

## Investor Presentation 30 June 2018 results



adib.ae

ADIB © 2010



Introduction

Financial Review

**Business Review** 

Appendix



### ADIB at a glance

#### **Overview**

Incorporated in 1997 to serve as first Islamic Bank in the Emirate of Abu Dhabi.

- Majority owned by members of the ruling family of Abu Dhabi and sovereign wealth fund.
- Listed on Abu Dhabi Securities Exchange (ADX).

Ratings								
	Long term rating	Short term rating	Outlook					
<b>Fitch</b> Ratings	A+	F1	Stable					
MOODY'S	A2	P1	Stable					
RAM	AAA	Stable						
	Market Cap (Price @	AED 12.2 bn (US\$ 3.3 bn)						
	Diluted EPS / share ( Annualised	, , , , , , , , , , , , , , , , , , ,	0.631					
(Price and Ratio as of 30 June	PE Ratio	6 times						
2018	Price / Book Ratio							
	Shares Issued (@ AED	3.2 Bn						

#### Presence

- Domestic 82 Branches and 714 ATMs (a 24 hour branch at Abu Dhabi International Airport). In addition, 4 Express Branches also.
- Overseas Presence in UK, Saudi Arabia, Qatar, Iraq, Sudan & Egypt.

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

<ul> <li>Established by the Govt. of Abu Dhabi in 1997.</li> <li>Licensed in 1998 as an Islamic bank by the Central bank and commenced operations.</li> <li>Listed on Abu Dhabi securities Exchange in 2000.</li> <li>Stablished Abu Dhabi Islamic Securities Company (ADIBS) and Burooj Properties in 2005.</li> <li>New strategic shareholder (EIIC) introduced in 2007.</li> <li>2007 - Acquired 49% of National Bank for Development based in Egypt.</li> <li>2008 - Arrival of new management and adoption of new strategic vision and mission.</li> <li>2012 - Issued world's first Shari'a-compliant hybrid perpetual Tier 1 sukuk amounting to USD 1 billion.</li> <li>2013 - Fully repaid AED 2.2 billion Tier 2 Wakala Capital.</li> <li>2014 - Established Abu Dhabi Islamic Merchant Acquiring company LLC (ADIMAC) in Aug 2014.</li> <li>2015 - Raised capital AED 504 Mn by issuing right shares.</li> <li>2015 - Fully repaid 2<sup>nd</sup> tranche, issued under \$5 Bn EMTN programme, of USD 750 Mn at maturity in 2015.</li> <li>2016 - Fully repaid 3<sup>rd</sup> tranche, issued under \$5 Bn EMTN programme, of USD 750 Mn at maturity in 2016.</li> <li>2017 - Total Deposits reached AED 100 Bn in 1<sup>st</sup> Quarter.</li> <li>2017 - Total Deposits reached AED 100 Bn in 1<sup>st</sup> Quarter.</li> <li>2017 - Achieved AED 2 Bn net profit for the year for the 1<sup>st</sup> time.</li> </ul>		
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### Q2 / H1 2018– Key financial highlights – Income statement

AED Mn	Q2 17	Q2 18	Change %	H1 17	H1 18	Change %
Net Revenue from funds	918.5	929.1	1.2%	1,872.7	1,877.5	0.3%
Fees, commission and others	489.5	435.8	-11.0%	909.4	851.3	-6.4%
Operating income	1,408.0	1,364.9	-3.1%	2,782.1	2,728.8	-1.9%
Expenses	627.2	624.7	-0.4%	1,255.3	1,248.1	-0.6%
Operating profit	780.8	740.2	-5.2%	1,526.8	1,480.7	-3.0%
Provision for impairment	216.4	165.3	-23.6%	380.8	315.2	-17.2%
Zakat & tax	12.8	2.2	-83.2%	16.9	2.5	-85.8%
Net profit	551.6	572.7	3.8%	1,129.1	1,163.0	3.0%

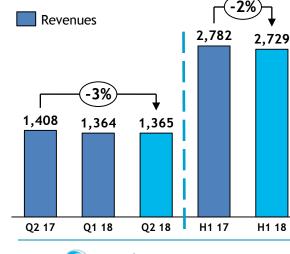
- **Revenues** are down by 2% mainly due to lower FX income & lower fees and commissions.
- **Expenses** were 0.6% lower as digitisation and efficiency initiatives resulted in controlling cost.

**Operating profit** down by 3%.

Provision for impairment down by 17%.

Net profit up by 3%.





