

# **Investor Presentation**

For the year ending 31 December 2018

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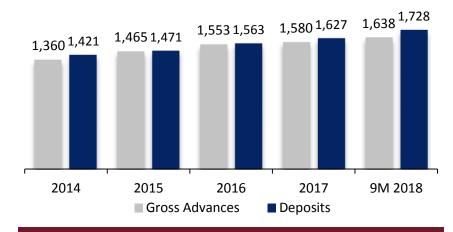
# **Overview of Dubai Islamic Bank Strategic Intent** 3. **Financial Performance Strategic Focus Appendix**

# **UAE** continues to benefit from strong economic fundamentals

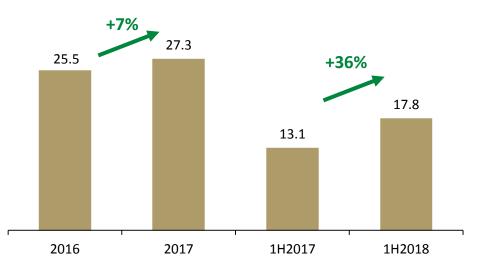


- System liquidity continues to improve in the UAE
- FDIs continue to increase primarily due to lower cost of doing business and relaxed regulations
- UAE amongst the top business and leisure destinations of the world

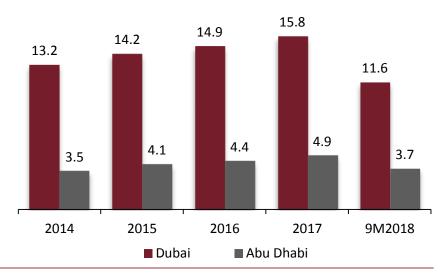
### UAE Banking Sector Gross Advances and Deposits (AED bn)



#### Dubai Foreign Direct Inflows (AED bn)



#### Hotel Guests (mn)



# Macroeconomic environment looks encouraging



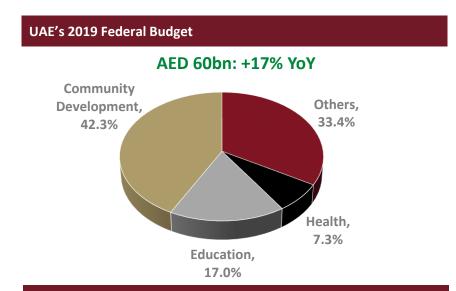
- UAE's largest ever, zero-deficit, federal budget for 2019
- Economic stimulus package announced by Abu Dhabi
- Government of Dubai announced several initiatives to stimulate growth
- UAE FOL opening could accelerate financial market activity
- Increasing focus on economic diversification

Highest ratings in MENA (Abu Dhabi)

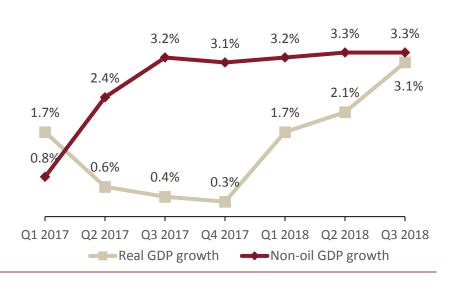
Aa2 / AA / AA

Moody's / S&P / Fitch

STABLE outlook



Real GDP & Non-oil GDP growth (YoY %)



## Dubai Islamic Bank at a Glance

## A leading Islamic bank with a growing international footprint

بنك دبي الإسلامي 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 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

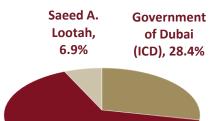
65% Free float **Listed on Dubai Financial Market** (DFM)

25% FOL Adequate room for foreign ownership

29.5%

44.9%

**Ownership** (as at 31 Dec 2018)



Public. 64.7%





## **Significant Subsidiaries and Associates**



60.0%



100.0%

بنك دبى الإسلامى Dubai Islamic Bank

38.3% Panin Dubai 🛭



Pakistan



100.0%

#### **Credit Ratings**

Moody's **A3 Stable** 

Fitch Stable

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

#### **International Geographic Presence**

**Existing Presence & Branch Numbers** 



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# **Strategic Focus 2017-2018**



