



بنك الإمارات الوطني
National Bank of



Investor Presentation

For the Period Ended 30 September 2023

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01

OVERVIEW OF NBF



OVERVIEW OF NATIONAL BANK OF FUJAIRAH

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 775 full-time employees from 35 different nationalities, 44% of whom were female as at 30 September 2023.
Operations	<ul style="list-style-type: none"> NBF serves approximately 12K corporate customers and 30K individuals via 14 branches and 54 ATM/CDM units in the UAE.
Business Segments	<ul style="list-style-type: none"> The Bank operates via five main segments, namely (i) Corporate and Institutional Banking (36%), (ii) Business Banking (31%) (iii) Treasury, Investments, Asset and Liability Management ("ALM") (20%), (iv) Retail Banking (6%) and (v) *Islamic Banking (7%).
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

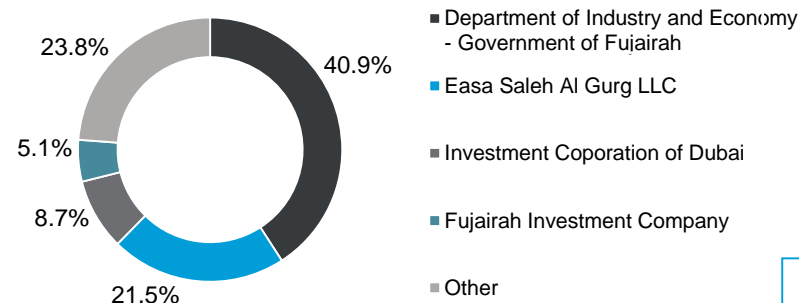
Rating Agency	Date	Long Term Rating	Outlook
Moody's	June 2023	Baa1	Stable
S&P Global	June 2023	BBB+	Stable
Capital Intelligence	August 2023	A-	Stable

Financial Highlights

AED Mn	FY2020	FY2021	FY2022	Q3 2023
Total Assets	39,872	42,946	47,624	49,974
Loans & Advances	24,844	25,620	26,915	27,727
Customer Deposits	29,766	32,199	35,736	37,218
Total Equity	5,672	5,676	5,850	6,322
NPL Ratio	10.1%	9.8%	6.9%	5.4%
Provisions Coverage Ratio	91.8%	87.0%	110.0%	129.2%
Loan to Deposit Ratio	83.5%	79.6%	75.3%	74.5%
Net Interest Margin	2.3%	2.4%	2.7%	3.3%
Operating Income	1,386	1,442	1,815	1,686
Net Profit	-475	115	340	513
Tier 1 Ratio	18.1%	18.0%	17.4%	17.7%
Capital Adequacy	19.2%	19.1%	18.6%	18.9%

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 issued share capital through Investment Corporation of Dubai.



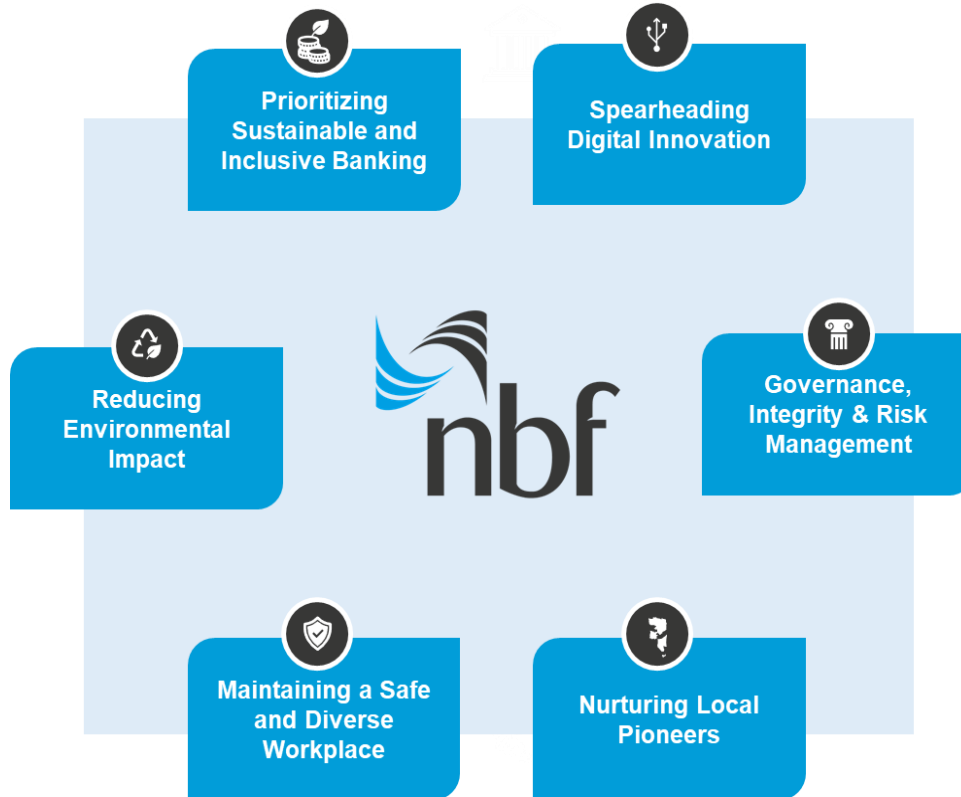
Islamic Banking spread across all business segments with income contribution mix as: Corporate and Institutional Banking 3%, Business Banking 1%, Retail Banking 2% and Treasury, Investment, ALM 1%.

EXTERNAL RECOGNITION & AWARDS



- Most Innovative Trading Platform - MEA Finance Banking Technology 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
- Elite Quality Recognition Award for 2021 & 2022- JP Morgan
- Best Commercial Bank UAE 2022 – MEA Finance Industry Awards 2022
- Best SME Bank UAE 2022 – MEA Finance Industry Awards 2022
- Best Trade Finance Provider 2022 – MEA Finance Industry Awards 2022
- Best Cyber Assurance and Resiliency Capabilities at the Wealth & Investment Summit 2022 organized by MEA Finance
- Best Innovation in Trade Finance – at the MEA Finance's Banking Technology Awards 2022
- Most Innovative Trading Platform – NBFX” – at the MEA Finance's Banking Technology Awards 2022

OUR SUSTAINABILITY PILLARS



*To know more about our sustainability and CSR efforts, please visit nbf.ae to read the consolidated 'NBF ESG Report 2022'.

KEY UPDATES Q3 2023

ESG Update

NBF has launched the 'Living Business' program to partner with its customers on their Sustainability journey.

Integration of ESG parameters into credit assessment under testing and will be rolled out in Q4 2023.

Approval of the Sustainable Finance Framework to facilitate the identification and governance of Sustainable Finance transactions.

Sustainable Finance

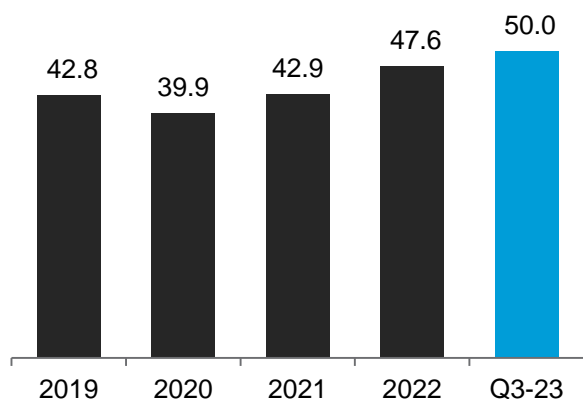
NBF continues its focus on Socially important sectors with sustainable finance of AED 7.38 Billion towards SME Finance, AED 336 Million towards Health sector and AED 651 Million towards Education sector.

NBF has grown its ESG Investments to AED 416 Million.

