



بنك الإمارات الوطني
National Bank of



Investor Presentation

For the Period Ended 31 December 2021

DISCLAIMER

The information contained herein has been prepared by National Bank of Fujairah PJSC (NBF). NBF relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.

This presentation has been prepared for informational purposes only and does not form a part of any sales offer, solicitation or invitation to subscribe for, purchase or sell any securities. Neither should this information, or any part of it, be used in connection with any contract or commitment with the bank whatsoever.

This presentation may also contain projections or other forward-looking statements regarding future events or the future financial performance of NBF. These forward-looking statements include all matters that are not historical facts. The inclusion of such forward-looking information shall not be regarded as a representation by NBF, or any other person, that the objectives or plans of NBF will be achieved. NBF bears no obligation to publicly update or publicly revise any forward-looking statement, whether as a result of new information, future events or otherwise.

01

OVERVIEW OF NBF



National Bank of Fujairah PJSC Overview

Establishment	<ul style="list-style-type: none"> 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. NBF shares were listed on Abu Dhabi Securities Exchange on 23 October 2005. The Bank has 716 full-time employees from 33 different nationalities, 43% of whom were female as at 31 December 2021.
Operations	<ul style="list-style-type: none"> NBF serves approximately 7K corporate customers and 31K individuals via 15 branches and 51 ATM/CDM units in the UAE.
Business Segments	<ul style="list-style-type: none"> The Bank operates via four main segments, namely (i) Corporate and Institutional Banking (41%)*, (ii) Business Banking (35%)* (iii) Treasury, Investments, Asset and Liability Management ("ALM") (11%)* and (iv) Retail Banking (13%)*.
Business Strategy	<ul style="list-style-type: none"> 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.

Credit Ratings

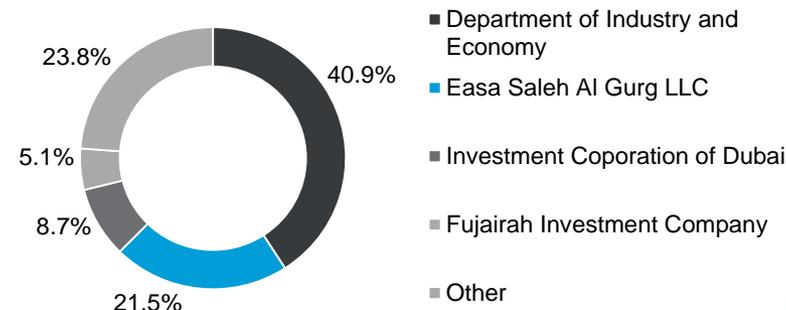
Rating Agency	Date	Long Term Rating	Outlook
Moody's	28 October 2021	Baa1	Stable
S&P Global	20 January 2022	BBB	Stable
CI CAPITAL Intelligence	29 August 2020	A-	Stable

Financial Highlights

AED Mn	FY2018	FY2019	FY2020	FY2021
Total Assets	39,783	42,805	39,872	42,946
Loans & Advances	26,202	27,095	24,844	25,615
Customer Deposits	30,472	31,950	29,766	32,199
Total Equity	5,122	6,351	5,672	5,676
NPL Ratio	5.1%	5.4%	10.1%	9.8%
Provisions Coverage Ratio	102.0%	107.3%	91.8%	87.0%
Loan to Deposit Ratio	86.0%	84.8%	83.5%	79.6%
Net Interest Margin	2.8%	2.7%	2.3%	2.4%
Operating Income	1,574	1,708	1,386	1,442
Net Profit	615	552	-475	115
Tier 1 Ratio	14.1%	16.6%	18.1%	18.0%
Capital Adequacy	15.2%	17.8%	19.2%	19.1%

Ownership Structure

- NBF enjoys a close relationship with its major shareholders. The Governments of Fujairah holds 46.8% of NBF's share capital, jointly through the Department of Industry and Economy, Fujairah Natural Recourses Corporation and Fujairah Investment Established Limited.
- The Government of Dubai controls another 8.7% of NBF's issued shared capital through Investment Corporation of Dubai.



EXTERNAL AWARDS AND RECOGNITIONS

- **“Best SME Bank”** – at the MEA Finance Awards 2020 and 2021.
- **“Best Trade Finance Provider”** – at the MEA Finance Awards 2021.
- **“Most Innovative Emerging Technology Implementation”** at the MEA Finance's Banking Technology Awards 2021.
- NBF was ranked second position in the **“Top CEO Award”** 2019 by Media Quest, in collaboration with INSEAD Business School, in the category for Top 10 Banking Companies in the GCC and the **“Best CEO Award”** 2019 in the banking sector in the UAE.
- For the fourth year in a row, NBF was awarded “The Dubai Chamber CSR Label 2020”, in recognition of our CSR strategy. This award acknowledges our efforts in taking practical measures to ensure that CSR is an integral part of our operations.
- **“Best Corporate Bank UAE”** and **“Best Commercial Bank UAE”** – The Banker Middle East UAE Industry Awards (2019, 2018, 2017, 2016 and 2015).
- **“Best Customer Service - Corporate and Investment Banking”, “Best SME Trade Finance Offering”** and **“Best Treasury Management”** – Banker Middle East UAE Product Awards (2019, 2018 and 2017).
- **“Best Islamic Window in the UAE”** – Islamic Business and Finance Awards (2019, 2018 and 2017).
- NBF also won the **“International Employee Engagement Award”** at the International Business Excellence Awards 2019, and the **‘Overall Experience Award’, ‘Employee Engagement and Happiness Award’,** and **‘Employee Insight and HR Metrics Award’** at the Gulf Employee Experience Awards. In 2019 staff satisfaction survey, NBF’s overall employee engagement increased by 2 percent from 75 percent to 77 percent, placing NBF in the top quartile of all organisations globally.

ISO CERTIFICATIONS RECEIVED IN 2021

ISO 45001: 2018 Certification Occupational Health and Safety Management System

CERTIFICATE OF REGISTRATION

This is to certify that the Management System of

National Bank of Fujairah PJSC

Head Office : P.O. Box 887, Hamad Bin Abdulrah Street, Fujairah, United Arab Emirates.

has been assessed and registered by Gabriel Registrar as conforming to the requirements of :

ISO 45001:2018 Occupational Health and Safety Management System

The Occupational Health and Safety Management System is applicable to :

Providing Banking services in United Arab Emirates

[RANGE: 02/04/11, 00/30]

CERTIFICATE NUMBER: 070000204 INITIAL CERTIFICATION DATE: 26 June 2021 CERTIFICATE VALID TILL: 26 June 2024

1st Surveillance due before: 26 June 2022 | 2nd Surveillance due before: 26 June 2023

*Risk Assessments

GABRIEL REGISTRAR

Authorized Representative: *[Signature]*
Gabriel Registrar
Certification Register and Issuance LLC
P.O. Box: 129713, 2nd December Interchange, Dubai, United Arab Emirates.

www.gabrielregistrar.com

ISO 9001:2015 Quality Management System (QMS) Certification

Lloyd's Register

Current Issue date: 25 March 2021
Entry date: 10 April 2021
Certificate expiry number: 10347302
Original approval(s): ISO 9001 - 4 July 2012

Certificate of Approval

This is to certify that the Management System of:

National Bank of Fujairah PSC

Ground Floor, NBF Building, Behind Bhsalat, Jebel Ali, Dubai, United Arab Emirates

has been approved by Lloyd's Register to the following standards:

ISO 9001:2015

Approval number(s): ISO 9001 - 0046281

The scope of this approval is applicable to:

The provision of Internal Audits covering all activities undertaken by National Bank of Fujairah and its Subsidiaries.

[Signature]
Luis Cunha
Area Operations Manager - SAMEA
Issued by Lloyd's Register Quality Assurance Limited

Lloyd's Register Group Limited, its affiliates and subsidiaries, including Lloyd's Register Quality Assurance Limited (LRQA), and their respective officers, employees or agents are, individually and collectively, referred to in this document as 'Lloyd's Register'. Lloyd's Register assumes no responsibility and shall not be liable to any person for any loss, damage or expense caused by reliance on the information or advice in this document or for any other reason provided, unless that person has agreed a contract with the relevant Lloyd's Register entity for the provision of the information or advice and that person's responsibility or liability is excluded by the terms and conditions set out in the contract issued by Lloyd's Register Quality Assurance Limited, Dubai, TradeNet Office Tower, Suite 2020, Dubai Internet City, Dubai (or any other office of Lloyd's Register Quality Assurance Limited, 1 Trinity Square, Document Lane, Birmingham B3 3YU, United Kingdom)

Page 1 of 1

ISO 27001:2013 ISMS Certification

BUREAU VERITAS Certification

NATIONAL BANK OF FUJAIRAH
KHALID BIN AL WALEED STREET,
DUBAI,
UNITED ARAB EMIRATES

This is a multi-site certificate, additional site is listed on the next page

Bureau Veritas Certification Holding SAS - UK Branch certifies that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standards detailed below

ISO/IEC 27001:2013
Scope of Certification

INFORMATION SECURITY MANAGEMENT SYSTEM COVERING THE INFORMATION SYSTEMS AND TECHNOLOGY AND INFORMATION SECURITY FUNCTIONS OF NATIONAL BANK OF FUJAIRAH.

THIS IS IN ACCORDANCE WITH STATEMENT OF APPLICABILITY, VERSION 1 DATED 28/05/2020

Original cycle start date: 5th JANUARY 2021
Expiry date of previous cycle: NA
Certification Audit date: 8th MARCH 2020
Certification cycle start date: 5th JANUARY 2021
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: 4th JANUARY 2024

Certificate No. **IND.21.1201/ISU** Version No. 1, Revision date: 05/01/2021

[Signature]
Signed on behalf of BVCH SAS UK Branch

Certification body address: 5th Floor, 80 Praed Street, London E1 6PD, United Kingdom
Local office: Bureau Veritas - Dubai/BE, 2nd Floor, Block C, Al Rudaisa Assets Building, Jumeirah Road with 2nd December Interchange, Dubai, U.A.E.

