

**Citibank N.A. - United Arab Emirates Branches**

**UAE Central Bank Returns**

**31 December 2017**

**Appendix D - Pillar III disclosures under Basel III in accordance with the UAE  
Central Bank Guidelines issued in December 2017**

## 1. Legal status and principal activities

Citibank N.A. – United Arab Emirates Branches (“the Bank”) operates in the United Arab Emirates (“UAE”) through its four branches (2016: five) located in the Emirates of Abu Dhabi, Dubai and Sharjah under a license issued by the Central Bank of UAE (“CBUAE”). The principal activities of the Bank include accepting deposits, granting loans and advances and providing consumer and corporate banking, including treasury activities.

The registered office and the address of the Bank is P.O. Box 749, Dubai, UAE.

The Bank is a branch of Citibank N.A. USA. The ultimate holding company of the Bank is Citigroup Inc.

## 2. Regulatory capital

The Bank’s lead regulator, the Central Bank of UAE, sets and monitors regulatory capital requirements.

The Bank’s objectives when managing capital are as follows:

- Safeguard the Bank’s ability to continue as a going concern and increase returns for shareholders; and
- Comply with regulatory capital requirements set by the Central Bank of UAE.

The Bank’s policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The impact of the level of capital on shareholders’ return is also recognized and the Bank recognizes the need to maintain a balance between the higher returns that might be possible with greater gearing and the advantages and security afforded by a sound capital position.

The Bank’s regulatory capital adequacy ratio is set by the Central Bank of UAE (“the Central Bank”). The Bank has complied with all externally imposed capital requirements throughout the period. The Central Bank has advised that the capital adequacy ratio should be increased to 11.75% analyzed into two Tiers, of which Tier 1 capital adequacy must not be less than 8%.

The Bank’s regulatory capital is analyzed into two tiers:

- Tier 1 capital, which includes ordinary share capital, translation reserve and retained earnings; and
- Tier 2 capital, which includes fair value reserves relating to unrealized gains / losses on investments classified as available-for-sale and derivatives held as cash flow hedges, general provision and subordinated term loans. The following limits have been applied for Tier 2 capital:
  - Total tier 2 capital shall not exceed 67% of tier 1 capital;
  - Subordinated liabilities shall not exceed 50% of total tier 1 capital; and
  - General provision shall not exceed 1.25% of credit risk weighted assets (“CRWA”).



The table below summarizes the composition of regulatory capital of the Bank as per Basel II:

	2017 AED'000	2016 AED'000
<b>Tier 1 capital</b>		
Share capital	135,901	135,901
Statutory reserve	67,951	67,951
Retained earnings	2,185,993	3,004,419
	-----	-----
<b>Tier 1 Capital</b>	<b>2,389,845</b>	<b>3,208,271</b>
	-----	-----
<b>Upper tier 2 capital</b>		
Fair value reserve	(13,088)	(9,823)
Collective provisions (1.25% of the CRWA)	159,284	156,505
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<b>Tier 2 capital</b>	<b>146,196</b>	<b>146,682</b>
	-----	-----
<b>Total capital base (a)</b>	<b>2,536,041</b>	<b>3,354,953</b>
	=====	=====
<b>Risk weighted assets (RWA) Pillar 1</b>		
Credit risk	12,742,748	12,520,392
Market risk	177,122	169,916
Operational risk	2,986,575	2,842,682
	-----	-----
<b>Risk weighted assets (b)</b>	<b>15,906,445</b>	<b>15,532,990</b>
	=====	=====
<b>Capital adequacy ratio (Pillar 1) (c)</b>	<b>15.94%</b>	<b>21.60%</b>
<b>Tier 1 ratio</b>	<b>15.02%</b>	<b>20.65%</b>

## Capital allocation

The allocation of capital is generally driven by optimization of the return achieved on the capital allocated. The Bank also internally assesses its capital requirements taking into consideration growth requirements and business plans, and quantifies its Regulatory as well a Risk / Economic Capital requirements. The Bank has complied with the capital requirements of the Central Bank of UAE throughout the year. There have been no material changes in the Bank's management of capital during the year. The Pillar III quantitative disclosures under the Basel II capital framework will be made available upon request.

