



# **Investor Presentation**

For the period ending 31 March 2024

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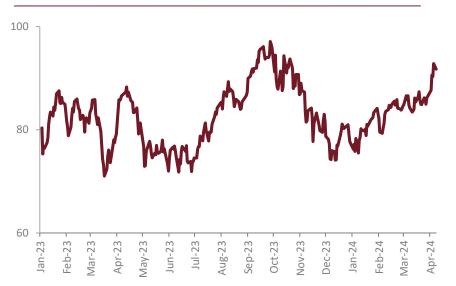
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# World facing moderate growth amidst elevated inflation and oil prices



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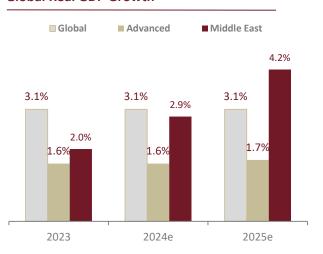
### **Brent Oil (USD/barrel)**



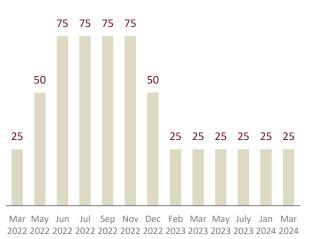
### **Key Highlights:**

- Recent higher US inflation levels pushing forecast of FED rate cuts towards the later half of the year.
- Global financial conditions tightened with major central banks likely to keep higher interest rates for longer.
- Crude oil prices remained elevated on mixed economic data, geopolitical concerns as well as controlled oil supply.
- MENA's expansion is supported by robust non oil growth despite oil production cuts.
- UAE and KSA seen to be driving regional growth with Purchasing Manager Indices (PMI) continue to be seen in expansionary territory in early 2024.

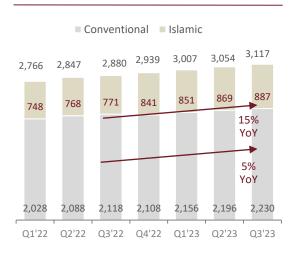
#### **Global Real GDP Growth**



# Fed Rate Hikes (bps)



#### GCC Banking Sector Total Assets (USD bn)



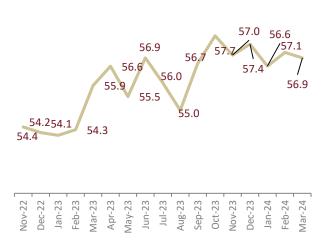
Sources: IMF, Refinitiv, KAMCO, UAE CB

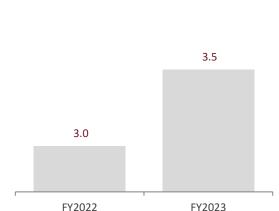
# UAE continue its expansionary mode supported by higher growth on hydrocarbon sector



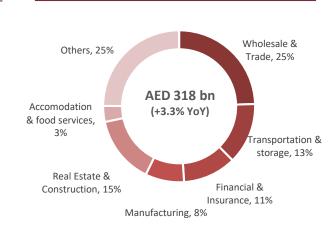
Dubai GDP Breakdown (%) – 9M 2023

#### **UAE PMI Index**

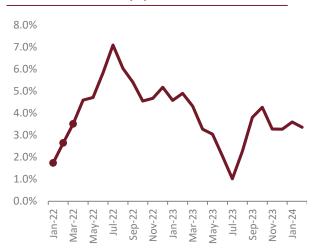




**UAE Non Oil Trade up 12.6% YoY (AED tr)** 



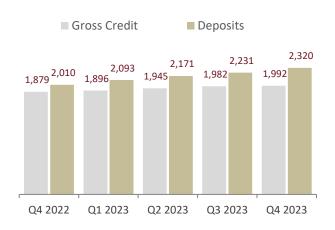
#### **Dubai YoY Inflation (%)**



# **Dubai International Visitors & Occupancy Rates**



### **UAE Banking System (AED bn)**



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# Key Highlights – Q1 2024



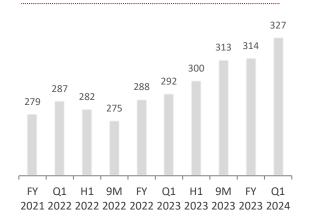
- Global conditions continue to tighten with sustained higher rates.
- Regional economy remains resilient supported by the non-oil economy sectors. UAE is expected to grow by 4.2% in 2024e according to the Central Bank, amongst the highest in the region.
- A resilient quarter for DIB...
  - o **Balance sheet growth** by 4.1% YTD and 12% YoY reinforcing the bank's expansionary momentum.
  - Net Profit (pre-tax) of AED 1.85 billion, up 22% YoY with exceptional RoTE of 20.4% (+290 bps YoY).
  - o Customer deposits expanded by 6% YTD to reach to AED 236 billion.
  - o **Total income** at AED 5.6 billion, a robust rise of nearly 27% YoY.
  - Asset quality now at 4.97% (-43 bps YTD).
- Successful issuance of USD 1 billion Sustainable Sukuk in line with the bank's ESG ambitions.
- Settlement reached between DIB and NMC Healthcare.



