

**PERFORMANCE REVIEW OF  
BYBLOS BANK RDC S.A.R.L.**



## REVIEW OF OPERATIONS

### POISED FOR SUSTAINED SUCCESS

Byblos Bank RDC recorded several major achievements in 2012, including an increase in deposits, an expanded loan portfolio (both direct and indirect), and substantial growth in foreign exchange dealings. In addition, the Bank began handling letters of credit and customs payments, and made significant strides in minimizing its operating costs.

These and other accomplishments were instrumental in allowing the Bank to limit its losses for 2012, demonstrating that it is definitely on the right track and has laid the groundwork for sustainable profitability. In fact, BBRDC expects to become profitable as of the first quarter of 2013, possibly as early as the month of January.

In support of these goals, during the coming year the Bank plans to make deeper inroads into the Indian expatriate community in the Democratic Republic of the Congo, which is just as important as the Lebanese one. Similarly, greater focus will be placed on winning new business with multinational corporations operating in the country.

## PROFILES OF BOARD OF DIRECTORS MEMBERS

### MR. DANIEL L. RIBANT

Belgian, born in 1953. Holder of a diploma in Commercial and Financial Sciences from the Catholic Institute of Business Studies in Brussels and a diploma from the Political Studies Institute in Paris. Has served as Chairman of the Board of Directors of Byblos Bank RDC since 2010. Has more than 30 years of experience with Byblos Bank Europe, currently serving as its General Manager, and as a Member of both its Board of Directors and its Management Committee.

### MR. AKRAM R. MOURAD

Portuguese, born in 1961. Is a shareholder in a number of businesses in the Democratic Republic of the Congo, including: Congo Distribution and Development for BAT, Sol Media, Sol Tec, Meuble Royal, and Elicom. A former Chairman of the Board of Directors of Solidaire Banque Internationale S.A.R.L., he is also an investor in the real estate sector. Has served as the Vice-Chairman of the Board of Directors of Byblos Bank RDC since March 2010.

### H.E. MR. SAMI F. HADDAD

Lebanese, born in 1950. Holder of a Master's Degree in Economics from the American University of Beirut. Pursued higher studies at University of Wisconsin-Madison in the US. Former Lebanese Minister of Economy. Started working in the private banking sector in 1973 and as a consultant to the Governor of the Lebanese Central Bank in 1979. Then joined the International Finance Corporation (IFC), where he assumed several positions, the most recent one being Manager of the Middle East and North Africa region. Has been a Member of the Board of Directors of Byblos Bank RDC since 2010. Also serves as Chairman and General Manager of both Byblos Invest Bank S.A.L. and Adonis Insurance and Reinsurance Co. S.A.L. (ADIR), and as a Member of the Board of Byblos Bank S.A.L.

### MR. ALAIN F. WANNA

Lebanese, born in 1969. Holder of an MA from the American University of Beirut. Joined Byblos Bank S.A.L. in 1993 and has assumed several positions, the most recent having been Deputy General Manager, Head of Group Financial Markets and Financial Institutions. Has been a Member of the Board of Directors of Byblos Bank RDC since 2010. Also serves on the Boards of Byblos Bank Armenia and Byblos Bank Africa.

### MR. ALAIN C. TOHMÉ

Lebanese, born in 1962. Holder of an MBA from Boston College in the US. Started working in the banking sector in 1985. Has assumed several positions at Byblos Bank S.A.L., the most recent having been Deputy General Manager, Head of the Group Commercial Banking Division, until he resigned in 2011. Has been a Member of the Board of Directors of Byblos Bank RDC since 2010. Is also Chairman of the Board of Byblos Bank Armenia, Vice-Chairman of the Board of Byblos Bank Syria, and a Member of the Board of Byblos Bank S.A.L.

### MR. JEAN M. LENGU DIA NDINGA

Congolese, born in 1954. Director and owner of LEDYA Group of companies engaged in diversified and integrated activities, including: general trade of goods and building materials, shipping and road transportation, hotels, property management, mining of copper, cobalt and limestone, exploration and exploitation of oil products. Has been a Member of the Board of Directors of Byblos Bank RDC since 2010.

## PROFILES OF BOARD OF DIRECTORS MEMBERS

### MR. RIAD M. ROUMIEH

Belgian, born in 1965. Holder of a Bachelor's Degree in Accounting and Business Administration from Beirut Arab University. Is a shareholder in a number of businesses in the Democratic Republic of the Congo, including: Congo Distribution and Development for BAT, Sol Media, Sol Tec, Meuble Royal, and Elicom. Is also an investor in the real estate sector. Has been a Member of the Board of Directors of Byblos Bank RDC since 2010.

### MR. MOHAMMAD A. CHEAIB

Lebanese, born in 1938. Holder of a PhD in Economics from the University of Aix-Marseille in France. Has been working in the banking sector since 1959 and currently occupies several positions, including: CEO of Intra Investment S.A.L., Director at Bank of Kuwait and the Arab World S.A.L., Director at Casino du Liban S.A.L., Director at Jammal Trust Bank S.A.L., and Member of the World Union of Arab Bankers. Director of several research studies at the Lebanese University, Holy Spirit University, the Islamic University of Lebanon and the University of Damascus. Has been a Member of the Board of Directors of Byblos Bank RDC since March 2010.

