COMMERCIAL BANK OF DUBAI INVESTOR PRESENTATION

September 2017



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Overview of the United Arab Emirates

Snapshot of the UAE

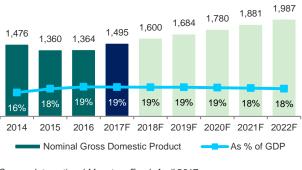
- The United Arab Emirates (rated Aa2 by Moody's) comprises seven emirates with Abu Dhabi and Dubai being the largest contributors to its gross domestic product ("GDP").
- The UAE benefits from several buffers, including a rapid non-oil growth, robust external reserves (estimated at USD 95.26 bln)¹ and relatively low fiscal breakeven oil price.
- Abu Dhabi Investment Authority (ADIA) does not disclose its total assets under management but the US-based Sovereign Wealth Fund Institute, which tracks the industry, estimates ADIA's total assets at USD 792 bln.
- Although oil has been the mainstay of the UAE economy (with 98 bln barrels of proven oil reserves and a reserves-to-production ratio of 93 years²) and continues to contribute significantly to economic prosperity, a determined and far-sighted policy of economic diversification has ensured that non-oil sectors now account for approximately 65% of the gross domestic product.



Source: Abu Dhabi Securities Exchange, Dubai Financial Market



Source: ¹International Monetary Fund, UAE Interact; ² OPEC



UAE GDP and Public Debt, AED bln

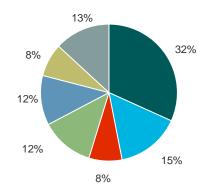
UAE Stock Market

Source: International Monetary Fund, April 2017

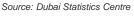


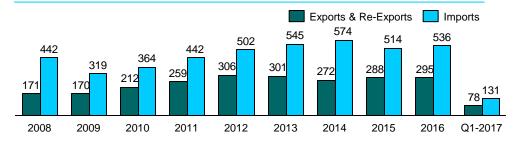
Snapshot of Dubai

- The emirate of Dubai is the second largest emirate in the UAE after the emirate of Abu Dhabi. Dubai is situated on the west coast of the UAE in the south-western part of the Arabian Gulf.
- Reflecting the emirate's strategic geographic location, rising levels of international trade and the Government's long-standing strategy of positioning Dubai as a trading centre, Dubai's GDP has increasingly shifted away from reliance on the oil and gas sectors.
- Dubai's diversified economy has exhibited robust growth levels in recent years on the back of Government initiatives and policies which were aimed to improving the economic and business environment.



- Limited Oil Contribution to Dubai's GDP (9M16)
 - Wholesale, Retail Trade and Repairing Services
 - Transports, Storage and communication
 - Real Estate and Business Services
 - Financial Corporations Sector
 - Manufacturing
 - Construction
 - Other

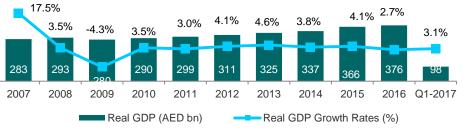




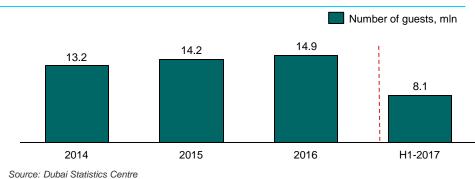
Foreign Trade, AED bln

Source: Dubai Statistics Centre, 2017 (Foreign Trade by Type)





Source: Dubai Statistics Centre, 2015



Tourism Remains Robust

Snapshot of the UAE Banking Industry

- As of December 2016 the UAE banking industry, which is the largest banking industry in the GCC, comprised of 50 banks, 23 of which were domestically-incorporated banks while the remaining were 27 foreign banks.
- The industry is regulated by the UAE Central Bank, which was established in 1980. The UAE Central Bank has a track record of providing systemic support to the banking industry, as and when needed.
- As of August 2017, total Loans and Advances increased by 0.3% over December 2016, while deposits increased by 1.2%. Overall Loan to Deposit Ratio stood at 99.8% as of August 2017.

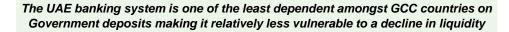


	2012	2013	2014	2015	2016	August- 2017
Total Assets	1,877	2,124	2,305	2,478	2,611	2,619
Customers' Deposits	1,168	1,279	1,421	1,472	1,563	1,582
Loans & Advances	1,185	1,276	1,378	1,485	1,574	1,579
Specific Provision	68	78	72	73	79	84
General Provision	18	19	24	27	29	30
Loan to Deposit (%)	101.4%	99.7%	97.0%	100.9%	100.8%	99.8%
CAR (%)	21.0%	19.3%	18.2%	18.3%	18.9%	18.5*
Tier 1 Ratio (%)	17.6%	16.9%	16.2%	16.6%	17.3%	16.9*

