

28 October 2019

28 أكتوبر 2019 م

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

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 September 2019.

الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن مؤتمر المحللين \ المستثمرين للفترة المنتهية في 30 سبتمبر 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 Monday, 28 October 2019.

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 بث مباشر على شبكة الانترنت وذلك في تمام الساعة 2:00 بعد الظهر بالتوقيت المحلي يوم الاثنين الموافق 28 أكتوبر 2019.

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 period ended 30 September 2019.

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

With kind regards,

وتفضلوا بقبول خالص التحية والتقدير.

Yours sincerely,

Sanjeev Bajjal
Deputy Group Chief Executive Officer
Finance & Strategic Development



سنجيف بايجال
نائب الرئيس التنفيذي للمجموعة
المالية والتطوير الاستراتيجي

Encl: As above.

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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 بضمحل محدود،
رقم السجل التجاري: ٤٦٣٤٨
"مصرف ضمحل تقليدي قطاع تجزئة من قبل مصرف البحرين المركزي"

البنك الأهلي المتحد



ahli united bank

Financial Performance – Period Ended 30 September 2019
Presentation to Investors and Analysts
28 October 2019

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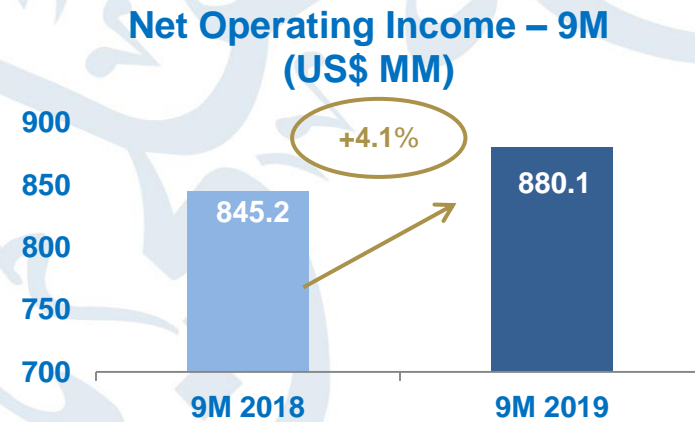
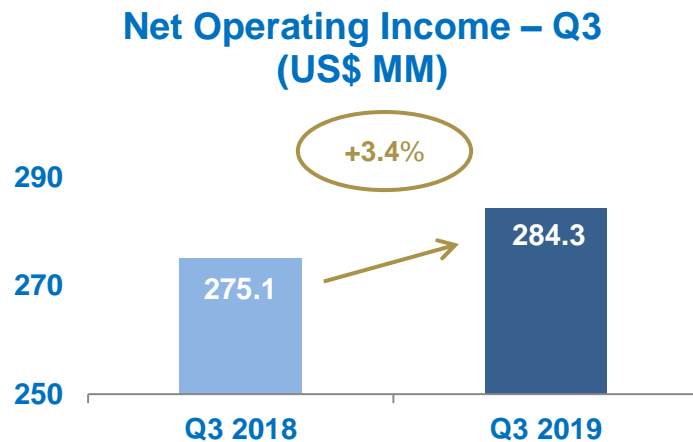
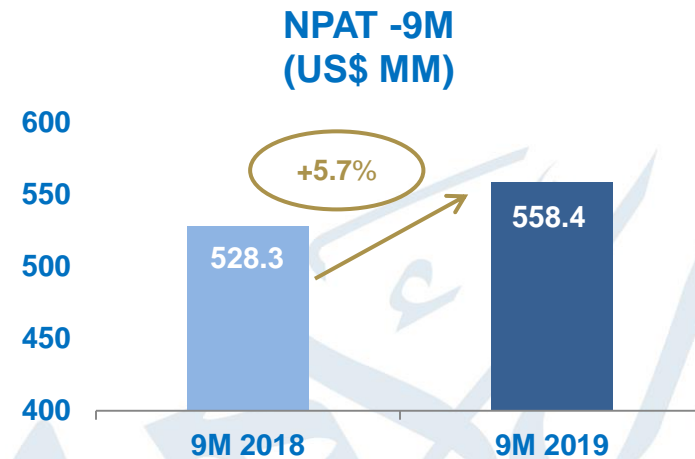
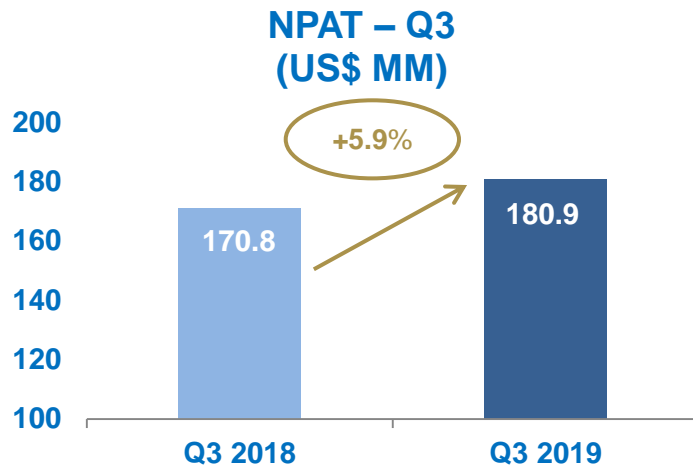
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Agenda

