

التاريخ	رقم الصادر	الإشارة
2020/11/19	545	ب و / ر ت

M/s. Bursa Kuwait Company

السادة/ شركة بورصة الكويت المحترمين

May Allah's Peace and Blessing be upon you,

السلام عليكم ورحمة الله وبركاته،،،

**Subject: The Analyst / Investor Conference for
the 3rd Quarter 2020**

**الموضوع: مؤتمر المحللين/ المستثمرين
للربع الثالث من عام 2020**

At the very beginning, we would like to express our sincere greetings .

بدايةً أتقدم إليكم بأطيب التحيات متمنياً لكم دوام التوفيق والسداد.

We refer to the abovementioned subject and as per the requirements of Article (7-8-1/4) of continuing obligations in the premier market of Chapter 8 (Market Segmentation and Index Rules) of the Bursa Rule Book issued as per Decision No. (1) for year 2018 as amended, and since Warba Bank has been classified in the “Premier Market”, and following our previous disclosure dated 18/11/2020 in this regard.

وبالإشارة إلى الموضوع أعلاه، ووفقاً لمتطلبات المادة رقم (4/1-8-7) المتعلقة بالالتزامات المستمرة للسوق الأول من الفصل الثامن (قواعد أقسام ومؤشرات السوق) من كتاب قواعد البورصة الصادر بموجب القرار رقم (1) لسنة 2018 وتعديلاته، وحيث أن بنك وربة تم تصنيفه ضمن "السوق الأول – Premier Market"، وإحاقاً لإفصاح مصرفنا السابق بهذا الخصوص الصادر 2020/11/18.

We would like to advise that the quarterly analyst/ investor conference was held by means of Live Webcast at 2:00 P.M. Kuwait time Tuesday November 17th 2020.

يرجى الإحاطة بأن مؤتمر المحللين/ المستثمرين قد انعقد عن طريق بث مباشر على شبكة الإنترنت (Live Webcast) في تمام الساعة الثانية (وفق التوقيت المحلي) من بعد ظهر يوم الثلاثاء الموافق 17 نوفمبر 2020.

Attached herewith the minutes of the conference mentioned above and the investors' presentation for Q3, 2020.

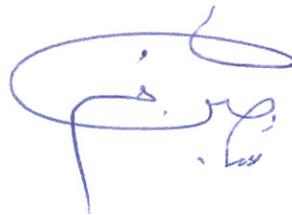
ونرفق لكم محضر المؤتمر سالف الذكر واستعراض المستثمرين للربع الثالث 2020.

Best regards,

وتفضلوا بقبول فائق التقدير والاحترام،،،

Shaheen Hamad Al Ghanem

Chief Executive Officer



شاهين حمد الغانم

الرئيس التنفيذي

بنك وربة
WARBA BANK



Warba Bank K.S.C.P

Financial Year 3rd Quarter of year 2020, Earnings Review

Edited transcript of Warba Bank Earnings Review conducted on:

Tuesday 17th November 2020.

at 14:00 Kuwait Time.

Corporate participants:

Mr. Shaheen Al-Ghanem

Chief Executive Officer

Mr. Khaled Hafez

Chief Financial Officer

Mr. Ahmed Sadek

Senior Director, Financial Planning & Reporting

Chairperson

Ahmed Al-Shazly

EFG Hermes

Ahmed Al-Shazly Good afternoon, everyone, and welcome to Warba Bank's Q3 of year 2020 webcast.

It's a pleasure to have with us on the call today:

- Mr. Shaheen Al-Ghanem, CEO of Warba;
- Mr. Khaled Hafez, CFO of Warba; and
- Mr. Ahmed Sadek, Senior Director Financial Planning & Reporting.

I will now handover the call to Mr. Ahmed, thank you.

Ahmed Sadek **Thank you, Ahmed.**

Good afternoon everyone. We are glad to have you in our analyst call for the third quarter of year 2020.

In the beginning, I would like to read out a brief disclaimer for today's presentation.

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

The Bank does not assume any obligations to update its views of such risks and uncertainties or to publicly announce the results of any revisions to forward-looking statements made herein. In addition to this disclaimer we just read now, we do encourage you all to refer to our full disclaimer which is displaying right now on page-2 of the presentation.

So, let's move to our presentation for today, we will start the presentation with opening remarks from the bank's CEO Mr. Shaheen Al-Ghanem then will be followed by a presentation from the bank's CFO, Mr. Khaled Hafez;

that covers in-details the updates of financial performance of Warba for the 9 months ended on 30th September of the year 2020.

Now, I would like to hand the call over to Mr. Shaheen Al-Ghanem the Bank's CEO; to take you through a brief update on Warba business environment as on 3rd quarter of year 2020.

Shaheen Al-Ghanem Good afternoon.

Thank you all for joining us today in our third Quarter "Earnings Review" webcast for year 2020.

Following strict measures to contain the spread of the pandemic in quarter two of this year, quarter three saw Kuwait opening its economy, as rules on forced business closures have almost entirely been lifted. Data from KNET has shown a pickup in consumer activity since June this year. Although the economy is picking up slowly, the pandemic nevertheless ensured that the growth for the full year will be negative. World Bank projects that Kuwait's GDP will shrink by 7.9% in year 2020. The fall in oil prices is likely to continue to contribute for higher government deficit. Inability to issue Public debt continues to put pressure on liquidity within the Kuwait market. Nevertheless, we hope that there will be a resolution on this matter at least in Q1-2021. As projected by most research agencies, 2021 will see a growth as the economy is expected to rebound by then.

Moving on, I will take you through a brief overview of operations within Warba Bank.

During the third Quarter, Warba has successfully relocated to its new **prime location in Kuwait City "Arraya Tower"** that brought all staff together in one location that assist in harmonize the business operations.

In line with our strategy to enter the new aggregation business, Warba successfully obtained registered status as “Electronic Payments Infrastructure Provider” from CBK enabling the Bank to register its Electronic Payments Agents (aggregators & agents) in accordance with the latest CBK instructions for digital payments.

On the strategic alliance front, the Bank established major partnerships with multiple domestic and international entities. In terms of domestic partnership, Warba announced a strategic telecom partnership with Ooredoo Kuwait to provide a series of exclusive digital Banking-Telecom products & services with a common vision to deliver an extraordinary digital experience. **Internationally**, Warba launched a strategic partnership with Gatehouse Bank - a UK based financial institute for real estate property financing in England & Wales for Warba’s retail customers.

From business perspective, the bank successfully executed a unique transaction to diversify the investment portfolio by acting as the “Mandated Lead Arranger & Istisna-Ijara Agent” in the USD 541 million senior secured financing facility for a solar project in UAE. **In terms of digital services offered during the third quarter**, Warba also deployed two new special ATMs namely a multi-currency ATM machines at the T-4 Kuwait, in addition to a 1st of-its-kind Bulk Cash Deposit machine with end-to-end automation for Warba’s corporate customers.

Warba’s Franchise got its recognition through 2 prestigious accolades won during the first half of year 2020 including the “Fastest Growing Bank in Kuwait” and the “Most Innovative Application in Kuwait” awarded by the renowned International Finance Magazine.

About the financial results of the third quarter:

Warba announced its 9 months operating profit amounted to KWD 46.8 million growing by 11.5% comparing to the same period last year. Even

though the negative effects resulted from the unrepresented circumstances of Covid-19 pandemic globally and in Kuwait. Such pandemic resulted in almost full stoppage of all human and economic activities and as a result contributed to net 9 months of year 2020 losses amounted to KWD (11.4) million.

Warba had applied an aggressive conservative provisioning strategy during the 9 months of 2020 which included provision charge amounted to KWD 39.5 million. The bank was akin to apply a one-off provision charge instead of providing it on stages during current year to increase the level of financial position stability.

On the other hand, the banks total asset had grown by 15% to reach KWD 3.5 billion, customer deposits by 44% to KWD 2.4 Billion and financing portfolio by 20% to KWD 2.5 billion by 9 months ended 30th September 2020 compared with the same period of last year.

Finally, Warba credit rating by Moody's "Baa2" with "stable" outlook, whereas FITCH rating stands to "A+" with "stable" outlook.

