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NBK at a Glance

Snapshot

Background
- 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.
- The Bank is the leading banking group in Kuwait in terms of assets, customer deposits and customer loans and advances.
- NBK is the dominant bank in Kuwait with more than 30% market share of assets.
- 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.

Ownership
- The Bank was established by a group of leading Kuwaiti merchants and it has retained the same core shareholder base since that time.
- 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).
- NBK’s market capitalisation as at 31 December 2017 was USD 14.0 bn.

Operations
- The Bank’s core businesses are (i) consumer and private banking, (ii) corporate banking, (iii) Islamic banking and (iv) investment banking and asset management.
- The Bank operates across 15 countries with a predominant focus on the MENA region.

Credit Ratings

<table>
<thead>
<tr>
<th>Rating Agency</th>
<th>Long Term Rating</th>
<th>Standalone Rating</th>
<th>Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Moody’s</td>
<td>Aa3</td>
<td>a3</td>
<td>Stable</td>
</tr>
<tr>
<td>Standard &amp; Poor's</td>
<td>A+</td>
<td>a-</td>
<td>Stable</td>
</tr>
<tr>
<td>FitchRatings</td>
<td>AA-</td>
<td>a-</td>
<td>Stable</td>
</tr>
</tbody>
</table>

Financial Snapshot

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

Overview of Regional and International Geographic Presence

Notes: Throughout the investor presentation, the USD/KD exchange rates used are 0.30175 for year-end figures and 0.29975 for quarterly figures. The rates are based on the Central Bank of Kuwait’s closing exchange rates as of 31/12/2017 and 31/03/2018 respectively.
Key Strengths

### 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 – 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 – 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.

Fitch Ratings – 16 October 2017
Overview of Kuwait

**Overview**
- 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.
- Kuwait is a constitutional monarchy, headed by His Highness the Emir, Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah.

**Economy**
- 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.
- Kuwait has one of the lowest industry brakeneve 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.

**Strategic Vision**
- 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.

**Key Figures**

**GCC fiscal breakeneve oil price**

<table>
<thead>
<tr>
<th>Country</th>
<th>2018F</th>
<th>2019F</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bahrain</td>
<td>110</td>
<td>51</td>
</tr>
<tr>
<td>Kuwait</td>
<td>93</td>
<td>55</td>
</tr>
<tr>
<td>Oman</td>
<td>67</td>
<td>79</td>
</tr>
<tr>
<td>Qatar</td>
<td>55</td>
<td>55</td>
</tr>
<tr>
<td>KSA</td>
<td>67</td>
<td>79</td>
</tr>
<tr>
<td>UAE</td>
<td>55</td>
<td>55</td>
</tr>
</tbody>
</table>

**Current account balance**

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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Balance</td>
<td>40.3</td>
<td>33.4</td>
<td>3.5</td>
<td>-4.5</td>
<td>4.9</td>
<td>7.3</td>
<td>5.3</td>
</tr>
</tbody>
</table>

**Public debt**

<table>
<thead>
<tr>
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<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Debt</td>
<td>18.7</td>
<td>18.2</td>
<td>21.4</td>
<td>22.8</td>
<td>28.8</td>
<td>32.1</td>
<td></td>
</tr>
</tbody>
</table>

**Sources:** Central Bank of Kuwait, Central Statistical Bureau, Ministry of Finance, IIF, IMF and NBK estimates.
Overview of Kuwait (Continued)

