

عام  
زايـد



YEAR OF  
**ZAYED**



# DEBT INVESTOR PRESENTATION

May 2018

**Grow  
Stronger**

بنك أبوظبي الأول  
**FAB**  
First Abu Dhabi Bank

# Disclaimer

**Please note that FAB pro forma consolidated financials at 31 March 2018 serve as the main basis of reference for our Management Discussion & Analysis Report (MDA) and Investor Relations presentation.**

**Comparative figures have been reclassified where appropriate to conform to the presentation and accounting policies adopted in the pro forma condensed consolidated interim financial statements.**

FAB's interim reviewed consolidated financial statements as at 31 March 2018 are prepared on the basis that FGB/NBAD merger was declared effective on 1<sup>st</sup> April 2017 with FGB being the accounting acquirer as per IFRS 3. Therefore, these financials reflect consolidation of NBAD since 1<sup>st</sup> April 2017 only, while prior period comparative financial information relates to FGB.

For further information, please refer to the Business Combination note of the reviewed consolidated interim financial statements.

The information contained herein has been prepared by First Abu Dhabi Bank P.J.S.C ("FAB"). FAB relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This presentation has been prepared for information purposes only and is not and does not form part of any offer for sale or solicitation of any offer to subscribe for or purchase or sell any securities nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever.

Some of the information in this presentation may contain projections or other forward-looking statements regarding future events or the future financial performance of FAB. These forward-looking statements include all matters that are not historical facts. The inclusion of such forward-looking information shall not be regarded as a representation by FAB or any other person that the objectives or plans of FAB will be achieved. FAB undertakes no obligation to publicly update or publicly revise any forward-looking statement, whether as a result of new information, future events or otherwise.

*Note: Rounding differences may appear throughout the presentation*

## 01 | Operating Environment

## 02 | Introducing FAB

## 03 | Integration Journey

## 04 | Q1'18 Financial Review

*Based on Pro forma financial information as of 31 March 2018*

## 05 | Appendix

# UAE Economic Overview



UAE federation established in **1971**  
Comprising **7 Emirates**  
Estimated population<sup>3</sup> (2016): **9.9 Mn**

**2<sup>nd</sup> largest economy in GCC**

**6<sup>th</sup> largest oil reserves**

**On path to strong recovery**

**Diversified and competitive economy**

**USD 412 Bn**  
2018f Nominal GDP<sup>3</sup>

**~95 Bn boe<sup>1</sup>**

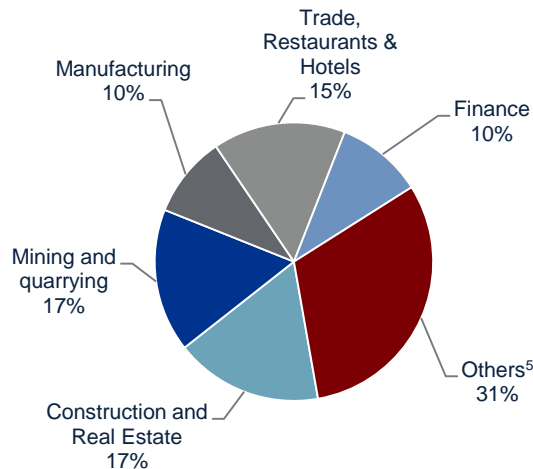
**0.5% → 2.0%**  
2017e 2018f  
Real GDP Growth<sup>3</sup>

**+5.6%**  
Increase in 2018  
Federal Budget<sup>4</sup>

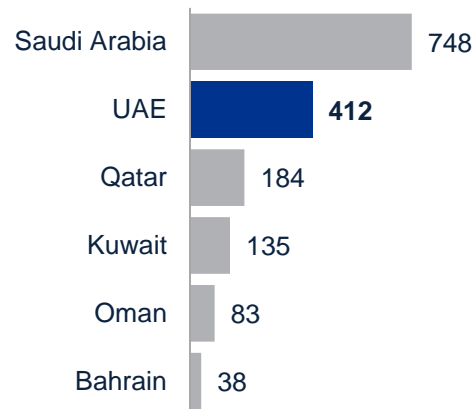
**83%**  
non-oil sector contribution  
to nominal GDP<sup>2</sup>

**17<sup>th</sup>**  
most competitive  
economy  
(WEF 2017/2018)

## Diversified Economy<sup>2</sup>



## 2018f Nominal GDP<sup>3</sup> (USD Bn)



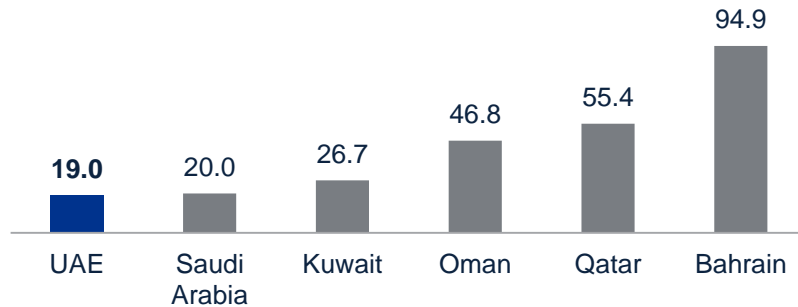
## Economic Structure and Performance<sup>3</sup>

	2017e	2018f	2019f
Real GDP Growth (% change)	0.5	2.0	3.0
Nominal GDP (USD Bn)	377	412	428
Inflation (CPI, % change)	2.0	4.2	2.5
General govt revenue (% GDP)	30.3	29.6	29.2
General govt expenditure (% GDP)	32.1	31.0	30.0
Fiscal balance (% GDP)	(1.8)	(1.4)	(0.8)
Gross Debt (% GDP)	19.5	19.0	19.3

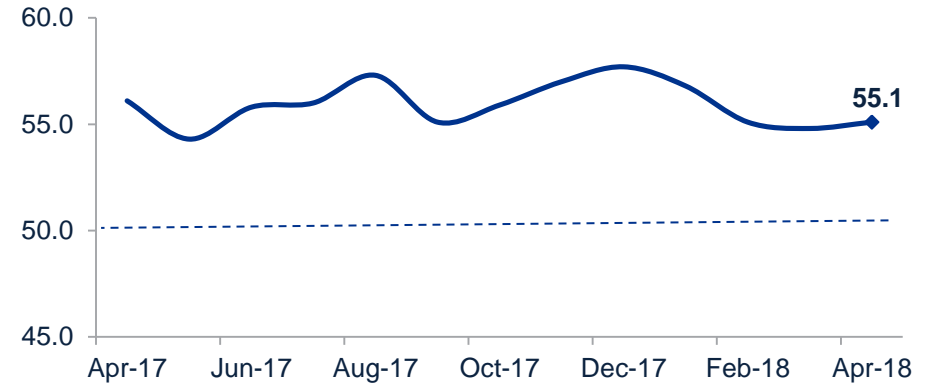
1 - OPEC; boe (barrel of oil equivalent) (December 2016) 2 - Federal Competitiveness and Statistics Authority, 2016 Nominal GDP  
3 - IMF World Economic Outlook, April 2018 4 - WAM  
5 - Others include Agriculture, Utilities, Transportation, Communication, Government and Other activities

# Other Macro Indicators

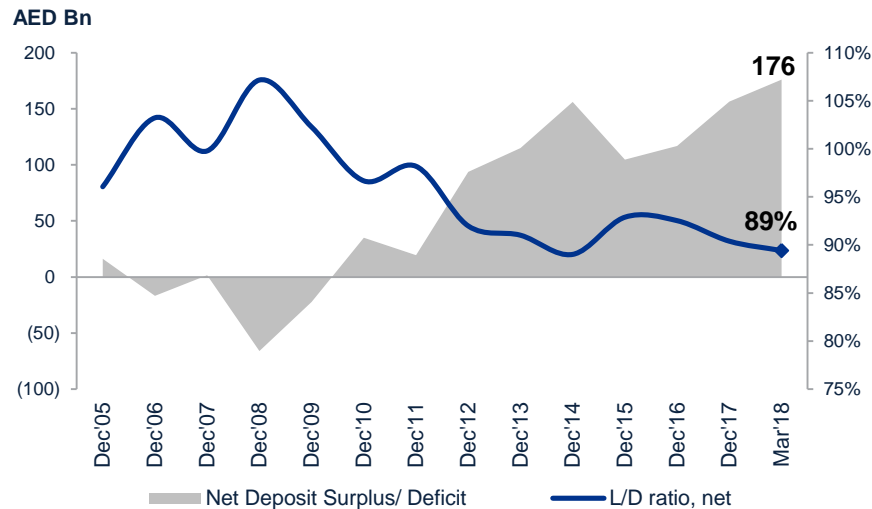
2018f Debt/GDP<sup>1</sup> (%)



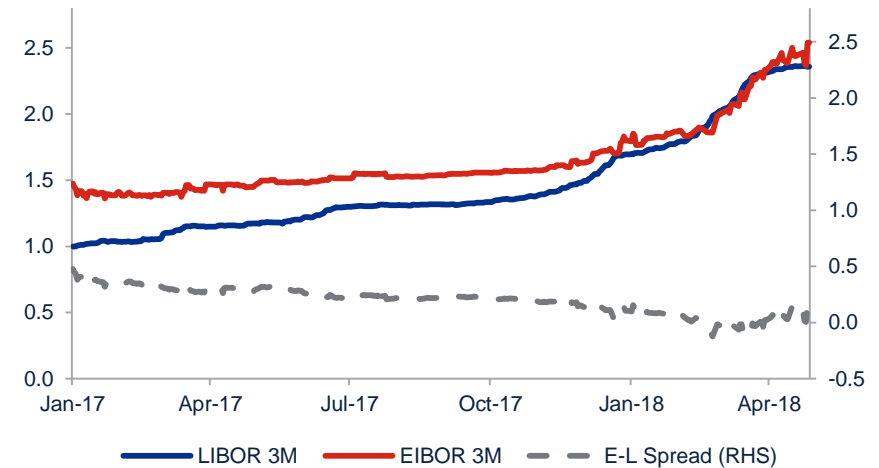
UAE PMI in Expansionary Territory<sup>2</sup>



AED 176 Bn Net Deposit Surplus as of Mar'18<sup>3</sup>



Libor-Eibor spread



1 - Source: IMF World Economic Outlook - April 2018

2 - Source: Markit Economics, UAE Purchasing Manager Index is a composite indicator designed to provide an overall view of activity in the UAE's non-oil private sector economy.

The indicator is derived from individual diffusion indices which measure changes in output, new orders, employment, suppliers' delivery and stocks of goods purchased

3 - UAE Banking Indicators have been adjusted retrospectively in order to reflect accounting adjustments related to the National Housing Loan Program

# Abu Dhabi – The Capital



**87%** of UAE land area<sup>1</sup>

Estimated population<sup>1</sup> : **2.9 Mn**

**Major contributor to UAE GDP<sup>1</sup>**

**4<sup>th</sup> Highest GDP per capita in the world<sup>2</sup>**

**Highest ratings in MENA**

**On clear path to economic diversification**

**USD 198 Bn**  
2016 Nominal GDP

**USD 68,337<sup>1</sup>**  
(2016)

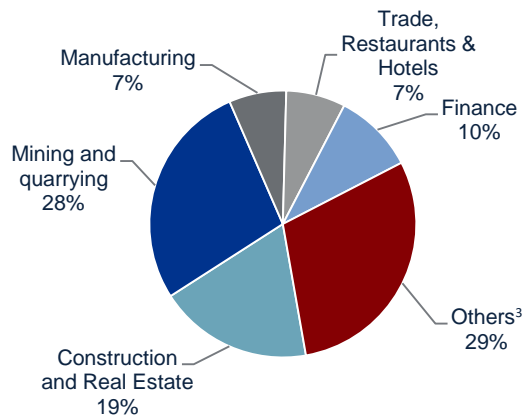
**Aa2 / AA / AA**  
Moody's / S&P / Fitch

**72%**  
non-oil sector contribution to nominal GDP<sup>1</sup>

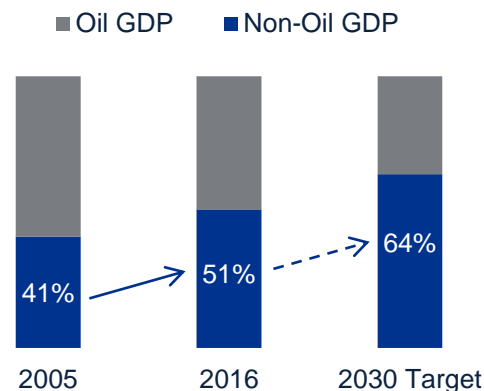
**Key focus sectors**  
Energy (Oil & Gas), Metals, Aviation, Tourism, Transport, trade and logistics, Financial services

## On track to meet Plan Abu Dhabi 2030 targets

Nominal GDP breakdown by sector<sup>1</sup>



Target real GDP<sup>4</sup>



## Economic Structure and Performance<sup>1</sup>

	2014	2015	2016
Real GDP growth (% change)	4.4	4.9	2.8
Nominal GDP (USD Bn)	261	212	198
Inflation Rate (CPI, % change)	3.2	4.3	2.0
Revenue/ GDP	39.6	34.1	36.2
Expenditures/ GDP	39.4	39.4	39.8
Balance/ GDP	0.2	(5.3)	(3.6)

1 - Abu Dhabi 2017 Bond Prospectus, Statistical Year Book of Abu Dhabi, (SCAD) July 2017, preliminary estimates

2 - IMF, 2016 (assuming Abu Dhabi is a separate country)

3 - Others include Agriculture, Utilities, Transportation, Communication, Government and Other activities

4 - Abu Dhabi Economic Vision 2030, SCAD

# Sound and highly capitalised banking sector

## Key Highlights

UAE banking sector comprises 49 banks (22 local, 27 foreign); top 4 local banks hold around 63% of system loans and deposits