Further certifications regarding the scope and validity of this certificate and the applicability of the management system requirements, please call: 00357 4 202400

Page 1 of 2

COVID 19 – ECONOMIC IMPACT

- The coronavirus outbreak is an unprecedented event in the 21st century and is clearly beyond the realm of any normal or stressed business cycle that we have seen in our working lives.
- The global pandemic has affected the UAE, however various government measures, the recovery of oil prices and normalization of non-oil activities are helping to achieve a relatively strong and early recovery in many sectors. The UAE government has worked hard to balance the easing of restrictions to help the return of economic activity with the need to keep people safe. With the UAE vaccination efforts, it can be expected that the recovery phase will continue to build momentum..
- We are already seeing economic activities gradually recovering to pre Covid-19 level on the back of various government measures. Expected interest rate hikes, improving real estate sales, continued supportive macroeconomic policies including largest federal budget approval for 2022-2026, a rebound of tourism and domestic activity related to EXPO 2020 all contribute to the forecast of positive GDP growth of 2.1% in 2021 and 4.2% in 2022 by the Central Bank of UAE.
- CBUAE is expected complete the withdrawal of its TESS support for banks and their customers in June 2022.
- We expect credit growth will also gradually recover as the economy begins to emerge from the effects of the pandemic.
- At the outset of the pandemic, NBF adapted its business continuity plans and other risk management practices to enable it to continue smooth operations throughout. NBF successfully moved multiple functions to remote working and the use of our digital technology ensured the availability and continuity of customer services. NBF will gradually return to normal work arrangements with COVID protocols in line with the government initiatives.
- NBF has been proactively managing its liquidity and capital, to ensure we have the wherewithal to withstand any further shocks and to navigate through these uncertain times with confidence.

Economic Measures undertaken by regulators to Manage Financial Risk in GCC

Payment deferrals
(Relief on installment of loans or financing)

IFRS9 Provisioning
(Staging criteria relaxed)

Increase Liquidity (Zero cost financing being provided to banks)

Capital relief (Use of capital conservation buffer allowed)

Regulatory Reporting
(Extension of deadlines for submission of financial statements)

COVID 19 – OUR RESPONSE

Employees

- Fully secure remote working arrangements.
- Precautionary measures to ensure safety at the work place, including the provision of sanitizer and PPE.
- Rapid response to positive cases of infection, including complete sterilization of the workplace.
- Dedicated internal communication team to communicate regularly to employees, customers and shareholders.
- Facilitation of virtual meetings and events.
- 98% of Employees have been vaccinated.

Consumers

- Liquidity and payment relief options, including the Central Bank’s TESS scheme.
- More accommodating policies established, where appropriate, to assist and provide relief to all eligible customers, for the longer term benefit of the economy.
- Encouraging use of digital channels and tap and pay solutions provided by NBF cards to promote customer health and social distancing.
- Increased cleaning of all touch surfaces, such as ATM screens, and social distancing measures in all areas.

Business

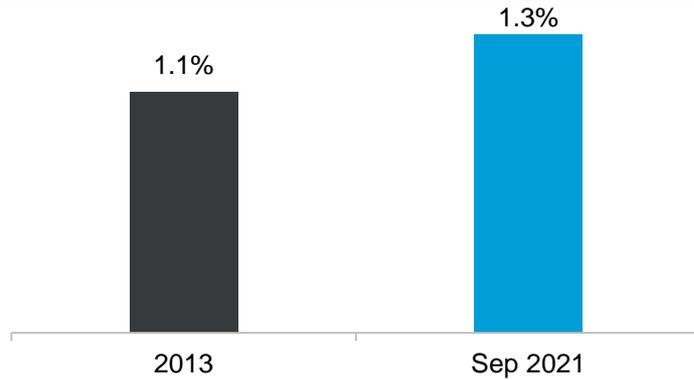
- Regular ALCO & Investment Committee meetings to review emerging market conditions and ensure robust liquidity and capital levels and proactively managing market risk.
- Assess the impact of provisioning under IFRS9 and continue monitor IFRS9 stage movement for most impacted sectors and provision implications.
- NBF launched “SME Connect” platform to provide onboarding and online banking services to SME community.
- NBF’s technology infrastructure continuously experienced some major enhancements during this period to maintain a sustainable banking system and meet the growing demands of business and security during pandemic.

Communities

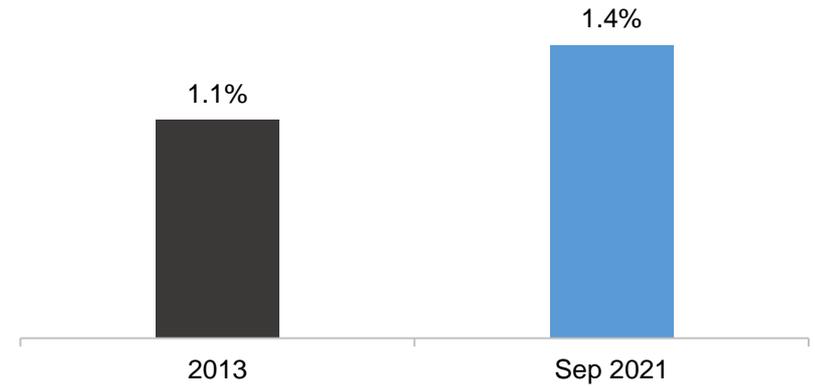
- NBF was awarded “The Dubai Chamber CSR Label 2020”, in recognition of our outstanding CSR strategy.
- Support will continue to be provided to help our different communities stay healthy and resilient through this period.

