

# Inside...

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## Who we are

I&M Bank (Uganda) Limited is licensed by the Bank of Uganda. It was officially launched into the Ugandan market following the completion of the acquisition of 90% shareholding of Orient Bank Limited Uganda. On 8<sup>th</sup> November 2021, Orient Bank was rebranded to I&M Bank (Uganda) Limited.

## **OUR AMBITION**



To be Uganda's leading financial partner for growth.



To become a company where the best people want to work, the first choice where customers want to do business, and where shareholders are happy with their investment.



To become partners of growth for all our stakeholders by meeting our customers expectations, motivating and developing every employee and enhancing shareholder value.

**Aspiration** 

Vision

**Mission** 

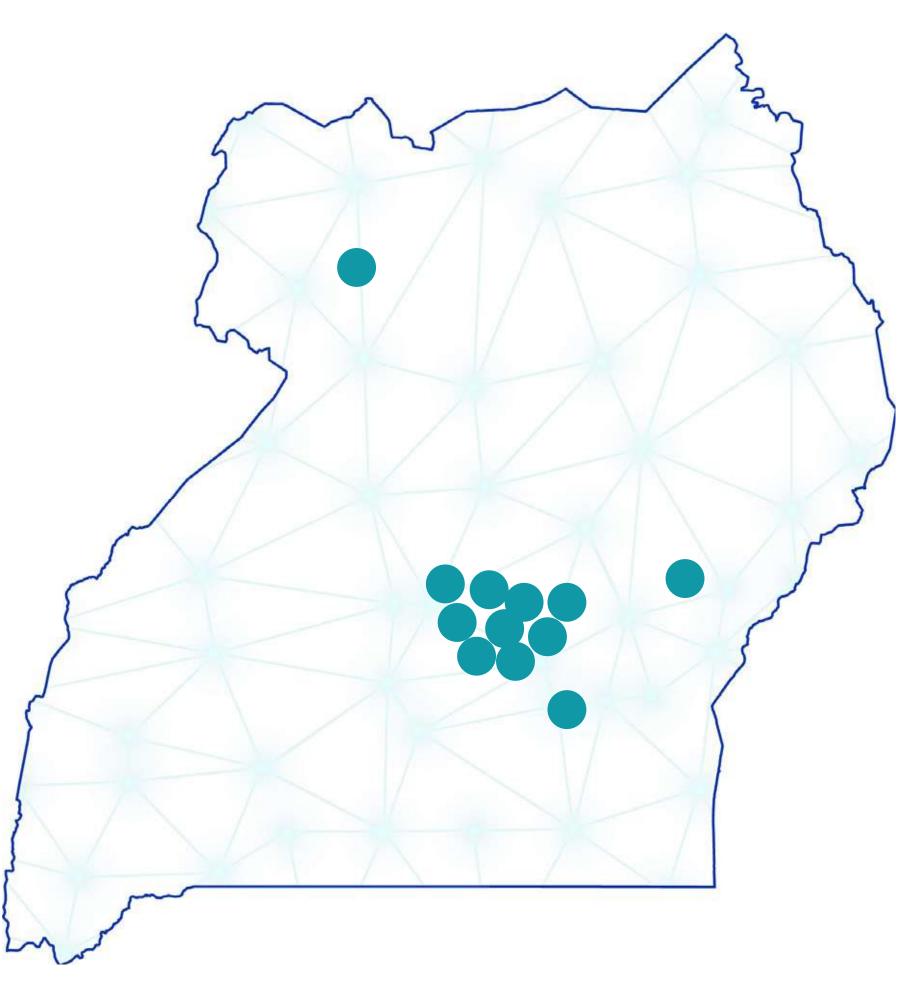
## **Brand Promise**

We are on your side!