### Latest regulatory developments:

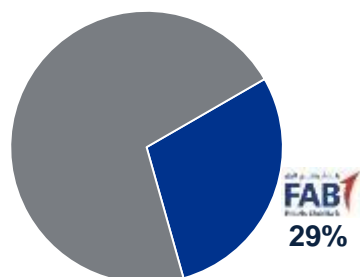
- UAE CB introduced in May 2015 a glide path on Liquidity Coverage Ratio (LCR) in the context of gradual migration to Basel III regulatory framework. The minimum for the current year is 90%
- UAE CB Basel III capital guidelines effective from 1st Feb 2017 with min. CET 1 set at 7.0%; full implementation by 2019
- IFRS9 implemented across UAE banking sector effective 1 Jan 2018
- VAT @5% implemented in UAE effective 1 Jan 2018

## UAE Banking Sector Key Indicators<sup>2</sup>

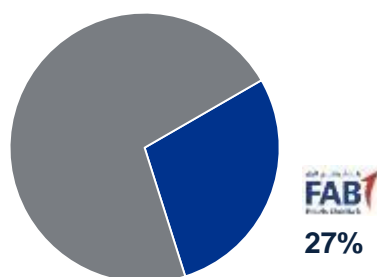
Figures in AED Bn	Mar'18	YTD	YoY
Total Assets, net <sup>2</sup>	2,597	0.5%	3.5%
Loans and Advances, net <sup>2</sup>	1,486	1.1%	1.3%
Customer Deposits	1,662	2.2%	3.8%
LDR <sup>2</sup>	89%	-100bps	-300bps
Lending to Stable Resources Ratio <sup>3</sup>	84.2%	-30bps	-20bps
CAR (Basel III)	17.5%	-60bps	-90bps <sup>4</sup>
CET1 (Basel III)	13.9%	-70bps	na

## FAB has a Dominant Market Position<sup>1</sup>

### LOANS & ADVANCES (NET)



### CUSTOMER DEPOSITS



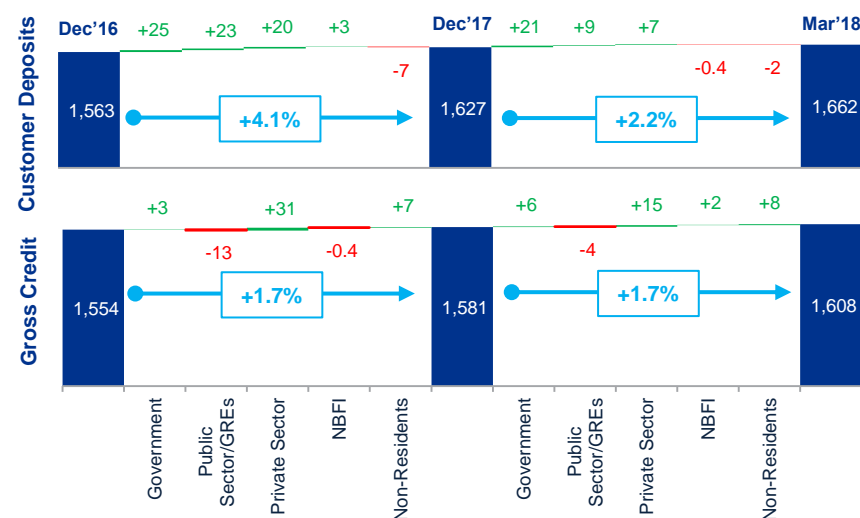
1 - Based on Mar'18 Financials of 10 largest UAE listed banks by Total Assets (FAB, ENBD, ADCB, DIB, ADIB, Mashreq, CBD, RakBank, SIB); UNB as of Dec'17

2 - Source: UAE Central Bank, UAE Banking Indicators have been adjusted retrospectively in order to reflect accounting adjustments related to the National Housing Loan Program

3 - Total advances (net lending + net financial guarantees & stand-by LC+ Interbank placements more than 3 months)/ sum of (net free capital funds + total other stable resources)

4 - Mar'17 as per Basel II framework

## Movements in Customer Deposits and Gross Credit by Sector<sup>2</sup> (AED Bn)



**01** | Operating Environment

**02** | **Introducing FAB**

**03** | Integration Journey

**04** | **Q1'18 Financial Review**

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# Introducing FAB



The merger of two successful banks has created a new entity with the financial strength, expanded expertise and global network to drive growth in the UAE's economy and the Middle East, while also opening up international growth opportunities to become the financial powerhouse of the region.

This is  
**our story**

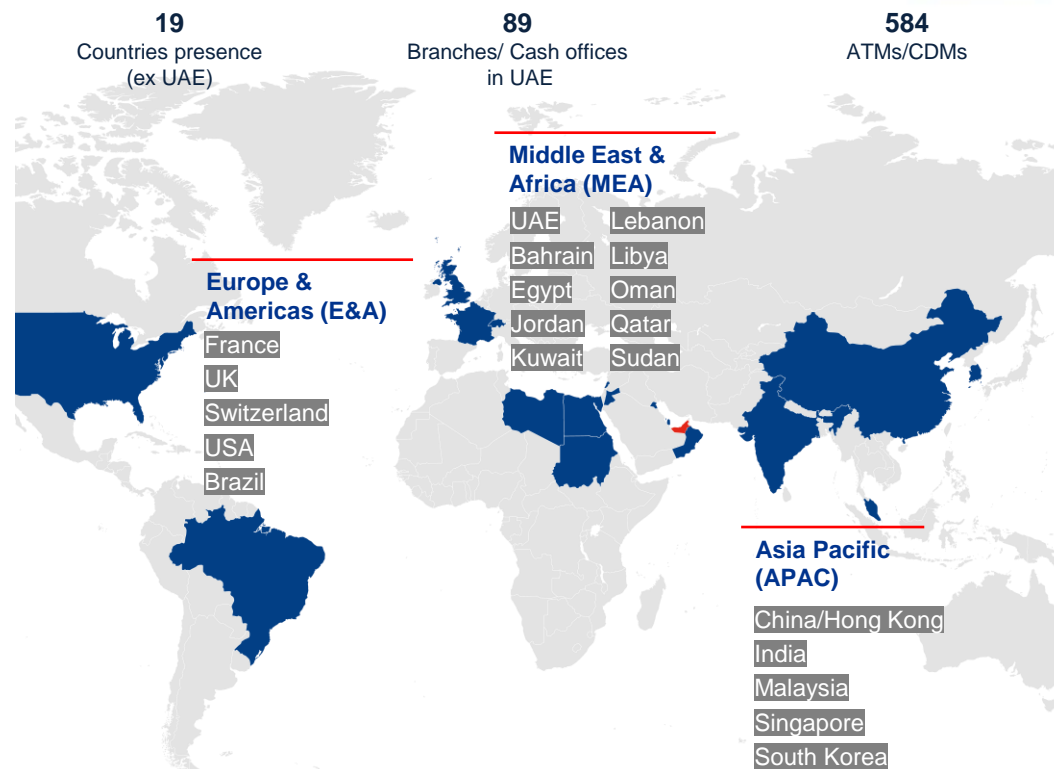
# Introducing FAB

- ✓ Result of the **historic merger** between two iconic Abu Dhabi-based franchises
- ✓ **Largest bank in UAE** and **2<sup>nd</sup> largest in MENA** by total assets and market capitalisation
- ✓ **Highest rated bank in MENA** with Aa3/AA-/AA<sup>-1</sup> (stable outlook)
- ✓ **Strong liquidity profile and robust capital ratios**
- ✓ **Superior asset quality, cost efficiency and profitability metrics**
- ✓ **Excellent progress made so far in integration journey; Set to realise substantial synergy potential by 2020**

# FAB at a glance

## Overview

- FAB is the result of the historic merger between two iconic Abu Dhabi based franchises (FGB and NBAD)
- Largest UAE bank and 2<sup>nd</sup> largest in MENA by total assets (AED 678 Bn) and market capitalisation (AED 128 Bn)
- Offers extensive range of products and services via market-leading Corporate and Investment Banking (CIB), Personal Banking (PB) franchises and subsidiaries
- Domestic network: 89 branches and 584 ATMs/CDMs across all 7 emirates
- Global presence: 19 countries (excluding UAE)



## Credit ratings

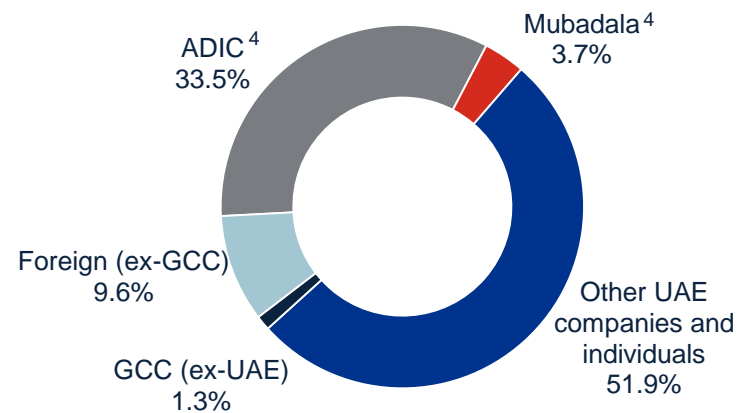
- Affirmation of credit ratings by Moody's, S&P, and Fitch post merger completion on 3<sup>rd</sup> April 2017 was a powerful testament to the strong rationale for the merger as it enhanced the combined bank's business position and credit profile
- FAB has the strongest combined credit ratings of any bank in MENA at Aa3/AA-/ AA-<sup>1</sup>

	MOODY'S INVESTORS SERVICE	S&P Global Ratings	FitchRatings
LT	Aa3	AA-	AA-
ST	P-1	A-1+	F1+
Outlook	Stable	Stable	Stable

## Overview

- Listed on Abu Dhabi Securities Exchange (ADX)
- Symbol: FAB
- Number of shares issued: 10,898 million<sup>1</sup>
- Market cap<sup>2</sup>: AED 128 Bn (USD 34.7 Bn)
- Foreign Ownership Limit: 25%

## Strong shareholding structure<sup>3</sup>



## Index Weightings<sup>2</sup>

Abu Dhabi Securities Market Index	ADSMI	38.6%
Bloomberg GCC 200 financial Index	BGCCFINL	4.5%
Bloomberg EMEA Banks Index	BEUBANK	2.0%



















1 - Includes 38 Mn Treasury shares

2 - As of 31 March 2018

3 - Ownership structure as of 31 March 2018, based on shares outstanding (net of treasury shares)

4 - A law was issued by the President of UAE and Ruler of Abu Dhabi, on 21 Mar 2018, merging ADIC under the umbrella of Mubadala Investment Company

# Leading UAE and regional bank

Banking sector assets <sup>1</sup> (USD Bn)	National champion <sup>2</sup>	FY'17 Net Profit <sup>1</sup> (USD Bn)	Total Assets <sup>1</sup> (USD Bn)	Equity <sup>1</sup> (USD Bn)	Market Cap <sup>3</sup> (USD Bn)	Credit Ratings <sup>3</sup> (Moody's/S&P/Fitch)
 <b>UAE</b>  <b>733</b>		<b>3.0</b>	<b>182</b>	<b>27.8</b>	<b>34.7</b>	<b>Aa3 / AA- / AA-</b>
 <b>KSA</b>  <b>615</b>		<b>2.6</b>	<b>118</b>	<b>17.1</b>	<b>34.6</b>	<b>A1 / BBB+ / A-</b>
 <b>Qatar</b>  <b>375</b>		<b>3.6</b>	<b>221</b>	<b>21.5</b>	<b>32.8</b>	<b>Aa3 / A / A+</b>
 <b>Kuwait</b>  <b>212</b>		<b>1.1</b>	<b>86</b>	<b>11.8</b>	<b>15.5</b>	<b>Aa3 / A+ / AA-</b>
 <b>Bahrain</b>  <b>187</b>		<b>0.6</b>	<b>33</b>	<b>4.9</b>	<b>5.4</b>	<b>NA / BBB / BBB-</b>
 <b>Oman</b>  <b>82</b>		<b>0.5</b>	<b>29</b>	<b>4.7</b>	<b>2.8</b>	<b>Baa3 / BB / BBB-</b>

1 - Company and Central Bank information as of latest reported for 31 December 2017

2 - Defined as the largest bank in the country by total assets

3 - Based on 31 March 2018; Source Bloomberg

# Prominent Board and robust governance



**H.H. Sheikh Tahnoon Bin Zayed Al Nahyan – Chairman**  
National Security Advisor  
Chairman of Royal Group

## Board of Directors



**H.E. Nasser  
Ahmed  
Alsowaidi**

**Vice Chairman  
of the Board**

Chairman of  
ETECH



**H.E. Khaldoon  
Khalifa Al  
Mubarak**

**Board Member**

CEO and MD of  
Mubadala  
Investment  
Company

Chairman of the  
Executive Affairs  
Authority of the  
Government of  
Abu Dhabi



**H.E. Mohammed  
Thani Al-  
Romaithi**

**Board Member**

Chairman of the  
Federation of  
UAE Chambers  
of Commerce  
and Industry

Board Member of  
Al Etihad Credit  
Bureau



**H.E. Mohamed  
Saif Al Suwaidi**

**Board Member**

Director General  
of Abu Dhabi  
Fund for  
Development

Board Member  
of DP world and  
Agthia



**H.E. Jassim  
Mohammed Al  
Siddiqi**

**Board Member**

CEO and MD of  
Abu Dhabi  
Financial Group  
(ADFG)

Chairman of  
Shuaa and  
Eshraq  
Properties



**H.E. Khalifa  
Sultan Al  
Suwaidi**

**Board Member**

Executive  
Director at the  
Abu Dhabi  
Investment  
Council (ADIC)

Board Member  
of UNB, ADIC  
and Barakah  
One



**H.E. Sheikh  
Mohammed Bin  
Saif Bin  
Mohammed Al  
Nahyan**

**Board Member**

Chairman of Abu  
Dhabi National  
Insurance  
Company  
(ADNIC)

Chairman of  
Risk  
Management  
Committee of  
ADNIC



**H.E. Sheikh  
Ahmed  
Mohammed  
Sultan Al  
Dhaheer**

**Board Member**

Chairman of Bin  
Suroor  
Engineering

Vice Chairman  
of Abu Dhabi  
National Hotels  
Company

## 4 Board Committees

Board Management  
Committee

Remuneration & Nomination  
Committee

Risk Committee

Audit Committee



# Strategy built on core strengths

Grow  
Stronger

بنك أبوظبي الأول  
**FAB**  
First Abu Dhabi Bank

## Our vision

Creating value for our customers, employees, shareholders and communities to grow stronger through differentiation, agility and innovation.

