Your Bridge to Opportunities
Emirates NBD Corporate and Institutional Banking

When opportunities come knocking, we are prepared to meet them with endless possibilities. As your trusted advisor, we use our expertise to anticipate what’s next and deliver what’s necessary for optimum business growth.

New avenues, better opportunities, infinite growth.
Emirates NBD Group at a glance

Emirates NBD is one of the largest financial institutions in the Middle East and Turkey and the flagship bank of Dubai (56% government-owned).

Emirates NBD is a full-service bank delivering enhanced value across Corporate, Retail, Islamic, Investment and Private Banking, Global Markets & Treasury, Asset Management and Brokerage operations throughout the region.

It has an ever-increasing presence in the UAE, GCC and globally:
> +1,000 network branches
> International presence with operations in 13 countries
Our Financial Highlights

**694.3 Bn (AED)**
Total Assets

**438 Bn (AED)**
Total Loans

**457 Bn (AED)**
Total Deposits

**18.7%**
Capital Adequacy Ratio

**122%**
Coverage Ratio

**82.4 Bn (AED)**
Total Capital

**A3**
(Stable)
Moody’s

**A+**
(Stable)
Fitch

**A+**
(Stable)
Capital Intelligence

These numbers are based on H2, 2021
Who we serve

Multinationals entities
We help MNCs maximise new opportunities with our innovative products, services and industry expertise.

Public sector entities and Sovereigns
We create new opportunities for Public Sector firms, along with the community and individuals they serve.

Large corporates
We address complex business challenges with our comprehensive advisory and banking services.

Banks & Non-Bank Financial institutions
As one of the leading AED Clearers in the country, clearing 30 – 35% of total AED volume, we deliver best in class execution for Corporate Banking services through our correspondents and extensive network.
Why us?

We anticipate the needs of our clients to deliver successful, custom-made solutions. Our client-focused approach helps us develop a detailed understanding of our clients’ needs and earn their long-term commitment and trust.

Regional banking powerhouse with a global reputation for excellence

Significant balance sheet support for our global clients

Ability to deliver cross-product solutions tailored to our clients’ needs

Global Relationship Manager is the single point of contact for all your Banking needs

Comprehensive suite of Digital Solutions

Long-standing relationships across 800 investors across Asia, Europe and the Middle East which includes Royal Families, Sovereign Wealth Funds (SWFs), Corporates, Funds, Asset Managers, Ultra High Net Worth Individuals (UHNWIs) and family offices in the region
Our core offering at a glance

Our global relationship team and product partners work together to deliver a comprehensive suite of solutions. Your Global Relationship Manager serves as a single point of contact for all your banking needs.

**Investment Banking**
An integrated platform for your global investment banking needs covering Global Capital Markets (Debt & Equity), Loan Syndications, Agency, M&A Advisory and Sustainable Solutions.

**Transaction Banking Services**
A comprehensive product suite that includes trade finance, cash management, factoring, liquidity management and escrow services.

**Equities and Brokerage**
End-to-end trading solutions built around cutting-edge technology, providing secure and real time direct access to major markets in the MENA region.

**Global Markets**
Comprehensive and bespoke service across every major asset class coupled with our knowledge of local markets and global reach.

**Islamic Solutions**
Shari’ah compliant solutions designed to meet the needs of our corporate and financial institution clients.

**Core Lending & Working Capital Solutions**
Customised financing solutions to meet the specific business needs of our clients.
Corporate Financing

Customised financing solutions and advisory services to meet specific business needs of our corporate and financial institution clients.
Corporate Financing

Customised financing solutions and advisory services to meet specific business needs of our corporate and financial institution clients.

Real Estate Financing
Innovative solutions for real estate projects.

Project Finance
Creditworthy and bankable financial structures to underpin your project.

Asset Based Financing
Holistic utilisation of your business assets to optimise your financing potential.

Equipment Finance
Better payment terms with an accelerated cash flow.

Commodity Finance
Supporting end-to-end commodity flows.

