

# Investor Presentation

## Q3 2012

Abu Dhabi: October 2012

# 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	A+	F1	Stable
Moody's	A2	P1	Stable

Stock Info (Price and Ratio as of 30 Sep 2012)	Market Cap (Price @ 3.26 AED)	AED 7.7 bn (US\$ 2.1 bn)
	EPS / share (AED) - annualised	0.489
	PE Ratio	6.7 times
	Price / Book Ratio	0.86
	Shares Issued (@ AED 1)	2,365 Mn

## 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.

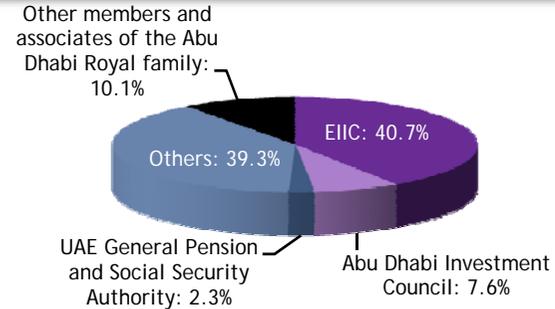
### Growth (2008 - Present)

- **2008** - Arrival of new management and adoption of new strategic vision and mission.
- Reports record profits and won Best Islamic Bank in Middle East in **2010** and **2011**
- **2012** - Acquired 51% of Saudi Installment House based in Saudi Arabia.

# 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.



## Subsidiaries

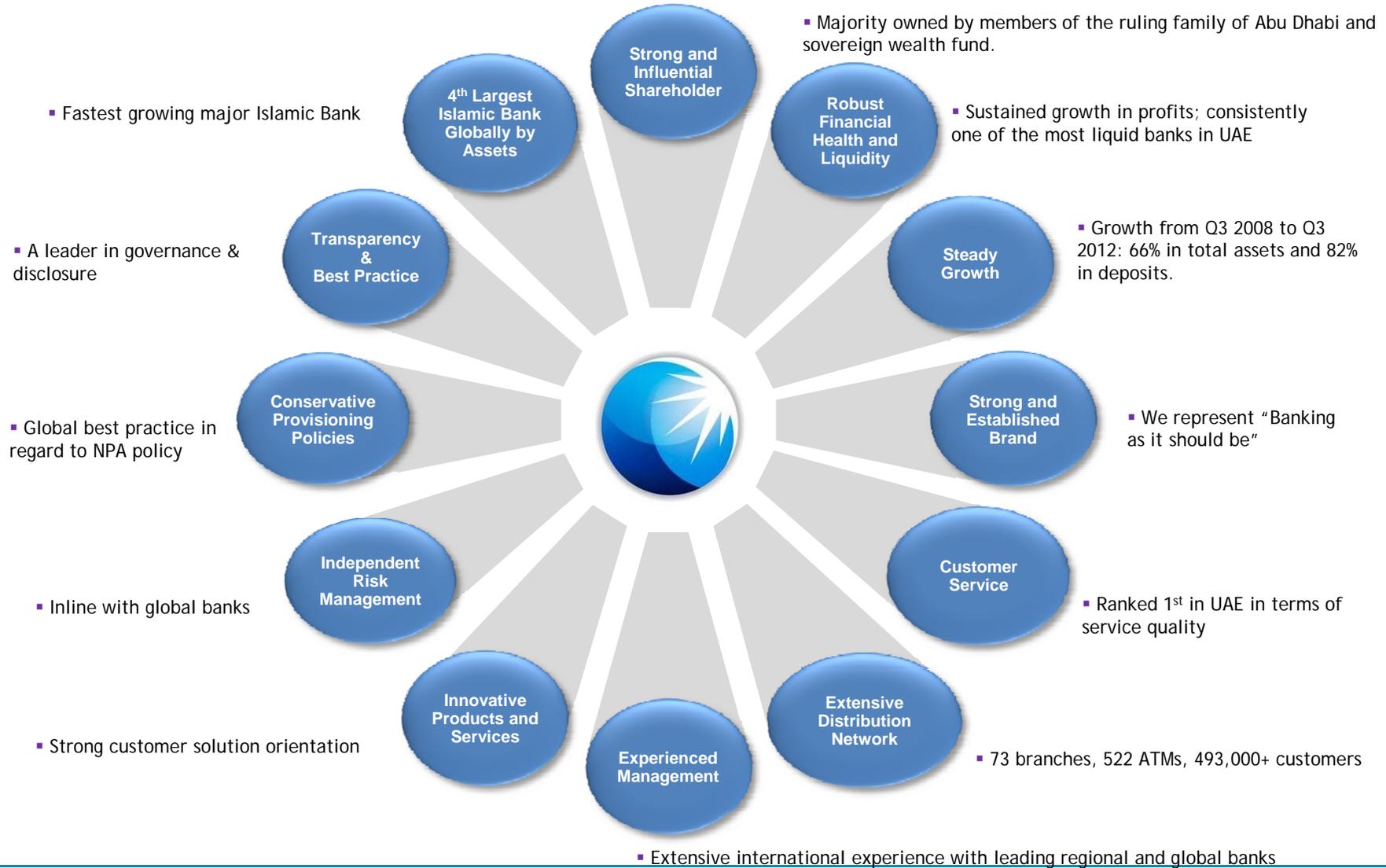
- 
 Abu Dhabi Islamic Securities Company (95%) is a brokerage firm established in 2005
- 
 Burooj Properties (100%) is a real estate company established in 2005
- 
 Kawader Services Company (100%) is a recruitment company, dedicated solely to ADIB
- 
 Saudi Installment House (51%) is a retail finance company working in Saudi Arabia

## Associates

- 
 National Bank for Development (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

- Since inception the Financial Services and Real Estate business have been run independently, and on an arms-length basis of each other, under the Abu Dhabi Islamic Bank and Burooj business structures respectively.
- The Group Financial Services and Real Estate businesses are the responsibility of two separate management teams.

# Key Strengths



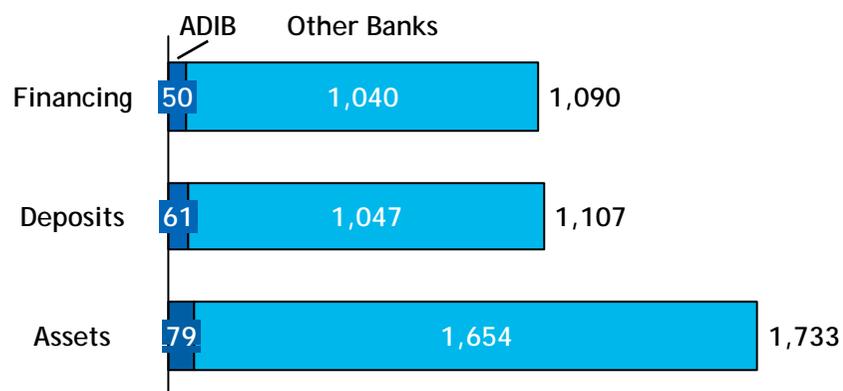
# UAE Banking Sector

## Highlights

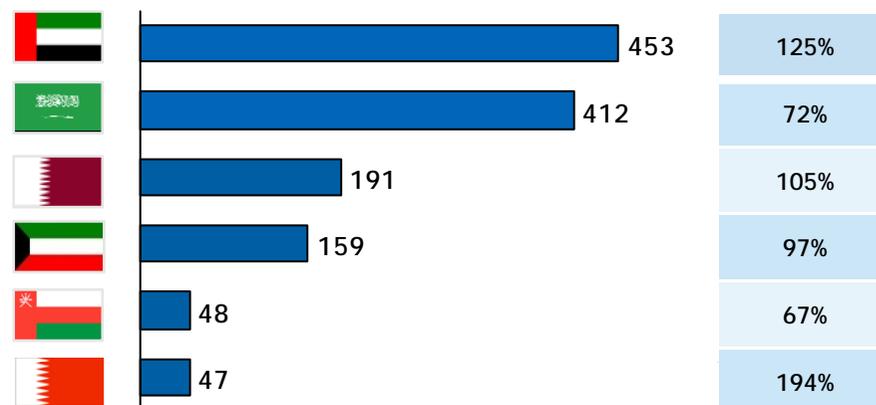
- UAE Banking sector is the largest by assets in the GCC; the banking sector accounts for 31% of the GCC total.
- Banking assets are over 125% of GDP, the second highest in the region after Bahrain.
- Sector is dominated by 23 local banks which account for more than 75% of the banking assets; 28 foreign banks account for the remainder
- The sector has a medium concentration as the three largest banks account for 43% of total assets.

UAE Banking Sector (AED Bn)	2010	2011	Q2 2012
Total Assets (net of provisions)	1,605.6	1,662.1	1,732.7
Certificates of deposit held by Banks	94.0	80.4	79.6
Investments by Banks	124.2	143.0	150.7
Bank Deposits	1,049.6	1,069.7	1,107.0
Bank Credit	1,031.3	1,071.0	1,090.4
Specific Provision	44.3	55.3	63.0
General Provision	12.5	16.3	16.7
Capital Adequacy ratio	20.8%	20.8%	20.8%
<u>Branches</u>			
- 23 National Banks	732	768	799
- 28 Foreign Banks	83	83	83

