

8 YEARS OF OUTSTANDING RESULTS | ANNUAL REPORT 2007



ALWAYS MORE



H.H. Sheikh  
Nawaf Al Ahmed Al Jaber Al Sabah  
(The Crown Prince)



H.H. Sheikh  
Sabah Al Ahmed Al Jaber Al Sabah  
(The Amir of the State of Kuwait)



H.H. Sheikh  
Nasser Al Mohammed Al Ahmed Al Sabah  
(The Prime Minister)

RESPECTED PRACTICES AND GOOD CUSTOMER RELATIONSHIPS - A STRENGTH WE PRIDE OURSELVES IN



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INSPIRED BY THOSE AT THE TOP WHERE EACH AND EVERY INDIVIDUAL FORCE GATHERS AS ONE COMBINED STRENGTH



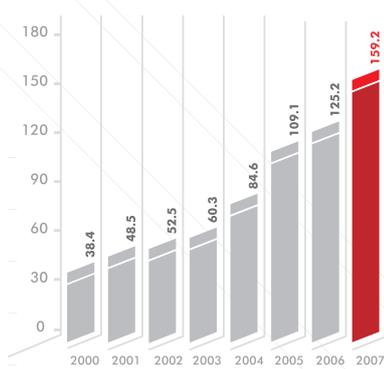
# Board of Directors

|   |   |
|---|---|
| ▪ <b>Bassam Yusuf Ahmed Alghanim</b>            | <b>Chairman &amp; Managing Director</b> |
| ▪ <b>Salah Khalid Fulajj Al-Ali Al-Fulajj</b>   | <b>Deputy Chairman</b>                  |
| ▪ Hussain Ahmed Hussain Qabazard                | Board Member                            |
| ▪ Khaled Soud Abdulaziz Al-Hassan               | Board Member                            |
| ▪ Adel Mohammed Rida Yousef Behbehani           | Board Member                            |
| ▪ Abdul Aziz Abdul Rahman Abdul Aziz Al-Shaya'a | Board Member                            |
| ▪ Abdulkareem Abdulla Abdulkareem Al-Saeed      | Board Member                            |
| ▪ Mahdi Mahmoud Hajji Haider                    | Board Member                            |
| ▪ Nasser Yousuf Naser Buresli                   | Board Member                            |

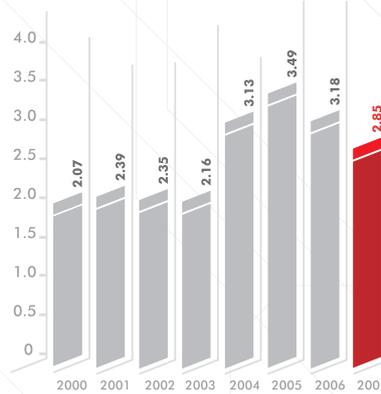
WITH OUR CONQUERING SPIRIT WE WILL SAIL ABOVE ANY OBSTACLE

# Financial Highlights

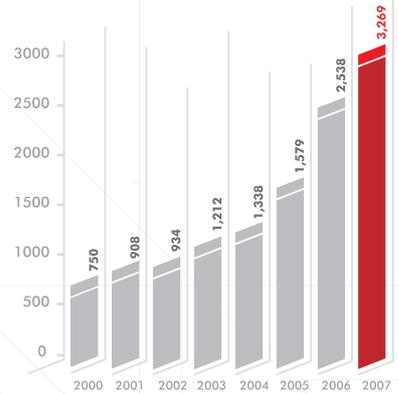
**OPERATING PROFIT (BEFORE PROVISIONS)**  
(KD MILLION)



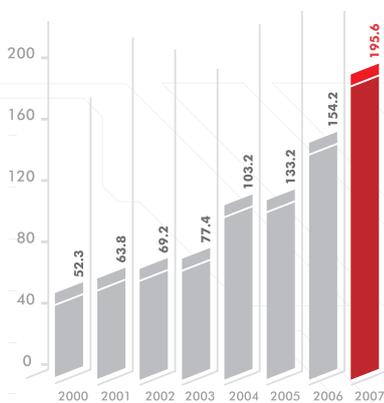
**RETURN ON ASSETS (%)**



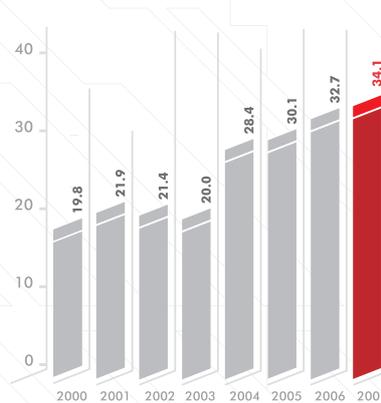
**CUSTOMER LOANS (KD MILLION)**



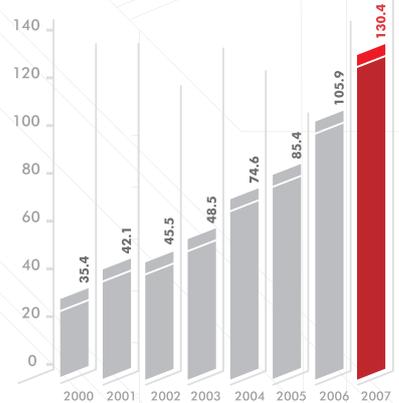
**OPERATING INCOME (KD MILLION)**



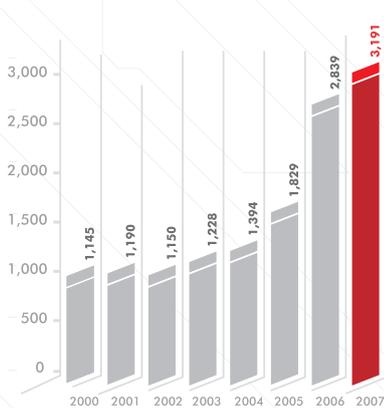
**RETURN ON EQUITY (%)**



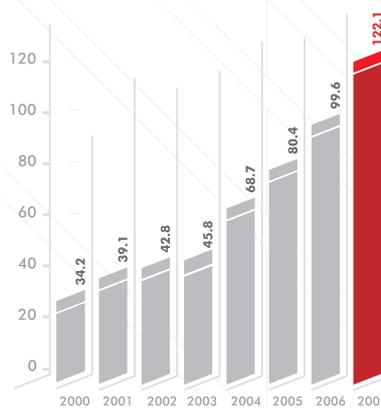
**NET PROFIT (KD MILLION)**



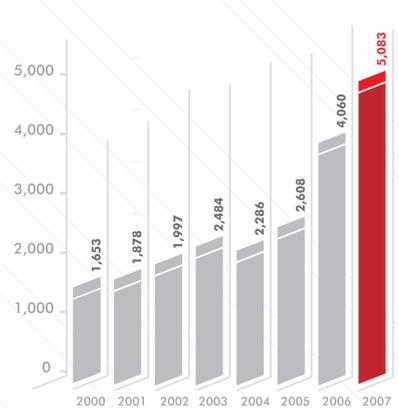
**CUSTOMER DEPOSITS (KD MILLION)**



**EARNINGS PER SHARE (FILS)**



**TOTAL ASSETS (KD MILLION)**



THE MEASURE OF EVERY JOURNEY IS DEFINED BY THE ONE DEVOTED TO STEER AHEAD





"FOCUSING ON OUR CORE STRENGTHS HAS ENABLED US TO BECOME A MORE DISCIPLINED OPERATION OFFERING WORLD CLASS BANKING SERVICES TO OUR CUSTOMERS WHILST MAXIMISING THE RETURNS FOR OUR SHAREHOLDERS"

## Chairman's Message

Dear Shareholders,

I am pleased to present to you Gulf Bank's annual report for 2007, marking another record year of excellent achievement. I am delighted to confirm that the course we charted a few years ago is delivering continued success and profitability. We remain as one of the leading banks in Kuwait and continue to increase our market share in the Retail, Corporate, Treasury and International Groups. Business conditions were very favourable in 2007; a volatile yet expanding global economy was offset by strong local growth. This was due in part to high liquidity rates as a result of record oil revenues. Gulf Bank took full advantage of the more buoyant market conditions and increased trade activity to realise revenue growth.

We achieved a record total annual net profit of KD130.4 million in 2007 – representing a significant increase of 23% on the previous year's results. The total operating income was up by 27% to over KD195.6 million, signifying another milestone in our measure of success. This was due to strong growth across all business divisions.

Gulf Bank again delivered record earnings per share in 2007, rising nearly 23% to 122.1 fils, while total assets grew by more than 25% to surpass KD5 billion for the first time, thereby consolidating our position as one of the most profitable banks in the region.

The main attributes of our corporate culture have been forged through teamwork and a passion for excellence to deliver the best possible service to our clients. This culture incorporates an innate flexibility and responsiveness to the evolving needs of our clients. Our dedicated team harbours the single minded commitment to focusing on our core strength in delivering world class banking services to the Kuwaiti market. These attributes have proved repeatedly to be the cornerstones of our success.

Gulf Bank has instigated a series of business platforms and

policy reforms designed to increase our competitive qualities and ensure greater business efficiencies across our personal and corporate banking divisions. The record-breaking success we enjoyed in 2007 confirmed the validity of our corporate decisions and has given us the confidence to pursue our goals on the basis of our defined business strategy.

We have maintained our strategy of balanced growth based on a highly targeted approach to a clearly segmented domestic market. Our sustained efforts have again yielded excellent results and I am delighted to announce that the Board of Directors has recommended a cash dividend of 65 fils and 15% bonus share issue, a return of 19% for 2007.

Gulf Bank's goal is to become Kuwait's preferred local bank and in 2007 we made significant progress in several key areas of our customer-centric retail strategy. We have built a stable and growing customer base that is highly appreciative of our efforts to expand the number of our country-wide branches to facilitate their daily banking needs.

Each of our 41 branches delivers on our customer service commitment to provide innovative products and services by highly trained and motivated staff. Most of these branches offer our specially designed 24/7 self service areas which deliver a more flexible banking service to a discerning clientele.

We have continued the tradition of offering services to our customers when they want them. That is why we are dedicated to our split-shift system of branch opening hours, with a morning and evening shift allowing our customers to bank at their convenience. Gulf Bank offers a 24 hour tele-banking system whereby a customer service representative is available 24 hours a day.

The Bank recently launched a new industry-leading homepage offering customers fast and convenient access to online banking services. The new website follows detailed research

into the needs of our customers and other site users.

Systems enhancements to improve information availability were introduced over the past two years taking into account the international requirements of our clients. Technology investment for the benefit of our customers has resulted in Gulf Bank being voted the "Best Consumer Internet Bank in Kuwait" by the internationally recognised Global Finance magazine.

Gulf Bank has managed to achieve continued market share growth in an intensely competitive retail banking environment. The Retail Banking division continued to be successful by gaining more salary consumers, due to its highly competitive offering of value-added services delivered by a qualified team that offers a professional knowledge base as well as excellent relationship skills.

As the Bank continues to expand its client base, we have intensified our efforts to target the increasingly important youth market. Gulf Bank offers a diverse range of rewards and promotions through 'red', the appealing university/college student programme. The youth segment in Kuwait is very important to Gulf Bank from a business perspective as they are our future customers. We recognise the contribution that a good education makes to our combined future. As a result, we have continued to invest in our Corporate Social Responsibility programme focusing on community and education initiatives.

These initiatives demonstrate that Gulf Bank is committed to meeting and exceeding the expectations of our wide-ranging customer base and to setting new standards of service and performance in our industry. As a testimony to our achievements in 2007, Gulf Bank was awarded "Best Bank in Kuwait" by the internationally renowned publication Global Finance magazine.

Gulf Bank's Corporate Banking division has benefited from renewed corporate focus and strategic investment to evolve into an acclaimed "businessman's bank". The focus has been to provide an informed and flexible approach to corporate clients which have been underpinned by an experienced and dedicated relationship management team.

Offering more scalable and multi-faceted solutions to business clients' increasingly complex banking needs has resulted in

outstanding performances being achieved in 2007 in this sector. The Corporate Banking division is able to provide a comprehensive range of trade finance deals, currency and interest rate risk management as well as cash management tools. Another unique provision by our Contracting Finance division includes tailored solutions to all types of contractors undertaking both public and private sector projects.

Increasingly, our Multi-national Corporate division delivers a range of specific corporate finance products that cater to the international requirements of multi-national clients operating in Kuwait and the GCC. Our highly experienced team has multi-sector expertise, including contracting, trading, power, water, telecommunications, oil & gas, aviation, shipping, airports and ports, petrochemicals, real estate and international trading. Gulf Bank has been instrumental in financing many of the major projects in Kuwait providing a real impetus for economic growth and development.

The structure of our Financial Markets business has seen the focused development of two defined practices, the Share Finance Division and the Real Estate Finance Division, provide clients with specialised advice and operational support. Given the lucrative real estate business opportunities, coupled with high market liquidity, this has enabled Gulf Bank to achieve leadership positioning in this sector.

Our Financial Institutions division has established strong relationships with top international banks and financial institutions world-wide to facilitate our corporate clients' international requirements. A range of bespoke products and services provide a comprehensive offering in the areas of trade finance, corporate banking, clearing facilities, foreign exchange and inter-bank trading.

We have worked more closely with major organisations involved in the oil and petrochemical industry in Kuwait, servicing a wide range of their financial requirements including advisory services. We have developed specialised expertise in providing banking services to foreign companies operating in the oil and related industry sectors in Kuwait.

Gulf Bank's International Banking Group has been able to expand its international earnings drastically and help contribute not only to the development of the Kuwait economy but the GCC economy as a whole. Support for GCC economic growth

has been realised through major project finance deals such as contractor financing of a \$5 billion loan for Dubai World and \$5.4 billion loan for SABIC Innovative Plastics.

Additional robust performances were achieved through foreign exchange and interest derivatives, standard products (money market services) and structured products (hedging loans).

Gulf Bank's strong performance was due in part to the outstanding efforts of the Treasury group, which continued to demonstrate market leadership throughout 2007. Strong results were achieved through foreign exchange transactions which saw a substantial increase in both volumes and profits. In addition, the Bank led the market in introducing sophisticated Treasury products to its clients which resulted in a significant growth in revenues. The successful year was capped by a prestigious award announced by 'Global Finance', a leading international financial publication which announced Gulf Bank as the winner of the 'Best Foreign Exchange Bank in Kuwait'.

Gulf Bank focuses on professionalism, flexibility and expertise and we have worked hard to permeate this throughout all related divisions. This has been instrumental in achieving and retaining significant international standards ratings, such as the 'Aa3' long-term foreign currency deposit rating from Moody's Investors Service.

Strong ratings have been awarded by Fitch Ratings, Capital Intelligence ('A') and Standard & Poor's ('A-'), reflecting our commitment to delivering a higher calibre of service in our regional banking sector. All of this has helped us deliver excellent shareholder returns and enabled us to achieve a strong competitive advantage in our market.

I am also very proud of our sustained localisation efforts and extensive human resource initiatives that have enabled us to remain one of the leading employment organisations in Kuwait.

For the 3<sup>rd</sup> consecutive year we have been awarded the Localisation Award for having the highest ratio of Kuwaiti nationals working in a private sector organisation, a resounding figure of 59%. The prestigious award from the GCC Council of Ministers for Social Affairs and Labour also recognised the significant investment we have made in training and career development opportunities for young Kuwaiti professionals.

We expect economic conditions to be favorable to support our ambitious goals for 2008. This year's plan includes continued investment in new products and distribution channels. In addition, we will focus on building the skills and talents of our staff to support our desire to provide the highest quality service to our clients.

As we continue to invest significantly to develop and enhance our infrastructure, business platforms and internal processes, we are able to improve delivery of service and satisfaction to existing and new clients. The current phase of our management agenda will help us to further raise the bar of banking standards in our market and contribute towards Kuwait's economic growth, thus delivering outstanding returns to our shareholders.

On behalf of the Board of Directors, I would like to pay tribute to His Highness, The Amir Sheikh Sabah Al Ahmed Al Jaber Al Sabah for his wise guidance of the State of Kuwait since his accession in January 2006, the Crown Prince of the State of Kuwait, H.H. Sheikh Nawaf Al Ahmed Al Jaber Al Sabah, and the Prime Minister of the State of Kuwait, H.H Sheikh Nasser Al Mohammed Al Ahmed Al Sabah.

We would also like to express our thanks to the Central Bank of Kuwait and other official authorities for their continued support of the Bank. On behalf of the Board of Directors, I would also like to take this opportunity to thank our loyal customers, our outstanding management team and dedicated staff who have made such a contribution to Gulf Bank's performance and our shareholders.

I look forward to continued success in the years ahead.



**Bassam Yusuf Alghanim**

Chairman and Managing Director

KNOWLEDGE IS A BELIEF THAT THERE ARE NO BOUNDARIES FOR FINANCIAL OPPORTUNITIES



# Financial Review

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## Summary of Financial Performance

| <i>(KD Millions)</i>                      | <b>2007</b>   | 2006   |
|---|---------------|--------|
| Net Interest Income                       | <b>106.6</b>  | 108.5  |
| Other Operating Income                    | <b>89.0</b>   | 45.6   |
| Operating Income                          | <b>195.6</b>  | 154.2  |
| Operating Expenses                        | <b>(36.4)</b> | (29.0) |
| Operating Profit before Provisions        | <b>159.2</b>  | 125.2  |
| Provisions                                | <b>(15.5)</b> | (15.4) |
| Loans written down                        | <b>(8.4)</b>  | -      |
| Operating Profit                          | <b>135.3</b>  | 109.8  |
| Directors' emoluments                     | <b>(0.1)</b>  | (0.1)  |
| KFAS/ National Labour Support Tax / Zakat | <b>(4.8)</b>  | (3.8)  |
| Net Profit                                | <b>130.4</b>  | 105.9  |

Gulf Bank produced record set of results in 2007 marking the successful completion of its Transformation (2000-2003) and Actualisation (2004-2007) strategies after the change in ownership in late 1999. The bank met all its key 2007 business plan objectives with the significant growth in operating profit, net profit and better operational efficiencies.

The record net profit of KD130.4 million (USD477.8 million) was KD24.6 million or 23% higher than 2006. Operating profit before provisions grew by KD34.0 million (27%) to KD159.2 million, reflecting strong growth in all business areas.

Net interest income decreased by KD2.0 million (2%) mainly due to KD11.3 million loss on account of effective interest rate adjustment for retail loans. Excluding that, net interest income increased by KD9.3 million (9%). Loans and advances increased by KD720.4 million (28%) in 2007.

Other operating income increased by KD43.4 million (95%),

mainly due to higher investment disposal and foreign exchange earnings partly offset by reduced fees & commissions.

Operating expenses increased by KD7.4 million (25%) due to continuing investment in branches, people and systems. Staff costs were up KD4.2 million (24%) and non-staff costs were up KD3.2 million (29%). The Bank continues to maintain operational efficiencies resulting in industry beating cost: income ratio of 18.6%. The Bank's revenue growth consistently outpaced the growth in operating expenses.

Total provision charge was almost same at KD15.5 million. The general provisions at KD6.8 million were lower by KD5.3 million mainly due to revised CBK provision norms.

The Bank continues to deliver high returns compared to International Banking Standards. The Return on assets was 2.85% and Return on Equity at 34.1%. Earnings per share grew by 23%, from 99.6 fils to 122.1 fils.

## Summary of Financial Performance (continued)

**Net interest income**

|                                       | <b>2007</b>    | 2006    |
|---------------------------------------|----------------|---------|
| Net interest income (KDm)             | <b>106.6</b>   | 108.5   |
| Average interest-earning assets (KDm) | <b>4,459.7</b> | 3,247.2 |
| Net interest spread (per cent)        | <b>1.9%</b>    | 2.9%    |
| Net interest margin (per cent)        | <b>2.4%</b>    | 3.3%    |
| Average KD Discount Rate (per cent)   | <b>6.25%</b>   | 6.12%   |

Net interest income decreased by KD2.0 million (2%) in 2007, due to the negative impact of effective interest rate adjustment of KD11.3 million.

There was a strong growth in both Retail and Corporate Banking. Average retail lending grew by 13% and average retail deposits grew by 15% as the Bank further enhanced its product range and opened more new branches. Average

corporate loan balances increased by 47% and deposit balances increased by 52% as full year benefits of significant balance sheet increase of 2006 started to flow in.

Average interest-earning assets grew substantially in 2007: up KD1.2 billion (37%) to KD4.5 billion. This boosted the growth in interest income by 34%.

**Other operating income**

| <i>(KD millions)</i>                          | <b>2007</b> | 2006 |
|---|-------------|------|
| Net fees and commissions                      | <b>23.4</b> | 26.1 |
| Foreign exchange and derivatives income       | <b>15.0</b> | 6.2  |
| Dividend income                               | <b>0.8</b>  | 0.5  |
| Other income                                  | <b>1.1</b>  | 0.4  |
| Income from disposal of investment securities | <b>48.7</b> | 12.6 |
| <b>Total other operating income</b>           | <b>89.0</b> | 45.6 |

Other operating income was higher by KD43.4 million mainly due to higher investment disposal income and foreign exchange earnings.

Significant growth in foreign exchange & derivatives income (KD8.8 million, 142%) also contributed to the growth in non-interest income.

Net fees and commissions decreased by KD2.7 million (10%), due to refund of loan protection insurance charges and discontinuation of some loan related fees as per regulatory requirements.

Dividend and other income showed a moderate growth.

## Summary of Financial Performance (continued)

**Operating expenses**

| (KD millions)                 | 2007         | 2006  |
|-------------------------------|--------------|-------|
| Staff costs                   | <b>22.1</b>  | 17.9  |
| Occupancy costs               | <b>1.8</b>   | 1.4   |
| Depreciation                  | <b>2.2</b>   | 1.7   |
| Other expenses                | <b>10.3</b>  | 8.0   |
| Total operating expenses      | <b>36.4</b>  | 29.0  |
| Cost: income ratio (per cent) | <b>18.6%</b> | 18.8% |

Operating expenses increased by KD7.4 million (25%) in 2007. Staff costs grew by KD4.2 million (24%), mainly due to higher performance-related incentive payments and headcount growth.

The bank continued setting new standards in customer service by introducing state-of-art technology and superior physical infrastructure. Occupancy costs were 31% higher. Four new branches were opened in 2007. The Bank also renovated eight branches to its state-of-art uniform branch design. The bank also installed 37 cash and cheque deposit machines during the year. Consequently, depreciation costs were KD0.5 million (29%) higher.

Other expenses were KD2.2m higher mainly due to substantial marketing and promotional activity throughout 2007 to support retail customer acquisition programmes / campaigns and brand building activities.

The cost: income ratio continued to remain healthy at 18.6%. Gulf Bank maintains one of the best operating efficiency ratios of any bank in the world, despite significant and continuous business-led cost growth. This demonstrates the Bank's ability to grow its business and increase its market share so that revenue growth exceeds the costs of investing in branches, people, new products and systems.

**Provisions**

| (KD millions)   | 2007          | 2006   |
|---|---------------|--------|
| Specific provisions                                   | <b>8.7</b>    | 3.3    |
| General provisions                                    | <b>6.8</b>    | 12.2   |
| Total provisions                                      | <b>15.5</b>   | 15.4   |
| Non-performing to total loans (%)                     | <b>1.7%</b>   | 1.6%   |
| Non-performing to total loans (%) - Post - Liberation | <b>1.3%</b>   | 1.1%   |
| Specific provisions cover (%)                         | <b>57.9%</b>  | 55.2%  |
| Total provisions cover (%)                            | <b>191.5%</b> | 214.5% |

## Summary of Financial Performance (continued)

The provisions charge at KD15.5 million maintained the 2006 level. While the specific provisions were KD5.4 million (167%) higher at KD8.7 million, the general provisions were KD5.3m lower due to revised CBK general provision norms. Specific provisions growth was mainly due to growth in personal lending in recent years.

Asset quality remains good, reflecting the Bank's prudent lending strategies and its strict and comprehensive credit

policies and procedures. Non-performing loans ('NPLs') increased by KD13.4 million (31%) in 2007, to KD56.3 million mainly due to the increase in NPLs in the personal loan portfolio. Specific provisions cover have increased from 55.2% of NPLs in 2006 to 57.9% of NPLs at 31 December 2007; and total provisions cover (including general provisions), decreased from 214.5% to 191.5% mainly due to lower general provision requirement on incremental loan balances in 2007 as per revised regulatory requirement.

# Balance Sheet Analysis

| Selected balance sheet data ( <i>KD millions</i> ) | <b>31-Dec 2007</b> | 31-Dec 2006 |
|--|--------------------|-------------|
| Cash & short term funds: balances with CBK         | <b>57.0</b>        | 435.0       |
| Loans and advances to banks                        | <b>38.0</b>        | 48.1        |
| Loans and advances to customers                    | <b>3,268.8</b>     | 2,538.3     |
| Deposits with banks and OFIs                       | <b>313.7</b>       | 129.9       |
| Investment securities                              | <b>242.9</b>       | 159.4       |
| <b>Total assets</b>                                | <b>5,082.9</b>     | 4,060.0     |
| Due to banks                                       | <b>301.6</b>       | 229.0       |
| Floating rate notes                                | <b>54.6</b>        | 57.8        |
| Subordinated loans                                 | <b>81.9</b>        | 86.7        |
| Deposits from Other Financial Institutions         | <b>874.5</b>       | 372.5       |
| Customer deposits                                  | <b>3,191.3</b>     | 2,838.8     |
| Shareholders' funds                                | <b>420.8</b>       | 343.5       |
| <i>Key ratios (per cent)</i>                       |                    |             |
| Return on average assets                           | <b>2.85%</b>       | 3.18%       |
| Return on average equity                           | <b>34.1%</b>       | 32.7%       |

Total assets increased by KD1.0 billion or 25% to KD5.1 billion (USD18.6 billion) at 31 December 2007. 64% of the balance sheet was deployed in customer loans and advances at 31 December 2007, compared with approximately 63% at 31 December 2006.

Balances with CBK decreased by KD378.0 million.

Loans and advances to banks declined by KD10.1 million (21%) to KD38.0 million.

Deposits with banks and other financial institutions ('OFIs') increased by KD183.9 million.