MARKET SHARE PROGRESSION

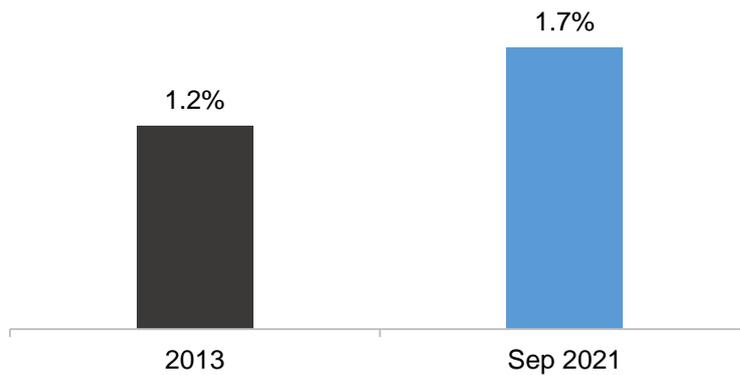
Bank Assets



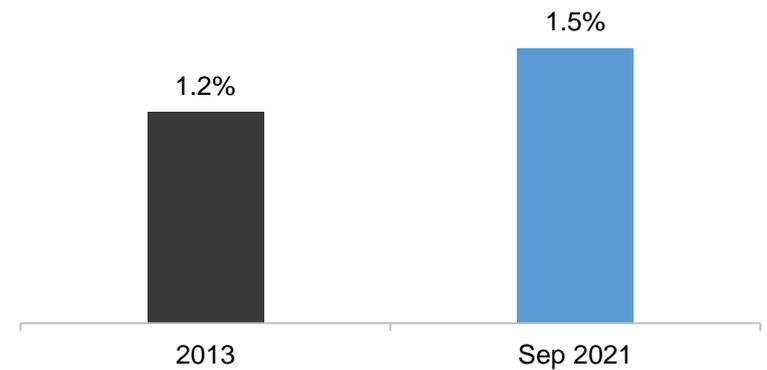
Capital and Reserves



Net Credit



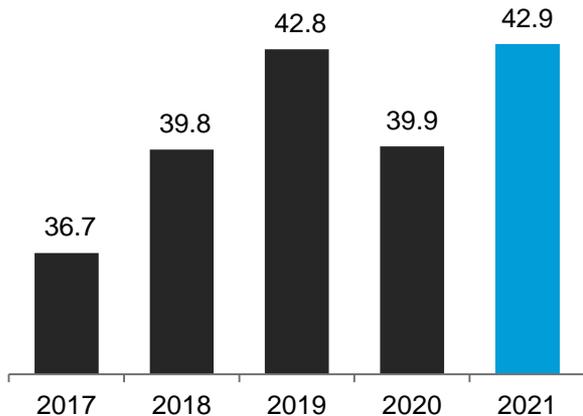
Bank Deposits



KEY FINANCIALS AT A GLANCE

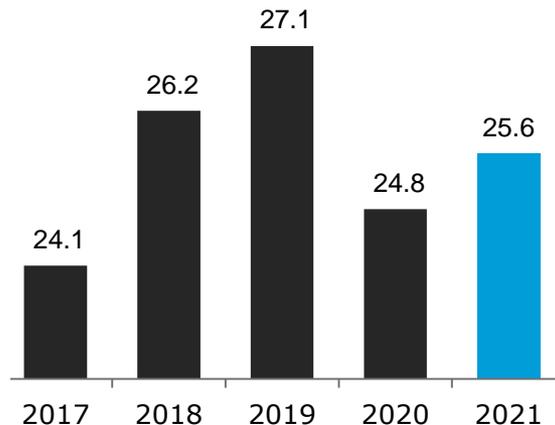
Assets

AED Billion



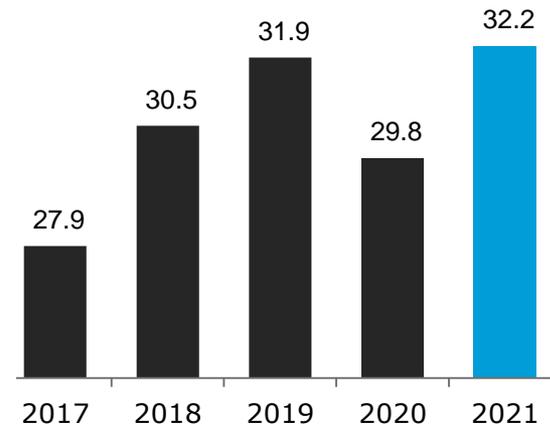
Loans & Advances

AED Billion



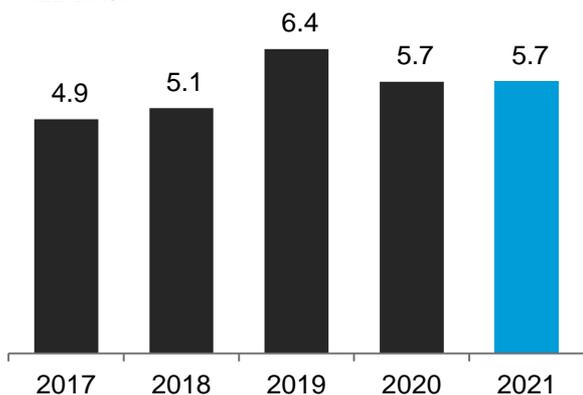
Customer Deposits

AED Billion



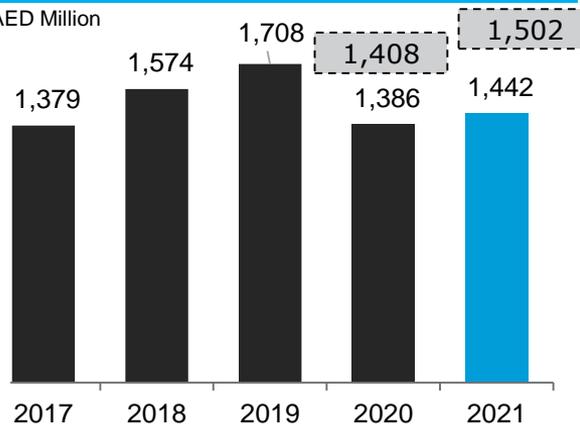
Shareholders' Equity

AED Billion



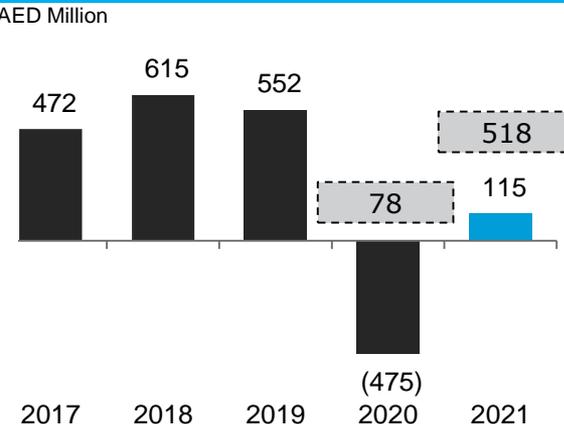
Operating Income

AED Million



Net Profit

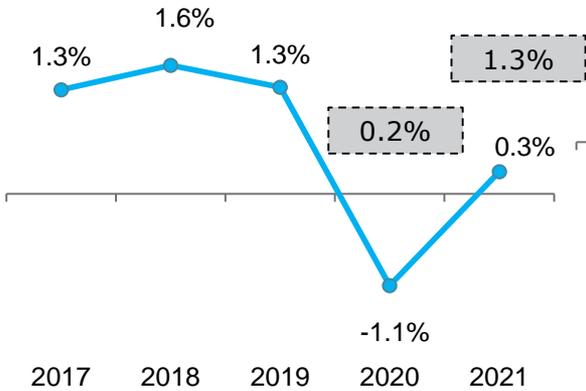
AED Million



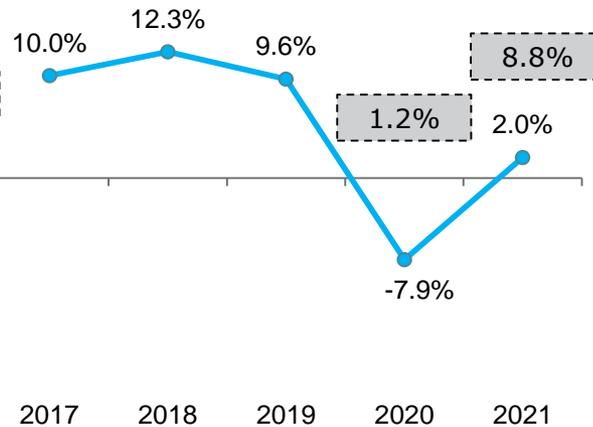
 *Excluding Few Exceptional Exposures

KEY PERFORMANCE INDICATORS AT A GLANCE

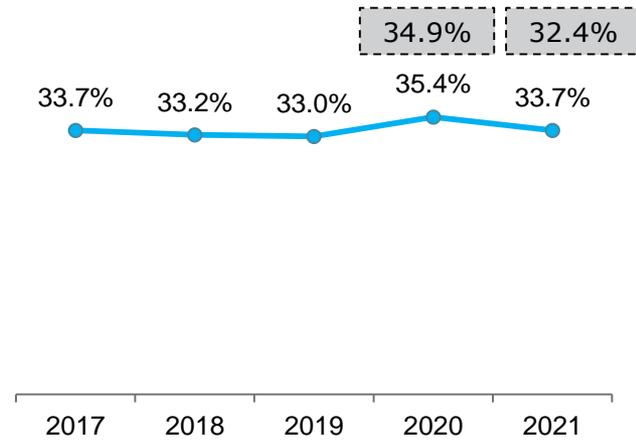
ROAA



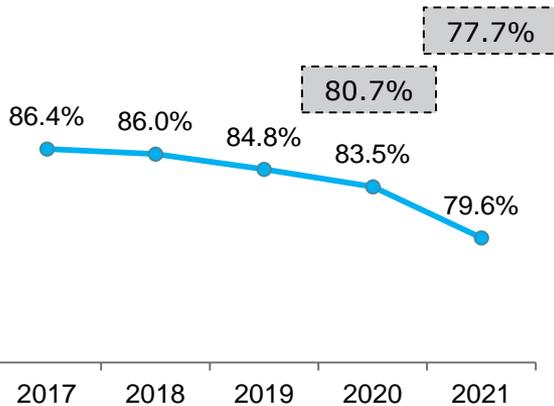
ROAE



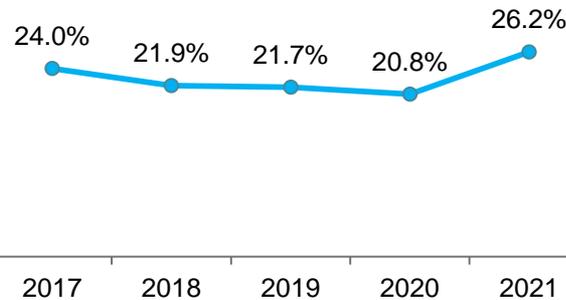
Cost to Income Ratio



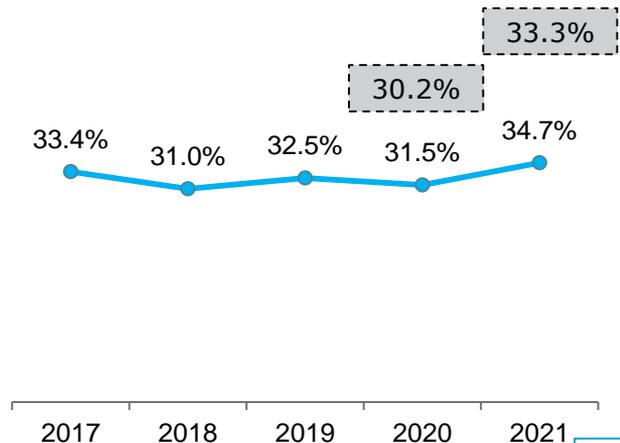
Pure AD



Liquid Asset Ratio



Non-Interest Income to Total Income

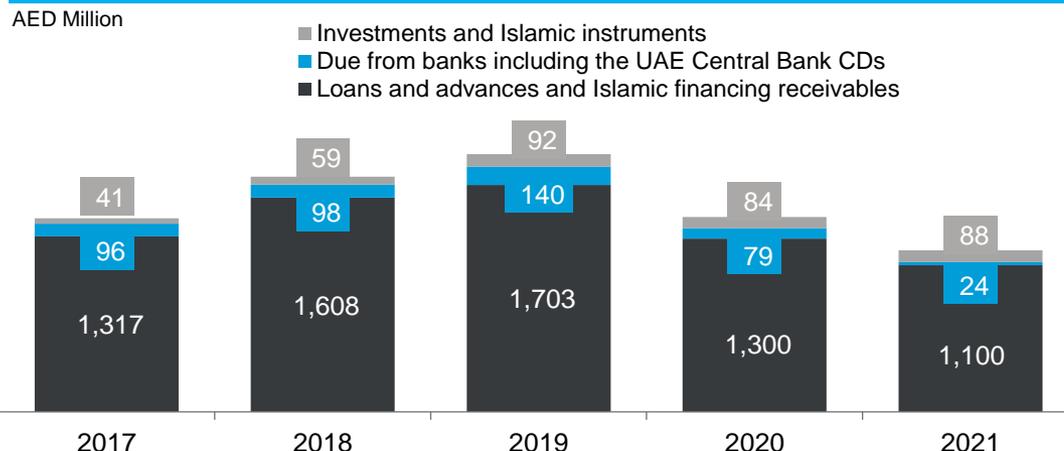


*Excluding Few Exceptional Exposures

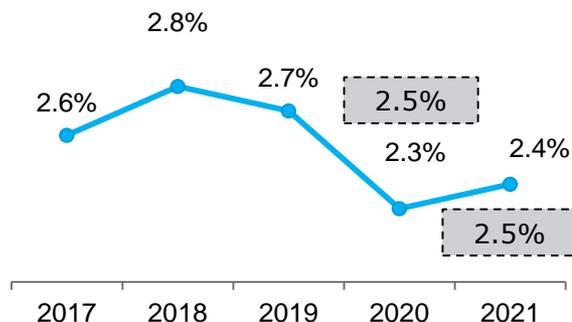
Key Highlights

- Operating profit saw an increase of 6.8% to AED 956Mn in 2021 as compared to 2020.
- The impact of COVID-19 on economic activities and reduced interest rates have impacted the banking sector performance.
- NBF cost to income ratio improved to 33.7% as compared to 2020 of 35.4%, in accordance with the industry average.
- Net interest margin improved to 2.4% in 2021 demonstrating NBF's effective ALM strategies despite significant drop in market interest rates.
- Banks including NBF have secured additional impairment provisions in 2021 in view of potential impact on asset quality stemming from COVID-19.

