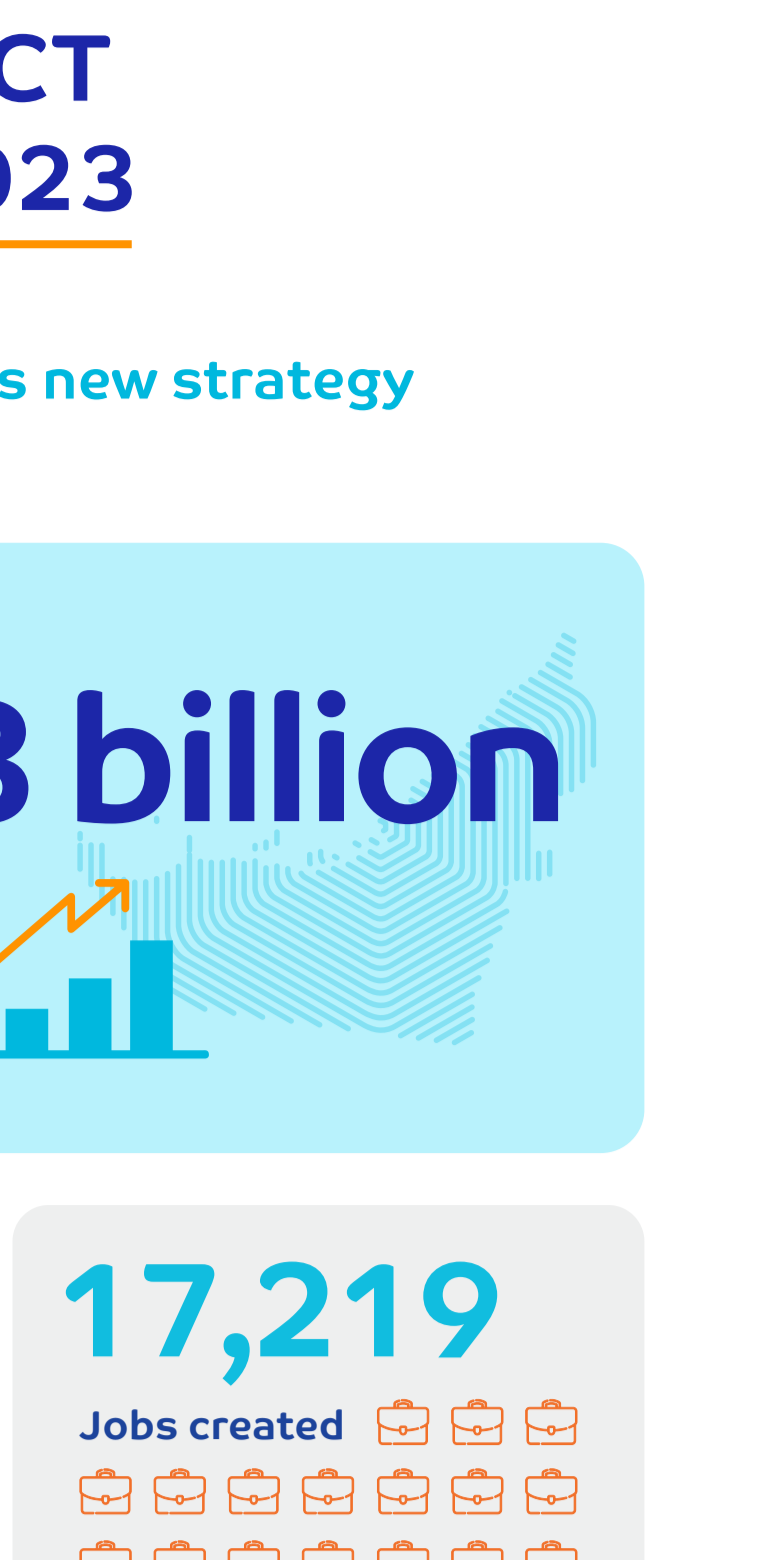




# Deepening Our Economic Impact

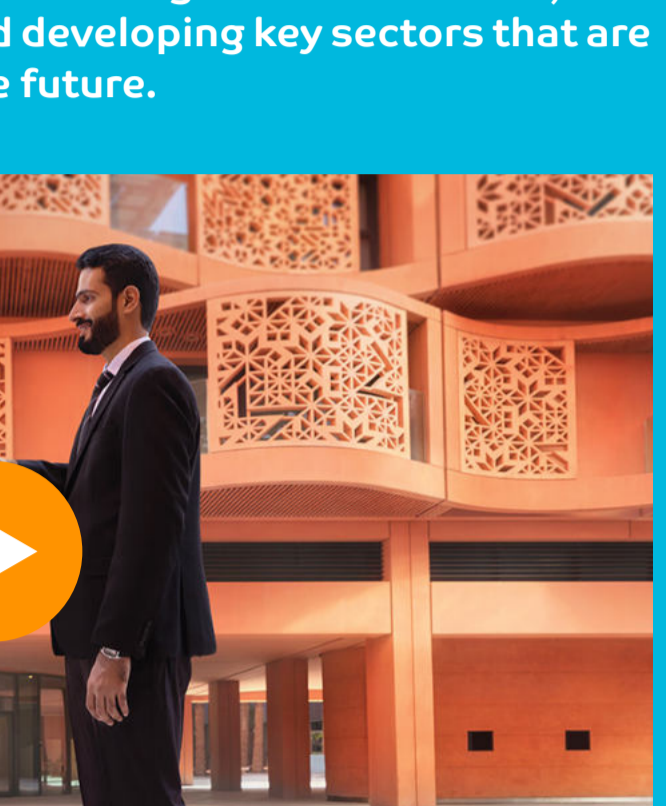
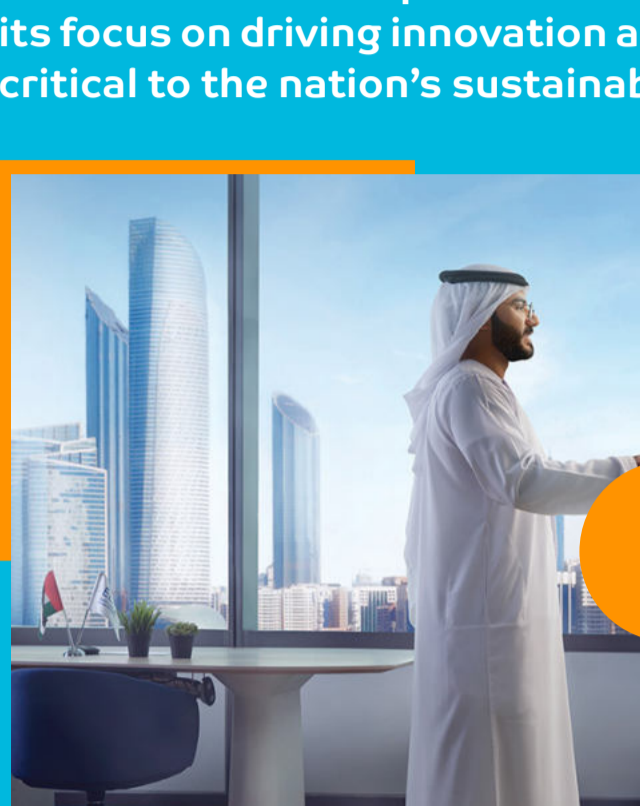
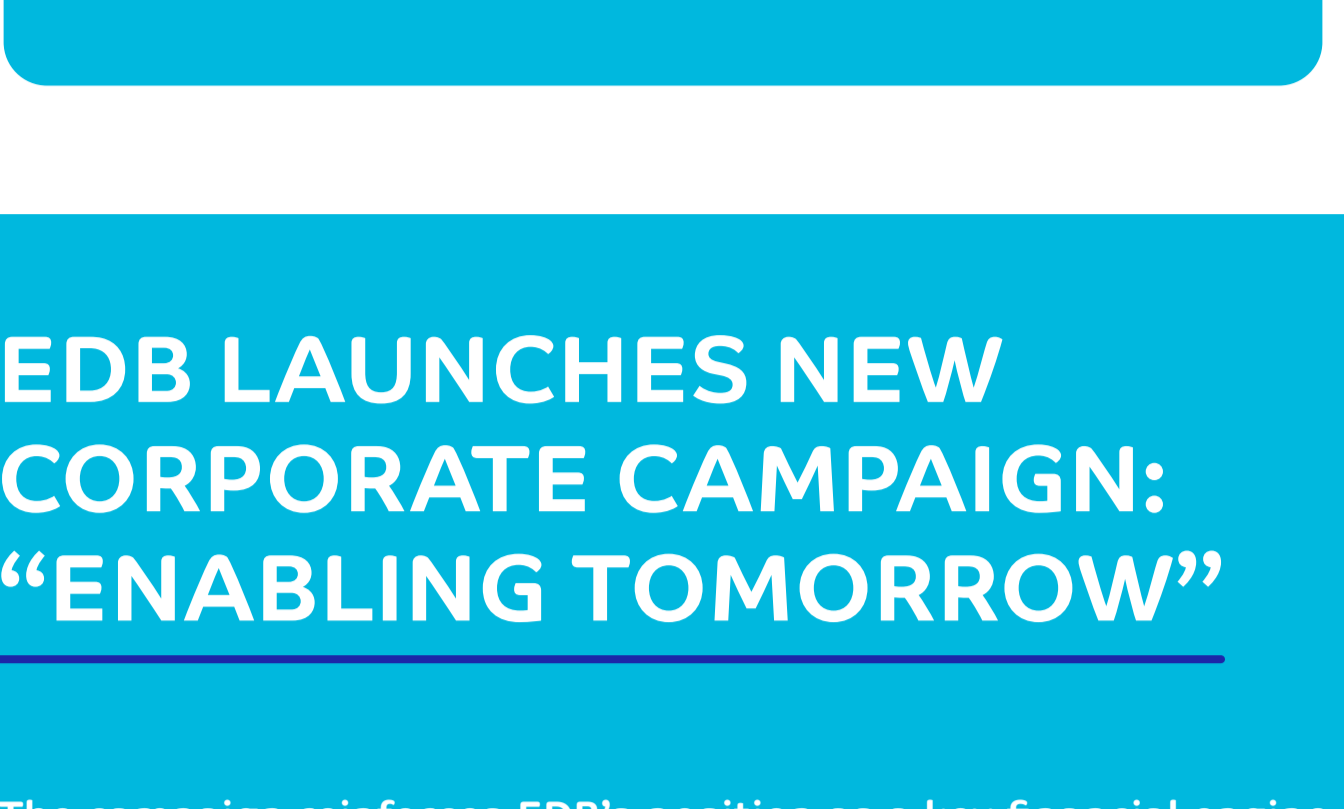
I am delighted to report the tremendous progress and economic impact of EDB in 2023, underpinned by continued support from our employees and partners and trust from our customers. Our focused strategy has led to a remarkable 80% year-over-year increase in the Bank's total contribution to the nation's industrial GDP, to reach AED4.3 billion, bringing the total loans financed since the launch of EDB's strategy in 2021 to AED 8.7 billion. This reflects our instrumental role in creating value for the UAE's economic diversification and industrial growth agenda. We continued to move towards the shared national goals of supporting the transition to renewable energy, promoting food security through agritech solutions and enhancing access to finance, especially for SMEs, the bedrock of our economy. We provided AED3.3 billion in total SME loans financed and a further AED1.3 billion through successful partnerships with commercial banks under our Credit Guarantee Scheme. We consider it a top priority to enable the growth of the UAE by driving innovation and working with our partners to create a positive economic, social, and environmental impact.