I will hand over the call now to Mr. Khaled Hafez, the Warba's CFO to present his part... Thank you.

Khaled Hafez

Thank you Mr. Shaheen, Good afternoon everyone.

First, I would like to thank you all for joining us today in Warba's Earnings Review Webcast.

Today, we are pleased to share with you the details of Warba Bank's performance and financial results for the nine months of year 2020.

I will start talking through the presentation now:

If you have a look at slide (13); you will notice that the Bank assets have reached to approximately 3.5 billion in Q3. The growth amounted to approximately KD 403.2 million at the end of the third quarter. The nine months growth in Assets represents 13% from the year ended 2019.

Further, the Bank largely depends on the growth of the financing portfolio, which represents 70% of total assets in Q3, while, the investment portfolio stands at 14% by end of the nine months of year 2020.

On the funding side, it has reached to KD 3.2 billion, at a growth rate of 15% thus boosting the assets' growth during the nine months of 2020. You can see here the total funding includes newly issued senior sukuk amounted to KD 150 million; which is issued by the mid of June 2020, so the composite percentage of issued senior sukuk increased to 9% out of KD 3.2 billion.

On the other side, the customer deposit and senior sukuk as a composite of funding mix have increased to 82% out of total funding. Meanwhile, money market funds declined to 18% that contributes to expected lower cost of funds as lightening the dependency on short term deposits from the "Due to Banks and Financial Institutions".

Moving to Asset Quality perspective, shown in this slide (14), the NPL ratios increased to 3.23%, as well as, the bank's provision coverage ratio is decreased to 151% in Q3.

Looking at the financing portfolio, it grew by KD 211.9 million or by 9% during the nine months of 2020 reaching to KD 2.5 billion. This is mainly driven by the corporate portfolio, which stands at 83% of the overall financing portfolio and aligned with the bank's strategy.

Moving to Slide (15), we focus on Warba's capital adequacy and regulatory ratios:

As shown in the top left corner, Warba's Capital Adequacy Ratio is secured at 16.0% at the end of Q3, which is higher than the regulatory limits of CBK of 13% and representing a surplus of 5.5% over temporary requirement of 10.5% set by the CBK due to recent financial crisis. Hence, capital adequacy ratios are secured by sufficient buffers over central bank temporary regulations.

Going through the chart in the right top corner, risk weighted assets has also increased by nearly KD 134 million in Q3 that ends-up with total RWA to reach KD 1.8 billion. The proportion of risk weighted assets as a percentage of total assets has reached to 52% and growth of 8% during the nine months of 2020 reflecting the expansion in both financing and investment assets.

Now, let's move to earnings' main result in slide (16). As you can the chart on the top left corner, it reflects the bank recognized Net Losses for the period of 9 months ended by Sep., the losses amounting of KD (11.4) million. Actually, the bank was able to back on profitable results for the 3 months of third quarter, whereby we recognized a net profit of KD 3.4

million, which enabled reduction of the net losses that was recognized in the first half of the year.

Further, the provision charges are the determinantal cause of decline in profit, providing that delinquent customers are under close control and monitor.

Operating income at KD 46.8 million has increased by KD 4.8 million compared to Q3 2019, however, Here, it worth that major source of operating income is financing income that represents 73% out of operating income with remarkable increase in the investment income led by capital gain on sale of investment property and debt securities.

The net profit before provisions reached to KD 28.1 million, showing 8% higher than the same period of 2019.

It is quietly noticed that market has witnessed a squeezed financing margin beside the partial lockdown of physical branches, all have led to lower scale of business activities and congruent stressful impact on the bottom line of comprehensive income of the bank.

Moving to slide (17), the Net Financing Income decreased by 3% reaching to KD 34 million. In the same context, the **core income** is mainly streaming from “financing income” and “net, fees & commissions”, reached to 78% out of operating income that were reduced proportionately due to the increased investment income stake out of total operating income.

Looking to the graph at the bottom left corner, the “cost of risk” of financing portfolio has surge by 119bps reaching almost 2% versus 0.82% of last year. Essentially, the accumulation financing provision reflects conservative viewpoint toward prudential risk approach aiming of building satisfactory level of provisions and coverage ratio that are resulted from the repercussion and negative effects of the recent crisis.

Let's carry on now to the last Slide (18): the major composition of costs is still staff cost that represent 69% out of total costs in Q3. Although Warba continued to implement its expansion plan during year 2020 moving to new prime location for Head Quarter in "Arraya Tower", the staff cost has shown almost flat rate due to the focused and closed monitored procedures applied by the management to ensure the rational and optimization of resources. As a result, the Cost to Income ratio has slightly increased to 40.1% by the end of September 2020.

Consequently, the profitability indicators such as the "**Return on Average Assets**" stands at negative 0.46% and the "**Return on Average Equity**" stands at negative 10.4%. Further, the **Earning per Share (EPS)** has reached to negative 10.42 fils comparing to positive 4.57 fils of the same period of last year. However, such ratios could provide an opposite view if presented before provision charges, thusly it would indicate that our business model is capable to achieve the strategic objectives once overcome the temporary drawbacks of the pandemic.

Now, I believe having touched upon the major financial areas.

We are in a better position to move to the question-and-answer session of the conference to discuss further the financial position and performance of the Bank.

Ahmed Sadek

Thank you, Mr. Khaled for this insight. Now, we will start to take your questions and we will answer them as received in order. So, you can type your question through the webcast facility, then click submit. we will allow you a few minutes to give everyone the opportunity to write their questions. So Please go-ahead.

Okay, so we are back and will start taking your questions, and you can keep writing further questions if you'd like to do so.

So, the first Question is saying:

We do see that Warba is almost break-even in Q3, can you highlight the main drivers that led to the breakeven in Q3 despite the losses in first half of the year?

Khaled Hafez

Net Operating income has increased by 8% compared to Q3-2019, that is derived by investment income comprises 23% of NOI compared to only 7% of same period of last year.

In Q3-2020, Investment income has significant impact in recovery of previous period losses, which stems from higher income from investment portfolio, in addition to, gain on sale of investment.

On other hand it's highly important to note that in first half of the year the bank has decided to provision for the NMC deal at 100%, which was the main reason behind the losses the bank recognized in first half.

As indicated the normal pace of operation is returned gradually led to banking profit is generally recovered on different business henceforward.

Ahmed Sadek

We got a question asking about what percentage of corporate loans are under deferral?

Khaled Hafez

We have minimal deals deferred for corporate, constitute not more than 1% of total corporate portfolio. As you may know the deferral program was mainly for consumer loans and personal financing for retail. So for corporate, we have minimal deferral as I said, it didn't exceed more than 1% of the total corporate portfolio.

Ahmed Sadek **Next question is about NPLs, would you please give us more details on the NPLs and your views to the delinquent accounts going forward?**

Khaled Hafez As I mentioned, Warba continues its aggressive conservative provisioning strategy during the 3rd quarter of year 2020, which included provision charge amounted to about KWD 40million. The bank akin to apply a one-off provision charge instead of providing it on stages during current year to increase the level of financial position stability.

This approach has led both NPL and coverage ratio to be enhanced over the 3rd quarter compare to first half of the current year. NPL has decreased by 19bps and Coverage ratio increased by 35bps.

The bank is Moving forward as we expect that NPL ratio will be further enhanced due to close monitoring of clients' positions with adequate coverage ratio on client level, would be enhanced by year end 2020.

Ahmed Sadek **The next question received, I think we have a couple of questions talking about the same subject which is the margins and the effect of the repo rates of the central bank. so how do you see the profit rates and on the bank's results in the future?**

Khaled Hafez It is quietly noticed that market has witnessed a squeezed profit margin and lower scale of business activities during the first half of the year that has stressful impact on the bottom line of comprehensive income of the bank. I think this is applied on all the banking system in Kuwait.

it's worth mentioning in June 2020, the bank issued senior sukuk facility of KWD 150 million over 5-years that was priced on a floating rate basis at 100 basis points above CBK discount rate. also, the bank was able during previous period of year 2020 to pay for money market fund that has decreased in the funding mix from 34% at year-end 2019 to only 18% in Q3-2020.

