



Open for business

CBIQ Background

- ◆ Established in February 1992 as a full fledged commercial bank.
- ◆ Largest private bank in Iraq with a capital base of circa \$60 million.
- ◆ Branch network: 10 (Baghdad 9 & Basra 1) with Central Bank of Iraq approval for branches in Erbil and Sulaimaniya in Kurdistan.
- ◆ AUB acquired a 49% stake in the Commercial Bank of Iraq in December 2005.
- ◆ Strategic alliance with Ahli United Bank, a premier Pan-GCC bank with a UK presence.
- ◆ Exclusive arrangement with Trade Bank of Iraq for issuing LCs on behalf of Iraqi ministries and Governmental agencies for import purposes.
- ◆ Full brokerage services on the Baghdad Stock Exchange.
- ◆ 247 employees (Dec-07).

Equipped For Growth

Strategy & Objectives

- ◆ **Develop reputation as Iraq's leading and preferred provider of financial products and services.**
- ◆ **Increase local and international client base by providing customer-driven solutions.**
- ◆ **Enhance performance and service delivery through use of modern banking technology.**
- ◆ **Maximize shareholder value with a sustainable ROE > 20% in a secure environment.**
- ◆ **Entrench a disciplined risk and cost management culture.**
- ◆ **Contribute positively to the social and economic advancement of Iraq.**

Profit Driven Vision

AUB – A Strategic Partner

- ◆ **Experienced management.**
- ◆ **Modern IT and technology infrastructure.**
- ◆ **Regional and international banking presence.**
- ◆ **Best Practice policies and procedures including KYC and Anti-Money laundering.**
- ◆ **Multiple trade, corporate and retail products available to be rolled out subject to operating environment.**

Sustained Growth Potential

Financial Highlights

	2003	2004	2005	2006
Net Profit – US\$'000	659	963	1,129	1,502
Total Assets – US\$'000	38,488	49,977	105,840	124,316
Total Loans – US\$'000	5,288	9,852	17,037	19,415
Customer deposits – US\$'000	17,022	22,591	52,804	59,565
Total Liabilities – US\$'000	34,924	41,440	63,227	66,479
Shareholders' Equity – US\$'000	3,565	8,537	42,614	48,170
Return on Average Assets	2.0%	2.2%	1.8%	1.3%
Return on Average Equity	20.4%	15.9%	11.3%	3.3%
Cost to Income	46.3%	53.1%	41.6%	24.7%
Risk Asset Ratio	47.6%	47.8%	101.3%	114.8%

