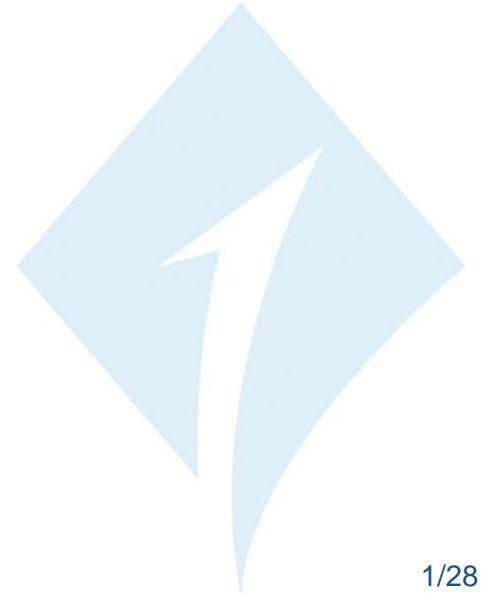


First Gulf Bank Profile

Based on March' 2013 Financials



- **General Overview**

- Financial Review
- Business Review
- Shareholder Information

First Gulf Bank Overview

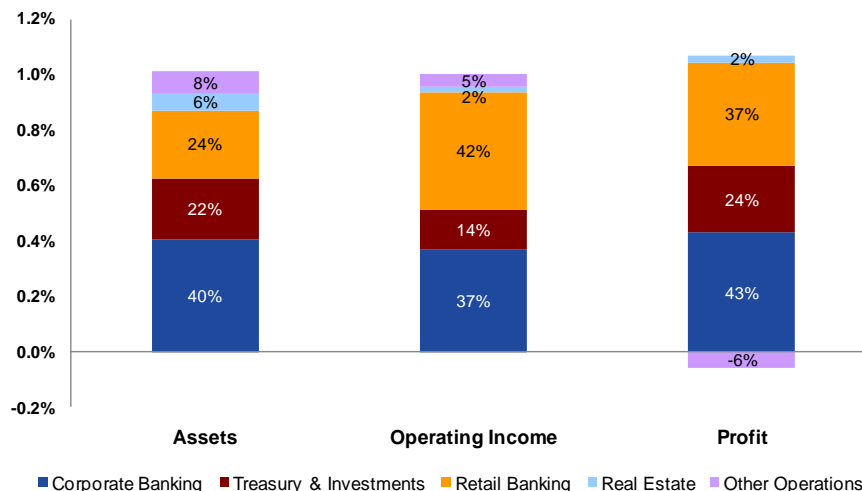


بنك الخليج الأول
First Gulf Bank

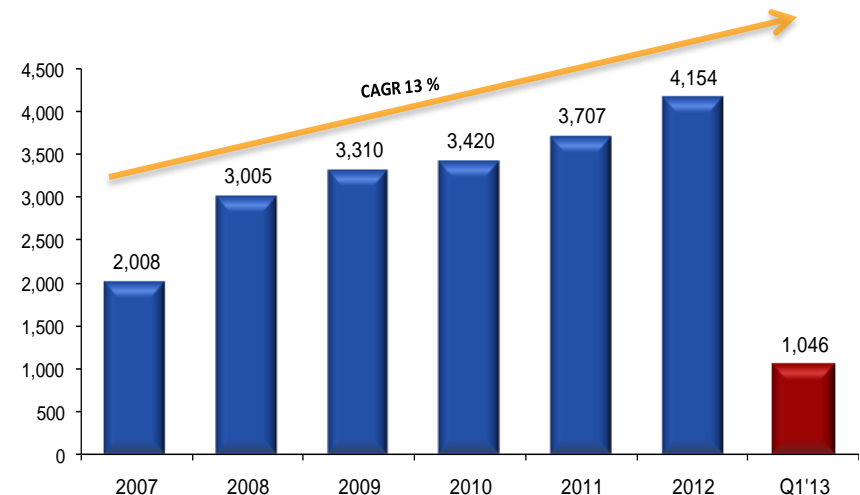
- ◆ Incorporated in 1979 and headquartered in Abu Dhabi. Majority owned by ruling family of Abu Dhabi representing an ownership of 67%
- ◆ Awarded "The best bank in UAE" for 2012 by Euromoney
- ◆ A network of 23 branches across the UAE, with a total staff strength of 1153. The bank has approximately 1,800 outsourced sales agents for Retail Products.
- ◆ Core Banking activities: Corporate Banking, Treasury & Investment, Retail Banking, Islamic Banking and Corporate Finance
- ◆ Listed on the Abu Dhabi Securities Exchange as of 2002, Market capitalization of AED 42 billion

(AED billion unless stated otherwise)	2009	2010	2011	2012	Q1'13
Total Assets	125.5	140.8	157.5	175.0	173.0
Operating Income	6.2	6.3	6.5	7.3	1.9
Loans & advances	90.4	95.6	104.7	114.6	117.8
Customer deposits	86.4	98.7	103.5	119.3	119.2
Total Equity	22.5	24.1	26.7	29.3	27.7
Profit	3.3	3.4	3.7	4.2	1.0
NPL's / Gross Loans(%)	3.3	3.7	3.4	3.3	3.2
Coverage ratio (%)	81.7	89.4	98.4	96.1	101.8
Total Capital Adequacy Ratio (%)	22.6	22.9	21.5	21.3	19.0
Ratings	Moody's: A2 / Stable				
	Fitch: A+ / Stable				

