

# Investor Presentation Q2 2014

Abu Dhabi: August 2014

# Agenda

Introduction

Financial Review

Business Review

Appendix

# ADIB at a glance

## Overview

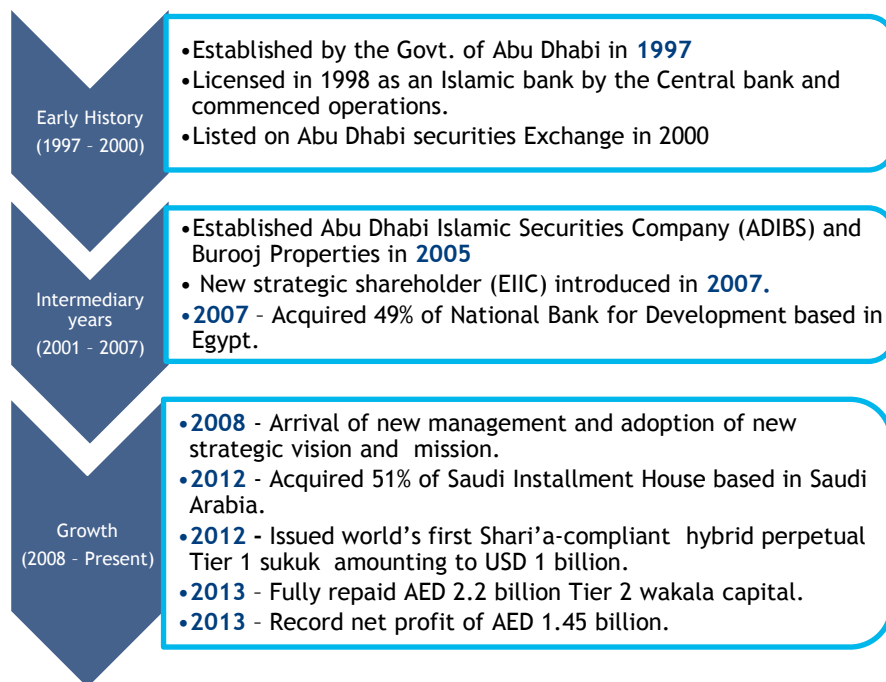
- Incorporated in **1997** to serve as first Islamic Bank in the Emirate of Abu Dhabi.
- Majority owned by members of the ruling family of Abu Dhabi and sovereign wealth fund
- Listed on Abu Dhabi Securities Exchange (ADX).

## 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 30 June 2014)	Market Cap (Price @ AED 5.80)	<b>AED 17.4 bn (US\$ 4.7 bn)</b>
	Diluted EPS / share (AED) - Annualised	<b>0.436</b>
	PE Ratio	<b>13.3 times</b>
	Price / Book Ratio	<b>2.37</b>
	Shares Issued (@ AED 1)	<b>3.0 Bn</b>

## ADIB - Timeline and milestones



## Presence

- Domestic - 80 Branches and 606 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**  
April 2014

*“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

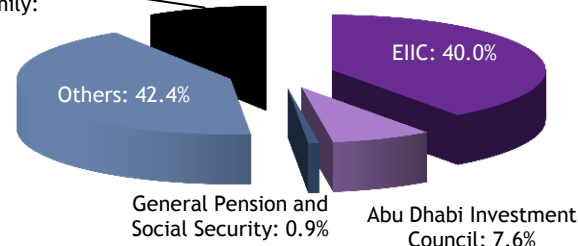
**“AAA” Stable**  
February 2014

# Ownership & Corporate Structure

## ADIB Ownership

- ADIB is mainly owned by over 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: 9.1%



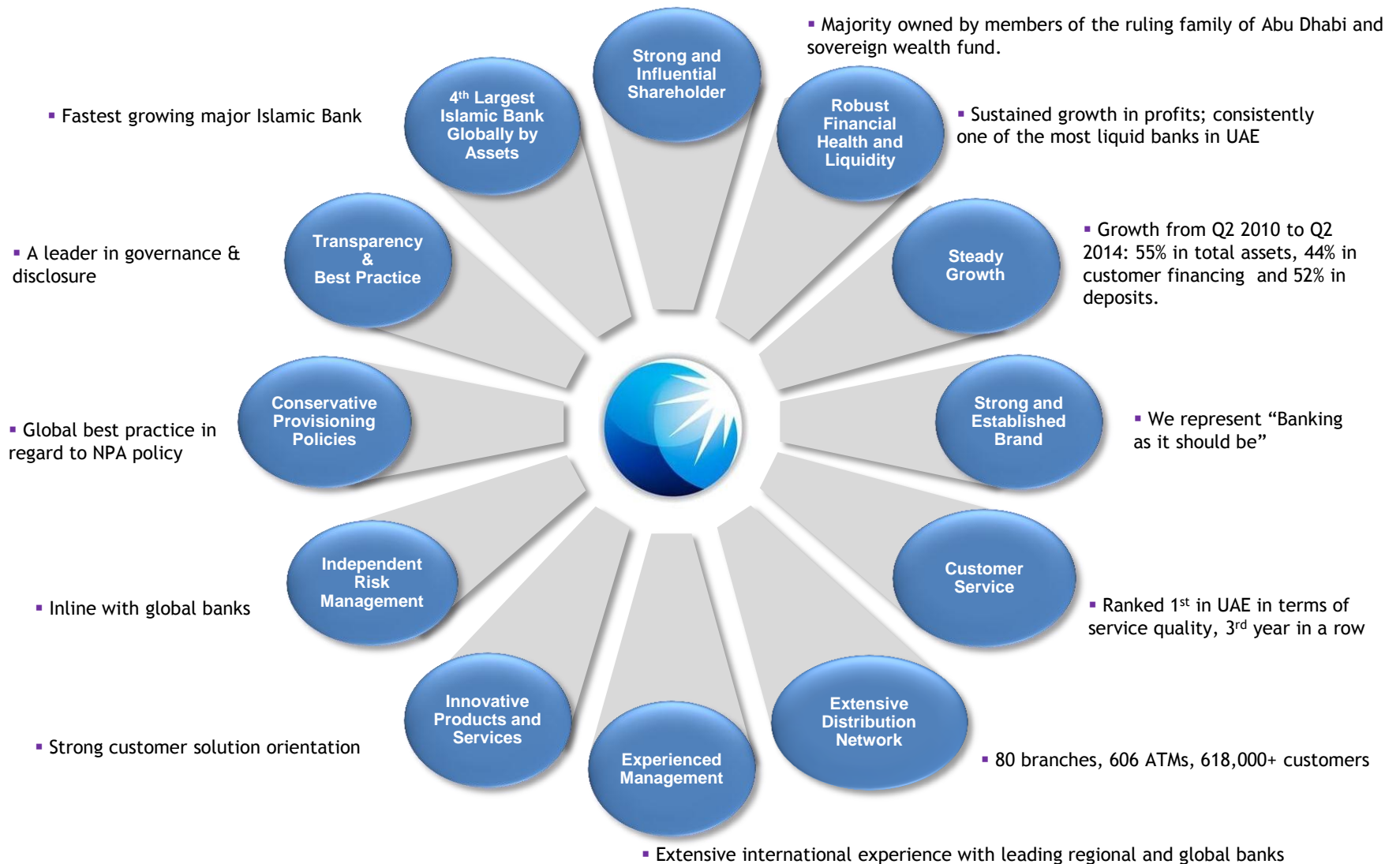
## Subsidiaries

- 
 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.
- 
 ADIB Holdings (Jersey) (100%) is a Trust service company established in 2013.
- 
 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 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.
- 
 Abu Dhabi Merchant Acquiring company (51%) acquired in 2014.
- 
 Abu Dhabi National Takaful (40%) offers insurance services.
- 
 Bosna Bank International (27%) is an Islamic bank based in Bosnia.

# Key Strengths



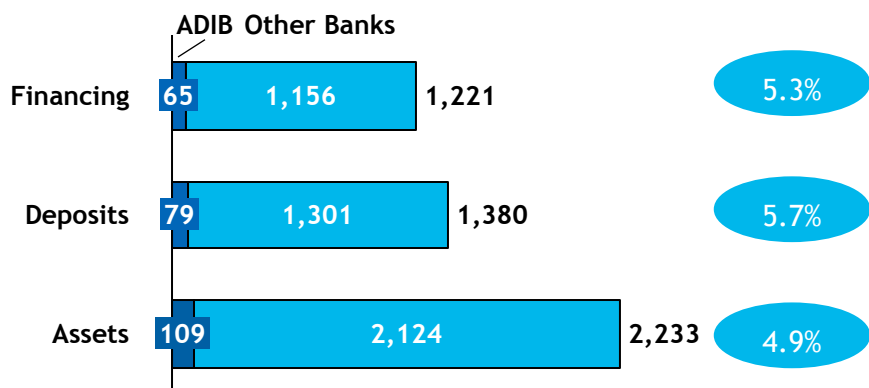
# UAE Banking Sector

## Highlights

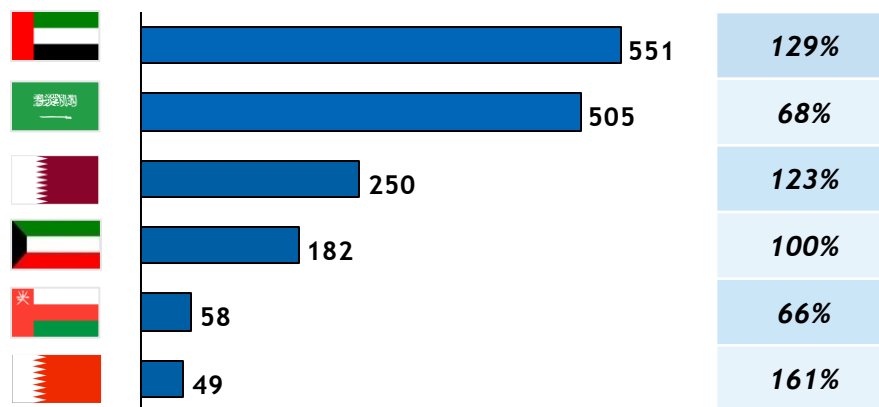
- UAE Banking sector is the largest by assets in the GCC; the UAE banking sector accounts for ~30% of the GCC total.
- Banking assets are over 129% of GDP, the second highest in the region after Bahrain.
- Strong growth in 2014 - deposits have grown by 7.9%, financing by 3.5% and total assets by 6.3% upto May 2014.
- Strong Capital Adequacy Ratio of 18.5% as of Mar 2014. (Tier 1 ratio of 16.2%)
- ADR ratio for UAE banking sector is at 88.4% as of May 2014.