Our Purpose Empowering your prosperity

# Geographical Footprint



**Main Branch** 

Plot 6/6A Kampala Road

**Acacia Branch** 

Acacia Mall, Kisementi

**Arua Branch** 

Plot 12 Avenue Road, Arua

**Bweyogerere Branch** 

Opp. Fuelex Petrol Station

**Entebbe Branch** 

Plot 29, Kampala Road

Jinja Branch

Plot 8, Scindia Road

Kabalagala

Plot 1900, Block 15 Nsambya

**Kawempe Branch** 

Plot 174 Bombo Road

Kingdom Kampala

Kingdom Kampala Mall

Kololo Branch

Plot 16/17 Wampewo Avenue

Ntinda Branch

Capital Shoppers Mall

William Street Branch

Plot 44, William Street



**43,000+** Customers

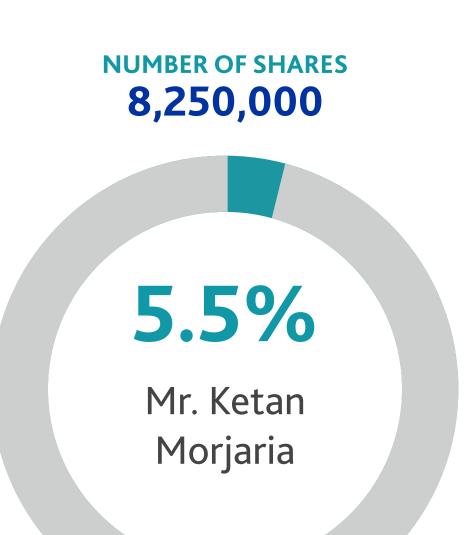


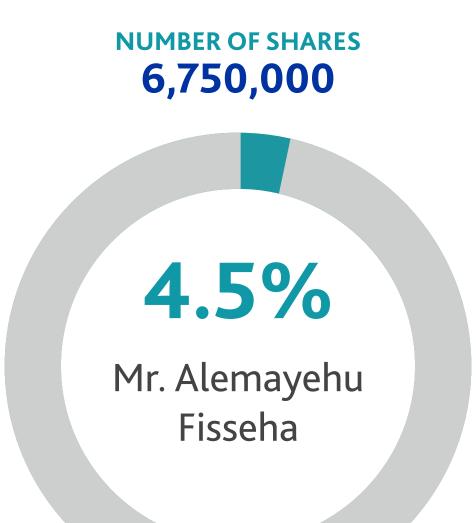


12 Branches

# Ownership Profile: ORDINARY SHARES



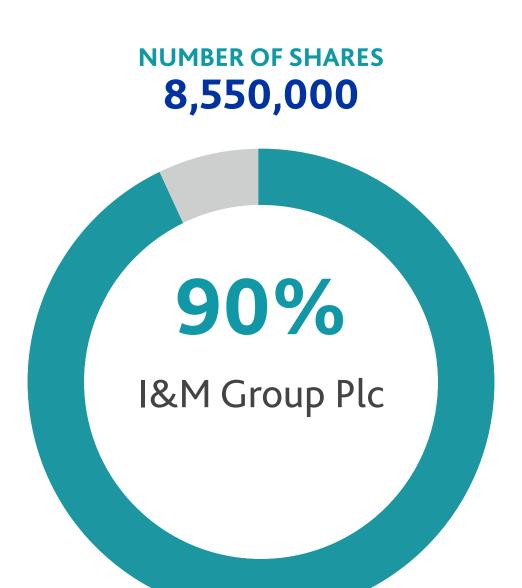


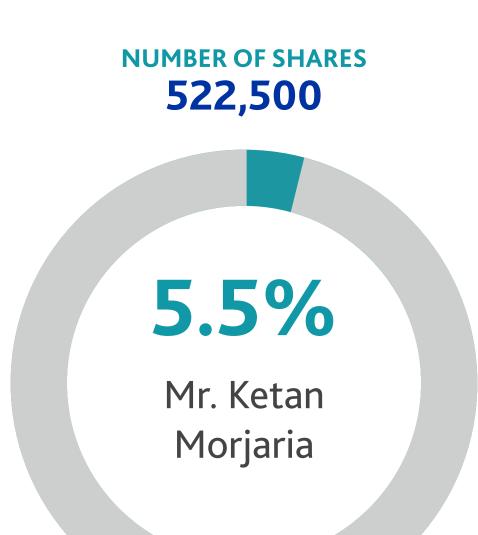


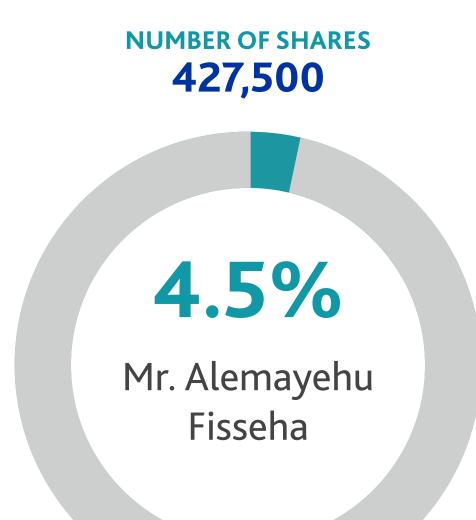
NUMBER OF SHARES **150,000,000** 

SHAREHOLDING 100%

# Ownership Profile: PREFERANCE SHARES







NUMBER OF SHARES 9,500,000

SHAREHOLDING 100%



Suleiman Kiggundu Board Chairman

# Board of Directors



Kihara Maina Non-Exective Director



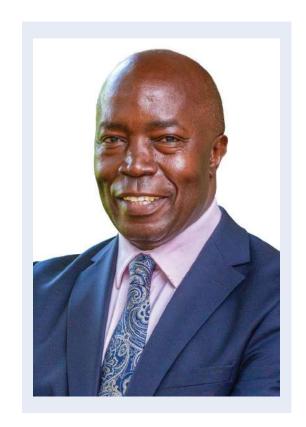
Ketan Morjaria Non-Executive Director



Robin Bairstow Chief Executive Officer



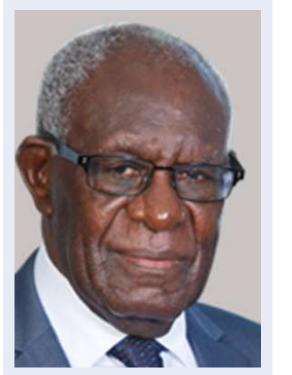
Micheline Ntiru Non-Executive Director



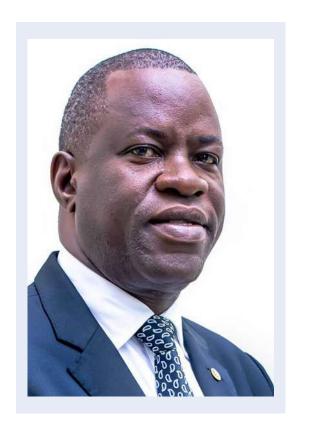
Francis Kamulegeya Non-Executive Director



