

Q3 Edition 2021

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NEWS

CRDB Bank International Marathon 2021

Raises Half a Billion Tshs Backing Health & Environmental Initiatives

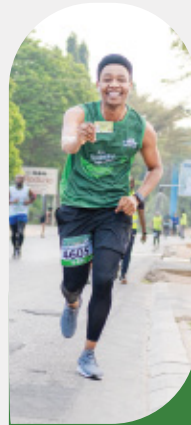


CONTENTS



04

CRDB BANK INTERNATIONAL MARATHON 2021 RAISES HALF A BILLION SHILLINGS



09

AN EXPERIENCE I WILL NEVER FORGET



24

SPORTS FOR SOCIAL DEVELOPMENT AND CHANGE



13

NSEKELA NAMED AMONG AFRICA'S 50 MOST REPUTABLE BANK CEOS



15

MY FIRST 100 DAYS IN THE OFFICE



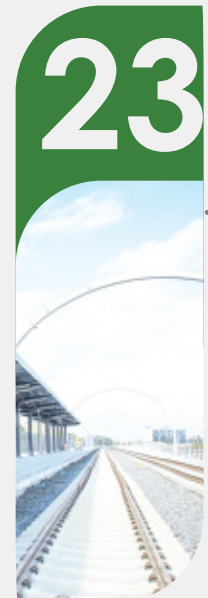
19

HALF YEAR PROFIT SHOOTS UP BY 27PC



21

SUPPORTING PRESIDENT SAMIA'S CALL TO RAISE AGRICULTURAL PRODUCTIVITY



23

BOARD AND MANAGEMENT IMPRESSED BY INVESTMENTS



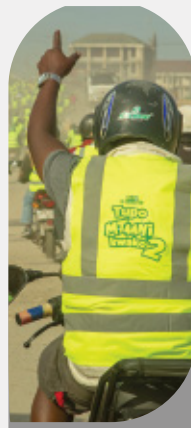
25

KIZIMKAZI
FESTIVAL
2021
LEAVES A
LASTING
MARK



31

BANK ON
THE GO WITH
SIMBANKING,
WIN! WIN!



33

HODARI
ACCOUNT:
A GAME
CHANGER
FOR TANZA-
NIA'S SMES



36

BUILDING THE
FUTURE BY
EMPOWER-
ING WOMEN
AND YOUTH



37

GRADUATE
DEVELOPMENT
PROGRAMME

CRDB Bank International Marathon 2021

raises half a billion shillings for backing
health and environmental initiatives







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The build-up and preparation of this year's CRDB Bank Marathon 2021

lived up beyond expectations, drawing in a crowd of 5,000 participants, including elite runners from across the globe. With a record-breaking number of runners registered for the international race, the 2021 CRDB Bank Marathon has successfully set a record by raising half a billion shillings for charitable causes. The Bank donated the funds raised to Jakaya Kikwete Cardiac Institute (JKCI) and Ocean Road Cancer Institute (ORCI) to support surgeries for 100 children with congenital heart defects and construction a Call Centre. The remaining funds were channeled to support the environment conservation agenda through the Pendeze-sha Tanzania campaign. The marathon was graced by the Prime Minister of Tanzania, Kassim Majaliwa, who praised CRDB Bank Board of Directors, Management, and staff the Bank for supporting the Government's efforts to

improve social services. H.E. Majaliwa said the Government feels proud to be associated with successful local banks such as

"My presence here is to show government support to CRDB Bank in improving the availability of quality health services to most Tanzanians. I very much thank the Bank for collaborating with government institutions like Jakaya Kikwete Cardiac Institute and Ocean Road Cancer Institute in improving access to better health services to the public," H.E. Majaliwa said

CRDB Bank, which have also assisted in improving social services, notably health, education, and environment saying the annual CRDB Bank Marathon is an innovative way of raising funds to invest in social services.

He paid tribute to the Deputy Minister of Information, Culture, Arts, and Sports, Pauline Gekul Deputy Minister of Health, Community Development, Gender, Elderly and Children, Dr. Godwin Molllel, and all the participants for supporting the noble cause to save the lives of economically disadvantaged groups in the

ty. "I know that waking up early morning during this chilly weather and at weekends is a tall order for many, but you have defied that and thrown away your bed sheets and blanket to come and take part in this marathon," he added. He also applauded the Bank's decision to continue support pediatric heart surgery.

5000

PARTICIPANTS

including elite runners from across the globe.

TZS 200 MILLION

Jakaya Kikwete Cardiac Institute (JKCI)

TZS 104 MILLION

Ocean Road Cancer Institute (ORCI)

He said heart surgery costs are very high; hence the Government subsidizes by paying 80 percent while parents are required to pay only 20 percent of the balance. "Despite that many families cannot afford hence the CRDB Bank initiative to raise funds through the marathon is commendable," PM noted. Earlier, CRDB Bank Group CEO and Managing Director Abdulmajid Nsekela said this year's marathon had surpassed its target of raising Tshs 500 million thanks to the huge turnout caused partly by international recognition of the annual event.



He paid tribute to JKCI's Managing Director, Professor Ibrahim Janabi, and ORCI's Director-General, Dr. Julius Mwaeselage, for their cooperation, saying CRDB Bank's slogan of "Kasi Isambazayo Tabasamu" has been possible because of their support. Of the funds raised, TZS 200 Million has been donated to JKCI, TZS 104 to ORCI, and the remaining is dedicated to supporting the environment conservation campaign. In remarks to invite CRDB Bank's Group CEO and MD, the Bank's Corporate Affairs Director, Tully Mwambapa, said 85 percent of the participants are Tanzanians, mostly families who turned up to support the noble cause. She said CRDB Bank Marathon, which is gaining global recognition after accreditation by World Athletics and AMIS, is currently at par with South Africa's Sanlam Cape Town Marathon and Boston

Marathon of the US. It is indisputable that CRDB Bank International Marathon is restoring Tanzania's sporting image in the world. More than 700 international runners from Italia, Spain, Canada, Lebanon, Ethiopia, Kenya, Uganda, Rwanda, and Congo participated in this year's races. The exciting run was remarkable as participants went all out to run for the noble causes. In this season's marathon, Kenyan Paulo Ayanaye emerged the 42km men's winner, clocking 02:15:28, while the Tanzanian runner Shelmith Nyawira emerged victorious in the women's category of the 42km race. "I've run a couple of marathons or so half's and usually found them to be relatively solitary experiences, but I loved being able to give and receive a little smile and wave to other people running in their Kasi Isambazayo Tabasamu shirts," said Paul

Ayanaye. "CRDB Bank Marathon is an inspiring event to be involved in, and I dedicate this win to all the children in need of heart surgeries, may God protect and heal them," Shelmith Nyawira, Women's 42km race winner. This is the second year the Bank is organizing the CRDB Bank Marathon. On August 16 last year, the Bank organized a maiden marathon that was graced by President Samia Suluhu Hassan while serving as Vice President. Last year the marathon raised TZS 200 million to support pediatric heart surgeries.



