

# Investor Presentation 30 June 2016 results





ADIB © 2010



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## 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			
FitchRatings	A+	F1	Stable			
MOODY'S INVESTORS SERVICE	A2	P1	Negative			
RAM	AAA	P1	Stable			
RATINGS	Market Cap (Pric	AED 11.9 bn (US\$ 3.2 bn)				
Charle Info	Diluted EPS / sha Annualised	0.516				
Stock Info (Price and Ratio as of	PE Ratio	7 times				
30 Jun 2016	Price / Book Rat	Price / Book Ratio				
	Shares Issued (@	3.2 Bn				

### **ADIB - Timeline and milestones**

Early History	<ul> <li>Established by the Govt. of Abu Dhabi in 1997</li> <li>Licensed in 1998 as an Islamic bank by the Central bank and commenced operations.</li> </ul>
(1997 - 2000)	Listed on Abu Dhabi securities Exchange in 2000
	• Established Abu Dhabi Islamic Securities Company (ADIBS) and
	Burooj Properties in 2005
Intermediary	• New strategic shareholder (EIIC) introduced in 2007.
years (2001 - 2007)	• 2007 - Acquired 49% of National Bank for Development based in Egypt.
	• 2008 - Arrival of new management and adoption of new strategic vision and mission.
	• 2012 - Issued world's first Shari'a-compliant hybrid perpetual Tier 1 sukuk amounting to USD 1 billion.
	• 2013 - Fully repaid AED 2.2 billion Tier 2 wakala capital.
Growth	<ul> <li>2014 - Acquired 51% shares in Arab Link Money Exchange in April 2014</li> </ul>
(2008 - Present)	<ul> <li>2014 - Established Abu Dhabi Islamic Merchant Acquiring company LLC (ADIMAC) in Aug 2014.</li> </ul>
	• 2014 - Acquired Retail banking business of Barclays Bank in the UAE.
	•2015 - Raised capital AED 504 Mn by issuing right shares.
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### Presence

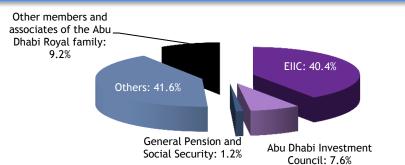
- Domestic 88 Branches and 771 ATMs (a 24 hour branch at Abu Dhabi International Airport).
- Overseas Presence in UK, Saudi Arabia, Qatar, Iraq, Sudan & Egypt.



## **Ownership & Corporate Structure**

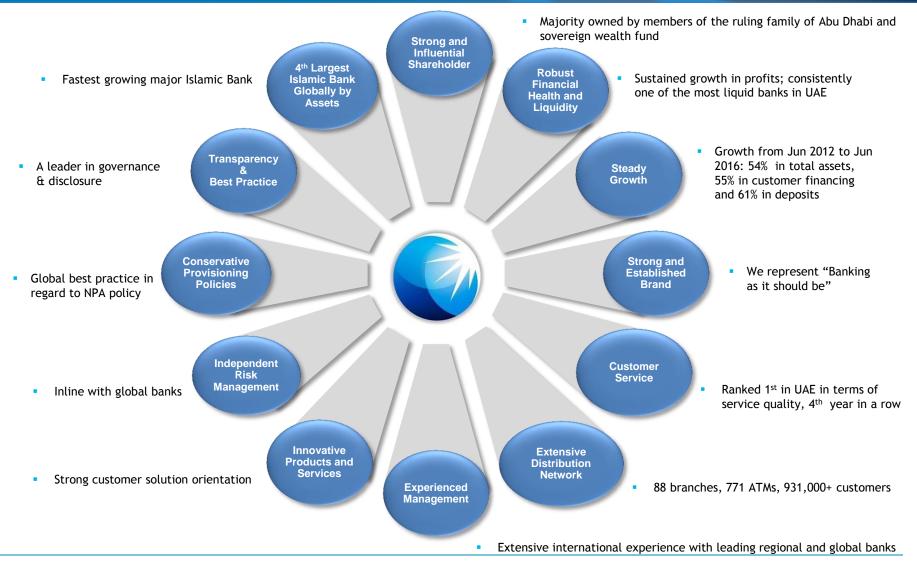
### **ADIB** Ownership

- ADIB is mainly owned by over 46,000 UAE nationals and companies.
- The Bank's main shareholder is National Holding via EIIC, which is a private holding company, wholly-owned by members of the Abu Dhabi Royal Family.
- ADIB enjoys strong Abu Dhabi support in the form of royal family, sovereign wealth fund, Pension and Government shareholding and capital participants.



Subsidiaries	Associates and Joint ventures
ADIB 💽 ADIB UK Limited (100%) was established to offer banking services to HNWI established in 2012.	ADIB 🕡 مصرف ایوظب معرف المعنام - ADIB Egypt (49%) provides banking services in Egypt.
Abu Dhabi Islamic Securities Company (95%) is a brokerage firm established in 2005.	Saudi Finance Company (SFC) (51%) is a retail finance company working in Saudi Arabia, acquired in 2012.
• MPM Properties LLC (100%) is a property management firm established in 2005.	Bosna Bank International (27%) is an Islamic bank based in Bosnia.
<ul> <li>Burooj Properties (100%) is a real estate company established in 2005.</li> </ul>	د المراجع الوطيم الوطيم المراجع ال المراجع المراجع ال
<ul> <li>Kawader Services Company (100%) is a recruitment company, dedicated solely to ADIB.</li> </ul>	• Arab link (51%) is a Currency exchange house, acquired in 2014.
	Abu Dhabi Islamic Merchant Acquiring Company LLC (51%) is a merchant acquiring company established in 2014.

