

الإشارة	رقم الصادر	التاريخ
ب و / ر ت	123	2022/02/21

M/s. Boursa Kuwait Company

المحترمين

السادة/ شركة بورصة الكويت

May Allah's Peace and Blessing be upon you,

السلام عليكم ورحمة الله وبركاته ...

**Subject: Analyst Conference meeting for the 4<sup>th</sup>  
Quarter 2021**

**الموضوع: اجتماع مؤتمر المحللين - الربع الرابع من عام  
2021**

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

بدايةً أقدم إليكم بأطيب التحيات متمنياً لكم دوام التوفيق والسداد.

We refer to the abovementioned subject and as per the requirements of Article (7-8-1/3) of the Boursa Rule Book regarding listed companies obligations (Analyst Conference), and since Warba Bank has been classified in the "Premier Market".

وبالإشارة إلى الموضوع أعلاه، ووفقاً لمتطلبات المادة رقم (7-8-1/3) من كتاب قواعد البورصة بشأن التزام الشركات المدرجة (الإفصاح عن مؤتمر المحللين)، وحيث أن بنك وربة تم تصنيفه ضمن "السوق الأول - Premier Market".

We would like to advise that the quarterly analyst/investor conference was held by means of Live Webcast at 02:00 P.M. Kuwait time Monday February 21<sup>st</sup>, 2022, it is worth mentioning that there was no new material information discussed during the conference.

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 الإثنين الموافق 21 فبراير 2022، علماً بأنه لم يتم تداول أية معلومات جوهرية جديدة خلال المؤتمر.

Warba Bank shall disclose the minutes of analyst/investor conference within 3 working days post of the date of conference.

وسيقوم بنك وربة بالإفصاح عن محضر مؤتمر المحللين خلال 3 أيام عمل من تاريخ المؤتمر.

Attached herewith the investors' presentation for Q4, 2021, also attached herewith the annexure (11) Disclosure of Material Information Form.

ونرفق لكم العرض التقديمي للمستثمرين للربع الرابع 2021، كما نرفق لكم ملحق رقم (11) نموذج الإفصاح عن المعلومات الجوهرية.

Best regards...

وتفضلوا بقبول فائق التقدير والاحترام ...

Shaheen Hamad Al Ghanem

Chief Executive Officer

شاهين حمد الغانم

الرئيس التنفيذي

Appendix No. (11)

Disclosure of Material Information Form

ملحق رقم (11)

نموذج الإفصاح عن المعلومات الجوهرية

Date	التاريخ
21/02/2022	2022/02/21
Name of the Listed Company	اسم الشركة المدرجة
Warba Bank (K.S.C.P)	بنك وربة (ش.م.ك.ع)
Material Information	المعلومة الجوهرية
<b>Analyst Conference meeting for the 4<sup>th</sup> Quarter 2021</b>	<b>اجتماع مؤتمر المحللين - الربع الرابع من عام 2021</b>
1. Warba Bank quarterly analyst/ investor conference was held by means of Live Webcast at 02:00 P.M. Kuwait time Monday February 21 <sup>st</sup> , 2022, it is worth mentioning that there was no new material information discussed during the conference.	1. عقد بنك وربة 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 الإثنين الموافق 21 فبراير 2022، علماً بأنه لم يتم تداول أية معلومات جوهرية جديدة خلال المؤتمر.
2. Warba Bank shall disclose the minutes of analyst/ investor conference within 3 working days post of the date of conference.	2. سوف يقوم بنك وربة بالإفصاح عن محضر مؤتمر المحللين خلال 3 أيام عمل من تاريخ المؤتمر.
3. Attached herewith the investors' presentation for Q4, 2021.	3. مرفق لكم العرض التقديمي للمستثمرين للربع الرابع 2021.
Significant Effect of the material information on the financial position of the company	أثر المعلومة الجوهرية على المركز المالي للشركة
No significant effect of the material information on the financial position of the Bank.	لا يوجد أثر للمعلومة الجوهرية على المركز المالي للبنك.

Significant Effect on the financial position shall be mentioned if the material information can measure that effect, excluding the financial effect resulting from tenders or similar contracts.

If a Listed Company, which is a member of a Group, disclosed some material information related to it and has Significant Effect on other listed companies' which are members of the same Group, the other companies' disclosure obligations are limited to disclosing the information and the financial effect occurring to that company itself.

يتم ذكر الأثر على المركز المالي في حال كانت المعلومة الجوهرية قابلة لقياس ذلك الأثر، ويستثنى الأثر المالي الناتج عن المناقصات والممارسات وما يشبهها من عقود.

إذا قامت شركة مدرجة من ضمن مجموعة بالإفصاح عن معلومة جوهرية تخصها ولها انعكاس مؤثر على باقي الشركات المدرجة من ضمن المجموعة، فإن واجب الإفصاح على باقي الشركات المدرجة ذات العلاقة يقتصر على ذكر المعلومة والأثر المالي المترتب على تلك الشركة بعينها.

# Investors Relation Presentation

Financial Year 2021



# 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) WARBA BANK (K.S.C) (the “Bank”).

## Important Notice

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.

## Forward-Looking Statements

Past performance is not indicative of future results. Warba 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 authorized 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 authorized 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 views. 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.

# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

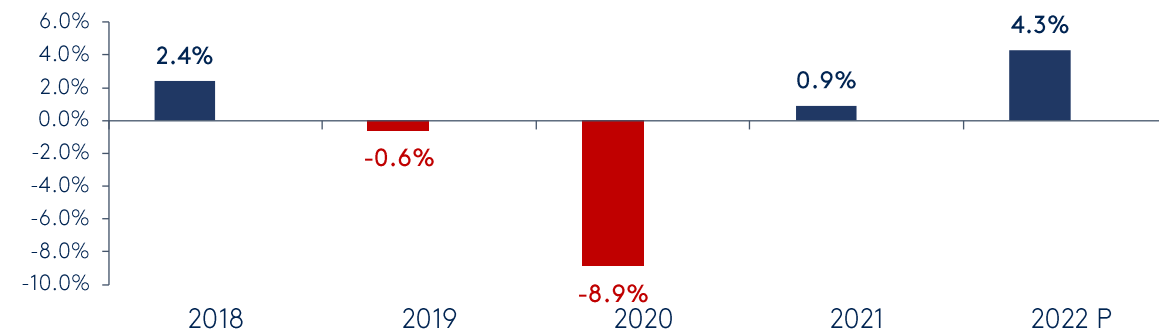
# Economic Outlook

Sovereign	Key Indicators	
	Sovereign Ratings	A1 / A+ / AA- Stable / Negative / Stable (Moody's / S&P / Fitch)
	Gross Domestic Product <i>Ref.: IMF</i>	USD 132.3bn – Year 2021
	Crude Oil Reserves (barrels million) <i>Ref.: OPEC</i>	101,500

Economy	<ul style="list-style-type: none"> <li>The control of the pandemic, along with continuing improvement in oil prices, has led the IMF to revise Kuwait's GDP growth estimates from 0.66% to 0.9% in 2021 and from 3.2% to 4.3% in 2022.</li> <li>Oil price expectations for 2022 have changed dramatically in recent weeks, with markets pricing in much tighter fundamentals based on supply shortages and robust demand.</li> </ul>
---------	--

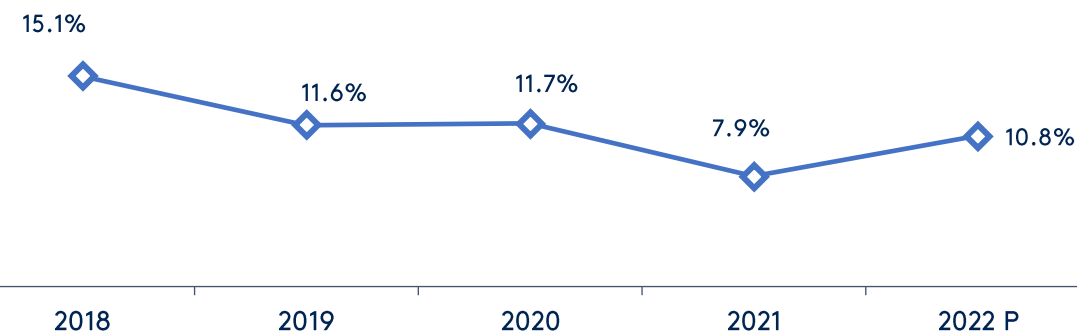
Government	<ul style="list-style-type: none"> <li>Kuwait's improving fiscal performance is due mainly to higher oil prices as expenditures continued to rise despite government efforts to curb spending.</li> <li>Government spending, which is complemented by supportive fiscal and monetary policies is expected to help Kuwait's Banking industry.</li> </ul>
------------	---

## Real GDP Growth



Source: IMF.

