



ANGLO-GULF  
TRADE BANK

Private & Confidential

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**TO BE A GLOBALLY-RECOGNISED BANK HEADQUARTERED IN ABU DHABI, PROVIDING TRADE FINANCE AND BANKING SOLUTIONS AND OTHER ASSOCIATED SERVICES TO OUR CLIENTS**

## **Clear Objective**

Product innovation will be at the heart of everything we do: We will focus initially, but not exclusively, on:

- Traditional trade financing
- Supply chain financing
- Factoring/Receivables financing
- Project financing
- Deposit taking
- Commodity trade finance
- Securitization/ Medium-Term Note programme

## **Global Reach**

AGTB core markets will initially be UK, GCC, India, CIS and South East Asia. As it expands operations, the bank will seek to broaden its geographic footprint and coverage. We will develop a network of offices globally as we grow. The bank is backed by two powerful shareholders, the Rowland Family and Mubadala Investment Company, who offer a wealth of financial and international expertise.

**FIRST CATEGORY 1 LICENCED BANK** IN ABU DHABI  
GLOBAL MARKET, WITH A FULL DEPOSIT-TAKING  
LICENCE

LEVERAGING **POST-BREXIT OPPORTUNITIES** FOR THE  
UK TO TRADE WITH THE GCC

SMART, **TECHNOLOGY DRIVEN APPROACH** TO SHAPE  
THE FUTURE OF TRADE FINANCE

PARTICIPATING IN THE **BLOCKCHAIN EVOLUTION** OF  
TRADE

UTILISING EXPERTISE OF SENIOR **HSBC AND UBS**  
**PROFESSIONALS** WHO HAVE IMPRESSIVE TRACK  
RECORD IN TRADE FINANCE AND COMMODITY SPACE

BACKED BY  
**TWO POWERFUL, STRATEGIC SHAREHOLDERS**  
– AN ABU DHABI BASED SOVEREIGN WEALTH FUND  
AND AN EXPERIENCED, ENTREPRENEURIAL  
WESTERN EUROPEAN BANKING INVESTOR WHO WILL  
HAVE \$150 MILLION OF COMMITMENTS

WE ARE **ONE OF THE LARGEST, PRIVATELY OWNED**  
**TRADE FINANCE BANKS** IN THE WORLD

THE **STRATEGIC LOCATION** IN UAE PLACES AGTB AT  
THE CROSSROADS WHERE THE EAST MEETS THE  
WEST

## OPERATIONS

### *BEST-IN-CLASS RECRUITS & TECHNICAL PLATFORMS*

- Soft open by Q1 2018
- Initial focus on UK, GCC, India, CIS & SE Asia\*
  - Rep Offices in London, Riyadh, Mumbai, Cairo, and Hong Kong
  - Booking platforms in London and Hong Kong
- Domain name purchased (www.agtb.com) and a market-leading IT infrastructure-provider selected
- Extensive branding exercise completed with GT&I consultants

## LOCATION

### *ADGM, FLOOR 30, AL MAQAM TOWER*

- 1,000 m2 of gross office space selected, with project managers P+W designing the space layout
- Location will allow us to leverage synergies with other businesses in the fast-growing Abu Dhabi Global Market establishment

