



# **Creating a UAE Champion and the region's International Bank**

- A transformational merger of equals -

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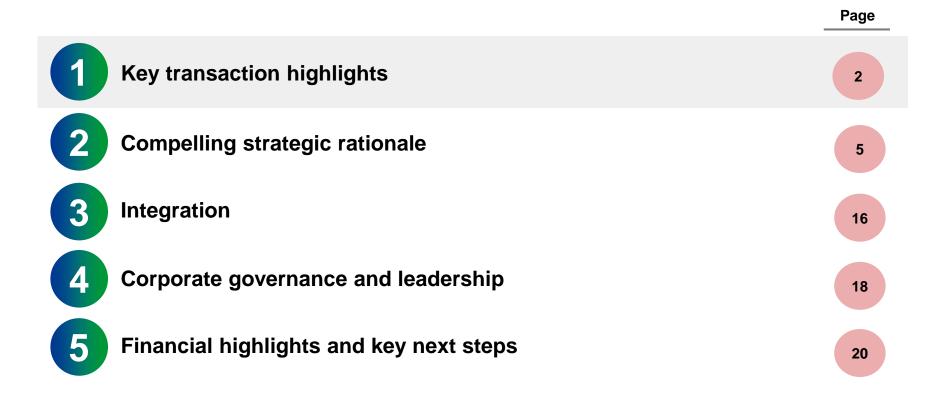
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## Overview of the transaction and key terms

Exchange ratio	<ul> <li>Exchange ratio of 1.254 NBAD shares for every one FGB share</li> <li>NBAD will issue total of 5,643 million new shares to FGB shareholders</li> <li>Exchange ratio implies a discount to FGB's shareholders of 3.9% vs. previous trading day<sup>1</sup> and 12.2% vs. 3 months' average pre-leak share price<sup>2</sup></li> </ul>		
Shareholders	<ul> <li>Following the merger, the combined bank will be 52.0% owned by FGB shareholders and 48.0% by NBAD shareholders</li> <li>Key shareholders: ADIC: 33.2%, Mubadala: 3.7%, Free float: 63.1%</li> </ul>		
Transaction structure	<ul> <li>Transaction will be structured as a merger of equals</li> <li>Statutory merger through share swap with NBAD issuing shares</li> <li>Combined bank to retain the brand name of "National Bank of Abu Dhabi" (NBAD)</li> </ul>		
Governance	<ul> <li>Board of Directors of combined bank to comprise of nine members</li> <li>Board will include four nominated directors of FGB and four nominated directors of NBAD</li> <li>H.H. Sheikh Tahnoon Bin Zayed Al Nahyan will be the Chairman, H.E. Nasser Ahmed Alsowaidi will be the Vice Chairman and Mr. Abdulhamid M. Saeed will be the CEO</li> </ul>		
Conditions	<ul> <li>FGB and NBAD shareholders to approve the transaction (minimum 75% vote)</li> <li>Approval of the UAE Central Bank</li> <li>Approvals of international regulators of FGB and NBAD</li> <li>Merger likely to be effective in Q1 2017</li> </ul>		