UAE Banking Sector (AED Bn)	Dec 12	Dec 13	May 14
Total Assets - Gross	1,877.0	2,100.3	2,233.1
Certificates of deposit held by Banks	95.1	107.9	112.7
Investments by Banks	155.2	186.7	211.9
Bank Deposits	1,167.8	1,278.9	1,380.4
Bank Credit - net	1,099.1	1,177.3	1,220.6
Specific Provision	67.9	77.5	84.6
General Provision	17.5	19.2	21.4
Capital Adequacy ratio	21.0%	19.3%	18.5%*
<b>Branches</b>			
- 23 National Banks	805	841	855
- 28 Foreign Banks	85	87	87

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



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



# Agenda

Introduction

**Financial Review**

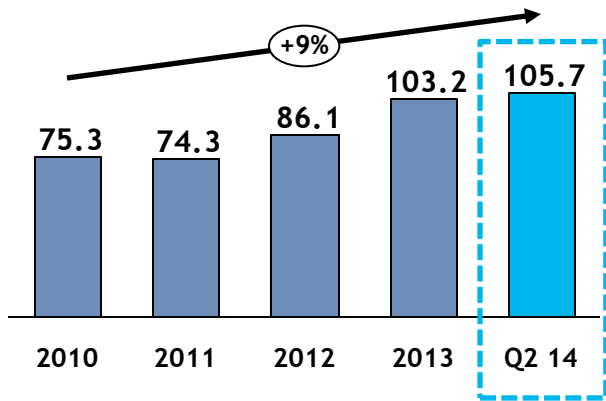
Business Review

Appendix

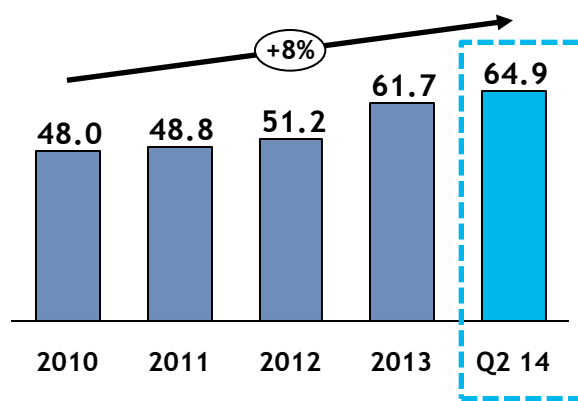


# Financial Snapshot (1/2)

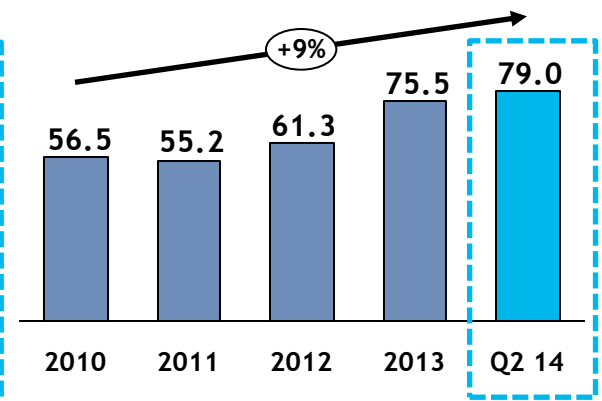
Total Assets (AED Bn)



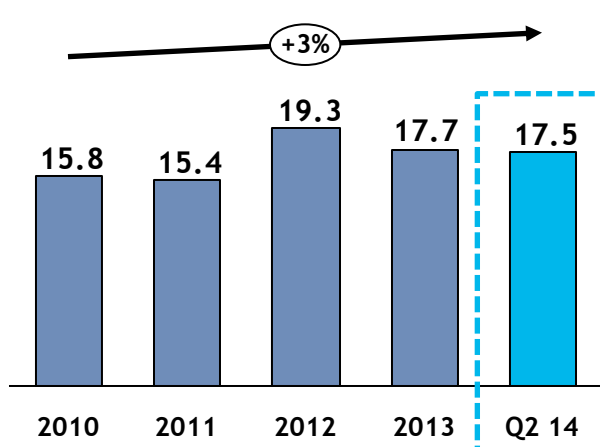
Net Customer Financing (AED Bn)



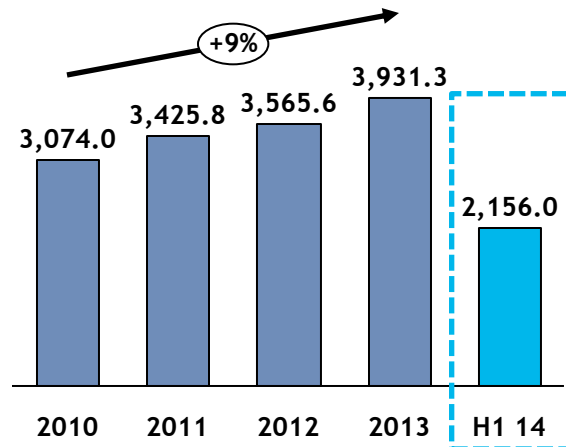
Customer Deposits (AED Bn)



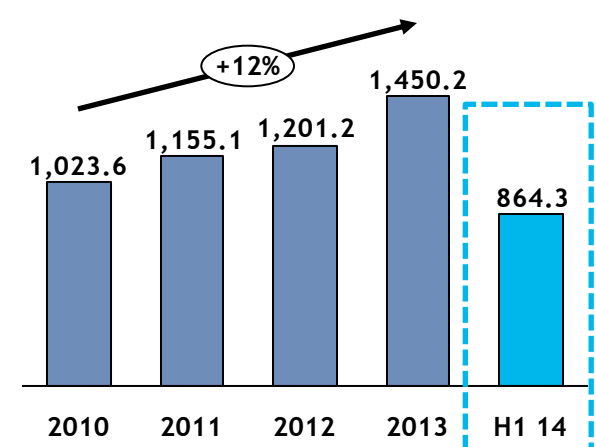
Capital Resources (AED Bn)



Revenues (AED Mn)

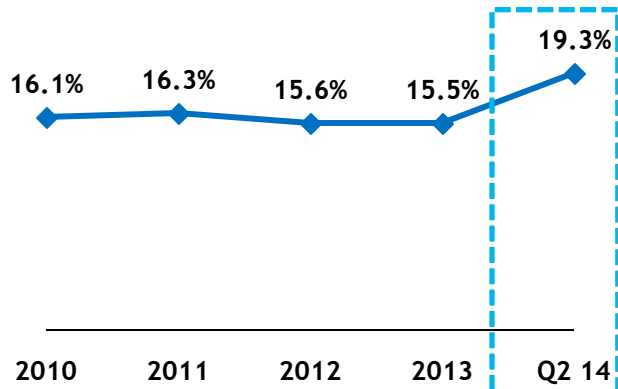


Net Profit (AED Mn)

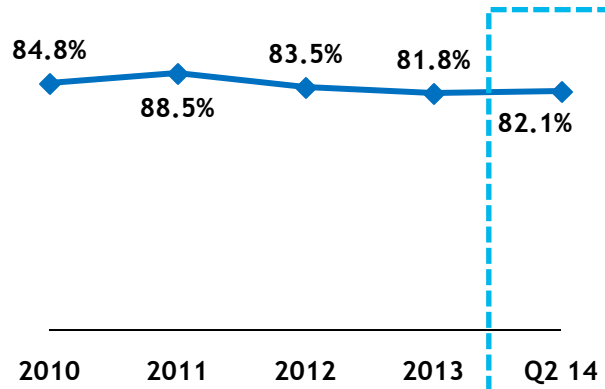


# Financial Snapshot (2/2)

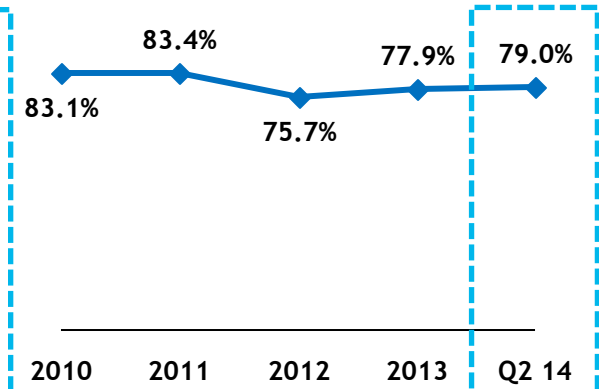
### Return on Avg Shareholders' Equity (%)



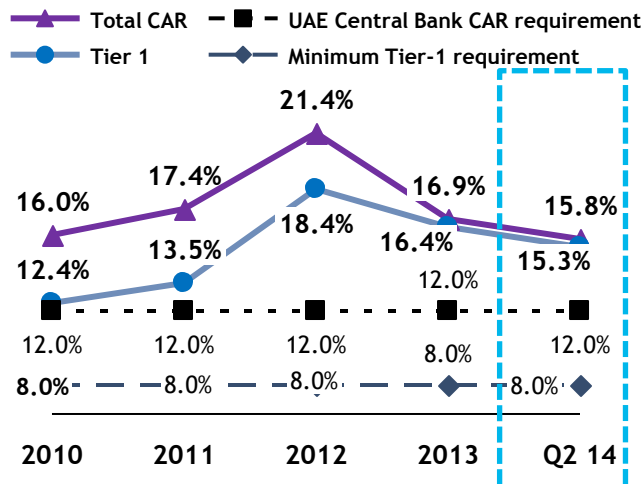
### Financing to Deposits Ratio (%)



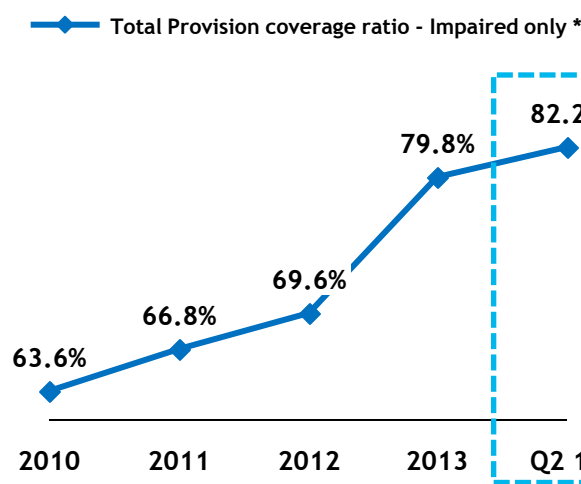
### Advances to Stable Funds Ratio (%)



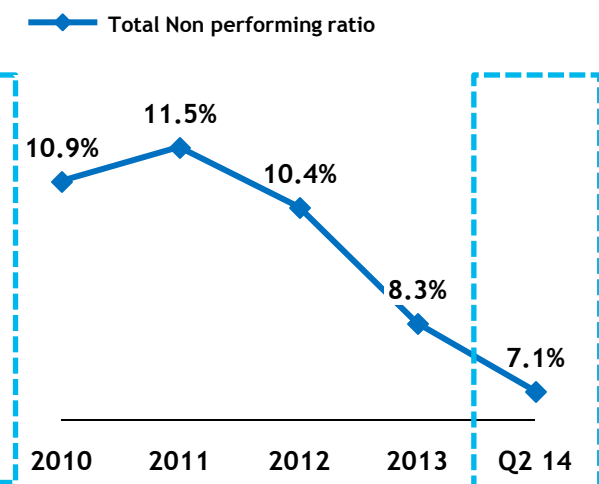
### CAR (%)



