



Date: 23 October 2023  
Ref: 10 / 10 / 516 / 2023

التاريخ: 23 أكتوبر 2023  
الإشارة: 2023 / 516 / 10 / 10

To: Chief Executive Officer  
Boursa Kuwait

السيد/ الرئيس التنفيذي المحترم  
بورصة الكويت

Peace, Mercy and Blessings of Allah be upon you,

السلام عليكم ورحمة الله وبركاته،

**Subject: Supplementary Disclosure**  
**KFH: Analysts Conference Presentation**  
**Q (3/2023)**

الموضوع: إفصاح مكمل  
بيتك: العرض التقديمي لمؤتمر المحللين  
الربع (2023/3)

In reference to the above, and in line with Kuwait Finance House 'KFH' compliance with the requirements of Chapter 4 of CMA Executive Bylaws Rulebook 10 (Disclosure and Transparency), and with Boursa Kuwait Role Book Article (7-8-1/3) regarding the Listed Companies Obligations (Analysts Conference), KFH would like to report the following:

- KFH has conducted the Analysts Conference for Q (3/2023) through live broadcasting on internet (Live Webcast) at 2 p.m. on Monday 23 October 2023.
- There was no other material information had been discussed during the conference.
- KFH will disclose the Conference Minutes of Meeting within (3) working days after the conference.

Attached is Appendix (12) "Supplementary Disclosure Form" and "the Investors Presentation Q (3/2023)". The same been submitted to Capital Markets Authority and Bahrain Bourse.

Best Regards,

Shadi A. Zahran  
Acting Group Chief Executive Officer

وتفضلوا بقبول فائق الاحترام،

شادي أحمد زهران  
الرئيس التنفيذي للمجموعة بالتكليف



بيت التمويل الكويتي  
Kuwait Finance House

23 October 2023

23 أكتوبر 2023

Kuwait Finance House (KFH)

بيت التمويل الكويتي (بيتك)

Appendix (12)

ملحق رقم (12)

Supplementary Disclosure Form

نموذج الإفصاح المكمل

KFH: Analysts Conference Presentation  
Q (3/2023)

بيتك: العرض التقديمي لمؤتمر المحللين  
الربع (2023/3)

## Supplementary Disclosure

Date	Listed Company
23 October 2023	Kuwait Finance House (KFH)

Disclosure Title
KFH: Analysts Conference Presentation Q (3/2023)

Previous Disclosure	
Date	Title
18 October 2023	Disclosure of Material Information
CBK Approval on KFH's Interim Condensed Consolidated Financial Information for the period ended 30 September 2023	

Developments that Occurred to the Disclosure
<ul style="list-style-type: none"><li>• KFH has conducted the Analysts Conference for Q (3/2023) through live broadcasting on internet (Live Webcast) at 2 p.m. on Monday 23 October 2023.</li><li>• There was no other material information had been discussed during the conference.</li><li>• KFH will disclose the Conference Minutes of Meeting within (3) working days after the conference.</li></ul>

The Financial Effect of The Occurring Developments
<ul style="list-style-type: none"><li>• Currently, there is no effect on KFH's financial position.</li></ul>

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

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

## الإفصاح المكمل

التاريخ	اسم الشركة المدرجة
23 أكتوبر 2023	بيت التمويل الكويتي "بيتك"

عنوان الإفصاح
بيتك: العرض التقديمي لمؤتمر المحللين الربع (2023/3)

الإفصاح السابق	
التاريخ	العنوان
18 أكتوبر 2023	الإفصاح عن المعلومات الجوهرية
موافقة بنك الكويت المركزي على المعلومات المالية المرحلية المكثفة المجمعة للفترة المنتهية في 30 سبتمبر 2023	

التطور الحاصل على الإفصاح
<ul style="list-style-type: none"><li>• عقد بيتك مؤتمر المحللين للربع (2023/3) عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 2 بعد ظهر يوم الاثنين الموافق 23 أكتوبر 2023م.</li><li>• لم يتم تداول أي معلومات جوهرية أخرى خلال المؤتمر.</li><li>• سوف يقوم بيتك بالإفصاح لاحقاً عن محضر المؤتمر خلال (3) أيام عمل من تاريخ المؤتمر.</li></ul>

الأثر المالي للتطور الحاصل
<ul style="list-style-type: none"><li>• لا يوجد أثر في الوقت الحالي على المركز المالي لبيتك.</li></ul>

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

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



بيت التمويل الكويتي  
Kuwait Finance House

Handwritten signature

بيت التمويل الكويتي  
Kuwait Finance House



Q3-2023

---

Earnings Presentation

---

23 Oct 2023

---

# Disclaimer

- **IMPORTANT NOTICE**

- This presentation has been prepared by Kuwait Finance House and is subject to the applicable laws and regulations in the State of Kuwait. It is for information purposes only and it shall not be reproduced or redistributed to any other person without obtaining Kuwait Finance House's prior written consent. It does not and shall not constitute either an offer to purchase or buy or a solicitation to purchase or buy or an offer to sell or exchange or a solicitation to sell or exchange any securities of Kuwait Finance House. Neither this presentation nor anything contained herein shall form the basis of any contract, commitment or advice whatsoever. This Presentation must be read in conjunction with all other publicly available information. To the maximum extent permitted by law, Kuwait Finance House and its directors, employees, agents, consultants, affiliates and subsidiaries expressly exclude all liability and responsibility for any loss or damage arising from the use of, or reliance on, the information contained in this presentation or the website whether or not caused by any negligent act or omission. Neither Kuwait Finance House nor any of its directors, employees, agents, consultants, affiliates, or subsidiaries warrant or represent the correctness, accurateness or completeness of the information provided herein. This document is not to be relied upon in any manner as legal, tax or investment advice. Each recipient hereof shall be responsible for conducting its own investigation and analysis of the information contained herein and shall familiarize and acquaint itself with, and adhere to, the applicable local legislations. Except where otherwise expressly indicated herein, this presentation contains time-sensitive information which is based on currently available information to Kuwait Finance House as of the date stated or, if no date is stated, as of the date of this preparation and accordingly does not guarantee specific future results, performances or achievements. The information and the opinions contained herein are subject to change without notice. None of Kuwait Finance House or any of its subsidiaries or affiliates assume any obligation to update or otherwise revise any such information to reflect information that subsequently becomes available or circumstances existing or changes occurring after the date hereof.

- **FORWARD-LOOKING STATEMENTS**

- All statements included or incorporated by reference in this presentation, other than statements or characterizations of historical fact, are forward-looking statements. Such forward-looking statements are based on Kuwait Finance House's current expectations, predictions and estimates and are not guarantees of future performance, achievements or results. Forward-looking statements are subject to and involve risks and uncertainties and actual results, performance or achievements of Kuwait Finance House may differ materially or adversely from those expressed or implied in the forward-looking statements as a result of various factors. In addition, even if Kuwait Finance House's results of operations, financial condition and the development of the industry in which it operates are consistent with forward-looking statements contained herein, those results or developments may not be indicative of results or developments in subsequent periods. Kuwait Finance House does not undertake to update any forward-looking statements made herein. Past results are not indicative of future performance.