Francis M.
Byaruhanga
Non-Executive
Director



Joram Kahenano Non-Executive Director



Sam
Ntulume
Executive Director
& Chief Operations
Officer

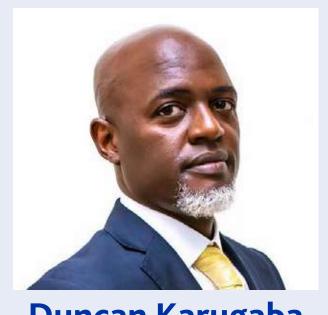
# Executive Committee



**Robin Bairstow** Chief Executive Officer



**Sam Ntulume Executive Director & Chief Operations Officer** 



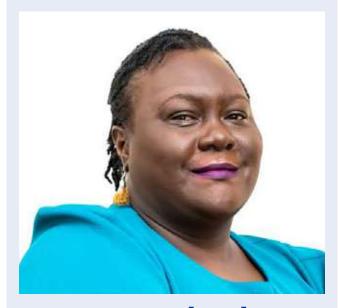
**Duncan Karugaba** Head of Operations



**Gibson Nangono** Chief Business Officer



**Timothy Musiime** Chief Financial Officer



**Lucy Akech** Head of Human Resources



**Annette Nakiyaga** Head of Marketing & **Corporate Communications** 



**Charles Kiirya** Head of Credit



**Joseph Fetaa** Head of Products, Branches, and Aleternate Channels







Head of Risk



Srinallapa Kumar Head of IT

# Key Milestones

## 2001 ACQUISITION OF TRANS AFRICA

Orient Bank Limited successfully wins the bid to take over Trans-Africa Bank

ATM Tiii 2018
SILVER JUBILEE
Orient Bank Limited of

Orient Bank Limited celebrates Silver Jubillee. Launches China Union acquiring and the fastpay App.

## 2021 REBRAND

Orient Bank Limited successfully rebrands to I&M Bank (Uganda) Limited on 8th November 2021.





**2015**DIGITAL OPERATIONS

Orient Bank Limited starts digital operations; launches ATMs and Visa Express Cards



2021
I&M BANK ACQUISITION

I&M Holdings Plc successfully acquires a 90% stake in Orient Bank Limited on 30th April 2021.

## 1993 INCORPORATION

Orient Bank Limited is successfully registered as a commercial bank in Uganda

## The iMara 3.0 Group strategy framework comprises 3 Priorities, 5 Enablers and 6 KPIs

Aspiration

Strategic Pillars And initiatives

## Eastern Africa's Leading Financial Partner for Growth

## 1. Develop Leadership in our Core Segments (Corporate & Commercial)

#### **Key initiatives:**

- a) Drive NTB Customer Acquisition (New Sectors, New Products etc)
- b) Drive Cross Sell within existing base/Share of wallet
- c) Drive sustainable Banking across the value chain

## 2. Build Relevance in Emerging customer Segments (Retail & SME)

#### **Key initiatives:**

- a) Sharpen the Retail and SME Value Propositions
- b) Optimize our distribution network with a focus on scaling our face-to-face distribution
- c) Leverage strategic partnerships to drive lending in sustainable ventures (Agric, Women, Youth, Solar)

## 3. Become a market leader in ecosystems

#### **Key initiatives:**

- a) Build out ecosystem framework and identify potential ecosystems/partners
- b) Create optimised (360°) and Digitised customer journeys across the ecosystem
- c) Drive Business growth from ecosystems (Balance sheet, Revenues, Customers)

**Enablers** 

## **Brand Relevance**

- Brand Consistency & Relevance
- Sustainability Outcomes

## **Leverage Group Synergies**

Revamp the Group operating model to create sharper focus on sales and business development

#### Resilience

Entrench risk management Safeguards

**Digitization**Digitally Power the Growth

Cultural Transformation
Entrench a high-performance
culture in an company that
attracts and retains the best
talent

/DIc

PBT

**Net Promoter Score** 

% of Digitally Active customers

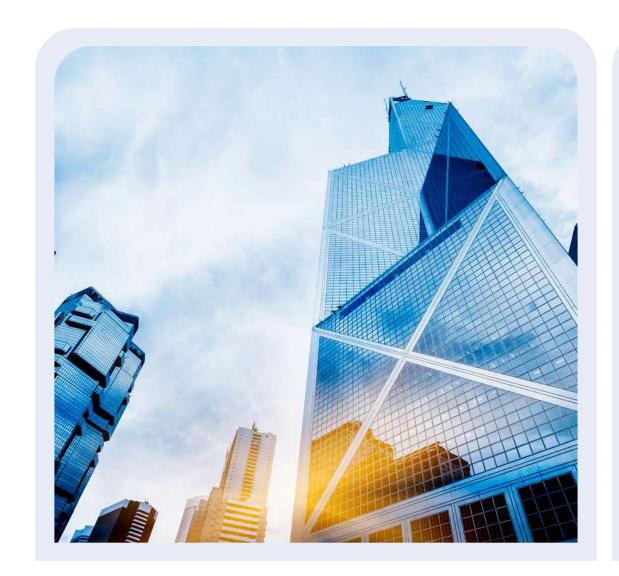
% Revenue from New Business Initiatives

**Employee Engagement** 

No of lives impacted (Beyond Profits)

# Target Customer Segments

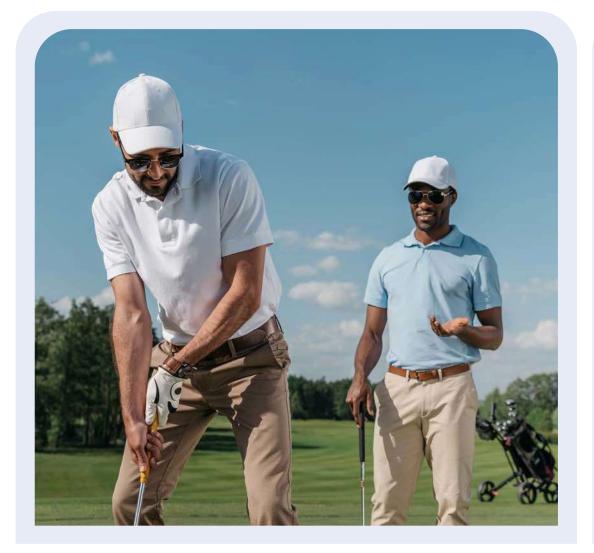
I&M Bank Uganda, though traditionally known to service high net worth customers and corporate clients, continues to achieve recognition for its services to small and medium sized enterprises, including many that have grown with the Bank, with an increasing emphasis on delivery through digital channels.



