

Abu Dhabi Commercial Bank PJSC

Q3'14/9M'14 Investor presentation

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Macro overview

Business overview

Financial highlights

Appendix

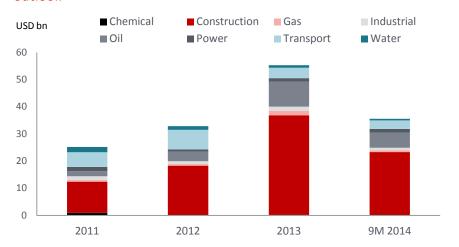
Macro overview – Q3 update



Resilient in a Changing Global Backdrop

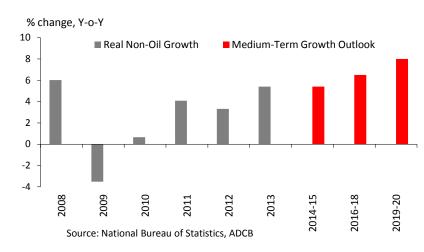
- ► The UAE's economic outlook remains compelling, despite the sharp drop in oil price in September and October
- ▶ GDP growth is expected to be driven by the non-oil sector, which is forecast to expand at above 5.0% in 2014 and 2015
- ► The UAE has a strong ability to progress with its investment programme, which will further support private consumption and non-oil exports (with population and capacity growth)
- Abu Dhabi's strong fundamentals (low debt and budget breakeven oil price, and strong FX reserves) support counter-cyclical spending. The robust non-oil activity (tourism, trade, logistics, etc.) and ample liquidity (domestically and internationally) further supports wider investments
- ▶ The weaker oil price will be reflected in weaker headline growth and fiscal and current account positions. Fiscal and current account forecast to remain in surplus in 2014 and 2015

Strong project awards in 2013 and 2014 supports the investment outlook

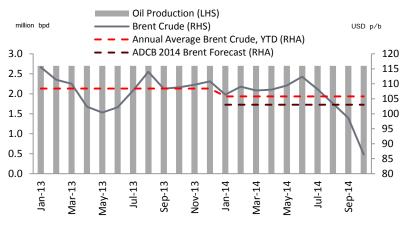


Source: MEED Projects, ADCB

UAE: Robust outlook for real non-oil activity



Oil production has remained steady so far; oil average to remain above USD100 p/b in 2014



UAE banks overview



Highlights

- ▶ UAE Banking sector is ranked highest in the GCC in terms of assets
- As of September 2014, deposit growth of 10.6% outpaced loan growth (gross) of 8.3% year to date
- ▶ The banking system maintains significant capital and liquidity buffers
- ▶ As at 30 September 2014, average Tier I ratio was at 16.3% and CAR at 18.3% compared to 16.9% and 19.3% respectively as at 31 December 2013

Source: UAE Central Bank, as at 30 September 2014

UAE banking sector indicators

AED bn	2011	2012	2013	Sept'14	YTD % Change
Total assets (gross)	1,734	1,877	2,100	2,311	10.0%
Loans and advances (gross)	1,143	1,185	1,276	1,382	8.3%
Deposits	1,070	1,168	1,279	1,415	10.6%

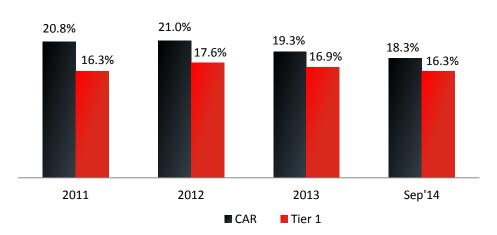
Source: UAE Central Bank, as at 30 September 2014

Comparable UAE banks- key metrics

ADCB	ENBD	NBAD	FGB
135.9	247.7	198.0	132.7
121.5	249.7	264.7	144.6
25.6	46.0	37.3	32.4
111.8	99.2	74.8	91.8
18.2	16.0	16.8	18.8
3.28	3.16	2.19	3.71
21.3	20.4	16.3	19.5
	135.9 121.5 25.6 111.8 18.2 3.28	135.9 247.7 121.5 249.7 25.6 46.0 111.8 99.2 18.2 16.0 3.28 3.16	135.9 247.7 198.0 121.5 249.7 264.7 25.6 46.0 37.3 111.8 99.2 74.8 18.2 16.0 16.8 3.28 3.16 2.19

