

# Investor Presentation 31 March 2015 results

Abu Dhabi: May 2015

# 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 Ratings	A+	F1	Stable
MOODY'S INVESTORS SERVICE	A2	P1	Stable
RAM RATINGS	AAA	P1	Stable

## Stock Info (Price and Ratio as of 31 Mar 2015)

Market Cap (Price @ AED 5.0)	AED 15.0 bn (US\$ 4.1 bn)
Diluted EPS / share (AED) - Annualised	0.472
PE Ratio	11 times
Price / Book Ratio	2.83
Shares Issued (@ AED 1)	3.0 Bn

## 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 (EIIIC) 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** - 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.
- **2014** - Acquired 51% shares in Arab Link Money Exchange in April 2014
- **2014** - Established Abu Dhabi Islamic Merchant Acquiring company LLC (ADIMAC) in Aug 2014.

## Presence

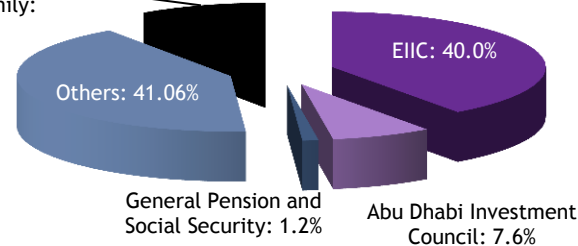
- Domestic - 88 Branches and 709 ATMs (a 24 hour branch at Abu Dhabi International Airport).
- Overseas - presence in UK, Saudi Arabia, Qatar, Iraq, Sudan & Egypt.

# Ownership & Corporate Structure






## ADIB Ownership

- ADIB is mainly owned by over 46,000 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: 9.6%



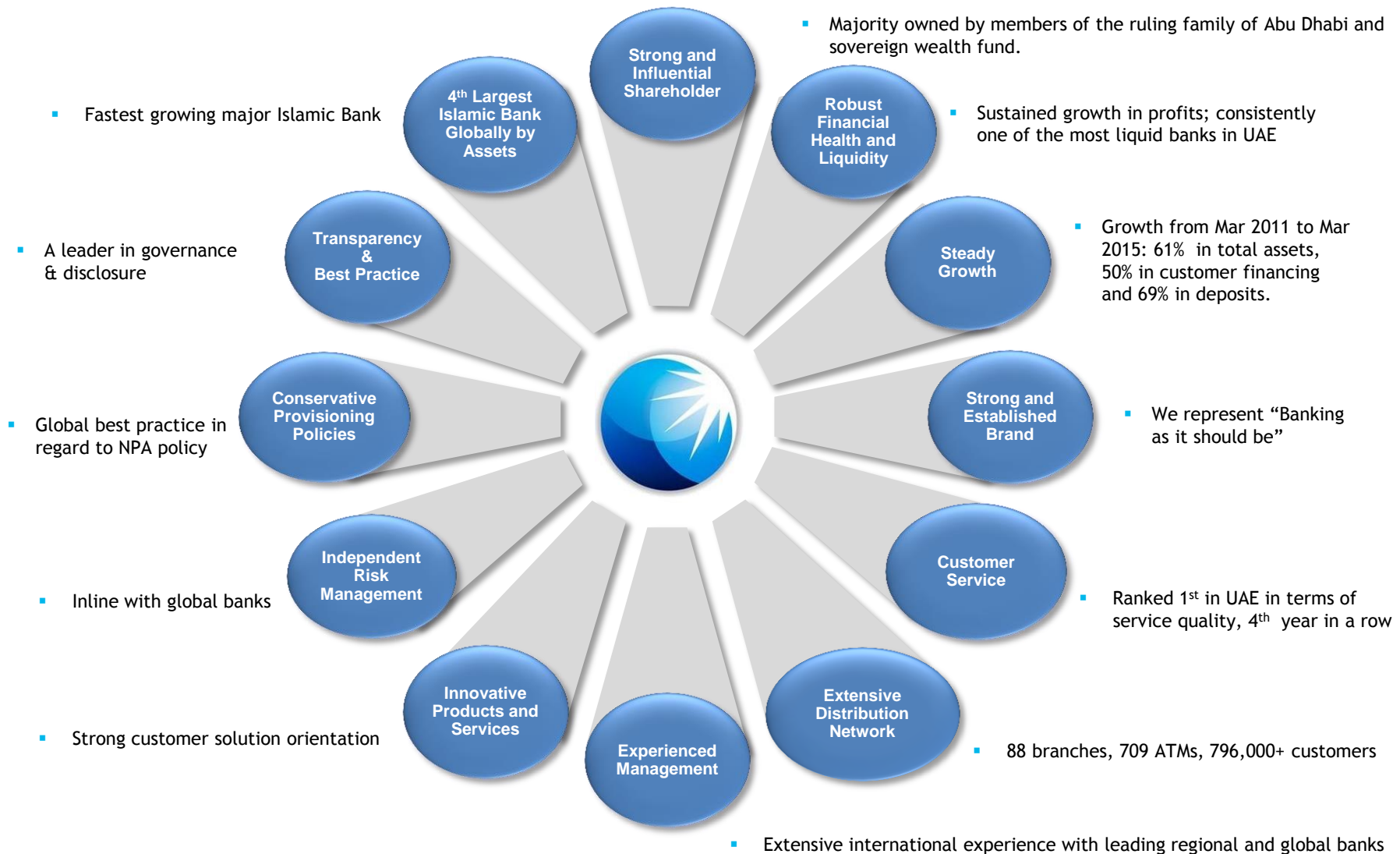
## Subsidiaries

-  ADIB UK Limited (100%) was established to offer banking services to HNWI established in 2012.
-  Abu Dhabi Islamic Securities Company (95%) is a brokerage firm established in 2005.
-  MPM Properties LLC (100%) is a property management 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.

## Associates and Joint ventures

-  ADIB Egypt (49%) provides banking services in Egypt\*.
-  Saudi Finance Company (SFC)\* (51%) is a retail finance company working in Saudi Arabia, acquired in 2012.
-  Bosna Bank International (27%) is an Islamic bank based in Bosnia.
-  Abu Dhabi National Takaful (40%) offers insurance services.
-  Arab link (51%) is a Currency exchange house, acquired in 2014.
-  Abu Dhabi Islamic Merchant Acquiring Company LLC (51%) is a merchant acquiring company established in 2014.

# Key Strengths



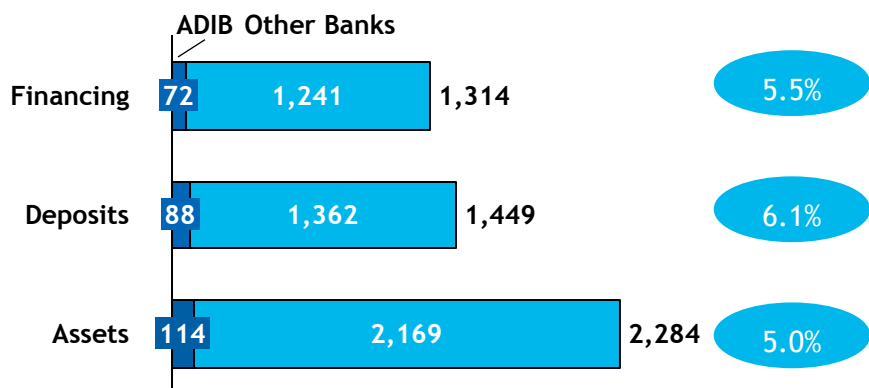
# UAE Banking Sector

## Highlights

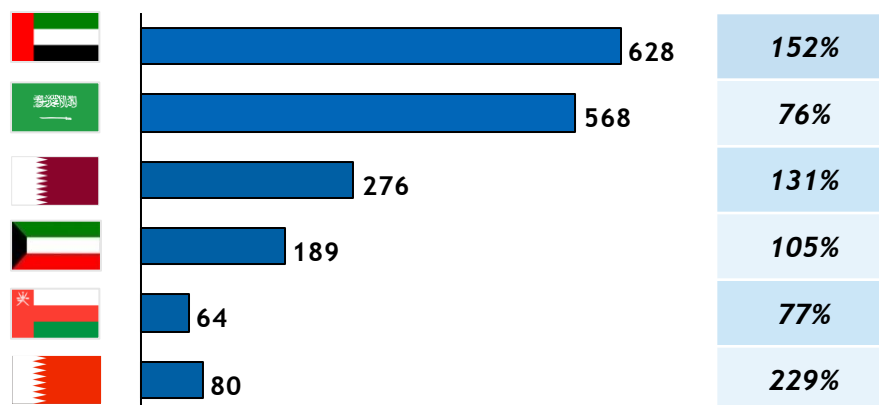
- UAE Banking sector is the largest by assets in the GCC; the UAE banking sector accounts for ~38% of the GCC total.
- Banking assets are at 152% of GDP, the highest in the GCC region.
- Strong growth since Mar 2014 - deposits have grown by 8.8%, financing by 8.2% and total assets by 9.1%.
- Strong Capital Adequacy Ratio of 18.2% as of Mar 2015. (Tier 1 ratio of 16.2%)
- ADR ratio for UAE banking sector is at 90.7% as of Mar 2015.

UAE Banking Sector (AED Bn)	Dec 13	Dec 14	Mar 15
Total Assets - Gross	2,100.3	2,304.9	2,379.9
Certificates of deposit held by Banks	107.9	99.5	111.7
Investments by Banks	186.7	228.0	228.5
Bank Deposits	1,278.9	1,421.3	1,449.3
Bank Credit - net	1,178.8	1,282.4	1,313.8
Specific Provision	77.5	71.6	71.7
General Provision	19.2	24.1	24.7
Capital Adequacy ratio	19.3%	18.2%	18.2%
<b>Branches</b>			
- 23 National Banks	841	869	871
- 26 Foreign Banks	87	86	86

## UAE Banking Sector, ADIB Market Share @ Mar 2015 (AED Bn)

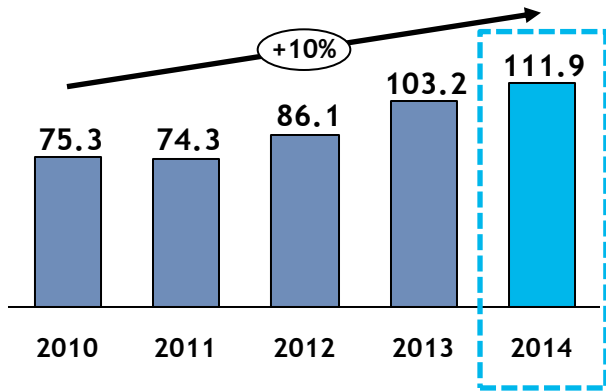


## GCC Banking Sector Assets Dec 2014 (USD Bn) Assets as % of GDP

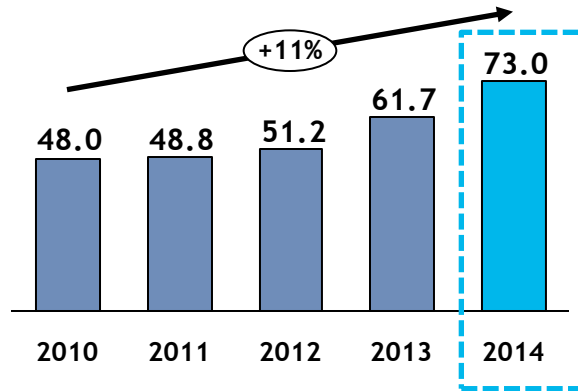


# Financial Snapshot (1/2)

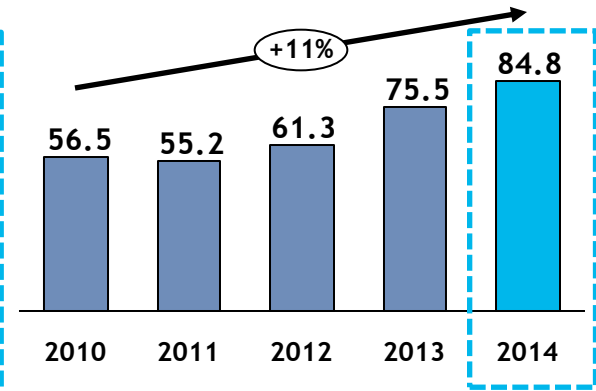
Total Assets (AED Bn)



