

Q3 / 9M 2022 Results Presentation

Economic Outlook and Strategic Developments

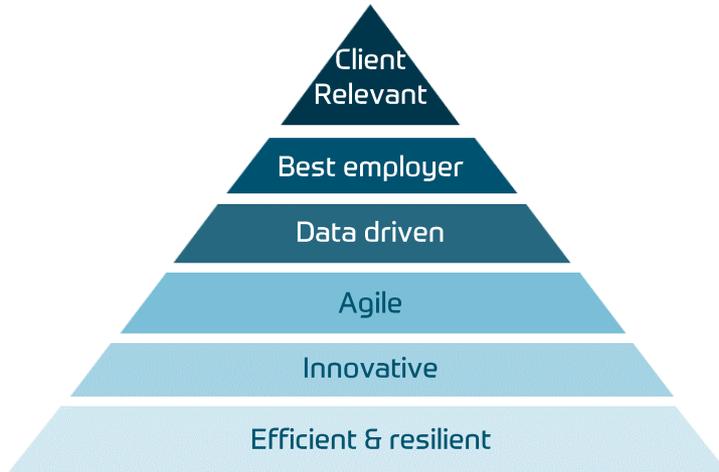
- ✓ **The economic outlook for the Group is somewhat mixed and uncertain**, with headwinds from geopolitical developments and persistent high inflation across some markets, being counterbalanced by tailwinds from sustained high oil and commodity prices and rising interest rates.
- ✓ **Our fast-paced digital transformation provides a robust foundation for Bank ABC's journey as a "Bank of the Future"**: notable achievements include the launch of our ila mobile-only retail bank in Jordan and completion of front-end Supply Chain Finance and Documentary Trade Finance platforms in wholesale bank's transformation programme.
- ✓ **The Bank further cemented its reputation as a digital innovation leader with prestigious industry acclaim** including 'The Banker Transaction Banking Award 2022 for the Middle East' and ila being awarded the 'Leading Digital Bank' in both the 'Middle East' and 'Consumer Banking' categories by IBS Intelligence.
- ✓ **Great progress continues to be made on BLOM Bank Egypt S.A.E. ("BBE")**, as it nears **Legal Day 1 merger** with ABC Egypt and is completing the detailed planning for full business integration to take place across 2023

Summary Financial Performance

- ✓ **The Group delivered a robust performance** with nine month's year-to-date (9M YTD) Net Profit attributable to the shareholders of the parent at US\$114 million, 43% higher compared to US\$80 million reported for the same period last year.
- ✓ **The Total Operating Income stands at US\$791 million, reflecting growth in underlying business across key markets and after consolidation of BBE during 2022**. This was a substantial 27% increase compared to US\$636m on underlying basis for the same period last year, with broad based performance delivery across all Group units.
- ✓ **Bank ABC continues to maintain a strong balance sheet and capital position** with a 16.5 % Tier 1 ratio (14.7% CET1), LCR of 220% and NSFR of 122%. Impairment charges (ECL) for the period were \$78m, similar to \$78 million reported for the same period last year, broadly in line with our historic credit loss experience.

Consistent Strategic Direction: Emphasizes Digital Transformation and our Acquisition in Egypt

| | | | | |
|-----------------------------|---|---|---|---|
| Strategic intent | MENA's leading international Bank | | | |
| Values | Client Centric | Collaborative | Consistent | |
| Strategic objectives | Build our Digital Bank of the Future <ul style="list-style-type: none"> / Transition Group Retail into ila / Build WB Digital / Leading Digital Payment Solutions | Refocus our Wholesale Banking Transformation <ul style="list-style-type: none"> / Refocus on selective corporate growth / Reinvigorate Financial Markets and Transaction Banking products / Refresh Europe Strategy | Integrate BBE to deepen Market Presence in Egypt <ul style="list-style-type: none"> / Integrate BBE with ABC Egypt / Build Egypt to be a primary engine of profit growth for the Group | Strengthen our Organizational Resilience <ul style="list-style-type: none"> / Operational resilience / Risk & Financial resilience |
| Progress in Q3 2022 | <ul style="list-style-type: none"> / launched ila in Jordan / Released New GTB digital functionality / AFS new strategy delivering strong revenue growth | <ul style="list-style-type: none"> / Accelerated onboarding of new-to-bank clients | <ul style="list-style-type: none"> / Legal day One merger of new combined Bank nearing completion | <ul style="list-style-type: none"> / Kept Stable credit rating / Maintained Capital and liquidity ratios well above regulatory levels |



