

BEYOND AMBITION

Abu Dhabi Commercial Bank PJSC

Q1'19 Earnings Presentation

Results for the standalone ADCB entity

6 May 2019



Disclaimer

THIS PRESENTATION IS NOT AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL SECURITIES. IT IS SOLELY FOR USE AS AN INVESTOR PRESENTATION AND IS PROVIDED AS INFORMATION ONLY. THIS PRESENTATION DOES NOT CONTAIN ALL OF THE INFORMATION THAT IS MATERIAL TO AN INVESTOR. BY READING THE PRESENTATION SLIDES YOU AGREE TO BE BOUND AS FOLLOWS:

This presentation has been prepared by Abu Dhabi Commercial Bank PJSC ("**ADCB**"), is furnished on a confidential basis and only for discussion purposes, may be amended and supplemented and may not be relied upon for the purposes of entering into any transaction. The information contained herein has been obtained from sources believed to be reliable but ADCB does not represent or warrant that it is accurate and complete. The views reflected herein are those of ADCB and are subject to change without notice. All projections, valuations and statistical analyses are provided to assist the recipient in the evaluation of the matters described herein. They may be based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and to the extent that they are based on historical information, they should not be relied upon as an accurate prediction of future performance.

No action has been taken or will be taken that would permit a public offering of any securities in any jurisdiction in which action for that purpose is required. No offers, sales, resales or delivery of any securities or distribution of any offering material relating to any such securities may be made in or from any jurisdiction except in circumstances which will result in compliance with any applicable laws and regulations.

This presentation does not constitute an offer or an agreement, or a solicitation of an offer or an agreement, to enter into any transaction (including for the provision of any services). No assurance is given that any such transaction can or will be arranged or agreed. Before entering into any transaction, you should consider the suitability of the transaction to your particular circumstances and independently review (with your professional advisers as necessary) the specific financial risks as well as the legal, regulatory, credit, tax and accounting consequences.

This presentation may include forward-looking statements that reflect ADCB's intentions, beliefs or current expectations. Forward-looking statements involve all matters that are not historical by using the words "may", "will", "would", "should", "expect", "intend", "estimate", "anticipate", "believe" and similar expressions or their negatives. Such statements are made on the basis of assumptions and expectations that ADCB currently believes are reasonable, but could prove to be wrong.

This presentation is for the recipient's use only. This presentation is not for distribution to retail clients. In particular, neither this presentation nor any copy hereof may be sent or taken or distributed in the United States, Australia, Canada or Japan or to any U.S. person (as such term is defined in Regulation S under the U.S. Securities Act 1933, as amended (the "**Securities Act**")), except pursuant to an exemption from the registration requirements of the Securities Act. If this presentation has been received in error it must be returned immediately to ADCB. Accordingly, this presentation is being provided only to persons that are (i) "qualified institutional buyers" within the meaning of Rule 144A under the Securities Act or (ii) not "U.S. persons" within the meaning of Regulation S under the Securities Act. By accepting the delivery of this presentation, the recipient warrants and acknowledges that it falls within the category of persons under clause (i) or (ii). No representation can be made as to the availability of the exemption provided by Rule 144 for re-sales of any securities offered by or guaranteed by ADCB. No securities offered by or guaranteed by ADCB have been recommended by, or approved by, the United States Securities and Exchange Commission (the "**SEC**") or any other United States federal or state securities commission or regulatory authority, nor has any such commission or regulatory authority passed upon the accuracy or adequacy of this presentation.

This document does not disclose all the risks and other significant issues related to an investment in any securities/transaction. Prior to transacting, potential investors should ensure that they fully understand the terms of any securities/transaction and any applicable risks. This document is not a prospectus for any securities. Investors should only subscribe for any securities on the basis of information in the relevant prospectus and term sheet, and not on the basis of any information provided herein.

This presentation is being communicated only to (i) persons who are outside the United Kingdom, (ii) persons who have professional experience in matters relating to investments falling within Article 19(5) of The Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, or (iii) those persons to whom it may otherwise lawfully be distributed (all such persons together being referred to as "**relevant persons**"). This presentation is communicated only to relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this presentation relates is available only to relevant persons and will be engaged in only with relevant persons.

By accepting this document you will be taken to have represented, warranted and undertaken that (i) you are a relevant person (as defined above); (ii) you have read and agree to comply with the contents of this notice; and (iii) you will treat and safeguard as strictly private and confidential all such information and take all reasonable steps to preserve such confidentiality.

Q1'19 highlights

MEASURED GROWTH



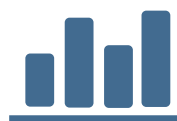
NET LOANS

AED 169 billion

CUSTOMER DEPOSITS

AED 184 billion

CREATING SHAREHOLDER VALUE



NET PROFIT

AED 1.152 billion

ROAE*

15.0%

*Annualised

STRONG METRICS



CET1

12.07%

COST OF RISK

0.64%

Continued execution of our strategy

Balance sheet highlights

AED mn	Mar'19	% Change vs.	
		Dec'18	Mar'18
Total assets	292,113	4	10
Net loans and advances	169,076	2	4
Investment securities	57,185	9	20
Deposits from customers	184,408	4	11
Borrowings (including ECP)	48,848	5	9
Total shareholders' equity	31,930	(3)	7

Components may not sum exactly to totals because of rounding

Q1'19 highlights (YTD comparison)

- ▶ Total assets grew 4% to AED 292 billion and net loans to customers increased 2% to AED 169 billion
- ▶ Investment securities increased 9% to AED 57 billion
- ▶ Deposits from customers increased 4% to AED 184 billion
- ▶ CASA deposits increased by 15% to AED 80 billion and comprised 43.3% of total customer deposits compared to 39.4% as at 31 December 2018
- ▶ Significant improvement in loan to deposit ratio of 91.7% compared to 94.2% at year end

Loan to deposit ratio at its lowest levels,
deposit growth continued to outpace loan growth

Income statement highlights

AED mn	Q1'19	% Change vs.	
		Q4'18	Q1'18
Net interest income	1,707	(5)	(7)
Non - interest income	566	28	8
Operating income	2,273	1	(3)
Operating expenses	(793)	7	3
Operating profit	1,480	(2)	(7)
Impairment allowances	(330)	122	(13)
Net profit	1,152	(15)	(5)