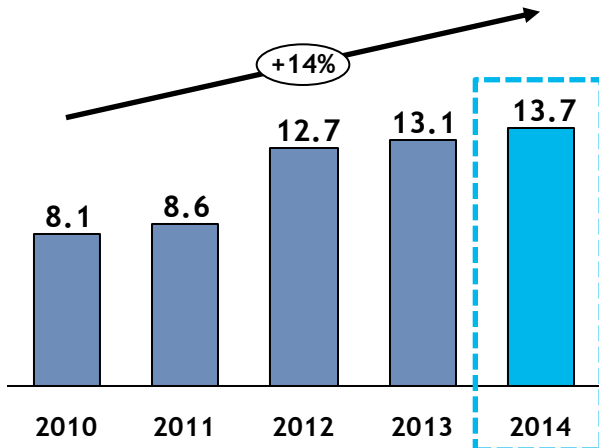
Net Customer Financing (AED Bn)



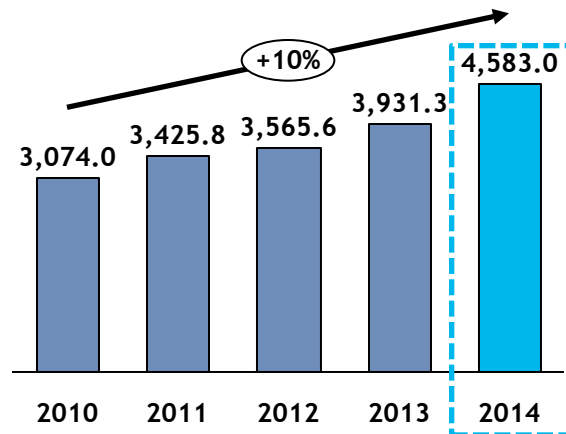
Customer Deposits (AED Bn)



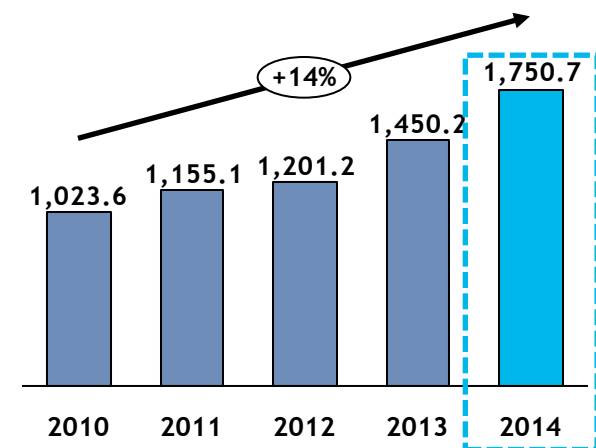
Equity (AED Bn)



Revenues (AED Mn)

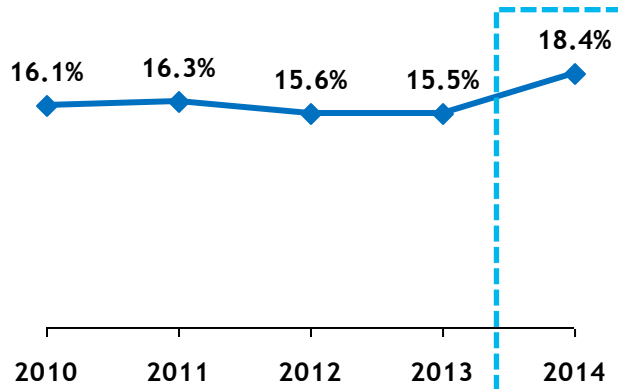


Net Profit (AED Mn)

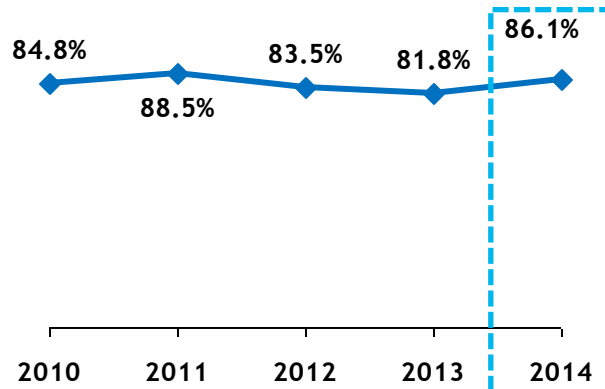


# Financial Snapshot (2/2)

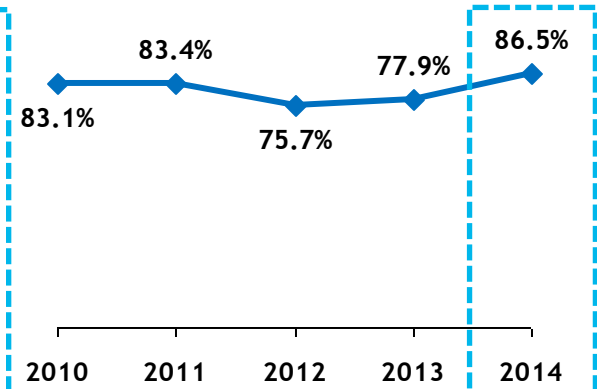
Return on Avg Shareholders' Equity (%)



Financing to Deposits Ratio (%)

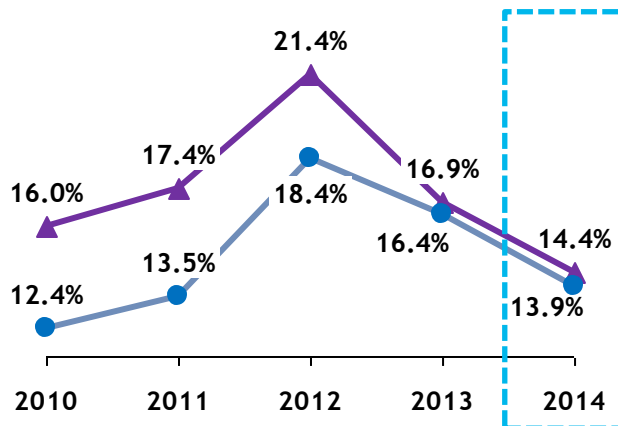


Advances to Stable Funds Ratio (%)



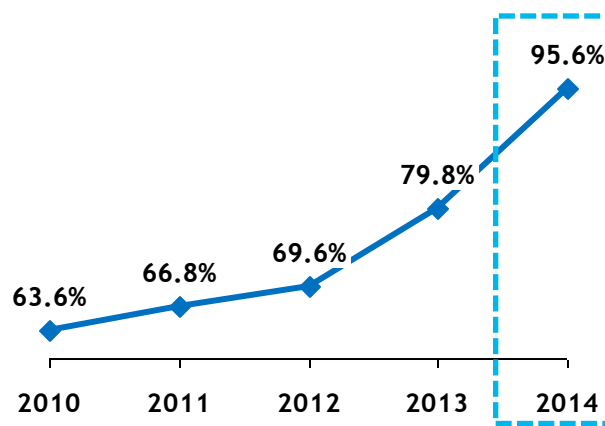
CAR (%)

▲ Total CAR ● Tier 1



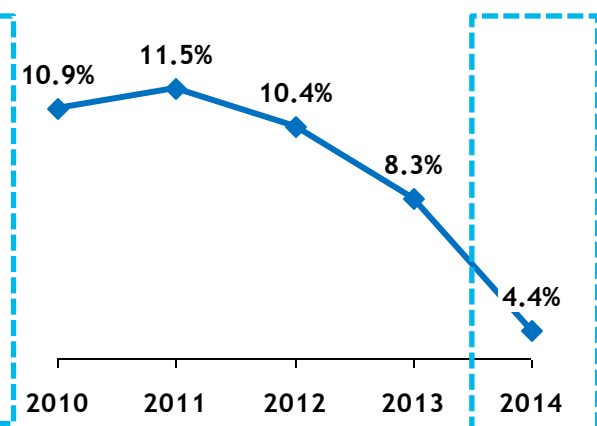
Provision Coverage (%)

◆ Total Provision coverage ratio - Impaired only \*



Non - Performing Ratio (%)

◆ Total Non performing ratio





# Agenda

Introduction

**Financial Review**

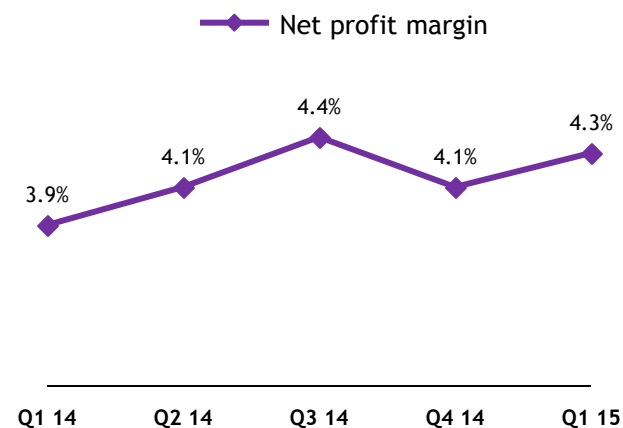
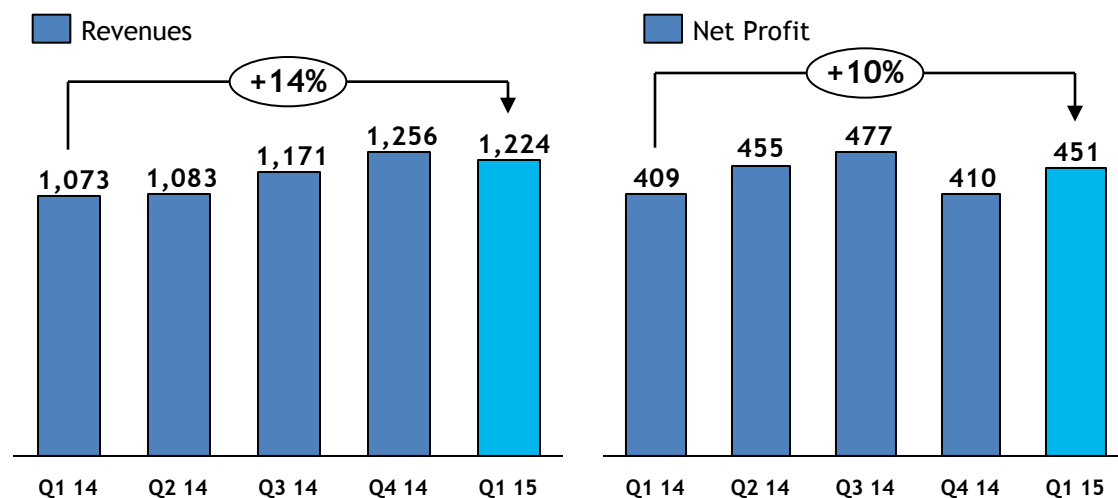
Business Review

Appendix

# Q1 2015 - Key financial highlights - Income statement

AED Mn	Q1 14	Q1 15	Change %	Q4 14	Change %
Net Revenue from funds	797.7	941.3	18.0%	944.6	-0.4%
Fees, commission and others	275.3	283.0	2.8%	311.6	-9.2%
Operating income	1,073.0	1,224.3	14.1%	1,256.2	11.1%
Expenses	447.1	570.9	27.7%	667.9	14.5%
Operating profit	625.9	653.4	4.4%	588.3	11.1%
Provision for impairment	216.4	202.6	-6.4%	178.7	13.4%
Net profit	409.5	450.8	10.1%	409.6	10.1%

- **Net revenue from funds** up by 18% on the back of higher customer revenues and low funding cost.
- **Expenses** up by 28% mainly due to continuous investment in our franchise, network, systems and people.
- **Operating profit** up by 4%.
- **Provision for impairment** down by 6%. There was no impairment (31 Mar 2014: AED 3.3 Mn) pertaining to Burooj Properties LLC, a real estate subsidiary of the Bank.
- **Net profit** up by 10% on continued growth in core operations.