## UAE Banking Sector Market Share June 2012 (AED Bn)



## Banking Sector Assets Dec 2011 (USD Bn) Assets as % of GDP



# Agenda

Introduction

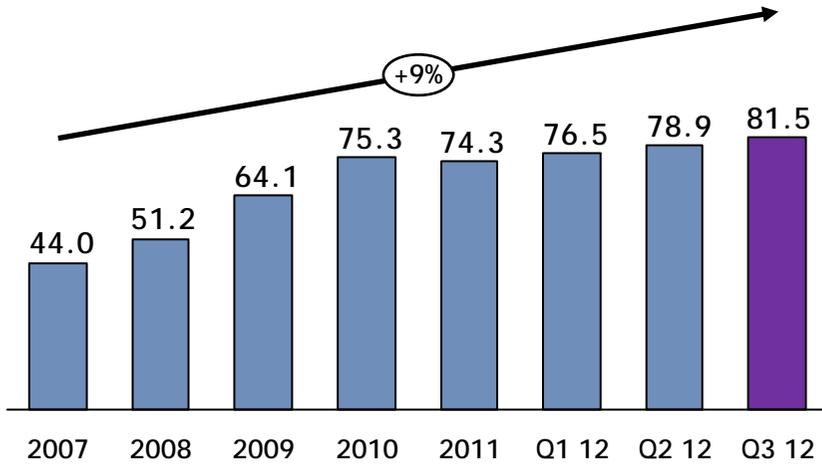
Financial Review

Business Review

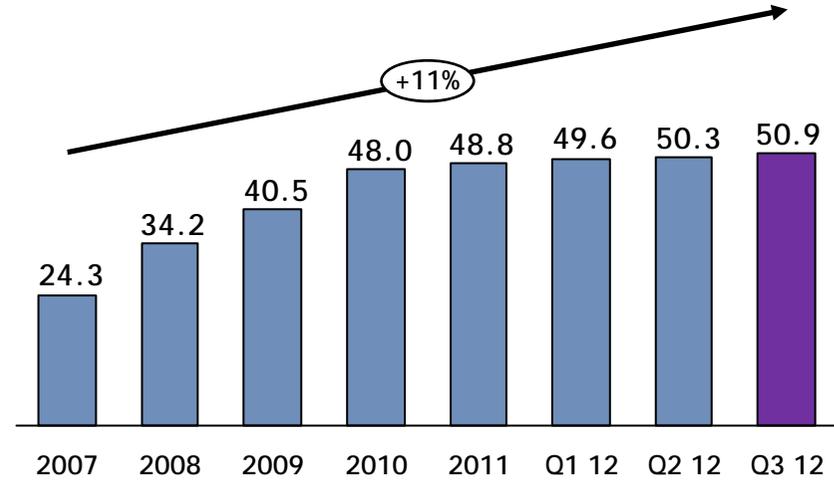
Appendix

# Financial Snapshot

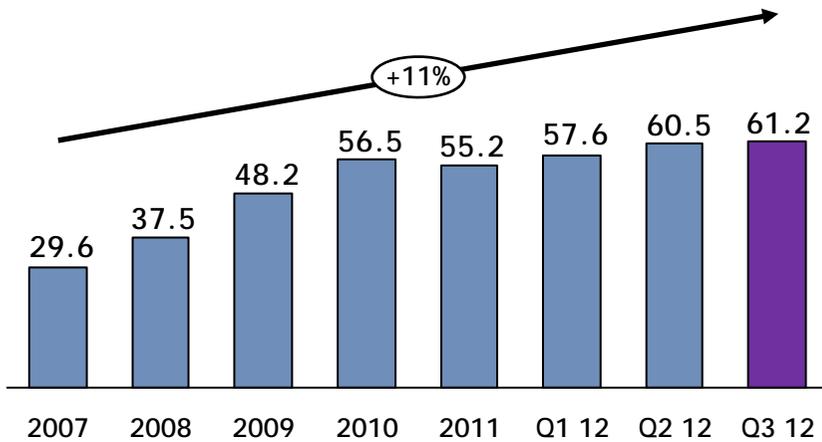
Total Assets (AED Bn)



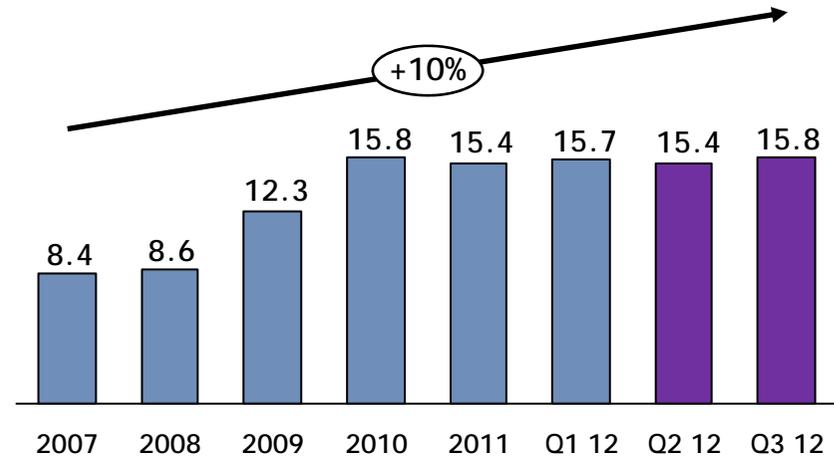
Customer Financing (AED Bn)



Customers' Deposits (AED Bn)

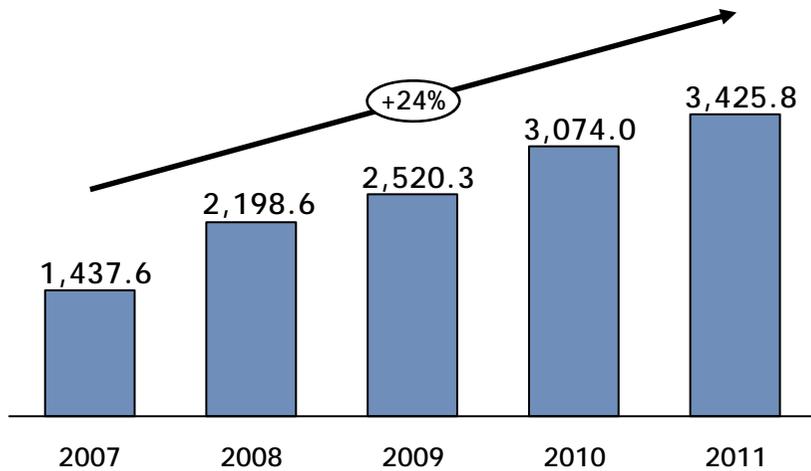


Capital Resources (AED Bn)

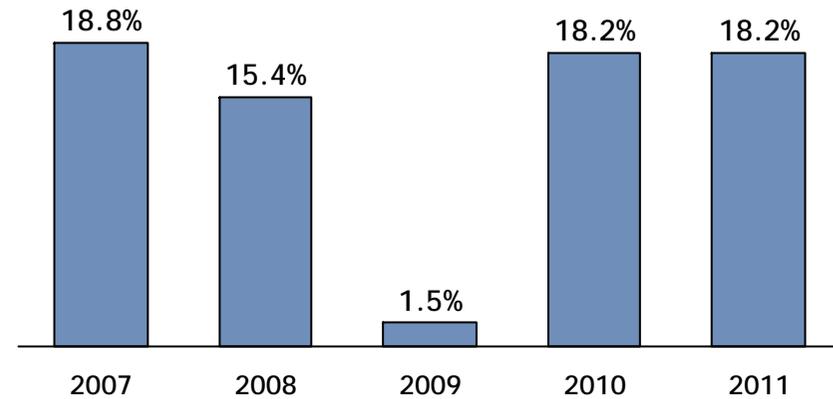


# Financial Snapshot

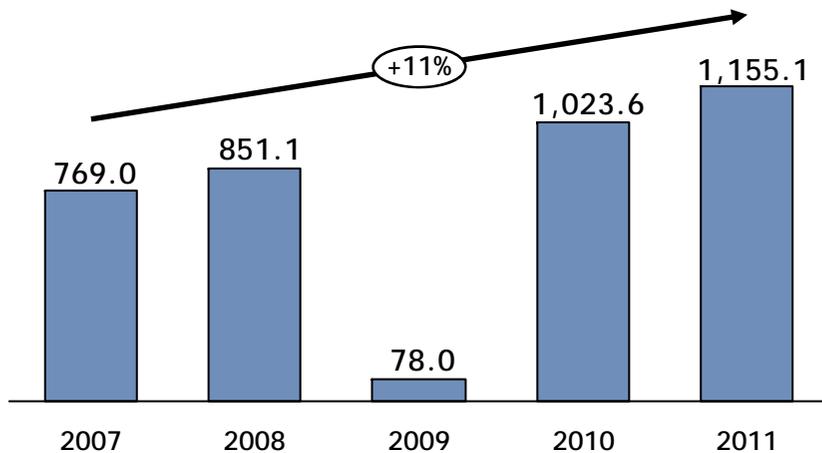
Revenues (AED Mn)



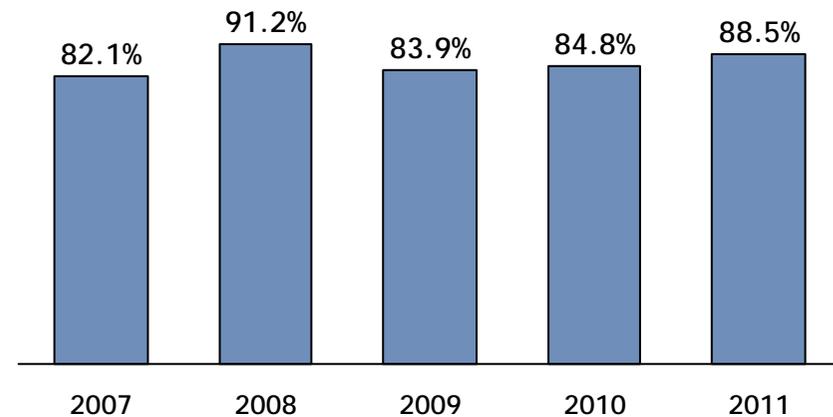
Return on Shareholders' Equity



Net Profit (AED Mn)



Customer Financing to Customers' Deposits



# Salient features of Q3 / YTD 2012 results

1

3rd quarter net profits of AED 328.5 Mn, 3.0% higher than the corresponding quarter of 2011.

2

Top line revenues momentum maintained with a growth of 5.5% vs. YTD 2011.

3

Return on Shareholders' Equity at 19.0%

4

Strong but responsible balance sheet growth - consistently one of most liquid banks in UAE.

5

Total Capital Adequacy Ratio under Basel II remains strong at 16.9% and Tier 1 Ratio of 13.7% at 30 September 2012.

6

Advances to Stable Funds Ratio strengthens to 78.6% at 30 September 2012.

## 30 September 2012 - Balance sheet highlights

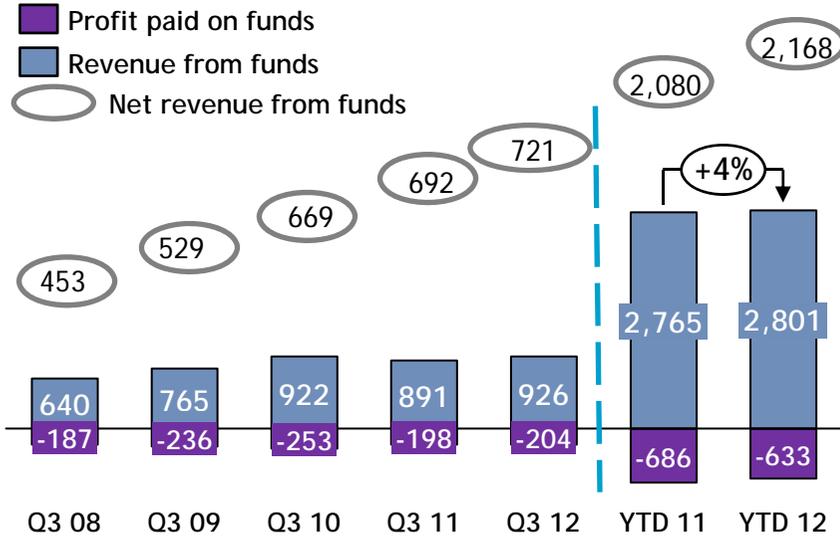
	30 Sep '11 AED Bn	30 Sep'12 AED Bn	% chg	
Total Assets	74.2	<b>81.5</b>	↑ 10%	■ Total assets increased by 10% over Q3 11 to reach AED 81.5 Bn.
Net Customer Financing	48.4	<b>50.9</b>	↑ 5%	■ Customer financing increased by 5% from Q3 11 to reach AED 50.9 Bn.
Customers' Deposits	54.4	<b>61.2</b>	↑ 12%	■ Customer deposits increased by 12% over Q3 11 and Advances to Stable Funds Ratio at 30 Sep 2012 strengthened to 78.6%.
Total Equity	8.5	<b>9.0</b>	↑ 6%	■ Capital adequacy ratio at 30 Sep 2012 was 16.92% - Basel II. Tier 1 ratio at 30 Sep 2012 was 13.74%.
Total Capital Resources*	16.4	<b>15.8</b>	↓ 3%	■ Capital resources reached AED 15.8 Bn, a decrease of 3% vs Q3 11.