Exchange rate - \$1 = IQD 1,220

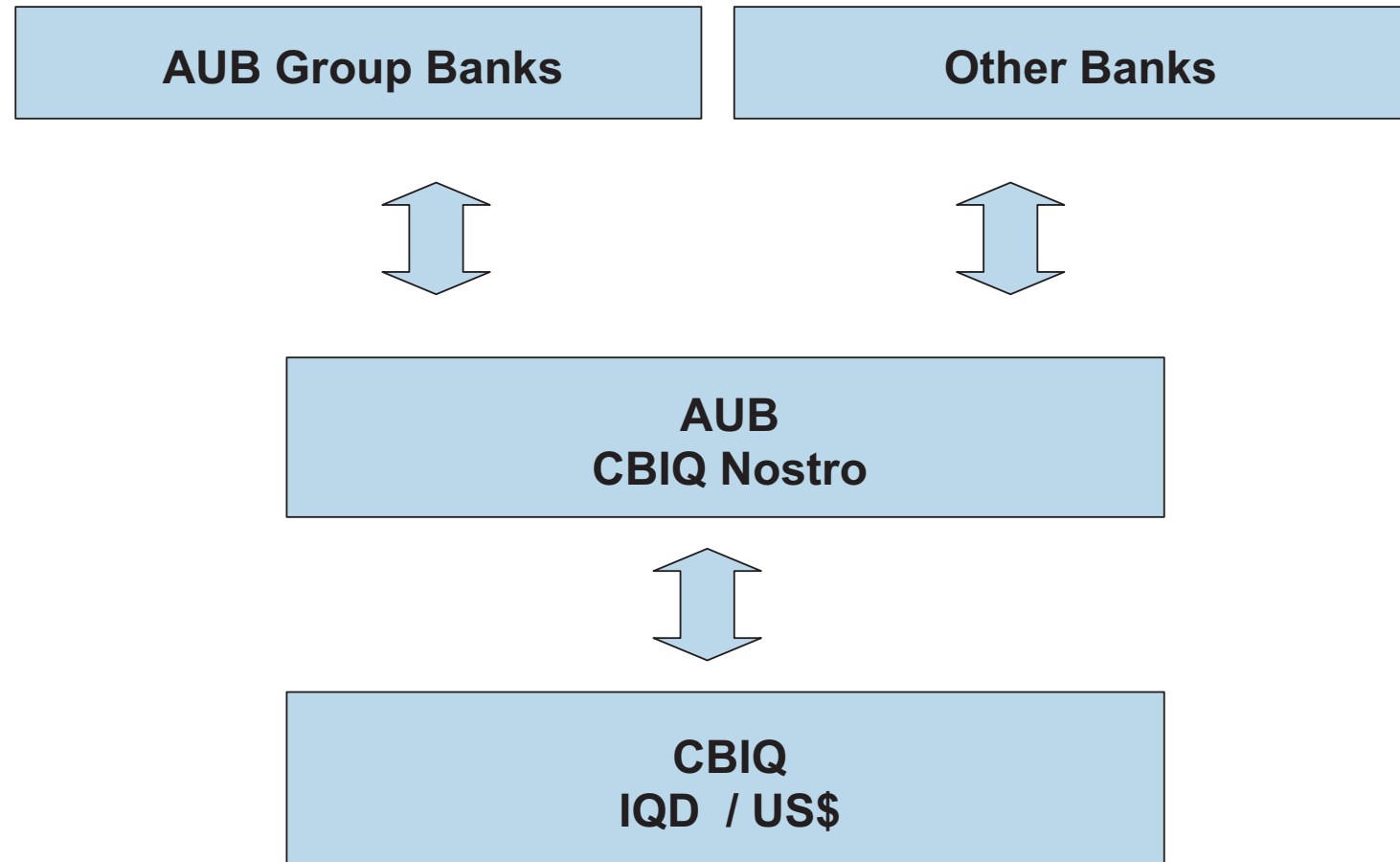
Prudent Growth in a Challenging Environment

Products & Services

- ◆ Trade finance solutions that allow customers to meet their import and export needs through cost efficient and secure transactions.
- ◆ Exclusive Dealing capability with Iraqi ministries on issuing L/C's and L/G's through trades.
- ◆ Efficient transfer and foreign exchange payments/transfers in Iraqi Dinars and foreign currency for customers both in Iraq and outside of Iraq.
- ◆ Current and Saving Accounts in Iraqi Dinar and foreign currency at very competitive rates.
- ◆ Short-term secured retail and corporate lending.
- ◆ Direct access to the Baghdad Stock Exchange.


Customer Driven Solutions

Fund Transfer Mechanism via SWIFT



Straight Through Processing

Key Performance Priorities



**Priorities that guide our
current strategy**

- ◆ **Reducing operating environment risk and maintaining growth in core earnings with prudent policies.**
- ◆ **Efficient deployment of capital while maintaining liquidity.**
- ◆ **Achieving quality credit portfolio on a secured basis.**
- ◆ **Installing state-of-the-art IT and information processing tools.**
- ◆ **Enhancing operational and cost efficiency.**
- ◆ **Optimize staff capabilities through training and profit driven incentives.**

Realistic Approach

Contact details

**Commercial Bank of Iraq,
Al-Sadoon Street,
Baghdad, Iraq.
Tel: (+964) 1 7405583
Fax: (+964) 1 7184312**