## Gross Debt to GDP



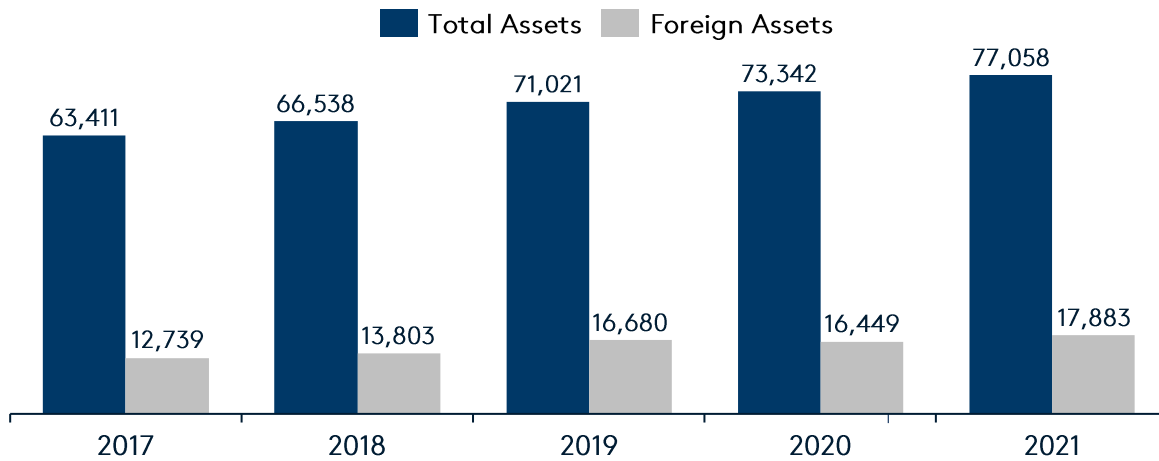
Source: IMF.

# Banking Sector Update

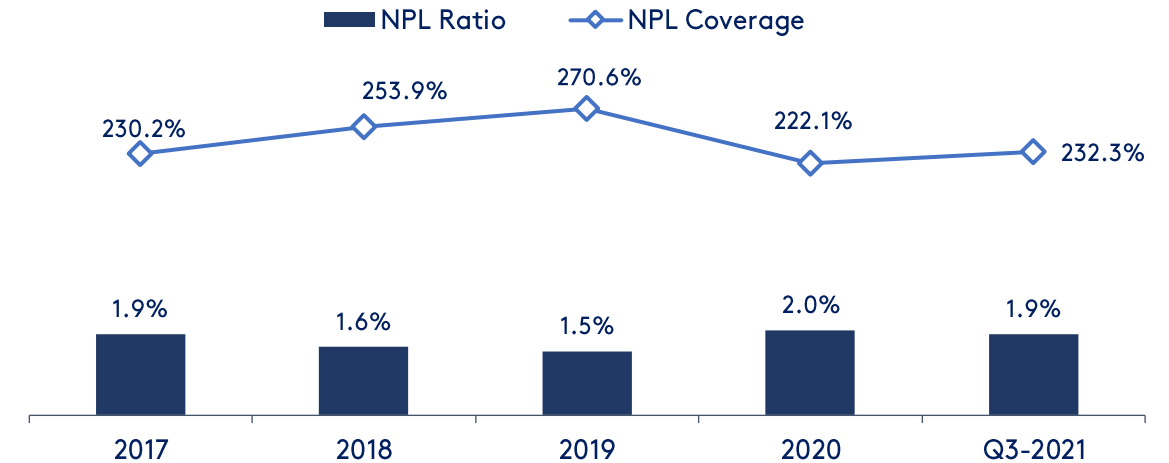
## Key Highlight

- From 2022, unwind Prudential Rule includes:
  - Maintain the risk weight for SMEs portfolio at 25% .
  - Finance to Deposit Ratio (LDR) up from 100%.to 95%
  - Capital Adequacy, keep of 1.5% conservation buffer.
  - Limit of the liquidity gaps and requirements for liquidity ratios.
- The banking sector in the Kuwait, local banks remain well capitalized and liquid.
- Credit growth is also expected to pick up on the back of improving outlook for the economy.

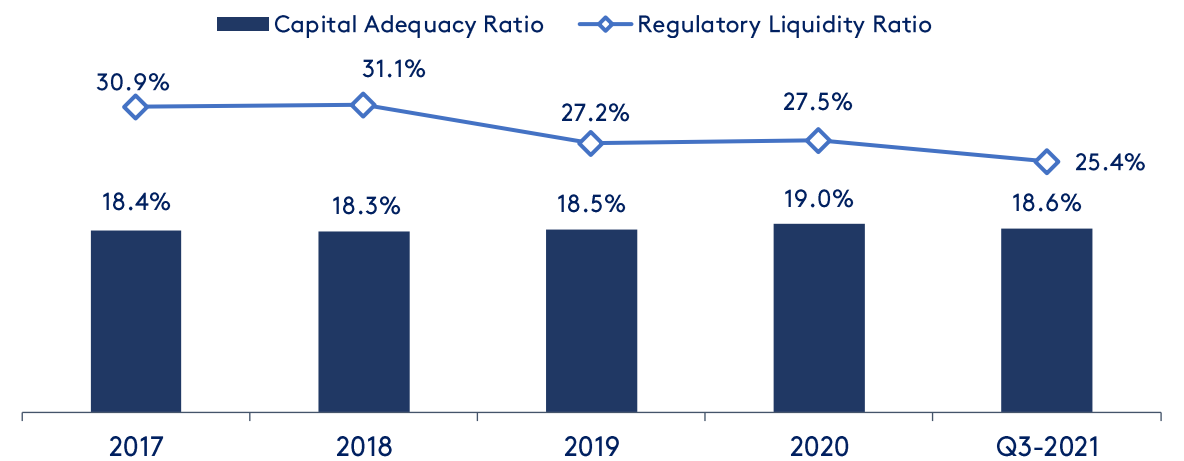
## Total Banking Assets and Foreign Assets (KWD Million)



## Kuwait Banking Sector Asset Quality



## Kuwait Banking Sector Capital Adequacy and Liquidity





# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

# 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 17 branches, 24 in-branch automated teller machines ("ATMs"), 87 offsite ATMs as well as point of sale terminals and other electronic channels such as telebanking, internet banking and mobile banking.
- During 2022, the Bank got its recognition through 3 prestigious accolades:
  - By International Banker for "Best Customer Service Provider" & "Best Innovation in Retail Banking in Kuwait" and
  - By the renowned International Finance Magazine for the "Most Innovative Digital Banking App in Kuwait".

## Capital Increase

- During the last quarter 2021, the bank has witnessed increase in total Capital arises from the Right Issue amounted to KWD 82.875mn and issuance of T1 Sukuk of USD 250mn.

(figures in mn)	Value	Coverage	%
Right Issue	KWD 82.9	KWD 964	1164%
T1 Sukuk	USD 250	USD 1,100	440%

- The coverage reflects investors' trust on Warba Management and promising futuristic achievements.