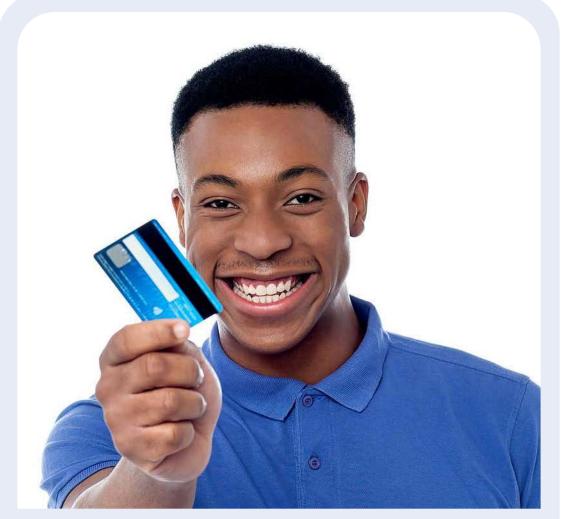
**Corporate Banking** Providing an array of financial solutions for large corporates.



**Business Banking** Providing financial solutions across medium, small and micro businesses. to high net-worth individuals.



**Premium Banking** Offering top-notch services



**Personal Banking** Delivering the utmost in personal financial services

# Products & Services

Commercial banking represents the largest portion of I&M assets. The products and services are tailored to meet the needs of each customer base. Our services are linked to our vision of being the first choice where customers want to do business, and increasingly these are being offered digitally through our omnichannel capabilities.

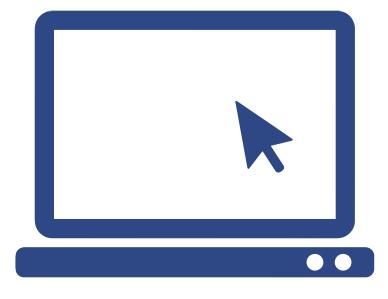


# Delivery Channels

We deliver to our customers through the channels below



**Bank Branches** 



**Internet Banking** 









**Contact Centre** 

# Kingdom Kampala Digital Pod

The Digital Pod is a Digital Branch designed to offer seamless banking services to our customers through digitized customer journeys, requiring minimal manual intervention. Customers are therefore able to access several banking services even outside the typical banking hours. Customers can access the following services through the Digital Pod devices which are available 24/7.



## 1 Cash Deposit Machine (CDM)

The CDM is a card-less bulk cash accepting machine capable of taking a large volume of notes within a single instance.

Customers do not have to make long queues in branches to deposit bulk cash. Below are the features;

Customers can make Cash Deposits of up to UGX 1 Billion Funds are credited to your account in real time

A receipt is issued instantly



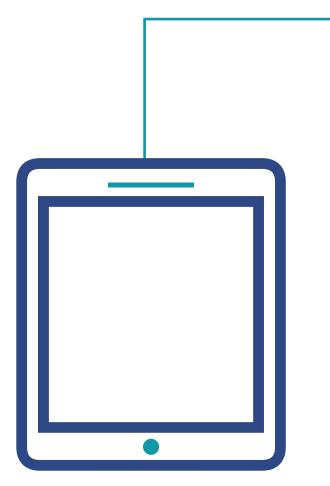
## 2 Automated Teller Machine (ATM)

Cash withdraws: Withdraw funds from your bank account.

Balance Inquiry: Check your account balance to see how much money you have on your account

Pin change: Ably change your card pin for security purposes

Mini Statement: Request a statement showing the recent transactions on your account



## 3 Embedded screens & Mobile Tablets

These have a large display allowing customers to access the internet and process transactions online.

- You can make e-commerce transactions from any online market place of your choice
- Access the I&M Bank website for more information about the bank

Access our new and improved Internet banking website which offers the services below;

## **Funds Transfers:**

Transfer funds
between your own
accounts or to
other bank accounts
both within and
outside I&M Bank
including domestic
& international
funds transfers

## Mobile money:

Transfer funds
between your bank
account and any
mobile money
account of your
choice Customers
can view their
account and loan
balances

Bill payments including UMEME, NWSC,

Government payments such as URA, NSSF

## **Account statement:**

View your detailed transaction history and download your account statement

1

2



## WIFI – Wireless Internet



Customers can conveniently access our App and Internet banking services as well as ecommerce transactions on their mobile devices.

# CSR Strategy

I&M Bank Uganda continues to offer sustainable socially responsible projects in the communities within which it operates through its Corporate Social Responsibility pillars to deliver positive impact to society.

The approach is to work through partners to deliver its objectives by seeking to leverage and complement resources, skills, experiences, knowledge and track records of partner organisations in a catalytic and value-adding manner.

## Vision

Our vision is to positively transform the physical, social and economic environments of communities in Uganda.