KEY FINANCIALS AT A GLANCE

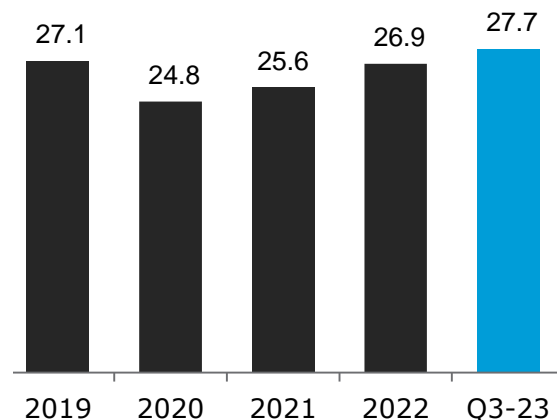
Assets

AED Billion



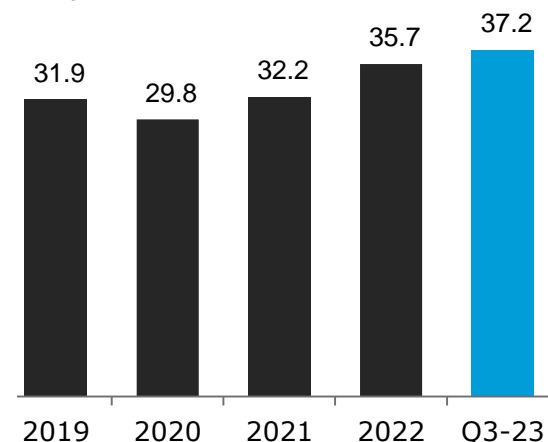
Loans & Advances

AED Billion



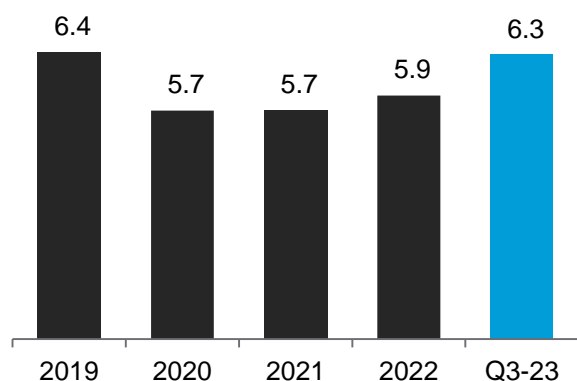
Customer Deposits

AED Billion



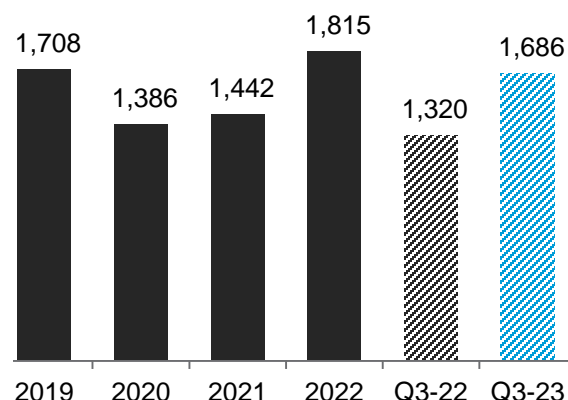
Shareholders' Equity

AED Billion



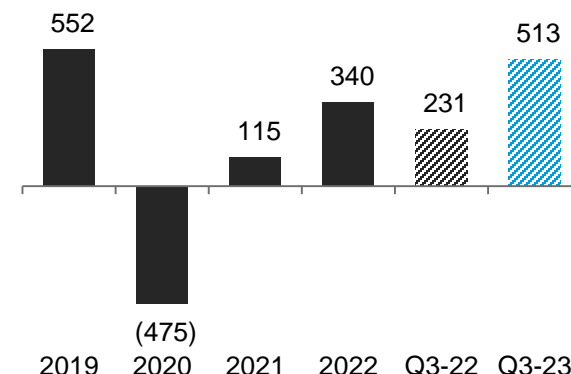
Operating Income

AED Million



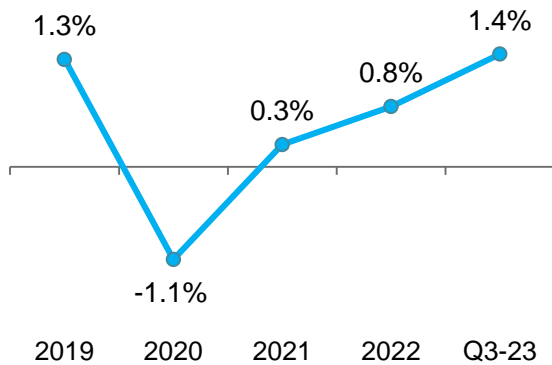
Net Profit

AED Million

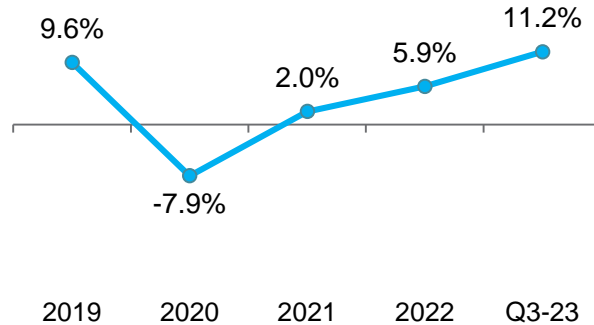


KEY PERFORMANCE INDICATORS AT A GLANCE

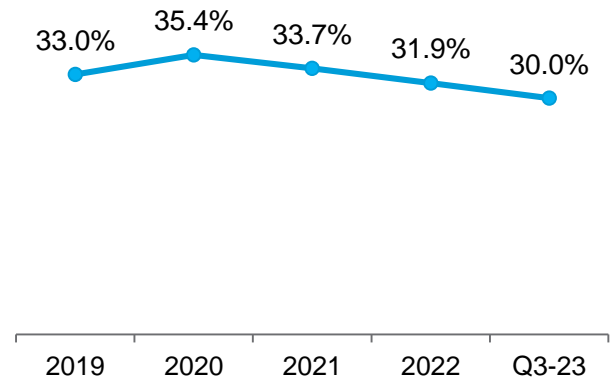
ROAA



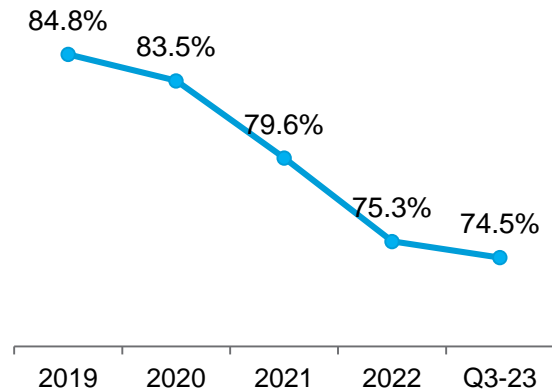
ROAE



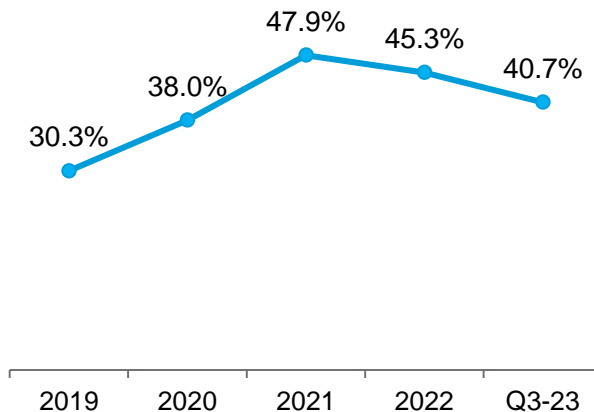
Cost to Income Ratio



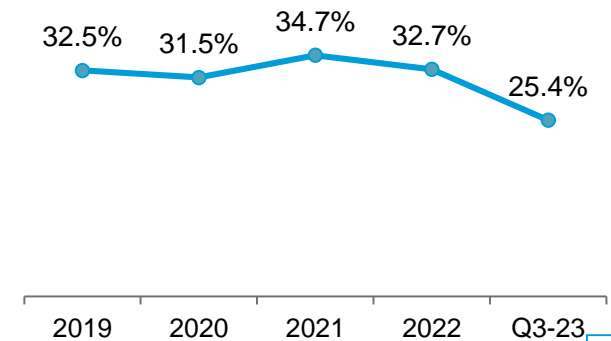
Pure AD



CASA Mix



Non-Interest Income to Total Income



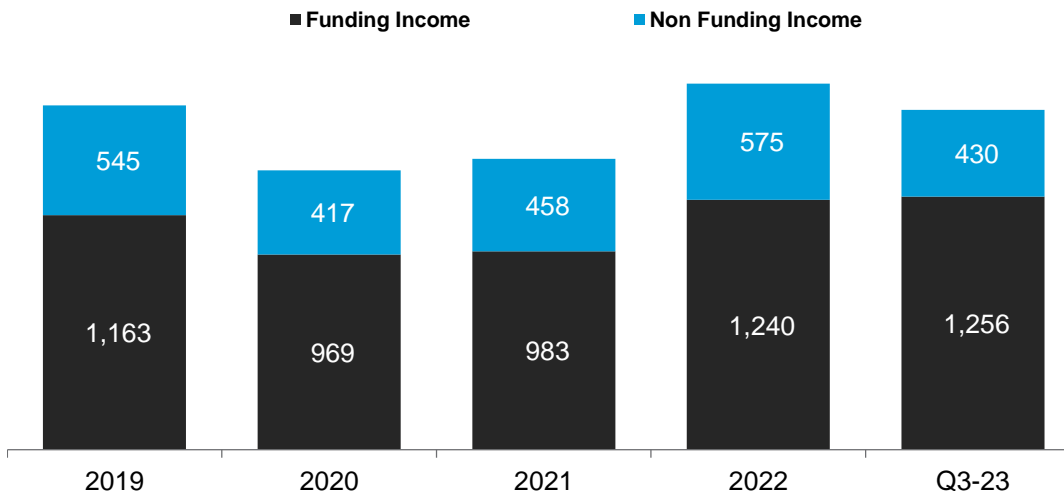
OPERATING PERFORMANCE

Key Highlights

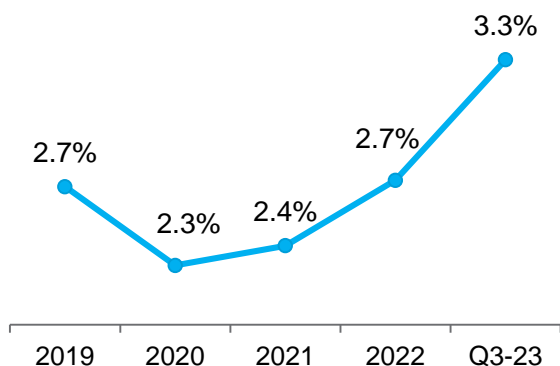
- NBF recorded year-on-year growth of 122.5% to close the nine month period with a net profit of AED 513.2 million compared to AED 230.7 million in the corresponding period. On the back of a robust Q3 2023 performance, NBF posted a net profit of AED 181.0 million in the third quarter of 2023, a rise of 125.8% over the corresponding quarter, which reflects the bank's high level of resilience in its core business, an improvement in impairment provisions and the high interest rate environment.