### Customers

**We empower** our customers to grow stronger through choice, convenience, and customised products and services.

### Employees

**We create** an environment where our people can leverage their strengths and excel in their performance.

### Shareholders

**We deliver** superior and sustainable returns to our shareholders.

### Communities

**We build** a legacy of positive change in our communities.

### Personal Banking strategic focus

#### Dominant personal bank in UAE

- Bank of choice across key segments in Abu Dhabi, and enhanced market share in Dubai and Northern Emirates
- Multichannel and 'smart' distribution model leveraging on digital solutions
- Leader in everyday banking anchored in payment solutions and cards

### Corporate and Investment Banking strategic focus

#### Trusted partner to CIB customers

- Leverage scale and cross-sell to deepen client relationships and increase share of wallet in UAE and abroad
- Preferred banking partner for government and government-related entities
- One-stop shop banking partner for large corporates and medium-sized businesses

#### Regional wealth advisor of choice

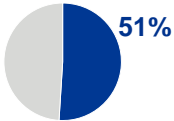
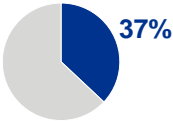
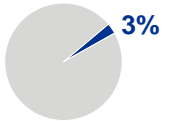
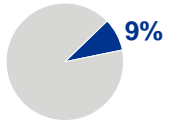
- Access new high growth HNWI segments
- Use global network to expand product and service range
- Deepen existing relationships with increased cross-sell

#### International business built around UAE knowledge and relationships

- Wholesale-driven international strategy Reference bank for UAE multinational businesses
- Selective international presence and sharper focus on high potential growth markets

#### Complementary offering through subsidiaries

# Business Segments

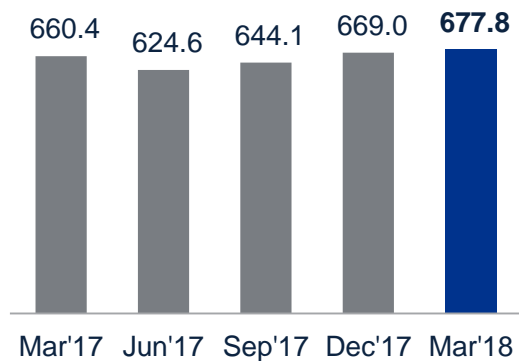
Segment	CORPORATE & INVESTMENT BANKING	PERSONAL BANKING	SUBSIDIARIES	HEAD OFFICE
Coverage and offering	<ul style="list-style-type: none"> <li>Covers corporate and institutional clients through dedicated client segments</li> <li>Offers Credit facilities, Global Transaction Services, Corporate Finance, Islamic Finance and Global Markets products to both UAE and international clients</li> </ul>	<ul style="list-style-type: none"> <li>Targets retail, affluent, private banking and SME customer segments</li> <li>Product offerings range from day-to-day banking products such as current accounts, deposits, credit cards and loans to more sophisticated investment solutions and business banking products and services</li> <li>Wide range of diverse distribution and sales channels, including mobile and internet banking, branches and direct sales agents</li> <li>Manages National Housing Loan program for Abu Dhabi government</li> </ul>	<ul style="list-style-type: none"> <li>Complementary offerings provided across real estate and property management, brokerage, conventional and Islamic consumer finance</li> </ul>	<ul style="list-style-type: none"> <li>Centralised enablement functions: HR, operations, finance, strategy, investor relations, risk management, credit management, corporate communications, legal &amp; compliance, internal audit, procurement, treasury operations, integration management office and administrative support</li> </ul>
% Q1'18 Group revenue	 <p>51%</p>	 <p>37%</p>	 <p>3%</p>	 <p>9%</p>



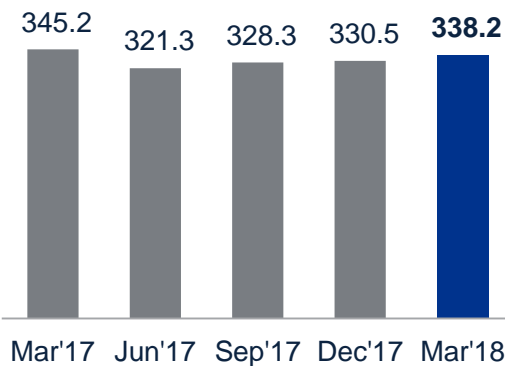
# Key financials at a glance

## Balance sheet & Income Statement - Based on Pro forma Financial Information

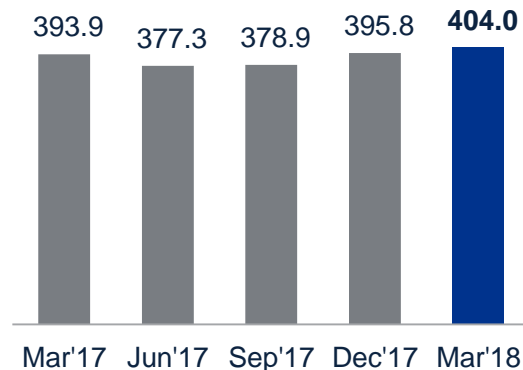
### TOTAL ASSETS (AED Bn)



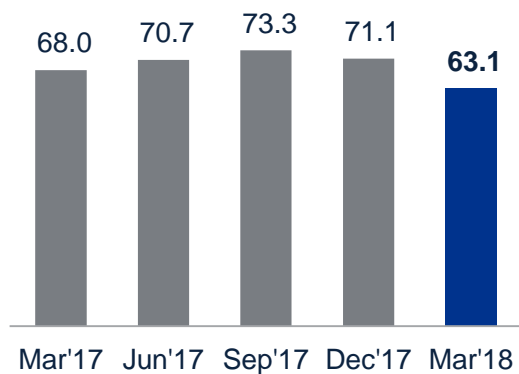
### LOANS & ADVANCES (AED Bn)



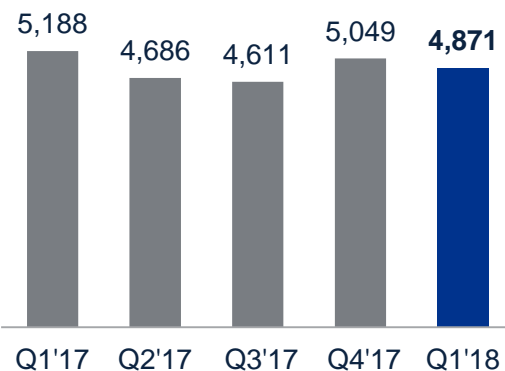
### CUSTOMER DEPOSITS (AED Bn)



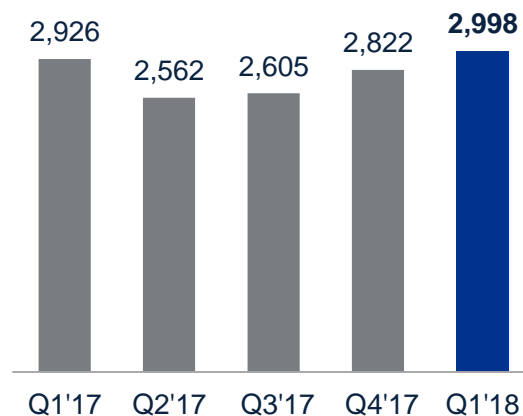
### TANGIBLE EQUITY (AED Bn)



### OPERATING INCOME (AED Mn)



### NET PROFIT (AED Mn)



# Key financials at a glance

## Ratios - Based on Pro forma Financial Information

### NIM – YTD (%)



Q1'17 H1'17 9M'17 FY'17 Q1'18

### NPL RATIO<sup>1</sup> (%)



Mar'17 Jun'17 Sep'17 Dec'17 Mar'18

### PROVISION COVERAGE<sup>1</sup> (%)



Mar'17 Jun'17 Sep'17 Dec'17 Mar'18

### COST TO INCOME RATIO-YTD (%) (EX-INTEGRATION COSTS)



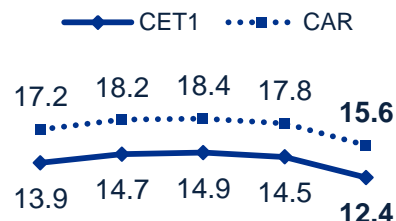
Q1'17 H1'17 9M'17 FY'17 Q1'18

### NON-INT INC / REVENUES (%)



Q1'17 Q2'17 Q3'17 Q4'17 Q1'18

### CET1 & CAR<sup>2</sup> (%)



Mar'17 Jun'17 Sep'17 Dec'17 Mar'18

### RoTE (%)



Q1'17 H1'17 9M'17 FY'17 Q1'18

### RoRWA (%)



Q1'17 H1'17 9M'17 FY'17 Q1'18

<sup>1</sup> Q1'18 ratios are based on IFRS9 accounting; ratios for prior periods are based on IAS39 accounting

<sup>2</sup> CET1 ratio as per UAE CB's Basel III framework (without considering the transitional arrangements for 2017); ratios prior to Dec'17 are based on Basel II framework

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# Integration progress has exceeded expectations

All planned milestones successfully delivered in 2017

2017



- ✓ Finalisation of organisational structure and operating model
- ✓ Harmonisation of Group policies and risk framework
- ✓ CIB product and pricing harmonisation completed
- ✓ Subsidiaries: Integration of real estate and property management businesses completed, integration of islamic finance subsidiaries on track; brokerage business rebranded (FAB Securities)
- ✓ Network optimisation
- ✓ UAE network and channel external re-brand completed; in progress across international locations
- ✓ “Purchase Price Allocation” exercise is substantially complete

2018

Q1 2019

- IT system integration on track; to be completed by the end of 2018 (adequate planning, resourcing and tight risk management)
- PBG product and pricing harmonisation
- Strategic review/ implementation of international value proposition
- Ongoing network optimisation (UAE + international)
- Further process refinements/simplification and automation

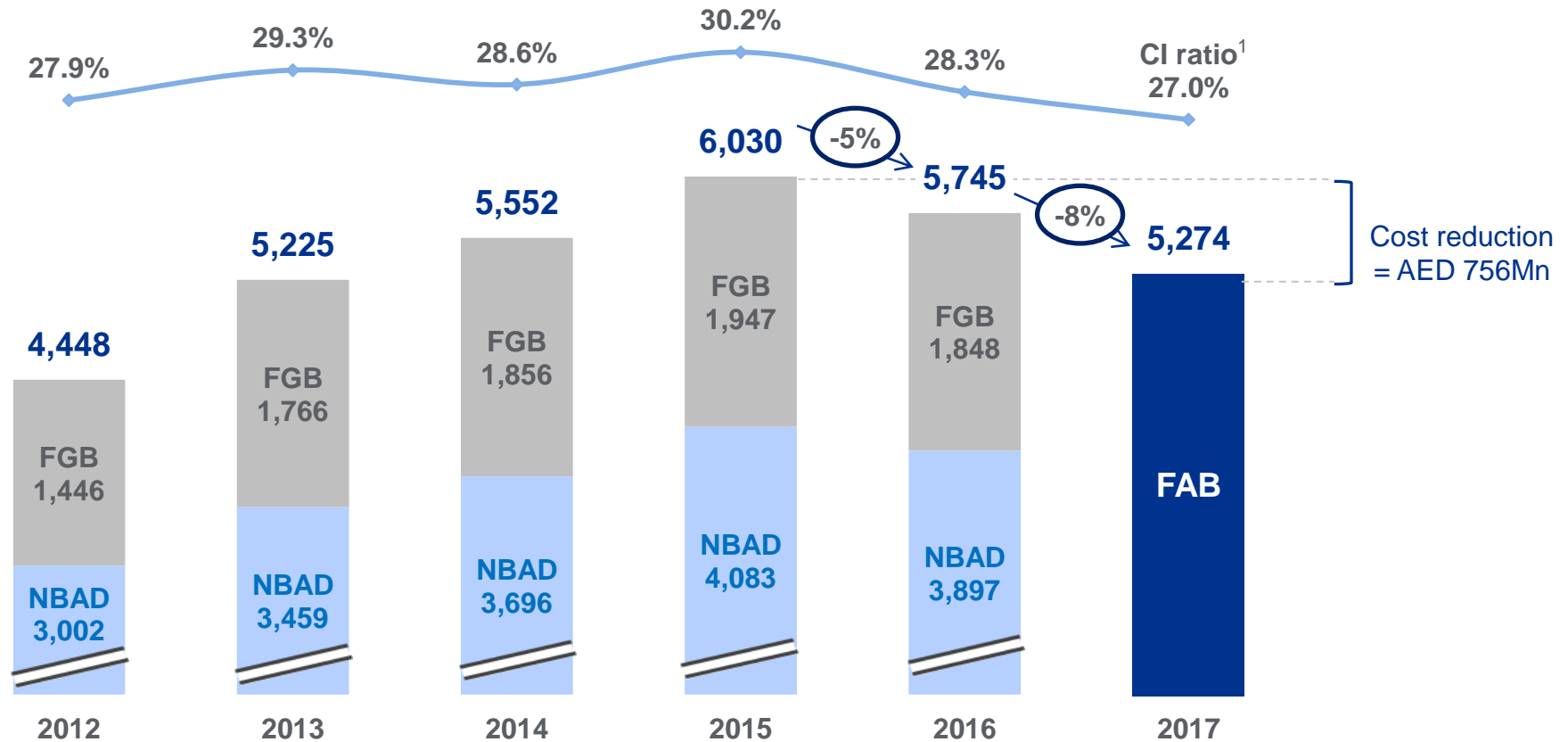
***Culture and change management***

# Integration progress has exceeded expectations

Merger benefits evident since 2016

## G&A expenses BAU<sup>1</sup>

In AED Mn



<sup>1</sup> Excluding integration/ merger transaction-related costs and amortisation of intangibles (merger-related)

