

# **Investor Presentation**

December 2016

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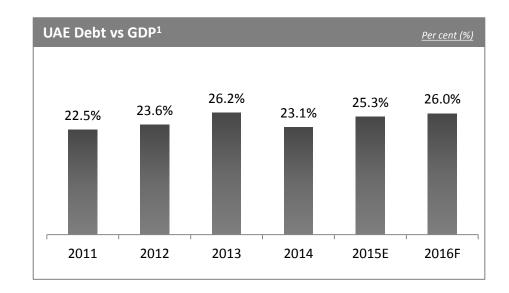


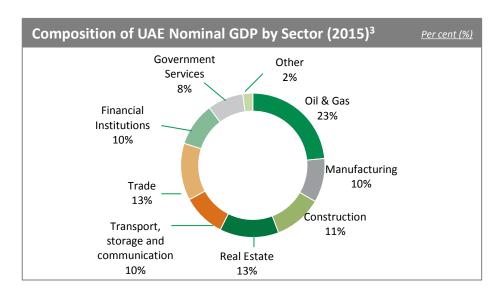
- UAE, Abu Dhabi & Banking Sector
- □ NBAD Overview
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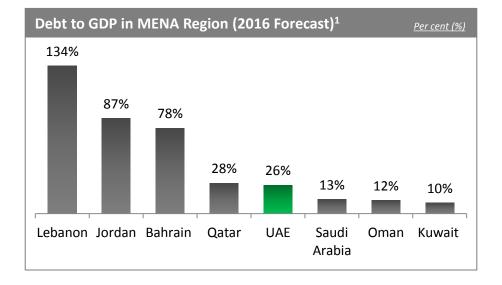
### **UAE Economic Overview**



- The United Arab Emirates comprises seven Emirates with Abu Dhabi being the largest contributor to its GDP
- Rating: Aa2 by Moody's (unsolicited)
- Nominal GDP for 2015 at USD 370bn, making it the 2nd largest economy in the GCC (after Saudi Arabia)<sup>3</sup>
- 6% of proven global oil reserves as of 2014<sup>2</sup>
- UAE Banking sector offers the largest asset base within the GCC (NBAD is 3<sup>rd</sup> largest bank by assets in the MENA region)
- UAE banking sector is dominated by domestic players domiciled within the market







# **Abu Dhabi – The Capital**



#### **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	2.66mn <sup>1</sup> (mid-2014 est)
Nominal GDP	AED 778bn (USD 212bn) (2015) <sup>1</sup>
Real GDP growth <sup>2</sup>	2015 - 6.2%, 2014 - 4.4%
GDP Per Capita (2014)	USD 98,420 (based on 2014 GDP and population estimates)
Oil & Gas as a % of GDP	38.7% (nominal GDP, 2015) <sup>2</sup>
Crude Oil Production Reserves	Approx 3.1mn bpd (2015) <sup>2</sup> 90 bn barrels <sup>2</sup> ; Global ranking – 7 <sup>3</sup>
Other Principal Contributors to Nominal GDP (2015) <sup>2</sup>	Construction (11.1%), Real Estate (5.8%), FIs & Insurance (7.7%), Manufacturing (7.5%), Defense / Social Security (7.1%), Transportation and storage (5.2%), Wholesale and retail trade (5.3%), Public utilities (3.7%)
Abu Dhabi "2030 Economic Vision"	Initiative by the Government of Abu Dhabi to develop and diversify the economy beyond oil revenues

This relatively high rating is supported by several factors. Foremost among these is the prodigious strength of the government's balance sheet. The government of Abu Dhabi has little direct or explicitly guaranteed debt and it has one of the largest sovereign wealth funds in the world with close to \$600 billion of estimated assets under management. Abu Dhabi's per capita income is among the highest in the world, despite cyclical swings in oil prices and production. In addition, Abu Dhabi has a long history of domestic political stability and enjoys strong relations with its fellow emirates within the UAE, most neighbouring countries, and the major global powers, including the US.

Moody's, May 14, 2016

The ratings are supported by Abu Dhabi's strong fiscal and external positions. The exceptional strength of the government's net asset position provides a buffer to counteract the negative impact of lower oil prices on economic growth, government revenues, and the external account.

Standard & Poor's, February 04, 2017

Abu Dhabi's key credit strengths are its strong fiscal and external metrics and high GDP per capita, balanced by high dependence on hydrocarbons, a relatively weak policy framework, and weak data availability compared with peers. Sovereign net foreign assets were an estimated 282% of GDP in 2016 (much larger than the 'AA' median of 61% of GDP), and government debt was 3.6% of GDP, all of it external. With an estimated fiscal break-even oil price of around USD60/bbl, Abu Dhabi could sustain present deficit levels for decades by drawing on its external assets.

Fitch Ratings, January 23, 2017

<sup>1</sup> Statistics Centre of Abu Dhabi

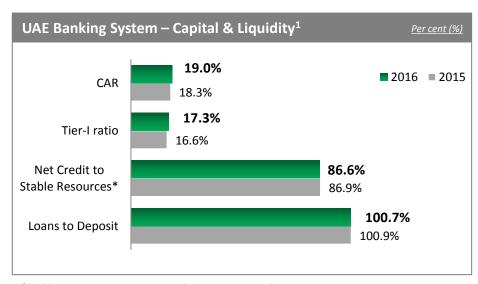
<sup>2</sup> Abu Dhabi Bond Prospectus 2016

<sup>3</sup> IMF

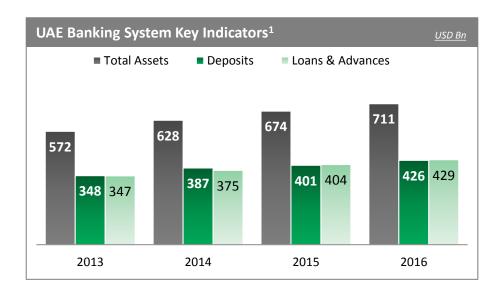
### The UAE Banking Sector

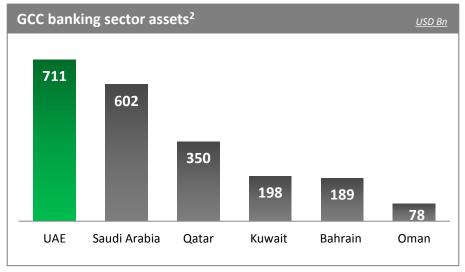


- As at 31 Dec 2016 there were a total of 58 banks (23 locally incorporated banks and 35 foreign banks)<sup>1</sup>
- 8 Islamic banks
- Strong capitalisation driven by cautious lending and healthy internal capital growth
- Most domestic banks focus on the UAE and GCC region, while the largest banks have international presence
- Regulated by the Central Bank of the UAE



<sup>\*</sup> Stable Resources = Deposits + Term borrowings + Capital & Reserves





Source: Central Banks', data as of Dec 2016 (Bahrain as of Oct,2016; Oman as of Nov,2016)

<sup>&</sup>lt;sup>1</sup> UAE Central Bank

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# NBAD at a Glance (1/2)



- Banker to the Abu Dhabi Government
- > 70% owned by the Government of Abu Dhabi through ADIC (Abu Dhabi Investment Council)
- Strongest ratings of any bank in the Middle East & Emerging Markets at Aa3/AA-/AA- 'Safest Bank in the Middle East & Emerging Markets'\*
- Largest bank by assets in Abu Dhabi (AED 421 billion as of 31 December 2016)
- Well diversified Financial Group across businesses and geography

   One of the largest international presence among the UAE banks
- Consistent profitability and value creation to shareholders
- Strong liquidity and robust capital adequacy
- Clear and focused strategy for growth