Financial Snapshot (USDmn)	2019	2020	2021
Financing Receivables	7,464.0	8,235.3	8,176.9
Total Assets	10,373.4	11,460.0	11,835.4
Depositors' Accounts	5,628.8	7,760.8	7,566.7
Total Equity	971.3	923.6	1,374.5
Operating Income	196.8	257.6	355.8
Net Profit	54.5	18.4	52.9
Net Financing Margin	1.90%	1.58%	1.54%
Cost to Income Ratio	37%	33%	29%
Capital Adequacy Ratio	18.5%	16.9%	21.5%
NPF Ratio	1.2%	1.1%	1.1%

Rating Agency	Long-Term Rating	Outlook	Date
<b>MOODY'S</b>	Baa2	Stable	26 January 2022
<b>FitchRatings</b>	A	Stable	7 February 2022

## Market Share - Financing



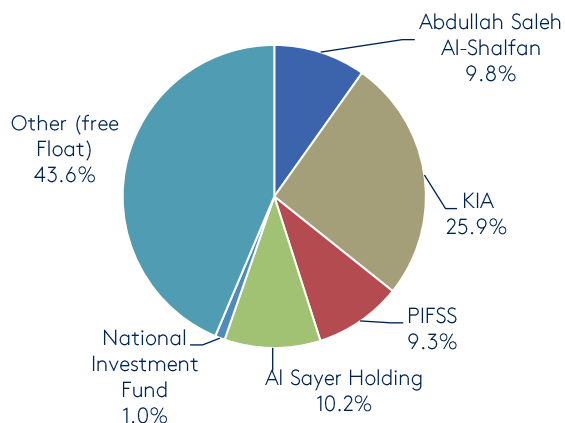
# Share Performance

## Overview

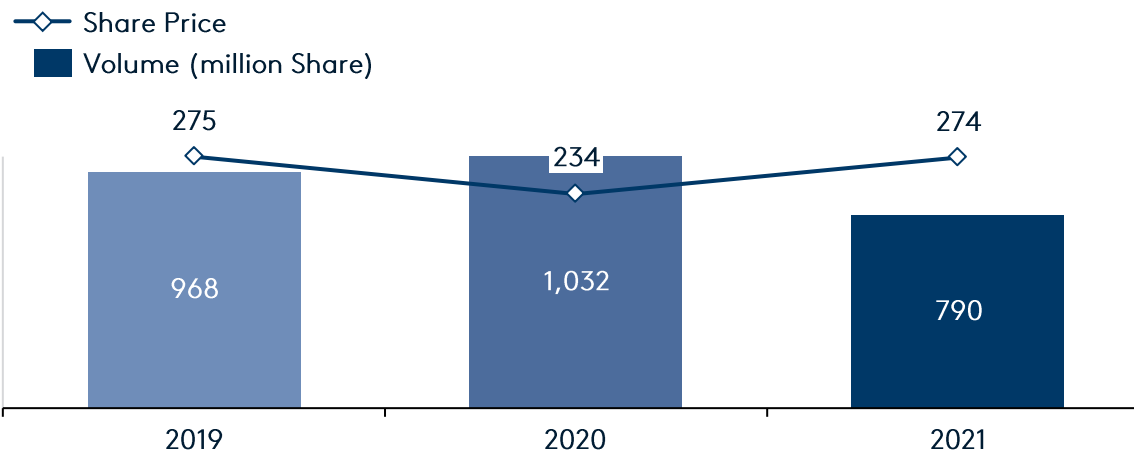
- The Bank's shares are listed on the Kuwait Stock Exchange and its market capitalization as of 31<sup>st</sup> December 2021 is KWD 548.0mn (USD 1,808.6mn).
- Share price improved by 19% while trading volume comprises 6.2% of total banking segment.
  - The improvement in share price reflects the positive outlook of the bank's performance from investor's point of view.
  - The Trading volume provides positive sign to investors on share trading liquidity and its velocity.
- Price / Book Value (P/BV) on average 1.9x, which is aligned with the market benchmark.

## Shareholding Structure

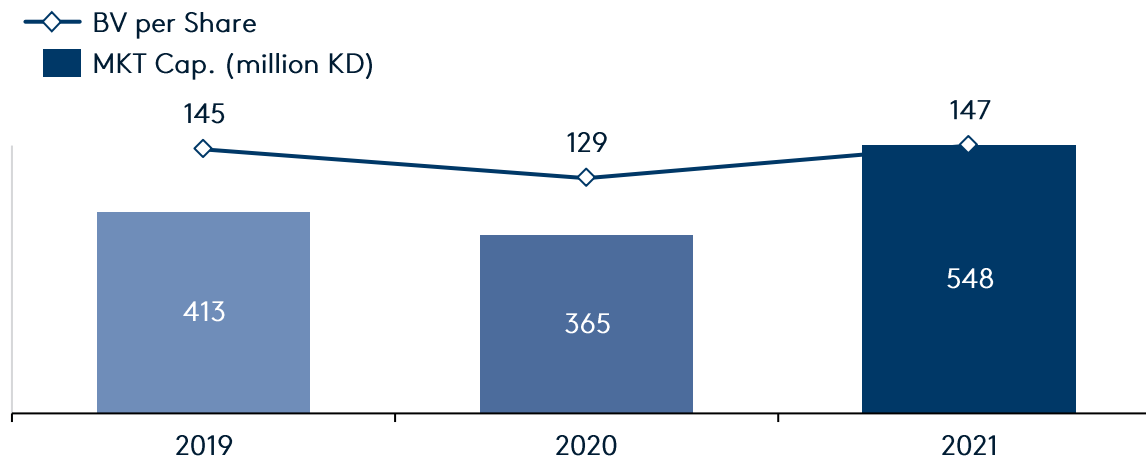
- The State of Kuwait is the largest shareholder in the Bank, holding 35.2% of the Bank's shares through Kuwait Investment Authority ("KIA") and the Public Institution for Social Security ("PIFSS")
- Al Sayer Holding, a leading Kuwaiti Business Family House is the second largest shareholder with a 10.2% stake
- Foreigners' holding reached to 4.57%.



## Share Price "Fils" and Volume



## Market Capitalization



# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

# Key Activities

## Strategic Alliance



### "Mastercard"

Issue numberless digital cards in the future.



### "Western Union"

Remittance 24/7 across over 200 destinations.

## Corporate Social Responsibility



CBK honored Warba Bank for supports to "Diraya" Campaign



Executed a full media campaign for the bell ringing ceremony.

## Major Transactions

- Participated as "Original Participant" in structure finance deal in Qatar.
- Acquired proportionate stake in investment in USA and UK.
- Successful exited from real estate investment through joint ventures.

## Prestigious Awards

3 new prestigious accolades won during 2021.

International Finance



"Most Innovative Digital Banking App"

International Banker



"Best Customer Service Provider" and

"Best Innovation in Retail Banking"

## Banking Groups

- Open Branch "Jaber Al-ahmad".
- New "Flexible" Sunbulla Deposit.
- First Warba "Ijara Fund" for Private Banking Clients.
- Launch "Auto Ijara" Financing.
- Launch a social program "Connect" to support SMEs.

## Digital Banking



### "Simply Digital - Wallet"

The first ever Digital Banking Wallet for the unbanked and underserved expat segments in Kuwait.