Source: UAE Central Bank

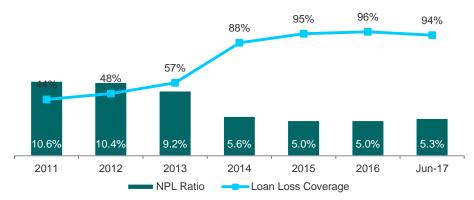
* June 2017

UAE Banking Sector in Context (Govt. Deposits as % of Total Deposits)





²Source: Moody's Financial Institutions GCC Banks: Oman and Bahrain Most Vulnerable to Lower Oil Prices



Improving Industry Asset Quality

¹Source: Moody's Financial Institutions: Banking System Outlook – United Arab Emirates

CBD profile and ratings





1969



— 1982

Public Shareholding by an Emiri Company Decree issued by His Highness the late Sheikh Rashid Bin Saeed AI Maktoum and owned by three foreign banks (Chase Manhattan, Commerzbank & Commercial Bank of Kuwait) whose combined shareholding was 78%.

With the introduction of restrictions on foreign banks' operations in the UAE, CBD converted into a national Public Shareholding Company.

Credit Rating

	Long Term IDR	Outlook	Date
MOODY'S INVESTORS SERVICE	Baa1	Stable	Aug-17
FitchRatings	A-	Stable	Jul-17
C C APITAL intelligence	A-	Stable	Jul-17



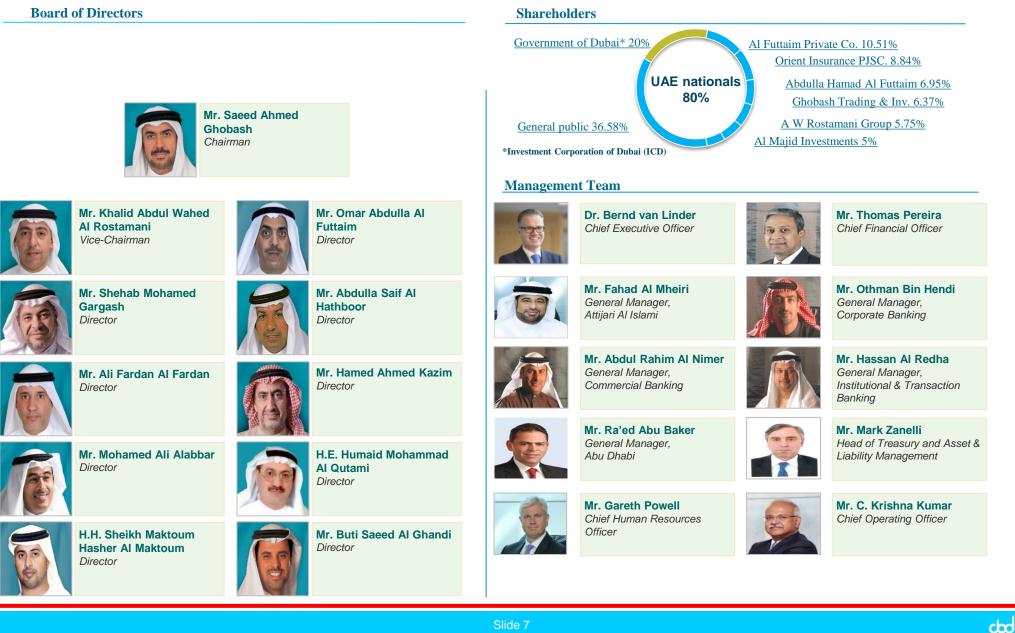
2017

CBD is owned by UAE entities and nationals

- CBD shareholders: Government of Dubai (via the Investment Corporation of Dubai) 20% and UAE nationals and entities owned by UAE nationals 80%. In accordance with CBD's articles of association, the shares which are listed on the Dubai Financial Market are currently owned and shall be owned by, and may only be acquired by, natural persons having UAE nationality or legal persons or corporations fully owned by UAE nationals.
- CBD is managed by business segments namely Corporate Banking, Commercial Banking, Business Banking, Personal Banking and Treasury & Investments. As at 30 September 2017, assets of the Corporate Banking segment and Commercial Banking segment together accounted for approximately AED 44.9 bln or 65% of its total assets.
- CBD has launched full fledged Islamic Banking in September 2008 to offer Shari'a-compliant banking and financial services.
- CBD has two wholly-owned subsidiaries: CBD Financial Services LLC (CBDFS), which provides brokerage facilities for local shares and bonds; and Attijari Properties LLC, which provides services for self-owned property management. It also has one associate (17.8% shareholding) National General Insurance Co. PSC (NGI), which underwrites life and general insurance business as well as certain reinsurance business.

