



Rise every day

INVESTOR RELATIONS PRESENTATION

FEBRUARY 2025

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Leading UAE Bank with growing market share and global footprint



Strong Foundation

- Established in 1967 by the Al Ghurair Family
- 57 years of sustained growth
- One of the oldest banks in the region
- Publicly Listed on the Dubai Financial Market in 2000

Progressive & Innovative

- Award winning bank driving forward digital technologies
- Significant investments in Ai, blockchain and analytics

Strong Regional & International Presence

- Prominent UAE bank with a presence in most GCC countries and a leading international network of branches/representative offices in MENA, Asia, Europe and USA
- Well-positioned to finance regional trade flows

Credit Rating

MOODY'S

A3

FitchRatings

A

STANDARD
& POOR'S

A-

ESG Rating



28.6
Medium Risk

KNOWESG

57
Good



Where are We Now with What Offering



(1) Full offering (Wholesale, FI, Digital Retail & Private Banking)

(2) Also offers correspondent banking in other countries

Stable Shareholder Base

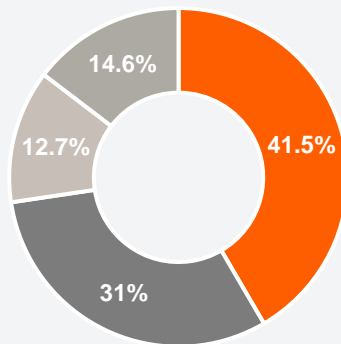


Mashreq's Leadership

H.E. Abdul Aziz Abdulla Al-Ghurair Chairman

- Chairman of UAE Banks Federation
- Vice Chairman of the higher board of DIFC (previously)
- Chairman of Al Ghurair Investments
- Chairman of Dubai Chamber of Commerce
- Former Speaker of the Federal National Council

Key Shareholders (December 2024)



- Saif Al Ghurair Investment LLC
- Abdulla Ahmed Al Ghurair Inv. Co.
- Masar Investments
- Other Shareholders

Board of Directors

- H.E. Abdul Aziz Abdulla Al Ghurair Chairman
- Ms. Mariam Ghobash Director
- Mr. Ahmad Al Khallafi Director
- Mr. Rashed Saif Ahmed Al Ghurair Director
- Mr. John Iossifidis Director
- Mr. Iyad Malas Director
- Mr. Saeed Saif Al Ghurair Director



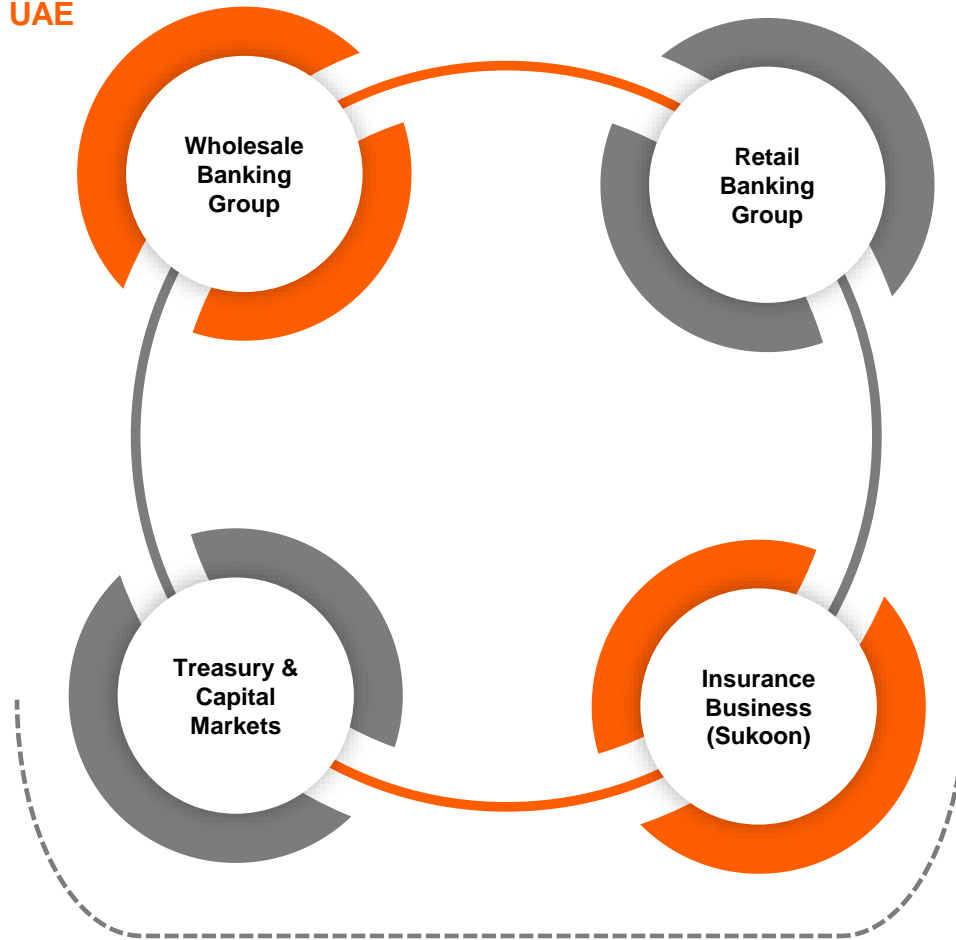
Offering A Comprehensive Product and Channel Suite

Offers Wholesale Banking Inside And Outside UAE

- Energy, Service & Manufacturing
- Trading
- Contracting Finance
- Real Estate
- NBF1 / Financial Institutions Globally
- Emerging Corporates Division
- Global Transaction Services
- Corporate Finance
- Islamic Banking products

Offers Insurance Services

- Includes life, medical, motor, marine cargo and hull, aviation, property, fire and general accidents, engineering, energy, liabilities and personal lines insurance



International Banking Group

Offers Personal Banking

- SME
- Mashreq Gold
- Private Banking
- Islamic Banking Products
- Direct Banking Center
- Mashreq NEO (Digital Bank for Individuals)
- Mashreq NEOBIZ (Digital Bank SME's)

