

First Gulf Bank Profile

Based on FY' 2011 Financials



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

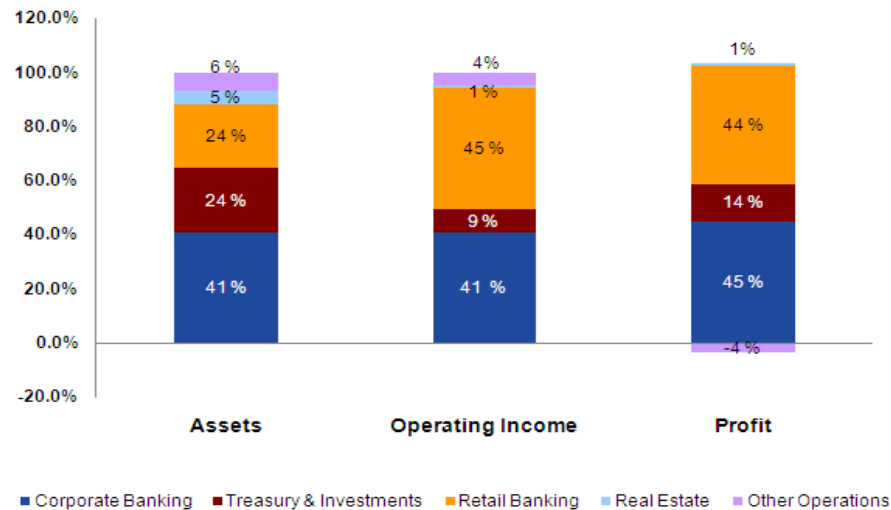
First Gulf Bank Overview



- ◆ Incorporated in 1979 and headquartered in Abu Dhabi. Majority owned by ruling family of Abu Dhabi representing an ownership of 67%
- ◆ Awarded “The EMEA best Local Bank in UAE” for 2011
- ◆ A network of 19 branches across the UAE, with a staff strength of 930. The bank has approximately 1,250 outsourced sales agents for Retail Products
- ◆ Core Banking activities: Corporate Banking, Treasury & Investments, Retail Banking, Islamic Banking and Corporate Finance
- ◆ Listed on the Abu Dhabi Securities Exchange as of June 2002, Market capitalization of AED 23 billion

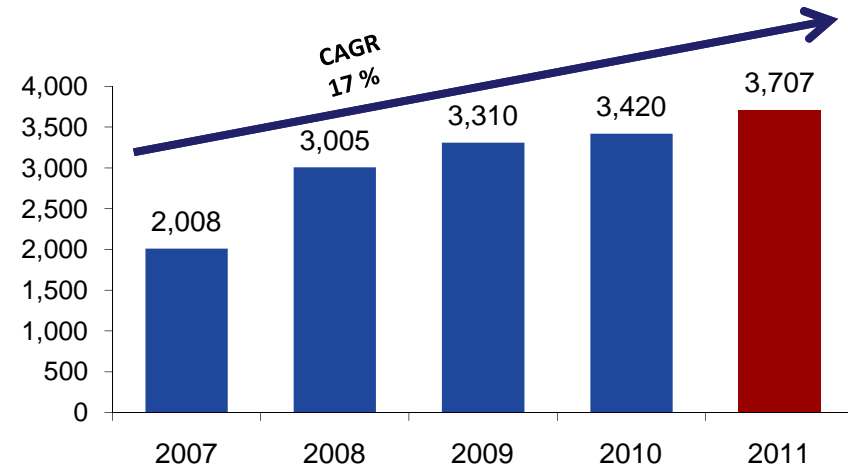
(AED billion unless stated otherwise)	2009	2010	2011
Total Assets	125.5	140.8	157.5
Operating Income	6.2	6.3	6.5
Loans & advances	90.4	95.6	104.7
Customer deposits	86.4	98.7	103.5
Total Equity	22.5	24.1	26.7
Profit	3.3	3.4	3.7
NPL's / Gross Loans(%)	3.3	3.7	3.4
Coverage ratio (%)	81.7	89.4	98.4
Total Capital Adequacy Ratio	22.6	22.9	21.5
Ratings	Moody's: A2 / Stable		
	Fitch: A+ / Stable		

