



Investor Presentation

9M 2023

ADIB IR Website



IR App Download link:





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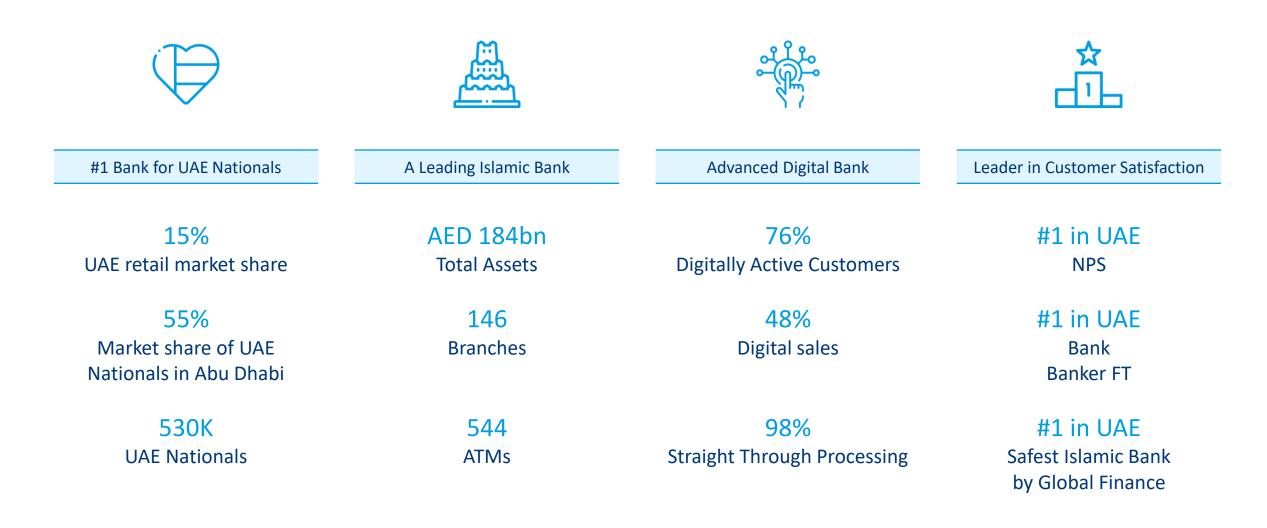
ADIB Profile

9M 2023 Investor Presentation

= Abu Dhabi Islamic Bank Today



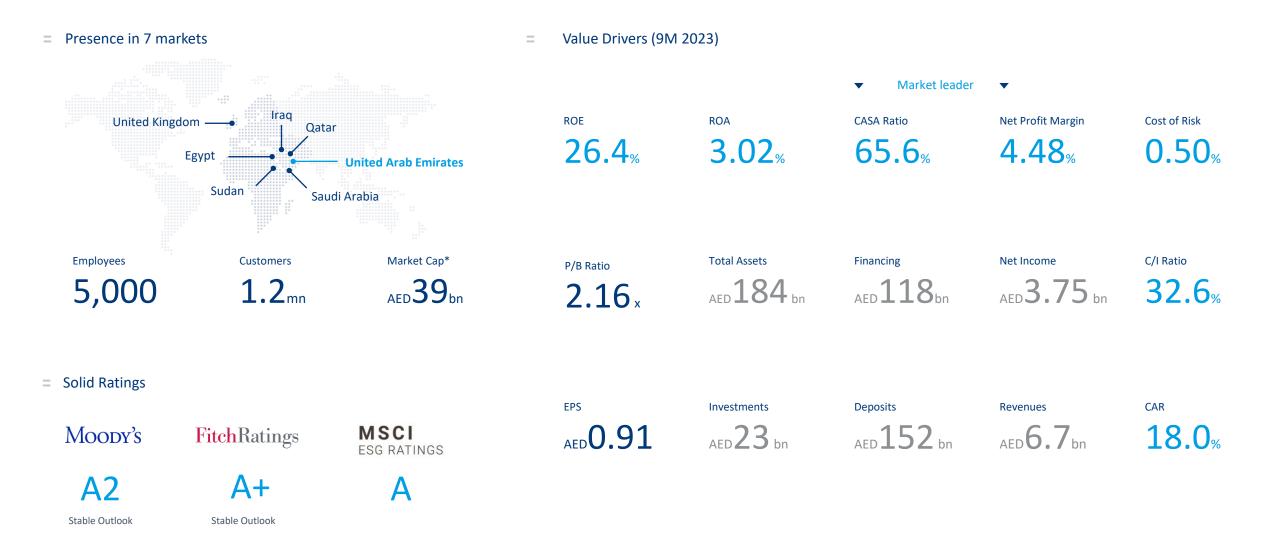
ADIB is a digitally advanced Islamic Bank serving as a lifelong partner for its customers, colleagues and community



= ADIB Key Highlights

ADIB is a leading UAE Bank and one of the largest Islamic banks world-wide





= Business Segments

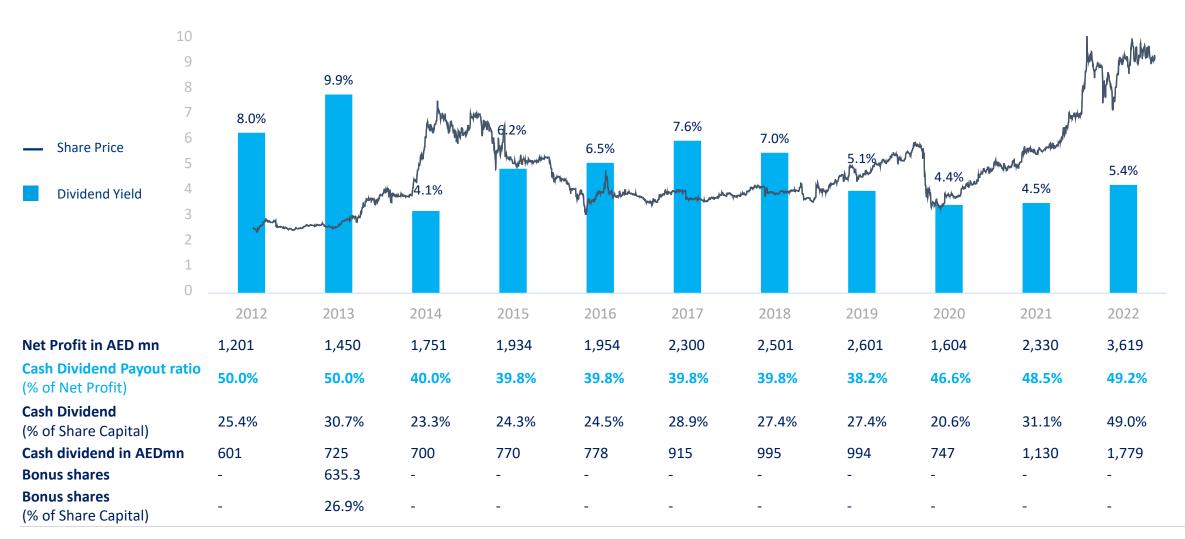


=	% of Group Revenue	Business Segment	Description
	54%	Retail Banking	Targets individuals and SME entities with main focus on UAE Nationals and mass affluent segment Product ranges offered include everyday banking products such as current accounts, deposits, cards, finance, wealth products, etc.
	15%	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.
	4%	Treasury	Offers risk management; 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.
	27%	Other, incl. Associates and Subsidiaries	 ADIB is present in the following countries for the following services: ADIB UAE offers private banking and real estate asset class ADIB Egypt caters to the needs of corporate and retail customers. ADIB UK offers commercial and industrial real estate asset class