## GOVERNANCE

### *DEEP EXPERIENCE IN FINANCIAL SERVICES*

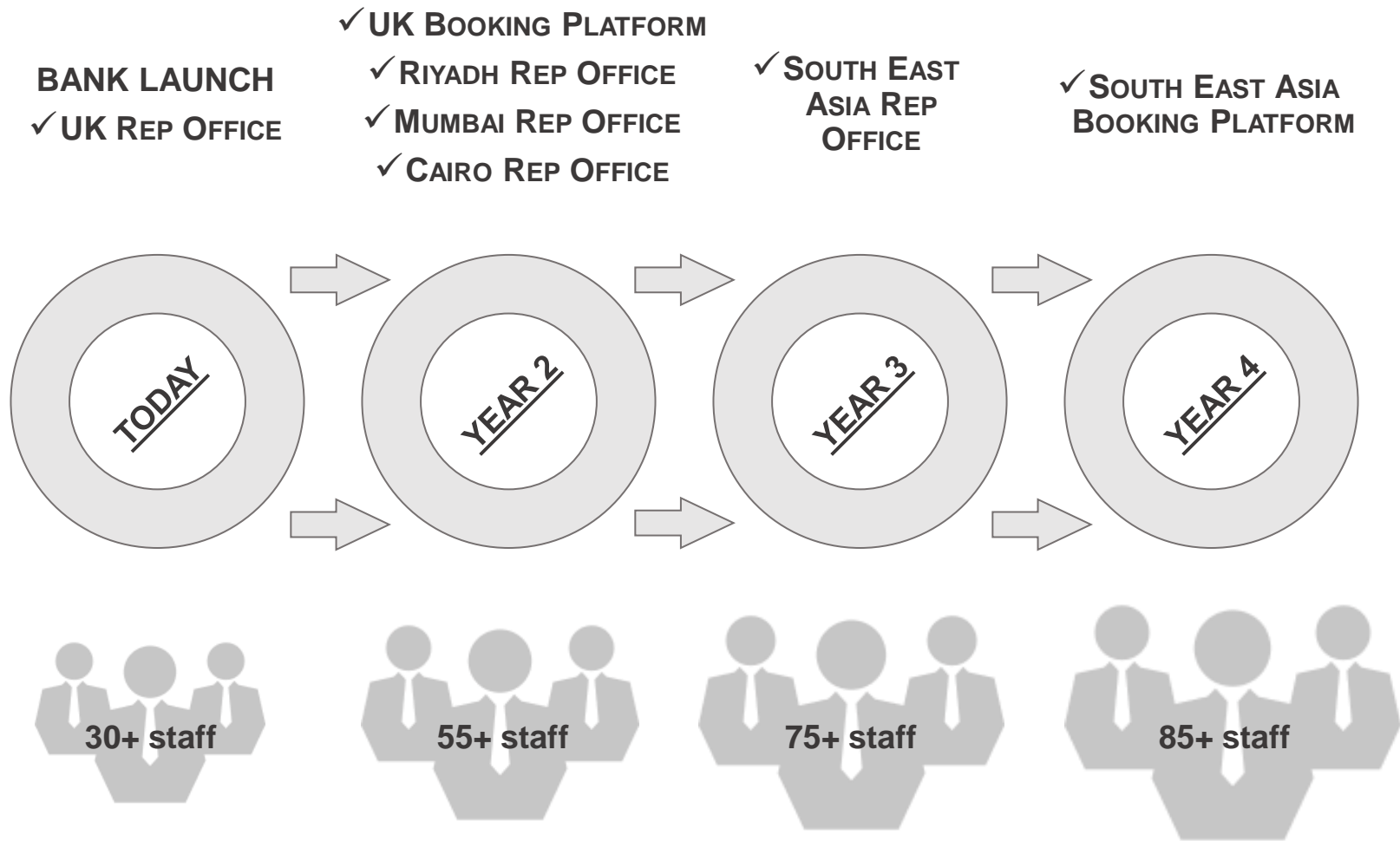
- 4 Directors from Rowland shareholding, with Edmund Rowland serving as Chairman
- 3 Directors from Mubadala shareholding
- Management team:
  - Simon Clark (CEO)
  - Daniel Gould (Business Development Officer)
  - Mark Emmerson (Head of Banking)

## REGULATORY

### *HARNESSING FAVOURABLE ADGM REGULATORY ENVIRONMENT*

- Regulatory Business Plan and regulatory forms submitted and waiting pre-approval from ADGM authorities imminently
- Trademarks in active filing stage, having already received clearance in all GCC countries
- Coordinating with top-tier firms Allen & Overy, Deloitte, New Access and CCL to ensure our data, IT, and business plan are robust