Ahmed Mohamed Al Naqbi  
Chief Executive Officer



## RECORD IMPACT RESULTS IN 2023

Since the launch of EDB's new strategy in April 2021:



## EDB LAUNCHES NEW CORPORATE CAMPAIGN: "ENABLING TOMORROW"

The campaign reinforces EDB's position as a key financial engine of economic development and industrial growth in the UAE, and its focus on driving innovation and developing key sectors that are critical to the nation's sustainable future.



"Enabling Tomorrow" is a significant step in EDB's journey of economic impact, representing the Bank's ongoing success and commitment to national development. By reaching out to a broader audience, the campaign aims to increase awareness of EDB's role and attract more development projects that support local production, in-country value generation and the national economy.

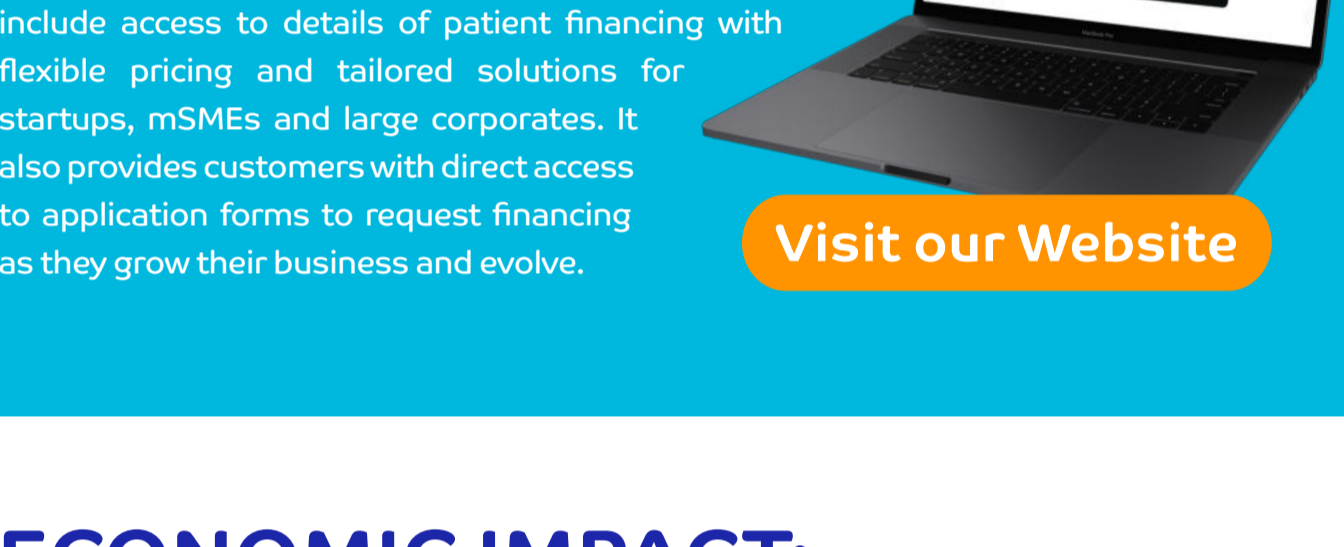
The campaign comprises outdoor, TV and radio advertisements as well as a main video that went live on various social media platforms and digital channels. The video captures the essence of EDB's mission and showcases the innovation excellence that drive its efforts.

Let's make our new 'Enabling Tomorrow' campaign a resounding success and propel EDB to new levels of impact and inspiration.

## مهرجان الشارقة لريادة الأعمال SHARJAH ENTREPRENEURSHIP FESTIVAL



At Sharjah Entrepreneurship Festival (SEF) 2024, EDB underlines its commitment to nurturing an entrepreneurial mindset and building the UAE's SME sector into an innovative, technologically advanced, and competitive engine of economic growth.



EDB has once again participated in SEF, the UAE's largest entrepreneurial event, in a showcase of commitment to fostering innovation and empowering aspiring entrepreneurs.



The 2024 SEF edition was held under the slogan of 'Together, We Shape the Future', which signifies the goal of the Sharjah Entrepreneurship Center (Sheraa) - a strategic partner of EDB - in creating a vibrant ecosystem that encourages partnership, networking and knowledge exchange.

The festival's theme 'Our Shared Canvas' reflects the power of entrepreneurs as changemakers who create impact and inspire innovation – a philosophy that aligns with EDB's values of excelling through partnerships and driving excellence through innovation. The Bank works in collaboration with partners and in tandem with the national development agenda to paint a picture of the future where innovation and sustainable practices, underpinned by partnerships, drive the UAE's growth.

H.E. Ahmed Mohamed Al Naqbi, CEO of EDB, delivered a keynote speech at SEF 2024, emphasizing the role of the festival in fostering partnerships and promoting an entrepreneurial mindset that builds the UAE's SME sector into an innovative, technologically advanced, and competitive engine of economic growth.



EDB's presence at SEF 2024 exemplifies the Bank's commitment to fostering an ecosystem where SMEs can thrive, innovate, and contribute to the UAE's socio-economic progress. The event allowed the Bank to connect with entrepreneurs and showcase its bespoke programs.

## NEW WEBSITE OFFERS A DIFFERENTIATED CLIENT EXPERIENCE

EDB has announced the re-launch of its corporate website, with a new look & feel and streamlined content and navigation.

This is part of EDB's strategic focus on better addressing the needs of customers while bringing together EDB's financial and non-financial solutions into a single digital platform.