## YTD 30 September 2012 - Income statement highlights

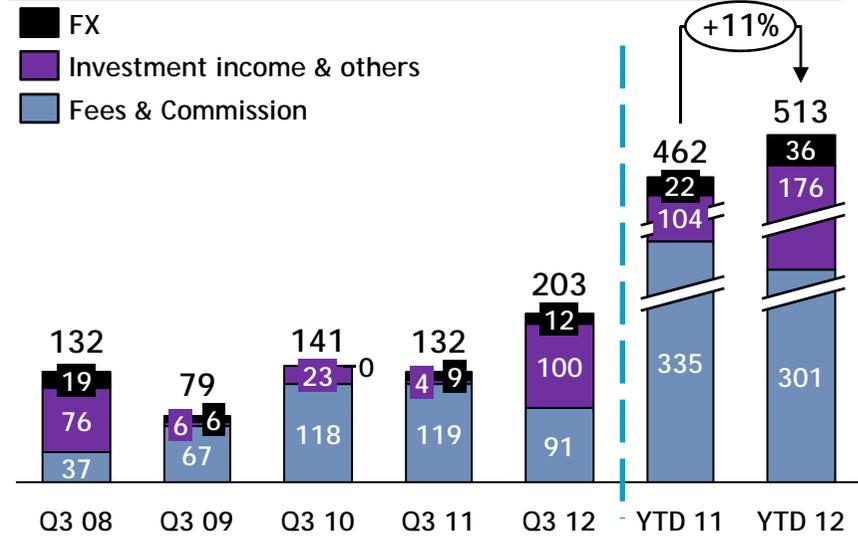
	YTD 2011 AED Mn	YTD 2012 AED Mn	% chg	
Revenues	2,541.7	<b>2,681.6</b>	↑ 6%	<ul style="list-style-type: none"> <li>Revenues up by 6% on the back of higher net revenue from funds (up 4%).</li> </ul>
Expenses	1,056.7	<b>1,148.4</b>	↑ 9%	<ul style="list-style-type: none"> <li>Expenses up by 9% mainly due to continuous investment in our franchise, network, systems and people.</li> </ul>
Operating profit	1,485.0	<b>1,533.2</b>	↑ 3%	<ul style="list-style-type: none"> <li>Operating profit up by 3%.</li> </ul>
Provision for impairment	546.1	<b>574.7</b>	↑ 5%	<ul style="list-style-type: none"> <li>Provision for impairment up by 5%. This includes AED 124.2 Mn (YTD 2011: AED 101.7 Mn) pertaining to Burooj Properties LLC, a real estate subsidiary of the Bank.</li> </ul>
Net profit	938.9	<b>958.5</b>	↑ 2%	<ul style="list-style-type: none"> <li>Net profit up by 2% on continued growth in core operations while maintaining prudent risk policies.</li> </ul>

# Key income parameters - Group

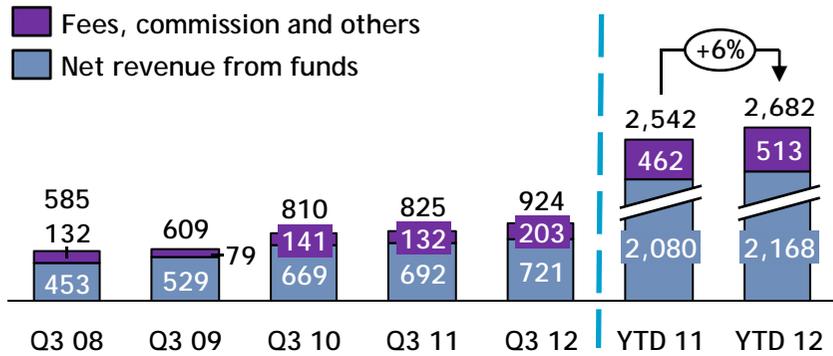
## Net Revenue from Funds (AED Mn)



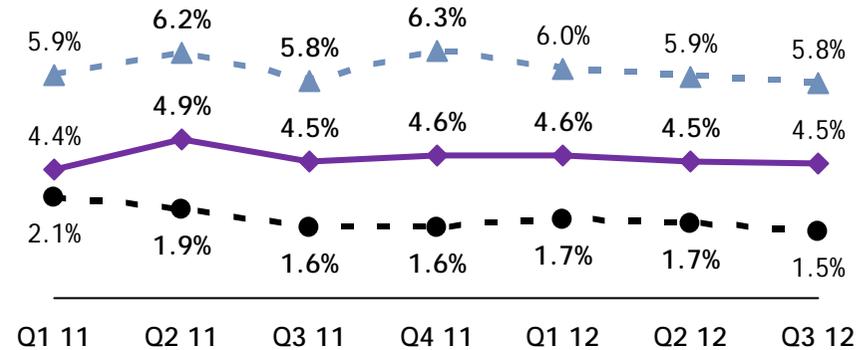
## Fees, commission and others (AED Mn)



## Revenues (AED Mn)

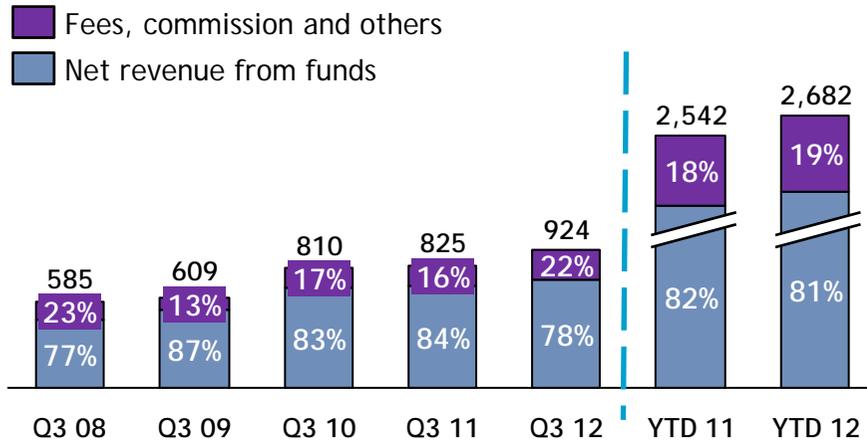


## Evolution of Yields

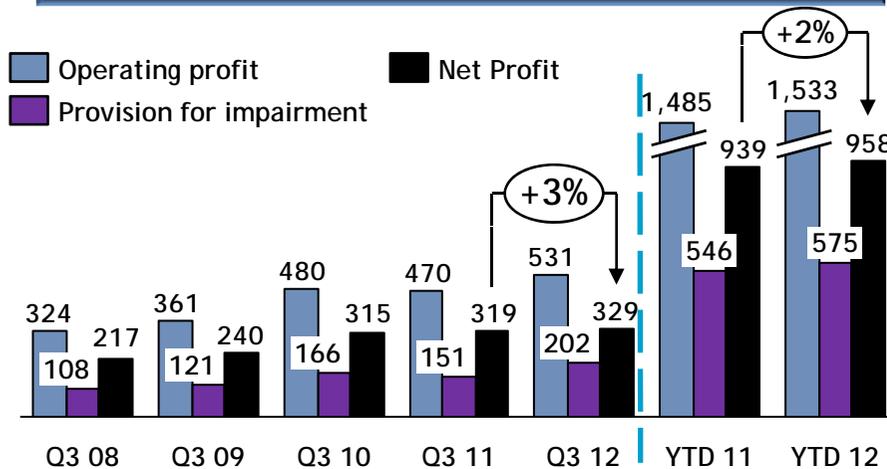


# Key income parameters - Group

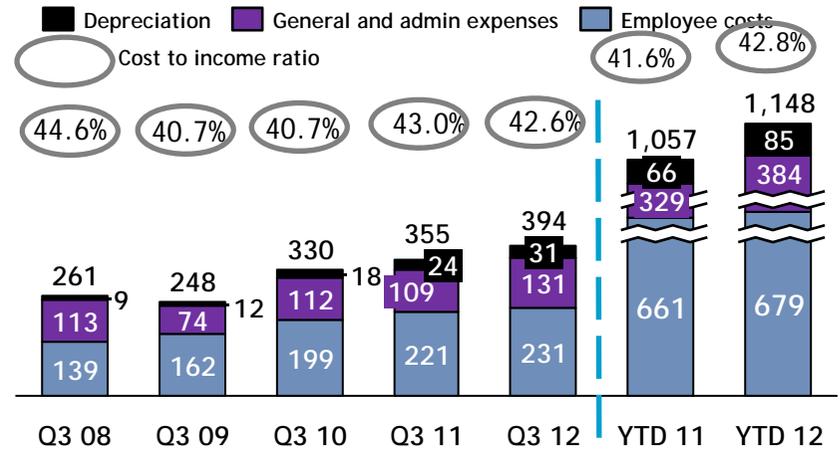
## Revenues contribution split % (AED Mn)



## Net Profit (AED Mn)



## Operating expenses (AED Mn)



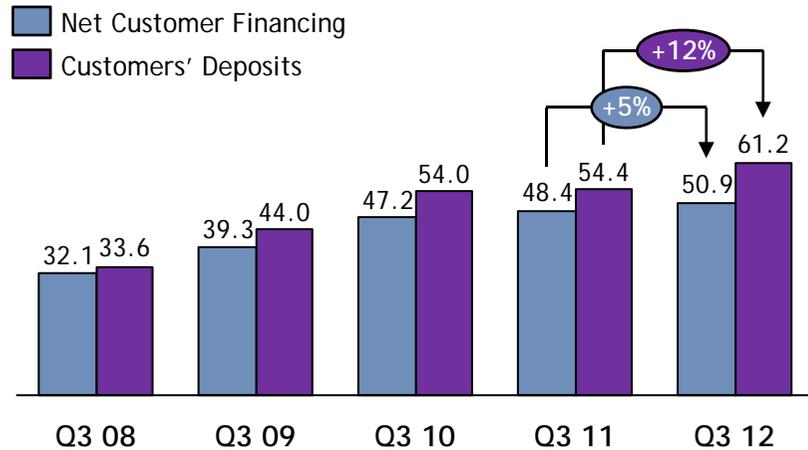
## Highlights

- Q3 12 Net revenue from funds contribution to operating income was at 78% compared to 84% for Q3 11.
- Q3 12 provision for impairment includes AED 47.5 Mn relating to Group's real estate subsidiary (Q3 11: AED 6.2 Mn).