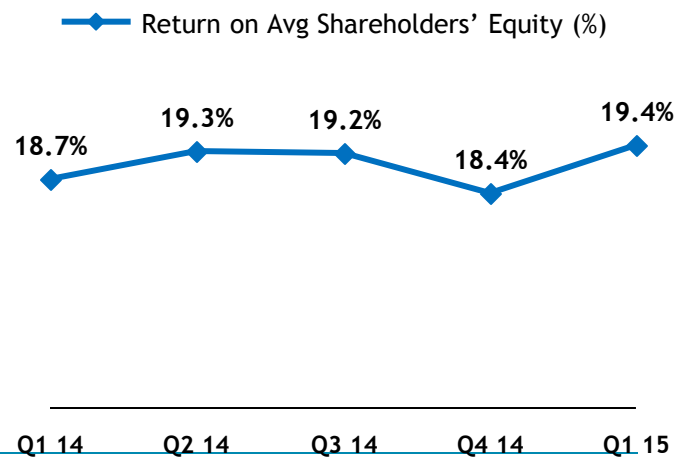
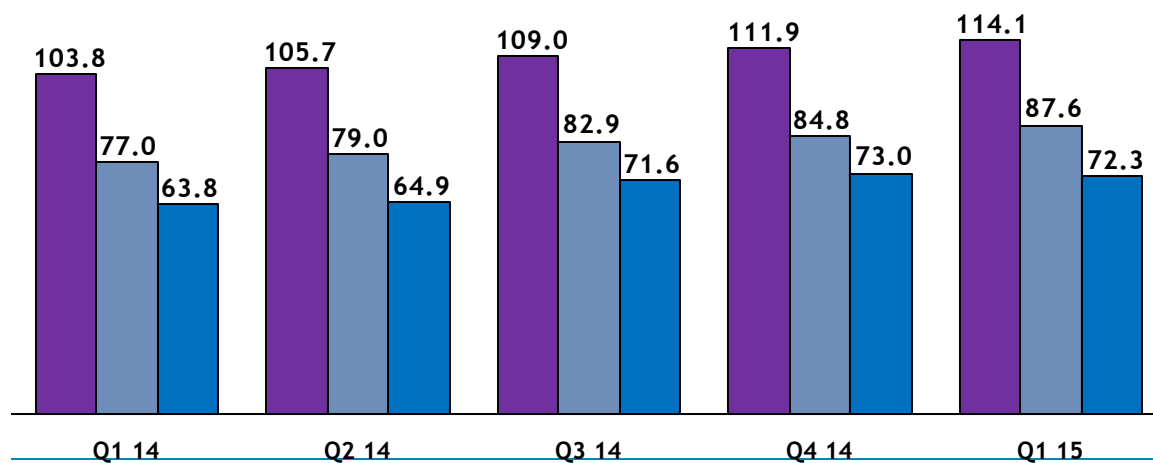


# 31 March 2015 - Key financial highlights - Balance sheet

AED Bn	Mar 14	Mar 15	Change %	Dec 14	Change %
Total assets	103.8	114.1	9.8%	111.9	1.9%
Net customer financing	63.8	72.3	13.3%	73.0	-0.9%
Customers' deposits	77.0	87.6	13.8%	84.8	3.3%
Total equity	12.7	13.7	11.0%	13.7	2.8%

- **Total assets** increased by 10% over Q1 2014 to reach AED 114.1 Bn.
- **Customer financing** increased by 13% from Q1 2014 to reach AED 72.3 Bn.
- **Customer deposits** increased by 14% over Q1 2014.
- **Advances to Stable Funds Ratio** at 31 March 2015 was 82.2%. **Advances to Deposits Ratio** was 82.6% as at 31 March 2015.
- **Capital adequacy ratio** at 31 Mar 2015 was 14.74% - Basel II. Tier 1 ratio at 31 Mar 2015 was 14.25%.

■ Total Assets ■ Customers Deposits ■ Customer Financing



# Key ratios

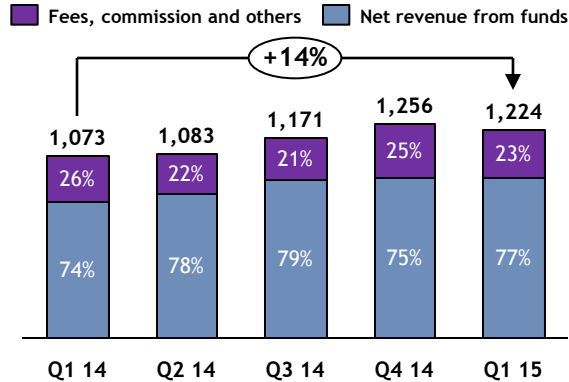
	Ratios	Mar 2014	Mar 2015
Efficiency	Diluted Earnings per share (EPS in AED)	0.136	0.150
	Return on Average Shareholders' Equity (excluding GoAD - Tier 1 capital)	18.7%	19.4%
	Net profit margin (%)	3.9%	4.3%
	Cost / income ratio	41.7%	46.6%
Liquidity	Percentage lent (Financing / Total Assets)	61.5%	63.4%
	Financing to Deposits ratio	82.9%	82.6%
	Advances to Stable funds ratio	79.6%	86.5%
	Liquid Assets to Total Assets ratio	26.1%	23.6%
Solvency	Capital Adequacy	15.7%	14.7%
	Tier -1 ratio	15.3%	14.3%
	Leverage ratio (Assets / Equity)	819%	810%
Asset Quality	Non - performing ratio (NPA / Gross Financing)	5.9%	3.7%
	Total provision coverage (Total provisions / NPA)	87.0%	102.0%
	Specific provision coverage (Specific provisions / NPA)	61.5%	38.3%
	Total provisions / Gross Customer Financing	5.1%	3.7%

# Operating Performance - Net profit income

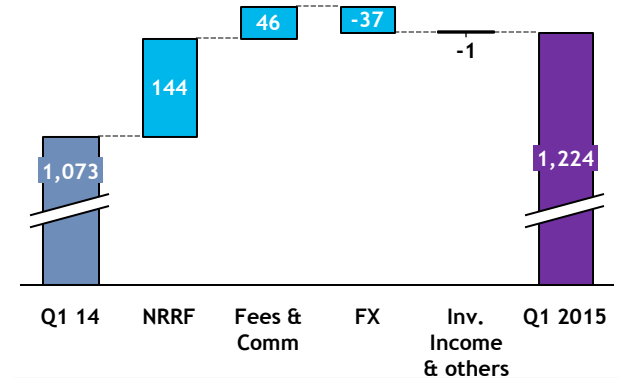
## Highlights (Q1 2015 vs. Q1 2014)

- Revenues, up by 14.1% at AED 1,224 Mn.
- Net revenue from Funds (NRFF) 18.0% higher, primarily driven by 15.2% increase in customer financing revenues.
- Net profit margin increased to 4.3% in Q1 2015 from 3.9% in Q1 2014.
- Funding cost dropped by 0.7% y-o-y due to continuous CASA growth and reduction in expensive wakala deposits.
- Non-NRFF based income constitute 23% of total revenue.

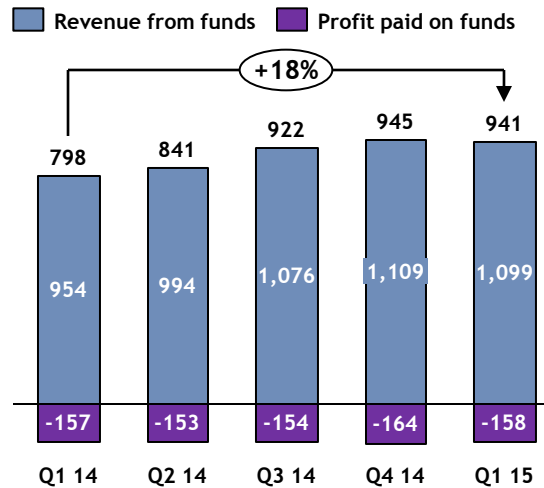
## Revenues (AED Mn)



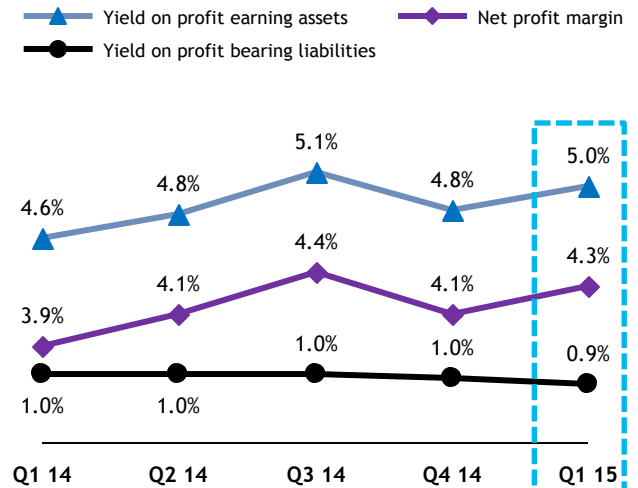
## Key movements in Revenues (AED Mn)



## Net Revenue from Funds (AED Mn)



## Evolution of Yields (%)

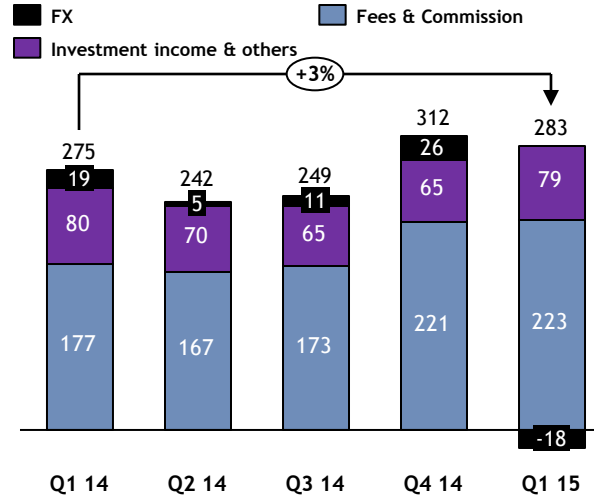


# Operating Performance - Non-profit income

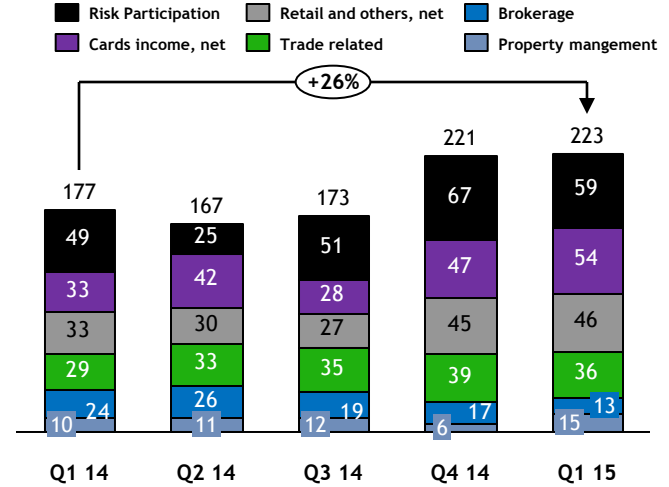
## Highlights (Q1 2015 vs. Q1 2014)

- Non profit income up by 2.8% at AED 283 Mn.
- Overall fees and commission income grew by 26%, mainly due to:
  - Cards income up by 64%, mainly due to acquisition of retail banking business and increase in customer base.
  - Risk participation fees up by 20%, mainly due to new corporate deals executed during Q1 15.
  - Trade related fees up by 24%, mainly due to increase in trade finance business volume in UAE and other international branches.