= Consistent dividend distribution

ADIB consistently distribute dividends with average yield of 4.5%

= Shareholder Return Metrics

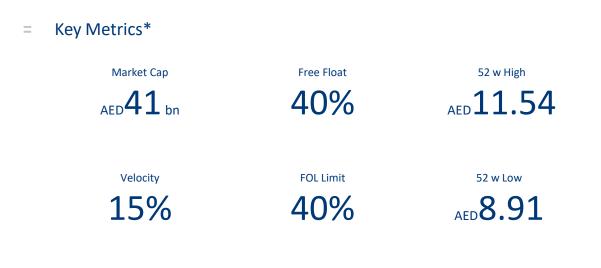


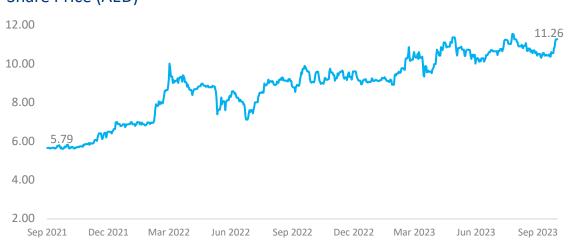


= Market Metrics & Ownership Structure

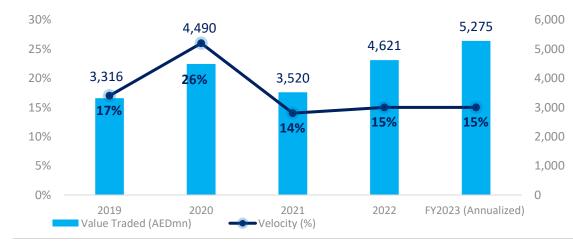


ADIB is a liquid stock with 18% foreign ownership

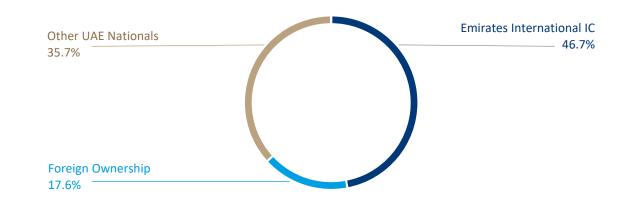




= ADIB Stock Liquidity



= Ownership Structure*



= Share Price (AED)

* At 30/09/2023;

= Recent Achievements and Accolades

ADIB's recognition for excellence in Islamic banking



= Awards received in 2022



Forbes #1 UAE bank on Forbes' List of the World's Best Banks 2021



Global Finance Best bank in the UAE



IFN Best Islamic Bank in the UAE, Iraq and Egypt



Global Finance

Best Islamic Bank in ESG



IFN Most Innovative Islamic Bank



Digital Banker Best Digital Banking Innovation



Global Finance Most Innovative Bank in the Middle East



Global Finance Safest Islamic Bank



Banker FT Best Bank in UAE



Best Private Islamic Bank

Banker



Digital Banker

Best Islamic Retail bank



The Asian Banker Best Islamic Bank in the Middle East

= Outlook and Guidance

Solid financial & strategic foundations drive a promising outlook for 2023



=	Market Outlook			= Management Guidance	9M 2023 Actual	FY2023 Guidance
	Solid GDP growth Real GDP growth (%) 3.9%	7.4%	3.4%	Gross Financing Growth Executing ADIB's growth strategy against the backdrop of an economic expansion	4% YTD	5% to 8%
	2021 Oil prices to remain su Brent Price / Barrel (avg) (L		2023	 Net Profit Margin Benefit of rate hikes offset by continued competitive yield pressure 	4.48%	~4.5%
=	2021 Inflation to moderate	102 2 022	92 2023	 Cost of Risk Stable credit quality outlook and continued build-up of prudent provisioning 	0.50%	0.55% to 0.65%
	-0.1%	4.8%	3.1%	Cost to Income Ratio Stable cost base from disciplined management and digital efficiencies with expected growth in revenue	32.6%	Below 35%
	•		2022 level 27%	Return on Equity Solid expected profit growth and focus on capital-efficient income growth expected to drive further ROE increase	26.4%	Above 22%



Operating Environment

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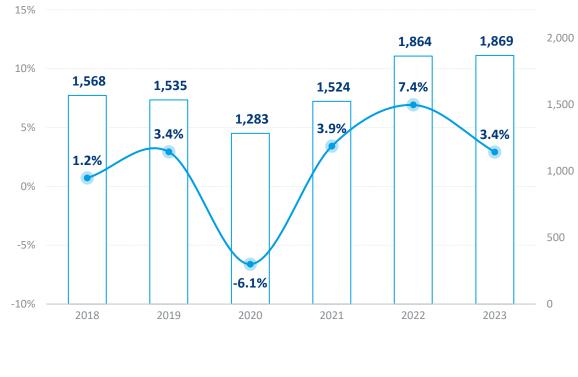
= Macroeconomic Overview



UAE economy continues to remain robust despite global headwind

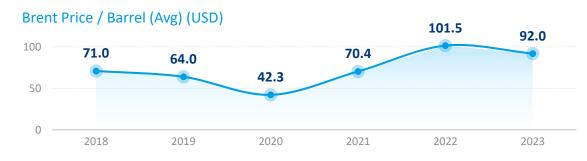
GDP growth continues to outperform global economies driven by rising oil prices, domestic consumption and liquidity

Real GDP Growth (%) and Nominal GDP (AEDbn)



 Rising oil prices to improve economic outlook

=

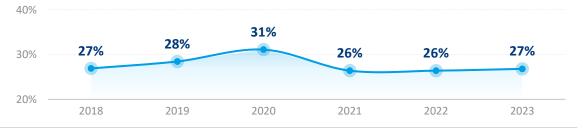


Improved inflation forecasted for 2023



= Government Expenditure to GDP expected to remain stable

Government Expenditure % of GDP (%)



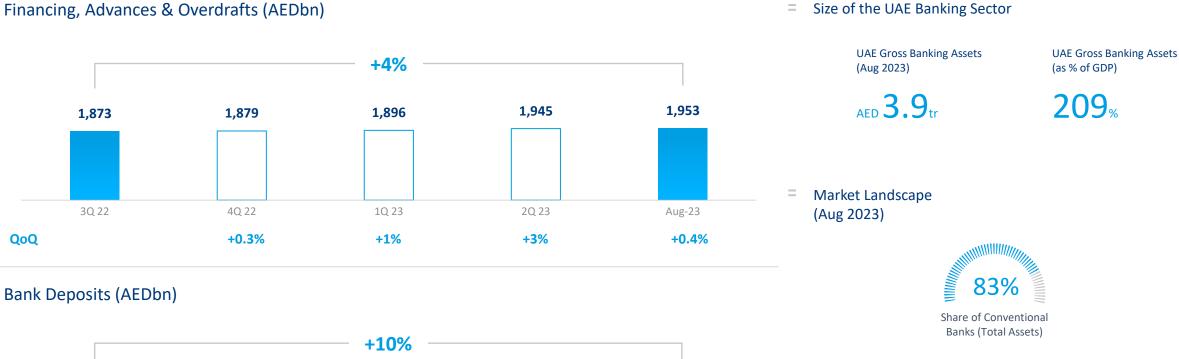
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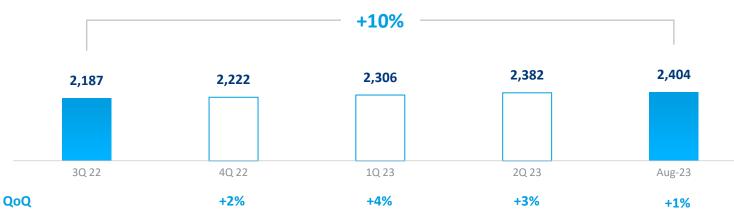
= UAE Banking Sector Update (1)