Contributions from Business Segments



Net Profit trend

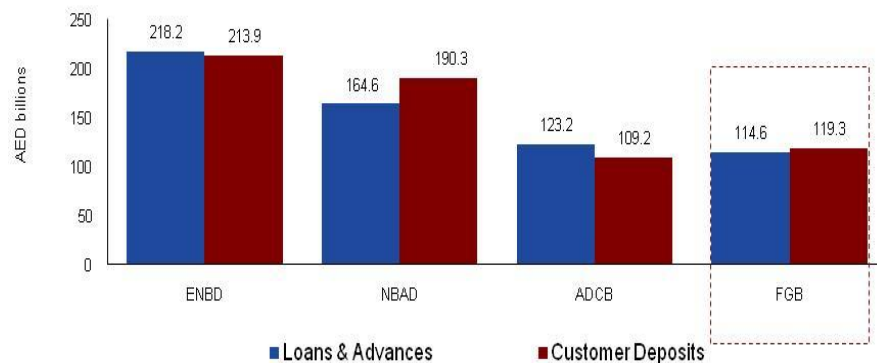


FGB in the UAE Context – 2012

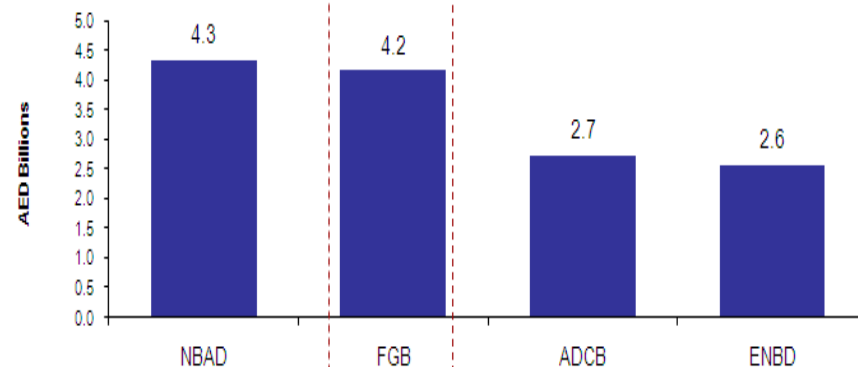


بنك الخليج الأول
First Gulf Bank

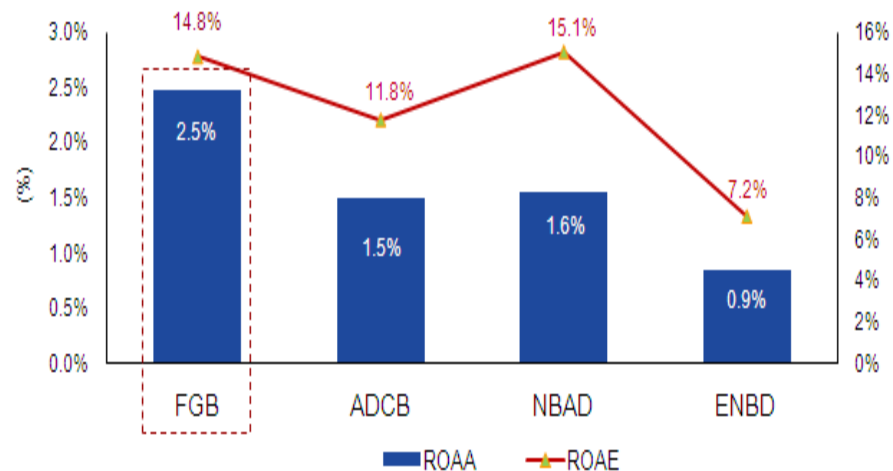
Loans & Advances and Customer Deposits



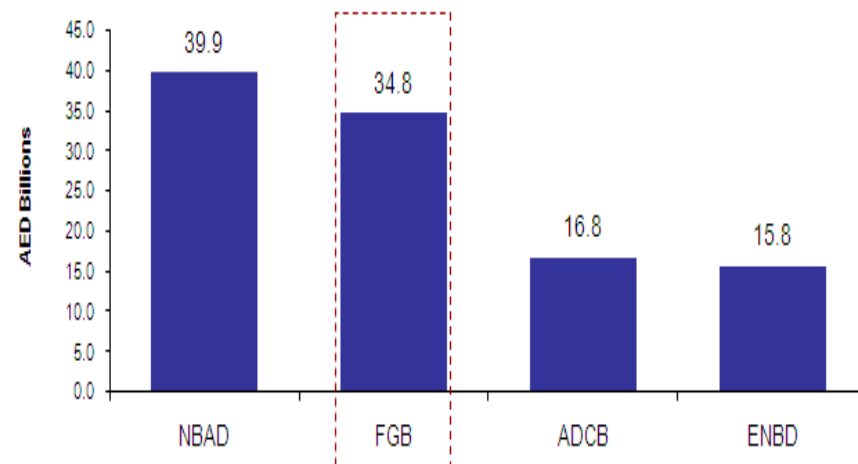
Net Profit



ROAA and ROAE



Market Capitalisation

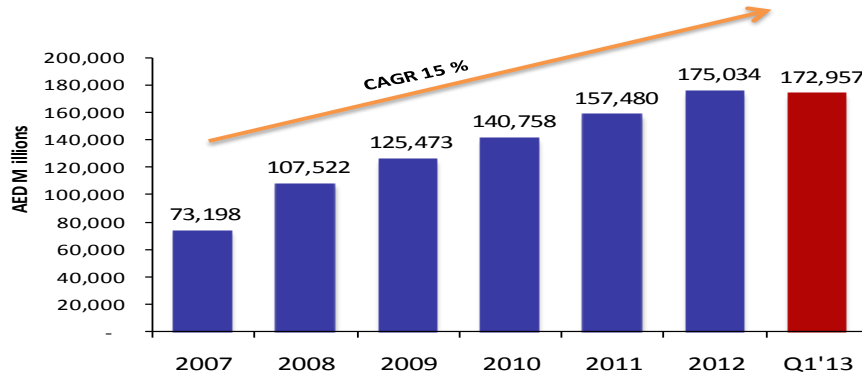


FGB - Financial Performance Trends

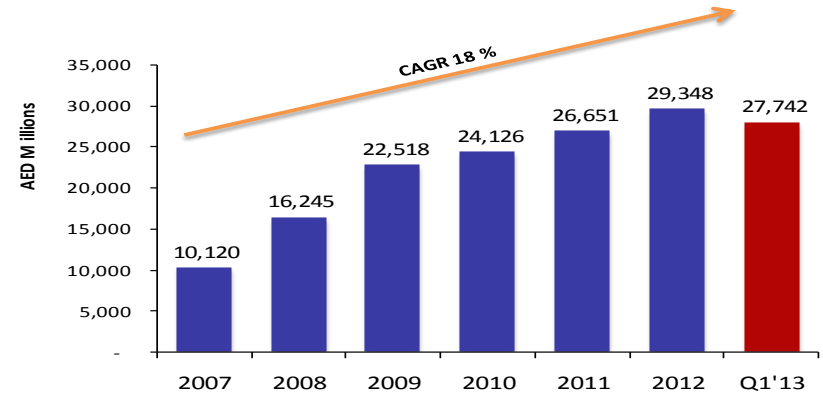


بنك الخليج الأول
First Gulf Bank

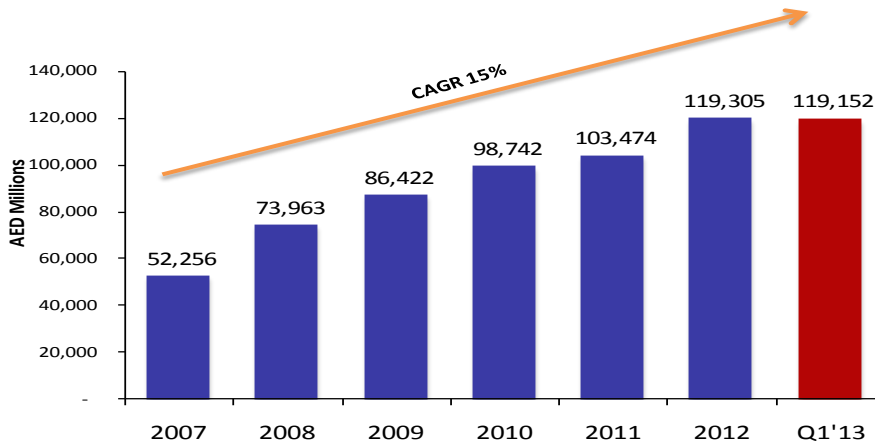
Total Assets¹



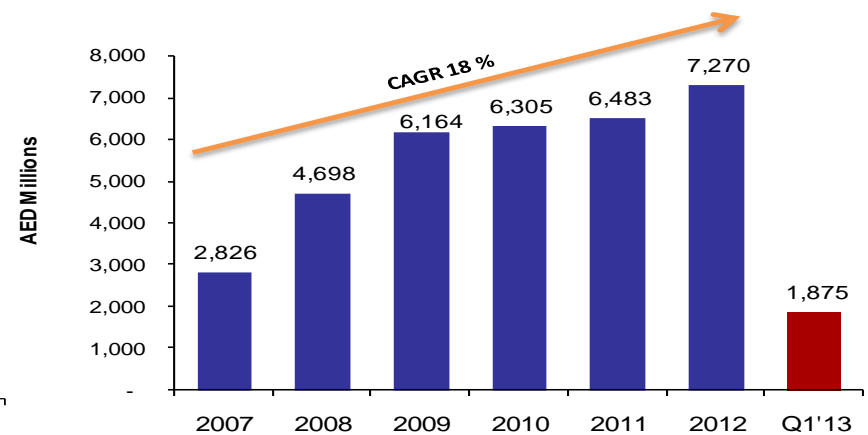
Total Equity¹



Customer Deposits¹



Operating Income²



Source: FGB Financial Statements

Note1: As at 31 March 2013

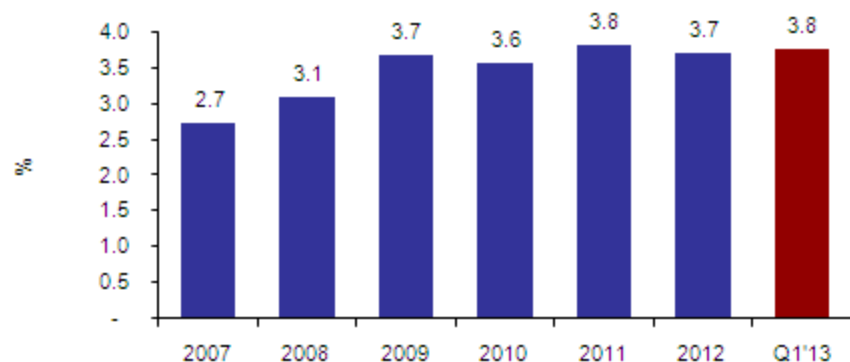
Note1: For the three months period ended 31 March 2013 & CAGR on annualized basis

Financial Performance Trends (Cont'd)