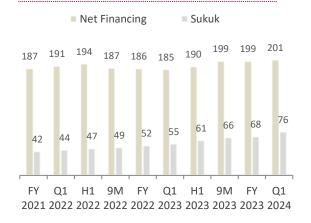
# **Balance Sheet**

AED million	Q1 2024	Q1 2023	YoY Change	FY 2023	YTD Change
Net financing assets & sukuk investments	276,579	240,146	15.2%	267,626	3.3%
Total Assets	327,314	291,984	12.1%	314,292	4.1%
Customer Deposits	235,783	198,302	18.9%	222,054	6.2%
Sukuk financing instruments	24,158	22,319	8.2%	20,481	18.0%
Equity	45,706	43,041	6.2%	47,434	(4.2%)
Total liabilities & Equity	327,314	291,984	12.1%	314,292	4.1%
NPF	4.97%	6.50%	(153) bps	5.40%	(43) bps
RoTE (pre-tax)	20.4%	17.5%	290 bps	20%	40 bps
RoTE	18.0%	17.5%	50 bps	20.0%	(200) bps
RoA (pre-tax)	2.3%	2.1%	20 bps	2.1%	20 bps
RoA	2.1%	2.1%	-	2.3%	(20) bps
CET1	13.1%	13.3%	(20) bps	12.8%	30 bps
CAR	17.5%	17.9%	(40) bps	17.3%	20 bps

### Asset Growth (AED bn)



# Net Financing & Sukuk (AED bn)



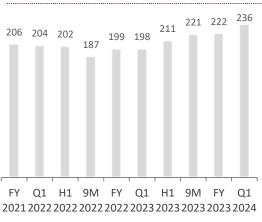


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#### Q1 2024 Highlights

- Net financing and sukuk investments now at AED 277 billion, up by 15% YoY and more than 3% YTD.
- Financing assets marginally up almost 1% YTD while the fixed income book closed the quarter at AED 76 billion, up by 11% YTD.
- Gross new financing & sukuk investments in Q1 2024 amounted to over AED 21 billion up by 2% YoY. Sukuk investments saw a stellar growth of 56% YoY followed by Retail at 19% YoY.
- Total assets now at AED 327 billion growing by 4% YTD and 12% YoY.
- Significant improvements in DIB asset quality portfolio leading to **NPF** declining by 43 bps YTD to 4.97%.

# Deposits (AED bn)



# **Income Statement**

AED million	Q1 2024	Q1 2023	YoY % Change	4Q 2023	QoQ % Change
Total Income	5,607	4,431	26.5%	5,594	0.2%
Net Operating Revenue	2,998	2,755	8.8%	3,118	(3.8%)
Operating Expenses	(849)	(742)	14.4%	(900)	(5.7%)
Profit before Impairment and Tax Charges	2,149	2,013	6.7%	2,218	(3.1%)
Impairments	(299)	(496)	(39.8%)	13	2455%
Net Profit (pre-tax)	1,850	1,517	22%	2,230	(17%)
Income Tax	(186)	(11)	1518%	(44)	322.9%
Group Net Profit	1,664	1,506	10.5%	2,186	(23.9%)
C/I Ratio	28.3%	26.9%	140 bps	28.9%	(60) bps

3.2%

3.0%

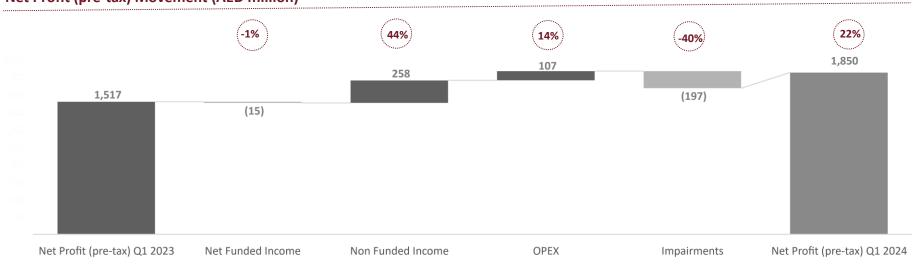


# **Key Highlights**

- Robust total income growth reaching AED 5.6 billion up by 26.5% YoY.
- Operating revenues up by nearly 9%
   YoY to AED 3.0 billion, supported by
   44% growth in non funded income.
- **NPM** at 3.0%, in line with guidance.
- **Impairments** significantly down by 40% YoY to AED 300 million.