- Launch of ila in Jordan in September 2022
- Corporate digital onboarding rolled-out across all our Markets
- WB central processing Hub live in Bahrain
- 2nd release of Supply Chain finance
- 1st release of Doc Trade platform
- Launched WB Corporate portal framework



Q3 2022 Awards



The Banker

Bank ABC wins The Banker's Transaction Banking Award 2022 for the Middle East



GF World's Best Consumer Digital Bank Awards

- / Best Consumer Digital Bank
- / Best User Experience (UX) Design
- / Best Mobile Banking App
- / Best in Social Media Marketing & Services
- / Most Innovative Digital Bank



IBSi NeoChallenger Bank Awards 2022

Leading Digital Bank –Middle East Region
Leading Digital Bank – Consumer Category



Red Dot

Red Dot Branding & Communication Award for ila's superior app design and user experience recognition



2022



Best Bank for 'Innovation in Digital Banking in the Middle East' by The Banker



Best Bank for Digital Solutions in Bahrain by Euromoney Awards for Excellence



Best Digital Banking Initiative at the MENA Banking Excellence Awards, by MEED



Best Treasury & Cash Management Bank in Bahrain and Tunisia from Global Finance

2021



Best Bank in Trade Finance (Bahrain) – at the GTR Leaders in Trade Awards 2021



Most Innovative Digital Onboarding Rollout by IBSi Global FinTech Innovation Awards



Fastest Growing Cash Management Bank in MENA from Global Banking & Finance Review



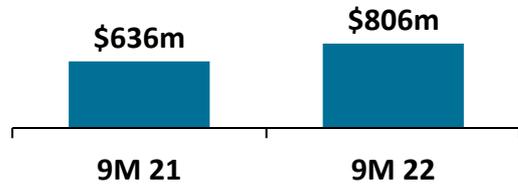
World's Best Financial Innovation Labs from Global Finance



Best Consumer Digital Bank in Bahrain/ Banking App in Bahrain (ila Bank) at the Global Finance Innovators Awards

Total Operating Income, \$m

Underlying*

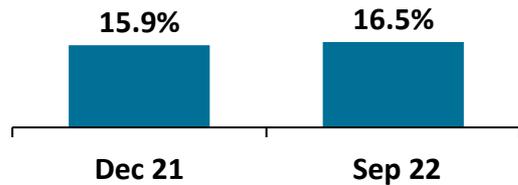


- Underlying TOI of \$806m (27% growth) reflects strong recovery across most of our markets and business lines, benefitting from increase in interest rates and consolidation of BBE.

Headline

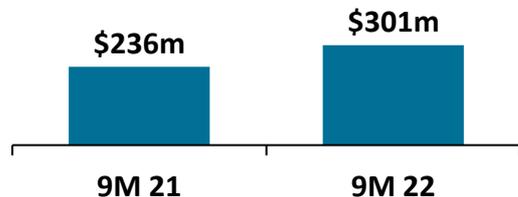


T1 Capital Ratio, %



- The Group has concluded an AT1 capital issuance, further strengthening its capital position
- Capital base remains strong, stable & significantly above regulatory minimum levels
- CET 1 Ratio (14.7%) comprises the majority of Tier 1 Ratio

Underlying Net Operating Profit, \$m



- Underlying* net operating profit (before provisions and taxation) +28% growth, also benefitting from the consolidation of BBE
- Net Profit to shareholders of \$114m (vs \$80m for 2021)**

