

The background of the slide features a large, stylized watermark of the Abu Dhabi Commercial Bank logo. The logo is rendered in a light red color and is set against a dark red background with intricate, wavy, concentric patterns. The logo itself consists of a stylized 'A' and 'C' intertwined, with two small circles below them.

Abu Dhabi Commercial Bank PJSC

Earnings Presentation

Full year 2012 results

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2012 in review - Key highlights...

Balance sheet highlights

AED mn	2012	2011	% Change
Total assets	180,796	183,726	(2)
Net loans	123,195	124,755	(1)
Investment securities	18,713	15,052	24
Customer deposits*	109,217	109,171	0

* Deposits from customers have been reclassified to show Euro commercial paper separately

Maintaining strong and conservatively managed balance sheet

- Loan growth stable in line with GDP growth projections*
- Investment securities portfolio +24% YoY, providing a liquidity pool
- Stable customer deposit growth

* IMF UAE GDP growth projections, 2012: 4.0%, 2013: 2.6%

Income statement highlights

AED mn	2012	2011	% Change
Operating income	6,595	6,069	9
Operating expenses	(2,069)	(2,063)	0
Operating profits	4,526	4,006	13
Net impairment allowances	(1,710)	(2,398)	(29)

Steady growth in operating income

- Operating income +9% YoY, supported by strong growth in net interest income +11% YoY
- Operating expenses held flat
- Net impairment allowances 29% lower YoY

Key performance indicators

Ratios (%)	2012	2011	Bps change
Cost to income	31.4	33.1	(170)
Capital adequacy	23.05	22.51	54
Tier I	17.47	15.90	157
Loan to deposit	112.80	114.27	(147)
Provision coverage	82.2	80.0	220

Strong liquidity and disciplined cost management

- Substantial improvement in cost to income ratio from 33.1% in 2011 to 31.4% in 2012
- Tier I ratio improved significantly from 15.90% in 2011 to 17.47% in 2012
- Loan to deposit ratio at 112.80%, an improvement of 147 bps YoY
- Provision coverage improved from 80.0% in 2011 to 82.2% in 2012

Sustainable profitability, Q4'12 net profit +32% YoY, Excluding non-recurring gain last year, 2012 net profit +62% YoY...

2012 Net profit

AED mn

Q1 **802**

Q2 **733**

Q3 **595**

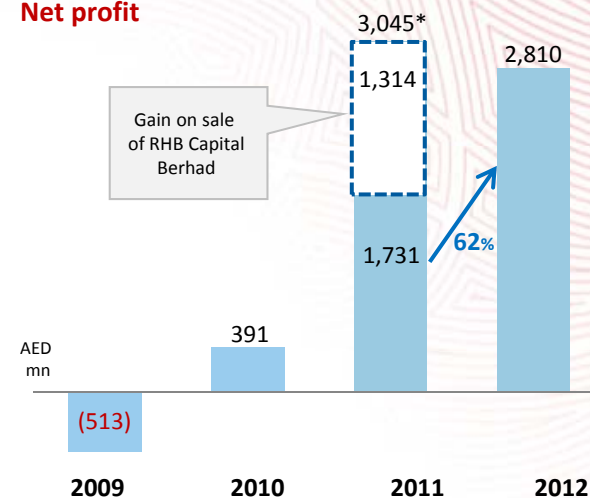
Q4 **680**



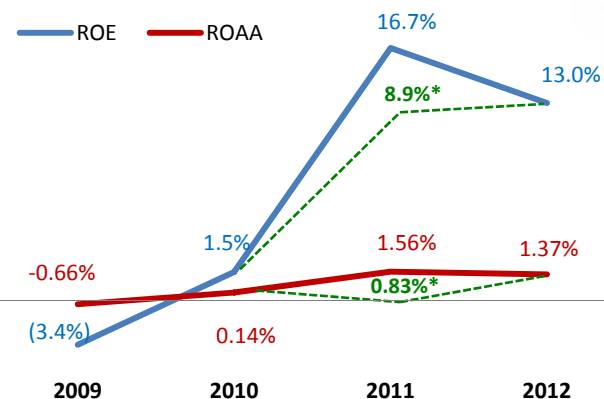
2,810

Income statement AED mn	Q4'11	Q3'12	Q4'12	YoY % change
Operating income	1,623	1,632	1,610	(1)
Operating expenses	(548)	(516)	(510)	(7)
Operating profit	1,075	1,115	1,100	2
Net impairment allowances	(550)	(529)	(402)	(27)
Share of (loss)/profit of associates	(9)	9	(16)	81
Overseas income tax expense	(2)	0	(2)	1
Net profit	514	595	680	32

Net profit



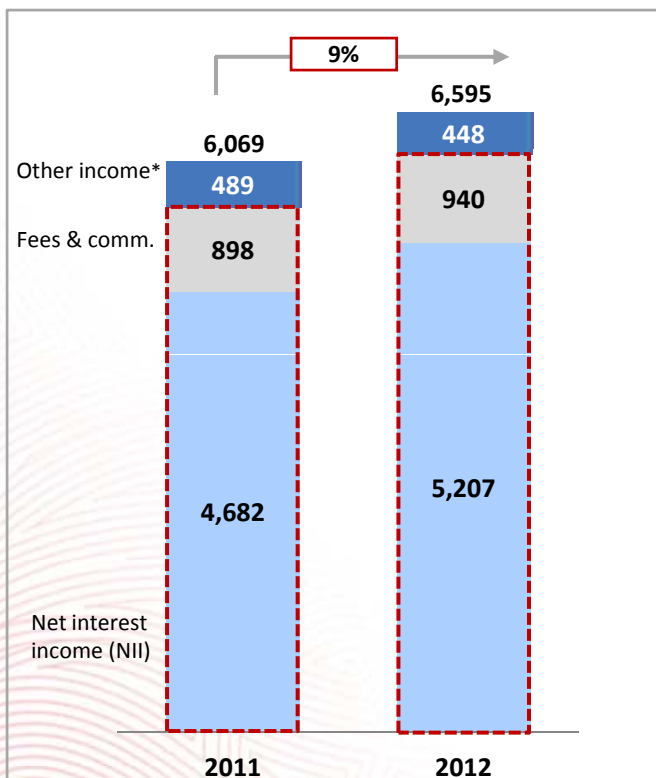
* Includes AED 1,314 mn gain on sale of stake in associate



* ROE and ROAA from normal operations (Excluding net gain on sale of investment in associate)

Diversified revenue streams, record operating income, Improved cost of funds...

