

**Investor Presentation** For the period ending 31 December 2019

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Contents



1.	Overview of Economic Environment
2.	Overview of Dubai Islamic Bank
3.	Financial Performance
4.	Strategic Focus
5.	Appendix

# The UAE economy continues to advance as one of the most competitive and diversified economies in the region





#### Real GDP Change (%)<sup>1</sup>



Fiscal Breakeven Oil Price (USD/bbl)



UAE Real GDP breakdown by sector - 2018<sup>3</sup>



#### **GCC Sovereign Ratings**

	Moody's		Fitch		
	Rating		Ra	iting	
Bahrain	B2	Stable	BB-	Stable	
Kuwait	Aa2	Stable	AA	Stable	
Oman	Ba1	NEG	BB+	Stable	
Qatar	Aa3	Stable	AA-	Stable	
Saudi Arabia	A1	Stable	A	Stable	
UAE – (Abu Dhabi)	Aa2	Stable	AA	Stable	

#### Sources:

<sup>1</sup> IMF World Economic Outlook October 2019; Regional Economic Outlook October 2019, <sup>2</sup> UAE Central Bank estimates and projections for 2019 Q2-Q4, <sup>3</sup> UAE Federal Competitiveness and Statistics 4 Authority

# Dubai continues to have a favorable outlook supported by an expansionary budget and leading policies & investment reforms





#### Dubai, GDP & Sector-Level Growth Outlook 2019-2021

Wages and Salaries

8

19.9

38.5

2020

+17%



#### Dubai GDP breakdown by sector H12019 (%)



#### Dubai Budget (AED bn)

#### Dubai FDI Inflows (AED bn)



Sources: Dubai Economic Development, Dubai Statistics Center, Department of Finance

Contents



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 Industry leading financial institution with a growing balance sheet and franchise



### Dubai Islamic Bank at a Glance

Growing market share and a dominant position in Islamic financing & capital markets league tables



#### EMEA Islamic Financing MLA – FY2019

Rank	Mandated Lead Arranger	Vol (MM USD)	Deals
1	Dubai Islamic Bank	2,294	17
2	ITFC	2,044	9
3	HSBC	1,651	10
4	Samba Capital	1,314	6
5	Emirates NBD	1,108	14

#### US Dollar International Sukuk - FY2019

Rank	Manager	Vol (MM USD)	lssues
1	Standard Chartered	4,878	34
2	HSBC	2,408	20
3	Dubai Islamic Bank	1,920	20
4	First Abu Dhabi Bank	1,711	18
5	Emirates NBD	1,647	18

# DIB Rising Market Cap (AED bn)



# EMEA Islamic Financing Book runner – FY2019

بنك دبي الإسلامي

Dubai Islamic Bank

Rank	Bookrunner	Vol (MM USD)	Deals
1	Dubai Islamic Bank	2,726	14
2	ITFC	2,044	9
3	Emirates NBD	1,538	14
4	HSBC	1,366	6
5	Samba Capital	1,172	4

Contents



1.	<b>Overview of Economic Environment</b>
2.	Overview of Dubai Islamic Bank
3.	Financial Performance
4.	Strategic Focus

### **Overall Financial Performance (for the period ending 31 December 2019)** *Increasing market share driven by robust growth in core businesses*



Balance Sheet			
AED million	Dec 2018	Dec 2019	Change
Net Financing Assets & Sukuk Investments	175,917	184,157	5%
Total Assets	223,682	231,796	4%
Customers' Deposits	155,657	164,418	6%
Sukuk Financing Instruments	12,371	14,852	20%
Equity	34,127	34,732	2%
Total Liabilities and Equity	223,682	231,796	4%

#### **Income Statement**

AED million	FY2018	FY2019	Change
Total Income	11,730	13,684	17%
Net Operating Revenue	8,202	9,267	13%
Operating Expenses	(2,322)	(2,358)	2%
Profit before Impairment and Tax Charges	5,880	6,908	17%
Impairment Losses	(833)	(1,763)	112%
Income Tax	(43)	(42)	_
Group Net Profit	5,004	5,103	2%