Source: Company financials

UAE banks capital adequacy and Tier I ratios



Source: UAE Central Bank, as at 30 September 2014



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ADCB overview



ADCB at a glance

- Commercial bank which offers a wide range of products and services such as retail banking, wealth management, private banking, corporate banking, commercial banking, cash management, investment banking, corporate finance, foreign exchange, interest rate and currency derivatives and Islamic products, project finance and property management services
- ▶ Established in 1985 and is listed on the ADX with a market cap of AED 44 bn as at 30 September 2014
- Serves over 580,000 retail customers and approximately 49,000 corporate and SME clients
- Operates from 50 branches, 3 pay offices with 2 branches in India, 1 branch in Jersey and a representative office in London
- Over 4,000 employees
- Ratings

S&P: A/A-1/Positive
Fitch: A+/F1/Stable
RAM: AAA/P1/Stable

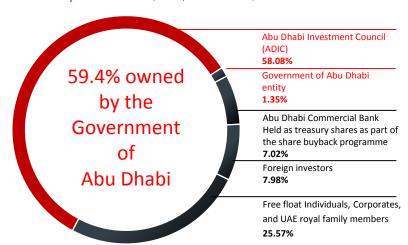
ADCB strategy

- Growth through a UAE-centric approach and controlled 'internationalisation'
- Sustainability through liability growth
- Maintaining a culture of service excellence and efficiency
- Managing ADCB's risks in line with a predefined risk strategy
- ▶ Attracting, developing, and retaining the best talent with incentives aligned with the strategic objectives

Sep'14	Dec'13
580,000	520,000
49,000	41,000
44	34
50	50
3	3
10.3%	10.9%
8.6%	9.0%
198	183
26	24
3,179	2,741³
	580,000 49,000 44 50 3 10.3% 8.6% 198 26

¹ Excludes pay offices ² Two branches in India and a branch in Jersey

Ownership structure (30 September 2014)



³ Net profit for 9M'13 as at 30 September 2013

Situated to benefit from UAE economic growth

- Resilience in earnings and ability to grow operating income
- Well managed balance sheet
- Recently announced government projects will provide opportunities for all of ADCB's businesses

Supportive principal shareholders **Capital base** and liquidity

- ▶ The Government owns 59.4 % of the issued share capital, with ADIC ownership at 58.08%
- Long-standing government related corporate client base
- Financial support provided during global crisis by the government

- ▶ Total CAR of 21.25%
- ▶ Tier I capital ratio of 16.90% / Core Tier I capital ratio of 14.21%
- Strong liquidity position, net lender of AED 16 bn in the interbank markets as at 30 September 2014

Strong domestic franchise with a well known and trusted brand

- Broad portfolio of
- Extensive distribution network and well established relationships

wholesale products

consumer and

Over 580,000 retail customers and approximately 49,000 corporate customers

Experienced management team and innovative banking products

- Management team has experience in international and regional institutions
- **Customised cash** management and trade finance solutions
- Strategic partnerships with Bank of America Merrill Lynch and Banco Santander

Diversified revenue stream



Consumer banking

- Covers retail, wealth management and Islamic operations
- Growth in consumer banking underpinned by an increased product offering, expansion of sales and distribution infrastructure and effective cross-selling
- Co-branded Visa Cards with Etihad Airways
- Touchpoints Unique market leading rewards programme for customers

Wholesale banking

- Relationship coverage to SMEs and large corporate clients, financial institutions, Indian operations, international business development, strategic client operations, corporate finance and investment banking
- ▶ JV with Macquarie Bank covering infrastructure funds
- ► Established cash management franchise
- ▶ Disciplined management of balance sheet growth and well monitored asset quality
- Strategic relationship with Bank of America Merrill Lynch and Banco Santander to allow clients who require services in the region to access capabilities provided by ADCB

Treasury and investments

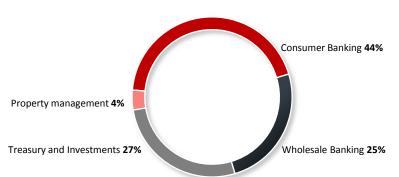
- Treasury business and investment portfolio provides interest rate, commodities and foreign exchange services
- Covers money market, FX, interest rates, currency, commodity derivatives and asset & liability management

Property Management

- Includes real estate and property management activities
- Comprises real estate management and engineering service operations of subsidiaries - Abu Dhabi Commercial Properties, Abu Dhabi Commercial Engineering Services, investment properties and rental income of ADCB

Percentage contribution to operating income

Total operating income 9M'14: AED 5,645 mn



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AED mn	Sep'14	Sep'13	Sep'14	Sep'13	Sep'14	Sep'13	Sep'14	Sep'13
Net interest and Islamic financing income	1,728	1,590	1,005	1,136	1,377	1,268	82	91
Non - interest income	732	683	410	326	144	339	166	121
Operating income	2,460	2,274	1,415	1,462	1,522	1,607	248	213



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ADCB overview (30 September 2014)



