



The better way to bank



Investor Presentation
For the period ended March 31st 2017



بنك دبي الإسلامي
Dubai Islamic Bank

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1. Overview of Dubai Islamic Bank

2. Strategic Intent

3. Financial Performance

4. Strategic Focus

5. Appendix

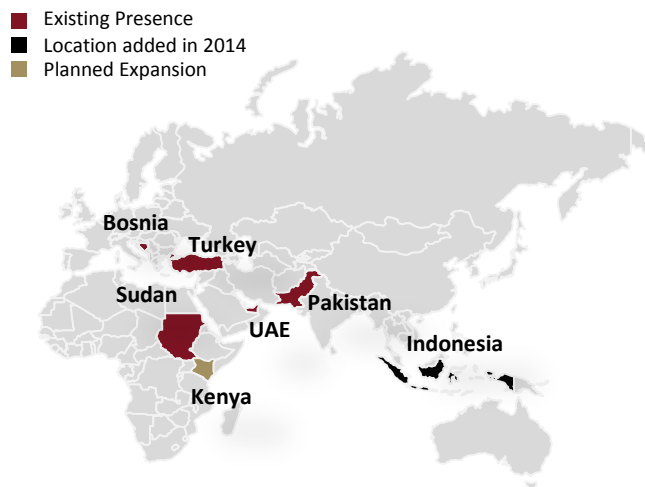
Dubai Islamic Bank at a Glance

A leading Islamic bank with a growing international footprint

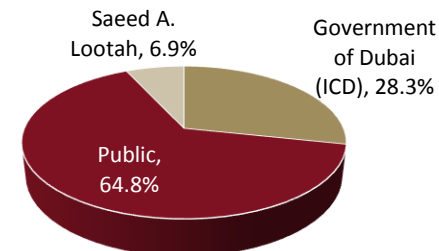
Snapshot of Dubai Islamic Bank

- 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 **4th largest Islamic bank¹ in the world** and the **largest Islamic bank in the UAE by total assets**.
- The Bank offers a wide range of *Sharia*-compliant products and services to consumer, wholesale and institutional clients.
- DIB’s principal strategy is to expand its core Islamic finance business and continue to maintain its position as the leading Islamic financial institution in the region as well as in other selected strategic markets.
- DIB enjoys a robust market position and strong brand recognition on the back of its focused strategy.

Geographic Presence



Ownership (as at 31st March 2017)



Long Term Rating	Outlook
Baa1	Positive
A	Stable

MOODY'S
FitchRatings

Significant Subsidiaries and Associates



92%

Tamweel is a provider of regional real estate financing and was established in 2000.



60.0%

Dar Al Sharia is a *Sharia* legal and financial consultancy firm established in 2008.



100.0%

Dubai Islamic Bank Pakistan was established in 2006 as a banking service provider.



38.25%

40% ownership in a Shariah compliant player in Indonesia, which has one of the largest Muslim populations in the world.



29.5%

DIB holds a strategic stake in Bank of Khartoum, one of the largest banks in Sudan.



44.9%

Deyaar Development is a real estate development company established in 2002.



27.3%

Bosna Bank International was established in 2000 as the first *Sharia*-compliant bank in Europe.

¹According to 2015 banks financial statements.

1. Overview of Dubai Islamic Bank

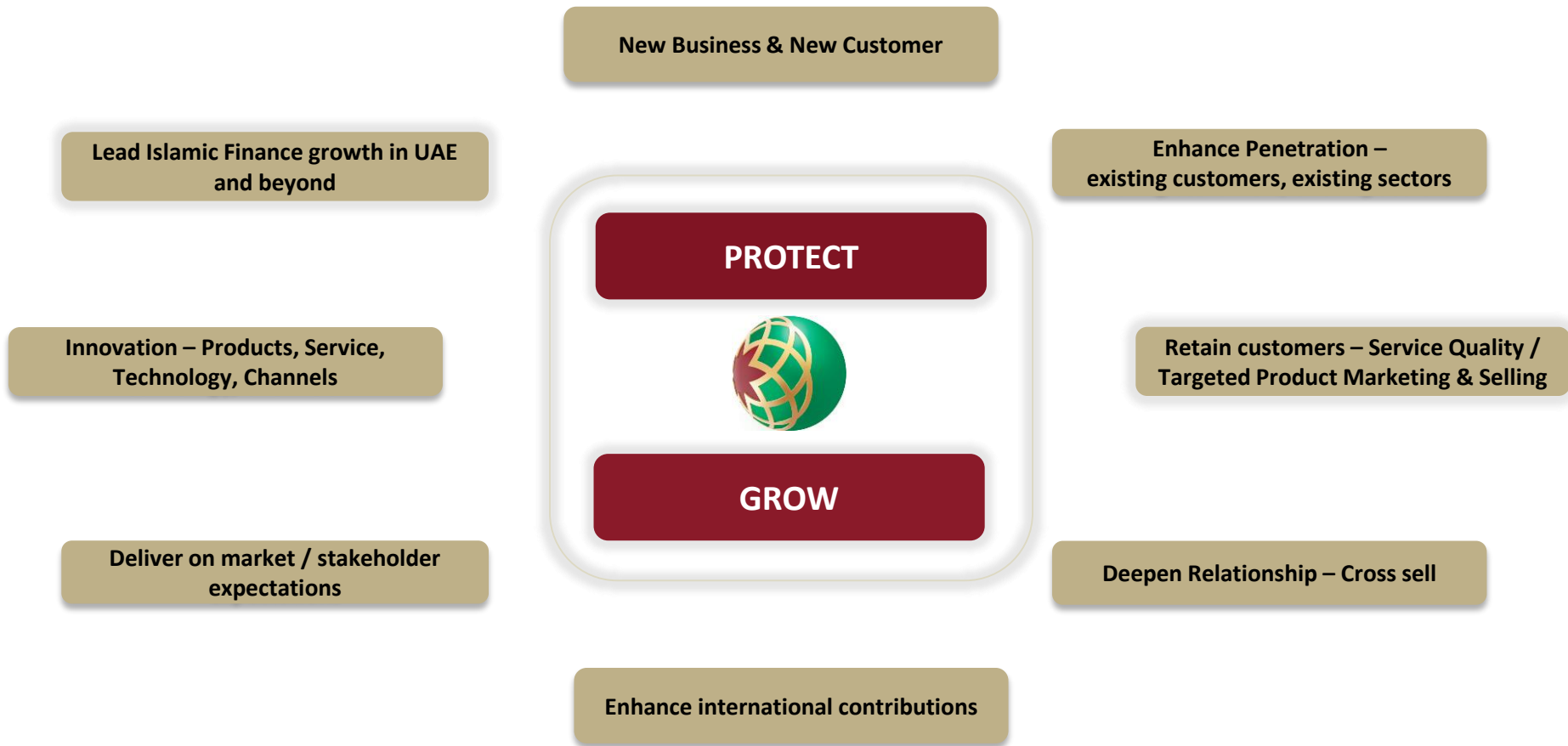
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Strategic Focus 2017



