



بنك الاردن Bank of Jordan

Bank of Jordan Group Q1 - 2025

Investor Presentation



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Executive Summary

Bank of Jordan at a Glance

Bank of Jordan group currently operates and has a strong network in the Middle East.

Balances as of Q1 - 2025.



ASSETS
~ \$ 4,383 Million



CUSTOMER DEPOSITS
~ \$ 3,190 Million



SHAREHOLDERS EQUITY
~ \$ 715 Million



BRANCHES
114 branches



NET PROFIT AFTER TAX
~ \$ 19 Million



CREDIT FACILITIES - NET
~ \$ 2,128 Million



SERVED BY
1,926 employees



ATMS
251 ATMs



BUSINESS DIVISIONS
Corporate & SME
Retail
Treasury
Investment Services
Financial Leasing



PRESENCE
Jordan
Palestine
Syria
Bahrain
Iraq

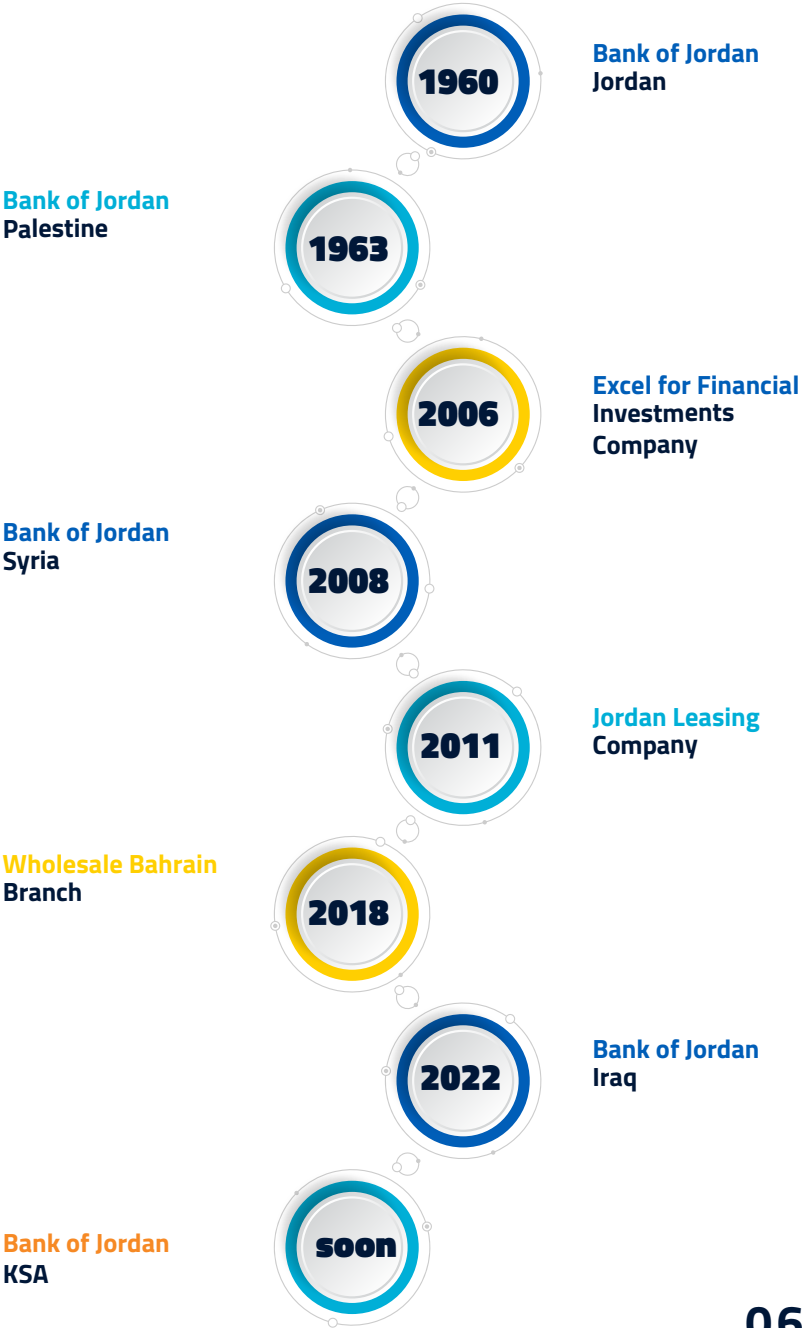


Bank of Jordan Footprint

Bank of Jordan Footprint

Bank of Jordan is one of the oldest commercial banking institutions and most pioneering financial institutions in Jordan, established on March 03, 1960. Today, Bank of Jordan stands as one of the region's leading banks, with shareholders' equity amounting to approximately USD 701 million as of 31/03/2024. The bank operates a wide-reaching distribution network that includes branches, offices, and ATMs strategically located throughout Jordan, Palestine, and Iraq. Moreover, Bank of Jordan offers a broad array of electronic and digital distribution channels, such as the BOJ Mobile application, the BOJ Business Banking digital services platform and a Contact Centre.

The bank delivers comprehensive banking products and services tailored to meet the diverse needs of individuals, small and medium-sized enterprises, and large corporations. Furthermore, it has played an active role in financing developmental projects for both national institutions and the private sector. The Bank of Jordan Group today includes branches in Jordan, Palestine, Bahrain, and Iraq, as well as the following subsidiaries: Bank of Jordan - Syria, Excel for Financial Investments Company, and Jordan Leasing Company. As part of our regional expansion plans, we are currently focused on identifying growth opportunities in rapidly developing regional economies. We are diligently preparing to launch operations in Riyadh, Saudi Arabia, with the aim of expanding our business network and enhancing our services in the region. This initiative aligns with our overarching goal of achieving sustainable success and promoting economic growth.



Expansion and Footprint



Bank of Jordan (Jordan) 82 Branches	(Jordan) 192 ATMs
Bank of Jordan (Palestine) 19 Branches	(Palestine) 46 ATMs
Bank of Jordan Subsidiary (Syria) 11 Branches	(Syria) 12 ATMs
Wholesale Bahrain Branch 1 Branch	(Bahrain) 0 ATMs
Bank of Jordan – Iraq (Baghdad Branch) 1 Branch	(Iraq) 1 ATMs

Board of Directors, Management & Shareholder Information

The Board, CEO, and Auditors Main Shareholders

Chairman of the Board / Dedicated

Mr. Shaker Tawfiq Fakhouri

Vice Chairman

Mr. Walid Tawfiq Fakhouri

Members

Dr. Yanal Mawloud Zakaria

Representative of Al-Ekbal for General Investment Co. Cayman Islands.

Mr. "Shadi Ramzi" Abd Al-Salam Al-Majali

Representative of Al Tawfiq Investment House – Jordan

Mrs. Al Sharifa Lama Fawwaz Zaben Alown

Representative of Al Loloua for General Investments Co. Cayman Islands.

Mr. Husam Rashed Manna'

Representative of Al Yamama for General Investments Co. Cayman Islands

Mr. Walid Mohammad Al-Jamal

Representative of Al Pharaenah Int'l for Industrial Investments Co.

Members

Mr. Samir Said Abdel-Muti Murad

Mr. Mohammad Sa-ed Ishaq Jarallah

Mr. Youssef Jan Chamoun

Mrs. Hala Muhammad Ali Abdel-Hamid Siraj

Chief Executive Officer

Mr. Saleh Rajab Hammad

Auditors

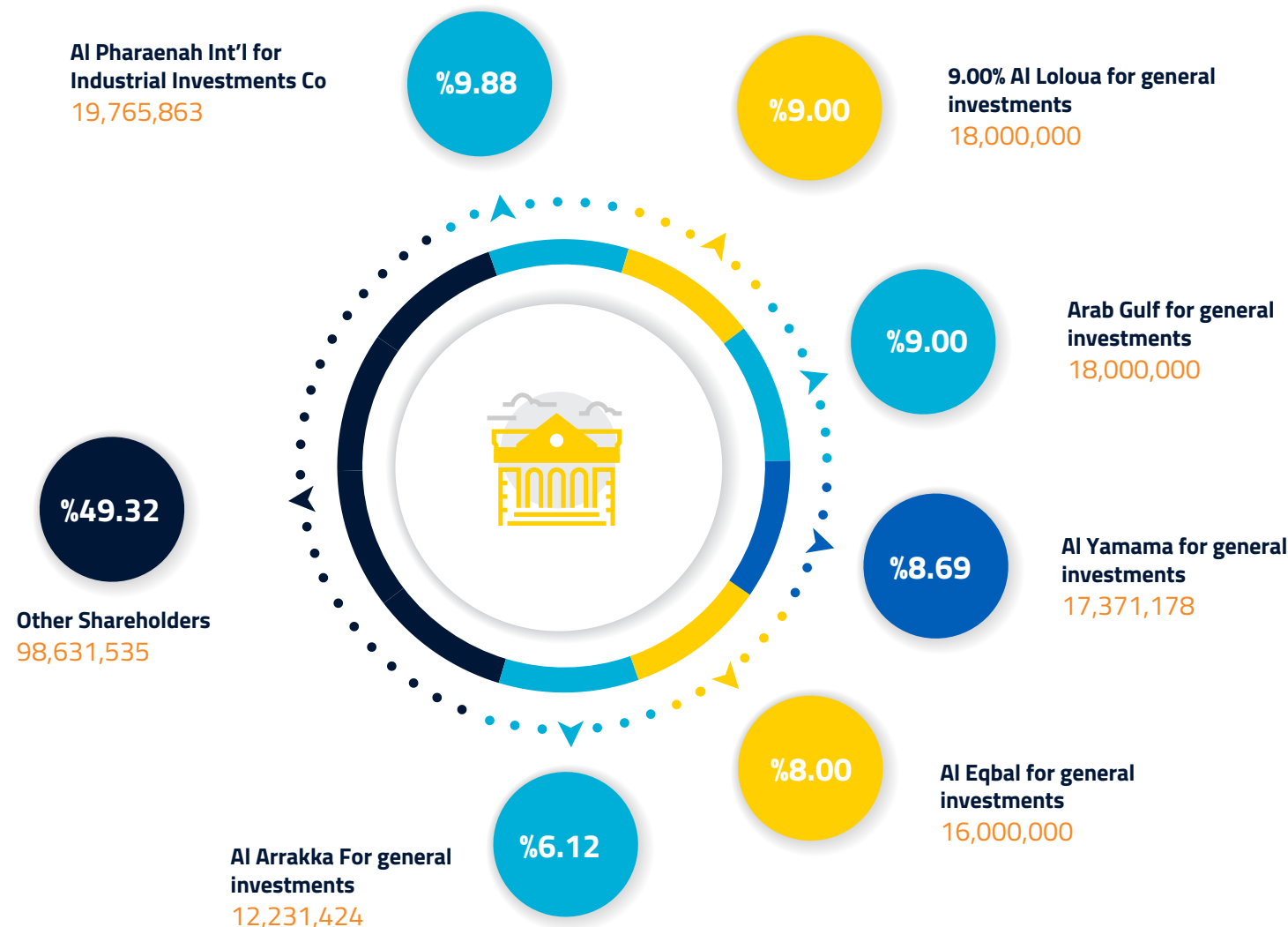
Deloitte & Touche (M.E.) - Jordan

For more information about
Bank of Jordan's approach to
corporate governance

[Click here](#)

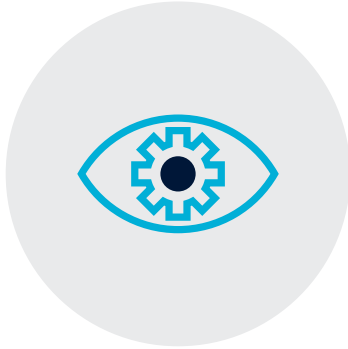
Board of Directors, Management & Shareholders information

Main Shareholders*





Strategic Focus



Our Vision

To be a pioneering bank that excels in providing products and services, offers comprehensive financial solutions and acquires an advanced position in the Arab region.