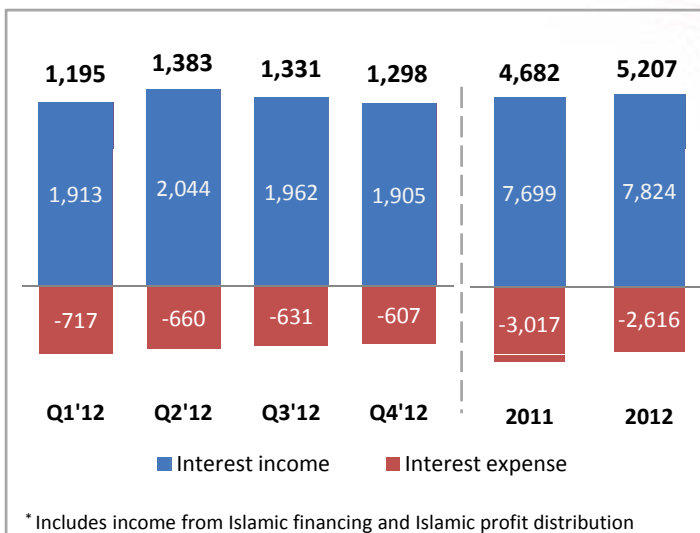
Operating income (AED mn)



* Other income includes net trading income, decrease in fair value of investment properties and other operating income

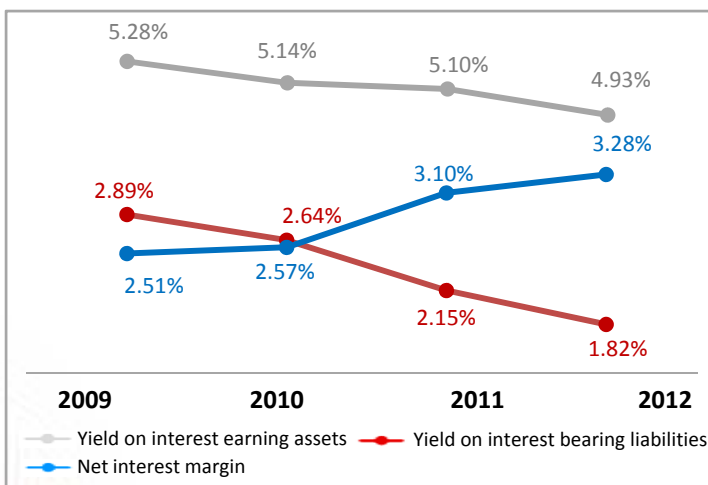
Quarterly, 2012	Q1'12	Q2'12	Q3'12	Q4'12
Operating income	1,584	1,769	1,632	1,610
Share of fees %	16	15	13	13
Share of NII %	75	78	82	81

Net interest income (NII)* (AED mn)



