

# Investor Presentation

## 30 September 2014 results

Abu Dhabi: November 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	A+	F1	Stable
Moody's	A2	P1	Stable
RAM	AAA	P1	Stable

## Stock Info (Price and Ratio as of 30 Sep 2014)

Market Cap (Price @ AED 6.92)	AED 20.8 bn (US\$ 5.7 bn)
Diluted EPS / share (AED) - Annualised	0.415
PE Ratio	16.7 times
Price / Book Ratio	2.66
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 (EIC) introduced in **2007**.
- **2007** - Acquired 49% of National Bank for Development based in Egypt.

### Growth (2008 - Present)

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

## Presence

- Domestic - 85 Branches and 656 ATMs (a 24 hour branch at Abu Dhabi International Airport).
- Overseas - presence in UK, Saudi Arabia, Qatar, Iraq and Sudan

# Ratings Excerpts

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



**Moody's Investors Service**

**“A2” Stable**  
October 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**  
September 2014

*“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

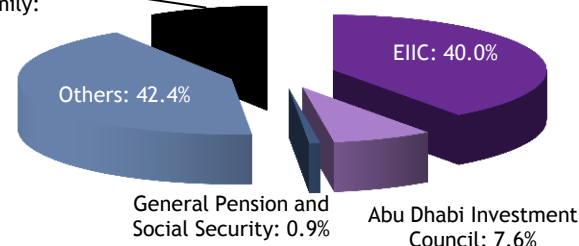
**“AAA” Stable**  
February 2014

# 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%



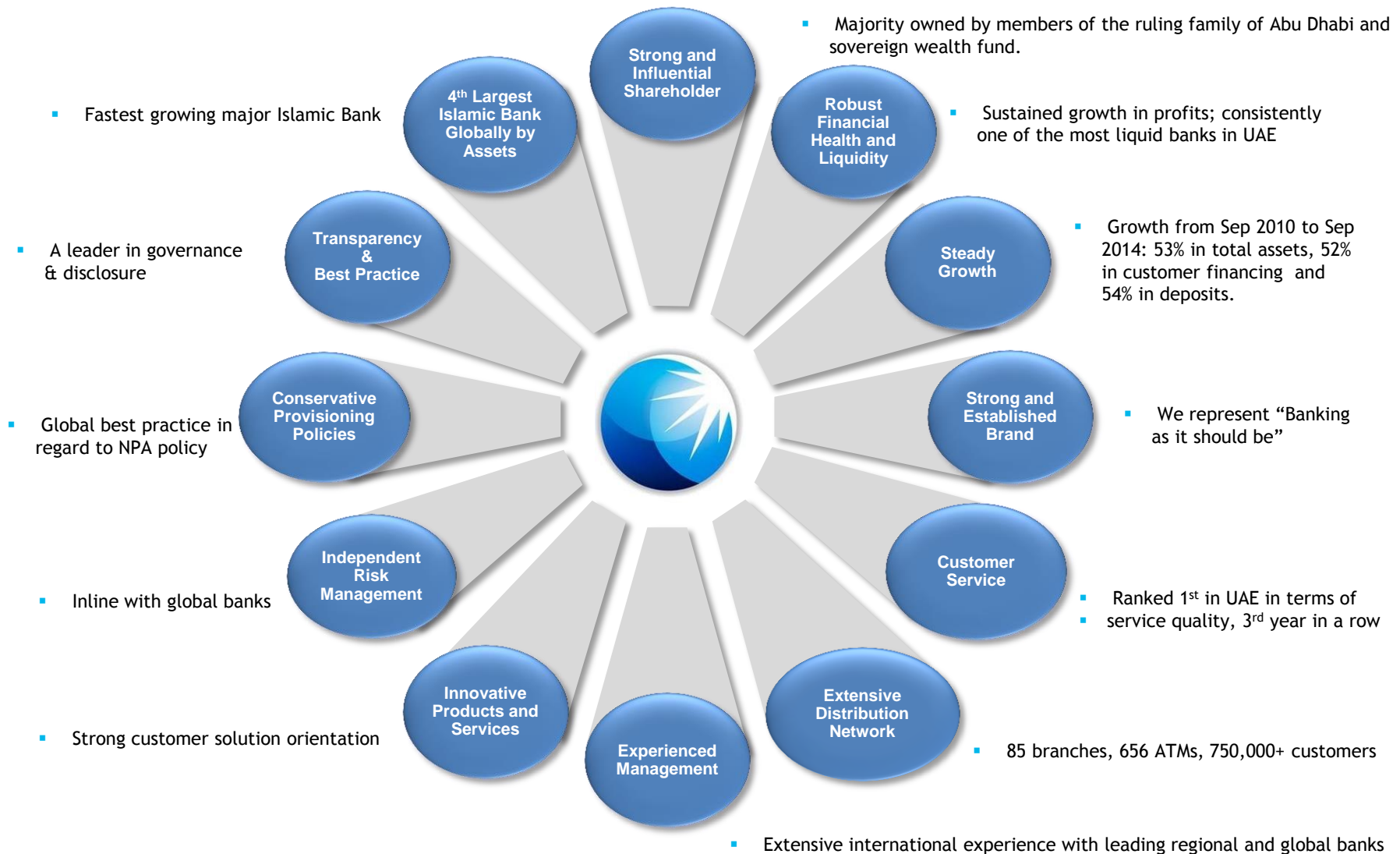
## Subsidiaries

- 
 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.
- 
 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.
- 
 Bosna Bank International (27%) is an Islamic bank based in Bosnia.
- 
 Abu Dhabi National Takaful (40%) offers insurance services.

# Key Strengths



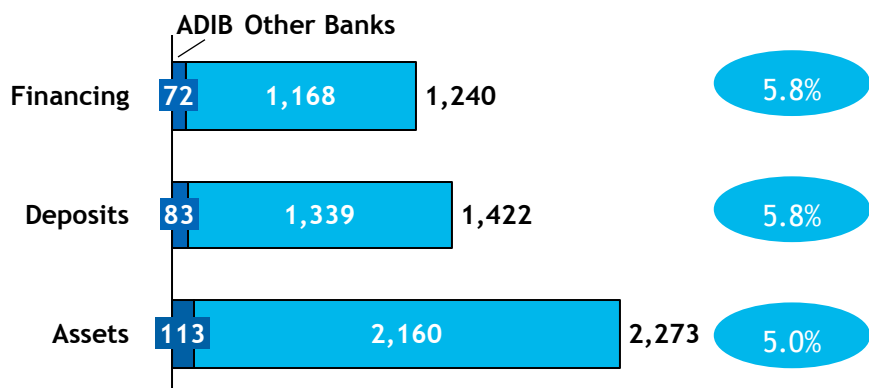
# UAE Banking Sector

## Highlights

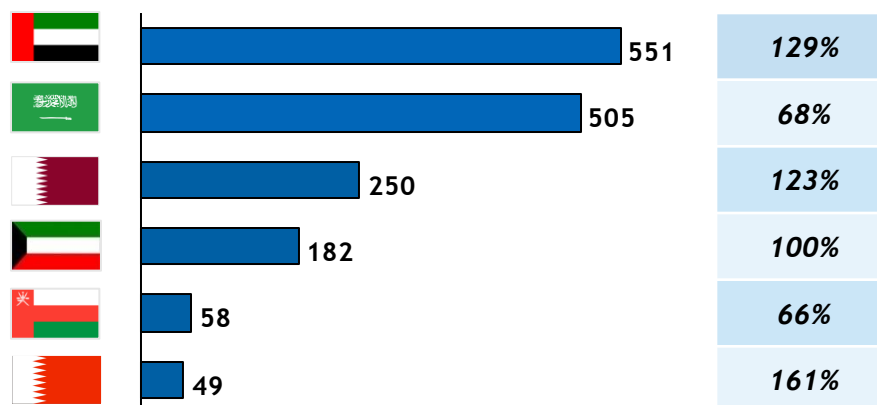
- UAE Banking sector is the largest by assets in the GCC; the UAE banking sector accounts for ~30% of the GCC total.
- Banking assets are over 129% of GDP, the second highest in the region after Bahrain.
- Strong growth in 2014 - deposits have grown by 11.2%, financing by 5.7% and total assets by 8.2% upto Aug 2014.
- Strong Capital Adequacy Ratio of 18.2% as of June 2014. (Tier 1 ratio of 16.0%)
- ADR ratio for UAE banking sector is at 87.2% as of Aug 2014.

UAE Banking Sector (AED Bn)	Dec 12	Dec 13	Aug 14
Total Assets - Gross	1,877.0	2,100.3	2,272.5
Certificates of deposit held by Banks	95.1	107.9	116.0
Investments by Banks	155.2	186.7	219.2
Bank Deposits	1,167.8	1,278.9	1,422.0
Bank Credit - net	1,099.1	1,177.3	1,239.8
Specific Provision	67.9	77.5	87.1
General Provision	17.5	19.2	21.5
Capital Adequacy ratio	21.0%	19.3%	18.2%*
<b>Branches</b>			
- 23 National Banks	805	841	860
- 28 Foreign Banks	85	87	87

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



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



# Agenda

Introduction

**Financial Review**

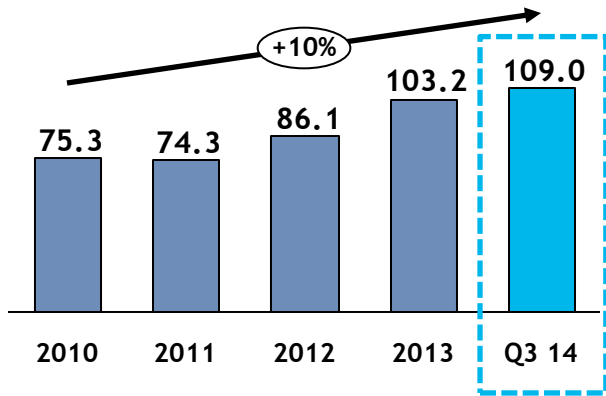
Business Review

Appendix

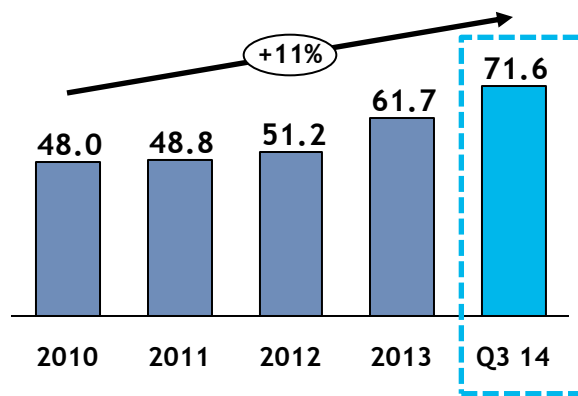


# Financial Snapshot (1/2)

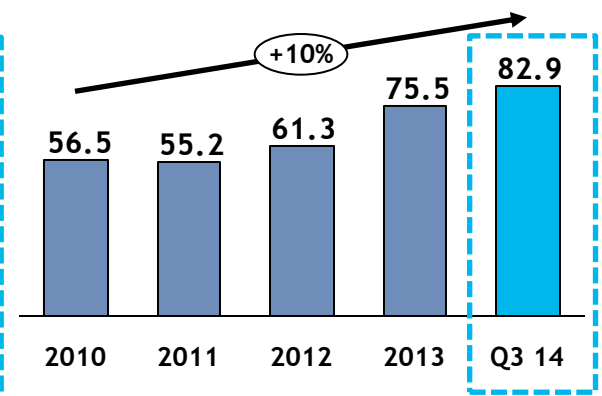
Total Assets (AED Bn)