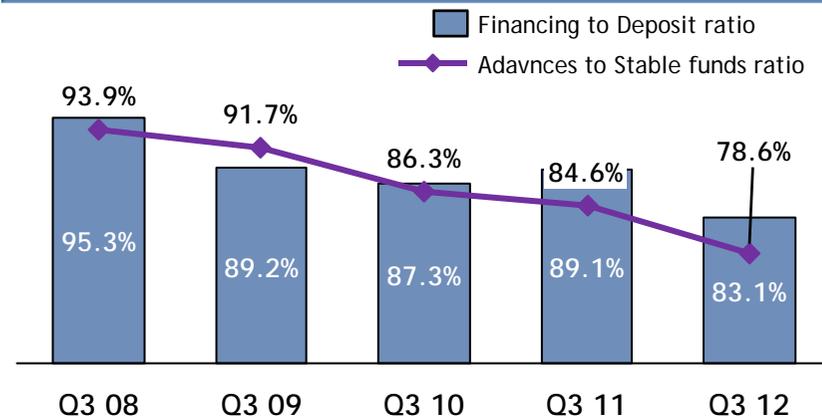
# Balance Sheet Strength

Consistently remains one of the most liquid bank's in the UAE on the back of above market balance sheet growth

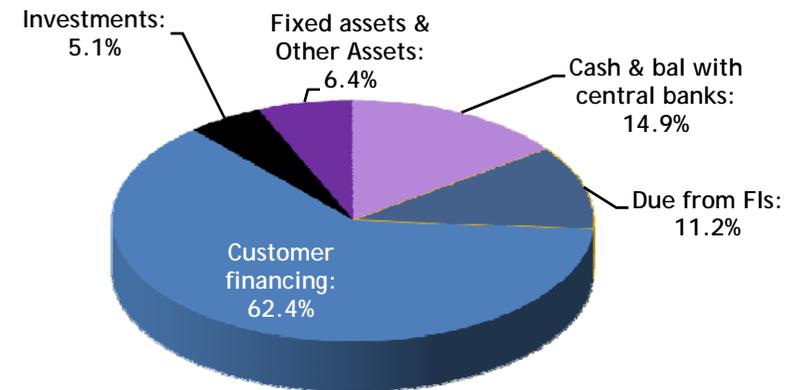
## Net Customer Financing & Customers' Deposits (AED Bn)



## Financing to Deposits ratio vs Advance to Stable funds ratio



## Composition of Total Assets - AED 81.5 Bn

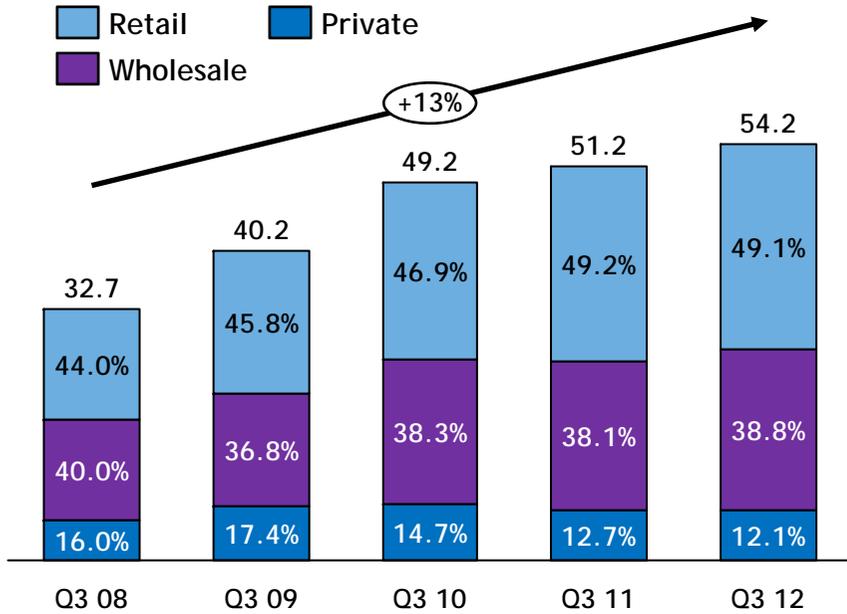


## Key points

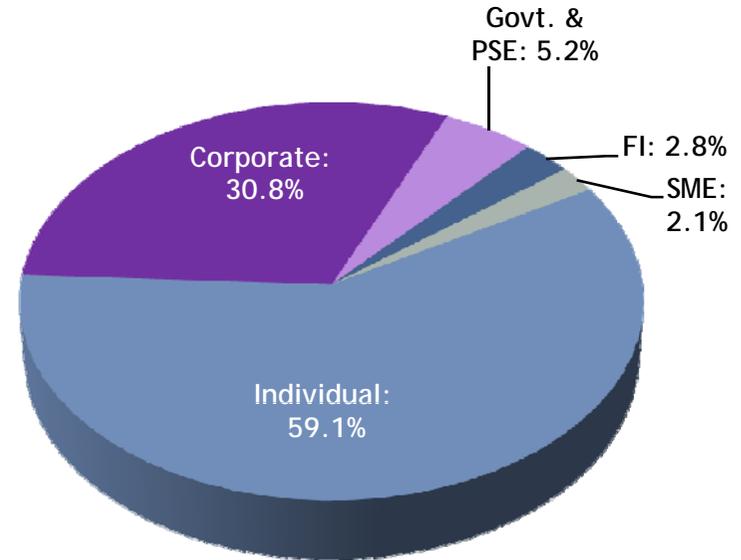
- Maintain its position as one of the most liquid banks in UAE.
- 4 year CAGR (Q3 2008 - Q3 2012)
  - Total Assets 13.5%
  - Customer financing 12.2%
  - Customers' Deposits 16.1%
- Net Profit Margin (NPM) was 4.5% for Q3 12.
- Advances to Stable Funds ratio was 78.6% as of Q3 12 compared to 84.6% as of Q3 11.

# Customer Financing

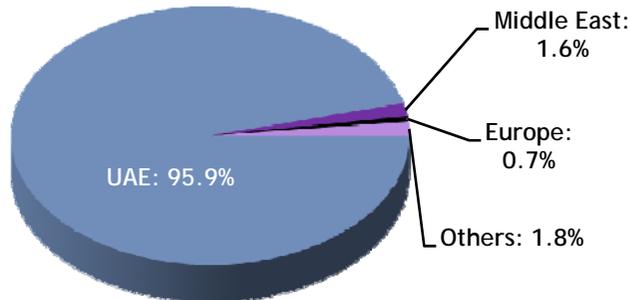
Gross Customer Financing by Segment



Gross Customer Financing by Customer Segment



Gross Customer Financing by Geographic Region

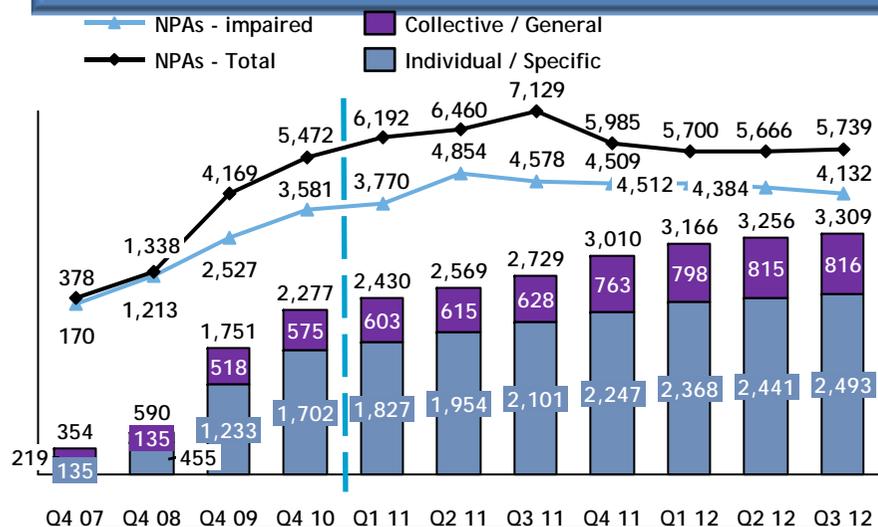


Highlights

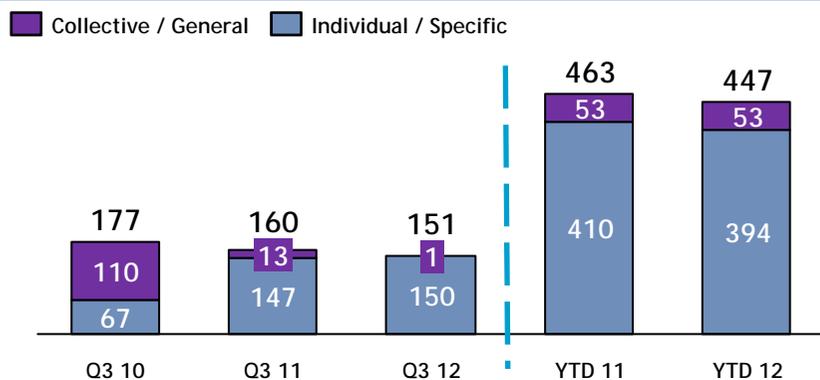
- Universal banking model under pinned by strong Retail franchise.
- Diversified portfolio across various segments.
- Top 3 retail bank in the UAE.
- Support the vision of Govt. of Abu Dhabi and development of the UAE.

# Asset quality

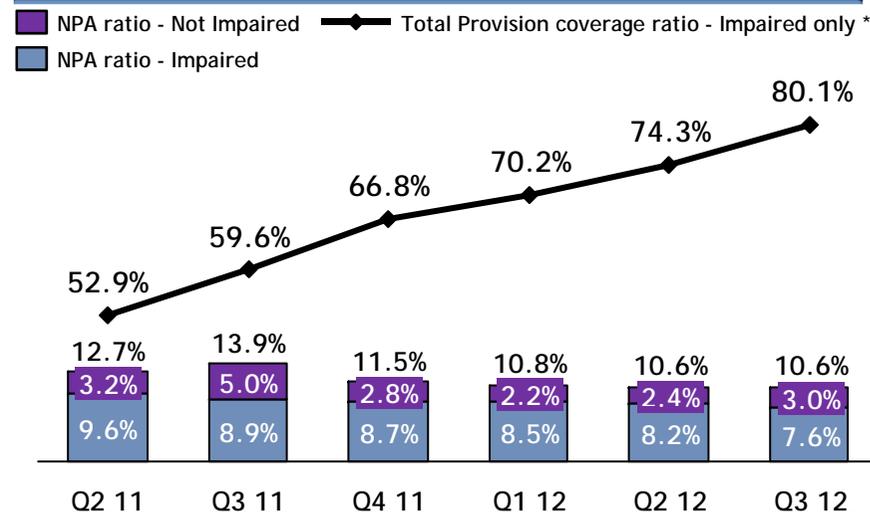
## Provisions and NPAs (AED Mn)