# NBAD at a Glance (2/2)



#### **Overview**

- Incorporated in 1968 to serve as Banker to the Emirate of Abu Dhabi
- Owned 70% by Government of Abu Dhabi, via the Abu Dhabi Investment Council (ADIC)
- Listed on Abu Dhabi Securities Exchange (ADX)

Credit
Rating

	Fitch	Moody's	S&P	RAM (Malaysia)	R&I (Japan)
LT	AA-	Aa3	AA-	AAA	A+
ST	F1+	P-1	A-1+	P1	Ат
Outlook	Stable	Negative	Negative	Stable	Stable

#### **Presence**

- Domestic 103 branches\*, 525 ATMs+ across all the 7 emirates
- Overseas 44 offices across 16 countries

#### Financial Info

(based on FY'16 financials, share price as of 31 Dec 2016)

	Market Cap (Price @ AED 9.99)	AED 54.3bn (US\$ 14.3bn)
	Diluted EPS (9M 2016)	0.95
С	PE Ratio	10.2
	Price / Book	1.3
	Shares Issued (@ AED 1) Free float:	5,254.5mn 30%



<sup>\*</sup> Including cash offices, NBAD Suisse, Malaysian & Brazil subsidiary, offshore units & representative office in Shanghai

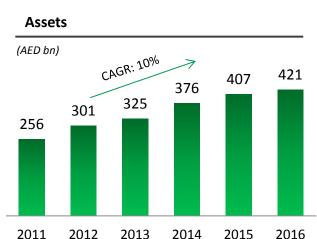
Ras al-Khaimah
Umm al-Quwain
Ajman
Dubai

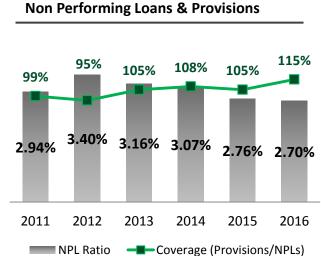
Abu Dhabi & Eastern
Region

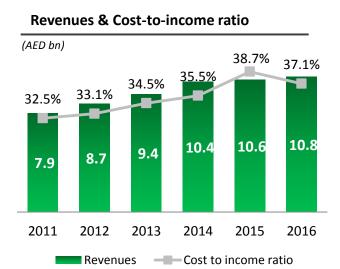
<sup>+</sup> includes Cash deposit machines

## **A Strong Track Record of Financial Performance**

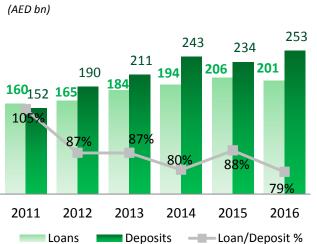








**Loans & Deposits** 



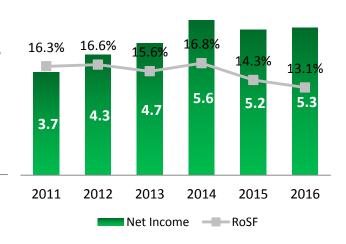


(AED bn)

20.7% 21.0% 18.2% 16.4% 16.7% 18.1% 47 35 38 43 47 2011 2012 2013 2014 2015 2016 Total Equity — CAR

#### **NPAT & Return on Shareholders' Funds**

(AED mn)



Source: NBAD Annual Reports

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## Overview of the transaction and key terms

# Exchange ratio

- Exchange ratio of 1.254 NBAD shares for every one FGB share
- NBAD will issue total of 5,643 million new shares to FGB shareholders

#### **Shareholders**

- Following the merger, the combined bank will be 52.0% owned by FGB shareholders and 48.0% by NBAD shareholders
- Key shareholders: ADIC: 33.2%, Mubadala: 3.7%, Free float: 63.1%

# Transaction structure

- Transaction will be structured as a merger of equals
- Statutory merger through share swap with NBAD issuing shares
- Combined bank to retain the brand name of "National Bank of Abu Dhabi" (NBAD)

#### Governance

- Board of Directors of combined bank to comprise of nine members
- Board will include four nominated directors of FGB and four nominated directors of NBAD
- H.H. Sheikh Tahnoon Bin Zayed Al Nahyan will be the Chairman, H.E. Nasser Ahmed Alsowaidi will be the Vice Chairman and Mr. Abdulhamid M. Saeed will be the CEO

#### **Conditions**

- FGB and NBAD shareholders to approve the transaction (minimum 75% vote)
- Approval of the UAE Central Bank
- Approvals of international regulators of FGB and NBAD
- Merger likely to be effective in Q1 2017



# **Compelling strategic rationale**

### Transformational transaction – a merger of equals...

- Creates No. 1 bank in the UAE, internationally connected for its target clients
- Combination of the best in class consumer and wholesale businesses and strong growth potential in Global Wealth
- Fit for the changing regulatory landscape
- Efficiency through cost and revenue synergies
- Enhanced capacity through capital consolidation and strong core liquidity to capture strategic growth opportunities

...to benefit all stakeholders

**Customers** 

**Employees** 

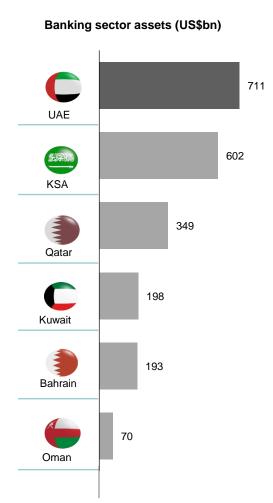
**Equity holders** 

Lenders and bondholders

**Society** 



# Clear leader in the region



National champion <sup>(1)</sup>	Total assets (US\$bn)	Equity (US\$bn)	Market cap (US\$bn) <sup>(2)</sup>
FGB NBAD	183 #2	26.6	31.8
بنك الإمارات دبي الوطني Emirates NBD	122	14.7	13.4
NCB الأهامي	117	14.1	22.3
<b>₩ QNB</b>	198	16.5	37.7
NBK NBK	79	9.5	13.7
ابکته الامنین النتجد ahli united bank	34	3.8	5.0
الله الله الله الله الله الله الله الله	28	4.0	3.0





<sup>(1)</sup> Defined as the largest bank in the country by total assets.

<sup>(2)</sup> Based on 16 February 2017 closing prices.

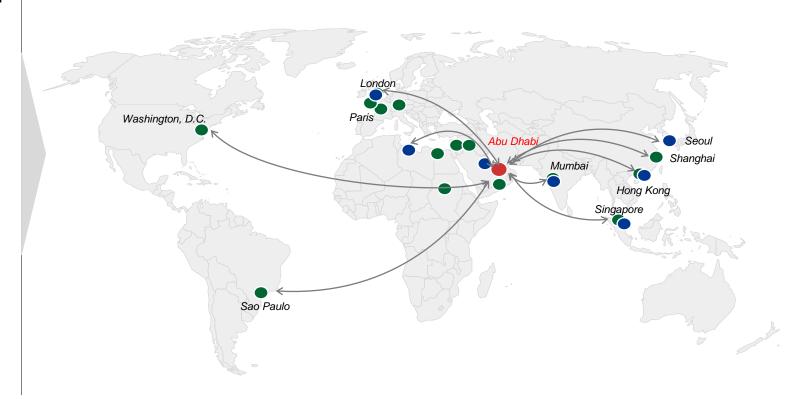
# International network in key growth markets

Unique business model to drive UAE's international ambitions

- Wholesale banking and wealth management are primary drivers
- Reference bank for UAE multinational businesses
- Regional access point for international businesses
- Target clients specific to product and industry knowledge
- Target clients with high quality credit

Positioned in key financial markets: Hong Kong, Singapore, Geneva, London, Washington D.C...

