

12 February 2020

12 فبراير 2020 م

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

إلى السيد محمد سعود العصيمي
الرئيس التنفيذي
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 Year Ended 31 December 2019.

الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن مؤتمر المحللين \ المستثمرين للسنة المنتهية في 31 ديسمبر 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 Wednesday, 12 February 2020.

عملاً 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 البث المباشر على شبكة الانترنت وذلك في تمام الساعة 2:00 بعد الظهر بالتوقيت المحلي يوم الأربعاء الموافق 12 فبراير 2020.

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

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

Attached is the Analyst/ Investor's Conference Presentation for the year ended 31 December 2019.

مرفق طيه استعراض مؤتمر المحللين \ المستثمرين عن السنة المنتهية في 31 ديسمبر 2019 م.

With kind regards,

Yours sincerely,

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

البنك الأهلي المتحد



ahli united bank

**Financial Performance –Year Ended 31 December 2019
Presentation to Investors and Analysts**

12 February 2020

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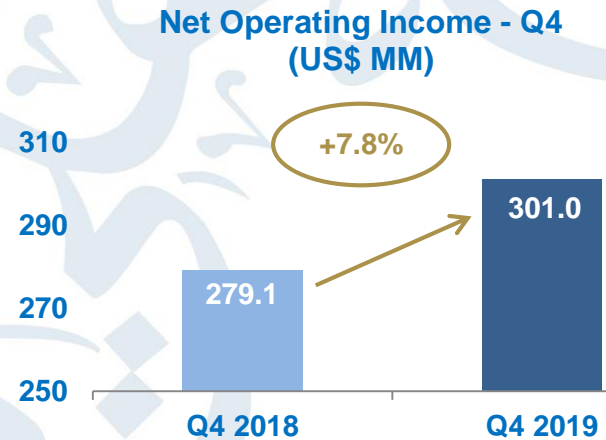
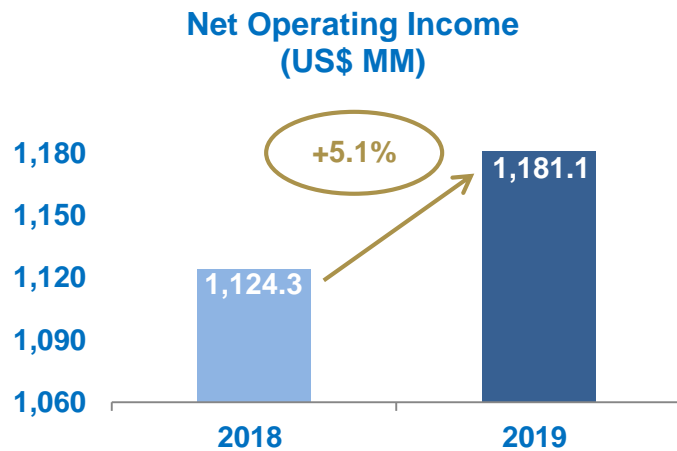
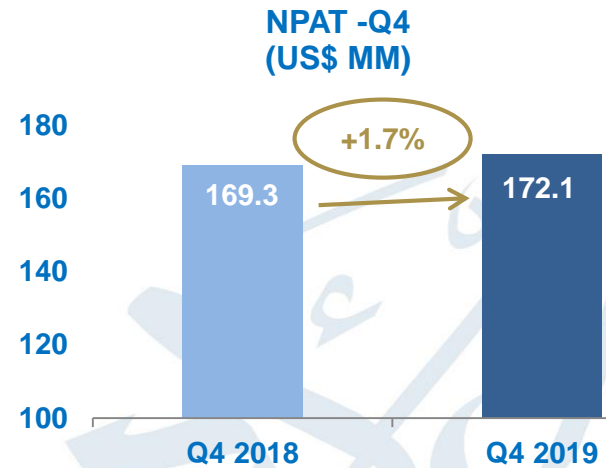
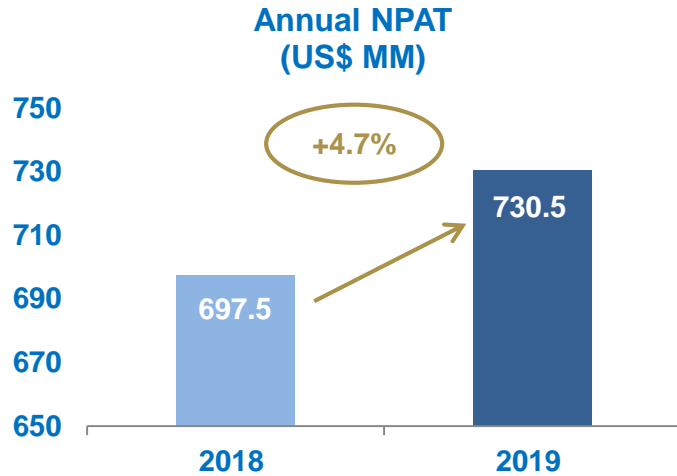
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Agenda

