



Dubai Islamic Bank

Investor Presentation

Year End 2010



بنك دبي الإسلامي
Dubai Islamic Bank
The world's first Islamic bank

Disclaimer

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Dubai Islamic Bank

The world's first Islamic Bank

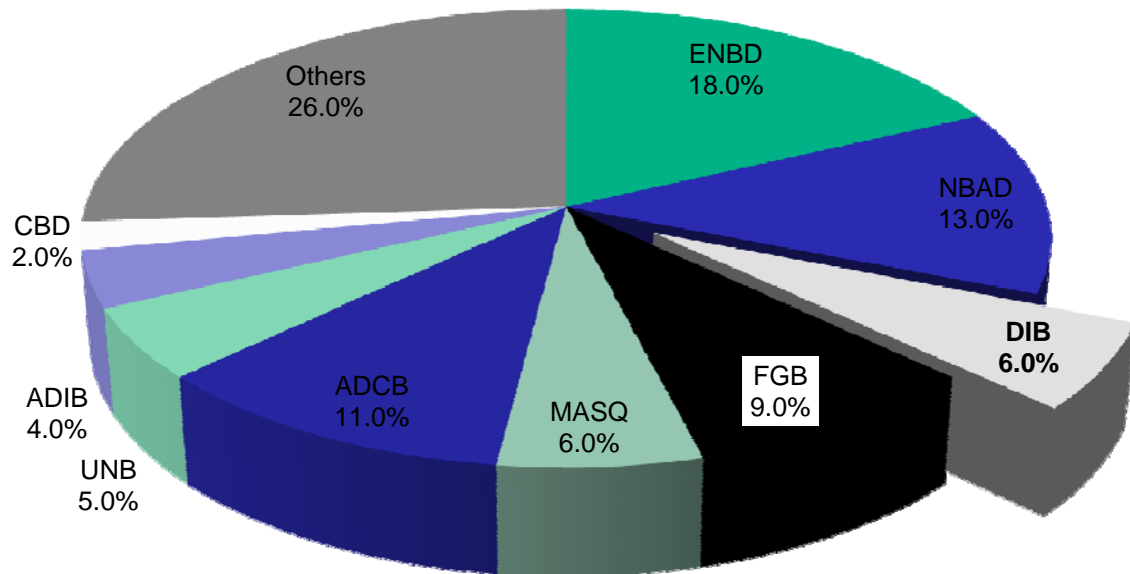
Established in 1975

UAE	<ul style="list-style-type: none">▶ 68 Branches▶ Reaching 1,200,000 customers
Pakistan	<ul style="list-style-type: none">▶ DIB Pakistan 59 Branches
Jordan	<ul style="list-style-type: none">▶ Jordan DIB 5 Branches
Turkey	<ul style="list-style-type: none">▶ DIB Representative office

