

Investor Presentation

for the 6 months ended 30th June 2023

Chief Executive Officer

Dr Bernd van Linder

Mr Darren Clarke Chief Financial Officer



Executive Summary



- Record net profit result with strong growth in revenue and operating profit
- Excellent return on equity generating internal capital for growth
- Solid balance sheet with all capital and liquidity ratios well above regulatory limits
- Improved asset quality with higher provision coverage
- Landmark Green Bond Issuance supporting the UAE strategic ESG agenda

Financial Highlights H1 23



AED 1,225m

41.5% from **H1 22**



AED 1,882m

▲ **49.5%** from **H1 22**



c 4.6%

UAE Loan Market Share

.....

Gross Lending

20.84%

2.05%

▲ 515 bps from H1 22

▲ 55 bps from H1 22

Return on Equity

Return on Assets

Earnings Snapshot – A record financial result on increased market interest rates, strong non-funded income and loan growth, partially offset by higher expenses and cost of risk

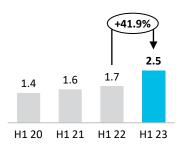
	H123	Change H123 - H122	Change (%) H123 - H122
Net profit	1,225.5	359.1	41.5%
Return on equity (RoE)	20.84%	515 bp	32.8%
Return on assets (RoA)	2.05%	55 bp	36.7%
Interest margin	3.27%	119 bp	57.2%
Cost to income ratio	23.55%	(384) bp	(14.0%)
Credit Impairment on gross loans	1.25%	35 bp	38.9%
Capital adequacy ratio	16.43%	100 bp	6.5%

Shareholder Value Creation

Solid Balance Sheet

Robust Core Ratios Solid Operating Performance

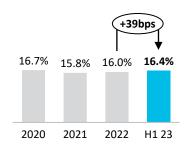
Revenues



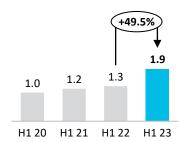
Assets



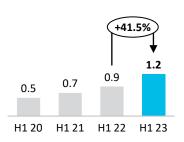
Capital Adequacy Ratio



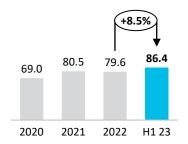
Operating Profit



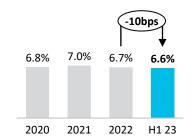
Net Profit



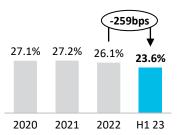
Gross Loans



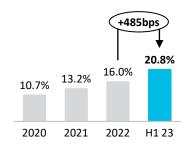
Non-Performing Loans



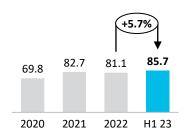
Cost to Income Ratio



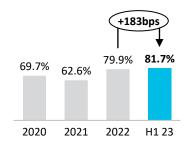
Return on Equity



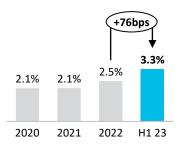
Customer Deposits



Coverage Ratio



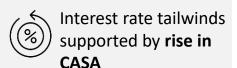
Net Interest Margin



Progress against Strategic Execution H1 2023

Achieve Financial Results







Generating higher fees from improved transactional activity



Targeted investment in digitisation



Continued sound portfolio credit quality



Strong liquidity ratios and a stable and diversified Balance Sheet

Become Employer of Choice



Recruiting, developing and retaining **UAE** national talent



↑ ↑ Launched the new **Bedayati Program for High Schoolers**



Empowering our talent across the organisation



Driving upskilling through the **Digital Accelerator Program**

Customer **Focus**



Deepening customers relationships through service excellence



An established Voice of Customer **Program**



Strategic partnerships providing enhanced customer experience



Embedded ESG focus with a landmark Green **Bond** issuance

Default Digital





% of wholesale transactions initiated digitally



91% of customers are registered for digital





Augmenting technological capability for our customers

Backing the nation's ambitions

Financial Guidance 2023 estimate – Underlying business activity and momentum supports continued forward looking net profit growth

Looking Ahead

- Above System loan growth with continued diversification
- Cost of Risk expected to moderate in second half of 2023
- Robust margins supported by higher interest rates partially offset by increased cost of funds
- Investments focused on digital, technology with expected market driven inflationary impacts
- Returns to remain above industry benchmarks, generating capital for growth

