



البنك العربي المتحد
UNITED ARAB BANK

Press Release

United Arab Bank appoints Tony Graham as Head of Retail Banking

Sharjah: 4th September, 2013 - United Arab Bank (“UAB”), the fastest growing bank in the UAE, announced today that it has appointed Tony Graham as Head of Retail Banking, with immediate effect.

Tony has over 15 years’ experience as an international banker in seven countries and across 4 continents. Prior to his appointment, Tony was previously Head of Contact Centre for HSBC Canada and earlier headed the retail banking businesses for HSBC Middle East in Qatar and Lebanon. During his career with HSBC, Tony also held various roles in Ireland in addition to several Asian markets including China, Singapore and Taiwan.

Tony’s responsibilities during prior roles in retail banking included wealth management, bancassurance, mortgages, cards, loyalty programs, marketing, business strategy and people management.

Commenting on Tony’s appointment, Paul Trowbridge, CEO, United Arab Bank said, “We would like to welcome Tony to the UAB family and wish him the very best in his new role. UAB has made major strides in the retail banking segment in the UAE over the past few years especially and we are confident that with his wealth of experience in retail banking Tony will build on that success and take us a whole new level in our journey of growth.”

Tom Smith, who previously headed the division, will move to establish the new Consumer Finance unit.

“I would also like to thank Tom for his tremendous commitment and achievements and for having made our Retail Division a major player in the UAE over the last 4 years. We are confident that success will be mirrored in Consumer Finance and wish Tom the best of luck in his new and challenging role.”

The newly appointed Tony added, “I am delighted to be here in the UAE, one of the most dynamic economies in the world, and especially at United Arab Bank, which has demonstrated phenomenal growth during the past four years and collected an enviable list of industry accolades during that time. We are the fastest growing bank in the UAE, the top ranked domestic retail bank in the Middle East and are a recognized leader in Emiratisation, mortgage origination and customer service.”

“I am excited at the opportunity of being part of the team that established a reputation for excellence and very much look forward to contributing to the continued success of UAB,” continued Tony.

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About UAB:

United Arab Bank (UAB) was established in 1975 as a joint venture between UAE investors and Societe Generale. By the end of 2013, the bank will be operating with a network of 30 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.

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 has 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 AED410m for the year ended 31 December 2012, an increase of 24% over 2011 and the highest annual net profit ever reported by UAB. For the first half of 2013, UAB announced its highest half yearly net profit of AED260m, an increase of 35% over the same period in 2012.

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 2012 is also indicative of the benefits gleaned from its strategic alliance with the Qatari Bank.

The Commercial Bank of Qatar has a similar alliance with National Bank of Oman (NBO), which has positioned all three banks more strongly for future growth. UAB is not only the fastest growing local bank but also is one of the most profitable. The Bank has the strategic vision and momentum to continue on its growth trajectory, as its executive team seeks to create long term value for its shareholders.

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