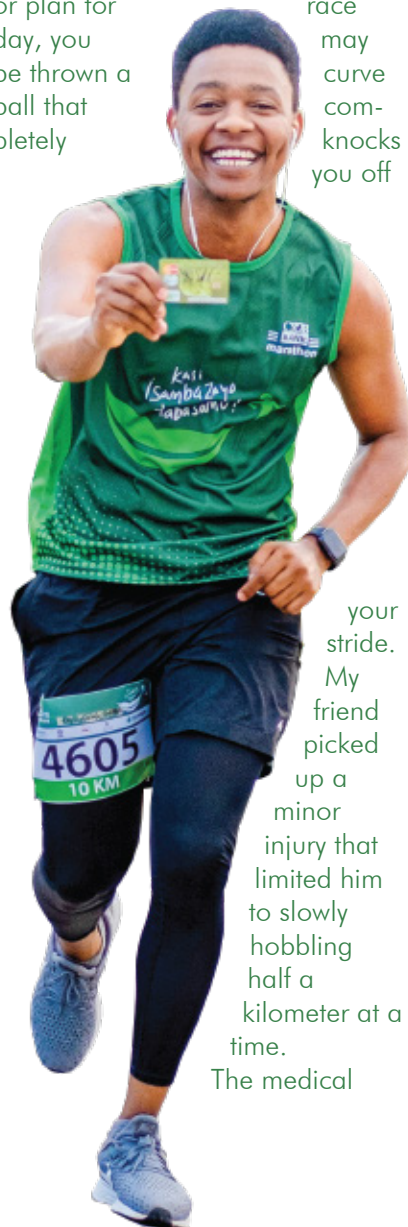
Running the CRDB Bank International Marathon

An Experience I will Never Forget

It's a race day and all the training and sacrifices have culminated to this very moment. You can feel the adrenaline, anxiety and excitement as you head towards the start line in one of many waves. The MC adds to the atmosphere with great one-liners and words of encouragement to settle the nerves of some 5,000 runners. This is the CRDB Bank International Marathon – one of the most famous and most popular in Tanzania. I was one of the people who were lucky enough to gain places and participate in this year's race. Make no mistake, 21.1km is not a joke but everything seems impossible until you put in the work and training to achieve that daunting task. Running has never come natural to me. In fact, I despised long distance running at school. My genuine belief at the time was I wasn't built for long distance running. Yet here I was on a cold Sunday morning about to run the furthest I've ever run in my life. The CRDB Bank International Marathon takes you on a scenic tour starting off at the Green Grounds Oysterbay near the City Center of Dar es Salaam running through Msasani bay, Masaki Yatchy Club, Mwenge and Victoria. Throughout the route, supportive spectators and water stations are positioned to keep you moving. This was one of the highlights of race day for me - the fantastic support and encouragement from the crowds. Both young and old, from all different backgrounds, you definitely felt the love whether it was a young child holding out a

hand for a high five or a traditional dancers screaming out to "keep going" cause "you have got this". I distinctly remember 10km around the Masaki area where we noticed a larger group of Masai traditional cheers. Strong efforts have been made to diversify not only runners at these races but also those spectating and I for one was proud to see this.

Running teaches you about yourself in terms of resilience, patience and perseverance. No matter how well you train or plan for day, you be thrown a ball that pletely



your stride. My friend picked up a minor injury that limited him to slowly hobbling half a kilometer at a time. The medical

staff members on hand were fantastic at spotting a potential serious issue and came to his rescue. Against the advice for him to pull out of the race, he decided to push through to the finish even if he had to crawl the last 9km. After all, we had made it this far, and it would have been a shame to stop now. This was extremely tough but something interesting happened that we didn't anticipate or predict. We were met with much more support and encouragement from spectators who had stayed on, fellow marathoners who came back to encourage the final runners, random members of the public who were going about their normal Sunday business. It was truly an emotional experience and one I will never forget. Before long we were at Mbuyuni at 18km and the tears had to be fought back. It's amazing how far grit, willpower, adrenaline and support can carry you when you feel there is nothing left to give. With the end in sight at the Green Grounds, which was 21km, my friend (obviously on more adrenaline than myself) suggested we sprint to the finish line. We did it! 21.1km completed. The biggest lesson I learned from this whole experience, especially coming from a CRDB Bank International Marathon, is nothing is impossible. I used to think people who ran marathons were crazy, but if crazy means you persevere and push yourself to your limits to achieve something remarkable, then I'm happy to be seen as crazy.



Ikitokea haupo,
hakikisha hawaanguki



KAVA
Assurance



Sports for Social Development and Change



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The Global Millennium Development Goals and the Magglingen

Conference in December 2005 affirm sport as a "beacon of hope" for peace-building and development efforts worldwide. Sport plays a vital role in modern contemporary society.

Its prominence in the media, which devotes considerably more coverage to the sport than other fields, demonstrates its expansion during the last century. This phenomenon has had different impacts on the development of nations, cultures, and communities. For the majority of people, sport forms an integral

part of life, whether as active participants or passive spectators. In Tanzania, like many other countries, sports have long occupied a prominent position in the community. The government and other stakeholders use sports to raise awareness of the importance of living a healthy lifestyle, promoting solidarity and collaboration, and social development. Being at the forefront of the country's social-economic development agenda, CRDB Bank has been organizing a sports bonanza dubbed "CRDB Bank Pamoja Bonanza" that brings together the members of parliament, citizens, and the Bank's staff. The annual Bonanza in Dodoma, the capital,

aims to raise awareness of sports in the community and bring people together to discuss development agendas.

With the whole government residing in Dodoma, this year's CRDB Bank Pamoja, which took place on 12th June 2021 at Jamhuri Stadium, involved sports teams from all ministries. A number of sports featured, including football, basketball, netball, the tag of war, and sack race. The event started at the crack of dawn with a walk from the Parliament grounds to Jamhuri Stadium, where participants engaged in exercises and other sports disciplines, which were in offer.



ing sports, especially basketball and football. Last year, the Bank sponsored the national basketball league "CRDB Bank Taifa Cup." The tournament saw 32 teams from across the country fiercely competing at Chinangali Stadium, Dodoma. Themed "Ni Zaidi ya Game Ni Maisha," CRDB Bank Taifa Cup revived hope for basketball players and fans. Besides prizes for the tournament champions, the Bank also dished TZS 50 Million for a scholarship to students who excelled in the competition.



“ We have committed to continue to sponsor the tournament this year and years to come. CRDB Bank Taifa Cup not only aims to at motivating youth participation in sports but also showing the rest of Tanzanians the gain accrued from investing in the promotion of sports among youths, which include the creation of employment opportunities ”

Officiating the Bonanza, Prime Minister His Excellency Kasim Majaliwa said it is high time for the public to opt for routine exercises. Apart from helping people become physically fit. It has a positive impact on mental health and getting rid of Non-Communicable Diseases (NCDs). Prime Minister said the majority of the Tanzanians are victims of NCDs, which are sourced by the lifestyle and shying away from the exercises. "I laud CRDB Bank for bringing us together in this sporting event to train and do exercises for the betterment of our health," he said, adding that exercise also improves work performance. He advised cultural officers countrywide to develop a strategy to mobilize the community to form a sports club. The majority can be enticed and be part of the routine exercise. He further expounded that the government believes that sport is fundamentally a powerful and positive thing. He called on other stakeholders to ally with the government to invest in sports, noting that the sector can employ youth and

grow Tanzania's economy. "It is now time to turn that belief into something tangible, to turn the dream of a truly active nation into a reality," he added. On his part, the Bank's Group CEO, Abdulmajid Nsekela, assured the Prime Minister that CRDB Bank will continue to stage such bonanza sports regularly. Nsekela said the Bank believes in a healthy and healthy mind for a vibrant and productive society. "Healthier people means a stronger economy, but a stronger economy also means healthier people. Those of us who care about both health and prosperity, in the public and private sectors, must recognize this connection and engage on both causes," he noted. In this year's CRDB Bank Pamoja Bonanza, the Parliament team emerged as the overall winner. The CRDB Bank team won the football trophy after beating the Parliament team by 7 to 6 penalties. The Parliamentary team emerged as the winner in basketball, and the Ministries team won the netball trophy. Apart from organizing the Bonanza, CRDB Bank has also been involved in developing and promot-



