

## **Investor Relations Presentation** June 2022





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## **QNB** at a Glance

### QNB is a strong and highly rated bank with international footprint





#1 bank in the Middle East and Africa across all balance sheet metrics



International network with presence in more than 31 countries

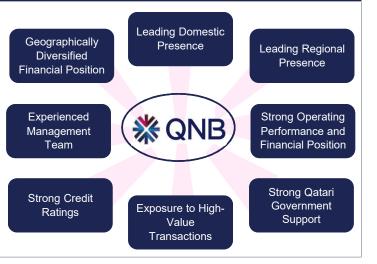


Most valuable banking brand in the Middle East and Africa, worth USD 7.1 Bn<sup>1</sup>



About 27,000 employees operating from more than 1000 locations

#### Key Strengths



#### Solid financial strength

USD 50.7 Bn	USD 1.93 Bn		
Market Cap.	Net Profit <sup>2</sup>		
USD 308.8 Bn	USD 0.20		
Assets	EPS		
Assets	EPS		

#### **Top-tier credit ratings**

n	Α	Aa3
	Standard & Poor's	Moody's
	P001 S	
	AA-	Α
	Capital Intelligence	Fitch



2: Profit Attributable to Equity Holders of the Bank

## **QNB's International Footprint**

#### Sub-Saharan Africa



#### South Sudan: (1 Branch)

**Togo:** (671 Branches<sup>3</sup>, 20.1% stake in Ecobank)

#### Asia



Indonesia: (11 Branches, 92.48% stake In QNB Indonesia)

Singapore: (1 Branch)

India: (1 Branch)

China / Hong Kong: (1 Representative office, 1 Branch)

Vietnam: (1 Representative office)

#### North Africa

- <u>i</u>
- Egypt: (231 Branches, 95.0% stake in QNB ALAHLI)
  - Libya: (1<sup>1</sup> Representative office)
  - Tunisia: (34 Branches, 99.99% stake in QNB Tunisia)



#### Sudan: (3 Branches)



QNB

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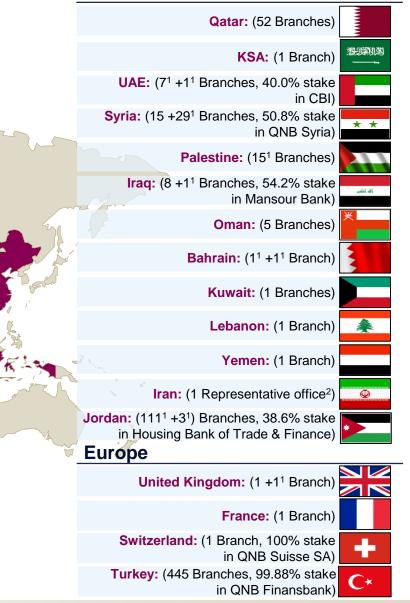
Algeria: (7<sup>1</sup> Branches)



Mauritania: (1 Branch)



#### **Middle East**

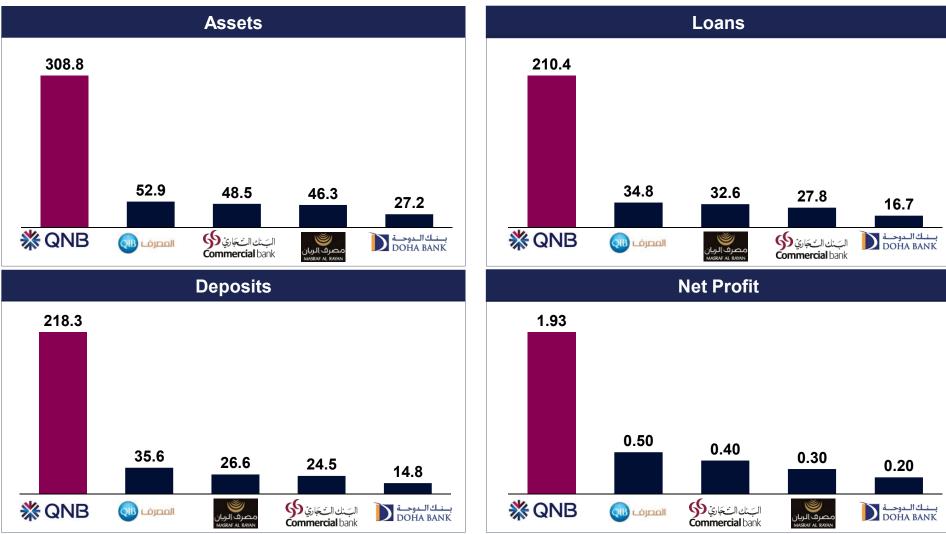




## QNB Comparative Positioning – Qatar and MEA

### **Top 5 Listed Domestic Banks – June 2022**

#### QNB continues to excel in the domestic market

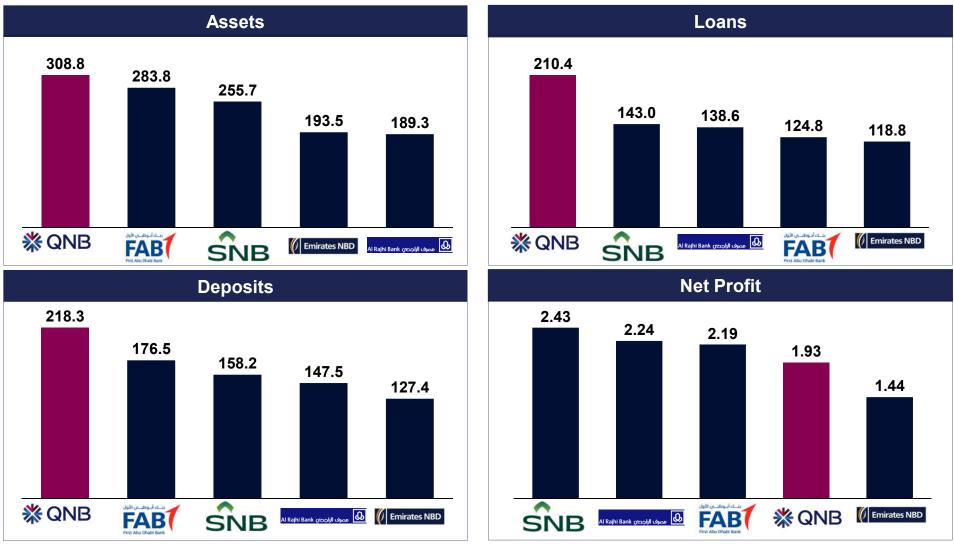




Note: All amounts are in USD billions Source: Banks' June 2022 Press Release or Financial Statements, if available Banks listed on Qatar Stock Exchange.