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### 30 June 2018 - Key financial highlights - Balance sheet

AED Bn	June 17	June 18	Change %	Dec 17	Change %	•
Total assets	122.2	122.9	0.6%	123.3	-0.3%	
Net customer financing	76.8	76.3	-0.6%	76.5	-0.3%	-
Customers' deposits	100.0	101.2	1.2%	100.0	1.2%	
Total equity	15.6	16.5	6.2%	16.6	-0.2%	

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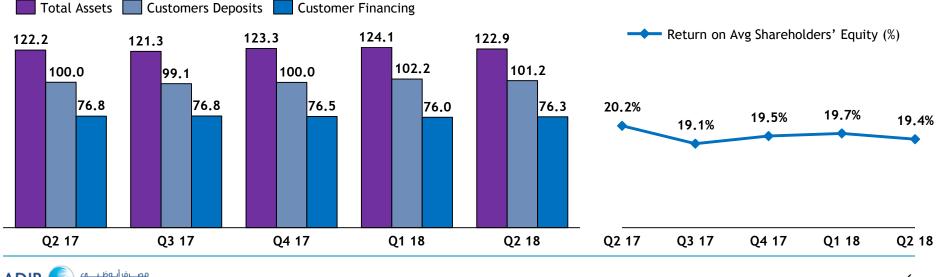
**Total assets** increased by 1% over Q2 2017 to reach AED 122.9 Bn.

**Customer financing** dropped 1% from Q2 2017 to reach AED 76.3 Bn.

**Customer deposits** increased by 1% over Q2 2017.

Advances to Stable Funds Ratio at 31 June 2018 was 81.5%. Advances to Deposits Ratio was 75.4% as at 30 June 2018.

**Capital adequacy ratio - Basel III** at 30 June 2018 Total CAR was 16.83%, Tier 1 ratio was 15.74% and CET 1 ratio was 10.28% .



### **Key ratios**

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	Ratios	Jun 2017	Jun 2018
	Diluted Earnings per share (EPS in AED)	0.307	0.317
Efficiency	<b>Return on Average Shareholders' Equity</b> (excluding - Tier 1 capital)	20.2%	19.4%
	Net profit margin (%)	4.1%	4.2%
	Cost / income ratio	45.1%	45.7%
	Percentage lent (Financing / Total Assets)	62.8%	62.1%
Liquidity	Financing to Deposits ratio	76.7%	75.4%
	Advances to Stable funds ratio	81.0%	81.5%
	Liquid Assets to Total Assets ratio	20.0%	20.0%
Solvency	Capital Adequacy - Basel III	N/A	16.8%
	Tier -1 ratio - Base III	N/A	15.7%
	Leverage ratio (Assets / Equity)	784%	743%
	Non - performing ratio (Impaired NPA* / Gross Financing)	4.7%	5.5%
Asset Quality	Total provision coverage (Total provisions / Impaired NPA*)	79.4%	75.7%
	Specific provision** coverage (Specific provisions / Impaired NPA*)	34.0%	40.9%
	Total provisions / Gross Customer Financing	3.7%	4.2%

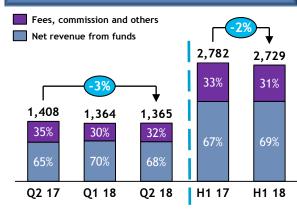
مصرف أبوغيت \* June 2018 - Impaired NPA is equivalent to Impaired financing - Stage 3 for IFRS 9. \*\* June 2018 - Specific provision is equivalent to provision on impaired financing - Stage 3 for IFRS 9.

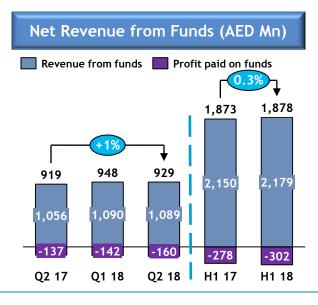
### **Operating Performance - Net profit income**

#### Highlights (H1 2018 vs. H1 2017)

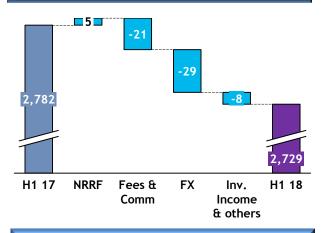
- Revenues, down by 1.9% to AED 2,728.8 Mn.
- Net revenue from Funds (NRFF) 0.3% higher, primarily due to 1.4% increase in customer financing revenues which is partially netted off by increase in funding cost by 8.8%.
- Non -NRFF income down by 6.4% and now constitute 31.2% of total revenue.

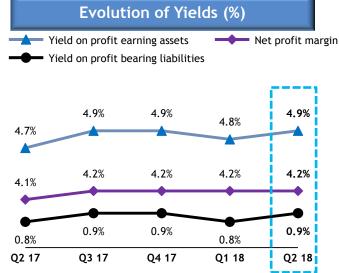
#### Revenues (AED Mn)





