

Q4 / FY 2021
Results Presentation



- 2021 performance of a headline net profit of US\$100m marks a very strong turnaround from the previous year, reflecting a return to more favourable conditions as the recovery from the pandemic continues.
- The financial results were underpinned by our consistent strategic direction which has been refreshed to reflect increasing emphasis on our Digital Transformation and leveraging our acquisition of Blom Bank Egypt (BBE).

  Bank ABC continues to deliver great progress across all its strategic objectives and received multiple industry awards during the year.
- Growth in revenues returned strongly, with underlying revenues increasing to US\$879m +17% compared to 2020 (+12% excluding BBE). Virtually all business units across the Group performed at or close to their top line performance targets.
- Costs increased +17% on the back of business recovery (+11% excluding acquisition of BBE) in line with 'flat jaws' objective, and reflecting relentless focus on cost discipline while continuing significant investments into the Group's digital transformation and strategic initiatives.
- / The Bank maintains a strong balance sheet post BBE acquisition with a 15.9% Tier 1 ratio (15.5% CET1), LCR of 228% and NSFR of 128%.
- / Impairment charges (ECL) for the period were US\$106m, returning to pre-pandemic levels, and without the impact of major client fraud which affected many banks in the region in 2020.

#### **Group Strategy Statement**

# Emphasizes Digital Transformation and our Acquisition in Egypt



#### **Strategic intent MENA's leading international Bank Values Client Centric Collaborative** Consistent **Strengthen our Refocus our Integrate Blom to Build our Digital** organizational **Bank of the Future Wholesale Banking** deepen Market Resilience **Transformation Presence in Egypt** Refocus on selective Modernize the Integrate Blom Operational existing bank corporate growth resilience **Strategic** Build Egypt to be a objectives **Transition Group** Reinvigorate FM primary engine for Risk & Financial Retail into ila and GTB products profit growth for resilience the Group **Build WB Digital** Refresh Europe Strategy **Leading Digital Payment Solutions**

Selected examples of key business achievements outlined in pages 4-5

# **Key Business Achievements**

Building our Digital Bank of the Future







- Leading innovation in digital, mobile-only banking across MENA
- / Exceeded ila KPIs targets in Bahrain
- / Launched international expansion during 2022

#### **Wholesale Banking Digital Transformation**

# WB Digital

- / Launched WB Digital transformation in 2020
- Delivered first milestones in 2021 across enterprise digital capabilities and GTB products
  - WB Digital client onboarding
  - Doc Trade Digital processing Hub
  - Digital Receivables Finance (SCF)
  - Innovation on cross-border payments

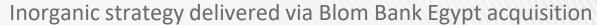
#### **Driving Financial Innovation**



- Led the successful completion of a region-first, blockchain-based cross-border payments initiative in collaboration with JP Morgan and overseen by the Central Bank of Bahrain
- / Introduced several market-first new capabilities to the digital assistant Fatema and Conversational AI platforms
- Committed to creating a culture of innovation in the Group, concluded a Group-wide Innovation Challenge on intelligent automation

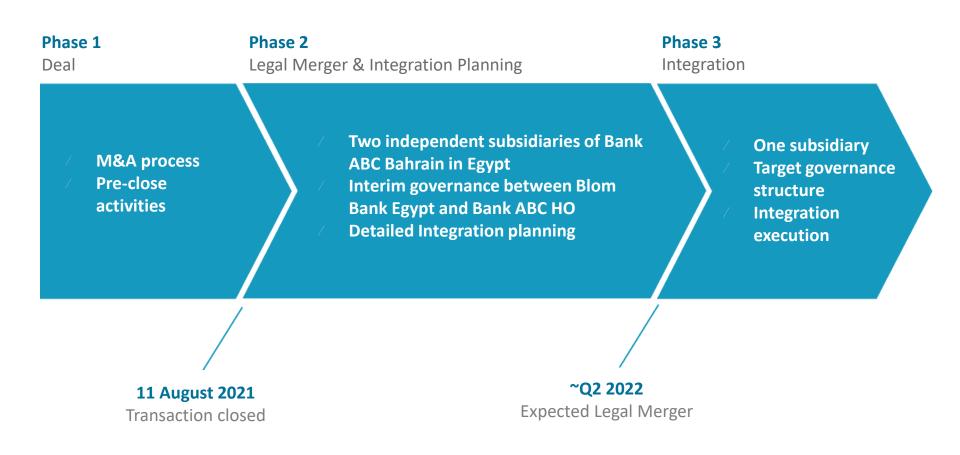
Bank ABC has
a vision of
innovation and is
creating
leapfrogging
& disruptive
business models
to ensure long
term value
creation

