



بنك الإمارات الوطني  
National Bank of



# Investor Presentation

For the Period Ended 30 June 2024

# DISCLAIMER



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# 01

## OVERVIEW OF NBF



## National Bank of Fujairah PJSC Overview

<b>Establishment</b>	<ul style="list-style-type: none"> <li>National Bank of Fujairah PJSC ("NBF" or the "Bank") was established in Fujairah, UAE in 1982 by a decree issued by the Ruler of Fujairah, H.H. Sheikh Hamad bin Mohammed Al Sharqi. The bank had commenced full operations in 1984 and we are celebrating our 40<sup>th</sup> anniversary of operations this year.</li> <li>NBF shares were listed on Abu Dhabi Securities Exchange on 23 October 2005.</li> <li>The Bank has 828 full-time employees from 36 different nationalities, 46% of whom were female as of 30 June 2024.</li> <li>The bank is fully committed towards the development and promotion of Emiratisation. The bank's Emiratisation percentage was 42% as of 30 June 2024.</li> </ul>
<b>Operations</b>	<ul style="list-style-type: none"> <li>NBF serves approximately 12K corporate customers and 31K individuals via 14 branches and 55 ATM/CDM units in the UAE.</li> </ul>
<b>Business Segments</b>	<ul style="list-style-type: none"> <li>The Bank operates via five main segments, namely (i) Corporate and Institutional Banking (34%), (ii) Business Banking (33%) (iii) Treasury, Investments, Asset and Liability Management ("ALM") (19%), (iv) Retail Banking (7%) and (v) *Islamic Banking (7%).</li> </ul>
<b>Business Strategy</b>	<ul style="list-style-type: none"> <li>The Bank's strategy focuses on creating longstanding client relationships built upon trust while focusing on ensuring clients are able to optimise commercial opportunities in order to achieve sustainable growth.</li> </ul>

## Credit Ratings

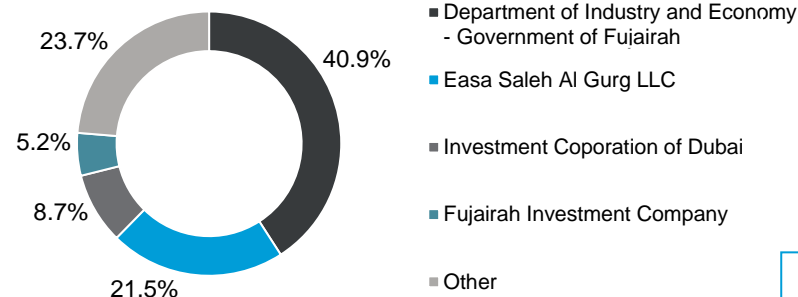
Rating Agency	Date	Long Term Rating	Outlook
MOODY'S	May 2024	Baa1	Stable
S&P Global	November 2023	BBB+	Stable
CAPITAL INTELLIGENCE	August 2023	A-	Stable

## Financial Highlights

AED Mn	FY 2021	FY 2022	FY 2023	H1 2024
Total Assets	42,946	47,624	51,720	<b>55,631</b>
Loans & Advances	25,620	26,915	27,904	<b>29,449</b>
Customer Deposits	32,199	35,736	38,572	<b>41,594</b>
Total Equity	5,676	5,850	6,567	<b>6,748</b>
NPL Ratio	9.8%	6.9%	4.9%	<b>5.3%</b>
Provisions Coverage Ratio	87.0%	110.0%	120.2%	<b>109.0%</b>
Loan to Deposit Ratio	79.6%	75.3%	72.3%	<b>70.8%</b>
Net Interest Margin	2.4%	2.7%	3.3%	<b>3.1%</b>
Operating Income	1,442	1,815	2,283	<b>1,204</b>
Net Profit*	115	340	725	<b>441</b>
Tier 1 Ratio	18.0%	17.4%	17.8%	<b>17.5%</b>
Capital Adequacy	19.1%	18.6%	19.0%	<b>18.6%</b>

## Ownership Structure

- NBF enjoys a close relationship with its major shareholders.
- The Government of Fujairah holds 46.8% of NBF's share capital, collectively through the Department of Industry and Economy – Government of Fujairah (40.9%), Fujairah Natural Resources Corporation (4.3%) and Fujairah Investment Establishment Limited (1.6%).
- The Government of Dubai controls another 8.7% of NBF's share capital through Investment Corporation of Dubai.



- Department of Industry and Economy - Government of Fujairah
- Easa Saleh Al Gurg LLC
- Investment Corporation of Dubai
- Fujairah Investment Company
- Other

- Islamic Banking spread across all business segments with income contribution mix as: Corporate and Institutional Banking 3%, Business Banking 2%, Retail Banking 1% and Treasury, Investment, ALM 1%.
- Net Profit for 2024 is after corporate tax at 9% applicable from 2024.

# EXTERNAL RECOGNITION & AWARDS



2024

**Leading Practices  
In Internal Audit**  
GRC Category IAA  
Audit Summit &  
Awards 2024

**Ranked #1 Bank  
Medium  
Sized Sector**  
NAFIS  
Awards 2024



**Best  
Service - Domestic**  
Euromoney Trade  
Finance Awards 2024

**Best Use Case  
of Data Analytics**  
Middle East Banking  
AI & Analytics Summit  
& Awards 2024

**Best Business  
Banking Solution**  
Capital Finance  
International (CFI)  
Awards 2024

**Best Treasury  
Management Imple-  
mentation**  
MEA Finance  
Technology  
Awards 2024

**Most Innovative  
Trading Platform**  
MEA Finance  
Technology  
Awards 2024

**Best Cloud  
Implementation**  
MEA Finance  
Technology  
Awards 2024

**Best Islamic  
Banking Window  
UAE**  
International Finance  
Awards 2024

**Most Innovative  
Commercial Banking  
UAE**  
International Finance  
Awards 2024

2023

**Best Commercial  
Bank UAE**  
MEA Finance Industry  
Awards 2023

**Best SME Bank  
UAE**  
MEA Finance Industry  
Awards 2023

**Best Trade  
Finance Provider**  
MEA Finance Industry  
Awards 2023

**Best Innovation  
in Trade Finance**  
MEA Finance  
Banking Technology  
Awards 2023

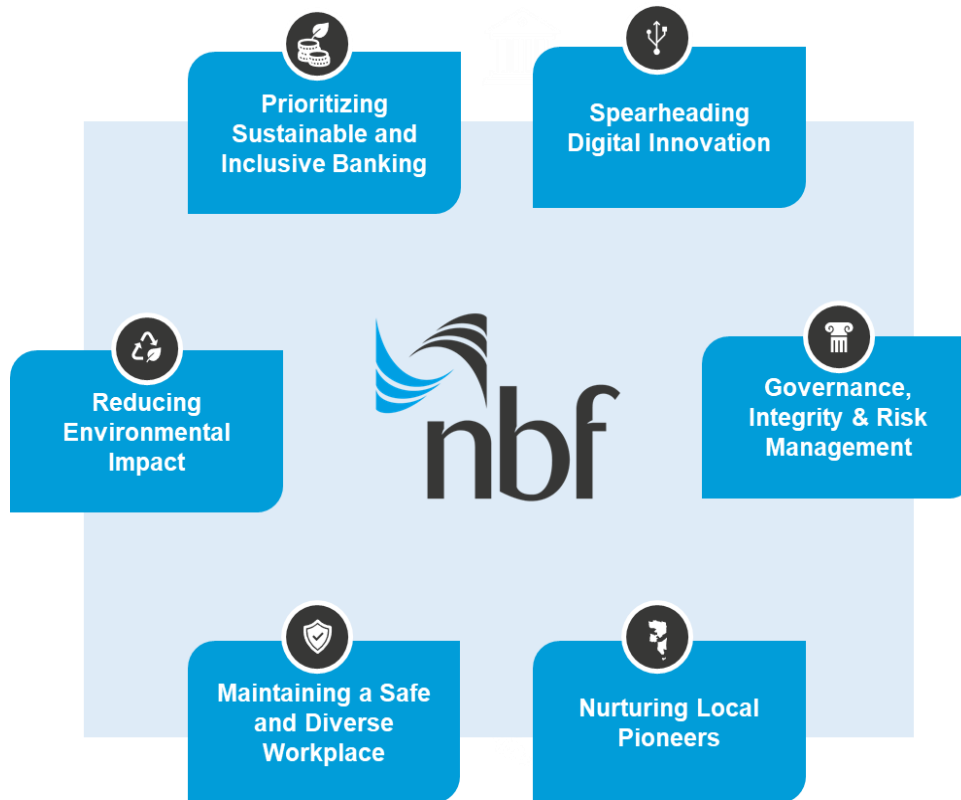
**Best Islamic  
Window UAE**  
International Finance  
Awards 2023

**Best Fraud &  
Risk Management  
Solutions Award**  
Banking AI and Analytics  
Summit & Awards 2023

**Best Change  
Management Initiative**  
CIPD Middle East  
People Awards 2023

**Elite Quality  
Recognition  
Award 2023**  
JP Morgan

## OUR SUSTAINABILITY PILLARS



\*To know more about our sustainability efforts, please visit [nbf.ae](https://nbf.ae) to read the consolidated 'NBF ESG Report 2023'.

## KEY UPDATES 2024

### Sustainability Update

Sustainability Report for 2023 released at the Annual General Meeting, in March 2024.

Living Business program 2024 launched for 25 customers to help them in their Sustainability journey.

Sustainable Finance of AED 1.42 Billion facilities as of H1 2024 which is also reported quarterly to UBF.

Second phase of Sustainability integration to commence with science-based baselining of Scope 1 & 2 and Financed emissions.

### Sustainable Finance

NBF continues its focus on Socially important sectors with assets of AED 7.69 Billion (SME Finance), AED 217 Million (Health) and AED 343 Million (Education).

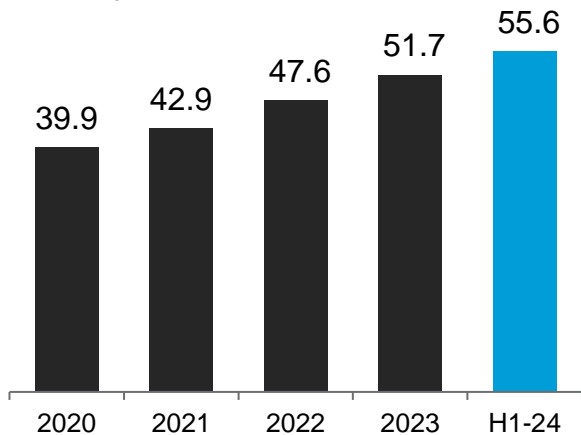
NBF has grown its ESG Investments to AED 674 Million.