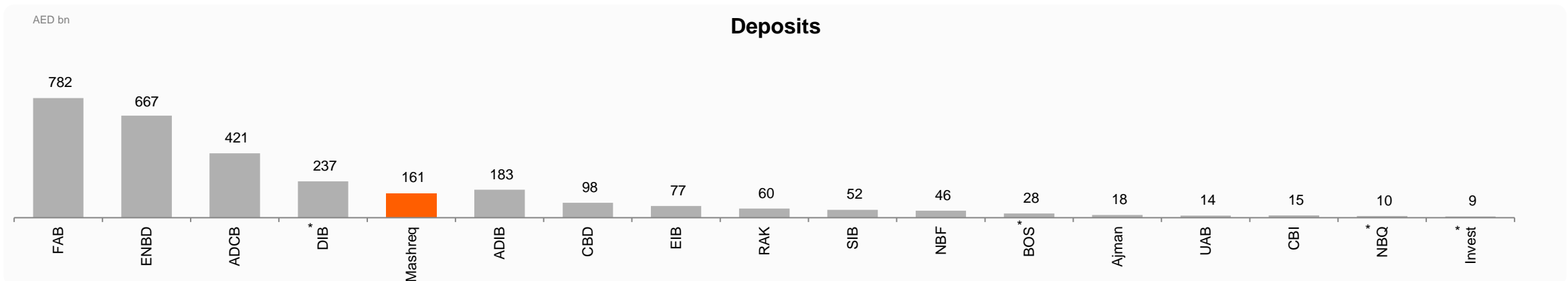
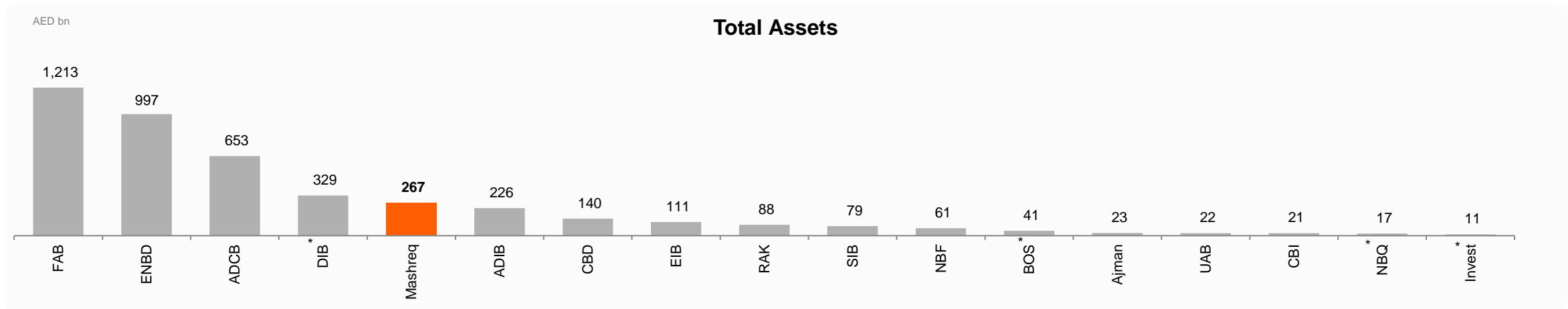
Offers Treasury And Investment Products

- FX and Investments
- Rates & Structured Solutions
- Mashreq Capital
- Islamic Banking Products
- Equity Derivatives & Institutional Sales
- Mashreq Securities
- Investments



UAE Banking Sector: Market Size FY 2024

Mashreq is the 5th largest bank in the UAE

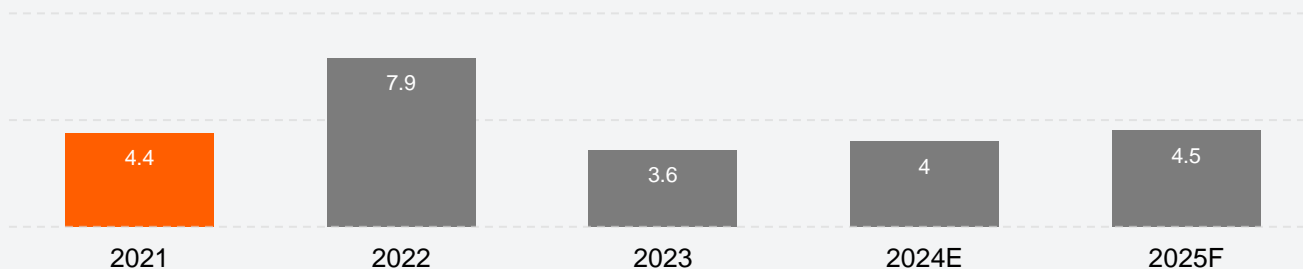


* Considered September '24 financials for DIB, BOS, NBQ and Invest Bank as the annual results are not yet published

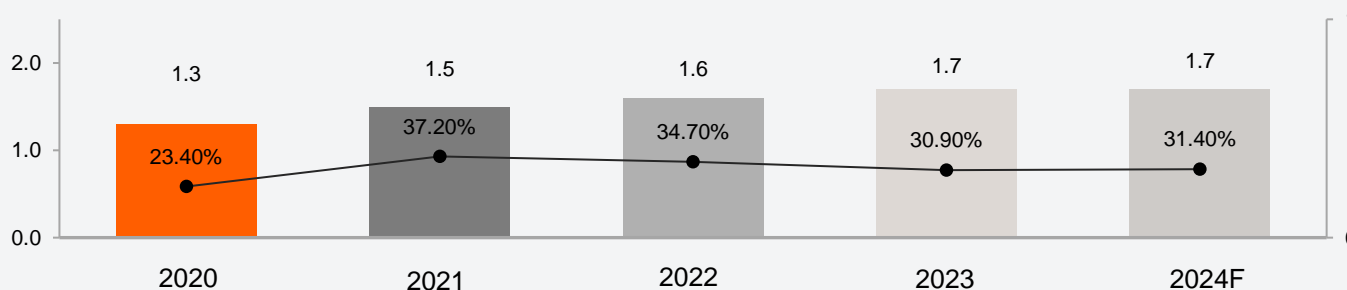


UAE ECONOMIC UPDATE

UAE GDP Growth



UAE GDP and Government Debt



Source: IMF, Dubai Statistics Centre



2nd Largest Economy in GCC
Nominal GDP expected to reach **USD 537bn** in 2024F



\$51,290 per capita GDP for 2024



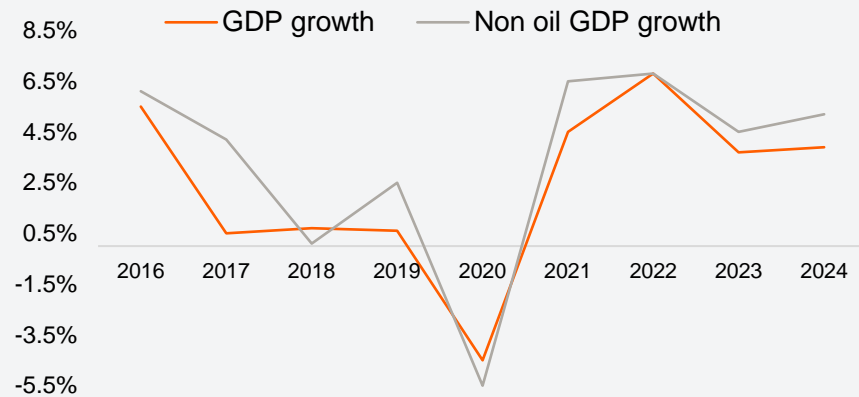
Aa- / "Aa2" Fitch Rating/ Moody's Rating
Supported by the economic strength and high **GDP per capita**