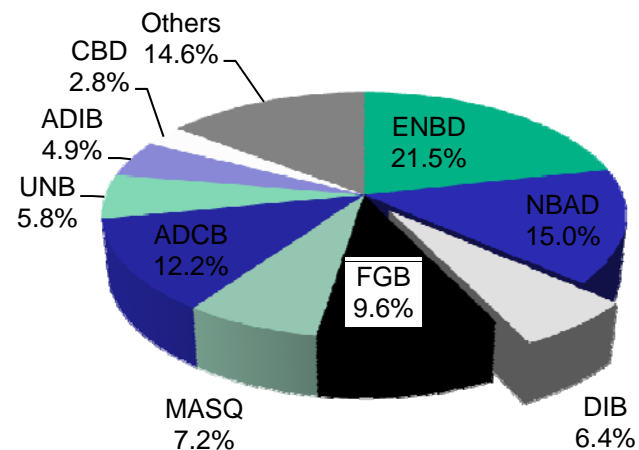


UAE Banking Sector Market Share

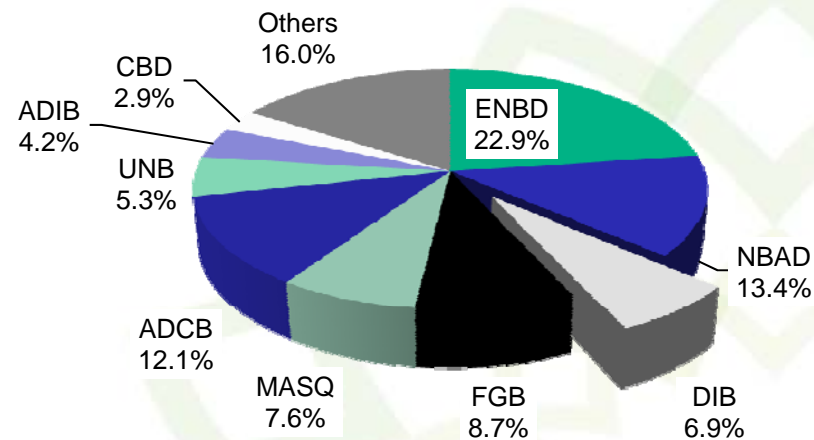
Jun-10



Dec-09



Dec-08



Source: Moody's Middle East

Formidable Name is Islamic Banking



Strong Islamic Bank with a large and loyal customer base

Strong Franchise Value

Innovators and drivers of Islamic Banking trends

Strong geographical coverage within UAE (branches, ATMs, internet and online,

Choice employer for Islamic Banking Professionals

Strong in deposits and market leader in auto finance

Leader in home finance and cards among Islamic banks

Only bank offering Salam proposition to individuals and consumers

Large untapped retail and corporate customer base

Strong liquidity compared to peers

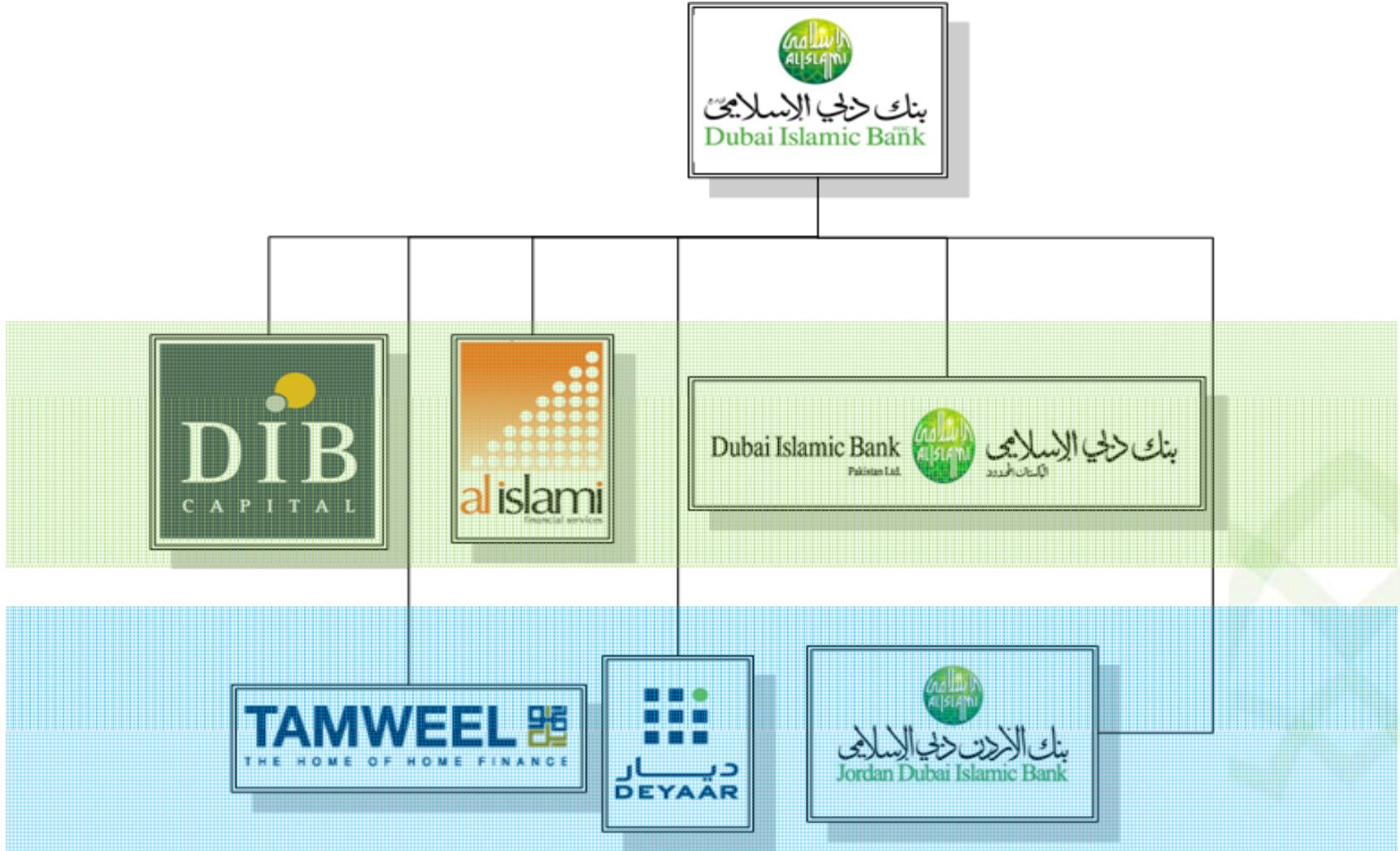
Qualified and Experience Staff in all segments

One third Government owned

DIB Group Structure

100 %
owned

Strategic
Stakes



DIB's core businesses

Retail & Business Banking

- Largest business Group within DIB
 - Full range of products and services
 - Customer segments: Mass Affluent, HNWI, SMEs
 - One of the largest Retail customer base in UAE
 - Market leaders: Deposits products and Auto finance, Islamic mortgages, Islamic credit cards
-

Investment Banking

- DIB Capital incorporated in Dubai International Financial Centre
 - Investment banking activities such as project finance, loan syndication, capital markets, asset management and structured finance as well as Corporate Advisory Services
 - Global leaders in Sukuk issuance: #3 in the Bloomberg league table in 2006
-

Real Estate, Contracting Finance

- Financing to contractors in the real estate, oil, gas, power and water sectors
 - Short term equity investments in established companies and business start-ups across MENA region
-

Corporate Banking

- Large & Middle Market
 - Bankers to top corporate houses in GCC
 - Financing for Trade and Manufacturing and Infrastructure
 - Cash Management capabilities
-

Treasury

- Foreign exchange services
- Asset-liability management
- Islamic derivatives

Mega Deals: Capital Market Transactions

 <p>TAMWEEL</p> <p>AED 1.1 Billion Sukuk</p> <p>Joint Lead Manager & Bookrunner July 2008</p>	 <p>ALDAR</p> <p>AED 3.75 Billion Sukuk</p> <p>Joint Lead Manager & Bookrunner June 2008</p>	 <p>DEWA</p> <p>AED 3.20 Billion Sukuk</p> <p>Joint Lead Manager & Bookrunner June 2008</p>	 <p>NAKHEEL</p> <p>AED 3.60 Billion Sukuk</p> <p>Joint Lead Manager & Bookrunner May 2008</p>	 <p>JAFZA</p> <p>AED 7.50 Billion Sukuk</p> <p>Joint Lead Manager & Bookrunner Nov 2007</p>	 <p>موانئ دبي العالمية DP WORLD</p> <p>DP World</p> <p>\$ 1.5 billion Sukuk Joint Lead Manager & Joint Bookrunner June 2007</p>
 <p>DAR AL-ARKAN</p> <p>\$ 1.00 billion</p> <p>Sukuk Joint Lead Manager & Book runner June 2007</p>	 <p>NAKHEEL</p> <p>\$3.52 Billion Sukuk</p> <p>Joint Lead Manager & Bookrunner Nov 2006</p>	 <p>Ports, Customs & Free Zone Corp., UAE</p> <p>\$3.5 billion Sukuk Lead Manager & Joint Bookrunner June 2006</p>	 <p>Qatar Real Estate Investment Co.</p> <p>\$270 million Sukuk Joint Lead Arranger and Bookrunner Aug 2006</p>	 <p>Emirates</p> <p>Emirates Airline</p> <p>\$550 million Sukuk Mandated Lead Manager & Joint Bookrunner June 2005</p>	 <p>Dubai Metals & Commodities Centre</p> <p>\$ 200 million Sukuk Mandated Lead Manager & Joint Bookrunner May 2005</p>
 <p>Government of Dubai</p> <p>\$1 billion Debut Intl. Sukuk Mandated Lead Manager & Joint Bookrunner Nov 2004</p>	 <p>Government of Pakistan</p> <p>\$600 million Debut International Sukuk Co-Manager Jan 2005</p>	 <p>Govt. of Malaysia</p> <p>\$600 million Sukuk Co-Lead Manager 2002</p>	 <p>LMC - Bahrain</p> <p>\$250 mn Sukuk Co-Lead Manager Jun 2004</p>	 <p>Islamic Development Bank</p> <p>\$500 million Sukuk Joint Lead Manager Jun 2005</p>	 <p>Dubai International Financial Centre</p> <p>DIFC</p> <p>\$1.25 billion Sukuk Co – Manager Jun 2007</p>

PF & Syndications Transactions




DEWA
\$ 2.2 billion equiv.
Multi currency
Multi Tranche Ijara &
Conventional Facilities

Joint Mandated Lead
Arranger & Bookrunner
April 2009




Borse Dubai
\$ 2.50 billion
Dual currency Conventional
& Islamic Facility
Joint Mandated Lead
Arranger & Bookrunner
Feb 2009




PFZW
\$ 1.25 billion
Dual currency Conventional
& Islamic Facility
Joint Mandated Lead
Arranger & Bookrunner




ICD
\$ 6 billion
Dual Tranche Conventional
& Islamic Murabaha Facility
Joint Mandated Lead
Arranger & Bookrunner
Sep 2008



DEWA
\$ 2.2 billion equiv.
Dual currency Ijara Facility
Joint Mandated Lead
Arranger & Bookrunner
April 2008