2023e Financial Guidance



Loan growth

mid-high single digit growth



Cost of Risk

< 130 bps



Net Interest Margin

3.00 % - 3.50 %



Cost to income

< 25 %

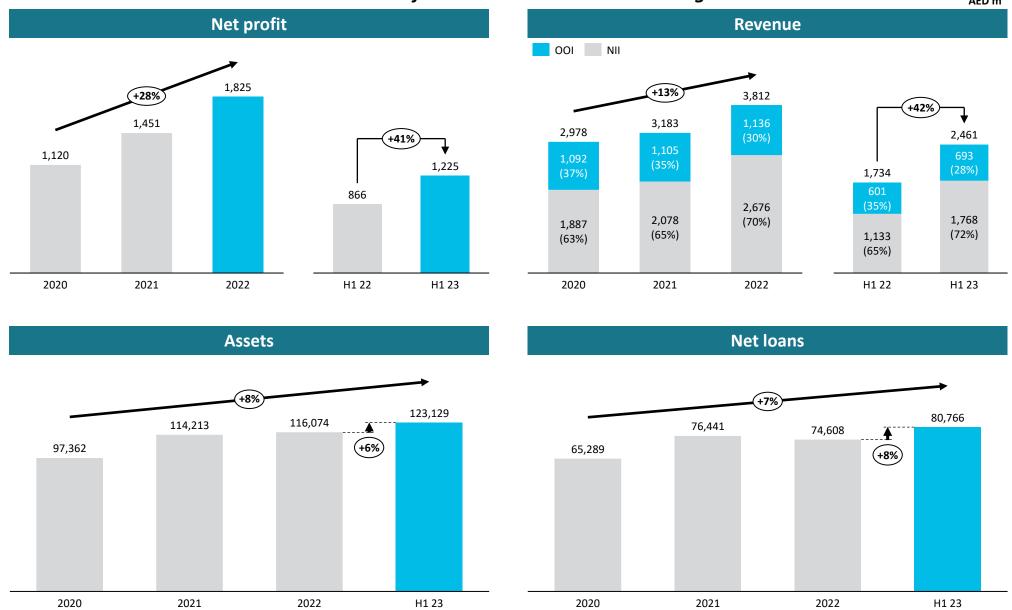


Return on Equity

> 18.0 %

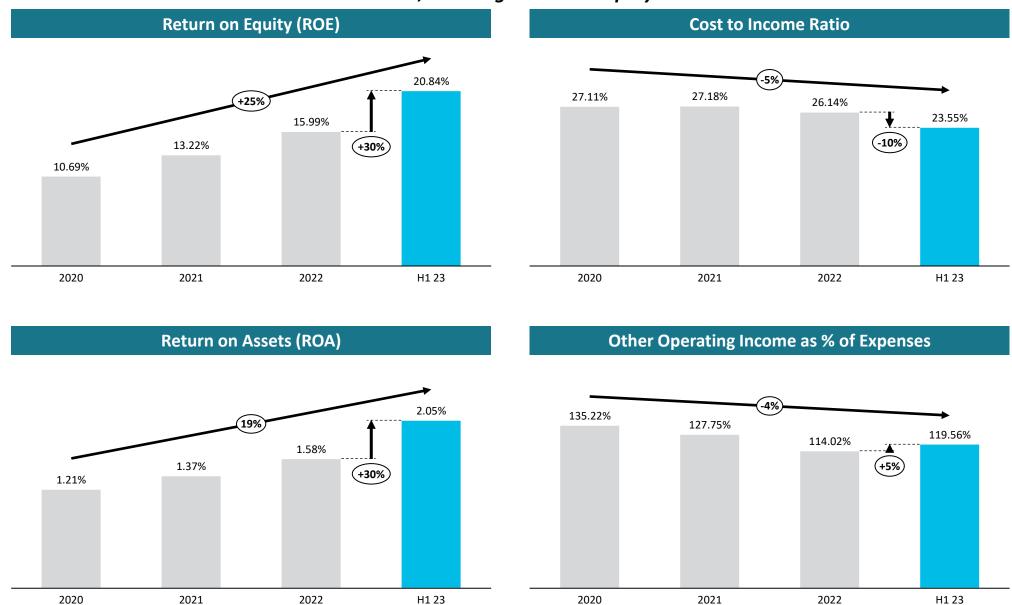
Core Performance Trends – strong revenue performance supported by higher interest rates, non-funded income and robust loan growth



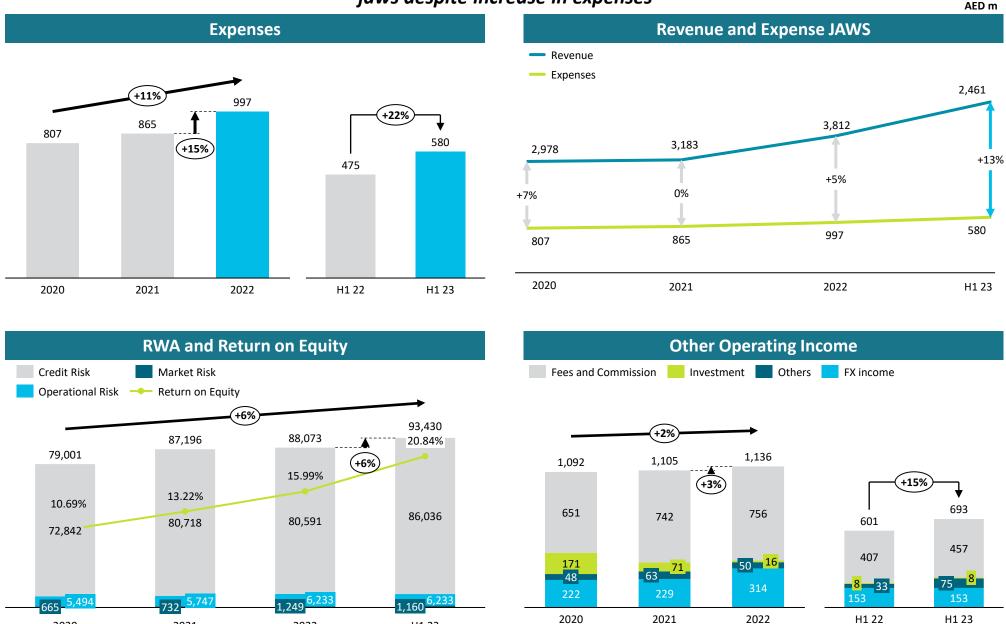


Strategic Financial KPI's –

deepening customer relationships, increased interest income and NFI, boosting return on equity and assets



Profitability and Returns – revenue outperformance driving outstanding returns and positive jaws despite increase in expenses