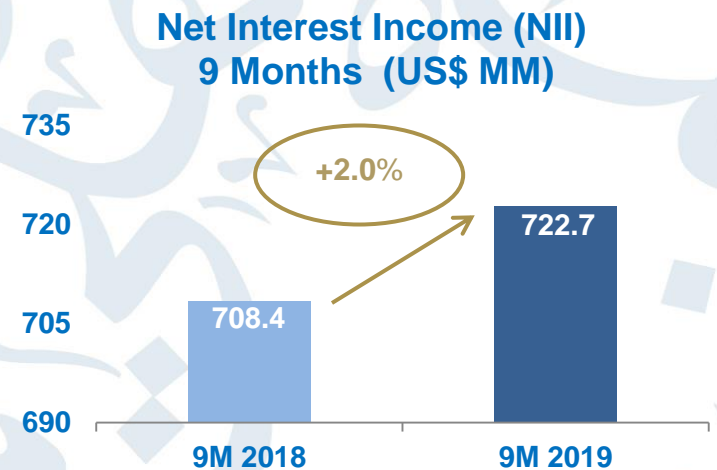
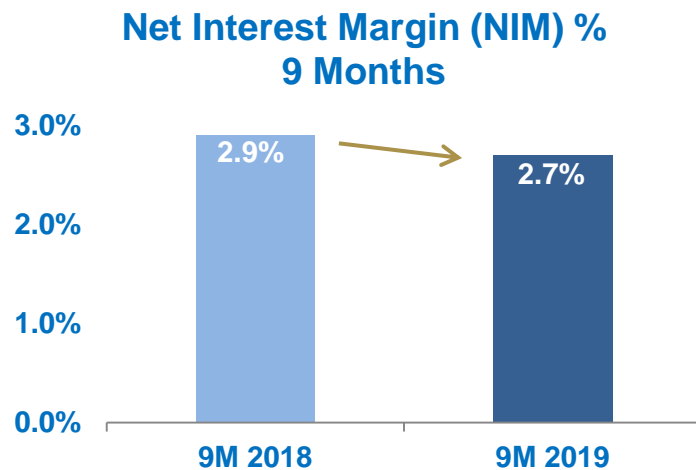
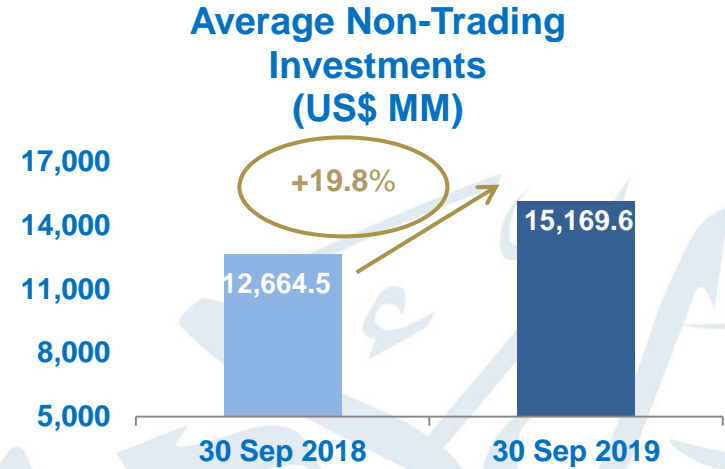
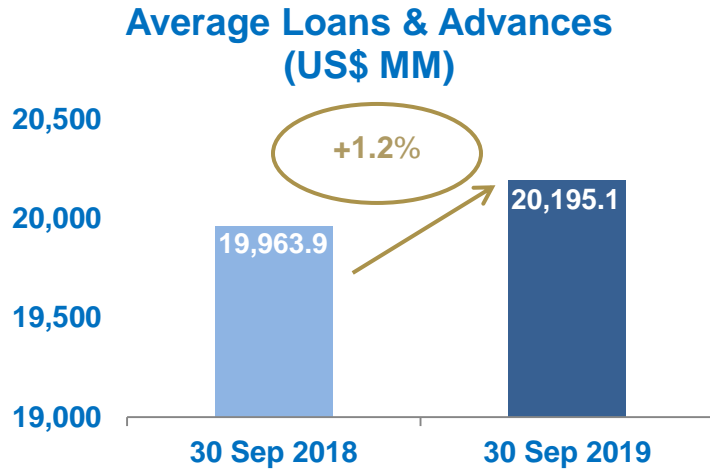
1. Financial Performance – Period Ended 30 September 2019
2. Q&A Session