Components may not sum exactly to totals because of rounding

Highlights (Q1'19 vs. Q1'18)

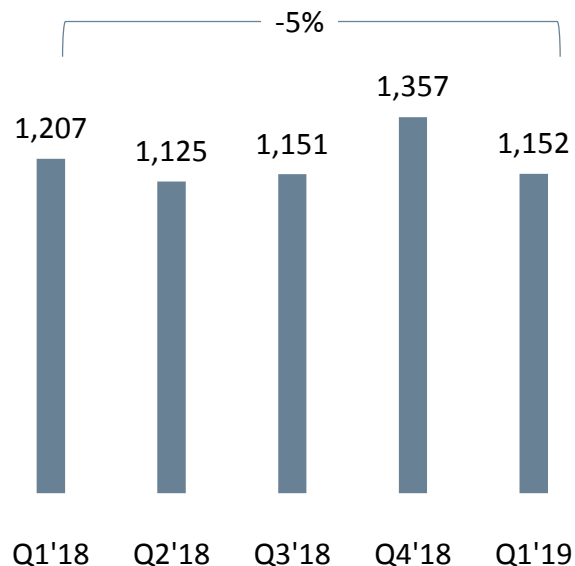
- ▶ Net profit of AED 1.152 billion was 5% lower, impacted by higher cost of funds, partially offset by an increase in non-interest income and lower impairment charges
- ▶ Net interest and Islamic financing income of AED 1.707 billion was 7% lower, primarily attributable to a change in the composition of the liability base over Q1'18 and competitive pricing
- ▶ Non-interest income of AED 566 million was up 8%, mainly on account of higher fees and commission income
- ▶ Operating expenses of AED 793 million were up 3%, mainly attributable to ongoing investments in digital transformation initiatives and integration related expenses
- ▶ Impairment allowances of AED 330 million were 13% lower, mainly driven by the continued de-risking of the unsecured retail loan portfolio

Positive momentum in gross interest income and non-interest income
Bottom line impacted by higher cost of funds

Key performance indicators

Net profit

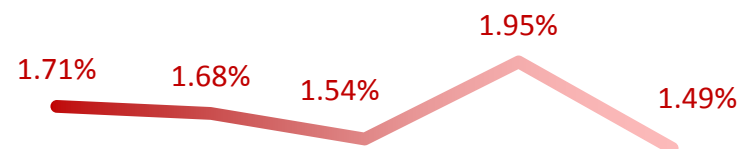
(AED mn)



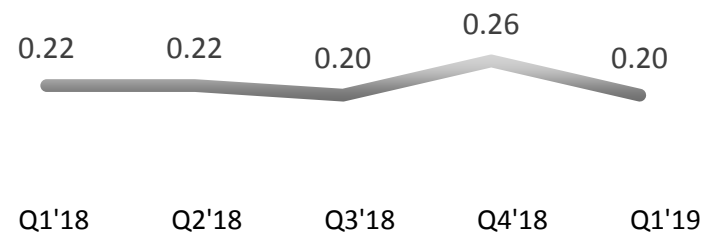
Return on average equity (%)



Return on average assets (%)



Earnings per share (AED)



Components may not sum exactly to totals because of rounding

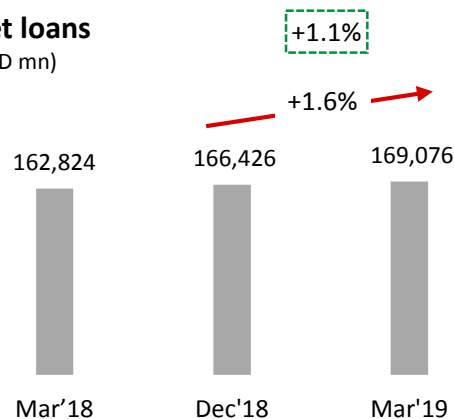
Resilient operating performance despite a challenging operating environment

Balance sheet metrics

Loan and deposit growth

Net loans

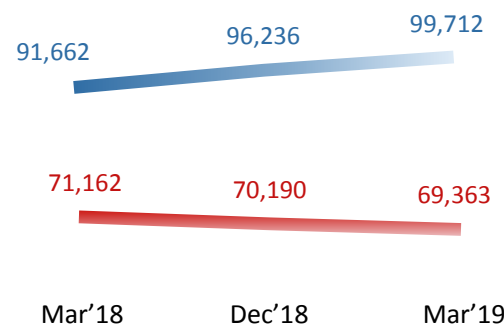
(AED mn)



Wholesale
Banking
(WBG)

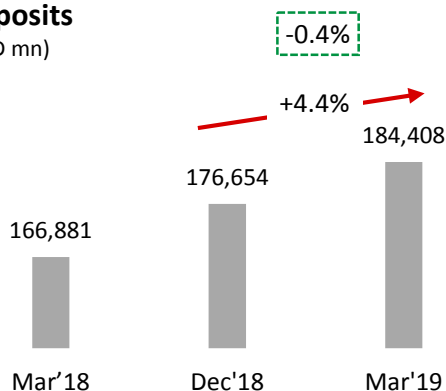
Consumer
Banking
(CBG)

(AED mn)



Deposits

(AED mn)

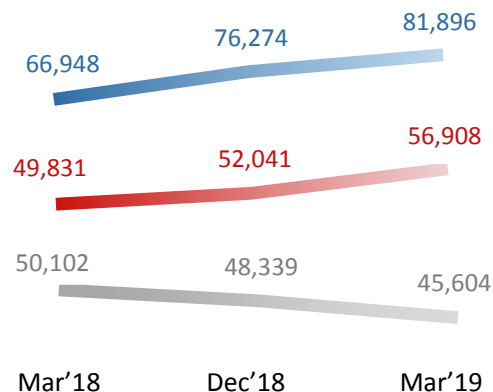


Wholesale
Banking

Consumer
Banking

Treasury

(AED mn)