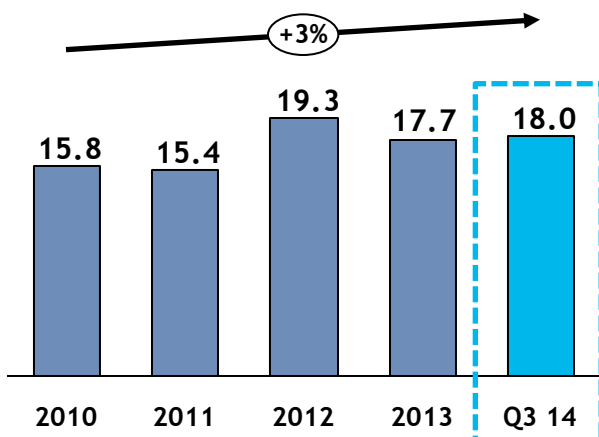
Net Customer Financing (AED Bn)



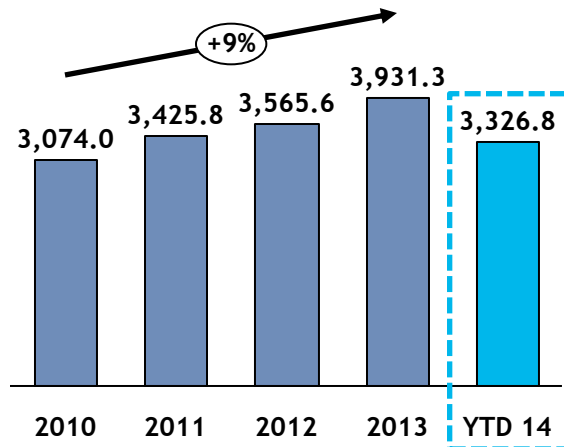
Customer Deposits (AED Bn)



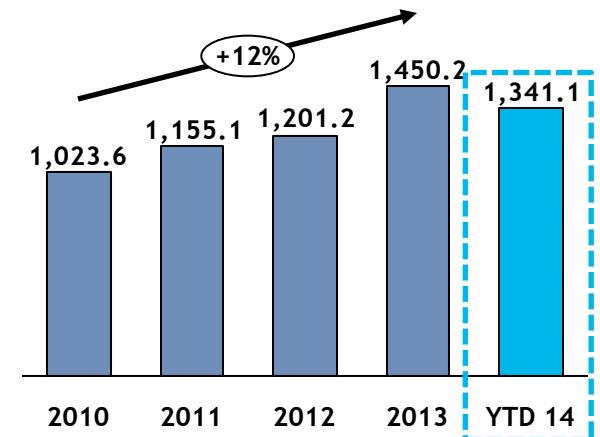
Capital Resources (AED Bn)



Revenues (AED Mn)

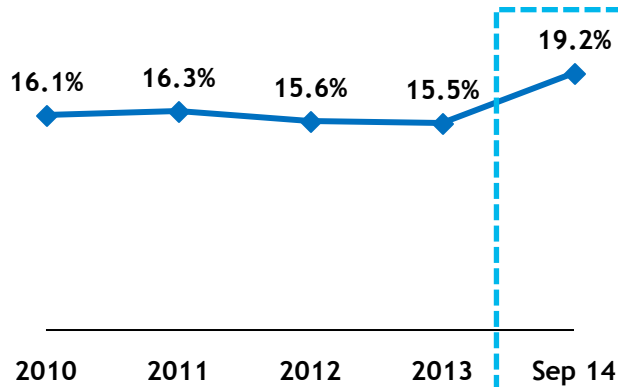


Net Profit (AED Mn)

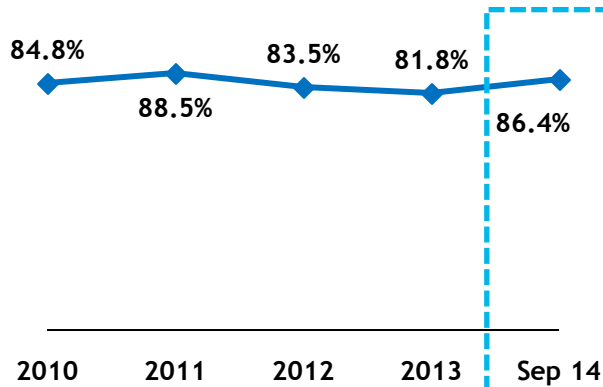


# Financial Snapshot (2/2)

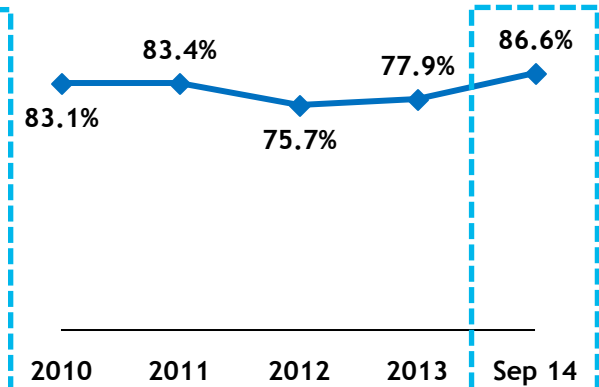
### Return on Avg Shareholders' Equity (%)



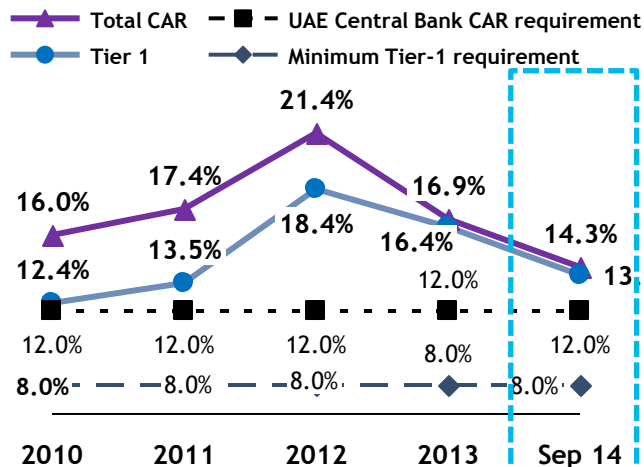
### Financing to Deposits Ratio (%)



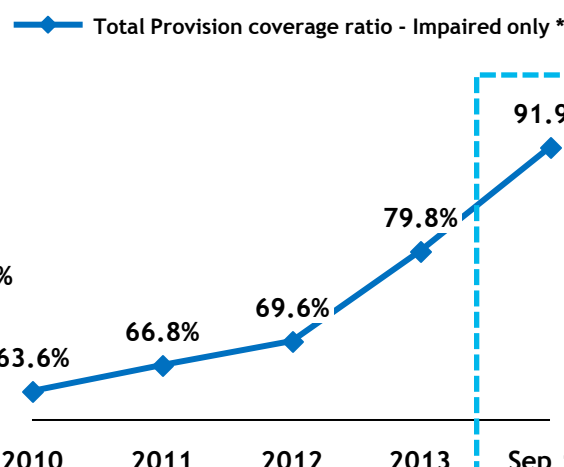
### Advances to Stable Funds Ratio (%)



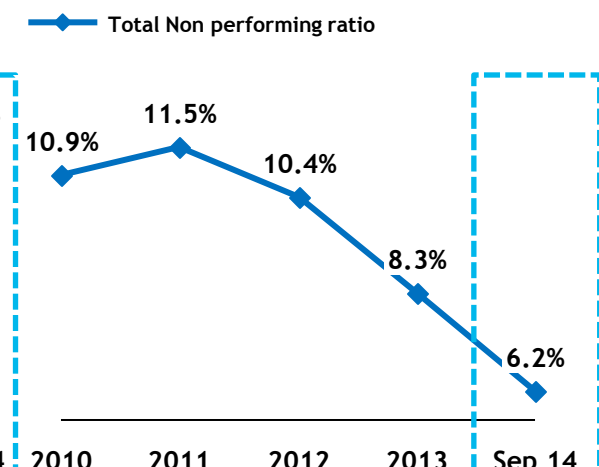
### CAR (%)



### Provision Coverage (%)



### Non - Performing Ratio (%)



# September 2014 in review - key financial highlights

## Balance sheet highlights

AED Bn	Sep 13	Sep 14	Change %
Total assets	97.1	<b>109.0</b>	12%
Net customer financing	58.9	<b>71.6</b>	22%
Customers' deposits	70.2	<b>82.9</b>	18%
Total equity	12.9	<b>13.4</b>	4%
Total capital resources	17.5	<b>18.0</b>	3%

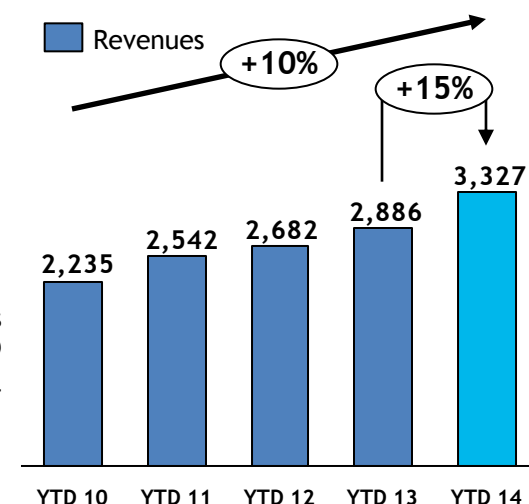
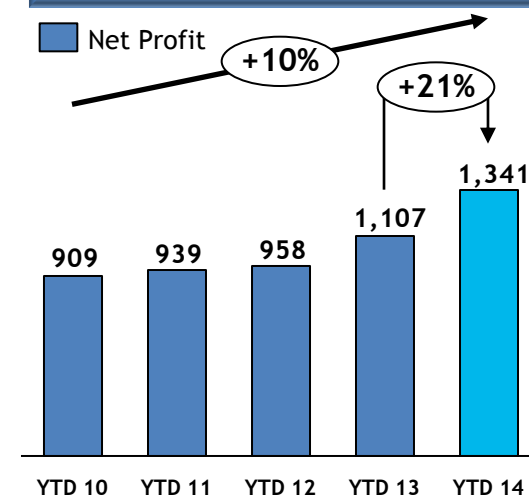
- **Total assets** increased by 12% over Sep 2013 to reach AED 109.0 Bn.
- **Customer financing** increased by 22% from Sep 2013 to reach AED 71.6 Bn.
- **Customer deposits** increased by 18% over Sep 2013 to reach 82.9 Bn.
- **Capital adequacy ratio** at 30 Sep 2014 was 14.34% - Basel II. Tier 1 ratio at 30 Sep 2014 was 13.85%.
- **Capital resources** reached AED 18.0 Bn, a increase of 3% vs. Sep 2013.

