



# Leading Through

AMBITION + DISCIPLINE

**Abu Dhabi Commercial Bank PJSC**

Q1'17 Investor presentation

May 2017

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# Macro overview

Business overview

Our journey

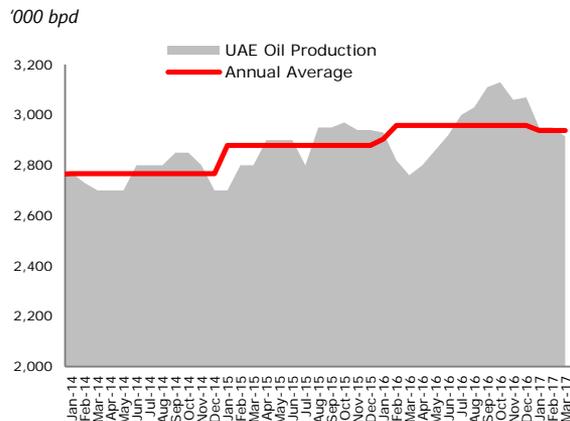
Financial highlights

Appendix

## UAE economic overview : High oil price supportive but challenges remain

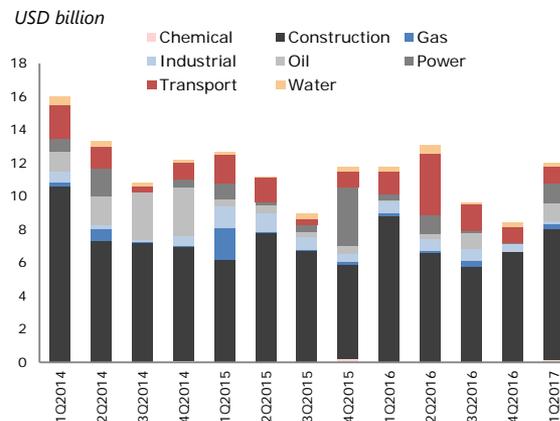
- ▶ UAE's non-oil economy is forecast to see a moderate pickup in growth in 2017. However, economic challenges remain, the strong USD, weak regional demand and monetary tightening
- ▶ We expect headline real GDP growth to moderate in 2017 as the UAE reduces oil output in H1'17, in line with the OPEC agreement. Oil revenue will increase with a higher average oil price
- ▶ Real non-oil GDP growth is expected to strengthen to 2.9% in 2017 from 2.3% in 2016
- ▶ We expect the focus to remain in fiscal prudence in Abu Dhabi and do not expect to see an increase in government spending. Reforms include further reduction in utility subsidies (Jan 2017)
- ▶ Dubai announced an expansionary budget for 2017, with a focus on investment spending. Dubai saw an 11.6% rise in project awards in 2016 and investment activity around Expo 2020 to increase
- ▶ Key service sectors (tourism, transportation, logistics, etc.) are continuing to see growth, with some signs of gradual pickup so far in 2017.
- ▶ UAE introduced visa on arrival from China, Russia and India\* already providing some support to tourism and related sectors
- ▶ UAE annual average inflation to tick up moderately in 2017 with higher fuel prices, before seeing an acceleration in 2018 with the GCC-wide introduction of VAT

**Oil production has started to fall with the OPEC-led output cut, oil sector to drag on headline GDP growth in 2017**



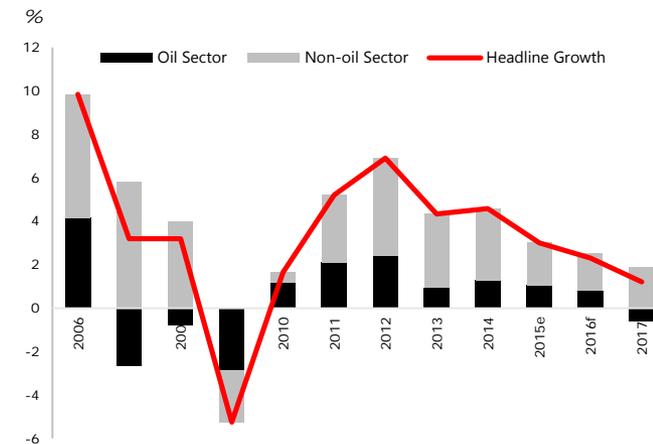
Source: Bloomberg

**Total UAE project awards saw a solid start to 2017, some awards of Expo 2020-related projects**



Source: MEED Projects, ADCB

**Positive contribution to headline GDP growth from non-oil sectors, though pace of expansion moderating**



Source: UAE National Bureau of Statistics, ADCB estimates

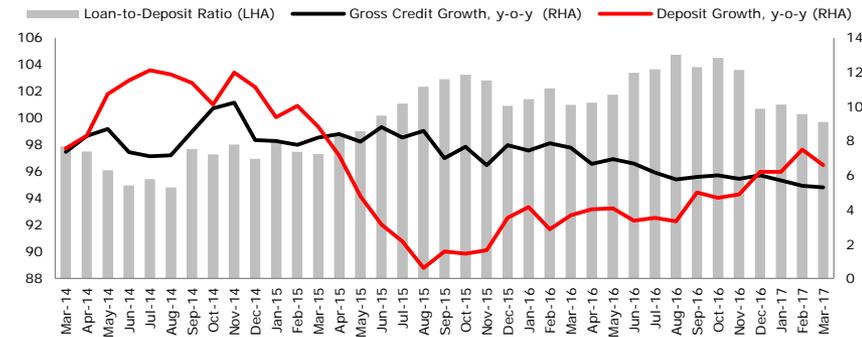
\* For US visa and permanent residency holders only

## UAE banks overview : Strong deposit growth, improved liquidity conditions

- ▶ UAE Banking sector is ranked largest in the GCC in terms of assets, comprises of 23 national banks and 35 foreign banks
- ▶ Interbank lending rate rises have moderated in 2017 as banking sector liquidity conditions have eased and have not fully reflected the 25 bps rate hike in March 2017. Funding from the debt capital markets (sovereign and corporate) helped to limit the upside pressure
- ▶ YoY Deposit growth (+6.6%) outstripped gross credit growth (+5.3%) since December 2016, resulting in improved liquidity conditions in the banking sector
- ▶ Government returned to being a net depositor to the banking sector in December 2016, largely due to a rise in government deposits. Government and GRE sectors (combined) were net depositors to the banking sector in March 2017
- ▶ Private sector credit growth has steadily slowed to 5% YoY in March 2017, down from 5.6% YoY in December 2016. The decelerating retail credit growth in 2017 in YoY terms has been particularly notable, from 5.3% YoY in December 2016 to 3.9% YoY in March 2017, with greater job uncertainties and losses in certain sectors
- ▶ Banking sector is well capitalised, with a CAR of 18.6% and Tier I of 16.9% as at 31 March 2017

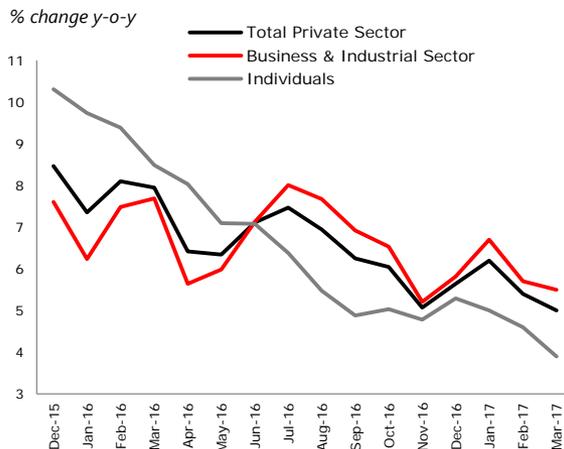
### Banking sector liquidity has improved from December 2016 as deposit growth outstrips credit growth

L-to-D ratio (LHA); % change y-o-y (RHA)



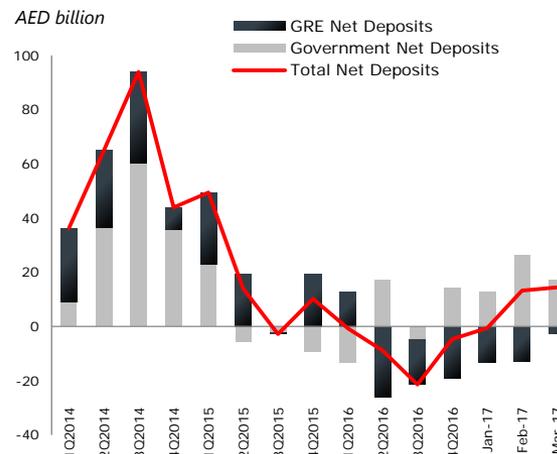
Source: Central Bank of UAE

### Private sector credit growth continues to decelerate with retail growth particularly seeing a slowdown



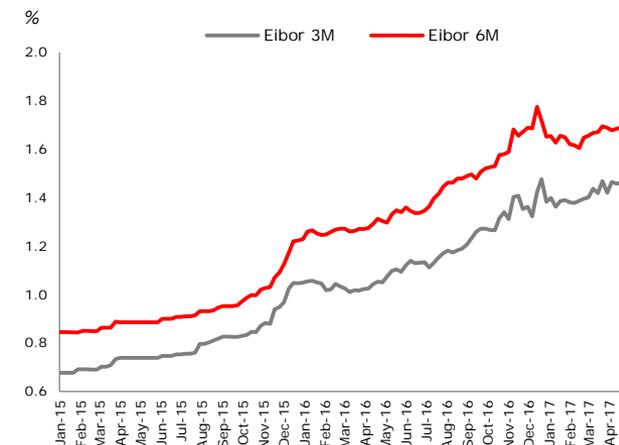
Source: Central Bank of UAE

### Government has been a net depositor to the banking sector from Q4'16; resulting in improved systemic liquidity



Source: Central Bank of UAE

### Pace of UAE interbank rate rises has moderated in 2017, partly reflecting the more comfortable banking sector liquidity



Source: Bloomberg

Macro overview

## Business overview

Our journey

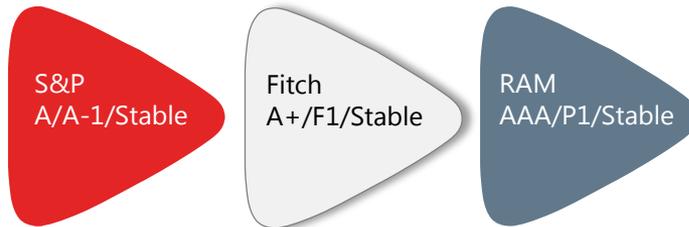
Financial highlights

Appendix

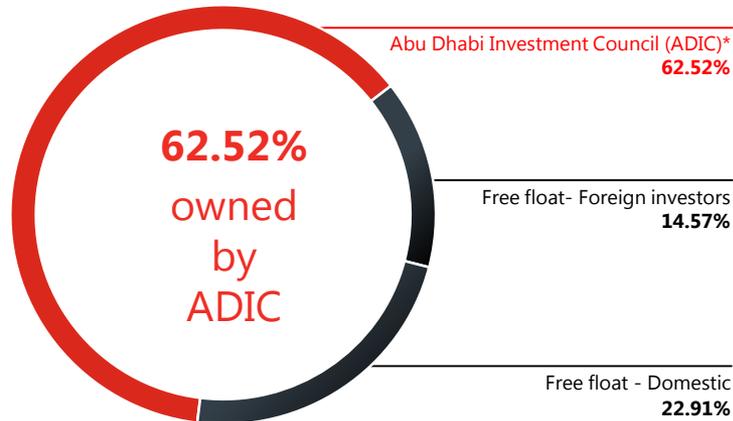
## ADCB overview

<b>ADCB franchise</b>	<b>March'17</b>	<b>Dec'16</b>
Market cap (AED billion)	<b>35</b>	36
Branch network (UAE)	<b>48</b>	48
Overseas branches <sup>1</sup>	<b>3</b>	3
Market share of loans, net (%)	<b>10.7</b>	10.8
Market share of deposits (%)	<b>10.1</b>	9.9