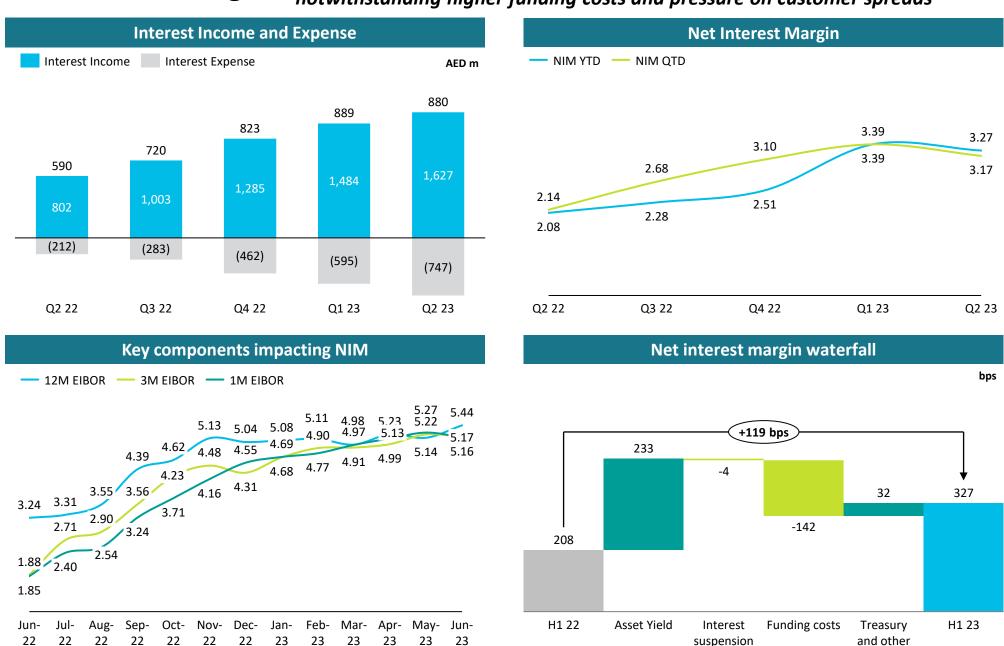
2020

2021

2022

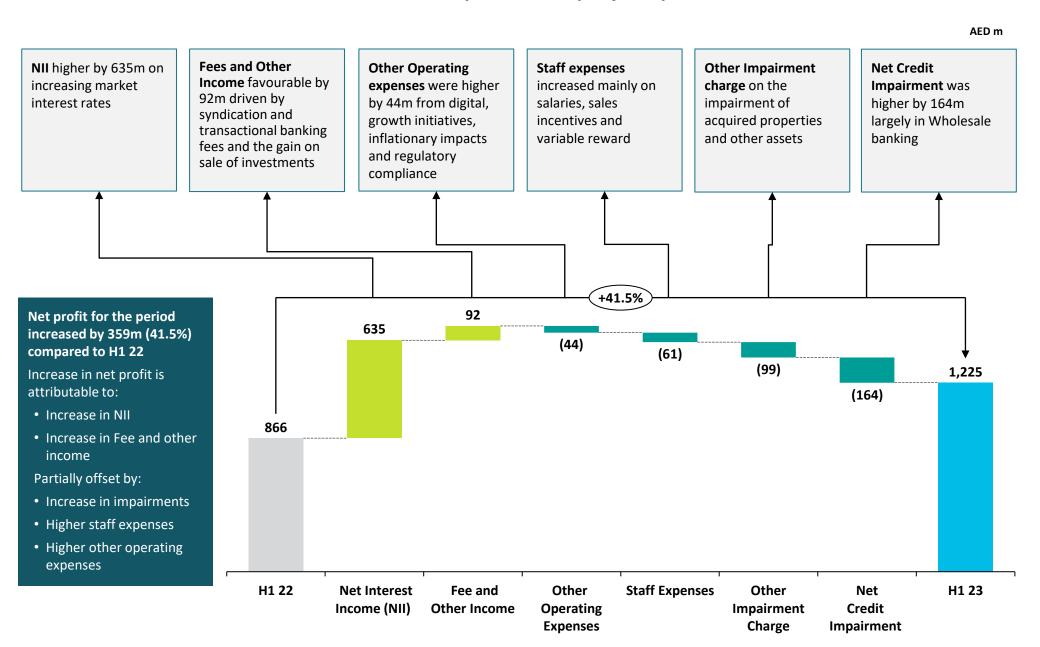
H1 23

Net Interest Margin – excellent net interest income benefitting from higher benchmark interest rates notwithstanding higher funding costs and pressure on customer spreads



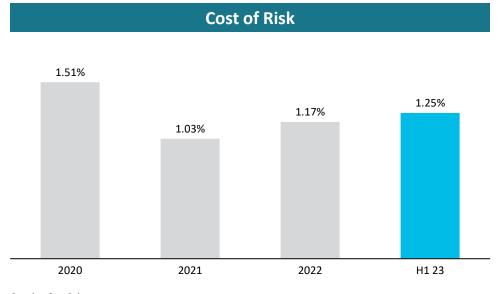
Net Profit Bridge on Prior Year - record properties

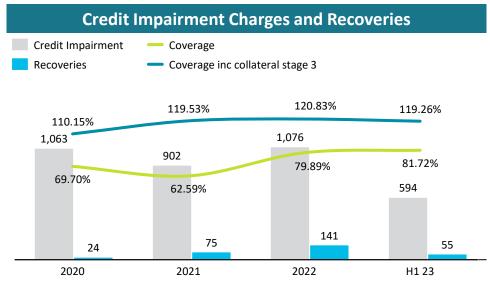
record profit driven by higher NII and OOI partially offset by expenses and specific impairments



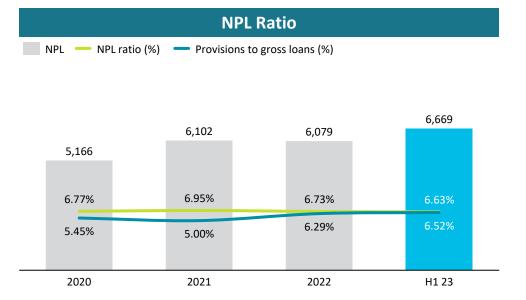
Asset Quality and Impairments – higher coverage with improved underlying asset quality

