

# Investor Presentation Q1 2014

Abu Dhabi: May 2014

# Agenda

## Introduction

Financial Review

Business Review

Appendix

# ADIB at a glance

## Overview

- Incorporated in **1997** to serve as first Islamic Bank in the Emirate of Abu Dhabi.
- Majority owned by members of the ruling family of Abu Dhabi and sovereign wealth fund
- Listed on Abu Dhabi Securities Exchange (ADX).

## Ratings

	Long term rating	Short term rating	Outlook
Fitch	<b>A+</b>	<b>F1</b>	<b>Stable</b>
Moody's	<b>A2</b>	<b>P1</b>	<b>Stable</b>
RAM	<b>AAA</b>	<b>P1</b>	<b>Stable</b>

## Stock Info (Price and Ratio as of 31 Mar 2014)

Market Cap (Price @ AED 7.11)	<b>AED 21.3 bn (US\$ 5.8 bn)</b>
Diluted EPS / share (AED) - Annualised	<b>0.436</b>
PE Ratio	<b>16.3 times</b>
Price / Book Ratio	<b>3.02</b>
Shares Issued (@ AED 1)	<b>3.0 Bn</b>

## ADIB - Timeline and milestones

### Early History (1997 - 2000)

- Established by the Govt. of Abu Dhabi in **1997**
- Licensed in 1998 as an Islamic bank by the Central bank and commenced operations.
- Listed on Abu Dhabi securities Exchange in 2000

### Intermediary years (2001 - 2007)

- Established Abu Dhabi Islamic Securities Company (ADIBS) and Burooj Properties in **2005**
- New strategic shareholder (EIC) introduced in **2007**.
- **2007** - Acquired 49% of National Bank for Development based in Egypt.

### Growth (2008 - Present)

- **2008** - Arrival of new management and adoption of new strategic vision and mission.
- **2012** - Acquired 51% of Saudi Installment House based in Saudi Arabia.
- **2012** - Issued world's first Shari'a-compliant hybrid perpetual Tier 1 sukuk amounting to USD 1 billion.
- **2013** - Fully repaid AED 2.2 billion Tier 2 wakala capital.
- **2013** - Record net profit of AED 1.45 billion.

## Presence

- Domestic - 79 Branches and 602 ATMs (a 24 hour branch at Abu Dhabi International Airport).
- Overseas - presence in UK, Saudi Arabia, Qatar, Iraq and Sudan

# Ratings Excerpts

*“ADIB’s BCA (standalone credit assessment) reflects the bank’s strong and expanding Islamic franchise in the UAE particularly in the retail segment and strong core profitability and improved capitalization [...] Moody’s assessment of a very high probability of systemic support, in the event of need, is based on ADIB’s strong relationship with the Abu Dhabi government; ADIB’s importance within the domestic banking system; and the UAE’s strong track record of supporting banks in times of stress.”*



**Moody's Investors Service**

**“A2” Stable**  
October 2013

*“ADIB’s Viability Rating is driven by its robust pre-impairment operating profit, sound balance-sheet liquidity, and strong and resilient UAE-wide franchise [...] Income from retail and corporate financing continues to drive ADIB’s income performance. The bank’s net profit and margins compare well with peers’.”*

**FitchRatings**

**“A+” Stable**  
November 2013

*“The ratings are underpinned by the strong likelihood of government support given the Bank’s ownership structure, established franchise and role of spearheading Islamic banking in Abu Dhabi. The rating also reflects ADIB’s established franchise, sound pre-provision profits and capitalization as well as healthy funding and liquidity.”*



RATINGS

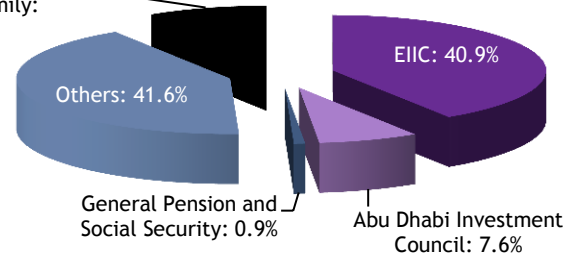
**“AAA” Stable**  
February 2014

# Ownership & Corporate Structure

## ADIB Ownership

- ADIB is mainly owned by over 47,000 UAE nationals and companies.
- The Bank's main shareholder is National Holding via EIIC, which is a private holding company, wholly-owned by members of the Abu Dhabi Royal Family.
- ADIB enjoys strong Abu Dhabi support in the form of royal family, sovereign wealth fund, Pension and Government shareholding and capital participants.

Other members and associates of the Abu Dhabi Royal family: 9.0%



## Subsidiaries



- Abu Dhabi Islamic Securities Company (95%) is a brokerage firm established in 2005



- Burooj Properties (100%) is a real estate company established in 2005



- Kawader Services Company (100%) is a recruitment company, dedicated solely to ADIB



- ADIB UK Limited (100%) was established to offer banking services to HNWI established in 2012.

Since inception the Financial Services and Non Financial Services business have been run independently, and on an arms-length basis of each other.

## Associates and Joint ventures



- ADIB Egypt (49%) provides banking services in Egypt\*



- Bosna Bank International (27%) is an Islamic bank based in Bosnia



- Abu Dhabi National Takaful (40%) offers insurance services

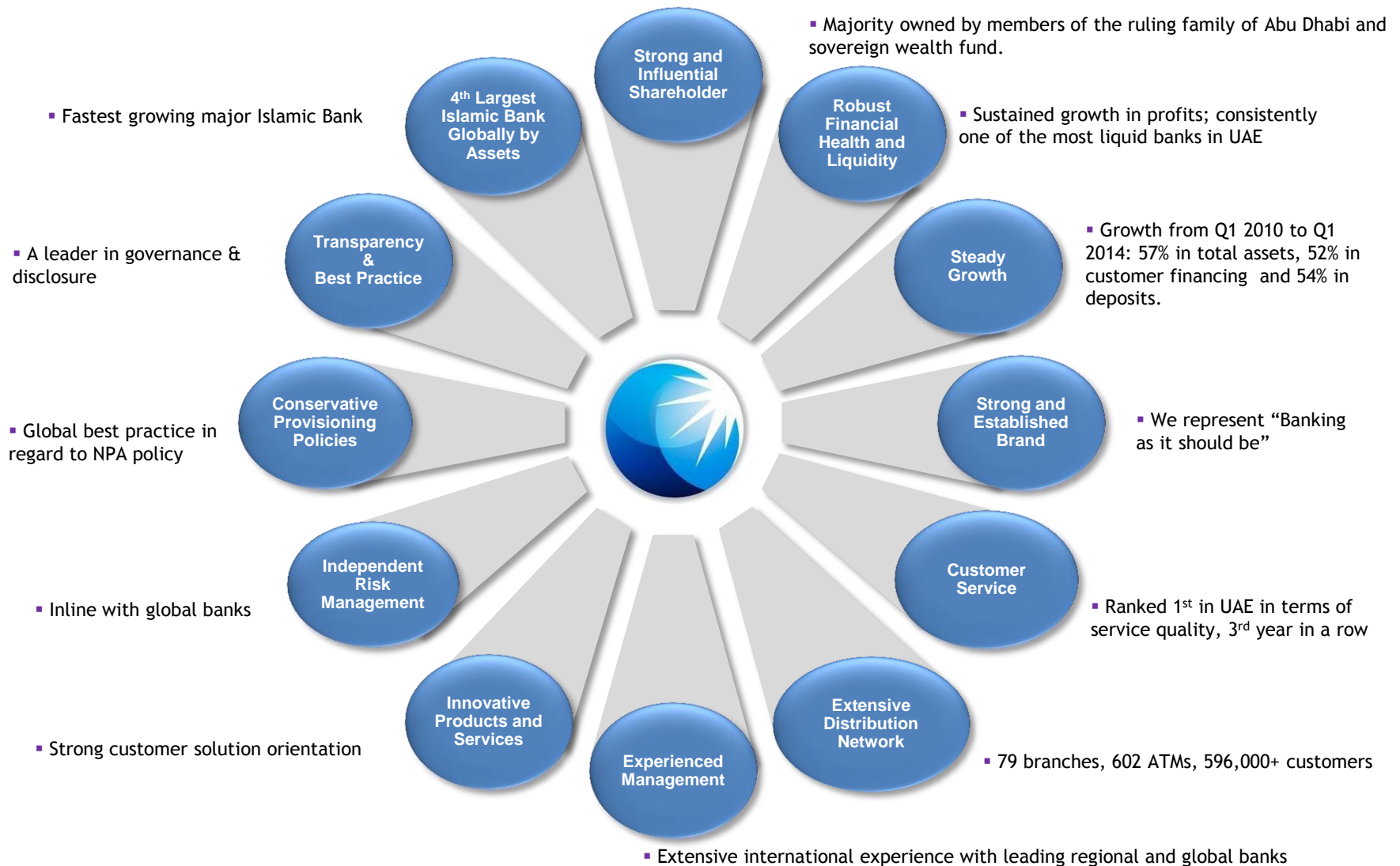


- Saudi Installment House (SIH) (51%) is a retail finance company working in Saudi Arabia, acquired in 2012.



- Arab link (51%) is a Currency exchange house, acquired in 2014.

# Key Strengths



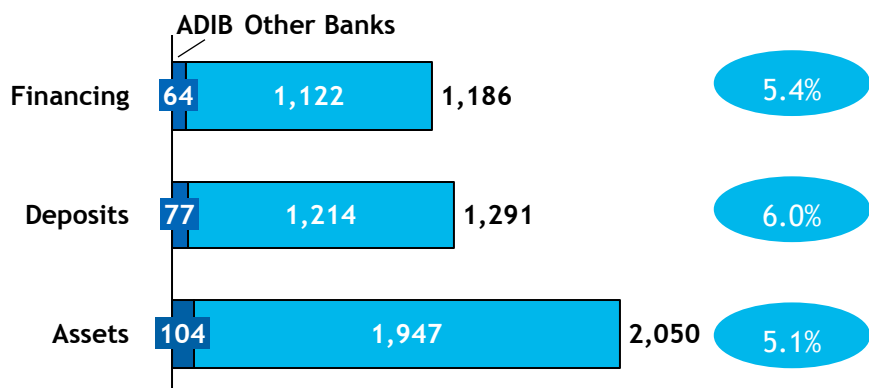
# UAE Banking Sector

## Highlights

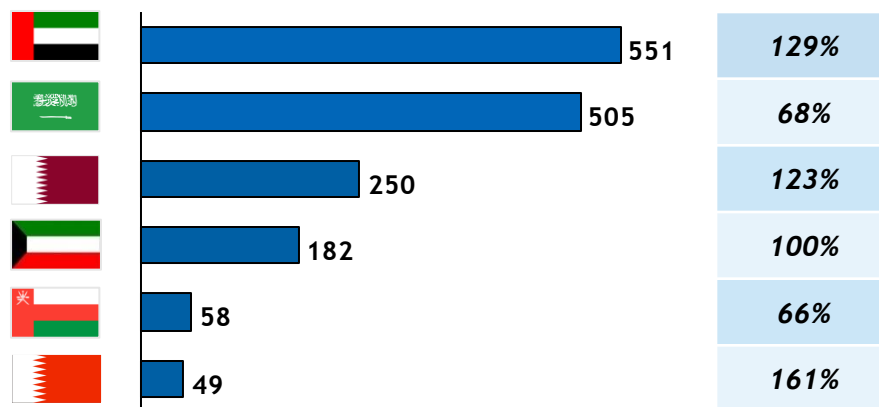
- UAE Banking sector is the largest by assets in the GCC; the UAE banking sector accounts for ~30% of the GCC total.
- Banking assets are over 133% of GDP, the second highest in the region after Bahrain.
- Strong growth in 2013 - deposits have grown by 9.5%, financing by 7.1% and total assets by 13.1% upto Dec 2013.
- Strong Capital Adequacy Ratio of 19.3% as of Dec 2013. (Tier 1 ratio of 16.9%)
- ADR ratio for UAE banking sector is at 91.9% as of Jan 2014.