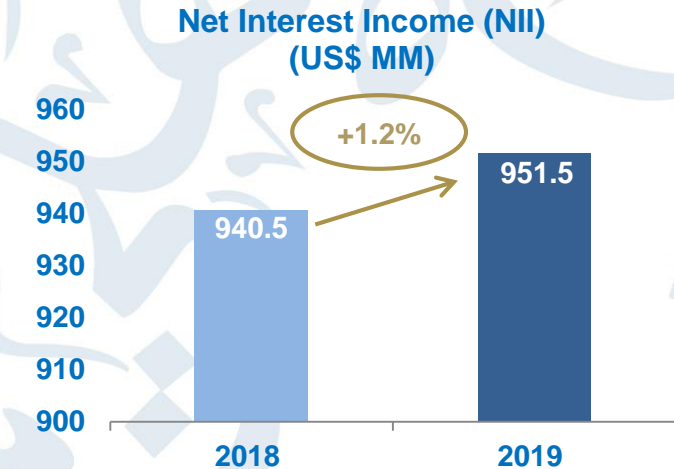
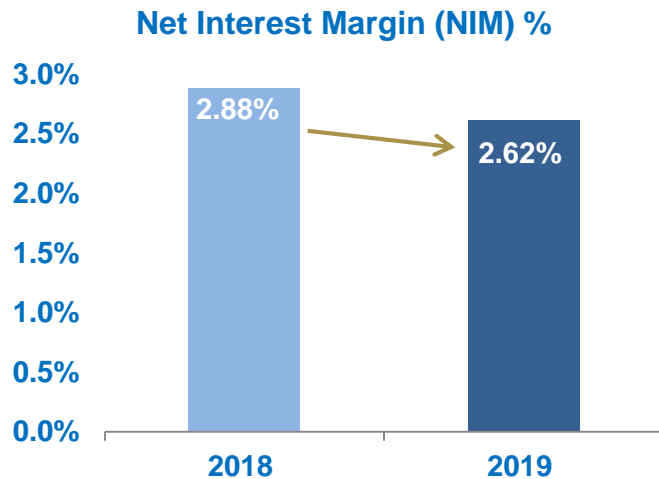
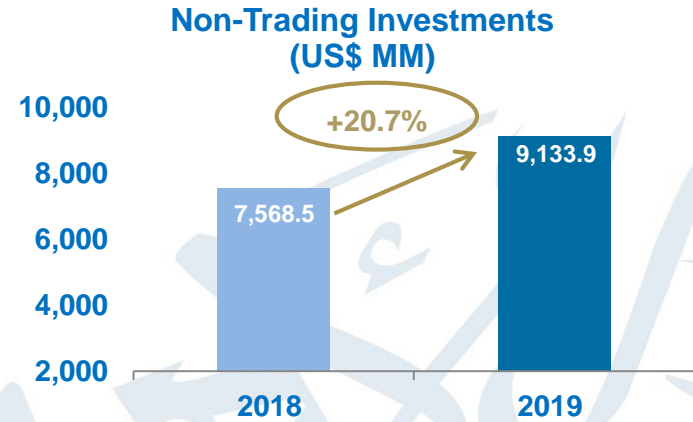
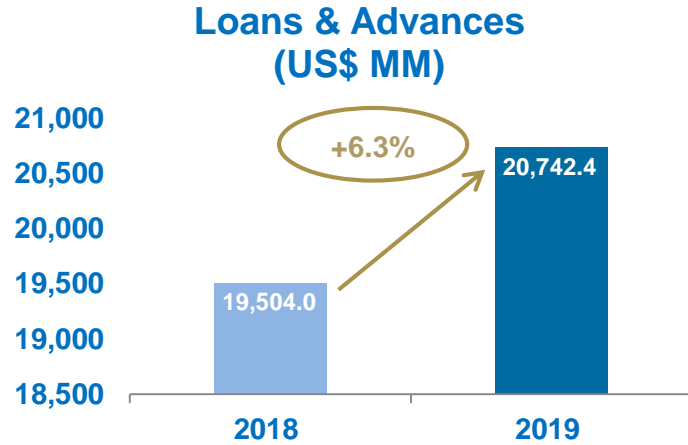
1. Financial Performance – Year Ended 31 December 2019
2. Q&A Session