11th in Ease of Doing Business
Highest rank within Middle East and North Africa region



UAE Economic Update



113 bn

Barrels Oil Reserves
6th Largest proven Oil reserve i.e., c.8% of Global Reserves



30%

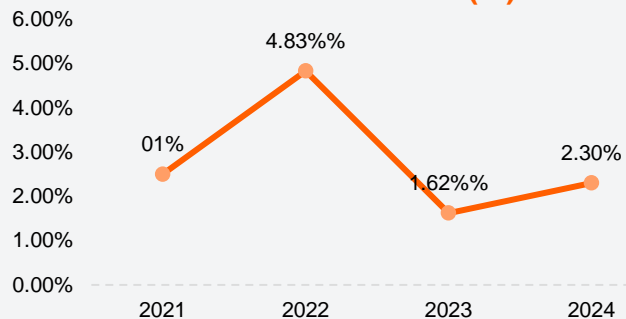
Contribution of Oil and Gas to GDP
Well diversified economy



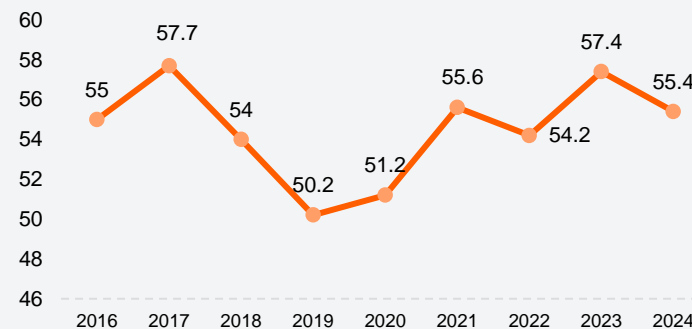
USD 35 bn

FDI inflow in 2024
Ranked 1st in West Asia and MENA region,
11th Globally and 2nd in Greenfield inflows

UAE: Inflation Rate (%)



UAE: PMI Index

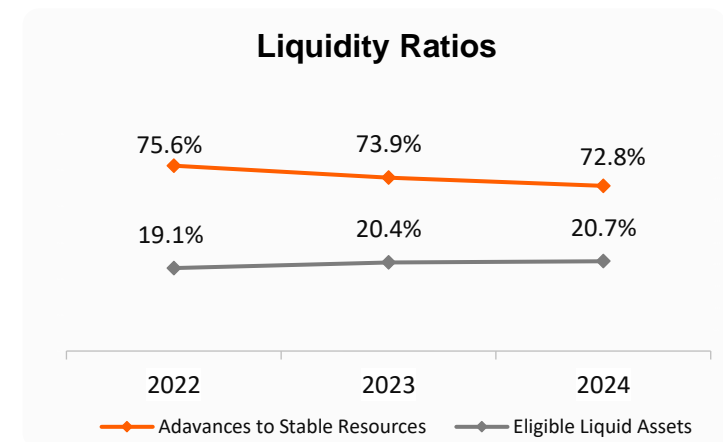
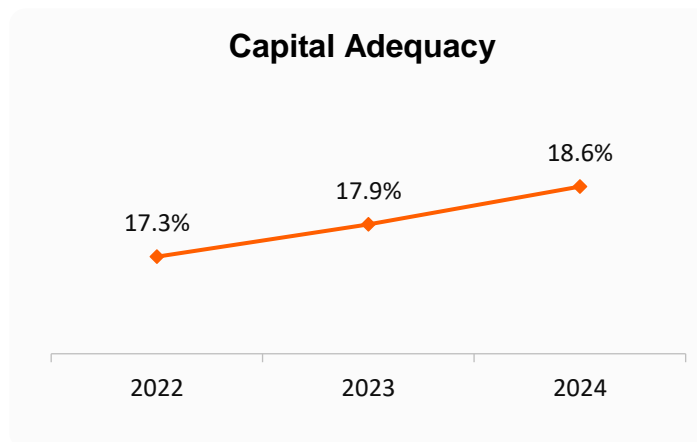
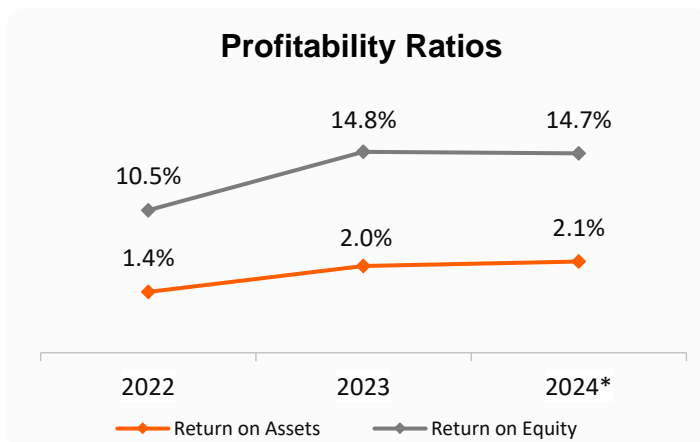
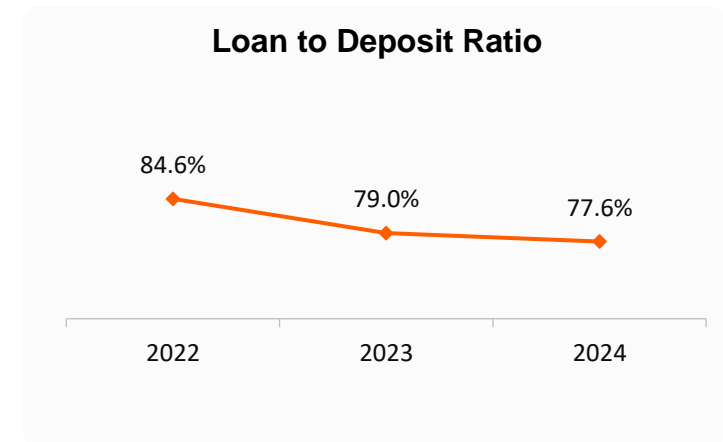
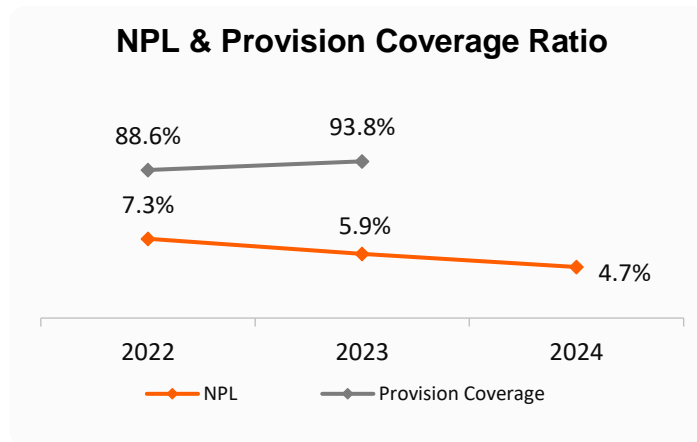
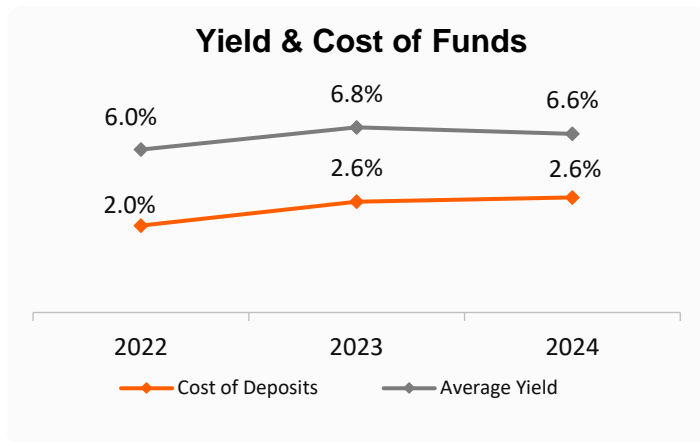