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Modest financing growth in recent years reflecting economic conditions and banking sector penetration





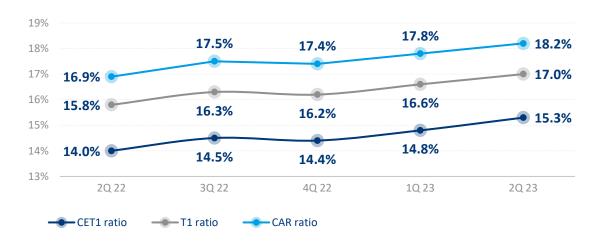




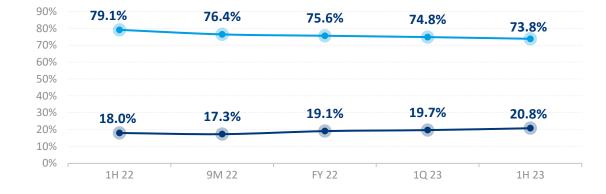
= UAE Banking Sector Update (2)



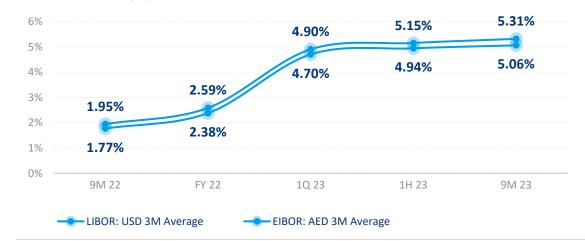
Moderation of sector liquidity, higher rates environment improving profitability



= Capitalization (%)



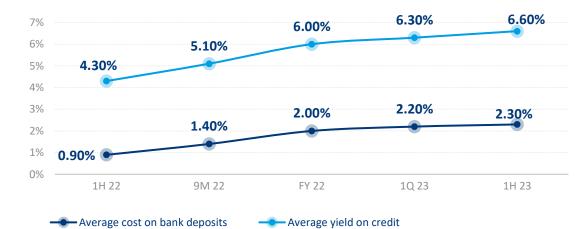
= Interest Rates (%)



= Yield and Funding Cost (%)

Liquidity (%)

=





ADIB Strategy

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= ADIB Strategy



Our purpose, values and vision are supported by a clear set of strategic goals

= Purpose	Lifelong partner for customers, colleagues and community								
= Vision		To be the world's most innovative Islamic bank							
= Values	We keep it simple and sensible	We a transpa				We nurture hospitality and tolerance		We are Shari'a inspired	
 4-Pillar Strategy 		र्दे भूम nuous vation	Segn		ې پې Dig Excel		کے Sustai Fut		

= Update on Strategy Progress

ADIB continues to deliver on its strategy in 2023



Continuous Innovation	Key product launches Salary cash back campaign Digital on-boarding for business banking New cash back card UAE's first long term home finance fixed Remittance programs to new corridors 		h Account 701_{Accou}	nts	Asset Mana \$142 Global Su	-		Payment Servic AED 3. Revenue		
Segment Focused	UAE Nationals	Grow wholesale bank	ting	Retail sales		Attract ne	ew customers	Deeper	n relations	ships
	+52,300	+7%		+14%		+1	57,000	1	.50	
	New to bank UAE Nationals	Financing growth Yo	οΥ	Asset grow	th YoY	New	customers	Cro	oss-sell Rati	0
Digital Excellence	Digitize processes	Digitize channels		Automate pro	ocesses	Leverage	digital channels	s Paperle	ess strateg	çy:
	91%	98% Payments: Volume from Mobile App		<u>63</u>	bots	4.70/5	****	M	5m	Papers
		from Mobile App a Channels	& Online	\bigcirc	NOUS	4.54/5	AppStore rating ★★★★★	\square	3111	Saved (2022)
	Overall STP	49% Personal finance				4.34/3	Google Play rating			()
Sustainable	Leader in financial conduct	Employe		yer of choice			Best customer experience			
Future	MSCI A GRI	Included in ESG MSCI Leaders Index	<u> </u>	78% Empl	0,000 000200000	gement index #1		Number 1 bank N	IPS in LIAF	78%
	ESG RATINGS	\$2bn in sustainable finance	in sustainable		Employee engagement index #			Number 1 bank NPS in UAE: 78%		



ESG Strategy

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= ADIB's ESG Strategy

ADIB is committed to supporting the UAE's ambitious agenda to promote sustainable growth and development



ADIB's ESG Approach



A defined ESG strategy with a three-year roadmap towards sustainability with a key objective for ADIB to become a leader in innovative and Islamic banking



Established **Board and management ESG Committee** to oversee responsibilities regarding ADIB's ESG/sustainability strategies, objectives, and overall performance



ADIB's ESG

Performance

Launched **Sustainable Finance Framework to** finance or refinance eligible green and social projects



Launched an **ESG Policy** Framework which defines ADIB's ambitions and approach to incorporate ESG in its banking operations



Integrate the **ESG considerations** into **investment and financing** decisions through a defined **ESG risk due diligence toolkit**

- MSCI ESG Rating A
- MSCI EM ESG Leaders Index
- Sustainalytics Medium risk
- S&P Global ESG Score 41
- Recognized as the Best
 Islamic Bank in ESG by
 Global Finance
- GHG Emissions Reduction (Scope 1 & 2) **14%**
- Energy Intensity Reduction 26%
- LEED Certificates 6
- Local Suppliers Engaged **305**
- Women Workforce **39.4%**
- **ISO 45001** Occupational Health and Safety
- ISO 9001 Quality Management
 System
- ISO 27001 Information Security

= Key Pillars of ADIB's ESG Strategy

ADIB's initiatives distributed under three strategic pillars



The world's most Innovation Islamic bank

Sustainable Future

Embed Sustainability and ESG framework into our existing Islamic banking DNA

Maximize Positive Impact	Be A Lifelong Partner	Maintain High Standards of Governance
1. Issue sustainable/ green finance products	1. Develop financial inclusion policy and programs	1. Integrate ESG in governance structure 2. Develop ESG procurement strategy
2. Develop a net zero strategy including finance emissions	2. Establish financial literacy programs for SMEs	3. Cultivate ESG driven culture through trainings and Key Performance
3. Launch sustainable finance framework	3. Develop a gender diversity strategy	Indicators
4. Integrate ESG considerations and due diligence in investment & finance decisions	4. Develop Employee wellbeing plan 5. Become an increasingly learning-	4. Attain best-in-class data privacy and cybersecurity
5. Be part of equator principles and PRB	oriented organization 6. Implement Emiratization strategy	5. Report on ESG as per market and legal requirements
6. Build internal capabilities to support customers' transition to low carbon economy	7. Drive social responsibility via community engagements and volunteerism	