Our Mission

To build amicable relations with our customers, optimize the returns to shareholders and contribute to social advancement by providing comprehensive financial solutions through high quality and efficient service channels and modern business environment that comprise an excelling team of employees.

Strategic Direction

Overview 2024

Profitability, Growth, & Market Penetration

Focus on maximizing financial returns, market expansion, and incorporate a prudent approach to managing risk.

This is reflected in the emphasis on optimizing provision levels—allocating the right amount of financial reserves to guard against potential future loan losses. By carefully calibrating these provisions, the bank aims to maintain a balance between risk mitigation and capital utilization, ensuring that it can navigate economic fluctuations without compromising its growth trajectory or profitability objectives.

Data Driven Decision Making

Emphasizes the significance of leveraging data and advanced analytics to refine strategic decision-making, streamline operations, and tailor customer engagements.

This strategy is contingent on the maturity of data management within the organization, ranging from moderate to high. It is founded on robust data analytics capabilities, the integration of AI in processes, and the utilization of predictive analytics to anticipate market shifts and customer preferences. This strategy underscores the bank's commitment to becoming a more data-driven institution.

Strategic Direction

Overview 2024

Elevating Financial Well-being

Elevating the financial literacy of targeted customer segments, offering tailored educational content, personalized advisory services, and innovative product solutions catered for each segment's needs.

The strategy leverages the bank's digital platforms for enhanced customer engagement, with the objective of equipping customers with the knowledge to make informed financial decisions. Concurrently, it involves cultivating an internal culture of engagement, ensuring that employees are aligned with and are active participants in the bank's strategic goals.

Driving A Performance-driven Culture For Targeting Segments

Establishing a performance-driven culture within the bank, emphasizing the importance of clear goals, recognition systems, and accountability.

It is designed to enhance employee engagement, ensure adherence to ethical practices, and cultivate a customer-focused innovation mindset. The goal is to create an environment where a Key Performance Indicator (KPI)-driven culture thrives, guiding continuous improvement and professional development across the organization.

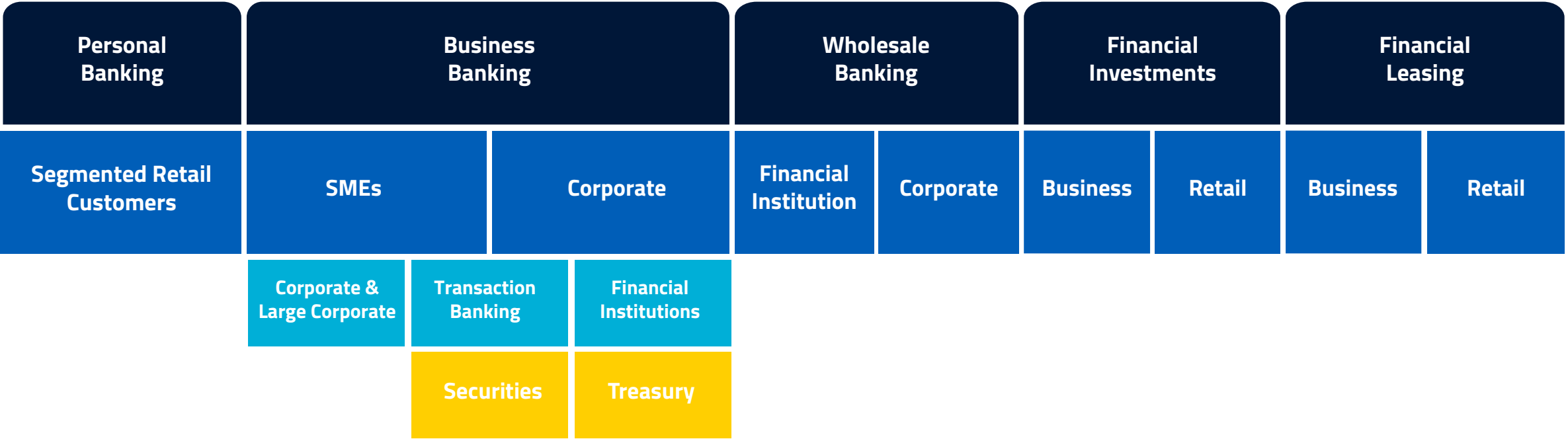
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Value Proposition

Segmentation

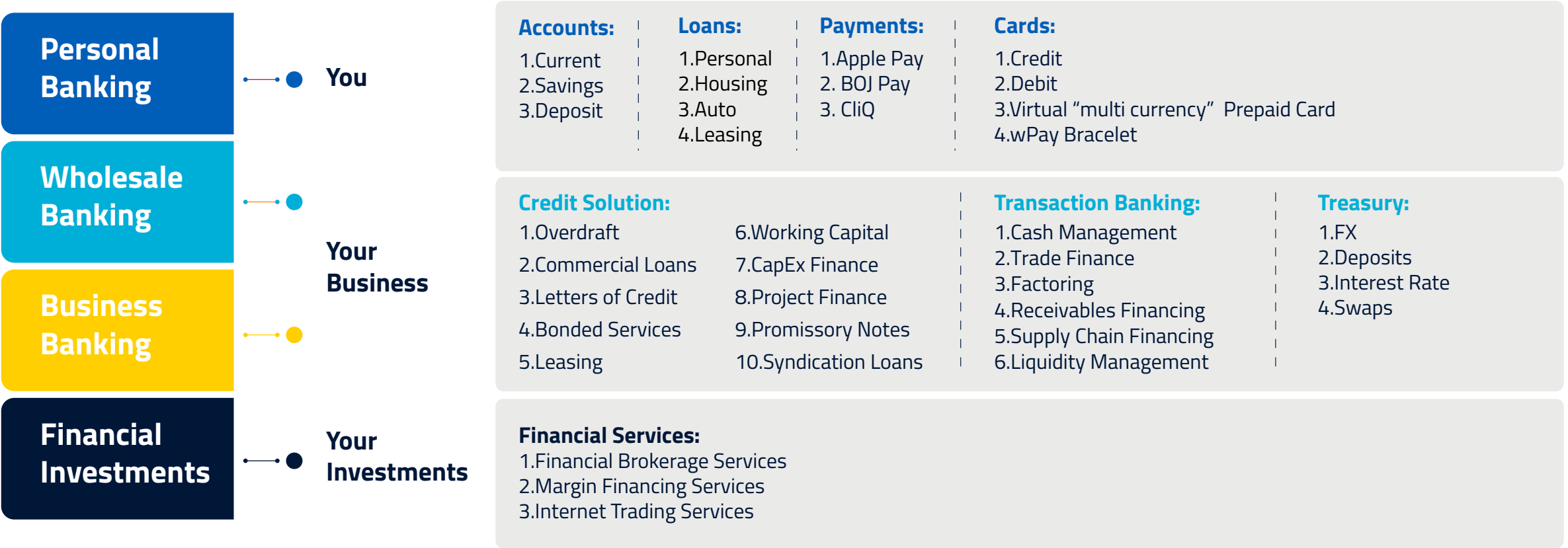
Strategic Segmentation Map

Bank of Jordan is committed to creating, communicating, and delivering its value proposition to its customers through meticulous customer segmentation, aiming to serve your personal, business, and investment needs. Our customer-centric approach is designed to fulfill our customers' requirements efficiently and effectively.



Value Proposition Elements

How BOJ is Creating Value to Customers?



Value Proposition Elements

How BOJ is Creating Value to Customers?

Financial Leasing

● Your Leasing Financing

Financial leasing options

1. Ijarah Ending with Ownership Transfer (Ijara Muntahia Bittamleek)
2. Operating lease
3. Selling then Leasing the Asset/ Asset liquidation

Securities Services

● For foreign institutional investors in the Jordanian market

- Safekeeping
- Settlement
- Reporting
- Corporate actions
- Dividends collection and distribution
- Market updates and news



**Innovation
and Agility**

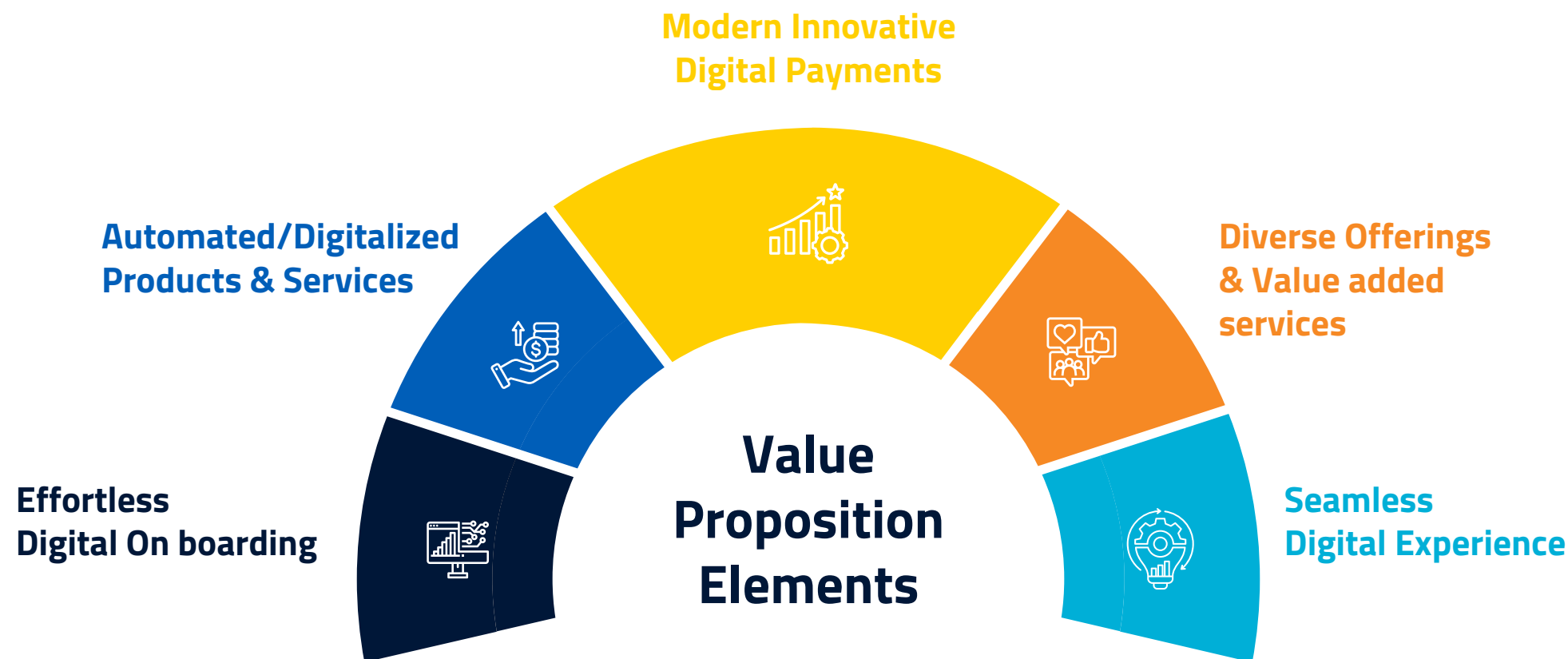
Digital Banking & E-Channels

Driven by the bank's progressive strategy, the Digital Banking and E-Channels department is overlooking digital functions which are core to the daily banking functions, and attend to the overall strategy of digital transformation. While continuously adapting to the latest customer needs and banking trends, the bank tends to utilize a customer-driven approach in order to enhance customer-facing channels.



Value Proposition Elements

How is BOJ Creating Value for Customers?



