

Kuwait: 25/04/2022
Ref: 2830/2022

الكويت: 2022/04/25
الإشارة: 2022/2830

To: Mr. Mohammad Saud Al-Osaimi
CEO - Boursa Kuwait

Dear Sir,

**PowerPoint Presentation of First quarter
Analysts' Conference Call**

Reference is made to the provisions of Article no. (8-4-2) of Boursa Kuwait Rulebook issued by virtue of Resolution no. 1 of 2018, as amended, concerning the continuing obligations of listed companies classified under the "Premier Market Segment" under which Boubyan Bank is categorized.

We attach herewith a copy of the PowerPoint Presentation of Analysts' Conference Call for the First quarter for the year 2022 held via Live Webcast at 02:00 pm on Monday, April 25th 2022, noting that there was no material information disclosed over the call.

Best regards,

السيد / محمد سعود العصيمي المحترم
الرئيس التنفيذي - شركة بورصة الكويت

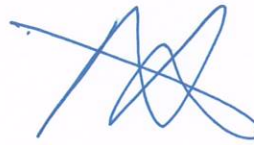
السلام عليكم ورحمة الله وبركاته وبعد ،،،

العرض التقديمي لمؤتمر المحللين للربع الأول

بالإشارة الى أحكام المادة رقم (8-4-2) من قواعد البورصة الصادرة بموجب القرار رقم (1) لسنة 2018 وتعديلاته، والمتعلقة بالالتزامات المستمرة المطلوبة من الشركات المدرجة المصنفة ضمن شريحة -السوق الأول - (Premier Market) والتي تم تصنيف بنك بوبيان ضمنها.

نرفق لكم نسخة من العرض التقديمي لمؤتمر المحللين للربع الأول لسنة 2022 الذي انعقد عن طريق بث مباشر على شبكة الأنترنت (Live Webcast) في تمام الساعة 02:00 (وفق التوقيت المحلي) من بعد ظهر يوم الأثنين الموافق 2022/04/25؛ هذا مع العلم بأنه لم يتم الكشف عن أي معلومة جوهرية تخص البنك خلال المؤتمر المذكور.

وتفضلوا بقبول فائق الاحترام ،،،



Abdullah Al-Najran Al-Tuwaijri
Chief Executive Officer, Private,
Consumer, & Digital Banking

بنك بوبيان - ص.ب. 25507 - الصفاة 13116 الكويت
P.O.Box 25507 - Safat 13116 Kuwait

وحدة الشكاوي - برج مبارك
Complaint Unit - Mubarak Tower
complaintunit@bankboubyan.com

Tel: (965) 2232 5000
Call Centre: (965) 1 82 00 82



عبد الله النجران التويجري
الرئيس التنفيذي - الخدمات المصرفية
الخاصة، الشخصية والرقمية

Boubyan Bank Investor Presentation

April 2022

نعمل باتقان

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 SOLELY 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 (and is the sole responsibility of) Boubyan Bank K.S.C.P. (the “Bank”).

The information herein may be amended and supplemented and may not as such be relied upon for the purposes 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 projections, valuations and statistical analyses are provided to assist the recipient 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 prediction 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 the 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 authorised to give any information or to make any representation 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 authorised by or on behalf of the Bank.

This presentation does not constitute an offer or an agreement, or a solicitation of an offer or an agreement, to enter into any transaction (including for the provision of any services). No assurance is given that any such transaction can or will be arranged or agreed.

Certain statements in this presentation may constitute forward-looking statements. These statements reflect the Bank's expectations and are subject to risks 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 risks and uncertainties or to publicly announce the result of any revisions to the forward-looking statements made herein.

1 Boubyan's Performance & Strategy – At a glance

2 Income statement analysis

3 Balance sheet analysis

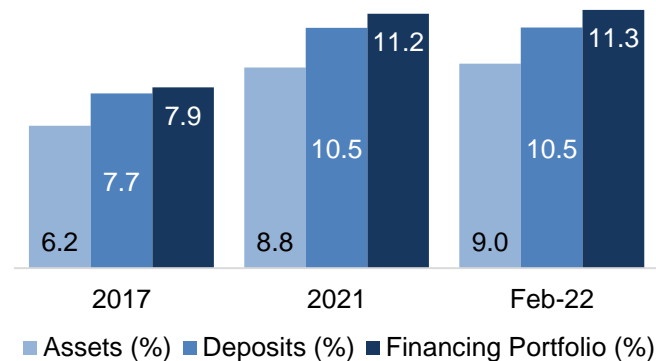
4 Capitalisation and Leverage

Financial Highlights

Financial snapshot

KD million	3M 2022	3M 2021	Growth %
Net Profit to shareholders	17.0	12.6	34%
Operating Income	49.7	45.1	10%
Operating Profit	26.0	24.8	5%
Total Assets	7,460	6,772	10%
Financing Portfolio	5,671	4,937	15%
Customer Deposits	5,501	5,238	5%
Earnings per share (Fils)	4.17	3.78	10%

Market share (%)



Key Financial Metrics

	3M 2022	3M 2021	Variance
Return on Average Equity (%)	11.2	8.7	2.5
Return on Average Assets (%)	0.9	0.8	0.1
Cost to Income (%)	47.6	45.0	2.6
NPL Ratio (%)	1.0	1.2	-0.2
Capital Adequacy Ratio (%)	15.5	16.2	-0.7

Credit Ratings

Rating Agency	Long Term Rating	Outlook	Date
MOODY'S	A2	Stable	Apr 2022
STANDARD & POOR'S	A-	Positive	Feb 2022
FitchRatings	A	Stable	Mar 2022