UAE Banking Sector (AED Bn)	Dec 12	Dec 13	Jan 14
Total Assets (net of provisions)	1,791.6	2,025.8	2,050.4
Certificates of deposit held by Banks	95.1	107.9	116.9
Investments by Banks	155.2	186.7	189.2
Bank Deposits	1,167.8	1,278.9	1,291.2
Bank Credit - net	1,099.1	1,177.3	1,186.2
Specific Provision	67.9	77.5	78.7
General Provision	17.5	19.2	19.2
Capital Adequacy ratio	21.0%	19.3%	19.3%*
<b>Branches</b>			
- 23 National Banks	805	841	842
- 28 Foreign Banks	85	87	87

## UAE Banking Sector, ADIB Market Share Jan 2014 (AED Bn)



## GCC Banking Sector Assets Dec 2013 (USD Bn) Assets as % of GDP



# Agenda

Introduction

**Financial Review**

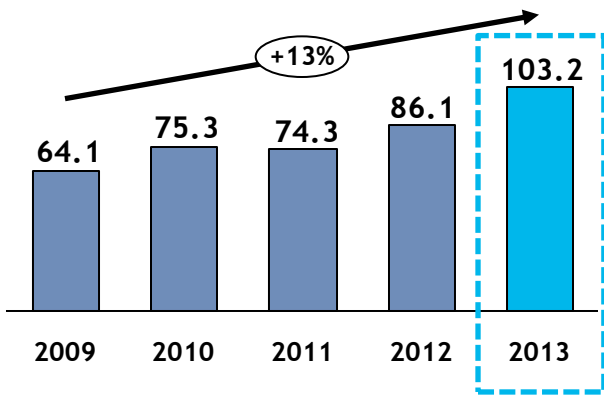
Business Review

Appendix

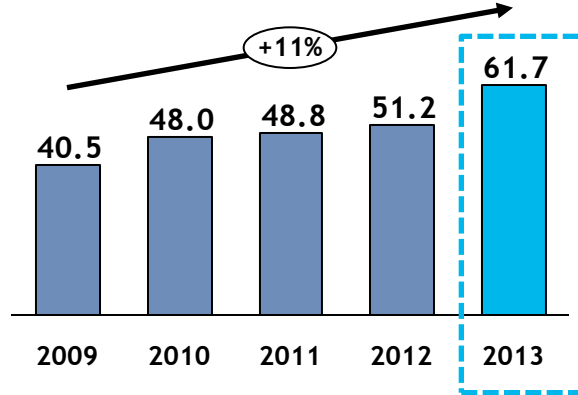


# Financial Snapshot (1/2)

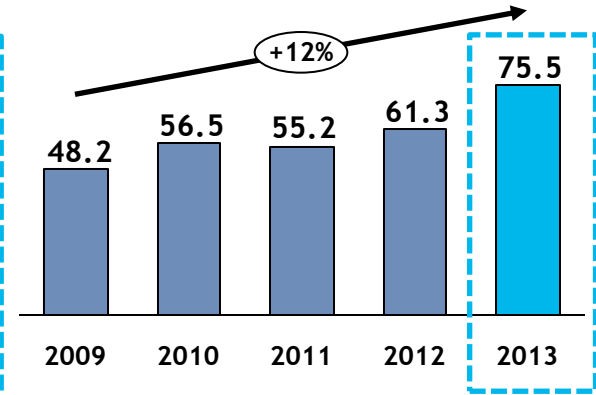
Total Assets (AED Bn)



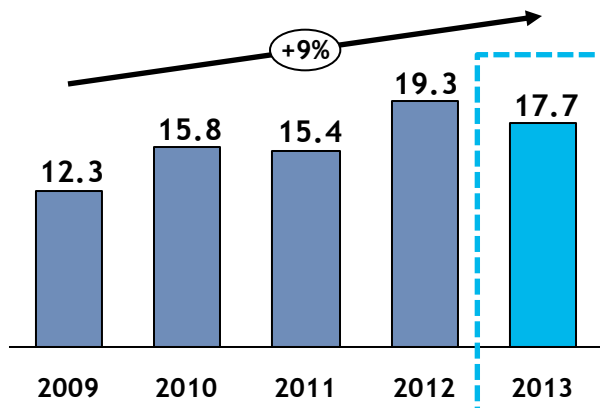
Net Customer Financing (AED Bn)



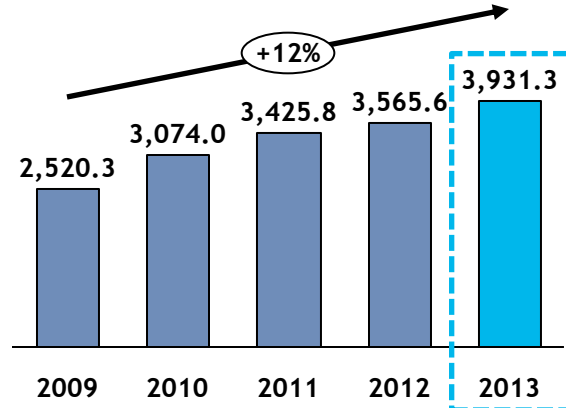
Customer Deposits (AED Bn)



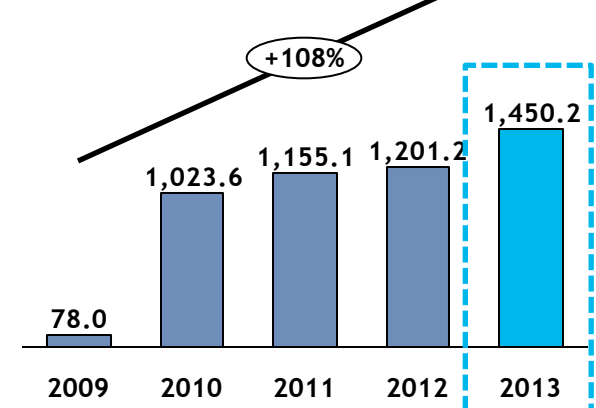
Capital Resources (AED Bn)



Revenues (AED Mn)

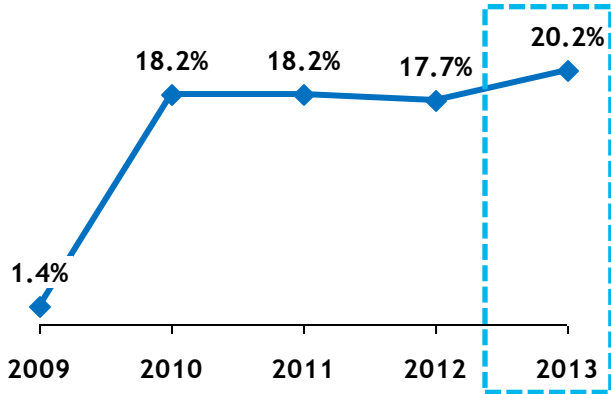


Net Profit (AED Mn)

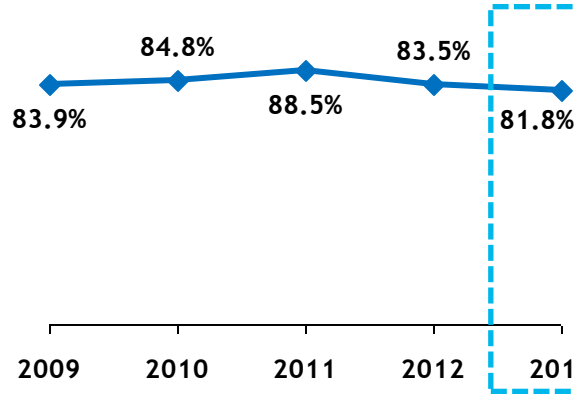


# Financial Snapshot (2/2)

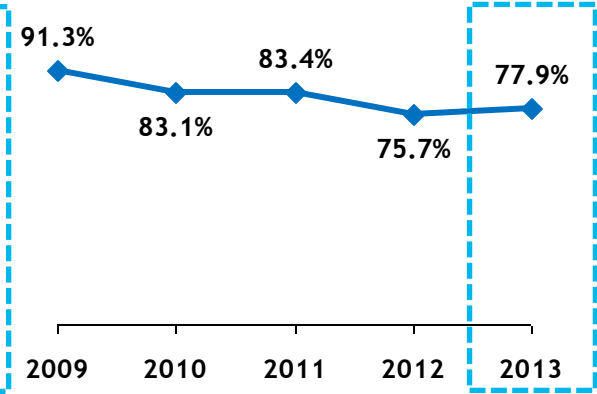
### Return on Avg Shareholders' Equity (%)



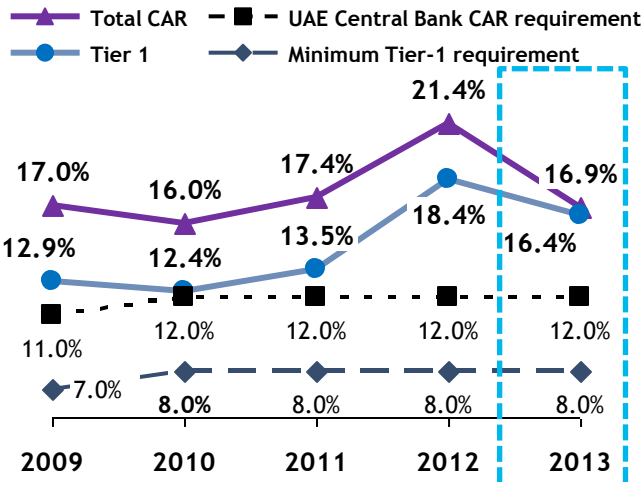
### Financing to Deposits Ratio (%)



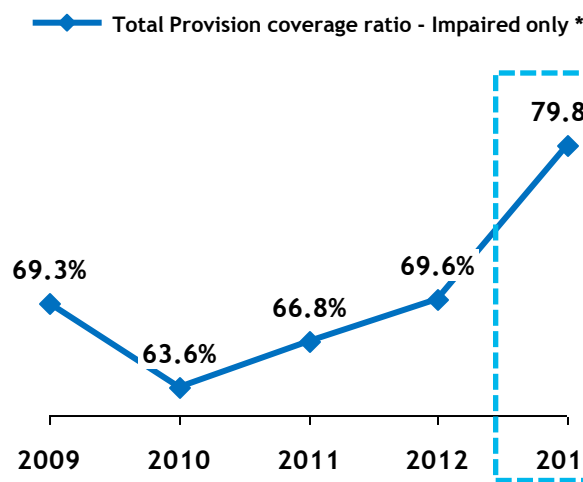
### Advances to Stable Funds Ratio (%)



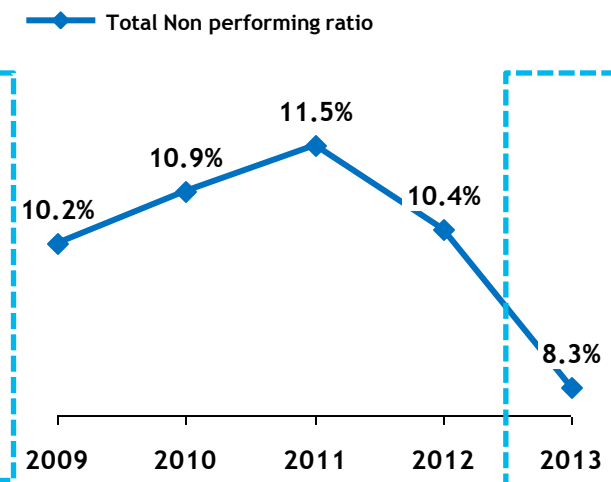
### CAR (%)



### Provision Coverage (%)



### Non - Performing Ratio (%)



# Q1 2014 in review - key financial highlights

## Balance sheet highlights

AED Bn	Q1 13	Q1 14	Change %
Total assets	89.2	<b>103.8</b>	16%
Net customer financing	54.0	<b>63.8</b>	18%
Customers' deposits	63.4	<b>77.0</b>	21%
Total equity	12.3	<b>12.7</b>	3%
Total capital resources	19.1	<b>17.3</b>	-10%

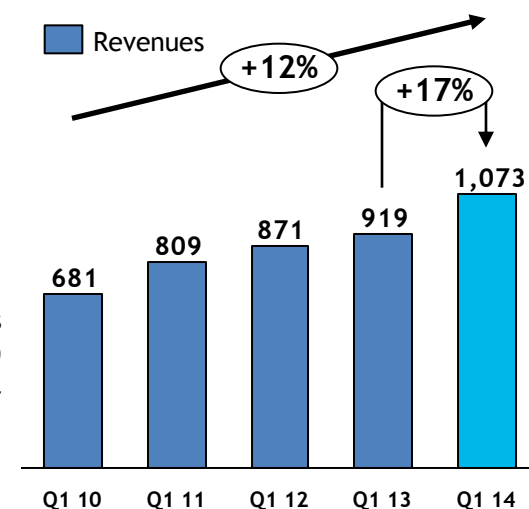
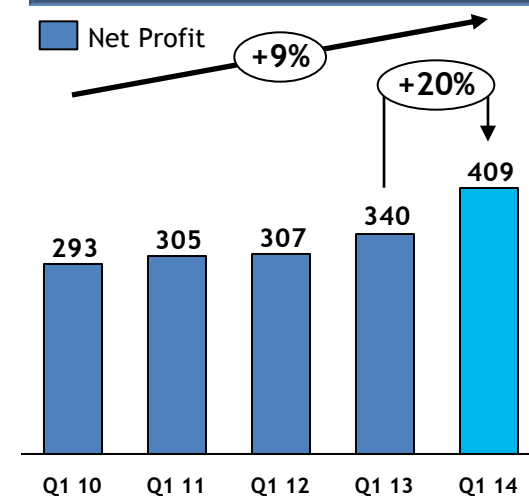
- **Total assets** increased by 16% over Q1 2013 to reach AED 103.8 Bn.
- **Customer financing** increased by 18% from Q1 2013 to reach AED 63.8 Bn.
- **Customer deposits** increased by 21% over Q1 2013 and Advances to Stable Funds Ratio at 31 Mar 2014 strengthened to 79.6%.
- **Capital adequacy ratio** at 31 Mar 2014 was 15.71% - Basel II. Tier 1 ratio at 31 Mar 2014 was 15.29%.
- **Capital resources** reached AED 17.3 Bn, a decrease of 10% vs. Q1 2013 due to repayment of AED 2.2 Bn Tier 2 capital.

