

MANAGEMENT DISCUSSION & ANALYSIS

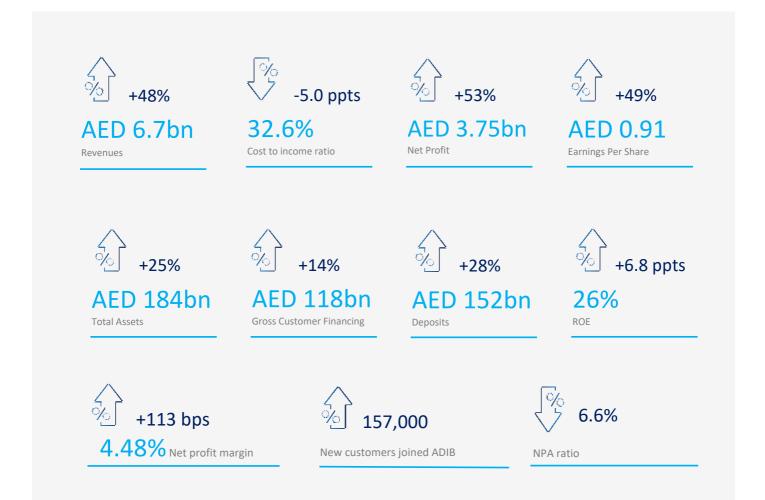
First 9 months of 2023 Financial Results

Abu Dhabi, UAE – 25 October 2023



ADIB delivers a record performance for the first nine months of 2023 with y-o-y net profit growth of 53% to AED 3.75 billion. Quarterly net profit reached a new high of AED 1.424 billion in Q3 2023, up 41%

Record **performance** in the first nine months of 2023 versus same period last year driven by **strong underlying growth.**





Abu Dhabi Islamic Bank reported a growth in Net Profit of 53% for the first nine months of 2023 to AED 3.75 billion from AED 2.5 billion in first nine months of 2022, reflecting a consistent trend of strong growth. Net profit for Q3 2023 reached AED 1.4 billion with 41% growth versus Q3 2022.

Revenue for the first nine months of 2023 improved by 48% to AED 6.7 billion compared to AED 4.5 billion last year due to excellent income diversification mix and strong growth across all business segments and products. Funded income grew by 61% to AED 4.5 billion vs AED 2.8 billion in the corresponding period of last year, driven by higher volumes and better margins. Non-funded income grew by 28% to reach AED 2.2 billion in the first nine months of 2023 versus AED 1.7 billion in the corresponding period of last year driven by 24% growth in fees and commissions.

Cost to income ratio was managed down with an improvement of 5.0 percentage points to **32.6%** versus 37.6% in the corresponding period. This was predominantly driven by growth in Income and enhanced productivity.

Impairments grew 62% to AED 571 million for the first nine months of 2023. Non-Performing asset ratio improved to 6.6% lowest since Q1 2020 due to active management of legacy portfolio coupled with strong underwriting standards whilst the Coverage ratio (including collaterals) improved by 9.0 percentage points to 131.4%.

Total assets increased 25% to reach AED 184 billion, driven by 14% growth YoY in gross financing and 21% growth in investments.

Customer deposits rose 28% to reach AED 152 billion versus AED 138 billion in the corresponding period of 2022 driven mainly by 13% growth in Current and Savings Accounts (CASA) despite the high-rate environment with CASA now comprising 66% of total deposits.

ADIB maintained a robust capital position with a **Common Equity Tier 1 ratio of 13.36%** and a **total Capital Adequacy Ratio of 18.03%**. The bank's liquidity position was healthy and comfortably within regulatory requirements, with the advances to stable funding ratio at 78.6% and the eligible liquid asset ratio at 18.8%.



"ADIB achieved another record performance in the first nine months of 2023, with net profit growing 53% achieving a new high of AED 3.75 billion, surpassing what was achieved in the full year of 2022."

H.E Jawaan Awaidah Al Khaili Chairman

> 157,000 New customers joined ADIB



"ADIB achieved another record performance in the first nine months of 2023, with net profit growing 53% achieving a new high of AED 3.75 billion, surpassing what was achieved in the full year of 2022. ADIB's return on equity reached 26% reflecting the success of the Group's diversified business model and a healthy and resilient local economy. Our ability to deliver strong business momentum is the result of our solid capital position, diversification of our revenue streams with double digit growth in both our funded and non-funded income.

