

## Introduction:

During the third quarter of 2025, Tanzania's banking sector continued to demonstrate resilience despite tighter liquidity conditions and a marginal deceleration in private sector credit growth.

The two leading banks, NMB and CRDB, both sustained solid earnings momentum and balance-sheet expansion, supported by strong non-interest income streams and improved cost efficiency.

## Performance Overview:

**CRDB Bank** continued to deliver on its Evolve Strategy, which emphasizes diversification, digitization, and regional expansion. The bank sustained strong earnings momentum in Q3 2025, driven by broad-based loan growth (+27 % YoY) and cost discipline that lowered the cost-to-income ratio to 43 %, from 45.6 % in Q3 2024

CRDB's Evolve framework has positioned the bank as Tanzania's regional growth champion. Its investment in digital channels now accounting for over 99 % of transaction volumes and expansion into DRC and Burundi have unlocked new revenue streams.

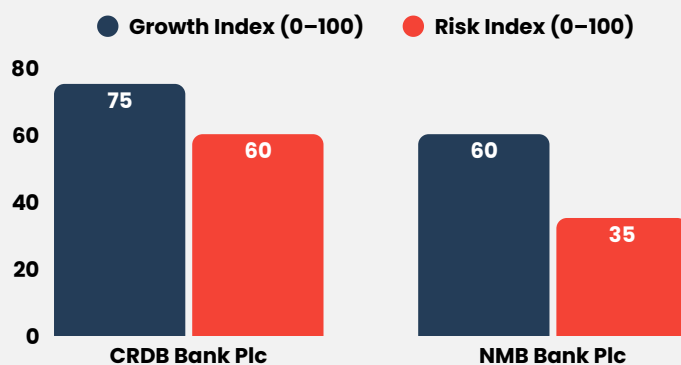
**NMB Bank** maintained its reputation for stability and efficiency, reporting another solid quarter of earnings and balance-sheet growth. Interest income rose 15 % YoY, supported by prudent asset-mix management, while non-interest income continued to contribute nearly one-third of total revenue.

NMB's strategy remains focused on digital penetration, customer-centric innovation, and sustainable lending. With one of the strongest capital buffers in the market (equity-to-asset ~ 19 %), the bank is well-positioned to support economic recovery while maintaining high dividend consistency.

## Q3 2025 Snap shot:

Indicator	CRDB Bank Plc	NMB Bank Plc
<b>Total Assets</b>	TZS 20.5 trillion	TZS 15.5 trillion
<b>Customer Deposits</b>	TZS 13.8 trillion	TZS 10.9 trillion
<b>Net Loans &amp; Advances</b>	TZS 12.8 trillion	TZS 9.5 trillion
<b>Profit After Tax</b>	TZS 174.0 billion	TZS 184.8 billion
<b>ROE</b>	29%	26%
<b>ROA</b>	4.90%	5.00%
<b>Cost-to-Income Ratio</b>	43.00%	38.00%
<b>NPLs</b>	3.20%	2.70%
<b>EPS (Annualized)</b>	TZS 199	TZS 1,478

## Investors' Positioning Scale Q3 2025



### Investor Positioning Scale (Q3 2025)

*"CRDB maintains a high-growth posture with moderate risk exposure, while NMB retains its defensive positioning through cost efficiency and capital strength."*

## “Broad-based balance sheet growth drives solid profitability across both banks.”

During Q3 2025, CRDB and NMB continued to demonstrate robust earnings performance, supported by resilient loan growth, improved net interest margins, and disciplined cost control.

Both banks benefited from expanding digital channels and a rebound in transaction volumes.

### Earnings Momentum

Both CRDB and NMB sustained strong profitability in Q3 2025, driven by broad-based balance-sheet expansion.

CRDB posted a 27 % YoY rise in profit after tax to TZS 174 Bn, supported by faster loan growth and improved net-interest margins.

