# Emirates NBD

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Trading the Silk Route: Opportunities in Turkey, MENA and Kazakhstan

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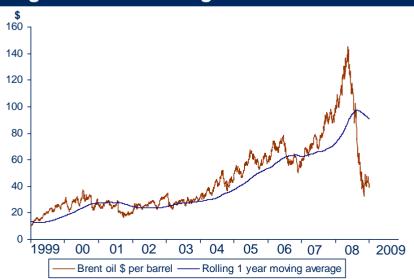
# **UAE Economic Update**

# **Emirates NBD**

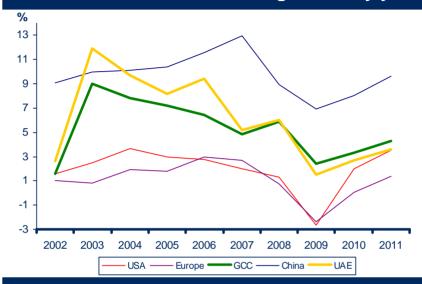
#### **Comments**

- ☐ GCC economies have approximately tripled in size in just 5 years, and their combined GDP should be well over \$1 trillion in 2008 up from \$805 billion in 2007
- □ Real GDP growth has averaged 6-7% pa over the last 5 years, only slightly below Asia's rapid pace. In the UAE it has averaged nearer to 9%
- □ Although most GCC countries are successfully diversifying their economies, on average about half of the GCC's GDP is still based on energy export revenues
- ☐ Oil prices around \$40/b are still high by historical standards with most budgets being based around these levels
- ☐ A new equilibrium oil price looks to have become established \$30-50 in the near term

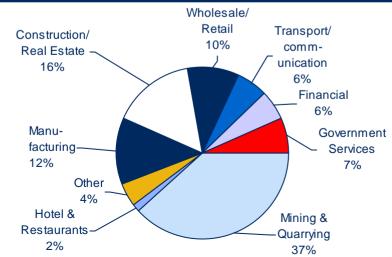
## Region's fortunes aligned to oil\*



#### Growth in context - Real GDP growth % y/y\*



# **UAE GDP breakdown by (2007)\***



\*Source: EIU. Emirates NBD forecasts

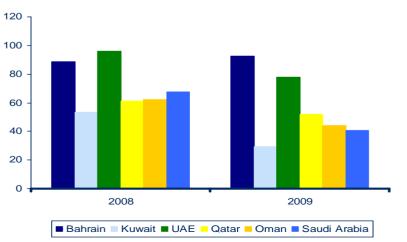
# UAE Economic Update (cont'd)



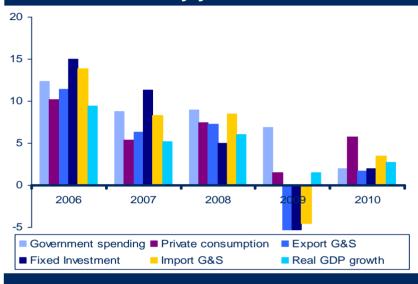
#### **Comments**

- □ UAE GDP grew approximately by 6% in 2008 on the back of still strong investment, a consumption boom and higher oil output, however, in 2009 the external environment combined with liquidity tightening and weakening demand should bring growth back towards 1.5%
- ☐ Of all the GCC economies the UAE is the most open with exports as a proportion of GDP approaching 100%. Dubai is the 3<sup>rd</sup> largest centre for re-exports in the world which itself represents 44% of GDP
- ☐ The 2009 budget is the largest in the country's history. After a budget surplus of around \$24.5bn last year (10% of GDP) the new budget of \$11.5bn represents a 21% increase, but it is still forecast to be balanced.

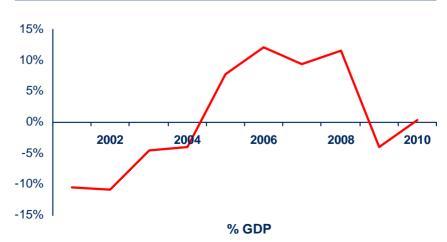
## GCC Exports as % of GDP\*



# **UAE Real GDP % y/y\***



#### **UAE Government Fiscal Balance\***



# UAE Economic Update (cont'd)

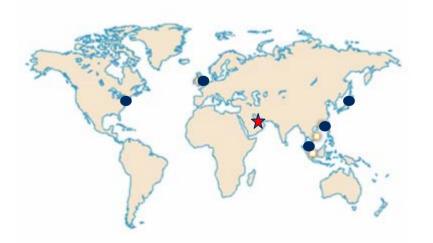


#### **Comments**

- UAE hit by global credit squeeze, caused by events largely outside its control
- UAE economy and banking system relatively well placed in comparison to many economies outside of the GCC
- □ Dubai's textbook model of diversification is being challenged, but remains strong enough to withstand the turmoil
- UAE's accumulated surpluses over recent years enable it to engage in counter-cyclical policies, providing a powerful fiscal stimulus
- Monetary policy is also responding to the crisis, with rates being cut and liquidity provided
- Correction provides potential to put growth back on a more sustainable long-term path