The restructure of funding mix toward lower cost of fund would eventually cope with repricing on the financing portfolio on the assets side wherein the corporate portfolio comprises 83%. The net financing margin is prospectively would be enhanced marginally due to expected lower cost of fund till year end of 2020 and we are optimistic about the performance of the last quarter.

Ahmed Sadek

How do you expect the retail portfolio to perform going forward upon end of the deferral program by end of September?

Khaled Hafez

As witnessed and upon end of deferment period, we have not seen any significant delinquencies from either consumable or installment deals. It might worth to mention here that our retail portfolio is contribute to approx. 17% as presented in the presentation slide 14, So I think the impact will be well mitigated on the bank level.

Ahmed Sadek

I think we can have one more question, we'll have the last question. Asking about provisioning, does provisions in your books are according to IFRS9 or the provisioning instructions of the Central Bank? maybe the question is asking about which is higher.

Khaled Hafez

As you may know we calculate the provisions based on IFRS9 and we also calculated it based on Central Bank instructions and we book whichever is higher. Till end of September 2020 the bank has sustained the higher provision reserve according to the central Bank calculations for credit facility than IFRS9 calculation basis.

The bank has adopted aggressive provision procedures to secure the financial position of the bank and cut the losses of identifiable customers, in addition to reflecting a cautious view of risks arising from specific financial exposures. Also, we have built up some precautionary provisions as guided by the Central Bank, which provide an additional buffer to maintain our provisions in excess of IFRS9 requirements.

Ahmed Sadek

Thank you. So, that concludes our call for today. And again, I would like to thank you all for attending our Earning Review for the 3rd quarter of the financial year 2020.

I kindly remind you, if you have any follow-up questions you can send it to us on ir@warbabank.com or throughout “[Contact Us](#)” sub-window in Warab IR applications or website and we will be pleased to respond back with answers for your questions.

Thank you again, and here we end our call.

Investors Relation Presentation

3rd Quarter - FY2020

Disclaimer

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Kuwait Market

Overview

Key Indicators

Sovereign Ratings	Aa2 / AA- / AA (Moody's / S&P / Fitch)
Gross Domestic Product (constant); <i>Ref.: World Bank</i>	USD 143.2bn
Crude Oil Reserves (barrels million) <i>Ref.: OPEC</i>	101,500
Public Debt (% GDP) <i>Source: IMF</i>	11.6%

Economy

The global pandemic has had an acutely negative impact on Kuwait's economy as the nation moved forward on forced business closures to contain the spread of the disease. In consequence, World Bank projects that Kuwait's GDP will shrink by 7.9% in 2020. Sectors such as retail, hospitality and transportation sectors have been hit hard.

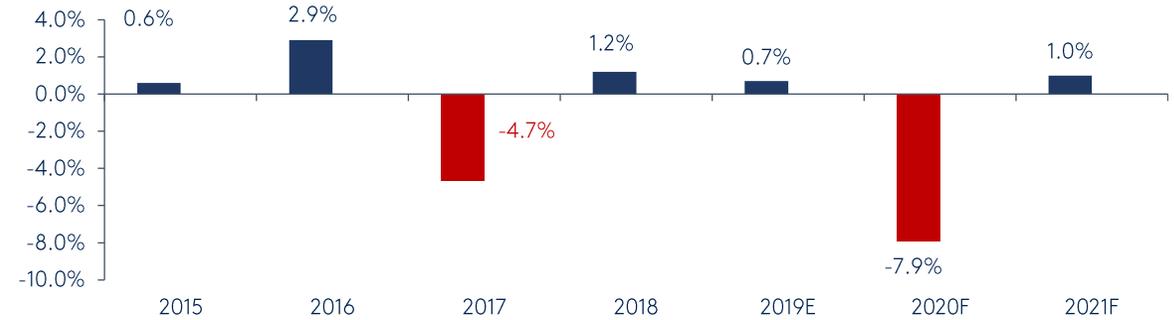
The fall in oil prices as a result of the global slowdown is likely to further add to the ongoing challenges faced by Kuwait's economy.

Prudential Rules

- Finance Extended to Individual & SME, *Deferral of 6 months* Instalments.
- Finance to Deposit Ratio (LDR) up to 100%.
- Capital Adequacy, temporary release of 2.5% conservation buffer.
- Extend the liquidity gaps and lower requirements for liquidity ratios.

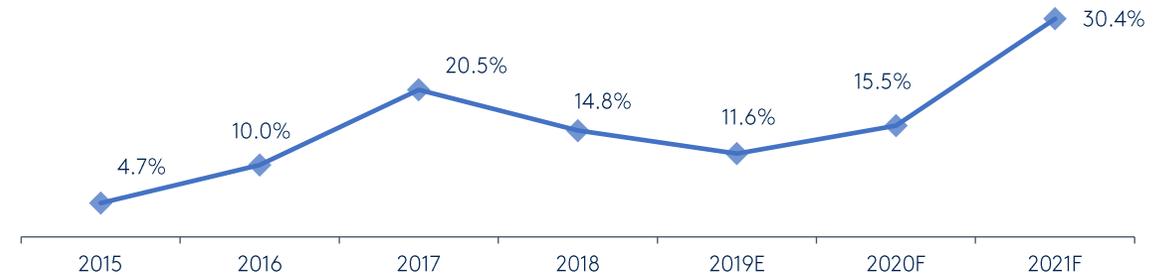
Source: Central Bank of Kuwait; announcements

Real GDP Growth



Source: IMF, database country wise.

Gross Debt to GDP



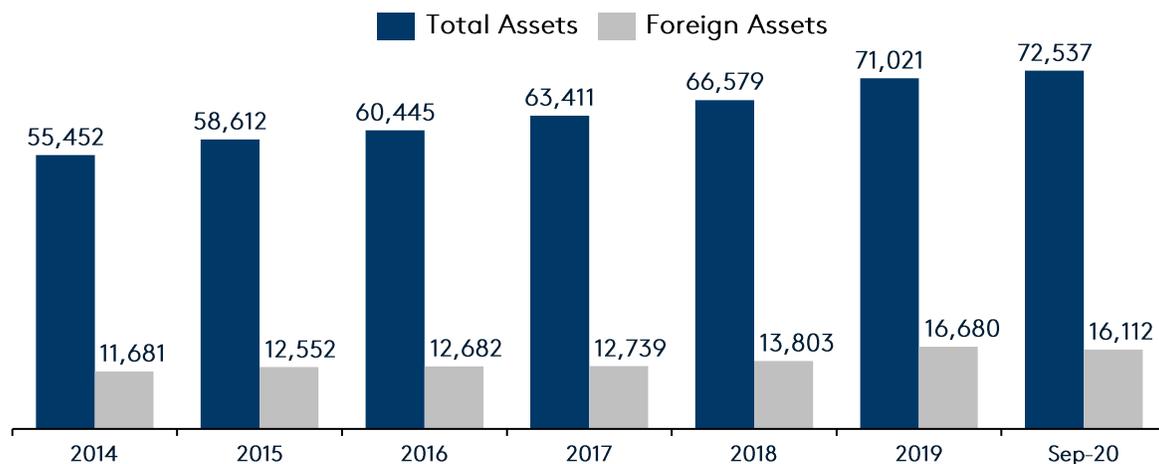
Source: IMF Country Report, March 2020

Kuwait Banking Sector

Snapshot

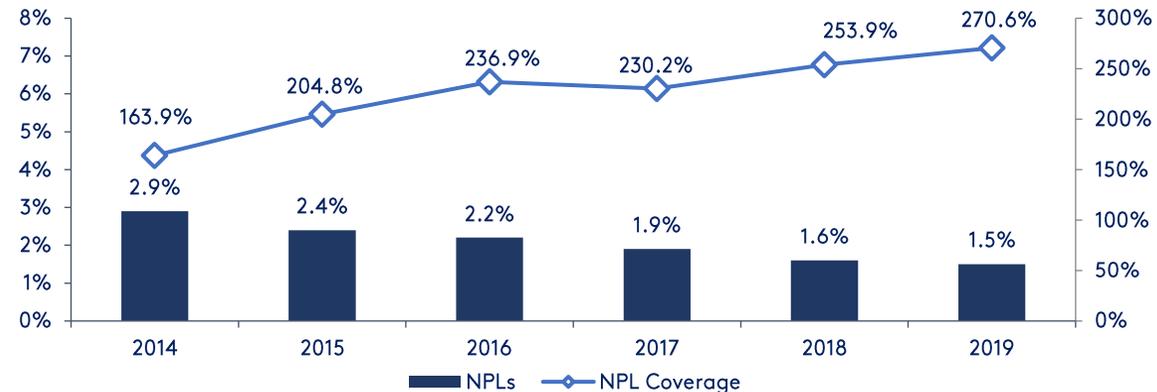
- The decline in economic growth will impact the banking sector as businesses weaken considerably over the next few quarters.
- This will reflect in asset quality metrics showing some deterioration across the banking sector. The capital buffers that are in place will provide the required cushion to help banks tide over the slowdown.
- The Central Bank of Kuwait's initiatives to support the banking sector by easing loan to value limits, risk weighting requirement and liquidity requirements is a welcome step to support the banking sector and the economy on the whole.