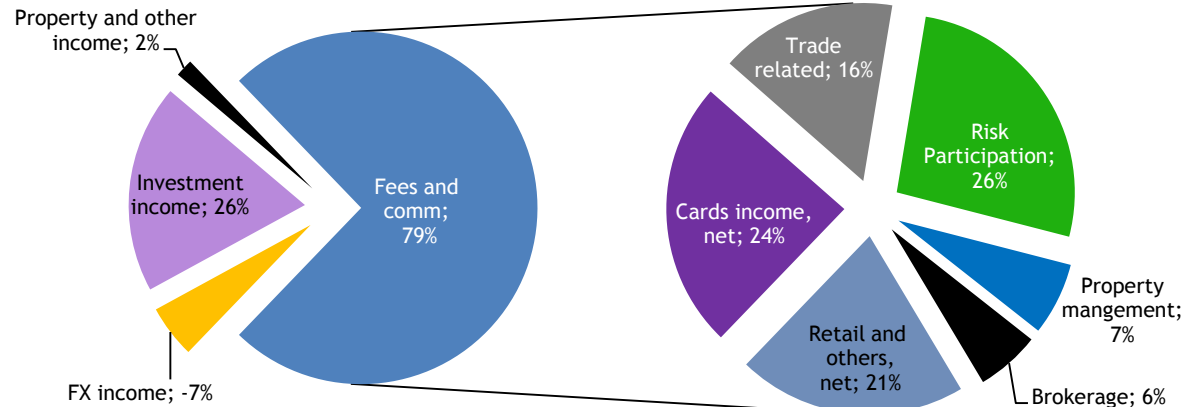
## Non-profit income (AED Mn)



## Composition of Fees & commission (AED Mn)



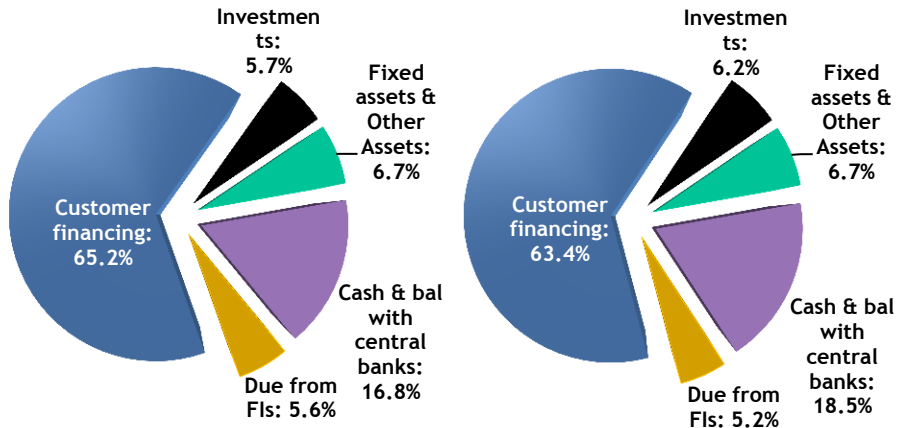
## Non-profit income Revenue breakdown (AED Mn)



# Balance Sheet Strength and Customer Financing

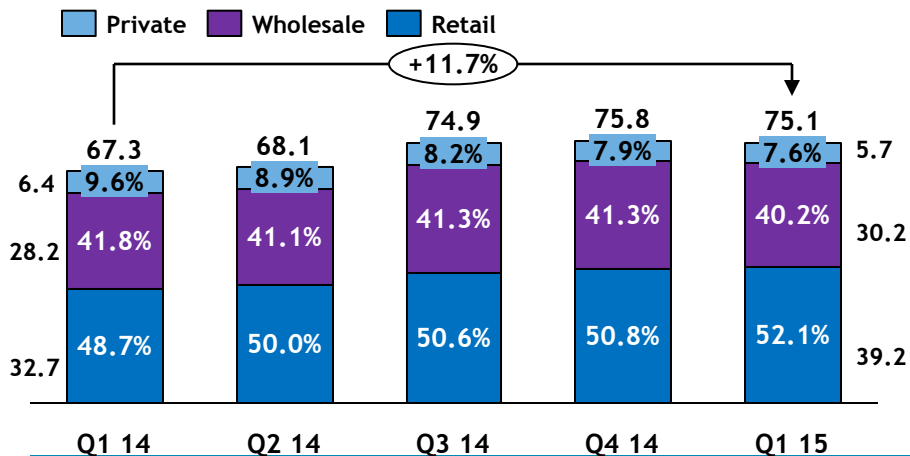
Portfolio growth of 12% since Q1 14 driven by strong performance from Retail (20%) and Wholesale bank (8%)

## Composition of Total Assets - AED Bn



31 Dec 2014 - AED 111.9 Bn    31 Mar 2015 - AED 114.1 Bn

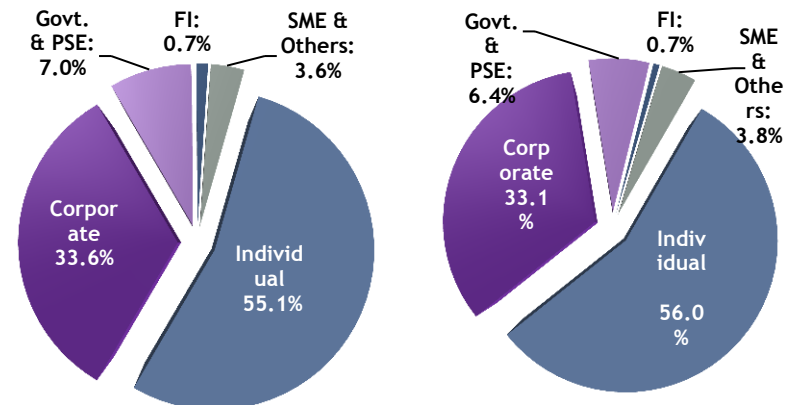
## Gross Customer Financing by Segment



## Highlights

- 4 year CAGR (Q1 2011 - Q1 2015)
  - Total Assets 12.4%
  - Customer financing 10.7%
  - Customers' Deposits 14.0%
- 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.

## Gross Customer Financing by Customer Segment

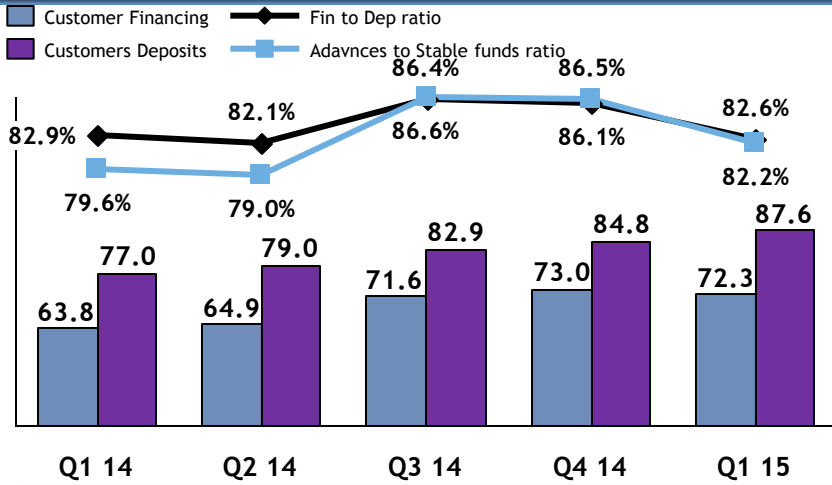


31 Dec 2014 - AED 75.8 Bn

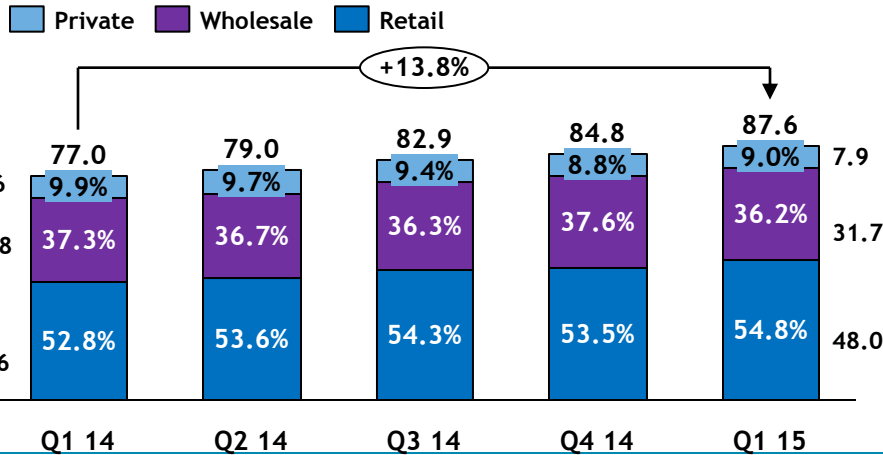
31 Mar 2015 - AED 75.1 Bn

# Funding Profile

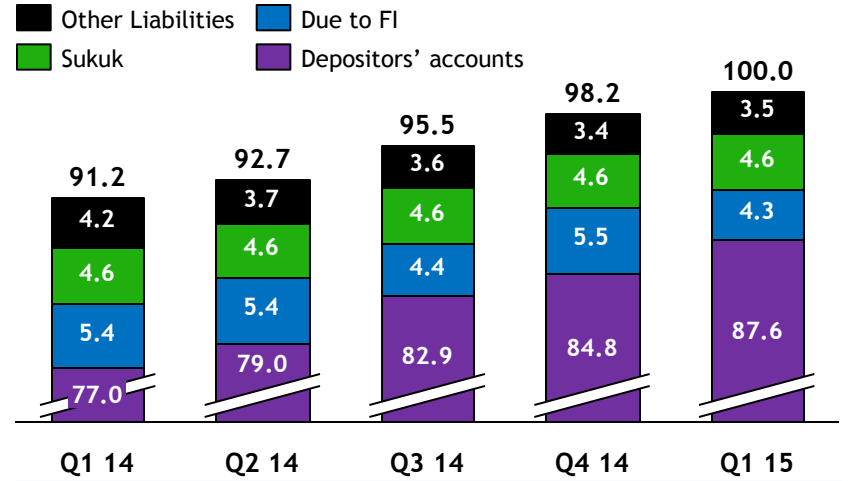
## Net Customer Financing & Customers' Deposits (AED Bn)



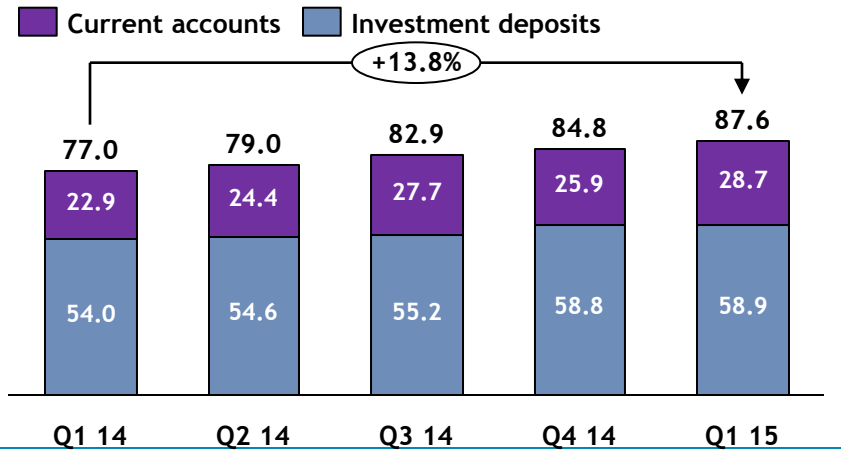
## Customers' Deposits by Segment (AED Bn)