### 3. Financial risk management

#### a) Introduction and overview

The Bank has exposure to the following risks from financial instruments:

- Credit risk
- Liquidity risk
- Market risk
- Operational risk

This note presents information about the Bank's exposure to each of the above risks, the Bank's objectives, policies and processes for measuring and managing risk, and the Bank's management of capital.

#### *Risk management framework*

The Bank's risk management policies are established to identify and analyze the risks faced by the Bank, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect the changes in market conditions, products and services offered. The Bank, through its training and management standards and procedures aims to develop a disciplined and constructive control environment, in which all employees understand their roles and obligations.

The overall risk management framework relies upon the Bank's internal entity wide standards and covers credit, market, operational and liquidity risks, including undertaking, measuring, monitoring and reporting of risks. It may be noted that:

- These standards are governed by specific policies which are defined and documented.
- Risks are measured using defined methodologies.
- Limits for credit, market and liquidity risks are approved by Risk Management, which is independent of the Business areas.
- Dedicated risk management and control functions are in place for credit (Corporate and Consumer), market, liquidity and operational risks.

Additionally, Risk Management maintains oversight of the regulatory, economic, reputation and legal risks associated with the above-mentioned risk areas.

In order to effectively discharge this responsibility the Bank has established the Country Coordinating Committee (Management Committee), Country Asset and Liability Committee (ALCO), Credit Review Committee and Business Risk Compliance and Control Committee which are responsible for developing and monitoring risk management policies in their specified areas. These committees comprise key officers, who convene frequently to appraise the Bank's risk profile and various risk related issues.

**b) Credit risk**

Credit risk is the risk of financial loss to the Bank if a customer or counterparty to a financial instrument fails to meet its contractual obligations arising principally from the Bank's loans and advances to customers, amounts due from banks and investment securities. For risk management purposes, credit risk arising on trading investments is managed independently, but reported as a component of market risk exposure.

The Bank's credit risk management culture is based on the concept that independent risk management works with the business with the goal of taking intelligent risk with shared responsibilities, without forsaking individual accountability. Both business credit officers and independent risk credit officers approve credit, with the covering limit approval by independent risk. Practical objectives are set by business and independent risk management teams in order to reflect their view of the risks and rewards arising from market conditions. Business and independent risk management teams are responsible for adjusting these strategies and budgets to manage through with changing environments. The business is looked at as the institution's first line of risk defense given their unique access and proximity to their clients on a real time basis. Independent risk management reviews risk profile of the portfolios, including suitability and appropriateness to ensure that the impact of all risk disciplines is understood.

*Corporate credit risk*

The management of corporate credit risk is grounded in a series of fundamental policies including:

- Joint business and independent risk management responsibility for managing credit risk;
- Implementing Citigroup global credit policies in consultation with business units, covering collateral requirements, credit assessment and due diligence, obligor and facility risk rating and reporting, documentary and legal procedures, remedial management and compliance with regulatory and statutory requirements;
- Establishment of authorization structure and limits for the approval and renewal of credit facilities. Lending authorities have been established at various levels together with a framework of dual/multiple credit approval delegated authorities;
- A minimum of two authorized credit officer signatures are required on extensions of credit (one from a sponsoring credit officer in the business and one from a credit officer in credit risk management);
- Establishing limits and actual level of exposure to obligors are reviewed at least annually and reapproved at the appropriate approval authority level;
- Portfolio target market and risk acceptance criteria are reviewed on an annual basis. Portfolio limits are established to ensure diversification of risk across industries, tenors and risk profile of the obligor. Exposure monitored against these limits in monthly portfolio reporting and approvals for any deviations are sought. These limits are reviewed at least annually; and
- Early warning indicators such as financial covenants and triggers are set to identify at an early stage exposures which require more detailed monitoring and review.