Investment securities increased by KD83.5 million (52%) due to new investment opportunities in funds. There were no debt securities at year-end 2007. The geographical mix of the investment securities portfolio has become more broad-based.

Due to banks (mostly time deposits) increased by KD72.6

million (32%), from KD229.0 million to KD301.7 million. Subordinated loans decreased by KD4.8 million. Floating Rate Notes (FRNs), comprise of the 5-year notes issued in October 2003 for USD200 million. The year-on-year decline in the KD-equivalent values of subordinated debt and FRNs was due to change in the USD / KD parity in 2007.

Shareholders' funds increased by KD77.3 million (23%) from KD343.5 million to KD420.8 million. The increase in the shareholders' funds was driven primarily by growth in retained earnings (up KD30.1 million), and statutory reserves (up KD13.5 million).

The return on average assets decreased by 32 basis points (10%), from 3.18% in 2006 to 2.85% in 2007. The return on average equity increased by 140 basis points (4%), from 32.7% to 34.1%. These ratios are very high compared to international standards.

# Bank Ratings

*Long-term foreign currency ratings*

|                           | 2007       | 2006 |
|---------------------------|------------|------|
| Fitch Ratings             | <b>A</b>   | A    |
| Moody's Investors Service | <b>Aa3</b> | Aa3  |
| Standard & Poor's         | <b>A-</b>  | A-   |
| Capital Intelligence      | <b>A</b>   | A    |

Gulf Bank maintains its position as the second highest rated bank in Kuwait and one of the highest rated banks in the Middle East. The strong ratings reflect the Bank's financial strength, prudent risk management and good asset quality, strong and consistent profit growth and well focused and

effective business strategy. Gulf Bank views its strong ratings as a source of competitive advantage and the Bank continues to increase its market share and build on its position as Kuwait's second largest commercial bank, despite the increasing competition in the market.

# Capital Management and Allocation

## Capital Measurement and Allocation

Gulf Bank K.S.C. is a public shareholding company incorporated in Kuwait and registered as a bank with the Central Bank of Kuwait ('CBK'). The Bank is a domestic Kuwaiti commercial bank (with no overseas offices). It has no subsidiaries or significant minority equity investments.

Gulf Bank is required to comply with the regulatory capital adequacy guidelines promulgated by CBK. These guidelines are based on the standards established by the Basel Committee on Banking Supervision ('the Basel Committee') of the Bank for International Settlements ('BIS'). The BIS/CBK guidelines require banks to maintain adequate levels of regulatory capital against risk-bearing assets and off-balance-sheet exposure. Capital is also set aside for operational risk and for the market risk associated with trading activities. In accordance with the CBK guidelines, the Kuwaiti banks (including Gulf Bank) must maintain a minimum capital adequacy ratio of 12% (compared with the internationally agreed minimum of 8%).

Gulf Bank's capital is divided into two tiers: Tier 1, comprising paid-up share capital and reserves (less treasury shares); and Tier 2, comprising subordinated debt and a proportion of property revaluation reserves, fair value reserves and general provisions. The Bank does not have any Tier 3 capital (which is used solely to cover market risk) since the level of Gulf Bank's market risk exposure is minimal and is expected to remain so for the foreseeable future.

Risk-weighted assets comprise credit risk-weighted assets and market risk-weighted assets. Credit risk-weighted assets are measured by means of a hierarchy of risk weightings classified according to the nature of each asset (on and off-balance-sheet) and counterparty, taking account of any eligible collateral or guarantees. Market risk-weighted assets are determined by taking into account market-related risks such as foreign exchange, interest rate and equity position

risks, and counterparty risk. Capital is also required to cover operational risk-weighted exposure.

## Capital Adequacy Framework (Basel II)

The Basel II framework incorporates three equally important and mutually reinforcing pillars: Pillar 1 (minimum capital requirements), Pillar 2 (supervisory review process) and Pillar 3 (market discipline).

Pillar 1 provides three approaches (of increasing sophistication) to the calculation of the regulatory capital requirement for credit risk: the standardised approach and two more sophisticated internal ratings-based ('IRB') approaches. The standardised approach uses external credit ratings to determine the risk weightings to be applied to rated counterparties and groups non-rated counterparties into broad categories and applies standardised risk weightings to these categories. The IRB approaches (foundation and advanced) allow banks to calculate the regulatory capital requirement for credit risk based on their own internal assessment.

Pillar 2 recognises the necessity of exercising effective supervisory review to ensure that banks have comprehensive risk management and control structures in place and are exercising sound judgement in evaluating the risk profiles of their activities and are setting aside adequate capital to cover these risks. Supervisors are required to intervene at an early stage to prevent capital falling below the minimum levels required to support the risk characteristics of the bank.

Pillar 3 leverages the ability of market discipline to motivate prudent management by enhancing the degree of transparency in banks' public reporting.

CBK has implemented all three pillars of the Basel II framework with effect from 31 December 2005.

## Capital Structure

The table below details the regulatory capital resources for Gulf Bank as at 31 December 2007 and 31 December 2006.

### Capital Structure

| Composition of Capital                    | (KD Million) |              |              |
|---|--------------|--------------|--------------|
|   | 31 Dec 07    | 31 Dec 06    | Variance     |
| <b>Tier 1 Capital</b>                     |              |              |              |
| Paid-up share capital                     | 125.4        | 109.0        | 16.4         |
| Reserves                                  | 165.8        | 142.0        | 23.8         |
| Retained earnings                         | 125.6        | 94.9         | 30.7         |
| Less: Treasury Shares                     | (19.9)       | (33.1)       | 13.2         |
| <b>Total Qualifying Tier 1 Capital</b>    | <b>396.8</b> | <b>312.8</b> | <b>84.0</b>  |
| <b>Tier 2 Capital</b>                     |              |              |              |
| Property Revaluation Reserve (45%)        | 6.8          | 5.3          | 1.5          |
| Fair Valuation Reserve (45%)              | 4.0          | 8.5          | (4.5)        |
| General Provisions (1.25% of Credit RWAs) | 32.8         | 25.2         | 7.6          |
| Subordinated Debt                         | 81.9         | 86.7         | (4.8)        |
| <b>Total Qualifying Tier 2 Capital</b>    | <b>125.5</b> | <b>125.7</b> | <b>(0.2)</b> |
| <b>Total Eligible Regulatory Capital</b>  | <b>522.3</b> | <b>438.5</b> | <b>83.8</b>  |

Qualifying Tier 1 capital increased by KD84 million (27%) to KD396.8 million, reflecting the growth in retained earnings and reserves.

Qualifying Tier 2 capital decreased marginally to KD125.5 million, due to the revaluation of subordinated debt at current exchange rate and decrease in fair value reserves offset by the increase in eligible provisions and property revaluation reserves.

### Capital Management

Gulf Bank's capital adequacy policy is to maintain a strong capital base to support the development and growth of the business. Current and future capital requirements are determined on the basis of loan growth expectations for each business group, expected growth in off-balance-sheet facilities

and trading (i.e. market risk) activities, future sources and uses of funds, and the Bank's future dividend policy. Capital is allocated to different business groups and stress testing is used to ensure that the Bank's internal capital targets are consistent with the risk profile of the Bank.

The Bank seeks to maintain a prudent balance between the different components of its capital, particularly the relative mix of Tier 1 and Tier 2 capital. It also recognises the impact on shareholder returns of the level of capital employed and therefore seeks to maintain a prudent balance between the advantages and flexibility afforded by a strong capital position and the higher returns on equity made possible by greater leverage. In the current environment, the Bank aims to maintain a minimum total capital adequacy ratio of around 18% and a minimum Tier 1 ratio of around 14%.

## Capital Management (continued)

The following table below details the risk-weighted assets, regulatory capital requirements and regulatory

capital ratios for Gulf Bank as at 31 December 2007 and 31 December 2006.

|  | (KD Million)   |                |
|--|----------------|----------------|
|  | 31 Dec 07      | 31 Dec 06      |
| <b>Credit Risk Exposures</b>               |                |                |
| Credit risk weighted assets                | 2,621.7        | 2,013.0        |
| Less: Excess general provisions            | (42.5)         | (43.3)         |
| <b>Net Credit Risk Weighted Exposure</b>   | <b>2,579.2</b> | <b>1,969.7</b> |
| Market risk weighted assets                | 5.0            | 23.6           |
| Operational risk weighted exposures        | 166.7          | 140.0          |
| <b>Total Risk Weighted Exposures</b>       | <b>2,750.9</b> | <b>2,133.3</b> |
| <b>Capital Requirements</b>                |                |                |
| <b>Credit Risk</b>                         |                |                |
| Cash items                                 | -              | -              |
| Claims on sovereigns                       | 0.7            | 0.4            |
| Claims on public sector entities (PSEs)    | 8.5            | 1.1            |
| Claims on banks                            | 34.3           | 16.5           |
| Claims on corporates                       | 154.7          | 123.0          |
| Regulatory retail exposures                | 53.8           | 54.0           |
| Past due exposures                         | 2.9            | 2.3            |
| Other assets                               | 59.7           | 44.3           |
| Credit Risk Capital Requirement            | 314.6          | 241.6          |
| Less: Excess General provision (12%)       | (5.1)          | (5.2)          |
| <b>Net Credit Risk Capital Requirement</b> | <b>309.5</b>   | <b>236.4</b>   |
| <b>Market Risk</b>                         |                |                |
| Interest rate position risk                | 0.4            | 1.4            |
| Foreign exchange risk                      | 0.2            | 1.4            |
| Capital requirement for market risk        | 0.6            | 2.8            |
| Capital requirement for operational risk   | 20.0           | 16.8           |
| <b>TOTAL CAPITAL REQUIREMENT</b>           | <b>330.1</b>   | <b>256.0</b>   |
| <b>Capital adequacy ratios (per cent)</b>  |                |                |
| Tier 1 ratio                               | 14.4%          | 14.7%          |
| <b>Total capital adequacy ratio</b>        | <b>19.0%</b>   | <b>20.6%</b>   |

Total risk-weighted exposure at 31 December 2007 was KD2,751 million, requiring regulatory capital (at 12%) of KD330 million. The capital requirement was substantially lower than Gulf Bank's available regulatory capital (KD522.3 million) and the capital adequacy ratios were consequently

well above the CBK minimum total ratio of 12%. The 31 December 2007 total capital adequacy ratio of 19.0% and the Tier 1 ratio of 14.4% leave the Bank strongly capitalised to support the continued expansion of its business activities in 2008.

# Risk Management

## Risk Management Control Overview

All banking activities involve the analysis, evaluation, acceptance and management of some degree of risk. The most important types of risk are credit risk, liquidity risk, market risk and operational risk. Market risk includes foreign exchange, interest rate and equity price risks.

Gulf Bank has a strong and prudent risk management culture. The identification and management of risk is a high priority and is integral to the execution of the Bank's activities. Gulf Bank's risk management policies are designed to identify and analyse risks, set appropriate risk limits and controls and monitor the risks and limits. The risk management policies and procedures are constantly reviewed and, where necessary, modified and enhanced to reflect changes in markets and products. Effective risk management relies on individual responsibility and collective oversight. Responsibility for risk resides at all levels of management, from the Board of Directors downwards, and each business manager is accountable for managing the risks in their own area, assisted where appropriate by risk specialists.

The two principal bodies responsible for managing and overseeing risk within Gulf Bank are the Risk Management function and the Asset and Liability Management Committee ('ALCO'). The internal audit function and the Audit Committee also play a key role, particularly in terms of monitoring the adherence to policies and procedures and reviewing the effectiveness of the Bank's internal control systems.

In accordance with CBK requirements, the Risk Management function reports direct to the Chief General Manager and Chief Executive Officer. The Risk Management team includes dedicated specialists for credit risk, market risk, liquidity risk and operational risk. They provide specialist guidance to the business areas and ensure that business activities fall within the Bank's agreed risk tolerances and strategies.

ALCO is responsible for managing the asset/liability structure and funding strategy of Gulf Bank, based on a thorough review of domestic and international financial market conditions, interest rate and foreign exchange forecasts and the Bank's internal risk guidelines. ALCO meet monthly to monitor and review all aspects of the Bank's fundamental liquidity profile and key financial strategic exposures; adherence to internal and statutory ratio requirements; capital management (including internal capital allocation); asset and liability structure and balance sheet risk management; risk concentrations; transfer pricing and internal funds transfer; and the control of trading risk limits.

## Credit Risk

Credit risk is the risk that financial loss arises from the failure of a customer or counterparty to meet its obligations under a contract. It arises principally from lending, trade finance and treasury activities. The Bank has comprehensive policies and procedures to control and monitor all such risks. Note 26 (A) to the financial statements explains credit risk in detail and also outlines Bank's policy and framework to manage it.

## Market Risk

Market risk is the risk that movements in market rates, including foreign exchange rates, interest rates, credit spreads and equity and commodity prices will reduce the Bank's income or the value of its portfolios. Gulf Bank is exposed to market risk through its trading activities, which are carried out both for customers and on a proprietary basis. The treasury group monitors and control the Bank's market risk exposure using detailed and comprehensive daily management reports. Individual dealer position and trading limits are set for each portfolio, product and risk type to ensure that the Bank's market risk is managed within the overall CBK regulatory guidelines and the market risk profile set by ALCO. Interest rate, currency and liquidity mismatches are monitored

**Market Risk (continued)**

constantly by the treasury group and regularly reviewed by ALCO. The degrees of mismatch permitted by ALCO are minimal.

The Bank's primary treasury business involves foreign exchange transactions on behalf of corporate customers. All customer transactions are undertaken on a strictly back-to-back basis. The treasury group also undertakes a limited amount of proprietary foreign exchange trading, mainly in the G7 currencies but also in the regional and other minor currencies. The risks are limited since the open foreign exchange positions are very small and in strict adherence with the open currency position limits set by CBK. Foreign exchange risk is controlled through strict intraday and overnight daily limits by currency for each dealer. Maximum deal limits for individual transactions in each currency are also set for each dealer. Foreign exchange transactions and interest rate derivatives are undertaken to hedge the Bank's underlying market risk exposures. The Bank does not trade fixed income or equities.

Interest rate trading is restricted to meeting the funding requirements of the Bank's domestic and international foreign currency assets and investing any surpluses. As a matter of general policy, these positions do not contain any material element of interest rate risk. A modest amount of proprietary money market trading and foreign and local currency interbank activity is undertaken. The mismatch risks are minimal and are again governed by strict CBK limits.

The Bank utilises a limited range of derivative instruments such as futures, swaps and options for the purpose of hedging its own positions and for hedging customer transactions. The Bank operates within the very strict CBK guidelines when entering into derivative transactions and foreign exchange options are only undertaken on a back-to-back basis. The treasury group also maintains a portfolio of Kuwait Government treasury bonds and CBK bonds to meet the CBK statutory liquidity requirements and to manage surplus domestic currency liquidity.

The Kuwaiti Dinar is the Bank's functional currency. Almost

all of the Bank's assets and liabilities are denominated in either KD or USD and are match funded in the same currency. As a result, there is limited structural cross currency foreign currency exposure, and currency risk management is confined to a small volume of proprietary trading positions. Most of the Bank's assets and liabilities are floating rate and reprice immediately, so reducing interest rate risk.

**Liquidity Risk**

Liquidity risk arises in the general funding of a bank's activities. Note 26 (D) to the financial statements explains liquidity risk in detail and also outlines Bank's policy and framework to manage it.

**Operational Risk**

Operational risk is the risk of loss arising through fraud, unauthorised activities, error, omission, inefficiency, systems failure and external events. This risk includes operational risk events such as IT problems, shortcomings in the organisational structure, lapses in internal controls, human error and fraud and external threats. It is inherent in every business organisation and covers a wide spectrum of issues. Gulf Bank manages operational risk through a controls-based environment in which processes are documented, authorisation is independent and transactions are reconciled and monitored. Managers throughout the Bank are required to establish a strong internal control structure to minimise the risk of operational and financial failure.

Operational risk is managed through the Risk Management function, in accordance with the Basel Committee guidelines and CBK instructions issued in 2003 regarding 'Sound Practices for the Management and Supervision of Operational Risk' and the CBK instructions issued in 1996 on 'Internal Control Systems'. Risk Management approves all of the Bank's policies and procedures, prior to gaining the approval of the Executive Committee and the Board of Directors. Internal Audit monitors compliance with policies and procedures through an independent program

of regular reviews and there is a comprehensive annual Internal Controls Review ('ICR') conducted by an external accounting firm. The Bank's Audit Committee reviews the internal audit and ICR reports and a copy of the ICR report is submitted to CBK. Risk mitigation, including insurance, is considered where it is cost-effective and the Bank maintains contingency facilities to support operations in the event of disasters.

### Interest Rate Risk (Banking Book)

Future net interest income is affected by movements in interest rates and a principal part of the Bank's management of market risk in the banking (i.e. non-trading) book is to manage the sensitivity of the Bank's net interest income to changes in market interest rates. Several measures are used by ALCO to monitor and limit non-trading interest rate risk, including scenario analysis, interest rate gap analysis and market value limits. Treasury monitors and controls the Bank's interest rate gaps using the IPS Sendero asset and liability management ('ALM') software package. The potential profit and loss implications are regularly reviewed at ALCO to ensure that they are within the Bank's limited appetite for interest rate risk.

In reality, the Bank has limited exposure to interest rate risk since most of the Bank's assets and liabilities are floating rate and tied either to the CBK discount rate, Kuwait interbank

offered rates ('KIBOR') or USD LIBOR. Most deposits and loans tend to reprice simultaneously which renders interest rate hedging largely unnecessary.

### Equity Risk (Banking Book)

The strategic investments group is responsible for managing the investment securities portfolio in the banking (i.e. non-trading) book. In accordance with IAS 39, the assets are classified as 'available for sale', i.e. assets acquired to be held for an indefinite period of time which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. The assets are initially recognised at fair value and the subsequent unrealised gains and losses arising from changes in fair value are taken to the fair value reserve in equity. When the asset is disposed of, the related accumulated fair value adjustments are transferred to the income statement as gains or losses.

The strategy for minimising and managing equity risk in the banking book is one of diversification. The overall aim is to minimise economic and political risk, and to minimise the correlation of the portfolio to market volatility by maintaining the majority of investments in asset classes with low correlation to the market. Similarly, limits are set for exposure to a single company, and for the maximum possible investment relative to the Bank's capital. CBK also sets a maximum limit of 50% of the Bank's capital for investment in securities.

## Credit Risk Exposures

Gulf Bank's internal grading process for credit facilities is designed to highlight exposures requiring greater management attention based on a higher probability of default and potential loss. Note 26 (A) to the financial statements explains Bank's internal grading process in detail.

The classification is applied to the whole credit relationship and not just the specific transaction or account in trouble. Problem loans are classified in accordance with CBK regulations, and a quarterly report detailing the problem loans is submitted to CBK.

The quality of the loan portfolio and the adequacy of the impairment provisions for loans and advances are reviewed monthly by the Classification and Provisions Committee ('CPC'). Charges for new provisions or releases of existing provisions are calculated for each non-performing credit facility, based on the loan classification, the Bank's aggregate exposure to the customer (including any contingent liabilities) and the value (and enforceability) of any collateral. Two types of impairment provision are taken: specific and general. Specific provisions represent the quantification of actual and inherent losses from individually identified accounts. General provisions augment specific provisions and provide cover for

loans which may be impaired at the balance sheet date but which will not be individually identified as such until some time in the future. Charges for impairment provisions are reflected in the Bank's income statement. Any increase in these provisions has the effect of reducing Gulf Bank's profit by a corresponding amount (while any decrease in provisions or release of provisions has the opposite effect). The provisions are deducted from the gross loans and advances in the balance sheet. Loans (and the related specific provisions) are written off (normally in full) when there is no realistic prospect of recovery of the outstanding amounts.

The Bank's financial statements are prepared in accordance with International Financial Reporting Standards ('IFRS') as adopted by the State of Kuwait for financial services institutions regulated by CBK. These regulations require adoption of all IFRS requirements except for the IAS 39 requirements relating to collective impairment provisions on credit facilities. The policy of the Bank for the calculation of specific impairment provisions complies in all material respects with the specific provision requirements of CBK. The categorisation of non-performing loans is as follows:

| Category       | Overdue (Days) | Specific Provision |
|----------------|----------------|--------------------|
| Below standard | 91-180         | 20%                |
| Doubtful       | 181-365        | 50%                |
| Bad            | >1 year        | 100%               |

The Bank also complies with IAS 39 and assesses the need for specific credit impairment provisions by calculating the net present value of the expected future cash flows for each loan. The specific provisions are calculated on the net amount outstanding after deducting the current market value of any eligible collateral.

In March 2007, the CBK issued a circular amending the basis of making minimum general provisions on facilities changing the rate from 2% to 1% for cash facilities and 0.5% for non-cash facilities. The required rates are effective from 1 January 2007 on the net increase in facilities, net of certain categories of collateral during the reporting period. The minimum general provision in excess of the present 1%

for cash facilities and 0.5% for non-cash facilities would be retained as a general provision until further directive from the Central Bank of Kuwait. The IAS 39 requirements regarding collective provisions have been replaced by CBK's requirement for a minimum general provision of 1% on all cash and 0.5% on non-cash credit facilities to customers. The assessment of general provision requirements is also based on judgement as to whether the current economic and credit conditions are such that the actual level of inherent loss in the current loan portfolio is likely to be greater than the amount currently provided for by the stock of available specific provisions.

The Bank exercises tight control over its loan portfolio to prevent loans going bad in the first place. The loan portfolio is monitored on a regular basis to ensure the early detection of potential credit problems. The relationship managers are responsible for the day-to-day monitoring of their accounts, but the independent credit control unit also undertakes regular 'post fact' credit reviews after the loans have been disbursed. The credit control unit also submits regular surveillance reports to senior management regarding the following matters: collateral; insurance and guarantee details; values and expiry dates; documentation deficiencies; credit portfolio analysis by risk rating; and any incidents of non-compliance by borrowers with additional loan approval conditions imposed by the Management Sub-Committee (MSC) or the Executive Credit Committee (ECC). The authority and responsibilities of MSC and ECC are explained in detail in note 26 (A) to the financial statements.

The CPC meets monthly to follow up and monitor the status of the Bank's non-performing loans. A detailed report showing all past dues and excesses over 10 days (not just classified accounts) is circulated to division heads and account officers on a monthly basis for their immediate follow up. This report is reviewed with the loan officers at the monthly

CPC meeting to determine necessary corrective actions and/or provisioning requirements. CPC reviews and independently evaluates the quality of the credit facilities extended by the Bank and ensures that they are in accordance with the credit policy of the Bank and CBK requirements.

The Bank also has a separate, specialist remedial credit unit reporting to Deputy General Manager, Credit Control, who is responsible for handling non-performing loans. The remedial unit provides customers with intensive management and control support in order to help them avoid default wherever possible, thereby ensuring maximum recoveries for the Bank. The remedial unit reports on the progress made on each non-performing loan account to CPC on a monthly basis, and provides a monthly progress report for each such account to the MSC. In addition, the Bank's legal department is fully involved throughout the remedial process, initiating appropriate legal action where necessary.

Credit exposures may be reduced by the use of approved credit risk mitigation techniques (see the discussion of 'credit risk mitigation' below).

During the year, in accordance with Central Bank of Kuwait -Circular No. 2/202/BS,BSA,RS,RSA/2007 dated 13 February 2007, adjustments were made as described in Note 5 to the financial statements.

### **Gross Credit Risk Exposure**

The summary of Gulf Bank's gross credit risk exposure (before credit risk mitigation) in 2007 and 2006 is shown below. The unfunded (i.e. off-balance-sheet) amounts represent the gross credit risk exposure before the credit conversion factor ('CCF') adjustments, since the gross amounts reflect the Bank's ultimate credit risk in the event of default by the counterparties.

## Gross Credit Risk Exposure (continued)

**Gross Exposure**

|   | KD Million     |                |              |
|---|----------------|----------------|--------------|
|   | 31 Dec 07      | 31 Dec 06      | Growth       |
| <b>Gross Exposure</b>                   |                |                |              |
| Funded Gross Credit Exposure            | 5,133.6        | 4,099.2        | 25.2%        |
| Unfunded Gross Credit Exposure          | 2,344.1        | 1,487.1        | 57.6%        |
| <b>Total Gross Credit Risk Exposure</b> | <b>7,477.7</b> | <b>5,586.3</b> | <b>33.9%</b> |

Funded gross credit exposure for 2007 is 68.7% (2006: 73.4%) of the total gross credit risk exposure.

**Average Credit Risk Exposure:**

|                                     | KD Million     |                |              |
|-------------------------------------|----------------|----------------|--------------|
|                                     | 31 Dec 07      | 31 Dec 06      | Growth       |
| <b>Average Gross Exposure</b>       |                |                |              |
| Funded Gross Credit Risk Exposure   | 4,535.3        | 3,333.1        | 36.1%        |
| Unfunded Gross Credit Risk Exposure | 1,943.5        | 1,224.2        | 58.8%        |
|                                     | <b>6,478.8</b> | <b>4,557.3</b> | <b>42.2%</b> |

Average funded gross credit risk exposure for 2007 is 70.0% (2006: 73.1%) of the total average gross credit risk exposure. The full year average amounts are calculated using a 13-point average of the month end figures from 31 December 2006 to 31 December 2007 inclusive.

**Geographical Distribution of Gross Credit Risk Exposures**

The geographical distribution of the total gross credit risk exposure, broken down by standard credit risk portfolio and split between funded and unfunded facilities, as at 31 December 2007 and 31 December 2006 is shown below. The geographical distribution is based on the primary purpose of the credit facilities.