# Contents

- 1 **Kuwait's Operating Environment**

---
- 2 **Overview of KFH**

---
- 3 **KFH Strategy**

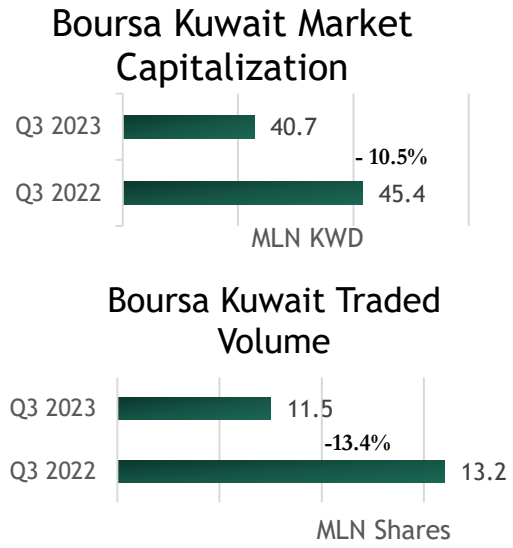
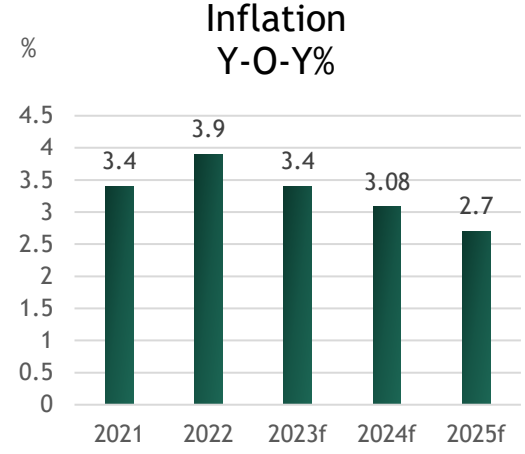
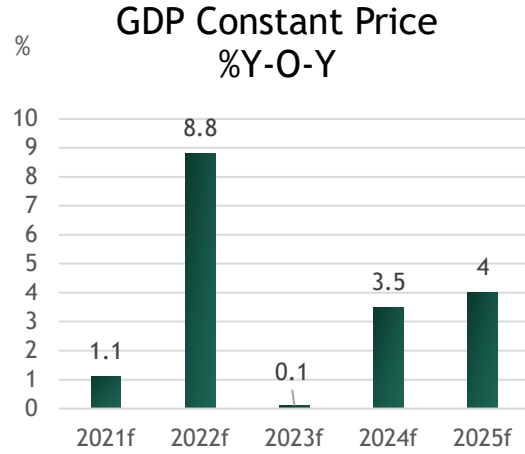
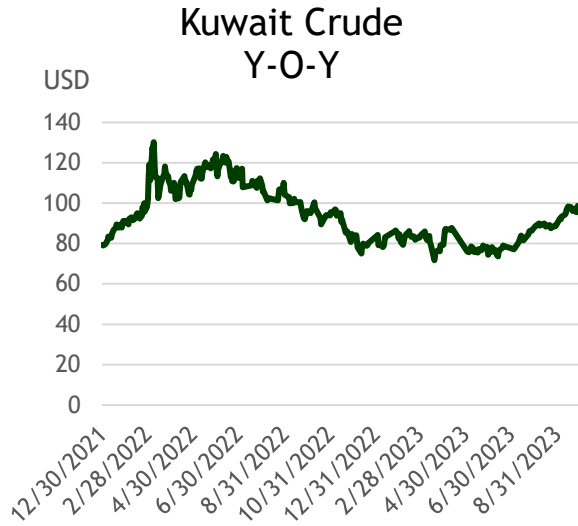
---
- 4 **9M-2023 Financial Results**

---
- 5 **Appendix**

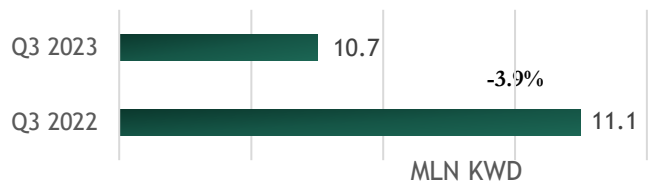
---



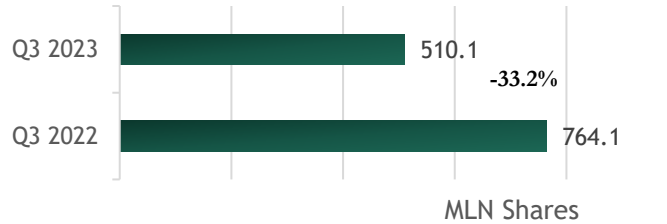
# Kuwait's Economic Highlights



## KFH Kuwait's Market Capitalization



## KFH Kuwait's Traded Volume



- According to the most recent International Monetary Fund (IMF) forecast for October 2023, Kuwait's GDP growth reached 8.8% in 2022 with lower growth in 2023. Kuwait's annual inflation rate in 2023 is forecasted to be 3.4%.
- Kuwaiti Crude Oil Price stood at USD 97.9pb by the end of September 2023, up by 1.9% from the same period the previous year.
- Kuwait's credit rating is A+ with a stable outlook, according to Standard & Poor's. Kuwait's credit rating was last established at A1, with a stable outlook, by Moody's. Kuwait's credit rating was recently published by Fitch at AA- with a stable outlook.
- Central Bank of Kuwait (CBK) decided to raise the discount rate by 0.25% from 4.0% to 4.25% effective July 27, 2023.
- The market capitalization of Bursa Kuwait dropped by 10.5% to KWD 40.7 billion, while KFH's market capitalization decreased by 3.9% to KWD10.7 billion at the end of Q3 2023 compared to the same period previous year.
- When compared to the same period last year, Bursa Kuwait traded volume declined by 13.4% to 11.5 billion shares, while KFH traded volume decreased by 33.2% to 764 million shares at the end of Q3 2023.