# Steady & Solid Growth From Inception



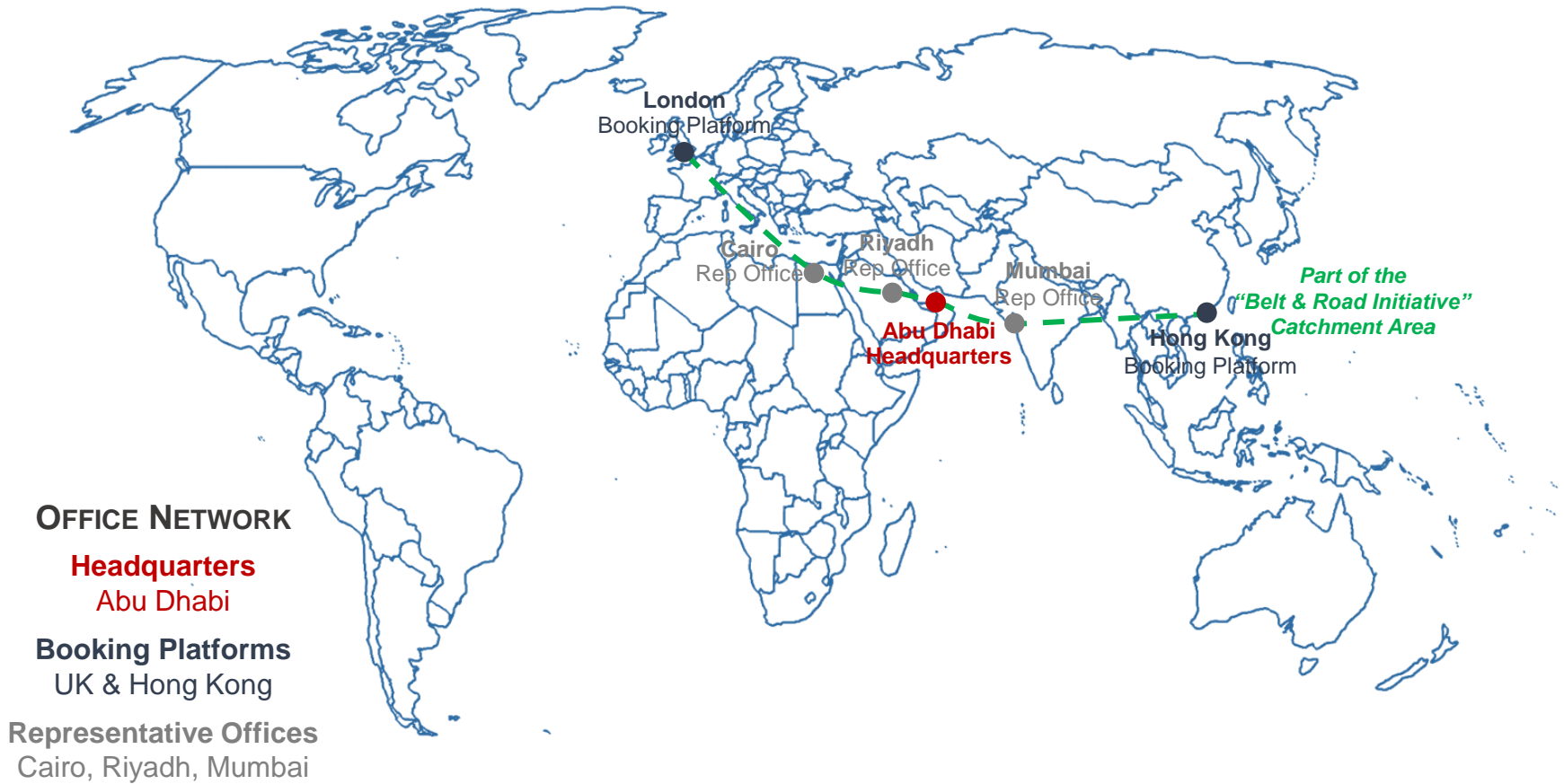
## PRODUCT OFFERING

- AGTB will offer the full suite of trade finance products, including:
  - Letters of Credit
  - Documentary Collections
  - Bonds & Guarantees
  - Invoice Discounting (Factoring); and
  - Supply Chain Finance
- AGTB will also be actively involved in participations and syndications with partner banks
- Initially, we expect circa. 50% of revenues to be derived from participations, and 50% from internal business development. The long-term target allocation is to have this fall to 10% participations and 90% from AGTB's network by Year 5
  - Participations will initially be a larger percentage of our portfolio to build up AGTB's profile in the industry with lenders and borrowers
- Our target portfolio will consist of 70% secured trade financing, and 30% unsecured lending/corporate facilities.