## Geographical Distribution of Gross Credit Risk Exposures (continued)

## Total gross credit risk exposures as at 31 December 2007 - Region wise

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada | Asia Pacific   | Rest of World  | Total            |
|---|------------------|-------------------|----------------|--------------|----------------|----------------|------------------|
| Cash items  | 20,764           | -                 | -              | -            | -              | -              | 20,764           |
| Claims on sovereigns                                | 647,110          | 144,895           | -              | -            | 88,725         | -              | 880,730          |
| Claims on PSEs                                      | -                | 188,885           | 67,300         | -            | -              | -              | 256,185          |
| Claims on banks                                     | 223,767          | 681,988           | 47,399         | 5,955        | 87,106         | 1,664          | 1,047,879        |
| Claims on corporates                                | 3,422,317        | 450,510           | 76,284         | -            | 8,166          | 92,578         | 4,049,855        |
| Regulatory retail exposures                         | 658,863          | 62                | 247            | 110          | 58             | 250            | 659,590          |
| Past due exposures                                  | 24,598           | -                 | -              | -            | -              | -              | 24,598           |
| Other assets  | 323,302          | 9,317             | 5,879          | 190          | -              | 199,426        | 538,114          |
| <b>Total</b>  | <b>5,320,721</b> | <b>1,475,657</b>  | <b>197,109</b> | <b>6,255</b> | <b>184,055</b> | <b>293,918</b> | <b>7,477,715</b> |
| Percentage of gross exposure by geographical region | 71.2%            | 19.7%             | 2.6%           | 0.1%         | 2.5%           | 3.9%           | 100.0%           |

## Total gross credit risk exposures as at 31 December 2006 - Region wise

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada  | Asia Pacific   | Rest of World  | Total            |
|---|------------------|-------------------|----------------|---------------|----------------|----------------|------------------|
| Cash items  | 27,350           | -                 | -              | -             | -              | -              | 27,350           |
| Claims on sovereigns                                | 870,575          | 47,694            | -              | -             | 17,348         | -              | 935,617          |
| Claims on PSEs                                      | -                | 47,174            | -              | -             | -              | -              | 47,174           |
| Claims on banks                                     | 67,573           | 185,786           | 187,277        | 15,758        | 126,138        | 3,061          | 585,593          |
| Claims on corporates                                | 2,532,641        | 282,132           | 72,233         | -             | 6,144          | 28,814         | 2,921,964        |
| Regulatory retail exposures                         | 661,618          | 231               | -              | -             | 33             | 209            | 662,091          |
| Past due exposures                                  | 19,985           | -                 | -              | -             | -              | -              | 19,985           |
| Other assets  | 276,957          | 7,857             | 940            | 124           | -              | 100,602        | 386,480          |
| <b>Total</b>  | <b>4,456,699</b> | <b>570,874</b>    | <b>260,450</b> | <b>15,882</b> | <b>149,663</b> | <b>132,686</b> | <b>5,586,254</b> |
| Percentage of gross exposure by geographical region | 79.8%            | 10.2%             | 4.7%           | 0.3%          | 2.7%           | 2.4%           | 100.0%           |

## Geographical Distribution of Gross Credit Risk Exposures (continued)

**Funded (On-balance-sheet) credit facilities at 31 December 2007 - Region wise**

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada | Asia Pacific | Rest of World  | Total            |
|---|------------------|-------------------|----------------|--------------|--------------|----------------|------------------|
| Cash items  | 20,764           | -                 | -              | -            | -            | -              | 20,764           |
| Claims on sovereigns                                | 647,098          | -                 | -              | -            | -            | -              | 647,098          |
| Claims on PSEs                                      | -                | 57,708            | 42,730         | -            | -            | -              | 100,438          |
| Claims on banks                                     | 217,372          | 604,171           | 33,259         | 2,946        | 346          | 51             | 858,145          |
| Claims on corporates                                | 2,230,890        | 70,086            | -              | -            | 4,644        | 92,578         | 2,398,198        |
| Regulatory retail exposures                         | 635,878          | 34                | 247            | 110          | 58           | 250            | 636,577          |
| Past due exposures                                  | 23,765           | -                 | -              | -            | -            | -              | 23,765           |
| Other assets  | 233,772          | 9,317             | 5,879          | 190          | -            | 199,426        | 448,584          |
| <b>Total</b>  | <b>4,009,539</b> | <b>741,316</b>    | <b>82,115</b>  | <b>3,246</b> | <b>5,048</b> | <b>292,305</b> | <b>5,133,569</b> |
| Percentage of gross exposure by geographical region | 78.1%            | 14.4%             | 1.6%           | 0.1%         | 0.1%         | 5.7%           | 100.0%           |

**Funded (On-balance-sheet) credit facilities at 31 December 2006 - Region wise**

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada  | Asia Pacific  | Rest of World  | Total            |
|---|------------------|-------------------|----------------|---------------|---------------|----------------|------------------|
| Cash items  | 27,350           | -                 | -              | -             | -             | -              | 27,350           |
| Claims on sovereigns                                | 870,575          | -                 | -              | -             | -             | -              | 870,575          |
| Claims on PSEs                                      | -                | 47,174            | -              | -             | -             | -              | 47,174           |
| Claims on banks                                     | 58,155           | 162,788           | 165,593        | 12,490        | 24,795        | -              | 423,821          |
| Claims on corporates                                | 1,615,146        | 69,539            | 14,457         | -             | 240           | 28,814         | 1,728,196        |
| Regulatory retail exposures                         | 640,136          | 28                | -              | -             | 33            | 209            | 640,406          |
| Past due exposures                                  | 19,240           | -                 | -              | -             | -             | -              | 19,240           |
| Other assets  | 232,895          | 7,857             | 940            | 124           | -             | 100,602        | 342,418          |
| <b>Total</b>  | <b>3,463,497</b> | <b>287,386</b>    | <b>180,990</b> | <b>12,614</b> | <b>25,068</b> | <b>129,625</b> | <b>4,099,180</b> |
| Percentage of gross exposure by geographical region | 84.5%            | 7.0%              | 4.4%           | 0.3%          | 0.6%          | 3.2%           | 100.0%           |

## Geographical Distribution of Gross Credit Risk Exposures (continued)

## Unfunded (Off-balance-sheet) credit facilities at 31 December 2007 - Region wise

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada | Asia Pacific   | Rest of World | Total            |
|---|------------------|-------------------|----------------|--------------|----------------|---------------|------------------|
| Cash items  | -                | -                 | -              | -            | -              | -             | -                |
| Claims on sovereigns                                | 12               | 144,895           | -              | -            | 88,725         | -             | 233,632          |
| Claims on PSEs                                      | -                | 131,177           | 24,570         | -            | -              | -             | 155,747          |
| Claims on banks                                     | 6,395            | 77,817            | 14,140         | 3,009        | 86,760         | 1,613         | 189,734          |
| Claims on corporates                                | 1,191,427        | 380,424           | 76,284         | -            | 3,522          | -             | 1,651,657        |
| Regulatory retail exposures                         | 22,985           | 28                | -              | -            | -              | -             | 23,013           |
| Past due exposures                                  | 833              | -                 | -              | -            | -              | -             | 833              |
| Other assets  | 89,530           | -                 | -              | -            | -              | -             | 89,530           |
| <b>Total</b>  | <b>1,311,182</b> | <b>734,341</b>    | <b>114,994</b> | <b>3,009</b> | <b>179,007</b> | <b>1,613</b>  | <b>2,344,146</b> |
| Percentage of gross exposure by geographical region | 55.9%            | 31.4%             | 4.9%           | 0.1%         | 7.6%           | 0.1%          | 100.0%           |

## Unfunded (Off-balance-sheet) credit facilities at 31 December 2006 - Region wise

| (KD thousands)                                      | Kuwait         | Other Middle East | Western Europe | USA & Canada | Asia Pacific   | Rest of World | Total            |
|---|----------------|-------------------|----------------|--------------|----------------|---------------|------------------|
| Cash items  | -              | -                 | -              | -            | -              | -             | -                |
| Claims on sovereigns                                | -              | 47,694            | -              | -            | 17,348         | -             | 65,042           |
| Claims on PSEs                                      | -              | -                 | -              | -            | -              | -             | -                |
| Claims on banks                                     | 9,418          | 22,998            | 21,684         | 3,268        | 101,343        | 3,061         | 161,772          |
| Claims on corporates                                | 917,495        | 212,593           | 57,776         | -            | 5,904          | -             | 1,193,768        |
| Regulatory retail exposures                         | 21,482         | 203               | -              | -            | -              | -             | 21,685           |
| Past due exposures                                  | 745            | -                 | -              | -            | -              | -             | 745              |
| Other assets  | 44,062         | -                 | -              | -            | -              | -             | 44,062           |
| <b>Total</b>  | <b>993,202</b> | <b>283,488</b>    | <b>79,460</b>  | <b>3,268</b> | <b>124,595</b> | <b>3,061</b>  | <b>1,487,074</b> |
| Percentage of gross exposure by geographical region | 66.8%          | 19.1%             | 5.3%           | 0.2%         | 8.4%           | 0.2%          | 100.0%           |

*Geographical Distribution of Gross Credit Risk Exposures (continued)*

The bulk of the Bank's credit exposure is in Kuwait: KD5.32 billion (71.2% of total gross credit exposure) at 31 December 2007, compared with KD4.46 billion (79.8% of total gross credit exposure) at 31 December 2006.

The claims on corporates mix increased from 52% in 2006 to 54% by 2007 of total gross exposures reflecting the strong growth within the corporate portfolio. Regulatory retail exposures declined from 12% in 2006 to 9% by 2007 as a result of the tightening of credit within this market.

Claims on banks: 14.0% of gross exposure at 31 December 2007 (2006: 10.5%). The significant exposure in Kuwait

against claims on sovereigns (KD647.1 million at end 2007) reflects the Bank's holdings of Kuwait Government treasury bonds and CBK bonds, and current account/deposit balances with CBK.

**Geographical Distribution of Average Gross Credit Risk Exposures**

The average gross credit risk exposure for 2007 and 2006, broken down by geographical region and standard credit risk portfolio and split between funded and unfunded exposure, is shown on the next page.

## Geographical Distribution of Average Gross Credit Risk Exposures (continued)

## Total gross credit risk exposures as at 31 December 2007 (Average) - Region wise

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada  | Asia Pacific   | Rest of World  | Total            |
|---|------------------|-------------------|----------------|---------------|----------------|----------------|------------------|
| Cash items  | 21,354           | -                 | -              | -             | -              | -              | 21,354           |
| Claims on sovereigns                                | 919,887          | 104,652           | -              | -             | 40,264         | -              | 1,064,803        |
| Claims on PSEs                                      | -                | 142,758           | 14,313         | -             | -              | 13,687         | 170,758          |
| Claims on banks                                     | 7,225            | 191,604           | 86,796         | 12,381        | 92,872         | 248,330        | 639,208          |
| Claims on corporates                                | 2,883,713        | 433,782           | 67,443         | -             | 7,103          | 52,829         | 3,444,870        |
| Regulatory retail exposures                         | 656,400          | 17,586            | 140            | 9             | 49             | 250            | 674,434          |
| Past due exposures                                  | 27,215           | -                 | -              | -             | -              | 4              | 27,219           |
| Other assets  | 234,929          | 9,226             | 2,679          | 195           | -              | 189,134        | 436,163          |
| <b>Total</b>  | <b>4,750,723</b> | <b>899,608</b>    | <b>171,371</b> | <b>12,585</b> | <b>140,288</b> | <b>504,234</b> | <b>6,478,809</b> |
| Percentage of gross exposure by geographical region | <b>73.3%</b>     | <b>13.9%</b>      | <b>2.6%</b>    | <b>0.2%</b>   | <b>2.2%</b>    | <b>7.8%</b>    | <b>100.0%</b>    |

## Total gross credit risk exposures as at 31 December 2006 (Average) - Region wise

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada  | Asia Pacific   | Rest of World  | Total            |
|---|------------------|-------------------|----------------|---------------|----------------|----------------|------------------|
| Cash items  | 20,680           | -                 | -              | -             | -              | -              | 20,680           |
| Claims on sovereigns                                | 677,186          | 36,862            | -              | -             | 17,348         | -              | 731,396          |
| Claims on PSEs                                      | -                | 19,064            | -              | -             | -              | -              | 19,064           |
| Claims on banks                                     | 84,702           | 113,419           | 137,294        | 9,894         | 105,116        | 2,318          | 452,743          |
| Claims on corporates                                | 2,038,656        | 256,523           | 43,275         | 133           | 5,028          | 27,488         | 2,371,103        |
| Regulatory retail exposures                         | 601,298          | 97                | 6              | -             | 1,869          | 102            | 603,372          |
| Past due exposures                                  | 29,701           | 7,247             | 22             | -             | -              | 1,063          | 38,033           |
| Other assets  | 228,819          | 6,310             | 701            | 101           | -              | 84,969         | 320,900          |
| <b>Total</b>  | <b>3,681,042</b> | <b>439,522</b>    | <b>181,298</b> | <b>10,128</b> | <b>129,361</b> | <b>115,940</b> | <b>4,557,291</b> |
| Percentage of gross exposure by geographical region | <b>80.8%</b>     | <b>9.6%</b>       | <b>4.0%</b>    | <b>0.2%</b>   | <b>2.8%</b>    | <b>2.6%</b>    | <b>100.0%</b>    |

## Geographical Distribution of Average Gross Credit Risk Exposures (continued)

**Funded (On-balance-sheet) credit facilities (Average) as at 31 December 2007 - Region wise**

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada  | Asia Pacific | Rest of World  | Total            |
|---|------------------|-------------------|----------------|---------------|--------------|----------------|------------------|
| Cash items  | 21,354           | -                 | -              | -             | -            | -              | 21,354           |
| Claims on sovereigns                                | 919,870          | -                 | -              | -             | -            | -              | 919,870          |
| Claims on PSEs                                      | -                | 22,351            | 14,313         | -             | -            | 13,687         | 50,351           |
| Claims on banks                                     | -                | 130,292           | 70,707         | 9,969         | 1,682        | 246,244        | 458,894          |
| Claims on corporates                                | 1,893,469        | 77,883            | 4,875          | -             | 2,864        | 52,829         | 2,031,920        |
| Regulatory retail exposures                         | 635,404          | 17,507            | 140            | 9             | 49           | 250            | 653,359          |
| Past due exposures                                  | 23,329           | -                 | -              | -             | -            | 4              | 23,333           |
| Other assets  | 175,029          | 9,226             | 2,679          | 195           | -            | 189,134        | 376,263          |
| <b>Total</b>  | <b>3,668,455</b> | <b>257,259</b>    | <b>92,714</b>  | <b>10,173</b> | <b>4,595</b> | <b>502,148</b> | <b>4,535,344</b> |
| Percentage of gross exposure by geographical region | <b>80.9%</b>     | <b>5.7%</b>       | <b>2.0%</b>    | <b>0.2%</b>   | <b>0.1%</b>  | <b>11.1%</b>   | <b>100.0%</b>    |

**Funded (On-balance-sheet) credit facilities (Average) as at 31 December 2006 - Region wise**

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada | Asia Pacific  | Rest of World  | Total            |
|---|------------------|-------------------|----------------|--------------|---------------|----------------|------------------|
| Cash items  | 20,680           | -                 | -              | -            | -             | -              | 20,680           |
| Claims on sovereigns                                | 677,186          | -                 | -              | -            | -             | -              | 677,186          |
| Claims on PSEs                                      | -                | 19,064            | -              | -            | -             | -              | 19,064           |
| Claims on banks                                     | 77,508           | 91,345            | 119,017        | 7,398        | 14,365        | 2              | 309,635          |
| Claims on corporates                                | 1,295,049        | 56,265            | 3,022          | 120          | 629           | 27,488         | 1,382,573        |
| Regulatory retail exposures                         | 585,915          | 29                | -              | -            | 1,869         | 102            | 587,915          |
| Past due exposures                                  | 28,841           | 7,247             | 22             | -            | -             | 1,063          | 37,173           |
| Other assets  | 206,771          | 6,308             | 701            | 101          | -             | 84,969         | 298,850          |
| <b>Total</b>  | <b>2,891,950</b> | <b>180,258</b>    | <b>122,762</b> | <b>7,619</b> | <b>16,863</b> | <b>113,624</b> | <b>3,333,076</b> |
| Percentage of gross exposure by geographical region | <b>86.8%</b>     | <b>5.4%</b>       | <b>3.7%</b>    | <b>0.2%</b>  | <b>0.5%</b>   | <b>3.4%</b>    | <b>100.0%</b>    |

## Geographical Distribution of Average Gross Credit Risk Exposures (continued)

**Unfunded (Off-balance-sheet) Credit Facilities (Average) as at 31 December 2007 - Region wise**

| (KD thousands)                                      | Kuwait           | Other Middle East | Western Europe | USA & Canada | Asia Pacific   | Rest of World | Total            |
|---|------------------|-------------------|----------------|--------------|----------------|---------------|------------------|
| Cash items  | -                | -                 | -              | -            | -              | -             | -                |
| Claims on sovereigns                                | 17               | 104,652           | -              | -            | 40,264         | -             | 144,933          |
| Claims on PSEs                                      | -                | 120,407           | -              | -            | -              | -             | 120,407          |
| Claims on banks                                     | 7,225            | 61,312            | 16,089         | 2,412        | 91,190         | 2,086         | 180,314          |
| Claims on corporates                                | 990,244          | 355,899           | 62,568         | -            | 4,239          | -             | 1,412,950        |
| Regulatory retail exposures                         | 20,996           | 79                | -              | -            | -              | -             | 21,075           |
| Past due exposures                                  | 3,886            | -                 | -              | -            | -              | -             | 3,886            |
| Other assets  | 59,900           | -                 | -              | -            | -              | -             | 59,900           |
| <b>Total</b>  | <b>1,082,268</b> | <b>642,349</b>    | <b>78,657</b>  | <b>2,412</b> | <b>135,693</b> | <b>2,086</b>  | <b>1,943,465</b> |
| Percentage of gross exposure by geographical region | 55.7%            | 33.1%             | 4.0%           | 0.1%         | 7.0%           | 0.1%          | 100.0%           |

**Unfunded (Off-balance-sheet) Credit Facilities (Average) as at 31 December 2006 - Region wise**

| (KD thousands)                                      | Kuwait         | Other Middle East | Western Europe | USA & Canada | Asia Pacific   | Rest of World | Total            |
|---|----------------|-------------------|----------------|--------------|----------------|---------------|------------------|
| Cash items  | -              | -                 | -              | -            | -              | -             | -                |
| Claims on sovereigns                                | -              | 36,862            | -              | -            | 17,348         | -             | 54,210           |
| Claims on PSEs                                      | -              | -                 | -              | -            | -              | -             | -                |
| Claims on banks                                     | 7,194          | 22,074            | 18,277         | 2,496        | 90,751         | 2,316         | 143,108          |
| Claims on corporates                                | 743,607        | 200,258           | 40,253         | 13           | 4,399          | -             | 988,530          |
| Regulatory retail exposures                         | 15,383         | 68                | 6              | -            | -              | -             | 15,457           |
| Past due exposures                                  | 860            | -                 | -              | -            | -              | -             | 860              |
| Other assets  | 22,048         | 2                 | -              | -            | -              | -             | 22,050           |
| <b>Total</b>  | <b>789,092</b> | <b>259,264</b>    | <b>58,536</b>  | <b>2,509</b> | <b>112,498</b> | <b>2,316</b>  | <b>1,224,215</b> |
| Percentage of gross exposure by geographical region | 64.4%          | 21.2%             | 4.8%           | 0.2%         | 9.2%           | 0.2%          | 100.0%           |

The 2007 full year average figures show the same broad distribution as the year-end figures.

## Industry Segment Distribution of Gross Credit Risk Exposures

The industry segment split of the gross credit risk exposure, broken down by standard credit risk portfolio and split between funded and unfunded facilities, as at 31 December 2007 and 31 December 2006 is shown below.

### Total gross credit risk exposures as at 31 December 2007 - Industry wise

| <i>(KD thousands)</i>                      | Personal       | Financial        | Trade and commerce | Crude oil and gas | Construction   | Manufacturing  | Real estate    | Other services   | Total            |
|--|----------------|------------------|--------------------|-------------------|----------------|----------------|----------------|------------------|------------------|
| Cash items                                 | -              | -                | -                  | -                 | -              | -              | -              | 20,764           | 20,764           |
| Claims on sovereigns                       | -              | -                | -                  | -                 | -              | -              | -              | 880,730          | 880,730          |
| Claims on PSEs                             | -              | -                | -                  | -                 | -              | -              | -              | 256,185          | 256,185          |
| Claims on banks                            | -              | 1,047,879        | -                  | -                 | -              | -              | -              | -                | 1,047,879        |
| Claims on corporates                       | 196,812        | 429,130          | 412,648            | 2,472             | 756,022        | 573,468        | 772,186        | 907,117          | 4,049,855        |
| Regulatory retail exposures                | 613,721        | -                | 9,563              | 62                | 10,573         | 6,933          | 5,384          | 13,354           | 659,590          |
| Past due exposures                         | 6,679          | -                | 8,934              | -                 | 4,788          | 2,027          | 1,632          | 538              | 24,598           |
| Other assets                               | -              | 626              | 17,283             | -                 | 52,253         | 3,329          | 103,695        | 360,928          | 538,114          |
| <b>Total</b>                               | <b>817,212</b> | <b>1,477,635</b> | <b>448,428</b>     | <b>2,534</b>      | <b>823,636</b> | <b>585,757</b> | <b>882,897</b> | <b>2,439,616</b> | <b>7,477,715</b> |
| Percentage of exposure by industry segment | 10.9%          | 19.8%            | 6.0%               | 0.1%              | 11.0%          | 7.8%           | 11.8%          | 32.6%            | 100.0%           |

### Total gross credit risk exposures as at 31 December 2006 - Industry wise

| <i>(KD thousands)</i>                      | Personal       | Financial        | Trade and commerce | Crude oil and gas | Construction   | Manufacturing  | Real estate    | Other services   | Total            |
|--|----------------|------------------|--------------------|-------------------|----------------|----------------|----------------|------------------|------------------|
| Cash items                                 | -              | -                | -                  | -                 | -              | -              | -              | 27,350           | 27,350           |
| Claims on sovereigns                       | -              | -                | -                  | -                 | -              | -              | -              | 935,617          | 935,617          |
| Claims on PSEs                             | -              | 47,174           | -                  | -                 | -              | -              | -              | -                | 47,174           |
| Claims on banks                            | -              | 585,593          | -                  | -                 | -              | -              | -              | -                | 585,593          |
| Claims on corporates                       | 144,332        | 380,606          | 487,738            | 15,979            | 822,183        | 217,205        | 403,825        | 450,096          | 2,921,964        |
| Regulatory retail exposures                | 615,221        | 2                | 13,026             | 163               | 10,009         | 4,736          | 5,881          | 13,053           | 662,091          |
| Past due exposures                         | 3,640          | -                | 8,234              | -                 | 165            | 627            | 2,234          | 5,085            | 19,985           |
| Other assets                               | 881            | -                | 10,541             | -                 | 18,398         | 1,494          | 139,002        | 216,164          | 386,480          |
| <b>Total</b>                               | <b>764,074</b> | <b>1,013,375</b> | <b>519,539</b>     | <b>16,142</b>     | <b>850,755</b> | <b>224,062</b> | <b>550,942</b> | <b>1,647,365</b> | <b>5,586,254</b> |
| Percentage of exposure by industry segment | 13.7%          | 18.1%            | 9.3%               | 0.3%              | 15.2%          | 4.0%           | 9.9%           | 29.5%            | 100.0%           |

## Residual Maturity Distribution of Gross Credit Risk Exposures

The residual maturity of the gross credit risk exposure, broken down by standard credit risk portfolio and split between funded and unfunded facilities, as at 31 December 2007 and 31 December 2006 is shown below.

### Total gross credit risk exposure as at 31 December 2007 - Residual Maturity

| <i>(KD thousands)</i>                                      | Up to 1 Month    | 1 to 3 Months    | 3 to 6 Months    | 6 to 12 months   | 1 to 3 years   | Over 3 years     | TOTAL            |
|--|------------------|------------------|------------------|------------------|----------------|------------------|------------------|
| Cash items   | 20,764           | -                | -                | -                | -              | -                | 20,764           |
| Claims on sovereigns                                       | 79,391           | 220,007          | 106,912          | 184,258          | 77,412         | 212,750          | 880,730          |
| Claims on PSEs   | -                | -                | -                | 44,363           | 13,345         | 198,477          | 256,185          |
| Claims on banks  | 524,199          | 220,059          | 108,253          | 54,894           | 74,292         | 66,182           | 1,047,879        |
| Claims on corporates                                       | 636,549          | 708,847          | 876,364          | 772,681          | 556,344        | 499,070          | 4,049,855        |
| Regulatory retail exposures                                | 32,552           | 9,377            | 11,547           | 12,954           | 32,009         | 561,151          | 659,590          |
| Past due exposures   | 24,598           | -                | -                | -                | -              | -                | 24,598           |
| Other assets   | 41,987           | 10,122           | 49,061           | 82,232           | 15,945         | 338,767          | 538,114          |
| <b>Total</b>   | <b>1,360,040</b> | <b>1,168,412</b> | <b>1,152,137</b> | <b>1,151,382</b> | <b>769,347</b> | <b>1,876,397</b> | <b>7,477,715</b> |
| Percentage of gross exposure by residual contract maturity | 18.2%            | 15.6%            | 15.4%            | 15.4%            | 10.3%          | 25.1%            | 100.0%           |

### Total gross credit risk exposure as at 31 December 2006 - Residual Maturity

| <i>(KD thousands)</i>                                      | Up to 1 Month    | 1 to 3 Months  | 3 to 6 Months  | 6 to 12 months | 1 to 3 years   | Over 3 years     | TOTAL            |
|--|------------------|----------------|----------------|----------------|----------------|------------------|------------------|
| Cash items   | 27,350           | -              | -              | -              | -              | -                | 27,350           |
| Claims on sovereigns                                       | 525,062          | 121,906        | 51,154         | 60,194         | 65,999         | 111,302          | 935,617          |
| Claims on PSEs   | -                | -              | -              | -              | 47,174         | -                | 47,174           |
| Claims on banks  | 267,192          | 115,476        | 41,797         | 57,634         | 80,725         | 22,769           | 585,593          |
| Claims on corporates                                       | 469,080          | 578,468        | 677,899        | 455,105        | 418,118        | 323,294          | 2,921,964        |
| Regulatory retail exposures                                | 34,623           | 11,470         | 11,560         | 17,109         | 26,885         | 560,444          | 662,091          |
| Past due exposures   | 8,318            | 299            | 347            | 555            | 1,114          | 9,352            | 19,985           |
| Other assets   | 29,784           | 16,706         | 11,317         | 64,910         | 23,670         | 240,093          | 386,480          |
| <b>Total</b>   | <b>1,361,409</b> | <b>844,325</b> | <b>794,074</b> | <b>655,507</b> | <b>663,685</b> | <b>1,267,254</b> | <b>5,586,254</b> |
| Percentage of gross exposure by residual contract maturity | 24.4%            | 15.1%          | 14.2%          | 11.7%          | 11.9%          | 22.7%            | 100.0%           |

# Impaired Loans and Provisions

## Impaired Loans and Provisions by Industry Segment

The industry segment split of impaired loans (past due portion and balance outstanding) and the associated provisions (specific, general and total) as at 31 December 2007 and 31 December 2006 is shown below.