Total Banking Assets and Foreign Assets (KWD Million)



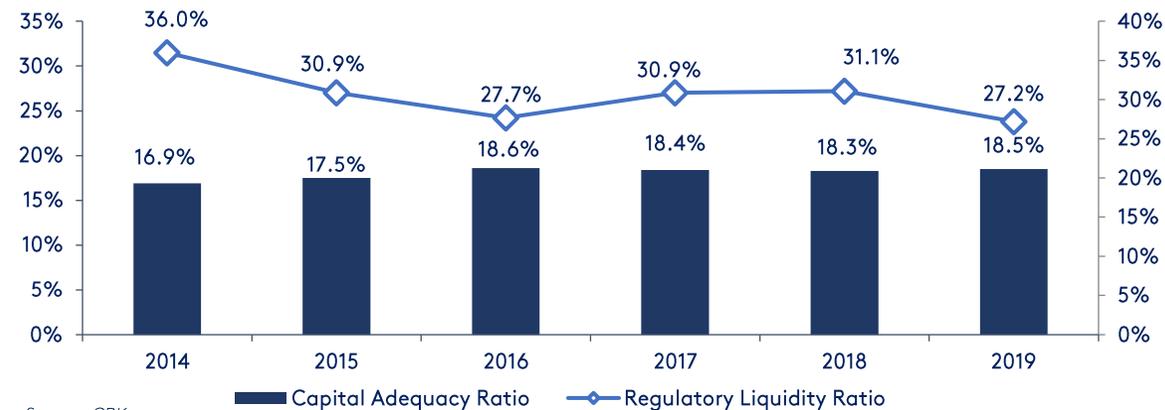
Source: CBK

Kuwait Banking Sector Asset Quality



Source: CBK

Kuwait Banking Sector Capital Adequacy and Liquidity¹



Source: CBK

¹ Ratio of Balances with the Central Bank of Kuwait (current and deposits), Government Treasury Bills and Bonds or any other financial instruments issued by Central Bank of Kuwait to customers' KD-deposits, (During 2020, minimum requirement temp changed to 15%).

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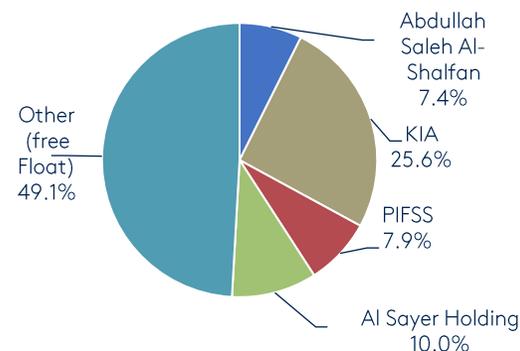
Warba Bank Profile

Overview

- Warba Bank K.S.C.P. (“Warba” or the “Bank”) is a Kuwaiti public shareholding company that was incorporated on 17 February 2010 in Kuwait and officially enrolled in the Central Bank of Kuwait’s Register of Islamic Banks on 7 April 2010.
- The Bank operates via a network of 14 branches, 15 in-branch automated teller machines (“ATMs”), 64 offsite ATMs as well as point of sale terminals and other electronic channels such as telebanking, internet banking and mobile banking.
- The Bank’s shares are listed on the Kuwait Stock Exchange and its market cap as of 30th September 2020 is KWD 392.2mn (USD 1,280.8mn).
- The Bank was the newest but fastest growing Islamic bank for 5th consecutive year and best digital banking services in Kuwait by the International Finance Magazine.

Shareholding Structure

- The State of Kuwait is the largest shareholder in the Bank, holding 33.7% of the Bank’s shares through Kuwait Investment Authority (“KIA”) and the Public Institution for Social Security (“PIFSS”).
- Al Sayer Holding, a leading Kuwaiti Business Family House is the second largest shareholder with a 10.0% stake



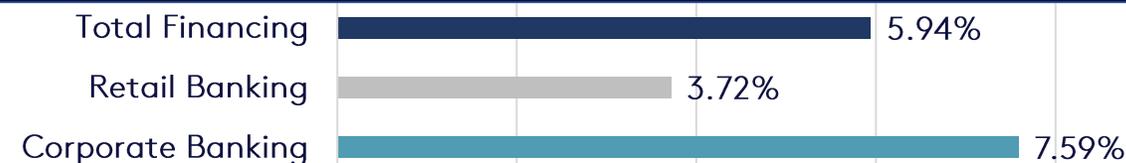
Financial Snapshot

(USDmn, unless otherwise stated)	2017	2018	2019	Q3-2020
Financing Receivables	4,185.9	5,295.3	7,464.0	8,079.2
Total Assets	5,879.8	7,228.6	10,373.4	11,583.6
Depositors’ Accounts	3,335.3	3,471.4	5,628.8	7,704.3
Total Equity	586.3	893.0	971.3	853.7
Operating Income	125.6	164.0	196.8	152.9
Net Profit	24.6	42.2	54.5	(37.3)
Net Financing Margin	2.30%	2.00%	1.90%	1.55%
Cost to Income Ratio	47%	38%	37%	40%
Capital Adequacy Ratio	22.50%	24.30%	18.50%	16.00%
NPF Ratio	1.45%	1.39%	1.15%	3.23%

Rating Agency Long-Term Rating Outlook Date Reaffirmed

MOODY’S	Baa2	Stable	17 May 2020
FitchRatings	A+	Stable	16 Sep 2019

Market Share



Source: CBK Statistical Bulletin, Warba

Overview of Strategy



VISION

Transform into an Islamic CIB champion with a lean digital-first retail business



MISSION

.. Help our customers fulfil their life ambitions and grow their businesses by providing innovative financial solutions and outstanding experiences

.. Provide our staff with rewarding growth opportunities and a healthy work environment and

.. Deliver steady, growing returns to our shareholders



VALUES

- Can Do
- Winning Team Spirit
- Ambition



STRATEGIC ASPIRATIONS

Accelerating profitable growth

Financial



Profits: Increasing earnings significantly to both deliver returns and build buffers



Growth: Achieving relevant scale to acquire significant market stake

Developing distinctive brand identity & capabilities

Non-financial



Brand identity: Standing out for something vis-à-vis employees, clients and external stakeholders



Capabilities: Reinforcing ability to compete and distinctiveness

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Key Activities

Prestigious Awards

Two Prestigious accolades won during first half of year 2020 including:

- “Fastest Growing Bank in Kuwait”
- “Most Innovative Application in Kuwait”

Both accolades awarded by the renowned International Finance Magazine.

Strategic Alliance

- Strategic partnership with Gatehouse Bank - a UK based financial institute for real estate property financing in England & Wales for Warba’s retail customers.
- Strategic telecom partnership with Ooredoo Kuwait to provide a series of Banking-Telecom products & services with a vision to deliver an extraordinary digital experience.