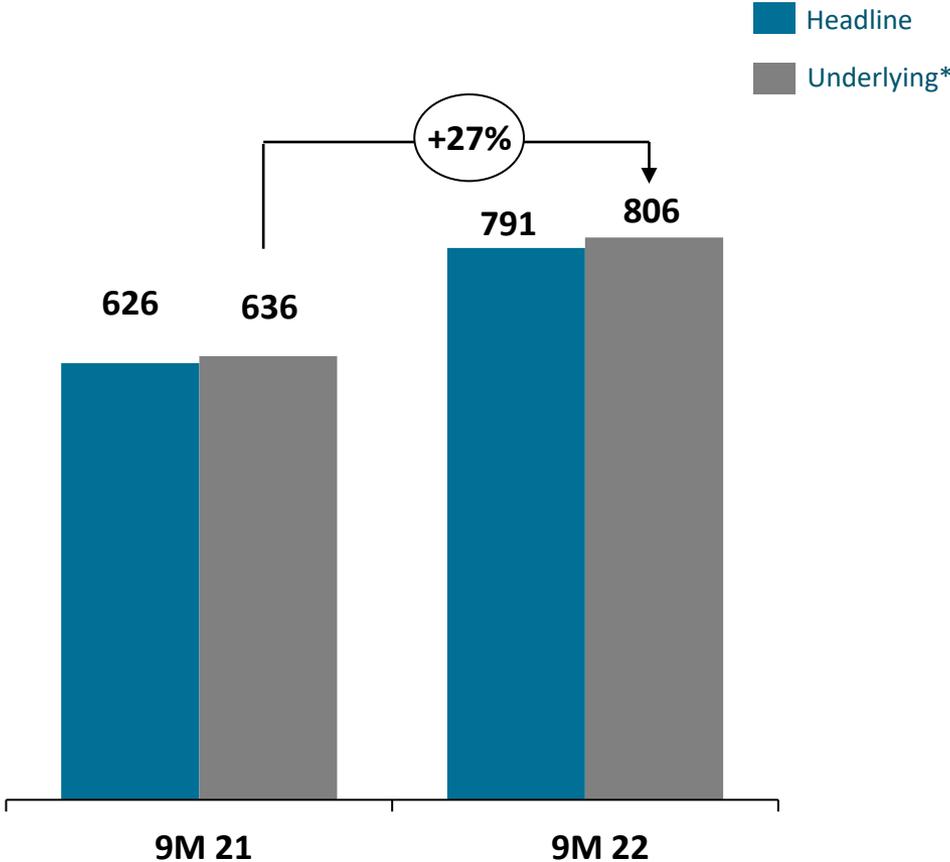
Total Operating Income(TOI), \$m

Underlying* TOI of \$806m was 27% higher than 9M 2021 levels, reflecting strong recovery across most of our markets and business lines, and benefiting from the consolidation of BBE

Client and transaction revenues have performed well with positive growth rates reflecting resilience across most of our markets and business lines, and good pipeline prospects for Q4

Headline net interest income at \$564m +35% year on year supported by higher loan volumes, consistent margins and the addition from BBE