Our efforts have led us to be recognized as the best bank In the UAE by Global Finance, and the Safest Islamic Bank globally for the 2nd consecutive year. This reflects our commitment to upholding the trust of our customers and ensuring that we continue to seamlessly provide for all their banking needs. ADIB's strong market position and digital drive has allowed us to grow our market share by attracting approximately 157,000 new customers to ADIB in the first nine months of 2023 emphasizing the strength of our brand.

Amid global economic uncertainty, the UAE economy continues to grow, benefiting from strong domestic activity and from foreign Inflows of capital. ADIB will continue to work towards creating value for all our stakeholders as we aim to become the world's most innovative Islamic bank. We are committed to playing a key role in driving further economic growth and development across the region."



"ADIB's net profit surged to a new record on the back of 48% growth in revenues to AED 6.7 billion due to an increase in transaction volumes and improved margins led by an efficient funding base and higher yields."

Nasser Abdulla Al Awadhi

Group Chief Executive Officer (GCEO)

(Return on Equity)

26% ROF

"ADIB's net profit surged to a new record on the back of 48% growth in revenues to AED 6.7 billion due to an increase in transaction volumes and improved margins led by an efficient funding base and higher yields.

ADIB's market-leading franchise has continued to attract new deposits adding AED 33 billion of deposits including growing our low-cost Current and Savings Accounts by 13%, which helped us in maintaining one of the lowest costs of fund in the region. Net customer financing (FX adjusted) was up 6% Year to date, primarily driven by GREs, Corporates and Retail.

We ended the quarter with a CET1 ratio of 13.36%, as we actively managed our RWA to improve the returns we generate for our shareholders.

We have delivered continued success in our digital banking where 80% of ADIB customers actively using the bank's digital platforms, underlining our commitment to providing convenient and innovative banking solutions.

We have achieved a significant milestone towards Environmental, Social, and Governance (ESG) excellence with the launch of a comprehensive ESG strategy, designed to strengthen our sustainable banking agenda for the next three years.

We are entering the last quarter of 2023 with a strong financial position, strong capital and liquidity ratios, stable asset quality, and improved returns. this will enable us capture business opportunities and identify new growth areas."

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"In the first nine months of 2023, ADIB was able to sustain the strong business and financial momentum while maintaining a strong balance sheet with healthy liquidity, asset quality and capital ratios, thereby laying solid foundations for future growth."

Mohamed Abdelbary

Group Chief Financial Officer (GCFO)

3.75bn net profit 53%

"Our record profitability reflects improvements in the underlying operating performance across all business lines. In the first nine months of 2023, ADIB was able to sustain the strong business and financial momentum while maintaining a strong balance sheet with healthy liquidity, asset quality and capital ratios, thereby laying solid foundations for future growth.

We have seen a 28% growth in customer deposits and 14% growth in gross customer financing year-on-year. Funded income is up 61% year-on-year on an improved financing and deposit mix with higher rates feeding through to margins. Non-funded income is up 28% yearon-year from increased card transactions, coupled with growth in foreign exchange and investment income underlining our strategic focus on income diversification. Our cost to income ratio improved to 32.6% reflecting stronger income and enabling continued acceleration of investment for growth.

Despite high rates, asset quality remained strong with an Improvement in our Non-Performing asset ratio to 6.6% which is the lowest since Q1 2020 due to active management of legacy portfolio coupled with strong underwriting standards.

With its robust fundamentals, strong financial position and assets surpassing AED 184 billion, we believe that ADIB is well positioned to end the year with solid results, paving the way to further enhance shareholders' return."



GROUP FINANCIAL REVIEW

> Income statement

AED (Mn)	Q3 2023	Q3 2022	Δ%	YTD Sept 2023	YTD Sept 2022	Δ%
Gross revenue from funds	2,418	1,279	+89%	6,656	3,120	+113%
Distribution to depositors	(841)	(147)	+471%	(2,150)	(318)	+575%
Net revenue from funds	1,577	1,132	+39%	4,506	2,802	+61%
Investment income	246	181	+35%	700	602	+16%
Fees, commissions income, net	370	260	+42%	1,038	839	+24%
Foreign exchange income, net	126	103	+22%	325	268	+21%
Other income	112	2	+6342%	125	5	+2253%
Non-funded income	853	546	+56%	2,188	1,715	+28%
Total operating income	2,430	1,678	+45%	6,694	4,516	+48%
Total operating expenses before impairment charge	(740)	(539)	+37%	(2,185)	(1,699)	+29%
Provision for impairment	(202)	(125)	+61%	(571)	(352)	+62%
Profit before zakat and tax	1,488	1,014	+47%	3,938	2,465	+60%
Zakat and tax	(64)	(4)	+1563%	(188)	(13)	+1347%
Profit after zakat and tax	1,424	1,010	+41%	3,750	2,452	+53%