Treasury Group

Sukuk Issuance of KD 150 Million

Late June 2020, Kuwait’s 1st financial institution to issue a dinar denominated Sukuk. The Bank issued the senior unsecured sukuk facility of KWD 150 million tranche over 5-years

Retail/Corporate Banking Group

- Two new Mastercard credit card products namely “Platinum Revolving & Charge” card.
- Bulk cash deposit machine for corporate clients in Sharq Branch.
- Multi-currency ATM machine at T-4 airport.
- Salary transfer package for retail customers promoting cash prizes.
- Sunbula Draw Program for 2020 with double the numbers of winners.
- The highest cashback program in Kuwait on credit cards.

Corporate Social Responsibility

Awareness campaign on the novel coronavirus (Covid-19):

A lead awareness session on the standard operating procedure (SOPs) of health and safety during the pandemic.



Brand Value

- Participated as a gold sponsor at Kuwait Expo 2020 to showcase Warba’s digital banking services.
- Obtained registered status as “Electronic Payments Infrastructure Provider” from CBK.

Investment Banking Group

- Acted as “Joint Lead Arranger & Book Runner” for sukuk issuance of Boubyan bank under its USD 1bn program.
- Acted as “Mandated Lead Arranger & Istisna-Ijara Agent” in the USD 541 mn senior secured financing facility for a solar project in (UAE).

Innovative Products and Services

- Launched new digital banking services by Al-Wateen on iOS & Android including:
- Bookeey QR Payments for 2000+ merchant locations as an innovative response to challenges posed by C-19.
 - New Jam3eya features.
 - New Hassala features.
 - Al Mustashar an in-app personalized banking advisor.
 - Cards additional online services.

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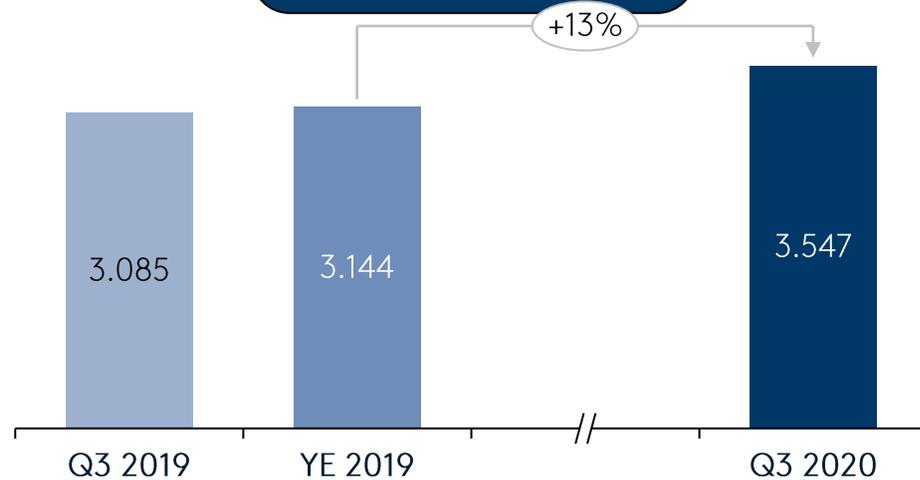


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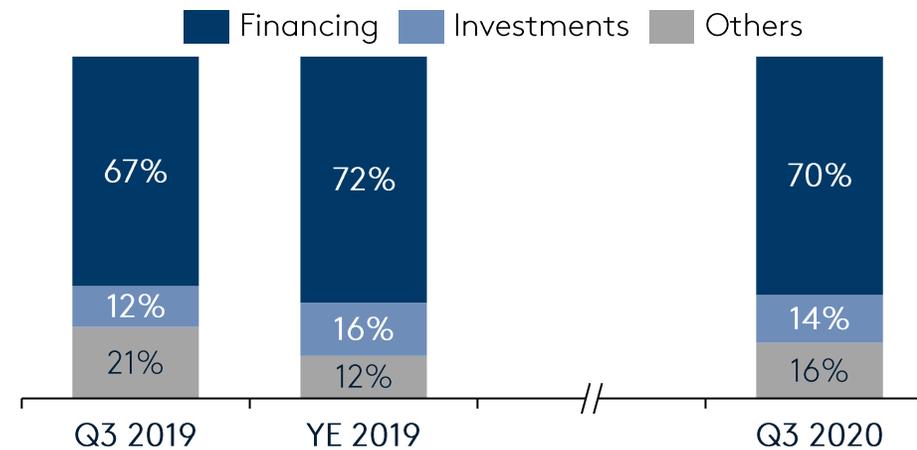
Overview of Balance Sheet

