

18 May 2021

18 مايو 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 Period Ended 31 March 2021.**

**الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن
مؤتمر المحللين \ المستثمرين للفترة المنتهية في 31 مارس
2021م.**

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, 18 May 2021.

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 الثلاثاء الموافق 18 مايو 2021م.

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 31 March 2021.

مرفق طيبة استعراض مؤتمر المحللين \ المستثمرين عن الفترة المنتهية في 31 مارس 2021م.

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

Ahli United Bank (B.S.C)
Head Office:
Bldg. 2495 Road 2832 Al Seef District 428
P.O. Box 2424, Manama, Kingdom of Bahrain
Telephone: (+973) 17 585 858
Facsimile : (+973) 17 580 569
info@ahliunited.com

البنك الأهلي المتحد (ش.م.ب.)
المكتب الرئيسي:
مينى ٢٤٩٥ طريق ٢٨٣٢ ضاحية السيف ٤٢٨
ص. ب : ٢٤٢٤، المنامة، مملكة البحرين
هاتف : ١٧٥٨٥٨٥٨ (+٩٧٣)
فاكس : ١٧٥٨٠٥٦٩ (+٩٧٣)
info@ahliunited.com

www.ahliunited.com

Incorporated with the Limited Liability by Decree from HH The King of Kingdom of Bahrain,
Commercial Registration Number 46348
"Licensed as a conventional retail bank by the CBB"

تأسس بموجب مرسوم ملكي من صاحب السمو ملك مملكة البحرين بضمان محدود،
رقم السجل التجاري: ٤٦٣٤٨
"مصرف مصرف تقليدي قطاع تجزئة من قبل مصرف البحرين المركزي"

البنك الأهلي المتحد



ahli united bank

Financial Performance – Period Ended 31 March 2021

Presentation to Investors and Analysts

18 May 2021

Disclaimer

THE INFORMATION SET OUT IN THIS PRESENTATION AND PROVIDED IN THE DISCUSSION SUBSEQUENT THERETO DOES NOT CONSTITUTE AN OFFER OR SOLICITATION OF AN OFFER TO BUY OR SELL SECURITIES. IT IS SOLEY FOR USE AT AN INVESTOR PRESENTATION AND IS PROVIDED AS INFORMATION ONLY. THIS PRESENTATION DOES NOT CONTAIN ALL OF THE INFORMATION THAT IS MATERIAL TO AN INVESTOR. This presentation has been prepared by Ahli United Bank B.S.C (the “Bank” or “Group”).

The information herein may be amended and supplemented and may not as such be relied upon for the purpose of entering into any transaction. This presentation may not be reproduced (in whole or in part), distributed or transmitted to any other person without the Bank’s prior written consent.

The information in this presentation and the views reflected therein are those of the Bank and are subject to change without notice. All information are provided to assist the recipients in the evaluation of the matters described herein. They may be based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and, to the extent that they are based on historical information, they should not be relied upon as an accurate predictions of future performance. These materials are not intended to provide the basis for any recommendation that any investor should subscribe for or purchase any securities.

This presentation does not disclose all the risks and other significant issues related to an investment in any securities/transaction.