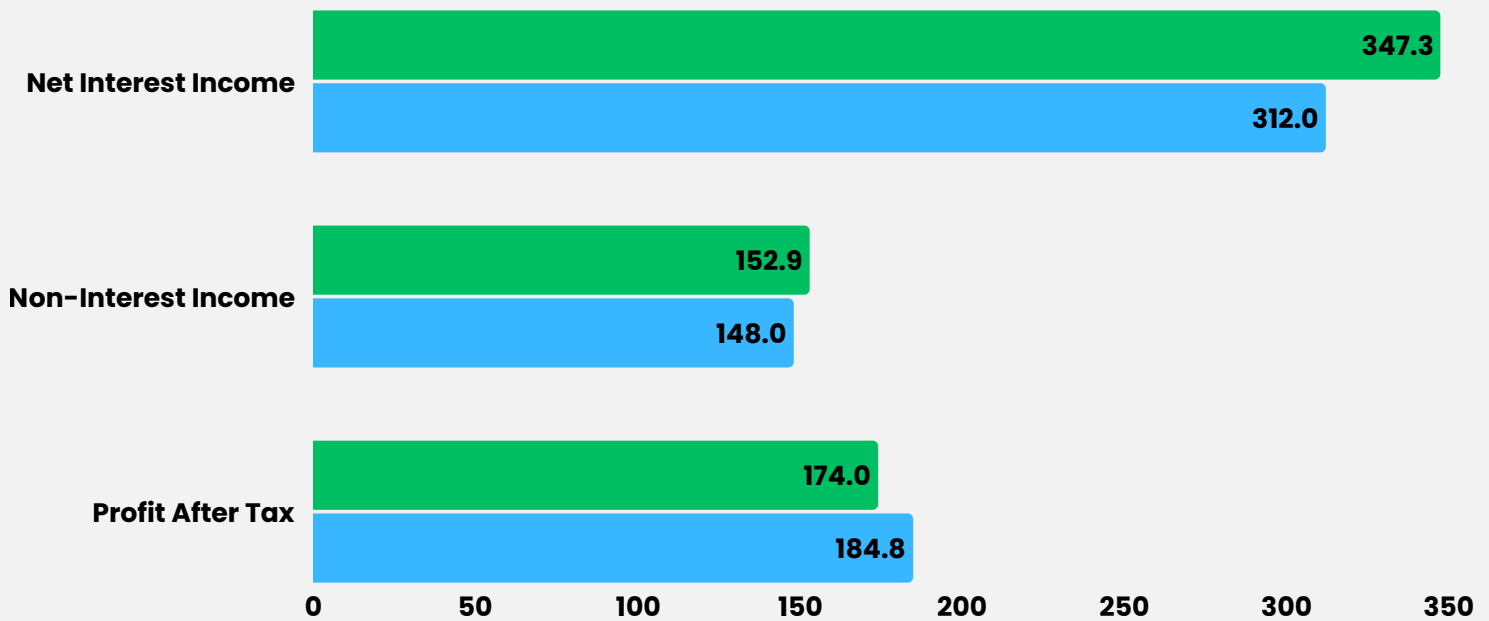
NMB delivered a 14 % YoY profit increase to TZS 184.8 Bn, reflecting prudent balance-sheet management and stable funding costs.

### Financials in Table (Q3 2025):

Indicator (TZS Bn)	CRDB Bank Plc	NMB Bank Plc
<b>Net Interest Income</b>	347.3 Bn	312.0 Bn
<b>Non-Interest Income</b>	152.9 Bn	148.0 Bn
<b>Profit After Tax</b>	174.0 Bn	184.8 Bn
<b>Total Assets</b>	20,457.6 Bn	15,471.4 Bn
<b>Customer Deposits</b>	13,751.4 Bn	10,866.6 Bn

### Earnings Composition (Q3 2025)

● CRDB Bank Plc (TZS Bn) ● NMB Bank Plc (TZS Bn)



## “Robust deposit growth continues to anchor asset expansion.”

During Q3 2025, both CRDB and NMB recorded solid balance-sheet growth, reflecting sustained customer confidence and effective deposit mobilization strategies.

CRDB’s total assets expanded to TZS 20.46 trillion (+27% YoY), driven by broad-based loan growth and regional diversification under its Evolve Strategy.

Meanwhile, NMB’s asset base reached TZS 15.47 trillion (+18% YoY), supported by prudent liquidity management and stable funding costs.

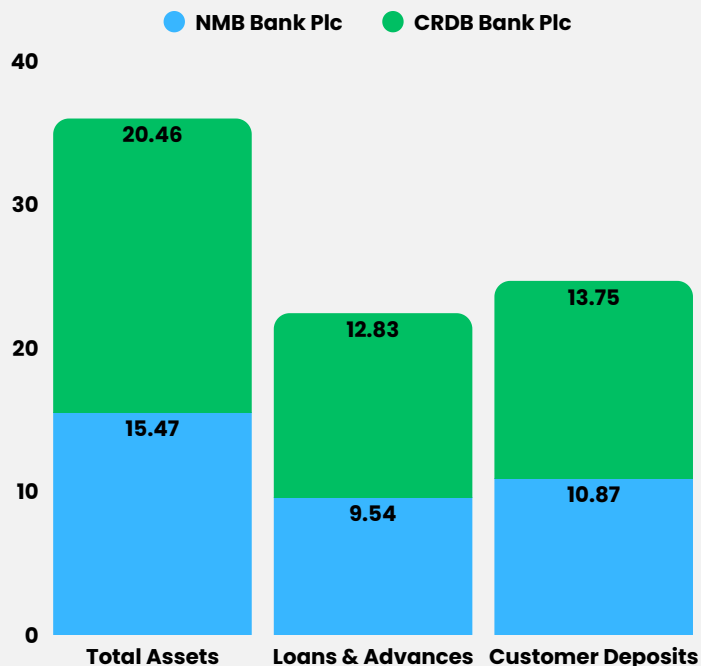
Customer deposits remained the dominant funding source for both banks, accounting for over 65% of total liabilities. CRDB registered deposits of TZS 13.75 trillion (+36% YoY), reflecting strong agency banking penetration and digital channel usage, while NMB’s customer deposits stood at TZS 10.87 trillion (+20% YoY), maintaining a healthy mix of retail and institutional funds.