Recent Developments

- Economic growth is seen improving despite the drop in oil prices, supported by project awards. Fiscal and external buffers give Kuwait ample capacity to sustain spending plans.
- 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.
- Fiscal deficits are expected to persist in the near term given lower oil revenues, but should remain manageable given ample buffers.
- Inflation is expected to rise gradually from 2017’s 1.5% on utility tariffs hikes and a weaker dinar. Inflation is seen averaging 1.5% in 2018 and 3.0% in 2019.
- Household debt growth moderated notably in 2016 due to regulatory changes implemented end-2015, but has shown signs of resilience since.
- Kuwaiti employment remained healthy in 2017. Growth in government spending on wages and salaries has moderated somewhat, but remains positive.
- Credit growth continued to be impacted by some large corporate debt repayments, but has demonstrated strength as government project implementation and good job growth are expected to support borrowing. Growth registered at 2.9% y/y in January. We expect growth of 5-7% in 2018 and 2019.
- Government project awards have maintained a relatively good pace and the pipeline of tenders is strong. The government has affirmed its commitment to follow through with its planned projects.
- Real estate activity appeared to recover following a 2-year slowdown; sales were steady in the 12-months ending February 2018 at KD 2.2 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.

Sources: Central Bank of Kuwait, Central Statistical Bureau, Ministry of Finance, IIF and NBK estimates
Overview of the Kuwaiti Banking Sector

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 well 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 banking sector has demonstrated strong resilience and elevated levels of financial soundness over the past 10 years. In fact, the sector is very well capitalized, with a 5-year Capital Adequacy Ratio average of 17.5%, 4.5% higher than the required minimum. Non-performing loans to total financing stood at 2.6% in 3Q17.

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)

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<tr>
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</thead>
<tbody>
<tr>
<td>Total Common Equity Tier 1</td>
<td>8.5%</td>
<td>9.0%</td>
<td>9.5%</td>
</tr>
<tr>
<td>Additional Tier 1</td>
<td>1.5%</td>
<td>1.5%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Tier 1</td>
<td>10.0%</td>
<td>10.5%</td>
<td>11.0%</td>
</tr>
<tr>
<td>Tier 2</td>
<td>2.0%</td>
<td>2.0%</td>
<td>2.0%</td>
</tr>
<tr>
<td>Total minimum CAR</td>
<td>12.0%</td>
<td>12.5%</td>
<td>13.0%</td>
</tr>
<tr>
<td>D-SIB</td>
<td>0.5%-2.5% as part of CET1 (by 2016)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sources: Central Bank of Kuwait

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

Key Indicators1 (USD bn)
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)**

- National Bank of Kuwait: 86,279
- Kuwait Finance House: 57,524
- Burgan Bank: 24,574
- Gulf Bank: 18,835
- Al Ahli Bank of Kuwait: 14,455
- Commercial Bank of Kuwait: 14,564

**Customer Deposits (USD million)**

- National Bank of Kuwait: 45,666
- Kuwait Finance House: 38,432
- Burgan Bank: 13,768
- Gulf Bank: 11,566
- Al Ahli Bank of Kuwait: 9,741
- Commercial Bank of Kuwait: 7,305

**Customer Loans & Advances (USD million)**

- National Bank of Kuwait: 48,062
- Kuwait Finance House: 30,543
- Burgan Bank: 14,607
- Gulf Bank: 13,050
- Al Ahli Bank of Kuwait: 10,191
- Commercial Bank of Kuwait: 7,412

**Net Profit attributable (USD million)**

- National Bank of Kuwait: 1,068
- Kuwait Finance House: 610
- Burgan Bank: 216
- Gulf Bank: 184
- Commercial Bank of Kuwait: 159
- Al Ahli Bank of Kuwait: 118

Sources: Bank’s annual reports. All data as of 31 December 2017 (for Balance Sheet items) or for 2017 (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.
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</tbody>
</table>
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**

- **Corporate Banking**
- **Consumer Banking**
- **Private Banking**

**Geographical, and product and service diversification**

- **Expand Regional Presence**
- **Establish an Islamic Franchise**
- **Build Regional Investment Bank**

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.

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.

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.

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.

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.

