

### Investor Relations Presentation March 2022





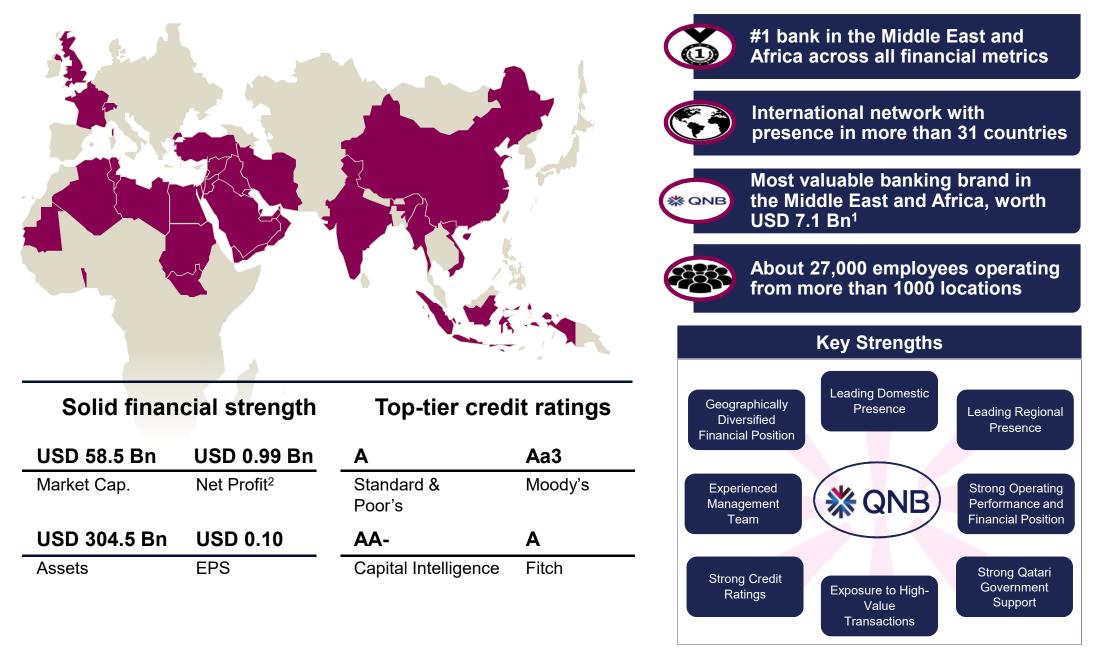
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## QNB at a Glance

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





### **QNB's International Footprint**

#### Sub-Saharan Africa



South Sudan: (1 Branch)

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

#### Asia



Singapore: (1 Branch)

- India: (1 Branch)
  - **China / Hong Kong:** (1 Representative office, 1 Branch)
  - Vietnam: (1 Representative office)

Myanmar: (1 Representative office)

#### North Africa

Area .
246

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

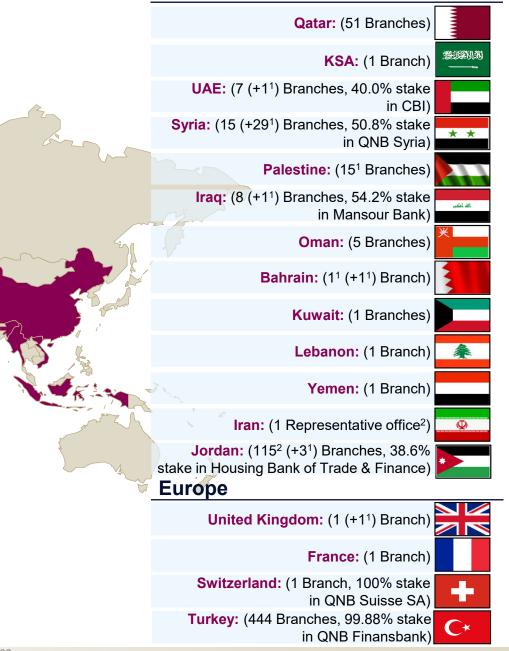




Algeria: (7<sup>1</sup> Branches)