Source: Bursa Kuwait, KPC, IMF, KFH

# Overview of KFH's Awards & Ratings

## Kuwait

**Best**

Islamic Bank  
in Kuwait  
euromoney

## Regional

**Best**

Islamic Bank  
in the Middle East  
Global Finance

## Global

**Best**

Islamic Financial Institution  
in the World  
Global Finance

**Fitch**Ratings

**Long-Term Issuer Default Rating A**

**Short-Term Issuer Default Rating F1**

**STABLE Outlook**

Fitch's update 5 September 2023

**MOODY'S**

**LT FC Bank Deposits Rating A2**

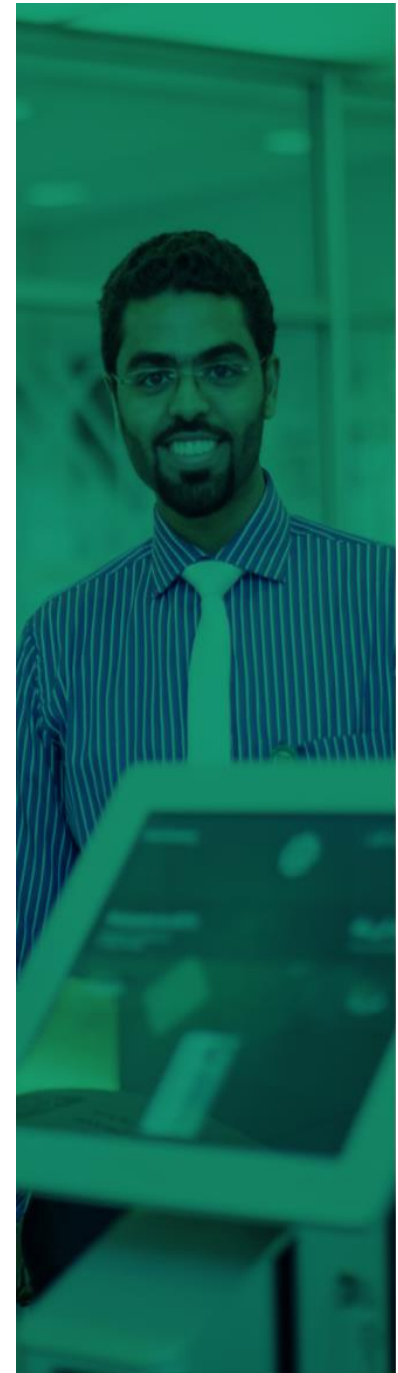
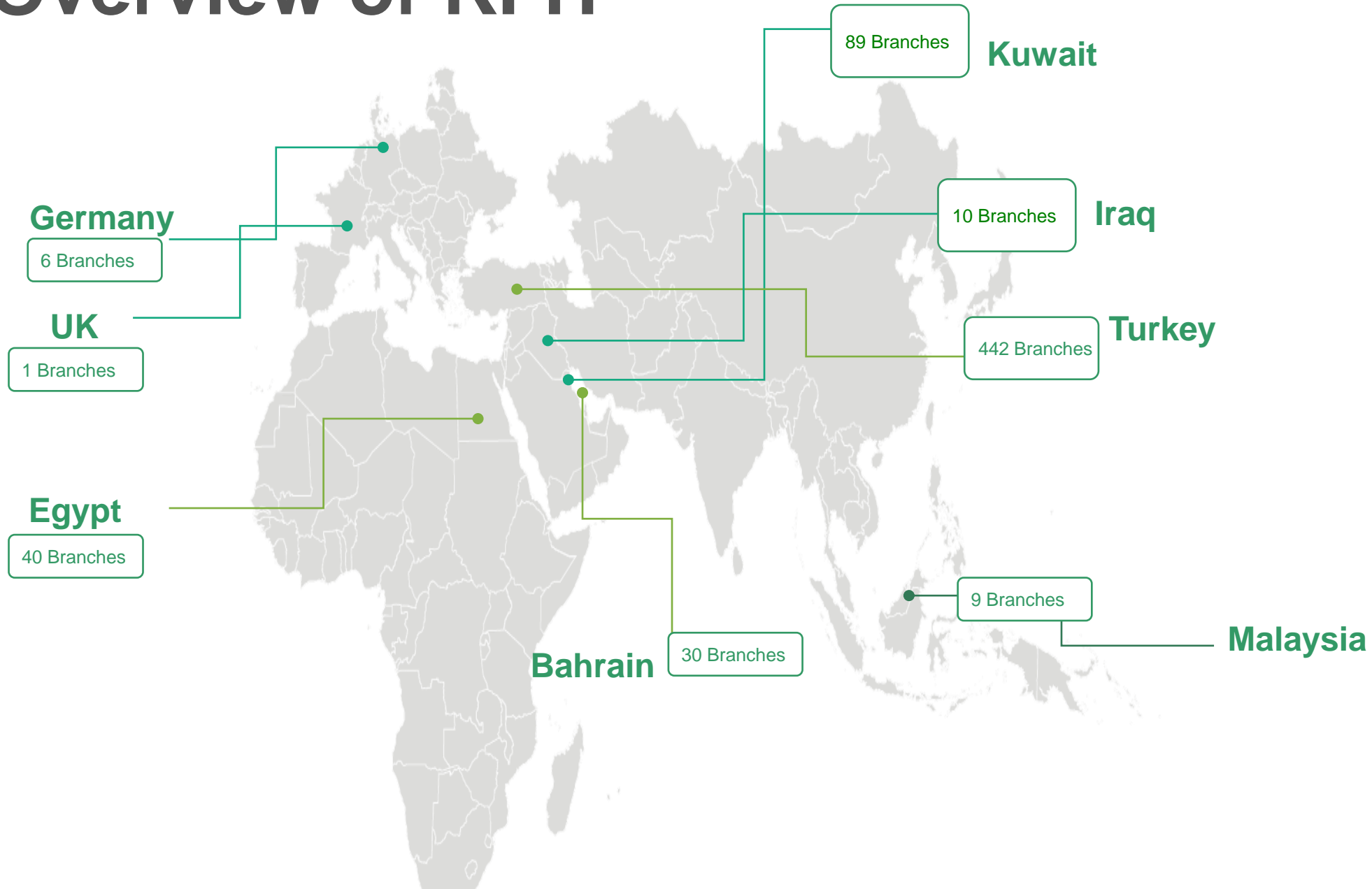
**ST FC Bank Deposits Rating P-1**