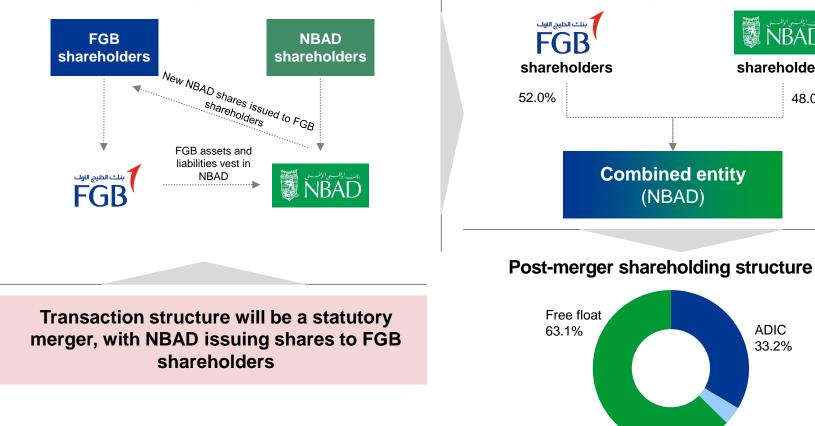


#### Notes:

1. Based on 30 June 2016 closing share prices of AED12.60 for FGB and AED9.66 for NBAD. 2. As of 16 June 2016.

## **Transaction structure**

Merger process



Post merger structure

shareholders

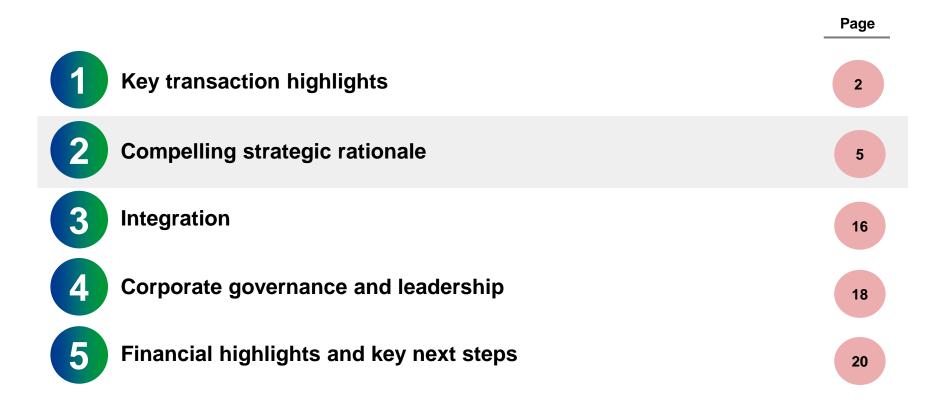
ADIC

33.2%

Mubadala 3.7%

48.0%







## **Compelling strategic rationale**





## **Clear leader in the region**

Banking sector assets (US\$bn)		National champion <sup>(1)</sup>	Total assets (US\$bn)	Equity (US\$bn)	Market cap (US\$bn) <sup>(2)</sup>
UAE	674	من المارات دين الوطني بنك الإمارات دين الوطني Emirates NBD	175 🇱 113	24.5 <b>***</b> 13.6	29.1 <b>***</b> 12.6
KSA	589	NCB الأهلي NCB	121	15.3	21.3
Qatar	308	<b>* QNB</b>	151	16.3	32.3
Bahrain	190	میں المتحد ahli united bank	35	3.7	4.4
Kuwait	188		82	9.5	11.1
Oman	80	Inānelių BankMuscat	33	3.7	2.5



Source: Company information as of 31 March 2016 unless stated otherwise, FactSet and BMI. Preliminary pro-forma financials for FGB+NBAD take into account reclassification, intercompany elimination and consolidation adjustments. (1) Defined as the largest bank in the country by total assets.

(2) Based on 30 June 2016 closing prices.

A

## International network in key growth markets

Unique business model to drive UAE's international ambitions

- Wholesale banking and wealth management are primary drivers
- Reference bank for UAE multinational businesses
- Regional access point for international businesses
- Target clients specific to product and industry knowledge
- Target clients with high quality credit





A

## Strongly positioned vs. international peer group

Market cap (US\$bn)<sup>(1)</sup> Cost / income ratio RoAE FGB NBAD Standard DBS 30% 30 16% Bank FGB NBAD 29 Maybank 46% 14% Standard DBS 25 46% Maybank 11% Chartered CIMB Maybank 20 59% DBS 11% Standard Standard 59%<sup>(2)</sup> 14 CIMB 8% Bank Bank Standard Standard 73%<sup>(2)</sup> NM<sup>(2,3)</sup> CIMB 9 Chartered Chartered

FGB NBAD

(2) Figures for FY 2015.

(3) Standard Chartered made a loss in 2015.

Source: Company information as of LTM 31 March 2016, FactSet and SNL Financial. Preliminary pro-forma financials for FGB+NBAD take into account reclassification, intercompany elimination and consolidation adjustments. (1) Based on 30 June 2016 closing prices.

