



بنك دبي الإسلامي  
Dubai Islamic Bank



**Investor Presentation**  
For the period ending 30 June 2019

# Disclaimer

THIS PRESENTATION IS NOT FOR PUBLICATION, RELEASE, OR DISTRIBUTION, DIRECTLY OR INDIRECTLY, INTO AUSTRALIA, CANADA, SOUTH AFRICA, JAPAN OR THE UNITED STATES. THIS PRESENTATION DOES NOT CONSTITUTE OR FORM PART OF AN OFFER TO SELL OR TO ISSUE ANY SECURITIES OR SOLICITATION OF AN OFFER TO PURCHASE, SUBSCRIBE OR SELL SECURITIES IN ANY JURISDICTION. IT IS SOLELY FOR USE AT AN INVESTOR PRESENTATION AND IS PROVIDED FOR INFORMATIONAL PURPOSES ONLY. THIS PRESENTATION DOES NOT CONTAIN ALL OF THE INFORMATION THAT IS MATERIAL TO AN INVESTOR.

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

This presentation contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as “expects” and “anticipates” and words of similar import. Any statement in this presentation that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the presentation. None of DIB, the Issuer, nor any of their respective shareholders, directors, officers or employees nor any of Dubai Islamic Bank P.J.S.C., HSBC Bank plc or Standard Chartered Bank (together, the “**Joint Lead Managers**”) assume any obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

This presentation and its contents are confidential and are being provided to you solely for your information and may not be retransmitted, further distributed to any other person or published, in whole or in part, by any medium or in any form for any purpose. In particular, this presentation is not for distribution to retail clients. If handed out at a physical investor meeting or presentation, this presentation should be returned promptly at the end of such meeting or presentation. If this presentation has been received in error it must be returned immediately to DIB. The opinions presented herein are based on general information gathered at the time of writing and are subject to change without notice. DIB relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This presentation does not constitute an offer or invitation to sell, or any solicitation of any offer to subscribe for or purchase any securities in any jurisdiction, and nothing contained herein shall form the basis of any contract or commitment whatsoever. No reliance may be placed for any purposes whatsoever on the information contained in this presentation, or any other material discussed verbally, or on its completeness, accuracy or fairness. The information in this presentation is subject to verification, completion and change. The contents of this presentation have not been independently verified. Accordingly, no representation or warranty, express or implied, is made or given by or on behalf of the Issuer, DIB or any of the Joint Lead Managers (or any of their respective shareholders, directors, officers or employees) or any other person as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information or opinions contained in this presentation. None of DIB, the Issuer nor any of their shareholders, directors, officers or employees nor the Joint Lead Managers nor any of their shareholders, affiliates (within the meaning of Rule 405 under the U.S. Securities Act of 1933, as amended (the “**Securities Act**”)), directors, officers or employees nor any other person accepts any liability (in negligence or otherwise) whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith. In giving this presentation, none of DIB, the Issuer, the Joint Lead Managers nor their respective advisers and/or agents undertake any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent.

Investment in the Certificates will also involve certain risks. A summary of the material risks relating to the Offering will be set out in the section headed “Risk Factors” in a separate prospectus published in relation to the Offering. There may be additional material risks that are currently not considered to be material or of which DIB and the Issuer and their respective advisors or representatives are unaware. Investors and prospective investors in the Certificates are required to make their own independent investigation and appraisal of the business and financial condition of DIB, the Issuer and the nature of the Certificates. Any such appraisal should involve, inter alia, an assessment (with relevant professional advisers as necessary) of the legal, tax, accounting, regulatory, financial, credit and other related aspects and risks of any of the Certificates. This presentation does not constitute a recommendation regarding the Certificates. Any decision to purchase Certificates in the context of the proposed Offering should be made solely on the basis of information contained in a separate prospectus published in relation to the Offering, and, in such case, the information contained herein will be superseded in its entirety by such prospectus.

This document is an advertisement for the purposes of the applicable measures implementing Directive 2003/71/EC, as amended, to the extent that such amendments have been implemented in the relevant Member State of the European Economic Area (the “**Prospectus Directive**”). A prospectus prepared pursuant to the Prospectus Directive is intended to be published, which, if published, can be obtained in accordance with the applicable rules.

This presentation and its contents have not been approved by the UK Financial Conduct Authority or an authorised person (as defined in the Financial Services and Markets Act 2000 (the “**FSMA**”)) for distribution. This document is only being distributed to and is only directed at: (A) if the distribution is being effected by a person who is not an authorised person under the FSMA, only the following persons: (i) persons who are Investment Professionals as defined in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “**Financial Promotion Order**”); (ii) persons falling within any of the categories of persons described in Article 49(2) of the Financial Promotion Order; and (iii) any other person to whom it may otherwise lawfully be made in accordance with the Financial Promotion Order; and (B) if the distribution is being effected by a person who is an authorised person under the FSMA, only the following persons: (i) persons falling within one of the categories of Investment Professional as defined in Article 14(5) of the Financial Services and Markets Act 2000 (Promotion of Collective Investment Schemes) (Exemptions) Order 2001 (the “**Promotion of CIsS Order**”), (ii) persons falling within any of the categories of person described in Article 22(a)-(d) (High net worth companies, unincorporated associations, etc.) of the Promotion of CIsS Order and (iii) any other person to whom it may otherwise lawfully be made in accordance with the Promotion of CIsS Order (all such persons together being referred to as “**relevant persons**”). Persons of any other description in the United Kingdom may not receive and should not act or rely on this presentation. Any investment activity to which this communication may relate is only available to, and any invitation, offer, or agreement to engage in such investment activity will be engaged in only with, relevant persons. Any person who is not a relevant person should not act or rely on this presentation or any of its contents.

The information in this presentation is given in confidence and the recipients of this presentation should not engage in any behaviour in relation to qualifying investments or related investments (as defined in the FSMA and the Code of Market Conduct made pursuant to the FSMA) which would or might amount to market abuse for the purposes of FSMA.

Neither this presentation nor any copy of it may be taken or transmitted into, or distributed, directly or indirectly in, the United States of America, its territories or possessions. This presentation is not a public offer of securities for sale in the United States. The Certificates have not been, and will not be, registered under the Securities Act and may not be offered or sold in the United States or to, or for the account or benefit of U.S. persons (as such term is defined under Regulation S under the Securities Act) absent registration or an exemption from, or pursuant to a transaction not subject to, the registration requirements under the Securities Act. Neither DIB nor the Issuer intends to register any portion of the proposed Offering under the applicable securities laws of the United States, or conduct a public offering of any Certificates in the United States. Subject to certain exceptions, the Certificates may not be offered or sold within or to any national, resident or citizen of any other country where it is unlawful to do so. Any failure to comply with these restrictions may constitute a violation of U.S., or other countries’ securities laws, as applicable.

No action has been taken or will be taken that would permit a public offering of the Certificates in any jurisdiction in which action for that purpose is required. No offers, sales, resales or delivery of the Certificates or distribution of any offering material relating to the Certificates may be made in or from any jurisdiction except in circumstances which result in compliance with any applicable laws and regulation. The distribution of this presentation in other jurisdictions may also be restricted by law, and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

The Joint Lead Managers are acting for DIB and the Issuer and for no one else and will not be responsible to anyone other than DIB and the Issuer for providing the protections afforded to clients of the Joint Lead Managers, nor for providing advice in relation to the proposed Offering or any other matter referred to herein. Any prospective purchaser of the Certificates is recommended to seek its own independent financial advice. The Joint Lead Managers have not prepared or authorised the contents of, or any part of, this presentation.

This presentation contains data compilations, writings and information that are proprietary and protected under copyright and other intellectual property laws, and may not be redistributed or otherwise transmitted by you to any other person for any purpose. Additionally, this presentation contains translations of currency amounts solely for the convenience of the reader, and these translations should not be construed as representations that these amounts actually represent such U.S. dollar amounts or could be converted into U.S. dollars at the rate indicated.

## 1. Overview of Economic Environment

## 2. Overview of Dubai Islamic Bank

## 3. Financial Performance

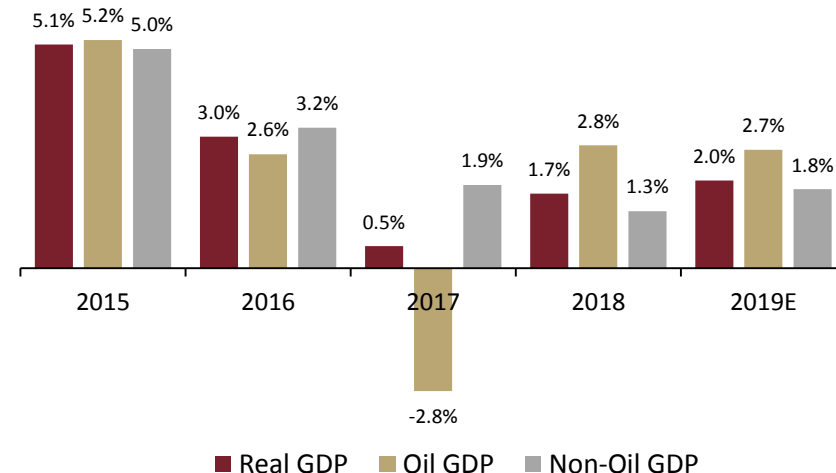
## 4. Strategic Focus

## 5. Appendix






# UAE maintains regional lead and has climbed to fifth globally in Global Competitiveness 2019

- Improved UAE GDP forecast due to recovery in oil prices, fiscal consolidation and a stable and well capitalized banking sector.
- Economic reforms such as revised investment and visa laws is expected to stimulate further growth and enhance consumer confidence.
- The UAE is squarely placed amongst the top 5 in the 2019 World Competitiveness Rankings driven by strong performance, government and business efficiency and advancements in technological and scientific infrastructures .
- 100% foreign ownership now allowed in certain economic sectors in the UAE.