Al Jaber Group
\$ 400 million equiv.
Dual currency Ijara Facility
Joint Mandated Lead
Arranger & Bookrunner
April 2008



ALDAR
Aldar Properties PJSC

\$ 2.1 billion
Finance Facility
Joint Lead Arranger and
Bookrunner
April 2008



NAKHEEL
Nakheel

\$ 1.85 billion
Syndicated Ijarah Facility
Arranger & Bookrunner
Aug 2007



DOLPHIN ENERGY
Dolphin Energy, UAE

\$1 billion Istisna' & Ijara
Mandated Lead Arranger
& Joint Bookrunner
Sep 2005




tabreed
Tabreed, Abu Dhabi

\$100 million Ijarah
Sole Arranger
April 2007



BAPCO – Bahrain

\$330 million Ijara
Mandated Lead Manager




Aluminum Bahrain

\$150 million financing
Co-Lead Arranger




Mobily, Saudi Arabia

\$2.35 billion financing
Joint Lead Arranger
Oct 2004




Qatargas II

\$530 million financing
Mandated Lead Arranger
Dec 2004




Pertamina

\$322 mn financing
Co-Lead Arranger
Dec 2004



Umm Al Nar, Abu Dhabi

\$ 250 million Facility
Co-Arranger

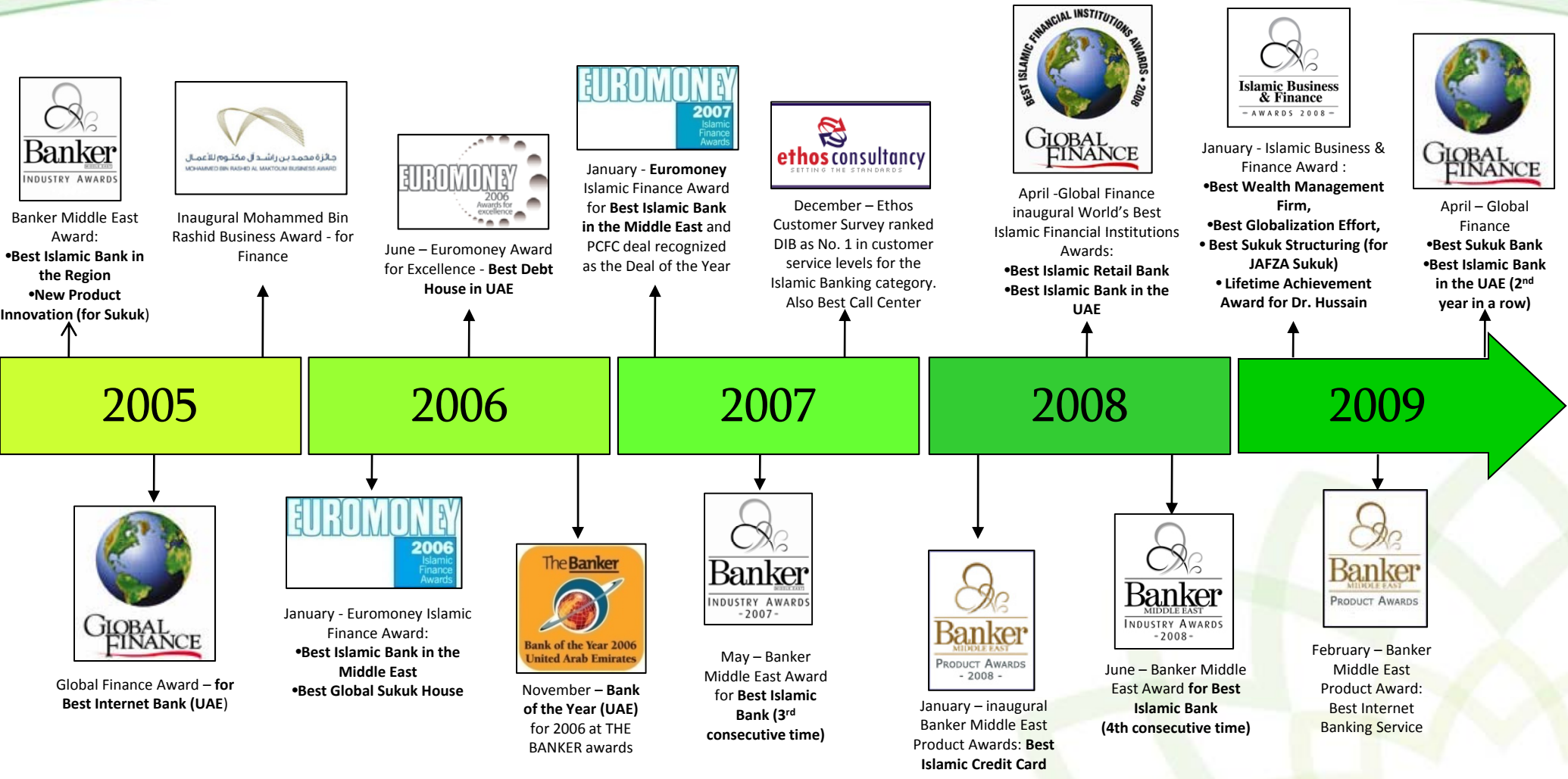


Dubai Ports Authority

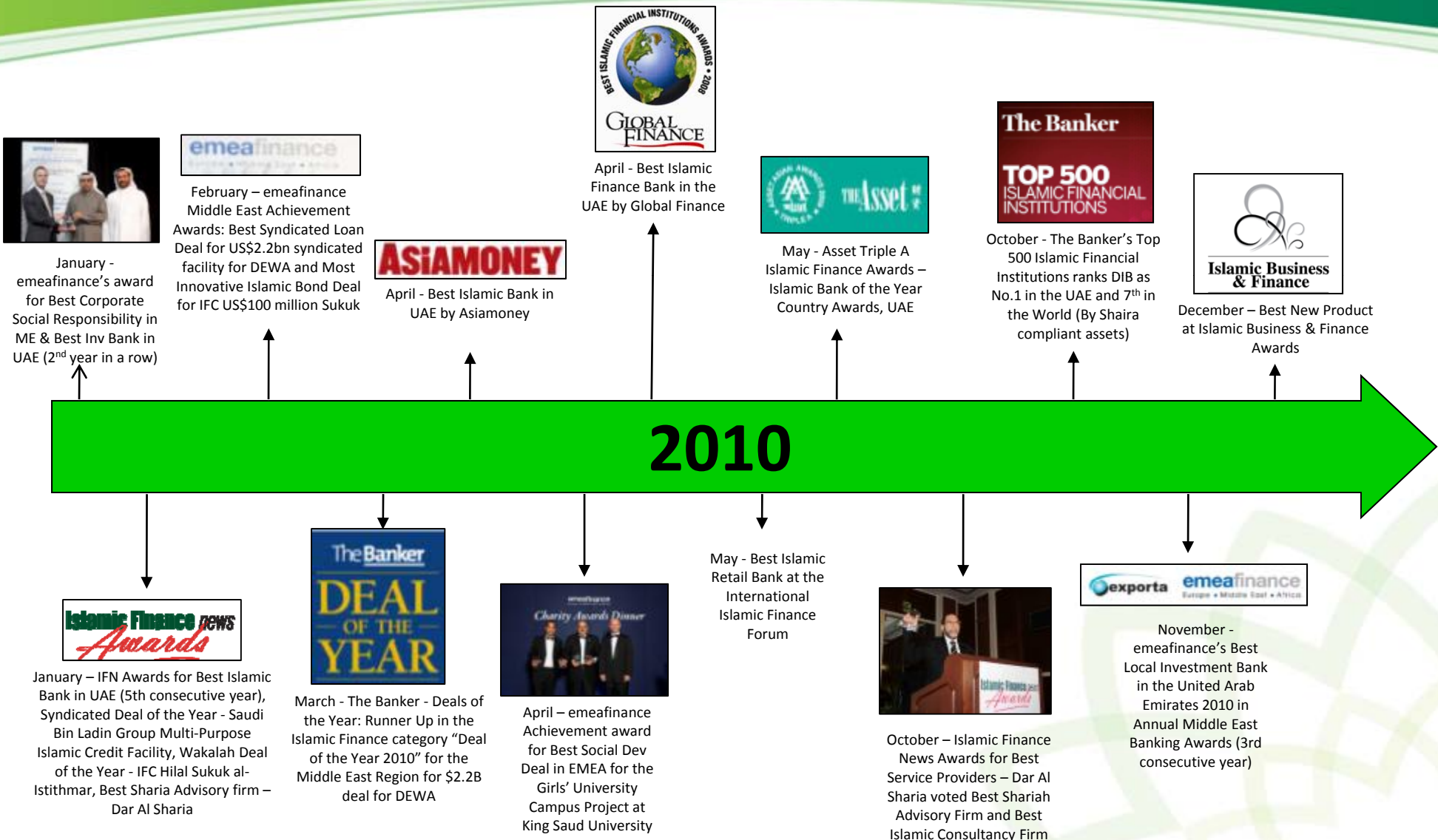
\$150 million financing