2017 – Target Metrics							
Loan Growth	10% - 15%	NPLs	3.5%	Real Estate Concentration	~ 20%	Return on Assets	2.2% - 2.5%
NIMs	~ 3.25%	Cash Coverage	~ 125%	Cost Income Ratio	Mid 30s%	Return on Equity	17% - 18%

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Overall Financial Performance (as at 31st March 2017)

Strong Financial Performance on the Back of Intense Focus on Growth

Balance Sheet Items

AED million	2016	Mar 2017	Change
Net Financing Assets	114,968	121,377	6%
Sukuk Investments	23,409	24,256	4%
Total Assets	174,971	186,870	7%
Customers' Deposits	122,377	137,225	12%
Sukuk Financing Instruments	7,695	10,357	35%
Equity	27,269	25,931	(5%)
Total Liabilities and Equity	174,971	186,870	7%

Income Statement Items

AED million	Q1 2016	Q1 2017	Change
Total Income	2,102	2,378	13%
Net Operating Revenue	1,690	1,804	7%
Operating Expenses	(567)	(592)	4%
Profit before Impairment and Tax Charges	1,123	1,212	8%
Impairment Losses	(118)	(169)	43%
Income Tax	(4)	(1)	(75%)
Group Net Profit	1,001	1,042	4%

Financial Highlights

Key Ratios	Dec 2015	Dec 2016	Mar 2017
Net Financing to Deposit Ratio ¹	88%	94%	88%
Total Capital Adequacy Ratio	15.7%	18.1%	16.5%
Tier 1 Capital Adequacy Ratio	15.5%	17.8%	16.1%
Non-Performing Asset Ratio	5.0%	3.9%	3.7%
ROE	19.0%	17.2%	18.0%
ROA	2.71%	2.43%	2.34%
Net Profit Margin ("NPM")	3.63%	3.23%	3.16%
Cost to Income Ratio	34.3%	34.0%	32.8%
Dividend Per Share (in %)	45%	45%	-

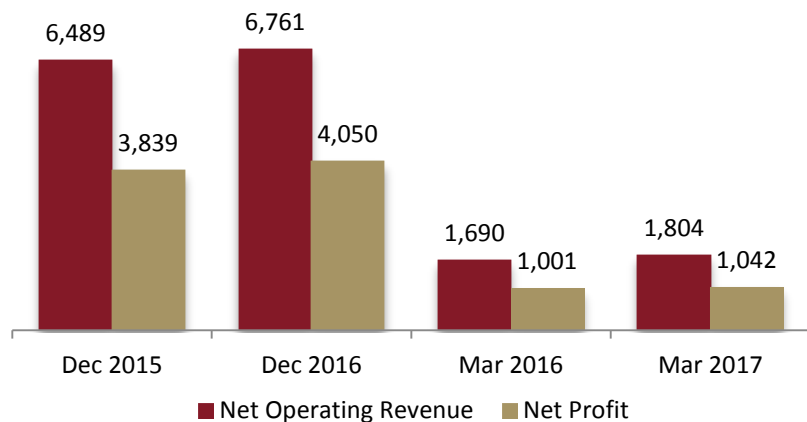
Highlights

- Sustained profitability and growth driven by continued growth in core business
- Net profit up by 4% to AED 1,042 million.
- Financing assets up by 6% to AED 121.4 billion.
- Deposits up by 12% to AED 137.2 billion.

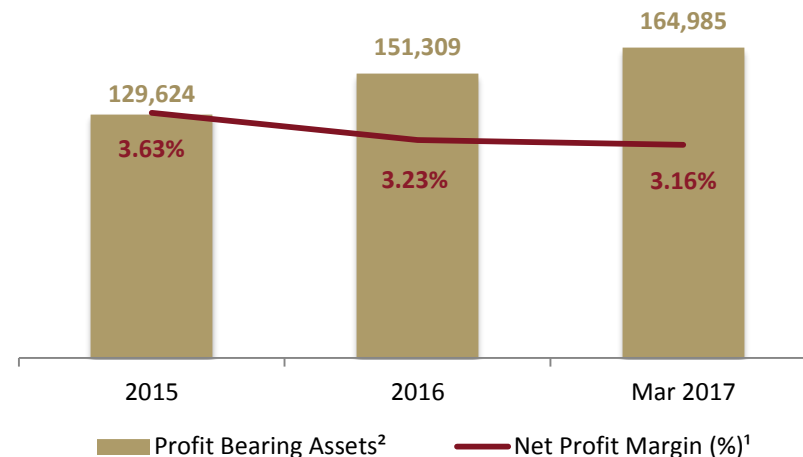
¹ Net Financing to Deposit Ratio excludes Bilateral Sukuk.