figures in Billion KWD

Assets



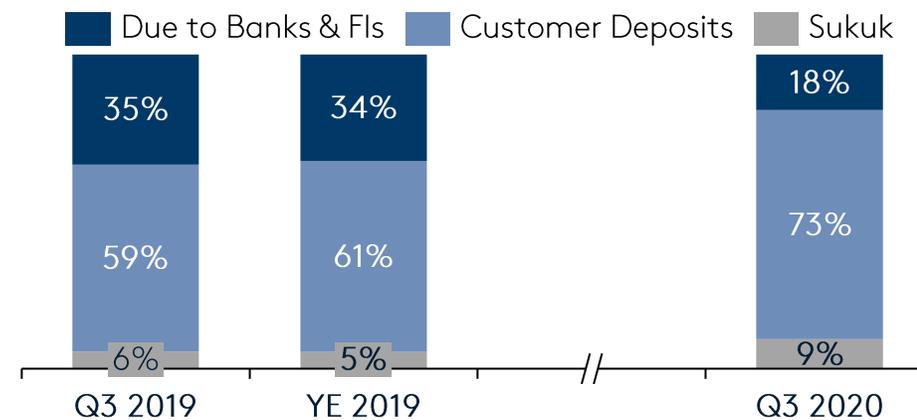
Assets Composition



Funding



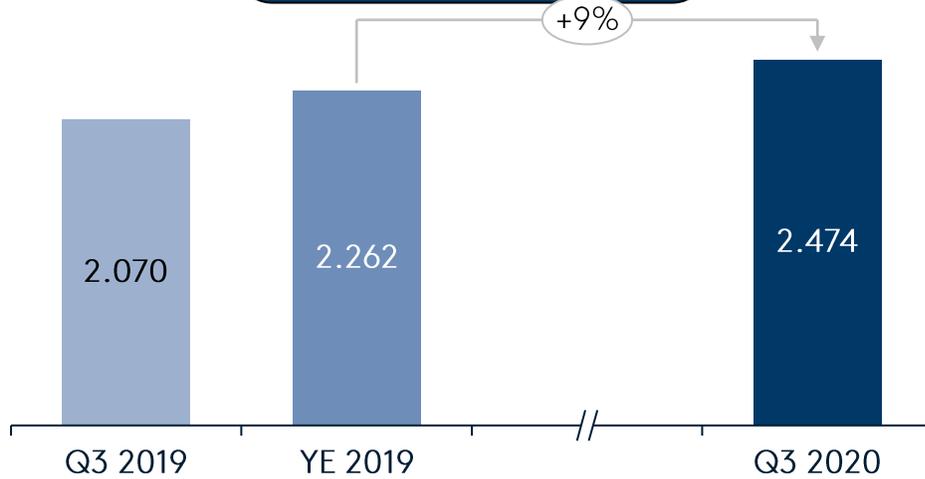
Funding Mix



Assets Quality

figures in Billion KWD

Financing



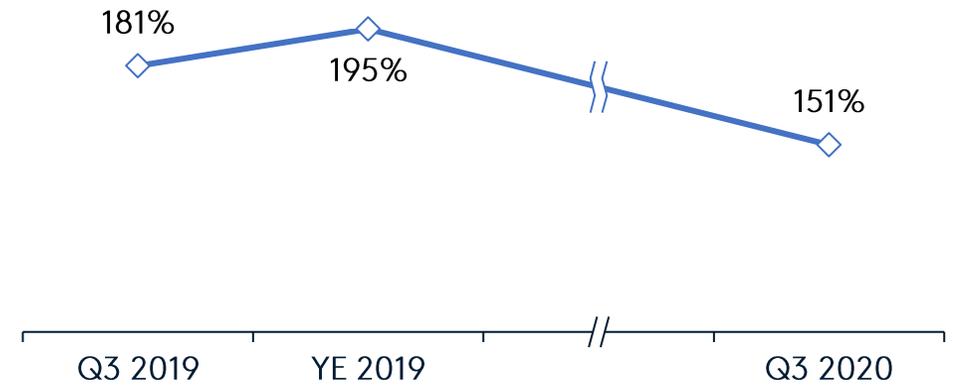
Financing by Segment



NPL %



Coverage Ratio



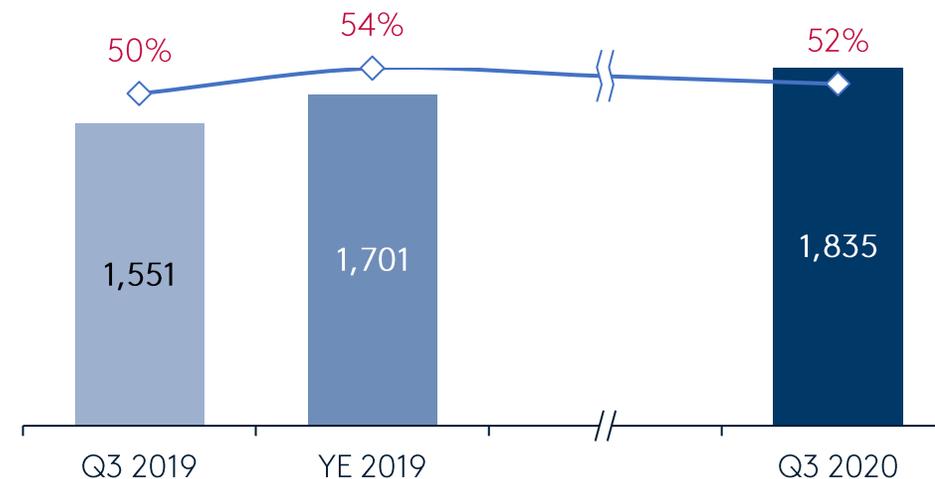
Capital Adequacy Ratio

figures in Million KWD

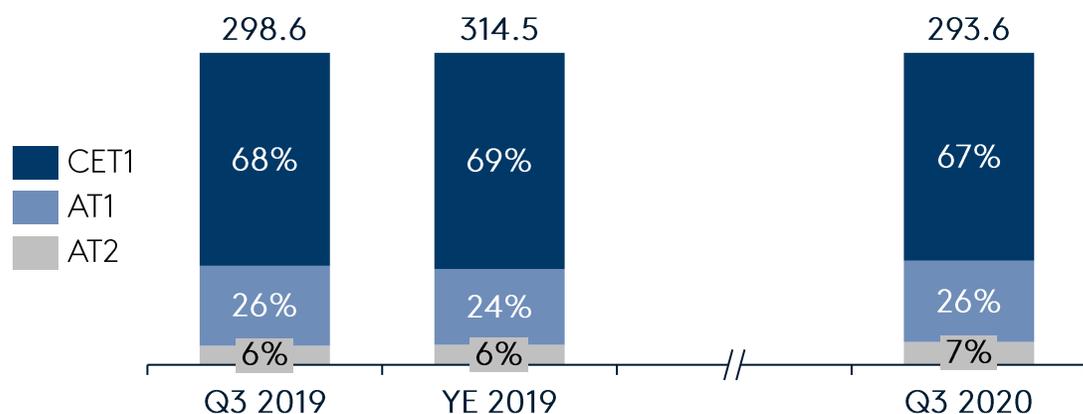
CAR %



RWA to T. Assets



