

**MANAGEMENT DISCUSSION & ANALYSIS FOR THE QUARTER ENDING 30 SEPTEMBER 2012**

**Abu Dhabi Islamic Bank increases Net Profit to AED 328.5 million for the third quarter of 2012**

**Group Financial highlights - Third quarter 2012 vs. Third quarter 2011**

- Group net revenue for Q3 2012 was AED 924.1 million vs. AED 824.6 million for Q3 2011, an increase of 12.1%.
- Total credit provisions and impairments for Q3 2012 were AED 202.1 million vs. AED 150.8 million in Q3 2011, an increase of 34.0%.
- Group net profit for Q3 2012 was AED 328.5 million vs. AED 319.1 million in Q3 2011, an increase of 3.0%.
- ADIB remains one of the most liquid banks in the UAE, with advances to stable funds ratio of 78.6%, customer financing to deposits ratio of 83.1% and net due from banks and deposits with Central Bank totaling AED 11.1 billion.
- Capital adequacy position under Basel II remains strong at 16.92% (17.39% at the end of 2011).

**Bank Financial highlights - Third quarter 2012 vs. Third quarter 2011**

- Bank net revenue for Q3 2012 was AED 930.0 million vs. AED 832.9 million for Q3 2011, an increase of 11.7%.
- Total credit provisions and impairments for Q3 2012 were AED 154.3 million vs. AED 144.6 million in Q3 2011, an increase of 6.7%.
- Bank net profit for Q3 2012 was AED 405.7 million vs. AED 354.4 million in Q3 2011, an increase of 14.5%.
- Total number of customers increased by 10.0% since Q3 2011 to reach 493,298.
- Total number of branches in the UAE stands at 73 vs. 66 in Q3 2011.

**Group Financial highlights - 9 months ended 2012 vs. 9 months ended 2011**

- Group net revenue for 9 months 2012 was AED 2,681.6 million vs. AED 2,541.7 million for 9 months 2011, an increase of 5.5%.
- Group net profit for 9 months 2012 was AED 958.5 million vs. AED 938.9 million in 9 months 2011, an increase of 2.1% after taking credit provisions and impairments of AED 574.7 million.

## Financial analysis

### Income Statement: Q3 2012 vs. Q3 2011 and Q2 2012

- Group net revenues for Q3 2012 increased to AED 924.1 million vs. AED 824.6 million in Q3 2011, a 12.1% increase (and an increase of 4.2% over the AED 886.8 million in Q2 2012).
- Bank net revenues for Q3 2012 increased to AED 930.0 million vs. AED 832.9 million in Q3 2011, a 11.7% increase (and an increase of 4.7% over the AED 888.1 million in Q2 2012).
- Group net revenue from funding activities for Q3 2012 increased to AED 721.5 million vs. 692.4 million for Q3 2011, an increase of 4.2% (and a decrease of 0.4% over the AED 724.4 million in Q2 2012).
- Group fee and commission income for Q3 2012 decreased to AED 90.5 million vs. AED 118.9 million in Q3 2011, a decrease of 23.9% (and a decrease of 11.2% over the AED 102.0 million in Q2 2012).
- Group net profit for Q3 2012 was AED 328.5 million, after taking credit provisions and impairments of AED 202.1 million for the quarter (vs. a net profit of AED 319.1 million in Q3 2011 which was recorded after taking credit provisions and impairments of AED 150.8 million). Net profit for Q2 2012 was AED 322.6 million after taking credit provisions and impairments of AED 186.6 million.
- Bank net profit for Q3 2012 was AED 405.7 million, after taking credit provisions and impairments of AED 154.3 million for the quarter (vs. a net profit of AED 354.4 million in Q3 2011 which was recorded after taking credit provisions and impairments of AED 144.6 million). Net profit for Q2 2012 was AED 396.6 million after taking credit provisions and impairments of AED 138.9 million.

### Income Statement: 9 months 2012 vs. 9 months 2011

- Group net revenues for 9 months 2012 increased to AED 2,681.6 million vs. AED 2,541.7 million in 9 months 2011, a 5.5% increase.
- Bank net revenues for 9 months 2012 increased to AED 2,692.9 million vs. AED 2,522.4 million in 9 months 2011, a 6.8% increase.
- Group net revenue from funding activities for 9 months 2012 increased to AED 2,168.4 million vs. 2,079.7 million for 9 months 2011, an increase of 4.3%.
- Group fee and commission income for 9 months 2012 decreased to AED 301.3 million vs. AED 335.4 million in 9 months 2011, a decrease of 10.2%.
- Group net profit for 9 months 2012 was AED 958.5 million, after taking credit provisions and impairments of AED 574.7 million for the 9 months vs. a net profit of AED 938.9 million in 9 months 2011 which was recorded after taking credit provisions and impairments of AED 546.1 million.
- Bank net profit for 9 months 2012 was AED 1,162.7 million, after taking credit provisions and impairments of AED 450.0 million for the first 9 months vs. a net profit of AED 1,086.4 million in 9 months 2011 which was recorded after taking credit provisions and impairments of AED 444.5 million.

