

# **GFH Financial Group Q1 2016 Results**

## **Presentation to Investors and Analysts**

**For the Period Ended March 31<sup>st</sup> 2016**



## Important Notice and Forward-Looking Statements

### Important notice

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## Agenda

- 1. Group Highlights**
2. Q1 2016 Financial Performance Review
3. Strategic Outlook
4. Q&A

## Group Highlights

### Commercial Banking

- Khaleeji Commercial Bank (“KHCB”) delivered strong growth in net income of 70% year-on-year (\$7.5 million)
  - Impressive growth in financing assets of 23% year-on-year (\$1.1 billion)
  - Continued momentum in retail banking division with segmental net profit growing by 30%
  - On-going cost management with cost-to-income decreasing from 59% (Q1 2015) to 46% (Q1 2016)

### Private Equity & Asset Management

- Strong levels of fee generation for the Group in Q1 2016 of \$8.7 million
  - Positively impacted by Group’s role in selling apartments to its investors in 1 Palace Street, a prime residential development overlooking Buckingham Palace

### Recoveries, Income Diversification & RoC

- Group results positively impacted due to recovery from Ex-Chairman and settlement of other receivables to the Group
- Continued income diversification, with growing contribution from Private Equity & Asset Management and Commercial Banking
- Strong increase in RoC with annualized Q1 2016 RoC reaching 4.1%

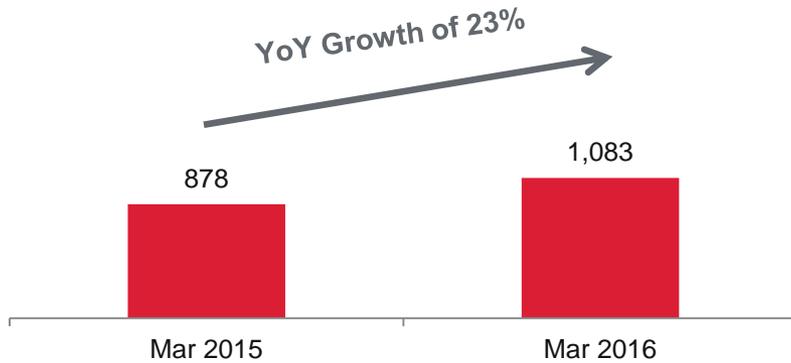
*Group net income attributable to shareholders increased 177% to \$6.1 million in Q1 2016*

## Agenda

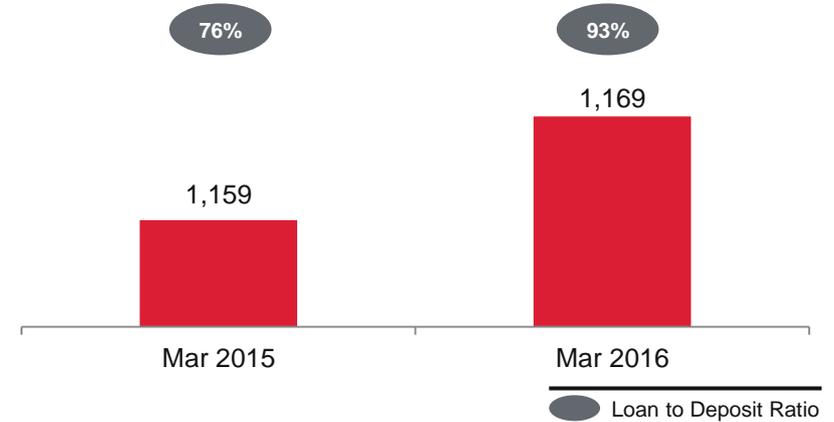
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# Commercial Banking – Strong Growth in Net Income of 70%