Nsekela named among Africa's 50 Most Reputable Bank CEOs



CRDB Bank CEO and Managing Director, Abdulmajid Nsekela has been named as one of the most reputable CEOs in Africa by Reputation Poll International for 2021. Nsekela joins a list of 49 other African banks CEOs who are on this year list which includes chief executives who have, through investment in technological innovation, beaten the Covid-19 pandemic to perform well. In the statement US based, the Reputation Poll International LLC, which is a leading global reputation-management firm said it finds it necessary to recognize the Banking sector, which plays a major role in our society, connecting people, linking up businesses and influencing the economy directly or indirectly. As part of our annual ranking, the Executive Appraisal of Reputable individuals from all works of life, after extensive research on various playmakers (the CEOs) in the African Banking sector, we choose to recognize the 50 Most reputable Bank CEOs in Africa. Those who have built and played an imperative role in revolutionizing the banking sector based on the following criteria; Excellence, Integrity, Reliability, Expertise, Technology, and ease of credit. They have helped their Banks attain a great height of performance," the statement added. Nsekela's name is listed first from the list released by Reputation Poll; he is the only CEO of a bank from Tanzania. This is the second time Nsekela receive international recognition due to his outstanding leadership, in 2020 he was conferred with a Hall of Fame by African Leadership Magazine for his outstanding business leader-

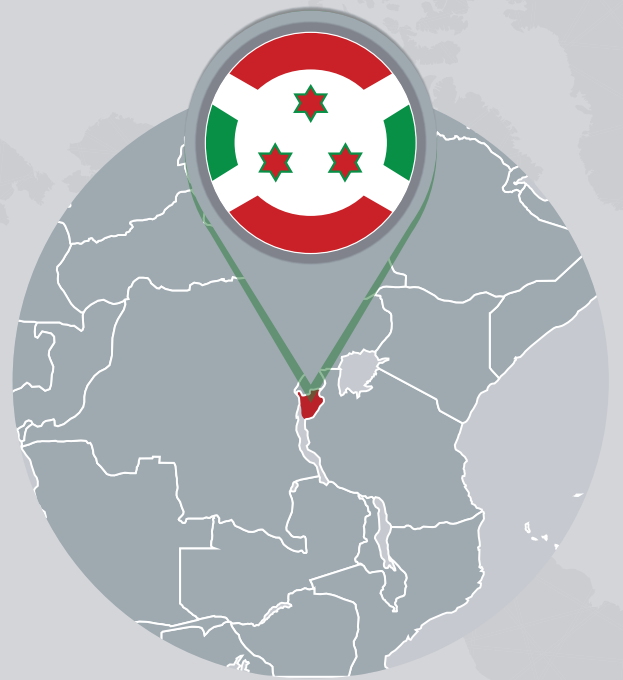
ship. The Reputation Poll International LLC said the most recent crisis the world witnessed was the Covid-19 pandemic, which struck a blow to the banking industry across the globe; most specifically the African banks have seen a decline in the average return on equity (ROE) from 14% in 2019, to 7% in 2020 (McKinsley,2021). But CRDB Bank under Nsekela has recorded growth in profit year on year. When he took over as CRDB chief executive, in 2018, the bank embarked on digital transformation journey to drive financial inclusion which has resulted to an impressive 87 percent increase in profit to 120bn/- in 2019 compared to 64.2bn/-in 2018.

Over the past three years, CRDB Bank's performance has strengthened on the back of strategic reforms, which continue to change the Group's fortunes to the delight of its shareholders.

Last year the Bank break the record with gross profit increasing by 35 percent to 236bn/- last compared to 175b/- made in 2019. The bank continued its stellar performance during the first half of this year with profit increasing by 26 percent to 88.6bn/- from 70.4bn/- during the corresponding period last year. Commenting on his recognition, Nsekela said he is humbled to be on the prestigious list which includes CEOs of leading Africa banks. "This award does not belong to me but to all CRDB staff members, management and the board because it's a result of our team work," Nsekela said. He pointed out that despite the COVID-19 disruption, CRDB Bank has continued to deliver a strong

balance sheet underlined by strong growth in both net interest and non-funded incomes. "We recovered in areas that had exhibited weakness in the course of the year, thanks to an adaptive strategy and timely interventions," said Nsekela. Robust investment in innovation has witnessed more than 80 percent of transactions being done outside of the bank's branches countrywide hence enhancing financial inclusion as per the government's agenda. "We have accelerated our digital transformation projects to ensure that we serve our customers effectively while also observing health guidelines," Nsekela explains. "Our focus is to drive usage of our digital channels such as SimBanking, internet banking as well as agents, which will reduce the necessity of our customers visiting our branches," the CRDB Bank CEO cum MD added. Under Nsekela CRDB Bank has been able to grow its business significantly by focusing on the empowering private sector. The bank has also been at the forefront of helping the government to implement strategic projects, including the Standard Gauge Railway and the Nyerere Hydro-electric Power Project. Since October 2018, when Nsekela took over, CRDB Bank has also increased its Corporate Social investments through projects such as CRDB Marathon which this year raised half a billion shillings to be used in the treatment of children at Jakaya Kikwete Cardiac Institute in Dar es Salaam and construction of a modern call center at Ocean Road Cancer institute, and 'Pendezesha Tanzania' campaign which was launched mid last year to plant some 1.5 million trees countrywide.

"Our focus is to drive usage of our digital channels such as SimBanking, internet banking as well as agents, which will reduce the necessity of our customers visiting our branches,"chain



My first 100 Days as the Managing Director CRDB Bank Burundi SA

Dear readers,
Amahoro (Peace)!

It is with great pleasure and honour that I write this letter from the heart of Africa, Burundi. In this issue I will share my experience on My first 100 Days as the Managing Director of CRDB Bank Burundi, S.A. On March 1st 2021, the office was officially handed over to me by the outgoing Managing Director and now the Chief Operations Officer at the parent company 'CRDB Bank Plc', Bruce Mwile. "This is the first time in my career I haven't had a boss," I commented to him. The response was immediate: "Oh but

you do, you now have more than 500,000 bosses, our customers." Less than a week into my role as Managing Director of CRDB Bank Burundi SA, I developed a real sense of the responsibility of running banking business. It is my job alongside my colleagues to ensure that the long term interests of our shareholders, customers and other stakeholders are served. I feel humbled, proud and determined to do this to the best of my ability. I have vast experience in Senior Management, but then transitioning to Managing Director is different, and I spent time planning my first 100 days and what I wanted to

achieve. This centered around visiting all of our X branches, spending time in all customer-facing areas, and meeting with all support functions. I wanted to meet as many customers as possible and planned to speak with nearly all X colleagues. I decided to lock my door from the outside and go on tour to truly understand how the business operated and to hear what was important for customers and colleagues.

I decided to lock my door from the outside and go on tour to truly understand how the business operated and to hear what was important for customers and colleagues. I would ask all colleagues the same questions: What do you love about CRDB Bank and what do you think we are great at? What are your greatest frustrations and what do you see as our greatest challenge going forward? How would you describe our purpose and strategy? I was delighted by the level of engagement, honesty and trust evident in the responses. It was very clear that my colleagues love our business and our brand. The level of personal service we provide is a true differentiator. Colleagues were honest with me that if we need to be the leading bank in Burundi we need to expand our reach, whether by opening new branches or recruiting more Turi Hose Agents, our agency banking platform and improving our digital offerings. They described our purpose with passion and articulated our strategy better than any consultancy firm I have worked with. It was a lesson for me that no one understands a business better than the loyal colleagues who serve our customers on a daily basis. I visited many communities all with different economic and social challenges. Customers told me they want and value personal service. I have learned so much about the Burundi market in a short time and this would be so valuable in helping me shape our future strategic direction. The purpose of our Bank, is so important when it comes to helping the communities in which we operate to prosper. I think the best way of describing my findings and my learnings is through means of stories that cover a broad series of strategic issues for our sector. I met a customer in our Asiatique branch who kept his entire savings with us: "I only trust you with my money" he said, "keep it safe...and a bit more on my

savings rate would be nice!" I had many conversations similar to this that reinforced to me the responsibility that we have towards our customers, who trust us with their money. The trust in the Bank is strong and we need to build on that and hold true to our values. Of course we need to be competitive in terms of the products and services we offer, in order to meet their needs and expectations. One day I met a female entrepreneur at our Inyenyeri branch, I introduced myself to her and she completed her transaction and left the branch only to immediately return. She approached me and with a wry smile said: "I can't let the opportunity to talk to the MD go! The service your colleagues provide here is exceptional and I have a simple message for you – Keep it up!" This is a very clear message from a customer about the value of personal service. Conversations like this have left me with a real sense and desire to maximize the value from our branch network. It is clear for me consumers want choice and flexibility and a successful strategy will need to satisfy the demands of all segments to transact with us as they see fit, not as we dictate. My final story is of a meeting I had with a 21-year-old at one of the customer engagement events, and I asked him from which branch he gets service. He replied, "I don't remember the last time I visited the branch." At the back of my mind, I thought maybe he had a bad experience when he last visited one of our branches.