The Bank determines the risk / probability of default based on a risk rating process that is an end to end process that derives a risk rating for an obligor. It includes models, supplemental guidelines, support and collateral adjustments, process controls as well as any other defined processes that a business undertakes in order to arrive at the obligor rating, which represents the probability that an obligor will default within a one year time horizon. These risks are analyzed on a scale of 1 to 10 as set out below.

Risk rate	Risk significance
1 to 7-	Obligor not in default (1 is the best quality and 7- is the worst quality)
1 to 7- (Watch list & Substandard)	Potential credit risks are identified and transferred to a “watch list” or “substandard” category for close monitoring.
8	Category not in use
9 to 10	The obligor is in default

### *Consumer credit risk*

Management of consumer credit risk is built around an established set of global credit policies and procedures – which define criteria for all forms of credit extension. In-country, more specific criteria are defined. In-country, policies and procedures are developed for credit risk management which is in line with the policies established globally.

Management of credit risk in the portfolio is done through each step of the credit process, including at time of underwriting, to portfolio management and collections – based on analytics.

Analytics used to manage the credit risk of consumer portfolios include the ability to segment portfolios and to be able to review metrics that could include leading indicators such as approval rates, coincident indicators such as delinquency rates and lagging indicators such as write-off rates. Indicators of performance are compared with both historical performance as well as expected results – where appropriate.

Periodic reviews are conducted by the internal audit team to audit compliance with all aspects of the credit policies governing lending.

### *Collaterals*

The Bank holds collateral against loans and advances in the form of cash, guarantees, mortgages and liens over properties or other securities over assets. Estimates of fair value are based on the value of collateral assessed at the time of borrowing, and are subsequently monitored on a periodic basis. Generally, collateral is not held against investment securities and amounts due from banks, and no such collateral was held at 31 December 2017 or 2016.



### ***Loans with renegotiated terms***

Restructuring activity is designed to manage customer relationships, maximize collection opportunities and avoid foreclosure or repossession, if possible. Restructuring is done based on indications or criteria which, in the opinion of management, evidence the probability that payment will continue. At 31 December 2016 renegotiated loans amount to AED 103.45 million (2016: AED 46.88 million).

### ***Past due but not impaired loans***

These are the loans where contractual interest or principal payments are past due, but the Bank believes that impairment is not appropriate on the basis of the level of security/collateral available and/or the stage of collection of amounts owed to the Bank.

### ***Impaired loans and advances***

Impaired loans and advances and non-trading investments are financial assets for which the Bank determines that it is probable that it will be unable to collect all principal and interest due according to the contractual terms of the agreements.

### ***Measurement of impairment losses and write offs***

The Bank establishes an allowance for impairment losses that represents its estimate of incurred losses in its loan portfolio. The main components of this allowance are specific loss components that relates to individually significant exposures, and a collective loan loss allowance established for groups of homogeneous assets in respect of losses that have been incurred but have not been identified on loans subject to individual assessment for impairment.

### ***Corporate loans***

The Bank determines the allowances appropriate for each individually significant loan and advance on an individual basis. Allowances are made in accordance with IFRS where early warning signs of losses are evident. Corporate allowances are made against the carrying amount of loans and advances that are identified as being impaired based on regular reviews of outstanding balances to reduce these loans and advances to their recoverable amounts.

The Bank writes off a corporate loan / an investment (and any related allowances for impairment) when the Bank's Credit Review Committee determines that the loans/ investments are uncollectible. This determination is reached after considering information such as the significant deterioration in the borrower's/issuer's financial position such that the borrower / issuer can no longer pay the obligation, or that proceeds from collateral will not be sufficient to pay back the entire exposure.