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

<table>
<thead>
<tr>
<th>Corporate Banking</th>
<th>Consumer Banking</th>
<th>Private Banking</th>
</tr>
</thead>
<tbody>
<tr>
<td>▪ Remain the primary banker for most of the local blue-chip companies, and an active player in the mid-market</td>
<td>▪ Maintain undisputed leadership in retail banking with leading market share and the highest customer penetration among conventional banks</td>
<td>▪ Continue to provide a unique proposition to HNW clientele in collaboration with NBK Capital and the bank’s international network</td>
</tr>
<tr>
<td>▪ Remain bank of choice among foreign corporations and continue serving 75% of them active in the Kuwaiti market</td>
<td>▪ Maintain focus on customer service</td>
<td>▪ Provide access to best of breed international funds leveraging NBK Banque Privee’s wealth management expertise</td>
</tr>
<tr>
<td>▪ Maintain current market share in excess of 30% in trade finance in Kuwait</td>
<td>▪ 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</td>
<td>▪ Provide the best service with a dedicated team of over 30 well qualified and experienced private bankers</td>
</tr>
<tr>
<td>▪ Offer differentiated services to large corporate clients leveraging other NBK units</td>
<td>▪ Achieve lowest cost of funds among Kuwaiti commercial banks</td>
<td>▪ Increase market share in medium corporate segment through focused teams and relationship management</td>
</tr>
<tr>
<td>▪ Increase market share in medium corporate segment through focused teams and relationship management</td>
<td>▪ Pioneer innovative multi-channel solutions including state of the art internet, mobile banking and call center services</td>
<td>▪ Focus on Government mega projects benefiting from NBK’s large capital base</td>
</tr>
<tr>
<td>▪ Focus on Government mega projects benefiting from NBK’s large capital base</td>
<td>▪ 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</td>
<td>▪ Maintain asset quality with emphasis on credit control and risk management</td>
</tr>
<tr>
<td>▪ Maintain asset quality with emphasis on credit control and risk management</td>
<td></td>
<td>▪ Continue to provide a unique proposition to HNW clientele in collaboration with NBK Capital and the bank’s international network</td>
</tr>
</tbody>
</table>

**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

<table>
<thead>
<tr>
<th>Revenue Trends (USD mn)</th>
<th>Balance Sheet Trends (USD mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Operating Income</strong></td>
<td>Segment Assets</td>
</tr>
<tr>
<td>591 265</td>
<td>29,593 27,492</td>
</tr>
<tr>
<td>619 331</td>
<td>598 314</td>
</tr>
<tr>
<td>2015</td>
<td>2015</td>
</tr>
<tr>
<td>2016</td>
<td>2016</td>
</tr>
<tr>
<td>2017</td>
<td>2017</td>
</tr>
</tbody>
</table>

International Operations

<table>
<thead>
<tr>
<th>Established or acquired</th>
<th>Branches</th>
<th>Legal structure</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>International</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>London</td>
<td>1983</td>
<td>2 Branch</td>
</tr>
<tr>
<td>New York</td>
<td>1984</td>
<td>1 Branch</td>
</tr>
<tr>
<td>Geneva</td>
<td>1984</td>
<td>1 Subsidiary</td>
</tr>
<tr>
<td>Singapore</td>
<td>1984</td>
<td>1 Branch</td>
</tr>
<tr>
<td>Paris</td>
<td>1987</td>
<td>1 Branch</td>
</tr>
<tr>
<td>Shanghai</td>
<td>2005</td>
<td>1 Branch</td>
</tr>
</tbody>
</table>

| **MENA region**         |          |                 |
| Bahrain                 | 1987     | 2 Branch        |
| Lebanon                 | 1996     | 3 Subsidiary    |
| Jordan                  | 2004     | 1 Branch        |
| Iraq                    | 2005     | 5 Subsidiary    |
| Saudi Arabia            | 2006     | 1 Branch        |
| Egypt                   | 2007     | 43 Subsidiary   |
| Turkey                  | 2007     | 13 Associate    |
| UAE                     | 2008     | 2 Branch        |

International Operations
Boubyan Bank (58.4% owned subsidiary)

**Market share of Total Assets (%)**

- **2013**: 3.8%
- **2014**: 4.0%
- **2015**: 4.7%
- **2016**: 5.1%
- **2017**: 5.5%