Before I asked why, he said, "Personally, I prefer mobile banking, I do all my transactions through SimBanking, and even when I want to withdraw money, I go to the Turi Hose agent." He further commended the Bank for launching a new Internet banking services, saying that it would greatly assist businesses in managing their accounts and making payments. These are simple stories, but I feel they contain really strong

messages in terms of the trust in the banking sector, the desire for personal service and the need to offer consumers choice: Messages that I'm sure hold true.

So now that the tour is over, I have had to unlock the door and get on with the job of running the business. As MD I'm focused on defining purpose and culture (walking the talk is key), shaping our strategy and improve operational efficiency through digital transformation. My aim is for us to consistently deliver whilst always ensuring strong business performance, and to provide our customers with innovative financial solutions that satisfies their needs. I haven't been here for long, but I'm delighted to announce to you that we delivered a strong financial performance in our 2021 first half. My first 100 days taught me a whole heap. One colleague observed, "It is as if you see the business through a different lens." It is true, and my advice to those transitioning into senior positions 'lock your doors and walk the floors'. Get close to the voice of your colleagues, members, and customers and see first-hand how your business runs – the benefit in terms of shaping your strategic thinking will be invaluable. It will have a long-lasting impact on your leadership approach.



The Bank made a profit before tax of

1,509 million TZS
(1,172 million BIF)

Interest income increased from

7,605 million TZS
(5,764 million BIF)



Recorded by June 2020

8,664 million TZS
(6,754 million BIF)

14% Growth
as at 30th June 2020



Total assets increased by
30% Growth

154,753 million TZS
(119,531 million BIF)
in June 2020 to

201,422 million TZS
(157,532 million BIF)



Total deposits mobilized increased by
17% Growth

73,817 million TZS
(57,016 million BIF)
as at June 2020 to

Total deposits mobilized increased by
86,274 million TZS
(67,474 million BIF)
as at 30th June 2020 to



Ikitokea haupo,
hakikisha hawaanguki



KAVA
Assurance



The Bank Half Year

Profit shoots Up by 27pc to TZS 127 Billion



The second quarter of 2021 was another strong quarter for CRDB Bank. Some of the highlights include:

- Profit Before Tax (PBT) grew by 26.6% to reach TZS 127 billion (2020: TZS 100 billion)
- Profit After Tax (PAT) grew by 25.9% to reach TZS 89 billion (2020: TZS 70 billion)
- Net Interest Income increased by 9.4% to reach TZS 302 billion (2020: TZS 276 billion)
- Non-Interest Income increased by 12.4% to reach TZS 145 billion (2020: TZS 129 billion)
- Loans grew by 15.7% to

reach TZS 4.2 trillion (2020: TZS 3.6 trillion)

- Maintained a quality loan book with an improved NPL ratio of 4.4% from 4.6% reported in 2020
- Customer Deposits increased by 10.6% to reach TZS 6.1 trillion (2020: TZS 5.4 trillion)
- Total Assets rose by 15.2% to reach TZS 8.1 trillion (2020: TZS 7.0 trillion)

The Bank has continued to sustain its impressive run of financial performance with the strong second half results for the year, announced on Friday 30th July 2021. Details of the results show improvements in key indices, Profits Before Tax (PBT) is up by 26.6% to TZS 127 billion in the period under

review compared to TZS 100 billion recorded the same period last year.

In other indices, Customer Deposits, Net Loans, and Total Assets, the Bank continued to record growth. Total Assets rose by 15.2% from TZS 7.0 trillion to TZS 8.1 trillion, Customer Deposits were up by 10.6% from TZS 5.4 trillion to TZS 6.1 trillion whilst Total loans grew by 15.7% from TZS 3.6 trillion in 2020 to TZS 4.2 trillion to cap the good outing by the top lender. The Bank's profitability also underpinned by a drop of NPL to 4.4% from 4.6% last year reflecting a well-maintained loan quality portfolio by the giant.

"Our results have had a very positive evolution in the second

quarter of 2021. Our underlying net attributable profit stood at TZS 89 billion, even above pre-COVID levels, on the back of a strong operating income. We continue to advance at a solid pace in some key areas of our strategy: We have doubled our commitment to financing development sectors, and we have reported a record in digital customer acquisition,” The Bank Group CEO Abdulmajid Nsekela said.

Fredrick Nshekanabo, Chief Financial Officer said: “Net interest income and non-interest income combined to generate strong total net revenue of TZS 447 billion, up nearly 10.3% year-on-year. The Bank was also able to drive further improvement in efficiency ratio as a result of its ability to effectively manage expenses.”

He further pointed out that the Bank leveraged on the improved liquidity position to fund loan growth with high-quality borrowers throughout its network. During the second quarter this year, CRDB Bank recorded interest income of TZS 371 billion compared to 336 billion recorded the same period last year.

Figures for

the first half of 2021 confirmed that digitization is accelerating and gaining traction across CRDB Bank. Customer acquisition through digital channels grew a record 30 percent since the launch of the enhanced SimBanking App early this year. The platform enables customers to open a bank account wherever they are, cost-free. Similarly, digital banking has contributed significantly to non-interest income; SimBanking 54% and CRDB Wakala 36%.

Due to the bank’s high performance and increased stability, the basic earnings per share for the second quarter of 2021 improved to TZS 16.4 from TZS 12.4 reported for the same period of the previous year. Additionally, the Bank’s cost to income ratio improved to 59.3% from 63.2%, return on equity increased to 16.9% from 15.4%, while the return on assets increased to 3.4% from 3.0% indicating a solid financial performance in Q2.

“Overall, we

are very pleased with our performance through the first half of the year. Our team’s incredible efforts to help businesses and Tanzanians easily access banking services and critical funding amidst COVID-19 challenges have helped us attract new customers and deepen relationships with existing ones,” said the Bank’s Group CEO.

“Looking at the quarters ahead, we are poised for strong earnings growth fueled by our digital financial services, innovative marketing and brand campaigns, retail momentum, robust balance sheet, and operational efficiency. Finally, I will like to thank our people, customers, shareholders, regulators and other stakeholders as we cannot have achieved these results without their dedication, commitment, and support.”





Supporting President Samia's call to raise agricultural productivity

When she addressed the Parliament on April 22, President Samia was categorical that she wants to boost agricultural productivity. She emphatically said that it was unfortunate that though agriculture employs about 65 percent of Tanzania's working-age population, the sector accounted for only 27 percent of the Gross Domestic Product (GDP). Though Tanzania was the second country in Africa in terms of livestock population, the sector only accounts for 7.4 percent of Tanzania's GDP. "In the 1919/20 financial year, Tanzania produced 701,679 tonnes of meat and three billion liters of milk due to low productivity. Our cows produce only three liters per day on average instead of between 20 to 30 if modern technologies are put to use. Our cattle produce only 150 kilograms of meat instead of between 500 and 600 kilograms in some developed countries," she stressed. Irrigation farming will be

given special importance in the coming four years, with the size of irrigated land increasing from 561,383 hectares to 1,200,000 hectares come 2025. "That way, we will be able to reduce our dependency on rain-fed agriculture. Farmers will be required to farm on a commercial basis and contribute towards costs for preparing irrigation infrastructure," she said. In livestock, the focus will be helping livestock keepers to own few animals that yield better returns. A total of eight shipping vessels will be bought during the coming four years. Reflecting on the President's 100 days in office, the CRDB Bank Group CEO and Managing Director, Mr. Abdulmajid Nsekela says his bank supports President Hassan's assertion, saying that was precisely why the lender had been at the forefront of agricultural financing for a long time. "We strongly support the President's statement and we join hands with her government so that we can jointly boost agricultural

productivity and move millions of Tanzanians out of poverty," he says, noting that his bank had been issuing loans to agriculture and its entire value chain for a long time.

