

# Emirates NBD Investor Presentation

June 2015



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# UAE Economic Overview



Operating Environment

Emirates NBD Profile

Financial & Operating Performance

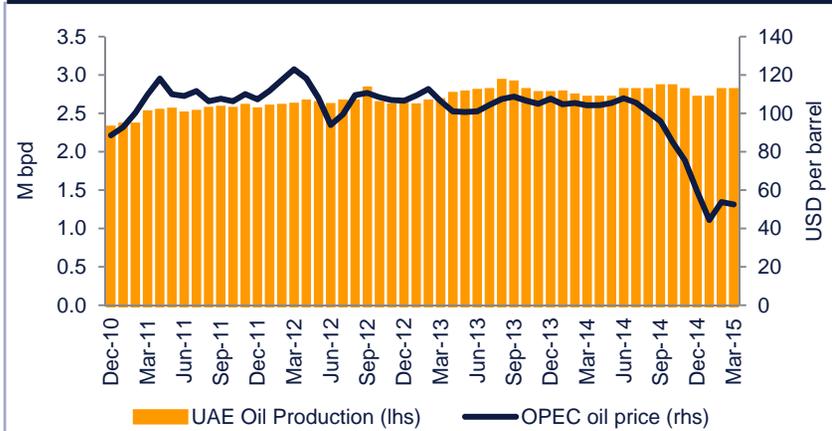
Strategy

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## Highlights

- **Non-oil sector growth remains robust**, underpinned by infrastructure spending and growth in key trading partners.
- Oil production in Q1 2015 was 1.2% higher y/y at just under 2.8mn bpd, according to Bloomberg estimates. Any increase, if sustained, would be a potential upside to our 4.3% growth forecast which had assumed flat oil output.
- PMI readings have eased in Q1 2015, but remain well above the neutral 50-level. Export order growth has remained very strong, supported by regional demand.

## UAE Oil Production



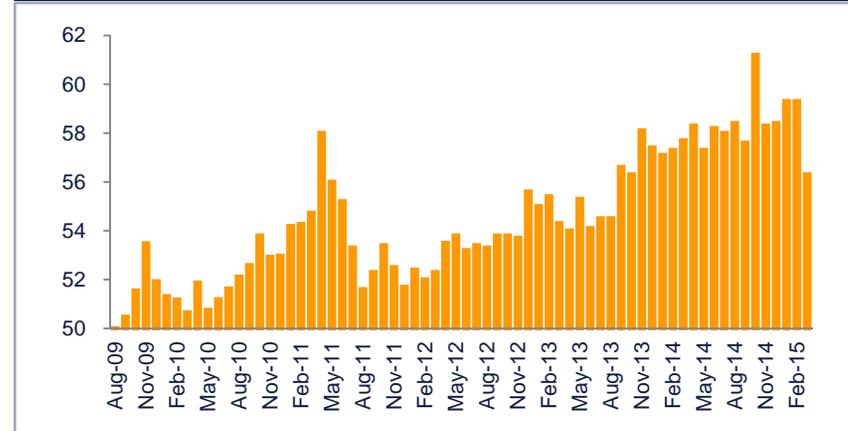
Source: Bloomberg, Emirates NBD Research

## Real GDP Growth Forecasts

Country	2010	2011	2012	2013	2014F	2015F
<b>UAE</b>	<b>1.6%</b>	<b>4.9%</b>	<b>4.7%</b>	<b>5.2%</b>	<b>4.5%</b>	<b>4.3%</b>
China	10.4%	9.3%	7.7%	7.7%	7.4%	7.0%
Eurozone	1.9%	1.6%	-0.7%	-0.4%	0.8%	1.5%
Hong Kong	6.8%	4.8%	1.5%	2.9%	2.2%	2.7%
India	9.4%	7.7%	4.8%	4.7%	4.8%	5.5%
Japan	4.7%	-0.5%	1.8%	1.6%	0.5%	1.5%
Singapore	15.4%	5.3%	2.5%	3.9%	2.8%	3.2%
UK	1.9%	1.6%	0.7%	1.7%	3.0%	2.5%
US	2.5%	1.6%	2.3%	2.2%	2.0%	3.5%
Saudi	4.8%	10.0%	5.4%	2.7%	3.6%	3.0%

Source: Bloomberg, Emirates NBD Research

## UAE PMI – Non Oil Private Sector Activity



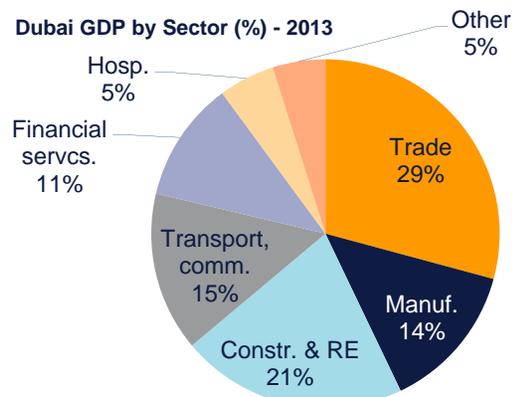
Source: Markit/HSBC

# Dubai Economic Overview (1/3)

## Highlights

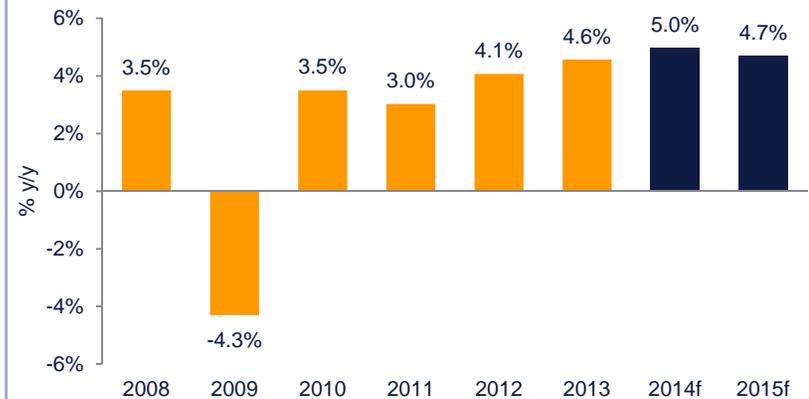
- **Highly diversified economy** and key contributor to UAE's non-oil sector growth.
- Limited impact from oil price decline: 2014 growth forecast retained at 5.0% and 2015 forecast revised slightly down to 4.7% (from 5%).
- Transport, logistics, manufacturing, construction and financial services are expected to be key growth drivers for Dubai in 2015. Growth also expected to be underpinned by investment in infrastructure ahead of Expo 2020, as well as improving external conditions.

## Composition of Dubai GDP



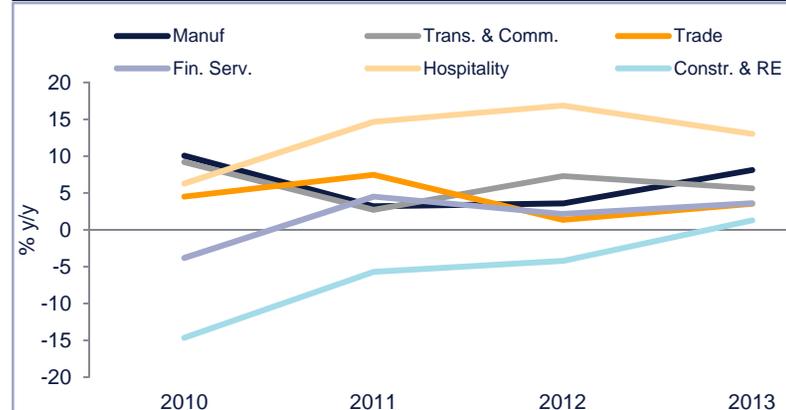
Source : Dubai Statistics Centre, Emirates NBD Research

## Dubai: Real GDP growth



Source: Dubai Statistics Centre, Emirates NBD Research

## Dubai's Fastest Growing Sectors



Source: Dubai Statistics Centre, Emirates NBD Research

# Dubai Economic Overview (2/3)



Operating Environment

Emirates NBD Profile

Financial & Operating Performance

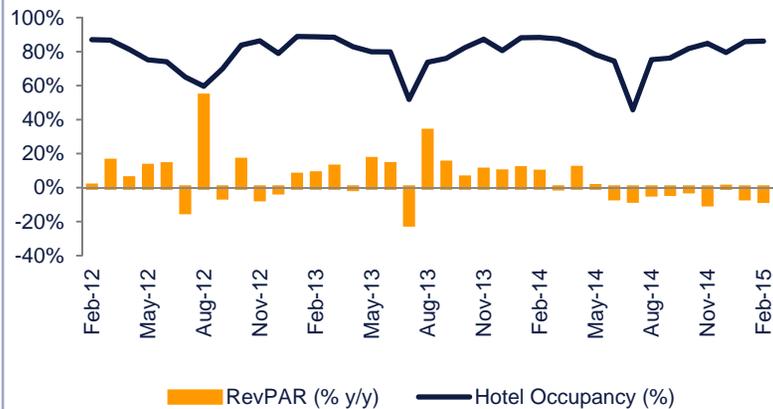
Strategy

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## Highlights

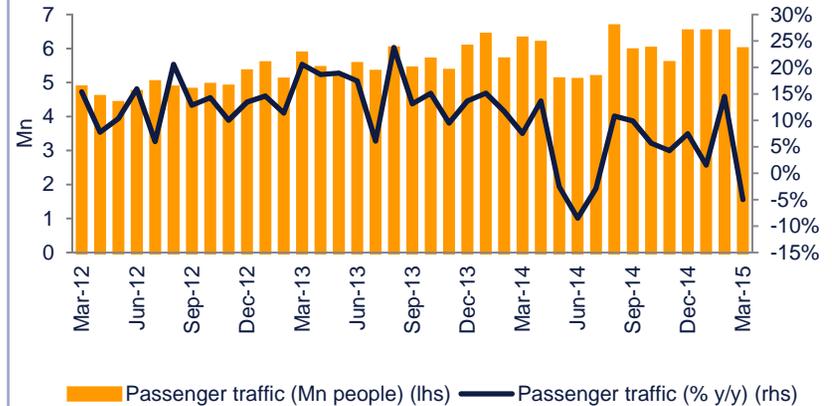
- Tourism continues to be a key driver of Dubai's growth** with Dubai International Airport, the world's busiest international hub, enjoying strong passenger growth of 6.0% in 2014 despite major runway refurbishment in May-July.
- Growth in passenger numbers slowed to -5.0% y/y in March 2015, as the number of Russian/ CIS passengers declined by more than a third relative to a year ago.
- Increased supply of rooms in the hotel sector**, and a strong USD have contributed to a -7.7% y/y decline in RevPAR (Feb 2015). Hotel occupancy stood at 86.2% in February, just 2% lower y/y.