* Includes income from Islamic financing and Islamic profit distribution

Evolution of yields

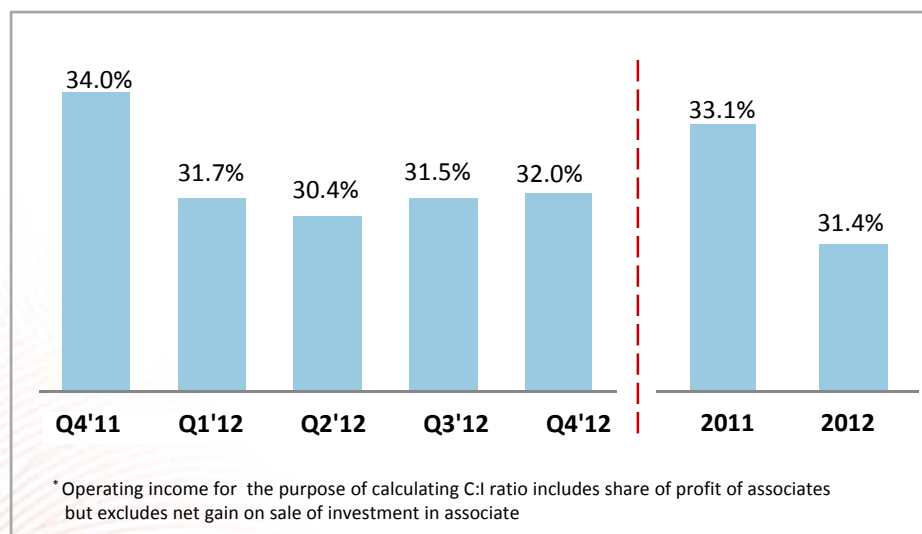


Highlights 2012 vs. 2011

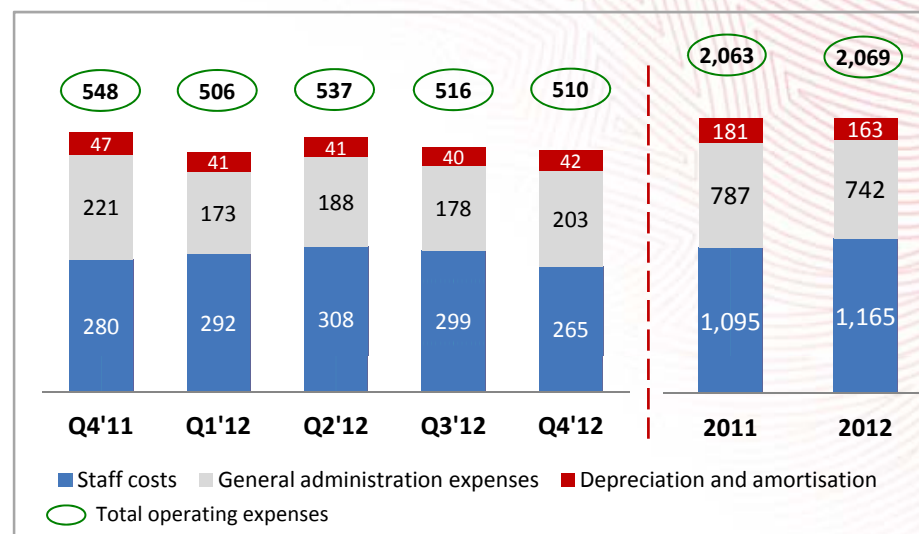
- Strong growth in operating income +9% YoY at AED 6,595 mn
- NII at AED 5,207 mn, a record for the Bank, up +11% YoY, driven by the increase in the investment portfolio and improved cost of funds
- Cost of funds reported at lowest level at 1.82%
- Non- interest income was stable at AED 1,388 mn
- Fees & comm. income +5% YoY, stable contribution to operating income at 14.3% in 2012 vs. 14.8% in 2011

Significant improvement in cost to income ratio, Operating expenses held flat...

Cost to income ratio*



Operating expenses (AED mn)



Branch network

Alternative banking channels available:

- Internet banking
- ADCB Mobile
- Toll free phone banking

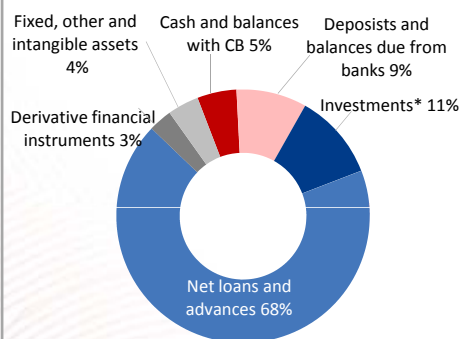
Branches	2010	2011	2012
UAE – traditional branches	46	48	50
UAE – pay offices	4	4	4
India	2	2	2
Jersey	-	1	1
Total	53	56	57
ATMs	265	294	299

- Substantial improvement in cost to income ratio from 33.1% in 2011 to 31.4% in 2012 as a result of improved operating efficiency and dedicated approach to proactive cost management
- Operating expenses held flat year on year in 2012
- Q4'12 operating expenses reported a decrease of 7% year on year, with cost to income ratio reporting an improvement of 200 bps at 32.0%

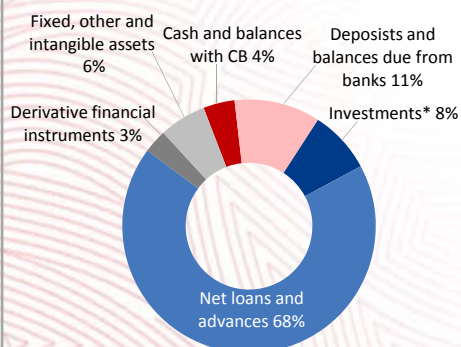
Strategically managed balance sheet, Growing investment portfolio...