...through offices and branches in 19 countries



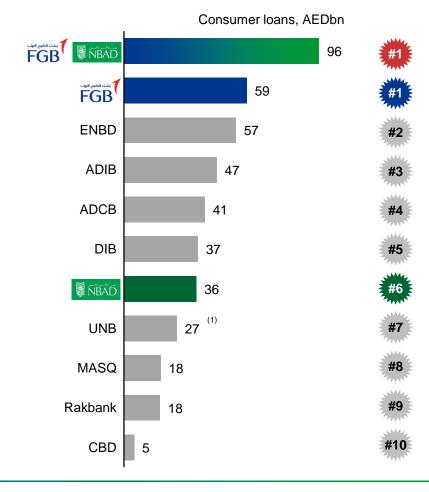


### **Best UAE consumer business**

# Our value proposition will be significantly enhanced

- Significant and scalable market positions across the UAE stimulating growth
- Scale enables best in class technological investment to:
  - Drive digital transformation
  - Allow meaningful customer segmentation
  - Expand range of product offerings
- Combination of complementary strengths, right balance of assets and deposits
- Long-standing National Housing Loan programme run for the Abu Dhabi government
- Multichannel distribution

### Ranking vs. UAE peers





# Positioned to capture the significant and growing Wealth opportunity

### Sizable and growing wealth in the region and beyond

#### Strong foundations in place

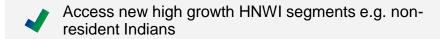
**Strong penetration in Arab world**Significant existing AUM and network

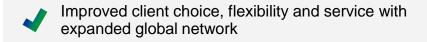
International wealth centre network
Range of booking centre choices for HNWIs

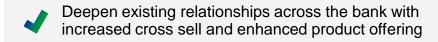
Comprehensive product and service offering Tailored advisory, discretionary, wealth solutions

Foundation for growth
Increased scale supports product/system development

#### **Outstanding business opportunities**







Opportunity to increase client penetration beyond the MENA region



# Leading wholesale business – Global connectivity for regional clients

Region's No. 1 wholesale bank with international reach

Unique specialised product proposition for existing and new clients

### **Customer focused business around UAE-linked global clients**

#### #1 League Tables

UAE Bonds Loans Sukuk

#### Connectivity

UAE to the rest of the world

#### **Deep relationships**

Our Core Clients

#### **Systems & Platform**

Combining "best of both"

#### **Focus**

Specific industry specialisation

#### Flow / Value Product

Trade Finance, Cash Management, FX, DCM, originate to distribute



# Fit for the changing regulatory landscape

Combined bank better positioned than peers to meet increasing regulatory demands

- Sound capital position from the outset, with diversified business mix and funding profile
- Scale enables adequate investment in compliance and controls
- Enhanced profitability profile allows improved capital generation
- Allows growth to continue

		FGB NBAD preparedness
Evolving regulatory requirement	Increased liquidity thresholds	✓
	Higher capital requirements	<b>✓</b>
	Stringent capital definition	<b>4</b>
	Increased compliance and controls	<b>✓</b>



# Shareholder value creation through synergies

### Substantial cost saving opportunities - benefit of around AED500m per year

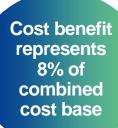
- Consolidating common business / enablement functions
- Systems integration
- Premises reduction
- Closure of overlapping branches
- Investment efficiency spend once, use twice
- Cost benefits to be realised over 3 years, with estimated one-time integration costs of AED600m

Strong revenue synergies potential, leveraging on complimentary business models

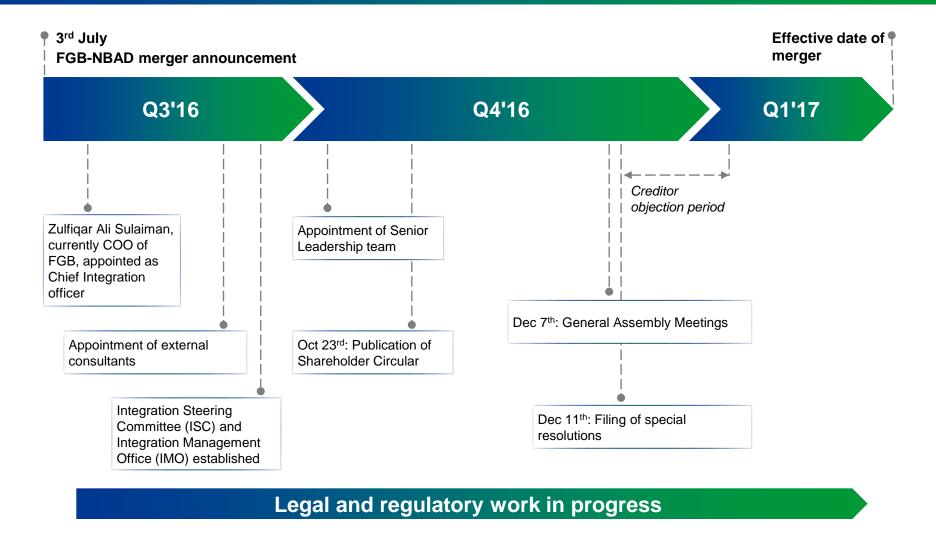


- Product cross-sell
- Pricing optimisation
- Enhanced capacity to service clients
- Some attrition from concentration management



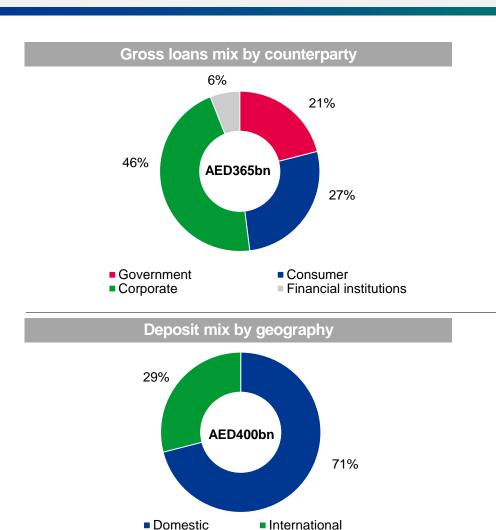


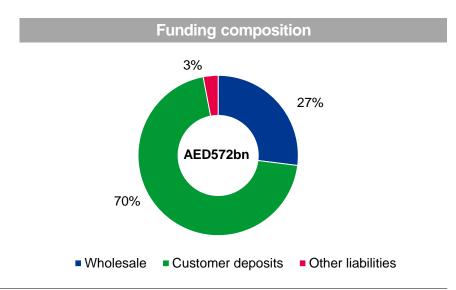
## **Merger Timeline**

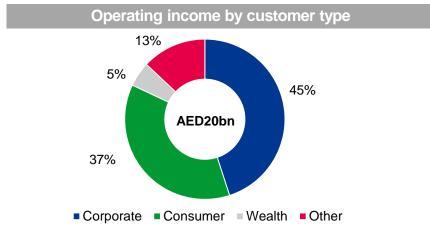




# Well balanced business profile









# FY 2016 update on key pro-forma financials

		FGB	₹ ÑBÃŌ	FGB
	Net interest income (AEDmn)	6,088	6,820	12,908
nent	Total revenue (AEDmn)	9,582	10,808	20,391
Income statement	Operating expenses (AEDmn)	1,998	4,013	6,010
ome s	Net profit (AEDmn)	6,070	5,296	11,366
<u>n</u>	Cost to income ratio	20.8%	37.1%	29.5%
	RoTE <sup>1</sup>	18.4%	13.3%	15.6%
	Total assets (AEDbn)	245	421	671
et	Net loans (AEDbn)	156	201	356
e sheet	Total deposits (AEDbn)	147	253	400
Balance	Net loans / deposits ratio	106.0%	79.1%	89.0%
m	Tier 1 ratio <sup>2</sup>	17.1%	16.0%	16.5%
	CAR <sup>2</sup>	18.3%	17.2%	17.7%





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# Underlying growth driven by strength in core businesses





