

31 October 2021

31 أكتوبر 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 30 September 2021.

الموضوع: إفصاح البنك الأهلي المتحد ش.م.ب. (البحرين) عن مؤتمر المحللين \ المستثمرين للفترة المنتهية في 30 سبتمبر 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 1 PM local time on Sunday, 31 October 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 1:00 بعد الظهر بالتوقيت المحلي يوم الأحد الموافق 31 أكتوبر 2021م.

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 2021.

مرفق طية استعراض مؤتمر المحللين \ المستثمرين عن الفترة المنتهية في 30 سبتمبر 2021م.

With kind regards,

وتفضلوا بقبول خالص التحية والتقدير.

Yours sincerely,

Sanjeev Baijal
Deputy Group Chief Executive Officer
Finance & Strategic Development



سنجيف بايجال
نائب الرئيس التنفيذي للمجموعة
المالية والتطوير الاستراتيجي

مرفقات

Encl: As above.

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البنك الأهلي المتحد



ahli united bank

Financial Performance – Period Ended 30 September 2021

Presentation to Investors and Analysts

31 October 2021

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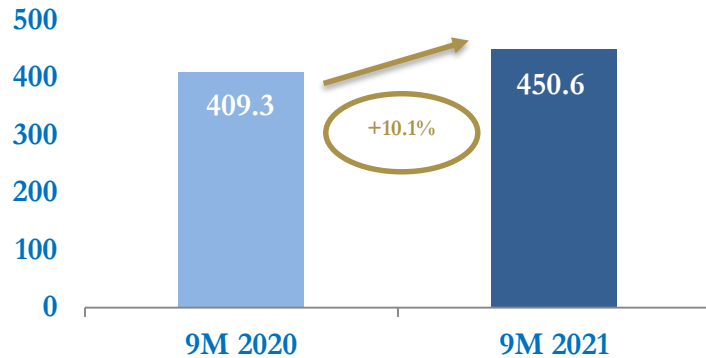
Certain statements in this presentation may constitute forward-looking statements. These statements reflect the Bank’s expectations and are subject to risk and uncertainties that may cause actual results to differ materially and may adversely affect the outcome and financial effects of the plans described 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

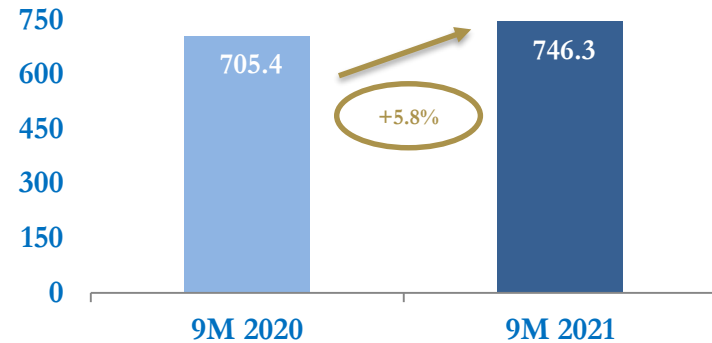
1. **Financial Performance – Period Ended 30 September 2021**
2. **Q&A Session**

Financial Highlights – YTD Q3/2021

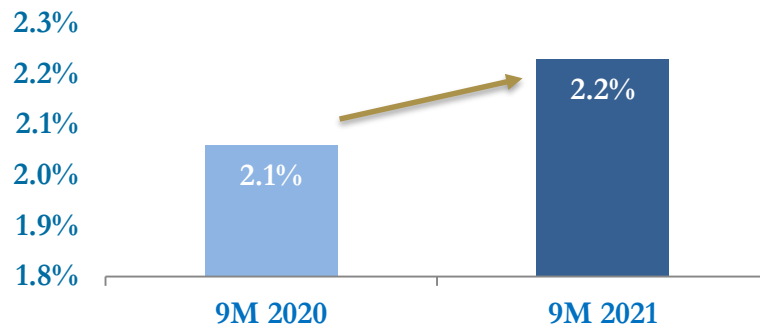
NPAT
(US\$ MM)