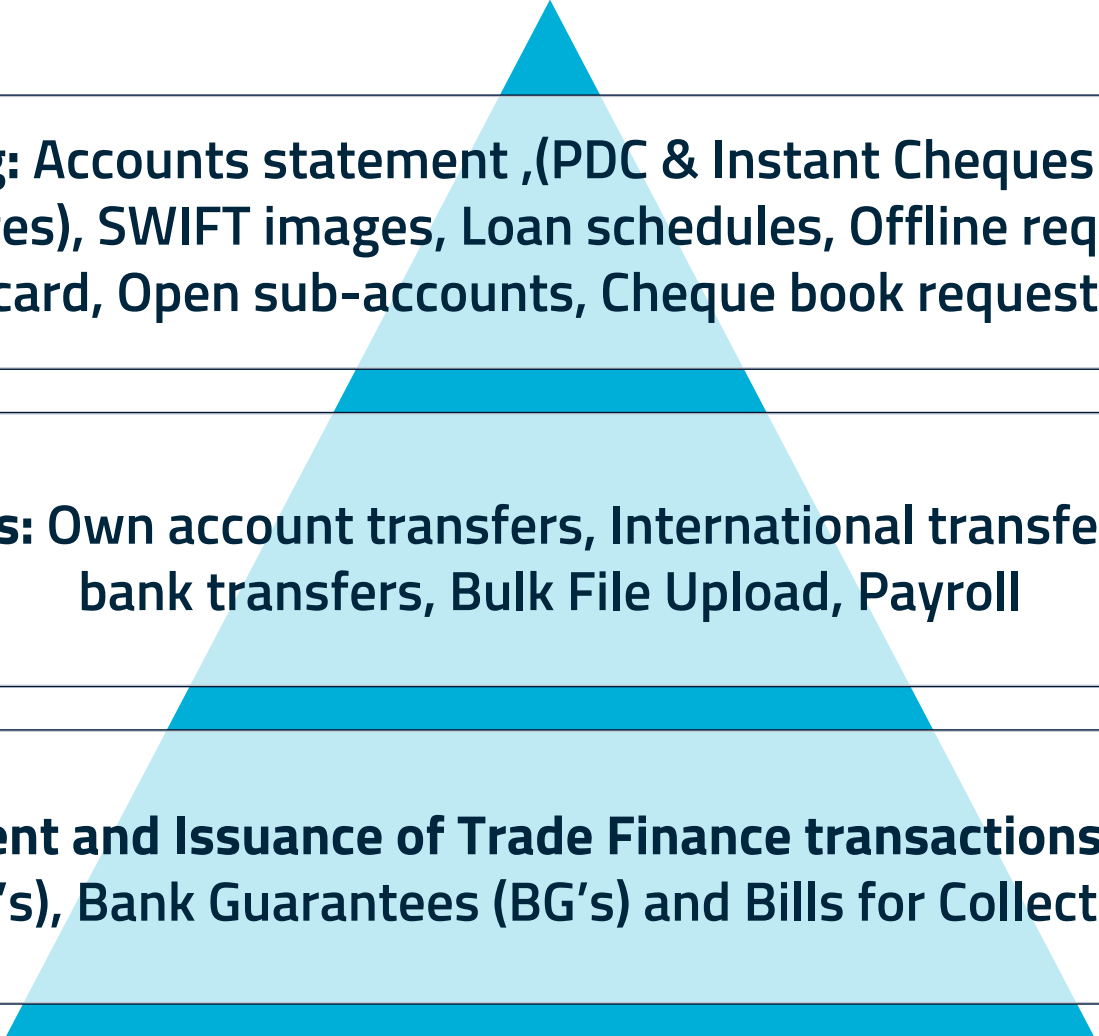
The background of the lower half of the slide features abstract, overlapping organic shapes in shades of blue and green. A large, light green shape is in the foreground, with a darker green shape behind it, and a blue shape further back. The text 'Cash Management Solutions:' is positioned on the light green shape.

Cash Management Solutions:

Corporate e-Banking Services (BOJ Business)

<p>We have successfully onboarded hundreds of corporate clients to its advanced e-Banking platform.</p> <p>Clients received comprehensive training through on-site visits or virtual sessions via Microsoft Teams, ensuring a seamless transition and strong user</p>	<p>Our corporate e-Banking solutions now support the Bank's presence across the region, including Jordan, Palestine, Bahrain, and Iraq.</p>	<p>Ongoing enhancements have been implemented to deliver an optimal user experience and ensuring our services remain aligned with the</p>	<p>Development is currently underway to launch mobile applications for corporate e-Banking, offering clients greater flexibility and accessibility on the go.</p>

BOJ Business Overview - Key Features



Reporting: Accounts statement ,(PDC & Instant Cheques summary include images), SWIFT images, Loan schedules, Offline requests (Credit card, Open sub-accounts, Cheque book request.

Payments: Own account transfers, International transfers, within bank transfers, Bulk File Upload, Payroll

Management and Issuance of Trade Finance transactions: Letters of Credit (LC's), Bank Guarantees (BG's) and Bills for Collection (BC's).

BOJ Business Overview - Platform Capabilities



Key Benefits

Better visibility through real-time reporting

Holding structure:

Manage multiple accounts and their payments with a single sign-in and across all their Bank of Jordan accounts in all countries.

Reduce time spent on reports and data gathering

Full access anytime, anywhere !

Cost Savings:

- Reduce operational and labor costs by eliminating the use of paperwork

Enhanced Security:

- Two-factor authentication through OTP (Email & SMS)
- BOJ Business Secured by SiteLock Trust Seal Testing Certificate
- Regular cyber security audits

Efficiency gains:

- Enhance transaction efficiency and speed through single and bulk payments
- Streamlined processes at the back-end level leading to faster transaction processing

Cash & cheques **Deposit machines**

Following the successful implementation and growing demand for Smart, instant Cash Deposit Services and post-dated Cheques safe box in Jordan, we are evaluating regional expansion into Iraq, Palestine, and Bahrain. This initiative reflects our commitment to innovation and extending value-added services across our regional network.

Automated reconciliation between BOJ clients and their vendor accounts can be efficiently implemented through integration with the BOJ client's financial system via the Cash Deposit Machine (CDM) system. This integration streamlines financial operations, reduces manual processing, and improves the accuracy of transaction matching.

Cheques safe box



CDM





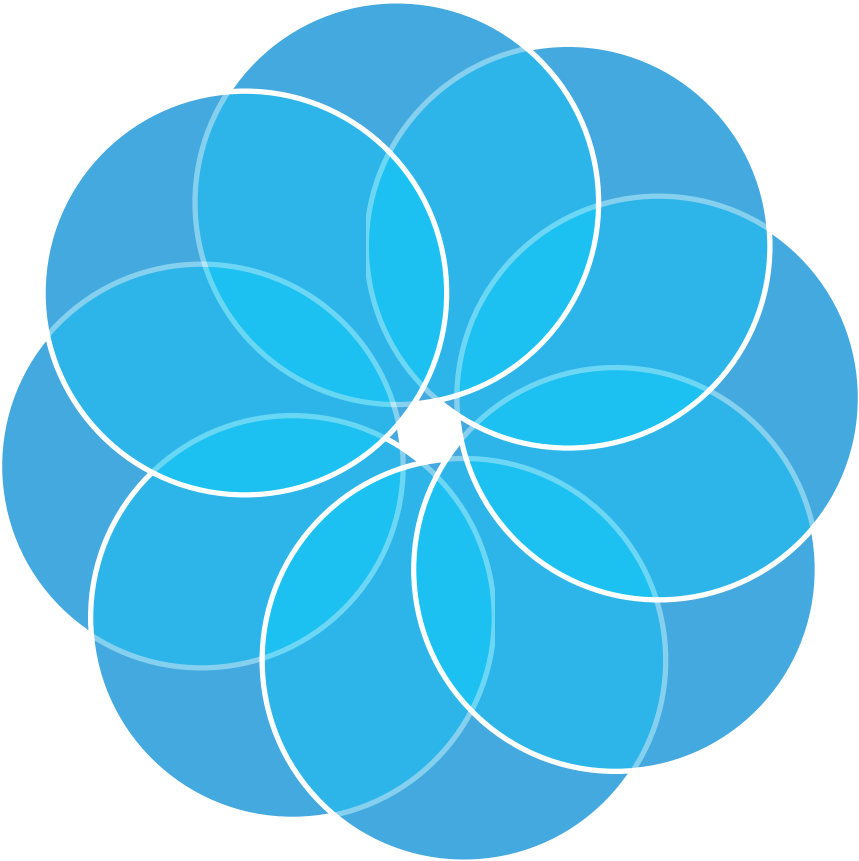
Trade Finance:

Trade Finance Performance

Revenue Growth: The Trade Finance unit has demonstrated consistent improvement, achieving a rise in client demand, effective execution of our business strategy, and higher volumes of cross-border transactions.

New Product Development: We have launched a range of new initiatives designed to offer value-added services that help clients manage their trade operations more efficiently. These solutions focus on risk mitigation and improving liquidity. Notable examples include Supply Chain Financing, Receivables Discounting, and both Pre-shipment and Post-shipment on Letters of Credit (LCs) trade funding.

Client Base Expansion: With stronger risk management practices in place, the quality of our trade finance portfolio has improved, ensuring a more stable and resilient financial performance. The unit has successfully expanded Bank Of Jordan's client base, which solidifies our position in the market and enhances our competitive edge.



Operational Efficiency Gains: Significant improvements have been made in transaction processing speed and reliability. Through process optimization and digital transformation, we have enhanced the client experience and reduced operational costs.

Digital Trade Platform Adoption: Our Trade Finance features on the digital platform have received positive feedback from clients, improving accessibility, and overall client engagement across our services.



Products Development

Professional and **strategic:**

**A new dedicated unit has been established to focus on the development of corporate banking products.
This strategic initiative is designed to enhance our service offerings and tailored solutions to meet the evolving needs of our clients and strengthen our position as a leading provider of innovative financial services for businesses in the region.**

BOJ Information Security Program

Bank of Jordan is committed to maintaining a strong cybersecurity position by adhering to internationally recognized standards and frameworks, in addition to local and regional authoritative regulatory requirements.



Bank of Jordan achieved second place among all banks and financial institutions in Jordan that participated in the interactive cyber-attack tabletop exercise conducted by the Central Bank of Jordan.



Sustainability Reports

2024

Highlights

We are marking a significant milestone in our journey towards fostering a sustainable future. We have dedicated substantial efforts to establishing a robust sustainability framework, anchored on four key pillars that shape our approach to integrating sustainability into the bank's operational processes.

Reinforcing Our Primary Governance Principles and Advancing Sustainable Finance



Board members had an attendance rate of **97%** at board meetings.



100% of the Board of Directors are non-executive members.



Zero incidents of non-compliance with laws and regulations nor non-monetary penalties documented within the past 3 years.



BOJ has maintained the distribution of cash dividends of **18%** of the capital, amounting to JOD 36 million within the past 3 years.



Environmentally friendly car loans increased to reach **16.7%**, an increase compared to **13.3%** in 2023.



The Bank's total income (revenues) reached approximately JOD 170 million in 2024, achieving a growth of **1.7%**, compared to JOD 168 million in 2023, which had marked a growth of **13.3%**.



13.6% of our total credit facilities portfolio is dedicated to financing small and medium enterprises.

Cultivating Amicable Relations with Our Customers



92.4% overall customer satisfaction rate.



The percentage of CIB clients enrolled in BOJ Business Banking reached approximately **67%** of total eligible clients in 2024, compared to **38%** in 2023.



68% of the complaints resolved in 2024 were addressed within five business days, compared to **87%** in 2023.



The electronic archiving project was completed **100%** in accordance with the targeted plan for 2023 and 2024.



64% of customers were digitally active on the BOJ Mobile app in 2024, compared to **85%** in 2023.



95% relative importance of movements executed digitally from the total transactions executed.