Real GDP Growth Forecasts*				
	2008	2009	2010	
UAE	6.0%	1.5%	2.9%	
UK	0.8%	-2.9%	0.0%	
Eurozone	1.0%	-1.9%	0.2%	
Germany	1.2%	-2.2%	0.3%	
US	1.2%	-2.5%	2.2%	
China	9.2%	6.3%	8.3%	
Singapore	1.4%	-1.8%	2.9%	

#### **Dubai's Strategic Location**



# **UAE Inflation Rate\***



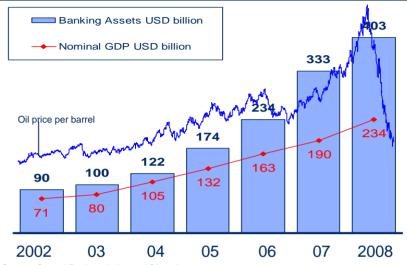
# **Emirates NBD**

# **UAE** Banking Market

#### **Comments**

- ☐ UAE Banking assets have grown by 28% CAGR from 2002 to 2008, spurred by nominal GDP growth of 22% CAGR
- ☐ The UAE banking market is the largest is the GCC, followed by Saudi Arabia.
- ☐ Islamic banking in Dubai started with the establishment of Dubai Islamic Bank in 1975, but growth commenced in earnest in the last 10 years.
- ☐ Islamic Banking assets growth of 47% CAGR from 2004 outpaced conventional asset growth 35% CAGR from 2004 and now represents c.15% of total UAE banking assets.

# **UAE Banking Sector Growth**



Source: Central Bank statistics and Bloomberg.

# **GCC Banking Market**

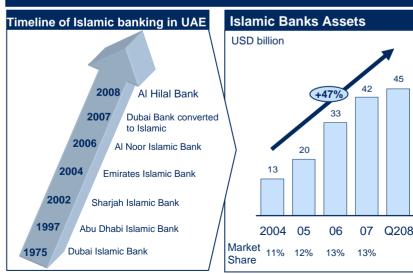


\*\*Excludes off-shore banking units

Source: Central Banks; Global Insight 2007

#### \*Includes Foreign Banks

#### **Islamic Banks**



Source: Global Insight, Platts, Dubai Chamber of Commerce and Industry, team analysis

# **UAE Banking Market (Cont'd)**

#### **Comments**

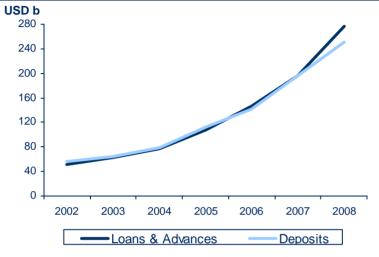
\*Source: Markit Partners

- ☐ UAE L&R growth has outstripped deposit growth in recent years
- □ UAE Banking system liquidity tightened in 3Q 2008 due to outflow of c.\$50b of speculative capital & the Global credit/liquidity crisis following the Lehman's collapse
- ☐ Dubai and Abu Dhabi CDS spreads have widened on concerns over Dubai Inc.'s debt and concerns over the real estate market
- ☐ Government intervention has been welcome:
  - \$14b backstop facility from MOF
  - \$20b set aside for direct injection into UAE banks; \$14bn deposited to date
  - · Deposit guarantee announced
  - Abu Dhabi Government injected \$4.4b of Tier 1 capital into the Abu Dhabi banks
  - Government of Dubai announced a \$20b bond program of which \$10bn will be bought by the UAE Central Bank

### **Dubai & Abu Dhabi Govt. CDS Spreads\***

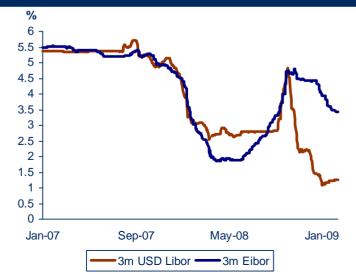


**Loans & Receivables vs. Deposits\*** 



\*Source: UAE Central Bank

#### 3 Month USD Libor vs. 3 Month Eibor\*



\*Source: Bloomberg

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# EmiratesNBD

# Emirates NBD is the largest bank in the UAE and GCC by assets



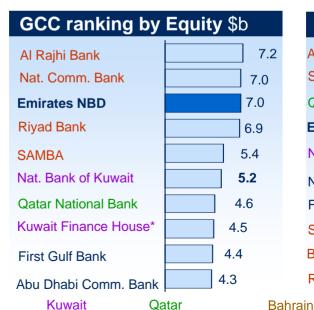




Source: Bank Financial Statements

GCC ranking by Assets \$b				
Emirates NBD	76.9			
Nat. Comm. Bank	59.2			
SAMBA	47.8			
Nat. Bank of Abu Dhabi	44.8			
Al Rajhi Bank	44.0			
Nat. Bank of Kuwait	43.4			
Riyad Bank	42.6			
Qatar National Bank	41.8			
Abu Dhabi Comm. Bank	40.2			
Kuwait Finance House*	35.8			