**Market share of Total Deposits (%)**

- **2013**: 4.6%
- **2014**: 5.4%
- **2015**: 6.1%
- **2016**: 7.4%
- **2017**: 7.9%

**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 2016.
- 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.

Notes: Market share data based on the consolidated data of all banks operating in Kuwait
Operating Performance & Profitability

### Resilient Profitability (USD mn)
- **2015**: Net Operating Income: 2,415, Net Profit: 935
- **2016**: Net Operating Income: 2,470, Net Profit: 978
- **2017**: Net Operating Income: 2,726, Net Profit: 1,068

### Stable Returns (%)
- **Return on Average Assets**
  - **2015**: 10.5%
  - **2016**: 10.2%
  - **2017**: 10.8%
- **Return on Average Equity**
  - **2015**: 1.2%
  - **2016**: 1.2%
  - **2017**: 1.3%

### Operating Income Composition (USD mn)
- **2015**: Non-interest income: 73%, Net interest income & net income from Islamic financing: 27%
- **2016**: Non-interest income: 76%, Net interest income & net income from Islamic financing: 24%
- **2017**: Non-interest income: 76%, Net interest income & net income from Islamic financing: 24%

### Operating Efficiency (%)
- **Cost to Income**
  - **2015**: 32.2%
  - **2016**: 33.8%
  - **2017**: 32.3%

### Interest Margins (%)
- **2015**: Net Interest Margin: 2.42%
- **2016**: Net Interest Margin: 2.47%
- **2017**: Net Interest Margin: 2.61%
Balance Sheet Parameters

### Assets & Loans and Advances (USD mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Loans, advances &amp; Islamic financing</th>
<th>Total Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>44,908</td>
<td>78,203</td>
</tr>
<tr>
<td>2016</td>
<td>45,109</td>
<td>80,327</td>
</tr>
<tr>
<td>2017</td>
<td>48,062</td>
<td>86,279</td>
</tr>
</tbody>
</table>

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

- Loans, advances and Islamic financing: 56%
- Investment securities: 13%
- Goodwill and other intangible assets: 2%
- Other: 2%
- Cash and short-term funds: 10%
- CBK Bonds and Kuwait Tbills: 7%
- Deposits with banks: 10%

### Breakdown of Gross Loans and Advances

#### By Type - As at 31 December 2017

- Retail: 33%
- Corporate: 67%

#### By Geography - As at 31 December 2017

- MENA: 92%
- Europe: 3%
- Asia: 1%
- Others: 2%
- North America: 2%
- Others: 17%

### Low loan concentrations

- Top 20 Customers: 83%
- Others: 17%
Funding and Liquidity Positions

### Customer Deposits (USD mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount (USD mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>39,964</td>
</tr>
<tr>
<td>2016</td>
<td>41,783</td>
</tr>
<tr>
<td>2017</td>
<td>45,666</td>
</tr>
</tbody>
</table>

### Strong Liquidity Position (USD mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Liquid Assets (USD mn)</th>
<th>Liquid Asset Ratio (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>29,020</td>
<td>37.1%</td>
</tr>
<tr>
<td>2016</td>
<td>30,967</td>
<td>38.6%</td>
</tr>
<tr>
<td>2017</td>
<td>33,717</td>
<td>39.1%</td>
</tr>
</tbody>
</table>

### (Total Liabilities) Funding Mix (USD mn)

- **Other liabilities**
- **Customer Deposits**

<table>
<thead>
<tr>
<th>Year</th>
<th>Other Liabilities (%)</th>
<th>Customer Deposits (%)</th>
<th>Total Liabilities (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>36%</td>
<td>59%</td>
<td>95%</td>
</tr>
<tr>
<td>2016</td>
<td>35%</td>
<td>61%</td>
<td>96%</td>
</tr>
<tr>
<td>2017</td>
<td>33%</td>
<td>61%</td>
<td>94%</td>
</tr>
</tbody>
</table>