### Balance Sheet: 30 September 2012 vs. 30 September 2011 and 31 December 2011

- Total assets as of 30 September 2012 were AED 81.5 billion, representing an increase of 9.9% compared to AED 74.2 billion at the end of 30 September 2011 (AED 74.3 billion at 31 Dec 2011).
- Net Customer Financing has increased to AED 50.9 billion, growing 5.0% over the AED 48.4 billion at the end of 30 September 2011 (AED 48.8 billion at 31 Dec 2011).
- Customer deposits grew 12.5% to AED 61.2 billion, from AED 54.4 billion at the same time last year (AED 55.2 billion at 31 Dec 2011).

## Capital Adequacy and Liquidity: 30 September 2012 vs. 30 September 2011 and 31 December 2011

- The Capital Adequacy ratio at 30 September 2012 stood at 16.92% vs. 16.33% recorded at 30 September 2011 (17.39% at 31 Dec 2011).
- The Customer Financing to Deposits ratio at 30 September 2012 was 83.1% vs. 89.1% at 30 September 2011 (88.5% at 31 Dec 2011).
- The Advances to Stable Funds ratio (a regulatory ratio) moved to 78.6% at 30 September 2012 from 84.6% at 30 September 2011 (83.4% at 31 Dec 2011).

## Financial highlights - Four year performance

*As at 30 September*

All figures are in AED millions

Balance sheet	Q3 2009	Q3 2010	Q3 2011	Q3 2012	3 YR (CAGR)
Total assets	58,662.7	71,175.4	74,162.8	81,540.4	11.6%
Gross customer financing	40,212.5	49,238.6	51,171.3	54,166.2	10.4%
Customer deposits	43,998.7	54,037.9	54,397.7	61,188.5	11.6%
Total equity	7,911.2	8,064.3	8,464.8	8,999.1	4.4%
Capital adequacy ratio - Basel II	15.16%	16.52%	16.33%	16.92%	
Customer financing to deposit ratio	89.2%	87.3%	89.1%	83.1%	
Income statement	Q3 2009	Q3 2010	Q3 2011	Q3 2012	3 YR (CAGR)
Net revenue - Group	608.6	810.3	824.6	924.1	14.9%
Net revenue - Bank	603.7	813.4	832.9	930.0	15.5%
Operating profit (margin) - Group	361.0	480.1	469.9	530.6	13.7%
Operating profit (margin) - Bank	387.1	508.1	499.0	560.0	13.1%
Credit provisions and impairment charge - Group	121.5	165.6	150.8	202.1	18.5%
Credit provisions and impairment charge - Bank	124.0	165.6	144.6	154.3	7.6%
Net profit - Group	239.5	314.5	319.1	328.5	11.1%
Net profit - Bank	263.1	342.5	354.4	405.7	15.5%
Total credit provisions to gross financing assets ratio - Group	2.39%	4.22%	5.33%	6.11%	
Cost to income ratio - Group	40.7%	40.7%	43.0%	42.6%	
Cost to income ratio - Bank	35.9%	37.5%	40.1%	39.8%	
Network	Q3 2009	Q3 2010	Q3 2011	Q3 2012	3 YR (CAGR)
Total customers	323,342	409,247	448,512	493,298	15.1%
Branches - UAE	50	60	66	73	13.4%
ATMs	189	284	417	522	40.3%