9M'14 Key financial highlights

198 bn

Total assets (AED)

26 bn

Total equity (AED)

3,179 mn

Net profit (AED)

18.2%

ROE *

1.99%

ROA *

21.25%

CAR

^{*} Annualised, for ROE/ROA calculations, net profit attributable to equity shareholders is considered, i.e., net profit after deducting minority interest and interest expense on Tier 1 capital notes

Balance sheet highlights Strong and conservative balance sheet providing a solid foundation



As at 30 September 2014

- ▶ Total assets grew 8% year to date, mainly on account of higher cash and balances with central banks, deposits and balances due from banks and loans and advances
- Net loans increased 3% and customer deposits grew 5% year to date, with CASA contribution accounting for 47% total customer deposits
- Investment securities increased 5% over 31 December 2013, providing a liquidity pool for the Bank
- ▶ Strong capital and liquidity position, CAR of 21.25% and net lender of AED 16 bn in the interbank markets as at 30 September 2014
- Loan to deposit ratio improved to 111.83% from 114.05% over 31 December 2013

AED mn	Sep'14	Dec'13	Change %
Net loans	135,887	131,649	3
Investment securities	21,800	20,855	5
Total assets	198,425	183,143	8
Customer deposits	121,516	115,428	5
Borrowings	30,321	23,786	27
Shareholders' equity	25,607	24,177	6
Ratios (%)			Change bps
Capital adequacy ratio (CAR)	21.25	21.21	4
Tier I ratio	16.90	16.62	28
Loan to deposit ratio (LTD)	111.83	114.05	(222)

¹Shareholders' equity attributable to equity holder of the bank

Income statement highlights Sustained profitability and strong operating performance



9M'14 vs. 9M'13 Highlights

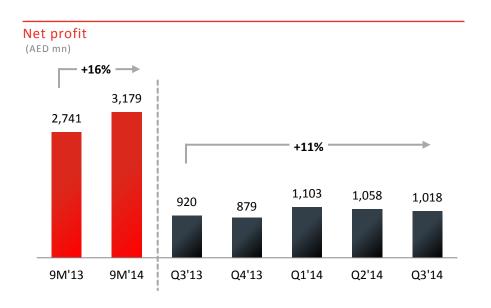
- 9M'14 net profit up 16% at AED 3,179 mn
- Diversified sources of income: Operating income up 2% at AED 5,645 mn. 9M'13 included a one-off gain of AED 100 mn arising from retirement of hedges. Excluding the non-recurring gain, operating income for 9M'14 increased 3% and non-interest income increased 6% at AED 1,452 mn
- Significant improvement in cost of funds: Interest expense reduced 20% to AED 1,056 mn, cost of funds for 9M'14 was 90 bps
- Efficiently managed cost base: Cost to income ratio for 9M'14 was 32.8% within our target range
- Consistent improvement in asset quality: Net impairment allowance charge reduced to AED 608 mn in 9M'14, cost of risk for 9M'14 was at record low levels at 52 bps

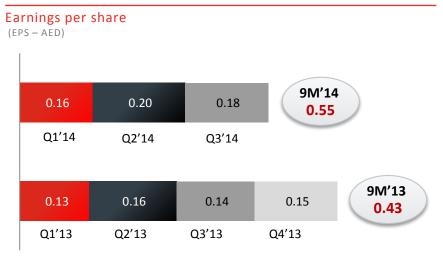
AED mn	9M'14	9M'13	Change %	Q3'14	Q3'13	Change %
Total net interest income ¹	4,193	4,086	3	1,400	1,366	2
Non - interest income	1,452	1,470	(1)	470	454	3
Operating income	5,645	5,556	2	1,870	1,821	3
Operating expenses	(1,854)	(1,674)	11	(648)	(591)	10
Operating profit	3,791	3,882	(2)	1,221	1,230	(1)
Impairment allowances	(608)	(1,137)	(46)	(201)	(308)	(35)
Overseas income tax	(3)	(5)	(35)	(2)	(2)	34
Net profit	3,179	2,741	16	1,018	920	11
Net profit attributable to Equity holders of the Bank	3,028	2,572	18	1,017	874	16