## Hotel Occupancy and RevPAR



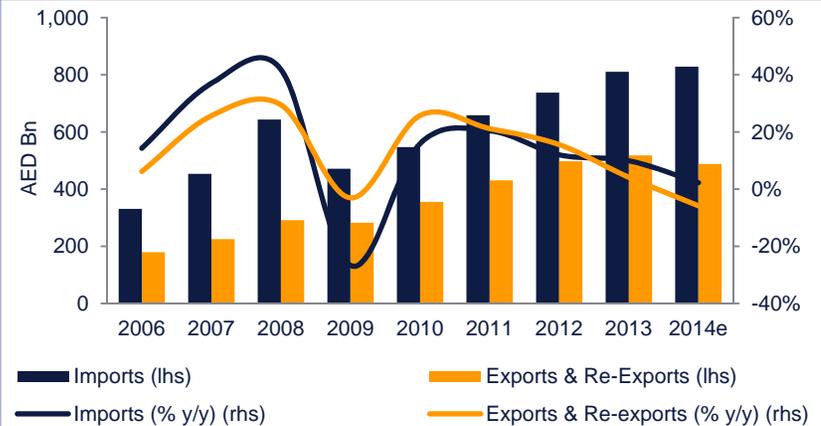
Source: STR Global, Emirates NBD Research

## Dubai Airports Passenger Traffic



Source: Dubai Airports, Emirates NBD Research

## Dubai: External Trade Growth Trends



Source: Dubai Statistics Centre

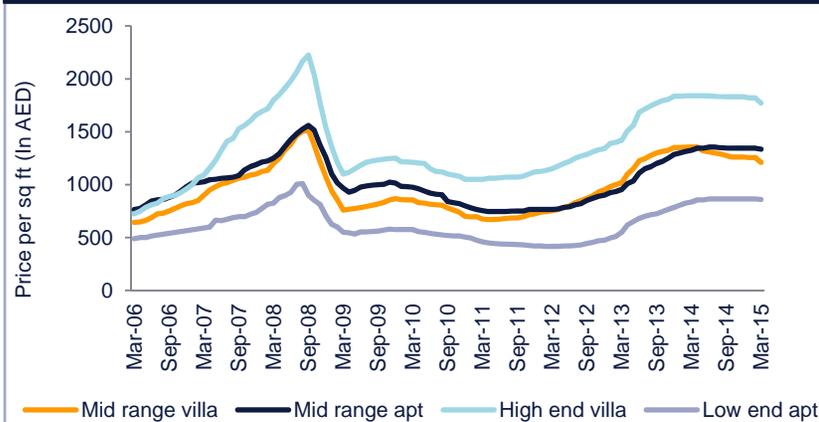
# Dubai Economic Overview (3/3)



## Highlights

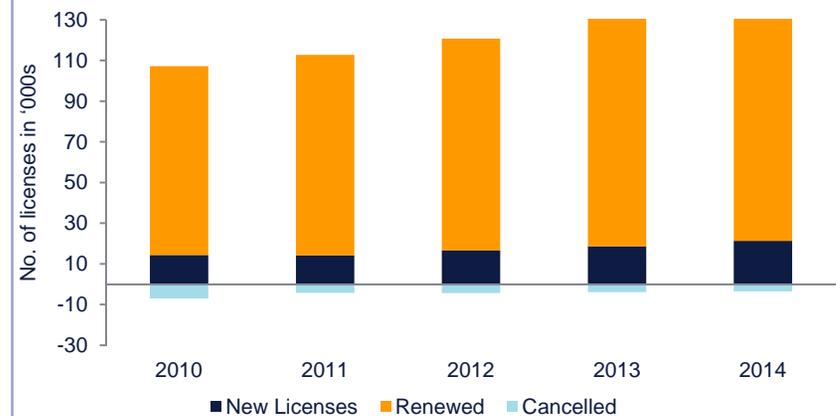
- Higher transaction fees and mortgage caps implemented in 2014 have helped to cool the market. Residential real estate prices continue to ease, but on low volumes, particularly in the villa sector. Mid-range villa prices declined -10.7% y/y in March 2015, with high-end villas down -3.8% y/y.
- **Medium term outlook is balanced**, with growth prospects in the 'affordable housing' sector.
- **Commercial property prices have stabilized**, with price per square foot unchanged over the last three quarters.

## Dubai Residential Property Prices



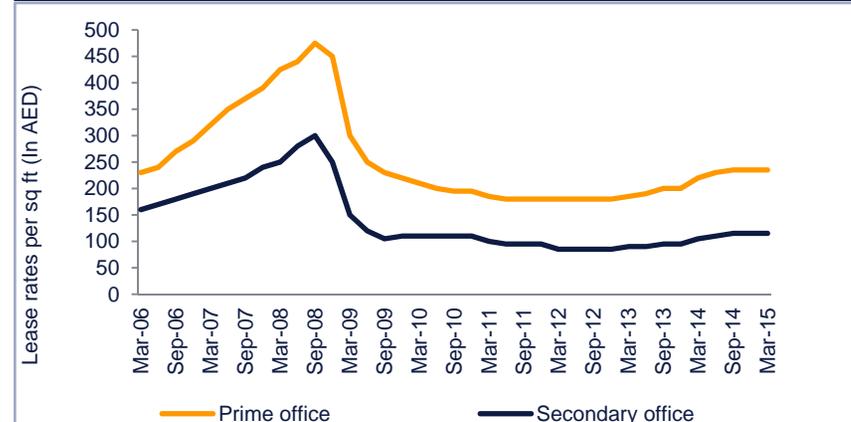
Source: Cluttons via Bloomberg, Emirates NBD Research

## Business Licenses Issued\*



Source: DSC, \*Licenses issued by DED only (excludes Freezones)

## Dubai Commercial Property Lease Rates



Source: Cluttons via Bloomberg, Emirates NBD Research

# UAE Banking Market Overview



Operating Environment

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Financial & Operating Performance

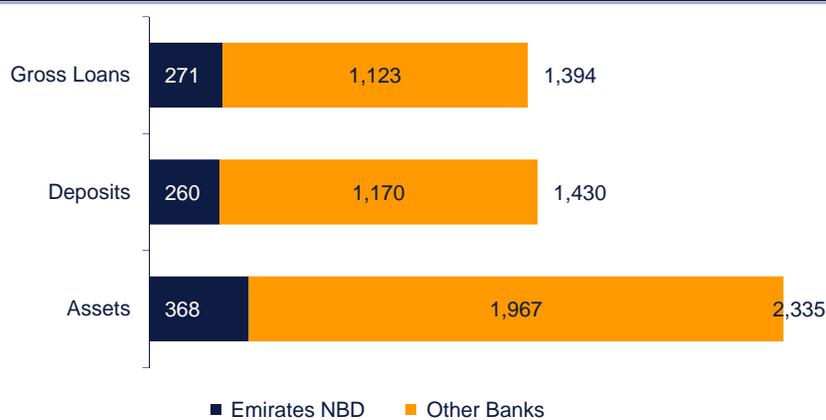
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## Highlights

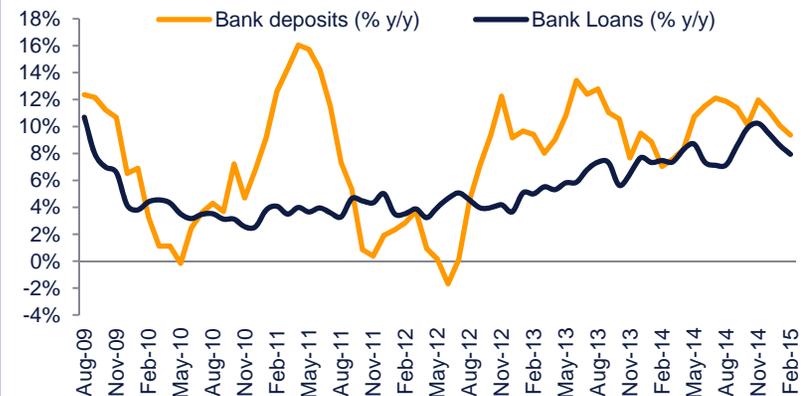
- UAE Banking sector is the largest by assets in the GCC.** Sector is dominated by 23 local banks which account for more than 75% of banking assets; 28 foreign banks account for the remainder.
- Banking sector liquidity remains strong** despite decline in oil price, with loan-to-deposit ratio at 97.5% as of February 2015. Money supply growth remains robust at 8.5% y/o/y (Feb-15).
- Loan growth steady around the 8% mark while bank deposit growth stayed around the 10% mark over the three months to February 2015.