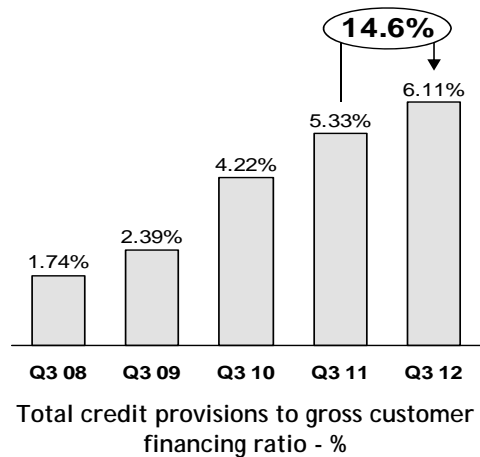
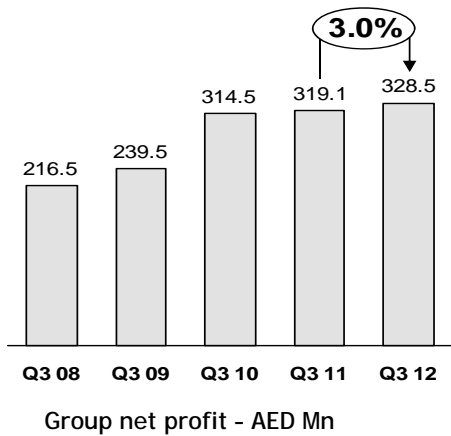
Abu Dhabi, UAE - 16 October 2012: Abu Dhabi Islamic Bank (ADIB) Group posted a net profit of AED 328.5 million for Q3 2012. Despite the prevailing challenging market conditions, and an increasing number of regulatory changes, the performance from the main banking business remained strong as the Bank's net profit grew by 14.5% to AED 405.7 million from AED 354.4 million in Q3 2011. The business highlights for Q3 2012 were:

- The focus on Retail Banking underpinned by ADIB's number 1 rating - for the second consecutive year - for customer service saw the customer base increase by 10.0% year-on-year to 493,298 customers.
- ADIB opened its 73<sup>rd</sup> Retail branch in the UAE and installed its 522<sup>nd</sup> ATM during the quarter, meaning the Bank continues to have the third largest Retail network in the UAE and remains on track to have 80 branches by the end of Q1 2013.
- ADIB operations in the United Kingdom and Iraq continued to gain momentum and plans to open branches in Qatar and Sudan by year-end remain on track.
- Customer financing growth was restricted to 5.0% year-on-year as ADIB preserved capital in line with its intention to boost Tier 1 capital to over 15% from the current level of 13.74%.
- Cost of funds were further reduced as current and savings account balances reached AED 30.6 billion at the end of Q3 2012, a 22.9% year-on-year increase which is significantly above market.
- With a Customer Financing to Deposits Ratio of 83.1% ADIB already meets both of the proposed new Central Bank of the UAE liquidity ratios and intends to be an early adopter of the proposed Basel III based regulations.
- ADIB continued its conservative policy by taking an additional AED 151.3 million in credit provisions to ensure a healthy pre-collateral non-performing asset coverage ratio of 80.1%.
- The Group continued the quarterly impairment review of the portfolio held by its real estate subsidiary, Burooj Properties and as a result made further impairments of AED 47.5 million in this regard.

#### **A best practice approach to risk management continues to underpin the Bank's strategy**

ADIB's management continued its rigorous approach to provisioning and impairment recognition. As a result, the Bank has taken an additional AED 151.3 million in credit provisions in Q3 2012, thereby increasing total credit provisions to AED 3,309 million with specific credit provisions at AED 2,493 million and collective provisions at AED 816 million. Total credit provisions now amount to 6.1% of gross customer financing assets and represent a pre-collateral non-performing coverage ratio of 80.1%. The Bank's collective provisions now represent 1.69% of total customer risk weighted assets, well ahead of the Central Bank of the UAE requirements of 1.5% by the end of 2014.

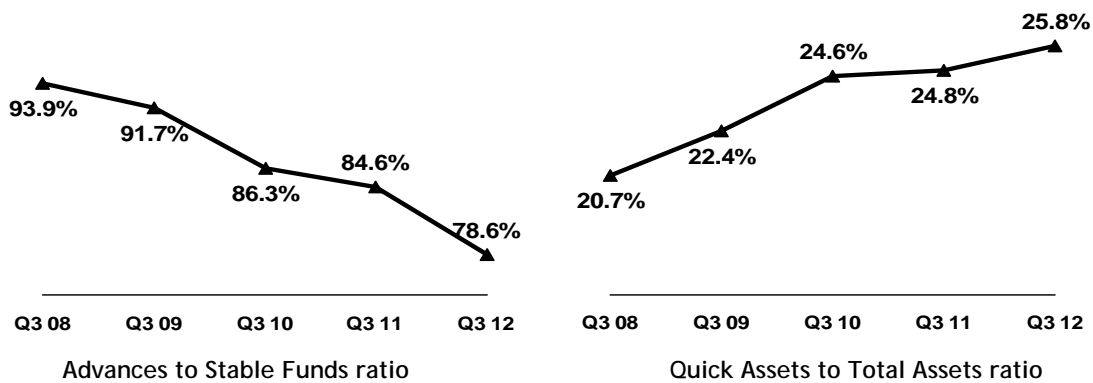
In addition to the legacy credit portfolio, a further AED 47.5 million in impairments were taken against the real estate subsidiary's portfolio in the third quarter of 2012, bringing total impairments related to this business to AED 480.5 million over the past three and half years as it tracked the downturn in the real estate market. As a result, the Group net profit increased by a conservative 3.0% in Q3 2012 to reach AED 328.5 million versus Q3 2011, and represents an 11.1% compounded net profit growth rate over the past three years.