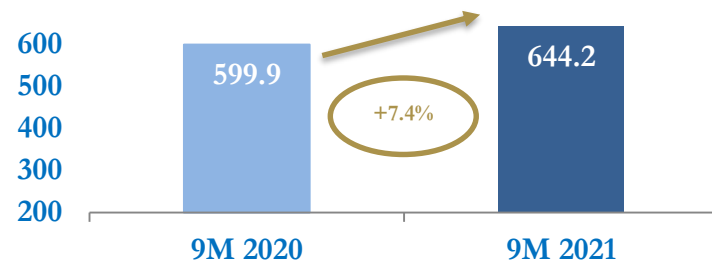
Net Operating Income
(US\$ MM)



Net Interest Margin (NIM %)



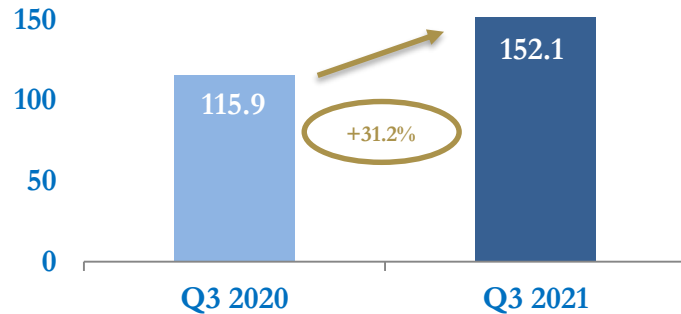
Net Interest Income
(US\$ MM)



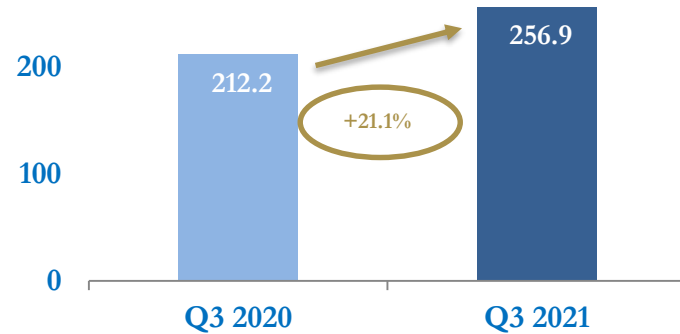
NII Growth

Financial Highlights – Q3/2021

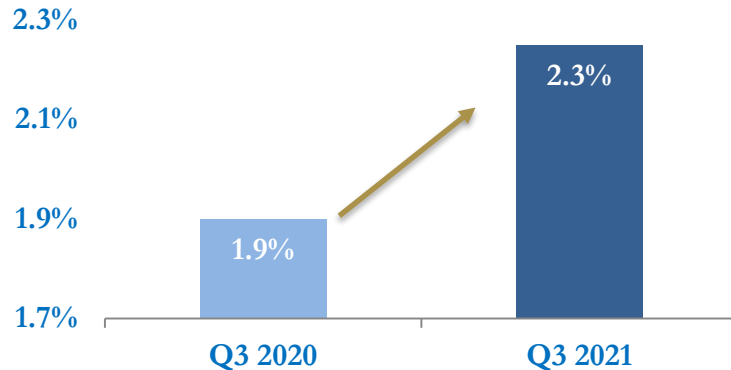
NPAT
(US\$ MM)



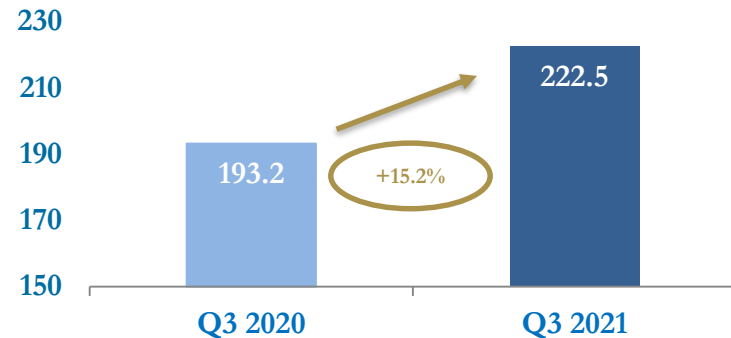
Net Operating Income
(US\$ MM)



