



## **Investor Presentation**

FY 2024

ADIB IR Website



IR App Download link:



February 2025

## = Disclaimer



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## **ADIB** Profile

FY 2024 Investor Presentation

## = ADIB has a solid Investment profile and a unique market position



1.	<ul> <li>One of the leading Islamic banks in the region</li> <li>4<sup>th</sup> largest Islamic bank in the GCC by total assets</li> <li>15% market share in UAE retail banking</li> </ul>
2.	<ul> <li>Track record of delivering consistently strong returns</li> <li>Strong financial results supported by consistent business momentum and growth</li> <li>Consistently delivering a Return on equity above 25%</li> </ul>
3.	<ul> <li>A diversified business model and a wide range of product capabilities</li> <li>Diversified franchise across businesses, products, sources of income, and geographies</li> <li>A full-fledged financial group servicing all customers across banking, payment, takaful insurance and property management</li> </ul>
4.	<ul> <li>Strong focus on customer service and experience</li> <li>Customer-centric approach with high NPS score</li> <li>Dedicated customer Majlis and service quality forums</li> </ul>
5. <b>Č</b>	<ul> <li>Clear strategy with defined balanced scorecard and ambitious aspirations</li> <li>Clear and focused strategy for an evolving external environment and customers' needs</li> <li>Ambitious 2035 Vision built around three strategic pillars: Building the bank of the future, Customer-Centricity, and Sustainability</li> </ul>
6.	<ul> <li>Well- capitalized balance sheet supporting ADIB's growth ambitions</li> <li>Robust capitalisation level, well-above regulatory requirements, supported by internal capital generation through strong profitability</li> <li>Attractive funding base with customers' deposits representing 92% of total liabilities – Currents and saving accounts constitute 61% of the total deposits</li> </ul>
7.	Best-in-class Executive Management Team Considerable and diverse experience in the banking industry and strong expertise in operating financial institutions in the local, regional and international markets





### **Building the Bank for the future**

- Transforming the way we operate for agility and speed
- Transition to a fully AI-powered Bank
- Accelerate digital asset adoption
- Scale ADIB Ventures to foster fintech

collaboration

Revolutionize Customer Experience

Elevate customer value with innovative

#### propositions

- Deliver seamless end-to-end digital journeys
- Harness technology to simplify and enhance the
  - customer experience
- Map and optimize customer journey mapping

ے لیے Advancing Sustainability Initiatives

- Integrate sustainability into all business
- Develop innovative sustainable financing solutions
- Prioritize employee wellbeing and engagement
- Drive Staff development and

champion Emiratization

## = ADIB is a leading UAE Bank and a regional Islamic banking powerhouse

Funded

income

62%



#### A UNIQUE MARKET POSITION

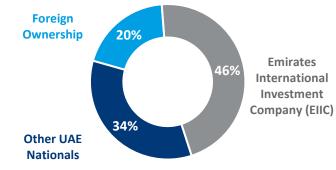
The go-to bank for UAE Nationals with more than 50% market share within UAE Nationals



\*Includes Egypt customers

#### A DIVERSIFIED SHAREHOLDERS BASE

Listed on the Abu Dhabi Stock Exchange Market with FOL limit of 40% and strong representation in major indices



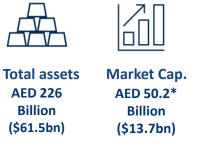
#### A DIVERSIFIED BUSINESS MODEL

Full range of banking services available across all segments and a diversified franchise with banking, real estate, brokers , payment and takaful business



#### **A REGIONAL ISLAMIC POWERHOUSE**

One of the largest Islamic banks globally and the first Islamic bank to be established in the Emirate of Abu Dhabi



60 Branches

70 Branches

2	4	

Presence in 6 markets

llion (UAE, Egypt, Saudi 3.7bn) Arabia, Iraq, Qatar, UK)

#### **STRONG FUNDAMENTALS**

Record-breaking performance with one of the highest ROEs in the market

CET1

12.1%



\*FY2024

# Moody's

**Fitch**Ratings

**A STRONG CREDIT & ESG RATING** 

MSCI ESG RATINGS

ŀ

A+



Stable Outlook

**A**7

Stable Outlook

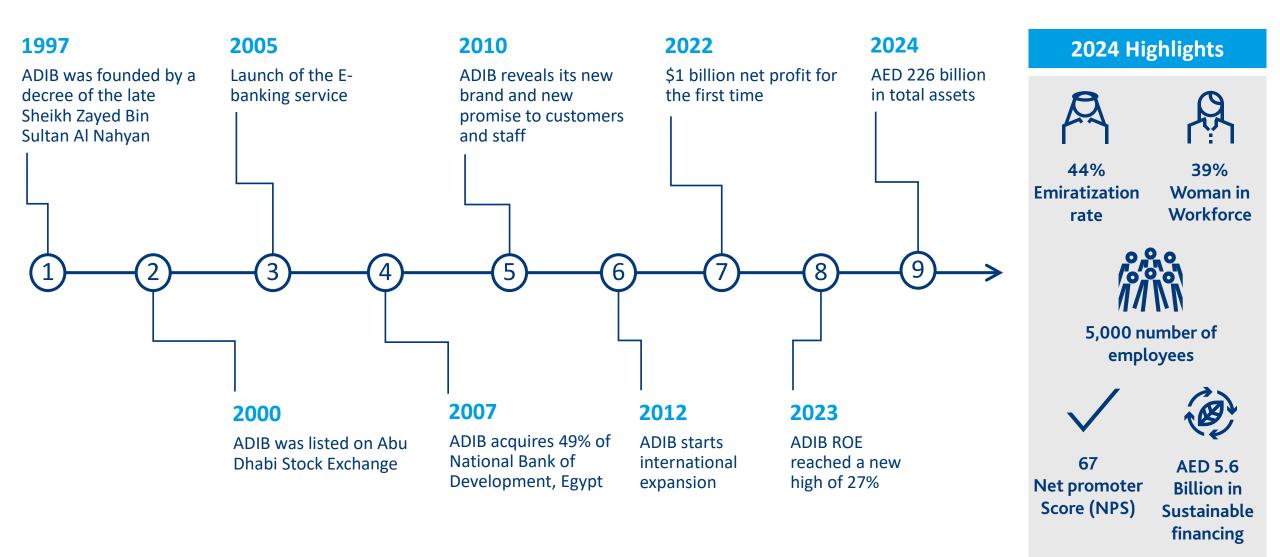
## = Track record of consistently delivering shareholder value



A Market Leader		Value creation		Strong market confidence	
ROE 28%	Highest ROE in the market	Dividend Yield* 6%	Consistent dividend distribution with average yield >6%	<sup>р/е*</sup> 9.26	A value stock with high growth potential
NPM <b>4.35%</b> (FY 2024)	Consistently maintaining high margins	TSR* <b>35.4%</b> (FY 2024)	Exceptional shareholder value creation	<b>Р/В*</b> <b>2.2х</b> (FY 2024)	Strong valuation signaling a strong market confidence
CASA Ratio 61%	Highest CASA ratio in the region	EPS AED <b>1.493</b> (FY 2024)	<ul> <li>16% growth in</li> <li>EPS versus last</li> <li>year</li> </ul>	Share price grow 37%*	