¹ Includes income from Islamic financing and Islamic profit distribution

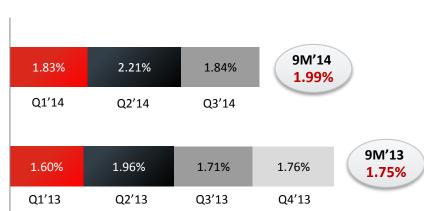
Key performance indicators



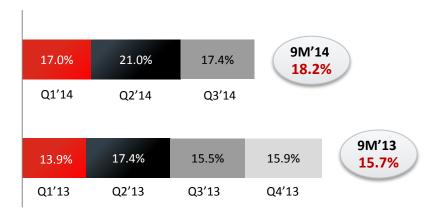




Return on average assets (ROAA %)*



Return on equity (ROE%)*



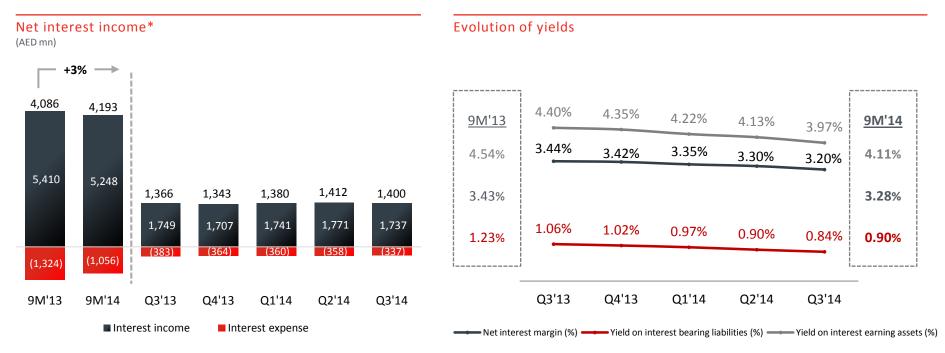
^{*}Annualised, for ROE/ROA calculations, net profit attributable to equity shareholders is considered, i.e., net profit after deducting minority interest and interest expense on Tier 1 capital notes

Operating performance Significant improvement in cost of funds



9M'14 vs. 9M'13 Highlights

- Net interest income up 3% at AED 4,193 mn
- ▶ Cost of funds improved to 90 bps compared to 123 bps in 9M'13, mainly driven by the Bank's ongoing efforts to increase low cost customer deposits (CASA contribution at 47%). Interest expense for Q3'14 at a record low for the Bank at AED 337 mn
- NIM for 9M'14 was 3.28%



^{*} Includes income from Islamic financing and Islamic profit distribution

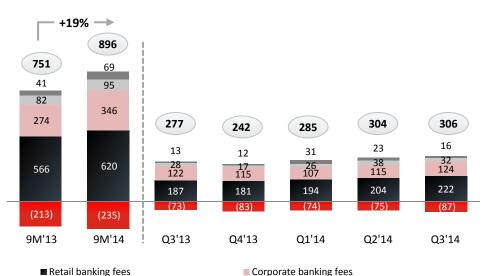
Operating performance Diversified revenue stream, robust fee income growth

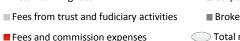


9M'14 vs. 9M'13 Highlights

- ▶ Non- interest income contribution to total operating income unchanged at 26%
- Net fees and commission income increased 19% to AED 896 mn, primarily attributable to higher corporate banking fees, up 26% and retail banking fees up 10% year on year
- Net fees and commission income accounted for 62% of total non-interest income in 9M'14 compared to 51% in 9M'13

Net fee and commission income (AED mn)



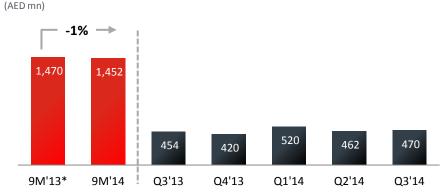


■ Corporate banking fees

■ Brokerage and other fees

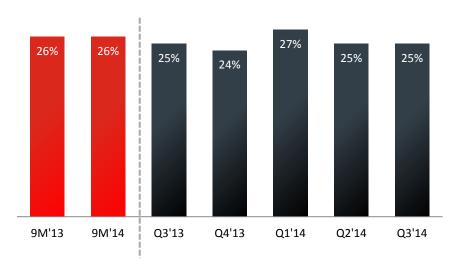
Total net fee and commission income

Non interest income



* 9M'13 includes one-off gain arising from retirement of hedges (AED 100 mn)