**New Business & New Customer** 

Lead Islamic Finance growth in UAE and beyond

Innovation – Products, Service, Technology, Channels

Deliver on market / stakeholder expectations

PROTECT



**GROW** 

Enhance Penetration – existing customers, existing sectors

Retain customers – Service Quality / Targeted Product Marketing & Selling

Deepen Relationship – Cross sell

**Enhance international contributions** 

2018 – Target Metrics							
Growth	10% - 15%	Non Performing Financing	3.0%	Real Estate Concentration	~ 20%	Return on Assets	2.20% - 2.35%
Net Profit Margin	3% - 3.15%	Cash Coverage	125%	Cost Income Ratio	Low to mid 30's%	Return on Equity	17% - 18%

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## **Overall Financial Performance (for the year ending 31 Dec 2018)**

Growing market share driven by robust growth in core businesses



Balance Sheet Items			
AED million	Dec 2017	Dec 2018	Change
Net Financing Assets & Sukuk Investments	157,357	175,918	12%
Total Assets	207,337	223,682	8%
Customers' Deposits	147,181	155,657	6%
Sukuk Financing Instruments	8,659	12,371	43%
Equity	28,881	34,127	18%
Total Liabilities and Equity	207,337	223,682	8%

meome otatement items			
AED million	Dec 2017	Dec 2018	Change
Total Income	10,199	11,730	15%
Net Operating Revenue	7,687	8,202	7%
Operating Expenses	(2,336)	(2,322)	(1%)
Profit before Impairment and Tax Charges	5,351	5,880	10%
Impairment Losses	(823)	(834)	1%
Income Tax	(24)	(42)	75%
<b>Group Net Profit</b>	4,504	5,004	11%

Key Ratios	Dec 2016	Dec 2017	Dec 2018
Net Financing to Deposit Ratio <sup>1</sup>	94%	91%	93%
Total Capital Adequacy Ratio	18.3%	17.2%	17.5%
CET1 Ratio	12.0%	11.5%	12.4%
Non-Performing Financing Ratio ("NPF")	3.9%	3.4%	3.4%
ROE	17.8%	18.7%	18.1%
ROA	2.43%	2.34%	2.32%
Net Profit Margin ("NPM")	3.23%	3.11%	3.14%
Cost to Income Ratio <sup>2</sup>	34.0%	30.4%	28.3%

#### Highlights

value)

Dividend Per Share (% of par

**Financial Highlights** 

 Robust balance sheet growth of 8% YoY, driven by a continued focus on key sectors of the economy.

45%

45%

- **Double digit growth in group net profit**, primarily as a result of a rise in total income and optimal cost management.
- **Significant improvement in cost efficiencies** has thus resulted in cost to income ratio decreasing to 28.3%.
- Optimizing growth capacity, with capital, funding and liquidity positions continuing to be at desirable levels.

Income Statement Items

 $35\%^{3}$ 

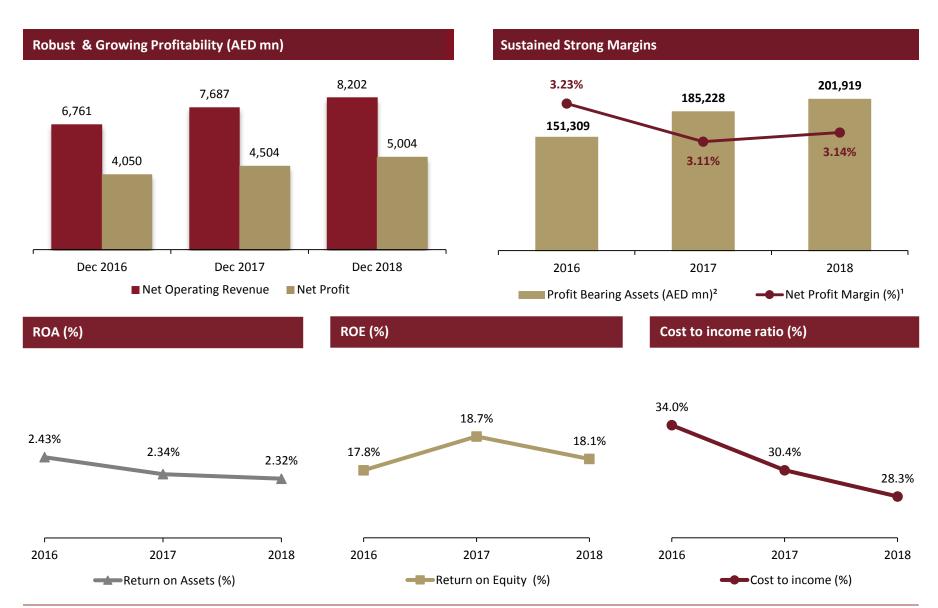
<sup>&</sup>lt;sup>1</sup> Net Financing to Deposit Ratio excludes Bilateral Sukuk