## = First Islamic bank to be established in Abu Dhabi





## = Business Segments

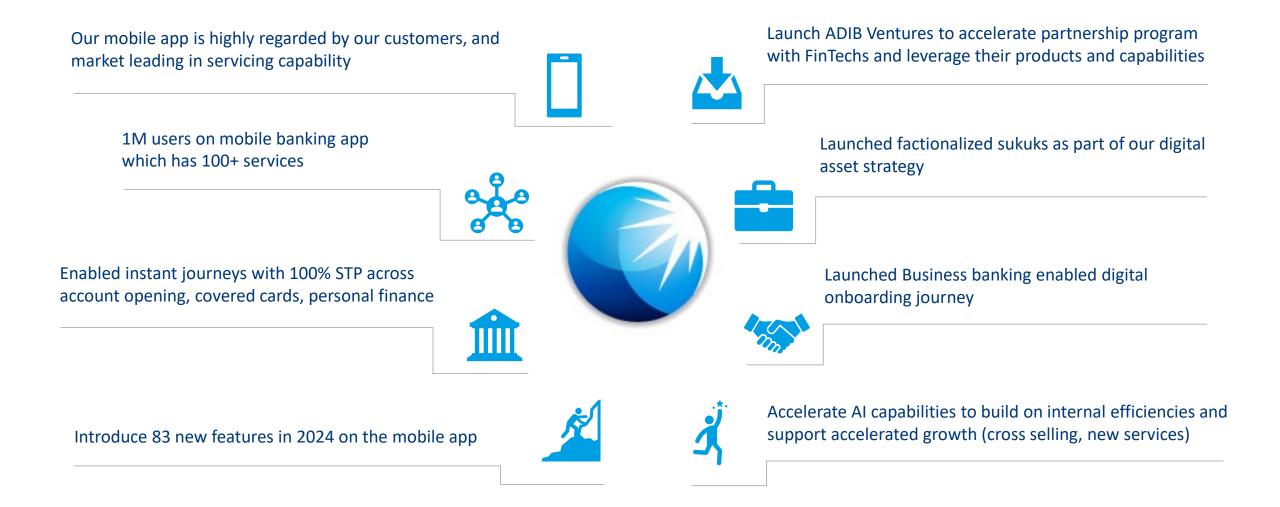
### ADIB's business is comprised of 4 main segments



=	% of Group Revenue	<b>Business Segment</b>	Description
	54%	Retail Banking	Targets individuals and SME entities with main focus on UAE Nationals and mass affluent segment Product ranges offered include everyday banking products such as current accounts, deposits, cards, finance, wealth products, etc.
	16%	Wholesale Banking	Focuses on large corporates, Governments, GREs and FIs Product offerings include investment and corporate finance, corporate banking, contracting and commercial banking, transaction banking, liquidity, trade finance, payments and cash management services. ADIB offers wholesale banking internationally in Iraq, Qatar and Sudan.
	2%	Treasury	An active investor in the global sukuk market, offering investment opportunities to customers and using debt assets to manage the bank's balance sheet Expertise in FX, rates, hedging, money markets, equity and debt execution. Treasury also manages ADIB's balance sheet and asset/liability mix.
	28%	Others, incl. Associates and Subsidiaries	<ul> <li>ADIB is present in the following countries for the following services:</li> <li>ADIB UAE offers private banking and real estate asset class.</li> <li>ADIB Egypt caters to the needs of corporate and retail customers.</li> <li>ADIB UK offers commercial and industrial real estate asset class.</li> </ul>

## = ADIB Digital Journey

Building the bank for the future with a focus on customer centricity, innovation and partnership







# **Operating Environment**

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## = Macroeconomic Overview



#### Robust UAE macroeconomic backdrop backed by supportive oil price and diversification plans

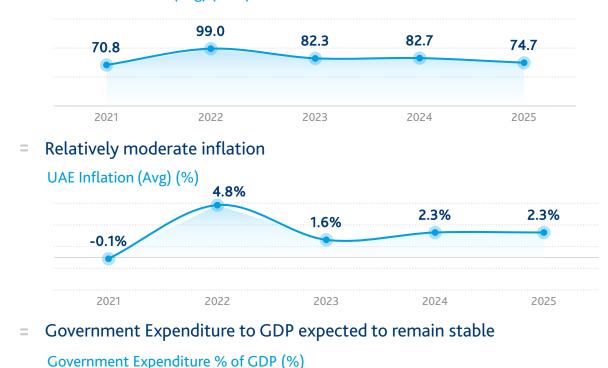
10.0%

8.0%

GDP growth continues to outperform global economies driven by supportive oil prices, domestic consumption and liquidity

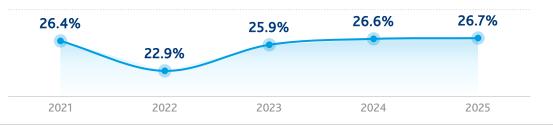
**7.9%** 

#### Oil prices remain at supportive levels =



#### 2,021 1,938 2,000 1,862 1,852 6.0% 6.2% 4.4% **B.9% B.4%** 4.0% 1,525 1,500 2.0% 0.0% 1,000 -2.0% -4.0% 500 -6.0% -8.0% 0 -10.0% +22% 2022 YoY 2021 -1% 2023 +5% 2024 +4% 2025 ----- Real GDP growth UAE Nominal GDP

#### Brent Price / Barrel (Avg) (USD)



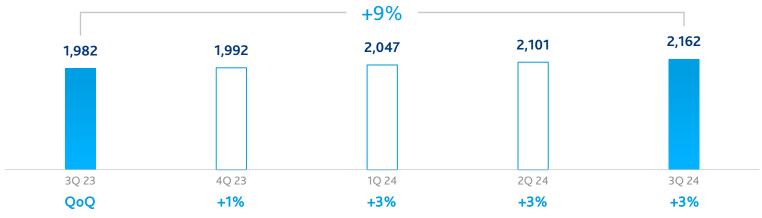
## = UAE Banking Sector Update

The UAE banking system's financing portfolio continued to grow, reflecting healthy economic conditions

#### Sources: UAE Central Bank, Economic Intelligence Unit

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## Loans, Advances & Overdrafts (AEDbn)

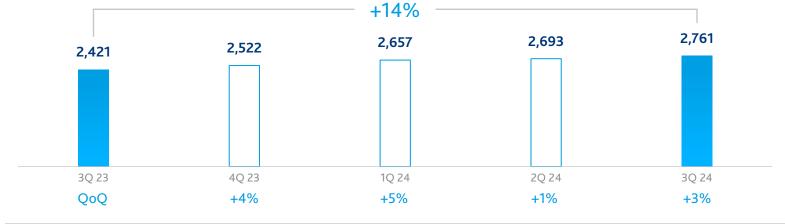


## UAE Gross Banking Assets (Sept 2024) AED 4.4tr Market Landscape (Sept 2024) Market Landscape (Sept 2024) Share of Conventional Banks (Total Assets)

Size of the UAE Banking Sector

=

= Bank Deposits (AEDbn)









Share of IslamicShare of ForeignBanks (Total Assets)Banks (Total Assets)

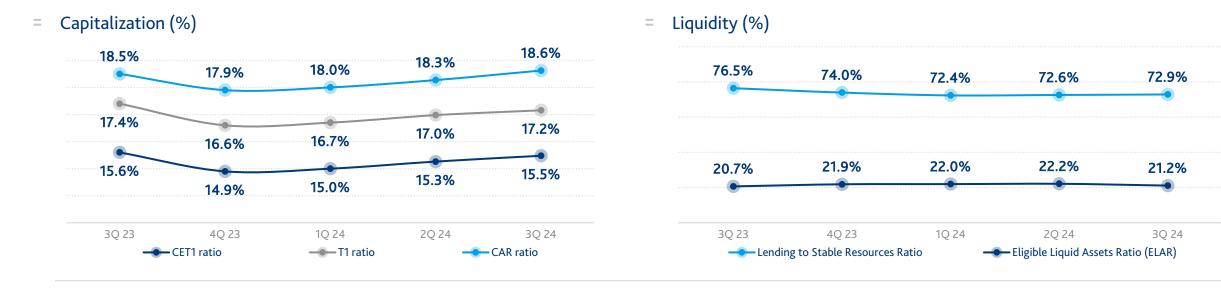
**WIIIIII** 

17%

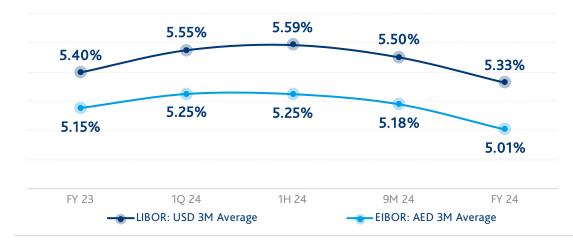
## = UAE Banking Sector Update (2)