### Provision Coverage (%)



### Non - Performing Ratio (%)



# June 2014 in review - key financial highlights

## Balance sheet highlights

AED Bn	June 13	June 14	Change %
Total assets	91.6	<b>105.7</b>	15%
Net customer financing	56.2	<b>64.9</b>	15%
Customers' deposits	66.9	<b>79.0</b>	18%
Total equity	12.5	<b>12.7</b>	3%
Total capital resources	17.1	<b>17.5</b>	2%

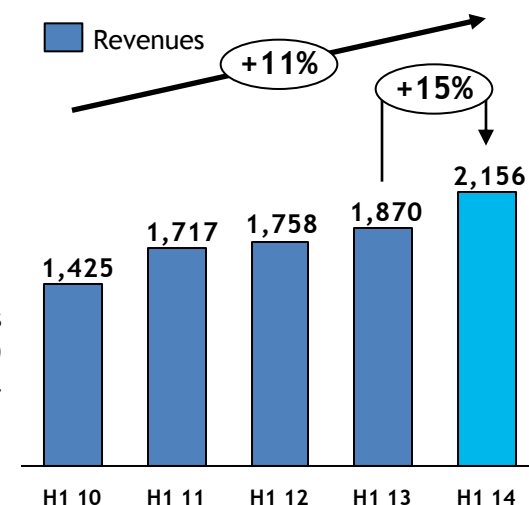
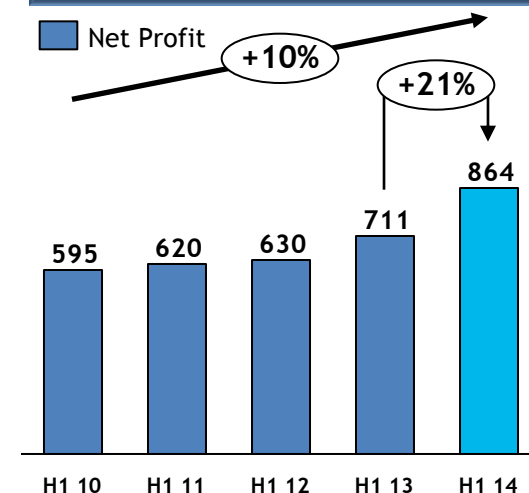
- **Total assets** increased by 15% over Q2 2013 to reach AED 105.7 Bn.
- **Customer financing** increased by 15% from Q2 2013 to reach AED 64.9 Bn.
- **Customer deposits** increased by 18% over Q2 2013 and Advances to Stable Funds Ratio at 30 June 2014 strengthened to 79.0%.
- **Capital adequacy ratio** at 30 Jun 2014 was 15.80% - Basel II. Tier 1 ratio at 30 Jun 2014 was 15.34%.
- **Capital resources** reached AED 17.5 Bn, a increase of 2% vs. Q2 2013.

## Income statement highlights

AED Mn	H1 13	H1 14	Change %
Revenue	1,869.6	<b>2,156.0</b>	15%
Expenses	792.8	<b>899.4</b>	13%
Operating profit	1,076.8	<b>1,256.6</b>	17%
Provision for impairment	365.4	<b>392.3</b>	7%
Net profit	711.4	<b>864.3</b>	21%

- **Revenues** up by 15% on the back of lower funding cost and higher fees and commissions.
- **Expenses** up by 13% mainly due to continuous investment in our franchise, network, systems and people.
- **Operating profit** up by 17%.
- **Provision for impairment** up by 7%. This includes AED 3.3 Mn (30 Jun 2013: AED 67.8 Mn) pertaining to Burooj Properties LLC, a real estate subsidiary of the Bank.
- **Net profit** up by 21% on continued growth in core operations.

## Key performance indicators

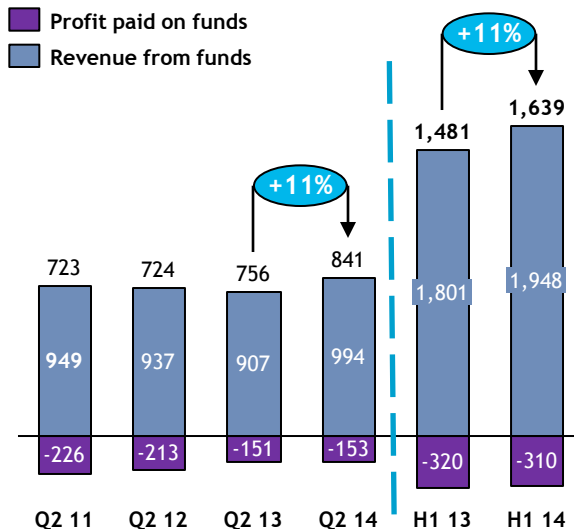


# Operating Performance

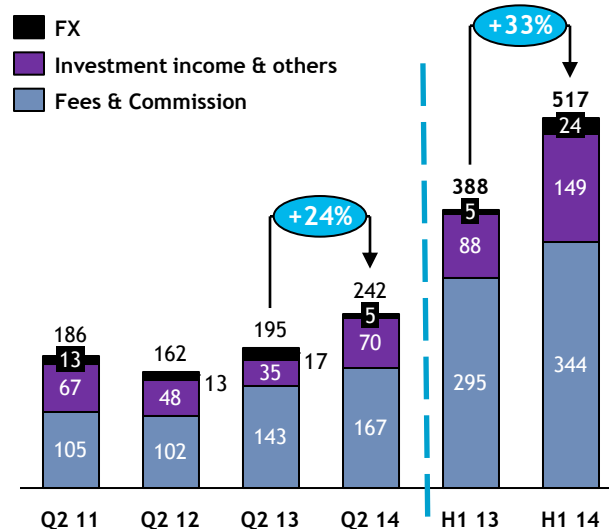
## Highlights (H1 14 vs. H1 13)

- Revenues, up by 15% at AED 2,156 Mn.
- Net revenue from Funds (NRFF) 11% higher, primarily driven by 8% increase in customer financing revenues.
- Funding cost dropped by 3% y-o-y due to continuous CASA growth and reduction in expensive wakala deposits.
- Fees & commission up 17%, mainly due to increase in fees from brokerage, retail and trade finance businesses.
- Investment income higher by 91% mainly due to increase in trading gains (160%).
- Non-NRFF based income increased to 24% of total revenue compared to 21% in H1 2013.

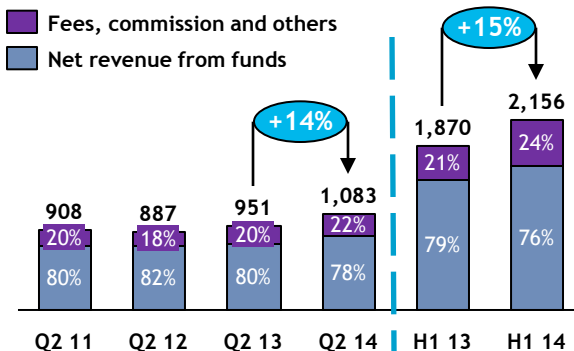
## Net Revenue from Funds (AED Mn)



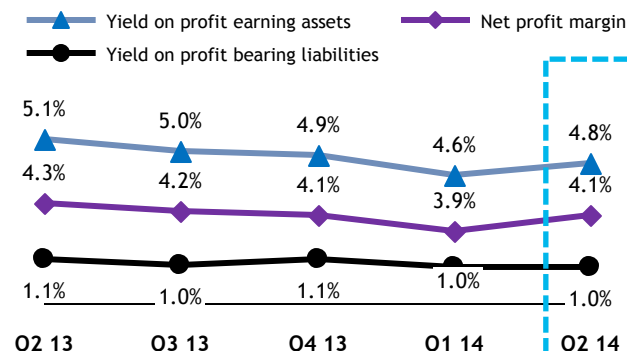
## Fees, commission and others (AED Mn)



## Revenues (AED Mn)



## Evolution of Yields (%)



# Key ratios

Ratios		June 2013	June 2014
Efficiency	Diluted Earnings per share (EPS in AED)	0.185	0.228
	Return on Average Shareholders' Equity (excluding GoAD - Tier 1 capital)	16.5%	19.3%
	Net profit margin (%)	4.3%	4.1%
	Cost / income ratio	42.4%	41.7%
Liquidity	Percentage lent (Financing / Total Assets)	61.9%	61.4%
	Financing to Deposits ratio	84.0%	82.1%
	Advances to Stable funds ratio	79.1%	79.0%
	Liquid Assets to Total Assets ratio	25.9%	25.8%
Solvency	Capital Adequacy	17.3%	15.8%
	Tier -1 ratio	16.9%	15.3%
	Leverage ratio (Assets / Equity)	724%	816%
Asset Quality	Non - performing ratio (NPA / Gross Financing)	7.6%	5.7%
	Total provision coverage (Total provisions / NPA)	72.8%	82.2%
	Specific provision coverage (Specific provisions / NPA)	53.7%	53.2%
	Total provisions / Gross Customer Financing	5.5%	4.7%

# Competitive landscape – ADIB vs. UAE Banks

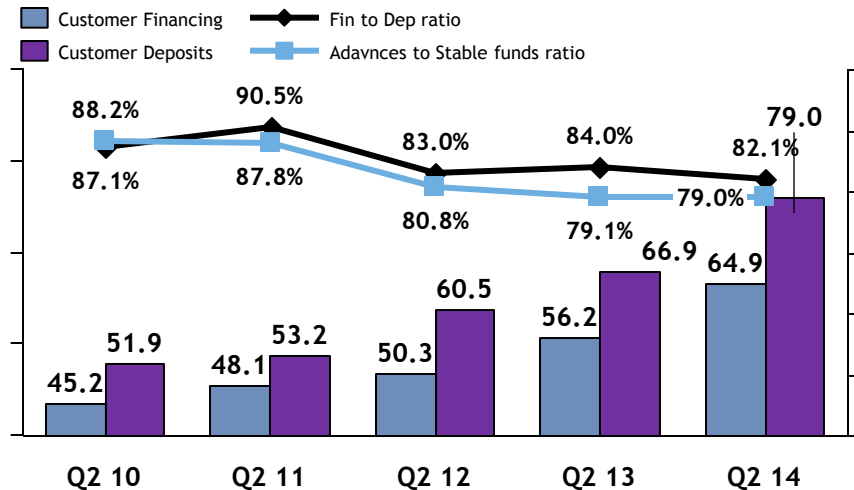
## Peer Group Analysis for June 2014

		ADIB	ADCB	FGB	NBAD	UNB	MASHREQ	DIB	CBD	ENBD	RAK
Revenue - H1 14	AED Mn	2,156	3,775	4,539	5,089	1,596	2,853	2,659	1,052	7,042	1,699
Operating Profit - Margin - H1 14	AED Mn	1,257	2,569	3,532	3,425	1,136	1,791	1,705	718	4,905	959
Net Profit - H1 14	AED Mn	864	2,161	2,693	2,829	1,032	1,209	1,337	581	2,350	700
Total assets	AED Bn	105.7	197.8	198.2	348.5	92.2	103.9	123.2	46.3	348.3	34.5
Customer deposits	AED Bn	79.0	119.0	137.5	237.4	67.0	70.8	94.8	32.3	252.9	25.5
Customer assets	AED Bn	64.9	134.3	128.2	181.7	62.0	56.0	66.1	31.3	241.8	23.4
Financing to deposit ratio	%	82.1%	112.8%	93.2%	76.5%	92.6%	79.1%	69.7%	97.0%	95.6%	91.8%
Return on Average Shareholders' Equity <sup>(1)</sup>	%	19.3%	19.0%	19.8%	18.0%	14.7%	16.4%	22.5%	16.8%	12.5%	22.9%
Capital Adequacy Ratio	%	15.8%	20.1%	19.0%	16.2%	18.9%	16.1%	16.4%	20.0%	19.6%	25.5%