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

<sup>&</sup>lt;sup>3</sup> Proposed dividend, subject to shareholder approval during AGM

# **Operating Performance & Profitability**





<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 and income from International Murabahat and Wakala and income from Investments in Islamic Sukuk divided by Average Profit Bearing Assets.

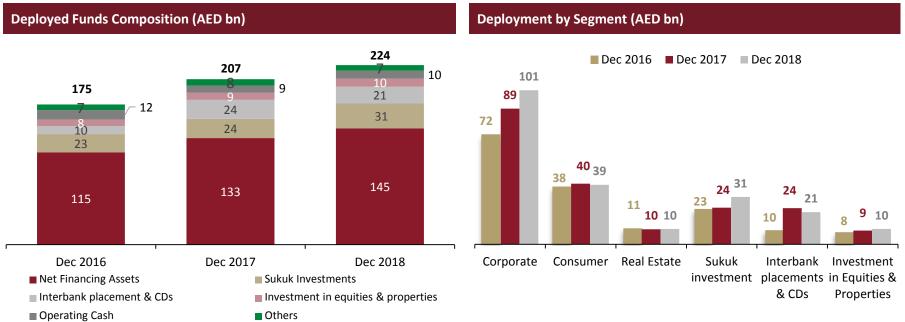
divided by Average Profit Bearing Assets.

11

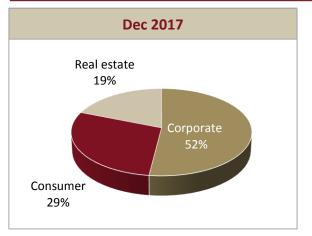
2Profit Bearing Assets are calculated as the sum of International Murabahat with UAE Central Bank, Investment in Islamic Sukuk and Gross Islamic Financing and Investing Assets and Due from Banks and Financial Institutions (excluding Current Accounts)

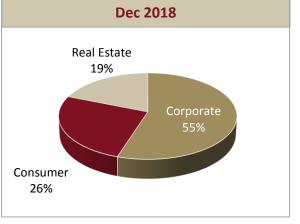
# **Overview of Deployment of Funds / Financings**





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



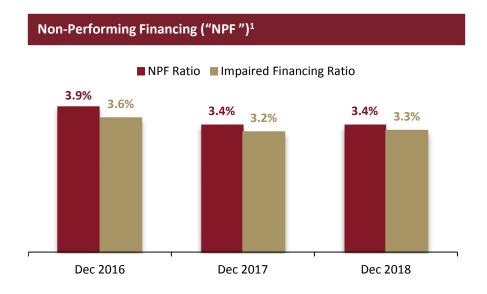


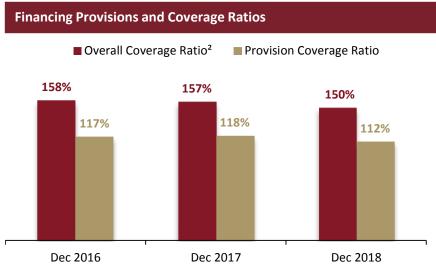
#### **Highlights:**

- Corporate business continues its healthy growth trend, with sectors such as aviation, healthcare and education continuing to be our focus areas.
- Gross new consumer financing amounted to about AED 13 billion during the year.
- **Real estate concentration** maintained in line with guidance.