Income is broad based and diversified across various business units



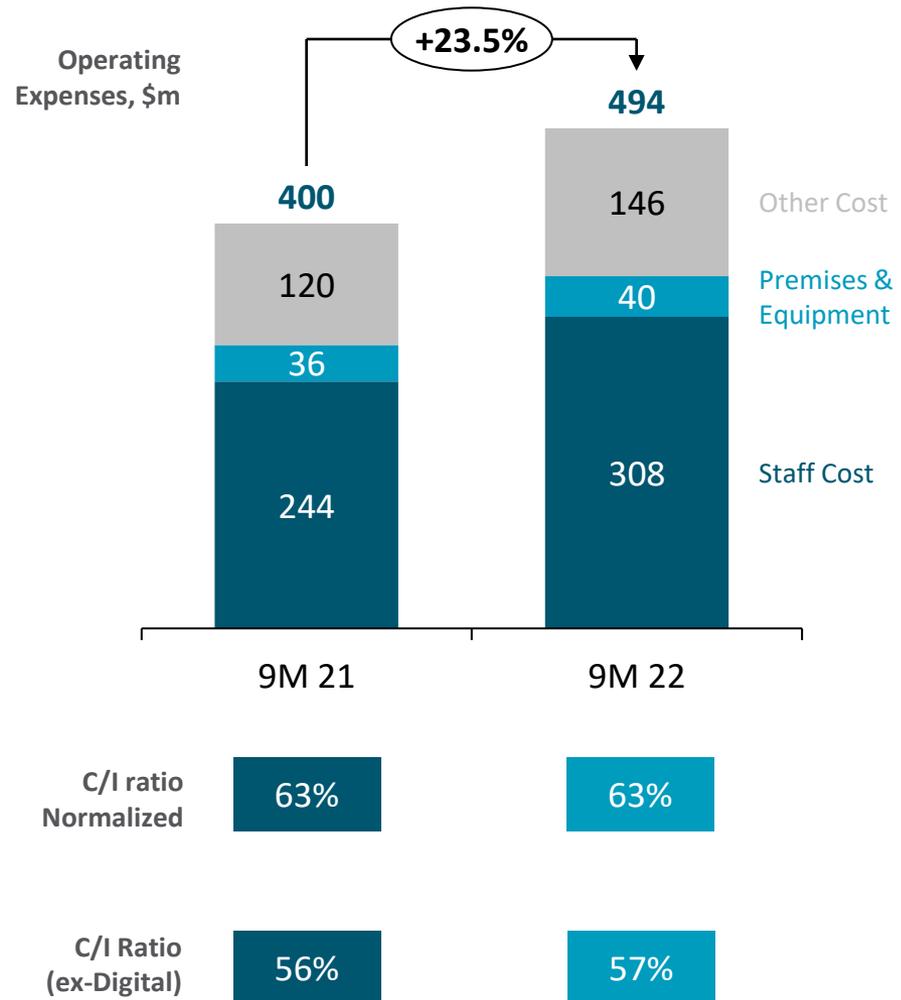
* Please refer to appendix for headline, and underlying basis calculation.

Operating Expenses and Cost to Income Ratio

✓ +24% headline increase in costs is the same as the revenue increase (representing “flat jaws”) from a combination of consolidation of BBE as well as the Group returning to a more normal level of activity

✓ The Group continues to enforce appropriate cost discipline without compromising on investments into the Group’s digital transformation and strategic initiatives.

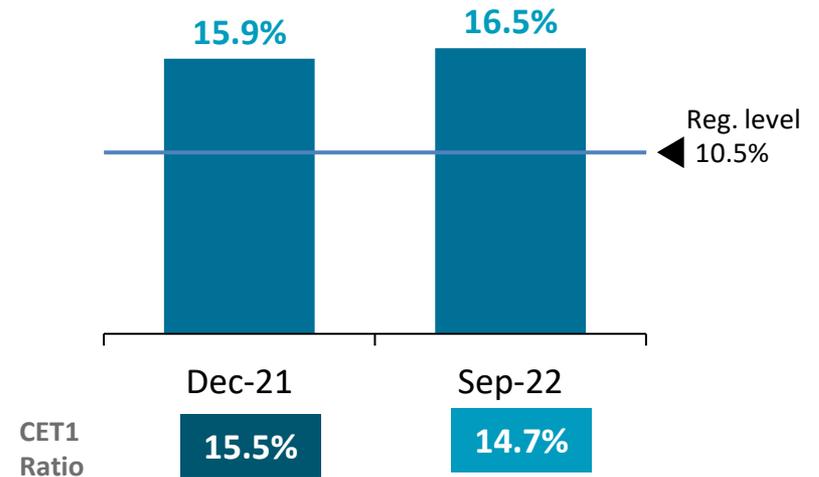
✓ Cost to income ratio slightly elevated reflecting the continuing levels of investment into the Group’s digital initiatives