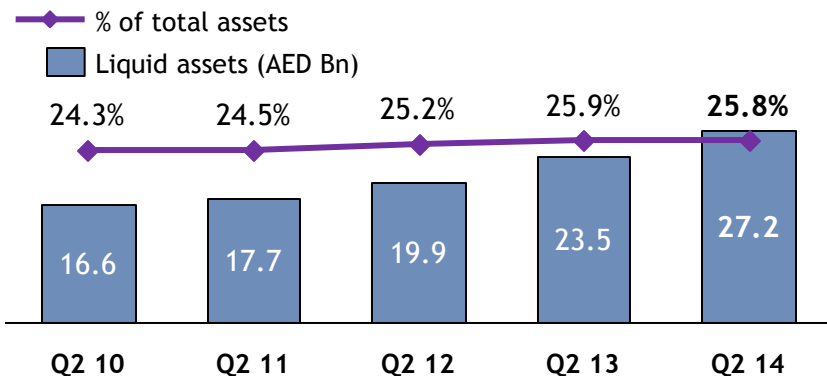
# Balance Sheet Strength

Consistently remains one of the most liquid banks in the UAE

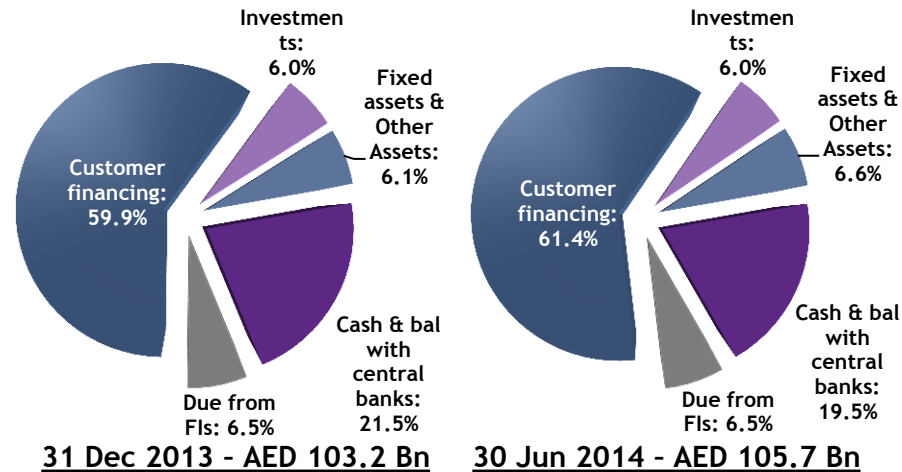
## Net Customer Financing & Customers' Deposits (AED Bn)



## Liquidity ratio\* (%)



## Composition of Total Assets - AED Bn



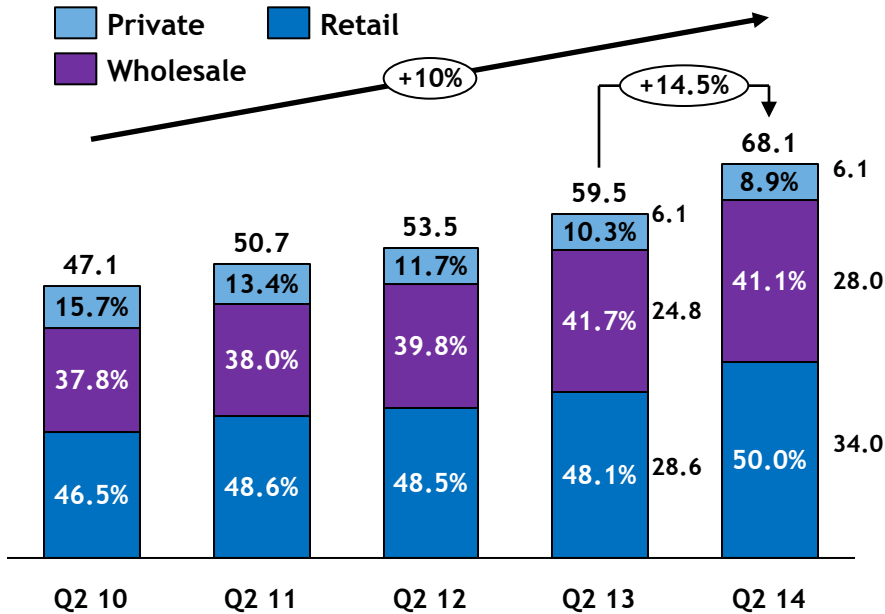
## Highlights

- One of the most liquid banks, with Net interbank assets & Central Bank CD's of AED 12.9 Bn as of Q2 2014.
- 4 year CAGR (Q2 2010 - Q2 2014)
  - Total Assets 11.5%
  - Customer financing 9.5%
  - Customers' Deposits 11.1%
- Net Profit Margin (NPM) was 4.1% for Q2 14.
- Advances to Stable Funds ratio was 79.0% as of Q2 14 compared to 79.1% as of Q2 13.

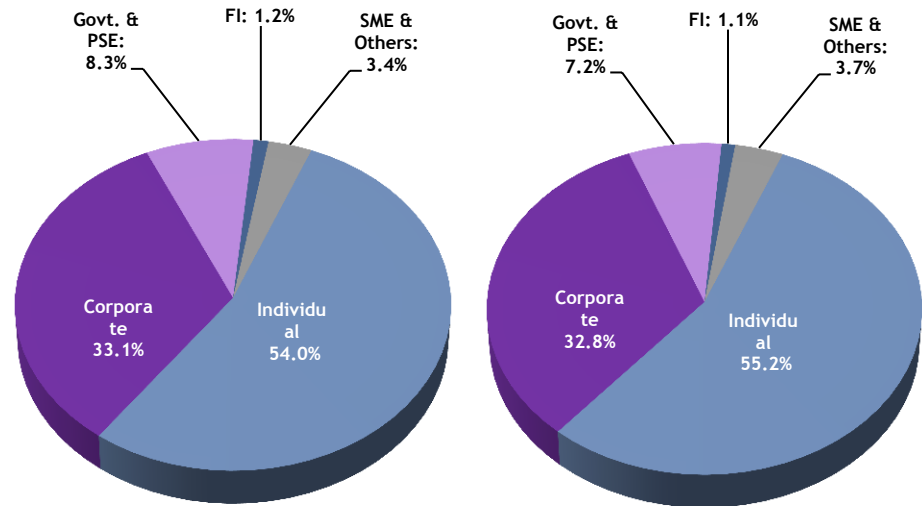
# Customer Financing Assets

Portfolio growth of 14% since Q2 13 driven by strong performance from Wholesale bank (13%) and Retail (19%)

## Gross Customer Financing by Segment



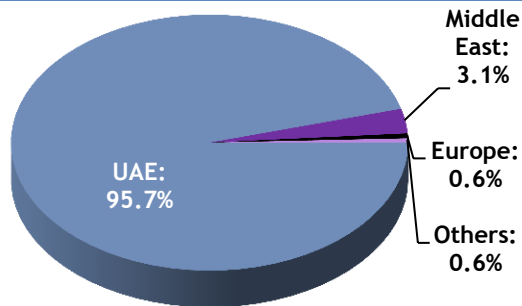
## Gross Customer Financing by Customer Segment



31 Dec 2013 - AED 65.1 Bn

30 Jun 2014 - AED 68.1 Bn

## Gross Customer Financing by Geographic Region



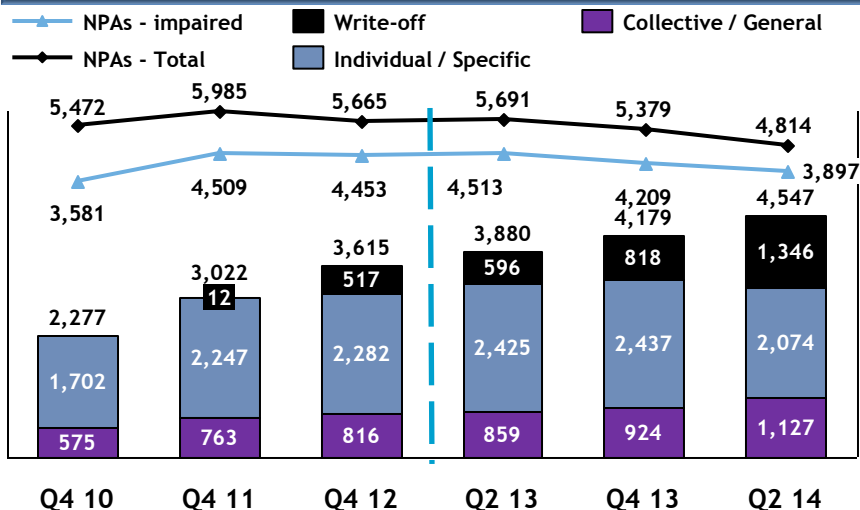
## Highlights

- Net customer financing assets increased by 5% vs. Dec 13 (+AED 3.1 Bn) and 15% YoY (+AED 8.7 Bn) to AED 64.9 Bn.
- Customer financing growth driven by financing to Retail, Wholesale & Private banking business.
- Universal banking model under pinned by strong Retail franchise.
- Diversified financing portfolio across various segments.
- Top 3 retail bank in the UAE.

