

1 August 2019

1 أغسطس 2019 م

Mr. Mohammad Saud Al-Osaimi
Acting Chief Executive Officer
Boursa Kuwait Company
State of Kuwait

المحترم
إلى السيد محمد سعود العصيمي
الرئيس التنفيذي بالتكليف
بورصة الكويت
دولة الكويت

Dear Sir,

تحية طيبة وبعد ،

**Subject: Disclosure of Ahli United Bank B.S.C.
Bahrain (AUB) Analyst/ Investors Conference
Presentation for the Period Ended 30 June 2019.**

**الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن
مؤتمر المحللين \ المستثمرين للفترة المنتهية في 30 يونيو 2019 م**

With reference to Article number 8-4-2 "Continuing Obligations in the Premier Market" of Boursa Kuwait Rule Book issued as per resolution number 1 for the year 2018, AUB, as a "Premier Market" category listed entity, hereby advises you that an Analyst/ Investors Conference was held through a live webcast at 2 PM local time on Thursday, 1 August 2019.

عملا بأحكام المادة رقم 8-4-2 "الالتزامات المستمرة للسوق الأول" من قواعد بورصة الكويت الصادرة بموجب القرار رقم 1 لسنة 2018 وحيث أن البنك الأهلي المتحد ش.م.ب. (البحرين) من ضمن مجموعة "السوق الأول". يرجى الإحاطة بأن مؤتمر المحللين \ المستثمرين قد انعقد عن طريق بث مباشر على شبكة الانترنت وذلك في تمام الساعة 2:00 بعد الظهر بالتوقيت المحلي يوم الخميس الموافق 1 أغسطس 2019.

Kindly note that during the conference there was no disclosure of any material information that is not in the public domain.

علما بأنه أثناء المؤتمر لم يتم الإفصاح عن أية معلومات جوهرية غير متوفرة لجمهور المتعاملين.

Attached is the Analyst/ Investor's Conference Presentation for the period ended 30 June 2019.

مرفق طيه استعراض مؤتمر المحللين \ المستثمرين عن الفترة المنتهية في 30 يونيو 2019 م.

Kind regards,

وتفضلوا بقبول خالص التحية والتقدير.

Sanjeev Bajjal
Deputy Group Chief Executive Officer
Finance & Strategic Development

سنجيف بايجال
نائب الرئيس التنفيذي للمجموعة
المالية والتطوير الاستراتيجي

Encl: As above.

مرفقات

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البنك الأهلي المتحد (ش.م.ب.)

المكتب الرئيسي:

مبنى ٢٤٩٥ طريق ٢٨٣٢ ضاحية السيف ٤٢٨

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هاتف : ١٧٥٨٥٨٥٨ (+٩٧٣)

فاكس : ١٧٥٨٠٥٦٩ (+٩٧٣)

info@ahliunited.com

www.ahliunited.com

Incorporated with the Limited Liability by Decree from HH The Amir of State of Bahrain,
Commercial Registration Number 46348

"Licensed as a conventional retail bank by the CBB"

تأسس بموجب مرسوم أميري من صاحب السمو أمير دولة البحرين بضمان محدود،
رقم السجل التجاري: ٤٦٣٤٨
"مرخص كمصرف تقليدي قطاع تجزئة من قبل مصرف البحرين المصرفي"

البنك الأهلي المتحد



ahli united bank

Financial Performance – Period Ended 30 June 2019
Presentation to Investors and Analysts