Net Interest Margin (NIM %)



Net Interest Income
(US\$ MM)



Upward Core Earnings Trajectory

Income Statement

US\$ MM	Q3 2020	Q3 2021	Var %	9M 2020	9M 2021	Var %
Net Interest Income	193.2	222.5	15.2%	599.9	644.2	7.4%
Fees and Commissions	21.3	25.7	20.7%	76.6	79.2	3.4%
Trading Income	9.2	8.3	(9.8%)	33.7	25.0	(25.8%)
Investment Income & Others	23.7	17.5	(26.2%)	112.8	77.8	(31.0%)
Operating Income	247.4	274.0	10.8%	823.0	826.2	0.4%
Provision for Credit Losses	(35.2)	(17.1)	51.4%	(117.6)	(79.9)	32.1%
Net Operating Income	212.2	256.9	21.1%	705.4	746.3	5.8%
Operating Expenses	(78.2)	(85.8)	(9.7%)	(235.7)	(239.9)	(1.8%)
Tax Expense & Zakat	(9.6)	(10.6)	(10.4%)	(30.9)	(30.1)	2.6%
NPAT to Non-Controlling Interests	(8.5)	(8.4)	1.2%	(29.5)	(25.7)	12.9%
NPAT to the Owners of the Bank	115.9	152.1	31.2%	409.3	450.6	10.1%

Operating Income Backed by Business Volume / Margins Traction

ECL Coverage

	Sep 21			
US\$ MM	Stage 1	Stage 2	Stage 3	Total
Gross Loans and Advances (a)	18,733	3,554	561	22,848
Less: ECL Allowances (b)	(162)	(395)	(461)	(1,018)
Net Loans and Advances (a)-(b)	18,571	3,159	100	21,830
Gross Loans Stage-wise Mix as %	82.0%	15.6%	2.5%	
Coverage %	0.9%	11.1%	82.2%	
Collaterals for Stage 3			372	
	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	

Robust ECL Cover

Key Performance Indicators

Financial Indicators KPIs	9M 2020	9M 2021
Return on Average Equity (ROAE)	12.7%	13.7%
Return on Average Assets (ROAA)	1.4%	1.6%
C/I Ratio	28.6%	29.0%
EPS (US Cents) *	3.9	4.3

* EPS adjusted for bonus share issue of 5%

Improving Covid-19 Impacted KPI Trend

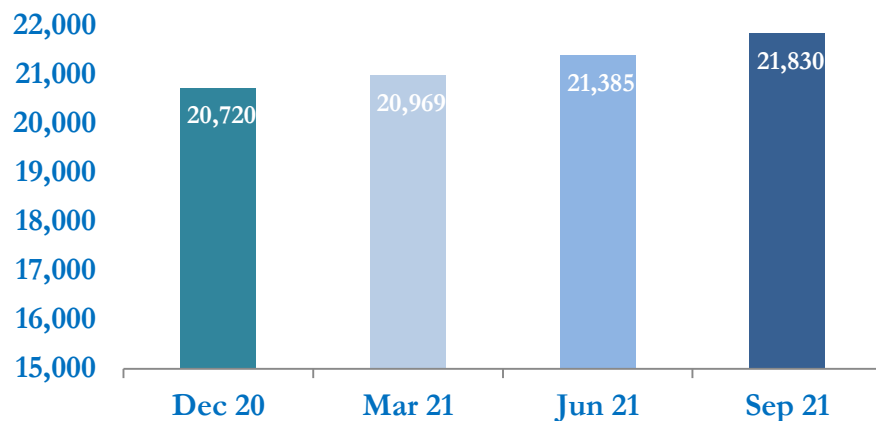
Balance Sheet Highlights

US\$ MM	Dec 20	Sep 21	Var %
Loans and Advances	20,720	21,830	5.4%
Non-Trading Investments	9,608	9,818	2.2%
Total Assets	40,071	41,527	3.6%
Deposits from Banks	4,218	4,374	3.7%
Borrowings Under Repos	3,618	3,653	1.0%
Customers' Deposits	25,183	25,020	(0.6%)
Term Debts and Sukuk Payable	175	1,125	542.9%
Total Deposits	33,194	34,172	2.9%
Perpetual Tier 1 Capital Securities	600	1,161	93.5%
Shareholders' Equity	4,002	4,347	8.6%