## Top 5 Listed MEA Banks – June 2022

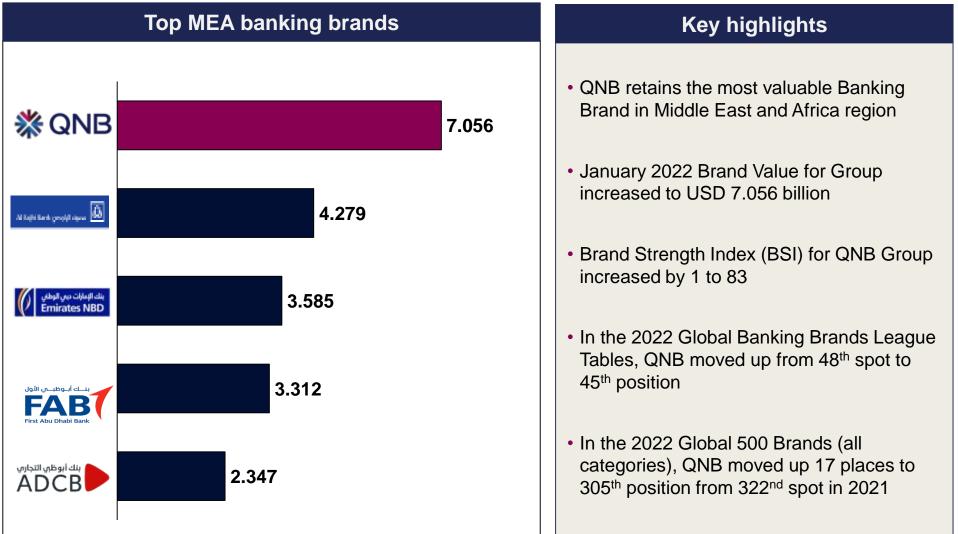
QNB maintained its position as the leading bank in the region across all balance sheet categories





## QNB is the leading financial institution in the MEA region with regards to brand value

Brand value (USD Bn as at 31-Dec-21)



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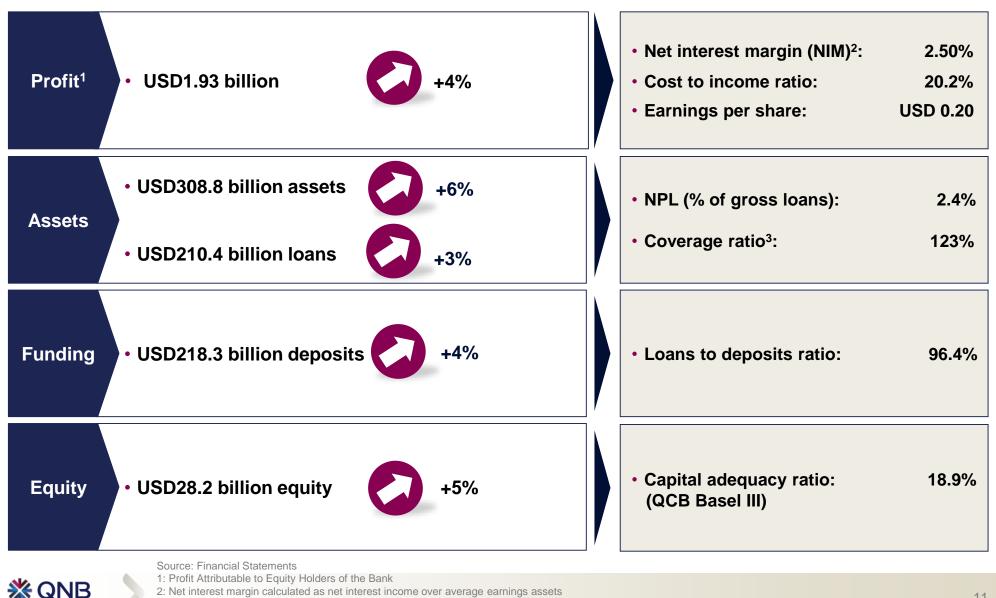
# Financial Highlights – as at 30 June 2022

### QNB demonstrate sustainable growth

Financial Highlights (as at 30 June 2022)



Growth vs. June 2021



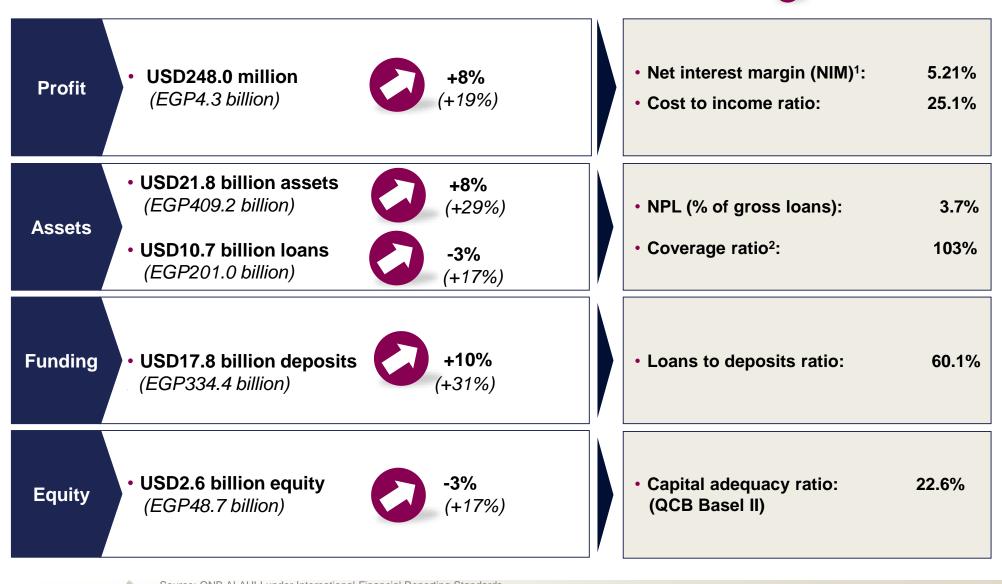
2: Net interest margin calculated as net interest income over average earnings assets 3: Based on Stage 3 provisions

#### **QNB ALAHLI** Financial Highlights (as at 30 June 2022)

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Growth vs. June 2021

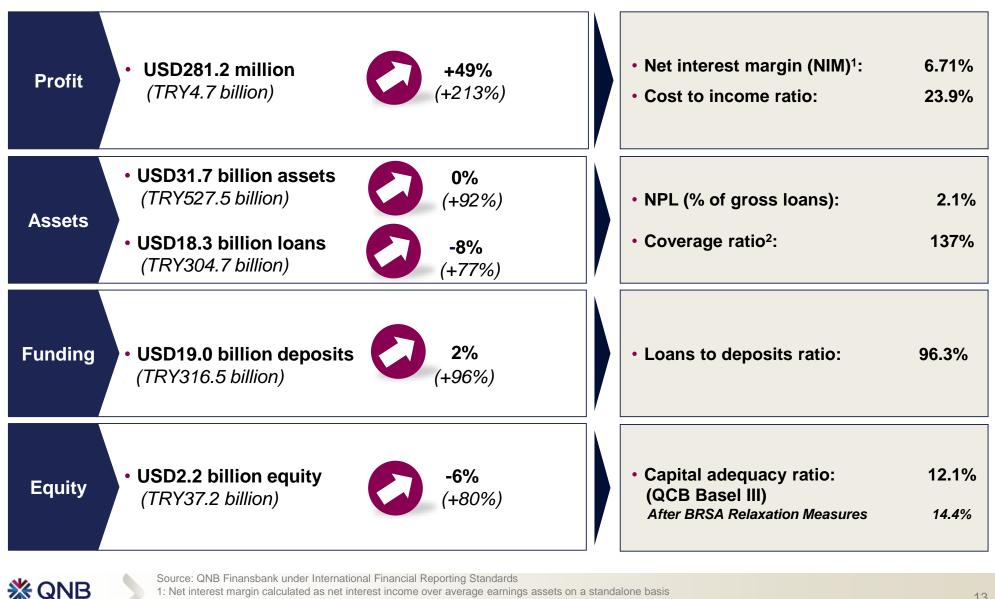


Source: QNB ALAHLI under International Financial Reporting Standards 1: Net interest margin calculated as net interest income over average earnings assets on a standalone basis 2: Based on Stage 3 provisions

