

17 November 2020

17 نوفمبر 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 Period Ended 30 September 2020.

الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن مؤتمر المحللين \ المستثمرين للفترة المنتهية في 30 سبتمبر 2020م.

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 Tuesday, 17 November 2020.

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 البث المباشر على شبكة الانترنت وذلك في تمام الساعة 2:00 بعد الظهر بالتوقيت المحلي يوم الثلاثاء الموافق 17 نوفمبر 2020م.

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 September 2020.

مرفق طية استعراض مؤتمر المحللين \ المستثمرين عن الفترة المنتهية في 30 سبتمبر 2020م.

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

مرفقات

Encl: As above.

البنك الأهلي المتحد



ahli united bank

Financial Performance – Period Ended 30 September 2020
Presentation to Investors and Analysts
17 November 2020

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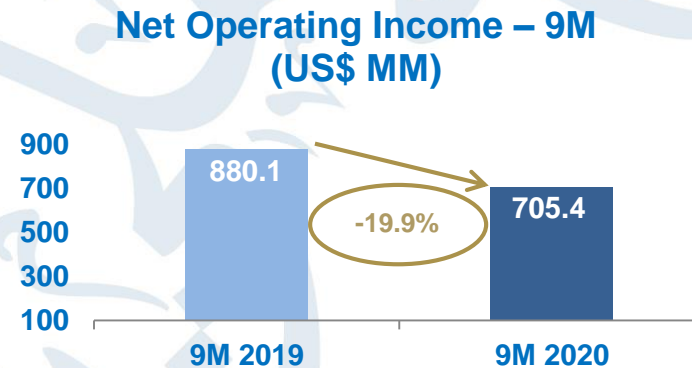
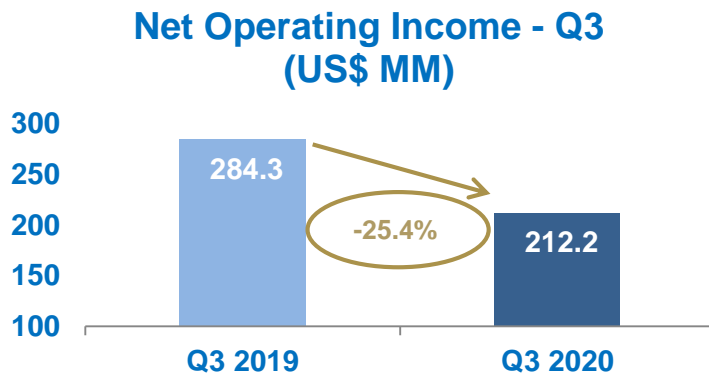
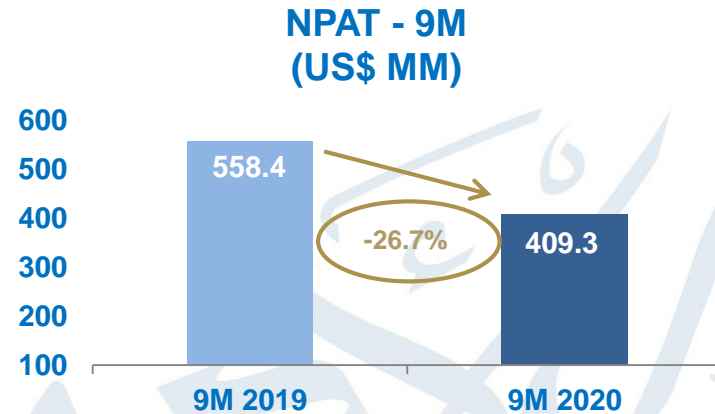
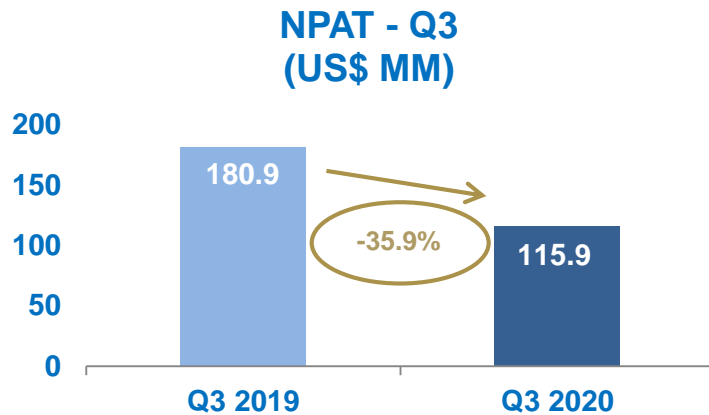
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Agenda

