

A large, stylized graphic of a globe dominates the background. The globe is rendered in shades of red and blue, with white grid lines representing latitude and longitude. The globe is tilted, showing the Middle East and parts of Africa and Europe. The overall design is modern and professional.

# National Bank of Kuwait Investor Presentation

January 2018

# 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) National Bank of Kuwait S.A.K.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. National Bank of Kuwait 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.

## Section 1

Overview of NBK

## Section 2

Overview of Operating Environment

## Section 3

Strategy and Business Overview

## Section 4

Financial Performance (Historical)

## Section 5

Performance Overview FY 2017

## Section 6

Appendix



## Snapshot

<b>Background</b>	<ul style="list-style-type: none"> <li>National Bank of Kuwait S.A.K.P. ("NBK" or the "Bank") was established in 1952 as the first local bank and the first shareholding company in Kuwait and as the first indigenous bank in the GCC.</li> <li>The Bank is the leading banking group in Kuwait in terms of assets, customer deposits and customer loans and advances.</li> <li>NBK is the dominant bank in Kuwait with more than 30% market share of assets.</li> <li>The Bank was ranked amongst the 50 safest banks in the world by Global Finance and was named the most valuable banking brand in Kuwait and among the top 10 in the region by Brand Finance.</li> </ul>
<b>Ownership</b>	<ul style="list-style-type: none"> <li>The Bank was established by a group of leading Kuwaiti merchants and it has retained the same core shareholder base since that time.</li> <li>NBK's shares are listed on the Kuwait Stock Exchange since 1984 with only one shareholder holding owning more than 5% of the Bank's share capital (PIFSS owns 5.53% as of December 2017).</li> <li>NBK's market capitalisation as at 31 December 2017 was USD 14.0 bn.</li> </ul>
<b>Operations</b>	<ul style="list-style-type: none"> <li>The Bank's core businesses are (i) consumer and private banking, (ii) corporate banking, (iii) Islamic banking and (iv) investment banking and asset management.</li> <li>The Bank operates across 15 countries with a predominant focus on the MENA region.</li> </ul>

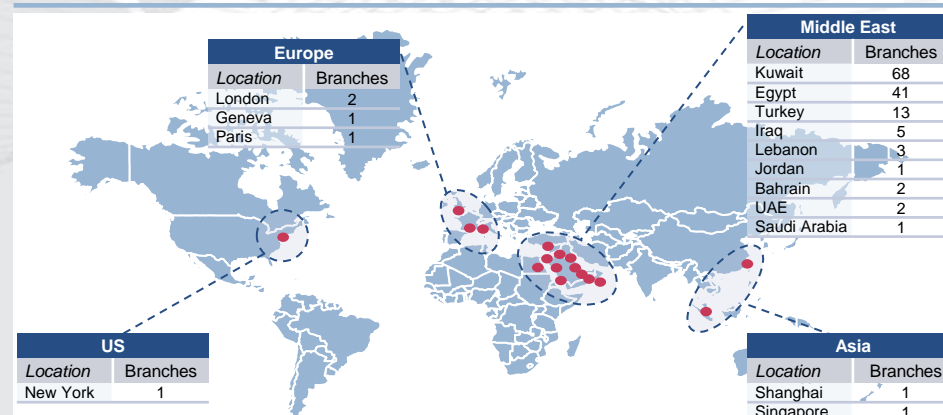
## Credit Ratings

Rating Agency	Long Term Rating	Standalone Rating	Outlook
<b>MOODY'S</b>	Aa3	a3	Stable
<b>STANDARD &amp; POOR'S</b>	A+	a-	Stable
<b>FitchRatings</b>	AA-	a-	Stable

## Financial Snapshot

USD million	2015	2016	2017
Total Assets	78,203	80,327	86,279
Loans, advances & Islamic financing	44,908	45,109	48,062
Customer Deposits	39,964	41,783	45,666
Total Equity	10,575	11,283	11,801
Net Operating Income	2,415	2,470	2,726
Net Profit attributable	935	978	1,068
Cost to Income (%)	32.2%	33.8%	32.3%
Net Interest Margin (%)	2.42%	2.47%	2.61%
NPL Ratio (%)	1.34%	1.28%	1.42%
Loan Loss Coverage Ratio (%)	322.4%	365.2%	287.5%
Return on Average Equity (%)	10.5%	10.2%	10.8%
Tier 1 Ratio (%)	14.7%	15.7%	15.8%
Capital Adequacy Ratio (%)	16.8%	17.7%	17.8%

## Overview of Regional and International Geographic Presence



Notes: Through out the investor presentation, the USD/KD exchange rates used is 0.30175. The rates are based on the Central Bank of Kuwait's closing exchange rates as of 31/12/2017.

## High Credit Ratings and among the Top Brand Values Regionally

- NBK has one of the highest credit ratings in the MENA region.
- The Bank was ranked amongst the 50 safest banks in the world by Global Finance and was named the most valuable banking brand in Kuwait and among the top 10 in the Middle East by Brand Finance.

## Largest Banking Group in Kuwait with Dominant Market Position

- As at 31 December 2017, the Bank was the largest bank in Kuwait in terms of total assets, loans and customer deposits. In addition, the Bank enjoys a dominant market share across its business segments.
- NBK also has one of the largest and most diversified distribution networks.

## Sound and Consistent Financial Performance

- NBK has a long history of profitability and remained profitable throughout the global financial crisis.
- The Bank also boasts an excellent asset quality (NPL ratio at 1.42% at end-2017). NBK also maintains strong liquidity which serves as a buffer in times of needs.

## Stable Shareholder Base and Strong Management Team

- The Bank was established in 1952 by a group of leading Kuwaiti merchants and has retained the same core shareholder base since then.
- NBK's stable shareholder base is complemented by a strong and stable Board of Directors and a long-serving executive team with in-depth experience.



## Only Banking Group in Kuwait to Provide Both Conventional and Islamic Banking

- Following its consolidation of Boubyan Bank in 2012, NBK became the only banking group in Kuwait to offer both conventional and Islamic banking services.
- This has allowed the Bank to leverage off the opportunities across both markets, particularly given the growing importance of Islamic Finance in Kuwait.

## A Strong Regional and International Network

- NBK has a strong regional and international presence, with operations in 15 countries, 9 of which are in the MENA region.
- The Bank continues to explore opportunities to expand geographically with a primary focus on further strengthening operations in MENA region.

## Strong Investment Banking Capability

- NBK conducts its investment banking and asset management business through its subsidiary, Watani Investment Company K.S.C.C. (Known as NBK Capital).

*“The standalone baseline credit assessment (BCA) of a3, reflects the bank's (1) dominant position in its domestic market, underpinning its resilient core profitability and growth prospects; and (2) robust financial fundamentals including consistently strong asset quality, as well as adequate capitalisation and liquidity.”*

**MOODY'S**

**Moody's – 31 October 2017**

*“We view NBK's business position as "strong," reflecting the bank's leading position in Kuwait. We believe NBK's business model, which is more diversified than that of many emerging peers, will help the group exhibit resilience in the challenging economic environment.... The stable outlook reflects our expectation that NBK's asset quality and capitalization will remain relatively stable, its market position strong, and its funding and liquidity relatively unchanged.”*

**STANDARD  
& POOR'S**

**Standard & Poor's – 22 June 2017**

*“NBK's Viability Rating (VR) is underpinned by its flagship in Kuwait. The Bank's size, large branch network, distribution capabilities, strong client relationships, expertise, brand, reputation and long-established geographical footprint provide NBK with clear competitive advantages. The rating also factors NBK's strong and highly experienced management team that supports the Bank's effective strategy implementation which have been consistent over the past years and well-articulated to achieve organic growth and group integration.”*

**FitchRatings**

**Fitch Ratings – 16 October 2017**

## Section 1

Overview of NBK

## Section 2

Overview of Operating Environment

## Section 3

Strategy and Business Overview

## Section 4

Financial Performance (Historical)