Sustainability assessment of over 150 customers completed as a part of the credit process.

# KEY FINANCIALS AT A GLANCE

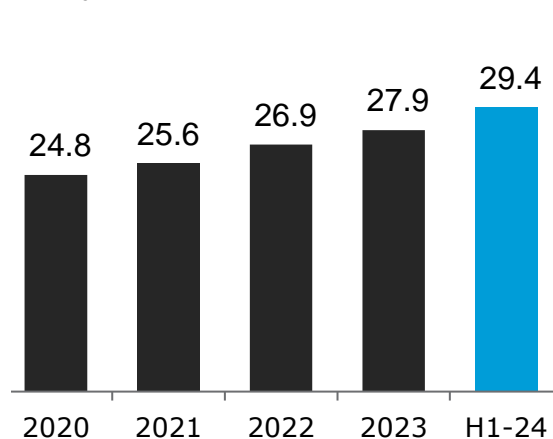
## Assets

AED Billion



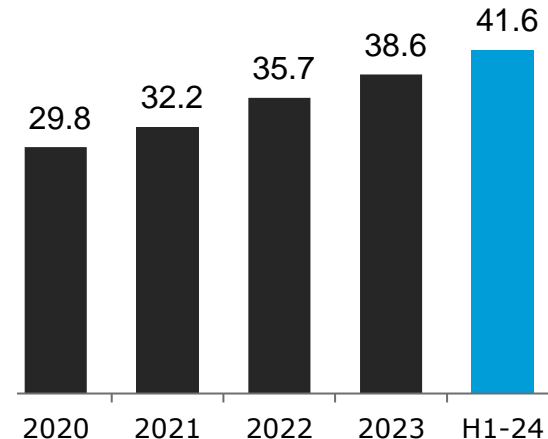
## Loans & Advances

AED Billion



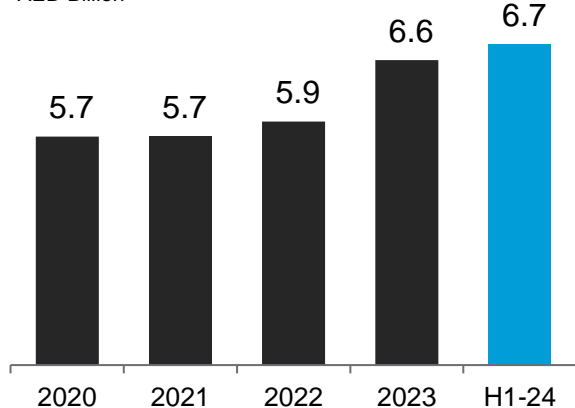
## Customer Deposits

AED Billion



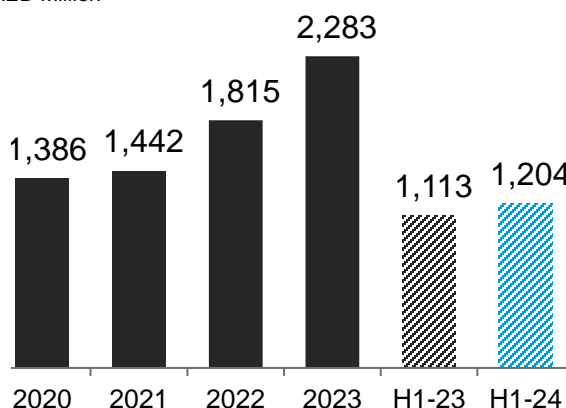
## Shareholders' Equity

AED Billion



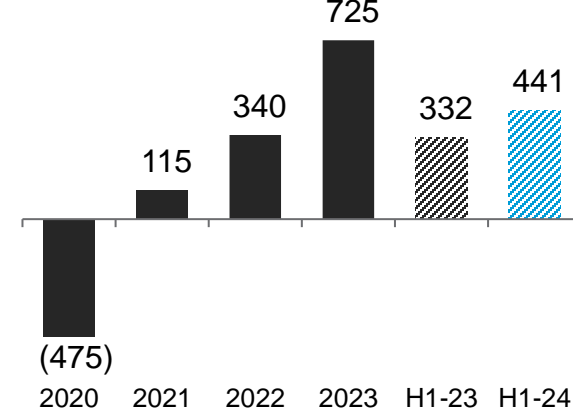
## Operating Income

AED Million



## Net Profit\*

AED Million



Net profit before corporate tax

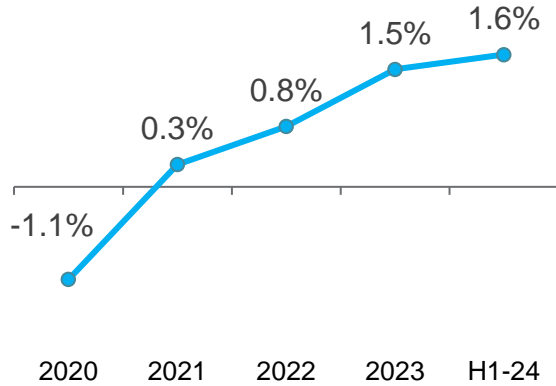
485

\* Net Profit for 2024 is after corporate tax at 9% applicable from 2024.

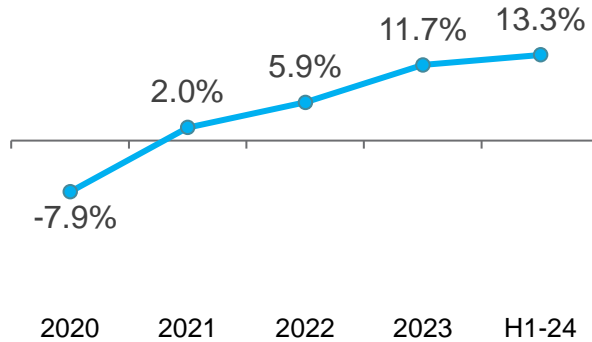
# KEY PERFORMANCE INDICATORS AT A GLANCE



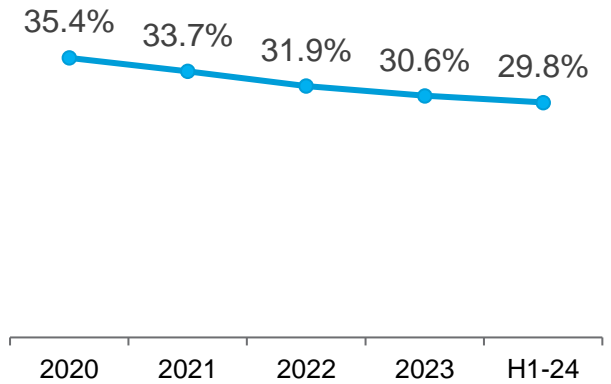
## ROAA



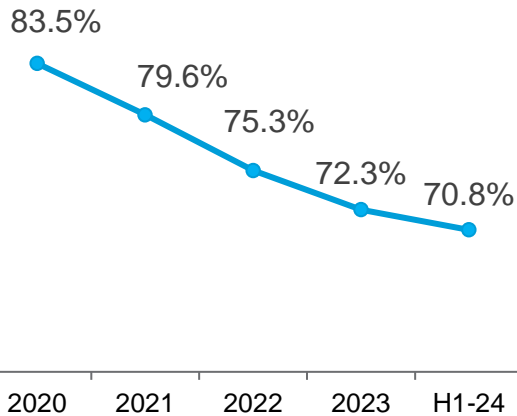
## ROAE



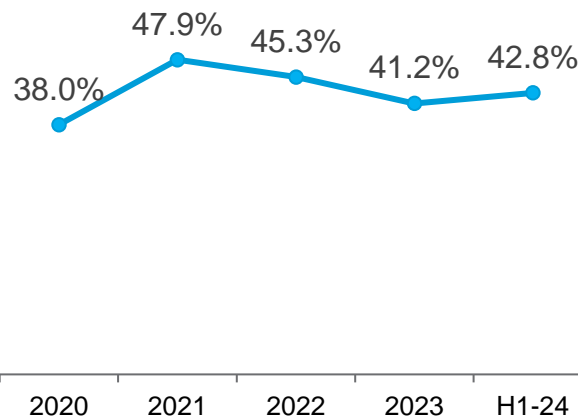
## Cost to Income Ratio



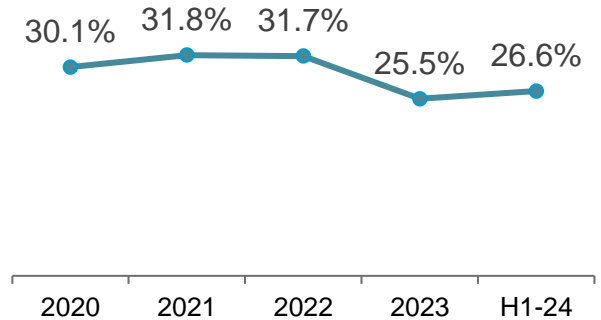
## Pure AD



## CASA Mix



## Non-Funding Income to Total Income



The mix of non-funding income to total income shows an improvement in H1-24 compared to 2023.