= ADIB Sustainable Finance Framework



(\uparrow)	Renewable Energy	 Production, components, transmission and distribution infrastructure of renewable energy: Solar (PV & CSP); Onshore and Offshore wind; Geothermal; Hydropower; Bioenergy; Hydrogen and Ammonia 	7 distances of the second seco
	Energy Efficiency	 Products or technologies which reduce energy consumption by 30% Existing district cooling or heating systems which result in 30-50% energy savings Smart grids with a clear linkage to renewable energy technologies and storage of renewable energy Manufacture of energy efficiency technologies including LED lights and smart grid meters 	
	Green Buildings	 Green buildings which are certified at minimum of BREEAM Excellent, LEED Gold, GSAS 4 star, HQE Very Good, BCA Green Mark Gold Plus, Estidama Pearl 4 Pearls Energy efficiency improvements of at least 30% through retrofits 	
	Pollution Prevention and Control	 Recycling plants converting waste into new materials Soil remediation projects such as land remediation for urban land sites 	12 small and and a C
	Sustainable Water and Wastewater Management	 Water collection, recycling, transportation, treatment projects including water and wastewater treatment plants, sewer systems and pumping stations Projects to increase water-use efficiency by at least 20% Water desalination projects running on reverse osmosis technology with carbon intensity of less than 100gCO2e/kWh over the residual asset life 	6 minute Materian
t	Clean Transportation	 Electric vehicles with zero direct emissions Hybrid vehicles with emissions intensity lower than 50gCO2e/p-km Infrastructure to enable cleaner modes of transport such as EV charging stations, bicycles/e-bicycles/e-scooters infrastructure, waking paths Rail and bus rapid transport infrastructure 	
	Access to Essential Services	 Construction and retrofit of public schools, universities and university campuses Facilities and services to improve access to child or tertiary education, and vocational training Activities such as school transportation service Development, expansion or acquisition of hospitals, laboratories, clinic, healthcare and hospices Health-related R&D programs supporting new medicines, treatments, vaccines or health equipment Activities to strengthen provision of early warning systems to monitor healthcare systems for potential risks and provide alerts 	4 mart Harden 3 marteriens
(ind)	Employment Generation	 Financing of local SMEs as defined by local UAE central bank regulation including businesses owned and operated by minority groups such as people of determination, women and migrants 	8 ICONVECTORY
	Affordable Housing	 Development and construction of social housing or affordable housing projects which are defined and eligible under local regulated programs for low-income households 	11 2000 11 2000 110



Use	of Proc	ess

- Net proceeds will be used to finance or refinance eligible green assets, businesses, projects and investments aligned with the eligibility criteria.
- The eligible projects portfolio may include new or existing projects with a maximum 3 years look back period

ISS CORPORATE S O L U T I O N S

ADIB has obtained a Second Party Opinion from ISS Corporate Solutions

Process for Project Evaluation and Selection	Management of Proceeds	Reporting	Alignment with	✓ Aligned. ADIB has defined a formal concept for its Sustainable Financing
 ADIB has developed an ESG due diligence toolkit to identify and assess deals with clear environmental or social benefits 	 Net proceeds of Sustainable Finance Transactions will be fully allocated within 24 months from issuance, and maintained in a separate Sustainable 	 ADIB will report on the allocation and impact of net proceeds on an annual basis until full allocation in an 	ICMA GBP, SBP and SBG, LMA GLP and SLP	Instruments regarding the use of proceeds, process for project evaluation and selection, management of proceeds and reporting.
• The ESG assessment provides a powerful ex-ante and ex-post means to oversee and monitor ESG risks in financing and investing activities	 Finance Register ADIB will ensure an adequate balance of green/social assets is maintained to match issuance amounts at all 	 annual Sustainable Finance Report The Sustainable Finance Report will be produced and 	Sustainability Quality of Eligibility Criteria	✓ Positive. The environmental and social risks associated with the Use of Proceeds categories are managed.
 while supporting positive engagements with clients on key ESG topics ADIB's ESG department and a sustainable finance working group established within the ESG department, will review the use of proceeds and approve or reject deals to ensure compliance with the Sustainable Finance Framework 	 times. Unallocated net proceeds will be placed in short-term Shari'a compliant instruments ADIB's ESG Board Committee, with the support of the ESG department, will review the Sustainable Finance Register on a semi-annual basis to ensure all eligible assets meet the eligibility criteria in the framework 	 reviewed by the ESG department ADIB will appoint an external party to verify the allocation of net proceeds towards eligible projects in line with the criteria in the Framework 	Linking the transaction(s) to ADIB's ESG profile	 ✓ The key sustainability objectives and the rationale for issuing Sustainable Financing Instruments are clearly described by the issuer. The majority of the project categories considered are in line with the sustainability objectives of the issuer.



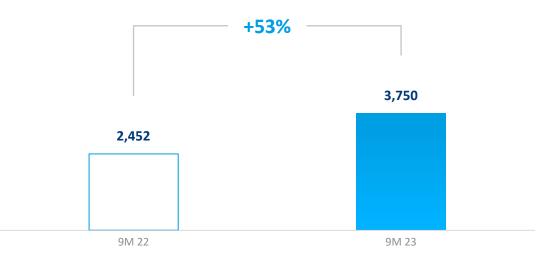
Financial Performance

9M 2023 Investor Presentation

= Income Statement Highlights

Strong YoY growth in revenues and profitability

= Profit After Zakat & Tax (AEDmn)

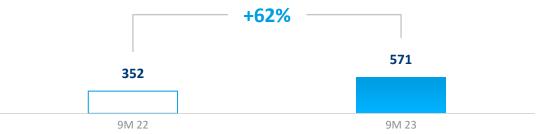




= Key Highlights

- Solid macroeconomic environment, improvement in business and consolidation of Egypt lifted revenues by 48% YoY in 9M 2023.
- 48% Revenue growth was well above cost inflation of 29%
- Net Income rose 53% YoY to AED3.75bn based on balance sheet growth and higher margins

= Impairments (AEDmn)







= Income Statement



53% YoY growth in Net income in 9M 2023 underscored by increase volume transactions and margins



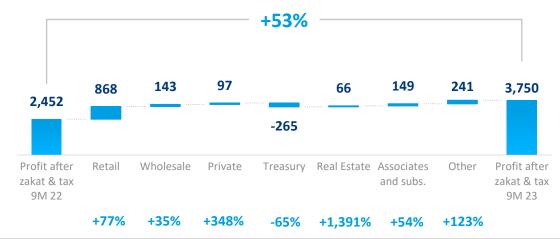
+53% 473 1,705 3,750 2,452 -486 -218 -175 Profit after Funded income Non-funded Zakat & tax Profit after Expenses Impairments zakat & tax zakat & tax income 9M 22 9M 23 +61% +28% +29% +62% +1,347%