## Impairment charge (AED Mn)



## NPA ratio and provision coverage ratio

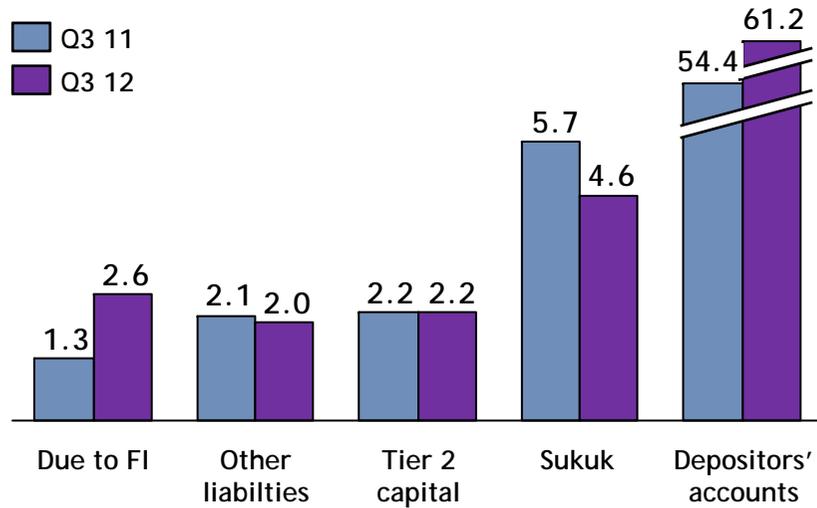


## Key points

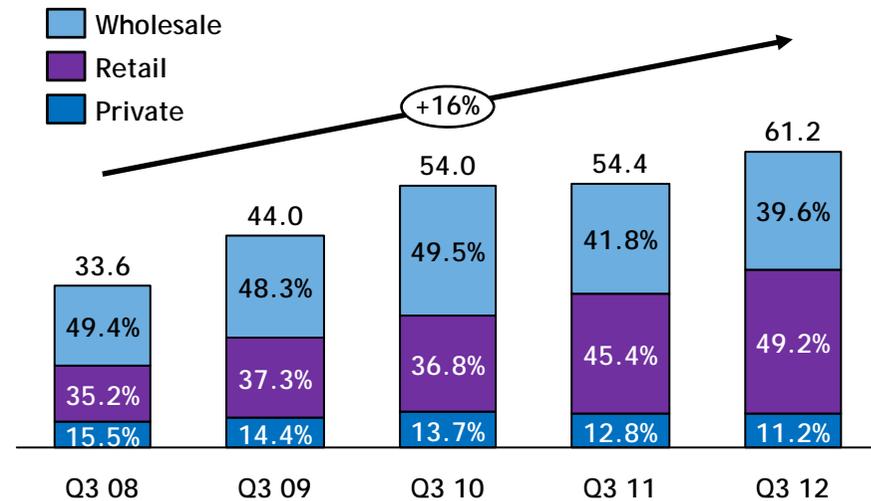
- Total NPAs decreased by AED 246 Mn during 9 months of 2012 to reach AED 5,739 Mn (31 Dec 11: AED 5,985 Mn).
- Impaired NPAs ratio at 7.6% as at 30 Sept 2012 (8.7% at end Q4 2011) with a coverage of 80.1% (31 Dec 2011: 66.8%).
- Collective provisions of AED 816 Mn at end of Q3 2012 represents 1.69% of Customer Credit RWAs.
- Individual provisions of AED 2,493 Mn at 60.3% of impaired NPAs at end of Q3 2012 (31 Dec 2011: 49.8%).
- Total provisions of AED 3,309 Mn, represents 6.11% (31 Dec 2011: 5.81%) of Gross Financing portfolio.

# Funding Profile

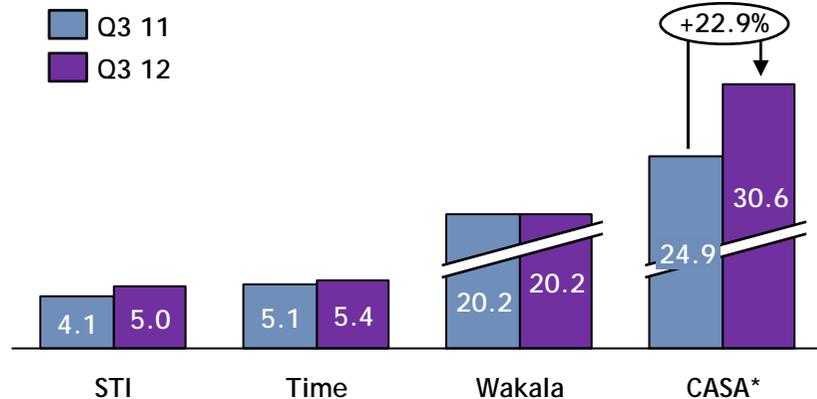
## Composition of Liabilities (AED Bn)



## Customers' Deposits by Segment



## Customers' Deposits by Type (AED Bn)

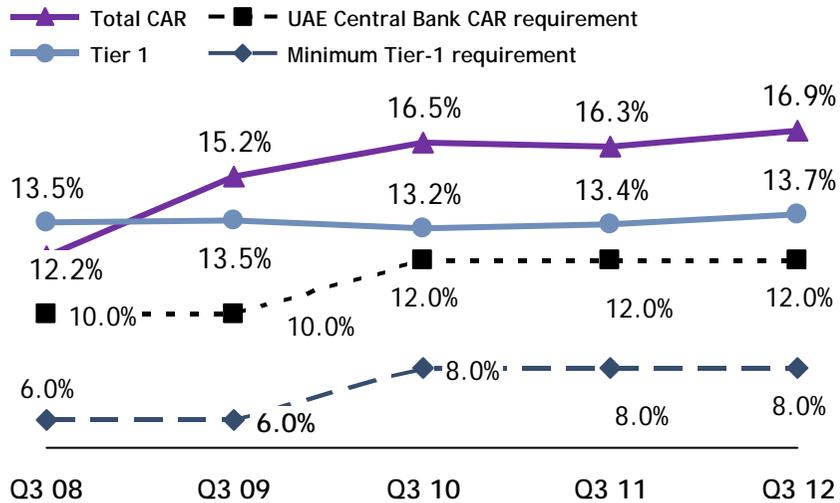


## Highlights

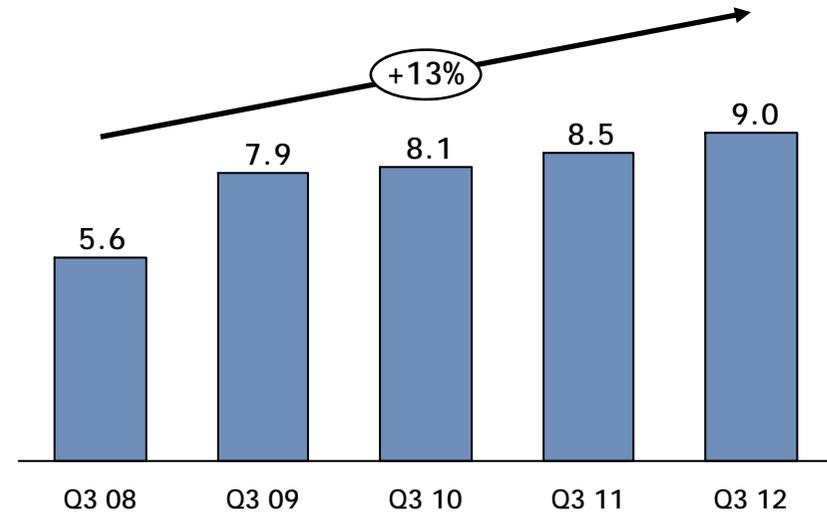
- Current and Savings accounts grew 22.9% year on year.
- Wholesale and Retail segment to remain as major source of deposits.
- Diversified deposits by type - main deposit contributors are individuals and government/public sectors.

# Capital

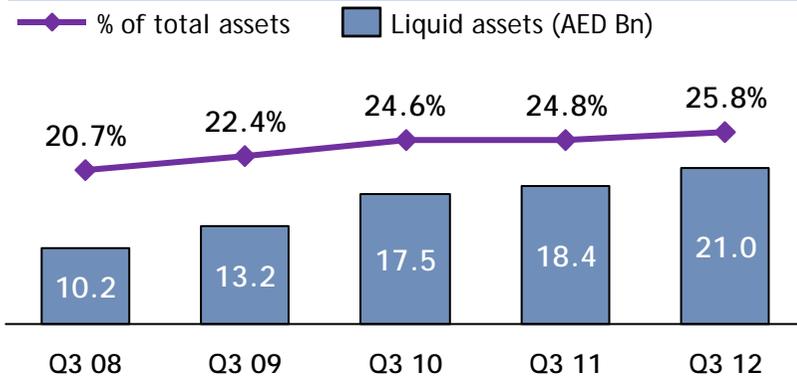
## Capital Adequacy (%)



## Total Equity and reserves (AED Bn)



## Liquidity ratio\* (%)



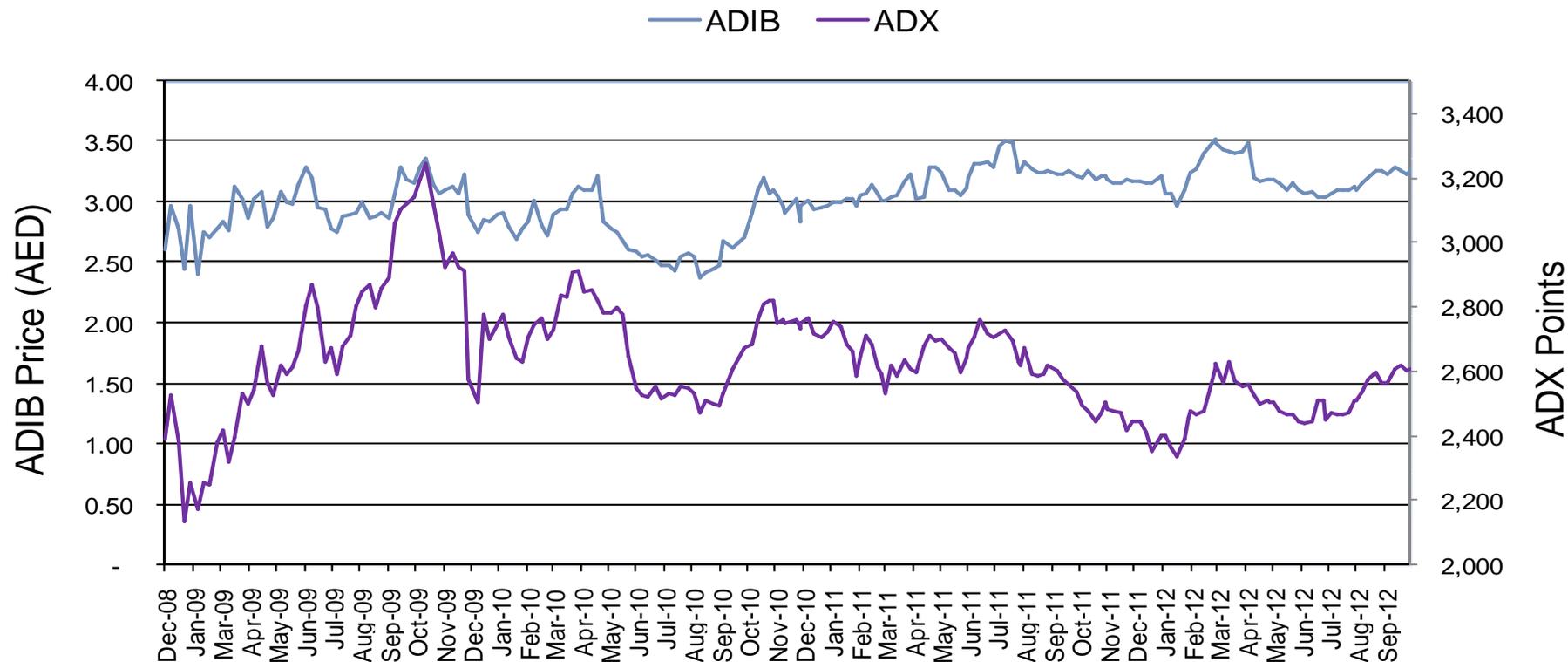
## Key points

- Basel II Total Capital Adequacy ratio at end of Q3 2012 at 16.9%.
- Basel II Tier I ratio at 13.7% at the end of Q3 2012.