Non-interest income to total operating income

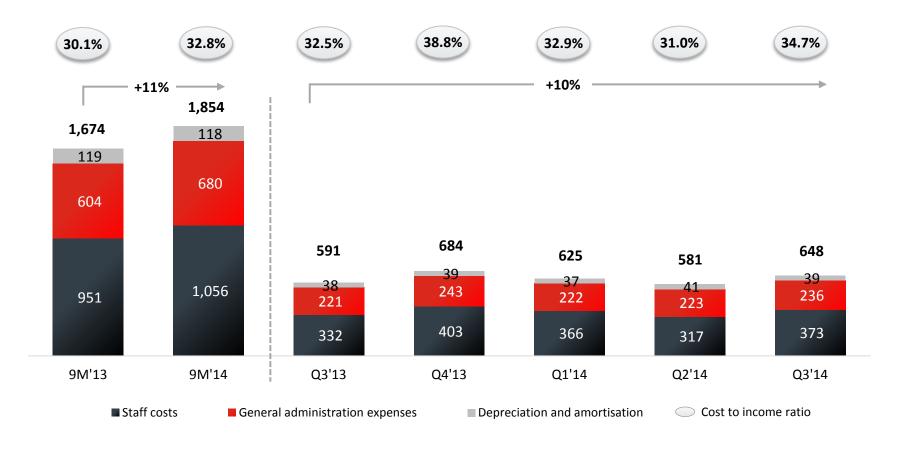


Operating expenses Efficiently managed cost base



9M'14 vs. 9M'13 Highlights

- ▶ Cost to income ratio for 9M'14 was 32.8%, within our target range
- ▶ Operating expenses in 9M'14 increased 11% year on year to AED 1,854 mn
- ▶ Staff costs as a percentage of total operating expenses remained unchanged at 57%



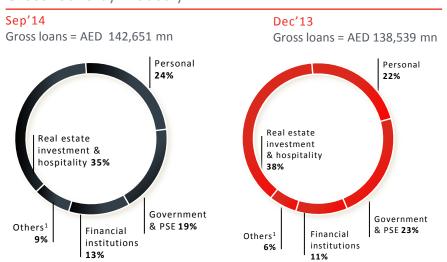
Composition of assets and loan book Resilient balance sheet, UAE centric loan book

بنك أبوظبي التجاربي ADCB

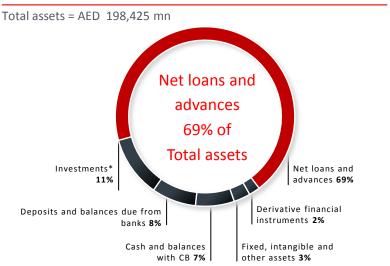
Highlights

- ▶ Net loans and advances comprised 69% of total assets compared to 72% at year end. The significant increase in cash and balances with Central Banks and, deposits and balances due from banks year to date, provides further liquidity for the Bank
- ▶ Gross loans increased 3% to AED 143 bn over 31 December 2013
- 90% of gross loans within UAE in line with the Bank's UAE centric strategy
- ▶ 56% of loan book (gross) in Abu Dhabi and 29% in Dubai
- Personal loans comprised 24% of total gross loans, compared to 22% as at 31 December 2013
- Wholesale banking loans comprised 55% and consumer banking loans comprised 45% of total loans (net)

Gross loans by industry

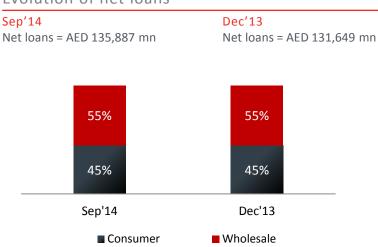


Composition of assets



^{*} Investments include: investment securities, trading securities, investment properties

Evolution of net loans



¹ Agriculture, energy, trading, transport, manufacturing, services and others

Composition of liabilities and customer deposits CASA contribution significantly higher

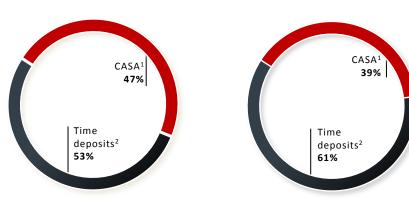


Highlights

- ▶ Diversified sources of funding, customer deposits comprised 70% of total liabilities. Euro commercial paper and borrowings increased 15% and 27% respectively over 31 December 2013
- Customer deposits increased 5% to AED 122 bn over 31 December 2013
- ► CASA customer deposits improved significantly, accounting for 47% of total customer deposits compared to 39% at year end
- Consumer Banking deposits comprised 29% and Wholesale Banking deposits comprised 37% of total customer deposits
- ▶ Total Islamic deposits grew 5% to AED 9 bn year to date

Customer deposits by type

Sep'14 Customer deposits = AED 121,516 mn



Dec'13

Customer deposits = AED 115,428 mn

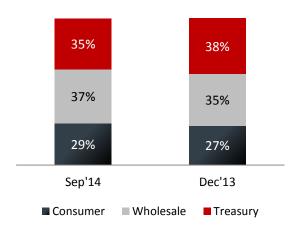
Composition of liabilities

Sep'14

Total liabilities = AED 172,809 mn



Evolution of deposits



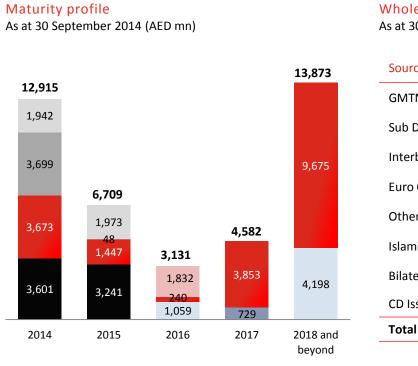
¹ CASA includes current account deposits, saving deposits and margin deposits