## **QNB FINANSBANK**

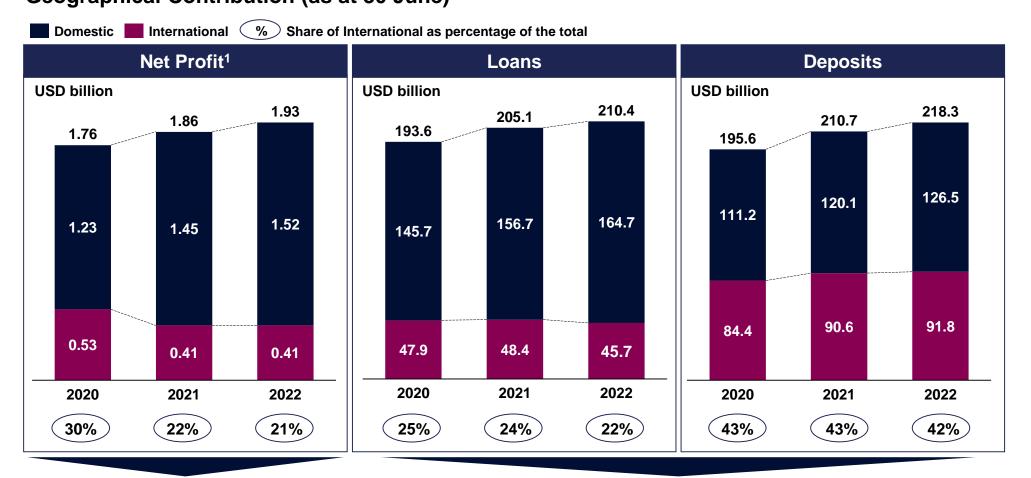
#### Financial Highlights (as at 30 June 2022)

Growth vs. June 2021



1: Net interest margin calculated as net interest income over average earnings assets on a standalone basis 2: Based on Stage 3 provisions

### Solid domestic presence with geographical diversification contributes to growth Geographical Contribution (as at 30 June)



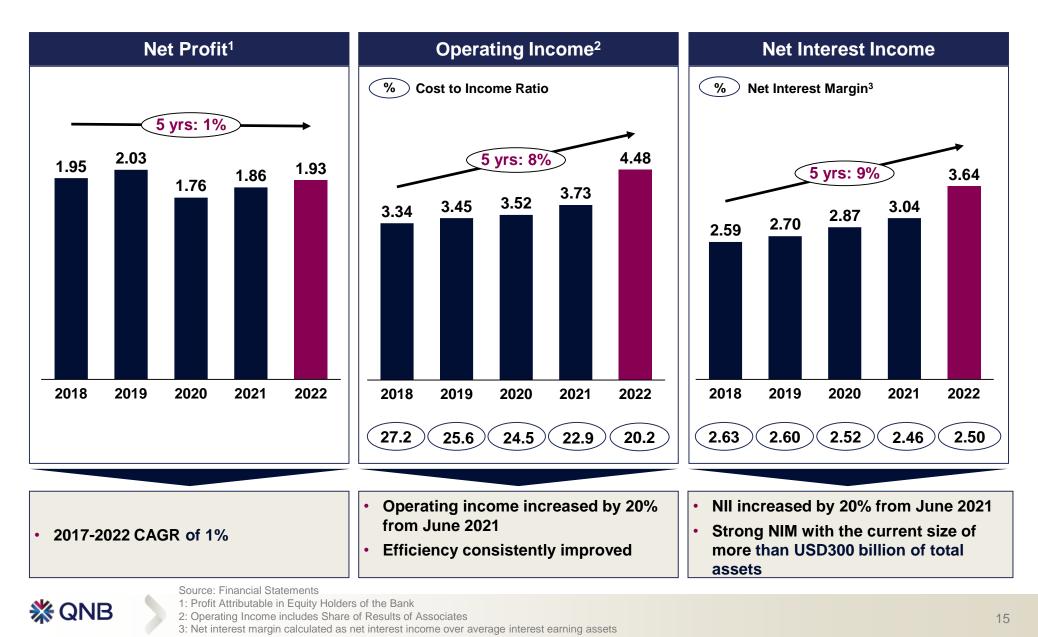
 Profit from international operations decreased by USD0.12 Mn (22%) from 2020 to 2022

- Loans from Intl operations decreased by USD2.2 Bn (5%) from 2020 to 2022
- Deposits from Intl operations increased by USD7.4 Bn (9%) from 2020 to 2022

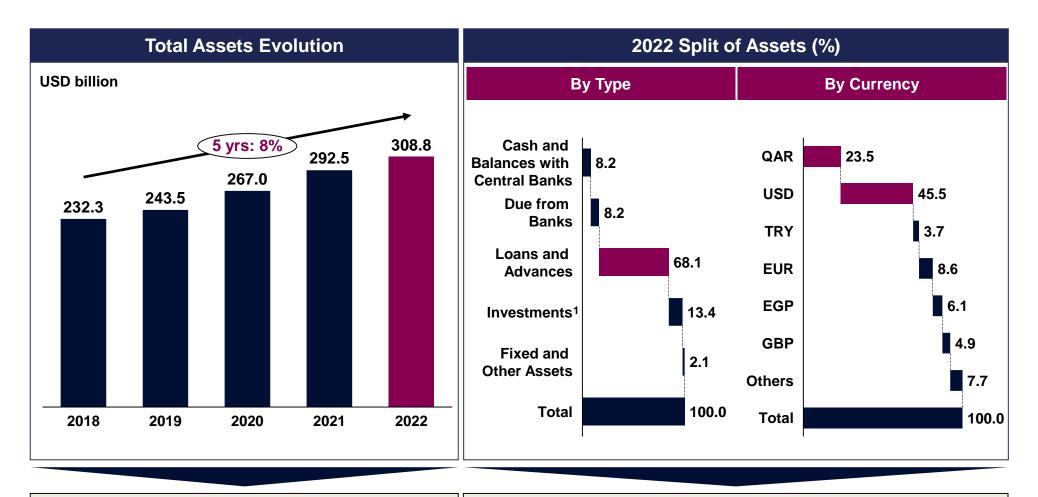


## **Consistent Profitability and Cost Discipline**

Income Statement Breakdown (USD billion as at 30 June)