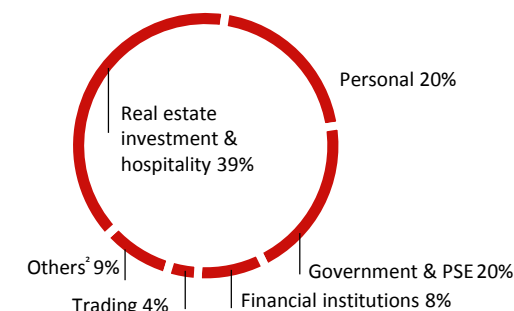


UAE Banking industry average

Components may not sum exactly to totals because of rounding

Gross loans by economic sector

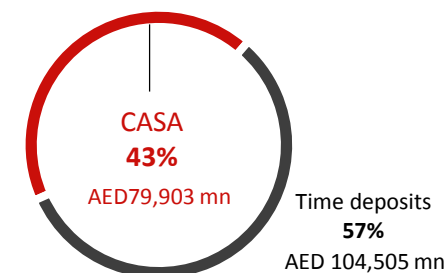
AED 175,784 mn



² Others include: Agriculture, Energy, Transport, Manufacturing, Services and others

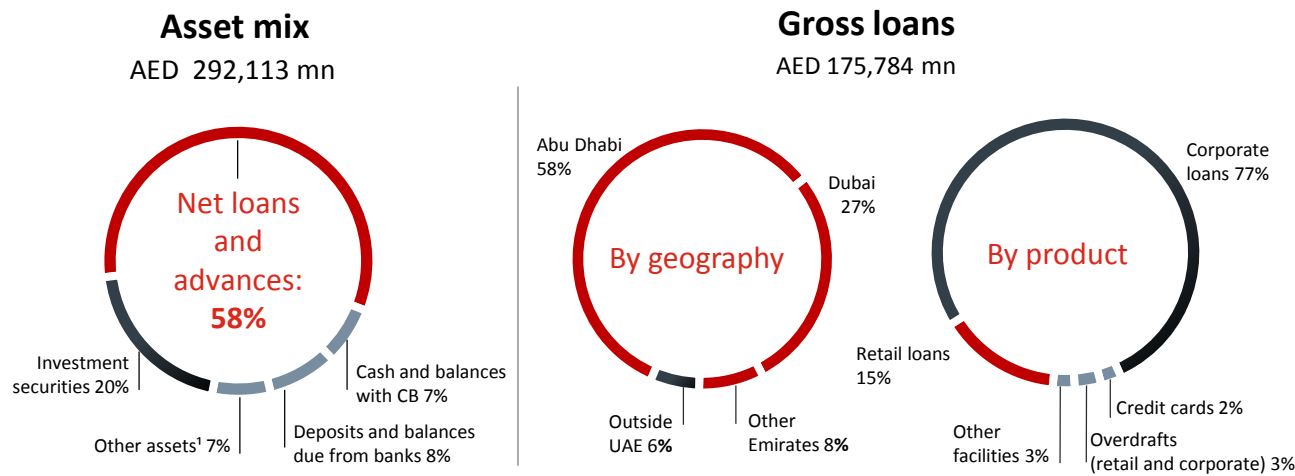
Customer deposits

AED 184,408 mn

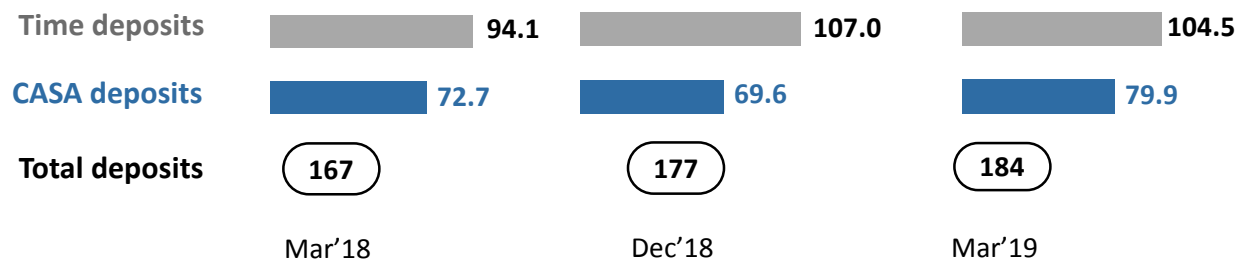


- ▶ YTD loan growth of 1.6% compared to industry average growth of 1.1%. Wholesale Banking loans +4%, while Consumer Banking loans -1%, mainly on account of the continued de-risking of the unsecured retail loan portfolio
- ▶ YTD customer deposit growth of 4.4% compared to industry average contraction of 0.4%. As at 31 March 2019, CASA deposits comprised 43% of total customer deposits compared to 39% at year end

Further breakdown of loans and deposits

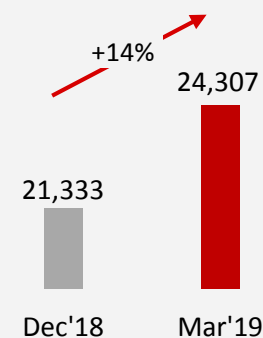


Customer deposits (AED bn)

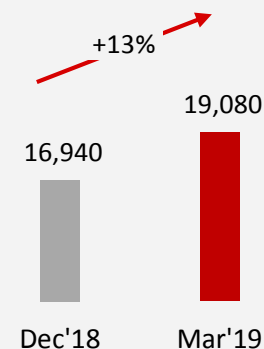


Islamic Banking continues to be a key driver of growth

Net financing assets (AED mn)



Deposits (AED mn)



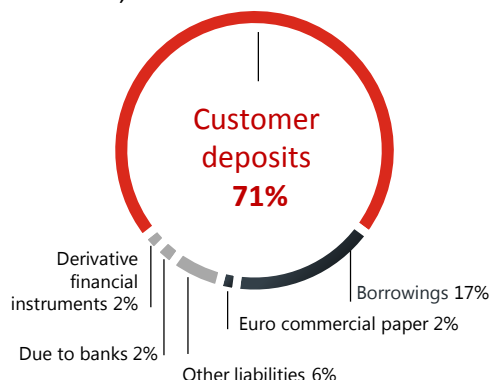
¹ Other assets include: Derivative financial instruments, Investments in associate, Investment properties, Property and equipment (net), Intangible assets, Reverse repo placements and Trading securities and Other assets