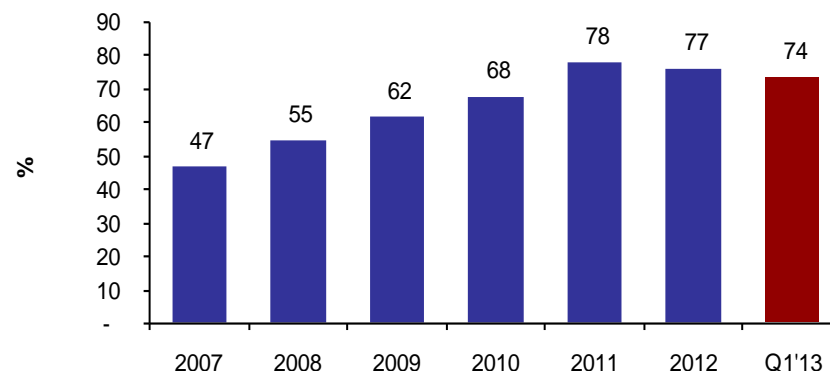


بنك الخليج الأول
First Gulf Bank

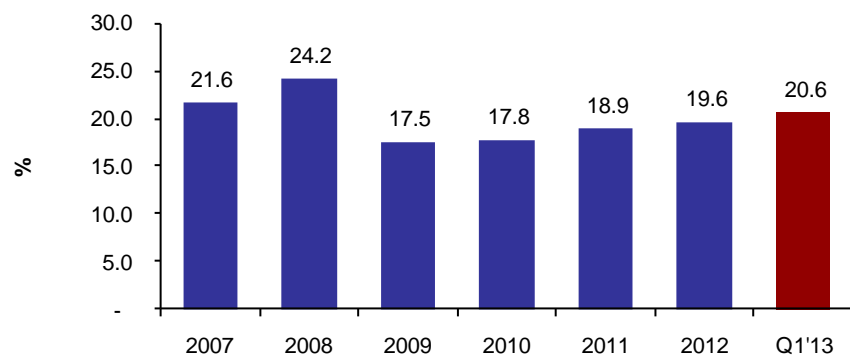
Net Interest Margin²



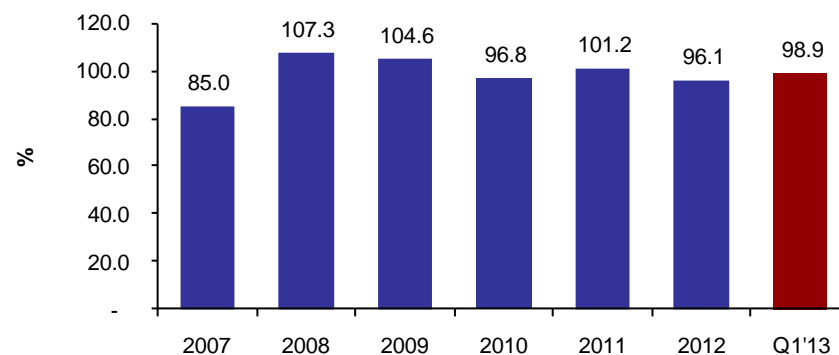
Interest Income / Total Income²



Cost / Income Ratio²



Loans / Deposits Ratio¹



Source: FGB Financial Statements

Note1: As at 31 March 2013

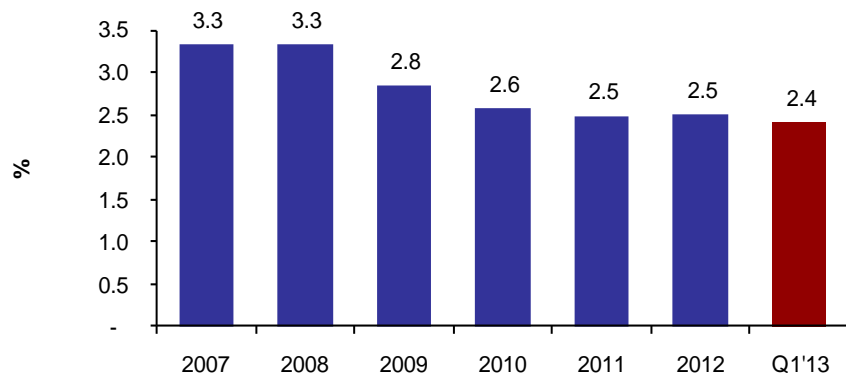
Note1: For the three months period ended 31 March 2013

Financial Performance Trends (Cont'd)

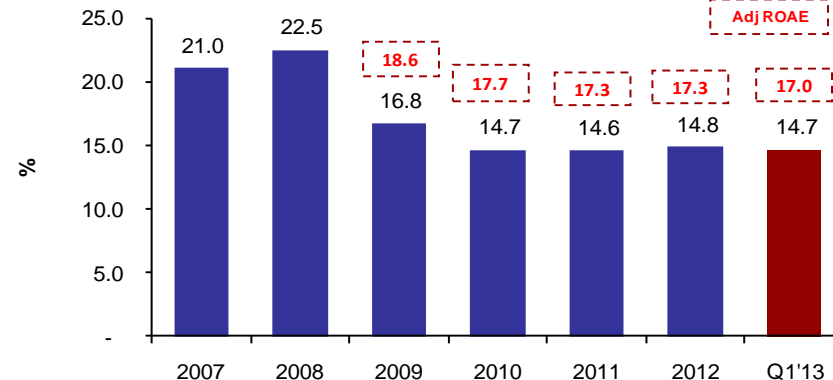


بنك الخليج الأول
First Gulf Bank

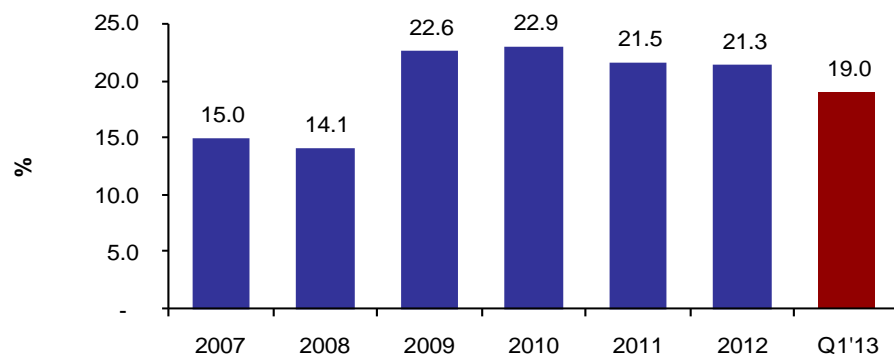
Return on Average Assets [%]



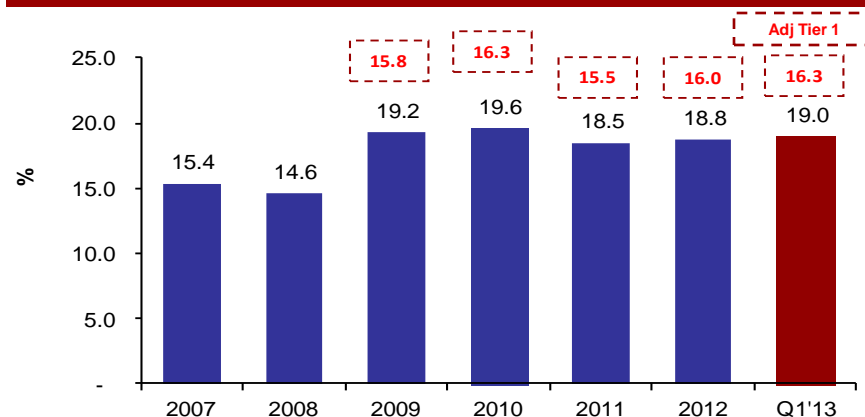
Return on Average Equity¹ [%]



Capital Adequacy Ratio [%]



Tier 1 Capital Ratio [%]



Source: FGB Financial Statements

Note1: Return On Average Equity calculation includes Tier 1 perpetual Notes worth AED 4 Bn from Government of Abu Dhabi. The adjusted ROAE for 2009, 2010, 2011, 2012 & 2013 would be respectively 18.6% ; 17.7% ; 17.3% , 17.3% & 17.0%
Tier 1 Capital Ratio adjusted to Tier 1 perpetual Notes would be respectively 15.8 % ; 16.3% ; 15.5 % , 16.0 % & 16.3%

Q1'2013 – Performance Analysis



بنك الخليج الأول
First Gulf Bank

March 2012 (AED)		Growth	March 2013 (AED)	
Assets (Bn)	159.7	+ 8%	Assets (Bn)	173.0
Loans & Advances (Bn)	104.6	+ 13%	Loans & Advances (Bn)	117.8
Deposits (Bn)	103.8	+ 15%	Deposits (Bn)	119.2
Shareholders' Equity (Bn)	26.0	+7%	Shareholders' Equity (Bn)	27.7
Revenue (Mn)	1,672.9	+12%	Revenue (Mn)	1,874.9
Expense (Mn)	325.5	+20%	Expense (Mn)	391.2
Provisions (Mn)	412.7	+ 5%	Provisions (Mn)	433.3
Net Profit (Mn)	934.7	+12%	Net Profit (Mn)	1,045.8
EPS (AED)	0.29	+17%	EPS (AED)	0.34

Position in UAE – Q1'2013

- ◆ One of the largest **UAE** listed banks
 - ◆ 2nd by Net Profit
 - ◆ 2nd by Market Capitalisation
 - ◆ 3rd by Equity
 - ◆ 4th by Assets and Loans
- ◆ Amongst the leading **Abu Dhabi** listed banks
 - ◆ 2nd by Net Profit
 - ◆ 2nd by Market Capitalisation
 - ◆ 2nd by Equity
 - ◆ 3rd by Assets
 - ◆ 23% market share of customer loans and 22% of customer deposits (by end Dec'12)

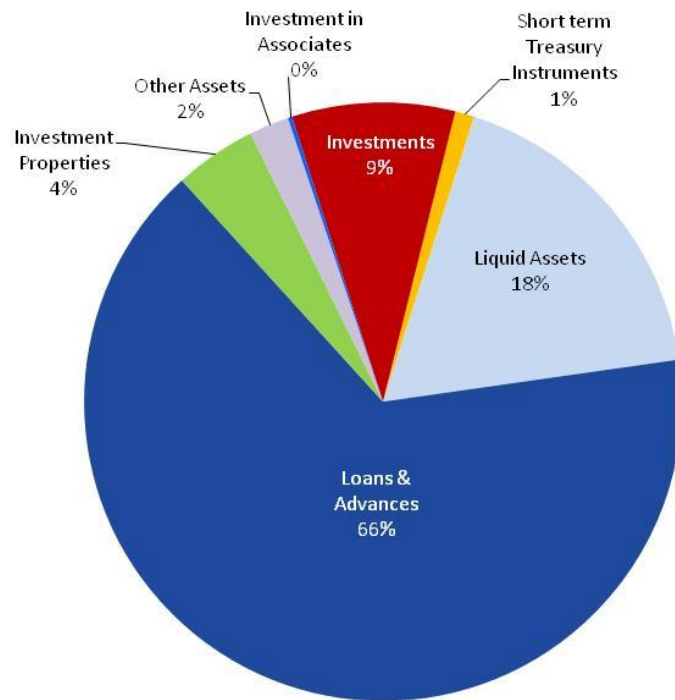
Market Share in UAE – Dec' 2012

- ◆ Total Assets : **9.8%**
- ◆ Total Equity : **9.3%**
- ◆ Net Loans : **10.4%**
- ◆ Deposits : **10.2%**