FY 20	<u> 16</u>	Change % vs FY 2015	
Revenue	AED 10.8b	<b>↑</b> 2.4%	Underlying growth in Retail & Wholesale flow products continues, offset by macro headwinds and lower AFS gains; 4Q'16 – \(^1\%\) q-o-q, \(^6\%\) y-o-y
Expenses	AED 4.0b	<b>↓</b> 1.7%	Disciplined expense management continues; JAWS +4% in FY'16; 4Q'16 – $\downarrow$ 0.4% q-o-q, $\downarrow$ 4% y-o-y
Net Profits	AED 5.3b	<b>↑</b> 1.2%	Significantly higher provisions (Retail & SMEs) impact Net profits; 4Q'16 – $\uparrow$ 1% q-o-q, $\uparrow$ 28% y-o-y
RoSF	13.1%		Impacted by lower AFS gains and higher provisions
NPL ratio	2.70%	↓ 6bps	Strong recoveries offset by increase in Retail & Commercial NPLs; Provision coverage ↑ to 115%
Loans-to- Deposit ratio	79%	↓900bps	Loans ↓3%, Deposits ↑8%, CASA ↑6%  Redeploying reduction in FI Trade to other higher yielding loans & assets, Loans (ex-trade loans) ↑1%; both, loans and deposits impacted by currency devaluation / depreciation
Tier-1 ratio	16.9%	个 121bps	Balance sheet optimisation drives lower RWAs + internal capital generation enhances capital ratios;  Total CAR at 18.1%

## Global and Regional challenges to continue in 2017



### Global

- Global growth forecasts currently at 3.4% for 2017
- Fiscal management and Economic diversification – focus for GCC / MENA countries
- Oil prices expected to rebalance to between \$50-\$60 per barrel in 2017
- Fed Funds expected to be 1.25-1.50% by end of 2017, implying 3 hikes

### **UAE Banking Sector**

- UAE lending market challenges to continue in corporate and retail/SMEs
- Expect downward trend in Commercial/SME provisions in 2017
- However, Retail has been ticking up and expected to continue in 2017
- Current UAE liquidity at comfortable levels; Decline in oil prices could create liquidity pressures, resulting in higher funding costs and squeezing margins for the sector

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# Core businesses continue to generate underlying growth



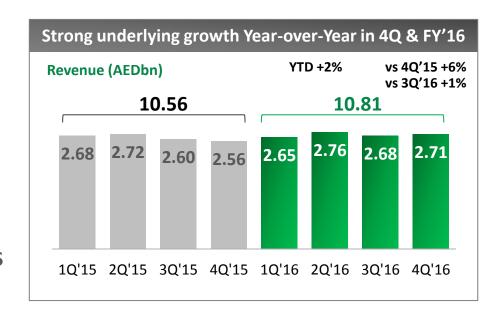
For the full-year 2016, our core business continued to deliver strong underlying revenue growth of 5%

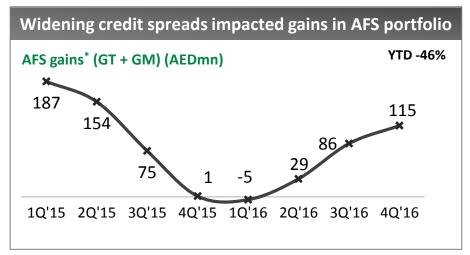
**Continued strength in Wholesale flow products** 

**UAE** Retail lending continued to outpace the market

... Offset by challenging macro environment, lower AFS gains, currency valuation & lower IIS

		FY'16	<u>FY'15</u>	% chng
	Revenue	10,808	10,556	2%
<u>Less</u>	Ex-One-off & AFS investment gains	182	455	
	*Underlying Growth	10,626	10,101	5%





AFS gains are reflected net of hedging impact

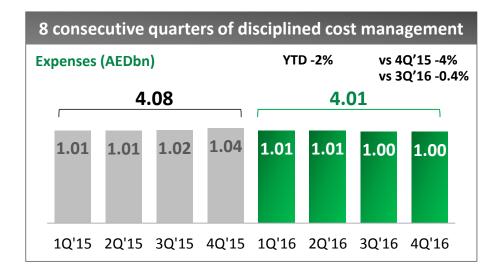
# Positive JAWS for FY'16; NPAT impacted by higher provisioning



#### **Continued disciplined expense management**

Flat past 8 consecutive quarters

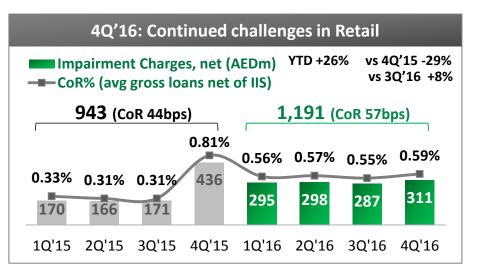
#### **Delivered Positive JAWS in FY16**



# ... offset by significantly higher impairment charges (↑26% YTD)

- Primarily driven by Retail & Commercial
- Despite lower collective provisions from balance sheet optimisation

For FY'16, CoR of 57bps was in line with expectations and NPL ratio of 2.7% was within guidance

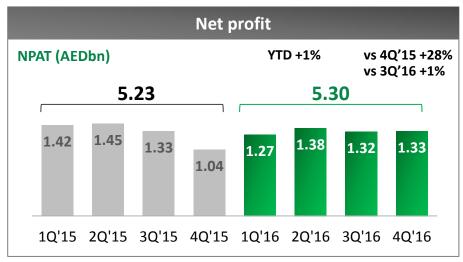


# Continuing to maintain strong liquidity & robust capital



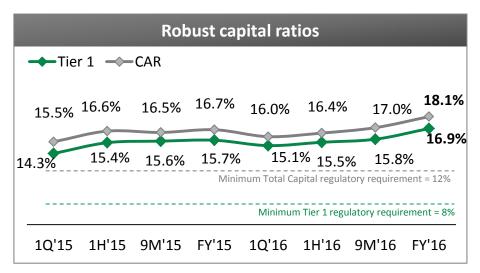
#### Reported NPAT up 28% y-o-y in 4Q'16 and up 1% FY'16

- Impacted by AFS gains and currency devaluations
- RoSF 13.1% for FY'16, down 113 bps y-o-y due to challenging macro environment



#### Continuing focus on strong capital and liquidity

- Tier-1 improved to 16.9% in 4Q'16, +110bps q-o-q
- Credit ratings affirmed by all 3 major agencies



# **Global Wholesale Banking**

### Growth momentum across strategic flow businesses and lower provisions



#### Continued growth across strategic businesses ...

	Global Transaction Banking	Global Market Sales	Debt Origination & Distribution
FY'16	↑8%	<b>↑10%</b>	↑23%

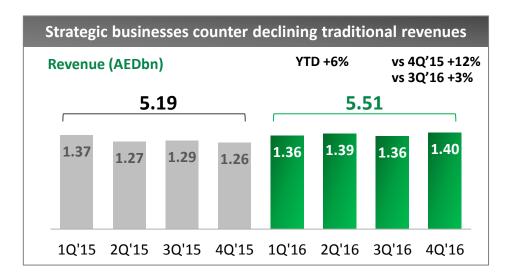
Higher trading income YoY

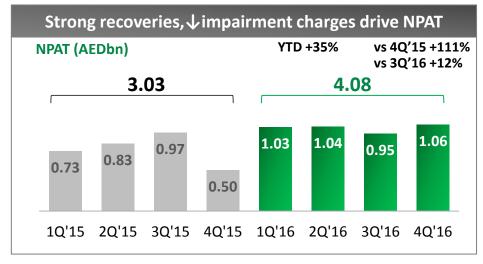
... offset by lower revenue from relationship lending due to lower IIS recoveries

Expenses in FY'16  $\sqrt{3}\%$  y-o-y

FY'16 Impairment charges were lower y-o-y driven by strong recoveries and lower collective provisions