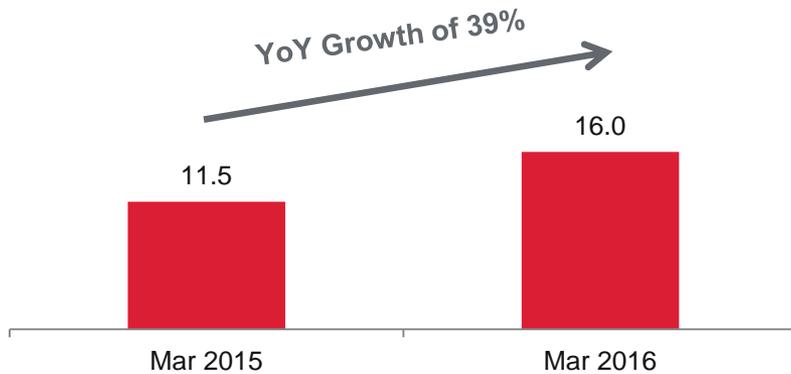
## Financing Assets (\$m) <sup>(1)</sup>



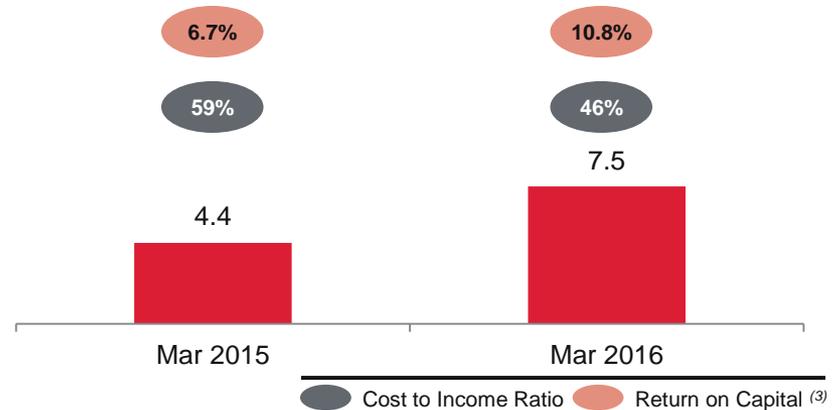
## Customer Deposits (\$m) <sup>(2)</sup>



## Total Income (\$m)



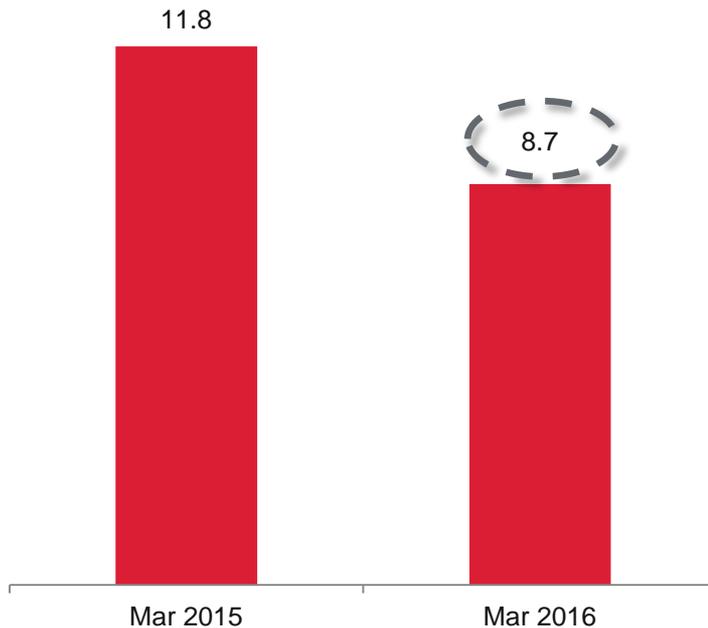
## Net Income (\$m)



(1) Includes financing assets and assets acquired for leasing. (2) Includes customers' current accounts and equity of investment account holders. (3) Annualized.

## Private Equity & Asset Management – Strong Levels of Fee Generation

### Fee Income Generation (\$m)



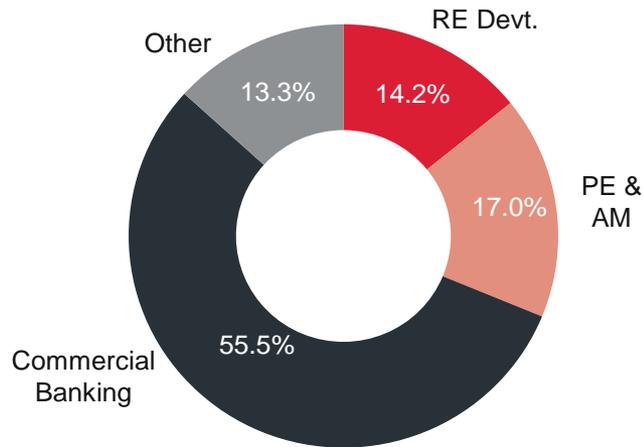
- Strong levels of fee generation for the Group in Q1 2016 of \$8.7 million
  - Positively impacted by Group's role in selling apartments to its investors in 1 Palace Street
  - 1 Palace Street is located opposite Buckingham Palace and comprises 72 extraordinary apartments, each individual in design and layout