Zero data breaches have been recorded within the past 3 years.



A total of 54 **ATMs** and 33 **branches** are equipped to accommodate individuals with mobility

2024

Highlights

Unwavering Commitment to Our Communities and Our Environment



Zero fines for non-compliance with environmental laws and regulations within the past 3 years.



100% of our electricity needs have been met through solar energy over the past three years.



15,931 beneficiaries were reached through our social initiatives and programs in 2024, compared to **9,000** beneficiaries in 2023.



Spending on local suppliers increased by **23.8%** in 2024, compared to an **11%** increase in 2023.



Donations and support provided by the Bank accounted for **1.6%** of its net profit before tax in 2024, compared to **2.2%** in 2023.

Developing a Team of Exceptional Employees



99.7% of our total workforce are locals.



The percentage of women in middle management increased by **11.8%** in 2024, compared to 2023.



364 employees attended Code of Conduct trainings in 2024, compared to **1,136** employees in 2023.



The average number of training hours per employee was **approximately 24 hours** per year for both 2024 and 2023.



100% of grievances submitted were addressed and resolved in 2024, compared to **94%** in 2023.

Corporate Social Responsibility (CSR)

Rooted in our unwavering belief in the principles of social solidarity and understanding the ever-evolving societal needs, Bank of Jordan is deeply committed to executing impactful social responsibility initiatives. Over the years, we have fostered strategic partnerships with various charitable and civil society organizations, reflecting our dedication towards bolstering key societal pillars.



CSR Spending till Q1 - 2025 (by activity) ~ (2.2 Million Dollar)

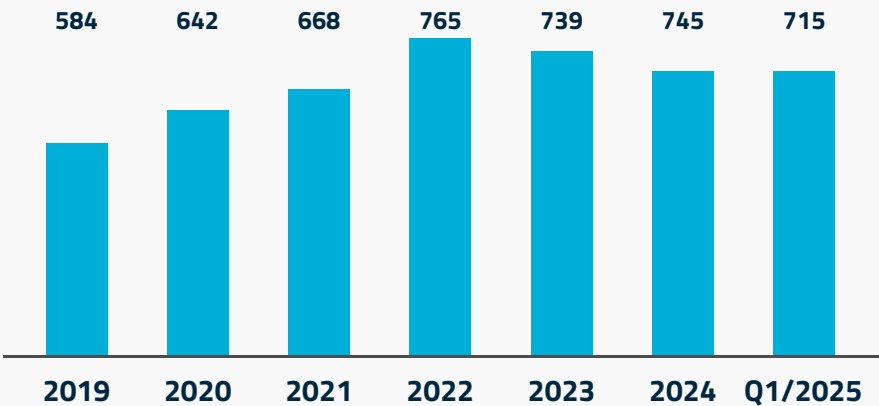


Financial Performance Key Performance Indicators

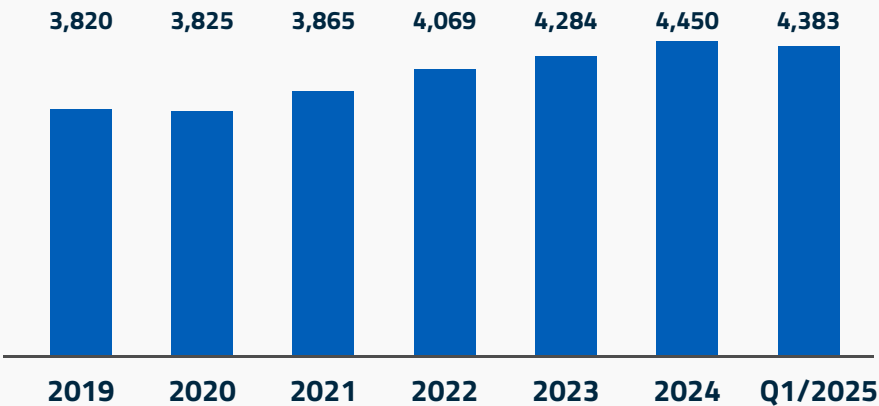
Financial Performance

Key Performance Indicators

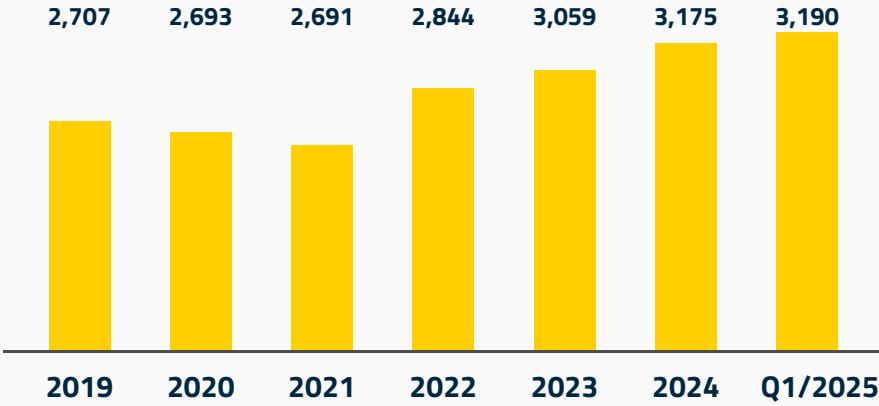
Equity Attributable to Shareholders (\$ Million)



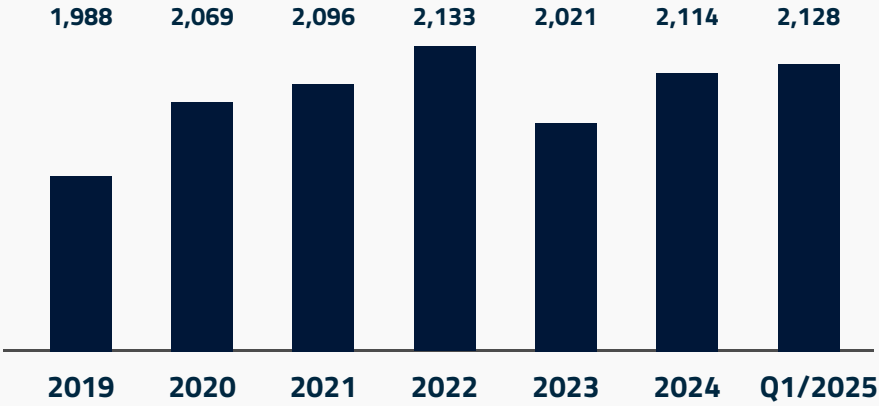
Total Assets (\$ Million)



Customer Deposits (\$ Million)

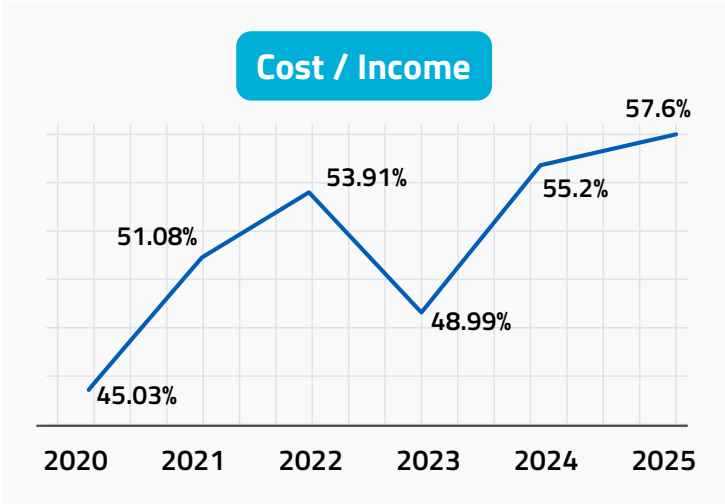
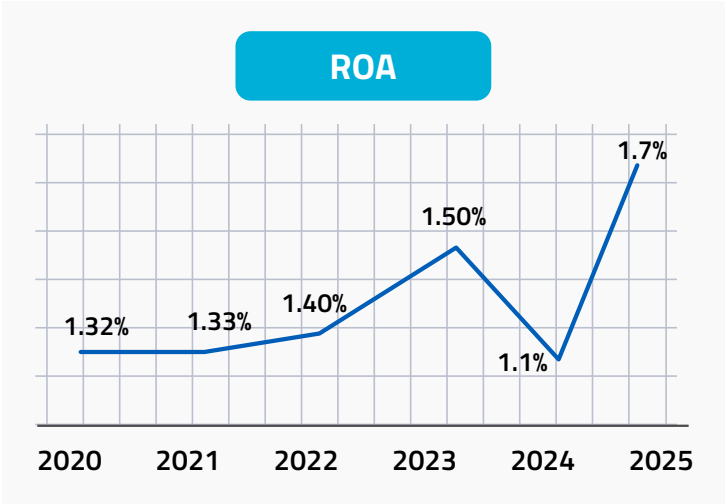
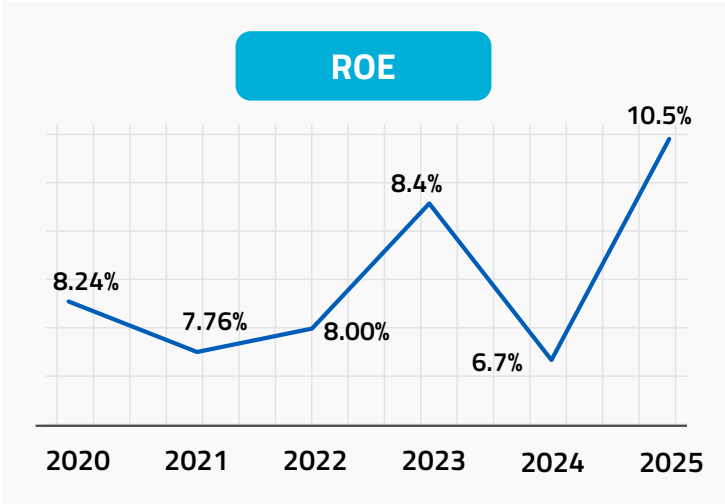
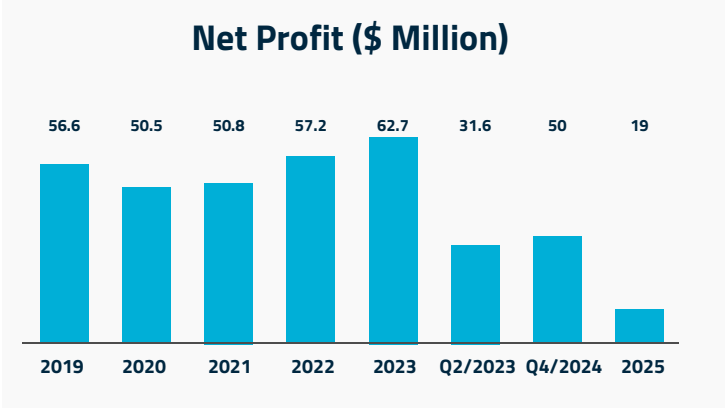
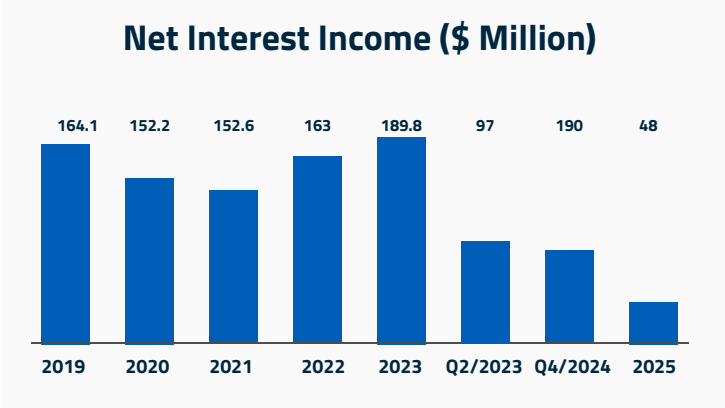
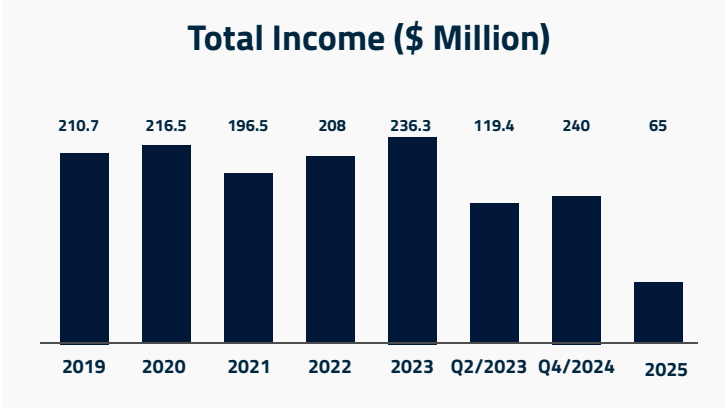