**STABLE Outlook**

Moody's update 27 July 2023



# Overview of KFH

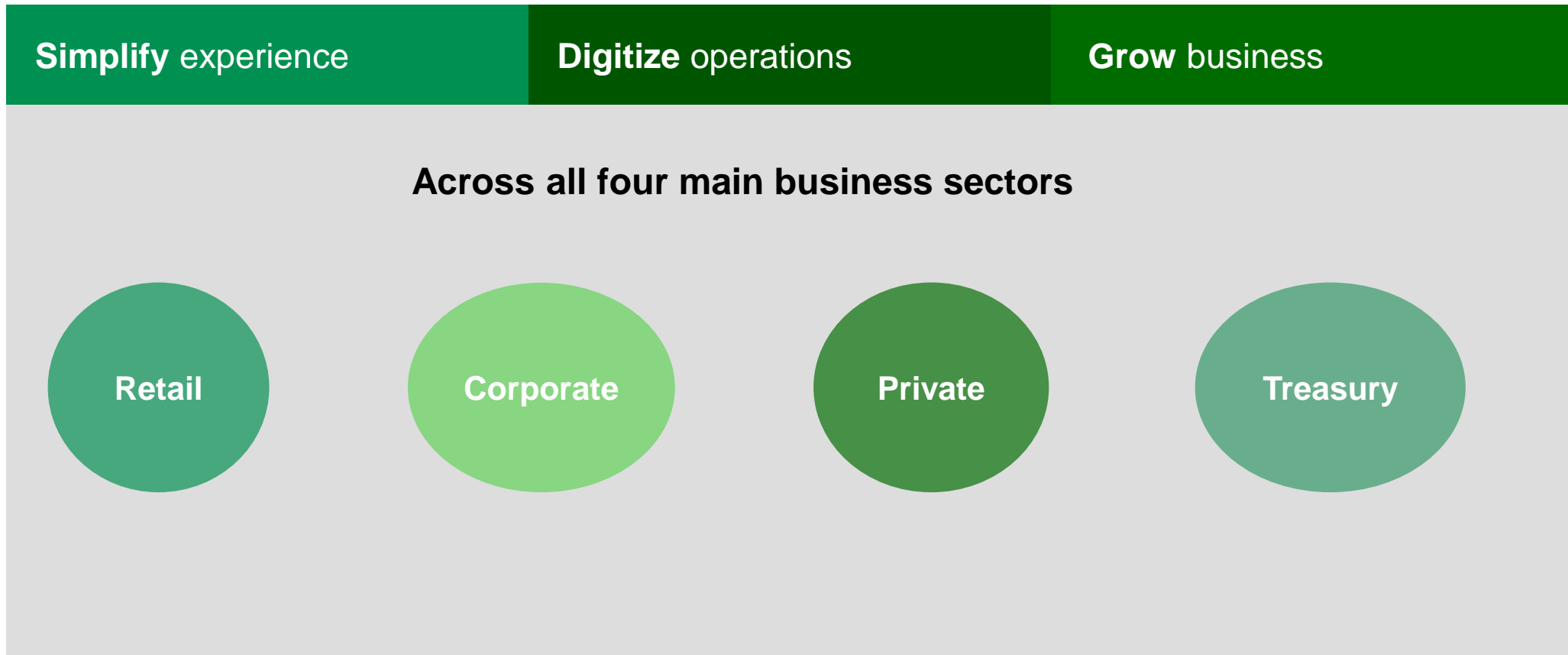


# KFH Strengths

Robust Financial Performance	Leading Islamic Financial Institution	Strong Government Sponsorship	Professional Management Team	Strategic Distribution Channels	Effective Risk Management Framework
<p>A consistent track record of profitability &amp; dividend payment</p> <p>Solid funding and liquidity profile</p> <p>Consistently low NPF rates</p> <p>Improved cost to income ratio</p> <p>Solid profit margins and improved efficiency</p>	<p>Second largest Islamic Financial Institution globally in terms of asset base</p> <p>Operating history of more than 40 years</p> <p>Strong retail franchise</p> <p>Pioneer of Islamic products in Kuwait</p>	<p>38.4% ownership by various Kuwaiti Government authorities</p> <p>KFH operates mainly in Kuwait where the economy benefits from high level of economic strength</p> <p>Systemic important bank in Kuwait Large retail deposit and global flagship Islamic bank</p>	<p>Well-rounded human capital through meritocratic management structure</p> <p>Significant improvement in the Management team for the diversified international operation</p> <p>Strong and stable Board of Directors, collectively bringing more than two hundred and fifty years of professional experience</p>	<p>Diversified international operations</p> <p>Presence in 8 countries giving access to Europe, Middle East and Asian markets</p> <p>Extensive accessibility option with a wide network of 627 branches and over 2,205 ATMs</p>	<p>KFH continuously develops its risk management framework in light of development in the business, banking and market regulations</p> <p>Disciplined &amp; risk adjusted approach to capital allocation</p> <p>Large and diversified portfolio</p> <p>Reduced non-core assets</p>

# KFH Strategy

KFH's main focus is on core banking business activities



# Contents

- 1 Kuwait's Operating Environment

---

- 2 Overview of KFH

---

- 3 KFH Strategy

---

- 4 **9M-23 Financial Results**

---

- 5 Appendix

---




# 9M-23 Financial Highlights

<b>Net Profit for Shareholders</b> <b>KD 461.5 m</b> 124.3%	<b>Net Financing Income</b> <b>KD 713.9 m</b> 40.4%	<b>Net Operating Income</b> <b>KD 739.8 m</b> 59.7%
---	---	---

**Cost to Income Ratio**

**33.70%**

*(9M-22: 33.61%)*

**EPS (fils)**

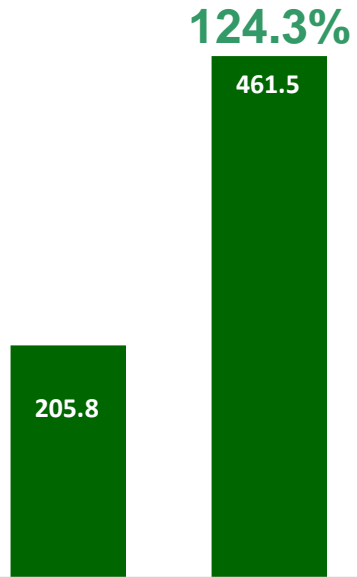
**30.81**

*(9M-22 : 19.13fils)*

# 9M-23 Financial Performance

## Net Profit for Shareholders

(KD mn)

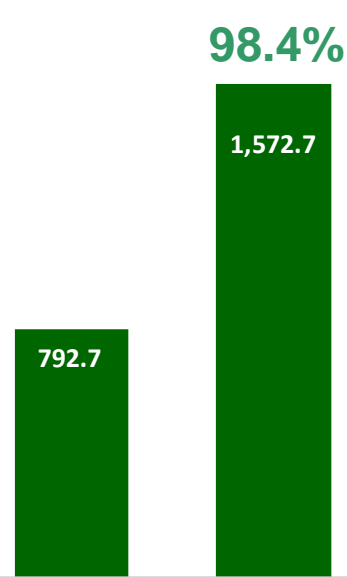


9M-22

9M-23

## Financing Income

(KD mn)

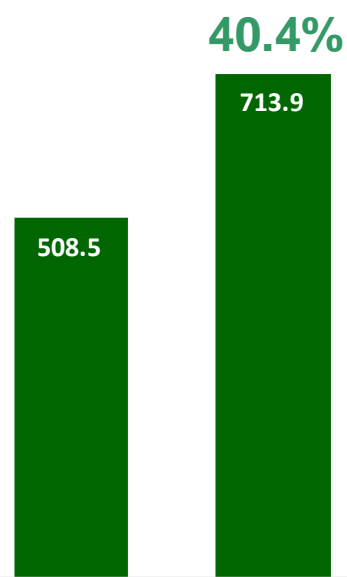


9M-22

9M-23

## Net Financing Income

(KD mn)

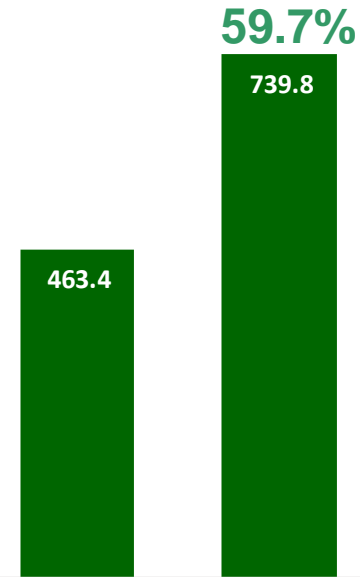


9M-22

9M-23

## Net Operating Income

(KD mn)

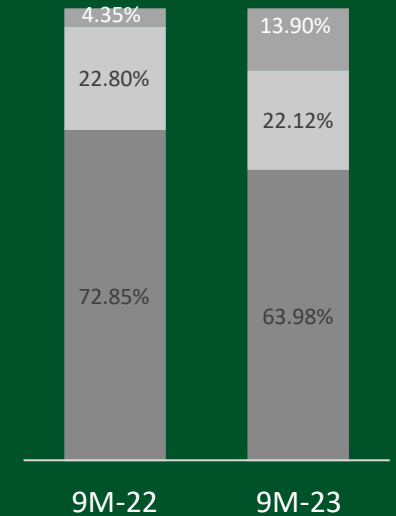


9M-22

9M-23

## Operating Income Profile

- Investment Income (%)
- Non-Financing Income (%)
- Net Financing Income (%)