## Assets Analysis (as at 30 June)



Assets increased 6% from June 2021

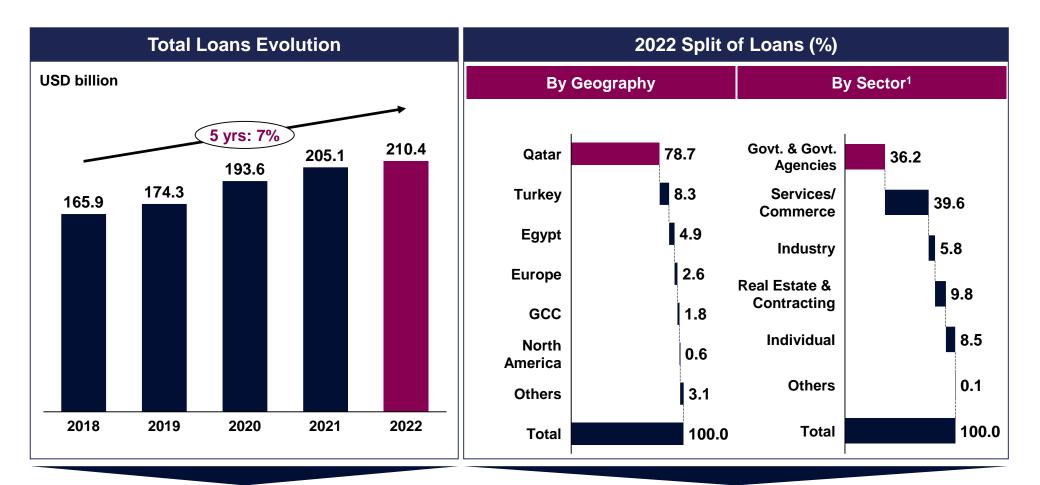
Loans and advances represent 68% of total assets

• 2017-2022 CAGR of 8%

USD and QAR currencies account for 69% of total assets



#### **Stable Ioan growth** Loan Analysis (as at 30 June)



Loans increased 3% from June 2021

#### Loans denominated in USD represent 64% of total loans

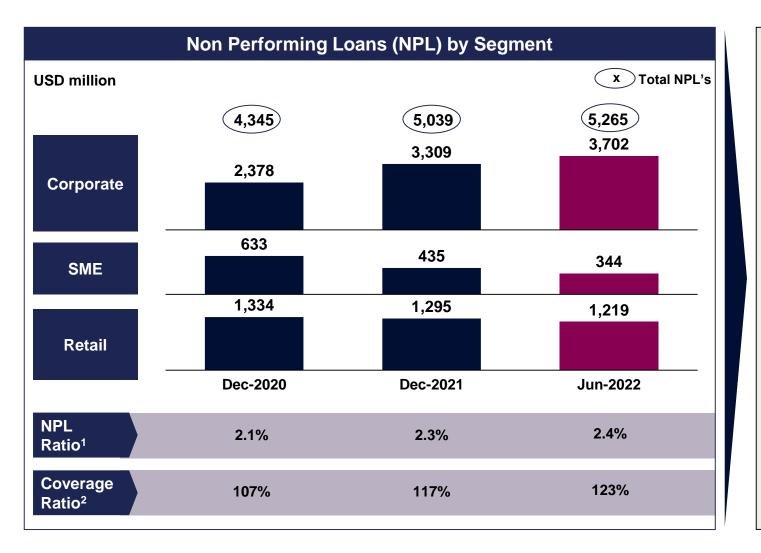
• 2017-2022 CAGR of 7%

Loan exposures are of a high quality with 36% concentration to Government and public sector entities



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### High quality lending portfolio is underpinned by low NPL ratios Asset Quality Analysis (as at 30 June)



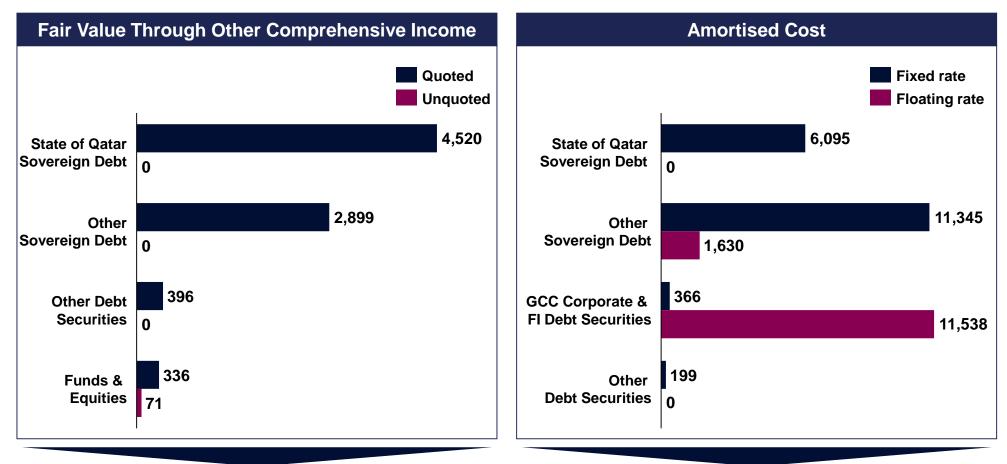
- QNB has continued to increase its provisions in response to the global economic situation on account of pandemic, other economic headwinds and uncertainties
- The bank's coverage ratio has remained robust amidst the economic slowdown, with a coverage of 123% as at 30 June 2022
- Past dues are NPL after 90 days default
- There is an additional risk
   reserve of USD2,747 million
   which is greater than the
   2.5% QCB requirements



Source: Financial Statements 1: % of NPLs over gross loans excluding interest receivables 2: % of provisions over NPLs (Stage 3 only)

## High quality investment portfolio with 67% of securities rated AA or Sovereign

Investments Analysis (USD million as at 30 June 2022)