### Impaired loans and provisions (by industry segment) at 31 December 2007

| <i>(KD thousands)</i> | Impaired Loans (NPLs) |                     | Balance Sheet Provisions |               |                | Specific Provisions Cover |
|-----------------------|-----------------------|---------------------|--------------------------|---------------|----------------|---------------------------|
|                       | Past due portion      | Balance outstanding | Specific                 | General       | Total          |                           |
| Personal              | 7,892                 | 25,426              | 17,534                   | 15,425        | 32,959         | 69.0%                     |
| Financial             | -                     | 5,932               | 5,932                    | 11,388        | 17,320         | 100.0%                    |
| Trade and commerce    | 8,652                 | 9,088               | 446                      | 7,071         | 7,517          | 4.9%                      |
| Crude oil and gas     | -                     | 390                 | 390                      | 168           | 558            | 100.0%                    |
| Construction          | 880                   | 3,589               | 2,766                    | 13,068        | 15,834         | 77.1%                     |
| Manufacturing         | 150                   | 777                 | 629                      | 6,326         | 6,955          | 81.0%                     |
| Real estate           | 1,542                 | 1,793               | 251                      | 12,286        | 12,537         | 14.0%                     |
| Government            | -                     | 1,318               | 1,318                    | 861           | 2,179          | 100.0%                    |
| Others                | 4,649                 | 8,019               | 3,374                    | 8,643         | 12,017         | 42.1%                     |
| <b>Total</b>          | <b>23,765</b>         | <b>56,332</b>       | <b>32,640</b>            | <b>75,236</b> | <b>107,876</b> | <b>57.9%</b>              |

### Impaired loans and provisions (by industry segment) at 31 December 2006

| <i>(KD thousands)</i> | Impaired Loans (NPLs) |                     | Balance Sheet Provisions |               |               | Specific Provisions Cover |
|-----------------------|-----------------------|---------------------|--------------------------|---------------|---------------|---------------------------|
|                       | Past due portion      | Balance outstanding | Specific                 | General       | Total         |                           |
| Personal              | 3,640                 | 12,482              | 8,842                    | 14,091        | 22,933        | 70.8%                     |
| Financial             | -                     | 6,223               | 6,223                    | 12,298        | 18,521        | 100.0%                    |
| Trade and commerce    | 8,234                 | 8,756               | 532                      | 8,131         | 8,663         | 6.1%                      |
| Crude oil and gas     | -                     | 413                 | 413                      | 261           | 674           | 100.0%                    |
| Construction          | 85                    | 2,570               | 2,485                    | 12,823        | 15,308        | 96.7%                     |
| Manufacturing         | 625                   | 916                 | 291                      | 6,069         | 6,360         | 31.8%                     |
| Real estate           | 2,164                 | 2,476               | 312                      | 8,973         | 9,285         | 12.6%                     |
| Government            | -                     | 1,290               | 1,290                    | 1,501         | 2,791         | 100.0%                    |
| Others                | 4,492                 | 7,824               | 3,332                    | 4,266         | 7,598         | 42.6%                     |
| <b>Total</b>          | <b>19,240</b>         | <b>42,950</b>       | <b>23,720</b>            | <b>68,413</b> | <b>92,133</b> | <b>55.2%</b>              |

*Impaired Loans and Provisions by Industry Segment (continued)*

Non-performing loans ('NPLs') increased by KD13.4 million (31%) in 2007, from KD43.0 million at 31 December 2006 to KD56.3 million at 31 December 2007 mainly due to the increase in NPLs in the personal loan portfolio. Personal Loan NPL increased by KD12.9 million, from KD12.5 million at end 2006 (29.1% of total NPLs) to KD25.4 million (45.1% of total NPLs) at 31 December 2007 due to increased delinquencies within this market segment.

Specific provisions cover has increased from 55.2% of NPLs

in 2006 to 57.9% of NPLs at 31 December 2007; and total provisions cover (including general provisions), decreased from 214.5% to 191.5% mainly due to lower general provision requirement on incremental loan balances in 2007 as per revised CBK regulations.

**Provision Charges by Industry Segment**

The industry segment split of the provision charges and write-offs in 2007 is shown on the next page.

## Provision Charges by Industry Segment (continued)

## Provision Charges and Write-offs during 2007 (by Industry Segment)

| (KD thousands)     | Charge/(Release) for impairment provisions |                 |               | Write Offs |
|--------------------|--|-----------------|---------------|------------|
|                    | Specific Charges                           | General Charges | Total Charges |            |
| Personal           | 8,022                                      | 1,334           | 9,356         | 192        |
| Financial          | 127  | (910)           | (783)         |            |
| Trade and commerce | (86)                                       | (1,060)         | (1,146)       |            |
| Crude oil and gas  | (23)                                       | (93)            | (116)         |            |
| Construction       | 281  | 245             | 526           |            |
| Manufacturing      | 338  | 257             | 595           |            |
| Real estate        | (61)                                       | 3,313           | 3,252         |            |
| Government         | 28   | (640)           | (612)         |            |
| Others             | 42   | 4,377           | 4,419         |            |
| Total              | 8,668                                      | 6,823           | 15,491        | 192        |

## Provision Charges and Write-offs during 2006 (by Industry Segment)

| (KD thousands)     | Charge/(Release) for impairment provisions |                 |               | Write Offs |
|--------------------|--|-----------------|---------------|------------|
|                    | Specific Charges                           | General Charges | Total Charges |            |
| Personal           | 3,099                                      | 2,749           | 5,848         | 67         |
| Financial          | (56)                                       | 2,295           | 2,239         |            |
| Trade and commerce | (48)                                       | 259             | 211           |            |
| Crude oil and gas  | (4)  | 14              | 10            |            |
| Construction       | (218)                                      | 2,990           | 2,772         |            |
| Manufacturing      | 143  | 727             | 870           |            |
| Real estate        | (97)                                       | 3,815           | 3,718         |            |
| Government         | 82   | (364)           | (282)         |            |
| Others             | 351  | (338)           | 13            |            |
| Total              | 3,252                                      | 12,147          | 15,399        | 67         |

The total net provisions charge in 2007 of KD15.5 million comprised specific provisions of KD8.7 million and general provisions of KD6.8 million. The decrease in the general provisions charge is due to the revised CBK guidelines on general provisions.

#### Impaired Loans and Provisions by Geographical Segments

The geographical split of impaired (i.e. non-performing) loans and the associated provisions cover as at 31 December 2007 and 31 December 2006 is shown on the next page.

## Impaired Loans and Provisions by Geographical Segments (continued)

## Impaired loans and provisions (by Geographical Region) at 31 December 2007

| (KD thousands)    | Impaired Loans (NPLs) |                     | Balance Sheet Provisions |               |                | Specific Provisions Cover |
|-------------------|-----------------------|---------------------|--------------------------|---------------|----------------|---------------------------|
|                   | Past due portion      | Balance outstanding | Specific                 | General       | Total          |                           |
| Kuwait            | 23,765                | 43,915              | 20,223                   | 67,388        | 87,611         | 46.1%                     |
| Other Middle East | -                     | 11,075              | 11,075                   | 4,718         | 15,793         | 100.0%                    |
| Western Europe    | -                     | 24                  | 24                       | 1,494         | 1,518          | 100.0%                    |
| USA & Canada      | -                     | -                   | -                        | 10            | 10             | 0.0%                      |
| Asia Pacific      | -                     | -                   | -                        | 410           | 410            | 0.0%                      |
| Rest of World     | -                     | 1,318               | 1,318                    | 1,216         | 2,534          | 100.0%                    |
| <b>Total</b>      | <b>23,765</b>         | <b>56,332</b>       | <b>32,640</b>            | <b>75,236</b> | <b>107,876</b> | <b>57.9%</b>              |

## Impaired loans and provisions (by Geographical Region) at 31 December 2006

| (KD thousands)    | Impaired Loans (NPLs) |                     | Balance Sheet Provisions |               |               | Specific Provisions Cover |
|-------------------|-----------------------|---------------------|--------------------------|---------------|---------------|---------------------------|
|                   | Past due portion      | Balance outstanding | Specific                 | General       | Total         |                           |
| Kuwait            | 19,240                | 30,134              | 10,904                   | 60,961        | 71,865        | 36.2%                     |
| Other Middle East | -                     | 11,503              | 11,503                   | 5,658         | 17,161        | 100.0%                    |
| Western Europe    | -                     | 23                  | 23                       | 1,206         | 1,229         | 100.0%                    |
| USA & Canada      | -                     | -                   | -                        | -             | -             | 0.0%                      |
| Asia Pacific      | -                     | -                   | -                        | 103           | 103           | 0.0%                      |
| Rest of World     | -                     | 1,290               | 1,290                    | 485           | 1,775         | 100.0%                    |
| <b>Total</b>      | <b>19,240</b>         | <b>42,950</b>       | <b>23,720</b>            | <b>68,413</b> | <b>92,133</b> | <b>55.2%</b>              |

### Movement in Provisions for Impaired Loans

The movements in the provisions for loan impairment between 31 December 2006 and 31 December 2007 is given in Note 12 to the financial statements.

# Credit Exposure

**Total Credit Exposure after applying Credit conversion factor but before Credit Risk Mitigation**

The total credit exposure after applying the relevant Basel II

standardised approach credit conversion factors ('CCF') but before credit risk mitigation ('CRM') as at 31 December 2007 and 31 December 2006, broken down by standard credit risk portfolio, is shown below.

## GROSS CREDIT RISK EXPOSURE BEFORE CRM AS AT 31 DECEMBER 2007

|                             | GROSS CREDIT EXPOSURE |                  |                  | CREDIT EXPOSURE BEFORE CRM |                    |                        |                  |
|-----------------------------|-----------------------|------------------|------------------|----------------------------|--------------------|------------------------|------------------|
|                             | FUNDED                | UNFUNDED         | TOTAL            | FUNDED                     | UNFUNDED AFTER CCF | FX CONTRACTS AFTER CCF | TOTAL BEFORE CRM |
| Cash items                  | 20,764                | -                | 20,764           | 20,764                     | -                  | -                      | 20,764           |
| Claims on sovereigns        | 647,098               | 233,632          | 880,730          | 647,098                    | 233,626            | 192                    | 880,916          |
| Claims on PSEs              | 100,438               | 155,747          | 256,185          | 100,438                    | 155,747            | -                      | 256,185          |
| Claims on banks             | 858,145               | 189,734          | 1,047,879        | 858,145                    | 113,948            | 6,017                  | 978,109          |
| Claims on Corporates        | 2,398,198             | 1,651,657        | 4,049,855        | 2,398,198                  | 692,513            | 1,575                  | 3,092,286        |
| Regulatory retail exposures | 636,577               | 23,013           | 659,590          | 636,577                    | 9,377              | -                      | 645,954          |
| Past due exposures          | 23,765                | 833              | 24,598           | 23,765                     | 417                | -                      | 24,182           |
| Other assets                | 448,584               | 89,530           | 538,114          | 448,584                    | 52,254             | -                      | 500,838          |
| <b>Total</b>                | <b>5,133,569</b>      | <b>2,344,146</b> | <b>7,477,715</b> | <b>5,133,569</b>           | <b>1,257,882</b>   | <b>7,784</b>           | <b>6,399,234</b> |

## GROSS CREDIT RISK EXPOSURE BEFORE CRM AS AT 31 DECEMBER 2006

|                             | GROSS CREDIT EXPOSURE |                  |                  | CREDIT EXPOSURE BEFORE CRM |                    |                        |                  |
|-----------------------------|-----------------------|------------------|------------------|----------------------------|--------------------|------------------------|------------------|
|                             | FUNDED                | UNFUNDED         | TOTAL            | FUNDED                     | UNFUNDED AFTER CCF | FX CONTRACTS AFTER CCF | TOTAL BEFORE CRM |
| Cash items                  | 27,350                | -                | 27,350           | 27,350                     | -                  | -                      | 27,350           |
| Claims on Sovereigns        | 870,575               | 65,042           | 935,617          | 870,575                    | 65,042             | -                      | 935,617          |
| Claims on PSEs              | 47,174                | -                | 47,174           | 47,174                     | -                  | -                      | 47,174           |
| Claims on banks             | 423,821               | 161,772          | 585,593          | 423,821                    | 79,761             | 2,958                  | 506,540          |
| Claims on Corporates        | 1,728,196             | 1,193,768        | 2,921,964        | 1,728,196                  | 460,000            | 2,614                  | 2,190,810        |
| Regulatory retail exposures | 640,406               | 21,685           | 662,091          | 640,406                    | 8,777              | -                      | 649,183          |
| Past due exposures          | 19,240                | 745              | 19,985           | 19,240                     | 373                | -                      | 19,613           |
| Other assets                | 342,418               | 44,062           | 386,480          | 342,418                    | 28,140             | -                      | 370,558          |
| <b>Total</b>                | <b>4,099,180</b>      | <b>1,487,074</b> | <b>5,586,254</b> | <b>4,099,180</b>           | <b>642,093</b>     | <b>5,572</b>           | <b>4,746,845</b> |

### Credit Risk Mitigation (CRM)

Under the Basel II standardised approach for credit risk, credit risk mitigation ('CRM') techniques are used to reduce the risk-weighted amount of credit risk exposures for capital adequacy purposes. CBK has instructed the banks in Kuwait to use the 'comprehensive approach' for CRM, whereby the gross credit exposure is effectively reduced by the value ascribed to the collateral. Three types of CRM techniques are recognised by CBK: eligible financial collateral (such as cash deposits and equities listed on a recognised stock exchange); legally enforceable on-balance-sheet netting arrangements for loans and deposits; and unconditional, irrevocable guarantees.

Gulf Bank employs a range of policies and practices to reduce credit risk. The Bank seeks collateral coverage, the assignment of contract proceeds and other forms of protection to secure lending and minimise credit risks wherever possible. The Bank's borrowing agreements also include legally enforceable netting arrangements for loans and deposits enabling the Bank to consolidate the customer's various accounts with Gulf Bank and either transfer credit balances to cover any outstanding borrowings or freeze the credit balances until the customer settles their outstanding obligations to the Bank.

Collaterals consist primarily of equities listed on the Kuwait Stock Exchange; real estate (land and buildings); fixed term deposits and cash balances with Gulf Bank that are blocked and legally pledged in the Bank's favour; and direct, explicit, irrevocable and unconditional bank guarantees. In certain cases, personal/corporate guarantees from high net worth individuals or companies are also used to help secure credit facilities. The personal/corporate guarantees and the real estate collateral do not constitute eligible CRM techniques for capital adequacy purposes under the Basel II standardised approach.

The Bank's credit procedures include very conservative minimum collateral coverage ratios, supported by strict top-up ratios. When the value of the collateral held in respect of a particular loan falls below the initial prescribed collateral

coverage ratio and reaches the top up ratio threshold, the customer is requested to provide additional collateral in order to restore the prescribed collateral coverage ratio. Real estate collateral is valued once a year by independent real estate valuers (the lowest of two valuations being taken) and quoted shares are valued daily using current stock exchange prices.

The liquidity of the collateral taken by the Bank has been significantly enhanced in recent years through the introduction of a portfolio scheme whereby the collateral (typically local shares or real estate) is held by an approved portfolio manager who is independent of the Bank. As part of the collateral management scheme, the customer provides a power of attorney authorising the Bank to liquidate the portfolio of collateral at the Bank's discretion in the event of any default in the payment of the covered loan. The Bank actively promotes the adoption of the portfolio scheme for new lending and loan renewals and an increasing share of the collateral taken by the Bank is held in the portfolio scheme. This enhances the security of repayment and the liquidity of the Bank's collateral. The portfolio managers provide portfolio valuations weekly.

Consumer loans are generally not secured, but the credit risk is minimised by the 'assignment of salary' condition that requires the customer's employer (normally a Government Ministry) to pay their salary directly to their Gulf Bank account. Collateral or security, normally in the form of a blocked customer deposit with Gulf Bank, the assignment of an employment 'End of Service Benefit' or a personal guarantee, is taken on the rare occasions when consumer loans are granted without an assignment of salary.

### Total Credit Exposure after Credit Risk Mitigation (CRM) and Resulting Credit Risk Weighted Assets

The exposure after CRM, as at 31 December 2007 and 31 December 2006 and the resulting credit risk-weighted assets are further divided into rated and unrated exposures and are given on the next page:

Total Credit Exposure after Credit Risk Mitigation (CRM) and Resulting Credit Risk Weighted Assets (continued)

### CREDIT RISK EXPOSURE AFTER CRM; RISK-WEIGHTED ASSETS (RWAs) AS AT 31 DECEMBER 2007

|                             | CREDIT EXPOSURE/CRM |                  |                    | RISK-WEIGHTED ASSETS |                  |                  |
|-----------------------------|---------------------|------------------|--------------------|----------------------|------------------|------------------|
|                             | EXPOSURE BEFORE CRM | CRM              | EXPOSURE AFTER CRM | RATED                | UNRATED          | TOTAL            |
| Cash items                  | 20,764              | -                | 20,764             | -                    | -                | -                |
| Claims on sovereigns        | 880,916             | 12               | 880,904            | -                    | 5,460            | 5,460            |
| Claims on PSEs              | 256,185             | -                | 256,185            | -                    | 70,893           | 70,893           |
| Claims on banks             | 978,109             | 22,690           | 955,419            | 286,183              | -                | 286,183          |
| Claims on corporates        | 3,092,286           | 1,802,890        | 1,289,396          | -                    | 1,289,396        | 1,289,396        |
| Regulatory retail exposures | 645,954             | 48,213           | 597,741            | -                    | 448,306          | 448,306          |
| Past due exposures          | 24,182              | -                | 24,182             | -                    | 24,171           | 24,171           |
| Other assets                | 500,838             | 3,550            | 497,288            | -                    | 497,288          | 497,288          |
| <b>Total</b>                | <b>6,399,234</b>    | <b>1,877,355</b> | <b>4,521,879</b>   | <b>286,183</b>       | <b>2,335,514</b> | <b>2,621,697</b> |

### CREDIT RISK EXPOSURE AFTER CRM; RISK-WEIGHTED ASSETS (RWAs) AS AT 31 DECEMBER 2006

|                             | CREDIT EXPOSURE/CRM |                  |                    | RISK-WEIGHTED ASSETS |                  |                  |
|-----------------------------|---------------------|------------------|--------------------|----------------------|------------------|------------------|
|                             | EXPOSURE BEFORE CRM | CRM              | EXPOSURE AFTER CRM | RATED                | UNRATED          | TOTAL            |
| Cash items                  | 27,350              | -                | 27,350             | -                    | -                | -                |
| Claims on sovereigns        | 935,617             | -                | 935,617            | 3,470                | -                | 3,470            |
| Claims on PSEs              | 47,174              | -                | 47,174             | -                    | 9,435            | 9,435            |
| Claims on banks             | 506,540             | 54,173           | 452,367            | 137,104              | -                | 137,104          |
| Claims on corporates        | 2,190,810           | 1,165,462        | 1,025,348          | -                    | 1,025,348        | 1,025,348        |
| Regulatory retail exposures | 649,183             | 49,466           | 599,717            | -                    | 449,788          | 449,788          |
| Past due exposures          | 19,613              | -                | 19,613             | -                    | 19,526           | 19,526           |
| Other assets                | 370,558             | 2,222            | 368,336            | -                    | 368,336          | 368,336          |
| <b>Total</b>                | <b>4,746,845</b>    | <b>1,271,323</b> | <b>3,475,522</b>   | <b>140,574</b>       | <b>1,872,433</b> | <b>2,013,007</b> |

Most of the CRM takes the form of eligible financial collateral, mainly equities listed on the Kuwait stock exchange and cash deposits.

Credit risk-weighted assets of KD2.62 billion at 31 December 2007 were mainly concentrated in claims on corporates: KD1.29 billion (49.2% of credit RWAs); retail exposures: KD447.8 million (17.1% of credit RWAs); and claims on banks: KD286.2 million (10.9% of credit RWAs).

The bulk of the credit facilities are unrated since very few corporate customers in Kuwait have external credit ratings from the three external credit assessment institutions approved by CBK, namely Standard & Poor's, Moody's Investors Service and Fitch Ratings. Rated credit risk-weighted assets comprised only KD286.2 million (10.9% of the total) and were concentrated in claims on banks.

# Trading Portfolio

As defined in the Basel II guidelines, a trading book consists of positions in financial instruments and commodities held either with trading intent or in order to hedge other elements of the trading book.

The management of market risk in the trading portfolio is principally undertaken through strict risk limits, approved by senior management. Limits are specified for each dealer for maximum open currency positions and maximum losses. Adherence to these limits is strictly monitored and enforced by the Chief Dealer and the Treasurer.

All outstanding exposures are revalued daily on a mark-to-market basis. The independent treasury financial control team measures the market risk exposures and monitors and reports these exposures against the prescribed limits on a daily basis. The reports detail all outstanding positions by currency and show the profit and loss impact by dealer and the overall Bank profitability. The reports are circulated to the dealers and reviewed by the Chief Dealer and the Treasurer.

The prime responsibility for the mark-to-market valuation and related price verification process rests with the Bank's central financial control team. They are totally independent of the risk-taking treasury front office and they determine the fair values included in the Bank's financial statements and ensure that the accounting policies and procedures governing mark-to-market valuation and validation are strictly adhered to.

Gulf Bank uses the standardised approach for determining

the capital required for market risk. The Bank does not use trading value at risk ('VAR') or an internal models approach for estimating and monitoring market risk exposure since the Bank's trading portfolio and open foreign exchange positions are limited.

Under the standardised approach, the risks subject to capital charges for market risk include the following: interest rate position risk relating to instruments in the trading book; equity position risk relating to instruments in the trading book; foreign exchange risk throughout the Bank; commodities risk throughout the Bank; and options. The capital charges for interest rate related instruments and equities apply to the market value of the items in the Bank's trading book. The capital charges for foreign exchange risk and commodities risk apply to the Bank's total currency and commodity positions (i.e. trading book and banking book).

Total market risk-weighted exposures are determined by multiplying the market risk capital charge by 8.33 (i.e. the reciprocal of the minimum CBK capital adequacy ratio requirement of 12%) and adding the resulting figure to the sum of credit and operational risk-weighted assets to yield the total risk-weighted exposures which are then used to calculate the Bank's capital adequacy ratio.

The details of the market risk capital charge for Gulf Bank as at 31 December 2007 and 31 December 2006 are shown on the next page.

## Trading Portfolio (continued)

| Market Risk                                      | (KD thousands) |               |
|--|----------------|---------------|
|  | 31 Dec 07      | 31 Dec 06     |
| Interest rate position risk                      | 427            | 1,462         |
| Equity position risk                             | -              | -             |
| Foreign exchange risk                            | 174            | 1,370         |
| Commodities risk                                 | -              | -             |
| Options  | -              | -             |
| <b>Total capital requirement for market risk</b> | <b>601</b>     | <b>2,832</b>  |
| <b>Market risk - weighted assets</b>             | <b>5,005</b>   | <b>23,589</b> |

The 31 December 2007 total market risk capital charge of KD601 thousand was equivalent to market risk-weighted assets of KD5.0 million. Market risk-weighted assets were

KD18.58 million (79%) lower than 2006 reflecting a very modest level of market risk.

# Operational Risk

Under the Basel II standardised approach for operational risk, a bank's activities are divided into eight business lines: corporate finance, trading and sales, retail banking, commercial banking, payment and settlement, agency services, asset management, and retail brokerage. Within each business line, gross income is a broad indicator that serves as a proxy for the scale of business operations and thus the likely scale of operational risk exposure within each of the business lines. The operational risk capital charge for each business line is therefore calculated by multiplying its gross income by a factor (denoted beta) assigned to that business line. The beta serves as a proxy for the industry-wide relationship between the operational risk loss experience for a given business line and the aggregate gross income for that business line. The total operational risk capital charge is calculated as the summation of the three-year average gross income multiplied by the beta factor across each of the business lines in each year. The beta factors set by the Basel Committee, and used by CBK in the implementation of the standardised approach to operational risk in Kuwait, are: 18% (corporate finance, trading and sales, and payment and settlement); 15% (commercial banking and

agency services); and 12% (retail banking, asset management, and retail brokerage).

Total operational risk-weighted exposures are determined by multiplying the operational risk capital charge by 8.33 (i.e. the reciprocal of the minimum CBK capital adequacy ratio requirement of 12%) and adding the resulting figure to the sum of credit and market risk-weighted assets to yield the total risk-weighted exposures which are then used to calculate the Bank's capital adequacy ratio.

Gulf Bank's business activities are mapped into the following three business lines: trading and sales, commercial banking and retail banking. The Bank's internal funds transfer pricing methodology is used to allocate interest income and interest expense between the three business lines. Senior management are responsible for the Bank's mapping policy and the Board of Directors approves the mapping.

The details of the operational risk capital charge for Gulf Bank as at 31 December 2007 and 31 December 2006 are shown in the following tables.