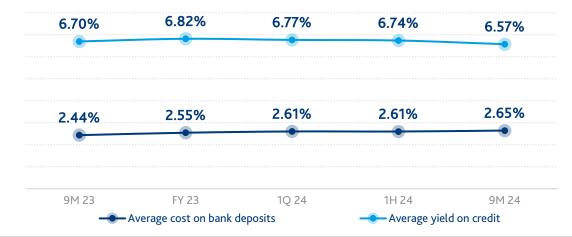
Moderation of sector liquidity, higher rates environment improving profitability



= Interest Rates (%)



= Yield and Funding Cost (%)



Sources: UAE Central Bank, S&P Capital IQ



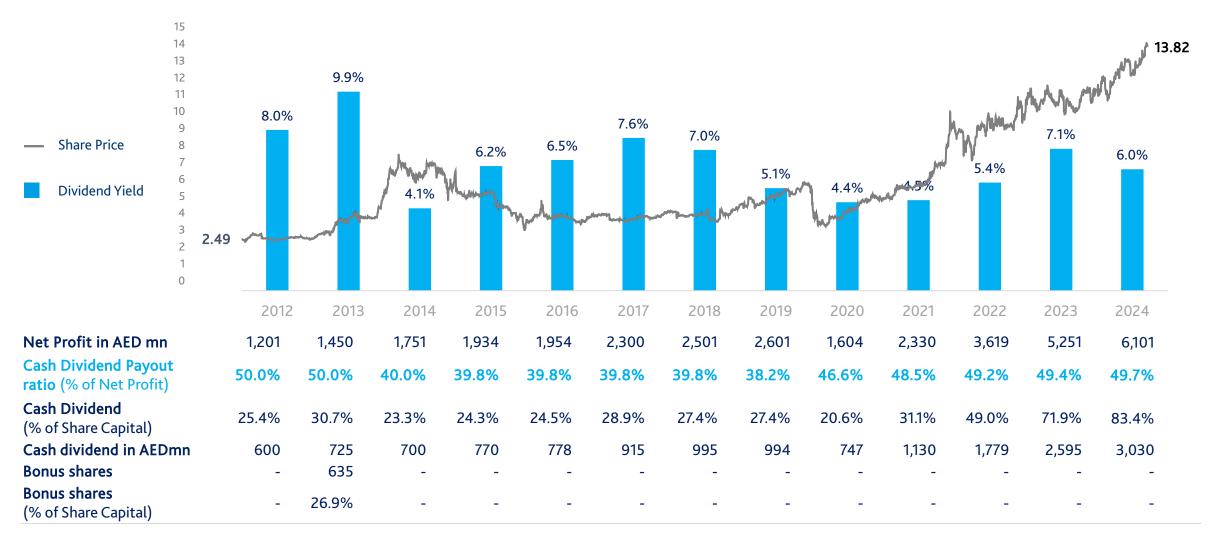
## Performance Track Record

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## = Consistent dividend distribution

ADIB consistently distributes dividends with average yield of above 6%

#### = Shareholder Return Metrics

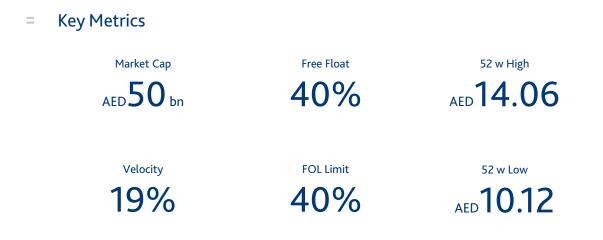




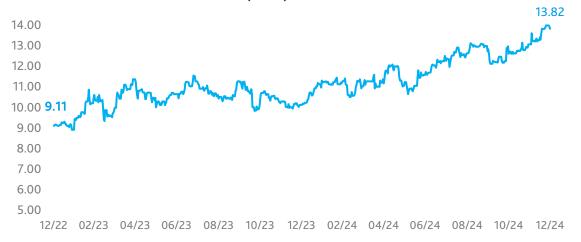
## = Market Metrics & Ownership Structure



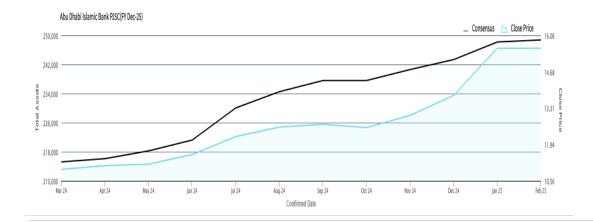
ADIB is a liquid stock with 20% foreign ownership



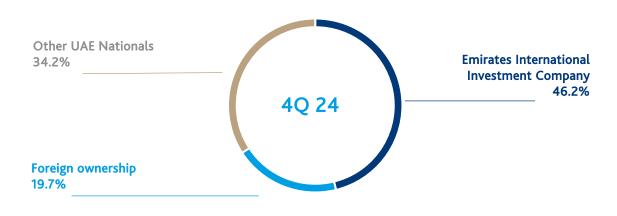
#### = ADIB Share Price Performance (AED)



#### = Current valuation represents attractive opportunity

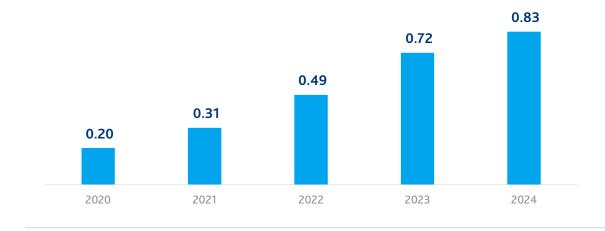


#### Ownership Structure (%)



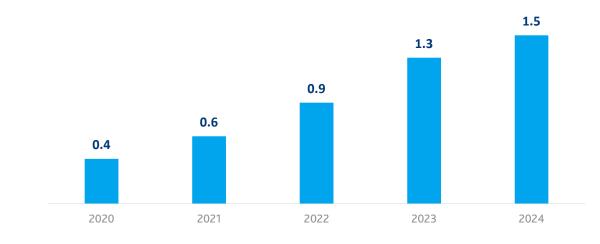
## = Consistently delivering high Shareholders' Return



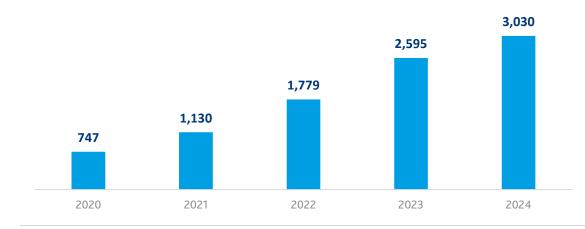


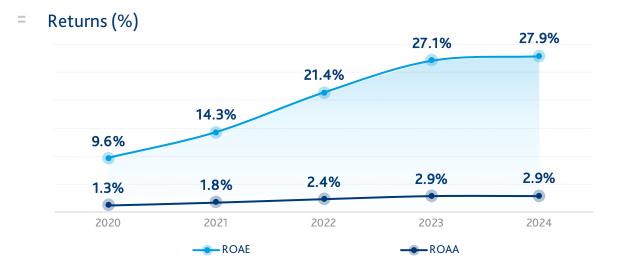
= Dividend per Share (in Fils)

= Basic EPS (AED)