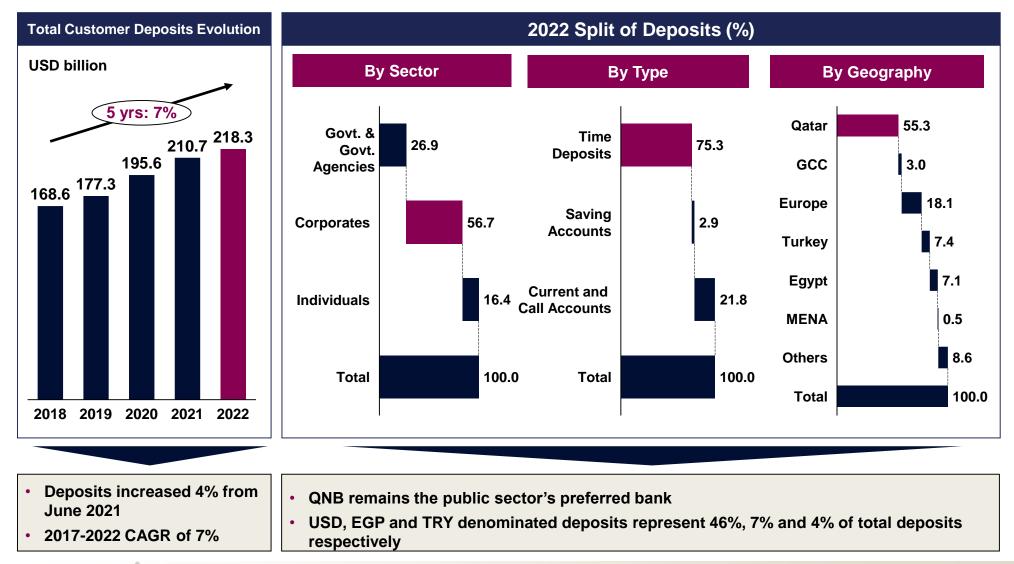


Quoted securities account for 99% of FVOCI Investment securities

Good mix of both fixed and floating rates securities



### Robust growth in customer deposits and funding Funding Analysis (as at 30 June)





#### **Solid liquidity profile** Liquidity Analysis (as at 30 June)

Loans to Deposits Ratio Evolution **Sources of Liquidity** % % of total liabilities 98.4 98.3 99.0 97.4 96.4 Due to 13.2 Banks Customer 77.8 **Deposits** 2018 2019 2021 2022 2020 Debt 3.4 **Securities** Liquid Assets<sup>1</sup> Evolution Other 2.5 **USD** billion % Share of Total Assets **Borrowings** 90.1 79.6 65.8 61.4 Other 56.2 3.1 Liabilities Total 100.0 2018 2019 2020 2021 2022 Liabilities 25% 24% 25% 27% 29%

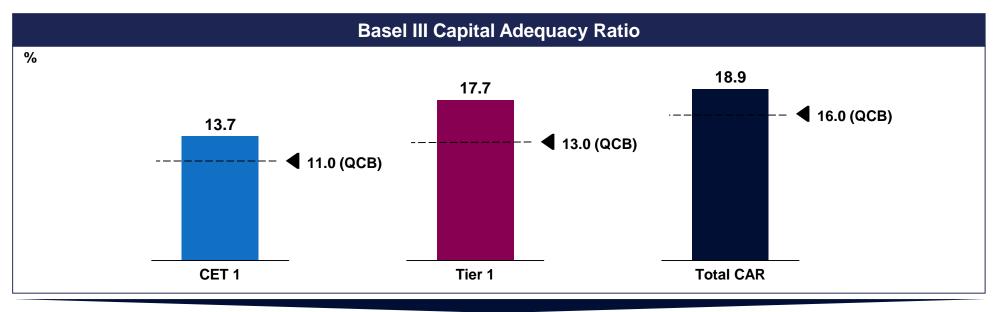
Source: Financial Statements

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1: Liquid Assets calculated as the sum of Cash and Balances with Central Bank, Due from Banks and Investment Securities

## Strong capital adequacy ratio maintained above both QCB and Basel III requirements

Capital Analysis (as at 30 June)



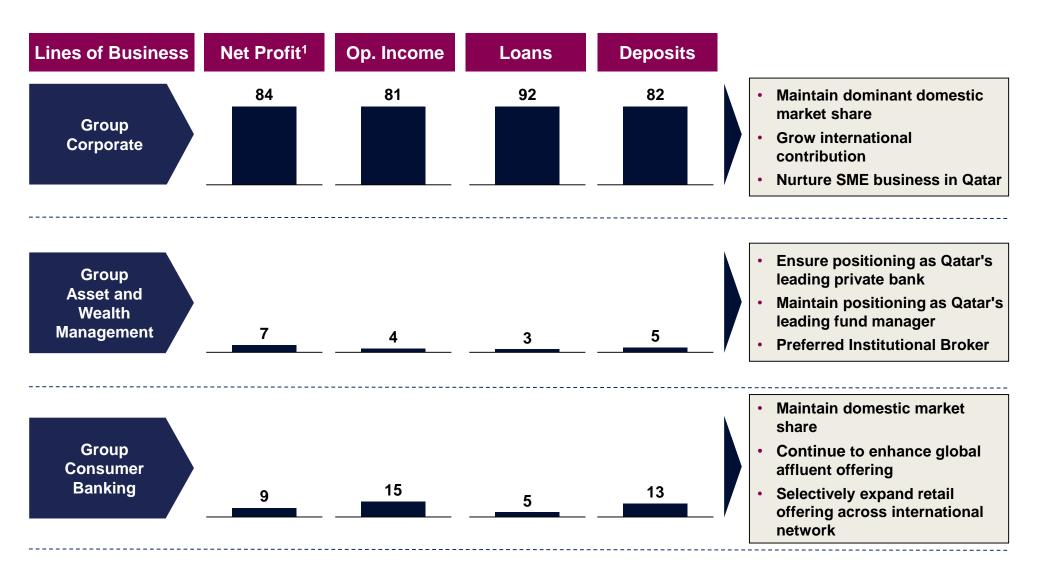
• Capital adequacy ratio is above QCB and Basel III requirements including the applicable DSIB buffer of 2.5% (effective 01-Jan-19)

Minimum CAR Requirements					
%	Without buffers	Capital Conservation Buffer	DSIB Charge	ICAAP Charge	Total Requirement
CET 1 ratio	6.0	2.5	2.5	-	11.0
Tier 1 ratio	8.0	2.5	2.5	-	13.0
Total CAR	10.0	2.5	2.5	1.0	16.0



## Diversifying business mix will bolster sustainable growth

Business Mix Contribution (% share as at 30 June 2022)





## IFRS 9 – Additional buffers for long-term earnings stability

#### **Financial Impacts**

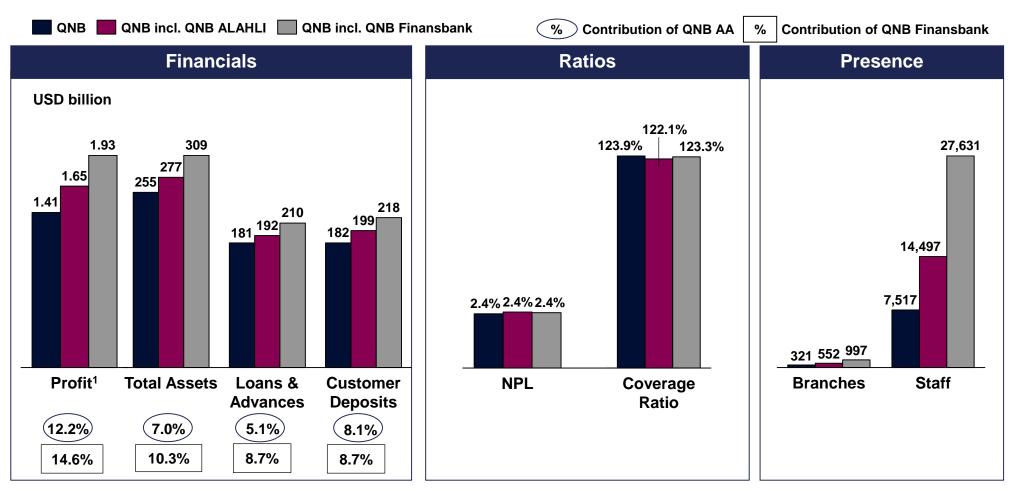
QNB implemented IFRS 9 with effect from 1 January 2018 based on the QCB guidelines.
As per QCB instructions, ECL impact has been treated as Tier 2 Capital for CAR purposes with no amortisation of the transition impact.