Financial Highlights



Sustainable Earnings Track Record

Operating Performance



Diversification Underpinning NII Growth

Key Performance Indicators

Financial Indicators KPIs	9Months 2018	2018	9Months 2019
Return on Average Tangible Equity (ROATE)	21.2%	20.9%	20.6%
Return on Average Equity (ROAE)	18.4%	18.1%	18.1%
Return on Average Assets (ROAA)	2.2%	2.2%	2.2%
C/I Ratio	26.2%	27.1%	26.7%
EPS (US Cents) *	5.8	7.6	6.2
Financial Indicators KPIs	Sep-18	Dec-18	Sep-19
Gross NPL Ratio	2.0%	1.9%	2.0%
SP Coverage Ratio	86.3%	85.5%	85.2%
Total Provision Coverage Ratio	222.3%	214.7%	187.0%
Total Capital Adequacy Ratio	16.4%	16.9%	16.0%
CET 1 Ratio	12.7%	13.3%	12.6%

* EPS adjusted for bonus share issue of 10%
+ 9M 2019 ratios are post 2018 appropriation

Solid KPIs

Income Statement

US\$ MM	Q3 2018	Q3 2019	Var %	9M 2018	9M 2019	Var %
Net Interest Income	241.2	232.5	(3.6%)	708.4	722.7	2.0%
Fees and Commissions	29.1	29.5	1.4%	98.6	93.4	(5.2%)
Trading, Investment Income & Others	24.3	27.2	11.9%	100.0	103.2	3.2%
Operating Income	294.6	289.2	(1.8%)	907.0	919.3	1.4%
Provision for Credit Losses	(19.5)	(4.9)	74.9%	(61.8)	(39.2)	36.6%
Net Operating Income	275.1	284.3	3.3%	845.2	880.1	4.1%
Operating Expenses	(78.0)	(78.2)	(0.3%)	(238.0)	(245.1)	(3.0%)
Tax Expense & Zakat	(11.5)	(10.3)	10.4%	(35.1)	(30.6)	12.8%
NPAT to Non-controlling Interests	(14.8)	(14.8)	0.0%	(43.8)	(46.0)	(5.0%)
NPAT to the Owners of the Bank	170.8	181.0	5.9%	528.3	558.4	5.7%