Net Income Movement YoY (AEDmn)

= Income Statement Highlights

AED (mn)	9M 2023	9M 2022	Δ%	3Q 2023	3Q 2022	Δ%
Funded income	4,506	2,802	+61%	1,577	1,132	+39%
Non-funded income	2,188	1,715	+28%	853	546	+56%
Revenues	6,694	4,516	+48%	2,430	1,678	+45%
Operating expenses	(2,185)	(1,699)	+29%	(740)	(539)	+37%
Provision for impairment	(571)	(352)	+62%	(202)	(125)	+61%
Net Income after zakat and tax	3,750	2,452	+53%	1,424	1,010	+41%

= Net Income Movement by Segment (AEDmn)



= Funded Income

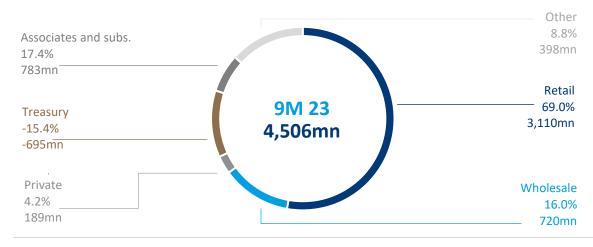


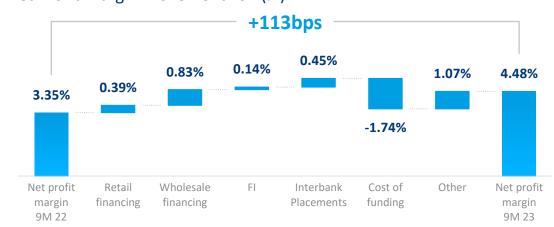
Strong growth in funded income driven by strong business volumes and higher rates with NPM improving 113 bps

8% 6.61% 6.36% 6.14% 7% 6% 4.33% 4.41% 4.48% 5% 3.73% 3.44% 4% 4.35% 3% 1.97% 3.56% 1.82% 1.70% 3.35% 3.13% 2% 0.74% 0.37% 0.30% 1% 0% 1Q 23 1H 23 1H 22 9M 22 FY 22 9M 23 ---- Gross margin ----- Cost of funding

= Net Profit Margin (%)

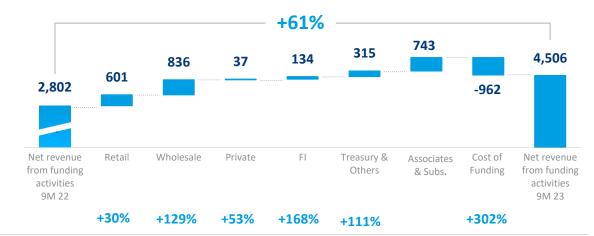






= Net Profit Margin Movement YoY (%)



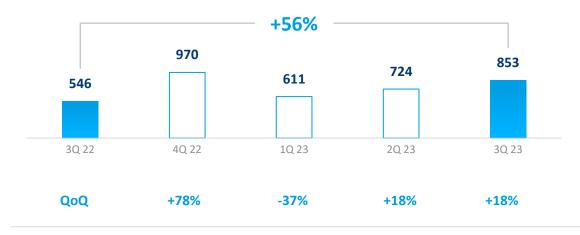


= Non-Funded Income

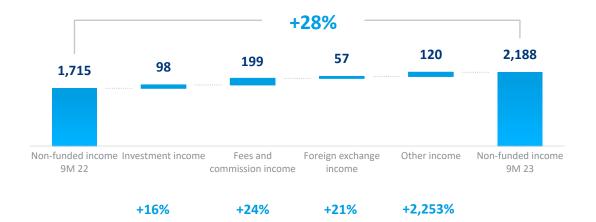


Strong non-funded income growth on higher investment income, F&C and FX income, underlining strategic focus on revenue diversification

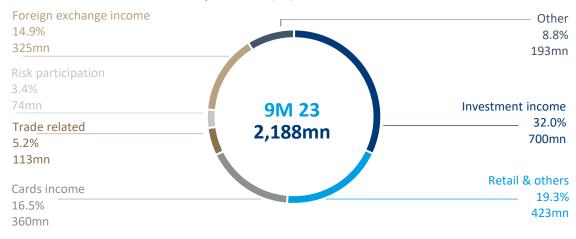
= Non-Funded Income (AEDmn)



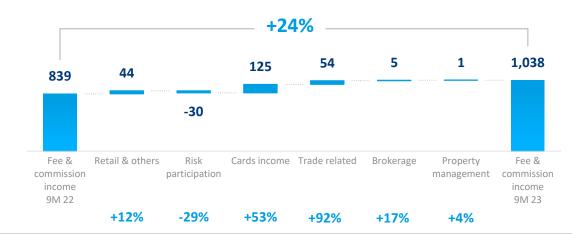
= Non-Funded Income Movement YoY (AEDmn)



= Non-Funded Income Composition (%)



= Fee & Commission Income Movement YoY (AEDmn)

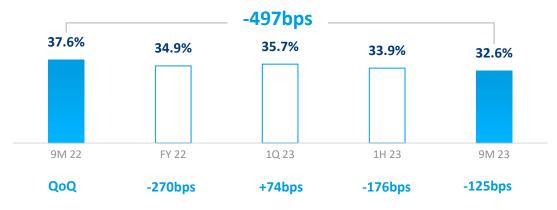


= Operating Expenses

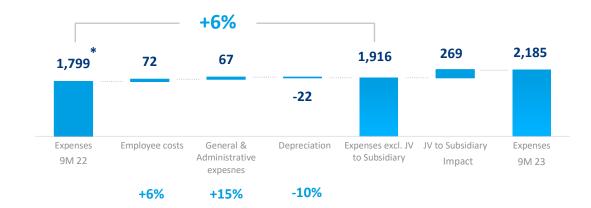


Significant improve in cost to income ratio helped by higher income and cost discipline amid ongoing transformation investments

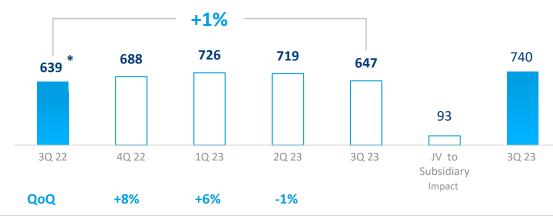
= Cost To Income Ratio (%)



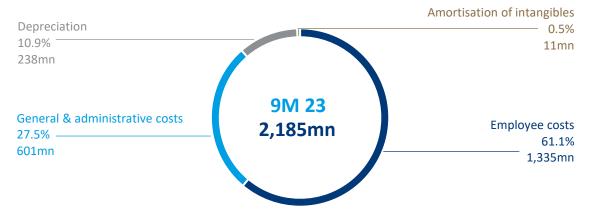
= Expenses Movement YoY (AEDmn)



= Expenses (AEDmn)



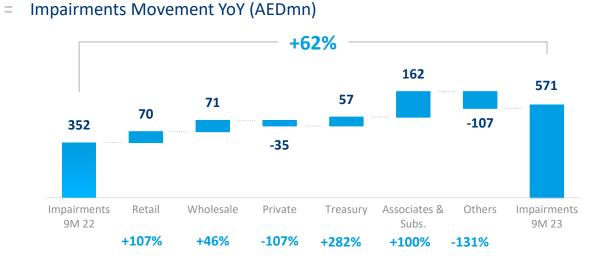
Expenses Composition (%)