EPS (AED) – YTD	0.91	0.61	+49%
Net profit margin – YTD	4.48%	3.35%	+1.1ppts
Cost to income ratio - YTD	32.6%	37.6%	-5.0ppts
Cost of risk – YTD	0.50%	0.38%	+12bps
ROAE – YTD	26.4%	19.6%	+6.8ppts
ROAA – YTD	3.02%	2.33%	+69bps

- Group net profit grew 53% in the first nine months of 2023 to AED 3.75 billion compared to AED 2.5 billion in the corresponding period of 2022. This was driven mainly by solid growth in revenues compared to the corresponding period of the previous year.
- ▷ **Revenues** increased by 48% in the first nine months of 2023 to AED 6.7 billion versus AED 4.5 billion in the corresponding period of 2022, primarily driven by double digit growth in funded income and non-funded Income.
- ▷ Funded income rose 61% to reach AED 4.5 billion supported by higher volumes and rising rates with 25% growth in average earning assets thereby increasing the net profit margin to 4.48% as compared to 3.35% in the corresponding period in 2022, despite an increase in the cost of funding. ADIB preserves one of the highest margins in the market, supported by one of the lowest cost of funds in the market.
- Non-funded income increased by 28% to AED 2.2 billion for the first nine months of 2023 driven by a 24% increase in fees and commissions income. Non-funded income represents 33% of total income, underlining the strategic focus on revenue diversification.
- ▷ Fees and commissions income was up 24% year-on-year driven by card related fees and income from trade finance.
- Overall revenues were supported by growth in **new customers** of approximately 157,000 during the first nine months of 2023, evidencing ADIB's long-term commitment to its customers and continuous efforts to deliver superior customer service.



- Strategic and transformation investments and volume-related expenses resulted in the increase of 29% in operating expenses to AED 2.2 billion versus the corresponding period of 2022, that was partially offset by the benefit of productivity savings. Despite this, there was an overall improvement in the cost-to-income ratio of 5.0 percentage points to 32.6%.
- The net impairment charge for the first nine months of the year increased by 62% to AED 571 million. The cost of risk saw a slight increase of 12 basis points to 0.50%. The provision coverage of non-performing financing (including collaterals) improved by 9.0 percentage points to 131.4%.

> Balance Sheet

AED (Mn)	30 Sept 2023	30 Sept 2022	$\Delta\%$
Cash and balances with central banks	27,472	18,233	+51%
Due from financial institutions	11,027	2,170	+408%
Customer financing, net	112,595	98,240	+15%
Investments	23,000	19,072	+21%
Investment in associates	816	1,722	-53%
Investment and development properties	1,980	1,992	-1%
Other assets	7,233	5,780	+25%
Total assets	184,124	147,209	+25%
Due to financial institutions	2,954	3,198	-8%
Depositors' accounts	151,545	118,823	+28%
Other liabilities	4,926	4,014	+23%
Total liabilities	159,424	126,036	+26%
Share capital	3,632	3,632	-
Retained earnings	10,366	7,594	+37%
Other reserves	4,928	5,181	-5%
Equity attributable to shareholders of the bank	18,926	16,407	+15%
Tier 1 sukuk	4,754	4,754	-
Non - controlling interest	1,019	12	+8720%
Equity attributable to equity holders of the bank	24,699	21,173	+17%
Customer financing, gross	117,634	103,202	+14%
Non-performing financing	7,762	8,597	-10%
NPA ratio	6.6%	8.3%	-1.7ppts
NPA coverage ratio	69.6%	67.8%	+1.8ppts
NPA coverage ratio with collaterals	131.4%	122.4%	+9.0ppts
Risk weighted assets	134,300	119,432	+12%
Common Equity Tier 1 Ratio	13.36%	12.81%	+55bps
Tier 1 Ratio	16.90%	16.79%	+11bps
Capital Adequacy Ratio	18.03%	17.90%	+13bps
Financing to deposit ratio	74.3%	82.7%	-8.4ppts
Advances to stable fund ratio (ASFR)	78.6%	86.1%	-7.5ppts
Eligible Liquid Asset Ratio (ELAR)	18.8%	15.9%	+2.9ppts