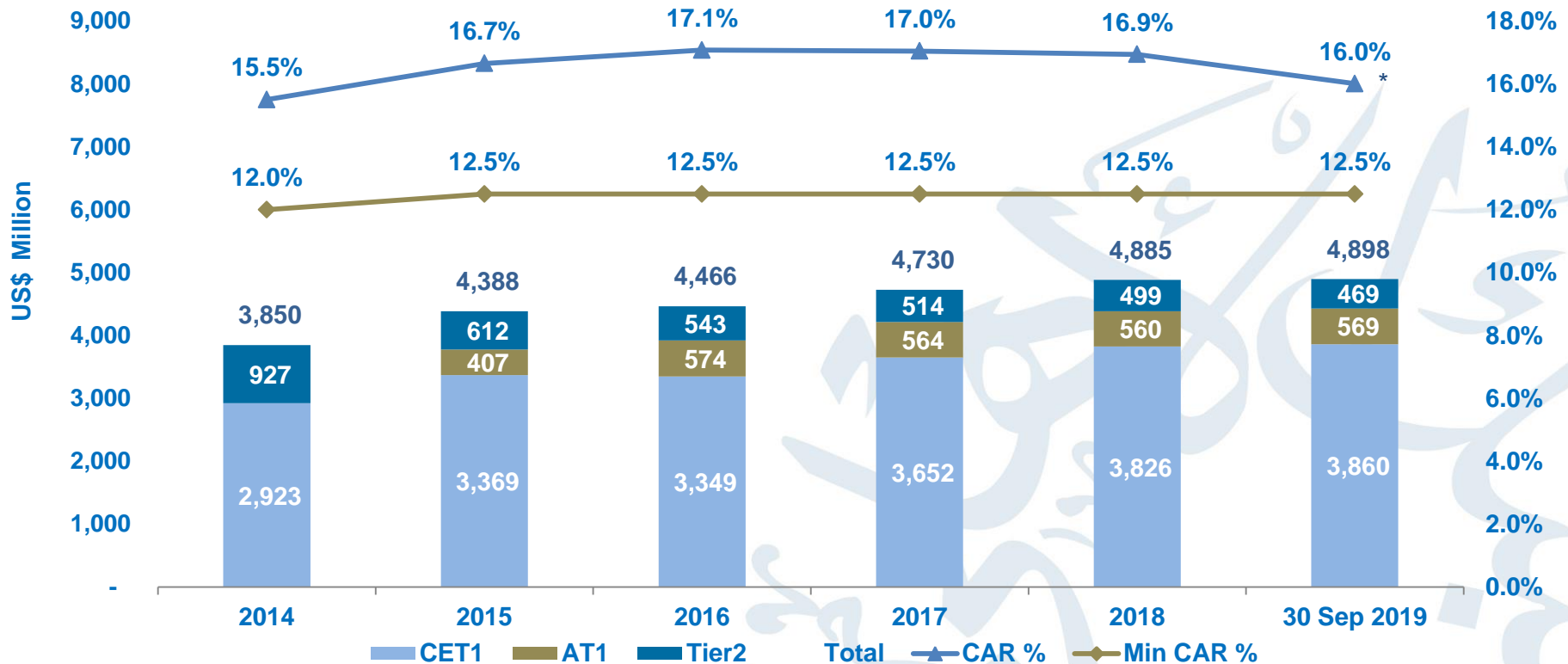
Prudent Risk Managed Performance

Balance Sheet

US\$ MM	31 Dec 2018	30 Sep 2019	Var %
Loans and Advances	19,504.0	20,385.9	4.5%
Non-Trading Investments	7,568.5	8,748.1	15.6%
Total Assets	35,507.6	38,638.6	8.8%
Deposits from Banks	3,752.8	4,975.7	32.6%
Borrowings Under Repos	1,832.1	2,385.9	30.2%
Customers' Deposits	23,660.0	24,548.0	3.8%
Total Deposits	29,244.9	31,909.6	9.1%
Shareholders' Equity	3,908.7	4,070.6	4.1%