Composition of assets

2012 Total assets = AED 180,796 mn

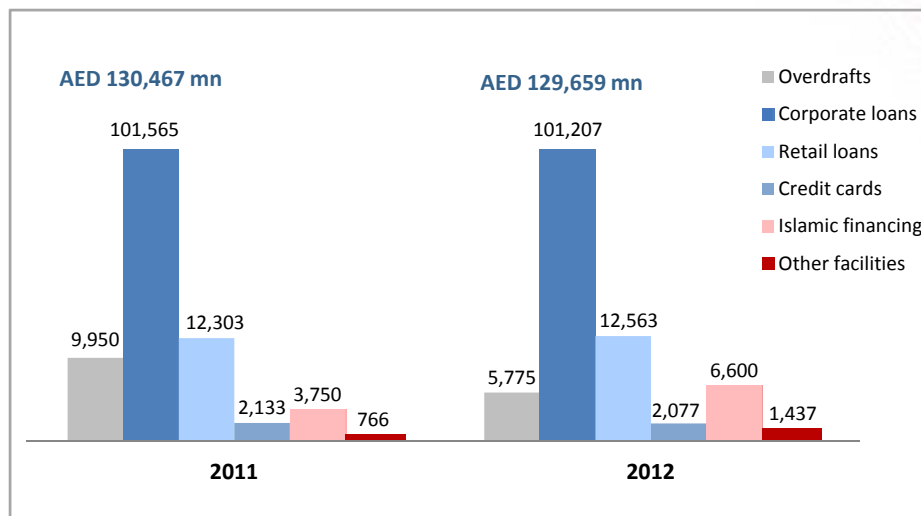


2011 Total assets = AED 183,726 mn

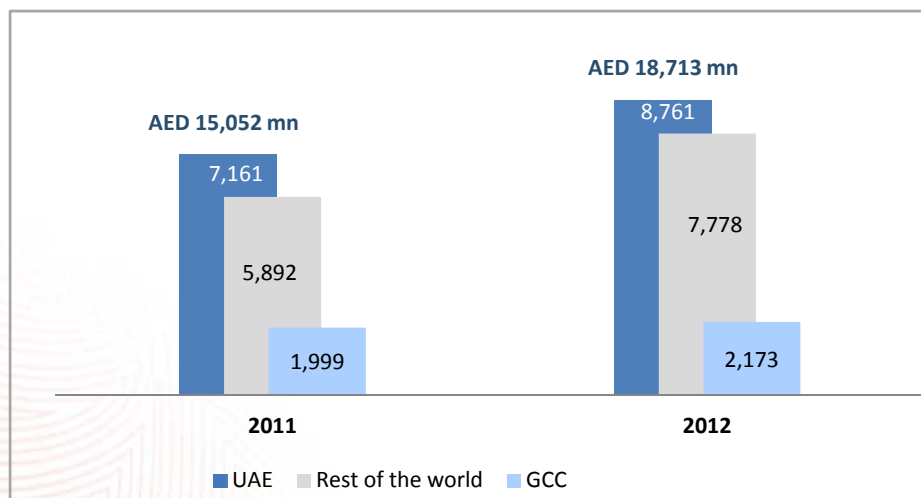


* Investments include: investment securities, trading securities, investment in associates, investment properties

Gross loans & advances by type (AED mn)



Investments securities (AED mn)

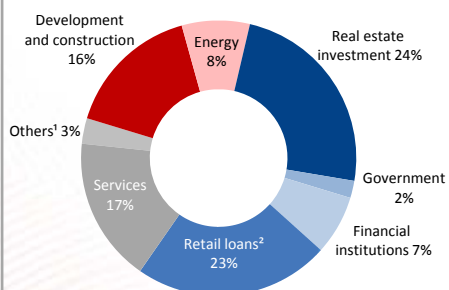


- Total assets at AED 180,796 mn, 2% lower over 2011
- Net loans and advances as a percentage of total asset at 68% in 2012 (2011: 68%)
- Islamic financing up 76% YoY at AED 6,600 mn in 2012
- Growing investment securities portfolio, up 24% at AED 18,713 mn in 2012
- 99% of the investment portfolio invested in bonds and government securities providing a liquidity pool for the Bank

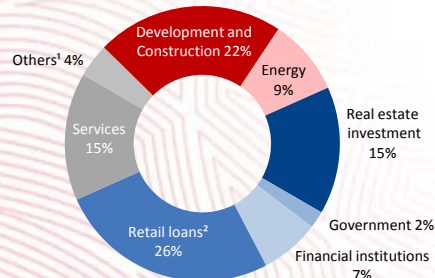
Stable loan growth, Improved loan to deposit ratio...

Gross loans by industry

2012 Gross loans = AED 129,659 mn

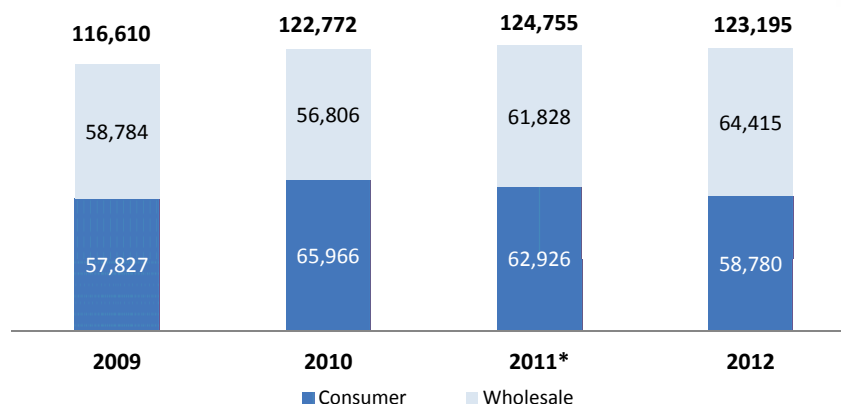


2011 Gross loans = AED 130,467 mn



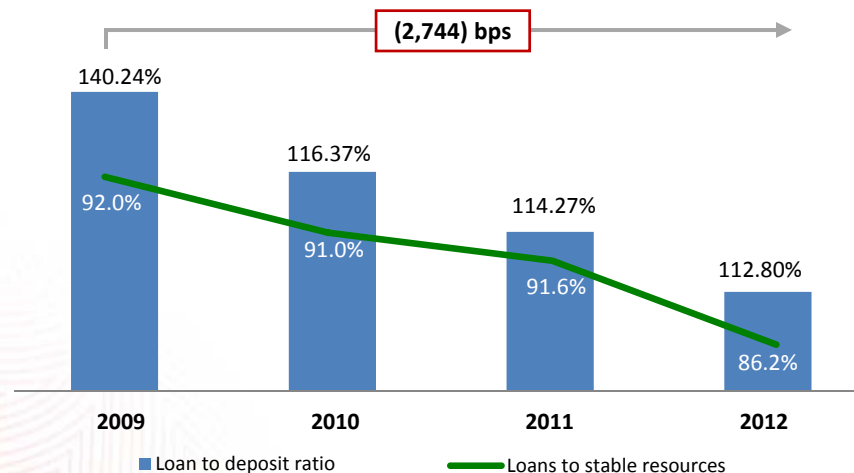
¹ Agriculture, trading, manufacturing and transport
² Retail loans include personal retail loans and personal collateralised loans

Evolution of loans, net (AED mn)