- Total assets reached AED 184.1 billion as of 30 September 2023, an increase of 25% from 30 September 2022, driven mainly by a growth in net financing, growth in cash and balances with central bank, and growth of the investment's portfolio. This was funded by sizeable deposit inflows.
- ▷ **Gross customer financing increased 14%** to AED 117.6 billion from 3% growth in wholesale financing across government and public sector enterprises and corporates while retail financing portfolios grew by 11%.
- ▷ The bank's investment portfolio increased 21% on 30 September 2023 to AED 23.0 billion.
- Customer deposits amounted to AED 152 billion as of 30 September 2023, up 28% from 30 September 2022 as CASA deposits increased by 13% to AED 99 billion comprising 66% of total customer deposits.
- Non-performing financing totaled AED 7.8 billion as of 30 September 2023 compared to AED 8.6 billion as of 30 September 2022.
- ▷ Non-performing financing ratio **improved to 6.6%** versus 8.3% as of 30 September 2022.
- ADIB continued to maintain a healthy liquidity position with an advance to stable funding ratio at 78.6% compared with 86.1% on 30 September 2022, while the eligible liquid asset ratio was 18.8% as of 30 September 2023 versus 15.9% at 30 September 2022.
- The bank further strengthens its capital position with the Common Equity Tier 1 ratio at 13.36%, as compared to 12.81% In Q3 2022 on the back of strong earnings and ongoing optimization initiatives. Capital adequacy ratio of 18.03% as of 30 September 2023, exceeding regulatory requirements prescribed by the UAE Central Bank.



SEGMENTAL PERFORMANCE REVIEW

Retail Banking Group

> Income Statement

YTD Sept 2023	YTD Sept 2022	$\Delta\%$
3,110	2,126	+46%
501	427	+18%
3,612	2,553	+41%
(1,476)	(1,355)	+9%
(134)	(65)	+107%
2,001	1,133	+77%
-	-	-
2,001	1,133	+77%
40.9%	53.1%	-12.2ppts
0.30%	0.16%	+13bps
	3,110 501 3,612 (1,476) (134) 2,001 - 2,001 40.9%	3,110 2,126 501 427 3,612 2,553 (1,476) (1,355) (134) (65) 2,001 1,133 - - 2,001 1,133 40.9% 53.1%

> Balance Sheet

AED (Mn)	30 Sept 2023	30 Sept 2022	$\Delta\%$
Financing, gross	58,427	52,721	+11%
Depositors' accounts	88,872	81,178	+9%

- ADIB's Retail Banking Group ('Retail Banking'), is the leading bank for UAE nationals and a critical growth engine for ADIB. Retail Banking delivered a strong performance, generating AED 2.0 billion of net profit in the first nine months of 2023, a 77% increase over the corresponding period last year.
- In addition, Retail Banking continued strengthening their customer propositions and improving channel productivity, resulting in improved sales momentum for cards and 11% growth in gross financing to AED 58.4 billion as of 30 September 2023.
- Based on encouraging financing growth, revenue for Retail Banking increased 41% to AED 3.6 billion, on the back of growth in funded income.
- Operating expenses in the first nine months of 2023 grew slightly, reflecting the inflationary trend, while the Bank undertook cost optimisation initiatives, and continued focus on process simplification and automation to improve efficiency and deliver better customer experiences.
- ▷ The strategic focus on delivering excellent customer experience enabled Retail Banking to **expand its customer base** by approximately 157,000 customers in the first nine months of 2023.
- Deposits also grew by 9%. This is a testament to the Bank's strong UAE national and Emirati-focused strategy, which is at the core of the Retail Banking business. This was driven by CASA growth of 13%.
- On digital, the Bank continued to introduce industry-leading digital capabilities, redesign the client experience, and enabled customers to bank anytime, anywhere, on their preferred channels. The provision of the new digital remote sales platform allowed customers to interact remotely, driving significant sales across consumer finance products.