### Middle East



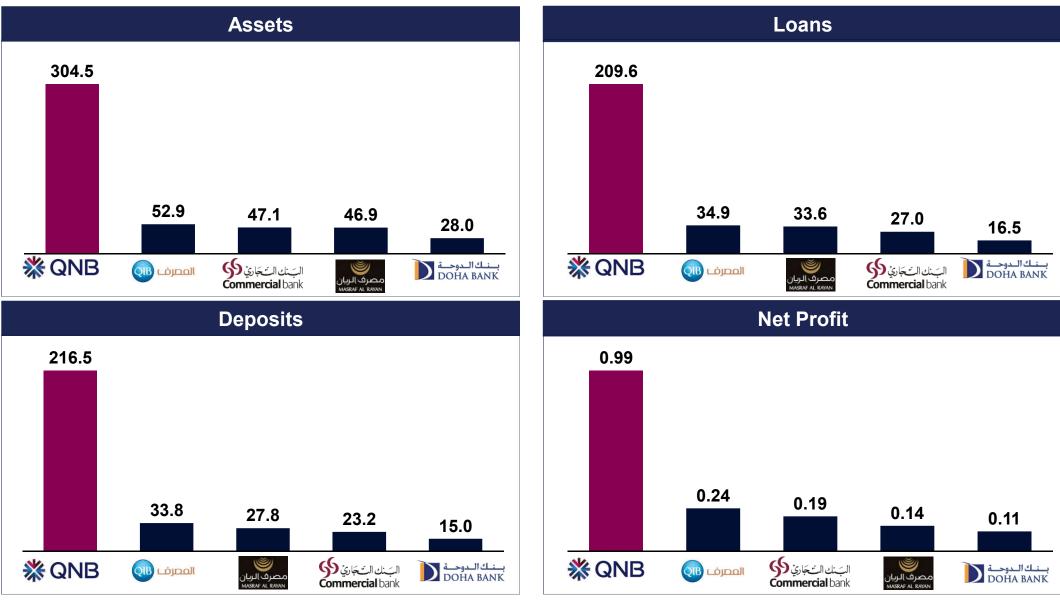




## QNB Comparative Positioning – Qatar and MEA

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

QNB continues to excel in the domestic market

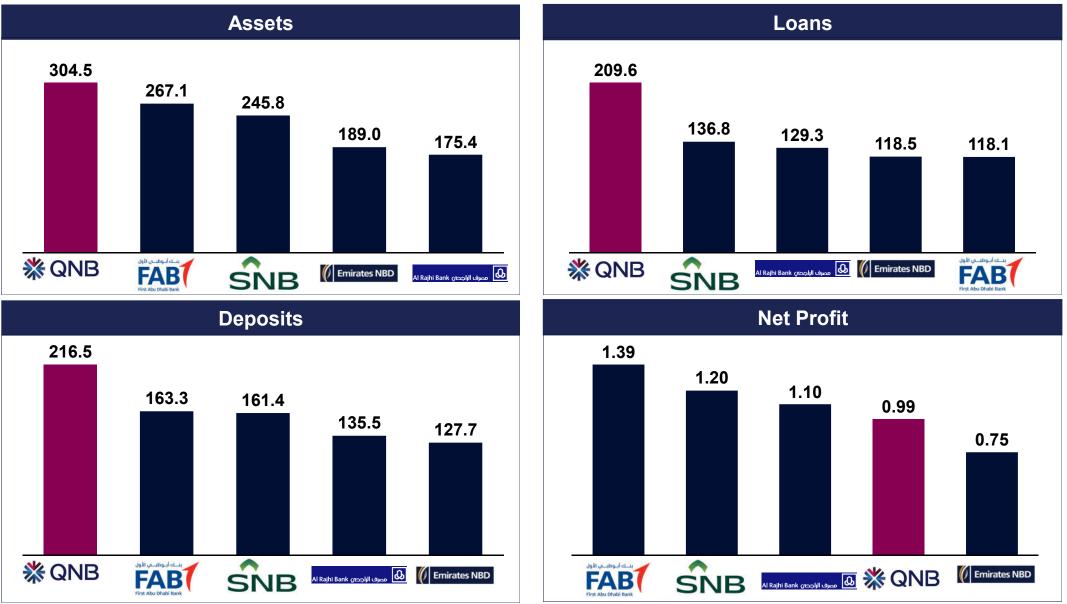




Note: All amounts are in USD billions Source: Banks' March 2022 Press Release or Financial Statements, if available Banks listed on Qatar Stock Exchange only.