Credit Facilities - Net (\$ Million)



Financial Performance

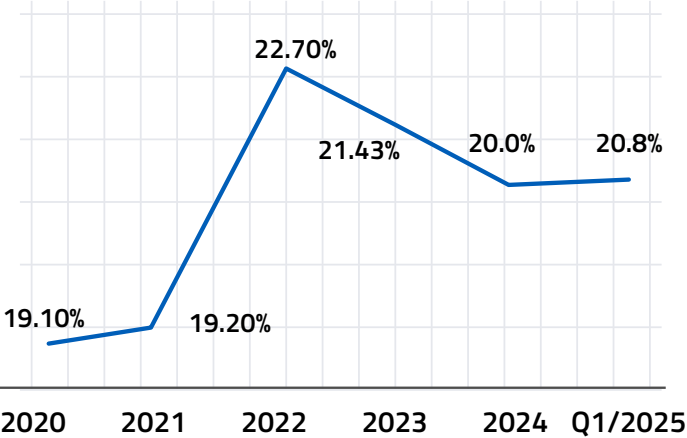
Key Performance Indicators



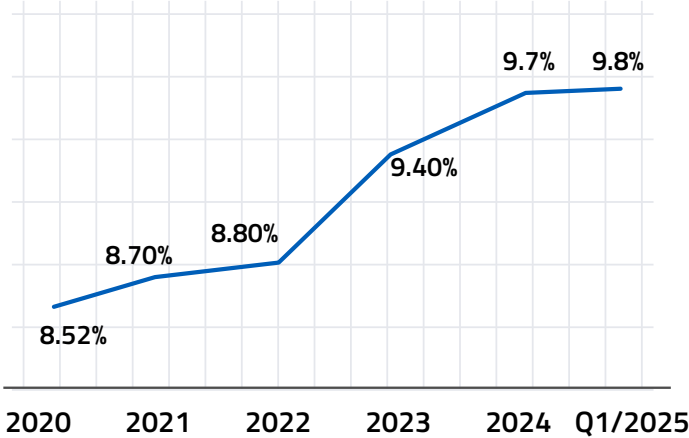
Financial Performance

Key Performance Indicators

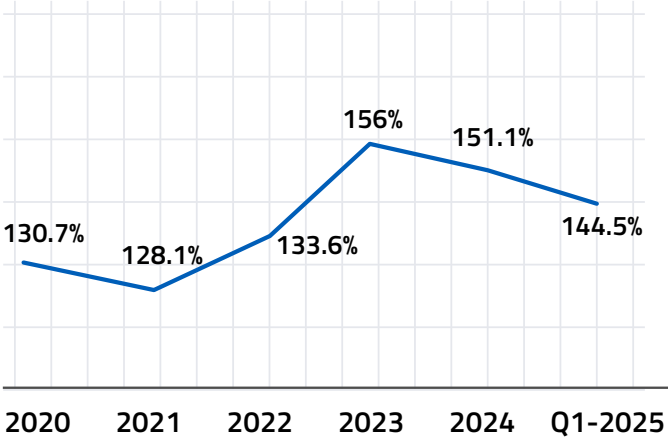
Capital Adequacy
Ratio (CAR)



NPL Ratio



Legal Liquidity
Ratio



Consolidated Statement of Financial Position

as of 31/3/2025

Assets	2025 USD	2024 USD
Cash and balances with central banks – Net	1,142,984,525	1,088,271,893
Balances with banks and financial institutions – Net	290,934,550	378,145,326
Deposits with banks and financial institutions -Net	3,374,042	660,008
Financial assets at fair value through profit or loss	487,609	500,984
Financial assets at fair value through other comprehensive income	284,480,666	353,394,519
Direct credit facilities at amortized cost - Net	2,127,840,416	2,113,926,955
Financial assets at amortized cost - Net	232,689,661	233,935,499
Property and equipment – Net	93,756,351	86,066,753
Intangible assets – Net	11,875,384	12,168,058
Deferred tax assets	35,483,498	35,441,808
Other assets	158,808,051	147,315,594
Total Assets	4,382,714,753	4,449,827,398

Liabilities and Owners' Equity

Liabilities:	2025 USD	2024 USD
Banks and financial institutions' deposits	50,116,072	59,712,417
Customers' deposits	3,190,364,835	3,175,421,291
Cash margins	191,807,945	281,786,124
Sundry provisions	6,923,604	7,802,928
Income tax provision	32,400,856	26,994,111
Deferred tax liabilities	299,938	324,275
Borrowed funds	60,119,446	56,167,515
Other liabilities	115,857,917	76,838,434
Total Liabilities	3,647,890,612	3,685,047,096

Owners' Equity

Bank's Shareholders Equity	2025 USD	2024 USD
Paid-up capital	282,087,447	282,087,447
Statutory reserve	172,700,846	172,682,704
Voluntary reserve	174,763	154,028
General banking risks reserve	5,785,643	5,785,643
Special reserve	8,250,695	8,250,695
Foreign currency translation differences	-13,139,690	-13,286,463
Fair value reserve	53,481,602	52,265,292
Retained earnings	186,472,763	237,192,422
Profit for the period after tax	18,972,863	0
Total Owner's Equity - Bank's Shareholders	714,786,934	745,131,769
Non-controlling interests	20,037,207	19,648,533
Total Owners' Equity	734,824,141	764,780,302
Total Liabilities and Owners' Equity	4,382,714,753	4,449,827,398

Consolidated Statement of Profit or Loss as of 31/3/2025

	For the Three-Month Period Ended March 31 , 2025	
	2025	2024
	USD	USD
Interest income	67,684,934	277,945,841
Less: Interest expense	19,196,378	88,035,319
Net Interest Income	48,488,556	189,910,522
Net Commissions income	13,713,700	36,259,566
Net Interest and Commissions Income	62,202,255	226,170,087
Foreign currencies income	1,478,883	6,911,825
Gain from financial assets at fair value through profit or loss	-13,375	12,484
Cash dividends from financial assets at fair value through other comprehensive income	84,626	801,324
Profits from the sale of financial assets at fair value through other comprehensive income - debt Instruments	0	212,344
Other income	1,097,528	6,232,560
Total Income	64,849,917	240,340,625

Consolidated Statement of Profit or Loss as of 31/3/2025 Cont.

	2025	2024
Employees expenses	18,631,386	58,425,725
Depreciation and amortization	4,363,611	16,141,638
Other expenses	14,388,505	58,047,238
Expected credit loss	-1,750,877	28,890,381
(Recovered from) assets foreclosed by the Bank impairment provision	-973	45,532
Sundry provisions	377,513	1,177,952
Total Expenses	36,009,165	162,728,465
Profit for the Year Before Income Tax	28,840,752	77,612,159
Less: Income tax	9,730,838	27,841,283
Profit for the Year	19,109,914	49,770,876
Attributable to:		
Bank's Shareholders	18,972,863	49,389,530
Non-controlling Interests	137,051	381,346
Profit for the Year	19,109,914	49,770,876
	USD/Fill\$	USD/Fill\$
Earnings per share for the year attributable to the Banks' shareholders	0.095	0.247

Financial Performance

Competitive Position



Bank of Jordan is proud to announce that we were recently selected by Global Finance for the Best Sub-Custodian Bank in Jordan award



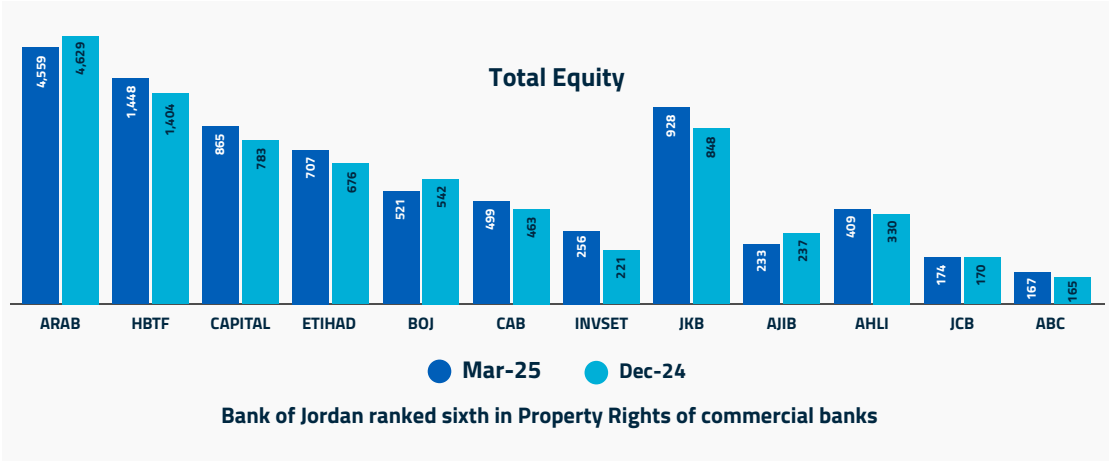
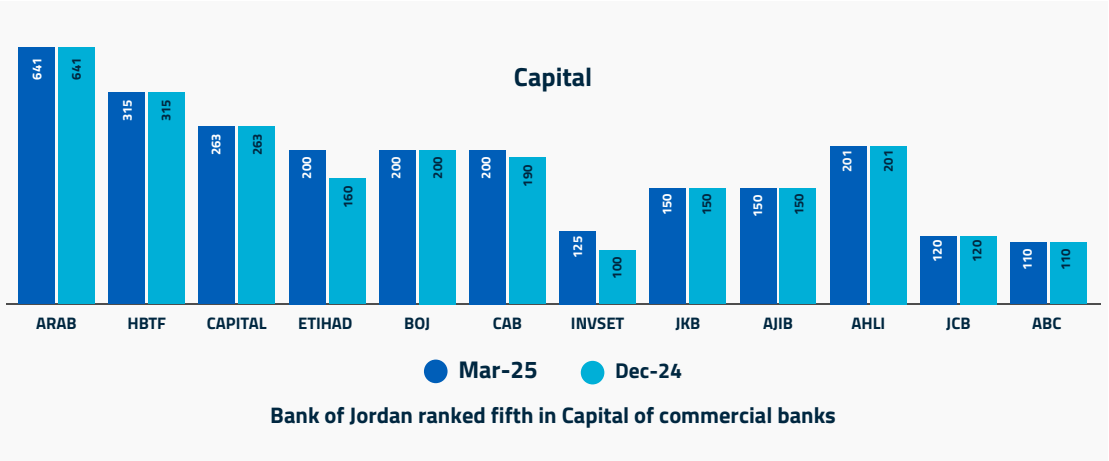
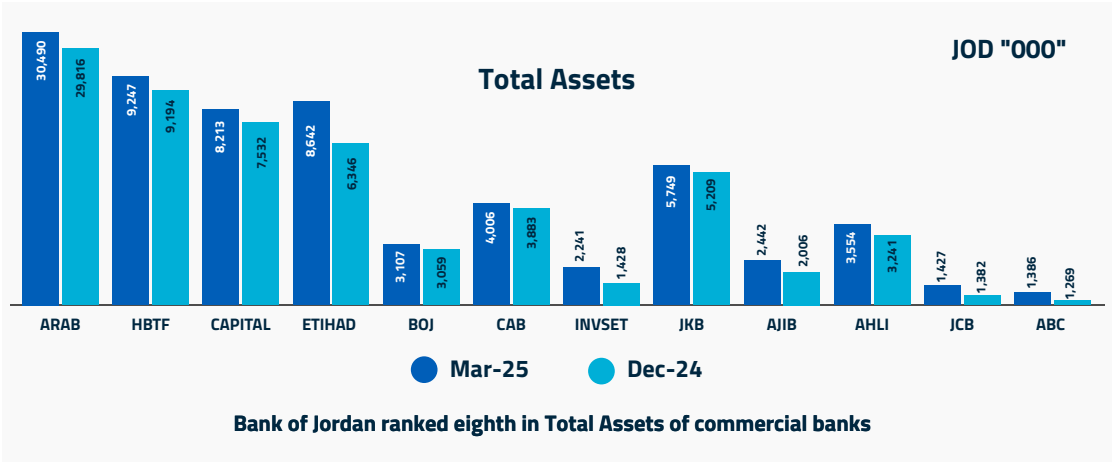
The Bank of Jordan achieved second place among all banks and financial institutions in Jordan that participated in the interactive cyber-attack tabletop exercise conducted by the Central Bank of Jordan through the Cyber Incident Response Team for the Financial and Banking Sector (Jo-FinCERT), in collaboration with Exelasis. This tabletop exercise aimed to test the ability of financial institutions to take the necessary actions and make decisions in response to potential cyber threats targeting the