Re-aligned Balance Sheet Profile –
Optimize Risk Adjusted Returns

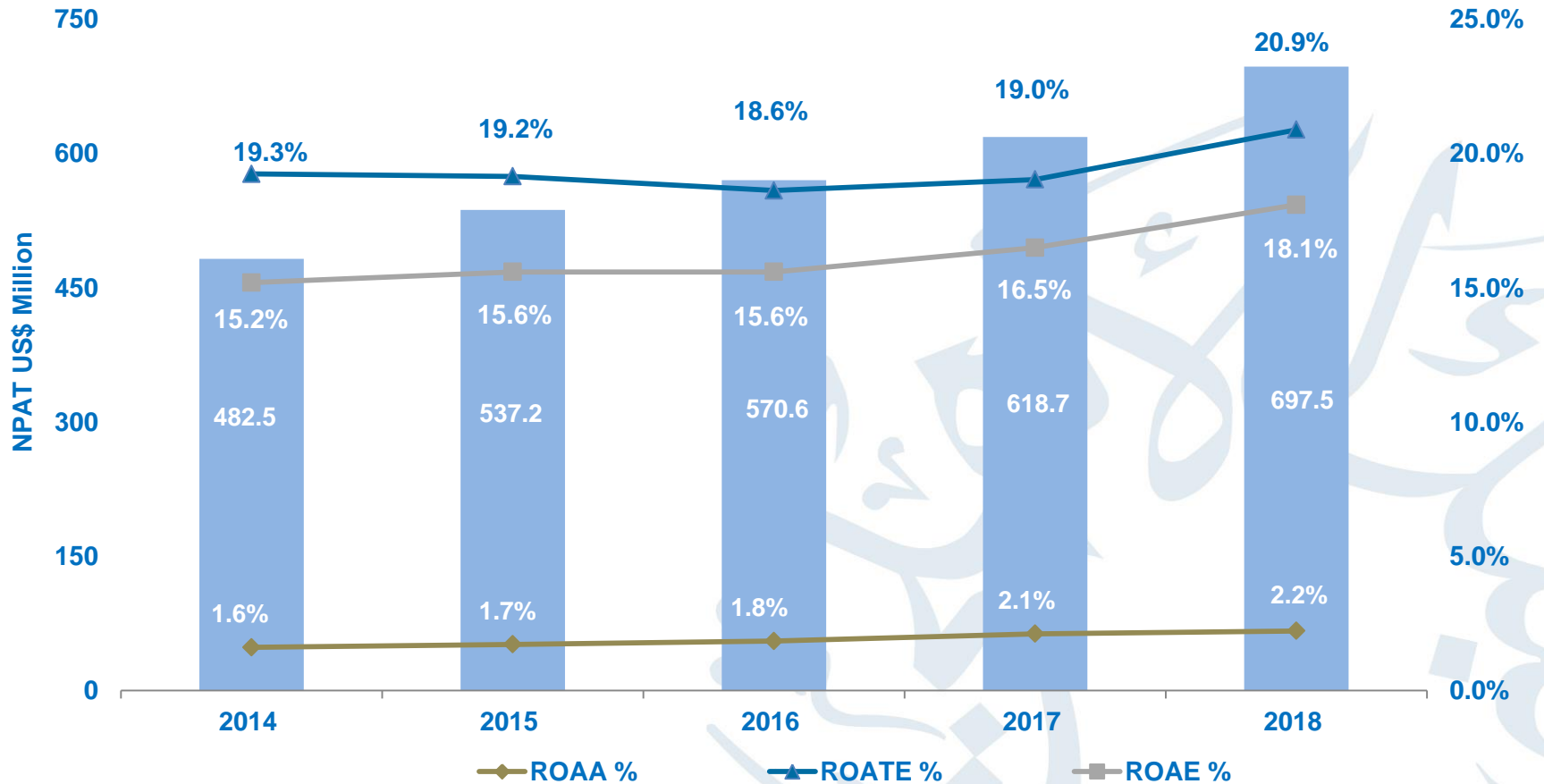
Capital Adequacy