### Ratings



### Ownership structure



\* Following our buyback program concluded in January 2015, the Bank has cancelled 397,366,172 treasury shares. The new issued share capital is AED 5,198,231,209 (Effective 8 January 2017)

<sup>1</sup>Two branches in India and one branch in Jersey



## Core strengths (As at 31 March 2017)

Well-placed to benefit from UAE economic growth

Supportive principal shareholders

Strong domestic franchise with a well known and trusted brand

Measured growth, sustainable profitability

Robust capital ratios, stable liquidity & funding profile, healthy asset quality

Experienced management team and strong corporate governance culture

- ▶ Remain positive on UAE's medium term outlook, despite the softening economic activity
- ▶ Diverse economic base and strong FX reserves support the economic outlooks
- ▶ UAE is one of the best placed amongst the global oil exporters to withstand the lower oil price

- ▶ The Government (Abu Dhabi Investment Council) owns 62.52% of the issued share capital
- ▶ Long-standing government related corporate client base

- ▶ Broad portfolio of innovative consumer and wholesale products, customised cash management and trade finance solutions; key enablers for CASA growth
- ▶ Tailor made financing and risk management solutions that facilitate access to capital markets, investment solutions and structured products that meet clients' needs
- ▶ Strategic partnership with Bank of America Merrill Lynch
- ▶ Representative offices in London and Singapore

- ▶ Continue to grow our balance sheet in a granular and prudent manner in our core geography and core businesses
- ▶ Total assets increased 14% and net loans increased 6% year on year
- ▶ Q1'17 Net profit +8% YoY and +10% QoQ, with ROE of 16.1%
- ▶ In July 2016, S&P raised ADCB's stand-alone (SACP) credit profile to 'bbb+' from 'bbb' on account of strengthening business position and improving returns, coupled with more balanced earnings generation across different business segments

- ▶ Total CAR of 17.83%, Tier I capital ratio of 14.55% as at 31 March 2017
- ▶ Total customer deposits grew 10% year on year and CASA deposits comprised 44% of total deposits
- ▶ Net lender of AED 21 billion in the interbank markets
- ▶ Strong risk management culture, maintaining a rigorous control framework, NPL ratio of 2.69% and provision coverage ratio of 132.5%

- ▶ Management team has wealth of experience in international and regional institutions
- ▶ Regional leader in corporate governance, maintaining high standards with clear framework and policies emphasising transparency, integrity, accountability and fairness

## Our business segments



### Consumer Banking

- ▶ Covers retail, wealth management and Islamic operations
- ▶ Growth in consumer banking underpinned by an increased product offering, expansion of sales and distribution infrastructure and effective cross-selling
- ▶ Co-branded Visa Cards with Etihad Airways
- ▶ Touchpoints – Unique market leading rewards programme for customers



### Wholesale Banking

- ▶ Serves SMEs, mid-corporates, large corporations, financial institutions, public enterprises and government institutions
- ▶ Responsible for ADCB's 2 Indian branches, Jersey branch and representative offices in London and Singapore
- ▶ Award winning world class cash management services and solutions
- ▶ Strong digital online transaction banking platform
- ▶ Strategic relationship with Bank of America Merrill Lynch



### Treasury and Investments

- ▶ Manages liquidity and acts as the gateway for all financial market transactions with all counterparties including central banks and sovereign wealth funds
- ▶ Covers money market, FX, interest rates, currency, commodity derivatives and asset & liability management



### Property Management

- ▶ Includes real estate and property management activities
- ▶ Comprises real estate, property management and engineering services through subsidiaries Abu Dhabi Commercial Proprieties and Abu Dhabi Commercial Engineering Services
- ▶ Management of investment properties and ADCB rental income

## Our business segments provide a diversified revenue stream

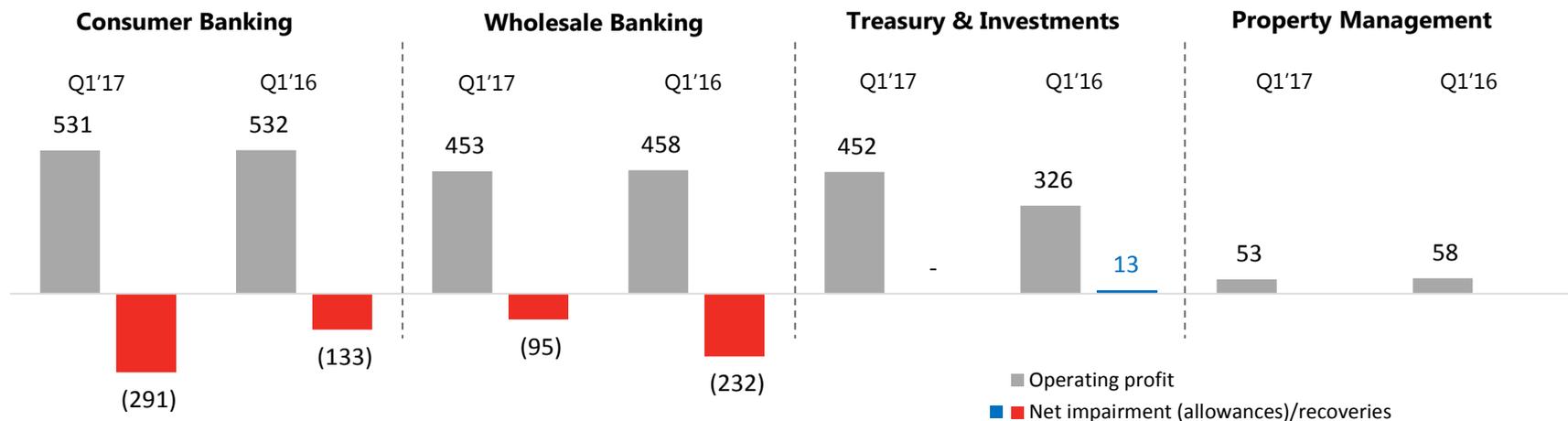
Percentage contribution to operating income

Total operating income = AED 2.229 billion



- ▶ Each business segment contributed to the strong underlying performance of the Bank
- ▶ Consumer Banking and Wholesale Banking comprised 45% and 29% of total operating income respectively in Q1'17
- ▶ Consumer Banking net impairment charges of AED 291 million were higher over Q1'16, primarily on account of lower releases in Q1'17
- ▶ Wholesale Banking net impairment charges of AED 95 million were significantly lower over Q1'16, primarily driven by lower impairment charges and higher recoveries recorded in Q1'17

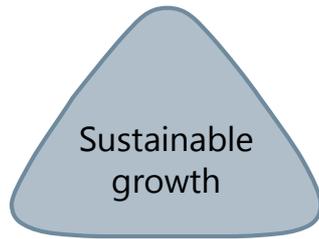
Operating profit and impairment allowances by business segment (AED million)



Leading through: Ambition + Discipline  
 Our strategy remains steady and consistent – sharp focus on serving the UAE

Our five strategic pillars

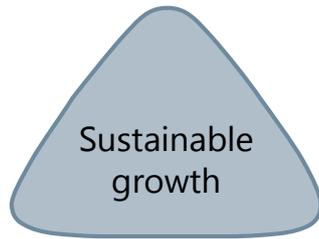
**1. Growth through a UAE-centric approach with controlled internationalisation**



93%

Gross loans within the UAE

**2. Stability through liability growth**



44%

CASA deposits/ Total deposits

**3. Maintain a culture of service excellence and efficiency**



#1

Achieved #1 position among our peers across our Wholesale, Mid Corporate, Treasury, SME, Institutional Clients Group, Private accounts and ADCB Securities segments<sup>1</sup>

**4. Manage our risk in line with pre-defined risk strategy**



0.78%

Cost of risk

**5. Success through staff**



9 years

Average time span of Executive management

<sup>1</sup> Source: 2016 survey conducted by independent third party research agencies for ADCB customers

## Recognised as a regional leader in corporate governance

### Highlights

- ▶ Adhere to the highest standards of corporate governance, reflecting local and international best practices
- ▶ Continuously enhance and improve governance principles and framework; emphasising transparency, integrity, accountability and fairness
- ▶ Governance structure headed by the Board, which has overall responsibility for guiding the Bank
- ▶ The Bank has a number of Board committees and management committees which oversee and monitor day to day activities of the Bank
- ▶ Reporting lines are an important part of governance structure:
  - **Group Chief Risk Officer** is independent and reports to the Board Risk & Credit Committee (BRCC)
  - **Group Chief Internal Auditor** is independent and reports to the Board Audit & Compliance Committee
  - **Group General Counsel and Board Secretary** is independent and has a dual reporting line to the Board and the CEO
- ▶ In 2013, Sir Gerry Grimstone was appointed as an independent Adviser to Board of Directors – Chairman of Standard Life and Deputy Chairman of Barclays PLC, to bring an independent perspective to the Bank's governance
- ▶ Aysha Al Hallami, first woman appointed to the Bank's Board of Directors in 2013, in line with international practices and the Bank's efforts to promote greater diversity at Board level

## Effective risk management is fundamental to our core strategy

Our risk appetite is approved by the Board

### Highlights

#### Credit Risk

- ▶ Monitor concentrations on a continuous basis by customer group, industry, geography and by credit profile
- ▶ Our discipline credit process resulted in:
  - The portfolio rating improving by one notch in 2016
  - In 2016, the 20 largest customer exposures constituted 35.38% of gross loans compared to 37.01% in 2015
  - in Q1'17, NPL and provision coverage ratios improved to 2.69% and 132.5% respectively

#### Liquidity and Funding Risk

- ▶ Manage LCR at levels higher than mandated by the Basel Committee
- ▶ As at 31 March 2017, LCR was 116% compared to UAE CB minimum requirement of 80% (2016 LCR: 129% compared to UAE CB requirement of 70%)
- ▶ Funding remains diversified, raised through both retail and wholesale operations. Strive to maintain a large portion of funding as sticky deposits
- ▶ Treasury Department ensures access to diverse sources of funding, including long-term funding such as debt securities and subordinated liabilities