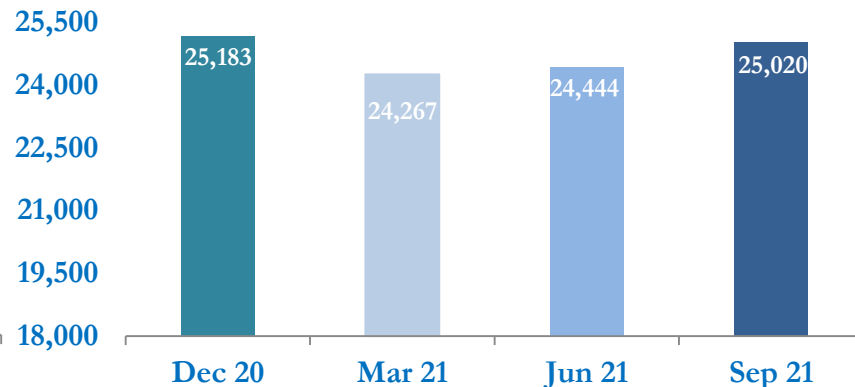
Diversification of Funding Base

Balance Sheet Highlights

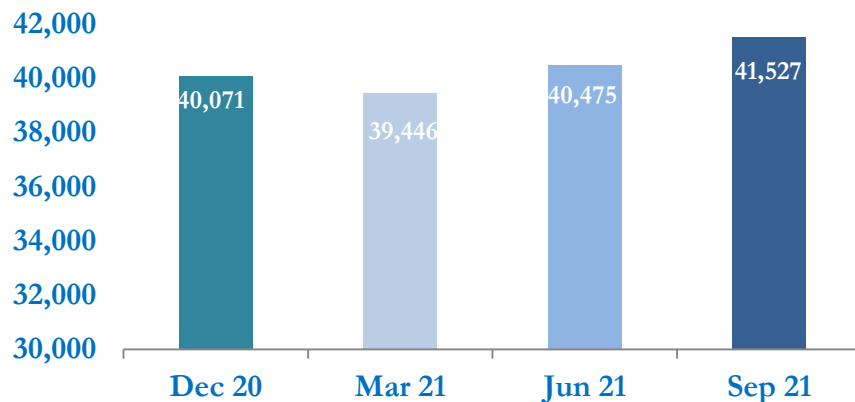
Loans & Advances
(US\$ MM)



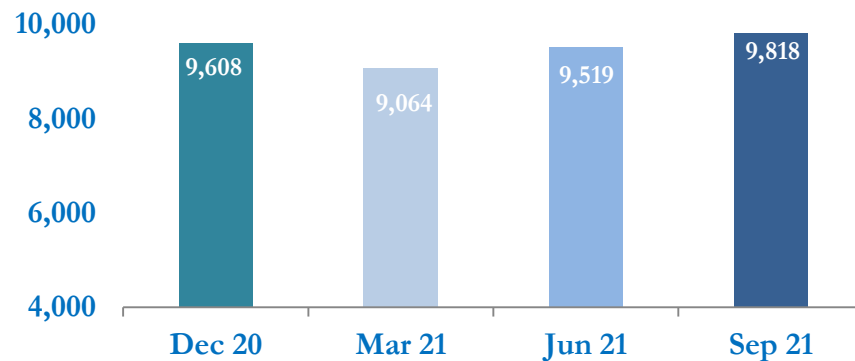
Customers' Deposits
(US\$ MM)



Total Assets
(US\$ MM)