Coverage ratio <sup>1</sup>						
As of 30 June 2022	Stage1	Stage	e 2	Stage 3		
Due from Banks and Balances with Central Banks	0.1%	0.49	%	-		
Loans	0.2%	7.59	%	123.3%		
Investments	0.1%	7.29	%	73.6%		
Cost of Risk <sup>2</sup>						
30 June 2022	Stage 1	Stage 2	Stage 3 (NPL)	Total		
Cost of Risk	6bps	25bps	70bps	101bps		



## **QNB Group Financials**

Key data (as at 30 June 2022)







## Sustainability

## QNB Group is committed to enhancing its Environmental, Social and Governance (ESG) practices



- First green benchmark bond issuance at USD600 million<sup>1</sup> and first green bond issued in State of Qatar (2020)
- First green bond private placement between QNB Finansbank and EBRD (2021)
- Partner in the first green repurchase agreement in the State of Qatar (2021)



1 United Nations Global Compact; 2 QNB Group Sustainability Reports, GSSB Framework and related documents: <u>https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html;</u> 3 QNB Group ESRM Framework : <u>https://www.qnb.com/sites/qnb/qnbqatar/document/en/enESRM; 4</u> Issued on 15 September 2020 in the form of Senior Unsecured Notes with 5 year maturity Source: QNB Analysis

## Sustainability at QNB is the delivery of long-term value in financial, environmental, social and ethical terms, to benefit our stakeholders

#### QNB Group Sustainability Framework

Our sustainability framework consists of three pillars:

**Sustainable finance** is the integration of ESG criteria into QNB's financing activities to deliver profit with purpose. **Sustainable operations** is the integration of ESG criteria into our business operations and across our supply chain **Beyond banking** refers to QNB's CSR activities in the communities where we operate.

The pillars support our sustainable financial performance, through reducing risks, opening up new business opportunities and strengthening our brand.

#### **QNB 2021 Sustainability highlights**

- 34 sustainable financial products and services
- 18% reduction in carbon intensity (CO<sub>2</sub>e) since 2017
- QR 15 billion loan portfolio to SMEs and microenterprises
- 77% transactions completed via digital channels
- 32% women in senior and middle management
- 47% female employment rate (independently assured)



Timely payments and supplier audits

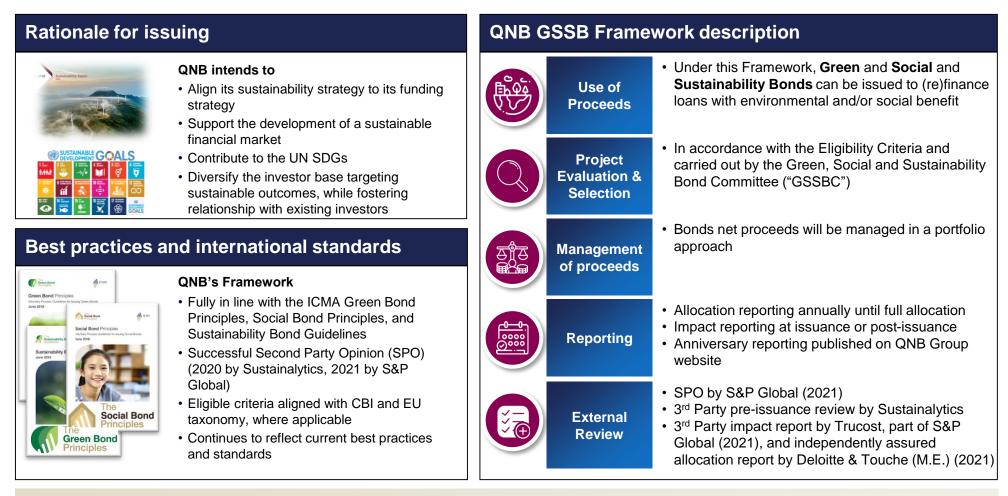
Further details on our 2021 ESG initiatives and achievements are published in our 2021 Sustainability Report, which is available on the QNB Group website

3,000+

suppliers

## Introduction to QNB Green, Social and Sustainability Bond Framework

Defining an ambitious Framework, in line with best practices and standards



QNB's Framework is aligned with the ICMA Green Bond Principles, Social Bond Principles and Sustainability Bond Guidelines

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### **QNB Green and Social "Use of Proceeds"**

Applying strict Eligibility Criteria when selecting green and/or social projects

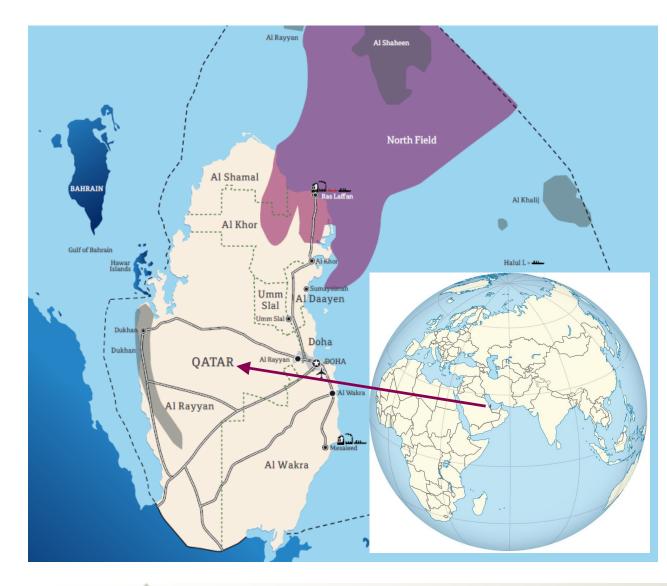


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## **Economic Overview**

## Qatar holds the world's largest non-associated gas field (North Field) and is strategically located between Europe and Asia

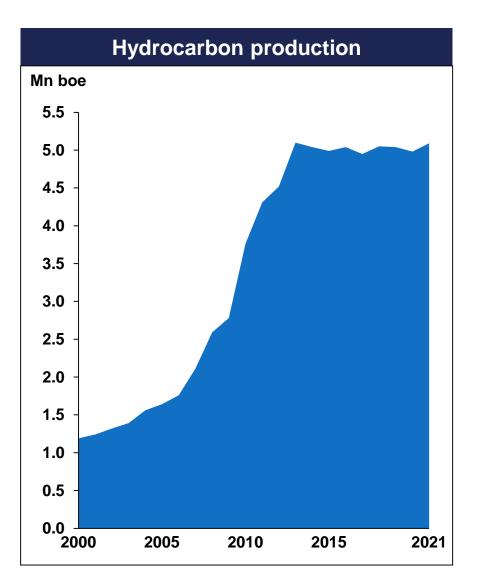


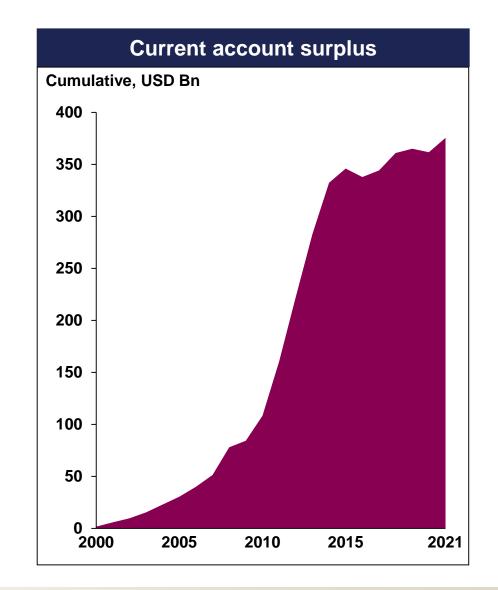
#### Comments

- Qatar is a peninsula located in the Persian Gulf and is a member of the Gulf Cooperation Council (GCC)
- Qatar's total population is around 2.8 million
- Qatar is endowed with the world's largest hydrocarbon reserves on a per capita basis
- Qatar's hydrocarbon reserves are mostly held in the North Field; the world's largest non-associated gas field
- Qatar is one of the world's largest exporters of liquefied natural gas (LNG)