... resulting in significantly higher (个35% y-o-y) FY'16 NPAT





### **Global Retail & Commercial**

### Revenues continue to grow, while impairments impact NPAT



# Strong FY'16 revenue growth as retail lending continues to outperform market

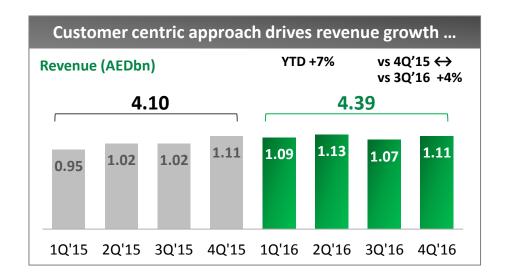
- Retail revenue growth +9% y-o-y, driven by personal lending, mortgages and credit cards
- Commercial revenues were down 3% y-o-y on tighter risk appetite

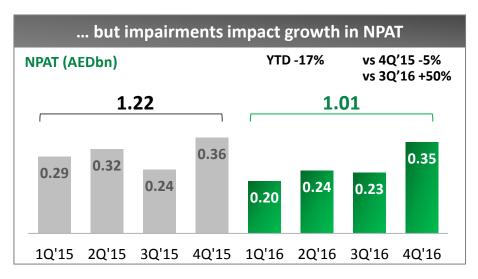
# Improvement in efficiency ratio from 56% in FY'15 to 50% in FY'16

- Expenses ↓5% y-o-y in FY'16
- Disciplined cost management and branch rationalisation helps fund investment in branch sales productivity and e-channels

# Impairment charges were AED 1.137bn in FY'16, driven by deterioration in Retail and Commercial

- Downsized Commercial Product Program portfolio; stands at less than 1% of total loans portfolio
- Maintaining cautious outlook and prudent provisioning





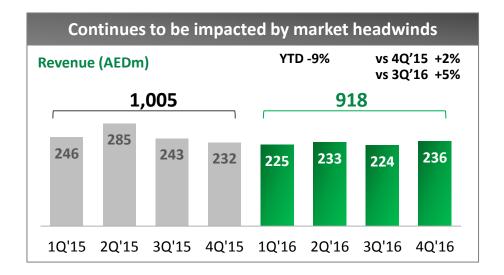
### **Global Wealth**

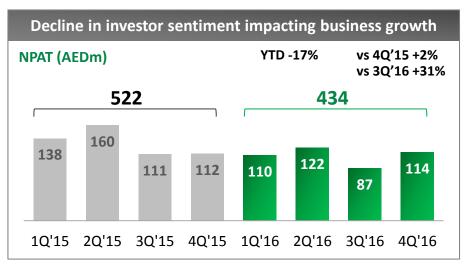
### Underlying growth in Private Bank offset by challenging markets



# Underlying revenue growth in Global Private Banking offset by challenging markets

- Impacted by FX depreciation and lower interest in suspense recoveries
- Declining investor sentiment continues to impact trading volumes
- Despite the slowdown, investment AUMs higher 个5% YoY at year-end 2016





### International business

### ... significant contributor towards liquidity + enhancing diversification



#### Continues to be a competitive advantage

- For client proposition FX deals, DCM, Cash mgmt
- Key source of liquidity and risk diversification

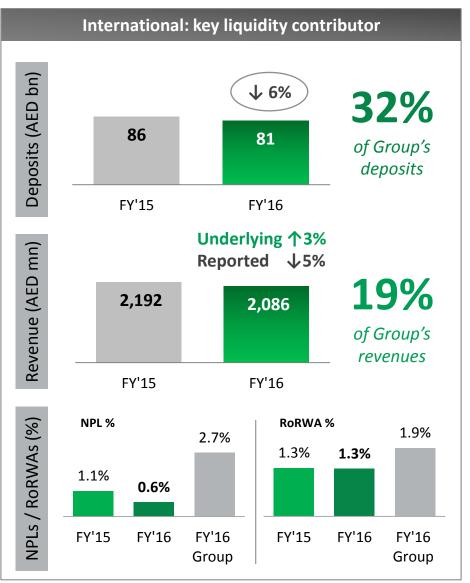
#### Underlying revenues up 3% for FY'16

 Reported revenues down 5%; impacted by lower one-offs and FX devaluation/ depreciation of Egyptian / UK currency, respectively

**Decline in Customer deposits by 6%** also primarily due to impact of devaluation / depreciation of Egyptian/ UK currency, respectively.

#### Contribution of International businesses to FY'16:

Revenue Operating Profits		Net profits
<i>19%</i>	<i>19%</i>	18%
(FY'15 – 21%)	(FY'15 – 21%)	(FY'15 – 18%)



<sup>\*</sup> International includes all overseas operations

# SME's (program lending) & Retail drives increase in impairment charges

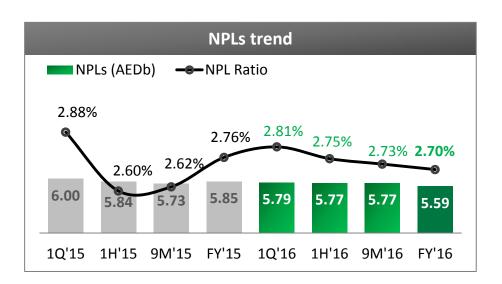
### Asset quality remains strong; cost of risk in line with guidance

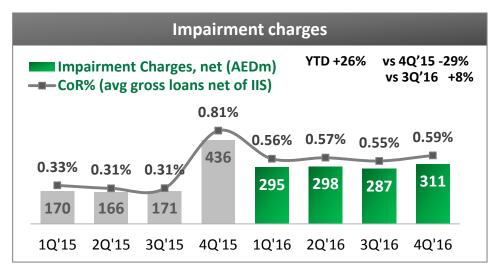


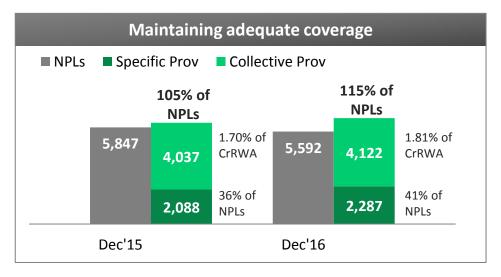
**NPL coverage** remains over target > 100%

**CoR** in line with expectations at 57bps (for FY'16)

NPLs were AED 5,692m,  $\sqrt{AED}$  255m in FY'16



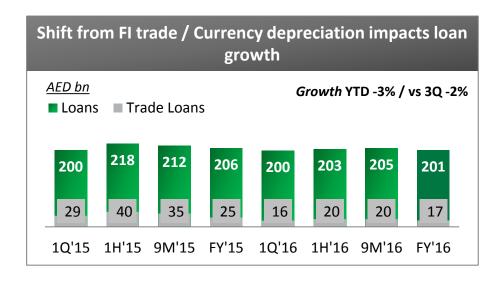




# **Continued balance sheet strength**

### Positive momentum in deposits and underlying loan growth



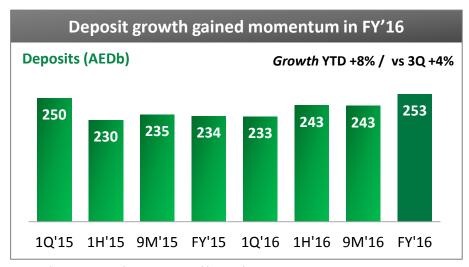


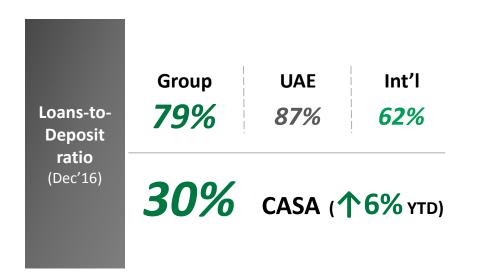
#### Strong credit ratings maintained

# Loan growth -3% in FY'16; Non-trade loan growth +1% y-o-y

- Global Wholesale (excl Trade Loans) grew by 2% y-o-y
- Growth in Retail lending continued (↑ 3% y-o-y)
- Impacted by currency devaluation / depreciation