## Income statement highlights

AED Mn	Q1 13	Q1 14	Change %
Revenue	919.0	<b>1,073.0</b>	17%
Expenses	393.4	<b>447.1</b>	14%
Operating profit	525.6	<b>625.9</b>	19%
Provision for impairment	185.5	<b>216.4</b>	17%
Net profit	340.1	<b>409.5</b>	20%

- **Revenues** up by 17% on the back of lower funding cost and higher fees and commissions.
- **Expenses** up by 14% mainly due to continuous investment in our franchise, network, systems and people.
- **Operating profit** up by 19%.
- **Provision for impairment** up by 17%. This includes AED 3.3 Mn (31 Mar 2013: AED 28.3 Mn) pertaining to Burooj Properties LLC, a real estate subsidiary of the Bank.
- **Net profit** up by 20% on continued growth in core operations.

## Key performance indicators

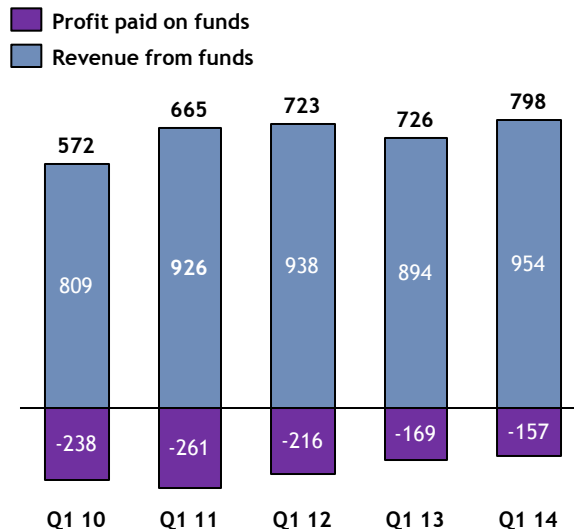


# Operating Performance

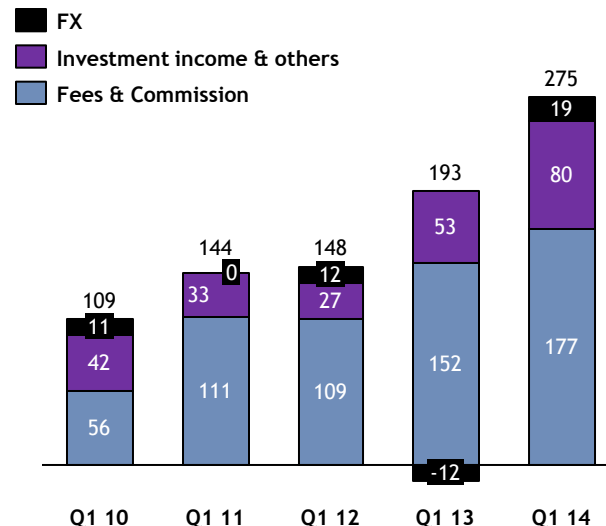
## Highlights (Q1 14 vs. Q1 13)

- Highest operating income, up by 17% at AED 1,073 Mn.
- Net revenue from Funds (NRFF) 10% higher, primarily driven by 7% reduction in funding cost.
- Fees, commission and others up 17%, mainly due to increase in brokerage fees (260%).
- Investment income higher up 55% mainly due to increase in trading gains (624%).
- Non-NRFF based income was 26% of total revenue compared to 21% in Q1 2013.
- Repayment of AED 2.2 Bn Tier 2 wakala capital in Q2 13 resulting a drop in funding cost by 7% y-o-y.

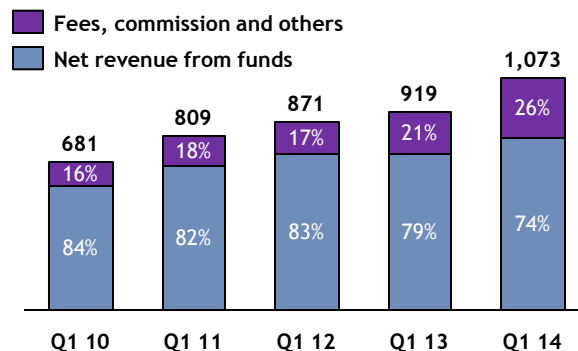
## Net Revenue from Funds (AED Mn)



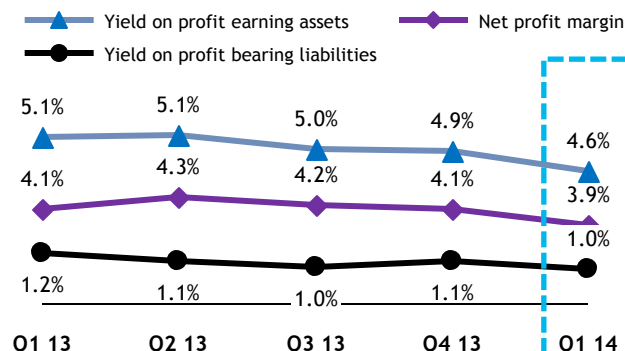
## Fees, commission and others (AED Mn)



## Revenues (AED Mn)



## Evolution of Yields (%)



# Key ratios

	Ratios	Mar 2013	Mar 2014
Efficiency	Diluted Earnings per share (EPS in AED)	0.113	0.136
	Return on Average Shareholders' Equity (excluding GoAD - Tier 1 capital)	20.04%	23.8%
	Net profit margin (%)	4.1%	3.9%
	Cost / income ratio	42.8%	41.7%
Liquidity	Percentage lent (Financing / Total Assets)	60.9%	61.5%
	Financing to Deposits ratio	85.2%	82.9%
	Advances to Stable funds ratio	77.7%	79.6%
	Liquid Assets to Total Assets ratio	26.5%	26.1%
Solvency	Capital Adequacy	19.8%	15.7%
	Tier -1 ratio	16.9%	15.3%
	Leverage ratio (Assets / Equity)	719%	819%
Asset Quality	Non - performing ratio (NPA / Gross Financing)	7.7%	5.9%
	Total provision coverage (Total provisions / NPA)	72.5%	87.0%
	Specific provision coverage (Specific provisions / NPA)	53.1%	61.5%
	Total provisions / Gross Customer Financing	5.6%	5.1%

# Competitive landscape – ADIB vs. UAE Banks

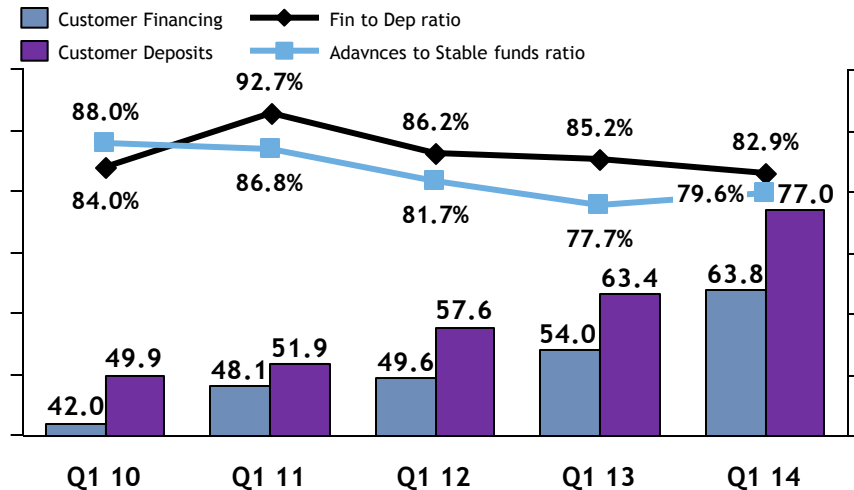
## Peer Group Analysis for Q1 2014

		ADIB	ADCB	FGB	NBAD	MASHREQ	DIB	CBD	ENBD	RAK
Revenue - Q1 14	AED Mn	1,073	1,901	2,251	2,509	1,382	1,305	530	3,333	825
Operating Profit - Margin - Q1 14	AED Mn	626	1,276	1,776	1,716	857	839	366	2,283	465
Net Profit - Q1 14	AED Mn	409	1,103	1,336	1,406	593	637	285	1,042	335
Total assets	AED Bn	103.8	186.1	192.9	361.3	94.1	121.2	36.8	347.1	31.5
Customer deposits	AED Bn	77.0	115.7	129.6	235.0	61.9	86.1	30.5	251.5	23.5
Customer assets	AED Bn	63.8	132.2	123.4	178.5	53.3	59.9	29.9	239.7	22.6
Financing to deposit ratio	%	82.9%	114.3%	95.2%	75.9%	86.0%	69.6%	98.1%	95.3%	96.1%
Return on Average Shareholders' Equity <sup>(1)</sup>	%	23.8%	18.8%	21.6%	19.5%	16.8%	24.9%	17.0%	11.9%	23.3%
Capital Adequacy Ratio	%	15.7%	20.2%	19.0%	16.1%	16.8%	18.1%	19.8%	19.2%	27.6%

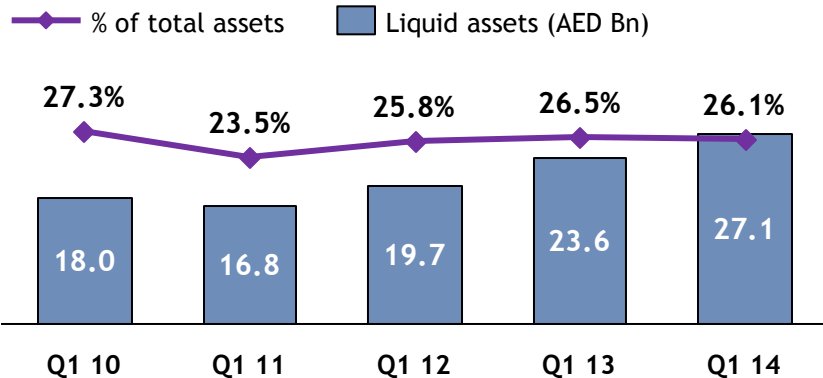
# Balance Sheet Strength

Consistently remains one of the most liquid banks in the UAE

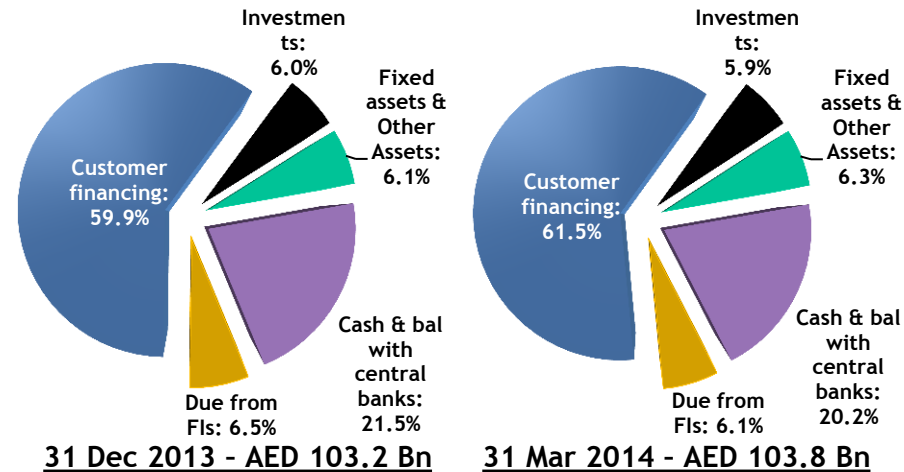
## Net Customer Financing & Customers' Deposits (AED Bn)



## Liquidity ratio\* (%)



## Composition of Total Assets - AED Bn



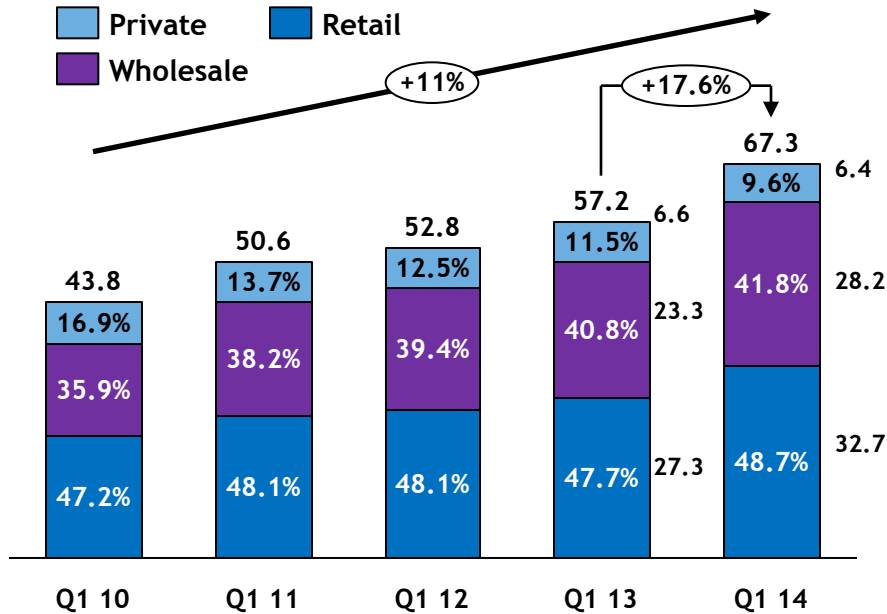
## Highlights

- One of the most liquid banks, with Net interbank assets & Central Bank CD's of AED 13.7 Bn as of Q1 2014.
- 4 year CAGR (Q1 2010 - Q1 2014)
  - Total Assets 12.0%
  - Customer financing 11.1%
  - Customers' Deposits 11.4%
- Net Profit Margin (NPM) was 3.9% for Q1 14.
- Advances to Stable Funds ratio was 79.6% as of Q1 14 compared to 77.7% as of Q1 13.

