

24 February 2021

24 فبراير 2021 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

تحية طيبة وبعد ،

Dear Sir,

Subject: Disclosure of Ahli United Bank B.S.C. Bahrain (AUB) Analyst/ Investors Conference Presentation for the Year Ended 31 December 2020.

الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن مؤتمر المحللين \ المستثمرين للسنة المنتهية في 31 ديسمبر 2020 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, 24 February 2021.

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 الأربعاء الموافق 24 فبراير 2021.

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 year ended 31 December 2020.

مرفق طيه استعراض مؤتمر المحللين \ المستثمرين عن السنة المنتهية في 31 ديسمبر 2020 م.

With kind regards,

Yours sincerely,

Sanjeev Baijal
Deputy Group Chief Executive Officer
Finance & Strategic Development

وتفضلوا بقبول خالص التحية والتقدير.

Encl: As above.



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نائب الرئيس التنفيذي للمجموعة
المالية والتطوير الاستراتيجي

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البنك الأهلي المتحد



ahli united bank

Financial Performance – Year Ended 31 December 2020
Presentation to Investors and Analysts

24 February 2021

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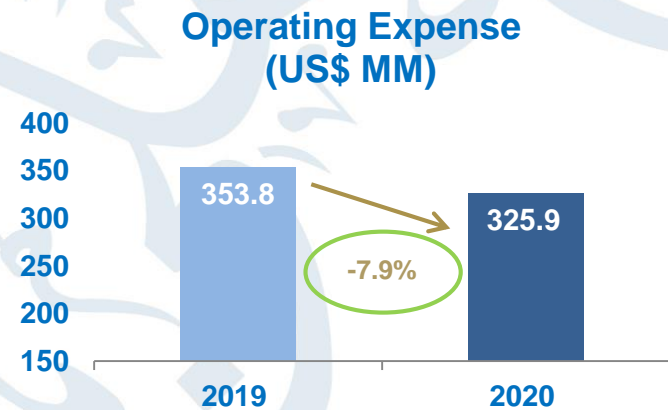
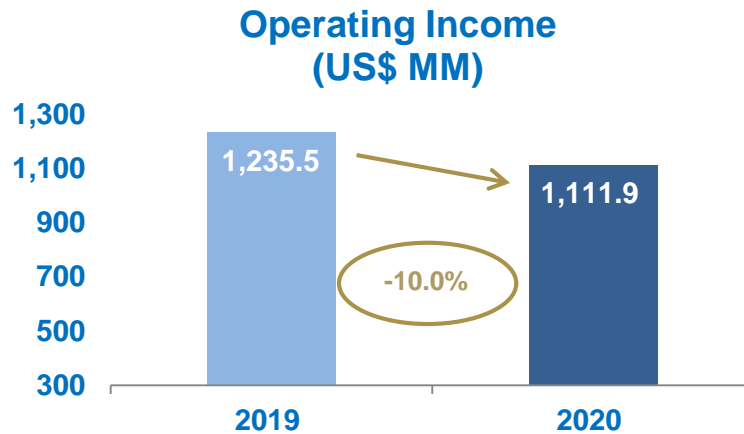
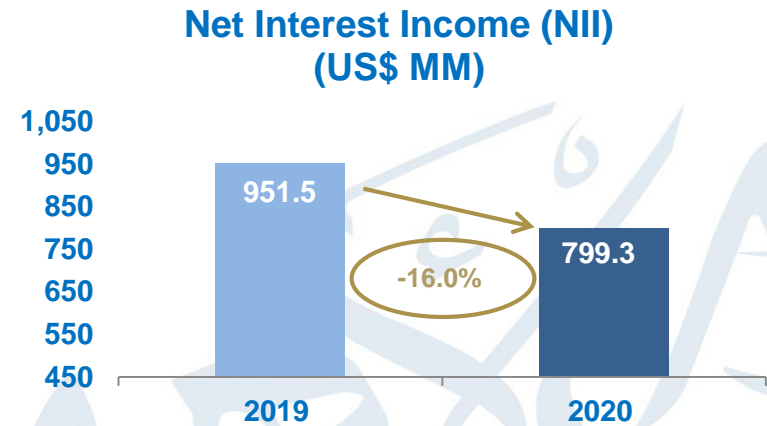
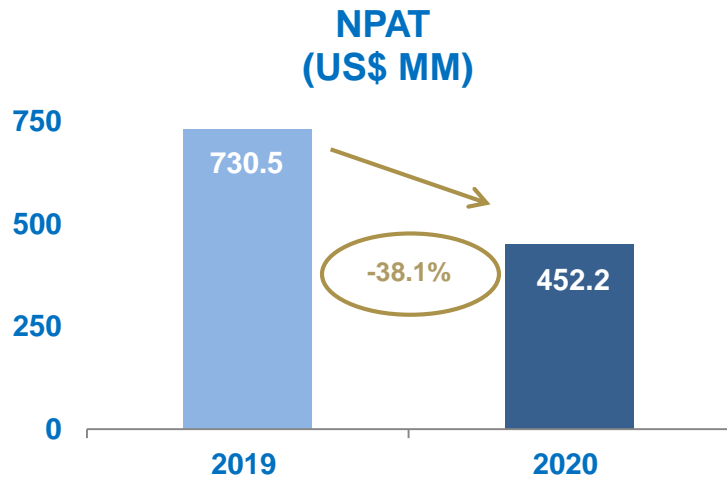
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Agenda