1 August 2019

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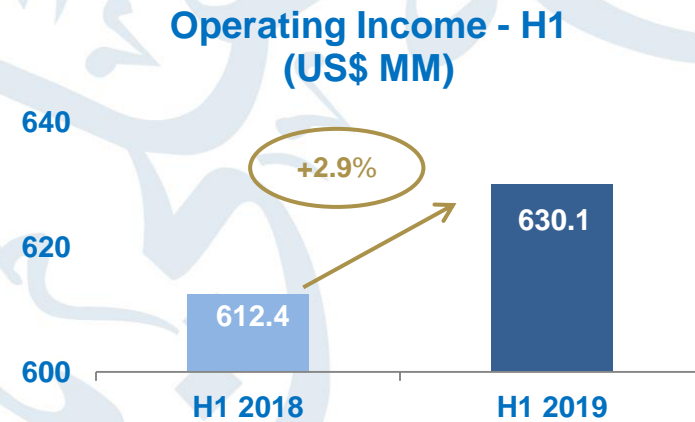
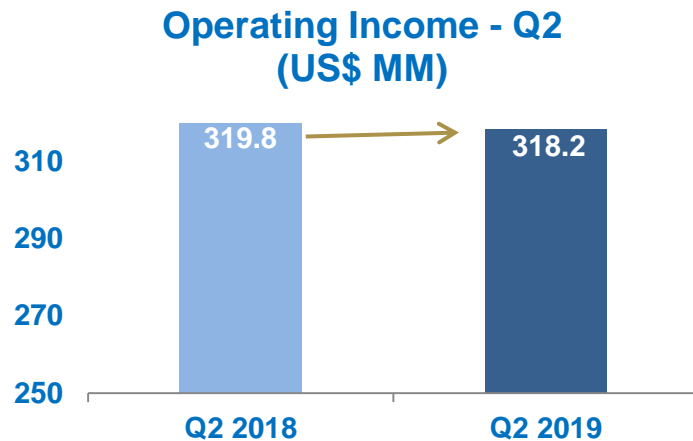
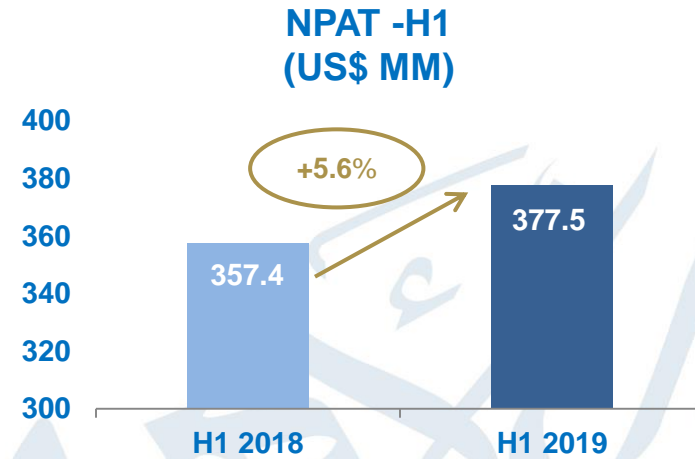
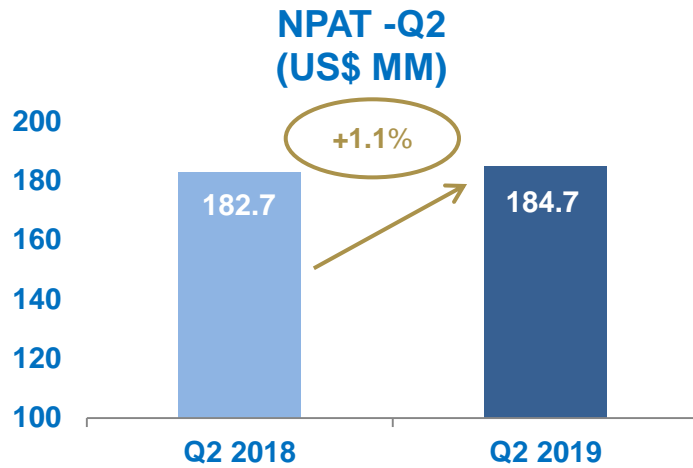
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Agenda