Sole Lead Arranger



Key Awards



Key Awards - Recent



Medium Term Strategy

Retail Expansion

- Enhance Distribution/Channels/POS
- Implement Products enhancement / develop new products
- Implement Customer segmentation
- Roll out CRM

Risk Management Focus

- Enhance Risk Management Processes
- Strong and close monitoring and controls
- Minimizing losses and NPLs
- Effective collections agenda

Strengthening Balance Sheet

- Building Cushion / coverage through adequate provisions
- Utilizing excess liquidity optimally
- Changing Balance Sheet mix
- Building a core, stable & sustainable funding base

Cross Selling

- Enhance Cross Sell ratio by 10% ever year for the next 3 years

Customer Service

- Enhance customer service to be competitive with peer group.
- Technology enhancement and process reengineering
- Trained Resources

People

- Up skilling
- Emiratization Targets
- Focus on Retention Strategy and talent acquisition
- Bench Strength

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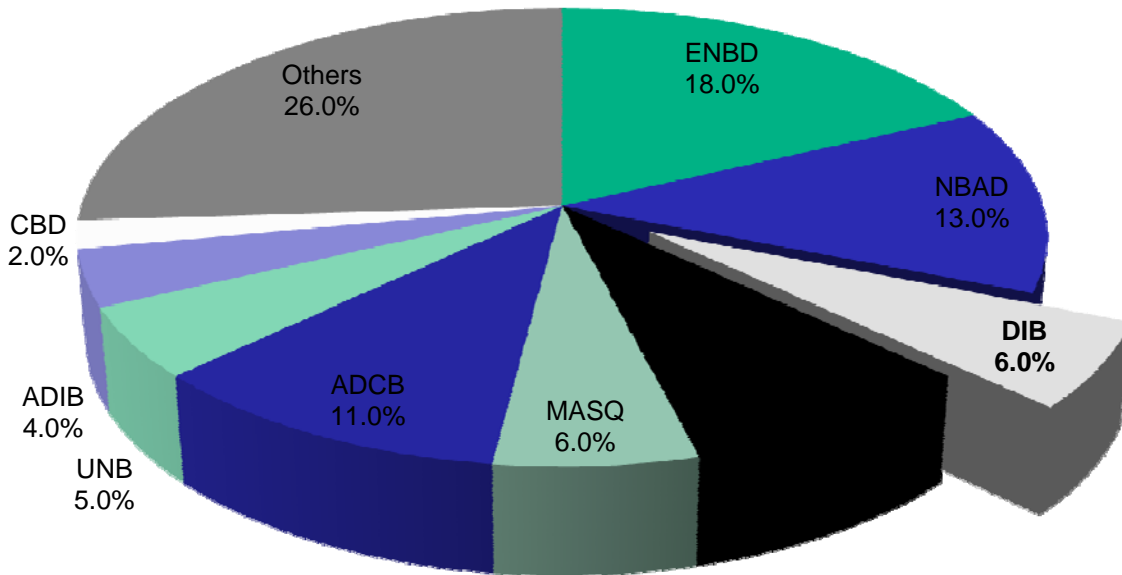
About DIB