The Bank's strategy builds on robust domestic foundations

Strategic objectives

Scale up the core business both domestically and internationally

Retail Banking

- Clear focus on high net worth and affluent clients
 - Expand branch footprint
 - Maintain leadership in customer experience
 - Product and channel innovation
 - Grow market share
-

Corporate Banking

- Primary banker for large and mid-market customers
 - Maintain fair share with super large corporate
 - Superior service (speed & quality)
 - Product and channel innovation
-

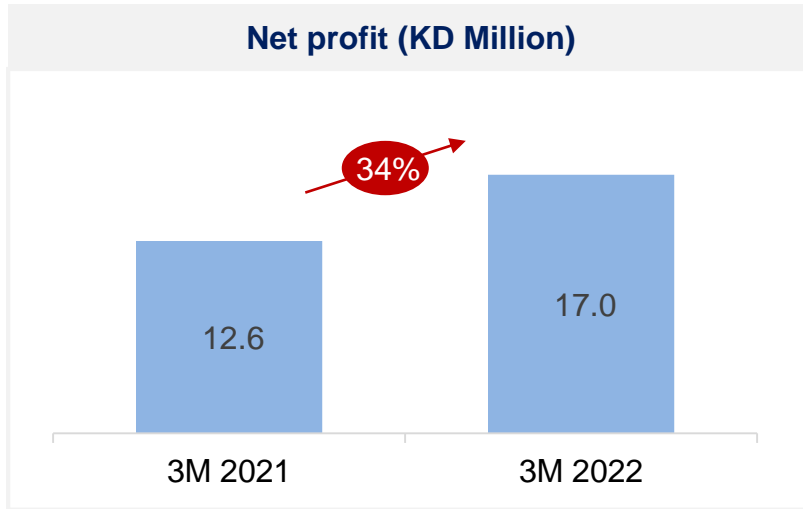
Private Banking / Wealth Management

- Scale the PB/WM management operating model
 - Expand product offerings in conjunction with Boubyan Capital, BLME, and NOMO bank
 - Grow market share
-

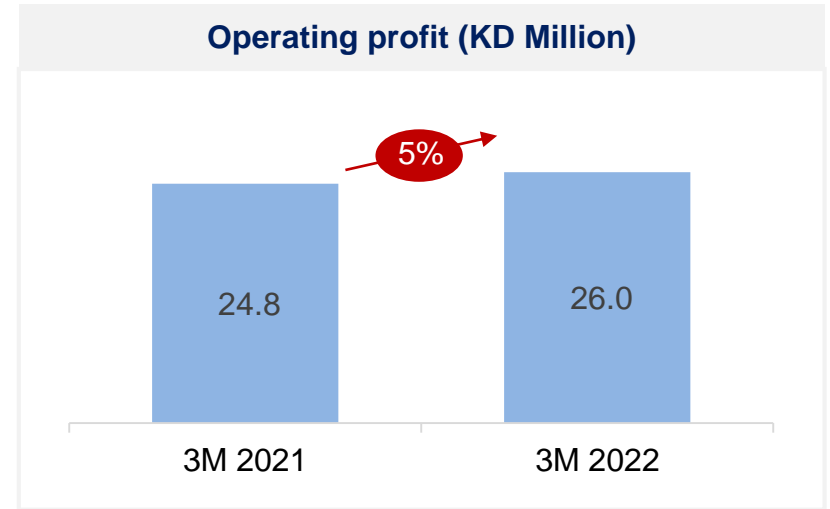
- 1 Boubyan's Performance & Strategy – At a glance
- 2 Income statement analysis**
- 3 Balance sheet analysis
- 4 Capitalisation and Leverage

Profitability and performance ratio

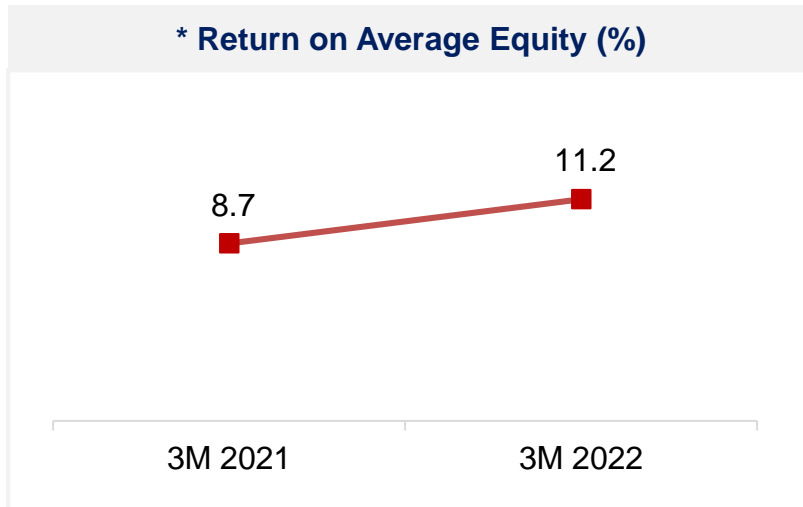
Net profit (KD Million)



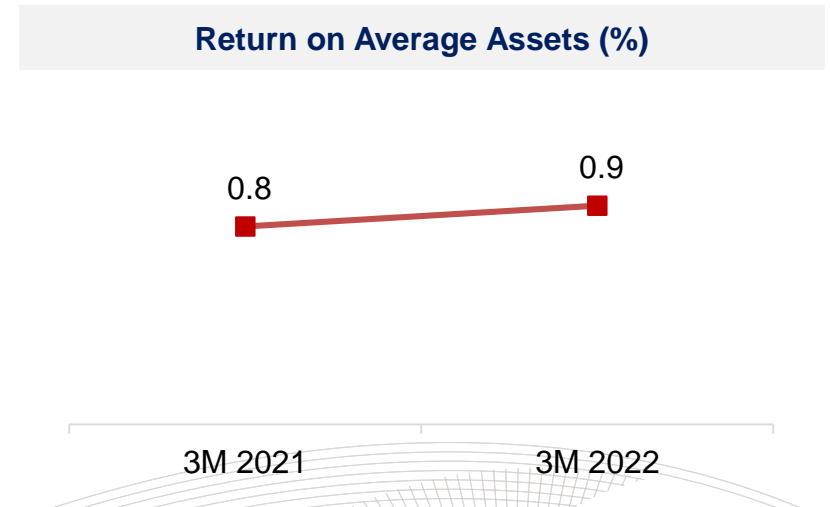
Operating profit (KD Million)