Source: IMF, Dubai Statistics Centre



UAE Banking Sector: KPIs

Strengthening balance sheet; Fitch upgraded operating environment score by one notch to “bbb+” in Sep’24



Source: UAE Central Bank; *2024 RoA and RoE pertains to Q3 2024

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FY'24 Profit before Tax of AED 9.9 Billion result of delivering on strategic plans



AED 9.9bn
Net Profit Before Tax

Net Profit Before Tax reached AED 9.9 billion, a 12% increase in 2024 and underlining Mashreq's solid financial foundation and efficient cost management.

AED 13.4bn
Total Operating Income

AED 13.4 billion in Total Operating Income, representing a 24% increase year-on-year and maintaining an impressive three-year CAGR of 32%.

AED 267bn
Total Assets

Growth in CASA balances support expansion of balance sheet across wholesale & retail

29%
Return on Equity

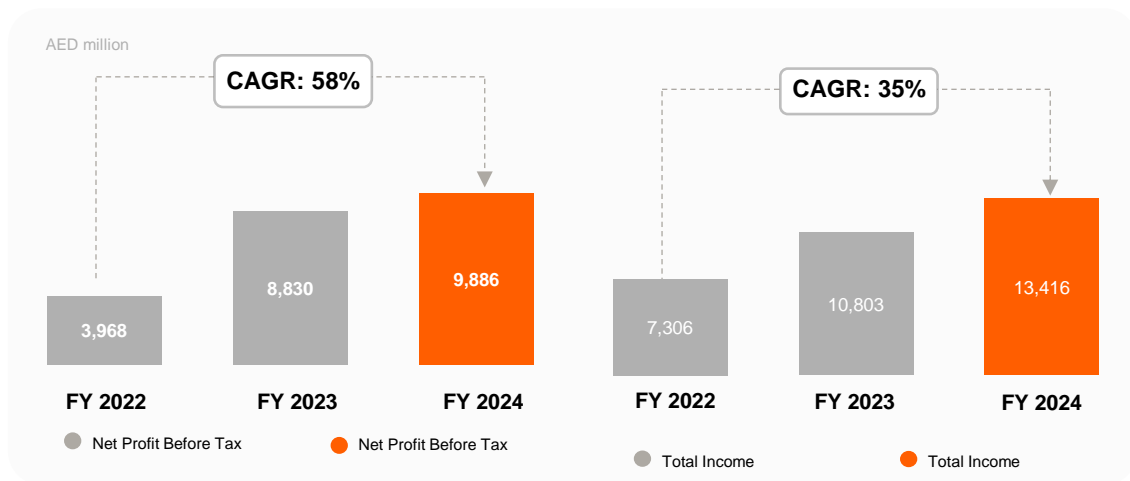
Delivering strong shareholder returns consistently

FY'24 12% increase in Profit before Tax driven by Double Digit Growth in Operating Profit



Key Highlights

- Net Interest Income grew by 9% year-on-year despite interest rate cuts in 2024, reflecting healthy margins on the back of strong high-quality balance sheet growth.
- Non-Interest Income surged by 63% to AED 5 billion highlighting the continued emphasis on diversifying revenue streams through robust fee-generating activities and strong client engagement in FX, derivatives, and commodities.
- Mashreq recognized a one-off net gain of AED 1.2 billion from the strategic partial sale of a subsidiary



Return on Asset

3.5%

Dec 23: 4.1%

Return on Equity

29%

Dec 23: 34%

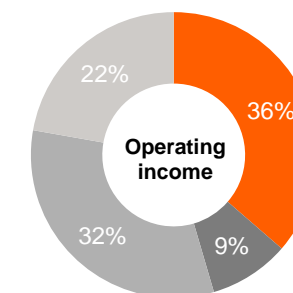
Cost to Income Ratio

28%

Dec 23: 31%

Income Statement (AED million)	FY 2024	FY 2023	Y-o-Y (%)
Net Interest Income & Income from Islamic Financing	8,388	7,710	9%
Non- Interest Income	5,028	3,093	63%
Total Operating Income	13,416	10,803	24%
Operating Expenses	(3,696)	(3,342)	11%
Operating Profit	9,720	7,461	30%
Impairment Allowance	166	1,369	-88%
Net Profit Before Tax	9,886	8,830	12%
Tax Expense	(869)	(154)	465%
Net Profit After Tax	9,017	8,676	4%

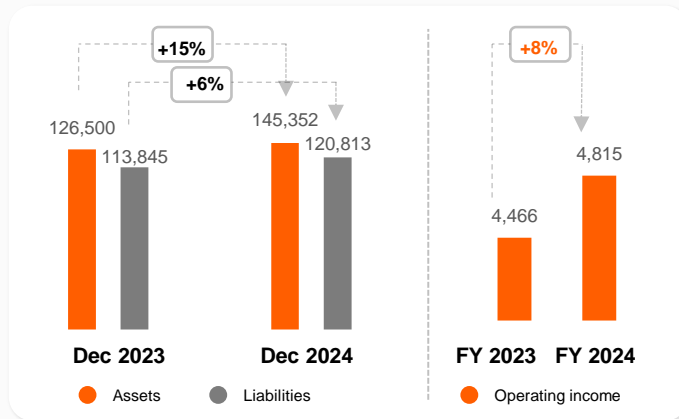
- Corporate & Investment Banking Group
- Treasury & Capital Markets
- Retail Banking Group
- Insurance & others