## Income statement highlights

AED Mn	YTD Sep13	YTD Sep14	Change %
Revenue	2,885.5	<b>3,326.8</b>	15%
Expenses	1,219.7	<b>1,406.6</b>	15%
Operating profit	1,665.8	<b>1,920.2</b>	15%
Provision for impairment	558.9	<b>579.1</b>	4%
Net profit	1,107.0	<b>1,341.1</b>	21%

- **Revenues** up by 15% on the back of lower funding cost and higher fees and commissions.
- **Expenses** up by 15% mainly due to continuous investment in our franchise, network, systems and people.
- **Operating profit** up by 15%.
- **Provision for impairment** up by 4%. This includes AED 3.3 Mn (30 Sep 2013: AED 108.9 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

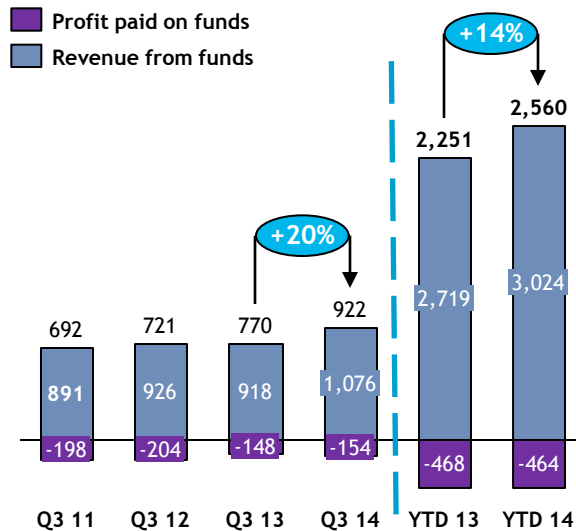


# Operating Performance

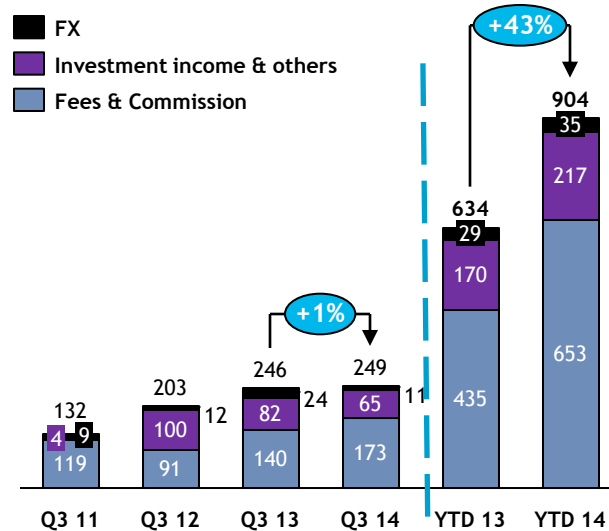
## Highlights (YTD 14 vs. YTD 13)

- Revenues, up by 15% at AED 3,327 Mn.
- Net revenue from Funds (NRFF) 14% higher, primarily driven by 11% increase in customer financing revenues.
- Funding cost dropped by 1% y-o-y due to continuous CASA growth and reduction in expensive wakala deposits.
- Fees & commission up 19%, mainly due to increase in fees from risk participation fee, brokerage, retail and trade finance businesses.
- Investment income higher by 40% mainly due to increase in trading gains (185%).
- Non-NRFF based income increased to 23% of total revenue compared to 22% in YTD 2013.

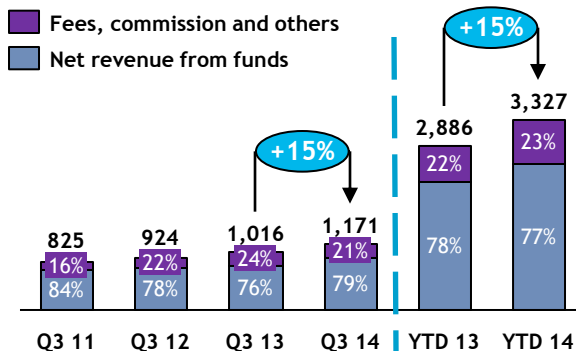
## Net Revenue from Funds (AED Mn)



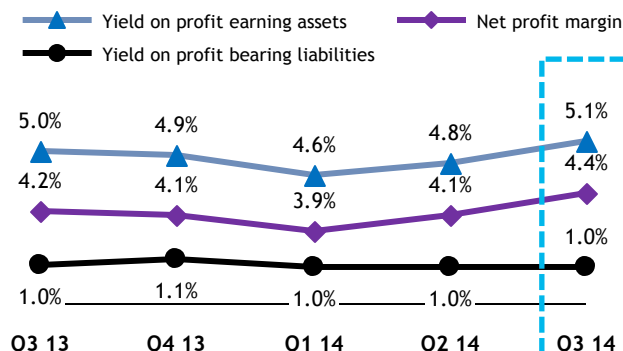
## Fees, commission and others (AED Mn)



## Revenues (AED Mn)



## Evolution of Yields (%)



# Key ratios

Ratios		Sep 2013	Sep 2014
Efficiency	Diluted Earnings per share (EPS in AED)	0.317	<b>0.387</b>
	Return on Average Shareholders' Equity (excluding GoAD - Tier 1 capital)	16.2%	<b>19.2%</b>
	Net profit margin (%)	4.2%	<b>4.4%</b>
	Cost / income ratio	42.3%	<b>42.3%</b>
Liquidity	Percentage lent (Financing / Total Assets)	61.1%	<b>65.7%</b>
	Financing to Deposits ratio	83.9%	<b>86.4%</b>
	Advances to Stable funds ratio	79.0%	<b>86.6%</b>
	Liquid Assets to Total Assets ratio	26.7%	<b>20.5%</b>
Solvency	Capital Adequacy	17.1%	<b>14.3%</b>
	Tier -1 ratio	16.7%	<b>13.9%</b>
	Leverage ratio (Assets / Equity)	745%	<b>811%</b>
Asset Quality	Non - performing ratio (NPA / Gross Financing)	7.3%	<b>4.8%</b>
	Total provision coverage (Total provisions / NPA)	74.6%	<b>91.9%</b>
	Specific provision coverage (Specific provisions / NPA)	54.8%	<b>58.6%</b>
	Total provisions / Gross Customer Financing	5.4%	<b>4.4%</b>

# Competitive landscape – ADIB vs. UAE Banks

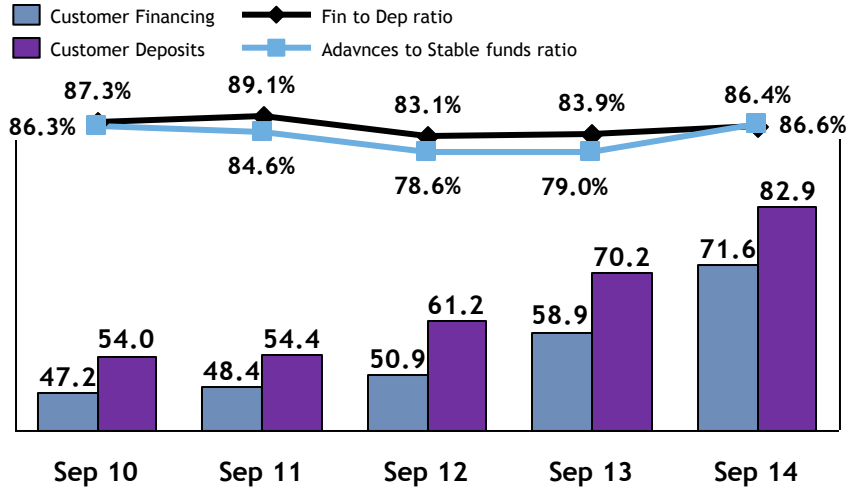
## Peer Group Analysis for September 2014

		ADIB	ADCB	FGB	NBAD	UNB	MASHREQ	DIB	CBD	ENBD	RAK
Revenue - YTD 14	AED Mn	3,327	5,645	6,868	7,658	2,532	4,327	4,104	1,623	10,887	2,626
Operating Profit - Margin - YTD14	AED Mn	1,920	3,791	5,340	5,061	1,824	2,715	2,615	1,100	7,675	1,499
Net Profit - YTD14	AED Mn	1,341	3,179	4,126	4,195	1,584	1,815	2,060	890	3,913	1,073
Total assets	AED Bn	109.0	198.4	208.0	398.1	88.6	102.3	128.5	46.5	353.9	34.8
Customer deposits	AED Bn	82.9	121.5	144.6	264.7	62.7	66.8	95.5	31.8	249.7	24.7
Customer assets	AED Bn	71.6	135.9	132.7	198.0	64.0	57.3	71.1	31.5	247.7	24.4
Financing to deposit ratio	%	86.4%	111.8%	91.8%	74.8%	102.1%	85.7%	74.5%	99.2%	99.2%	99.1%
Return on Average Shareholders' Equity <sup>(1)</sup>	%	19.2%	18.7%	19.5%	17.2%	14.7%	15.9%	21.9%	16.4%	13.6%	22.0%
Capital Adequacy Ratio	%	14.3%	21.3%	19.5%	16.3%	19.2%	16.4%	15.5%	20.0%	20.4%	25.1%