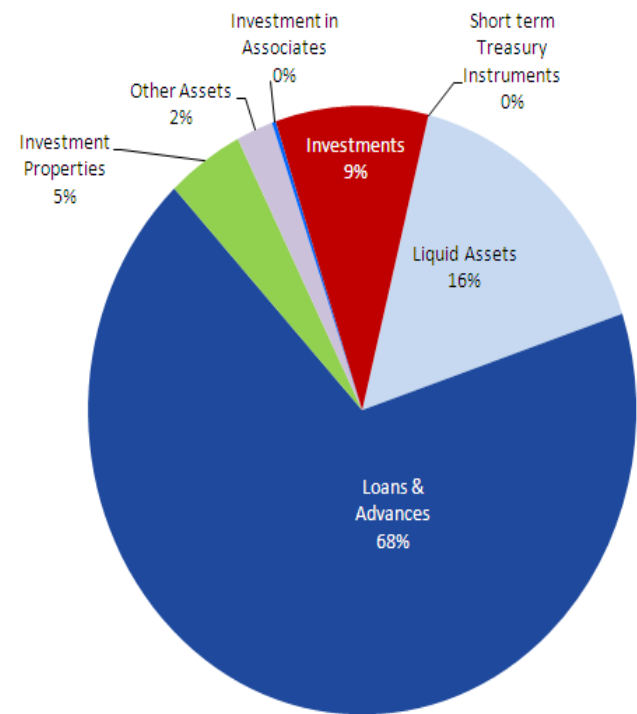
- General Overview
- **Financial Review**
- Business Review
- Shareholder Information

Assets Mix

2012



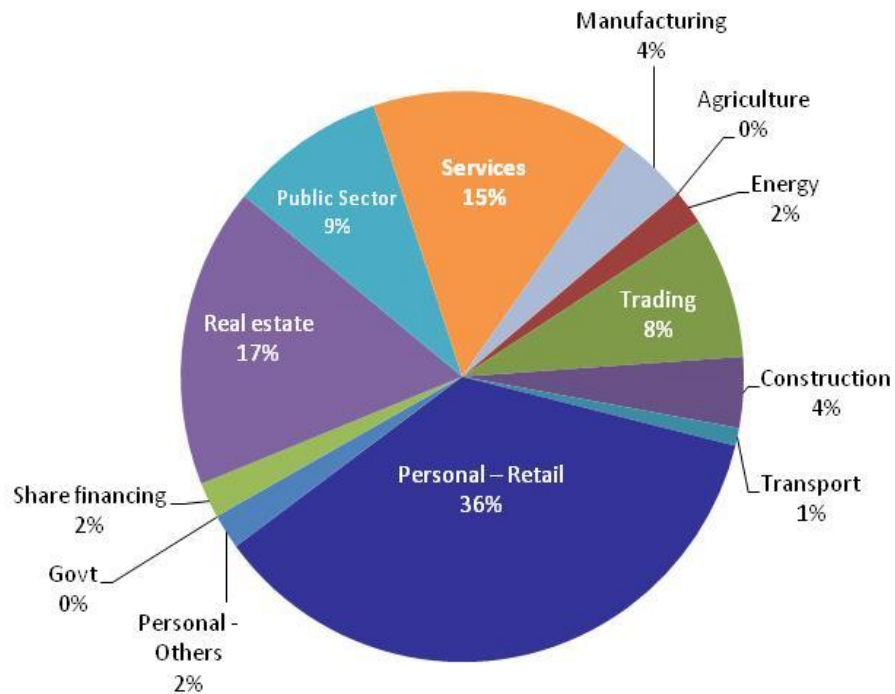
Q1'13



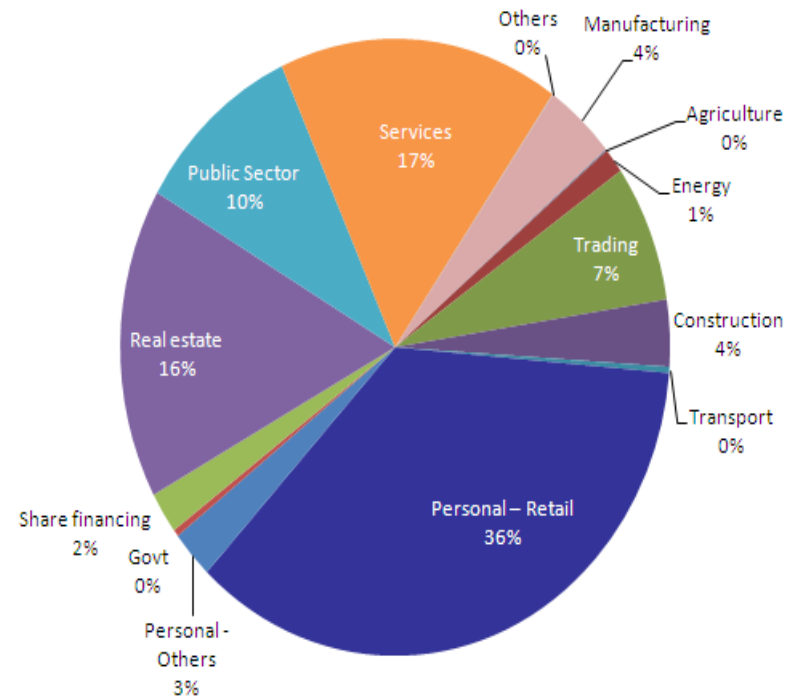
Optimizing efficiency of asset allocation while managing appropriate liquidity level

Loan Portfolio Analysis

2012



Q1'13



Loan Portfolio — Consistent, Balanced Growth and Diversification Amongst Sectors

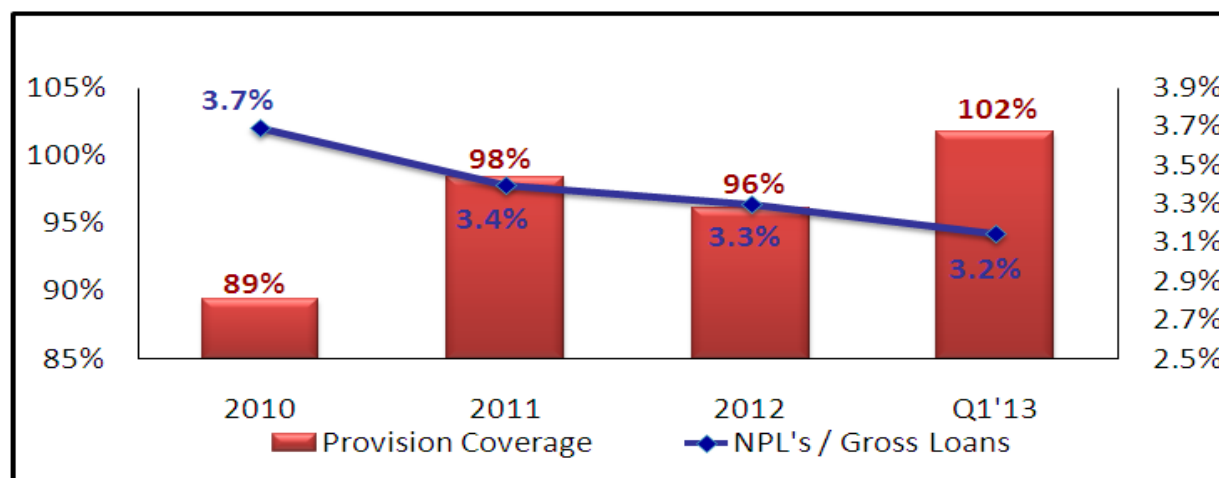
Asset Quality Analysis



بنك الخليج الأول
First Gulf Bank

AED millions	2010	2011	2012	Q1'13
Performing Loans	95,236	104,660	114,492	117,872
Non Performing Loans	3,687	3,681	3,905	3,834
Total Gross Loans	98,923	108,341	118,396	121,706
Specific Provisions	2,523	2,204	2,231	2,298
General Provisions	771	1,418	1,521	1,604
Total Provisions	3,295	3,622	3,752	3,903
NET LOANS	95,628	104,720	114,644	117,804
NPL's / Gross Loans	3.7%	3.4%	3.3%	3.2%
Provision Coverage	89%	98%	96%	102%
Provision charge % of Gross Loans	1.7%	1.4%	1.4%	1.4%

