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UNITED ARAB BANK

## Press Release

### **United Arab Bank Establishes Exclusive Retail Banking Partnership with Abu Dhabi's *The Club***

#### ***UAB to bring products and ATM services to The Club's 3000 Members***

**Sharjah, UAE (May 10, 2014)** - United Arab Bank ('UAB'), the fastest growing bank in the Middle East, has agreed to be the exclusive retail banking partner of The Club, one of Abu Dhabi's most successful and long-established Private Members Club. UAB is sponsoring the leisure club's newly inaugurated Al Nadi Tower, erected to mark its 50<sup>th</sup> anniversary in 2012.

As part of the three-year partnership, UAB will install and operate ATMs at The Club – extending its commitment to provide customers with convenient access to cash through its ATM network – in addition to a customer service desk at the leisure club's Health Complex, to carry out a range of services. UAB will also have the opportunity to host exclusive events for The Club's members throughout the period.

The agreement is part of a wider drive by the bank to sustain its strong recent growth and build upon its market share in the UAE by reaching a broad audience of customers. The Club has around 3,000 adult members from 84 countries worldwide, and welcomes approximately 10,000 non-member guests annually. It is located at the heart of Abu Dhabi, within close proximity of the new financial centre, cultural district, and the up market residential district, with plans for 200,000 residents.

Paul Trowbridge, CEO of UAB, said: "UAB is delighted to partner with The Club, and to sponsor the iconic Al Nadi tower – a unique and distinctive addition to Abu Dhabi's premium private members club and leisure destination. The Club is renowned for celebrating multiculturalism, as a 'home from home' and is deemed a valued community for UAE nationals and expatriates alike, a philosophy we share by championing diversity. We are excited to have the opportunity to showcase our award-winning banking products, particularly our distinguished loyalty programme, UAB Rewards, to The Club's thousands of



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members, and to demonstrate to them why our customer-base in the UAE continues to grow strongly.”

Mike McGrath, GM of The Club added: “We are delighted to have United Arab Bank on board as our exclusive retail banking partner. This partnership complements our offering to our members, allowing us to bring convenient banking services to our client base, while they enjoy the leisure and entertainment activities at The Club. Our membership comprises many prominent members of the Abu Dhabi community, including busy senior executives from all business sectors and both the local and expat community. Just as importantly, we have many busy mothers for whom this added convenience is equally valuable. By bringing these banking services to all of them, we are adding value to their experience and they are able to enjoy their valuable leisure time with friends and family.”

To announce the partnership, UAB held a beachside football-themed event entitled: “A Fab Afternoon with Fabio Cannavaro and United Arab Bank”. Alongside the attendance of the bank’s brand ambassador, Cannavaro – a former world cup-winning captain of the Italian football national team and FIFA World player of the Year in 2006 – several prizes were handed out to lucky applicants for UAB products, including a pair of all-expense paid trips to watch FC Barcelona play at Camp Nou. The bank has been the UAE-exclusive partner of Spain’s most successful football club since 2013.

Designed by the esteemed Swiss architect Andre Meyerhans, the Al Nadi Tower stands 13m high on The Club’s main breakwater, and features a 6.5m diameter platform for viewing and entertainment, is visible from a number of key Abu Dhabi business and residential locations. It has been erected to commemorate the organisation’s 50th anniversary since its establishment in 1962.

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#### **About UAB:**

United Arab Bank (UAB) was established in 1975 as a joint venture between UAE investors and Societe Generale. As at 31 March 2014, the bank is operating with a network of 26 branches and offices spread across the UAE with its headquarters in Sharjah. UAB offers a range of financial services in both Corporate and Retail and is acknowledged as a leading solutions provider to the growing commercial and industrial base across the seven Emirates.



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Through the provision of a comprehensive range of Corporate Banking, Retail Banking, Trade Finance, SME Banking and Treasury services, UAB is the Bank of choice among major corporate clientele segments in the UAE. With the launch of its 'Sadara' premium banking service, Islamic Banking Services and 'UAB Rewards' loyalty programme, the Bank has grown its retail customer base, aiming to expand further. All these initiatives and a consistent year on year performance have positioned UAB as one of the fastest growing banks in the region.

The bank is ranked 23rd amongst the top listed companies in the UAE and is one of the top 50 banks in the GCC in terms of market capitalization. UAB announced a record net profit of AED552m for the year ended 31 December 2013, an increase of 35% over 2012 and the highest annual net profit ever reported by UAB. For the first quarter of 2014, UAB announced its highest quarterly net profit of AED161m, an increase of 34% over the same period in 2013.

In December 2007, UAB became part of a GCC regional banking alliance upon the acquisition of 40% interest by The Commercial Bank of Qatar (CBQ), Qatar's largest private sector bank. United Arab Bank's strong financial performance in subsequent years is indicative of the benefits gleaned from its strategic alliance with the Qatari Bank.

The Commercial Bank of Qatar has similar alliances with National Bank of Oman (NBO) and Alternatifbank in Turkey, thus providing a solid platform for all four banks to grow strongly as we move forward.

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