Trade and Supply Chain Finance
Expand your trade opportunities with confidence.
Transaction Banking

Grow with our Leading Cash Management, Trade Finance and Digital Solutions. Whether your goal for improving working capital is to self-fund growth, reduce debt, expand your business reach or enhance your balance sheet, our Transaction Banking Solutions are here to help.
Cash Management

Leverage the smartest technologies for quick, convenient access to opportunities, locally or globally. We can help streamline processes, optimise returns and automate everyday tasks to ensure cost-effective management of all your cash and working capital.

Payables

Cross Border, Domestic & Intra-bank Transfers
Quick and easy money transfer through secured and user-friendly online channels.

Salary and Pension Payment
Convenient, safe and user-friendly money transfers.

Noqodi Payments
Organise, initiate and manage payments.

SWIFT for corporates
Access streamlined financial communication with various banks around the world on a single, secure platform.

API Banking
Access our transaction processing services through secured system integration between the bank and your ERP.
**Receivables**

- **Smart Cash Deposit Machines**: Deposit cash, cheques or coins at your premises.
- **UAE Direct Debit Service**: Safe, convenient and regulated by the Central Bank of the UAE.
- **SmartBUSINESS ICCS Collect**: Digitally scan and clear cheques using special scanners.
- **Cash in Transit**: Seamless transportation of daily cash and cheques.
- **UAE Payment Gateway Service (UAEPGS)**: Platform developed by the Central Bank of the UAE.
- **Virtual Accounts**: Simplified reconciliation via virtual accounts through businessONLINE.

**Escrow**

- **Real Estate Escrow**: Open Escrow accounts for your off-plan residential projects.
- **Commercial Escrow**: Bespoke Escrow account management and advisory solutions.
- **Owners Association/Body Corporate**: We are authorised to open and manage Escrow accounts for companies registered with the Owners Association and Body Corporate.
Trade and Supply Chain Finance

Mitigate trade risk, reduce cash conversion cycles and strengthen your balance sheet through our Trade Finance Solutions, tailored specially for your business requirements.

**Receivable Financing**

- **Factoring**
  Avail financing by assigning your receivables to the Bank.

- **Invoice Discounting**
  Receive upfront payment and optimise future cash flows.

- **Cheque Discounting**
  Advance payments of post-dated cheques by discounting.

- **Borrowing base Finance**
  Additional payment assurance for the seller.

**Supply Chain Financing**

- **Supply Chain Financing**
  Buyers and suppliers can enhance their trading relationships and improve cash flow with our tailored supply finance solutions, enabling accelerated invoice payments at a more competitive cost.
Import and Export Finance Services

Issuance of Documentary Credits
Assure suppliers of timely payment upon presentation of required documents.

Import Loans
Improve cash flow by bridging the gap between payment obligations and collections.

Export Documentary Credits
Finance the term of payment, gain considerable competitive edge and boost your cash flow.

Documentary Collection
Additional payment assurance for the seller.

Export DC Confirmation
Effectively mitigate counter party and country risk when doing business internationally.

Guarantees

Standby Letter of Credit
Provides a payment guarantee to a supplier, based on their compliance with credit terms.

Financial Guarantees
An undertaking issued by a bank to secure the payment obligation of a party.

Non-Financial Guarantees
Performance Guarantee undertaking issued by a bank for payment against non-performance by a party as per the contractual terms.
Investment Banking

Our team of experienced and knowledgeable investment banking professionals provide bespoke, cross-product solutions.
### Global Capital Markets

**Unlocking opportunities in the global debt and equity capital markets.**

Our market-leading debt and equity capital market teams provide a comprehensive end-to-end service across origination, structuring, marketing and syndication.

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<tr>
<th><strong>Award-winning</strong> global debt and equity capital market franchise.</th>
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<tr>
<th><strong>Consistently ranked among the top houses</strong> for International Sukuk, Bonds &amp; UAE public offerings.</th>
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<tr>
<th><strong>Experienced professionals</strong> with deep knowledge of debt and equity products (conventional and Islamic) based in the UAE, KSA and India.</th>
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<tr>
<th><strong>Worldwide reach</strong> serving customers across ASEAN, Central, East and South Asia, the Middle East (including Turkey), Sub-Saharan Africa and Western Europe.</th>
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<tr>
<th><strong>Dedicated syndicate team</strong> with strong connectivity to over 800 investors globally with a focus on Middle Eastern investor base (including royal families, regional family offices, UHNWIs and Tier 2 debt investors).</th>
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<th><strong>Global distribution network</strong> supported by sales personnel in Asia, Europe and the Middle East.</th>
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<th><strong>Raised over USD 100bn</strong> in the last 3 years across several geographies including GCC, India, Turkey, Pakistan, China, Indonesia, Africa, UK and Maldives.</th>
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<tr>
<th><strong>Strong relationships</strong> with regional regulators and exchanges to ensure smooth and seamless execution.</th>
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</table>
Loan Syndications