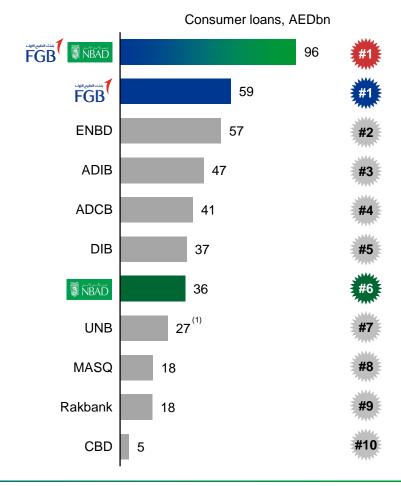


## **Best UAE consumer business**

## Our value proposition will be significantly enhanced

- Significant and scalable market positions across the UAE stimulating growth
- Scale enables best in class technological investment to:
  - Drive digital transformation
  - Allow meaningful customer segmentation
  - Expand range of product offerings
- Combination of complementary strengths, right balance of assets and deposits
- Long-standing National Housing Loan programme run for the Abu Dhabi government
- Multichannel distribution

#### Ranking vs. UAE peers





## Positioned to capture the significant and growing Wealth opportunity



#### Sizable and growing wealth in the region and beyond

#### Strong foundations in place

**Strong penetration in Arab world** *Significant existing AUM and network* 

International wealth centre network Range of booking centre choices for HNWIs

Comprehensive product and service offering Tailored advisory, discretionary, wealth solutions

Foundation for growth Increased scale supports product/system development

#### **Outstanding business opportunities**

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Access new high growth HNWI segments e.g. non-resident Indians

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Improved client choice, flexibility and service with expanded global network

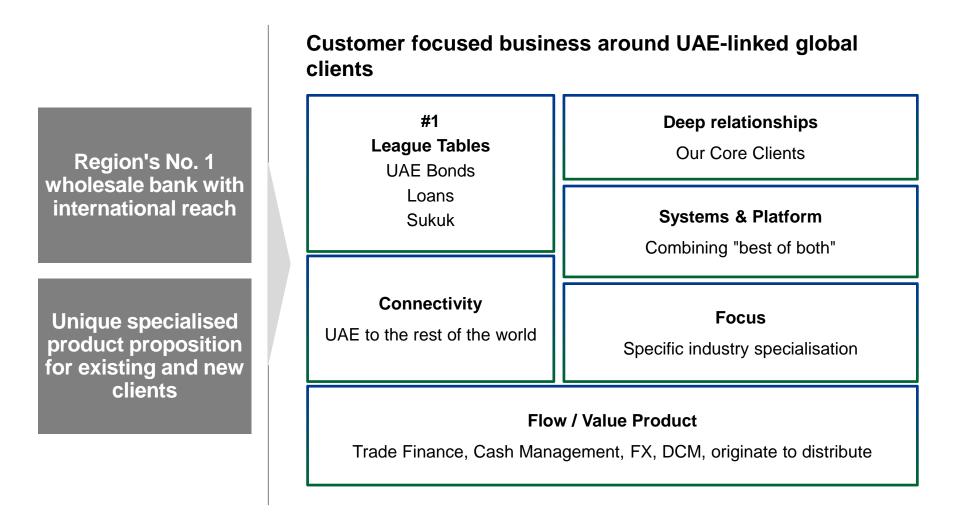


Deepen existing relationships across the bank with increased cross sell and enhanced product offering



Opportunity to increase client penetration beyond the MENA region



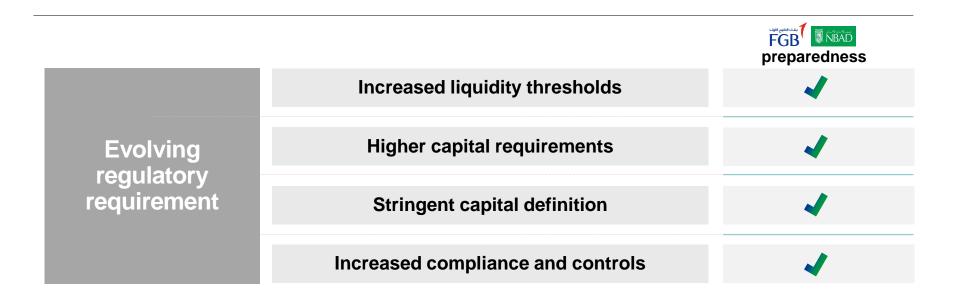




B

Combined bank better positioned than peers to meet increasing regulatory demands

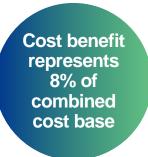
- Sound capital position from the outset, with diversified business mix and funding profile
- Scale enables adequate investment in compliance and controls
- Enhanced profitability profile allows improved capital generation
- Allows growth to continue





#### Substantial cost saving opportunities - benefit of around AED500m per year

- Consolidating common business / enablement functions
- Systems integration
- Premises reduction
- Closure of overlapping branches
- Investment efficiency spend once, use twice