= Cash Dividend (AEDmn)

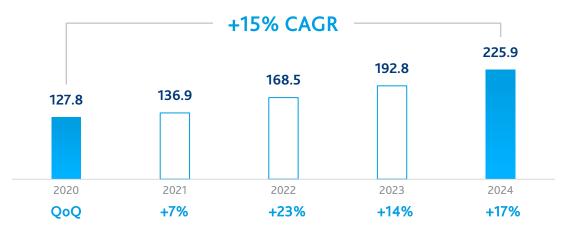




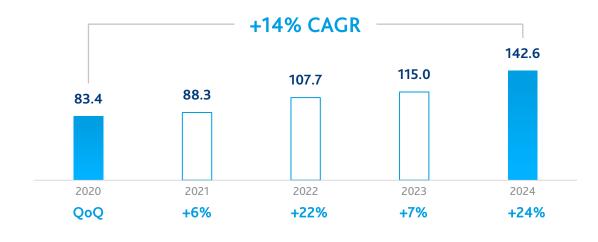
## = A solid Balance Sheet Growth with Strong Funding Base



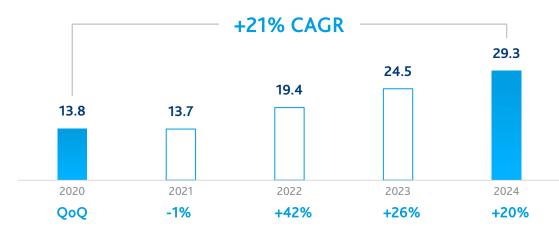




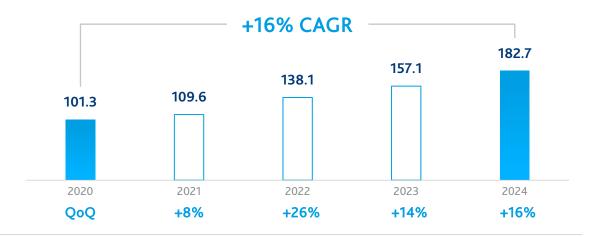
= Customer Financing, Net (AEDbn)



= Investments (AEDbn)

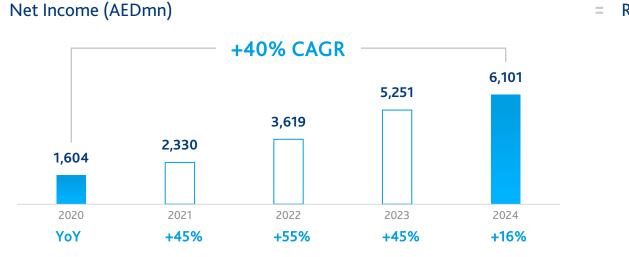


= Total Deposits (AEDbn)

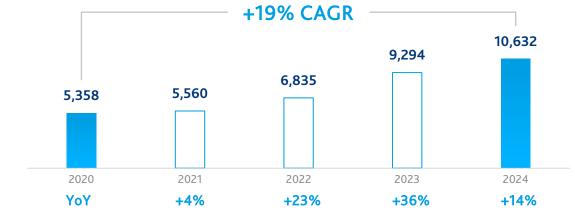


## = A highly Profitable Organization with a 40% CAGR in Net Income & Strong Efficiency Gains



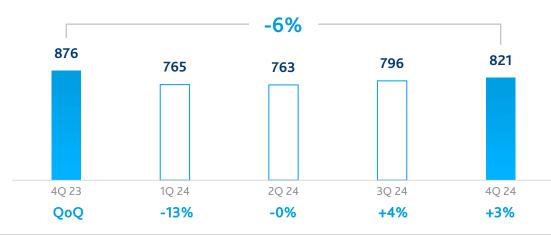


= Revenues (AEDmn)

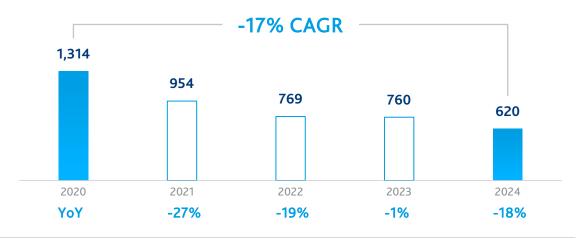


= Expenses (AEDmn)

=

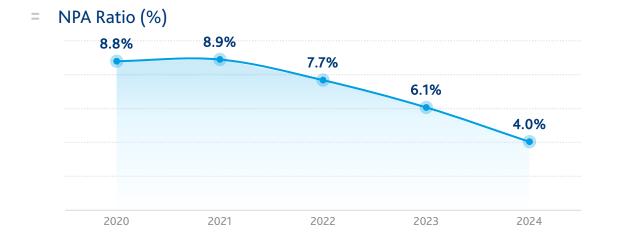


= Impairments (AEDmn)

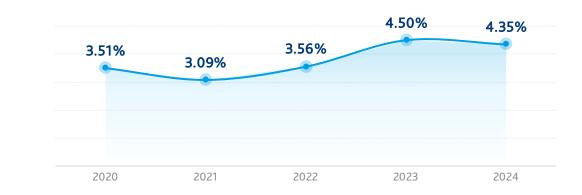


## = Improved Margins and Credit Quality with Robust Cost Efficiency Trends



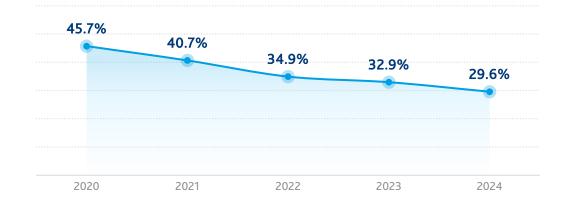


#### = Net Profit Margin (%)





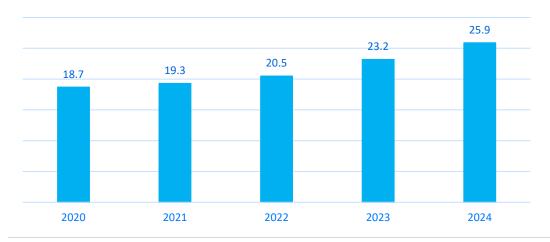
= Cost To Income Ratio (%)



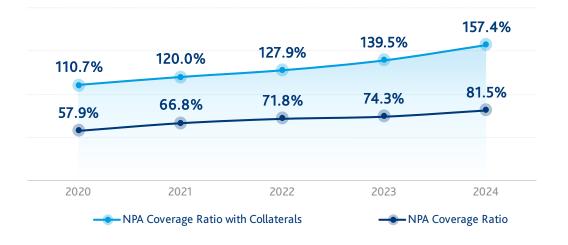
## = Strong capitalization and liquidity positions



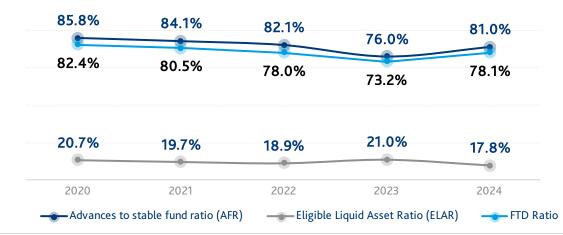
= Total Capital base (AEDbn)



= NPA Coverage Ratios (%)



= Liquidity Ratios (%)







# ESG Strategy

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### Driving positive change: Unlocking the power of Islamic banking for a sustainable future

# At the heart of our strategy lies the unique, untapped potential of Islamic banking to foster sustainability.

As a leading Islamic bank, we are committed to playing our part and making a difference in the way we interact with our community and with all our stakeholders.