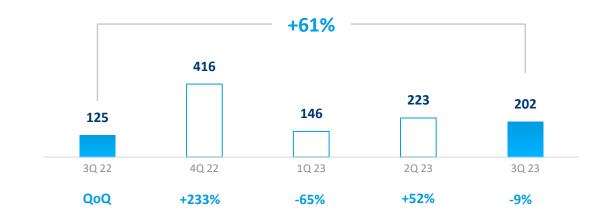
= Impairments

COR is at comfortable 50bps in 9M 2023





= Impairments (AEDmn)



= Cost Of Risk (%)

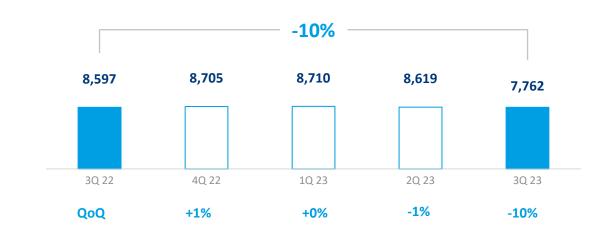




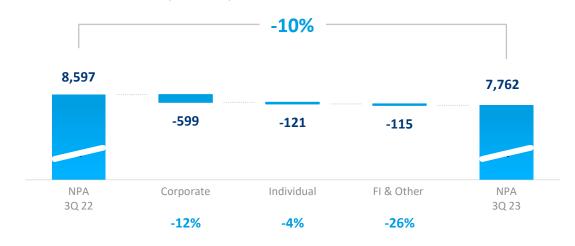
= Non-Performing Financing



Lowest NPA ratio since 1Q 20 with cost of risk in line with guidance while coverage ratio trending within the guidance



= NPA Movement YoY (AEDmn)



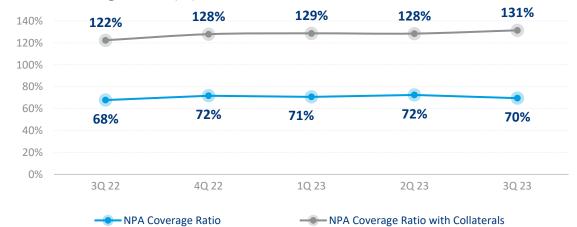
= NPA Ratio (%)

NPA (AEDmn)

-







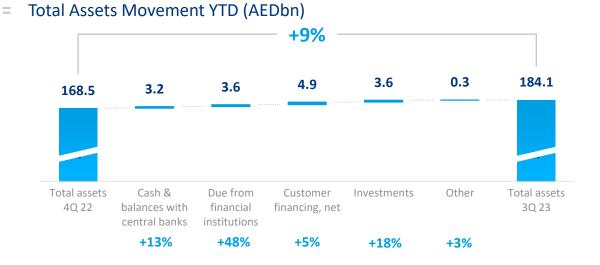
= Balance Sheet



Total assets increased by 25% YoY driven by 15% growth in customer financing supported by a very strong funding position



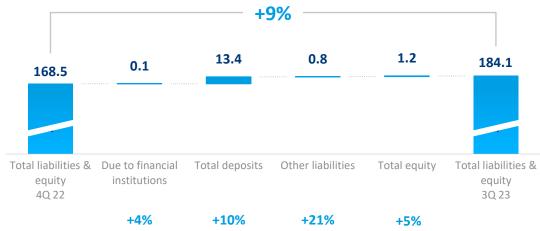
= Total Assets (AEDbn)



= Balance Sheet Highlights

AED (mn)	3Q 2023	4Q 2022	∆%	3Q 2022	Δ%
Customer financing, net	112,595	107,717	+5%*	98,240	+15%
Investments	23,000	19,432	+18%	19,072	+21%
Total assets	184,124	168,517	+9%	147,209	+25%
Total Deposits	151,545	138,137	+10%	118,823	+28%
Total liabilities	159,424	145,056	+10%	126,036	+26%
Total equity	24,699	23,461	+5%	21,173	+17%

= Funding Movement YTD (AEDbn)

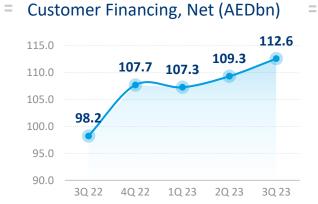


*6% growth of customer financing in constant currency, excluding devaluation of EGP

= Customer Financing



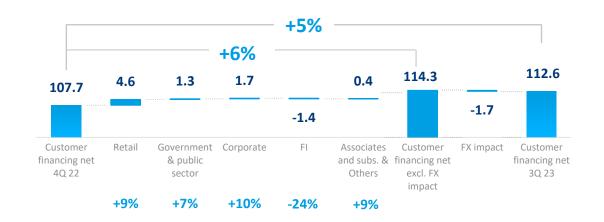
AED 14.4bn growth in financing assets vs last year mainly due strong volumes from Retail, Government and Public sector



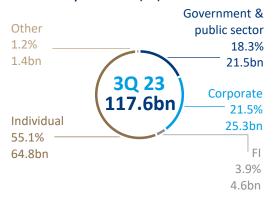
Customer Financing, Gross by Segment (%)

Private Other 3.6% 1.8% 4.2bn 3Q 23 Wholesale 117.6bn 43.3% 51.3% 50.9bn 60.3bn

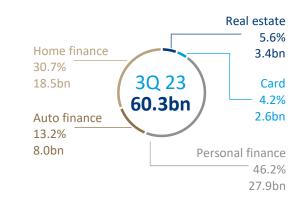
= Customer Financing, Net Movement YTD (AEDbn)



Customer Financing,
 Gross by Sector (%)



Retail Financing, Gross
 Composition (%)







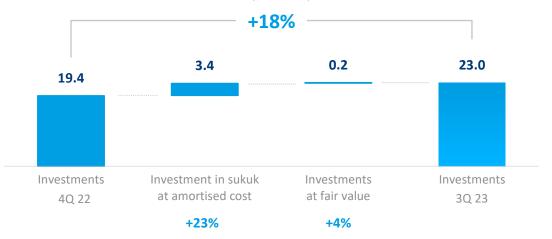
= Investments







= Total Investments Movement YTD (AEDbn)



Investments by country (%)



= Investments by type (%)



= Customer Deposits



Up 28% YoY reflecting our ability to gain market share with AED5.4bn increase in CASA, demonstrating effective deposit gathering strategy

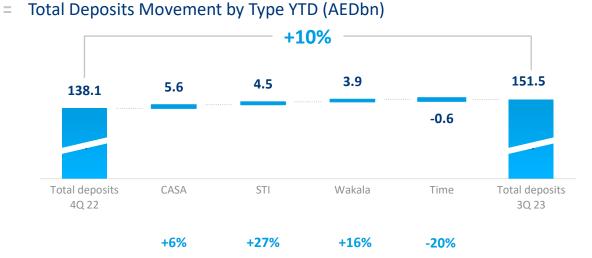


Total Deposits by Segment (%) _ Private Wholesale 8.4% 21.5% 12.7bn 32.5bn Treasury Community & others **3Q 23** 0.7% 1.8% 151.5bn 1.1bn 2.7bn Retail Associates & subs. 58.6% 9.0% 88.9bn 13.7bn