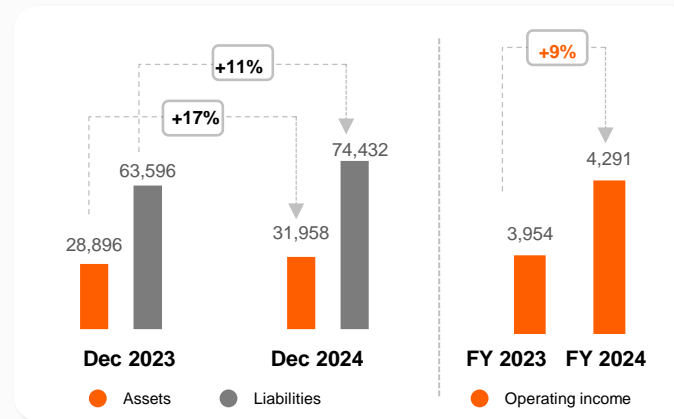
Strong Growth across all Businesses

Wholesale Banking



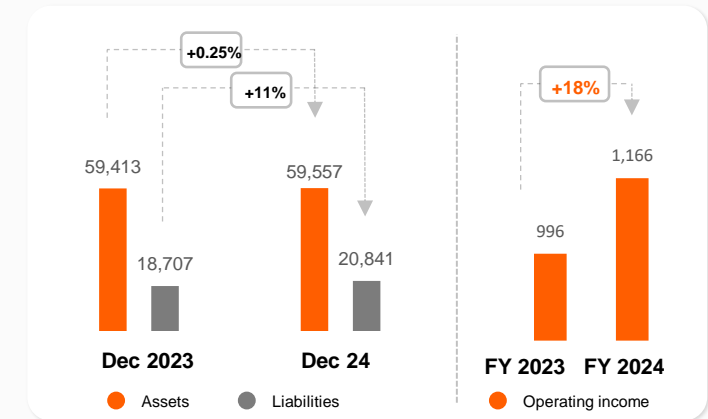
- Wholesale banking is the biggest segment to Mashreq in terms of assets (54% of assets), liabilities (45% of total liabilities) and Operating Income (36% of total income) in 2024
- Assets increased by 15% and are at AED 145 billion. CIBG assets grew across segments with key performances coming from the public sector in terms of asset growth, Energy sector in terms of cross sell and FI returns and Services and Manufacturing segment in terms of securing key mandates in the Healthcare sector
- Operating income increased by 8% Y-o-Y. The increase was supported by an impressive performance of the investment banking team especially clocking in high fee incomes

Retail Banking



- Retail banking is a key contributor to the operating income at 32% in 2024
- Y-o-Y operating income increased by 9% mainly from business banking and the digital banking segment NEO
- Retail banking assets increased by 11% and stands at AED 32 billion
- Liabilities have increased by 17% and are AED 74 billion as of 2024 (27% of total liabilities)

Treasury & Capital Markets



- Treasury & Capital Markets accounts for 22% of assets and 8% of liabilities as of Dec 2024
- Assets increased by 0.25% year to date and stood at AED 59 billion.
- Y-o-Y operating income increased by 18% to AED 1.2 billion. This is from a one-off gain in investment and enhanced customer flow business thus increasing FX revenues significantly



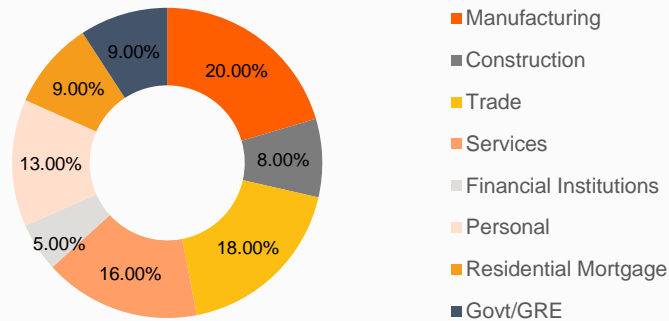
Double-digit Loan Growth of 18% in 2024

Key Highlights

- Total Assets in 2024 increased by 11% to reach AED 267 billion and a 5% increase on a quarter-on-quarter basis. This was supported by strong growth in lending to customers across wholesale and retail.
- Retail Banking assets grew 9% year-on-year to reach AED 31 billion and Wholesale Banking assets increased by 15% to AED 145 billion.
- Customer deposits increased to AED 161 billion in both wholesale and retail segments, with CASA now representing 66% of total customer deposits.

Balance sheet (AED million)	Dec 2024	Dec 2023	Δ YOY %
Total assets	267,453	239,981	11
Loans & Advances	177,030	149,483	18
Customer Deposits	160,940	146,232	10
Shareholder's Funds	30,333	36,713	21

Gross loans & Advances portfolio



CASA

66%

Dec 23: 60%

Net Interest Margin

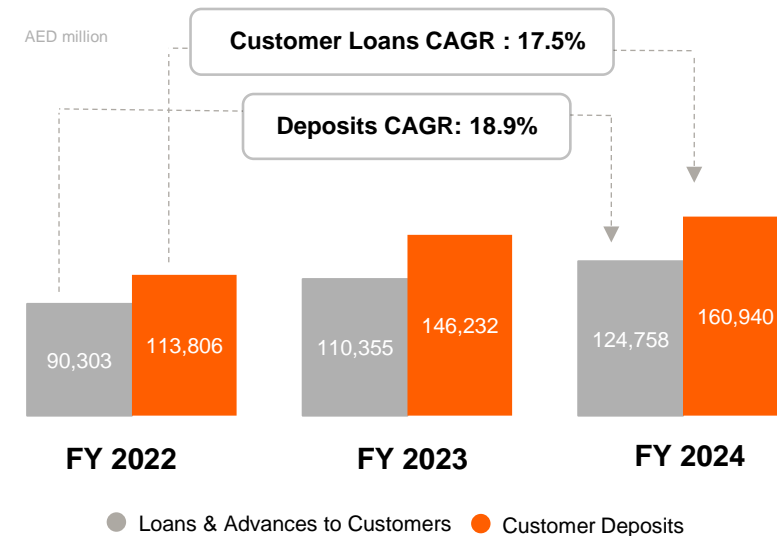
3.7%

Dec 23: 3.99%

Loan to Total Assets

77%

Dec 23: 75%



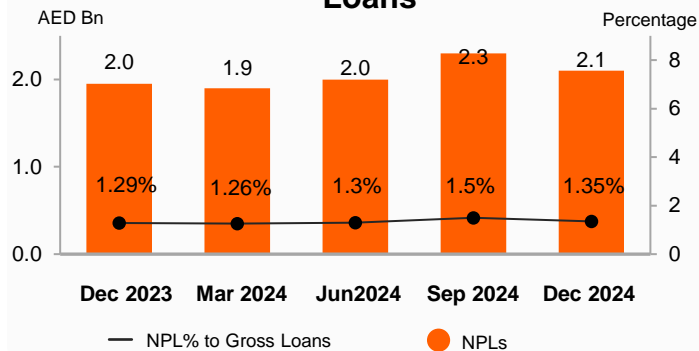


Asset quality and liquidity

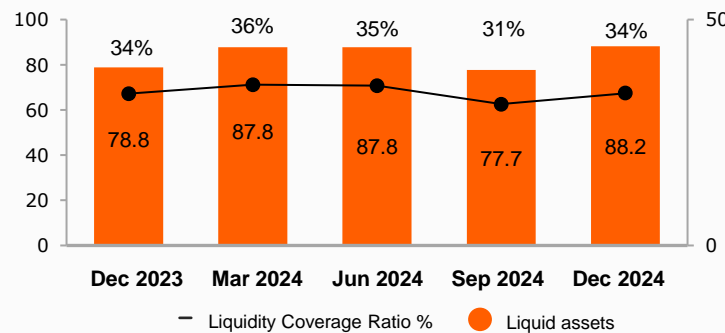
Key Highlights

- Mashreq maintained a robust liquidity and capital position, reinforcing its ability to support growth while safeguarding against potential market disruptions.
- Liquid Assets Ratio was 34% and Liquidity Coverage Ratio stood at 150%, reflecting a prudent approach to liquidity management and the ability to exceed regulatory requirements.