Contributions from Business Segments



Source: FGB Financial Statements

Profitability

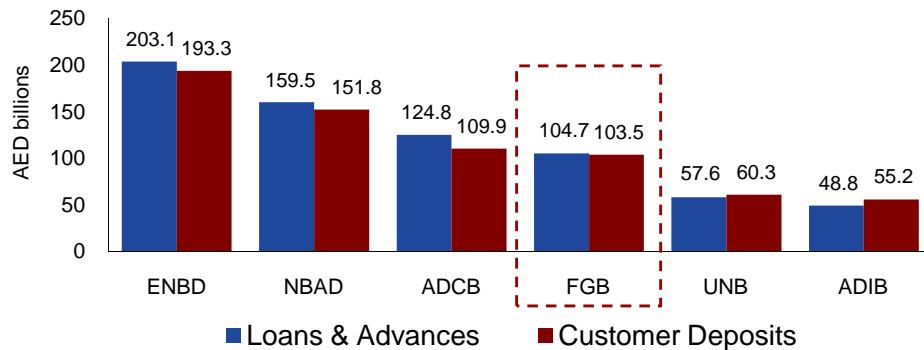


Source: FGB Financial Statements

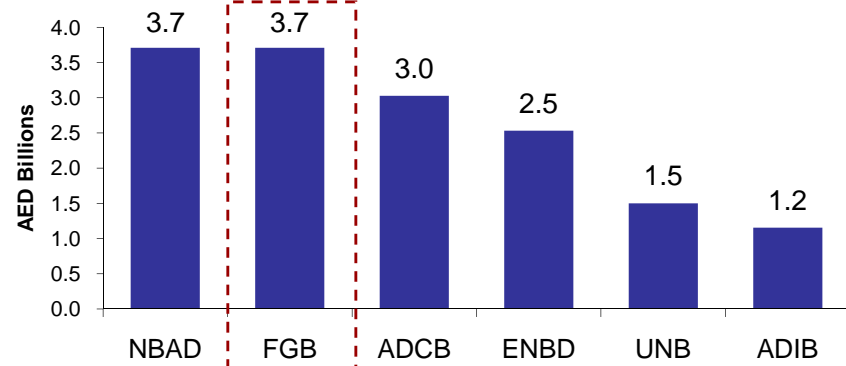
FGB in the UAE Context – Q4' 11



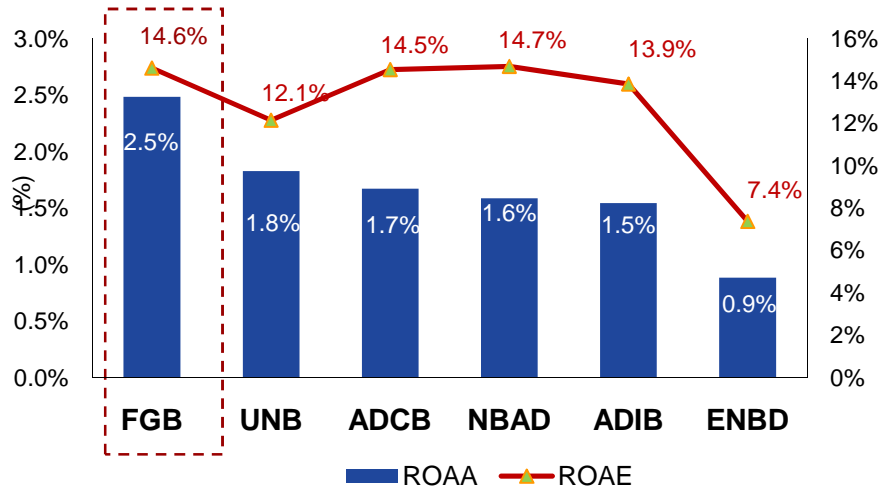
Loans & Advances and Customer Deposits



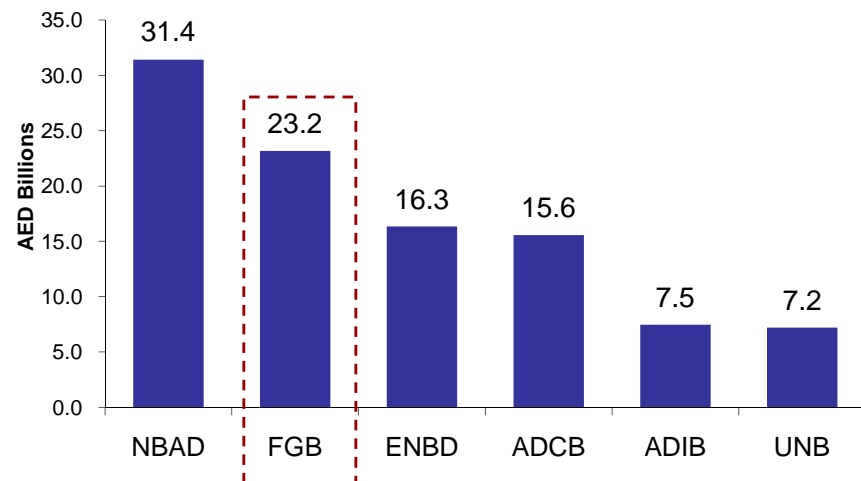
Net Profit



ROAA and ROAE



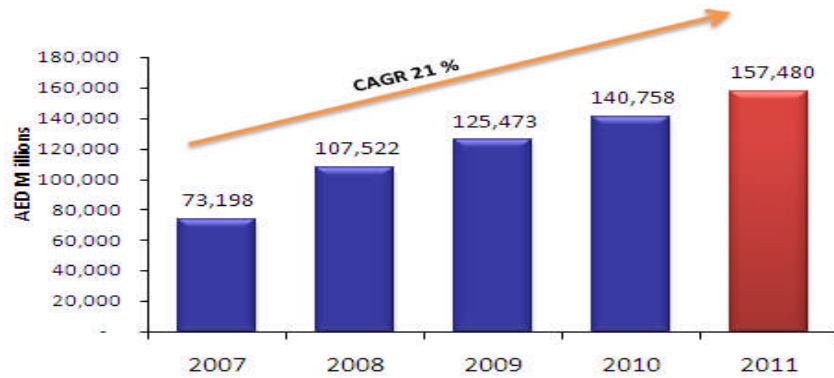
Market Capitalisation



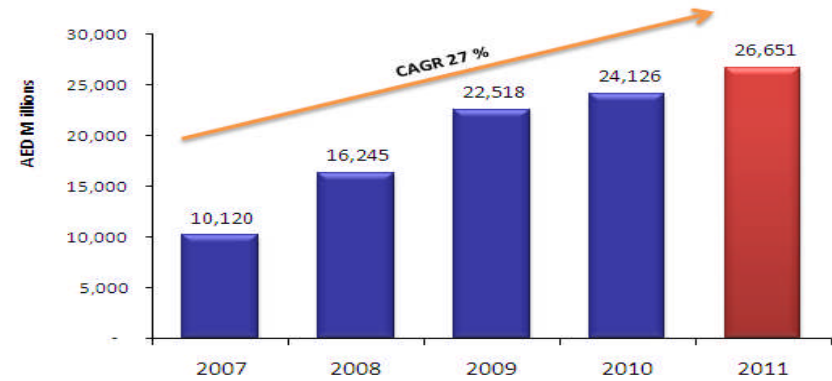
FGB - Financial Performance Trends



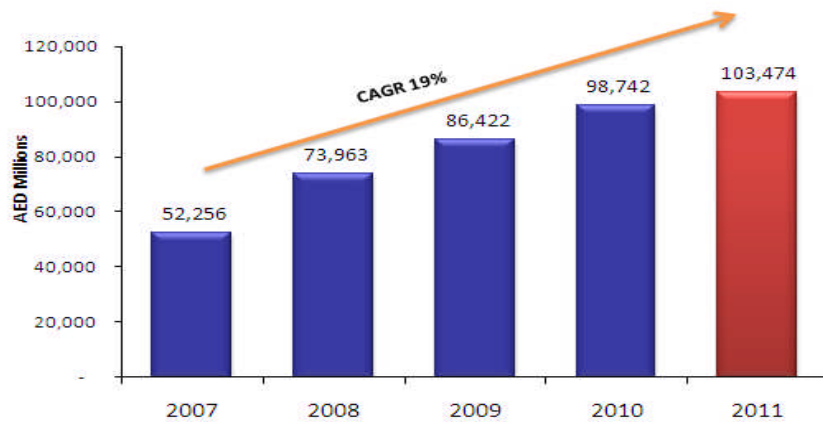
Total Assets¹



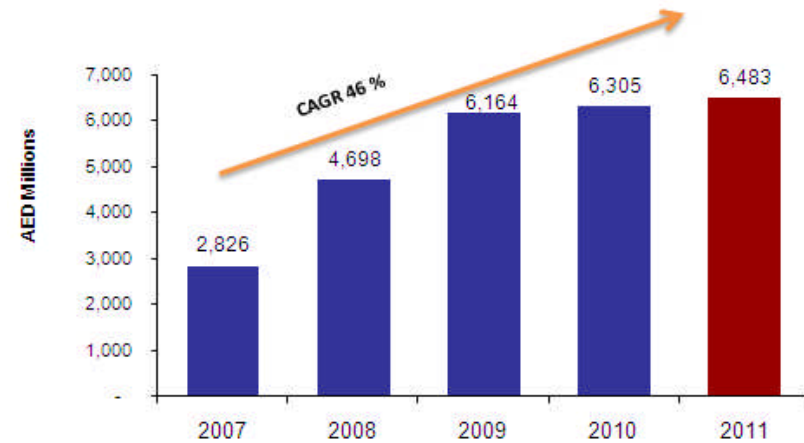
Total Equity¹



Customer Deposits¹



Operating Income²



Source: FGB Financial Statements

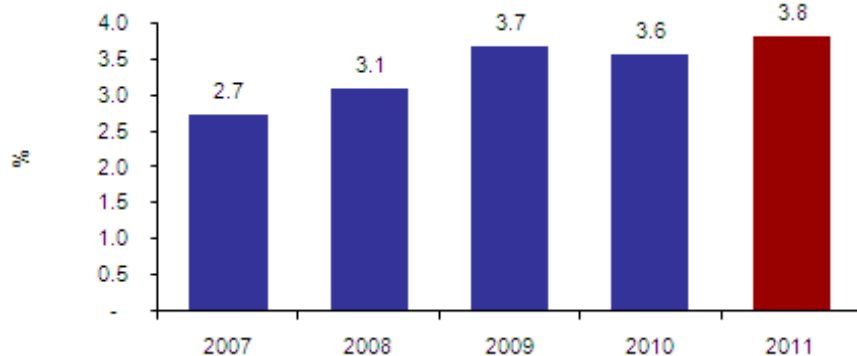
Note1: As at 31 December
 Note2: For the full year

Financial Performance Trends (Cont'd)

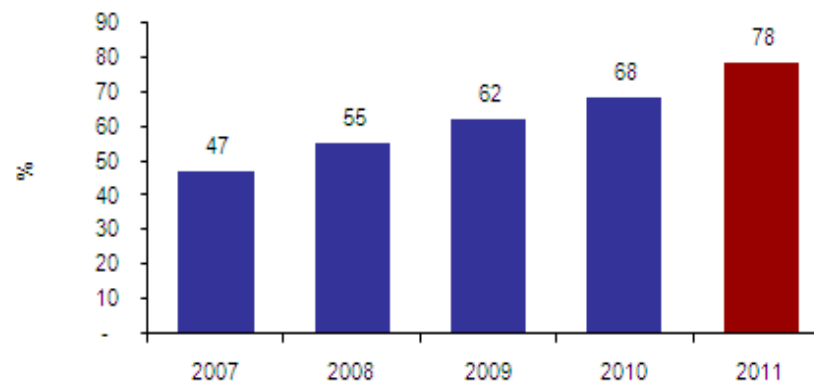


بنك الخليج الأول
First Gulf Bank

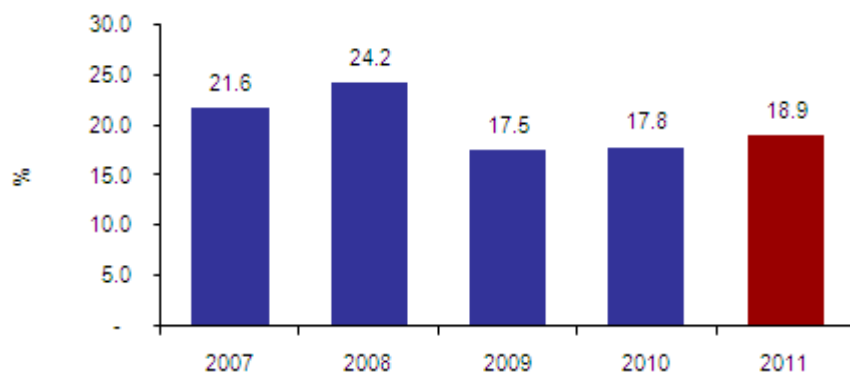
Net Interest Margin²



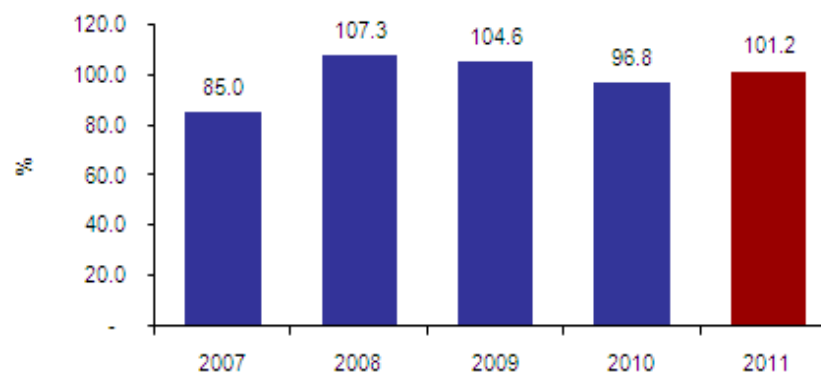
Interest Income / Total Income²



Cost / Income Ratio²



Loans / Deposits Ratio¹



Source: FGB Financial Statements

Note1: As of 31 December

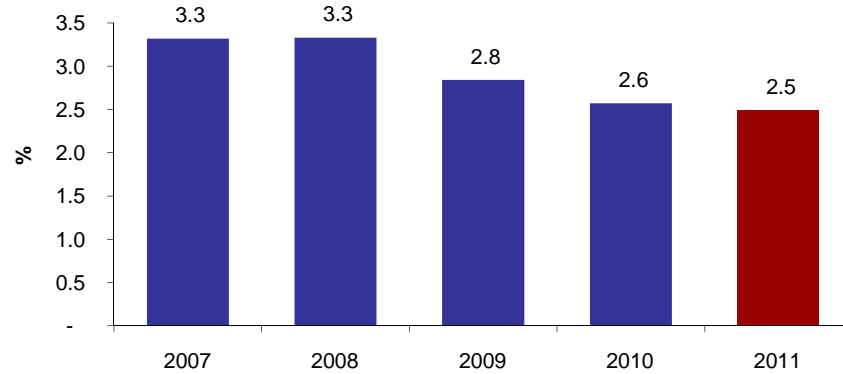
Note2: For the full year

Financial Performance Trends (Cont'd)