### Overview of Investment Securities\(^1\) – USD 11.1 bn

- **Gov't Debt (non Kuwait)**: 56%
- **Equities**: 2%
- **Others**: 6%
- **Non-Gov't Debt**: 36%
- **Held to Maturity**: 4%
- **Available for Sale**: 95%

\(^1\)Excludes investments in Central Bank of Kuwait Bonds and Kuwait Government Treasury Bonds

Notes:
Capitalization and Asset Quality

**Total Equity Breakdown (USD mn)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Share capital</th>
<th>Statutory reserves</th>
<th>Other Reserves &amp; Treasury Shares</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>9,133</td>
<td>2,959</td>
<td>3,669</td>
</tr>
<tr>
<td></td>
<td>2,935</td>
<td>2,903</td>
<td>3,930</td>
</tr>
<tr>
<td></td>
<td>1,670</td>
<td>1,888</td>
<td>1,961</td>
</tr>
<tr>
<td>2016</td>
<td>9,133</td>
<td>2,959</td>
<td>3,669</td>
</tr>
<tr>
<td></td>
<td>2,935</td>
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<td></td>
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<td>2,903</td>
<td>3,930</td>
</tr>
<tr>
<td></td>
<td>1,670</td>
<td>1,888</td>
<td>1,961</td>
</tr>
</tbody>
</table>

**Capital Adequacy (%)**

- Tier 1 Ratio
- Capital Adequacy Ratio
- Regulatory CAR

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1 Ratio</td>
<td>16.8%</td>
<td>15.7%</td>
<td>15.0%</td>
</tr>
<tr>
<td>Capital Adequacy Ratio</td>
<td>17.7%</td>
<td>15.0%</td>
<td>15.0%</td>
</tr>
<tr>
<td>Regulatory CAR</td>
<td>17.8%</td>
<td>15.8%</td>
<td>15.0%</td>
</tr>
</tbody>
</table>

**Non-Performing Loans**

- NPLs (USD)
- NPL Ratio

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>NPLs (USD)</td>
<td>1,34%</td>
<td>1.28%</td>
<td>1.42%</td>
</tr>
<tr>
<td>NPL Ratio</td>
<td>630</td>
<td>606</td>
<td>710</td>
</tr>
</tbody>
</table>

**Prudent Provisioning (USD mn)**

- Specific Provisions
- General Provisions

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Specific Provisions</td>
<td>2,031</td>
<td>2,040</td>
<td></td>
</tr>
<tr>
<td>General Provisions</td>
<td>474</td>
<td>336</td>
<td>363</td>
</tr>
</tbody>
</table>

**Loan Loss Coverage Ratio (%)**

- Loan Loss Coverage Ratio (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Loan Loss Coverage Ratio (%)</td>
<td>322.4%</td>
<td>365.2%</td>
<td>287.5%</td>
</tr>
</tbody>
</table>

Notes:
1Equity here refers to total equity attributable to the shareholders of National Bank of Kuwait S.A.K.P.
<table>
<thead>
<tr>
<th>Section</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Section 1</td>
<td>Overview of NBK</td>
</tr>
<tr>
<td>Section 2</td>
<td>Overview of Operating Environment</td>
</tr>
<tr>
<td>Section 3</td>
<td>Strategy and Business Overview</td>
</tr>
<tr>
<td>Section 4</td>
<td>Financial Performance (Historical)</td>
</tr>
<tr>
<td>Section 5</td>
<td>Performance Overview 1Q 2018</td>
</tr>
<tr>
<td>Section 6</td>
<td>Appendix</td>
</tr>
</tbody>
</table>
## 1Q 2018 Key Performance Extracts

### Interest Margins (%)

<table>
<thead>
<tr>
<th></th>
<th>1Q 2017</th>
<th>1Q 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Margin</td>
<td>2.55%</td>
<td>2.63%</td>
</tr>
</tbody>
</table>