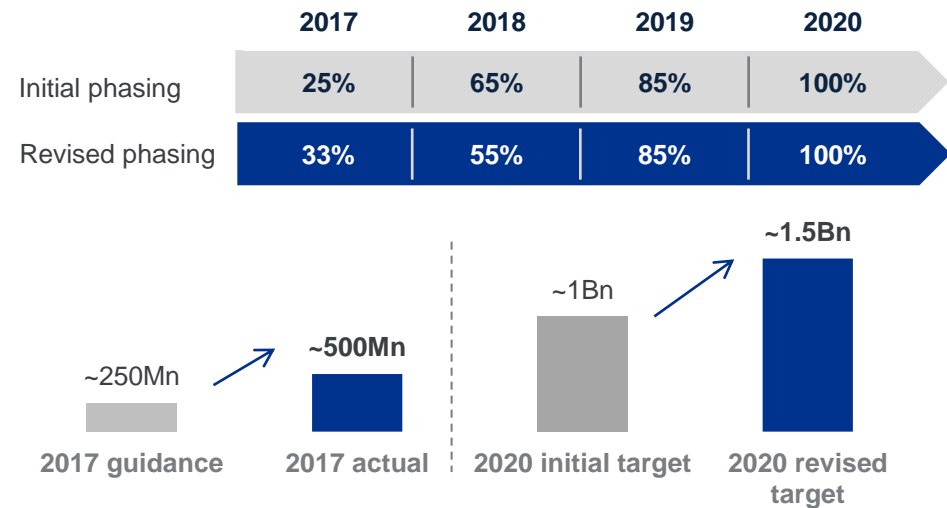
# Integration progress has exceeded expectations

Synergy financials<sup>1</sup>

## Run-rate cost synergy target increased

In AED

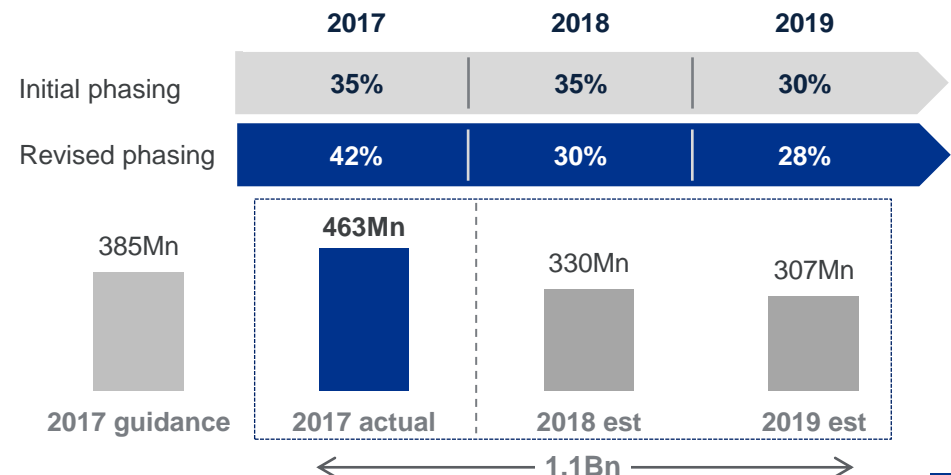
- Synergies significantly ahead of target in 2017
- IT system integration by the end of 2018 to unlock substantial merger benefits in addition to other initiatives (incl. process simplification, automation, and network optimisation - UAE and international)
- 2020 full annual run-rate raised by 50% to AED ~1.5Bn



## Integration costs on track

In AED

- Higher integration costs vs 2017 guidance reflect acceleration of integration plan; estimated phasing revised accordingly
- On track with one-time integration cost target of AED 1.1Bn, to be fully absorbed by 2019



<sup>1</sup> Revised estimates and phasing as communicated post FY'17 results in Jan'18

# Laying the right foundation for long term sustainable growth

Grow  
Stronger



## How we will measure our success by 2020

- |   |   |  |
|---|---|--|
| 1 | Growth-oriented culture                     | ✓ <b>Increased</b> market share and share of wallet                |
| 2 | Successful execution of integration plan    | ✓ <b>Full realisation</b> of run rate synergies                    |
| 3 | One Bank, One brand, One team               | ✓ <b>Infrastructure</b> integration<br>✓ <b>People</b> integration |
| 4 | Sustainable cost leadership                 | ✓ <b>~25%</b> Cost-to-Income ratio                                 |
| 5 | Strong internal capital generation capacity | ✓ <b>16-17% RoTE<sup>1</sup></b><br>✓ <b>&gt;13.5% min. CET1</b>   |

1 - RoTE: Attributable profit (to equity shareholders net of interest on Tier1 capital notes) on average shareholders' tangible equity (excl minority interests, excl goodwill and amortisation charge on it thereof)

01 | Operating Environment

02 | Introducing FAB

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*Based on Pro forma financial information as of 31 March 2018*

05 | Appendix



# Q1'18 Key Performance Highlights

- **2018 off to a solid start**
  - Improved profitability and returns both sequentially and yoy
  - Healthy business momentum supports operating performance
- **Integration journey and key strategic initiatives firmly on track**
  - Synergy momentum continues - IT integration to be completed by year-end 2018
  - Good progress ahead of KSA entry
- **Robust asset quality metrics**
  - Reflect healthy portfolio, successful risk-asset optimisation and IFRS9 implementation
- **Healthy fundamentals underpinned by strong liquidity and capital ratios**
  - L/D ratio at 84%
  - CET1 ratio comfortably in excess of regulatory requirements
- **On track to meet/exceed 2018 financial guidance**

# 2018 off to a solid start ...

## Financial highlights

### Q1'18 P&L summary

<i>In AED Mn</i>	Q1'18	Q4'17	QoQ %	Q1'17	YoY %
Revenues	4,871	5,049	(4)	5,188	(6)
Operating expenses	(1,326)	(1,616)	(18)	(1,516)	(13)
BAU <sup>1</sup> costs	(1,212)	(1,280)	(5)	(1,412)	(14)
Integration costs	(70)	(198)	(65)	(104)	(32)
Amortisation of intangibles (merger-related)	(44)	(138)	-	-	-
Impairment charges, net	(439)	(562)	(22)	(641)	(31)
<b>Net profit</b>	<b>2,998</b>	<b>2,822</b>	<b>6</b>	<b>2,926</b>	<b>2</b>
EPS (AED)	1.06	1.00	6	1.04	2

### Key ratios

%	Q1'18	Q4'17	QoQ (bps)	Q1'17	YoY (bps)
C/I ratio (ex-integ costs)	25.8	28.1	(230)	27.2	(143)
CoR (bps)	49	66	(17)	73	(24)
NPL ratio	3.1	3.1	4	2.6	51
Provision coverage	127	120	714	122	545
L/D ratio	83.7	83.5	23	87.6	(392)
RoTE	17.2	15.0	218	16.1	108
CET1 ratio <sup>2</sup>	12.4	14.5	(210)	13.9	(150)

- Operating income down qoq and yoy primarily due to material extraordinary revenue items realised in prior periods (investment and property-related) which were not repeated. Excluding these items, operating performance has improved on the back of a healthy business momentum
- Continued synergy realisation and cost discipline drive notable reduction in BAU<sup>1</sup> costs
- Impairment charges significantly reduced on the back of risk-assets optimisation, tighter risk appetite and IFRS9 implementation
- Net Profit improves both sequentially and yoy

- Remarkable improvement in operating efficiency; C/I ratio at industry-leading level
- Robust asset quality metrics post IFRS9 transition
- Strong liquidity profile remains competitive strength
- Net improvement in RoTE post FY'17 dividends, IFRS9
- CET1 comfortably in excess of regulatory requirement

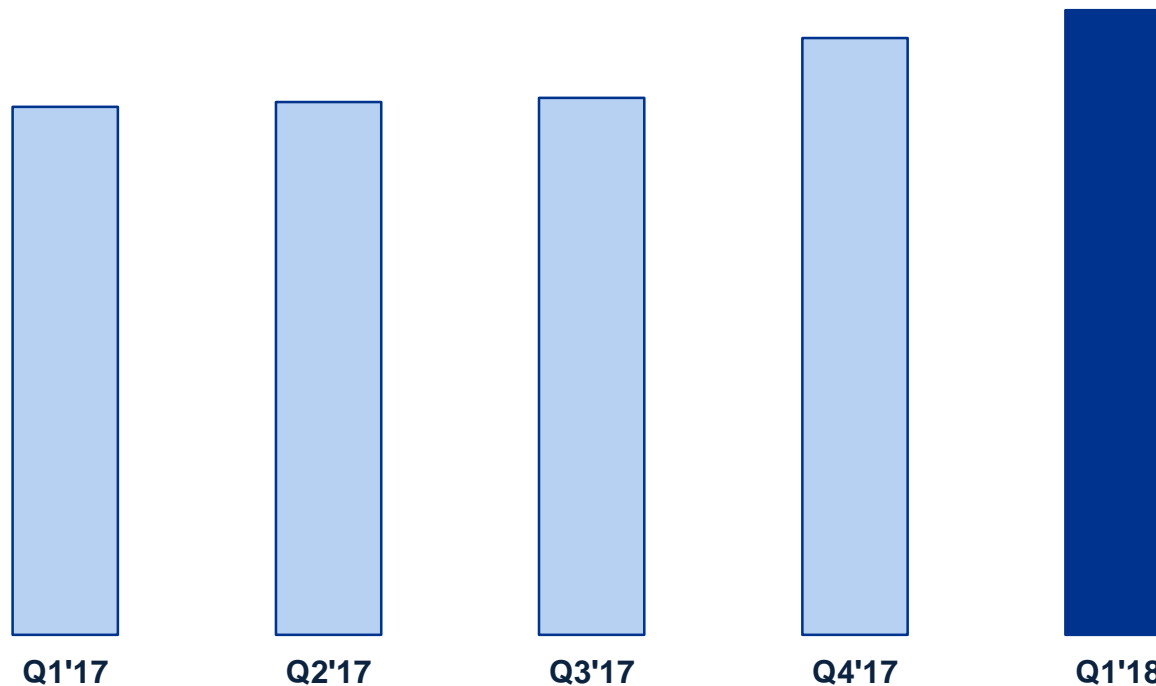
<sup>1</sup> BAU – Business as usual

<sup>2</sup> CET1 ratio as per UAE CB's Basel III framework (without considering the transitional arrangements for 2017 for Q4'17); Q1'17 as per Basel II framework

## 2018 off to a solid start ...

*In AED Mn*

Reported Group net profit	2,926	2,562	2,605	2,822	2,998
<u>Less:</u> Material extraordinary revenue items	~400	-	-	~180	-
<u>Add:</u> One-off integration costs	104	91	70	198	70
<u>Add:</u> Amortisation of merger-related intangibles	-	-	-	138	44
<b>Adjusted Group net profit</b>	<b>2,630</b>	<b>2,653</b>	<b>2,675</b>	<b>2,978</b>	<b>3,112</b>





- ✓ Strategic review of international operations and execution well underway
- ✓ KSA: both CMA and SAMA licenses obtained
- ✓ UAE network rationalisation and rebranding activities continue:
  - Branch & cash offices network reduced from 103 as of Dec'17 to 89 as of Mar'18
  - Rebranding of FAB properties and FAB Egypt
  - Integration of Islamic finance subsidiaries in progress



- ✓ IT systems integration on track to be completed by the end of 2018

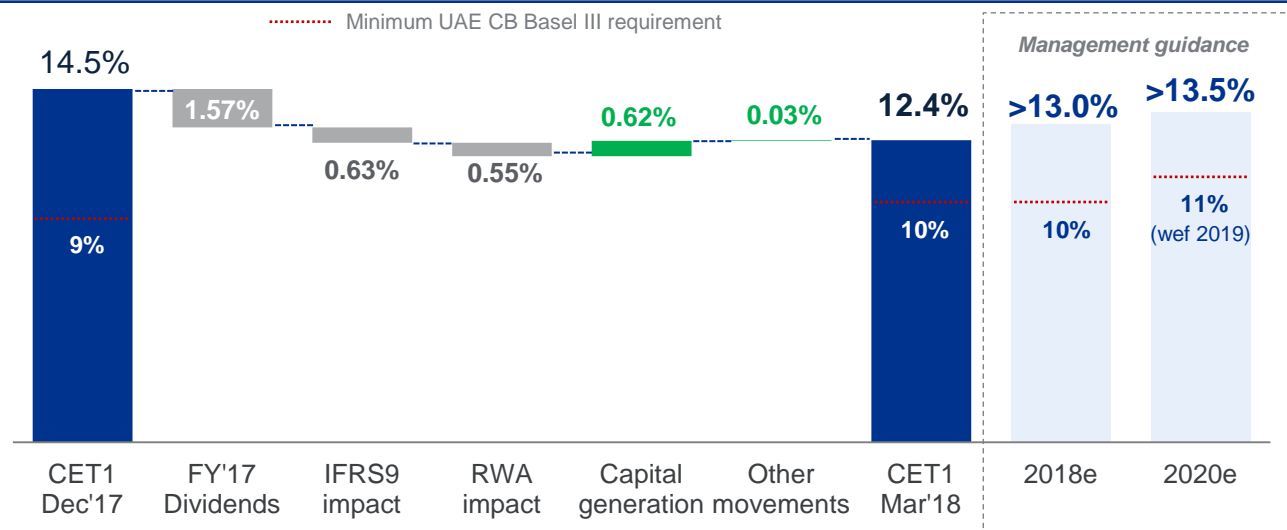


- ✓ PPA (purchase price allocation) exercise complete
  - No change to total amount of goodwill or intangibles recognised as of Dec-end'17