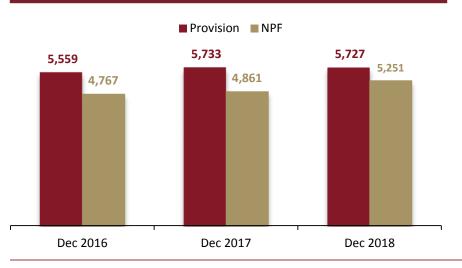
## **Improving Asset Quality**







#### **Cumulative Provisioning (AED million)**



#### **Highlights**

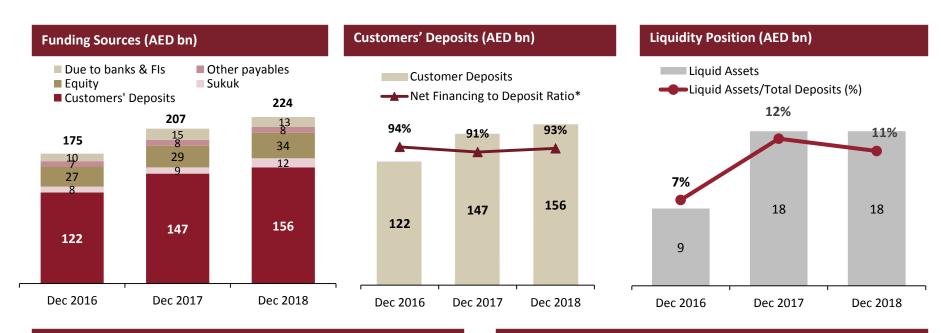
- Asset quality continues to be strong, as a result of more stringent underwriting standards and focus on cash-flow based funding.
- Provision coverage remains strong with significant collateral providing added comfort.

<sup>&</sup>lt;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.

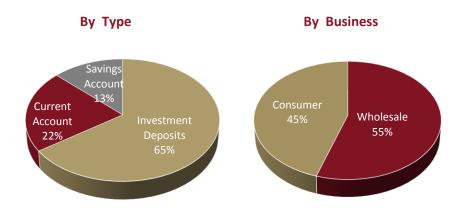
<sup>&</sup>lt;sup>2</sup>Overall Coverage Ratio calculated as the sum of provisions held and collateral held relating to facilities individually determined to be impaired divided by non-performing financing.

# **Funding Sources and Liquidity**





#### Customer Deposits (AED 156 bn as at 31 Dec 2018)



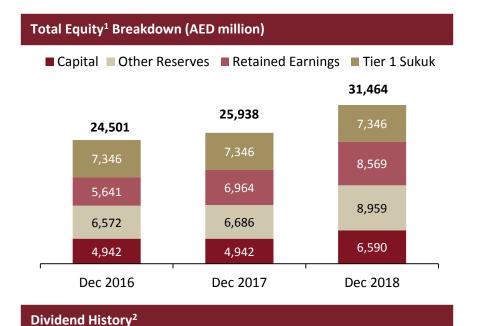
#### **Highlights**

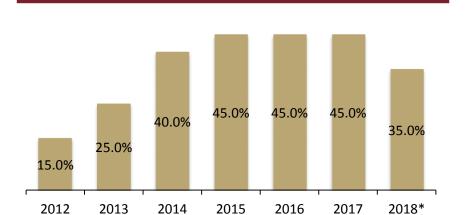
- **Liquidity position remains strong,** with 70% of funding generated by customer deposits.
- CASA amounted to AED 53.8 billion, an indication of sticky and robust low-cost deposit base.
- Financing to deposit ratio stood at 93%, signifying ample liquidity.

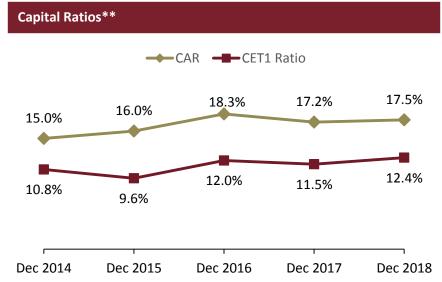
<sup>\*</sup> Net Financing to Deposit Ratio excludes Bilateral Sukuk.

## **Capitalization Overview**









#### Highlights

- Capital adequacy ratios remain robust, well above the minimum capital requirements.
- CAR and CET1 ratios continue to be strong, at 17.5% and 12.4%, respectively.

■ Cash Dividend as a % of Par Value

<sup>&</sup>lt;sup>1</sup> Refers to Equity Attributable to Equity Holders of the Parent.

<sup>&</sup>lt;sup>2</sup> Dividend is calculated as total dividends paid divided by number of shares outstanding at year-end

<sup>\*</sup>Proposed dividend, subject to shareholder approval during AGM

<sup>\*\*</sup>The above graph reflects amended prior year values under the new Basel III regime

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# A year of robust growth and sustained progress...