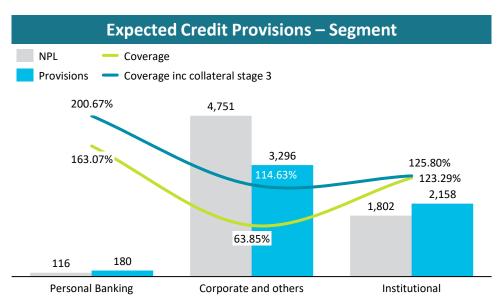






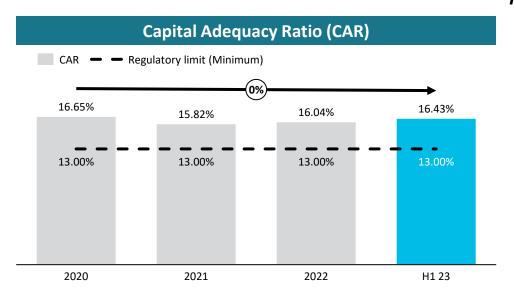
Based on Spot Balances

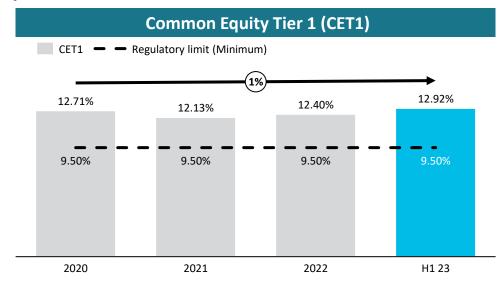


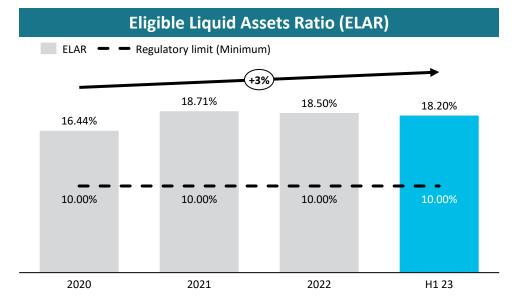


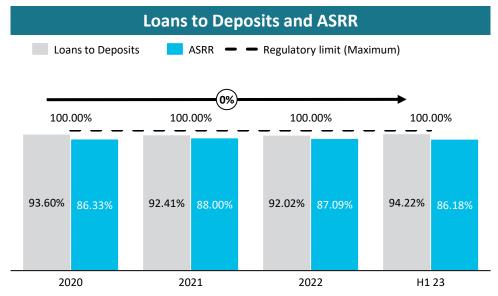
Balance Sheet and Capital Strength -

capital ratios sequentially higher, well above regulatory requirements





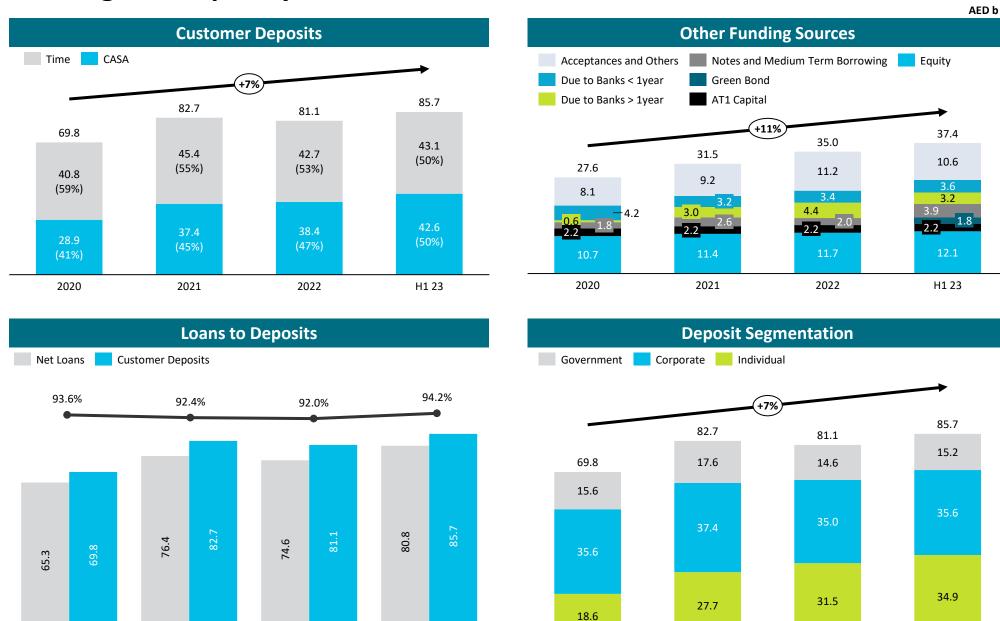




Funding and Liquidity – diversified deposit base with increased franchise CASA

2020

2021



H1 23

2022

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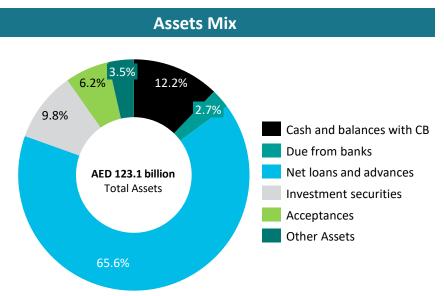
H1 23

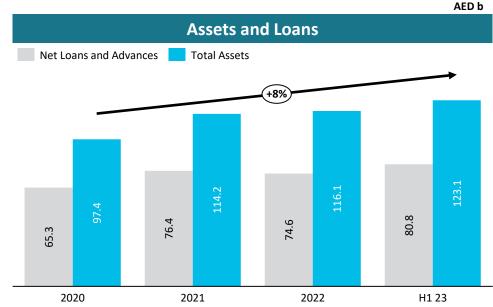
2021

2020

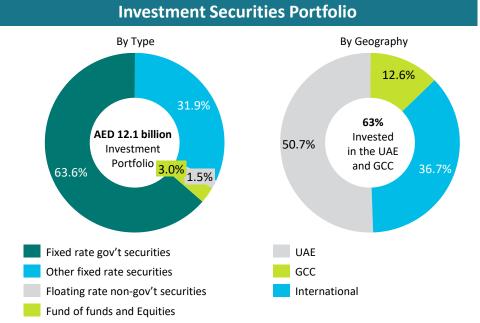
2022

Balance Sheet Analysis - backing customer ambitions across all market sectors of the UAE economy





Gross Loans and Advances by Sector					
Sector	Jun 23	Dec 22	Var %		
Government entities	3.3	1.7	102.0		
Others	7.0	5.0	39.8		
Financial and insurance activities	7.8	5.9	30.6		
Trade	10.7	9.2	16.0		
Hospitality	3.6	3.2	11.6		
Personal - mortgage	11.3	10.3	10.3		
Construction	5.7	5.3	8.4		
Manufacturing	5.7	5.6	1.8		
Transportation and storage	2.4	2.4	1.1		
Individual loans for business	1.5	1.5	(0.1)		
Real estate	18.1	19.1	(5.4)		
Services	5.4	6.0	(9.0)		
Individual Loans for consumption	3.9	4.5	(13.5)		
Total	86.4	79.6	8.5		



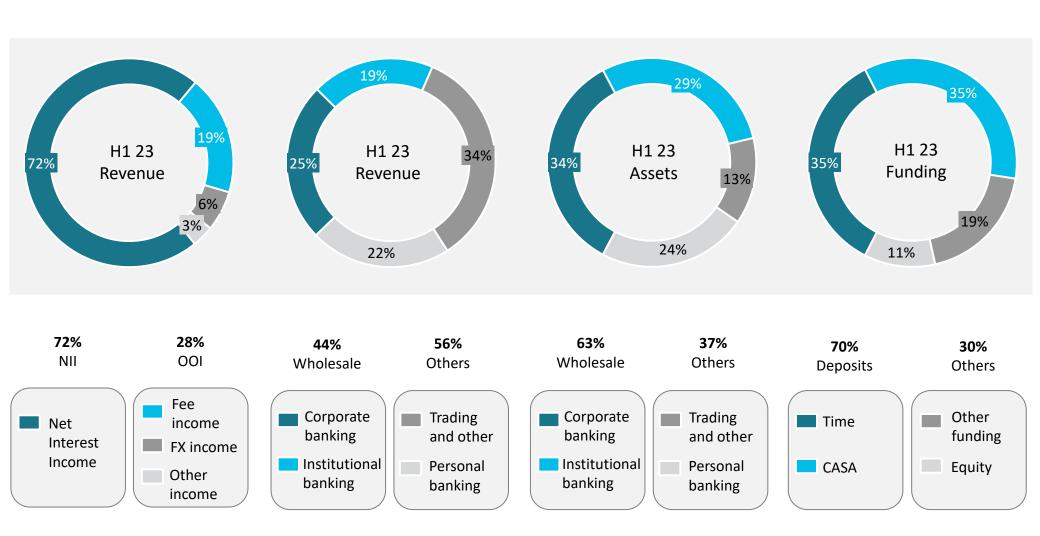
Diversified business mix – *improving returns through economic cycles*