Total Deposits by Type (%) Other Time 0.5% 1.5% 0.8bn 2.3bn Wakala **3Q 23** 18.6% CASA 151.5bn 28.2bn 65.6% STI 99.5bn 13.7% 20.8bn



= Total Deposits Movement by Segment YTD (AEDbn)



= Capital and Liquidity

Significant improvement in capital position with CET 1 at 13.4%







Segmental Performance

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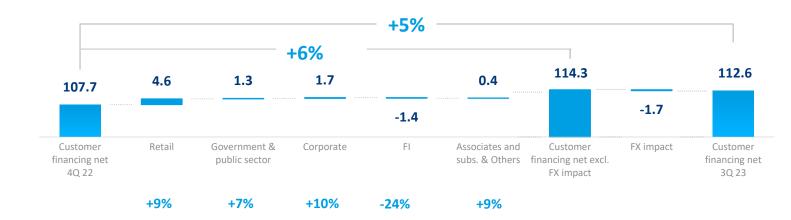
1

= Segmental Balance Sheet Summary

Deposit growth led by growth in Retail, Wholesale segments



= Customer Financing, Net Movement YTD (AEDbn)



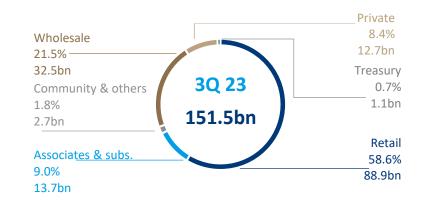




= Total Deposits Movement by Segment YTD (AEDbn)



= Total Deposits by Segment (%)



= Segmental Income Statement Summary



Profit growth driven by core business growth

Total Operating Income Movement YoY (AEDmn)

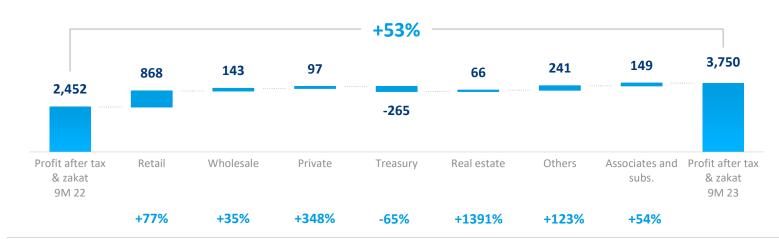
-

+48% 6,694 204 756 224 73 68 1,059 4,516 -206 Retail Wholesale Private Other Revenues Treasury Real estate Associates and Revenues 9M 22 9M 23 subs +41% +29% +62% -45% +269% +145% +72%

Total Operating Income Composition (AEDmn)



= Profit After Tax & Zakat Movement YoY (AEDmn)



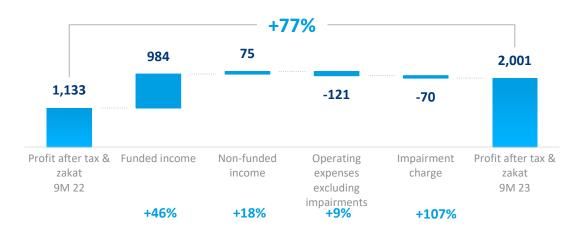
= Profit After Tax & Zakat Composition



= Retail

113% Retail profit increase driven by growth in funded income

= Profit After Tax & Zakat Movement YoY (AEDmn)



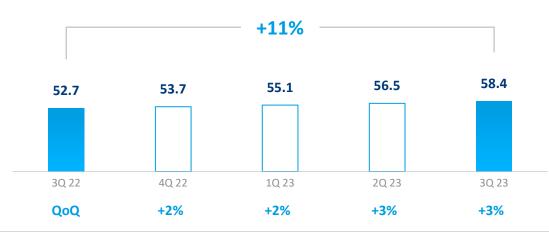
= Cost Income Ratio (%)



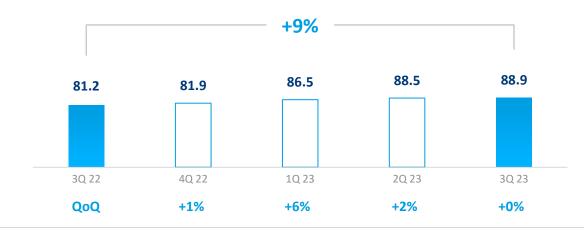




= Customer Financing, Gross (AEDbn)



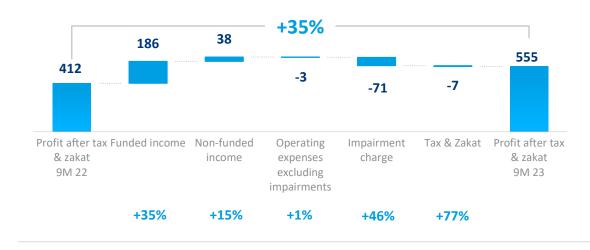
= Deposits (AEDbn)



= Wholesale

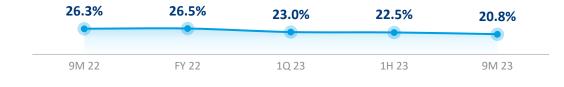


Wholesale net profit increased 35% YoY driven by higher funded income, decline in impairment charges and tax



= Profit After Tax & Zakat Movement YoY (AEDmn)

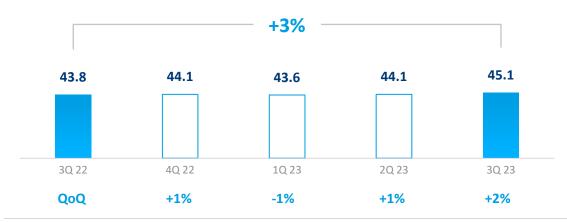




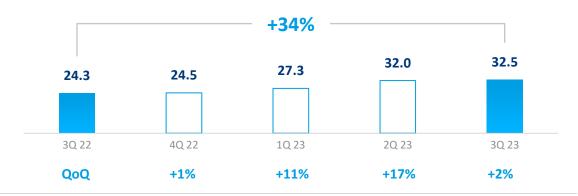
= Cost of Risk (%)



= Customer Financing, Gross (AEDbn)



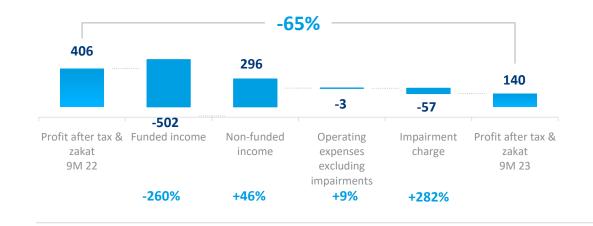
= Deposits (AEDbn)



= Treasury



65% profit decline in the environment of rate hikes



= Profit After Tax & Zakat Movement YoY (AEDmn)



= Investment Yield (%)



= Investments (AEDbn)



= Deposits (AEDbn)