DIB Financials

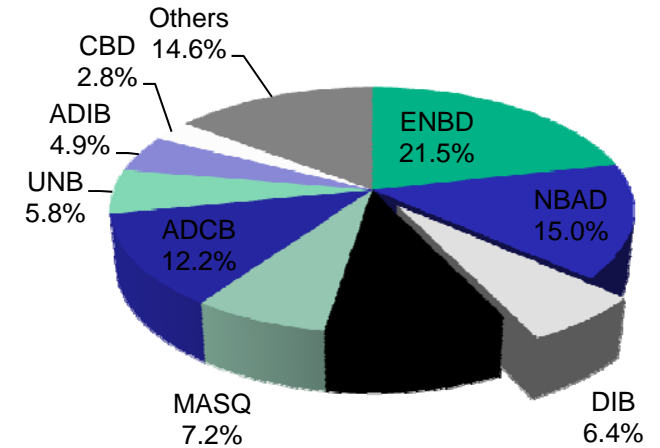
Stock Information

UAE Banking Sector Market Share

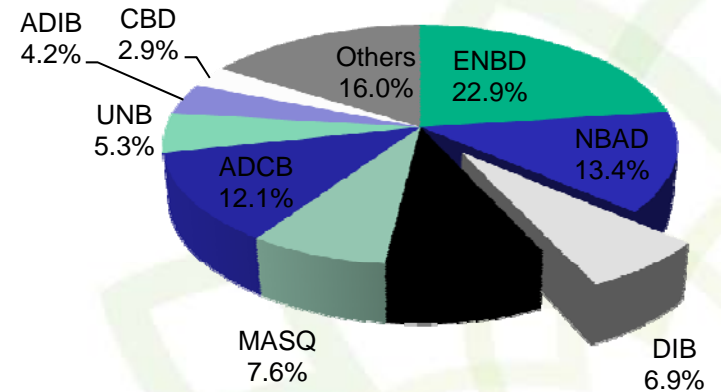
Dec-10



Dec-09



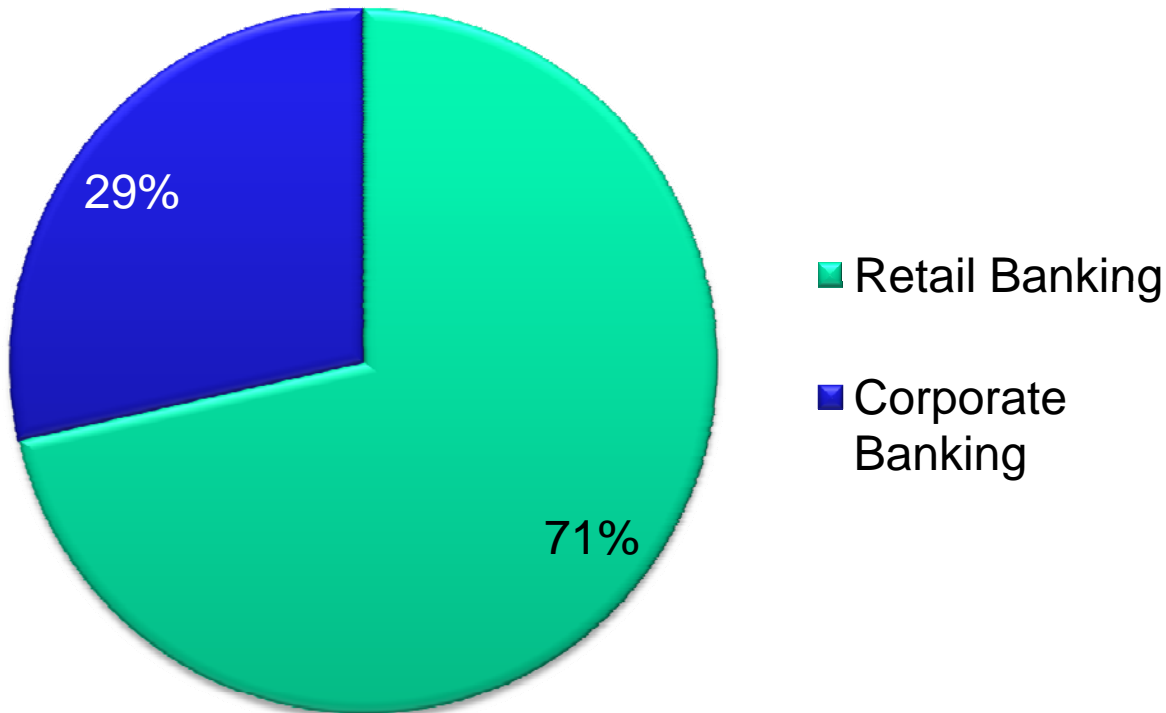
Dec-08



Source: Moody's Middle East

Portfolio Snapshot 2010

Segmental Deposits



A large and stable deposit base providing core funding for the bank

Banking generation of UAE Nationals

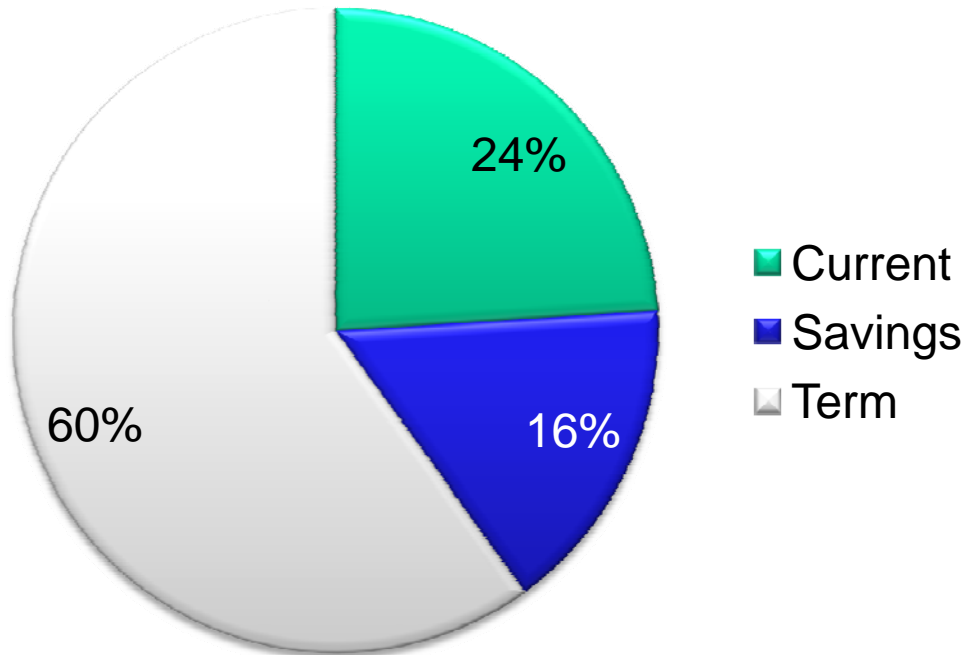
Primary funding coming from Retail deposits and hence well diversified

Branch expansion strategy and franchise value have been instrumental deposit growth

The most liquid bank in the country
Finance to Deposit Ratio of under 80%

Portfolio Snapshot 2010

Deposit Breakdown



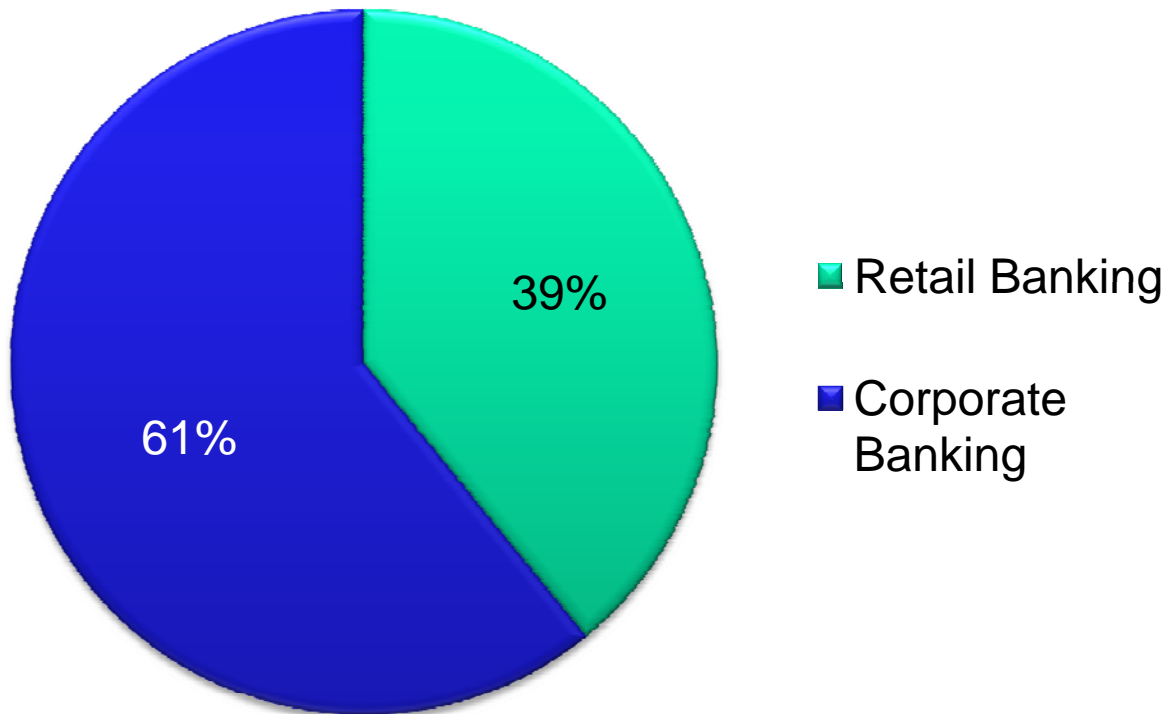
Nearly a fourth of deposits in current or no-cost accounts