#### Committed to Global Standards

- Aligned with the UN's Sustainable Development Goals (SDGs)
- Signatory to the Principles of Responsible Banking (PRB)

#### Sustainable Finance Leadership

- Pioneering in sustainable Islamic finance with 28% of our AED 60 billion by 2030 target achieved
- Issued the world's first
   USD-denominated
   Green Sukuk

#### Strong ESG Performance

- MSCI ESG rating of AA
- S&P DJSI score improved from 17 to 41
- ESG Score on Refinitiv 75.5

#### Supporting National and Global climate goals

- Align with UAE's Net Zero Goal 2050 and Abu Dhabi Economic Vision 2030
- First Islamic bank to set financed emissions targets for 2030

## = Our Sustainability Approach

Embedding Sustainability at the Core of ADIB's Business & Culture



### 1

Strengthened Governance

Established ESG Board and Management Committees to ensure oversight of ESG activities

### 2

A comprehensive Sustainability strategy

- Integrating ESG into our operations
- Built around three key pillars to operationalize our vision and ambition
- Developed a sustainable finance plan
- 3

### ESG risk policy and framework

Embedding ESG into the Corporate Risk Register



- Fully integrate ESG into our governance structure
- Develop a sustainable procurement strategy
- Build a strong ESG-driven culture through trainings and KPIs
- Achieve best-in-class data privacy and cybersecurity
- Align ESG reporting with market and legal requirements
- Embed ESG risk framework through proprietary ESG risk due diligence toolkit.



#### Key Pillars of ADIB's ESG Strategy



- Launch Shari'a-compliant sustainable and green finance products
- Implement a Net Zero Strategy including financed emissions
- Integrate ESG considerations into investment & finance decisions
- Support customers in transitioning to low-carbon economy
- Integrated climate considerations into our risk management processes to ensure resilience of our business





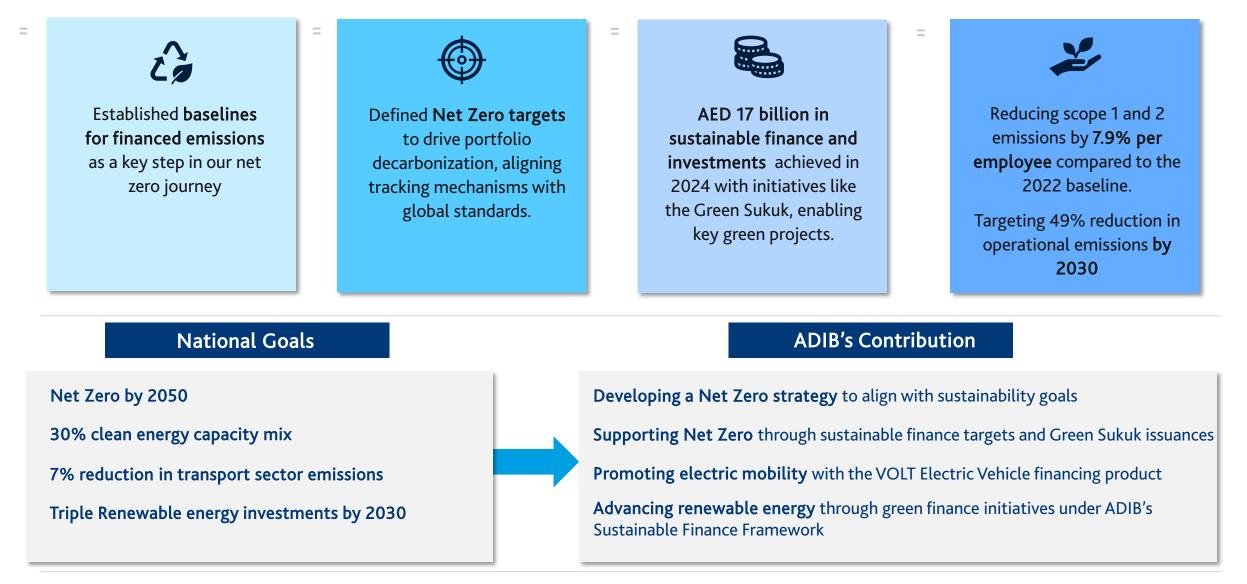
Be a Lifelong Partner

- Develop financial inclusion policy and programs
- Establish financial literacy programs for retail and SME customers
- Develop a gender diversity strategy
- Implement Employee wellbeing plan
- Foster a learning-oriented culture
- Drive Emiratization and career development
- Champion social responsibility through community engagement

3 GOOD HEATH	7 AFFORDABLE AND	8 ECCNT WORK AND
AND WELL-BEING	CLEAN ENERGY	ECONOMIC GROWTH
9 INRUSTRY, INNOVATION AND INFRASTRUCTURE	13 CLIMATE	

## = Driving Decarbonization: Our Path to Net Zero





## = Leading the way in ESG Excellence





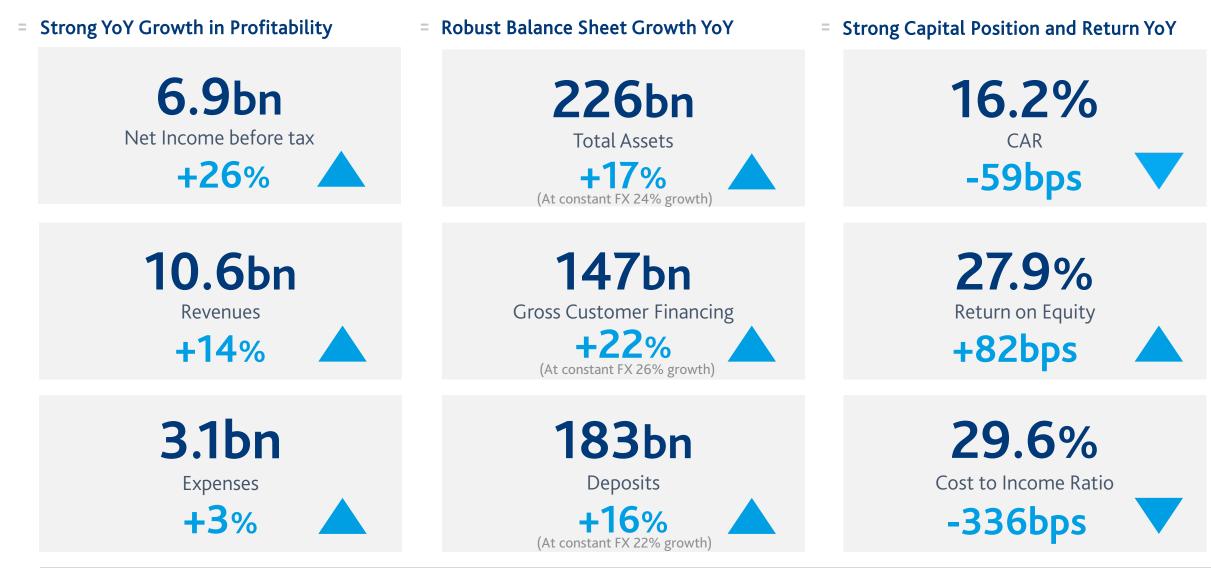


## **Financial Performance**

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## = Financial Performance Highlights

Record profitability in FY 2024 with 26% growth in net profit before tax driven by strong customer financing and non-funded income growth



