



RAKBANK

Investor Relations Presentation

1Q / 3M 2018

RAKBANK Profile

Establishment

- The National Bank of Ras Al Khaimah was founded in 1976. It underwent a major transformation in 2001 as it rebranded into RAKBANK and shifted its focus from Corporate Banking to Retail Banking (re-branded to Personal Banking) and small businesses.
- RAKBANK is a public joint stock company headquartered in the emirate of Ras Al Khaimah (RAK). It has 38 branches and over 275 ATMs in the UAE.
- In late January 2013, the Bank launched its Islamic Banking unit – RAK Islamic.
- RAKBANK is listed on the Abu Dhabi Securities Exchange (ADX) and 52.8% of the Bank's shares are owned directly and indirectly by the government of RAK. The market capitalization of RAKBANK is AED7.29Bn (USD1.99Bn) as of March 31, 2018.

* These represent legal ownership of the Bank. However, beneficial ownership is 100% as the remaining interest is held by a related party
 ** On 19 April 2017, the shareholders at the annual general meeting resolved to liquidate RAK Islamic Finance Company Pvt. J.S.C. ("the Company") and transfer its net assets and obligations to the Bank at book value. On 21 June 2017, the shareholders at the General Assembly meeting approved to liquidate the Company and resolved to dissolve it in accordance with the provisions of the Federal Law No. (2) of 2015.

Regulatory Framework

The UAE Central Bank (CBUAE)

- Regulations cover both conduct of business and prudential regulations.
- Acts as the clearing house for all AED payments.
- Conducts a detailed inspection of the banks on annual basis.
- Anti Money Laundering and Suspicious Cases Unit of the CB-UAE acts as the Fraud Investigation Unit (FIU) of the UAE.

Securities & Commodities Authority (SCA) & Abu Dhabi Securities Exchange (ADX)

- SCA is the main regulator of funds houses, custodians, capital market operations, stock exchanges and financial brokerage business in the UAE.
- RAKBANK complies with all listing requirements stipulated by ADX.




Insurance Authority (IA)

- IA is concerned with regulating and supervising the UAE insurance sector to promote the role of the insurance industry and ensure fair and effective competition.

Subsidiaries

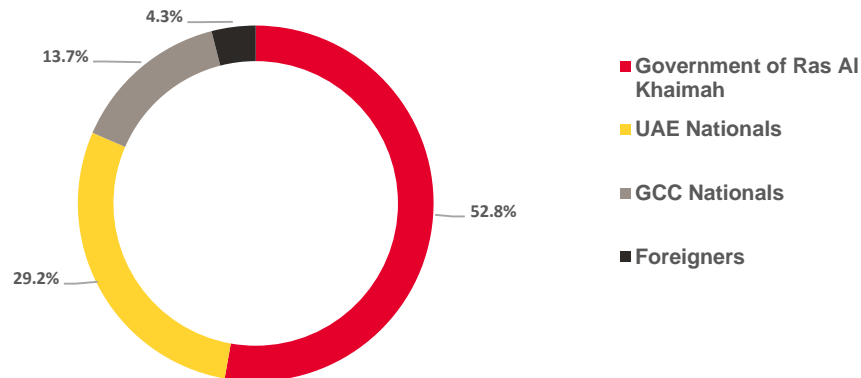
Subsidiary	Ownership	Country	Purpose
RAK Insurance	79.23%	UAE	develop insurance products
RAK Islamic Finance Company**	99.99%*	UAE	sell Sharia-compliant products
Back Office Support Services (BOSS)	80.00%*	UAE	provide back office support services
RAK Technology	80.00%*	UAE	supply information technology support
RAKFUNDING CAYMAN LTD	99.99%*	Cayman Islands	enable the issuance of bonds
RAK Global Markets Cayman Limited	100.00%	Cayman Islands	facilitate treasury transactions

Ratings

Rating Agency	Last Update	Deposits	Outlook	Support
	January 2018	Baa1 / P-2	Stable	2
	November 2017	BBB+ / F2	Stable	2
	August 2017	A- / A2	Stable	2

Shareholders, Directors & Management

Ownership Structure



CEO's Profile

Peter England was appointed as RAKBANK's CEO on 1st November 2013. In the past 3 years he has implemented a strategy to diversify the Bank's balance sheet and income base. The strategy included rebuilding Wholesale Banking, developing the Business Banking Unit, and enhancing the Personal Banking product suite. The change has broadened the Bank's fee income base by growing the capability in areas such as Treasury, Foreign Exchange, Insurance, and proprietary Asset Management. Additionally, Peter played a vital role in the Bank's acquisition of a major stake in RAK Insurance, and on 30th August 2015 he was elected as a member of the Board of Rak Insurance. Peter has over 35 years of banking experience in all aspects of retail business and wealth management in Australia and Asia. Immediately prior to joining RAKBANK, Peter spent seven years as the Head of Retail Banking at CIMB Bank Berhad – a subsidiary of CIMB Group and one of the largest banks in ASEAN – where he managed CIMB Bank Malaysia's business lines for individual and small enterprise customers in Malaysia, Singapore, and Cambodia and worked on developing a wide range of conventional and Islamic products and services.