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

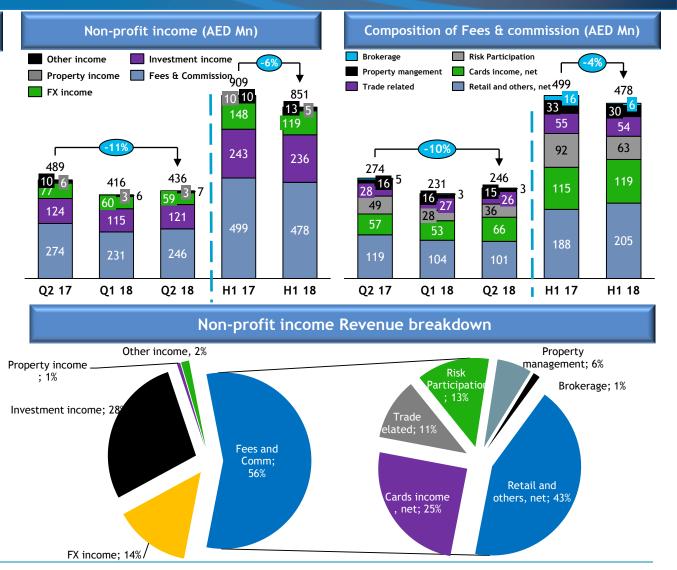




### **Operating Performance - Non-profit income**

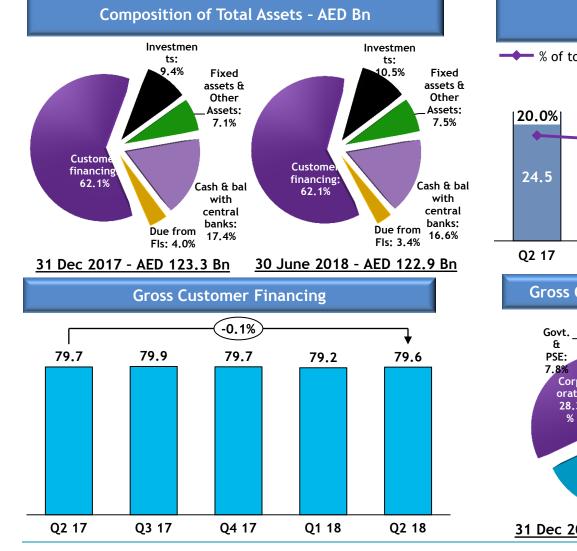
#### Highlights (H1 2018 vs. H1 2017)

- Non-profit income down by 6.4% at AED 851.3 Mn.
- FX income lower by 19.5% at AED 119.4 Mn.
- Fees and commission income lower by 4.3% mainly due to Risk participation fee, brokerage fees and lower International branch fees.
- Investment income dropped by 4.2% due to realised and unrealised losses, partially offset by increase in sukuk income, realised gain in FVTOCI Sukuk & higher associate income.



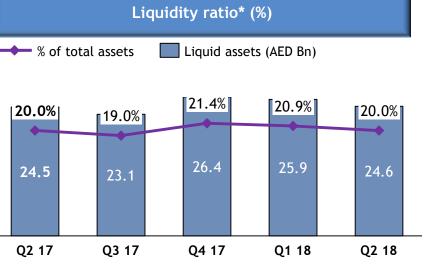
### **Balance Sheet Strength and Customer Financing**

Customer Portfolio remain flat, despite repayments in WBG (-4.6%), however Personal Banking assets grew 3.7% vs. June 17

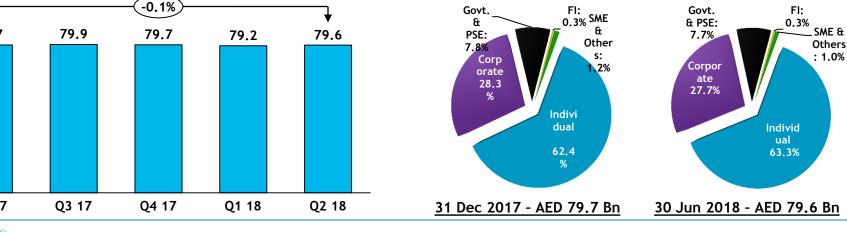


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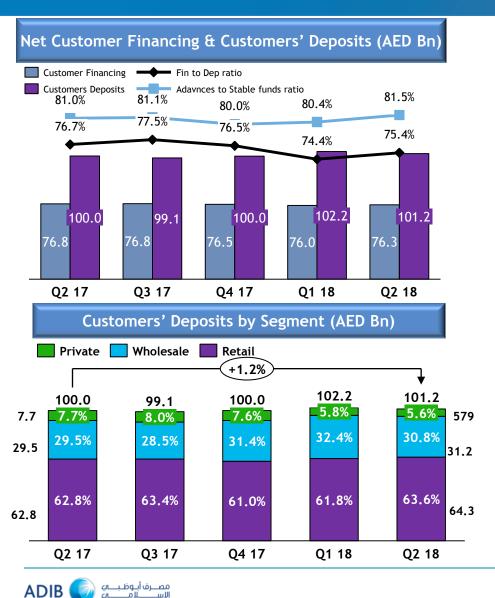
Gross Customer Financing by Customer Segment



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

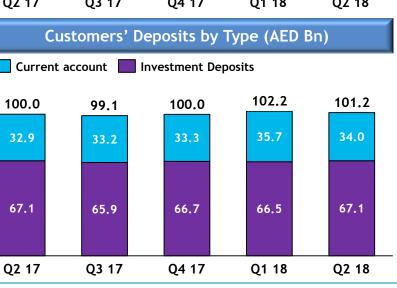
### **Funding Profile**

Healthy Financing to Deposit ratio of 75.4%. Deposit grew 1.2% vs Dec 17.