Board of directors and management team







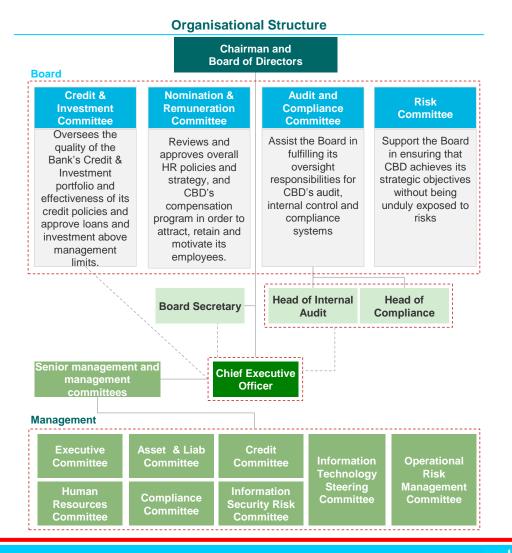
Board of Directors

The Board of Directors provides strategic guidance, effective monitoring of management, adequate controls and sets the tone and culture of the Bank to enhance and ensure sustainable shareholder value.

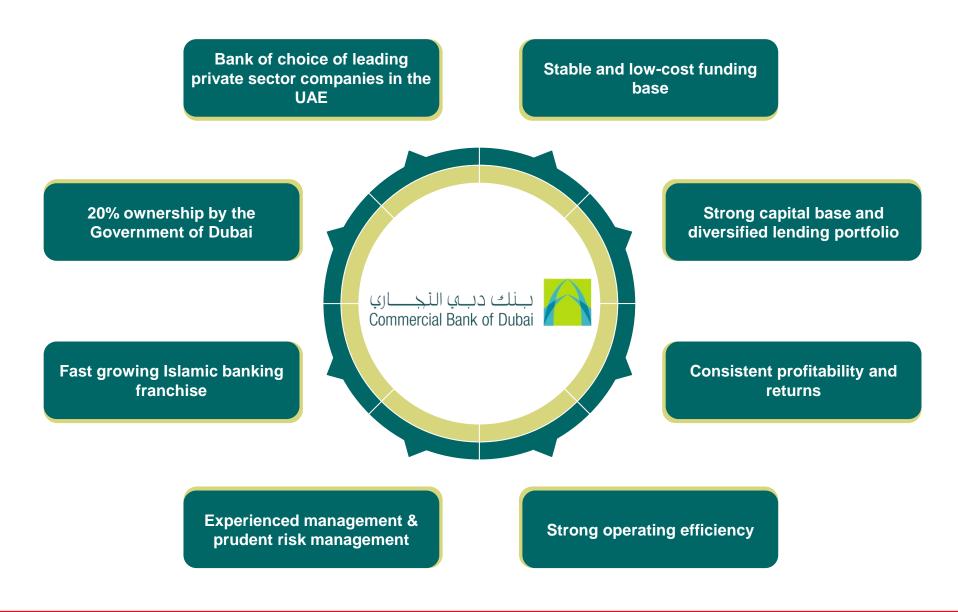
The Board of Directors has a collective responsibility for the Bank, including setting the strategic objectives based on the long term financial interests of the Bank's Shareholders, oversee the implementation of the strategy and achievement of the strategic objectives, define the risk appetite, internal controls, compliance, governance and corporate values. The Board sets the tone on professional standards that promotes integrity for itself, senior management and employees of the Bank.

The Directors of the Board, as per the Articles of Association of Commercial Bank of Dubai, are elected by the General Meeting by secret ballot every three years. As at 31st December 2016 the Board comprised of 11 non-executive Members.

The Board of Directors has delegated authority to CBD's executive management to enter into transactions which are consistent with the Bank's risk strategy and policy guidelines.







- Operating income of AED 1,987 mln, up 10.9% year-on-year driven by higher net interest income and non-interest income
- Operating expenses increased by 4.4% to AED 670 mln
- Operating profit increased by 14.5% to AED 1,317 mln
- Net impairment allowances were AED 203 mln or 45% higher when compared to the same period last year
- ▶ Net profit of AED 665 mln, declined 5.2% year-on-year.

As at 30 September 2017:

- Total assets up 7.6% to AED 68.9 bln compared to Dec 2016
- Loans and advances up 13.1% to AED 47.5 bln
- Customers' deposits up 8.4% to AED 47.5 bln
- Advances to stable resources ratio (ASRR) at 87.5%
- Capital adequacy ratio (CAR) continues to be robust at 15.3%
- Cost-to-income ratio at 33.7%
- Coverage ratio for non-performing loans at 88.8%.