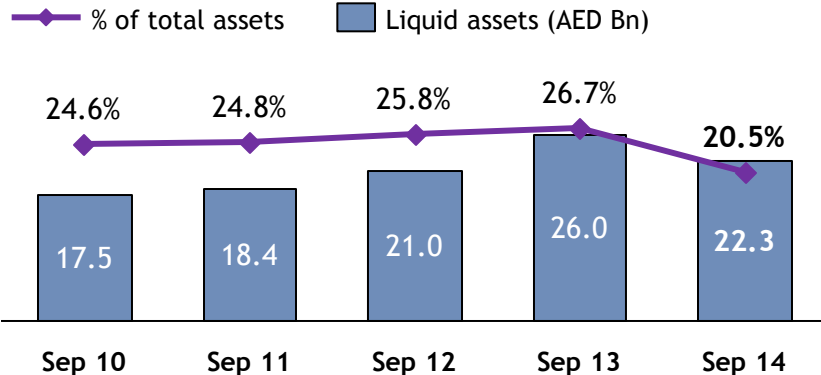
# Balance Sheet Strength

Consistently remains one of the most liquid bank in the UAE

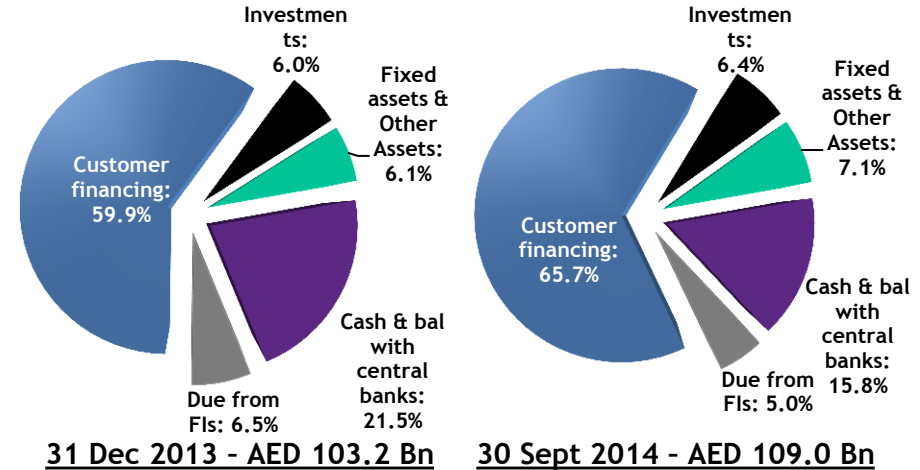
## Net Customer Financing & Customers' Deposits (AED Bn)



## Liquidity ratio\* (%)



## Composition of Total Assets - AED Bn



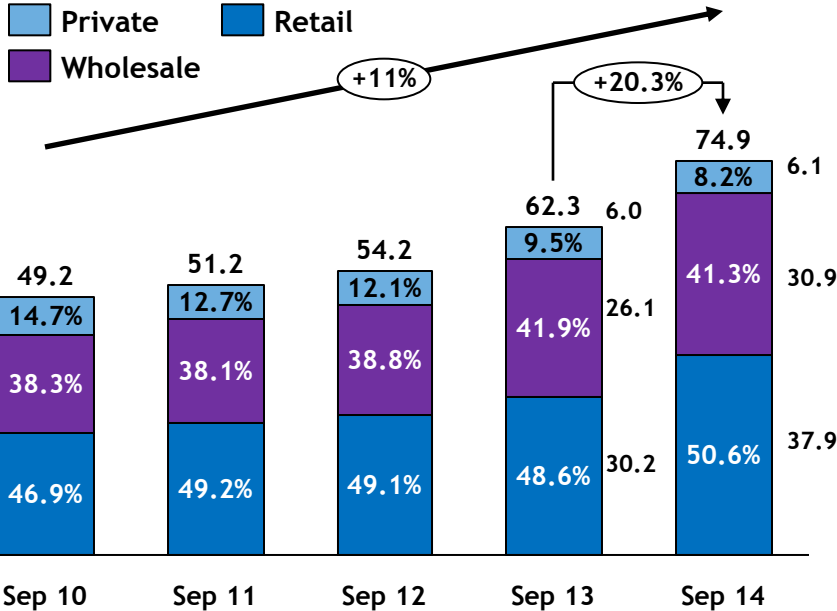
## Highlights

- One of the most liquid banks, with Net interbank assets & Central Bank CD's of AED 8.8 Bn as of Sep 2014.
- 4 year CAGR (Sep 2010 - Sep 2014)
  - Total Assets 11.2%
  - Customer financing 11.0%
  - Customers' Deposits 11.3%
- Net Profit Margin (NPM) was 4.4% for Sep 14.
- Advances to Stable Funds ratio was 86.6% as of Sep 14 compared to 79.0% as of Sep 13.

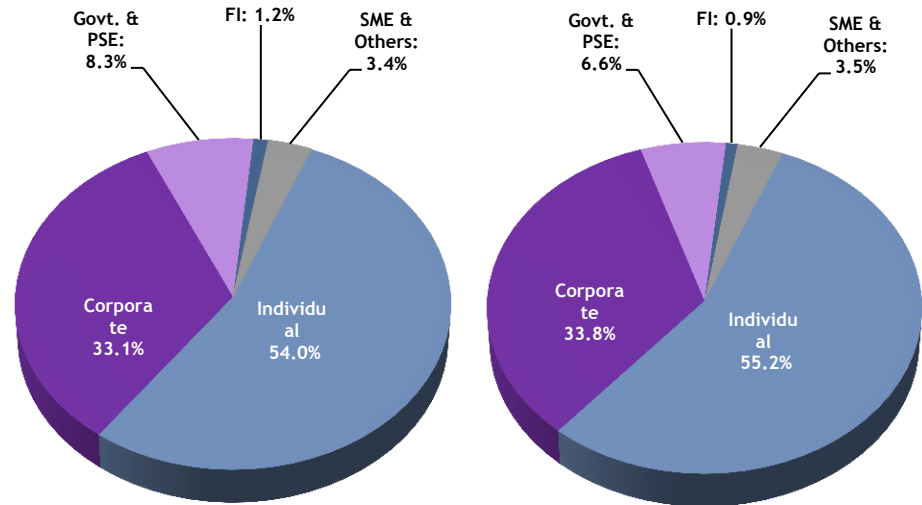
# Customer Financing Assets

Portfolio growth of 20% since Sep 13 driven by strong performance from Wholesale bank (18%) and Retail (25%)

## Gross Customer Financing by Segment



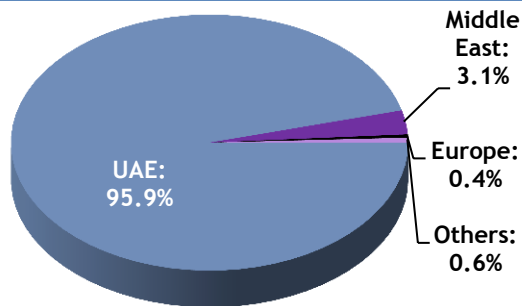
## Gross Customer Financing by Customer Segment



31 Dec 2013 - AED 65.1 Bn

30 Sept 2014 - AED 74.9 Bn

## Gross Customer Financing by Geographic Region



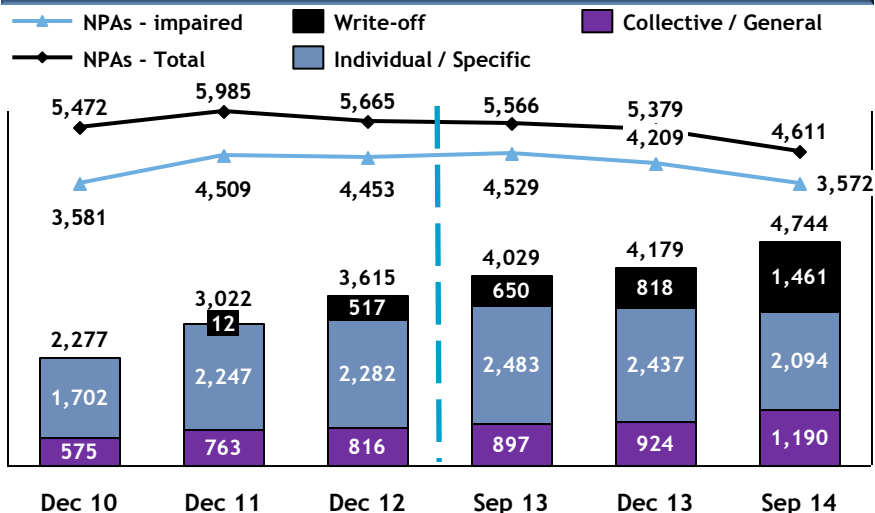
## Highlights

- Net customer financing assets increased by 16% vs. Dec 13 (+AED 9.9 Bn) and 22% YoY (+AED 12.7 Bn) to AED 71.6 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.

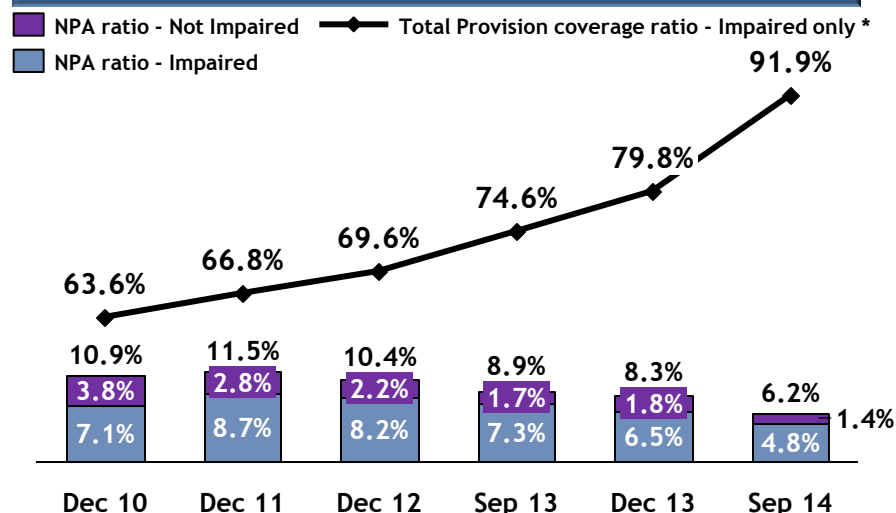


# Asset quality - Customer financing only

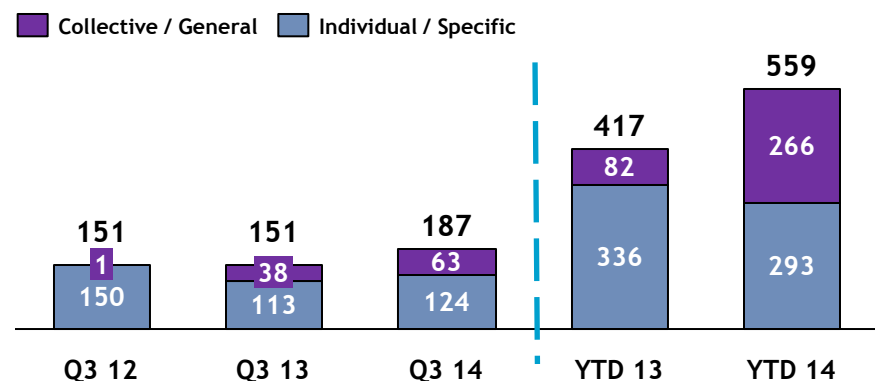
## Provisions and NPAs - Customer financing (AED Mn)