## Composition of Liabilities (AED Bn)



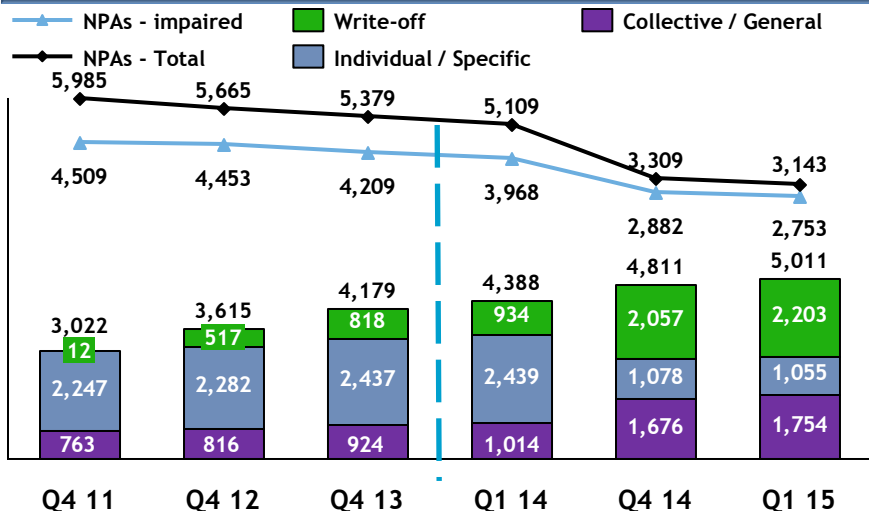
## Customers' Deposits by Type (AED Bn)



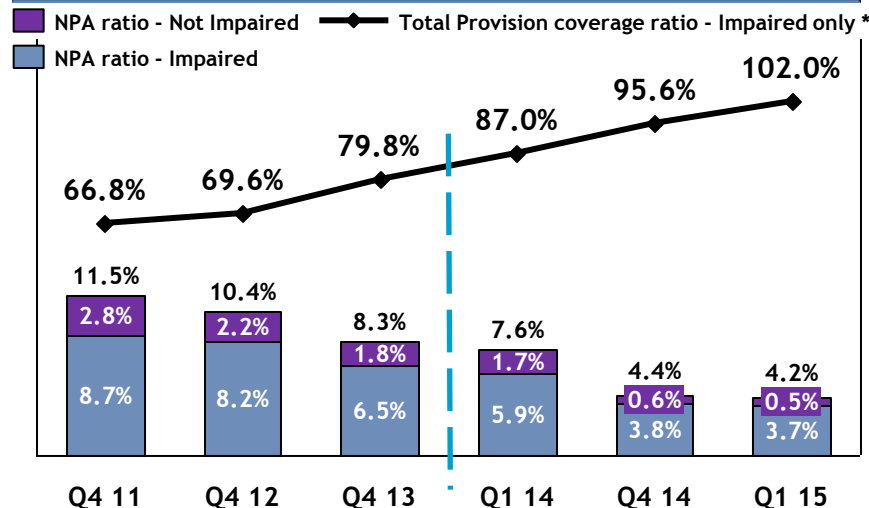


# Asset quality - Customer financing only

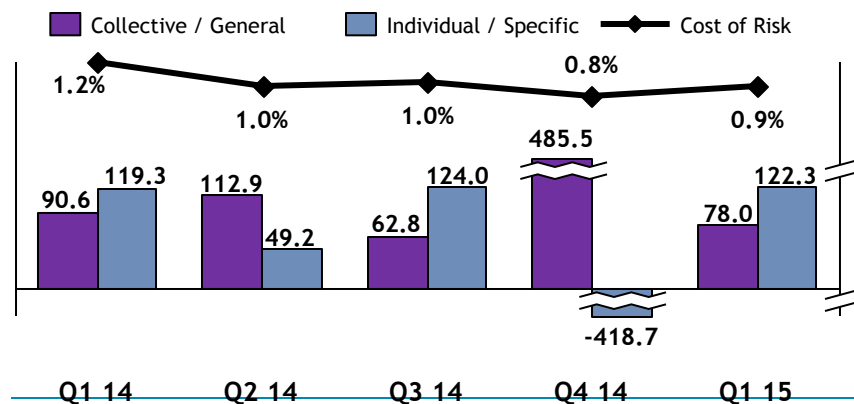
## Provisions and NPAs - Customer financing (AED Mn)



## NPA ratio and provision coverage ratio



## Impairment charge - Customer financing (AED Mn)

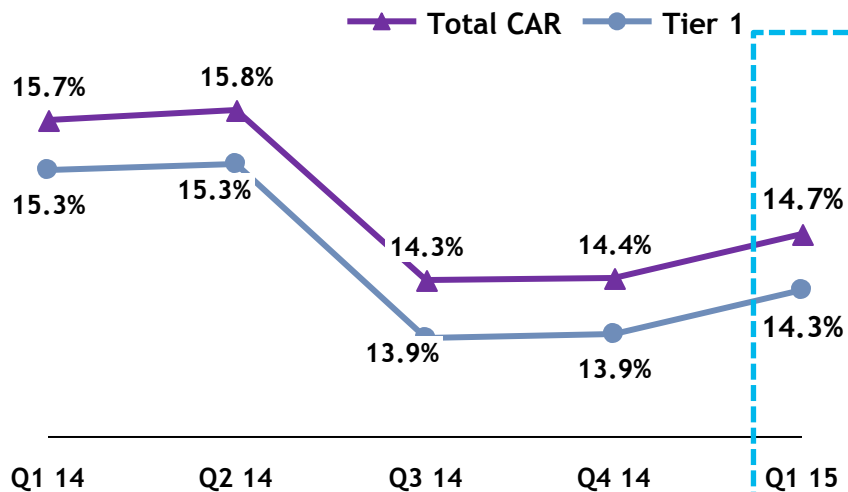


## Key points

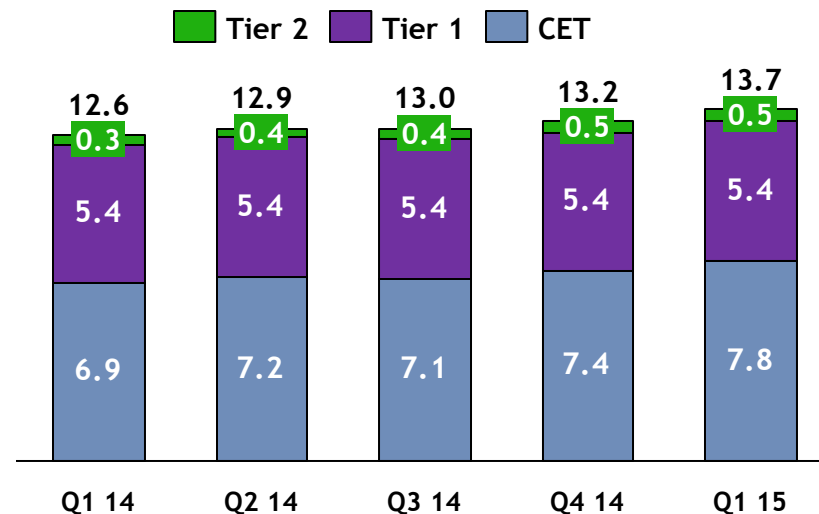
- Total NPAs decreased by AED 166 Mn during Q1 2015 to reach AED 3,143 Mn (31 Dec 14: AED 3,309 Mn).
- Impaired NPAs ratio at 3.7% as at 31 Mar 2015 (3.8% at end Q4 2014) with coverage improving to 102.0% (31 Dec 2014: 95.6%).
- Collective provisions of AED 1,754 Mn at end of Q1 2015 represents 2.11% of total Credit RWAs.
- Individual provisions of AED 1,055 Mn at 38.3% of impaired NPAs at end of Q1 2015 (31 Dec 2014: 37.4%).
- Total provisions of AED 2,809 Mn (net of write-off of AED 2,203 Mn), represents 3.70% (31 Dec 2014: 3.63%) of Gross Financing portfolio.

# Capital

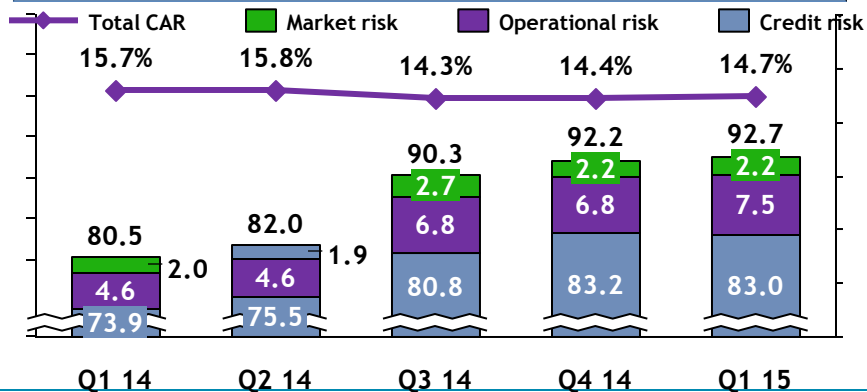
## Capital Adequacy (%)



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



## Total CAR and RWA



## Highlights

- Basel II Total Capital Adequacy ratio at end of Mar 2015 at 14.74% well above the regulatory requirement of 12% (31 Dec 14: 14.36%).
- Basel II Tier I ratio at 14.25% at the end of Mar 2015 well above the regulatory requirement of 8% (31 Dec 14: 13.87%).
- During Q3 2014, CAR is impacted due to Barclays acquisition (0.8%) and regulatory changes to the treatment of risk-weighted assets (0.4%).