Q3-2017 financial snapshot



Income statement, AED MIn	9 M -17	9M-16	YoY		
Net Interest Income & Islamic Financing Income	1,353	1,248	8%		
Net Fees, Commission and FX Income	516	458	13%		
Other Operating Income	118	87	36%		
Total Revenue	1,987	1,793	11%		
Operating Expenses	670	642	4%		
Operating Profit	1,317	1,151	14%		
Net Impairment Allowances	652	449	45%		
Net Profit	665	702	-5%		
Balance sheet, AED MIn	Sep-17	Sep-16	YoY	Dec-16	YTD
Total Assets	68,978	62,214	11%	64,080	8%
Net Loans and Advances	47,462	41,290	15%	41,963	13%
Customers' Deposits	47,473	41,959	13%	43,774	8%
Shareholders' Equity	8,783	8,447	4%	8,680	1%
Key ratios, %	Sep-17	Sep-16	YoY (bps)	Regulatory Ratio	Regulatory Limit
Cost-to-income	33.7%	35.8%	(210)		
Net Interest Margin	2.80%	2.85%	(5)		
Loan to Deposit	99.9%	98.4%	149		
Advance to Stable Resources Ratio (ASRR)	87.5%	85.0%	250	R	<= 100%
Eligible Liquid Asset Ratio (ELAR)	12.7%	13.8%	(110)	R	>= 10%
Non Performing Loan (NPL)	6.4%	7.1%	(72)		
Provision Coverage	88.8%	100.2%	(1,140)		
Return on Average Assets	1.3%	1.6%	(26)		
Return on Average Equity	10.5%	11.6%	(112)		
Capital Adequacy	15.3%	16.5%	(119)	R	>= 10.5%
Tier 1 Ratio	14.2%	15.3%	(110)	R	>= 8.5%
CET 1	14.2%	15.3%	(110)	R	>= 7%



CBD categorizes its business into five main business segments: Corporate Banking, Commercial Banking, Business Banking, Personal Banking and Treasury & Investments

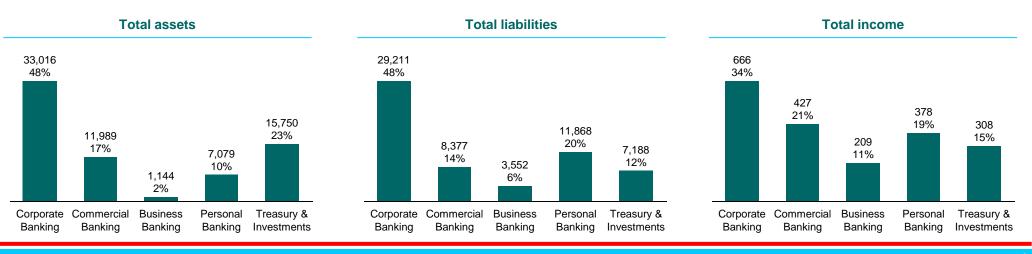
Corporate Banking: Provides a range of credit and non-credit banking products and services to large corporate clients (including government related entities). Specializes in providing payment and treasury solutions apart from its core competencies in lending, specifically in trade finance and in short and medium term funding for working capital and financing of fixed assets, respectively.

Commercial Banking: Provides overdrafts, loans working capital finance, trade finance & deposit products to commercial (mid-sized) clients with annual sales between AED 100 mln to AED 750 mln.

Business Banking: Offers small businesses with sales turnover up to AED 100 mln a broad portfolio of banking products and services including loans, working capital financing, trade finance and deposits products.

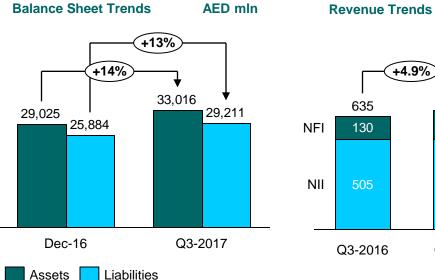
Personal Banking: Offers a range of banking products and services including current accounts, easy access saving accounts, fixed rate deposit accounts, credit cards, personal loans, overdraft facilities, vehicle finance, mortgage products, loans and other credit facilities to high net-worth (Al Dana), mid-tier clients (affluent) and modest income group (direct).

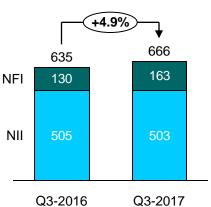
Treasury & Investments: Services corporate and commercial clients, offering hedging and risk management solutions and wholesale investment products in foreign exchange, interest rates and commodities.



Segment performance (1/3)

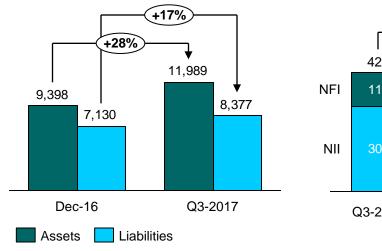
- 14% increase in assets registered by Corporate banking to reach AED 33 bln as at 30th Sep 2017.
- Liabilities increased by 13% to reach AED 29.2 bln.
- Total revenue increased by 5% from AED 635 mln in Q3-2016 to AED 666 mln in Q3-2017.
 - NII decreased by 0.3%, while NFI increased by 25%.

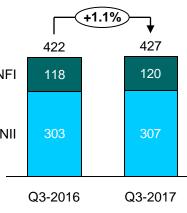




AED mIn

- Commercial banking assets increased by 28% to reach AED 12.0 bln at Q3-2017 in comparison with AED 9.4 bln as at Dec-2016.
- Liabilities increased by 17% over Dec-2016 to reach AED 8.4 bln.
- ▶ Total revenue increased by 1% from AED 422 mln in Q3-2016 to AED 427 mln in Q3-2017.