CASA deposits increased by 15% at the quarter end

Wholesale funding and maturity profile

Liability base

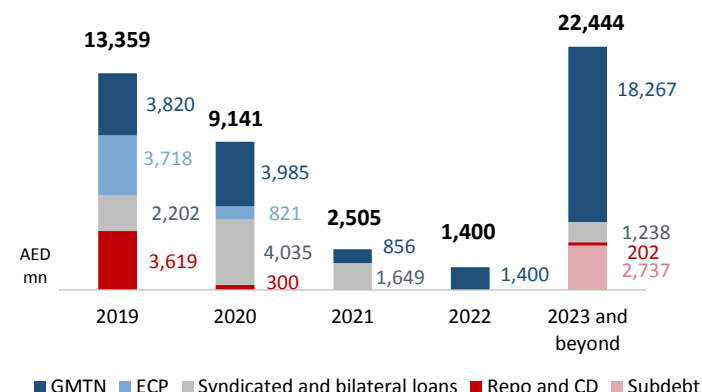
AED 260,182 mn



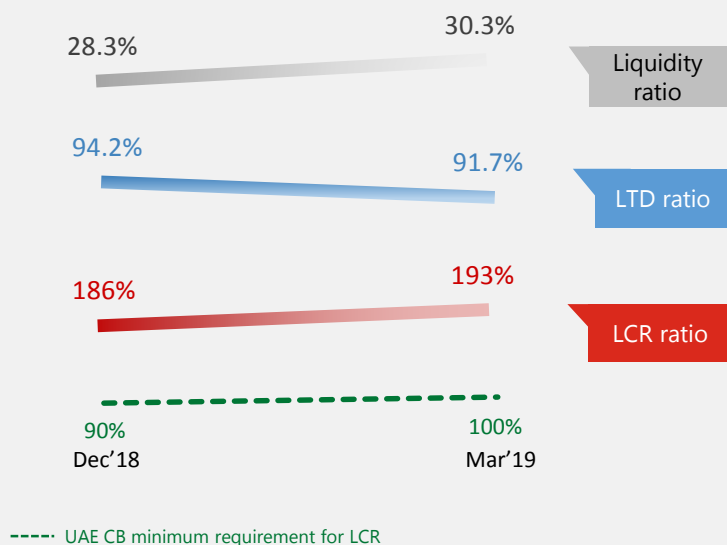
Wholesale funding

As at 31 March 2019	AED mn
Global medium term notes (GMTN)	28,326
Subordinated debt	2,737
Euro Commercial paper	4,539
Repo	216
Bilateral loans	6,188
Syndicated loans	2,937
Certificate of Deposits	3,906
Total	48,848

Maturity profile



Comfortable liquidity position



Net lender in the interbank markets

AED 16 bn*

Main issuances in Q1'19

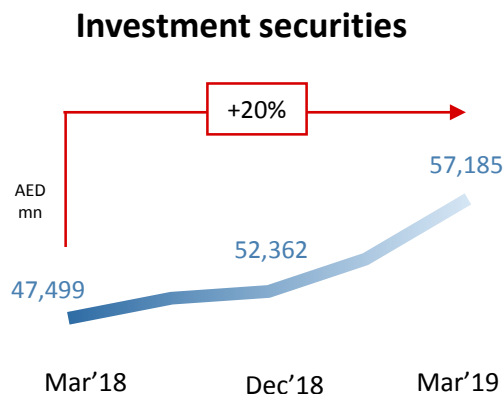
- ▶ 5 year USD 135 mn with coupon of 3M Libor + 1.52% p.a.
- ▶ 5 year CNH 200 mn with coupon of 4.60% p.a.
- ▶ 3 year HKD 300 mn with coupon of 3.05% p.a.
- ▶ 30 year USD 230 mn interest accreting notes, interest rate between 5.38% to 5.79% p.a.
- ▶ CD Issuance of USD 400 mn with maturity ranging from 3 months to 1 year with cost ranging from 2.39% to 2.88% p.a.

Main maturities in Q1'19

- ▶ USD 750 mn under Bank's GMTN issuance programme with a coupon of 3% p.a.

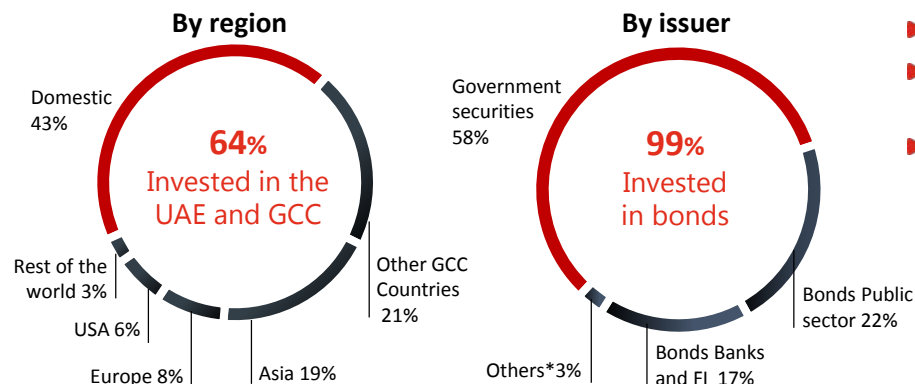
* Includes AED 4.2 bn of certificate of deposits with central banks and AED 1 bn of reverse-repo placements

Investment securities



Investment securities

AED 57,185 mn

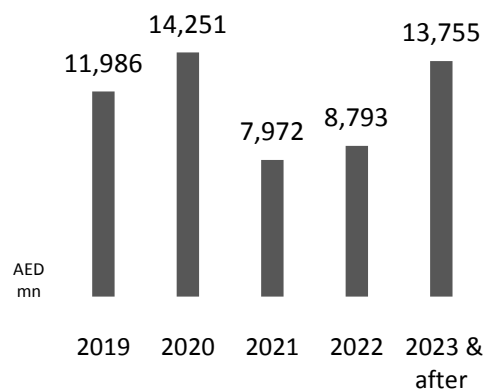


Non-Government bond portfolio:

- ▶ Rated A- or better: 75%
- ▶ Rated investment grade: (i.e. BBB+ to BBB-): 21%
- ▶ Rated below investment grade: (BB+ and below including unrated): 4%