1. Financial Performance – Period Ended 30 September 2020
2. Q&A Session

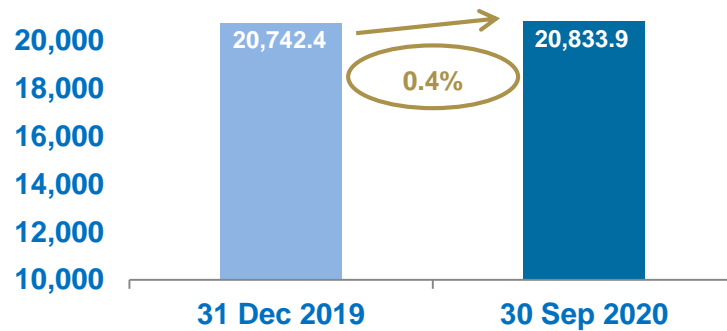
Financial Trends



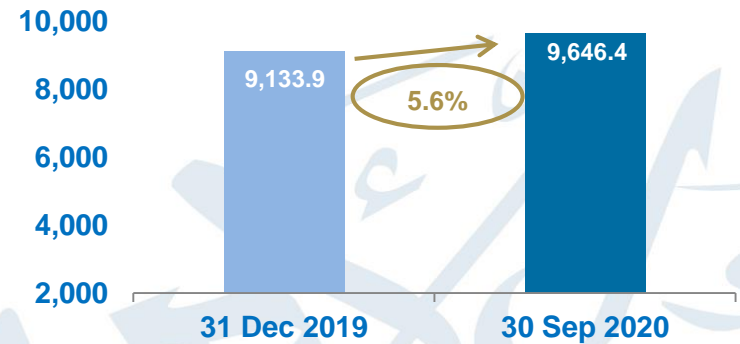
Covid-19 Effect: Rate Cut, Liquidity Build-up, Limited Business Opportunities

Operating Performance

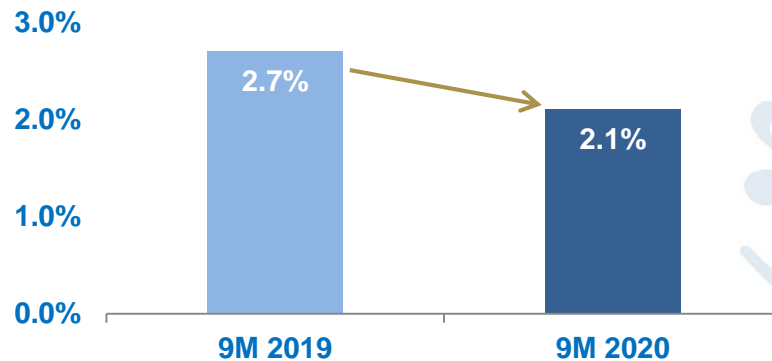
**Loans & Advances
(US\$ MM)**



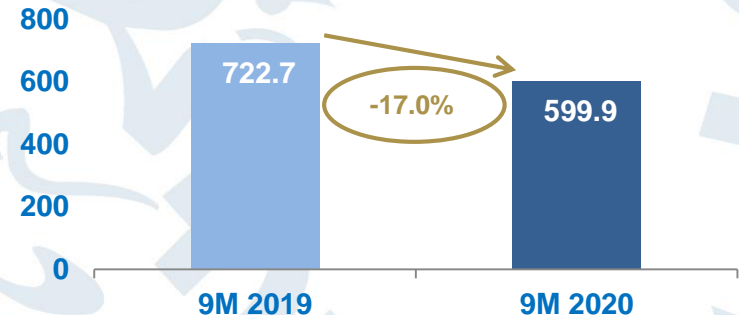
**Non-Trading Investments
(US\$ MM)**



Net Interest Margin (NIM) %



**Net Interest Income (NII)
(US\$ MM)**



Prudent Risk Stance & Management

Key Performance Indicators

Financial Indicators KPIs	9M 2019	Full Year 2019	9M 2020
Return on Average Equity (ROAE)	18.1%	17.7%	12.7%
Return on Average Assets (ROAA)	2.2%	2.1%	1.4%
C/I Ratio	26.7%	28.6%	28.6%
EPS (US Cents) *	5.6	7.2	4.1
Financial Indicators KPIs	Sep-19	Dec-19	Sep-20
Gross NPL Ratio	2.0%	1.9%	2.5%
SP Coverage Ratio	85.2%	85.9%	77.7%
Total Capital Adequacy Ratio	16.0%	16.4%	16.1%
CET 1 Ratio	12.6%	13.1%	12.8%
Tier 1 Ratio	14.5%	14.9%	14.6%