Largest savings account base in the country

Due to the above, cost of fund is in line with the market despite providing higher returns on investment deposits

Portfolio Snapshot 2010

Segmental Financing



Retail focused strategy paying rich dividends

The retail financing base has grown to more than a quarter of total bank financing on its own and more than a third with Tamweel mortgages consolidated

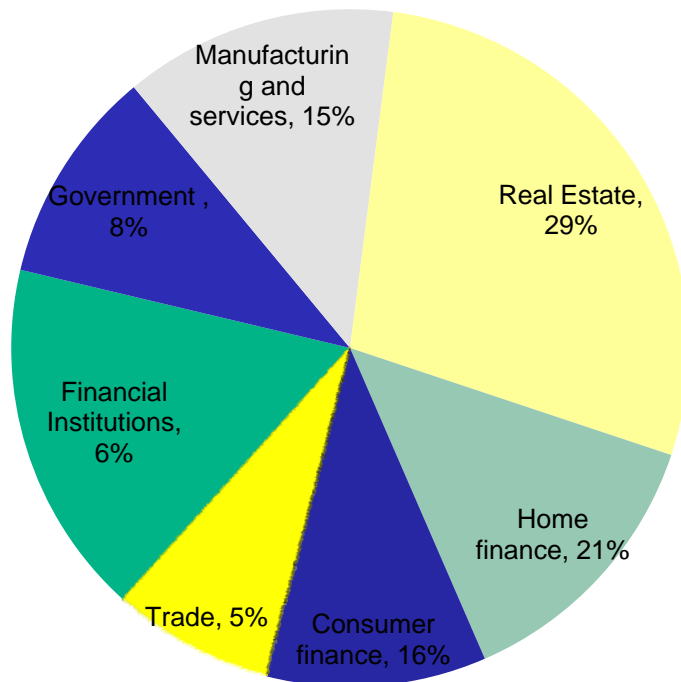
Still significant growth opportunity in Retail through cross selling of existing and new finance products to a base of more than a million customers and constantly growing

Note: Tamweel portfolio consolidated and shown as part of Retail

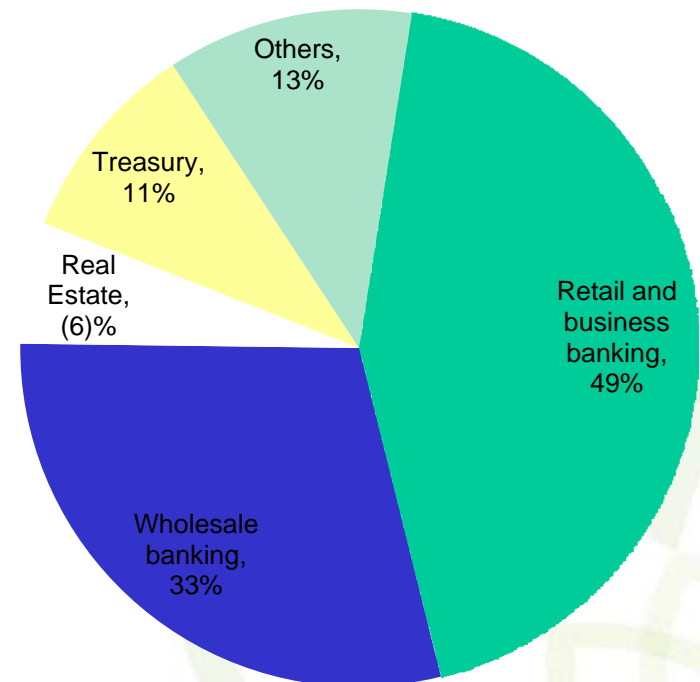
Portfolio Snapshot YE 2010

Portfolio Diversification, Business Overview

Sectorial Exposure of Financing & Investing Assets (2010)

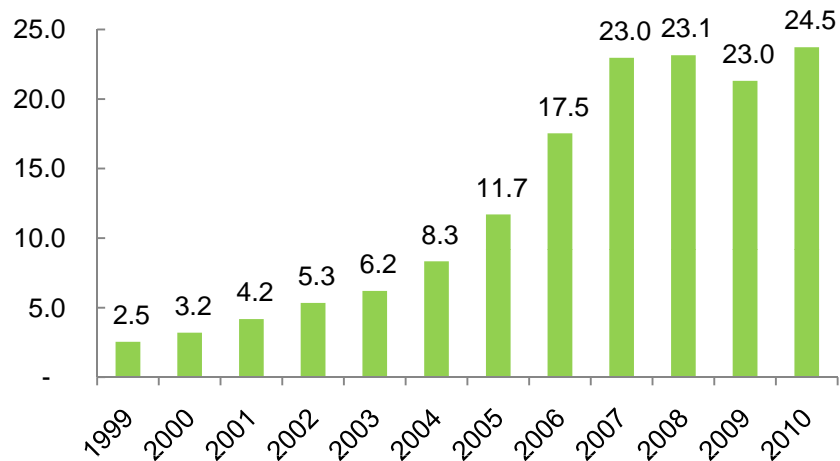


Segmented Revenue; % of Total Revenue (2010)