## **Key Strengths**



مصرف أبوظبي مصرف أبوظبي

## **UAE Banking Sector**

### Highlights

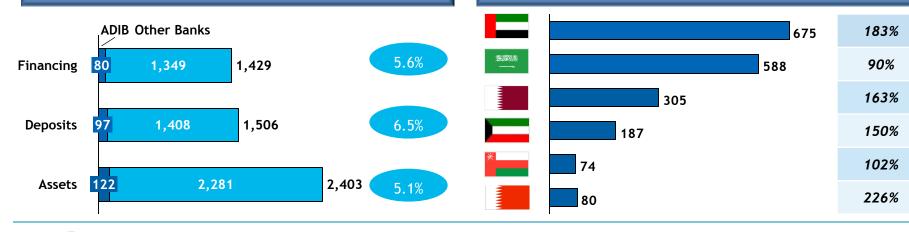
- UAE Banking sector is the largest by assets in the GCC; the UAE banking sector accounts for ~35% of the GCC total.
- Banking assets are at 183% of GDP, the highest in the GCC region.
- Strong growth since May 2015 financing have grown by 6.9%, total assets by 4.8% and deposits by 4.1%.
- Capital Adequacy Ratio of 18.0% as of Mar 2016. (Tier 1 ratio of 16.3%)
- ADR ratio for UAE banking sector is at 94.9% as of May 2016.

UAE Banking Sector, ADIB Market Share @ May 2016 (AED Bn)

**ADIB** 

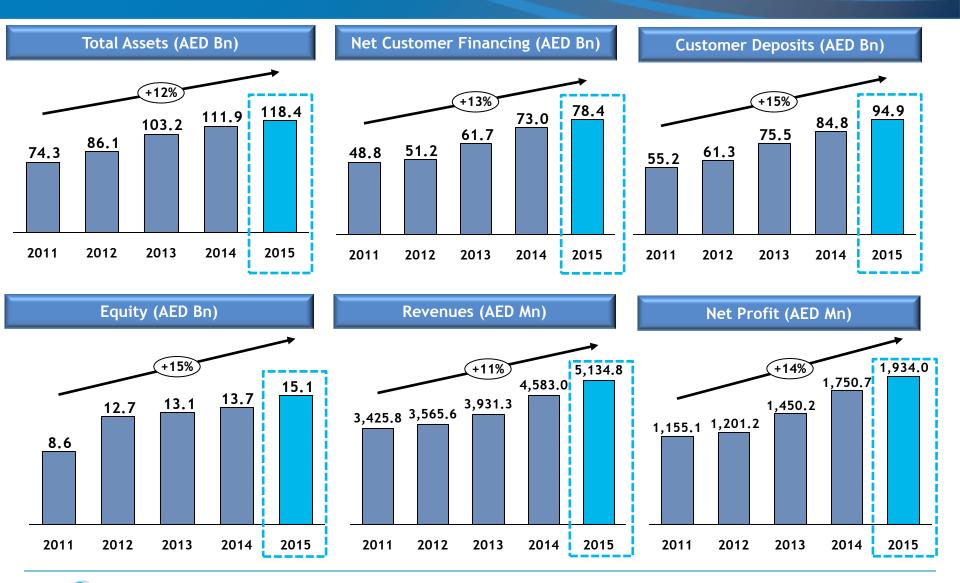
UAE Banking Sector (AED Bn)	Dec 14	Dec15	May16
Total Assets - Gross	2,304.9	2,474.4	2,506.1
Certificates of deposit held by Banks	99.5	139.8	108.5
Investments by Banks	228.0	250.1	274.3
Bank Deposits	1,421.3	1,471.6	1,505.5
Bank Credit - net	1,282.4	1,386.3	1,428.6
Specific Provision	71.6	72.8	76.1
General Provision	24.1	26.4	27.1
Capital Adequacy ratio	18.2%	18.3%	18.0%*
<u>Branches</u> - 23 National Banks - 26 Foreign Banks	869 86	874 86	863 85

#### GCC Banking Sector Assets Dec 2015 (USD Bn) Assets as % of GDP



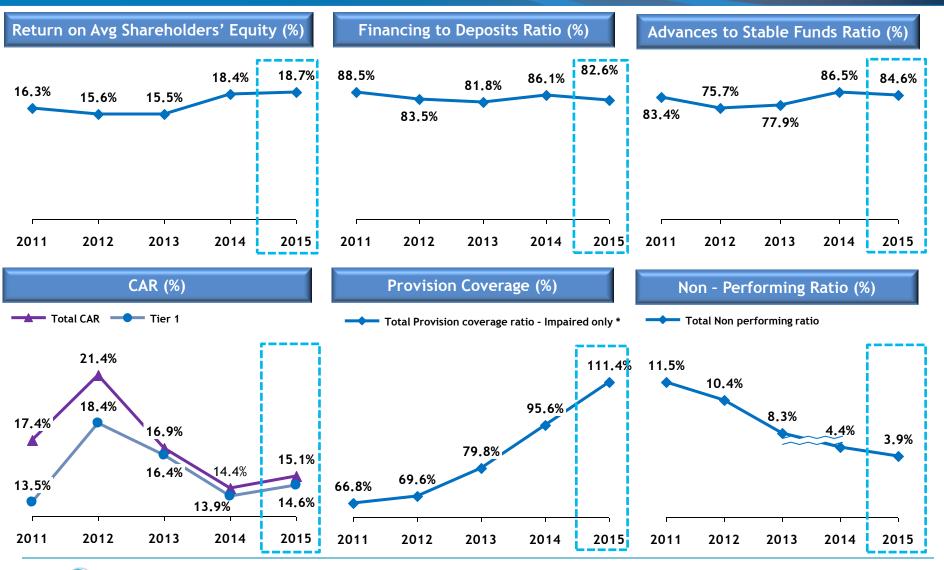
مصرف أبوظب Note: Market shares calculated based on May 2016 UAE CB data \*Capital Adequacy Ratio is based on Mar 2016 UAE CB data.