## Section 5

Performance Overview FY 2017

## Section 6

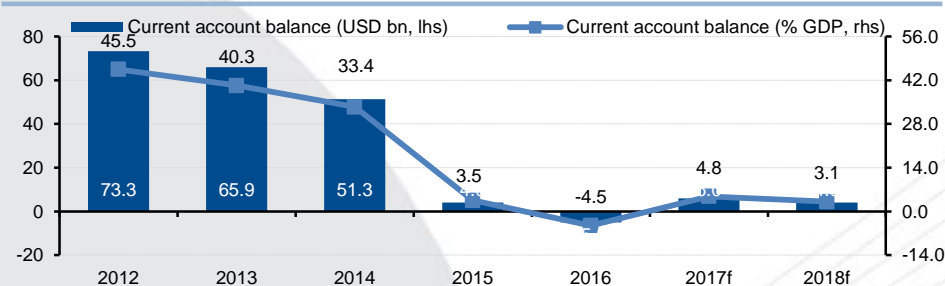
Appendix



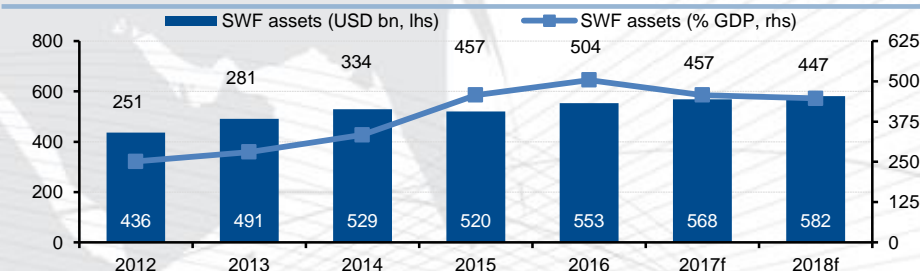
## Snapshot

<b>Overview</b>	<ul style="list-style-type: none"> <li>The State of Kuwait (“Kuwait” or the “Sovereign”) is a sovereign state on the coast of the Arabian Gulf, covering a total area of 17,818 square kilometers.</li> <li>Kuwait is a constitutional monarchy, headed by His Highness the Emir, Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah.</li> </ul>
<b>Economy</b>	<ul style="list-style-type: none"> <li>Kuwait enjoys an open economy, dominated by the government sector. Its economy, while primarily dependent on the oil industry, has witnessed an increasing contribution from non-oil sectors.</li> <li>Kuwait has one of the lowest industry breakeven oil prices globally, and the lowest fiscal breakeven in the GCC, making it more resilient to low oil prices. It has registered substantial fiscal and external surpluses over the years, which serve as a buffer.</li> </ul>
<b>Strategic Vision</b>	<ul style="list-style-type: none"> <li>Kuwait has launched a long-term policy vision under the banner of “Kuwait Vision 2035”. The vision encompasses six strategic aims: increasing GDP growth, encouraging the private sector, supporting human and social development, promoting demographic policies, enhancing and improving the effectiveness of government administration, and consolidating the country’s Islamic and Arab identity. Kuwait has set medium-term development strategies with a view to ultimately achieving this vision.</li> </ul>

## Current account to recover into surplus



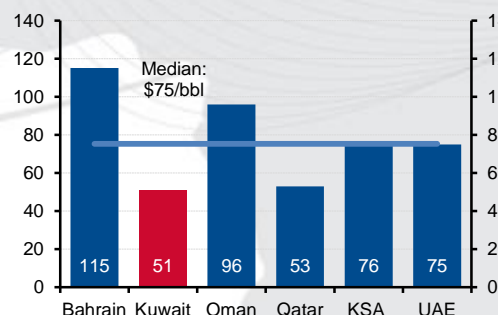
## Strong sovereign balance sheet



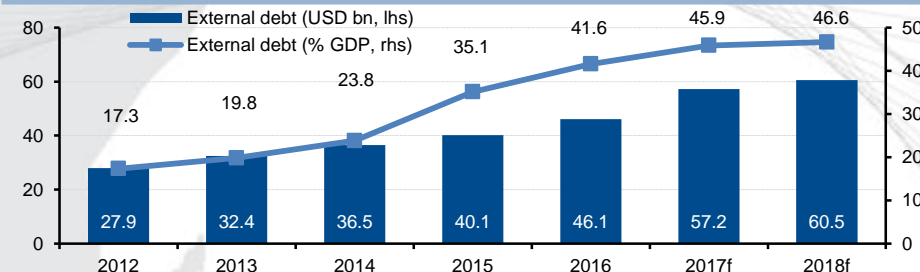
## Key Figures

Key Indicators	2017F	2018F
Sovereign Ratings	Aa2 / AA / AA (M / S / F)	
Current Account	\$6.0 bn	\$4.0 bn
Gov Revenues (%GDP)	40%	40%
Public Debt (% GDP)	22.2%	25.9%

## GCC fiscal breakeven oil price



## External debt remains relatively low as a share of GDP



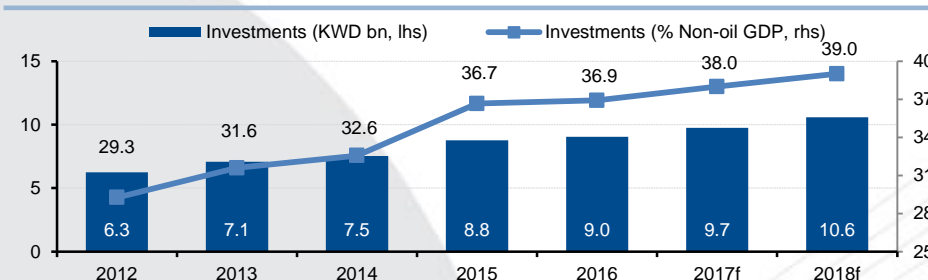


# Overview of Kuwait (Continued)

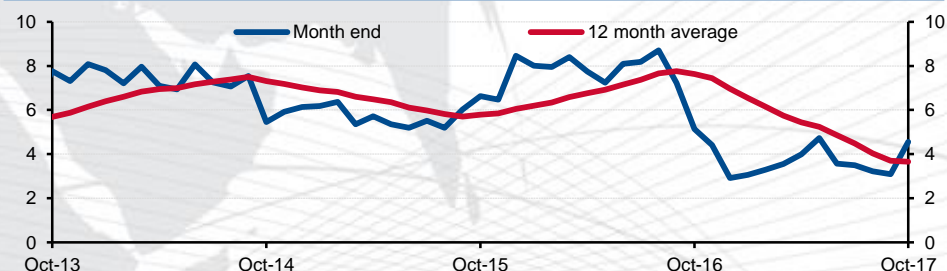
## Recent Developments

<b>GDP Growth</b>	<ul style="list-style-type: none"> <li>Economic growth is seen improving despite the drop in oil prices, as project awards pick up. Fiscal and external buffers give Kuwait ample capacity to sustain spending plans.</li> <li>Non-oil growth is expected to accelerate slightly as capital spending on projects improves. Non-oil growth is expected to be around 3.5-4% in 2018 and 2019.</li> </ul>
<b>Public Finance</b>	<ul style="list-style-type: none"> <li>Fiscal deficits are expected to persist in the near-term given lower oil revenues, but should remain manageable given ample buffers.</li> <li>Inflation is expected to rise from 2017's expected 1.6% on utility hike tariffs, a weaker dinar, and the introduction of the VAT in 2019. Inflation is seen picking up to 2.1% in 2018 and 2.8% in 2019.</li> </ul>
<b>Household Debt</b>	<ul style="list-style-type: none"> <li>Household debt growth moderated notably in 2016 and 2017, but has been demonstrating signs of a turn around.</li> <li>Kuwaiti employment remained healthy in 2017. Growth in government spending on wages and salaries has moderated, but remains positive.</li> </ul>
<b>Credit Growth</b>	<ul style="list-style-type: none"> <li>Credit growth continued to be impacted by some large corporate debt repayments, but has demonstrated strength as government project implementation boosted borrowing. Growth registered at 4.6% y/y in October. We expect growth of 5-8% in 2017 and 2018.</li> <li>Government project awards have maintained a good pace and the pipeline of tenders remains strong. The government has indicated it will not cancel or delay any planned projects.</li> </ul>
<b>Real Estate Activity</b>	<ul style="list-style-type: none"> <li>Real estate activity appeared to recover following a 2-year slowdown; sales were flat in the 12-months ending November 2017 at KD 2.3 billion. Property prices, which saw an orderly correction the last two years, appear to have bottomed the last 6-9 months and are displaying a slight uptrend.</li> </ul>

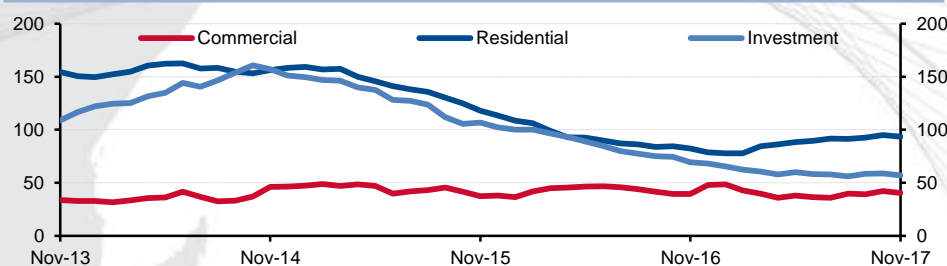
## Investment



## Private credit (change, %/y)



## Real estate sales 12m average (KD mn)



# Overview of the Kuwaiti Banking Sector

## Snapshot

- **The Kuwaiti banking sector comprises 23 banks**, including 11 domestic banks (five conventional, five Shariah-compliant and one specialized), and branches of 12 international banks (11 conventional and one Islamic).
- **The sector is highly regulated by the Central Bank of Kuwait** (“CBK”) with a number of regulations and supervisory norms in place monitoring interest rates charged, lending limits and concentrations, investment limits, liquidity and capital adequacy.
- **The government’s financial strengths underpin its capacity to provide support** to the banking sector with historical evidence of support. Most recently, in 2008, the state offered capital support to one bank as well as introduced a blanket guarantee on deposits following the global financial crisis.