# Net Profit (pre-tax) Movement (AED million)

NPM



(20) bps

3.1%

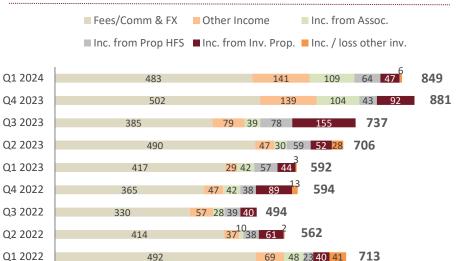
(10) bps

# **Profitability & Cost Structure**

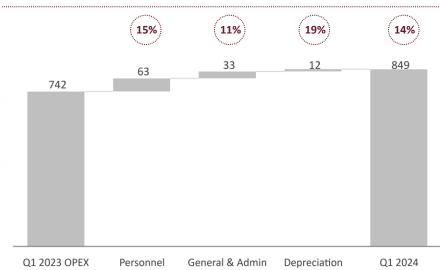


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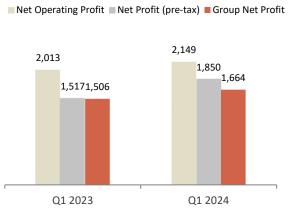




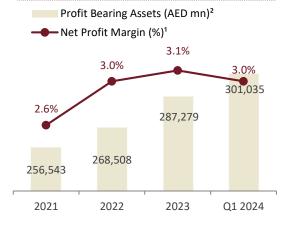
# **OPEX trends (AED million)**



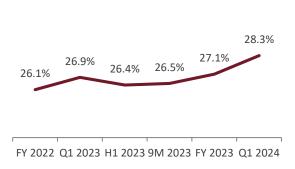
### Profitability (AED mn)



# **Net Profit Margin (%)**



# Cost to Income (%)



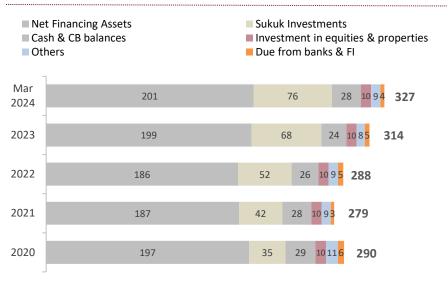
<sup>&</sup>lt;sup>1</sup>Net Profit Margin is calculated as Depositors' share of profits subtracted from income from Islamic Financing and Investing Assets transactions divided by Average Profit Bearing Assets.

<sup>&</sup>lt;sup>2</sup>Profit Bearing Assets are calculated as the sum of Islamic placements with UAE Central Bank and banks, Islamic financing and investing assets and investment in Islamic Sukuk.

# Overview of Deployment of Funds/Financing



# **Deployed Funds Composition (AED bn)**



### **Net Deployed by Segment (AED bn)**



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





# Highlights

- Steady growth in Financing Assets of nearly 1% YTD to reach to AED 201 billion.
- Strong growth in Sukuk investments of 11% YTD to AED 76 billion.
- Real Estate exposure at 18%, beating guidance.

<sup>\*</sup> Corporate covers all sectors except Real Estate

# **Segmental Overview – Consumer**

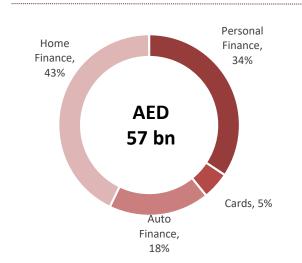


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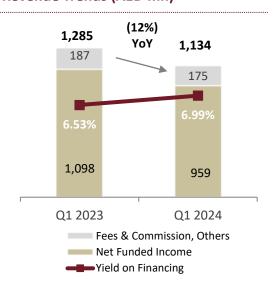
# **Management Commentary**

- Portfolio is up by nearly 2% YTD to AED 57 billion.
- Gross new consumer financing amounted to more than AED 6.2 billion primarily driven by Auto Finance growing by 27% YoY to AED 1.6 billion.
- Lower revenues primarily attributable to higher cost deposits.
- Yields grew to 7%, up 46 bps YoY.
- CASA balance is stable over the year to date period, showing stickiness in consumer portfolio.

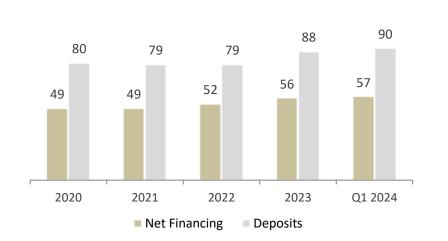
### **Breakdown by Portfolio – Mar 2024**



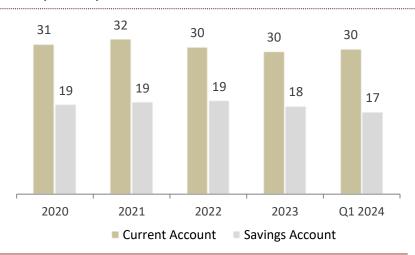
# Revenue Trends (AED mn)\*



# Segment Net Financing / Deposits (AED bn)



## CASA (AED bn)



<sup>\*</sup>Segmental results for current and prior years reflect results in accordance with enhanced management account policies for cost allocation and transfer pricing.