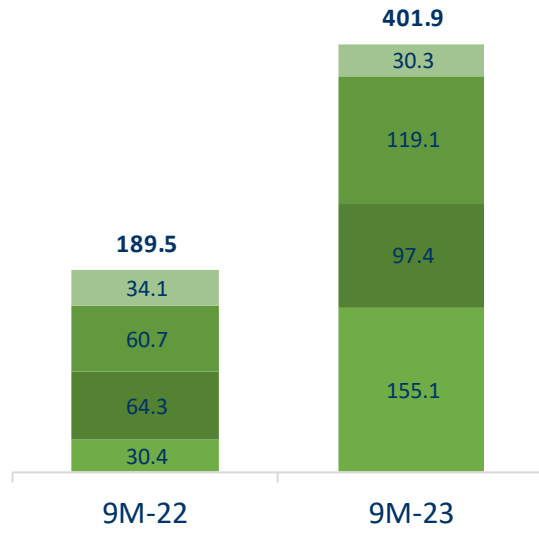
9M-22

9M-23

# 9M-23 Financial Performance

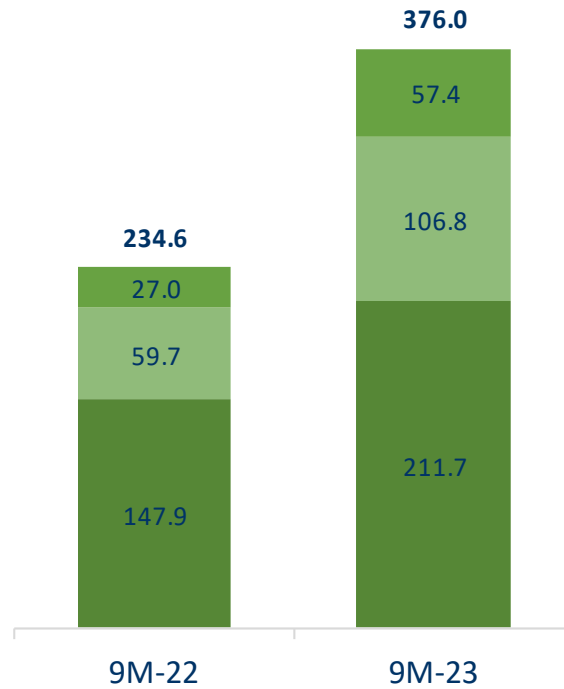
## Non - Financing Income (KD mn)

- Other Income
- Net Gain from Foreign Currencies
- Fees and Commission Income
- Investment Income



## Total Operating Expenses (KD mn)

- Depreciation and Amortization
- Other Operating Expenses
- Staff Costs

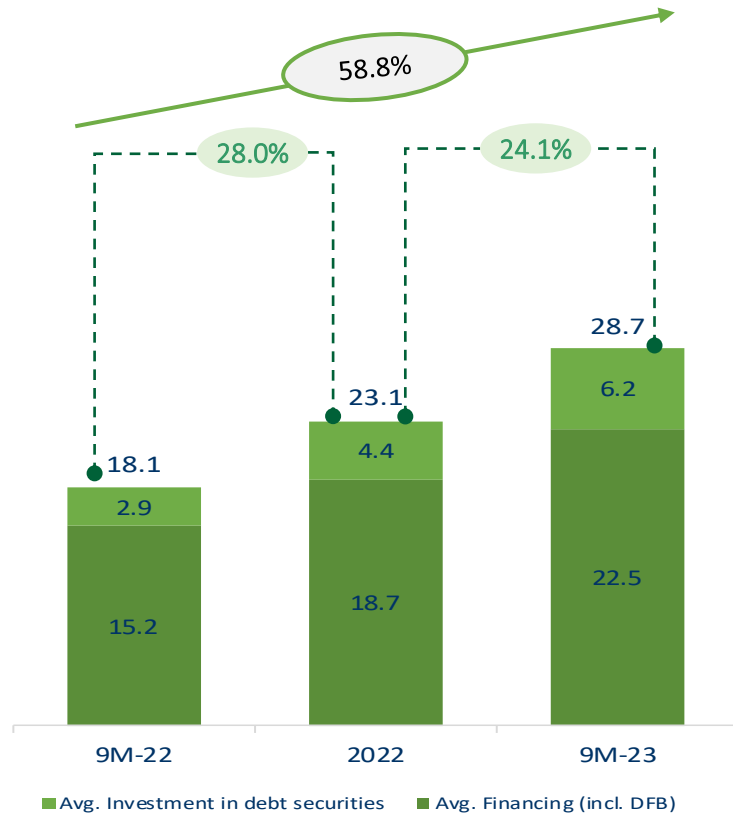


## C/I Ratio

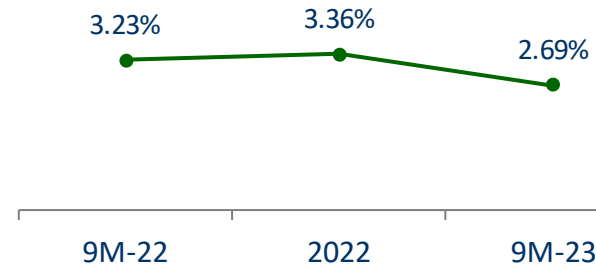
9M-22, 33.61%      9M-23, 33.70%

# 9M-23 Financial Performance

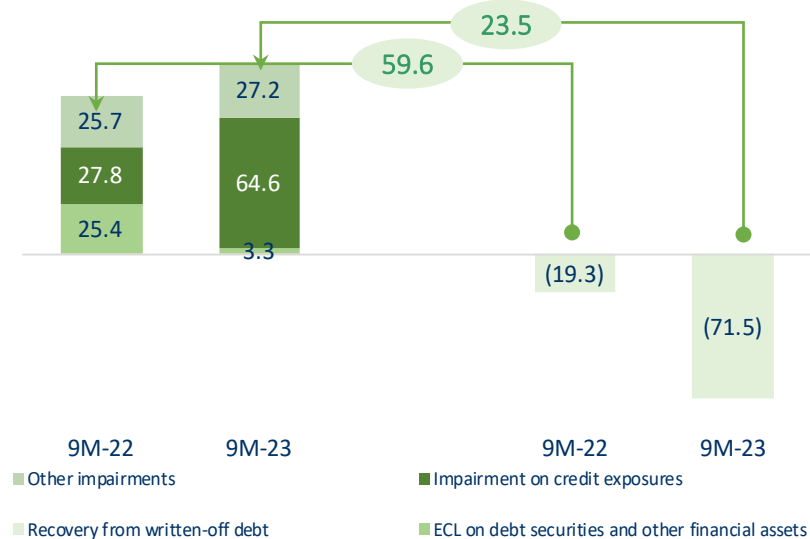
## Average Profit Earning Assets (KD bn)