## Financial Snapshot (1/2)



ADIB

## Financial Snapshot (2/2)



• Total مصرف أبوظبي بي • Total • Retur

• Total Provision coverage ratio is defined as "total provision / impaired NPAs".

• Return on Average shareholders' equity calculation excludes Tier 1 payments from net income and non-controlling interest & Tier 1 sukuk from equity balance.



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## Q2 / H1 2016 - Key financial highlights - Income statement

AED Mn	Q2 15	Q2 16	Change %	H1 15	H1 16	Change %
Net Revenue from funds	918.8	982.3	6.9%	1,860.1	1,955.3	5.1%
Fees, commission and others	335.2	372.7	11.2%	618.2	717.0	16.0%
Operating income	1,254.0	1,355.0	8.1%	2,478.3	2,672.3	7.8%
Expenses	575.4	610.0	6.0%	1,145.3	1,225.0	7.0%
Operating profit	678.6	745.0	9.8%	1,333.0	1,447.3	8.6%
Provision for impairment	175.1	234.0	33.6%	377.7	450.1	19.2%
Zakat & tax	0.9	3.5	284.0%	1.9	7.7	299.4%
Net profit	502.6	507.5	1.0%	953.4	989.5	3.8%

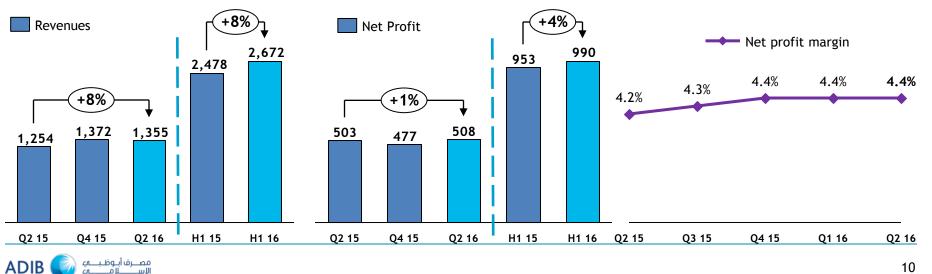
**Revenues** are up by 7.8% on the back of higher Net revenue from funds and Investment income.

Expenses up by 7.0% mainly due to continuous investment in our franchise, network, systems and people.

**Operating profit** up by 8.6%.

**Provision for impairment** up by 19.2%.

Net profit up by 3.8% on continued growth in core operations.



## 30 June 2016 - Key financial highlights - Balance sheet

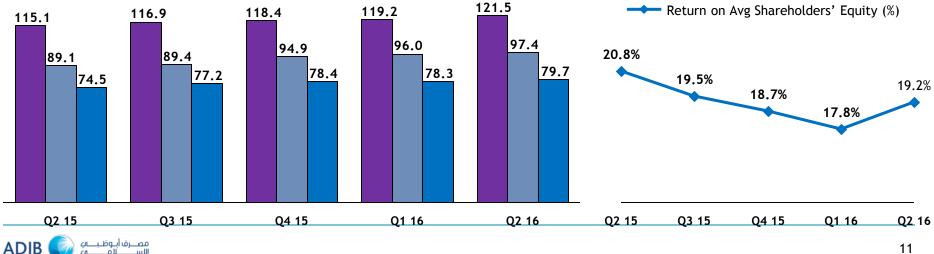
AED Bn	Jun 15	Jun 16	Change %	Dec 15	Change %	
Total assets	115.1	121.5	5.6%	118.4	2.6%	
Net customer financing	74.5	79.7	6.9%	78.4	1.6%	
Customers' deposits	89.1	97.4	9.3%	94.9	2.6%	
Total equity	13.7	15.1	9.9%	15.1	0.04%	

Total Assets 📃 Customers Deposits

Customer Financing

Total assets increased by 5.6% over Q2 2015 to reach AED 121.5 Bn.

- Customer financing increased by 6.9% from Q2 2015 to reach AED 79.7 Bn.
  - Customer deposits increased by 9.3% over 02 2015.
  - Advances to Stable Funds Ratio at 30 Jun 2016 was 85.7%. Advances to Deposits Ratio was 81.8% as at 30 Jun 2016.
    - Capital adequacy ratio at 30 Jun 2016 was 14.59%. Tier 1 ratio at 30 Jun 2016 was 14.00%.



## Key ratios

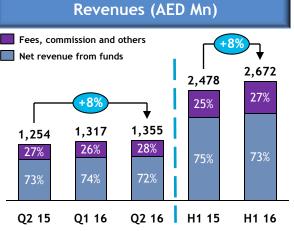
	Ratios	Jun 2015	Jun 2016
	Diluted Earnings per share (EPS in AED)	0.263	0.265
Efficiency	<b>Return on Average Shareholders' Equity</b> (excluding - Tier 1 capital)	20.8%	19.2%
	Net profit margin (%)	4.2%	4.4%
	Cost / income ratio	46.2%	45.8%
	Percentage lent (Financing / Total Assets)	64.8%	65.6%
Liquidity	Financing to Deposits ratio	83.7%	81.8%
	Advances to Stable funds ratio	87.0%	85.7%
	Liquid Assets to Total Assets ratio	21.1%	20.4%
	Capital Adequacy	14.0%	14.6%
Solvency	Tier -1 ratio	13.5%	14.0%
	Leverage ratio (Assets / Equity)	839%	806%
	Non - performing ratio (Impaired NPA / Gross Financing)	3.5%	3.2%
Asset Quality	Total provision coverage (Total provisions / Impaired NPA)	101.8%	115.7%
	Specific provision coverage (Specific provisions / Impaired NPA)	35.5%	38.3%
	Total provisions / Gross Customer Financing	3.6%	3.7%