Focused strategy leading to dominant market position

Consistent profitability growth, in a challenging environment





Stronger capital base, with a platform for sustained growth

Disciplined resource allocation and cost control





Expanded product offerings and deepening of customer relationships

Continued investments in digital capabilities and innovation centers



2018 – Target Metrics							
Growth	10% - 15% <b>12%</b>	NPF	3.0% <b>3.4%</b>	Real Estate Concentration	~ 20% <b>19%</b>	Return on Assets	2.20% - 2.35% <b>2.32%</b>
Net Profit Margin	3% - 3.15% <b>3.14</b> %	Cash Coverage	125% 112%	Cost Income Ratio	Low to mid 30's% 28.3%	Return on Equity	17% - 18% <b>18.1</b> %

## Our Digital Journey thus far ...



## **PAPERLESS BRANCHES INTRODUCED**

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



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



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



2014

2016

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

#### **SET FOUNDATION** FOR:

- Digital Lab
- Digital Academy
- Advanced Analytics
- Offerings on Digital

## **STRATEGIC FOCUS 2019**



## **CARE IDEOLOGY**



## Digitally Intelligent Bank (DIB)



Quality Credit Growth



Enhance Customer Experience



Maintain cost discipline



Adopt C.A.R.E. Ideology



☐ Embrace ☐ Digital Transformation



Align Capacity to Growth

2019 – Target Metrics							
Growth	10% to 15%	NPF	3%	Real Estate Concentration	~20%	Return on Assets	2.20% to 2.25%
Net Profit Margin	3% to 3.15%	Cash Coverage	120%	Cost Income Ratio	~30%	Return on Equity	17% to 18%

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# **Consolidated Income Statement**



Net Income			2016
	Audited	Audited	Audited
Income from Islamic financing and investing transactions	9,481	7,795	6,521
Commission	1,476	1,407	1,425
Income / (loss) from other investment	45	31	36
Income from properties held for sale	124	197	159
Income from investment properties	156	119	75
Share of profit from associates and joint ventures	137	122	177
Other Income	311	529	243
Total Income	11,730	10,199	8,636
Depositors' and Sukuk holders' share of profit	(3,528)	(2,512)	(1,875)
Net Income	8,202	7,687	6,761
Operating Expense			
Personnel expenses	(1,580)	(1,568)	(1,565)
General and administrative expenses	(608)	(602)	(575)
Depreciation of investment properties	(35)	(46)	(38)
Depreciation of property, plant and equipment	(99)	(119)	(119)
Total Operating Expenses	(2,322)	(2,336)	(2,297)
Profit before net impairment charges and income tax expense	5,880	5,351	4,464
Impairment charge for the period, net	(834)	(823)	(392)
Profit for the period before income tax expense	5,046	4,528	4,072
Income tax expense	(42)	(24)	(22)
Net Profit for the period	5,004	4,504	4,050
Attributable to			
Owners of the Bank	4,916	4,322	3,597
Non-Controlling Interests	88	182	453

# **Balance Sheet**



AFD wellier			As at
AED million	31 Dec 2018	31 Dec 2017	31 Dec 2016
Assets	Audited	Audited	Audited
Cash and balances with central banks	22,546	27,885	16,655
Due from banks and financial institutions	8,297	4,677	4,546
Islamic financing and investing assets, net	144,739	133,334	114,968
Investments in Islamic Sukuk measured at amortized cost	31,179	24,023	23,409
Other investments at fair value	1,687	1,962	1,717
Investments in associates and joint ventures	1,928	2,136	2,034
Properties held for sale	1,449	1,274	1,348
Investment properties	4,495	3,570	3,058
Receivables and other assets	6,048	7,339	6,308
Property, plant and equipment	1,314	1,136	928
Total Assets	223,682	207,337	174,971
Customers' deposits  Due to banks and financial institutions	155,657 13,203	147,181 14,878	122,377 10,418
Customers' deposits	155,657	147,181	122,377
Sukuk financing instruments	12,371	8,659	7,695
Payables and other liabilities	8,324	7,739	7,093
Total Liabilities	189,555	178,456	147,701
Equity		270,130	147,701
Share Capital	6,590	4,942	4,942
Tier 1 Sukuk	7,346	7,346	7,346
Other Reserves and Treasury Shares	10,861	7,786	7,786
Investments Fair Value Reserve	(850)	(615)	(751)
Exchange Transaction Reserve	(1,052)	(485)	(463)
Retained Earnings	8,569	6,964	5,641
Equity Attributable to owners of the banks	31,464	25,938	24,501
Non-Controlling Interest	2,663	2,943	2,769
Total Equity	34,127	28,881	27,270
Total Liabilities and Equity	223,682	207,337	174,971