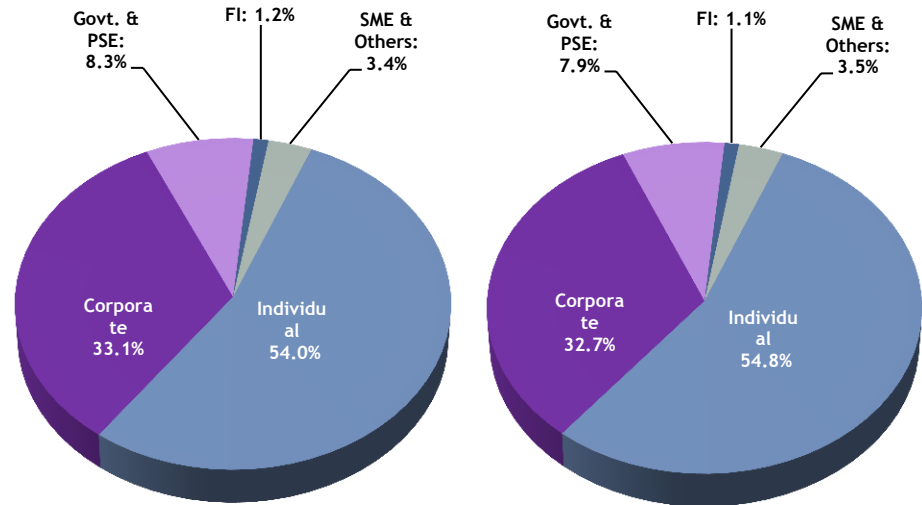
# Customer Financing Assets

Portfolio growth of 18% since Q1 13 driven by strong performance from Wholesale bank (20%) and Retail (20%)

## Gross Customer Financing by Segment



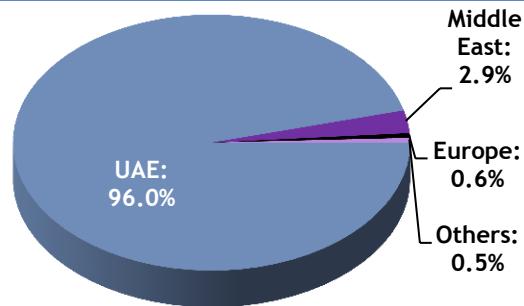
## Gross Customer Financing by Customer Segment



31 Dec 2013 - AED 65.1 Bn

31 Mar 2014 - AED 67.3 Bn

## Gross Customer Financing by Geographic Region



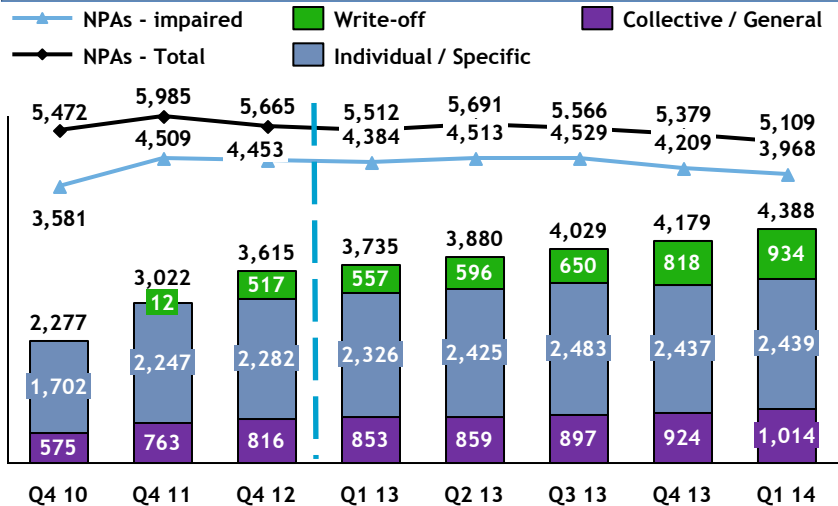
## Highlights

- Universal banking model under pinned by strong Retail franchise.
- Diversified portfolio across various segments.
- Top 3 retail bank in the UAE.
- Support the vision of Govt. of Abu Dhabi and development of the UAE.

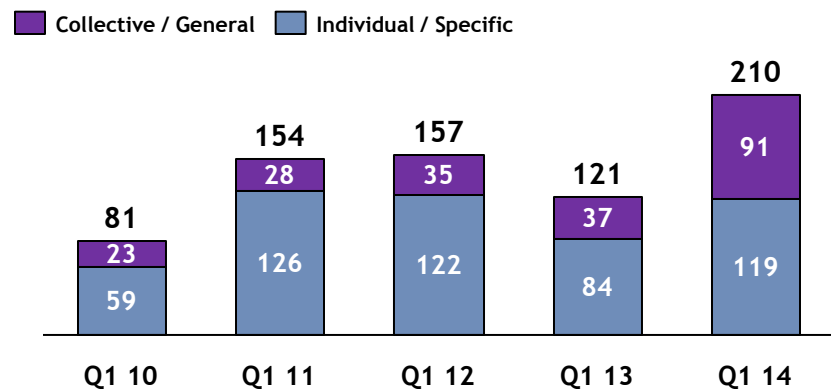


# Asset quality - Customer financing only

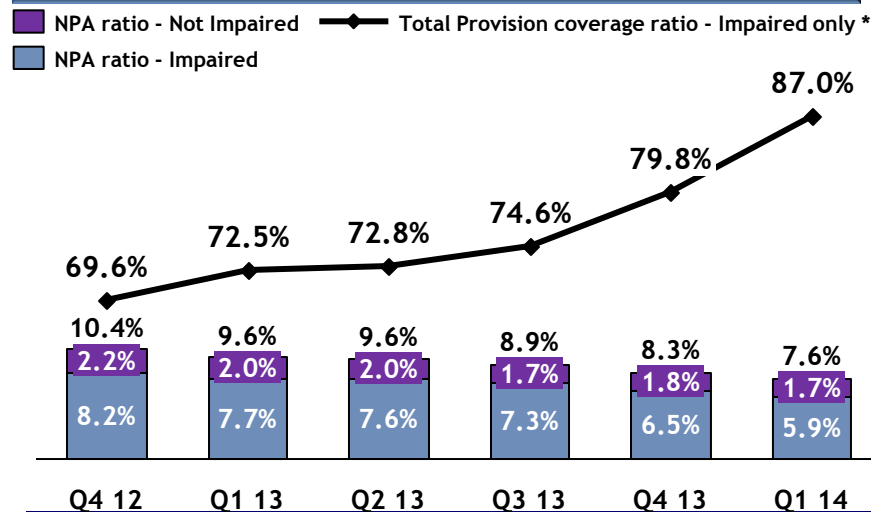
## Provisions and NPAs - Customer financing (AED Mn)



## Impairment charge - Customer financing (AED Mn)



## NPA ratio and provision coverage ratio

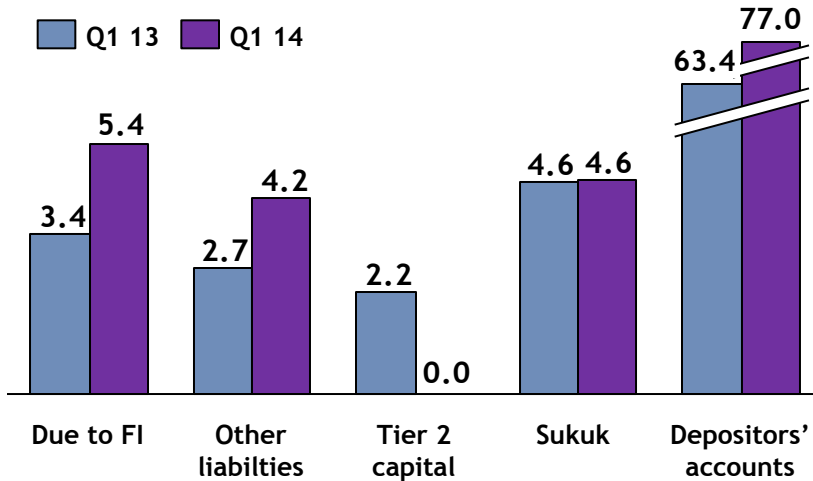


## Key points

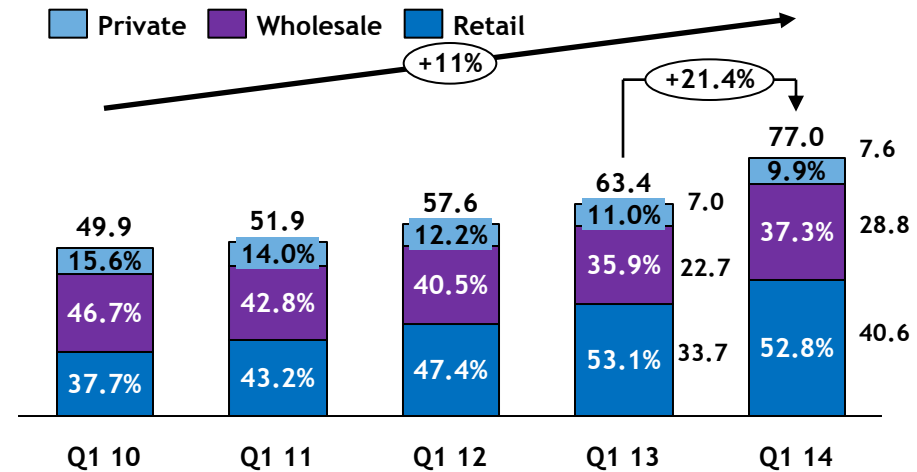
- Total NPAs decreased by AED 270 Mn during Q1 2014 to reach AED 5,109 Mn (31 Dec 13: AED 5,379 Mn).
- Impaired NPAs ratio at 5.9% as at 31 Mar 2014 (6.5% at end Q4 2013) with coverage improving to 87.0% (31 Dec 2013: 79.8%).
- Collective provisions of AED 1,014 Mn at end of Q1 2014 represents 1.62% of Customer Credit RWAs.
- Individual provisions of AED 2,439 Mn at 61.5% of impaired NPAs at end of Q1 2014 (31 Dec 2013: 57.9%).
- Total provisions of AED 3,454 Mn (net of write-off of AED 934 Mn), represents 5.13% (31 Dec 2013: 5.16%) of Gross Financing portfolio.