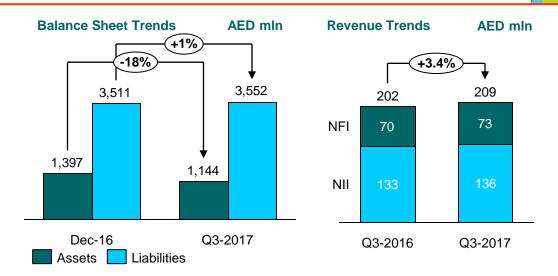
Commercial Banking

Slide 13

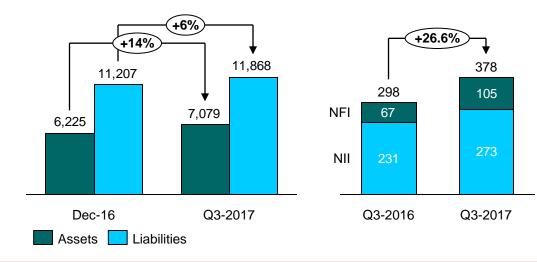
cbd

Segment performance (2/3)

- Business banking assets decreased by 18% from AED 1.4 bln as of Dec-16 to reach AED 1.1 bln as at Sep-17.
- Liabilities increased by 1% to reach AED3.6 bln as at end of Sep-17.
- Total revenue increased by 3% from AED 202 mln in Q3-16 to AED 209 mln in Q3-2017:
 - NII increased by 3%.
 - ▶ NFI increased by 5%.



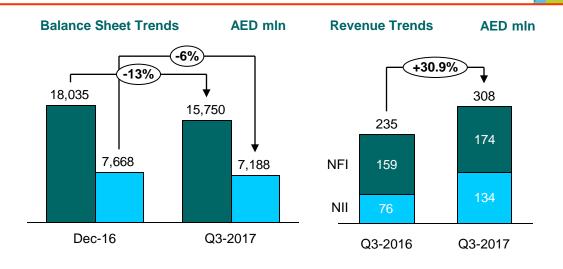
- Personal banking assets increased by 14% from AED 6.2 bln in Dec-16 to AED 7.1 bln in Q3-17.
- Liabilities increased by 6% to reach AED 11.9 bln.
- Total revenue increased by 27% from AED 298 mln in Q3-16 to AED 378 mln in Q3-2017:
 - ▶ NII increased by 18%.
 - ▶ NFI increased by 56%.





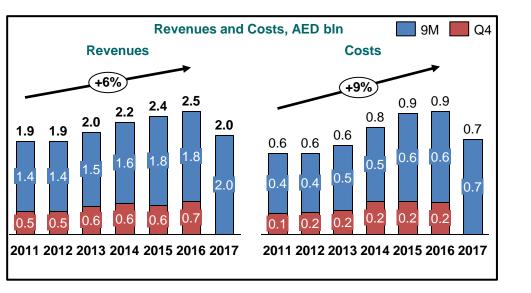
Segment performance (3/3)

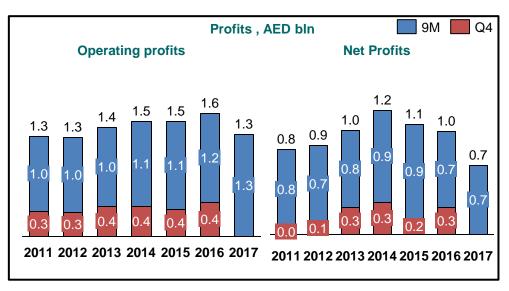
- Treasury assets decreased by 13% to reach AED 15.7 bln as at Q3-2017.
- Total treasury revenues increased by 31% from AED 235 mln in Q3-16 to AED 308 mln in Q3-2017:
 - ▶ NII increased by 76%.
 - ▶ NFI increased by 9%.

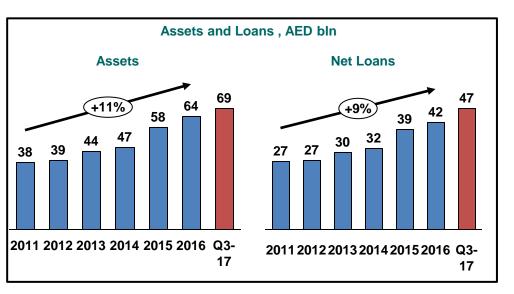


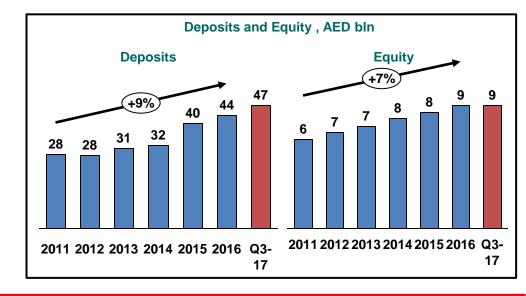
Assets 📃 Liabilities

CBD balance sheet and profit growth









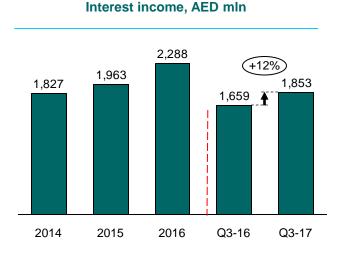


Net interest income

Net Interest income increased by 8% over Q3-2016, despite rising interest expense