* Return on Average Equity (%)



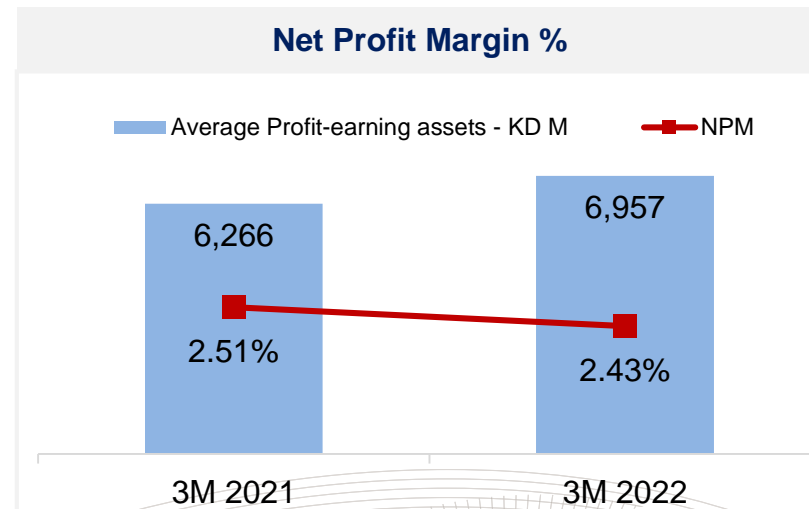
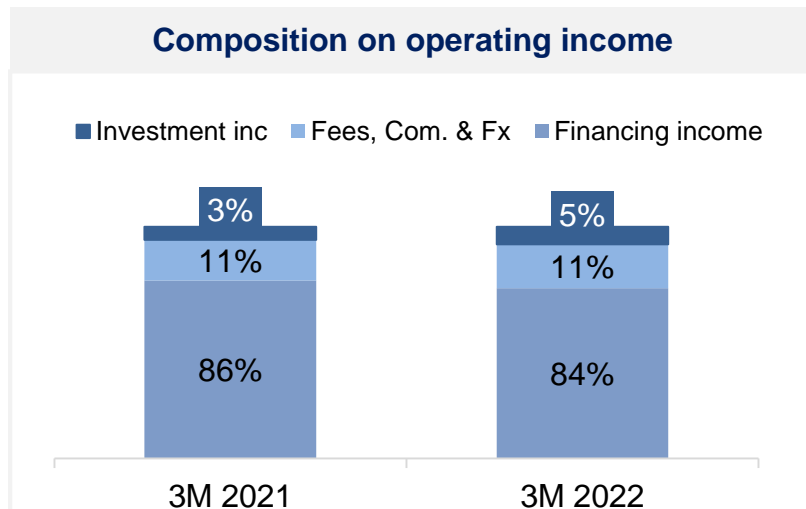
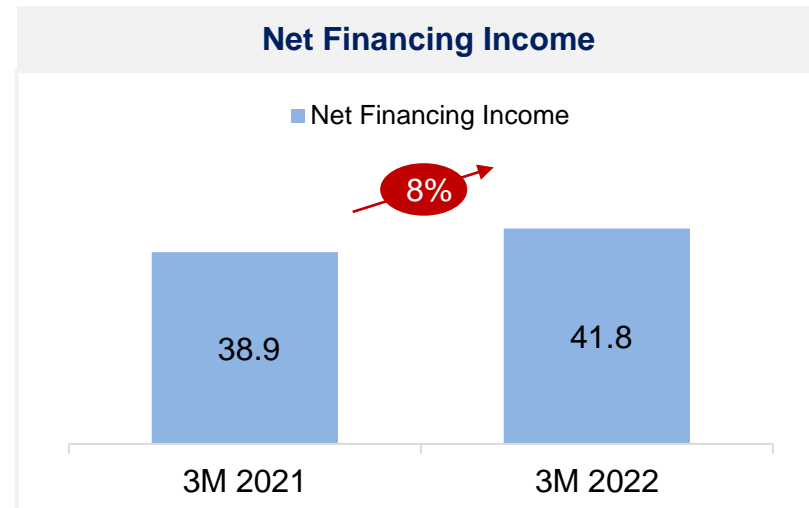
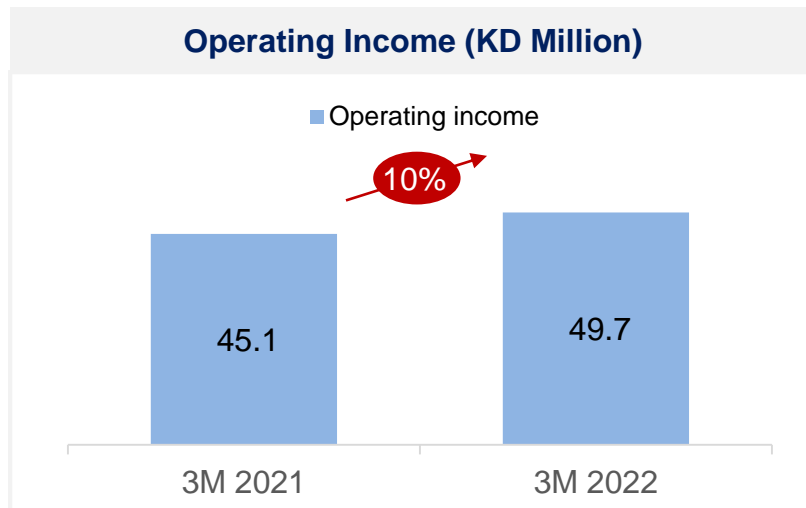
Return on Average Assets (%)