* Include equity instruments and mutual funds

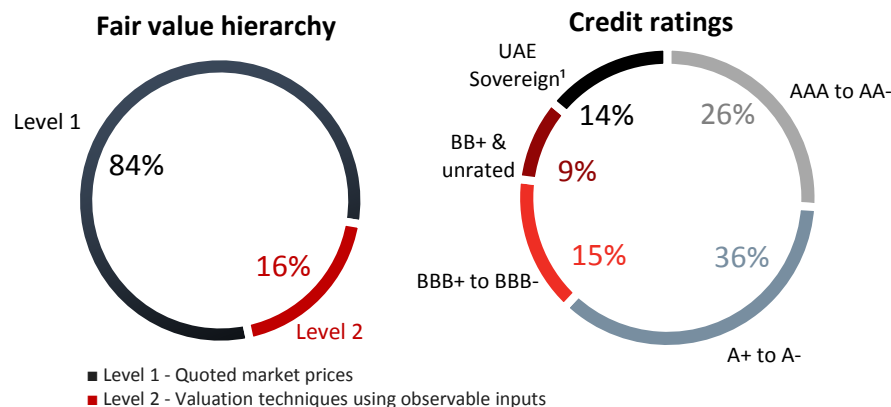
Maturity profile*



* Excluding investments in equity and funds

Total bond portfolio

Government and Non-Government bond portfolio: AED 56,757 mn



Credit ratings:

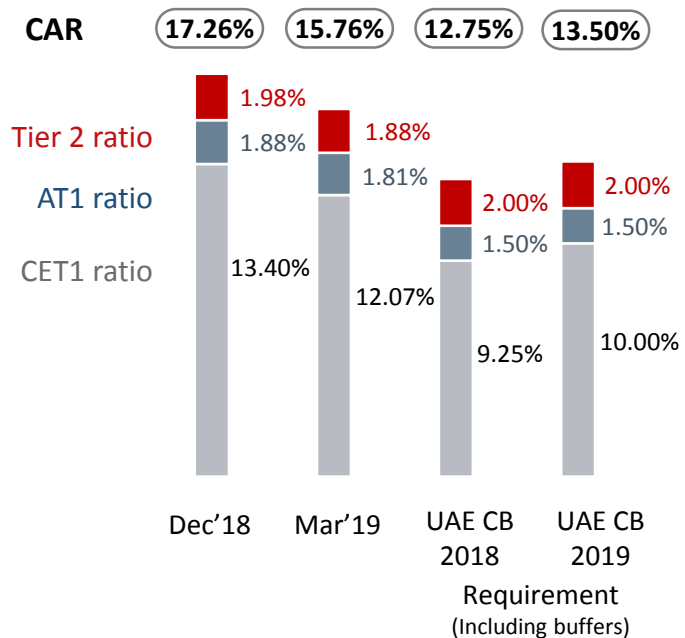
Standard & Poor's, or equivalent of Fitch or Moody's. Issuer/ guarantor's based ratings are used, where bonds are unrated

¹ UAE Sovereign internal rating mainly in Grade 2 and maps to external rating between AA to A

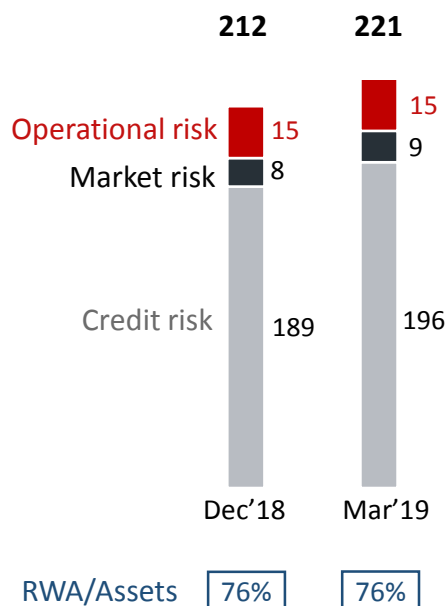
High quality investment portfolio, with 99% invested in bonds

Capital ratios

Capital adequacy ratio (Basel III)



Risk weighted assets (AED bn)



Variance analysis

Capital adequacy ratio movement	%
Dec'18 capital adequacy ratio	17.26%
Impact of AED2.4bn dividend payout	-1.12%
Increase in CRWA	-0.52%
Increase in capital on account of Q1 profit and reserves	0.68%
Others	-0.54%
Mar'19 capital adequacy ratio	15.76%

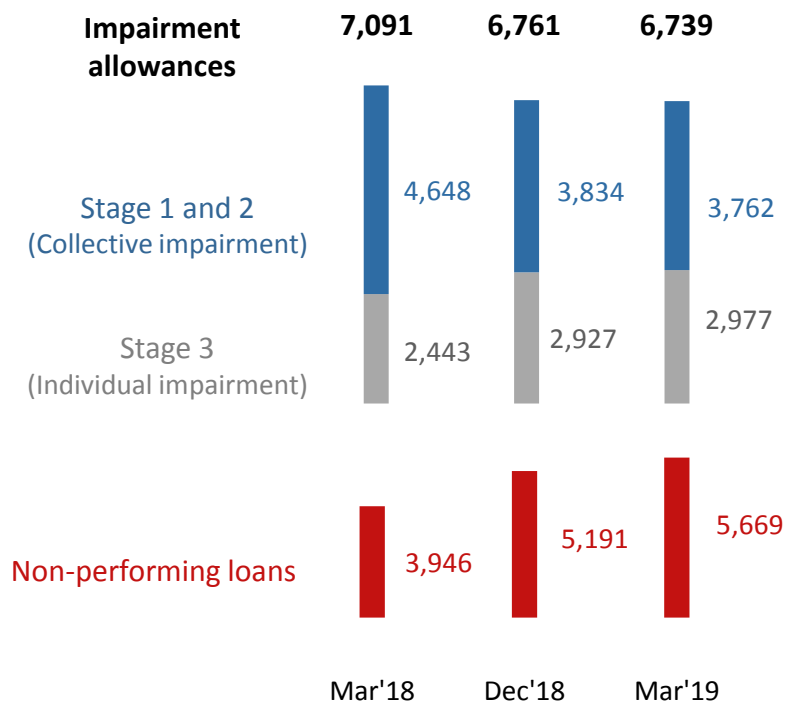
Others include deduction of large exposure and increase in market risk weighted assets