## UAE Economic Growth Trends and Forecast







## IMD World Competitiveness Ranking 2019 (Top Performers)

	Overall	Economic Performance	Government Efficiency	Business Efficiency	Infrastructure
Singapore	1 	5	3	5	6
Hong Kong	2 	10	1	2	22
USA	3 	1	23	11	1
Switzerland	4 	23	4	9	2
UAE	5 	7	2	1	33

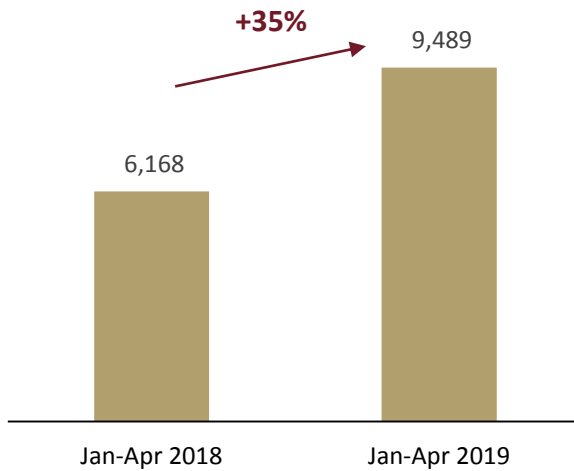
Each factor is identified with a particular color: blue for gov't efficiency, green for business efficiency etc. The colored-filled circles signify the 5 top performers in each factor.

## IMD World Competitiveness Ranking 2019

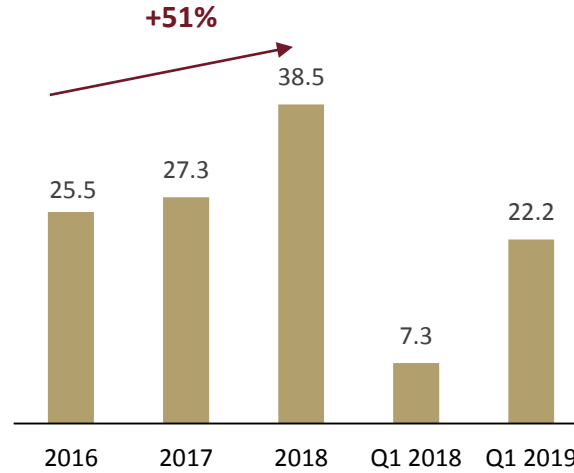
2019	Country	2018	Change
1	Singapore	3	+2 
2	Hong Kong	2	-
3	USA	1	-2 
4	Switzerland	5	+1 
5	UAE	7	+2 

# Dubai macro looks encouraging... supported by regulatory reforms...

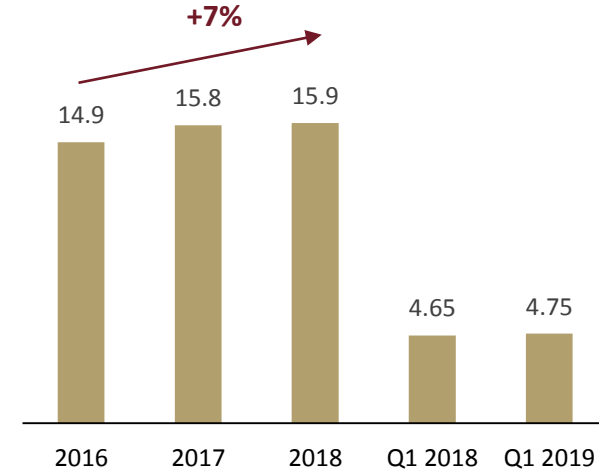
## New Business License



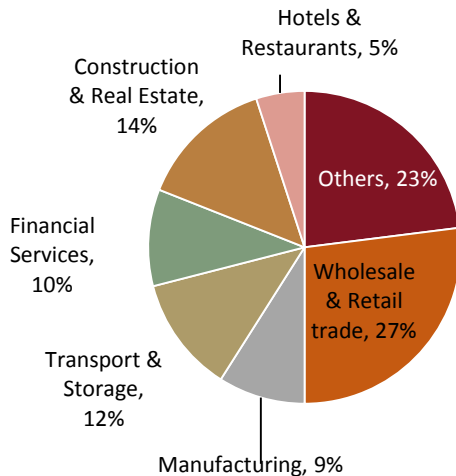
## Dubai Foreign Direct Inflows (AED bn)



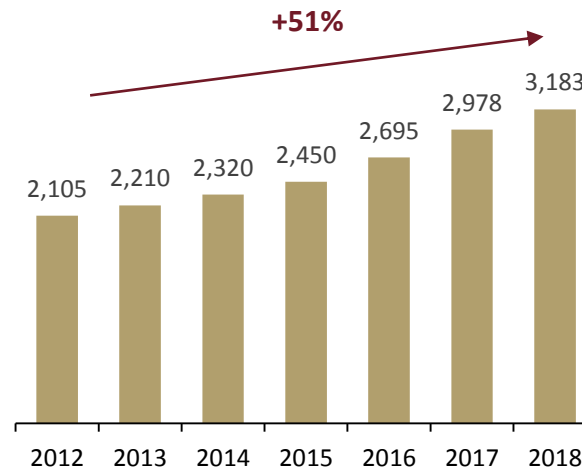
## Total Dubai annual tourist inflows (mn)



## GDP Contribution by Sectors



## Dubai Population Growth ('000)



## Selected Economic Initiatives

100% foreign ownership in certain sectors to attract investments and stimulate employment opportunities in the domestic economy.

Dubai's economy continue to strengthen ahead of EXPO 2020 underpinned by construction, hotels and restaurants as well as transport and logistics.

A total of 6 million international tourist visited Abu Dhabi and Dubai during Q1 2019, a growth of nearly 2%

1. Overview of Economic Environment

**2. Overview of Dubai Islamic Bank**

3. Financial Performance

4. Strategic Focus

5. Appendix

# Dubai Islamic Bank at a Glance

*A leading Islamic bank with a growing international footprint*

- Dubai Islamic Bank (“DIB” or the “Bank”) was established in 1975 as the **world’s first full service Islamic bank** by an Emiri Decree.
- DIB is the **2<sup>nd</sup> largest Islamic bank <sup>1</sup> in the world** and the **largest Islamic bank in the UAE by total assets**.
- The bank has been designated as one of the Domestic – Systemically Important Banks (“**D-SIB**”) in 2017.

Over 3 million customers globally

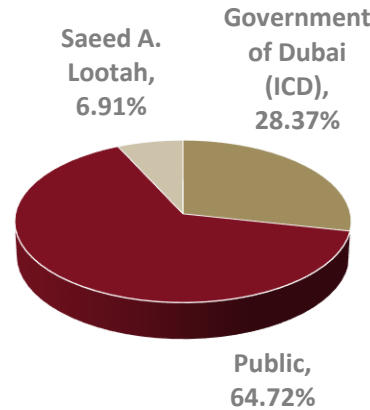
Nearly 8,000 employees across the Group

Mkt Cap: ~USD 9bn  
Shares (mn): 6,590

65% Free float Listed on Dubai Financial Market (DFM)

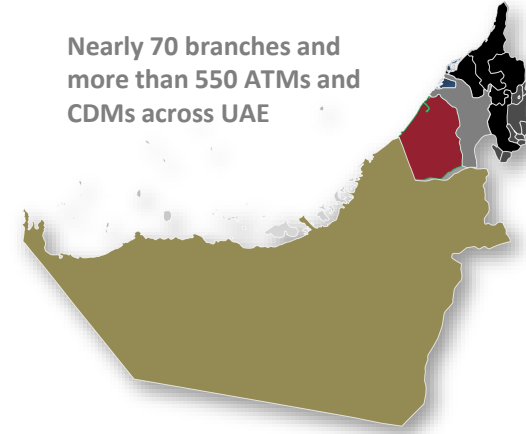
25% FOL Adequate room for foreign ownership

## Ownership (as at 30 Jun 2019)



## UAE Branch Network

Nearly 70 branches and more than 550 ATMs and CDMs across UAE



## Significant Subsidiaries and Associates



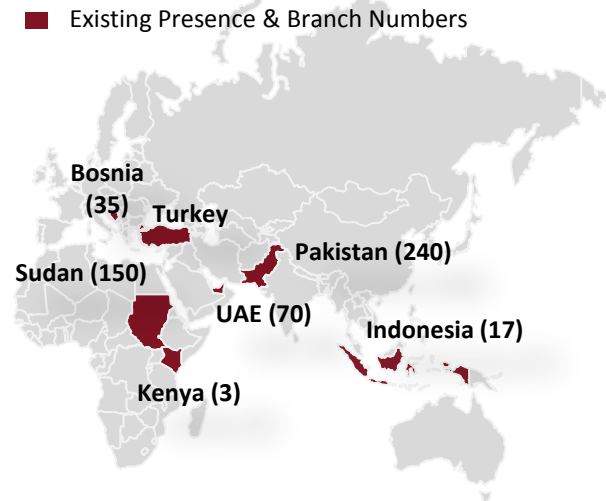
## Credit Ratings

Moody's  
**A3**  
Stable

Fitch  
**A**  
Stable

Islamic International Rating Agency (IIRA)  
**A/A1**  
Stable

## International Geographic Presence



<sup>1</sup> According to FY2018 financial statements of the banks

# Dubai Islamic Bank at a Glance

Industry leading financial institution with a growing balance sheet and franchise



## Largest Islamic Bank in the UAE, 2<sup>nd</sup> largest in the world

- Increasing domestic market share nearly ~10%
- Growing international footprint across Middle East and Asia

## Sector leading growth

- Financing growth (CAGR '15-'18 of 14%)  
Deposit growth (CAGR '15-'18 of 12%)
- Dominant and growing Islamic franchise.
- Shareholder returns over past 5 years averaged around 19% (RoE).