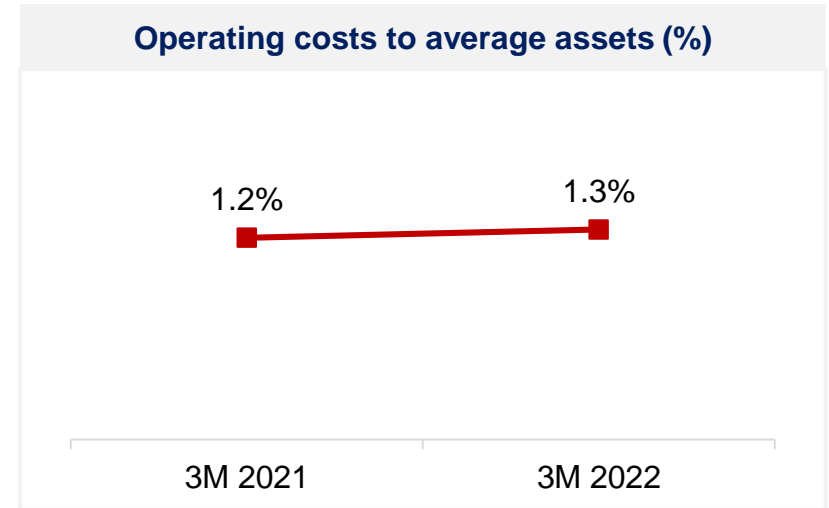
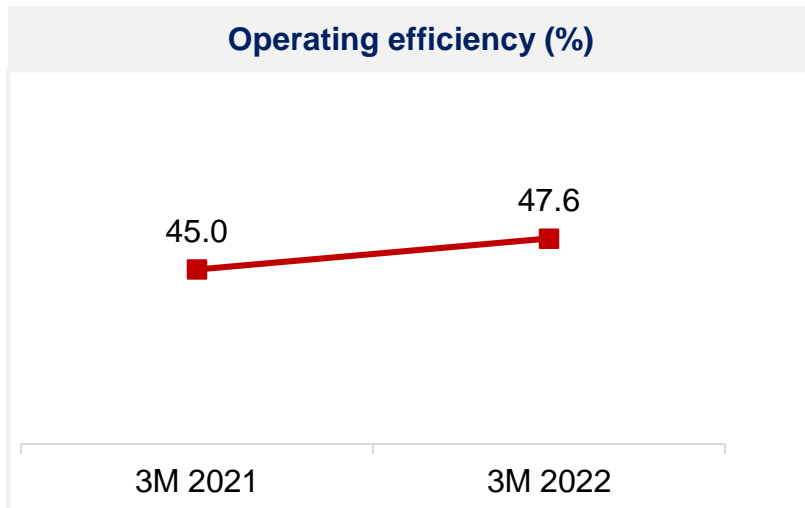
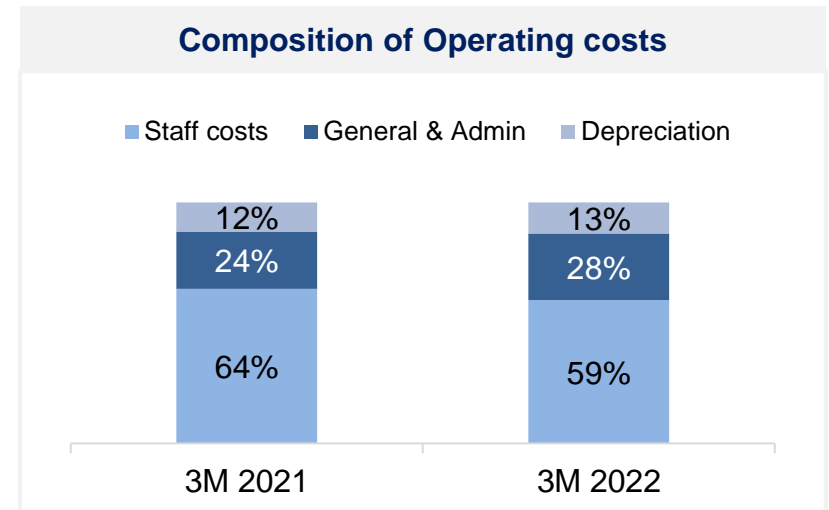
* Return on Average Equity is computed based on shareholders' equity after adjusting the net profit for Tier 1 Sukuk costs.