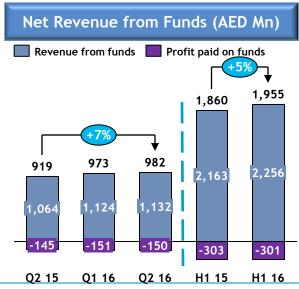


## **Operating Performance - Net profit income**

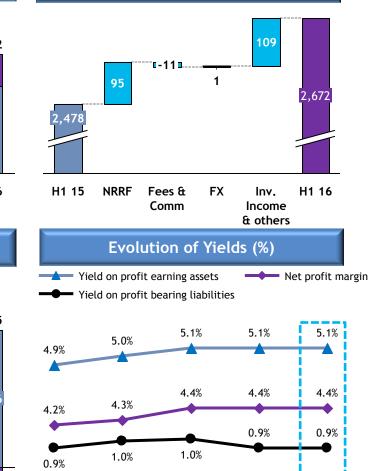
#### Highlights (H1 2016 vs. H1 2015)

- Revenues, up by 8% to AED 2,672 Mn.
- Net revenue from Funds (NRFF) 5% higher, primarily driven by 4.3% increase in customer financing revenues and drop in funding cost by 0.6%.
- Net profit margin increased to 4.4% in Q2 2016 from 4.2% in Q1 2015.
- Non -NRFF income up by 16% and now constitute 27% of total revenue vs. 25% last year.





#### Key movements in Revenues (AED Mn)



Q4 15

Q1 16

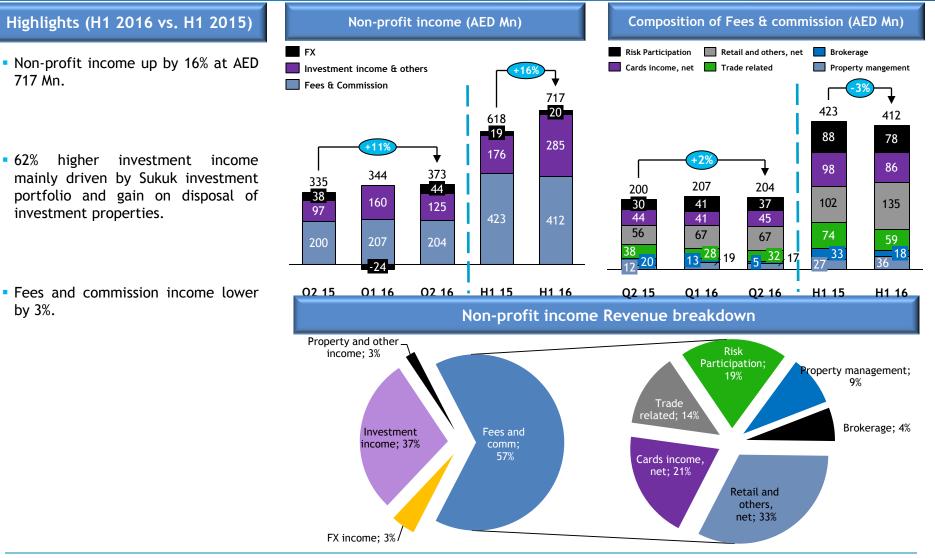
Q2 15

Q3 15



Q2 16

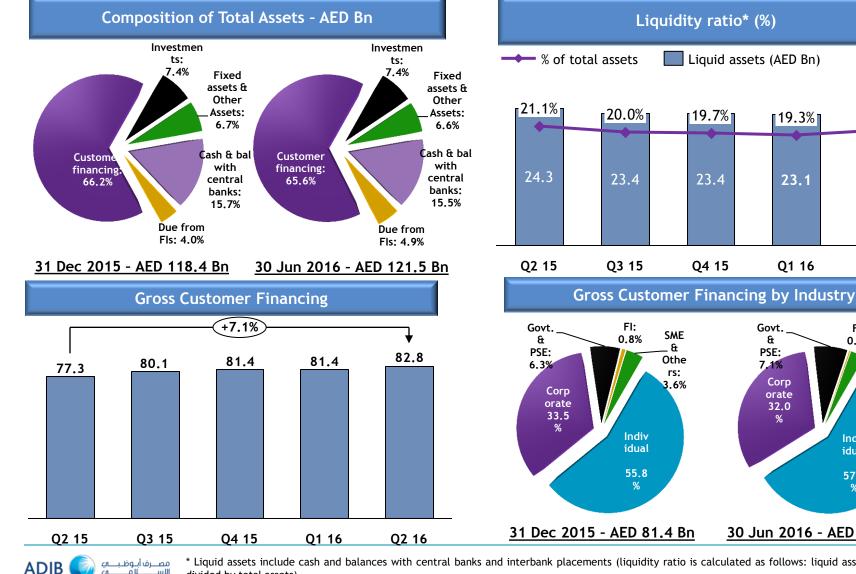
## **Operating Performance - Non-profit income**





%

### **Balance Sheet Strength and Customer Financing** Portfolio growth of 7% since Q215 driven by performance from Retail (11%) and Wholesale bank (6%)





20.4%

24.7

Q2 16

SME

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Othe

rs:

2.9%

FI:

0.2%

Indiv

idual

57.8

%

19.3%

23.1

Q1 16

Govt.

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PSE:

7.1%

Corp

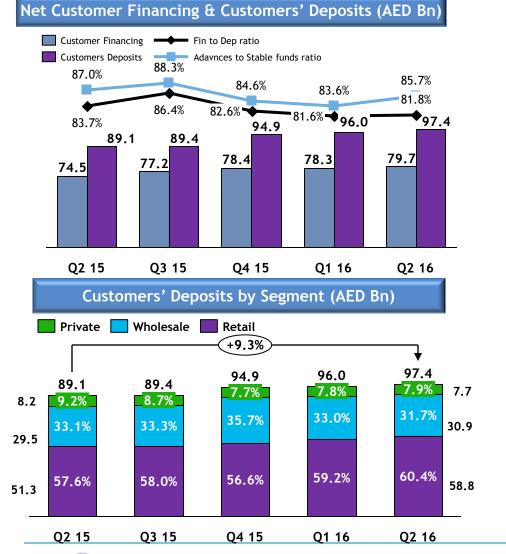
orate

32.0

%

\* Liquid assets include cash and balances with central banks and interbank placements (liquidity ratio is calculated as follows: liquid assets divided by total assets).