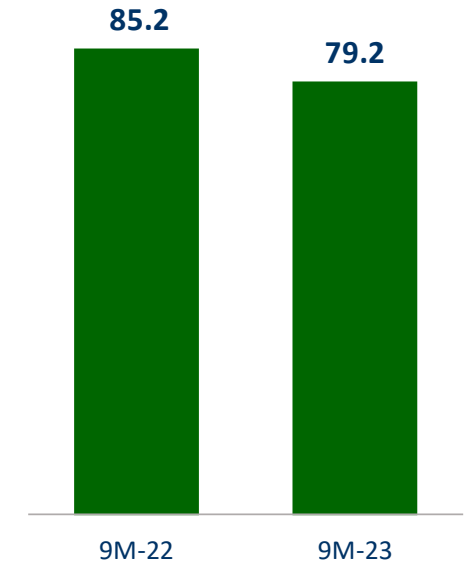
## Net Financing Margin



## Provision and Impairment (KD mn)



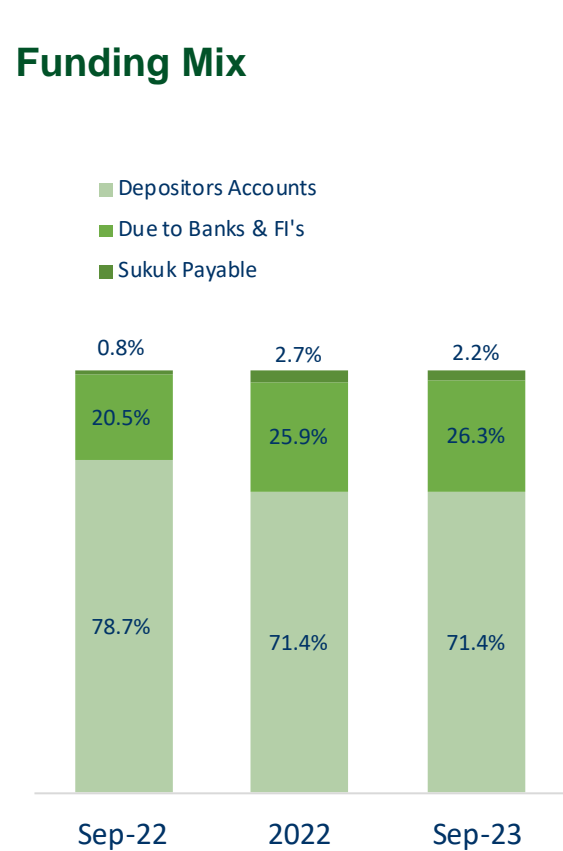
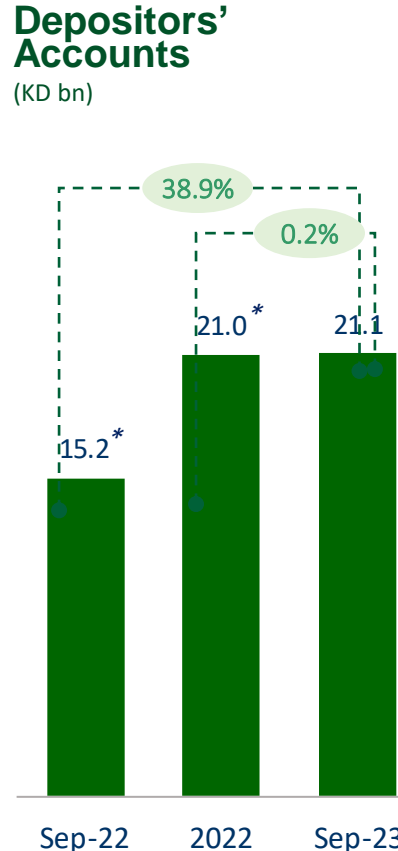
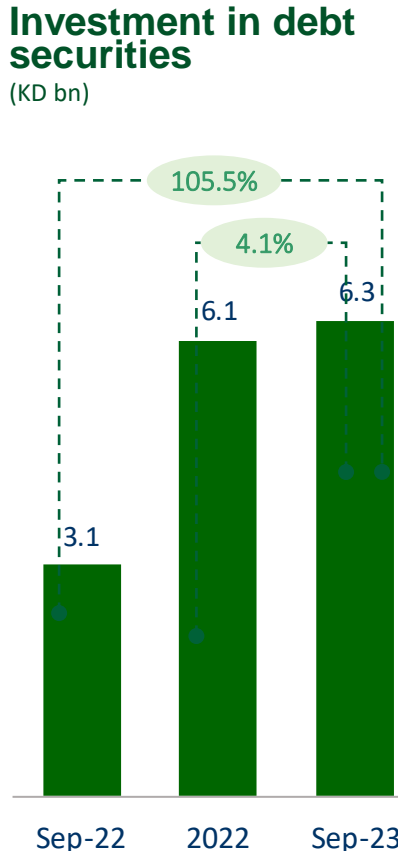
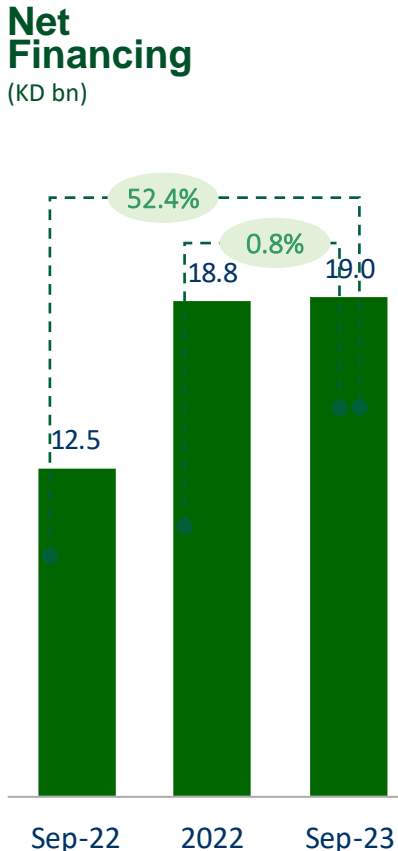
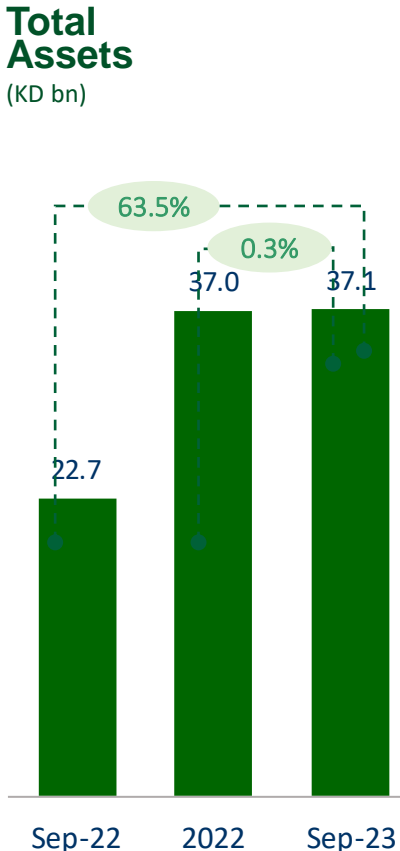
## Net Monetary Loss\* (KD mn)