Financial Highlights



Solid Operating Performance

Operating Performance



Risk Diversified NII Growth

Key Performance Indicators

Financial Indicators KPIs	2018	2019
Return on Average Tangible Equity (ROATE)	20.9%	20.2%
Return on Average Equity (ROAE)	18.1%	17.7%
Return on Average Assets (ROAA)	2.2%	2.1%
C/I Ratio	27.1%	28.6%
EPS (US Cents) *	7.6	7.9
Gross NPL Ratio	1.9%	1.9%
SP Coverage Ratio	85.5%	85.9%
Total Provision Coverage Ratio	214.7%	185.6%
Total Capital Adequacy Ratio	16.9%	16.4%
CET 1 Ratio	13.3%	13.1%
Tier 1 Ratio	15.2%	14.9%

* EPS adjusted for bonus share issue of 10%

Strong KPIs

Income Statement

US\$ MM	2018	2019	Var %
Net Interest Income	940.5	951.5	1.2%
Fees and Commissions	128.9	127.3	(1.2%)
Trading, Investment Income & Others	141.1	156.7	11.0%
Operating Income	1,210.5	1,235.5	2.1%
Provision for Credit Losses	(86.2)	(54.4)	36.9%
Net Operating Income	1,124.3	1,181.1	5.1%
Operating Expenses	(328.2)	(353.8)	(7.8%)
Tax Expense & Zakat	(43.8)	(38.5)	11.9%
NPAT to Non-controlling Interests	(54.8)	(58.3)	(6.4%)
NPAT to the Owners of the Bank	697.5	730.5	4.7%