Non Performing Loan - Key Indicators



Funding Mix

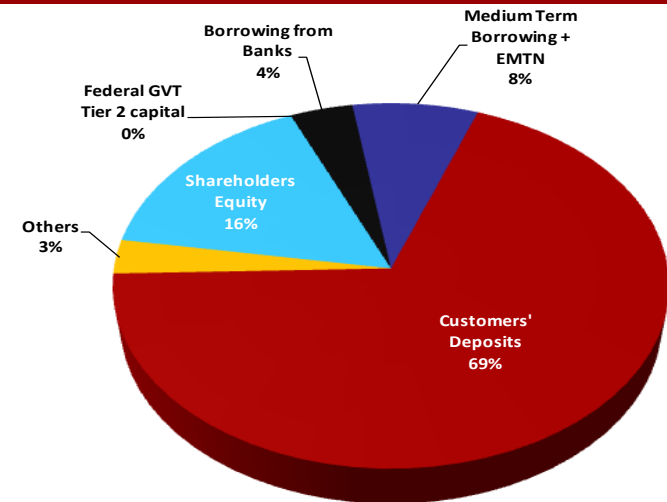
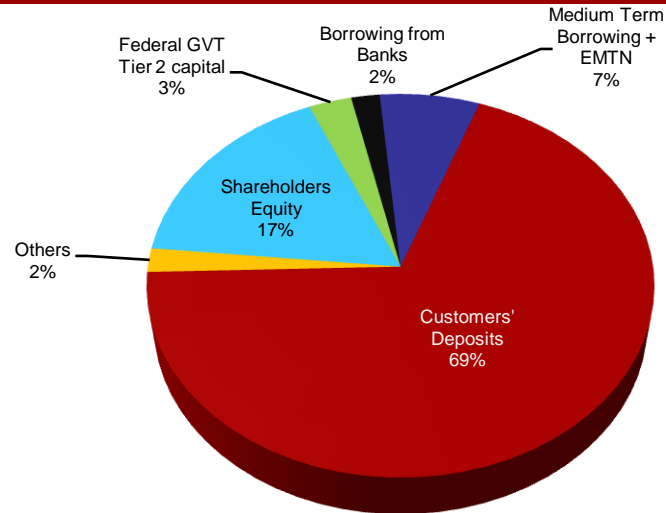


بنك الخليج الأول
First Gulf Bank

2011

Funding Mix

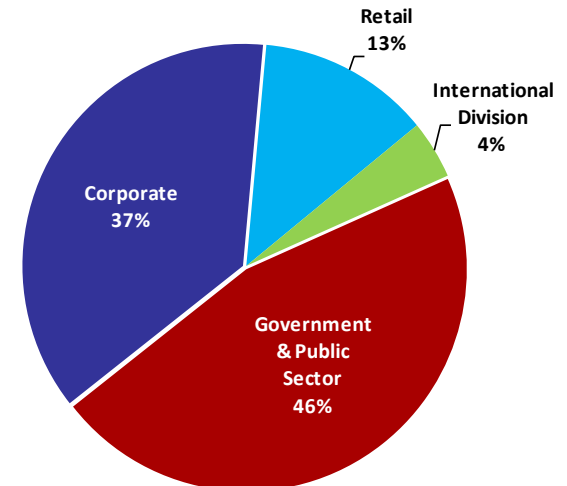
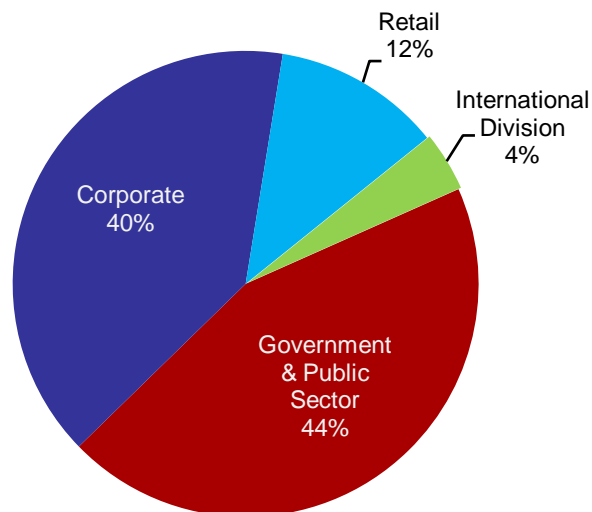
2012