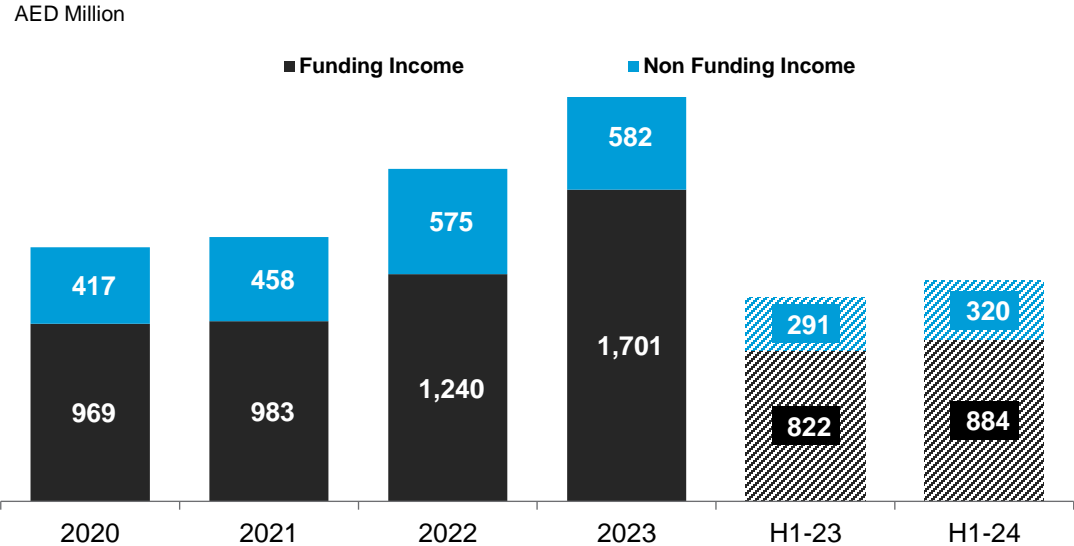


# OPERATING PERFORMANCE

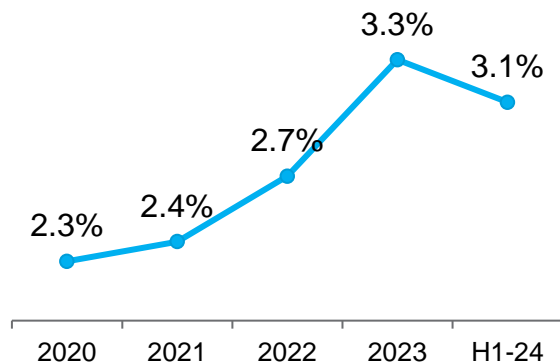
## Key Highlights

- NBF recorded year-on-year growth of 46% to close the six-month period at a net profit before tax of AED 484.9 million compared to AED 332.1 million in the corresponding period of 2023. Further, NBF posted a net profit after tax of AED 441.2 million for the half year with a corporate tax charge of AED 43.8 million. On the back of a strong Q2 2024 performance, NBF posted a net profit before tax of AED 210.1 million in the second quarter of 2024, a rise of 16.7% over the corresponding quarter of 2023. These results exhibit the bank's continued focus on good quality business opportunities and the effective management of margins and liquidity. The on-going high interest rate environment, improvement in impairment provisions, careful management of costs and buoyant market conditions, in what continues to be an uncertain global environment, all contributed to this strong position.
- NBF's cost to income ratio improved to 29.8% as compared to 2023 of 30.6%, remaining in the mid-industry range reflecting on-going cost discipline.
- Net interest margin is maintained above 3%, at 3.1%, in H1-24 demonstrating NBF's effective ALM strategies in the high interest rates environment.

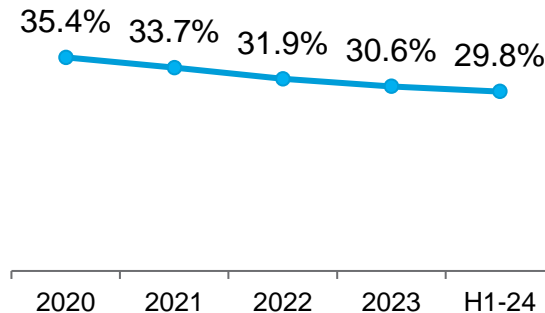
## Operating Income Composition



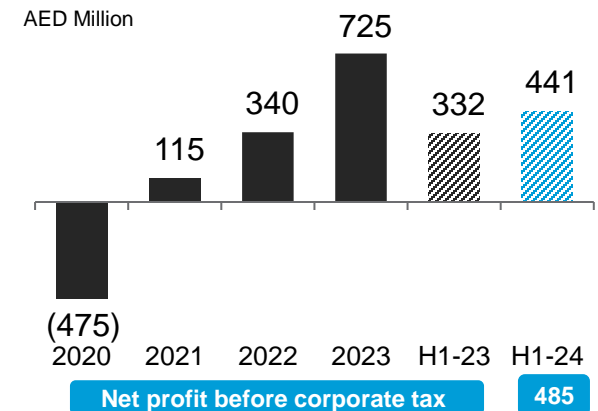
## Net Interest Margin



## Cost to Income Ratio



## Net Profit\*



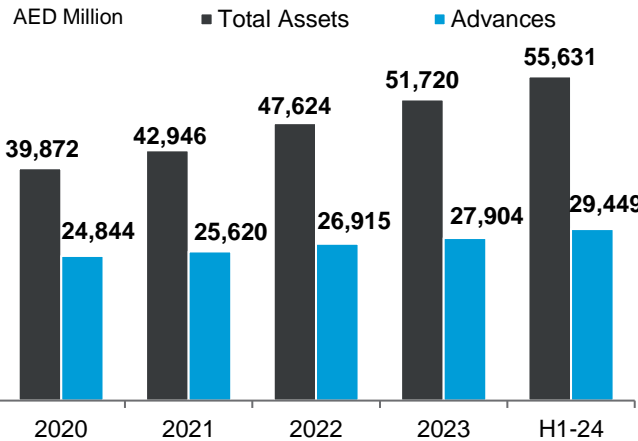
\* Net Profit for 2024 is after corporate tax at 9% applicable from 2024.

# ASSETS COMPOSITION

## Key Highlights

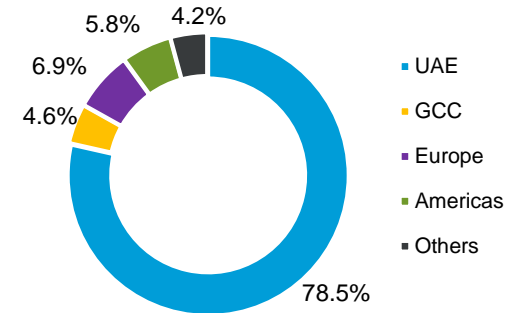
- Total assets increased by 7.6% to reach AED 55.6 billion compared to AED 51.7 billion at 2023 year-end.
- Loans and advances grew by 5.5% from year end 2023.
- The majority of the Bank's assets are loans and advances and Islamic financing receivables (53%), followed by cash and balances with the UAE Central Bank (23%) and Investments and Islamic instruments (16%).
- Despite challenging global conditions, inflationary pressures, climate change considerations and the on-going conflicts around the world, the Bank has recorded a commendable performance in comparison with benchmarks, and carefully grew its debt Investments by AED 704m.
- NBF maintains a portfolio of high quality liquid assets (HQLA), along with cash reserves and other investment grade marketable securities.

## Assets and Advances



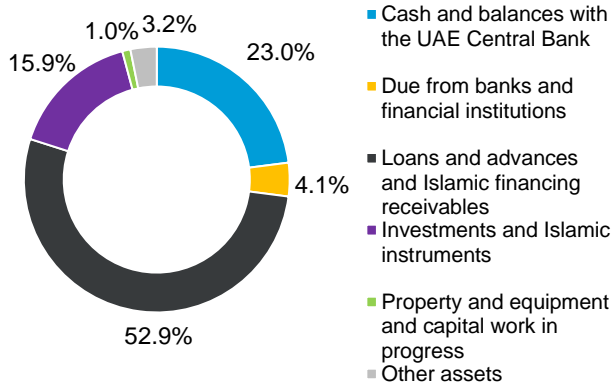
## Breakdown of Assets by Geographical Distribution