## **Mission**

Our mission is to deliver positive impact to society through lasting solutions by engaging planet, people and profit to create shared value for our stakeholders.

## **Environmental Conservation**

We preserve, protect, and restore the environment and promote sustainable use of ecosystems.

## **Economic Empowerment**

Enhance education outcomes that ensure inclusive and equitable quality education, self-reliance, and gainful livelihoods for Ugandans.

## Education & Skills Development

We promote sustainable economic growth, productive employment, and decent work for Micro, Small and Medium enterprises (MSMEs).

## **Enabling Giving**

We strengthen partnerships for sustainable community development.

# CSR PILLA



# Overview

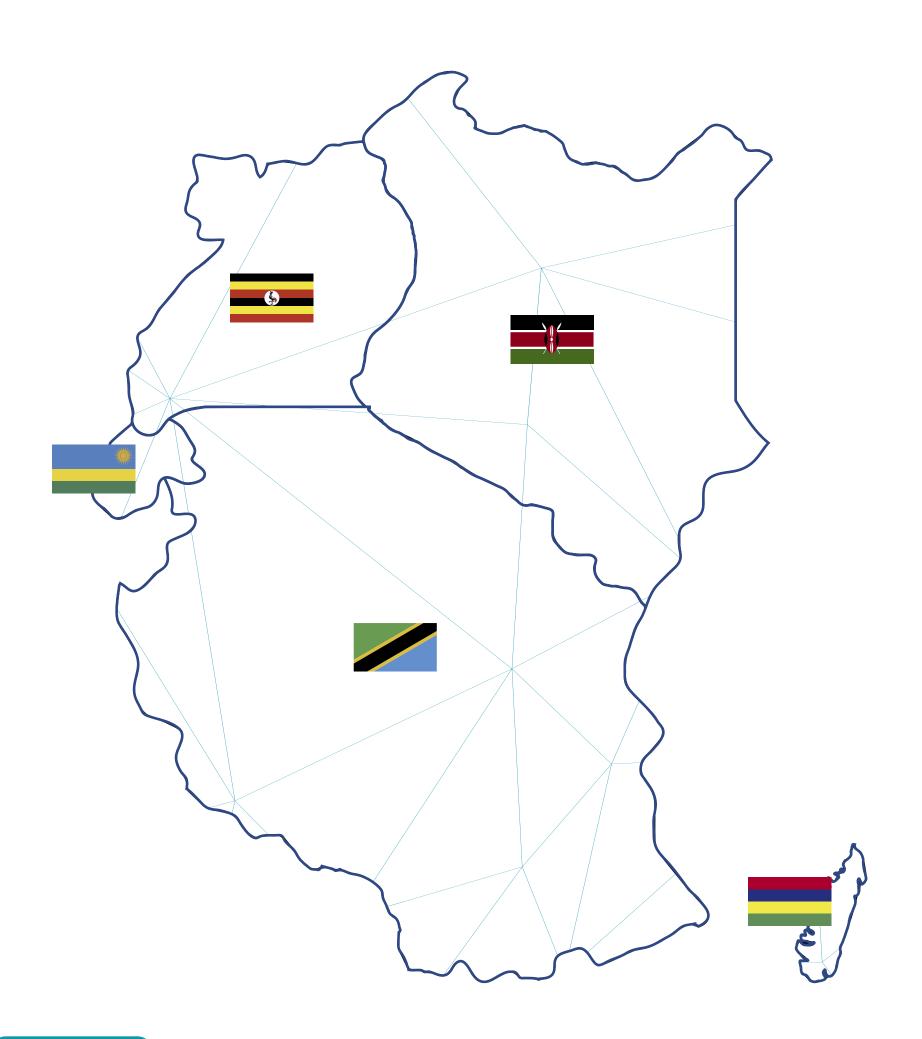
I&M Group is diversified with interests in banking, insurance, corporate finance advisory, and real estate and has subsidiaries in Kenya, Rwanda, Uganda, Tanzania and Mauritius.

The group prides itself on its strong values and key strengths of innovative service and strong customer relationships and through these pillars, the group aspires to be "Eastern Africa's leading financial partner for growth" by offering innovative and market driven banking solutions for its target segments.

I&M Group PLC was incorporated on 16th August 1950 and is listed on the Nairobi Securities Exchange (NSE). As a subsidiary of I&M Group, I&M Bank was founded in 1974 as a financial services company and later converted to a commercial bank.



# Group Regional Footprint



## Uganda

#### **I&M Bank (Uganda) Limited**

- 43,000+ Customers
- 12 Branches
- 14 ATMs
- Staff force of 310

#### I&M Burbidge Capital (U) Limited

Advisory services to businesses on significant capital raising through IPOs, private equity, debt and Mergers & Acquisition transactions.

## Rwanda

### I&M Bank (Rwanda) PLC

- 42,500+ customers
- 18 Branches
- 31 ATMs
- Staff force of 373

## **Tanzania**

## **I&M Bank (T) Limited**

- 16,200+ customers
- 8. Branches
- 9.ATMs
- Staff force of 203

## Kenya

#### **I&M Bank Limited**

- 141,000+ customers
- 40 Branches
- 56 ATMs
- Staff force of 1,143

#### **I&M Burbidge Capital Limited**

Advisory services to businesses on significant capital raising through IPOs, private equity, debt and Mergers & Acquisition transactions.

