

Corporate and Investment Banking (CIB) Group



FAB's award-winning CIB franchise offers a diverse and sophisticated portfolio of products and services including Credit facilities, Global Transaction Services, Corporate Finance, Islamic Finance and Global Markets products for both UAE and international clients.

Our achievements

CIB delivered a strong performance during 2018, as the business continued to demonstrate leading capabilities regionally and internationally, while successfully navigating competitive headwinds and market volatility. All of our coverage teams had a significant year, exceeding targets and demonstrating the strength of our client-centric model.

Global Corporate Finance

Global Corporate Finance (GCF) specialises in corporate loans, bonds and equities. We have significant experience in the origination, structuring, pricing and distribution of debt and equity products.

In 2018, we saw a material uptick in debt capital market activity across Asia Pacific and MENA, with deals executed totalling USD 4.4 Billion. Of particular note is the first DCM transaction in Saudi Arabia, through our recently-established investment banking subsidiary. This was a key milestone for the Group as it strategically leverages opportunities in a new market and the region's largest economy.

FAB led more deals than any other bank in

the Middle East and North Africa (MENA) and GCC loan markets in 2018, as bond and sukuk league tables continued to be influenced by major sovereign transactions.

Global Markets

Our Global Markets operation benefits from our position as the strongest bank in the UAE with access to diverse sources of liquidity. We have a presence throughout the MENA, Asian and African markets and our dedicated Markets Research team provides timely insights on market movements. Our e-commerce trade execution platform offers clients complete control over their trades using world-class technology. Operating income grew 14% year-on-year driven by higher returns from ALM and credit portfolios despite volatile market conditions, and fewer liquidations compared to 2017. Increased client activity and continued strength in flow products resulted in significant revenue growth in GM Sales, which exceeded AED 1 Billion for the first time.

Global Transaction Banking (GTB)

Global Transaction Banking (GTB) performed well in 2018. Revenue grew 22% year-on-year driven by our cash management business on the back of rate hikes, new client mandates, and the conversion of escrow business

opportunities. Momentum from trade finance activity was sustained resulting in higher unfunded balances and an increase in fee income. The number of clients on-boarded and transacting through GTB's e-channels also significantly increased during the year, enhancing the speed, transparency and convenience of transactions.

Dominant regionally and relevant internationally

With our IT systems successfully unified in the fourth quarter of 2018, we are now able to provide clients with harmonised products and services and act as the preferred bank for large corporates and medium-sized businesses.

FAB's international business, built around regional expertise and strong relationships, remains a key competitive advantage with operations in 17 countries outside the UAE. With a wholesale-driven international strategy, it is a key differentiator and a significant contributor to both liquidity and risk diversification. Lending activity in the UAE, regionally and in Asia Pacific was sustained in 2018, with the overall CIB loan book expanding year-on-year.

Recognition

Our achievements in 2018 are reflected in the numerous awards that the bank

received during the year. These include being recognised as the:

- Most Innovative Investment Bank from the Middle East - The Banker/FT (third year in succession)
- Best Investment Bank in the UAE - Euromoney (second year in succession)
- Best Investment Bank in the UAE - Global Finance
- Best Equity Bank in the Middle East - Global Finance
- Best New Islamic Bank Award Globally - IFN
- Best Trade Finance bank in MENA - Global Trade Review
- Best Cash Management Bank in UAE - International Finance Magazine

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. We will also focus on becoming a relevant player in key international markets such as KSA, Egypt and across Asia. This will be coupled with ongoing expansion and simplification of our product offering and investment in our digital capabilities to meet the ever changing requirements of our customers.

LEAGUE TABLE RANKINGS

#1 Bookrunner
of MENA Syndicated Loans

for second consecutive year, nearest regional bank competitor is #10



#1
of MENA Syndicated Loans



#5
Bookrunner of MENA Bonds and Sukuk¹



#1
Bank for MENA Liability Management



#1
UAE custodian