#### **Financial Highlights**

Key Ratios	Dec 2017	Dec 2018	Dec 2019
Net Financing to Deposit Ratio	91%	93%	92%
Total Capital Adequacy Ratio	17.2%	17.5%	16.5%
CET1 Ratio	11.5%	12.4%	12.0%
Non-Performing Financing Ratio "NPF")	3.4%	3.4%	3.9%
ROE	18.7%	18.1%	17.1%
ROA	2.34%	2.32%	2.25%
Net Profit Margin ("NPM")	3.11%	3.14%	3.15%
Cost to Income Ratio <sup>1</sup>	30.4%	28.3%	26.9%
Dividend Per Share (% of par value)	45%	35%	35%*

#### Highlights

- Consistently strong growth over the past few years, with 5-year Asset CAGR of 13%, and assets now crossing AED 231 bn.
- The bank's focus to diversify into key sectors of the domestic economy have supported the **core revenue growth** over the past few years.
- Disciplined cost management continues to support the **profitability trend**.
- **Improving cost efficiencies** have resulted in cost to income ratio reducing to 26.9%.

## **Operating Performance & Profitability**





<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>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 / Financings**





### **Segmental Overview – Consumer**



#### Management Commentary

- Consumer financing currently stands at AED 41 billion, supported by gross new consumer financing of AED 14.1 billion during FY2019.
- Auto, personal and home finance continue to be the key contributors to the consumer portfolio.
- Gross yield on consumer financing continues to stand at a healthy level of 7.1%.
- The newly launched "Banking in Minutes" is set to push the customer acquisition strategy across all consumer product lines.

#### Breakdown by Portfolio – Dec 2019



#### **Revenue Trends (AED mn)**





#### CASA (AED bn)



13

### **Segmental Overview – Corporate**

### بنك ىبى الإسلامي Dubai Islamic Bank

#### **Management Commentary**

- Gross corporate financing currently stands at AED 114 billion, thus representing an increase of 5% YoY.
- Net operating revenue increased 8% YoY to reach AED 3,452 million driven by strong growth in net funded income (+10% YoY).
- Overall corporate portfolio yields have improved by 30 bps.
- DIB continued to be at the forefront of the Islamic financing and capital markets space having completed over 30 transactions valued at a total of USD 30bn in 2019.

#### Segment Gross Financing / Deposits (AED bn)



#### Breakdown by Portfolio – Dec 2019



#### Revenue Trends (AED mn)



#### CASA (AED bn)



Corporate banking charts reflect corporate and real estate excluding treasury

### Segmental Overview – Treasury



1.382

591

4.29%

791

FY2019

#### **Management Commentary**

- Gross Treasury Financing and Sukuk Investments increased by nearly 6% YoY to reach AED 35 billion.
- Net operating revenue improved to AED ٠ 1,382 million, an increase of 63% YoY.
- In Q4 2019, DIB successfully closed a USD ٠ 750 million 5-year Sukuk with a profit rate of 2.950% per annum.
- Treasury yields increased by about 16 bps. ٠ Fees and commissions jumped by a significant 151% to AED 591 million

Segment Gross Financing & Sukuk (AED bn)





611

2019

#### Segment Deposits (AED mn)

400

2018

Deposits



CASA (AED mn)

<sup>\*</sup> Based on shadow accounting for fees and commissions

# **Asset Quality**



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



#### **Financing Provisions and Coverage Ratios**



### Highlights

- Continued focus on the growth of the balance sheet, supported by prudent risk management practices, with NPFs declining from 11% at the start of the growth phase in 2013 to just under 4% in 2019.
- Cash provision coverage remains healthy at 101%, 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 including regulatory credit risk reserve and collateral held relating to facilities individually determined to be impaired divided by non-performing financing.

# **Funding Sources and Liquidity**





#### Customer Deposits (AED 164 bn as at 31 Dec 2019)



#### Highlights

- Liquidity position remains strong, with over 70% of funding generated by customer deposits.
- Customer deposits reached AED 164 bn and Financing to deposit ratio stood at 92%, depicting a continuing trend of ample liquidity.
- Liquidity Coverage Ratio (LCR) is at a healthy 142%.

### **Capitalization Overview**







#### **Capital Ratios\***



- CAR and CET1 ratios remain robust, at 16.5% and 12.0%, respectively.
- Capitalization remains well above the regulatory requirement, indicating significant room to grow.
- DIB's Board of Directors recommends the distribution of a cash dividend of 35% for 2019, subject to AGM approval.