* Post appropriation for 2018

Optimal & Diversified

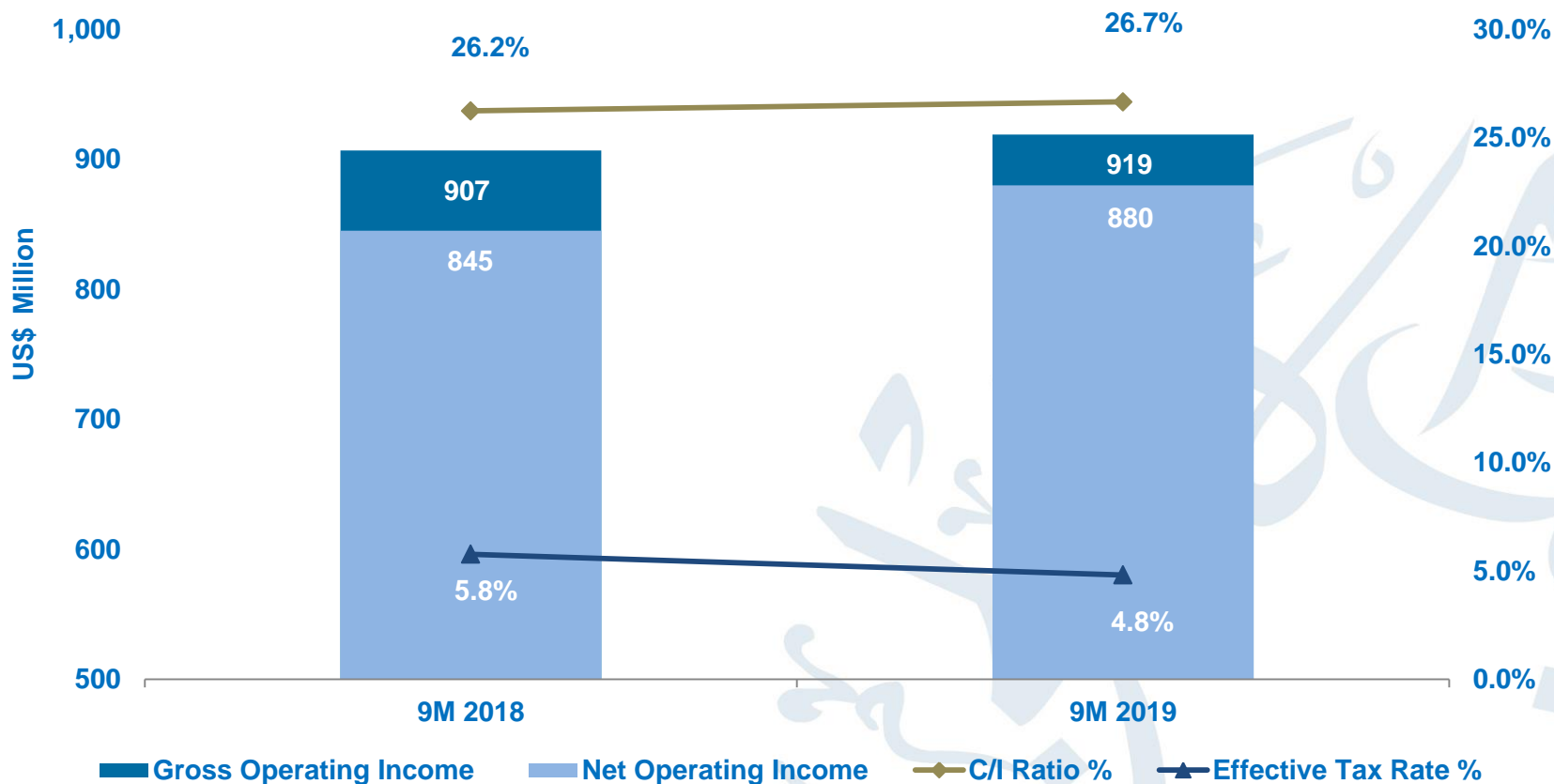
Appendix I – Profitability Trends (YoY)