Bank of Jordan is proud to announce the remarkable achievement of winning the Pikasso Gold Award in the Digital Marketing Category. This prestigious honor was awarded for the design of the 'All Eyes on You' Savings Accounts Campaign, which was recognized as the best and most creative design in this category for 2024. The award, granted by an international jury of industry experts, reaffirms our leadership in delivering innovative and creative marketing solutions that meet the highest global

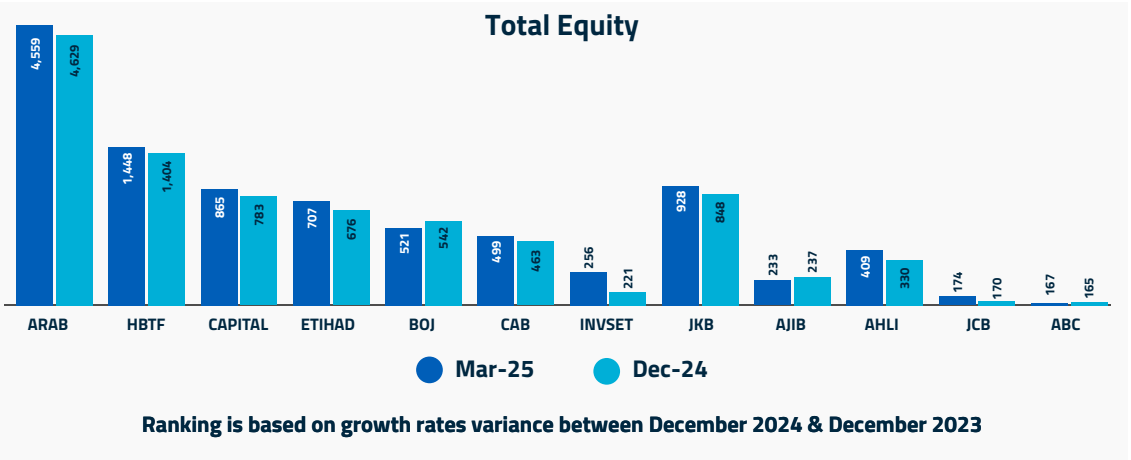
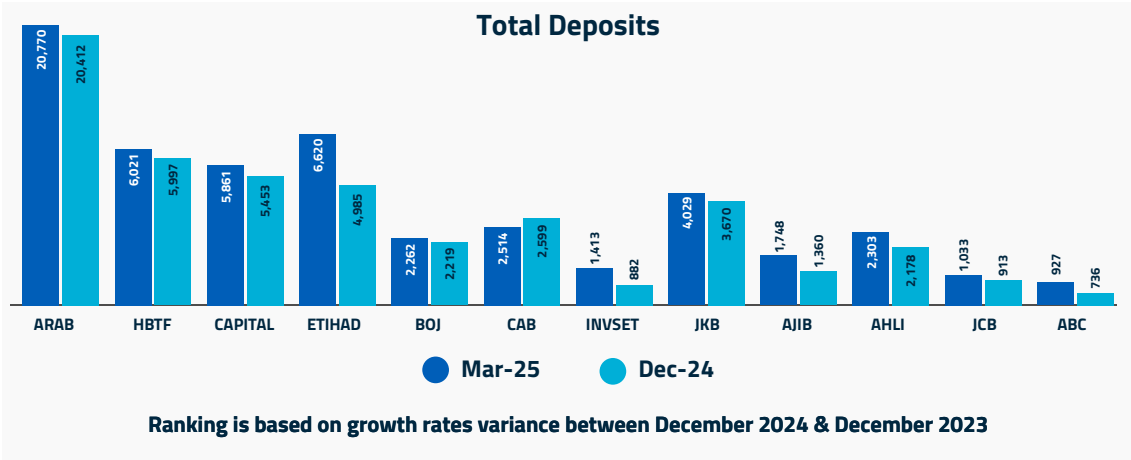
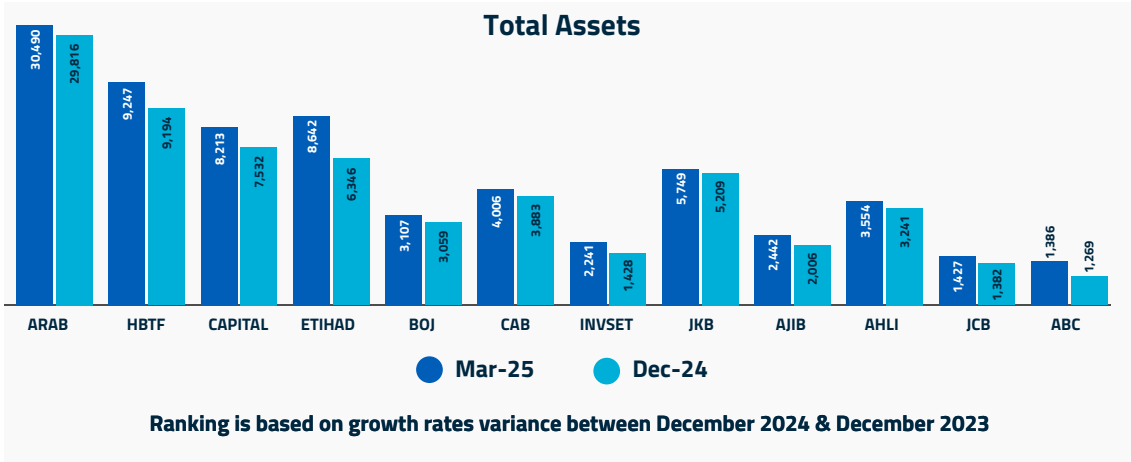
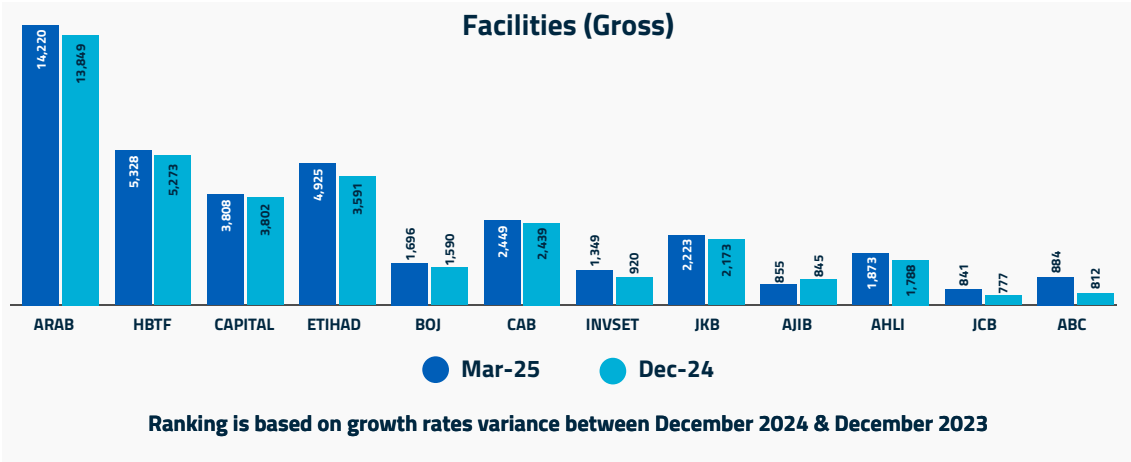
Financial Performance

