

Business

Boubyan receives 'Best Islamic Digital Bank Award Worldwide'

The Best in the world alongside Citi Bank

KUWAIT: Boubyan Bank continues to make new achievements in the digital banking domain by winning the Best Islamic Digital Bank Award for the third year in a row from Global Finance in addition to receiving the award for the Best Islamic Digital Bank in Kuwait.

Dr Waleed Eisa Al-Hasawi, General Manager - Information Technology Group, received both awards in a grand ceremony held in London in the presence of a great number of representatives of international banks, many of whom praised the achievements made by Boubyan Bank over the past years.

Abdulla Al-Najran Al-Tuwajri, Deputy Chief Executive Officer, stated that the significance of that achievement was the placement of Boubyan Bank, an Arab and Islamic bank, among the great banks, which was a new achievement for Kuwaiti banks.

Global Finance has already named the list of winning banks worldwide which included Boubyan Bank alongside Citi Bank.

Al-Tuwajri added: "The most prominent aspect of this award is that it comes from a global institution renowned for its impartiality and credibility, and this

crowns our efforts over the past years where we invested in the fields of IT and digital banking services."

"Boubyan was one of a few banks in the region, and may be in the world, to satisfy the conditions for entering into the competition to win the prize as all the criteria set by Global Finance were met by Boubyan Bank's experience over the past years," he added.

Why Boubyan Is Among the Best Worldwide?

In its report, Global Finance referred to its selection criteria set by a world-class panel of judges, which are as follows:

- Strength of strategy set by the bank for attracting and servicing digital customers.
- Success in getting clients to use digital offerings.
- Growth of digital customers who use digital banking services throughout all channels whether online or via smart phones.
- Innovation in providing banking and non-banking services via electronic channels.

As per Global Finance, many Islamic banks were shortlisted for the Best Islamic Digital Bank Award, however, the panel of judges selected Boubyan Bank as

the Best Islamic Bank Worldwide.

Digital Clients Base

Dr Waleed Eisa Al-Hasawi, General Manager - Information Technology Group, stated: "The past years have witnessed an unprecedented increase in Boubyan clients' base for clients who use our digital banking solutions whether online or via Boubyan mobile banking App."

"The most prominent challenges that faced Boubyan Bank was returning to the basics of banking, which necessitated re-planning and building of special infrastructure for customer service, whether for retail or corporate customers, and this required more investments in the development of the bank's network of services," he stated.

Dr Al-Hasawi further added: "This has been linked with the huge growth of the number of our customers and, accordingly, the number of banking transactions completed through all our channels which has multiplied over the past years compared with the moderate growth rates for other banks. This is considered another challenge coupled with the other challenges faced by the bank."

He went on to add that the executive management was well aware of such challenges and that was the reason why they decided to invest heavily in the various banking channels in order to keep up with the developments witnessed by both the services and products.



Dr Waleed Eisa Al-Hasawi receiving the award.

He also stated that Boubyan's leadership in the banking industry over the past years was achieved through offering many banking services and products for the first time in Kuwait where the phrase "for the first time in Kuwait" became a synonym of the digital achievements made by Boubyan Bank.

“ New achievement for Kuwaiti banks ”

Agility reports 17% increase in Q3 earnings

KUWAIT: Agility, a leading global logistics provider, yesterday reported third quarter earnings of 14.2 fils per share on net profit of KD 17.8 million, an increase of 18.1 percent and 17.4 percent respectively over the same period in 2016. Agility EBITDA grew 18.3 percent to KD 34.2 million. Revenue increased 15 percent to KD 358.5 million.

Through the first nine months, earnings were 39.1 fils per share, up 14.2 percent, and net profit was KD 49.2 million, up 13.7 percent. EBITDA for the first nine months was KD 97.6 million, an increase of 16.5 percent; revenue was KD 1,021.1 million, up 11.1 percent. The results are in line with the company's long-term guidance.

Tarek Sultan, Agility Vice Chairman and CEO, said: "We remain on track to meet our 2020 EBITDA target of \$800 million. Agility's Infrastructure portfolio of companies continue to drive performance, and we are heavily investing in further growing their footprint in emerging markets across the Middle East, Asia and Africa."

Agility's global logistics business has shown double-digit growth in air and ocean tonnage, and contract logistics revenue growth. "Even so, it's a tough market because capacity constraints and higher freight forwarding rates continue to affect profitability," Sultan said. "Looking ahead, we are investing in technology so that we can better serve our customers online, and drive productivity, efficiency, and operational excellence."

Third quarter revenue for Agility Global Integrated Logistics (GIL), the company's core logistics business, grew by 19.4 percent

	Q3 2017 (Million KD)	Q3 2016 (Million KD)	Variance (%)	9M 2017 (Million KD)	9M 2016 (Million KD)	Variance (%)
Revenue	358.5	312	15%	1,021.1	919.2	11.1%
Net Revenue	115.5	107.2	7.7%	344.1	316.7	8.7%
EBITDA	34.2	28.9	18.3%	97.6	83.7	16.5%
Net Profit	17.8	15.2	17.4%	49.2	43.3	13.7%
EPS (fils)	14.2	12	18.1%	39.1	34.2	14.2%

to KD 273 million. GIL's commercial strategy is to drive growth by committing to defined solutions and customer segments, improved sales productivity, and development of efficient trade lanes. That strategy has increased revenue across all products and generated growth in all customer segments. Air and ocean posted revenue increases of more than 20 percent, as a result of a 16.1 percent growth in air tonnage and 12 percent increase in ocean TEUs. Project Logistics also improved revenue by 27.3 percent.