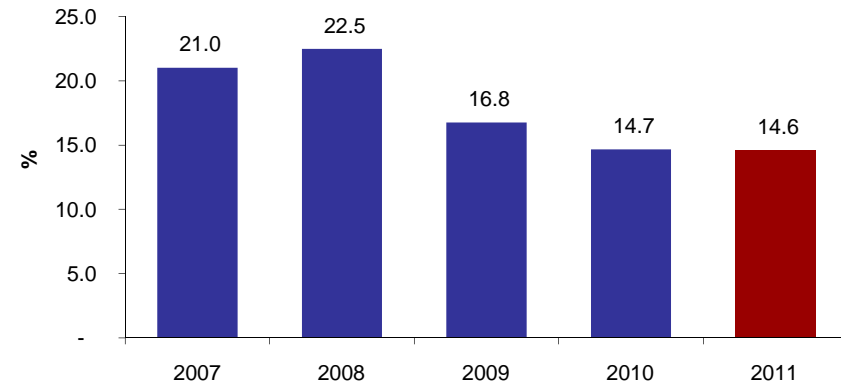


بنك الخليج الأول
First Gulf Bank

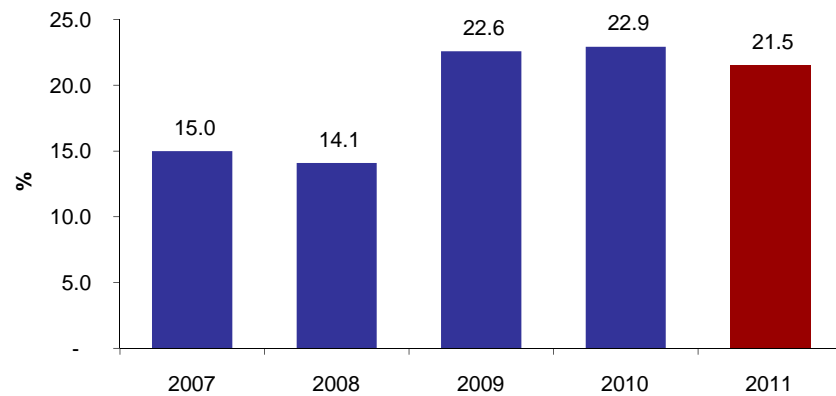
Return on Average Assets



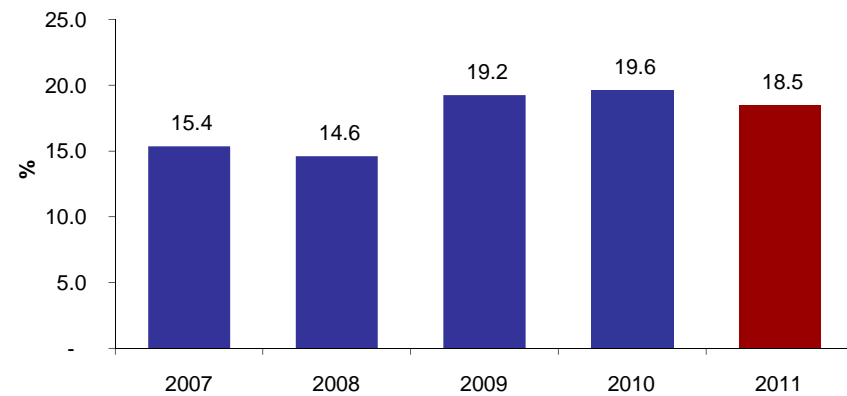
Return on Average Equity



Capital Adequacy Ratio [%]



Tier 1 Capital Ratio [%]



Source: FGB Financial Statements

2011 – Performance Analysis



December 2010 (AED)		Growth	December 2011 (AED)	
Assets (Bn)	140.8	+ 12%	Assets (Bn)	157.5
Loans & Advances (Bn)	95.6	+ 10%	Loans & Advances (Bn)	104.7
Deposits (Bn)	98.7	+ 5%	Deposits (Bn)	103.5
Shareholders' Equity (Bn)	24.1	+ 10%	Shareholders' Equity (Bn)	26.7
Revenue (Mn)	6,305.0	+ 3%	Revenue (Mn)	6,482.9
Expense (Mn)	1119.7	+ 9%	Expense (Mn)	1,222.5
Provisions (Mn)	1,639.1	- 5%	Provisions (Mn)	1,553.1
Net Profit (Mn)	3,420.4	+ 8%	Net Profit (Mn)	3,707.3
EPS (AED)	2.10	+ 13%	EPS (AED)	2.37

Position in UAE – Dec'11

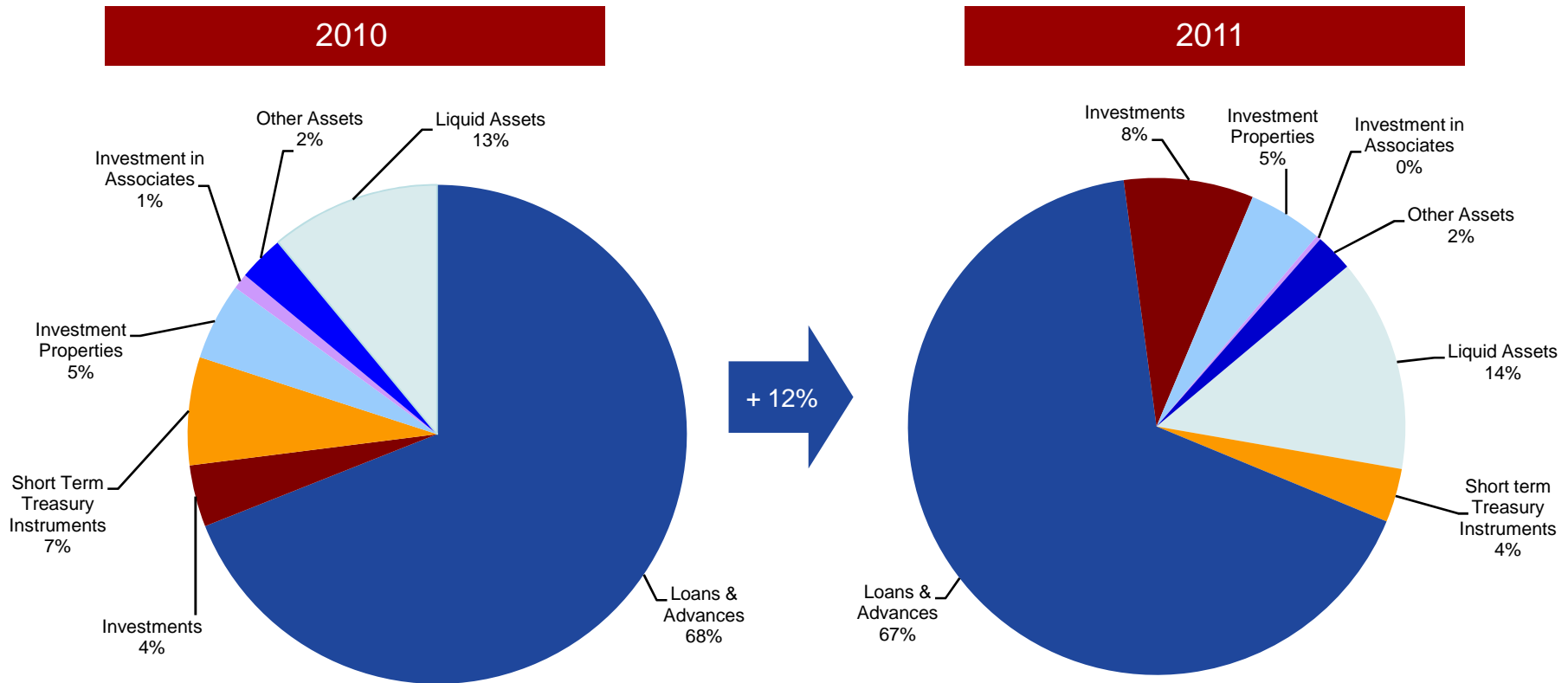
- ◆ One of the largest **UAE** listed banks
 - ◆ 2nd by Net Profit
 - ◆ 2nd by Equity
 - ◆ 2nd by Market Capitalisation
 - ◆ 4th by Assets and Loans
- ◆ Amongst the leading **Abu Dhabi** listed banks
 - ◆ 2nd by Net Profit
 - ◆ 1st by Equity
 - ◆ 2nd by Market Capitalisation
 - ◆ 3rd by Assets
 - ◆ 21% market share of customer loans and 22% of customer deposits

Market Share in UAE – Dec'11

- ◆ Total Assets : **9.5%**
- ◆ Total Equity : **10.4%**
- ◆ Net Loans : **9.8%**
- ◆ Deposits : **9.7%**