² Time deposits include long-term government deposits and Murabaha deposits

Wholesale funding and maturity profile Stable funding and liquidity profile



Diversified sources of funding by markets, tenors, currencies and products



Wholesale funding split As at 30 September 2014

Source of funds	AED mn
GMTN/EMTN ¹	18,888
Sub Debt	5,257
Interbank borrowings ²	3,747
Euro Commercial Paper	6,842
Others (Repo)	3,915
Islamic Sukuk Notes	1,832
Bilateral loans	729
CD Issuances	-

41,210

Net lender of

AED 16 bn

in the interbank markets As at 30 September 2014

¹ Does not Include fair value adjustment on short, medium and long term borrowings being hedged

■ ECP ■ Loans ■ Sub Debt ■ MTN/GMTN¹ ■ Sukuk ■ Interbank borrowings² ■ Others

² The above reflects only the borrowings in the interbank markets, the Bank was a lender of AED 16 bn in the interbank markets as at 30 September 2014

Investment securities 97% of total portfolio invested in bonds



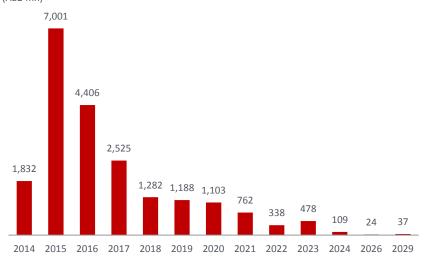
Highlights

- ▶ Investment securities portfolio increased to AED 21,800 mn, representing an increase of 5% year to date, mainly attributable to increase in available for sale investments in government securities
- ▶ 97% of the total portfolio was invested in bonds issued by government, corporate, public sector, banks and financial institutions
- Average life of the investment securities portfolio is 2.4 years
- ▶ 61% invested in the UAE and other GCC countries

Portfolio Summary:

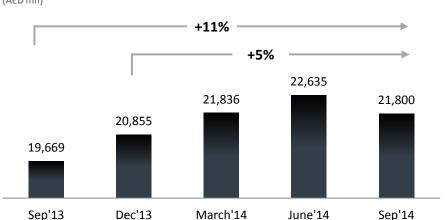
- ▶ 52% of Non Government available for sale investments are rated A3 or better
- 28% of the portfolio is invested in Government securities
- 9% is invested in local public sector bonds which are rated below A3

Maturity profile of investment securities portfolio (AED mn)



Investment securities

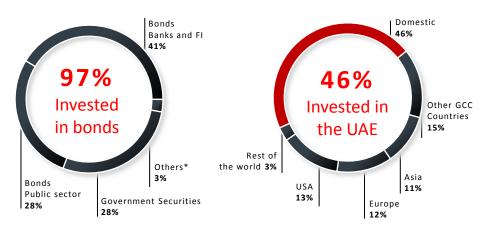
(AED mn)



Investments

By issuer

By region



^{*} Include corporate bonds, equity instruments and mutual funds

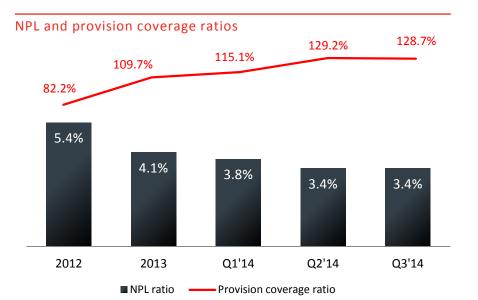
Asset quality

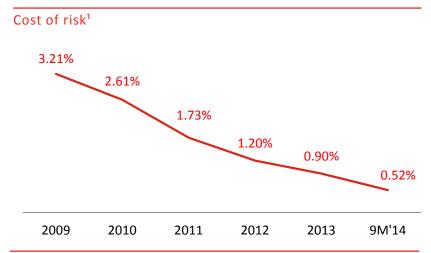
Continued improvement in asset quality metrics