# **Segmental Overview – Corporate**

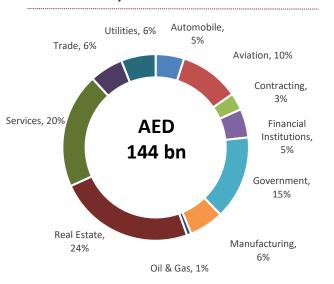


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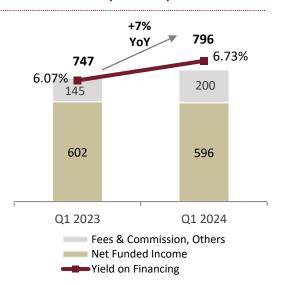
### **Management Commentary**

- Highly diversified portfolio now standing at AED 144 billion flat on YTD basis.
- Revenues up 7% YoY just under the AED 800 million mark.
- Yields ascending to 6.7%, up 66 bps due to the floating nature of the corporate book.
- Very healthy growth in corporate CASA, up 23% on YTD basis.

### Breakdown by Portfolio - Mar 2024

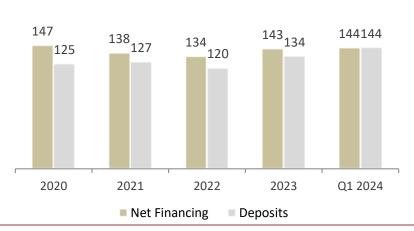


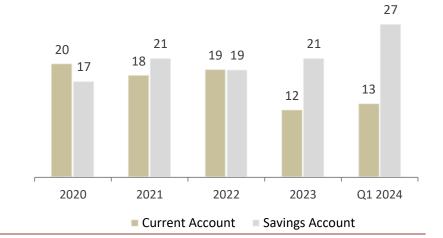
### Revenue Trends (AED mn)\*



# Segment Net Financing / Deposits (AED bn)

# CASA (AED bn)





Corporate banking charts reflect corporate and real estate, excluding treasury

<sup>\*</sup> Segmental results for current and prior years reflect results in accordance with enhanced management account policies for cost allocation and transfer pricing.

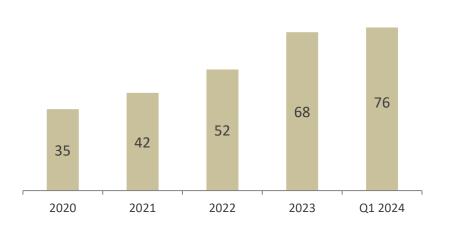
# **Segmental Overview – Treasury**



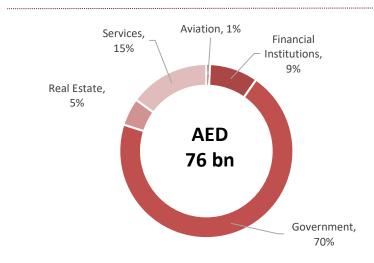
# **Management Commentary**

- Treasury portfolio surged to AED 76 billion, up 37% YoY and 11% YTD. Government and FI sectors constitute nearly 80% of the portfolio.
- Over the YoY period, gross new sukuk investment bookings increased by 56% to AED billion 7.8 billion.
- Revenue picked up by 29% to AED 607 million.
- Yields on fixed income book expanded by 27 bps to 4.8%.

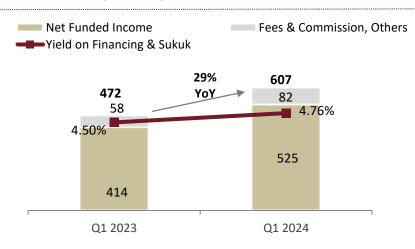
### Segment Net Sukuk (AED bn)



### Breakdown by Portfolio - Mar 2024



### Revenue Trends (AED mn)\*



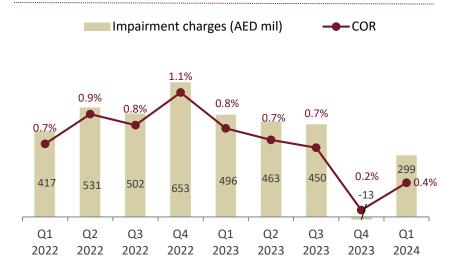
<sup>\*</sup> Segmental results for current and prior years reflect results in accordance with enhanced management account policies for cost allocation and transfer pricing.

# **Asset Quality**

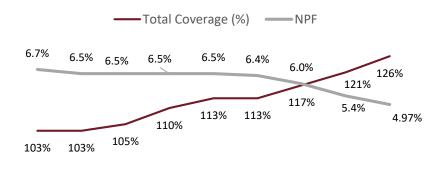


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## Impairment charges (AED mil) and cost of risk (COR %)

