

Q4 / FY 2020 Results Presentation

Key Messages



- 2020 has been a year like no other, impacted by unprecedented and deeply challenging conditions represented by the Covid-19 pandemic, collapse in oil prices and interest rates, and the emergence of some major fraud in the MENA region
- Bank ABC has not been immune and has faced considerable operational and financial pressures. Nonetheless, a proactive response to the Covid-19 pandemic ensured the Group maintained its operational and financial resilience throughout 2020
- The Bank strategy remained consistent and Bank ABC continued to invest in its strategic journey, delivering significant milestones such as its digital transformation winning multiple awards for its 'mobile-only' bank ila, being recognized as the Bank of the Year in Bahrain, and announcing a landmark acquisition of Blom Bank Egypt
- Despite such unprecedented market conditions, the Bank delivered robust underlying revenues, a strong balance sheet and a net operating profit of \$282m before provisions
- Operating business performance continued to show robust traction with underlying TOI of \$793m (91% of FY 2019)
- The Bank achieved prudent cost management, with a 7% drop in headline costs to \$486m, while prioritizing continuing investments in the Group's digital transformation and strategic initiatives
- The Bank shows a strong balance sheet with a 16.6% Tier 1 ratio (16.2% CET1), LCR of 324% and NSFR of 122%
- FY 2020 ECL charge of \$329m driven higher by unforeseen client frauds of \$183m, combined with Covid-19 conditions and forward-looking nature of IFRS 9. This led to a net loss of \$89m for the year. Excluding the one-off fraud element, the Group would have recorded a \$94m profit

Bank ABC Group Strategy remains consistent

Strategic intent	To become MENA's leading international Bank						
Values	CLIENT CENTRIC		COLLAB	ORATIVE	CONSISTENT		
Strategic objectives	Build focus to unlock the full potential of our global Wholesale Bank*	Digitize Retail Banking in MENA and grow our Commercial Banking in Brazil		Enhance t Group's oper model to inc resilience a strengthe culture	rating rease and en	Seek inorganic opportunities to address our model constraints and improve Group returns	
		Signific	antly grow our	Corporate client	s base		
Strategic	Globalise & optimise our Financial Institution clients Franchise						
Value Drivers	Build Transaction banking						
	Digitize the Bank						

Significant Progress made on Strategic Objectives

Unlock the full potential of our global Wholesale Bank*

Digitize Retail Banking in MENA

Enhance the Group's operating model to increase resilience

Seek inorganic growth opportunities

- Revised corporate strategy focused on an enhanced coverage model and improved sales focus
- Kick-started our wholesale bank optimization and digital transformation journey
- Continue to act as a lead arranger in areas of Debt Capital Markets and Syndications on major conventional and Islamic financing transactions
- ila completed its first full year of operation showing exceptional customer numbers and deposits
- ila was awarded the Seamless Middle East 2020 award for Digital Banking Experience of the Year and four Transform Middle East awards for its visual identity
- Launched ABC Labs and continuing to transform AFS into a Digital payment challenger
- Measures to protect staff and strengthen operational resilience adopted early during the Covid-19 pandemic
- Cost saving initiatives were adopted early while prioritizing continuing investments in the Group's digital transformation and strategic initiatives
- Entered into an agreement to acquire Blom Bank Egypt, which will provide an excellent franchise addition and platform for growth
- The acquisition will significantly upscale Bank ABC's Egyptian business, delivering scale and a more efficient platform

Key Business Achievements: Successful expansion and growth of ila

- ila has demonstrated remarkable growth of customer numbers and market share in its first full year of operation, and the brand is now well established in Bahrain and regionally
- Continuous enhancements to customer interface and unique user experience of the app reflecting consumer feedback and needs
- ila has won several awards such as the 'Seamless Middle East award for Digital Banking Experience of the year' and four Transform awards for its visual identify
- / The ila platform will be rolled out across the wider ABC network, with a focus on innovative products including digital payments, asset products and financial management

The ila Platform



• Mobile-led retail banking (majority of customers acquired via social media)