# 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

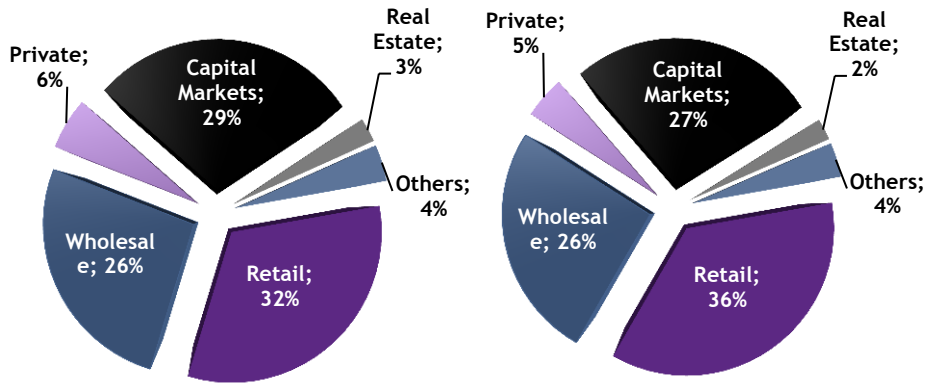
Mutual Benefit

Hospitality &  
Tolerance

Shari'a Inspired

# Business unit contribution

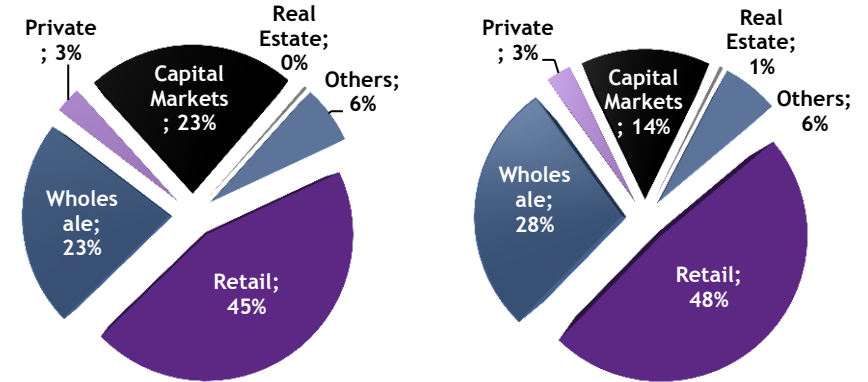
## Composition of Total Assets - AED Bn



31 Mar 2014 - AED 103.8 Bn

31 Mar 2015 - AED 114.1 Bn

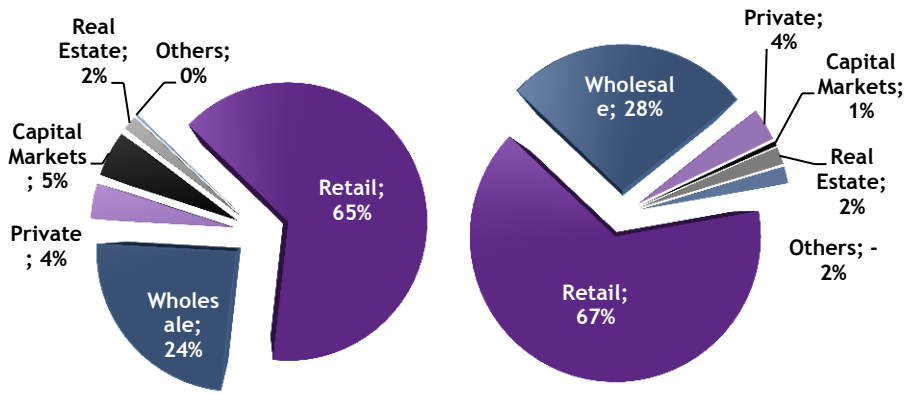
## Composition of Total Liabilities - AED Bn



31 Mar 2014 - AED 91.2 Bn

31 Mar 2015 - AED 100.0 Bn

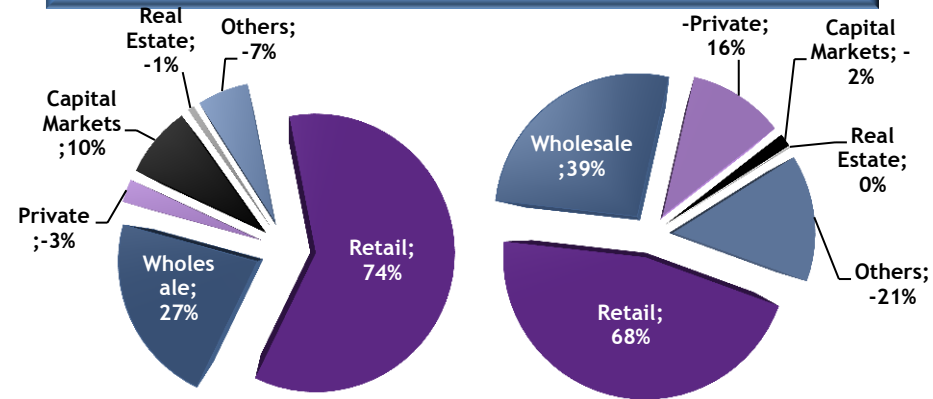
## Composition of Revenues - AED Mn



Q1 2014 - AED 1,073.0 Mn

Q1 2015 - AED 1,224.3 Mn

## Composition of Net profit - AED Mn



Q1 2014 - AED 409.5 Mn

Q1 2015 - AED 450.8 Mn

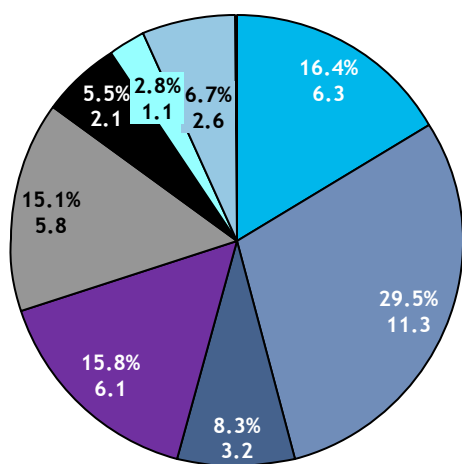
# Retail Banking overview

## Retail Banking contributes 67% of Net Revenues

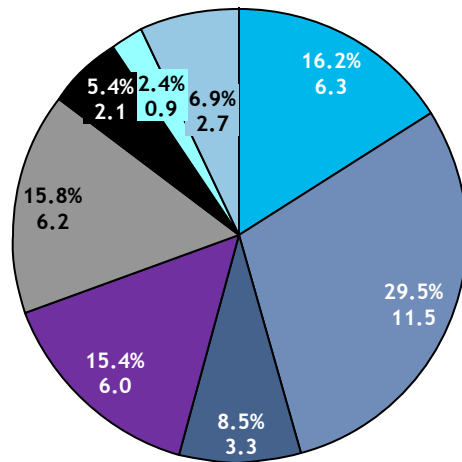
- Personal Banking Division provides services for individuals clients, while the Business Banking Division services the needs of SMEs.
- These services include a variety of Shari'a compliant financing.

### Gross Retail Financing Portfolio

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

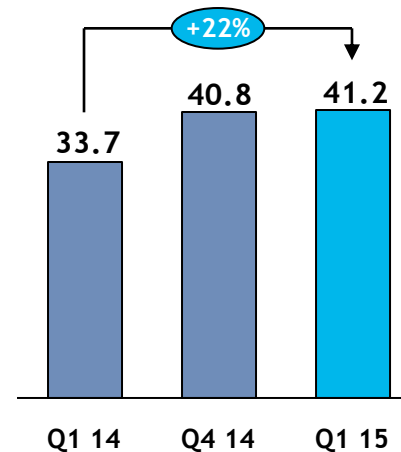


31 Dec 2014- AED 38.4 Bn

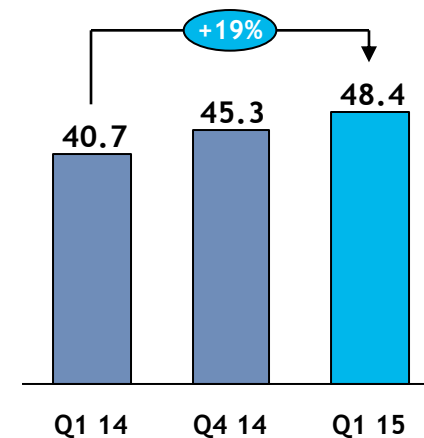


31 Mar 2015 - AED 39.0 Bn

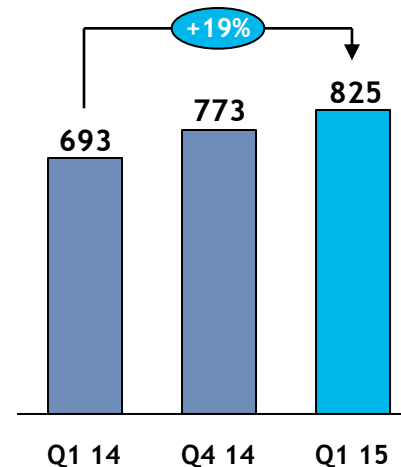
### Assets (AED Bn)



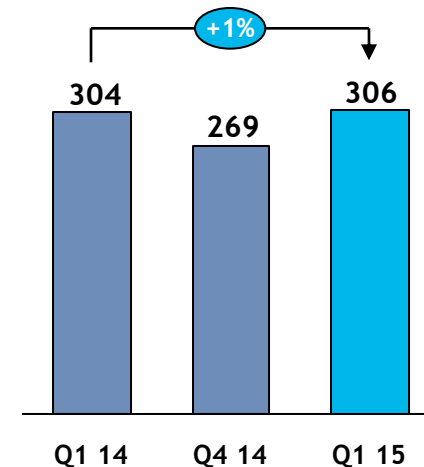
### Liabilities (AED Bn)



### Revenues (AED Mn)



### Net Profit (AED Mn)



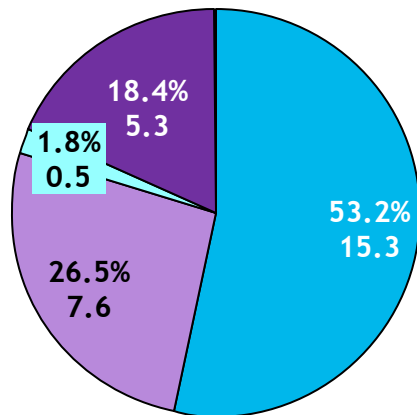
# Wholesale Banking overview

## Wholesale Banking contributes 28% of Net Revenues

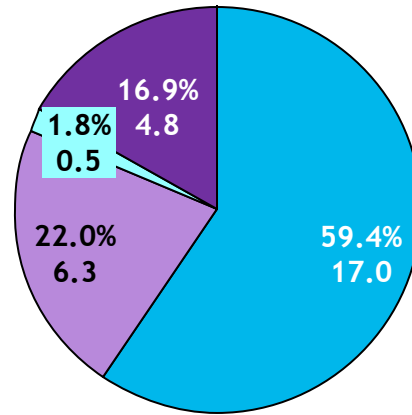
- Wholesale Banking encompasses the large corporates, emerging corporates and financial institutions divisions of the Bank. The array of services includes Transaction Banking and Corporate Finance and Investment Banking.

### Gross Wholesale Financing Portfolio

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

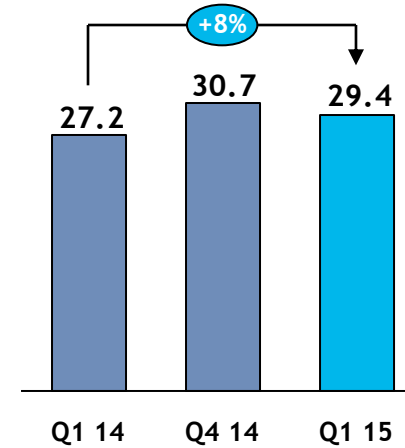


31 Dec 2014 - AED 27.0 Bn

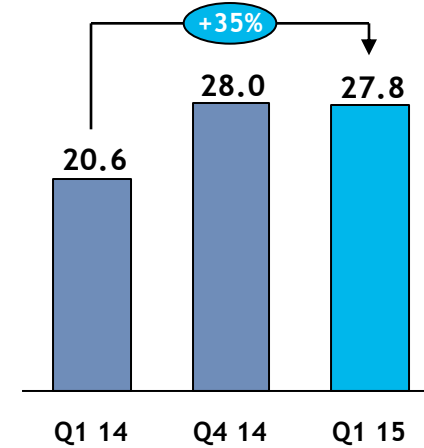


31 Mar 2015 - AED 28.7 Bn

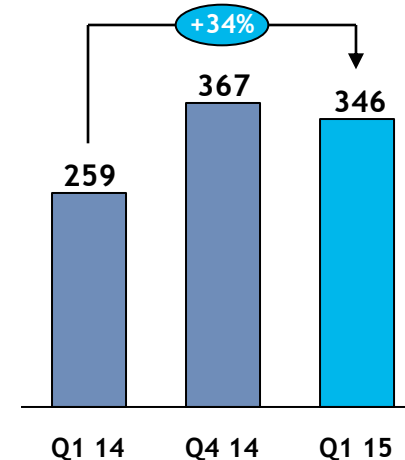
### Assets (AED Bn)



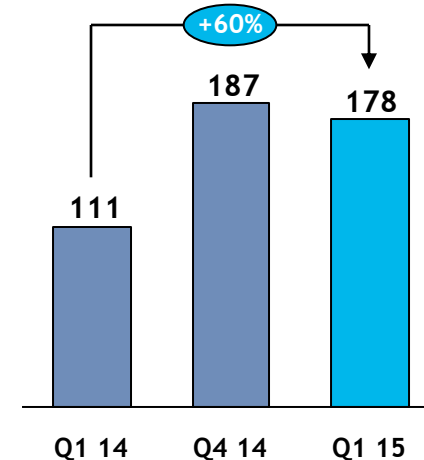
### Liabilities (AED Bn)