Board of Directors

H.E. Mohamed Omran Alshamsi	Chairman
H.E. Sheikh Salem Al Qasimi	Director
Mr. Salem Ali Al Sharhan	Director
Mr. Ahmed Essa Al Naeem	Director
Mr. Ahmed Abdulkarim Julfar	Director
Mr. Rajan Khetarpal	Director
Mr. Kantic Dasgupta	Director

Management

Deepak Majithia Chief Financial Officer	Vikas Suri MD, Treasury
Geoff Stecyk Chief Operating Officer	Rahul Oberoi MD, Wholesale Banking
K.S. Ramakrishnan Chief Risk Officer	Dhiraj Kunwar MD, Business Banking
Mahadevan Radhakanthan Chief Credit Officer	Frederic De Melker MD, Personal Banking
Venkat Raghavan Director Compliance & Operational Risk	Saleh Ali Saleh Director, RAK Business
Nabil Azar Director Legal and Company Secretary	Abdul Karim Juma Director, Islamic Banking

Personal Banking

- Incorporating individual customer financing, credit and debit cards and deposit facilities.
- Includes lending products such as personal loans, auto loans, credit cards, and mortgages. As well as fee based services from Bancassurance. investment products, foreign exchange, trade services, and remittance.

Business Banking

- Incorporating non-individual financing and deposit services for SME customers.
- Includes Term & Working Capital (TWC), RAK Business Loan, Secured Finance, Asset Backed Finance (ABF) and Deposit facilities.
- RAK Business Loan for business turnovers up to AED75Mn and Working Capital financing for turnovers up to AED150Mn.

Wholesale Banking

- Incorporating financing and deposit services for larger corporates bodies, including government and public institutions.
- Includes Corporate and Commercial Banking, Trade Finance and Financial Institution (FI) Lending.
- Targeting customers with turnovers above AED150Mn.

Treasury

- Incorporating money market activities, investments in debt and equity securities, foreign exchange and derivatives transactions with other banks, and financial institutions.
- Treasury is the custodian of liquidity and supports the growth of Personal and Wholesale Banking.

Insurance

- Incorporating all insurance related transactions of subsidiary, RAK Insurance.
- The Bank and RAK Insurance collaborate on manufacturing and selling insurance products to substantiate the Bank's Bancassurance offerings.

Full fledged financial services institution, offering Conventional and Islamic Banking services, with diversified presence in Retail Banking, Business and Wholesale Banking segments.

Awards and Recognition

Best SME Customer Service Award

Banker Middle East

(2018)

Best Omnichannel Experience

Middle East Excellence Institute

(2018)

Best Technological Innovation in Payments - B2C

Seamless Awards 2018

(2018)

Best Deposit Product in the Middle East

Asian Banker

(2018)

Best Customer Loyalty program for RAKRewards

Service Olympian Awards

(2018)

Best Smart Service Transformation Initiative for Digital Banking platform

Service Olympian Awards

(2018)

Overall Best Live Chat Performance

Service Olympian Awards

(2018)

Overall Best Website

Service Olympian Awards

(2018)

Social Media & Email Category: Launch of the Highflyer Credit Card

Gulf Customer and Digital Experience Awards

(2018)

New Product and Product Improvement category: launch of RAKIslamic Fawrun Deposit

Gulf Customer and Digital Experience Awards

(2018)

Overall Customer Experience

Gulf Customer and Digital Experience Awards

(2018)

Home Loan Provider of the Year award for Home in One

Yallacompare Banking Awards

(2017)

Advertising Campaign of the Year in the UAE

The Asian Banker

(2017)

New Consumer Lending Product of the Year in the UAE

The Asian Banker

(2017)

Best Service Performance Brand 2016

Department of Economic Development

(2017)

Remittance Product of the Year in the Middle East

The Asian Banker

(2017)

Best SME Program

MasterCard

(2017)

11th Middle East Happiness & Positivity Excellence Award

Middle East Excellence Institute

(2017)