# Shareholders' Return

- 30 September 2012 share price was AED 3.26 per share.
- Cash dividend of 50% of net profit (24.42% of share capital).
- Total dividend yield of ADIB share - 7.7%. (2010: 7.3%)

## ADIB vs ADX



# Dividend Distribution

	2007	2008	2009	2010	2011
Net Profit (Mn)	769.0	851.1	78.0	1,023.6	1,155.1
Cash Dividend (% of Share Capital)	20.0%	21.6%	-	21.6%	24.4%
Bonus Shares (% of Share Capital)	-	-	20.0%	-	-
Cash Dividend Payout Ratio (% of Net Profit)	51.2%	50.0%	-	50.0%	50.0%
Total Dividend Yield	3.2%	8.3%	6.9%	7.3%	7.7%

# Agenda

Introduction

Financial Review

Business Review

Appendix

# ADIB Strategy

To be a top tier Islamic financial services group  
by  
Providing Islamic financial services for the global community

## Build Market Leadership at Home

- The key customer service sectors are Personal Banking, Business Banking, Wholesale Banking, Private Banking, Community Banking supported by Treasury, Corporate Finance and Investment Banking, Wealth Management and Transaction Banking.
- ADIB's Retail presence will continue to aim for market leadership.
- At the heart of ADIB's new customer-centric approach is a bank-wide focus on customer services.

## 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 Company), Takaful insurance (through Abu Dhabi National Takaful Company) and Real Estate Management and Advisory (Burooj).

## 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 of 49% of National Bank of Development and in Bosnia with the 27% stake in Bosna Bank International, and continues with the establishment of Iraq, Saudi Arabia, UK and Qatar operations.
- ADIB is also in the process of applying for banking licenses in a range of other countries.

Simple & Sensible

Transparency

Mutual Benefit

Hospitality &  
Tolerance

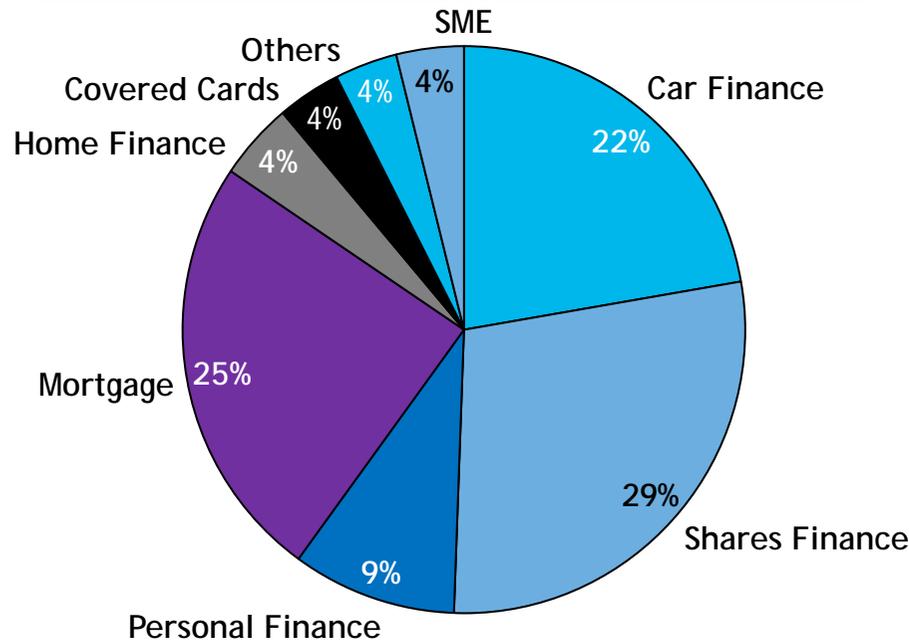
Shari'a Inspired

# Retail Banking overview

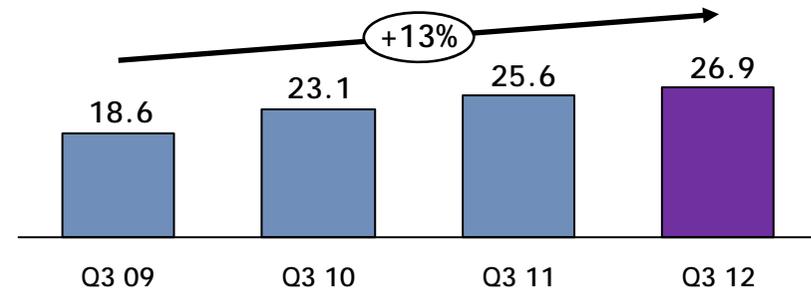
## Retail Banking contributes 63% of Net Revenues

- 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.

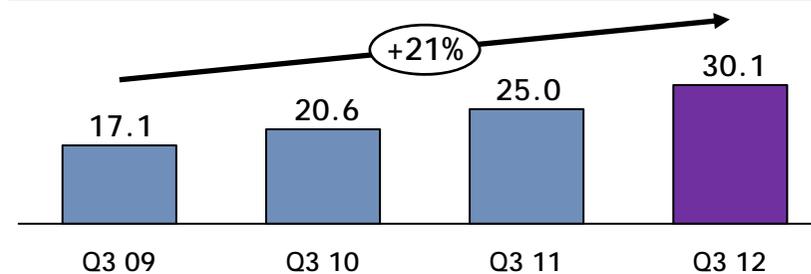
### Retail Financing Portfolio (%)



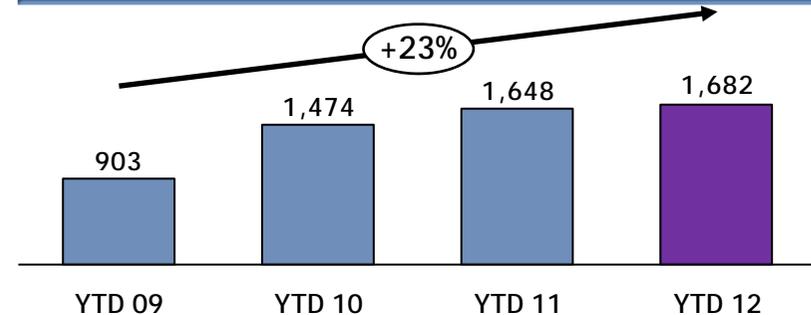
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)

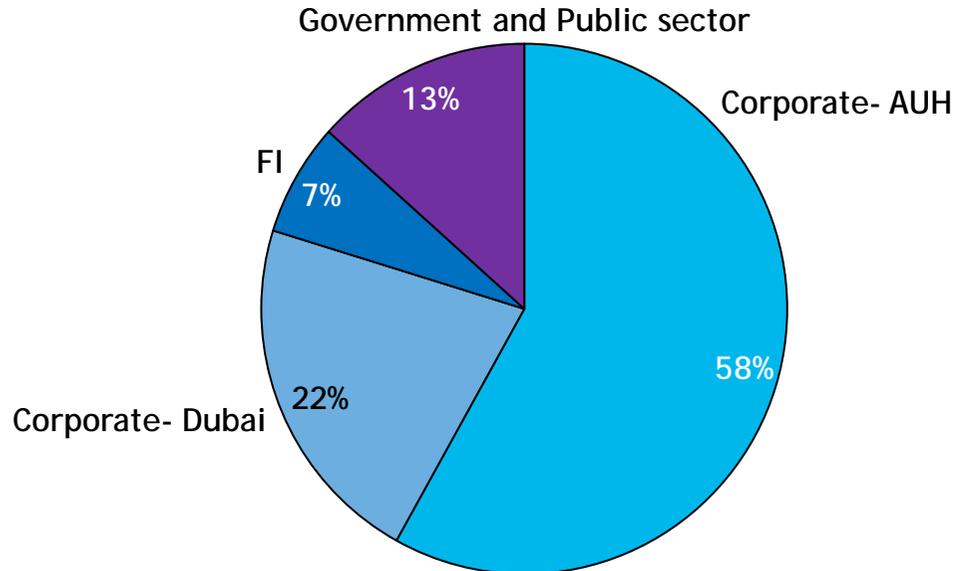


# Wholesale Banking overview

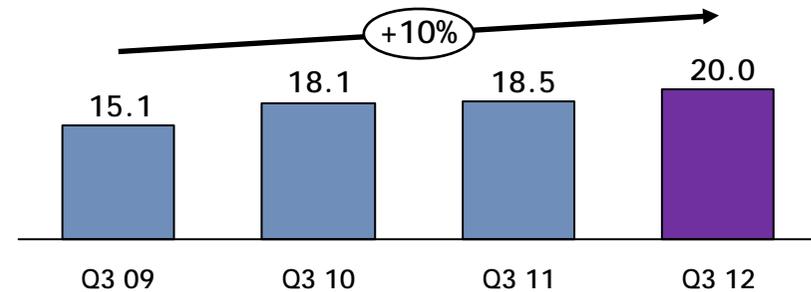
Wholesale Banking contributes 27% of Net Revenues

- Wholesale Banking encompasses the corporate, financial institutions and public sector divisions of the Bank. The array of services includes Transaction Banking and Corporate Finance and Investment Banking.

