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Credit Suisse Conference

Trading the Silk Route: Opportunities in Turkey, MENA and Kazakhstan

بالدوالطبني NBD

25 – 26 February 2009





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UAE Economic Update

Comments

- □ GCC economies have approximately tripled in size in just 5 years, and their combined GDP should be well over \$1 trillion in 2008 up from \$805 billion in 2007
- Real GDP growth has averaged 6-7% pa over the last 5 years, only slightly below Asia's rapid pace. In the UAE it has averaged nearer to 9%
- Although most GCC countries are successfully diversifying their economies, on average about half of the GCC's GDP is still based on energy export revenues
- Oil prices around \$40/b are still high by historical standards with most budgets being based around these levels
- A new equilibrium oil price looks to have become established \$30-50 in the near term

Growth in context - Real GDP growth % y/y*





Region's fortunes aligned to oil*

UAE GDP breakdown by (2007)*



UAE Economic Update (cont'd)

Comments

- ❑ UAE GDP grew approximately by 6% in 2008 on the back of still strong investment, a consumption boom and higher oil output, however, in 2009 the external environment combined with liquidity tightening and weakening demand should bring growth back towards 1.5%
- Of all the GCC economies the UAE is the most open with exports as a proportion of GDP approaching 100%. Dubai is the 3rd largest centre for re-exports in the world which itself represents 44% of GDP
- □ The 2009 budget is the largest in the country's history. After a budget surplus of around \$24.5bn last year (10% of GDP) the new budget of \$11.5bn represents a 21% increase, but it is still forecast to be balanced.





UAE Government Fiscal Balance*



GCC Exports as % of GDP*



*Source: EIU, Emirates NBD forecasts

UAE Economic Update (cont'd)

Comments		Real GDP Growth Forecasts*			
	UAE hit by global credit squeeze, caused by events largely outside its control		2008	2009	2010
	UAE economy and banking system relatively well placed in	UAE	6.0%	1.5%	2.9%
	comparison to many economies outside of the GCC	UK	0.8%	-2.9%	0.0%
	Dubai's textbook model of diversification is being challenged, but remains strong enough to withstand the turmoil	Eurozone	1.0%	-1.9%	0.2%
	UAE's accumulated surpluses over recent years enable it to	Germany	1.2%	-2.2%	0.3%
	engage in counter-cyclical policies, providing a powerful fiscal stimulus	US	1.2%	-2.5%	2.2%
	Monetary policy is also responding to the crisis, with rates	China	9.2%	6.3%	8.3%
	being cut and liquidity provided Correction provides potential to put growth back on a more	Singapore	1.4%	-1.8%	2.9%

Dubai's Strategic Location

sustainable long-term path



UAE Inflation Rate*



UAE Banking Market

GCC Banking Market

Source: Central Banks; Global Insight 2007

Comments

- □ UAE Banking assets have grown by 28% CAGR from 2002 to 2008, spurred by nominal GDP growth of 22% CAGR
- □ The UAE banking market is the largest is the GCC, followed by Saudi Arabia.
- □ Islamic banking in Dubai started with the establishment of Dubai Islamic Bank in 1975, but growth commenced in earnest in the last 10 years.
- □ Islamic Banking assets growth of 47% CAGR from 2004 outpaced conventional asset growth 35% CAGR from 2004 and now represents c.15% of total UAE banking assets.

UAE Banking Sector Growth



Source: Central Bank statistics and Bloomberg.



Islamic Banks



Source: Global Insight, Platts, Dubai Chamber of Commerce and Industry, team analysis

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UAE Banking Market (Cont'd)

Comments

- □ UAE L&R growth has outstripped deposit growth in recent years
- □ UAE Banking system liquidity tightened in 3Q 2008 due to outflow of c.\$50b of speculative capital & the Global credit/liquidity crisis following the Lehman's collapse
- Dubai and Abu Dhabi CDS spreads have widened on concerns over Dubai Inc.'s debt and concerns over the real estate market
- Government intervention has been welcome:
 - \$14b backstop facility from MOF
 - \$20b set aside for direct injection into UAE banks; \$14bn deposited to date
 - Deposit guarantee announced
 - Abu Dhabi Government injected \$4.4b of Tier 1 capital into the Abu Dhabi banks
 - Government of Dubai announced a \$20b bond program of which \$10bn will be bought by the UAE Central Bank

Dubai & Abu Dhabi Govt. CDS Spreads*



*Source: Markit Partners

Loans & Receivables vs. Deposits*



*Source: UAE Central Bank



3 Month USD Libor vs. 3 Month Eibor*

*Source: Bloomberg

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EmiratesNBD Emirates NBD is the largest bank in the UAE and GCC by assets