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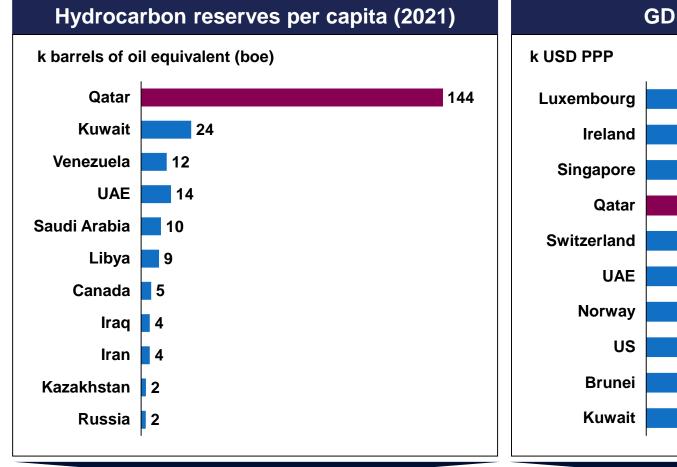
## Qatar's hydrocarbon production generates significant wealth via exports and has fueled substantial current account surpluses

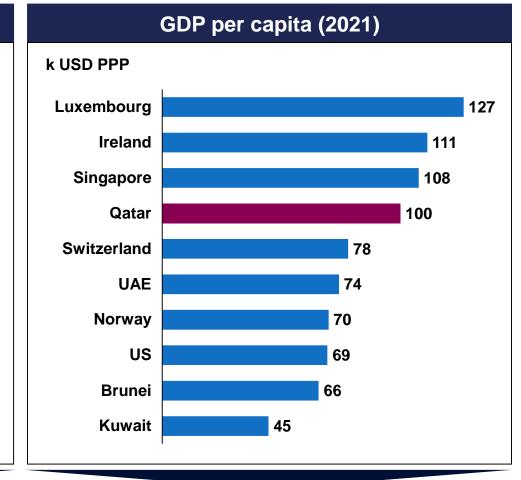




### 🗱 QNB

## The development of Qatar's vast hydrocarbon reserves make it one of the richest countries in the world

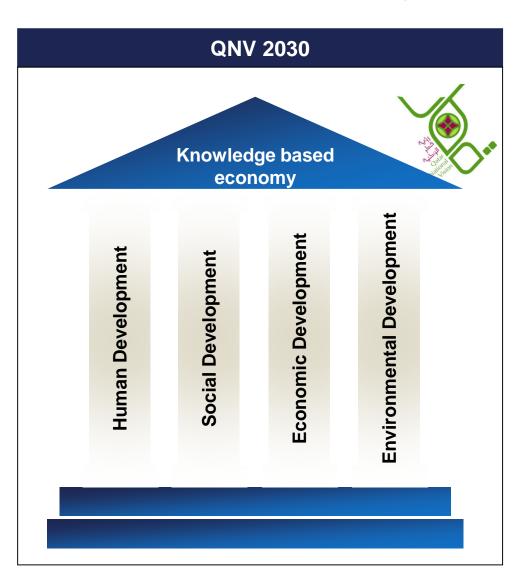




At current extraction rates, Qatar's proven gas reserves would last for over a hundred years

#### **Development of the hydrocarbon sector has made Qatar one of the world's richest countries**

## Qatar introduced the Qatar National Visions 2030 (QNV 2030) with the aim to transform the country into a knowledge-based economy



#### Comments

QNV 2030 aims to promote diversification away from oil and foster human, social, economic and environmental development:

#### Human development

To enable all of Qatar's people to sustain a prosperous society

#### **Social development**

• To maintain a just and caring society based on high moral standards and capable of playing a prominent role in the global partnership for development

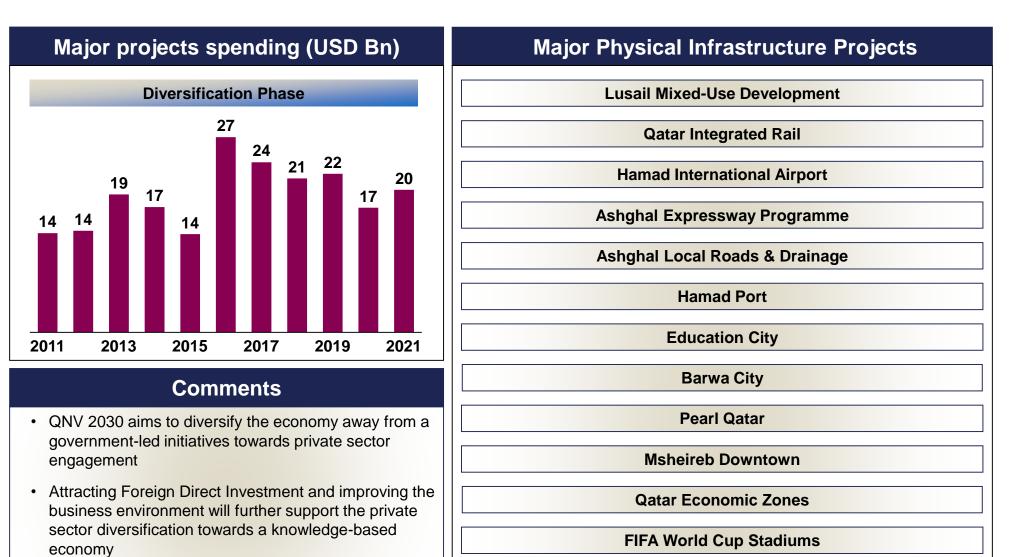
#### **Economic development**

• To achieve a competitive and diversified economy capable of meeting the needs of, and securing a high standard of living for, all its people for the present and for the future

#### **Environmental development**

To ensure harmony among economic growth, social development and environmental protection