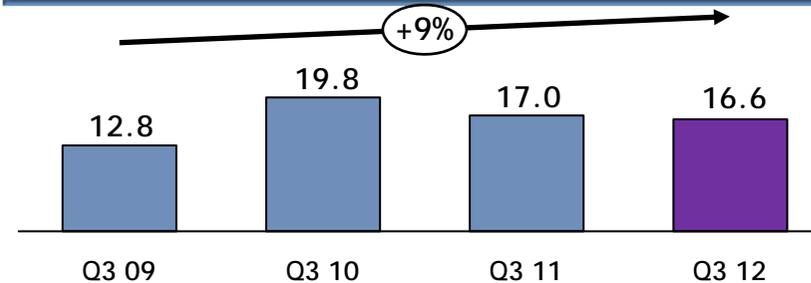
## Wholesale Financing Portfolio (%)



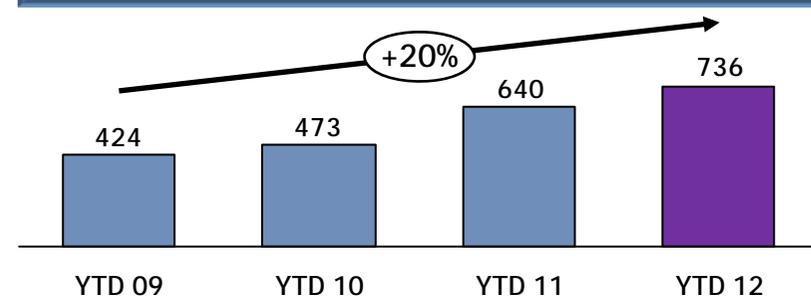
## Assets (AED Bn)



## Liabilities (AED Bn)



## Revenues (AED Mn)

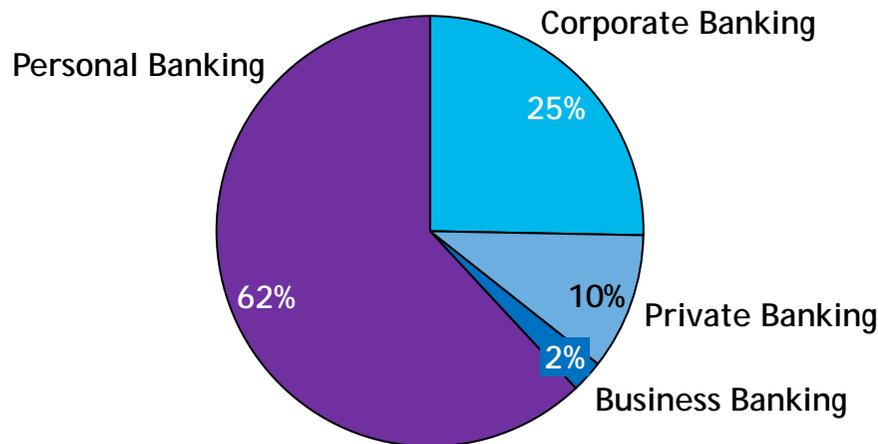


# Private Banking overview

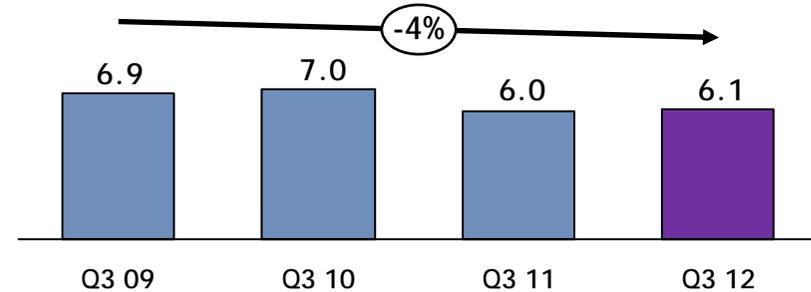
## Private Banking contributes 6% of Net Revenues

- 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.

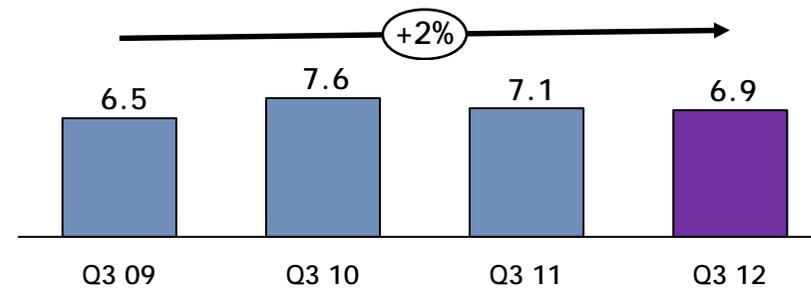
## WM AuM (%)



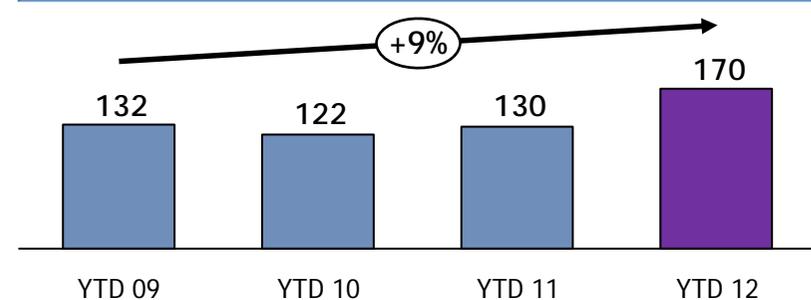
## Assets (AED Bn)



## Liabilities (AED Bn)



## Revenues (AED Mn)



# Outlook - 2012

1

We believe that 2012 will be another challenging year as the global financial crises enters its fourth year, and will therefore continue to implement our cautious growth strategy.

2

We will continue to increase our individual provisions as a leading credit policy bank .

3

We will continue to build up collective provisions as is prudent , despite having reached 1.72% of customer risk weighted assets.

4

We will continue to grow our Retail Banking presence across the UAE where we want to be the leading financial services provider in all our targeted client segments.

5

We continue to build our Wholesale Banking, Private Banking, Treasury and Community Banking businesses.

6

We will continue to diversify the sources and structure of our revenue while exiting non-core operations when opportunities arise.

7

We are a growth bank and continue to invest in infrastructure, delivery channels, and people and expect our cost to income ratio to reflect this.

# Agenda

Introduction

Financial Review

Business Review

Appendix

# Consolidated Statement of Income

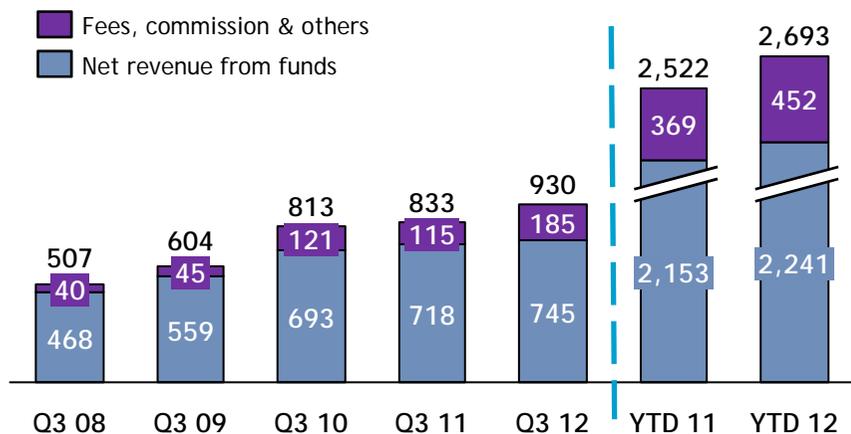
AED Mn	Q3 11	Q2 12	Q3 12	% chg Q3 12 vs Q3 11	% chg Q3 12 vs Q212	YTD 11	YTD12	% chg YTD 12 vs. YTD 11
<b>Revenues</b>	824.6	886.8	<b>924.1</b>	<b>12.1%</b>	<b>4.2%</b>	2,541.7	<b>2,681.6</b>	<b>5.5%</b>
Net Revenue from Funds	692.4	724.4	721.5	4.2%	-0.4%	2,079.7	2,168.4	4.3%
Fees & commission	118.9	102.0	90.5	-23.9%	-11.2%	335.4	301.3	-10.2%
Investment income	4.9	47.5	99.7	1,948.6%	110.0%	101.3	174.4	72.1%
Foreign Exchange	8.8	12.6	11.7	32.3%	-7.4%	22.2	36.2	63.1%
Other income	(0.4)	0.4	0.7	-301.1%	85.7%	3.1	1.3	-57.6%
<b>Expenses</b>	<b>354.7</b>	<b>377.6</b>	<b>393.5</b>	<b>11.0%</b>	<b>4.2%</b>	1,056.6	<b>1,148.4</b>	<b>8.7%</b>
Employee cost	221.2	223.0	231.5	4.6%	3.8%	661.1	679.0	2.7%
Premises	36.0	39.7	41.5	15.4%	4.7%	100.2	119.3	19.1%
Depreciation	24.2	27.9	31.0	27.8%	11.1%	66.4	85.4	28.7%
Other Operating expenses	73.2	87.0	89.5	22.3%	2.9%	229.0	264.7	15.6%
<b>Operating Profit - Margin</b>	<b>469.9</b>	<b>509.2</b>	<b>530.6</b>	<b>12.9%</b>	<b>4.2%</b>	1,485.0	<b>1,533.2</b>	<b>3.2%</b>
<b>Provision for impairment</b>	<b>150.8</b>	<b>186.6</b>	<b>202.1</b>	<b>34.0%</b>	<b>8.3%</b>	546.2	<b>574.7</b>	<b>5.2%</b>
- Individual / Specific	147.1	122.1	150.6	2.4%	23.3%	410.3	394.4	-3.9%
- Collective / General	13.1	17.0	0.8	-94.3%	-95.6%	52.6	52.9	0.4%
- Others	(9.5)	47.5	50.7	636.7%	6.8%	83.2	127.5	53.2%
<b>Net Profit</b>	<b>319.1</b>	<b>322.6</b>	<b>328.5</b>	<b>3.0%</b>	<b>1.8%</b>	938.9	<b>958.5</b>	<b>2.1%</b>

# Consolidated Balance Sheet

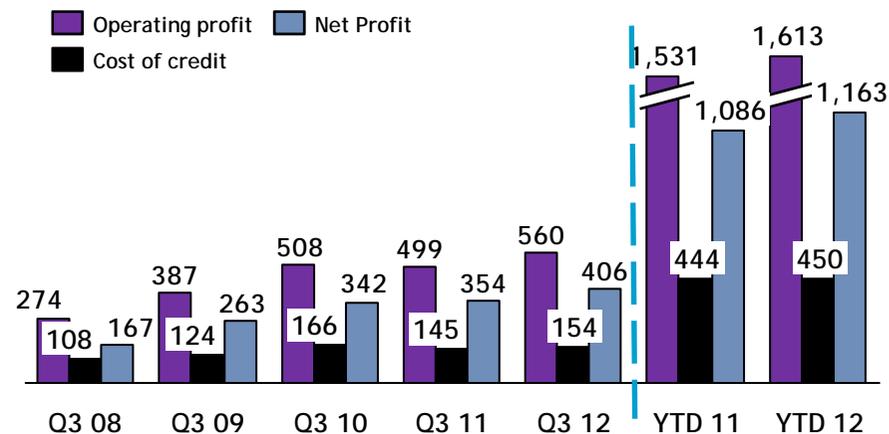
AED Mn%	30 Sep 2011	31 Dec 2011	30 Sep 2012	% chg 30 Sep 2012 vs 31 Dec 2011	% chg 30 Sep 2012 vs 30 Sep 2011
Cash and balances with Central Banks	9,856	11,207	12,189	8.8%	23.7%
Due from financial institutions	8,950	7,732	9,131	18.1%	2.4%
Net Customer financing	48,443	48,831	50,857	4.1%	5.0%
Investments	1,973	1,653	4,168	152.2%	111.2%
Investment in associates	849	852	846	-0.7%	-0.5%
Investment and development properties	1,307	1,122	1,146	2.2%	-12.3%
Other assets / fixed assets	2,814	2,939	3,204	9.0%	13.9%
<b>TOTAL ASSETS</b>	<b>74,163</b>	<b>74,335</b>	<b>81,540</b>	<b>9.7%</b>	<b>9.9%</b>
Due to financial institutions	1,282	1,931	2,570	33.1%	100.4%
Customers' deposits	54,398	55,172	61,188	10.9%	12.5%
Other liabilities	2,127	1,863	1,985	6.6%	-6.7%
Tier 2 wakala capital	2,207	2,207	2,207	-	-
Sukuk payable	5,684	4,591	4,591	-	-19.2%
<b>TOTAL LIABILITIES</b>	<b>65,698</b>	<b>65,764</b>	<b>72,541</b>	<b>10.3%</b>	<b>10.4%</b>
Share capital	2,365	2,365	2,365	-	-
Tier 1 sukuk	2,000	2,000	2,000	-	-
Proposed dividend	-	578	-	-100%	-
Reserves	4,100	3,629	4,634	27.7%	13.0%
<b>TOTAL EQUITY</b>	<b>8,465</b>	<b>8,571</b>	<b>8,999</b>	<b>5.0%</b>	<b>6.3%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>74,163</b>	<b>74,335</b>	<b>81,540</b>	<b>9.7%</b>	<b>9.9%</b>