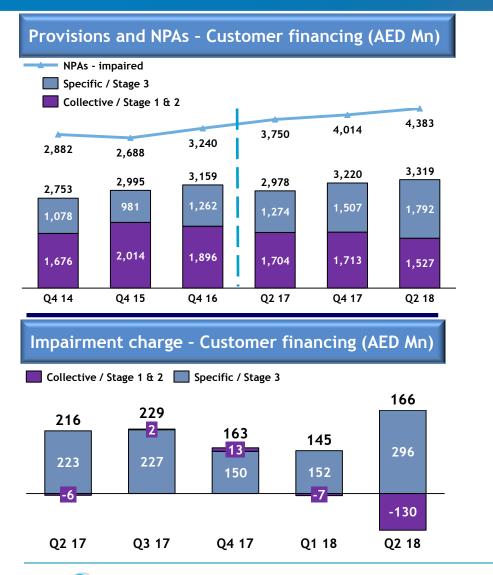


#### Due to FI Depositors' accounts Other Liabilities 108.0 106.7 106.6 106.4 2.8 105.1 3.0 3.3 3.0 3.0 3.1 2.2 3.7 3.3 2.9 102.2 101.2 100.0 100.0 99.1 Q2 17 Q4 17 Q2 18 Q3 17 Q1 18

#### Composition of Liabilities (AED Bn)

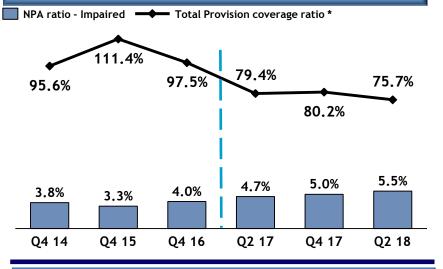


### Asset quality - Customer financing only



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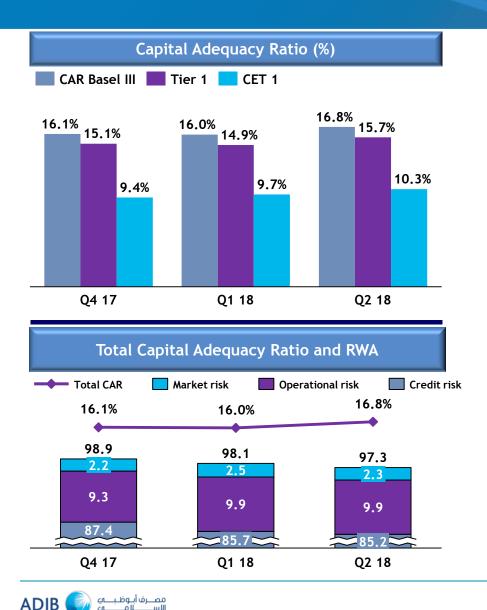
#### NPA ratio and Provision Coverage ratio



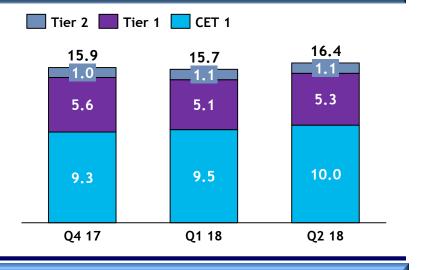
#### Key points

- Total impaired NPAs increased by AED 369 Mn during H1 2018 to reach AED 4,383 Mn (31 Dec 17: AED 4,014 Mn).
- Impaired NPAs ratio at 5.5% as at 30 June 2018 (5.0% at 31 Dec 2017) with coverage of 75.7% (31 Dec 2017: 80.2%).
- Collective / Stage 1 & 2 provisions now stand AED 1,527 Mn at end of Q2 2018 represents 1.77% of total Credit RWAs (31 Dec 2017: 1.95%).
- Specific / Stage 3 provisions of AED 1,792 Mn at 40.9% of impaired NPAs at end of Q2 2018 (31 Dec 2017: 37.6%).
- Total provisions of AED 3,319 Mn represents 4.17% (31 Dec 2017: 4.04%) of Gross Financing portfolio.

### Capital Adequacy Ratio (CAR)



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



#### Highlights

- Basel III Total Capital Adequacy ratio at end of June 2018 at 16.83% well above the regulatory requirement of 12.38%. (31 Dec 17: 16.09%).
- Basel III Tier I ratio at 15.74% at the end of June 2018 well above the regulatory requirement of 10.38%.(31 Dec 17: 15.06%).
- Basel III CET1 ratio at 10.28% at the end of June 2018 above the regulatory requirement of 8.88%. (31 Dec 17: 9.40%).