Customer deposits +4% in 4Q'16, driven by Gov't accounts; ↑ 8% in FY'16 despite impact from currency devaluation/ depreciation





## **Core NIM trend healthy**

## Reported NIM impacted by excess liquidity

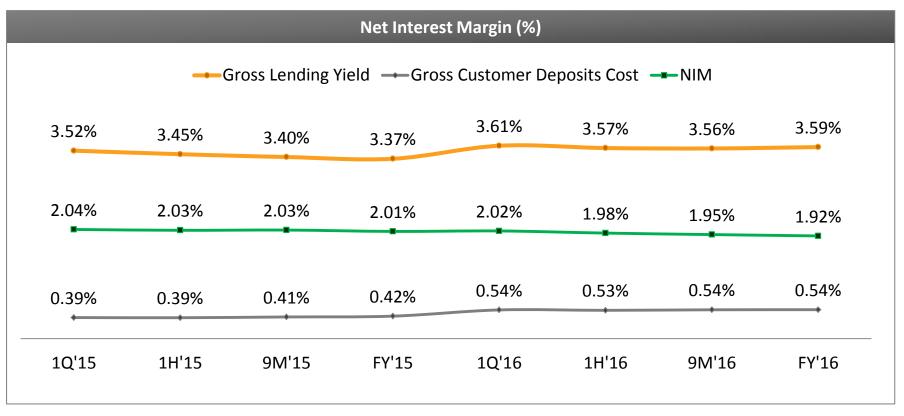


#### Customer NIM improves 9bps y-o-y, however, overall NIM down 9bps y-o-y due to excess liquidity:

+ Yield on customer loans has improved 22bps YoY, driven by changing balance mix (Low yield Trade FI lending reduced) and increase in benchmark rates;

#### Offset by:

- NIM dilution due to placement of excess liquidity at Central Banks' (deposit facilities) and other financial institutions
- Increase in deposits cost mainly driven by increase in benchmark rates



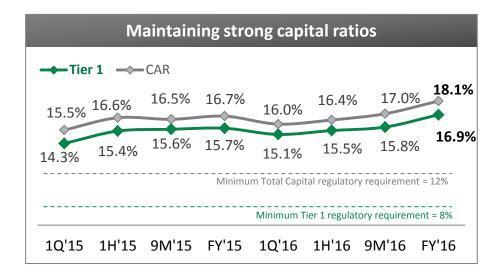
## Maintaining robust capital position ...

## ... while RoE impacted by seasonal slowdown



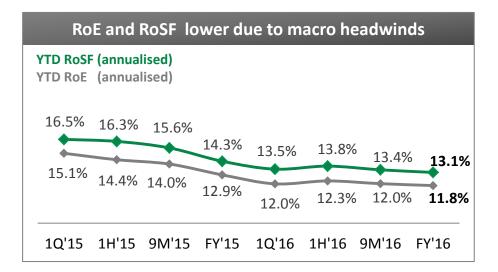
#### **Capital ratios remain strong**

- Balance sheet optimisation moderating RWA growth, delivering capital benefits
- Focused on internal capital generation and maintaining strong ratios



#### RoSF slightly down to 13.1% in FY'16

- Relatively strong despite AFS headwinds / higher provisions
- Sustainable recurring base going forward



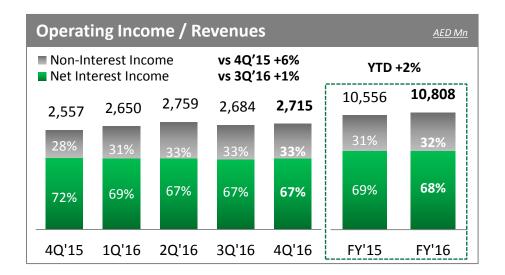
## **Contents**

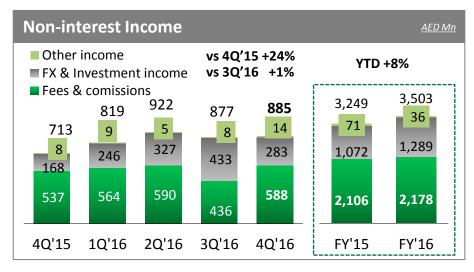


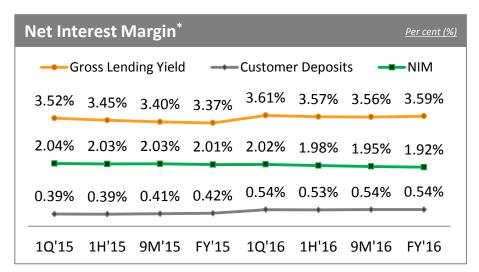
- ☐ UAE, Abu Dhabi & Banking Sector
- NBAD Overview
- □ Strategy Extract from NBAD-FGB Merger Presentation
- □ Executive Summary 4Q / FY 2016
- ☐ Financial Review 4Q / FY 2016
- Appendix

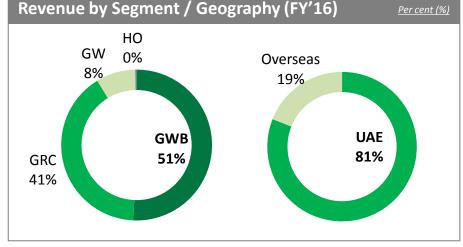
## **Operating Income**









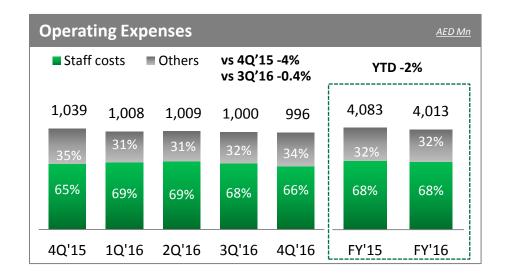


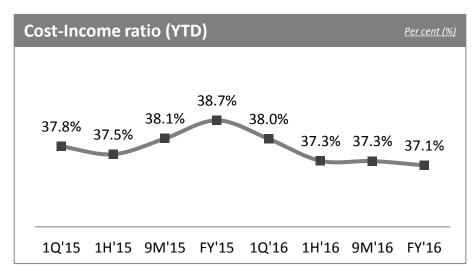
<sup>\*</sup> NIM% (Ytd) – annualised; based on daily average outstanding balances for performing assets

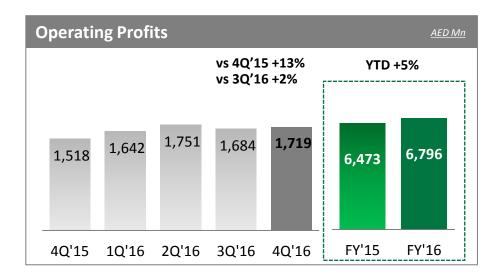
<sup>\*</sup> GWB – Global Wholesale, GRC – Global Retail & Commercial, GW – Global Wealth, HO – Head Office

