

Investor Presentation

July 2015

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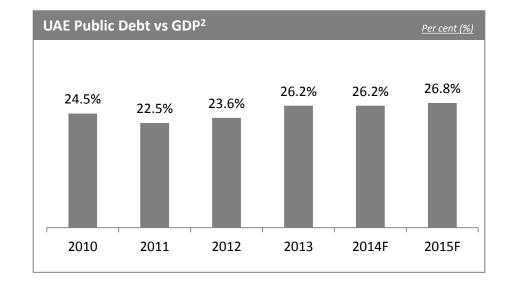
UAE, Abu Dhabi & Banking Sector

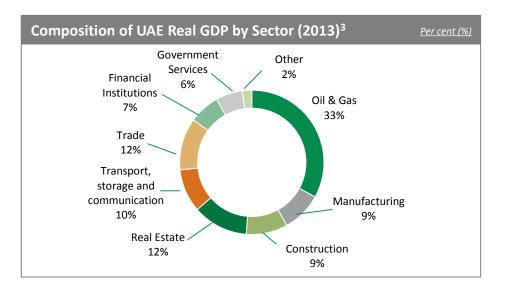
- □ NBAD Overview
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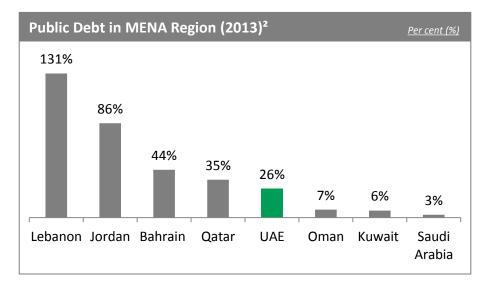
UAE Economic Overview



- The United Arab Emirates comprises seven Emirates with Abu Dhabi being the largest contributor to its GDP
- Rating: Aa2 stable by Moody's (unsolicited)
- Nominal GDP for 2013 estimated at USD 402.3bn, making it the 2nd largest economy in the GCC (after Saudi Arabia)¹
- 6.06% of proven global oil reserves as of 2012²
- UAE Banking sector offers the largest asset base within the GCC (NBAD is 4th largest bank by assets in the MENA region)
- UAE banking sector is dominated by domestic players domiciled within the market









Abu Dhabi Key Economic Indicators

Credit Rating	Aa2 (Moody's) / AA (S&P) / AA (Fitch)
Size	Abu Dhabi accounts for 87% of UAE's land area
Population (2012)	2.3mn ¹
Nominal GDP (2013)	USD 259.7bn ¹
GDP Per Capita (2013)	USD 106,000 ¹
Oil & Gas as a % of GDP	54.9% (nominal GDP, 2013) ¹
Crude Oil Production Reserves	Approx 2.6mn bpd (2012) ¹ 95 bn barrels ¹ ; Global ranking – 7 ²
Other Principal Contributors to Nominal GDP (2013) ¹	Construction (9.0%), Real Estate (4.8%), FIs & Insurance (4.8%), Manufacturing (5.7%), Govt Services (4.6%), Transportation and storage (3.7%), Wholesale and retail trade (3.6%), Professional, scientific and technical (2.2%), Information and communication (2.3%), Public utilities (2.5%)
Abu Dhabi "2030 Economic Vision"	Initiative by the Government of Abu Dhabi to develop and diversify the economy beyond oil revenues

Abu Dhabi's Aa2 government rating reflects our expectation that resources accumulated during the recent period of high oil prices and a prudent budgeting of oil proceeds will mitigate the negative consequences of oil price volatility on the country's fiscal and external accounts.

Abu Dhabi benefits from: (1) ample reserves derived from several consecutive years of fiscal surpluses; (2) a sound policy framework; (3) political stability and (4)a very high per capita income. After consolidated spending stabilized in 2014, the UAE's fiscal breakeven oil price is just below \$80 per barrel while its external breakeven oil price is around \$64. At the same time, the government's large net asset position provides a transition period of several years to adjust to oil price cycles.

Moody's, January 26, 2015

The exceptional strength of Abu Dhabi's net asset positions also provides a buffer to counter the negative impact of oil price volatility on economic growth and government revenues, as well as on the external account. **Standard & Poor's, October 3, 2014**

Sovereign net foreign assets are the second-highest of all Fitch-rated sovereigns and rose by an estimated 27% of GDP during 2013 to 178.4% of GDP....These assets are equivalent to around five years of government spending and provide a substantial cushion....

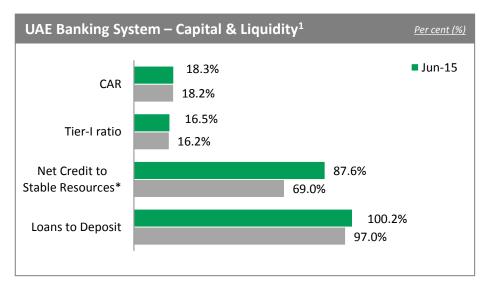
Fitch Ratings, August 15, 2014

The UAE Banking Sector

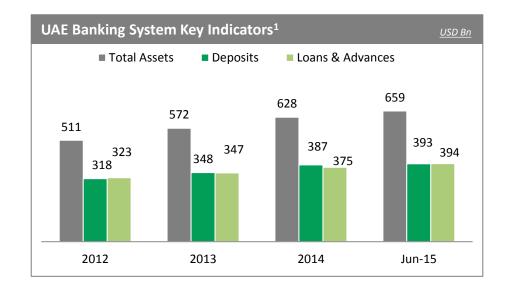


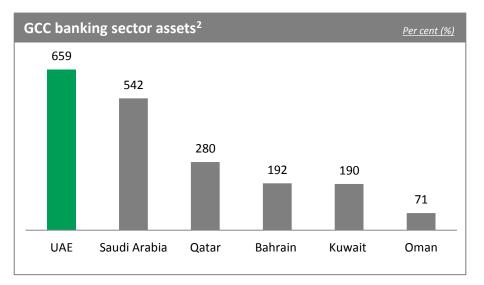
 As at 30 June 2015 there were a total of 49 banks (23 locally incorporated banks and 26 foreign banks)¹

- 8 Islamic banks
- Strong capitalisation driven by cautious lending and healthy internal capital growth
- Most domestic banks focus on the UAE and GCC region, while the largest banks have international presence
- Regulated by the Central Bank of the UAE



* Stable Resources = Deposits + Term borrowings + Capital & Reserves ¹ UAE Central Bank





Qatar & Oman as of 31 May 2015, Bahrain as of 30 April 2015 Kuwait, Saudi Arabia & UAE as of 30 June 2015