Source: Financial statements, Boubyan analysis

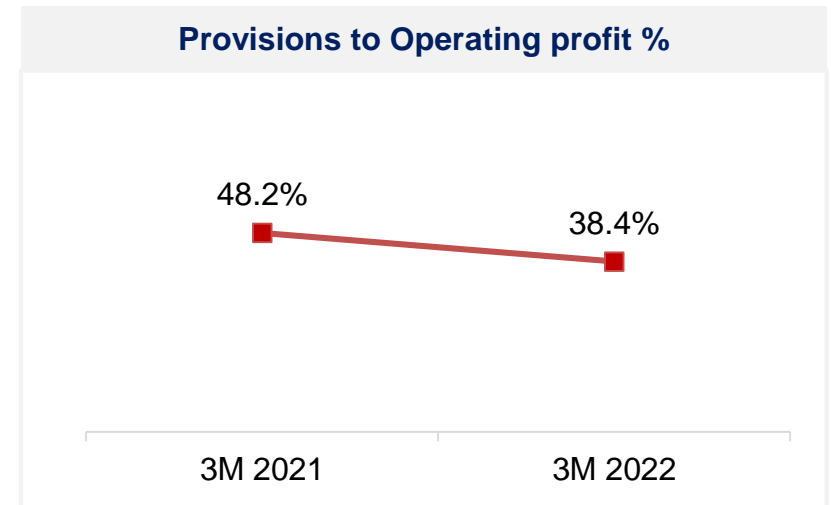
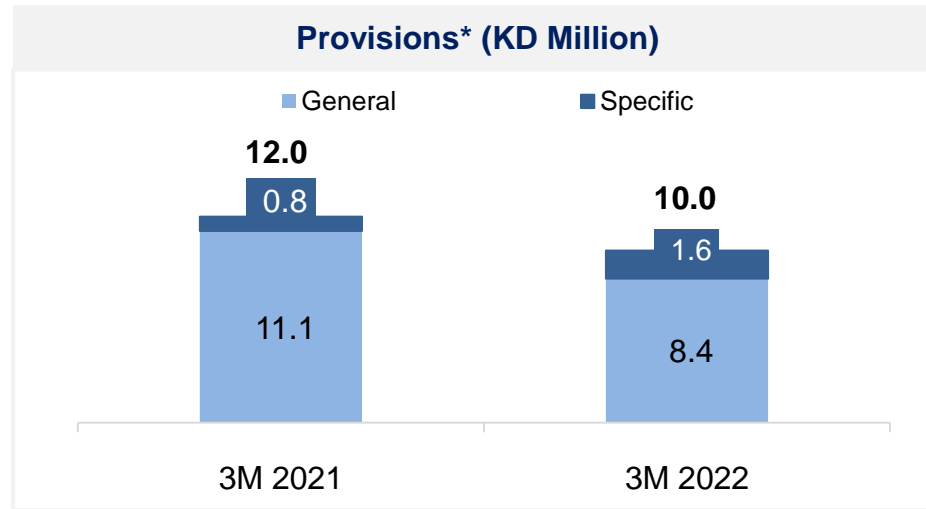
Operating income components and Net Profit Margins



Operating costs and efficiency



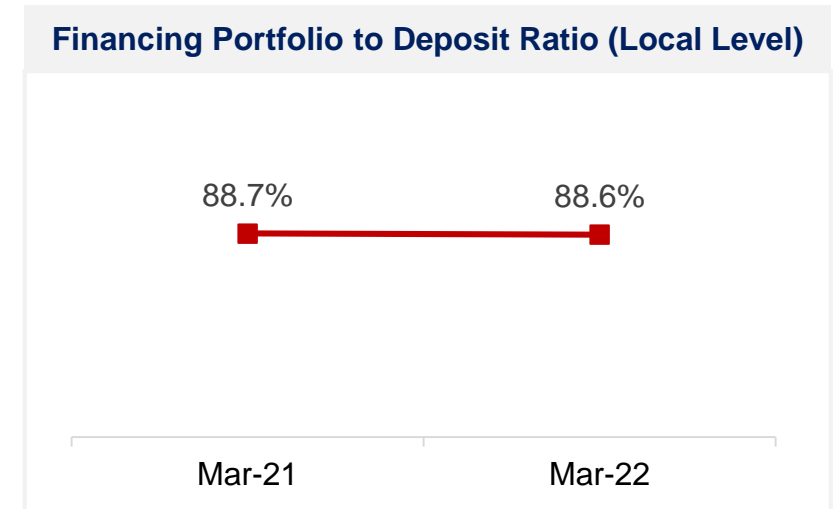
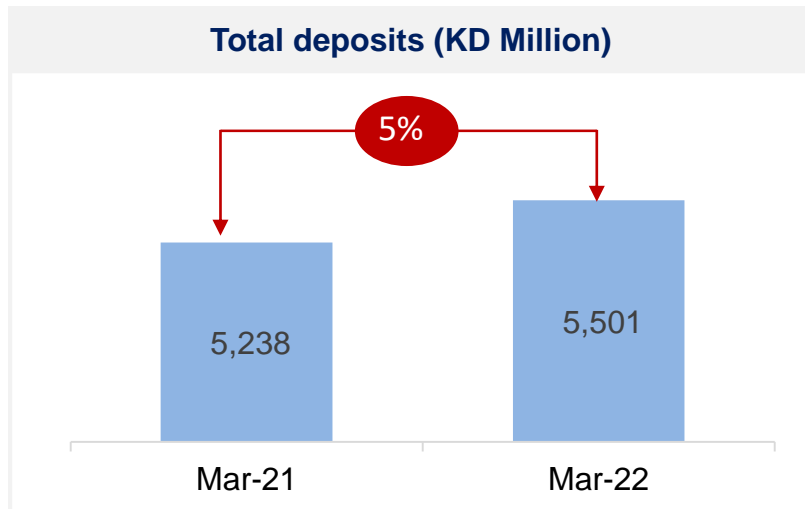
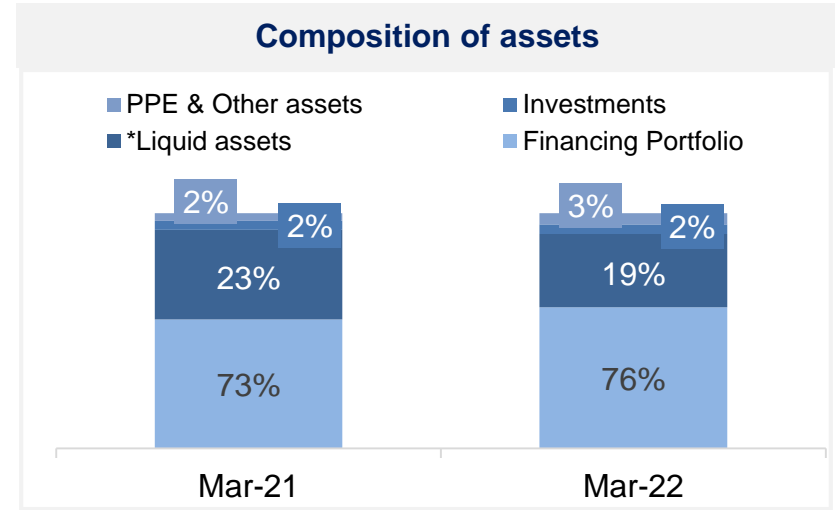
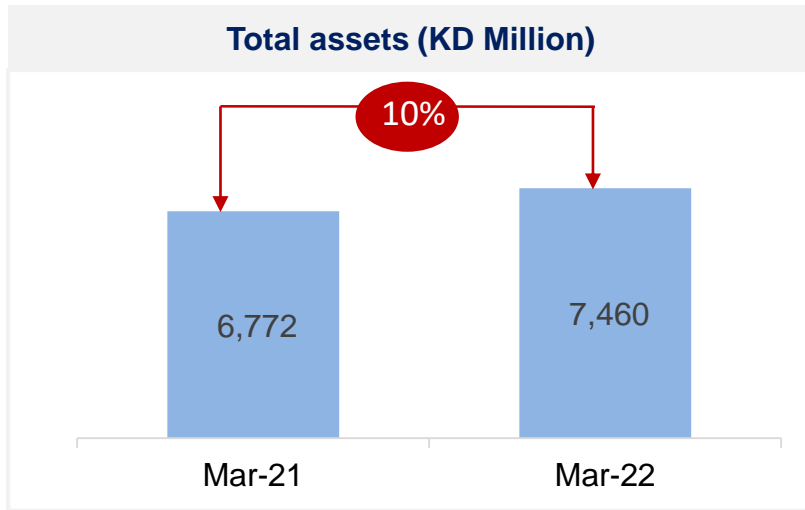
Provisions and related ratios



