

CORPORATE AND INVESTMENT BANKING GROUP (CIB)

CIB contribution to Group FY'19 metrics



FAB's award-winning CIB franchise offers market leading products and services, including corporate finance, global transaction services, global markets and Islamic finance to both UAE and international clients.



CIB continued to lead the market both regionally and internationally throughout 2019 and successfully navigated the global economic turbulence thanks to its strong operating model and clear focus on strategic markets and client-led growth. All products, customer segments and markets delivered solid underlying performance, reflecting the strength of CIB's client-centric model.

Global Corporate Finance (GCF)

GCF delivered a resilient performance against a challenging market backdrop with overall market MENA loan volumes down 36% YoY to their lowest level since 2014. Continued focus on our regionally dominant origination and distribution model contributed to increased fee revenue, outpacing net interest income, as well as improved our league tables' positions and

market share gains across all GCF activities. While leadership in ESG remained central to GCF's value proposition, the business also won several marquee mandates through its growing ECM & Advisory business. Securities Services also grew Assets under Custody as we continue to build a best-in-class regional custody proposition in MENA.

Global Markets (GM)

GM posted record results with revenue rising year-on-year, against a backdrop of volatile markets and shifting monetary policies. Investment and ALM desks capitalised on opportunities in a volatile credit and interest rate environment, while GM sales achieved a strong performance on the back of increased client flow, new relationships

and enhanced cross-sell across FAB's global network. Distribution of GM Products to clients internationally hit a new high in 2019, driven by FX, rates and commodity hedging. FAB also made significant progress in building out its electronic platform capabilities across FX and credit products, enabling best-in-class execution for clients.

Global Transaction Banking (GTB)

Digitalisation continued to be a key strategic focus, increasing the proportion of targeted clients adopting electronic channels to more than 90%. Deployment of Robotics Process Automation (RPA) in Trade Finance, also significantly reduced turnaround times, enabling faster processing of trade

transactions. GTB achieved growth even in a falling interest rate environment with the closing of a significant number of new cash management mandates, mitigating some of the rate cut impact and maintaining CASA balances.

Achieving regional and international objectives

Globally, EMEA operations focused on growth, as well as heightened inter-connectivity between different international branches. Asia delivered another year of solid results, capturing several landmark deals, and providing enhanced client management across geographies and product services.

Continuing its growth journey, CIB rolled out a number of key tools and strategic initiatives in

2019. We launched Global Command Centre to manage the CIB business on a global basis encompassing all international locations, rolled-out our Global Banking model, created a dedicated CIB client services unit (CCS) to support our clients on their day-to-day transactions, introduced a new Risk & Control function embedded within CIB as First-line-of defense. These collectively made our operating model more robust.

Recognition

CIB's achievements during 2019 are reflected in the numerous prestigious awards the bank received, including:

- Most Innovative Investment Bank from the Middle East - The Banker/FT (third consecutive year)
- Best Investment Bank in the UAE - Euromoney and Global Finance (second consecutive year)
- Best Equity Bank in the Middle East - Global Finance and EMEA Finance
- Best Arranger of Loans in the Middle East - Global Capital (third consecutive year)

- Most Innovative Investment Bank in MENA - The Banker
- Best UAE Custodian - Global Custodian and Global Finance
- Best FX Provider in UAE - Global Finance
- Best Bank for Cash Management in the Middle East - Global Finance
- Best Trade Finance Bank in MENA - Global Trade Review
- The Innovators 2019 for Cash Management - Global Finance
- #1 bookrunner of MENA loans,
- #1 MENA loans bookrunner and agent
- #1 agent of MENA loans
- #1 for MENA liability management
- #1 bookrunner of India G3 loans agents
- Best Islamic Deal of the Year - Asset Asian Award

Looking ahead

A key priority is to strengthen and maintain our market leading position in the UAE and become a regional bank of choice for Corporate and Investment Banking clients. A global banking coverage model is the next stage of CIB's client-led approach, ensuring delivery of FAB services to clients globally as one team across our international network, while increasing the bank's strategic

relevance to customers. Furthermore our continued focus on digital will help drive the future of CIB - intersecting our Business Strategy and Operating Model with new technologies and emerging trends (innovation) to enhance the way we do business with our clients and deliver a differentiated digital experiences and insights.