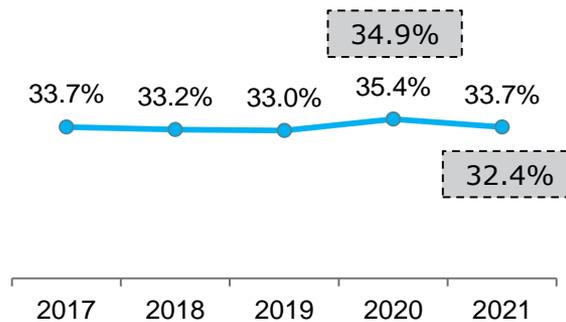
Total Interest Income Composition



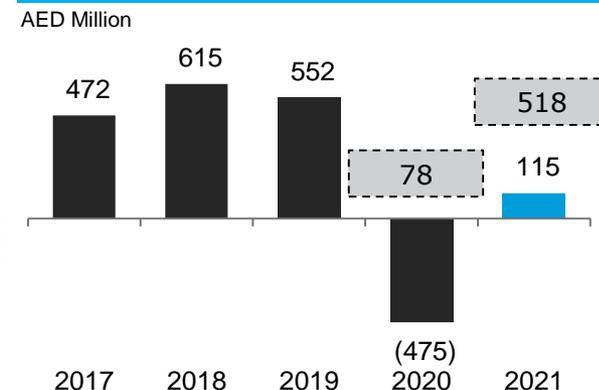
Net Interest Margin



Cost to Income Ratio



Net Profit

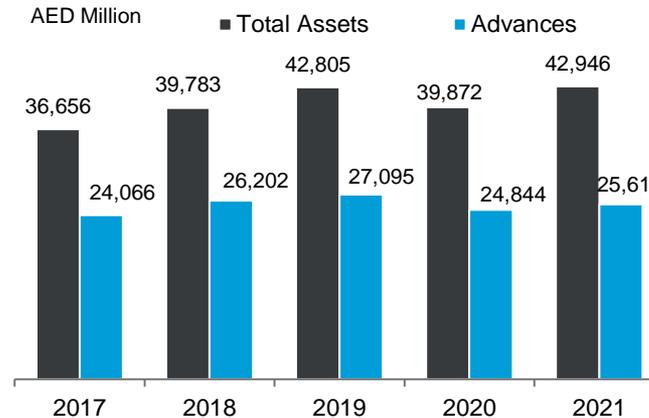


*Excluding Few Exceptional Exposures

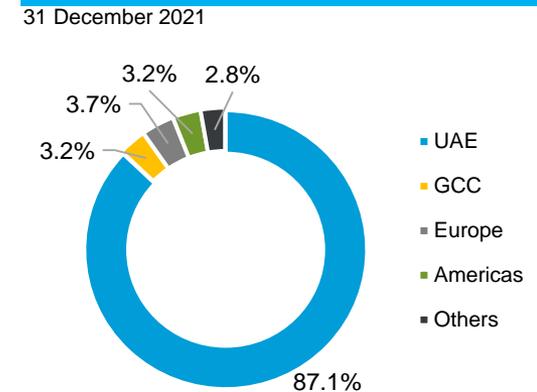
Key Highlights

- Total assets increased by 7.7% from year end 2020 reflecting the bank's deliberate strategy to optimize asset and liquidity management.
- The majority of the Bank's assets are loans and advances and Islamic financing receivables (60%), followed by cash and balances with the UAE Central Bank at second place (19%) and investments and Islamic instruments at (10%) .
- The Bank enhanced its focus on a well diversified quality investment portfolio.
- NBF maintains a portfolio of short-term HQLA issued by the UAE Central Bank along with cash reserves and other investment grade marketable securities.

Assets and Advances

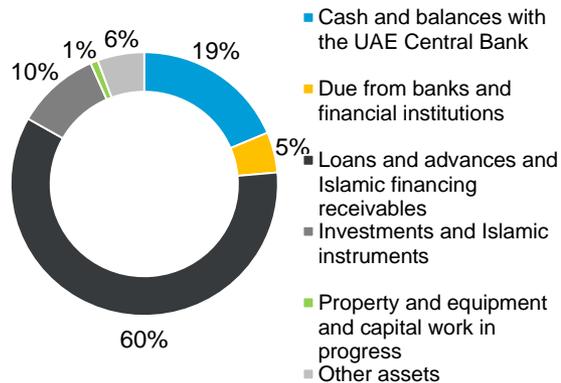


Breakdown of Assets by Geographical Distribution



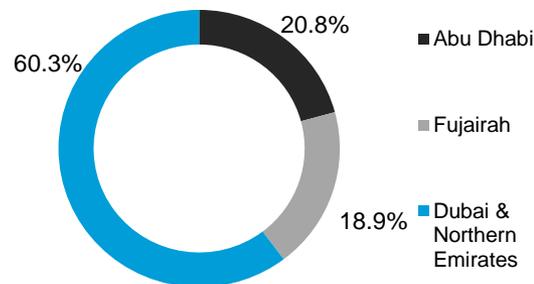
Breakdown of Assets by Type

31 December 2021



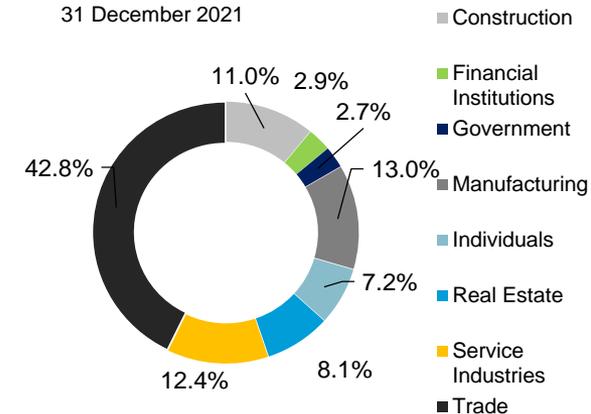
Breakdown of Advances by Emirates

31 December 2021



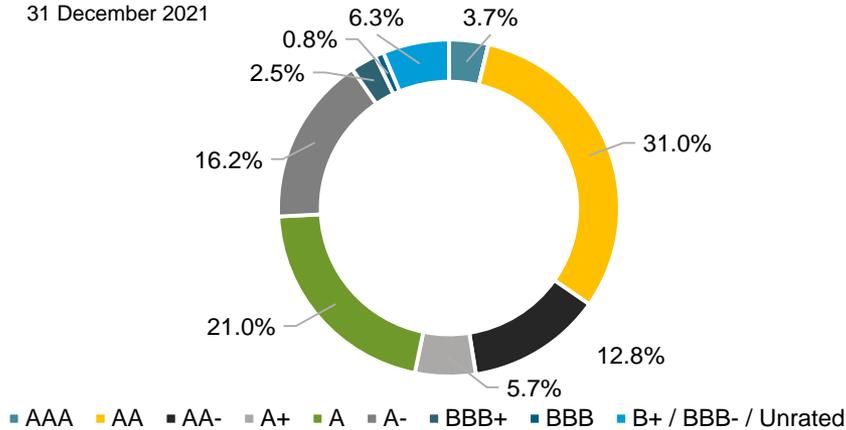
Breakdown of Advances by Sector

31 December 2021



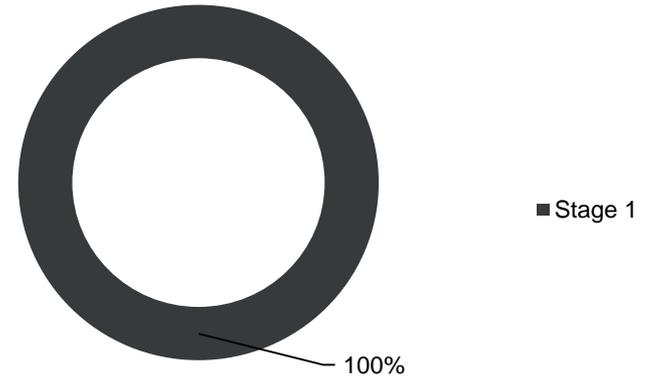
Investments and Islamic Instruments by Ratings*

31 December 2021



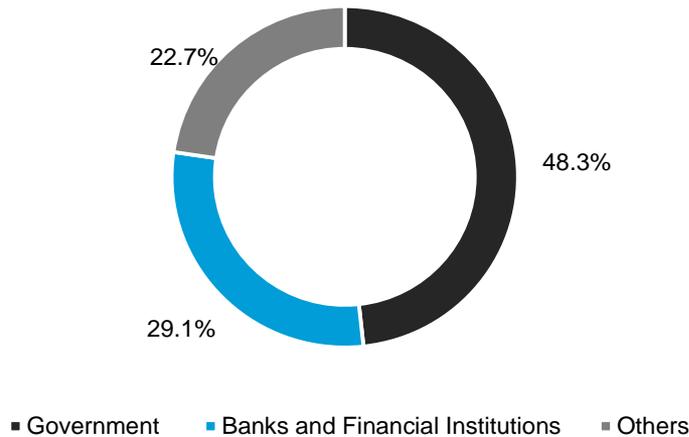
Breakdown of Investments and Islamic Instruments by Stage

31 December 2021



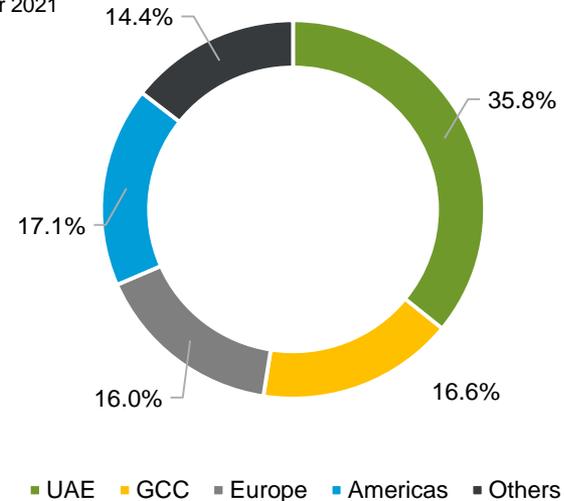
Investments and Islamic Instruments by Type