Q1 / 3M 2018 Highlights

Financial Snapshot

(AED Mn)	Quarterly Results			Variance	
	Q1 '18	Q4 '17	Q1 '17	Q1 '18 v/s Q4 '17	Q1 '18 v/s Q1 '17
Net Interest Income and net income from Islamic financing	670.9	687.8	663.3	(2.5%)	1.1%
Non-Interest Income	243.9	248.8	283.3	(2.0%)	(13.9%)
Total Income	914.8	936.6	946.6	(2.3%)	(3.4%)
Operating Expenditures	(345.4)	(364.4)	(351.2)	5.2%	1.6%
Operating Profit Before Provisions for Impairment	569.3	572.3	595.4	(0.5%)	(4.4%)
Provisions for Impairment	(364.2)	(368.0)	(440.7)	1.0%	17.4%
Net Profit	205.1	204.2	154.7	0.4%	32.6%

Key Ratios

Ratios	Mar '18	Dec '17	Mar '17	Growth YTD	Growth Y-o-Y
Return On Equity*	12.0%	10.6%	8.2%	1.4%	3.8%
Return On Assets*	1.7%	1.8%	1.5%	(0.1%)	0.2%
Net Interest Margin*	5.7%	6.1%	6.3%	(0.4%)	(0.6%)
Cost-to-Income	37.8%	38.0%	37.1%	(0.2%)	0.7%
Coverage Ratio	139.2%	74.6%	80.7%	64.6%	58.5%
Gross Impaired Loans Ratio	4.1%	4.0%	4.4%	0.1%	(0.3%)
LSRR	88.1%	87.8%	86.7%	(0.3%)	(1.4%)
Liquid Asset Ratio	13.6%	15.0%	15.5%	(1.5%)	(2.0%)
Total CAR Basel III	18.6%	20.7%	22.2%**	(2.1%)	(3.6%)

Balance Sheet Highlights

(AED Bn)	31.03.18	31.12.17	31.03.17	Growth YTD	Growth Y-o-Y
Total Assets	49.1	48.5	42.9	1.2%	14.6%
Gross Loans and Advances	33.6	33.2	30.4	1.0%	10.3%
Deposits	33.3	32.2	29.8	3.6%	11.9%