#### **I&M Bancassurance Intermediary Ltd**

6,300+ customers | Staff force of 20

#### **I&M Realty Limited**

Leasing properties for rental. Currently owns 3 properties in Nairobi

## **Mauritius**

#### **Bank One Limited, Mauritius**

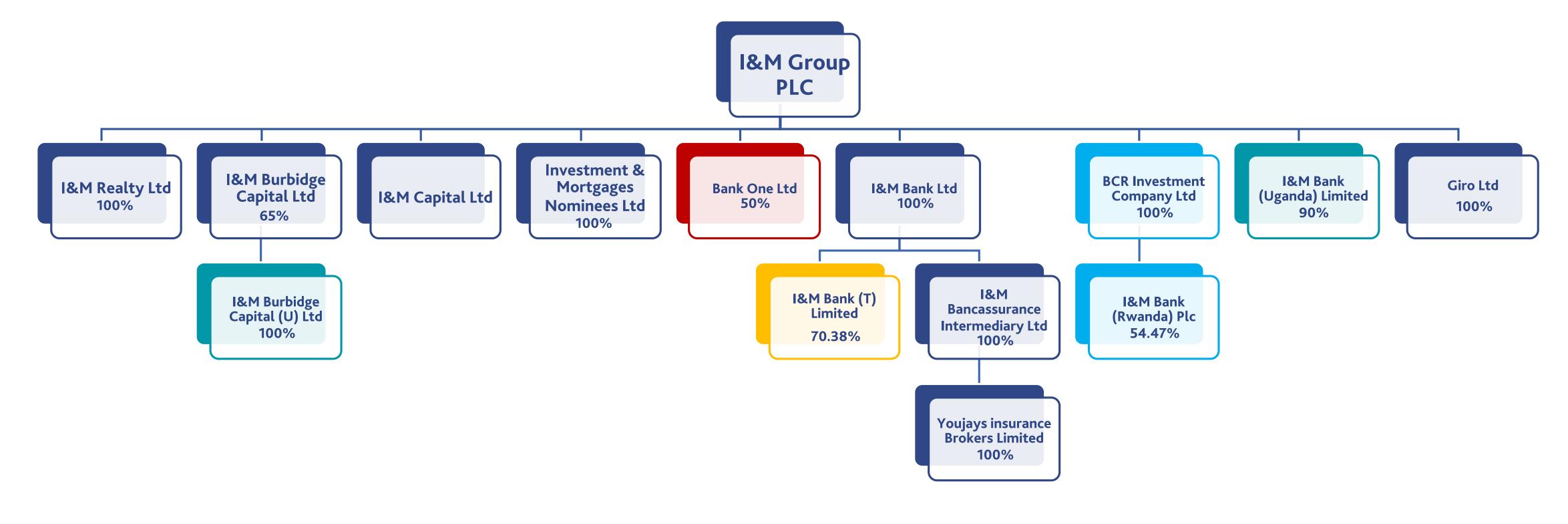
- 51,000+ customers
- 9 Branches
- 10.ATMs
- Staff force of 421

# Group Legal Organisation

The I&M Group comprises the following.

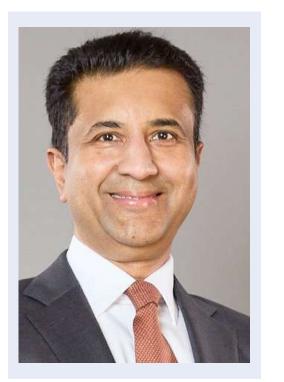
Mauritius

Rwanda



- I&M Group Plc is listed on the Nairobi Securities Exchange (NSE)
- I&M Bank (Rwanda) Plc is listed on the Rwanda Stock Exchange Limited (RSE)