## Operational Risk (continued)

**Operational Risk as at 31 Dec 2007**

| <i>(KD thousands)</i>              | <b>3 year average<br/>gross income</b> | <b>Beta factor</b> | <b>Operational<br/>risk capital<br/>charge</b> |
|------------------------------------|--|--------------------|--|
| Trading and sales                  | <b>29,644</b>                          | <b>18%</b>         | <b>5,336</b>                                   |
| Commercial banking                 | <b>55,561</b>                          | <b>15%</b>         | <b>8,334</b>                                   |
| Retail banking                     | <b>52,829</b>                          | <b>12%</b>         | <b>6,339</b>                                   |
| Total                              | <b>138,034</b>                         |                    | <b>20,010</b>                                  |
| Operational risk weighted exposure |  |                    | <b>166,680</b>                                 |

**Operational Risk as at 31 Dec 2006**

| <i>(KD thousands)</i>              | <b>3 year average<br/>gross income</b> | <b>Beta factor</b> | <b>Operational<br/>risk capital<br/>charge</b> |
|------------------------------------|--|--------------------|--|
| Trading and sales                  | 26,170                                 | 18%                | 4,711  |
| Commercial banking                 | 44,250                                 | 15%                | 6,637  |
| Retail banking                     | 45,491                                 | 12%                | 5,459  |
| Total                              | <b>115,911</b>                         |                    | <b>16,807</b>                                  |
| Operational risk weighted exposure |  |                    | <b>140,003</b>                                 |

In accordance with the Basel II guidelines, gross income includes net interest income and non-interest income, but excludes realised profits from the sale of securities in the

banking book. The 31 December 2007 total operational risk capital charge of KD20.0 million was equivalent to operational risk-weighted exposure of KD166.7 million.

## Equity Risk in the Banking Book

Gulf Bank does not trade equities. All of the Bank's investment securities are held in the banking (i.e. non-trading) book and are classified as 'available for sale' financial assets, i.e. they represent assets acquired to be held for an indefinite period of time which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. In accordance with IAS 39, the assets are initially recognised at fair value and the subsequent unrealised gains and losses arising from changes in fair value are taken to the fair value reserve in equity. When the asset is disposed of, the related accumulated fair value adjustments are transferred to the income statement as gains or losses.

The fair values of quoted instruments are based on the

quoted closing bid prices or by using the current market rate of interest for the instrument. The fair values of unquoted instruments are estimated using the applicable price/earnings or price/cash flow ratios, modified to reflect the specific circumstances of the issuer. The fair values of investments in mutual funds, unit trusts or similar investment vehicles are based on the last published bid price.

The fair value of the investment securities held at 31 December 2007 is shown below, along with the cumulative unrealised gains in the fair value reserve in equity and the regulatory capital implications. The income statement realisation gain from disposals made in 2007 is also shown.

## Information related to the licensed bank's equity position in the banking book - 31 Dec 07

| <i>(KD thousands)</i>                         | <u>Publicly<br/>traded</u> | <u>Privately<br/>traded</u> | <u>Total<br/>investment<br/>securities</u> |
|---|----------------------------|-----------------------------|--|
| <b>Fair value of investment securities</b>    |                            |                             |  |
| Debt securities                               | -                          | -                           | -  |
| Equity securities                             | <u>2,290</u>               | <u>240,589</u>              | <u>242,879</u>                             |
| <b>Total</b>                                  | <b><u>2,290</u></b>        | <b><u>240,589</u></b>       | <b><u>242,879</u></b>                      |
| Unrealised gains in equity                    | <u>1,255</u>               | <u>7,612</u>                | <u>8,867</u>                               |
| Latent revaluation gains                      | -                          | -                           | -  |
| <b>Regulatory capital details</b>             |                            |                             |  |
| Unrealised gains in Tier 2 capital (45%)      | <u>565</u>                 | <u>3,425</u>                | <u>3,990</u>                               |
| Regulatory capital requirement                | <u>207</u>                 | <u>28,459</u>               | <u>28,666</u>                              |
| <b>Income statement details</b>               |                            |                             |  |
| Income from disposal of investment securities | <u>850</u>                 | <u>47,877</u>               | <u>48,727</u>                              |

## Information related to the licensed bank's equity position in the banking book - 31 Dec 06

| <i>(KD thousands)</i>                         | <u>Publicly<br/>traded</u> | <u>Privately<br/>traded</u> | <u>Total<br/>investment<br/>securities</u> |
|---|----------------------------|-----------------------------|--|
| <b>Fair value of investment securities</b>    |                            |                             |  |
| Debt securities                               | 2,255                      | 716                         | <u>2,971</u>                               |
| Equity securities                             | <u>2,363</u>               | <u>154,050</u>              | <u>156,413</u>                             |
| <b>Total</b>                                  | <b><u>4,618</u></b>        | <b><u>154,766</u></b>       | <b><u>159,384</u></b>                      |
| Unrealised gains in equity                    | 918                        | 18,014                      | <u>18,932</u>                              |
| Latent revaluation gains                      | -                          | -                           | -  |
| <b>Regulatory capital details</b>             |                            |                             |  |
| Unrealised gains in Tier 2 capital (45%)      | 413                        | 8,106                       | <u>8,519</u>                               |
| Regulatory capital requirement                | 505                        | 17,599                      | <u>18,104</u>                              |
| <b>Income statement details</b>               |                            |                             |  |
| Income from disposal of investment securities | 1,258                      | 11,298                      | <u>12,556</u>                              |

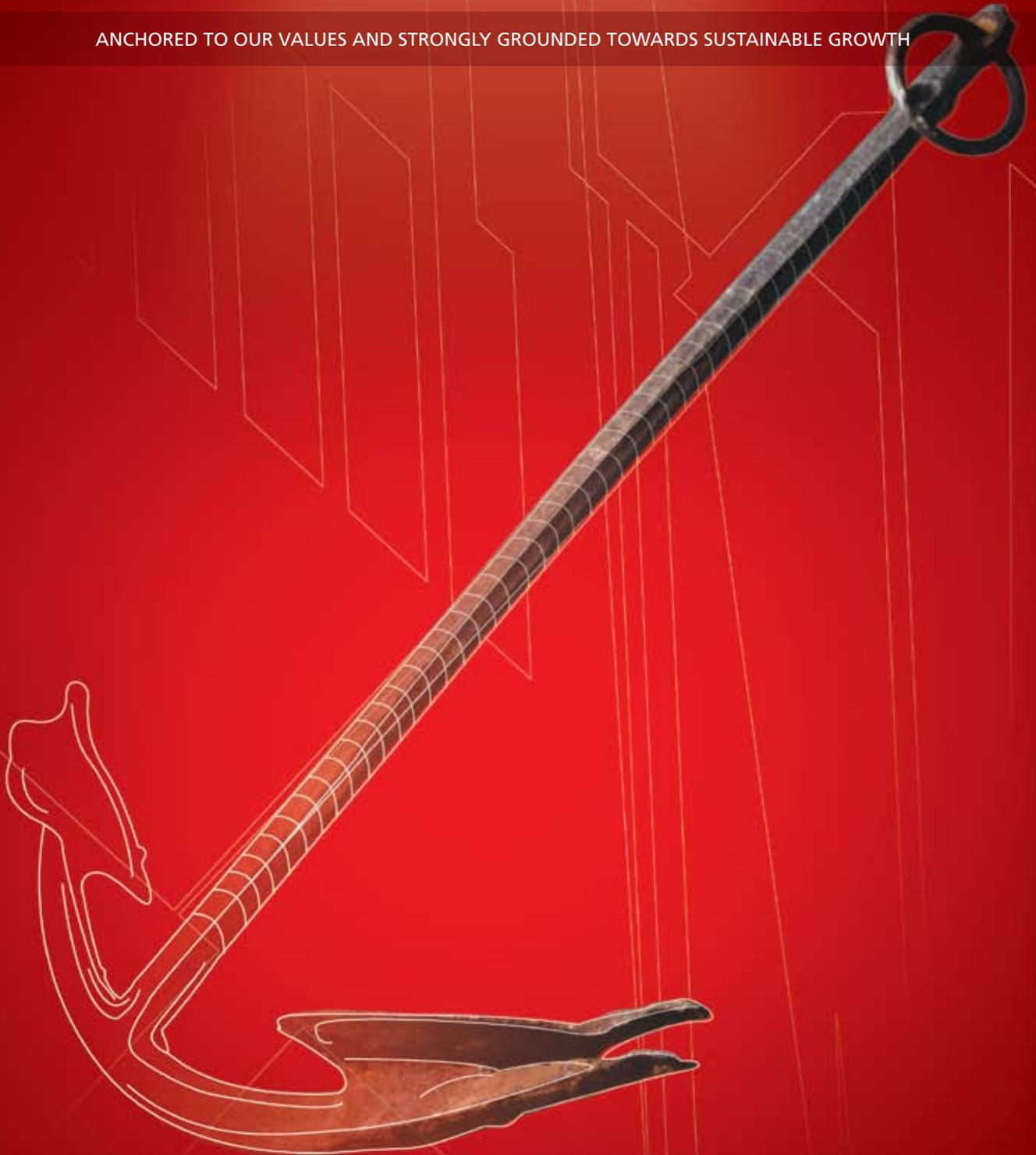
# Interest Rate Risk in the Banking Book

Future net interest income is affected by movements in interest rates and a principal part of the Bank's management of market risk in the banking (i.e. non-trading) book is to manage the sensitivity of the Bank's net interest income

to changes in market interest rates.

The sensitivity of net interest income to interest rate changes is provided in note 26 (B) to the financial statements.

ANCHORED TO OUR VALUES AND STRONGLY GROUNDED TOWARDS SUSTAINABLE GROWTH



# Financial Statements

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# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF GULF BANK K.S.C

We have audited the accompanying financial statements of Gulf Bank K.S.C ('the Bank'), which comprise the balance sheet as at 31 December 2007 and the income statement, statement of changes in equity and cash flow statement for the year then ended, and a summary of significant accounting policies and other explanatory notes.

## **Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards as adopted for use by the State of Kuwait. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

## **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the

auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## **Opinion**

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Bank as of 31 December 2007 and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted for use by the State of Kuwait.

## **Report on Other Legal and Regulatory Requirements**

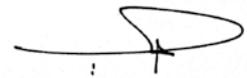
Furthermore, in our opinion proper books of accounts have been kept by the Bank and the financial statements, together with the contents of the report of the Board of Directors relating to these financial statements, are in accordance therewith. We further report that we obtained all the information and explanations that we required for the purpose of our audit and that the financial statements incorporate all information that is required by the Capital Adequacy Regulations issued by Central Bank of Kuwait as stipulated in CBK Circular number 2/BS/184/2005 dated 21 December 2005, Commercial Companies Law of 1960, as amended, and by the Bank's Articles of Association, that an inventory was duly carried out

and that, to the best of our knowledge and belief, no violation of Capital Adequacy Regulations issued by Central Bank of Kuwait as stipulated in CBK Circular number 2/BS/184/2005 dated 21 December 2005, Commercial Companies Law of 1960, as amended, or of the Articles of Association have occurred during the year ended 31 December 2007 that might have had a material effect on the business of the Bank or on its financial position.



**Bader A. Al-Wazzan**  
Licence No.62 A  
PricewaterhouseCoopers  
Al Aiban, Al Osaimi & Partners

We further report that, during the course of our examination, we have not become aware of any material violations of the provisions of Law No. 32 of 1968, as amended, concerning currency, the Central Bank of Kuwait and the organisation of banking business, and its related regulations, during the year ended 31 December 2007.



**Waleed A. Al Osaimi**  
Licence No. 68 A  
Ernst & Young

**14 January 2008**  
**Kuwait**

# Income Statement

Year Ended 31 December 2007

|   | NOTES      | 2007<br>KD 000's | 2006<br>KD 000's |
|---|------------|------------------|------------------|
| Interest income   | 3, 5       | 315,305          | 235,899          |
| Interest expense  | 4          | 208,753          | 127,358          |
| <b>Net interest income</b>  |            | <b>106,552</b>   | 108,541          |
| Net fees and commissions  | 6          | 23,424           | 26,077           |
| Net gains from dealing in foreign currencies and derivatives      |            | 14,957           | 6,177            |
| Dividend income   |            | 773              | 453              |
| Income from disposal of investments available for sale            |            | 48,727           | 12,556           |
| Other income  | 7          | 1,139            | 379              |
| <b>OPERATING INCOME</b>   |            | <b>195,572</b>   | <b>154,183</b>   |
| Staff expenses  |            | 22,125           | 17,912           |
| Occupancy costs   |            | 1,786            | 1,359            |
| Depreciation  |            | 2,171            | 1,683            |
| Other expenses  |            | 10,279           | 8,025            |
| <b>Operating expenses</b>   |            | <b>36,361</b>    | 28,979           |
| <b>OPERATING PROFIT BEFORE PROVISIONS</b>                         |            | <b>159,211</b>   | 125,204          |
| Provisions for impairment   | - specific | 8,668            | 3,252            |
|   | - general  | 6,823            | 12,147           |
| Loans written down  | 5          | 8,391            | -                |
|   |            | 23,882           | 15,399           |
| <b>OPERATING PROFIT</b>   |            | <b>135,329</b>   | 109,805          |
| Contribution to Kuwait Foundation for the Advancement of Sciences |            | 1,354            | 1,098            |
| Directors' emoluments   | 23         | 108              | 108              |
| National Labour Support Tax                                       |            | 3,347            | 2,716            |
| Zakat   |            | 83               | -                |
| <b>PROFIT FOR THE YEAR</b>  |            | <b>130,437</b>   | 105,883          |
| <b>BASIC AND DILUTED EARNINGS PER SHARE (Fils)</b>                | 8          | <b>122.142</b>   | 99.578           |

# Balance Sheet

As at 31 December 2007

|  | NOTES | 2007<br>KD 000's | 2006<br>KD 000's |
|--|-------|------------------|------------------|
| <b>ASSETS</b>  |       |                  |                  |
| Cash and short term funds                            | 9     | 584,266          | 708,288          |
| Treasury bonds                                       | 10    | 412,907          | 315,513          |
| Central Bank of Kuwait bonds                         | 11    | 175,925          | 119,165          |
| Deposits with banks and other financial institutions |       | 313,741          | 129,874          |
| Loans and advances to banks                          | 12    | 37,993           | 48,071           |
| Loans and advances to customers                      | 12    | 3,268,796        | 2,538,303        |
| Investments available for sale                       | 13    | 242,879          | 159,384          |
| Other assets   | 14    | 23,133           | 22,061           |
| Premises and equipment                               |       | 23,269           | 19,292           |
| <b>TOTAL ASSETS</b>                                  |       | <b>5,082,909</b> | <b>4,059,951</b> |
| <b>LIABILITIES AND EQUITY</b>                        |       |                  |                  |
| <b>LIABILITIES</b>                                   |       |                  |                  |
| Due to banks   | 15    | 301,646          | 229,029          |
| Deposits from financial institutions                 | 15    | 874,465          | 372,516          |
| Customer deposits                                    | 16    | 3,191,329        | 2,838,780        |
| Floating rate notes                                  | 17    | 54,600           | 57,828           |
| Subordinated loans                                   | 18    | 81,900           | 86,742           |
| Other liabilities                                    | 19    | 88,345           | 76,205           |
| Total liabilities                                    |       | 4,592,285        | 3,661,100        |
| <b>EQUITY</b>  |       |                  |                  |
| Share capital  | 20    | 109,030          | 94,809           |
| Proposed bonus shares                                | 23    | 16,355           | 14,221           |
| Statutory reserve                                    | 21    | 89,438           | 75,905           |
| General reserve                                      | 21    | 2,356            | 2,356            |
| Share premium  | 21    | 46,044           | 46,044           |
| Property revaluation reserve                         | 21    | 15,159           | 11,781           |
| Treasury share reserve                               |       | 27,928           | 17,710           |
| Fair valuation reserve                               |       | 8,867            | 18,932           |
| Retained earnings                                    |       | 125,559          | 94,893           |
|  |       | 440,736          | 376,651          |
| Treasury shares                                      | 22    | (19,932)         | (33,186)         |
|  |       | 420,804          | 343,465          |
| Proposed dividend                                    | 23    | 69,820           | 55,386           |
|  |       | 490,624          | 398,851          |
| <b>TOTAL LIABILITIES AND EQUITY</b>                  |       | <b>5,082,909</b> | <b>4,059,951</b> |



**Salah Khaled Al-Fulaij**  
Deputy Chairman



**Louis Myers**  
Chief General Manager &  
Chief Executive Officer

# Cash Flow Statement

Year Ended 31 December 2007

|  | NOTE | 2007<br>KD 000's | 2006<br>KD 000's |
|--|------|------------------|------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                                |      |                  |                  |
| Profit for the year  |      | 130,437          | 105,883          |
| Adjustments:   |      |                  |                  |
| Dividend income  |      | (773)            | (453)            |
| Income from disposal of investments available for sale                     |      | (48,727)         | (12,556)         |
| Depreciation   |      | 2,171            | 1,683            |
| Effective interest rate adjustment   |      | 11,309           | -                |
| Loans written down   |      | 8,391            | -                |
| Provisions for impairment  |      | 15,491           | 15,399           |
| <b>OPERATING PROFIT BEFORE CHANGES IN OPERATING ASSETS AND LIABILITIES</b> |      | <b>118,299</b>   | <b>109,956</b>   |
| <i>(Increase) decrease in operating assets:</i>                            |      |                  |                  |
| Treasury bonds   |      | (97,394)         | 80,786           |
| Central Bank of Kuwait bonds   |      | (56,760)         | (59,367)         |
| Deposits with banks and other financial institutions                       |      | (183,867)        | (112,504)        |
| Loans and advances to banks  |      | 10,078           | 15,402           |
| Loans and advances to customers  |      | (764,353)        | (970,271)        |
| Other assets   |      | (1,072)          | 3,230            |
| <i>Increase (decrease) in operating liabilities:</i>                       |      |                  |                  |
| Due to banks   |      | 72,617           | 163,185          |
| Deposits from financial institutions                                       |      | 501,949          | 166,733          |
| Customer deposits  |      | 352,549          | 1,009,779        |
| Floating rate notes  |      | (3,228)          | (572)            |
| Subordinated loans   |      | (4,842)          | 42,942           |
| Other liabilities  |      | 10,809           | 20,611           |
| <b>NET CASH (USED IN) FROM OPERATING ACTIVITIES</b>                        |      | <b>(45,215)</b>  | <b>469,910</b>   |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                                |      |                  |                  |
| Purchase of investments available for sale                                 |      | (227,472)        | (92,947)         |
| Proceeds from sale of investments available for sale                       |      | 182,639          | 53,830           |
| Purchase of premises and equipment (net)                                   |      | (2,770)          | (2,931)          |
| Dividends received   |      | 773              | 453              |
| <b>NET CASH USED IN INVESTING ACTIVITIES</b>                               |      | <b>(46,830)</b>  | <b>(41,595)</b>  |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                                |      |                  |                  |
| Dividends paid   |      | (55,449)         | (51,007)         |
| Purchase of treasury shares  |      | (4,298)          | (44,004)         |
| Sale of treasury shares  |      | 27,770           | 27,337           |
| <b>NET CASH USED IN FINANCING ACTIVITIES</b>                               |      | <b>(31,977)</b>  | <b>(67,674)</b>  |
| <b>NET (DECREASE) INCREASE IN CASH AND SHORT TERM FUNDS</b>                |      | <b>(124,022)</b> | <b>360,641</b>   |
| <b>CASH AND SHORT TERM FUNDS AT 1 JANUARY</b>                              |      | <b>708,288</b>   | <b>347,647</b>   |
| <b>CASH AND SHORT TERM FUNDS AT 31 DECEMBER</b>                            | 9    | <b>584,266</b>   | <b>708,288</b>   |

# Statement of Changes in Equity

Year Ended 31 December 2007

|   | RESERVES                     |   |                                  |                                |                              |  |  |  |                                  |                                  |                                |                                  |          | Total<br>KD 000's |
|---|------------------------------|---|----------------------------------|--------------------------------|------------------------------|--|--|--|----------------------------------|----------------------------------|--------------------------------|----------------------------------|----------|-------------------|
|   | Share<br>Capital<br>KD 000's | Proposed<br>Bonus<br>Shares<br>KD 000's | Statutory<br>Reserve<br>KD 000's | General<br>Reserve<br>KD 000's | Share<br>Premium<br>KD 000's | Property<br>Revaluation<br>Reserve<br>KD 000's | Treasury<br>Share<br>Reserve<br>KD 000's | Fair<br>Valuation<br>Reserve<br>KD 000's | Retained<br>Earnings<br>KD 000's | Subtotal<br>Reserves<br>KD 000's | Treasury<br>Shares<br>KD 000's | Proposed<br>Dividend<br>KD 000's |          |                   |
| At 31 December 2005   | 86,190                       | 8,619                                   | 64,924                           | 2,356                          | 46,044                       | 7,669  | 12,587                                   | 17,087                                   | 69,510                           | 220,177                          | (11,396)                       | 51,095                           | 354,685  |                   |
| Effect of changes in fair value of investments available for sale | -                            | -                                       | -                                | -                              | -                            | -  | -  | 11,805                                   | -                                | 11,805                           | -                              | -                                | 11,805   |                   |
| Net realised gains during the year                                | -                            | -                                       | -                                | -                              | -                            | -  | -  | (9,960)                                  | -                                | (9,960)                          | -                              | -                                | (9,960)  |                   |
| Surplus on revaluation of properties                              | -                            | -                                       | -                                | -                              | -                            | 4,112  | -  | -  | -                                | 4,112                            | -                              | -                                | 4,112    |                   |
| Income and expense directly recognised in equity                  | -                            | -                                       | -                                | -                              | -                            | 4,112  | -  | 1,845                                    | -                                | 5,957                            | -                              | -                                | 5,957    |                   |
| Profit for the year   | -                            | -                                       | -                                | -                              | -                            | -  | -  | -  | 105,883                          | 105,883                          | -                              | -                                | 105,883  |                   |
| Total recognised income and expense for the year                  | -                            | -                                       | -                                | -                              | -                            | 4,112  | -  | 1,845                                    | 105,883                          | 111,840                          | -                              | -                                | 111,840  |                   |
| Issue of capital  | 8,619                        | (8,619)                                 | -                                | -                              | -                            | -  | -  | -  | -                                | -                                | -                              | -                                | -        |                   |
| Purchase of treasury shares                                       | -                            | -                                       | -                                | -                              | -                            | -  | -  | -  | -                                | -                                | (44,004)                       | -                                | (44,004) |                   |
| Sale of treasury shares   | -                            | -                                       | -                                | -                              | -                            | -  | -  | -  | -                                | -                                | 22,214                         | -                                | 22,214   |                   |
| Profit on sale of treasury shares                                 | -                            | -                                       | -                                | -                              | -                            | -  | 5,123                                    | -  | -                                | 5,123                            | -                              | -                                | 5,123    |                   |
| Transfer from profit  | -                            | -                                       | 10,981                           | -                              | -                            | -  | -  | (10,981)                                 | -                                | -                                | -                              | -                                | -        |                   |
| Proposed bonus shares   | -                            | 14,221                                  | -                                | -                              | -                            | -  | -  | -  | (14,221)                         | (14,221)                         | -                              | -                                | -        |                   |
| Proposed dividend   | -                            | -                                       | -                                | -                              | -                            | -  | -  | (55,386)                                 | (55,386)                         | -                                | 55,386                         | -                                | -        |                   |
| Dividend paid   | -                            | -                                       | -                                | -                              | -                            | -  | -  | 88                                       | 88                               | -                                | (51,095)                       | (51,007)                         | -        |                   |
| At 31 December 2006   | 94,809                       | 14,221                                  | 75,905                           | 2,356                          | 46,044                       | 11,781   | 17,710                                   | 18,932                                   | 94,893                           | 267,621                          | (33,186)                       | 55,386                           | 398,851  |                   |
| Effect of changes in fair value of investments available for sale | -                            | -                                       | -                                | -                              | -                            | -  | -  | 28,248                                   | -                                | 28,248                           | -                              | -                                | 28,248   |                   |
| Net realised gains during the year                                | -                            | -                                       | -                                | -                              | -                            | -  | -  | (38,313)                                 | -                                | (38,313)                         | -                              | -                                | (38,313) |                   |
| Surplus on revaluation of properties                              | -                            | -                                       | -                                | -                              | -                            | 3,378  | -  | -  | -                                | 3,378                            | -                              | -                                | 3,378    |                   |
| Income and expense directly recognised in equity                  | -                            | -                                       | -                                | -                              | -                            | 3,378  | -  | (10,065)                                 | -                                | (6,687)                          | -                              | -                                | (6,687)  |                   |
| Profit for the year   | -                            | -                                       | -                                | -                              | -                            | -  | -  | -  | 130,437                          | 130,437                          | -                              | -                                | 130,437  |                   |
| Total recognised income and expense for the year                  | -                            | -                                       | -                                | -                              | -                            | 3,378  | -  | (10,065)                                 | 130,437                          | 123,750                          | -                              | -                                | 123,750  |                   |
| Issue of capital  | 14,221                       | (14,221)                                | -                                | -                              | -                            | -  | -  | -  | -                                | -                                | -                              | -                                | -        |                   |
| Purchase of treasury shares                                       | -                            | -                                       | -                                | -                              | -                            | -  | -  | -  | -                                | -                                | (4,298)                        | -                                | (4,298)  |                   |
| Sale of treasury shares   | -                            | -                                       | -                                | -                              | -                            | -  | -  | -  | -                                | -                                | 17,552                         | -                                | 17,552   |                   |
| Profit on sale of treasury shares                                 | -                            | -                                       | -                                | -                              | -                            | -  | 10,218                                   | -  | -                                | 10,218                           | -                              | -                                | 10,218   |                   |
| Transfer from profit  | -                            | -                                       | 13,533                           | -                              | -                            | -  | -  | (13,533)                                 | -                                | -                                | -                              | -                                | -        |                   |
| Proposed bonus shares   | -                            | 16,355                                  | -                                | -                              | -                            | -  | -  | -  | (16,355)                         | (16,355)                         | -                              | -                                | -        |                   |
| Proposed dividend   | -                            | -                                       | -                                | -                              | -                            | -  | -  | (69,820)                                 | (69,820)                         | -                                | 69,820                         | -                                | -        |                   |
| Dividend paid   | -                            | -                                       | -                                | -                              | -                            | -  | -  | (63)                                     | (63)                             | -                                | (55,386)                       | (55,449)                         | -        |                   |
| At 31 December 2007   | 109,030                      | 16,355                                  | 89,438                           | 2,356                          | 46,044                       | 15,159   | 27,928                                   | 8,867                                    | 125,559                          | 315,351                          | (19,932)                       | 69,820                           | 490,624  |                   |

# Notes to the Financial Statements

## 1. INCORPORATION AND REGISTRATION

Gulf Bank K.S.C. (the Bank) is a public shareholding company incorporated in Kuwait on 29 October 1960 and is registered as a bank with the Central Bank of Kuwait. Its registered office is at Mubarak Al Kabir Street, PO Box 3200, 13032 Safat, Kuwait. The financial statements for the year ended 31 December 2007 have been approved for issue by the Board of Directors on 14 January 2008.