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

Assets Mix

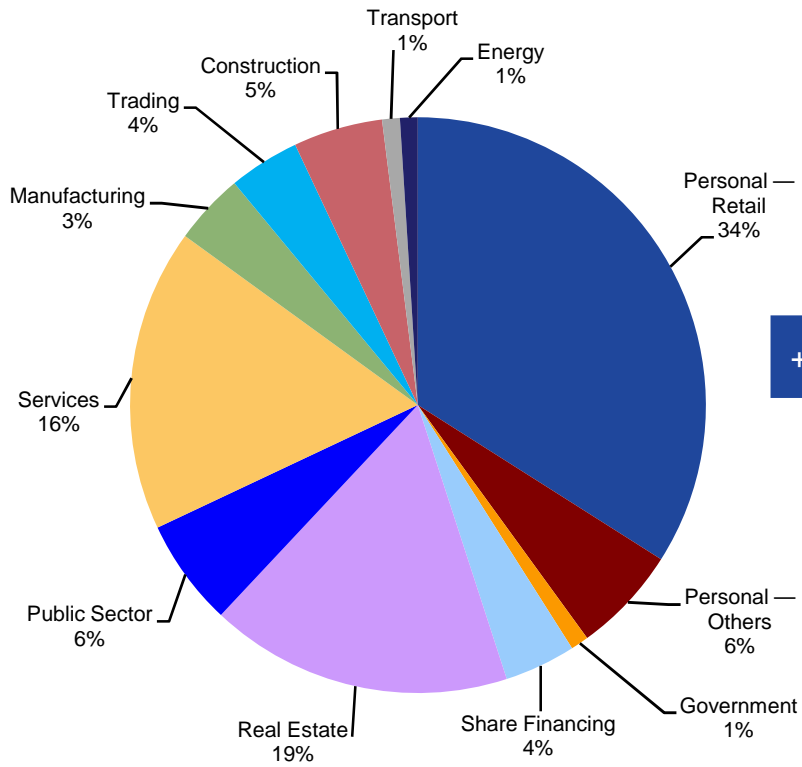


Optimizing efficiency of asset allocation while managing appropriate liquidity level

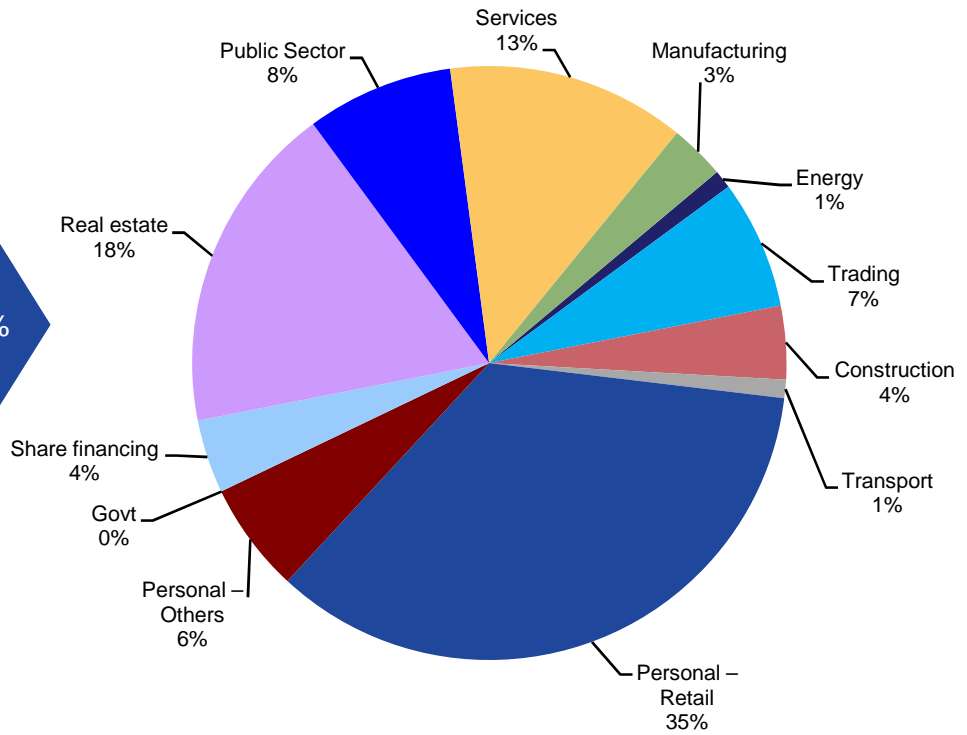
Loan Portfolio Analysis

2010

2011



+ 10%

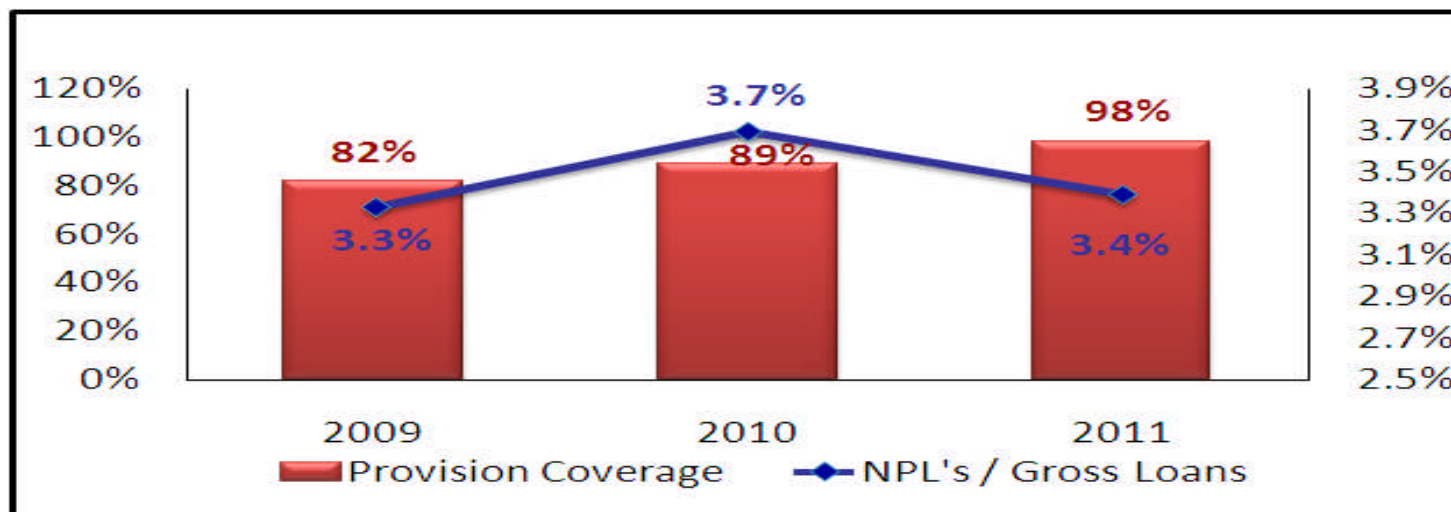


Loan Portfolio — Consistent, Balanced Growth and Diversification Amongst Sectors

Asset Quality Analysis

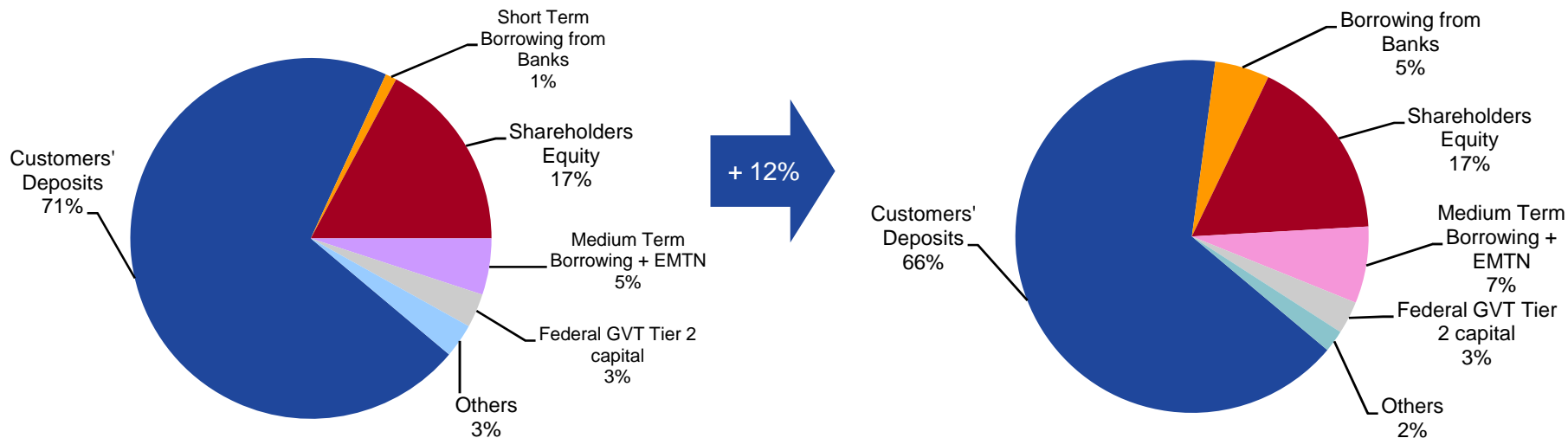
AED millions	2009	2010	2011
Performing Loans	89,818	95,236	104,660
Non Performing Loans	3,097	3,687	3,681
Total Gross Loans	92,915	98,923	108,341
Specific Provisions	584	2,523	2,204
General Provisions	1,945	771	1,418
Total Provisions	2,529	3,295	3,622
NET LOANS	90,386	95,628	104,720
NPL's / Gross Loans	3.3%	3.7%	3.4%
Provision Coverage	82%	89%	98%
Provision charge % of Gross Loans	1.8%	1.7%	1.4%