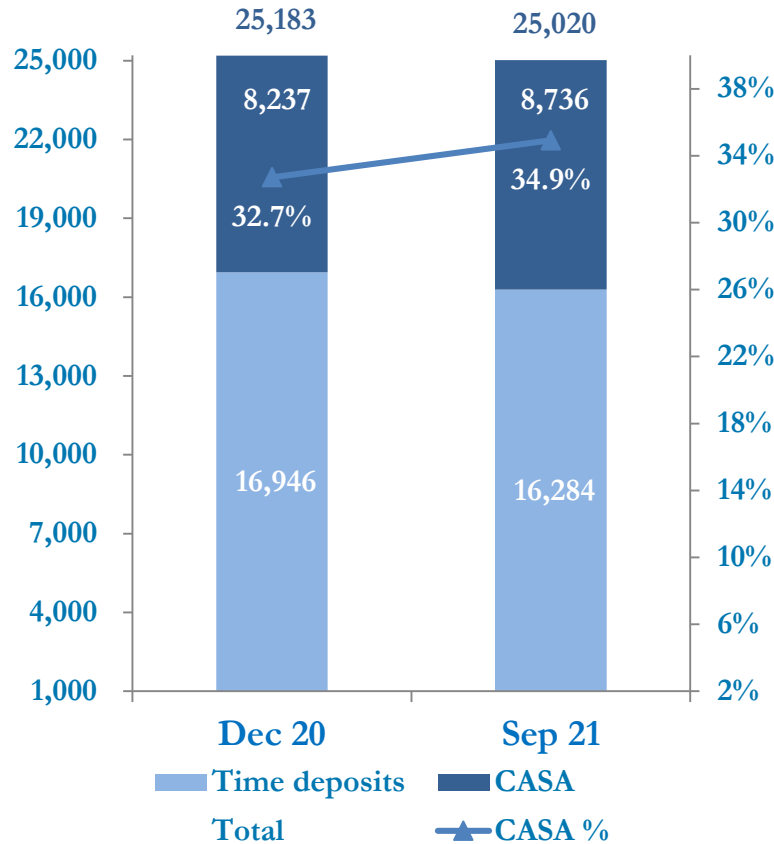
Non-Trading Investments
(US\$ MM)



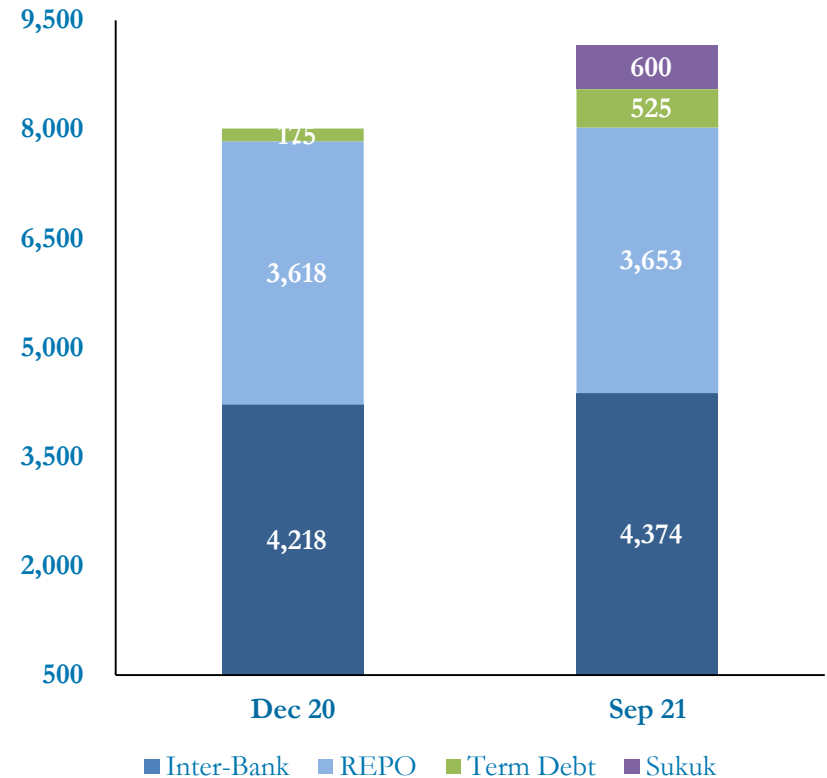
Prudent Balance Sheet Management

Funding

Customers' Deposits Break-up
(US\$ MM)