# Funding Profile

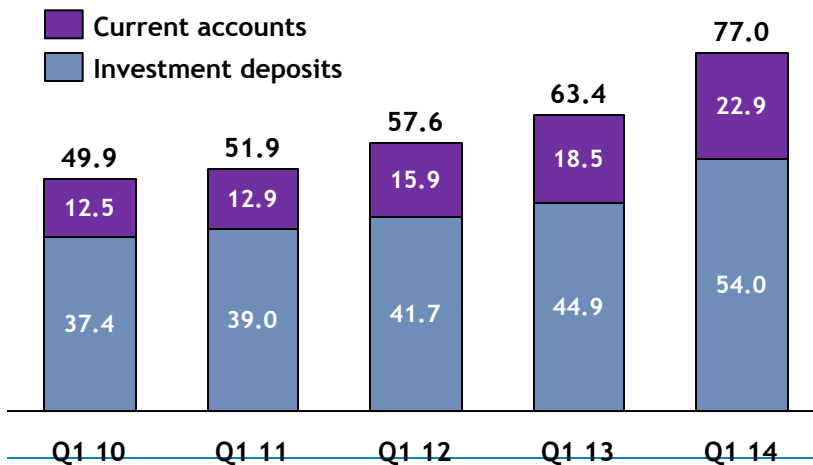
## Composition of Liabilities (AED Bn)



## Customers' Deposits by Segment (AED Bn)



## Customers' Deposits by Type (AED Bn)



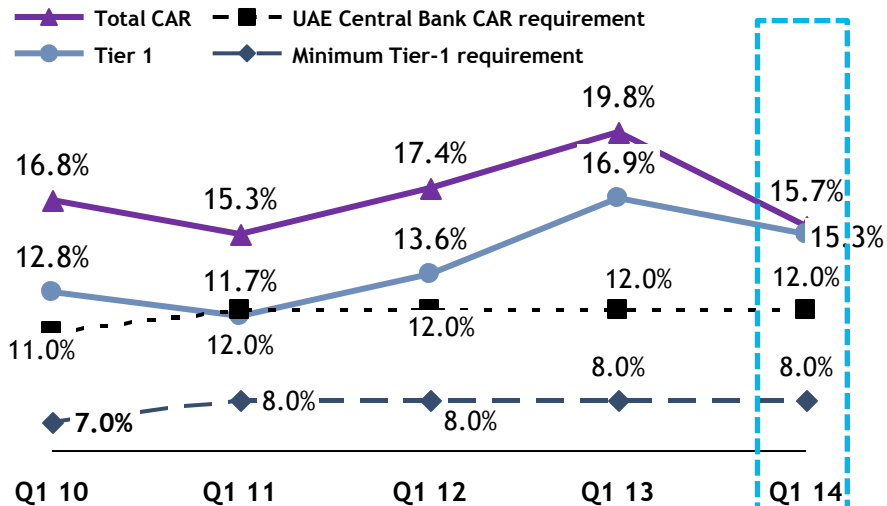
## Highlights

- Deposits from customers/ total liabilities constitute 84% as of 31 March 2014.
- Retail and Wholesale segment to remain as major source of deposits.

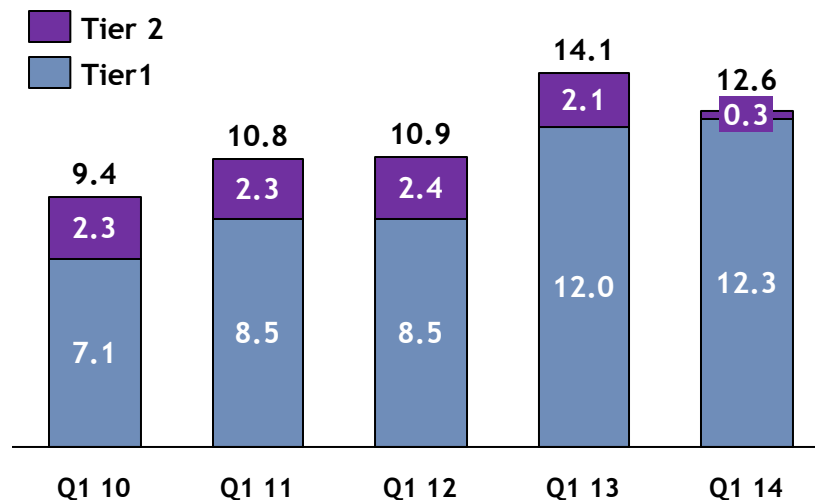
# Capital

Well capitalised and strong capital base after Tier 1 Hybrid issue

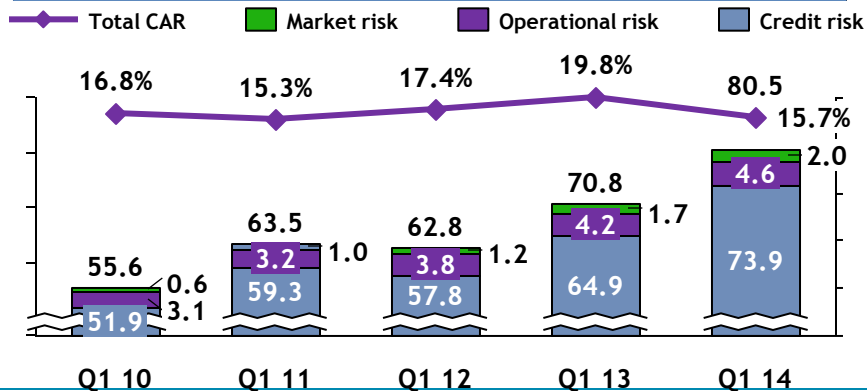
### Capital Adequacy (%)



### Capital base - Tier 1 and Tier 2 - AED Bn



### Total CAR and RWA



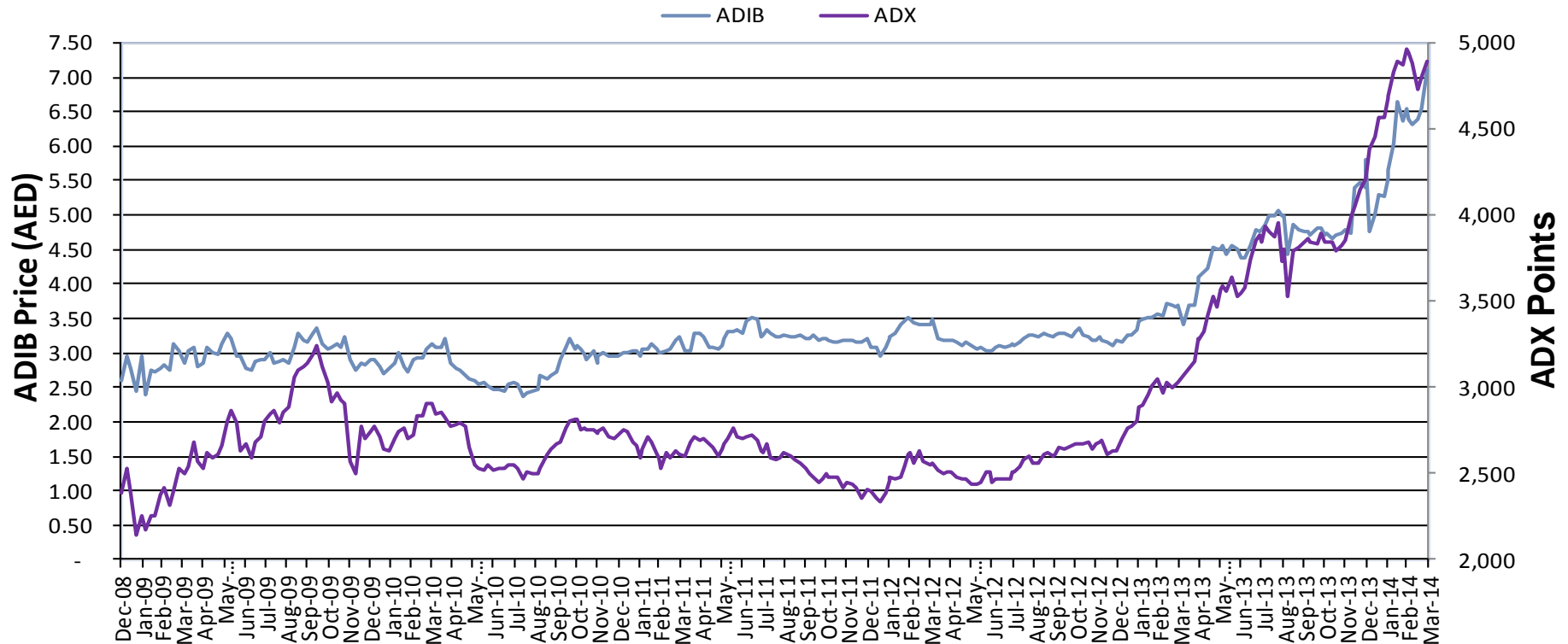
### Highlights

- Basel II Total Capital Adequacy ratio at end of Q1 2014 at 15.71% well above the regulatory requirement of 12% (31 Dec 13: 16.86%).
- Basel II Tier I ratio at 15.29% at the end of Q1 2014 well above the regulatory requirement of 8% (31 Dec 13: 16.42%).

# Shareholders' Return

- 31 March 2014 share price was AED 7.11 per share (31 Dec 2013: AED 5.80 per share).
- Cash dividend of 50% of net profit (30.66% of share capital) and Bonus shares dividends 26.87% of share capital.
- Total dividend yield of ADIB share - 9.9%. (2012: 8.0%)

## ADIB vs ADX



# Dividend Distribution History

	2007	2008	2009	2010	2011	2012	2013
<b>Net Profit (Mn)</b>	769.0	851.1	78.0	1,023.6	1,155.1	1,201.2	1,450.2
<b>Cash Dividend Payout Ratio (% of Net Profit)</b>	51.2%	50.0%	-	50.0%	50.0%	50.0%	50.0%
<b>Cash Dividend (% of Share Capital)</b>	20.0%	21.6%	-	21.6%	24.4%	25.4%	30.7%
<b>Cash Dividends (Mn)</b>	394.1	425.6	-	511.8	577.5	600.6	725.1
<b>Total Dividend Yield</b>	3.2%	8.3%	6.9%	7.3%	7.7%	8.0%	9.9%
<b>Bonus shares (Mn)</b>	-	-	394.1	-	-	-	635.3
<b>Bonus Shares (% of Share Capital)</b>	-	-	20.0%	-	-	-	26.9%

# Agenda

Introduction

Financial Review

**Business Review**

Appendix

# ADIB Strategy

To become a top tier regional bank  
by  
Providing Islamic financial solutions for everyone

## Build Market Leadership within the UAE

- The key customer service sectors are Personal Banking, Business Banking, Wholesale Banking, Private Banking and Community Banking supported by Cards, Treasury, Corporate Finance and Investment Banking, Wealth Management and Transaction Banking.
- ADIB's retail presence will continue to build towards market leadership.
- At the heart of ADIB's customer-centric approach is a Bank-wide focus on customer service excellence.

## Create an Integrated Financial Services Group

- ADIB continues to build a diversified Islamic financial services model.
- Currently ADIB provides customers access to brokerage (through ADIB Securities), Takaful insurance (through Abu Dhabi National Takaful Company) and Real Estate Management (through MPM) and is building its merchant acquiring and foreign exchange business propositions.

## Pursue International Growth Opportunities

- With the growing acceptance of Islamic banking worldwide, ADIB is increasingly turning its attention to replicating its business model through systematic geographic expansion.
- ADIB's international expansion began in Egypt with the acquisition via a joint venture structure of National Bank of Development followed by the establishment of Iraq, UK, Saudi Arabia operations and will continue with the new operations in Qatar and Sudan.
- ADIB is also in the process of applying for banking licenses in a range of other countries.

Simple & Sensible

Transparency

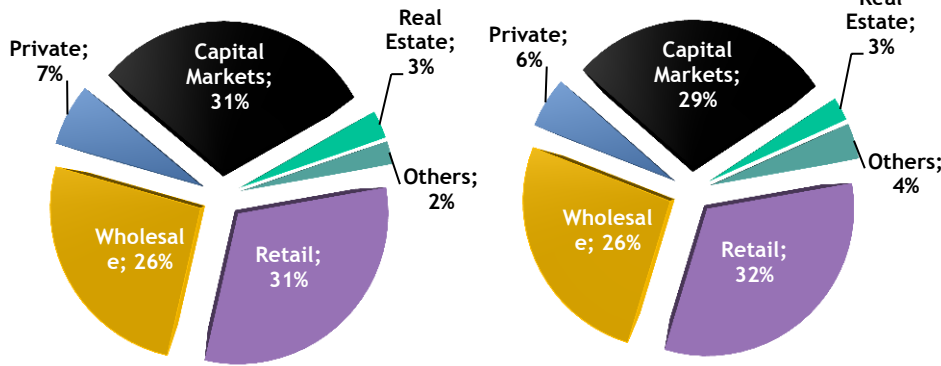
Mutual Benefit

Hospitality &  
Tolerance

Shari'a Inspired

# Business unit contribution

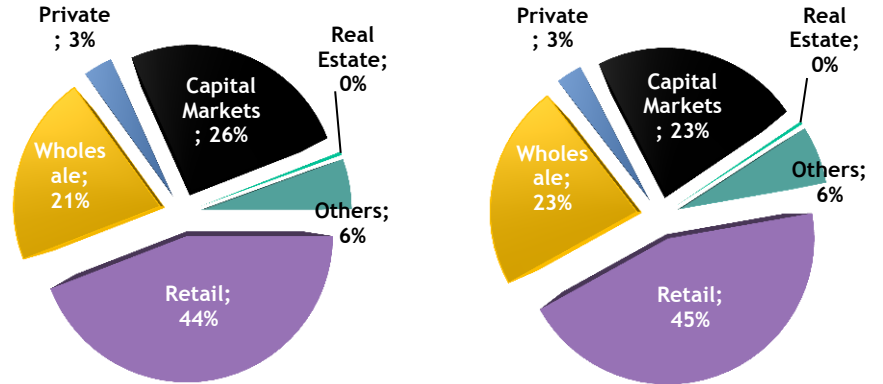
## Composition of Total Assets - AED Bn



31 Mar 2013 - AED 89.2 Bn

31 Mar 2014 - AED 103.8 Bn

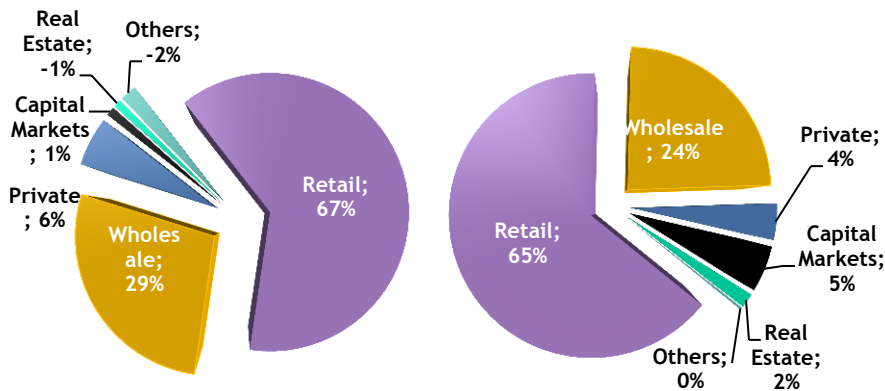
## Composition of Total Liabilities - AED Bn