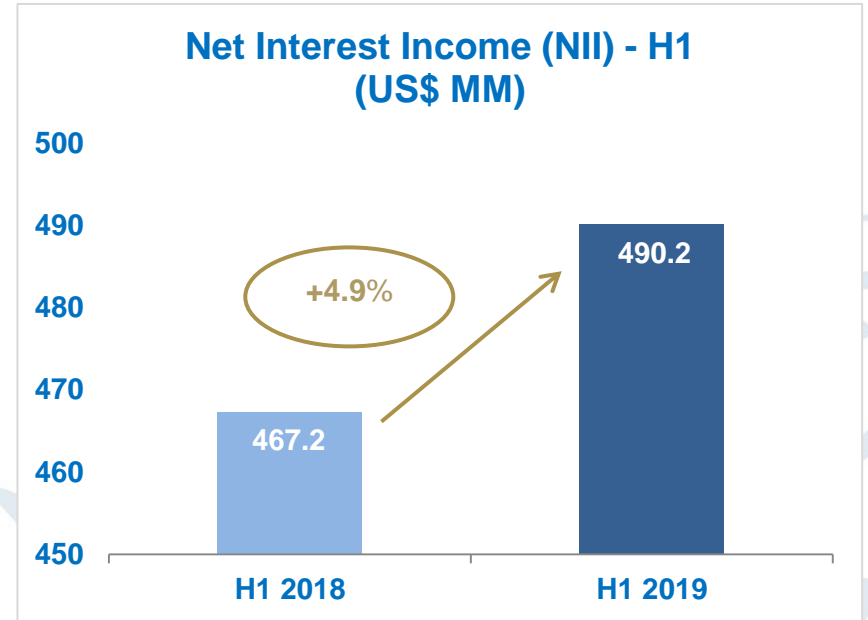
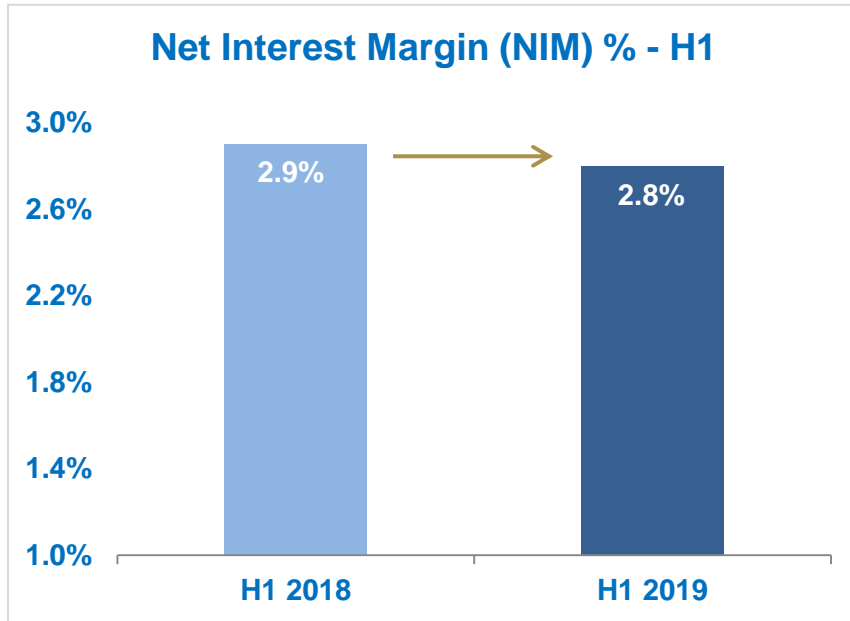
1. Financial Performance – Period Ended 30 June 2019
2. Q&A Session

Financial Highlights




Sustainable Earnings Track Record

Operating Performance



Group Diversity Underpinning NII Growth

Key Performance Indicators

Financial Indicators KPIs	H1 2018	2018	H1 2019	Direction
Return on Average Tangible Equity (ROATE)	21.6%	20.9%	21.0%	Sustained
Return on Average Equity (ROAE)	18.8%	18.1%	18.4%	Sustained
Return on Average Assets (ROAA)	2.3%	2.2%	2.2%	Sustained
C/I Ratio	26.1%	27.1%	26.5%	Stable
EPS (US Cents) *	3.9	7.6	4.1	
Financial Indicators KPIs	Jun-18	Dec-18	Jun-19	Direction
Gross NPL Ratio	2.0%	1.9%	2.0%	Maintained
SP Coverage Ratio	89.2%	85.5%	85.1%	Solid
Total Provision Coverage Ratio	228.9%	214.7%	188.6%	Solid
Total Capital Adequacy Ratio	16.2%	16.9%	15.4%	Strong Cushion
CET 1 Ratio	12.5%	13.3%	12.0%	Strong Cushion
Tier 1 Ratio	14.4%	15.2%	13.9%	Strong Cushion