## Sustained Operating Performance

- Total Income growth (CAGR '15-18 of 16%)  
Net Profit growth (CAGR '15-18 of 9%)
- Excellent and sustained cost control improvements despite higher volumes

## Robust capital position

- Preemptive capacity creation to support growth
- Strong and diversified investor base
- Designated as a Domestic Systematically Important Bank (D-SIB)

## Diversified business portfolio

- Highly diversified business focusing on retail, corporate and wholesale banking.
- Strong customer base from mass to high net worth individuals.

## Dominant position in Islamic financing & capital markets league tables

EMEA Islamic Financing MLA – H1 2019

Rank	Mandated Lead Arranger	Vol (MM USD)	Deals
1	Dubai Islamic Bank	1,298	8
2	Emirates NBD	807	6
3	HSBC	730	4
4	First Abu Dhabi Bank	690	6
5	Standard Chartered	500	3

US Dollar International Sukuk - H1 2019

Rank	Manager	Vol (MM USD)	Issues
1	Standard Chartered	2,296	15
2	HSBC	1,562	11
3	Kuwait Finance House	1,350	7
4	Dubai Islamic Bank	1,035	9
5	First Abu Dhabi Bank	940	9

EMEA Islamic Financing Bookrunner – H1 2019

Rank	Bookrunner	Vol (MM USD)	Deals
1	Dubai Islamic Bank	1,391	7
2	Emirates NBD	920	6
3	First Abu Dhabi Bank	730	6
4	Standard Chartered	653	3
5	Mashreqbank PSC	387	3

\* Source: Bloomberg



1. Overview of Economic Environment

2. Overview of Dubai Islamic Bank

**3. Financial Performance**

4. Strategic Focus

5. Appendix

# Overall Financial Performance (for the period ended 30 Jun 2019)

Growing market share driven by robust growth in core businesses

## Balance Sheet

AED million	Dec 2018	Jun 2019	Change
Net Financing Assets & Sukuk Investments	175,918	182,471	4%
<b>Total Assets</b>	<b>223,682</b>	<b>228,170</b>	2%
Customers' Deposits	155,657	156,897	1%
Sukuk Financing Instruments	12,371	12,355	-
<b>Equity</b>	<b>34,127</b>	<b>33,251</b>	(3%)
<b>Total Liabilities and Equity</b>	<b>223,682</b>	<b>228,170</b>	2%

## Income Statement

AED million	H1 2018	H1 2019	Change
Total Income	5,577	6,982	25%
Net Operating Revenue	4,036	4,699	16%
Operating Expenses	(1,187)	(1,201)	1%
<b>Profit before Impairment and Tax Charges</b>	<b>2,849</b>	<b>3,498</b>	<b>23%</b>
Impairment Losses	(392)	(725)	85%
Income Tax	(17)	(21)	24%
<b>Group Net Profit</b>	<b>2,441</b>	<b>2,753</b>	<b>13%</b>

## Financial Highlights

Key Ratios	Dec 2017	Dec 2018	Jun 2019
Net Financing to Deposit Ratio <sup>1</sup>	91%	93%	96%
Total Capital Adequacy Ratio	17.2%	17.5%	17.5%
CET1 Ratio	11.5%	12.4%	12.9%
Non-Performing Financing Ratio ("NPF")	3.4%	3.4%	3.5%
ROE	18.7%	18.1%	18.5%
ROA	2.34%	2.32%	2.46%
Net Profit Margin ("NPM")	3.11%	3.14%	3.13%
Cost to Income Ratio <sup>2</sup>	30.4%	28.3%	27.8%
Dividend Per Share (% of par value)	45%	35%	

## Highlights

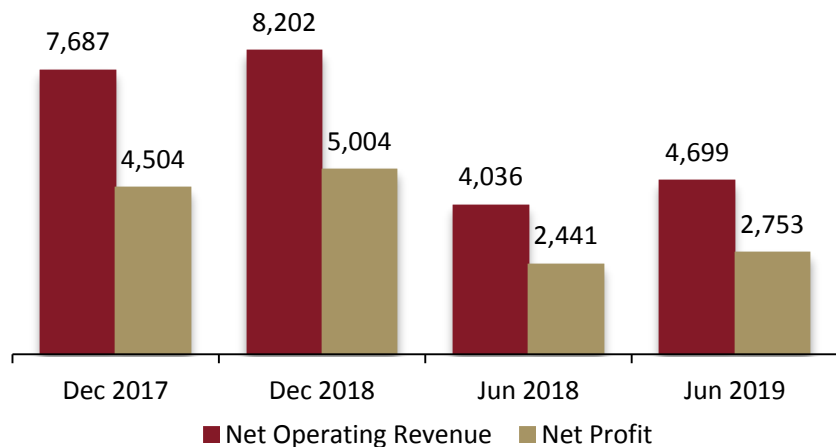
- The bank's focus to diversify into key sectors of the domestic economy have supported the robust **core revenue growth** over the past few years.
- Disciplined cost management has led to the strong **growth in net profit** for the period.
- Improving cost efficiencies** has resulted in cost to income ratio reducing to 27.8%.

<sup>1</sup> Net Financing to Deposit Ratio excludes Bilateral Sukuk

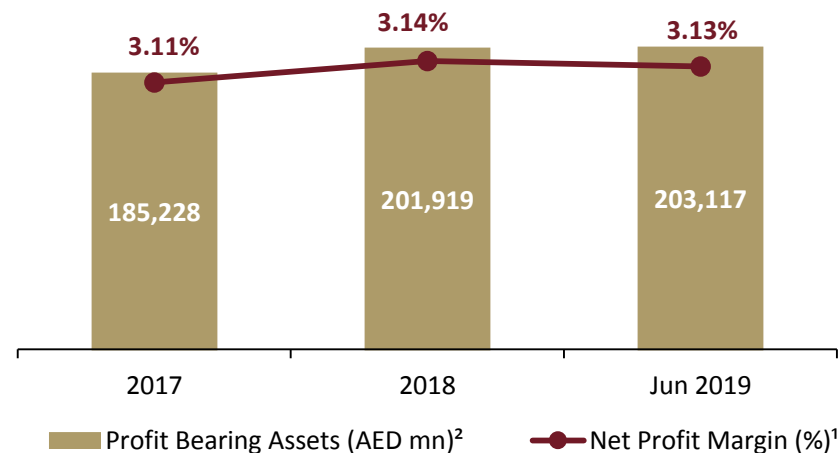
<sup>2</sup> Cost to income ratio is calculated as operating expenses divided by operating income.

# Operating Performance & Profitability

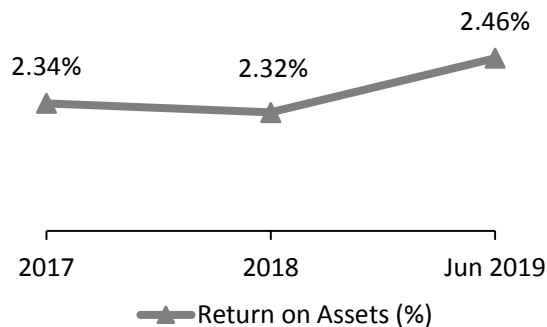
## Robust & Growing Profitability (AED mn)



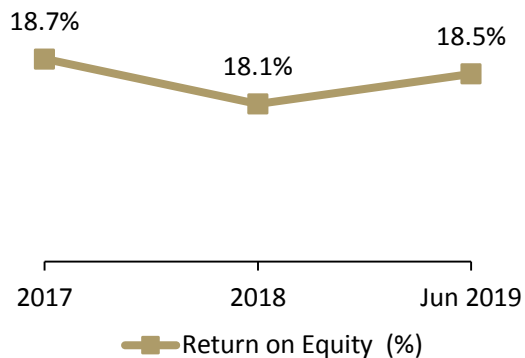
## Sustained Strong Margins



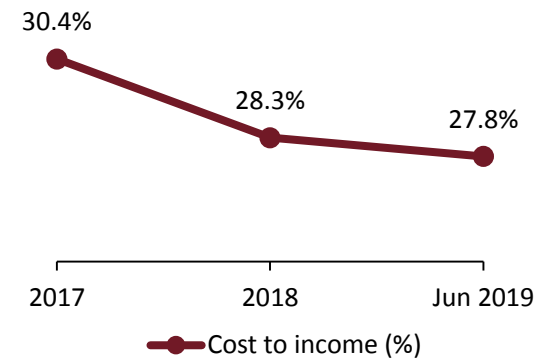
## ROA (%)



## ROE (%)



## Cost to income ratio (%)

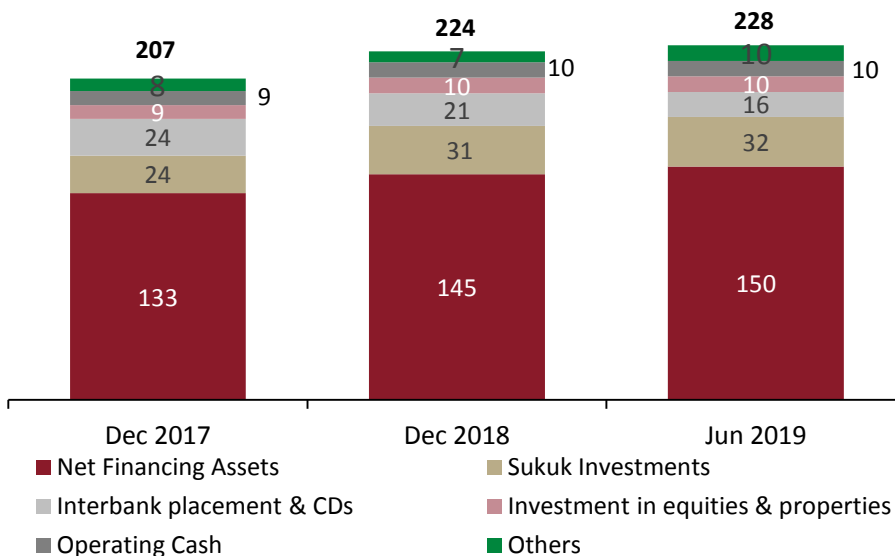


<sup>1</sup>Net Profit Margin is calculated as Depositors' share of profits subtracted from income from Islamic Financing and Investing Assets and income from International Murababat and Wakala and income from Investments in Islamic Sukuk divided by Average Profit Bearing Assets.