Sustained Growth Trajectory

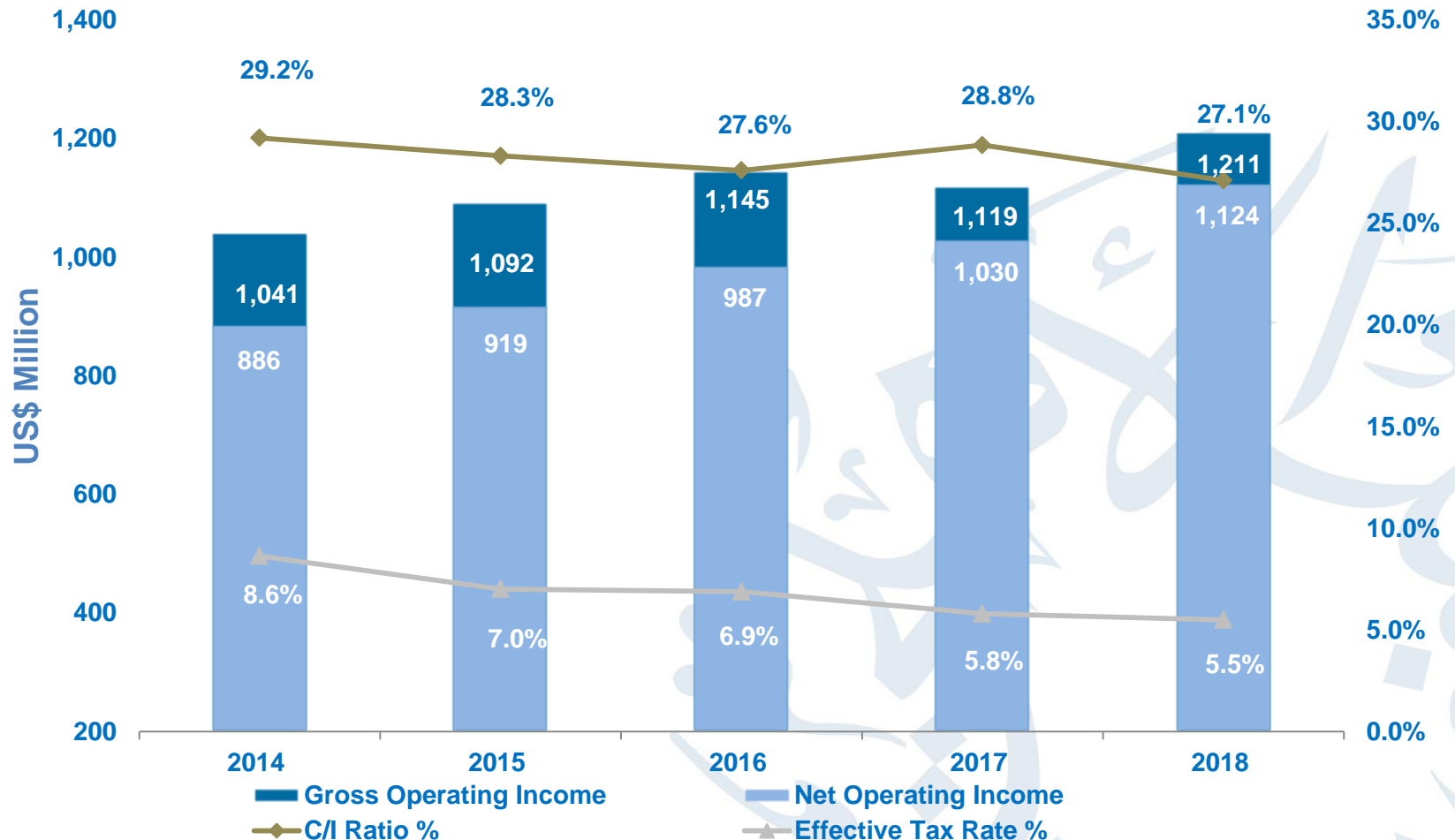
Appendix II – Operating Trends

(9M 2018 vs 9M 2019)