### ***Consumer loans***

All consumer loans other than, credit cards, are classified as non-performing at 90 days and interest is suspended accordingly. Credit cards are considered impaired and are written off in accordance with the write off policy of the Bank as described below. Further, in accordance with the requirements of the Central Bank of UAE, in the event of the interest of one product being suspended the Bank suspends interest on all other products of the customer.



Write off decisions are based on a product specific past due status. Credit card loans are written off on 180 days past due and other consumer loans at 120 days past due. During the year consumer loans amounting to AED 247 million (2016: AED 245 million) were written off.

*Measurement of collective impairment*

Provision for collective impairment is made based on the IAS 39 guidelines. Impairments that cannot be identified on individual loans are identified on a portfolio basis. The bank has adopted the following methodologies for determining the collective portfolio impairment provisions.

*Corporate loans*

Historical loss rates for different categories of obligors are calculated to determine the collective impairment provisions for the corporate portfolio. To ensure that the impact of economic cycles is incorporated, the loss rates benchmarked against default histories observed over economic cycles in different market conditions. Industry specific adjustments are made to reflect the current market conditions. A number of stress scenarios are run to ensure that the reserves are adequate and reflect a realistic level of collective impairment provision.

*Consumer loans*

Consumer collective allowances are maintained to reduce the carrying amount of portfolios of similar loans and advances to their estimated recoverable amounts at the reporting date. The expected cash flows for portfolios of similar assets are estimated based on historical loss experience and considering the late payments of interest or penalties.





#### 4. Impaired loans by Sector

2017	OVERDUE			Specific provision and interest in suspense AED'000	Net impaired assets AED'000
	Less than 90 Days AED'000	90 Days and above AED'000	Total AED'000		
<b>Commercial and Business:-</b>					
Manufacturing	-	12,650	12,650	12,650	-
Trade	-	194,517	194,517	194,517	-
Transport & communication	-	26,784	26,784	19,381	7,403
Services	-	8,028	8,028	8,028	-
<b>Total Commercial and Business</b>	-	241,979	241,979	234,576	7,403
Banks and financial Institutions	-	167,491	167,491	167,491	-
Consumer portfolio	-	82,670	82,670	38,941	43,729
<b>Total carrying amount</b>	-	492,140	492,140	441,008	51,132

In addition to the specific provision, the Bank holds AED 392 million (2016: AED 388 million) as collective provisions.

The movements of impairment for financial assets are as follows:

2017	Collective provision AED'000	Specific provision AED'000	Total AED'000
At 1 January 2017	338,435	378,541	716,976
Net charge of provision for the year	53,688	40,547	94,235
<b>Balance as at 31 December 2017</b>	<b>392,123</b>	<b>419,088</b>	<b>811,211</b>

The charge to profit or loss for impairment losses consists of the following:

	2017 AED'000
Net charge / (reversal) of provision for the year	94,235
Loans and advances directly written off	251,742
Recoveries of loans and advances previously written off	(41,494)
	<b>304,483</b>



## 5. Concentration Risk

Concentrations arise when a number of counterparties are engaged in similar business activities or activities in same geographic region or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions.

The tables below set out the concentration of credit risk by sector, geography, currency and residual maturity.