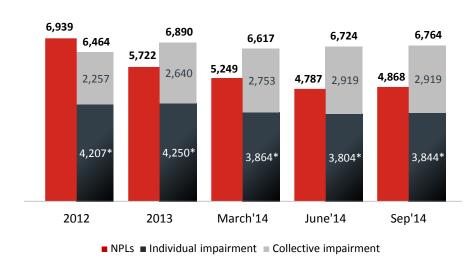
Highlights

- ► Cost of risk for 9M'14 was 52 bps compared to 1.07% for 9M'13 and 0.90% as at 31 December 2013
- ▶ NPL ratio improved to 3.4% vs. 4.1% at year end, and provision coverage ratio improved to 128.7% from 109.7% at year end
- ▶ Non-performing loans were at AED 4,868 mn compared to AED 5,722 mn as at 31 December 2013, an improvement of 15% year to date
- Collective impairment allowance balance was AED 2,919 mn and 2.21% of credit risk weighted assets and individual impairment allowance balance was AED 3,844 mn as at 30 September 2014





NPLs and impairment allowances (AED mn)



Dubai World exposure classified to performing status in 2011 as the client is performing in accordance with the new restructured terms.

¹ Cost of risk: Total provisions charged (net of recoveries) including investments/average loans & advances and investments

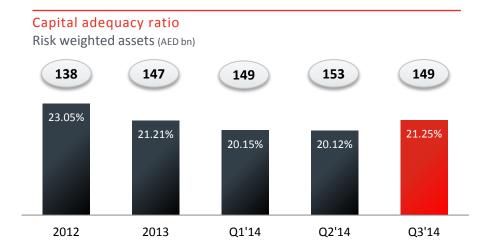
^{*} Includes provision for Dubai World exposure

Strong liquidity and capital position at industry leading levels

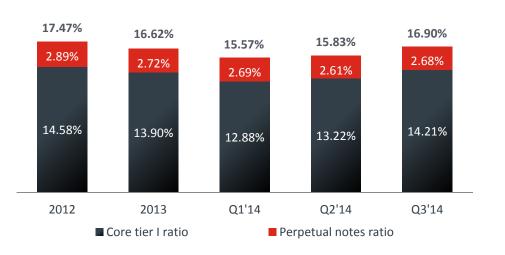


Highlights

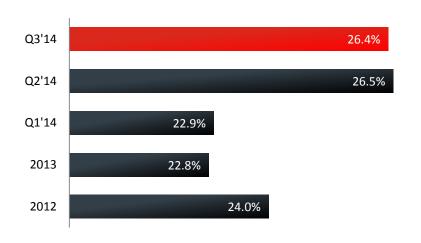
- As at 30 September 2014, the Bank's capital adequacy ratio was 21.25% compared to 21.21% as at 31 December 2013
- ▶ Tier I ratio was 16.90% compared to 16.62% at year end
- ► The capital adequacy ratio minimum requirement stipulated by the UAE Central Bank is 12% and Tier I minimum requirement is 8%
- ► The Bank's liquidity ratio improved to 26.4% in 9M'14 compared to 25.2% in 9M'13 and 22.8% as at 31 December 2013
- Net lender of AED 16 bn in the interbank markets as at 30 September 2014



Tier Land core Tier Lratios



Liquidity ratio*



^{*} Liquid assets include cash and balances with Central Banks, deposits and balances due from banks, trading securities, and liquid investments (liquidity ratio: liquid assets/total assets)

Summary



▶ Continue to follow a corporate strategy based on measured growth and discipline

- Sustained profitability and strong operating performance
- Significant improvement in cost of funds and efficiently managed cost base

Continued improvement in asset quality

Strong liquidity and capital position at industry leading levels

Continue to build on a leading position across the emirates in the UAE



Macro overview

Business overview

Financial highlights

Appendix



"... ADCB has a high-quality management team. By focusing on improving deposit granularity, increasing the amount of low-cost current account deposits and lengthening funding tenors, the bank has improved its funding profile substantially since 2008. As the bank sharply decelerated lending growth in the same period, its liquidity metrics improved visibly..."

"... We regard ADCB's capital and earnings as "strong." This reflects the bank's high level of capital, its strong core earnings generation, and manageable dividend payout policy, which enables it to maintain its capitalization. ..."

August 2014

STANDARD &POOR'S "... ADCB is well funded by customer deposits due to its strong franchise and links to the Abu Dhabi government ..."

"... the bank's liquidity position is supported by a good stock of highly liquid assets and a very diverse funding mix. Capital has improved significantly over the last four years due to a series of capital-strengthening measures ..."