The website has been designed and built with a customer-centric focus, offering an intuitive and seamless digital experience. It provides customers with a 360° consolidated view of their EDB banking relationship across the Bank's five priority sectors. Key features include access to details of patient financing with flexible pricing and tailored solutions for startups, mSMEs and large corporates. It also provides customers with direct access to application forms to request financing as they grow their business and evolve.



[Visit our Website](#)

## ECONOMIC IMPACT: CONVERSATIONS FROM EMIRATES DEVELOPMENT BANK

In the second season of this conversation series, H.E. Ahmed Mohamed Al Naqbi hosts thought leaders and key economy changemakers in the UAE for insightful discussions that promote public-private sector partnerships to drive economic growth.

### Season 2, Episode 2

A conversation with Ravi Hinduja, Founder and CEO of Aquaflex Holding Ltd. and Vivasvaan Industrial who speaks about calculated risks and safe choices that drive business success. He also shares his academic motivation and the lessons he learnt from his first business venture.



## LATEST EVENTS

### EDB at GTR 2024

#### EDB Highlights Innovative Trade and Supply Chain Finance Solutions

EDB underscored its pivotal role in fostering sustainable, self-reliant economic growth across key sectors during Global Trade Review MENA 2024 (GTR MENA).

During the event, EDB highlighted its cutting-edge trade and supply chain finance solutions designed to bolster the growth of UAE companies amid a dynamic global trade and exports space. The Bank presented its specialized trade and working capital solutions which allow companies to mitigate risks associated with global trade and operate with security and comfort. It also showcased its supply chain finance solutions designed to help businesses optimize their cashflows and ensure prompt supplier payments.

EDB's Chief Business Officer, Shaker Zainal joined Bhiguraj Singh, Chief Product Officer, GTRF at HSBC, and Simon Cook, Partner at Sullivan & Worcester UK for a panel discussion titled 'Public Sector Supply Chain Finance'. The dialogue focused on the evolving supply chain finance in the MENA region and its role in lowering financing costs and improving efficiency for companies and suppliers.



### EDB at Investopia 2024

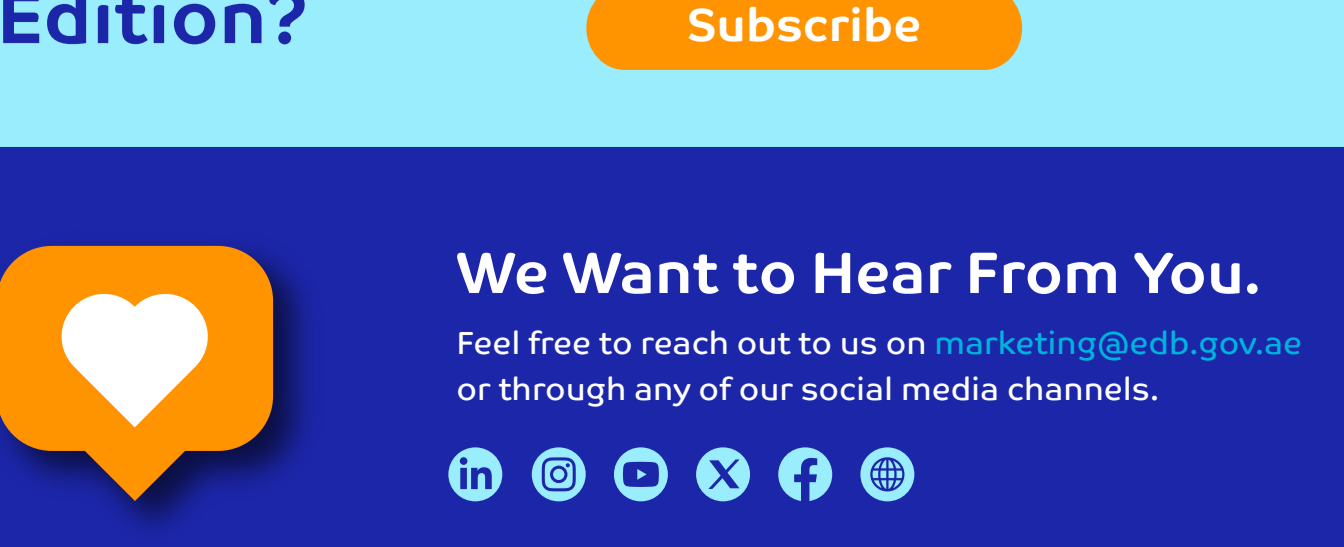
#### EDB underlines its role in UAE's economic evolution at third Investopia Summit

EDB's Chief Business Officer discussed the Bank's approach of growth through economic impact, not just profit.