Non Performing Loan - Key Indicators

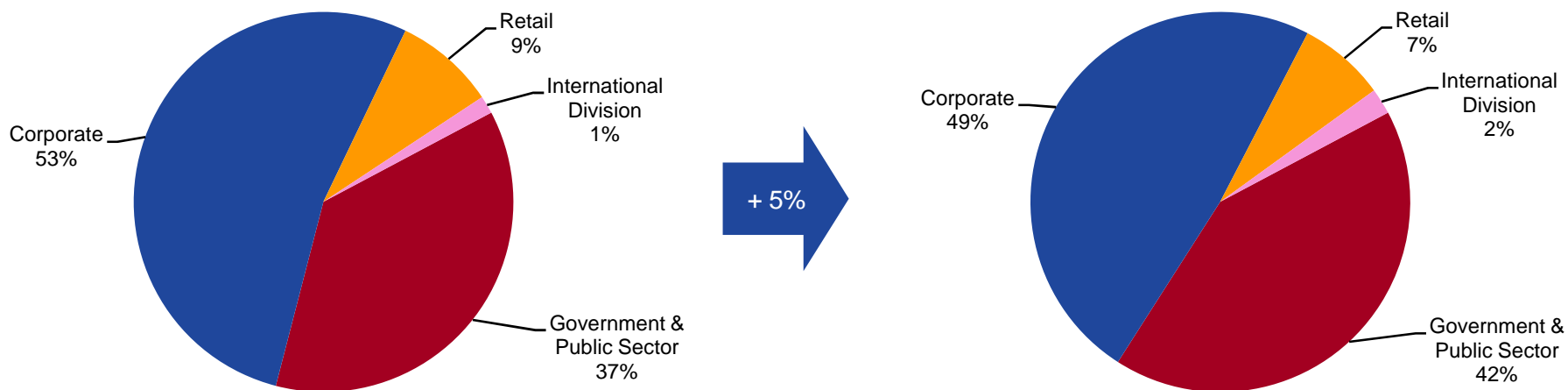


Funding Mix

2010 Funding Mix 2011

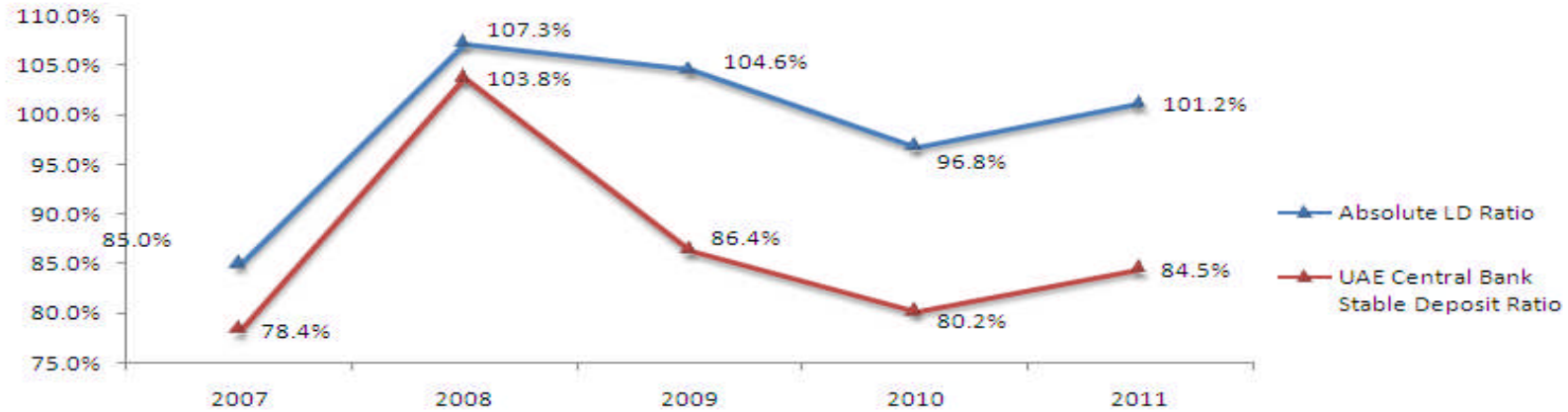


2010 Customer Deposits 2011

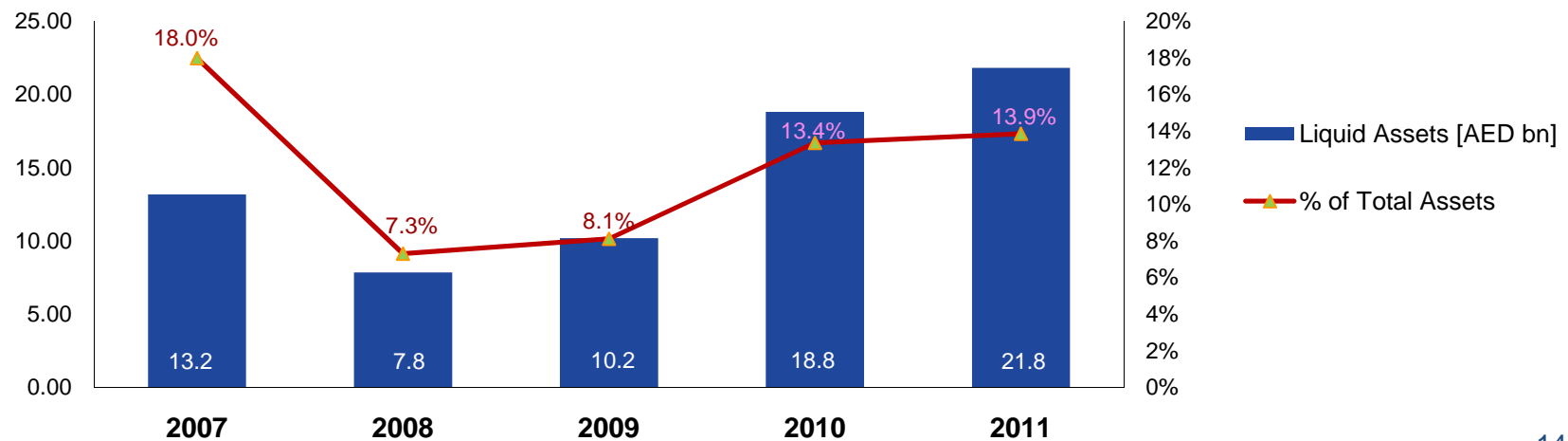


Liquidity Snapshot

Loans to Deposit Ratio



Liquid Assets

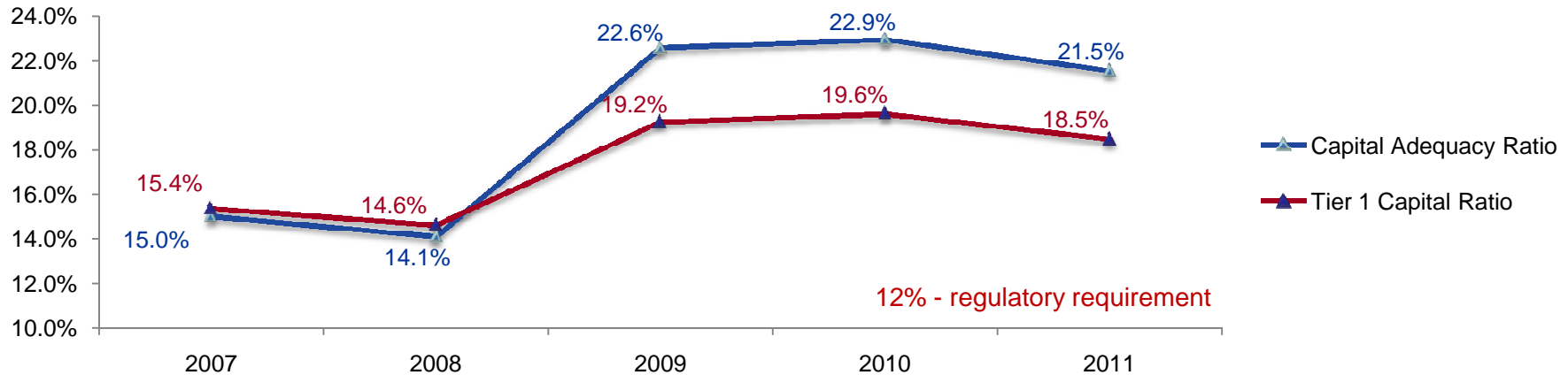


Capitalization Overview



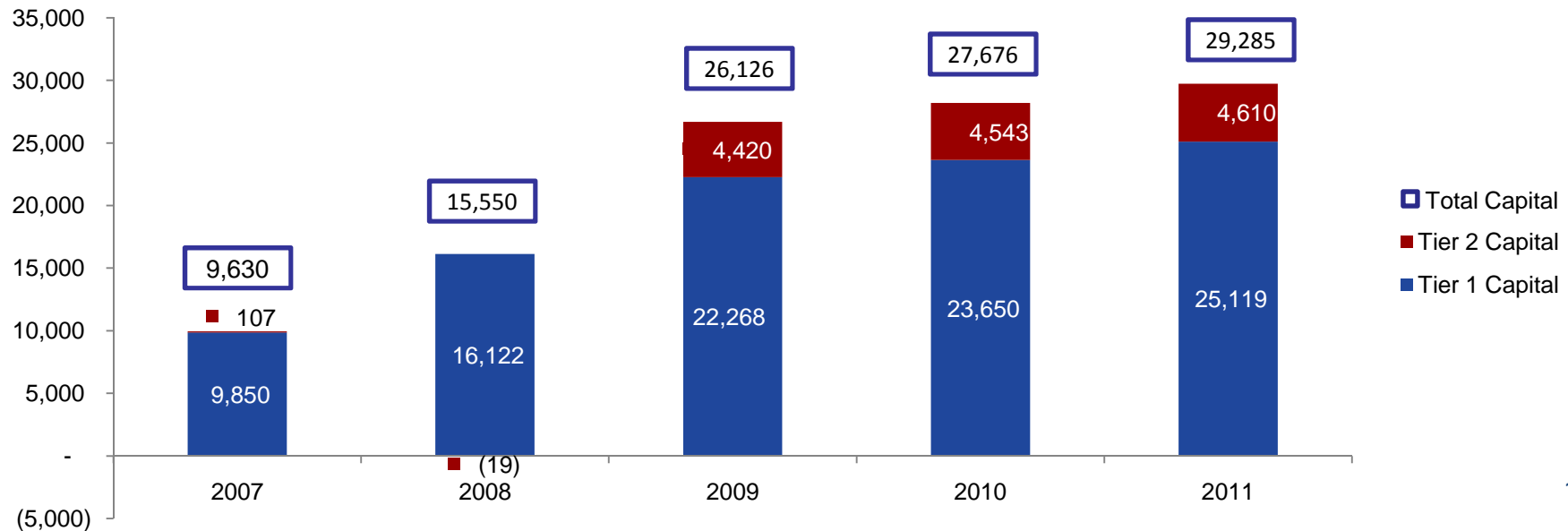
بنك الخليج الأول
First Gulf Bank

Capital Adequacy Ratio [%]



Strong Capital Base * [AED Mn]

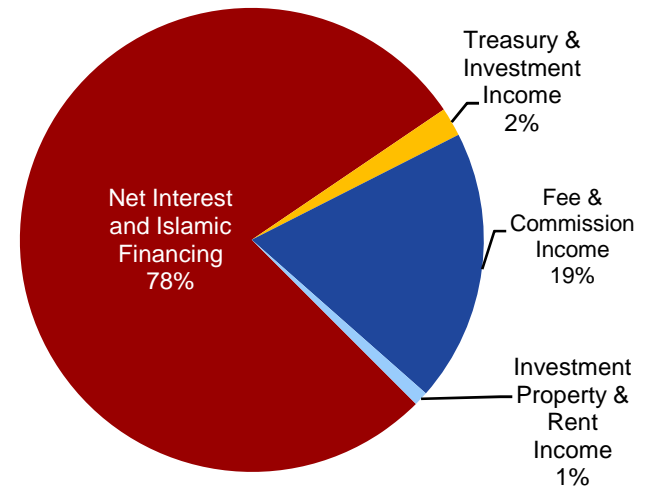
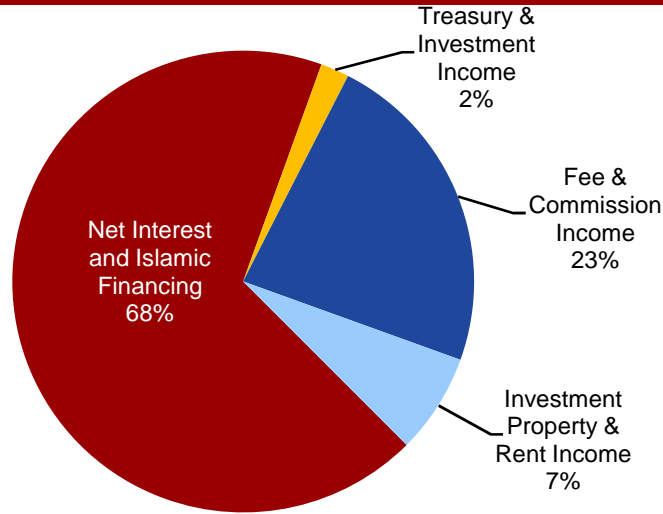
* Note: Total capital base includes Tier 1 Capital, Tier 2 Capital and deductions



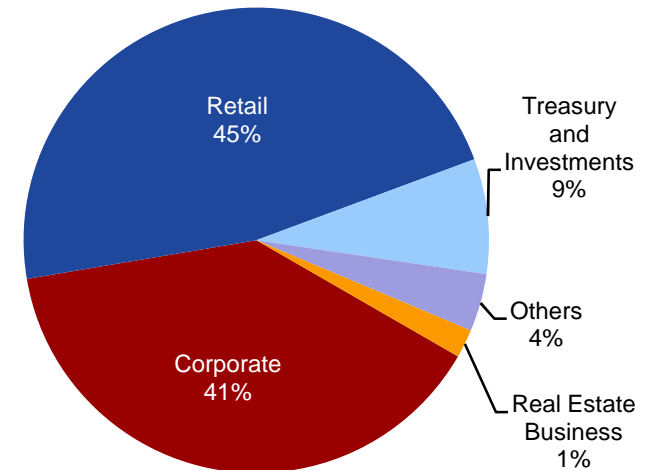
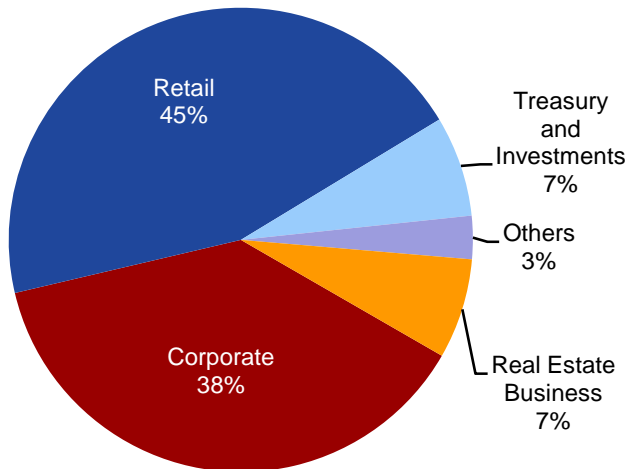
Group Revenue Analysis



2010 Revenue Analysis by Products 2011



2010 Revenue Analysis by Business Segments 2011



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

Overall Strategy



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



First Gulf Bank

	Corporate Banking		Retail Banking		Treasury and Investments		Real Estate Activities		Other Operations	