### A major physical infrastructure and investment programme is laying the foundation for QNV 2030 and diversification

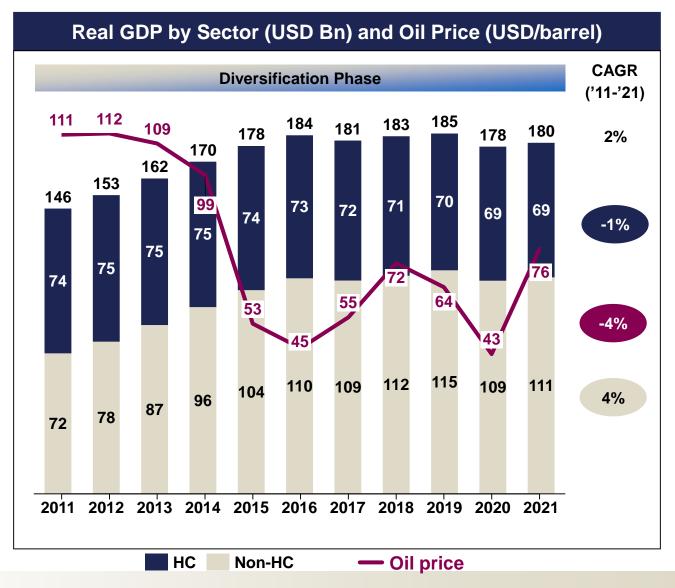


Source: Qatar's Ministry of Finance, MEED Projects, QNB analysis

### Infrastructure investment and QNV 2030 are also helping to diversify the economy and reduce the impact of oil price volatility



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## Qatar has maintained a substantial trade surplus with exports much greater than imports despite oil price volatility during diversification



## Given its wealth and stable outlook, Qatar is one of the highest rated sovereigns in the world

Moody's Sovereign Ratings <sup>1</sup>							
	AAA	US, Germany, Canada, Australia, N Zealand, Switz'nd, Norway, Sweden, Denmark, Neth'lands, Lux'bourg, Singapore					
	Aa1	Austria, Finland					
	Aa2	France, South Korea, Faroe Islands					
ade	Aa3	<b>Qatar</b> , UK, Belgium, Czech, Hong Kong, Taiwan, Macau, Cayman Islands, Isle of Man					
Investment Grade	A1	Chile, China, Japan, Kuwait, Saudi Arabia, Estonia					
/estme	A2 Bermuda, Iceland, Slovakia, Lithuania, Poland, Ireland, Malta						
Ĺ	A3 Latvia, Malaysia, Botswana, Slovenia						
	Baa1	Mexico, Spain, Thailand, Bulgaria, Peru					
	Baa2	Indonesia, Uruguay, Philippines, Colombia, Mauritius, Panama, Portugal, Hungary, Kazakhstan					
	Baa3	India, Italy, Romania, Russia					
		Non-Investment Grade					
Ba1	Ba	a2 Ba3 B1 B2 B3 Caa1 Caa2 Caa3 Ca C					

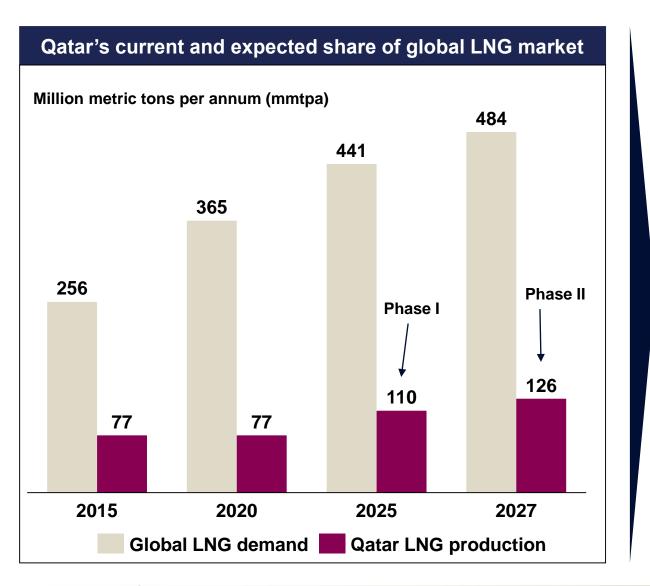


## Qatar's banking and financial system remains resilient and healthy

Financial Soundness Indicators (2018-2021, %)				
	2018	2019	2020	2021
Capital Adequacy				
Tier 1 capital/risk-weighted assets	17.0	17.5	17.6	18.0
Regulatory capital/risk-weighted assets	18.0	18.6	18.8	19.2
Asset Quality				
Non-performing loans/total loans	1.9	1.8	2.0	2.4
Liquidity				
Liquid assets/total assets	29.1	30.2	28.1	28.4
Total loans/total deposits	114.1	120.1	122.9	121.5
Total loans/total assets	66.6	67.3	67.6	67.2
Profitability				
Return on assets	1.6	1.6	1.4	1.4
Return on equity	15.3	15.8	13.7	14.7

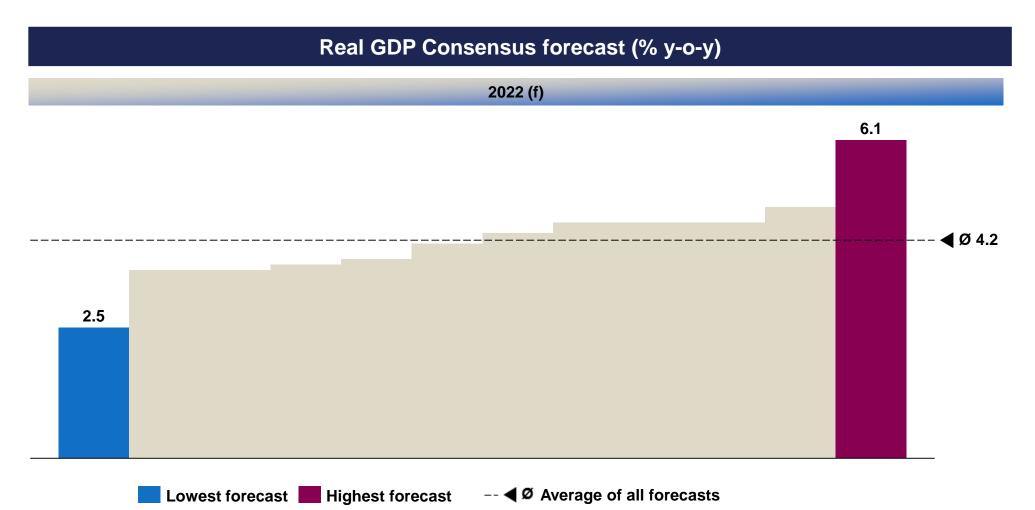


## Qatar will increase its LNG production by 64%, maintaining its position as the world's largest exporter and fuelling diversification



- Globally Qatar is the largest LNG exporter with a market share of 20-30% of total LNG exports
- In 2017, Qatar decided to lift the moratorium on the North Field output
- Six new LNG trains will increase Qatar's LNG production by 64% to 126 million tonnes per annum. There are two phases within the North Field Expansion:
  - Phase I, North Field East, will increase Qatar's annual production from 77 to 110 million tonnes, with first gas expected from four trains by 2025
  - Phase II, North Field South, will then further boost production to 126 million tonnes, with first gas by 2027
- The LNG expansion will also unleash further downstream growth, as abundant feedstock favors the petrochemical and manufacturing sector

## The 2022 FIFA World Cup and the North Field expansion are expected to drive strong economic growth in 2022



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-These statements typically contain words such as "expects" and "anticipates" and words of similar import.

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