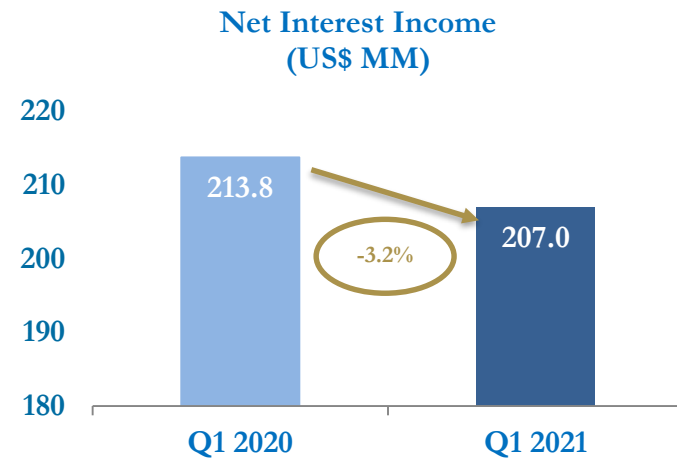
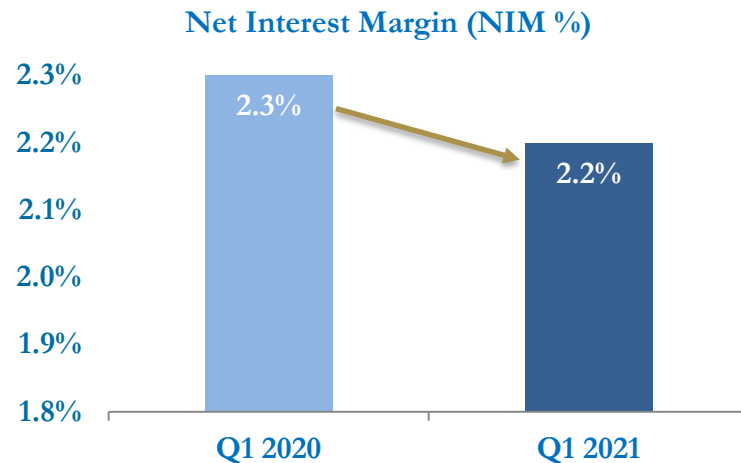
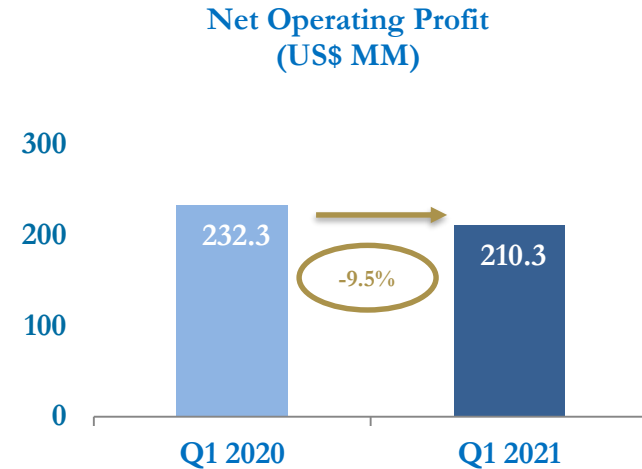
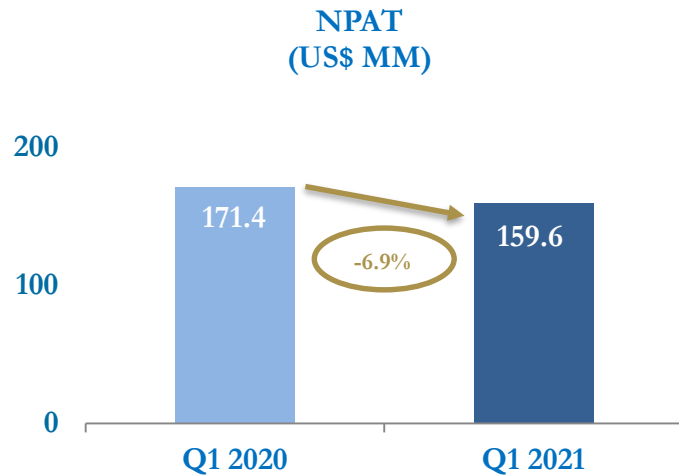
Past performance is not indicative of future results. The Bank is under no obligation to update or keep current information contained herein. No person shall have any right of action against the Bank or any other person in relation to the accuracy or completeness of the information contained in this presentation. No person is authorized to give any information or to make any presentation not contained in and not consistent with this presentation, and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the Bank.