31 Mar 2013 - AED 76.8 Bn

31 Mar 2014 - AED 91.2 Bn

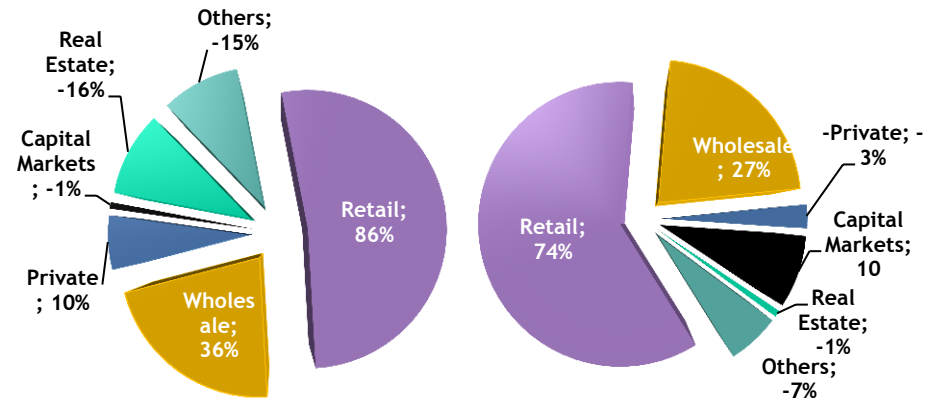
## Composition of Revenues - AED Mn



Q1 2013 - AED 919.0 Mn

Q1 2014 - AED 1,073.0 Mn

## Composition of Net profit - AED Mn



Q1 2013 - AED 340.1 Mn

Q1 2014 - AED 409.5 Mn



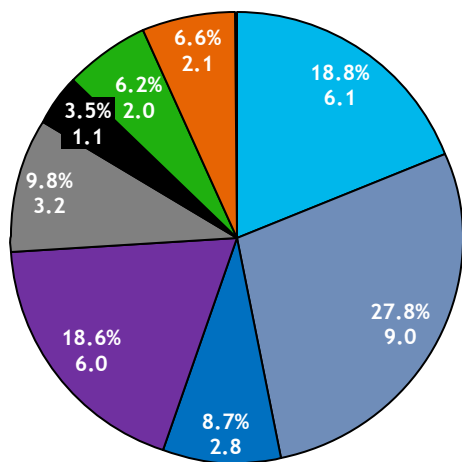
# Retail Banking overview

## Retail Banking contributes 65% of Net Revenues

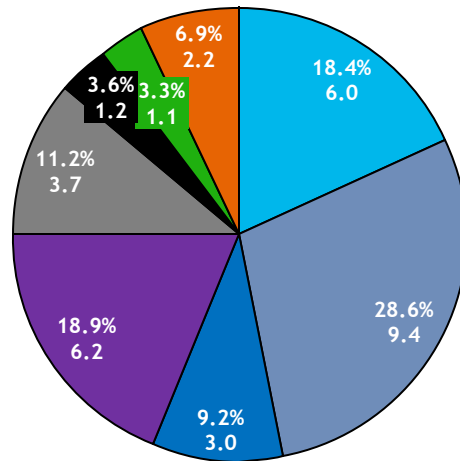
- Personal Banking Division provides services for individuals clients, while the Business Banking Division services the needs of SMEs.
- These services include a variety of Shari'a compliant financing.

### Gross Retail Financing Portfolio

■ Car Finance    ■ Personal Finance    ■ Home Finance    ■ Others  
■ Shares Finance    ■ Mortgage    ■ Covered Cards    ■ SME

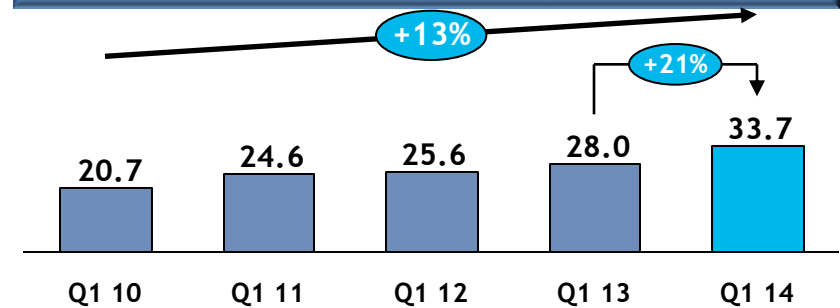


31 Dec 2013- AED 31.4 Bn

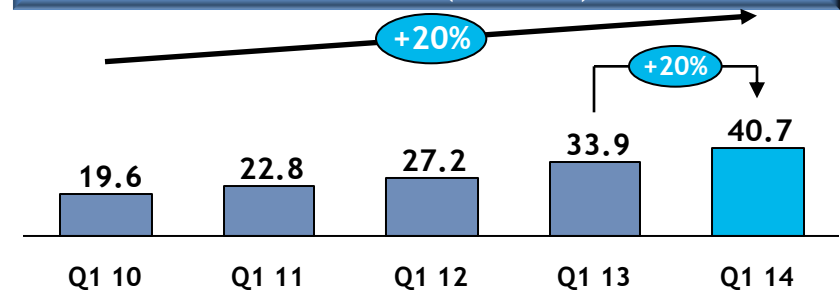


31 Mar 2014 - AED 32.7 Bn

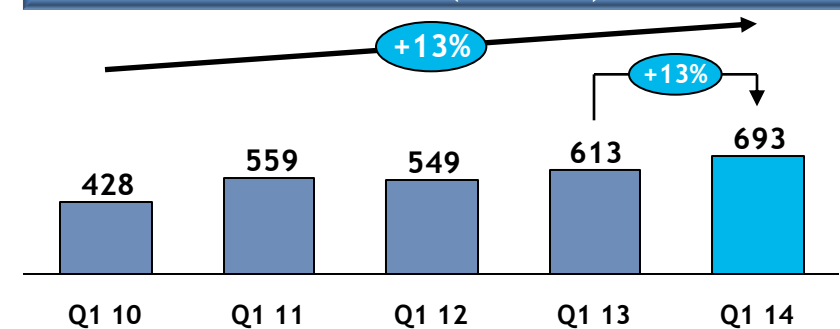
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)



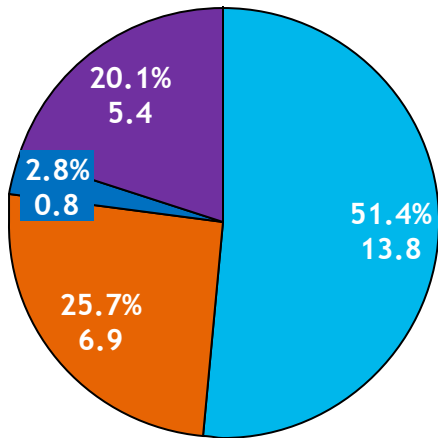
# Wholesale Banking overview

Wholesale Banking contributes 24% of Net Revenues

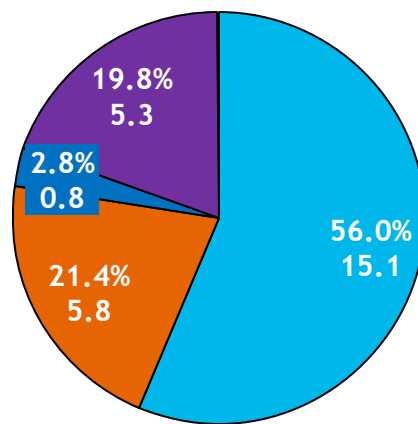
- Wholesale Banking encompasses the large corporates, emerging corporates and financial institutions divisions of the Bank. The array of services includes Transaction Banking and Corporate Finance and Investment Banking.

## Gross Wholesale Financing Portfolio

■ Corporate- AUH ■ FI  
■ Corporate- Dubai ■ Government and Public sector

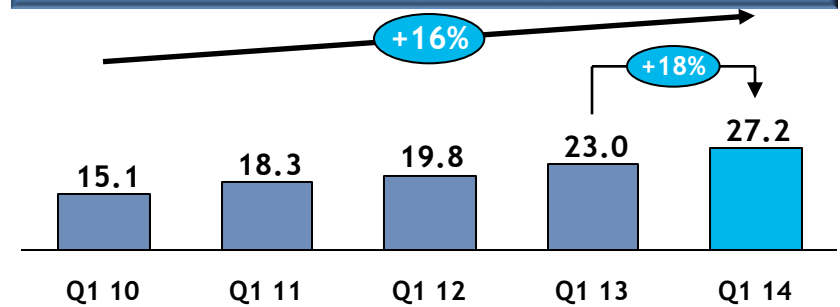


31 Dec 2013- AED 26.9 Bn

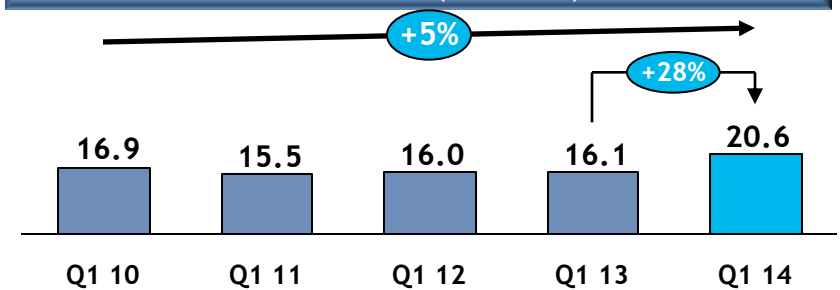


31 Mar 2014 - AED 26.9 Bn

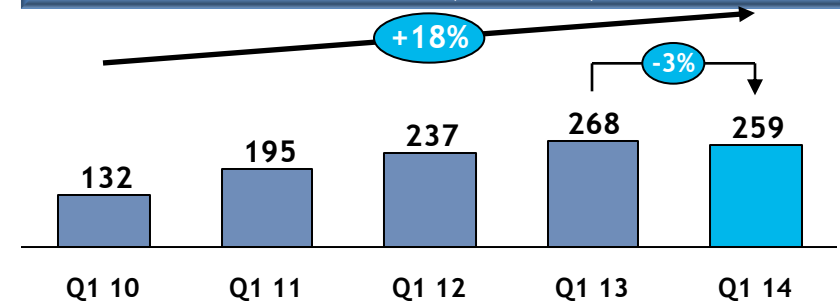
## Assets (AED Bn)



## Liabilities (AED Bn)



## Revenues (AED Mn)

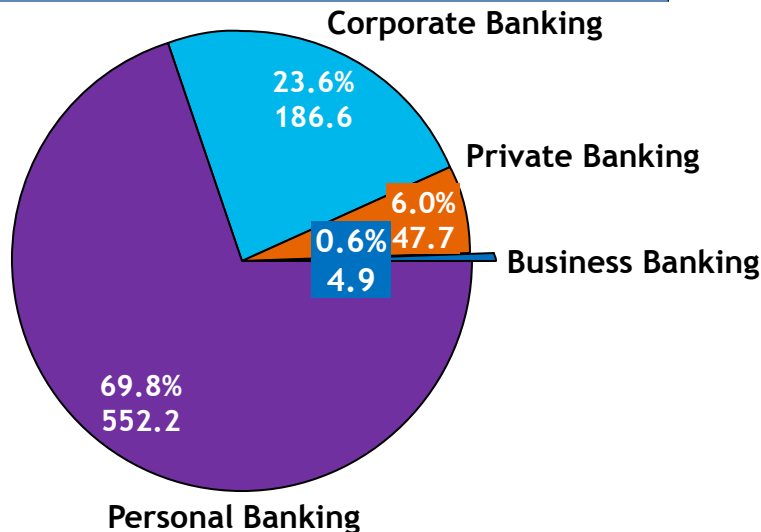


# Private Banking overview

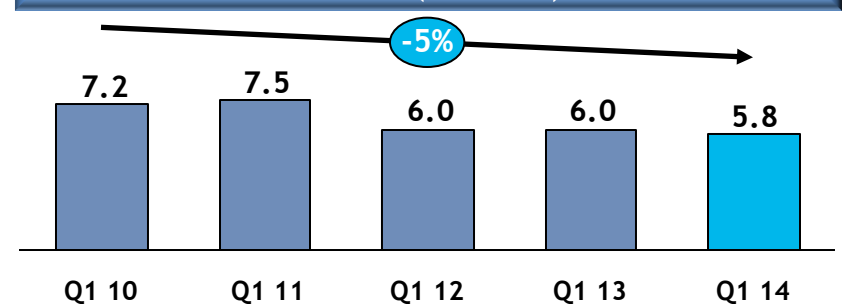
## Private Banking contributes 5% of Net Revenues

- Private Banking focuses on high and ultra high net worth individuals.
- Wealth Management concentrates on developing, marketing and servicing a wide range of wealth management products (including third party and ADIB proprietary funds) for high net worth, affluent and mass market.