#### Capital Risk

- ▶ At 17.83%, capital adequacy ratio remains strong and above UAE Central Bank hurdle rate
- ▶ Manage capital adequacy and the use of regulatory capital on a regular basis, employing techniques based on the guidelines developed by the Basel Committee and the CB of the UAE

#### Regulatory Risk

- ▶ Regulatory compliance is closely monitored by the Risk and Audit areas, under the oversight of Board-level committees
- ▶ There were no material incidents of regulatory non-compliance in 2016

## Leading Through Customer Centricity

### Highlights

#### ▶ Continue to invest in technology

- Opened our first digital banking centre “uBank” in Yas Mall, Abu Dhabi at the end of 2016
- Adoption and usage of the internet and mobile banking platforms continued to grow, with the percentage of active users reaching 51% for internet banking and 65% for mobile banking
- VoicePass, multi-lingual voice authentication system, has over 64,000 registered users, with 30% active users every month and over 1,100 authentications every day
- In 2016, 16.4 million payments were processed with a value of (AED 1.7 trillion), an increase of 19% year on year, with 93% straight through processing (STP) for electronic payments

#### ▶ Award winning cash management platform

- Received the “Five Star” status by Euromoney for our world-class cash management platform, based on extensive survey of client feedback, an accolade fewer than ten banks have earned worldwide

#### ▶ Strong brand

- Recognised as number 1 “Financial Services Brand” in the UAE according to MBLM Brand Intimacy Report in 2016 and amongst the “Top 10 Most powerful brands” in the Middle East by Brand Finance

#### ▶ Over 90% of retail financial transactions are conducted electronically

### UAE Top 10 Financial Services Brands

Brands	Quotient
 بنك أبوظبي التجاري ADCB	49.3
 Emirates NBD	41.1
 UAEXCHANGE	37.5
	36.4
	30.6
	29.2
	29.1
	24.6
 mashreq المشرق	24.2

Source: MBLM  
(<http://mblm.com/brandintimacy/industries/financial-services-uae/>)

### The 10 Most Powerful Brands in the Middle East

Brand Finance®	
 Emirates	BSI Score 87.3
 zain	BSI Score 81.8
 بنك أبوظبي التجاري ADCB	BSI Score 81.2
 Emirates NBD	BSI Score 79.8
 NBAD	BSI Score 79.3
 etisalat	BSI Score 79.3
 بنك دبي الإسلامي Dubai Islamic Bank	BSI Score 78.7
 سابك SABK	BSI Score 78.5
 QATAR AIRWAYS القطرية	BSI Score 77.6
 du	BSI Score 77.3

Source: Brand Finance

Customer-first culture  
We listen and respond to the needs of our customers

2,426

Service recovers following feedback from a fast feedback loop

22,100

Staff provided feedback on internal service providers

114,000

Customers spoken to for feedback

46

Live fast feedback loops

24

Service quality forums and customer experience working groups

2,444

Staff trained on service standards and Our Promise

24

Customer focus groups undertaken

5,177

Mystery shopping surveys

8

Processes fully re-engineered

236

Studies undertaken on the voice of the customer

Macro overview

Business overview

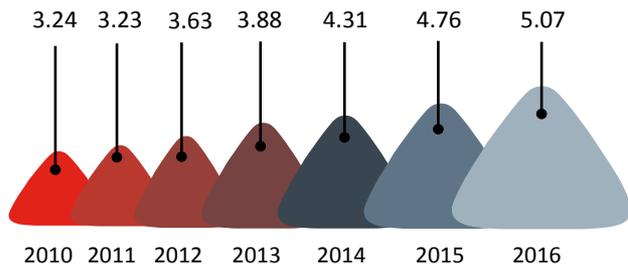
**Our journey**

Financial highlights

Appendix

## Our journey: Strong financial performance, delivering long term value for shareholders

Book value per share (AED)

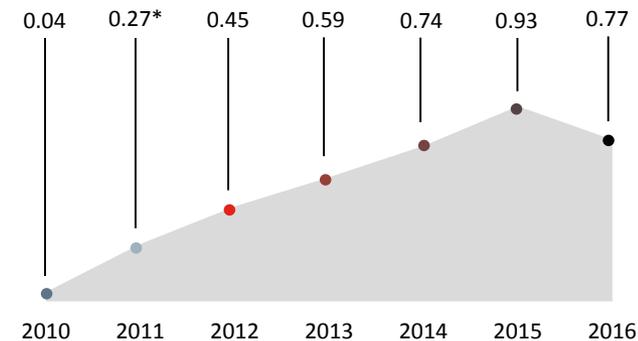


Total shareholder return (%)

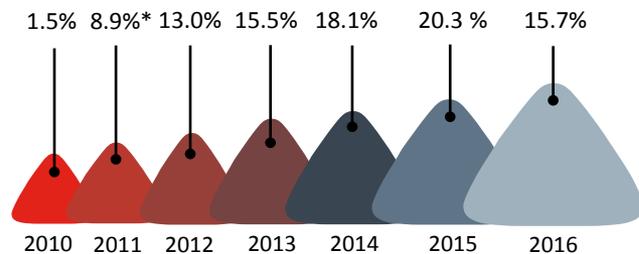
	ADCB	ADX	ADBF
1 Year	<b>11%</b>	11%	7%
5 Year	<b>214%</b>	137%	134%
7 Year	<b>453%</b>	123%	134%

Source: Bloomberg: ADCB, ADX: Abu Dhabi Exchange, ADBF: Banking Index  
As at 31 December 2016

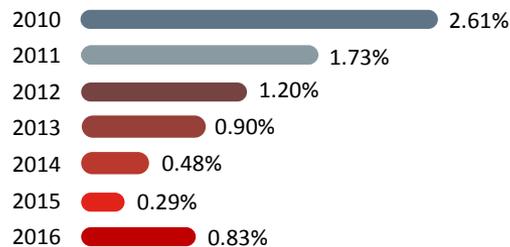
Basic earnings per share (AED)



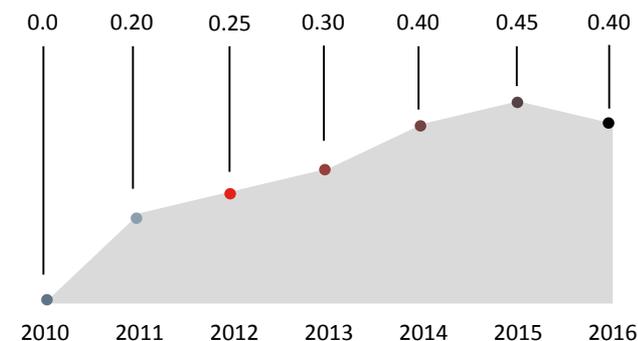
Return on average equity (%)



Cost of risk (%)



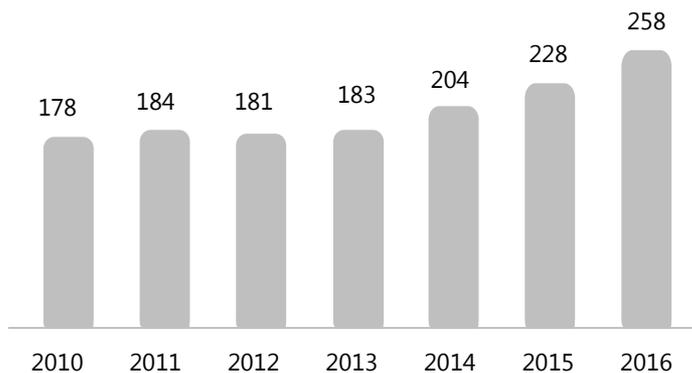
Dividend per share (AED)



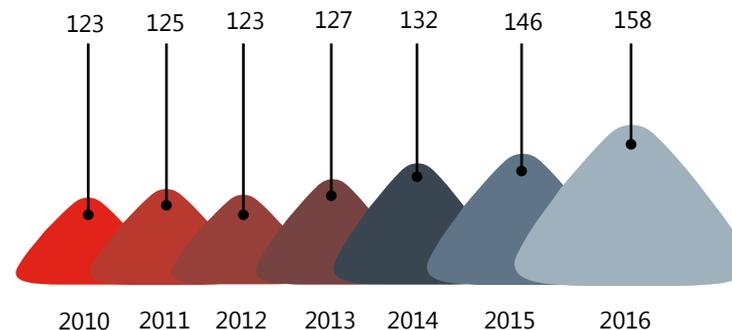
\* Normalised to reflect sale of investment in associate

## Our journey: Building on a proven strategy, delivering measured and profitable growth

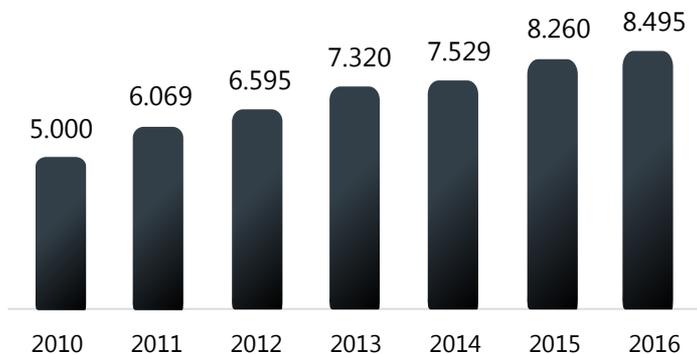
Total assets (AED billion)



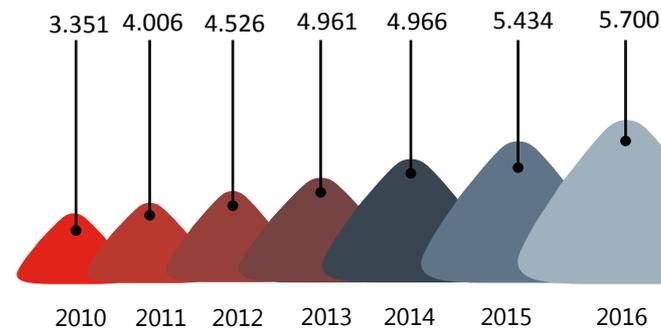
Net loans and advances\* (AED billion)



Operating income (AED billion)



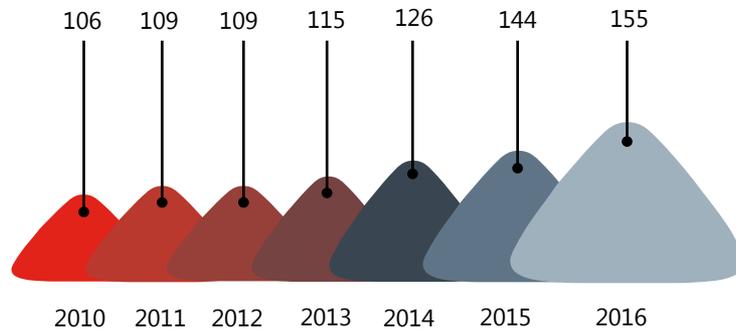
Operating profit (AED billion)