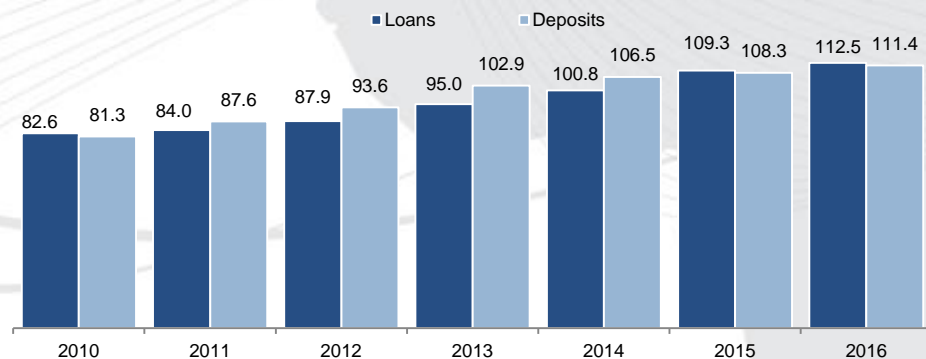
## Overview of Basel III Implementation in Kuwait

- In June 2014, the Central Bank of Kuwait announced the implementation of the Instructions of Basel III Capital Adequacy Framework in its final format to all local banks.

### Minimum Capital Requirements

- Kuwait’s minimum capital requirements are more stringent, being 2.5%, higher than the Basel III guidance with full phase-in required by December 2016 (as compared to Basel III’s Jan-2019 deadline)

## Key Indicators<sup>1</sup> (USD bn)



Phase-in Arrangements	Dec-2014	Dec-2015	Dec- 2016
<b>Total Common Equity Tier 1</b>	<b>8.5%</b>	<b>9.0%</b>	<b>9.5%</b>
Additional Tier 1	1.5%	1.5%	1.5%
<b>Tier 1</b>	<b>10.0%</b>	<b>10.5%</b>	<b>11.0%</b>
Tier 2	2.0%	2.0%	2.0%
<b>Total minimum CAR</b>	<b>12.0%</b>	<b>12.5%</b>	<b>13.0%</b>
D-SIB	0.5%-2.5% as part of CET1 (by 2016)		

Sources: Central Bank of Kuwait

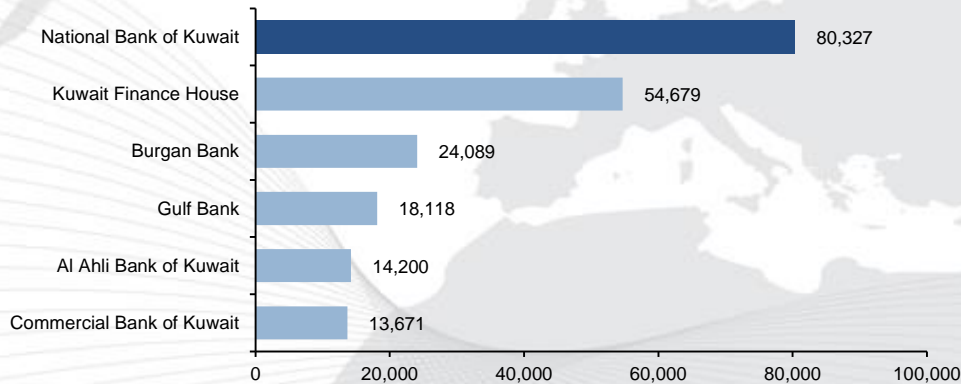
<sup>1</sup>Loans refers to total credit facilities to resident and deposits refer to private resident deposits , all as reported by the Central Bank of Kuwait

# The Dominant Kuwaiti Franchise

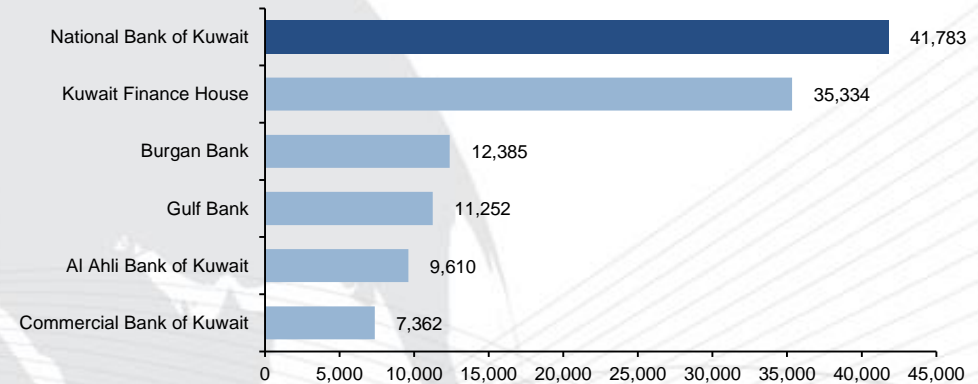


NBK is the leading banking group in Kuwait with a market leading position across its business segments

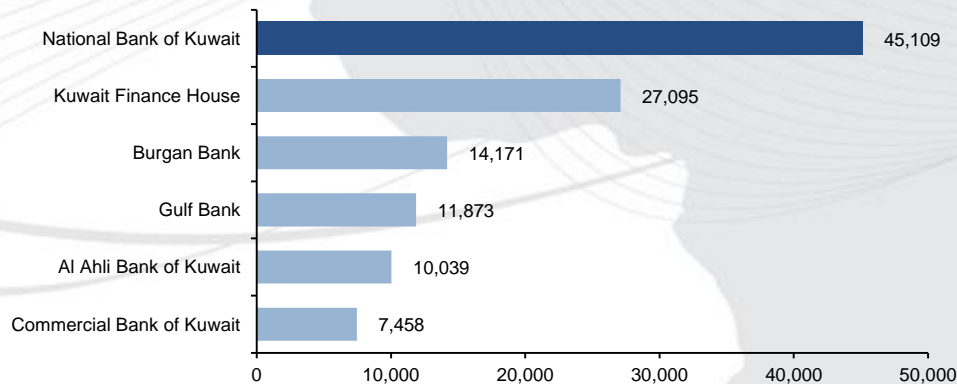
### Total Assets (USD million)



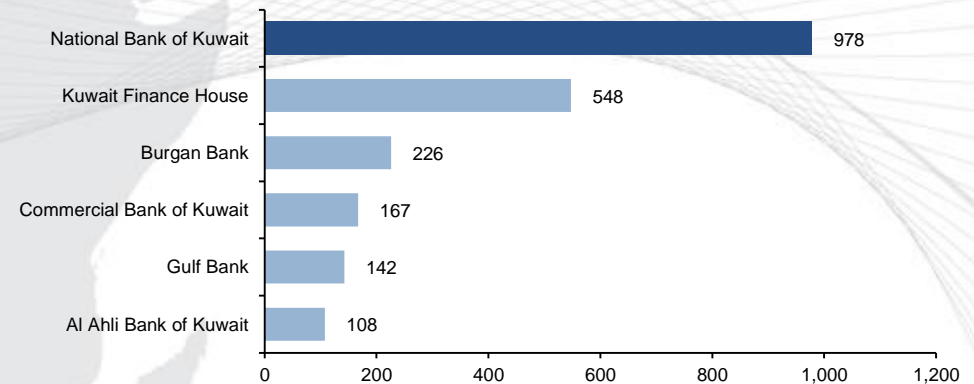
### Customer Deposits (USD million)



### Customer Loans & Advances (USD million)



### Net Profit attributable (USD million)



Sources: Bank's annual reports. All data as of 31 December 2016 (for Balance Sheet items) or for 2016 (for Income Statement Items).

Note: Kuwait Finance House is an Islamic bank while Burgan Bank, Gulf Bank, Commercial Bank of Kuwait, Al Ahli Bank of Kuwait are conventional banks.

## Section 1

Overview of NBK

## Section 2

Overview of Operating Environment

## Section 3

Strategy and Business Overview

## Section 4

Financial Performance (Historical)

## Section 5

Performance Overview FY 2017

## Section 6

Appendix



The Group's strategy, which is based on two main pillars, focuses on defending and growing its leadership position in Kuwait whilst also diversifying its business

## Defend and Grow Leadership Position in Kuwait

*Maintain excellence and market leadership position, to expand market shares and to maintain discipline in managing both risks and costs*

✓ Corporate Banking

- The Bank aims to (i) remain the primary banker for the leading local companies whilst continuing to be active in the mid-market sector; (ii) remain the bank of choice for foreign companies and continuing to serve at least 75% of those companies and (iii) maintain its current market share in trade finance (over 30%). To achieve the above, NBK will leverage off its different services, expand its coverage and broaden the range of products and services offered.