* EPS adjusted for bonus share issue of 10%

+ H1/19 ratios are post 2018 appropriation

Solid KPIs

Income Statement

US\$ MM	Q2 2018	Q2 2019	Var %	H1 2018	H1 2019	Var %
Net Interest Income	237.9	246.9	3.8%	467.2	490.2	4.9%
Fees and Commissions	31.9	29.6	(7.2%)	69.5	63.9	(8.1%)
Trading, Investment Income & Others	50.0	41.7	(16.6%)	75.7	75.9	0.3%
Operating Income	319.8	318.2	(0.5%)	612.4	630.0	2.9%
Provision for Credit Losses	(29.0)	(20.8)	28.3%	(42.3)	(34.3)	18.9%
Net Operating Income	290.8	297.4	2.3%	570.1	595.7	4.5%
Operating Expenses	(84.3)	(86.9)	(3.1%)	(160.1)	(166.9)	(4.2%)
Tax Expense & Zakat	(12.2)	(10.7)	12.3%	(23.5)	(20.2)	14.0%
NPAT to Non-controlling Interests	(11.6)	(15.1)	(30.2%)	(29.0)	(31.1)	(7.2%)
NPAT to the Owners of the Bank	182.7	184.7	1.1%	357.5	377.5	5.6%

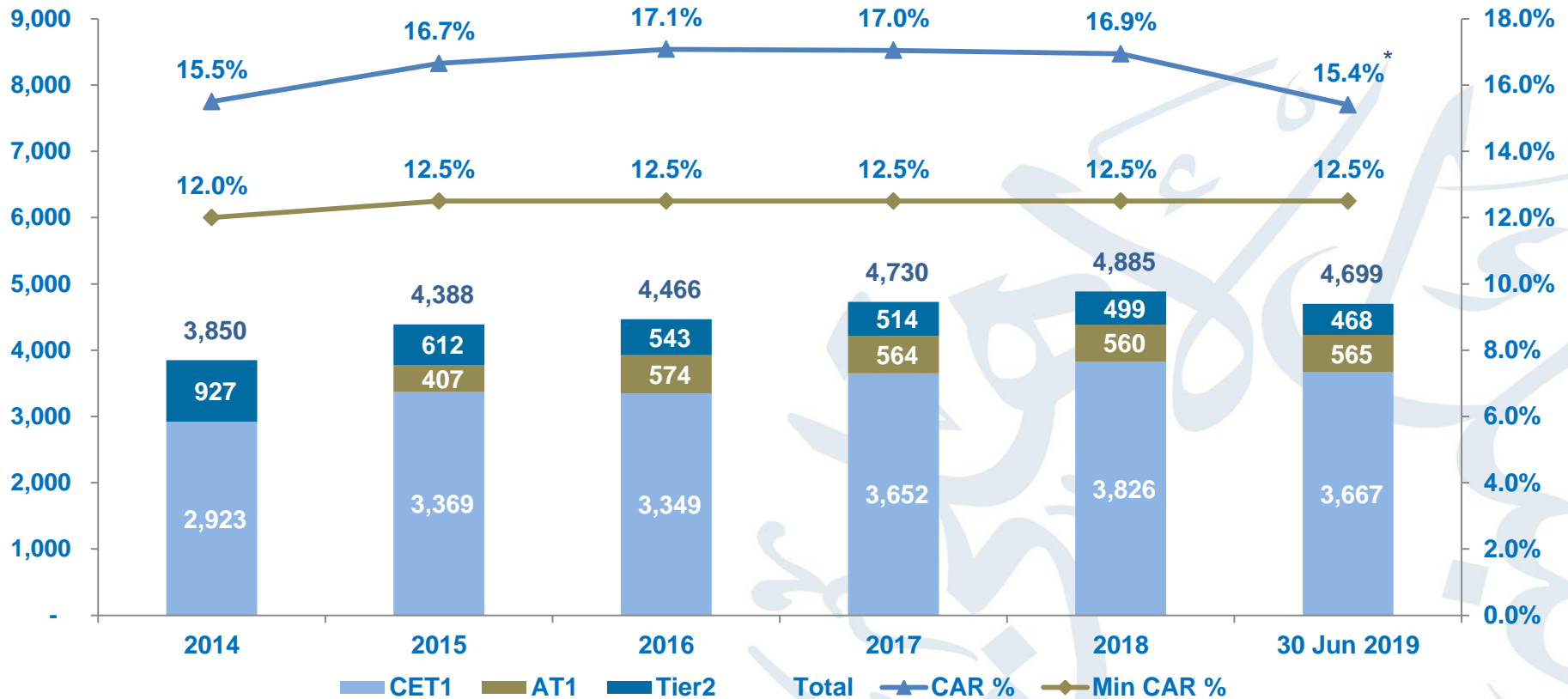
Steady Underlying Growth

Balance Sheet

US\$ MM	31 Dec 2018	30-Jun-19	Var %
Loans and Advances	19,504.0	20,302.3	4.1%
Non-Trading Investments	7,568.5	8,441.8	11.5%
Total Assets	35,507.6	38,046.2	7.1%
Deposits from Banks	3,752.8	5,578.8	48.7%
Borrowings Under Repos	1,832.1	2,436.6	33.0%
Customers' Deposits	23,660.0	23,579.6	0.3%
Total Deposits	29,244.9	31,594.9	8.0%
Shareholders' Equity	3,908.7	3,889.8	0.5%