## = Outlook and Guidance

### Solid financial & strategic foundations drive a promising outlook for 2025



Market Outlook		Outlook = Management Guidance FY 20		FY 2024 Actu	ual	FY 2025 Guidance
<ul> <li>Solid GDP grow</li> <li>Real GDP growth (%</li> <li>3.4%</li> </ul>		6.2%	Gross Financing Growth Executing ADIB's growth strategy against a positive economic backdrop resulting in balanced growth across Retail & Wholesale	22%	~	> 10%
2023	2024	2025	= Net Profit Margin			
= Oil prices to real Brent Price / Barrel (	emain supportive l (avg) (USD)	е	Expectation for another 50bps rate cut in 2025. NPM moderating towards 4% average for FY 2025	4.35%	$\checkmark$	> 4%
82 2023	<b>83</b> 2024	<b>75</b> 2025	Cost of Risk Modest rise in CoR from ongoing expansion of	0.53%	~	0.40% to 0.60%
	ctations are mod		portfolio and continued build-up of prudent provisioning		•	
UAE Inflation (avg)			= Cost to Income Ratio			
1.6%	2.3%	2.3%	Opex growth to support business expansion moderated by disciplined management and	29.6%	$\checkmark$	< 30%
2023	2024	2025	digital efficiencies with overall positive "jaws"			
= Expenditure ex	xpected to remai	in stable	= Return on Equity			
Government expendence 26%	nditure % of GDP (%) 27%	6) 27%	Solid expected profit growth and focus on capital-efficient income growth expected to drive continued superior returns	27.9%	~	> 25%
2023	2024	2025				

## = Key financial metrics – FY 2024 vs FY 2023



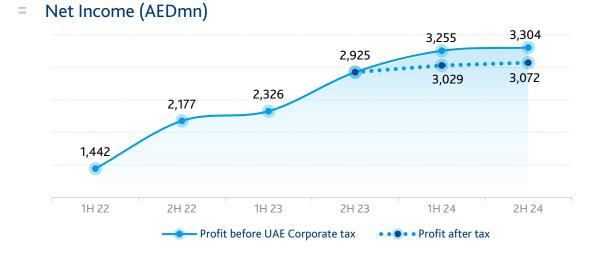
Record set of results with ROE reaching 27.9% driven strong commercial momentum, diversified revenue streams and cost discipline

		FY 2023	FY 2024	FY 2024 vs FY 2023		
				Amount	%	
Profitability (AED mn)	Revenue	9,294	10,632	1,338	14%	
	Expenses	-3,061	-3,145	-83	3%	
	Margin	6,232	7,487	1,255	20%	
	Cost of Credit	-760	-620	141	-18%	
	Net Income before Zakat & Tax	5,472	6,868	1,396	26%	
	Zakat & Tax	-221	-766	-545	247%	
	Net Income after Zakat & Tax	5,251	6,101	850	16%	
Balance Sheet (AED bn)	Total Assets	192.8	225.9	33.1	17%	
	Gross Financing Assets	120.2	147.1	27.0	22%	
	Risk Weighted Assets	138.2	160.0	21.8	16%	
	Customer Deposits	157.1	182.7	25.6	16%	
	Investments	24.5	29.3	4.8	20%	
(ey Ratios	Cost to Income	32.94%	29.58%		-3.36%	
	Return on Equity	27.11%	27.92%		0.82%	
	NPA Coverage	74.3%	81.5%		7.2%	
	NPA	6.1%	4.0%		-2.0%	

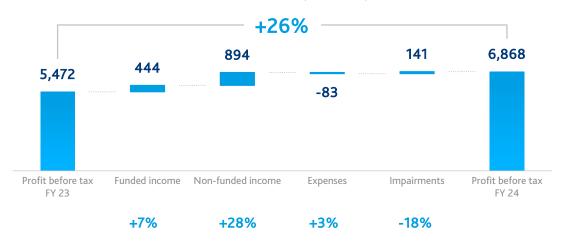
## = Income Statement



FY 2024 net income before tax growth of 26% YoY driven by strong revenue momentum, operating efficiency and balance sheet growth



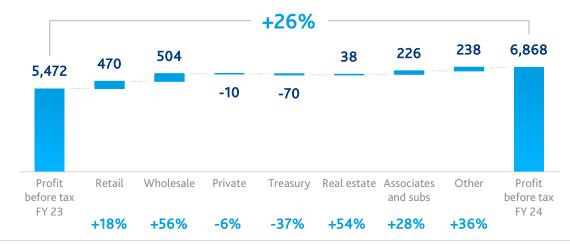
#### = Net Income before Tax Movement YoY (AEDmn)



#### = Income Statement Highlights

AED (mn)	FY 2024	FY 2023	riangle %	4Q 2024	4Q 2023	riangle %
Funded income	6,566	6,122	+7%	1,663	1,616	+3%
Non-funded income	4,066	3,172	+28%	974	984	-1%
Revenues	10,632	9,294	+14%	2,637	2,599	+1%
Operating expenses	(3,145)	(3,061)	+3%	(821)	(876)	-6%
Provision for impairment	(620)	(760)	-18%	(172)	(189)	-9%
Net Income before zakat and tax	6,868	5,472	+26%	1,645	1,534	+7%
Net Income after zakat and tax	6,101	5,251	+16%	1,467	1,501	-2%

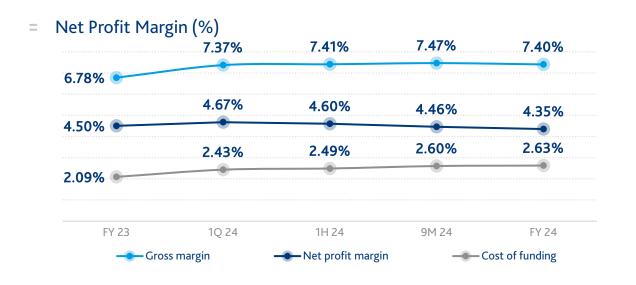
= Net Income before Tax Movement by Segment YoY (AEDmn)

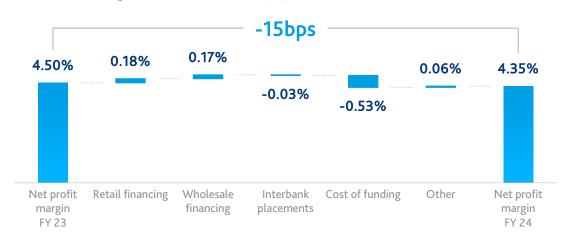


## = Funded Income



#### Strong growth in funded income with NPM trending strong reflecting discipline on both asset and liability pricing



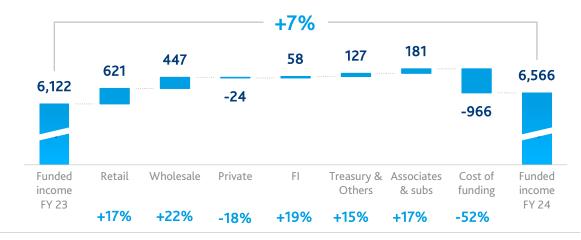


#### = Net Profit Margin Movement YoY (%)

#### = Funded Income Composition (AEDmn)



= Net Revenue from Funding Activities Movement YoY (AEDmn)

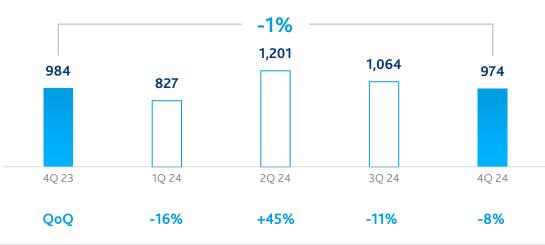


## = Non-Funded Income



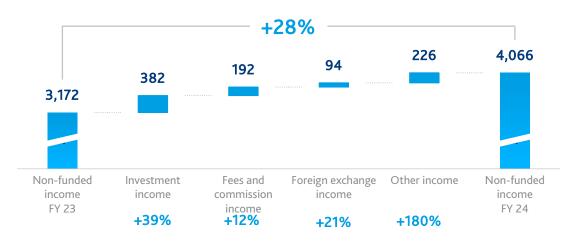
Strong non-funded income growth YoY on F&C and investment income, underlining strategic focus on revenue diversification

= Non-Funded Income (AEDmn)



Non-Funded Income Composition (%) Foreign exchange income Other 13.5% 10.9% 551mn 443mn **Risk participation** Investment income 33.4% FY 24 1,357mn Trade related 4,066mn 3.3% 135mn **Retail & others** Cards income 16.2% 18.9% 658mn 770mn