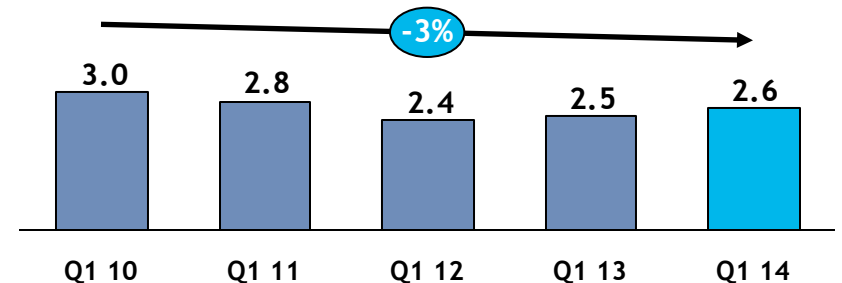
### Wealth Management AuM - AED 791.4 Mn



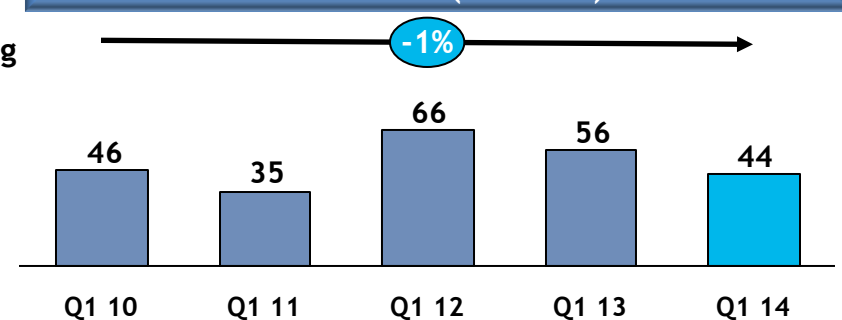
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)



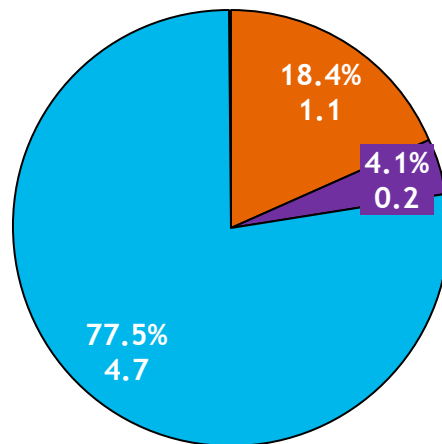
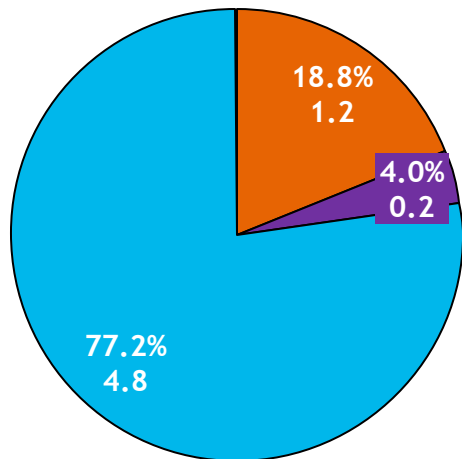
# Treasury overview

## Treasury contributes 8% of Net Revenues

- Treasury principally handles money market brokerage, trading and treasury services, as well as the management of the Bank's funding operations by use of investment deposits

### Investments

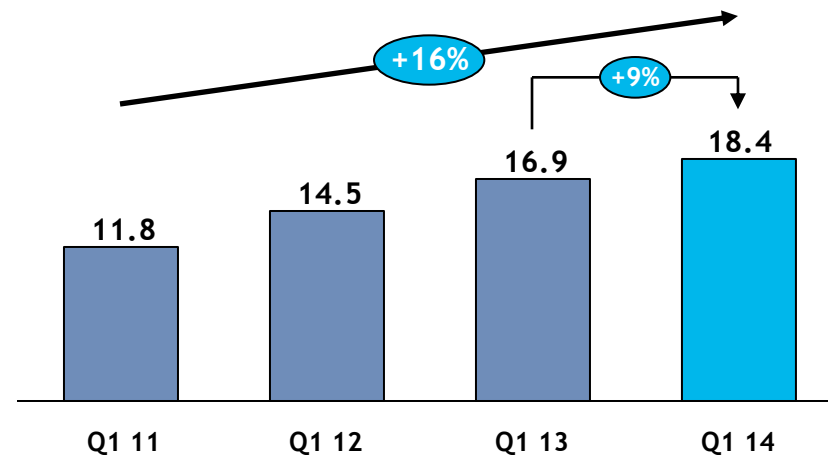
- Fair value through P&L
- Amortised cost
- Fair value through OCI



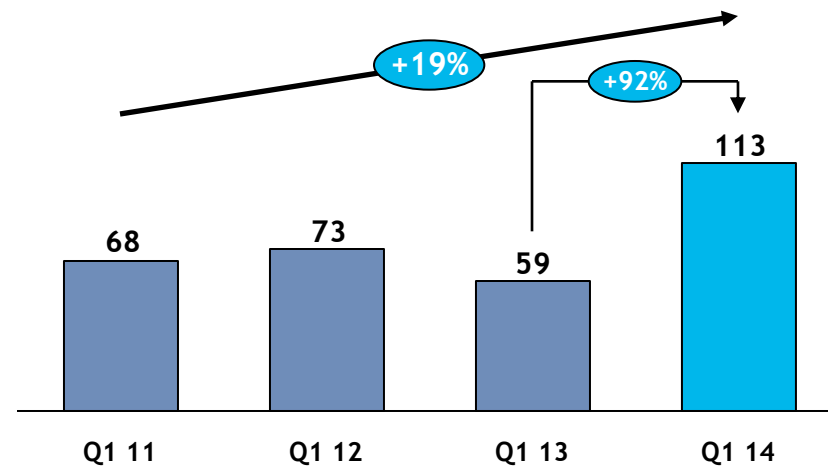
31 Dec 2013- AED 6.2 Bn

31 Mar 2014 - AED 6.1 Bn

### Assets (AED Bn)



### Revenues (AED Mn)



# Agenda

Introduction

Financial Review

Business Review

Appendix

# Consolidated Statement of Income

AED Mn	Q1 13	Q4 13	Q1 14	% chg Q1 14 vs Q1 13	% chg Q1 14 vs Q4 13
<b>Revenues</b>	<b>919.0</b>	<b>1,045.8</b>	<b>1,073.0</b>	<b>16.8%</b>	<b>2.6%</b>
Net Revenue from Funds	725.7	815.2	<b>797.7</b>	9.9%	-2.1%
Fees & commission	151.8	135.6	<b>177.0</b>	16.6%	30.5%
Investment income	53.1	77.6	<b>79.4</b>	49.5%	2.3%
Foreign Exchange	(11.8)	16.9	<b>18.6</b>	257.3%	10.0%
Other income	0.2	0.5	<b>0.4</b>	126.6%	-8.4%
<b>Expenses</b>	<b>393.4</b>	<b>481.0</b>	<b>447.1</b>	<b>13.6%</b>	<b>-7.0%</b>
Employee cost	238.2	283.5	<b>279.0</b>	17.1%	-1.6%
Premises	39.9	41.1	<b>41.0</b>	3.0%	-0.1%
Depreciation	31.8	34.9	<b>35.4</b>	11.3%	1.6%
Other Operating expenses	83.6	121.6	<b>91.7</b>	9.7%	-24.6%
<b>Operating Profit - Margin</b>	<b>525.6</b>	<b>564.8</b>	<b>625.9</b>	<b>19.1%</b>	<b>10.8%</b>
<b>Provision for impairment</b>	<b>185.5</b>	<b>221.5</b>	<b>216.5</b>	<b>16.7%</b>	<b>-2.3%</b>
- Individual / Specific	84.4	125.1	<b>118.3</b>	40.2%	-5.4%
- Collective / General	37.0	26.6	<b>90.6</b>	144.7%	240.3%
- Others	64.1	69.8	<b>7.6</b>	-88.2%	-89.1%
<b>Net Profit</b>	<b>340.1</b>	<b>343.3</b>	<b>409.5</b>	<b>20.4%</b>	<b>19.3%</b>

# Consolidated Balance Sheet

AED Mn%	31 Mar 2013	31 Dec 2013	31 Mar 2014	% chg 31 Mar 2014 vs 31 Dec 2013	% chg 31 Mar 2014 vs 31 Mar 2013
Cash and balances with Central Banks	11,974	22,221	20,988	-5.5%	75.3%
Due from financial institutions	13,889	6,663	6,303	-5.4%	-47.0%
Net Customer financing	54,032	61,748	63,817	3.4%	18.1%
Investments	5,562	6,170	6,108	-1.0%	9.8%
Investment in associates	723	749	816	8.9%	12.9%
Investment and development properties	1,141	1,119	1,128	0.8%	-1.2%
Other assets / fixed assets	3,856	4,491	4,680	4.2%	21.4%
<b>TOTAL ASSETS</b>	<b>89,177</b>	<b>96,382</b>	<b>103,840</b>	<b>0.7%</b>	<b>16.4%</b>
Due to financial institutions	3,438	6,227	5,397	-13.3%	57.0%
Customers' deposits	63,412	75,524	76,952	1.9%	21.4%
Other liabilities	3,214	3,745	4,218	12.6%	31.3%
Tier 2 wakala capital	2,207	-	-	-	-100%
Sukuk payable	4,563	4,591	4,591	-	0.6%
<b>TOTAL LIABILITIES</b>	<b>76,834</b>	<b>90,087</b>	<b>91,157</b>	<b>1.2%</b>	<b>18.6%</b>
Share capital	2,365	2,365	3,000	26.9%	26.9%
Tier 1 sukuk	5,629	5,625	5,621	-0.1%	-0.1%
Proposed dividend	-	1,360	-	-100%	-
Reserves	4,349	3,723	4,061	9.1%	-6.6%
<b>TOTAL EQUITY</b>	<b>12,343</b>	<b>13,074</b>	<b>12,682</b>	<b>-3.0%</b>	<b>2.7%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>89,177</b>	<b>103,160</b>	<b>103,840</b>	<b>0.7%</b>	<b>16.4%</b>

# Key Deals in Q1 2014



**USD 650,000,000 Sukuk**

Joint Lead Manager & Bookrunner



April 2014



**AED 1,200,000,000**

Mandated Lead Arranger, Sole Bookrunner, Investment Agent, Security Agent & Account Bank for the Syndicated Facility



March 2014



**USD 400,000,000**

Co Lead Manager for IPO



March 2014



**USD 150,000,000**

Mandated Lead Arranger & Bookrunner for the Syndicated Facility



March 2014



**USD 410,000,000**

Mandated Lead Arranger & Sole Bookrunner for the Syndicated Facility



Feb 2014

- First international corporate Sukuk issuance by a non-investment grade, fully private sector real estate UAE company
- Debut issue for a privately owned Middle East corporate
- This Sukuk has re-opened the non-investment grade issuance market for regional real estate corporates
- The Sukuk was well received by market and is expected to re-open the market for regional private sector corporates
- IMG Theme Park LLC, the first integrated, temperature controlled, entertainment destination in the Middle East
- The only entertainment facility in the region to feature attractions on par with other internationally renowned parks
- ADIB is supporting Dubai Government strategy to become the regional hub for tourism and family entertainment
- The Company is the latest UAE firm to list in London Stock Exchange
- Successful IPO where 68% of the investors in the IPO were from the UK, 25% from the Middle East with the balance from the US and the rest of the world
- The IPO was strongly oversubscribed
- ADIB acted as a Co-Lead Manager
- ADIB acted as a MLA & Bookrunner for the Syndicated Facility
- ADIB continued its support to the international segment
- The deal was strongly oversubscribed
- ADIB acted as a MLA & Sole Bookrunner for the Syndicated Facility



# Key deals in 2013 (1/2)



**USD 1Bn Sukuk**

Joint Lead Manager & Bookrunner

ADIB  
Feb 2013

- The Largest corporate Sukuk issue from Dubai since 2007
- The lowest profit rate ever achieved by a Dubai corporate entity in the international Debt Capital Markets.