* Certain loans were reclassified from consumer to wholesale banking in 2011

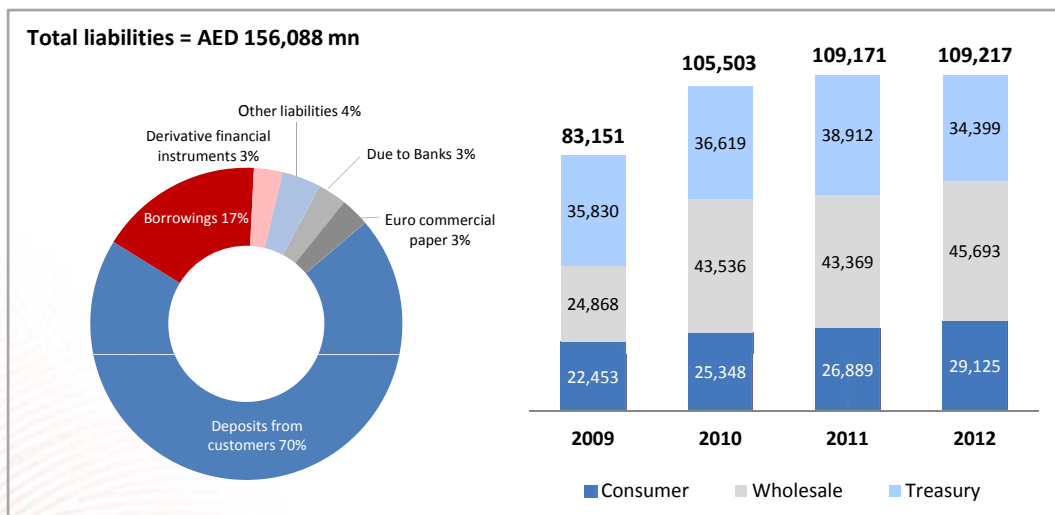
Loan to deposit ratio evolution



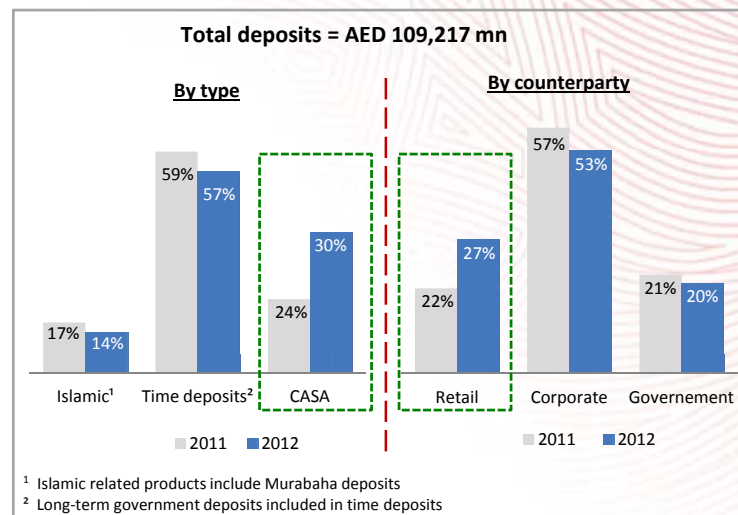
- Gross loans stable at AED 130 bn
- Strong domestic focus, with 96% of gross loans within UAE in 2012 (2011 : 96%)
- Loan to deposit ratio improved from 114.27% in 2011 to 112.80% in 2012
- Share of retail portfolio: 23% of gross loans

Stable customer deposits, Growing CASA contribution, up 23%...