Unsurpassed expertise in the syndicated loan markets.
A market leader in the loan capital markets space with a strong track record of delivering world-class loan financing solutions to our clients globally.

- **An award-winning** syndicated loans and structured finance franchise in MENAT.
- **Ranked No. 1** in Bloomberg’s MENAT Bookrunner League Table for 2019 and 2020 respectively.
- **“Go to” house** for regional clients looking to tap regional & international liquidity and for international clients looking to tap regional liquidity.
- **Experienced team** combining strong origination and structuring expertise with best-in-class distribution capabilities.
- **Diverse product offering** across the entire spectrum of loan market solutions.
- **Delivering solutions to clients** across Asia, the Middle East (including Turkey) and North & Sub-Saharan Africa.
## Agency

A comprehensive agency platform and a multi-product partner.

We offer a relationship-driven approach with hands-on assistance and specialised transaction management expertise.

<table>
<thead>
<tr>
<th>Strong understanding</th>
<th>Flexible approach</th>
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<tbody>
<tr>
<td>First choice for standalone 3rd Party Agency and Security Agency deals. Consistently ranked among the top agency teams in the region.</td>
<td>with a track record of providing original and innovative solutions to all types of Agency and Security Agency arrangements.</td>
</tr>
<tr>
<td>Strong understanding of market dynamics impacting structuring and execution strategies including securitisation solutions.</td>
<td>Close ties with several international law firms coupled with strong in-house counsel and process-oriented approach to protect all parties end to end.</td>
</tr>
<tr>
<td>Rich execution experience in syndication, security and escrow agency transactions covering complex/debut transactions.</td>
<td>Serving financial institutions, sovereigns and corporates and execution of security in various authorities.</td>
</tr>
</tbody>
</table>
Mergers & Acquisitions Advisory (M&A)

Offering customised strategic solutions.
Expert team with a track record of delivering innovative solutions to clients including public and private equity, structured products and mergers & acquisitions advisory.

- **Top-tier** Mergers & Acquisitions house in the region advising clients globally.

- **Strong connectivity** at the promoter and CEO level; access to the key decision makers on the buy and sell side.

- **Knowledgeable team** with combined experience of advising and executing a wide array of complex M&A transactions regionally and internationally.

- **Close relationships** with all the regional regulators which aids EmCap in executing complex transactions with regulatory interdependencies.

- **Significant banking** and financial services experience including Mergers & Acquisitions.
Sustainable Solutions

**Achieving Our Clients' Environmental, Social & Governance Objectives.**
Dedicated expertise enabling clients to efficiently access sustainable capital across the debt and equity spectrum and improve their ESG profile.

<table>
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<tr>
<th>Structuring</th>
<th><strong>Structuring</strong> of Green, Social and Sustainability-linked Loans, Bonds and Sukuk, which includes creation of frameworks and advising on use of proceeds in line with best practice.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designing</td>
<td><strong>Designing</strong> KPIs and SPTs for sustainability-linked loans, bonds &amp; Sukuk in order to help clients make a positive steps forward towards greater sustainability.</td>
</tr>
<tr>
<td>Enabling</td>
<td><strong>Enabling</strong> clients to transition to a sustainable and low carbon future.</td>
</tr>
<tr>
<td>Advising</td>
<td><strong>Advising</strong> clients on positive strategic change management on their sustainability journey.</td>
</tr>
</tbody>
</table>
Global Markets and Treasury

An in-depth knowledge of local markets and a global reach is our forte. As a Retail, Corporate and Institutional client, you can access comprehensive and bespoke service across every major asset class.
Our Solutions

We have the reach, knowledge and expertise to meet your risk management, financing and investment needs. Our multi disciplinary teams offer comprehensive and custom-made service across every major asset class.