- NBF's cost to income ratio improved to 30.0% as compared to 2022 of 31.9%, remaining in the mid-industry range reflecting on-going cost discipline.
- Net interest margin improved to 3.3% in Q3 2023 demonstrating NBF's effective ALM strategies in the high interest rates environment.

Operating Income Composition

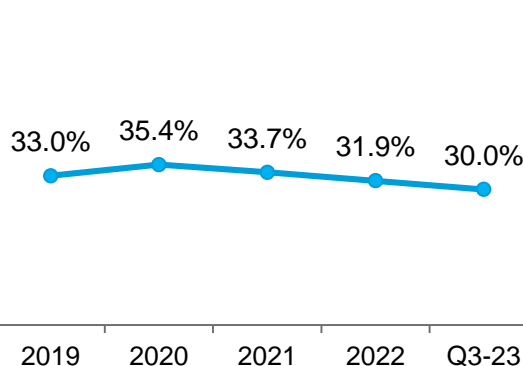
AED Million



Net Interest Margin

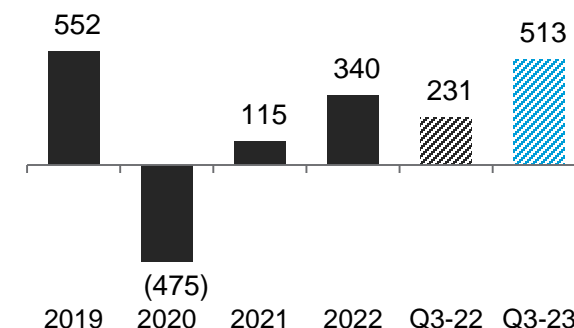


Cost to Income Ratio



Net Profit

AED Million

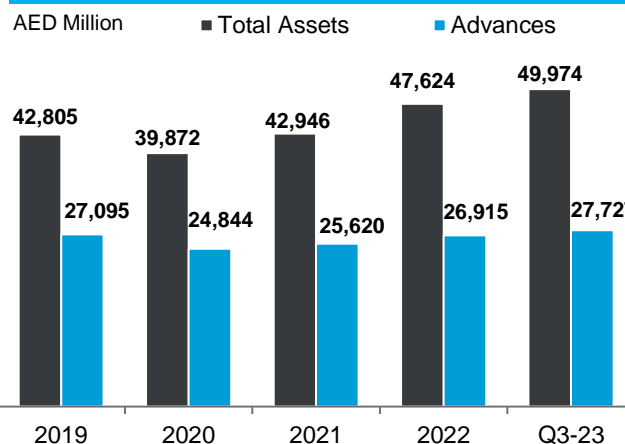


ASSETS COMPOSITION

Key Highlights

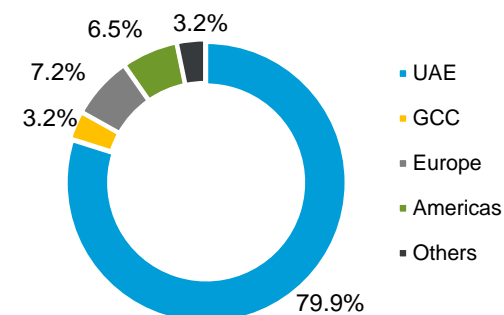
- Total assets increased by 4.9% and stood at AED 50.0 billion compared to AED 47.6 billion at 2022 year-end.
- Total Advances grew by 3.0% from year end 2022.
- The majority of the Bank's assets are loans and advances and Islamic financing receivables (56%), followed by cash and balances with the UAE Central Bank (21%) and Investments and Islamic instruments (15%).
- Despite facing volatile market conditions created by supply chain bottlenecks and the Russia-Ukraine Conflict and the fear of a bank crisis emerging in the US and Europe, the Bank has recorded a commendable performance in comparison with benchmarks, and carefully grew its debt Investments by AED 1,062m.
- NBF maintains a portfolio of high quality liquid assets (HQLA), along with cash reserves and other investment grade marketable securities.

Assets and Advances



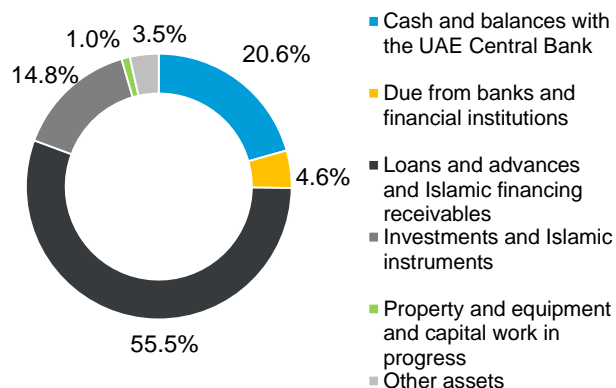
Breakdown of Assets by Geographical Distribution