- Competitive rates
- Exceptional customer service
- Simple, seamless, fast
- Current account
- Multiple currencies
- Virtual, Classic & Premium Cards
- Smart, personalized features, e.g. savings pockets, funding circles
- Hassala launch enables customers to save in an automated way
- Bill payments and P2P transfers
- Mobile (sales fulfillment)
- Social media (sales and brand image and cross selling)
- Contact center (voice & email) 24x7

Key Business Achievements: Blom Egypt acquisition delivers on Group strategic objective on inorganic growth



بنـــك بلـــوم مصـــر BLOM BANK EGYPT

Blom Bank Egypt was established in 1977 and is headquartered in Cairo with a nationwide presence of 41 branches and a universal banking proposition

Total Assets* EGP 4.7bn

EGP 45bn

Total Equity*

EGP 1.8bn TOI*

Transaction Summary

- Bank ABC has entered into an agreement with Blom Bank Lebanon to acquire its 99.4% stake in Blom Bank Egypt
- The transaction is subject to regulatory approvals from the Central Bank of Bahrain, Central Bank of Egypt, Egyptian Financial Regulatory Authority and Bangue du Liban and is expected to close by Q2 2021
- Post acquisition, Bank ABC Egypt and Blom Bank Egypt will merge 1

Strategic Highlights



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- Significantly upscales Egyptian business, delivering scale and a more efficient platform
- Provides ABC Group with a highly profitable franchise with significant growth potential
- Builds new capabilities in Retail, SME and Corporate lending



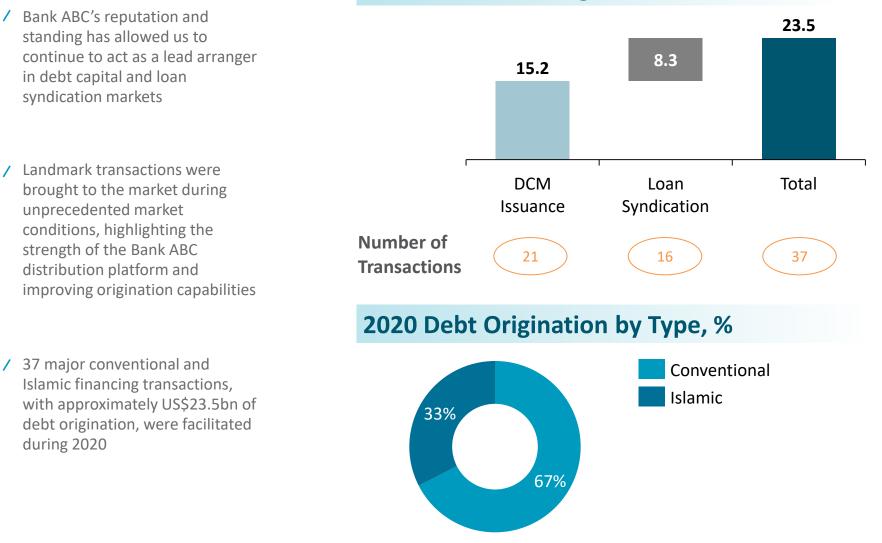
Provides a more capable and expansive branch network with the addition of 41 branches

Facilitates greater connectivity and access to Egypt for Bank ABC's broader client base

Key Business Achievements:

Continuing to act as a lead arranger of public debt origination





2020 Total Debt Origination, \$bn*

Multiple Awards Recognizing the Group's Unwavering Commitment to Success



Bank ABC won 5 prestigious awards during 2020



Bank ABC won "Bank of the Year 2020 - Bahrain" by The Banker Magazine



"Fatema: ila's Digital Assistant" Gartner Eye on Innovation Award for Financial Services – EMEA Best Trade Finance Provider in Bahrain by Global Finance



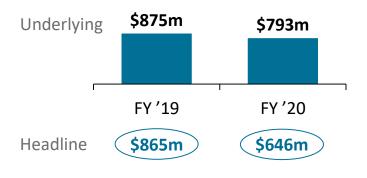
"Digital Banking Experience of the Year" by Seamless Middle East



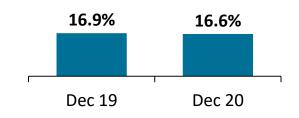
Four branding awards for ila Bank by Transform MEA