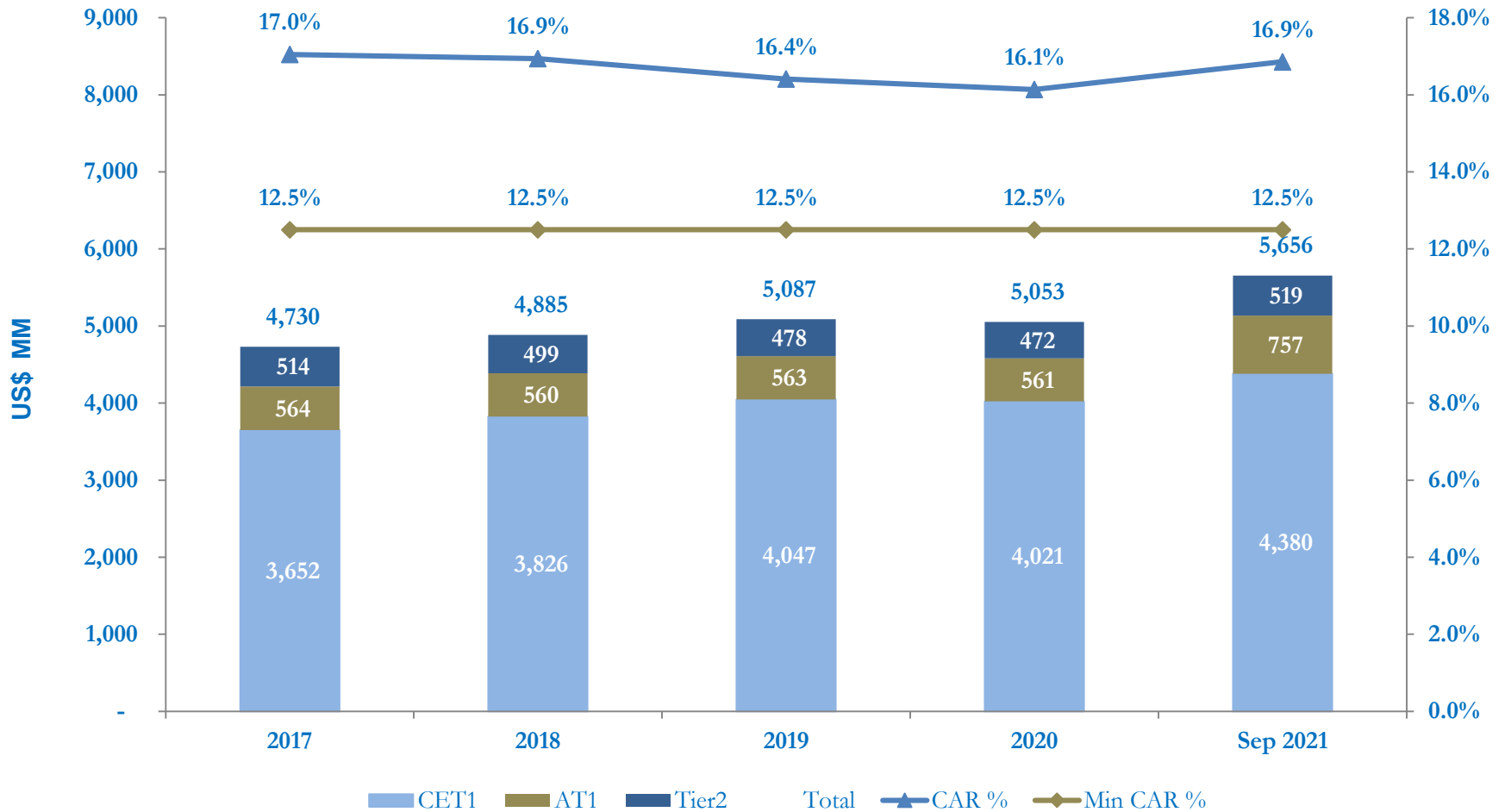


Wholesale Funding
(US\$ MM)