“ This is largely due to low productivity. For instance, while in a full productive setting, one is required to produce eight tonnes of maize per hectare, Tanzania's farmers produce only 1.9 tonnes per hectare. Similarly, a Tanzanian cotton farmer produces 250 kilograms per acre instead of 1,000 to 1,250 per acre....”

Sh1.6 trillion in loans to finance the entire agricultural value chain

“ We strongly support the President’s statement and we join hands with her government so that we can jointly boost agricultural productivity and move millions of Tanzanians out of poverty, ”

He says, noting that his bank had been issuing loans to agriculture and its entire value chain for a long time. During the past three growing seasons (2017/18, 2018/19/2019/20), the bank had issued a total of Sh1.635 trillion in loans to finance the entire agricultural value chain. A breakdown of the amount shows that the loans had been going up during the years. While some Sh423.9 billion was issued out during the 2017/8 growing season, the amount rose to Sh504.7 billion during the 2018/19 season and Sh707.2 billion in the 2019/20 season. The money was distributed as loans to boost production, processing, and marketing of all major cash crops, including tobacco, cotton, cereals, avocado, sunflower, rice, coffee, tea, sisal, maize, and cashew nuts.

Other subsectors that benefitted from CRDB Bank Plc’s loans included: forestry, agro-processing, fish farming, fisheries, irriga-

tion services, mushroom growing, sugar processing, livestock farming, poultry, beekeeping, veterinary services, and farm inputs among others. “We have been doing this because we understand that there was no way you can build Tanzania’s economy without supporting a sector that employs a majority of the country’s working-age population. We will keep doing so,” says Nsekela.

A look at 2021/22 budget – which was presented in Parliament on June 10, 2021 – reveals that President Hassan is walking the talk concerning boosting agricultural productivity in her effort to drive medium to long-term sustainability.

Understanding the tie-in between agriculture on one side and a conducive business climate on the other, President Hassan’s maiden budget brings several measures that will see the private sector thriving for the benefit of all,

including those engaged in agriculture. Presenting the budget in Parliament on June 10, Finance and Planning Minister, Dr. Mwigulu Nchemba said the government would put special emphasis on boosting the productivity of agricultural products through ensuring that farmers have access to bank loans.

“We will work with banks to ensure that farmers, livestock keepers, and fishermen can boost their productivity by helping them with access to bank loans...We will work hard to strengthen irrigation farming, adding value to agricultural produce and farmers’ market access,”

Minister of Finance and Planning ,
Dr. Mwigulu Nchemba.



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Sh423.9 billion

issued out during the 2017/8 growing season

Sh504.7 billion

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issued during the 2019/20

Board and Management impressed by investments

in SGR, JNHPP mega projects



The Bank's Board of Directors and Senior Management are impressed with construction work

at Dar es Salaam to Morogoro Standard Gauge Railway (SGR) and the 2115 megawatts Julius Nyerere Hydro Power Project (JNHPP).

The Bank's Board Chairman, Dr. Ally Laay and the Group CEO, Abdulmajid Nsekela said after a field visit to the two projects that the bank's decision to invest in them was a well calculated move. "I can assure shareholders that their money has been better invested, we expect to leap profit from these projects," said Dr. Laay who led the high powered delegation which visited the two projects a fortnight ago.

He pointed out that the two mega strategic projects by the government are important to the country's development saying, completion of JNHPP will lower power tariffs but also improve reliability of electricity. "As a country targeting to be

industrialized we need more cheap but reliable electricity which is what the government is investing in. But we also need reliable transportation for easy movement of cargo and people," he argued saying the bank is eager to provide more financing for any future strategic projects. "We are ready as a bank to support any future strategic projects by the state," he assured saying CRDB Bank as a local bank with majority shareholders being Treasury through pension funds and the public.

Seconding Dr. Laay, the bank's chief executive Nsekela said CRDB Bank has the financial muscles and expertise to continue assisting local contractors and suppliers get financing to smoothly execute such mega projects.

We are ready and willing to provide financing in any future projects such as lot 3 and 4 SGR project in case you need funding,

" Nsekela told Turkish contractor,

Yapi Merkez's managers and engineers during the visit. He said the bank has so far provided over 1trn/- in financing to contractors and suppliers of the JNHPP and over 240bn/- to those implementing the SGR project who include a number of small local companies. "Apart from enabling the local contractors and suppliers implement the project without hiccups, we are also helping them build capacity by interacting with foreign contractors," the Bank's CEO stated while stressing that the government's mega projects will help stimulate rapid economic growth while creating jobs. Engineers at Yap Merkez and the joint venture of Arab Contractors and Elsewedy Contractors implementing the SGR and JNHPP respectively said they have completed over 50 percent of the works. While the SGR is over 90 percent complete, the JNHPP is over 50 percent complete. Briefing the CRDB Bank Plc's board of directors and senior management officials, Yapi Merkez's

Planning Engineer, Maureen Tizzy said the 202 kilometres project is almost done.

“ This train will have capacity of 35 metric tons and its speed will be 160 kilometres per hour. It is modelled along European system, a train from Europe can operate on this single line system ”

Engineer Tizzy said. She pointed out that the electric installations, communication systems and passenger ticketing system are at different stages of completion all averaging above 80 percent hence meeting the client’s deadline. “The Dar es Salaam to Morogoro lot will have six stations only as per Tanzania Railway Corporation’s specifications,” she said while adding that the majority

of employees implementing the project are Tanzanians who are gaining knowledge and skills from Yapi Merkezi and Mota-Engil Engenharia of Portugal. Eng Tizzy further noted that while 20 percent of the project’s workers were supposed to be expatriates and the rest local, the number has since increased thanks to stringent work permits issuance system. She said the local SGR has bigger capacity compared to that of Kenya which has an axle load of only 25 metric tons. “This means that we will carry more freight and people across the railway than Kenya,” she noted. In a presentation to the bank’s high level delegation, TANROADs Engineering Consulting Unit (TECO) Resident Engineer, John Mageni said the dam has capacity to generate power for three years in case of droughts. Responding to questions and comments from the bank’s high profile team, Eng Mageni said that the mega project which will

generate 2115 megawatts of power, will also stop flooding downstream. “We expect to start refilling the dam by November this year ahead of mid next year when power generation is expected to start,” he said while responding to concerns by the bankers on the possibility of the deadline not being met because the project is only 54 complete. The TECU chief further noted that the mega the project’s reservoir will also provide enough space for commercial fishing, water sports including boat rides for tourists. “This area will also attract a lot investment for those willing to build hotels, restaurants for tourists who will be coming here to see the dam because of its uniqueness,” he hinted. The JNHPP is the fourth largest in Africa and with UNESCO approval that Julius Nyerere National Park remains a world heritage site, tourism will likely grow in the area once the dam is completed in June 2022.