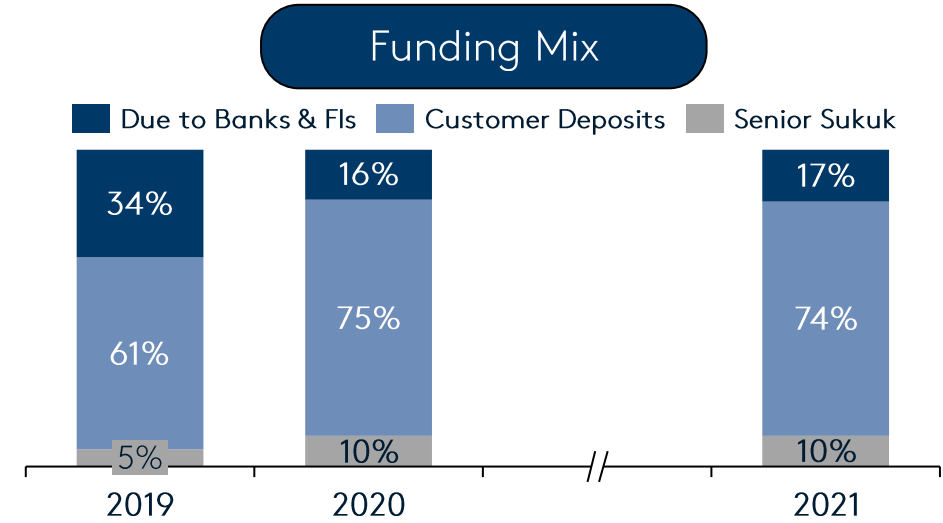
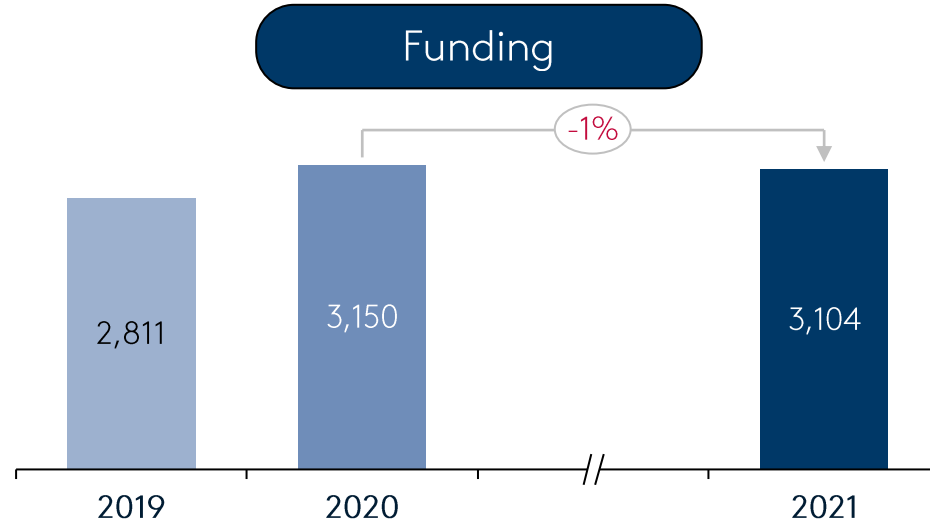
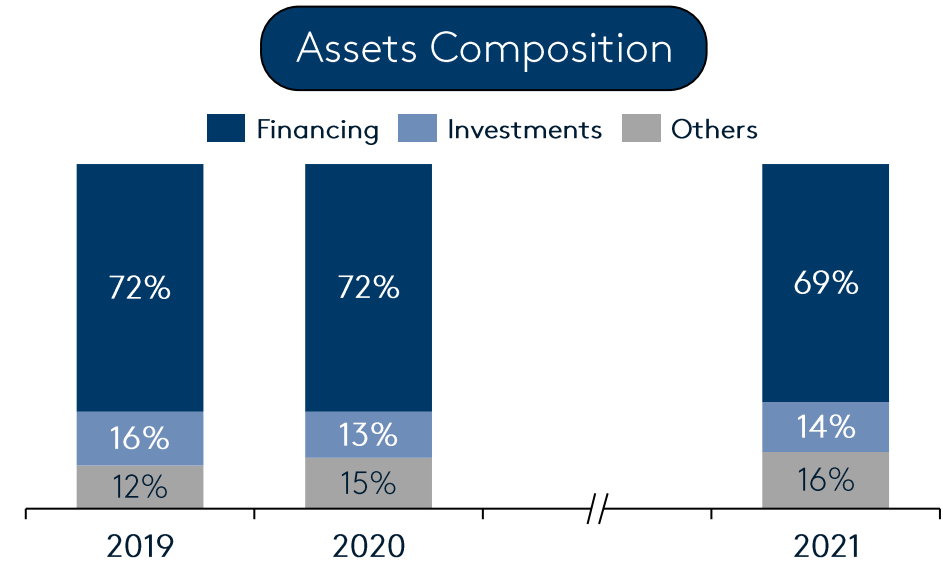
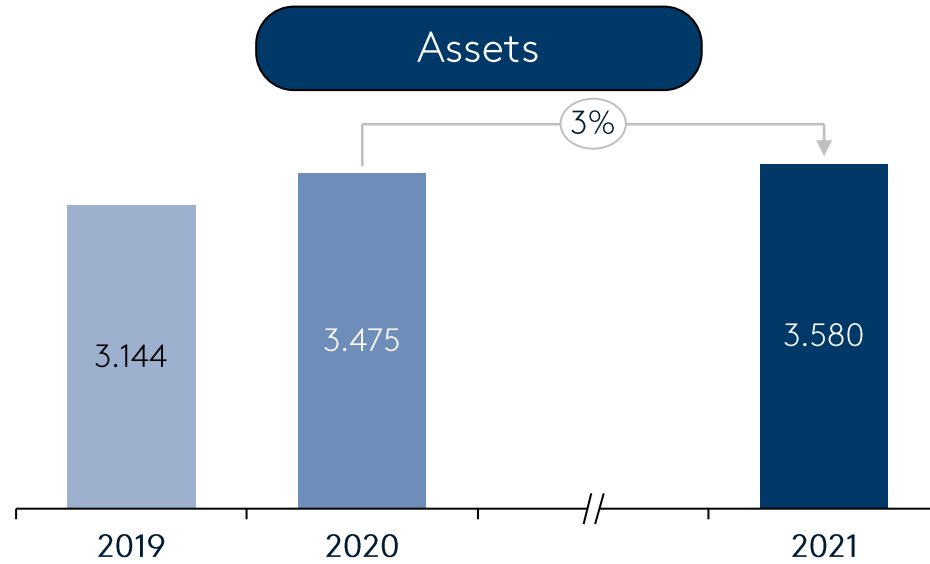
# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

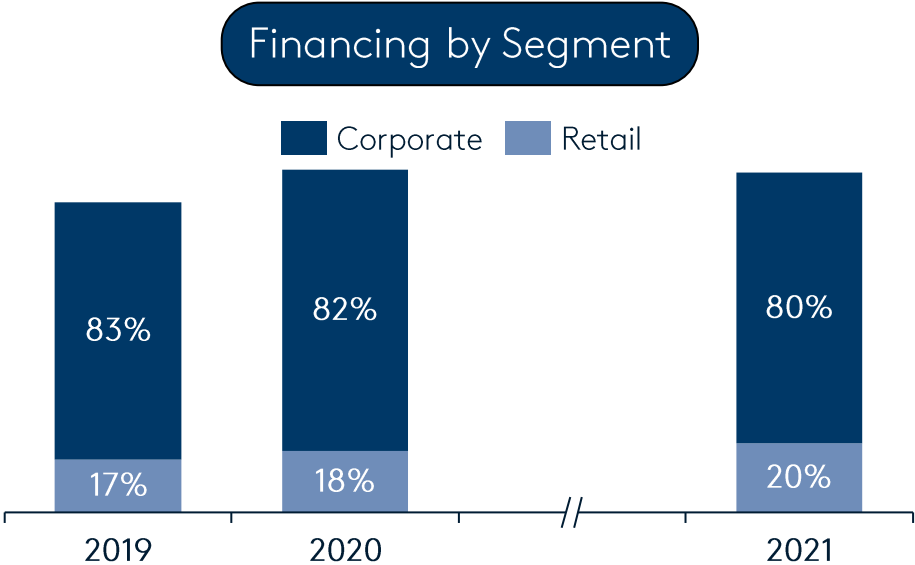
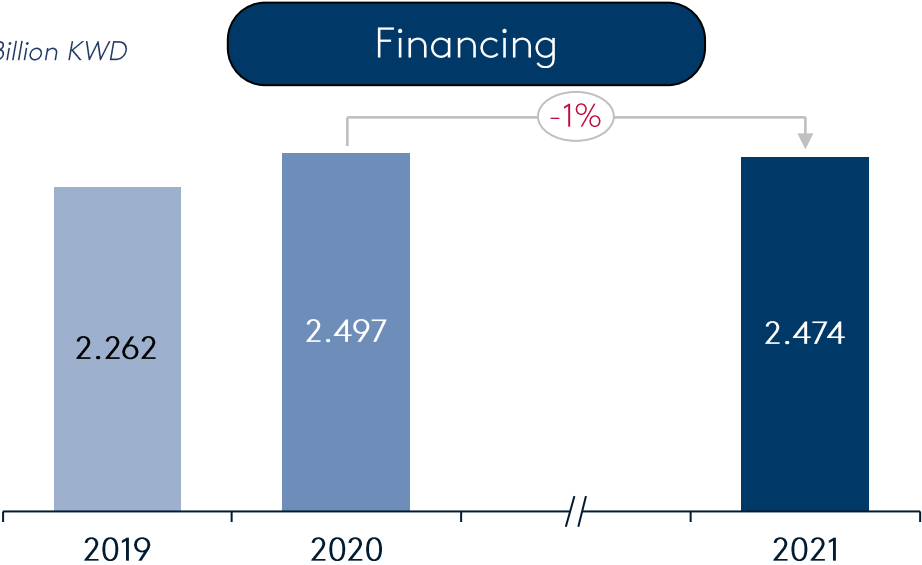
# Balance Sheet Progress