Wholesale Banking Group

> Income Statement

AED (Mn)	YTD Sept 2023	YTD Sept 2022	$\Delta\%$
Funded income	720	534	+35%
Non-funded income	283	245	+15%
Total operating income	1,003	779	+29%
Operating expenses excluding impairments	(208)	(205)	+1%
Impairment charge	(225)	(153)	+46%
Profit before zakat and tax	570	421	+36%
Tax and Zakat	(15)	(9)	+77%
Profit after zakat and tax	555	412	+35%
Cost to income ratio	20.8%	26.3%	-5.6ppts
Cost of risk	0.59%	0.47%	+12bps

> Balance Sheet

AED (Mn)	30 Sept 2023	30 Sept 2022	Δ%
Financing, gross	45,072	43,775	+3%
Depositors' accounts	32,523	24,296	+34%

▷ The Wholesale Banking Group ('WBG') saw an **increase in net profit of 35%** driven by higher volume and the benefit of rising rates.

- ▷ **Total operating income grew 29%** reflecting an economic rebound and improvements in funded income.
- Gross customer financing grew by 3% to AED 45.1 billion, as a result of a rebound in economic activity and market sentiment, as well as strong momentum in deal execution. This was driven by demand from existing large corporates as well as new to bank clients.
- ▷ The Global Transaction Banking (GTB) team continued to make progress on its transformation journey, offering digitally enabled and innovative solutions to clients.
- ▷ WBG's impairment charge for the first nine months of the year amounted to AED 225 million, a 46% increase relative to the corresponding period of 2022.



Treasury

> Income Statement

AED (Mn)	YTD Sept 2023	YTD Sept 2022	$\Delta\%$
Funded income	(695)	(193)	-260%
Non-funded income	944	649	+46%
Total operating income	250	456	-45%
Operating expenses excluding impairments	(33)	(30)	+9%
Impairment charge	(77)	(20)	+282%
Profit before zakat and tax	140	405	-65%
Tax and Zakat	-	-	-
Profit after zakat and tax	140	405	-65%
Cost to income ratio	13.2%	6.6%	+6.5ppts
Investment Yield	3.6%	2.5%	+1.0ppts

> Balance Sheet

AED (Mn)	30 Sept 2023	30 Sept 2022	$\Delta\%$
Investments	23,000	19,072	+21%
Depositors' accounts	1,134	4,441	-74%

ADIB's Treasury department saw a decline of 65% in net profit to AED 140 million during the first nine months of 2023 due to a reduction in the revenue for the period by 45% to AED 250 million. This was primarily due to adverse market conditions, partially offset by fee income generation from customers' activities.





Strategy

ADIB Strategy defined the bank's renewed purpose of becoming a lifelong partner for our clients, community, and colleagues. Furthermore, ADIB's vision was revamped to be the world's most innovative Islamic bank.

The bank has delivered the below strategic initiatives under the 4 strategic pillars:

Continuous Innovation

ADIB launched various products that enabled a growth in market share:

- ▷ **Istiqrar**: ADIB launched UAE's first long-term, fixed-rate home finance. This unique product offers customers a consistent, fixed monthly instalment throughout the chosen tenor rate, eliminating any variations or fluctuations.
- Cashback Card: ADIB launched its new Cashback Visa Covered Card signifying an expanded role for cards in the bank's retail strategy. The new card is considered one of the industry's best cashback cards and offers customers the opportunity to earn 4% cash rewards when they use the card across a wide range of daily spending categories.
- Yusr Salary Advance: Allows customers to avail their pay cheque in advance instantly with a Murabaha structurebased fee. The new feature can be accessed through the mobile banking app and branches across the UAE. 'Yusr' is designed to help existing ADIB salary transfer customers, both UAE Nationals and expatriates, to manage their financials and fulfil their short-term funding needs. This product aims to provide convenience and assist customers to access up to 50% of their salaries.
- SME Instant Account Opening: ADIB became the first bank in the UAE to provide small and medium-sized enterprises (SMEs) with convenient remote account opening services through a mobile app by deploying Emirates Face Recognition (EFR) technology. This new feature allows businesses to apply for a business account without the need to visit a branch or submit physical documents or signatures. Through this technology, ADIB can perform highly secure identity verification before opening a new account for businesses in less than 24 business hours.
- 50% cashback: ADIB launched a unique campaign that rewards customers for consolidating their banking with ADIB. The first-of-its-kind campaign rewards customers with a one-time bonus of 50% of their monthly salary when they transfer their finance (personal or home finance) and salary to ADIB and obtain one of the ADIB Covered Cards, such as Emirates Skywards, Etihad Guest, Etisalat Gold, Platinum & Signature, or Cashback cards.
- Darb services: ADIB launched a top-up service of Darb accounts through the direct payment feature via the mobile application or online banking services of the Abu Dhabi Islamic Bank. the recharging the Darb card account through the application as a valued addition.