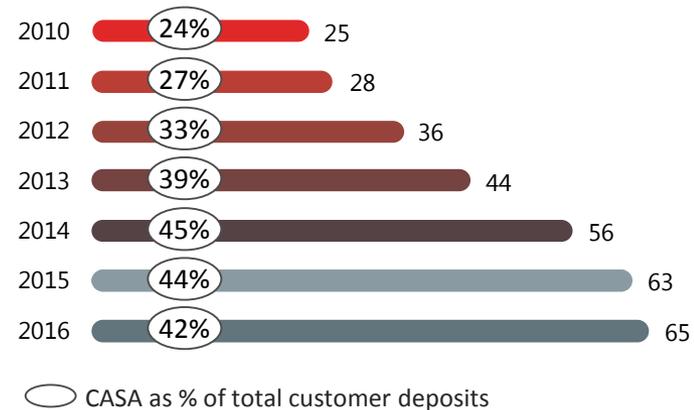
\*In June 2016, loans and advances to banks have been reclassified to "Deposits and balances due from banks, net" to better reflect the underlying nature of the business of the borrowers. Accordingly, net loans in 2015 were reclassified to conform to current period's presentation

## Our journey: Strong deposit gathering franchise, focus on growing CASA deposits

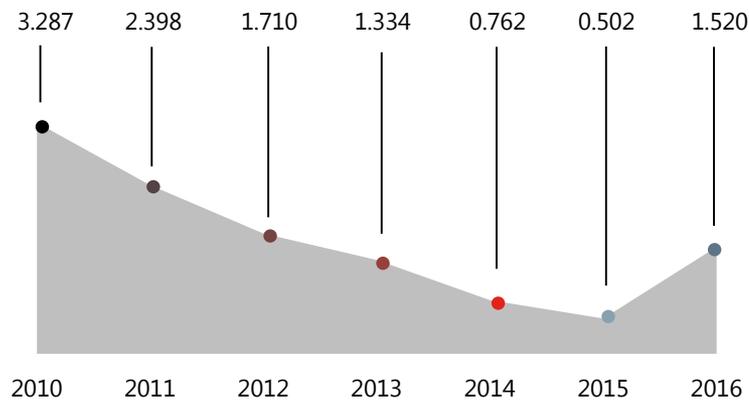
Customer deposits (AED billion)



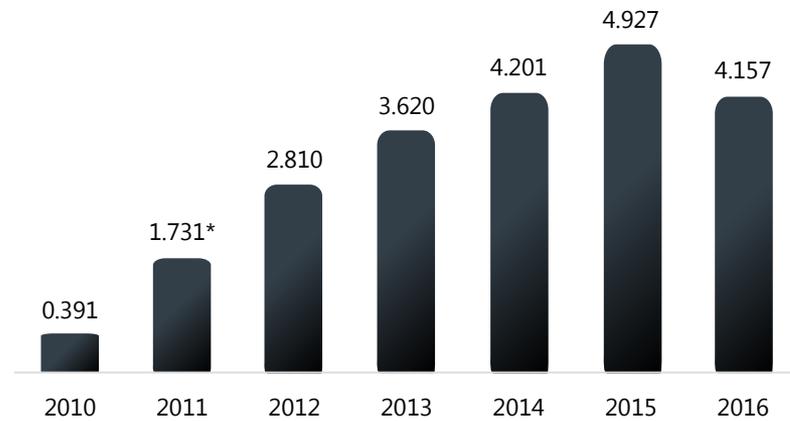
CASA deposits (AED billion)



Impairment allowance charge (AED billion)



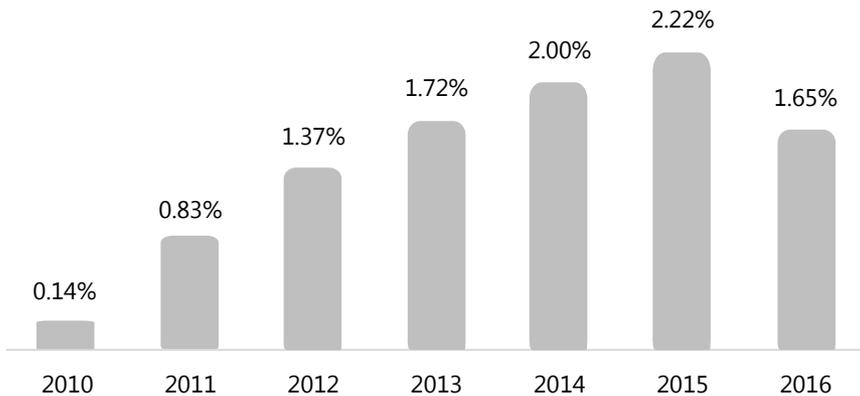
Net profit (AED billion)



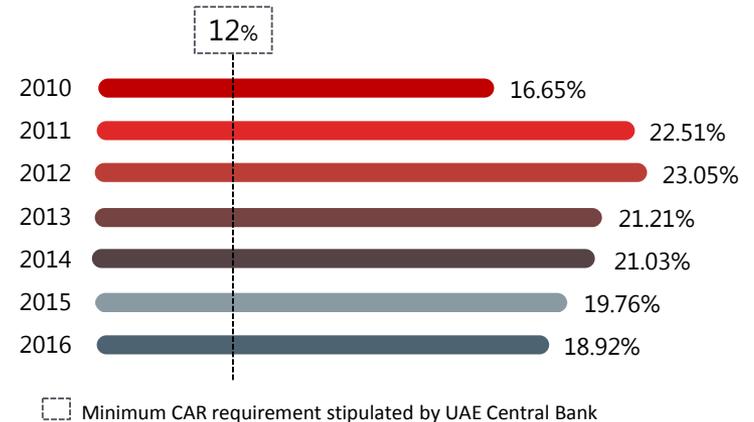
\* Normalised to reflect sale of investment in associate

## Our journey: Robust capital position, disciplined cost management

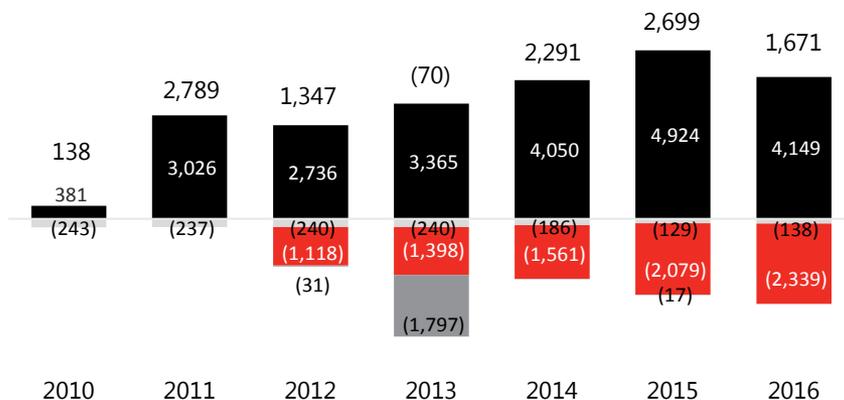
Return on average assets (%)



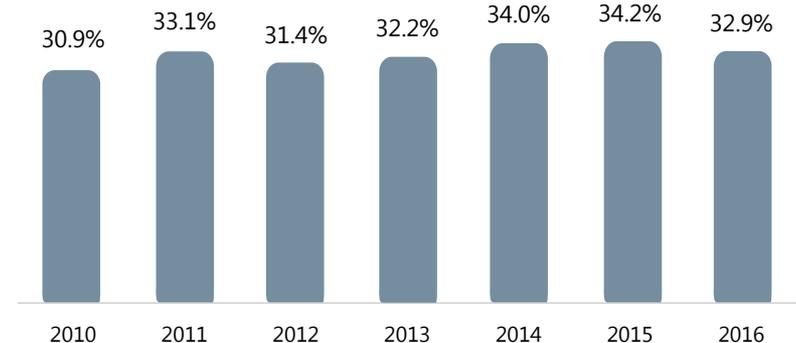
Capital adequacy ratio (%)



Capital generation (AED million)



Cost to income ratio (%)



- Share buy back
- Dividends paid
- Capital notes coupon paid
- Net profit attributable to equity holders of the Bank

Macro overview

Business overview

Our journey

**Financial highlights**

Appendix

## Q1'17 Financial highlights – Strong start to 2017

### High returns and disciplined cost management

Return on average equity  
**16.1%**

Cost to income ratio  
**33.2%**

### Well capitalised and strong liquidity profile

Capital adequacy ratio  
**17.83%**

Liquidity coverage ratio  
**116%**

- Strong operating performance
  - Q1'17 Net profit of AED 1.105 billion +8% YoY, EPS of AED 0.20 and ROAA of 1.60%
  - Robust interest income and non-interest income growth, +14% and +11% YoY
  - Operating expenses remained flat YoY, cost to income ratio improved 170 basis points YoY
- Resilient balance sheet, robust growth in customer deposits
  - Total assets at AED 264 billion +14% YoY, loans to customers +6% YoY
  - Deposits remain the major funding source +10% YoY, CASA 44% of total customer deposits
- Sound asset quality
  - NPL ratio stable at 2.7%, while provision coverage ratio improved to 132.5%

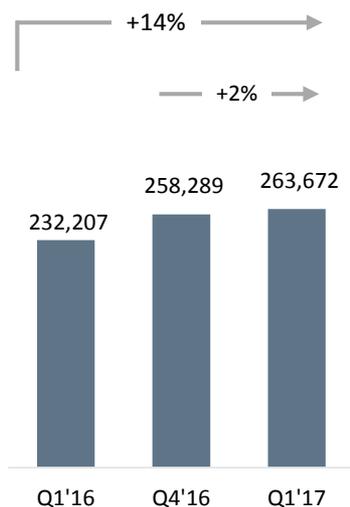
## Strong underlying performance

				Change %		
				QoQ	YoY	
<b>Income statement</b> (AED million)		Q1'17	Q4'16	Q1'16		
	Net interest and Islamic financing income	1,631	1,573	1,573	4	4
	Non - interest income	598	598	539	0	11
	Operating income	2,229	2,171	2,112	3	6
	Operating expenses	(740)	(729)	(738)	2	0
	Impairment allowances	(386)	(437)	(352)	(12)	10
	Net profit	1,105	1,004	1,021	10	8
<hr/>						
<b>Balance sheet</b> (AED million)		March'17	Dec'16	March'16	QoQ	YoY
	Total assets	263,672	258,289	232,207	2	14
	Net loans and advances	159,802	158,458	151,116 <sup>1</sup>	1	6
	Deposits from customers	162,362	155,442	147,333	4	10
<hr/>						
<b>Metrics</b> (%)		March'17	Dec'16	March'16	bps	bps
	CAR (Capital adequacy ratio)	17.83	18.92	18.09	(109)	(26)
	Tier I ratio	14.55	15.66	14.74	(111)	(19)
	Loan to deposit ratio	98.4	101.9	102.6	(350)	(420)
	Liquidity coverage ratio	116	129	-	(1,300)	-
		Q1'17	Q4'16	Q1'16	bps	bps
	Return on average equity	16.1	15.5	16.0	60	10
Net interest margin	2.86	2.85	3.22	1	(36)	
Cost to income ratio	33.2	33.6	34.9	(40)	(170)	

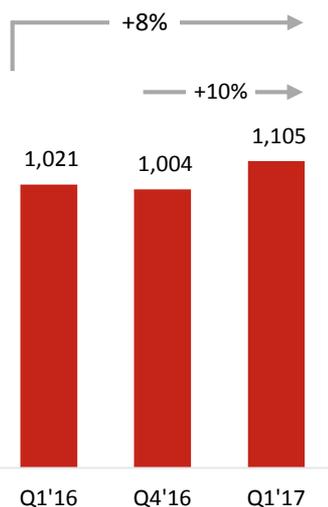
<sup>1</sup> In Q2'16, loans and advances to banks were reclassified to "Deposits and balances due from banks, net" to better reflect the underlying nature of the business of the borrowers. Accordingly, comparative amounts pertaining to previous periods were reclassified to conform to current period's presentation.