Cost benefits to be realised over 3 years, with estimated one-time integration costs of AED600m

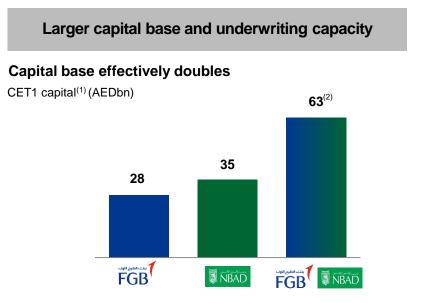
#### Strong revenue synergies potential, leveraging on complimentary business models

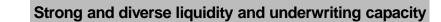


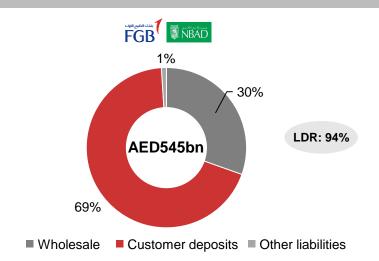
- Product cross-sell
- Pricing optimisation
- Enhanced capacity to service clients
- Some attrition from concentration management



## Leveraging capital and liquidity to pursue growth







#### Strategic opportunities

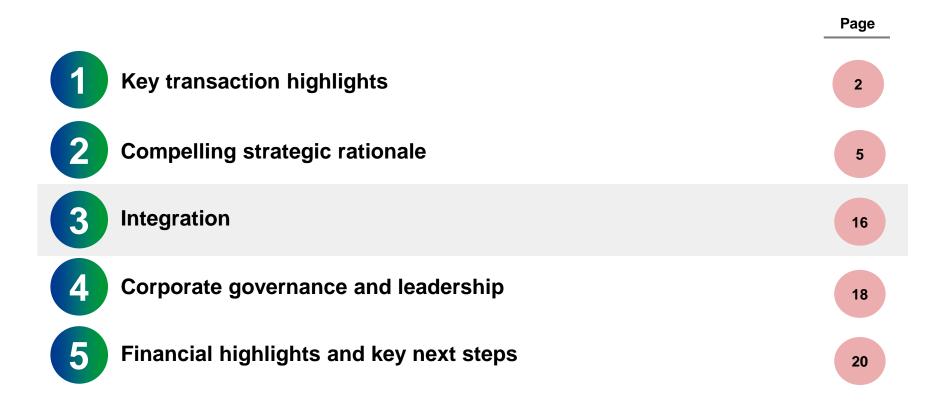
- Drive growth in core home market sectors
- Better serve UAE corporates with international ambitions
- Support international companies operating in the UAE

- Leverage technology to enhance customer experience
- Invest in distribution capabilities
- Drive wealth management cross-sell
- Cross-sell delivered through better consumer client segmentation



Source: Company information as of 31 March 2016. Preliminary pro-forma financials for FGB+NBAD take into account reclassification, intercompany elimination and consolidation adjustments. (1) As of 31 March 2016.

(2) Pro-forma for the transaction including increase in equity from issuance of shares and deduction of goodwill from consolidation





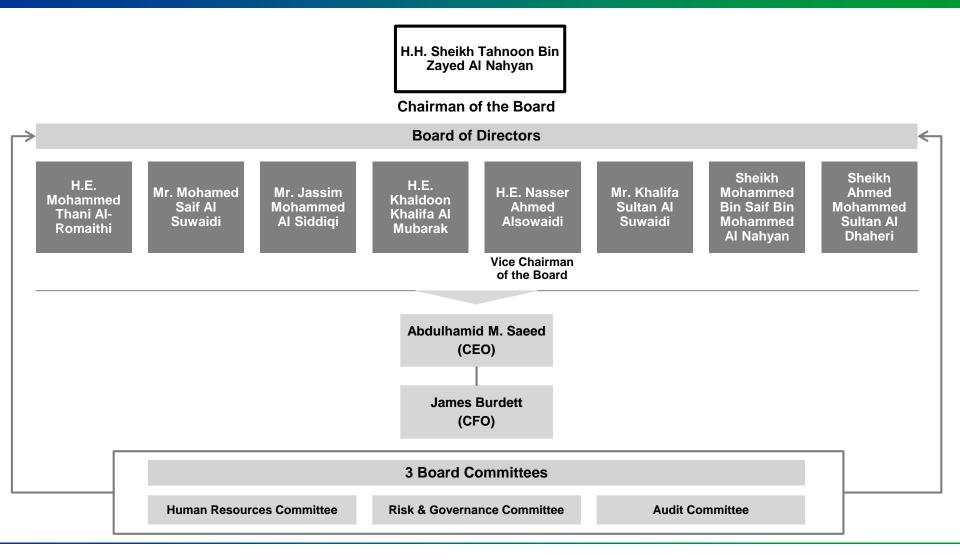
Phase	Actions	Timing		
Pre-Closing Phase	<ul> <li>Merger committee to appoint specialised team and drive integration</li> <li>Design end-to-end management process including full integration plan</li> <li>Agree on three year business plan, one year budget and confirm how synergies are delivered</li> <li>Seek regulatory consents</li> <li>Continue communication to staff</li> </ul>	Up to 9 months		
Post-Merger phase one				
Post-Merger Phase two	<ul> <li>Integrate policies, procedures and control processes</li> <li>Integrate operating platform into a single shared center</li> <li>Integrate IT infrastructure and product systems</li> <li>Integrate data management and accounting systems</li> <li>Address duplication of branch network</li> </ul>	18-24 months post completion		