30 September 2023



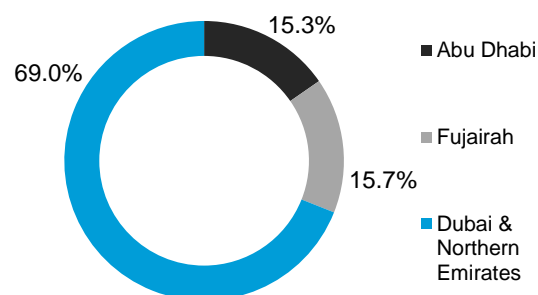
Breakdown of Assets by Type

30 September 2023



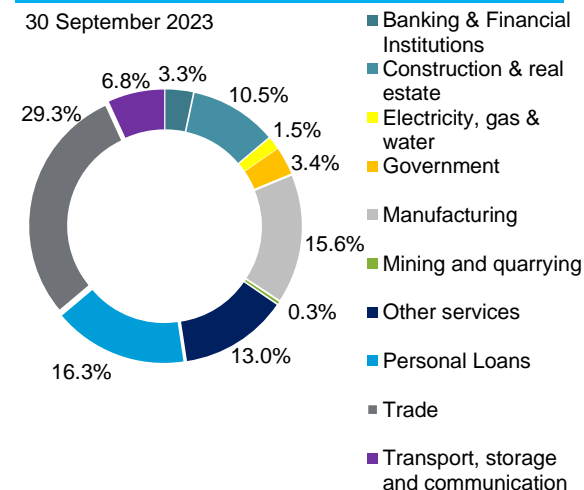
Breakdown of Advances by Emirates

30 September 2023



Breakdown of Advances by Sector

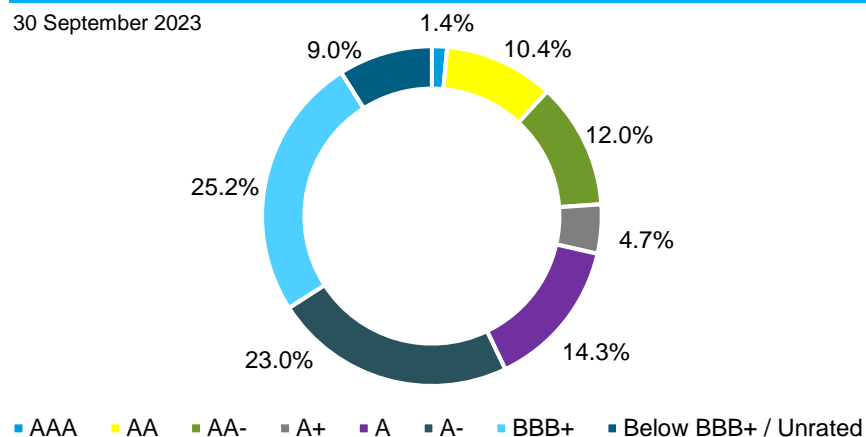
30 September 2023



INVESTMENT AND ISLAMIC INSTRUMENTS

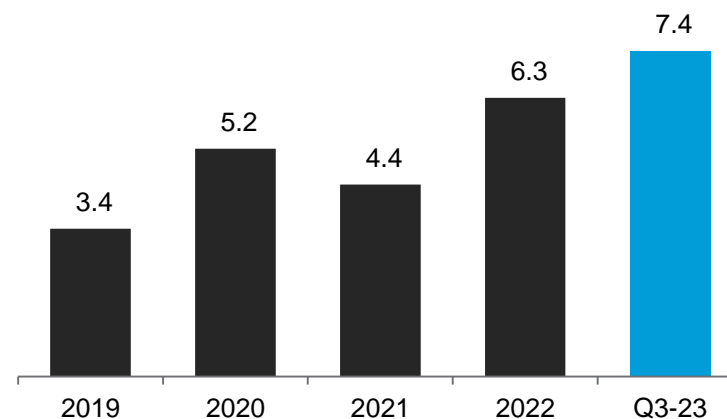
Investments and Islamic Instruments by Ratings*

30 September 2023



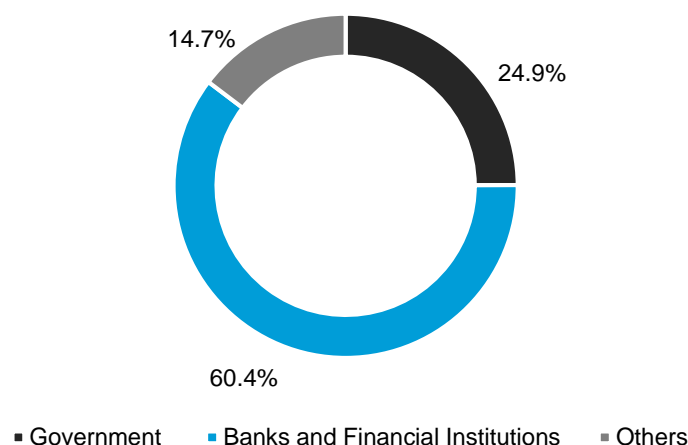
Investments and Islamic Instruments

AED Billion



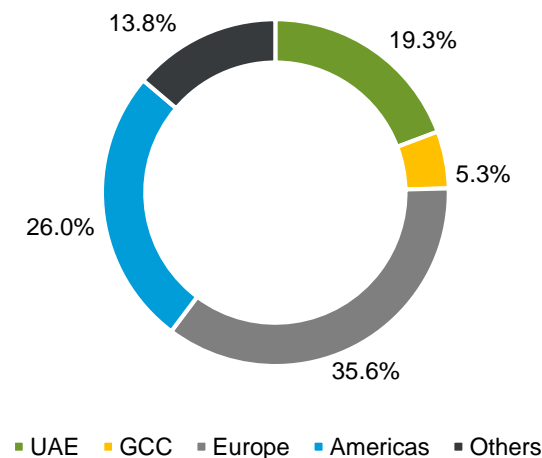
Investments and Islamic Instruments by Type

30 September 2023



Investments and Islamic Instruments by Geography

30 September 2023



*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.

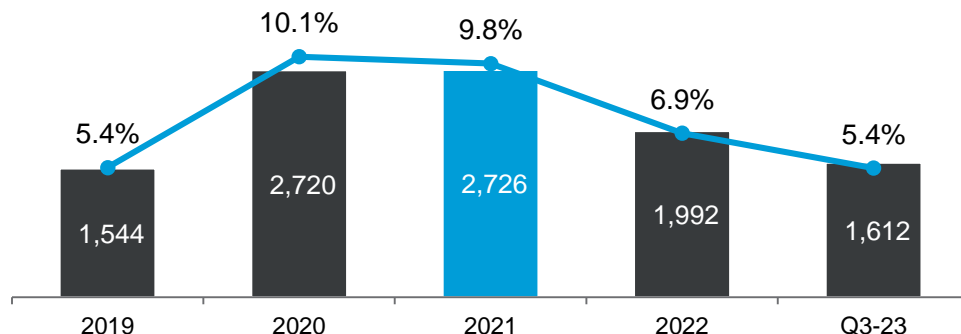
Key Highlights

NBF's asset quality indicators continue to reflect an improving trend. NBF's strengthening of credit underwriting standards and risk appetite to reflect the dynamic operating environment, is having a positive impact on credit quality.

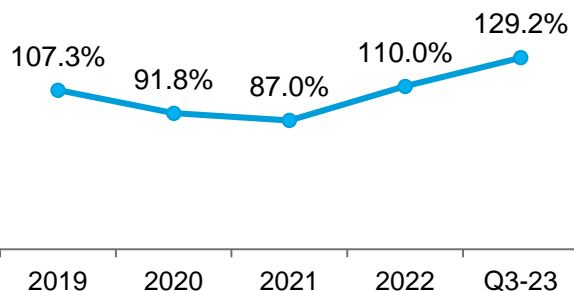
- NPL ratio improved further from 6.9% at year end to 5.4% as the bank successfully progressed the resolution of a few exceptional exposures. Provisions coverage ratio has increased from 110.0% at year end 2022 to 129.2% in Q3 2023 in view of prudent recognition of problem accounts and taking into consideration the new credit risk standards being introduced by the Central Bank of the UAE and the risk of recessionary trends. Provision coverage ratio net of collateral is 176.9% in Q3 2023 compared to 154.6% in 2022.
- Aggregate Stage 2 and Stage 3 Loans and Advances (including Acceptances) has decreased from 15.4% at year end 2022 to 14.3% in Q3 2023.

Non-Performing Loans & NPL Ratio

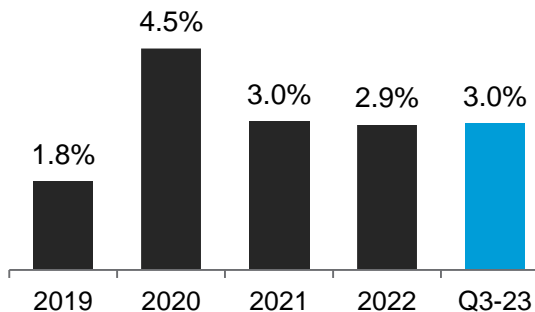
AED Million



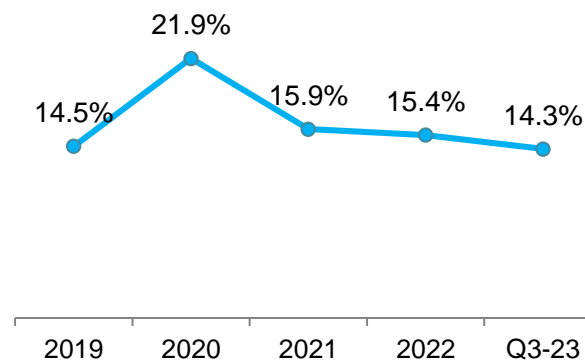
Coverage ratio



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 current levels of 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.

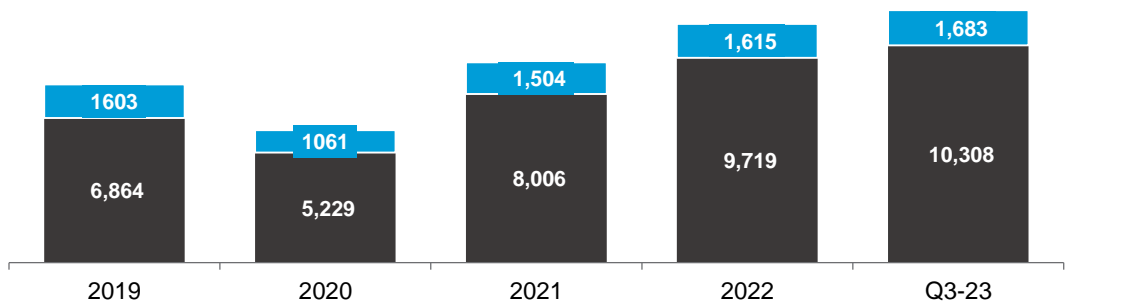
	2021	2022	Q3-23
Pure AD Ratio	79.6%	75.3%	74.5%
Eligible Liquid Asset Ratio	26.2%	24.9%	26.1%
Lending to Stable Resources Ratio	76.5%	72.1%	70.4%