1. Financial Performance – Year Ended 31 December 2020
2. Q&A Session



Financial Highlights



Covid-19 Effect: Rate Cut, Liquidity Build-up, Prudent Approach

Income Statement

US\$ MM	2019	2020	Var %
Net Interest Income	951.5	799.3	(16.0%)
Fees and Commissions	127.3	103.7	(18.5%)
Trading, Investment Income & Others	156.7	208.9	33.3%
Operating Income	1,235.5	1,111.9	(10.0%)
Provision for Credit Losses	(54.4)	(254.9)	(368.6%)
Net Operating Income	1,181.1	857.0	(27.4%)
Operating Expenses	(353.8)	(325.9)	7.9%
Tax Expense & Zakat	(38.5)	(44.7)	(16.1%)
NPAT to Non-Controlling Interests	(58.3)	(34.2)	41.3%
NPAT to the Owners of the Bank	730.5	452.2	(38.1%)

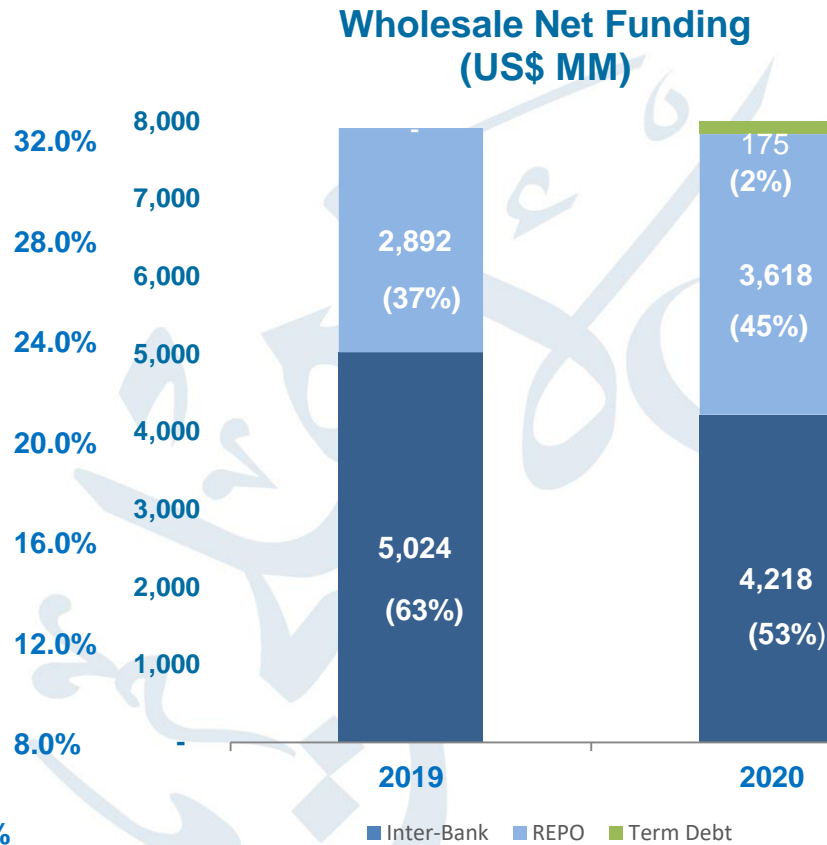
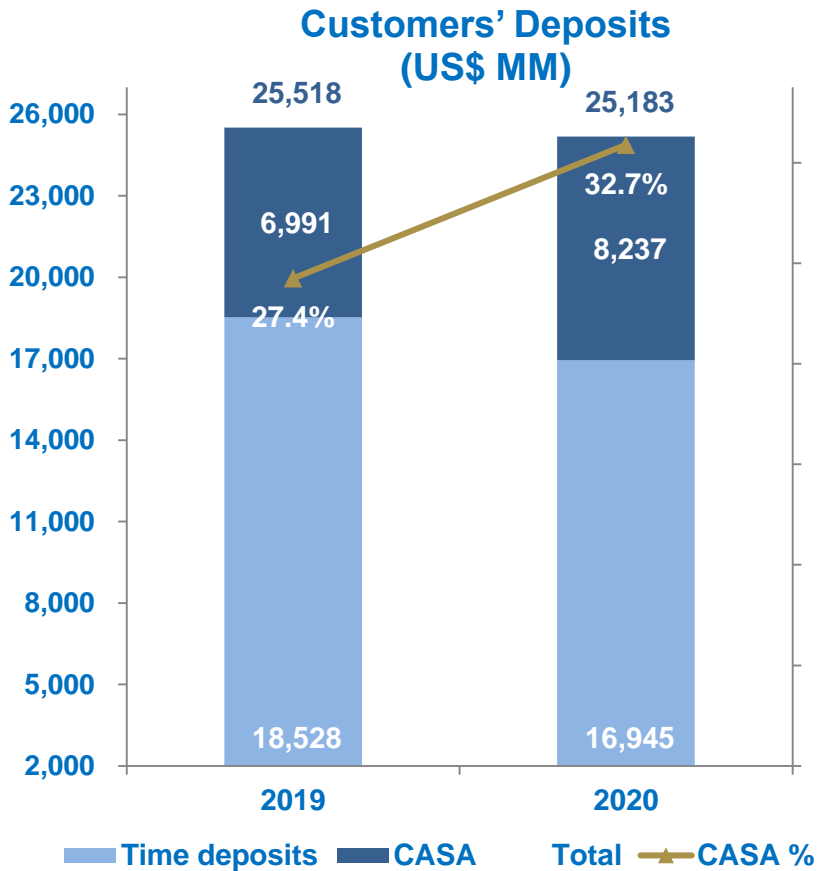
Overall Covid-19 Driven Impact

Key Balance Sheet Profile

US\$ MM	2019	2020	Var %
Loans and Advances	20,742.4	20,719.9	(0.1%)
Non-Trading Investments	9,133.9	9,608.3	5.2%
Total Assets	40,280.1	40,071.2	(0.5%)
Deposits from Banks	5,023.9	4,218.4	(16.0%)
Borrowings under Repos	2,891.5	3,618.1	25.1%
Customers' Deposits	25,518.1	25,182.6	(1.3%)
Total Deposits	33,433.5	33,019.1	(1.2%)
Shareholders' Equity	4,265.5	4,001.6	(6.2%)