UAE ranking by Assets \$b

Emirates NBD	76.9
NBAD	44.8
ADCB	40.2
First Gulf Bank	29.3
Mashreq	25.4
DIB	23.0
Union Nat. Bank	17.8
CBD	9.7

UAE ranking by Equity \$b

Emirates NBD	7.0
First Gulf Bank	4.4
ADCB	4.3
NBAD	3.9
Mashreq	2.9
DIB*	2.7
Union Nat. Bank	2.0
CBD	1.3

UAE ranking by Profits \$m



* FY 2008 numbers not available; 3Q 2008 numbers shown for Equity

GCC ranking by Assets \$b

Emirates NBD	76.9
Nat. Comm. Bank	59.2
SAMBA	47.8
Nat. Bank of Abu Dhabi	44.8
Al Rajhi Bank	44.0
Nat. Bank of Kuwait	43.4
Riyad Bank	42.6
Qatar National Bank	41.8
Abu Dhabi Comm. Bank	40.2
Kuwait Finance House*	35.8
U.	A.E KSA

Source: Bank Financial Statements

GCC ranking by	Equit	y \$b
Al Rajhi Bank		7.
Nat. Comm. Bank		7.0
Emirates NBD		7.0
Riyad Bank		6.9
SAMBA		5.4
Nat. Bank of Kuwait		5.2
Qatar National Bank		4.6
Kuwait Finance House*		4.5
First Gulf Bank		4.4
Abu Dhabi Comm. Bank		4.3
Kuwait Qa	atar	

GCC ranking by Profits \$m

.2		Al Rajhi Bank	1,742
)		SAMBA	1,201
		Qatar National Bank	1,004
		Emirates NBD	1,002
		Nat. Bank of Kuwait	925
		NBAD	822
		First Gulf Bank	816
		Saudi British Bank	780
		Banque Saudi Fransi	749
		Riyad Bank	704
Ba	hra	in	•

* FY 2008 numbers not available; 3Q 2008 numbers shown for Assets and Equity Source: Bank Financial Statements & Bloomberg

Emirates NBD Group Structure and Market Shares



Group Structure	Group Entities
Emirates NBD (Parent Company)	 Emirates Bank & National Bank of Dubai are the primary companies of Emirates NBD group Provide services and products to Retail, Wholesale & Treasury Customers.
BankingOther Financial ServicesBrokerageProcessingAssociatesEmirates BankNational Bank of 	 Fastest growing Islamic bank in UAE Provides Sharia compliant products to Retail and Corporate Banking clients. 99.8% owned by Emirates NBD
Emirates Islamic Bank NBD Investment Bank Emirates Money NBD Securities Network International National General Insurance EIS, KSA	 NBD Investment Bank was incorporated on 31 May 2006 in the DIFC. Principal activity is Investment Banking.
Market Shares	• Emirates International Securities was established in 2001 with principal activity is brokerage on listed securities on DFM and ADSM.
 Assets c.20% Deposits c.19% and Loans c.22% 	• Network International established in 1994 and evolved into a leading credit card and payment services company.
 Retail market shares (estimated): Personal loans c.25% Home loans c.12%, Auto Loans c.30% and Cards c.20% Corporate bank: Number 1 mandated lead arranger in UAE 	 Emirates Investment Services Limited was incorporated in DIFC in 2006 Principal activities are Investment Banking and Asset Management.
 regional syndication loans (Thomson Reuters as of 31st July 2008) Investment bank: "Emirates NBD PJSC" was ranked 2nd in international Financing Review (IFR)'s league table for the 	 Union Properties is an associate company [Ownership 47.8%] of Group Leading property development, investment and real estate services company in the UAE.
 issuance of "International Bonds" EIS: Brokerage business ranked 2nd by volume in the UAE market for 2008 * as at 31st September 2008 Source: Central Bank 	National General Insurance Limited (N.G.I.), acquired in 1995 [Own 36.7%]. is active in providing general insurance cover for a wide range of products.