244

2014



Interest expense, AED mIn

563

2016

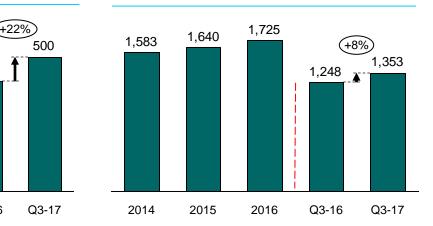
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2015

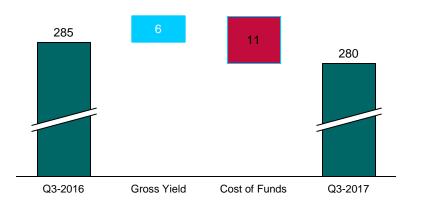
411

Q3-16

Net Interest Income, AED mIn



Movement in Net Interest Margin, b.ps



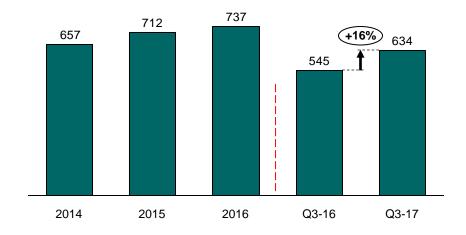
Key Highlights

- Net interest income increased by AED 105 mln as higher interest income was partially offset by higher interest expense
- Interest income increased by AED 194 mln due to:
 - Higher average performing loans and fixed income investments
 - Increase in yield on loans
- Interest expense increased by AED 89 mln due to:
 - Increase in average volume of time deposits
 - Increase in cost of deposits

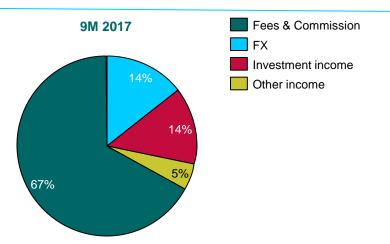
Non interest income



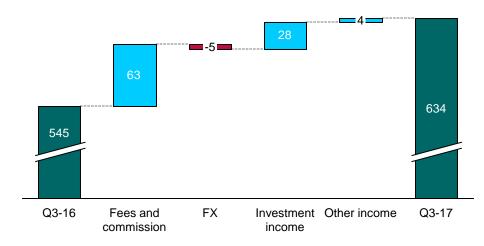
Non interest income, AED mln



Components of non interest income, %



Movement in non interest income, AED mIn

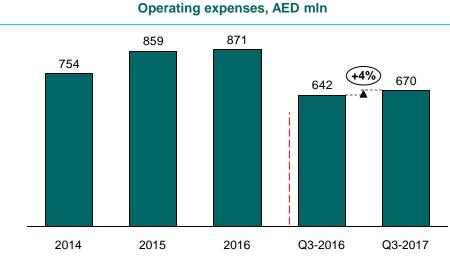


Key Highlights

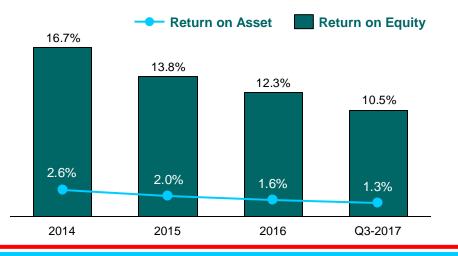
- Non interest income increased by 16.4% to AED 634 mln.
- Fees and commission increased by 17.4% as compared to Q3-2016 supported by higher fee income in lending activities and higher trade finance volume.
- ▶ FX income decreased by 5% mainly on revaluation of forward positions.
- Investment income increased by 47% owing to one off dividend income.
- Other income increased by 13.7%.

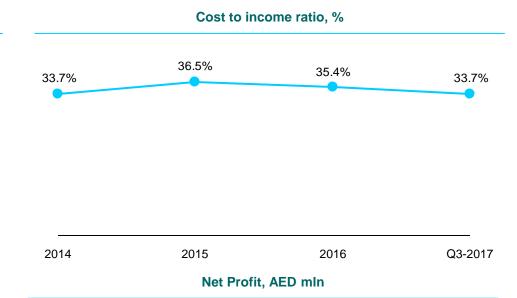
Profitability ratios

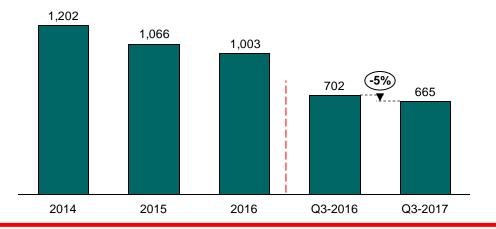
b Despite a challenging economic environment, CBD has managed to improve its cost to income ratio



