



شركة ضمان مخاطر الائتمان ش.م.م
CREDIT GUARANTEE COMPANY S.A.E

CGC Egypt – Country Case Study Future Planning

EMGN Autumn Academy
October 2021



CGC 2020 at Glance – YEAR OF CHANGE

EXCEPTIONAL YEAR SURGE IN BUSINESS 2019/2020

**CREDIT
95 B.**

PORTFOLIO
DOUBLED
+120%

GATEEE 61 B.

42% Market Share

MSME % Portfolio

+80% Market Outreach

Programs Managed Funds **+333%**

CGC Main Development Activities

CGC shaping its Future Growth & Beyond plan ...

COVID 19 PANDEMIC SUPPORT

Guarantee **is the main policy makers tool** to mitigate the unprecedented credit-risk faced by all market. Protect firms & jobs by securing lending flow.

POST COVID 19

Extended role for GSs for reallocation of capital & labor by enabling flow of credit to the productive sectors.

GUARANTEE SCHEMES NEW BUSINESS MODEL

To **be able to generate the expected impact** while remaining operationally sound and financially sustainable.

CENTRAL BANK OF EGYPT (CBE)

VISION FOR CGC

CGC to be the largest institution in the economy **responsible for enabling financial market stability & economic growth**

TRIGGERS

For
enhanced role
for
Guarantee schemes
during
&
after pandemic

CGC Main Development Activities

CGC shaping its Future Growth & Beyond plan ...

CBE - SUPPORT- CGC Strategy towards **Revolutionary Transformation TO CREATE**

(CGC NEW NORM)

- Comprehensive role (Finance + non-Finance)
- Start-ups & job creation bridge enabler for FIs
- Products diversification
- (Credit + investment) - Export Gateee – Green Finance - Supply chain
- Advisory service establishment – Market Place
- Optimal institution set-up & ultimate digital transformation
 - (New structure - New Business Model – New culture)

CBE Post-Covid Strategy

- Recovery strategy
- Ctd. Fin. Support
- MSMEs Support
- Diversify Fin. patterns
- Job creation mission
- Gov support phase-out plan

- Max. utilization of resources
- Bridge to normal
- Enabler to the NEW
- Non-finance support

TRANSFORMATION STATEMENT

CGC is in the make-or-Break year.
The time is **NOW** to shift to the **ULTIMATE
GUARANTEE MODEL** capable of serving the
big market of **EGYPT**

CGC NEW NORM - TRANSFORMATIONMAIN REQUIREMENTS

INNOVATIVE-BASED BUSINESS MODEL



CGC New Norm

CGC MAIN NEW FOUNDATIONS



NEW FOUNDATIONS

Description

- | | |
|----------------------------------|--|
| 1 Multiple-focus segment | No limitation on served groups |
| 2 Tailored product offerings | Wider range of products: credit + leasing + factoring + export (G&I) + Equity & Quasi Equity + bond securitization |
| 3 Differentiated Market Approach | Direct & indirect guarantees |
| 4 Digital Empowerment | Digital platforms are core enablers + Market place |
| 5 Risk-based pricing | wider price variation |
| 6 Advisory Services | SMEs Advisory Service & Coaching entrepreneurs |

CGC 2021 ONWARD – NEW NORM **GO DIGITAL** Mandate

**AGILE &
INNOVATIVE
Approach
2021**

**DIGITALTRANSFORM
-ATION STRATEGY
Concluded
2020-2021**

**ADVANCED
systems & RMS
OCT 2021**

**NEW DIRECT
Gateee product JOB
CREATION &
Untapped MSMES
Launch 2021**

**NEW STRATEGIC
PLAN
2022 – 2024
STARTED...OCT 2021**

**Advanced MARKET
ORIENTED
Products
2021**

**NEW GUARANTEE
Business Model
2021-22**

**NEW
ADVISORY
SERVICES arm
2022**

CGC Egypt – New Norm.....

GO DIGITAL JOURNEYS (2021 -2022).....STARTED

Enhance core business

1

Business intelligence



Data focus as critical for customer journeys and advanced analytics

Create automated dashboards for tailored reporting to stakeholders & partners

NOV 2021

2

Portfolio Guarantee Journey 1



Streamline workflow simplified cycles & less time

Automate communications with banks

SEP 2021

3

Individual SME Journey 2



Streamline workflow to shrink time for professing gatee by more than 80%

Develop automated integration with banks to enable seamless data-sharing

Automate data validations, processing

**AUG 2021 –
AUGU 2022**

4

Micro processes



Create interface for direct clients cutting timing by 50-70%

Establish dashboards of segment gatee info.

Automate communications with stakeholders & customers

2022

Innovate beyond core

5

Credit underscoring



Develop advanced analytics model based mostly on non-financial data

Optimize model's forecasting power to enable variation risk-based pricing

NOV 2021

6

Direct guarantee journey – 3



Design and develop customer journey on digital channels

Define and launch roll-out strategy at partners' branches

Integrate Advanced Analytics credit-scoring model

Develop online Market place for segment & stakeholders

**DEC 2021 –
AUGU 2022**

7

Advisory Services



New skills building Training

On-line training progs

Coaching

Networking

MID 2022 -23

CGC Egypt – New Norm.....

NEW STRATEGIC PLAN GO DIGITAL JOURNEYS (2021 -2024).....**STARTED**

CGC STRATEGIC PLAN – GO DIGITAL HIGHLIGHTS

4 MAIN DIGITAL JOURNEYSIMPLEMENTATION **STARTED AUG 2021**

STRATEGIC PLAN – GO DIGITAL (2022 – 2024)

DEVELOPMENT **STARTED OCT 2021 –**

IMPLEMENTATION TO START JAN 2022



JOB CREATION + MSME UNTAPPED..... BY 2023 X8 (2021 Nos)

Thank you



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