Building a geographically diversified footprint



EmiratesNBD

Strong Credit Ratings



1 Moody's Long-term rating / Short-term rating

2 S&P Credit ratings on negative outlook

3 EBI's Long term Issuer Default rating is AA-; NBD has not been rated by Fitch. Support rating for both EBI and NBD is '1'

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-1.7%

14

2008 Financial Results Group Performance

Comments

- □ Full Year 2008 Net Profit down 7% from 2007
- Proposed cash dividend of 20% and stock dividend of 10%
- Q4-2008 Net Profit of \$3.8m (\$327m in Q4-2007)
- □ Financial performance impacted by
 - mark to market & impairments on investment securities of \$0.5b
 - mark to market on credit default swaps (CDS) of \$124m
- □ Core business continues to perform strongly despite a more challenging environment in Q3 & Q4 2008
- □ 2008 Core net profit reached \$1.6bn, up 49% from 2007
- □ Core cost to income ratio improved during the year, esp. during the 2nd half as cost measures implemented & synergies realized

Key Performance Indicators

\$m	Year to 31 Dec 2008	Variance vs. 2007*
Total income	2,300	+19%
Operating expenses	(914)	+23%
Impairment allowances	(450)	+125%
Operating profit	936	-6%
Amortisation on intangibles	(26)	+17%
Associates	92	-10%
Net profit	1,002	-7%
Cost: income ratio (%)	39.7%	+1.5%
Net interest margin (%)	2.01%	+0.12%
EPS (\$)	0.20	-7%
Return on average shareholders' equity (%)	19.1%	-6%
	As at	Var vs.
\$b	31 Dec 2008	31 Dec 07*
Total assets	76.9	+11%
Loans	56.9	+26%
Deposits	44.2	+15%

11.4%

* 2007 comparatives are presented on a pro forma basis

Cost : Income Ratio

Capital Adequacy Ratio (%)



Note 1: Core cost:income ratio excluding mark to market impacts on investment and other securities in 2008 $\,$

Note 2: Cost income ratios for each quarter are presented on a year-to-date basis

Core Business Performance



Note 1: 2007 comparatives are presented on a pro forma basis

Note 2: Core business trends exclude mark to market impacts and impairments on investment and other securities.

2008 Financial Results Profit growth in recent years



Source: Financial Statements, Aggregation of EBI and NBD results

* The comparative results for 2007 were prepared on a pro forma basis, which assumed that the merger occurred on 1 January 2007

1 Prior Year 2001 – 2006 is the aggregation of EBI & NBD

2 Year 2007 & 2008 excludes amortization of intangibles

2008 Financial Results Balance sheet growth in recent years



* Equity for 2007 and 2008 is Tangible Shareholder's Equity which excludes Goodwill and Intangibles Source: Financial Statements, Aggregation of EBI and NBD results Prior Year 2001 – 2006 is the aggregation of EBI & NBD **EmiratesNBD**

993

2008

820

2008

2008 Financial Results Divisional Performance

Wholesale Banking

Consumer Banking & Wealth Management

Continued success of its transactions business Emirates NRD replaced as leader in lease.	\$m 37% 99 728
 Key focus during 2008 to emphasis liquidity for the bank and its clients and building non-risk based and fee generating businesses Revenue grew 37% year-on-year Loans grew 23% year-on-year Deposits remained broadly stable year-on-year 	2007 20
 Distribution network strengthened. Total branches now at 94, of which 12 in Abu Dhabi ATM and SDM network now at 564 Emirates NBD won 'Best Retail Bank' in 2008 by Arabian Business Magazine Revenue grew 52% year-on-year 	\$m 539 539
 Loans grew 44% year-on-year Deposits grew 29% year-on-year Loans Deposits 	2007 20

2008 Financial Results Divisional Performance (cont'd)



5.2 4.9 3.0

Customer accounts

EmiratesNBD







- Deposits up 36% to \$5.2b
- Highest depositors' share of profit payout among UAE Islamic banks
- 4 new branches in 2008 taking the total to 26



Asset Quality Credit Metrics: Wholesale and Consumer

Comments

- Loan portfolio is balanced and well secured
- □ Counterparties have been extensively reviewed and we remain comfortable with our exposures
- NPL and impairment allowance metrics remain broadly stable
- □ Added \$57.5m to portfolio impairment provisions in 2008 as a measure of prudence in the current environment

Loan Portfolio by Type – 2008



<u>100% = \$58.1b</u>

NPL & Coverage Ratios



Note 1: 2008 NPL and coverage ratios excludes investment securities classified as non-performing loans