Return on Assets and Return on Equity



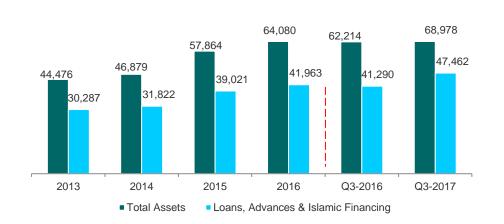






Balance sheet analysis

CBD's loan portfolio has maintained the growth of recent years, by focusing on selected sectors



Assets and Loans, AED mIn

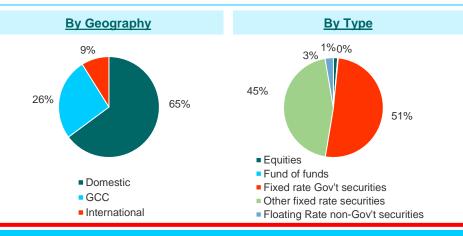
Breakdown of Gross Loans, Advances & Islamic Financing

AED mln	Q3-17	Dec-16	Δ % Q3-17 /
			Dec-16
Manufacturing	2,676	2,483	8%
Construction	2,135	2,332	-8%
Real estate	17,204	14,081	22%
Trade	5,322	4,939	8%
Transportation and storage	2,565	2,554	0%
Services	3,552	3,551	0%
Hospitality	2,352	1,740	35%
Financial and Insurance activities	4,422	3,801	16%
Government and public sector entities	76	68	12%
Personal-mortgage	2,550	2,191	16%
Personal-schematic	3,887	3,437	13%
Individual loans for business	2,444	2,928	-16%
Others	1,126	1,009	12%

Key Highlights

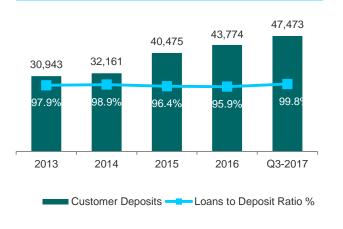
- Total assets increased by 7.6% (AED 4.9 bln) compared to Dec-2016.
- The increase in assets is attributed primarily to increase in loans and advances and customers' acceptances.
- Loans and advances of AED 47.5 bln as at 30th Sep 2017 registered an increase of 13.1% (AED 5.5 bln) compared to Dec-2016.

Investment Securities Portfolio (AED 7.1 bln as at 30th Sep 2017)



Funding sources and liquidity

CBD grew its deposit base to maintain liquidity ratios in tight market conditions

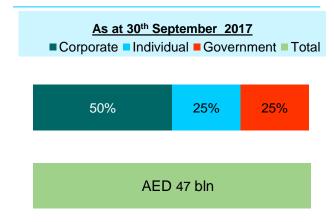


Steady growth in deposit base, AED mIn

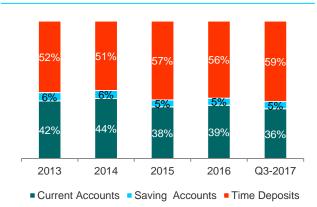
69 58 47 47 40 32 31 6 6 5_ 6 4_2 4-2 9 2013 2014 2015 2016 Q3-2017 Due to Banks Other Liabilities Customer Deposits Equity Notes & Medium Term Borrowing

Overview of funding sources, AED bln

Breakdown of customer deposits, %



Breakdown of customer deposits by type, %



Medium term funding

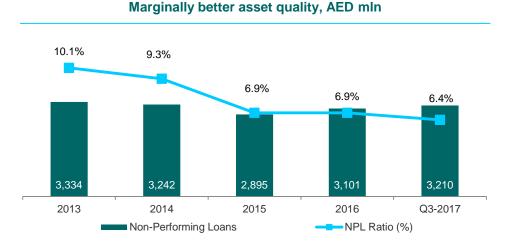
	AED mln	Maturity
3 Year Syndicated Loan	1,645	Jun-19
EMTN (2013)	1,835	May-18
EMTN (2015)	1,465	Nov-20
REPO	551	Jul-22
REPO	592	Jun-21

Key Highlights

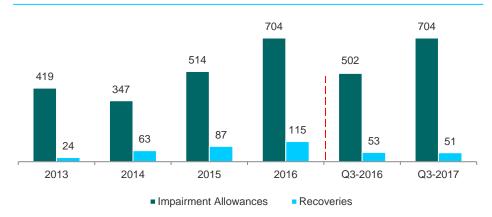
- Customers' deposits constitute 69% of the Bank's funding sources as at 30 September 2017.
- Corporate customer deposits constitute the majority of the Bank's deposits, accounting for 50% of total deposits.
- Customers' deposits increased by 9% to AED 47.5 bln compared to Dec-16.
- CASA increased by 2.5% (AED 482 mln) to reach AED 19.6 bln.
- CASA constituted 41.5% of total deposits as at 30th September 2017, compared to 43.9% as at last year end.
- CBD strives to maintain a loans-to-deposits ratio below 100%.