## NPA ratio and provision coverage ratio



## Impairment charge - Customer financing (AED Mn)

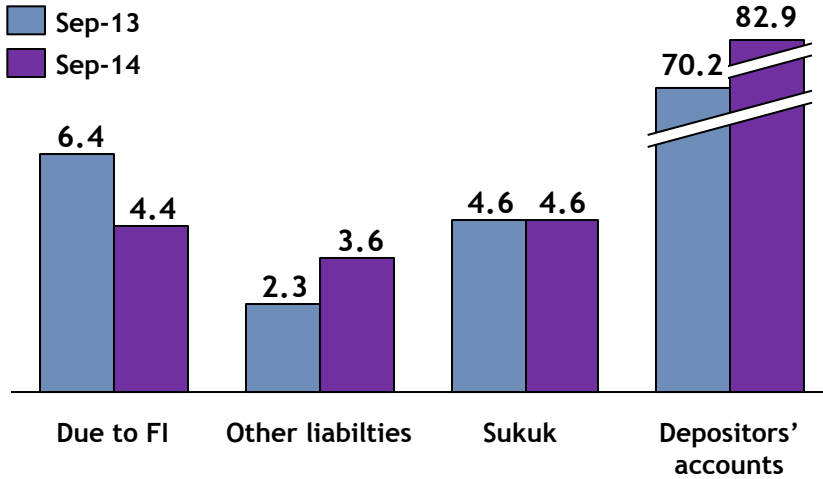


## Key points

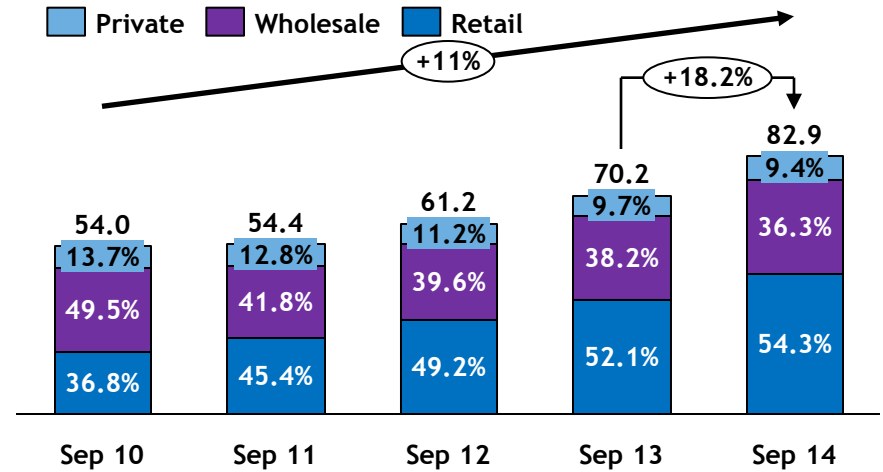
- Total NPAs decreased by AED 768 Mn during 9 month of 2014 to reach AED 4,611 Mn (31 Dec 13: AED 5,379 Mn).
- Impaired NPAs ratio at 4.8% as at 30 Sept 2014 (6.5% at end Dec 2013) with coverage improving to 91.9% (31 Dec 2013: 79.8%).
- Collective provisions of AED 1,190 Mn at end of Sep 2014 represents 1.73% of Customer Credit RWAs.
- Individual provisions of AED 2,094 Mn at 58.6% of impaired NPAs at end of Sep 2014 (31 Dec 2013: 57.9%).
- Total provisions of AED 3,284 Mn (net of write-off of AED 1,461 Mn), represents 4.38% (31 Dec 2013: 5.16%) of Gross Financing portfolio.

# Funding Profile

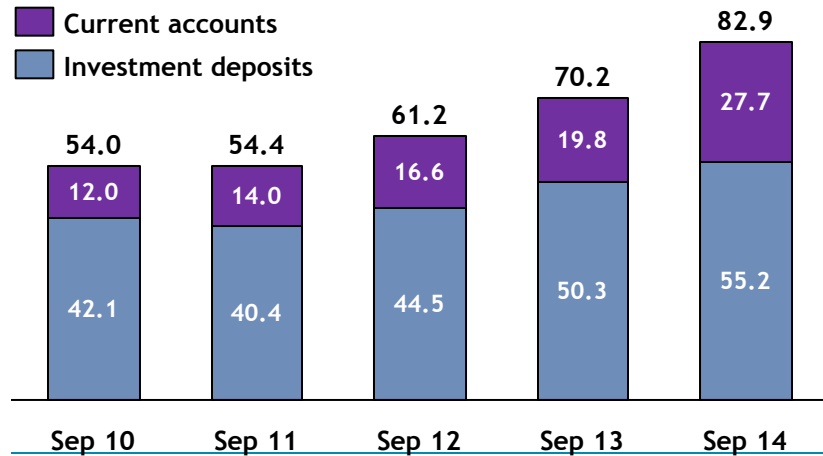
## Composition of Liabilities (AED Bn)



## Customers' Deposits by Segment (AED Bn)



## Customers' Deposits by Type (AED Bn)

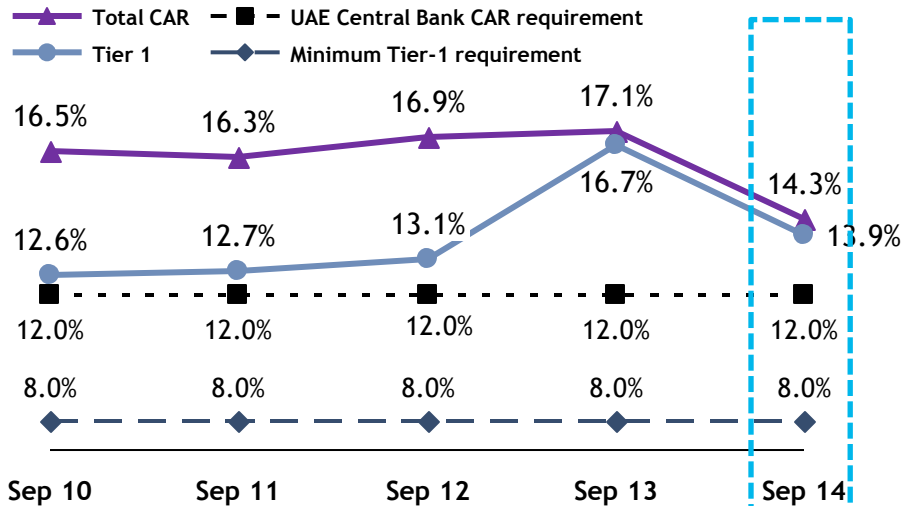


## Highlights

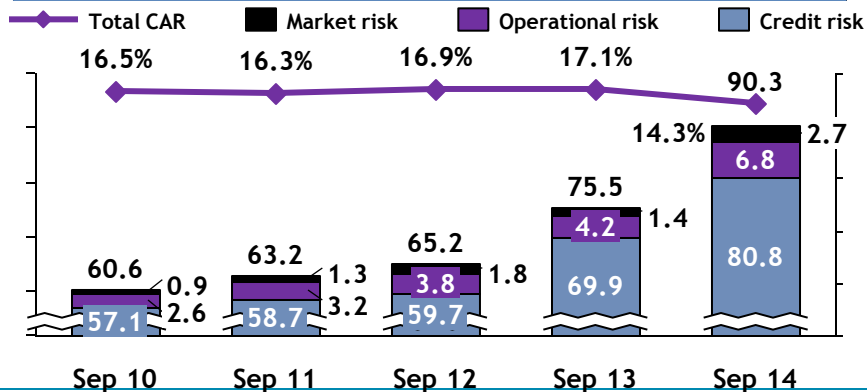
- Sep-end 14 customers' deposits increased by 10% vs. Dec 13 (+AED 7.4 Bn) and 18% YoY (+AED 12.8 Bn) to reach AED 79.0 Bn.
- Customer financing-to-deposits ratio stood at 86.4% and regulatory Advances to Stable Funds ratio at 86.6% which remained well below the UAE CB ceiling.
- Deposits from customers/ total liabilities constitute 87% as of 30 Sep 2014.
- Retail and Wholesale segment to remain as major source of deposits.

# Capital

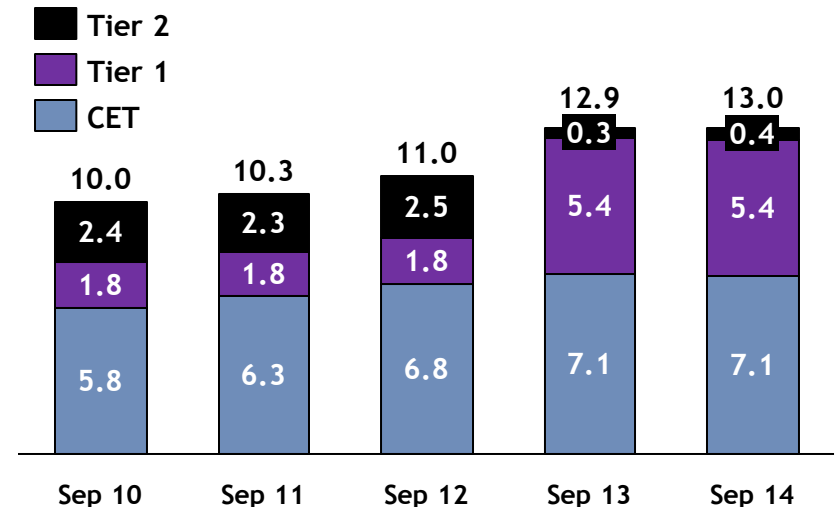
## Capital Adequacy (%)