Capital Base



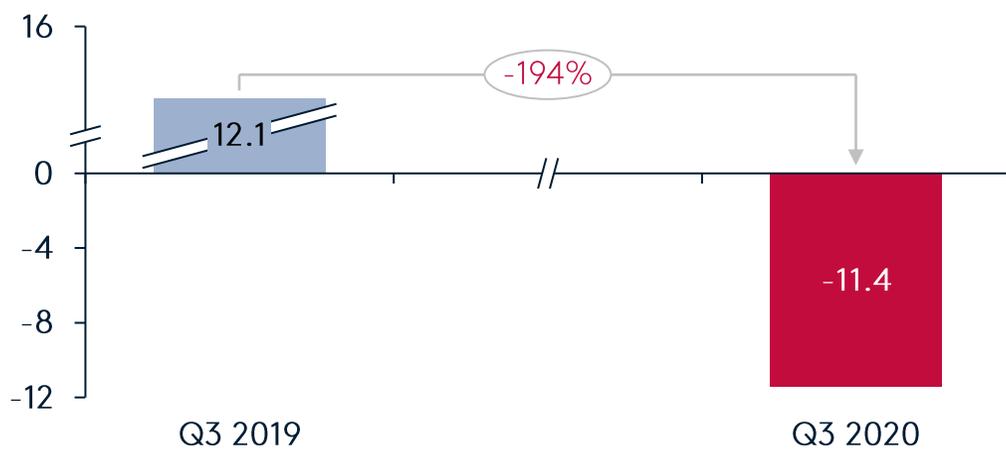
Regulatory Leverage



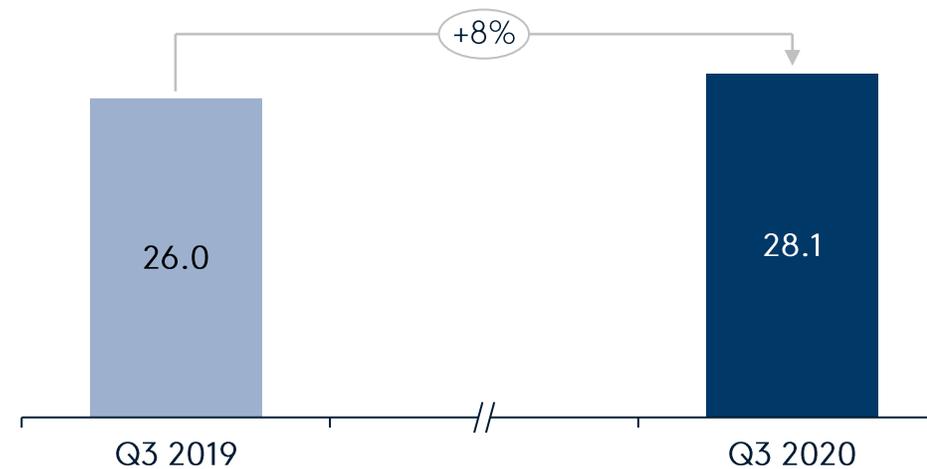
Earnings Results

figures in Million KWD

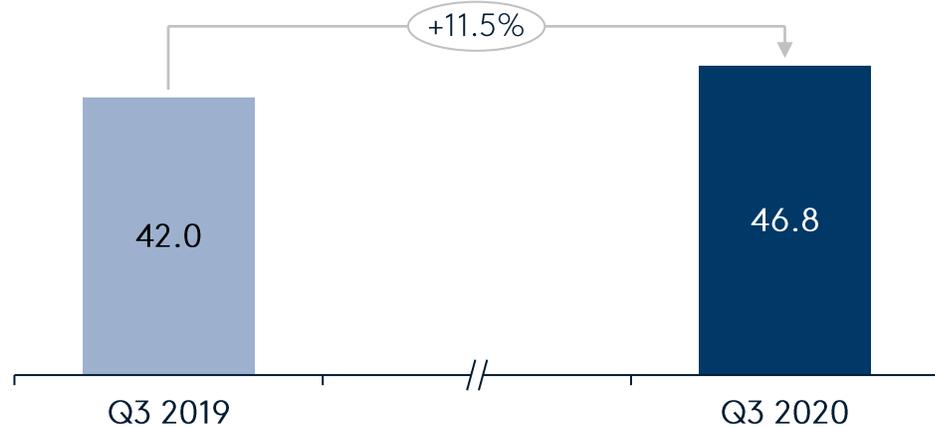
Net Profit



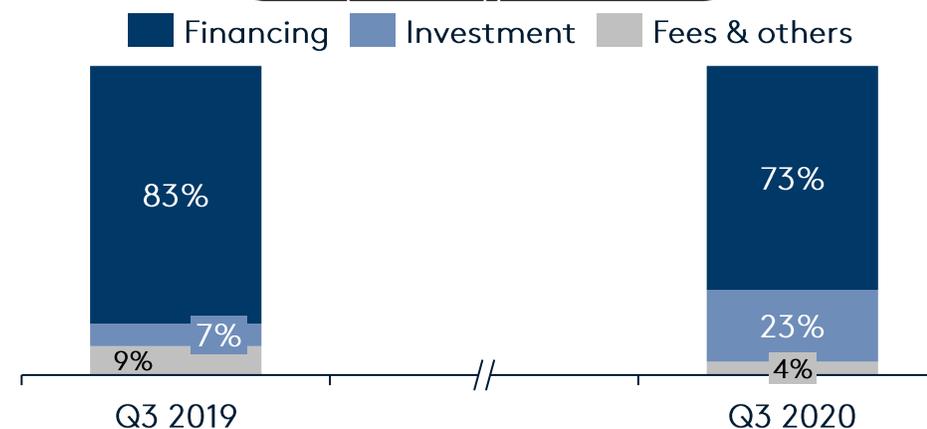
Net Profit before Provision



Operating Income



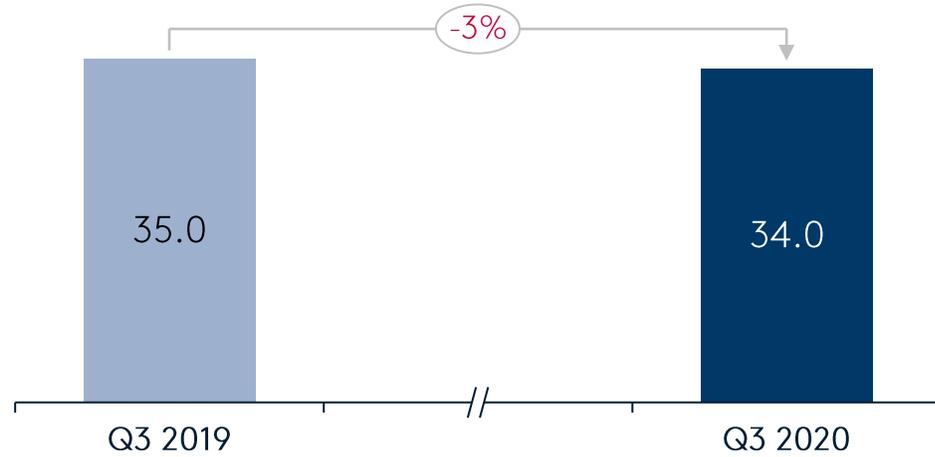
Composition of Operating Income



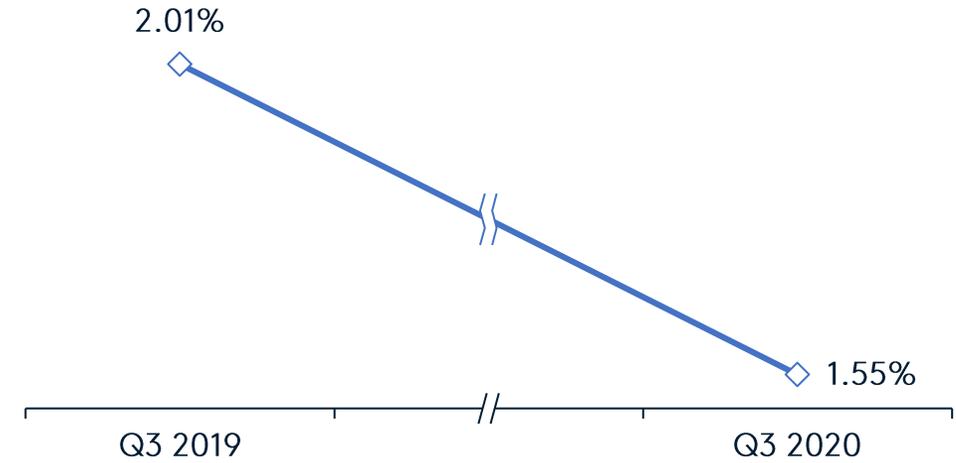
Earnings Results (Continued)