<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 ; \*This graph reflects ratios under Basel III regime





			2019 – Targe	et Metrics			
Growth	10% to 15% 5%	NPF	3% 3.94%	Real Estate Concentration	~20% 21%	Return on Assets	2.20% to 2.25% 2.25%
Net Profit Margin	3% to 3.15% 3.15%	Cash Coverage	120% 101%	Cost Income Ratio	~30% 26.9%	Return on Equity	17% to 18% 17.1%

Contents



1.	<b>Overview of Economic Environment</b>
2.	Overview of Dubai Islamic Bank
3.	Financial Performance
4.	Strategic Focus
5.	Appendix



# Digitally Intelligent Bank (DIB)

### **CARE IDEOLOGY**

С	А		R	E
CUSTOMER EXPERIENCE	ACQUISITION		RETENTION	ENGAGEMENT
		-		
New digital offerings to 'WOW' customer experience	Reduction in branch transactions traffic		Maintain cost discipline	Create key Digital customer journeys
	E	nhance platform upgrades	n	

2020 – Target Metrics							
Growth	8% to 10%	NPF	4.0%	Real Estate Concentration	~ 20%	Return on Assets	2.10% to 2.20%
Net Prof Margin	3.00% to 3.15%	Cash Coverage	100%	Cost Income Ratio	26% to 27%	Return on Equity	17% to 18%

### Acquisition of Noor Bank – key milestones

From pioneering Islamic banking to becoming a global powerhouse in Islamic finance





#### **Strategic Rationale**

- DIB is set to position itself as one of the largest Islamic Banks in the world with total assets exceeding AED 275 billion (~USD 75 bn).
- Acquisition will strengthen Dubai's position as a global center for Islamic finance.
- Deal offers opportunities for DIB to further its successful growth strategy.
- Noor Bank's operations are to be fully integrated into DIB.

#### Terms of the transaction

- The acquisition has taken place via an increase in DIB's share capital from 6,589.6 million shares to 7,240.7 million shares, through the issuance of 651.2 million new DIB shares.
- The approved share swap ratio is: 1 new DIB share for every 5.49 Noor Bank shares

### Focus on shareholder returns – Propose FOL increase to 40%



### DIB's Board recommends FOL increase from 25% to 40%, subject to regulatory and corporate approvals

#### **Decision Drivers**

- Strong investor demand
- Most liquid stock within the sector
- Least available room in FOL, amongst peer group

#### **Potential Impact of FOL Increase**

- Increase weightage in both Global and Regional Indices
- Expected inflows from MSCI and FTSE Emerging Market trackers
- Further complements shareholder returns, alongside potential synergies from Noor Bank acquisition

Contents



1.	<b>Overview of Economic Environment</b>
2.	Overview of Dubai Islamic Bank
3.	Financial Performance
4.	Strategic Focus
5.	Appendix

# Our Digital Journey thus far...



### **2014** PAPERLESS BRANCHES INTRODUCED

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



### **2016** SUCCESSFULLY LAUNCHED:



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

### **2018** DIGITAL STRATEGY FORMULATION

- Digitalization Department created
  - Introduction of DIB Chatbot



- Revamp of:
  - DIB Website
  - Online BankingDIB Mobile App

**2015** CUSTOMER INNOVATION DEPARTMENT ESTABLISHED

Department setup to promote design, research, develop, analyze and suggest new marketing concepts as well as strategies



### **2017** ADVANCED YEAR WITH:



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

# **2019** DIGITAL STRATEGY FORMULATION

- Successful launch of DIB's Digital Lab
- Digital customer journeys launched
- Banking-in-Minutes concept launched with public introduction of New to Bank CASA account opening and Credit Card Journeys
- Personal Finance for Salary Transfer Relationship customer (New /Existing) was launched on Internet Banking and Tablet
- Set Foundation for Digital Academy & Advanced Analytics



## **DIB's Key Business Lines**

### **Core Business Profiles**



Serving around 1.9 million customers in the UAE

Offers its retail and business banking services through a network of 66 branches and more than 600 ATMs and CDMs across UAE

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

#### **Corporate Banking**



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

بنك دبري الإسلامي Dubai Islamic Bank

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.

#### **Investment Banking**



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.

#### Treasury



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.