## 2. SIGNIFICANT ACCOUNTING POLICIES

### a. Basis of presentation

The financial statements of the Bank have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted for use by the State of Kuwait for financial services institutions regulated by the Central Bank of Kuwait. These regulations require adoption of all International Financial Reporting Standards (IFRS) except for the IAS 39 requirement for collective provision, which has been replaced by the Central Bank of Kuwait's requirement for a minimum general provision as described under the accounting policy for impairment and uncollectability of financial assets.

The financial statements are prepared under the historical cost basis of measurement as modified by the revaluation of financial assets classified at fair value through income statement and "available for sale", all derivative contracts and land and buildings.

The financial statements have been presented in Kuwaiti Dinars rounded off to the nearest thousand. These financial statements are subject to the approval of the shareholders at the Annual General Meeting.

The accounting policies are consistent with those used in the previous year except that the Bank has adopted the following:

- i) IFRS 7 Financial Instruments: Disclosures; and
- ii) Amendments to International Accounting Standard (IAS 1) – Capital disclosures.

As a result of the above adoptions, certain additional disclosures have been made that will enable users to evaluate:

- o the significance of financial instruments for the Bank's financial position and performance;
- o the nature and extent of risks arising from financial instruments to which the Bank is exposed during the period and at the reporting date, and how the Bank manages those risks; and
- o the Bank's objectives, policies and processes for managing Capital.

The following IASB Standards and Interpretations have been issued but are not yet mandatory, and have not yet been adopted by the Bank:

### IFRS 8 "Operating Segments"

The application of IFRS 8, which will be effective for the annual periods beginning on or after 1 January 2009, will result in disclosure of information to evaluate the nature and financial effects of the business activities in which it engages and the economic environments in which it operates.

### IAS 1 "Presentation of Financial Statements" (Revised)

The application of IAS 1 (Revised), which will be effective for the annual periods beginning on or after 1 January 2009, will impact the presentation of financial statements to enhance the usefulness of the information presented.

### b. Financial instruments

#### Classification, recognition/de-recognition and measurement of financial instruments

##### Classification

In accordance with the revised IAS 39, the Bank classifies its

2. SIGNIFICANT ACCOUNTING POLICIES (continued)  
 b. Financial instruments

financial assets as “at fair value through income statement”, “loans and receivables” and “available for sale”; and its financial liabilities as “non-trading financial liabilities”.

Financial assets “carried at fair value through income statement” are divided into two sub categories: financial assets held for trading, and those designated at fair value through income statement at inception. A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if they are managed and their performance is evaluated and reported internally on a fair value basis in accordance with a documented investment strategy. Derivatives are also classified as “held for trading” unless they are designated as hedges and are effective hedging instruments.

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

Financial assets which are not classified as above are classified as “available for sale”, and are principally those acquired to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices.

Financial liabilities, which are not held for trading, are classified as “non-trading financial liabilities”.

Management determines the classification of these financial instruments at the time of acquisition.

*Recognition/de-recognition*

A financial asset or a financial liability is recognised when the Bank becomes a party to the contractual provisions of the instrument.

A financial asset (in whole or in part ) is derecognised where:

- o the rights to receive cash flows from the asset have expired, or
- o the Bank retains the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third party under a

‘pass through’ arrangement, or

- o the Bank has transferred its rights to receive cash flows from the asset and either (a) has transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Bank has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Bank’s continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Bank could be required to repay.

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability.

All regular way purchases and sales of financial assets are recognised using settlement date accounting i.e. the date that the Bank receives or delivers the assets. Changes in fair value between the trade date and settlement date are recognised in the income statement, or in equity in accordance with the policy applicable to the related instrument. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulations or conventions in the market place.

## 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

## b. Financial instruments

*Measurement*

All financial instruments are initially recognised at fair value. Transaction costs are included only for those financial instruments that are not measured at fair value through the income statement.

On subsequent re-measurement, financial assets classified as "carried at fair value through income statement" are carried at fair value with resultant unrealised gains or losses arising from changes in fair value included in the income statement. "Loans and receivables" are carried at amortised cost using the effective yield method less any provision for impairment. Those classified as "available for sale" are subsequently measured and carried at fair values. Unrealised gains and losses arising from changes in fair value of those classified as "available for sale" are taken to fair valuation reserve in equity.

Investments in equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured and derivatives that are linked to and must be settled by delivery of such unquoted instruments are measured at cost less impairment loss, if any. "Non-trading financial liabilities" are carried at amortised cost using the effective interest method.

When the "available for sale" asset is disposed of, or impaired, the related accumulated fair value adjustments previously recognised in equity are transferred to the income statement as gains or losses.

**Fair values**

Fair values of quoted instruments are based on quoted closing bid prices or using the current market rate of interest for that instrument. Fair values for unquoted instruments are based on net asset values provided by the administrators of fund, or are estimated using applicable price/earnings or price/cash flow ratios refined to reflect the specific circumstances of the issuer. The fair value of investments in mutual funds, unit trusts or similar investment vehicles are based on the last published bid price.

The fair value of unquoted financial instruments is determined by reference to a significant third party transaction, or to the market value of a similar investment, or the expected discounted cash flows, brokers' quotes, or other appropriate valuation models.

The fair value of financial instruments carried at amortised cost is estimated by discounting the future cash flows at the current market interest rates for similar financial instruments.

The fair value of a derivative is the equivalent of the unrealised gain or loss from marking to market the derivative using prevailing market rates or internal pricing models.

**Impairment and uncollectibility of financial assets**

An assessment is made at each balance sheet date to determine whether there is objective evidence that a specific financial asset or a group of similar financial assets may be impaired. If such evidence exists, any impairment loss is recognised in the income statement.

**Impairment is determined as follows:**

- a) for financial assets with fixed interest rates, carried at amortised cost, impairment is the difference between the carrying value and the present value of the estimated cash flows (excluding future credit losses that have not been incurred) discounted at the original effective interest rate; and for financial assets with variable interest rates, carried at amortised cost, discounted at the effective interest rate;
- b) for financial assets carried at fair value, impairment is the difference between cost and fair value, less any impairment loss previously recognised in the income statement;
- c) for financial assets carried at cost, impairment is the difference between the carrying value and present value of future cash flows discounted at the current market rate of return for a similar financial asset.

2. SIGNIFICANT ACCOUNTING POLICIES (continued)  
 b. Financial instruments

For available for sale equity investments, reversals of impairment losses are recorded as increases in fair valuation reserve through equity.

In addition, in accordance with Central Bank of Kuwait (CBK) instructions, a minimum general provision is made on all credit facilities net of certain categories of collateral, to which CBK instructions are applicable and not subject to specific provision.

In March 2007, the CBK issued a circular amending the basis of making minimum general provisions on facilities changing the rate from 2% to 1% for cash facilities and 0.5% for non cash facilities. The required rates are effective from 1 January 2007 on the net increase in facilities, net of certain categories of collateral during the reporting period. The minimum general provision in excess of the present 1% for cash facilities and 0.5% for non cash facilities would be retained as a general provision until further directive from the Central Bank of Kuwait.

Financial assets are written off when there is no realistic prospect of recovery.

#### Offsetting

Financial assets and financial liabilities are offset and the net amounts reported in the balance sheet only when there is a legally enforceable right to set off the recognised amounts and the Bank intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

#### Renegotiated loans

Where possible, the Bank seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, the loan is no longer considered past due. Management continuously reviews renegotiated loans to ensure that all criteria are met and that future payments are likely to occur.

#### c. Derivative financial instruments and hedging

In the ordinary course of business, the Bank enters into various types of transactions that involve derivative financial instruments including forward and swaps in the foreign exchange and money markets. Derivatives with positive fair values (unrealised gains) are included in other assets and derivatives with negative fair values (unrealised losses) are included in other liabilities in the balance sheet.

Fair values are generally obtained by reference to quoted market prices, discounted cash flow models and pricing models as appropriate. Any changes in the fair value of derivatives that are held for trading are taken directly to the income statement and are disclosed in trading income. Derivatives held for trading also include those derivatives which do not qualify for hedge accounting described below.

For the purpose of hedge accounting, hedges are classified into two categories: (a) fair value hedges which hedge the exposure to changes in the fair value of a recognised asset or liability; and (b) cash flow hedges which hedge exposure to variability in cash flows that is either attributable to a particular risk associated with a recognised asset or liability, or a forecast transaction.

In order to qualify for hedge accounting, the hedge should be expected to be highly effective, i.e. the changes in fair value or cash flows of the hedging instrument should effectively offset corresponding changes in the hedged item, and should be reliably measurable. At the inception of the hedge, the risk management objective and strategy are documented, including the identification of the hedging instrument, the related hedged item, the nature of risk being hedged, and how the Bank will assess the effectiveness of the hedging relationship. Subsequently, the hedge is required to be assessed and determined to be an effective hedge on an ongoing basis.

In relation to fair value hedges, which meet the conditions for hedge accounting, any gain or loss from remeasuring the hedging instrument to fair value is recognised immediately in the income statement. Any gain or loss on the hedged item attributable to the hedged risk is adjusted against the carrying

2. SIGNIFICANT ACCOUNTING POLICIES (continued)  
 c. Derivative financial instruments and hedging (continued)

amount of the hedged item and recognised in the income statement.

In relation to cash flow hedges, which meet the conditions for hedge accounting, the portion of the gain or loss on the hedging instrument that is determined to be an effective hedge is recognised directly in shareholders' equity and the ineffective portion is recognised in the income statement.

For cash flow hedges affecting future transactions that subsequently results in the recognition of a financial asset or a financial liability, the associated gains or losses which are recognised in shareholders' equity are re-classified into the income statement in the same period or periods during which the financial asset or financial liability affects the income statement.

For hedges, which do not qualify for hedge accounting, any gains or losses arising from changes in the fair value of the hedging instrument are taken directly to the income statement.

Hedge accounting is discontinued prospectively when the hedging instrument expires or is sold, terminated or exercised, or it no longer qualifies for hedge accounting or the forecast transaction is no longer expected to occur or the designation is revoked. At that point in time, any cumulative gain or loss on the hedging instrument recognized in equity is kept there until the forecast transaction occurs. In cases where the forecast transaction is no longer expected to occur or the designation is revoked, the net cumulative gain or loss recognised in equity is transferred to the income statement. In the case of fair value hedges of interest-bearing financial instruments, any adjustment to its carrying value relating to the hedge is amortized over the remaining term to maturity.

**d. Collateral pending sale**

The Bank occasionally acquires property in settlement of certain loans and advances. Such property is stated at the lower of the carrying value of the related loans and advances and the current fair value of such assets. Gains or losses on disposal, and revaluation losses, are recognised in the income statement.

**e. Provisions**

Provisions are recognised when, as a result of past events, it is probable that an outflow of economic resources will be required to settle a present, legal or constructive obligation and the amount can be reliably estimated.

**f. Treasury shares**

The cost of the Bank's own shares purchased, including directly attributable costs, is recognised as a change in equity. Gains or losses arising on sale are separately disclosed under equity and in accordance with the instructions of Central Bank of Kuwait, these amounts are not available for distribution. These shares are not entitled to any cash dividends.

**g. Revenue recognition**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Bank and the revenue can be reliably measured.

Interest income and fees which are considered an integral part of the effective yield of a financial asset are recognised using the effective yield method, unless collectibility is in doubt. Once a financial instrument categorised as 'loans and receivables' is impaired, interest is calculated based on expected future cash flows (excluding future credit losses that have not been incurred) used for the purpose of measuring the impairment.

Other fees receivable are recognised as the services are provided. Dividend income is recognised when the right to receive payment is established.

**h. Fiduciary assets**

Assets held in trust or in a fiduciary capacity are not treated as assets of the Bank and accordingly are not included in these financial statements.

2. SIGNIFICANT ACCOUNTING POLICIES (continued)  
i. Foreign currencies

**i. Foreign currencies**

Foreign currency transactions are recorded at rates of exchange ruling at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at year end are translated into Kuwaiti Dinars at the rates of exchange ruling at the balance sheet date. Forward exchange contracts are valued at the forward rates ruling at the balance sheet date. Any resultant gains or losses are taken to the income statement.

Translation gains and losses on non-monetary items such as equities classified as available for sale financial assets are included in the fair valuation reserve in equity, unless part of an effective hedging strategy.

**j. Cash and cash equivalents**

Cash and cash equivalents consist of cash on hand and deposits with banks and other financial institutions (including Central Bank of Kuwait) having original maturities not exceeding 30 days.

**k. Significant accounting judgements and estimates**

**Judgements**

In the process of applying the Bank's accounting policies, management uses judgements, and makes estimates in determining the amounts recognised in the financial statements. The most significant use of judgements and estimates is as follows:

*Classification of financial instruments*

Management has to decide on acquisition of a financial instrument whether it should be classified as carried at fair value through income statement, available for sale or as loans and advances. In making that judgement, the Bank considers the primary purpose for which it is acquired and how it intends to manage and report its performance. Such judgement determines whether it is subsequently measured at cost or at fair value and if the changes in fair value of instruments are reported in the income statement or directly in equity.

*Evidence of impairment in investments*

The Bank treats available for sale equity investments as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires considerable judgement.

**Estimation uncertainty**

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are discussed below:

*Impairment losses on loans and advances and investment in debt instruments*

The Bank reviews problem loans and advances and investment in debt instruments on an ongoing basis to assess whether a provision for impairment should be recorded in the income statement. In particular, considerable judgement by management is required in the estimation of the amount and timing of future cash flows when determining the level of provisions required. Such estimates are necessarily based on assumptions about several factors involving varying degrees of judgment and uncertainty, and actual results may differ resulting in future changes to such provisions.

*Valuation of unquoted equity investments*

Valuation of unquoted equity investments is normally based on one of the following:

- recent arm's length market transactions;
- the expected cash flows discounted at current rates applicable for items with similar terms and risk characteristics;
- current fair value of another instrument that is substantially the same; or
- valuation models.

The Bank calibrates the valuation techniques periodically and tests these for validity using either prices from observable current market transactions in the same instrument or other available observable market data.

**3. INTEREST INCOME**

|   | 2007<br>KD 000's | 2006<br>KD 000's |
|---|------------------|------------------|
| Treasury bonds, Central Bank of Kuwait Bonds, and other investments | 34,625           | 24,314           |
| Placements with banks   | 33,517           | 17,941           |
| Loans and advances to banks and customers (refer note 5)            | 247,163          | 193,644          |
|   | <b>315,305</b>   | <b>235,899</b>   |

**4. INTEREST EXPENSE**

|                  | 2007<br>KD 000's | 2006<br>KD 000's |
|------------------|------------------|------------------|
| Call accounts    | 4,257            | 3,309            |
| Savings accounts | 2,847            | 2,892            |
| Time deposits    | 177,628          | 108,492          |
| Bank borrowings  | 24,021           | 12,665           |
|                  | <b>208,753</b>   | <b>127,358</b>   |

**5. EFFECTIVE INTEREST RATE ADJUSTMENT AND LOANS WRITTEN DOWN**

An amount of **KD11,309,000** has been charged to the income statement in the last quarter of the year. The charge represents an adjustment to a portfolio of loans that have had their terms modified during the year in accordance with Central Bank of Kuwait -Circular No. 2/202/BS,BSA,RS,RSA/2007 dated 13 February 2007 and has been computed based on revised estimates of future cash flows, discounted at original

contracted rates of interest.

An amount of **KD8,391,000** has been charged to the income statement in the last quarter of the year. The charge represents a write down of the principal balance amounts of a portfolio of loans that have had their terms modified during the year in accordance with the Central Bank of Kuwait- Circular No. 2/202/BS,BSA,RS,RSA/2007 dated 13 February 2007.

**6. NET FEES AND COMMISSION INCOME**

|                                   | 2007<br>KD 000's | 2006<br>KD 000's |
|-----------------------------------|------------------|------------------|
| Total fees and commission income  | 26,346           | 28,700           |
| Total fees and commission expense | 2,922            | 2,623            |
| Net fees and commission income    | <b>23,424</b>    | <b>26,077</b>    |

## 7. OTHER INCOME

|                                   | 2007<br>KD 000's | 2006<br>KD 000's |
|-----------------------------------|------------------|------------------|
| Subscription and custody fees     | 769              | 111              |
| Customer portfolio management fee | 62               | 110              |
| Sundry income                     | 308              | 158              |
|                                   | <b>1,139</b>     | <b>379</b>       |

## 8. BASIC AND DILUTED EARNINGS PER SHARE

Basic and diluted earnings per share is based on the weighted average number of shares outstanding during the year as follows:

|   | 2007<br>KD 000's     | 2006<br>KD 000's     |
|---|----------------------|----------------------|
| Profit for the year   | 130,437              | 105,883              |
|   | Shares               | Shares               |
| Weighted average number of Bank's issued and paid up shares | 1,090,305,377        | 1,090,305,377        |
| Less: weighted average number of treasury shares            | (22,393,437)         | (26,983,471)         |
|   | <b>1,067,911,940</b> | <b>1,063,321,906</b> |
|   | Fils                 | Fils                 |
| Earnings per share  | <b>122.142</b>       | <b>99.578</b>        |

Earnings per share reported for the year ended 31 December 2006 was 114.514 fils before retroactive adjustment relating to the issue of bonus share at 15% of the paid up capital approved by the shareholders in the Annual General Meeting

dated 3 March 2007.

The weighted average number of issued and paid up shares and treasury shares for 2006 have been adjusted for the bonus shares issued in 2007.

## 9. CASH AND SHORT TERM FUNDS

|  | 2007<br>KD 000's | 2006<br>KD 000's |
|--|------------------|------------------|
| Balances with the Central Bank of Kuwait                                       | 57,091           | 435,062          |
| Cash on hand and in current accounts with other banks                          | 85,978           | 49,722           |
| Deposits with banks and other financial institutions maturing within one month | 441,197          | 223,504          |
|  | <b>584,266</b>   | <b>708,288</b>   |

## 10. TREASURY BONDS

The Central Bank of Kuwait on behalf of the Ministry of Finance issues these financial instruments.

|                          | 2007<br>KD 000's | 2006<br>KD 000's |
|--------------------------|------------------|------------------|
| Maturing within one year | 338,620          | 203,254          |
| Maturing after one year  | 74,287           | 112,259          |
|                          | <b>412,907</b>   | <b>315,513</b>   |

**11. CENTRAL BANK OF KUWAIT BONDS**

These financial instruments are issued by the Central Bank of Kuwait. They mature within a period not exceeding one year.

**12. LOANS AND ADVANCES TO BANKS AND CUSTOMERS**

Loans and advances represent monies paid to banks and customers. The Bank's assessment of the credit risk concentration, based on the primary purpose of the loans and advances given, is provided below.

**At 31 December 2007**

|                                 | Kuwait<br>KD 000's | Other<br>Middle<br>East<br>KD 000's | Western<br>Europe<br>KD 000's | Asia<br>Pacific<br>KD 000's | Rest of<br>World<br>KD 000's | Total<br>KD 000's |
|---------------------------------|--------------------|-------------------------------------|-------------------------------|-----------------------------|------------------------------|-------------------|
| Loans and advances to customers |                    |                                     |                               |                             |                              |                   |
| Personal                        | 773,524            | -                                   | -                             | -                           | -                            | 773,524           |
| Financial                       | 386,155            | 5,894                               | 24                            | -                           | -                            | 392,073           |
| Trade and commerce              | 221,035            | 589                                 | -                             | -                           | -                            | 221,624           |
| Crude oil and gas               | 1,755              | 390                                 | -                             | -                           | -                            | 2,145             |
| Construction                    | 401,817            | 51,570                              | -                             | 4,644                       | -                            | 458,031           |
| Government                      | -                  | 57,707                              | -                             | -                           | 1,318                        | 59,025            |
| Manufacturing                   | 246,975            | 16,035                              | 240                           | -                           | -                            | 263,250           |
| Real estate                     | 696,269            | -                                   | -                             | -                           | -                            | 696,269           |
| Others                          | 337,037            | 71,600                              | 42,730                        | -                           | 38,417                       | 489,784           |
|                                 | <u>3,064,567</u>   | <u>203,785</u>                      | <u>42,994</u>                 | <u>4,644</u>                | <u>39,735</u>                | <u>3,355,725</u>  |
| Less: Provision for impairment  |                    |                                     |                               |                             |                              | (86,929)          |
|                                 |                    |                                     |                               |                             |                              | <u>3,268,796</u>  |
| Loans and advances to banks     | <u>7,092</u>       | <u>22,711</u>                       | <u>8,168</u>                  | <u>22</u>                   | -                            | <u>37,993</u>     |

**At 31 December 2006**

|                                |                  |                |               |          |               |                  |
|--------------------------------|------------------|----------------|---------------|----------|---------------|------------------|
| Personal                       | 747,264          | -              | -             | -        | -             | 747,264          |
| Financial                      | 318,585          | 6,087          | -             | -        | -             | 324,672          |
| Trade and commerce             | 260,975          | 818            | -             | -        | -             | 261,793          |
| Crude oil and gas              | 13,856           | 413            | -             | -        | -             | 14,269           |
| Construction                   | 379,932          | 49,024         | -             | -        | -             | 428,956          |
| Government                     | -                | 47,174         | -             | -        | 29,144        | 76,318           |
| Manufacturing                  | 67,272           | 17,068         | -             | -        | -             | 84,340           |
| Real estate                    | 501,471          | -              | -             | -        | -             | 501,471          |
| Others                         | 154,026          | 3,231          | 14,480        | -        | -             | 171,737          |
|                                | <u>2,443,381</u> | <u>123,815</u> | <u>14,480</u> | <u>-</u> | <u>29,144</u> | <u>2,610,820</u> |
| Less: Provision for impairment |                  |                |               |          |               | (72,517)         |
|                                |                  |                |               |          |               | <u>2,538,303</u> |
| Loans and advances to banks    | <u>6,361</u>     | <u>20,963</u>  | <u>20,747</u> | <u>-</u> | <u>-</u>      | <u>48,071</u>    |

## 12. LOANS AND ADVANCES TO BANKS AND CUSTOMERS (continued)

|  | 2007     |                     |        | 2006     |                     |        |
|--|----------|---------------------|--------|----------|---------------------|--------|
|  | Specific | KD 000's<br>General | Total  | Specific | KD 000's<br>General | Total  |
| Movement in provisions for impairment        |          |                     |        |          |                     |        |
| At 1 January                                 | 23,710   | 48,807              | 72,517 | 19,469   | 41,531              | 61,000 |
| Exchange adjustments                         | (26)     | -                   | (26)   | 12       | -                   | 12     |
| Recoveries                                   | 862      | -                   | 862    | 1,039    | -                   | 1,039  |
| Amounts written off                          | (192)    | -                   | (192)  | (67)     | -                   | (67)   |
| Amount to be ceded to Central Bank of Kuwait | (392)    | -                   | (392)  | -        | -                   | -      |
| Income statement                             | 8,605    | 5,555               | 14,160 | 3,257    | 7,276               | 10,533 |
| At 31 December                               | 32,567   | 54,362              | 86,929 | 23,710   | 48,807              | 72,517 |

The analysis of specific and general provisions set out above is based on the requirements of the Central Bank of Kuwait. According to the Central Bank of Kuwait instructions, a minimum

general provision of 1% on all credit facilities, net of certain categories of collateral, to which CBK instructions are applicable and not subject to specific provision, has been made.

**Movement in provisions for impairment for loans and advances by class is as follows:**

|  | 2007<br>KD 000's     |                     |        | 2006<br>KD 000's     |                     |        |
|--|----------------------|---------------------|--------|----------------------|---------------------|--------|
|  | Corporate<br>lending | Consumer<br>lending | Total  | Corporate<br>lending | Consumer<br>lending | Total  |
| At 1 January                                 | 51,284               | 21,233              | 72,517 | 46,076               | 14,924              | 61,000 |
| Exchange adjustments                         | (26)                 | -                   | (26)   | 12                   | -                   | 12     |
| Recoveries                                   | -                    | 862                 | 862    | -                    | 1,039               | 1,039  |
| Amounts written off                          | (39)                 | (153)               | (192)  | (4)                  | (63)                | (67)   |
| Amount to be ceded to Central Bank of Kuwait | (392)                | -                   | (392)  | -                    | -                   | -      |
| Income statement                             | 6,517                | 7,643               | 14,160 | 5,200                | 5,333               | 10,533 |
| At 31 December                               | 57,344               | 29,585              | 86,929 | 51,284               | 21,233              | 72,517 |
| Specific provision                           | 15,282               | 17,285              | 32,567 | 14,704               | 9,006               | 23,710 |
| General provision                            | 42,062               | 12,300              | 54,362 | 36,580               | 12,227              | 48,807 |
|  | 57,344               | 29,585              | 86,929 | 51,284               | 21,233              | 72,517 |

## 12. LOANS AND ADVANCES TO BANKS AND CUSTOMERS (continued)

The provision charge for the year on non-cash facilities is **KD1,331,000** (2006: KD4,866,000), net of release of specific provisions of **KD Nil** (2006: KD5,000). The available provision on non-cash facilities of **KD20,947,000** (2006: KD19,616,000) is included in other liabilities (Note 19).

As at 31 December 2007, non-performing loans and advances amounted to **KD56,332,000** (2006: KD42,950,000) split between facilities granted pre-invasion and post-liberation as follows:

|                 | 2007                         |                                 | 2006                         |                                 |
|-----------------|------------------------------|---------------------------------|------------------------------|---------------------------------|
|                 | Loans & Advances<br>KD 000's | Specific Provisions<br>KD 000's | Loans & advances<br>KD 000's | Specific Provisions<br>KD 000's |
| Pre-invasion    | 12,511                       | 12,511                          | 12,911                       | 12,911                          |
| Post-liberation | 43,821                       | 20,056                          | 30,039                       | 10,799                          |
| Total           | <b>56,332</b>                | <b>32,567</b>                   | 42,950                       | 23,710                          |

In accordance with Decree 32/1992, when the pre-invasion provisions are no longer required, they must be ceded to the

Central Bank of Kuwait.