Operating Performance & Profitability

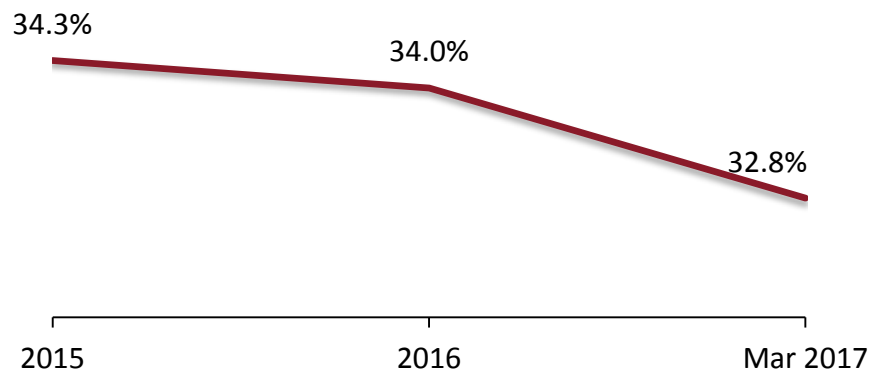
Robust & Growing Profitability (AED million)



Sustained Strong Margins (AED million)



Cost to Income Ratio³ (%)



Highlights

- Profitability remained strong despite challenging economic environment. Total income for Q1 2017 increased to AED 2,378 million from AED 2,102 million in Q1 2016, an increase of 13% driven primarily by sustained growth in core businesses.
- Operating expenses was slightly up by 4.0% to AED 592 million in Q1 2017 from AED 567 million in Q1 2016.
- Cost to income ratio declined to 32.8% compared with 33.7% for the same period in 2016.

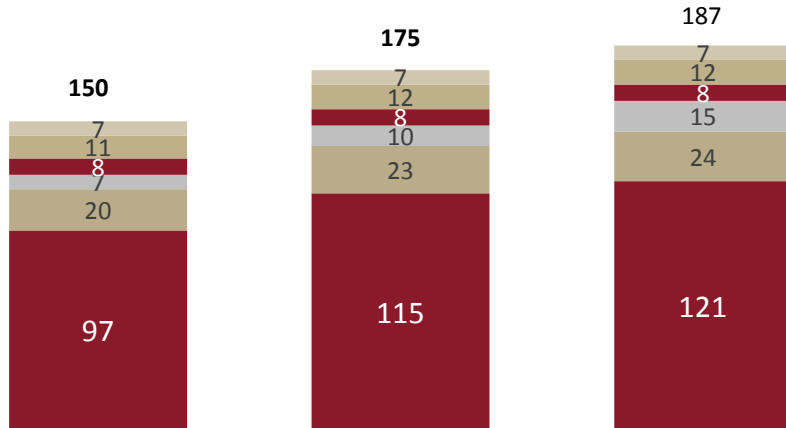
¹Net Profit Margin is calculated as Depositors' share of profits subtracted from income from Islamic Financing and Investing Assets and income from International Murababat and Wakala and income from Investments in Islamic Sukuk divided by Average Profit Bearing Assets.

²Profit 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.

³Cost to income ratio calculated as operating expenses divided by operating income.

Overview of Deployment of Funds / Financings

Deployed Funds Composition (AED bn)



Dec 2015

Dec 2016

Mar 2017

■ Net Financing Assets

■ Interbank placement & CDs

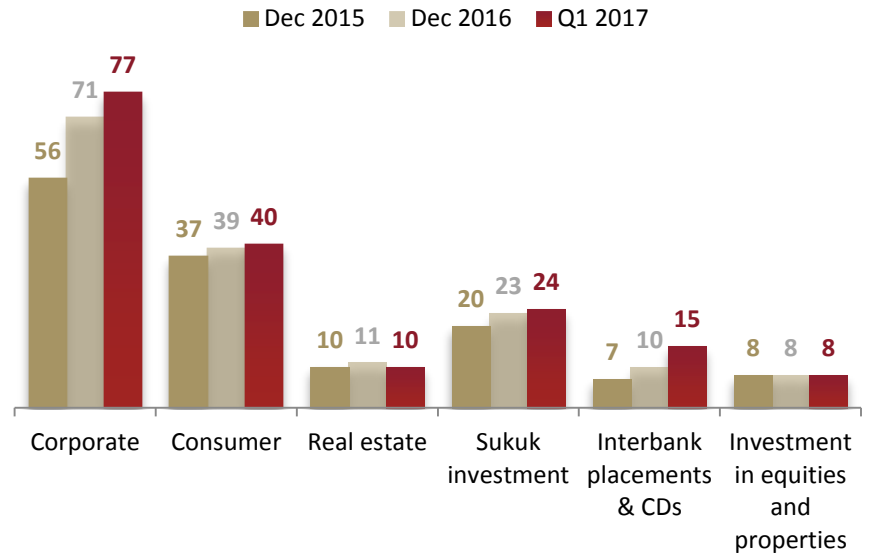
■ Operating Cash

■ Sukuk Investments

■ Investment in equities & properties

■ Others

Deployment by Segment (AED bn)