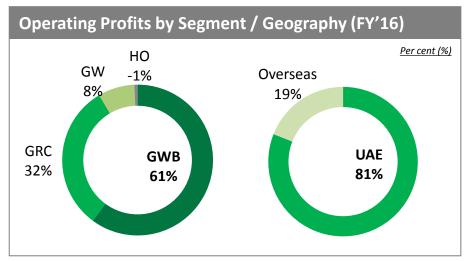
## **Expenses & Operating Profits**







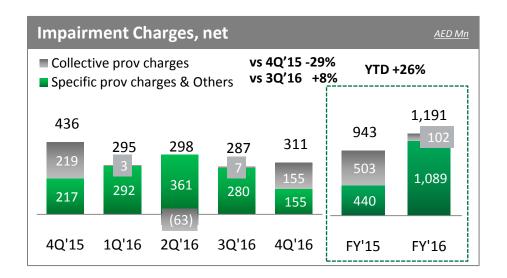


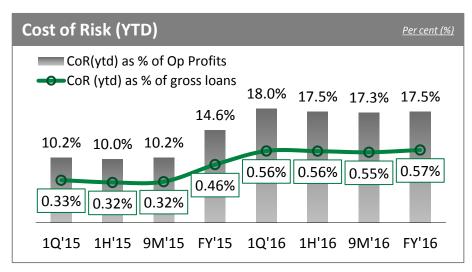


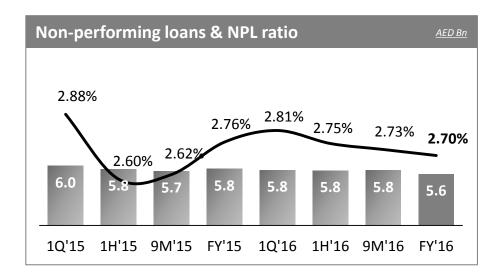
<sup>\*</sup> GWB – Global Wholesale, GRC – Global Retail & Commercial, GW – Global Wealth, HO – Head Office

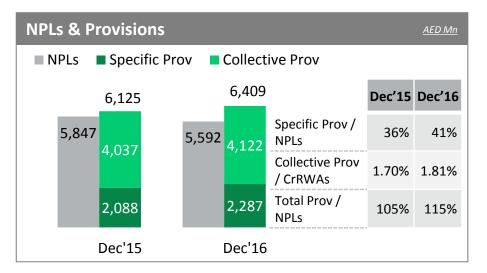
## **Impairment Charges & Asset Quality**





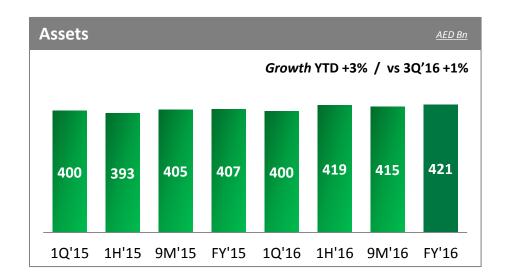


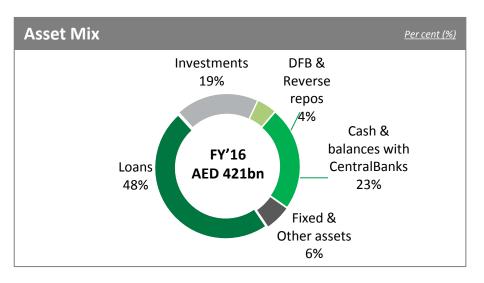


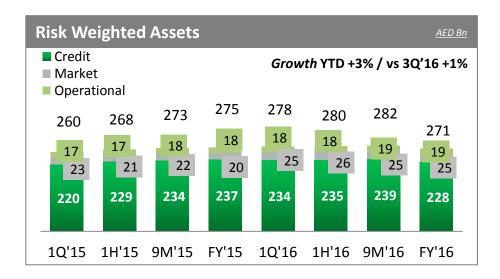


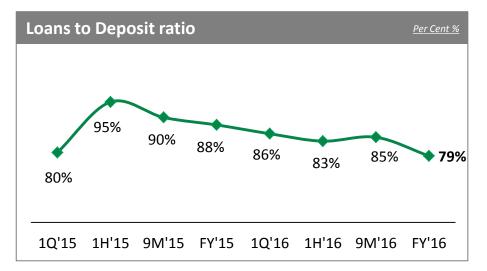
## **Assets & Liquidity**





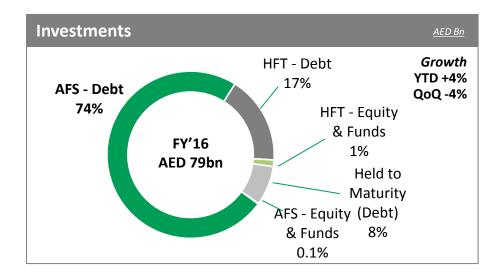


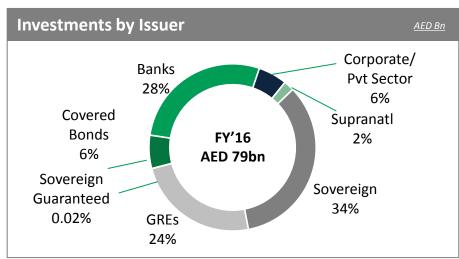


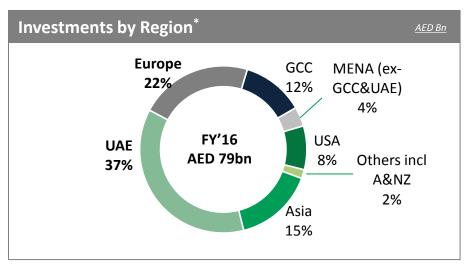


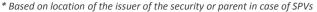
#### **Investments**

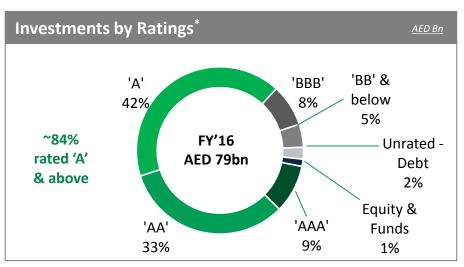








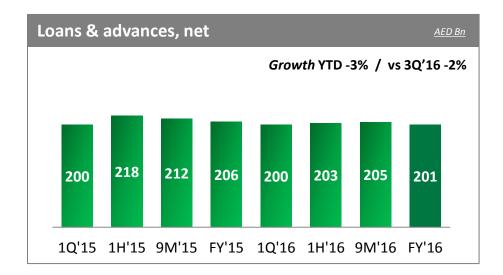


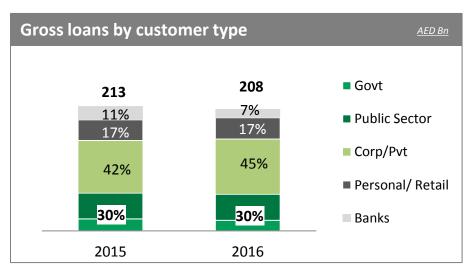


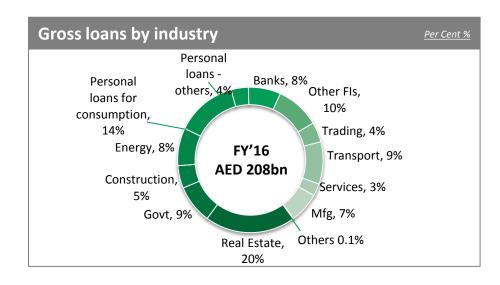
<sup>\*</sup> Composite ratings of S&P, Fitch & Moody's where available