✓ Consumer Banking

- NBK intends to expand its consumer customer base by focusing on profitable consumer segments (such as the affluent and mass affluent segments) and by attracting new clients such as the SMEs.
- Through the above, the Bank aims to maintain its leadership position, maintain its focus on delivery of superior customer service experience and achieve the lowest cost of funds among Kuwaiti conventional banks.

✓ Private Banking

- Within the private banking sector, NBK aims to continue to provide a unique proposition to high net worth clients in collaboration with its investment arm. NBK also aims to provide superior customer service through its highly experienced bankers. The Bank also aims to leverage off its existing brand and experience (particularly in Switzerland) to provide access to leading funds and broaden its product portfolio.

## Geographical, and product and service diversification

*Includes expanding regional presence, establishing an Islamic banking franchise and building a leading regional investment bank.*

✓ Expand Regional Presence

- The Bank's geographic diversification strategy is to leverage its fundamental strengths and capabilities, including its international reach and strong regional relationships, to build a regional platform and support growth in key markets.
- NBK focuses on markets identified to have long-term potential through a combination of high growth economies, sound demographic trends and opportunities aligned with the Bank's competitive advantages.

✓ Establish an Islamic Franchise

- The Bank's strategy, in relation to its Islamic subsidiary, is to differentiate it from other domestic Islamic banks through a clear focus on high net worth and affluent clients and large and mid-market corporate customers.

✓ Build Regional Investment Bank

- NBK looks to establish its business as a leading regional investment banking, asset management, brokerage and research operation and to leverage the Group's strong regional position to cross sell these products across the MENA region.

NBK is a universal bank and the industry leader in all key business segments in Kuwait with an average market share of 30%

## Overview and strategy

Corporate Banking	Consumer Banking	Private Banking
<ul style="list-style-type: none"> <li>▪ Remain the primary banker for most of the local blue-chip companies, and an active player in the mid-market</li> <li>▪ Remain bank of choice among foreign corporations and continue serving 75% of them active in the Kuwaiti market</li> <li>▪ Maintain current market share in excess of 30% in trade finance in Kuwait</li> <li>▪ Offer differentiated services to large corporate clients leveraging other NBK units</li> <li>▪ Increase market share in medium corporate segment through focused teams and relationship management</li> <li>▪ Focus on Government mega projects benefiting from NBK's large capital base</li> <li>▪ Maintain asset quality with emphasis on credit control and risk management</li> </ul>	<ul style="list-style-type: none"> <li>▪ Maintain undisputed leadership in retail banking with leading market share and the highest customer penetration among conventional banks</li> <li>▪ Maintain focus on customer service</li> <li>▪ Expand client base with focus on profitable consumer segments such as affluent and mass affluent, and aim to attract new bankable clients such as SMEs</li> <li>▪ Achieve lowest cost of funds among Kuwaiti commercial banks</li> <li>▪ Pioneer innovative multi-channel solutions including state of the art internet, mobile banking and call center services</li> <li>▪ Focus on the evolution to segment of one by providing tailor-made propositions aiming at better cross-sell, increased product penetration, proactive attrition management utilizing the latest tools and technologies</li> </ul>	<ul style="list-style-type: none"> <li>▪ Continue to provide a unique proposition to HNW clientele in collaboration with NBK Capital and the bank's international network</li> <li>▪ Provide access to best of breed international funds leveraging NBK Banque Privee's wealth management expertise</li> <li>▪ Provide the best service with a dedicated team of over 30 well qualified and experienced private bankers</li> <li>▪ Leverage NBK's strong brand to acquire new clients and retain onshore relationships</li> <li>▪ Broaden the product portfolio to accommodate growing needs</li> </ul>

**NBK is a full-service bank that offers a broad suite of financial services and products to clients, meeting their ever growing and evolving demands**

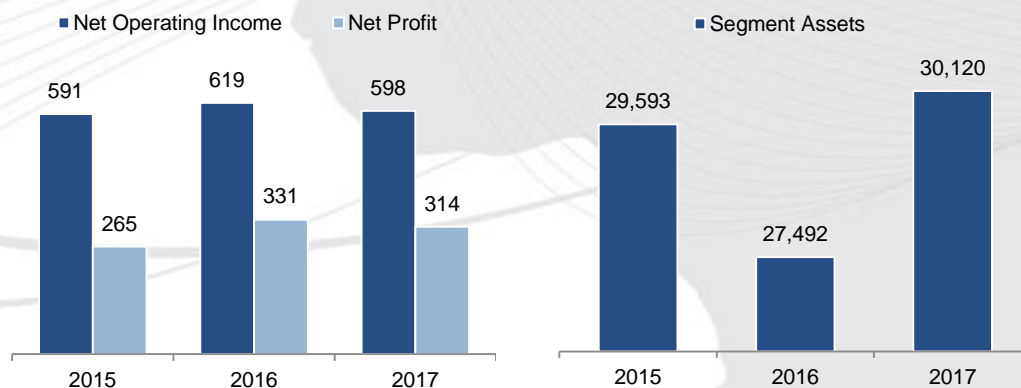
## International Operations

- NBK's international operations currently contributed to circa 30% of its bottom line with the Bank aspiring to increase this contribution.
- The Bank generally aims to maintain a majority stake in its subsidiaries or at least maintain a decision making role.
- NBK's international presence is a differentiating factor for the Bank and an extension of the MENA franchise enabling better service and strengthening client relationships.
- Specifically within the MENA region, the Bank is focused on growing its business in existing and new markets through attracting increased corporate and private customers.
- Meanwhile, across the international locations, the Bank's focus is on servicing its private and corporate customers who are active internationally and growing its business with international companies that are active in the MENA region.
- Within its international network, NBK is focused on managing risks and costs to improve efficiency and achieve long-term cost savings and productivity gains.

## Overview of Performance

### Revenue Trends (USD mn)

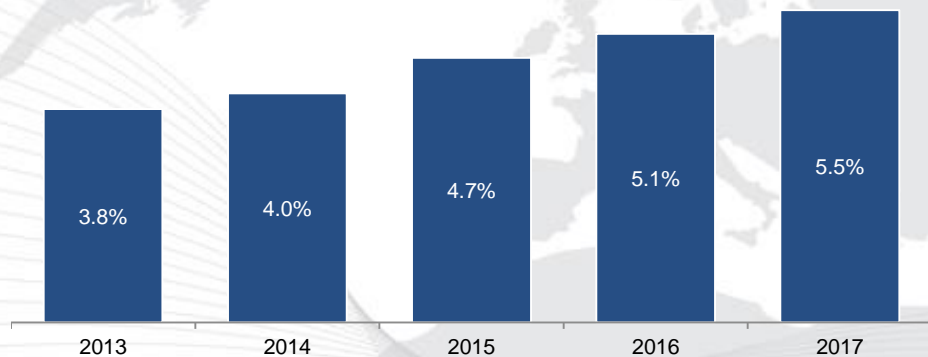
### Balance Sheet Trends (USD mn)



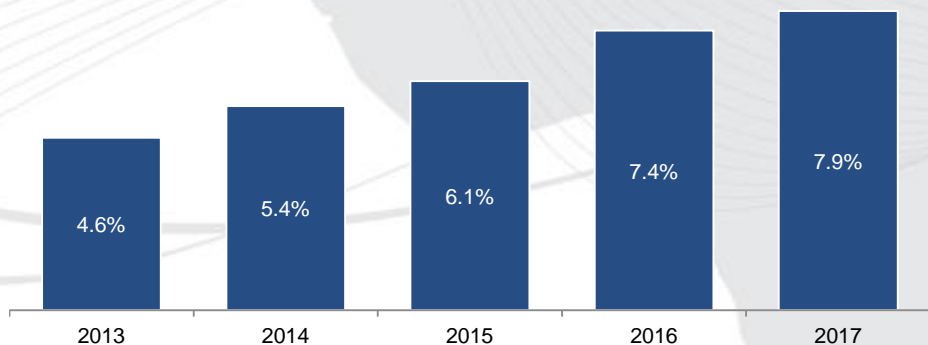
	Established or acquired	Branches	Legal structure
<b>International</b>			
London	1983	2	Subsidiary
New York	1984	1	Branch
Geneva	1984	1	Subsidiary
Singapore	1984	1	Branch
Paris	1987	1	Branch
Shanghai	2005	1	Branch
<b>MENA region</b>			
Bahrain	1987	2	Branch
Lebanon	1996	3	Subsidiary
Jordan	2004	1	Branch
Iraq	2005	5	Subsidiary
Saudi Arabia	2006	1	Branch
Egypt	2007	41	Subsidiary
Turkey	2007	13	Associate
UAE	2008	2	Branch

# Boubyan Bank (58.4% owned subsidiary)

## Market share of Total Assets(%)



## Market share of Total Deposits (%)



Notes: Market share data based on the consolidated data of banks operating in Kuwait

## Key Highlights

- Islamic banking has been gaining strong grounds in the Kuwaiti market in recent years, representing close to 40% of assets and deposits at year-end 2017.
- After a series of gradual share acquisitions since 2009, NBK's stake in Boubyan bank reached 58.4% in 2012. Through Boubyan, NBK aims at diversifying its income stream, complementing its product offering as well as targeting a new segment of clients.
- The size and market share development of Boubyan relative to other Islamic banks leaves significant room for repositioning the bank and acquiring market share.
- As the largest single shareholder, NBK is committed to the future growth and transformation of Boubyan Bank and establishing strong presence in the growing Islamic banking segment.
- Leading international consulting firms have assisted Boubyan in developing a new strategy aiming to differentiate the bank from other players with a clear focus on HNWI, affluent and mid/large companies.
- The bank's transformation and strategy implementation is led by a highly proficient management team with extensive regional banking experience, with key positions filled by NBK veterans aligned with the NBK culture.