## Composition of UAE Banking Market (AED Bn)



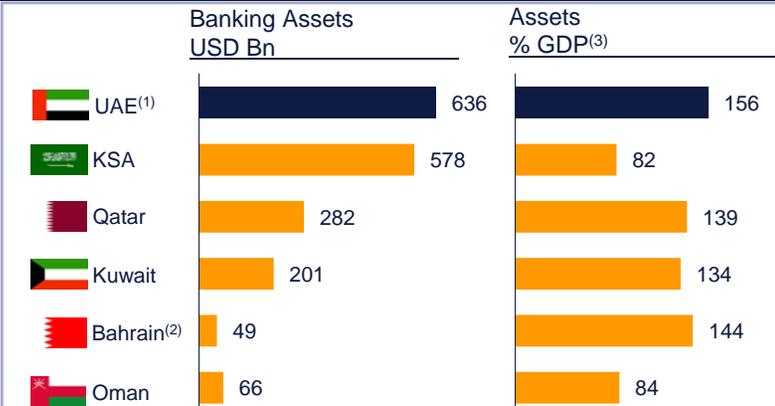
Source: UAE Central Bank Statistics as at Feb 2015, ENBD data as of Q1 2015.

## Bank Deposit and Loan Growth\*



Source: UAE Central Bank, \*loan growth gross of provisions

## GCC Banking Market



1) Includes Foreign Banks; 2) Excludes Foreign Banks; 3) GDP data is for FY 2015 forecasted. Bahrain and Oman as at Dec 2014; UAE, Kuwait and Saudi as at Feb 2015; Qatar as at Mar 2015  
Source: UAE Central Bank; National Central Banks and Emirates NBD forecasts

# Emirates NBD is a leading banking group in the region and the largest bank in the UAE



Operating Environment

## Size

- One of the largest financial institutions (by asset size) in the GCC

Emirates NBD Profile

## Flagship

- Flagship bank for Dubai Government

## Ownership

- 56% owned by Dubai Government

Financial & Operating Performance

## Profitable

- Consistently profitable; despite significant headwinds during the global financial crisis

## Diversified offering

- Fully fledged, diversified financial services offering

## Geographic presence

- Ever increasing presence in the UAE, the GCC and globally

Strategy

## Growth

- Well positioned to grow and deliver outstanding value to its shareholders, customers, and employees

Appendix

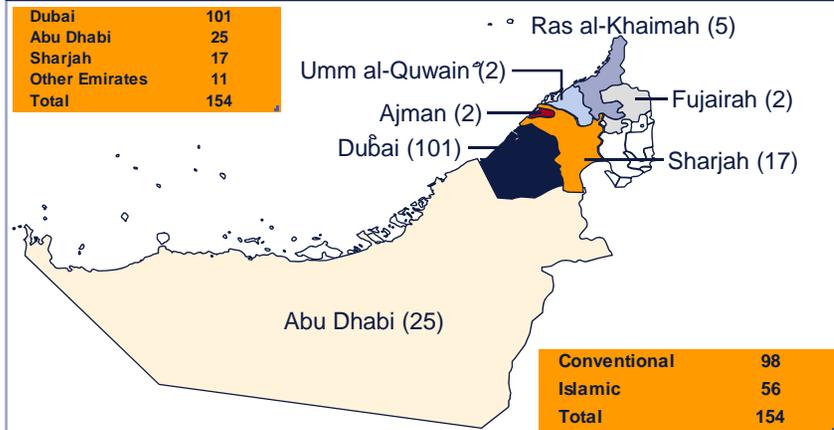
# Emirates NBD at a glance



## A Leading Bank in the UAE

- Market share in UAE (at 31 Mar 2015):**
  - Assets c.15.7%; Loans c.18.2%
  - Deposits c.19.4%
- Retail market shares (estimated at 31 Mar 2015):**
  - Personal loans c.14%
  - Home loans c.4%
  - Auto loans c.15%
  - Credit cards c.17%
  - Debit cards c.24%
- Fully fledged financial services offerings** across retail banking, private banking, wholesale banking, global markets & trading, investment banking, brokerage, asset management, merchant acquiring and cards processing

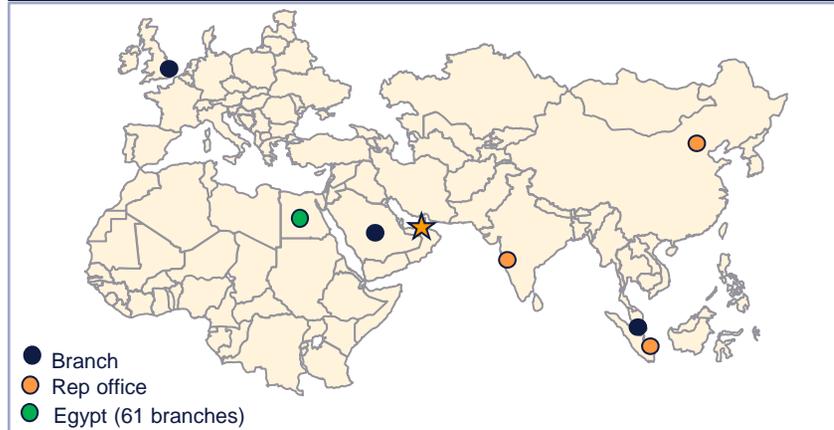
## Largest Branch Network in the UAE



## Credit Ratings

	Long Term	Short Term	Outlook
	Baa1	P-2	Stable
	A+	F1	Stable
	A	A1	Stable

## International Presence



# Emirates NBD is the largest bank in the UAE by Operating Income, Net Profit, Loans and Deposits in Q1 2015



x% Q1 2015 vs. Q1 2014

Operating Environment

Emirates NBD Profile

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Strategy

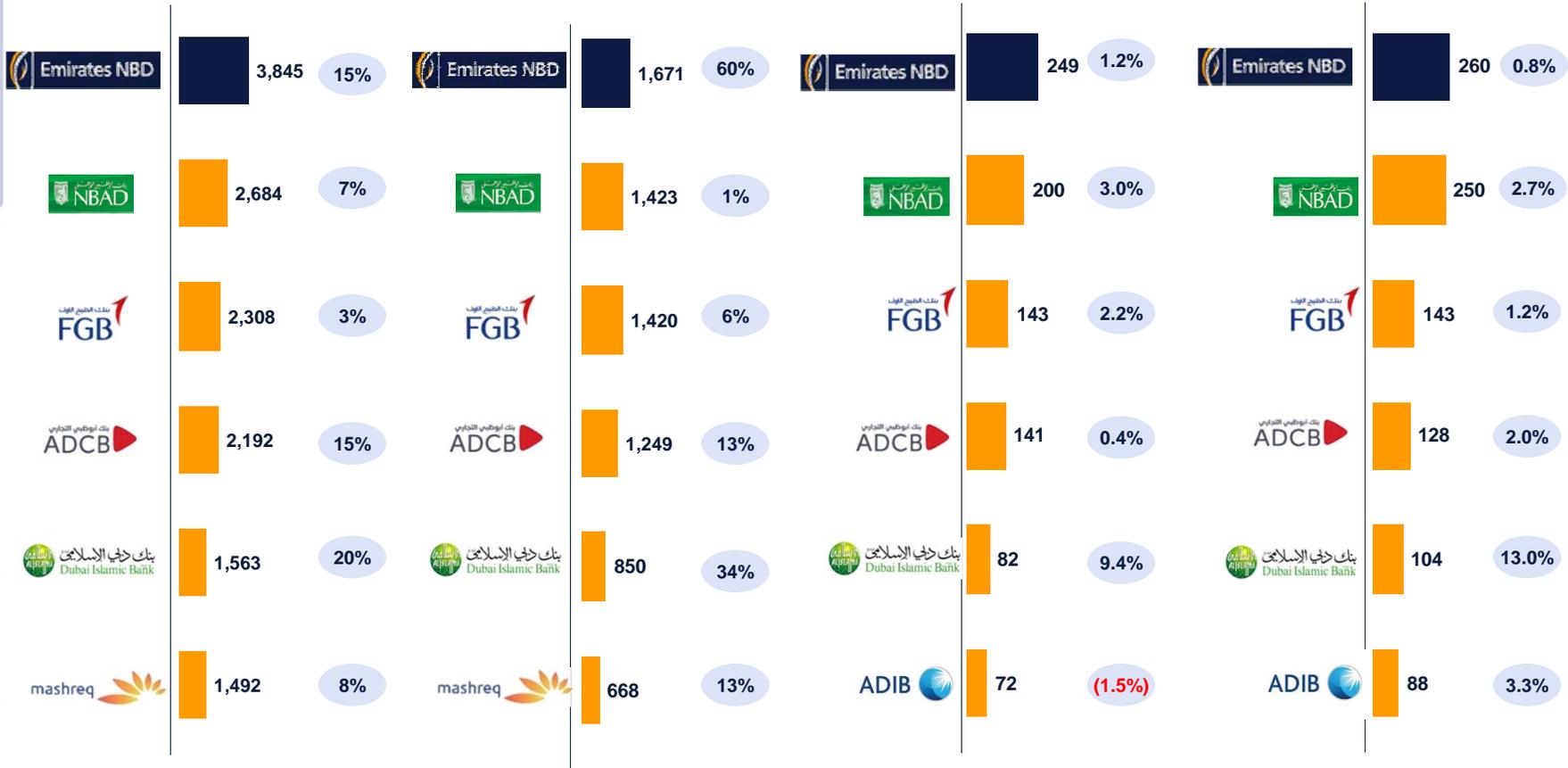
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## Operating income AED Mn, Q1 2015