UAE, Abu Dhabi & Banking Sector

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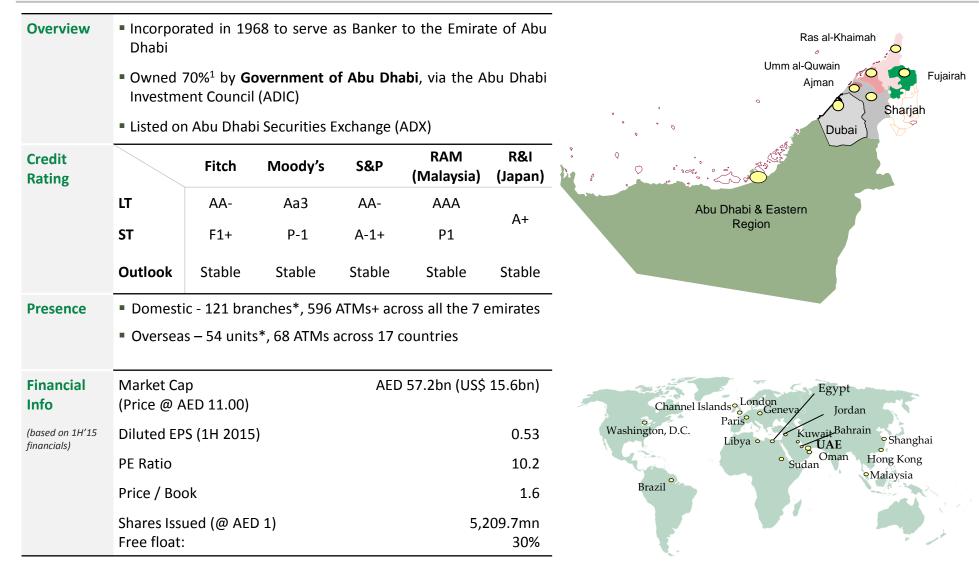
NBAD at a Glance (1/2)





NBAD at a Glance (2/2)





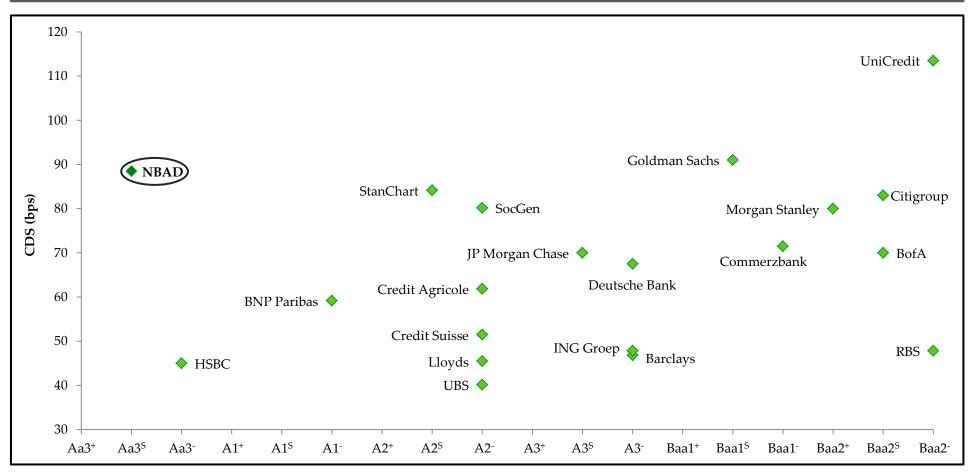
* Including cash offices, NBAD Suisse & Malaysian subsidiary, offshore units & representative office in Libya & Shanghai

+ includes Cash deposit machines

NBAD vs Global banks



NBAD has the strongest rating from Moody's (Aa3 with a Stable outlook), within the selected peer group below; Indeed NBAD is the only bank within the selected peer group here, to be rated in the double-A category by all three major agencies with Stable outlook



Notes: X-axis represents the rating assigned by Moody's. The ratings have been arranged from higher to lower based on the outlook assigned by Moody's at each rating level. For example 'Aa3+' is the highest rating level for 'Aa3' rating category, where (+) refers to positive outlook. 'Aa3+' is followed by 'Aa3S' and 'Aa3-', where (S) refers to 'stable outlook ' and (-) refers to 'negative outlook'; CDS levels are for 26th January 2015; Source: Bloomberg



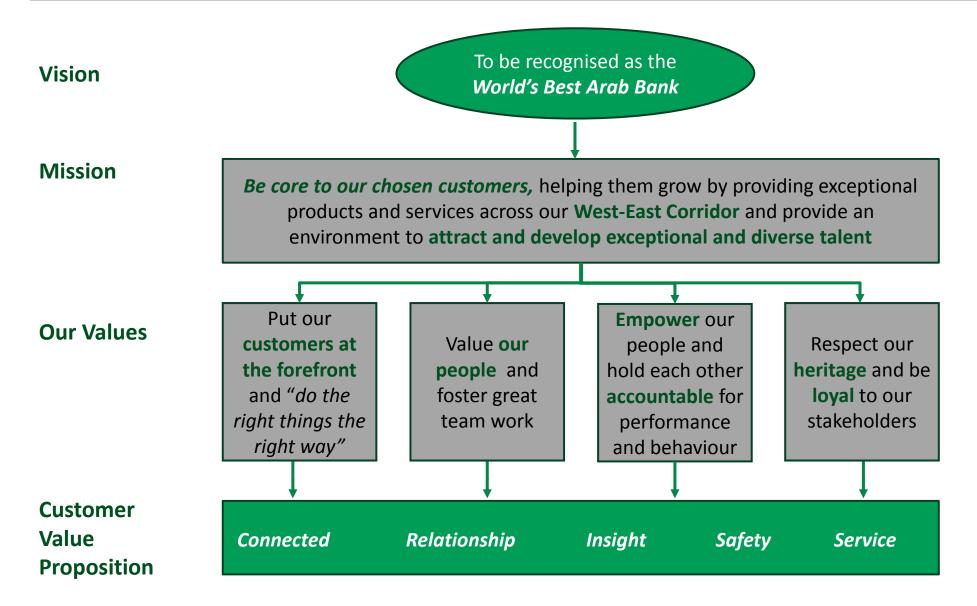
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Our mission to be core to our chosen customers







Vision: To be recognised as the World's Best Arab Bank

to be achieved around four pillars...

2



Home Market

Build the largest, safest and best performing bank first in UAE, and over time in the GCC

Wholesale / Wealth Network Markets

Deepen our network across the West-East corridor & integrate our existing European & North American platforms into this network

New Franchise Markets

3

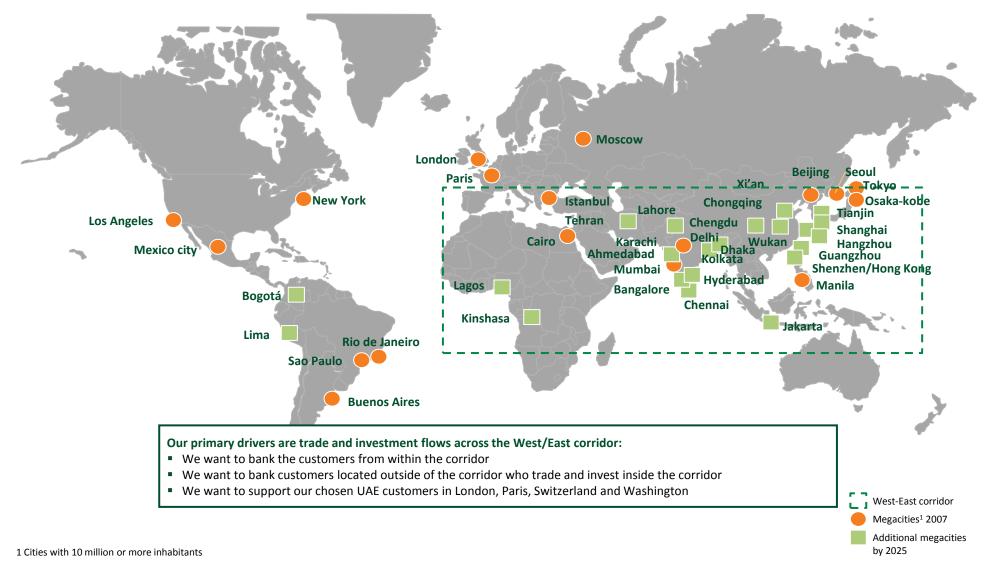
Build 5 international bank franchises in the largest and fastest growing economies in the West-East corridor