### MR. WALID J. KAZAN

Lebanese-Canadian, born in 1971. Assistant General Manager and Head of the International Network Division at Byblos Bank S.A.L. Holder of an Executive MBA from the Ecole Supérieure des Affaires (ESA) in Beirut. Holder of a Graduate Diploma in Chartered Accountancy and a Bachelor of Commerce (Major in Accounting) from Concordia University in Montreal, Canada. Is a Chartered Accountant, Certified Internal Auditor, Certified Information System Auditor, and holder of Certification in Control Self-Assessment. Served as Head of Group Internal Audit Division at Byblos Bank S.A.L. between 2007 and 2010. Has been a Member of the Board of Directors of Byblos Bank RDC since March 2010.

## MANAGEMENT COMMITTEES

### MANAGEMENT COMMITTEE

President	Mr. Boutros Abi Aad	General Manager
Members	Mr. Hassan Obeid	Head of Finance and Administration
	Mr. Mohamad Wehbe	Head of Operations

**INCOME STATEMENT**

Year Ended 31 December 2012

	2012	2011	CDF
Interest income from treasury and interbank operations	4,947,525	26,599,279	
Interest income from customers	1,101,639,652	964,037,429	
Interest paid on treasury and interbank operations	(3,222,967)	(16,814,676)	
Interest paid to customers	(23,052,861)	(3,295,145)	
<b>Net interest income</b>	<b>1,080,311,349</b>	<b>970,526,887</b>	
Income from miscellaneous bank operations	1,088,748,145	895,513,287	
Expenses on miscellaneous bank operations	(15,681,100)	(1,387,430)	
<b>Net income from banking operations</b>	<b>2,153,378,394</b>	<b>1,864,652,744</b>	
Other income	30,592,907	18,756,730	
General operating expenses	(1,369,917,066)	(1,390,293,968)	
Personnel and other related charges	(712,621,625)	(820,253,971)	
Other taxes	(7,688,121)	(7,773,763)	
<b>Gross operating income</b>	<b>93,744,489</b>	<b>(334,912,228)</b>	
Depreciation and amortization	(336,886,676)	(285,039,127)	
<b>Net operating income before taxes and extraordinary transactions</b>	<b>(243,142,187)</b>	<b>(619,951,355)</b>	
Gain (Loss) from disposal of assets	(4,350,670)	(5,321,485)	
Provisions and net credit loss expenses	(167,778,665)	(598,624,830)	
Extraordinary expense	(69,711,769)	(100,468,554)	
Extraordinary revenue	269,870,767	2,414,951,756	
<b>Net operating income before taxes</b>	<b>(215,112,524)</b>	<b>1,090,585,532</b>	
Income tax expenses	(2,504,295)	(4,358,407)	
<b>Net Income of the period</b>	<b>(217,616,819)</b>	<b>1,086,227,125</b>	

## STATEMENT OF FINANCIAL POSITION

31 December 2012

CDF	2012	2011
<b>ASSETS</b>		
<i>Treasury and interbank operations</i>		
Cash and balances with central bank	3,013,731,169	3,040,691,042
Correspondents' current accounts	961,550,991	3,017,684,363
Placements with banks		
	<b>3,975,282,160</b>	<b>6,058,375,405</b>
<i>Customers' operations</i>		
Loans and advances to customers	<b>11,929,964,817</b>	<b>8,079,081,394</b>
<i>Regularization and other debit balances</i>		
Regularization accounts	157,687,289	186,376,407
Other assets	243,051,576	303,129,525
	<b>400,738,865</b>	<b>489,505,932</b>
<i>Fixed assets</i>		
Tangible and intangible fixed assets	2,647,160,967	2,866,177,764
Other fixed assets	38,588,050	39,180,824
	<b>2,685,749,017</b>	<b>2,905,358,588</b>
<b>TOTAL ASSETS</b>	<b>18,991,734,859</b>	<b>17,532,321,319</b>
<b>Off-Balance Sheet</b>		
Commitments given	10,147,240,624	1,391,804,726
Commitments received	34,461,426,600	30,818,607,716
<b>LIABILITIES</b>		
<i>Treasury and interbank operations</i>		
Correspondents' current accounts	0	8,848,493
<i>Customers' operations</i>		
Customers' current accounts	4,621,266,464	3,970,556,202
Customers' time deposits	357,574,985	117,303,083
	<b>4,978,841,449</b>	<b>4,087,859,285</b>
<i>Regularization and other credit balances</i>		
Regularization accounts	184,702,626	229,383,428
Other liabilities	886,176,074	184,270,003
	<b>1,070,878,700</b>	<b>413,653,431</b>
General provisions	206,088,050	183,703,020
Provisions for risks and charges	31,101,511	85,434,631
	<b>237,189,561</b>	<b>269,137,651</b>
<i>Equity</i>		
Capital	12,030,000,000	11,940,000,000
Revaluation variance	964,675,165	903,414,571
Provision for reconstitution of capital	1,807,500,000	1,789,141,085
	<b>14,802,175,165</b>	<b>14,632,555,656</b>
<i>Profit/Loss</i>		
Brought forward results	(1,879,733,197)	(2,965,960,321)
Net result of the financial period - Loss	(217,616,819)	1,086,227,124
	<b>(2,097,350,016)</b>	<b>(1,879,733,197)</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>18,991,734,859</b>	<b>17,532,321,319</b>

These accounts have been approved by the Board of Directors.

Daniel Ribant  
Chairman

Boutros Abi Aad  
General Manager