Loan Portfolio by Sector – 2008



EmiratesNBD

Asset Quality Real Estate Exposure

- **EmiratesNBD**
- Exposures to Real Estate & Construction Sector is 14% and 5% of the WB portfolio respectively
- Emirates NBD is very selective in financing real estate sector. Extent of finance is generally limited to:
 - 70% of construction cost excluding land or 60% of cost including land (land valued at lower of cost or market value)
 - 60% of purchase price for completed properties.
- Exposure is mainly to top tier names with diversified business interests and multiple sources of repayment
- Repayment experience is satisfactory with no accounts classified in doubtful or loss categories
- □ Approximately 70% of the portfolio has a repayment maturity of < 3 years
- Careful monitoring of the Real Estate, Construction and related sector exposures
 - Mortgage portfolio is relatively small; \$1.2b as both EBI and NBD are recent entrants into the mortgage market
- Mortgage finance offered across a select range of premium developers, including Dubai Properties, Emaar, Nakheel, Aldar, Sorouh & Union Properties
- Emaar, Dubai Properties & Nakheel account for 77% of the mortgages financed by ENBD
- □ Villas account for approximately 38% of the portfolio; Completed properties account for 61% of the portfolio
- □ Average LTV is 75% on original value and 59% on market value
- □ More than 75% of the customers have only one mortgage loan from ENBD
- Lending criteria are revisited regularly to ensure that the quality of the loan portfolio remains good
- Mortgages portfolio performance is good: Focus on high income customer segments, 90% of portfolio comprises of customers with income > \$6.8K per month, low delinquency and provision rates

Asset Quality Investments & Trading Securities

Comments

- □ Exposure to sub-prime and related exposures (e.g. RMBS, CMBS, CDOs, CLOs) are minimal and were fully written down in prior years
- □ 81% of the assets are classified as Available for Sale
- □ Fixed income assets make up 64% of the portfolio where:
 - impact from market volatility is relatively lesser
 - 48% of fixed income securities are from the GCC
 - comprises mainly of investment grade assets
 - duration of fixed income portfolio largely 1-5 years; some losses will reverse if held to maturity and no credit event occurs
- □ Portfolios actively monitored with the objective to reduce exposure where opportunities arise or where future distress is anticipated.

2008	МТМ	Impact
		mpaut

\$ million	Total	P&L impact		Cumulative changes in	
	Balance	Income Impairm.		U	
Investment Securities	5,280	(86)	(56)	(493)	
Trading Securities	66	(37)	-	-	
Subtotal	5,346	(123)	(56)	(493)	
Investment Securities in L&R	646	(93)	(219)	-	
Total	5,993	(216)	(275)	(493)	

* Net of \$71m write-down reclassified from trading to AFS securities pursuant to the amendments to IAS39 and IFRS 7.

Composition by type



Composition by Category



EmiratesNBD

Capital, Funding and Liquidity

Comments

- □ Capital adequacy ratio at 11.4% in 2008 (2007: 12.5%)
- □ Liquidity in the UAE Banking system has improved in 4Q 2008 compared to Q3 2008, helped by the various Government initiatives
- □ Emirates NBD received \$3.4b 3/5 year deposits of \$13.6b injected by the Ministry of Finance into local banks
- □ Formal deposit guarantee documentation expected soon.
- Funding remains stable
- Term debt maturity profile is well within our funding capacity; repaid scheduled US\$ 500 MM FRN in Jan 2009 and CHF 225 MM (US\$ 219m) in Feb 2009

Capital Ratios



* Including impact of expected conversion of \$1.7b of MOF deposits to T2 capital



Composition of Liabilities

Maturity Profile : EMTNs



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Merger Update Integration fully on track

EmiratesNBD

□ We have achieved major milestones during the last year



 02/09
 Q1/09
 Q2/09

 Credit cards platform at Network International will be integrated
 Legal merger will be completed Emirates Bank and NBD legally merged into one entity
 Core-Banking Roll-out to NBD: New system online for combined entity

Merger Update

Exceeded 2008 full year targets on all revenue, costs & one-off synergies

Target Synergies

- \$94m of recurring annual synergies by the third year post merger, plus \$7m of one-off synergies totalling \$101m
- □ The recurring synergies below will be delivered 33% in year 1 (2008), 66% in year 2 (2009) and fully by 2010

		% of Sma	% of Smaller Base ¹	
Synergies (2010)	Total, USD m	Actual**	Benchmark***	Actual
Revenue	53	10.5%	5–10%	4.1%
Costs	43	22.2%	14-26%	8.3%

 Year 1 target therefore \$34m (33% of \$101m) of which, recurring synergies represent: (One-off synergy commitment in 2008 is \$3m)

		% of Smaller Base ¹		% of Combined Base ¹
Synergies (2008)	Total, USD m	Actual**	Benchmark***	Actual
Revenue	18	3.5%	1.7-3.3%	1.4%
Costs	14	7.4%	4.6-8.6%	2.7%

Note 1: Base used when computing synergy targets were 2006 financials, smaller base was NBD and combined was aggregated EBI and NBD