### Income Statement Key Highlights (USDmn)

<table>
<thead>
<tr>
<th>USD million</th>
<th>1Q 2017</th>
<th>1Q 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Interest Inc. &amp; net inc. from Islamic financing</td>
<td>492</td>
<td>546</td>
</tr>
<tr>
<td>Fees and Commissions</td>
<td>112</td>
<td>124</td>
</tr>
<tr>
<td><strong>Net Operating Income</strong></td>
<td><strong>652</strong></td>
<td><strong>712</strong></td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>205</td>
<td>215</td>
</tr>
<tr>
<td><strong>Operating Surplus</strong></td>
<td><strong>447</strong></td>
<td><strong>497</strong></td>
</tr>
<tr>
<td>Provision charge for credit &amp; impairment losses</td>
<td>126</td>
<td>141</td>
</tr>
<tr>
<td>Taxation</td>
<td>21</td>
<td>25</td>
</tr>
<tr>
<td>Non-Controlling Interests</td>
<td>15</td>
<td>18</td>
</tr>
<tr>
<td><strong>Profit Attributable to Shareholders</strong></td>
<td><strong>285</strong></td>
<td><strong>312</strong></td>
</tr>
</tbody>
</table>

### Operating Income by type

- Net Interest Income, 77%
- Fees, 17%
- Other, 3%
- FX, 3%

### Operating Income by Business Line

- Consumer & Private Banking, 31%
- Intern'l, 23%
- Inv Bkg & AM, 3%
- Islamic Banking, 17%
- Corporate, 21%
- Others, 5%

### Strong Returns and well-diversified earnings

- **Return on Average Assets**: 12.5% (1Q 2017) vs. 13.2% (1Q 2018)
- **Return on Average Equity**: 1.41% (1Q 2017) vs. 1.44% (1Q 2018)

**Strong returns and well-diversified earnings**
1Q 2018 Key Performance Extracts (Continued)

### Net Loan Portfolio (USD bn)

<table>
<thead>
<tr>
<th>Period</th>
<th>Net Loans</th>
<th>Net Loan growth YoY (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-17</td>
<td>46.9</td>
<td>3.6%</td>
</tr>
<tr>
<td>Dec-17</td>
<td>48.1</td>
<td>6.5%</td>
</tr>
<tr>
<td>Mar-18</td>
<td>49.5</td>
<td>5.6%</td>
</tr>
</tbody>
</table>

### Loans to Assets (USD bn)

<table>
<thead>
<tr>
<th>Period</th>
<th>Total Assets</th>
<th>Loans/Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar-17</td>
<td>82.9</td>
<td>56.5%</td>
</tr>
<tr>
<td>Dec-17</td>
<td>86.3</td>
<td>55.7%</td>
</tr>
<tr>
<td>Mar-18</td>
<td>89.4</td>
<td>55.4%</td>
</tr>
</tbody>
</table>

### Loan exposure by sector (%)

- **Personal**: 33%
- **Real estate**: 21%
- **Telecom, Utls & Transport**: 12%
- **Retail & Trade**: 10%
- **Eng & Construction**: 2%
- **Other**: 11%
- **Manftng**: 6%
- **Financial**: 5%