- 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

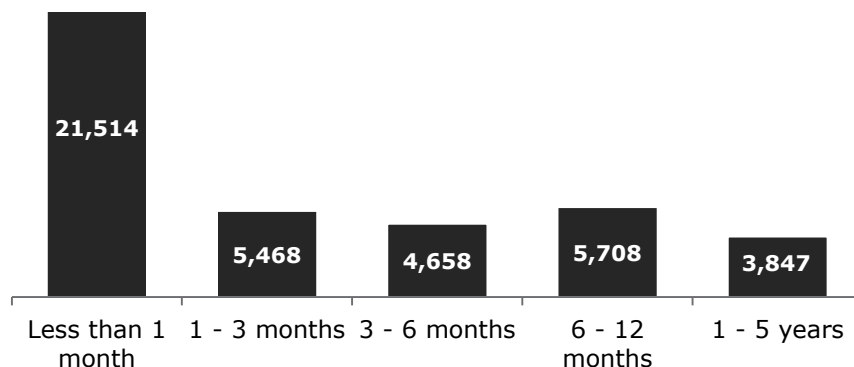
■ Cash and balances with the UAE Central Bank ■ Due from banks and financial institutions*



* Placements and current accounts / term deposits

Contractual Funding Maturity Profile

30 September 2023, AED Million

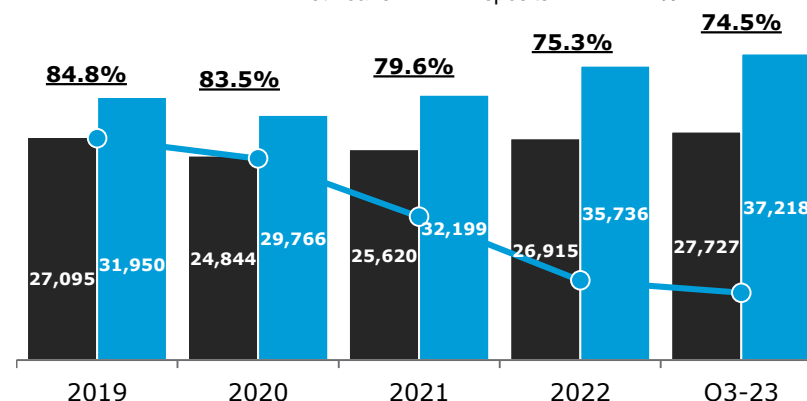


* CASA Balances have been prudently included in the Less than 1 month bucket.
NBF's core behavioral CASA balances at 99% and 95% confidence level are 46.6% and 60.7% respectively.

Net Loan to Deposit Ratio (%)

AED Million

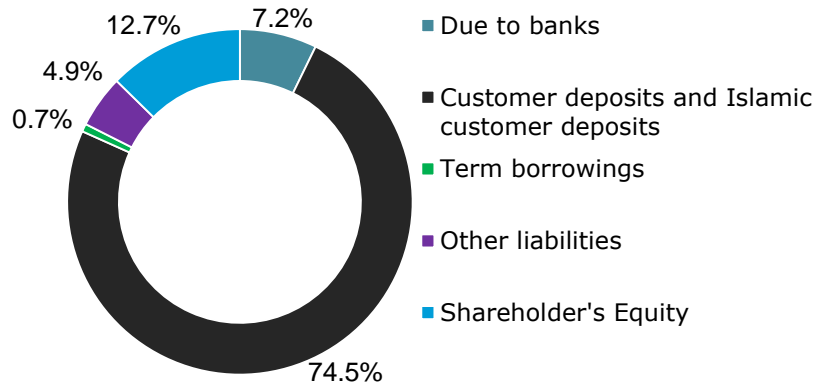
■ Net Loans ■ Deposits — LD %



FUNDING PROFILE

Funding Mix

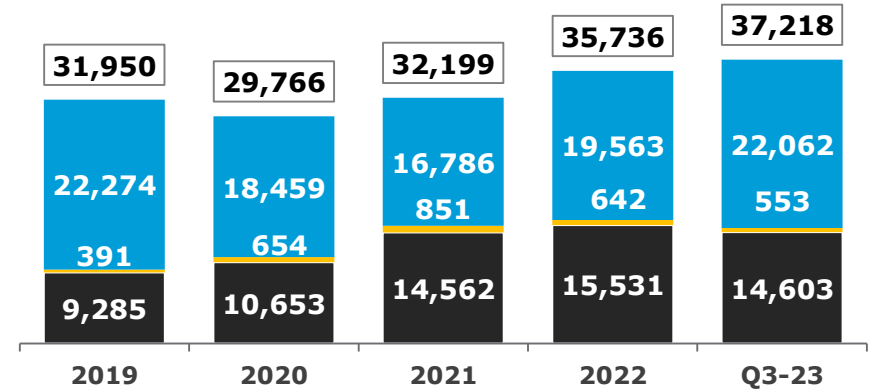
30 September 2023



Customer Deposits

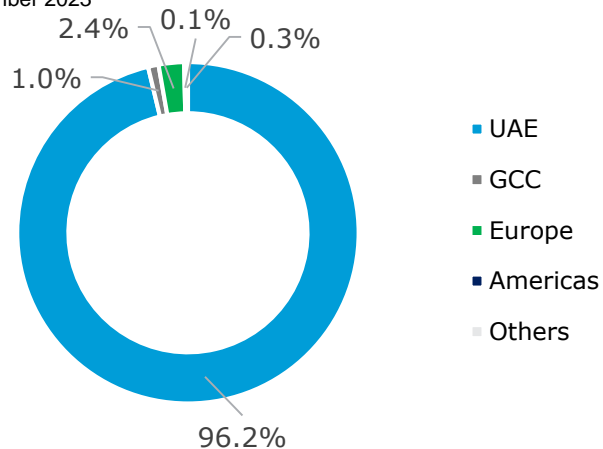
AED Million

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



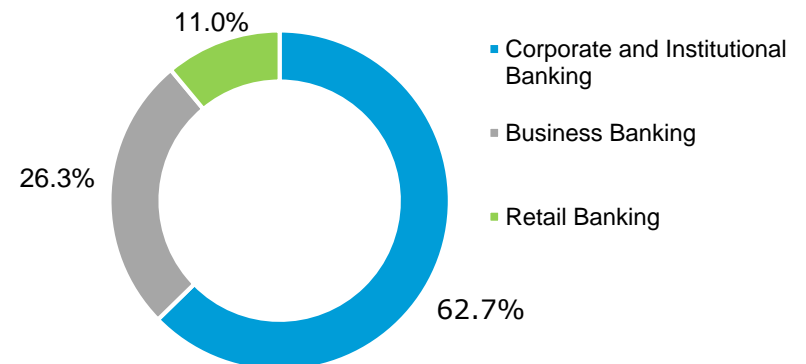
Customer Deposits by Geographical Distribution

30 September 2023



Customer Deposits by Segment

30 September 2023



STRONG CAPITALISATION

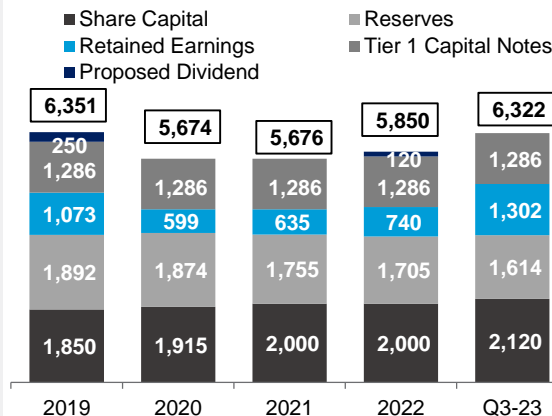
Key Highlights

NBF is well capitalized with a Capital Adequacy Ratio and Total Tier 1 Ratio of 18.9% and 17.7% respectively, as at 30 September 2023, 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 2.1 billion by issuing 6% bonus shares in 2023.
- The Bank's risk weighted assets (RWA) have slightly increased to AED 35.3bn as at 30 September 2023 from AED 33.2bn as at 31 December 2022 including the impact of credit growth.
- NBF's capital structure includes the 2019 issuance of Basel III compliant Additional Tier 1 ("AT1") capital of USD 350 million.