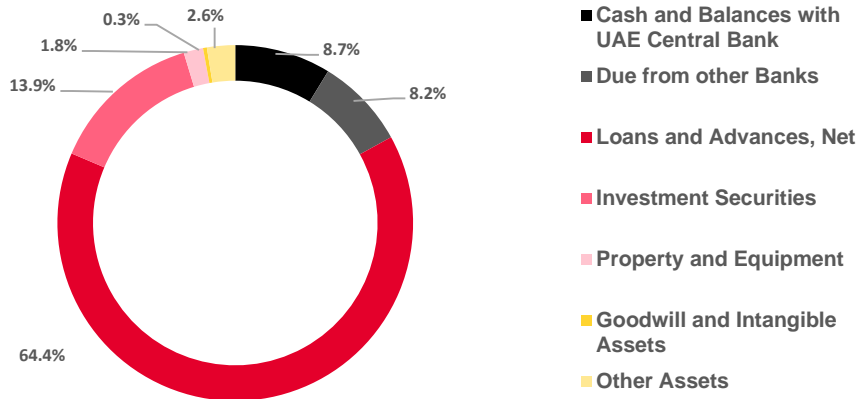
* Annualized

** CAR for Mar '17 is as per Basel II

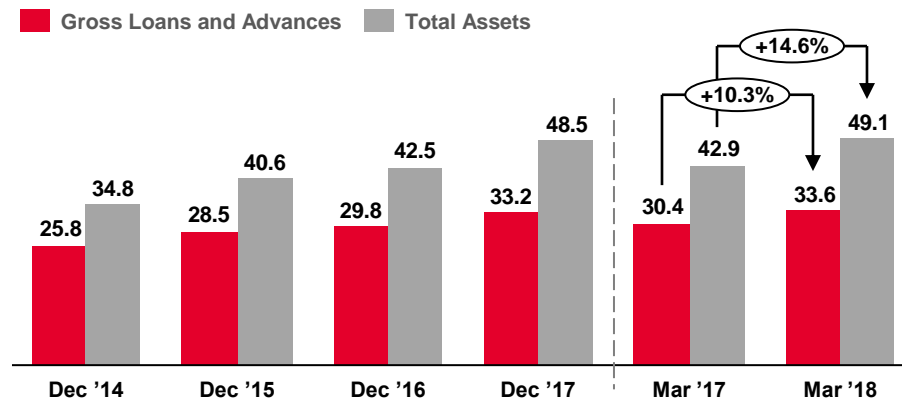
Numbers may not add up due to rounding

Balance Sheet Overview

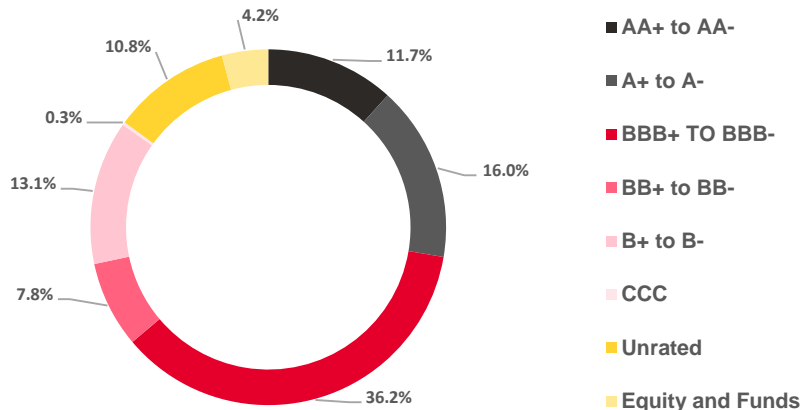
Breakdown of Assets by Type (as at 31.03.18)



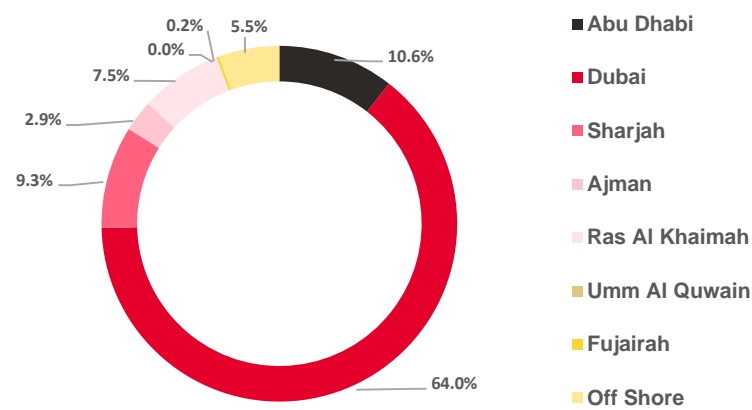
Assets and Gross Loans & Advances (AED Bn)



Analysis of Investment Securities (as at 31.03.18)



Loans by Geography, by Value (as at 31.03.18)



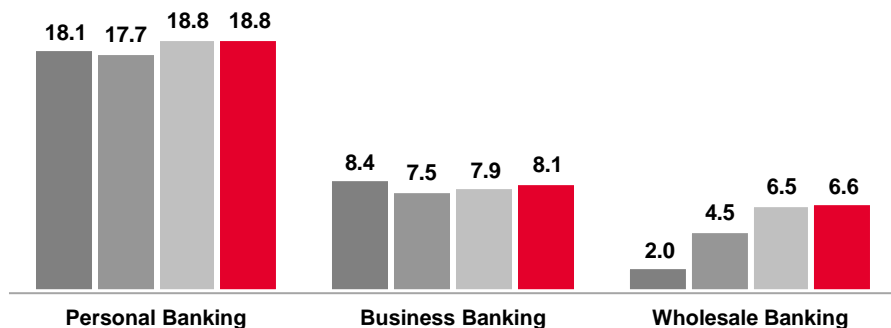
*On 1st January 2018, securities are reclassified to amortised cost. Book value of the portfolio on 31 March 2018 is AED2.5Bn

Numbers may not add up due to rounding

Loans Mix

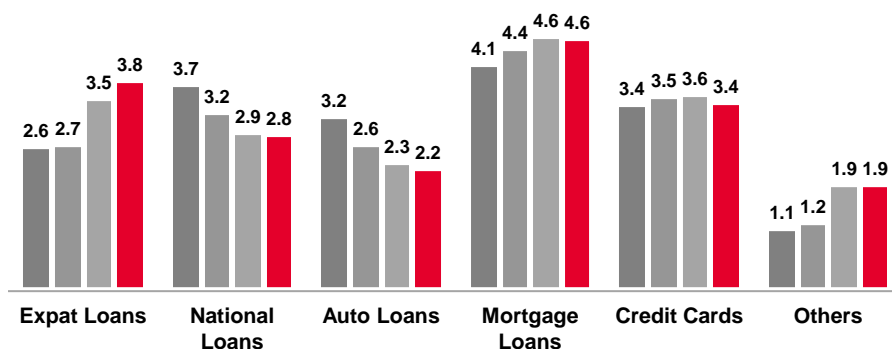
Total Loans & Advances by Segment (AED Bn)