## 13. INVESTMENTS AVAILABLE FOR SALE

|                          | 2007<br>KD 000's | 2006<br>KD 000's |
|--------------------------|------------------|------------------|
| <b>Debt securities</b>   |                  |                  |
| Quoted                   | -                | 2,255            |
| Unquoted                 | -                | 716              |
|                          | -                | 2,971            |
| <b>Equity securities</b> |                  |                  |
| Quoted                   | 2,291            | 2,363            |
| Unquoted                 | 240,588          | 154,050          |
|                          | 242,879          | 156,413          |
| Total                    | <b>242,879</b>   | 159,384          |

During the year, the Bank recognised **KD28,248,000** (2006: KD11,805,000) in equity as the net gain arising from changes in fair value of investment securities and re-cycled a profit of **KD38,313,000** (2006: KD9,960,000) to the income statement arising from the disposal of "investments available for sale".

The determination of the cash flows and discount factors for unquoted equity investments requires significant

estimation. There are certain investments where this estimation cannot be reliably determined, and as a result investments with a carrying amount of **KD21,741,000** (2006: KD15,316,000) are carried at cost. Certain investments amounting to **KD1,035,000** (2006: KD16,247,000) are carried at cost as the acquisition price of these investments is determined to be the fair value as these securities are recently acquired.

**14. OTHER ASSETS**

|                             | 2007<br>KD 000's | 2006<br>KD 000's |
|-----------------------------|------------------|------------------|
| Accrued interest receivable | 21,790           | 17,794           |
| Sundry debtors and others   | 1,343            | 4,267            |
|                             | <b>23,133</b>    | <b>22,061</b>    |

**15. DUE TO BANKS AND DEPOSITS FROM FINANCIAL INSTITUTIONS**

|   | 2007<br>KD 000's | 2006<br>KD 000's |
|---|------------------|------------------|
| <b>Due to banks</b>                         |                  |                  |
| Current accounts and demand deposits        | 11,354           | 11,110           |
| Time deposits                               | 290,292          | 217,919          |
|   | <b>301,646</b>   | <b>229,029</b>   |
| <b>Deposits from financial institutions</b> |                  |                  |
| Current accounts and demand deposits        | 83,772           | 78,043           |
| Time deposits                               | 790,693          | 294,473          |
|   | <b>874,465</b>   | <b>372,516</b>   |

**16. CUSTOMER DEPOSITS**

|                  | 2007<br>KD 000's | 2006<br>KD 000's |
|------------------|------------------|------------------|
| Current accounts | 434,304          | 358,843          |
| Savings accounts | 209,930          | 204,387          |
| Time deposits    | 2,547,095        | 2,275,550        |
|                  | <b>3,191,329</b> | <b>2,838,780</b> |

**17. FLOATING RATE NOTES**

On 22 October 2003, the Bank issued five year floating rate notes (due October 2008), with a principal amount of USD 200 million at an issue price of 100%. The notes bear interest at the rate of 0.65% per annum above the London interbank offered rate (LIBOR) for three month US dollar deposits, payable quarterly in arrears. The notes are in bearer form in the denomination

of USD 100,000 each. They are listed on the Luxembourg Stock Exchange and are redeemable at par on or before 22 October 2008. The fair value of the floating rate notes as at 31 December 2007 is **USD 200,040,000** (2006: USD 201,000,000), equivalent to **KD54,610,920** (2006: KD58,117,000).

## 18. SUBORDINATED LOANS

As at 31 December 2007, the Bank has subordinated borrowings of USD 300 million (equivalent to **KD81,900,000**). The borrowings comprise of three 10 year subordinated loans: USD 50 million due in June 2014, USD 100 million due in December 2014, and USD 150 million due in October 2016.

The borrowings were obtained from financial institutions outside of Kuwait and qualify as Tier 2 subordinated loan capital. The loans are repayable at maturity, with an option for early pre-payment with the prior approval of Central Bank of Kuwait, and interest is variable and related to interbank offered rates.

## 19. OTHER LIABILITIES

|   | 2007<br>KD 000's | 2006<br>KD 000's |
|---|------------------|------------------|
| Interest payable  | 43,120           | 32,103           |
| Deferred income   | 2,268            | 8,195            |
| Provisions for non-cash facilities                                | 20,947           | 19,616           |
| Contribution to Kuwait Foundation for the Advancement of Sciences | 1,353            | 1,098            |
| Staff related provisions  | 4,162            | 3,225            |
| National Labour Support Tax                                       | 3,348            | 2,716            |
| Zakat   | 83               | -                |
| Other   | 13,064           | 9,252            |
|   | <b>88,345</b>    | <b>76,205</b>    |

## 20. SHARE CAPITAL

|   | 2007<br>KD 000's | 2006<br>KD 000's |
|---|------------------|------------------|
| Authorised, issued and fully paid ordinary shares | <b>109,030</b>   | <b>94,809</b>    |

The number of authorised, issued and fully paid ordinary shares of KD0.100 each as at 31 December 2007 is **1,090,305,377** (2006: 948,091,631). Bonus share of 15% on the outstanding

shares proposed as at 31 December 2006 was approved at the 2006 Annual General Meeting and was issued in 2007 following that approval (Note 23).

## 21. RESERVES

In accordance with the Law of Commercial Companies and the Bank's Articles of Association, 10% of the Bank's operating profit for the year is transferred to statutory reserve.

Only that part of the statutory reserve in excess of 50% of paid-up share capital is freely distributable and useable with approval of the Annual General Meeting. Distribution of the balance of the statutory reserve is limited to the amount required to enable the payment of a dividend of 5% of paid-up share capital to be made in years when accumulated profits are not sufficient for the payment of a dividend of that amount.

The general reserve represents the surplus general provision on credit facilities arising on implementation of Central Bank of Kuwait instructions issued on 18 December 1996 as well as additional instructions issued on 1 June 1999, and dividends distributed on treasury shares up until the end of 1997.

The property revaluation reserve represents the surplus of market value over carrying value of the premises and equipment owned by the Bank. The balance in this reserve is taken directly to retained earnings when the underlying assets are disposed of. The balances in the share premium account and treasury share reserve cannot be distributed.

## 22. TREASURY SHARES

|  | 2007              | 2006       |
|--|-------------------|------------|
| Number of treasury shares                  | <b>16,157,598</b> | 24,994,216 |
| Percentage of treasury shares              | <b>1.48%</b>      | 2.64%      |
| Cost of treasury shares (KD 000's)         | <b>19,932</b>     | 33,186     |
| Market value of treasury shares (KD 000's) | <b>27,629</b>     | 42,990     |

## 23. PROPOSED DIVIDEND, BONUS SHARES AND DIRECTORS' REMUNERATION

At 31 December 2007, the following dividend has been proposed and will be submitted for formal approval at the Annual General Meeting: cash dividend of KD0.065 per share (totalling KD69,820,000) payable to the shareholders registered in the Bank's records as of the date of the Annual General Meeting, and bonus shares of 15% on the outstanding shares as at 31 December 2007.

A cash dividend of KD0.060 per share (totalling KD55,386,000) and bonus shares of 15% on the outstanding shares proposed as of 31 December 2006, was approved at the 2006 Annual General Meeting and was paid in 2007 following that approval.

Directors' remuneration of **KD108,000** (2006: KD108,000) is within the amount permissible under local regulations and is subject to approval of the shareholders at the Annual General Meeting.

## 24. PROVISIONS TO BE RECOVERED/CEDED TO THE CENTRAL BANK OF KUWAIT

As at 31 December 2007, provisions to be ceded to the Central Bank of Kuwait is **KD392,000** (2006: KD Nil). The identification of provisions no longer required was made in the same manner as adopted at the end of 2006 and in accordance with Central Bank of Kuwait instructions.

## 25. RELATED PARTY TRANSACTIONS

Certain related parties (directors and officers of the Bank, their families and companies of which they are the principal owners) were customers of the Bank in the ordinary course of business. Such transactions were made on substantially the same terms, including interest rates and collateral, as those prevailing at the same time for comparable transactions with unrelated parties, and did not involve more than a normal amount of risk.

## 25. RELATED PARTY TRANSACTIONS (continued)

The transaction and balances included in the balance sheet are as follows:

|                             | No. of Board members<br>and executive manage-<br>ment members | No. of related parties | Value<br>KD 000's |
|-----------------------------|---|------------------------|-------------------|
| <b>2007</b>                 |   |                        |                   |
| <b>Board members</b>        |   |                        |                   |
| Loans                       | 4   | 2                      | 46,749            |
| Deposits                    | 5   | -                      | 807               |
| Guarantees issued           | 2   | 2                      | 2,190             |
| <b>Executive management</b> |   |                        |                   |
| Loans                       | 9   | -                      | 3,589             |
| Deposits                    | 2   | -                      | 14                |
| Guarantees issued           | 2   | -                      | 2                 |
| <b>2006</b>                 |   |                        |                   |
| <b>Board members</b>        |   |                        |                   |
| Loans                       | 4   | 1                      | 10,229            |
| Deposits                    | 8   | -                      | 321               |
| Guarantees issued           | 3   | 1                      | 148               |
| <b>Executive management</b> |   |                        |                   |
| Loans                       | 8   | -                      | 2,794             |
| Deposits                    | 1   | -                      | 4                 |
| Guarantees issued           | 2   | -                      | 2                 |

The loans issued to directors and key management personnel are repayable within 3 years and have interest rates of **6.25% to 8.25%** (2006: 6% to 8%). The loans advanced to

directors during the year are collateralised. The fair value of these collaterals as of 31 December 2007 was **KD94,675,000** (2006: KD17,470,000).

The transactions included in the income statement are as follows:

|  | 2007<br>KD 000's | 2006<br>KD 000's |
|--|------------------|------------------|
| <b>Directors and key management personnel:</b> |                  |                  |
| Interest income earned                         | 3,807            | 865              |
| Interest expense on deposits                   | 23               | 14               |
| <b>Key management compensation:</b>            |                  |                  |
| Salaries and other short-term benefits         | 2,039            | 1,629            |
| End of service/termination benefits            | 120              | 70               |

## 26. FINANCIAL INSTRUMENTS

### Strategy in using financial instruments

As a commercial bank, the Bank's activities are principally related to the use of financial instruments including derivatives. It accepts deposits from customers at both fixed and floating rates for various periods and seeks to earn above average interest margins by investing these funds in high quality assets. It also seeks to increase these margins by consolidating short term funds and lending for longer periods at higher rates while maintaining sufficient liquidity to meet all claims that may fall due.

With the exception of specific hedging arrangements, foreign exchange and interest rate exposures associated with these derivatives are normally offset by entering into counterbalancing positions, thereby controlling the variability in the net cash amounts required to liquidate market positions.

### Risk management

The use of financial instruments also brings with it the associated inherent risks. The Bank recognises the relationship between returns and risks associated with the use of financial instruments and the management of risk forms an integral part of the Bank's strategic objectives.

The strategy of the Bank is to maintain a strong risk management culture and manage the risk/reward relationship within and across each of the Bank's major risk-based lines of business. The Bank continuously reviews its risk management policies and practices to ensure that the Bank is not subject to large asset valuation volatility and earnings volatility.

The following sections describe the several risks inherent in the banking process, their nature and how they are managed.

### A. CREDIT RISK

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. It arises principally from lending, trade finance and treasury activities.

Concentrations of credit risk arise when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations of credit risk indicate the relative sensitivity of the Bank's performance to developments affecting a particular industry or geographic location.

A brief description of the risk management framework is given below:

The Bank has comprehensive policies and procedures to control and monitor all such risks. Credit risk is minimised by monitoring credit exposures, limiting transactions with individual counterparties and continually assessing collateral coverage/quality and the creditworthiness of counterparties.

Individual customer, industry segment and cross-border limits are used to diversify lending and avoid undue concentrations. Credit exposure relating to trading activities is controlled by the use of strict counterparty limits, master netting agreements and collateral arrangements (where appropriate), and by limiting the duration of exposures.

An independent credit control unit, reporting to Deputy General Manager, Credit Control, is responsible for providing high-level centralised management of credit risk. The responsibilities of this team include: monitoring adherence to credit policies and procedures; establishing and maintaining large credit exposure policies covering the

26. FINANCIAL INSTRUMENTS *(continued)*

## A. CREDIT RISK

maximum exposure to individual customers, customer groups and other risk concentrations; undertaking independent and objective 'pre-fact' reviews to assess the credit risk for both new facilities and renewals; controlling exposures to banks and other financial institutions; controlling cross-border exposures; controlling exposures to specific industry groups; maintaining and developing the bank's facility rating process in order to categorise exposures into meaningful segments; and preparing regular reports to senior management on areas such as customer/industry risk concentrations, country limits and cross-border exposures and non-performing accounts and provisions.

The Bank has detailed credit approval guidelines for each of its individual retail loan products. The eligibility criteria vary according to the specific loan product, but include items such as minimum length of employment and minimum period of pre-existing banking relationship with the Bank. Applicants must also provide a credit reference from their employer, specifying salary and length of service, and a commitment from the employer to pay their salary directly to their saving account with the Bank. In accordance with CBK regulations, the applicant's total monthly debt repayment to income ratio must not exceed 50% of their monthly income.

The Bank has four credit committees: the Executive Credit Committee ('ECC'), the Management Sub-Committee ('MSC'), the Retail Credit Committee ('RCC') and the Classification and Provisions Committee ('CPC'). The Board of Directors has delegated all authority for credit decisions to the ECC within the Central Bank of Kuwait guidelines. The responsibilities of the ECC are to review and approve any amendments to the Bank's credit policies and risk strategies for submission to the Board of Directors for final approval and to review, approve, reject, modify or conditionally approve credit proposals in excess of the delegated authority of the MSC and in compliance with the credit policies of the Bank.

The RCC meets regularly and has the authority to approve, reject or modify credit applications from retail customers submitted to it within its delegated authority levels. An independent, centralised quality assurance function ensures the completeness and accuracy of the loan application documentation, undertakes credit and "black list" checks and monitors standing order commitments and other loan repayment obligations. In addition, all consumer credit applications are subject to a credit check by the industry-owned Credit Information Network ('Ci-Net') credit reference agency to assess the creditworthiness and indebtedness of the applicant.

Credit applications for corporate and international lending are reviewed by the MSC and typically include the following information: customer profile and summary of limits and amounts outstanding; pre-fact credit review prepared by the Bank's independent credit control unit; risk rating, credit analysis and customer profitability analysis; financial and cash flow analysis; details of purpose of loan, collateral, repayment source and details of guarantors, if applicable; and audited financial statements and/or personal net worth statements, as appropriate.

The MSC has the authority to approve, reject or modify credit applications submitted to it within its delegated authority levels. The MSC meets twice weekly. Applications that fall outside the delegated authority limits of the MSC are referred to the ECC, which meets weekly.

The Bank has legal lending limits, country limits and industry sector limits that must be adhered to when lending approval is being considered in respect of relevant applications or participations.

The Bank has a detailed credit policy defining its policy on acceptable country credit risk exposure, and evaluating and controlling cross border risk. The Bank uses a ranking system to differentiate between the quality of various sovereign risks.

26. FINANCIAL INSTRUMENTS (continued)  
A. CREDIT RISK

There are five categories of sovereign risk employed by the Bank ranging from 'Very Low Risk' countries (i.e. major OECD and AAA rated countries) through to 'Very High Risk' countries (i.e. BB/B rated countries). The individual country limits are approved and kept under review by the ECC. This approval is based on the country analysis and assessment of business requirements undertaken by the Bank's international banking

division and recommended by the MSC.

The international banking division reviews the Bank's overall cross border limits and exposure risk ratings at least every six months. The review focuses on the overall spread of cross border risk and recommendations to alter individual country risk limits are made where necessary.

**Geographical and industry sector concentrations of assets, liabilities and off-balance-sheet items are as follows:**

|                           | 2007               |                         |   | 2006               |                         |   |
|---------------------------|--------------------|-------------------------|---|--------------------|-------------------------|---|
|                           | Assets<br>KD 000's | Liabilities<br>KD 000's | Off-balance-<br>sheet items<br>KD 000's | Assets<br>KD 000's | Liabilities<br>KD 000's | Off-balance-<br>sheet items<br>KD 000's |
| <i>Geographic region:</i> |                    |                         |   |                    |                         |   |
| Domestic (Kuwait)         | 3,920,681          | 3,507,941               | 1,488,180                               | 3,375,080          | 3,114,221               | 1,176,991                               |
| Other Middle East         | 733,317            | 639,788                 | 751,135                                 | 283,126            | 326,992                 | 314,123                                 |
| Europe                    | 81,669             | 297,389                 | 410,502                                 | 180,972            | 201,236                 | 312,060                                 |
| USA and Canada            | 3,127              | 6,418                   | 14,468                                  | 12,620             | 5,059                   | 11,098                                  |
| Asia Pacific              | 4,944              | 19,467                  | 179,011                                 | 24,795             | 921                     | 124,595                                 |
| Rest of world             | 295,138            | 121,282                 | 1,613                                   | 136,716            | 12,671                  | 3,062                                   |
|                           | <b>5,038,876</b>   | <b>4,592,285</b>        | <b>2,844,909</b>                        | <b>4,013,309</b>   | <b>3,661,100</b>        | <b>1,941,929</b>                        |
| <i>Industry sector:</i>   |                    |                         |   |                    |                         |   |
| Personal                  | 724,680            | 1,850,189               | 42,016                                  | 743,197            | 1,980,329               | 7,136                                   |
| Financial                 | 1,240,458          | 1,407,728               | 653,841                                 | 796,710            | 775,883                 | 634,713                                 |
| Trade and Commerce        | 219,274            | 25,502                  | 198,335                                 | 263,705            | 27,839                  | 270,680                                 |
| Crude Oil and Gas         | 1,737              | 152,665                 | 843                                     | 13,625             | 93,173                  | 2,240                                   |
| Construction              | 451,046            | 17,618                  | 465,830                                 | 424,320            | 22,019                  | 419,521                                 |
| Government                | 747,666            | 503,834                 | 233,620                                 | 945,790            | 267,533                 | 65,042                                  |
| Other                     | 700,392            | 359,870                 | 831,883                                 | 240,618            | 315,773                 | 355,405                                 |
| Manufacturing             | 264,365            | 268,406                 | 246,811                                 | 84,743             | 172,640                 | 145,816                                 |
| Real Estate               | 689,258            | 6,473                   | 171,730                                 | 500,601            | 5,911                   | 41,376                                  |
|                           | <b>5,038,876</b>   | <b>4,592,285</b>        | <b>2,844,909</b>                        | <b>4,013,309</b>   | <b>3,661,100</b>        | <b>1,941,929</b>                        |

## 26. FINANCIAL INSTRUMENTS (continued)

## A. CREDIT RISK

**Maximum exposure to credit risk**

The table below shows the maximum exposure to credit risk for the components of the balance sheet, including

derivatives without taking account of any collateral and other credit enhancements. The maximum exposure is shown gross, before the effect of mitigation through the use of master netting and collateral agreements.

| BY CLASS OF FINANCIAL ASSETS                         | Gross maximum exposure 2007<br>KD 000's | Gross maximum exposure 2006<br>KD 000's |
|--|---|---|
| Cash and short term funds (excluding cash on hand)   | 563,502                                 | 680,938                                 |
| Treasury bonds                                       | 412,907                                 | 315,513                                 |
| Central Bank of Kuwait bonds                         | 175,925                                 | 119,165                                 |
| Deposits with banks and other financial institutions | 313,741                                 | 129,874                                 |
| Loans and advances to banks                          | 37,993                                  | 48,071                                  |
| Loans and advances to customers:                     |   |   |
| Corporate lending                                    | 2,655,173                               | 1,923,326                               |
| Consumer lending                                     | 613,623                                 | 614,977                                 |
| Investments available for sale                       | 242,879                                 | 159,384                                 |
| Other assets   | 23,133                                  | 22,061                                  |
| <b>Total</b>   | <b>5,038,876</b>                        | <b>4,013,309</b>                        |
| Contingent liabilities                               | 2,759,095                               | 1,889,621                               |
| Commitments  | 85,814                                  | 52,307                                  |
| <b>Total</b>   | <b>2,844,909</b>                        | <b>1,941,928</b>                        |
| <b>Total credit risk exposure</b>                    | <b>7,883,785</b>                        | <b>5,955,237</b>                        |

Credit risk can also arise due to a significant concentration of Bank's assets to any single counterparty, this risk is managed by diversification of the portfolio. The 20 largest

gross loan facility exposures outstanding as a percentage of total credit risk exposures as at 31 December 2007 is 20% (2006: 20%).

**Collateral and other credit enhancements**

The Bank employs a range of policies and practices to reduce credit risk. The Bank seeks collateral coverage, the assignment of contract proceeds and other forms of protection to secure lending and minimise credit risks wherever possible. The Bank's borrowing agreements also include legally enforceable netting arrangements for loans and deposits enabling the Bank to consolidate the customer's various accounts with the Bank and either transfer credit balances to cover any outstanding borrowings or freeze the credit balances until the customer settles their outstanding obligations to the Bank.

The Bank's credit facilities are secured by collateral, consisting primarily of: equities listed on the Kuwait Stock Exchange; real estate (land and buildings); fixed term deposits and cash balances with the Bank that are blocked and legally pledged in its favour; and direct, explicit, irrevocable and unconditional bank guarantees.

The Bank takes adequate steps to ensure that there is no excessive concentration of any particular asset class within the collaterals.

26. FINANCIAL INSTRUMENTS (continued)  
A. CREDIT RISK**Internal credit quality rating**

The Bank uses Moody's KMV risk rating software for rating its borrowers having financial statements. Clients having no financial statements continue to be rated using internally developed score-card models.

Under the Moody's rating framework, all clients are rated on a scale from 1 to 10 in the descending order of credit quality. Moody's Risk rating software comprises of two components - Moody's Financial Analyst (MFA) and Moody's Risk Advisor (MRA). MFA is used for analysing financial data

of individual borrowers and MRA is used to analyse the relative credit worthiness of borrowers.

The rating methodology focuses on factors such as: operating performance, liquidity, debt service and capital structure. The ratio analysis includes assessment of each ratio's trend across multiple periods, both in terms of the rate change and the volatility of the trend. It also compares the value of the ratio for the most recent period with the values of the comparable peer group. Qualitative assessment of the operations, liquidity and capital structure are also included in the assessment.

**The Bank categorizes performing credit exposures into the following:**

| Credit Quality Grade (CQG)                     | Internal Rating  |                  |                  |                  |                 |                   |
|--|------------------|------------------|------------------|------------------|-----------------|-------------------|
| CQG – 1  | 1 to 2.9         |                  |                  |                  |                 |                   |
| CQG – 2  | 3 to 4.9         |                  |                  |                  |                 |                   |
| CQG – 3  | 5 to 6.9         |                  |                  |                  |                 |                   |
| CQG – 4  | 7 to 8.9         |                  |                  |                  |                 |                   |
| CQG – 5  | 9 to 10          |                  |                  |                  |                 |                   |
| Neither past due nor impaired                  |                  |                  |                  |                  |                 |                   |
| 2007   | CQG1<br>KD 000's | CQG2<br>KD 000's | CQG3<br>KD 000's | CQG4<br>KD 000's | CQG5<br>KD000's | Total<br>KD 000's |
| Loans to banks                                 | 315              | 7,541            | 22,284           | 7,853            | -               | 37,993            |
| Loans and advances:                            |                  |                  |                  |                  |                 |                   |
| - Corporate lending                            | 398,665          | 1,220,226        | 418,381          | 240,066          | 21,142          | 2,298,480         |
| - Consumer lending                             | 542,618          | -                | -                | -                | -               | 542,618           |
| Effective interest rate<br>adjustment (Note 5) | (8,753)          | -                | -                | -                | -               | (8,753)           |
|  | <u>932,845</u>   | <u>1,227,767</u> | <u>440,665</u>   | <u>247,919</u>   | <u>21,142</u>   | <u>2,870,338</u>  |
| 2006   |                  |                  |                  |                  |                 |                   |
| Loans to banks                                 | -                | 6,361            | 20,963           | 20,747           | -               | 48,071            |
| Loans and advances:                            |                  |                  |                  |                  |                 |                   |
| - Corporate lending                            | 355,962          | 649,869          | 566,830          | 109,263          | 19,986          | 1,701,910         |
| - Consumer lending                             | 592,438          | -                | -                | -                | -               | 592,438           |
|  | <u>948,400</u>   | <u>656,230</u>   | <u>587,793</u>   | <u>130,010</u>   | <u>19,986</u>   | <u>2,342,419</u>  |



26. FINANCIAL INSTRUMENTS (continued)  
A. CREDIT RISK

**Financial instruments with contractual amounts representing credit risk**

The primary purpose of these instruments is to ensure that funds are available to a customer as required. The contractual amounts represent the credit risk, assuming that the amounts are fully advanced and that any collateral or other security is of no value. However, the total contractual amount of commitments to extend credit does not necessarily represent future cash requirements, since many of these commitments will expire or terminate without being funded. These instruments are disclosed in Note 28.

**Financial instruments with contractual or notional amounts that are subject to credit risk**

These derivative financial instruments, comprising foreign exchange and interest rate contracts, allow the Bank and its customers to transfer, modify or reduce their foreign exchange and interest rate risks.

The amount subject to credit risk is insignificant and is limited to the current replacement value of instruments that are favourable to the Bank, which is only a fraction of the contractual or notional amounts used to express the volumes outstanding. This credit risk exposure is managed as part of the overall borrowing limits granted to customers.

Collateral security is not usually obtained for credit risk exposures on these instruments. These instruments are disclosed in Note 30.

**B. INTEREST RATE RISK**

Interest rate risk arises from the possibility that changes in interest rates will affect the fair value or cash flows of the financial instruments. The Bank is exposed to interest rate risk as a result of mismatches or gaps in the amounts of assets and liabilities and off-balance-sheet instruments that mature or reprice in a given period. The Bank manages this risk by matching the repricing of assets and liabilities through risk management strategies.