2011

Customer Deposits

2012

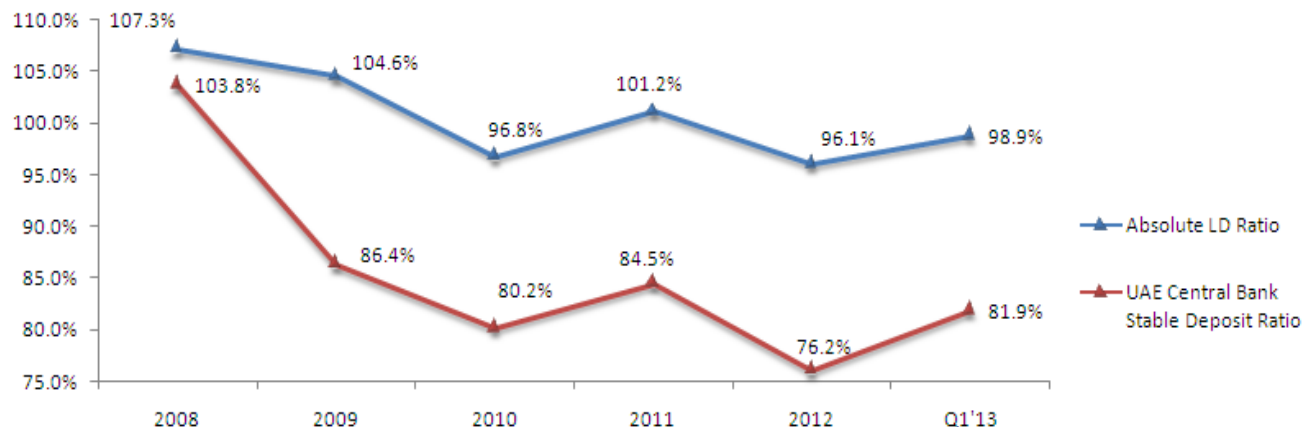


Liquidity Snapshot

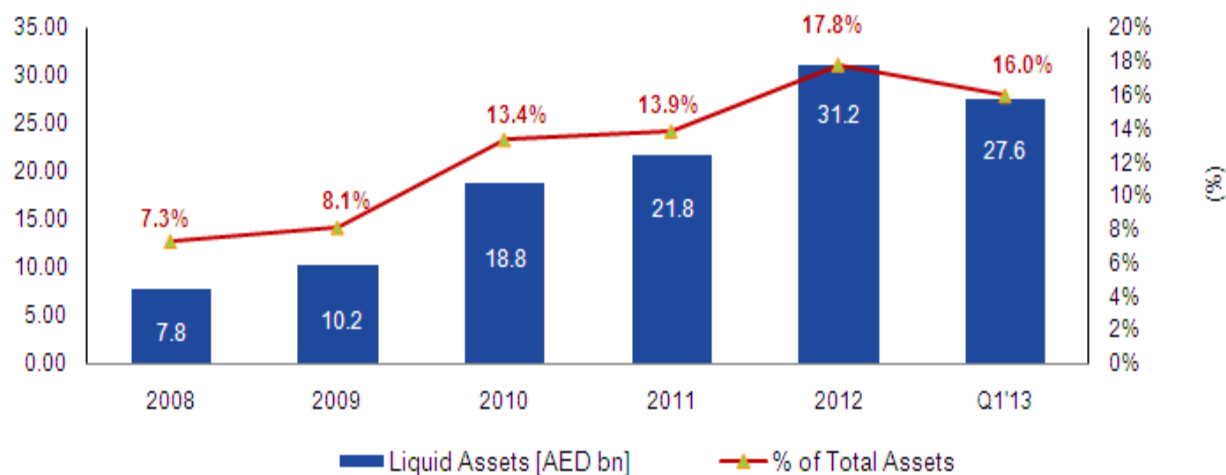


بنك الخليج الأول
First Gulf Bank

Loans to Deposit Ratio



Liquid Assets

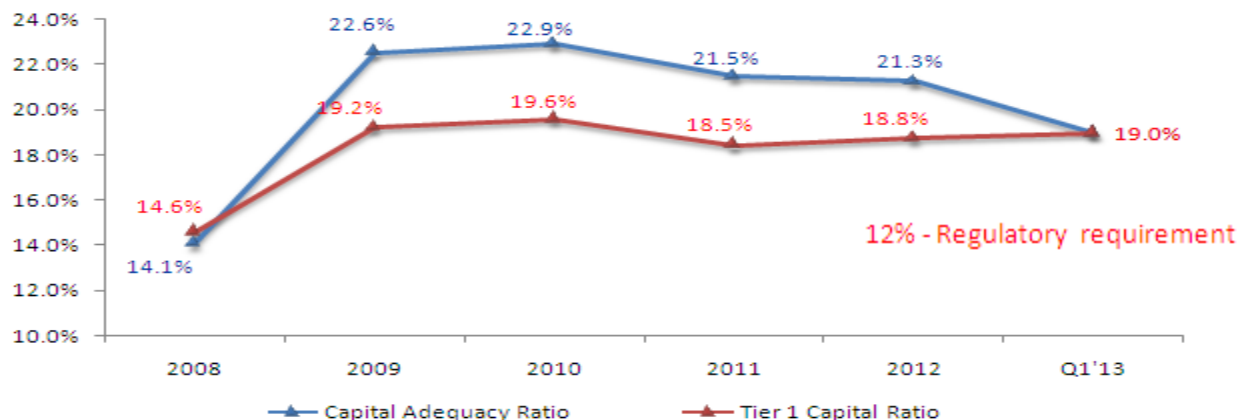


Capitalization Overview



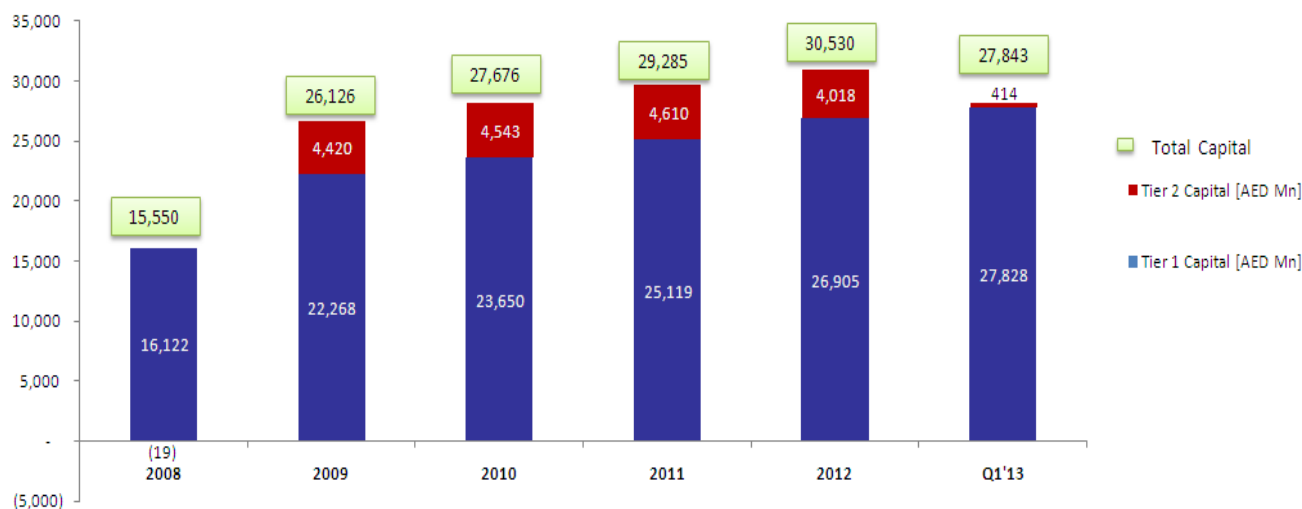
بنك الخليج الأول
First Gulf Bank

Capital Adequacy Ratio [%]



Strong Capital Base * [AED Mn]

* Note: Total capital base includes Tier 1 Capital, Tier 2 Capital and deductions



Group Revenue Analysis

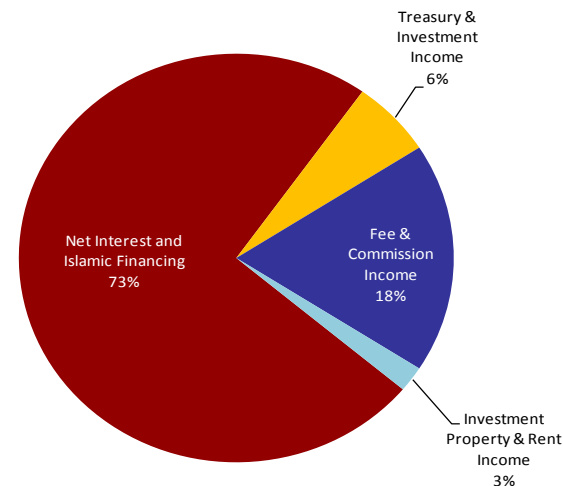
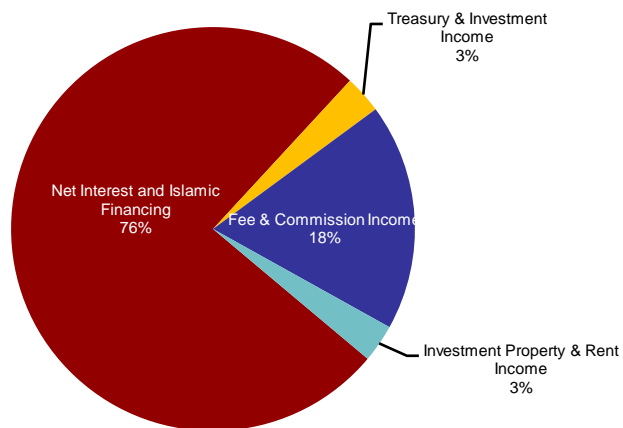


بنك الخليج الأول
First Gulf Bank

2012

Revenue Analysis by Products

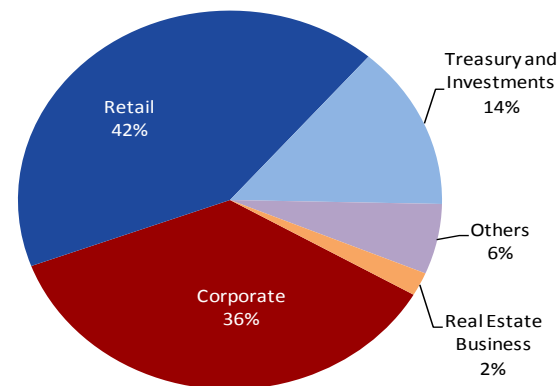
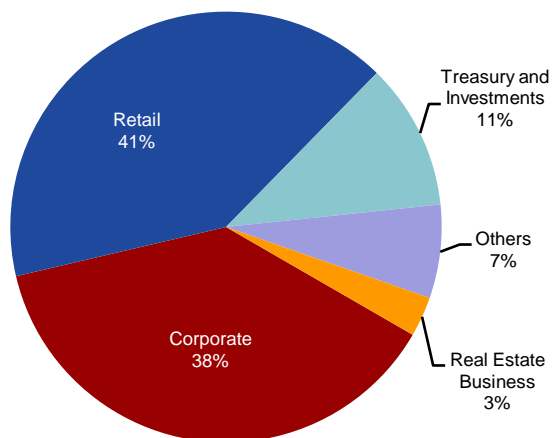
Q1'13



2011

Revenue Analysis by Business Segments

Q1'13



- General Overview
- Financial Review
- **Business Review**
- Shareholder Information



A leading financial institution in the UAE by focusing on sustainable growth

Organic Growth of Core Banking Activities

- ◆ Build on opportunities with strategic partners and key economic players of the 2030 plan
- ◆ Continue to target large creditworthy UAE-based corporate banking customers
- ◆ Focus on the quality of service and range of products it can offer as factors that distinguish FGB from its competitors

Establishment of Associated Companies and Subsidiaries

- ◆ Separate subsidiaries to undertake property development and private equity investment for better focus on these businesses
- ◆ Focus on the fee income business through property management and equity brokerage services
- ◆ Aseel Finance to provide Shariah-compliant mortgages to purchasers of developments undertaken by strategic partners

International and Targeted Regional Growth

- ◆ Continue the geographic diversification through:
 - an expansion strategy for our physical presence in Singapore and Qatar
 - a progressive built strategy of the representative offices (London and Mumbai)
- ◆ Focus on key UAE trade partner countries in priority
- ◆ Position the bank to take advantage of new available growth opportunities beyond the international and regional financial crisis

FGB Key Business Lines



بنك الخليج الأول
First Gulf Bank

First Gulf Bank										
	Corporate Banking		Retail Banking		Treasury and Investments		Real Estate Activities		Other Operations	
	2012	Q1'13	2012	Q1'13	2012	Q1'13	2012	Q1'13	2012	Q1'13
Assets	39%	40%	24%	24%	26%	22%	5%	6%	6%	8%
Operating Income *	38%	37%	41%	42%	11%	14%	3%	2%	7%	5%

* Operating income excluding associates

FGB Subsidiaries and Associates Contributing to Core Business **								
	First Merchant International	MISMAK	First Gulf Properties	Radman Properties	First Gulf Libyan Bank	First Gulf Financial Services	Green Emirates Properties	Aseel Finance
Ownership	100%	100%	100%	80%	50%	45%	40%	40%
Activity	Merchant Banking Business	Real Estate Development Holding Company	Management and brokerage of real estate properties	Real Estate Investments Company (Owned via MISMAK)	Banking Services Libya	Brokerage Services	Property Management and Brokerage	Islamic Financial Services

** First Gulf Libyan Bank operations owned at 50% by FGB were not consolidated within FGB Group since Mar'11. Reported as Available For Sale investment since then. During 2012, FGB regained control over FGLB and accordingly financials were consolidated.