* EPS adjusted for bonus share issue of 10%

Overall Covid-19 Driven Impact

Income Statement

US\$ MM	9M 2019	9M 2020	Var %
Net Interest Income	722.7	599.9	(17.0%)
Fees and Commissions	93.4	76.6	(18.0%)
Trading, Investment Income & Others	103.1	146.5	42.1%
Operating Income	919.3	823.0	(10.5%)
Provision for Credit Losses	(39.2)	(117.6)	(199.8%)
Net Operating Income	880.1	705.4	(19.9%)
Operating Expenses	(245.1)	(235.7)	3.8%
Tax Expense & Zakat	(30.6)	(30.9)	(1.1%)
NPAT to Non-Controlling Interests	(46.0)	(29.5)	36.0%
NPAT to the Owners of the Bank	558.4	409.3	(26.7%)

Overall Covid-19 Driven Impact

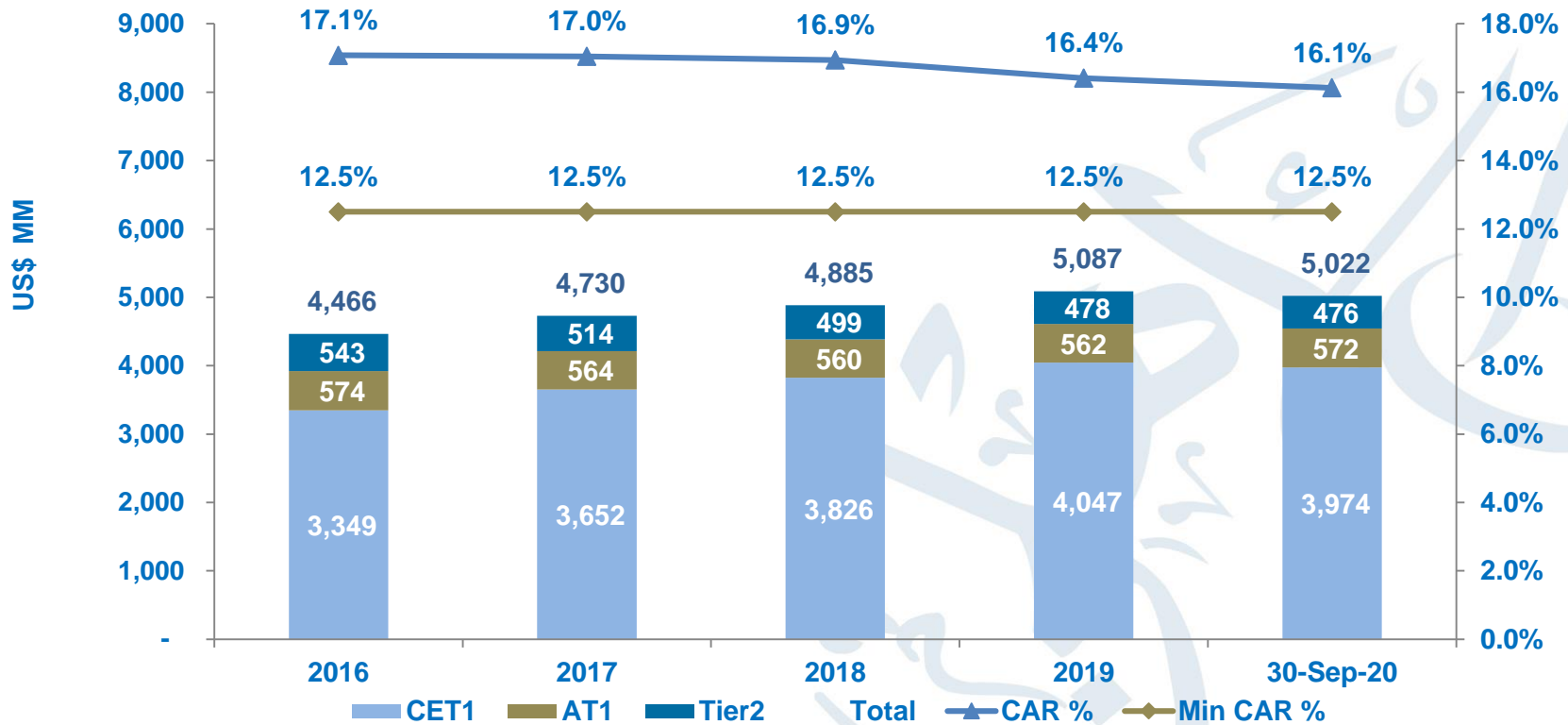
Key Balance Sheet Profile



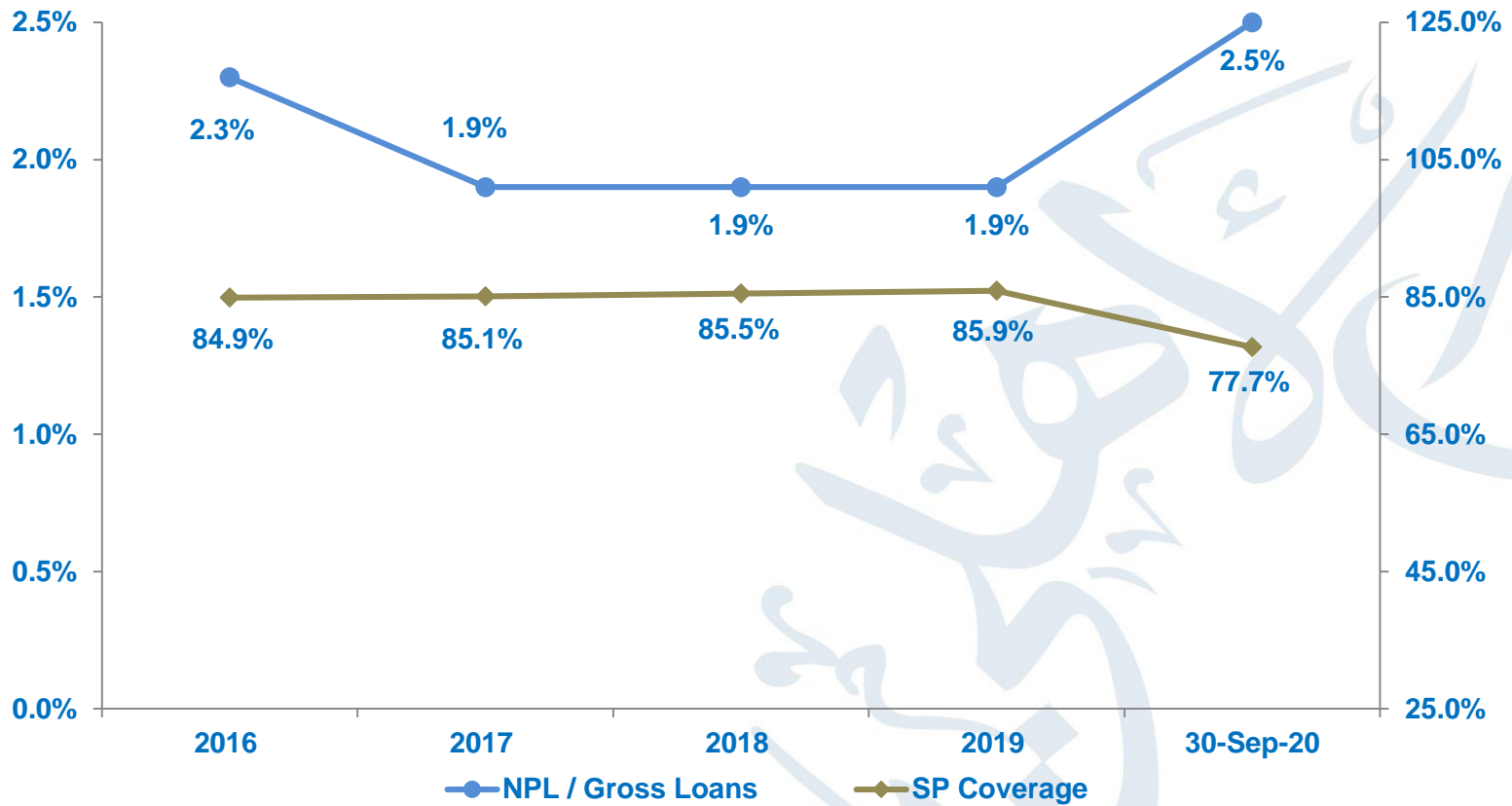
US\$ MM	31-Dec-19	30-Sep-20	Var %
Loans and Advances	20,742.4	20,833.9	0.4%
Non-Trading Investments	9,133.9	9,646.4	5.6%
Total Assets	40,280.1	40,665.2	1.0%
Deposits from Banks	5,023.9	5,343.2	6.4%
Borrowings under Repos	2,891.5	3,820.3	32.1%
Customers' Deposits	25,518.1	24,501.8	(4.0%)
Total Deposits	33,433.5	33,665.3	0.7%
Shareholders' Equity	4,265.5	3,987.7	(6.5%)

Prudent Balance Sheet Management

Capital Adequacy



Asset Quality



Q&A Session