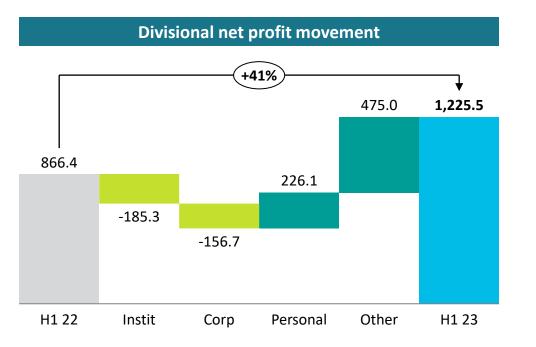


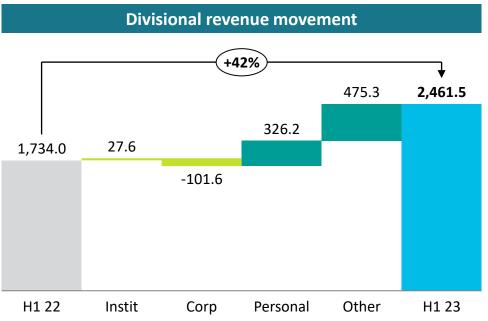




Divisional Contributions – Personal Banking Group the main net profit contributor

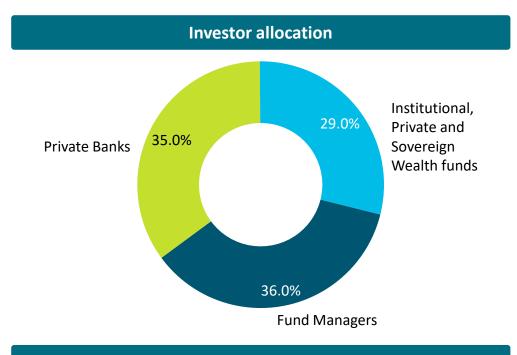




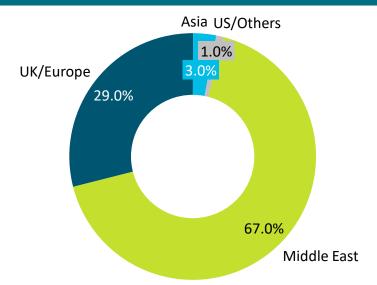


H1 23	Institutional	Corporate	Personal	Other	Total
Operating Income	468.7	607.0	848.2	537.6	2,461.5
Expenses	(107.0)	(130.7)	(322.1)	(20.0)	(579.8)
Operating Profit	361.7	476.3	526.1	517.6	1,881.7
Impairment (charges) / benefits	(242.4)	(328.6)	(0.6)	(84.6)	(656.2)
Net Profit	119.3	147.7	525.5	433.0	1,225.5
% of Group Net Profit	9.7	12.1	42.9	35.3	100.0

USD\$ 500m Green Bond Issuance – landmark issuance supporting the UAE strategic agenda



Regional allocation



Transaction Highlights

- An inaugural landmark green issuance by CBD, first one by a Dubai bank outlining to the Public Markets our green credentials and our support of Sustainable Financing across the UAE.
- Our **ESG approach** supported the marketing, book build and price, and enhanced the reputation of CBD globally.
- The issuance created **excellent engagement** from employees, stakeholders, and the broader market.
- We issued unsecured term debt in the public markets at a benchmark USD500m for the first time in many years. This fulfilled our balance sheet funding requirements and provided important funding maturity duration for our liabilities.
- The issuance beat our price expectations, and those our syndicate bank partners, at T+140bps for an all-in price of 5.319% for 5 years senior unsecured debt.
- During the Roadshow we were able to **show case CBD** and our **ESG credentials**, these events contributed significantly to the initial build of an order book of over USD1.4b **leading to a 2.8 times oversubscription.**
- The outcome delivered excellent investor diversification.

Innovating in Digital -

Investing in award winning and industry recognized digital customer experience



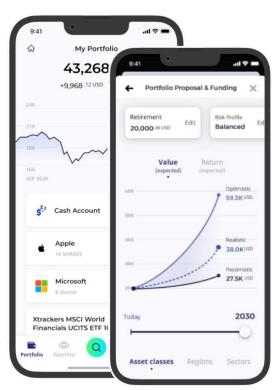
CBD Digital App



- App rated 4.8 on App store and 4.4 on Google Play
- 91% of customers are registered for digital (web and mobile)



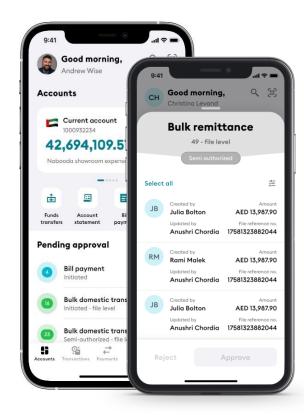
CBD Investr



- Best Innovation in Investment
 Banking and Best Robo Advisory
 Provider MEA Finance
- Outstanding Robo Advisory and Most Effective Investment Service Offering – Digital Banker



iBusiness Mobile App



- Best Mobile Banking Service implementation – MEA Finance
- Significant increase in adoption rates with seamless corporate banking on the go

Benefits of our investments – Driving growth through innovation, partnerships and digital transformation

Value drivers and key initiatives



DEFAULT DIGITAL EXPERIENCES



INSIGHTFUL DATA



SIMPLIFICATION



SMART AUTOMATION



EMBEDDED RESILIENCE

VALUE DRIVER Backing customer and employee experience and engagement

Improved business decisions and customer insight

Rationalise legacy systems and develop and integration of capabilities

Progress with efficiency

Strengthen operational risk management and resilience

KEY INITIATIVES Corporate Digital Banking

Reimagine Retail Digital

Workplace transformation

Data Strategy and Governance

Enterprise Intelligence and Analytics Corporate Treasury & Liquidity Solutions

Digital Trade 2.0

Digital Operations

Intelligent Automation

Frictionless Payments Next-Gen Transaction Monitoring system

Journey to Cloud

Concluding remarks



Excellent **net profit growth** at outstanding returns



Embedded **ESG focus** across the bank supported by a landmark **Green Bond issuance**



Accelerated investment in end-to-end digital solutions



Delivering higher shareholder returns with **growth to continue** throughout 2023 and into 2024