## Net profit AED Mn, Q1 2015

## Net Loans AED Bn, Q1 2015

## Total Deposits AED Bn, Q1 2015

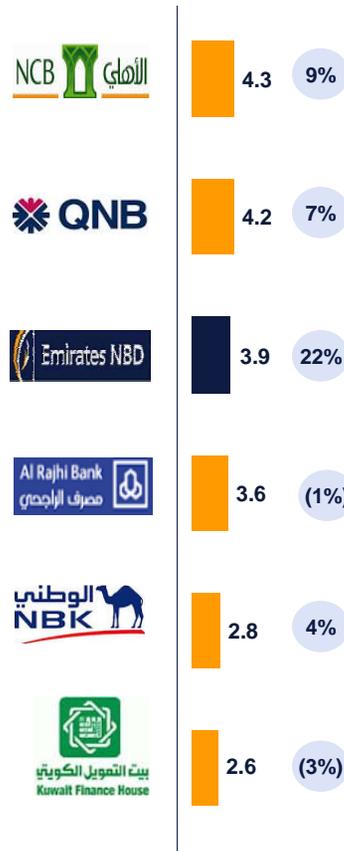


# Emirates NBD is among top 3 banks in the GCC by Operating Income, Loans and Deposits in 2014



x% 2014 vs. 2013

## Operating income USD Bn, 2014



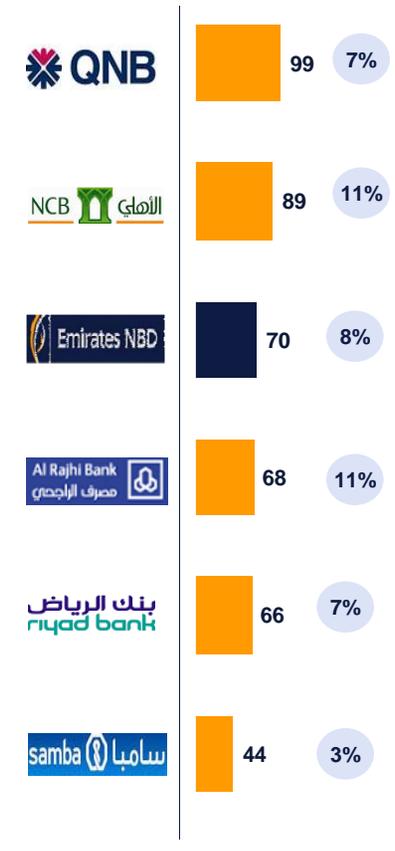
## Net Profit USD Bn, 2014



## Net Loans USD Bn, 2014



## Deposits USD Bn, 2014



# Profit and Balance Sheet Growth in Recent Years



Operating Environment

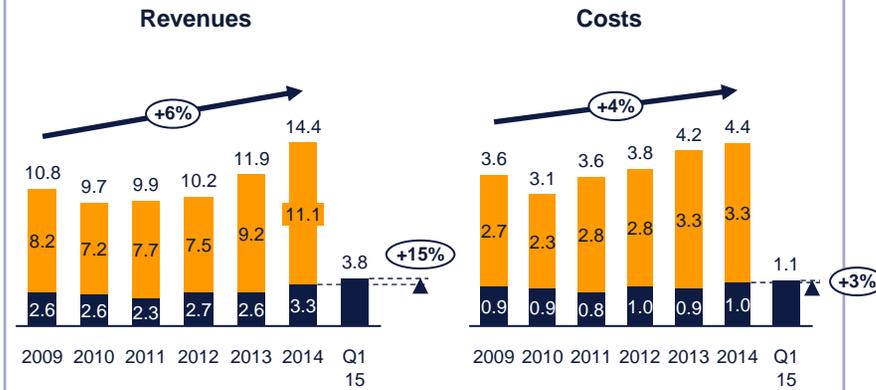
Emirates NBD Profile

Financial & Operating Performance

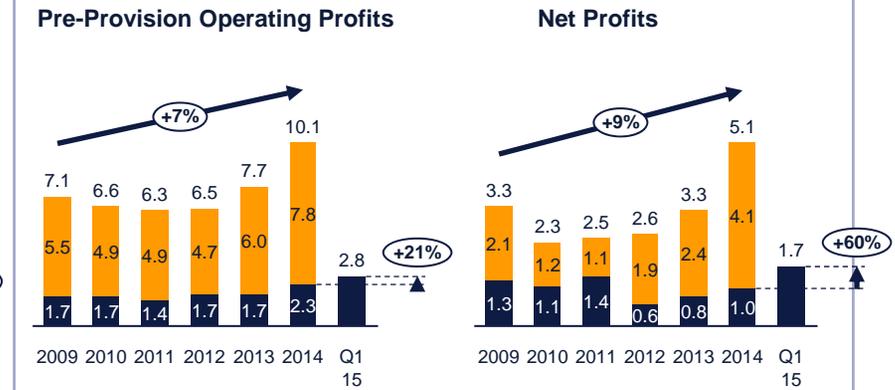
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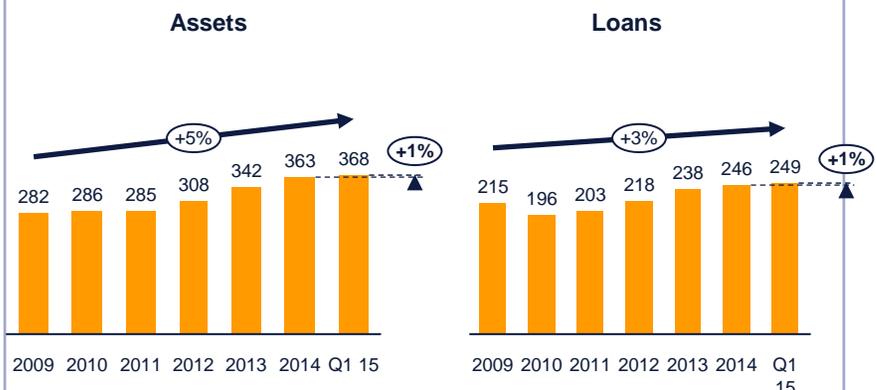
## Revenues and Costs (AED Bn)



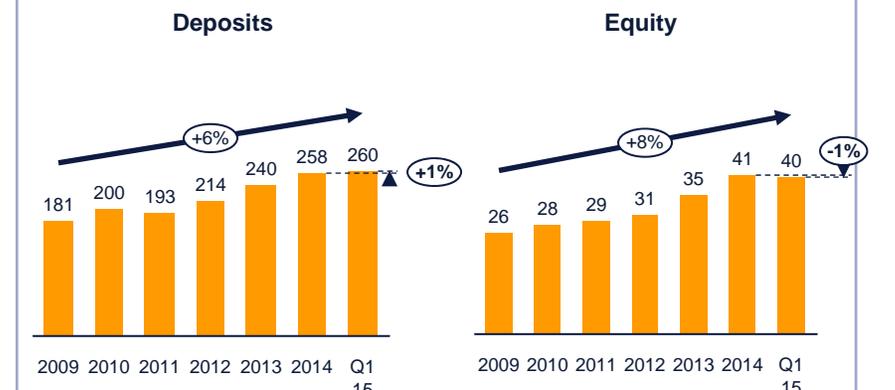
## Profits (AED Bn)



## Assets and Loans (AED Bn)



## Deposits and Equity (AED Bn)



Equity is Tangible Shareholder's Equity excluding Goodwill and Intangibles.; All P&L numbers are YTD, all Balance Sheet numbers are at end of period  
Source: Financial Statements

# Q1-15 Financial Results Highlights

## Highlights

- Net profit of AED 1,671 Mn for Q1-15 improved 60% y-o-y and 36% q-o-q
- Net interest income rose 11% y-o-y mainly due to growth in Retail assets and a lower cost of funds. NII is flat q-o-q due to NIMs remaining stable and marginal asset growth
- Non-interest income improved 23% y-o-y and 26% q-o-q due to increases in foreign exchange and derivative income, higher asset management fees and gains from the sale of investment property
- Costs increased 3% y-o-y but reduced by 8% q-o-q. Cost trends comfortably within guidance and continue to remain well managed
- NPL ratio stable at 7.8%
- Provisions of AED 1,085 Mn further boosted coverage ratio to 103.9%
- AD ratio of 95.6% within management range
- NIMs maintained at 2.90% q-o-q despite a competitive environment

## Key Performance Indicators

AED Mn	Q1-15	Q1-14	Better / (Worse)	Q4-14	Better / (Worse)
Net interest income	2,485	2,232	11%	2,473	0%
Non-interest income	1,360	1,102	23%	1,082	26%
<b>Total income</b>	<b>3,845</b>	<b>3,333</b>	<b>15%</b>	<b>3,555</b>	<b>8%</b>
Operating expenses	(1,079)	(1,050)	(3%)	(1,177)	8%
<b>Pre-impairment operating profit</b>	<b>2,766</b>	<b>2,283</b>	<b>21%</b>	<b>2,378</b>	<b>16%</b>
Impairment allowances	(1,085)	(1,267)	14%	(1,163)	7%
<b>Operating profit</b>	<b>1,681</b>	<b>1,016</b>	<b>65%</b>	<b>1,214</b>	<b>38%</b>
Share of profits from associates	36	61	(41%)	51	(29%)
Taxation charge	(46)	(35)	(31%)	(39)	(16%)
<b>Net profit</b>	<b>1,671</b>	<b>1,042</b>	<b>60%</b>	<b>1,226</b>	<b>36%</b>
Cost: income ratio (%)	28.1%	31.5%	3.4%	33.1%	5.0%
Net interest margin (%)	2.90%	2.75%	0.15%	2.91%	(0.01%)

AED Bn	31-Mar-15	31-Mar-14	%	31-Dec-14	%
Total assets	367.5	347.1	6%	363.0	1%
Loans	248.9	239.7	4%	246.0	1%
Deposits	260.4	251.5	4%	258.3	1%