# Income Diversification & Profitability

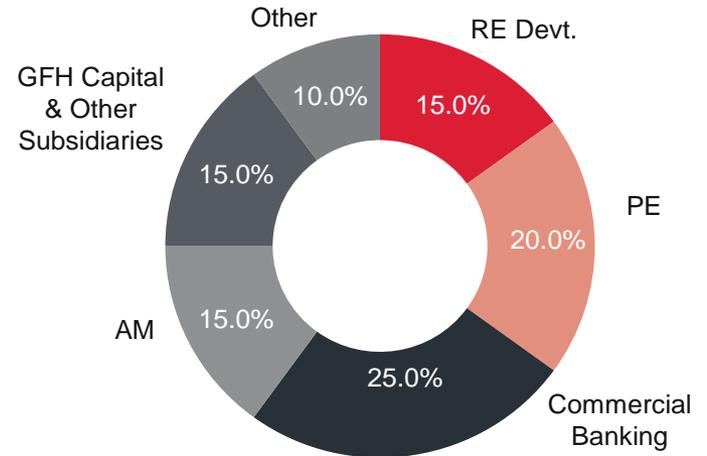
## Income Diversification

**Q1 2016 Group Income Contribution**

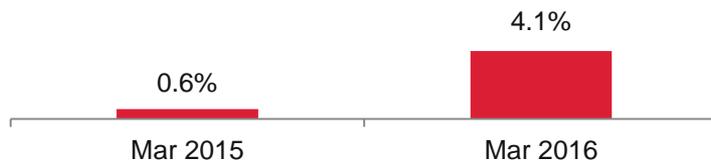


**By  
2019**

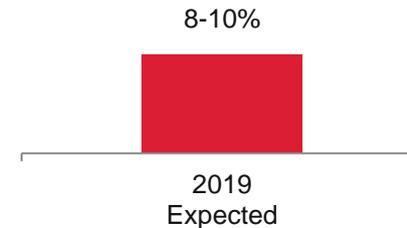
**2019 Expected Group Income Contribution**