30 June 2024



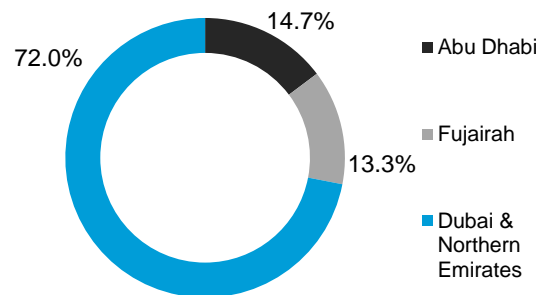
## Breakdown of Assets by Type

30 June 2024



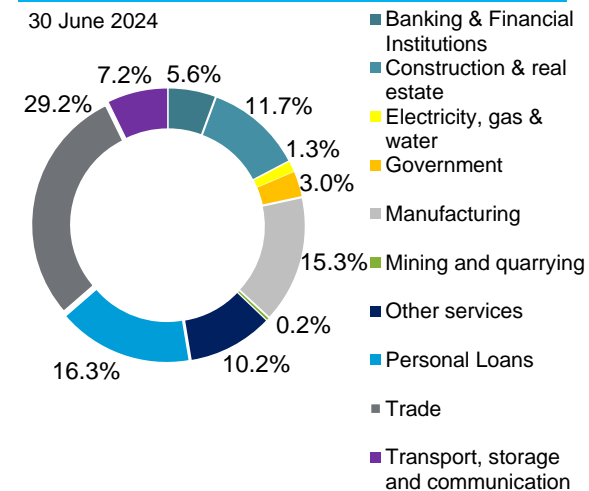
## Breakdown of Advances by Emirates

30 June 2024



## Breakdown of Advances by Sector

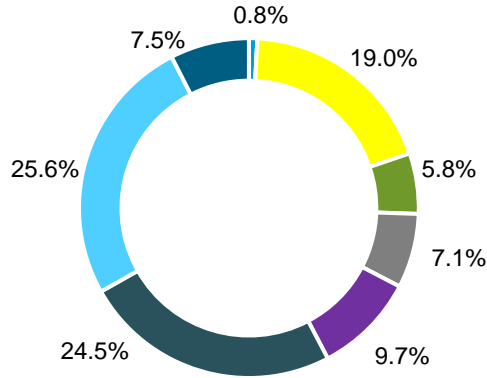
30 June 2024



# INVESTMENT AND ISLAMIC INSTRUMENTS

## Investments and Islamic Instruments by Ratings\*

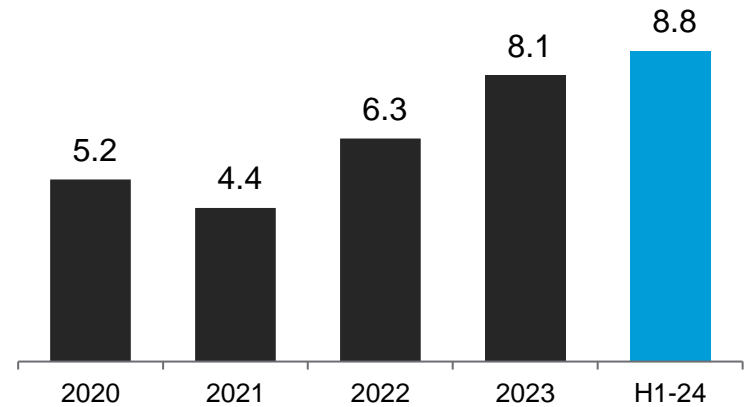
30 June 2024



■ AAA ■ AA ■ AA- ■ A+ ■ A ■ A- ■ BBB+ ■ Below BBB+ / Unrated

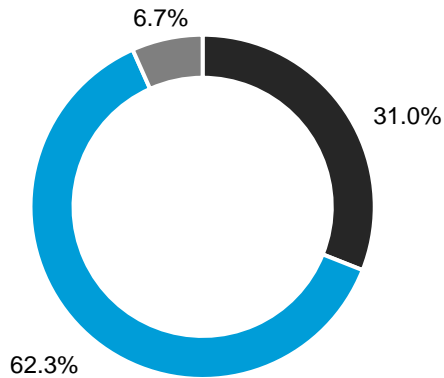
## Investments and Islamic Instruments

AED Billion



## Investments and Islamic Instruments by Type

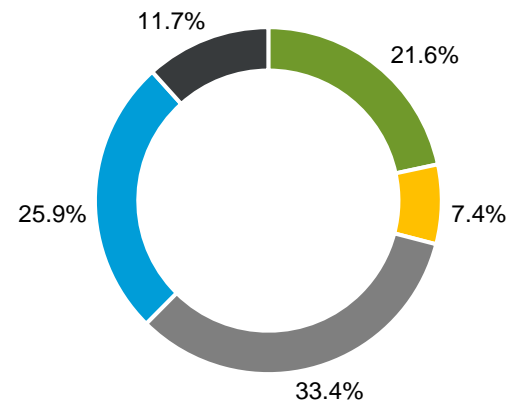
30 June 2024



■ Government ■ Banks and Financial Institutions ■ Others

## Investments and Islamic Instruments by Geography

30 June 2024



■ UAE ■ GCC ■ Europe ■ Americas ■ Others

\*Investments below BBB+ or unrated largely include supranational issuers, governments and unrated issuances by the investment grade counterparties.

\* 100 % of Investments and Islamic Instruments portfolio included in Stage 1.

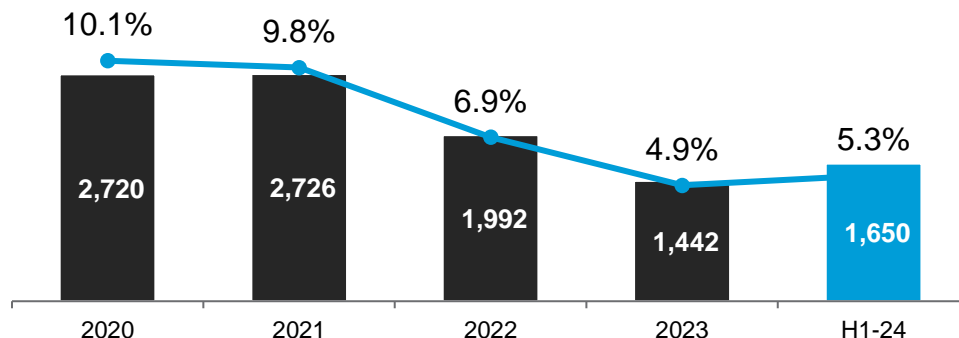
## Key Highlights

NBF continues to strengthen the credit underwriting standards and risk appetite to reflect the dynamic operating environment.

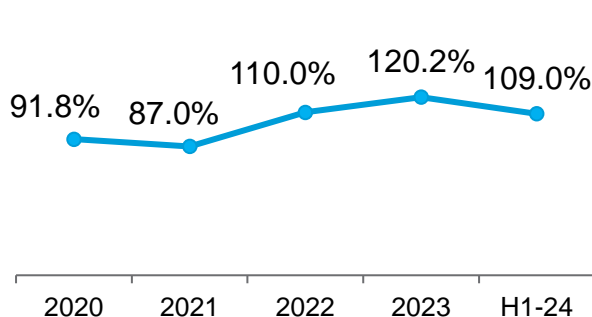
- NPL ratio is maintained at 5.3%, slightly higher than the year end level.
- Provisions coverage ratio has slightly decreased from 120.2% in 2023 to 109.0% in 2024. Provision coverage ratio net of collateral is 148.0% in 2024 compared to 160.5% in 2023, whilst the cost of risk reduced to 2.3%.
- Aggregate Stage 2 and Stage 3 Loans and Advances (including Acceptances) mix is managed at 12.0% compared to 12.5% at year end 2023.
- NBF maintained its policy of prudent and transparent recognition of problem accounts whilst taking into consideration the new credit risk standards being introduced by the Central Bank of the UAE.

## Non-Performing Loans & NPL Ratio

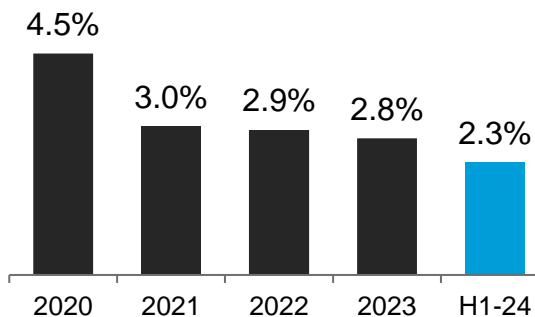
AED Million



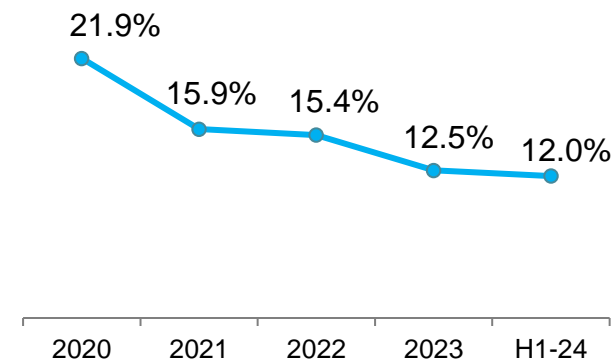
## Coverage ratio



## Cost of Risk



## Stage 2 and Stage 3 Mix\*



\*Stage 2 and Stage 3 Mix includes Loans and Advances including Acceptances.

## Key Highlights

- Given the liquidity in the market, NBF continues to maintain robust liquidity levels and maintains prudent and high quality of liquidity commensurate to its liquidity risk profile.

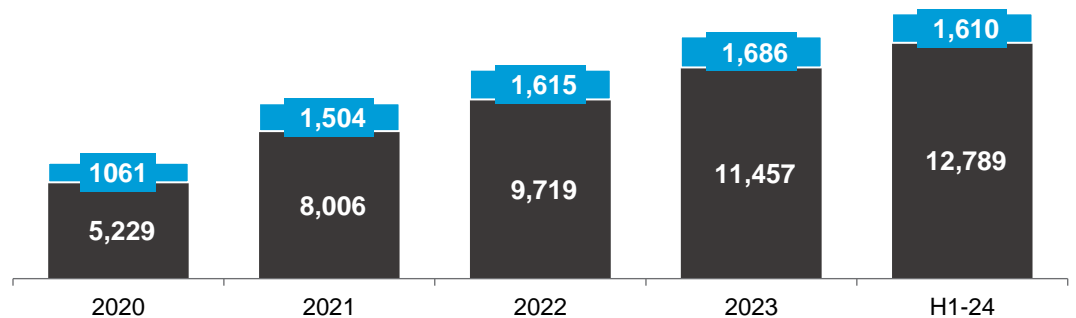
	2022	2023	H1-24
Pure AD Ratio	75.3%	72.3%	70.8%
Eligible Liquid Asset Ratio	24.9%	28.3%	29.7%
Lending to Stable Resources Ratio	72.1%	67.4%	66.8%

- NBF is fully compliant with guidelines set by the Central Bank of the UAE and the Bank complies with Basel III requirements.

## Liquid Assets

AED Million

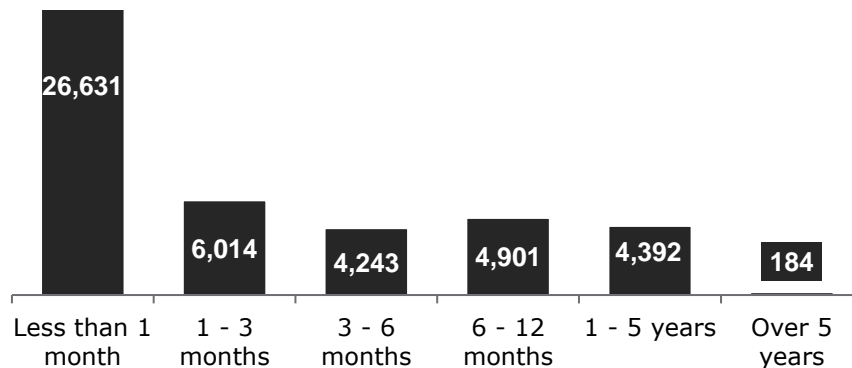
■ Cash and balances with the UAE Central Bank ■ Due from banks and financial institutions\*



\* Placements and current accounts / term deposits

## Contractual Funding Maturity Profile

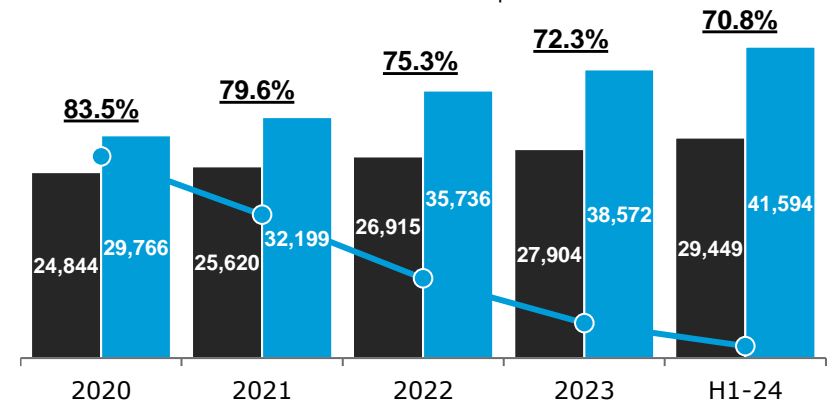
30 June 2024, AED Million



## Net Loan to Deposit Ratio (%)

AED Million

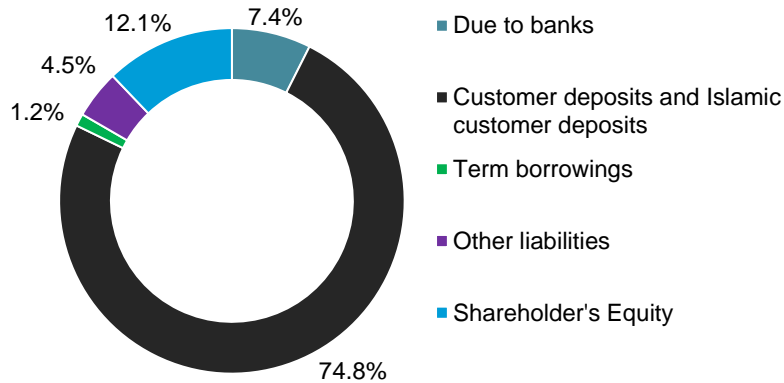
■ Net Loans ■ Deposits ● LD %



\* CASA Balances have been prudently included in the Less than 1 month bucket.  
NBF's core behavioral CASA balances at 99% and 95% confidence level are 57.4% and 68.7%, respectively.