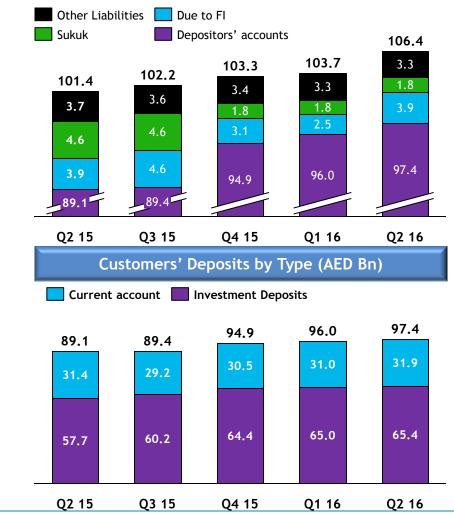
### Funding Profile Strong ADR ratio of 81.8% on the back of 9% growth in Deposits



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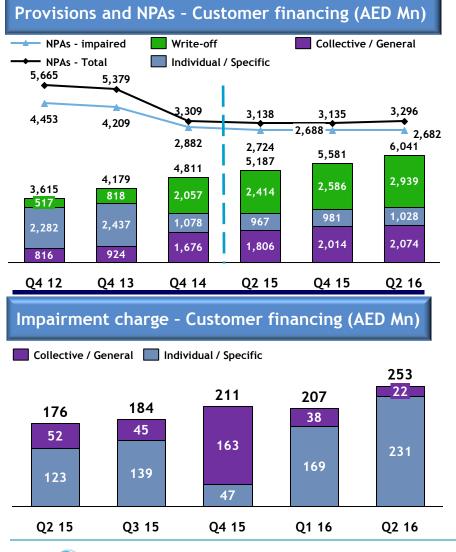
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Composition of Liabilities (AED Bn)



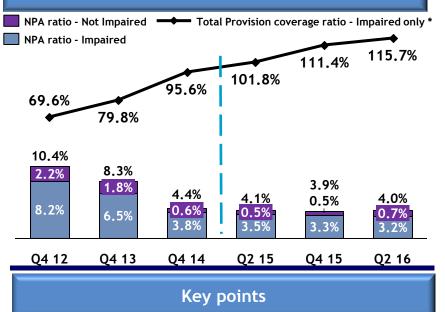
## Asset quality - Customer financing only

Total Impaired NPAs now represent 3.2% of gross customer financing with coverage ratio of 115.7%



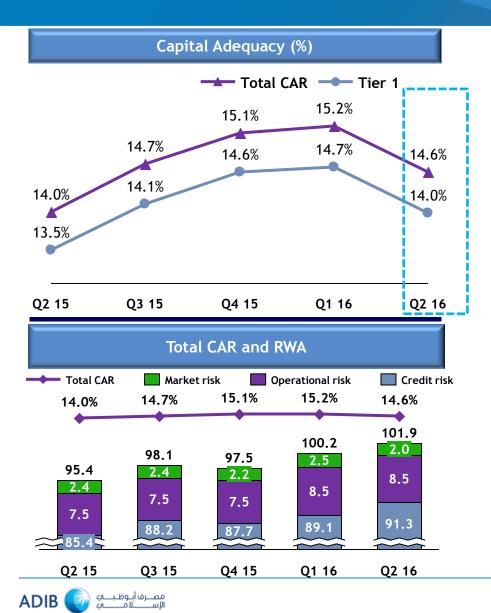
ADIB

### NPA ratio and provision coverage ratio

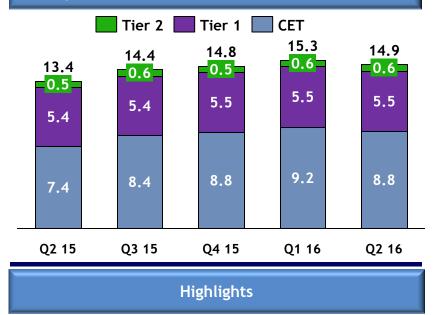


- Total NPAs increased by AED 161 Mn during H1 2016 to reach AED 3,296 Mn (31 Dec 15: AED 3,135 Mn).
- Impaired NPAs ratio at 3.2% as at 30 Jun 2016 (3.3% at end Q4 2015) with coverage improving to 115.7% (31 Dec 2015: 111.4%).
- Collective provisions of AED 2,074 Mn at end of Q2 2016 represents 2.27% of total Credit RWAs (31 Dec 2015: 2.30%).
- Individual provisions of AED 1,028 Mn at 38.3% of impaired NPAs at end of Q2 2016 (31 Dec 2015: 36.5%).
- Total provisions of AED 3,102 Mn (net of write-off of AED 2,939 Mn), represents 3.75% (31 Dec 2015: 3.68%) of Gross Financing portfolio.

### Capital CAR still above 14.5% even after 2015 dividend and Tier 1 coupon payments in Q2 16



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



- Basel II Total Capital Adequacy ratio at end of Jun 2016 at 14.59% well above the regulatory requirement of 12% (30 Jun 15: 14.01%).
- Basel II Tier I ratio at 14.0% at the end of Jun 2016 well above the regulatory requirement of 8% (30 Jun 15: 13.47%).
- During Q3 2015, raised AED 504 million of new common equity capital via right issue of 168 million ordinary shares @ AED 3 per share.