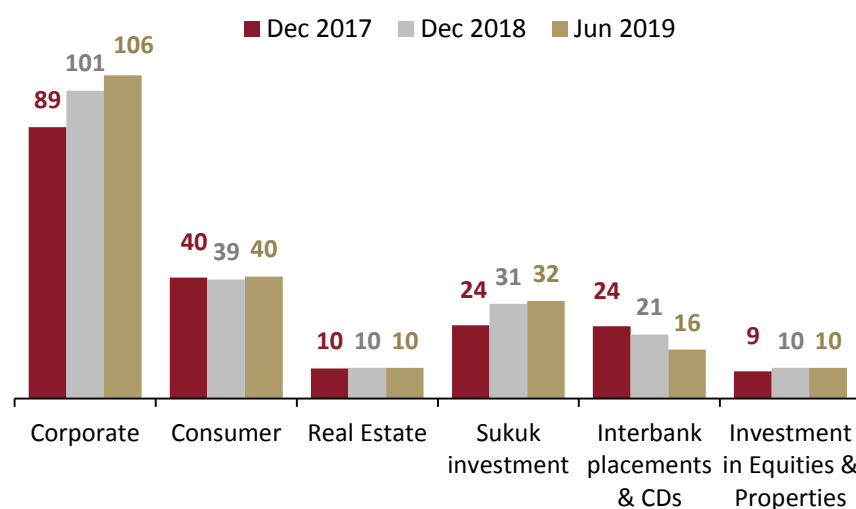
<sup>2</sup>Profit Bearing Assets are calculated as the sum of International Murababat with UAE Central Bank, Investment in Islamic Sukuk and Gross Islamic Financing and Investing Assets and Due from Banks and Financial Institutions (excluding Current Accounts)

# Overview of Deployment of Funds / Financings

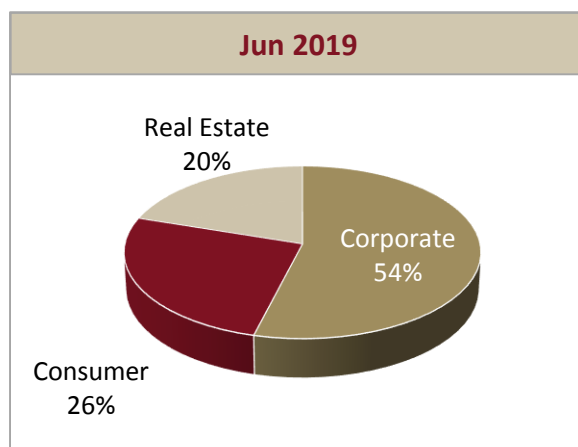
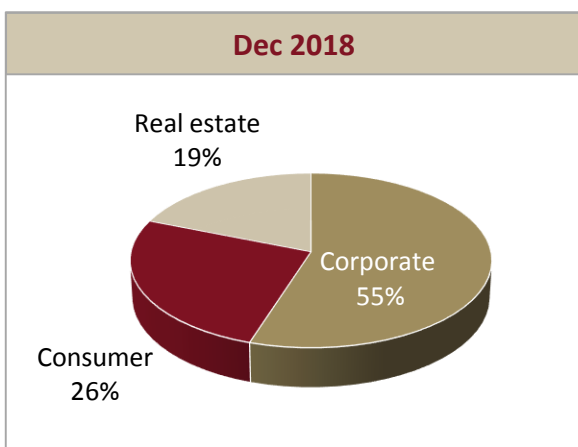
### Deployed Funds Composition (AED bn)



### Deployment by Segment (AED bn)



### Breakdown of Financing Portfolio by Sector (%)



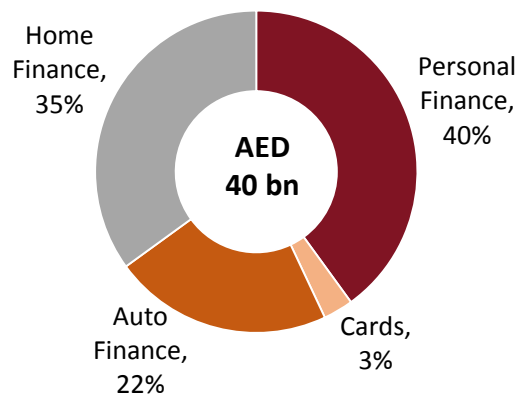
- #### Highlights:
- **Corporate financing continues its healthy growth trend**, now reaching AED 106 bn up by nearly 5% year to date.
  - **Gross new consumer financing** amounted to AED 7 billion during the first half of the year.
  - **Real estate concentration** maintained in line with guidance.

# Segmental Overview - Consumer

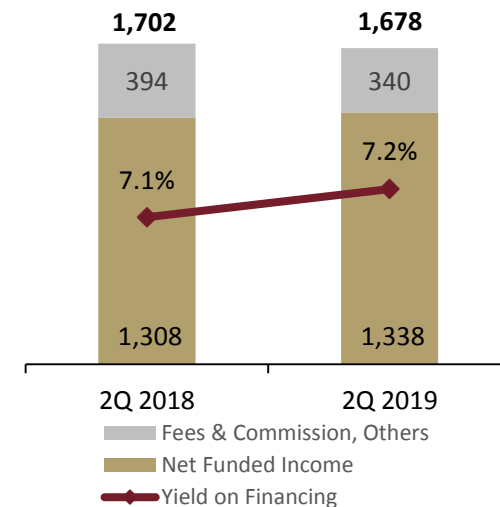
## Management Commentary

- Consumer financing currently stands at AED 40 billion supported by gross new consumer financing of AED 7 billion during H1 2019.
- Gross yields on consumer financing now at 7.15%, up by 5 bps YoY from 7.10%.
- The bank's continued investments in digital capabilities and technology is now expected to unlock significant operational efficiencies within its network.

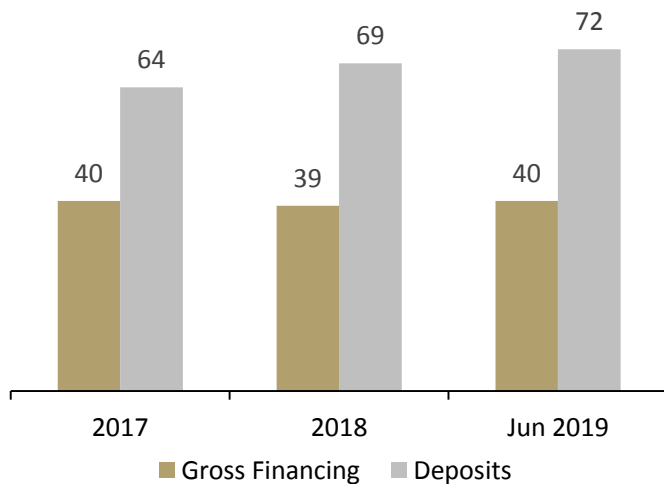
## Breakdown by Portfolio – Jun 2019



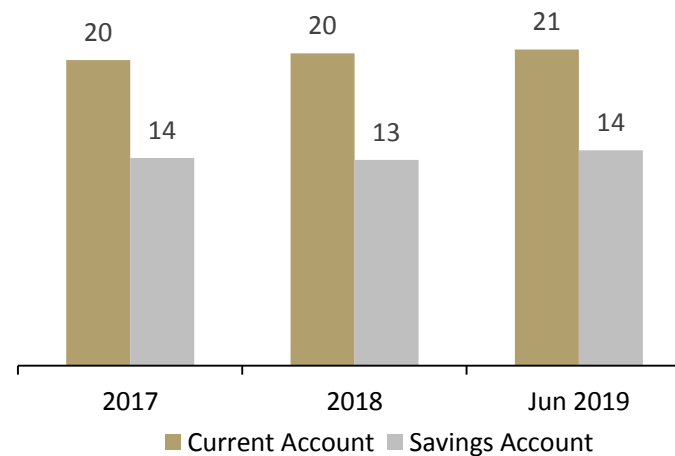
## Revenue Trends (AED mn)



## Segment Gross Financing / Deposits (AED bn)



## CASA (AED bn)

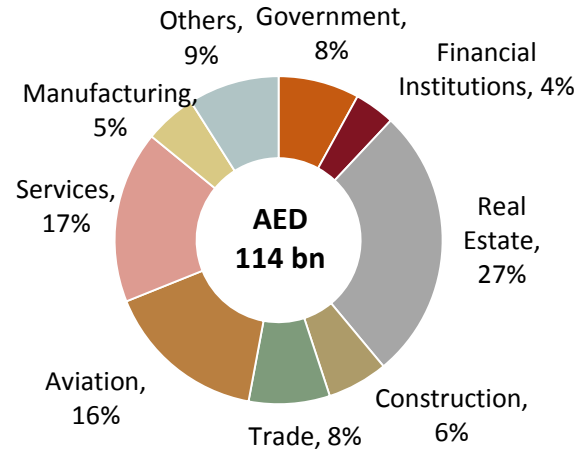


# Segmental Overview - Corporate

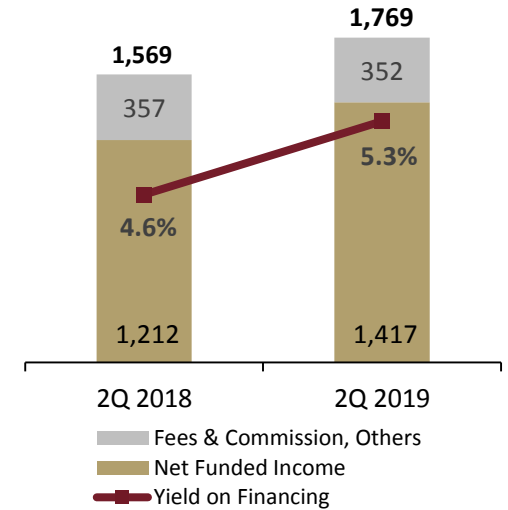
## Management Commentary

- Gross corporate financing currently stands at AED 114 billion driven by strong growth across services, trade and FI.
- Net operating revenue increased by 13% YoY to reach AED 1,769 million.
- DIB remains a major player in the syndication and capital market transactions leading the Bloomberg tables.