# Net Interest Income



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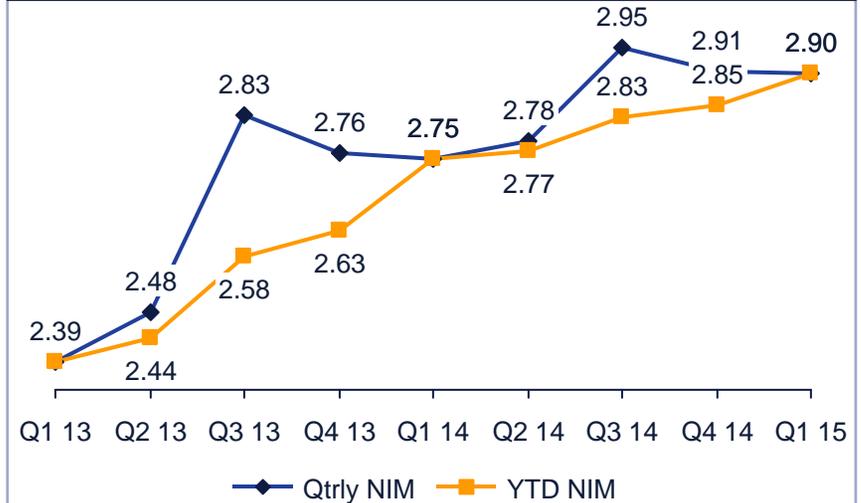
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## Highlights

- NIMs steady in Q1-15 vs. Q4-14 at 2.90% and widened 15 bps vs. Q1-14
- Loan spreads declined marginally q-o-q and improved 6 bps y-o-y due to higher yielding Islamic products and time loans
- Deposit spreads improved 2bps q-o-q supported by CASA growth and improved 9 bps y-o-y due to CASA growth and repayment of MOF Tier 2 deposits in 2014
- Treasury spreads increased by 2bps q-o-q as interest earned from bank placements more than offset the higher cost of term debt
- Guidance for NIMs in 2015 in the range of 2.7 - 2.8%

## Net Interest Margin (%)



## Net Interest Margin Drivers (%)



# Non-Interest Income

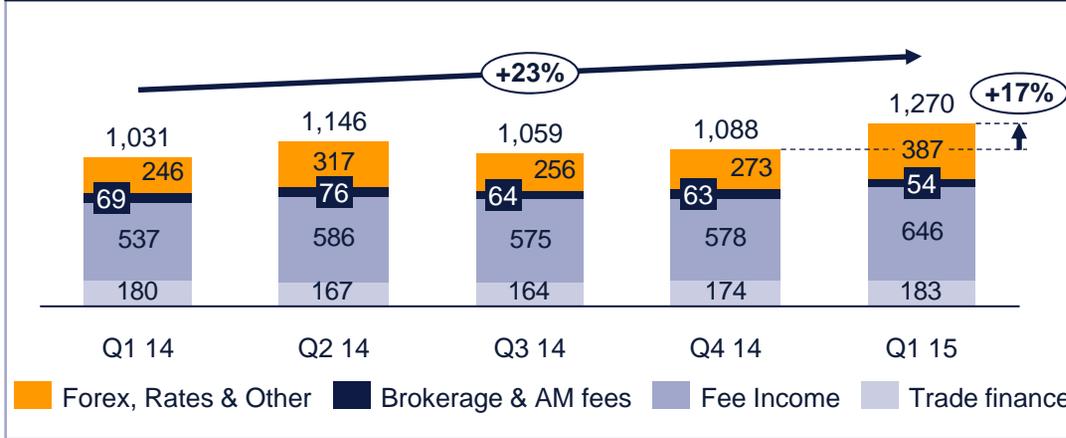
## Highlights

- Non-interest income improved 26% q-o-q driven by increases in foreign exchange and derivative income, higher asset management fees and credit card volumes and gains from the sale of investment property
- Additional DirectRemit destinations, such as Pakistan in Q1-15, are expected to help sustain and grow non-interest income
- Property income improved significantly helped by a number of bulk sales. Income from sale of Property and Investment securities does tend to be more volatile

## Composition of Non Interest Income (AED Mn)

AED Mn	Q1-15	Q1-14	Better / (Worse)	Q4-14	Better / (Worse)
Core gross fee income	1,270	1,031	23%	1,088	17%
Fees & commission expense	(175)	(157)	(11%)	(118)	(48%)
<b>Core fee income</b>	<b>1,095</b>	<b>874</b>	<b>25%</b>	<b>970</b>	<b>13%</b>
Property income / (loss)	170	115	48%	101	68%
Investment securities	95	111	(14%)	12	692%
<b>Total Non Interest Income</b>	<b>1,360</b>	<b>1,102</b>	<b>23%</b>	<b>1,082</b>	<b>26%</b>

## Trend in Core Gross Fee Income (AED Mn)

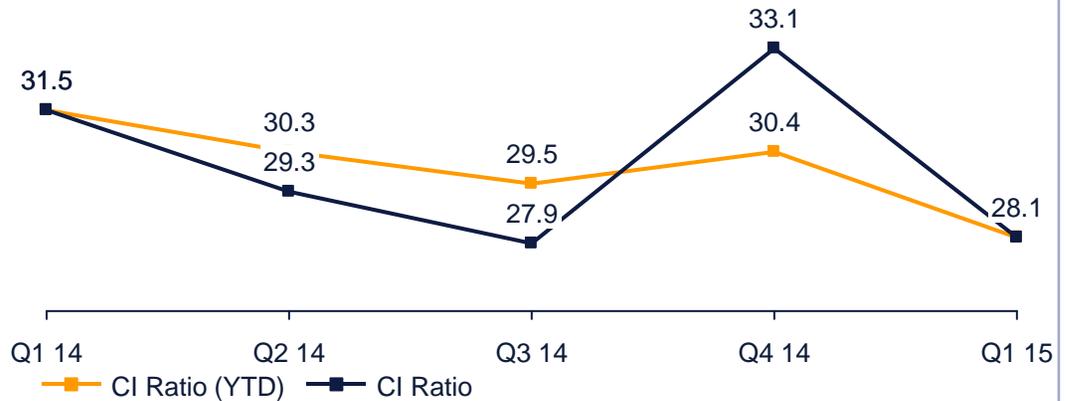


# Operating Costs and Efficiency

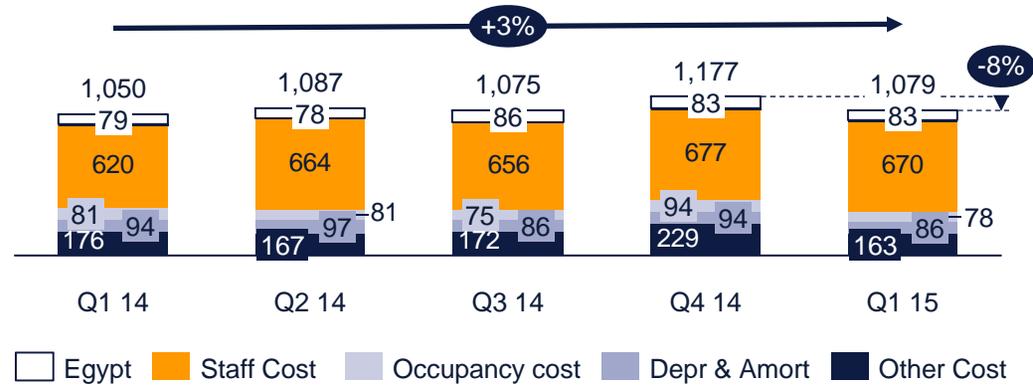
## Highlights

- Costs decreased by 8% q-o-q in Q1-15 and increased by 3% y-o-y
- Cost to Income Ratio improved by 5% q-o-q to 28.1% due to growth in non-interest income and a control on costs. Adjusted for one-offs, Cost to Income Ratio would be 30.2% for Q1-15
- The longer term management target for cost to income ratio is 33% which provides headroom for future investment

## Cost to Income Ratio (%)



## Cost Composition (AED Mn)



# Credit Quality



Operating Environment

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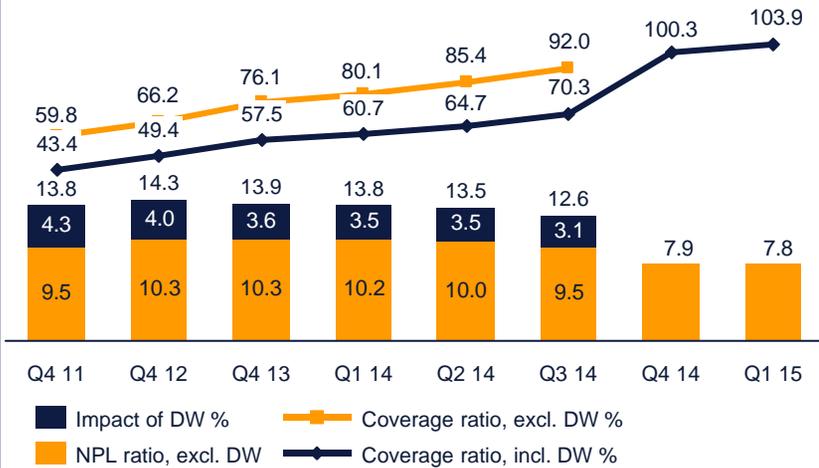
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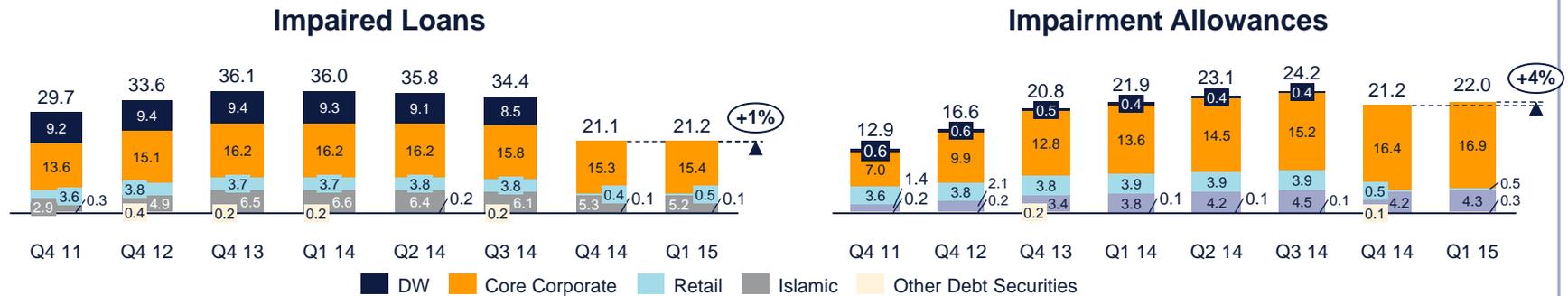
## Highlights