* General Provisions are shown inclusive of contingent provisions
Source: Financial statements, Boubyan analysis

- 1 Boubyan's Performance & Strategy – At a glance
- 2 Income statement analysis
- 3 Balance sheet analysis**
- 4 Capitalisation and Leverage

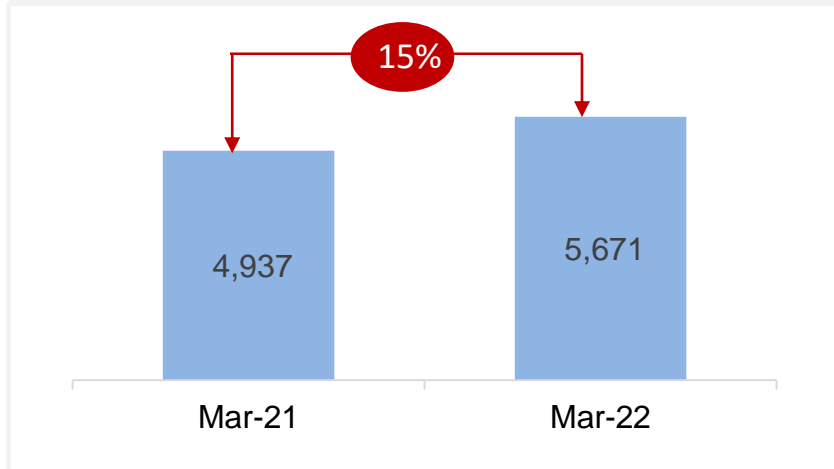
Assets and Sources of Funding



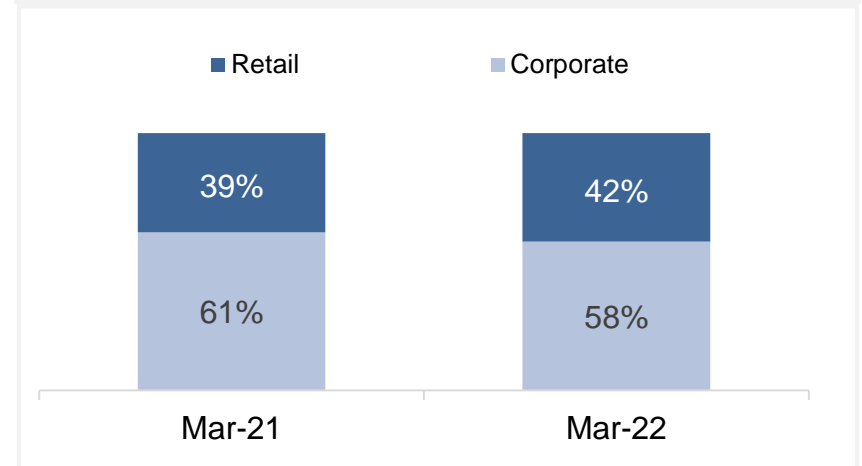
* Liquid assets include cash and balances with banks, Deposits with CBK, Deposits with other banks and Sukuk Investments
Source: Financial statements, Boubyan analysis