### **Top 5 Listed MEA Banks – March 2022**

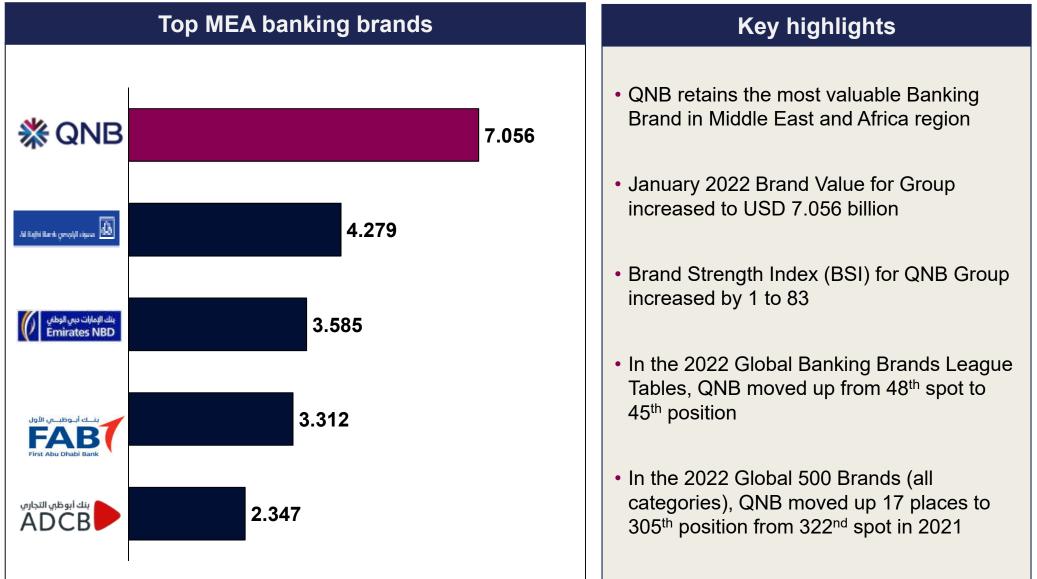
QNB maintained its position as the leading bank in the region across all balance sheet categories