## Measured growth with sustained focus on profitability

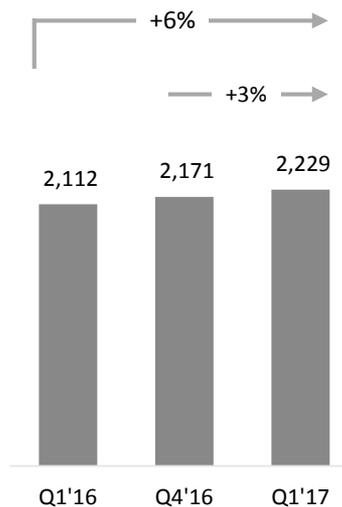
Increase in net profit driven by healthy volumes, strong non-interest income and a well managed cost base



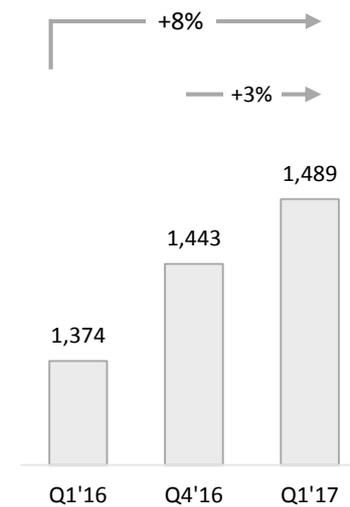
Total assets  
(AED million)



Net profit  
(AED million)



Operating income  
(AED million)



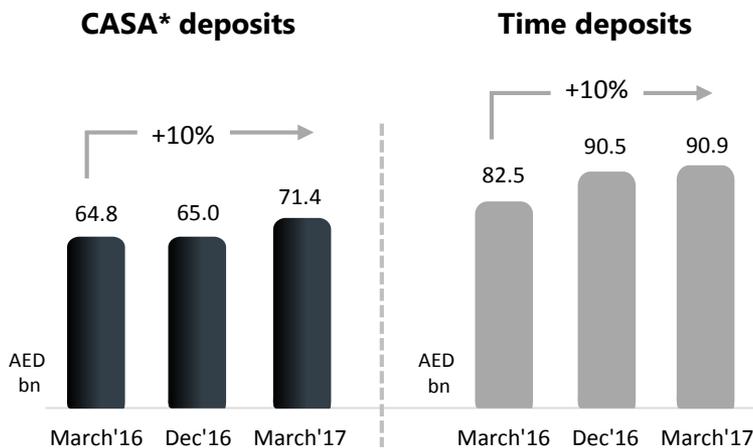
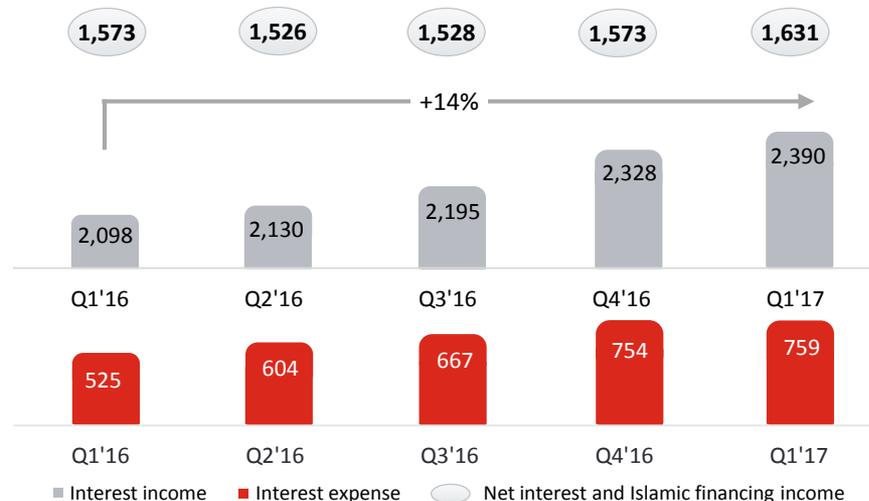
Operating profit  
(AED million)

## Rising cost of funds reflective of higher benchmark rates

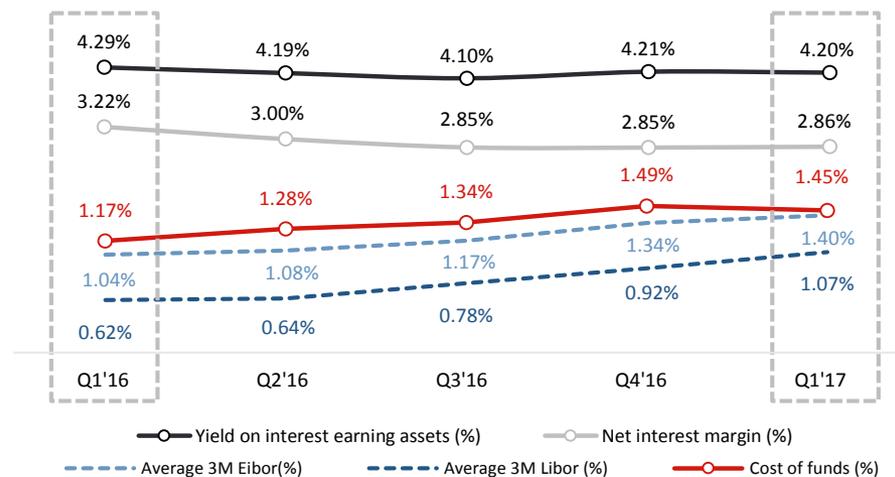
### Highlights

- ▶ Interest and Islamic financing income increased 14% year on year to AED 2,390 million, driven by a 16% increase in average interest earning assets. This was achieved in the absence of higher interest in suspense reversals that benefited Q1'16, which were not repeated in Q1'17
- ▶ Net interest income of AED 1,631 million was up 4% year on year, impacted by higher funding costs
- ▶ Cost of funds increased to 1.45% from 1.17% in Q1'16 and interest bearing liabilities increased 17% year on year
- ▶ CASA and time deposits grew 10% year on year to AED 71 billion and AED 91 billion respectively
- ▶ NIMs contracted to 2.86% from 3.22% in Q1'16, yet remained stable over the last three quarters

### Net interest and Islamic financing income (AED million)



### Evolution of yields (%)



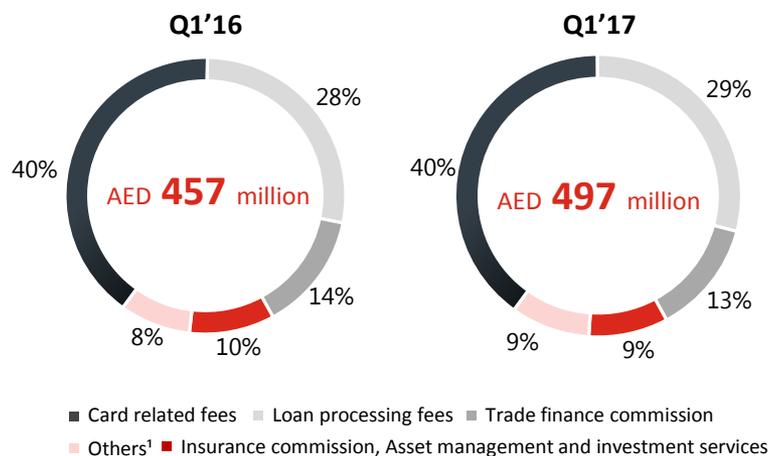
\*CASA: Current and Savings account

## Robust growth in non-interest income providing a diversified revenue stream

### Highlights

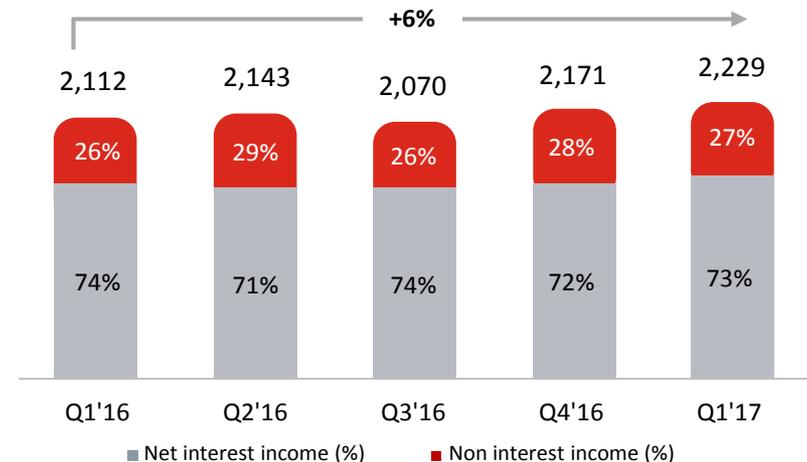
- ▶ Operating income of AED 2,229 million, increased 6% year on year and 3% quarter on quarter
- ▶ Non-interest income accounted for 26.8% of operating income in Q1'17 compared to 25.5% in Q1'16
- ▶ Non-interest income of AED 598 million, increased 11% year on year and was stable quarter on quarter
- ▶ Net fees and commission income of AED 373 million was up 4% year on year, primarily on account of loan processing fees, which grew 12% over Q1'16
- ▶ Trading income of AED 166 million increased 36% year on year, mainly driven by higher FX gains and derivative income