Prudent Balance Sheet Management

Operating Performance



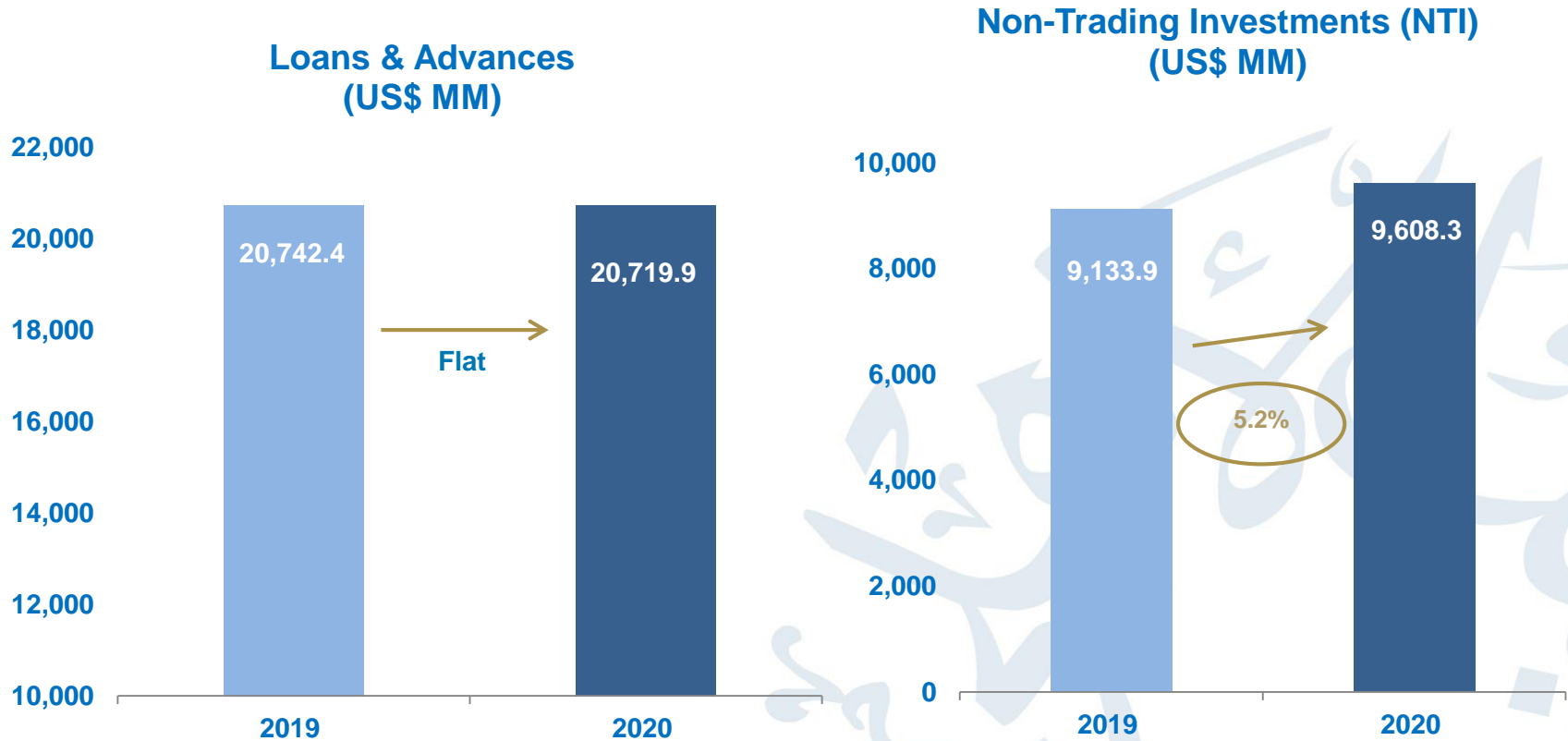
Liquidity : Overall Keeping COF Tighter

Customers' Deposit

US\$ MM	2019	2020	Var %
Customers' Deposits	25,518	25,183	(1.3%)
Total Deposits	33,434	33,194	(0.7%)
CASA – Amount	6,991	8,237	17.8%
CASA - %	27.4%	32.7%	5.3%

Diversification & Managing COF

Operating Performance



NTI Pick Up – Proxy to Credit

ECL Coverage

	2020			
US\$ MM	Stage 1	Stage 2	Stage 3	Total
Gross loans and advances (a)	17,920	3,236	559	21,715
Less: ECL allowances (b)	(139)	(376)	(480)	(995)
Net loans and advances (a)-(b)	17,781	2,860	79	20,720
Gross Loans Stage-wise Mix as %	82.5%	14.9%	2.6%	
Coverage %	0.8%	11.6%	85.9%	
	2019			
US\$ MM	Stage 1	Stage 2	Stage 3	Total
Gross loans and advances (a)	18,339	2,758	415	21,512
Less: ECL allowances (b)	(101)	(312)	(357)	(770)
Net loans and advances (a)-(b)	18,238	2,446	58	20,742
Gross Loans Stage-wise Mix as %	85.3%	12.8%	1.9%	
Coverage %	0.5%	11.3%	85.9%	

Solid Coverage

SP Coverage

US\$ MM	2019	2020	Var %
Non-Performing Loans (NPL)	414.8	558.9	34.7%
Non-Performing Loans (NPL)/Gross Loans	1.9%	2.6%	(0.7%)
Specific Provision (SP)	356.5	479.8	34.6%
Specific Provision (SP) Coverage	85.9%	85.9%	-
Collaterals	290.8	313.2	7.7%
Provision Coverage including collaterals	156.1%	141.9%	(14.2%)