Record Performance

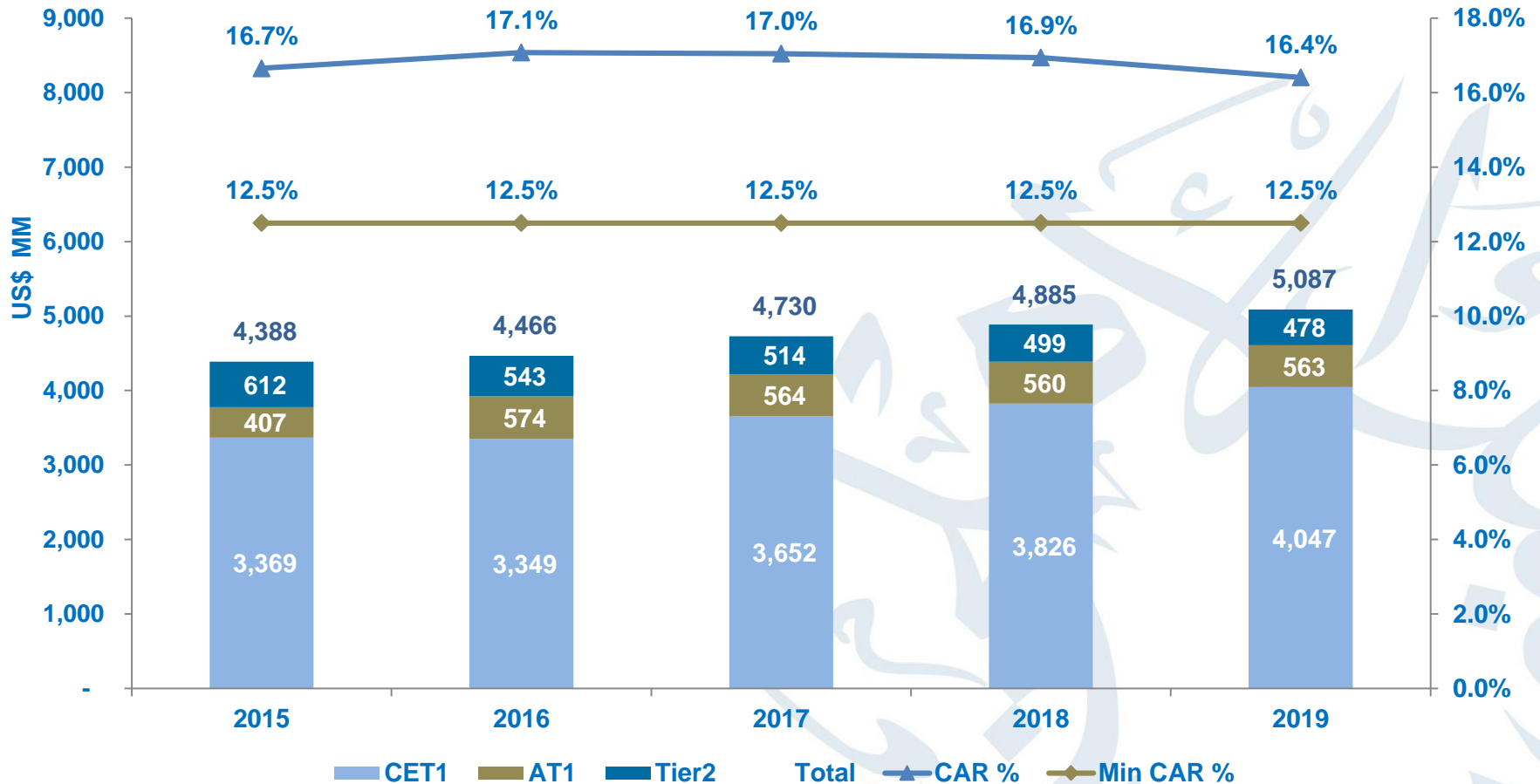
Key Balance Sheet Profile



US\$ MM	2018	2019	Var %
Loans and Advances	19,504.0	20,742.4	6.3%
Non-Trading Investments	7,568.5	9,133.9	20.7%
Total Assets	35,507.6	40,280.1	13.4%
Deposits from Banks	3,752.8	5,023.9	33.9%
Borrowings Under Repos	1,832.1	2,891.5	57.8%
Customers' Deposits	23,660.0	25,518.1	7.9%
Total Deposits	29,245.0	33,433.6	14.3%
Shareholders' Equity	3,908.7	4,265.5	9.1%