Balanced Balance Sheet Structure

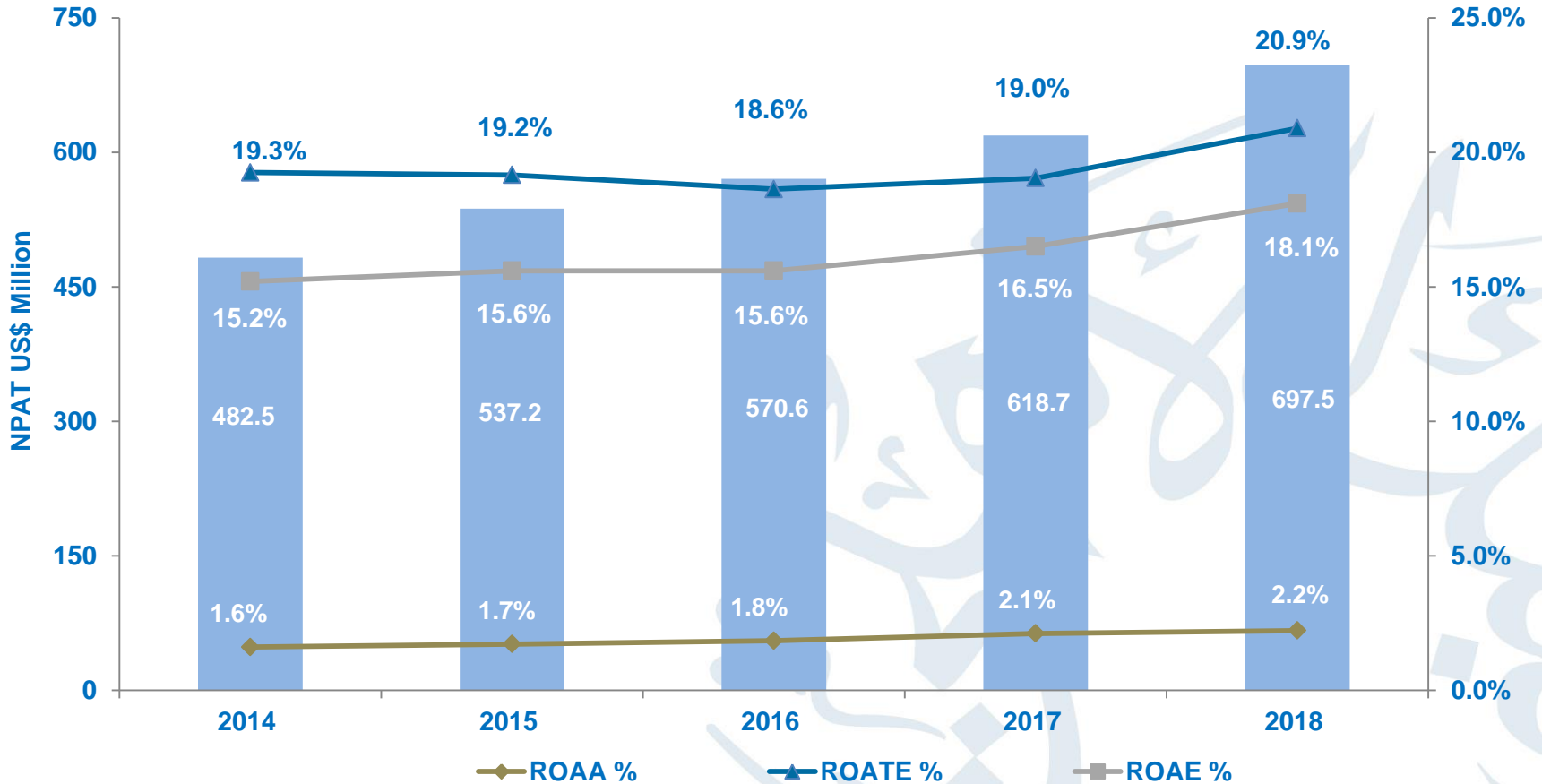
Capital Adequacy



* Post appropriation for 2018