figures in Billion KWD

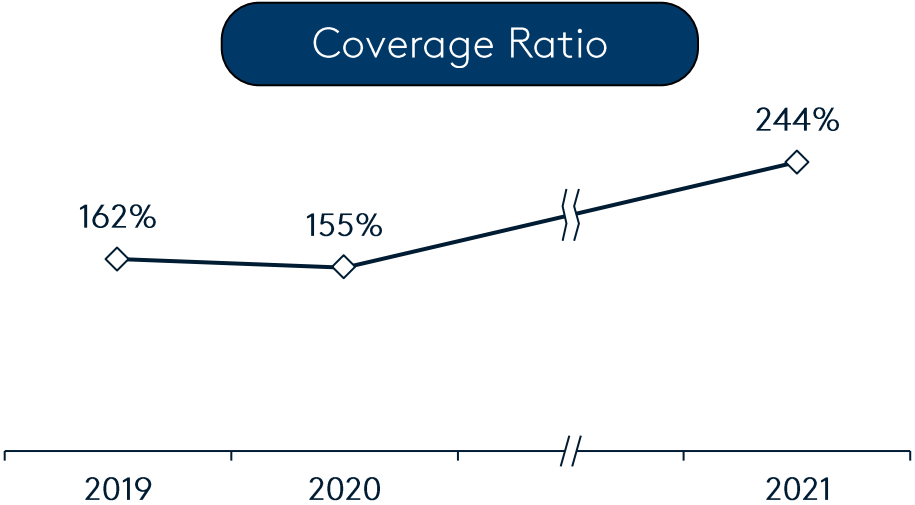
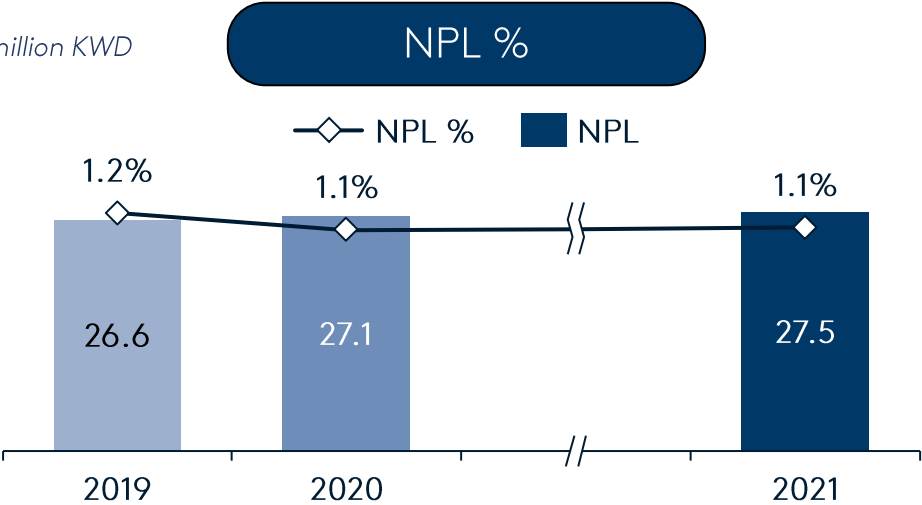


# Assets Quality

figures in Billion KWD

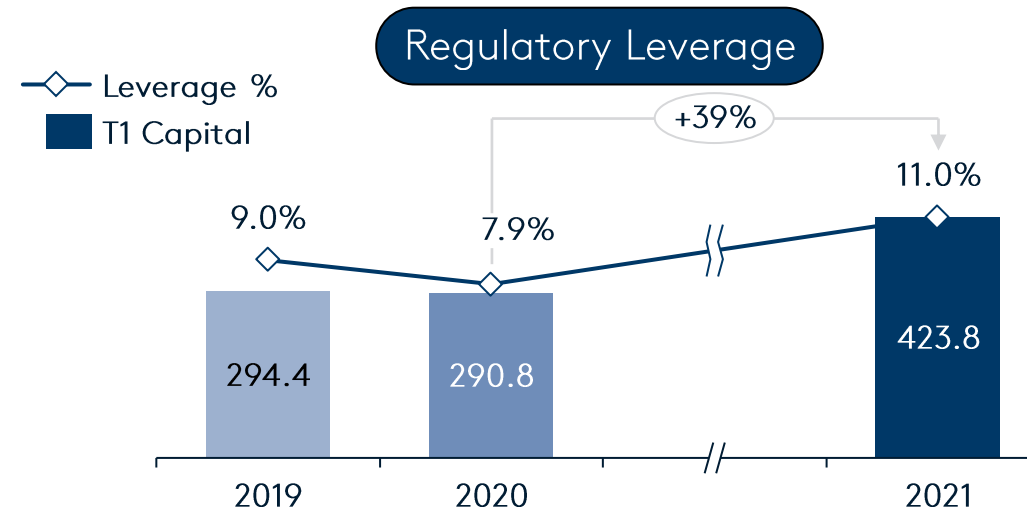
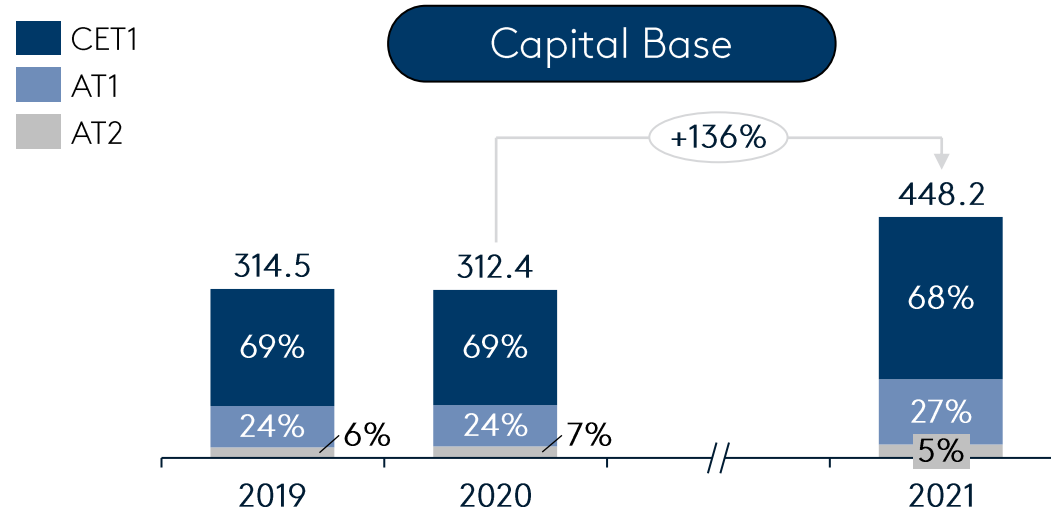
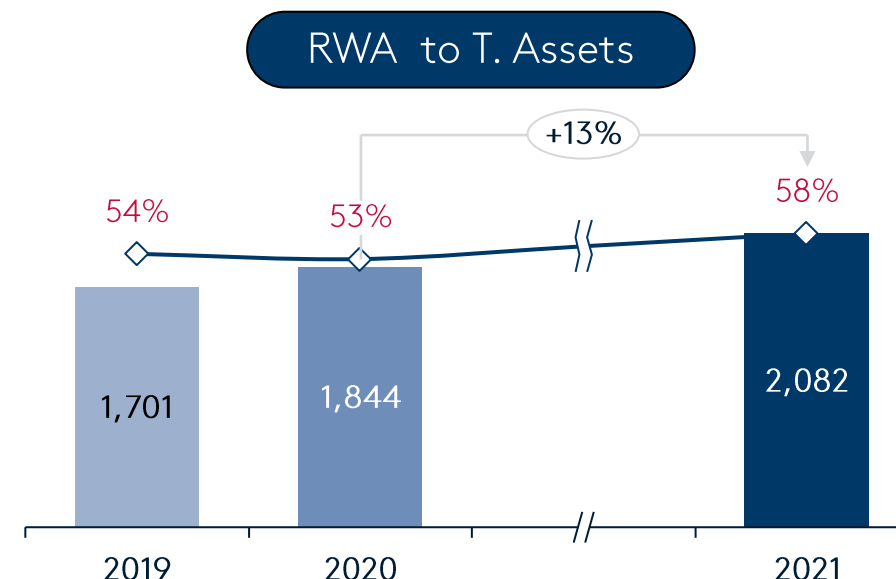
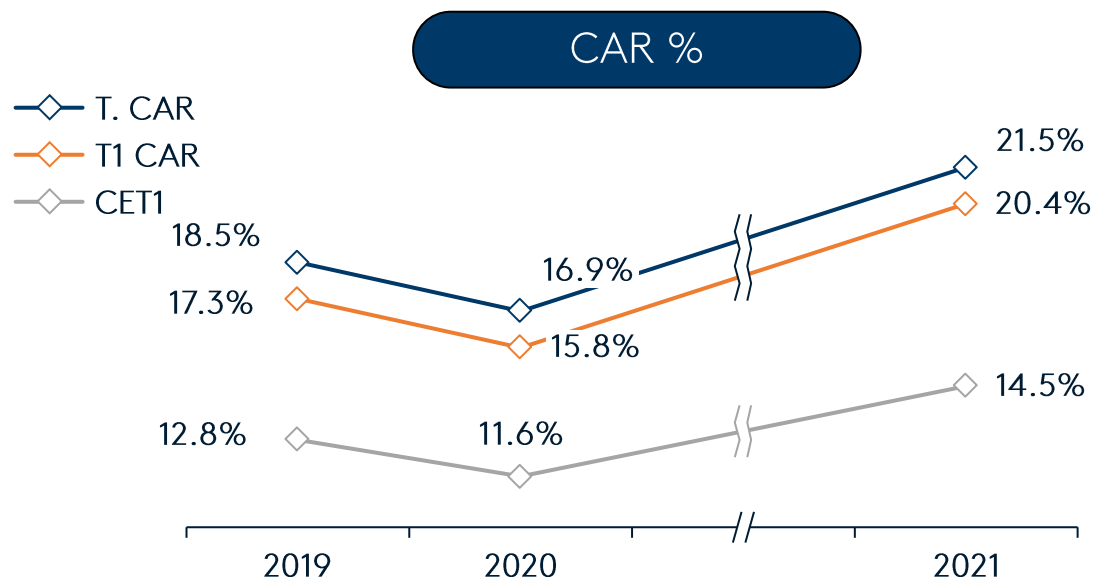