EDB has highlighted its pivotal role in financing the UAE's economic evolution through strategic initiatives that drive innovation, entrepreneurship, and sustainable growth during a talk held at the third Investopia Summit in Abu Dhabi.

Shaker Zainal, EDB's Chief Business Officer, spoke to leading Future 100 companies, partners, and stakeholders from the UAE's entrepreneurship ecosystem, highlighting the bank's mandate to support the UAE's long-term economic diversification efforts through strategic financing in key sectors impacting the UAE's future growth.

During his speech, Zainal highlighted the Bank's impact results in 2023 and presented its range of flexible financing solutions tailored to support businesses, with a special focus on SMEs. He further addressed the challenges faced by SMEs and highlighted EDB's strategic partnerships with partner commercial banks and fintechs to launch programs like the Credit Guarantee Scheme, digitization finance, trade and supply chain finance and working capital solutions.



### EDB at WTO 13th Ministerial Conference

#### EDB reiterates commitment to transforming SME financing landscape at WTO event

EDB has reiterated its commitment to transforming the SME financing landscape at the World Trade Organization's 13th Ministerial Conference held on 28 February in Abu Dhabi.

The event featured a panel discussion on Access to Finance & Cross Border Payments for Micro, Small and Medium-Sized Enterprises. The session brought together a distinguished panel including Shaker Zainal, Chief Business Officer at EDB; Dr. James Mwangi, Group Managing Director and CEO, Equity Group Holdings Plc; Raja Al Mazrouei, CEO, Ethihad Credit Insurance; and Massimo Falcioni, Chief Competitiveness Officer at Abu Dhabi Investment Office.

Shaker emphasized EDB's commitment to leveraging technology and international partnerships to empower SMEs and enhance their access to finance as well as its focus on economic impact over profit. He presented various EDB financial and non-financial solutions tailored to the needs of SMEs and providing a launchpad to enable their contribution to sustainable growth and diversification of the UAE's economy.



### EDB x KLAIM MoU Signing

#### EDB and KLAIM unveil working capital solutions improving cash flows for healthcare providers

EDB announced a new partnership with KLAIM, a UAE-based healthcare-focused fintech company, to provide low-risk, short-term working capital solutions to support healthcare providers in maintaining efficient cash flows.

Under this partnership, EDB will launch a Healthcare Receivables Financing product with the aim of supporting the financial stability of healthcare providers. By leveraging KLAIM's fintech expertise, EDB will facilitate healthcare providers' access to working capital across small & big medical facilities with flexible terms and tenor. The new product will provide dynamic financing based on real time data and its end-to-end process will be managed by KLAIM, enabling healthcare providers to unlock their receivables faster and more efficiently. The receivables financing is expected to significantly enhance the operational efficiency and financial performance of the healthcare ecosystem across the UAE.

Since the launch of EDB's strategy in April 2021, the financing has reached an impressive AED 8.7 billion, including AED 326 million allocated specifically for the healthcare sector.



## EVENTS WITH PARTNERS

**2 Feb**  
2<sup>nd</sup> Round Table by Dubai Renewable Energy Business Group  
The Dubai Renewable Energy Business Group (DREBG) and Dubai Chambers

**8 Feb**  
Sharjah-Malaysia Business Roundtable  
The Sharjah FDI Office

**19 Feb**  
Exporters Roundtable  
Dubai Chambers

**19 Feb**  
Sharjah-India Business Forum  
The Sharjah Chamber of Commerce and Industry (SCCI)

**23 Feb**  
Sharjah-Korea Business Roundtable  
The Sharjah FDI Office

**28 Feb**  
"Towards Business Growth Opportunities" Roadshow  
Dubai Airport Free Zone (DAFZ)

## UPCOMING EVENTS

**16 Apr - 18 Apr**  
World Future Energy Summit  
ADNEC

**16 Apr - 18 Apr**  
Middle East Energy  
Dubai World Trade Centre



**29 Apr**  
EDB Connect: Sharjah  
House of Wisdom, Sharjah

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