CBD is well placed to successfully execute our ongoing strategy

Board of Directors and Executive Committee

Board of Directors



H.E. Humaid Mohammad Al Qutami Chairman



H.E. Sultan Saeed Mohamed Nasser Al Mansoori Vice-Chairman

Mr. Ahmad Abdulkarim Julfar

Mr. Abdulla Saif Al Hathboor

Director

Director



Director





Mr. Abdul Wahed Al Fahim Director



Mr. Buti Saeed Al Ghandi Director



Mr. Khalid Abdul Wahed Al Rostamani Director



Mr. Hamad Omar Abdulla Hamad Al Futtaim Director



H.H. Sheikh Maktoum Hasher Al Maktoum Director

Executive Committee



Dr. Bernd van Linder Chief Executive Officer



Mr. Darren Clarke Chief Financial Officer



Mr. Fahad Al Muhairi General Manager, Institutional Banking



Mr. Othman Bin Hendi Chief Sustainability and Customer Officer



Mr. Abdul Rahim Al Nimer General Manager, Corporate Banking



Mr. Khaled Ahmed AlHammadi General Manager, Personal Banking Group



Mr. Sultan Al Mahmood Chief Human Resources Officer



Mr. Mark Zanelli General Manager, Treasury and Asset & Liability Management



Mr. Alan Grieve Chief Credit Officer

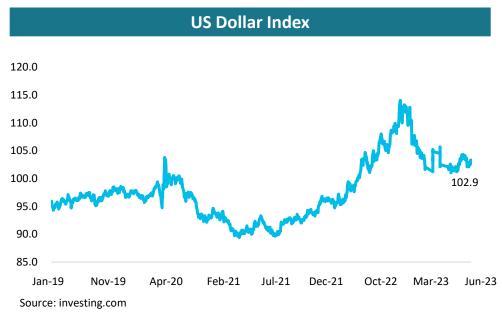


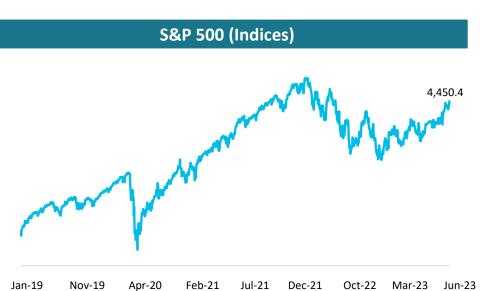
Mr. Rupert Rogers Chief Risk Officer



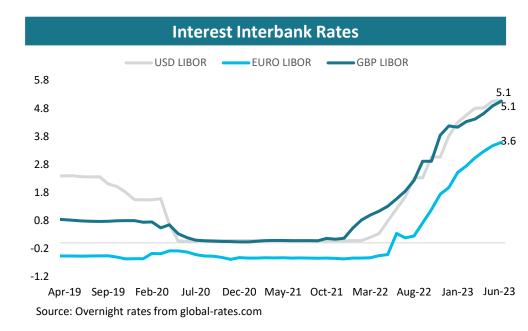
Mr. Ali Imran Chief Operating Officer

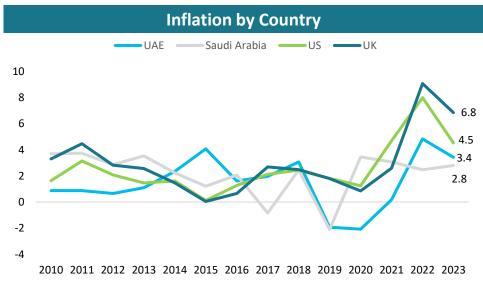
Global Economic Update – rising inflation and increasing central bank interest rates



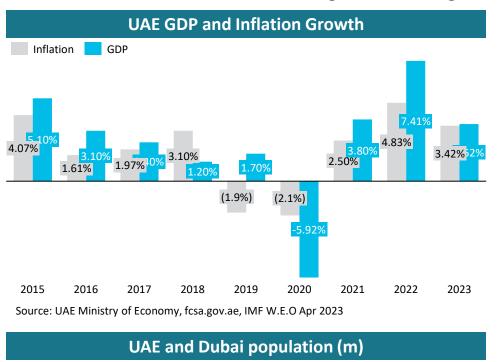


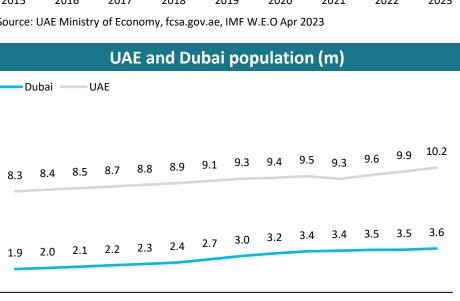
Source: S&P 500, investing.com





UAE Economic Update – strong real estate and tourism sector performance with population growth driving economic activity and confidence

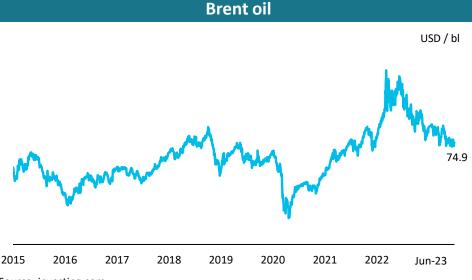




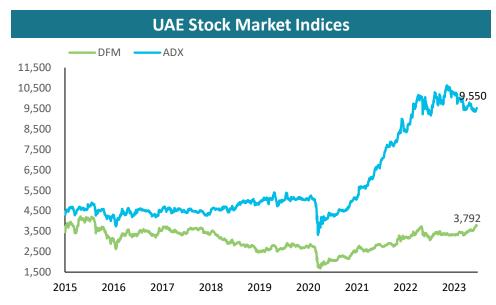
2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023 Source: IMF, Dubai Statistics Center



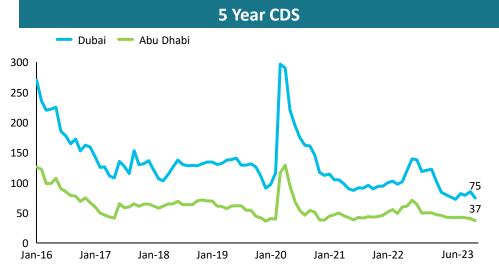
Jan-17 Jul-17 Jan-18 Jul-18 Jan-19 Jul-19 Jan-20 Jul-20 Jan-21 Jul-21 Jan-22 Jul-22 Jan-23 Jun-23 Source: investing.com