U.A.E



GCC ranking	<b>by Profits</b> \$m
Al Rajhi Bank	1,742
SAMBA	1,201
Qatar National Bank	1,004
Emirates NBD	1,002
Nat. Bank of Kuwait	925
NBAD	822
First Gulf Bank	816
Saudi British Bank	780
Banque Saudi Fransi	749
Riyad Bank	704
in	ı

KSA

<sup>\*</sup>FY 2008 numbers not available; 3Q 2008 numbers shown for Equity

<sup>\*</sup> FY 2008 numbers not available; 3Q 2008 numbers shown for Assets and Equity Source: Bank Financial Statements & Bloomberg

# **Emirates NBD Group Structure and Market Shares**



# **Group Structure**

#### Emirates NBD (Parent Company)

Banking

Other Financial Services Processing

Associates

Emirates
Bank

National
Bank of

EIS Asset Management

Emirates Int'l Securities

Brokerage

E T F S Unio

Union Properties

Emirates Islamic Bank

Investment Bank Emirates Money NBD Securities Network
International
Insura

National General Insurance

#### EIS, KSA

# **Group Entities**



- Emirates Bank & National Bank of Dubai are the primary companies of Emirates NBD group
- Provide services and products to Retail, Wholesale & Treasury Customers.
- Fastest growing Islamic bank in UAE
- Provides Sharia compliant products to Retail and Corporate Banking clients.
- 99.8% owned by Emirates NBD



EMIRATES ISLAMIC BANK

- NBD Investment Bank was incorporated on 31 May 2006 in the DIFC.
- Principal activity is Investment Banking.



 Emirates International Securities was established in 2001 with principal activity is brokerage on listed securities on DFM and ADSM.



 Network International established in 1994 and evolved into a leading credit card and payment services company.



- Emirates Investment Services Limited was incorporated in DIFC in 2006
- Principal activities are Investment Banking and Asset Management.



- Union Properties is an associate company [Ownership 47.8%] of Group
- Leading property development, investment and real estate services company in the UAE.



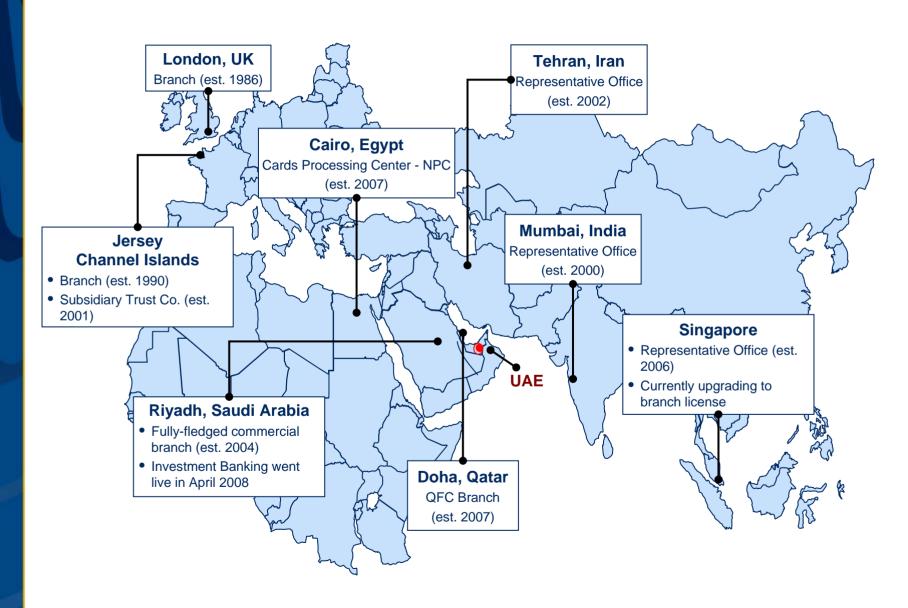
 National General Insurance Limited (N.G.I.), acquired in 1995 [Own 36.7%].
 is active in providing general insurance cover for a wide range of products.