## GEOGRAPHIC EXPANSION

- AGTB's core focus is on trade between the UK, India and the GCC, incorporating South East Asia as the bank establishes its brand globally
- To increase AGTB's global footprint, we will roll out representative offices and booking platforms across Europe and Asia over the first 5 years of operation:
  - Day 1: Head office in ADGM; Representative Office in London
  - Year 2: Booking Platform in London; Representative Offices in Mumbai, Riyadh and Cairo
  - Year 3: Representative Offices in Hong Kong and Moscow
  - Year 4: Booking Platform in Hong Kong
- During the first year of operation, AGTB's primary focus will be on trade between the UK and GCC markets
- In the second year of operation, we expect to see greater volume between India and the GCC, and our London booking platform should give significant stimulus to India-originated trade
- By our third year, we will look to expand our offering into South East Asia, utilising our offices in Hong Kong





**SEEKING TO ACHIEVE  
TRANSACTION EFFICIENCY  
WITH MINIMAL HUMAN  
INTERVENTION**

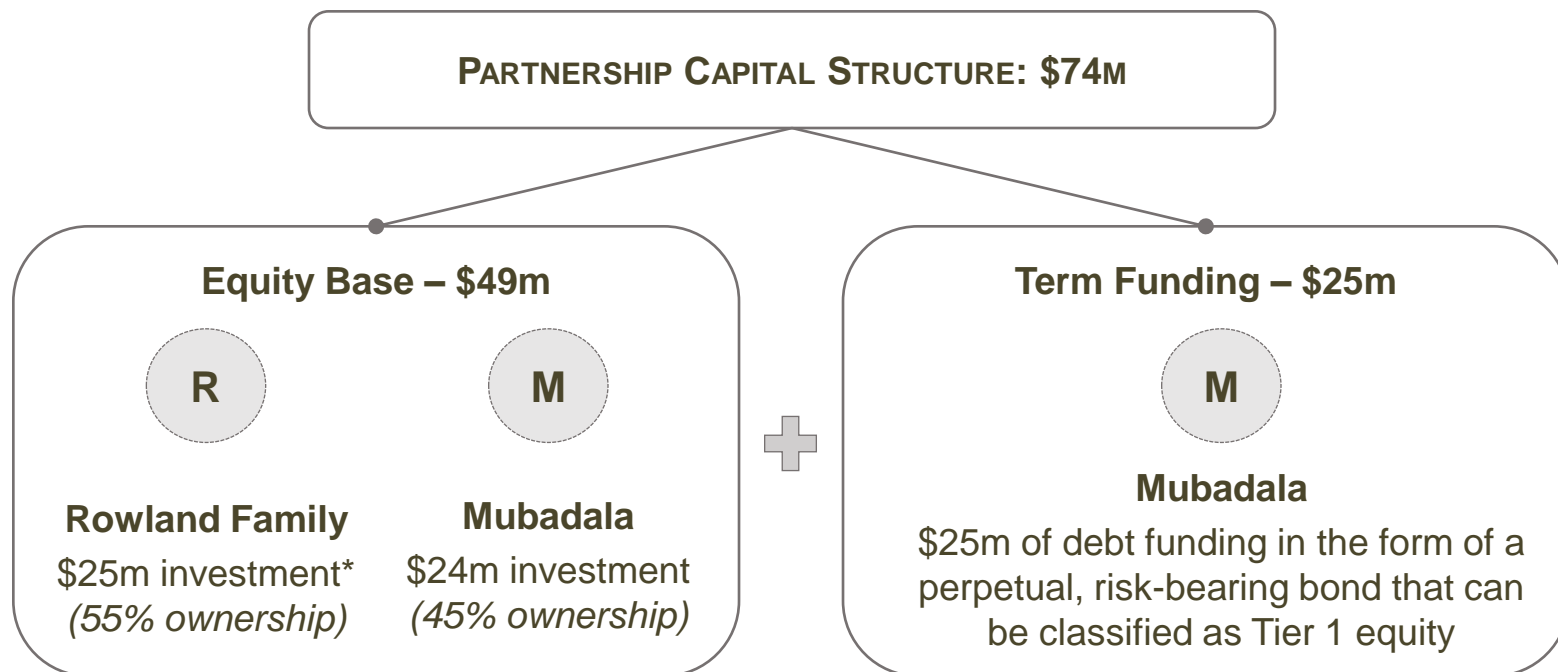
**AGTB EMPLOYS A  
SPECIALIST TRADE FINANCE  
IT INFRASTRUCTURE WHICH  
IS USED BY BLUE CHIP  
BANKS THROUGHOUT THE  
WORLD**