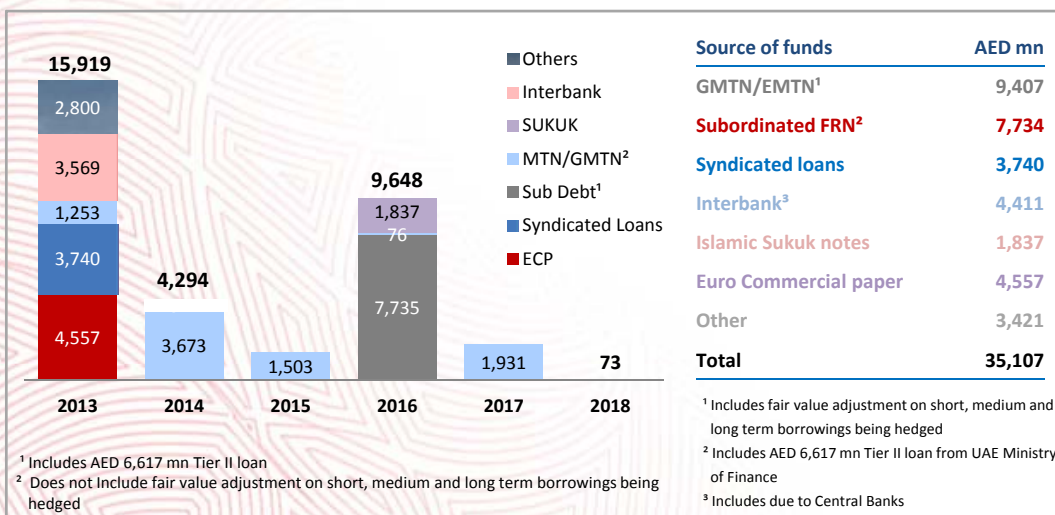
Composition of liabilities



Composition of customer deposits



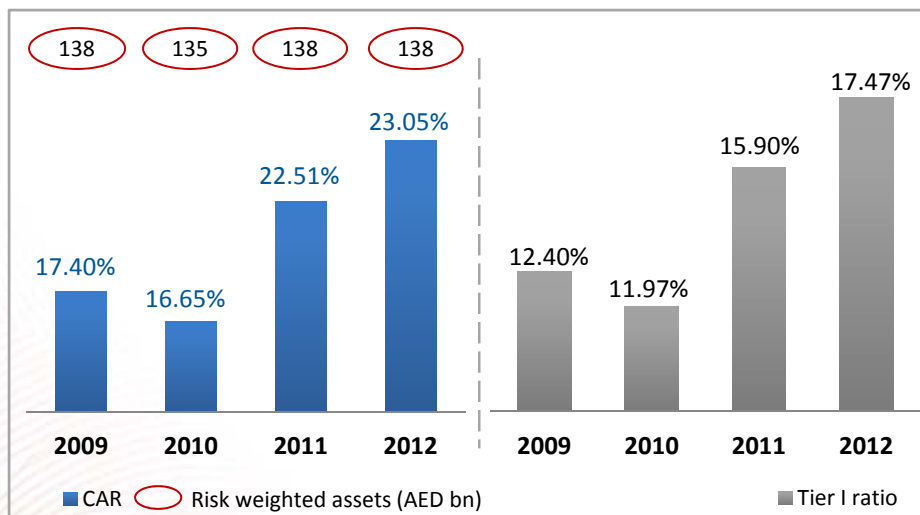
Maturity profile (AED mn)



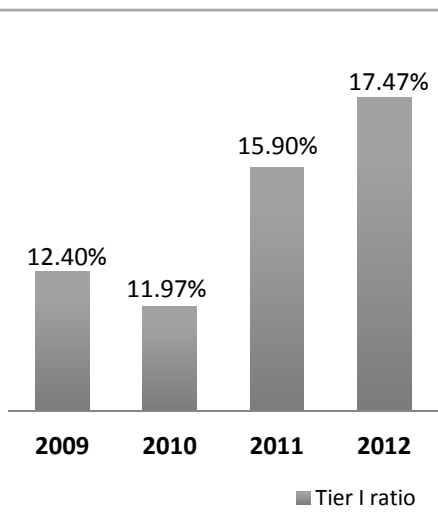
- Deposit from customers/total liabilities increased to 70% in 2012 (2011: 68%)
- Customer deposits stable at AED 109 bn
- CASA deposits increased +23% YoY, 30% of total deposits (2011 : 24%)
- Wholesale funding at AED 35 bn as at 31 December 2012

Strong capital base...

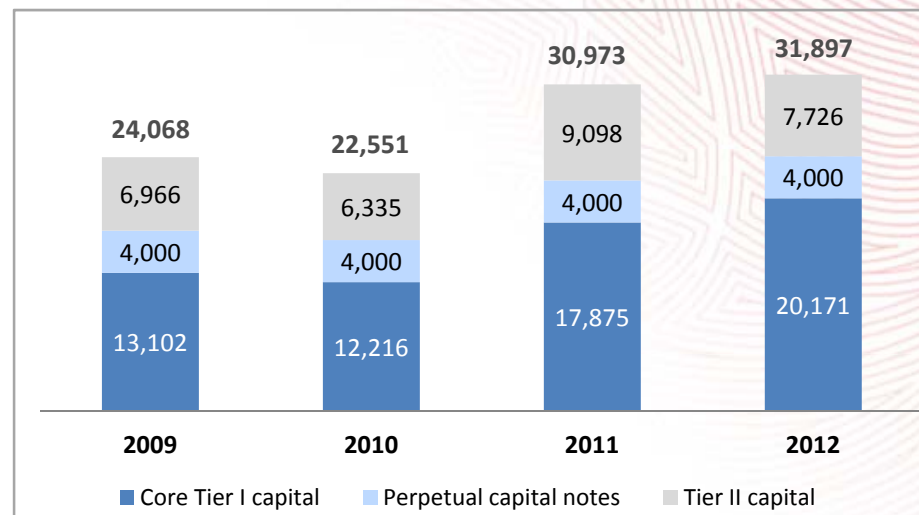
Capital adequacy ratio



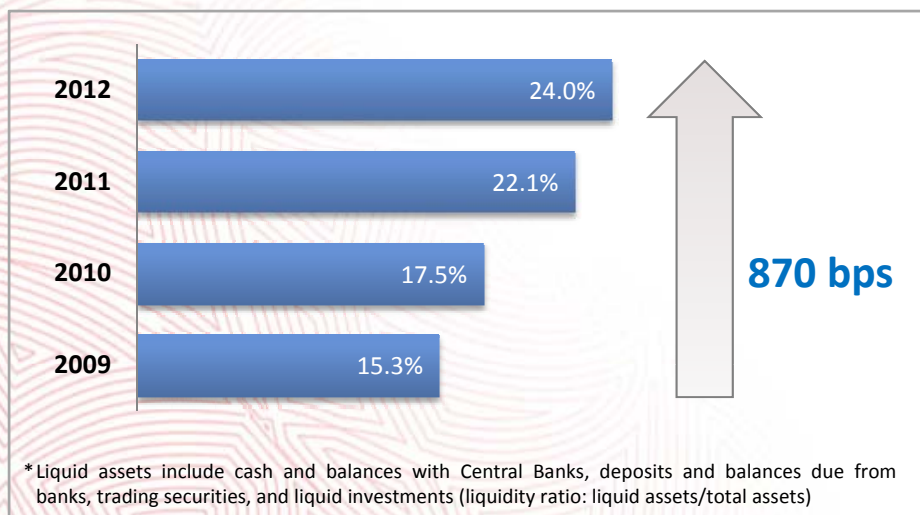
Tier I ratio



Capital base (AED mn)