#### **Market Shares**

- ☐ Emirates NBD market share\* in UAE:
  - Assets c.20%
  - Deposits c.19% and Loans c.22%
- ☐ Retail market shares (estimated):
  - Personal loans c.25%
  - Home loans c.12%, Auto Loans c.30% and Cards c.20%
- □ Corporate bank: Number 1 mandated lead arranger in UAE regional syndication loans (Thomson Reuters as of 31st July 2008)
- □ Investment bank: "Emirates NBD PJSC" was ranked 2nd in international Financing Review (IFR)'s league table for the issuance of "International Bonds"
- **EIS**: Brokerage business ranked 2nd by volume in the UAE market for 2008
- \* as at 31st September 2008 Source: Central Bank



# Building a geographically diversified footprint



# **Strong Credit Ratings**



# Current بنك دفيالوطني NBD **Ratings** Moody's1 • A1 / P-1 • A1 / P-1 S&P<sup>2</sup> • A / A-1 • A / A-1 Fitch<sup>3</sup> AA-• n/a Capital AA-AA-Intelligence

<sup>1</sup> Moody's Long-term rating / Short-term rating

<sup>2</sup> S&P Credit ratings on negative outlook

<sup>3</sup> EBI's Long term Issuer Default rating is AA-; NBD has not been rated by Fitch. Support rating for both EBI and NBD is '1'

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+0.12%

-7%

-6%

# 2008 Financial Results Group Performance

#### **Comments**

- ☐ Full Year 2008 Net Profit down 7% from 2007
- ☐ Proposed cash dividend of 20% and stock dividend of 10%
- □ Q4-2008 Net Profit of \$3.8m (\$327m in Q4-2007)
- ☐ Financial performance impacted by
  - mark to market & impairments on investment securities of \$0.5b
  - mark to market on credit default swaps (CDS) of \$124m
- ☐ Core business continues to perform strongly despite a more challenging environment in Q3 & Q4 2008
- □ 2008 Core net profit reached \$1.6bn, up 49% from 2007
- ☐ Core cost to income ratio improved during the year, esp. during the 2<sup>nd</sup> half as cost measures implemented & synergies realized

#### **Key Performance Indicators** Year to Variance 31 Dec 2008 vs. 2007\* Total income 2.300 +19% Operating expenses (914)+23% +125% Impairment allowances (450)Operating profit 936 -6% Amortisation on intangibles (26)+17% -10% Associates -7% 1.002 Net profit Cost: income ratio (%) 39.7% +1.5%

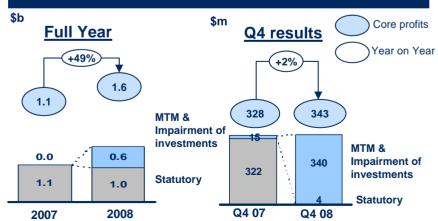
	As at	Var vs. 31 Dec 07*	
\$b	31 Dec 2008		
Total assets	76.9	+11%	
Loans	56.9	+26%	
Deposits	44.2	+15%	
Capital Adequacy Ratio (%)	11.4%	-1.7%	

2.01%

0.20

19.1%

#### **Core Business Performance**



Note 1: 2007 comparatives are presented on a pro forma basis

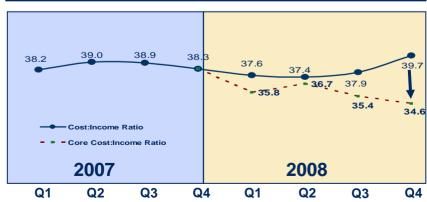
Note 2: Core business trends exclude mark to market impacts and impairments on investment and other securities.

#### **Cost: Income Ratio**

Return on average shareholders' equity (%)

Net interest margin (%)

**EPS (\$)** 



Note 1: Core cost:income ratio excluding mark to market impacts on investment and other securities in 2008

Note 2: Cost income ratios for each quarter are presented on a year-to-date basis

<sup>\* 2007</sup> comparatives are presented on a pro forma basis

# **Emirates NBD**

# 2008 Financial Results Profit growth in recent years









Source: Financial Statements, Aggregation of EBI and NBD results

<sup>\*</sup> The comparative results for 2007 were prepared on a pro forma basis, which assumed that the merger occurred on 1 January 2007

<sup>1</sup> Prior Year 2001 – 2006 is the aggregation of EBI & NBD

<sup>2</sup> Year 2007 & 2008 excludes amortization of intangibles

# **Emirates NBD**

# 2008 Financial Results Balance sheet growth in recent years









<sup>\*</sup> Equity for 2007 and 2008 is Tangible Shareholder's Equity which excludes Goodwill and Intangibles Source: Financial Statements, Aggregation of EBI and NBD results

Prior Year 2001 - 2006 is the aggregation of EBI & NBD

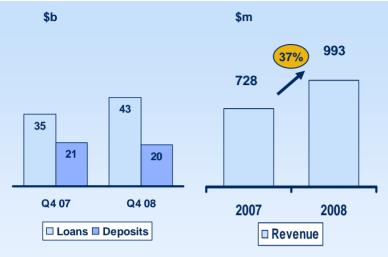


# 2008 Financial Results Divisional Performance

Wholesale Banking

#### Wholesale banking had another successful quarter

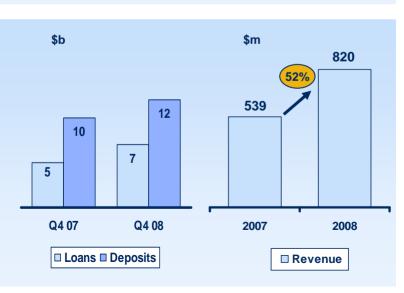
- Continued success of its transactions business
- Emirates NBD ranked as leader in local syndications market as Mandated Lead Arranger and Bookrunner in 2008
- Key focus during 2008 to emphasis liquidity for the bank and its clients and building non-risk based and fee generating businesses
- ☐ Revenue grew 37% year-on-year
- ☐ Loans grew 23% year-on-year
- Deposits remained broadly stable year-on-year