Certain statements in this presentation may constitute forward-looking statements. These statements reflect the Bank’s expectations and are subject to risk and uncertainties that may cause actual results to differ materially and may adversely affect the outcome and financial effects of the plans described herein. You are cautioned not to rely on such forward-looking statements. The Bank does not assume any obligation to update its view of such risk and uncertainties or to publicly announce the results of any revision to the forward-looking statements made herein.

Agenda

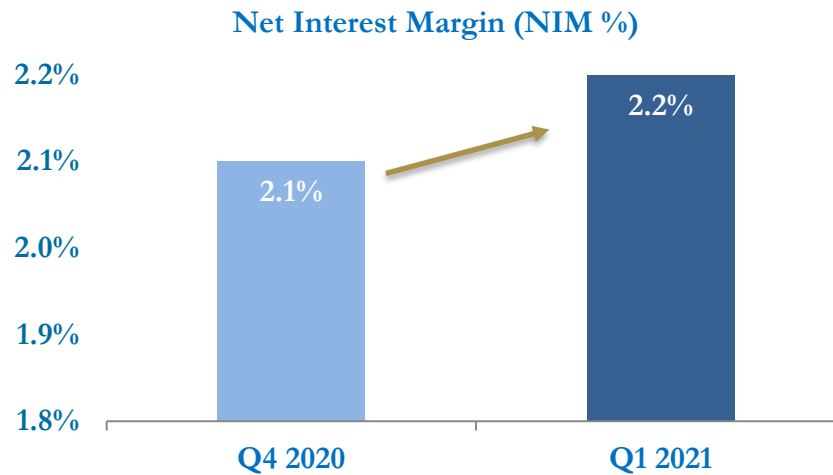
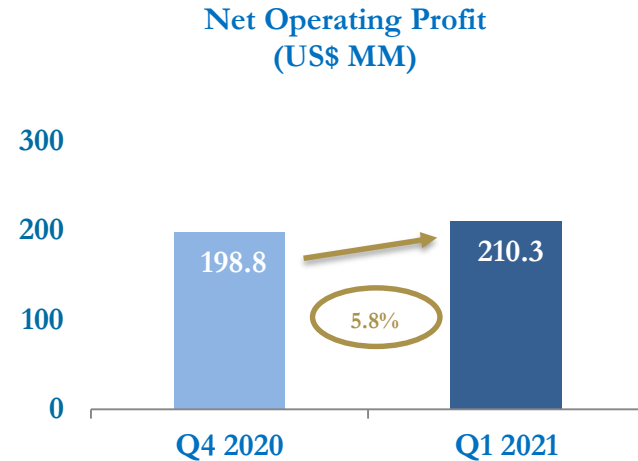
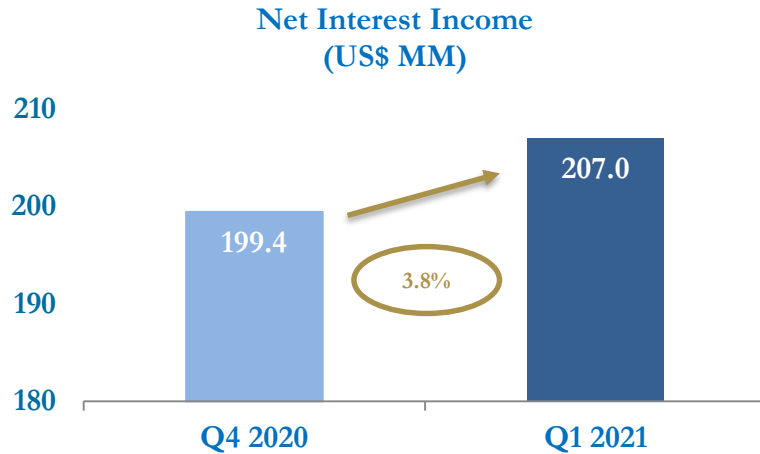
1. **Financial Performance – Period Ended 31 March 2021**
2. **Q&A Session**