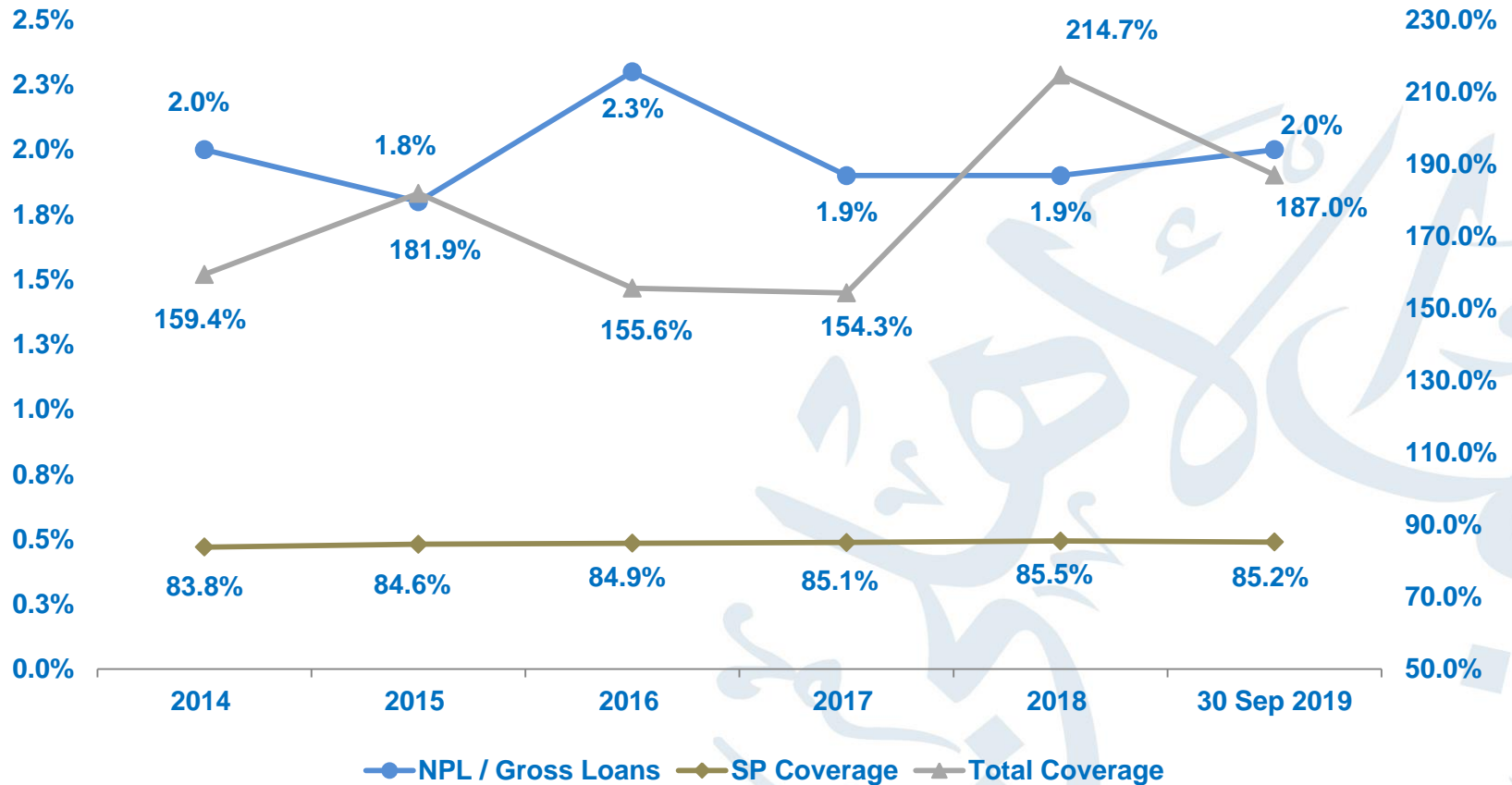
Solid Operating Parameters

Appendix III – Operating Trends (YoY)



Solid Operating Parameters

Appendix IV – Asset Quality



Sustained Asset Quality & Robust Coverage

Q&A Session