Building the Spine

Supported by a world class spine (Operations & Technology, Risk, Finance, Legal, Compliance) combining best-in-class customer service with leading cost efficiency

Banking the West-East corridor





Trade and FDI flow across the West-East corridor



						.*	R	Şer						
	1.1 Intra I	Middle Eas	t		2.1 Asia and Africa					3.1 Intra Asia				
Trade flows		2011	2020	CAGR 11-20			2011	2020	CAGR 11-20			2011	2020	CAGR 11-20
	Trade	112	270	10%	Trac	de	334	888	11%		Trade	3302	6607	8%
	FDI flow	17	38	9%	FDI	flow	35	69	8%		FDI flow	213	614	12%
							27-	N		32		1		
	1.2 Middle East and Asia			E Star						3.2 Intra A				
		2011	2020	CAGR 11-20								2011	2020	CAGR 11-20
	Trade	1008	2743	12%							Trade	50	103	8%
	FDI flow	26	82	14%							FDI flow	2	15	25%
						0							>	
	1.3 Middle East and Africa													
		2011	2020	CAGR 11-20										-
	Trade	67	163	10%										
	FDI flow	6	29	19%										

Figures in USD Billion Trade = Sum of imports and exports FDI = Sum of M&A and Greenfield investments SOURCE: EIU estimates

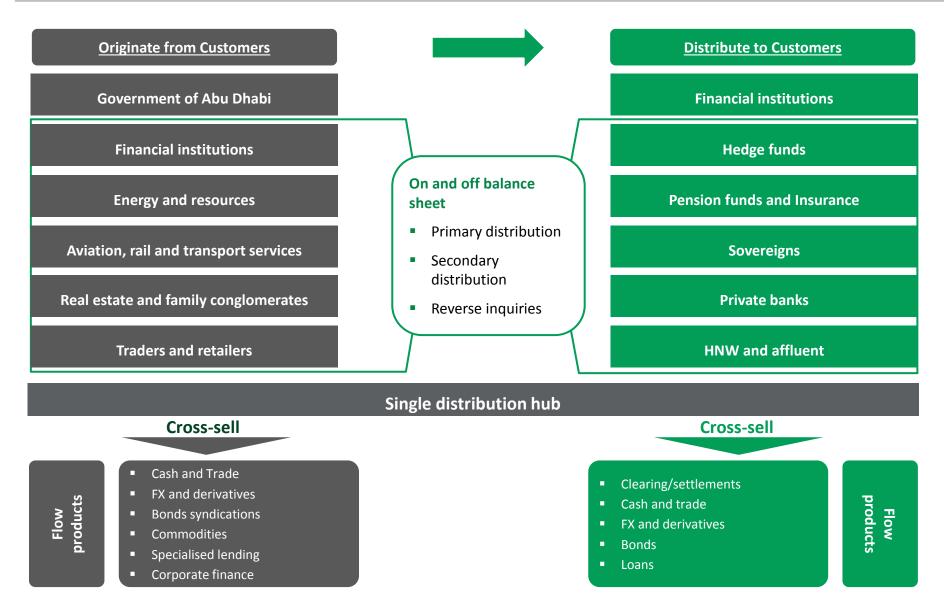
Key industry sectors aligned to our network markets strategy



Key sectors		Why is it an opportunity?	Illustrations	
	Financial Institutions	 Significant and fastest growing segment globally 40% contributor to the global Wholesale bank and the biggest volume segment in flow products Controls 70% of the volumes in certain products 		BLACKROCK ② 学恩 & 行 BANK OF CHINA 国工商银行
	Energy and Resources	 Strategic sector in the UAE & aligned with Abu Dhabi 2030 Attractive sector for corporate credit with low counterparty risk Substantial growth & potential of supply chain business 	ADNOC ADNOC	
• 1 • 1 •	Aviation, rail and transport services	 Strategic sector the UAE & aligned with Abu Dhabi vision 2030 National champions with significant growth aspirations Big 6 airlines within the new West-East corridor 		SINGAPORE 》 CATHAY PACIFIC 東方航空 EASTERN
	Real Estate and family conglomerates	 Strategic sector the UAE (20% of UAE GDP) & aligned with Abu Dhabi vision 2030 Highly attractive sector for Arab investors Attractive for GCC/Asian and other investors 	Singapore	Jardines
	Traders and retailers	 Strategic and high growth sectors in the region UAE is the 18th biggest trading country in world ahead of countries like India, Brazil and Australia Retailing is USD ~\$48Bn market in GCC expected to grow at ~8% annually from 2013/17 	Carrefour Carrefour	Al-Futtaim

We will increasingly utilise an 'originate to distribute' model





Wholesale banking model aligning to West-East corridor



ustomer geographies	Banking hubs ¹	Centers of excellence	Operating centers
The Gulf/Middle East	Abu Dhabi	 Key industry sectors Financial institutions (Singapore) Energy and resources (Aby Dachi) 	
Indian sub-continent	Mumbai	 Energy and resources (Abu Dhabi) Aviation, rail and transport (Abu Dhabi) 	
South and West Africa	Lagos	 Real estate and family conglomerates (Abu Dhabi) Traders and retailers (Abu Dhabi) 	Abu Dhabi (BCM in Al Ain)
South-East Asia, Australia, Papua New Guinea	Singapore	 Global financial markets and booking centers Abu Dhabi Singapore or Hong Kong 	
Greater China, Korea and Japan	Hong Kong	 London 	
candinavia, Switzerland, nd European Union	London	Cash and trade ■ Abu Dhabi	
France and North Africa	Paris	DCM Abu Dhabi Hong Kong	One more location at a future point (e.g., India or
North and South America	Washington	Advisory and specialized lending Abu Dhabi 	Philippines)

1 Relationship, sales and product service



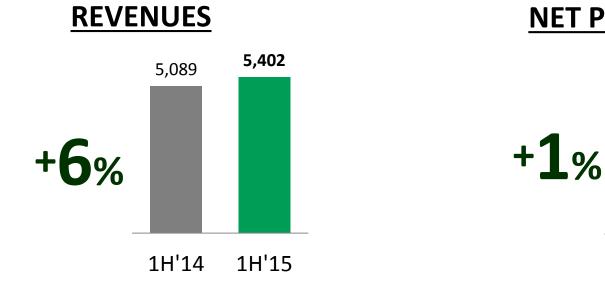
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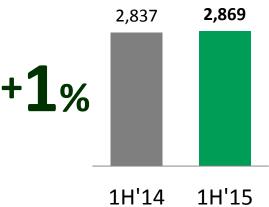
□ Appendix

2Q/1H 2015 – Key Highlights





NET PROFITS



14.4 %	RoE	15.4 %	Tier-I	#25
16.3%	RoSF	16.6 %	CAR	* Among the Safest Banks in the World Within the Top #50 since 2009 * Global Finance 2014

Business Drivers Grow in Line with Strategy



Balance sheet indicators	1H 2014	1H 2015	Variance	UAE Banking Sector Growth
	<u>AED Bn</u>	<u>AED Bn</u>	<u>%</u>	<u>YoY %*</u>
Assets	348	393	12.7%	8.2%
Equity	36	42	15.5%	8.3%
Customer Loans	182	218	19.9%	8.8%
Customer Deposits	237	230	-3.1%	3.1%
- CASA	64	71	11.2%	NA
Contingencies (Trade & Market)	1,259	1,306	3.7%	NA

Assets were up year-over-year, driven by lending growth; Trade & Market Contingencies grew yearover-year as we continued to execute against our strategy.