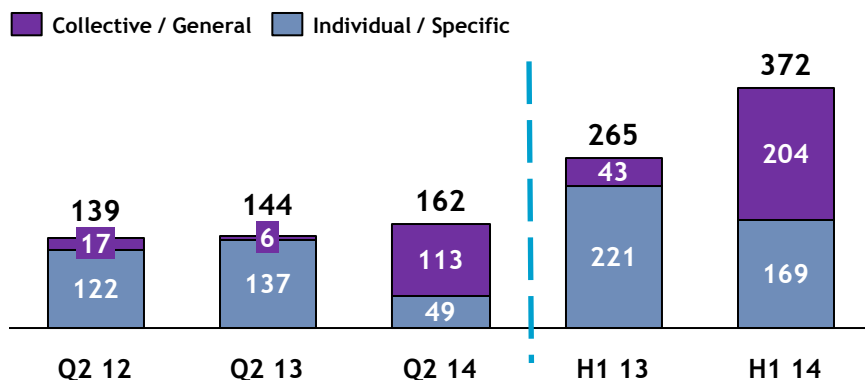


# Asset quality - Customer financing only

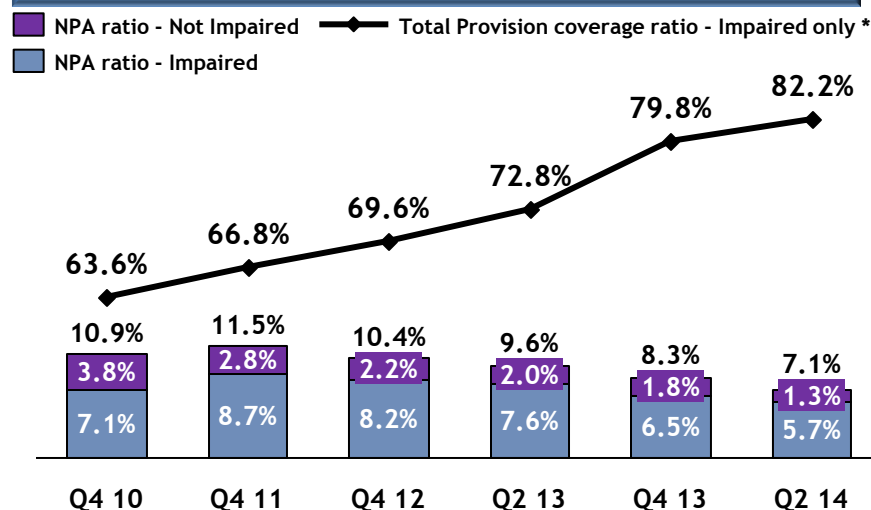
## Provisions and NPAs - Customer financing (AED Mn)



## Impairment charge - Customer financing (AED Mn)



## NPA ratio and provision coverage ratio

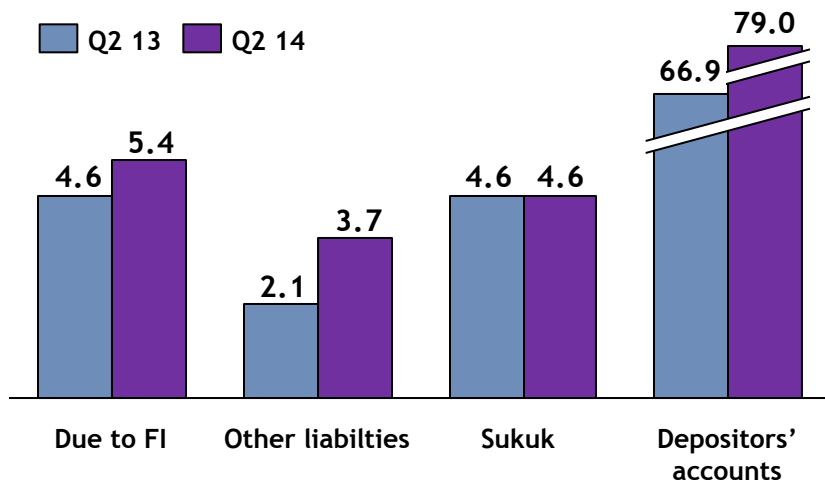


## Key points

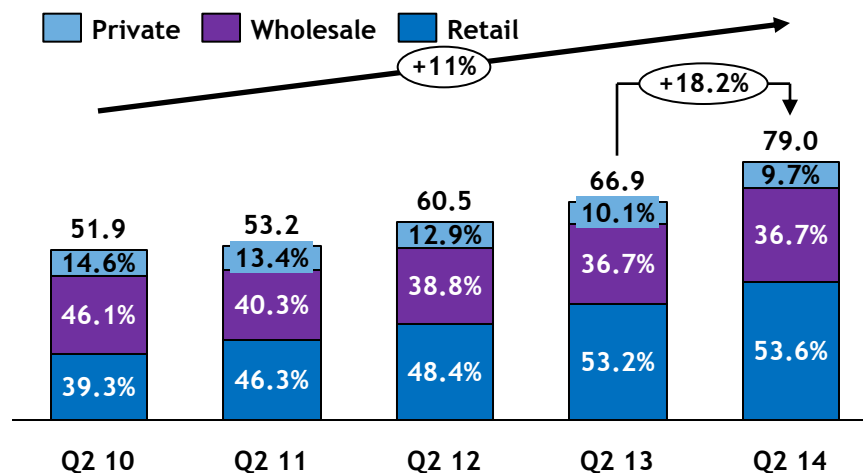
- Total NPAs decreased by AED 565 Mn - 10.5% during H1 2014 to reach AED 4,814 Mn (31 Dec 13: AED 5,379 Mn).
- Impaired NPAs ratio improved to reach 5.7% as at 30 Jun 2014 (6.5% at end Q4 2013) with coverage improving to 82.2% (31 Dec 2013: 79.8%).
- Collective provisions of AED 1,127 Mn at end of Q2 2014 represents 1.62% of Customer Credit RWAs.
- Individual provisions of AED 2,074 Mn at 53.2% of impaired NPAs at end of Q2 2014 (31 Dec 2013: 57.9%).
- Total provisions of AED 3,202 Mn (net of write-off of AED 1,346 Mn), represents 4.70% (31 Dec 2013: 5.16%) of Gross Financing portfolio.

# Funding Profile

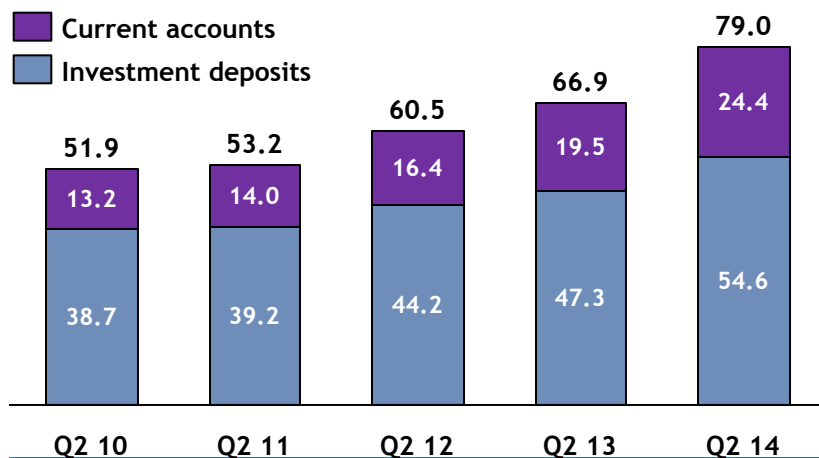
## Composition of Liabilities (AED Bn)



## Customers' Deposits by Segment (AED Bn)



## Customers' Deposits by Type (AED Bn)



## Highlights

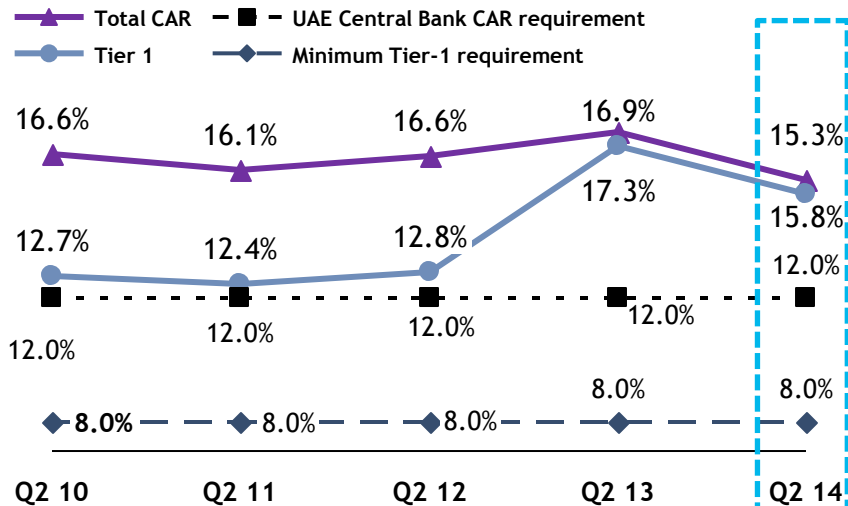
- June-end 14 customers' deposits increased by 5% vs. Dec 13 (+AED 3.5 Bn) and 18% YoY (+AED 12.2 Bn) to reach AED 79.0 Bn.
- Customer financing-to-deposits ratio stood at 82.1% and regulatory Advances to Stable Funds ratio at 79% which remained well below UAE the CB ceiling.
- Deposits from customers/ total liabilities constitute 85% as of 30 June 2014.
- Retail and Wholesale segment to remain as major source of deposits.

\* Current accounts includes profit equalisation reserve.