Dec '15 Dec '16 Dec '17 Mar '18



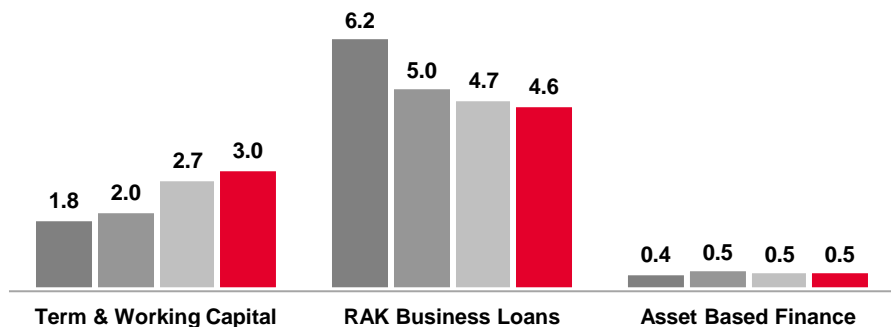
Total Loans & Advances – Personal Banking (AED Bn)

Dec '15 Dec '16 Dec '17 Mar '18



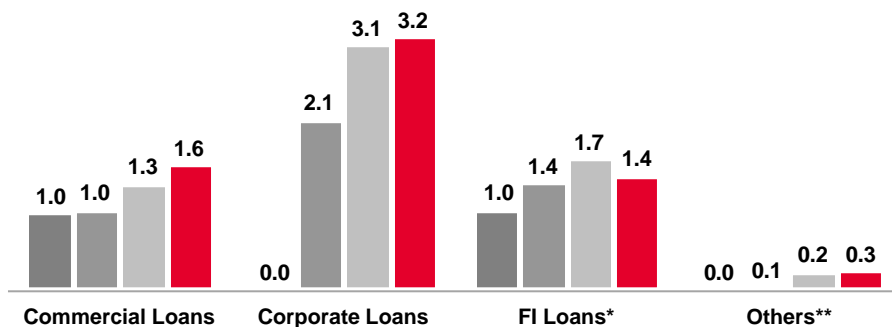
Total Loans & Advances – Business Banking (AED Bn)

Dec '15 Dec '16 Dec '17 Mar '18



Total Loans & Advances – Wholesale Banking (AED Bn)

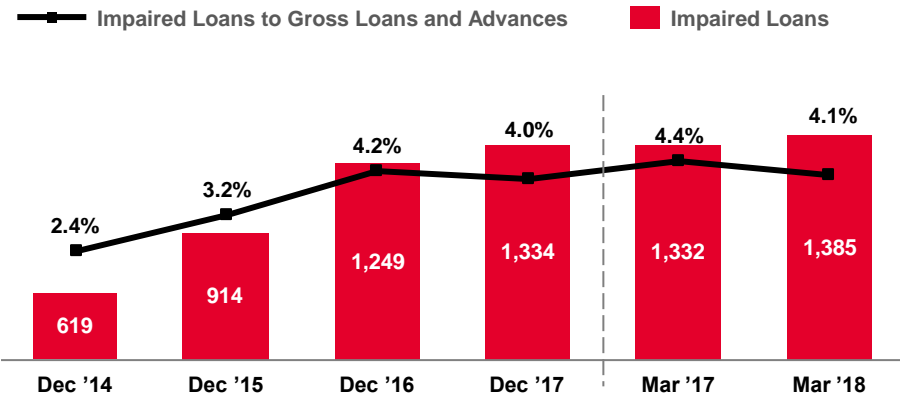
Dec '15 Dec '16 Dec '17 Mar '18



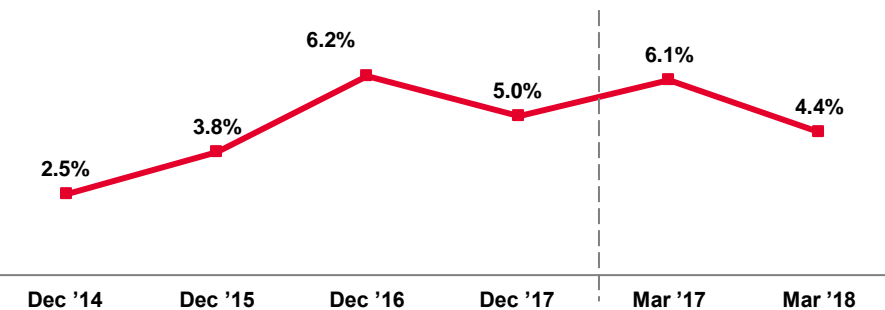
*exclude FI Assets that amount to AED2,907Mn not classified as loans and advances