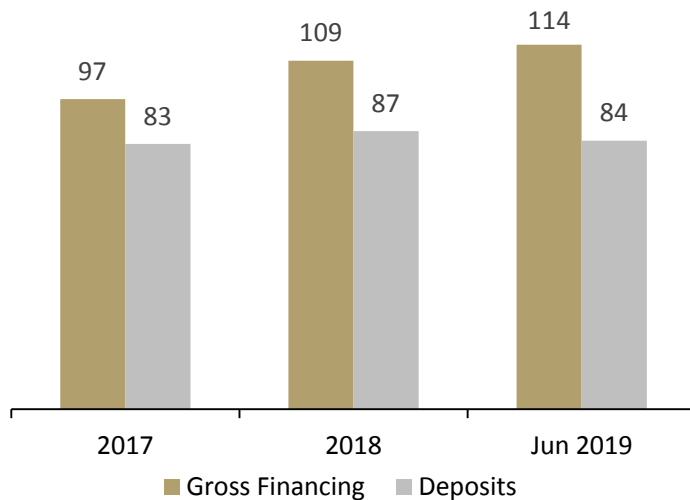
## Breakdown by Portfolio – Jun 2019



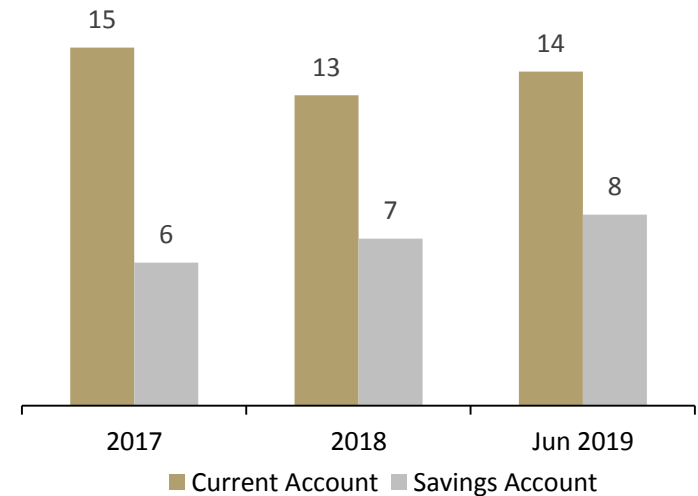
## Revenue Trends (AED mn)



## Segment Gross Financing / Deposits (AED bn)



## CASA (AED bn)

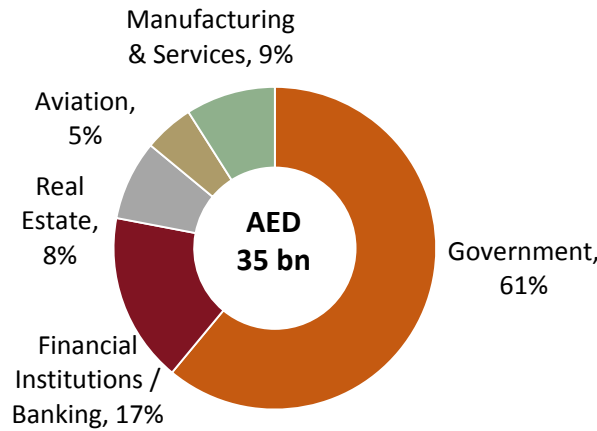


# Segmental Overview - Treasury

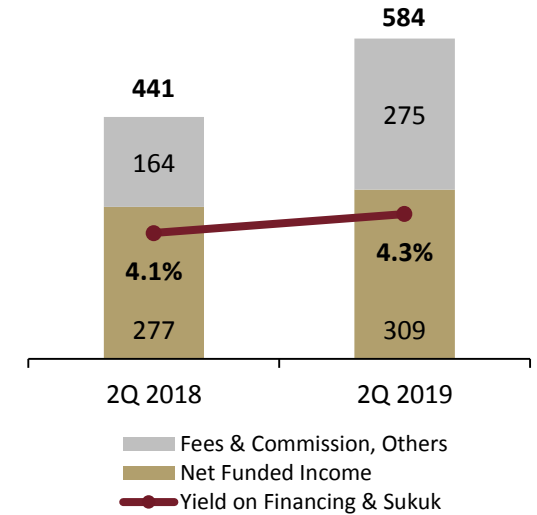
## Management Commentary

- Gross treasury financing and sukuk investments increased by nearly 5% year to date to reach to AED 35 billion.
- Net operating revenue increased to AED 584 million, an increase of 32% YoY.
- Successful AT1 Basel III compliant sukuk issuance earlier this year boosted overall CAR and was oversubscribed significantly depicting strong market confidence in the institution.

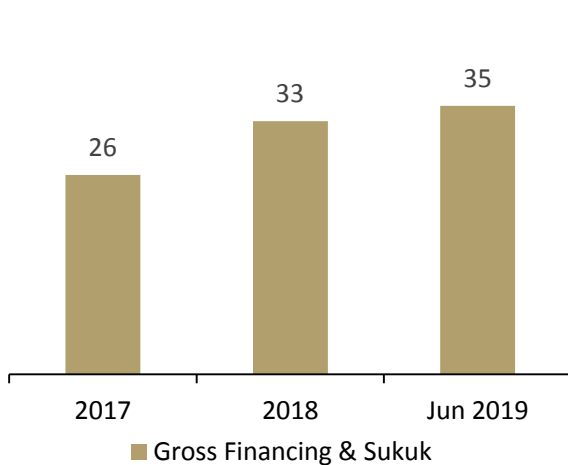
## Breakdown by Portfolio – Jun 2019



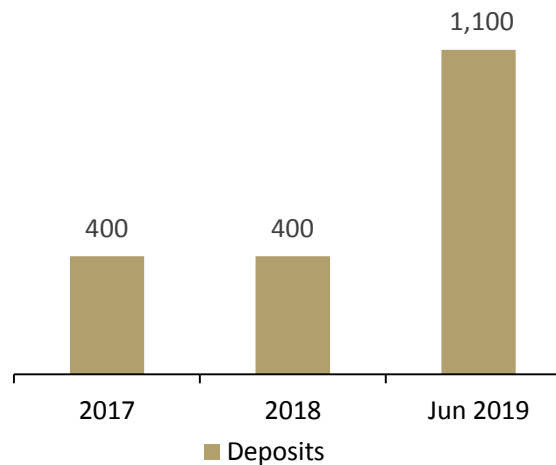
## Revenue Trends (AED mn)\*



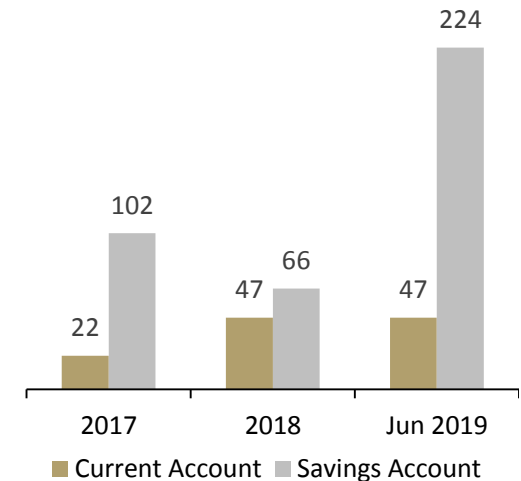
## Segment Gross Financing & Sukuk (AED bn)



## Segment Deposits (AED mn)



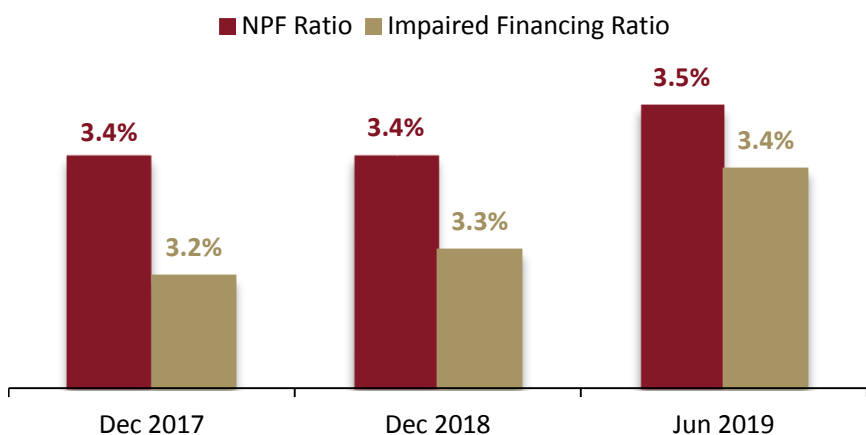
## CASA (AED mn)