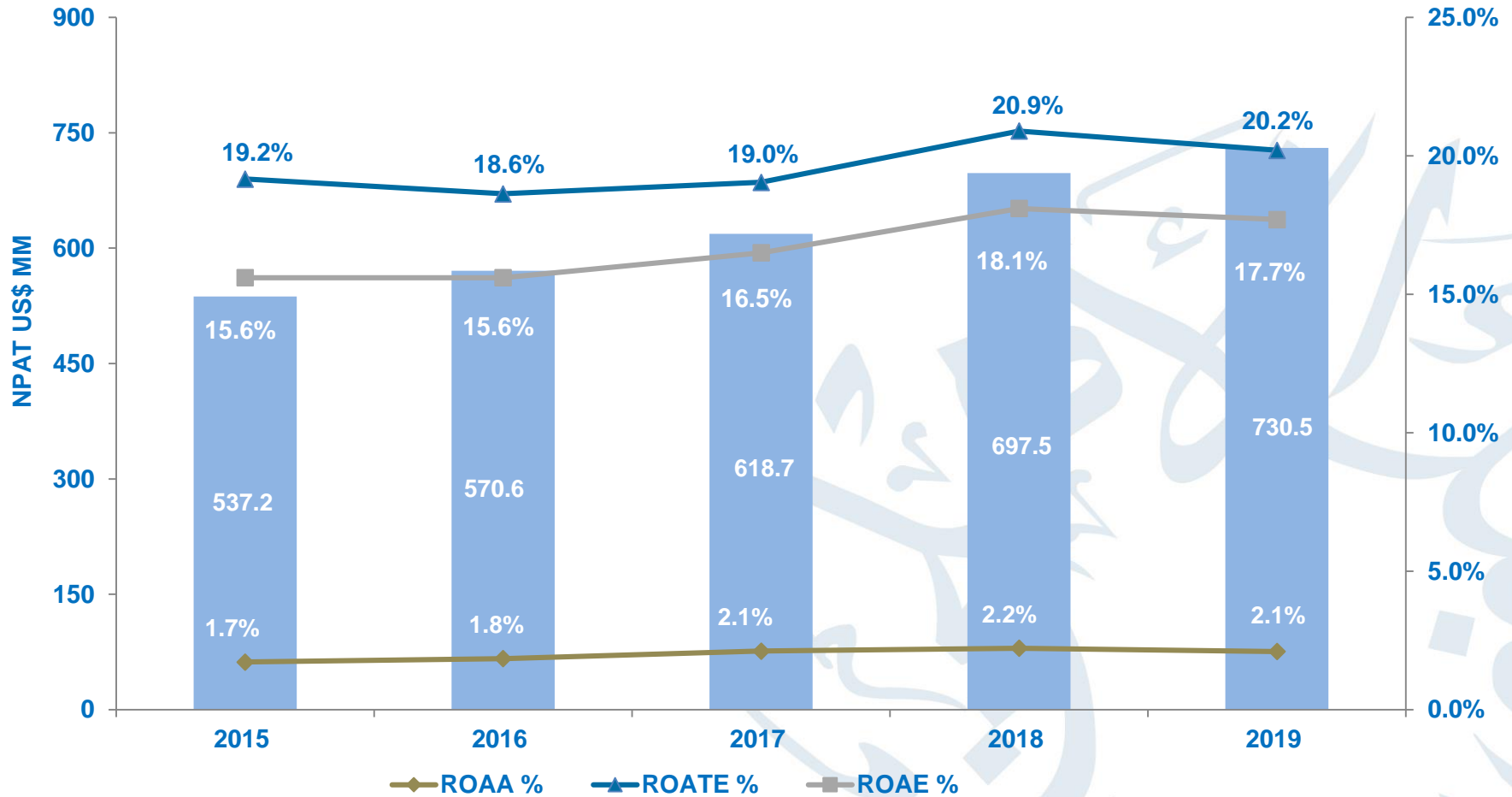
Diversified Growth

Capital Adequacy



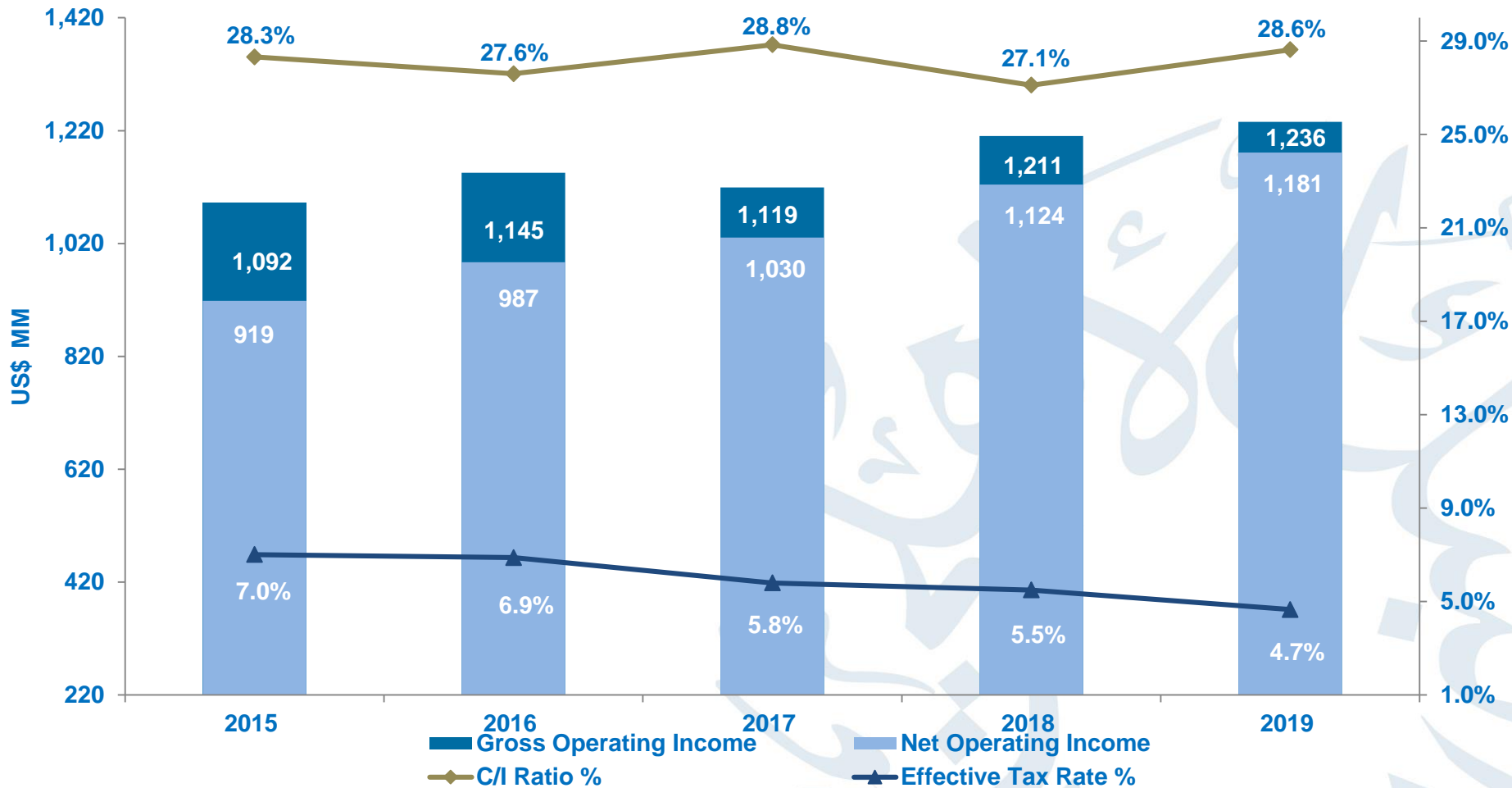