	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011
Assets	44%	41%	23%	24%	23%	24%	5%	5%	5%	6%
Operating Income *	38%	41%	45%	45%	7%	9%	7%	1%	3%	4%

* Operating income excluding associates

FGB Subsidiaries and Associates Contributing to Core Business

	First Merchant International	MISMAK	First Gulf Properties	Radman Properties	First Gulf Financial Services	Green Emirates Properties	Aseel Finance
Ownership	100%	100%	100%	80%	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)	Brokerage Services	Property Management and Brokerage	Islamic Financial Services

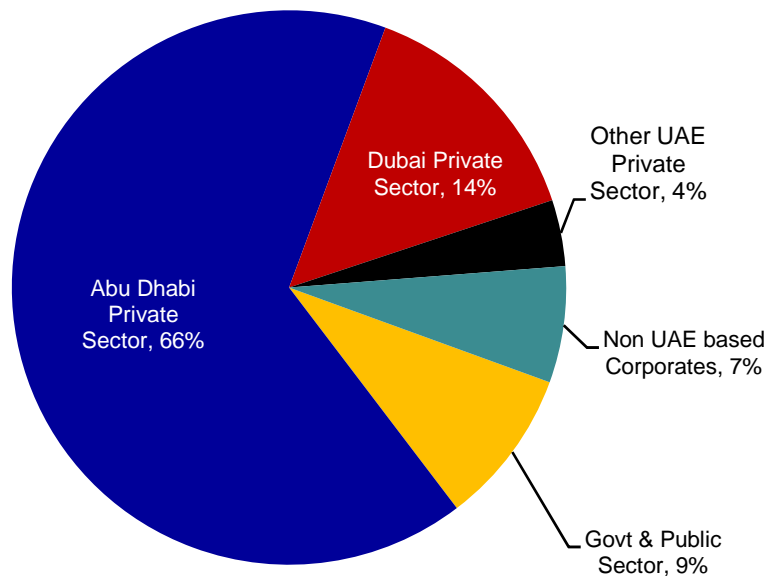
Business Lines — Corporate Banking



بنك الخليج الأول
First Gulf Bank

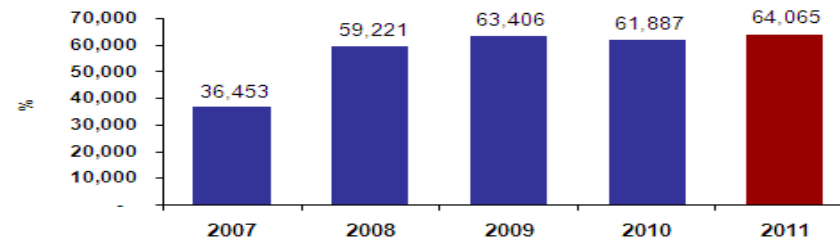
- ◆ **Corporate Banking** has been FGB's core activity since inception offering a range of financial services to corporates. Focus industries include oil & gas, manufacturing, energy and real estate.
- ◆ Offers a spectrum of financial services:
 - Institutional Banking: focus is on FIs, international 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 (Dec' 11) ¹