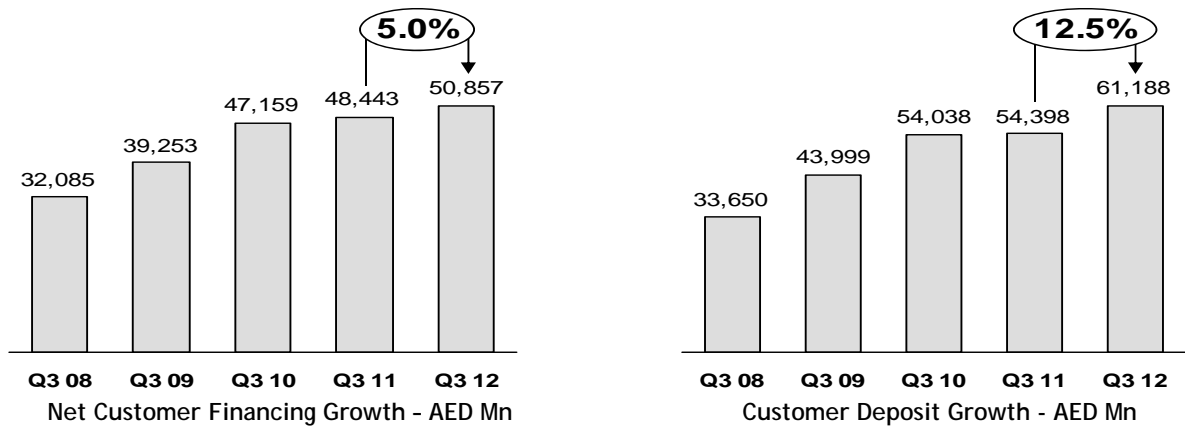


**Liquidity**

A continued focus on deepening customer relationships by the Retail Banking, Private Banking and Wholesale Banking franchises, backed by strong Treasury and Transaction Banking units, meant that ADIB maintained its position as one of the most liquid banks in the UAE. At the end of Q3 2012, Customer deposits were AED 61.2 billion, Central Bank placements were AED 4.6 billion and the net interbank position was AED 6.5 billion. A continued focus on reducing the cost of funds, saw current and savings accounts grow by 22.9% since Q3 2011 to reach AED 30.6 billion at 30 September 2012 while overall deposits increased 12.5% to AED 61.2 billion during the same period.

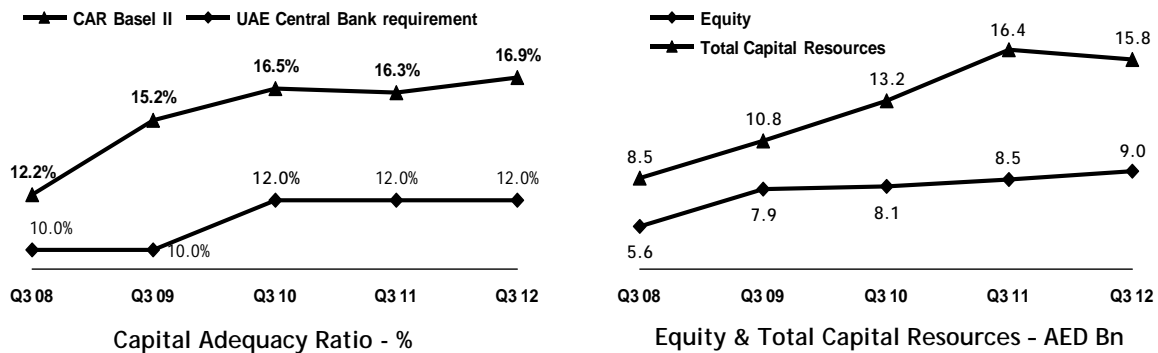
On the asset side, net customer financing reached a new high of AED 50.9 billion (AED 48.4 billion as at 30 September 2011) and the Bank ended the quarter with a customer financing to deposits ratio of 83.1% and an advances to stable funds ratio of 78.6%, which is significantly better than the regulatory threshold of 100%. Furthermore, it is noteworthy that ADIB's Quick Asset to Total Asset Ratio is 25.8% and the Bank already meets both of the proposed new regulatory liquidity ratios and intends to be an early adopter of the Basel III liquidity ratios as proposed by the Central Bank of the UAE.