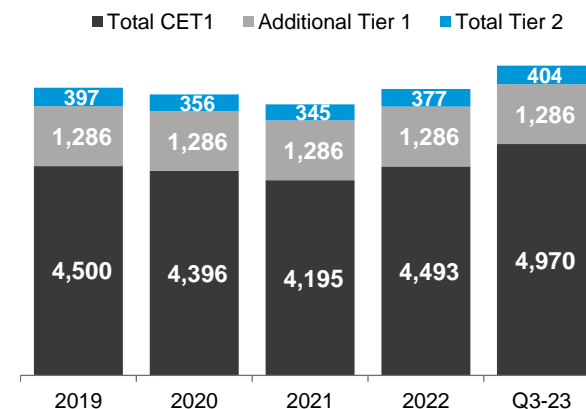
Equity Breakdown

AED Million



Capital Base

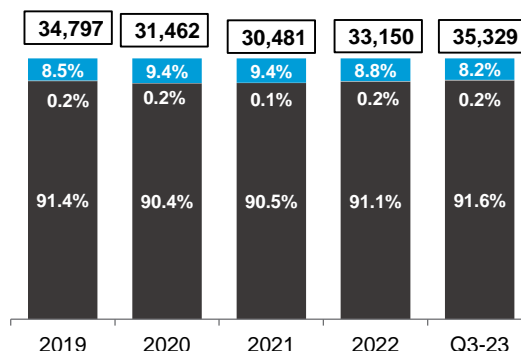
AED Million



Risk Weighted Assets*

AED Million

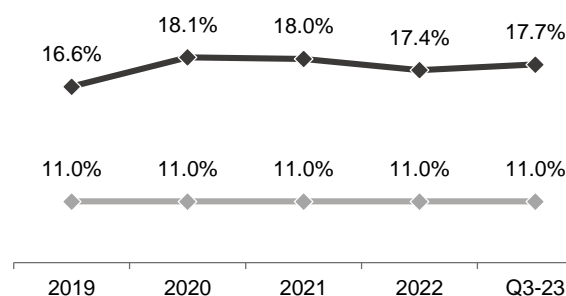
■ Credit ■ Market ■ Operational



Tier 1 Ratio(%)

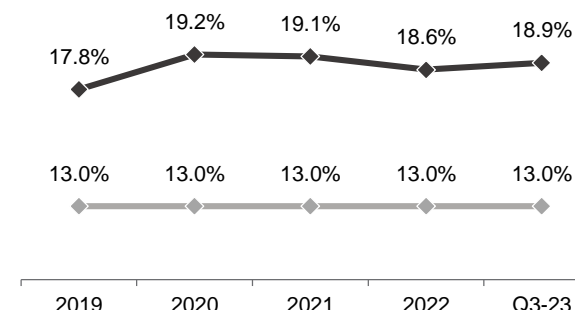
◆ Tier1 Ratio

◆ Regulatory Tier 1 Ratio including CCB buffer*



Capital Adequacy (%)

◆ CAR ◆ Regulatory CAR including CCB buffer*



* 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		2022	Q3-23	Outlook	
Profit	Return on Average Equity	5.9%	11.2%	Against the backdrop of the risk of global recession, spurred by strong liquidity conditions underpinned by high oil prices, foreign capital inflows and strong growth in oil and non-oil sectors, the UAE's economic growth forecast has been revised for 2023 and 2024 to expand at 3.4 per cent and 3.7 per cent respectively. This growth will be facilitated through the government's endeavours and collaboration with the private sector that will continue to unlock ample opportunities across diverse spheres coupled with the now substantial foreign direct investment flow into the UAE, hydrocarbon demand and continued robust performance of key sectors such as trade, tourism and real estate adds to the business confidence in the country.	
	Return on Average Assets	0.8%	1.4%		
	NIM	2.7%	3.3%		
	Cost to income	31.9%	30.0%		
Assets	Asset growth	10.9%	4.9%	NBF's strong Q3 results demonstrate the on-going impact of our business strategy, resilience in our core business and sound improvement in asset quality. Good growth across our operating and net performance augurs well for the results of the full year and beyond, despite the numerous challenges in the global economy and the prevailing macroeconomic uncertainty.	
	Loan growth	5.1%	3.0%		
Capital	CET 1	13.6%	14.1%	The operating income increased by 24.1 percent to AED 1,686 million in Q3 2023, compared to 1,320 million in Q3 2022. Likewise, operating profit increased by 22.3 percent to AED 1,181 million compared to 933 million in Q3 2022. This demonstrates the adaptability of the NBF franchise to navigate through the rapidly-changing environment effectively to emerge stronger than ever.	
	Tier 1	17.4%	17.7%		
	CAR	18.6%	18.9%		
Liquidity	Loan to Deposit Ratio	75.3%	74.5%	NBF was honored with a number of prestigious accolades and endorsements throughout this year, further underscoring its culture of exceptional service and client partnership. We are particularly delighted that the bank has been awarded the 'Best Innovation in Trade Finance' and 'Most Innovative Trading Platform' awards at the recent MEA Finance Banking Technology Awards; and the 'Best Islamic Window - UAE' at the International Finance Awards 2023, showcasing two of our business areas that have sustained strength.	
	CASA Mix	45.3%	40.7%		
Credit Quality	NPL	6.9%	5.4%	The Board believes in on-going investment in our brand to facilitate future growth, generate long-term sustainable returns, preserve significant capital strength and benefit from the new opportunities that are arising from the developing focus on environmental, social and governance [ESG] matters, which will augment further growth in 2023 and beyond.	
	Provisions Coverage Ratio	110.0%	119.0%		
	Stage 2 & 3 Mix (Loans and Advances including Acceptances)	15.4%	14.3%		

02

BUSINESS OVERVIEW



OVERVIEW OF BUSINESS SEGMENTS

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

Corporate and Institutional Banking

- NBF's largest segment in terms of assets, liabilities and income.
- 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

- The scope of business banking serves clients with a turnover of up to AED 400 million from previously up to 250 million.
- 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.

Retail Banking

- Personal, mortgage and auto loans, credit cards and advisory and depositing services.
- Segmented approach for Priority Plus, Priority, Preferred and Personal customers.

Treasury, Investments, ALM and Other

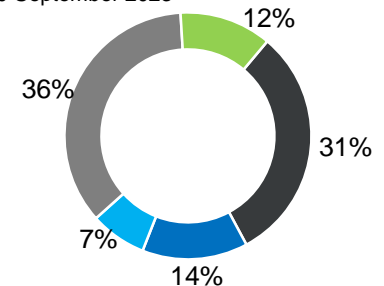
- Centralizes the Group's liquidity and supports the growth of the other business segments.
- Offers structuring & execution of bespoke cross asset market risk solutions for NBF clients.
- Offers market risk solutions for NBF's clients with exposure to commodities.

Islamic Banking

- 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.

Contribution to Assets

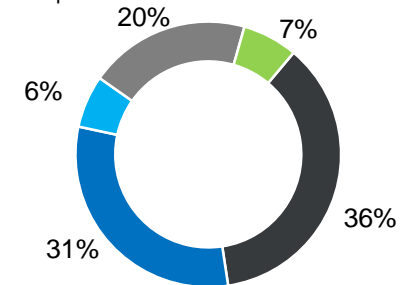
30 September 2023



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

Contribution to Income

30 September 2023



- 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

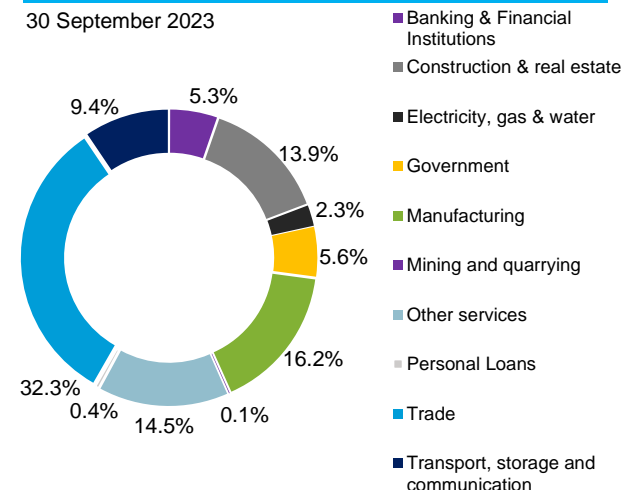
- * Islamic Banking spread across all business segments with income contribution mix as: Corporate and Institutional Banking 3%, Business Banking 1%, Retail Banking 2% and Treasury, Investment, ALM 1%.
- * Islamic Banking asset composition includes Corporate and Institutional Banking 4%, Business Banking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

Overview

- The Bank's CIB operations are split into three main sub-divisions:
 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