31 December 2021



Investments and Islamic Instruments by Geography

31 December 2021



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

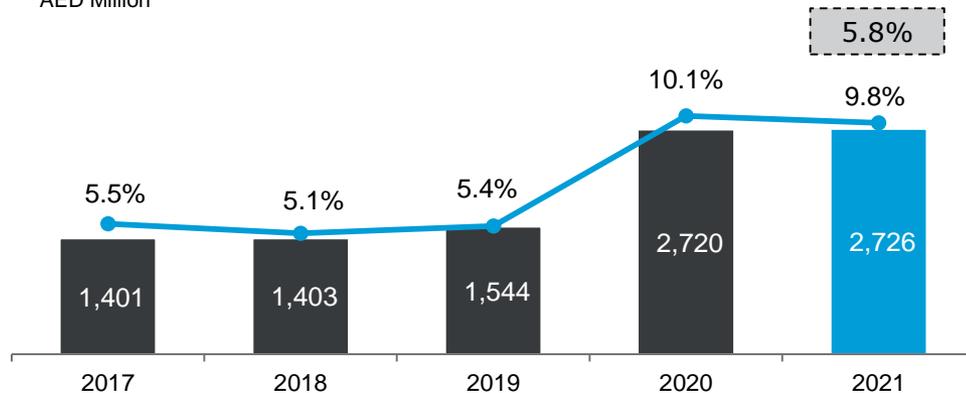
Key Highlights

Given the current downturn, COVID-19 pandemic and few exceptional exposures, the pressure on asset quality is reflected in NBF's NPL ratio. NBF has further strengthened its credit underwriting standards and aligned its risk appetite to the current operating environment.

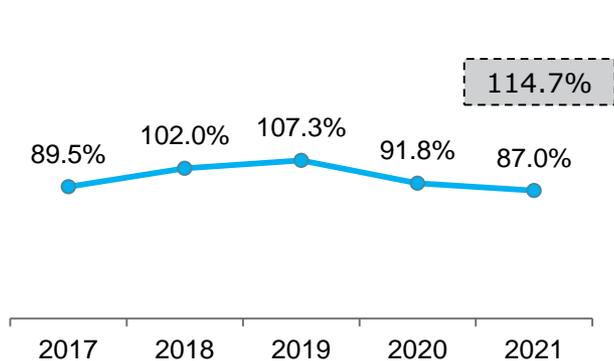
- Provisions coverage ratio has reduced from 91.8% at year end 2020 to 87.0% at 2021 in view of the ongoing changes to problem accounts and write-off of exposures. Provision coverage ratio net of collateral is 109.1% in 2021 compared to 115.6% in year end 2020.
- Aggregate Stage 2 and Stage 3 Loans and Advances (including Acceptances) improved to 15.9% as of 2021 compared to 21.9% as of year end 2020.
- The bank has taken the opportunity to build further provisions towards few exceptional group exposures in 2021.

Non-Performing Loans & NPL Ratio

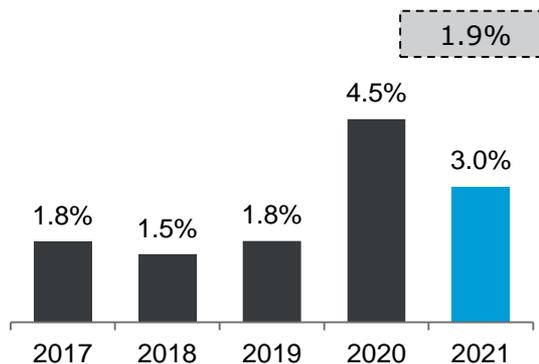
AED Million



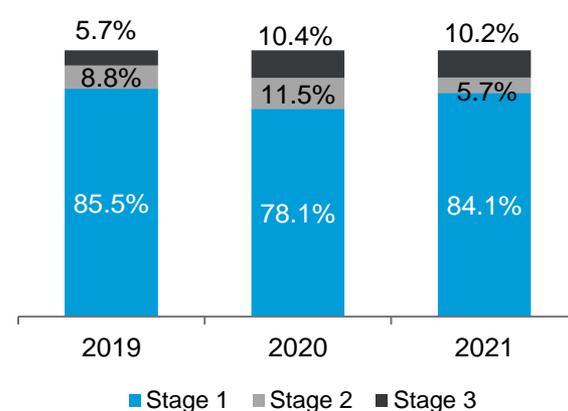
Coverage ratio



Cost of Risk



Breakdown of Loans & Advances by Stage**



** Loans & Advances includes Acceptances

*Excluding Few Exceptional Exposures

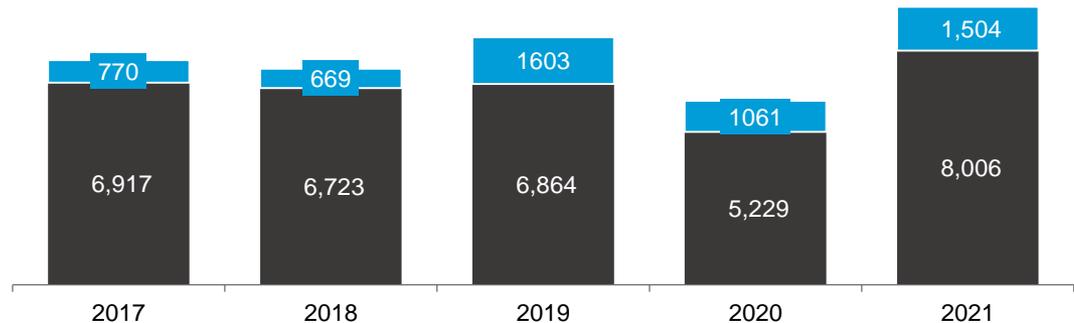
Key Highlights

- NBF continues to maintain robust liquidity levels and maintains prudent and high quality of liquidity commensurate to its liquidity risk profile evident by its 76.5% Lending to Stable Resources ratio.
- Eligible Liquid Assets ratio stood at 26.2% as of 2021.
- NBF is fully compliant with guidelines set by the UAE Central of Bank and the Bank complies with Basel III regulations.
- NBF's NSFR stood at 114% and LCR stood at 337% as of 2021.

Liquid Assets

AED Million

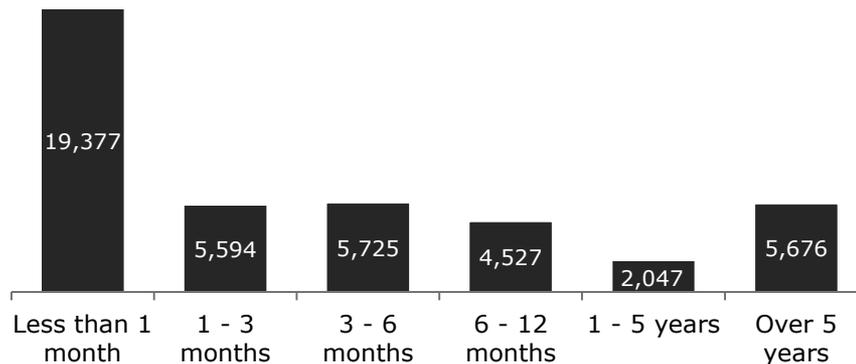
■ Cash and balances with the UAE Central Bank ■ Due from banks and financial institutions*



*Placements and current accounts/term deposits

Funding Maturity Profile

31 December 2021, AED Million

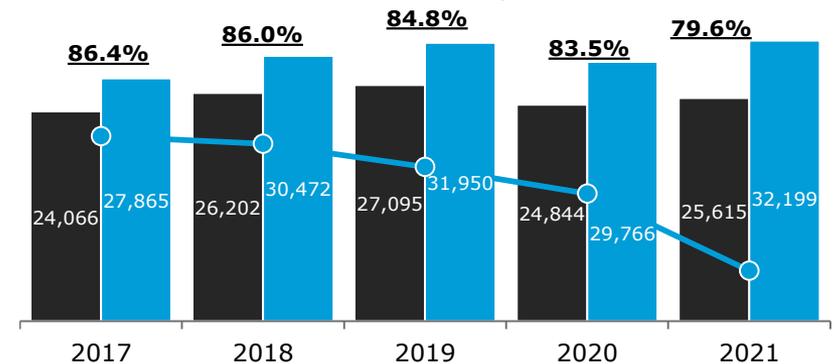


*CASA Balances have been prudently classified in the Less than 1 month bucket that have remained behaviorally stable

Net Loan to Deposit Ratio (%)