• UAE Banking Sector growth as per UAE CB Banking Indicators, June 2015

Growth continues amidst headwinds



Growing revenue in the right areas

- Gaining share in Retail/Commercial
- Rapid growth in flow products
- Strong growth in Wholesale and Wealth international network markets
- Continuing to build on capital and liquidity strength
- Headwinds from market-linked businesses and softer activity
- Returns remain attractive



Recently refurbished NBAD Head Office branch, Abu Dhabi



NBAD sponsorship of Dubai Aquarium at Dubai Mall, Dubai





Sheikh Zayed Grand Mosque, Abu Dhabi

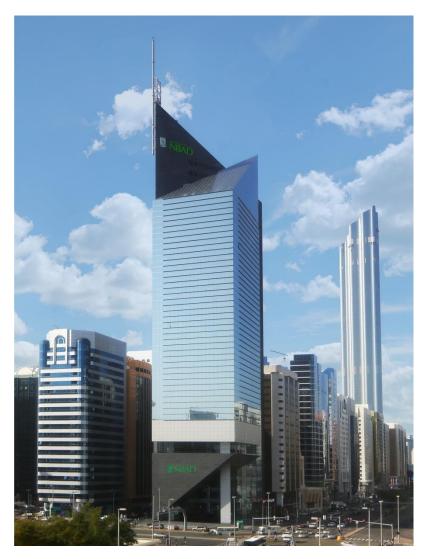
We remain strongly positioned

- Changing macro environment
- Differentiation between banks to increase over short to medium term
- Evolving environment favours NBAD
 - Strong credit rating
 - Highly liquid
 - International growth options
 - Prudent risk management

بين إنسبوا واست NBAD

Outlook

- Continuing to grow target areas
 - Retail / Commercial / Private Banking
 - Wholesale flow products
 - International network markets
- Long term support for our UAE and global clients
- Disciplined focus on costs
- Maintaining strength on risk, capital and liquidity



NBAD Head Office, Abu Dhabi

Franchise growth in strategically targeted areas...

...despite headwinds impacting overall profitability



Franchise growth in strategically targeted areas

- Retail & Commercial
- Wholesale flow products
- International network

Headwinds impacted our results

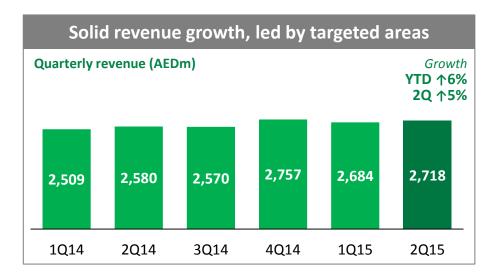
- Weaker economic tailwind on lower oil prices
- Competition for tighter liquidity impacted margins
- Lower non-customer income in Markets

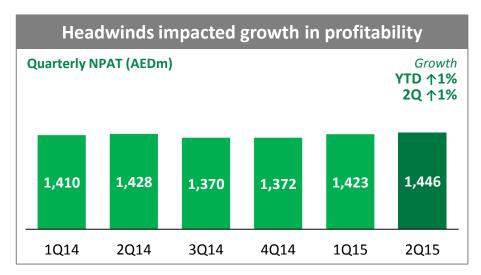
Cost growth moderating as expected

Continue to prudently manage the bank

- Used our balance sheet strength to support clients in a tighter liquidity environment
- Raised \$750m Tier-I capital in line with target to maintain Tier-I ratio ~15%

Returns on equity remain attractive





Global Wholesale Banking

Franchise growth offset by strong headwinds



Solid growth in strategically targeted areas

- Strong flow product growth in
 - Global Transaction Banking
 - Global Markets sales nearly doubled YoY
- Robust DCM performance tripled revenues year-over-year

Results adversely impacted by headwinds

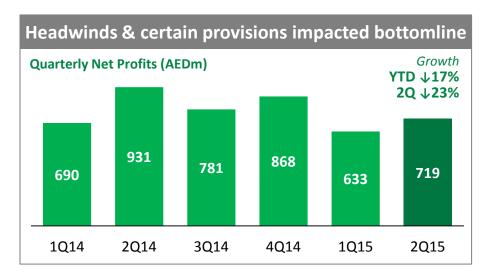
- Lower non-customer income in Global Markets
- Competition for tighter liquidity impacted margins

Supported our clients with our liquidity

- Lending 个YTD 16%
- Outflow of government deposits

Asset quality in line with expectations

Revenue broadly flat, offset by headwinds Growth **Quarterly Revenue (AEDm) YTD** ↓ 2% 2Q ↓6% 1,234 1,272 1,256 1.218 1,204 1,156 1Q14 2Q14 3Q14 4Q14 1Q15 2Q15



Global Retail & Commercial

Transformation of customer experience driving strong growth



Customer experience is being transformed

- Branch refurbishments ongoing
- Launch of new mobile banking app

Transformation is driving strong, quality growth

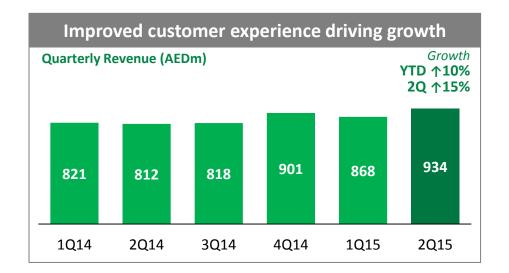
- Strong growth in UAE & Gulf
- CASA balances ↑12% year on year
- Customer lending also performing well (↑22% YoY)
- Attractive returns on equity

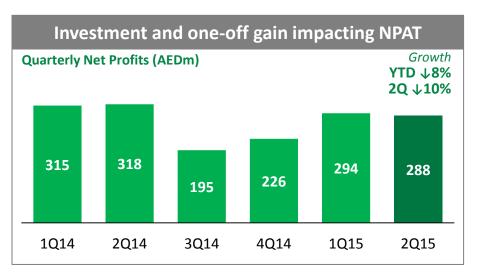
Underlying growth higher than headline numbers

 Adjusted for share sale gains in 1H'14, YoY revenues ↑18% and net profits ↑11%

Growth poised to continue

- Ongoing transformation, opportunities in Dubai
- Remain vigilant to any asset quality deterioration