Kizimkazi festival 2021

leaves a
lasting mark



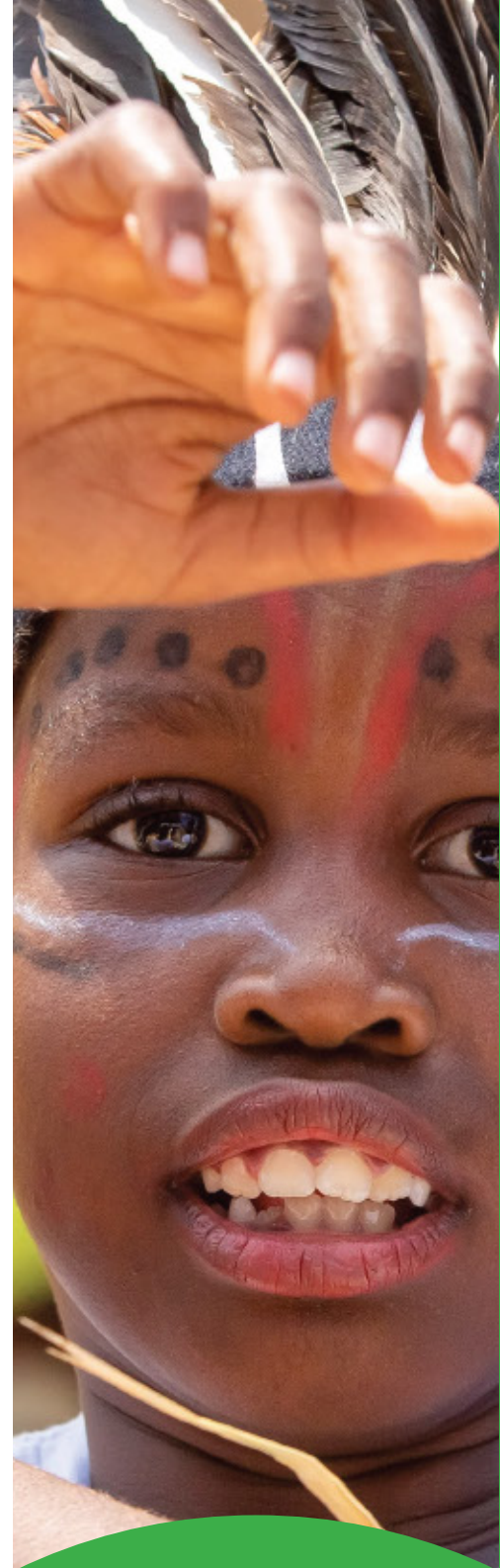
The Kizimkazi Cultural Festival has progressively become an upstage cultural event for the people from Unguja North region to celebrate the rich cultural heritage. The annual cultural festival, organized by the President of United Republic of Tanzania has become a rallying point of Kizimkazi cultural revival and a veritable platform for promoting social economic development. This year's festival was organized with the generous support of CRDB Bank which in collaboration with the Unguja North Regional Commissioner's Office organized a series of activities that focused on maintaining culture and promoting entrepreneurship. The massive turnout at the 2021 festival was a spectacle. Many stakeholders including President Samia commended CRDB Bank for sponsoring the festival and the commitment to participate in community development projects. The President has made such uplifting remark during the climax of the festival on 28th August 2021 that saw the completion of medical staff houses and Kizimkazi Dimbani ward office projects that were funded by the bank, handed over before her. President Samia further asserted that the government is proud having been in a lengthy development tie with the CRDB bank as she was devolved Sh300 million worth of projects. The upbeat President in a similar tone, with CRDB, seemed to have won her heart already too often in social corporate endeavors, she has placed the country's largest lender on top of the Private-Public Partnerships (PPP)'s pecking order particularly in attaining the set goals of Tanzania Development Vision by 2025. "Building this nation has neither been an individual nor government's mission, I should take this chance to applaud

CRDB Bank for taking on initiatives to solve challenges facing communities. You have made us all proud for supporting the health sector by making sure Kizimkazi Dimbani residents access better social services, it is plain to see that you are the real definition of a partisan bank," ended President Samia. On a different occasion, President Samia heaped praise on the successful

Kizimkazi festival 2021 edition which mainly focused on encouraging communities to promote their culture and increase economic inclusion to the people ...

by displaying untapped, available Tanzanian cultural opportunities. The festival featured pieces of training to more than 500 entrepreneurs on natural products innovation, financial literacy, business management, and other different traditional games. She also calls for the Tanzanian natives to stop embracing foreign cultures to salvage their own. Upon that calling, the Ministry of Information, Culture, Arts, and Sports was urged to provide cognitive education on the importance of preserving and cherishing local culture. On the other note, she says that communities should be encouraged to take part in diverse cultural festivities in an effort to help promote and sustain cultural and artistry systems in the Tanzanian context.

"This bank has shown by vivid example that if we immensely invest in culture, we shall unlock as many economic opportunities by creating a steady domestic market for cultural and artistic products.



Sh150 billion

in support of different developmental sectors, and that is to align with Zanzibar's blue economy agenda.

Through this Kizimkazi Festival, I ask the respective ministry from now onward to forge strategies to establish the likes of the cultural festivities in every zone, with this deem a potential move towards promoting cultures of various places and stimulating tourism," emphasizes Madame President. Apart from the head of the state, the CRDB Bank's Group CEO and Managing Director, Abdulmajid Nsekela was another figure who delivered a moving speech. He says that organizing and hosting such a high-profile festival – which previously was known as "Samia Day"— is a continued bank's policy of socially corporate investment whereby 1 percent of bank's profit is directed towards lending a helping hand to the needy communities through dedicated innovative empowerment programs.



He further said that the bank is looking to more cooperation with the government in building an inclusive economy and, optimistically be of the opinion that, culture

is a salient aspect to be heavily invested, should the country improve individual's earnings and Gross Domestic Product (GDP). "Putting aside mixed connotations of the term 'culture' by many, as a partisan lender, we believe that; culture is an entrepreneurship, culture is tourism, culture is an employment, culture is part of the economy," adds Nsekela. Also, Nsekela said that the bank is committed to sharing its support with both parts of the glorified country's union and so escalates national development. Speaking about the bank's recent contributions to grow Zanzibar's isles economically, he said within the half of 2021, the bank has disbursed Sh150 billion in support of different developmental sectors, and that is to align with Zanzibar's blue economy agenda.

Unfolding to President Samia of the bank's biggest move, Nsekela blows his own trumpet by being the 'bank of example' following its strides in boosting the Zanzibar Revolutionary government's revenue collection.

"The year 2014, the bank made remarkable overhaul by integrating its electronic revenue collection system with that of Zanzibar Immigration Department, whereas the revenues shot up by 600 percent after a month," elaborates Nsekela. The confident CRDB Bank's chief also made a promise to the President that through its compelling slogan of "We Are Ready" will continue to cooperate with the government and other development partners to attain the envisaged country's development vision by 2025. Apart from entrepreneurial training conducted by the bank, sanitation, diverse sports and games contests such as; soccer, volleyball, playing cards, coconut peeling and husking, board game, tug of war, shomoo, and Qur'an recitation were part of the festival. Over and above that, residents had a chance to be

vaccinated at Kizimkazi Dimbani Mji Mpya grounds, an exercise that was led by the Minister of Health, Social Welfare, Elderly, Gender and Children of the Zanzibar Revolutionary Government, Ahmed Nassor Mazrui.

“Tupo Tayari”

The Bank will continue to cooperate with the government and other development partners to attain the envisaged country's development vision by 2025.





About Kizimkazi Festival

Kizimkazi Festival officially started in 2016 codenamed as 'SAMIA DAY' soon after Samia Suluhu Hassan was nominated as co-candidate of departed Magufuli, in 2015. By that time Samia, being an outgoing Member of Parliament for Makunduchi Constituency, made a farewell visit to CCM members at Makunduchi Constituency branches. The visit ended in the CCM K/ Mkunguni Branch where she was a member. At the farewell session, members and members of the K/ Mkunguni Ward Council requested President Samia to agree to arrange a

special day for the official farewell to her CCM branch. The ceremony was held in the second week of August 2015, and due to the great success of the celebrations, President Samia suggested that every August, Kizimkazi members should meet to reflect on the progress made and the challenges facing them in order to find solutions and bring about their development. From August 2016, the celebrations were first dubbed 'Samia Day' and the Samia Day Special Committee was formed which oversaw the ceremony which was

held in Kizimkazi Mkunguni until 2018 where it was rebranded as 'Kizimkazi Day', and started involving citizens from Kizimkazi Dimbani in some games and boat races. Over the years the festival continued to grow, involving more wards including Palm, Button, and Muyuni, as the Madame President's vision of Kizimkazi to refer to places of Kibuteni, Kizimkazi Dimbani, and Kizimkazi Kikunguni.