# Capital position remains robust

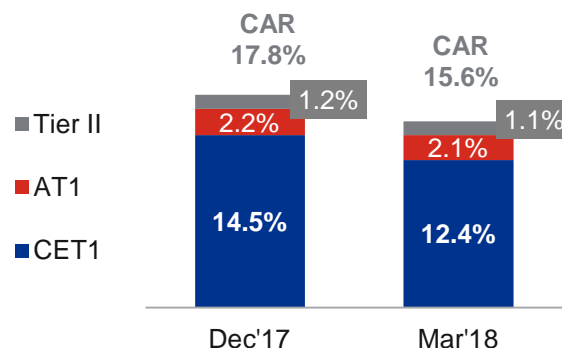
Even after PPA, FY'17 dividends, and IFRS9

## CET1<sup>1</sup> ratio progression

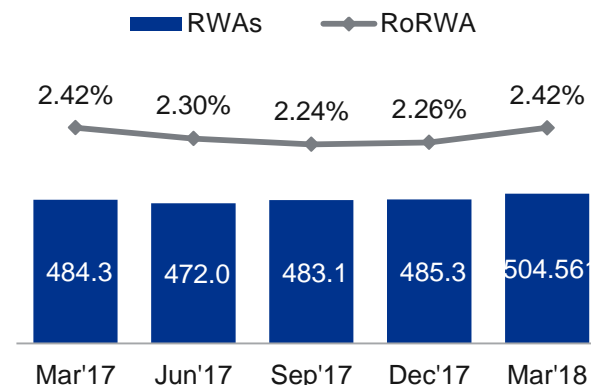


- Robust capital position with Basel III CET1<sup>1</sup> ratio at 12.4%, comfortably in excess of regulatory requirements
- Impact of IFRS9 on 1 Jan 2018 was AED 3.1Bn (3.0% of Dec'17 shareholders' equity and 63bps of Dec'17 CET1) in line with estimates
- Strong internal capital generation capacity expected to support CET1 build-up as per management guidance

## Strong capital ratios (Basel III)<sup>1</sup>



## RWAs & Return on RWAs



## Return on Tangible Equity (RoTE)



<sup>1</sup> CET1 ratio as per UAE CB's Basel III framework (without considering the transitional arrangements for 2017)

<sup>2</sup> AT1 (additional Tier 1) + Tier 2 capital requirement – Min 3.5%; any shortfall in same to be met by CET1; Countercyclical buffer requirement (0 – 2.5%) as advised by UAE CB, is nil in 2017

# Loan and deposit growth momentum continues

## Key highlights

### Loans and advances

- Up 2% qoq driven by a healthy business momentum in CIB (led by UAE public sector and trade FI)
- Down 2% yoy due to lower trade FI and higher provisions from PPA/IFRS9

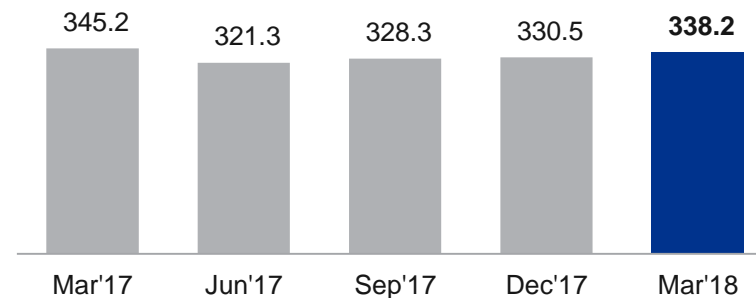
### Customer Deposits and other accounts

- Customer deposits up 2% qoq and 3% yoy, on higher government inflows
- CASA<sup>1</sup> up 11% sequentially highlighting a strong deposit franchise and leading cash management solutions. CASA represent 41% of total deposits vs 38% at Dec-end'17

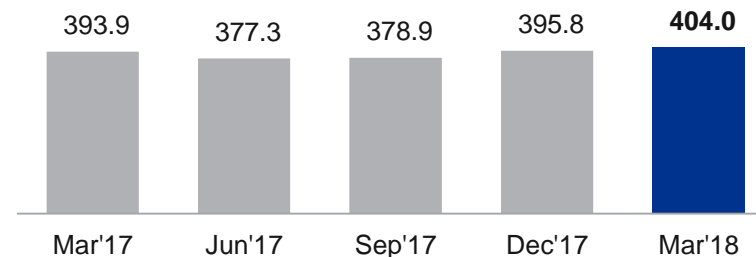
### Liquidity

- Liquidity position remains highly comfortable with loan-to-deposit ratio of 83.7%
- Mar'18 LCR remains at 112%, above the Basel III glide path for 2018 (min required 90%)

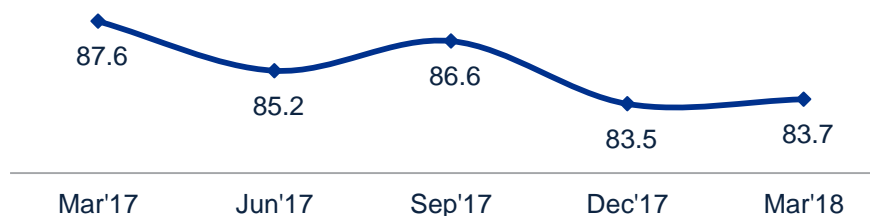
## Net loans and advances (AED Bn)



## Customer deposits (AED Bn)



## Loan-to-deposit ratio (%)



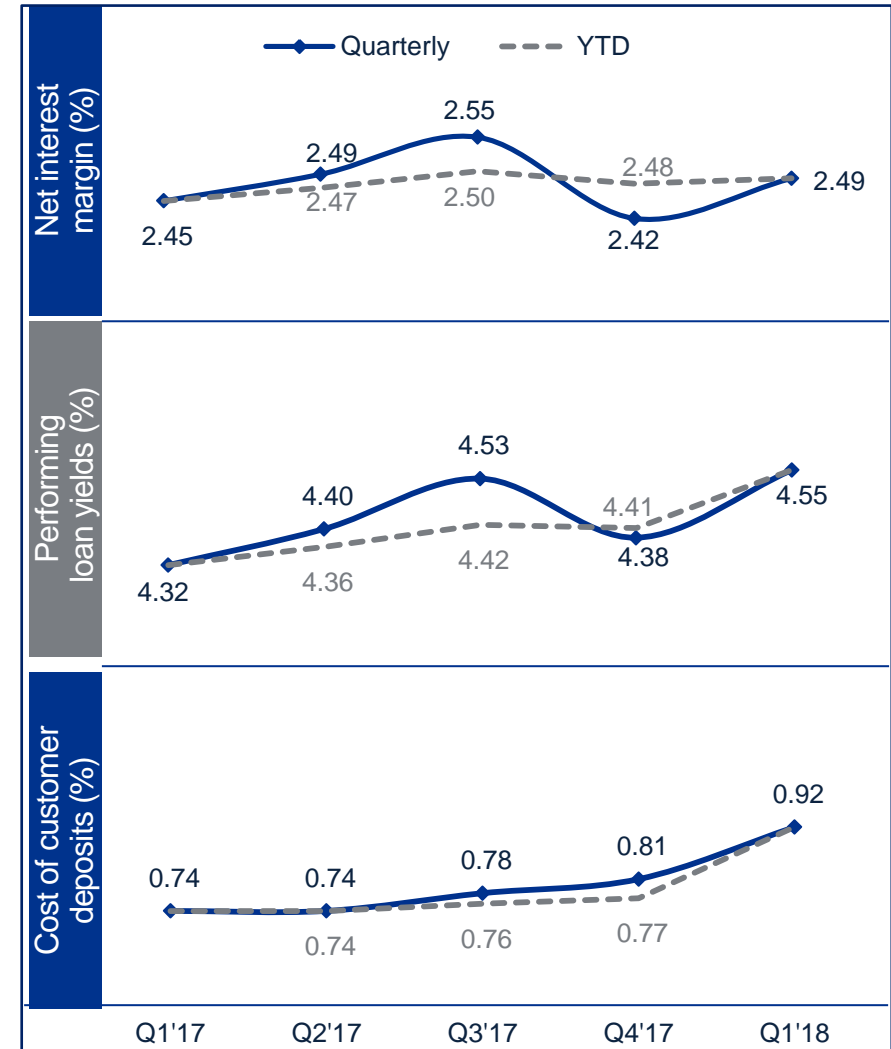
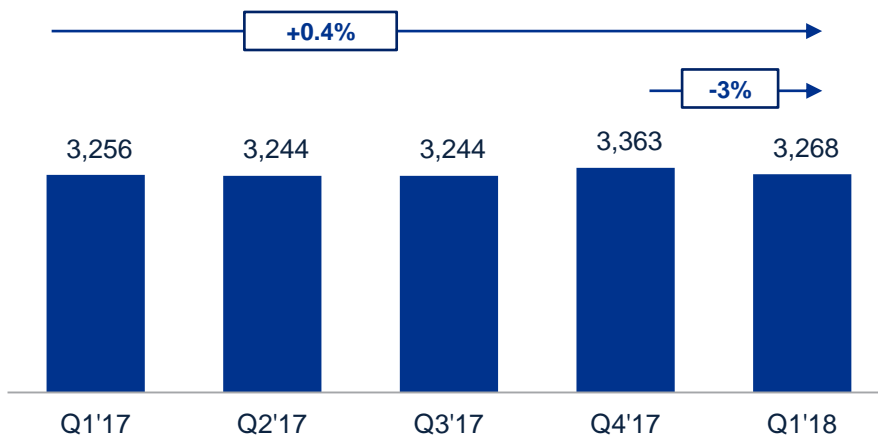
<sup>1</sup> Current, savings and call accounts; prior periods reclassified to include call accounts earlier grouped with notice and time deposits

# NII outlook remains positive

## Key highlights

- Group NIM: +4bps yoy and +7bps qoq, reflect margin expansion on the back of rate hikes
- Net Interest Income (NII) marginally up yoy as positive impact of rate hikes and volume growth, were partly offset by risk-asset optimisation, tighter risk appetite in PBG and competitive pricing in CIB
- Expected benefits from future rate hikes and healthy pipeline for remainder of 2018 support positive outlook for NII growth

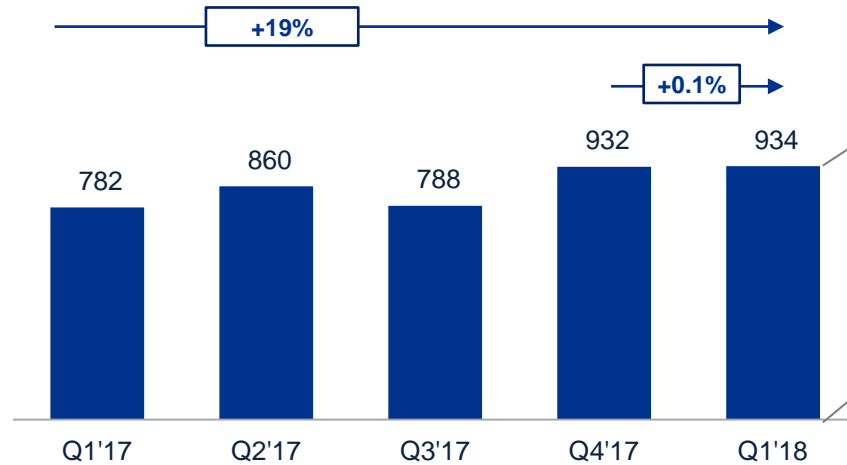
## Net interest income (AED Mn)



Note: All percentage figures are annualised

# Non-interest income supported by strong growth in fees and commissions

## Fees & commissions, net (AED Mn)

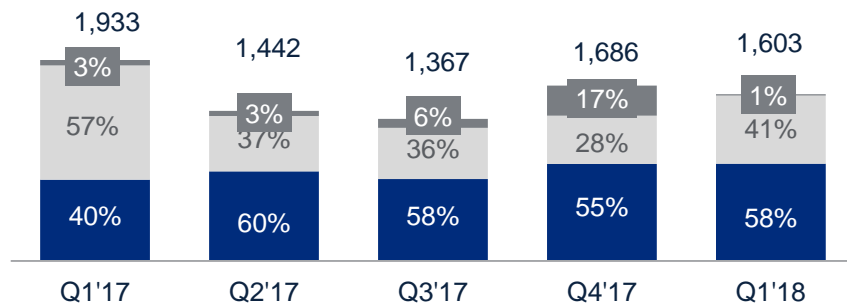


		QoQ %	YoY %
Loan-related	483	(5)	25
Trade-related	283	8	19
Others	168	4	7

- Fees and commissions (net) grew 19% yoy driven by higher syndication fees reflecting a strong performance in Loan Capital Markets. Trade-related income also improved sequentially and yoy on the back of higher LCs and LGs reflecting a pick-up in trade

## Non-interest income (AED Mn)

■ Other income      ■ Net FX & Investment income  
■ Net fees and commission income