# Capital

Well capitalised and strong capital base

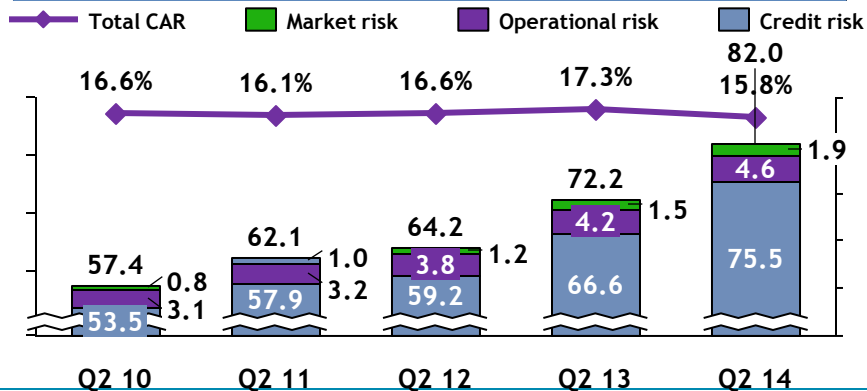
### Capital Adequacy (%)



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



### Total CAR and RWA



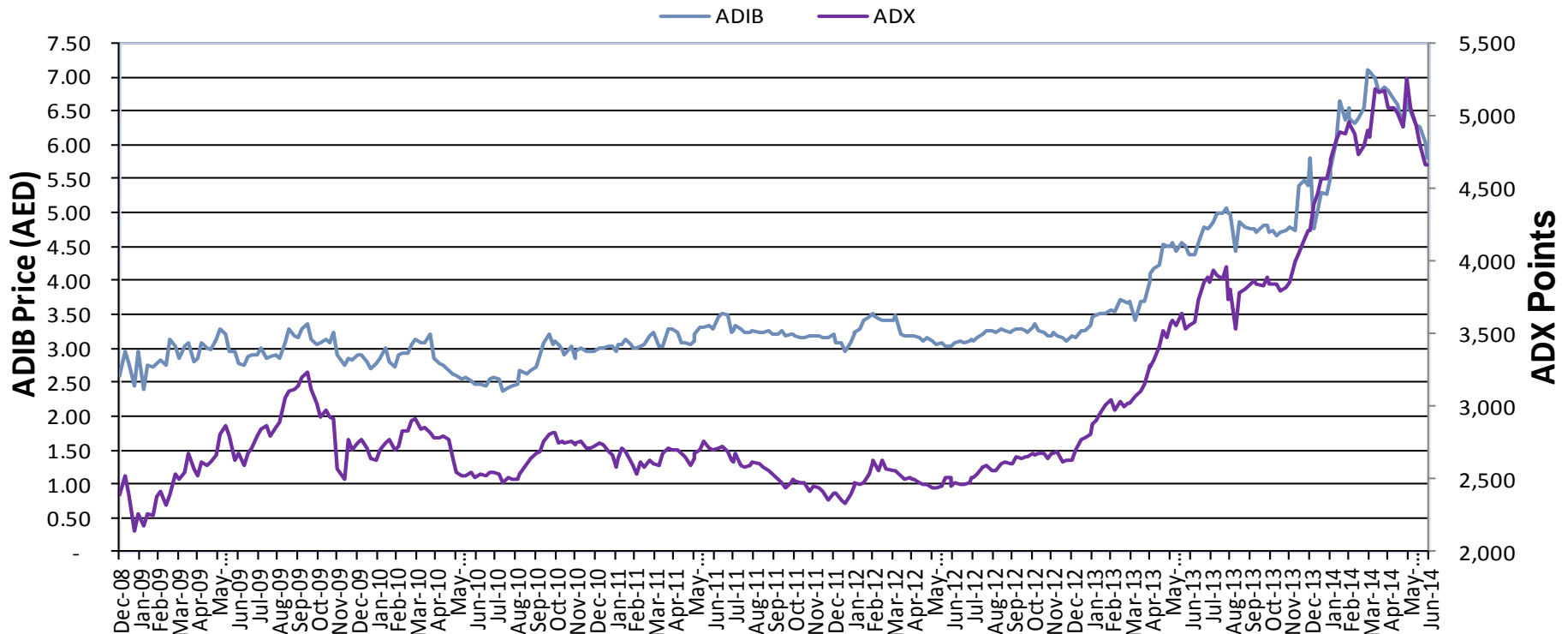
### Highlights

- Basel II Total Capital Adequacy ratio at end of Q2 2014 at 15.80% well above the regulatory requirement of 12% (31 Dec 13: 16.86%).
- Basel II Tier I ratio at 15.34% at the end of Q2 2014 well above the regulatory requirement of 8% (31 Dec 13: 16.42%).

# Shareholders' Return

- 30 June 2014 share price was AED 5.80 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



# Agenda

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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

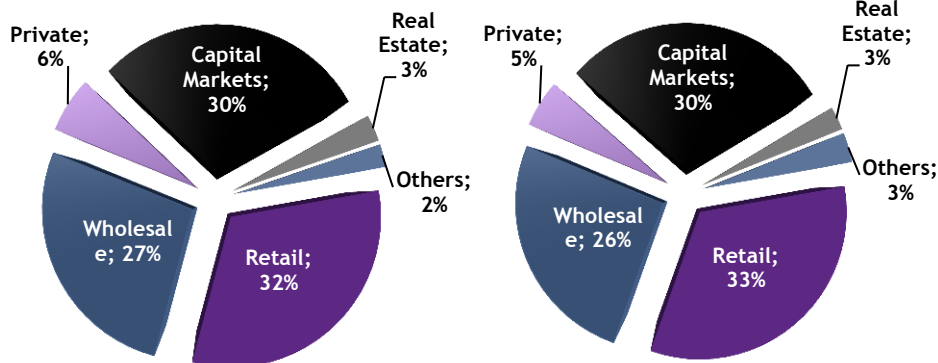
Mutual Benefit

Hospitality & Tolerance

Shari'a Inspired

# Business unit contribution

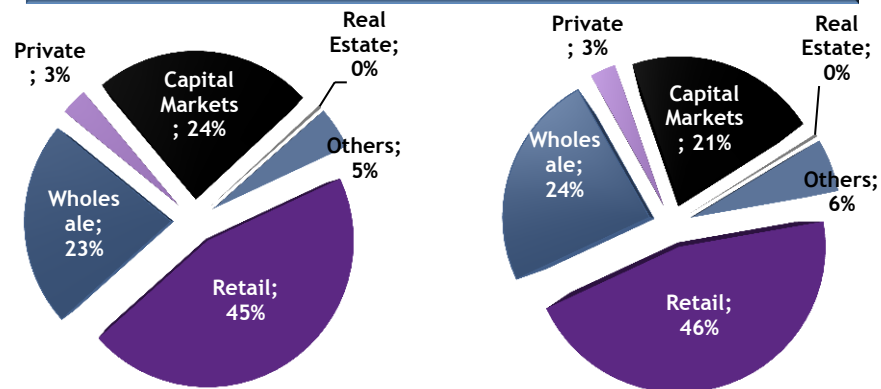
## Composition of Total Assets - AED Bn



30 Jun 2013 - AED 91.6 Bn

30 Jun 2014 - AED 105.7 Bn

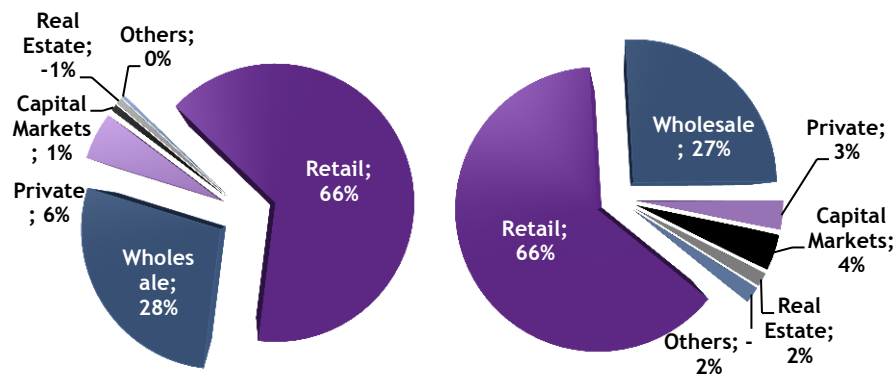
## Composition of Total Liabilities - AED Bn



30 Jun 2013 - AED 79.0 Bn

30 Jun 2014 - AED 92.7 Bn

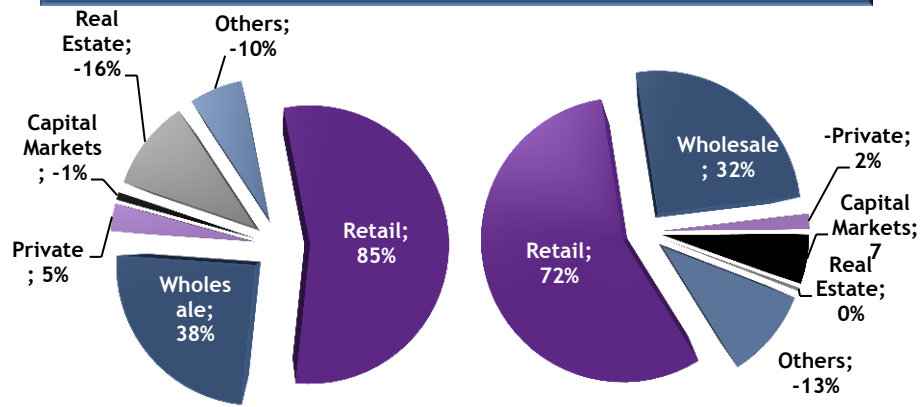
## Composition of Revenues - AED Mn



H1 2013 - AED 1,869.6 Mn

H1 2014 - AED 2,156.0 Mn

## Composition of Net profit - AED Mn



H1 2013 - AED 711.4 Mn

H1 2014 - AED 864.3 Mn

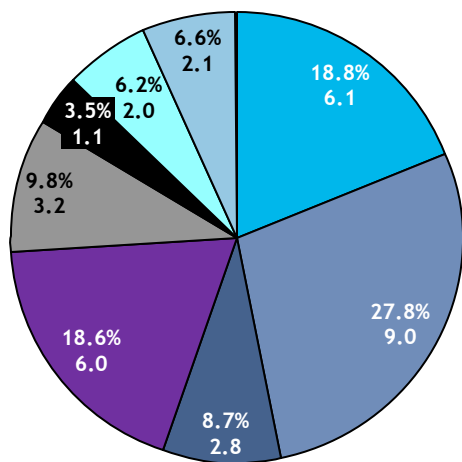
# Retail Banking overview

## Retail Banking contributes 66% of Net Revenues

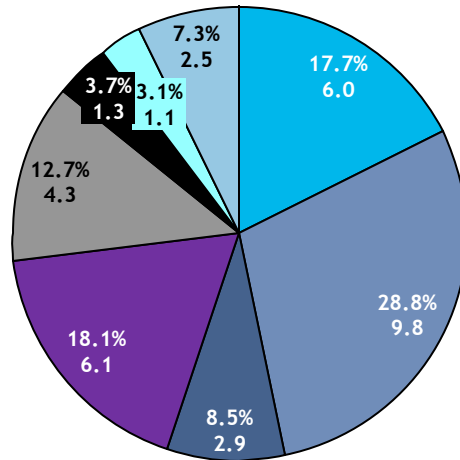
- Personal Banking Division provides services for individuals clients, while the Business Banking Division services the needs of SMEs.
- These services include a variety of Shari'a compliant financing.