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Fanikisha kirahisi miamala
ya mara kwa mara

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Bank on the Go with SimBanking, Win! Win!

Winning feels incredible; anyone telling you otherwise has never won before. His name is Kevin Ngao, the first CRDB Bank's customer to take home a brand new Toyota IST from the SimBanking campaign dubbed "Mzigo Promosheni." Kevin emerged as the overall winner because he conducted the most transactions in June, the first month of the campaign. "Hello Kevin, my name is Emmanuel Moshi, Manager of Alternative Banking Channels at CRDB Bank. When was the last time you made a transaction through SimBanking?" the person on the other end of the phone asked. "This morning," he replied reluctantly, "yeah, this morning I purchased electricity 'LUKU' using my SimBanking App," he insisted, wondering why he was asked that question. Kevin bursted with joy after being told that he had

emerged the car winner in a SimBanking campaign run by CRDB Bank. It was hard to believe until he was told to tune in to Wasafi radio to listen to the live session. That was a time he would never come to forget. "I have never imagined that one day I will win a car," said Kevin Ngao in a mumbling voice as he was dropping tears of joy. He never expected to win just by using SimBanking; the platform is a part of his daily life. He has been using it to perform all his financial transactions, from fund transfer to family and friends, and check the account balance. He also uses SmBanking to request mini-statement, bills payment, tax payment, mobile top-up,

and cardless cash withdraw at branches, CRDB Wakala, and ATMs."I signed up to SimBanking in 2014 when it was available in USSD technology only (*150*03#). It has been very helpful in managing my account. Later I moved to use the Application, the improvements that have been made recently lured me to use SimBanking in all my transactions. It has become much faster and easier," he added. Apart from Kevin, Madina Ramadhani from Dodoma the Capital and Hamad Pole a Police Officer from Mwanza have also been lucky enough to win a new brand Toyota IST for July and August. Madina, who works at the Oryx petrol station in Dodoma, said she enjoys using the new



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SimBanking**

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SimBanking. "The new SimBanking App has been developed using the state-of-the-art technology which make it easier for me to manage my finances," she said, noting that the new arrangement of services in SimBanking USSD *150*03# also makes it easy for her to transact. Mzigo Promosheni was launched a few months after introducing the revamped SimBanking targeting to create a culture of using digital platforms to conduct transactions. Leveraging on social media platforms, the Bank has been educating customers and the public on different services available in SimBanking. Customers also won cash prizes of up to TZS 100,000 every day; as of 31st

August, the Bank issued prizes worth TZS 15 million to more than 500 customers. Digital transformation continues to constitute a significant part of the CRDB Bank's ongoing five-year (2018 – 2022) strategy, with the bulk of its transformational budget allocated to digital initiatives. This has stood the Bank in good stead for quickly adapting to the changing consumer needs. Earlier this year, CRDB Bank launched the revamped SimBanking offering a wide range of banking services such as digital account opening, loan application, bill payments, and insurance payments. With all the basic banking services available in the app, it makes the app be like a

bank on its own and reinforces its new tag line "Benki ni SimBanking." The new SimBanking App is just the latest installment in the ongoing rollout of the Bank's digital strategy, focused on giving customers a choice of innovative banking solutions. Customers can download CRDB Bank's new mobile app free from the App Store or Google Play. SimBanking was first introduced in 2011, giving CRDB Bank customers the ability to access banking services at their proximity through their feature mobile phones. Over the years, SimBanking has become the most reliable mobile banking service in the market and a household name for all mobile banking solutions.



Hodari Account: A Game Changer for Tanzania's SMEs

We would agree on one thing: SMEs in Tanzania are underserved in terms of banking and financial help. SMEs don't enjoy the "privileged" services which a large corporate can enjoy. At the same time, SMEs can't employ a large team to facilitate the shortcomings and overcome the hurdles they face while dealing with the banking fiasco in running a company. If you look at the data provided by the National Bureau of Statistics, the number of SMEs in Tanzania is a staggering 3 million, accounting for 80% of the total industrial units in Tanzania. If this is the case, don't you think there should be a better way to serve the SME market in Tanzania? There is. The answers lie with CRDB Bank Hodari Account; Hodari Account is changing how SMEs bank, especially in countries like Tanzania, where startups and SMEs are underserved but play a significant role in shaping the country's economy. So, how can SMEs benefit from this financial revolution? Let's dive into that!

Hodari is a business account specific for entrepreneurs introduced to support them in improving their businesses in different sectors of the economy. The

account comes with several benefits to the customers. To start with, it is opened freely to enable entrepreneurs to have affordable business accounts, particularly those with little capital. The account also does not attract any deductions over transactions made within the CRDB Bank network, starting from its branches, agents, ATMs, and SimBanking. Facilitating receipt of payments, the Bank has embedded an innovative system with Hodari Account that enables entrepreneurs to digitally receive payments through the 'CRDB Lipa Namba.' Hodari was launched concurrently with the relaunch of CRDB Bank's 'Tupo Mtaani Kwako' campaign that aims to sensitize the use of banking services and provide financial and investment education to Tanzanians. The Bank's Chief Commercial Officer, Bruce Mwile, said during the launch held at the Mbagala Zakhem grounds in Dar es Salaam in June that the account is for all entrepreneurs regardless of type - be they bodaboda, taxi operators, mama/baba lishe cooked food vendors; retail shopkeepers, petty traders, etc. "SMEs need stress-free banking account like Hodari that just works them, so they can focus on what is important, growing their business," He said. He further noted that the account will help simplify entrepre-

neurs' businesses by easily making deposits, linking them to investment opportunities through loans targeting entrepreneurs. The launch of the Hodari Account was launched a few days after President Samia Suluhu Hassan urged financial institutions in the country to come up with strategies that would empower entrepreneurs, most of whom are youths. According to Mr. Mwile, the launch was also part of supporting the President's efforts in boosting the economy and that the Bank's goal is to reach all entrepreneurs across the country.

“ **SMEs need stress-free banking account like Hodari that just works them, so they can focus on what is important, growing their business** ”

80% SMEs

National Bureau of Statistics, the number of SMEs in Tanzania is a staggering 3 million, accounting for 80% of the total industrial units in Tanzania



As at the end of August, the Bank managed to recruit over 10,000 SMEs to open Hodari accounts. A major feat towards helping SMEs grow their business as envisaged by the government. According to CRDB Bank's Head of Business Banking, Toyi Ruvumbangu, the milestone achieved is due to the 'Tupo Mtaani Kwako' campaign where the Bank covered all regions in Tanzania mainland and Zanzibar Isles. "Our 'Tupo Mtaani Kwako' campaign has also involved other products from loans, insurance, depository products to digital ways

of banking," Toyi said while adding that CRDB Bank is committed to ensuring that the majority of Tanzanian adults have access to formal banking services by 2022. He pointed out that for the campaign to reach the majority of the unbanked, who are mostly in rural areas, the Bank deployed mobile branches, sales cars, and hundreds of its staff who were backed by thousands of agents located throughout the country. Embracing the Bank's tagline "the Bank that listens," Toyi confidently said the Bank developed Hodari Account

based on customers' feedback and suggestions. "As a customer needs driven bank, customers' feedback, suggestions, and opinions is of paramount importance in our product development process," he added. Quick question to you; are you an entrepreneur and want to open a business account that matches your needs? If the answer is "Yes," then CRDB Bank's Hodari Account is the right solution for you.