figures in million KWD



# Capital Adequacy

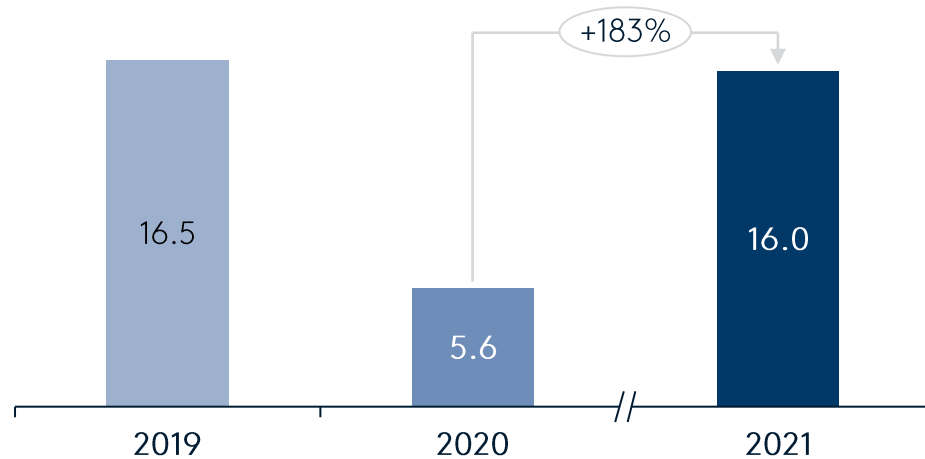
figures in Million KWD



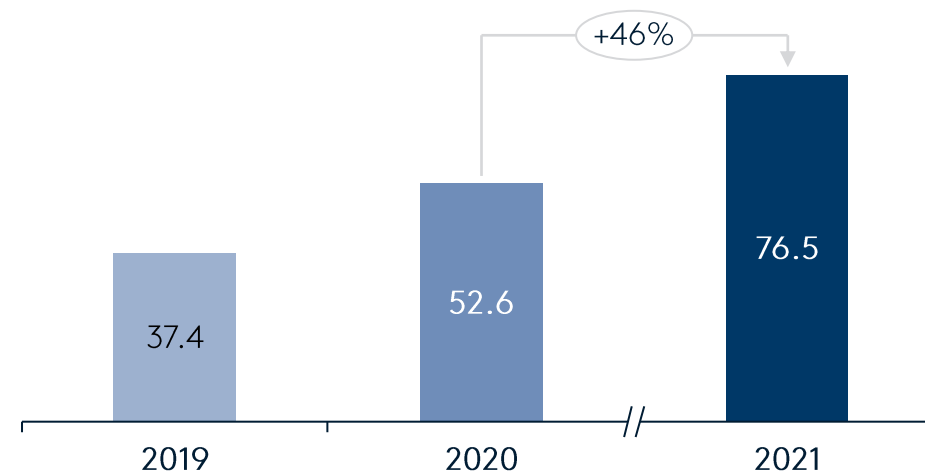
# Earnings Results

figures in Million KWD

## Net Profit

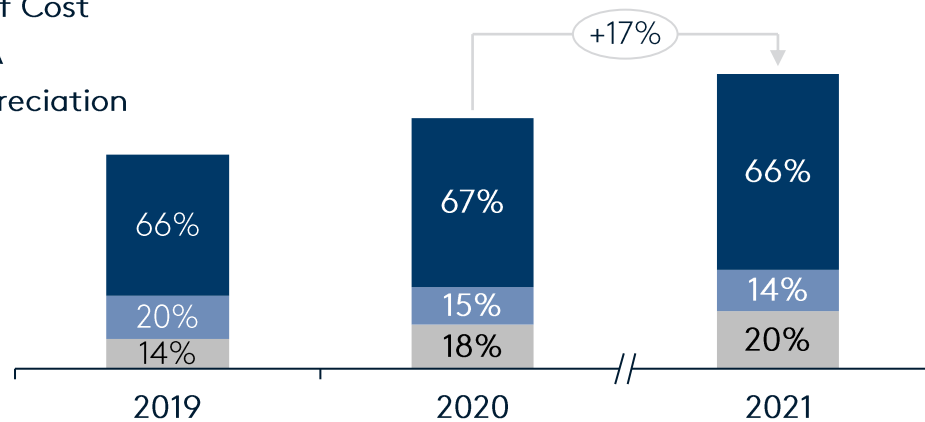


## Net Profit before Provision



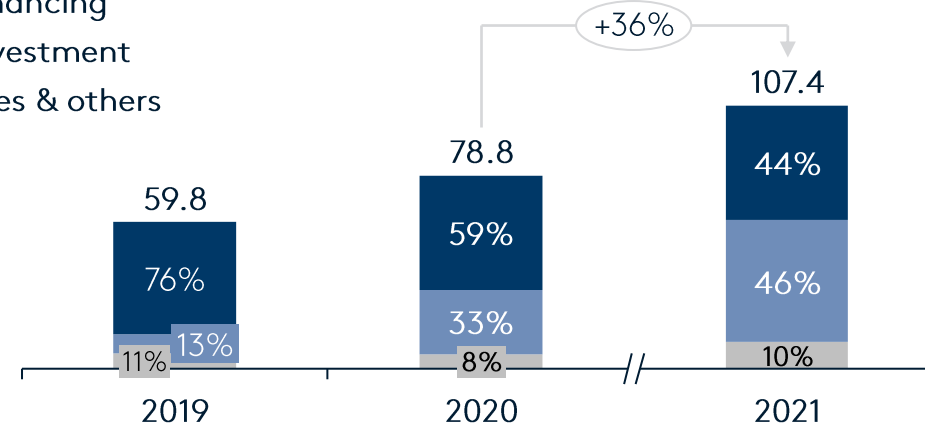
## Operating Cost

■ Staff Cost  
■ G&A  
■ Depreciation



## Operating Income

■ Financing  
■ Investment  
■ Fees & others

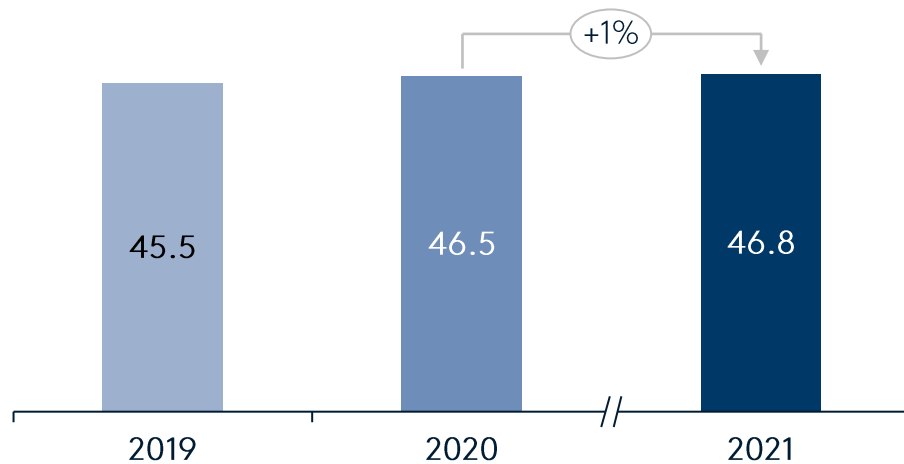




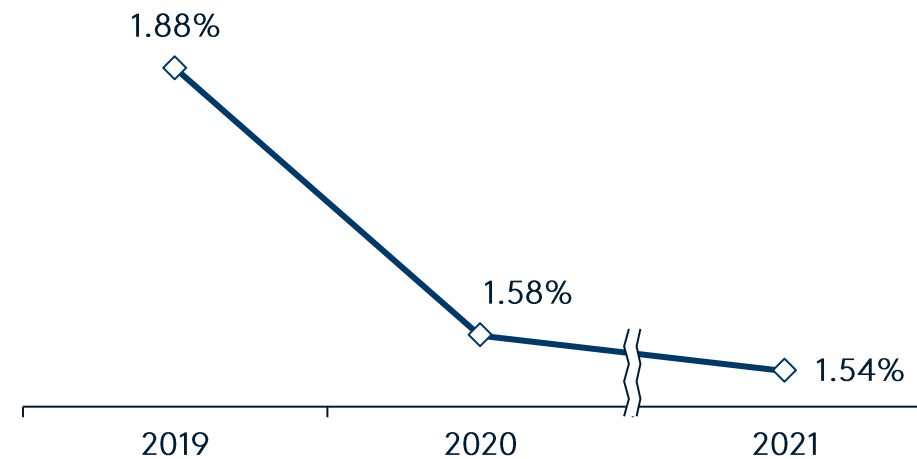
# Earnings Results *(Continued)*

figures in Million KWD

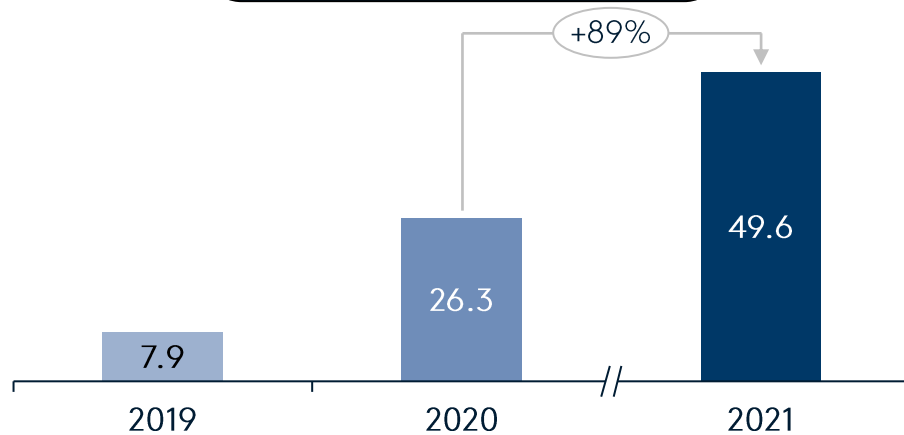
## Net Financing Income



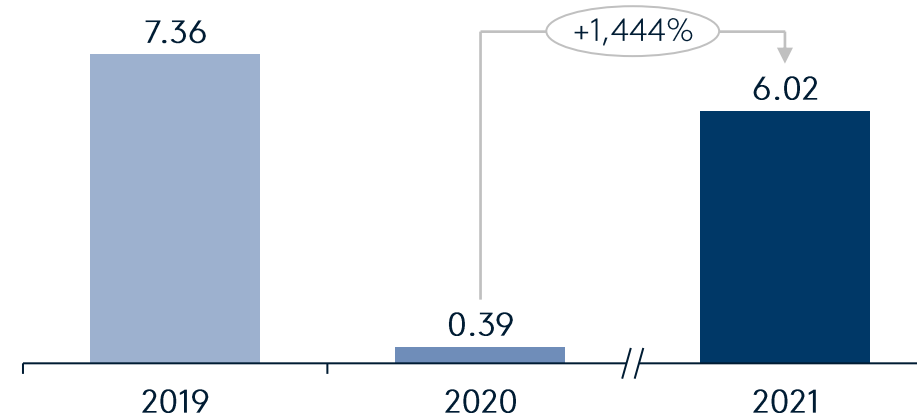
## Net Financing Margin



## Investment Income

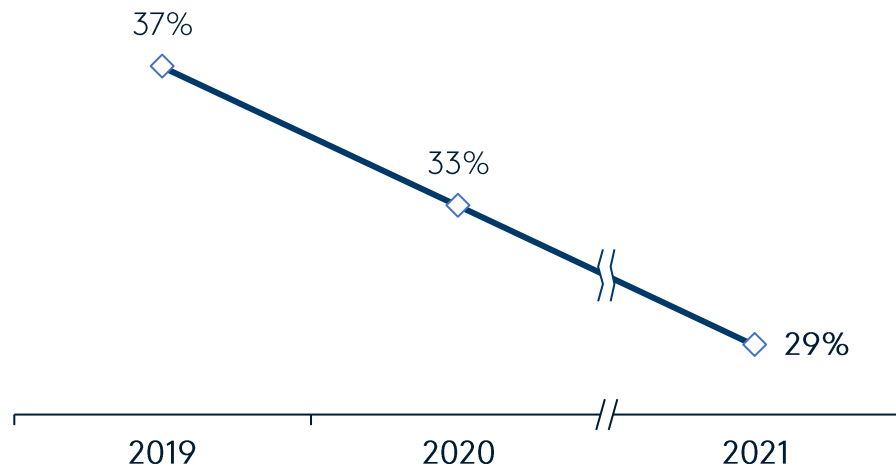


## EPS

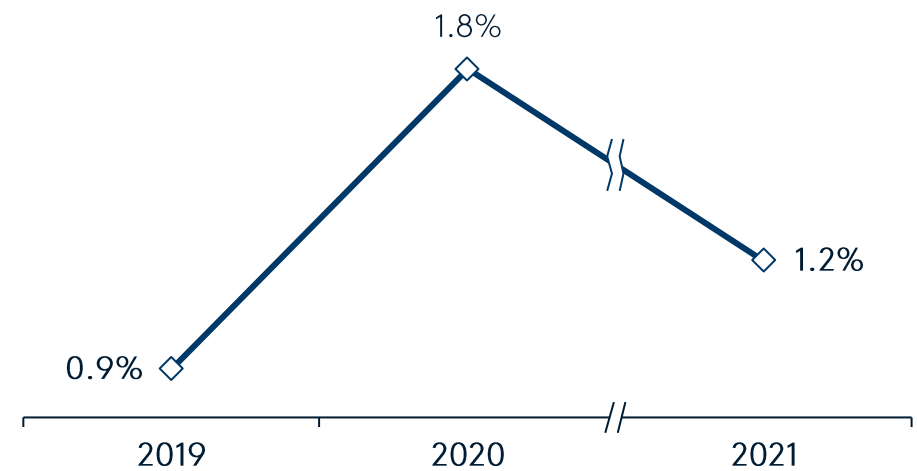


# Earnings Results *(Continued)*

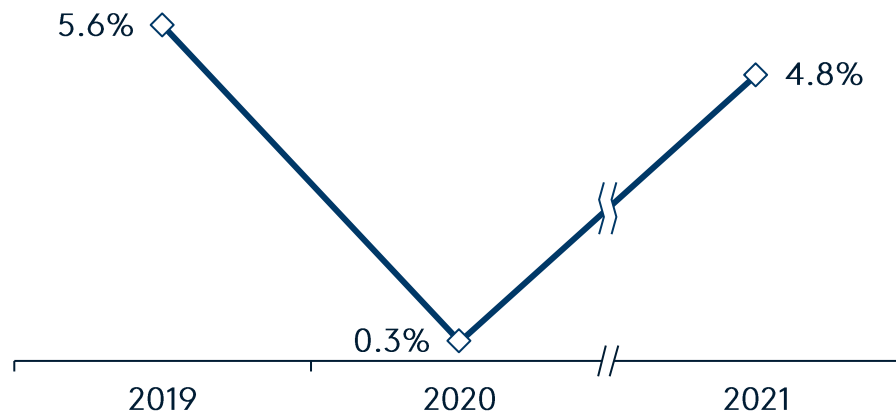
## Cost to Income Ratio



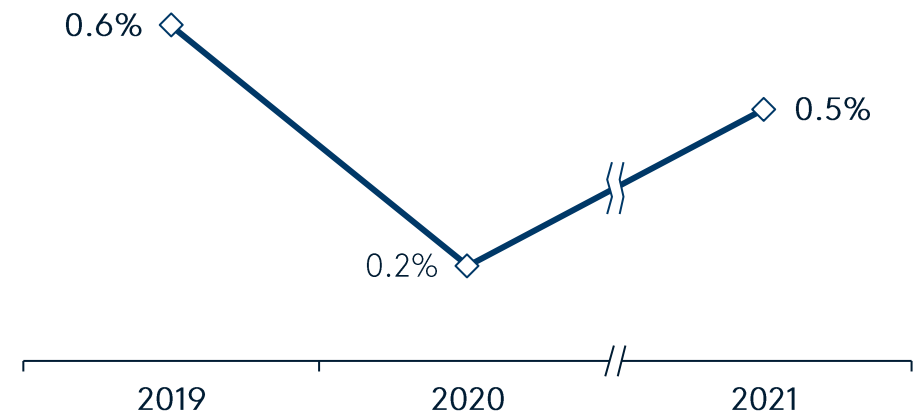
## Financing Provision Charges %



## ROAE



## ROAA



# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

# Contents



- Economic Outlook
- Bank Profile
- Latest Business Highlights
- Financial Performance
- Q&A
- Appendix

# Financial Statements - Comparative

figures in Thousand KWD

Balance Sheet	YE-2021	YE-2020	Growth (YTD)	
			KWD	%
Placements & Balances with Banks	516,899	468,896	48,003	10%
Financing Receivable	2,473,516	2,497,366	(23,850)	(1%)
Investments	516,257	466,258	49,999	11%
Fixed & Other Assets	73,540	42,734	30,806	72%