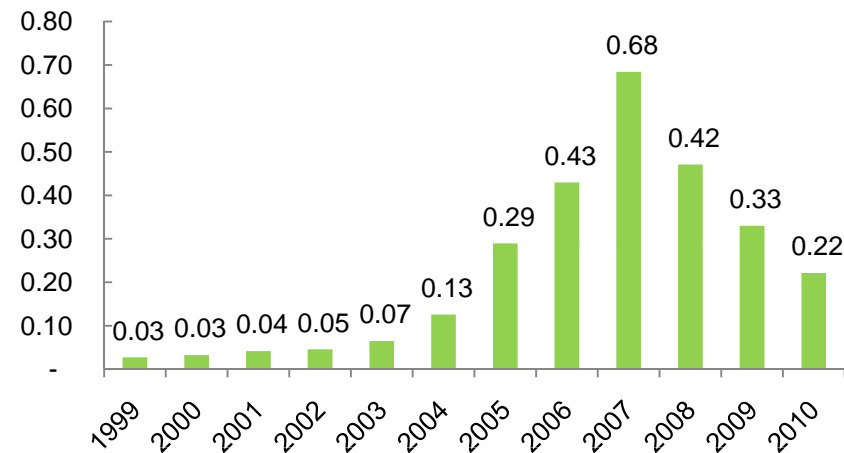


Key Financials YE 2010

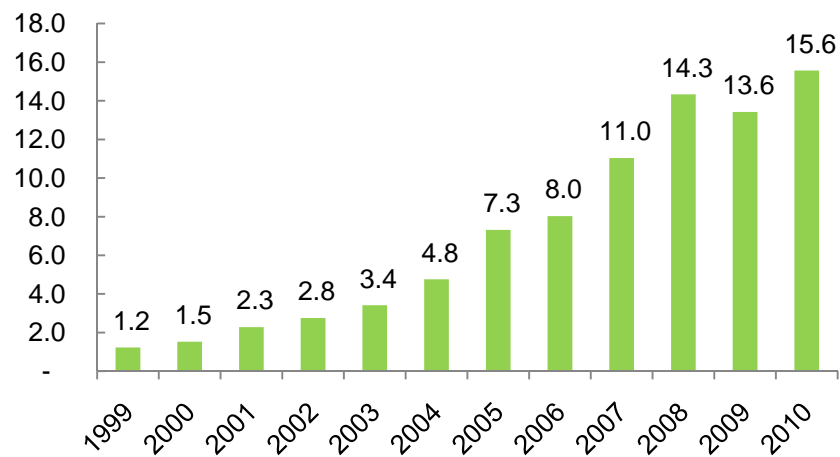
Assets (USD Bln)



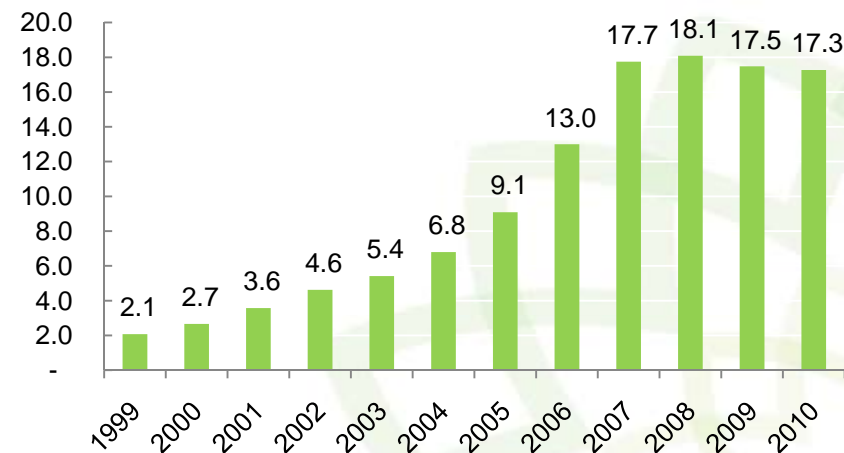
Net Profit (USD Bln)



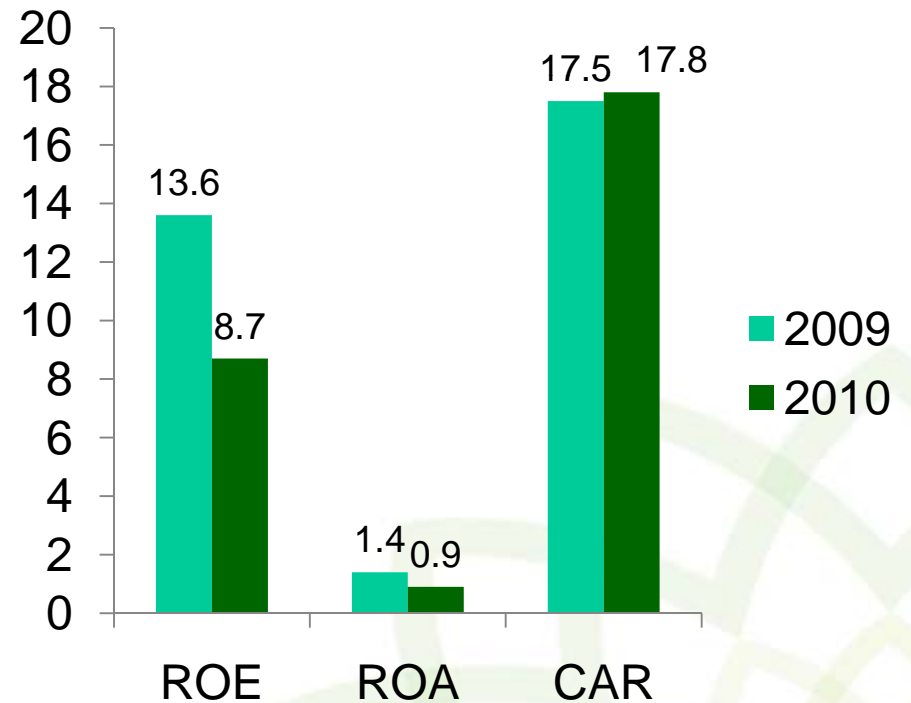
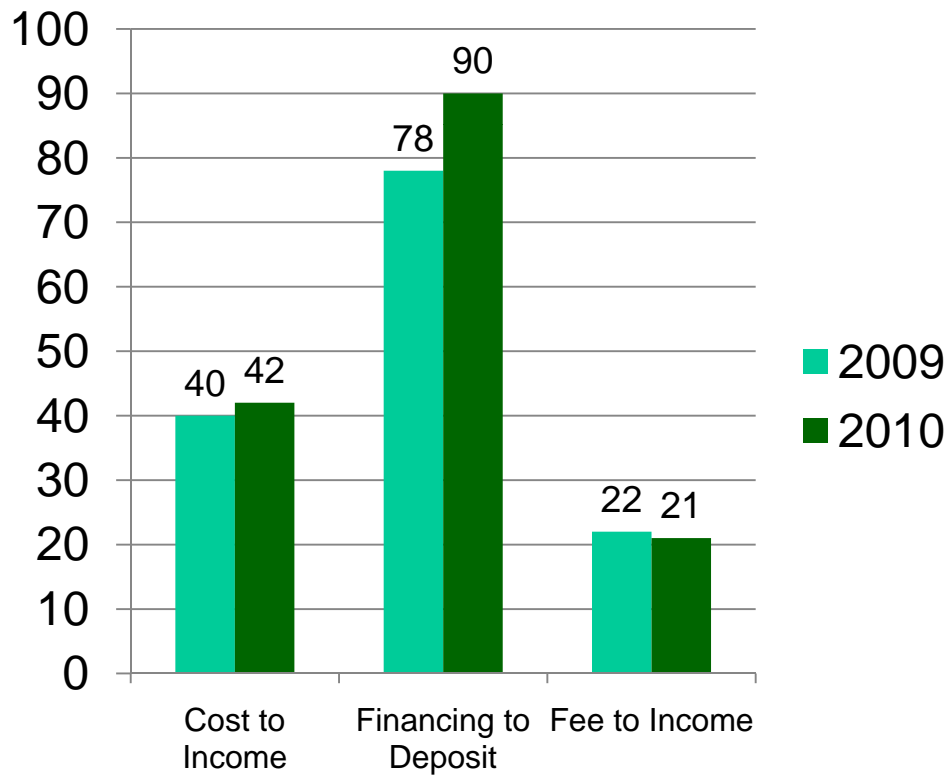
Financing (USD Bln)