# Consumer Banking & Wealth Management (CWM)

#### Continues to expand and build on distribution reach

- Distribution network strengthened. Total branches now at 94, of which 12 in Abu Dhabi
- ATM and SDM network now at 564
- Emirates NBD won 'Best Retail Bank' in 2008 by Arabian Business Magazine
- Revenue grew 52% year-on-year
- ☐ Loans grew 44% year-on-year
  - Deposits grew 29% year-on-year



# 2008 Financial Results

# **Emirates NBD**

# Divisional Performance (cont'd)

Global Markets & Treasury

- Grew sales and trading business; leading market share of Dubai's corporate business
  - Arranged Govt of Dubai AED Fixed and Floating Bond issues totaling \$1.8b
  - New debt capital markets activity initiated in 2008 totaled \$1.4b, including senior debt and lower Tier 2 in AED and G7 currencies
- Total revenue for the year down 50% from 2007
- Core revenue (excl. MTM) up 46%



# Network nternational

- ☐ Strong growth with revenues up 33% from 2007
- Serves over 9,700 merchants and 42 financial institutions in the region
- Significant increases in transaction volumes:
  - 29% increase in acquiring revenues
  - 54% increase in processing revenues



**Emirates Islamic Bank** 

- EIB achieved strong revenue growth of 56% in 2008 (including depositors' share of profit)
- ☐ Financing receivables up 59% to \$4.9b; Customer Deposits up 36% to \$5.2b
- ☐ Highest depositors' share of profit payout among UAE Islamic banks
- 4 new branches in 2008 taking the total to 26



Customer accounts



share)



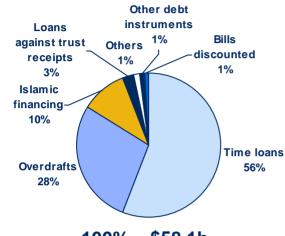
# **Asset Quality**

# Credit Metrics: Wholesale and Consumer

#### **Comments**

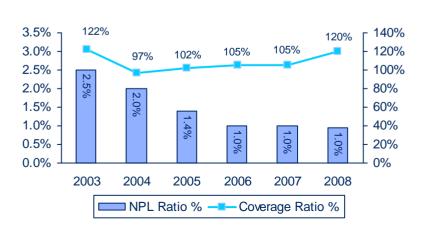
- ☐ Loan portfolio is balanced and well secured
- ☐ Counterparties have been extensively reviewed and we remain comfortable with our exposures
- □ NPL and impairment allowance metrics remain broadly stable
- □ Added \$57.5m to portfolio impairment provisions in 2008 as a measure of prudence in the current environment

#### Loan Portfolio by Type – 2008



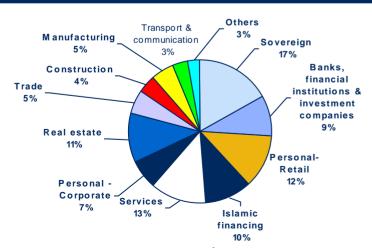
100% = \$58.1b

## **NPL & Coverage Ratios**



Note 1: 2008 NPL and coverage ratios excludes investment securities classified as non-performing loans

#### **Loan Portfolio by Sector – 2008**



<u>100% = \$58.1b</u>



# Asset Quality Real Estate Exposure

# Wholesale Bank

Exposures to Real Estate & Construction Sector is 14% and 5% of the WB portfolio respectively

☐ Emirates NBD is very selective in financing real estate sector. Extent of finance is generally limited to:

- 70% of construction cost excluding land or 60% of cost including land (land valued at lower of cost or market value)
- 60% of purchase price for completed properties.
- Exposure is mainly to top tier names with diversified business interests and multiple sources of repayment
- ☐ Repayment experience is satisfactory with no accounts classified in doubtful or loss categories
- ☐ Approximately 70% of the portfolio has a repayment maturity of < 3 years
- ☐ Careful monitoring of the Real Estate, Construction and related sector exposures