Financing Portfolio and asset quality

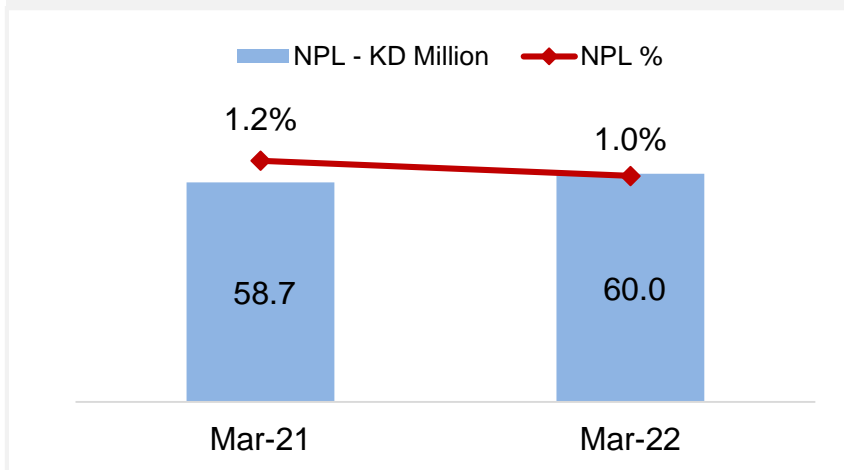
Financing Portfolio – KD Million



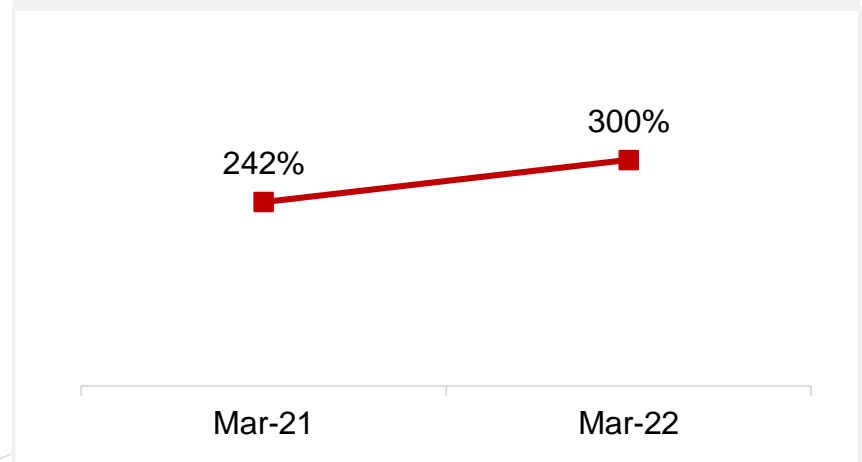
Composition of Financing Portfolio



Non performing Financing Portfolio



Loss Coverage ratio

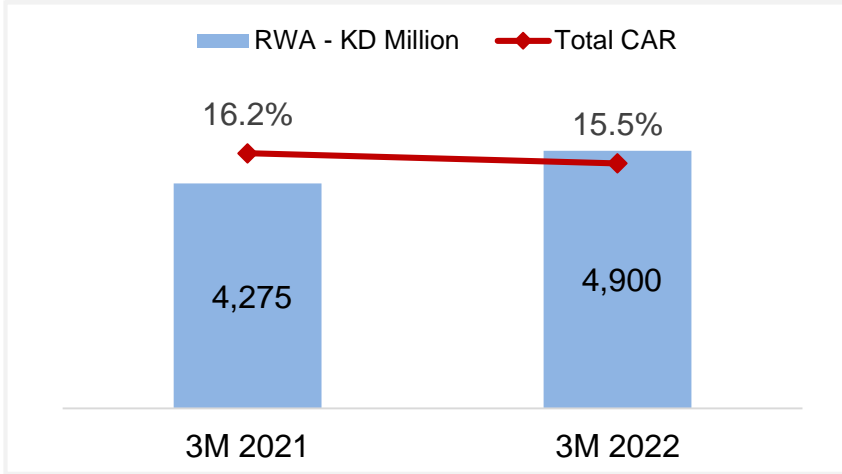


نعمل باتقان

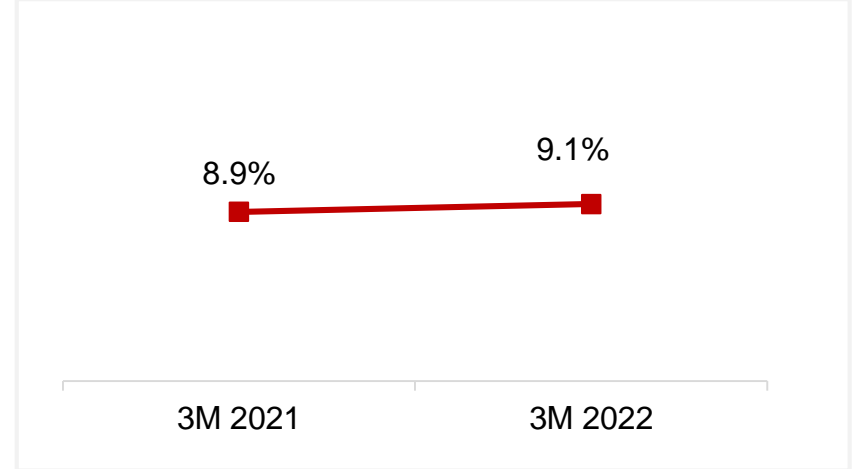
- 1** Boubyan's Performance & Strategy – At a glance
- 2** Income statement analysis
- 3** Balance sheet analysis
- 4** Capitalisation and Leverage

Capital Adequacy

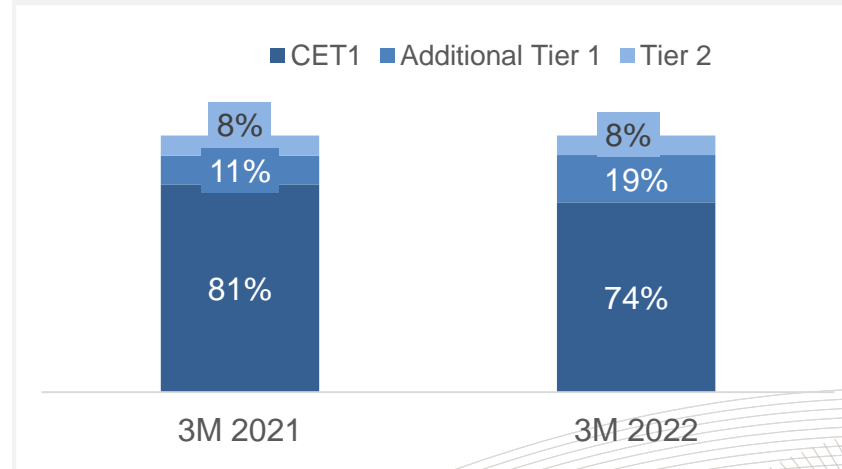
Capital adequacy ratio



Leverage ratio



Composition of regulatory capital



Questions ?