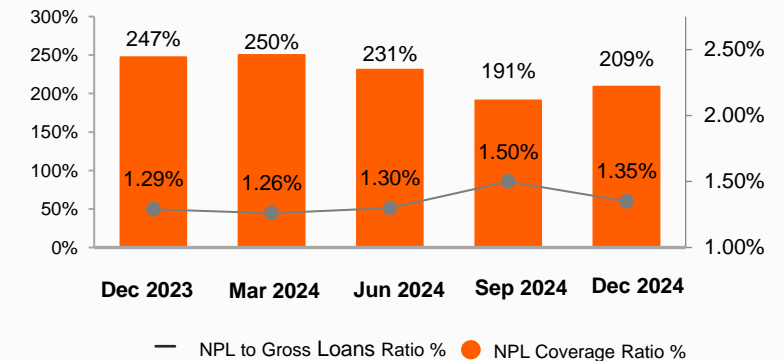
NPL's and % of Gross Loans



Liquid Assets Trend



NPL Coverage Ratio



- Non-Performing Loans to Gross Loans Ratio stands at 1.35% and remains the lowest in the industry.
- NPLs have remained stable year on year to reach AED 2.1 billion
- NPL Coverage ratio in Dec 2024 stands healthy at 209% (247.5% in December 2023)



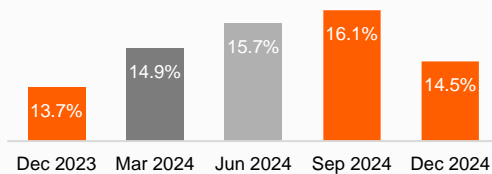
Capital Adequacy Ratio strong at 17.5%

Key Highlights

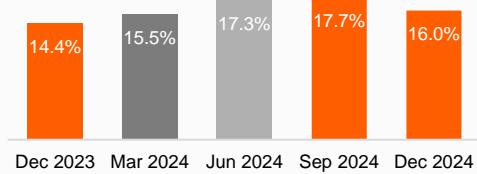
- Capitalization metrics further strengthened compared to FY 2023, with Capital Adequacy Ratio increasing to 17.5% , Tier 1 Capital Ratio rising to 16%, and CET1 Ratio reaching 14.5%.
- These levels highlight Mashreq’s sound capital management strategy, which ensures a solid foundation for further growth.

Key Metrics	Dec 2024	Dec 2023	Δ YOY %
Total Capital Base	33,547	28,986	16
Total Risk-weighted Assets	191,258	175,531	9

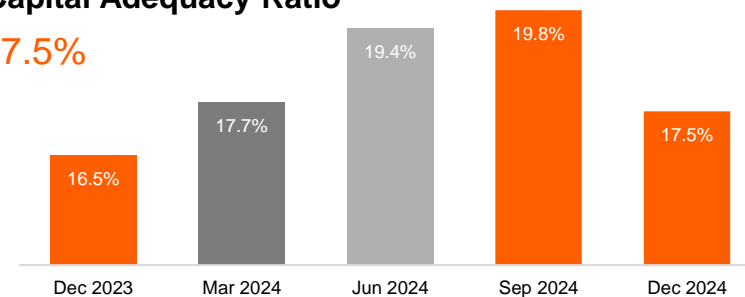
CET1 ratio
14.5%



Tier 1 Ratio
16%

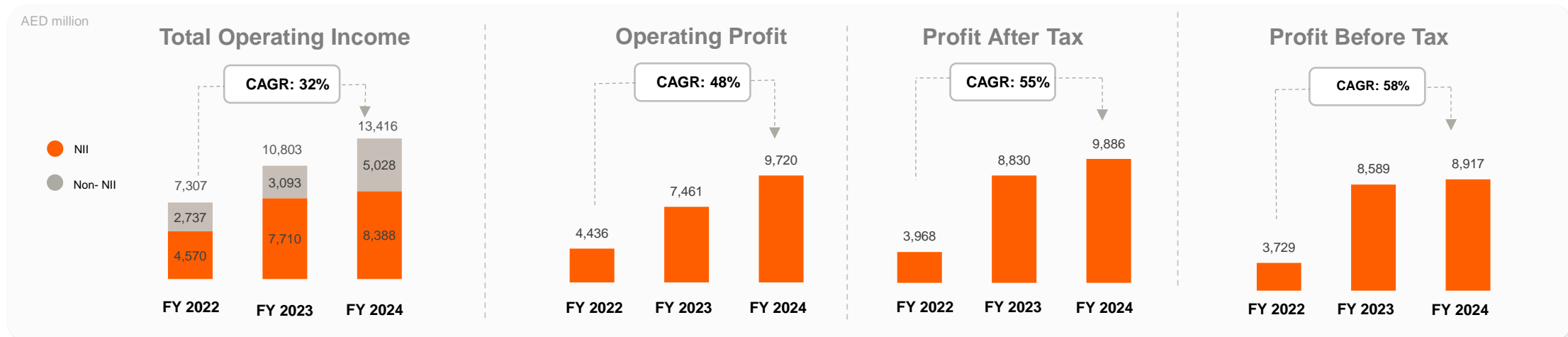
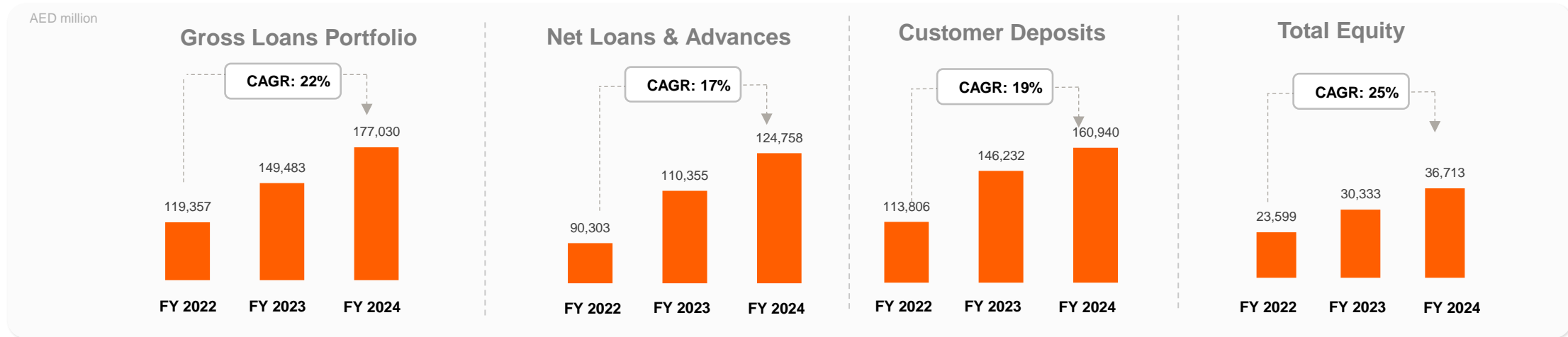