Sales
A 24-hour online electronic platform – smartDEAL Sales coverage for Retail, Corporate and Institutional Banking clients for regional and international products.

Trading
Biggest market makers in the GCC for Foreign Exchange, Fixed Income and Credit, Rate Derivatives, Commodities and Repo products.
Largest primary originator and secondary market maker/liquidity provider in GCC bonds.

Research
Widest research coverage in the MENA region covering Macro, Foreign Exchange, Rates, Commodities and Equities.
Industry-leading insights, research and technological advances.
Foreign Exchange
From purely transactional to highly customised, a wide spectrum of sound solutions that cater to liquidity needs.

Rate Derivatives
Tailor-made short-term and long-term solutions for hedging and yield enhancement products.

Commodities
Diverse suite of exchange and physical traded commodities and Gold Loans.

Islamic Solutions
A range of Islamic products for Islamic Corporate and Institutional customers.

Fixed Income and Credit
Assistance with non-public offerings of securities (private placements) and placement with institutional investors worldwide.
Equity Brokerage

A single brokerage account that gives you convenience and flexibility with exceptional features and the support of a trained team.
Our highlights:

Our satisfied clients choose us for our seamless services related to opening an investor account, trading, portfolio tracking, market information and portfolio reports.

- **Dedicated trading desk** offering the highest quality trade executions and customised algorithmic order trading.

- **A team of certified and qualified brokers** who provide an institutional level client support and transaction execution.

- **Multiple offline and online trading platforms**, including order routing over major institutional networks such as Bloomberg and Reuters.

- **Seamless Clearing and Settlement options** based on client requirements.

- **Market leading margin trading** offering both Conventional and Islamic.

- **Receive alerts** every time there is a change in the price of shares plus market news, portfolio reporting and trade details.
Islamic Banking

Shari’ah compliant solutions designed to meet all types of banking requirements of corporates and businesses.

**Islamic Deposit Products**
Move your money, make everyday banking easy and take advantage of our wide network.

**Islamic Trade Finance**
Timely payments from buyers, minimised concerns about supplier payments and guarantees.

**Shari’ah compliant Financing**
Financing solutions in line with the principles of Islamic finance.

**Islamic Treasury Solutions**
Shari’ah compliant products for corporates, HNWIs and financial institutions (FIs).
Digital Solutions

Smart solutions for everyday challenges. Simplify day-to-day tasks on our user-friendly platforms that provide you complete visibility of your finances, all in one place.
**businessONLINE** is a new, comprehensive digital global Cash and Trade finance management ecosystem that gives you the control you need across all your financial relationships, accounts and activities. It offers single sign on access to smartTRADE that allows you to manage all your Trade Finance requirements digitally with reduced paperwork, increased efficiency and transparency.

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<tr>
<th>Feature</th>
<th>Description</th>
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<tr>
<td>Customised dashboards</td>
<td>to cater to different roles.</td>
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<tr>
<td>Detailed account</td>
<td>and statement reporting, along with trade and turn over reports.</td>
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<tr>
<td>Comprehensive payments</td>
<td>and collections suite.</td>
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<tr>
<td>Store preferred/frequently used Trade finance clauses</td>
<td>for future use.</td>
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<tr>
<td>Completely re-designed administration</td>
<td>with wizard-based navigation, quick onboarding, and detailed user profiling.</td>
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<tr>
<td>On-the-go mobile banking</td>
<td>that is accessible across digital platforms.</td>
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<tr>
<td>Apply easily for all trade instruments and upload multiple documents</td>
<td>in one go.</td>
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<tr>
<td>Get real-time intimation</td>
<td>on the completion of trade transaction.</td>
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<tr>
<td>Digital Supplier Onboarding</td>
<td>tool on a secure, cloud-based platform.</td>
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<tr>
<td>Flexible &amp; Bespoke structures.</td>
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<tr>
<td>Real-time Dashboard &amp; Reports</td>
<td>with an option to integration with Corporate ERP.</td>
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<td>Extensive Support Model</td>
<td>with simplified and easy documentation.</td>
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**smartSCF**

