

# Investor Presentation

30 June 2020

Abu Dhabi: August 2020











































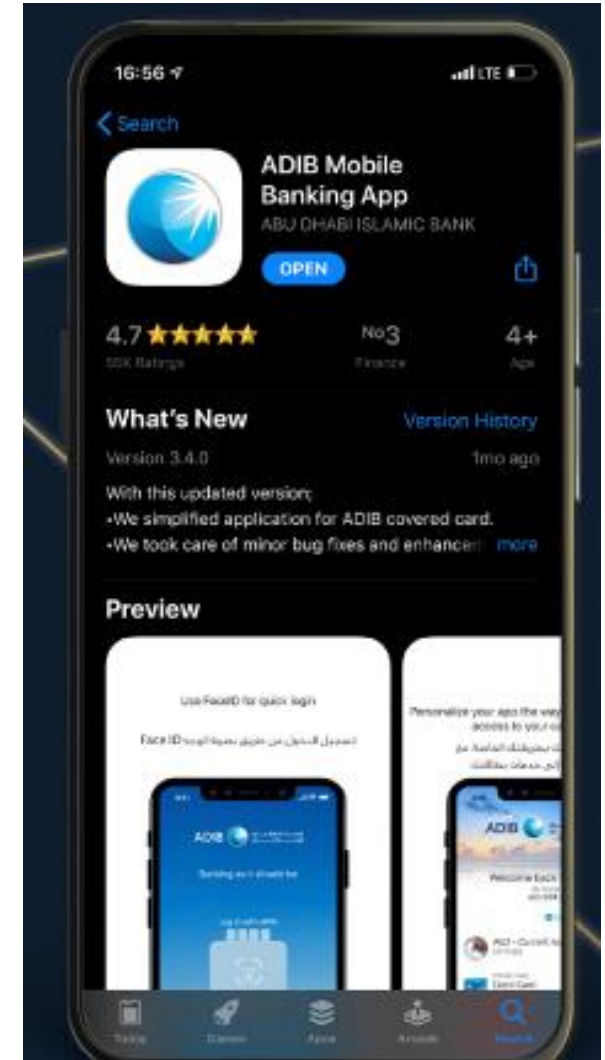






# Significant Progress in Digital Transformation

- ❑ New mobile app functionality includes applying for personal finance, digital onboarding and KYC update.
- ❑ 60% of all customers are now active on ADIB's digital channels.
- ❑ Over 2 million transactions are conducted every month on ADIB's mobile app.
- ❑ 99% of retail financial transactions, including payments and fund transfers, as well as 65% of non-financial services, including personal information updates, are now conducted digitally.
- ❑ 30% of new to bank customers opened their accounts digitally.
- ❑ 40% of ADIB's business customers are now active on ADIB Direct, an innovative banking platform providing automated trade finance services.



# Appendix



# Consolidated Statement of Income

AED Mn				Change %				Change %
	Q2 19	Q1 20	Q2 20	Q2 20 vs Q2 19	Q2 20 vs Q1 20	H1 19	H1 20	H1 20 vs H1 19
<b>Revenues</b>	<b>1,451</b>	<b>1,292</b>	<b>1,264</b>	<b>-12.8%</b>	<b>-2.2%</b>	<b>2,887</b>	<b>2,557</b>	<b>-11.4%</b>
Net revenues from funds	961	868	802	-16.6%	-7.6%	1,917	1,670	-12.9%
Fees & commission	254	211	206	-18.9%	-2.6%	468	417	-10.8%
Investment income	162	152	217	34.0%	42.5%	347	369	6.3%
Foreign Exchange	71	56	38	-47.1%	-33.4%	149	94	-37.1%
Other income	2	4	2	-7.6%	-51.3%	6	6	10.8%
<b>Expenses</b>	<b>661</b>	<b>635</b>	<b>624</b>	<b>-5.6%</b>	<b>-1.8%</b>	<b>1,311</b>	<b>1,258</b>	<b>-4.0%</b>
Employee cost	382	387	382	0.0%	-1.4%	749	769	2.7%
General & admin expenses	186	160	163	-12.5%	1.7%	382	323	-15.3%
Depreciation & amortization	93	87	79	-15.0%	-10.1%	180	166	-7.8%
<b>Operating profit - margin</b>	<b>790</b>	<b>657</b>	<b>641</b>	<b>-18.9%</b>	<b>-2.5%</b>	<b>1,576</b>	<b>1,298</b>	<b>-17.7%</b>
<b>Provision for impairment</b>	<b>159</b>	<b>387</b>	<b>322</b>	<b>102.7%</b>	<b>-16.9%</b>	<b>345</b>	<b>709</b>	<b>105.4%</b>
<b>Net profit before zakat &amp; tax</b>	<b>631</b>	<b>270</b>	<b>319</b>	<b>-49.4%</b>	<b>18.1%</b>	<b>1,231</b>	<b>590</b>	<b>-52.1%</b>
Zakat & tax	1	1	1	30.0%	100.0%	1	2	95.0%
<b>Net profit after zakat &amp; tax</b>	<b>630</b>	<b>270</b>	<b>318</b>	<b>-49.5%</b>	<b>17.9%</b>	<b>1,230</b>	<b>588</b>	<b>-52.2%</b>