Asset quality

Marginally improved assets quality as non-performing loans ratio continues its downward trend improving to 6.4%



Impairment allowances & recoveries, AED mIn



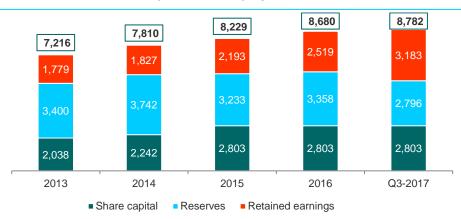
93.7% 92.4% 101.6% 84.9% 93.7% 92.4% 88.8% 2013 2014 2015 2016 Q3-2017

Key Highlights

- Overall asset quality improved marginally as NPL ratio declined to 6.4%.
- Additional net impairment provisions of AED 652.7 mln were booked during the first nine months of the year.
- General provisions of AED 64 mln were booked during the first nine months of 2017 reflecting the growth of the balance sheet during the period.
- ▶ NPL coverage at 88.8%.

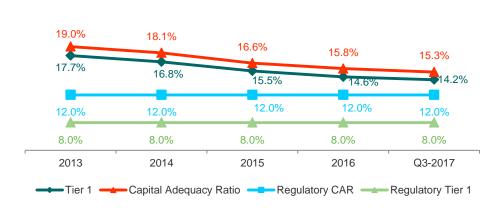
Loan loss coverage ratio, %

CBD has maintained a strong capital base to support the growth of its business

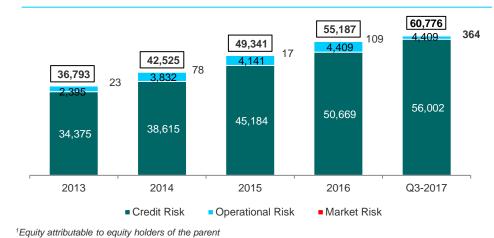


Composition of equity¹, AED mIn

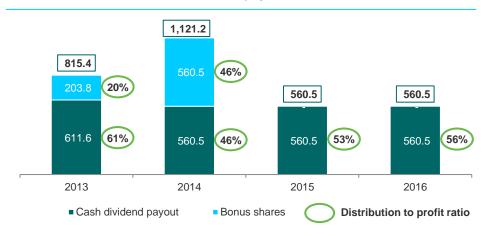
Overview of capitalisation, %



Risk weighted assets, AED mIn



Consistent dividend payments, AED mIn





Banker Middle East Awards The 'Best Cash Management' Bank in UAE **Dubai Trade Awards** Awarded as a key strategic banking partner **Service Olympian Awards** Overall best mobile app Best live chat performance 2017 Transform Awards Mena Best visual Identity ٠ Best rebrand of a digital property **Best Creative Strategy** Best development of a new brand within an existing brand portfolio Best brand architecture solution Digital bank of the year **yallacompare Banking Awards WOW Awards and Conventions** Silver Medal for Best Launch Event under the wow category of Experimental Marketing AWARDS AND CONVENTION ASIA

During the first 9 months of 2017, CBD participated and volunteered in a number of activities that demonstrate its commitment to its Corporate Social Responsibilities:

- Participated in Humanitarian work day during Ramadan 2017, encouraging the Bank's staff to participate in volunteering activities.
- Sponsored the Dubai Tour in Feb 2017 for the third year in row, which witnessed the participation of teams composed of the world's elite cyclists, professional continental and national teams.
- Volunteered at Al Noor Training Center for Persons with Disabilities.
- Took a part in the 19th National Career Exhibition at the Expo Center Sharjah.
- Announced the launch of its new management trainee program "Tomoo7" during the participation as the financial sponsor of "The UAE Career Fair 2017".

The four elements of CBD's CSR framework :

Governance and Transparency	The Bank has established and adopted policies and procedures for governance, risk management, professional ethics and code of conduct, compliance and AML, security and data protection, consumer protection and product responsibility etc.	Employees	The Bank proactively implements the Emiratization initiative to recruit, train and develop as well as retain Emirati staff at all levels. The Bank also proactively seeks and addresses employee concerns through various channels, including the Employee Engagement Survey, imparts training and nurtures career development for all employees, ensures health and safety of all stakeholders in all its premises, and has extended various benefits and measures to boost staff welfare etc.
Society and Culture	The Bank promotes awareness of Social Accountability amongst its partners and suppliers, extends philanthropy generously for the needy, supports and participates in creating awareness of issues concerning health, promotes education and sports among youth, and supports and celebrates the local UAE culture etc.	Environment and Sustainability	The Bank supports and participates in creating awareness of environmental issues, has inducted CSR into its core business i.e. lending, by extending credit facilities to green projects and has implemented internal measures to conserve resources by recycling, reducing, reusing etc.



Events / achievements during the first 9 months of 2017



CBD and RKM group Cash Management partnership Dubai Trade Strategic Partners Appreciation Ceremony Partnered with University College of Ajman for cash management

On boarded new batch of UAE national management trainees



Walk in day to encourage UAE nationals to join the banking sector



Donated to Al Thiqa Club for Handicapped

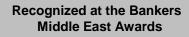




CBD Celebrates Emirati Women's day

Thalassemia Society visit







Provided Iftar meals during Ramadan





Partnered with the Federal Authority for Government Human Resources



Dubai Tour