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## **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



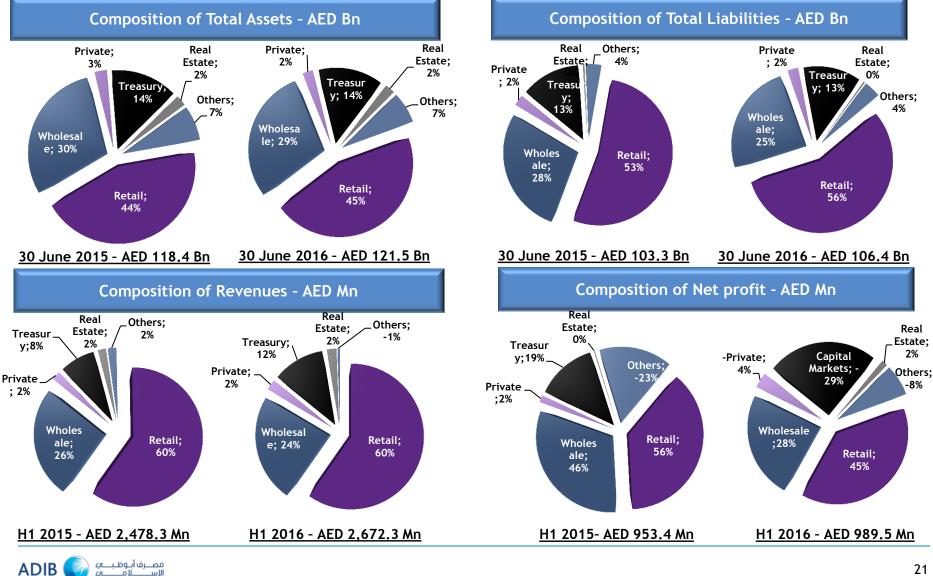
Mutual Benefit

Hospitality & Tolerance

Shari'a Inspired



## **Business unit contribution**



## **Global Retail Banking overview**

Global Retail Banking contributes 60% of Net **Revenues:** 

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

Car Finance

2.0 1.0

13.3%

6.0

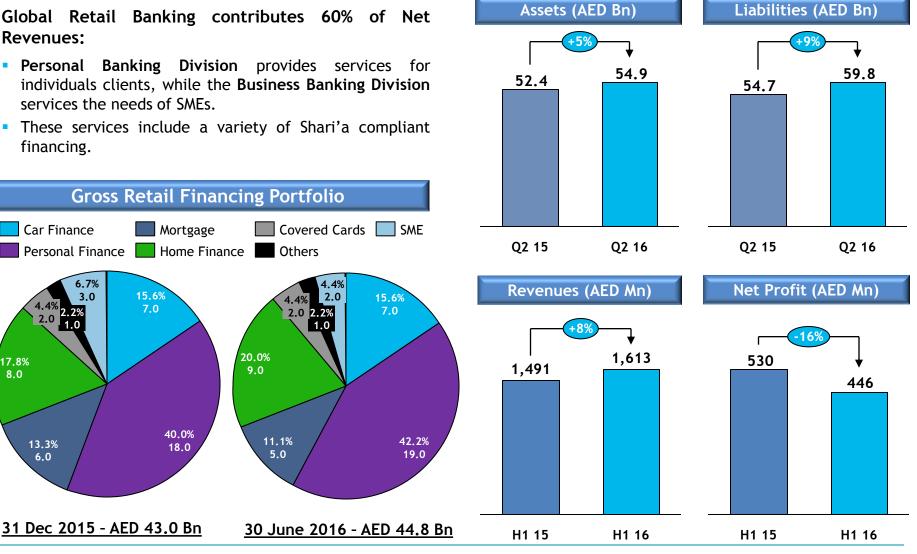
17.8%

8.0

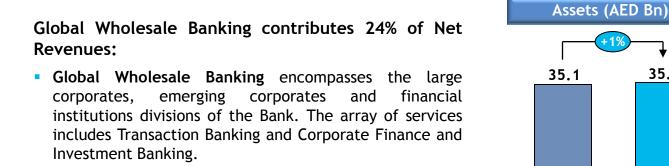
**ADIB** 

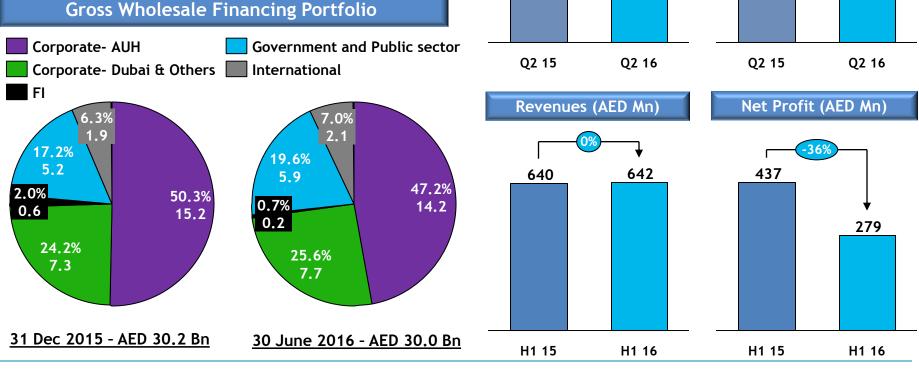
6.7%

3.0



## **Global Wholesale Banking overview**







Liabilities (AED Bn)