Corporate

Consumer

Real estate

Sukuk investment

Interbank placements & CDs

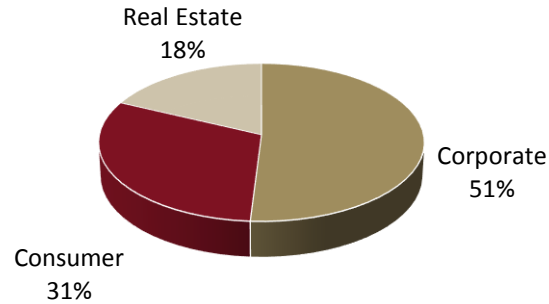
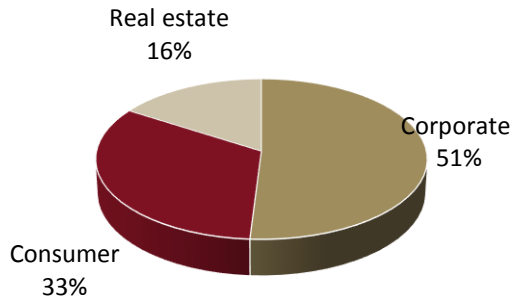
Investment in equities and properties

Breakdown of Financing Portfolio by Sector (%)

Dec 2016

Q1 2017

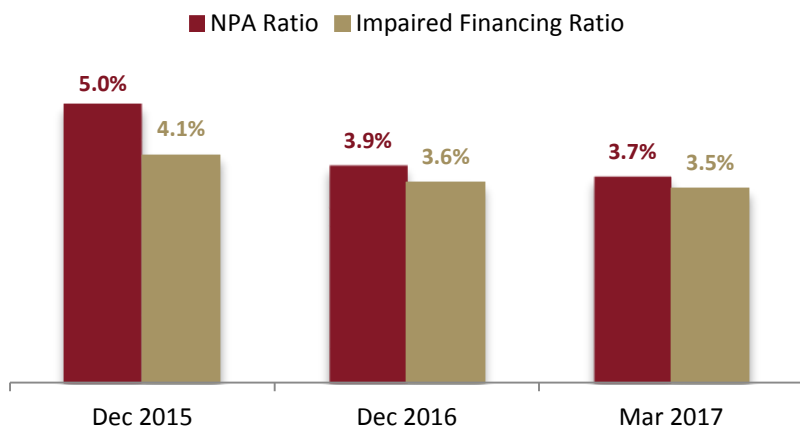
Highlights:



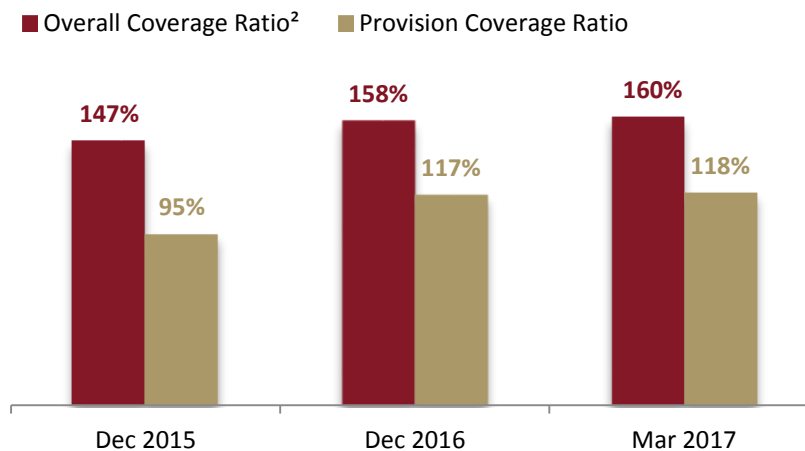
Net financing assets continue on the growth trajectory driven by strong growth in Corporate Banking

- Corporate banking grew by 8.5% to AED 77 billion.
- Consumer banking grew at 3% to AED 40 billion.

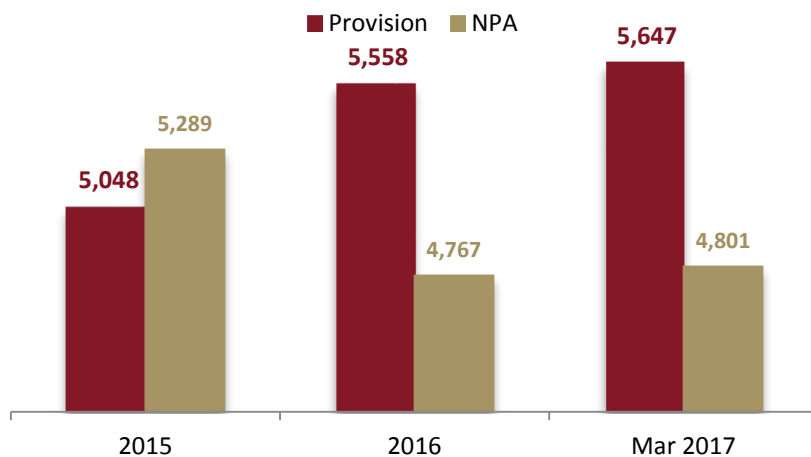
Non-Performing Assets ("NPA")¹



Financing Provisions and Coverage Ratios



Cumulative Provisioning (AED million)