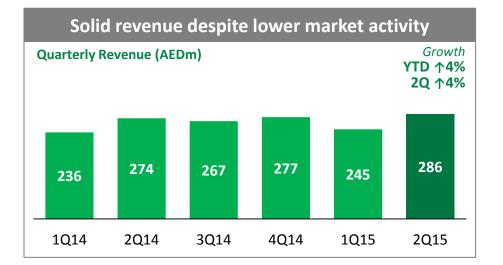


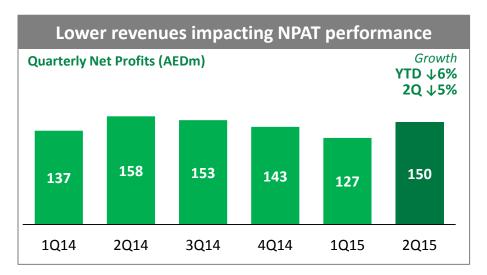
Market conditions more challenging in 2015

- Lower oil price triggered UAE market decline (4Q'14)
- Investor sentiment and IPO activity impacted
- NBAD Securities income down on lower market volumes

Against that backdrop, revenues remain solid

- Headwinds partly offset by one-off recoveries
- Balance sheet volumes marginally down year-to-date
 Deposits ↑2%; Loans ↓4%
- Investment AUMs increased on focused sales effort





Our international network is a key differentiator ...

Improving returns at lower risk



Our international^{*} network provides unique benefits

- Strong growth potential
- Attractive business characteristics
- Options for sourcing and deploying liquidity

International^{*} revenues are growing strongly

- YoY revenues growing >3x faster than NBAD Group
- Revenues under our Pillar 2 of our strategy (excluding Int'l Retail) growing faster: ↑23% YoY

Well ahead of peer UAE banks internationally

- Wider scope of operations
- Clearly defined strategy and strategic purpose
- Network investment will continue to provide growth opportunities for years to come

International^{*}: providing attractive growth NBAD International^{*} financials Revenue (AEDm) 1.041 Strong 888 growth **17%** 1H'14 1H'15 Improving 1.3% 1.1% returns RoRWA bp 1H'14 1H'15 2.6% Lower risk NPLS 1.0% 0.5% Jun'14 Jun'15 Group

* International includes all overseas operations

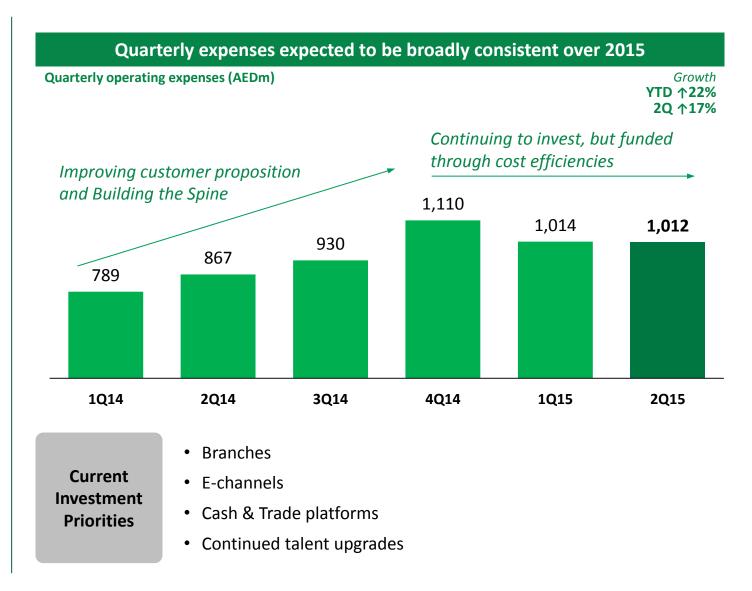
Expense growth is moderating (as expected)

Continuing to invest through cost efficiencies



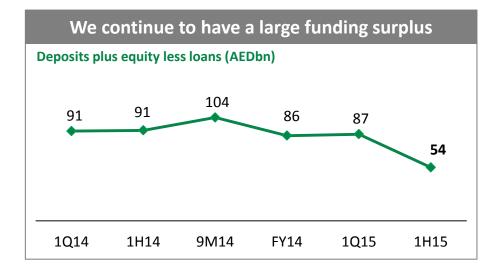
After necessary investment in 2014, expense growth is now moderating

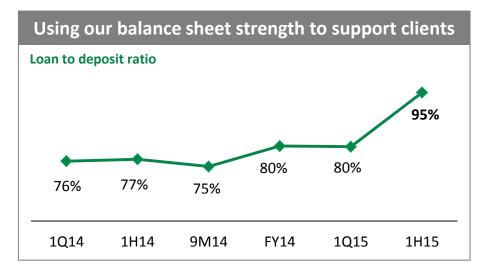
Future cost uplift will be controlled

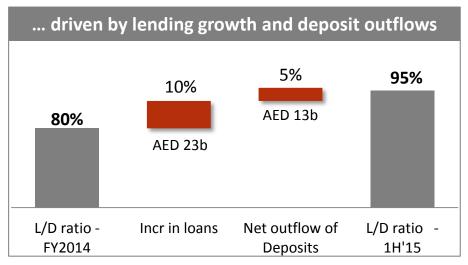


Market liquidity is tighter than 2014 NBAD continues to operate from a position of strength

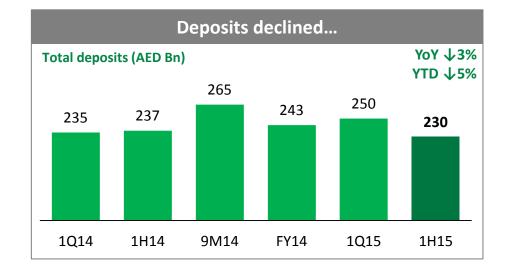








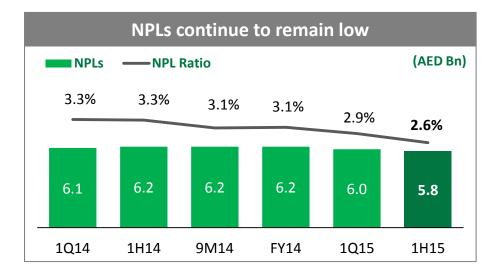
Growth rates expressed vs prior comparable period

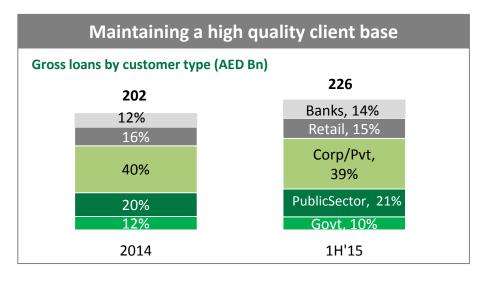


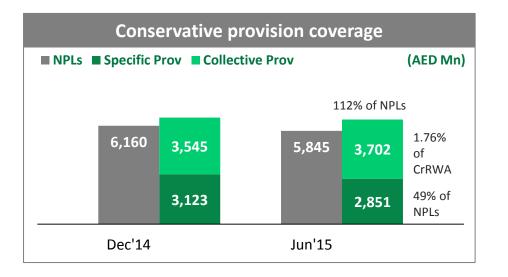
Asset quality remains very strong

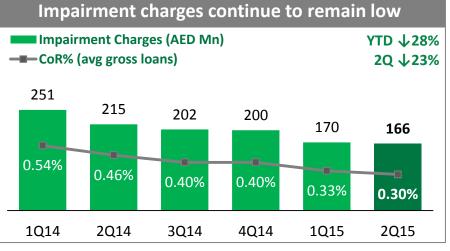
Maintain strong coverage ratios and reduced cost of risk











We continue to generate attractive returns ...