# Key income parameters - Bank only

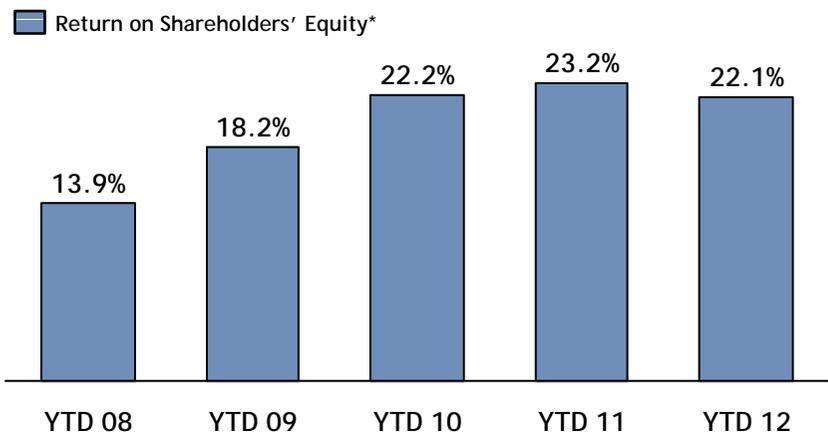
## Revenues (AED Mn)



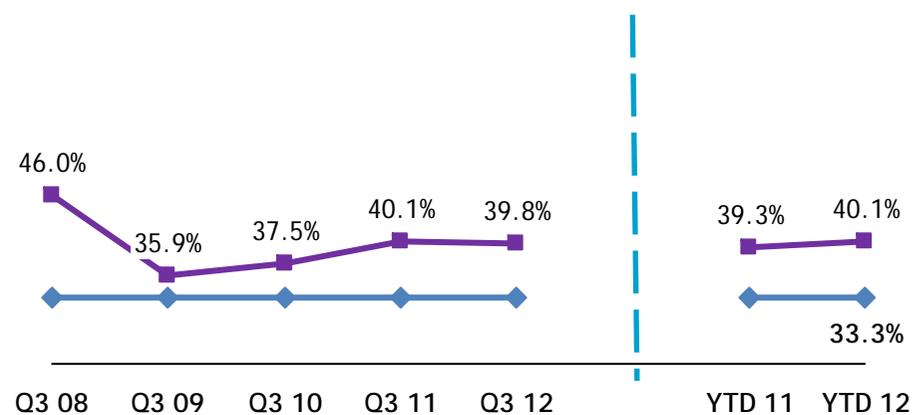
## Net Profit (AED Mn)



## Return on Shareholders' Equity (%)



## Cost to Income Ratio (%)



# An award winning Islamic Bank

## Franchise Awards



**“Best Islamic Bank Globally”** by Islamic Business & Finance for 2010 & 2011  
**December 2010 & 2011**



**“Best Corporate Bank”** for 2011 by Islamic Business & Finance  
**December 2011**



**“Best Islamic Bank”** in the UAE for 2010 and 2011  
**November 2010 & February 2012**



**“Best Islamic Bank”** in the UAE for 2010 and 2011 by Islamic Finance News  
**January 2011 & 2012**



**Best Islamic Bank** in 2011 in the UAE by Global finance  
**September 2011**



**“Best Islamic Bank”** in the Middle East by Bankers Middle East for 2010 & 2011  
**June 2010 & 2011**

# An award winning Islamic Bank

## Franchise Awards



**"Fastest Growing Bank in the UAE in 2011"** by Banker Middle East  
June 2011



**"Best Ladies Banking Service"**  
By Banker Middle East Product Award  
March 2011



**Rated amongst the best 10 companies in the UAE** by Forbes

February 2012



**"Rated amongst the best 10 companies in the UAE"** by Arabian Business

February 2012

# An award winning Islamic Bank

## Product & Marketing



### “Best Deal in the UAE”

by Islamic Finance News 2010  
(Emirates Steel )

January 2011



“Best SME Card” award by  
Banker Middle East Product Award

March 2011

## Human resources development



Emirates Institute of Banking &  
Financial Studies HRD Award for  
Emiratisation

February 2010 & 2012

## Customer Services Awards



Number 1 bank in Customer  
service in the UAE by Ethos Consultancy

October 2011



أفضل شبكة فروع في عام  
٢٠١١ - إيثوس للاستشارات

October 2011

# Key Deals in 2012



MAF Sukuk

**USD 400,000,000**

Joint Lead Manager/  
Bookrunner/Arranger



Feb 2012

- The 1st issuance by an investment grade privately-owned company in the GCC;
- The 1st Bond/Sukuk by a UAE-based privately-held company in over four years;
- The 1st corporate issuance from the region in the international markets; and
- The 1st corporate Sukuk issuance in 2012



**USD 1,850,000,000**

Joint Lead Manager &  
Bookrunner  
For Refinancing Sukuk /  
Syndication



June 2012

- The largest non-sovereign Sukuk issuance out of Dubai in over four years
- The first secured Sukuk transaction from the region in over four years
- The largest syndicated facility closed in 2012 to date
- 100% Islamic facility is a testament of the wide acceptability of Islamic structures in major financing transactions



Dubai Duty Free

**USD 1,750,000,000**

Mandated Lead Arranger  
& Bookrunner for a  
Syndicated Facility



June 2012

- The first Debt and Standalone Islamic Syndicated facility for the client
- Transaction with significant interest from the market due to strategic importance to Dubai Vision
- Purpose of transaction is Strategic "Expansion of Dubai Airport" with highly Sustainable cash flows



The Private Department  
of H.E. Sheikh  
Mohammed Bin Khalid  
Al Nahyan PJSC

**AED 525,000,000**

Mandated Lead Arranger /  
Bookrunner/ Facility &  
Documentation Agent for a  
Syndicated Facility



Mar 2012

- The first standalone Islamic syndicated facility for the client
- Success in re-profiling PVT dept's existing debt resulting in consolidation / optimization of their various facilities and optimization of their security, assets and cash flows
- Ring fenced structured deal with assignment of cash flows from prime real estate in AD with low LTV ratios



**USD 80,000,000**

Mandated Lead Arranger /  
Bookrunner /Facility &  
Documentation Agent for a  
Syndicated Facility



June 2012

- Highly visible project finance transaction given strategic importance of project
- ADIB acted as sole bookrunner in this key transaction and structured the deal in a manner that was perceived with high appetite in the market



**USD 175,000,000**

Mandated Lead Arranger &  
Bookrunner for a Syndicated  
Facility



June 2012

- The first standalone Islamic syndicated facility for the client
- Highly structured transaction and largest Facility in history of client
- Ring fenced structured deal with assignment of cash flows from tickets of sales of multiple destinations

# Key Deals in 2011



**USD 100,000,000**

Mandated Lead Arranger for a Syndicated Facility

ADIB  
Dec 2011

- ❖ First syndicated Fx financing for a Pakistani obligor since 2007.
- ❖ Re-introduces PIA in the international financial markets



**USD 75,000,000**

Mandated Lead Arranger for a Syndicated Facility

ADIB  
Dec 2011

- ❖ Debut Islamic Finance transaction for Client
- ❖ Tailor made financing solution to cater for company growth objectives



**ADIB Sukuk**

**USD 500,000,000**

Joint Lead Manager And Bookrunner

ADIB  
Nov 2011

- ❖ ADIB Acted as a bookrunner on the successful 2<sup>nd</sup> ADIB issuance
- ❖ Significant order book / highly visible deal



**USD 350,000,000**

Joint Lead Manager

ADIB  
Oct 2011

- ❖ The First benchmark Sukuk in Turkey
- ❖ translating into 1.6x coverage for the offering
- ❖ ADIB acted as Joint Lead Manager
- ❖ First Capital Market Mandate in a senior role



**USD 850,000,000**

Islamic Mandated Lead Arranger and Bookrunner for Syndicated Facility

ADIB  
Sept 2011

- ❖ ADIB acted as Islamic Tranche Mandated Lead Arranger, Joint Bookrunner; Sole Islamic Tranche Coordinator
- ❖ Largest Islamic/ Conventional structured syndication in 11 / UAE
- ❖ Innovative structure extending participation in Islamic tranche

# Ratings Excerpts

*“BFSR is supported by ADIB’s solid financial fundamentals and its rapidly expanding Islamic franchise in the retail segment within the United Arab Emirates [...] Moody’s assessment of a very high probability of systemic support in the event of need, reflecting ADIB’s strong relationship with the Abu Dhabi government and its importance within the domestic banking system, as the second largest Islamic bank.”*



**Moody's Investors Service**

*“A2” Stable*  
October 2011

*“ADIB continued to generate solid pre-impairment operating income in 2011 following its good performance for 2010, due to the bank’s healthy revenue growth from its core financing and strong growth in fee and commission income and lower funding costs. Good core earnings should provide some capacity to absorb future impairment charges.”*

**FitchRatings**

*“A+” Stable*  
December 2011

## Executive Management Biographies

# Executive Management Profile (I)

Tirad Marouf Mahmoud  
Chief Executive Officer

Joined ADIB in March 2008. He holds a Bachelor degree (major in Corporate Finance) from Loyala 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  
Global Head of Strategy  
& Finance

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).

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.

Abdul Qader Khanani  
Deputy Treasurer, UAE

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.

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).

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.

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

# Executive Management Profile (II)

Noble Powar  
Global Head of Human Resources

Joined ADIB on 1 January 2012. He holds 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.

Sarvesh Sarup  
Global Head of Retail Banking

Joined ADIB on Dec 2008. He holds a 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.

Stuart Crocker  
Global Head of Private Banking

Joined ADIB on the 1<sup>st</sup> of May 2011. He holds a Graduate Degree from the Royal Military Academy Sandhurst. His previous position was CEO HSBC Private Bank in UAE & Oman (2007-2011) and was a Member of the General Management heading client segmentation for HSBC in Geneva (2005-2007). He has spent 15 years in various leadership positions with Merrill Lynch in the UAE & UK.

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.

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.

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 qualifications 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.

Abdulla Al Shahi  
Head of International 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.

# Executive Management Profile (III)

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.

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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