Components may not sum exactly to totals because of rounding

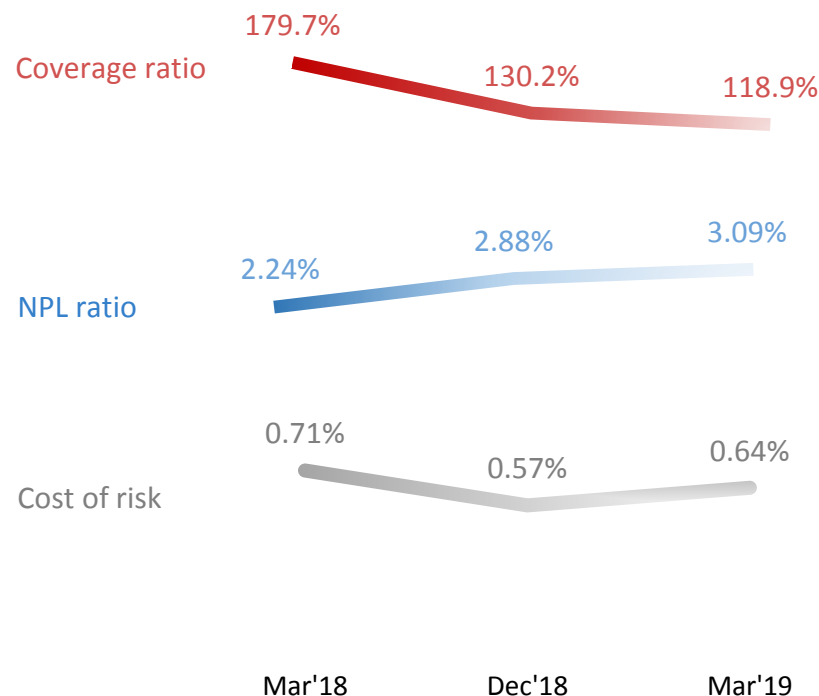
Capital ratios comfortably above the minimum regulatory requirements

Asset quality

Stage 3 (NPL) and Impairment allowances* (AED mn)



Risk indicators



* Impairment allowances for loans and advances to customers and banks

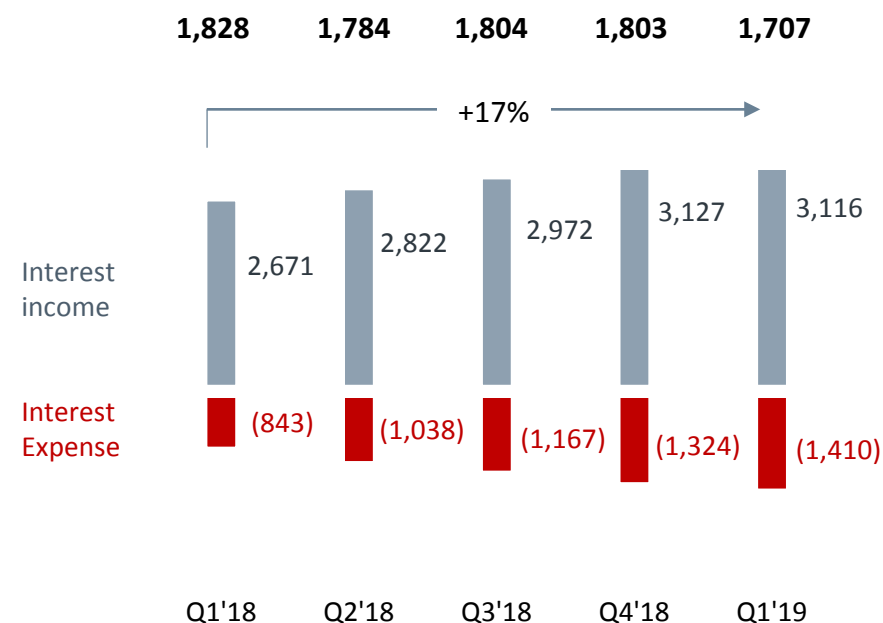
- ▶ Stage 3 (non-performing loans) increased to AED 5.669 billion led by a few corporate accounts
- ▶ Stage 1 and 2 expected credit loss allowances were 2.10% of credit risk weighted assets, above the minimum 1.5% stipulated by the UAE Central Bank

Income statement metrics

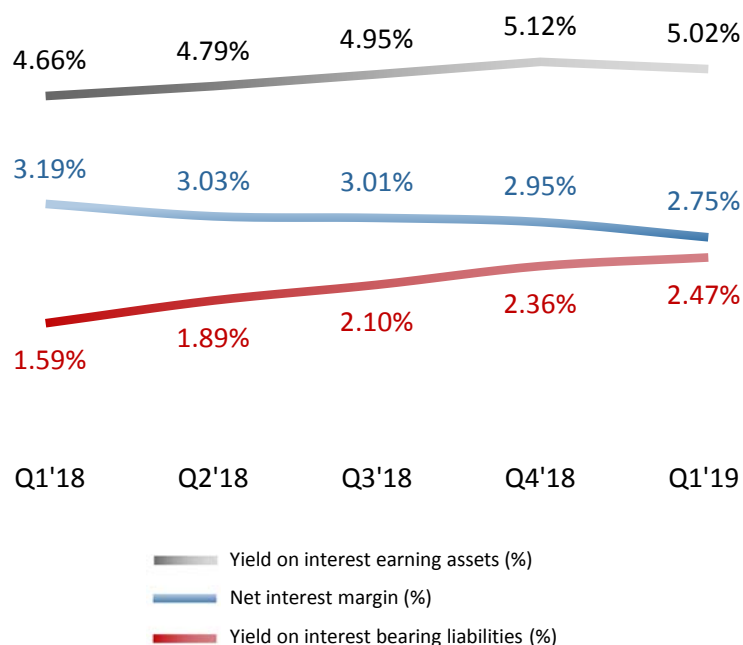
Net interest income

Net interest income

(AED mn)



NIM contraction on account of increased cost of carrying high quality liquid assets, unwinding of the unsecured retail loan portfolio, and interest in suspense charges compared to one-off reversals in Q1'18