<b>Total Assets</b>	<b>3,580,212</b>	<b>3,475,254</b>	<b>104,958</b>	<b>3%</b>
Due to Banks & FIs	512,571	494,355	18,216	4%
Customer Deposits	2,288,918	2,353,454	(64,536)	(3%)
Senior Sukuk	302,024	302,429	(405)	(0%)
Other Liabilities	60,900	44,922	15,978	36%
<b>Total Liabilities</b>	<b>3,164,413</b>	<b>3,195,160</b>	<b>(30,747)</b>	<b>(1%)</b>
<b>Total Equity</b>	<b>415,799</b>	<b>280,094</b>	<b>135,705</b>	<b>48%</b>
<b>Total Liabilities and Equity</b>	<b>3,580,212</b>	<b>3,475,254</b>	<b>104,958</b>	<b>3%</b>

Income Statement	YE-2021	YE-2020	Growth (Y-o-Y)	
			KWD	%
Financing Income	95,410	109,282	(13,872)	(13%)
Financing Cost	48,580	62,826	(14,246)	(23%)
<b>Net Financing Margin</b>	<b>46,830</b>	<b>46,456</b>	<b>374</b>	<b>1%</b>
Investment Income	49,622	26,252	23,370	89%
Fees & Commissions	4,035	3,228	807	25%
Foreign Exchange Income	2,603	(907)	3,510	387%
Other Income	4,264	3,765	499	13%
<b>Operating Income</b>	<b>107,354</b>	<b>78,794</b>	<b>28,560</b>	<b>36%</b>
Staff Cost	20,444	17,669	2,775	16%
General & admin expenses	4,335	3,936	399	10%
Depreciation Expenses	6,031	4,623	1,408	30%
<b>Operating Expenses</b>	<b>30,810</b>	<b>26,228</b>	<b>4,582</b>	<b>17%</b>
<b>Net Operating Income</b>	<b>76,544</b>	<b>52,566</b>	<b>23,978</b>	<b>46%</b>
Provisions	59,757	46,638	13,119	28%
Taxes	823	294	529	180%
<b>Net Profit</b>	<b>15,964</b>	<b>5,634</b>	<b>10,330</b>	<b>183%</b>

EPS (fils)	6.02	0.39	5.63
------------	------	------	------



# Financial Statements - Trend

figures in Thousand KWD

Balance Sheet	2019	2020	2021
Placements & Balances with Banks	328,247	468,896	516,899