## Total CAR and RWA



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



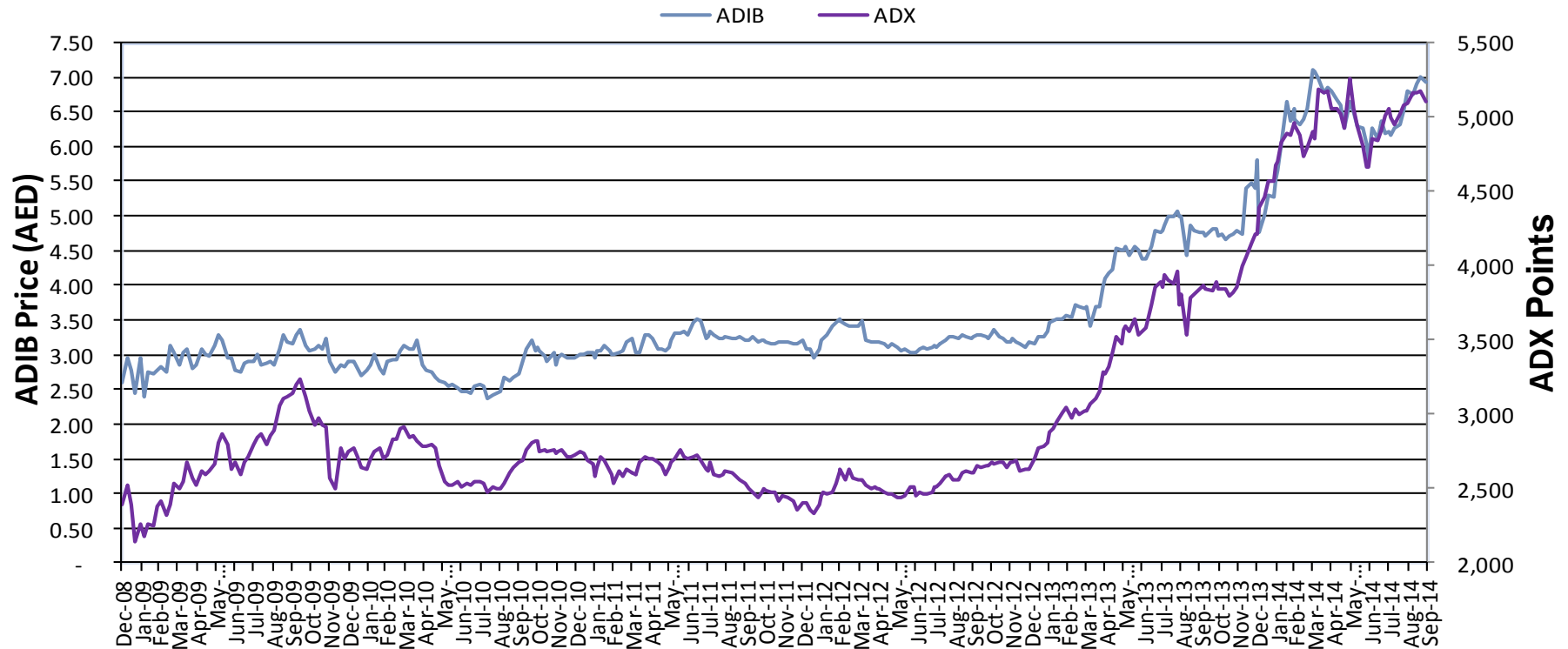
## Highlights

- Basel II Total Capital Adequacy ratio at end of Q3 2014 at 14.34% well above the regulatory requirement of 12% (31 Dec 13: 16.86%).
- Basel II Tier I ratio at 13.85% at the end of Q3 2014 well above the regulatory requirement of 8% (31 Dec 13: 16.42%).
- During Q3 2014, CAR was impacted due to Barclays acquisition (0.8%) & adjustment for changes to new regulatory treatment of risk-weighted assets (0.4%).

# Shareholders' Return

- 30 Sep 2014 share price was AED 6.92 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

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

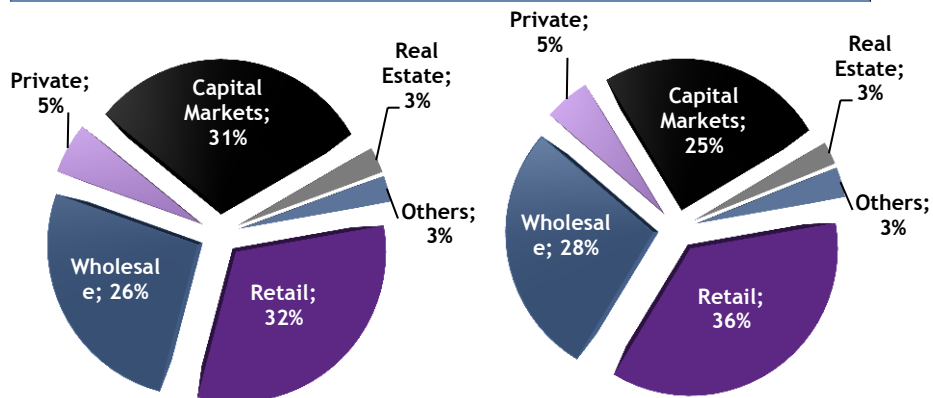
Mutual Benefit

Hospitality & Tolerance

Shari'a Inspired

# Business unit contribution

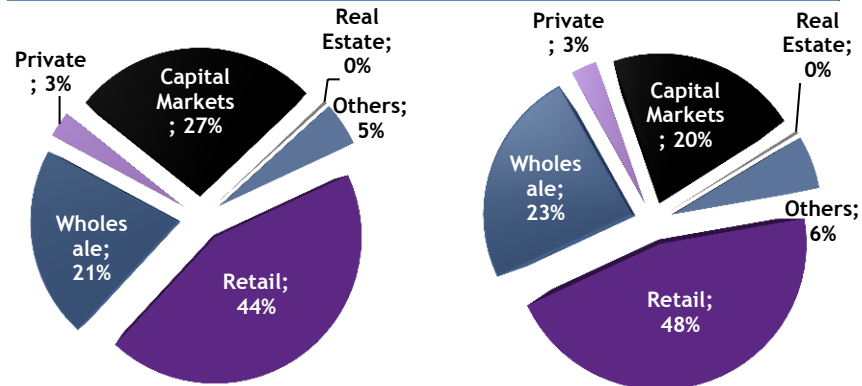
## Composition of Total Assets - AED Bn



30 Sep 2013 - AED 97.1 Bn

30 Sep 2014 - AED 109.0 Bn

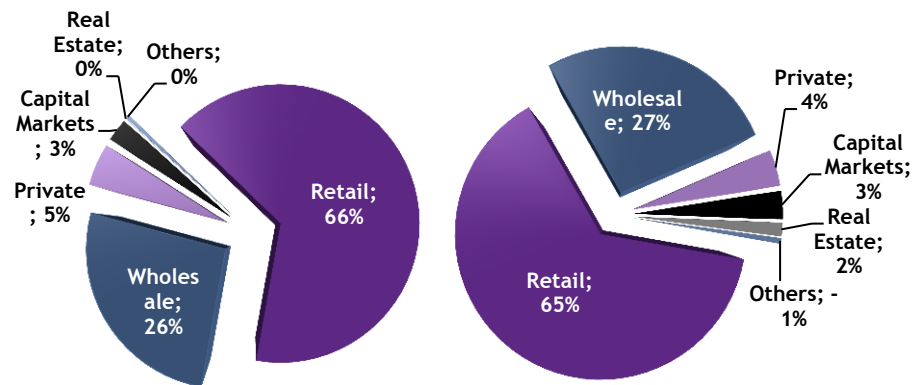
## Composition of Total Liabilities - AED Bn



30 Sep 2013 - AED 84.2 Bn

30 Sep 2014 - AED 95.5 Bn

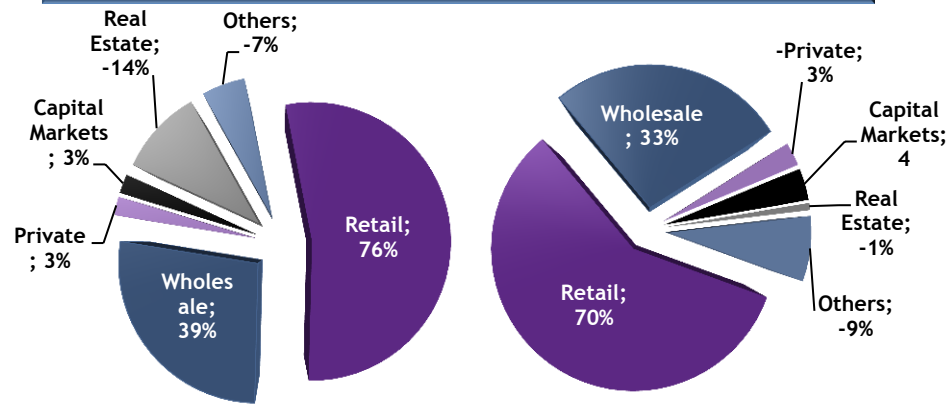
## Composition of Revenues - AED Mn



YTD 2013 - AED 2,885.5 Mn

YTD 2014 - AED 3,326.8 Mn

## Composition of Net profit - AED Mn



YTD 2013 - AED 1,107.0 Mn

YTD 2014 - AED 1,341.1 Mn

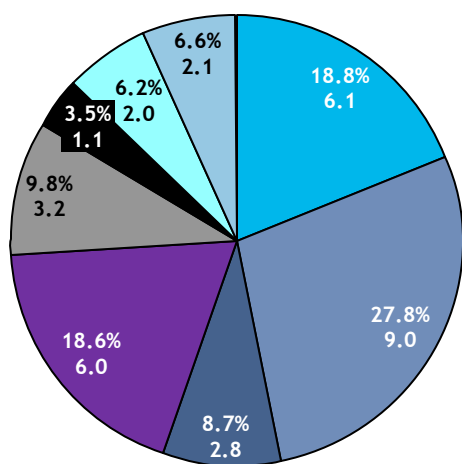
# Retail Banking overview

## Retail Banking contributes 65% of Net Revenues

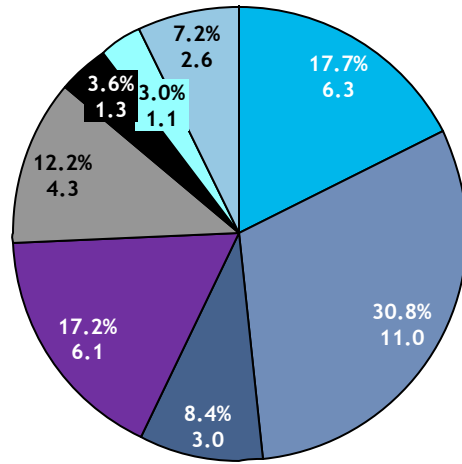
- Personal Banking Division provides services for individuals clients, while the Business Banking Division services the needs of SMEs.
- These services include a variety of Shari'a compliant financing.

### Gross Retail Financing Portfolio

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

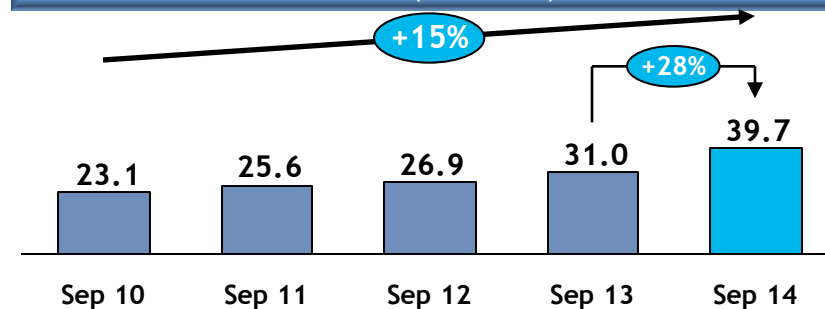


31 Dec 2013- AED 31.4 Bn

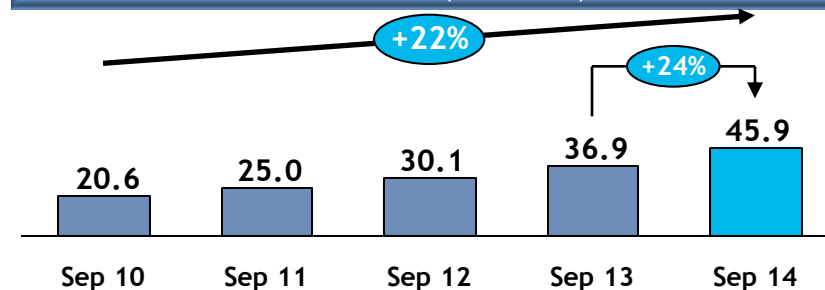


30 Sep 2014 - AED 35.8 Bn

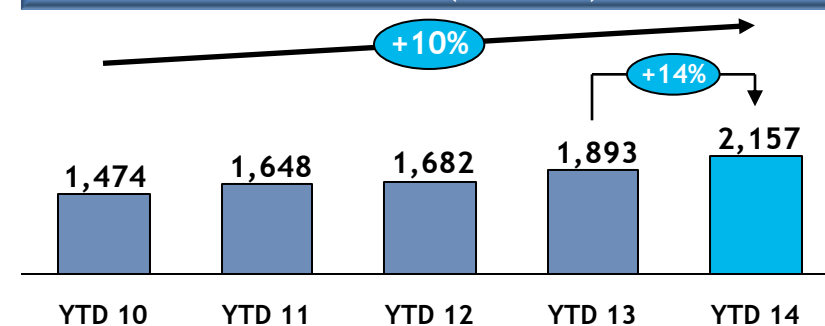
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)