### **Key Business Achievements**





#### Egypt to become one of Bank ABC's largest profit contributors







Global Finance's World's

Best Treasury & Cash

Management Banks 2022;

Best Overall Bank for Cash

Management in Bahrain and Tunisia

World's **Best Financial Innovation Labs** Award
2021 for Bahrain by
Global Finance

Best Consumer Digital Bank in Bahrain and Best Mobile Banking App in Bahrain for ila Bank, at the Global Finance Innovators Awards



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 2021

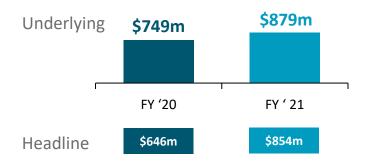


Fastest Growing Cash Management Bank in MENA for 2021 from Global Banking & Finance Review

# Financial Highlights – Strong Recovery in 2021

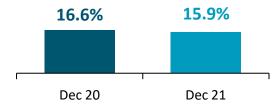


#### **Total Operating Income, \$m**



 Underlying\* TOI of \$879m (17% growth) reflects strong recovery across most of our markets and business lines (+12% excluding the acquisition of BBE)

#### T1 Capital Ratio, %



- Capital base remains strong, stable and significantly above regulatory minimum levels
- / CET 1 Ratio (15.5%) comprises the majority of Tier 1 Ratio

#### **Underlying Net Operating Profit, \$m**



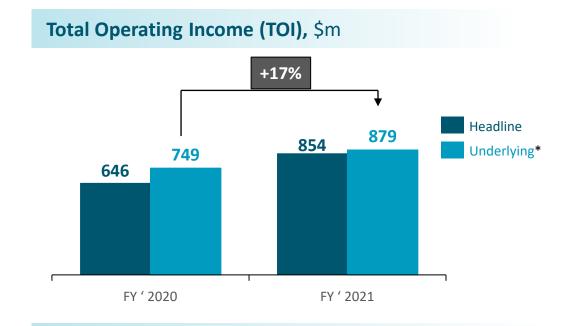
- / Underlying\* net operating profit before provisions +16% growth (+10% excluding BBE)
- / Net Profit to shareholders of \$100m, a major turnaround from the challenges of 2020

#### **Strong Headline Revenue Growth Across the Franchise**

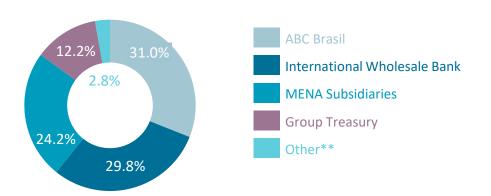


/ Underlying\* TOI of \$879m was 17% higher than 2019 levels (+12% excluding the impact of BBE)

- / Client and transaction revenues have performed well with positive growth rates reflecting resilience across most of our markets and business lines
- / Headline net interest income at \$592m +15% year on year (+6% excluding BBE)
- / Headline other income of \$262m normalizes to \$277m\* +18% year on year (+17% excluding BBE)
- / Income is broad based and diversified across various business units



# TOI by Business (FY 2021), %



<sup>\*</sup> Please refer to appendix for headline, and underlying basis calculation.