### Capital strength

The Bank's Capital Adequacy Ratio at the end of Q3 2012 is 16.92% under Basel II principles and its Basel II Tier 1 capital ratio is 13.74%. ADIB's capital ratios are above the Central Bank of the UAE prescribed minimums of 12% for Capital Adequacy and 8% for Tier 1. Notwithstanding this, the Bank is examining ways and means to maintain the current Capital Adequacy including a greater focus on capital optimization and planning and stress scenario analysis. In this regard the Bank has restricted customer asset growth to 5.0% year-on-year and has now turned its attention to improving its Tier 1 capital ratio to above 15%, exclusive of any stress scenario buffers.



### Cost management

While ADIB continues to see a single digit growth environment in the UAE it not deterred by this and the Bank will continue to invest in its Retail Banking business to reach optimal scale. For example, investments are being made in: distribution (adding 7 branches in the past 12 months); alternative channels (adding 105 ATMs in the past 12 months); and also building ADIB's regional and international presence, to ensure that it both maintains its position as one of the top 3 Retail banks in the UAE and that its long-term vision of becoming a top Tier global Islamic Bank remains on track. As a result, the Group's operating expenses increased by 8.7% year-on-year. The Group cost to income ratio was 42.6% for Q3 2012 (43.0% - Q3 2011 and 42.6% for Q2 2012) while the Bank's cost to income ratio was 39.8% for Q3 2012 (40.1% - Q3 2011 and 39.7% for Q2 2012).

### Human resources

Despite the growth of its local and international operations the Bank's headcount has decreased by 56 in the past 12 months, as a result of a continued emphasis on efficiency, and now stands at 1,639.

### Management comment

On behalf of the Board of Directors and the management team Tirad Al Mahmoud, CEO of ADIB, said: "The environment in which we operate remains challenging as the global financial crises and the uncertainty resulting from the malaise in Europe preoccupies decision makers and regulators around the world. While we are encouraged by the recent positive Abu Dhabi economic data, our customers continue to feel the effects of the prolonged crises and growth in the banking sector as a whole remains subdued. Of equal concern is the continued compression of credit spreads triggered by higher competition among banks who are trying to grow their loans and advances while the market aggregate shows a low growth rate for the market as a whole, as evidenced by the recent Central Bank data showing a 1.8% increase (net of provisions) in the first eight months of 2012. If this trend continues we expect a reduction in profits for the UAE banking sector as a whole for the full year.

"The first 9 months of 2012 has also seen the Central Bank of the UAE continue to focus on enhancing the regulatory environment. Initiatives range from the introduction of new Basel III based liquidity guidelines to revised new large client exposure guidelines, where ADIB sees real opportunities to further support the Government's growth strategy and build its Public Sector Banking capabilities. Furthermore, the ongoing joint focus by the government, regulators and banks in the UAE on easing the burden faced by those debtors whose circumstances and ability to meet their obligations are most onerous remains the most important initiative and ADIB, as manager of one of the top Retail Banking businesses in the UAE with the third largest network in the country, is proud to be playing a leading role in this regard. We are confident that the end result will be the introduction of a more responsible banking environment.

### **Strategy focus and recent awards**

"Despite the challenges, ADIB's strategy remains unchanged as we:

1. Have maintained our position as the leading bank for customer service excellence, with ADIB being rated number 1 in the UAE for the second consecutive year;
2. Continued to grow our Retail Banking franchise as we aim for market leadership by increasing our range of distribution channels and expanding the branch network to provide optimal customer convenience while developing an increasing range of retail products and solutions to meet our customer needs across all segments;
3. Enhanced our Wholesale Banking offering by acquiring new relationships across a greater range of customer segments;

4. Continue to build an attractive Private Banking and Wealth Management proposition and establish related offshore booking centers starting in London; and
5. Expand our business in the Middle East and North Africa

"This continued focus on our customer-centric strategy, when combined with our liquidity position, meant that ADIB maintained its ranking as a top-tier UAE bank and remains on track to become a global Islamic bank.

'However, the lack of a meaningful global economic recovery, when combined with the increasingly enhanced regulatory regime in the UAE and our decision to restrict customer asset growth in support of our goal of improving our Tier 1 capital ratio to over 15%, means that we continue to anticipate limited quality credit opportunities and a resultant subdued growth in profits for the balance of 2012. Despite this we continue to lay the foundations of the next stage of our growth strategy while remaining committed to maintaining our best practice approach to risk management even if this means that we are not always able to sustain above market customer financing growth rates in the near term.