**new access**

**LACK OF LEGACY SYSTEMS  
MEANS INCREASED  
FLEXIBILITY, FUNCTIONALITY,  
AND ADAPTABILITY TO NEW  
TECHNOLOGIES**

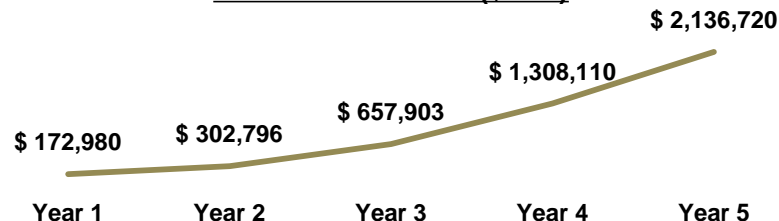
**FINTECH SAVVY, WITH MOST  
EFFICIENT USE OF  
TECHNOLOGY**



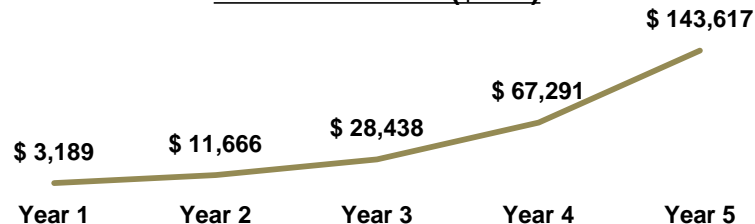
- **SUBJECT TO INVESTMENT COMMITTEE APPROVALS, BOTH PARTIES WILL MATCH THE SAME CONTRIBUTIONS AT THE START OF THE 2<sup>ND</sup> YEAR, BRINGING TOTAL CAPITAL TO C.\$150M**
- **COUNTERPARTIES WILL KNOW THE ENTITY IS ROBUSTLY CAPITALISED ON DAY 1**

\* Rowland Family have already contributed capital costs of c. \$1m

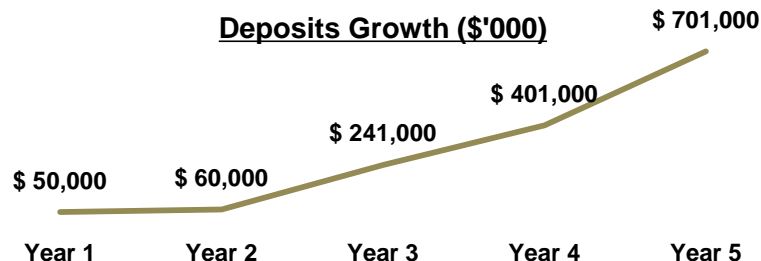
### Loan Book Growth (\$'000)



### Revenue Growth (\$'000)



### Deposits Growth (\$'000)



### Summary Balance Sheet

	Year 1	Year 2	Year 3	Year 4	Year 5
Cash and cash equivalents	(903)	3,558	27,028	77,957	192,846
Loans and advances	111,600	187,200	394,200	790,200	1,411,200
PPE	3,120	2,340	1,560	780	0
<b>Total Assets</b>	<b>\$113,817</b>	<b>\$193,098</b>	<b>\$422,788</b>	<b>\$868,937</b>	<b>\$1,604,046</b>
Deposits Received	50,000	60,000	241,000	681,000	1,371,000
Reserve For Bad Debts	25,000	50,000	50,000	50,000	50,000
Provision - End of Service Benefit	4,464	9,547	17,739	19,755	35,280
<b>Total Liabilities</b>	<b>\$79,464</b>	<b>\$119,547</b>	<b>\$308,739</b>	<b>\$750,755</b>	<b>\$1,456,280</b>
Share Capital	49,000	98,000	147,000	147,000	147,000
Retained Earnings	(14,764)	(24,850)	(33,747)	(30,061)	(999)
<b>Total Equity &amp; Liabilities</b>	<b>\$113,700</b>	<b>\$192,697</b>	<b>\$421,992</b>	<b>\$867,694</b>	<b>\$1,602,281</b>

## PROJECTIONS

UNDER MUBADALA'S GUIDANCE, AGTB PROJECTIONS HAVE BEEN MODELLED AND STRESS-TESTED BY DELOITTE USING THEIR OWN LOCAL KNOWLEDGE AND EXPERTISE.

THE PROJECTIONS HAVE ALSO BEEN EXAMINED AND SUPPORTED BY TRADE FINANCE INDUSTRY PROFESSIONALS WITH MANY YEARS OF EXPERIENCE IN THE FIELD OF TRADE FINANCE.

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