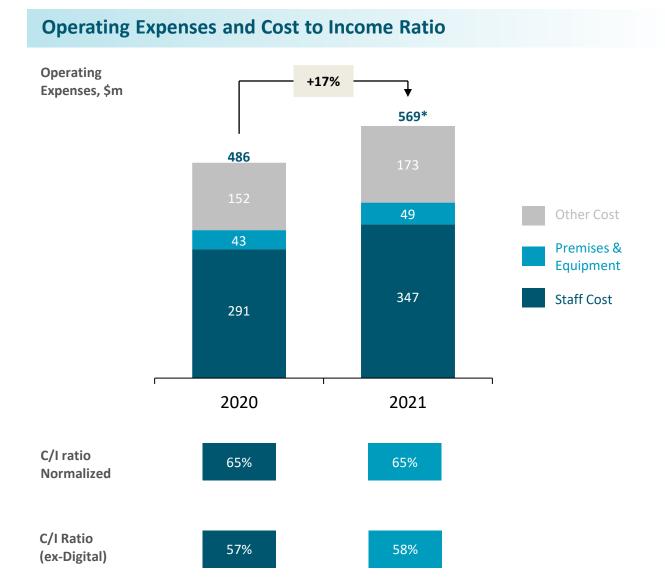
<sup>\*\*</sup> Other includes activities of Arab Financial Services and ila.

#### **Cost Trajectory Returning to Normal Levels**



- / +17% headline increase in costs during 2021 to \$569m on the back of recovery (+11% excluding impact of Blom Bank Egypt acquisition)\*
- Relentless focus on cost discipline and continuing investments into the Group's digital transformation and strategic initiatives

Cost to income ratio reflects 'flat jaws' and the continuing levels of investment into the Group's digital initiatives



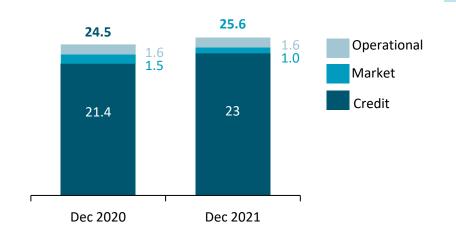
#### **Capital Base Remains Strong and Resilient**



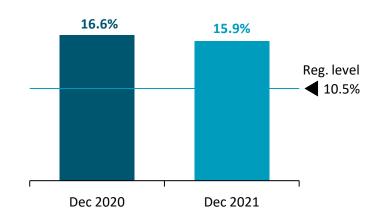
#### **Overview**

- / Tier 1 ratio remains strong despite Balance sheet recovery
- / CET 1 Ratio (15.5%) comprises the majority of Tier 1 Capital Ratio (15.9%)
- Total CAR of 16.9% as at end of December 2021
- / RWA stood at \$25.6bn as of Dec-2021, compared to \$24.5bn as of Dec-20 (+4%)

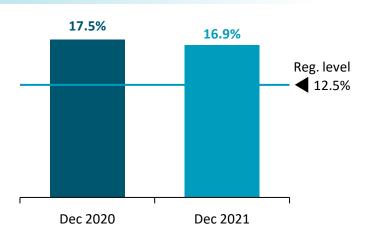
#### RWA by Type of Risk, \$bn



#### Tier 1 Ratio, %



# **Capital Adequacy Ratio, %**

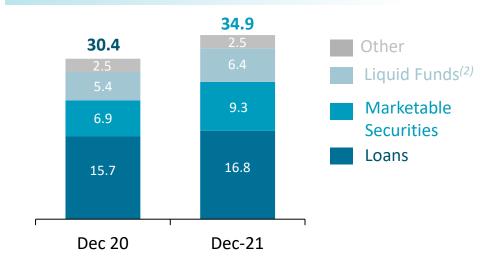


### **Well Diversified and Liquid Balance Sheet**

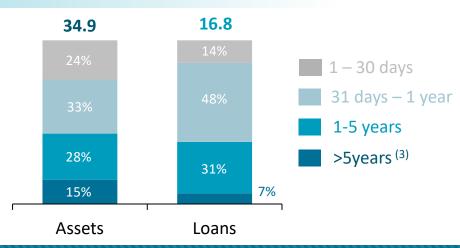


- Total assets stood at \$34.9 billion at the end of the period, 14.8% higher compared to \$30.4 billion at the 2020 year-end (including \$3 billion of assets of BBE)
- / More than half the Assets are maturing within 1-year (57%)
- / Loans increased by 7% on a headline basis to \$16.8bn (including \$0.8bn BBE). Underlying growth of 4% (Fx adjusted)
- / Loan to customer deposits ratio at 81% compared to 91% at the 2020 year end (including +\$2.2bn customer deposits from BBE)
- / Marketable securities grew to \$9.3bn (+35%) and liquid funds to \$6.4bn (+19%) at the 2021 year end
- Strong liquid funds position with LCR of 228% (1) and NSFR of 128%