Optimal & Diversified

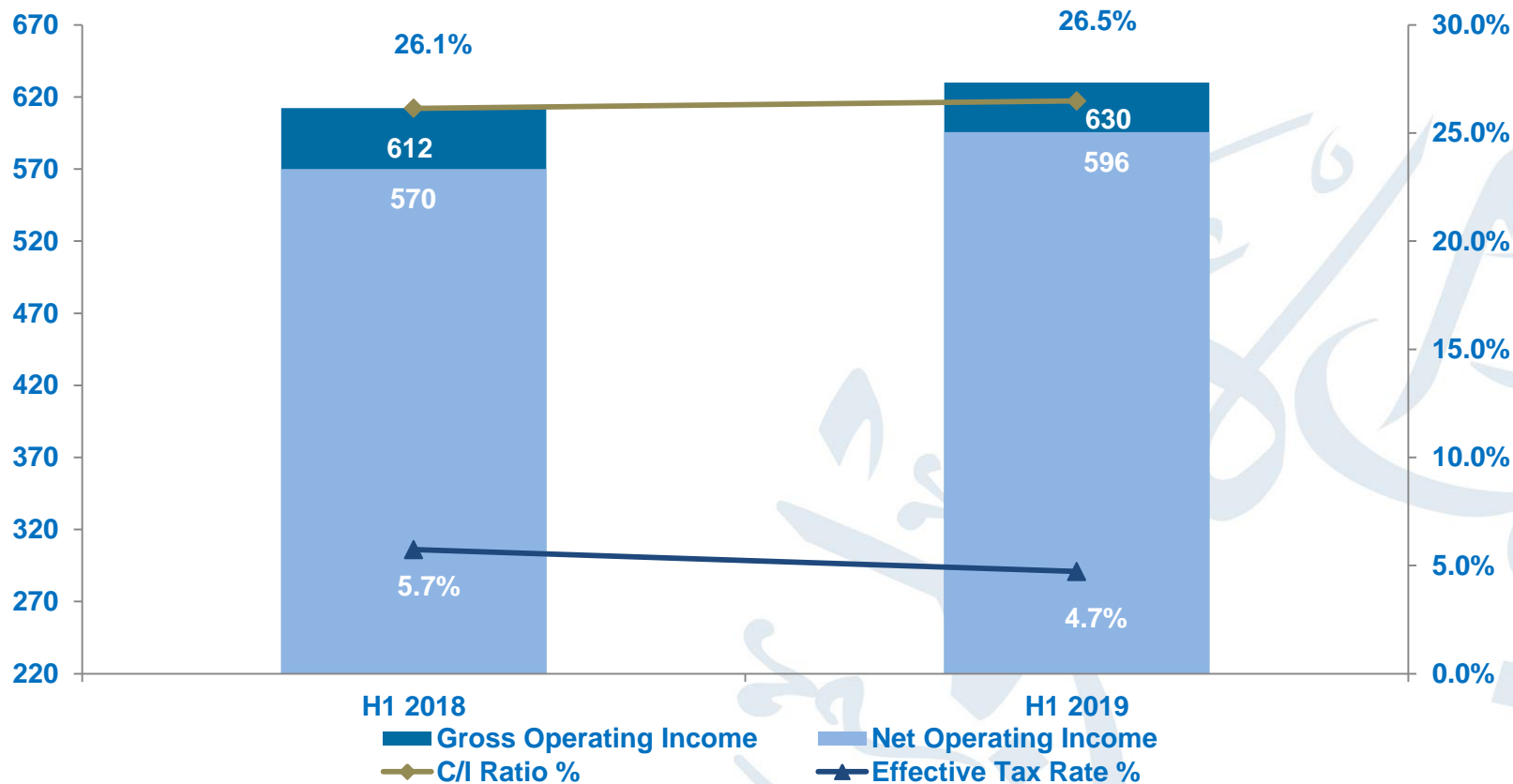
Appendix I – Profitability Trends (YoY)