2017	Loans and advances	Debt securities	Derivatives assets	Due from banks/ head office and branches abroad	Total on balance sheet	Undrawn commitments	Off balance sheet
	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000
<b>Commercial and business:-</b>							
Agriculture & allied Activities	4,918	-	-	-	4,918	-	-
Mining & quarrying	28,363	-	-	-	28,363	67,038	323,031
Manufacturing	828,527	-	-	-	828,527	357,963	1,055,118
Electricity & water	92,401	-	-	-	92,401	17,039	50,094
Construction	12,742	-	-	-	12,742	1,675	21,437
Real estate	72,499	-	-	-	72,499	-	-
Trade	1,720,750	-	12,446	-	1,733,196	107,377	1,435,715
Transport & communication	374,690	-	-	-	374,690	180,015	268,877
Services	653,644	-	-	-	653,644	65,666	725,638
<b>Total commercial and business</b>	<b>3,788,534</b>	<b>-</b>	<b>12,446</b>	<b>-</b>	<b>3,800,980</b>	<b>796,373</b>	<b>3,879,910</b>
<b>Financial institutions</b>	<b>972,120</b>	<b>-</b>	<b>244,763</b>	<b>2,871,136</b>	<b>4,088,019</b>	<b>147,989</b>	<b>1,444,264</b>
<b>Government and public Sector entities</b>	<b>19,123</b>	<b>1,822,735</b>	<b>-</b>	<b>-</b>	<b>1,841,858</b>	<b>1,033,439</b>	<b>-</b>
<b>Consumer banking</b>	<b>5,301,681</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,301,681</b>	<b>25,040</b>	<b>5,416,968</b>
<b>Others</b>	<b>16,982</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16,982</b>	<b>93,861</b>	<b>-</b>
	<b>10,098,440</b>	<b>1,822,735</b>	<b>257,209</b>	<b>2,871,136</b>	<b>15,049,520</b>	<b>2,097,102</b>	<b>10,741,142</b>



*Concentration of credit risk by geographic location:*

2017	Loans and advances	Debt securities	Derivative assets	Due from banks/ head office and branches abroad	Total on balance sheet	Undrawn commitments	Off balance sheet
	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000
<i>Concentration by location</i>							
UAE	9,238,635	177,971	1,904	1,919,609	11,338,119	1,981,113	9,393,808
GCC	345,639	93,373	26,049	711,637	1,176,698	-	310,371
Other Arab countries	54,798	-	-	11,045	65,843	1,836	231,274
Asia	42,626	-	98	83,165	125,889	-	165,420
Africa	5,461	-	180	10,127	15,768	13,938	26,076
USA	-	1,551,391	15,191	-	1,566,582	986	329,698
Europe	119,356	-	213,787	133,433	466,576	36,673	274,893
Others	291,925	-	-	2,120	294,045	62,556	9,602
	10,098,440	1,822,735	257,209	2,871,136	15,049,520	2,097,102	10,741,142

*Concentration of credit risk by currency:*

2017	Loans and advances	Debt securities	Derivative assets	Due from banks/ head office and branches abroad	Total on balance sheet	Undrawn commitments	Off balance sheet
	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000
AED	4,064,007	-	2,084	369,864	4,435,955	580,188	6,742,956
Foreign currency	6,034,433	1,822,735	255,125	2,501,272	10,613,565	1,516,914	3,998,186
	10,098,440	1,822,735	257,209	2,871,136	15,049,520	2,097,102	10,741,142



**Concentration of credit risk by residual maturity:**

2017	Loans and advances	Debt securities	Derivative assets	Due from banks/ head office and branches abroad	Total on balance sheet	Undrawn commitments	Off balance sheet
	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000
<b>Residual Contractual maturity</b>							
Less than 3 months	7,576,994	906,371	48,444	1,629,515	10,161,324	681,451	6,824,973
3 Months to 1 year	780,258	183,640	74,893	531,075	1,569,866	68,162	2,186,419
One to five years	1,740,241	732,724	133,872	710,546	3,317,383	991,692	1,480,474
Over five years	947	-	-	-	947	355,797	249,276
	<b>10,098,440</b>	<b>1,822,735</b>	<b>257,209</b>	<b>2,871,136</b>	<b>15,049,520</b>	<b>2,097,102</b>	<b>10,741,142</b>