Competitive Position



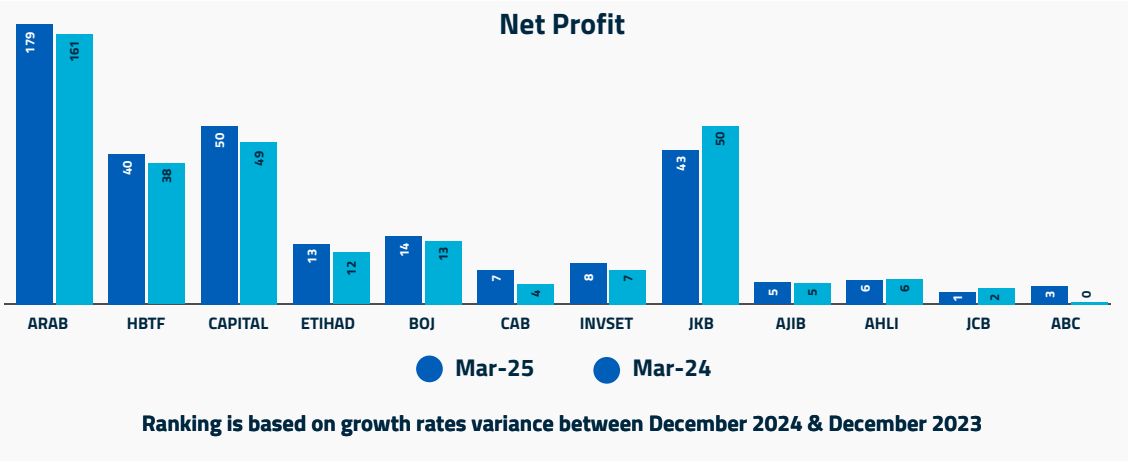
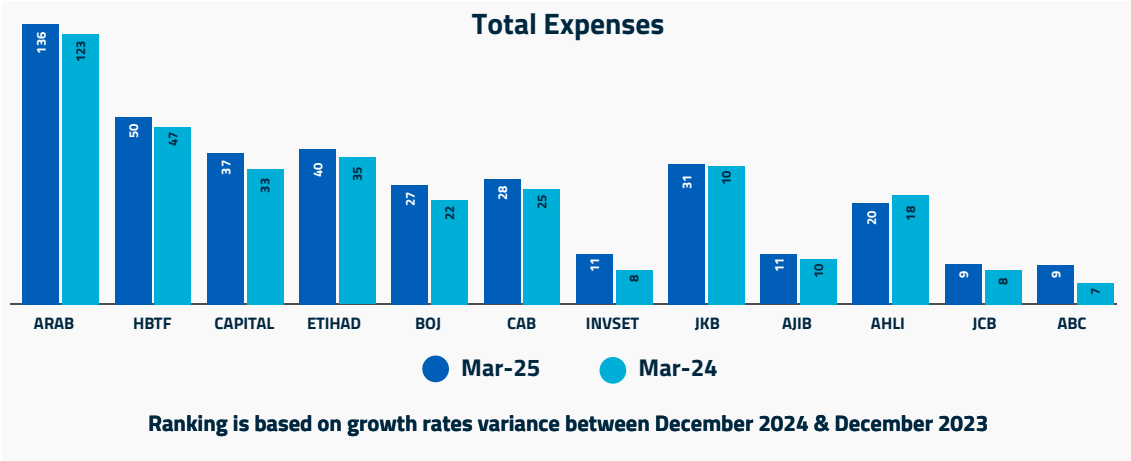
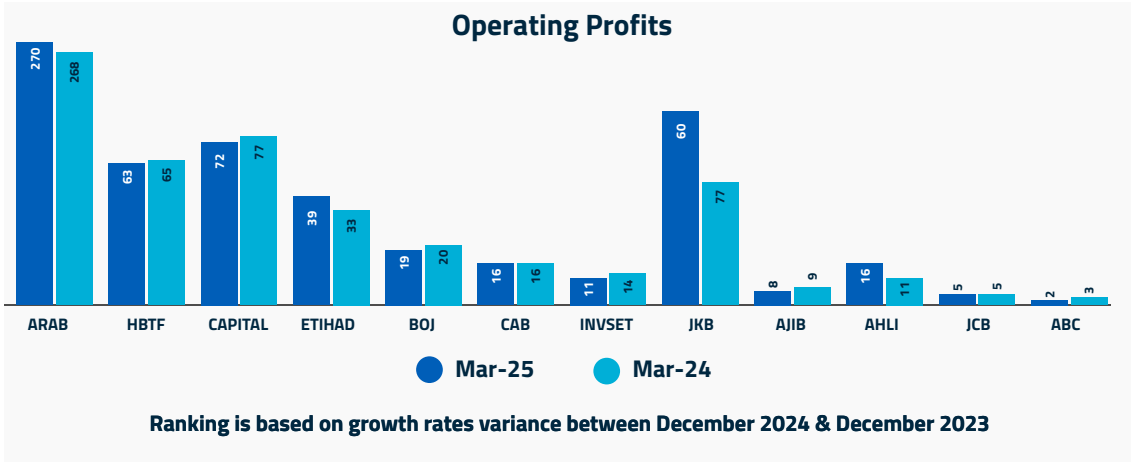
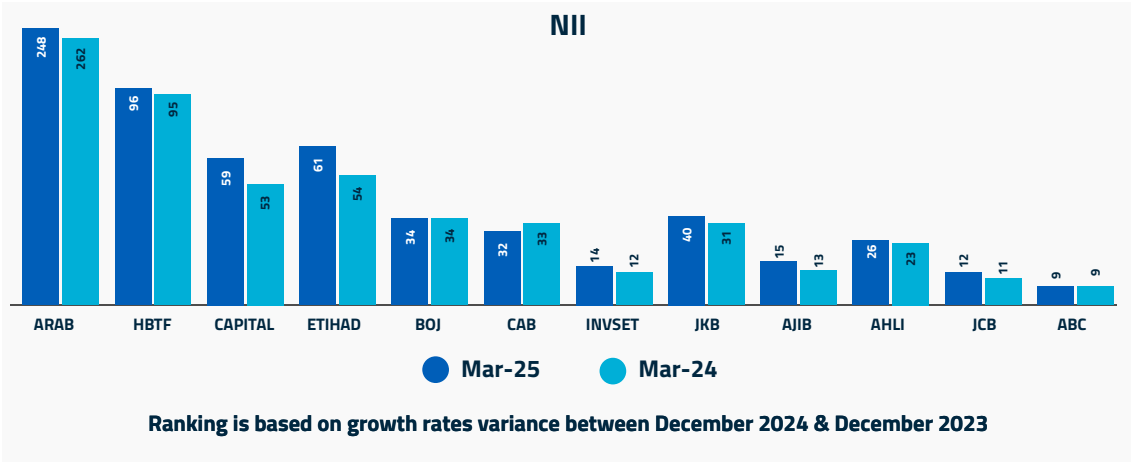
Banks

Balance sheet



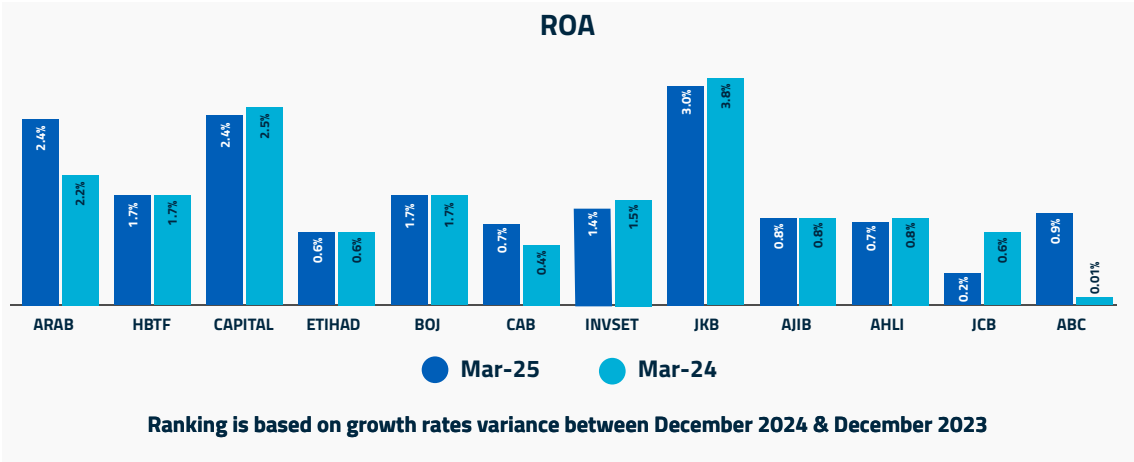
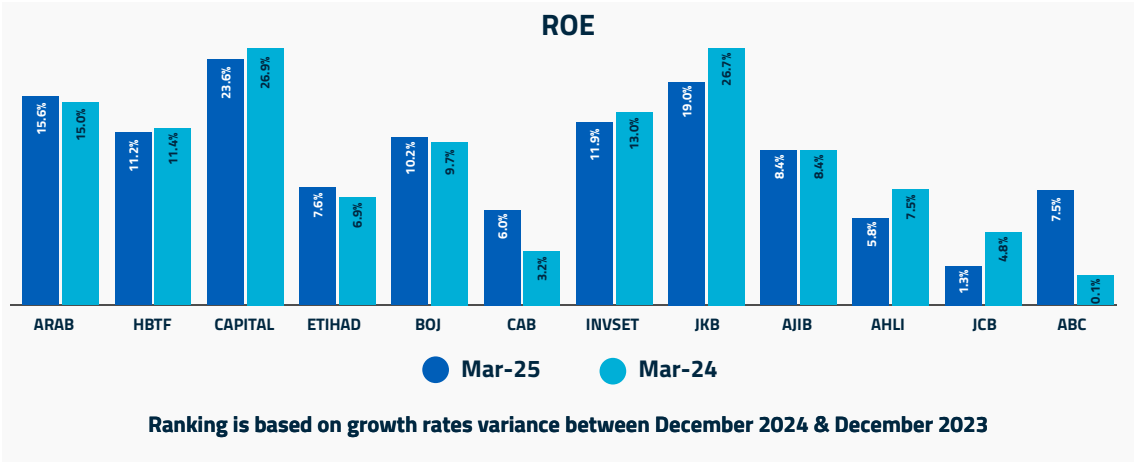
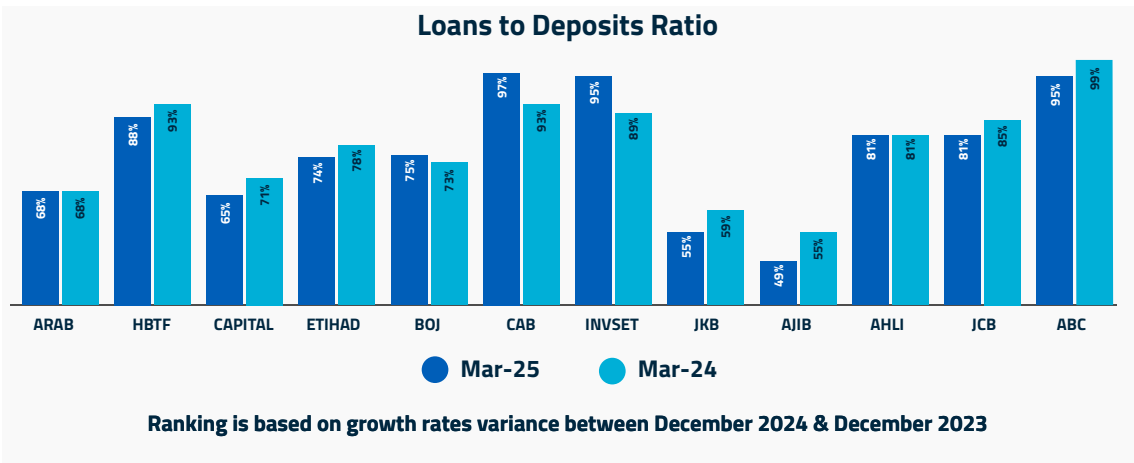
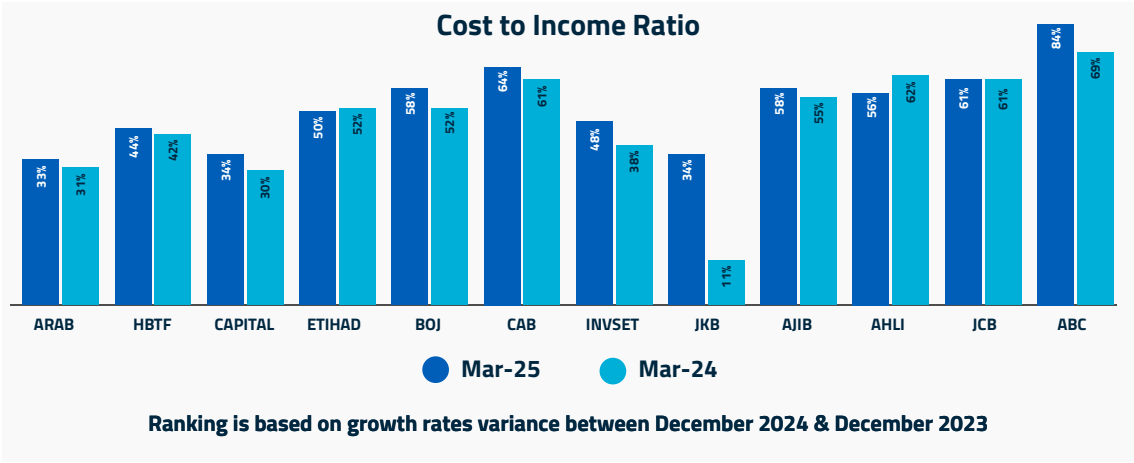
Banks

Income statement



Banks

KPI's



Bank of Jordan Credit Rating

Fitch Credit Rating

Ratings

Foreign Currency
Long-Term IDR **BB-**
Short-Term IDR **B**

Viability Rating **bb-**

Government Support Rating **b**

Outlooks

Long-Term Foreign-Currency IDR **Stable**
Sovereign Long-Term Foreign Currency IDR **Stable**
Sovereign Long-Term Local Currency IDR **Stable**

Sovereign Risk (Hashemite Kingdom of Jordan)