Sustained Growth Trajectory

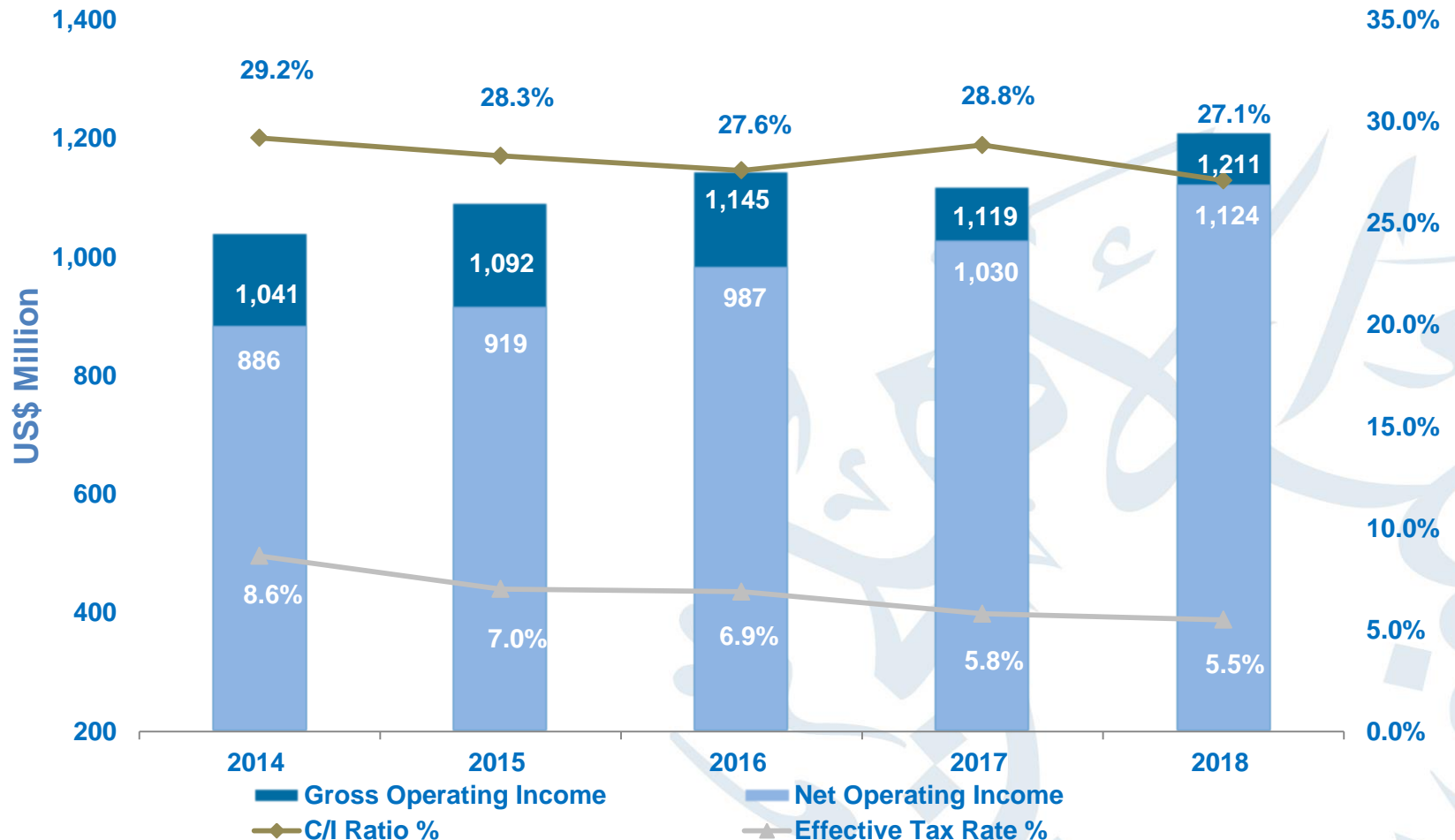
Appendix II – Operating Trends

(H1-18 vs H1-19)