Performance Track Record

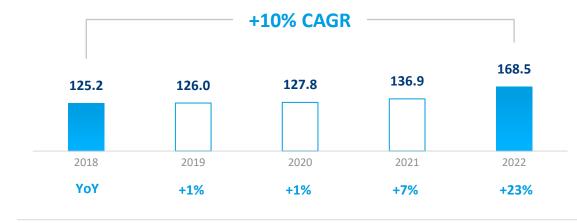
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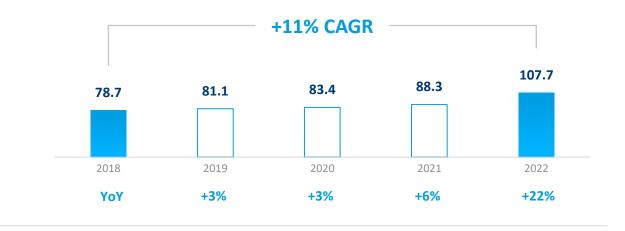
= Balance Sheet Trends

Steady balance sheet growth

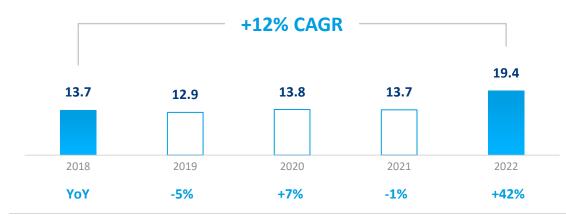
= Total Assets (AEDbn)



= Customer Financing, Net (AEDbn)



= Investments (AEDbn)



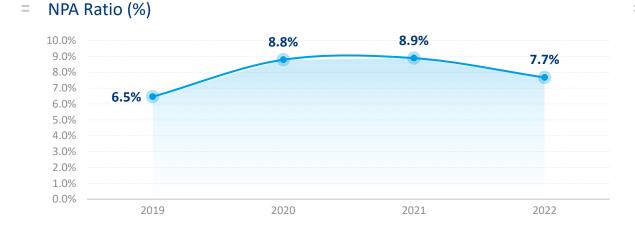
= Total Deposits (AEDbn)





= Asset Quality, Capital & Liquidity

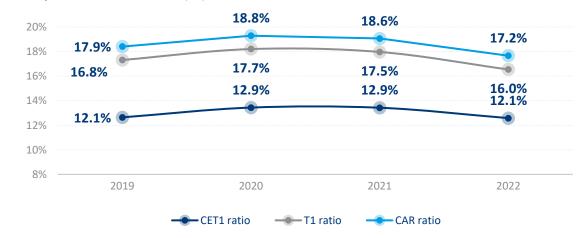
Improving capitalization and strong, stable liquidity position mitigate challenging credit quality



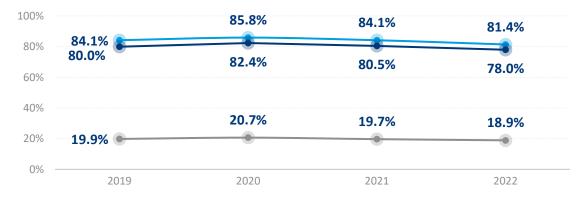
= NPA Coverage Ratio with Collaterals (%)



= Capitalization Ratios (%)



= Liquidity Ratios (%)

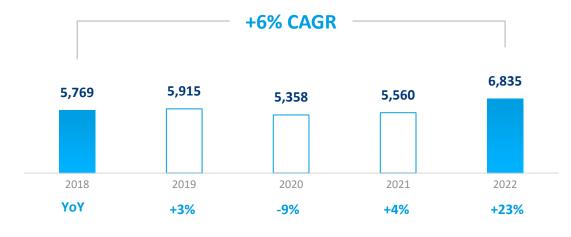


= Revenues and Expenses

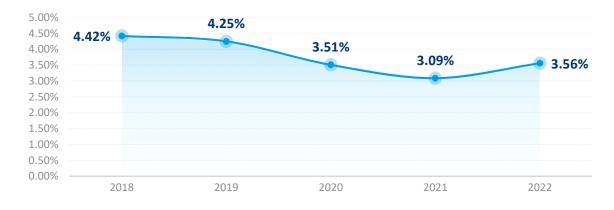
Decent revenue and operating expense trends



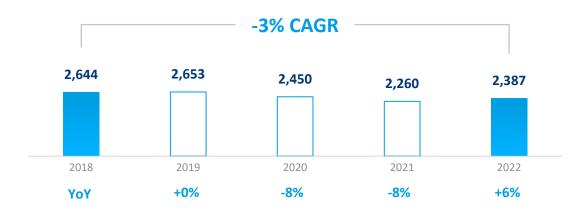
= Revenues (AEDmn)



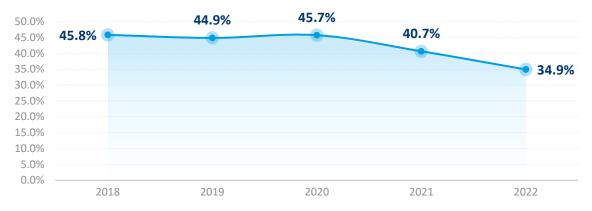
= Net Profit Margin (%)



= Expenses (AEDmn)



= Cost to Income Ratio (%)

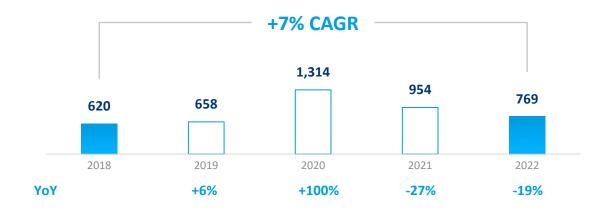


= Impairments and Profitability

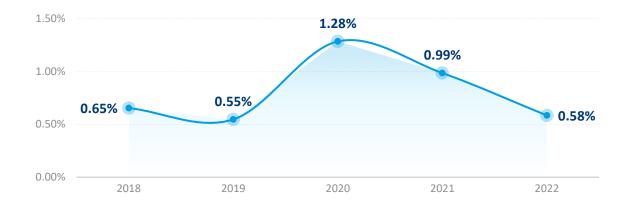
Higher returns and reduction of cost of risk in 2022



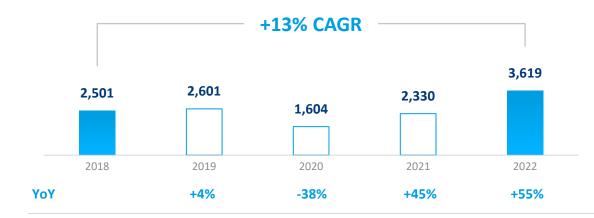
= Impairments (AEDmn)



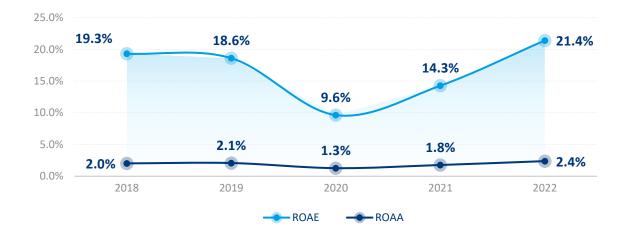
= Cost of risk (%)



= Profit After Zakat & Tax (AEDmn)



= Returns (%)





Appendix

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= Additional Information

Please contact the Investor Relations team for additional information or download ADIB's IR App

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