Solid

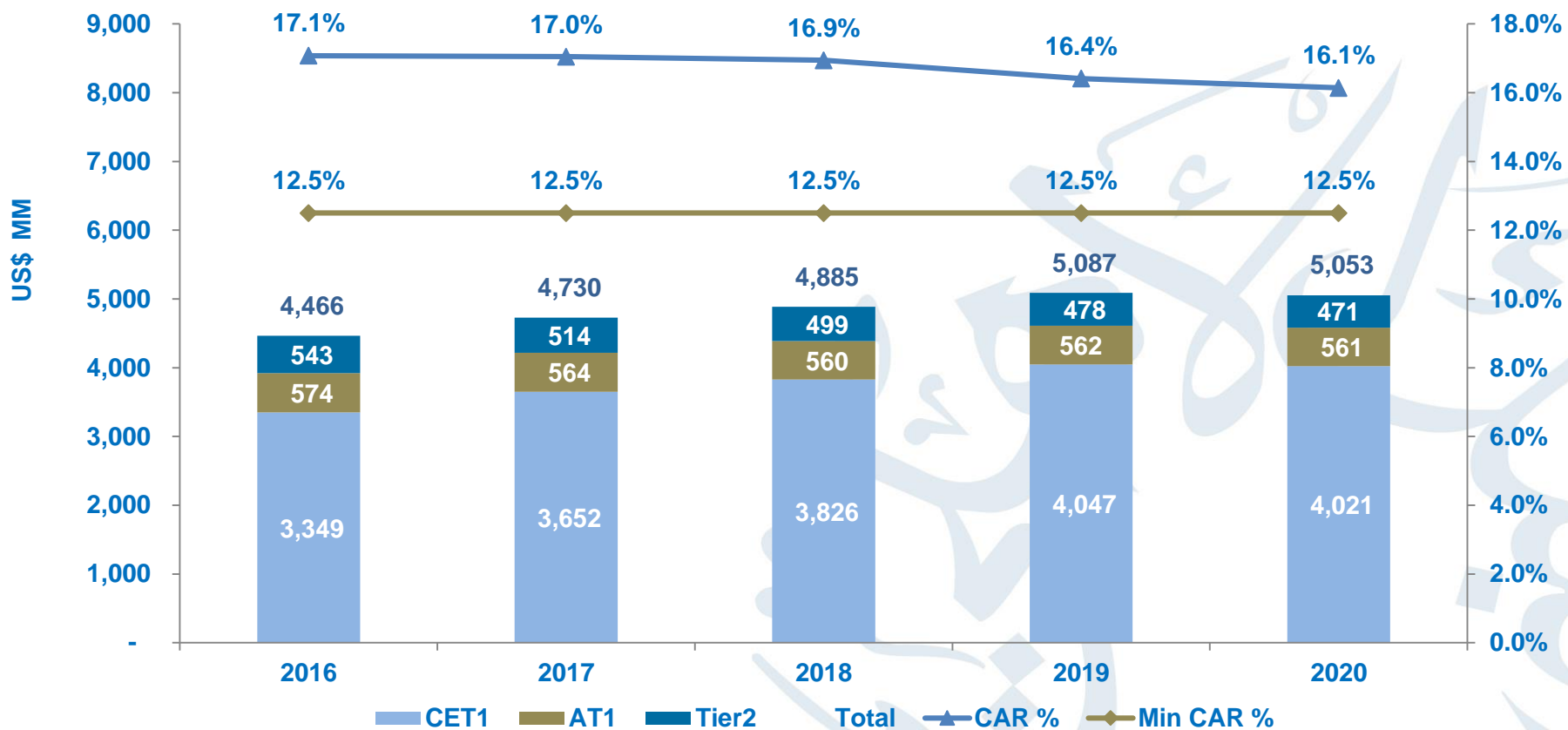
Key Performance Indicators

Financial Indicators KPIs	2019	2020
Return on Average Equity (ROAE)	17.7%	10.4%
Return on Average Assets (ROAA)	2.1%	1.2%
C/I Ratio	28.6%	29.3%
EPS (US Cents) *	7.2	4.3
Gross NPL Ratio	1.9%	2.6%
SP Coverage Ratio	85.9%	85.9%
Consolidated Net Stable Funds Ratio (NSFR)	117.0%	117.0%
Total Capital Adequacy Ratio	16.4%	16.1%
CET 1 Ratio	13.1%	12.8%
Tier 1 Ratio	14.9%	14.6%