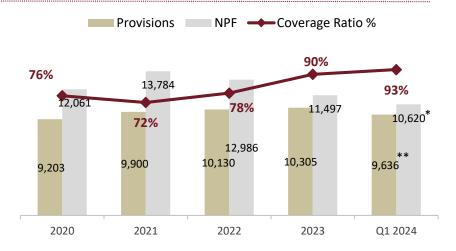


### NPF and Total Coverage (%)



Q1 2022 H1 2022 Q3 2022 FY 2022 Q1 2023 H1 2023 Q3 2023 FY 2023 Q1 2024

# Provisioning (AED mil), NPF<sup>1</sup> (AED mil) and Cash Coverage Ratio (%)



#### **Highlights**

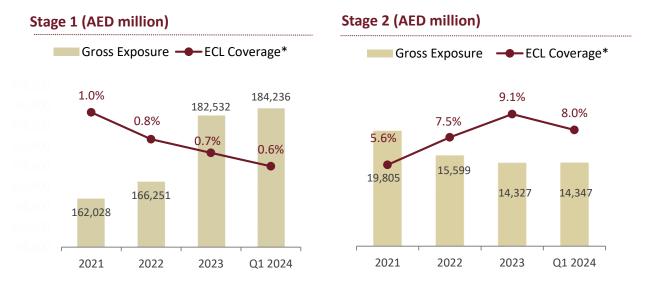
- Non Performing Financing (NPF) declined by 7.6% YTD to AED 10,620 million leading to NPF ratio improvement by 43 bps YTD to 4.97% lowest ratio since the pandemic.
- The drop in NPF is due to the settlement with NMC.
- NPF Cash Coverage accordingly enhanced to 93%, up 300 bps YoY.
- Cost of risk recorded for the quarter recorded 40 bps, down from bps 80 bps in 1Q 2023.

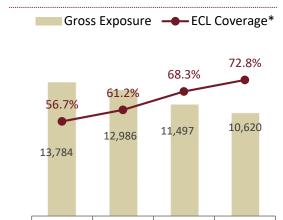
# **Asset Quality (contd.)**

# Islamic financing and investing assets (Gross Exposure by stages)



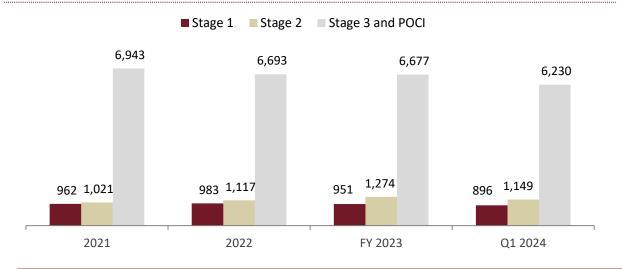
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Stage 3 (AED million)

# **Expected Credit Loss Provision Balance (AED million)**



# **Highlights**

2021

 Stage 3 financing dropped by AED 877 million primarily due to NMC settlement and decrease in NOOR POCI.

2022

2023

Q1 2024

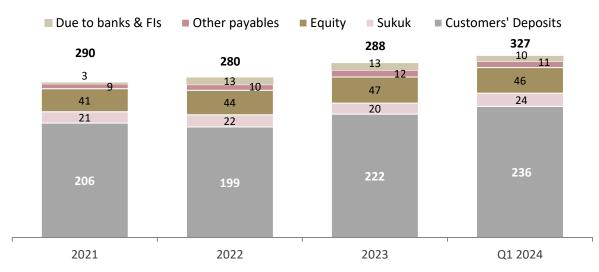
Subsequently, Stage 3 coverage ratio improved by 450 bps YTD to nearly 73%.

<sup>\*</sup> Note: Including Noor Bank acquisition adjustments.

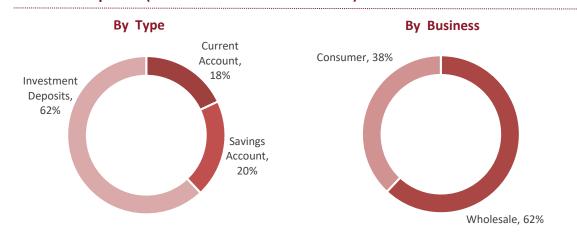
# **Funding Sources and Liquidity**



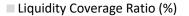
# **Funding Sources (AED bn)**

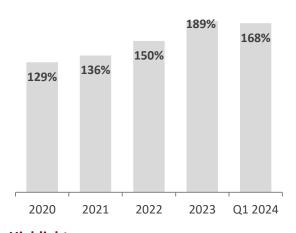


### Customer Deposits (AED 236 bn as at 31 Mar 2024)



# **Liquidity Coverage Ratio (LCR)**





# Highlights

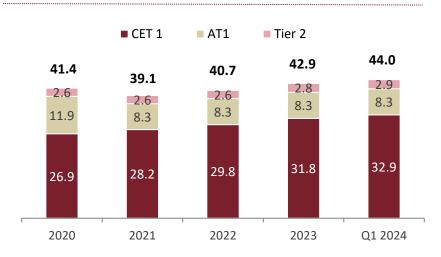
- Liquidity remains robust:
  - > LCR at 168%
  - > **NSFR** at 106%.
- CASA deposits now stand at AED 89 billion, up 9.1% YTD and accounts to 38% of deposits.
- Wakala (investment deposits) share of total deposits remains elevated at 62% in light of the rate environment.