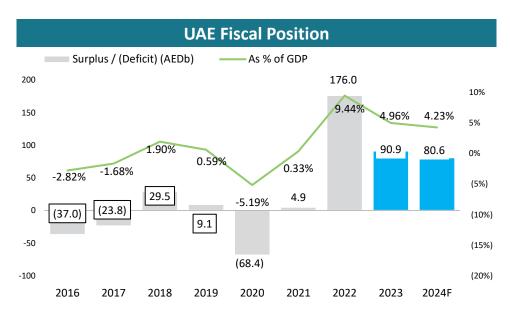
UAE Economic Update – sound fiscal measures boosting economic growth



Source: Abu Dhabi Securities Exchange, Dubai Financial Market



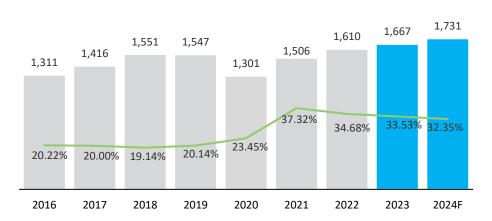
Source: Bloomberg



Source: IMF World Economic Outlook Apr 2023

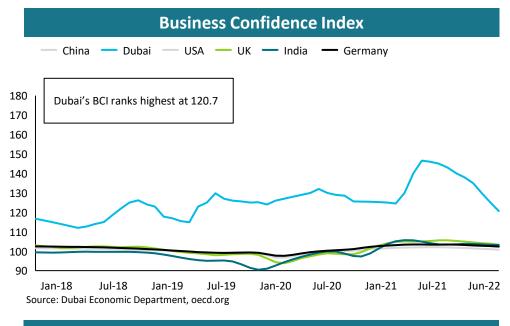
UAE GDP and Government Debt

Nominal Gross Domestic Product (AEDb) ——Govt. debt as % of GDP



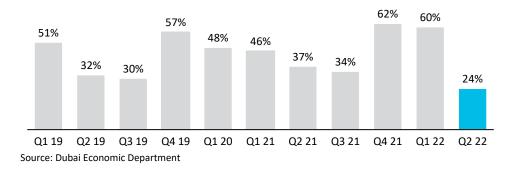
Source: IMF World Economic Outlook Apr 2023

Dubai Economic Update – Business confidence remains robust with recent short term indicators influenced by higher global market interest rates



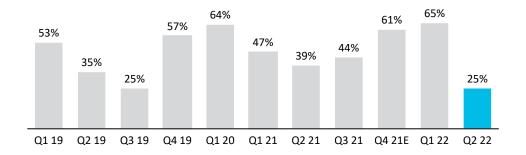
Outlook on Sales for Overall Services Sector

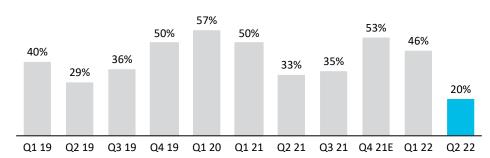
Further increase in tourism and population expected to lead to an upward trend in future quarters



Outlook on Sales for Manufacturing Sector

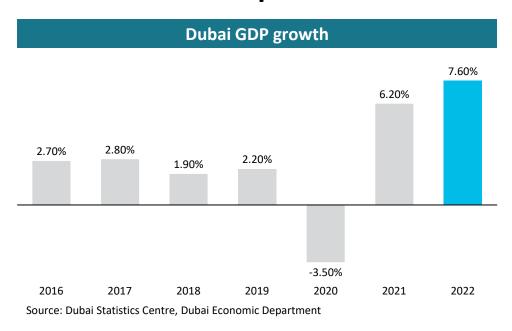
Outlook on Sales for Trading Sector



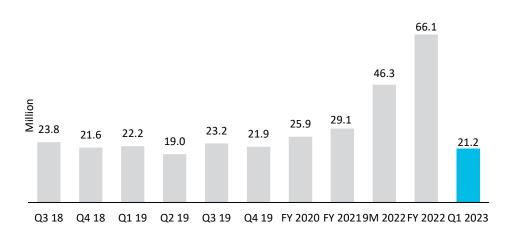


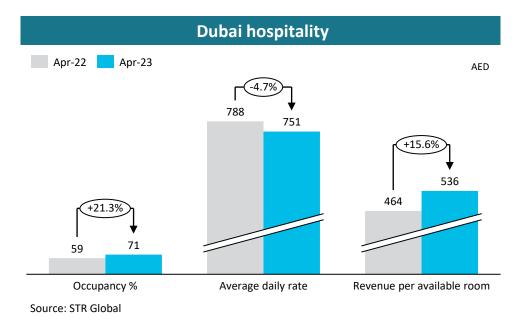
Source: Dubai Economic Department Source: Dubai Economic Department

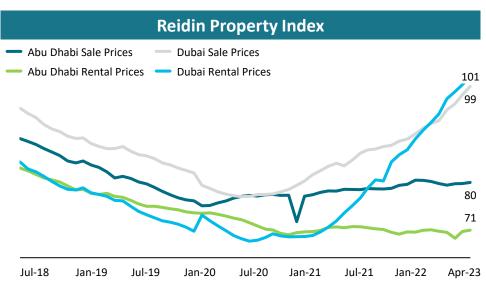
Dubai Economic Update — strong economic activity and business confidence











Source: Dubai Airports

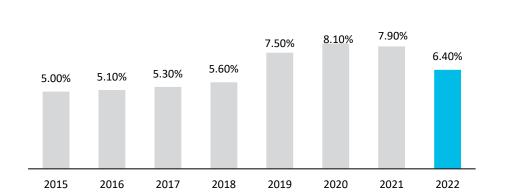
UAE Banking Sector – backbone of the UAE economy and supporting business ambition

Key industry indicators						
AEDb	2020	2021	2022	Apr-23	YTD	
Total assets	3,188	3,322	3,669	3,802	▲ 3.7%	
Customer deposits	1,885	1,997	2,222	2,351	▲ 5.8%	
Loans and advances	1,779	1,794	1,881	1,897	▲ 0.9%	
Loan to deposit (%)	94.4	89.8	84.7	80.7	▼4.0%	
CAR (%)	18.2	17.2	17.3	17.8*	▲ 0.4%	
Tier 1 ratio (%)	17.1	16.1	16.1	16.6*	▲ 0.4%	

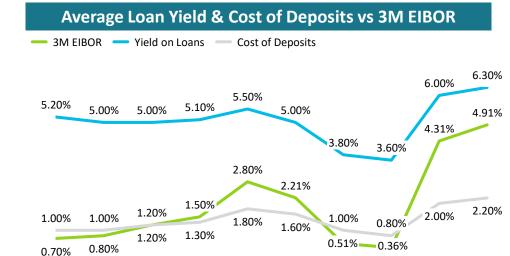
^{*} Ratios available every quarter, latest as at March-23. Source: Central Bank of the UAE