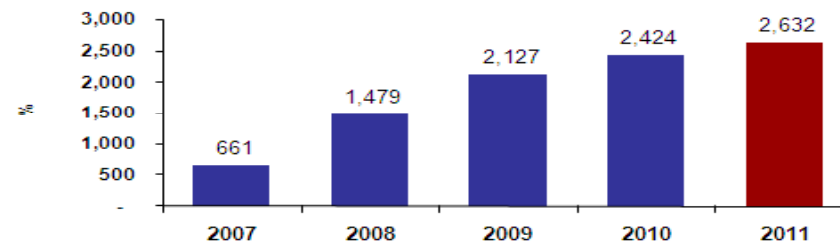


Source: FGB and FGB Financial Statements

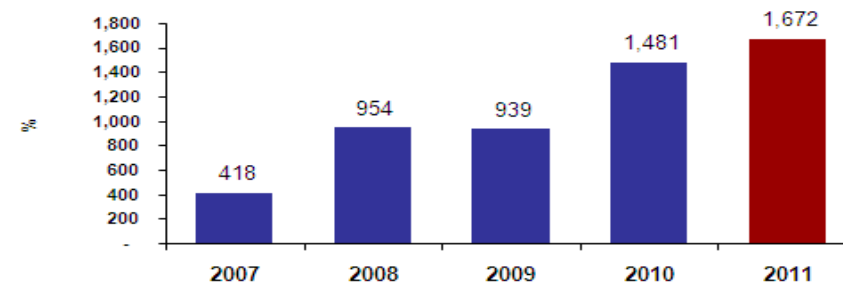
Assets ¹



Operating Income ²



Profit ²



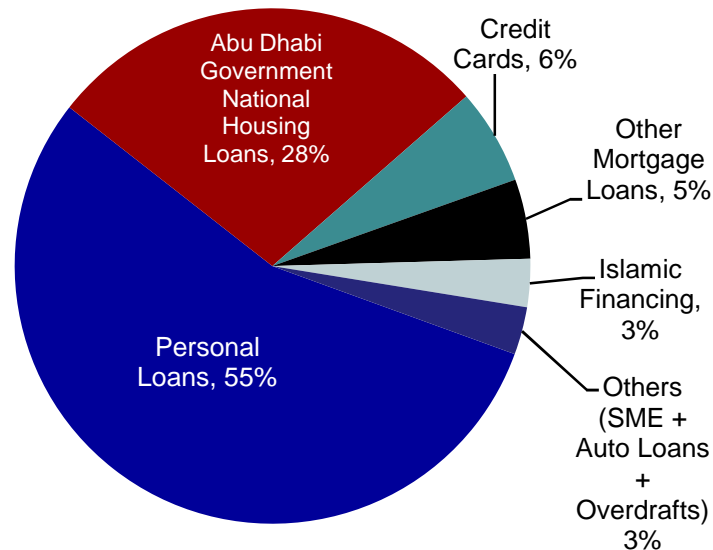
Note1: As of 31 December
Note2: For the full year

Business Lines — Retail Banking



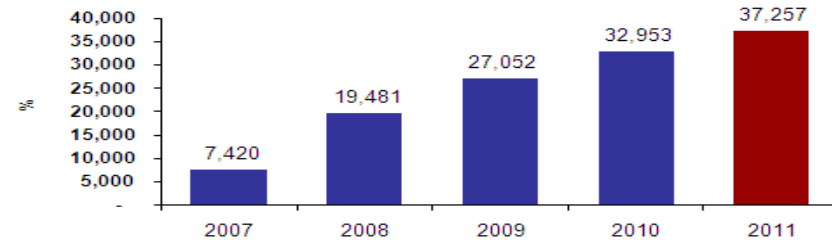
- ◆ Since 2002 **Retail Banking** business offers customers a range of products and services with a special focus on UAE Nationals
- ◆ The Retail Banking products are offered through diversified delivery channels including:
 - 19 branches and 82 ATMs / CDMs
 - Internet Banking, Phone Banking and Call Centres

Retail Gross Loan Portfolio (Dec' 11) ¹

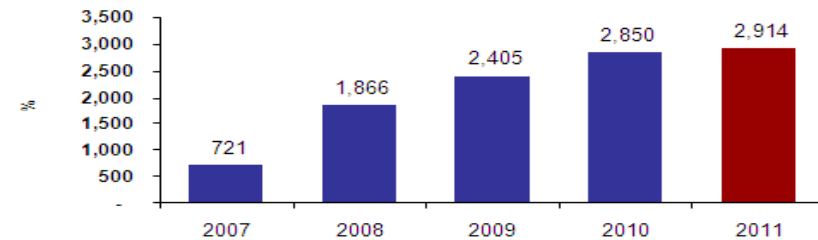


Source: FGB and FGB Financial Statements

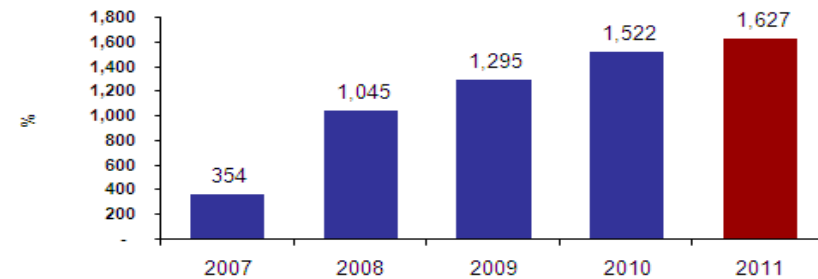
Assets¹



Operating Income²



Profit²



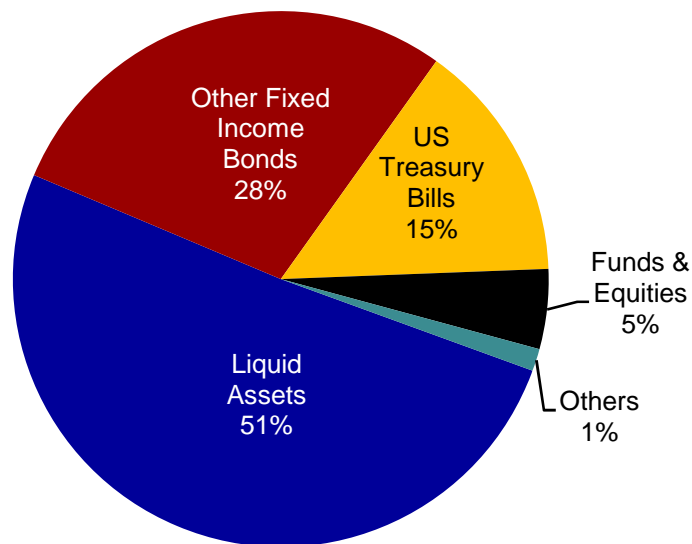
Note1: As of 31 December

Note2: For the full year

Business Lines — Treasury and Investments

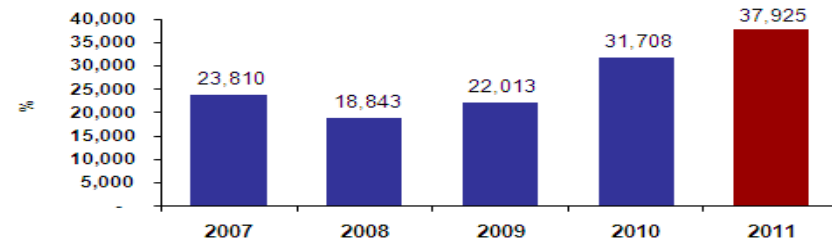
- ◆ Established in 2001, the **Treasury & Investments Division** offers key corporates a set of products across a range of asset classes and geographic markets
- ◆ Mainly manages the group's liquidity
- ◆ Support the key client needs for the treasury products and services
- ◆ Offers a range of treasury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