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### **ADIB Strategy**

#### To become a top tier regional bank

by

#### Providing Islamic financial solutions for everyone

#### Build Market Leadership within the UAE

- The key customer service sectors are Personal Banking, Business Banking, Wholesale Banking, Private Banking and Community Banking supported by Cards, Treasury, Corporate Finance and Investment Banking, Wealth Management and Transaction Banking.
- ADIB's retail presence will continue to build towards market leadership.
- At the heart of ADIB's customer-centric approach is a Bank-wide focus on customer service excellence.

#### Create an Integrated Financial Services Group

- ADIB continues to build a diversified Islamic financial services model.
- Currently ADIB provides customers access to brokerage (through ADIB Securities), Takaful insurance (through Abu Dhabi National Takaful Company) and Real Estate Management (through MPM) and is building its merchant acquiring and foreign exchange business propositions.

#### Pursue International Growth Opportunities

- With the growing acceptance of Islamic banking worldwide, ADIB is increasingly turning its attention to replicating its business model through systematic geographic expansion.
- ADIB's international expansion began in Egypt with the acquisition via a joint venture structure of National Bank of Development followed by the establishment of Iraq, UK, Saudi Arabia operations and will continue with the new operations in Qatar and Sudan.
- ADIB is also in the process of applying for banking licenses in a range of other countries.