Highlights

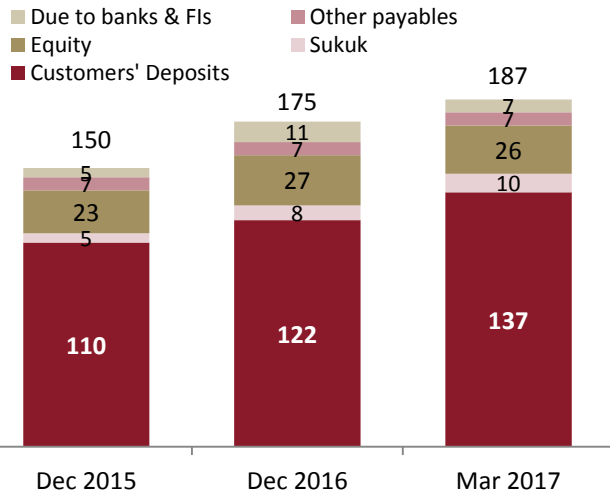
- Non-performing assets have shown a consistent decline with NPL ratio improving to 3.7% in Q1 2017, compared with 3.9% in 2016.
- Impaired financing ratio also improved to 3.5% in Q1 2017 from 3.6% in 2016.

¹Non-Performing Assets ratio includes bilateral sukuk and are calculated as the sum of individually impaired and 90-day overdue Financing Assets.

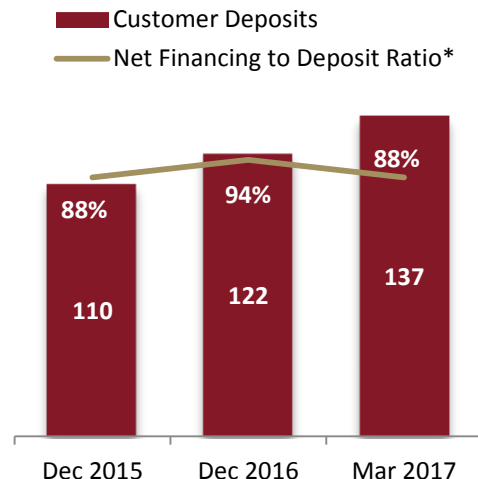
²Overall Coverage Ratio calculated as the sum of provisions held and collateral held relating to facilities individually determined to be impaired divided by non-performing assets.

Funding Sources and Liquidity

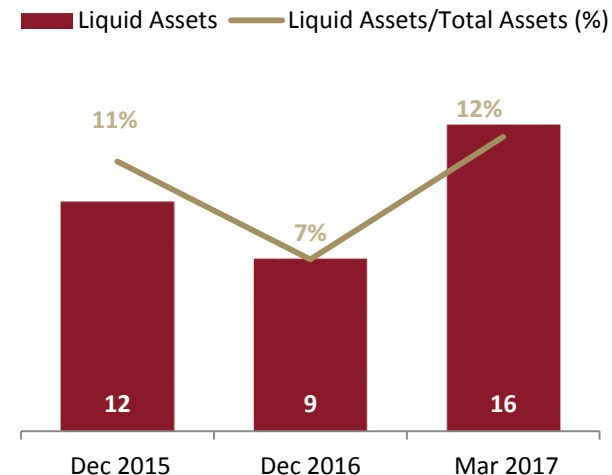
Funding Sources (AED bn)



Customers' Deposits (AED bn)

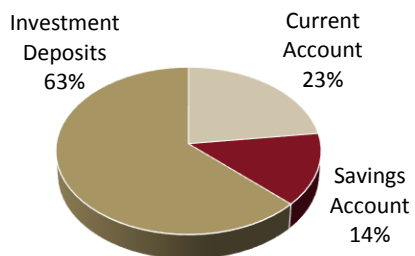


Liquidity Position (AED bn)

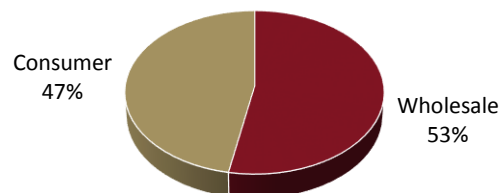


Customer Deposits (AED 137 bn, as at 31 March, 2017)

By Type



By Business



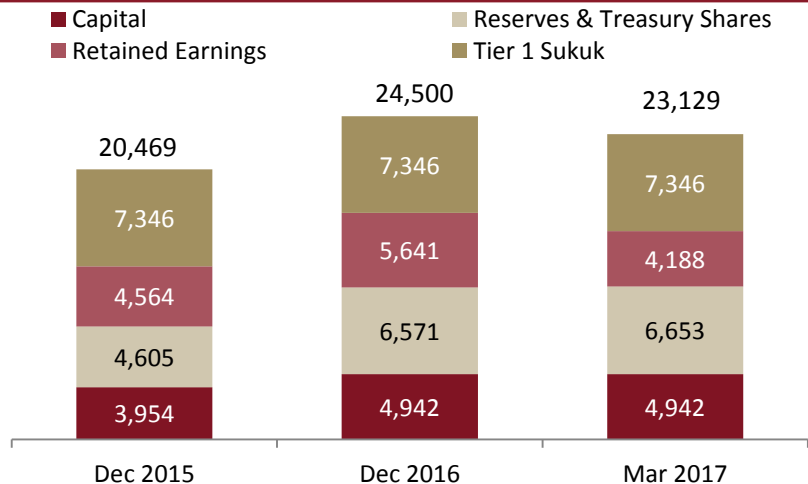
Highlights

- Customer deposits
 - ✓ Increased by 12% to AED 137 billion in Q1 2017 from AED 122 billion in 2016.
 - ✓ Maintained a diverse deposit base with nearly equal distribution between corporate and consumer.
- CASA book
 - ✓ Increased by 7% to AED 50.5 billion compared with AED 47.4 billion in 2016, depicting the bank's ability to attract low cost deposits.
 - ✓ CASA is around 37%.
- Financing to deposit ratio stood at 88% in Q1 2017 compared to 94% in Dec 2016, highlighting strong liquidity and the bank's robust deposit mobilization capability.