## Section 1

Overview of NBK

## Section 2

Overview of Operating Environment

## Section 3

Strategy and Business Overview

## Section 4

Financial Performance (Historical)

## Section 5

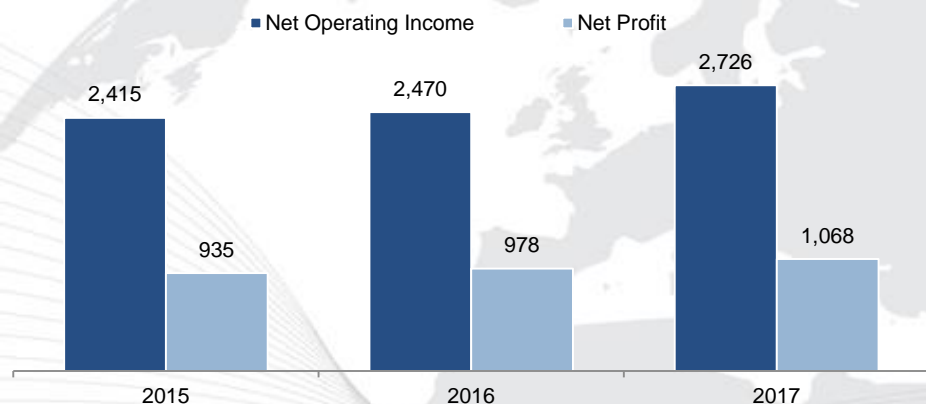
Performance Overview FY 2017

## Section 6

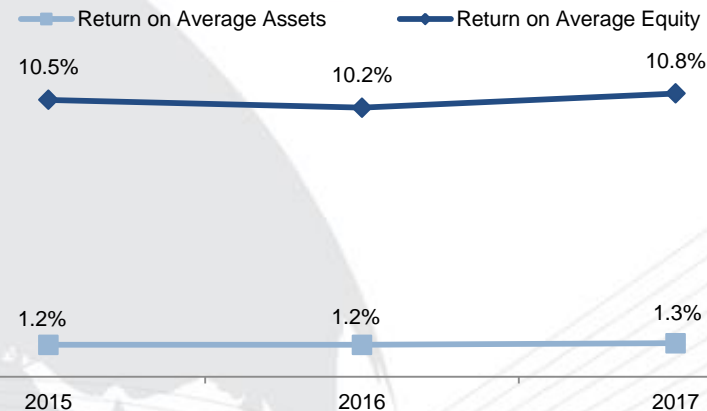
Appendix

# Operating Performance & Profitability

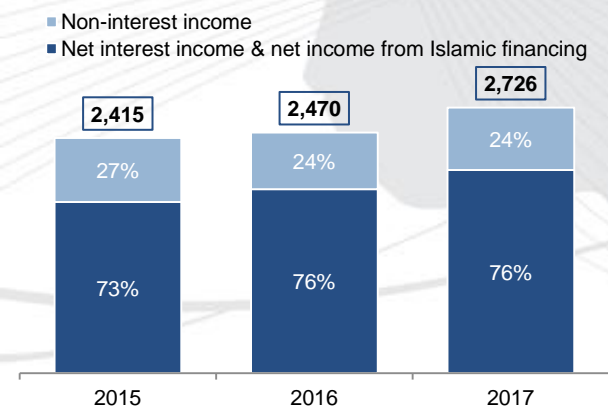
### Resilient Profitability (USD mn)



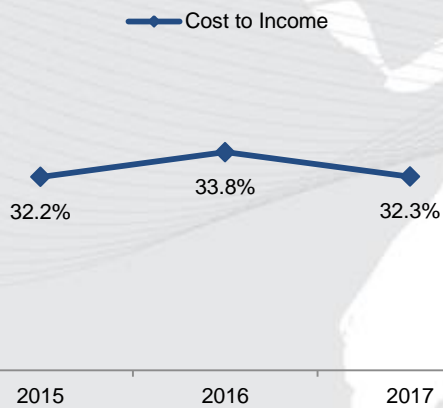
### Stable Returns (%)



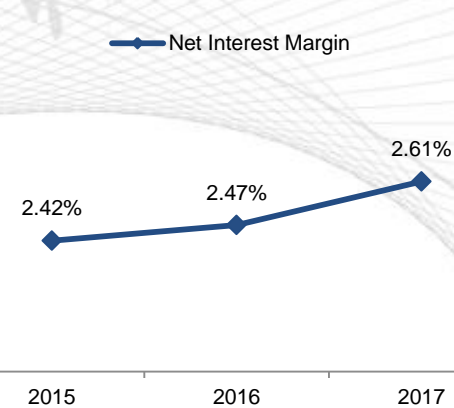
### Operating Income Composition (USD mn)



### Operating Efficiency (%)

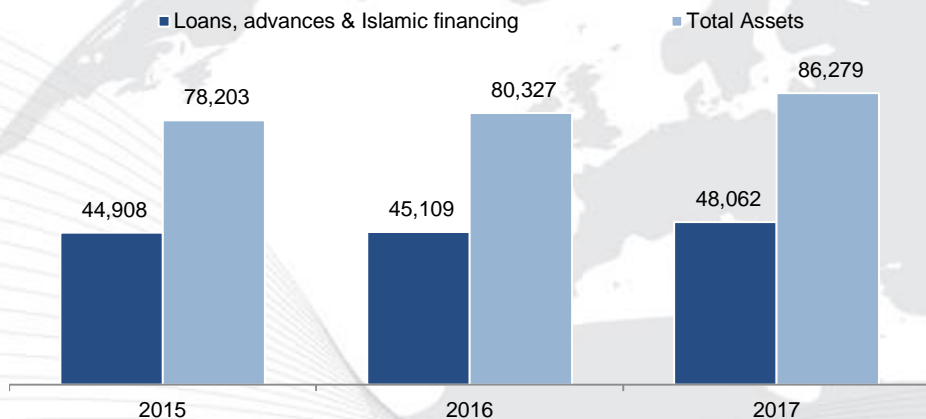


### Interest Margins (%)

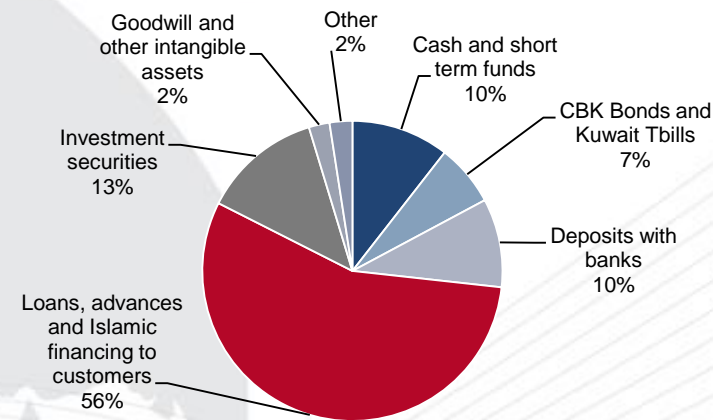


# Balance Sheet Parameters

## Assets & Loans and Advances (USD mn)

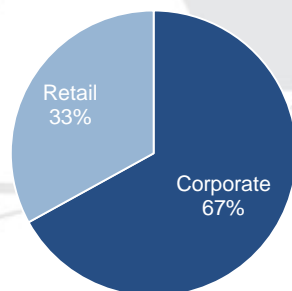


## Breakdown of Assets by Type (As at 31 December 2017)



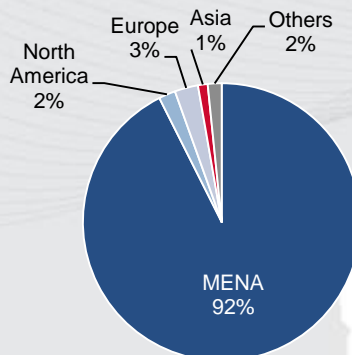
## Breakdown of Gross Loans and Advances

### By Type - As at 31 December 2017



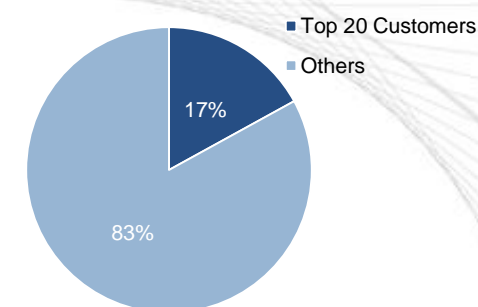
## Breakdown of Gross Loans and Advances