26.1

28.8

35.5

## **Private Banking overview**

### Private Banking contributes 2% 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.

0.9%

2.0

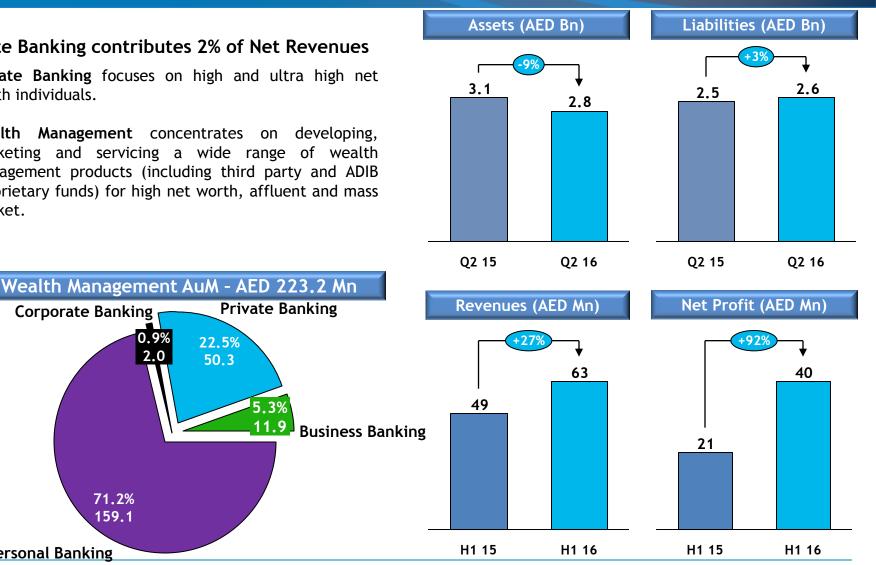
**Corporate Banking** 

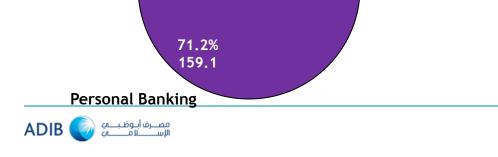
**Private Banking** 

5.3%

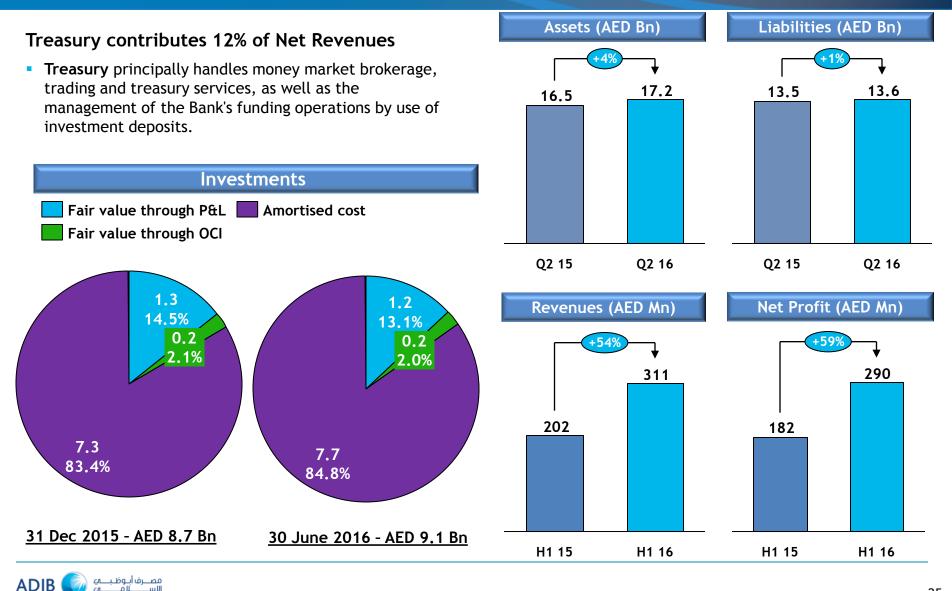
22.5%

50.3





## **Treasury overview**



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## **Consolidated Statement of Income**

AED Mn	Q2 15	Q1 16	Q2 16	% chg Q2 16 vs Q2 15	% chg Q2 16 vs Q1 16	H1 15	H1 16	% chg H1 16 vs H1 15
Revenues	1,254.0	1,317.3	1,355.0	8.1%	2.9%	2,478.3	2,672.3	7.8%
Net Revenue from Funds	918.8	973.0	982.3	6.9%	1.0%	1,860.1	1,955.3	5.1%
Fees & commission	200.1	207.4	204.3	2.1%	-1.5%	422.7	411.7	-2.6%
Investment income	96.5	159.7	123.7	28.2%	-22.6%	174.7	283.4	62.2%
Foreign Exchange	37.6	(23.6)	43.7	16.1%	285.2%	19.2	20.1	4.8%
Other income	0.9	0.8	0.9	6.7%	13.2%	1.6	1.7	6.4%
Expenses	575.4	614.9	610.0	6.0%	-0.8%	1,145.3	1,225.0	7.0%
Employee cost	338.4	363.9	357.0	5.5%	-0.078	687.8	720.9	4.8%
Premises	58.6	58.4	55.1	-6.1%	-5.7%	112.3		1.1%
Depreciation	49.8	50.7	50.9	2.1%	0.4%	99.8		1.8%
Other Operating expenses	128.6	141.9	146.9	14.4%	3.4%	245.4	290.0	17.8%
Operating Profit - Margin	678.6	702.4	745.0	9.8%	6.1%	1,333.0	1,447.3	8.6%
Provision for impairment	175.1	216.2	234.0	33.6%	8.3%	377.7	450.1	19.2%
- Individual / Specific	123.4	168.8	231.4	87.5%	37.1%	245.7	400.2	62.9%
- Collective / General	52.3	38.1	21.8	-58.4%	-42.9%	130.3	59.9	-54.0%
- Others	(0.5)	9.3	(19.1)	-3552.7%	-306.7%	1.8	(9.9)	-638.5%
Net profit before zakat & tax	503. <b>5</b>	486.2	511.0	1.5%	5.1%	955.3	997.2	4.4%
Zakat & Tax	0.9	4.2	3.5	284.0%	-14.9%	1.9	7.7	299.4%
Net Profit after zakat & tax	502.6	482.0	507.5	1.0%	5.3%	953.4	989.5	3.8%
	- 302.0		- 307.3	,	<u> </u>	- 555.4		27