- Non-interest income came in lower yoy and qoq mainly due to material extraordinary revenue items realised in prior periods (investment and property-related) which were not repeated



# Remarkable improvement in operating efficiency

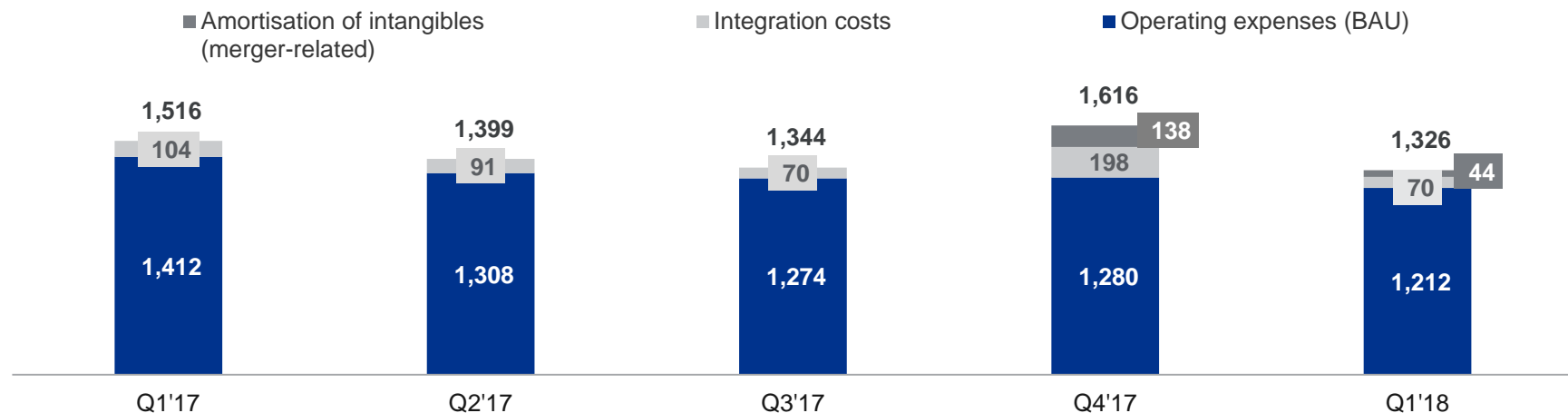
## Key highlights

- Operating expenses BAU reduced 14% yoy, reflecting continued discipline on cost management and realisation of substantial synergies
- Headline operating expenses were lower 13% yoy and 18% qoq
- C/I ratio (ex-integration costs<sup>1</sup>) stands at industry-leading level of 25.8%, improving from 27.2% in Q1'17 and 28.1% in Q4'17
- Cost synergies realised since Dec-end'16 reached ~AED 640Mn against a 2020 target of ~AED 1.5Bn
- One-off Integration costs in line with guidance

## Cost-income ratio (ex-integration) (%)

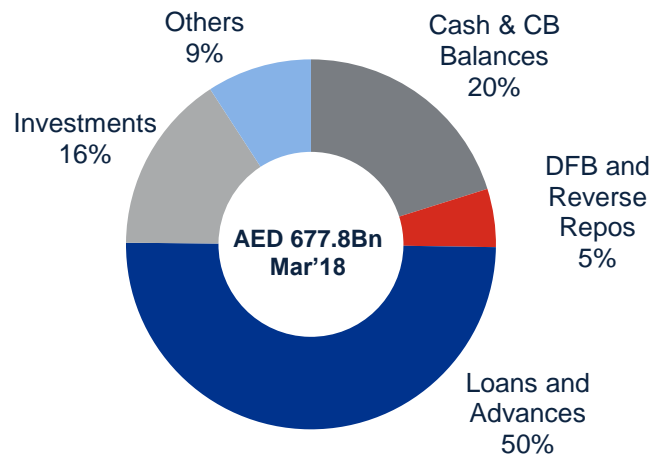


## Operating expenses trend (AED Mn)

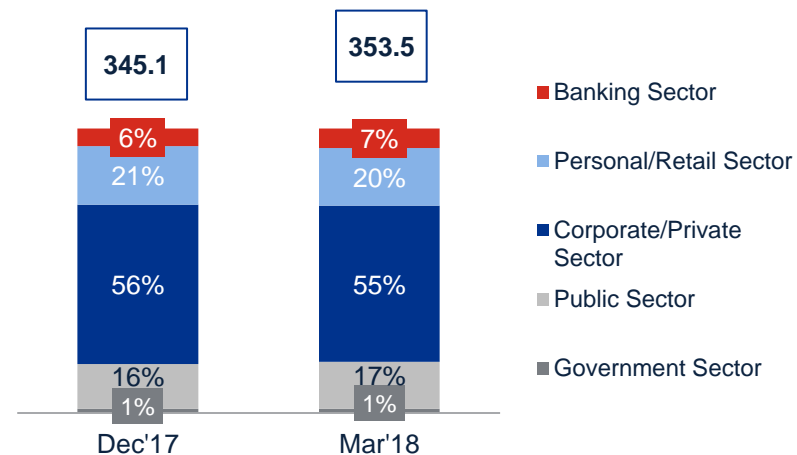


<sup>1</sup> Excluding integration costs

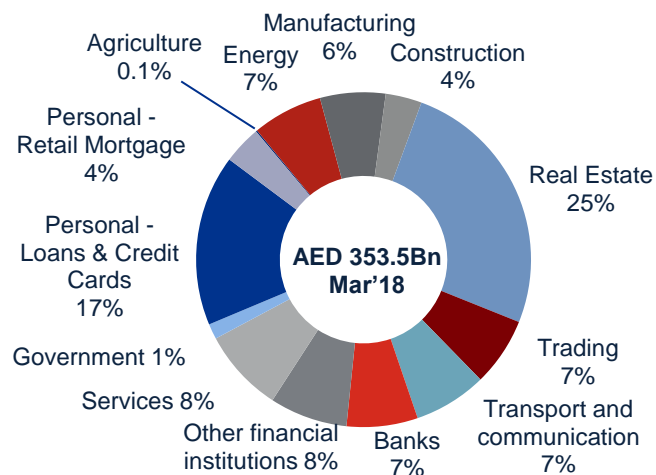
## Asset Mix



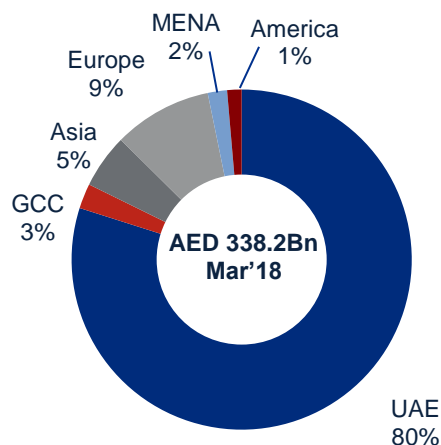
## Gross loans by counterparty (AED Bn)



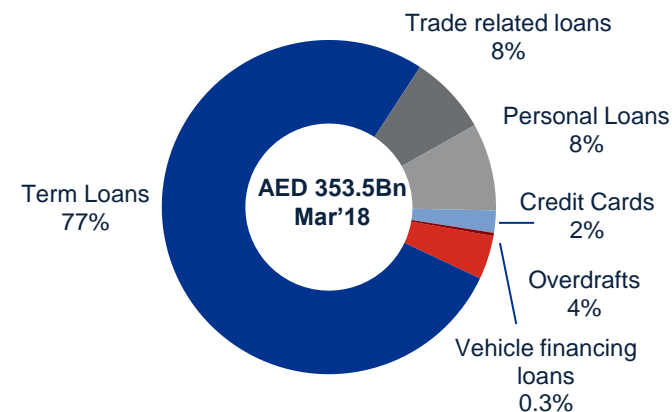
## Gross loans by economic sector



## Net loans by geography<sup>1</sup>



## Gross loans by product



<sup>1</sup> Based on booking centre

# CoR benefits from tighter risk appetite and IFRS9 implementation

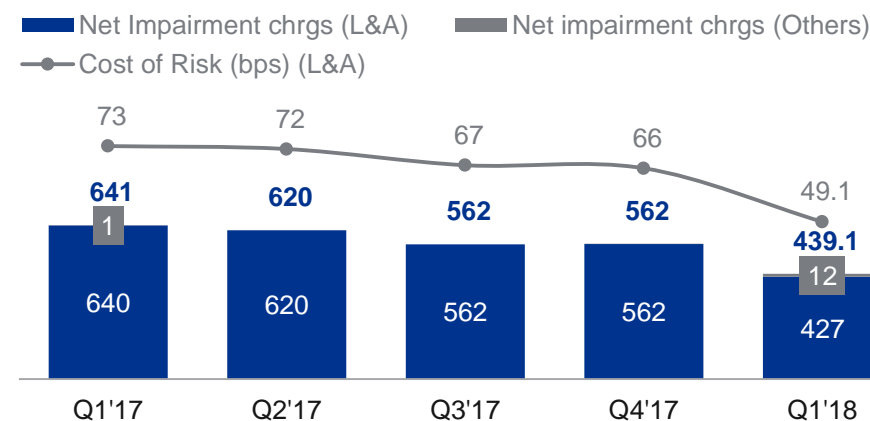
## Key highlights<sup>1</sup>

- Impairment charges (net) down 31% yoy and 22% qoq mainly reflecting tighter risk appetite in PBG and IFRS9 implementation
- NPL ratio at 3.1% in line with Dec-end'17
- Portfolio is adequately provisioned with coverage at 127%
- Cost of risk improved significantly to 49bps in Q1'18, reflecting a healthy portfolio and the impact of IFRS9 implementation

## NPLs and ECL Provisions for L&A<sup>1</sup>

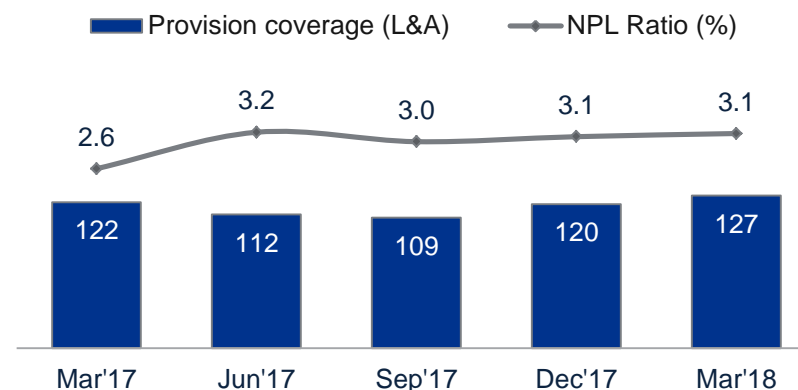
AED Bn	Q1'18	FY'17	Q1'17
NPLs	11.0	10.6	9.3
Provisions	13.5	12.7	11.4
Stage 1 & 2	6.7	8.1	7.2
Stage 3	6.8	4.6	4.2

## Impairment charges, net (AED Mn) & CoR\*<sup>1</sup>



\* CoR is annualised

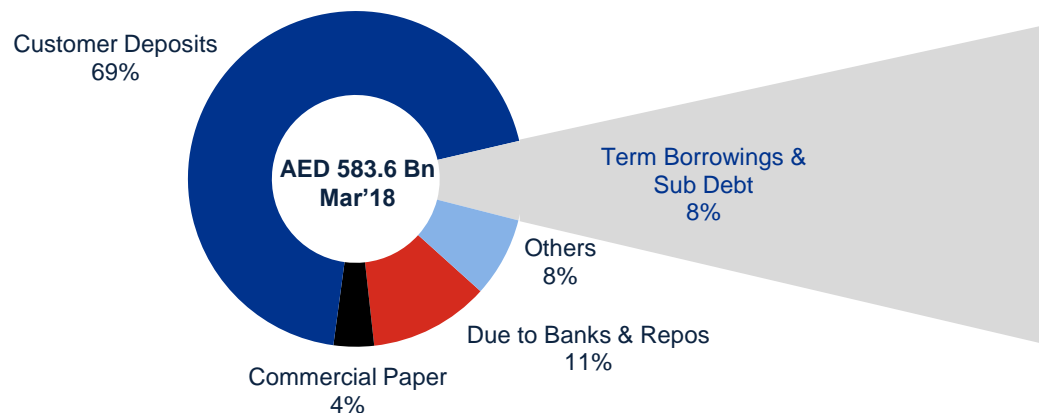
## Provision coverage & NPL ratio (%)<sup>1</sup>



<sup>1</sup> As Q1'18 ratios are based on IFRS9 accounting and ratios for prior periods are based on IAS39 accounting, they may not be fully comparable  
- Gross loans and advances and NPLs are net of interest in suspense

# Liability mix and Wholesale Funding

## Liabilities mix



Wholesale Funding (AED Bn)	Mar'18
Syndicated loan	7.3
Medium Term Notes/Bonds	34.3
Sukuk	2.4
Subordinated debt	0.4
<b>Total</b>	<b>44.4</b>

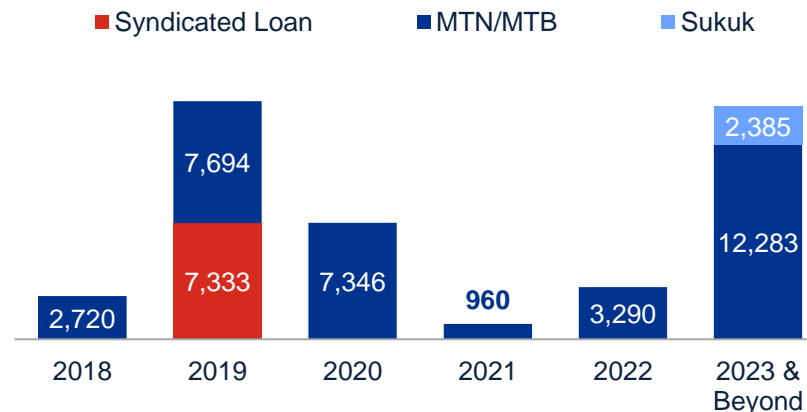
## Wholesale funding maturity profile (AED Mn)