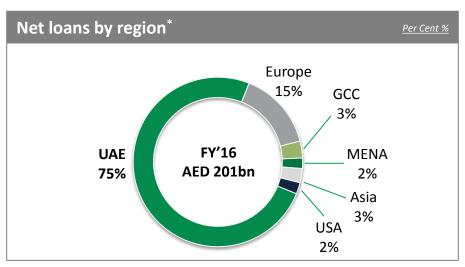
### **Loans and Advances**







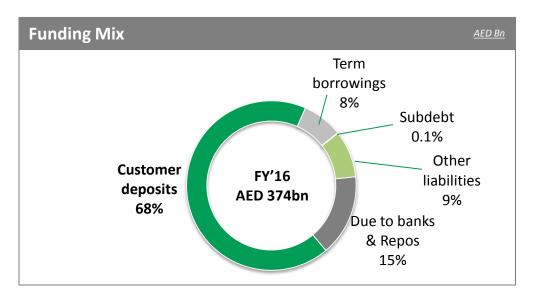


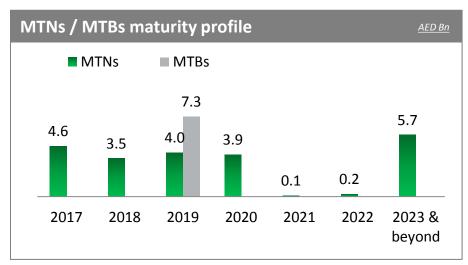


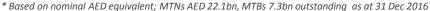
<sup>\*</sup> Based on location of booking of the loan

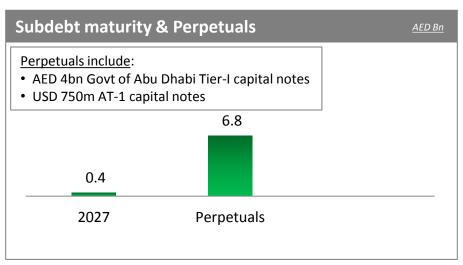
## **Funding Profile**







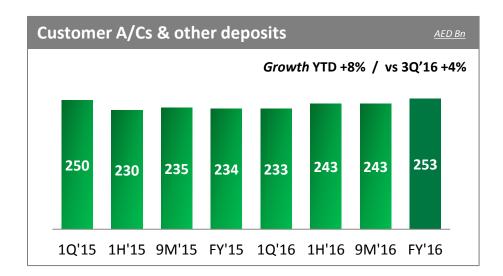


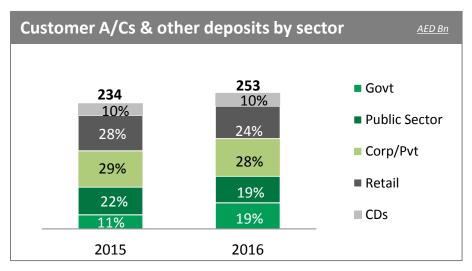


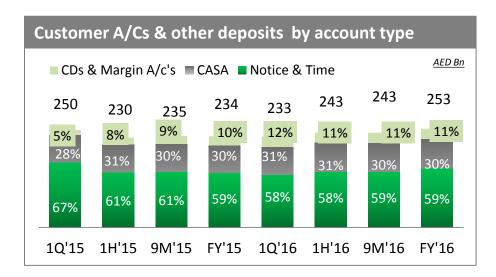
<sup>\*</sup> Based on nominal AED equivalent; AED 7.2bn outstanding as at 31 Dec 2016

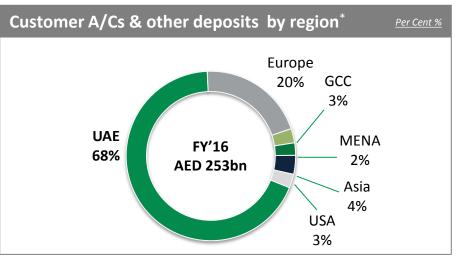
## **Customer accounts & other deposits**











<sup>\*</sup> Based on location of booking of the deposit

# 4Q/FY'16 Financial Performance at a Glance



Income Statement - Summary		Quarterly						Year-to-date		
(in AED million)	4Q 2016	3Q 2016	4Q 2015	Q0Q %	YoY%	FY 2016	FY 2015	YoY%		
Net interest income (incl net income from Islamic financing)	1,830	1,807	1,844	1.2	-0.8	7,305	7,307	0.0		
Non-interest income	885	877	713	0.9	24.1	3,503	3,249	7.8		
Total Revenues	2,715	2,684	2,557	1.1	6.2	10,808	10,556	2.4		
UAE	2,241	2,144	1,997	4.5	12.2	8,723	8,364	4.3		
Gulf & International	474	540	560	-12.2	-15.3	2,086	2,192	-4.8		
Operating expenses	(996)	(1,000)	(1,039)	-0.4	-4.2	(4,013)	(4,083)	-1.7		
Operating Profits	1,719	1,684	1,518	2.0	13.2	6,795	6,473	5.0		
Impairment charges, net	(311)	(287)	(436)	8.2	-28.7	(1,191)	(943)	26.3		
Taxes	(79)	(77)	(46)	3.0	71.6	(309)	(298)	3.5		
NET PROFIT	1,329	1,320	1,036	0.6	28.3	5,296	5,232	1.2		
Balance Sheet - Summary (in AED billion)	Dec-1	L <b>6</b> Se	Sep-16		QoQ %	Ytd %				
Assets	420.	7 4	414.9		1.4	3.5				
Customer Loans	200.	5 2	205.3		-2.3	-2.6				
Customer A/c's & other deposits	253.4	4 2	242.9		4.3	8.4				
CASA (deposits)	75.3	-	74.0		1.8	5.7				
Equity	46.5	4	45.0		3.4	7.6				
Contingencies (Trade & Market)	1,470	5 1	1,542		-4.3	14.3				

<sup>-</sup> Trade contingencies are defined as LCs & LGs; Market contingencies reflect nominal value of FX contracts & derivatives

<sup>-</sup> Equity includes Tier-I capital notes

# 4Q/FY'16 Financial Performance at a Glance (cont'd...)



Revenues by Business	Quarterly				Year-to-date			
(in AED million)	4Q 2016	3Q 2016	4Q 2015	QoQ%	YoY%	FY 2016	FY 2015	YoY%
Global Wholesale (GWB)	1,403	1,355	1,257	3.5	11.5	5,505	5,186	6.2
Global Retail & Commercial (GRC)	1,109	1,066	1,111	4.1	-0.1	4,393	4,103	7.1
Global Wealth (GW)	236	224	232	5.1	1.7	918	1,005	-8.7
Head Office (HO)	(33)	39	(43)	-184.3	-23.5	(8)	262	-103.1
Total Revenues	2,715	2,684	2,557	1.1	6.2	10,808	10,556	2.4

Note: During the period, the Group has changed the basis of allocation around centrally held profit & losses and other inter-segmental allocations resulting in a restatement of comparative segmental information

Key Ratios	4Q 2016	3Q 2016	4Q 2015	QoQ (bps)	YoY (bps)	FY 2016	FY 2015	YoY (bps)
Return on Equity	11.6%	12.0%	9.7%	-38	190	11.8%	12.9%	-108
Return on Shareholders' Funds <sup>1</sup>	12.9%	13.4%	10.8%	-53	209	13.1%	14.3%	-113
Cost-Income ratio	36.7%	37.3%	40.6%	-57	-395	37.1%	38.7%	-155
Net Interest Margin <sup>2</sup>	1.85%	1.89%	1.94%	-4	-9	1.92%	2.01%	-9
Return on Risk Weighted Assets	1.92%	1.88%	1.51%	4	41	1.94%	1.99%	-5
Tier-I ratio (YTD)	16.9%	15.8%	15.7%	110	121	16.9%	15.7%	121
Capital Adequacy ratio (YTD)	18.1%	17.0%	16.7%	113	135	18.1%	16.7%	135

<sup>1-</sup> excl Tier-I capital notes and interest thereof

<sup>2 -</sup> annualised; based on daily average of performing assets

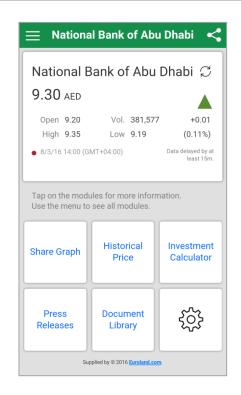
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