Financing Receivable	2,261,974	2,497,366	2,473,516
Investments	490,762	466,258	516,257
Fixed & Other Assets	62,688	42,734	73,540
<b>Total Assets</b>	<b>3,143,671</b>	<b>3,475,254</b>	<b>3,580,212</b>
Due to Banks & FIs	953,302	494,355	512,571
Customer Deposits	1,705,811	2,353,454	2,288,918
Senior Sukuk	152,179	302,429	302,024
Other Liabilities	38,019	44,922	60,900
<b>Total Liabilities</b>	<b>2,849,311</b>	<b>3,195,160</b>	<b>3,164,413</b>
<b>Total Equity</b>	<b>294,360</b>	<b>280,094</b>	<b>415,799</b>
<b>Total Liabilities and Equity</b>	<b>3,143,671</b>	<b>3,475,254</b>	<b>3,580,212</b>

Income Statement	2019	2020	2021
Financing Income	109,570	109,282	95,410
Financing Cost	64,081	62,826	48,580
<b>Net Financing Margin</b>	<b>45,489</b>	<b>46,456</b>	<b>46,830</b>
Investment Income	7,884	26,252	49,622
Fees & Commissions	5,070	3,228	4,035
Foreign Exchange Income	1,023	(907)	2,603
Other Income	296	3,765	4,264
<b>Operating Income</b>	<b>59,762</b>	<b>78,794</b>	<b>107,354</b>
Staff Cost	14,807	17,669	20,444
General & admin expenses	4,426	3,936	4,335
Depreciation Expenses	3,174	4,623	6,031
<b>Operating Expenses</b>	<b>22,407</b>	<b>26,228</b>	<b>30,810</b>
<b>Net Operating Income</b>	<b>37,355</b>	<b>52,566</b>	<b>76,544</b>
Provisions	19,908	46,638	59,757
Taxes	909	294	823
<b>Net Profit</b>	<b>16,538</b>	<b>5,634</b>	<b>15,964</b>

<b>EPS (fils)</b>	<b>7.36</b>	<b>0.39</b>	<b>6.02</b>
-------------------	-------------	-------------	-------------

## Contact Us:

- [IR@WARBABANK.COM](mailto:IR@WARBABANK.COM)
- Warba IR – Website
- Warba IR – Application



# THANK YOU