### Non-Performing Loans

- **Coverage Ratio**: 348%, 287%, 274%
- **NPL Ratio**: 1.27%, 1.42%, 1.38%

### Prudent Capitalization (%)

- **Tier 1**: 17.8%, 17.8%, 17.3%
- **Tier 2**: 2.0%, 2.0%, 2.0%
<table>
<thead>
<tr>
<th>Section 1</th>
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<tbody>
<tr>
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<td>Section 5</td>
<td>Performance Overview 1Q 2018</td>
</tr>
<tr>
<td>Section 6</td>
<td>Appendix</td>
</tr>
</tbody>
</table>
### Kuwait Selected Mega Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Sector</th>
<th>Value (KD bn)</th>
<th>Scope</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Al Mutlaa City</td>
<td>Housing</td>
<td>2.33</td>
<td>30,000 residential units, schools and other facilities</td>
<td>Underway: The overall project has progressed by 16 percent. Package 3 bids under evaluation. The city main roads project is expected to be complete by September 2020.</td>
</tr>
<tr>
<td>New Refinery Project (NRP)</td>
<td>Oil &amp; gas</td>
<td>3.90</td>
<td>New 615,000 bpd refinery by KNPC</td>
<td>Underway: The project is almost halfway done, and all the five package are expected to be completed by 2019.</td>
</tr>
<tr>
<td>Clean Fuels Project (CFP)</td>
<td>Oil &amp; gas</td>
<td>3.70</td>
<td>Specification upgrade and expansion of 2 existing refineries to produce 800,000 b/d</td>
<td>Underway: 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.</td>
</tr>
<tr>
<td>Jurassic Non Associated Oil &amp; Gas Reserves Expansion: Phase 2</td>
<td>Oil &amp; gas</td>
<td>1.22</td>
<td>Production of 120,000 b/d of wet crude and more than 300 million cubic feet a day (cf/d) of sour gas</td>
<td>Underway: All three contracts have now been awarded; construction is now ongoing and completion date is set for May 2019.</td>
</tr>
<tr>
<td>Petrochemical Facility at Al-Zour</td>
<td>Oil &amp; gas</td>
<td>2.0</td>
<td>Petrochemical plant to be integrated with Al-Zour refinery</td>
<td>Bidding: Consultant for maritime consultancy services for the project has been appointed. The main contract is expected to be awarded in 2019.</td>
</tr>
<tr>
<td>LNG Import and Regasification Terminal</td>
<td>Oil &amp; gas</td>
<td>0.80</td>
<td>4 full containment LNG tanks each with a working capacity of 225,500 m³ and a regasification plant with capacity of 1500 BBTU/day</td>
<td>Underway: KNPC have signed agreements to transfer the contracts of the project to KIPIC, a subsidiary of KPC. Financial advisor appointed. The plant is scheduled to be completed by February 2021.</td>
</tr>
<tr>
<td>Offshore Drilling</td>
<td>Oil &amp; gas</td>
<td>0.90</td>
<td>6 new drilling locations to boost the daily oil production by 700,000 bpd and gas production to 1 bn cubic feet.</td>
<td>Bidding: Submission of bids by mid-April 2018 and awarding by May 2018. Drilling shall start by end-2018.</td>
</tr>
<tr>
<td>Al-Zour North (IWPP) – P2 &amp; P3</td>
<td>Power &amp; water</td>
<td>0.5</td>
<td>1800 MW of power generation capacity and 464,100m³/d of desalination capacity</td>
<td>Planning: KAPP is planning to appoint a transaction adviser in order to accelerate the procurement process. The tender for the advisory role is expected to be issued in 2Q 2018.</td>
</tr>
<tr>
<td>Al-Khairan Power &amp; Desalination Plant (IWPP)</td>
<td>Power &amp; water</td>
<td>0.51</td>
<td>Net capacity of a min 1,500 MW of power and a min 125 MGD of desalinated water</td>
<td>Bidding/Planning: The desalination plant is expected to be tendered by late 2019. KAPP and the Ministry of E&amp;W have switched the fuel to gas instead of low sulphur fuel oil.</td>
</tr>
<tr>
<td>Umm Al Hayman Waste Water (PPP)</td>
<td>Power &amp; water</td>
<td>0.47</td>
<td>Initial treatment capacity of 500,000 m³/d. Plant may replace Riqqa WWTP in future</td>
<td>Bidding: The project was awarded officially in December 2017. The consortium of WTE Wassertechnik GmbH &amp; International Financial Advisors is appointed as the main contractor on the project.</td>
</tr>
<tr>
<td>Kabd Municipal Solid Waste Project</td>
<td>Power &amp; water</td>
<td>0.26</td>
<td>Waste to energy facility; 50% of all the municipal solid waste produced in Kuwait will be processed at the facility</td>
<td>Bidding: Audit Bureau has not given the final approval for the tendering of the project. The project has been put on hold.</td>
</tr>
<tr>
<td>Al-Dibdibah Solar PP</td>
<td>Power &amp; water</td>
<td>0.5</td>
<td>Capacity to produce 2,500 GWh of electricity per year at Al-Shagaya complex</td>
<td>Bidding/Planning: Letters of interest submitted. Tendering by 1Q 2018.</td>
</tr>
<tr>
<td>Airport Expansion (New Passenger Building)</td>
<td>Transport</td>
<td>1.90</td>
<td>To increase the annual handling capacity of the airport to 20 million passengers and new runways and infrastructure expansion</td>
<td>Underway/Planning: Package 1 (runway, infrastructure and utilities) hasn’t been tendered yet. Tendering of P-2 (Admin. Building) and P-3 (Aircraft Parking &amp; Corridors) came through. A supervision panel has established in order to prevent delays in construction works for P-2 and P-3.</td>
</tr>
<tr>
<td>Kuwait National Railroad (PPP)</td>
<td>Transport</td>
<td>2.40</td>
<td>Railroad system linking Kuwait to rest of GCC</td>
<td>Planning: Technical and financial study will be reviewed to include an implementation plan and to find ways or reducing the cost of the project. The project will be reintroduced to investors as PPP.</td>
</tr>
</tbody>
</table>
## Income Statement (USD million)