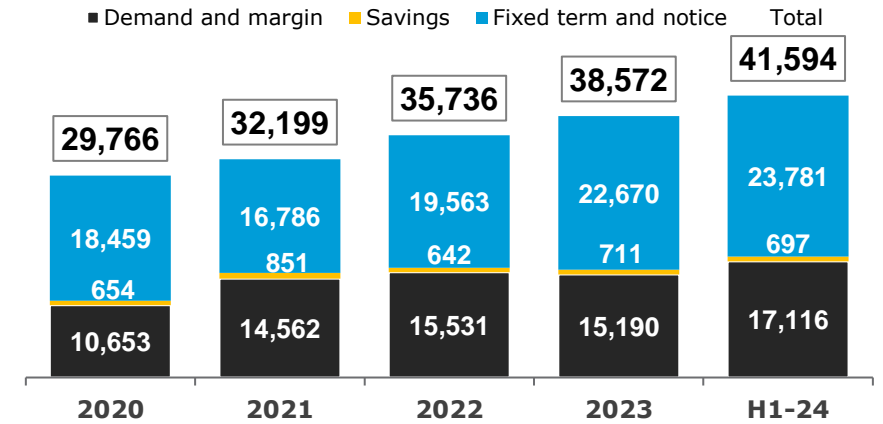
## Funding Mix

30 June 2024



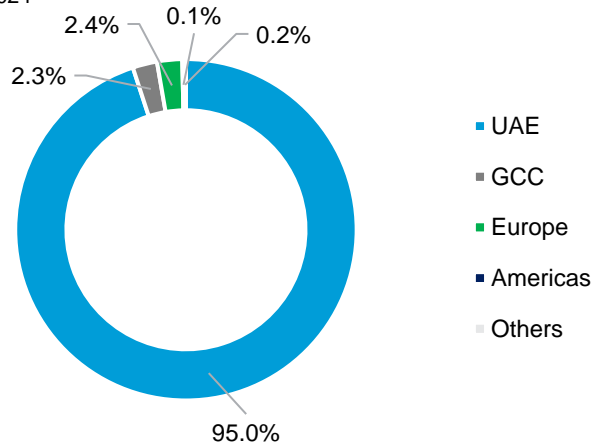
## Customer Deposits

AED Million



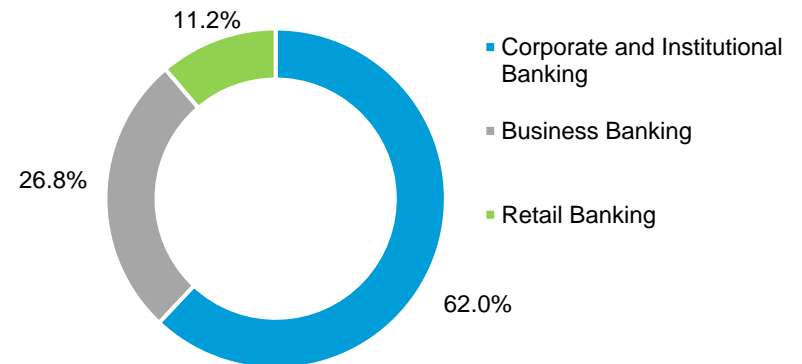
## Customer Deposits by Geographical Distribution

30 June 2024



## Customer Deposits by Segment

30 June 2024



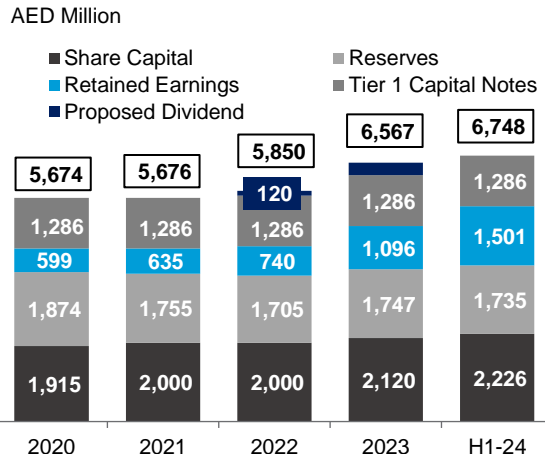
# STRONG CAPITALISATION

## Key Highlights

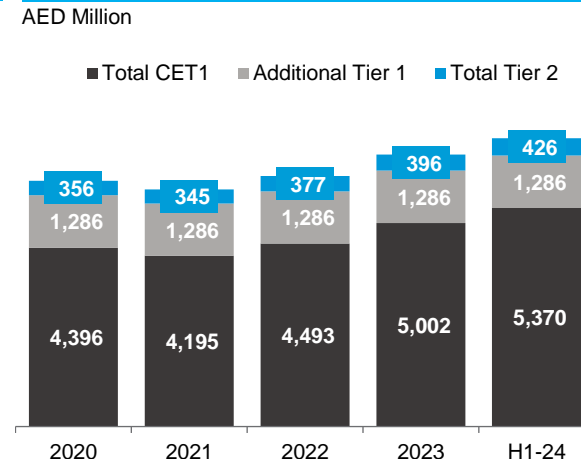
NBF is well capitalized with a Capital Adequacy Ratio and Total Tier 1 Ratio of 18.6% and 17.5% respectively, as at 30 June 2024, well above the minimum regulatory requirements. These levels will help and support the Bank's ability to grow and to meet any challenges that may arise from the evolving global economy.

- NBF increased its paid-up capital to AED 2.2 billion by issuing 5% bonus shares in 2024.
- The Bank's risk weighted assets (RWA) have increased to AED 38.0bn as at 30 June 2024 from AED 35.3bn as at 31 December 2023; largely driven by growth in assets.
- NBF's capital structure includes the 2019 issuance of Basel III compliant Additional Tier 1 ("AT1") capital of USD 350 million. *(Please refer below note on refinancing plan).*

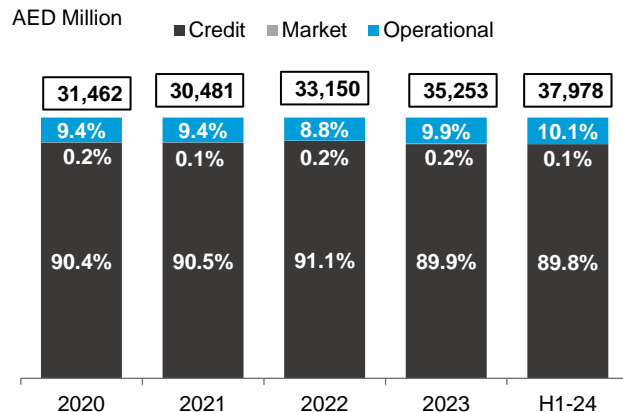
## Equity Breakdown



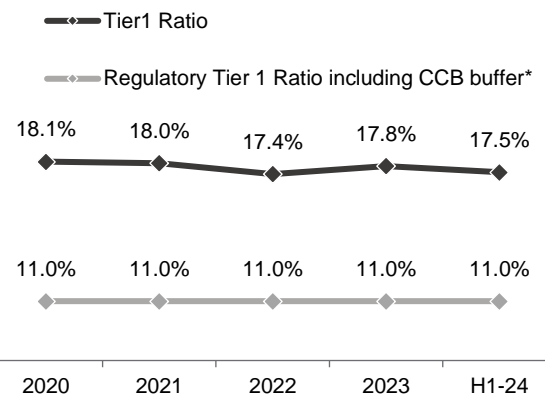
## Capital Base



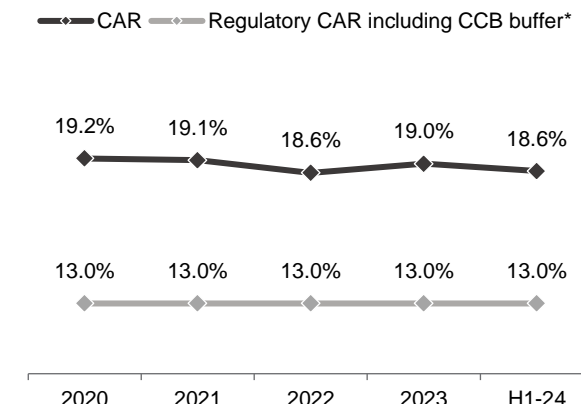
## Risk Weighted Assets\*



## Tier 1 Ratio(%)



## Capital Adequacy (%)



Note: "At the General Assembly Meeting held on 26 June 2024, the shareholders, through a special resolution, approved the issuance of an amount up to USD (\$) 275 million (AED 1.01 billion) Additional Tier 1 capital securities ("AT1 capital") for the purpose of supporting the Bank's capital adequacy ratio, scheduled for 16 September 2024. The issuance will be privately placed with the Government of Fujairah and the capital instruments shall include the terms and conditions required by the Central Bank of the UAE, including conversion into ordinary shares, at a conversion ratio of AED 2.85, within two years of the issuance being mandatory, subject to relevant competent regulatory approvals".