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

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



### 🗱 QNB



# Financial Highlights – as at 31 March 2022

### **QNB** demonstrate sustainable growth

**Financial Highlights (as at 31 March 2022)** 

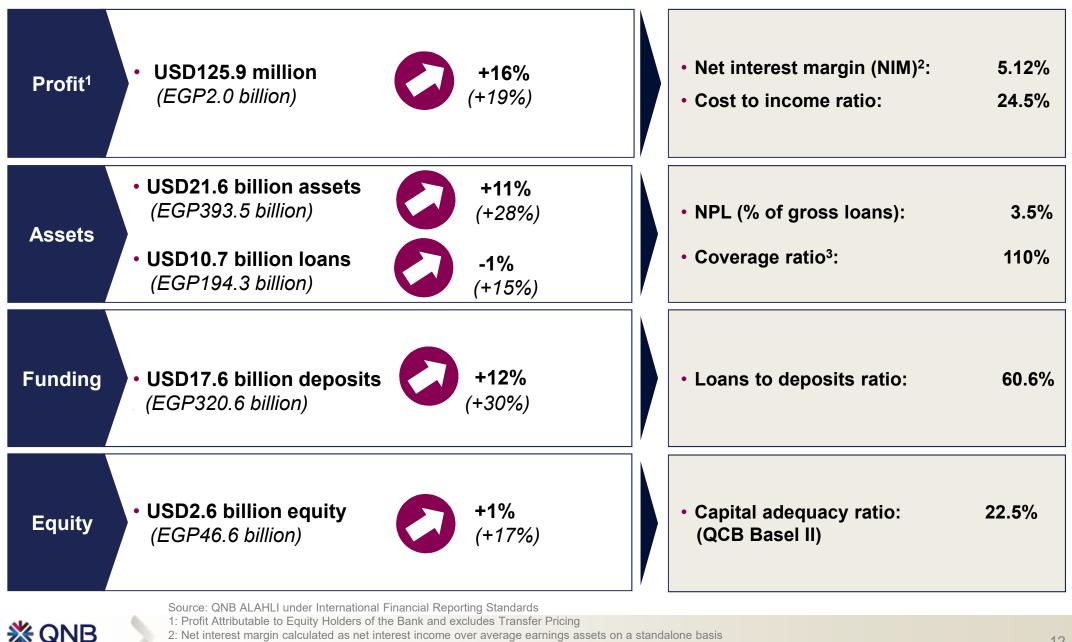


💥 QNB

Source: March 2022 Financial Report 1: Profit Attributable to Equity Holders of the Bank 2: Net interest margin calculated as net interest income over average earnings assets 3: Based on Stage 3 provisions Growth vs. March 2021

### **QNB ALAHLI Financial Highlights (as at 31 March 2022)**

Growth vs. March 2021



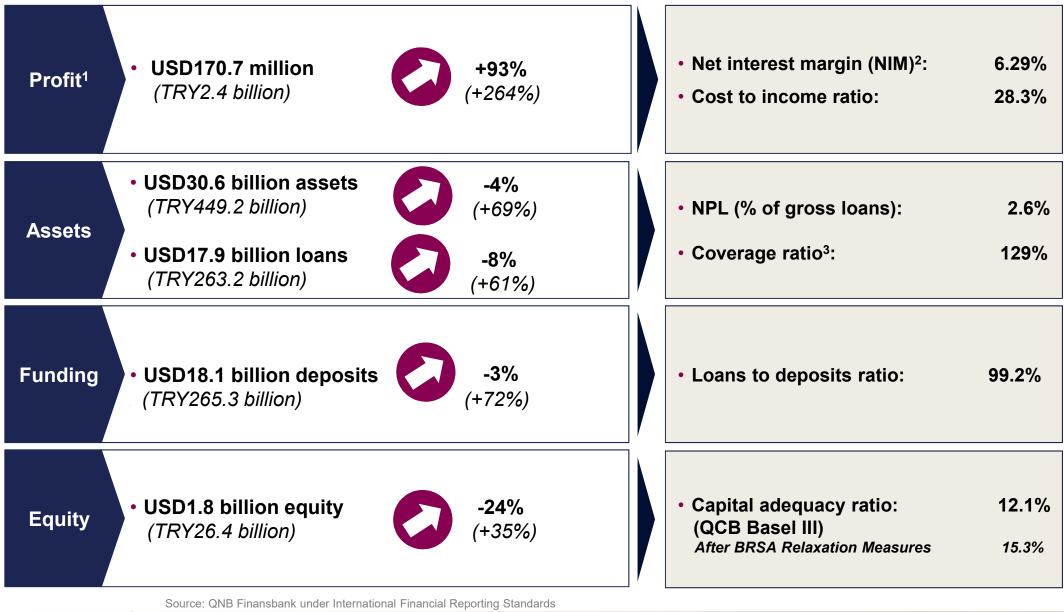
2: Net interest margin calculated as net interest income over average earnings assets on a standalone basis