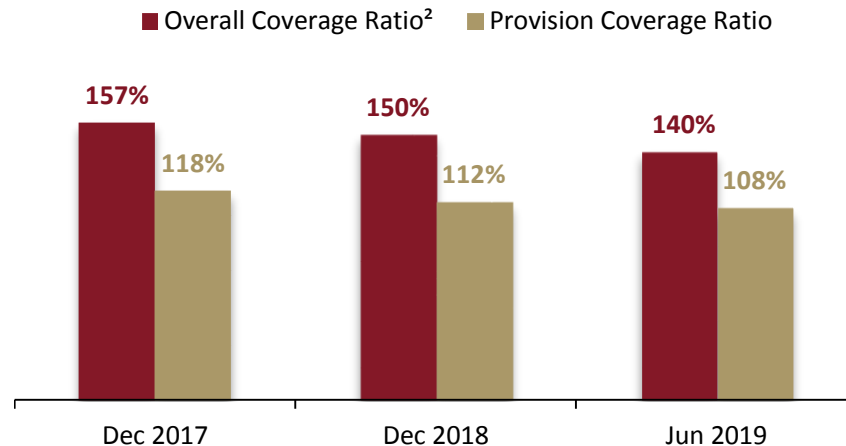
\* Based on shadow accounting for fees and commissions

# Improving Asset Quality

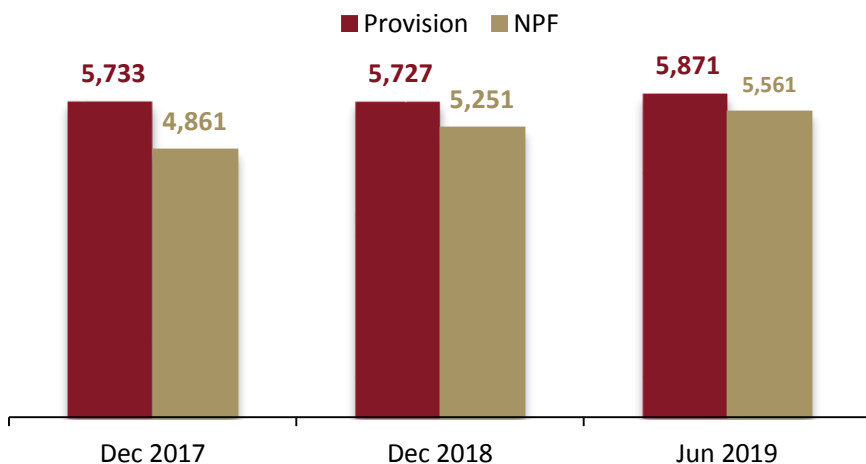
## Non-Performing Financing ("NPF")<sup>1</sup>



## Financing Provisions and Coverage Ratios



## Cumulative Provisioning (AED million)



## Highlights

- **Asset quality continues to be resilient**, as a result of more stringent underwriting standards and focus on cash-flow based funding.
- **Provision coverage remains healthy** at 108% with significant collateral providing added comfort.
- The bank continues to build provisions in line with IFRS-9 (both collective as well as specific).

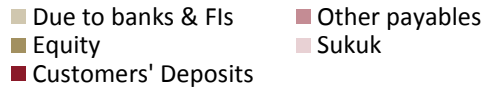
<sup>1</sup>Non-Performing Financing ratio includes Bilateral Sukuk and is calculated as the sum of individually impaired and 90-day overdue Financing Assets.

<sup>2</sup>Overall Coverage Ratio calculated as the sum of provisions held and collateral held relating to facilities individually determined to be impaired divided by non-performing financing.

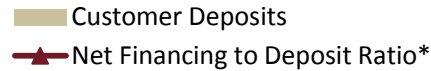


# Funding Sources and Liquidity

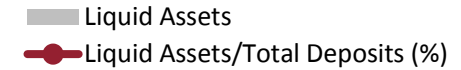
## Funding Sources (AED bn)



## Customers' Deposits (AED bn)

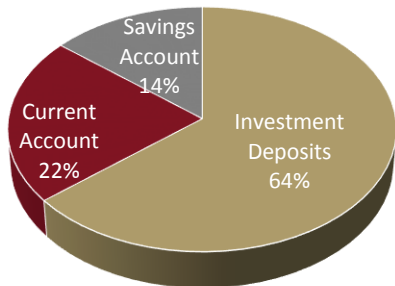


## Liquidity Position (AED bn)

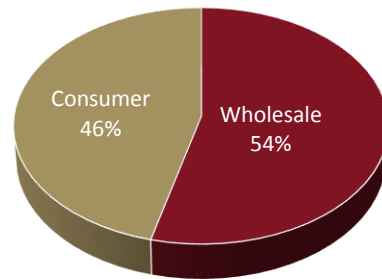


## Customer Deposits (AED 157 bn as at 30 Jun 2019)

### By Type



### By Business



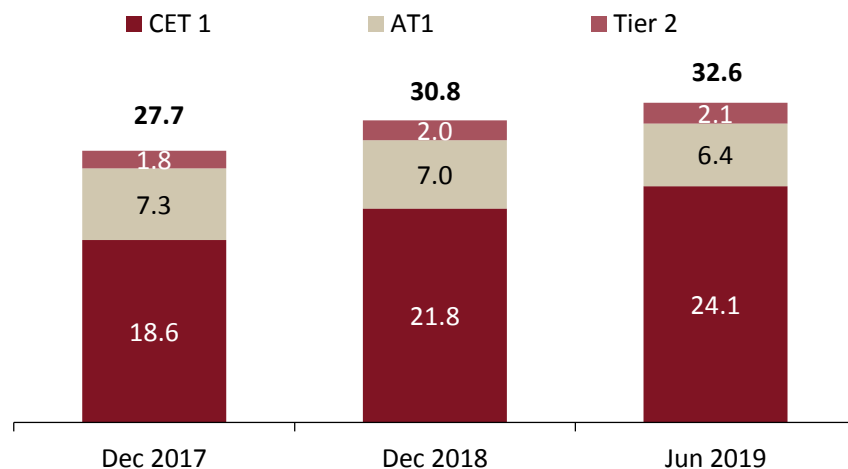
## Highlights

- **Liquidity position remains strong**, with nearly 70% of funding generated by customer deposits.
- **CASA deposit increased by 6%** year to date to reach at AED 57.2 billion as of H1 2019.
- **Customer deposits is at AED 157 bn and Financing to deposit ratio stood at 96%**, depicting healthy liquidity.

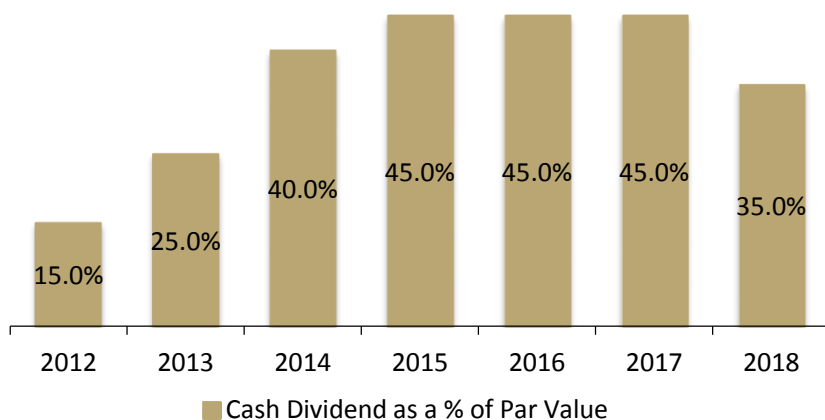
\* Net Financing to Deposit Ratio excludes Bilateral Sukuk.

# Capitalization Overview

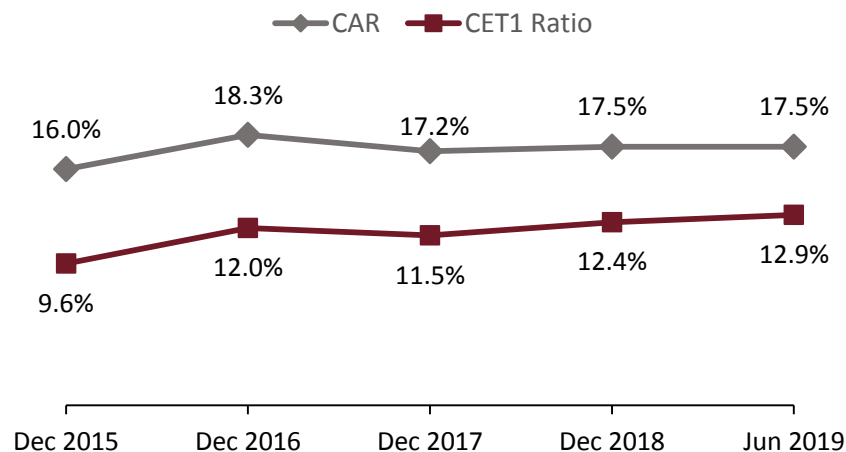
## Regulatory Capital<sup>1</sup> (AED billion)



## Dividend History<sup>2</sup>



## Capital Ratios\*



## Highlights

- **CAR and CET1 ratios remain robust**, at 17.5% and 12.9%, respectively.
- **ROA at 2.46% and ROE at 18.5%** signifies focus on profitability and shareholder returns.
- Capitalization remains well above the regulatory requirement indicating room to grow.