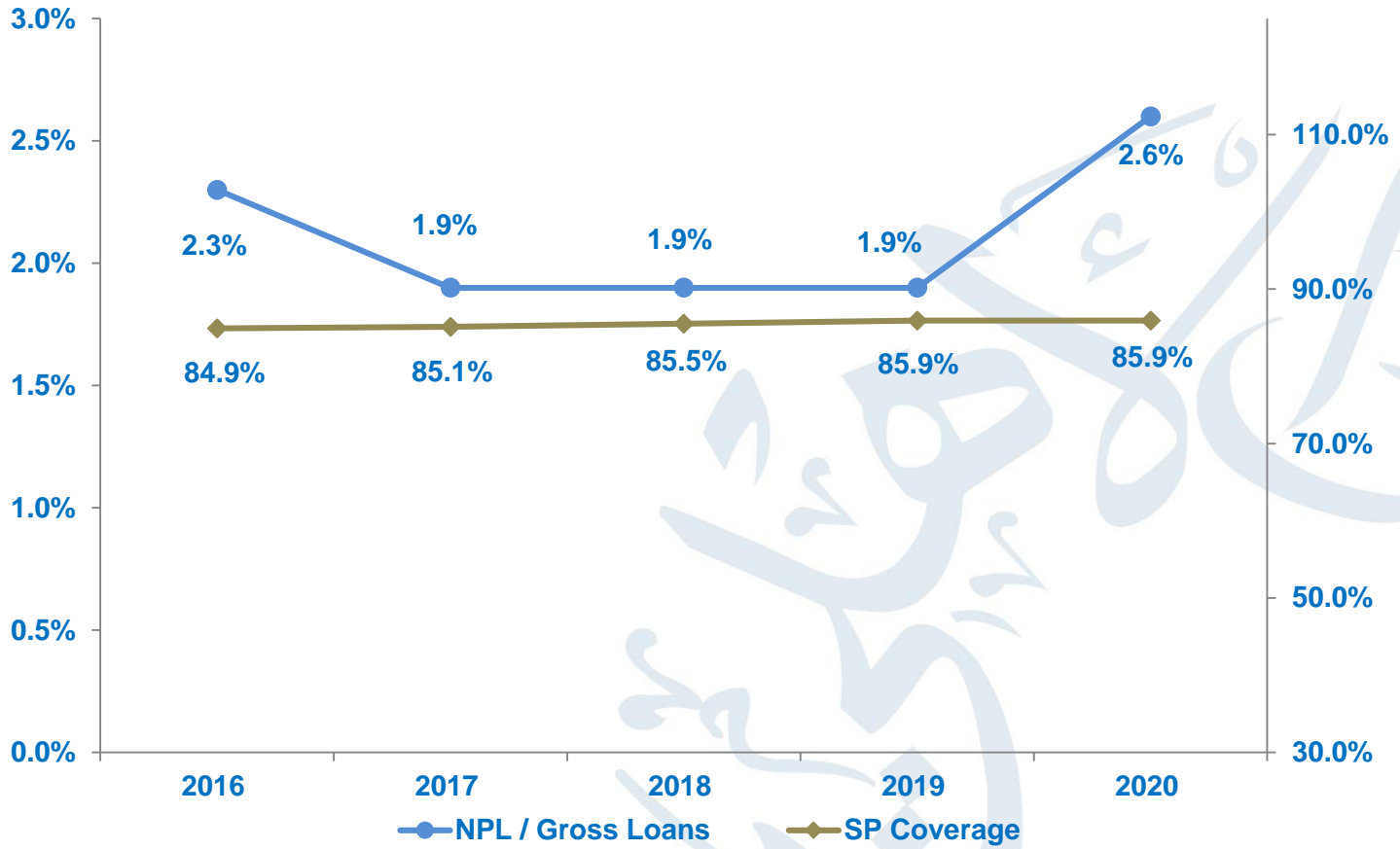
* EPS adjusted for bonus share issue of 10%

Overall Covid-19 Driven Impact – Balanced

Capital Adequacy



Asset Quality



Q&A Session