## Group Profitability (Return on Capital)



**By  
2019**

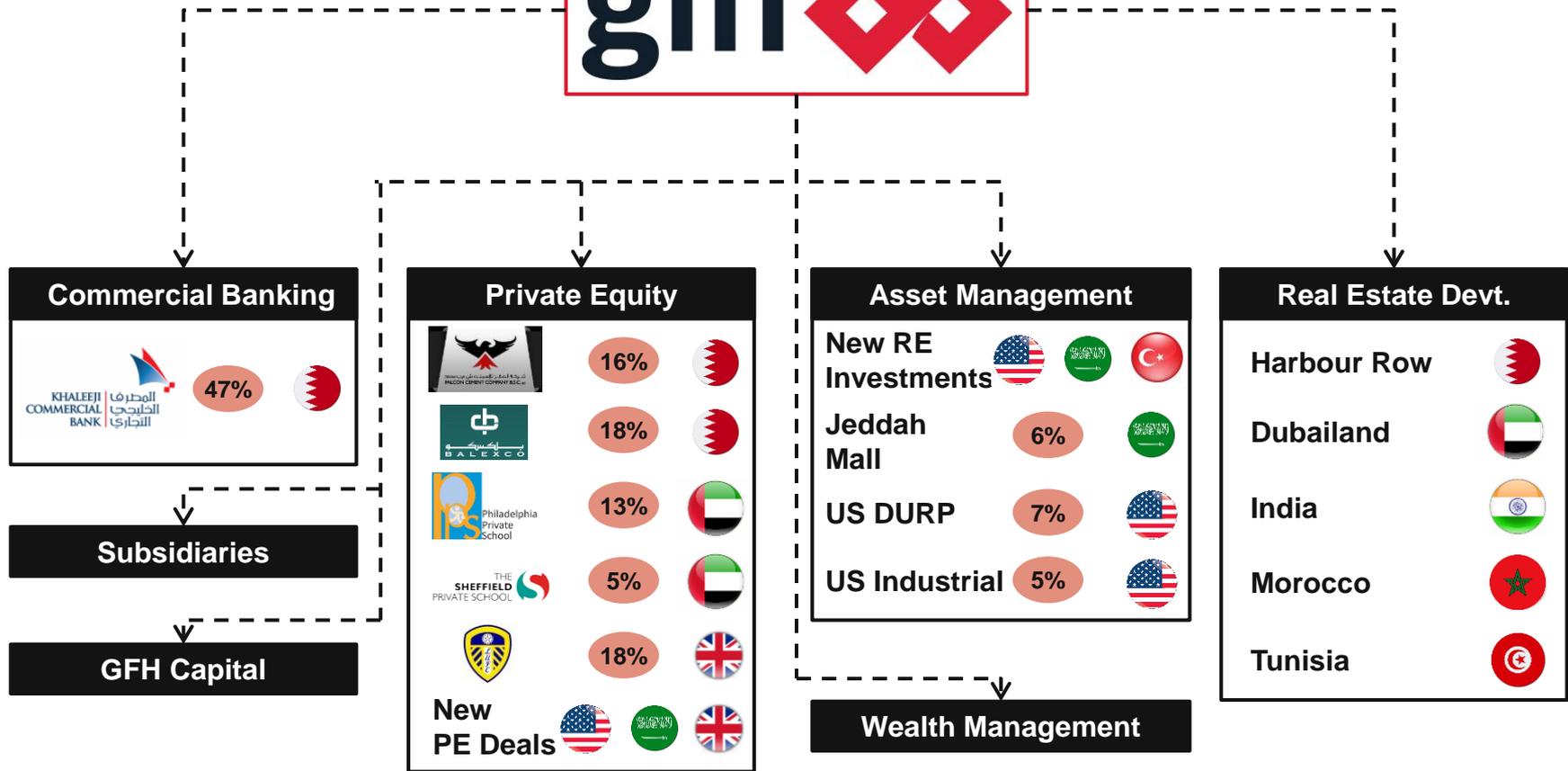


*The Group is aiming to diversify its operations as well as targeting to generate an ROC of 8-10% by 2019*

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# GFH Financial Group – A Fully Integrated Financial Services Group...



GFH Stake



## ...Led by a Completely Independent Board of Directors...

### Chairman



**Dr. Ahmed  
Al-Mutawa**

### Vice-Chairman



**Mosabah  
Al-Mutairy**

### Board Members



**Bashar  
AlMutawa**



**Dr. Khalid  
AlKhazraji**



**Sh. Mohammed Bin  
Duaij Al-Khalifa**



**Mohammed  
Talib**



**Yousef  
AlGhanim**



**Faisal Abdulla  
Abubshait**



**Jassim  
Al Seddiqi <sup>(1)</sup>**



**Hisham  
Alrayes**

(1) Representing Abu Dhabi Financial Group as major shareholder.

## ... And Complemented by a New Management Team

### Chief Executive Officer



Hisham  
Alrayes

### Chief Financial Officer



Chandan  
Gupta

### Investment Team



Salem  
Patel



Mohamed  
Marei

### Real Estate Development



Elias  
Karaan

### Risk



Ajay  
Subramanian

### Chief Administrative Officer



Mohamed  
Ameen

### Internal Audit



Baha  
Al-Marzooq

### Legal



Gaby  
Elhakim

### Investor Relations



Hazim  
Abdulkarim

### Compliance



Nabeel  
Mirza

### Wealth Management



Mohammed  
Abdulmalik  
Head of WM



Mahmood  
Alkooheji  
(Riyadh)



Abdulrahman  
Almalki  
(Kuwait)



Razi Almerbati  
(Bahrain, Jeddah &  
Eastern Province)



Mohamed  
Khonji  
(UAE & Oman)

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**Q&A**

**Thank You  
Q&A**