...while maintaining a very strong capital position

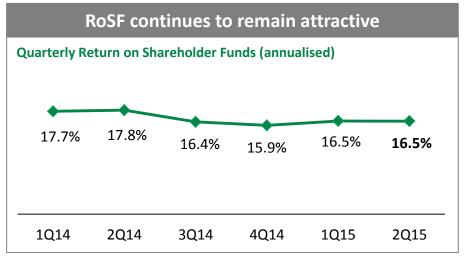


Despite profitability headwinds, RoSF remains strong

- Growth in targeted areas helps boost RoSF
- Margin compression is a drag

Capital ratios maintained despite strong growth

- Organic generation and RWA optimisation
- Highly successful US\$750m AT1 issuance
- Exploring options to add greater capital flexibility

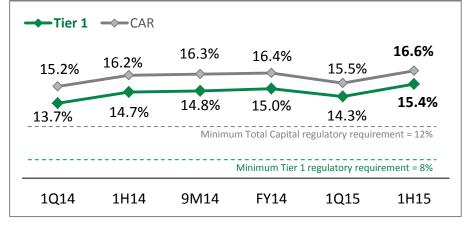




US\$750m Add'l Tier 1 Perpetual Bond Launched June 2015

- Lowest ever coupon for US\$ AT1 offering from a Middle Eastern bank
- Investment grade rating
- Strong investor interest
- Highly diverse geographical distribution





Our franchise remains well placed...

...despite more difficult business conditions



Good prospects in strategically attractive, targeted areas...

- ✓ Continued strong growth in Retail
- ✓ Wholesale flow product penetration
- Capacity to support customers despite constrained market liquidity
- ✓ Growth tailwind from international
- ✓ Strengthening the spine

...offsetting a tougher environment in our traditional strengths

- Tight US\$ liquidity prompting aggressive competition, impacting margins
- Lower non-customer revenues in Markets
- Lower equity markets impacting Wealth securities income
- Weaker economic tailwind on lower oil prices

Corporate Access Links







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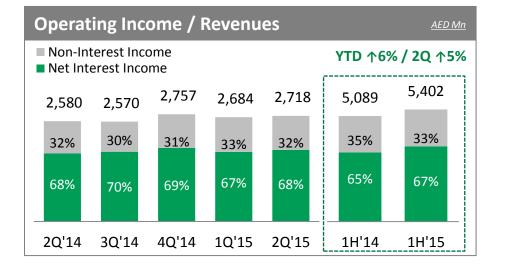


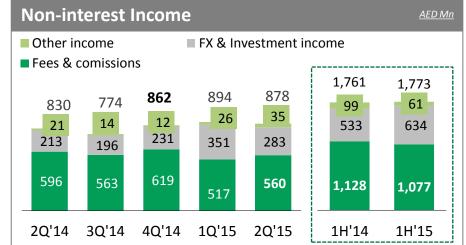
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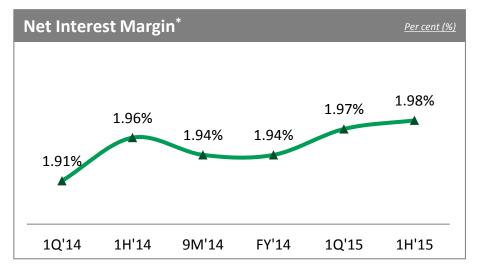
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Operating Income

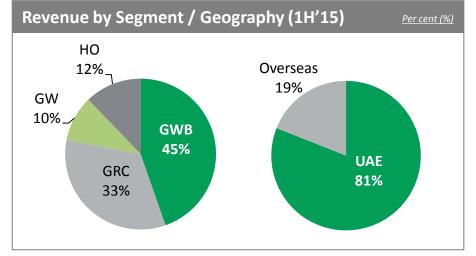








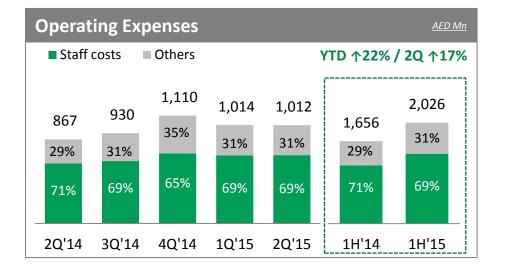
* NIM% (Ytd) – annualised; based on daily average outstanding balances for performing assets

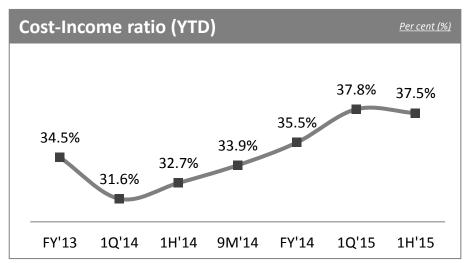


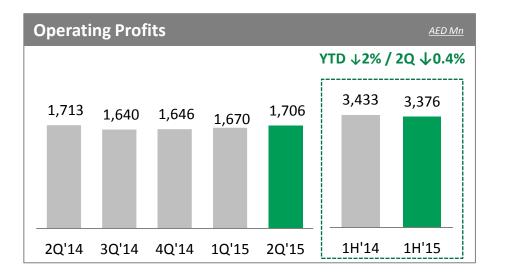
* GWB – Global Wholesale, GRC – Global Retail & Commercial, GW – Global Wealth, HO – Head Office

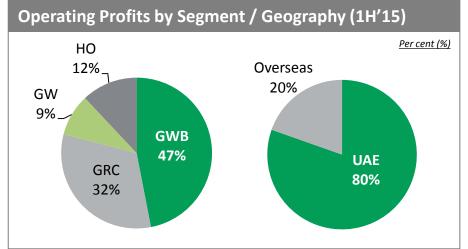
Expenses & Operating Profits







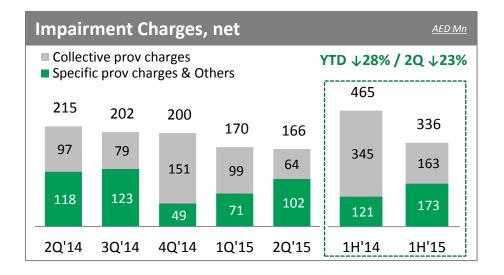


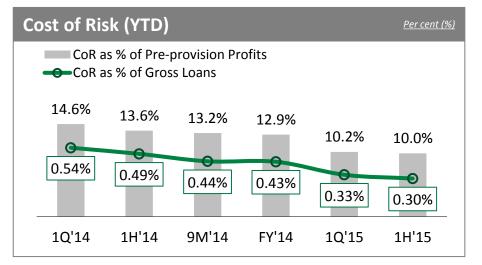


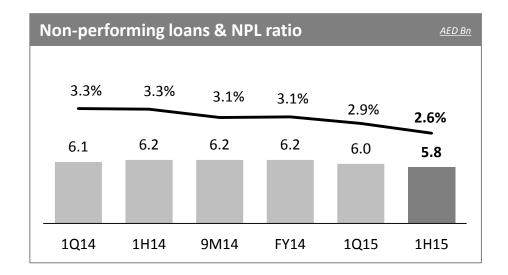
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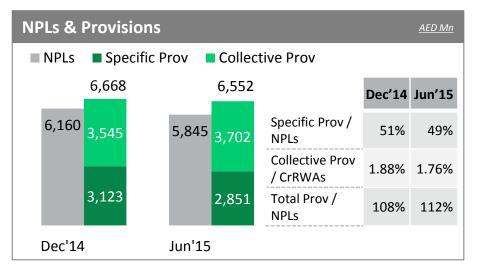
Impairment Charges & Asset Quality