June 2013

FitchRatings

Note: These quotes are excerpts from Standard & Poor's and Fitch reports, and are qualified by the full reports which investors should refer to. Credit ratings may not reflect all risks and are subject to change at any time

ADCB 5 year overview

Balance sheet



Total assets (AED bn)



Investment portfolio providing a liquidity pool

Investment securities portfolio (AED bn)



Strong capital position

Capital adequacy ratio (%)



Sep'14

Strengthened funding profile

Loan to deposit ratio (%)



¹ Post share buy back of 7.02% of the issued share capital

ADCB 5 year overview

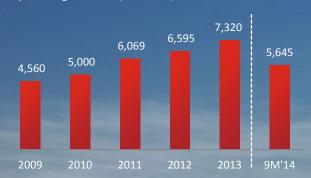
Income statement

Improved profitability



Strong operating performance

Operating income (AED mn)



Disciplined cost management

Cost to income ratio ** (%)



Improved asset quality

Impairment allowance charge (AED mn)



^{*} Normalised to reflect sale of investment in associate.

^{**} Operating income for the purpose of calculating cost to income ratio includes share of profit of associates but excludes net gain on sale of investment in associate.

Corporate governance:

Focused around principles of integrity, transparency, responsibility and accountability



Consistently in line with best international practices – principles and awards

Selected by World Bank for a case study on "Corporate Governance Success Stories" by IFC MENA Corporate Governance "The Hawkamah Bank Corporate Governance Award 2012"

June, 2012

Financial Institution
of the Year and Corporate
Governance Officer of
the year
At the ACC 3rd Annual
International GRC & Financial
Crimes Conference and
Exhibition
November, 2011

"The Best Corporate
Governance
In United Arab Emirates"
by
World Finance Corporate
Governance Awards

2010 , 2011, 2013 and 2014



The Banker Middle East Product Awards 2014; "Best New SME Product", "Best SME Customer Service" and "Best Trade Finance Offering"

World Finance Magazine Award; "Best Corporate Governance in UAF"

Banker Middle East Industry Awards;

"Best Corporate Bank and Best

Transaction Bank"

Global Finance Magazine; "Best Overall Bank for Cash Management (first time by a Middle East Bank)" and "Best Trade Finance Bank in the UAE"

The Asian Banker Awards; "Best Retail Bank in the UAE" (for the sixth year) and "Best Deposit Product Business in Middle East"

The Asian Banker Magazine;
"Best Domestic Cash
Management Bank in the UAE"

Euromoney Award; "Best Cash Management Bank in the UAE" for the second year in a row

Asian Banking and Finance Magazine; "UAE Domestic Cash Management Bank of the Year" Trade Finance Magazine; "Best Trade Bank in the Middle East and North Africa" and "Best Islamic Trade Finance Bank in the Middle East and North Africa"



Balance sheet

AED mn	Sep'14	Dec'13	Change %
Cash and balances with Central Banks	14,309	9,961	44
Deposits and balances due from banks	16,549	11,345	46
Trading securities	176	885	(80)
Derivative financial instruments	4,144	3,616	15
Investment securities	21,800	20,855	5
Loans and advances, net	135,887	131,649	3
Investment properties	593	561	6
Other assets	4,129	3,405	21
Property and equipment, net	797	805	(1)
Intangible assets	41	62	(33)
Total assets	198,425	183,143	8
Due to banks	3,747	4,291	(13)
Derivative financial instruments	4,684	3,966	18
Deposits from customers	121,516	115,428	5
Euro Commercial Paper	6,842	5,940	15
Borrowings	30,321	23,786	27
Other liabilities	5,699	4,911	16
Total liabilities	172,809	158,321	9
Total shareholders' equity	25,607	24,177	6
Non -controlling interests	10	645	(98)
Total liabilities and shareholders' equity	198,425	183,143	8

Income statement



AED mn	9M'14	9M'13	Change %
Interest income and income from Islamic financing	5,248	5,410	(3)
Interest expense and profit distribution	(1,056)	(1,324)	(20)
Net interest and Islamic financing income	4,193	4,086	3
Net fees and commission income	896	751	19
Net trading income	334	409	(18)
Other operating income	222	310	(28)
Non interest income	1,452	1,470	(1)
Operating income	5,645	5,556	2
Staff expenses	(1,056)	(951)	11
Other operating expenses	(680)	(604)	13
Depreciation	(97)	(95)	2
Amortisation of intangible assets	(20)	(24)	(14)
Operating expenses	(1,854)	(1,674)	11
Operating profit before impairment allowances & taxation	3,791	3,882	(2)
Impairment allowance on loans and advances	(813)	(1,309)	(38)
Recovery of loans	189	145	30
Recoveries on written off available for sale investments	16	27	(43)
Overseas income tax expense	(3)	(5)	(35)
Net profit	3,179	2,741	16
Attributed to:			
Equity holders of the Parent	3,028	2,572	18
Non-controlling interests	151	168	(10)
Net Profit	3,179	2,741	16