**USD 82,000,000**

MLA, Bookrunner, & Documentation Agent for a Syndicated Facility

ADIB  
Mar2013

- Highly structured transaction that reaffirms ADIB's commitment to the growth & development of the UAE
- The transaction attracted Islamic and conventional financiers with major allocation from UAE banks with 1.45x oversubscription



**USD 340,000,000**

Mandated Lead Arranger & Sole Bookrunner

ADIB  
March 2013

- The transaction was fully underwritten by ADIB and witnessed a strong demand from regional & Local banks with 2.17x oversubscription
- 100% Islamic facility is a testament of the wide acceptability of Islamic structures in major financing transactions
- Syndicated Deal of the Year by IFN awards



**USD 142,000,000**

Mandated Lead Arranger, Bookrunner, & Facility /Security Agent

ADIB  
March 2013

- ADIB's first Islamic Aircraft financing mandate
- Highly important transaction for ADIB with continuous support to Dubai Government Entities



**AED 500,000,000**

Structuring Advisor for the financing facility

ADIB  
March 2013

- Highly important transaction for ADIB with continuous support to Dubai Government Entities



**USD 1Bn T1 Sukuk**

Co Lead Manager

ADIB  
March 2013

- The lowest coupon/profit rate USD Tier 1 issuance compliant with Basel III issued under Regulation S
- The deal was extremely well received by investors across the globe, evidenced by the fact that it was oversubscribed 14 times



**USD 1Bn Sukuk**

Joint Lead Manager & Bookrunner

ADIB  
March 2013

- The first amortizing senior unsecured Sukuk offering by an airline globally;
- The first unrated senior unsecured amortizing Sukuk issued by a GCC-based entity;
- Sukuk Deal of the Year by Euromoney



**USD 525,000,000**

Mandated Lead Arranger & Bookrunner

ADIB  
March 2013

- The Largest corporate syndicated multi tranche facility issue in 2013 to date
- Largest education sector financing to build state of the art schools in UAE & GCC



**USD 4,000,000,000**

MLA, Islamic Structuring & Documentation Bank  
Emirates Aluminum Phase II Expansion

ADIB  
May 2013

- The project is considered the largest aluminum smelter led and this year's biggest PF deal in the region
- ADIB has been strongly supporting Abu Dhabi Government entities in achieving the Government 2030 vision

# Key deals in 2013 (2/2)



**USD 168,000,000**

Lead Arranger for Aircraft Financing



May 2013

- Highly important transaction that reaffirms ADIB's commitment and support to Abu Dhabi Government Entities

**Westbourne House Limited**

**£20,000,000**

Investment Agent, Account Bank & Security Bank



June 2013

- ADIB closed its 1st UK real estate financing transaction based on Shari'a principles hence providing Shari'a compliant banking solutions to our clients investing in the UK real estate sector




**USD 2,550,000,000**

Mandated Lead Arranger & Bookrunner




June 2013

- Highly important transaction for ADIB with continuous support to Dubai Government Entities
- The transaction attracted Islamic and conventional financiers



**USD 200,000,000 Hybrid Sukuk**

JLM, Bookrunner & Structuring Advisor



Nov 2013

- First Islamic Corporate Hybrid in the World
- Second international corporate hybrid from the MENA region
- The Sukuk was not rated and re-opened the unrated issuance market for regional private sector corporates



**AED 300,000,000**

Structuring Advisor for the Financing Facility



June 2013

- Highly important transaction for ADIB with continuous support to Abu Dhabi Government 2030 vision

# An award winning Bank (1/3)



Mohammed Bin Rashid award for business excellence  
- Finance Category



Best Supporting Bank for SME by the Mohammed Bin Rashid Al Maktoum Award for young leaders - 2013



“Islamic Bank of the Year - Middle East Regional Winner”  
by **Banker Financial Times** - 2013



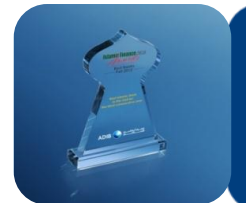
“Best Islamic Bank in the Middle East and the UAE”  
by **Euromoney** - 2013



“Best Overall Islamic Bank”  
by **Islamic Finance News** - 2013



“Best Islamic Bank in the UAE”  
for three consecutive years by **EMEA Finance**



“Best Islamic Bank in the UAE”  
for four consecutive years by **Islamic Finance News** - 2013



“Best Islamic Bank in the UAE”  
for four consecutive years by **Global Finance** - 2013

# An award winning Bank (2/3)



“Best Islamic Bank in the UAE” by  
Asia Money Awards



“Best Islamic Bank in the Middle  
East” by Asia Money Awards



“Best Overall Bank in Customer  
Service” in the UAE for three  
consecutive years by Ethos Consultancy



Best Islamic asset management  
company by Islamic Finance News 2013



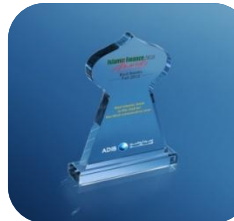
“Excellence in Islamic Banking”  
by International Alternative Investment  
Review



Best Islamic investment  
strategist by Islamic Finance News 2013



“Best Overall Islamic Bank “  
International Financial Law Review  
Magazine



Deal of the year by Islamic Finance  
News 2013

# An award winning Bank (3/3)



“Best overall Islamic retail Bank”  
by **Global Finance**



Sukuk deal of the year  
by **Islamic Finance News 2013**



Best commercial bank for 2013 by  
**Islamic Banking and Finance Magazine**



“Best Sukuk Deal”  
by **EuroMoney**



“Best Broker in the UAE”  
of the year by **Global Investor Magazine**



“Best website award  
Award”  
in the UAE by **Ethos Consultancy**



Best co-branded car for  
Etisalat card by **Cards Middle east  
Awards**



“Best Syndicated Deal”  
of the year by **Islamic Finance News**

## Executive Management Biographies

# Executive Management Profile (1/3)

Tirad Mahmoud  
Chief Executive Officer

Joined ADIB in March 2008. He holds a Bachelor degree (major in Corporate Finance) from Loyola of Concordia University in Montreal, Canada and has also completed the Executive Management Program at Wharton. He has previously worked at Citibank for 22 years on various assignments. His previous position was General Manager and Head of the Corporate and Investment Banking with Samba Financial Group, KSA.

Andrew Moir  
Group Chief Financial Officer

Joined ADIB on 1 October 2007. He holds B.Com (Hons.) Degree from Rhodes University and MBA from University of Cape Town. He previously worked at HSBC (1990-2007). His previous position was Chief Operating Officer, Sub Saharan Africa with HSBC Bank (2003-2007).

Sarvesh Sarup  
Global Head of  
Retail Banking

Joined ADIB on Dec 2008. He holds Master of Business Administration from University of Delhi, India. He has 23 years of banking experience . Previously worked Citibank as Country Manager, India; Division Executive , UK / Germany and Retail Banking Head, EMEA.

Arif Usmani  
Global Head of  
Wholesale Banking

Joined ADIB on 6 March 2012. He holds a First Class B.Sc (Hons) degree from Imperial College, University of London and is an Associate of the Royal College of Science. He has previously worked for over 30 years with Citibank in 6 different countries including a stint as CRO of Samba Financial Group from October 2003 till August 2007. His last position was Chief Executive Officer with Citibank in Pakistan.

Nuhad Saliba  
Chief Operating Officer

Re-Joined ADIB in December 2012. He holds MBA from Wake Forest University, NC USA and BS, Biology from American University of Beirut. He has previously worked for 27 years at Citibank (1982-2008). He held several positions in Corporate and Investment banking as well as General Management. His last position at Citibank was Chief Executive Officer with Citibank N.A. Egypt. Nuhad also held the position of CEO at Commercial Bank of Kuwait.

Abdul Qader Khanani  
Treasurer, UAE & Acting  
Global Head of Treasury

Joined ADIB on 28 August 2012. He holds a Bachelor of Commerce Degree from University of Karachi & is a CFA Charter Holder as well as a Certified Financial Risk Manager (FRM). He has over 25 years of experience in Treasury & Financial Markets and was with NCB of Saudi Arabia where he was Head of Investment, responsible for Money Market/ALM/Foreign Exchange and Treasury Operations of Bahrain and Beirut.

Abdul Rahman Abdullah  
Head of Strategic Clients  
And Community Banking

Joined ADIB on 12 September 1998. He holds a Bachelor in Science. He has 29 years banking experience His previous position was Deputy Head of Private Banking Department at the National Bank of Abu Dhabi.

# Executive Management Profile (2/3)

Abdulla Al Shahi  
Head of New Country  
Expansion

Joined ADIB in November 1998. He holds an MBA from the UAE University. He has 19 years banking experience. His previous position was as a branch manager for Oman Housing Bank.

Masarrat Husain  
Global Head of Risk

Joined ADIB on 3 June 2008. He holds a Masters in Business Administration from Tulane University, Louisiana, USA and BS of Science Chemical Engineering from Texas A&M University, Texas, USA. He has 33 years experience working with Citibank and SAMBA Financial Group, Riyadh. His previous position was GM/Deputy Chief Risk Officer with SAMBA Financial Group, Riyadh.

Majaz Khan  
Global Head of Operations  
& Technology

Joined ADIB on 8 November 2009. He holds an MBA from Central Michigan University and a Bachelors in Commerce from University of Karachi. He has worked with Citigroup in 5 countries (1981-2007). His previous position was Chief Operating Officer for Arab Bank, Plc - Amman Jordan (2007-2009).

Dr. Osaïd Kilani  
Global Head of Shari'a

Holds a B.A. in Shari'a and Law and a Diploma in Islamic law. He has 16 years of banking experience. He is a member of Shari'a Standard Committee related to Accounting and Auditing Organisation for Islamic Financial Institutions in Bahrain

Noble Powar  
Global Head of Human  
Resources

Joined ADIB on 1 January 2012. He hold a Master's degree in Personnel Management & Industrial Relations and has worked for over 20 years with Global Banks in the Middle East, UK, USA, Europe, Asia and Africa. His previous position was Managing Director of Talent First Limited a UK based HR Consulting company.

Waheeb Al Khazraji  
Head of Human Resource,  
UAE

Joined ADIB on 10 December 2005 . He holds Chemical Engineering and MBA degrees along with Chartered Human Resource Consultant (CHRC), Canada and Chartered in Personal Development (CIPD), UK. He has 6 years banking experience. His previous position was HR & Training Manager with ADCO, Abu Dhabi.

Badaruzzaman Ahmed  
Global Head of Corporate  
Governance & Compliance

Joined ADIB on 12 January 1998. He holds a Bachelor of Commerce degree and professional certifications from The Institute of Internal Auditors (USA), Institute of Chartered Accountants (PAK), He has 19 years banking experience. His previous position was Assistant Manager - Internal Audit with Kuwait Finance House



# Executive Management Profile (3/3)

Abdul Hakim Kanan  
Global Head of Audit  
and Risk Review

Joined ADIB on 18 April 2010. He holds a Certified Public Accountant (CPA) from State Board of Accountancy, New Hampshire, US. He also holds professional qualification CIA, CISA, CITP, CFSA, CFE and CGEIT. He has over 24 years of experience. His previous positions were Group Chief Internal Auditor of Dubai Islamic Bank.

Dr. Adnan Said Abraham  
Head of Legal, UAE

Joined ADIB on May 2012. He has 30 years of banking experience in managing in-house legal departments and acting as general legal counsel to various banks and investment companies over the span of his career.

Ahsan Ahmad Akhtar  
Group Financial Controller

Joined ADIB on 9 April 2008. He is a Chartered Accountant from the UK and holds a Bachelor of Science degree in Accounting & Finance from the London School of Economics and Political Science. He has previously worked with Pricewaterhouse Coopers (1991- 1998) and Citibank (1998-2008). His previous position was Country CFO with Citibank, Pakistan.

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