Financial Highlights - unprecedented 2020 Market Conditions Weathered

Total Operating Income, \$m



T1 Capital Ratio, %



 Underlying* TOI of \$793m (91% of FY 2019) reflects good performance across a number of markets and business lines under the current operating conditions

BankABC

- Sharp BRL depreciation creates hedge impact of \$103m in headline TOI, offset through tax credit*
- Capital base remains strong, stable and significantly above regulatory minimum levels
- CET 1 Ratio (16.2%) comprises the majority of Bank ABC's Tier 1 Capital Ratio

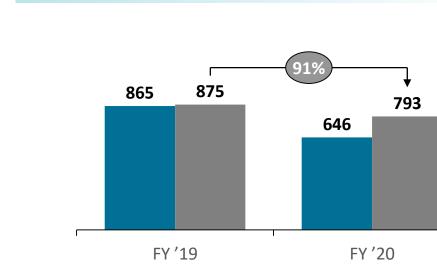
Underlying Net Operating Profit, \$m



 Underlying* net operating profit (adjusted for FX, tax and other factors) was \$282m before provisions

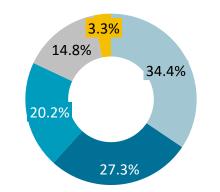
Robust Underlying Revenues

- After adjusting for currency hedging and FX depreciation, underlying* TOI of \$793m was at 91% of 2019 levels, reflecting resilience across most of our markets and business lines
- Headline revenues were largely impacted by hedging in our BAB subsidiary and FX translation adjustments given the sharp BRL depreciation against USD. \$103m of this impact is offset through a tax credit of equal amount (pg 16)
- Client and transaction revenues have performed well, with many units posting TOI levels of greater than 90% of previous year comparatives
- Net interest income was at 91% of FY 2019 levels after absorbing the impact of declining interest rates and FX depreciation
- Income is broad based and diversified across various business units



Total Operating Income (TOI), \$m





ABC Brasil International Wholesale Bank MENA Subsidiaries Group Treasury Other**

Bank ABC

Headline

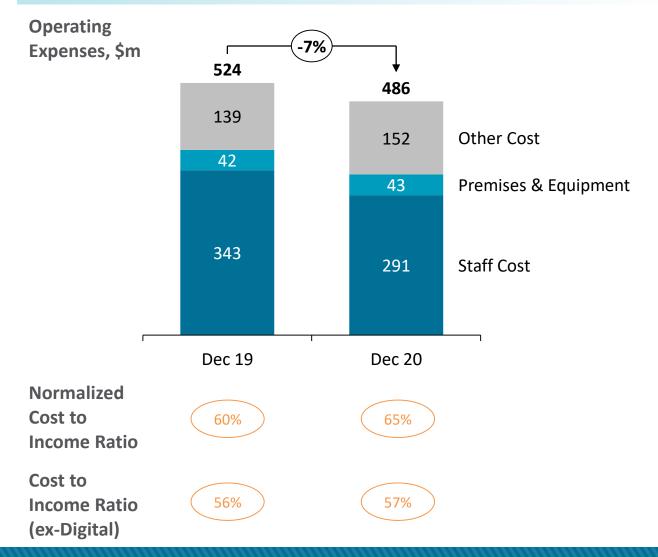
Underlying*

Prudent Cost Management

BankABC

- 7% headline drop in costs during 2020 to \$486m on the back of management actions to control spending
- Costs highly controlled with restricted hiring, rationalization of discretionary spending and FX impact
- Several initiatives are underway to increase cost efficiencies during 2021 and beyond
- Continuing investments into the Group's digital transformation and strategic initiatives will remain a priority
- Cost to income levels have increased due to lower TOI, but robust cost measures will continue during 2021 and beyond