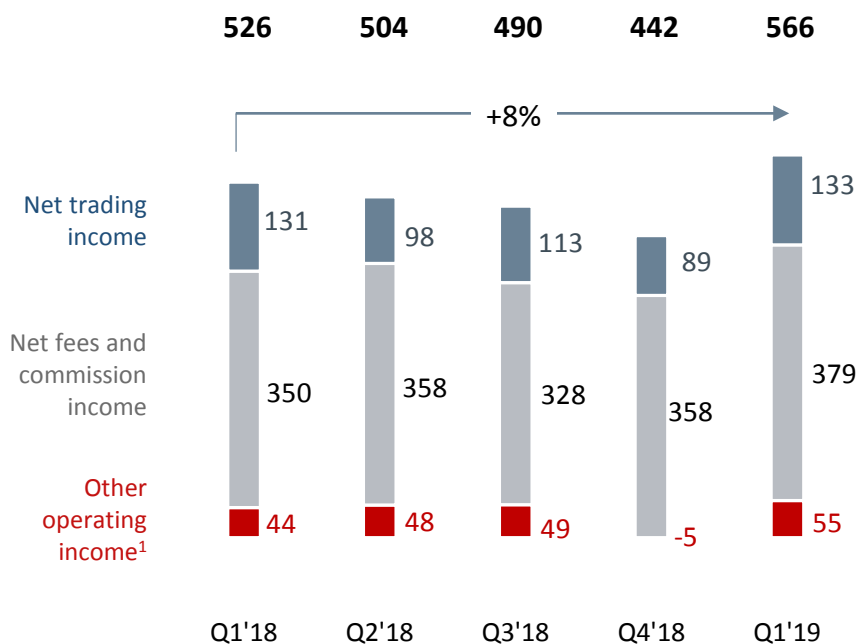


- ▶ Gross interest and Islamic financing income of AED 3.116 billion was up 17% over Q1'18, driven by higher volumes and rising benchmark rates
- ▶ Net interest and Islamic financing income of AED 1.707 billion was 7% lower, primarily attributable to a change in the composition of the liability base over Q1'18 and competitive pricing
- ▶ Cost of funds for the period was 2.47% compared to 1.59% in Q1'18, resulting from a conscious decision to increase long term time deposits and wholesale funding to meet the evolving regulatory liquidity requirements

Non-interest income

Non-interest income

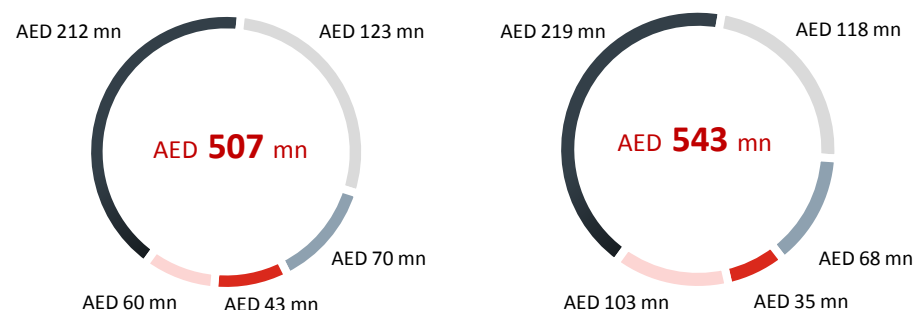
(AED mn)



¹ Others operating income includes revaluation loss on investment properties

Gross fees and commission income

Q1'18 $\xrightarrow{+7\%}$ Q1'19



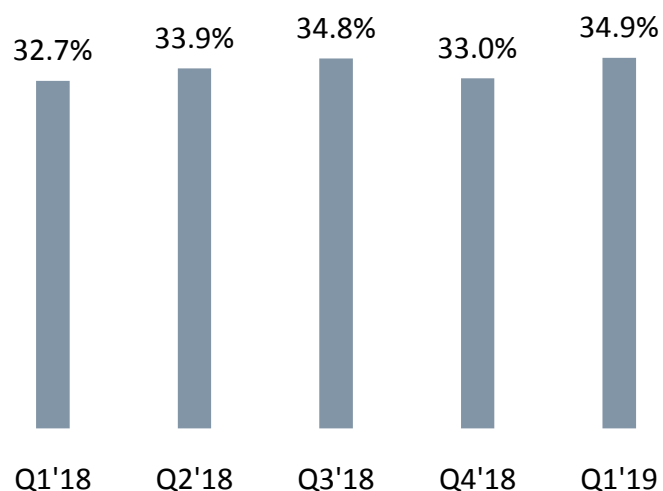
■ Card related fees ■ Loan processing fees ■ Trade finance commission
■ Insurance commission, Asset management and investment services ■ Others²

²Others include brokerage, fees from accounts related activities and other fees

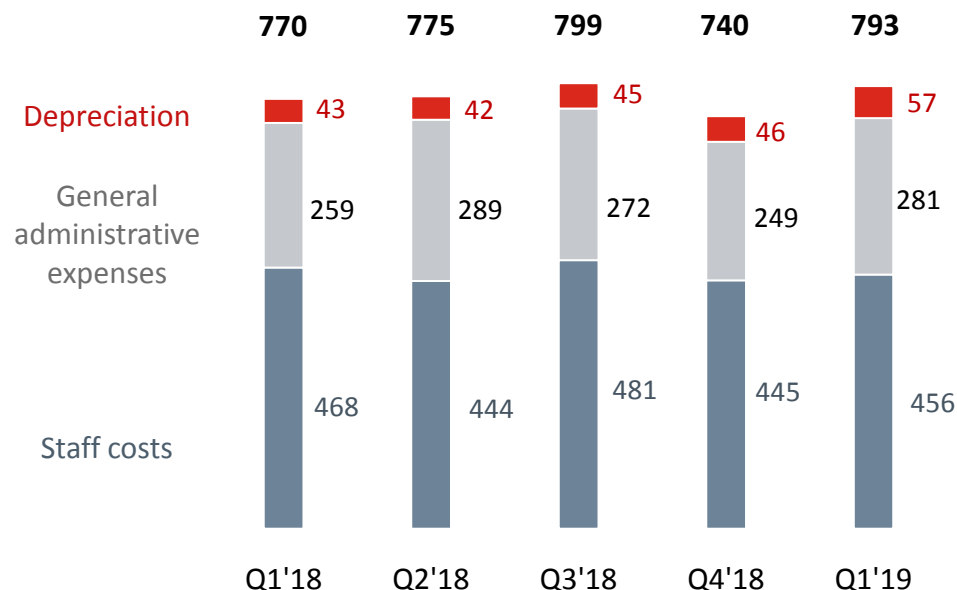
- ▶ Non-interest income of AED 566 million was up 8% YoY and comprised 25% of operating income compared to 22% in Q1'18
- ▶ Net fees and commission income of AED 379 million was up 8% YoY, largely attributable to higher card related fees and higher income from the fast growing merchant acquiring business
- ▶ Trading income of AED 133 million was up 1% YoY, on account of higher gains from dealing in derivatives
- ▶ Other operating income of AED 55 million was up 23% YoY, primarily on account of higher gains arising from retirement of hedges, compared to a loss reported in Q1'18