Industry asset quality

■ NPL Ratio



Source: Central Bank of the UAE



2015 Source: Central Bank of the UAE

2016

2017

2014

Government deposits as % of total deposits

2018

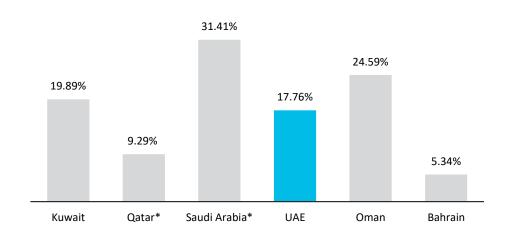
2019

2020

2021

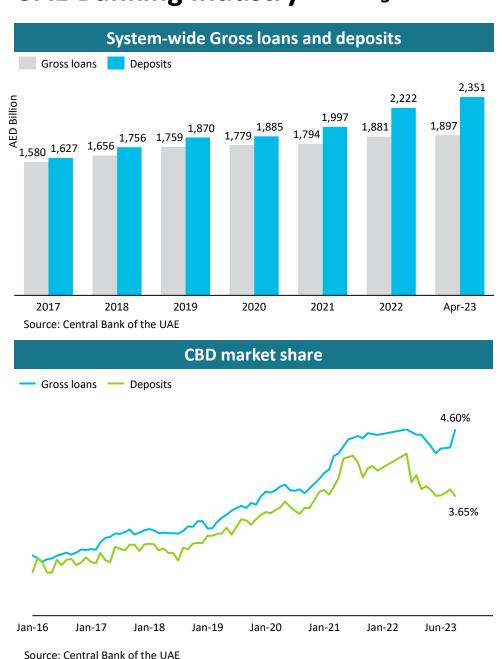
2022

Mar-23

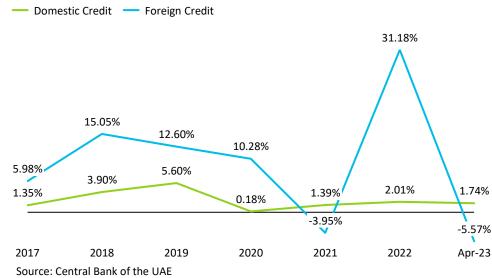


Source: Central Bank of country Apr 23 *as at May 23, remainder are Apr 23

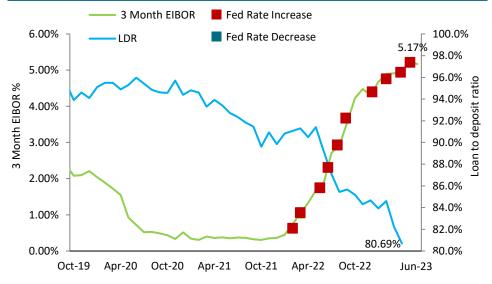
UAE Banking Industry – credit growth moderating as interest rates rise



Credit Growth in the UAE Banking Sector



3 Month EIBOR and UAE loan to deposit ratio



Source: Central Bank of the UAE

ESG Framework — five key pillars of the ESG framework



We hold ourselves to account while supporting our society and our customers' environmental ambitions.



We promote Emiratization and a healthy, up-skilled and engaged workforce.



We are default digital, all-inclusive and aspire to share in our customers' success.



We protect our stakeholders by taking accountability for risk management at Board level.



We are a local bank, backing businesses and residents of the UAE with our products and services.

Our priorities:

- Sustainable Finance
- GHG reductions
- Environmentally
 Friendly Procurement
- Environment-focused Products
- Promoting the "Year of Sustainability"

Our priorities:

- Emiratization
- Diversity and Inclusion
- Wellness
- Employee
 Engagement
- Learning and Development

Our priorities:

- Digital Offerings across customer segments
- Financial Literacy & Education
- SME lending
- Customer Experience
- Access & Affordability

Our priorities:

- ESG as part of Risk Management
- Board Oversight
- Business Continuity
- Anti-corruption (AML/CTF)
- Three lines of defense

Our priorities:

- Community
 Volunteering
- Social Advocacy
- Local Sponsorships
- Local Sourcing
- PhilanthropicDonations
- Supporting Minorities



























Our commitment — progressing ESG program in H1 2023





Baselining scope 1, 2 & 3 GHG emissions



Sustainability communications campaign launched



Ongoing focus on **Electrical Vehicle & Solar Panel** loans



100% of vendors assessed against **ESG** scorecard



12,840 kg of recyclable waste collected in H1 2023





Emiratisation – 37% of all employees UAENs



No material gender pay gap across levels



Staff retention maintained well within threshold



101% increase in training hours



Launched Bedayati **Program** for High School graduates





91% of customers registered for digital channels



134% increase in loans extended to **SME** customers



Webpage dedicated to consumer education and awareness



74.8% of customers with access to instant remittances





ESG Policy approved by Board



Central Bank issues stress testing requirements



Wholesale Credit Policy amended for increased ESG focus



98% of colleagues trained on ESG & Sustainability



Compliance "Path to Gold" on track

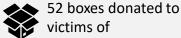




Awarded by Sharjah City for Humanitarian Services (SCHC) for community efforts



33 charities across the UAE supported



victims of earthquakes in Turkey and Syria, as part of the "Bridges of Giving" campaign



1,250 volunteering hours offered up by colleagues





Launched "Use of Proceeds" Sustainable Finance Framework



35 bps inside IPTs Issued a USD500mn 5 Year Green Bond @ 5.319%





2.8x over subscribed and allocated across a diverse range of national and international investors

Awards and Achievements

"Number One Bank in the UAE" - Forbes World's Best Banks 2022 Report

"Best Digitization Initiatives" - ME Banking AI Awards 2023



"Best Robo Advisory Provider" - MEA Finance Wealth & Investment Awards 2022

CBD investr

"Best Innovation in Investment Banking" for CBD Investr - MEA Finance Banking Technology 2022 Awards

"Best Mobile Banking Services" - MEA Finance Magazine Banking Technology Awards 2023



"Most Effective Investment **Service Offering**" - The Digital Banker 2022 Digital CX Awards

"Outstanding Supply Chain Finance Solution"





"Best Technological Innovation in Financial Services - Seamless Awards 2022



"Best Digital Wallet Award" - MENA Banking Excellence Awards 2023



"Best Digitization Initiatives" - ME Banking AI Awards 2023

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