Financial Highlights



Impact of Low Interest Rate

Financial Highlights



Improving Core Earnings

Income Statement

US\$ MM	Q1 2020	Q1 2021	Var %
Net Interest Income	213.8	207.0	(3.2%)
Fees and Commissions - net	32.5	29.5	(9.2%)
Trading, Investment Income & Others	72.5	54.5	(24.8%)
Operating Income	318.8	291.0	(8.7%)
Provision for Credit Losses	(32.5)	(30.9)	4.9%
Net Operating Income	286.3	260.1	(9.2%)
Operating Expenses	(86.4)	(80.7)	6.6%
Tax Expense & Zakat	(13.0)	(9.4)	27.7%
NPAT to Non-controlling Interests	(15.5)	(10.4)	32.9%
NPAT to the Owners of the Bank	171.4	159.6	(6.9%)

Rate Cut Effect and Lower Business Activity

ECL Coverage

	Mar 21			
US\$ MM	Stage 1	Stage 2	Stage 3	Total
Gross loans and advances (a)	18,031	3,362	584	21,978
Less: ECL allowances (b)	(146)	(365)	(498)	(1,009)
Net loans and advances (a)-(b)	17,885	2,998	87	20,969
Gross Loans Stage-wise Mix as %	82.0%	15.3%	2.7%	
Coverage %	0.8%	10.8%	85.2%	
Collaterals for Stage 3			320	
	Dec 20			
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%	
Collaterals for Stage 3			313	

Solid Coverage

Key Performance Indicators

Financial Indicators KPIs	Q1 2020	Q1 2021
Return on Average Equity (ROAE)	15.6%	15.0%
Return on Average Assets (ROAA)	1.9%	1.7%
C/I Ratio	27.1%	27.7%
EPS (US Cents) *	1.7	1.6

* EPS adjusted for bonus share issue of 5%

Overall Covid-19 Driven Impact – Balanced

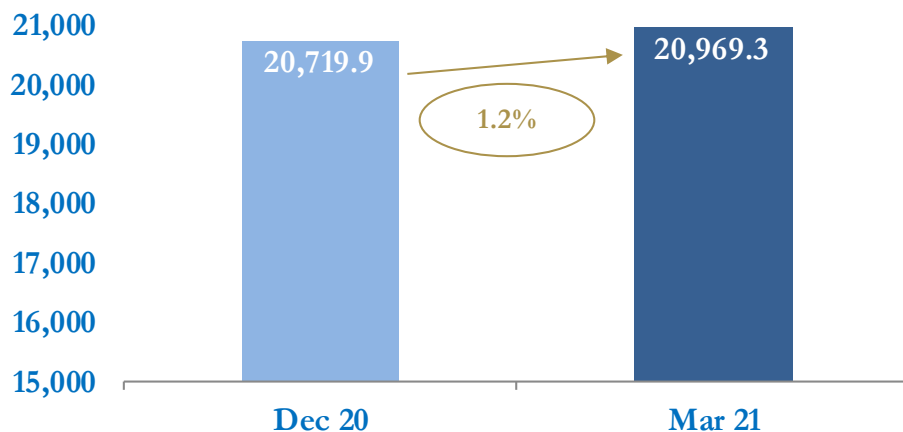
Balance Sheet Highlights

US\$ MM	Dec 20	Mar 21	Var %
Loans and Advances	20,720	20,969	1.2%
Non-Trading Investments	9,608	9,064	(5.7%)
Total Assets	40,071	39,446	(1.6%)
Deposits from Banks	4,218	4,161	(1.4%)
Borrowings Under Repos	3,618	3,784	4.6%
Customers' Deposits	25,183	24,267	(3.6%)
Term debt	175	525	200.0%
Total Deposits	33,194	32,736	(1.4%)
Shareholders' Equity	4,002	4,050	1.2%