6. Credit Risk

ASSET CLASSES	ON & OFF BALANCE SHEET	CREDIT RISK MITIGATION (CRM)		ON & OFF BALANCE SHEET	RISK WEIGHTED ASSETS
	GROSS OUTSTANDING	EXPOSURE BEFORE CRM	CRM	NET EXPOSURE AFTER CREDIT CONVERSION FACTORS (CCF)	
See Basel II, June 2006, Para 50 to 81, and Central Bank National Discretions					
<b>CLAIMS ON SOVEREIGNS</b>	14,077,885	14,077,885	0	13,696,550	0
<b>CLAIMS ON NON-COMMERCIAL PUBLIC SECTOR ENTERPRISES (PSEs)</b>	0	0	0	0	0
<b>CLAIMS ON MULTI LATERAL DEVELOPMENT BANKS</b>	0	0	0	0	0
<b>CLAIMS ON BANKS</b>	4,447,153	4,447,153	0	3,818,253	1,407,336
<b>CLAIMS ON SECURITIES FIRMS</b>	0	0	0	0	0
<b>CLAIMS ON CORPORATES AND GOVERNMENT RELATED ENTERPRISES (GRE)</b>	9,036,156	9,036,156	849,586	5,741,362	5,262,170
<b>CLAIMS INCLUDED IN THE REGULATORY RETAIL PORTFOLIO</b>	11,595,687	11,595,687	2,796,354	5,918,895	5,017,388
<b>CLAIMS SECURED BY RESIDENTIAL PROPERTY</b>	122,179	122,179	0	122,179	42,763
<b>CLAIMS SECURED BY COMMERCIAL REAL ESTATE</b>	0	0	0	0	0
<b>PAST DUE LOANS</b>	520,068	78,667	0	78,667	78,667
<b>HIGHER-RISK CATEGORIES</b>	0	0	0	0	0
<b>OTHER ASSETS</b>	1,026,064	1,026,064	0	1,026,064	934,424
<b>SECURITISATION EXPOSURES</b>	0	0	0	0	0
<b>CREDIT DERIVATIVES (Banks Selling protection)</b>	0	0	0	0	0
<b>TOTAL CLAIMS</b>	40,825,191	40,383,790	3,645,940	30,401,969	12,742,748

The Bank has complied with all externally imposed capital requirements throughout the year. There have been no material changes in the Bank's management of capital during the year.



The Bank uses the following external credit assessment institutions (ECAIs): Standard & Poors, Moody's, Fitch and Capital Intelligence. The external rating of ECAI is mapped to the prescribed credit quality assessment scale that in turn produces standard risk weightings. The Bank also uses various Credit Risk Mitigation techniques (CRM). However, only cash and bank guarantees are used in calculation of Pillar I Capital requirements.

Risk weighted assets as per standardized approach is set out below:

	2017
Gross exposure prior to CRM	<b>Exposure</b> <b>AED'000</b> 40,383,790
Less: Eligible financial collateral	(3,645,940)
Net exposure after CRM and CCF	30,401,969
Risk weighted assets	12,742,748



## 7. Market risk

### *Risk weights for market risk*

Capital requirement for market risk is calculated using standardized approach. The capital requirement for market risk is analysed into capital requirement for interest rate risk, equity risk, foreign exchange risk and option risk.

	See Basel II, June 2006, Para 709 to 718(Lxix)		AED 000's Capital requirement (Basel)	AED 000's Capital requirement (UAE)
	<b>INTEREST RATE RISK - TRADING BOOK</b>			
MR2	1) SPECIFIC RISK		0	0
MR3	2) GENERAL RISK - MATURITY BASED		484	635
MR4	or 3) GENERAL RISK - DURATION BASED		0	0
MR5	<b>FOREIGN EXCHANGE RISK</b>		13,686	17,962
MR6	<b>EQUITY EXPOSURE RISK- TRADING BOOK</b>			
	1) GENERAL RISK		0	0
	2) SPECIFIC RISK		0	0
MR7	<b>COMMODITY RISK- TRADING BOOK</b>			
	1) MATURITY LADDER APPROACH		0	0
	2) SIMPLIFIED APPROACH		0	0
	<b>OPTIONS RISK</b>			
MR8	1) SIMPLIFIED APPROACH		0	0
MR9	2) INTERMEDIATE APPROACH		0	0
	<b>MARKET RISK TOTAL CAPITAL CHARGE</b>		<b>14,170</b>	<b>18,598</b>





## 8. Operational risk

Capital requirement for operation risk is calculated using Standardized approach. The capital allocated for operation risk is AED 314 Million.