#### = Non-Funded Income Movement YoY (AEDmn)



#### = Fee & Commission Income Movement YoY (AEDmn)

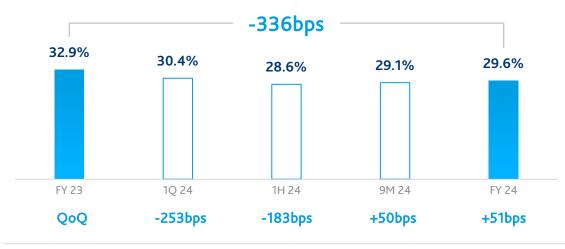


## = Operating Expenses

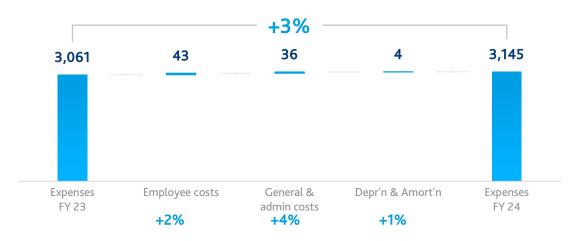


Discipline cost management and revenue growth drove 336bps YoY improvement in Cost/Income ratio

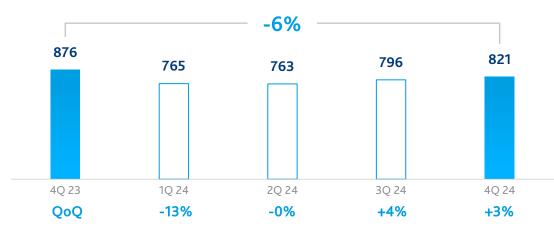
= Cost To Income Ratio (%)



= Expenses Movement YoY (AEDmn)



= Expenses (AEDmn)



#### = Expenses Composition (%)

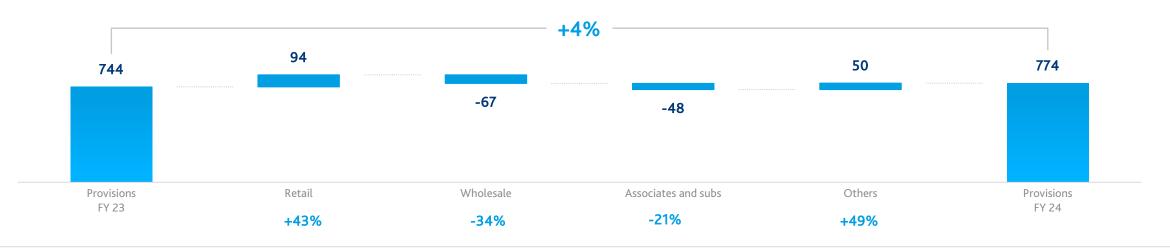


## = Provisions



#### Improved asset quality metrics underpinned by prudent provisioning

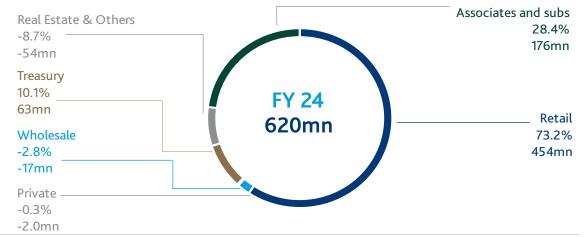
#### = Provisions Movement YoY (AEDmn)



= Cost Of Risk (%)



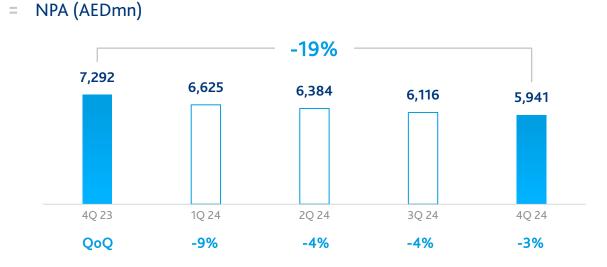
#### = Impairments Composition (%)



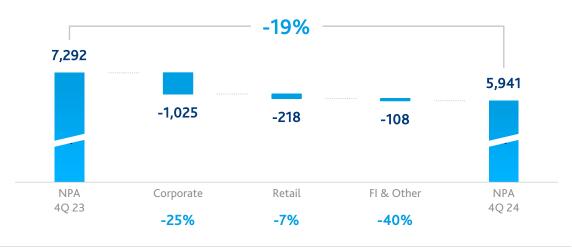
## = Non-Performing Financing



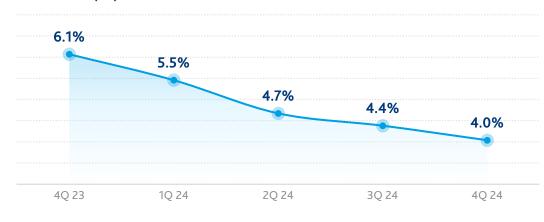
Asset quality continues to improve significantly with NPA ratio of 4.0% lowest since 1Q 17 while coverage ratio increased to 82%

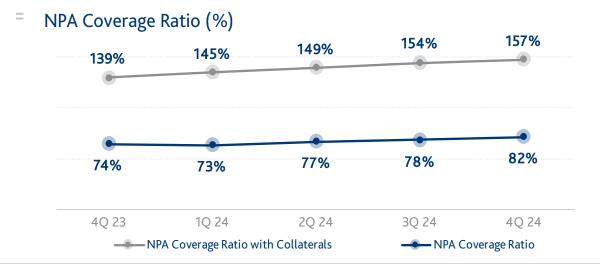


#### = NPA Movement YoY (AEDmn)



= NPA Ratio (%)





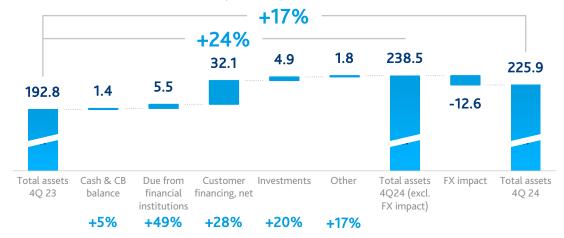
## = Balance Sheet



Total assets surpassed AED 225bn driven by 24% growth in customer financing supported by strong and diversified funding position



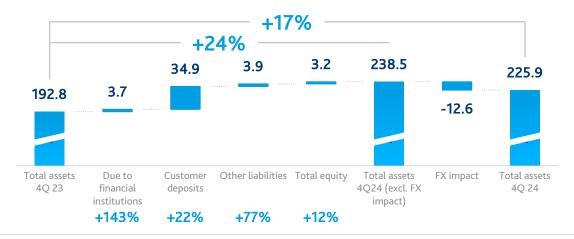
Total Assets Movement YoY (AEDbn)



#### = Balance Sheet Highlights

AED (mn)	4Q 2024	3Q 2024	riangle %	4Q 2023	riangle %
Customer financing, net	142,611	135,132	6%	115,002	24%*
Investments	29,286	28,844	2%	24,483	20%
Total assets	225,910	222,567	2%	192,827	17%
Total Deposits	182,675	179,745	2%	157,067	16%**
Total liabilities	197,593	195,500	1%	166,585	19%
Total equity	28,317	27,067	5%	26,242	8%

= Funding Movement YoY (AEDbn)