- NPL ratio improved marginally to 7.8%
- Impaired loans increased by AED 0.1 Bn
- Q1 2015 net impairment charge of AED 1.1 Bn
- Coverage ratio increased to 103.9%

## Impaired Loan & Coverage Ratios (%)



## Impaired Loans and Impairment Allowances (AED Bn)



# Capital Adequacy



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Emirates NBD Profile

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## Highlights

- CAR decreased by 0.6% to 20.5% and Tier 1 ratio decreased by 0.5% to 17.5% in Q1-15 due to:
  - Annual dividend payment exceeding the quarterly retained profit
  - Marginal increase in credit risk weighted assets

## Capital Movements (AED Bn)

Q4-14 to Q1-15 (AED Bn)	Tier 1	Tier 2	Total
<b>Capital as at 31-Dec-2014</b>	<b>39.7</b>	<b>6.7</b>	<b>46.4</b>
Net profits generated	1.7	-	1.7
FY 2014 dividend paid	(1.9)	-	(1.9)
Tier 1 Issuance/Repayment	-	-	-
Tier 2 Issuance/Repayment	-	-	-
Amortisation of Tier 2	-	-	-
Interest on T1 securities	(0.1)	-	(0.1)
Goodwill	0.1	-	0.1
Other	(0.1)	0.1	0.0
<b>Capital as at 31-Mar-2015</b>	<b>39.2</b>	<b>6.8</b>	<b>46.0</b>

## Capitalisation



## Risk Weighted Assets – Basel II (AED Bn)

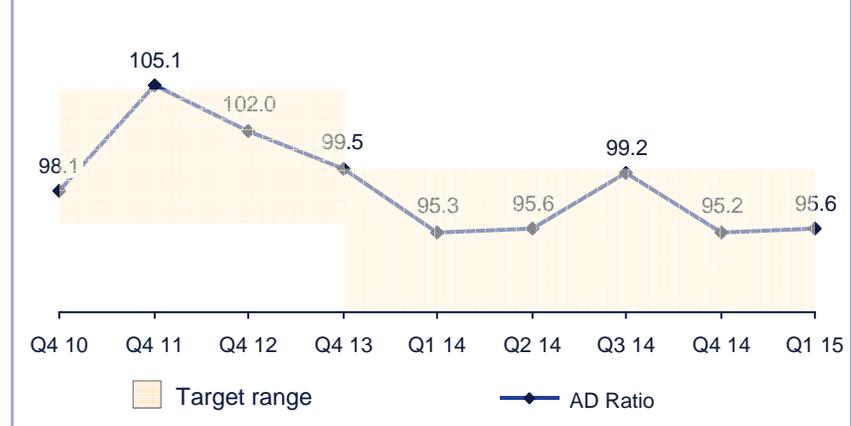


# Funding and Liquidity

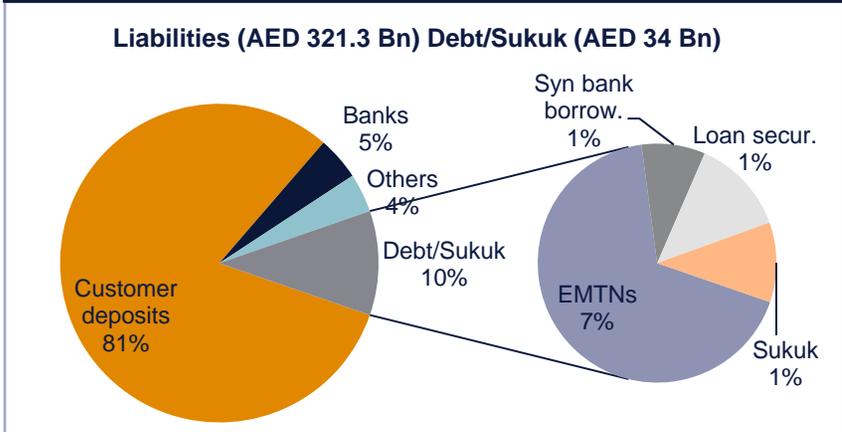
## Highlights

- AD ratio of 95.6% within 90-100% management target range
- Liquid assets\* of AED 50.3 Bn as at Q1-15 (15.7% of total liabilities)
- Maturity Profile of Debt Issued significantly extended in Q1 2015 thanks to,
  - Issue of AUD 450 Mn 7-year notes
  - Issue of EUR 550 Mn 7-year notes
  - Issue of over USD 430 Mn of private placements in 6 currencies
- Modest maturity profile affords Emirates NBD ability to consider public and private debt issues opportunistically
- Debt and Sukuk issuance now represent 10% of total liabilities

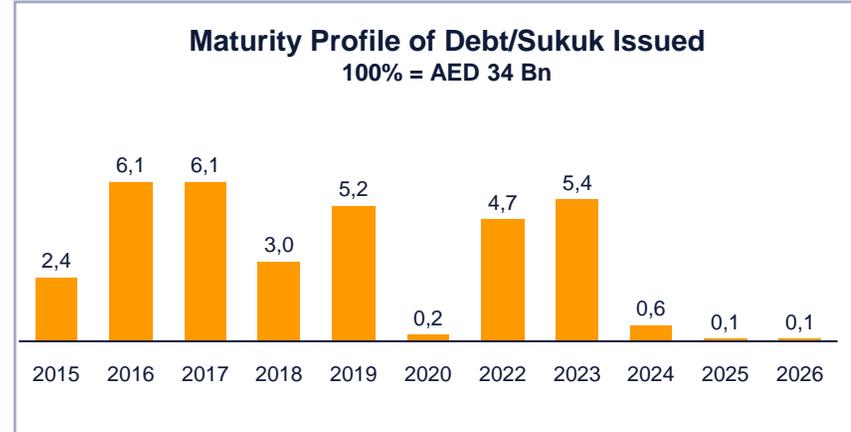
## Advances to Deposit (AD) Ratio (%)



## Composition of Liabilities/Debt Issued (%)



## Maturity Profile of Debt Issued (AED Bn)



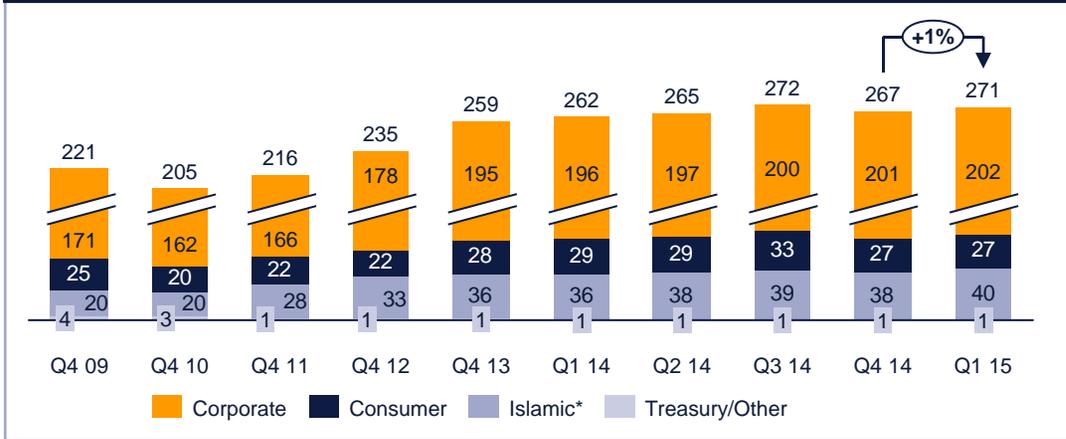
\*including cash and deposits with Central Banks but excluding interbank balances and liquid investment securities

# Loan and Deposit Trends

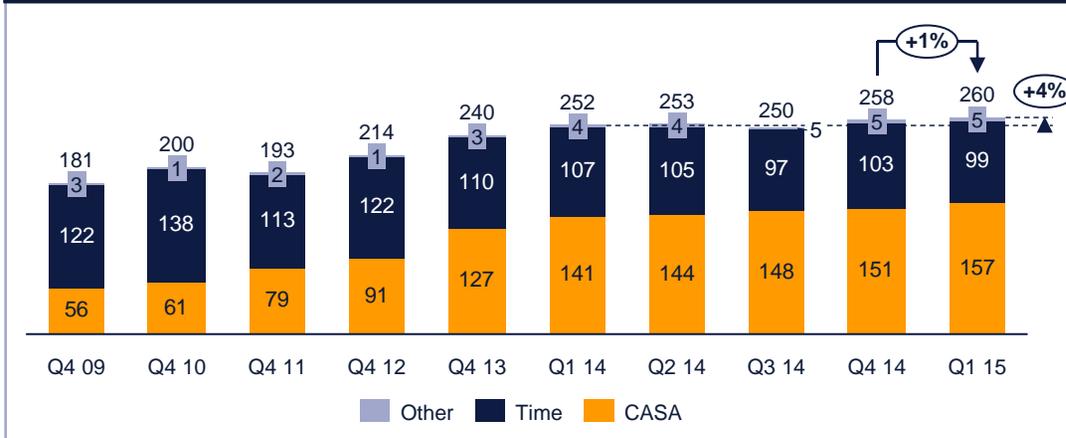
## Highlights

- Gross loans grew 1% since end 2014 mainly due to growth in Islamic financing
- Islamic financing grew 6% since end 2014
- Consumer lending grew 1% since end 2014, mainly due to personal loans and auto loans
- Deposits increased 1% q-o-q and 4% y-o-y in Q1-15
- Strategic push to grow CASA continued in Q1 2015:
  - CASA deposits up 4% q-o-q and 11% y-o-y
  - CASA deposits as a percentage of total deposits have increased to 60% in Q1-15, up from 43% at end 2012 and 53% at end 2013