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

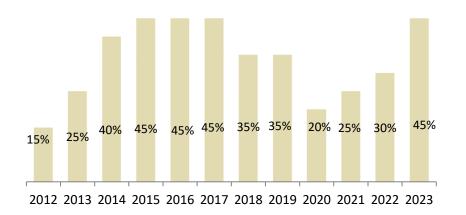
# **Capitalization Overview**



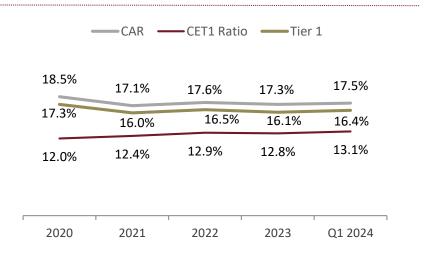
# Regulatory Capital<sup>1</sup> (AED billion)



# **Dividend History\***



# **Capital Ratios**



# **Highlights**

- Capitalization remains solid providing a platform for future growth.
  - > Capital Adequacy Ratio stands at 17.5% up 20 bps YTD.
  - > CET 1 ratio stands at 13.1%, up 30 bps YTD.
  - ➤ Both well above regulatory requirements.

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

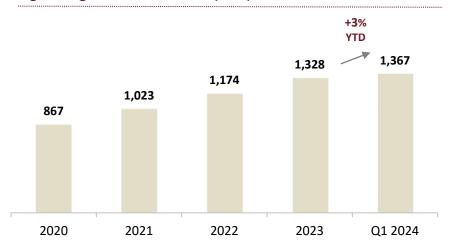
<sup>\*</sup> Dividend is calculated as dividend per share divided by par value of a share .

# Digital drive continue to support overall growth of DIB

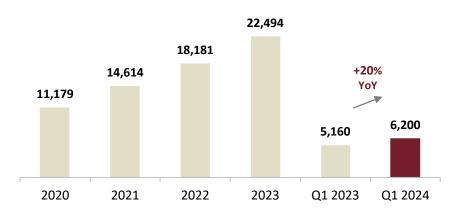


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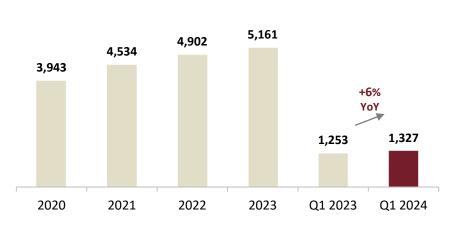




# **Mobile Banking Transactions ('000)**



# **Internet Banking Transactions ('000)**





O mine al







<sup>•</sup> Digital Registered User Base (Business to Date): overall registered internet banking / mobile banking app users

# **Driving Sustainability at DIB and 2030 ESG Strategy**





Propel Sustainable Finance

Dubai Islamic Bank successfully priced its **third Sustainable Sukuk of USD 1 billion** during Q1 2024, which will be allocated to ESG assets as defined in the sustainable finance framework.



EVOLVE (Green Auto Finance)

Over 400 **Electric Vehicles** financed during Ramadan 2024 Campaign generating over AED 70 million of new financing. Overall EV financing for Q1 2024 was AED 210 million with the overall portfolio now standing at AED 800 million.



The One Tree for Everyone **Over 70,000 trees** planted under 'The One Tree for Everyone' initiative since inception leading to more than 370,000 kilograms of Carbon footprint reduction.



Wellbeing

**DIB Ramadan Steps Challenge** saw 8,400 enthusiast participating to successfully close the 1 billion step target for which DIB contributed AED 100,000 to Dubai Cares towards educating under priviledged children.



**Dubai CAN** 

The DIB sponsored Dubai Can water station has **saved over 362,000 plastic water bottles (500ml)** since installation.

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# **Summary Highlights – Q1 2024**



- The UAE is still in a strong position to witness positive growth as all levers of the economy are operating at a healthy stride.
- The sukuk investment portfolio witnessed solid growth adding AED 7.8 billion of gross new investments compared to Q1 2023. The account closed the quarter at AED 75.7 billion up 11% YTD and 37.2% YoY.
- Net Financing and Sukuk investments grew by 3.3% on a YTD basis.
- Balance sheet up by 4.1% YTD.
- Asset quality enhanced remarkably to 4.97%, due to the settlement of the NMC account. As a result provision coverage enhanced to 93%.
- Despite the introduction of corporate tax and the bank's profitability ratios (RoTE and RoA) remained robust and intact, inline with guidance.

Target Metrics	FY 2024 Guidance	Q1 2024 Actual
Net financing & Sukuk growth	5.0%	3.3%
NPF	5.0%	4.97%
Real Estate Concentration	18.0%	18.0%
Return on Assets	2.0%	2.1%
Net Profit Margin	3.0%	3.0%
Total Coverage*	130%	126%
Cost to Income Ratio	27%	28.3%
Return on Tangible Equity	18%	18%

<sup>\*</sup> Including collateral

# **Contents**



- **1** Overview
- **2** Financial Performance
- 3 Strategic Focus & Theme
- 4 Appendix

# **Consolidated Income Statement**



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AED million	31 Mar 2024	31 Mar 2023
Net Income		
Income from Islamic financing and investing transactions	4,757	3,839
Commission	483	417
Income / (loss) from other investments measured at fair value	6	3
Income from properties held for development and sale	64	57
Income from investment properties	47	44
Share of profit from associates and joint ventures	109	42
Other Income	141	29
Total Income	5,607	4,431
Depositors' and Sukuk holders' share of profit	(2,609)	(1,676)
Net Income	2,998	2,755
Operating Expenses		
Personnel expenses	(472)	(409)
General and administrative expenses	(318)	(285)
Depreciation of investment properties	(16)	(15)
Depreciation of property, plant and equipment	(43)	(33)
Total Operating Expenses	(849)	(742)
Profit before net impairment charges and income tax expense	2,149	2,013
Impairment charge for the period, net	(299)	(496)
Profit for the period before income tax expense	1,850	1,517
Income tax expense	(186)	(11)
Net Profit for the period	1,664	1,506
Attributable to		
Owners of the Bank	1,593	1,478
Non-Controlling Interests	71	28