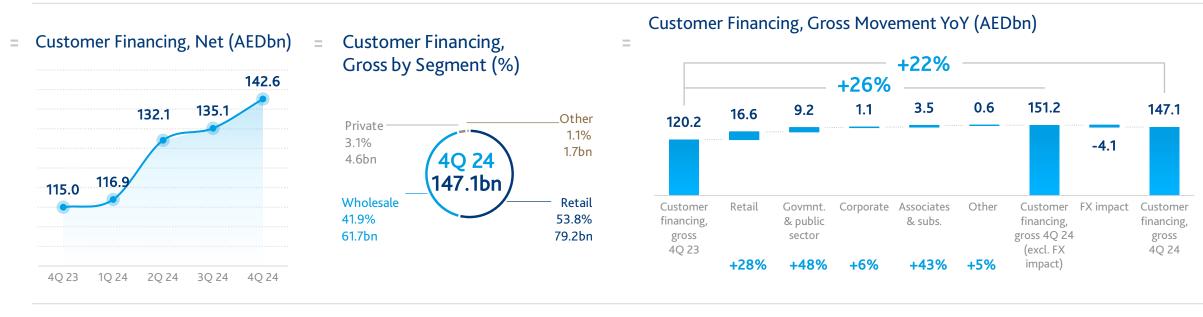


\*28% growth of customer financing in constant currency, excluding devaluation of EGP | \*\* 22% growth of total deposits in constant currency, excluding devaluation of EGP

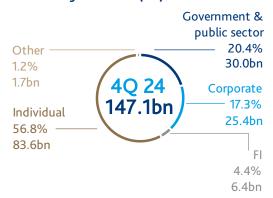
## = Customer Financing



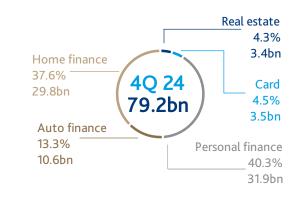
22% YoY growth reflecting market share gains in retail and corporate market



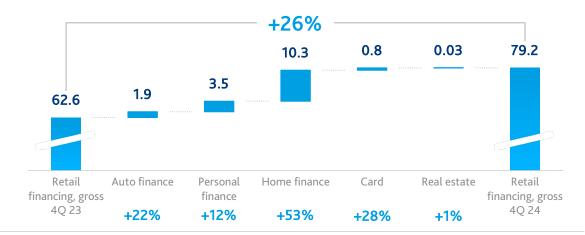
 Customer Financing, Gross by Sector (%)



Retail Financing, Gross Composition (%)



Retail Financing, Gross Movement YoY (AEDbn)



### = Investments

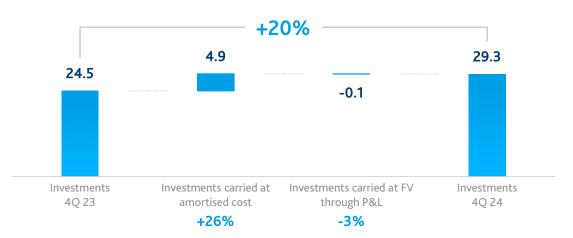
#### Diversified Investment Portfolio grew 20% vs 4Q 23



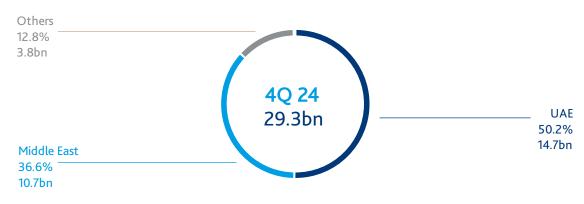


#### = Investments (AEDbn)





#### = Investments by Country (%)



#### = Investments by Type (%)



## = Customer Deposits



YoY growth of 16% with AED 8.8bn increase in CASA, demonstrating strategic initiatives to grow market share

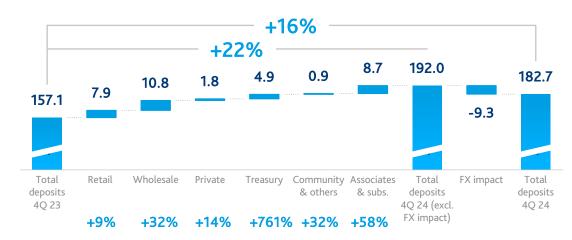
= Total Deposits (AEDbn)



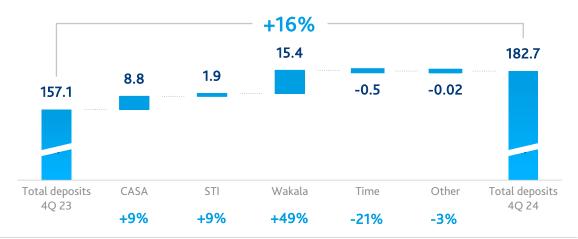
Total Deposits by Segment (%) Private 8.0% Wholesale 14.6bn 24.4% 44.6bn Treasury 4Q 24 Community & others 3.0% 5.5bn 2.0% 182.7bn Retail 3.7bn Associates & subs. 54.7% 7.9% 99.9bn 14.4bn

Total Deposits by Type (%) Other Time 0.4% 1.0% 0.7bn 1.8bn 4Q 24 Wakala CASA 25.6% 182.7bn 61.0% 46.8bn 111.4bn STI 12.1% 22.0bn





#### = Total Deposits Movement by Type YoY (AEDbn)

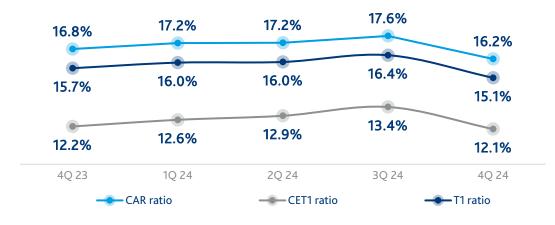


## = Capital and Liquidity



Robust fundamentals across all key metrics reflecting strong capital and liquidity ratios comfortably above regulatory requirements

Capitalization Ratios (%) =



Liquidity Ratios (%) -

25.9

4.8

19.3

4Q 24

T2

- 1.8

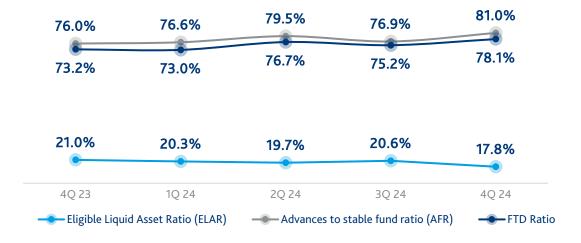
1.8

-7%

QoQ

4.8

21.2



RWA (AEDbn) 

138.2

10.7

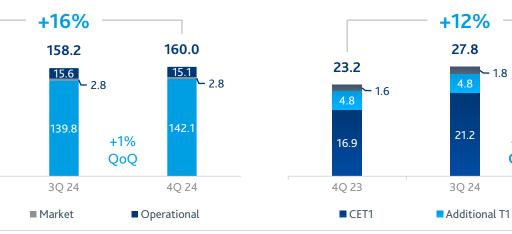
125.2

4Q 23

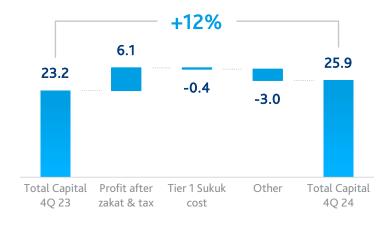
Credit

- 2.4

Capitalization (AEDbn) =



Total Capital Movement YoY (AEDbn) =



## = Additional Information

= ADIB Investor Relations Contact

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The Investor Relations team communicates with investors, analysts and rating agencies, and aims to provide a fair understanding of ADIB's financial performance, strategy and business.

#### About ADIB

ADIB is a leading Islamic bank with more than AED 226 billion in assets that was established in 1997. ADIB provides retail, corporate, business, private banking and wealth management solutions to more than 15 million customers. In addition to the LUAE ADIB has presence in six strategic markets: Egypt, where it has 70 branches, the Kingdom of Saudi Arabia, the United Kingdom, Sudan and Iraq. ADIB Investor Relations Application

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