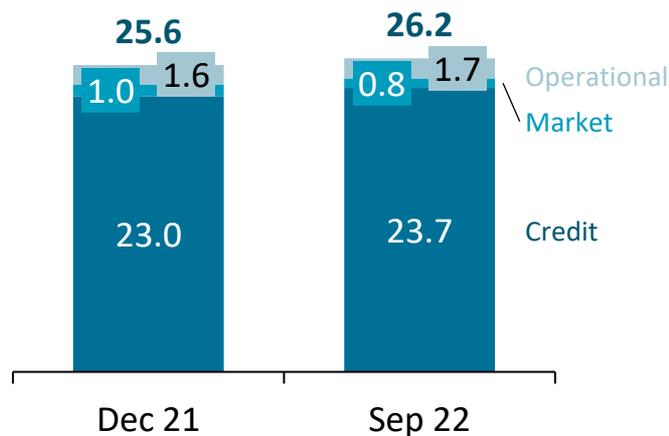
Overview

- Capital base remains strong, stable and significantly above regulatory minimum levels
- CET 1 Ratio (14.7%) comprises the majority of Tier 1 Ratio
- Total CAR of 17.6% as at end of Sep 2022
- RWA stood at \$26.2bn as of Sep 2022, compared to \$25.6bn as of Dec-2021 (+2%)

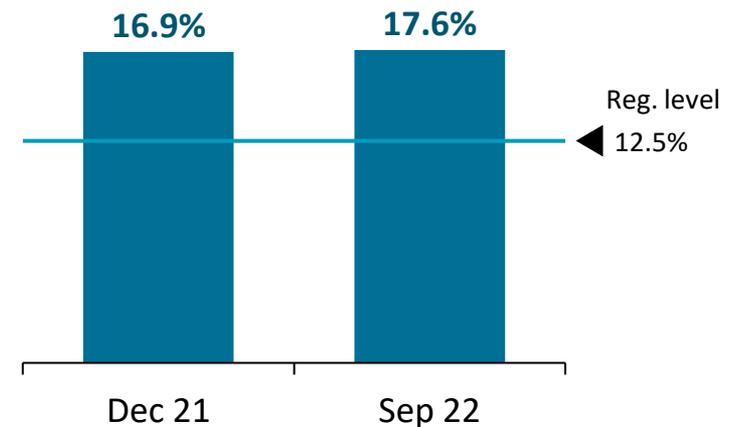
CET1 and Tier 1 Ratios, %



RWA by Type of Risk, \$bn



Capital Adequacy Ratio, %



✓ Total assets stood at \$34.8 billion at the end of the period, broadly in line with the \$34.9 billion at the 2021 year-end

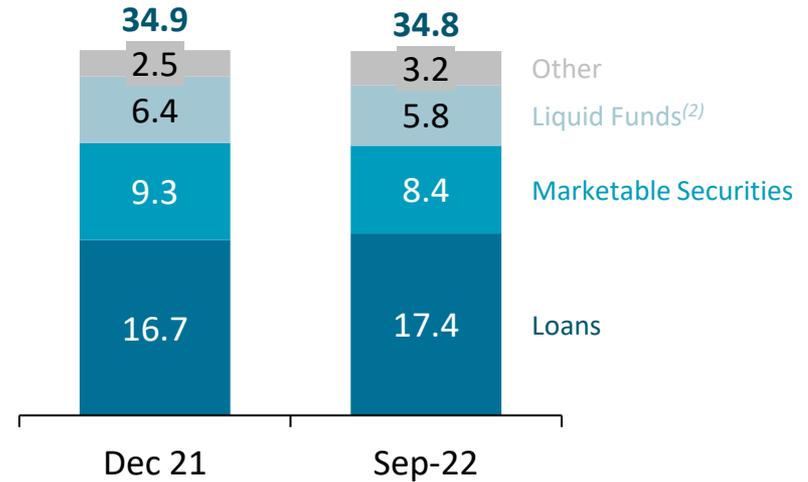
✓ More than half the Assets are maturing within 1-year

✓ Loans increased by 4% during 9 months of the year to \$17.4bn reflecting growth while emphasising selective underwriting