# Consumer Bank

- ☐ Mortgage portfolio is relatively small; \$1.2b as both EBI and NBD are recent entrants into the mortgage market
- Mortgage finance offered across a select range of premium developers, including Dubai Properties, Emaar, Nakheel, Aldar, Sorouh & Union Properties
- ☐ Emaar, Dubai Properties & Nakheel account for 77% of the mortgages financed by ENBD
- □ Villas account for approximately 38% of the portfolio; Completed properties account for 61% of the portfolio
- ☐ Average LTV is 75% on original value and 59% on market value
- ☐ More than 75% of the customers have only one mortgage loan from ENBD
- Lending criteria are revisited regularly to ensure that the quality of the loan portfolio remains good
- Mortgages portfolio performance is good: Focus on high income customer segments, 90% of portfolio comprises of customers with income > \$6.8K per month, low delinquency and provision rates



# Asset Quality Investments & Trading Securities

#### **Comments**

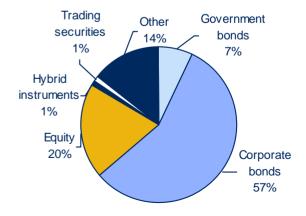
- □ Exposure to sub-prime and related exposures (e.g. RMBS, CMBS, CDOs, CLOs) are minimal and were fully written down in prior years
- 81% of the assets are classified as Available for Sale
- ☐ Fixed income assets make up 64% of the portfolio where:
  - impact from market volatility is relatively lesser
  - 48% of fixed income securities are from the GCC
  - comprises mainly of investment grade assets
  - duration of fixed income portfolio largely 1-5 years; some losses will reverse if held to maturity and no credit event occurs
- □ Portfolios actively monitored with the objective to reduce exposure where opportunities arise or where future distress is anticipated.

# 2008 MTM Impact

\$ million	Total	P&L impact		Cumulative changes in
	Balance	Income	Impairm.	
Investment Securities	5,280	(86)	(56)	(493)
Trading Securities	66	(37)	-	-
Subtotal	5,346	(123)	(56)	(493)
Investment Securities in L&R	646	(93)	(219)	-
Total	5,993	(216)	(275)	(493)

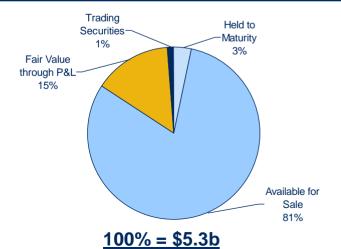
<sup>\*</sup> Net of \$71m write-down reclassified from trading to AFS securities pursuant to the amendments to IAS39 and IFRS 7.

### **Composition by type**



<u>100% = \$5.3b</u>

## **Composition by Category**



# **Emirates NBD**

# Capital, Funding and Liquidity

#### **Comments**

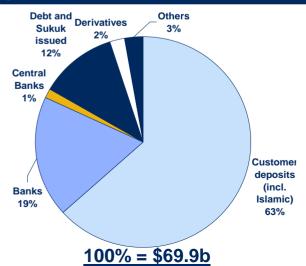
- ☐ Capital adequacy ratio at 11.4% in 2008 (2007: 12.5%)
- ☐ Liquidity in the UAE Banking system has improved in 4Q 2008 compared to Q3 2008, helped by the various Government initiatives
- ☐ Emirates NBD received \$3.4b 3/5 year deposits of \$13.6b injected by the Ministry of Finance into local banks
- ☐ Formal deposit guarantee documentation expected soon.
- □ Funding remains stable
- ☐ Term debt maturity profile is well within our funding capacity; repaid scheduled US\$ 500 MM FRN in Jan 2009 and CHF 225 MM (US\$ 219m) in Feb 2009

# **Capital Ratios**

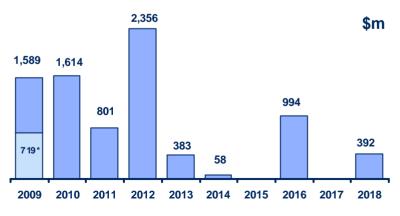


\* Including impact of expected conversion of \$1.7b of MOF deposits to T2 capital

## **Composition of Liabilities**



## **Maturity Profile: EMTNs**



\* Repaid in Jan and Feb 2009

100% = \$8.2b

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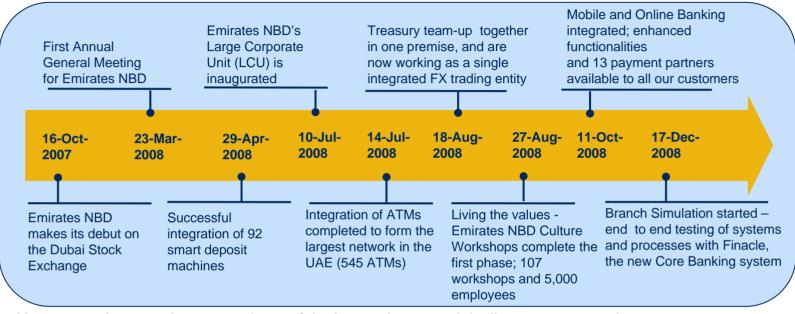
**Financial and Operating Performance** 