Capital Adequacy Ratio
17.5%





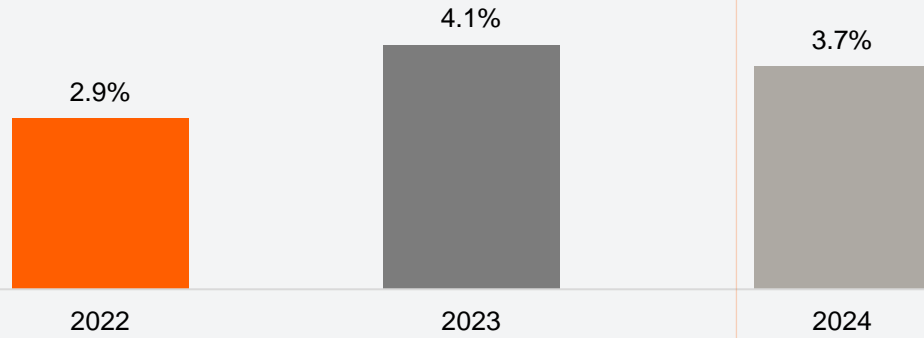
Record growth across all metrics





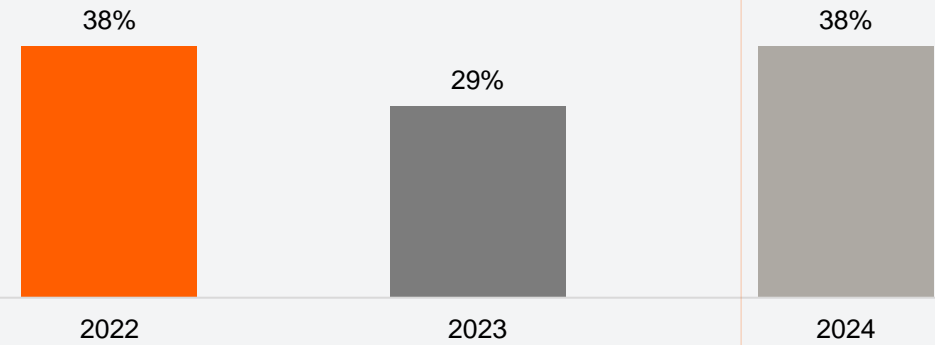
Resilient Performance Benchmarks

Net Interest Margin (NIM) *

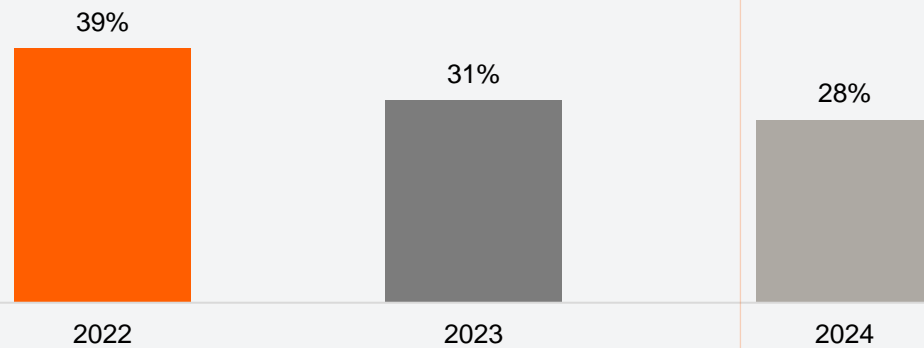


*NIM is calculated on earning assets

Non -Interest Income To Total Income

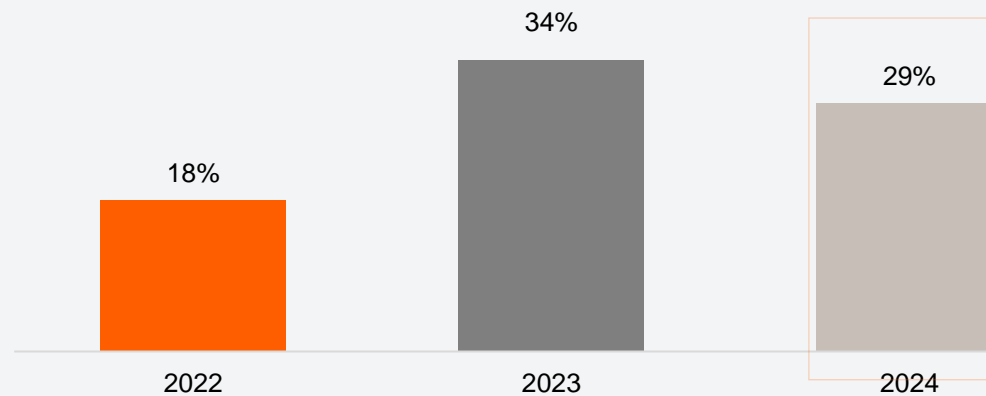


Cost To Income Ratio**



** 30% excluding one-off gain from partial sale of subsidiary

Return on Equity (ROE)





Environment, Social & Governance (ESG) –Sustainability Overview

Integrating Sustainability into our Operations



Mashreq has facilitated over USD 16bn of sustainable finance deals and the goal is to achieve USD 30bn by 2030

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Financial Highlights



Income Statement Highlights (AED mln)	FY'24	FY'23	YoY %	Q4'24	Q3'24	Q4'23	QoQ%	YoY%
Net Interest Income & Income from Islamic Financing	8,388	7,710	9%	2,054	2,108	2,089	-3%	-2%
Fees & Commission	1,465	1,433	2%	301	280	237	7%	27%
Investment Income	229	30	669%	21	71	29	-71%	-29%
Insurance, FX & Other Income	3,335	1,631	104%	1,941	512	541	279%	259%
Non Interest Income	5,028	3,093	63%	2,263	863	807	162%	180%
Total Operating Income	13,416	10,803	24%	4,317	2,971	2,896	45%	49%
Operating Expenses	(3,696)	(3,342)	11%	(1,155)	(868)	(1,038)	33%	11%
Operating Profit	9,720	7,461	30%	3,162	2,103	1,858	50%	70%
Impairment Allowance	166	1,369	-88%	239	(118)	1,027	-303%	-77%
Net Profit before Tax	9,886	8,830	12%	3,402	1,985	2,886	71%	18%
Tax	(869)	(154)	465%	(225)	(197)	(43)	14%	423%
Net Profit After Tax	9,017	8,676	4%	3,177	1,788	2,843	78%	12%
Non-Controlling Interest	(100)	(87)	15%	(34)	(17)	(22)	99%	54%
Profit attributable to Owners of the Parent	8,917	8,589	4%	3,143	1,771	2,821	77%	11%