\* Hyper-inflation impact



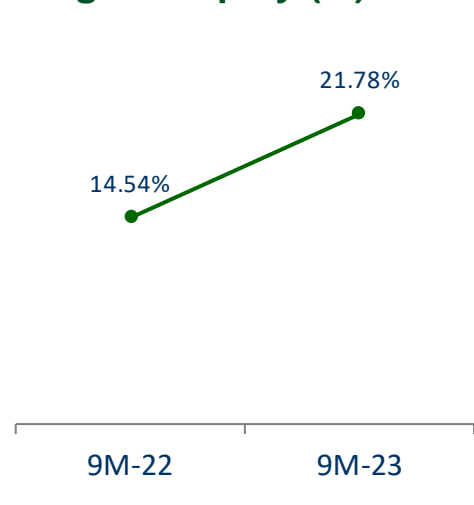
# 9M-23 Financial Performance



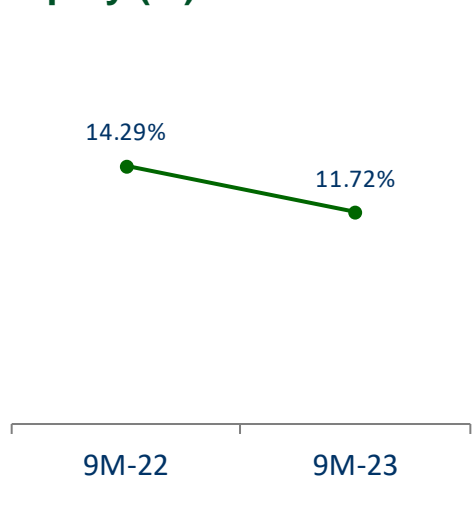
\* re-stated

# 9M-23 Key Financial Ratios

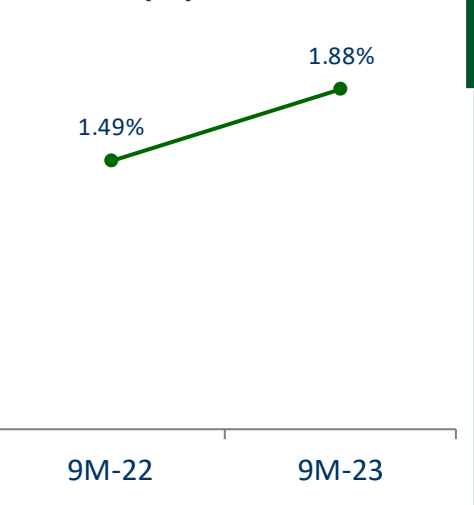
Return on Average Tangible Equity (%)



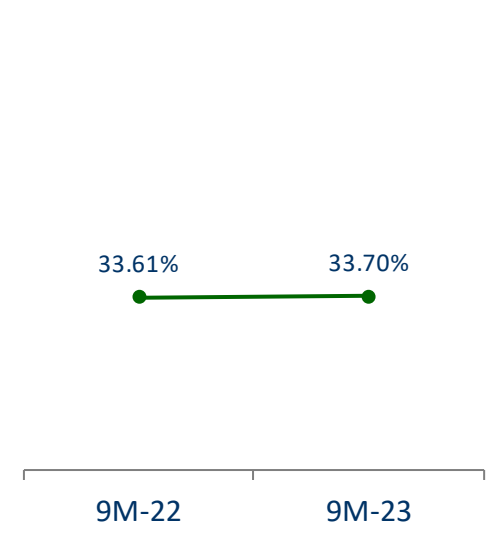
Return on Average Equity (%)



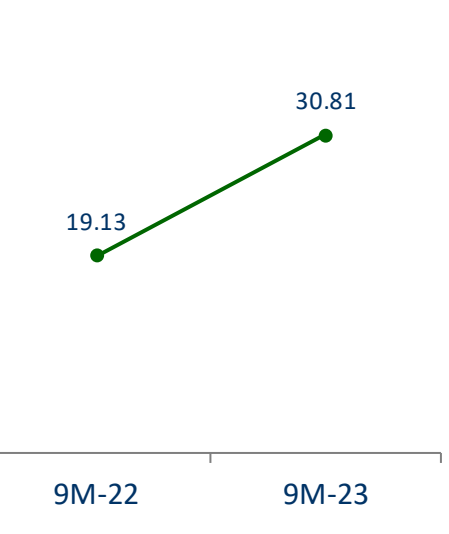
Return on Average Assets (%)



C/I (%)

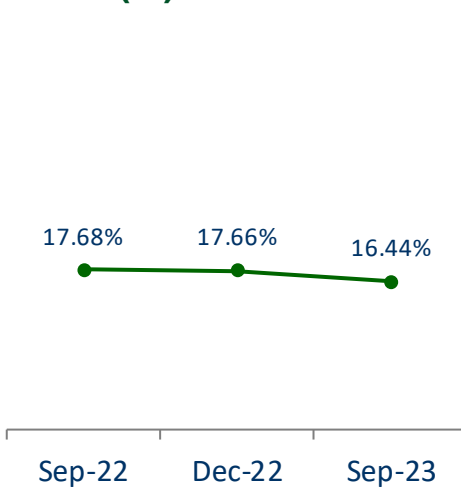


EPS (fils)

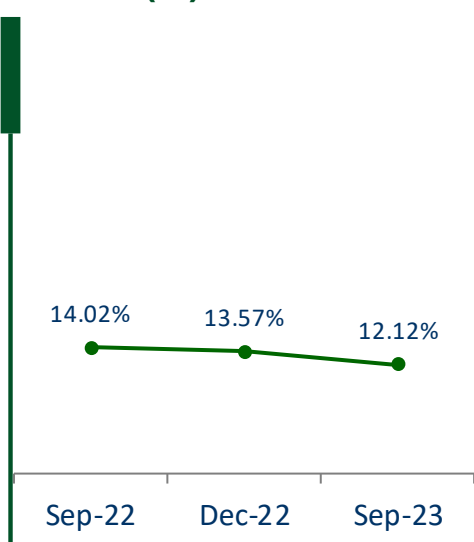


# 9M-23 Capital & Asset Quality Ratios

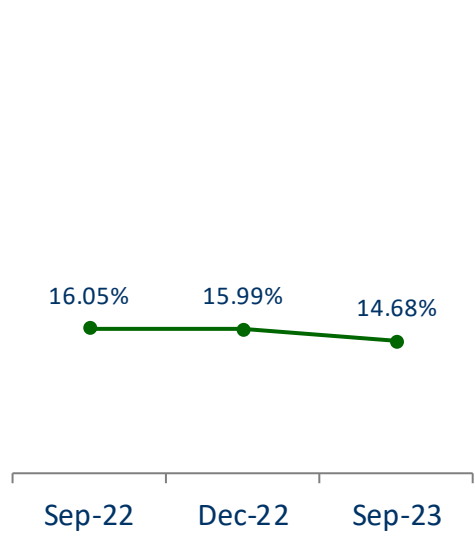
### Capital Adequacy Ratio (%)



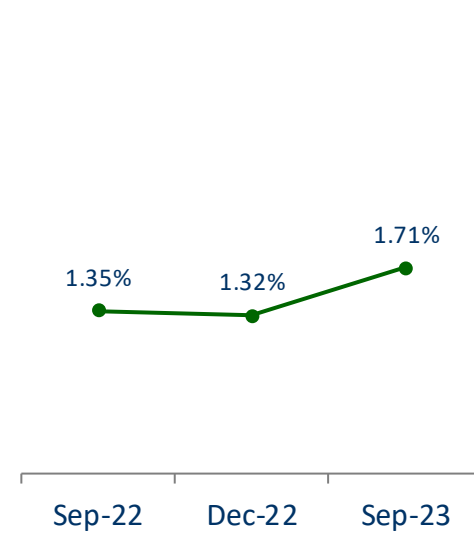
### CET1 (%)



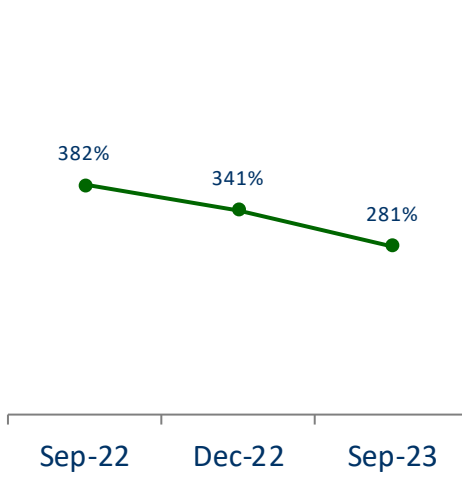
### TIER 1 (%)



### NPF (%)



### NPF Coverage Ratio (%)



The background of the slide features a complex pattern of thin, light gray lines that intersect at various points, creating a series of overlapping triangles and quadrilaterals. The lines are oriented in several different directions, including horizontal, vertical, and diagonal, creating a sense of dynamic movement and structure.