## Trend in Gross Loans by Type (AED Bn)

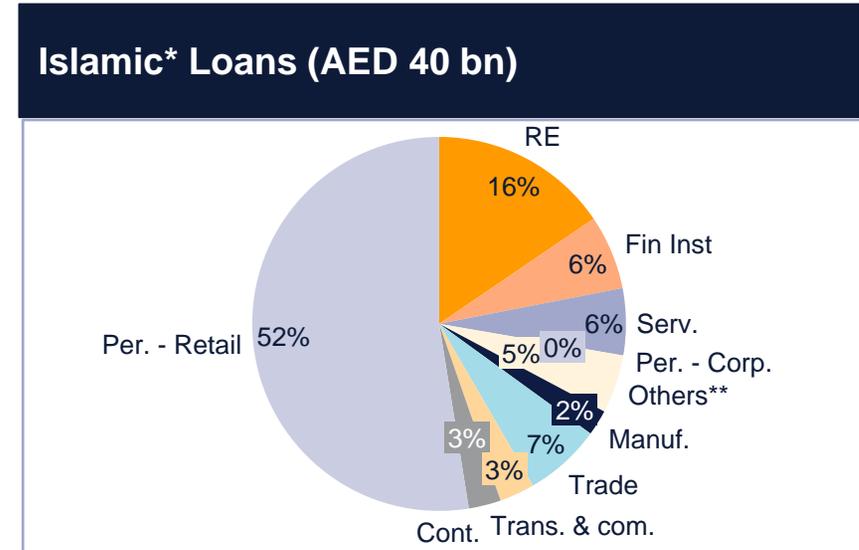
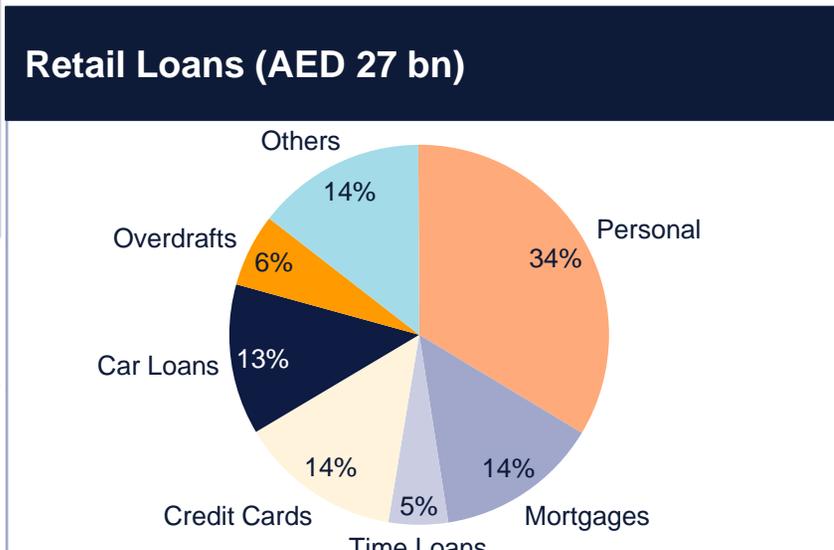
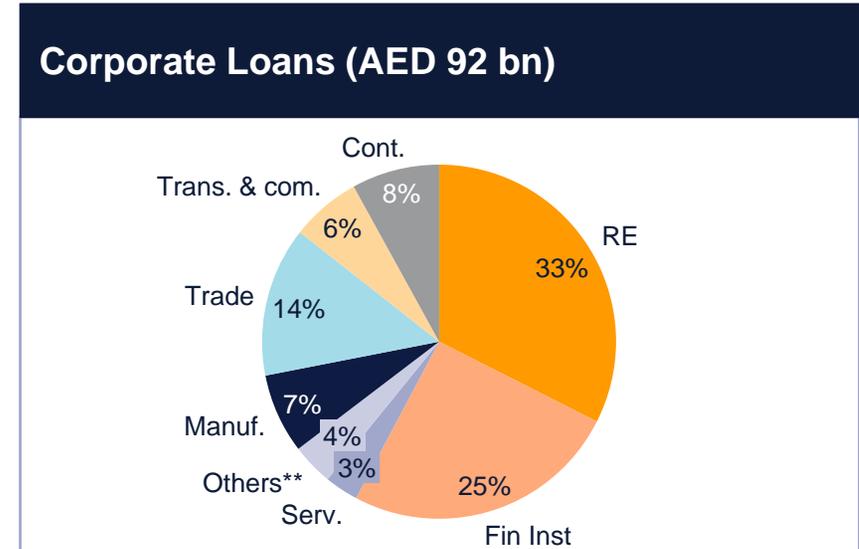
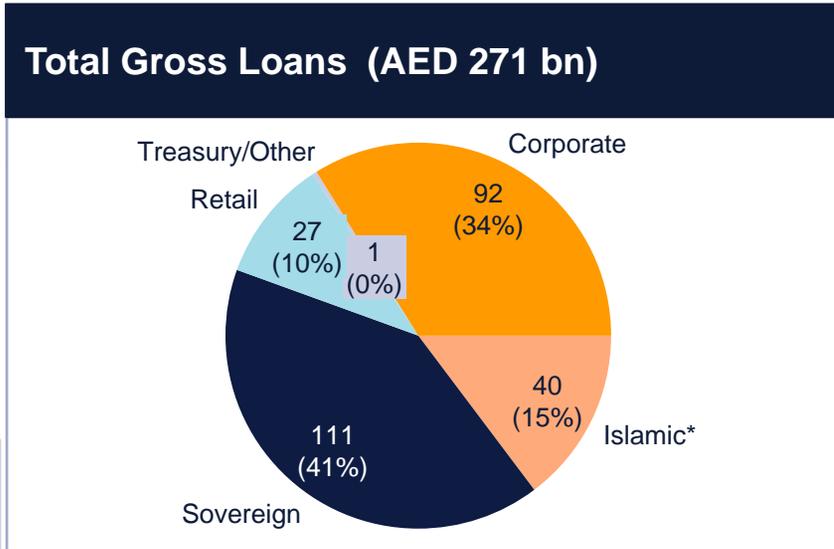


## Trend in Deposits by Type (AED Bn)



\* Gross Islamic Financing Net of Deferred Income

# Loan Composition



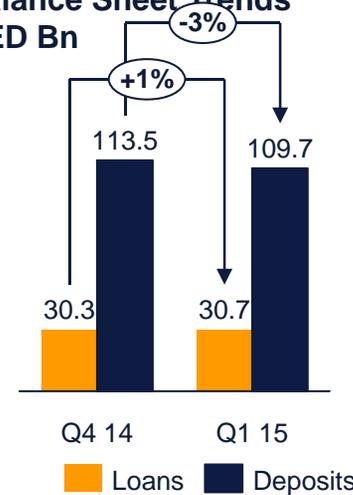
\*Islamic loans net of deferred income; \*\*Others include Agriculture and allied activities and Mining and quarrying

# Divisional Performance

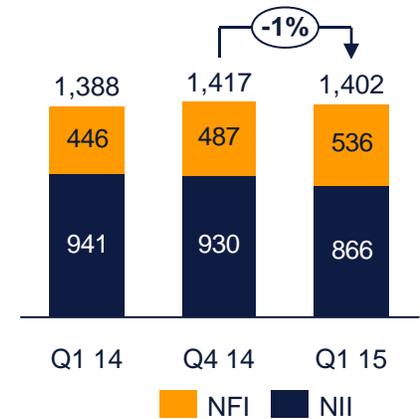
## Retail Banking & Wealth Management

- Retail business has grown but revenue stable due to a change in internal transfer pricing
- Deposits declined 3% from end 2014 as more expensive time deposits were retired
- Loans grew 1% from end 2014
- The bank has improved its distribution as part of its channel optimization strategy and had 530 ATMs and 98 branches as at 31-March-2015
- RBWM offers an award winning 'best-in-class' online and mobile banking solutions and continue to launch innovative services such as the e-IPO and DirectRemit

**Balance Sheet Trends**  
AED Bn



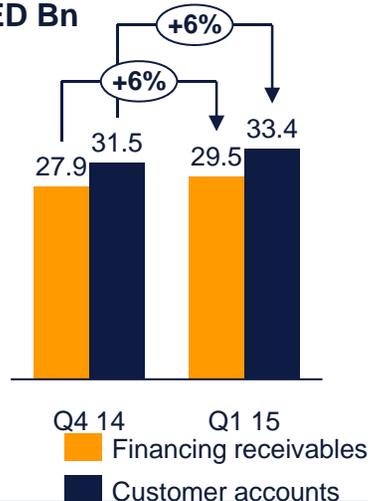
**Revenue Trends**  
AED Mn



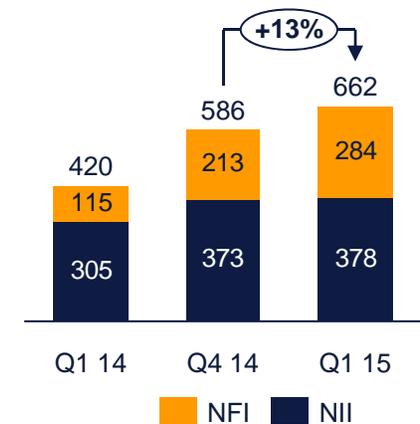
## Islamic Banking

- Islamic Banking revenue continues to grow strongly, improving 13% q-o-q
- Financing receivables grew 6% from end 2014
- Customer accounts also increased by 6% from end 2014
- Emirates Islamic delivered healthy increase in NFI thanks to ongoing success of the murabaha trading platform and increased revenue from the sale of takaful or insurance products
- At Q1-15, EI had 56 branches and an ATM & CDM network of 167