\* CCB buffer: CBUAE Capital Conservation buffer

\* Regulatory capital ratios requirement in 2020 dropped on account of TESS relief given by CBUAE on capital buffers by 60%

# NBF's CORE PERFORMANCE AND OUTLOOK



Key Metrics		2023	H1-24	Outlook
Profit	Return on Average Equity	11.7%	<b>13.3%</b>	<p>The first half of 2024 saw an impressive start for NBF delivering an outstanding set of results. This is particularly encouraging given the challenging global conditions, inflationary pressures, climate change considerations and the on-going conflicts around the world. This strong financial performance reflects the recent years of hard work and the robustness of our balance sheet in a higher interest rate environment, solid capital adequacy, ample liquidity and success in harnessing cutting-edge technology. NBF has a good platform for growth with the opportunities that exist within the UAE and beyond; facilitated by our home country's positive economic outlook, the sustained efforts put in to diversify in the non-hydrocarbon sectors and the strategic global partnerships undertaken to enhance UAE's position as a global business hub. This was evidenced by the UAE achieving a 3.6 per cent GDP growth in 2023; with an expectation to grow by 4.2 per cent in 2024.</p> <p>NBF recorded year-on-year growth of 46% to close the six-month period at a net profit before tax of AED 484.9 million compared to AED 332.1 million in the corresponding period of 2023. Further, NBF posted a net profit after tax of AED 441.2 million for the half year with a corporate tax charge of AED 43.8 million. On the back of a strong Q2 2024 performance, NBF posted a net profit before tax of AED 210.1 million in the second quarter of 2024, a rise of 16.7% over the corresponding quarter of 2023.</p> <p>These results exhibit the bank's continued focus on good quality business opportunities and the effective management of margins and liquidity. The on-going high interest rate environment, improvement in impairment provisions, careful management of costs and buoyant market conditions, all contributed to this strong position.</p> <p>The bank has delivered another very strong set of results in the first half of 2024 and being honored with a number of prestigious awards and endorsements. The bank was ranked first by NAFIS in the medium-sized banking sector category, under the patronage of His Highness Sheikh Mansour Bin Zayed Al Nahyan, UAE Vice President, Deputy Prime Minister, Minister of Presidential Court, and Chairman of the Board of the Emirati Talent Competitiveness Council; has been awarded the 'Best Cloud Implementation', 'Best Treasury Management Implementation' and 'Most Innovative Trading Platform' awards at the recent MEA Finance Banking Technology Summit and Awards 2024; was recognized in the Forbes Middle East's Top 100 Listed Companies; and was the winner of the 'Leading Practices in Internal Audit Award 2024 in GRC category' by the UAE Internal Auditors Association; showcasing our collective efforts and unwavering commitment to supporting the aspirations of UAE National talent, harnessing cutting-edge technology and embedding best-in-class practices.</p> <p>NBF's financial performance over the recent quarters underscores the importance of maintaining a well-informed and strategic approach to achieving sustainable growth. The Bank remains focused on the delivery of financial and operational targets; and appreciates the robust and broad-based performance across business segments and local markets. Being the financial partner focused on our customers' business and personal needs, NBF will continue to support the quality opportunities to enhance shareholder value, facilitated by strong capital adequacy, ample liquidity and a well-diversified balance sheet.</p>
	Return on Average Assets	1.5%	<b>1.6%</b>	
	NIM	3.3%	<b>3.1%</b>	
	Cost to income	30.6%	<b>29.8%</b>	
Assets	Asset growth	8.6%	<b>7.6%</b>	
	Loan growth	3.7%	<b>5.5%</b>	
Capital	CET 1	14.2%	<b>14.1%</b>	
	Tier 1	17.8%	<b>17.5%</b>	
	CAR	19.0%	<b>18.6%</b>	
Liquidity	Loan to Deposit Ratio	72.3%	<b>70.8%</b>	
	CASA Mix	41.2%	<b>42.8%</b>	
Credit Quality	NPL	4.9%	<b>5.3%</b>	
	Provisions Coverage Ratio	120.2%	<b>109.0%</b>	
	Stage 2 & 3 Mix (Loans and Advances including Acceptances)	12.5%	<b>12.0%</b>	



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# BUSINESS OVERVIEW



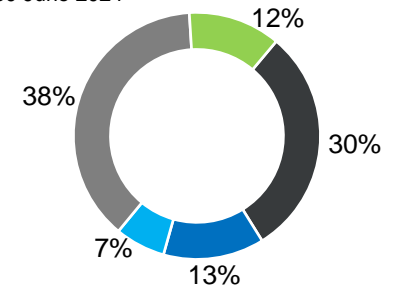
# OVERVIEW OF BUSINESS SEGMENTS

## NBF offers a full range of products through five main business divisions

<b>Corporate and Institutional Banking</b>	<ul style="list-style-type: none"> <li>The Corporate and Institutional Banking serves clients of a turnover above AED 400 million and includes certain financial institutions transactions.</li> <li>Services include deposit facilities, credit/trade finance and ancillary services to large corporates, mid-tier corporates clients and Financial Institutions.</li> <li>Enhanced focus on capital efficient products, in particular treasury products.</li> </ul>
<b>Business Banking</b>	<ul style="list-style-type: none"> <li>The business banking serves clients of a turnover of up to AED 400 million from previously up to 250 million.</li> <li>Services include working capital facilities, collateral-free business term loans, overdraft facilities, project financing and parameterized lending. In 2022, Retail SMEs up to AED 10 million turnover has been included in Business Banking from Retail Banking to benefit from synergies and enhance customer service.</li> </ul>
<b>Retail Banking</b>	<ul style="list-style-type: none"> <li>Personal, mortgage and auto loans, credit cards and advisory and depositing services.</li> <li>Segmented approach for Priority Plus, Priority, Preferred and Personal customers.</li> </ul>
<b>Treasury, Investments, ALM and Other</b>	<ul style="list-style-type: none"> <li>Centralizes the Group's liquidity and supports the growth of the other business segments.</li> <li>Offers structuring &amp; execution of bespoke cross asset market risk solutions for NBF clients.</li> <li>Offers market risk solutions for NBF's clients with exposure to commodities.</li> </ul>
<b>Islamic Banking</b>	<ul style="list-style-type: none"> <li>NBF Islamic, an Islamic Banking Window established in 2014 to offer Shari'a-compliant banking services.</li> <li>Shari'a compliant products offered to customers including Murabaha, Mudaraba and Wakala deposits as well as Shari'a-compliant financing and cash management products.</li> <li>Islamic Banking Treasury Products: NBF treasury has products such as profit rate swaps and Wa'ad (FX &amp; Commodities) and capability to provide all treasury solutions in Shari'a compliant manner.</li> </ul>

### Contribution to Assets

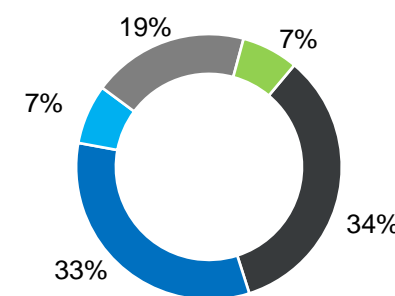
30 June 2024



- Corporate and Institutional Banking
- Business Banking
- Retail Banking
- Treasury, Investments, ALM
- \*Islamic Banking

### Contribution to Income

30 June 2024



- Corporate and Institutional Banking
- Business Banking
- Retail Banking
- Treasury, Investments, ALM
- \*Islamic Banking

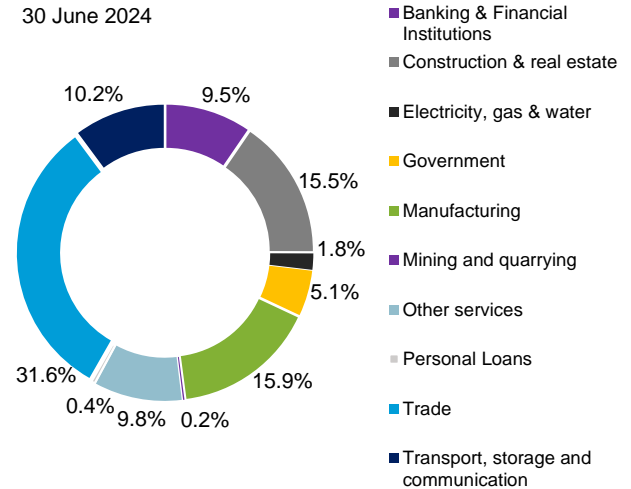
**NBF continuously strives to capitalize on new opportunities to broaden the business and diversify its sources of income**

- \* Islamic Banking spread across all business segments with income contribution mix as: Corporate and Institutional Banking 3%, Business Banking 2%, Retail Banking 1% and Treasury, Investment, ALM 1%.
- \* Islamic Banking asset composition includes Corporate and Institutional Banking 4%, Business Banking 1%, Retail Banking 2% and Treasury, Investment and ALM 5%.

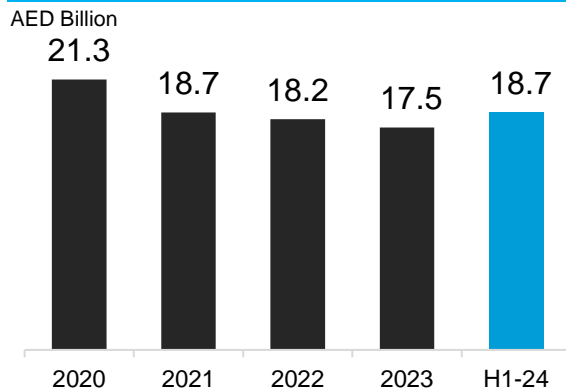
## Overview

- The Bank's CIB operations are split into three main sub-divisions:
  - Corporate Banking**
    - Large Corporates & Governments
    - Contracting
    - Precious Metals & Diamonds
    - Energy and Marine
  - Financial Institutions**
  - Government & Liability Management**
- The principal CIB products and services offered by the Bank include:
  - Transaction Banking**
    - Cash Management
    - Payments
    - Collections
    - Liquidity Management
  - Trade Services**
    - Exports
    - Imports
    - Receivable Services
    - Guarantees
  - Corporate Advisory & Lending**
    - Working Capital
    - Syndication
    - Project Finance
    - Corporate Finance
    - Sales, Trading, Structuring
  - NBF Direct Online Banking Services**
  - Treasury**
    - Foreign Exchange, Cross Asset Derivatives