Key drivers of Revenue Synergies

- **Revenue synergies** for 2008 full year (\$28m):
 - Largest distribution network of 120 branches & 659 ATMs and SDMs
 - Focus on cross selling e.g. mortgages >\$27m loans
 - Enhanced market share/pricing advantages e.g. FDs
 - Embedded Customer efficiency framework e.g. Tafawouq has tripled branch sales in Umm Suqeim & DCC

Actual 2008 Synergies

Achieved synergies of \$64m – ahead of 2008 full year target by 90%



Note 1: Base used when computing synergy targets were 2006 financials

Key drivers of cost & one-off synergies

- **Cost synergies** for 2008 full year (\$30m):
 - Single Head-office in place
 - Created efficiencies through unified business models
 - Combined marketing & advertisement activities
- **One-off synergies** for 2008 full year (\$6m):
 - Projects & initiatives discontinued due to merger, namely Islamic banking set up previously planned in NBD

EmiratesNRD

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Comments

- □ The current environment is presenting challenges in terms of liquidity, funding, profitability and asset quality
- The fundamentals of Emirates NBD's core business remains strong
- Emirates NBD is taking pro-active steps to ensure we are well positioned to navigate the current environment. We are focusing on strengthening the balance sheet, profitability and risk management enhancement
- Our long-term growth strategy remains in tact although has been modified to embrace new realities
- □ The success of the merger is even more pronounced in the current climate as the Bank is more resilient due to its scale and is seen as a stronger counterparty
- We are a consolidator of choice in the region and are well placed to take advantage of any attractive opportunities that may arise

7 Strategic Pillars

Pursue profitable growth in Retail Banking

Establish a distinctive Wealth Management offering

Consolidate and enhance market position in Corporate Banking

Develop a leading regional Investment Banking franchise

Expand Islamic Banking

3

5

Integrate organizational resources to build a scalable platform

Strategic Imperatives

Strengthen

balance

sheet

Drive

profitability

Enhance risk

management

Cautious lending growth

• Support growth of important Group relationships

Focus on funding

 Renewed focus on key market segments (Private Banking / Affluent / SME)

EmiratesNRD

- Leverage distribution network
- Continue to maintain and develop wholesale sources of medium to long term funding
- Continued government action / support

Improve product/customer profitability

- Re-price and maximize product yields
- Increase fee based income

Improve overall cost position

- Drive performance improvement program
- Increase process efficiency
- Migrate customers to lower cost channels
- Implementation of Basel II IRB and AMA approaches
- Advancement of Liquidity Risk Control and Management
- Alignment and integration of Economic Capital and Stress testing Framework
- Strengthen credit management and improve collection processes

Summary



- The UAE economy is expected to slow down but remains relatively well positioned compared to developed and developing countries outside the GCC
- Emirates NBD is the largest bank in the GCC by assets and
- Emirates NBD leads the UAE Banking Sector
- The core business continues to perform strongly in 2008
- 2008 core net profit up 49% from 2007
- Financial performance impacted by MTM & impairments on investment & other securities as a result of market-wide asset devaluations.
- Credit quality is strong and underlying credit metrics remain stable
- We remain comfortable with our overall real estate exposure
- The integration is fully on track
- 2008 full year synergy targets were exceeded by 90%
- Our strategic priorities in 2009 are balance sheet optimization, focus on profitability and costs and continuing improvements in risk management.
- Emirates NBD is well positioned to navigate the current environment and take advantage of opportunities that it may present.

Appendix

2008 : Awards





Emirates NBD was **honored by H.H. Sheikh Mohamed Bin Rashid Al Maktoum**, the Ruler of Dubai and Vice President & Prime Minister of the UAE, for its role in boosting investments and attracting businesses from around the world.



 Rick Pudner, Chief Executive Officer of Emirates NBD was awarded the 'Banker of the Year Award' by The Banker Middle East.



Emirates NBD has been named as Best Emerging Market Bank & Best Foreign
 Exchange Bank in the UAE for the year 2008 by Global Finance Magazine.



Superbrands council honored Emirates NBD with three Superbrands awards for Group's 'Emirates Bank', 'National Bank of Dubai' and 'meBank' brands at the Superbrands Tribute Event held in April 2008.



Emirates NBD was awarded 'Best Bank in the UAE', for the year 2008 by The Banker 2008



Awarded the 'MasterCard Worldwide Regional Quality Award 2008' for excellence in operational achievements



'Best Retail Bank' Arabian Business Magazine 2008

.....Large Deals Concluded 2008



... Large Deals Concluded 2008 Cont'd...



.. Large Deals Concluded 2008 Cont'd...