Segment Focused

ADIB continued to build on its existing strength in the Emirati retail segment while attracting and developing new business segments where the bank can grow profitably. In this respect, ADIB launched propositions that support Emirati customers across all financial stages in their lives and welcomed 157,000 customers.

Digital excellence

Digital remains at the heart of ADIB's 2025 strategy, and the bank strives to become a digital-first financial institution. The number of digitally active customers has increased steadily over the past year. Currently 80% customers are digitally active.

Key highlights of ADIB's progress on digitalization and innovation include the following:

- ▷ ADIB's mobile app is top ranked on the UAE App store.
- ▷ 54% of Personal Finance customers are on-boarded digitally.
- ▷ New features were added to the Mobile app to help increase customer usage and adoption these include IPO subscription, push notification, Consumer Protection Rights, and additional security features for transfers.

Sustainable Future

- ▷ ADIB is a regional sustainability leader (MSCI ESG rating of 'A'), and a constituent of MSCI ESG Leaders index.
- ▷ ADIB finalized its sustainability and ESG frameworks.
- ▷ ADIB continued to play a crucial role in helping to deliver the region's sustainable finance agenda facilitating around USD1.7 billion worth of sustainable projects.
- ADIB has achieved an upgrade to its environmental, social, and governance (ESG) risk score by Sustainalytics, one of the world's leading ESG rating agencies. ADIB's overall Sustainalytics ESG risk score has improved from 34.25 in 2022 to 29.6 in 2023, reflecting a significant leap that transitioned ADIB from the 'high risk' category to the 'medium risk' category. This achievement underscores the bank's strong commitment to ESG principles and its ongoing efforts to effectively manage risks. The ratings are measured on a scale from 0 to 100, with lower scores indicating a reduction in risk.
- ▷ ADIB leads the way in Emiratization by significantly investing in upskilling, reskilling, and developing Emiratis through international training and development programs.

Outlook

The outlook for the GCC remains positive despite ongoing concerns over a global economic slowdown. Higher oil prices have pushed GCC budgets into surplus with expectation for the UAE GDP to grow by more than 3.4% in 2023. Liquidity in the UAE remains strong, with higher oil prices expected in the rest of 2023 which will help in deposit inflows.

2023 Awards List

Awards	Categories
Sheikh Khalifa Excellence Awards	Diamond Category
MEED MENA Banking Excellence Awards 2023	MENA Islamic Finance Bank of the Year
Bonds & Sukuk Middle East Awards 2023	Islamic Syndication of the Year
Bonds & Sukuk Middle East Awards 2023	Global Sovereign Sukuk Deal of the Year
Bonds & Sukuk Middle East Awards 2023	Real Estate Finance Deal of the Year
Global finance	Best Bank in the UAE
Global Finance	Safest Islamic Bank Globally
Global Finance	Best Islamic bank in the UAE and Egypt
Digital Banker	Best Islamic Retail Bank
Global Finance	Best Payment Solutions
Global Finance	Best Islamic bank for ESG
Banker FT	Best Private Bank service in UAE



About ADIB

ADIB is a leading bank in the UAE with more than AED 184 billion in assets. The bank also offers world-class online, mobile and phone banking services, providing clients with seamless digital access to their accounts 24 hours a day. ADIB provides Retail, Corporate, Business, Private Banking and Wealth Management Solutions. The bank was established in 1997 and its shares are traded on the Abu Dhabi Securities Exchange (ADX).

ADIB has a strong presence in six strategic markets: Egypt, where it has 70 branches, the Kingdom of Saudi Arabia, the United Kingdom, Sudan, Qatar, and Iraq.

Named **World's Best Islamic Bank by The Financial Times** - The Banker publication, ADIB has a rich track record of innovation, including introducing the award-winning Ghina savings account, award-winning co-branded cards with Emirates airlines, Etihad and Etisalat and a wide range of financing products.

ADIB Investor relations Mobile application

Please download the ADIB Investor relations dedicated mobile app available on both Apple and Google play stores. The application will keep you up to date with the latest developments - from latest share prices and press releases to investor days, financial results, and our document library. You can view stock exchange announcements, presentations, annual and quarterly reports, and interact with key data onscreen.





For media information, please visit www.adib.ae or contact:

Lamia Hariz Head of Corporate Communications, Marketing ESG & Investor Relations Email: lamia.hariz@adib.com

Mathematical @ADIBTweets

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600 543216



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