Operating expenses

Cost to income ratio (%)



Operating expenses (AED mn)



Components may not sum exactly to totals because of rounding

- ▶ Operating expenses of AED 793 million were up 3% YoY, mainly attributable to ongoing investments in digital transformation initiatives and integration related expenses

Key highlights of Q1'19 results

- ▶ Net profit of AED 1.152 billion and return on average equity of 15.0%
- ▶ Net interest income of AED 1.707 billion, 7% lower primarily attributable to a change in the composition of the liability base and competitive pricing, partially offset by rising benchmark rates and higher volumes
- ▶ Non-interest income of AED 566 million, up 8% mainly on account of higher fees and commission income
- ▶ Impairment charges of AED 330 million, 13% lower on account of the continued de-risking of the unsecured retail portfolio
- ▶ Deposit growth continued to outpace loan growth, resulting in a significantly lower loan to deposit ratio of 91.7%
- ▶ CASA deposits increased by 15% at quarter end to AED 80 billion and comprised 43% of total customer deposits compared to 39% at year end
- ▶ Strong liquidity and capital position, capital adequacy ratio (Basel III) of 15.76% and common equity tier 1 (CET1) ratio of 12.07%, whilst LCR stood at 193% compared to UAE CB minimum requirement of 100%

Solid fundamentals supported by a strong liquidity profile and a robust risk governance structure

Appendix

Recent awards (Q1'19 and 2018)

Best Trade Finance
Provider in the UAE

GLOBAL FINANCE

Trade Finance Market
Leader in the UAE

EUROMONEY

Best Trade Finance
Service in the UAE

EUROMONEY

Best Cash Management Bank
in The UAE and Middle East

GLOBAL FINANCE

Ranked 2nd in S&P/Hawkamah ESG Pan Arab
Index for Leadership in Corporate Sustainability

HAWKAMAH

Best Affinity Card in Middle
East & North Africa

MASTERCARD LEADERSHIP FORUM

Most Popular
Credit Card of
The Year 2018

SOUQALMAL.COM

Credit Card Product
of The Year in
Middle East

THE ASIAN BANKER

Best Affinity Credit
Card in Middle East &
Asia/Oceania

FREDDIE AWARDS 2018

Best Domestic
Trade Finance Bank
of The Year

GLOBAL FINANCE

Best Online Portal
Services in
The UAE

GLOBAL FINANCE

Best Service Cash
Management
in The UAE-Non FI

EUROMONEY CASH MANAGEMENT
SURVEY

Best Islamic
Wholesale Banking
Solutions

FINGLOBAL ISLAMIC FINANCE
AWARDS

Investors in
People Award
2018

ISLAMIC RETAIL
BANKING AWARDS

Best Trade Finance
Bank in UAE

THE ASIAN BANKER

Best Integrated Corporate
Banking Site in The UAE
And Middle East

GLOBAL FINANCE

Best Trade Finance
Provider in UAE

GLOBAL FINANCE AWARD

Best Trade Finance
Portal Services in The
UAE And Middle East

GLOBAL FINANCE

Balance sheet

AED million	Mar'19	Dec'18	% Change
Cash and balances with Central banks	20,244	19,590	3
Deposits and balances due from banks, net ¹	24,275	19,627	24
Reverse-repo placements	994	2,204	(55)
Trading securities	79	60	31
Derivative financial instruments	4,893	4,447	10
Investment securities	57,185	52,362	9
Loans and advances to customers, net	169,076	166,426	2
Investment in associate	198	205	(4)
Investment properties	575	577	(0)
Other assets	13,438	13,331	1
Property and equipment, net	1,138	983	16
Intangible assets	19	19	0
Total assets	292,113	279,830	4
Due to banks	6,277	3,071	104
Derivative financial instruments	5,254	5,696	(8)
Deposits from customers	184,408	176,654	4
Euro commercial paper	4,539	3,279	38
Borrowings	44,309	43,028	3
Other liabilities	15,396	15,297	1
Total liabilities	260,182	247,025	5
Total shareholders' equity	31,930	32,806	(3)
Total liabilities and shareholders' equity	292,113	279,830	4

¹ Deposits and balances due from banks include AED 7.5 bn as at Mar 31, 2019 (AED 7.0 bn as at Dec 31, 2018) of loans to banks.

Income statement

AED million	Mar'19	Mar'18	% Change
Interest and income from Islamic financing	3,116	2,671	17
Interest expense and profit distribution	(1,410)	(843)	67
Net interest and Islamic financing income	1,707	1,828	(7)
Net fees and commission income	379	350	8
Net trading income	133	131	1
Other operating income	55	44	23
Non interest income	566	526	8
Operating income	2,273	2,354	(3)
Staff expenses	(456)	(468)	(3)
General administrative expenses	(281)	(259)	8
Depreciation	(57)	(43)	34
Operating expenses	(793)	(770)	3
Operating profit before impairment allowances & taxation	1,480	1,584	(7)
Impairment allowances	(330)	(380)	(13)
Share in profit of associate	3	3	(2)
Overseas income tax expense	(0)	0	NM
Net Profit	1,152	1,207	(5)

Components may not sum exactly to totals because of rounding

BEYOND AMBITION

ADCB Investor Relations

Email: adcbir@adcb.com
Tel: +971 2 696 2084
adcb.com/investors