Assets & Liquidity

Assets

1Q'14

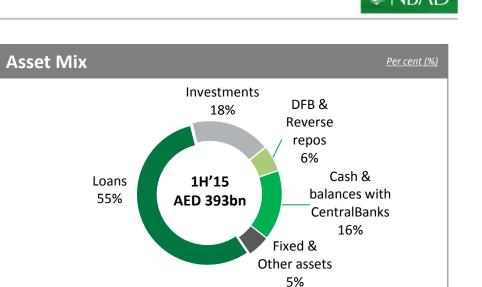
1H'14

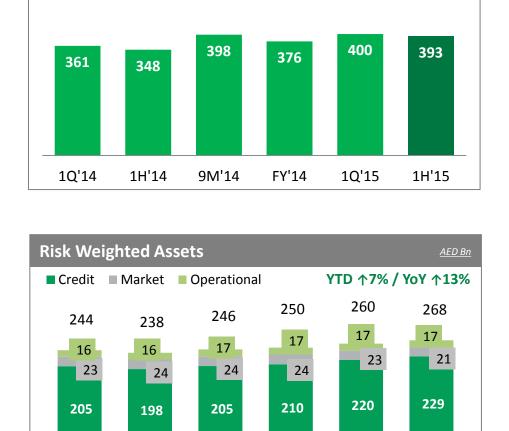
9M'14

2014

1Q'15

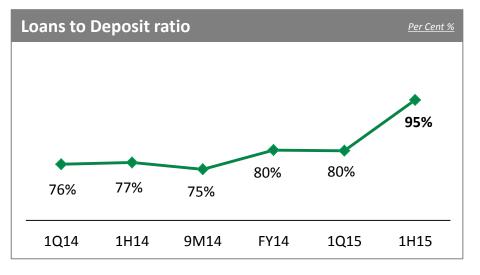
1H'15





AED Bn

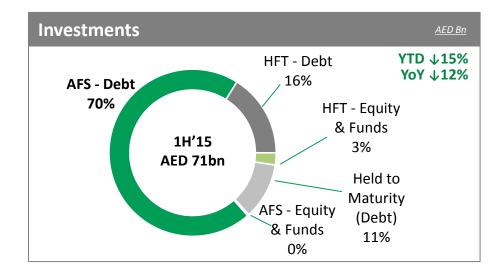
YTD ↑4% / YoY ↑13%

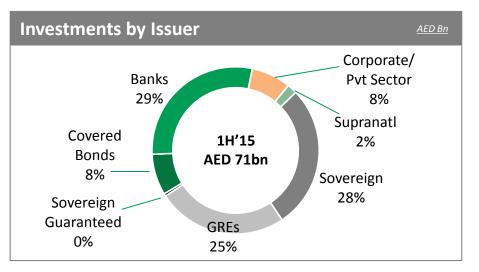


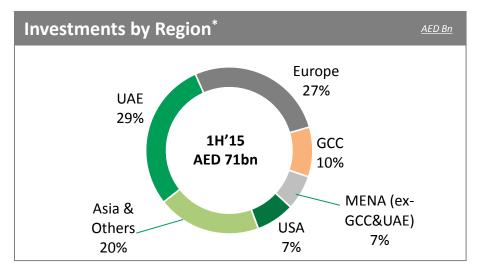
40

Investments

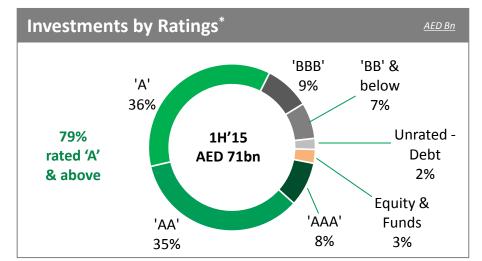








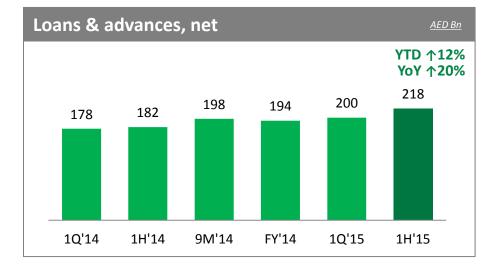
* Based on location of the issuer of the security or parent in case of SPVs

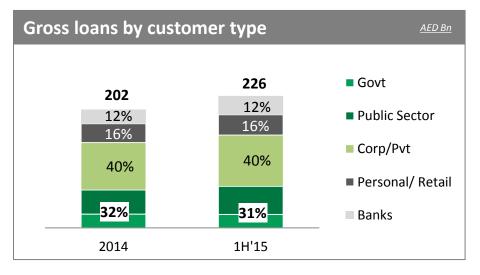


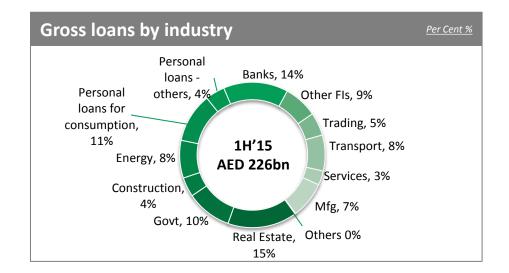
* Composite ratings of S&P, Fitch & Moody's where available