**Merger Update** 

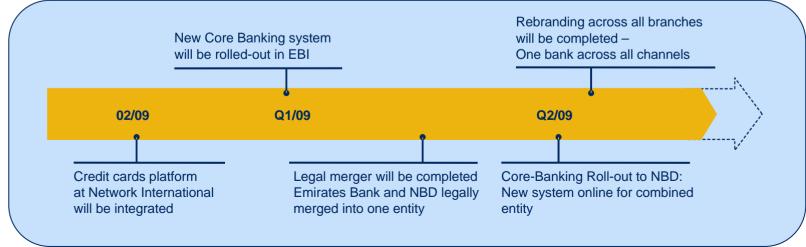
**Strategy and Outlook** 

# Merger Update Integration fully on track

☐ We have achieved major milestones during the last year



□ Now we are in a very important phase of the integration – crucial milestones are coming up





# Merger Update

# Exceeded 2008 full year targets on all revenue, costs & one-off synergies

# **Target Synergies**

- □ \$94m of recurring annual synergies by the third year post merger, plus \$7m of one-off synergies totalling \$101m
- ☐ The recurring synergies below will be delivered 33% in year 1 (2008), 66% in year 2 (2009) and fully by 2010

		% of Sma	% of Smaller Base <sup>1</sup>	
Synergies (2010)	Total, USD m	Actual**	Benchmark***	Actual
Revenue	53	10.5%	5–10%	4.1%
Costs	43	22.2%	14-26%	8.3%

☐ Year 1 target therefore \$34m (33% of \$101m) of which, recurring synergies represent: (One-off synergy commitment in 2008 is \$3m)

		% of Sma	Iler Base <sup>1</sup>	% of Combined Base <sup>1</sup>
Synergies (2008)	Total, USD m	Actual**	Benchmark***	Actual
Revenue	18	3.5%	1.7-3.3%	1.4%
Costs	14	7.4%	4.6-8.6%	2.7%

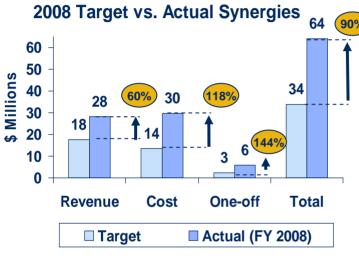
Note 1: Base used when computing synergy targets were 2006 financials, smaller base was NBD and combined was aggregated EBI and NBD

### **Key drivers of Revenue Synergies**

- ☐ Revenue synergies for 2008 full year (\$28m):
  - Largest distribution network of 120 branches & 659 ATMs and SDMs
  - Focus on cross selling e.g. mortgages >\$27m loans
  - Enhanced market share/pricing advantages e.g. FDs
  - Embedded Customer efficiency framework e.g.
     Tafawouq has tripled branch sales in Umm Suqeim & DCC

# **Actual 2008 Synergies**

☐ Achieved synergies of \$64m – ahead of 2008 full year target by 90%



Note 1: Base used when computing synergy targets were 2006 financials

# **Key drivers of cost & one-off synergies**

- ☐ Cost synergies for 2008 full year (\$30m):
  - Single Head-office in place
  - Created efficiencies through unified business models
  - Combined marketing & advertisement activities
- ☐ One-off synergies for 2008 full year (\$6m):
  - Projects & initiatives discontinued due to merger, namely
     Islamic banking set up previously planned in NBD

# Contents

**The UAE Economy and Banking Market** 

**Background on Emirates NBD** 

**Financial and Operating Performance** 

**Merger Update** 

**Strategy and Outlook** 



# Strategy and Outlook

#### **Comments**

- ☐ The current environment is presenting challenges in terms of liquidity, funding, profitability and asset quality
- ☐ The fundamentals of Emirates NBD's core business remains strona
- ☐ Emirates NBD is taking pro-active steps to ensure we are well positioned to navigate the current environment. We are focusing on strengthening the balance sheet, profitability and risk management enhancement
- ☐ Our long-term growth strategy remains in tact although has been modified to embrace new realities.
- ☐ The success of the merger is even more pronounced in the current climate as the Bank is more resilient due to its scale and is seen as a stronger counterparty
- ☐ We are a consolidator of choice in the region and are well placed to take advantage of any attractive opportunities that may arise

# 7 Strategic Pillars

- Pursue profitable growth in Retail Banking
- **Establish a distinctive Wealth Management offering**
- Consolidate and enhance market position in Corporate Banking
- **Develop a leading regional Investment Banking franchise**
- **Expand Islamic Banking**
- Integrate organizational resources to build a scalable platform

Pursue expansion in the GCC and other key strategic markets

# **Strategic Imperatives**

# Strengthen balance sheet **Drive** profitability

#### **Cautious lending growth**

Support growth of important Group relationships

#### Focus on funding

- Renewed focus on key market segments (Private Banking / Affluent / SME)
- Leverage distribution network
- Continue to maintain and develop wholesale sources of medium to long term funding
- Continued government action / support