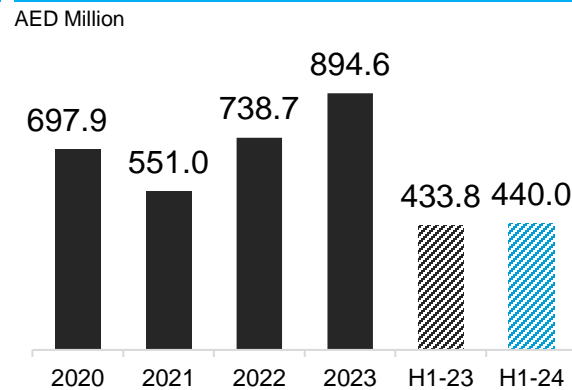
## Gross Loans – Sector Breakdown



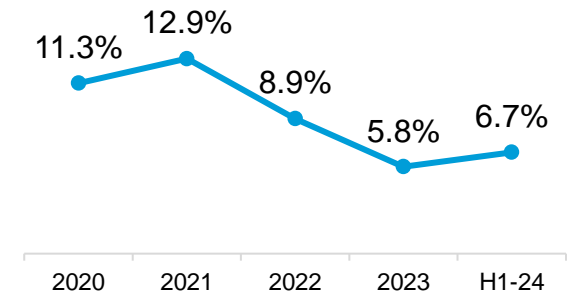
## Segment Assets



## Total Operating Income



## NPL Ratio



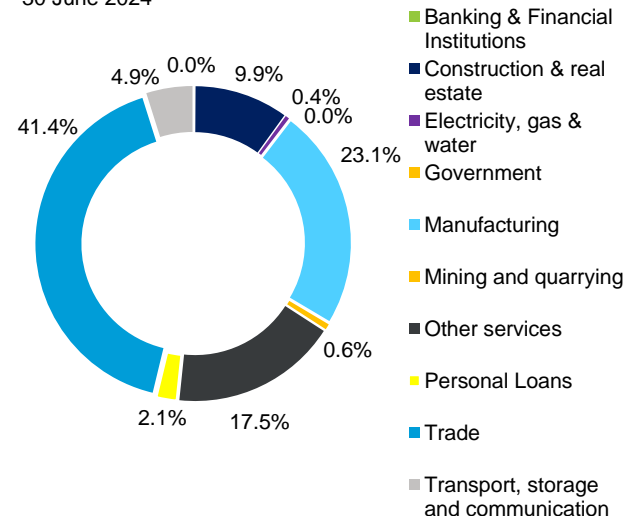
Reduction of assets in 2021 is on account of realignment of segments where Business Banking now serves customers up to 400m turnover compared to 250m previously. Accordingly, Corporate Banking serve customers exceeding turnover of 400m and the comparatives for 2020 have been aligned accordingly.

## Overview

- The Business Banking structure comprises of
  - Business Banking
  - SMEs
  - Services
  - Equipment Finance
  - NBF Elham
  - Centralised Liability Unit
- Business Banking manages clients with a turnover of up to AED 400 million.
- Banking products and services designed to meet the specific needs of clients including:
  - Working capital facilities
  - Collateral-free business term loans
  - Overdraft facilities
  - Project financing
  - Parameterized lending

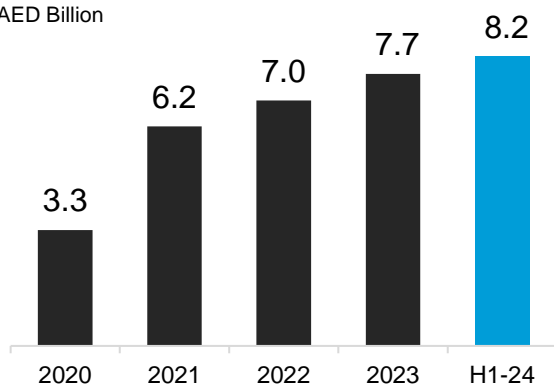
## Gross Loans – Sector Breakdown

30 June 2024



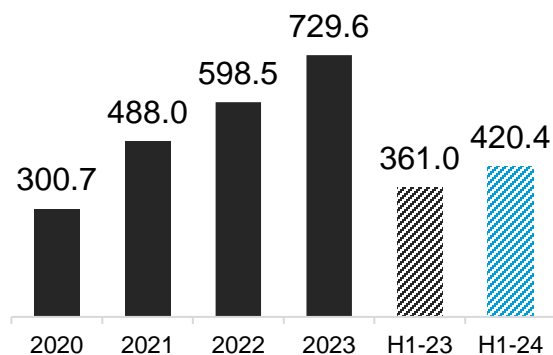
## Segment Assets

AED Billion

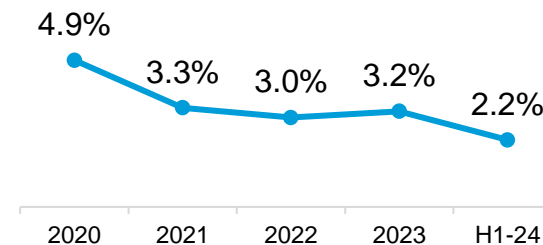


## Total Operating Income

AED Million



## NPL Ratio



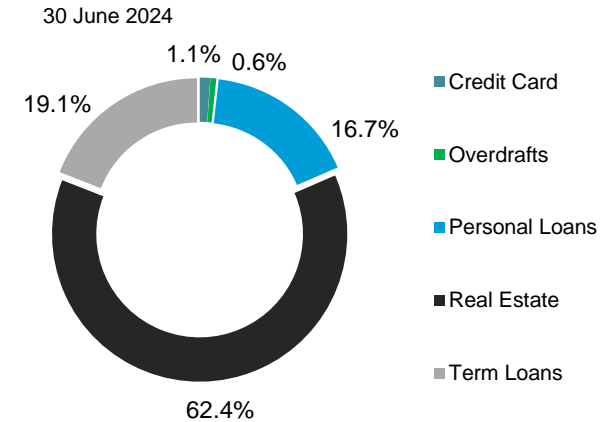
Increase in assets in 2021 is on account of realignment of segments where Business Banking now serves customers up to 400m turnover compared to 250m previously. Accordingly, Corporate Banking serve customers exceeding turnover of 400m and the comparatives for 2020 have been aligned.

In addition Retail SME portfolio has moved into Business Banking effective from Jan 1, 2022

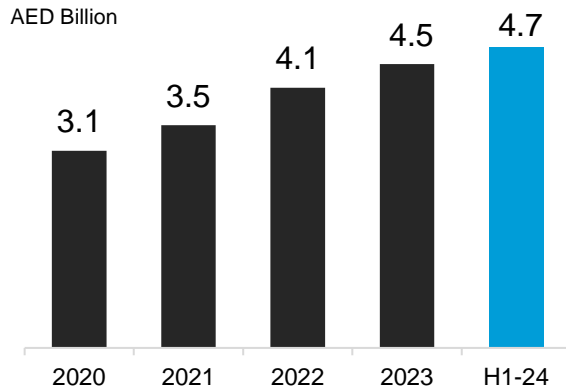
## Overview

- NBF's retail banking segment offers a wide range of products and services to individuals and high net worth clients.
  - The Retail Banking clients are broken down into the following different tiers:
    - Priority Plus Customers
    - Priority Customers
    - Preferred Customers
    - Personal Customers
  - NBF continues its focus on growing its Retail Banking segment through an enhanced focus on building partnership and collaboration with Fintech and other service providers and co-create digital value propositions for Retail customers.
- The principal retail client products and services offered by the Bank include:**
- Account Services
  - Deposits
  - Personal Loans
  - Auto Loans
  - Home Loans
  - Construction Loans
  - Credit & Debit Cards
  - NBF Direct - Online Banking Services
  - Insurance Products
  - Customized Product Bundles for business segments
  - Investments

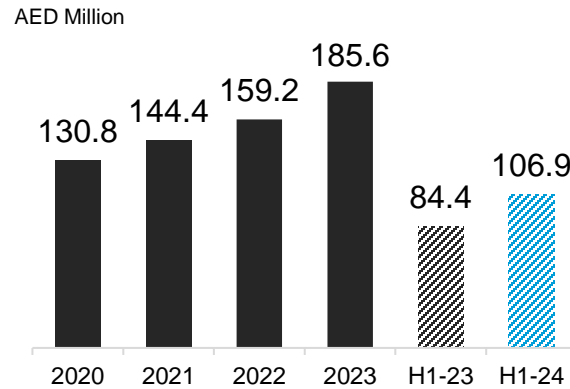
## Gross Loans – Product Mix



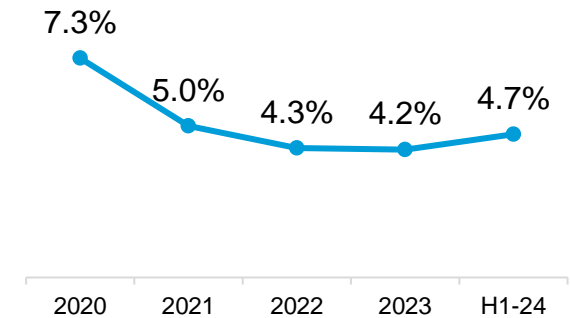
## Segment Assets



## Total Operating Income



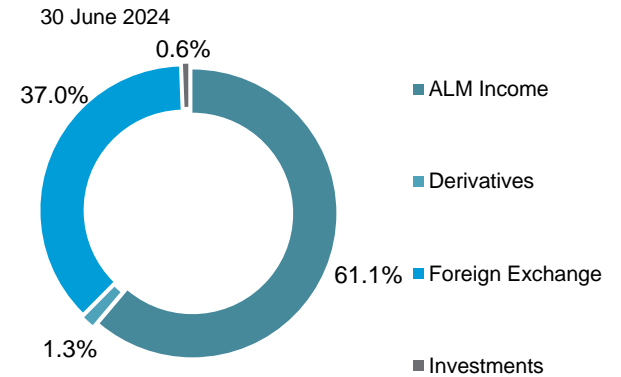
## NPL Ratio



## Overview

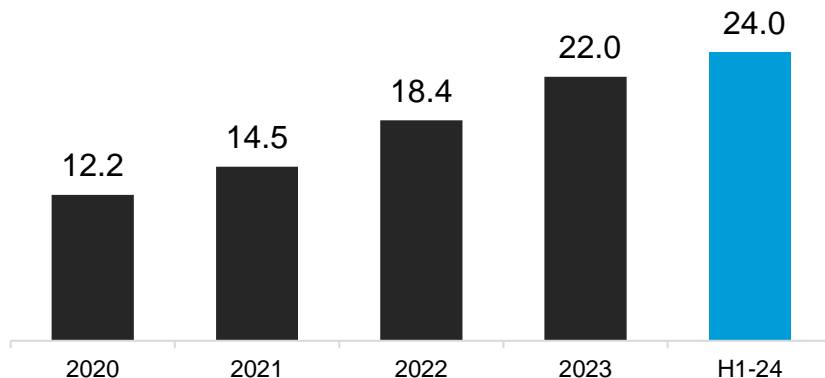
- Treasury and ALM**
  - Centralizes and manages the Group's liquidity via an advanced ALM system.
  - Covers the Group's asset and liability management functions.
  - Optimum utilization of resources and assets.
  - Management of exchange and interest positions.
  - Managing the Group's investment portfolio.
- Investment Management**
  - Develops investment solutions and propositions for customers.
  - Manages NBF's proprietary equity and fund based investments.
- Trading & Market Risk Solutions**
  - Provision of efficient & competitive FX Pricing Solutions for NBF Clients through diverse channels.
  - Structuring & Execution of bespoke cross asset market risk solutions for NBF Clients.
  - Automation & Digitalization of market services to optimize efficiency and revenue.
  - Implementation of an advanced Treasury Front End System for market risk management.
- The principal products and services offered by this segment of the Bank include:**
  - Foreign Exchange
  - Money Markets
  - Derivatives
  - Commodities
  - Fixed Income
  - Investments
  - Islamic Banking
  - Treasury Products