### Revenues (AED Mn)



### Net Profit (AED Mn)

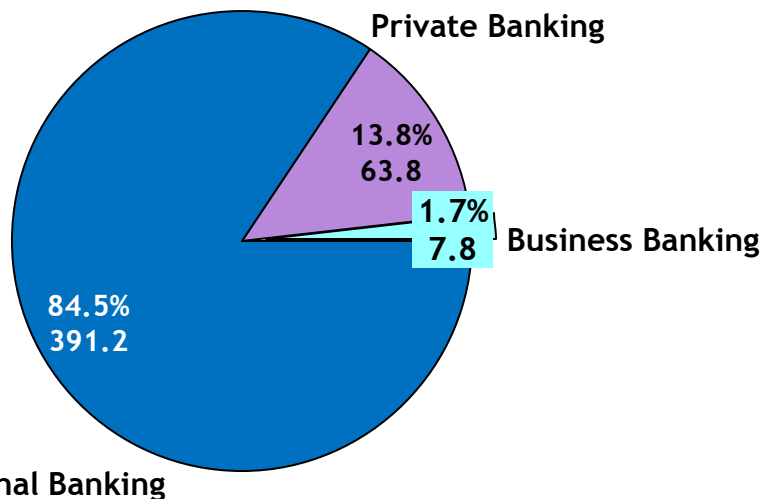


# Private Banking overview

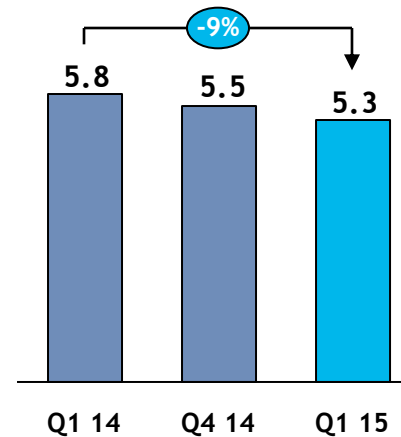
## Private Banking contributes 4% of Net Revenues

- 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.

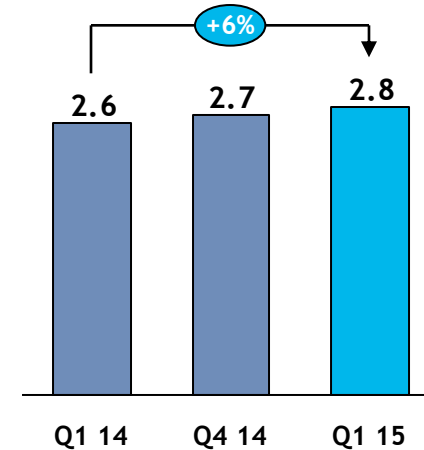
### Wealth Management AuM - AED 462.8Mn



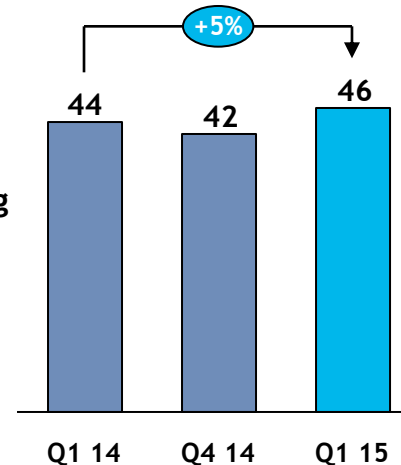
### Assets (AED Bn)



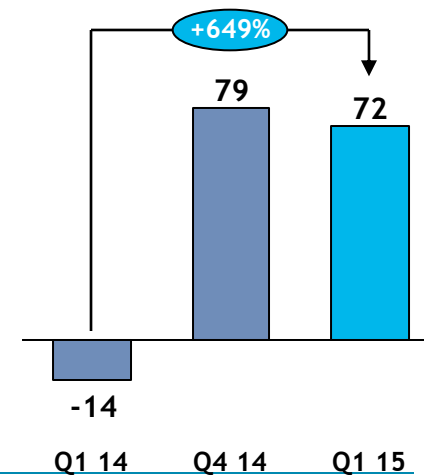
### Liabilities (AED Bn)



### Revenues (AED Mn)



### Net Profit (AED Mn)





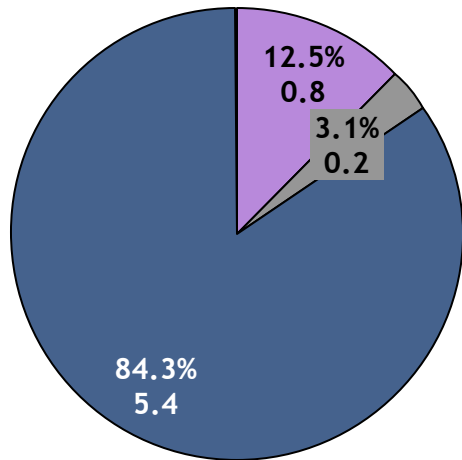
# Treasury overview

## Treasury contributes 9% of Net Revenues

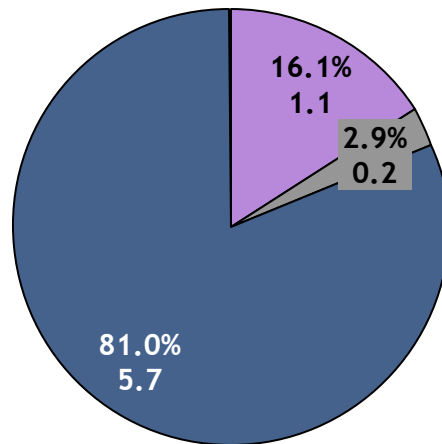
- Treasury principally handles money market brokerage, trading and treasury services, as well as the management of the Bank's funding operations by use of investment deposits.

### Investments

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

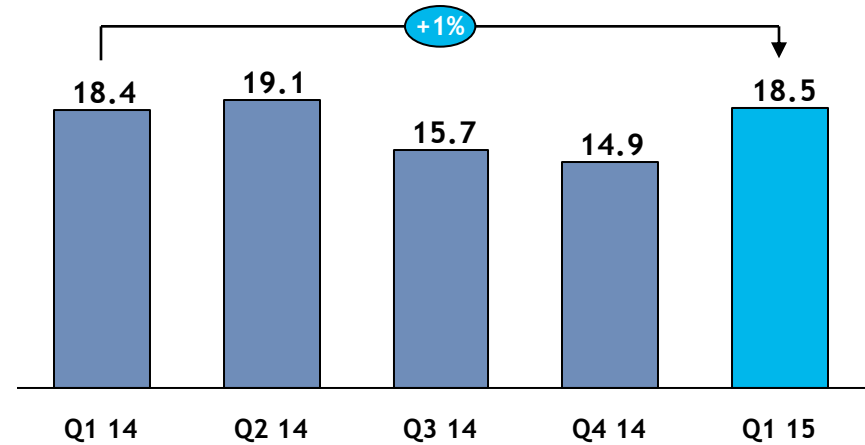


31 Dec 2014- AED 6.4 Bn

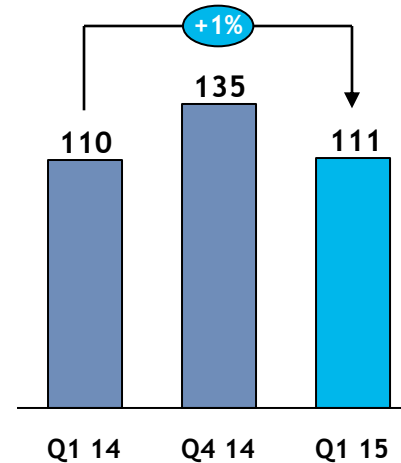


31 Mar 2015 - AED 7.1 Bn

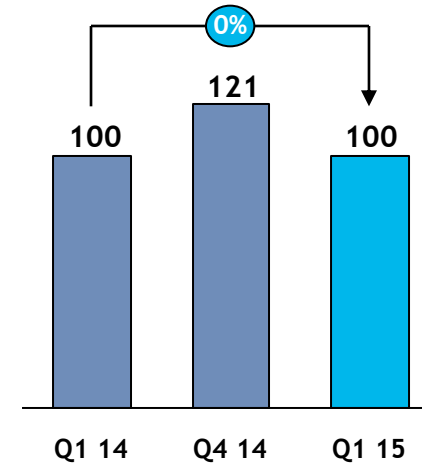
### Assets (AED Bn)



### Revenues (AED Mn)



### Net Profit (AED Mn)



# Agenda

Introduction

Financial Review

Business Review

Appendix

# Consolidated Statement of Income

AED Mn	Q1 14	Q4 14	Q1 15	% chg Q1 15 vs Q1 14	% chg Q1 15 vs Q4 14
<b>Revenues</b>	<b>1,073.0</b>	<b>1,256.2</b>	<b>1,224.3</b>	<b>14.1%</b>	<b>-2.5%</b>
Net Revenue from Funds	797.7	944.6	941.3	18.0%	-0.4%
Fees & commission	177.0	221.1	222.5	25.7%	0.6%
Investment income	79.4	63.4	78.2	-1.5%	23.3%
Foreign Exchange	18.6	25.6	(18.5)	-199.5%	-172.1%
Other income	0.4	1.4	0.8	75.9%	-46.3%
<b>Expenses</b>	<b>447.1</b>	<b>667.9</b>	<b>570.9</b>	<b>27.7%</b>	<b>-14.5%</b>
Employee cost	279.0	390.6	349.5	25.3%	-10.5%
Premises	41.0	48.3	53.6	30.7%	11.0%
Depreciation	35.4	48.1	49.9	41.1%	3.8%
Other Operating expenses	91.7	180.9	117.9	28.5%	-34.9%
<b>Operating Profit - Margin</b>	<b>625.9</b>	<b>588.3</b>	<b>653.4</b>	<b>4.4%</b>	<b>11.1%</b>
<b>Provision for impairment</b>	<b>216.5</b>	<b>178.7</b>	<b>202.6</b>	<b>-6.4%</b>	<b>13.4%</b>
- Individual / Specific	118.3	(418.7)	148.0	25.1%	-135.3%
- Collective / General	90.6	485.5	52.3	-42.3%	-89.2%
- Others	7.6	111.9	2.4	-68.9%	-97.9%
<b>Net Profit</b>	<b>409.5</b>	<b>409.6</b>	<b>450.8</b>	<b>10.1%</b>	<b>10.1%</b>

# Consolidated Balance Sheet

AED Mn%	31 Mar 2014	31 Dec 2014	31 Mar 2015	% chg 31 Mar 2015 vs 31 Mar 2014	% chg 31 Mar 2015 vs 31 Dec 2014
Cash and balances with Central Banks	20,988	18,758	21,163	0.8%	12.8%
Due from financial institutions	6,303	6,270	5,839	-7.4%	-6.9%
Net Customer financing	63,817	73,006	72,324	13.3%	-0.9%
Investments	6,108	6,429	7,052	15.5%	9.7%
Investment in associates	816	807	781	-4.3%	-3.2%
Investment and development properties	1,128	1,137	1,147	1.7%	0.9%
Other assets / fixed assets / intangibles	4,680	5,497	5,755	23.0%	4.7%
<b>TOTAL ASSETS</b>	<b>103,840</b>	<b>111,904</b>	<b>114,061</b>	<b>9.8%</b>	<b>1.9%</b>
Due to financial institutions	5,397	5,476	4,274	-20.8%	-21.9%
Customers' deposits	76,952	84,776	87,602	13.8%	3.3%
Other liabilities	4,218	3,374	3,521	-16.5%	4.3%
Sukuk payable	4,591	4,591	4,589	0.04%	-
<b>TOTAL LIABILITIES</b>	<b>91,157</b>	<b>98,217</b>	<b>99,986</b>	<b>9.7%</b>	<b>2.8%</b>
Share capital	3,000	3,000	3,000	-	-
Tier 1 sukuk	5,621	5,643	5,611	-0.2%	-0.6%
Proposed dividend	-	700	700	100%	-
Reserves	4,061	4,343	4,764	17.3%	9.7%
<b>TOTAL EQUITY</b>	<b>12,682</b>	<b>13,687</b>	<b>14,075</b>	<b>11.0%</b>	<b>2.8%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>103,840</b>	<b>111,904</b>	<b>114,061</b>	<b>9.8%</b>	<b>1.9%</b>