Deposits (USD Bln)

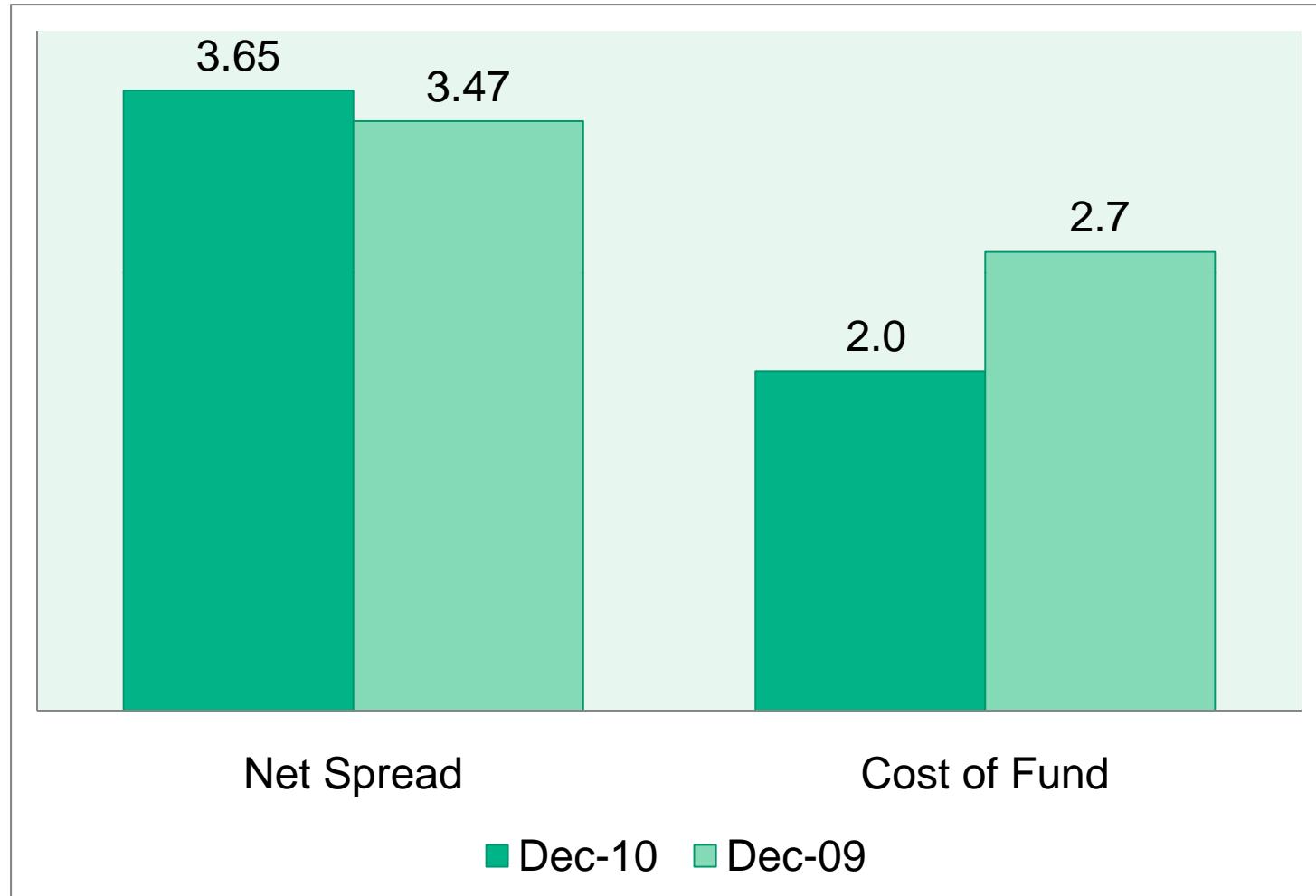


Key Financials Ratios (%)





Key Financials Ratios (%)



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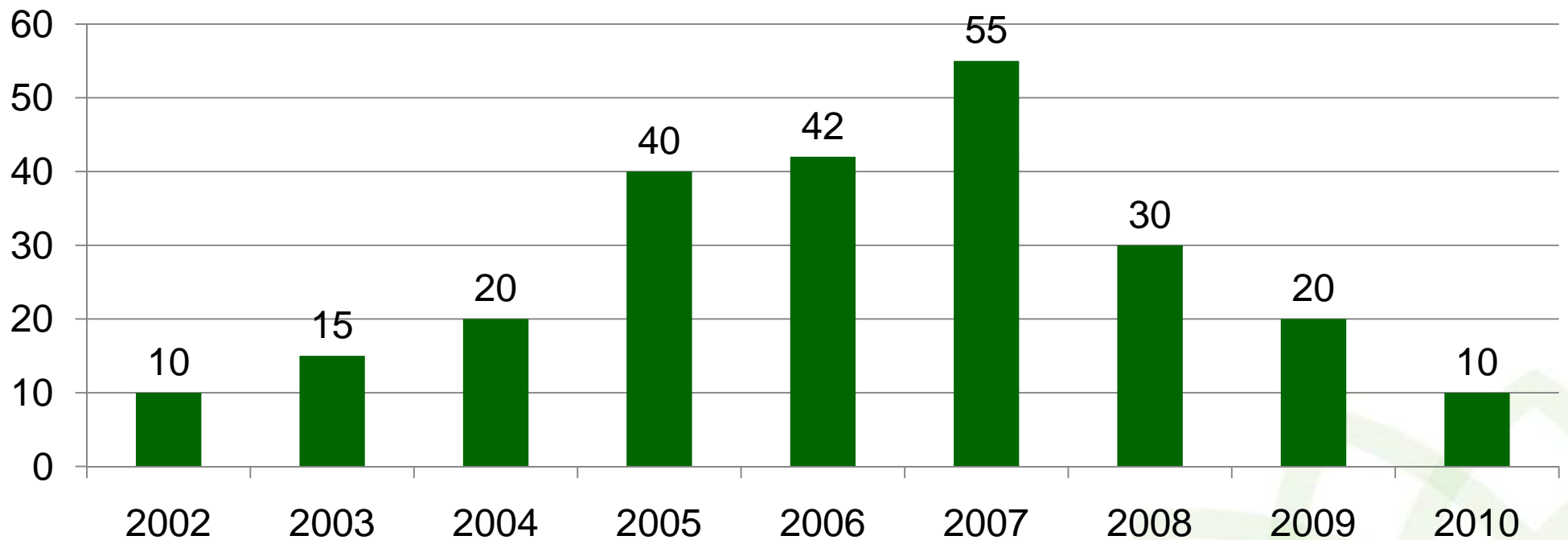
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Dividend payments

Dividend Payment History (%)



- Includes cash and / or bonus shares



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Questions and Answers





Thank you