Operating Expenses and Cost to Income Ratio

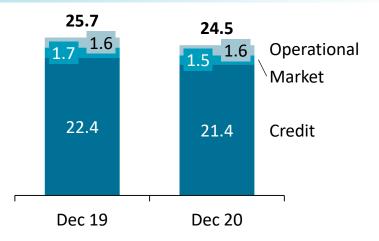


Strong and Resilient Capital Base

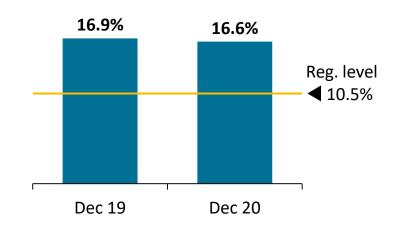
Overview

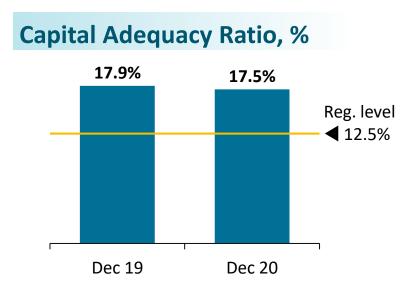
- Tier 1 ratio remains strong, after absorbing the exceptional net loss and FX translation adjustments, benefiting from dividend retention
- CET 1 Ratio (16.2%) comprises the majority of Bank ABC's Tier 1 Capital Ratio (16.6%)
- Bank ABC's capital base remains very strong, with a capital adequacy ratio of 17.5% as at end of December 2020
- RWA stood at \$24.5bn as of Dec-2020, compared to \$25.7bn as of Dec-19 (-5%)

RWA by Type of Risk, \$bn



Tier 1 Ratio, %





Well Diversified and Liquid Balance Sheet

- Total assets stood at \$30.4bn at the 2020 year end, compared to \$30.1bn at the 2019 year end
- More than half the Assets are maturing within 1-year (56%)
- / Loans dropped by 5% on a headline basis to \$15.7bn. However, adjusted for BRL depreciation, loans were higher by 2% compared to 2019 year end, reflecting continued focus and selective growth in key markets
- Loan to customer deposits ratio at 91% compared to 99% at the 2019 year end. Our deposit experience remained steady underscoring the confidence of our clients
- Marketable securities grew to \$6.9bn (+8%) and liquid funds to \$5.4bn (+1%) at the 2020 year end
- Strong liquid funds position with LCR of 324% ⁽¹⁾ and NSFR of 122%

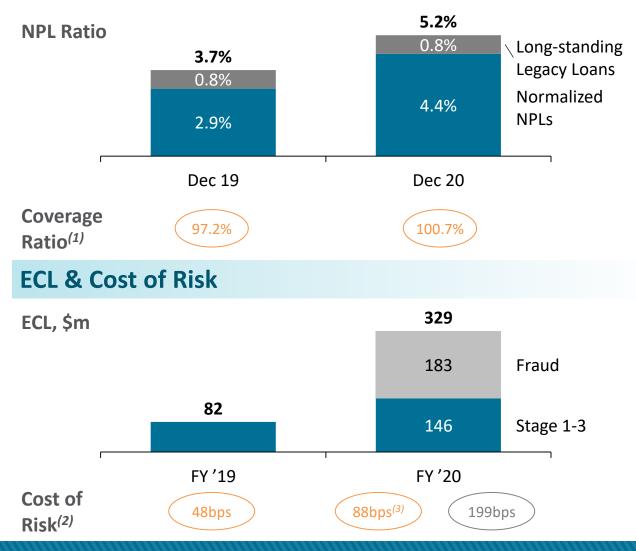
Dec 2020 Assets by Instrument, \$bn



ECL Increase due to Major Fraud cases and IFRS9

- NPL ratio impacted by unforeseen major fraud cases in the region relating to KBBO and other companies (incl NMC). Many regional players have been impacted by these names
- NPL ratio normalises to 4.4% when long-standing legacy fully provided loans are adjusted for
- Loans provision coverage ratio has improved to 101% compared to 97% as of 2019
- Bank ABC is taking a conservative approach to provisioning for the fraud cases
- Excluding fraud events, the remaining ECL provisions are higher than previous years impacted by the Covid19 conditions and forward looking nature of IFRS 9 (similar to the industry peers)

NPLs and Coverage Ratio



(1) Provision/Gross Impaired Loans. (2) Impairment / Gross Loans. (3) Excluding ECL related to major client fraud.