Kenya



Sarit S. Raja Shah Group Executive Director

I&M Bank Ltd, Kenya



Kihara Maina Group Chief Executive Officer



Silas Mutuku **Chief Executive** Officer

**I&M Capital Ltd** 

# Group Leadership Team



**Zahid** Mustafa **Chief Executive** Officer **I&M Bank Ltd, Tanzania** 



Mark Watkinson **Chief Executive** Officer **Bank One, Mauritius** 



**Edward** Burbidge **Chief Executive** Officer **I&M Burbige Capital,** Kenya



Benjamin Mutimura **Chief Executive** Officer I&M Bank Ltd, Rwanda



Robin **Bairstow Chief Executive** Officer

I&M Bank Ltd, Uganda

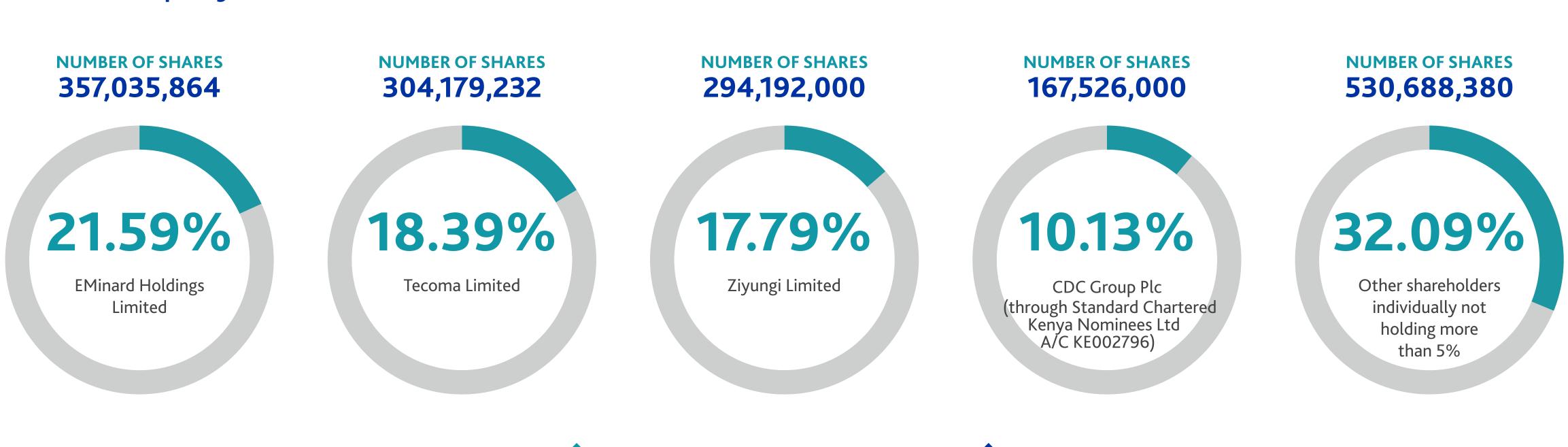


Gul Khan **Chief Executive** Officer

I&M Bank Ltd, Kenya

# Group Shareholding

Below are names and level of ownership of significant shareholders who own more than 5% shareholding of the company.

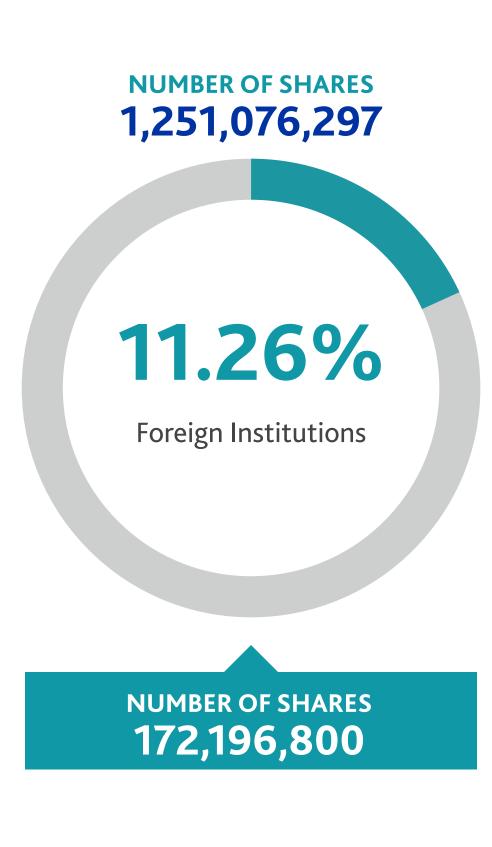


NUMBER OF SHARES 1,653,621,476 SHAREHOLDING 100%

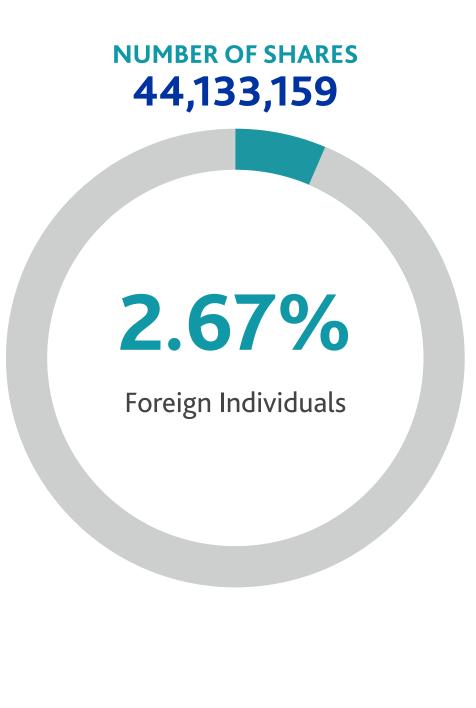
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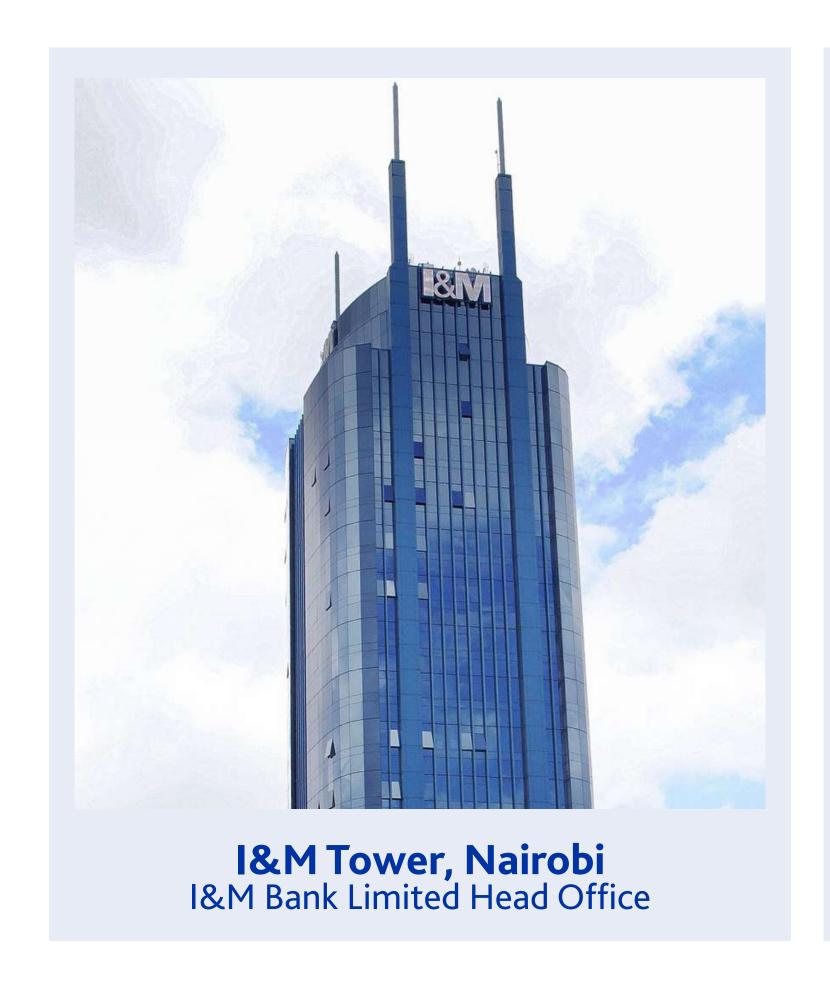