### Gross fee income breakdown (AED million)

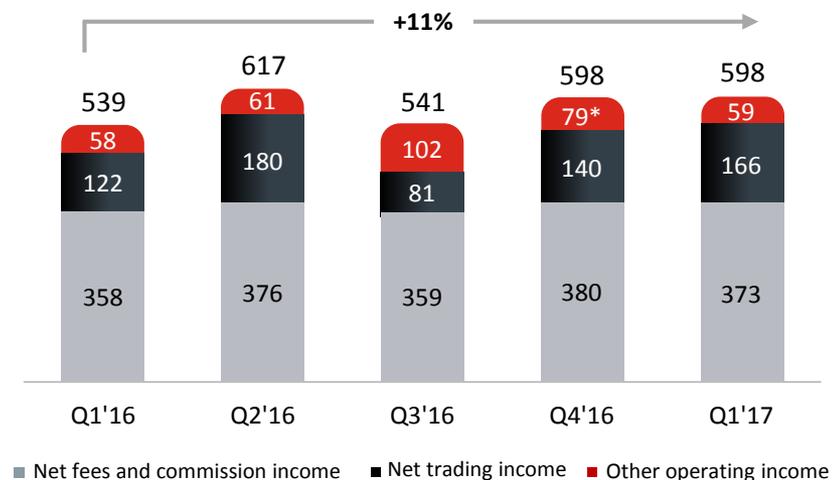


<sup>1</sup> Others include brokerage, fees from accounts related activities and other fees

### Operating income (AED million)



### Non-interest income (AED million)



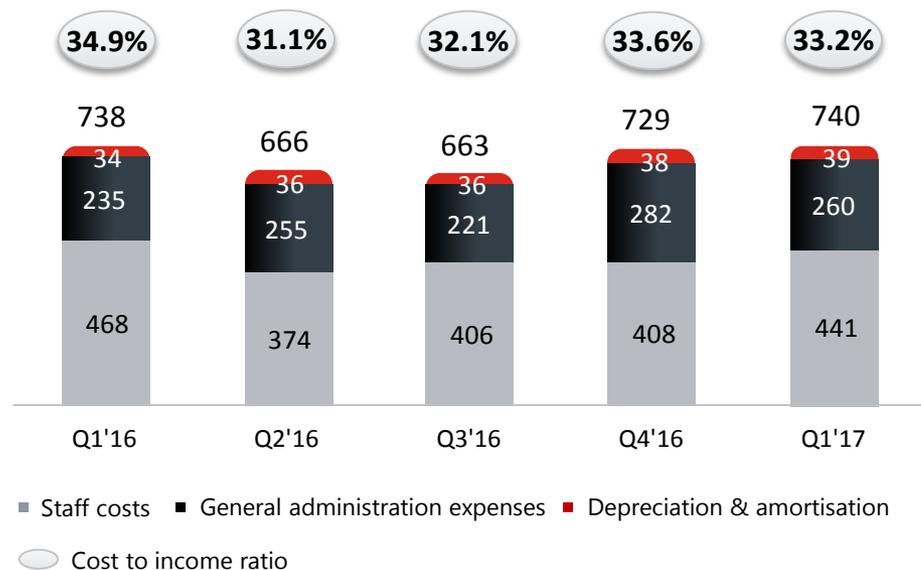
\* Other income includes revaluation of investment properties of AED 16 million in Q4'16

## Strict cost control management resulted in an improved cost to income ratio

### Highlights

- ▶ Efficiently managed cost base, while continuing to reinvest in the business
- ▶ Cost to income ratio within our target range
- ▶ Operating expenses of AED 740 million remained flat year on year, resulting in a cost to income ratio of 33.2% for the quarter, compared to 34.9% in Q1'16
- ▶ Staff expenses were 60% of total operating expenses compared with 63% in Q1'16

Operating expenses (AED million)

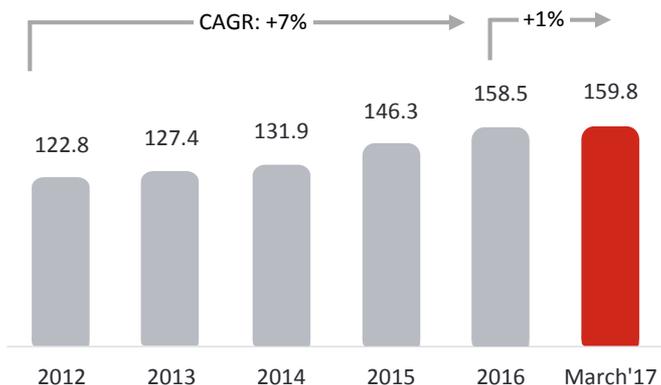


## Healthy loan growth +6% and Islamic financing assets +25% YoY

### Highlights

- ▶ Net loans to customers increased 6% year on year to AED 159,802 million, compared to system wide growth of 5.0% year on year
- ▶ Net loans to customers comprised 61% of total assets (2016: 61%)
- ▶ Consumer Banking loans comprised 45% and Wholesale Banking loans comprised 55% of net loans
- ▶ 93% of loans were within the UAE in line with the Bank's UAE centric strategy
- ▶ 57% of loans (gross) were in Abu Dhabi, 30% were in Dubai and 7% in other Emirates as at 31 March 2017
- ▶ Personal loans comprised 25% of gross loans (2016: 25%)
- ▶ Islamic Banking continued to be a key driver of growth, with net Islamic financing assets up 25% year on year at AED 19,304 million as at 31 March 2017

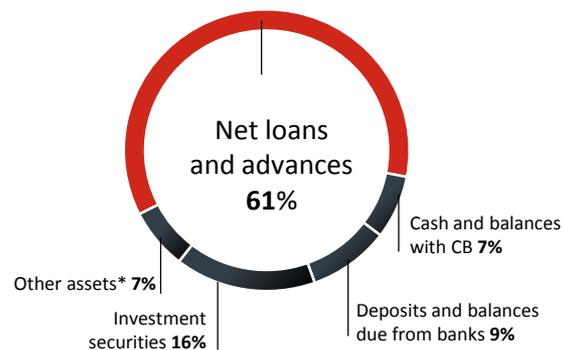
### Net loans and advances (AED billion)



### Composition of assets

March'17

Total assets = AED 263,672 million

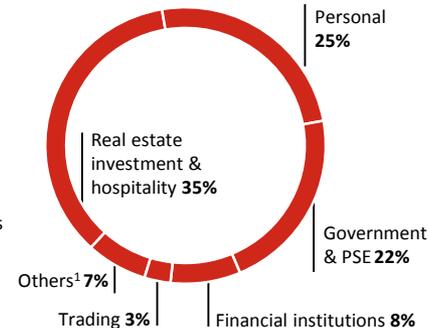


\* Other assets include derivative financial instruments, investments in associate, investment properties, property and equipment (net), intangible assets and reverse repo placements

### Gross loans by economic sector

March'17

Gross loans = AED 165,814 million



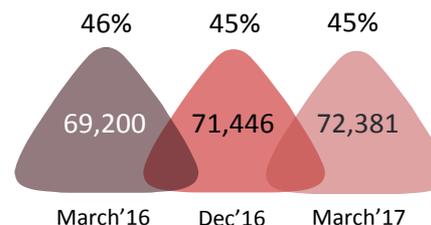
¹ Others include agriculture, energy, transport, manufacturing and services

### Net loans by business segment (AED million)

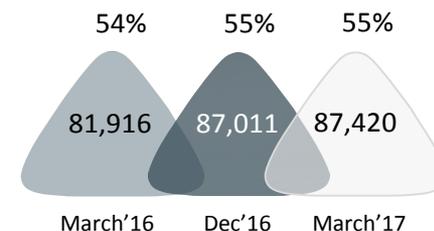
March'17

Net loans = AED 159,802 million

#### Consumer Banking



#### Wholesale Banking



Consumer banking includes retail and high net worth individuals and their businesses

## Attracting customer deposits faster than the industry Customer deposits +10% and Islamic deposits +13% YoY

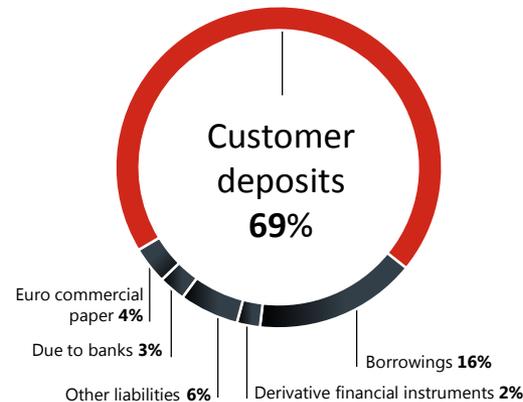
### Highlights

- ▶ Customer deposits increased 10% year on year to AED 162,362 million, compared to system wide growth of 6.6% year on year
- ▶ Customer deposits comprised 69% of total liabilities (2016: 68%)
- ▶ CASA comprised 44% of total customer deposits
- ▶ Consumer Banking deposits comprised 33%, Wholesale Banking deposits comprised 40% and Treasury comprised 27% of total customer deposits
- ▶ Total Islamic deposits increased 13% year on year to AED 13,112 million as at 31 March 2017

### Composition of liabilities

March'17

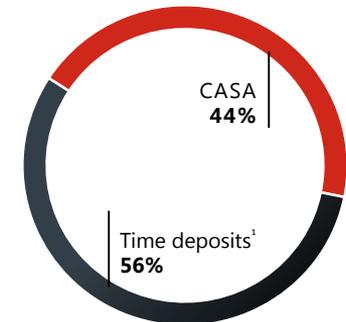
Total liabilities = AED 234,133 million



### Customer deposit breakdown

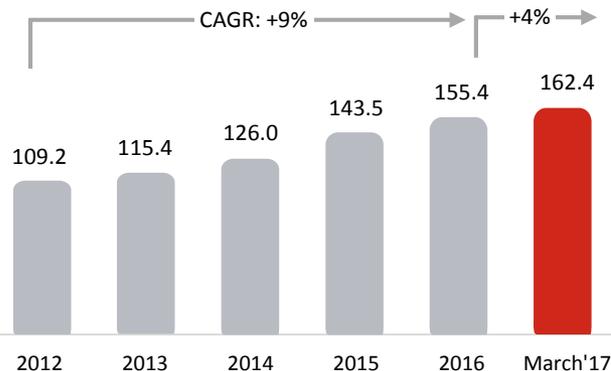
March'17

Customer deposits = AED 162,362 million

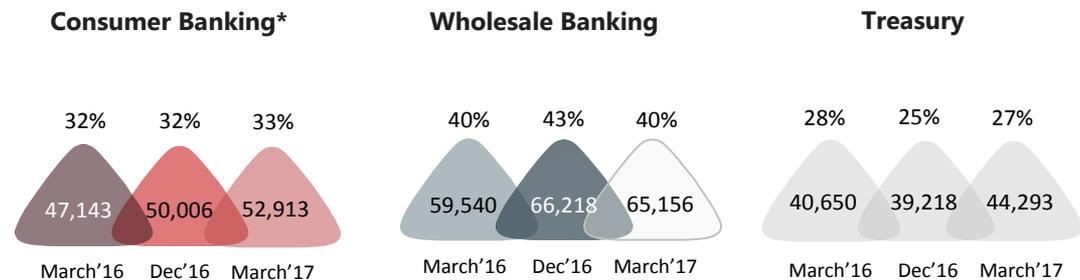


<sup>1</sup> Time deposits include long-term government and Murabaha deposits

### Customer deposits (AED billion)



### Contribution to total deposits by business segment (AED million)

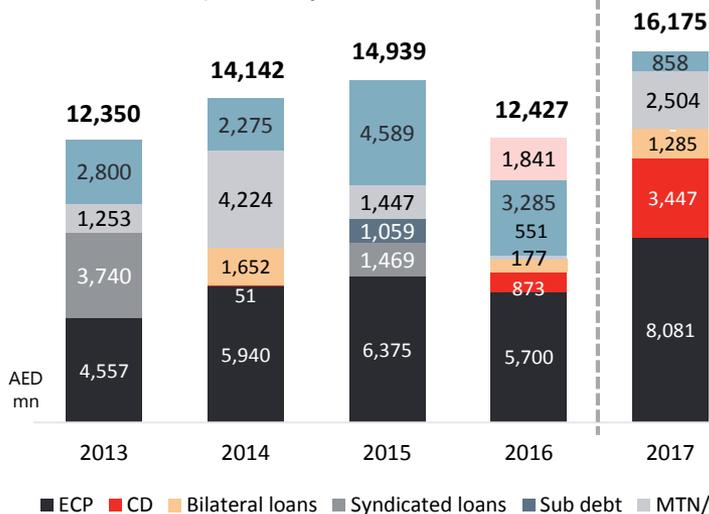


\* Consumer banking includes retail and high net worth individuals and their businesses