CRDB’s loan portfolio grew to TZS 12.83 trillion (+27% YoY), outpacing NMB’s TZS 9.54 trillion (+15% YoY), underscoring its more aggressive credit growth stance.

However, NMB preserved superior asset quality with a lower NPL ratio of 2.7% compared to CRDB’s 3.2%.

CRDB’s balance-sheet trajectory signals stronger lending appetite, while NMB maintains a conservative balance-sheet profile centered on liquidity strength and asset quality.

### Balance Sheet Composition TZS Trn



Metric	CRDB	NMB
ROE	29%	26%
ROA	4.90%	5.00%
Cost-to-Income	43%	38%
NPLs	3.20%	2.70%



**“Investors remain split between growth momentum and Volatility and defensive stability.”**

CRDB and NMB sustained strong investor confidence on the Dar es Salaam Stock Exchange (DSE), underpinned by resilient earnings.

Market sentiment reflected each bank’s positioning CRDB as a high-growth aggressive stock , and NMB as a dependable income and stable price movement counter.

CRDB’s share price closed at TZS 1,170, up +77% YTD, The stock traded at a P/E ratio of 5.8x and P/B ratio of 1.2x

NMB’s share price stands firm at TZS 8,000, recording a +49.5% YTD gain, anchored by consistent profitability, superior efficiency.

The bank maintained valuation multiples of P/E 5.41x and P/B 1.4x.

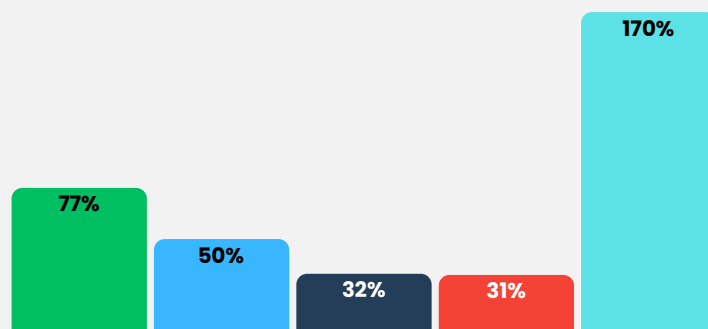
Investors’ participation continued to favor NMB due to its relative stable price movement and sustainable Earnings reputation, while others lean towards CRDB, attracted by its faster capital appreciation potential.

**“Investor sentiment is likely to remain concentrated around financial counters, as the counters continue to offer resilience amid a cautious trading environment.”**

Metric	CRDB Bank Plc	NMB Bank Plc
Share Price (TZS)	1,170	8,000
YTD Stock Price Change	77%	50%
P/E Ratio	5.8x	5.41x
P/B Ratio	1.2x	1.4x
Book Value	TZS 981	TZS 5,779

### YTD Price Change (8th Nov 2025)

● CRDB ● NMB ● DSEI ● TSI ● BI



*“Overall, both companies continue to anchor banking sector performance on the DSE, with CRDB favored for capital gains and NMB for stability.”*



## CRDB & NMB Income Statement Q3 2025

Income Statement (TZS M)	CRDB	NMB
Interest Income	504,970	398,357
Interest Expense	-157,644	-86,329
<b>Net Interest Income</b>	<b>347,326</b>	<b>312,028</b>
Bad Debt Written Off	-	-
Impairment Losses on Loans and Advances	-34,254	-23,193
<b>Non Interest Income</b>	<b>152,853</b>	<b>147,968</b>
Foreign Currency Dealings and Translation Gain	12,186	23,481
Fees and commissions	131,579	116,680
Dividend Income	113	45
Other Operating Income	8,975	7,762
<b>Non Interest Expense</b>	<b>-219,521</b>	<b>-172,955</b>
Salaries and Benefits	-104,921	-95,833
Fees and commissions	-28,320	-2,863
Other Operating Expenses	-86,280	-74,259
Operating Income (Loss)	246,404	263,848
Income Tax Provision	-72,394	-79,094
<b>Net Income (Loss) After Income Tax</b>	<b>174,010</b>	<b>184,754</b>
EPS	66.62	369.51
<b>#Outstanding shares</b>	<b>2,612</b>	<b>500</b>
<b>Ratio Analysis:</b>		
<b>Return on Average Total Assets</b>	4.90%	5%
<b>Return on Average Shareholders' Funds</b>	28.00%	26%
<b>Non Interest Expense to Gross Income</b>	43.90%	38%
<b>Net Interest Income to Average Earnings Assets</b>	8.10%	10%



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