Corporate Buyers can take advantage of smartSCF to support their suppliers with early payment of invoices at preferential rate while getting reciprocal benefits such as extended payment terms and discounts.
### Other digital solutions

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<tr>
<th><strong>SWIFT for Corporates</strong></th>
<th><strong>smartGUARANTEES</strong></th>
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<tbody>
<tr>
<td>SWIFT for corporates and financial institutions helps your business standardise and streamline financial communication with various banks around the world on a single, secure platform.</td>
<td>Seamless end-to-end paperless handling of inward guarantees including viewing guarantees copy and transaction details online, requesting amendments, cancellations, extensions or claims.</td>
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<tr>
<th><strong>smartCDM</strong></th>
<th><strong>eBroker (Desktop and Mobile)</strong></th>
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<tr>
<td>Receive credit instantly when you deposit cash, cheques or coins in the Smart Cash Deposit Machine (SCDM) installed at your business premises.</td>
<td>Stay updated with the market trends, make better investment decisions and execute trade transactions easily, wherever you are.</td>
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<th><strong>smartCOLLECTIONS</strong></th>
<th><strong>smartDEAL</strong></th>
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<tr>
<td>Contactless processing of Export Collection Documents allowing clients to dispatch the document directly from their end, with the freedom and flexibility to control the transaction.</td>
<td>Access Structured Rate products through our global trading platform.</td>
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<tr>
<th><strong>smartBUSINESS Connect (Host to Host)</strong></th>
<th><strong>Virtual Accounts</strong></th>
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<tbody>
<tr>
<td>Secured and automated exchange of data between your ERP system and the Bank.</td>
<td>Track your receivables by creating and maintaining virtual accounts through businessONLINE.</td>
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</tbody>
</table>
Product map

A compact round-up of everything we have to offer.
Investment Banking

Agency
- Agent/Account bank service
- Trustee services
- Facility agency services
- Payment agency services
- Security agency services
- Registrar and transfer agency services
- Investment agency services
- Commodity agency services
- Escrow agency services

Loan Syndications
- Conventional/Islamic syndicated financing
- Structured financing
- Acquisition financing
- Project financing
- Bridge financing
- Dividend recapitalisation
- Securitisations
- Mezzanine & Asset financing

Global Capital Markets
- Senior unsecured bonds/Sukuk
- Secured bonds/Sukuk
- Subordinated bonds/Sukuk
- Bank Tier 1/Tier 2 capital
- Corporate hybrid capital
- Liability management
- Securitisations/non-recourse debt
- Convertible/contingent convertible bonds/Sukuk
- Private placements
- Project bonds/Sukuk
- Rating advisory
- Sukuk structuring advisory
- Initial public offerings
- Follow-on offerings (block trades/rights issues)
- Cross-listings
- Special Purpose Acquisition Companies (SPAC)

M&A Advisory
- Buy-side M&A and related advisory
- Sell-side M&A and related advisory
- Private equity placements
- Private investment in public equity (PIPE)
- Structured products
- Financial advisory
- Leveraged buyouts
- Public takeovers (tender offers)
- SPAC merger advisory

Sustainable Solutions
- Green, social, sustainability loan, bond & Sukuk structuring
- Sustainability-linked loan, bond & Sukuk structuring
- Transition/Change management advisory & structuring
- ESG rating advisory
- General ESG advisory

Islamic Banking

Shari’ah Compliant Financing
- Ijarah
- Forward Ijarah
- Murbaha Finance
- Mushraka
- Tawarruq
- Mudaraba Finance
- Wakala

Islamic Deposit Products
- Current Account
- Mudaraba Deposit
- Mudaraba Call Account
- Mudaraba Savings Account
- Wakala Deposits

Islamic Investment Banking
- Syndicated Islamic facilities
- Sukuk

Islamic Trade Finance
- Import and Export Finance solutions
- Guarantees
We make banking better in the ways that matter, with precision, innovation and a focus on business growth.

Email: corporate&institutionalbanking@emiratesnbd.com