### Issuances In Q1'18

- 30yr non-call 5yr USD610m Formosa @ 4.70% IRR
- 5yr USD 650 Mn Sukuk @ 3.625% coupon
- 3yr CNH 900 Mn Dim Sum Formosa @ 4.80% coupon
- 3-10yr USD 128 Mn Private Placements

### Maturities In Q1'18

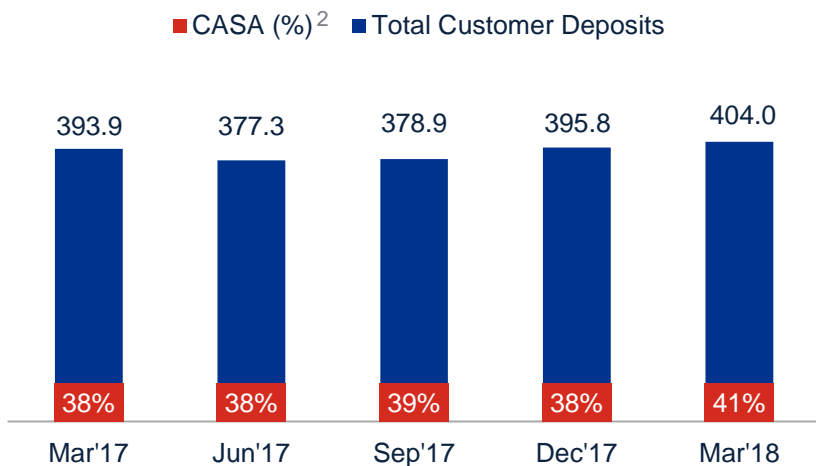
- 5yr AUD 300 Mn Kangaroo bonds @ 5.0% coupon
- 5yr USD 500 Mn Convertible bonds @ 1.0% coupon
- 2-3yr USD 36 Mn equivalent Private Placements



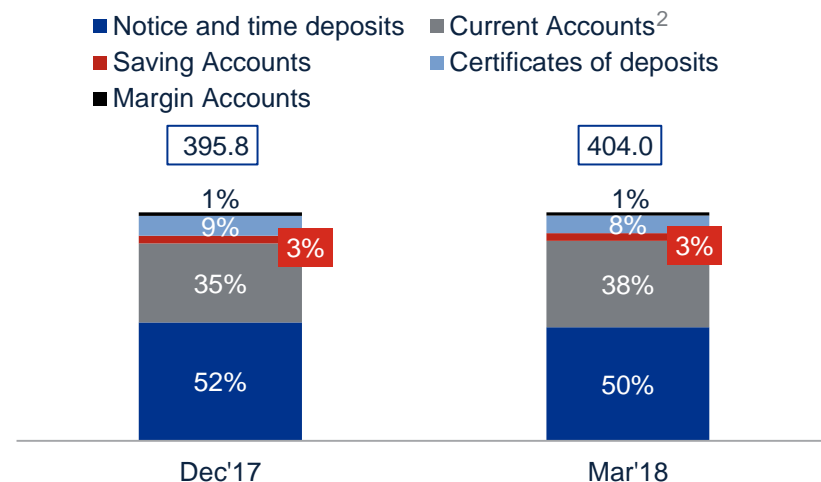
\*Debt at final maturity date rather than next call date

# Customer deposits

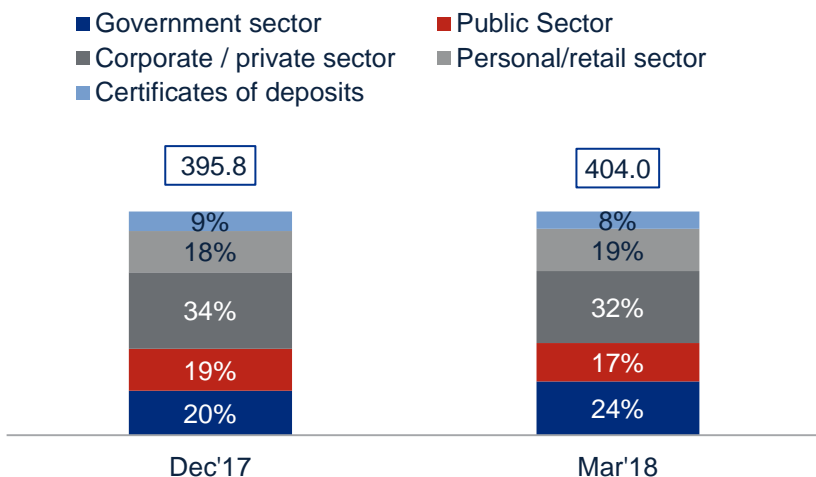
## Customer deposits (AED Bn)



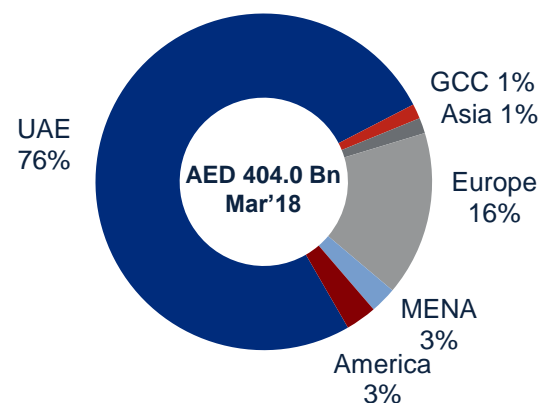
## Customer deposits by account type (AED Bn)



## Customer deposits by Counterparty (AED Bn)



## Customer deposits by geography<sup>1</sup>

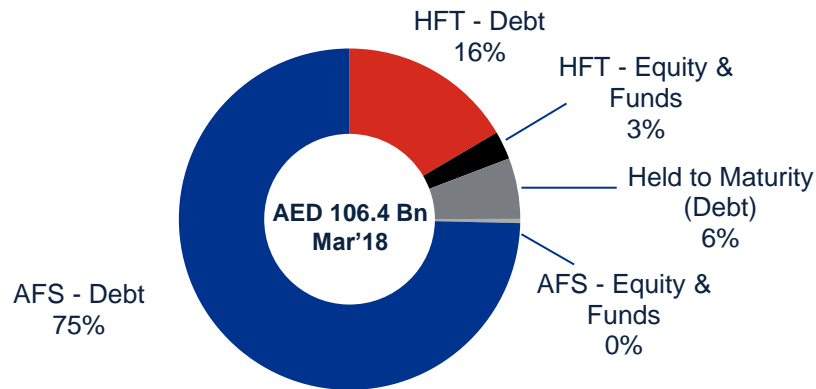


<sup>1</sup> Based on booking centre

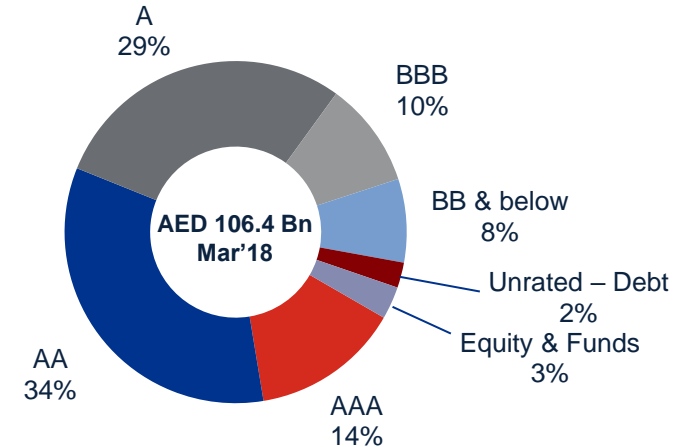
<sup>2</sup> Current, savings and call accounts; prior periods reclassified to include call accounts earlier grouped with notice and time deposits

# Investments<sup>1</sup> breakdown

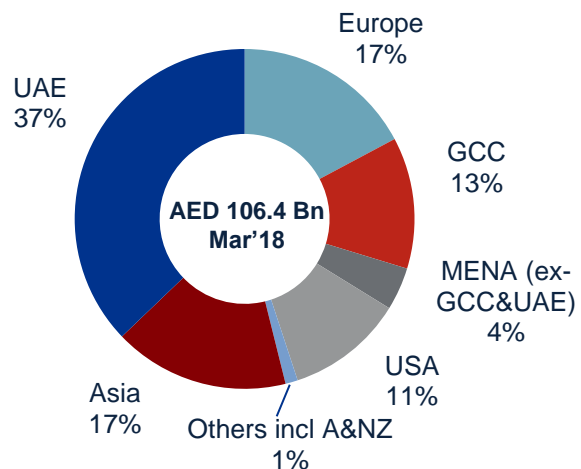
## Investments by type



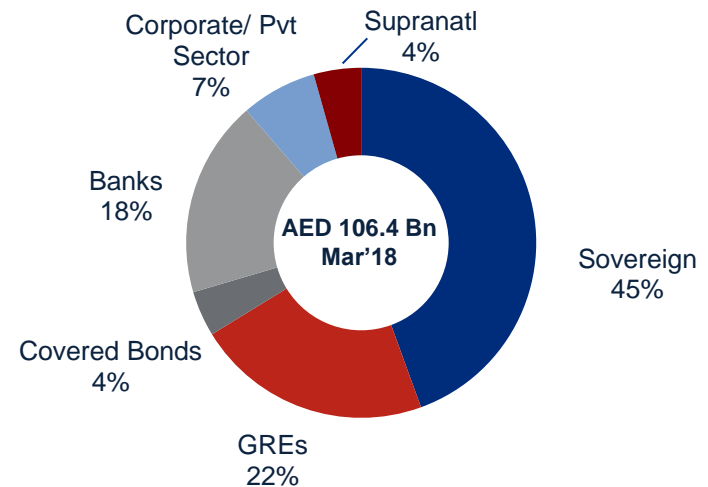
## Investments by ratings



## Investments by geography



## Investments by counterparty



<sup>1</sup> Gross investments before ECL

# On track to meet/exceed 2018 financial guidance

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		Q1'18	2018 GUIDANCE	2020 AMBITIONS
<b>GROWTH</b>	Loan	+2% ytd	Mid-single digit	
	Revenue	-6% yoy	Low single-digit	
<b>EFFICIENCY</b>	C/I Ratio (ex-integration costs)	25.8%	~26%-27%	~25%
<b>ASSET QUALITY</b>	Cost of Risk <sup>1</sup>	49bps	65-75bps	
<b>PROFITABILITY</b>	Net profit growth	+2% yoy	Mid single-digit	
	RoTE <sup>2</sup>	17.2%	~15%	16-17%
<b>CAPITAL</b>	Basel III CET1	12.4%	>13%	>13.5%

<sup>1</sup> Year-to-date annualised

<sup>2</sup> Return on Average Tangible Equity, annualised; based on attributable profit to equity shareholders' excl Tier 1 notes coupon

**01** | Operating Environment

**02** | Introducing FAB

**03** | Integration Journey

**04** | Q1'18 Financial Review

*Based on Pro forma financial information as of 31 March 2018*

**05** | **Appendix**



# Q1'18 Summary Financials

Income Statement - Summary (AED Mn)	Note	Q1'18	Q4'17	QoQ %	Q1'17	YoY %
Net interest Income		3,268	3,363	(3)	3,256	0
Fees & commissions, net		934	932	0	782	19
FX and investment income, net		656	464	41	1,097	(40)
Other non-interest income		13	289	(95)	53	(76)
<b>Total Operating Income</b>		<b>4,871</b>	<b>5,049</b>	<b>(4)</b>	<b>5,188</b>	<b>(6)</b>
Operating expenses		(1,326)	(1,616)	(18)	(1,516)	(13)
<i>Incl: Integration costs</i>		(70)	(198)	(65)	(104)	(32)
<i>Amortisation of intangibles (merger-related)</i>		(44)	(138)	(68)	-	-
Impairment charges, net		(439)	(562)	(22)	(641)	(31)
Non Controlling Interests and Taxes		(108)	(48)	126	(106)	2
<b>Net Profit</b>		<b>2,998</b>	<b>2,822</b>	<b>6</b>	<b>2,926</b>	<b>2</b>
Basic Earning per Share (AED)	a	1.06	1.00	6	1.04	2

a) Basic EPS based on attributable profits to equity shareholders' excluding Tier-1 notes coupon (Q1'18: AED 120 Mn) and outstanding shares

# Q1'18 Summary Financials

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Balance Sheet - Summary (AED Bn)	Note	Mar'18	Dec'17	QoQ %	Mar'17	YoY %
Loans and advances		338	330	2	345	(2)
Customer deposits		404	396	2	394	3
CASA (deposits)	b	166	150	11	150	11
Total Assets		678	669	1	660	3
Equity (incl Tier-1 capital notes)		94	102	(8)	94	(0)
Tangible Equity	c	63	71	(11)	68	(7)

b) CASA deposits include current, savings and call accounts; periods prior to Mar-2018 have been reclassified to include call accounts

c) Tangible equity is shareholders' equity net of Tier-1 capital notes, goodwill & intangibles