** Others include Asset Based Finance and Gold Loan

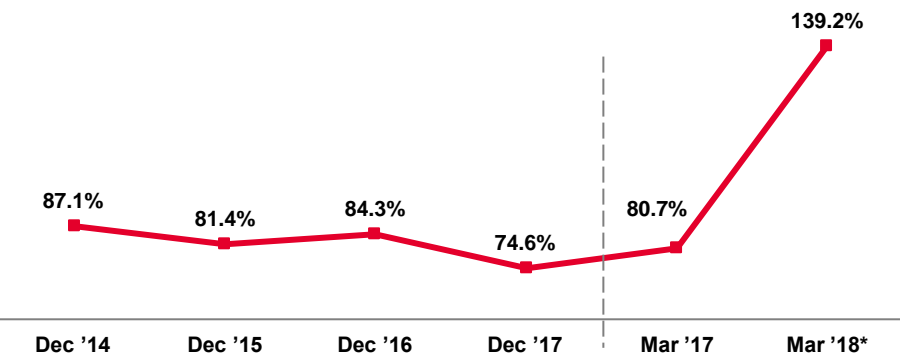
Non-Performing Loans (AED Mn)



Net Credit Cost



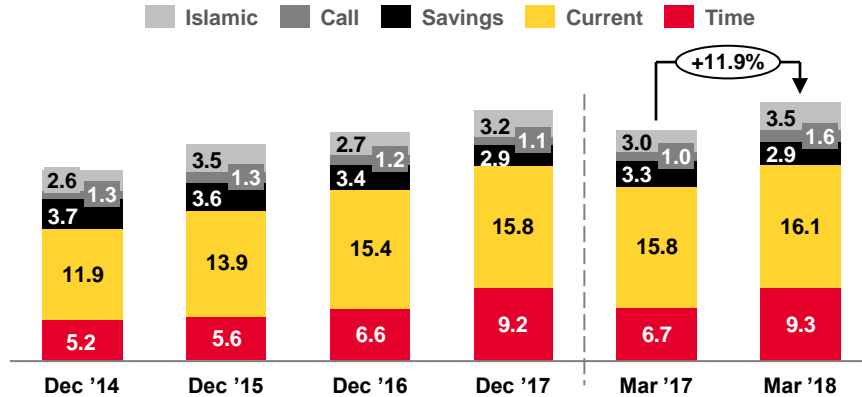
Coverage Ratio



Notes

- The Bank has been diversifying the product mix into lower risk business by growing its traditional TWC lending, and ABF under Business Banking segment and its Corporate, Commercial, and FI portfolios under its Wholesale Banking segment.
- The Bank is well provisioned against loan losses with a conservative loan loss coverage ratio of 139.2%.
- * Increase in coverage ratio as on 31 March 2018 compared to previous periods is due to implementation of IFRS9 from 1 January 2018.

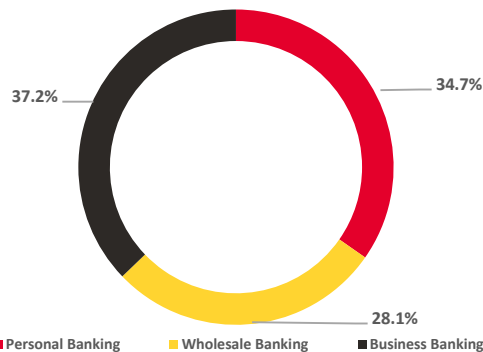
Customer Deposits (AED Bn)



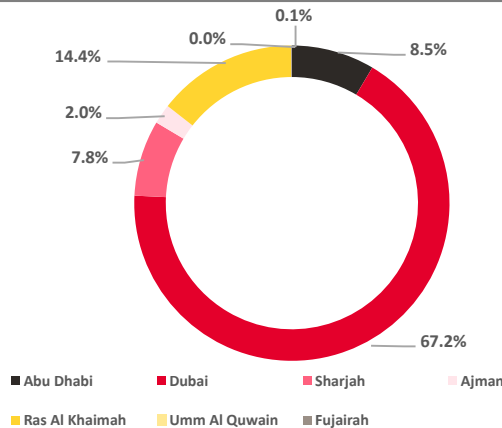
Notes

- Customer deposits grew by AED1.2Bn to AED33.3Bn compared to 31 December 2017.
- The deposits from the Personal, Business, Wholesale Banking and Treasury segments amount to 34.7%, 37.2%, and 28.1% of total deposits respectively.