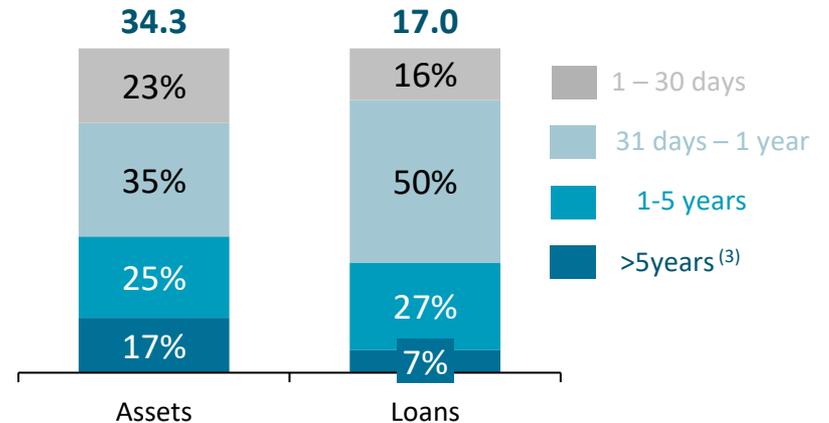
✓ Net loans to customer deposits ratio broadly stable at 82%, comparable to the 2021 year end levels

✓ Strong liquid funds position with LCR of 220% ⁽¹⁾ and NSFR of 122%

September 2022 Assets by Instrument, \$bn



September 2022 Assets by Maturity, \$bn



(1) LCR calculated net of trapped liquidity. (2) Liquid funds includes placements with banks & other financial institutions and securities bought under repurchase agreements. (3) >5 years includes undated.



Net profit of US\$ 114 million marks a solid and profitable 9M 2022 with revenues, costs and ECL broadly returning to pre-pandemic levels



9M 2022 Operating Income on an underlying basis grew by +27% year on year to reach \$806m reflecting good underlying business growth and including the consolidation of BLOM Bank Egypt



ECL charge broadly in line with our historic credit loss experience with strong balance sheet and asset quality being maintained



Continuing to achieve major delivery milestones in building our Bank of the Future

| Profit or Loss | US\$ millions | 2018 | 2019 | 2020 | 2021 | 9M 2021 | 9M 2022 |
|-------------------|---------------------------------------|------------|------------|------------|------------|------------|------------|
| | Interest Income | 559 | 564 | 516 | 592 | 419 | 564 |
| | Non-Interest Income* | 309 | 311 | 233 | 277 | 217 | 226 |
| | Total Operating Income (TOI)* | 868 | 875 | 749 | 869 | 636 | 790 |
| | Total Operating Expenses | -474 | -524 | -486 | -569 | -400 | -494 |
| | Operating Profit | 394 | 351 | 263 | 300 | 236 | 296 |
| | Provisions | -79 | -82 | -329 | -106 | -78 | -78 |
| | Profit before Taxes & M.I. | 315 | 269 | -66 | 194 | 158 | 218 |
| | Taxes* | -67 | -33 | -9 | -66 | -57 | -63 |
| | M.I. | -46 | -42 | -14 | -28 | -21 | -41 |
| Net Profit | 202 | 194 | -89 | 100 | 80 | 114 | |