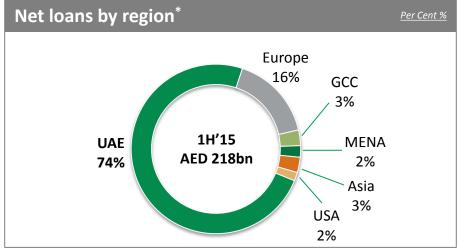
Loans and Advances



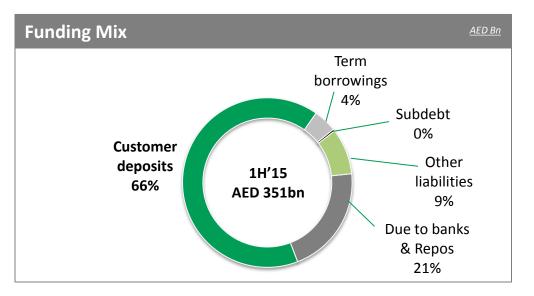


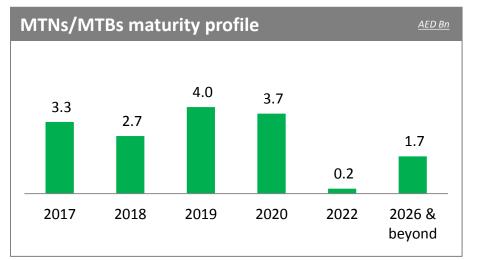




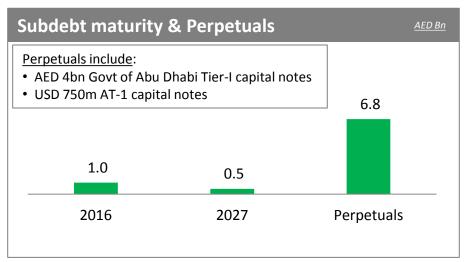


* Based on location of booking of the loan



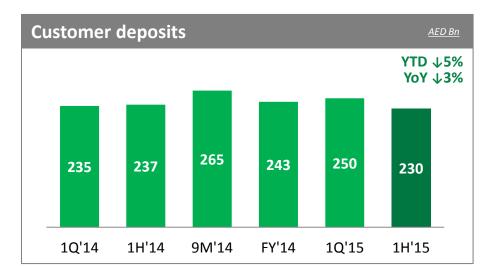


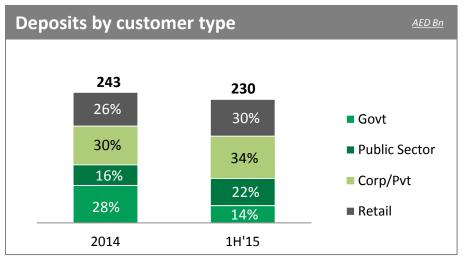
* Based on nominal AED equivalent; AED 15.8bn outstanding as at 30 June 2015

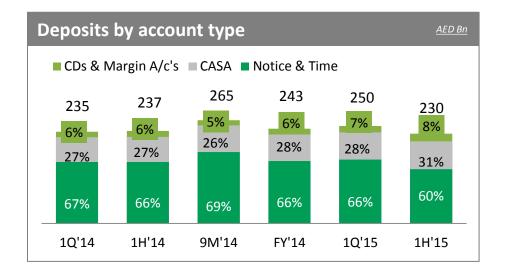


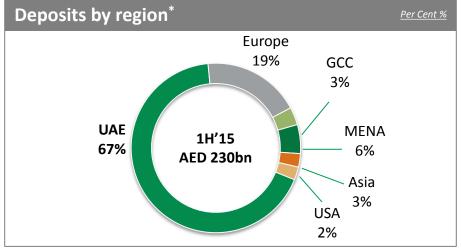
* Based on nominal AED equivalent; AED 8.3bn outstanding as at 30 June 2015

Customer Deposits









* Based on location of booking of the deposit



Results at a Glance



	2Q'15	1Q'15	QoQ % growth	2Q'14	YoY % growth	1H'15	YoY % growth
Income statement (AED mn)							
Net Interest Income (incl income from Islamic financing)	1,840	1,789	2.8%	1,749	5.2%	3,629	9.1%
Non Interest Income	878	894	-1.8%	830	5.8%	1,773	0.7%
Revenue	2,718	2,684	1.3%	2,580	5.4%	5,402	6.2%
Expenses	(1,012)	(1,014)	-0.2%	(867)	16.8%	(2,026)	22.4%
Operating Profits	1,706	1,670	2.2%	1,713	-0.4%	3,376	-1.7%
Impairment Charges, net	(166)	(170)	-2.3%	(215)	-22.6%	(336)	-27.7%
Prov for Taxes	(93)	(76)	22.2%	(70)	33.0%	(170)	30.6%
NET PROFIT	1,446	1,423	1.6%	1,428	1.3%	2,869	1.1%
Balance Sheet (AED bn)							
Assets	393	400	-1.9%	348	12.7%	393	12.7%
Loans & Advances	218	200	8.8%	182	19.9%	218	19.9%
Deposits & Others	230	250	-7.9%	237	-3.1%	230	-3.1%
Ratios %							
RoE %	14.6%	15.1%	-46bps	16.2%	-156bps	14.4%	-163bps
RoSF %	16.5%	16.5%	-1bps	17.8%	-135bps	16.3%	-126bps
NIM %	1.98%	1.97%	1bps	1.96%	2bps	1.98%	2bps
Cost / Income %	37.2%	37.8%	-57bps	33.6%	360bps	37.5%	497bps
JAWS %			1.4%		-11.4%		-16.2%

Balance Sheet



Balance Sheet (AED Bn)	Jun'15	Mar'15	qoq % growth	Jun'14	yoy % growth
Assets					
Cash & Balances with Central Banks	61.9	73.1	-15.3%	33.9	82.5%
DFB & Reverse Repos	22.4	32.7	-31.4%	39.1	-42.7%
Investments	70.9	74.6	-5.0%	80.3	-11.8%
Loans & Advances	217.9	200.2	8.8%	181.7	19.9%
Other Assets	19.5	19.8	-1.3%	13.3	46.5%
Total Assets	392.6	400.3	-1.9%	348.5	12.7%
Liabilities & Equity					
DTB/Repos/ECPs	80.4	69.7	15.4%	38.2	110.6%
Deposits & Others	230.1	249.8	-7.9%	237.4	-3.1%
CASA	71.5	69.6	2.7%	64.3	11.2%
Others	158.6	180.3	-12.0%	173.2	-8.4%
Term Borrowings/Subdebt	17.0	16.5	3.0%	20.4	-16.6%
Short term (<1 yr)	0.9	1.5	-39.1%	6.8	-86.6%
Long term	16.1	15.0	7.3%	13.6	18.4%
Other Liabilities	23.5	26.8	-12.3%	16.5	42.5%
Capital & Reserves	41.6	37.6	10.8%	36.0	15.5%
Total Liabilities & Equity	392.6	400.3	-1.9%	348.5	12.7%

Key Ratios



	Ratio	1H'15	1H'14
Efficiency	Diluted Earnings per Share (EPS in AED; restated for prior period)	0.53	0.52
	Return on average Equity (annualised)	14.4%	16.1%
	Return on average Sharehodlers' Funds (annualised; net of Tier-I capital notes & its interest thereof)	16.3%	17.5%
	Return on average RWAs (annualised)	2.21%	2.50%
	Net Interest Margin (based on annualised NII & income from Islamic financing and daily average outstanding performing assets for the period)	1.89%	1.98%
	Cost-Income ratio	37.5%	32.5%
	JAWS (revenue growth less expense growth)	-16.2%	-5.0%
Liquidity	Percentage lent (Loans / Assets)	55%	52%
	Loans to Customer Deposits ratio	95%	77%
Solvency*	Capital adequacy	16.6%	16.2%
	Tier-I ratio	15.4%	14.7%
	Leverage ratio (Assets/Equity)	9.4x	9.7x
Asset Quality	Non-performing loans ratio [NPLs/Gross Loans (net of Interest in suspense)]	2.60%	3.29%
	Total Provisions / NPLs	112%	106%
	Specific Provisions coverage (Specific provisions / NPLs)	48.8%	52.5%
	Collective Provisions coverage (Collective provisions / Performing Credit RWAs)	1.76%	1.89%