#### Improve product/customer profitability

- Re-price and maximize product yields
- Increase fee based income

#### Improve overall cost position

- Drive performance improvement program
- Increase process efficiency
- Migrate customers to lower cost channels

## Enhance risk management

- Implementation of Basel II IRB and AMA approaches
- Advancement of Liquidity Risk Control and Management
- Alignment and integration of Economic Capital and Stress testing Framework
- Strengthen credit management and improve collection processes

# Summary

- The UAE economy is expected to slow down but remains relatively well positioned compared to developed and developing countries outside the GCC
- Emirates NBD is the largest bank in the GCC by assets and
- Emirates NBD leads the UAE Banking Sector
- The core business continues to perform strongly in 2008
- **2008 core net profit up 49%** from 2007
- Financial performance **impacted by MTM & impairments on investment** & other securities as a result of market-wide asset devaluations.
- Credit quality is strong and underlying credit metrics remain stable
- We remain comfortable with our overall real estate exposure
- The integration is fully on track
- 2008 full year synergy targets were exceeded by 90%
- Our strategic priorities in 2009 are balance sheet optimization, focus on profitability and costs and continuing improvements in risk management.
- Emirates NBD is well positioned to navigate the current environment and take advantage of opportunities that it may present.

# Appendix

# 2008 : Awards





Emirates NBD was **honored by H.H. Sheikh Mohamed Bin Rashid Al Maktoum**, the Ruler of Dubai and Vice President & Prime Minister of the UAE, for its role in boosting investments and attracting businesses from around the world.



□ Rick Pudner, Chief Executive Officer of Emirates NBD was awarded the 'Banker of the Year Award' by The Banker Middle East.



Emirates NBD has been named as **Best Emerging Market Bank** & **Best Foreign Exchange Bank in the UAE** for the year 2008 by Global Finance Magazine.



■ Superbrands council honored Emirates NBD with three Superbrands awards for Group's 'Emirates Bank', 'National Bank of Dubai' and 'meBank' brands at the Superbrands Tribute Event held in April 2008.



■ Emirates NBD was awarded 'Best Bank in the UAE', for the year 2008 by The Banker 2008



Awarded the 'MasterCard Worldwide Regional Quality Award 2008' for excellence in operational achievements



'Best Retail Bank' Arabian Business Magazine 2008

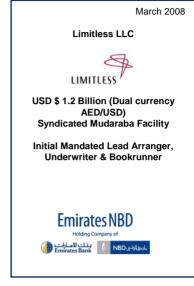
# ....Large Deals Concluded 2008





















# ... Large Deals Concluded 2008 Cont'd...





USD 5,000,000,000

**Term Loan and Revolving Credit Facilities** 

Mandated Lead Arranger, Underwriter & Bookrunner

#### **Emirates NBD**











July 2008 **ENOC Supply & Trading LLC** 



**US\$ 500 Million Multicurrency Syndicated Commodity Murabaha** 

Mandated Lead Arranger. Bookrunner and Underwriter

#### **Emirates NBD**





July 2008

**United Arab Shipping Company SAG** 



US\$500 Million Syndicated Financing Facility

Mandated Lead Arranger, and Bookrunner

#### **Emirates NBD**



July 2008

Majid Al Futtaim Group LLC



US\$ 1,000 Million Syndicated Term Loan & **Revolving Credit Facility** 

**Mandated Lead Arranger** 

#### **Emirates NBD**

بانجاله المارات ( NBD بانجاله المارات

August 2008

Nakheel Real Estate Finance 1 Limited



AED 4,400 Million **Syndicated Receivables** Financing Facility Mandated Lead Arranger, Underwriter & Bookrunner

**Emirates NBD** 





# Large Deals Concluded 2008 Cont'd...

August 2008

**ENOC Processing Company** LLC



**AED 771 Million** Islamic Financing Facility **Mandated Lead Arranger** 







August 2008

**Investment Corporation of** Dubai



US\$ 6,000 Million **Syndicated Term Finance** Facility

**Mandated Lead Arranger** 

**Emirates NBD** 



September 2008

**Drydocks World LLC** 



US\$ 2,200 Million **Syndicated Term Loan** Facility Mandated Lead Arranger, **Underwriter & Bookrunner** 

**Emirates NBD** 

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October 2008

Commercial Real Estate Company KSCC



US\$155 Million **Syndicated Murabaha** Facility

Mandated Lead Arranger

**Emirates NBD** 





December 2008

Maritime Industrial Services Co. Ltd. Inc.



**US\$84.8 Million Syndicated Project Facilities** 

Mandated Lead Arranger, **Bookrunner and** Underwriter

**Emirates NBD** 





December 2008 **Dubai Aerospace Enterprise Limited** 



US\$725 Million **Syndicated Loan Facility** 

Mandated Lead Arranger, Bookrunner and Underwriter

**Emirates NBD** 

Holding Company of