# **DIB's Key Business Lines**



#### **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> <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; Sharia-compliant Cards; Personal Finance; Mortgages and SME Solutions.</li> <li>Serving around 1.9 million customers in the UAE.</li> </ul>	<ul> <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 Shariacompliant solutions to its corporate clients in the UAE, the GCC and in other niche markets.</li> </ul>	Real Estate Finance  DIB plays a significant role in supporting corporate real estate developments, including the construction of commercial property and residential estates.  Contracting Finance  DIB provides financing to contractors executing building, electrical and mechanical infrastructure works across sectors such as the oil, gas, power and water sectors.	<ul> <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> <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>

## 2016 – 2018 Select Awards & Accolades

orbes 2016 Top

ndian Leaders

in the Arab





- Best Overall Islamic Bank
- Indonesia Deal of the Year
- Corporate Finance Deal of the Year
- Cross Border Deal of the Year
- Mudarabah Deal of the Year
- Syndicated Deal of the Year
- UAE Deal of the Year
- Bank Islamic Bank in the UAE
- Commodity Murabahah Deal of the Year



CEO Award – Excellence in Islamic Banking awarded to Dr. Adnan Chilwan

2017

- Best Islamic Bank
- Best Islamic Retail bank
- Best Islamic Corporate Bank
- Best Sukuk Arranger



2018

- 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







- INDUSTRY AWARDS
- Best Strategic Vision Award -Dr. Adnan Chilwan, Group CEO
- Best Islamic Bank
- · Best Sukuk Arranger
- · Best Islamic Retail Bank
- · Best Islamic Corporate Bank



- 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



Forbes 2018 Tor

Indian Leaders

in the Arab

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

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





#### **SENAAT General Holding** Corporation

USD 400,000,000

4.760% 7 year Trust Certificates due 2025 JLM & Bookrunner

Nov 2018





#### **NMC Healthcare**

USD 400,000,000

5.950% 5 year Trust Certificates due 2023 JLM & Bookrunner

Nov 2018





#### Aldar Investment

USD 500,000,000

4.750% 7 year Trust Certificates due 2025 JLM & Bookrunner

Sep 2018





#### USD 1,300,000,000

3.389% 5 year Trust Certificates due 2023 JLM & Bookrunner

Sep 2018





#### DP World

USD 1,000,000,000

4.848% 10 year Trust Certificates due 2028

JLM & Bookrunner

Sep 2018



#### Al Hilal Bank

USD 500,000,000

4.375% 5 year Trust Certificates due 2023

JLM & Bookrunner

Sep 2018





#### **Noor Bank**

USD 500,000,000

4.471% 5 year Trust Certificates due 2023

JLM & Bookrunner

Apr 2018





#### مصرف التنارقة الإسلامي

# Sharjah Islamic Bank

USD 500,000,000

4.321% 5 year Trust Certificates due 2023

JLM & Bookrunner

Apr 2018







#### DAMAC

USD 400,000,000

6.625% 5 year Trust Certificates due 2023

JLM & Bookrunner

Apr 2018





#### **Emirates**

USD 600,000,000

4.500% 10 year 5 year WAL Trust Certificates due 2028

JLM & Bookrunner

Mar 2018





#### Dar Al Arkan

USD 500,000,000

6.875% 5 year Trust Certificates due 2028

JLM & Bookrunner

Mar 2018







#### **Emirate of Sharjah**

USD 1,000,000,000

4.226% 10 year Trust Certificates due 2028 JLM & Bookrunner

Mar 2018





#### **Dubai Islamic Bank**

USD 1,000,000,000

3.625% 5 year Trust Certificates due 2023

JLM & Bookrunner

Jan 2018





#### Republic of Indonesia

USD 3,000,000,000 USD 1,250mn 3.750% 5yr USD 1,750mn 4.400% 10yr JLM & Bookrunner

Feb 2018







\*Please note that some of these transactions are confidential and prior approval must be obtained for use in any publications



USD 272,000,000

Mandated Lead Arranger & Bookrunner

Dec 2018



























# **THANK YOU!**

بنك دبي الإسلامي Dubai Islamic Bank

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





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