Long-Term Foreign-Currency IDR **BB-**
Long-Term Local-Currency IDR **BB-**
Country Ceiling **BB**



Subsidiaries and External Branches

Subsidiaries and External Branches

External Branches

Bank of Jordan – Palestine
Paid-up Capital: \$ 75,000,000
Date of Establishment: 1963

Bank of Jordan - Bahrain
Paid-up Capital: \$ 50,000,000
Date of Establishment: 2018

Bank of Jordan - Iraq
Paid-up Capital: \$ 83,500,000
Date of Establishment: 2022

Subsidiaries

Excel for Financial Investments Company
% Ownership: 100.0%
Paid-up Capital: \$ 4,936,530
Date of Establishment: 2006

Bank of Jordan - Syria
% Ownership: 49.0%
Paid-up Capital: SYP 15,000,000,000
Date of Establishment: 2008

Jordan Leasing Company
% Ownership: 100.0%
Paid-up Capital: \$ 28,208,744
Date of Establishment: 2011

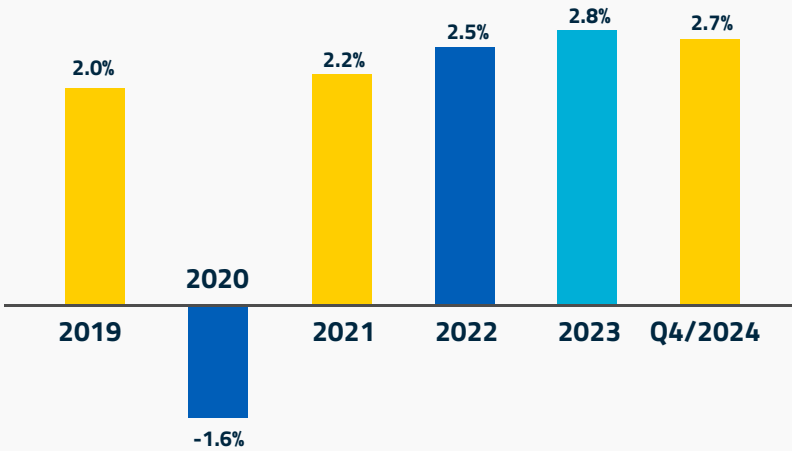


Economic Overview

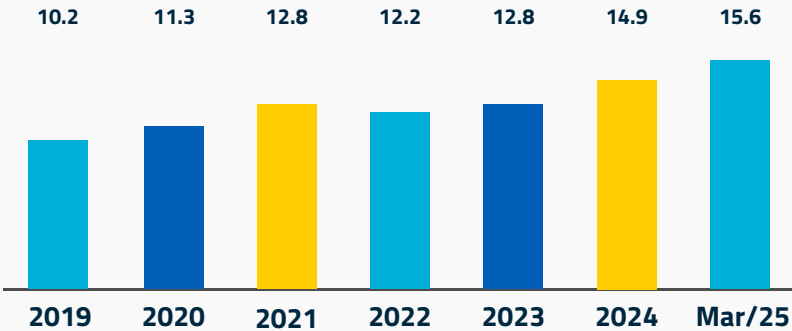
Economic Performance

Jordan

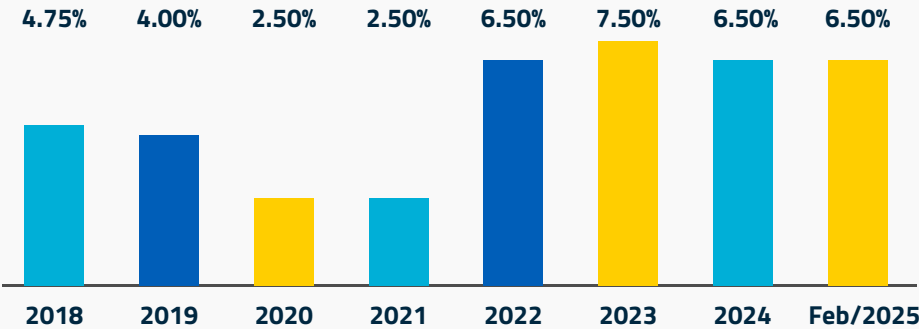
GDP Growth



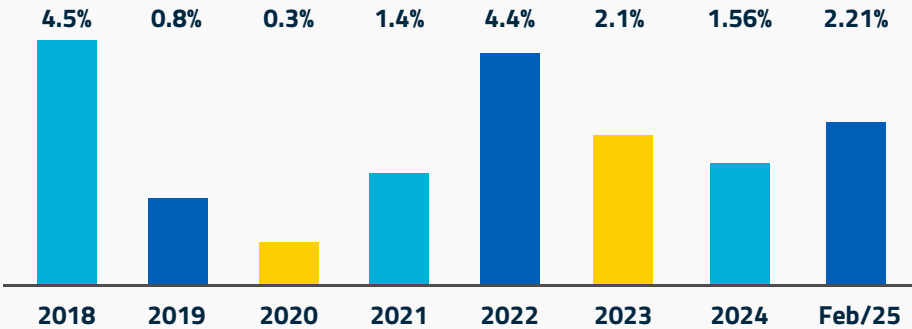
Central Bank of Jordan Foreign Reserves
Including Gold & SDRs



Main CBJ Interest Rate

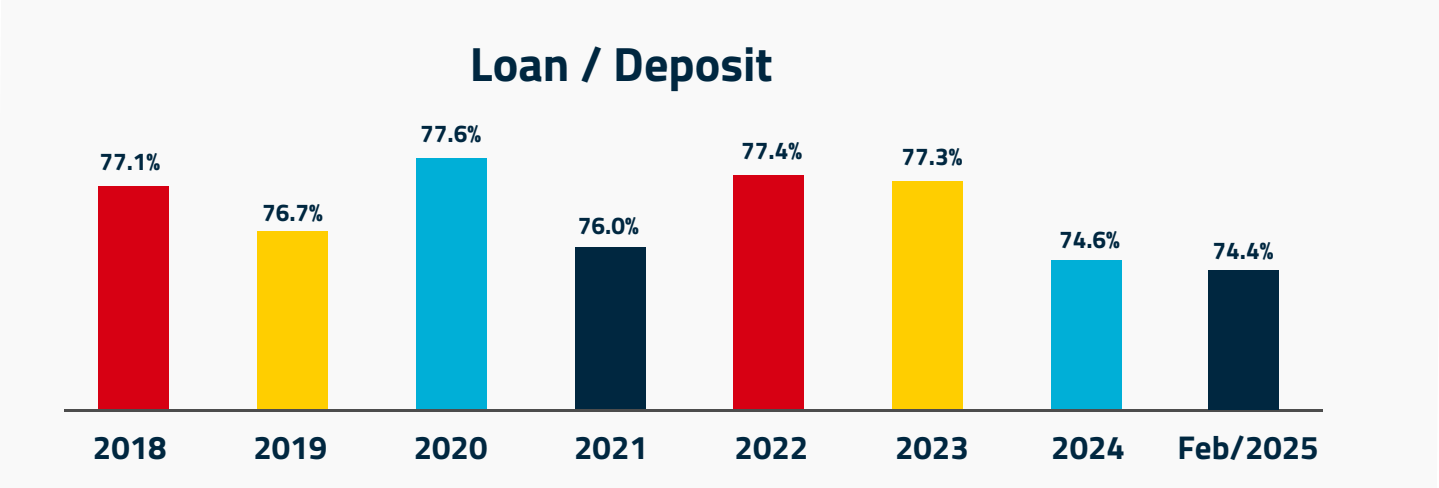
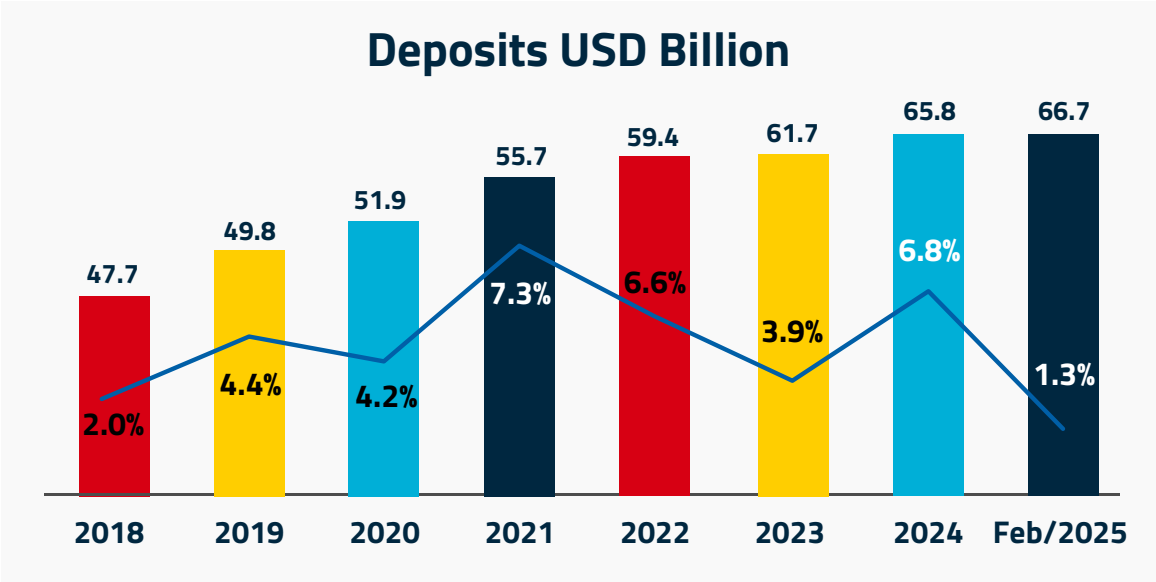
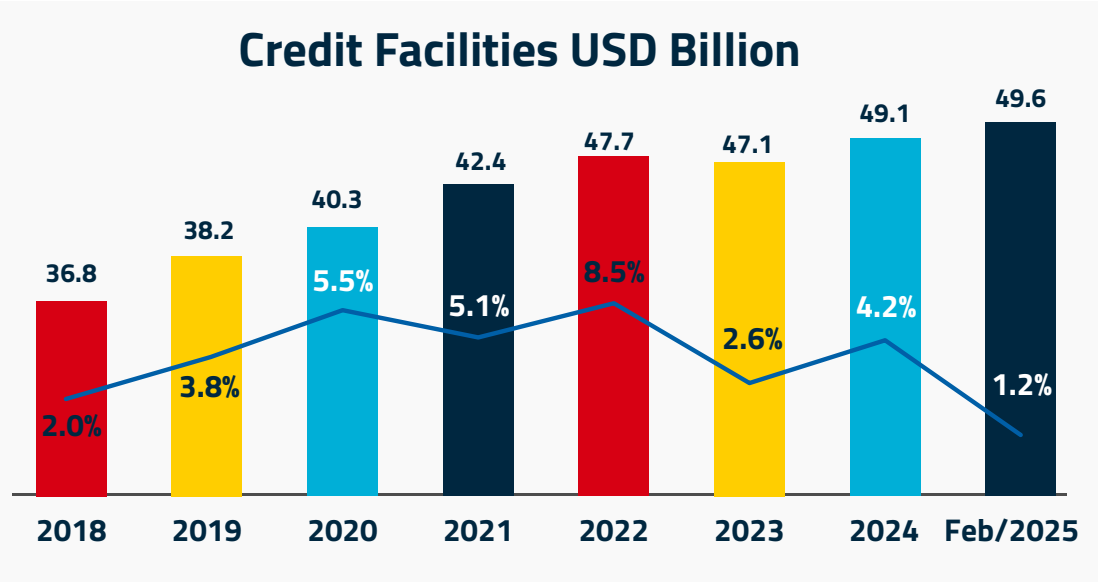


Inflation Rate



Financial and Banking Sector

Jordan



THANK YOU!