APPROACH & BANKING ACTIVITIES	GROSS INCOME (Audited)												Three Year average	Beta factor	CAPITAL CHARGE (Base)	CAPITAL CHARGE (U.A.E)	
	YEAR-3			YEAR-2			LAST YEAR			LOANS AND ADVANCES (IN CASE OF ASA APPLICATION)							
	Net Interest Income	Net non interest Income	Gross Income	Net Interest Income	Net non interest Income	Gross Income	Net Interest Income	Net non interest Income	Gross Income	YEAR-3	YEAR-2	LAST YEAR					M factor * 0.035
<b>1. BASIC INDICATOR APPROACH (BIA)</b>	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	16
														0	15%	0	0
<b>2. STANDARDISED APPROACH (STA)</b>																	
CORPORATE FINANCE	20,944		20,944	10,399		10,399	16,587		16,587		10,399		10,399	15,977	18%	2,876	3,274
TRADING AND SALES	56	163,767	163,824	276	252,825	283,101	2,385	315,741	322,126		283,101		2,385	256,360	18%	46,145	60,565
PAYMENT AND SETTLEMENT		102,235	102,235		101,101	101,101		106,074	100,074		101,101			101,137	18%	16,205	21,664
COMMERCIAL BANKING	248,061	271,762	519,823	220,900	216,159	437,059	236,144	167,777	405,921		437,059			454,271	15%	66,141	63,435
AGENCY SERVICES															15%	-	-
RETAIL BROKERAGE															12%	-	-
RETAIL BANKING	590,153	354,000	954,153	552,205	325,910	878,116	571,251	285,484	856,734		878,116			863,001	12%	101,560	135,923
ASSET MANAGEMENT															12%	-	-
<b>2. TOTAL BANKING ACTIVITIES SUBJECT TO STANDARDISED (STA)</b>	766,244	891,764	1,799,786	783,781	926,005	1,709,786	828,366	872,076	1,701,432		1,709,786			1,690,745		238,926	313,590

## 9. Interest Rate Exposure

Interest Rate Exposure measures the potential pre-tax impact on Net Interest Margin over a specified reporting period, for accrual positions, due to defined shifts in appropriate interest rates. Net Interest Margin ("NIM") is the difference between the yield earned on the accrual portfolio assets (including customer loans) and the rate paid on the liabilities (including customer deposits or company borrowings). NIM is affected by changes in the level of interest rates.

It is the responsibility of the Risk Taking Unit to ensure that the market risk in the accrual portfolio is measured and reported appropriately, that the appropriate asset, liability and capital positions are included in these measurements, and to document the business-specific assumptions underlying these measurements. The Independent Market Risk Manager and the appropriate ALCO must review any business-specific assumptions underlying the measurements of market risk for reasonableness and for consistency with the overall requirements. At a minimum, all Risk Taking Units have the limits and triggers on their accrual portfolio. Country ALCOs are responsible for reviewing aggregate country exposure reports, and for highlighting any issues with respect to levels of exposure.

Interest rate risk is also assessed by measuring the impact of defined movements in interest yield curves on the Bank's net interest income. The following impact on the net interest income for the year of an immediate and permanent movement in interest yield curves as at 31 December 2017.

<b>Shift in Yield Curve</b>	<b>2017</b>	<b>2016</b>
	<b>Net interest income</b>	<b>Net interest income</b>
	<b>AED'000</b>	<b>AED'000</b>
+100 b.p.	57,299	88,600
-100 b.p.	55,462	(87,700)