Successful Sukuk Issue / Funding Diversification/ CASA Growth

Capital Mix Strategy



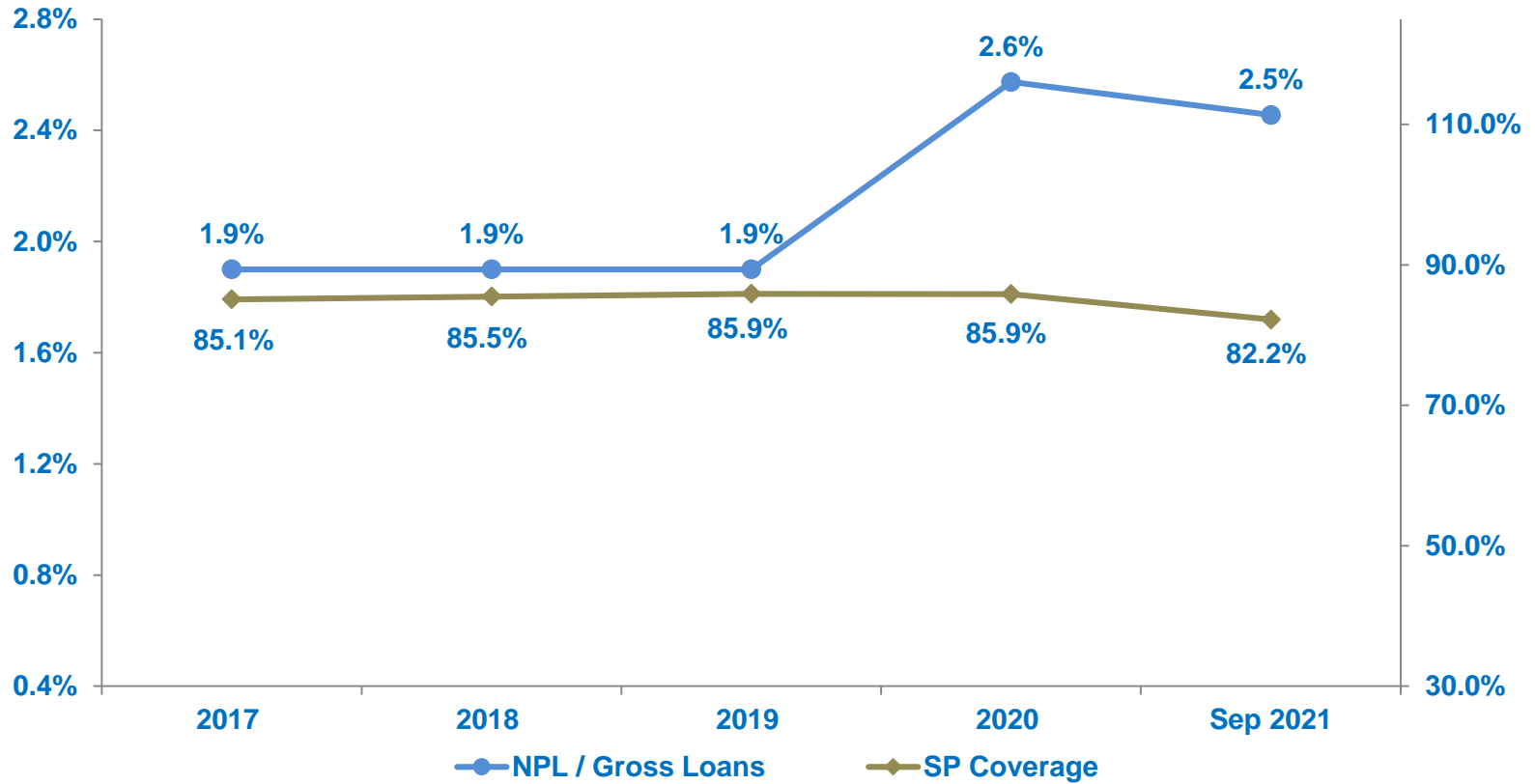
Optimal

Key Performance Indicators

Financial Indicators KPIs	Dec-20	Sep-21
Asset Quality Related KPIs :		
Gross NPL Ratio	2.6%	2.5%
SP Coverage Ratio	85.9%	82.2%
Liquidity Related KPIs :		
Group LCR	238.2%	207.1%
Group NSFR	117.0%	117.0%
Capital Related KPIs :		
Total Capital Adequacy Ratio	16.1%	16.9%
CET 1 Ratio	12.8%	13.1%
Tier 1 Ratio	14.6%	15.4%

KPIs Sustained

SP Coverage Trend



Robust SP Coverage

Q&A Session