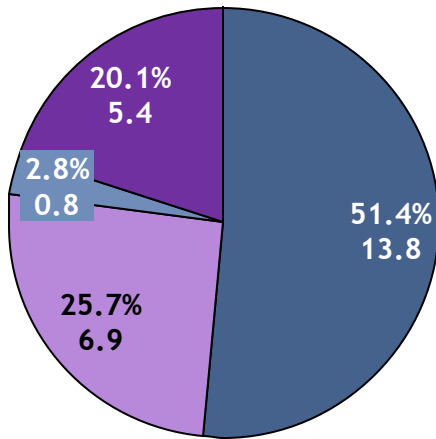
# Wholesale Banking overview

Wholesale Banking contributes 27% of Net Revenues

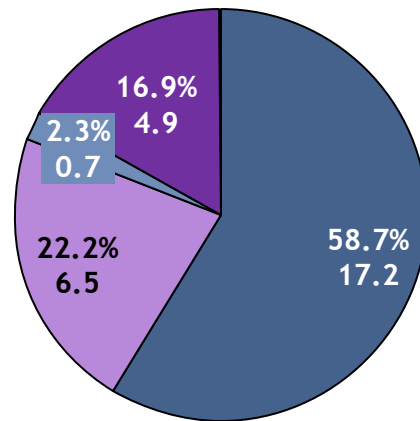
- Wholesale Banking encompasses the large corporates, emerging corporates and financial institutions divisions of the Bank. The array of services includes Transaction Banking and Corporate Finance and Investment Banking.

## Gross Wholesale Financing Portfolio

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

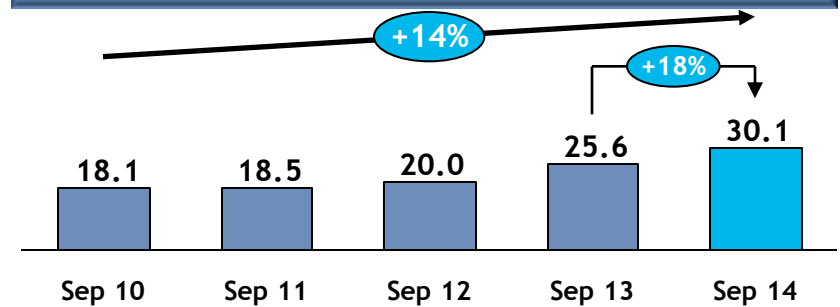


31 Dec 2013- AED 26.9 Bn

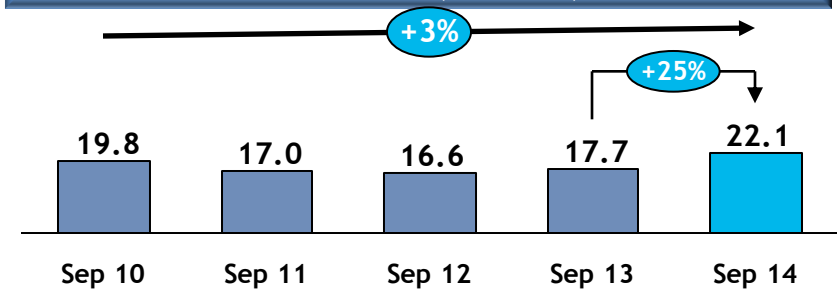


30 Sep 2014 - AED 29.3 Bn

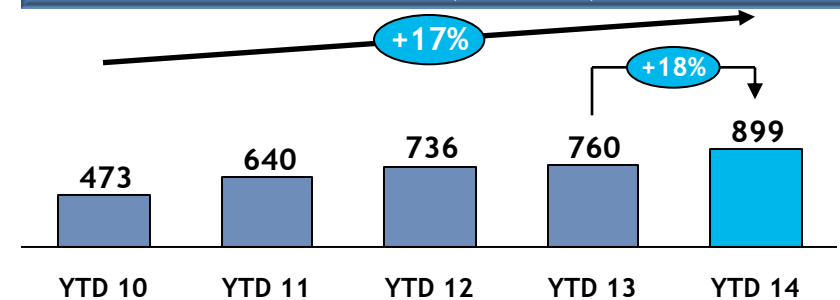
## Assets (AED Bn)



## Liabilities (AED Bn)



## Revenues (AED Mn)

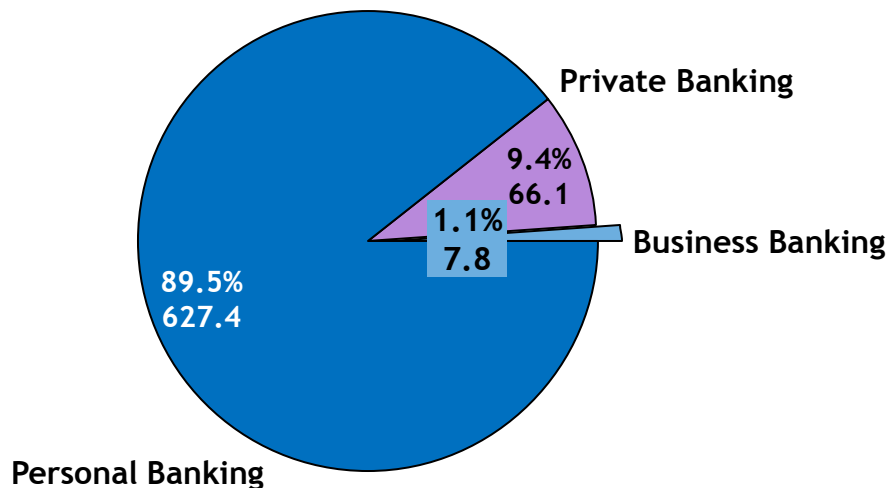


# Private Banking overview

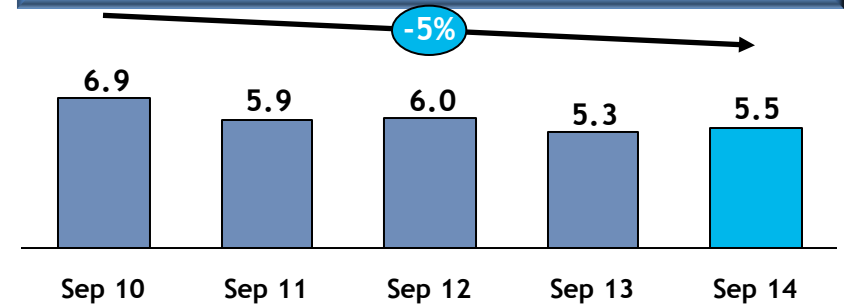
## Private Banking contributes 4% of Net Revenues

- 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.

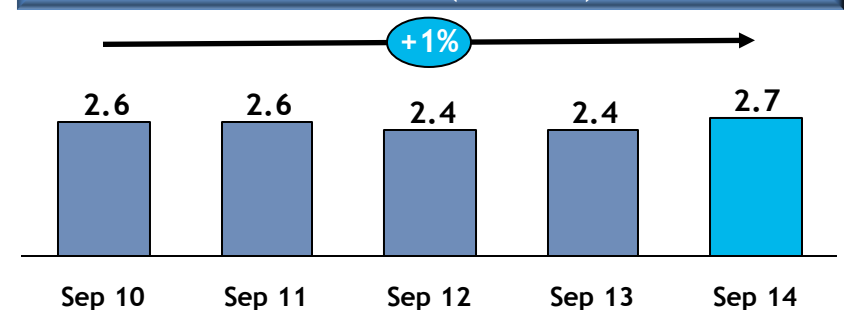
### Wealth Management AuM - AED 701.4 Mn



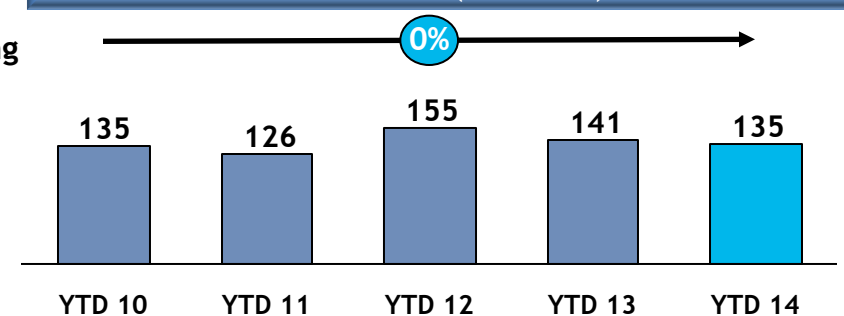
### Assets (AED Bn)



### Liabilities (AED Bn)



### Revenues (AED Mn)



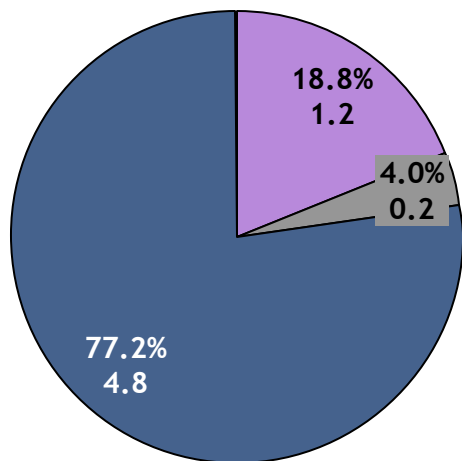
# Treasury overview

## Treasury contributes 10% of Net Revenues

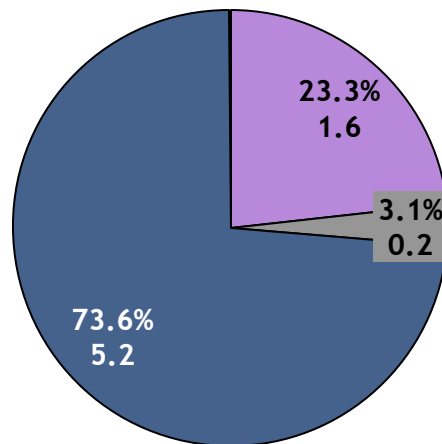
- Treasury principally handles money market brokerage, trading and treasury services, as well as the management of the Bank's funding operations by use of investment deposits