<sup>1</sup> Refers to Regulatory Capital under Basel III

<sup>2</sup> Dividend is calculated as dividend per share divided by par value of a share

\*The above graph reflects ratios under Basel III regime

**1.** Overview of Economic Environment

**2.** Overview of Dubai Islamic Bank

**3.** Financial Performance

**4.** Strategic Focus

**5.** Appendix

## CARE IDEOLOGY



## Digitally Intelligent Bank (DIB)

	<b>Quality Credit Growth</b>		<b>Enhance Customer Experience</b>
	<b>Maintain cost discipline</b>		<b>Adopt C.A.R.E. Ideology</b>
	<b>Embrace Digital Transformation</b>		<b>Align Capacity to Growth</b>

## 2019 – Target Metrics

<b>Growth</b>	<b>10% to 15%</b> 4%	<b>NPF</b>	<b>3%</b> 3.50%	<b>Real Estate Concentration</b>	<b>~20%</b> 20%	<b>Return on Assets</b>	<b>2.20% to 2.25%</b> 2.46%
<b>Net Profit Margin</b>	<b>3% to 3.15%</b> 3.13%	<b>Cash Coverage</b>	<b>120%</b> 108.0%	<b>Cost Income Ratio</b>	<b>~30%</b> 27.8%	<b>Return on Equity</b>	<b>17% to 18%</b> 18.5%

**1. Overview of Economic Environment**

**2. Overview of Dubai Islamic Bank**

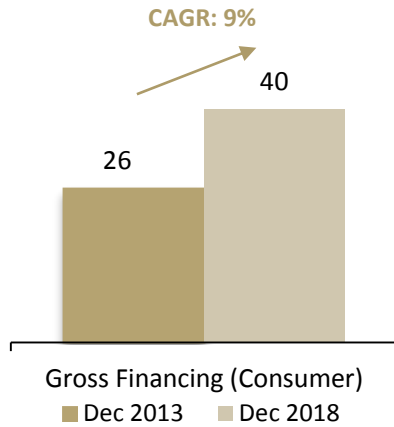
**3. Financial Performance**

**4. Strategic Focus**

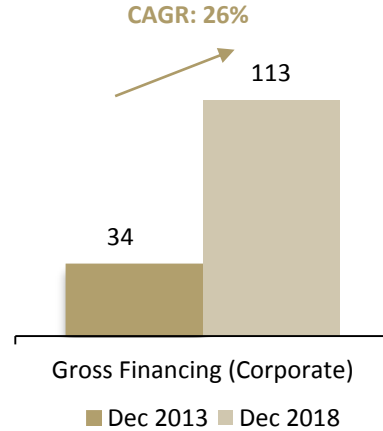
**5. Appendix**

# DIB's Growth Story – Growth vs Asset Quality

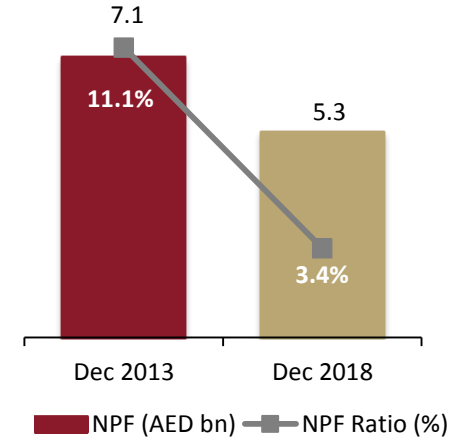
## Gross Financing (Consumer) - AED bn



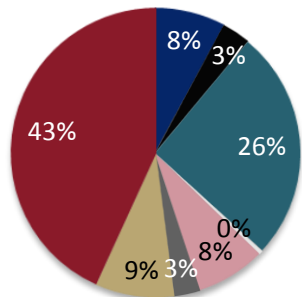
## Gross Financing (Corporate) - AED bn



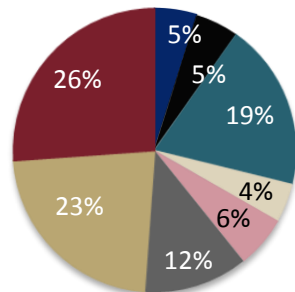
## Non-performing Financing



## Diversification



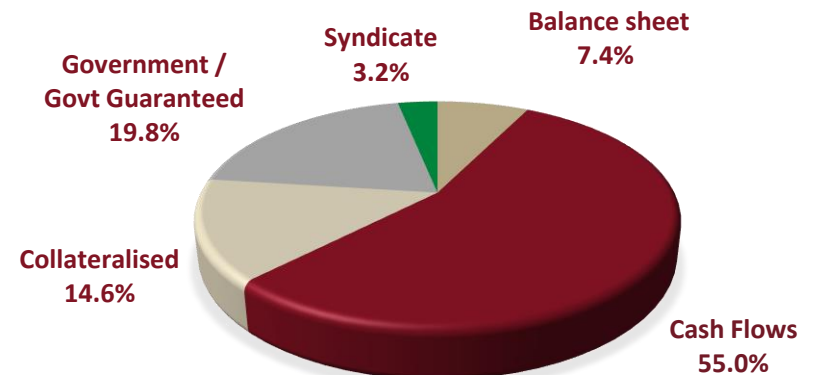
2013



2018

- Government
- Contracting
- Services & Others
- Financial Institutions
- Trade
- Consumer
- Real Estate
- Aviation

## New loan growth – Underwriting Criteria (2014 - 2018)



# Our Digital Journey thus far...

## PAPERLESS BRANCHES INTRODUCED

Simplified branch visit with handheld devices to fill forms and complete transactions



2014

## SUCCESSFULLY LAUNCHED:

- ❖ Tablet-based banking
- ❖ Instant Credit Card printing in branches
- ❖ Single page account opening form



2016

## DIGITAL STRATEGY FORMULATION

- ❖ Digitalization Department created
- ❖ Introduction of DIB Chatbot
- ❖ Revamp of:
  - ❖ DIB Website
  - ❖ Online Banking
  - ❖ DIB Mobile App



2018

2015

## CUSTOMER INNOVATION DEPARTMENT ESTABLISHED

Department setup to promote design, research, develop, analyze and suggest new marketing concepts as well as strategies. Manage prime team functions and activities for strategic direction



2017

## ADVANCED THE YEAR WITH:

- ❖ Express Transfer / Instant Remittances
- ❖ Initiated the development of End to End customer journey through digital channels



2019

- ❖ Successful launch of DIB's Digital Lab
- ❖ Digital customer journeys launched

## SET FOUNDATION FOR:

- ❖ Digital Academy
- ❖ Advanced Analytics

# Consolidated Income Statement

AED million	H1 2019	H1 2018	2018	2017	
<b>Net Income</b>	<i>Reviewed</i>	<i>Reviewed</i>	<i>Audited</i>	<i>Audited</i>	
Income from Islamic financing and investing transactions	5,413	4,415	9,481	7,795	
Commission	770	781	1,476	1,406	
Income / (loss) from other investment	63	29	45	31	
Income from properties held for sale	257	44	124	197	
Income from investment properties	48	74	156	119	
Share of profit from associates and joint ventures	67	106	137	122	
Other Income	364	128	311	529	
<b>Total Income</b>	<b>6,982</b>	<b>5,577</b>	<b>11,730</b>	<b>10,199</b>	
Depositors' and Sukuk holders' share of profit	(2,282)	(1,540)	(3,528)	(2,512)	
<b>Net Income</b>	<b>4,699</b>	<b>4,036</b>	<b>8,202</b>	<b>7,687</b>	
<b>Operating Expense</b>					
Personnel expenses	(806)	(803)	(1,580)	(1,568)	
General and administrative expenses	(332)	(306)	(608)	(602)	
Depreciation of investment properties	(19)	(19)	(35)	(46)	
Depreciation of property, plant and equipment	(44)	(59)	(99)	(119)	
<b>Total Operating Expenses</b>	<b>(1,201)</b>	<b>(1,187)</b>	<b>(2,322)</b>	<b>(2,335)</b>	
<b>Profit before net impairment charges and income tax expense</b>	<b>3,499</b>	<b>2,489</b>	<b>5,880</b>	<b>5,352</b>	
Impairment charge for the period, net	(725)	(392)	(834)	(824)	
<b>Profit for the period before income tax expense</b>	<b>2,774</b>	<b>2,458</b>	<b>5,046</b>	<b>4,528</b>	
Income tax expense	(21)	(17)	(42)	(24)	
<b>Net Profit for the period</b>	<b>2,753</b>	<b>2,441</b>	<b>5,004</b>	<b>4,504</b>	
	<b>Attributable to</b>				
	Owners of the Bank	<b>2,719</b>	<b>2,385</b>	<b>4,916</b>	<b>4,322</b>
	Non-Controlling Interests	34	56	88	182



# Balance Sheet

<i>AED million</i>	As at		
	30 Jun 2019	31 Dec 2018	31 Dec 2017
<b>Assets</b>	<i>Reviewed</i>	<i>Audited</i>	<i>Audited</i>
Cash and balances with central banks	21,260	22,546	27,885
Due from banks and financial institutions	4,512	8,297	4,677
Islamic financing and investing assets, net	150,230	144,739	133,334
Investments in Islamic Sukuk measured at amortized cost	32,240	31,179	24,023
Other investments at fair value	1,597	1,687	1,962
Investments in associates and joint ventures	1,964	1,928	2,136
Properties held for sale	1,477	1,449	1,274
Investment properties	5,024	4,495	3,570
Receivables and other assets	8,485	6,048	7,339
Property, plant and equipment	1,380	1,314	1,137
<b>Total Assets</b>	<b>228,170</b>	<b>223,682</b>	<b>207,337</b>
<b>Liabilities and Equity</b>			
<b>Liabilities</b>			
Customers' deposits	156,897	155,657	147,181
Due to banks and financial institutions	16,943	13,203	14,877
Sukuk financing instruments	12,355	12,371	8,659
Payables and other liabilities	8,725	8,323	7,739
<b>Total Liabilities</b>	<b>194,920</b>	<b>189,555</b>	<b>178,456</b>
<b>Equity</b>			
Share Capital	6,590	6,590	4,942
Tier 1 Sukuk	6,428	7,346	7,346
Other Reserves and Treasury Shares	10,861	10,861	7,786
Investments Fair Value Reserve	(931)	(850)	(615)
Exchange Translation Reserve	(1,105)	(1,052)	(485)
Retained Earnings	8,718	8,569	6,964
<b>Equity Attributable to owners of the banks</b>	<b>30,560</b>	<b>31,464</b>	<b>25,938</b>
Non-Controlling Interest	2,690	2,663	2,943
<b>Total Equity</b>	<b>33,251</b>	<b>34,127</b>	<b>28,881</b>
<b>Total Liabilities and Equity</b>	<b>228,170</b>	<b>223,682</b>	<b>207,337</b>

## Core Business Profiles

The principal activities of DIB are focused around five core business areas: (i) Retail & Business Banking; (ii) Corporate Banking (“CBG”); (iii) Real Estate & Contracting Finance; (iv) Investment Banking; and (v) Treasury.