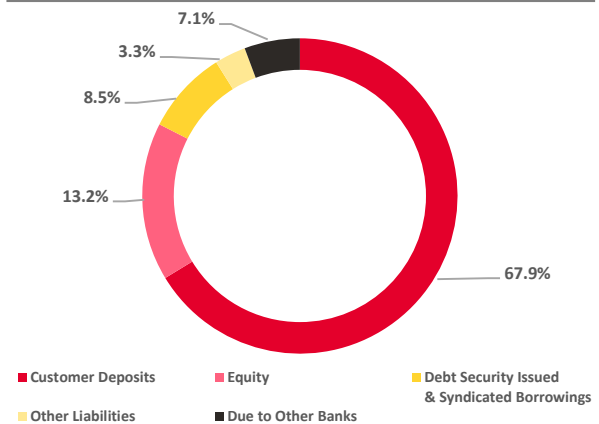
Deposits Value by Segment



Customers Deposits by Geography by Value

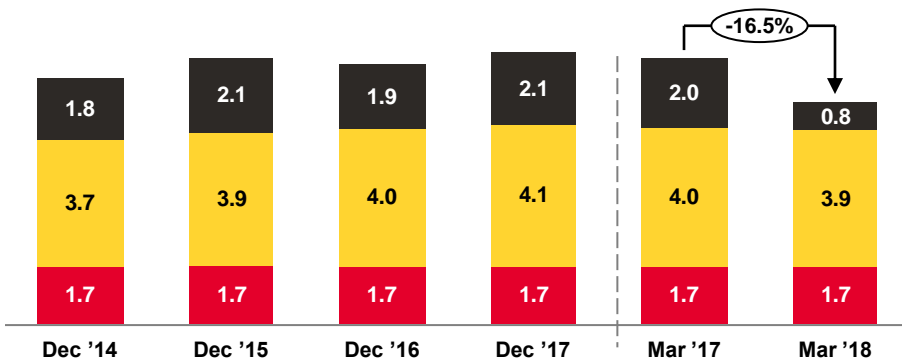


Liabilities Mix

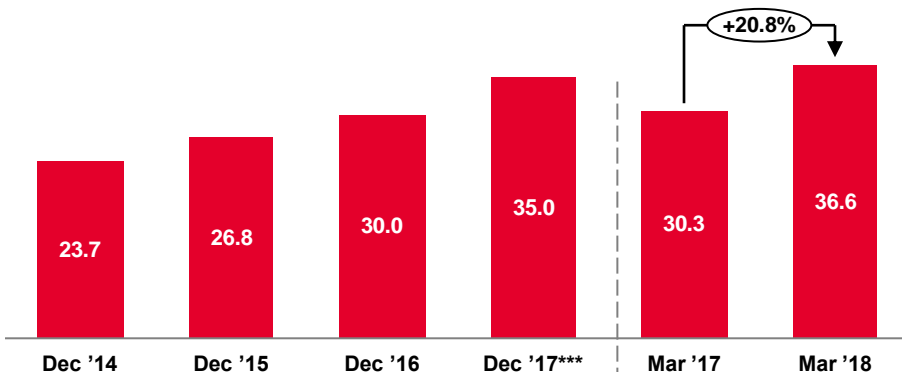


Equity Breakdown (AED Bn)

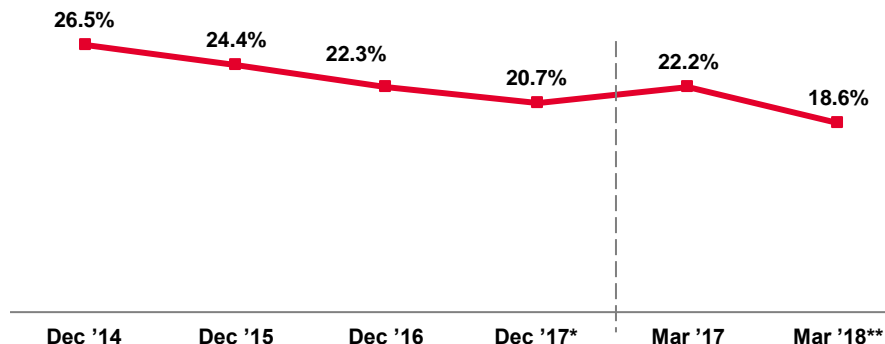
Retained Earnings Reserves Share Capital



Risk Weighted Assets (AED Bn)



Total Capital Adequacy Ratio (CAR)