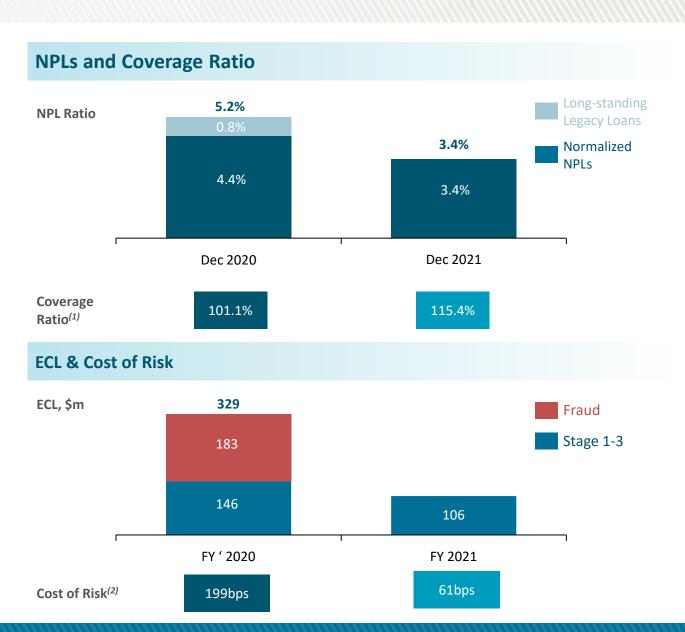
#### Dec 2021 Assets by Maturity, \$bn



#### **ECL Levels Normalizing**



- NPL ratio 3.4% with improved conditions and after writing off long-standing legacy fully provided loans
- / Loans provision coverage ratio has improved to 115.4% compared to 100.7% as of 2020
- / ECL the period were US\$106 million, 68% lower than the US\$329 million reported for the same period last year
- Cost of Risk returning to prepandemic levels with stabilising economic outlook, and without the impact of major client fraud events which affected many banks in the region







Net profit of US\$ 100
million marks a very
strong turnaround from
the previous year, with
revenues and
impairment charges
returning to prepandemic levels



Operating Income on an underlying basis grew by +17% year on year (+12% excluding BBE) despite low interest rates and challenged economic conditions, reflecting broad based growth across our diversified portfolio



returning to prepandemic levels with stabilising economic outlook and without the impact of a major client fraud



Achieving major delivery milestones in 2021 in our inorganic strategy and in our digital strategy