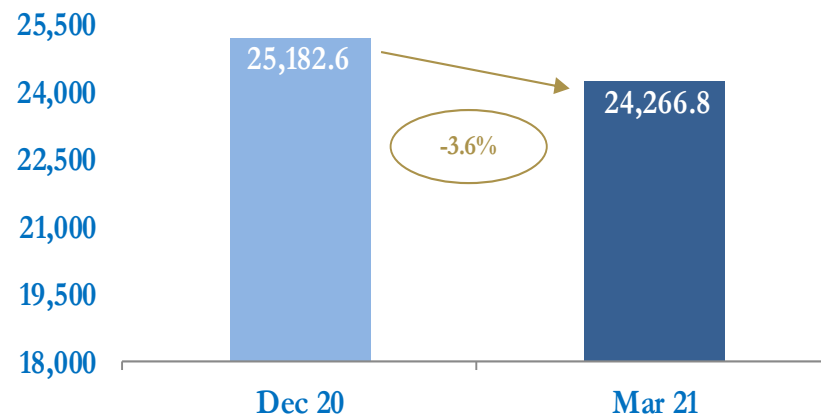
Prudent Balance Sheet Management

Balance Sheet Highlights

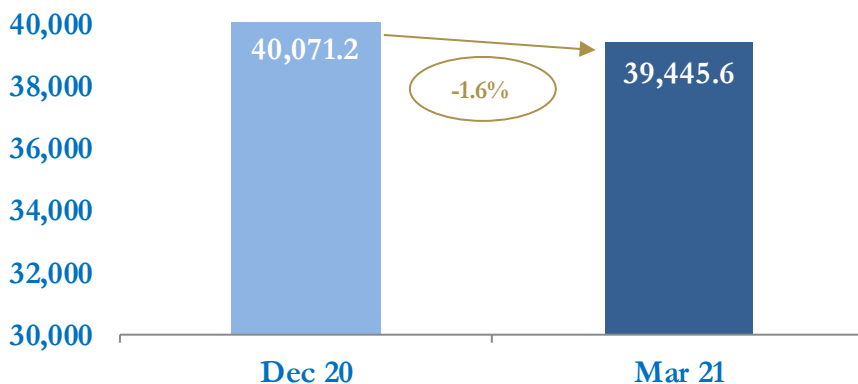
Loans & Advances
(US\$ MM)



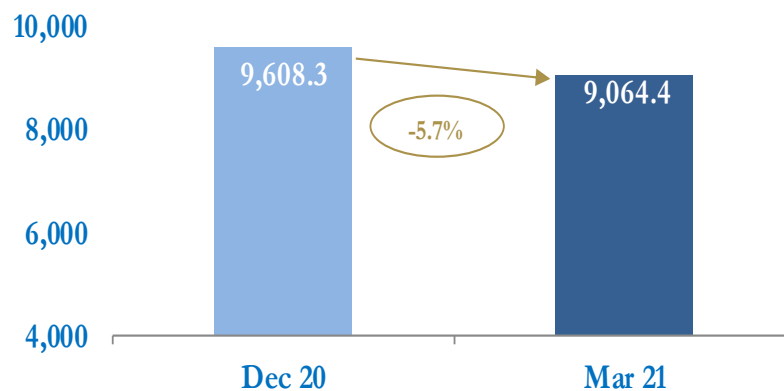
Customers' Deposits
(US\$ MM)



Total Assets
(US\$ MM)