## **Consolidated Income Statement**



AED million	2019	2018	2017	
Net Income	Audited	Audited	Audited	
Income from Islamic financing and investing transactions	10,723	9,481	7,795	
Commission	1,483	1,476	1,406	
Income / (loss) from other investment	65	45	31	
Income from properties held for sale	126	124	197	
Income from investment properties	295	156	119	
Share of profit from associates and joint ventures	58	137	122	
Other Income	934	311	529	
Total Income	13,684	11,730	10,199	
Depositors' and Sukuk holders' share of profit	(4,418)	(3,528)	(2,512)	
Net Income	9,266	8,202	7,687	
Operating Expenses				
Personnel expenses	(1,587)	(1,580)	(1,568)	
General and administrative expenses	(632)	(608)	(602)	
Depreciation of investment properties	(37)	(35)	(46)	
Depreciation of property, plant and equipment	(102)	(99)	(119)	
Total Operating Expenses	(2,358)	(2,322)	(2,335)	
Profit before net impairment charges and income tax expense	6,908	5,880	5,352	
Impairment charge for the period, net	(1,763)	(834)	(824)	
Profit for the period before income tax expense	5,145	5,046	4,528	
Income tax expense	(42)	(43)	(24)	
Net Profit for the period	5,103	5,004	4,504	
Attributable to				
Owners of the Bank	5,015	4,916	4,322	
Non-Controlling Interests	88	88	182	

### **Consolidated Balance Sheet**



AED million				
AED million	31 Dec 2019	31 Dec 2018	31 Dec 2017	
Assets	Audited	Audited	Audited	
Cash and balances with central banks	21,268	22,546	27,885	
Due from banks and financial institutions	6,248	8,297	4,677	
Islamic financing and investing assets, net	150,913	144,739	133,334	
Investments in Islamic Sukuk measured at amortized cost	33,244	31,179	24,023	
Other investments at fair value	1,266	1,687	1,962	
Investments in associates and joint ventures	1,977	1,928	2,136	
Properties held for sale	1,337	1,449	1,274	
Investment properties	5,209	4,495	3,570	
Receivables and other assets	8,743	6,048	7,339	
Property, plant and equipment	1,590	1,314	1,137	
Total Assets	231,796	223,682	207,337	
Customers' deposits Due to banks and financial institutions Sukuk financing instruments	164,418 9,147 14,852	155,657 13,203 12,371	147,181 14,877 8,659	
Due to banks and financial institutions	9,147	13,203	14,877	
-				
Payables and other liabilities	8,646	8,323	7,739	
Total Liabilities	197,063	189,555	178,456	
Equity	6 500	6 500	4.0.42	
Share Capital	6,590	6,590	4,942	
Tier 1 Sukuk	6,428	7,346	7,346	
Other Reserves and Treasury Shares	11,113	10,861	7,786	
Investments Fair Value Reserve	(1,175)	(850)	(615)	
Exchange Translation Reserve	(1,095)	(1,052)	(485)	
Retained Earnings	10,131	8,569	6,964	
Equity Attributable to owners of the banks	31,993	31,464	25,938	
Non-Controlling Interest Total Equity	2,739 <b>34,732</b>	2,663 <b>34,127</b>	2,943	
• •			28,881	
Total Liabilities and Equity	231,796	223,682	207,337	

### **Select DIB Debt Capital Market Transactions**





USD 500,000,000 USD 600,000,000 USD 750,000,000 USD 500,000,000 USD 750,000,000 USD 600,000,000 3.750% Long 10yr Sukuk 3.933% Long 10yr Sukuk 2.950% Long 5yr Sukuk 6.750% Long 5yr Sukuk 3.875% 10yr Sukuk 3.234% 10yr Sukuk Sole Arranger JLM & Bookrunner بنك دبني الإسلامي بنك دبني الإسلامي بنك دبنى الإسلامين بنك دبني الإسلامي بنك دبدي الإسلامي \_\_\_\_ بېرې ښېپېتمېې Dubai Islamic Bank 8 Oct 2019 Sep 2019 Oct 2019 Oct 2019 Nov 2019 Dubai Islamic Bank Oct 2019 Dubai Islamic Bank Dubai Islamic Bank Dubai Islamic Bank Dubai Islamic Bank

## Select Syndicated / Club Transactions







# 2017 – 2019 Select Awards & Accolades







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