### Investments

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

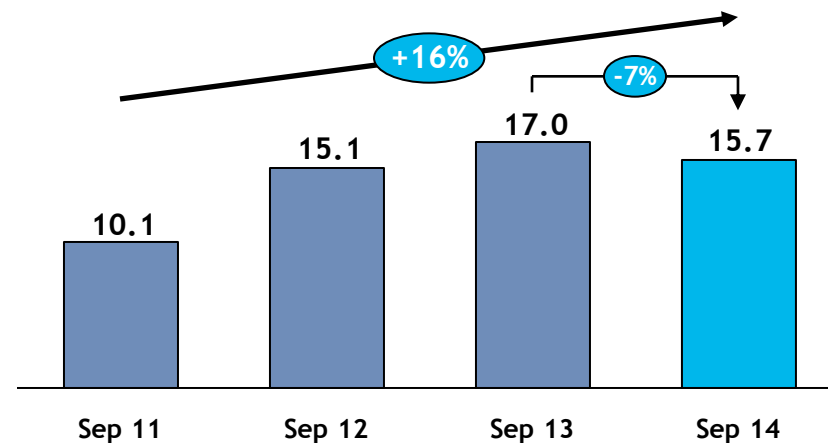


31 Dec 2013- AED 6.2 Bn

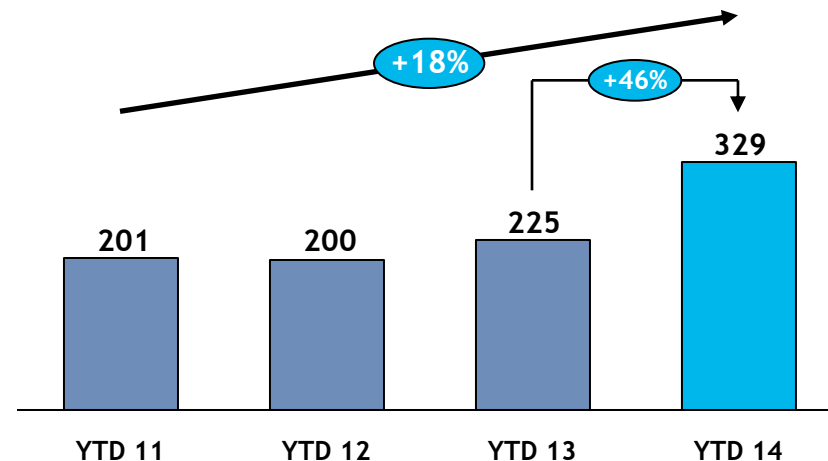


30 Sep 2014 - AED 7.0 Bn

### Assets (AED Bn)



### Revenues (AED Mn)



# Agenda

Introduction

Financial Review

Business Review

Appendix

# Consolidated Statement of Income

AED Mn	Q3 13	Q2 14	Q3 14	% chg Q3 14 vs Q3 13	% chg Q3 14 vs Q2 14	YTD 13	YTD 14	% chg YTD 14 vs YTD 13
<b>Revenues</b>	<b>1,015.9</b>	<b>1,082.9</b>	<b>1,170.8</b>	<b>15.2%</b>	<b>8.1%</b>	<b>2,885.5</b>	<b>3,326.8</b>	<b>15.3%</b>
Net Revenue from Funds	769.8	840.9	<b>921.8</b>	19.7%	9.6%	2,251.3	<b>2,560.4</b>	13.7%
Fees & commission	139.6	167.3	<b>173.3</b>	24.1%	3.6%	434.5	<b>517.5</b>	19.1%
Investment income	80.9	68.2	<b>65.8</b>	-18.7%	-3.5%	166.1	<b>213.4</b>	28.5%
Foreign Exchange	24.5	5.1	<b>10.8</b>	-55.7%	112.4%	29.3	<b>34.5</b>	17.7%
Other income	1.2	1.4	<b>-0.9</b>	-174.7%	-159.5%	4.3	<b>1.0</b>	-76.3%
<b>Expenses</b>	<b>426.9</b>	<b>452.2</b>	<b>507.2</b>	<b>18.8%</b>	<b>12.2%</b>	<b>1,219.7</b>	<b>1,406.6</b>	<b>15.3%</b>
Employee cost	258.8	286.3	<b>307.7</b>	18.9%	7.5%	740.3	<b>872.9</b>	17.9%
Premises	38.7	40.9	<b>43.8</b>	13.1%	7.2%	116.7	<b>125.7</b>	7.7%
Depreciation / amortisation	34.3	31.2	<b>36.8</b>	7.2%	18.0%	98.9	<b>103.4</b>	4.6%
Other Operating expenses	95.0	93.9	<b>119.0</b>	25.2%	26.7%	263.8	<b>304.5</b>	15.4%
<b>Operating Profit - Margin</b>	<b>589.1</b>	<b>630.7</b>	<b>663.6</b>	<b>12.7%</b>	<b>5.2%</b>	<b>1,665.9</b>	<b>1,920.2</b>	<b>15.3%</b>
<b>Provision for impairment</b>	<b>193.5</b>	<b>175.8</b>	<b>186.8</b>	<b>-3.5%</b>	<b>6.2%</b>	<b>558.9</b>	<b>579.2</b>	<b>3.6%</b>
- Individual / Specific	111.6	46.9	123.6	10.8%	163.8%	331.4	<b>288.9</b>	-12.8%
- Collective / General	38.3	112.9	62.8	64.0%	-44.4%	81.5	<b>266.3</b>	226.7%
- Others	43.7	16.1	0.4	-99.1%	-97.7%	145.9	<b>24.0</b>	-83.5%
<b>Net Profit</b>	<b>395.5</b>	<b>454.8</b>	<b>476.8</b>	<b>20.5%</b>	<b>4.8%</b>	<b>1,107.0</b>	<b>1,341.0</b>	<b>21.1%</b>

# Consolidated Balance Sheet

AED Mn%	30 Sep 2013	31 Dec 2013	30 Sep 2014	% chg 30 Sep 2014 vs 31 Dec 2013	% chg 30 Sep 2014 vs 30 Sep 2013
Cash and balances with Central Banks	13,446	22,221	17,146	-22.8%	27.5%
Due from financial institutions	12,785	6,663	5,429	-18.5%	-57.5%
Net Customer financing	58,877	61,748	71,626	16.0%	21.7%
Investments	5,860	6,170	7,025	13.9%	19.9%
Investment in associates	748	749	809	7.9%	8.1%
Investment and development properties	1,123	1,119	1,139	1.8%	1.4%
Other assets / fixed assets / intangibles	4,311	4,491	5,789	28.9%	34.3%
<b>TOTAL ASSETS</b>	<b>97,150</b>	<b>96,382</b>	<b>108,962</b>	<b>5.6%</b>	<b>12.2%</b>
Due to financial institutions	6,351	6,227	4,398	-29.4%	-30.7%
Customers' deposits	70,165	75,524	82,936	9.8%	18.2%
Other liabilities	3,101	3,745	3,598	-3.9%	16.0%
Sukuk payable	4,591	4,591	4,591	-	-
<b>TOTAL LIABILITIES</b>	<b>84,208</b>	<b>90,087</b>	<b>92,713</b>	<b>6.0%</b>	<b>13.4%</b>
Share capital	2,365	2,365	3,000	26.9%	26.9%
Tier 1 sukuk	5,631	5,625	5,630	0.1%	-
Proposed dividend	-	1,360	-	-100%	-
Reserves	4,946	3,723	4,809	29.2%	-2.8%
<b>TOTAL EQUITY</b>	<b>12,942</b>	<b>13,074</b>	<b>13,439</b>	<b>2.8%</b>	<b>3.8%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>97,150</b>	<b>103,160</b>	<b>108,962</b>	<b>5.6%</b>	<b>12.2%</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 2014 (1/3)



**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 2014 (2/3)



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

# Key Deals in 2014 (3/3)



**USD 425,000,000**

Joint Bookrunner and Initial Mandated Lead Arranger



July 2014

- ADIB acted as Joint Bookrunner and the initial Mandated Lead Arranger along with Commercial Bank of Dubai & Dubai Islamic Bank
- The facility was used to finance the acquisition of two Airbus A380 aircraft
- Emirates used the loan to take delivery of its 50<sup>th</sup> A380 in Hamburg in July
- Emirates is the largest operator of superjumbo A380 and has a further 90 on order



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

Mandated Lead Manager & Bookrunner



July 2014

- ADIB acted as a Joint Lead Manager & Bookrunner
- Upsize of existing AED 2bn club deal by adding another tranche of AED 1bn. The facility was used to finance the company's expansion requirements
- The Company owns under its umbrella 36 existing schools with a total number of enrollments of 90,000 as 2014



**USD 25,000,000**

Mandated Lead Manager & Bookrunner



September 2014

- Highly important transaction for ADIB
- ADIB's Debut funded relationship with a Turkish bank



Republic of Indonesia


**USD 1,500,000,000**

Co-Manager




September 2014

- ADIB acted as a Co-Manager to this landmark Sukuk
- The Sukuk was well received globally and generated a large order book with 390 investors, orders exceeding USD 10bn with over 6 times oversubscribed



**USD 500,000,000**

Joint Lead Manager



September 2014

- ADIB acted as a Joint Lead Manager & Bookrunner
- the first conventional U.S. bank to issue Sukuk
- 3x oversubscribed for the five-year Sukuk reflecting heavy demand among cash-rich Islamic funds for new credits



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

Structuring Advisor for the Financing Facility



September 2014

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



Government of Hong Kong

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

Co-Manager



September 2014

- ADIB acted as a Co-Manager to this landmark Sukuk
- The Sukuk saw strong demand from global investors, attracting orders exceeding \$4.7 billion with 36% of the Sukuk distributed to the Middle East investors

# 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



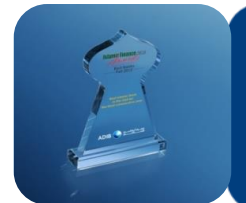
“Best Islamic Bank in the Middle East and the UAE”  
by *Euromoney* - 2013



“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



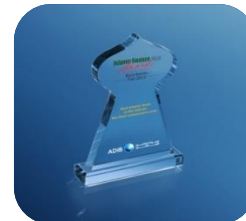
“Excellence in Islamic Banking”  
by International Alternative Investment  
Review



“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 (1/2)

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).

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 & O&T roles in Corporate banking, Consumer banking & at Enterprise level across all lines of business. Worked at country level in 6 countries, Regionally in EMEA based out of London and Globally based out of New York. His last role at Citi was managing AML operations for CITI globally.

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 in Egypt. Nuhad also held the position of CEO at CBK.

# Executive Management Profile (2/2)

**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.

**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.

**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.

**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 Power**  
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.

**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.

**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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