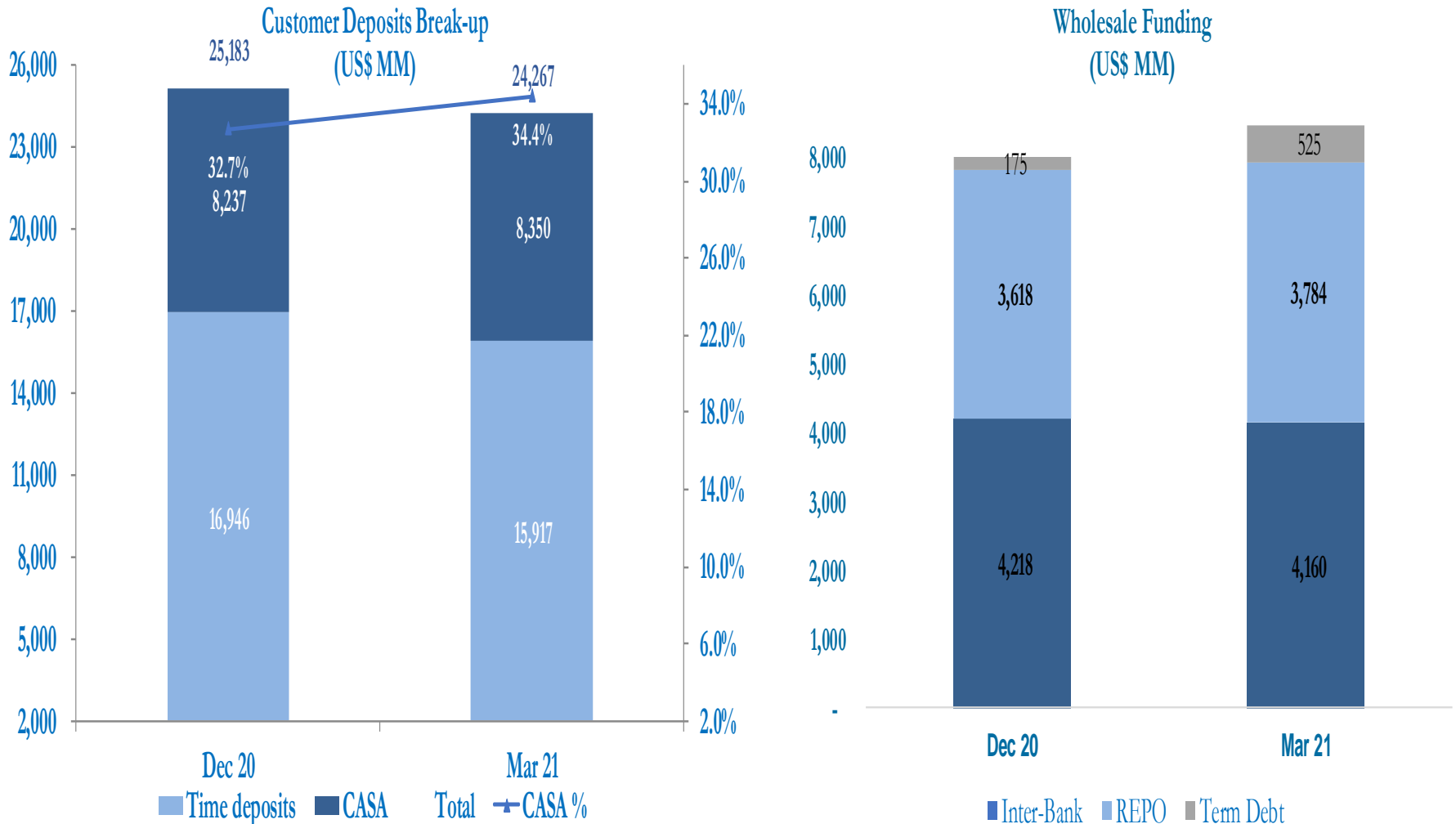


Non-Trading Investments
(US\$ MM)