Net revenue in Q3 increased 2.4 percent primarily as a result of growth in contract logistics, which has been performing well in the Middle East and Asia Pacific. This growth is occurring at both new and existing warehousing facilities. Net revenue margins shrunk to 22.6 percent compared with 26.3 percent in Q3 2016, because capacity constraints and higher freight market rates adversely affected yields for freight forwarding.

As a result, Q3 EBITDA was almost flat (it grew only by 1.4 percent) vs the prior year. EBITDA was further affected by foreign exchange rates. Excluding foreign exchange impact, GIL's EBITDA grew 3.4 percent in Q3.

GIL continues to refine its approach to its customer segments and product lineup, improve operational performance and cost discipline, and invest in technology and systems that will enhance its efficiency and productivity. It is developing tools to better serve customers online.

Agility's Infrastructure Companies

Agility's Infrastructure group EBITDA rose 24 percent, to KD 29.4 million in Q3. Revenue grew 4 percent to KD 91 million. Agility Real Estate posted healthy revenue growth as it focused on improving efficiency of the existing assets and its development of new warehouses across the Arabian Gulf countries and Africa. Tristar continues to drive growth in its shipping business. In Q3, Tristar issued new shares and received a \$100 million capital injection from Gulf Investment Corporation (GIC) for a consideration of 19.4 percent of the company's capital, implying a post-money valuation of \$515 million, which crystallizes the value created over the years since its acquisition in 2003. This deal will help position Tristar for further growth and value creation for its shareholders.

Gulf Bank salary account draw tomorrow live on 88.8 FM's 'Rabaa Al-Diwaniya' show

KUWAIT: Gulf Bank has announced holding its second quarterly Salary Account Draw tomorrow (November 6, 2017) live on 88.8 FM 'Rabaa Al-Diwaniya' show at 2PM, to announce the lucky winner of its KD 25,000 cash prize, in the presence of a representative from the Ministry of Commerce and Industry.

The Gulf Bank's salary account is tailored for Kuwaiti customers, and allows them to benefit from a number of unique offers by transferring their salaries to Gulf Bank. The salary account offer gives new customers the opportunity to either receive a KD 100 cash gift upon transferring their salaries to Gulf Bank or an interest free loan. Customers must have a minimum salary

of KD 500 and are fully eligible for the offer following their first salary transfer to Gulf Bank.

Customers can also enjoy a one year free of charge Visa or MasterCard credit card, as well as a chance to apply for loan up to KD 70,000, or a consumer loan up to KD 15,000.

Existing and new customers who transfer their salaries to Gulf Bank are automatically enrolled in the quarterly draws and have the chance to win valuable cash prizes, including three quarterly prizes of KD 25,000, in addition to Kuwait's largest salary prize of KD 250,000 in the last draw.

The final Salary's draw for the largest prize of KD 250,000, will be held on 8 February, 2018.



KFH, KFH-Capital hold investment forum

KUWAIT: Kuwait Finance House (KFH) and KFH-Capital have organized a forum themed "Investment Opportunities & Markets Development" for customers. The forum demonstrated the major economic development in the region and the world, while introduced the investment and banking services KFH-Capital offers to its customers such as asset management, wealth management, restructuring consultancies, specialized financial and investment consultancies, managing and arranging merger and acquisition operations, brokerage in trading, in addition to listing companies on the stock exchange.

The forum witnessed huge participation of high net worth individuals, investors and officials from the bank and KFH-Capital. Abdullah Al Haddad-Chief Investment Banking Officer at KFH-Capital said that the GCC economy is witnessing a restructuring stage where most of the GCC countries are heading towards diversifying their income resources by depending on financial assets rather than oil as a main source of income especially after the sharp drop of oil prices over the past years which put pressure on the budgets of those countries; thus led to reducing some forms of subsidies, imposing new taxes and fees while borrowing through Sukuk and bonds.

The total funds borrowed by the GCC since the beginning of the year account for nearly \$50 billion. This makes an opportunity to stimulate capital markets



for debt instruments. The vision 2030 of the Kingdom of Saudi Arabia was set to stimulate the economy. Saudi Arabia set up a \$2 trillion sovereign wealth fund. He added that the Kuwaiti economy is one of the best economies in the region despite some challenges.

"KFH is one of the largest Sukuk issuers in the region and the world, and has successfully participated in leading the issuance of sovereign Sukuk to the governments of Hong Kong, South Africa, Turkey and Sharjah, in addition to several companies and financial institutions" said Al Haddad, indicating ALAFCO closes \$300 million murabah facility where the transaction

was advised by KFH-Capital.

Meanwhile Portfolios Department Senior Manager at KFH-Capital, Abdulaziz Alhumaidhi said the Company follows prudent criteria based on technical principles in portfolio management. He demonstrated the stages and criteria of building a portfolio, which depends on diversification, risk management, quality of assets and the returns, pointing out that the returns of some of the company's portfolios reach 11 percent annually.

Senior Dealer - Trading Services at KFH-Capital, Mohammad Aladsani said that customers can open a



KFH trading account through KFH branches or at the company's headquarters. Customers can also use the KFH trading application for trading in the GCC markets. KFH Trading offers multiple services to dealers. Saleh Al Khomees- Chief Real Estate Officer at KFH-Capital said that the real estate assets managed by KFH are valued at \$2.5 billion and are distributed across the GCC, North America and Europe in all sectors: residential, industrial, logistic, offices and health care. He added that the annual distributions of real estate funds range from 5 percent to 7.5 percent annually.