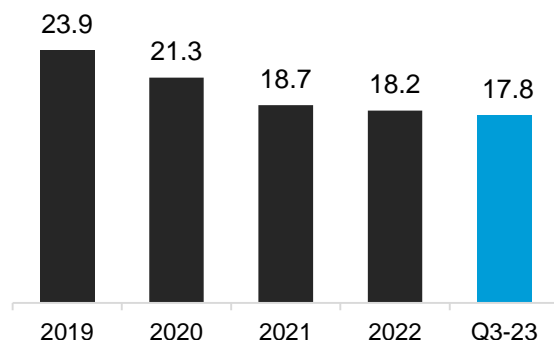
Gross Loans – Sector Breakdown

30 September 2023



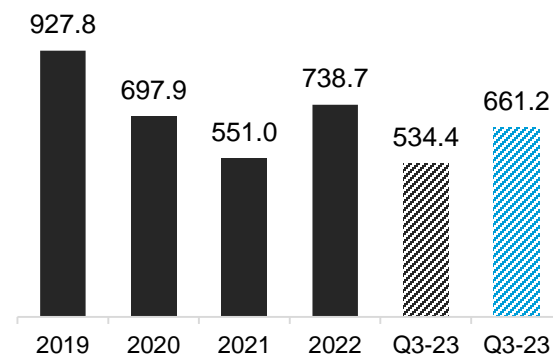
Segment Assets

AED Billion

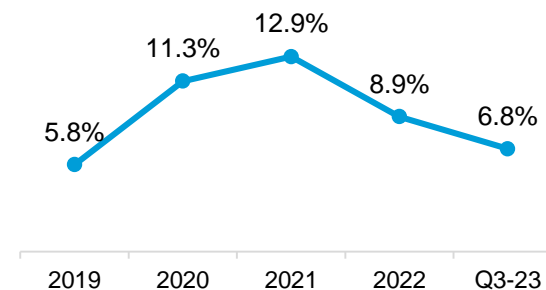


Total Operating Income

AED Million



NPL Ratio



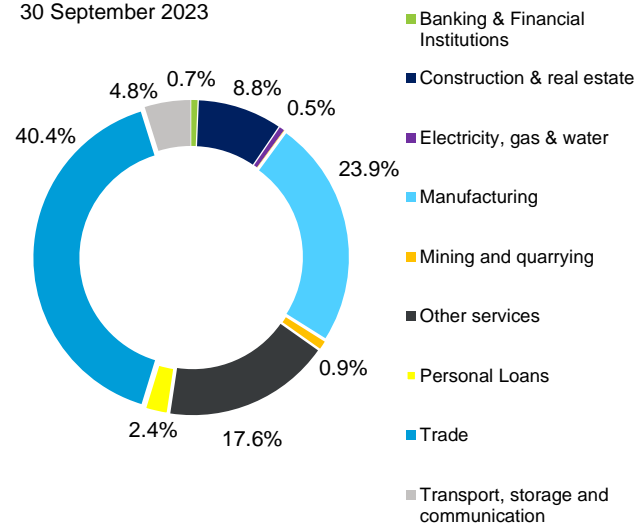
Reduction of assets in 2021 is on account of realignment of segments where Business Banking now serves customers up to 400m turnover compared to 250m previously. Accordingly, Corporate Banking serve customers exceeding turnover of 400m and the comparatives for 2020 have been aligned accordingly.

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.
- The SME segment within Business Banking manages clients with a turnover of up to AED 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

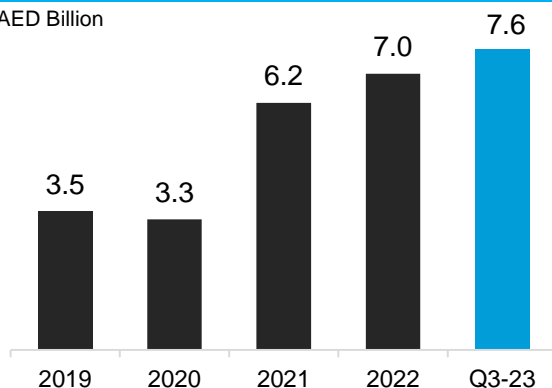
Gross Loans – Sector Breakdown

30 September 2023



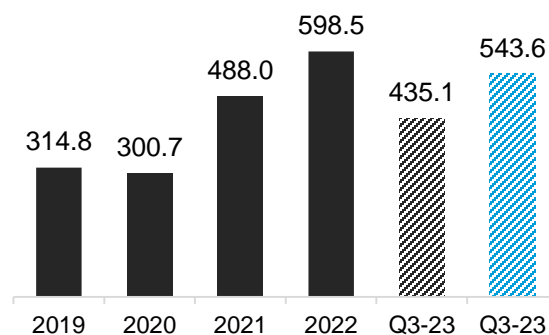
Segment Assets

AED Billion

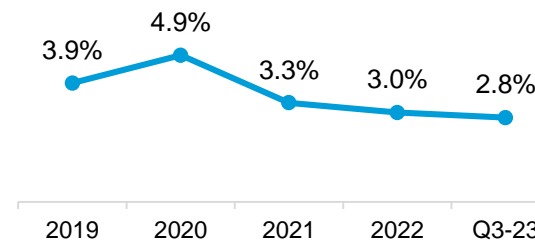


Total Operating Income

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

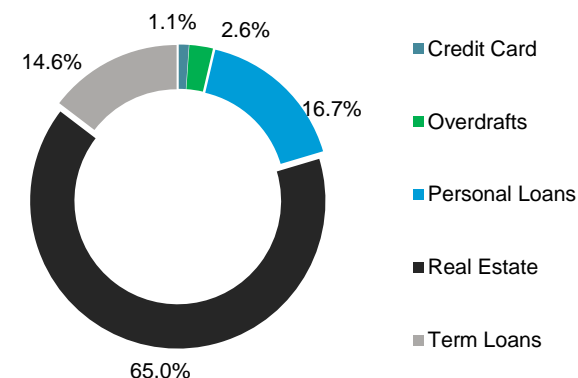
Classified as: NBF Internal Use

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 SME's and 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

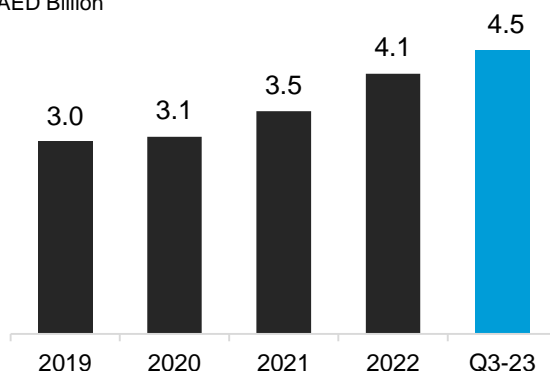
Gross Loans – Product Mix

30 September 2023



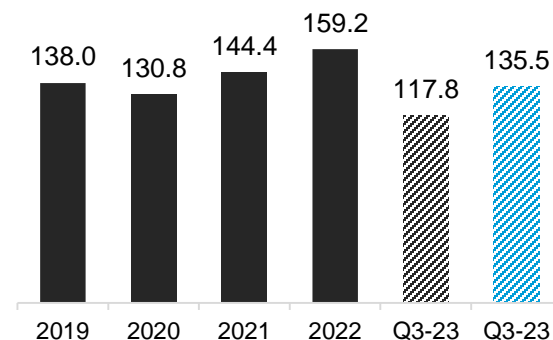
Segment Assets

AED Billion

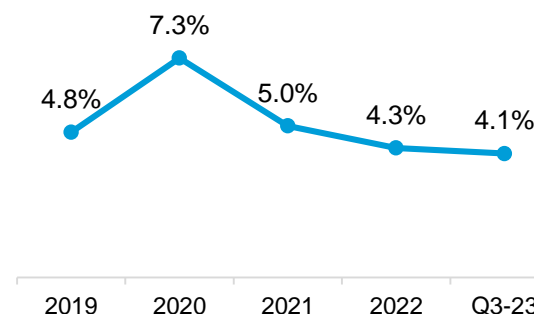


Total Operating Income

AED Million



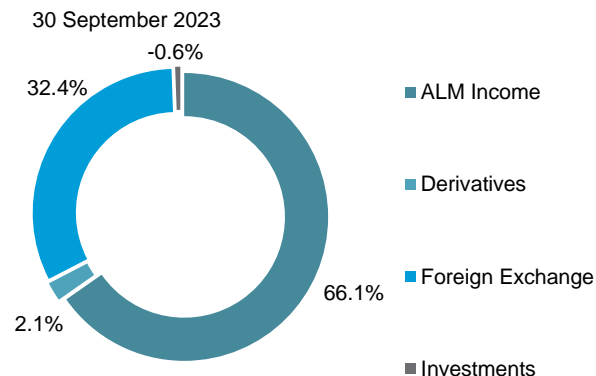
NPL Ratio



Overview

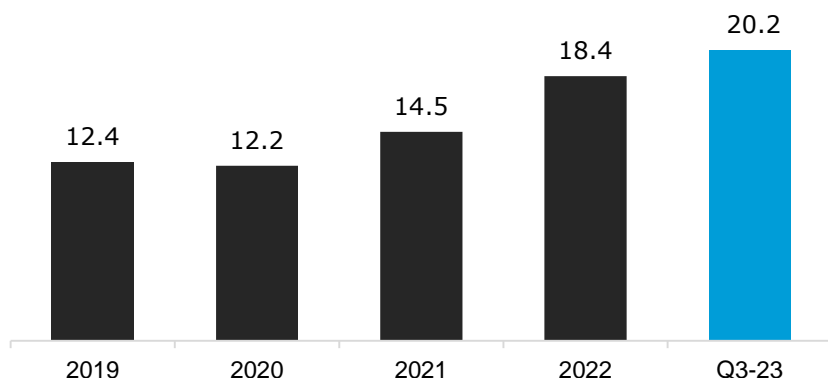
- **Treasury and ALM**
 - Centralizes and manages the Group's liquidity via an advanced ALM system.
 - Covers the Group's asset and liability management functions.
 - Optimum utilization of resources and assets.
 - Management of exchange and interest positions.
 - Managing the Group's investment portfolio.
- **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