<table>
<thead>
<tr>
<th>Description</th>
<th>1Q-17</th>
<th>1Q-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income</td>
<td>561</td>
<td>681</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>156</td>
<td>233</td>
</tr>
<tr>
<td><strong>Net Interest Income</strong></td>
<td>406</td>
<td>448</td>
</tr>
<tr>
<td>Murabaha and other Islamic financing income</td>
<td>120</td>
<td>142</td>
</tr>
<tr>
<td>Distribution to depositors and Murabaha costs</td>
<td>33</td>
<td>44</td>
</tr>
<tr>
<td><strong>Net Income from Islamic financing</strong></td>
<td>87</td>
<td>98</td>
</tr>
<tr>
<td><strong>Net interest income and net income from Islamic financing</strong></td>
<td>492</td>
<td>546</td>
</tr>
<tr>
<td>Net fees and commissions</td>
<td>112</td>
<td>124</td>
</tr>
<tr>
<td>Net investment income</td>
<td>17</td>
<td>14</td>
</tr>
<tr>
<td>Net gains from dealing in foreign currencies</td>
<td>27</td>
<td>24</td>
</tr>
<tr>
<td>Other operating income</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td><strong>Non-interest Income</strong></td>
<td>160</td>
<td>166</td>
</tr>
<tr>
<td><strong>Net Operating Income</strong></td>
<td>652</td>
<td>712</td>
</tr>
<tr>
<td>Staff expenses</td>
<td>122</td>
<td>128</td>
</tr>
<tr>
<td>Other administrative expenses</td>
<td>67</td>
<td>73</td>
</tr>
<tr>
<td>Depreciation of premises and equipment</td>
<td>13</td>
<td>12</td>
</tr>
<tr>
<td>Amortisation of intangible assets</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>205</td>
<td>215</td>
</tr>
<tr>
<td><strong>Op. profit before provision for credit losses and impairment losses</strong></td>
<td>447</td>
<td>497</td>
</tr>
<tr>
<td>Provision charge for credit losses and impairment losses</td>
<td>126</td>
<td>141</td>
</tr>
<tr>
<td><strong>Operating profit before taxation</strong></td>
<td>321</td>
<td>356</td>
</tr>
<tr>
<td>Taxation</td>
<td>21</td>
<td>25</td>
</tr>
<tr>
<td>Non-controlling interest</td>
<td>15</td>
<td>18</td>
</tr>
<tr>
<td><strong>Profit attributable to shareholders of the Bank</strong></td>
<td>285</td>
<td>312</td>
</tr>
</tbody>
</table>
## Consolidated Statement Of Income (USD million)

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

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