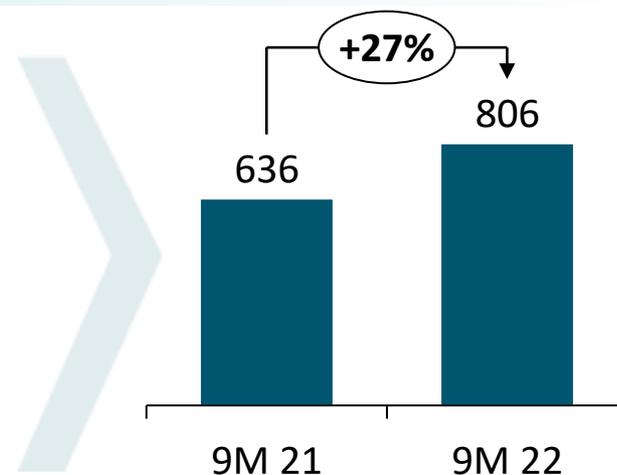
| Balance Sheet | US\$ millions | 2018 | 2019 | 2020 | 2021 | Sep 2021 | Sep 2022 |
|---------------|---------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Liquid Funds** | 6,266 | 5,323 | 5,378 | 6,355 | 6,053 | 5,782 |
| | Marketable Securities | 6,638 | 6,343 | 6,867 | 9,292 | 8,752 | 8,398 |
| | Loans & Advances | 14,884 | 16,452 | 15,656 | 16,716 | 16,417 | 17,350 |
| | Other | 1,761 | 1,950 | 2,506 | 2,538 | 3,150 | 3,301 |
| | Total Assets | 29,549 | 30,068 | 30,407 | 34,901 | 34,372 | 34,831 |
| | Customer Deposits | 16,464 | 17,065 | 17,667 | 21,459 | 21,091 | 21,668 |
| | Bank Deposits | 4,207 | 3,897 | 3,596 | 4,388 | 3,698 | 3,521 |
| | Borrowing | 2,012 | 2,080 | 1,795 | 1,211 | 1,604 | 1,240 |
| | Other | 2,550 | 2,537 | 3,205 | 3,608 | 3,750 | 3,906 |
| | Total Liabilities | 25,233 | 25,579 | 26,263 | 30,666 | 30,143 | 30,335 |
| | Shareholders' Equity | 3,862 | 4,031 | 3,767 | 3,872 | 3,860 | 3,705 |
| | Non-Controlling Interest | 454 | 458 | 377 | 363 | 369 | 401 |
| | Additional / Perpetual Tier-1 Capital | - | - | - | - | - | 390 |
| | Total Equity | 4,316 | 4,489 | 4,144 | 4,235 | 4,229 | 4,496 |
| | Total Liabilities & Equity | 29,549 | 30,068 | 30,407 | 34,901 | 34,372 | 34,831 |

| Key Metrics | Normalized Cost to Income, % | 55% | 60% | 65% | 65% | 63% | 63% |
|-------------|------------------------------|-------|-------|-------|-------|-------|-------|
| | Tier 1 Ratio, % | 17.2% | 16.9% | 16.6% | 15.9% | 15.2% | 16.5% |
| | CET 1, % | 17.0% | 16.6% | 16.2% | 15.5% | 14.9% | 14.7% |
| | RoAE,% | 5.2% | 4.9% | - | 2.6% | 2.8% | 3.8% |

* TOI and taxes includes normalization of BRL currency overhedge. Headline TOI 2018 \$817m, 2019 \$865m, 2020 \$646m, 2021 \$854m, 9M 2021 \$626m and 9M 2022 \$791m. ** Liquid funds includes placements with banks & other financial institutions and securities bought under repurchase agreements.

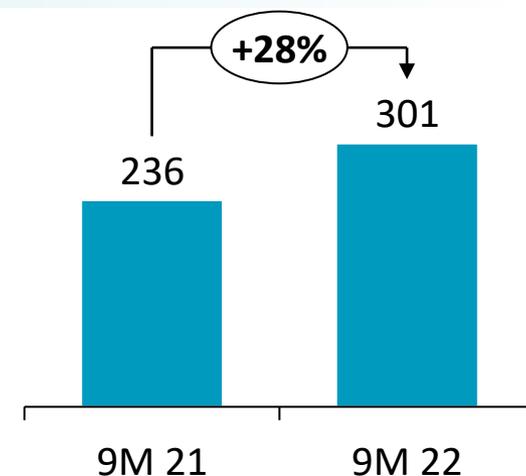
Underlying Total Operating Income

| | 9M 2021 | 9M 2022 |
|-------------------------|---------------|---------------|
| Headline TOI | \$626m | \$791m |
| Currency Hedge* | \$10m | (\$1m) |
| Normalized TOI | \$636m | \$790m |
| FX impacts and one-offs | - | \$16m |
| Underlying TOI | \$636m | \$806m |



Underlying Net Operating Profit

| | 9M 2021 | 9M 2022 |
|--|---------------|---------------|
| Headline Net Operating Profit | \$226m | \$297m |
| Currency Hedge* | \$10m | (\$1m) |
| Normalized Net Operating Profit | \$236m | \$296m |
| FX impacts and one-offs | - | \$5m |
| Underlying Net Operating Profit | \$236m | \$301m |



* Regular hedging transactions to cover open USD position in Banco ABC Brasil Cayman branch that creates a corresponding tax adjustment.



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