### By Geography - As at 31 December 2017



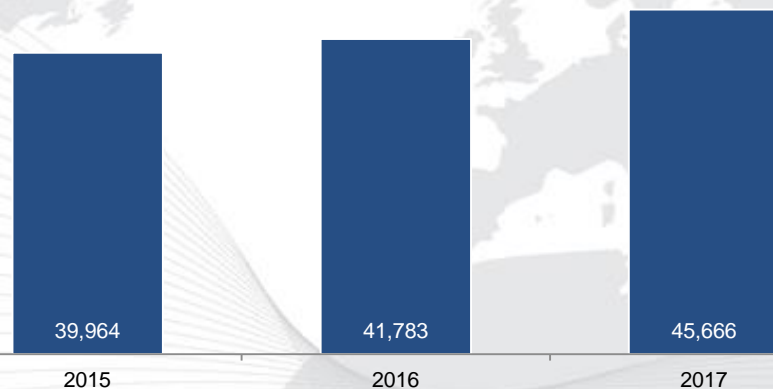
## Low loan concentrations

### As at 31 December 2017



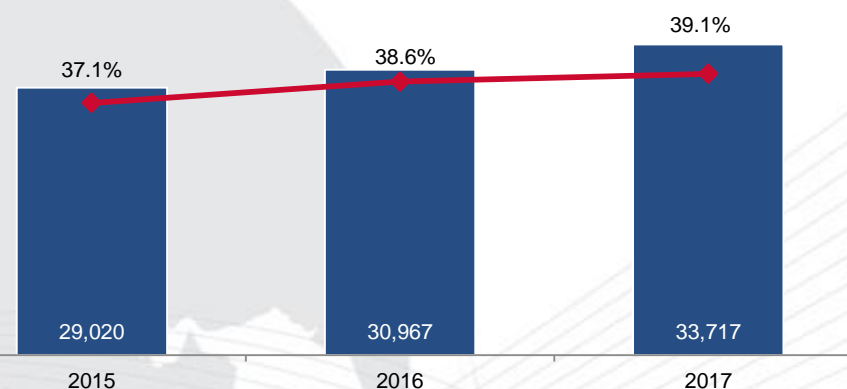
# Funding and Liquidity Positions

## Customer Deposits (USD mn)



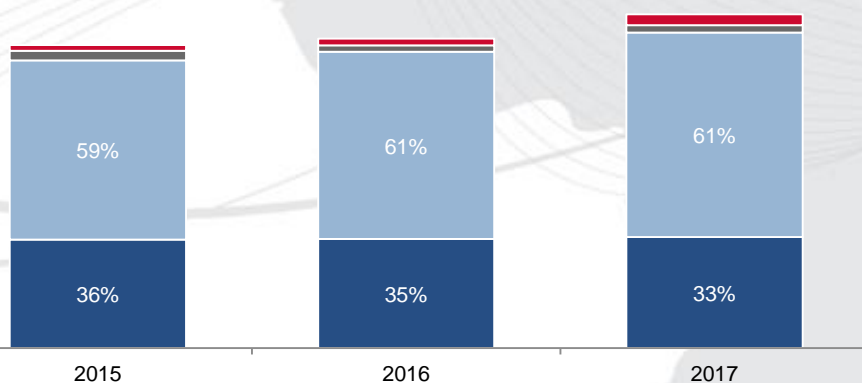
## Strong Liquidity Position (USD mn)

■ Liquid Assets      ◆ Liquid Asset Ratio



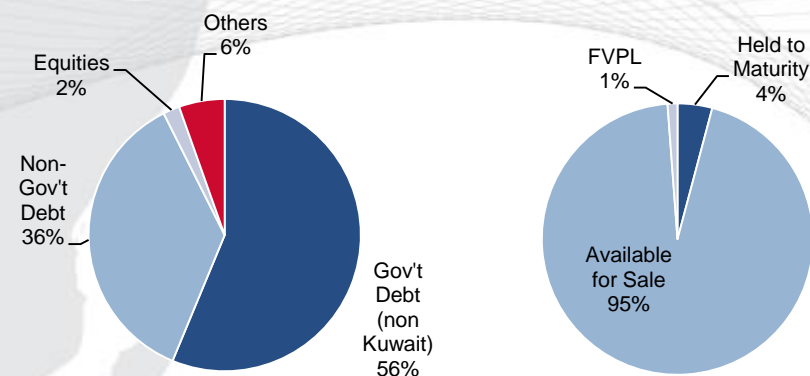
## Funding Mix (Total Liabilities USD mn)

■ Other liabilities  
■ Certificates of deposit  
■ Customer Deposits  
■ Due to banks and other financial institutions



## Overview of Investment Securities<sup>1</sup> – USD 11.1 bn

As at 31 December 2017



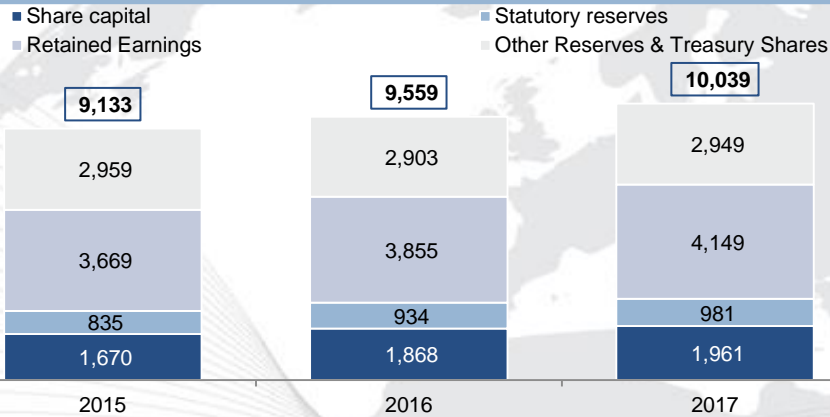
Notes:

<sup>1</sup>Excludes investments in Central Bank of Kuwait Bonds and Kuwait Government Treasury Bonds

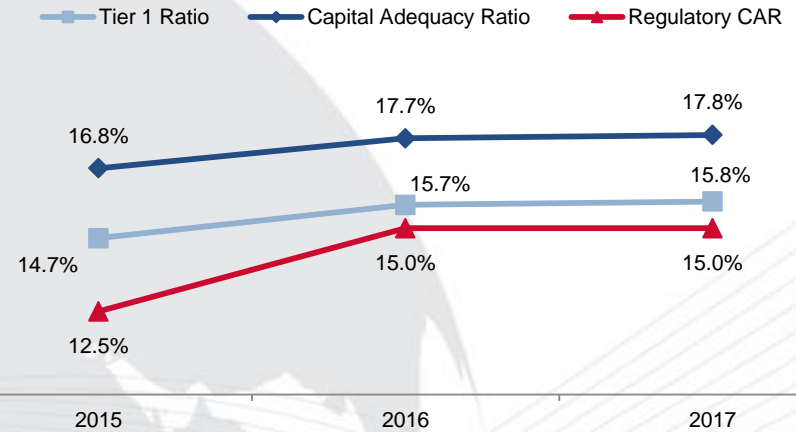


# Capitalization and Asset Quality

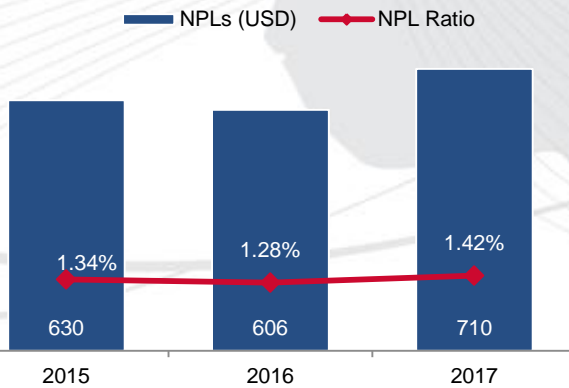
### Total Equity<sup>1</sup> Breakdown (USD mn)



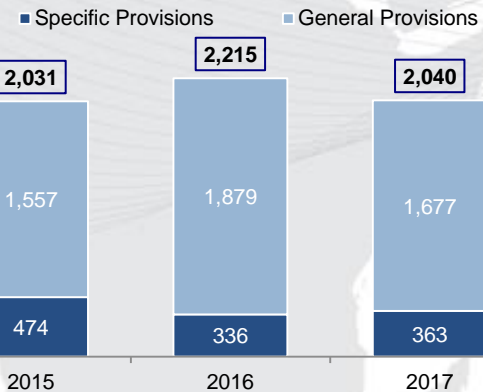
### Capital Adequacy (%)



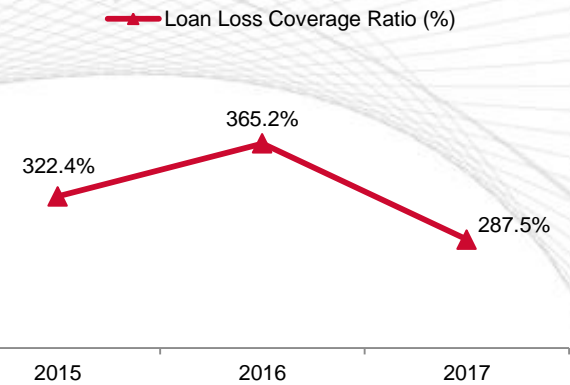
### Non-Performing Loans



### Prudent Provisioning (USD mn)



### Loan Loss Coverage Ratio (%)



Notes:

<sup>1</sup>Equity here refers to total equity attributable to the shareholders of National Bank of Kuwait S.A.K.P.