### Gross Retail Financing Portfolio

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

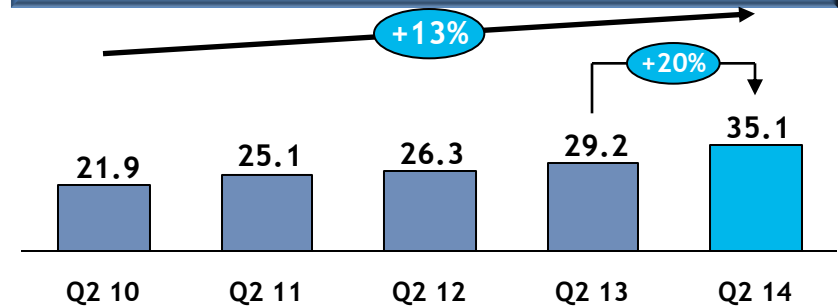


31 Dec 2013- AED 31.4 Bn

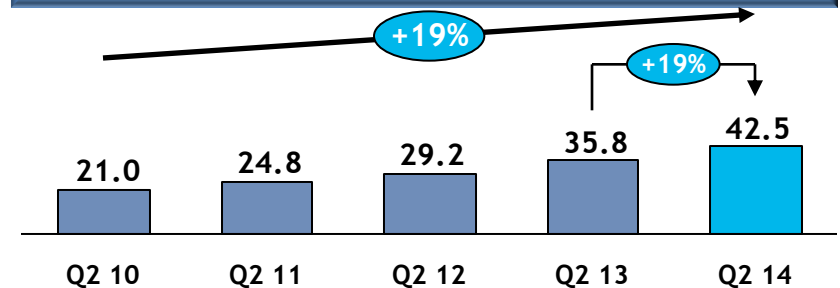


30 June 2014 - AED 34.0 Bn

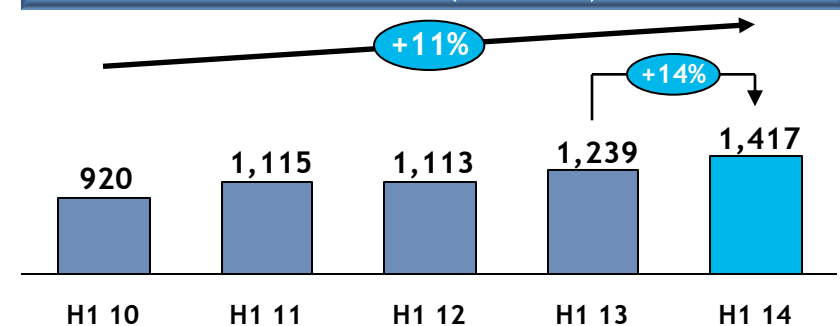
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)





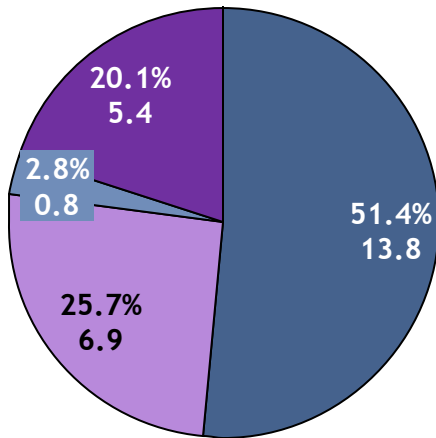
# Wholesale Banking overview

Wholesale Banking contributes 27% of Net Revenues

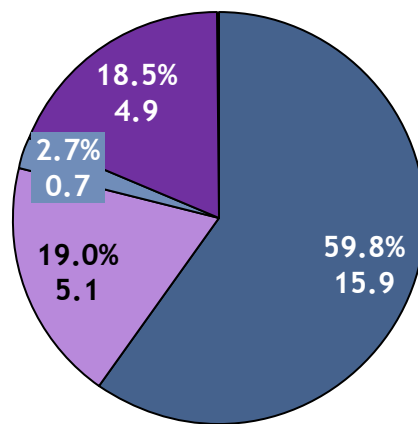
- Wholesale Banking encompasses the large corporates, emerging corporates and financial institutions divisions of the Bank. The array of services includes Transaction Banking and Corporate Finance and Investment Banking.

## Gross Wholesale Financing Portfolio

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

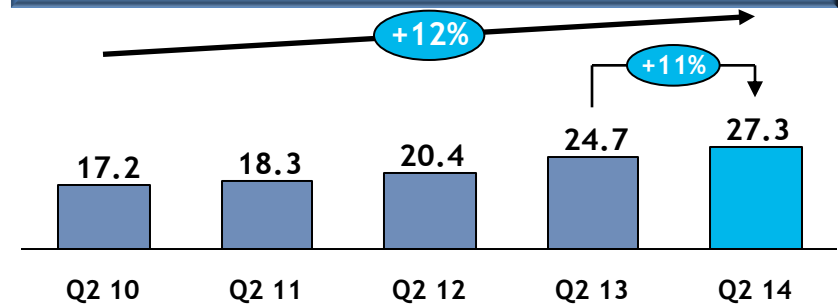


31 Dec 2013- AED 26.9 Bn

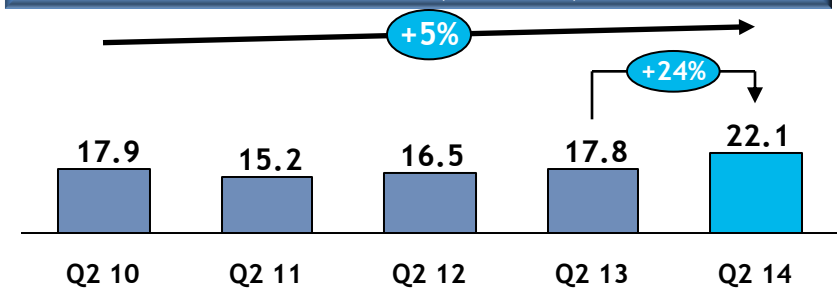


30 June 2014 - AED 26.5 Bn

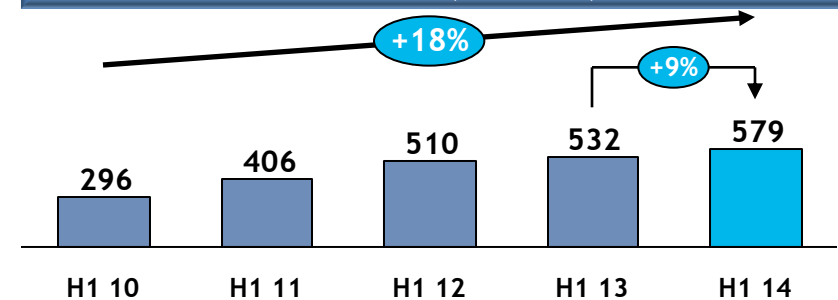
## Assets (AED Bn)



## Liabilities (AED Bn)



## Revenues (AED Mn)

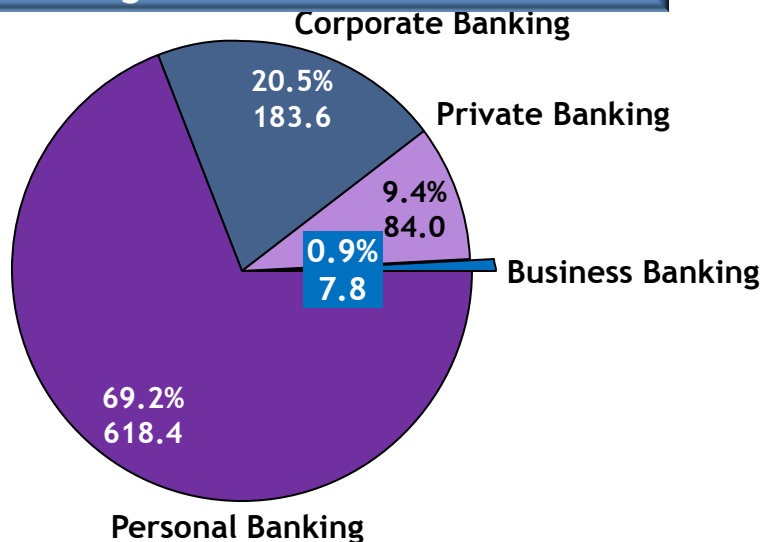


# Private Banking overview

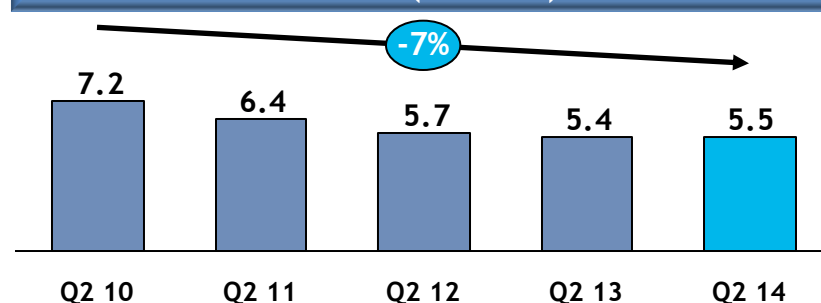
## Private Banking contributes 3% of Net Revenues

- 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.

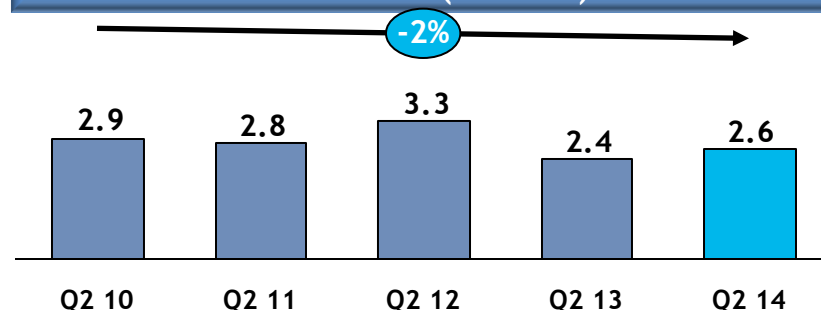
### Wealth Management AuM - AED 893.8 Mn



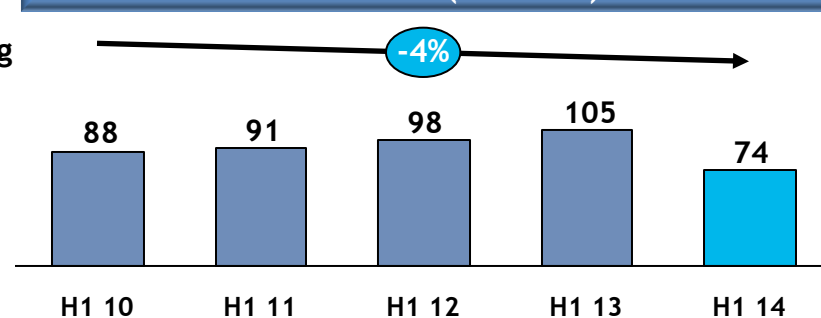
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)