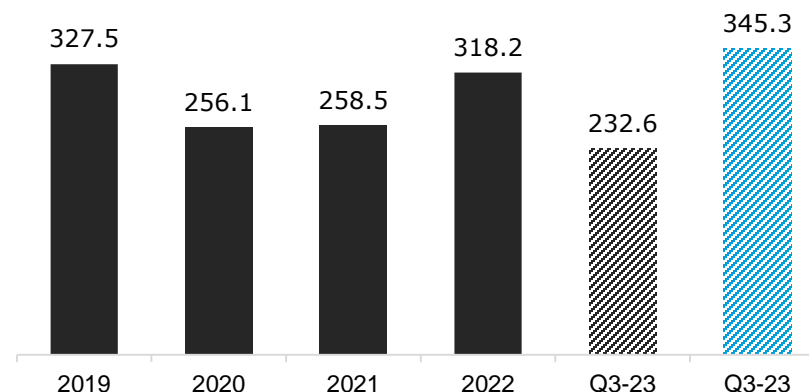
Segment Assets

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)

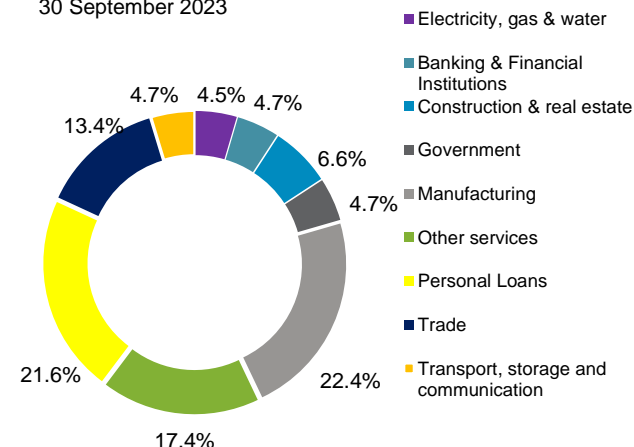
Transaction Banking

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

Islamic Gold Facilities

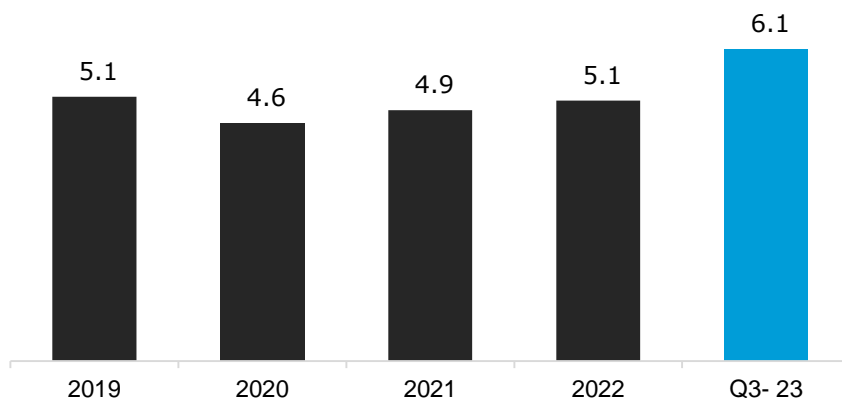
Gross Loans – Sector Breakdown

30 September 2023



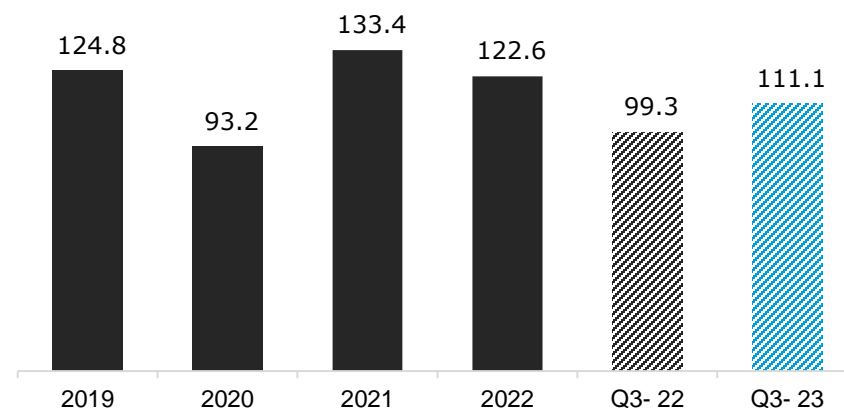
Segment Assets

AED Billion



Total Operating Income

AED Million



THANK YOU

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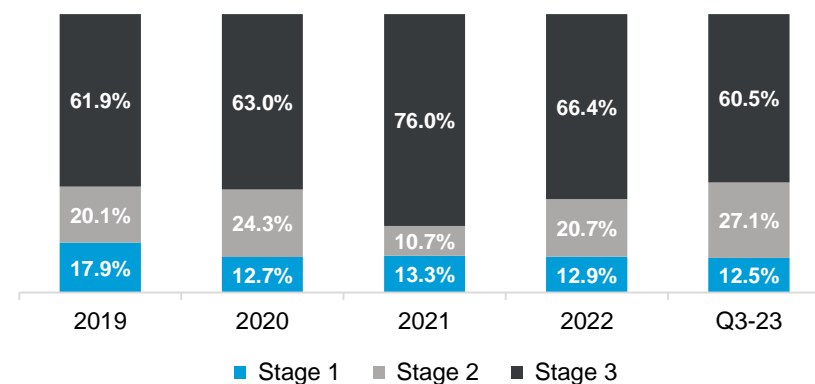
APPENDIX

IFRS 9 – EXPOSURE AND ECL MIX

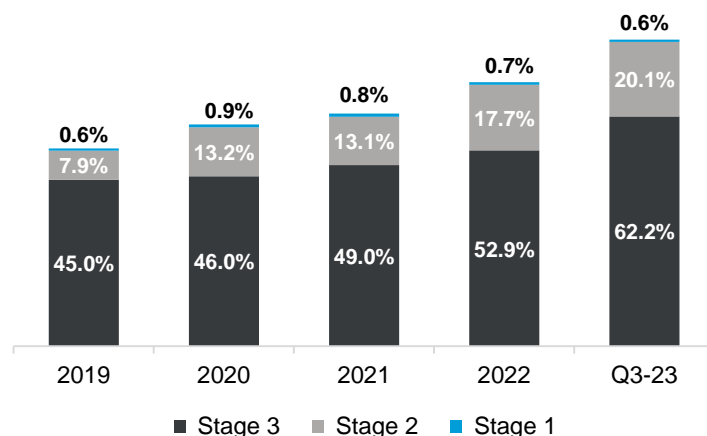
Overview

- 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

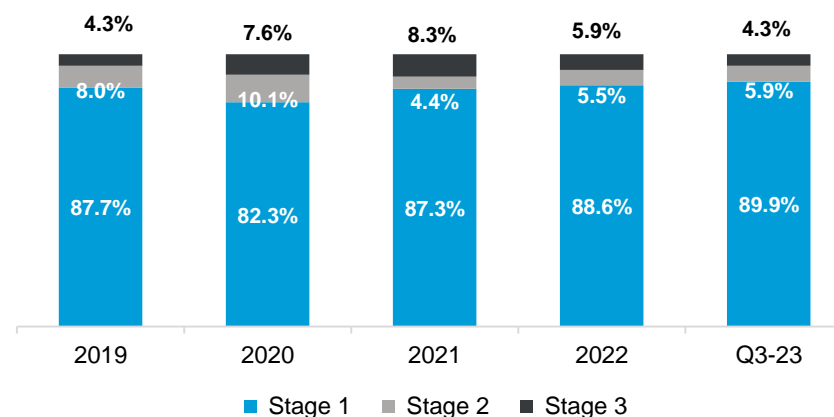
ECL Mix



ECL Rate



Exposure Mix*



* Exposure includes Loans and Advances, Acceptances, Unfunded, Due From Banks and Investments where Stage 2 & 3 mix is 10.2%. Loans & Advances including Acceptances only has a Stage 2 & 3 mix of 14.3%.