Optimal & Diversified

Appendix I – Profitability Trends



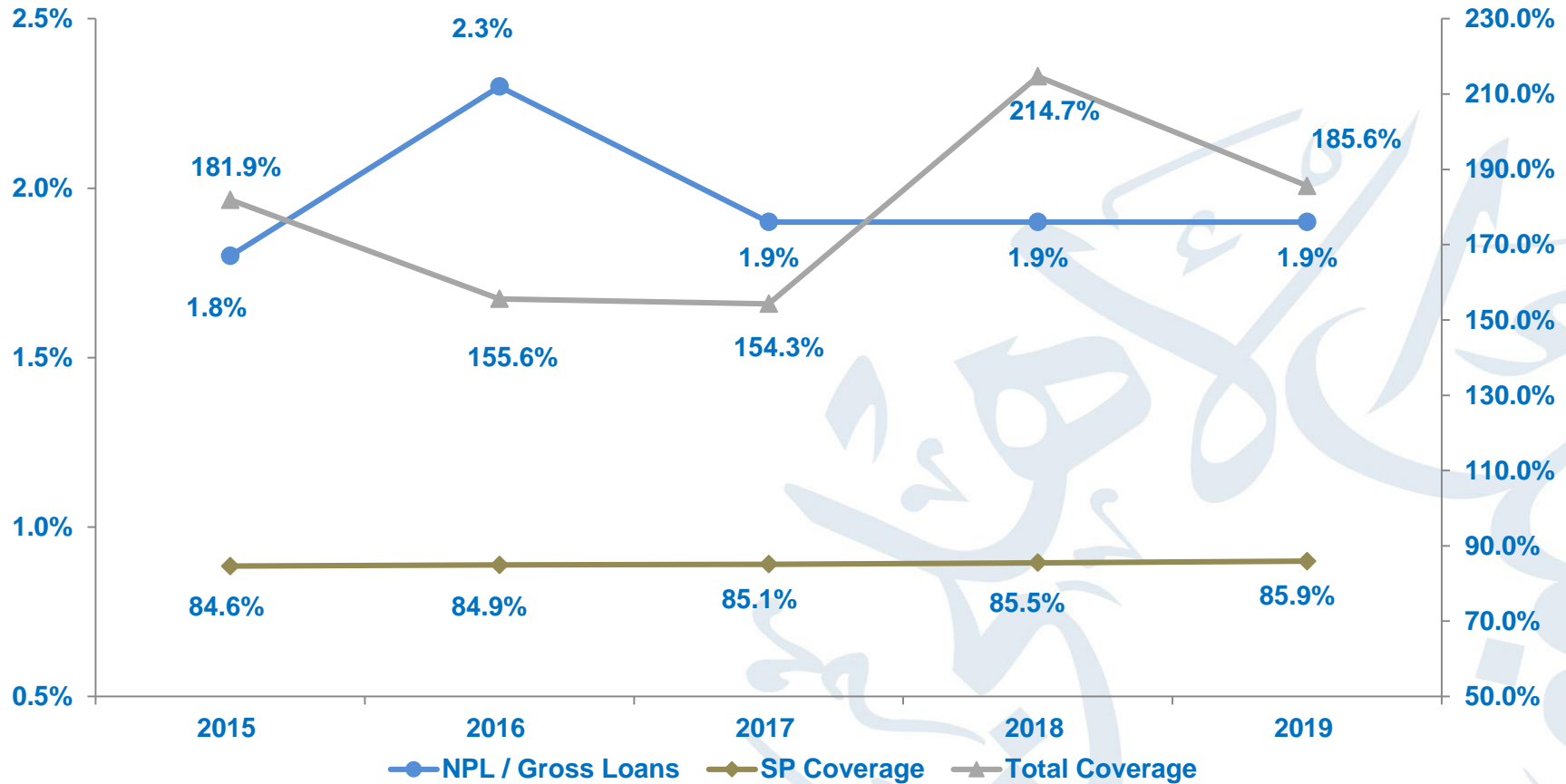
Steady Trends

Appendix II – Operating Trends



Solid Operating Parameters

Appendix III – Asset Quality



Sustained Asset Quality & Robust Coverage

Q&A Session