AED Million

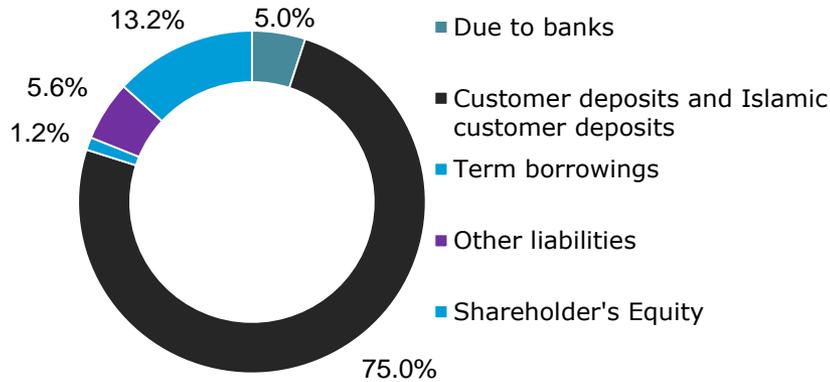
■ Net Loans ■ Deposits ● LD %



FUNDING PROFILE

Funding Mix

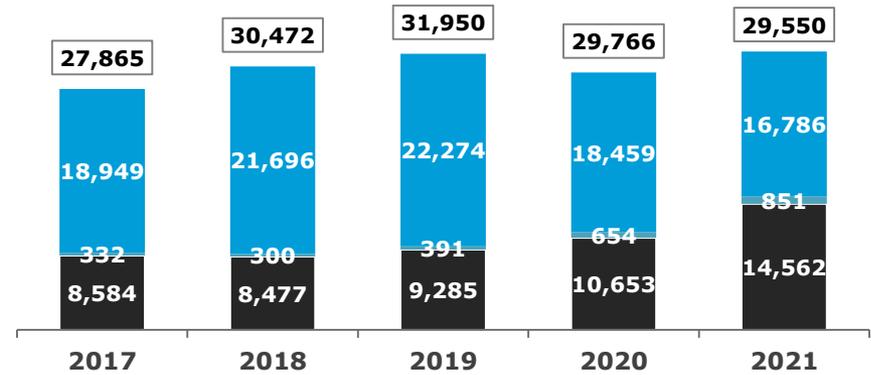
31 December 2021



Customer Deposits

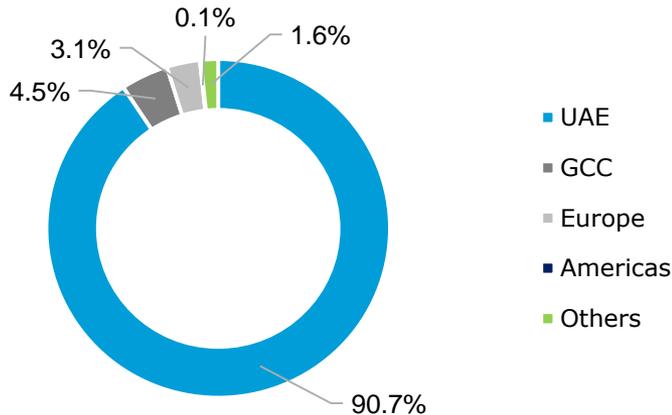
AED Million

■ Demand and margin ■ Savings ■ Fixed term and notice Total



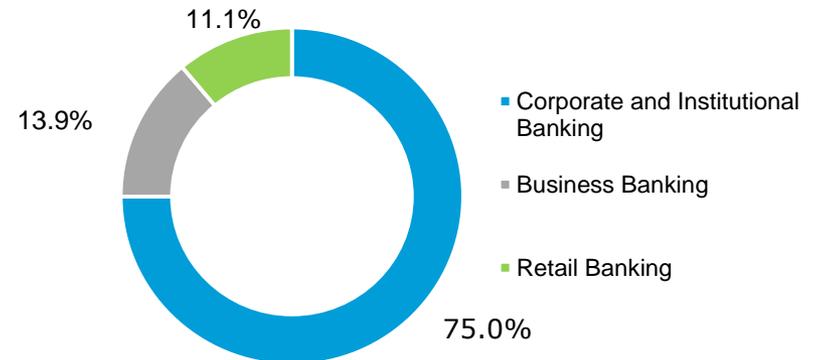
Customer Deposits by Geographical Distribution

31 December 2021



Customer Deposits by Segment

31 December 2021

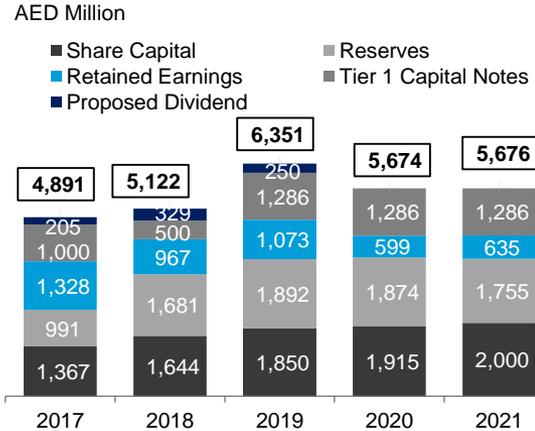


STRONG CAPITALISATION

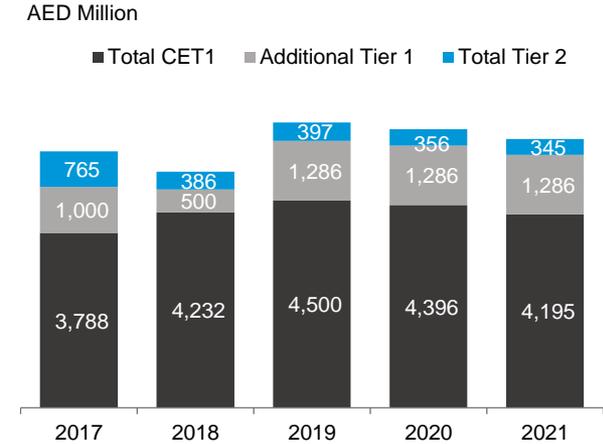
Key Highlights

- NBF is well capitalized with a Capital Adequacy Ratio and Total Tier 1 Ratio of 19.1% and 18.0% respectively, as at 31 December 2021, well above the minimum regulatory requirements.
- NBF increased its paid-up capital to AED 2 billion by issuing bonus shares to comply with the UAE Central Bank's new minimum capital requirement.
- The Bank's risk weighted assets (RWA) have decreased to AED 30.5bn as at 31 December 2021 from AED 31.5bn as at 31 December 2020.
- NBF's capital structure strengthened on the back of successful issuance of Basel III compliant Additional Tier 1 ("AT1") capital of USD 350 million and early buy back of existing AT1 capital notes of AED 500 million in Q4 2019.

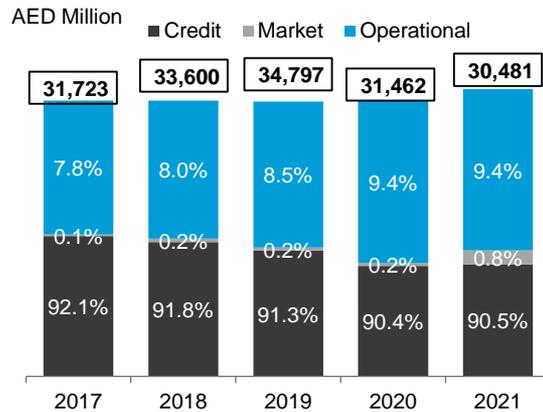
Equity Breakdown



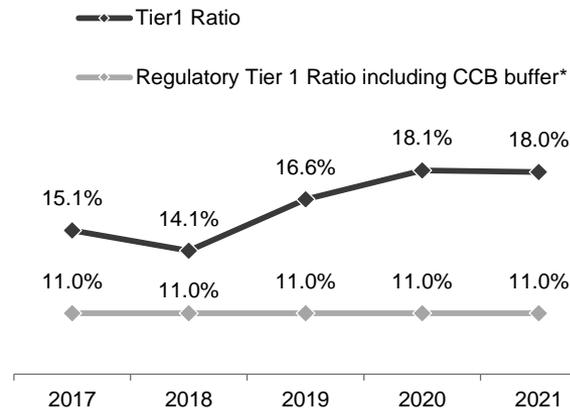
Capital Base



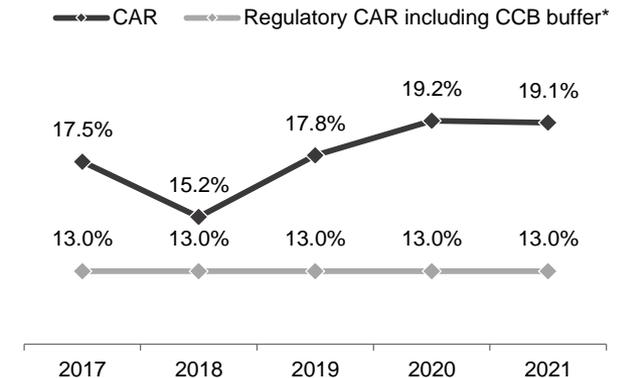
Risk Weighted Assets*



Tier 1 Ratio(%)



Capital Adequacy (%)



* 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%

Key Metrics		2020	2021	2021*	Highlights
Profit	Return on Average Equity	-7.9%	2.0%	8.8%	Whilst the unprecedented impact on the world economy from COVID 19 continues, there are signs of growing stability on the back of significant vaccination programs, particularly in the UAE. Economic activities are expected to return to pre-COVID levels gradually.
	NIM	2.3%	2.4%	2.5%	
	Cost to income	35.4%	33.7%	32.4%	
Assets	Asset growth	-6.9%	7.7%	7.0%	NBF has demonstrated its resilience and ability to navigate through volatility and uncertainty. 2021 results show the recovery trend after outbreak of Pandemic in Q1 2020. Our balance sheet remained robust, our liquidity is strong and our capital adequacy is at a recent high; enabling us to proactively deal with these exceptional times. Our prudent provisioning policy in 2020 helped us achieved a rapid recovery in 2021 and provided us solid platform for quality growth as the operating environment improves.
	Loan growth	-8.3%	3.1%	0.7%	
Capital	CET 1	14.0%	13.8%	16.1%	
	Tier 1	18.1%	18.0%	20.6%	
	CAR	19.2%	19.1%	21.7%	
Liquidity	Loan to Deposit Ratio	83.5%	79.6%	77.7%	
Credit Quality	NPL	10.1%	9.8%	5.8%	
	Provisions Coverage Ratio	91.8%	87.0%	114.7%	

*Excluding Few Exceptional Exposures

02

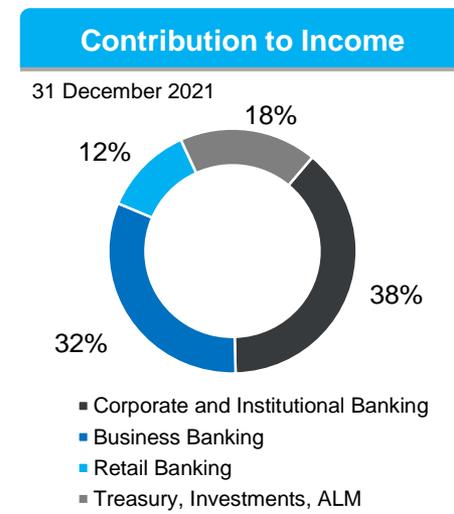
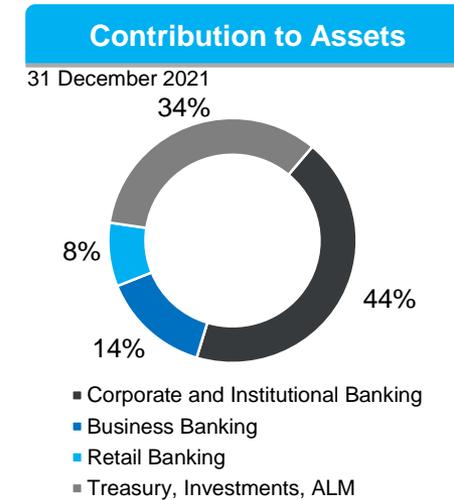
**BUSINESS
OVERVIEW**