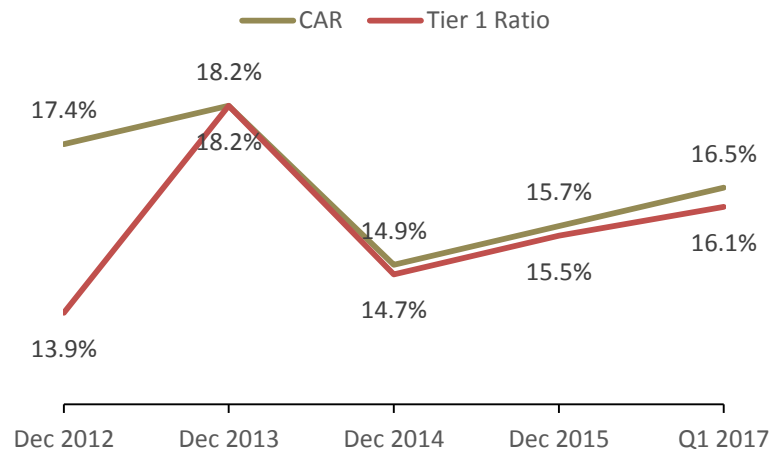
* Net Financing to Deposit Ratio excludes Bilateral Sukuk.

Capitalization Overview

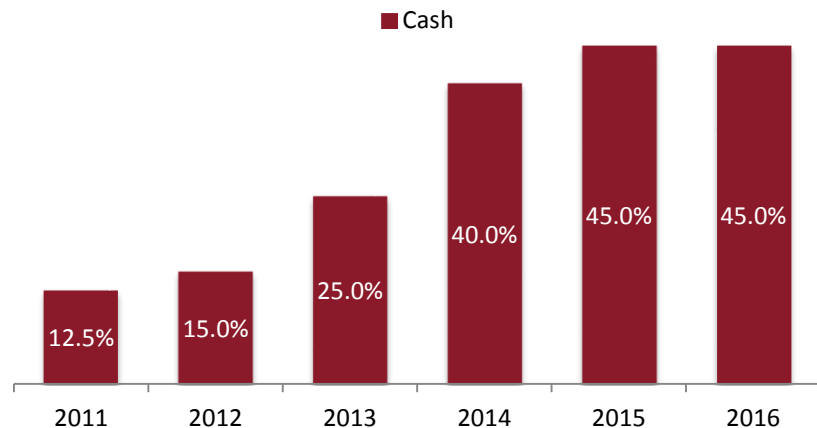
Total Equity¹ Breakdown (AED million)



Capital Ratios*



Dividend Payout History²



Highlights

- Robust overall capital adequacy.
- Total CAR at 16.5% whilst T1 ratio stood at 16.1%
- ROA 2.34% & ROE 18% for Q1 2017.

¹ Refers to Equity Attributable to Equity Holders of the Parent.

² Dividend Payout is calculated as total dividends paid divided by weighted average number of shares outstanding during the year.

* Regulatory Capital Requirements CAR at 12% and Tier 1 at 8%.

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Strategic Focus 2017



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NIMs	~ 3.25% 3.16%	Cash Coverage	~ 125% 118%	Cost Income Ratio	Mid 30s% 32.8%	Return on Equity	17% - 18% 18%

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Consolidated Income Statement

<i>AED million</i>	Q1 2017	Q1 2016	2016	2015	
Net Income	<i>Reviewed</i>	<i>Reviewed</i>	<i>Audited</i>	<i>Audited</i>	
<i>Income from Islamic financing and investing transactions</i>	1,805	1,542	6,521	5,520	
<i>Commission</i>	356	402	1,425	1,295	
<i>Income / (loss) from other investment</i>	21	15	36	37	
<i>Income from investment properties</i>	46	19	75	111	
<i>Income from properties held for sale</i>	27	10	159	246	
<i>Other Income</i>	97	18	243	61	
<i>Share of profit from associates and joint ventures</i>	26	96	177	276	
Total Income	2,378	2,102	8,636	7,546	
<i>Depositors' and sukuk holders' share of profit</i>	(574)	(412)	(1,875)	(1,057)	
Net Income	1,804	1,690	6,761	6,489	
Operating Expense					
<i>Personnel expenses</i>	(403)	(387)	(1,565)	(1,480)	
<i>General and administrative expenses</i>	(150)	(140)	(575)	(590)	
<i>Depreciation of investment properties</i>	(12)	(9)	(38)	(29)	
<i>Depreciation of property, plant and equipment</i>	(27)	(31)	(119)	(125)	
Total Operating Expenses	(592)	(567)	(2,297)	(2,224)	
Profit before net impairment charges and income tax expense	1,212	1,123	4,464	4,265	
<i>Impairment charge for the period, net</i>	(169)	(118)	(392)	(410)	
Profit for the period before income tax expense	1,043	1,005	4,072	3,855	
<i>Income tax expense</i>	(1)	(4)	(22)	(16)	
Net Profit for the period	1,042	1,001	4,050	3,839	
	Attributable to				
	<i>Non-Controlling Interests</i>	34	126	453	284
	<i>Owners of the Bank</i>	1,009	875	3,597	3,555