Financial Highlights



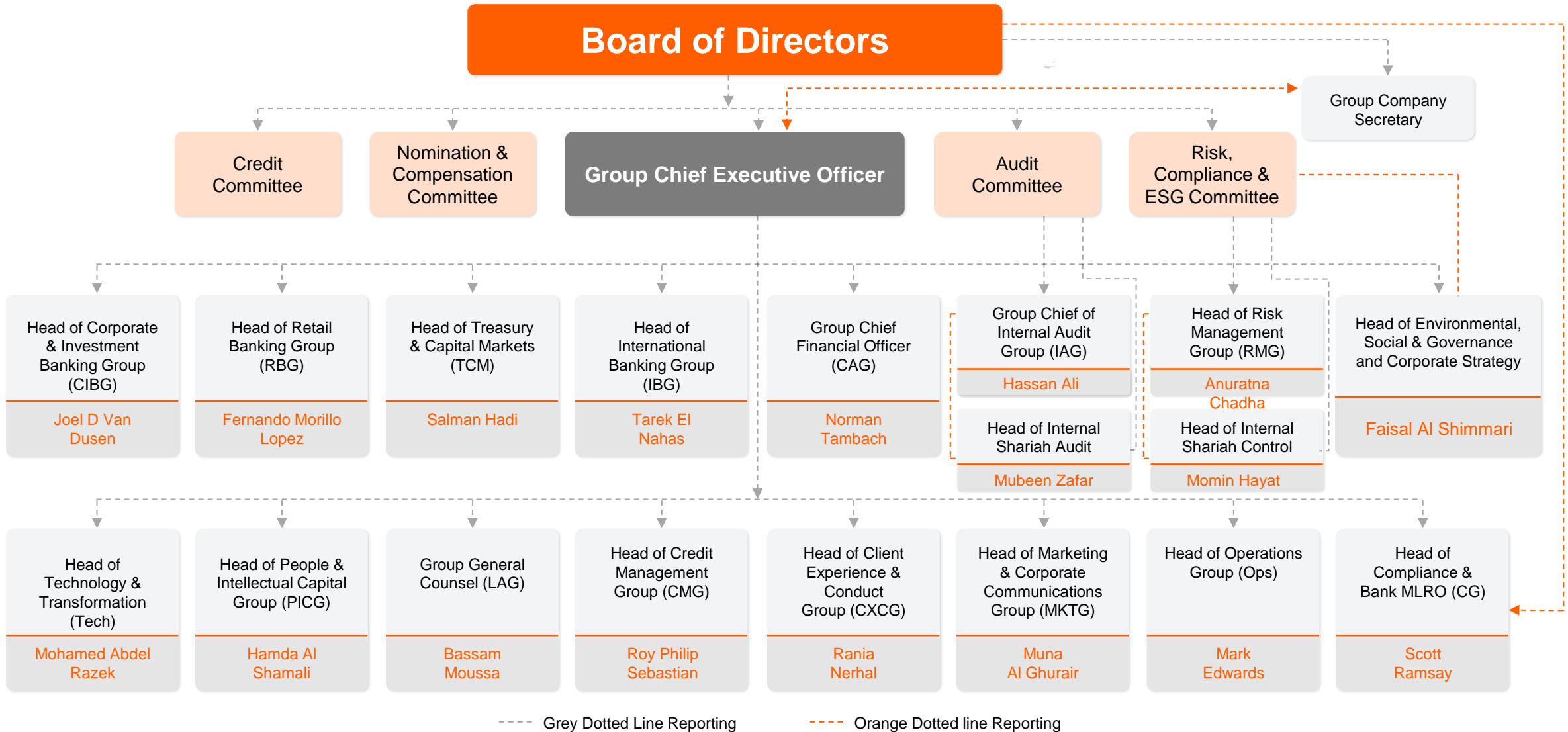
Balance Sheet Highlights (AED mln)	Dec'24	Dec'23	YoY %	Dec'24	Sep'24	Dec'23	QoQ%	YoY%
Loans to Customers	124,758	110,355	13%	124,758	118,534	110,355	5.25%	13%
Loans to Banks	52,272	39,127	34%	52,272	49,596	39,127	5.39%	34%
Investments	36,422	36,020	1%	36,422	37,916	36,020	-3.94%	1%
Cash & Due from Central Bank	40,593	41,760	-3%	40,593	33,484	41,760	21.23%	-3%
Other Assets	13,258	12,216	9%	13,258	14,634	12,216	-9.41%	9%
Investments in Properties	152	502	-70%	152	246	502	-38.37%	-70%
Total Assets	267,453	239,981	11%	267,453	254,410	239,981	5%	11%
Customer Deposits	160,940	146,232	10%	160,940	156,063	146,232	3%	10%
Balances due to banks	43,374	37,335	16%	43,374	37,132	37,335	17%	16%
Medium Term notes	3,903	6,990	-44%	3,903	4,554	6,990	-14%	-44%
Other Liabilities	19,381	17,043	14%	19,381	19,750	17,043	-2%	14%
Repo	2,076	1,063	95%	2,076	1,609	1,063	29%	95%
Minority Interest	1,067	984	8%	1,067	1,030	984	4%	8%
Total Equity	36,713	30,333	21%	36,713	34,272	30,333	7%	21%
Total Liabilities	267,453	239,981	11%	267,453	254,410	239,981	5%	11%

Financial Highlights



Key Metrics (%)	Dec'24	Dec'23	YoY bps	Dec'24	Sep'24	Dec'23	QoQ%	YoY bps
CAR (Capital Adequacy Ratio - Basel III) (1)	17.5%	16.5%	99	17.5%	19.8%	16.5%	(227)	99
CET1 (Common Equity Tier 1) ratio	14.5%	13.7%	75	14.5%	16.1%	13.7%	(161)	75
Tier 1 Ratio	16.0%	14.3%	165	16.0%	17.7%	14.3%	(167)	165
EPS	44.45	42.82	4%	-	-	-	-	-
Cost to Income Ratio (1)	28%	31%	(339)	27%	29%	36%	(247)	(909)
Return on Assets	3.5%	4.1%	(59)	4%	3%	4%	44	(59)
Return on Equity	29%	34%	(529)	29%	26%	34%	321	(529)

Organization Structure





Thank You!



www.mashreq.com