Key Ratios (%)	Note	Q1'18	Q4'17	QoQ (bps)	Q1'17	YoY (bps)
Net Interest Margin		2.49	2.42	7	2.45	4
Cost-Income ratio (ex-integration costs)		25.8	28.1	(230)	27.2	(143)
Cost of Risk (bps)	d	49	66	(17)	73	(24)
Non-performing loans ratio	d	3.1	3.1	4	2.6	51
Provision coverage	d	127	120	714	122	545
Loans-to-deposits ratio		84	83	23	88	(392)
Return on Tangible Equity (RoTE)	e	17.2	15.0	218	16.1	108
Return on Risk-weighted Assets (RoRWA)		2.4	2.3	10	2.4	0
CET1 ratio	f	12.4	14.5	(210)	13.9	(150)
Capital Adequacy ratio	f	15.6	17.8	(220)	17.2	(159)

d) As Q1'18 ratios are based on IFRS9 accounting and ratios for prior periods are based on IAS39 accounting, they may not be fully comparable

e) Return on Average Tangible Equity, annualised; based on attributable profit to equity shareholders' excl coupon on Tier-1 capital notes

f) As per UAE Central Bank's Basel III framework; Q4'17 figure is without considering the transitional arrangements for 2017-end; Q1'17 ratio is based on UAE CB's Basel II framework

Rounding differences may appear in above table

# PPA accounting completed as of 31 March 2018

## Concept of PPA

- As per IFRS 3 and Business Combination guidelines, the Bank is required to complete a "Purchase Price Allocation" exercise in order to determine the goodwill arising from the merger
- All acquired assets and assumed liabilities of NBAD should be recorded at fair value

## Impact

- Fair value adjustments impact net asset value and goodwill calculation
- Intangible assets identified as a result of PPA to be amortised through P&L

### NBAD Net Asset Value as of March 31 2017

AED Bn	Pre PPA	PPA impact	Post PPA
Loans and advances	210.7	(2.9)	207.8
Other Assets	225.3	(1.9)	223.4
<b>Total assets</b>	<b>436.0</b>	<b>(4.8)</b>	<b>431.2</b>
<b>Total liabilities</b>	<b>397.2</b>	<b>0.3</b>	<b>397.5</b>
<b>NBAD net asset value (pre-intangibles)</b>	<b>38.8</b>	<b>(5.1)</b>	<b>33.7</b>
Intangibles identified	-	2.6	2.6
<b>NBAD net asset value</b>			<b>36.3</b>

### Goodwill calculation (AED Bn)

Purchase Price Consideration (a)	53.6
NBAD Net Asset Value (b)	36.3
<b>Goodwill (a)-(b)</b>	<b>17.3</b>
Intangibles	2.6
<b>Goodwill &amp; Intangibles</b>	<b>19.9</b>

## Post-PPA

## Accounting treatment

- To be amortised over 12 yrs
- Year 1 impact of AED 138Mn recorded in Q4'17 (nine-month impact)
- Estimated impact on P&L for 2018 ~AED 185Mn

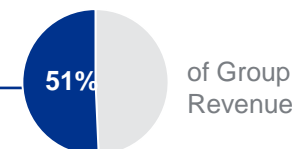
Intangible assets  
= AED 2.6Bn

Goodwill  
= AED 17.3Bn

- No amortisation
- To be annually tested for impairment

## Corporate & Investment Banking (CIB)

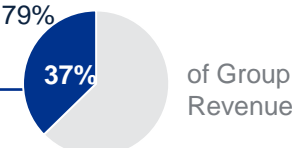
In AED Mn	Q1'18	QoQ %	YoY %
Revenues	2,471	5	(1)
Operating expenses	(434)	(10)	(20)
Impairment charges, net	(239)	(33)	241
Profit after taxes	1,741	16	(5)
Loans (AED Bn)	238.5	2	(2)
Deposits (AED Bn)	303.6	2	3



- FAB's market-leading CIB franchise is a major contributor to Group revenue with a share of 51%
- Revenues in Q1'18 grew 5% sequentially driven by strong performances in Global Markets and Cash Management and in our Loan and Debt Capital Markets businesses
- YoY, revenues were marginally down as strategic trading gains realised in Q1'17 in Global Markets were not repeated. This was offset partially by higher syndication and LC/LG fees, and strong performance in Cash Management
- Disciplined cost management and realisation of synergies resulted in lower operating costs qoq and yoy. Impairment charges increased yoy was due to higher recoveries and write-backs in Q1'17
- Loans and deposits, both, grew 2% sequentially; LD ratio at 79%

## Personal Banking Group (PBG)

In AED Mn	Q1'18	QoQ %	YoY %
Revenues	1,819	(2)	(3)
Operating expenses	(661)	(4)	(15)
Impairment charges, net	(235)	(24)	(52)
Profit after taxes	895	6	59
Loans (AED Bn)	91.3	(5)	(7)
Deposits (AED Bn)	92.8	5	3

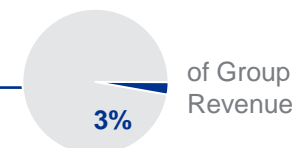


- PBG continued to focus on improving efficiency and productivity across the business, while enhancing customer experience
- Profits up 59% yoy on lower impairment charges and operating expenses, offsetting a modest drop in revenue reflecting tighter risk appetite
- Loans were 5% lower qoq, while targeted efforts to attract retail liabilities resulted in a 3% growth qoq in CASA balances
- Successfully launched the UAE's first fully-featured digital wallet, 'Payit'
- Dubai First was integrated into PBG during Q1'18 to eliminate duplication of resources and leverage on existing infrastructure

## Subsidiaries

<i>In AED Mn</i>	<b>Q1'18</b>	<b>QoQ %</b>	<b>YoY %</b>
Revenues	<b>131</b>	(63)	(3)
Operating expenses	<b>(71)</b>	(8)	(12)
Impairment charges, net	<b>31</b>	<i>n.a.</i>	<i>n.a.</i>
Profit after taxes	<b>82</b>	(61)	<i>n.a.</i>
Loans (AED Bn)	<b>6.8</b>	(2)	(5)
Deposits (AED Bn)	<b>7.0</b>	6	9

- Subsidiaries generated a net profit of AED 82 Million in the first quarter of 2018 (vs. net loss of AED 11 Million in Q1'17), driven by lower operating expenses and provision write-backs while revenues were broadly stable
- Libyan operations recorded strong growth in trade finance related fees and commissions
- As part of the Group's continued progress in rolling out the FAB brand across UAE and international locations, a new brand identity for FAB Properties (formerly First Gulf Properties) was launched during the last quarter, further reinforcing its positioning as an entity of choice for real estate services in the UAE



## International (Middle East & Africa, Asia Pacific and Europe & Americas)

<i>In AED Mn</i>	<b>Q1'18</b>	<b>QoQ %</b>	<b>YoY %</b>
Revenues	<b>657</b>	10	4
Operating expenses	<b>(231)</b>	6	11
Impairment charges, net	<b>(21)</b>	(59)	129
Taxes	<b>(93)</b>	158	(10)
Profit after taxes	<b>311</b>	6	1
Loans (AED Bn)	<b>72.8</b>	8	7
Deposits (AED Bn)	<b>98.0</b>	(9)	(1)

- FAB's international business remains a key differentiator, supporting both liquidity and risk diversification
- International operations contributed 14% to Group's revenues in Q1'18; revenues grew 4% year-on-year in Q1'18, driven by sustained momentum in key strategic growth markets
- Loans and advances grew 8% qoq. Liquidity remained strong with loans-to-deposit ratio averaging 74% and providing ample room for future asset growth
- As of March-end'18, international loans and deposits represent 22% and 24% of Group loans and deposits respectively

# Our commitment to sustainability



## Signatory to the Equator Principles

- The global best practice in environmental and social risk management for major capital projects

## First UAE bank signatory to United Nations Global Compact (UNGC) principles

- since Dec 2017

WE SUPPORT



## Top ranking in the S&P/Hawkamah ESG Pan Arab Index - 2017

- Amongst the top 10 organisations - the index provides a measure of total organisational performance by linking stock market success to ESG indicators



## GHG emissions disclosure to CDP

- The bank continues to report and disclose its GHG emissions to CDP (formerly the Carbon Disclosure Project) and its GHG emissions data is externally verified against the ISO 14064-3 standard for greenhouse gas emissions

## First bank in MENA to issue a Green Bond

- The bank successfully launched a Green Bond in 2017 - net proceeds of which are being used to finance, in whole or in part, environmentally sustainable eligible projects such as clean transportation schemes, energy efficient real estate and renewable energy projects



## Signatory of the Dubai Declaration on Sustainable Finance

- Signed in 2017 by financial institutions in the United Arab Emirates.

# Executed Landmark Transactions in Q1 2018

## DCM

 <b>KCA Deutag</b> <b>USD 400 million</b> Senior Secured 9.625% due 2023 <b>Joint Bookrunner</b> March 2018	 <b>Emirates Airlines</b> <b>USD 600 million</b> Amortizing Sukuk 4.500% due 2028 <b>Joint Bookrunner</b> March 2018	 <b>Majid Al Futtaim</b> <b>USD 400 million</b> Reset Subordinated Notes 6.375% Perpetual NC8 year <b>Joint Bookrunner</b> March 2018	 <b>VakifBank</b> <b>USD 650 million</b> Senior Unsecured 5.750% due 2023 <b>Joint Bookrunner</b> January 2018
 <b>ICBC DIFC Branch</b> <b>USD 1.4 billion</b> Senior Unsecured dual tranche Floating Rates Notes due 2021 and 2023 <b>Joint Bookrunner</b> March 2018	 <b>The Arab Republic of Egypt</b> <b>USD 4 billion</b> Senior Unsecured 5.577% due 2023 6.588% due 2028 7.903% due 2048 <b>Joint Bookrunner</b> February 2018	 <b>Emirates NBD</b> <b>USD 83.75 million</b> Floating Rate Notes Due 2025 <b>Sole Arranger</b> February 2018	 <b>Tata Steel</b> <b>USD 1.3 billion</b> Senior Unsecured 4.450% due 2023 5.450% due 2028 <b>Joint Bookrunner</b> January 2018
 <b>Bank Muscat</b> <b>USD 500 million</b> Senior Unsecured Notes 4.875% due 2023 <b>Joint Bookrunner</b> March 2018	 <b>Majid Al Futtaim</b> <b>USD 400 million</b> Reset Subordinated Notes 6.375% Perpetual NC8 year <b>Joint Bookrunner</b> March 2018	 <b>Union National Bank</b> <b>USD 500 million</b> Senior Unsecured Notes 4.000% due 2023 <b>Joint Bookrunner &amp; Joint Lead Manager</b> March 2018	 <b>Dubai Islamic Bank</b> <b>USD 1 billion</b> Senior Sukuk 3.625% due 2023 <b>Joint Bookrunner</b> January 2018

## LCM

 <b>Huawei Technologies</b> <b>USD 1.2 billion</b> Term Loan & Revolving Credit Facilities <b>Mandated Lead Arranger</b> March 2018	 <b>Burgan Bank</b> <b>USD 350 million</b> Term Loan Facility <b>Bookrunner &amp; Mandated Lead Arranger</b> March 2018	 <b>Ping An Leasing</b> <b>USD 300 million</b> Term Loan & Revolving Credit Facilities <b>Mandated Lead Arranger</b> January 2018	 <b>Saudi Electricity</b> <b>USD 2.6 billion</b> Term Loan Facility <b>Bookrunner, Mandated Lead Arranger &amp; Facility Agent</b> January 2018
 <b>Al Hamra Real Estate Development</b> <b>AED 1.15 billion</b> Term Loan Facility <b>Mandated Lead Arranger &amp; Facility Agent</b> March 2018	 <b>AK Bank</b> <b>USD 605 million &amp; EUR 483 million</b> Term Loan Facility <b>Bookrunner &amp; Mandated Lead Arranger</b> March 2018	 <b>Aercap</b> <b>USD 950 million</b> Revolving Credit Facility <b>Bookrunner</b> March 2018	 <b>Turk Eximbank</b> <b>EUR 481 million &amp; USD 76 million</b> Term Loan Facility <b>Mandated Lead Arranger</b> March 2018
 <b>Axis Bank</b> <b>USD 550 million</b> Term Loan Facility <b>Bookrunner &amp; Facility Agent</b> March 2018	 <b>Tata Motors</b> <b>USD 850 million</b> Term Loan Facility <b>Bookrunner</b> January 2018	 <b>ChemChina</b> <b>USD 5.5 billion</b> Term Loan Facility <b>Bookrunner</b> March 2018	 <b>OUE Hospitality Trust</b> <b>SGD 726 million</b> Term Loan & Revolving Credit Facility <b>Lender</b> March 2018



# Prestigious awards highlight FAB's strength and industry expertise in UAE and MENA



- Best Equity Bank in the Middle East
- Best Investment Bank in the UAE
- Best FX provider in UAE
- Best Overall Cash Management Bank in the Middle East
- Best Bank for Liquidity Management in the Middle East
- Safest Bank in the UAE
- Safest Bank in the Middle East
- 4th Safest Bank in Emerging Markets
- 17th Safest Commercial Bank
- 31st Safest Bank in the World



- Best Investment Bank in the United Arab Emirates
- Best Bank for Financing in the Middle East



- Most Innovative Investment Bank in MENA



- Best Bank in the UAE
- Best SME Value Proposition
- Best Brokerage Company (NBAD Securities)
- Best Consumer Finance Company in MENA (Dubai First)



- Best Fixed Income of the Year
- UAE Asset Manager of the Year



- Best Equity House in the Middle East
- Best M&A House in the Middle East



- Best Arranger of Loans in the Middle East



# Prestigious awards highlight FAB's strength and industry expertise in UAE and MENA

Grow  
Stronger



- Best Trade & Supply Chain Finance Solution



- Most Outstanding Islamic Banking Window



- Digital Leader Award - Government



- Best Seamless Government Experience



- UAE Asset Manager of the Year



- Best Trade Finance Bank in MENA



- Sukuk House of the Year - UAE  
- Best Islamic Deal of the Year  
- Best Islamic Structured Trade Finance Deal of the Year

# THANK YOU!

For more information, please visit

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Stronger**