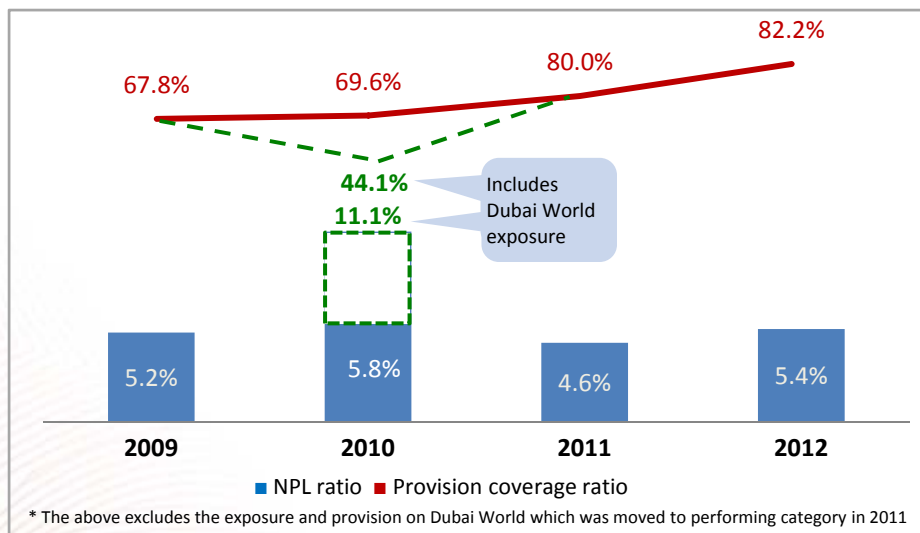
Liquidity ratio*



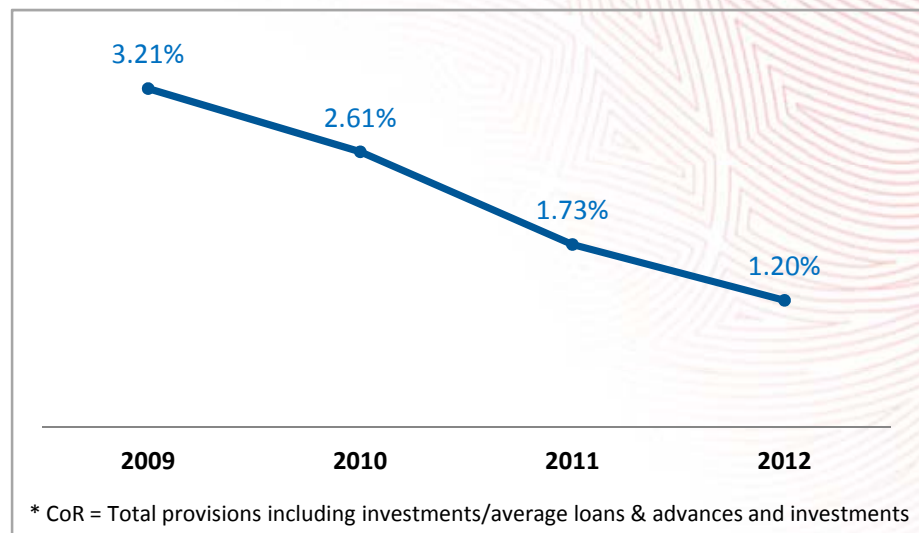
- Strengthened capital base, with Tier I ratio improved from 15.90% in 2011 to 17.47% in 2012
- Total CAR at 23.05% well above the regulatory requirements
- Liquidity ratio improved from 22.1% in 2011 to 24.0% in 2012
- Net interbank lender of AED 15 bn as at 31 December 2012

Asset quality, Improved cost of risk and provision coverage...