Source: Derived from published financial statements

# Consolidated Balance Sheet

AED Mn	30 Jun 2019	31 Dec 2019	30 Jun 2020	Change %	
				Jun 20 vs Jun 19	Jun 20 vs Dec 19
Cash and balances with Central Banks	17,541	19,823	17,526	-0.1%	-11.6%
Due from financial institutions	6,076	3,363	3,023	-50.2%	-10.1%
Net Customer financing	78,892	81,108	81,978	3.9%	1.1%
Investments	13,482	12,940	13,299	-1.4%	2.8%
Investment in associates	1,063	1,281	1,285	20.9%	0.4%
Investment and development properties	2,224	2,086	2,079	-6.5%	-0.3%
Other assets / fixed assets / intangibles	5,376	5,385	5,226	-2.8%	-3.0%
<b>Total Assets</b>	<b>124,655</b>	<b>125,987</b>	<b>124,418</b>	<b>-0.2%</b>	<b>-1.2%</b>
Due to financial institutions	3,745	2,461	3,935	5.1%	59.9%
Customers' deposits	99,803	101,404	98,631	-1.2%	-2.7%
Other liabilities	3,267	3,018	3,338	2.2%	10.6%
<b>Total Liabilities</b>	<b>106,815</b>	<b>106,884</b>	<b>105,904</b>	<b>-0.9%</b>	<b>-0.9%</b>
Share capital & Reserves	13,085	14,349	13,759	5.2%	-4.1%
Tier 1 sukuk	4,754	4,754	4,754	-	-
<b>Total Equity</b>	<b>17,840</b>	<b>19,103</b>	<b>18,514</b>	<b>3.8%</b>	<b>-3.1%</b>
<b>Total Liabilities &amp; Equity</b>	<b>124,655</b>	<b>125,987</b>	<b>124,418</b>	<b>-0.2%</b>	<b>-1.2%</b>

Source: Derived from published financial statements

# Dividend Distribution History - AED

A consistent dividend distribution record

AED	2012	2013	2014	2015	2016	2017	2018	2019
<b>Net Profit (Mn)</b>	1,201.2	1,450.2	1,750.7	1,934.0	1,953.6	2,300.1	2,500.8	2,601.1
<b>Cash Dividend Payout Ratio (% of Net Profit)</b>	50.0%	50.0%	40.0%	39.8%	39.8%	39.8%	39.8%	38.2%
<b>Cash Dividend (% of Share Capital)</b>	25.4%	30.7%	23.3%	24.3%	24.5%	28.9%	27.4%	27.4%
<b>Cash Dividends (Mn)</b>	600.6	725.1	700.2	769.0	776.8	914.5	994.3	994.3
<b>Total Dividend Yield</b>	8.0%	9.9%	4.1%	6.2%	6.5%	7.6%	7.0%	5.1%
<b>Bonus shares (Mn)</b>	-	635.3	-	-	-	-	-	-
<b>Bonus Shares (% of Share Capital)</b>	-	26.9%	-	-	-	-	-	-

# Shareholder's Return

- 30 June 2020 share price was AED 3.69 per share (31 Dec 2019: AED 5.39 per share).

## ADIB vs ADX