The sensitivity of the income statement is the effect of the assumed changes in interest rates on the net interest income for one year, based on the floating rate non-trading financial assets and financial liabilities held at 31 December 2007, including the effect of hedging instruments. The sensitivity of equity is the impact on fair value of investments available for sale for the effects of assumed changes in interest rates.

Based on the Bank's financial assets and liabilities held at the balance sheet date, a change in basis points movements with all other variables held constant, the Bank's profit and equity would move as follows:

## 26. FINANCIAL INSTRUMENTS (continued)

## B. INTEREST RATE RISK

| Currency | Movement in Basis points | 2007               |                    | 2006               |                    |
|----------|--------------------------|--------------------|--------------------|--------------------|--------------------|
|          |                          | Profit<br>KD 000's | Equity<br>KD 000's | Profit<br>KD 000's | Equity<br>KD 000's |
| KWD      | +25                      | 3,072              | -                  | 2,360              | -                  |
| USD      | +25                      | (911)              | -                  | (213)              | (2)                |
| EUR      | +25                      | (87)               | -                  | 7                  | -                  |
| GBP      | +25                      | (141)              | -                  | (30)               | -                  |

| Currency | Movement in Basis points | 2007               |                    | 2006               |                    |
|----------|--------------------------|--------------------|--------------------|--------------------|--------------------|
|          |                          | Profit<br>KD 000's | Equity<br>KD 000's | Profit<br>KD 000's | Equity<br>KD 000's |
| KWD      | -25                      | (2,866)            | -                  | (2,197)            | -                  |
| USD      | -25                      | 934                | -                  | 227                | 2                  |
| EUR      | -25                      | 89                 | -                  | (7)                | -                  |
| GBP      | -25                      | 141                | -                  | 30                 | -                  |

A majority of the Bank's assets and liabilities reprice within one year. Accordingly there is a limited exposure to interest rate risk. The effective interest rate (effective yield) of a monetary financial instrument is the rate that, when used in a present value calculation, results in the carrying amount of the instrument. The rate is historical rate for a fixed rate instrument carried at amortised cost and a current market rate for a floating rate instrument or an instrument carried at fair value.

## C. CURRENCY RISK

Currency risk is the risk that the fair or future cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates. The Bank views itself as a Kuwaiti entity with Kuwaiti Dinars as its functional currency. The Board of Directors has set limits on positions by currency. Positions are monitored on a daily basis and hedging strategies used to ensure positions are maintained within established limits.

Based on the Bank's financial assets and liabilities held at the balance sheet date, a change in currency movements with all other variables held constant, the Bank's profit and equity would move as follows:

| Currency | 2007                         |                    |                    | 2006                         |                    |                    |
|----------|------------------------------|--------------------|--------------------|------------------------------|--------------------|--------------------|
|          | Change in currency rate in % | Impact on profit % | Impact on equity % | Change in currency rate in % | Impact on profit % | Impact on equity % |
| USD      | +5                           | (7)                | 2                  | +5                           | (6)                | 2                  |
| EUR      | +5                           | (1)                | -                  | +5                           | -                  | -                  |
| GBP      | +5                           | -                  | -                  | +5                           | -                  | -                  |
| Others   | +5                           | -                  | -                  | +5                           | -                  | -                  |

#### D. LIQUIDITY RISK

Liquidity risk is the risk that the Bank will encounter difficulties in meeting obligations associated with financial liabilities. Liquidity risk can be caused by market disruptions or credit downgrades which may cause certain sources of funding to dry up immediately. To guard against this risk, management has diversified funding sources and assets are managed with liquidity in mind, maintaining a sufficient balance of cash, cash equivalents and readily marketable securities.

Liquidity risk arises in the general funding of a bank's activities. Under the guidance of the Asset Liability Committee (ALCO), the treasury group manages the liquidity and funding of the Bank to ensure that sufficient funds are available to meet the Bank's known cash funding requirements and any unanticipated needs that may arise. At all times, the Bank holds what it considers to be adequate levels of liquidity to meet deposit withdrawals, repay borrowings and fund new loans, even under stressed conditions.

The liquidity and funding management process includes: projecting cash flows by major currency; monitoring

balance sheet liquidity ratios against internal and regulatory requirements; maintaining a diverse range of funding sources with adequate back-up facilities; monitoring depositor concentration in order to avoid undue reliance on large individual depositors and ensure a satisfactory overall funding mix; and managing debt financing needs. The Bank maintains a diversified and stable funding base of core retail and corporate deposits, and the treasury group maintains liquidity and funding contingency plans to cope with potential difficulties that may arise from local or regional market or geopolitical events.

Liquidity risk is further minimised by adherence to the strict CBK liquidity requirements, namely: maturity ladder mismatch limits for specific time periods: 10% for 7 days or less; 20% for 1 month or less; 30% for 3 months or less; 40% for 6 months or less; and the requirement to hold 20% of KDCustomer deposits in Kuwait Government treasury bills and bonds, current account/deposit balances with CBK and/or any other financial instruments issued by CBK.

## 26. FINANCIAL INSTRUMENTS (continued)

## D. LIQUIDITY RISK

The maturity profile of the assets and liabilities at the year end based on contractual repayment arrangements is as follows:

**At 31 December 2007**

| <b>Assets:</b>  | <b>Up to<br/>1 month<br/>KD 000's</b> | <b>1 to 3<br/>months<br/>KD 000's</b> | <b>3 to 6<br/>months<br/>KD 000's</b> | <b>6 to 12<br/>months<br/>KD 000's</b> | <b>1 to 3<br/>years<br/>KD 000's</b> | <b>Over 3<br/>years<br/>KD 000's</b> | <b>Total<br/>KD 000's</b> |
|---|---------------------------------------|---------------------------------------|---------------------------------------|--|--------------------------------------|--------------------------------------|---------------------------|
| Cash and short term funds                               | 584,266                               | -                                     | -                                     | -                                      | -                                    | -                                    | 584,266                   |
| Treasury bonds  | 7,400                                 | 57,807                                | 106,912                               | 166,501                                | 28,027                               | 46,260                               | 412,907                   |
| Central Bank of Kuwait bonds                            | 14,900                                | 161,025                               | -                                     | -                                      | -                                    | -                                    | 175,925                   |
| Deposits with banks and other<br>financial institutions | -                                     | 210,749                               | 75,692                                | 27,300                                 | -                                    | -                                    | 313,741                   |
| Loans and advances to banks                             | 17,283                                | 18,021                                | 2,689                                 | -                                      | -                                    | -                                    | 37,993                    |
| Loans and advances to customers                         | 633,754                               | 432,143                               | 535,236                               | 414,713                                | 312,215                              | 940,735                              | 3,268,796                 |
| Investments available for sale                          | -                                     | -                                     | -                                     | -                                      | -                                    | 242,879                              | 242,879                   |
| Other assets  | 23,133                                | -                                     | -                                     | -                                      | -                                    | -                                    | 23,133                    |
| Premises and equipment                                  | -                                     | -                                     | -                                     | -                                      | -                                    | 23,269                               | 23,269                    |
| <b>Total assets</b>                                     | <b>1,280,736</b>                      | <b>879,745</b>                        | <b>720,529</b>                        | <b>608,514</b>                         | <b>340,242</b>                       | <b>1,253,143</b>                     | <b>5,082,909</b>          |
| <b>Liabilities and equity:</b>                          |                                       |                                       |                                       |  |                                      |                                      |                           |
| Due to banks  | 169,024                               | 58,247                                | 74,375                                | -                                      | -                                    | -                                    | 301,646                   |
| Deposits from financial institutions                    | 285,808                               | 424,159                               | 69,468                                | 95,030                                 | -                                    | -                                    | 874,465                   |
| Customer deposits                                       | 1,991,775                             | 499,555                               | 436,434                               | 256,951                                | 6,589                                | 25                                   | 3,191,329                 |
| Floating rate notes                                     | -                                     | -                                     | -                                     | 54,600                                 | -                                    | -                                    | 54,600                    |
| Subordinated loans                                      | -                                     | -                                     | -                                     | -                                      | -                                    | 81,900                               | 81,900                    |
| Other liabilities                                       | -                                     | 48,012                                | 7,325                                 | 33,008                                 | -                                    | -                                    | 88,345                    |
| Equity  | -                                     | 69,820                                | -                                     | -                                      | -                                    | 420,804                              | 490,624                   |
| <b>Total liabilities</b>                                | <b>2,446,607</b>                      | <b>1,009,793</b>                      | <b>587,602</b>                        | <b>439,589</b>                         | <b>6,589</b>                         | <b>502,729</b>                       | <b>5,082,909</b>          |
| <b>Net liquidity gap</b>                                | <b>(1,165,871)</b>                    | <b>(220,048)</b>                      | <b>132,927</b>                        | <b>168,925</b>                         | <b>333,653</b>                       | <b>750,414</b>                       | <b>-</b>                  |

26. FINANCIAL INSTRUMENTS (continued)  
D. LIQUIDITY RISK

At 31 December 2006

|   | Up to<br>1 month<br>KD 000's | 1 to 3<br>months<br>KD 000's | 3 to 6<br>months<br>KD 000's | 6 to 12<br>months<br>KD 000's | 1 to 3<br>years<br>KD 000's | Over 3<br>years<br>KD 000's | Total<br>KD 000's |
|---|------------------------------|------------------------------|------------------------------|-------------------------------|-----------------------------|-----------------------------|-------------------|
| <b>Assets:</b>  |                              |                              |                              |                               |                             |                             |                   |
| Cash and short term funds                               | 708,288                      | -                            | -                            | -                             | -                           | -                           | 708,288           |
| Treasury bonds  | 50,000                       | 41,906                       | 51,154                       | 60,194                        | 65,999                      | 46,260                      | 315,513           |
| Central Bank of Kuwait bonds                            | 39,724                       | 79,441                       | -                            | -                             | -                           | -                           | 119,165           |
| Deposits with banks and other<br>financial institutions | -                            | 80,959                       | 20,000                       | 28,915                        | -                           | -                           | 129,874           |
| Loans and advances to banks                             | -                            | 2,891                        | 5,712                        | 13,590                        | 18,794                      | 7,084                       | 48,071            |
| Loans and advances to customers                         | 267,147                      | 334,514                      | 499,218                      | 272,577                       | 338,040                     | 826,807                     | 2,538,303         |
| Investments available for sale                          | -                            | 716                          | -                            | 2,255                         | -                           | 156,413                     | 159,384           |
| Other assets  | 22,061                       | -                            | -                            | -                             | -                           | -                           | 22,061            |
| Premises and equipment                                  | -                            | -                            | -                            | -                             | -                           | 19,292                      | 19,292            |
| <b>Total assets</b>                                     | <b>1,087,220</b>             | <b>540,427</b>               | <b>576,084</b>               | <b>377,531</b>                | <b>422,833</b>              | <b>1,055,856</b>            | <b>4,059,951</b>  |
| <b>Liabilities and equity:</b>                          |                              |                              |                              |                               |                             |                             |                   |
| Due to banks  | 195,628                      | 18,529                       | 14,872                       | -                             | -                           | -                           | 229,029           |
| Deposits from financial institutions                    | 213,126                      | 108,952                      | 29,104                       | 21,334                        | -                           | -                           | 372,516           |
| Customer deposits                                       | 1,553,474                    | 652,413                      | 349,720                      | 224,316                       | 58,475                      | 382                         | 2,838,780         |
| Floating rate notes                                     | -                            | -                            | -                            | -                             | 57,828                      | -                           | 57,828            |
| Subordinated loans                                      | -                            | -                            | -                            | -                             | -                           | 86,742                      | 86,742            |
| Other liabilities                                       | -                            | 36,025                       | 10,440                       | 29,740                        | -                           | -                           | 76,205            |
| Equity  | -                            | 55,386                       | -                            | -                             | -                           | 343,465                     | 398,851           |
| <b>Total liabilities</b>                                | <b>1,962,228</b>             | <b>871,305</b>               | <b>404,136</b>               | <b>275,390</b>                | <b>116,303</b>              | <b>430,589</b>              | <b>4,059,951</b>  |
| <b>Net liquidity gap</b>                                | <b>(875,008)</b>             | <b>(330,878)</b>             | <b>171,948</b>               | <b>102,141</b>                | <b>306,530</b>              | <b>625,267</b>              | <b>-</b>          |

## 26. FINANCIAL INSTRUMENTS (continued)

## D. LIQUIDITY RISK

The table below summarises the maturity profile of the Bank's financial liabilities and contingent liabilities and commitments at 31 December based on contractual undiscounted repayment obligations. Repayments which are subject to notice are treated as if notice were to be given immediately.

**At 31 December 2007**

|                                      | Less than<br>1 month<br>KD 000's | 1 to 3<br>months<br>KD 000's | 3 to 12<br>months<br>KD 000's | 1 to 5<br>years<br>KD 000's | Over<br>5 years<br>KD 000's | Total<br>KD 000's |
|--------------------------------------|----------------------------------|------------------------------|-------------------------------|-----------------------------|-----------------------------|-------------------|
| Due to banks                         | 169,376                          | 58,816                       | 75,755                        | -                           | -                           | 303,947           |
| Deposits from financial institutions | 286,173                          | 428,579                      | 171,131                       | -                           | -                           | 885,883           |
| Customer deposits                    | 1,994,746                        | 504,576                      | 717,740                       | 7,120                       | -                           | 3,224,182         |
| Floating rate notes                  | 844                              | -                            | 57,132                        | -                           | -                           | 57,976            |
| Subordinated loans                   | -                                | 1,033                        | 3,980                         | 20,054                      | 95,768                      | 120,835           |
| Other liabilities                    | -                                | 48,012                       | 7,325                         | 33,008                      | -                           | 88,345            |
|                                      | <b>2,451,139</b>                 | <b>1,041,016</b>             | <b>1,033,063</b>              | <b>60,182</b>               | <b>95,768</b>               | <b>4,681,168</b>  |

**At 31 December 2006**

|                                      |                  |                |                |                |                |                  |
|--------------------------------------|------------------|----------------|----------------|----------------|----------------|------------------|
| Due to banks                         | 196,006          | 18,632         | 15,168         | -              | -              | 229,806          |
| Deposits from financial institutions | 213,615          | 109,966        | 52,340         | -              | -              | 375,921          |
| Customer deposits                    | 1,555,977        | 658,784        | 595,002        | 64,696         | -              | 2,874,459        |
| Floating rate notes                  | 881              | -              | 2,594          | 61,342         | -              | 64,817           |
| Subordinated loans                   | -                | 1,094          | 4,215          | 21,239         | 106,740        | 133,288          |
| Other liabilities                    | -                | 36,025         | 10,440         | 29,740         | -              | 76,205           |
|                                      | <b>1,966,479</b> | <b>824,501</b> | <b>679,759</b> | <b>177,017</b> | <b>106,740</b> | <b>3,754,496</b> |

The table below shows the contractual expiry by maturity of the Bank's contingent liabilities and commitments.

|                            | Less than<br>1 month<br>KD 000's | 1 to 3<br>months<br>KD 000's | 3 to 12<br>months<br>KD 000's | 1 to 5<br>years<br>KD 000's | Over<br>5 years<br>KD 000's | Total<br>KD 000's |
|----------------------------|----------------------------------|------------------------------|-------------------------------|-----------------------------|-----------------------------|-------------------|
| <b>At 31 December 2007</b> |                                  |                              |                               |                             |                             |                   |
| Contingent liabilities     | 288,888                          | 317,543                      | 768,081                       | 415,173                     | 20,171                      | 1,809,856         |
| Commitments                | 8,563                            | 24,115                       | 52,634                        | 502                         | -                           | 85,814            |
|                            | <b>297,451</b>                   | <b>341,658</b>               | <b>820,715</b>                | <b>415,675</b>              | <b>20,171</b>               | <b>1,895,670</b>  |
| <b>At 31 December 2006</b> |                                  |                              |                               |                             |                             |                   |
| Contingent liabilities     | 255,979                          | 302,902                      | 481,575                       | 291,604                     | 24,952                      | 1,357,012         |
| Commitments                | 1,819                            | 7,837                        | 42,485                        | 167                         | -                           | 52,308            |
|                            | <b>257,798</b>                   | <b>310,739</b>               | <b>524,060</b>                | <b>291,771</b>              | <b>24,952</b>               | <b>1,409,320</b>  |

## E. OPERATIONAL RISK

Operational risk arises from a failure to control properly all aspects of documentation, processing, settlement of, and accounting for, transactions and, more widely, all the hazards to which a bank is exposed as a result of being in business and doing business. The Bank has a set of policies and procedures, which are approved by the Board of Directors and are applied to identify, assess and supervise operational risk in addition to other types of risks relating to the banking and financial activities of the Bank. Operational risk is managed through the Risk Management Department. This department ensures compliance with policies and procedures to identify, assess, supervise and monitor operational risk as part of overall risk management.

The operational risks are managed through the Risk Management Department in line with the Central Bank of Kuwait instructions dated 14 November 1996, concerning the general guidelines for internal controls and the instructions dated 13 October 2003, regarding the sound practices for managing and supervising operational risks in banks.

## F. EQUITY PRICE RISK

This is a risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded in the market. The Bank manages this risk through diversification of investments.

Majority of the Bank's investments are held in well diversified portfolio of hedge funds which invest in a variety of securities whose performance cannot necessarily be measured with relation to movement in any specific equity index.

## G. PREPAYMENT RISK

Prepayment risk is the risk that the Bank will incur a financial loss because its customers and counterparties repay or request repayment earlier or later than expected, such as fixed rate loans when interest rates fall.

Most of the Bank's interest bearing financial assets are at floating rates. In addition, the interest bearing financial liabilities have a maturity of less than one year and accordingly, the Bank is not exposed to significant prepayment risk.

## 27. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

Fair value is the amount at which an asset, liability or financial instrument could be exchanged or settled between knowledgeable willing parties in an arm's length transaction. Underlying the definition of fair value is the presumption that the Bank is a going concern without any intention, or need, to liquidate, curtail materially the scale of its operations or undertake a transaction on adverse terms.

For financial assets and financial liabilities that are liquid or having a short term maturity (less than three months), it is assumed that the carrying amounts approximate to their fair value. This assumption is also applied to demand deposits, savings accounts without a specific maturity and variable rate financial instruments.

Fair values of interest bearing financial assets and liabilities not represented on the Bank's balance sheet at fair values have been estimated using prevailing interest rates for debts with similar credit risk and residual maturity. The carrying value of such financial instruments generally approximates their fair values.

As explained in note 13, included under investment available for sale are unquoted equity investments with a carrying value of **KD21,741,000** (2006: KD15,316,000) for which fair value cannot be reliably determined.

**28. CONTINGENT LIABILITIES AND COMMITMENTS**

To meet the financial needs of customers, the Bank enters into various contingent liabilities and irrevocable commitments.

Even though these obligations may not be recognised on the balance sheet, they do contain credit risk and therefore form part of the overall risk of the Bank.

The total outstanding contingent liabilities and commitments are as follows:

|   | <b>2007</b><br>KD 000's | 2006<br>KD 000's |
|---|-------------------------|------------------|
| Guarantees                                      | <b>1,064,863</b>        | 786,197          |
| Letters of credit                               | <b>744,993</b>          | 570,815          |
| Irrevocable commitments to extend credit:       |                         |                  |
| Original term to maturity of one year or less   | <b>85,312</b>           | 52,141           |
| Original term to maturity of more than one year | <b>502</b>              | 167              |
|   | <b>85,814</b>           | 52,308           |
|   | <b>1,895,670</b>        | 1,409,320        |

**29. SEGMENTAL ANALYSIS****a. By Business Unit****Treasury & International**

Principally providing money market, trading and treasury services, as well as the management of the Bank's funding operations by use of treasury bills, government securities and placements and acceptances with other banks, through treasury and wholesale banking.

**Domestic Banking**

Principally handling individual customer deposits and providing consumer loans, overdrafts, credit card facilities and funds transfer facilities to individuals; and handling loans and other credit facilities, deposits and current accounts for corporate and institutional customers.

**At 31 December 2007**

|  | Treasury &<br>International<br>KD 000's | Domestic<br>Banking<br>KD 000's | Total<br>KD 000's |
|--|---|---------------------------------|-------------------|
| <b>Income Statement:</b>                             |   |                                 |                   |
| Interest income from external sources                | 85,481                                  | 229,824                         | 315,305           |
| Profit for the year                                  | 19,115                                  | 111,322                         | 130,437           |
| <b>Balance Sheet:</b>                                |   |                                 |                   |
| Assets   | 1,679,842                               | 3,403,067                       | 5,082,909         |
| <b>Liabilities:</b>                                  |   |                                 |                   |
| Deposits, floating rate notes and subordinated loans | 1,727,884                               | 2,776,056                       | 4,503,940         |
| Other liabilities                                    | 26,501                                  | 61,844                          | 88,345            |
| Central treasury                                     | (565,167)                               | 565,167                         | -                 |
|  | 1,189,218                               | 3,403,067                       | 4,592,285         |
| <b>Capital expenditure</b>                           |   |                                 |                   |
| Depreciation   | 23                                      | 2,747                           | 2,770             |
|  | 10                                      | 2,161                           | 2,171             |

**At 31 December 2006**

|  |           |           |           |
|--|-----------|-----------|-----------|
| <b>Income Statement:</b>                             |           |           |           |
| Interest income from external sources                | 57,045    | 178,854   | 235,899   |
| Profit for the year                                  | 7,423     | 98,460    | 105,883   |
| <b>Balance Sheet:</b>                                |           |           |           |
| Assets   | 1,467,726 | 2,592,225 | 4,059,951 |
| <b>Liabilities:</b>                                  |           |           |           |
| Deposits, floating rate notes and subordinated loans | 1,188,586 | 2,396,309 | 3,584,895 |
| Other liabilities                                    | 14,965    | 61,240    | 76,205    |
| Central treasury                                     | (134,676) | 134,676   | -         |
|  | 1,068,875 | 2,592,225 | 3,661,100 |
| <b>Capital expenditure</b>                           |           |           |           |
| Depreciation   | 41        | 2,890     | 2,931     |
|  | 4         | 1,679     | 1,683     |

**b. By Geographical Area**

All significant segment revenue from external customers is derived from customers based in Kuwait. Geographic segment information relating to location of assets is given in note 26 A.

**30. DERIVATIVES**

In the ordinary course of business, the Bank enters into various types of transactions that involve derivative financial instruments. A derivative financial instrument is a financial contract between two parties where payments are dependent upon movements in price of one or more underlying financial instruments, reference rate or index.

## 30. DERIVATIVES (continued)

The table below shows the positive and negative fair values of derivative financial instruments, together with the notional amounts analysed by the term to maturity. The notional amount is the amount of a derivative's underlying asset, reference rate or index and is the basis upon which changes

in the value of derivatives are measured.

The notional amounts indicate the volume of transactions outstanding at the year end and are not indicative of either market or credit risk.

## At 31 December 2007

| Derivatives instruments held as:    | Notional amounts by term to maturity |                                 |                                      |                             |                         |                         |
|-------------------------------------|--------------------------------------|---------------------------------|--------------------------------------|-----------------------------|-------------------------|-------------------------|
|                                     | Positive fair value<br>KD 000's      | Negative fair value<br>KD 000's | Notional amount<br>Total<br>KD 000's | Within 3 months<br>KD 000's | 3-12 months<br>KD 000's | Over 1 year<br>KD 000's |
| Trading (and non qualifying hedges) |                                      |                                 |                                      |                             |                         |                         |
| Interest rate swaps                 | 312                                  | (107)                           | 17,436                               | -                           | -                       | 17,436                  |
| Forward foreign exchange contracts  | 25                                   | (2,363)                         | 483,254                              | 346,151                     | 137,103                 | -                       |
| Credit default swaps                | -                                    | (1,602)                         | 448,549                              | -                           | 17,745                  | 430,804                 |
|                                     | <b>337</b>                           | <b>(4,072)</b>                  | <b>949,239</b>                       | <b>346,151</b>              | <b>154,848</b>          | <b>448,240</b>          |

## At 31 December 2006

|                                     |            |              |                |                |               |                |
|-------------------------------------|------------|--------------|----------------|----------------|---------------|----------------|
| Derivatives instruments held as:    |            |              |                |                |               |                |
| Trading (and non qualifying hedges) |            |              |                |                |               |                |
| Interest rate swaps                 | 110        | (90)         | 58,423         | -              | 11,382        | 47,041         |
| Forward foreign exchange contracts  | 562        | (1)          | 396,422        | 329,980        | 66,442        | -              |
| Credit default swaps                | 5          | (234)        | 77,764         | 4,337          | 2,891         | 70,536         |
|                                     | <b>677</b> | <b>(325)</b> | <b>532,609</b> | <b>334,317</b> | <b>80,715</b> | <b>117,577</b> |

## Derivative product types

Forwards and futures are contractual agreements to either buy or sell a specified currency, commodity or financial instrument at a specific price and date in the future. Forwards are customised contracts transacted in the over-the-counter market. Foreign currency and interest rate futures are transacted in standardised amounts on regulated exchanges and are subject to daily cash margin requirements.

Swaps are contractual agreements between two parties to exchange interest or foreign currency differentials based on a

specific notional amount or to transfer third party credit risk based on an agreed principal and related outstanding interest.

For interest rate swaps, counter parties generally exchange fixed and floating rate interest payments based on a notional value in a single currency. For currency swaps, fixed or floating interest payments as well as notional amounts are exchanged in different currencies. For credit default swaps, fee is earned based on the amount of credit risk swapped.

**Derivatives held or issued for trading purposes**

Most of the Bank's derivative trading activities relate to sales, positioning and arbitrage. Sales activities involve offering products to customers in order to enable them to transfer, modify or reduce current and expected risks. Positioning involves managing positions with the expectation of profiting from favourable movements in prices, rates or indices. Arbitrage involves identifying and profiting from price differentials between markets or products. Also included under this heading are any derivatives which do not meet IAS 39 hedging requirements.

**31. CAPITAL ADEQUACY & CAPITAL MANAGEMENT**

The disclosures relating to the Capital Adequacy Regulations issued by Central Bank of Kuwait as stipulated in CBK Circular number 2/BS/184/2005 dated 21 December 2005, and the disclosures required by the amendments of IAS 1 – Capital disclosures, are included under the 'Capital Management and Allocation' section of the annual report.