**Balance Sheet Trends**  
AED Bn



**Revenue Trends**  
AED Mn



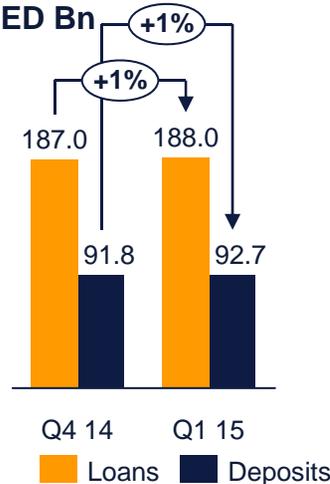
# Divisional Performance (cont'd)



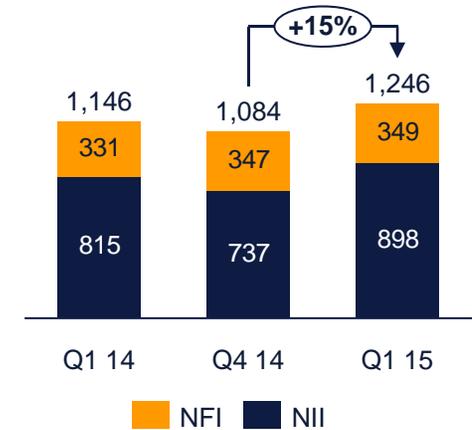
## Wholesale Banking

- Wholesale Banking revenues grew 15% q-o-q
- Loans grew 1% from end 2014
- Deposits also grew by 1% from end 2014
- Focus during 2015 is on enhancing customer service quality in key sectors, share of wallet, increased cross-sell of Treasury and Investment Banking products and larger Cash Management and Trade Finance penetration

**Balance Sheet Trends**  
AED Bn



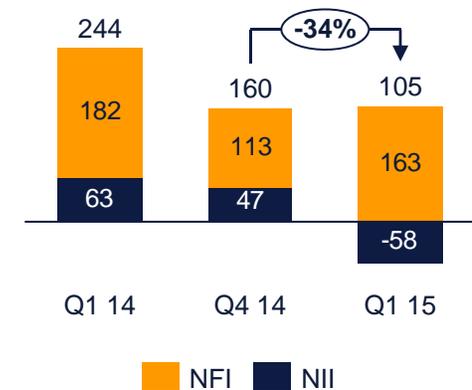
**Revenue Trends**  
AED Mn



## Global Markets & Treasury

- Revenue at AED 105 Mn declined 34% q-o-q
- NII fell as some balance-sheet hedges rolled off and the size of the investment portfolio reduced.
- Sales revenue grew on higher volumes in Interest Rate hedging products and Foreign Exchange Sales. Trading revenues increased as the Foreign Exchange trading desk delivered a strong performance.
- GMT expects Sales & Trading revenues to be strong in 2015 as more corporate clients look to hedge their interest rate exposures on the expectation that global interest rates will start to rise

**Revenue Trends**  
AED Mn



# Summary



Operating Environment	<b>Profitability</b>	<ul style="list-style-type: none"><li>Net profit of AED 1.7 Bn for Q1-15 improved 60% y-o-y due to higher income, stable costs and lower provisions</li></ul>
Emirates NBD Profile	<b>Income</b>	<ul style="list-style-type: none"><li>Total income rose 15% y-o-y to AED 3.8 Bn helped by an improving asset mix, strong fee income and efficient funding base</li></ul>
	<b>CI Ratio</b>	<ul style="list-style-type: none"><li>Costs increased 3% y-o-y, improving the Cost to Income ratio by 3.4% to 28.1% in Q1-15</li></ul>
Financial & Operating Performance	<b>Provisions</b>	<ul style="list-style-type: none"><li>Impairment allowances improved by 14% y-o-y to AED 1.1 Bn, strengthening the coverage ratio to 103.9%</li></ul>
	<b>Credit Quality</b>	<ul style="list-style-type: none"><li>NPL ratio improved to 7.8%</li></ul>
	<b>Net Interest Margin</b>	<ul style="list-style-type: none"><li>NIMs steady at 2.90% in Q1-15</li></ul>
Strategy	<b>Capital and Liquidity</b>	<ul style="list-style-type: none"><li>Tier 1 ratio declined by 0.5% due to annual dividend payment</li><li>AD ratio stable at 95.6% whilst term liabilities extended by \$1 billion 7 year issuance</li></ul>
Appendix	<b>Outlook</b>	<ul style="list-style-type: none"><li>Some signs of a slowdown in the economy due to lower oil prices and a strong dollar, but this is from a relatively high base</li><li>The Bank's strong balance sheet is able to take advantage of any regional growth opportunities</li></ul>

**Emirates NBD's core strategy is focused on the following building blocks**

Operating Environment

**Key Objective**

**Deliver an excellent customer experience**

Emirates NBD Profile

**Strategic Levers**

**Drive core business**

**Run an efficient organization**

**Drive geographic expansion**

Financial & Operating Performance

Strategy

**Enablers**

**Build a high performing organization**

Appendix

# Strategic priorities for 2015



	Priorities	Focus Areas
Operating Environment	<p><b>1</b></p> <p><b>Deliver an excellent customer experience</b></p>	<ul style="list-style-type: none"> <li>• Continue to deliver superior customer experience through better service and product offerings</li> <li>• Drive front line cultural/ behavior change</li> <li>• Reinforce ENBD's position as a digital innovator in the region via best-in-class online and mobile banking services</li> <li>• Enhance customer relationships in Wholesale Banking through new tools</li> </ul>
Emirates NBD Profile	<p><b>2</b></p> <p><b>Build a high performing organization</b></p>	<ul style="list-style-type: none"> <li>• Increase nationalization efforts with a focus on developing local leadership talent</li> <li>• Improved performance and reward management</li> <li>• Continue raising Employee Engagement level to meet global standards</li> </ul>
Financial & Operating Performance	<p><b>3</b></p> <p><b>Drive core business</b></p>	<ul style="list-style-type: none"> <li>• Drive asset growth through the fast growing Retail and Islamic franchises</li> <li>• Diversify loans portfolio to include broader representation of sectors and markets</li> <li>• Increase penetration in key Wholesale Bank growth sectors, e.g., Trade Finance, Manufacturing</li> <li>• Increase fee and commission income, e.g., via increased Trade Finance penetration and improved Treasury product offering</li> </ul>
Strategy	<p><b>4</b></p> <p><b>Run an efficient organization</b></p>	<ul style="list-style-type: none"> <li>• Drive digital channel adoption to lower transaction costs</li> <li>• Develop robust risk and compliance culture to meet enhanced regulatory standards</li> <li>• Streamline processes and procedures in key business units</li> </ul>
Appendix	<p><b>5</b></p> <p><b>Drive geographic expansion</b></p>	<ul style="list-style-type: none"> <li>• Complete IT and systems integration in Egypt by Q2 2015</li> <li>• Catalyze growth in current international markets by focusing on cross border trade and other opportunities</li> <li>• Continue to evaluate potential organic and inorganic opportunities in selected markets</li> </ul>

# 2015 Awards



Operating Environment

## Best Bank and Best Regional Bank Awards

- Emirates NBD Capital won 'Best Sukuk house' and 'Best local Investment Bank' in the UAE at EMEA Finance's Middle East Banking Awards 2014
- Emirates NBD won 'Most Innovative Bank' in Pan-Middle East at EMEA Finance's Middle East Banking Awards 2014
- Emirates NBD named Best Private Bank in the UAE for Philanthropy and Social Impact Investing by Euromoney
- Emirates NBD named Best Retail Bank in the Middle East and the UAE by the Asian Banker
- Group CEO named "Best CEO in the Region" at TOP CEO awards by TRENDS magazine and INSEAD

Emirates NBD Profile

## Asset Management and Consumer Finance Awards

- Emirates NBD Asset Management won three awards at MENA Fund Manager Performance Awards
  - UAE Asset Manager of the Year for third consecutive year
  - Fixed Income Fund of the Year for the Emirates MENA Fixed Income Fund
  - Real Estate Fund of the Year for the Emirates Real Estate Fund
- Emirates NBD Asset Management won at Fund Selector Asia Awards 2015

Financial & Operating Performance

## Marketing, Social Media and Customer Engagement Awards

- Emirates NBD ranked among top 25 Global Banks on Social Media
- Emirates NBD named the most valuable banking brand in the UAE with a brand valuation of US\$1.78 billion
- Emirates NBD was recognised in first ever global Midas Brand Report 2014

Strategy

## Treasury, Emerging and Capital Markets Awards

- Emirates NBD won Best Financial Institution Borrower 2014 from Emeafinance

Appendix

## Other Awards

- Emirates NBD's "RISE – The Power of Small" campaign won four Gold and one Bronze awards in the Cristal MENA Awards event

## Large Deals Concluded in 2015

### PORT & FREE ZONE WORLD FZE

**USD 1,100,000,000**  
**CREDIT FACILITIES**  
**MARCH 2015**

*Initial Mandated Lead Arranger, Bookrunner and Underwriter*



### STANBIC BANK UGANDA LIMITED



**USD \$5,000,000**  
**EIGHTEEN MONTH TERM LOAN FACILITY**  
**JANUARY 2015**

*Initial Mandated Lead Arranger, Bookrunner, Coordinator, Documentation and Publicity Agent*



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