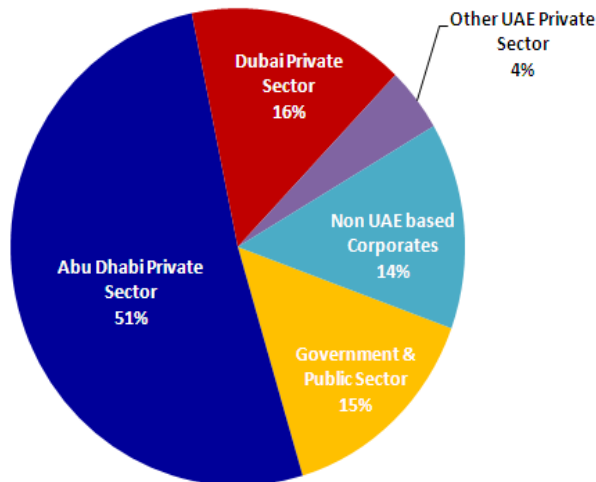
Business Lines — Corporate Banking



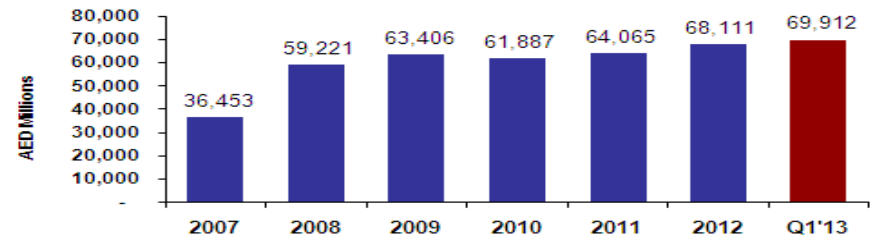
بنك الخليج الأول
First Gulf Bank

- ◆ **Corporate Banking** has been FGB's core activity since inception offering a range of financial services to corporates. Focus industries include oil & gas, manufacturing, energy and real estate.
- ◆ Offers a spectrum of financial services:
 - Institutional Banking: focus is on FIIs, international and regional syndications, structured deals, IPOs
 - Private Banking Group: offers customized and diversified range of products to high net worth individuals
 - Islamic Banking window: offers various Shari'a compliant products

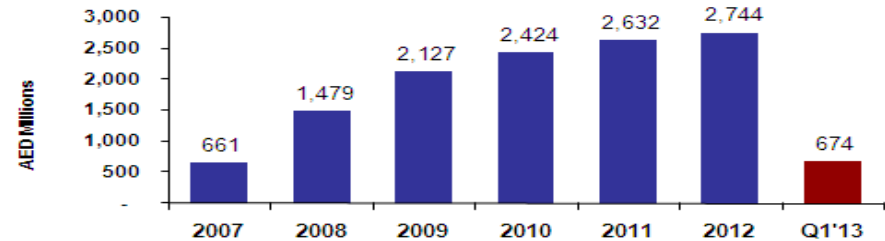
Corporate Gross Loan Portfolio (Q1'13) ¹



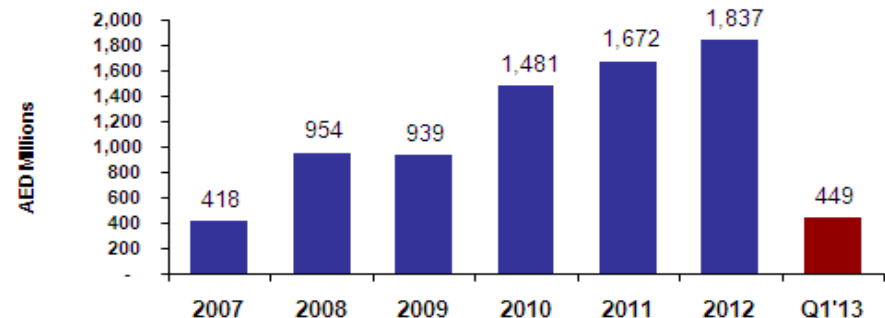
Assets ¹



Operating Income ²



Profit ²



Note1: As at 31 March 2013

Note1: For the three months period ended 31 March 2013

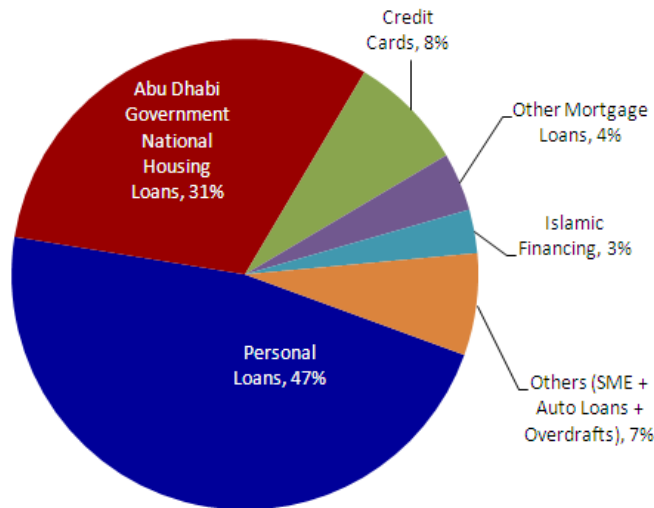
Business Lines — Retail Banking



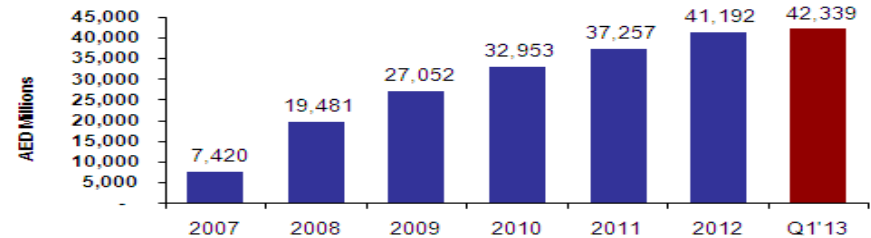
بنك الخليج الأول
First Gulf Bank

- ◆ Since 2002 **Retail Banking** business offers customers a range of products and services with a special focus on UAE Nationals
- ◆ The Retail Banking products are offered through diversified delivery channels including:
 - 23 branches and 94 ATMs / CDMs
 - Internet Banking, Phone Banking and Call Centres

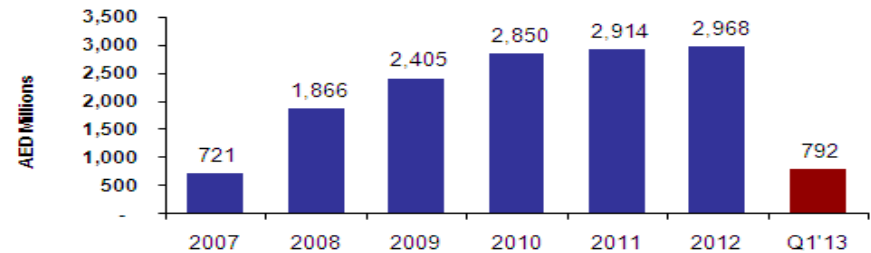
Retail Gross Loan Portfolio (Q1'13) ¹



Assets¹



Operating Income²



Profit²



Note1: As at 31 March 2013

Note1: For the three months period ended 31 March 2013

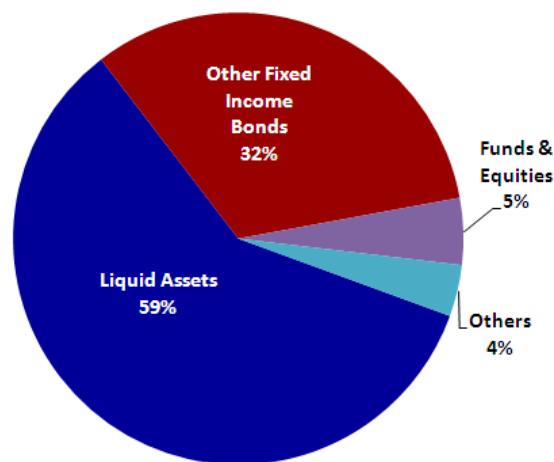
Business Lines — Treasury and Investment



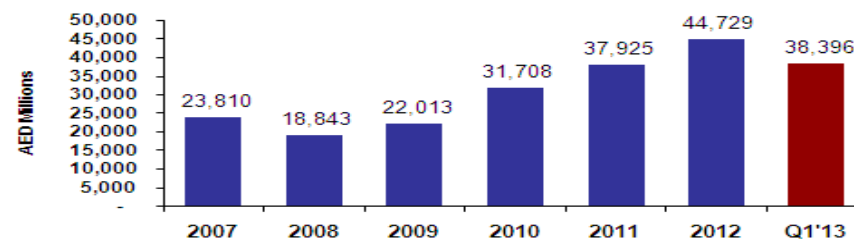
بنك الخليج الأول
First Gulf Bank

- Established in 2001, the **Treasury & Investments Division** offers key corporates a set of products across a range of asset classes and geographic markets
- Mainly manages the group's liquidity
- Support the key client needs for the treasury products and services
- Offers a range of treasury products
- Manage a proprietary investment book of treasuries, bonds, equities, and funds

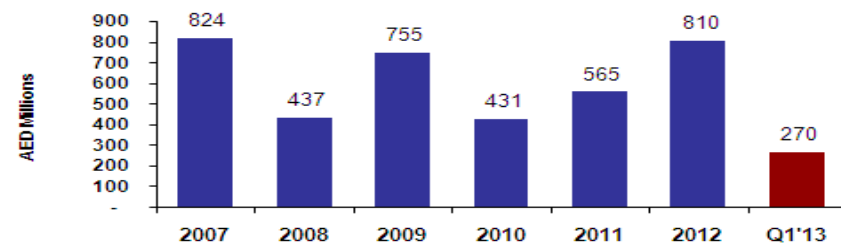
Treasury and Investments Portfolio (Q1'13)¹