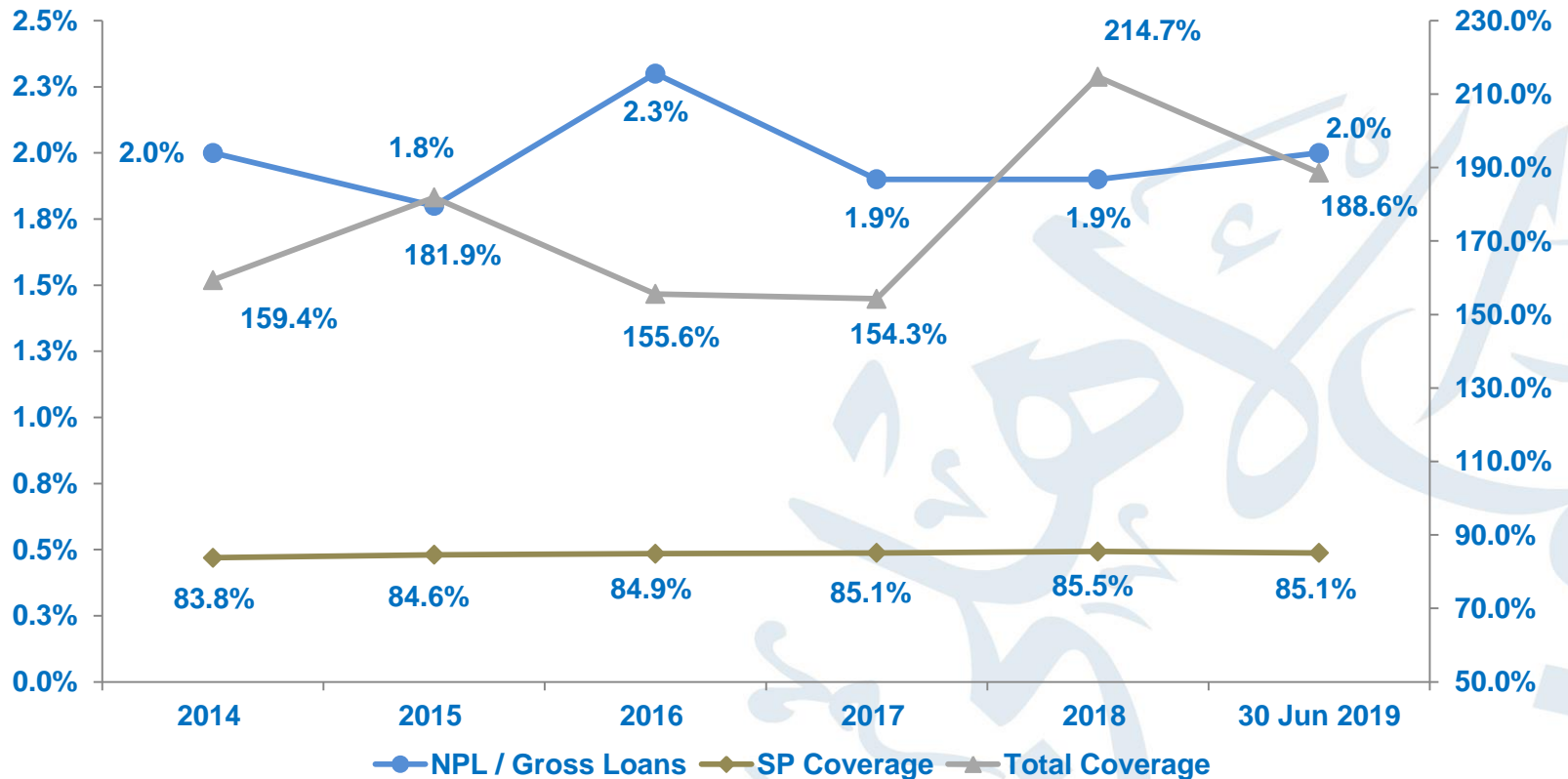
Solid Operating Parameters

Appendix III – Operating Trends (YoY)



Solid Operating Parameters

Appendix IV – Asset Quality



Sustained Asset Quality & Robust Coverage

Q&A Session