# **Consolidated Balance Sheet**



#ReadyForTheNew

AED million	31 Mar 2024	31 Dec 2023	31 Dec 2022
Assets			
Cash and balances with central banks	28,038	24,020	26,489
Due from banks and financial institutions	4,148	4,484	4,607
Islamic financing and investing assets, net	200,927	199,453	186,043
Investments in Islamic Sukuk measured at amortized cost	75,651	68,172	52,228
Other investments at fair value	832	847	1,025
Investments in associates and joint ventures	2,348	2,432	1,949
Properties held for sale	1,078	1,050	1,488
Investment properties	5,622	5,625	5,262
Receivables and other assets	6,764	6,324	7,490
Property, plant and equipment	1,906	1,885	1,658
Total Assets	327,314	314,292	288,238
Liabilities and Equity			
Liabilities			
Customers' deposits	235,783	222,054	198,637
Due to banks and financial institutions	10,021	12,967	12,809
Sukuk financing instruments	24,158	20,481	22,340
Payables and other liabilities	11,646	11,355	10,477
Total Liabilities	281,608	266,857	244,264
Equity			
Share Capital	7,241	7,241	7,241
Tier 1 Sukuk	8,264	8,264	8,264
Other Reserves and Treasury Shares	15,146	14,785	14,655
Investments Fair Value Reserve	(1,340)	(1,332)	(1,063)
Exchange Translation Reserve	(1,791)	(1,741)	(1,566)
Retained Earnings	15,238	17,341	13,772
Equity Attributable to owners of the banks	42,758	44,557	41,304
Non-Controlling Interest	2,948	2,877	2,671
Total Equity	45,706	47,434	43,975
Total Liabilities and Equity	327,314	314,292	288,238



# Embarked on a new five-year strategy that will...

# **Strengthen the Group**



>reinforce > energize > adapt

Strengthen the capital base, enhance operational efficiencies whilst safeguarding the business against market volatilities through robust compliance, risk management and controls.

# **Grow** the Group



> diversify > innovate > expand

Deliver balance sheet growth through deeper penetration of existing customer base by targeting new customer segments as well as enhancing and expanding the global operations.

# **DIB'S ESG Vision and 2030 ESG Strategy**





# **Strategic Pillars**

#### **Lead by Example**

#### **Finance a Sustainable Future**

We aim to become a role model in sustainable practices and behaviors in our own operations and towards our employees

By embracing sustainable business practices in serving our customers and communities and influencing others in adopting the same

# **Priority Areas**

Our role in leading by example and financing a sustainable future is underpinned by 8 key priority areas that address the ESG topics that are most relevant to us and our stakeholders.

Embrace
Diversity &
Inclusion





Drive
Transparency
& Disclosure

Reduce
Operational
Environmental
Footprint



Propel
Sustainable
Finance

Promote Financial Inclusion

in decision making

# **Objectives**

Be the most diverse Islamic financial institution in our markets of operation

Position ourselves as an employer of choice in the banking sector Disclose our financial and nonfinancial performance in line with best-inclass standards Achieve Net Zero within operations and significantly reduce our footprint across water, waste and energy

Be recognized as a trusted institution to our customers and business partners Significantly step up the share of our funding activities towards sustainable projects Be the preeminent banking partner to the underrepresented segments of society

Fully integrate
ESG risk
assessment and
mitigation into all
our financing
decisions

# **DIB – A leading global Islamic bank**



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More than 9,000 employees across the Group



5 million + customers globally



Designated ("D-SIB")\* in 2018
\*Domestic Systemically Important Bank



Robust credit ratings reflecting strong domestic franchise



FOL increased to 40%

Dubai Islamic Bank ("DIB" or the "Bank") was established in 1975.

Amongst the Top 3 Islamic Bank by assets globally

4<sup>th</sup> largest bank by assets in the UAE.

A solid branch network of 56 branches in the UAE and 536 ATMs and CCDMs.

■ 27.97% owned by the Investment Corporation of Dubai and rest is public.

# **Credit Ratings**

Moody's A3 Stable Fitch A Stable

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

#### **International Geographic Presence**

Bosnia
(32)
Turkey
Pakistan (235)
Sudan (129)
UAE (56)

Kenya (6)
Indonesia (10)

# **Significant Subsidiaries and Associates**



100.0%





بنك بيس الإسلامي Dubai Islamic Bank Pakistan



29.5% بنكالن



27.3%





44.9%



25.1%

# **DIB's Key Business Lines**



# **Core Business Profiles**

# **Consumer Banking**



Serving close to 2 million customers in the UAE.