## Section 1

Overview of NBK

## Section 2

Overview of Operating Environment

## Section 3

Strategy and Business Overview

## Section 4

Financial Performance (Historical)

## Section 5

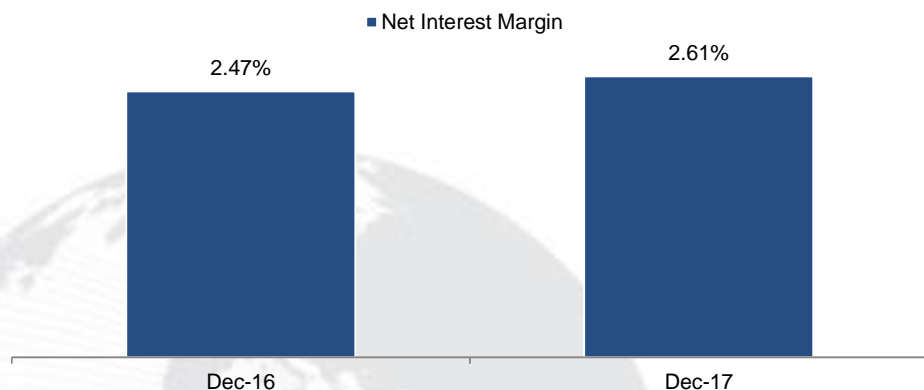
Performance Overview FY 2017

## Section 6

Appendix

# FY 2017 Key Performance Extracts

## Interest Margins (%)

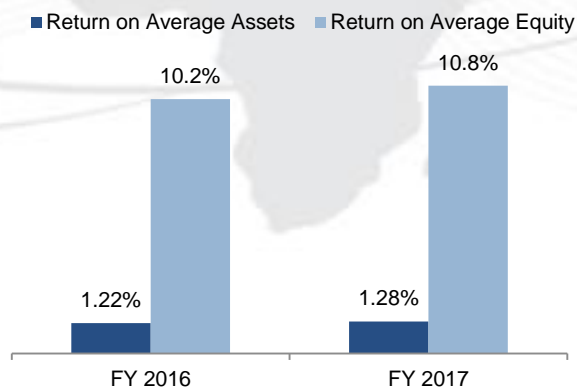


## Income Statement Key Highlights (USDmn)

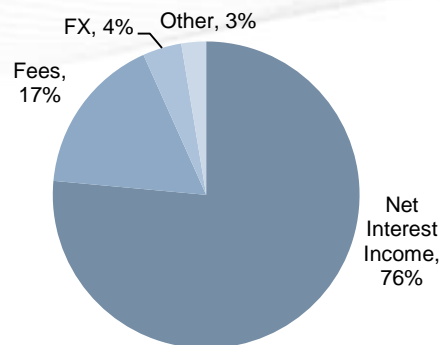
USD million	FY 2016	FY 2017
Net Interest Inc. & net inc. from Islamic financing	1,888	2,084
Fees and Commissions	440	459
<b>Net Operating Income</b>	<b>2,470</b>	<b>2,726</b>
Total Operating Expenses	835	880
<b>Operating Surplus</b>	<b>1,635</b>	<b>1,847</b>
Provision charge for credit & impairment losses	505	624
Taxation	95	88
Non-Controlling Interests	56	66
<b>Profit Attributable to Shareholders</b>	<b>978</b>	<b>1,068</b>

## Strong returns and well-diversified earnings

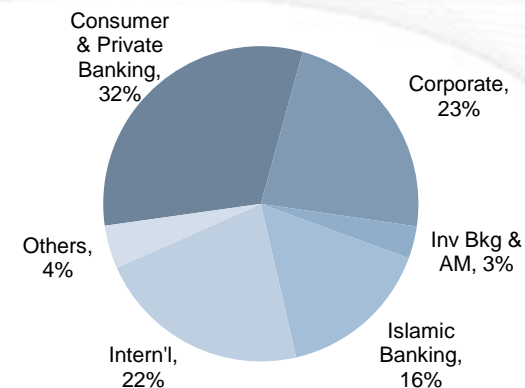
### Strong Returns (%)



### Operating Income by type



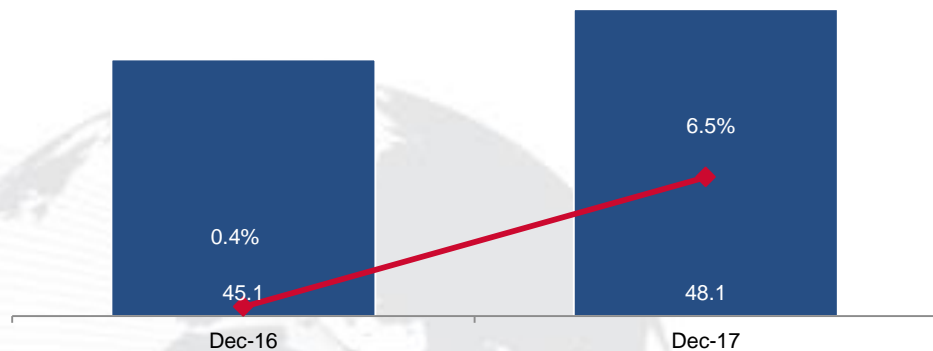
### Operating Income by Business Line



# FY 2017 Key Performance Extracts (Continued)

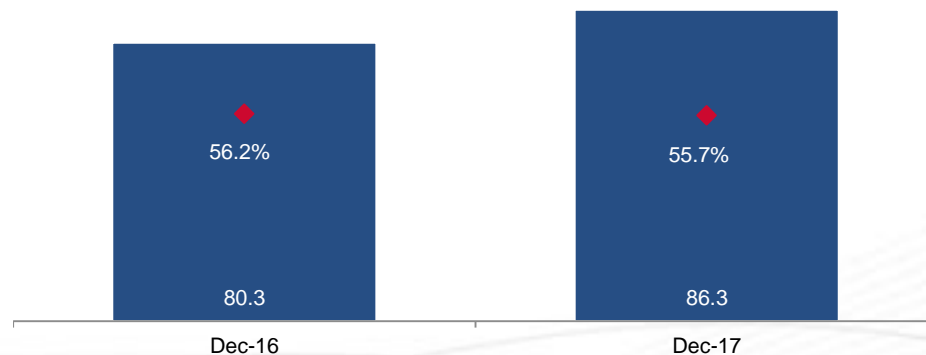
## Net Loan Portfolio (USD bn)

■ Net Loans    ● Net loan growth YoY (%)

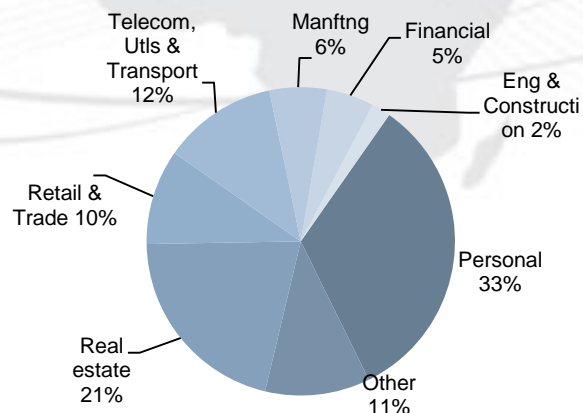


## Loans to Assets (USD bn)

■ Total Assets    ◆ Loans/Assets

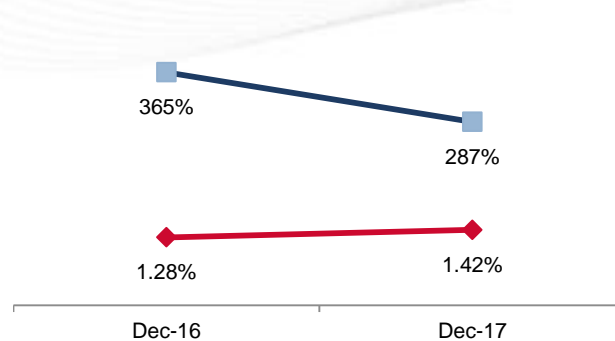


## Loan exposure by sector (%)



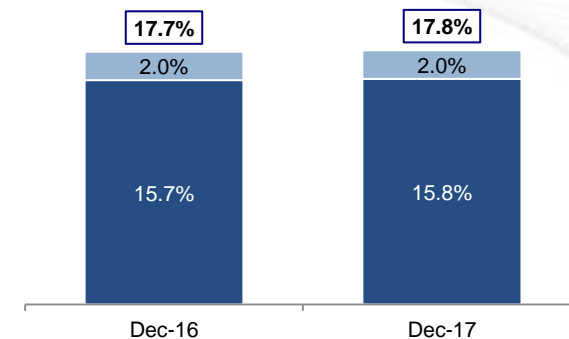
## Non-Performing Loans

■ Coverage Ratio    ● NPL Ratio



## Prudent Capitalization (%)

■ Tier 1    ■ Tier 2





## Section 1

Overview of NBK

## Section 2

Overview of Operating Environment

## Section 3

Strategy and Business Overview

## Section 4

Financial Performance (Historical)