'In regard to provisioning of our legacy portfolio, we continued to be prudent in classifying our impaired portfolio and taking provisions - and suspending the accrual of profit - in line with our 90 days past due and conservative collateral recognition approach, adding a further AED 150.6 million in specific provisions during Q3 2012 versus AED 147.2 million during Q3 2011 while maintaining our collective provisions. Since the new management team took over early in 2008, total credit provisions and impairments have increased to AED 3,881 million from AED 404 million at the end of 2007.

"As a result of our ongoing conservative approach to the recognition of problem credits total non-performing accounts increased by 1.3% in Q3 2012 and while we continue to maintain that it is too early to call a meaningful improvement in the credit environment we are pleased with the progress made in late 2011 and 2012. Notwithstanding this, our two remedial management units remain very active and we once again reiterate that where customers resist ADIB's attempts to work constructively with them in providing sustainable solutions to honoring their credit obligations, we will use all remedies available to us in order to protect both our depositors' and shareholders' rights.

'Turning to customer deposits, the Bank further evidenced its strong liquidity capabilities backed by a customer orientated value proposition based on service excellence and convenience and supported by our now proven capability to manage maturity matching through Sukuk issues. The result is that not only does ADIB meet both the new Basel III based liquidity ratios to be implemented by the Central Bank in 2013, but that our advances to stable funds ratio further improved to 78.6% at 30 September 2012 and current and saving account balances grew by 22.9% over the course of the past year."



### Other ADIB Group companies

#### **ADIB Securities:**

Commenting on the performance of other Group companies besides the core banking business, Tirad said: "The lack of liquidity in the equity markets remains a major concern and yet our stock brokerage, ADIB Securities, continue to perform profitably with a net profit of AED 0.6 million in Q3 2012. ADIB Securities has a market share of 8.6% and is one of the top three brokers in the UAE and is an integral part of our wealth management proposition, which is focused on enhancing the savings, investment and related wealth diversification of our customers. We will continue to ensure that it has the necessary capabilities to best serve all our customers both now and when the markets recover."

#### **Burooj Properties:**

With regard to Burooj, the Group's real estate subsidiary, Tirad said: "Burooj, as a limited liability company, continues to be managed independently from the banking and financial services business. ADIB Group accounting policy and practice is that all properties and commitments in Burooj's portfolio are regularly subjected to review, including a comprehensive highest-and-best-use analysis. On the basis of these reviews the market value of each property is determined with reference to the recent market conditions, existing prices and estimates of their net present value of the cash flows. The market value is compared to the carrying value of the properties in order to determine the impairments. On the back of these valuations we continue to engage in discussions with Burooj's partners in regard to restructuring its development program and have made further progress in Q3 2012. While we are confident about the progress we are making, our approach to valuing Burooj's portfolio first adopted in late 2010 has resulted in a further AED 47.5 million in impairments in Q3 2012 and a consequent loss of AED 79.1 million versus the loss of AED 36.3 million in Q3 2011. Despite some welcome signs of the start of a recovery in the sector, these have been isolated and the real estate market in general remains under pressure. The probability of Burooj sustaining further losses in 2012 remains high and will continue to be so until there is a meaningful and sustained positive change in the real estate market.

#### **Bosnia**

"I am also pleased to report that the sale of ADIB's entire 32.37% stake in BBI Real Estate was concluded in Q3. Whilst we are proud to have contributed to the redevelopment of Bosnia and Herzegovina by having established one of the leading real estate companies in the country, a key aspect of strategic focus is on building our international financial services capabilities and exiting non-core businesses. Therefore, in keeping with this strategy, while we have sold our investment in BBI Real Estate our involvement in the Bosnian financial services sector, through our shareholding Bosna Bank International, will continue."

### Outlook for 2012

Providing guidance on the Bank's direction for the rest of 2012, Tirad said: "Our outlook has not changed and we remain concerned about global and regional growth rates and the impact on our markets. While the continued introduction of new regulations is proving to be challenging, we are confident that ADIB is

well positioned and in this regard will continue our practice of being a meaningful and constructive partner in supporting these changes. In addition, the UAE banking sector is now closely involved with government and regulatory bodies and we look forward to progress in these initiatives including the formation of a credit bureau in the UAE, which is essential since good clients will enjoy greater access to much needed credit and remedial efforts can focus on those who require it.