## Operating Income Mix



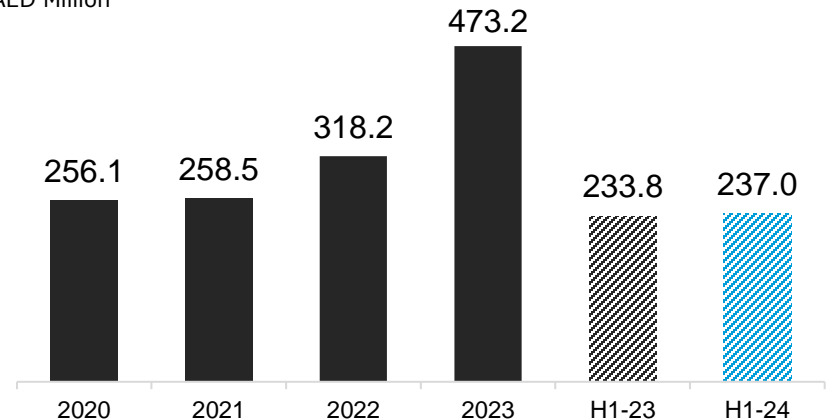
## Segment Assets

AED Billion



## Total Operating Income

AED Million



## Overview

- The principal Sharia'a-compliant retail products and services offered by the NBF Islamic include:

### Account Services

- Standard Current, Saving & Corporate Accounts
- Murabaha, Mudaraba & Wakala Deposits
- Credit & Debit Cards

### Financing

- Personal Finance
- Home Finance
- Ijara Financing
- Murabaha Financing
- Istisna Forward Ijara
- Equipment Finance
- Real Estate Finance
- Auto Finance

### Corporate Advisory, Syndications, Treasury

- Market Risk Solutions, Trading, Cross Asset Derivatives Structuring/Execution, profit rate swaps and Wa'ad (FX & Commodities)

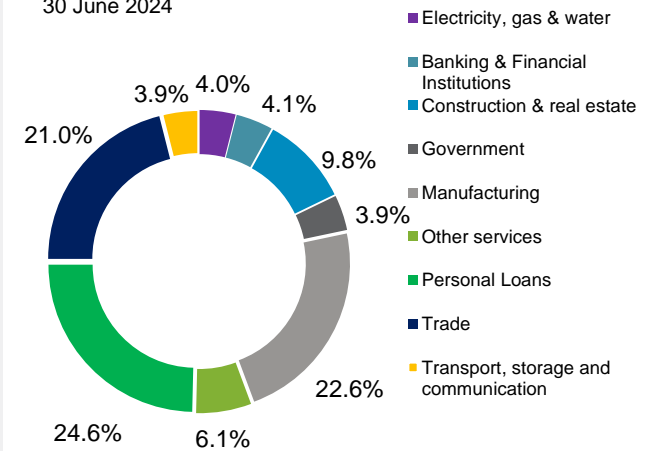
### Transaction Banking

- Cash Management
- Trade Services
- Working Capital Management
- Guarantees

### Islamic Gold Facilities

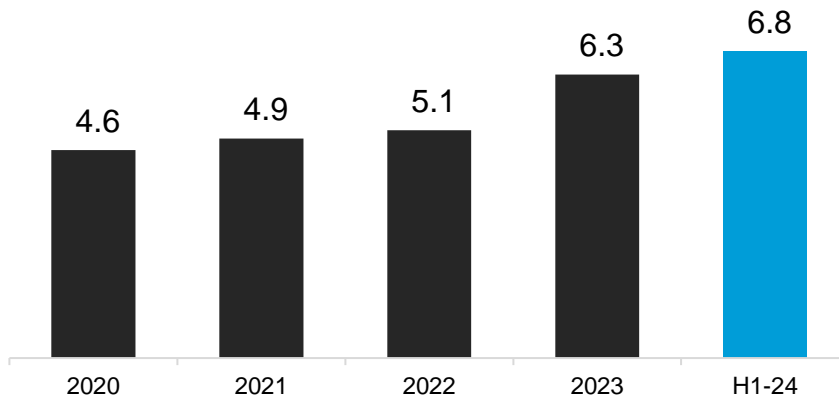
## Gross Loans – Sector Breakdown

30 June 2024



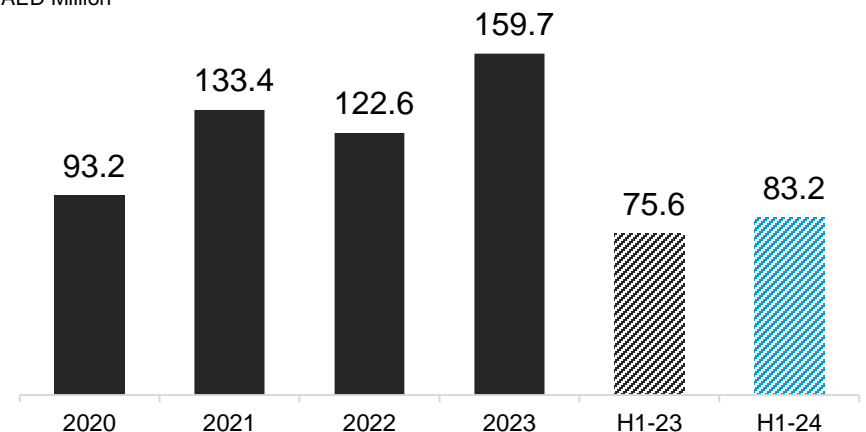
## Segment Assets

AED Billion



## Total Operating Income

AED Million



# THANK YOU





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# APPENDIX

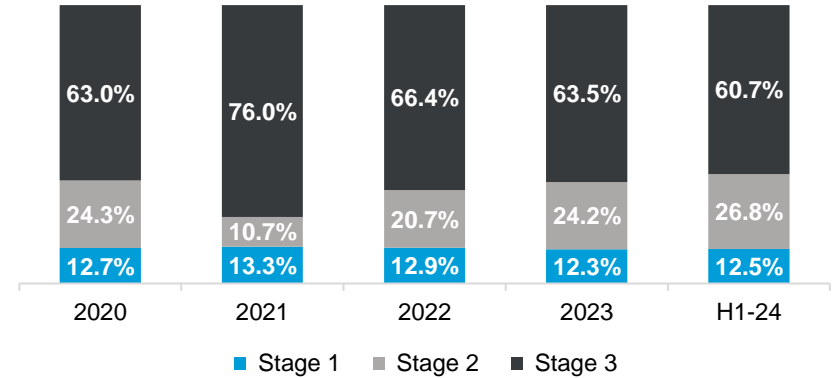


# IFRS 9 – EXPOSURE AND ECL MIX

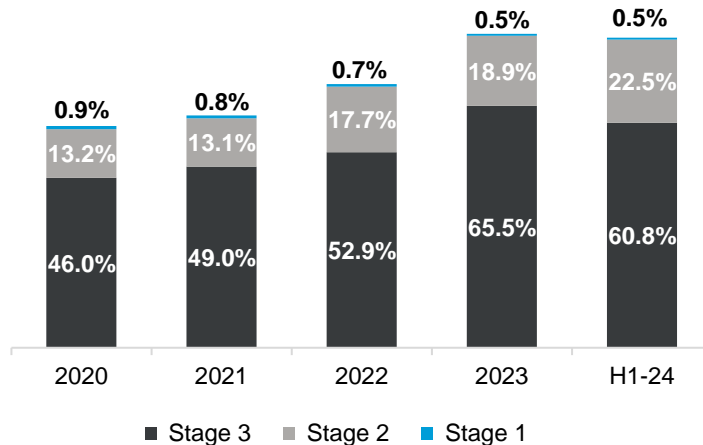
## Overview

- The principal factors contributing to the movement are :
  - (i) Movement in total outstanding balances [funded + unfunded + limits impact]
  - (ii) Change in risk ratings
  - (iii) Term structure of contracts
  - (iv) DPD changes and
  - (v) Moody's change in the default rates during the quarter

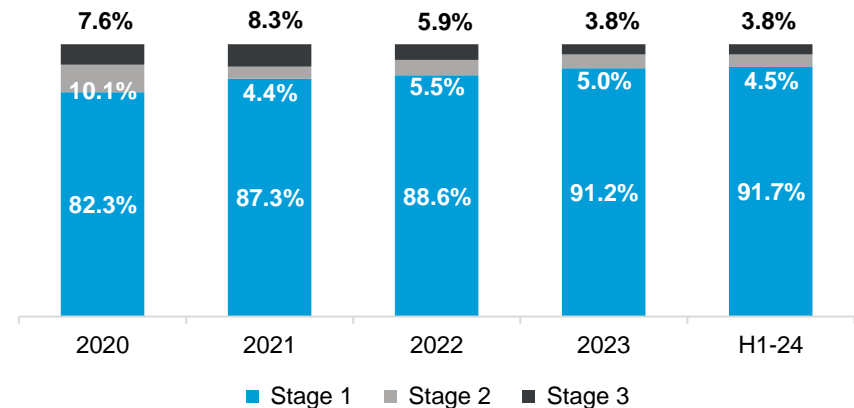
## ECL Mix



## ECL Rate



## Exposure Mix\*



\* Exposure includes Loans and Advances, Acceptances, Unfunded, Due From Banks and Investments where Stage 2 & 3 mix is 8.3%. Loans & Advances including Acceptances only has a Stage 2 & 3 mix of 12.0%.