Simple & Sensible



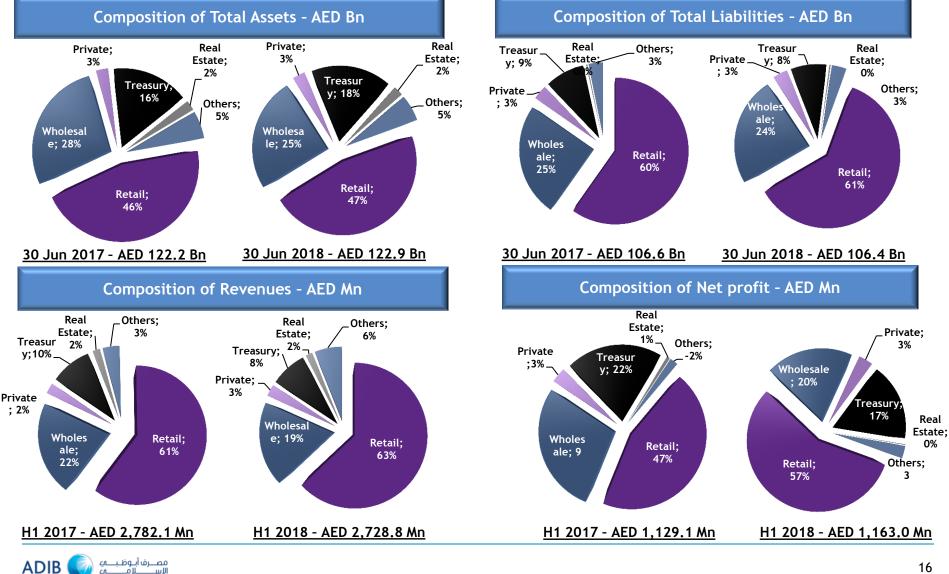
Mutual Benefit

Hospitality & Tolerance

Shari'a Inspired



### **Business unit contribution**

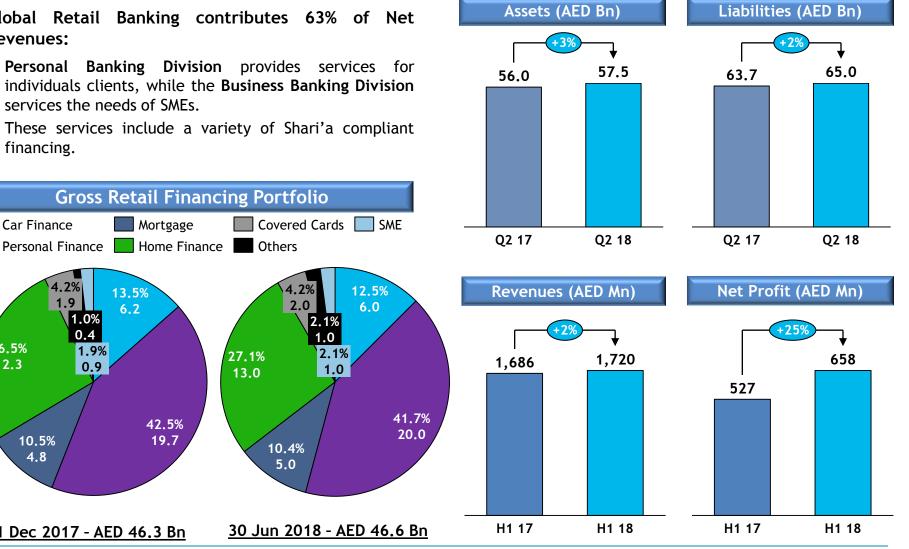


### **Global Retail Banking overview**

Personal banking assets grew 3.7% vs June 17

Global Retail Banking contributes 63% of Net **Revenues:** 

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





10.5%

4.8

Car Finance

26.5%

12.3

4.2%

1.9

1.0%

0.4

1.9%

0.9

31 Dec 2017 - AED 46.3 Bn

13.5%

6.2

42.5%

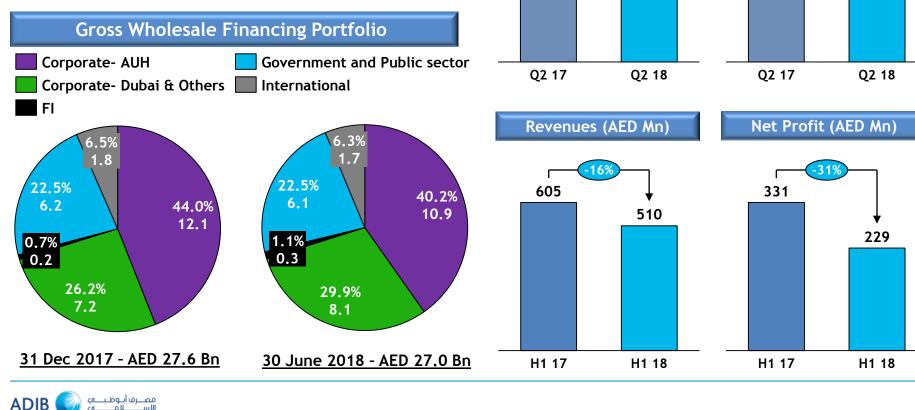
19.7

### Global Wholesale Banking overview

Customer Portfolio lower by 5% vs June 17 mainly due to repayments

Global Wholesale Banking contributes 19% of Net Revenues:

 Global Wholesale Banking encompasses the large corporates, emerging corporates and financial institutions divisions of the Bank. The array of services includes Transaction Banking and Corporate Finance and Investment Banking.



Assets (AED Bn)

-10%

30.5

33.7

Liabilities (AED Bn)

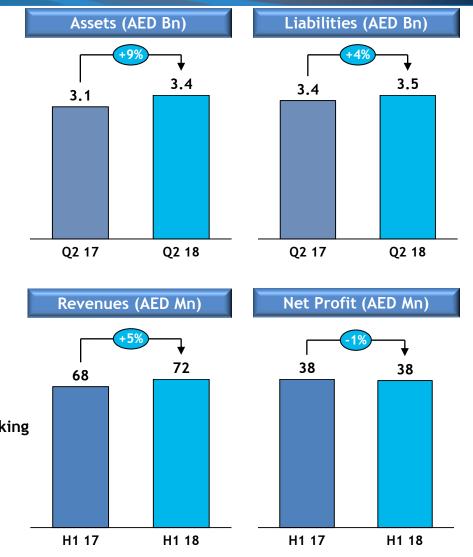
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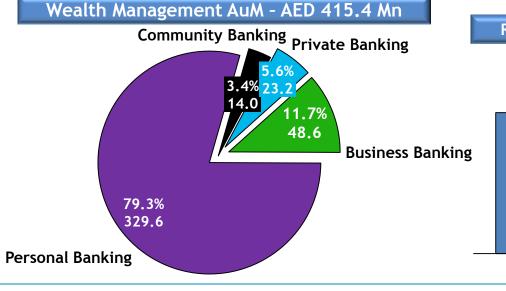
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### **Private Banking overview**

#### Private Banking contributes 3% of Net Revenues

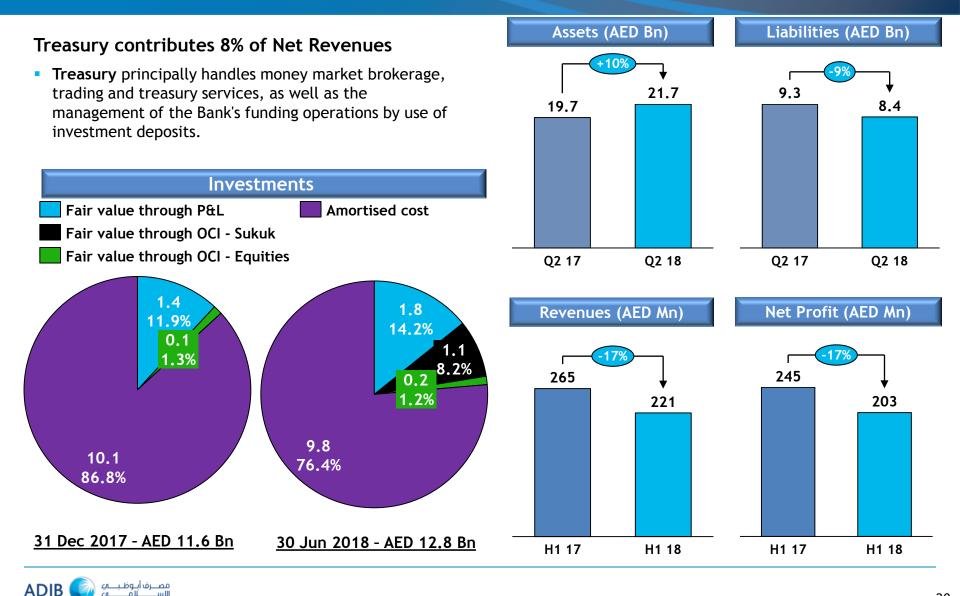
- Private Banking focuses on high and ultra high net worth individuals.
- Wealth Management concentrates on developing, marketing and servicing a wide range of wealth management products (including third party and ADIB proprietary funds) for high net worth, affluent and mass market.