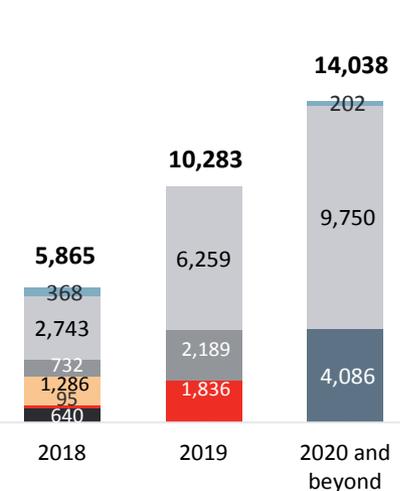
## Wholesale funding and maturity profile

### Diversified sources of funding by markets, tenors, currencies and products

Historic maturity profile (2013-2016)  
as at previous year ends



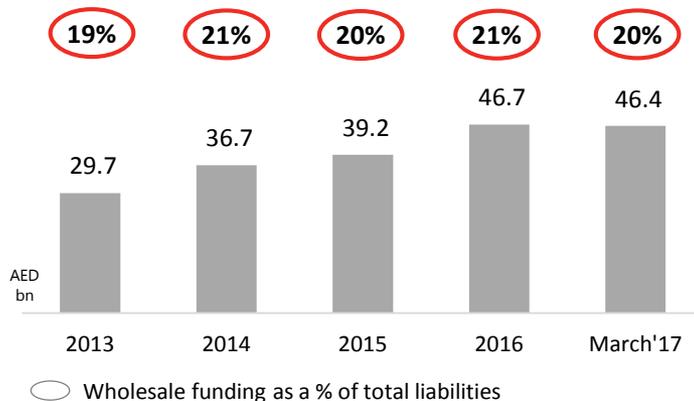
Maturity profile  
as at 31 March 2017



Wholesale funding split as at 31 March 2017

Source of funds	AED million
GMTN/EMTN	21,255
Subordinated debt	4,086
Euro Commercial paper	8,721
Borrowings through repurchase agreements	1,429
Bilateral loans	2,571
Syndicated loans	2,921
Certificate of Deposits	5,378
<b>Total</b>	<b>46,361</b>

Wholesale funding including Euro commercial paper



- ▶ Maintain a well-diversified funding structure to ensure that funding is available to meet all obligations
- ▶ To achieve our funding objectives, the Bank maintains a variety of sources of wholesale funds, as well as a large deposit base

AED **46 billion** Wholesale Funding

AED **162 billion** Customer Deposits

- ▶ Our world-class cash management platform continues to deliver strong CASA growth, supporting the Bank's funding needs

**95%** of cash management clients who banked with us in 2011 are still customers today

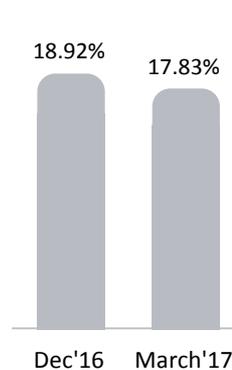
- ▶ Net lender of **AED 21 billion** in the interbank markets

## Robust capital ratios and high liquidity levels maintained

### Highlights

- ▶ As at 31 March 2017, the Bank's capital adequacy ratio (Basel II) and Tier I ratios were 17.83% and 14.55% respectively, post dividend payment of AED 2.1 billion
- ▶ Core Tier I ratio was 12.54%, and total risk weighted assets were AED 199 billion
- ▶ Liquidity coverage ratio (LCR) at 31 March 2017 stood at 116%, compared to a minimum ratio of 80% prescribed by UAE Central Bank. ADCB was amongst the first banks approved by the Central Bank to publish the LCR ratio
- ▶ Liquidity ratio was 25.7% compared to 26.0% in December 2016
- ▶ Customer deposit growth outpaced loan growth, resulting in an improved loan to deposit ratio of 98.4% compared to 101.9% as at 31 December 2016

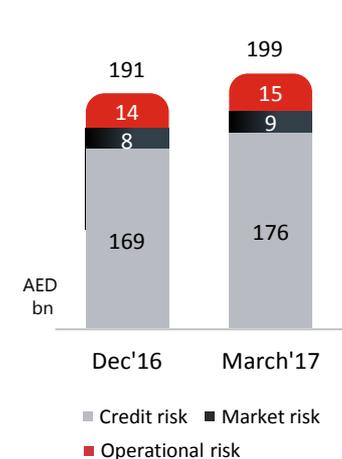
### Capital adequacy ratio



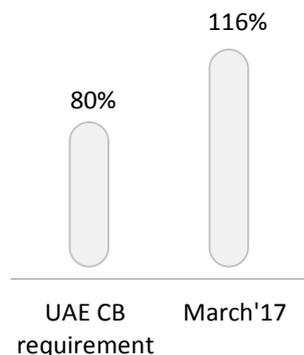
### Tier I and core tier I ratios



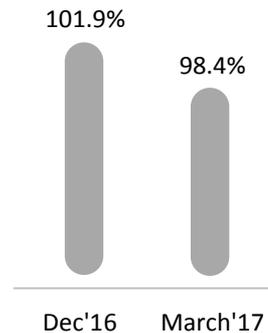
### Risk weighted assets



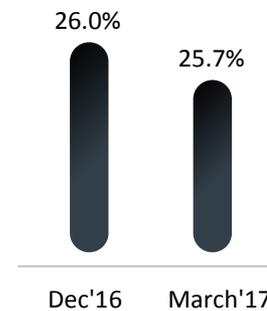
### Liquidity coverage ratio



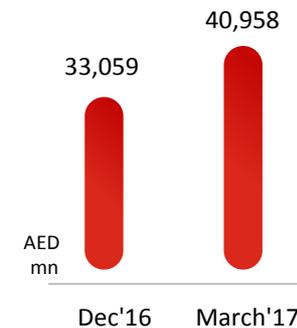
### Customer loan to deposit ratio



### Liquidity ratio\*



### Investment securities



\*Liquid assets include cash and balances with Central Banks, deposits and balances due from banks, reverse repo placements, trading securities, and liquid investments (excluding unquoted investments)

Liquidity ratio: liquid assets/total assets

## Investment securities, 99% of total portfolio invested in bonds

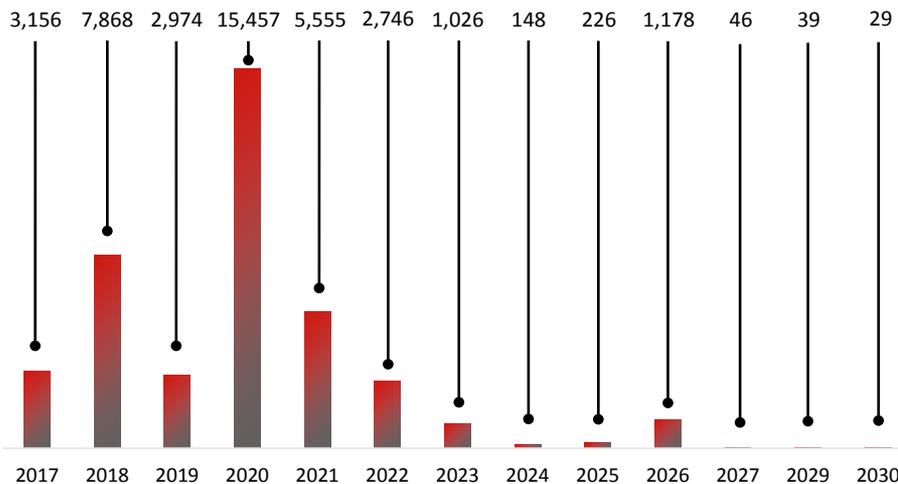
### Highlights

- ▶ Investment securities increased to AED 40,958 million as at 31 March 2017, mainly attributable to increase in UAE government bonds
- ▶ 99% of the total portfolio was invested in bonds issued by government, public sector, banks, financial institutions and corporate
- ▶ Average life of the investment securities portfolio is 3.3 years
- ▶ 80% invested in the UAE and other GCC countries

### Portfolio summary:

- ▶ 58% of the portfolio is invested in Government securities
- ▶ Non Government bond portfolio – 42% of total portfolio
  - Rated A- or better: 54%
  - Rated Investment grade (i.e. BBB+ to BBB-): 35%
  - Rated below IG (BB+ and below including unrated): 11%

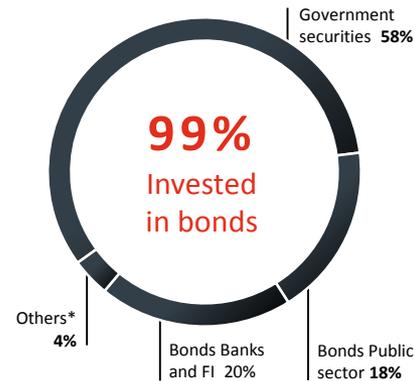
### Maturity profile of investment securities portfolio (AED million)\*



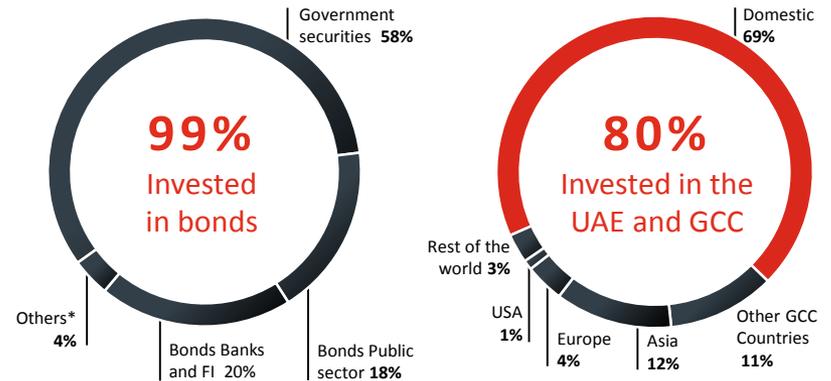
\* Excluding investments in equity and funds