Q4 / FY 2020 Summary





Unprecedented market conditions were weathered with strong balance sheet, robust underlying revenues and net operating profit of \$282m before provisions



A significant increase in ECL to \$329m driven higher by major fraud cases, combined with Covid-19 conditions and the forward-looking nature of IFRS 9, created a net loss of \$89m. Excluding the one-off frauds, the Group would have recorded a \$94m profit



Cost reduction measures are continuing alongside prioritized investments into Bank ABC's strategic transformation, consistently aimed at building digital capabilities across both wholesale and retail banking



Announced a landmark transaction to acquire Blom Bank Egypt, providing an excellent franchise addition and platform for growth in a core MENA market

Appendix: Normalised Financials

Bank ABC

	US\$ millions	2016	2017	2018	2019	2020
	Interest Income	538	556	559	564	516
	Non-Interest Income	278	317	309	311	233
Profit or Loss	Total Operating Income (TOI)*	816	873	868	875	749
	Total Operating Expenses	-436	-462	-474	-524	-486
	Operating Profit	380	411	394	351	263
	Provisions	-92	-96	-79	-82	-329
	Profit before Taxes & M.I.	288	315	315	269	-66
	Taxes*	-54	-62	-67	-33	-9
	M.I.	-51	-60	-46	-42	-14
	Net Profit	183	193	202	194	-89
	US\$ millions	2016	2017	2018	2019	2020
	Liquid Funds**	7,517	6,079	6,266	5,323	5,378
	Marketable Securities	6,346	6,650	6,638	6,343	6,867
	Loans & Advances	14,683	15,329	14,884	16,452	15,656
	Other	1,595	1,441	1,761	1,950	2,506
	Total Assets	30,141	29,499	29,549	30,068	30,407
Balance	Customer Deposits	14,307	16,782	16,464	17,065	17,667
	Bank Deposits	5,870	3,408	4,207	3,897	3,596
Sheet	Borrowing	4,269	2,148	2,012	2,080	1,795
	Other	1,435	2,749	2,550	2,537	3,205
	Total Liabilities	25,881	25,087	25,233	25,579	26,263
	Shareholders' Equity	3,826	3,930	3,862	4,031	3,767
	Non-Controlling Interest	434	482	454	458	377
	Total Equity	4,260	4,412	4,316	4,489	4,144
	Total Liabilities & Equity	30,141	29,499	29,549	30,068	30,407
	Normalized Cost to Income, %	53%	53%	55%	60%	65%
Кеу	Tier 1 Ratio, %	17.5%	17.7%	17.2%	16.9%	16.6%
Metrics	CET 1, %	17.3%	17.5%	17.0%	16.6%	16.2%
wiethes	RoAE,%	4.8%	5.0%	5.2%	4.9%	-

* TOI and taxes includes normalization of BRL currency overhedge. Headline TOI 2016 \$865m, 2017 \$869m, 2018 \$817m, 2019 \$865m and 2020 \$646m. ** Liquid funds includes placements with banks & other financial institutions and securities bought under repurchase agreements.

Appendix: Underlying Performance – Key Adjustments

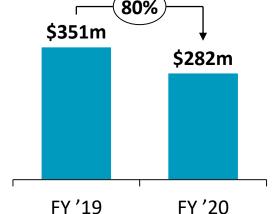
Underlying Total Operating Income

	2019	2020	— 91 9	6)
Headline TOI	\$865m	\$646m	\$875m	\$793m
Currency Hedge*	+\$10m	+\$103m		
Normalized TOI	\$875m	\$749m		
FX impacts and one-offs	-	+\$44m		
Underlying TOI	\$875m	\$793m	FY '19	FY '20
Underlying Net Operating Profit				
	2019	2020		%
Headline Net Operating Profit	\$341m	\$160m	\$351m	↓ \$282
Currency Hedge*	+\$10m	+\$103m		7 = 5
Normalized Net Operating Profit	\$351m	\$263m		

FX impacts and one-offs

Underlying Net Operating Profit

2015	2020
\$341m	\$160m
+\$10m	+\$103m
\$351m	\$263m
-	+\$19m
\$351m	\$282m





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