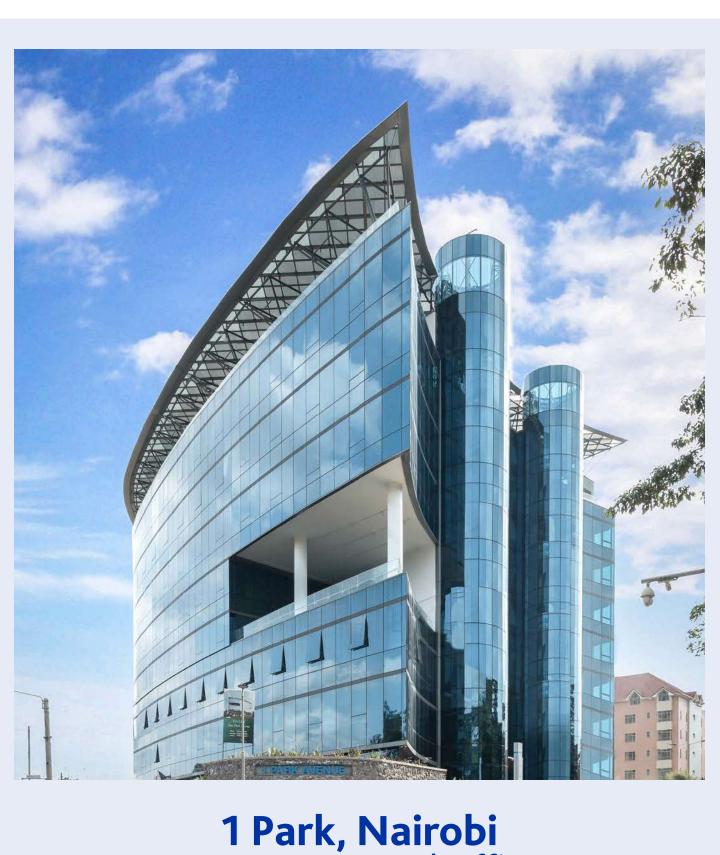




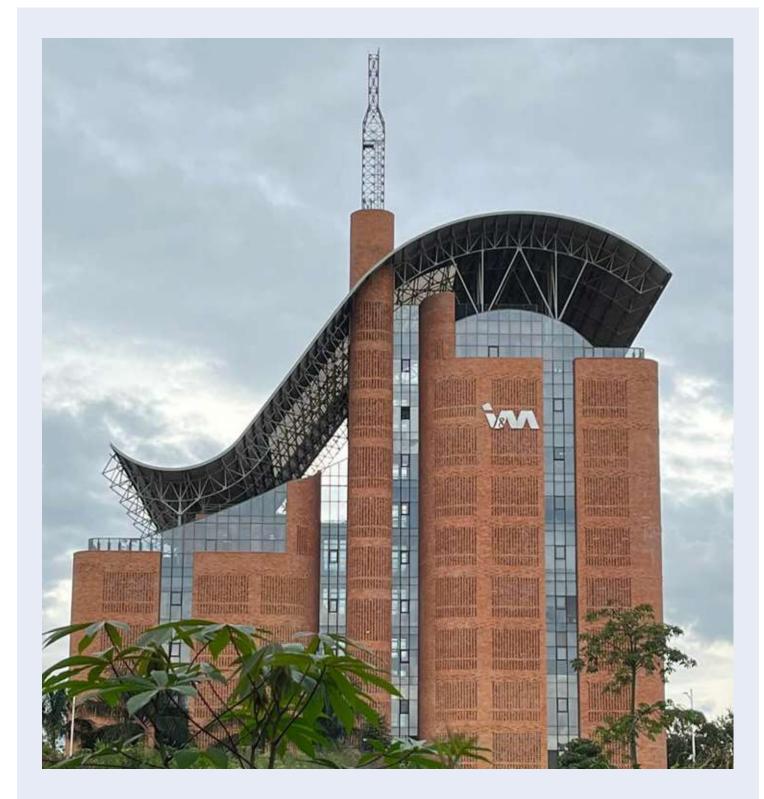


# Iconic Group Properties





**I&M Group Head Office** 



**I&M Rwanda, KIgali**I&M Bank (Rwanda Plc. Head Office



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Strategic Pillars And initiatives

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**Enablers** 

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## **Leverage Group Synergies**

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#### Resilience

Entrench risk management Safeguards

**Digitization**Digitally Power the Growth

Cultural Transformation
Entrench a high-performance
culture in an company that
attracts and retains the best
talent

70/

PBT

**Net Promoter Score** 

% of Digitally Active customers

% Revenue from New Business Initiatives

**Employee Engagement** 

No of lives impacted (Beyond Profits)