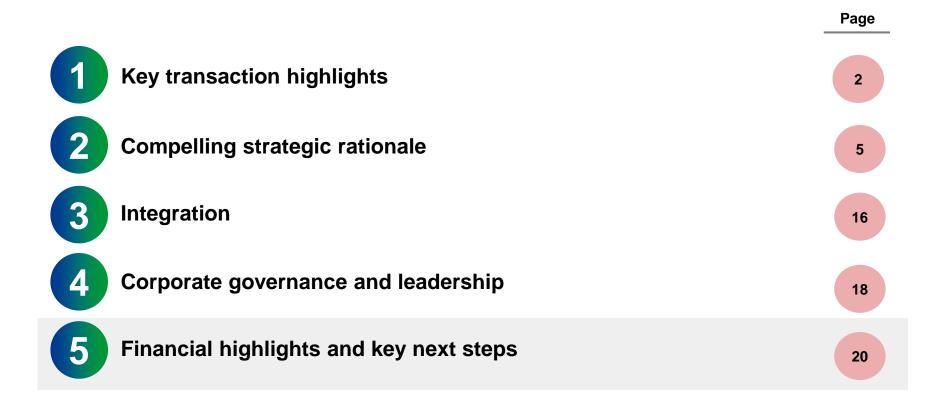




## Best in class strategic direction, oversight and governance







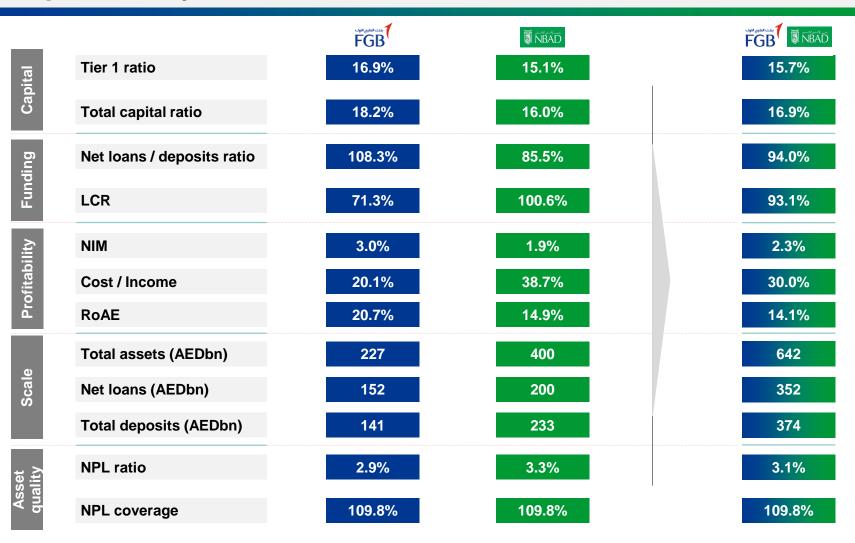


## Improved key financial metrics

بنلك الخليج الأول

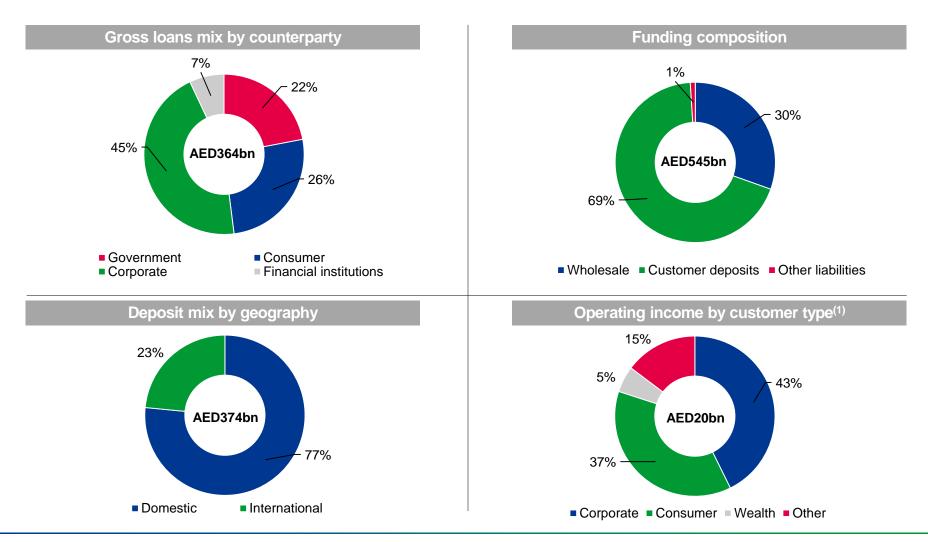
FG

NBAD



Source: Company information as of 31 March 2016 and LTM for income statement items. Preliminary pro-forma financials for FGB+NBAD take into account reclassification, intercompany elimination and consolidation adjustments.

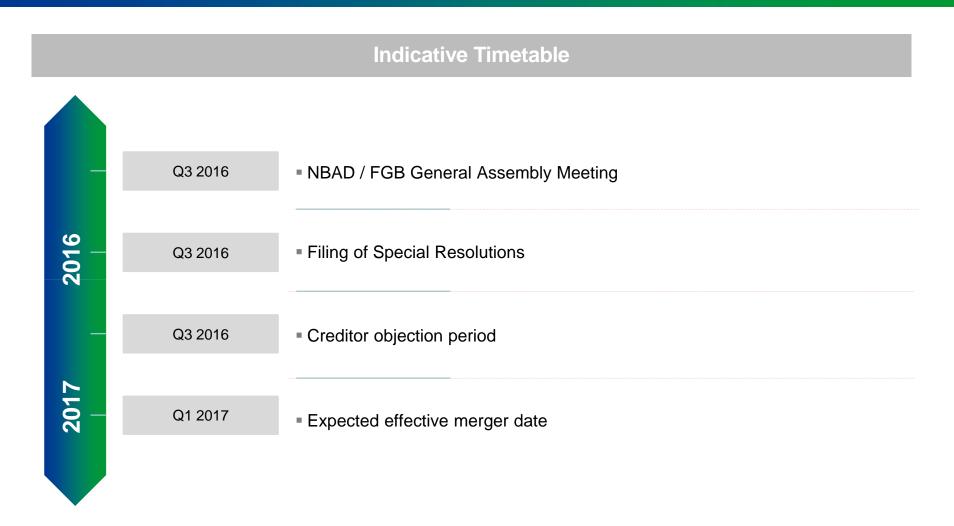
## Well balanced business profile





Source: Company information as of 31 March 2016 unless stated otherwise. Pro-forma financials for FGB+NBAD take into account reclassification, intercompany elimination and consolidation adjustments.

## **Indicative timeline**





## **Transformational merger of equals**

- Full service bank with leading consumer franchise
- Profitable, efficient and capital generative
- Strong entrepreneurial and sales culture



- Sophisticated wholesale business with strong product and industry expertise
- Underpinned by longterm strategic relations
- Strong conservative balance and liquidity from a diverse customer base

Collectively beneficial to all stakeholders: Customers, Equity and Bond holders, employees and the society



## **Contact details**



#### Sofia El Boury

Head of Investor Relations

+971 (0) 50 836 6031 sofia.elboury@fgb.ae



#### **Michael Miller**

Head of Investor, Media and Public Relations +971 (0) 50 619 7116 michael.miller@nbad.com

Further information: www.bankfortheUAE.com