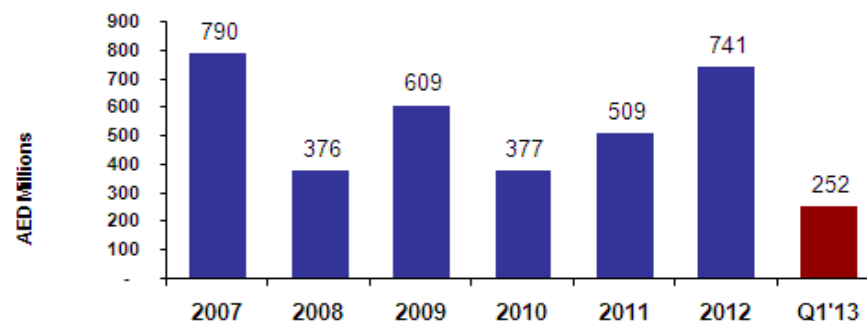
Assets²



Operating Income²



Profit²



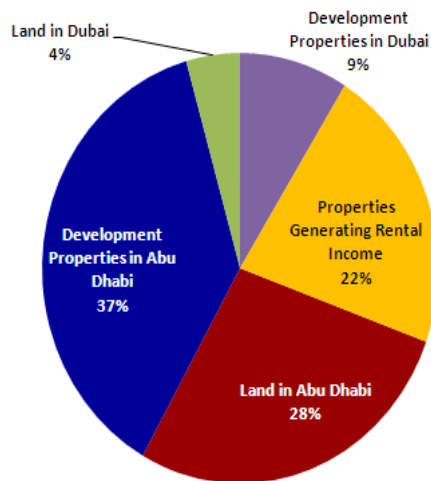
Business Lines — Real Estate Activities



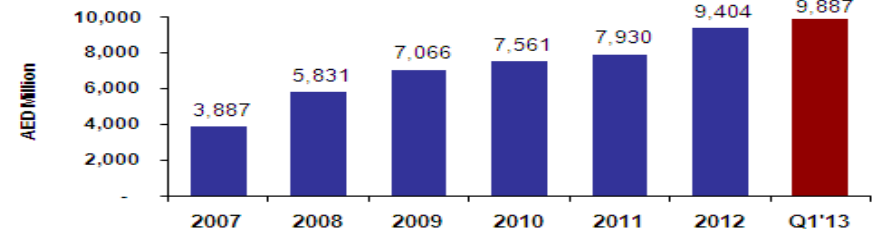
بنك الخليج الأول
First Gulf Bank

- ◆ The **Real Estate Activities** business line was spun off in 2007
- ◆ Primary activities include investment, development, leasing, brokerage,
- ◆ management and resale of properties
- ◆ Investment properties of AED 8 billion represent 5% of total assets
- ◆ Rental income yield is 4.3% per annum
- ◆ 87% of the group's real estate assets are either located in Abu Dhabi or generate rental income

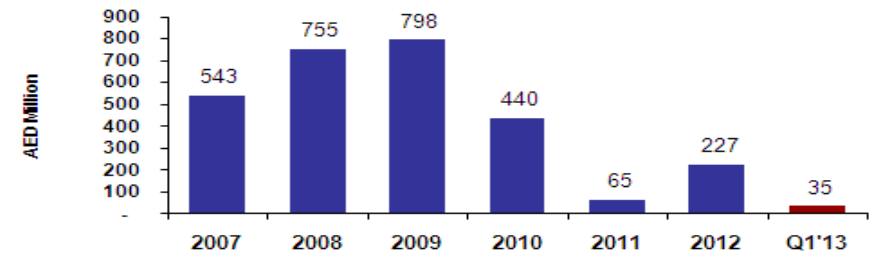
Investments Properties (2012) ¹



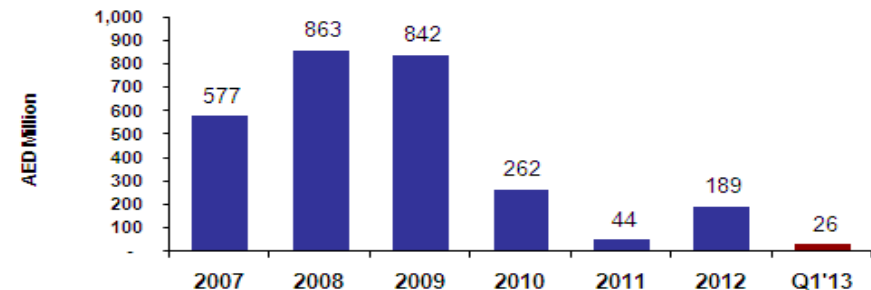
Assets²



Operating Income²



Profit²



Source: FGB and FGB Financial Statements

Note1: As at 31 March 2013

Note1: For the three months period ended 31 March 2013

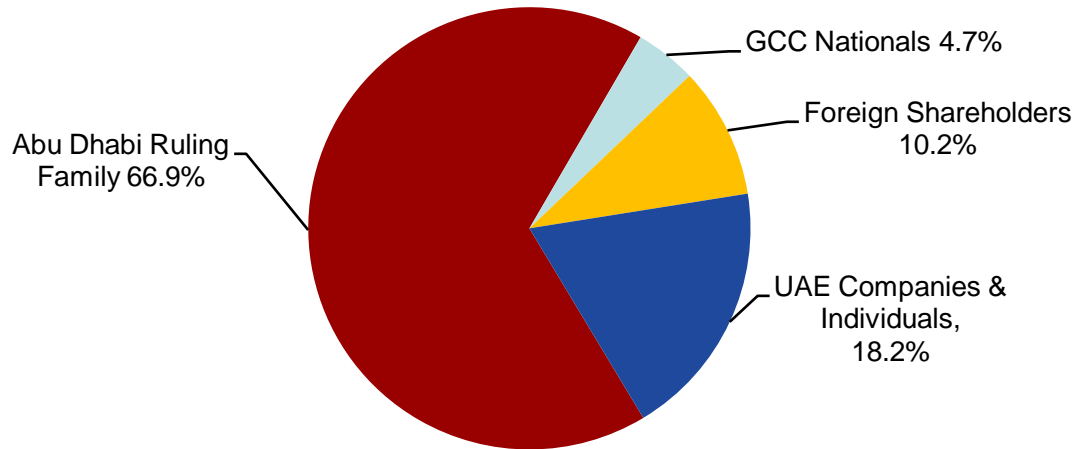
- General Overview
- Financial Review
- Business Review

- **Shareholder Information**

Ownership and Board of Directors



بنك الخليج الأول
First Gulf Bank



Board Members – Prominent Stakeholders in Abu Dhabi Business Community

H.H. Sheikh Tahnoon Bin Zayed Al Nahyan – Chairman

- Chairman of Amiri Flight
- Chairman of Royal Group

Abdulhamid Mohammed Saeed

FGB Managing Director

Board Member of:

Emirates Investment Authority
Abu Dhabi Securities
Exchange
Emirates Integrated
Telecommunication Company
(DU)
Mubadala Development
Company

Khaldoon Khalifa Al Mubarak

*CEO of Mubadala
Development Company*

Member of:

Abu Dhabi Executive Council
Abu Dhabi Council for
Economic Development
Abu Dhabi Executive Affairs
Authority (Chairman)

Ahmed Ali Al Sayegh

CEO of Dolphin Energy

Board Member of:

Mubadala Development
Company
Abu Dhabi Water & Electricity
Authority
Etihad Airways

Sultan Khalfan Al Ketbi

Board Member of:

Al Ain International Group
(Vice Chairman)

Mohammed Saif Al Suwaidi

*Director General of Abu
Dhabi Fund for
Development*

Board Member of:

Vice Chairman of the
board of the Arab Bank
for investment
Chairman of Al Ain Farms
for Livestock production
Board member of the
center of food security of
Abu Dhabi

Dividend Distribution



بنك الخليج الأول
First Gulf Bank

DESCRIPTION	2008	2009	2010	2011	2012
NET PROFIT (Mn)	3,005	3,310	3,420	3,707	4,154
CASH DIVIDEND (% of Capital)	35%	50%	60%	100%	83%
BONUS SHARES (% of Capital)	.	.	.	100%	.
OTHER DISTRIBUTION (Share bought back) (% of Capital)	.	.	5%	.	.
DIVIDEND PAYOUT RATIO (% of Net Profit)	16%	20%	26%	40%	60%
CASH DIVIDEND DISTRIBUTED (AED Mn)	477	677	900	1,500	2,500
CAPITAL ADEQUACY RATIO AFTER DISTRIBUTION	14%	23%	23%	22%	21%

Maximizing Value for our Shareholders



FGB is very well positioned to continue generating value to its shareholders in 2013 and beyond.

- ◆ FGB model is founded on :
 - Solid Balance Sheet - Sound Profitability - Low Cost To Income - High NIM's
- ◆ Strong and Stable Shareholders' Base.
- ◆ Visionary, experienced and professional Board of Directors.
- ◆ Capable, professional and stable Management team.
- ◆ Continuous Government support to the entire Banking Sector.
- ◆ FGB is Abu Dhabi based. Bright outlook for Abu Dhabi / UAE Economy.
- ◆ Prudent Credit and Risk Management policies in place.
- ◆ Well Diversified Sources of Funds and Sources of Income.
- ◆ Large Equity Base, High Capital Adequacy Ratio and Low Leverage.
- ◆ Well planned overseas expansion

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