ADIB

### **Treasury overview**





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### **Consolidated Statement of Income**

AED Mn	Q2 17	Q1 18	Q2 18	% chg Q2 18 vs Q2 17	% chg Q2 18 vs Q1 18	H1 17	H1 18	% chg H1 18 vs H1 17
Revenues	1,408.0	1,363.9	1,364.9	-3.1%	0.1%	2,782.1	2,728.8	-1.9%
Net Revenue from Funds	918.5	948.4	929.1	1.2%	-2.0%	1,872.7	1,877.5	0.3%
Fees & commission	273.7	231.3	246.4	- <b>9.9</b> %	6.5%	499.0	477.7	-4.3%
Investment income	129.2	117.7	123.8	-4.2%	5.2%	252.2	241.5	-4.2%
Foreign Exchange	76.8	60.5	58.9	-23.3%	-2.7%	148.3	119.4	-19.5%
Other income	9.8	6.1	6.6	-32.6%	8.9%	9.9	12.7	28.3%
Expenses	627.2	623.4	624.7	-0.4%	0.2%	1,255.3		-0.6%
Employee cost	349.7	358.5	365.8	4.6%	2.0%	699.5	724.3	3.5%
Premises	67.4	72.2	67.2	-0.2%	-6.9%	134.0	139.5	4.1%
Depreciation	55.4	64.5	65.2	17.7%	1.0%	110.7	129.7	17.2%
Other Operating expenses	154.8	128.2	126.5	-18.3%	-1.3%	311.2	254.7	-18.2%
Operating Profit - Margin	780.8	740.5	740.2	-5.2%	-0.05%	1,526.8	1,480.7	-3.0%
Provision for impairment	216.4	149.9	165.3	-23.6%	10.3%	380.8	315.2	-17.2%
Net profit before zakat & tax	564.3	590.6	574.8	1.9%	-2.7%	1,146.0	1,165.4	1.7%
Zakat & Tax	12.7	0.3	2.1	-83.2%	738.8%	16.9	2.4	-85.8%
Net Profit after zakat & tax	551.6	590.4	572.7	3.8%	-3.0%	1,129.1	1,163.0	3.0%