نعمل بآتقان

Appendix

Consolidated Financial Statements – 3M 2022

CONSOLIDATED STATEMENT OF INCOME KD Million	31-Mar 2022	31-Mar 2021
Income		
Islamic financing income	59.5	54.8
Financing cost	(17.7)	(16.0)
Net finance income	41.8	38.9
Net investment income	2.2	1.5
Net fees and commission income	4.6	3.7
Net foreign exchange gain	1.1	1.1
Operating Income	49.7	45.1
Expenses		
Staff cost	(14.1)	(13.0)
General and administrative expenses	(6.5)	(4.8)
Depreciation	(3.1)	(2.4)
Total Expenses	(23.7)	(20.3)
Profit before provision for impairment	26.0	24.8
Provision for impairment	(10.0)	(12.0)
Profit before taxes	16.0	12.9
Taxes and board remuneration	1.0	(0.5)
Non-Controlling Interests	(0.1)	0.3
Net Profit for the year	17.0	12.6

CONSOLIDATED STATEMENT OF FINANCIAL POSITION KD Million	31-Mar 2022	31-Mar 2021
Assets		
Cash and balances with banks	319	291
Deposits with Central Bank of Kuwait	228	287
Deposits with other banks	300	478
Islamic financing to customers	5,671	4,937
Investments in Sukuks	543	492
Other investment securities	164	107
Investment properties	18	47
Other assets	102	39
Property and Equipment	115	93
Total Assets	7,460	6,772
Liabilities and Equity		
Liabilities		
Due to banks	468	478
Depositors' accounts	5,501	5,238
Medium Term Financing	638	303
Other liabilities	102	109
Total liabilities	6,710	6,129
Equity		
Share capital	318	303
Share premium	157	157
Treasury shares	-0	-0
Reserves	53	47
Retained earnings	34	27
Equity attributable to equity holders of the bank	562	534
Perpetual Tier 1 Sukuk	150	75
Non-controlling interest	38	34
Total equity	750	643
Total liabilities and equity	7,460	6,772

Consolidated Income Statement

KD Million	31-Dec 2021	31-Dec 2020	31-Dec 2019
Income			
Murabaha and other Islamic financing income	223.2	223.1	207.6
Distribution to depositors and Murabaha Cost	(65.7)	(84.2)	(88.2)
Net finance income	157.5	138.9	119.5
Net investment income	8.8	6.8	6.2
Net fees and commissions income	16.8	12.3	16.4
Net foreign exchange gain	4.7	5.2	3.7
Other Income	0.0	4.3	0.0
Operating Income	187.8	167.5	145.8
Expenses			
Staff cost	(52.4)	(45.2)	(36.1)
General and administrative expenses	(25.2)	(20.0)	(17.1)
Depreciation and amortization	(9.6)	(9.2)	(7.9)
Total Expenses	(87.2)	(74.4)	(61.1)
Profit before provision for impairment	100.6	93.1	84.7
Provision for impairment	(50.8)	(59.0)	(18.7)
Profit before taxes	49.8	34.1	66.0
Taxes and board remuneration	(1.8)	(0.5)	(3.3)
Non-Controlling Interests	0.5	0.9	(0.0)
Net Profit for the year	48.5	34.4	62.6

Consolidated Statement of Financial Position

KD Million	31-Dec 2021	31-Dec 2020	31-Dec 2019
Assets			
Cash and balances with banks	350.5	286.7	232.4
Deposits with Central Bank of Kuwait	225.9	336.9	306.2
Deposits with other banks	387.9	180.1	330.0
Islamic financing to customers	5,513.1	4,823.3	3,826.1
Investments in Sukuks	529.3	523.0	306.3
Other investment securities	122.7	99.1	101.2
Investment properties	21.7	47.1	46.6
Other assets	92.7	49.5	65.6
Property and Equipment	108.2	91.4	86.2
Total Assets	7,351.9	6,437.1	5,300.5
Liabilities			
Due to banks	395.1	281.4	236.5
Depositors' accounts	5,618.8	5,107.7	4,347.2
Medium Term Financing	485.4	305.5	
Other liabilities	102.5	115.8	63.7
Total liabilities	6,601.8	5,810.4	4,647.4
Equity			
Share capital	318.0	302.8	288.4
Share premium	156.9	156.9	156.9
Proposed bonus share	15.9	-	14.4
Treasury shares	(0.1)	(0.1)	(0.1)
Reserves	52.8	44.0	54.0
Accumulated retained earnings / (losses)	4.1	14.1	35.8
Proposed cash dividends	15.9	-	26.0
Equity attributable to equity holders of the bank	563.5	517.9	575.4
Perpetual Tier 1 Sukuk	150.4	75.4	75.4
Non-controlling interest	36.2	33.5	2.3
Total equity	750.1	626.7	653.2
Total liabilities and equity	7,351.9	6,437.1	5,300.5

Thank you

نعمل بإتقان