Treasury and Investments Portfolio (Dec' 11) ¹

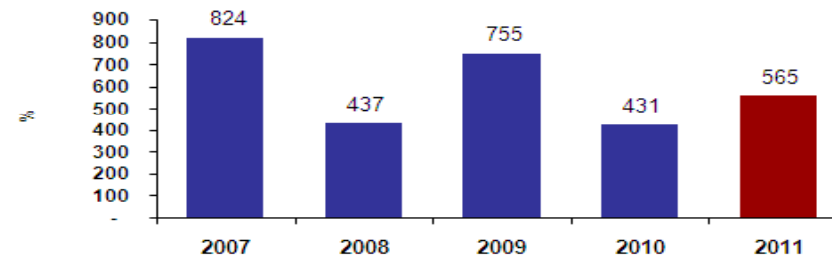


Source: FGB and FGB Financial Statements

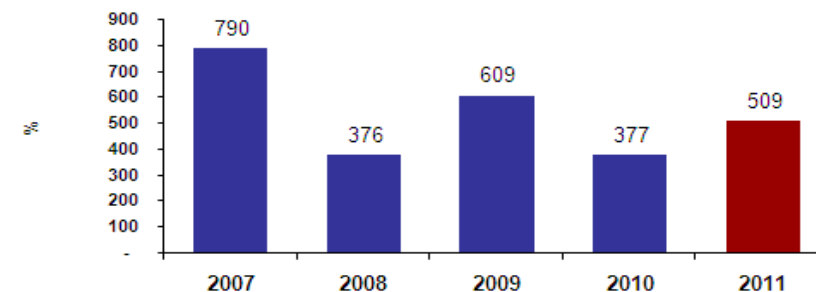
Assets²



Operating Income²



Profit²



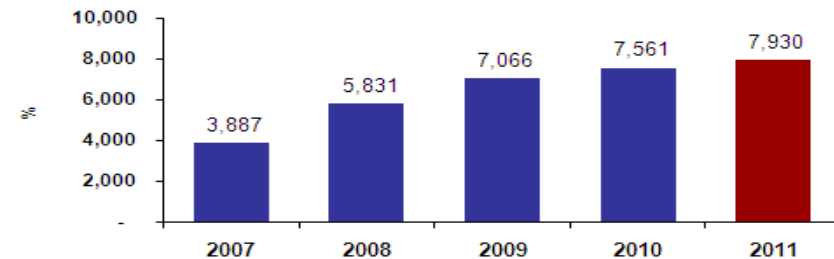
Note1: As of 31 December

Note2: For the full year

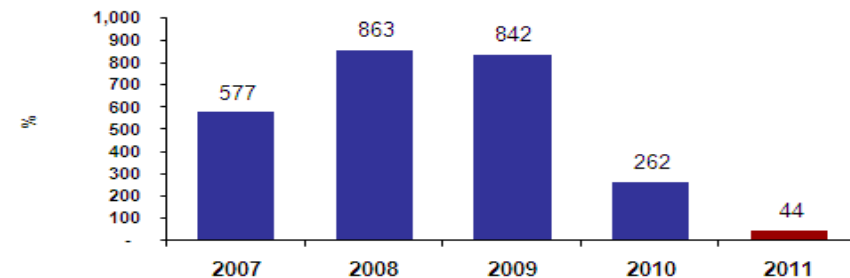
Business Lines — Real Estate Activities بنك الخليج الأول First Gulf Bank

- ◆ 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 7.5 billion represent 5% of total assets
- ◆ Rental income yield is 3.2% per annum
- ◆ 86% of the group's real estate assets are either located in Abu Dhabi or generate rental income

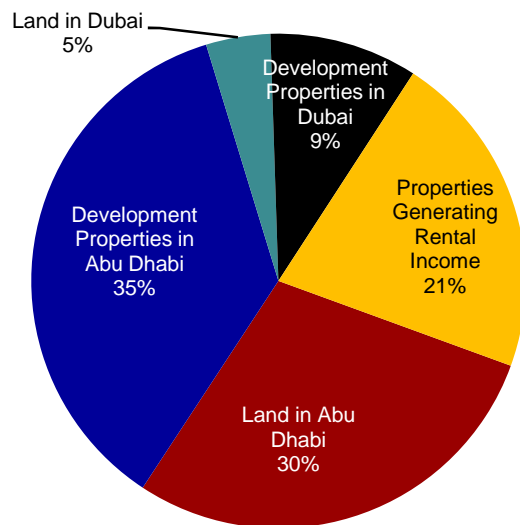
Assets²



Profit²



Investments Properties (Dec' 11)¹



Description	Location	Area in Sqft	Value	Value / Sqft
		Unit	AED "000"	AED
Land Airport area	Abu Dhabi	21,283,356	1,381,526	65
Land Reem Island	Abu Dhabi	3,942,109	590,494	150
Land city area	Abu Dhabi	167,389	191,330	1,143
Land Burj Khalifa area	Dubai	43,104	94,527	2,193
Land other areas	Dubai	308,224	223,245	724
Leased Properties	Abu Dhabi	602,022	419,763	697
Leased Properties	Dubai	3,789,029	1,192,811	315
Property under development (Reem - 52%)	Abu Dhabi	3,976,599	2,714,270	683
Property under development (BB - 92%)	Dubai	628,757	729,934	1,161
Total		34,740,589	7,537,900	217

Source: FGB and FGB Financial Statements

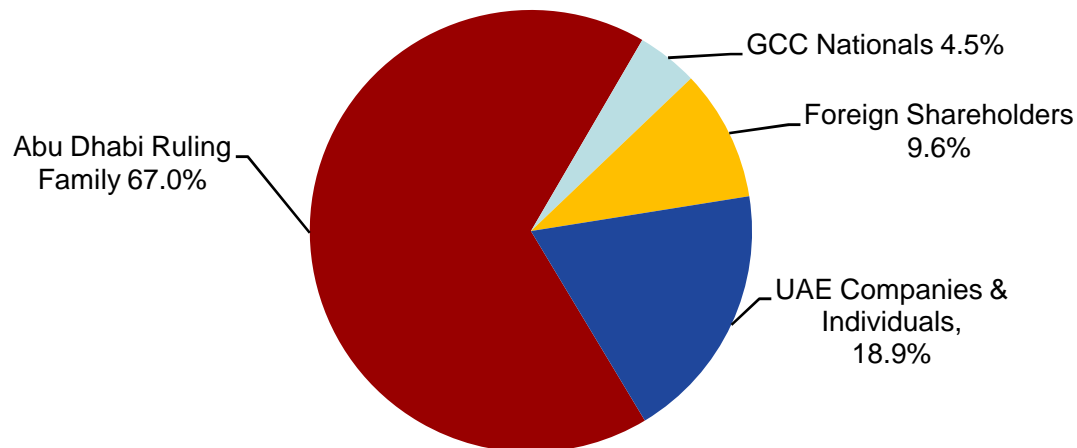
Note1: As of 31 December

Note2: For the full year

- General Overview
- Financial Review
- Business Review

- **Shareholder Information**

Ownership and Board of Directors



Board Members – Prominent Stakeholders in Abu Dhabi Business Community

H.H. Sheikh Tahnoon Bin Zayed Al Nahyan – (Acting) Chairman

- Chairman of Amiri Flight
- Chairman of Royal Group

<p>Abdulhamid Mohammed Saeed</p> <p><i>FGB Managing Director</i></p> <p>Board Member of: Emirates Investment Authority Abu Dhabi Securities Exchange Emirates Integrated Telecommunication Company (DU) Mubadala Development Company</p>	<p>Khaldoon Khalifa Al Mubarak</p> <p><i>CEO of Mubadala Development Company</i></p> <p>Member of: Abu Dhabi Executive Council Abu Dhabi Council for Economic Development Abu Dhabi Executive Affairs Authority (Chairman)</p>	<p>Ahmed Ali Al Sayegh</p> <p><i>CEO of Dolphin Energy</i></p> <p>Board Member of: Mubadala Development Company Abu Dhabi Water & Electricity Authority Etihad Airways</p>	<p>Khadem Abdulla Al Qubaisi</p> <p><i>Managing Director of IPIC</i></p> <p>Board Member of: Aabar Investment (Chairman) Gulf Energy Maritime</p>	<p>Sultan Khalfan Al Ketbi</p> <p>Board Member of: Al Ain International Group (Vice Chairman)</p>
--	---	---	---	--

Dividend Distribution



DESCRIPTION	2003	2004	2005	2006	2007	2008	2009	2010	2011
NET PROFIT (Mn)	120.9	244.9	1,055.7	1,535.9	2,008.2	3,005.3	3,310.3	3,420.4	3,707.3
CASH DIVIDEND (% of Capital)	10%	20%	25%	70%	20%	35%	50%	60%	100%
BONUS SHARES (% of Capital)	-	5%	25%	-	10%	-	-	5%	100%

DIVIDEND PAYOUT RATIO (% of Net Profit)	32%	40%	47%	57%	19%	16%	20%	26%	40%
--	-----	-----	-----	-----	-----	-----	-----	-----	-----

Maximizing Value for our Shareholders

FGB - A Bright Future Outlook



FGB is very well positioned to continue generating value to its shareholders in 2012 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

Disclaimer

This presentation provides information in summary form only and is not intended to be complete. It is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor.

No presentation, express or implied, is made as to the fairness, accuracy, completeness or correctness of information contained in this presentation, including the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, synergies, returns, benefits or statements in relation to future matters contained in the presentation.

The forward-looking statements are by their nature subject to significant uncertainties and contingencies and are based on numbers or estimates or assumptions that are subject to change (and in many cases are outside the control of FGB and its directors) which may cause the actual results or performance of FGB to be materially different from any future results or performance expressed or implied by such forward looking statements.

To the maximum extent permitted by law, FGB disclaims any responsibility for the accuracy or completeness of any information contained in this presentation including any forward-looking statements and disclaims any responsibility to update or revise any information or forward-looking statement to reflect any change in FGB's financial condition, status or affairs or any change in the events, conditions or circumstances on which a statement is based.

To the maximum extent permitted by law, neither FGB nor its related bodies corporate, directors, employees or agents, nor any other person, accepts any liability, including, without limitation, any liability arising from fault or negligence, for any direct, indirect or consequential loss arising from the use of this presentation or its contents or otherwise arising in connection with it.

This presentation should be read in conjunction with other publicity available material. Further information including historical results and a description of the activities of FGB is available on our website, www.fgb.ae