OVERVIEW OF BUSINESS SEGMENTS

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

Corporate and Institutional Banking	<ul style="list-style-type: none"> NBF's largest segment in terms of assets, liabilities and profit. Services include deposit facilities, credit/trade finance and ancillary services to large corporates, mid-tier corporates clients and Financial Institutions. Enhanced focus on capital efficient products, in particular treasury products.
Business Banking	<ul style="list-style-type: none"> In 2021, the business segmentation has been reviewed expanding the scope of business banking to serve clients with a turnover between AED 10 million to AED 400 million from previously upto 250 million. Services include working capital facilities, collateral-free business term loans, overdraft facilities, project financing and parameterized lending.
Retail Banking	<ul style="list-style-type: none"> Personal and mortgage loans, credit cards and advisory and depositing services. Retail SMEs upto AED 10 million turnover.
Treasury, Investments, ALM and Other	<ul style="list-style-type: none"> Centralizes the Group's liquidity and supports the growth of the other business segments. Offers structuring & execution of bespoke cross asset market risk solutions for NBF clients. Offers market risk solutions for NBF's clients with exposure to commodities.
Islamic Banking	<ul style="list-style-type: none"> NBF Islamic, an Islamic Banking Window established in 2014 to offer Shari'a-compliant banking services. Shari'a compliant products offered to customers including Murabaha, Mudaraba and Wakala deposits as well as Shari'a-compliant financing and cash management products. Islamic Banking Treasury Products: NBF treasury has products such as profit rate swaps and Wa'ad (FX & Commodities) and capability to provide all treasury solutions in Shari'a compliant manner.



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

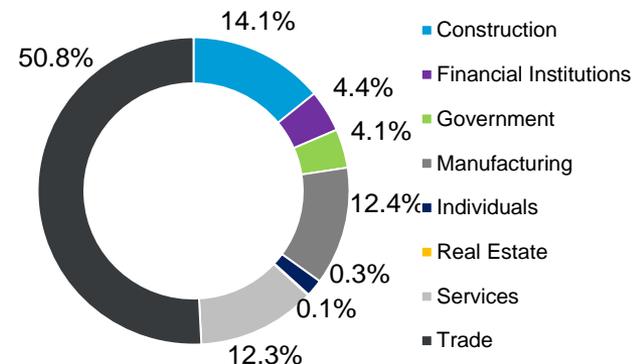
Source: NBF's Financial Statements

Overview

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

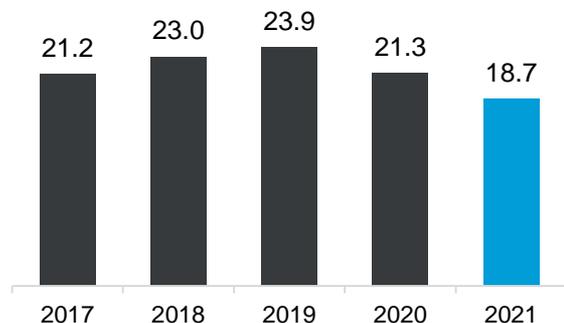
Gross Loans – Sector Breakdown

31 December 2021



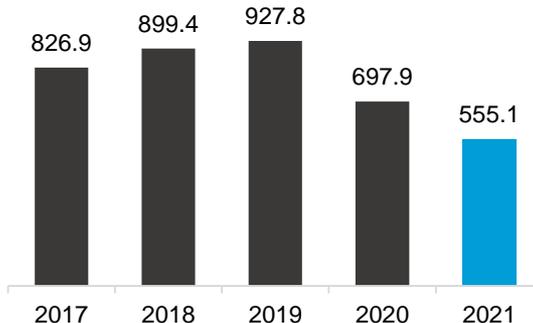
Segment Assets

AED Billion

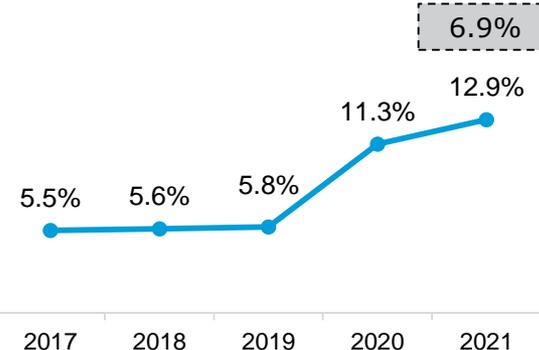


Total Operating Income

AED Million



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.

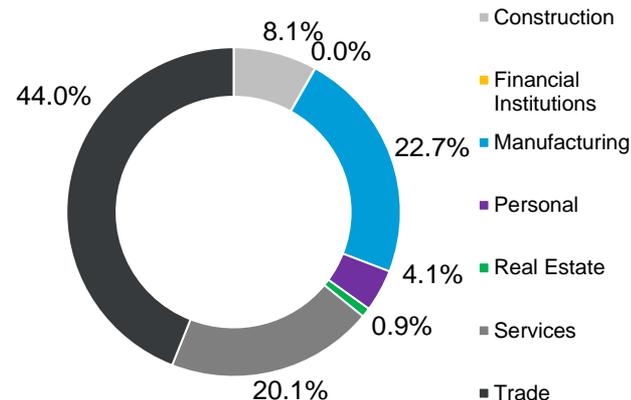
*Excluding Few Exceptional Exposures

Overview

- The Business Banking structure comprises of
 - Business Banking
 - SMEs
 - Services & Manufacturing
 - Trading and Diversified
 - Equipment Finance
 - NBF Elham
- Business Banking manages clients with a turnover between AED 10 million to AED 400 million.
- The SME segment within Business Banking manages clients with a turnover up to AED 10-50 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

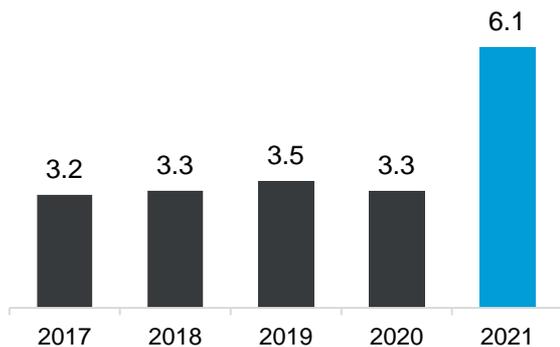
Gross Loans – Sector Breakdown

31 December 2021



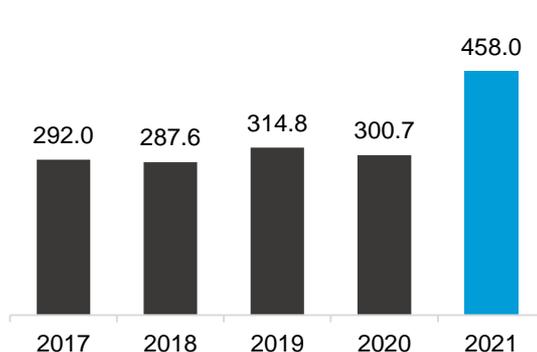
Segment Assets

AED Billion

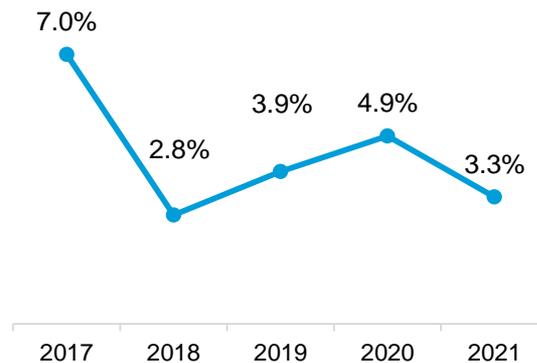


Total Operating Income

AED Million



NPL Ratio



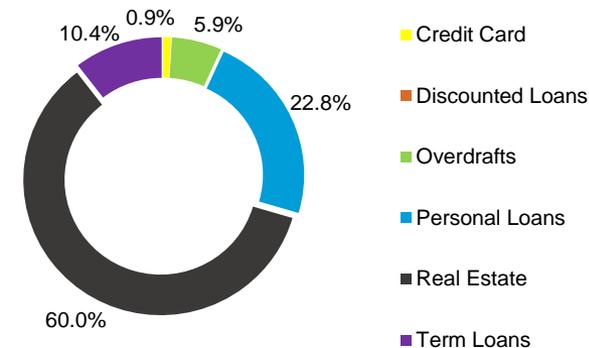
*Increase in assets in 2021 is on account of realignment of segments where Business Banking now serves customers up to 400m turnover compared to 250m previously. Accordingly, Corporate Banking serve customers exceeding turnover of 400m and the comparatives for 2020 have been aligned.