"Given this environment, and notwithstanding our own preparations for the next stage in our growth strategy and strong liquidity position, we continue to expect a subdued year for the banking sector as a whole and single digit growth in ADIB's financing assets in 2012 as we focus on our goal of building our Tier 1 capital ratio to over 15%. In addition, we will continue to take prudent measures as necessary for both the Bank and Burooj portfolios in 2012. Notwithstanding this, we will continue to invest for the future and while this will create pressure on earnings we believe it is imperative to sacrifice short-term efficiency for long-term growth potential"

#### **Gratitude**

The Board of Directors, executive management and members of ADIB staff wish to extend their sincere appreciation and gratitude to His Highness Sheikh Khalifa Bin Zayed Al Nahyan, the President of the UAE and Ruler of Abu Dhabi, to His Highness Sheikh Mohammed Bin Zayed Al Nahyan, Abu Dhabi Crown Prince and Deputy Supreme Commander of the UAE Armed Forces, to the UAE Central Bank and to the Emirates Securities and Commodities Authority, our shareholders and our clients for their continued trust in and support of ADIB.



**Tirad Al Mahmoud**  
Chief Executive Officer

## Financial summaries

### ADIB Financial summary - 9 months Summary

Financials	Banking					Consolidated Group				
	YTD 2010	YTD 2011	YTD 2012	Chg YTD 11 vs. YTD 10	Chg YTD 12 vs. YTD 11	YTD 2010	YTD 2011	YTD 2012	Chg YTD 11 vs. YTD 10	Chg YTD 12 vs. YTD 11
	AED Mn	AED Mn	AED Mn	%	%	AED Mn	AED Mn	AED Mn	%	%
Net Revenue from Funding	1,961.9	2,153.2	2,240.7	9.8%	4.1%	1,961.9	2,153.2	2,240.7	9.8%	4.1%
Fees, Commissions and FX	209.1	313.8	293.1	50.1%	-6.6%	209.1	313.8	293.1	50.1%	-6.6%
Investment Revenues	49.4	55.4	159.1	12.1%	187.6%	49.4	55.4	159.1	12.1%	187.6%
<b>Net Banking Revenues</b>	<b>2,220.4</b>	<b>2,522.4</b>	<b>2,692.9</b>	<b>13.6%</b>	<b>6.8%</b>	<b>2,220.4</b>	<b>2,522.4</b>	<b>2,692.9</b>	<b>13.6%</b>	<b>6.8%</b>
Brokerage Revenues (ADIFS subsidiary)	-	-	-	-	-	13.7	12.2	14.8	-10.7%	21.3%
Real Estate Revenues (Burooj subsidiary)	-	-	-	-	-	4.1	7.0	(32.3)	73.2%	-558.9%
Revenue from Other Minor Activities	-	-	-	-	-	(3.1)	0.1	6.2	103.2%	6,100%
<b>Net Non-banking Revenues</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>14.7</b>	<b>19.3</b>	<b>(11.3)</b>	<b>31.3%</b>	<b>-158.6%</b>
	Banking					Consolidated Group				
<b>Total Revenues</b>	<b>2,220.4</b>	<b>2,522.4</b>	<b>2,692.9</b>	<b>13.6%</b>	<b>6.8%</b>	<b>2,235.1</b>	<b>2,541.7</b>	<b>2,681.6</b>	<b>13.7%</b>	<b>5.5%</b>
<b>Operating profit (margin)</b>	<b>1,369.5</b>	<b>1,530.9</b>	<b>1,612.7</b>	<b>11.8%</b>	<b>5.3%</b>	<b>1,314.9</b>	<b>1,485.0</b>	<b>1,533.2</b>	<b>12.9%</b>	<b>3.2%</b>
Credit Provisions and Impairment charge	405.5	444.5	450.0	9.6%	1.2%	405.4	546.1	574.7	34.7%	5.2%
<b>Net Profit</b>	<b>964.0</b>	<b>1,086.4</b>	<b>1,162.7</b>	<b>12.7%</b>	<b>7.0%</b>	<b>909.5</b>	<b>938.9</b>	<b>958.5</b>	<b>3.2%</b>	<b>2.1%</b>
Total Assets in AED (Billion)	70.5	73.9	81.8	4.9%	10.6%	71.2	74.2	81.5	4.2%	9.9%
Customer Financing in AED (Billion)	49.2	50.6	53.0	2.9%	4.8%	47.2	48.4	50.9	2.7%	5.0%
Customer Deposits in AED (Billion)	54.2	54.5	61.3	0.5%	12.5%	54.0	54.4	61.2	0.7%	12.5%