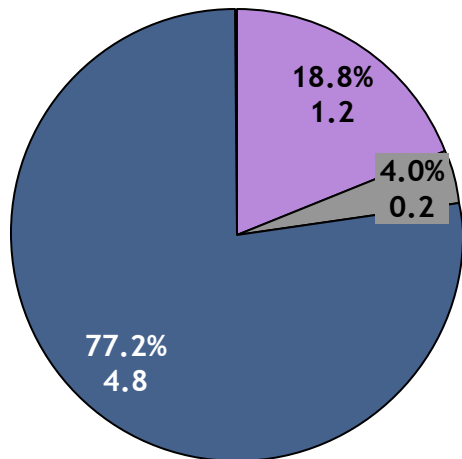
# Treasury overview

## Treasury contributes 10% of Net Revenues

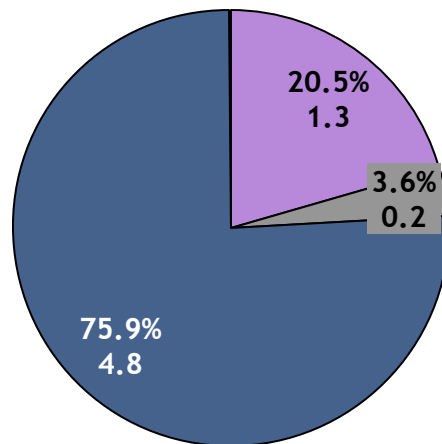
- Treasury principally handles money market brokerage, trading and treasury services, as well as the management of the Bank's funding operations by use of investment deposits

### Investments

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

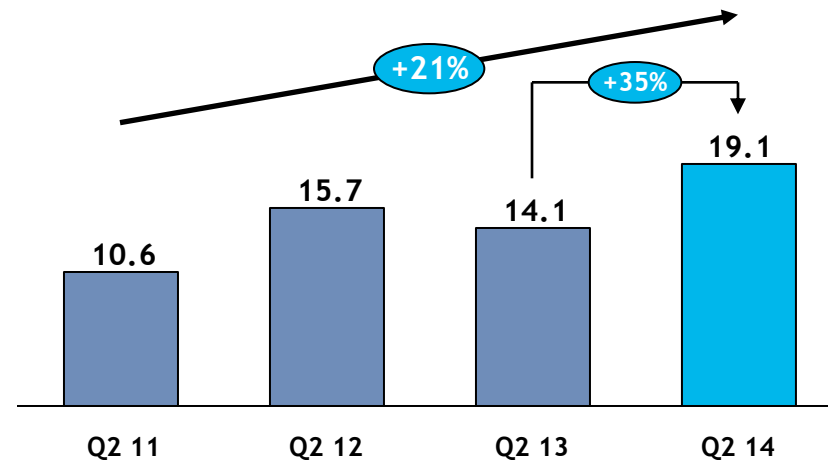


31 Dec 2013- AED 6.2 Bn

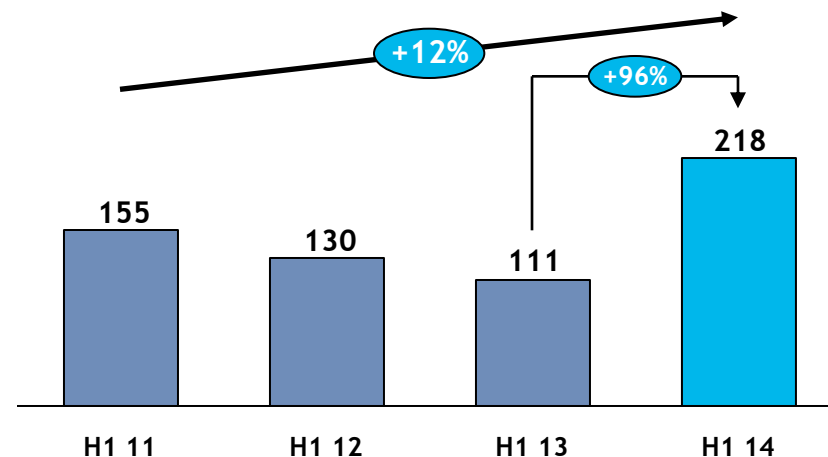


30 June 2014 - AED 6.4 Bn

### Assets (AED Bn)



### Revenues (AED Mn)



# Agenda

Introduction

Financial Review

Business Review

Appendix

# Consolidated Statement of Income

AED Mn	Q2 13	Q1 14	Q2 14	% chg Q2 14 vs Q2 13	% chg Q2 14 vs Q1 14	H1 13	H1 14	% chg H1 14 vs H1 13
<b>Revenues</b>	950.6	1,073.0	1,082.9	13.9%	0.9%	1,869.6	2,156.0	15.3%
Net Revenue from Funds	755.8	797.7	840.9	11.3%	5.4%	1,481.5	1,638.6	10.6%
Fees & commission	143.1	177.0	167.3	16.9%	-5.5%	294.9	344.2	16.7%
Investment income	32.1	79.4	68.2	112.3%	-14.2%	85.2	147.6	73.2%
Foreign Exchange	16.6	18.6	5.1	69.3%	-72.5%	4.8	23.7	388.9%
Other income	3.0	0.4	1.4	-51.1%	232.0%	3.1	1.9	-40.3%
<b>Expenses</b>	399.4	447.1	452.2	13.2%	1.2%	792.8	899.4	13.4%
Employee cost	243.3	279.0	286.3	17.7%	2.6%	481.5	565.3	17.4%
Premises	38.1	41.0	40.9	7.2%	-0.4%	78.0	81.9	5.0%
Depreciation	32.8	35.4	31.2	-4.7%	-11.9%	64.6	66.6	3.2%
Other Operating expenses	85.2	91.7	93.9	10.2%	2.4%	168.8	185.6	10.0%
<b>Operating Profit - Margin</b>	551.2	625.9	630.7	14.4%	0.8%	1,076.8	1,256.6	16.7%
<b>Provision for impairment</b>	179.8	216.5	175.8	-2.2%	-18.8%	365.3	392.3	7.4%
- Individual / Specific	138.3	118.3	46.9	-66.1%	-60.4%	222.7	165.1	-25.8%
- Collective / General	6.2	90.6	112.9	1721.1%	24.6%	43.2	203.5	370.7%
- Others	35.3	7.6	16.1	-54.5%	111.9%	99.4	23.6	-76.2%
<b>Net Profit</b>	371.4	409.5	454.8	22.5%	11.1%	711.4	864.3	21.5%

# Consolidated Balance Sheet

AED Mn%	30 Jun 2013	31 Dec 2013	30 Jun 2014	% chg 30 Jun 2014 vs 31 Dec 2013	% chg 30 Jun 2014 vs 30 Jun 2013
Cash and balances with Central Banks	13,959	22,221	20,567	-7.4%	47.3%
Due from financial institutions	9,794	6,663	6,831	2.5%	-30.2%
Net Customer financing	546,192	61,748	64,873	5.1%	15.4%
Investments	5,606	6,170	6,377	3.4%	13.8%
Investment in associates	710	749	806	7.5%	13.5%
Investment and development properties	1,136	1,119	1,141	2.0%	0.4%
Other assets / fixed assets	4,167	4,491	5,071	12.9%	21.7%
<b>TOTAL ASSETS</b>	<b>91,565</b>	<b>96,382</b>	<b>105,666</b>	<b>2.4%</b>	<b>15.4%</b>
Due to financial institutions	4,611	6,227	5,431	-12.8%	17.8%
Customers' deposits	66,868	75,524	79,029	4.6%	18.2%
Other liabilities	2,962	3,745	3,662	-2.2%	23.6%
Sukuk payable	4,591	4,591	4,591	-	-
<b>TOTAL LIABILITIES</b>	<b>79,031</b>	<b>90,087</b>	<b>92,713</b>	<b>2.9%</b>	<b>17.3%</b>
Share capital	2,365	2,365	3,000	26.9%	26.9%
Tier 1 sukuk	5,631	5,625	5,624	0.1%	-0.1%
Proposed dividend	-	1,360	-	-100%	-
Reserves	4,538	3,723	4,330	16.3%	-4.6%
<b>TOTAL EQUITY</b>	<b>12,534</b>	<b>13,074</b>	<b>12,953</b>	<b>-0.9%</b>	<b>3.3%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>91,565</b>	<b>103,160</b>	<b>105,666</b>	<b>2.4%</b>	<b>15.4%</b>

# 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%

# Key Deals in H1 2014 (1/2)



**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 H1 2014 (2/2)



حديد الإمارات  
emirates steel

USD 1,300,000,000

Islamic Mandated Lead Arranger &  
Islamic Facility Agent



ADIB مصرف أبوظبي الإسلامي  
June 2014

- ADIB acted as an Islamic Mandated Lead Arranger & Islamic Facility Agent
- The facility was over subscribed by 4x and attracted 19 local and international banks
- The facility consist of USD 242.5 million Islamic term facility and USD 1,057.5 million conventional term facility



EMAAR  
Emaar Properties

USD 750,000,000

Joint Lead Manager & Book runner



ADIB مصرف أبوظبي الإسلامي  
June 2014

- ADIB acted as a Joint Lead Manager & Bookrunner
- Emaar Malls Group successfully priced a \$750 million 10-year RegS debut sukuk with a profit rate of 4.564 %
- The issuance was well received by the market, with the order book closing at c.\$5.4 billion, representing 7.2 times oversubscription
- Allocation was distributed as follows with 33% from Middle East, 38% from Europe & 29% from Asia



KUVEYTTÜRK

USD 500,000,000

Joint Lead Manager



ADIB مصرف أبوظبي الإسلامي  
June 2014

- ADIB acted as a Joint Lead Manager
- The issuance attracted great interest from international investors in Europe, Asia & Middle East, receiving orders from over 170 accounts and was 6 times oversubscribed
- Allocation was distributed as follows with 45% from Middle East, 20% UK, 17% Asia, 12% Switzerland, 5% Europe and 1% other international accounts

# 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* - 2014



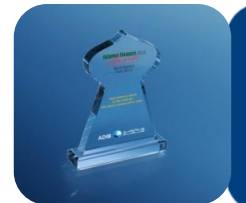
“Best Islamic Bank in the Middle East and the UAE”  
by *Euromoney* - 2013



“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 Nationalization  
Initiative” by MENA HR  
Excellence Awards



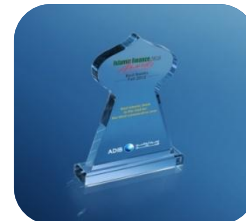
“Excellence in Islamic Banking”  
by International Alternative Investment  
Review



“Best Loyalty card in Asia,  
Middle East and Oceania”  
by Freddie Awards



“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 Qadir 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.

Sagheer Mufti  
Global Head of Operations  
& Technology

Joined ADIB on June 1 2014. He holds an MBA from the George Washington University in Washington, DC. Previously worked at CITI for 33 years in various Businesses and O&T roles in Corporate banking, Consumer banking and at Enterprise level across all lines of business. Worked at country level in 6 countries, Regionally in Europe Middle East and Africa based out of London and Globally based out of New York. His last role at Citi was managing AML operations for CITI globally.

Dr. Osaid 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.

Majaz Khan

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).



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