 010 655 492 55

E-mail:
hany.nassef@hdb-egy.com

HQ Address:
26 El Koroum Street, Mohandessin- Cairo, Egypt

w w w . h d b - e g y . c o m

Housing & Development Bank
بنك التعمير و الإسكان

APPENDIX

Standalone Income Statement and Net Income Breakdown

Standalone Income Statement	Q4-2025	Q3-2025	Q-o-Q Change	Q4-2024	Y-o-Y Change	FY-2025	FY-2024	Y-o-Y Change
	EGP Mn	EGP Mn	(%)	EGP Mn	(%)	EGP Mn	EGP Mn	(%)
Net Interest Income	**7,307**	**6,975**	***4.8%***	**5,645**	***29.4%***	**27,587**	**18,952**	***45.6%***
Net Non-Interest Income	**517**	390	*32.6%*	366	*41.2%*	**2,076**	1,623	*27.9%*
Core Banking Income	**7,824**	**7,365**	***6.2%***	**6,012**	***30.1%***	**29,663**	**20,576**	***44.2%***
Other Operating Income	**27**	38	*-28.3%*	-1	*-3083.2%*	**94**	-31	*-401.9%*
Net Operating Income	**7,851**	**7,402**	***6.1%***	**6,011**	*30.6%*	**29,757**	**20,544**	***44.8%***
Other Provisions	**-339**	-158	*114.1%*	-358	*-5.2%*	**-527**	-369	*42.9%*
Administrative Expense	**-2,010**	-1,098	*83.1%*	-1,431	*40.5%*	**-5,390**	-3,690	*46.1%*
Credit Loss Impairment	**-214**	-107	*99.7%*	-350	*-38.9%*	**-639**	-1,476	*-56.7%*
Net Profit Before Tax	**5,288**	**6,039**	***-12.4%***	**3,871**	***36.6%***	**23,201**	**15,010**	***54.6%***
Income Tax	**-1,521**	-1,527	*-0.3%*	-1,102	*38.0%*	**-5,995**	-3,971	*51.0%*
Net Profit	**3,766**	**4,512**	***-16.5%***	**2,769**	***36.0%***	**17,206**	**11,040**	***55.9%***
Earnings Per Share (EGP)	**6.4**	7.6		4.7		**29.03**	18.41	

Standalone Balance Sheet

Balance Sheet	Standalone		
	Dec-25	Dec-24	YTD Change
	EGP Mn	EGP Mn	(%)
Cash & Due from Central Bank	**27,864**	**18,642**	***49.5%***
Due from Banks	**19,378**	49,141	*-60.6%*
Financial Investments	**111,634**	51,581	*116.4%*
Investments in Subsidiaries	**2,386**	2,195	*8.7%*
Loans and Advances to Customers (Net)	**60,283**	**50,989**	***18.2%***
Gross Loans:	**65,717**	**55,973**	*17.4%*
Corporate Loans	**32,785**	28,361	*15.6%*
Retail Loans	**32,933**	27,612	*19.3%*
Real Estate	**1,785**	1,449	*23.2%*
Other Assets	**4,589**	3,787	*21.2%*
Fixed Assets	**1,886**	1,672	*12.8%*
Total Assets	**229,804**	**179,456**	***28.1%***
Customer Deposits:	**179,128**	**144,959**	*23.6%*
Corporate Deposits	**74,879**	64,489	*16.1%*
Retail Deposits	**104,249**	80,471	*29.5%*
Other Liabilities	**13,133**	10,252	*28.1%*
Total Liabilities	**192,261**	155,211	***23.9%***
Shareholders' Equity	**37,543**	**24,245**	***54.8%***
Total Liabilities & Shareholders' Equity	**229,804**	**179,456**	***28.1%***

Financial Ratios and Indicators

Financial Indicators	Q4-2025	Q3-2025	Q-o-Q Change	Q4-2024	Y-o-Y Change	FY-2025	FY-2024	Y-o-Y Change
Profitability								
ROAE	**42.3%**	57.4%	*-15.1 pp*	48.6%	*-6.3 pp*	**55.7%**	55.8%	*-0.1 pp*
ROAA	**6.9%**	9.0%	*-2.1 pp*	6.6%	*+0.3 pp*	**8.4%**	7.2%	*+1.2 pp*
Margins								
Net Operating Margin (NOM)	**14.3%**	14.7%	*-0.4 pp*	14.3%	*-0 pp*	**14.5%**	13.5%	*+1.1 pp*
Net Interest Margin (NIM)	**16.0%**	16.8%	*-0.8 pp*	16.1%	*-0.1 pp*	**16.1%**	14.9%	*+1.1 pp*
Efficiency								
Cost-to-Income	**25.6%**	14.8%	*+10.8 pp*	23.8%	*+1.8 pp*	**18.1%**	18.0%	*+0.2 pp*
Liquidity								
Gross Loans to Deposits	**36.7%**	38.0%	*-1.3 pp*	38.6%	*-1.9 pp*	**36.7%**	38.6%	*-1.9 pp*
Net Loans to Deposits	**33.7%**	34.7%	*-1 pp*	35.2%	*-1.5 pp*	**33.7%**	35.2%	*-1.5 pp*
Asset Quality								
NPLs-to-Gross Loans	**5.0%**	5.3%	*-0.3 pp*	6.5%	*-1.5 pp*	**5.0%**	6.5%	*-1.5 pp*
Capital Adequacy Ratio	**45.0%**	42.2%	*2.8%*	40.7%	*4.3%*	**45.0%**	40.7%	*4.3%*