

Wholesale and Institutional Banking

EDB's Wholesale & Institutional Banking (WIB) division connects large corporates, industrial champions, and key institutions with the financing they need to scale, with a focus on the sectors and enterprises critical to the UAE's long-term resilience and global competitiveness.

In 2024, WIB continued to turn EDB's mission into measurable outcomes: empowering businesses, catalysing industrial growth, and delivering strategic impact aligned with the nation's economic transformation agenda.

The division recorded AED 5.8 billion in new financing for the year, surpassing its 2024 target of AED 4.8 billion. Since the launch of EDB's Strategy 2021, WIB has cumulatively deployed AED 8.9 billion in financing, exceeding its target of AED 8.8 billion.

12 new client groups were onboarded across EDB's five priority sectors, with the division expanding its portfolio to support 15 large enterprise groups with an annual turnover exceeding AED 250 million. Each of these partnerships was carefully selected for its potential to contribute to the UAE's goals of economic diversification, industrial advancement, and technological leadership.

Solutions for strategic growth

Through the completion of the first phase of its product innovation program, WIB expanded EDB's ability to meet the complex needs of large corporates and institutional clients, ensuring that the financing offered truly enables growth and competitiveness.

The division forged a partnership with Commercial Bank of Dubai (CBD) to broaden EDB's trade finance capabilities, while internally creating stronger links between its syndications and coverage teams — maximising market reach and strengthening the value delivered to clients.

This success was reflected in real-world impact. WIB played a leading role in financing key initiatives, including the Khazna Data Centre, a vital part of the UAE's digital economy expansion. The division also accelerated renewable energy lending in support of the UAE Energy Strategy 2050, reinforcing EDB's contribution to the country's climate-aligned industrial agenda.

Evolving transaction banking

Recognising that operational resilience is as important as capital access, WIB modernised EDB's Transaction Banking offering by merging Trade and Cash Management into a unified function, creating a seamless, client-centred platform for daily financial operations.

In parallel, WIB launched 12 new conventional trade finance and working capital solutions, including supply chain finance that provides businesses with the agility they need to expand domestically and internationally. Several new functionalities were added to the Cash Management portal, enhancing its digital capabilities and ease of transacting for clients.

Meanwhile, the launch of EDB SmartConnect has given clients secure, real-time access to liquidity management, cash positioning, and transaction oversight, ultimately strengthening business continuity across sectors.

Business Divisions continued

Wholesale and Institutional Banking continued



Evolving transaction banking continued

Phase Two of the Cash Management roadmap introduced:

4 new Islamic banking products

19 digital functionalities, including enhanced reporting dashboards and a customer-centric deposit view

Expanded payment capabilities covering USD transfers, Host-to-Host (H2H) and SFTP payments, bill payments, UAE GPSSA contributions, and WPS/non-WPS payrolls

Broadened collection services including DDS, ICCS cheque clearing, liquidity management, and remote cash processing

Focused sectoral support

WIB's work in 2024 was closely aligned to EDB's mission of enabling sectors of strategic national importance:

- In **renewable energy**, WIB financed projects supporting the UAE's Net Zero by 2050 roadmap, accelerating the launch of power generation, water preservation, and environmental sustainability.
- In **advanced technology**, financing helped expand the country's data centre infrastructure — a thriving backbone of the digital economy.
- In **healthcare**, WIB supported capacity-building initiatives to reduce reliance on outbound medical travel and strengthen the UAE's regional healthcare leadership.
- In **industrial manufacturing**, the division supported enterprises tapping into new global markets enabled by the Bank's Comprehensive Economic Partnership Agreements (CEPAs), reinforcing the UAE's position as a competitive manufacturing hub with cost efficiency and tariff advantages.

Looking ahead

As EDB targets AED 23 billion in financing by 2025, WIB will continue to be a major force in delivering that ambition through strategic financing that accelerates transformation in priority sectors.

The division will focus on unlocking finance for large enterprises and joint ventures across the Bank's priority sectors, engaging proactively with the private sector under EDB's Top 100 initiative, and forging deeper partnerships with local and regional banking institutions.

Additionally, WIB is leveraging Usance Payable at Sight Letters of Credit, which allow importers to defer payments while ensuring that exporters receive funds immediately upon presentation of compliant documents.

Going forward, WIB will remain anchored in the Bank's founding purpose: to enable transformational projects that contribute to the UAE's long-term industrial resilience and global competitiveness.

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Operationally, WIB will further modernise its platform, integrating robotic process automation (RPA) and machine learning (ML) to improve speed, accuracy, and risk management.

The division will expand its role in industrial co-lending partnerships, collaborating with strategic stakeholders to finance complex, capital-intensive projects that align with the UAE's economic diversification goals.

On the Transaction Banking front, our Trade Finance platform will integrate with platforms like Haifin/UTC to enhance transparency, reduce risk exposure, and protect the supply chains EDB clients depend on.