### ADIB Financial summary - Quarter Summary

Financials	Banking					Consolidated Group				
	Q3 2010	Q3 2011	Q3 2012	Chg Q3 11 vs. Q3 10	Chg Q3 12 vs. Q3 11	Q3 2010	Q3 2011	Q3 2012	Chg Q3 11 vs. Q3 10	Chg Q3 12 vs. Q3 11
	AED Mn	AED Mn	AED Mn	%	%	AED Mn	AED Mn	AED Mn	%	%
Net Revenue from Funding	692.7	717.9	745.5	3.6%	3.8%	692.7	717.9	745.5	3.6%	3.8%
Fees, Commissions and FX	98.0	113.2	89.3	15.5%	-21.1%	98.0	113.2	89.3	15.5%	-21.1%
Investment Revenues	22.7	1.8	95.2	-92.1%	5210.4%	22.7	1.8	95.2	-92.1%	5210.4%
<b>Net Banking Revenues</b>	<b>813.4</b>	<b>832.9</b>	<b>930.0</b>	<b>2.4%</b>	<b>11.7%</b>	<b>813.4</b>	<b>832.9</b>	<b>930.0</b>	<b>2.4%</b>	<b>11.7%</b>
Brokerage Revenues (ADIFS subsidiary)	-	-	-	-	-	3.6	3.5	3.9	-3.1%	12.9%
Real Estate Revenues (Burooj subsidiary)	-	-	-	-	-	(5.7)	(11.9)	(12.7)	-107.3%	-6.9%
Revenue from Other Minor Activities	-	-	-	-	-	(1.0)	0.1	2.9	110.0%	2,800%
<b>Net Non-banking Revenues</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(3.1)</b>	<b>(8.3)</b>	<b>(5.9)</b>	<b>-167.7%</b>	<b>28.9%</b>
	Banking					Consolidated Group				
<b>Total Revenues</b>	<b>813.4</b>	<b>832.9</b>	<b>930.0</b>	<b>2.4%</b>	<b>11.7%</b>	<b>810.3</b>	<b>824.6</b>	<b>924.1</b>	<b>1.8%</b>	<b>12.1%</b>
<b>Operating profit (margin)</b>	<b>508.1</b>	<b>499.0</b>	<b>560.0</b>	<b>-1.8%</b>	<b>12.2%</b>	<b>480.1</b>	<b>469.9</b>	<b>530.6</b>	<b>-2.1%</b>	<b>12.9%</b>
Credit Provisions and Impairment charge	165.6	144.6	154.3	-12.7%	6.7%	165.6	150.8	202.1	-8.9%	34.0%
<b>Net Profit</b>	<b>342.5</b>	<b>354.4</b>	<b>405.7</b>	<b>3.5%</b>	<b>14.5%</b>	<b>314.5</b>	<b>319.1</b>	<b>328.5</b>	<b>1.5%</b>	<b>3.0%</b>

-Ends-

**About ADIB:**

Abu Dhabi Islamic Bank (ADIB) was established on 20<sup>th</sup> May 1997 as a Public Joint Stock Company following the Emiri Decree No. 9 of 1997. The Bank commenced commercial operations on 11<sup>th</sup> November 1998, and was formally inaugurated by His Highness Sheikh Abdullah Bin Zayed Al Nahyan on 18<sup>th</sup> April 1999.

ADIB's vision is to be a top-tier, global Islamic financial services group and its mission is to provide Islamic financial solutions to the global community.

The Bank carries out all contracts, operations and transactions in accordance with Islamic Shari'a principles.

ADIB's core values, reflected in all its activities are: Simple and Sensible; Transparent; Mutual Benefit; Hospitality and Tolerance; and Shari'a inspired. It brings to its customers banking as it should be.

**ADIB -Awards:**

1. ADIB won Sheikh Khalifa Excellence Award- Gold category in 2012.
2. ADIB won best Islamic Bank in the UAE by Global Finance (2011 & 2012 )
3. ADIB was named the "Best Overall Bank in the UAE in customer service" ( 2011 & 2012 ) by Ethos Consultancy.\
4. ADIB won the " Best Call center Award in the UAE" for 2012 by Ethos Consultancy.
5. ADIB won the " Best Branch Award in the UAE" for 2011 by Ethos Consultancy.
6. ADIB was named Best Islamic Bank for 2011 by Business Banking and Finance Magazine.
7. ADIB won Best Corporate Bank for 2011 by Business Banking and Finance Magazine.
8. ADIB was named "The Best Islamic Bank" in the Middle East region for the second year running at the Banker Middle East Industry Awards 2011.
9. ADIB was nominated as "Fastest Growing Bank in the UAE" by the awards jury at the Banker Middle East Industry Awards 2011.
10. ADIB won the Best Islamic Bank in the UAE for 2011 by EMEA Finance magazine.
11. ADIB won the Best Islamic Bank in the UAE for 2011 by Islamic Finance News Magazine.
12. ADIB won Syndicated loan of the year for 2011 by Islamic Finance News Magazine.

**For media information, please visit [www.adib.ae](http://www.adib.ae) or contact:**

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