figures in Million KWD

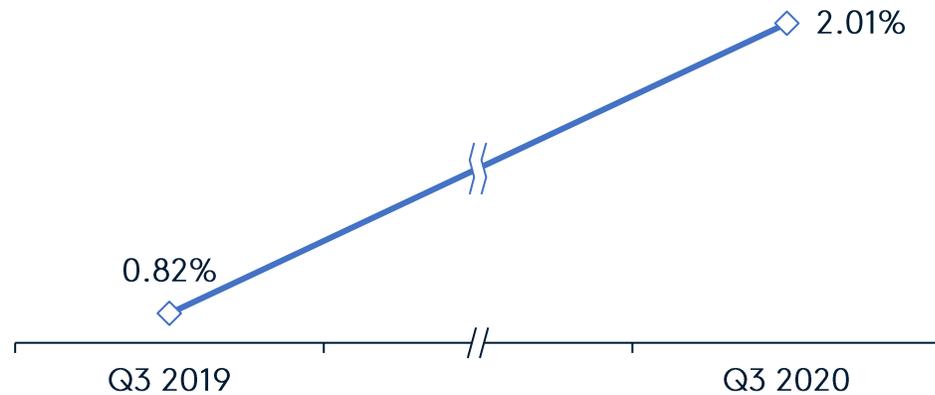
Net Financing Income



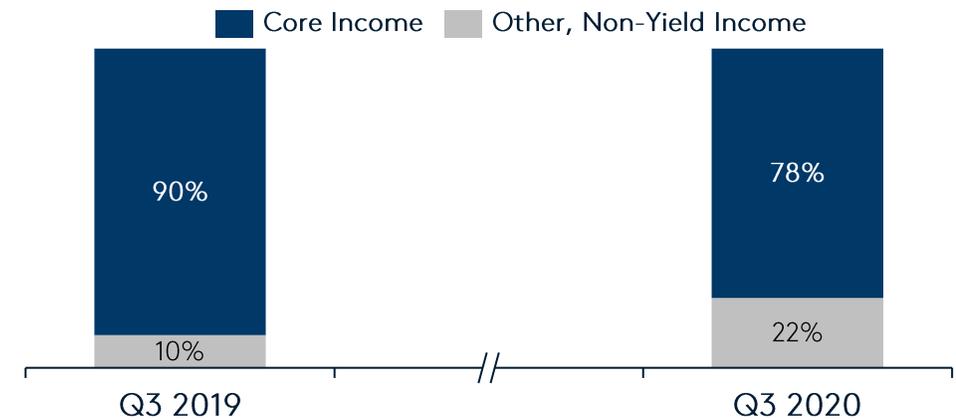
Net Financing Margin



Provision Charged %

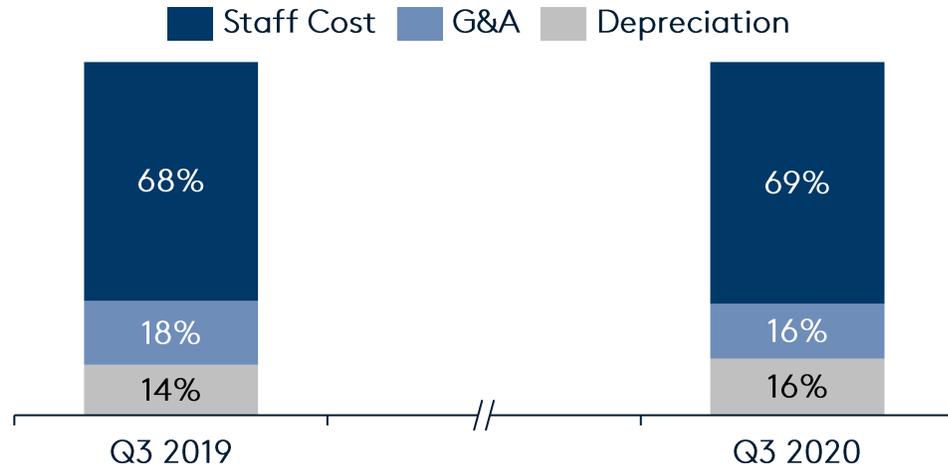


Ratios of Core Income

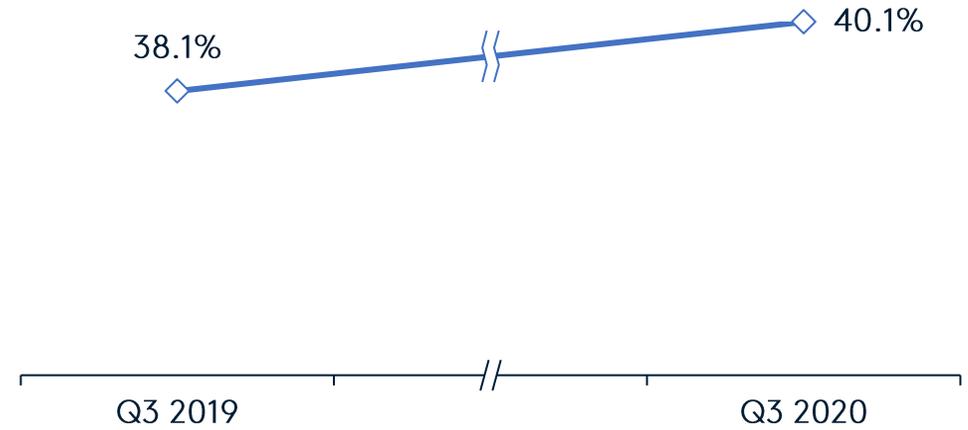


Earnings Results (Continued)

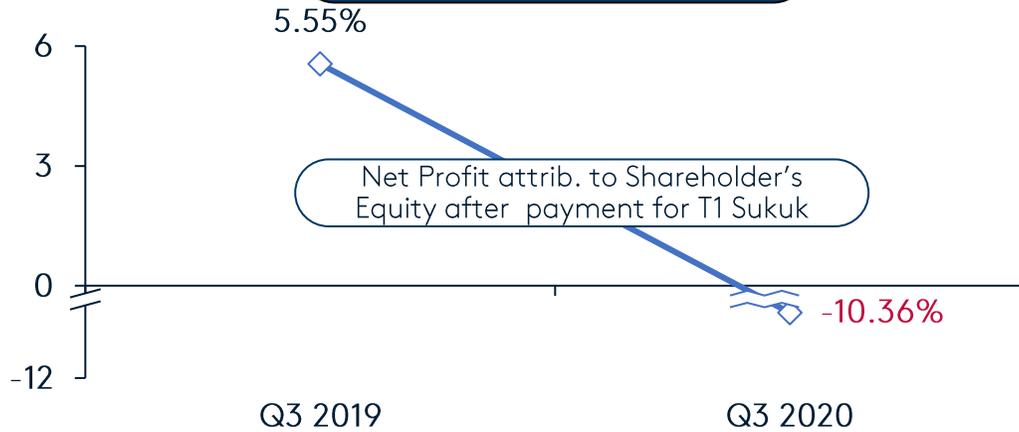
Operating Cost



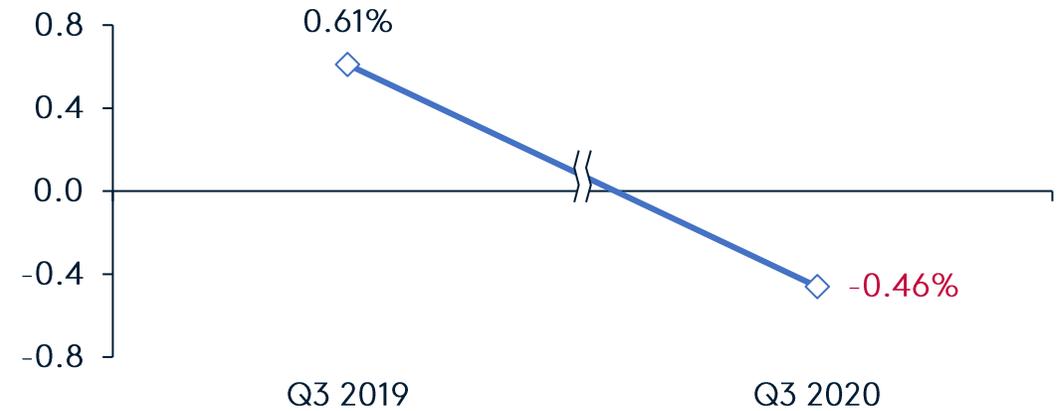
Cost to Income Ratio



ROAE



ROAA



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Financial Position

(All Figures in KWD'000)	Q3-2020	YE-2019	Growth (YTD)	
			KWD	%
Placements & Balances with Banks	514,824	328,247	186,577	57%
Financing Receivable	2,473,844	2,261,974	211,870	9%
Investments	495,591	490,762	4,829	1%
Fixed & Other Assets	62,649	62,688	(39)	(0%)
Total Assets	3,546,908	3,143,671	403,237	13%
Due to Banks & FIs	572,427	953,303	(380,876)	(40%)
Customer Deposits	2,359,046	1,705,811	653,235	38%
Senior Sukuk	303,706	152,179	151,527	100%
Other Liabilities	50,325	38,018	12,307	32%
Total Liabilities	3,285,504	2,849,311	436,193	15%
Paid-up Capital	197,500	190,000	7,500	4%
Retained Earnings	(17,077)	17,561	(34,638)	(197%)
Reserves	4,618	10,436	(5,818)	(56%)
Tier 1 Sukuk	76,363	76,363	0	0%
Total Equity	261,404	294,360	(32,956)	(11%)
Total Liabilities and Equity	3,546,908	3,143,671	403,237	13%

Income Statement

(All Figures in KWD'000)	Q3-2020	Q3-2019	Growth (Y-o-Y)	
			KWD	%
Financing Income	84,067	79,609	4,458	6%
Financing Cost	50,115	44,622	5,493	12%
Net Financing Margin	33,952	34,987	(1,035)	(3%)
Investment Income	10,845	3,087	7,758	251%
Fees & Commissions	2,640	2,695	(55)	(2%)
Foreign Exchange Income	(1,586)	918	(2,504)	(273%)
Other Income	976	313	663	212%
Operating Income	46,827	42,000	4,827	11%
Staff Cost	12,858	10,828	2,030	19%
General & admin expenses	2,915	2,895	20	1%
Depreciation Expenses	2,996	2,283	713	31%
Operating Expenses	18,769	16,006	2,763	17%
Net Operating Income	28,058	25,994	2,064	8%
Provisions	39,489	13,271	26,218	198%
Taxes	0	580	(580)	(100%)
Net Profit	(11,431)	12,143	(23,574)	(194%)
EPS (fils)	(10.42)	4.57	(14.99)	

Bursa Announcements

16 Sep, 2020	Credit Rating Disclosure
15 Sep, 2020	Material Information Disclosure Warba Bank head office gradual move to arraya tower
14 Sep, 2020	Disclosure regarding an unusual trades during trading session 14/9/2020
06 Sep, 2020	Warba Bank's Disclosure about Dealing with Rumors and News
06 Sep, 2020	Disclosure regarding an unusual trades during trading session 06/09/2020
31 Aug, 2020	Warba Bank's Disclosure about Dealing with Rumors and News
25 Aug, 2020	[Supplementary Disclosure] Transcript of the Analysts Conference
24 Aug, 2020	The Presentation of Analyst / Investor Conference for the 1st & 2nd Quarter 2020
16 Aug, 2020	Financial Results 31/03/2020
16 Aug, 2020	Financial Results 30/06/2020
16 Aug, 2020	Disclosure of the Impact of the Incidents Resulted from the Novel Corona Virus Pandemic on the Financial Statements
13 Aug, 2020	Disclosure regarding an unusual trades during trading session 12/8/2020
15 Jul, 2020	Disclosure regarding transaction of an insider in WARBA BANK
06 Jul, 2020	[Supplementary Disclosure] Supplementary Disclosure Comment on CBK Circular No. (2/BS/IBS/461/2020) dated 5/7/2020

“Contact Us”

Email: IR@WARBABANK.COM

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THANK YOU