Offering its retail and business banking services through a network of 56 branches and more than 536 ATMs and CCDMs across UAE

Broad range of retail products and services that include: Auto Finance; Sharia-compliant Cards; Personal Finance; Mortgages and SME Solutions.

#### **Corporate Banking**



Corporate Banking has sector-specific focus units which target clients across both private and public sectors.

Corporate Banking manages relationships (including sovereigns/ GREs, large corporates, 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.

#### **Investment Banking**



DIB's Investment Banking business 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.

### **Treasury**



Treasury 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.

# **DIB Debt Capital Markets – Deal Experience**

# **Select Sovereign and Supranational Agency Transactions**



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Government

billion.

Shariah was able to

tighten pricing by

30ps, on the back of

excess of USD 3.6

orderbook



#### Republic of Philippines

USD 1.000.000.000

5.045% 5.5yr Sukuk

JLM & Bookrunner

Nov 2023



Republic of Philippines was able to tighten pricing by 35 bps, on the back of a orderbook in excess of USD 4.9 billion.

USD 1,000mn 5.40% 5yr **S** USD 1,000mn 5.60% 10yr

Republic of Indonesia

USD 2,000,000,000

JLM & Bookrunner

بلك يون الإسلامي Dubai Islamic Barro The Republic received more than 2.8x.

resounding support and resilient demand for its latest offering, garnering a final combined order book of over US\$5.6 billion, representing oversubscription rate of



#### Government of Sharjah

USD 750,000,000

6.092%10.5yr sukuk

Dealer, JLM & Bookrunner

September 2023





#### Islamic Development Bank

On Thursday, 26th September, The Islamic Development Bank successfully priced a USD 1.75 billion 5-year RegS Sukuk at 4.906%.

#### US\$ 1.750.000.000

The transaction marked IsDB's Second sukuk issuance in 2023.

The transaction was well

#### Aaa/AAA/AAA

4.906% due 2028 diversified transaction underpinned by demand coming from Middle East while there was also substantial pick-up from Asian & European investors.

Listed on Euronext Dublin. Nasdaq Dubai

Joint Lead Manager and Bookrunner

Sep 2023



# **Syndicated Club Transactions**



#### Saudi Electricity Company

USD 3,000,000,000

MLA & Bookrunner

Oct 2023





#### Saudi Telecom Company

USD 1,600,000,000

MLA & Sole Arranger

Sep 2023











USD 1,100,000,000

MLA

Sep 2023





#### **Telecommunications Towers** Company

USD 1,100,000,000

MLA & Bookrunner

Aug 2023









#### **TECOM**

USD 2,071,000,000

MLA & Bookrunner

June 2023





#### Merex Investment

USD 463,000,000

MLA & Bookrunner

June 2023





#### **Dubai Asset Management**

USD 545.000.000

MLA & Bookrunner

May 2023





#### DP World

USD 3,000,000,000

MLA & Bookrunner

Jan 2023





# **DIB Debt Capital Markets – Deal Experience**

# **GRE and Corporate Transactions in 2023**









ىنك يبني الاستلامي





# **Select Financial Institutions Transactions in 2023**







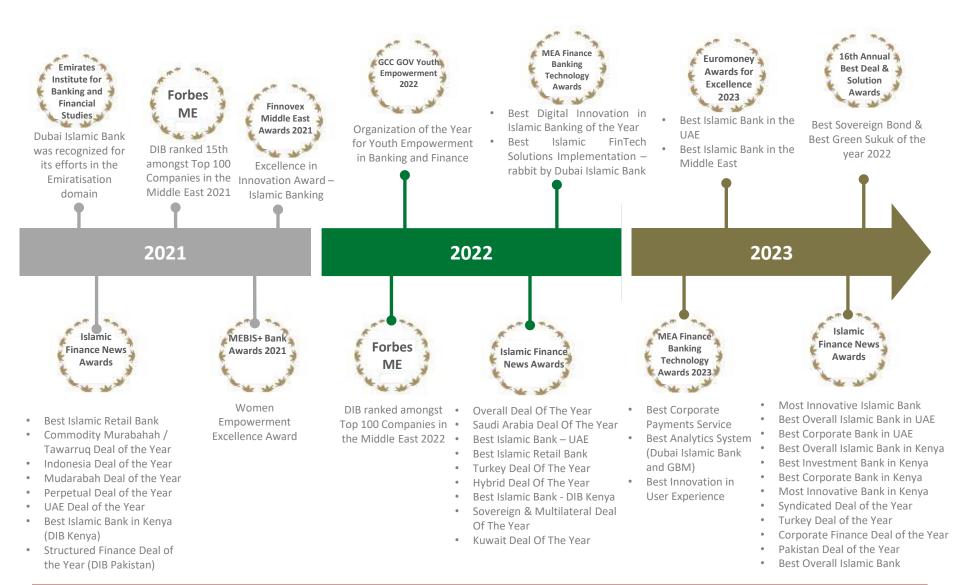




# **Select Award & Accolades**



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# **THANK YOU!**

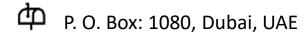


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