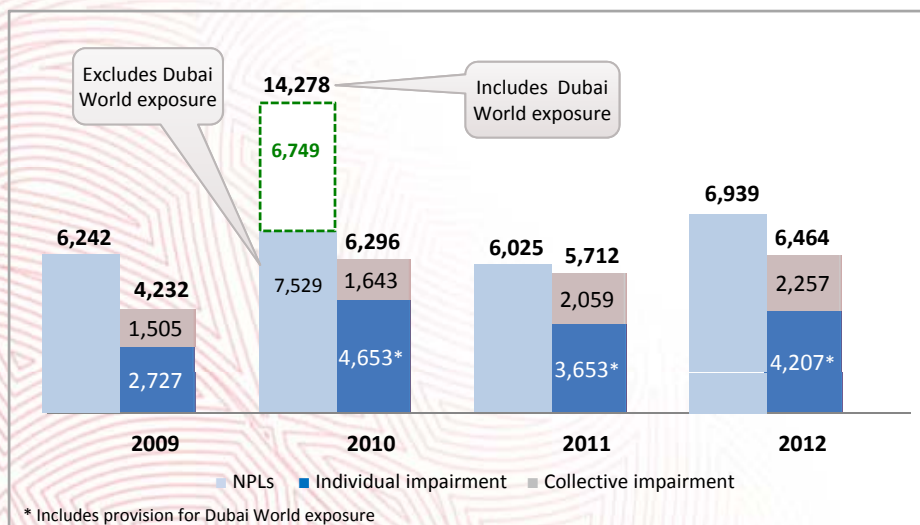
NPL and provision coverage ratios*



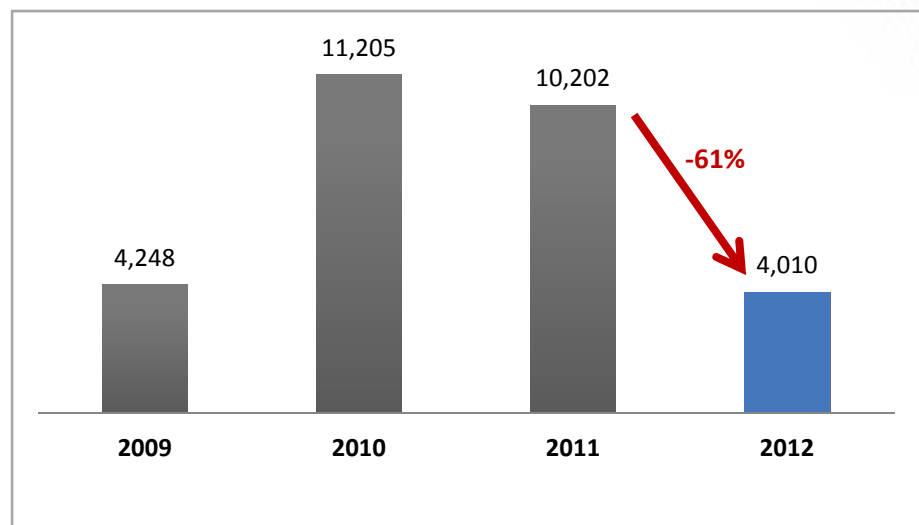
Cost of risk*



NPLs and impairment allowances (AED mn)
















Overdue but not impaired loans (AED mn)



Appendix

Awards in 2012...

<p>“Human Resources Award in the Banking & Financial Sector 2011” by Human Resources Development Committee in Banking & Financial Sector At the 14th edition of the National Career Exhibition HRDC لجنة تنمية الموارد البشرية في القطاع المصرفي والريالي Human Resources Development Committee in Banking and Financial Sector February 2012</p>	<p>“Best Woman Award in the Banking & Financial Sector 2011 ” by Human Resources Development Committee in Banking & Financial Sector At the 14th edition of the National Career Exhibition HRDC لجنة تنمية الموارد البشرية في القطاع المصرفي والريالي Human Resources Development Committee in Banking and Financial Sector February 2012</p>	<p>“Best SME Account” for BusinessEdge Free Zone Platinum Account By Banker Middle East product awards 2012  March 2012</p>	<p>“Best SME Trade Finance” for Business Edge Trade 360 By Banker Middle East product awards 2012  March 2012</p>
<p>“Most Improved Islamic Bank in the Middle East” By Euromoney  March 2012</p>	<p>“Best Retail Bank in the UAE” By The Asian Banker  March 2012</p>	<p>“Best Retail Bank in the Gulf Region” By The Asian Banker  March 2012</p>	
<p>“Best Premium Card in the Middles East” for Co-branded Etihad Guest Credit Card By Smart Card Award Middle East 2012  May 2012</p>	<p>“Best Loyalty Credit card” By The Freddie Awards  June 2012</p>	<p>“Best Bank in the UAE” “Best Transaction Bank” “Best Corporation Bank” By Banker Middle East Industry awards 2012  June 2012</p>	<p>“The Hawkamah Bank Corporate Governance Award 2012 ” By Hawkamah  June 2012</p>
<p>“The Best Domestic Cash Management Bank in the UAE and in the Middle East” (3rd best overall in the UAE and Middle East) in the Euromoney Cash Management Survey 2012 The Freddie Awards  September 2012</p>	<p>“The Elite quality recognition award” By Deutsche Bank, J.P. Morgan Chase and Commerzbank For ADCB’s exceptional international payment processing  September 2012</p>		
<p>“The Banker’s Bank of the Year Award” By The Banker Magazine  November 2012</p>	<p>“Best Investor Relations website in the UAE and Middle East ” By KW Digital Webranking survey  December 2012</p>	<p>“Best Premium Card in the International category” For Etihad Guest Credit Card by Publi-News France at their annual Publi-News Trophées for Innovative Cards 2012 December 2012</p>	

Balance sheet

AED mn	Dec'12	Dec'11	Change (%)
Cash and balances with Central Banks	9,338	6,630	41
Deposits and balances due from banks	16,517	20,840	(21)
Derivative financial instruments	4,993	4,845	3
Loans and advances, net	123,195	124,755	(1)
Investment securities*	19,355	15,068	28
Investment in associates	-	82	-
Investment properties	529	397	33
Other assets	5,926	10,021	(41)
Property and equipment, net	850	965	(12)
Intangibles assets	92	124	(25)
Total assets	180,796	183,726	(2)
Due to Central bank	-	48	-
Due to banks	4,411	3,090	43
Derivative financial instruments	4,768	4,822	(1)
Euro commercial paper	4,557	717	536
Deposits from customers	109,217	109,171	0
Borrowings	26,140	31,897	(18)
Other liabilities	6,995	11,904	(41)
Total liabilities	156,088	161,648	(3)
Total shareholders' equity	24,270	22,072	10
Non -controlling interest	438	6	NA
Total liabilities and shareholders' equity	180,796	183,726	(2)

*Includes trading securities

Income statement

AED mn	Dec'12	Dec'11	Change (%)
Interest and income from Islamic financing	7,824	7,699	2
Interest expense and profit distribution	(2,616)	(3,017)	(13)
Total net interest and Islamic financing income	5,207	4,682	11
Net fees and commission income	940	898	5
Net trading income	303	335	(10)
Decrease in fair value of investment properties	(29)	(12)	142
Other operating income	174	166	5
Non interest income	1,388	1,387	0
Operating income	6,595	6,069	9
Staff expenses	(1,165)	(1,095)	6
Other operating expenses	(742)	(787)	(6)
Depreciation	(131)	(149)	(12)
Amortisation of intangible assets	(32)	(32)	-
Operating expenses	(2,069)	(2,063)	0
Operating profit before impairment allowances	4,526	4,006	13
Impairment allowance on loans and advances	(1,874)	(2,303)	(19)
Recovery of loans	183	221	(17)
Other impairment	(19)	(315)	(94)
Share of profit of associates	-	159	-
Net gain on sale of investment in associate	0	1,314	-
Overseas income tax expense	(6)	(36)	(84)
Net profit	2,810	3,045	(8)