Focus on Liquidity

Liquidity



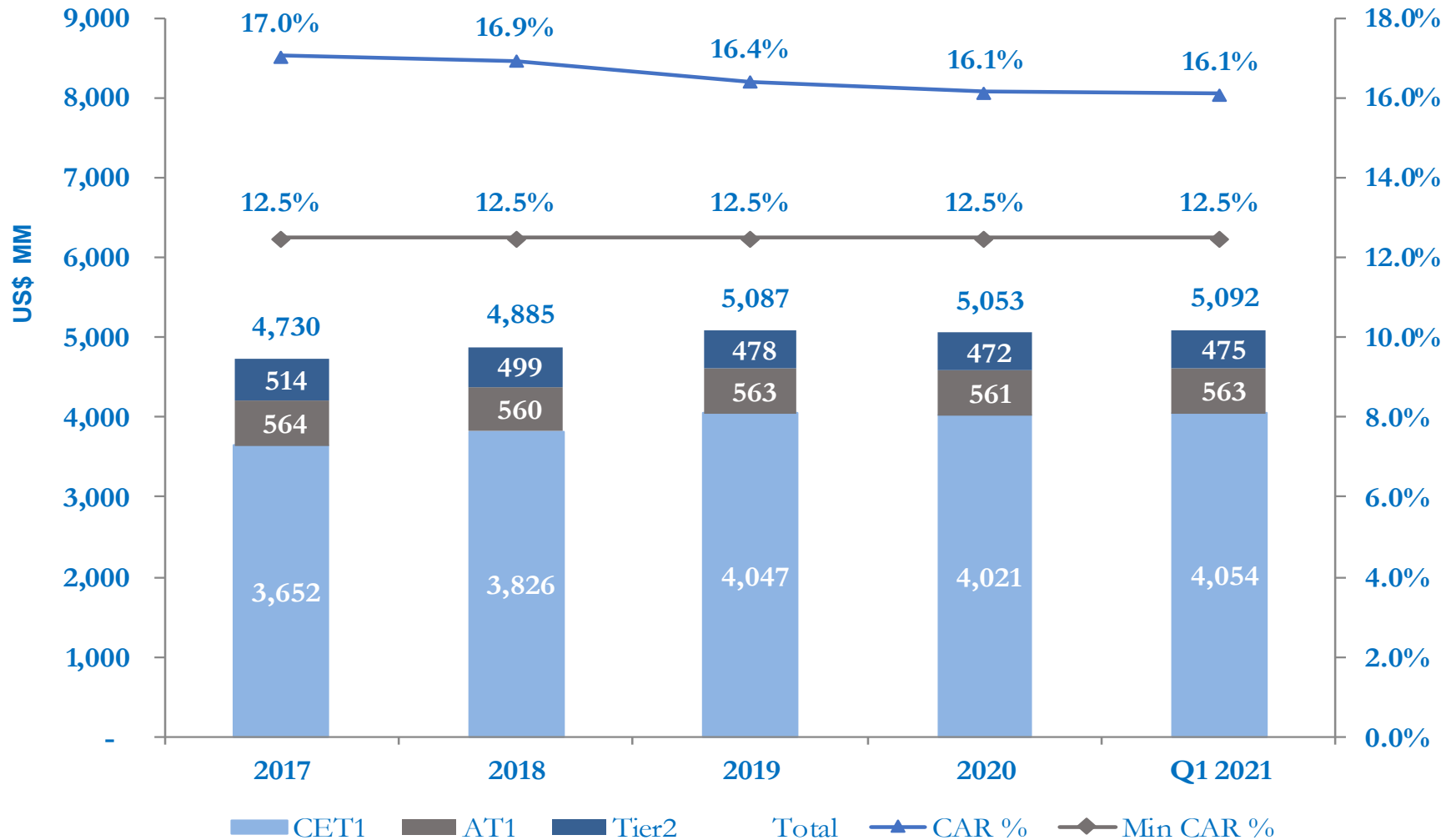
Deposit Diversification; Improving CASA

Key Performance Indicators

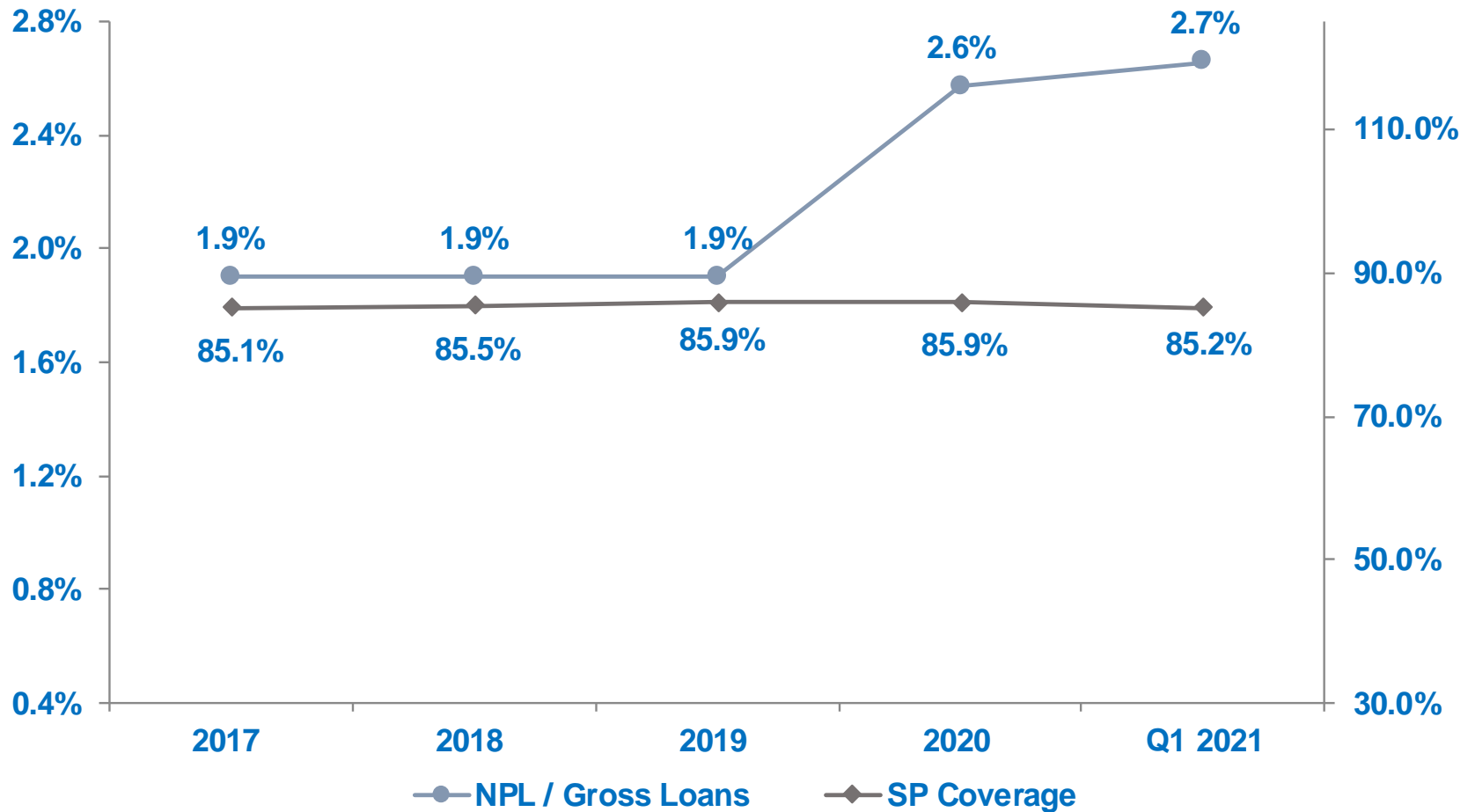
Financial Indicators KPIs	Dec-20	Mar-21
Asset quality related KPIs :		
Gross NPL Ratio	2.6%	2.7%
SP Coverage Ratio	85.9%	85.2%
Liquidity related KPIs :		
Group LCR	238.2%	231.4%
Group NSFR	117.0%	115.9%
Capital related KPIs :		
Total Capital Adequacy Ratio	16.1%	16.1%
CET 1 Ratio	12.8%	12.8%
Tier 1 Ratio	14.6%	14.6%

Overall Covid-19 Driven Impact – Balanced

Optimal Capital Mix Strategy



Sustained Robust SP Coverage



Q&A Session