Balance Sheet

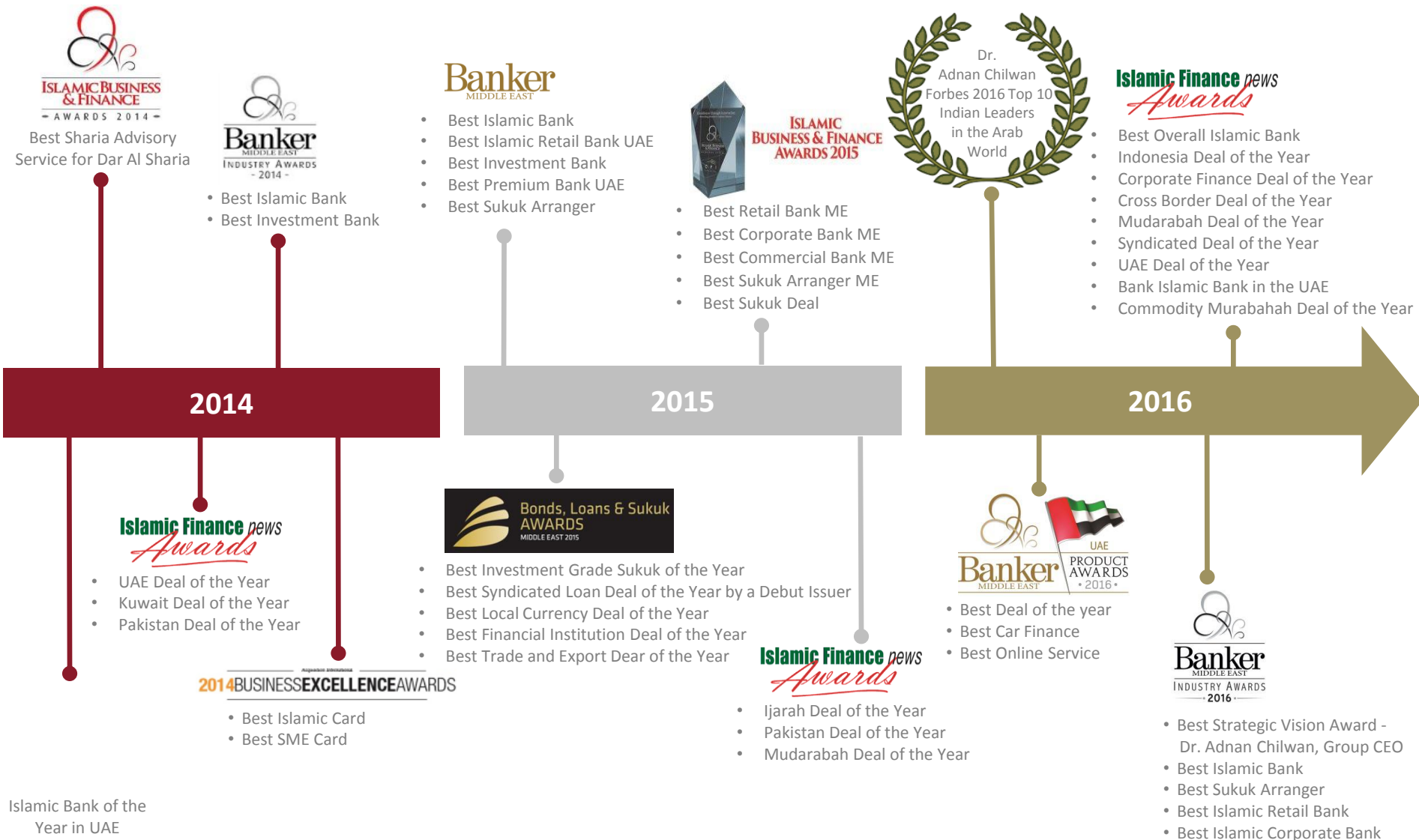
AED million	As on		
	31 Mar 2017	31 Dec 2016	31 Dec 2015
Assets	<i>Reviewed</i>	<i>Audited</i>	<i>Audited</i>
Cash and balances with central banks	21,203	16,655	13,415
Due from banks and financial institutions	4,672	4,546	5,085
Islamic financing and investing assets, net	121,377	114,968	97,220
Investments in Islamic Sukuk measured at amortised cost	24,256	23,409	20,066
Other investments at fair value	1,799	1,717	1,831
Investments in associates and joint ventures	2,047	2,034	2,085
Properties held for sale	1,335	1,348	1,394
Investment properties	3,156	3,058	2,743
Receivables and other assets	6,067	6,308	5,264
Property, plant and equipment	958	928	795
Total Assets	186,870	174,971	149,898
Liabilities and Equity			
Liabilities			
Customers' deposits	137,225	122,377	109,981
Due to banks and financial institutions	6,726	10,418	4,713
Sukuk financing instruments	10,357	7,695	5,602
Payables and other liabilities	6,631	6,969	6,590
Zakat payable	-	242	218
Total Liabilities	160,939	147,701	127,104
Equity			
Share Capital	4,942	4,942	3,954
Tier 1 Sukuk	7,346	7,346	7,346
Other Reserve and Treasury Shares	7,786	7,786	5,617
Investment Fair Value Reserve	(671)	(752)	(657)
Exchange Transaction Reserve	(462)	(463)	(355)
Retained Earning	4,188	5,641	4,564
Equity Attributable to owners of the banks	23,129	24,500	20,469
Non-Controlling Interest	2,802	2,769	2,325
Total Equity	25,931	27,269	22,794
Total Liabilities and Equity	186,870	174,971	149,898