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Building the future by Empowering Women and Youth:



Interview with Martin Warioba, Chairman CRDB Bank Foundation

Women and youth face distinct challenges in participating in the productive sectors of the economy. It is widely acknowledged that women and youth bear a disproportionate burden of global poverty. In Tanzania, the growing youth unemployment threatens sustainable development and social stability, and women continue to experience barriers in almost every aspect of economic life.

Statistics from the National Bureau

of Statistics Tanzania shows the unemployment rate among youth stands at 10.1 percent. The Bureau's Women and Men Facts and Figures report of 2018 shows that women have low access to and control over resources include economic/ productive resources, such as land, credit, employment. Furthermore, the report indicates that even in employment, women tend to be concentrated at the lower levels of the employment ladder. In her speeches addressing young people and women on different occasions, the President of Tanzania, Her Excellency Samia

Suluhu Hassan, stressed the importance of empowering these groups in a dynamic and inclusive economy. As a major development stakeholder in the country and recognizing the challenge, CRDB Bank has adopted the Youth and Women Empowerment framework in its Corporate Social Investment Policy. In this edition of TemboNews, our correspondent sat down with Mr. Martin Warioba, a Board Member of CRDB Bank Plc and Chairman of CRDB Bank Foundation discuss the Bank's empowerment policy for youth and women.





TemboNews: Why has CRDB Bank decided to invest in empowering young people and women? What is the motivation?

Martin Warioba: It is undeniable that young people and women worldwide face many challenges that keep them from participating fully in the economies and not achieving their goals. The adage of 'leaving no one behind' of the Sustainable Development Agenda 2030 underscores the inclusiveness of all humans in service delivery across all sectors. Achieving gender equality and women's empowerment is integral to each of the 17 goals.

Our country being a member of the United Nations, Youth and Women's economic empowerment is central to the Government's national priority of inclusive economic growth. And of course, it is a priority for all development partners in the country, including CRDB Bank, because we believe investing in youth and women's economic empowerment sets a direct path towards gender equality and poverty eradication.

As a patriotic Bank, we have a responsibility to the communities within which we operate. We have a responsibility to support the Government's efforts in building an inclusive economy by establishing and participating in empowerment programs for disadvantaged groups. As a matter of fact, we have many initiatives that cut across the gender divide. But in this particular case, our decision was centered on the fact that the youth and women are the majority of Tanzania's population. Our work on inequality and youth empowerment start from there. So in doing this, we are able to give back to the community, but most importantly, we are also empowering communities to thrive. This is also embedded in our vision. customers whose repayment abilities had been impaired by the pandemic.

TemboNews: What are your areas of focus as the Bank regarding youth and women empowerment?

Martin Warioba: The primary focus of CRDB Bank's activities in this area is on the knowledge, skills, technologies, and financial support needed to enable women and youth to engage in productive activities, generate income, and thereby reduce poverty. This is achieved through capacity-building activities and policies to enable them to seize economic opportunities, gain control of their lives and exert influence in society. As I said, financial empowerment is one of the most priority areas in our youth and women empowerment initiative. We have embedded our goals to support this group in the Bank's business philosophy. Through our Retail Banking Department, we have invested in innovative services and products that help empower them financially, including; savings products and affordable loans that match their needs, such as CRDB Malkia.

CRDB Bank's activities also concentrate on creating an enabling environment for female entrepreneurs, supporting youth entrepreneurship, and promoting clusters and partnerships to facilitate access to information, technology, and markets for both demographics. This is reflected in our Social Investment Policy which directs 1% of the Bank's Profits After Taxes invested in helping our communities, including supporting women's and youth empowerment.

As a Bank, we are committed to increasing participation in the betterment of our society, which is why these areas have also been given priority in the CRDB Bank Foundation, which we hope to launch soon.

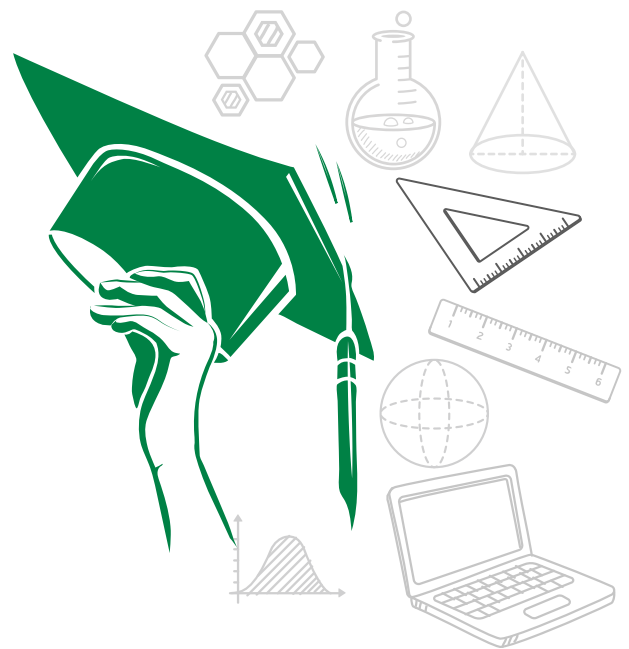
TemboNews: You mentioned about CRDB Bank Foundation. Tell us about it, and what are the goals of establishing the foundation?

Martin Warioba: In short, the CRDB Bank Foundation is a non-profit organization that aims to help improve our society and create economic opportunities that will help build an inclusive economy to achieve the Sustainable Development Agenda. The establishment of this institution stems from the built-up belief within our Bank that real development is achieved where all people have equal social and economic opportunities and are enabled to participate fully, regardless of class, age, gender, or belief. Through CRDB Bank Foundation, we have developed a participatory system that engages stakeholders at home and abroad. Our goal is to provide opportunities for more people to solve the challenges facing society and bring positive results. We have already got approval to establish a foundation from respective authorities. I thank the Bank for giving me the honor of being the first Board Chairman of the CRDB Bank Foundation. The only promise I can give you now is that the future is exciting.

TemboNews: Congratulations on your appointment as the CRDB Bank Foundation Chairman. Just in a glimpse, can you tell us what projects we should expect from the foundation?

Martin Warioba: All projects implemented under the CRDB Bank Foundation will focus on Health, Education, Environment, and Economic Empowerment as outlined in our community investment policy. Compared to the past, we will now focus more on sustainable and more people-centered projects. We have already started implementing some of the programs, including the CRDB Bank Marathon, which encourages institutions and individuals to contribute to development in the community. We are happy to see the community had received it well and turned out in large numbers to participate last year when we started and even this year. Currently, in Marathon, we are focused on supporting the health and environmental sector. Another program is that of youth empowerment through sports we launched last 2020 themed "It's More Than A Game, Is Life." Through this program, we sponsored the national basketball tournament dubbed "CRDB Bank Taifa Cup." In collaboration with the Tanzania Basketball Federation (TBF) and other partners we were able to showcase many opportunities for youth arising from sports, including employment and education. A number of players were scouted by top basketball agencies. Similarly, as a Bank we offered a university scholarship to 30 young players worth TZS 50 Million. It's too early to talk about the next project, but we will focus on youth and women's empowerment. It is going to make a massive undertaking with an enormous impact on our communities. Before the next issue of TemboNews, the project will already be launched. If you give me a chance, I will come back and talk about it more. Thank you for having me.

Graduate Development Programme



In July, we launched officially launched a 'Graduate Development Program' that aims at nurturing university graduates, from Tanzania and Burundi, into professional bankers and building them into future leaders. The trainees are exposed to series of rigorous in-job training at branches, departments, and units within

the Bank to build their knowledge, skills, and resilience. The Programme was first announced in 2020 in collaboration with Nijjiri, a human resources company, where many applied, but the Bank selected only 32 with outstanding performance; 3 are from Burundi. One of the trainees, Aurelia Haule thanked the Bank for providing training and employment opportunities to the youth.

“ It is my belief that after this programme we will become more professional and help our bank to make great strides in its operations ”

- Aurelia





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