Consumer Banking	Corporate Banking	Real Estate & Contracting Finance	Investment Banking	Treasury
<ul style="list-style-type: none"> <li>Offers its retail and business banking services through a network of 70+ branches and more than 550 ATMs spread across all of the Emirates.</li> <li>Broad range of retail products and services that include: Auto Finance; <i>Sharia</i>-compliant Cards; Personal Finance; Mortgages and SME Solutions.</li> <li>Serving around 1.9 million customers in the UAE.</li> </ul>	<ul style="list-style-type: none"> <li>CBG has sector-specific focus units which target clients across both private and public sectors.</li> <li>Corporate Banking manages various relationships (including middle market, contracting finance and real estate finance companies) and is instrumental in leveraging its client relationships to cross-sell other products offered by DIB, including investment banking and treasury services.</li> <li>CBG offers a range of <i>Sharia</i>-compliant solutions to its corporate clients in the UAE, the GCC and in other niche markets.</li> </ul>	<p><b>Real Estate Finance</b></p> <ul style="list-style-type: none"> <li>DIB plays a significant role in supporting corporate real estate developments, including the construction of commercial property and residential estates.</li> </ul> <p><b>Contracting Finance</b></p> <ul style="list-style-type: none"> <li>DIB provides financing to contractors executing building, electrical and mechanical infrastructure works across sectors such as the oil, gas, power and water sectors.</li> </ul>	<ul style="list-style-type: none"> <li>DIB's Investment Banking business group is primarily responsible for management of DIB's proprietary investment portfolios, strategic stakes and international operations and expansion.</li> <li>The business group provides advisory and related services to DIB's corporate clients both within UAE and across borders.</li> </ul>	<ul style="list-style-type: none"> <li>The Treasury Group offers a comprehensive range of products backed by DIB's expert understanding of local and international markets.</li> <li>Its principal customers are corporate clients, financial institutions, high net worth individuals, SME companies and similar businesses.</li> <li>It is responsible for managing DIB's liquidity requirements, fixed income portfolio and capital markets funding.</li> </ul>

# 2017 – 2019 Select Awards & Accolades



- CEO Award – Excellence in Islamic Banking awarded to Dr. Adnan Chilwan
- Best Islamic Bank
- Best Islamic Retail bank
- Best Islamic Corporate Bank
- Best Sukuk Arranger



- Islamic Bank of the Year
- Best Islamic Retail Bank
- Best Islamic Trade Finance Sukuk
- Best Islamic REIT
- Best Supranational Sukuk
- Bank of the Year 2018



- Best Sukuk House in UAE
- Best Private Bank in UAE



- Best Islamic Bank in the UAE
- UAE Deal of the Year
- Overall Best Islamic Bank
- Sovereign Deal of the year
- Indonesia Deal of the Year
- Most Innovative Deal of the year
- Hybrid Deal of the Year
- Best Islamic Retail Bank
- Best Islamic Bank in Kenya

2017

2018

H1 2019



- Dr. Adnan Chilwan - Most Social Executive in the UAE
- Dubai Islamic Bank nominated for the Best Talent Acquisition Team Award



- Best Overall Bank
- Best Islamic Bank in the UAE
- Most Innovative Islamic Bank
- Best Retail Islamic Bank
- Deal of the Year
- UAE Deal of the Year
- Hybrid Deal of the Year
- Pakistan Deal of the Year
- Syndicated Deal of the Year
- Real Estate Deal of the Year
- Indonesia Deal of the Year
- Kuwait Deal of the Year



Best Islamic Bank 2018

- CEO Award – Excellence in Global Islamic Finance and Banking awarded to Dr. Adnan Chilwan
- Best Islamic Bank
- Best Islamic Retail bank
- Best Islamic Corporate Bank
- Best Sukuk Arranger



Most Innovative Islamic Bank – UAE



# Select DIB Debt Capital Market Transactions




**First Abu Dhabi Bank**

USD 850,000,000

3.875% 5yr Sukuk

JLM & Bookrunner

Jan 2019  بنك دبي الإسلامي  
Dubai Islamic Bank




**Dubai Islamic Bank**

USD 750,000,000

6.250% PerpNC6 Sukuk

JLM & Bookrunner

Jan 2019  بنك دبي الإسلامي  
Dubai Islamic Bank




**First Abu Dhabi Bank (Tap)**

USD 150,000,000

3.875% 5yr Sukuk

JLM & Bookrunner

Feb 2019  بنك دبي الإسلامي  
Dubai Islamic Bank



**Republic of Indonesia**

USD 2,000,000,000

USD 750mn 3.900% 5.5yr  
USD 1,250mn 4.450% 10yr

JLM & Bookrunner

Feb 2019  بنك دبي الإسلامي  
Dubai Islamic Bank



**Government of Sharjah**

USD 1,000,000,000

3.854% 7yr Sukuk

JLM & Bookrunner

Mar 2019  بنك دبي الإسلامي  
Dubai Islamic Bank



**Majid Al Futtaim**

USD 600,000,000

4.638% 10yr Sukuk

JLM & Bookrunner

May 2019  بنك دبي الإسلامي  
Dubai Islamic Bank



**Kuwait International Bank**

USD 300,000,000

5.625% PerpNC5 Sukuk

JLM & Bookrunner

May 2019  بنك دبي الإسلامي  
Dubai Islamic Bank



**Sharjah Islamic Bank**

USD 500,000,000

5.000% PerpNC6 Sukuk

JLM & Bookrunner

Jun 2019  بنك دبي الإسلامي  
Dubai Islamic Bank




**SENAAT General Holding Corporation**

USD 400,000,000

4.760% 7 year Trust Certificates due 2025

JLM & Bookrunner

Nov 2018  بنك دبي الإسلامي  
Dubai Islamic Bank




**NMC Healthcare**

USD 400,000,000

5.950% 5 year Trust Certificates due 2023

JLM & Bookrunner

Nov 2018  بنك دبي الإسلامي  
Dubai Islamic Bank



**Aldar Investment**

USD 500,000,000

4.750% 7 year Trust Certificates due 2025

JLM & Bookrunner

Sep 2018  بنك دبي الإسلامي  
Dubai Islamic Bank



**IsDB**

USD 1,300,000,000

3.389% 5 year Trust Certificates due 2023

JLM & Bookrunner

Sep 2018  بنك دبي الإسلامي  
Dubai Islamic Bank



**DP World**

USD 1,000,000,000

4.848% 10 year Trust Certificates due 2028

JLM & Bookrunner

Sep 2018  بنك دبي الإسلامي  
Dubai Islamic Bank

# Select Syndicated / Club Transactions



**Emirates Global Aluminium**

USD 6,545,000,000

MLA & Bookrunner

Jan 2019 



**Islami Bank Bangladesh Ltd**

USD 100,000,000

MLA & Bookrunner

Feb 2019 

**Allana**

**Allana International**

USD 600,000,000

MLA & Bookrunner

Feb 2019 



**Tecom Investments LLC**

AED 7,000,000,000

MLA & Bookrunner

Feb 2019 



**Ziraat Katılım Bankası**

USD 245,000,000

MLA & Bookrunner

Apr 2019 




**Government of Pakistan**

USD 225,000,000

MLA & Bookrunner


Apr 2019 



**Alternative Investments**

USD 300,000,000

Mandated Lead Arranger

Apr 2019 



**Dubai Asset Management**

USD 545,000,000

MLA & Bookrunner

Jun 2019 



**Government of Pakistan**

USD 375,000,000

MLA & Bookrunner

Jun 2019 



**Dubai Properties Group**

USD 272,000,000

Mandated Lead Arranger & Bookrunner

Dec 2018



**Emaar Malls PJSC**

USD 2,000,000,000

Sole Coordinator

Dec 2018



**Axiom Telecom**

USD 105,000,000

Mandated Lead Arranger

Nov 2018



**Govt. of Pakistan, Ministry of Finance**

USD 185,000,000

Mandated Lead Arranger & Bookrunner

Oct 2018



**Al Baraka Turk**

USD 317,000,000

Mandated Lead Arranger & Bookrunner

Apr 2018

# THANK YOU!



Our latest financial information, events and announcements can now be accessed by downloading **DIB Investor Relations App**:



You may also contact us as follows:



P. O. Box 1080, Dubai, UAE



+971 4 2075454



[investorrelations@dib.ae](mailto:investorrelations@dib.ae)



[www.dib.ae/about-us/investor-relations](http://www.dib.ae/about-us/investor-relations)