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"> The largest business activity group within DIB. Offers its retail and business banking services through a network of 90+ branches spread across all of the Emirates. Broad range of retail products and services that include: Auto Finance; <i>Sharia</i>-compliant Cards; Personal Finance; Mortgages and SME Solutions. Serving more than 1.6 million customers. 	<ul style="list-style-type: none"> CBG has sector-specific focus units which target clients across both private and public sectors. The CB Group manages over 3,800 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. CBG offers a range of <i>Sharia</i>-compliant solutions to its corporate clients in the UAE, the GCC and in other niche markets. 	<p>Real Estate Finance</p> <ul style="list-style-type: none"> DIB plays a significant role in supporting corporate real estate developments, including the construction of commercial property and residential estates. <p>Contracting Finance</p> <ul style="list-style-type: none"> DIB provides financing to contractors executing building, electrical and mechanical infrastructure works across sectors such as the oil, gas, power and water sectors. 	<ul style="list-style-type: none"> DIB's Investment Banking business group is primarily responsible for management of DIB's proprietary investment portfolios, strategic stakes and international operations and expansion. The business group provides advisory and related services to DIB's corporate clients both within UAE and across borders. 	<ul style="list-style-type: none"> The Treasury Group offers a comprehensive range of products backed by DIB's expert understanding of local and international markets. Its principal customers are corporate clients, financial institutions, high net worth individuals, SME companies and similar businesses. It is responsible for managing DIB's liquidity requirements, fixed income portfolio and capital markets funding.


















2014 - 2016 Select Awards & Accolades



2015 - 2016 Select DIB DCM Transactions

 <p>US\$ 1,500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>November 2016</p>	 <p>US\$ 500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>October 2016</p>	<p>Government of Pakistan</p>  <p>US\$ 1,000,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>October 2016</p>	 <p>US\$ 750,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>September 2016</p>	 <p>US\$ 500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>August 2016</p>	 <p>US\$ 250,000,000 Sukuk (Tap Issue)</p> <p>Joint Lead Manager & Bookrunner</p> <p>August 2016</p>
 <p>US\$ 1,200,000,000 Sukuk US\$ 1,112,700,000 Tender</p> <p>Joint Lead Manager & Bookrunner (Sukuk) Co-Manager (Tender)</p> <p>May 2016</p>	 <p>US\$ 500,000,000 Tier 1</p> <p>Joint Lead Manager & Bookrunner</p> <p>May 2016</p>	 <p>US\$ 750,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>May 2016</p>	<p>Republic of Indonesia</p>  <p>US\$ 2,500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>March 2016</p>	<p>Government of Sharjah</p>  <p>US\$ 500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>January 2016</p>	 <p>US\$ 500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>November 2015</p>
 <p>US\$ 750,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>May 2015</p>	 <p>US\$ 500,000,000 Sukuk</p> <p>Structuring Bank JLM & Bookrunner</p> <p>May 2015</p>	<p>Republic of Indonesia</p>  <p>US\$ 2,000,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>May 2015</p>	<p>ECGD Guaranteed</p>  <p>US\$ 913,026,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>March 2015</p>	 <p>US\$ 500,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>March 2015</p>	<p>Islamic Development Bank</p>  <p>US\$ 1,000,000,000 Sukuk</p> <p>Joint Lead Manager & Bookrunner</p> <p>March 2015</p>

2015 – 2016 Select Syndicated Transactions

<p>Bukhatir Industrial Investments</p> <p>AED 1,120,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>December 2016</p>	<p> EZDAN إعمار العقارية</p> <p>USD 460,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>November 2016</p>	<p>Government of Pakistan, Ministry of Finance</p> <p></p> <p>USD 200,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>September 2016</p>	<p> سلطة واجهة دبي للسيليكون Dubai Silicon Oasis Authority</p> <p>AED 1,000,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>September 2016</p>	<p> INTERNATIONAL AIRFINANCE CORPORATION</p> <p>USD 830,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>August 2016</p>	<p> Six Flags</p> <p>AED 993,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>July 2016</p>
<p> Ziraat Participation Growth through sharing</p> <p>USD 155,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>April 2016</p>	<p> EGA إمارات العالمية للألمنيوم EMIRATES GLOBAL ALUMINIUM</p> <p>USD 4,900,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>January 2016</p>	<p> الملكية الأردنية ROYAL JORDANIAN</p> <p>USD 275,000,000</p> <p>Mandated Lead Arranger</p> <p>December 2015</p>	<p> AUJAN INDUSTRIES</p> <p>AED 900,000,000</p> <p>Mandated Lead Arranger</p> <p>October 2015</p>	<p>Emirates International Telecommunications</p> <p></p> <p>AED 571,000,000</p> <p>Mandated Lead Arranger</p> <p>September 2015</p>	<p>Government of Pakistan, Ministry of Finance</p> <p></p> <p>USD 265,000,000</p> <p>Mandated Lead Arranger</p> <p>September 2015</p>
<p> GEMS EDUCATION</p> <p>AED 816,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>July 2015</p>	<p> إينوك ENOC</p> <p>USD 1,500,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>June 2015</p>	<p> PACIFIC CONTROLS</p> <p>AED 750,000,000</p> <p>Mandated Lead Arranger</p> <p>April 2015</p>	<p> SEVEN TIDES INDUSTRIES</p> <p>AED 500,000,000</p> <p>Mandated Lead Arranger</p> <p>March 2015</p>	<p> PFZW</p> <p>USD 1,100,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>March 2015</p>	<p> NPCC</p> <p>USD 600,000,000</p> <p>Mandated Lead Arranger & Book-runner</p> <p>January 2015</p>