# Competitive landscape – ADIB vs. UAE Banks

## Peer Group Analysis for Q1 2015

		ADIB	ADCB	FGB	NBAD	UNB	MASHREQ	DIB	CBD	ENBD	RAK
Revenue - Q1 15	AED Mn	1,224	2,192	2,322	2,684	935	1,492	1,563	581	3,845	932
Operating Profit - Margin - Q1 15	AED Mn	653	1,492	1,797	1,670	684	887	991	389	2,766	555
Net Profit - Q1 15	AED Mn	451	1,249	1,420	1,423	615	668	850	295	1,671	362
Total assets	AED Bn	114.1	206.9	214.0	400.3	97.8	106.9	139.6	48.7	367.5	41.0
Customer deposits	AED Bn	87.6	128.5	142.9	249.8	69.7	71.2	104.1	34.7	260.4	29.9
Customer assets	AED Bn	72.3	141.1	142.8	200.2	66.9	56.7	81.9	33.8	248.9	26.1
Financing to deposit ratio	%	82.6%	109.8%	99.9%	80.1%	96.1%	79.6%	78.6%	97.4%	95.6%	87.3%
Return on Average Shareholders' Equity <sup>(1)</sup>	%	19.4%	23.7%	20.8%	17.4%	16.8%	17.1%	26.4%	16.3%	18.0%	21.5%
Capital Adequacy Ratio	%	14.7%	19.5%	18.0%	15.5%	18.7%	16.2%	17.0%	18.2%	20.5%	24.2%

Source: Financial Statements & MDA for the period ended 31 Mar 2015.

<sup>(1)</sup> Return on Average shareholders' equity calculation excludes Tier 1 payments from net profit and non-controlling interest & Tier 1 sukuk from equity balance.

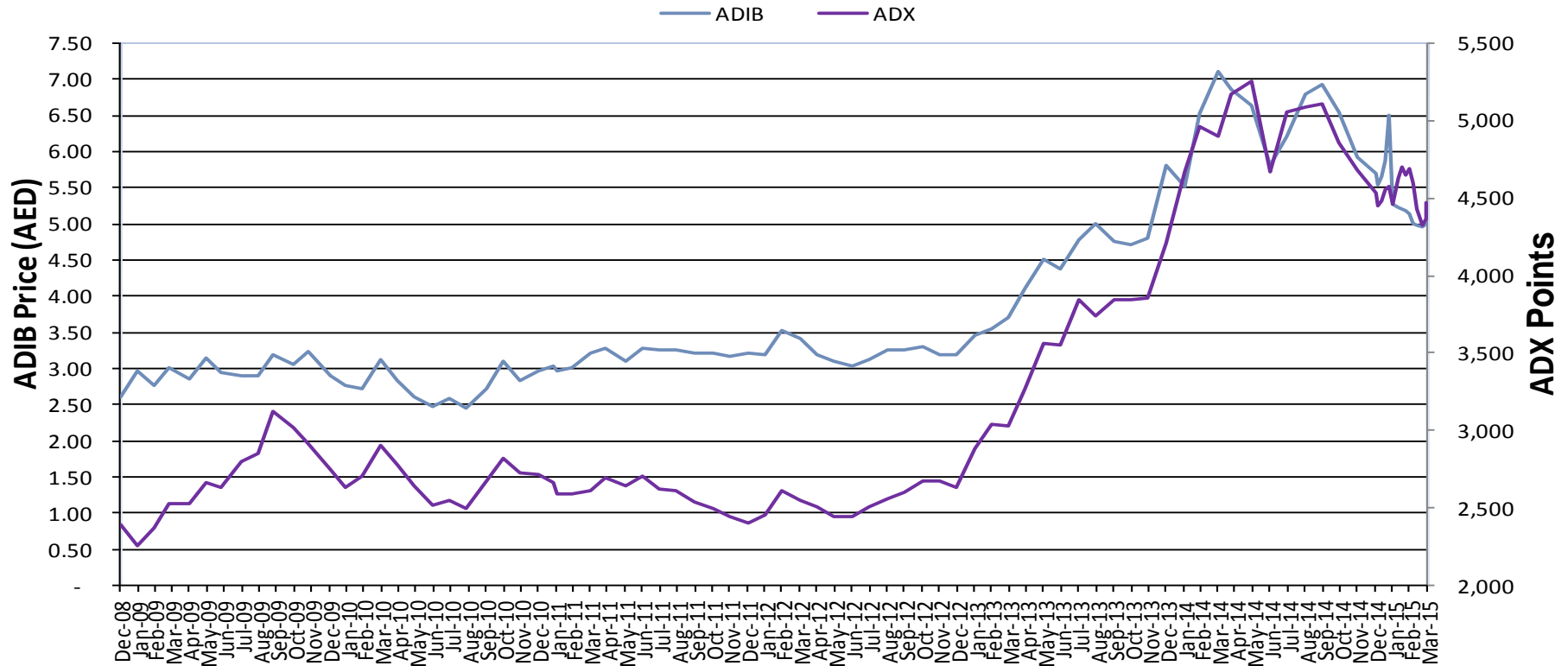
# Dividend Distribution History

	2007	2008	2009	2010	2011	2012	2013	2014
<b>Net Profit (Mn)</b>	769.0	851.1	78.0	1,023.6	1,155.1	1,201.2	1,450.2	1,750.7
<b>Cash Dividend Payout Ratio (% of Net Profit)</b>	51.2%	50.0%	-	50.0%	50.0%	50.0%	50.0%	40.0%
<b>Cash Dividend (% of Share Capital)</b>	20.0%	21.6%	-	21.6%	24.4%	25.4%	30.7%	23.3%
<b>Cash Dividends (Mn)</b>	394.1	425.6	-	511.8	577.5	600.6	725.1	700.2
<b>Total Dividend Yield</b>	3.2%	8.3%	6.9%	7.3%	7.7%	8.0%	9.9%	4.1%
<b>Bonus shares (Mn)</b>	-	-	394.1	-	-	-	635.3	-
<b>Bonus Shares (% of Share Capital)</b>	-	-	20.0%	-	-	-	26.9%	-

# Shareholders' Return

- 31 Mar 2015 share price was AED 5.00 per share (31 Dec 2014: AED 5.70 per share).
- Cash dividend of 40% of net profit, 23.34% of share capital (2013: 30.66% of share capital).
- Total dividend yield of ADIB share - 4.1%. (2013: 5.3% Cash dividend only).

## ADIB vs ADX



# Key Deals in Q1 2015



**USD 600,000,000**

Mandated Lead Arranger & Bookrunner



January 2015



**AED 400,000,000**

Structuring Advisor - Bridge Financing Facility




February 2015



**USD 16,000,000**

Structural Bilateral Deal



February 2015



**US\$ 500,000,000 Sukuk**

Joint Lead Manager & Bookrunner



March 2015



**US\$ 913,000,000 ECGD Backed Sukuk**

Joint Lead Manager & Bookrunner



March 2015

- One of few landmark transactions in Abu Dhabi market with quality credit standing in a growing industry.
- The funding was used for general corporate purposes and Capex expansion.

- ADIB successfully structured a bridge financing facility to KBBO group through Emirates Hospitals.
- The facility is a statement to ADIB's continuous support to the healthcare sector in Abu Dhabi.

- ADIB successfully closed USD 16 million financing facility for Mubarak Marine.
- The facility was uniquely designed to meet Mubarak Marine's financing needs.
- ADIB through its specialized finance unit has structured and arranged various syndicated facilities for shipping & offshore clients across various sectors ranging from tankers to offshore supply and specialist subsea construction vessels.

- ADIB acted as Joint Lead Manager and Bookrunner.
- The transaction attracted strong interest from international investors with 37% of demand from Europe/Asia and 63% from the Middle East .
- Order book in excess of USD 3 billion (6x oversubscription), with over 140 accounts participating.

- ADIB acted as Joint Lead Manager and Bookrunner.
- The world's first Sukuk financing supported by ECGD.
- The largest ever capital markets offering in aviation space with an Export Credit Agency guarantee.
- Distribution: MENA (39%), Europe (32%), US (29%), Asia (0.3%).
- Banks/Private Banks (38%), Fund managers (47%), Insurance/Pension Funds (15%).



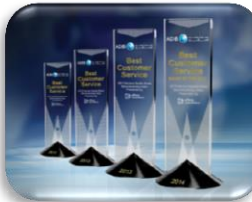
# An award winning Bank (1/3)



**“SKEA - Gold category”**  
Sheikh Khalifa Excellence award 2014



**“Best Overall Bank in Customer Service”** in the GCC by Ethos consultancy



**“Best Overall Bank in Customer Service”** for 4 consecutive years in the UAE by Ethos consultancy



**Best Islamic Bank of the year in the Middle east and UAE - Banker Magazine by Financial Times**



**“Best Bank of the year in the UAE”**- Banker Magazine by Financial Times



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



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



**“Best Branch Award in the UAE”** for 2014 by Ethos Consultancy

# An award winning Bank (2/3)



“Best Islamic Bank in the UAE”  
in the UAE **Islamic Finance News**



“Best Islamic Bank”  
in the UAE by **Global Finance**



“Best Overall Islamic Bank “  
**International Financial Law Review**  
Magazine 2014



“Most Recommended Bank in  
the UAE” by **Souq Al Mal**



“Best Treasury services  
by **Islamic Finance News** 2013



“Best Islamic Bank”  
by **EMEA Finance** 2014



“Best overall Islamic retail  
Bank”  
by **Global Finance** 2014



“Best retail bank for 2014” by  
**Islamic Banking and Finance Magazine**

# An award winning Bank (3/3)

**ASIAMONEY**

“Best Islamic Bank in the Middle East and UAE “ by **Asia Money**

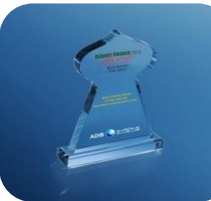
“Best private Bank in the UAE” by **Wealth Briefing GCC awards**



“Best Loyalty Card” by **Freddie Award**



“Best Nationalisation initiative” by **MENA HR excellence**



“Best Corporate Finance for Barclays Deal” by **Islamic Finance News**



“Best Treasury services in the Middle east” by **EMEA Finance**



“Best Call Centre Award in the UAE” for 2014 by **Ethos Consultancy**



“Seatrade for shipping award” by **Seatrade Maritime**

# Disclaimer

The information contained herein has been prepared by Abu Dhabi Islamic Bank PJSC (ADIB). ADIB relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This presentation has been prepared for information purposes only and is not and does not form part of any offer for sale or solicitation of any offer to subscribe for or purchase or sell any securities nor shall it part of it form the basis of or be relied on in connection with any contract or commitment whatever.

Some of this information in this presentation may contain projections or other forward-looking statements regarding future events or the future financial performance of ADIB. These forward-looking statements include all matters that are not historical facts. The inclusion of such forward-looking information shall not be regarded as representation by ADIB or any other person that the objectives or plans of ADIB will be achieved. ADIB undertakes no obligation to publicly update or publicly revise any forward-looking statement, whatever as a result of new information, future events or otherwise.