## **Consolidated Balance Sheet**

AED Mn%	30 Jun 2015	31 Dec 2015	30 Jun 2016	% chg 30 Jun 2016 vs 30 Jun 2015	% chg 30 Jun 2016 vs 31 Dec 2015
Cash and balances with Central Banks	18,609	18,629	18,808	1.1%	1.0%
Due from financial institutions	5,716	4,742	5,933	3.8%	25.1%
Net Customer financing	74,537	78,403	79,685	6.9%	1.6%
Investments	8,520	8,736	9,049	6.2%	3.6%
Investment in associates	782	799	767	-2.0%	-4.1%
Investment and development properties	1,144	1,084	2,057	79.9%	89.9%
Other assets / fixed assets / intangibles	5,770	5,984	5,208	-9.7%	-13.0%
TOTAL ASSETS	115,077	118,378	121,507	5.6%	2.6%
Due to financial institutions	3,941	3,106	3,919	-0.6%	26.2%
Customers' deposits	89,084	94,927	97,375	9.3%	2.6%
Other liabilities	3,742	3,433	3,296	-11.9%	-4.0%
Sukuk payable	4,589	1,836	1,836	-60.0%	_
TOTAL LIABILITIES	99,986	103,302	106,426	5.0%	3.0%
Share capital	3,000	3,168	3,168	5.6%	-
Tier 1 sukuk	5,632	5,672	5,673	0.7%	0.01%
Proposed dividend	-	769	-	-	-100%
Reserves	5,090	5,466	6,240	22.6%	14.2%

TOTAL EQUITY	13,722	15,075	15,081	9.9%	0.04%
TOTAL LIABILITIES AND EQUITY	115,077	118,378	121,507	5.6%	2.6%

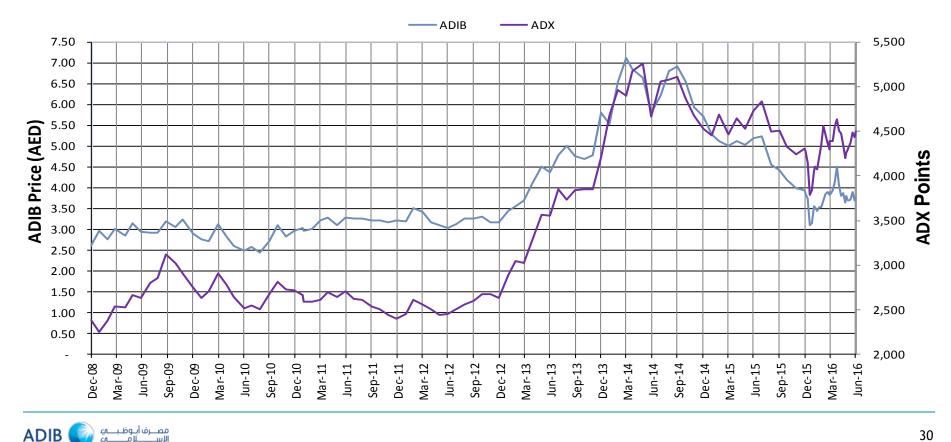
## **Dividend Distribution History**

	2008	2009	2010	2011	2012	2013	2014	2015
Net Profit (Mn)	851.1	78.0	1,023.6	1,155.1	1,201.2	1,450.2	1,750.7	1,934.0
Cash Dividend Payout Ratio (% of Net Profit)	50.0%	-	50.0%	50.0%	50.0%	50.0%	40.0%	39.8%
Cash Dividend (% of Share Capital)	21.6%	-	21.6%	24.4%	25.4%	30.7%	23.3%	24.27%
Cash Dividends (Mn)	425.6	-	511.8	577.5	600.6	725.1	700.2	769.0
Total Dividend Yield	8.3%	6.9%	7.3%	7.7%	8.0%	9.9%	4.1%	6.2%
Bonus shares (Mn)	-	394.1	-	-	-	635.3	-	-
Bonus Shares (% of Share Capital)	-	20.0%	-	-	-	26.9%	-	-



## Shareholders' Return

- 30 June 2016 share price was AED 3.75 per share (31 Dec 2015: AED 3.94 per share).
- Cash dividend of 39.8% of net profit, 24.27% of share capital (2014: 23.34% of share capital).
- Total dividend yield of ADIB share 6.2%. (2014: 4.1% Cash dividend only).



### **ADIB vs ADX**

## An award winning Bank (1/2)



"SKEA - Gold category" Sheikh Khalifa Excellence award



Mohammed Bin Rashid Business award for 2 consecutive years



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



"Best Overall Bank in Customer Service" in the GCC by Ethos consultancy



"Best Bank of the year in the UAE"- Banker Magazine by Financial Times



"Best Islamic Bank in the Middle East and the UAE"

- by Euromomey



"Most Innovative Bank in the Middle East"- by EMEA Finance



Best Premium Banking Serviceby Banker Middle East



## An award winning Bank (2/2)



"Best Private Bank in the Middle East for Islamic Finance" by Private Banker International



"Best Private Bank UAE" by Global Finance



"Best Islamic Bank in the UAE" by Islamic Finance News



"Best Branch Award in the UAE" by Ethos Consultancy



"The Leading Arab Islamic Bank for 2015"- by Union of Arab Banks



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

IFFLR INTERNATIONAL FINANCIAL AW REVIEW

"Best Overall Islamic Bank " International Financial Law Review Magazine



"Best Overall Islamic Bank" by Islamic Finance News



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