### Investments

#### By issuer



#### By region

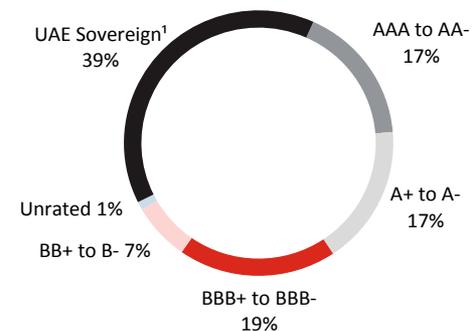


\* Include corporate bonds, equity instruments and mutual funds

### Total bond portfolio = AED 40,447 million

#### Credit ratings as at 31 March 2017

(Standard & Poor's, or equivalent of Fitch or Moody's)



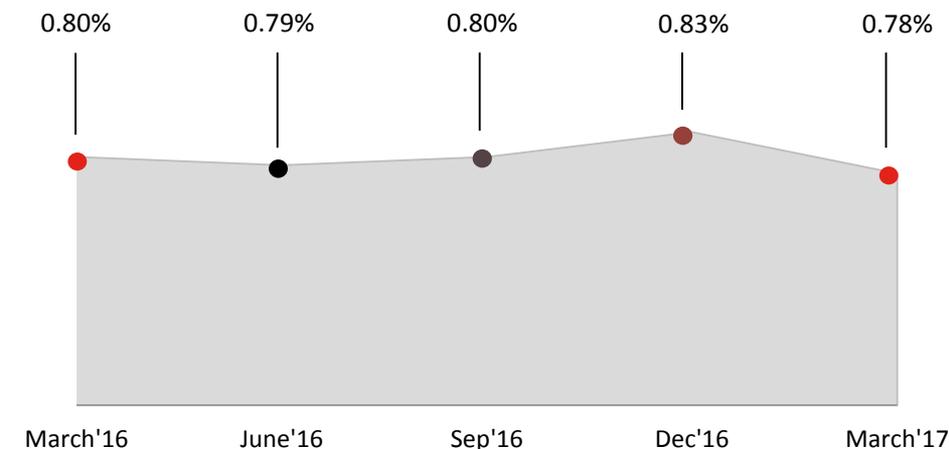
<sup>1</sup> UAE Sovereign internal rating mainly in Grade 2 and maps to external rating between AA to A

## Stable asset quality indicators in a challenging operating environment

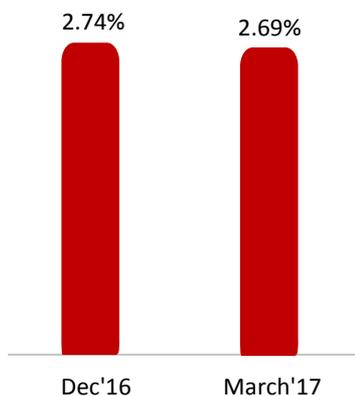
### Highlights

- ▶ Non-performing loans (NPL) and provision coverage ratios were 2.69% and 132.5% respectively, compared to 2.74% and 129.9% as at 31 December 2016
- ▶ Non-performing loans were AED 4,569 million compared to AED 4,600 million as at 31 December 2016. Cost of risk was 0.78% compared to 0.83% in 2016, reflective of our prudent approach to challenging market conditions
- ▶ Total loan impairment charges, net of recoveries amounted to AED 386 million in Q1'17, compared to AED 365 million in Q1'16
- ▶ Collective impairment allowance balance was AED 3,164 million and 1.80% of credit risk weighted assets, above the minimum 1.5% stipulated by the UAE Central Bank. Individual impairment allowance balances were AED 2,949 million as at 31 March 2017

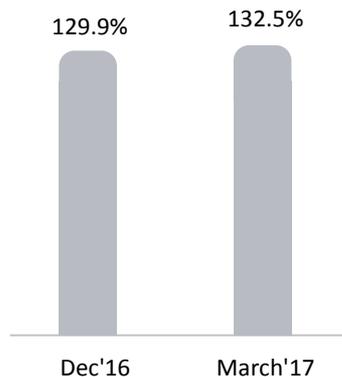
### Cost of risk



### Non-performing loan ratio

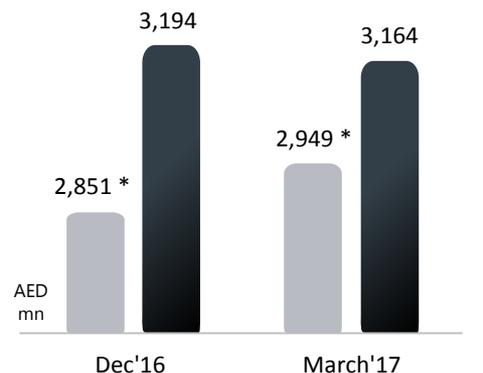


### Provision coverage ratio<sup>1</sup>



<sup>1</sup> Excludes Dubai World exposure and related provision as the client is performing since 2011 in accordance with the new restructured terms

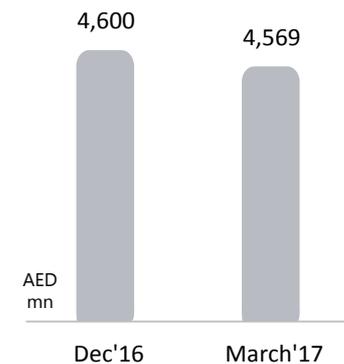
### Impairment allowances (Includes impairment allowances to banks)



■ Individual impairment ■ Collective impairment

\* Includes provision for Dubai World exposure

### Non-performing loans



Macro overview

Business overview

Our journey

Three year journey

**Appendix**

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## S&P Global Ratings

"Abu Dhabi Commercial Bank (ADCB)'s business position has strengthened in recent years, and we have reassessed its stand-alone credit profile (SACP) to 'bbb+' from 'bbb'."

"Over recent years, the bank has demonstrated a track record of improving returns, coupled with more balanced earnings generation across different business segments. In our view, the management team's execution capabilities are well reflected in the bank's key financial and business metrics, which have improved substantially."

"The stable outlook on ADCB reflects our expectation that the bank's business and financial profiles will remain largely unchanged over the next two years, despite our expectation of a gradual weakening of operating conditions in the United Arab Emirates."

---

## FitchRatings

"ADCB's VR reflects the bank's solid commercial franchise, experienced management, good capital buffers, sound profitability metrics underpinned by eased provision charges, adequate liquidity position, a modest proportion of impaired loans and its full coverage by reserve."

(22 February 2017)

"Capital ratios have improved significantly since 2010 due to a series of capital strengthening measures, including higher retained earnings."

(4 August 2016)

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Extracts from latest reports issued by Standard & Poor's (18 July 2016) and Fitch Ratings (22 February 2017) on ADCB

Note: These quotes are excerpts from Standard & Poor's and Fitch reports, and are qualified by the full reports which investors should refer to.

Credit ratings may not reflect all risks and are subject to change at any time

## 2017 Awards

“Best Business Change or Transformation – Delivery of a Great Customer Experience Through Change” for Operational Excellence Framework ‘SIMPLearn’

Gulf Customer Experience Awards

“Innovative Approach to Emiratisation to Deliver Exceptional Customer Experience” for Tamooha

Gulf Customer Experience Awards

“Best Trade Finance Bank in The U.A.E ”

Global Finance

“Best Insight and Feedback – Listening to Customers to Create an Impact” for Customer Experience and Research

Gulf Customer Experience Awards

“Five Star Cash Manager ”

Euromoney

“Best Contact Centre in the Region” for Contact Centre

Gulf Customer Experience Awards

“Best Employee Engagement in Financial Services” for the Human Resources Team

Gulf Customer Experience Awards

“Best Supply Chain Finance Bank in the Middle East”

Global Finance

“Mohammed Bin Rashid Al Maktoum Business Innovation Award”

“The Mohammed Bin Rashid Al Maktoum Business Innovation Awards”

“Outstanding Award for Business Innovation”

“The Mohammed Bin Rashid Al Maktoum Business Innovation Awards”

## Balance sheet

AED million	March'17	Dec'16	Change %
Cash and balances with central banks	19,234	19,262	(0)
Deposits and balances due from banks, net#	24,301	24,664	(1)
Reverse-repo placements	324	1,525	(79)
Investment securities	41,587	33,478	24
Loans and advances to customers, net	159,802	158,458	1
Other assets*	18,424	20,903	(12)
<b>Total assets</b>	<b>263,672</b>	<b>258,289</b>	<b>2</b>
Due to banks	6,301	3,843	64
Deposits from customers	162,362	155,442	4
Euro commercial paper	8,721	8,729	(0)
Borrowings	37,640	38,015	(1)
Other liabilities**	19,110	21,910	(13)
<b>Total liabilities</b>	<b>234,133</b>	<b>227,938</b>	<b>3</b>
Total shareholders' equity	29,539	30,351	(3)
Non -controlling interests	0	0	NM
<b>Total liabilities and shareholders' equity</b>	<b>263,672</b>	<b>258,289</b>	<b>2</b>

Note: #Deposits and balances due from banks include AED 3.7 bn as at March 31, 2017 (AED 3.6 bn as at December 31, 2016) of loans to banks that were earlier reported under loans and advances to customers, net.

\*Other assets include derivative financial instruments, investment in associate, investment properties, property and equipment (net), intangible assets.

\*\*Other liabilities include derivative financial instruments.

## Income statement

AED million	Q1'17	Q1'16	Change %
Interest income and income from Islamic financing	2,390	2,098	14
Interest expense and profit distribution	(759)	(525)	45
<b>Net interest and Islamic financing income</b>	<b>1,631</b>	<b>1,573</b>	<b>4</b>
Net fees and commission income	373	358	4
Net trading income	166	122	36
Other operating income	59	58	0
<b>Non interest income</b>	<b>598</b>	<b>539</b>	<b>11</b>
<b>Operating income</b>	<b>2,229</b>	<b>2,112</b>	<b>6</b>
Staff expenses	(441)	(468)	(6)
Other operating expenses	(260)	(235)	11
Depreciation	(39)	(34)	13
<b>Operating expenses</b>	<b>(740)</b>	<b>(738)</b>	<b>0</b>
<b>Operating profit before impairment allowances &amp; taxation</b>	<b>1,489</b>	<b>1,374</b>	<b>8</b>
Impairment allowances	(386)	(352)	10
Share in profit of associate	3	2	NM
Overseas income tax expense	(1)	(2)	(73)
<b>Net profit</b>	<b>1,105</b>	<b>1,021</b>	<b>8</b>
<b>Attributed to:</b>			
Equity holders of the Parent	1,105	1,020	8
Non-controlling interests		1	
<b>Net Profit</b>	<b>1,105</b>	<b>1,021</b>	<b>8</b>

# Leading Through

AMBITION + DISCIPLINE



## ADCB Investor Relations

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