# Q&A

The background of the slide features a complex geometric pattern of thin, light gray lines. These lines intersect at various points, creating a series of overlapping triangles and quadrilaterals. The lines are oriented in several different directions, including horizontal, vertical, and diagonal, creating a sense of depth and structure.

# Appendix

# Consolidated Financial Statements 9M-23 Vs. 9M-22

Consolidated Statement of Financial Position (KD million)	Sep-23	Sep-22
Cash and balances with banks and financial institutions	3,321	2,074
Due from Banks	3,252	3,132
Financing receivables	18,995	12,466
Investments in debt securities	6,336	3,083
Trading properties	108	97
Investments	276	210
Investment in associates and joint ventures	538	429
Investment properties	360	345
Other assets	1,115	569
Goodwill and Intangible assets	2,421	34
Property and equipment	347	230
<b>TOTAL ASSETS</b>	<b>37,069</b>	<b>22,668</b>
Due to banks and financial institutions	7,771	3,954
Sukuk payables and term financing	656	163
Depositors' accounts	21,076	15,179
Other liabilities	1,531	911
<b>TOTAL LIABILITIES</b>	<b>31,033</b>	<b>20,206</b>
Share capital	1,476	929
Share premium	3,612	720
Treasury shares	(82)	(28)
Reserves	210	378
<b>TOTAL EQUITY ATTRIBUTABLE TO THE SHAREHOLDERS OF THE BANK</b>	<b>5,216</b>	<b>1,999</b>
Perpetual Tier 1 Capital Securities and Sukuks	506	233
Non-controlling interests	314	230
<b>TOTAL EQUITY</b>	<b>6,036</b>	<b>2,462</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>37,069</b>	<b>22,668</b>

Consolidated Statement of Income (KD million)	Sep-23	Sep-22
Financing income	1,573	793
Financing cost and distribution to depositors	859	284
<b>Net finance income</b>	<b>714</b>	<b>508</b>
Investment income	155	30
Fees and commission income	97	64
Net gain from foreign currencies	119	61
Other operating income	30	34
<b>Non-Financing Income</b>	<b>402</b>	<b>190</b>
<b>Tota Operating Income</b>	<b>1,116</b>	<b>698</b>
Staff costs	212	148
General and administrative expenses	107	60
Depreciation and amortization	57	27
<b>Total Expenses</b>	<b>376</b>	<b>235</b>
<b>Net Operating Income</b>	<b>740</b>	<b>463</b>
Provisions and impairment	24	60
Net Monetary Loss	79	85
<b>Profit for the Period Before Taxation</b>	<b>637</b>	<b>319</b>
Taxation	116	70
Non-controlling interests	59	43
<b>Profit Attributable to Shareholders of the Bank</b>	<b>462</b>	<b>206</b>

# Consolidated Statement of Financial Position 2018 - 2022

Consolidated Statement of Financial Position (KD million)	2018	2019	2020	2021	2022
Cash and balances with banks and financial institutions	1,381	1,910	2,491	2,325	3,156
Due from Banks	3,444	3,646	3,365	3,350	3,870
Financing receivables	9,190	9,474	10,748	11,355	18,840
Investments in debt securities	1,563	2,292	2,742	2,735	6,085
Trading properties	148	108	102	96	95
Investments	285	195	192	219	247
Investment in associates and joint ventures	499	504	521	492	520
Investment properties	490	455	351	325	384
Other assets	544	547	728	654	976
Goodwill and Intangible assets	31	31	32	32	2,463
Property and equipment	195	229	230	204	335
<b>TOTAL ASSETS</b>	<b>17,770</b>	<b>19,391</b>	<b>21,502</b>	<b>21,788</b>	<b>36,969</b>
Due to banks and financial institutions	2,689	2,427	2,954	2,595	7,633
Sukuk payables and term financing	499	320	315	217	784
Depositors' accounts	11,780	13,553	15,317	15,867	21,030
Other liabilities	728	848	814	803	1,235
<b>TOTAL LIABILITIES</b>	<b>15,696</b>	<b>17,147</b>	<b>19,401</b>	<b>19,481</b>	<b>30,683</b>
Share capital	634	698	767	844	1,342
Share premium	720	720	720	720	3,612
Treasury shares	(44)	(36)	(28)	(28)	(42)
Reserves	584	679	476	395	446
<b>TOTAL EQUITY ATTRIBUTABLE TO THE SHAREHOLDERS OF THE BANK</b>	<b>1,894</b>	<b>2,060</b>	<b>1,936</b>	<b>1,932</b>	<b>5,358</b>
Perpetual Tier 1 Capital Securities and Sukuks	0	0	0	227	502
Non-controlling interests	180	183	165	149	427
<b>TOTAL EQUITY</b>	<b>2,074</b>	<b>2,243</b>	<b>2,101</b>	<b>2,307</b>	<b>6,286</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>17,770</b>	<b>19,391</b>	<b>21,502</b>	<b>21,788</b>	<b>36,969</b>

# Consolidated Statement of Income 2018 - 2022

Consolidated Statement of Income (KD million)	2018	2019	2020	2021	2022
Financing income	862	932	893	871	1,322
Financing cost and distribution to depositors	335	401	279	286	522
<b>Net finance income</b>	<b>527</b>	<b>530</b>	<b>614</b>	<b>586</b>	<b>801</b>
Investment income	63	130	-6	16	44
Fees and commission income	87	79	73	72	90
Net gain from foreign currencies	30	34	70	89	93
Other income	39	41	45	48	44
<b>Non-Financing Income</b>	<b>219</b>	<b>284</b>	<b>182</b>	<b>225</b>	<b>272</b>
<b>Total operating income</b>	<b>746</b>	<b>814</b>	<b>796</b>	<b>811</b>	<b>1,072</b>
Staff costs	178	182	172	184	209
General and administrative expenses	81	79	81	82	95
Depreciation and amortisation	33	43	43	42	45
<b>Total Expenses</b>	<b>292</b>	<b>304</b>	<b>296</b>	<b>308</b>	<b>349</b>
<b>Net Operating Income</b>	<b>454</b>	<b>510</b>	<b>500</b>	<b>503</b>	<b>723</b>
Provisions and impairment	163	197	284	135	62
Net Monetary Loss	0	0	0	0	128
<b>Profit Before Tax and Zakat</b>	<b>291</b>	<b>313</b>	<b>216</b>	<b>368</b>	<b>534</b>
Taxation and Proposed Directors' fees	27	51	31	58	99
Non-controlling interests	36	11	36	67	77
<b>Profit Attributable to Shareholders of the Bank</b>	<b>227</b>	<b>251</b>	<b>149</b>	<b>243</b>	<b>358</b>





[Investor.relations@kfh.com](mailto:Investor.relations@kfh.com)  
[Anwar.alyahya@kfh.com](mailto:Anwar.alyahya@kfh.com)  
[ohoud.alnetefi@kfh.com](mailto:ohoud.alnetefi@kfh.com)