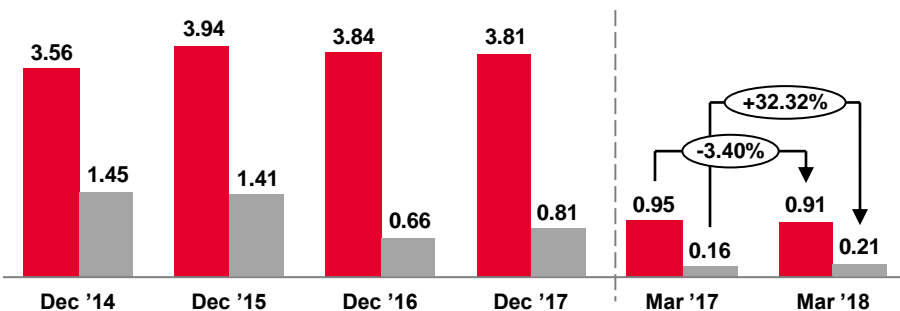
Notes

- * Basel III Common Equity Tier 1 ratio at 20.7%. Basel II Capital Adequacy ratio as at 31 December 2017 at 20.3%, figures are after considering profit and proposed dividend.
- ** Total Capital Adequacy Ratio (CAR) as at 31 March 2018 is at 18.64% (after considering profits and dividends): Tier 1 is at 17.47%; and Tier 2 is at 1.17%
- *** Risk Weighted Assets figures are all as per Basel II except for Dec '17 figure onwards, which is as per Basel III.
- The impact for the Group due to the transition to IFRS 9 amounted to AED 975.9 million. This reduced the Common Equity Tier 1 capital adequacy ratio. The Bank created a General Provision with effect from January 1, 2018 which now qualifies as Tier II capital.

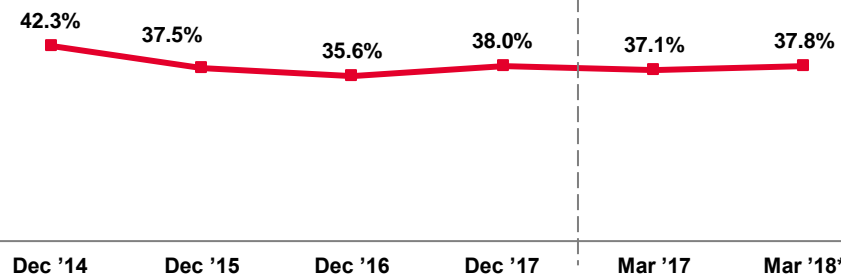
Profitability

Profitability (AED Bn)

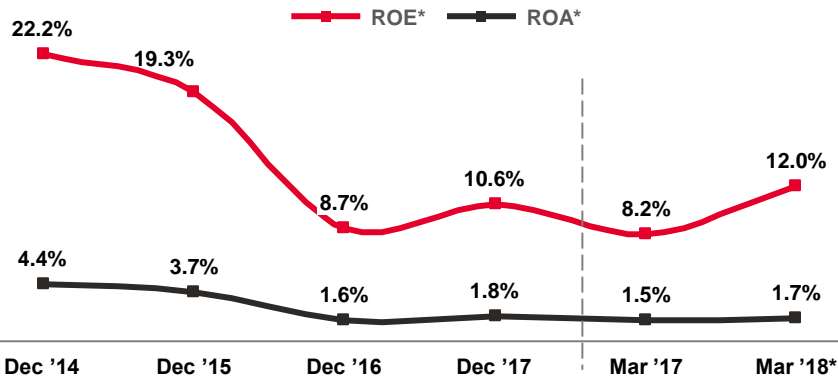
■ Total Income ■ Net Profit



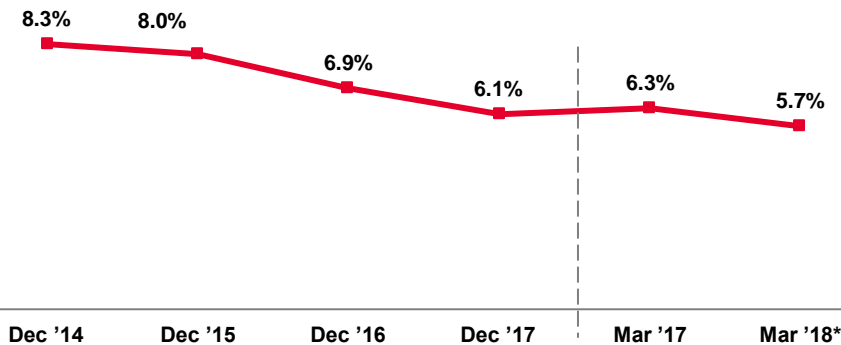
Cost-to-Income Ratio



Annualized Returns



Net Interest Margin



* annualized

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