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 Customers
 - Preferred Customers
 - Personal
 - Basic
 - Retail SME
 - NBF continues its focus on growing its Retail Banking segment through an enhanced focus on sales, an expanded branch network and investments in digitalization.
- 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

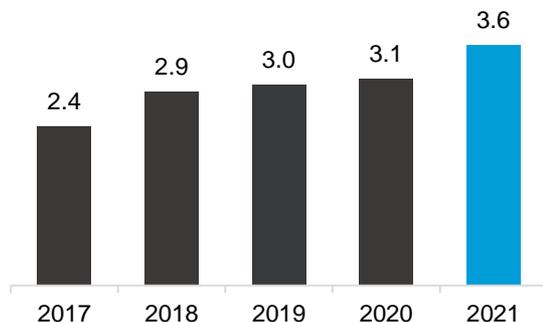
Gross Loans – Product Mix

31 December 2021



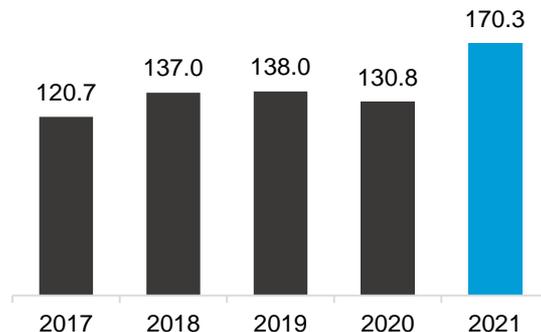
Segment Assets

AED Billion



Total Operating Income

AED Million



NPL Ratio

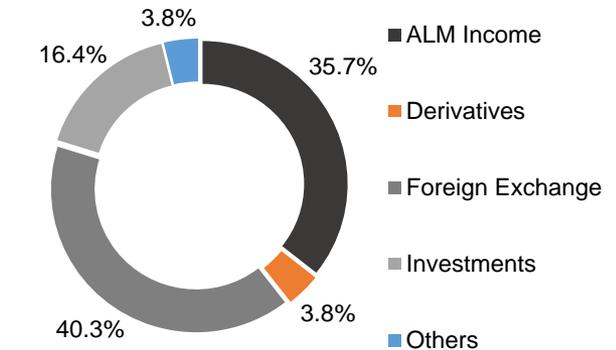


Overview

- 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

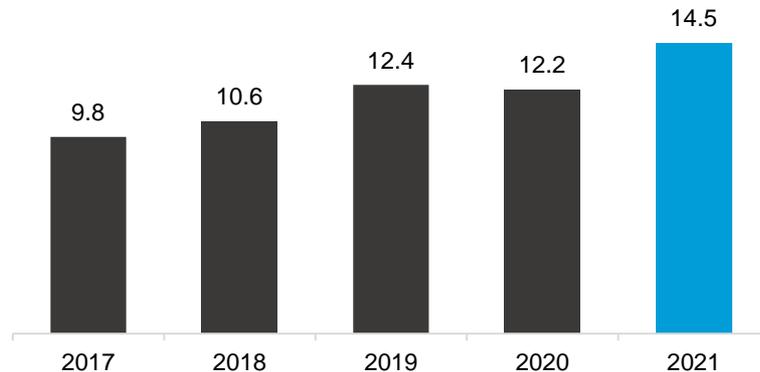
Operating Income Mix

31 December 2021



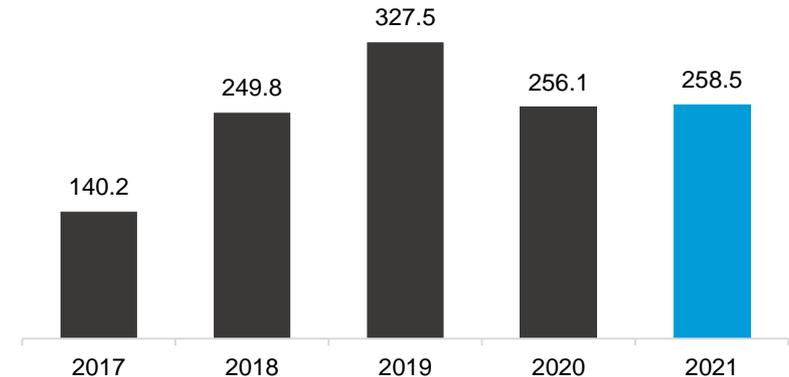
Segment Assets

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)

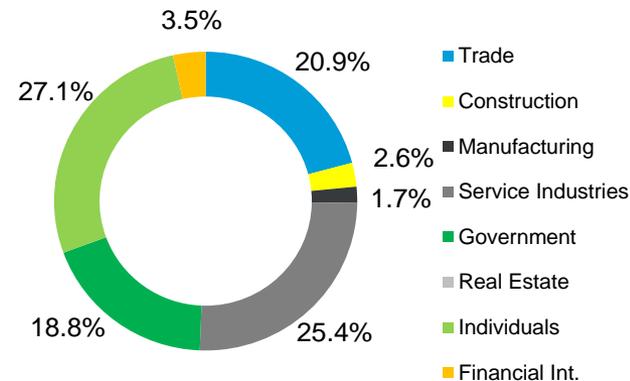
Transaction Banking

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

Islamic Gold Facilities

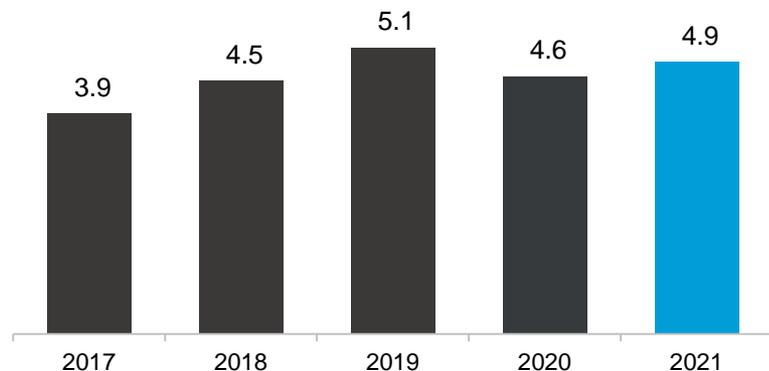
Gross Loans – Sector Breakdown

3 December 2021



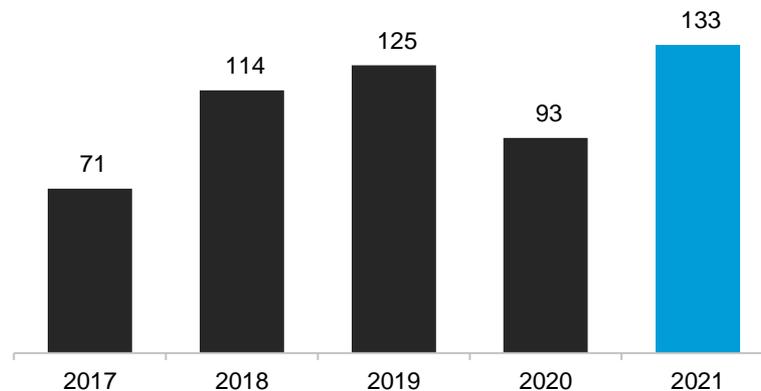
Segment Assets

AED Billion



Total Operating Income

AED Million



THANK YOU

© 2021 National Bank of Fujairah. All rights reserved.
The content herein has been prepared by National Bank of Fujairah PJSC (NBF).
This is for your reading and reference only, it is prohibited without pre-approval of
NBF to copy, share, or reproduce the content herein in any form.



03

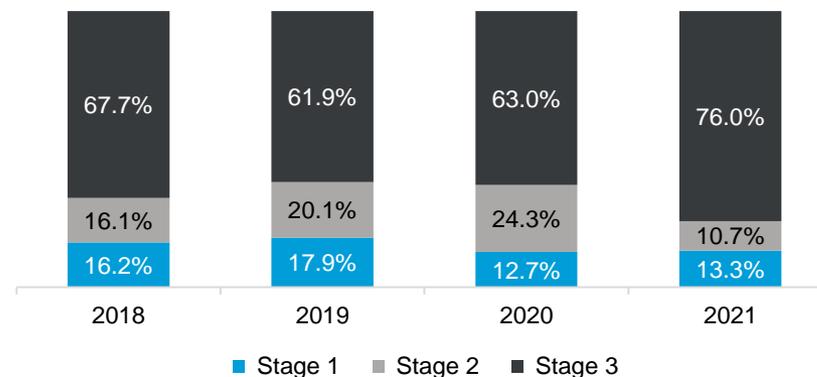
APPENDIX



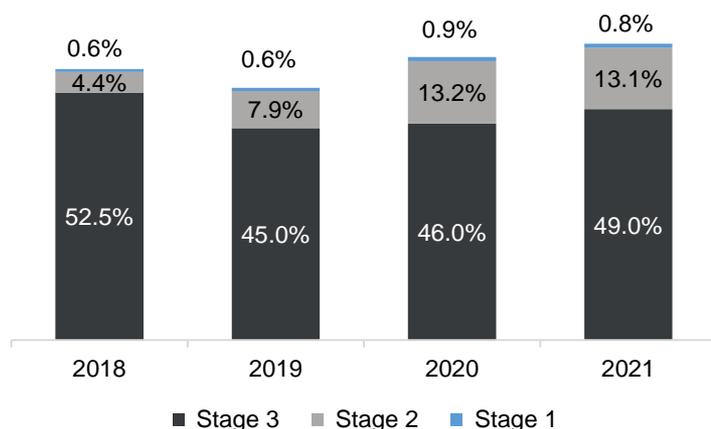
Overview

- 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

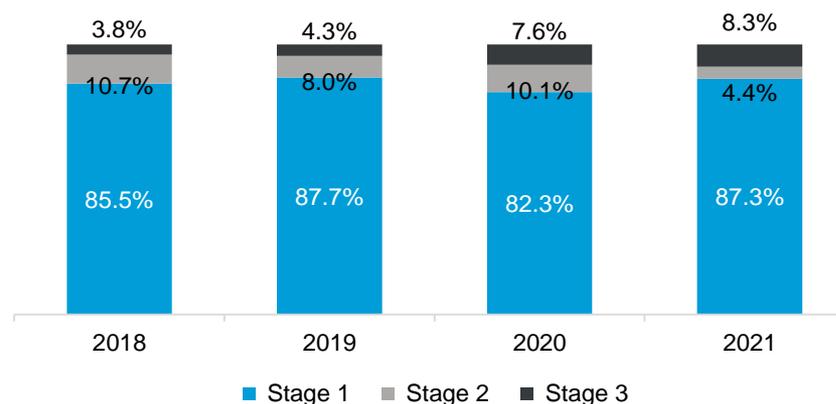
ECL Mix



ECL Rate



Exposure Mix



* Exposure includes Loans and Advances, Acceptances, Unfunded, Due From Banks and Investments