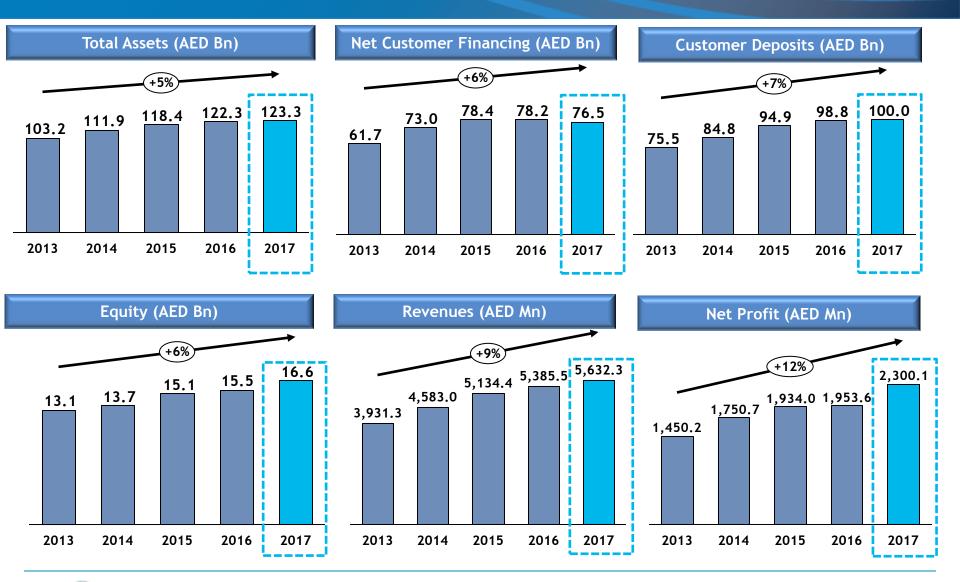
### **Consolidated Balance Sheet**

AED Mn	30 June 2017	31 Dec 2017	30 June 2018	% chg 30 Jun 2018 vs 31 Dec 2017	% chg 30 Jun 2018 vs 30 Jun 2017
Cash and balances with Central Banks	20,066	21,467	20,412	-4.9%	1.7%
Due from financial institutions	4,396	4,891	4,196	-14.2%	-4.5%
Net Customer financing	76,758	76,530	76,303	-0.3%	-0.6%
Investments	12,692	11,579	12,854	11.0%	1.3%
Investment in associates	772	989	1,003	1.4%	29.9%
Investment and development properties	2,034	1,931	1,928	-0.2%	-5.2%
Other assets / fixed assets / intangibles	5,509	5,892	6,242	6.0%	13.3%
TOTAL ASSETS	122,227	123,278	122,938	-0.3%	0.6%
Due to financial institutions	3,308	3,689	2,189	-40.7%	-33.8%
Customers' deposits	100,033	100,004	101,184	1.2%	1.2%
Other liabilities	3,306	3,012	3,024	0.4%	-8.5%
TOTAL LIABILITIES	106,647	106,704	106,397	-0.3%	-0.2%
Share capital	3,168	3,168	3,168	-	-
Tier 1 sukuk	5,673	5,673	5,673	-	-
Proposed dividend	-	915	-	-100%	-
Reserves	6,740	6,818	7,701	12.9%	14.3%

TOTAL EQUITY	15,580	16,573	16,541	-0.2%	6.2%
TOTAL LIABILITIES AND EQUITY	122,227	123,278	122,938	-0.3%	0.6%



### Financial Snapshot (1/2)



ADIB

### Financial Snapshot (2/2)





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

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

### An award winning Bank – 2018



Best Islamic structured Finance House in the Middle East by EMEA Finance Middle East Banking Awards



Best Takaful Provider by Islamic Finance News



Best Structured Finance Deal in the Middle East by EMEA Finance Middle East Banking Awards



Security Leadership at CISO 30 Awards 2018



Best Syndicated Murabaha facility for the GEMS MENASA's US\$1.25bn by EMEA Finance Middle East Banking Awards



Best Premium Islamic Card by Banker Middle East Magazine



### An award winning Bank – 2017 (1/2)



Global Islamic Business Award by Department of Economic Development



Best Online Banking Services By Banker Middle East

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Mena HR Excellence awards

Best Emiratization Initiative



Best Performance Campaign' by MENA Digital Awards



Best Islamic Bank in the UAE Global Finance



Best Home Finance in the Middle East



Best Sport CSR Initiative of the Year



Best Youth Development Program



### An award winning Bank (2/2)



"SKEA - Gold category" Sheikh Khalifa Excellence award -2016



Mohammed Bin Rashid Business award for 2 consecutive years



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



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



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



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



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



"Best Overall Islamic Bank " International Financial Law Review Magazine

### **Dividend Distribution History**

	2010	2011	2012	2013	2014	2015	2016	2017
Net Profit (Mn)	1,023.6	1,155.1	1,201.2	1,450.2	1,750.7	1,934.0	1,953.6	2,300.1
Cash Dividend Payout Ratio (% of Net Profit)	50.0%	50.0%	50.0%	50.0%	40.0%	39.8%	39.8%	39.8%
Cash Dividend (% of Share Capital)	21.6%	24.4%	25.4%	30.7%	23.3%	24.3%	24.5%	28.7%
Cash Dividends (Mn)	511.8	577.5	600.6	725.1	700.2	769.0	776.8	941.5
Total Dividend Yield	7.3%	7.7%	8.0%	9.9%	4.1%	6.2%	6.5%	7.6%
Bonus shares (Mn)	-	-	-	635.3	-	-	-	-
Bonus Shares (% of Share Capital)	-	-	-	26.9%	-	-	-	-

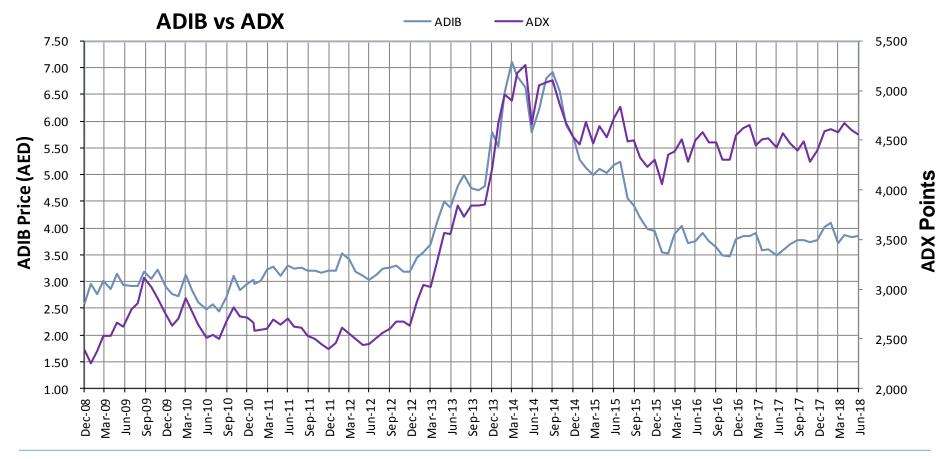


### Shareholders' Return

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**ADIB** 

- 30 June 2018 share price was AED 3.85 per share (31 Dec 2017: AED 3.78 per share).
- Cash dividend of 39.8% of net profit, 28.87% of share capital (2016: 24.52% of share capital).
- Total dividend yield of ADIB share of 7.6%. (2016: 6.5%).



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### Disclaimer

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