# **Appendix:** Normalized Financials



|                    | US\$ millions                 | 2017   | 2018   | 2019   | 2020   | 2021   |
|--------------------|-------------------------------|--------|--------|--------|--------|--------|
|                    | Interest Income               | 556    | 559    | 564    | 516    | 592    |
|                    | Non-Interest Income*          | 317    | 309    | 311    | 233    | 277    |
|                    | Total Operating Income (TOI)* | 873    | 868    | 875    | 749    | 869    |
| Profit             | Total Operating Expenses      | -462   | -474   | -524   | -486   | -569   |
|                    | Operating Profit              | 411    | 394    | 351    | 263    | 300    |
| or Loss            | Provisions                    | -96    | -79    | -82    | -329   | -106   |
|                    | Profit before Taxes & M.I.    | 315    | 315    | 269    | -66    | 194    |
|                    | Taxes*                        | -62    | -67    | -33    | -9     | -66    |
|                    | M.I.                          | -60    | -46    | -42    | -14    | -28    |
|                    | Net Profit                    | 193    | 202    | 194    | -89    | 100    |
|                    | _                             |        |        |        |        |        |
|                    | US\$ millions                 | 2017   | 2018   | 2019   | 2020   | 2021   |
|                    | Liquid Funds**                | 6,079  | 6,266  | 5,323  | 5,378  | 6,355  |
|                    | Marketable Securities         | 6,650  | 6,638  | 6,343  | 6,867  | 9,252  |
|                    | Loans & Advances              | 15,329 | 14,884 | 16,452 | 15,656 | 16,768 |
|                    | Other                         | 1,441  | 1,761  | 1,950  | 2,506  | 2,522  |
|                    | Total Assets                  | 29,499 | 29,549 | 30,068 | 30,407 | 34,897 |
| Balance            | Customer Deposits             | 16,782 | 16,464 | 17,065 | 17,667 | 21,459 |
| Sheet              | Bank Deposits                 | 3,408  | 4,207  | 3,897  | 3,596  | 4,388  |
| Silect             | Borrowing                     | 2,148  | 2,012  | 2,080  | 1,795  | 1,211  |
|                    | Other                         | 2,749  | 2,550  | 2,537  | 3,205  | 3,604  |
|                    | Total Liabilities             | 25,087 | 25,233 | 25,579 | 26,263 | 30,662 |
|                    | Shareholders' Equity          | 3,930  | 3,862  | 4,031  | 3,767  | 3,872  |
|                    | Non-Controlling Interest      | 482    | 454    | 458    | 377    | 363    |
|                    | Total Equity                  | 4,412  | 4,316  | 4,489  | 4,144  | 4,235  |
|                    | Total Liabilities & Equity    | 29,499 | 29,549 | 30,068 | 30,407 | 34,897 |
|                    | Normalized Cost to Income 2/  | F30/   | FF0/   | 600/   | CE0/   | CE0/   |
|                    | Normalized Cost to Income, %  | 53%    | 55%    | 60%    | 65%    | 65%    |
| <b>Key Metrics</b> | Tier 1 Ratio, %               | 17.7%  | 17.2%  | 16.9%  | 16.6%  | 15.9%  |
| They interior      | CET 1, %                      | 17.5%  | 17.0%  | 16.6%  | 16.2%  | 15.5%  |
|                    | RoAE,%                        | 5.0%   | 5.2%   | 4.9%   | -      | 2.6%   |

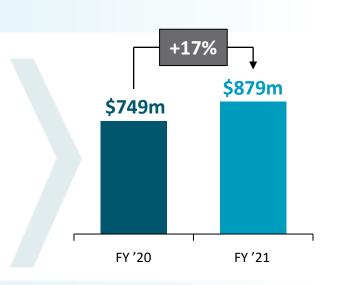
<sup>\*</sup> TOI and taxes includes normalization of BRL currency overhedge. Headline TOI 2017 \$869m, 2018 \$817m, 2019 \$865m, 2020 \$646m and 2021 \$854. \*\* Liquid funds includes placements with banks & other financial institutions and securities bought under repurchase agreements.



#### **Underlying Total Operating Income**

| Headline TOI            | • |
|-------------------------|---|
| Currency Hedge*         |   |
| Normalized TOI          |   |
| FX impacts and one-offs |   |
| Underlying TOI          |   |

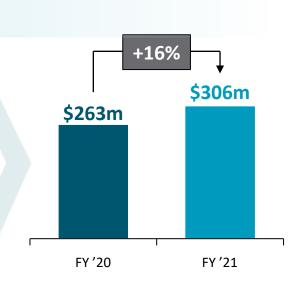
| 2020    | 2021     |
|---------|----------|
| \$646m  | \$854m** |
| +\$103m | +\$15m   |
| \$749m  | \$869m   |
| -       | +\$10m   |
| \$749m  | \$879m   |



## **Underlying Net Operating Profit**

| <b>Headline Net Operating Profit</b> |
|--------------------------------------|
| Currency Hedge*                      |
| Normalized Net Operating Profit      |
| FX impacts and one-offs              |
| Underlying Net Operating Profit      |

| 2020    | 2021     |
|---------|----------|
| \$160m  | \$285m** |
| +\$103m | +\$15m   |
| \$263m  | \$300m   |
| -       | +\$6m    |
| \$263m  | \$306m   |







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