## Section 5

Performance Overview FY 2017

## Section 6

Appendix

# Kuwait Selected Mega Projects

Project	Sector	Value (KD bn)	Scope	Status
South Al Mutlaa City	Housing	2.33	30,000 residential units, schools and other facilities	<b>Underway:</b> The overall project has progressed by 16 percent. Package 3 bids under evaluation. The city main roads project is expected to be awarded soon.
New Refinery Project (NRP)	Oil & gas	3.90	New 615,000 bpd refinery by KNPC	<b>Underway:</b> Construction works have commenced on Package 4 (Tankage). FEED pipeline awarded. Project completion expected in 2019.
Clean Fuels Project (CFP)	Oil & gas	3.70	Specification upgrade and expansion of 2 existing refineries to produce 800,000 b/d.	<b>Underway:</b> The overall project has progressed by 92 percent. KNPC received \$2.5 billion foreign funding. The remaining funding amount (\$3.7 billion) is expected to be received within 6 months.
Jurassic Non Associated Oil & Gas Reserves Expansion: Phase 2	Oil & gas	1.22	Production of 120,000 b/d of wet crude and more than 300 million cubic feet a day (cf/d) of sour gas	<b>Underway:</b> All three contracts have now been awarded; construction is now ongoing and completion date is set for May 2019.
Petrochemical Facility at Al-Zour	Oil & gas	2.0	Petrochemical plant to be integrated with Al-Zour refinery.	<b>Bidding:</b> FEED contract signed. Prequalification documents for EPC contractors are expected to be released in 1Q 2018.
LNG Import and Regasification Terminal	Oil & gas	0.80	4 full containment LNG tanks each with a working capacity of 225,500 m <sup>3</sup> and a regasification plant with capacity of 1500 BBTU/day	<b>Underway:</b> KNPC have signed agreements to transfer the contracts of the project to KIPIC, a subsidiary of KPC. SMBC has been appointed as the financial advisor. The works on the project have progressed by 21%.
Al-Khairan Power & Desalination Plant (IWPP)	Power & water	0.51	Net capacity of a min 1,500 MW of power and a min 125 MIGD of desalinated water	<b>Bidding/Planning:</b> KAPP and Ministry of Electricity & Water (MEW) are in discussions over switching the fuel for the planned project. MEW is in discussion with state firms to secure a gas allocation for the proposed plant, so it can be switched from a steam to a combined-cycle gas configuration. The tenders for the main contract are not yet issued and are expected to come through in 2018.
Umm Al Hayman Waste Water (PPP)	Power & water	0.47	Initial treatment capacity of 500,000 m <sup>3</sup> /d. Plant may replace Riqqa WWTP in future	<b>Bidding:</b> The project was awarded officially in December 2017 to the consortium of WTE Wassertechnik GmbH & International Financial Advisors. The signing of the contract is expected to be done by March 2018.
Kabd Municipal Solid Waste Project	Power & water	0.26	Waste to energy facility; 50% of all the municipal solid waste produced in Kuwait will be processed at the facility	<b>Bidding:</b> Project will be awarded to lowest bidder after final approval gained from Audit Bureau.
Al-Abdaliya (ISCC) Power Plant (CSP)	Power & water	0.22	280MW integrated solar combined cycle (ISCC) power plant, out of which 220MW will be powered by gas turbines and 60MW from solar energy	<b>Bidding:</b> The tender has been cancelled. The pre-qualification process on the same is expected to begin by December 2017.
Al-Dibdibah Solar PP	Power & water	0.5	Capacity to produce 2,500 GWh of electricity per year at Al-Shagaya complex	<b>Bidding/Planning:</b> Letters of interest submitted. Tendering by 1Q 2018.
Airport Expansion (New Passenger Building)	Transport	1.90	To increase the annual handling capacity of the airport to 20 million passengers and new runways and infrastructure expansion	<b>Underway/Planning:</b> Package 1 (runway, infrastructure and utilities) hasn't been tendered yet. Tendering of P-2 (Admin. Building) and P-3 (Aircraft Parking & Corridors) came through. A supervision panel has established in order to prevent delays in construction works for P-2 and P-3.
Kuwait National Railroad (PPP)	Transport	2.40	Railroad system linking Kuwait to rest of GCC	<b>Planning:</b> The Public Authority for Roads and Transportation (PART) will now manage the rail road and metro project proposals. PART will study, plan and supervise the projects' future implementation.

# Consolidated Statement Of Income *(USD million)*

<i>USD million</i>	2015	2016	2017
Interest Income	1,939	2,205	2,461
Interest Expense	462	629	742
<b>Net Interest Income</b>	<b>1,477</b>	<b>1,576</b>	<b>1,719</b>
Murabaha and other Islamic financing income	353	424	517
Distribution to depositors and Murabaha costs	72	112	152
<b>Net Income from Islamic financing</b>	<b>280</b>	<b>312</b>	<b>365</b>
<b>Net interest income and net income from Islamic financing</b>	<b>1,757</b>	<b>1,888</b>	<b>2,084</b>
Net fees and commissions	430	440	459
Net investment income	107	21	66
Net gains from dealing in foreign currencies	110	117	112
Other operating income	12	3	5
<b>Non-interest income</b>	<b>658</b>	<b>582</b>	<b>642</b>
<b>Net Operating Income</b>	<b>2,415</b>	<b>2,470</b>	<b>2,726</b>
Staff expenses	455	477	512
Other administrative expenses	256	290	307
Depreciation of premises and equipment	51	54	50
Amortisation of intangible assets	16	14	10
<b>Operating Expenses</b>	<b>778</b>	<b>835</b>	<b>880</b>
<b>Op. profit before provision for credit losses and impairment losses</b>	<b>1,637</b>	<b>1,635</b>	<b>1,847</b>
Provision charge for credit losses	431	417	580
Impairment losses	114	88	44
<b>Operating profit before taxation</b>	<b>1,093</b>	<b>1,130</b>	<b>1,223</b>
Taxation	110	95	88
Non-controlling interest	48	56	66
<b>Profit attributable to shareholders of the Bank</b>	<b>935</b>	<b>978</b>	<b>1,068</b>

# Consolidated Statement Of Financial Position *(USD million)*

<i>USD million</i>	2015	2016	2017
Cash and short term funds	11,537	8,905	9,092
Central Bank of Kuwait bonds	2,664	2,482	2,173
Kuwait Government treasury bonds	1,259	1,634	3,567
Deposits with banks	4,728	7,980	8,246
Loans, advances and Islamic financing to customers	44,908	45,109	48,062
Investment securities	9,227	10,533	11,099
Investment in associates	307	244	209
Land, premises and equipment	751	845	1,075
Goodwill and other intangible assets	2,246	1,928	1,928
Other assets	575	667	828
<b>Total Assets</b>	<b>78,203</b>	<b>80,327</b>	<b>86,279</b>
Due to banks and other financial institutions	24,214	24,351	24,753
Customer deposits	39,964	41,783	45,666
Certificates of deposit issued	2,172	1,379	1,627
Global medium term notes (GMTN)	-	-	733
Subordinated Tier 2 bonds	413	413	413
Other liabilities	865	1,118	1,285
<b>Total Liabilities</b>	<b>67,627</b>	<b>69,044</b>	<b>74,477</b>
Share capital	1,670	1,868	1,961
Proposed bonus shares	84	93	98
Statutory reserve	835	934	981
Share premium account	2,319	2,661	2,661
Treasury shares	(258)	(258)	(258)
Treasury share reserve	46	46	46
Other reserves	4,437	4,215	4,550
<b>Equity attributable to shareholders of the bank</b>	<b>9,133</b>	<b>9,559</b>	<b>10,039</b>
Perpetual Tier 1 Capital Securities	698	698	698
Non-controlling interests	744	1,026	1,064
<b>Total equity</b>	<b>10,575</b>	<b>11,283</b>	<b>11,801</b>
<b>Total liabilities and equity</b>	<b>78,203</b>	<b>80,327</b>	<b>86,279</b>