3: Based on Stage 3 provisions

## QNB FINANSBANK

**Financial Highlights (as at 31 March 2022)** 

Growth vs. March 2021

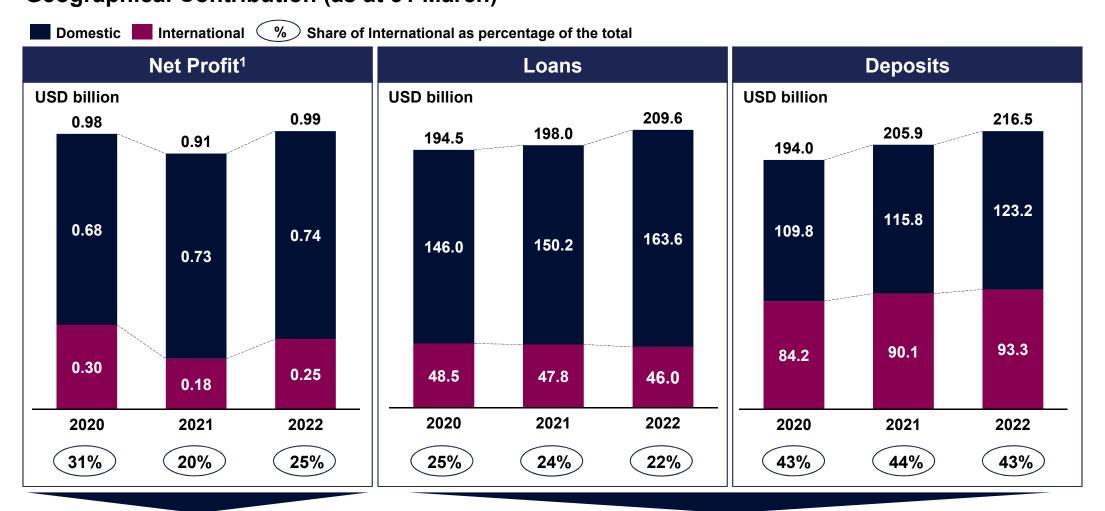


1: Profit Attributable to Equity Holders of the Bank

QNB

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

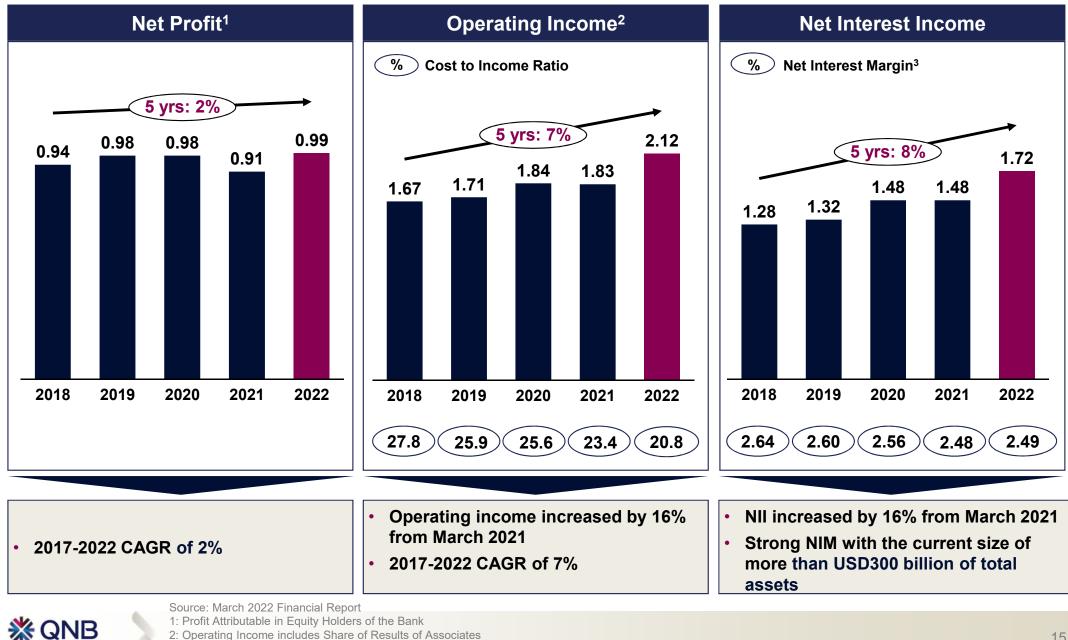
### Solid domestic presence with geographical diversification contributes to growth Geographical Contribution (as at 31 March)



- Profit from international operations decreased by USD0.05 Mn (18%) from 2020 to 2022
- Loans from Intl operations decreased by USD2.5 Bn (5%) from 2020 to 2022
- Deposits from Intl operations increased by USD9.1 Bn (11%) from 2020 to 2022

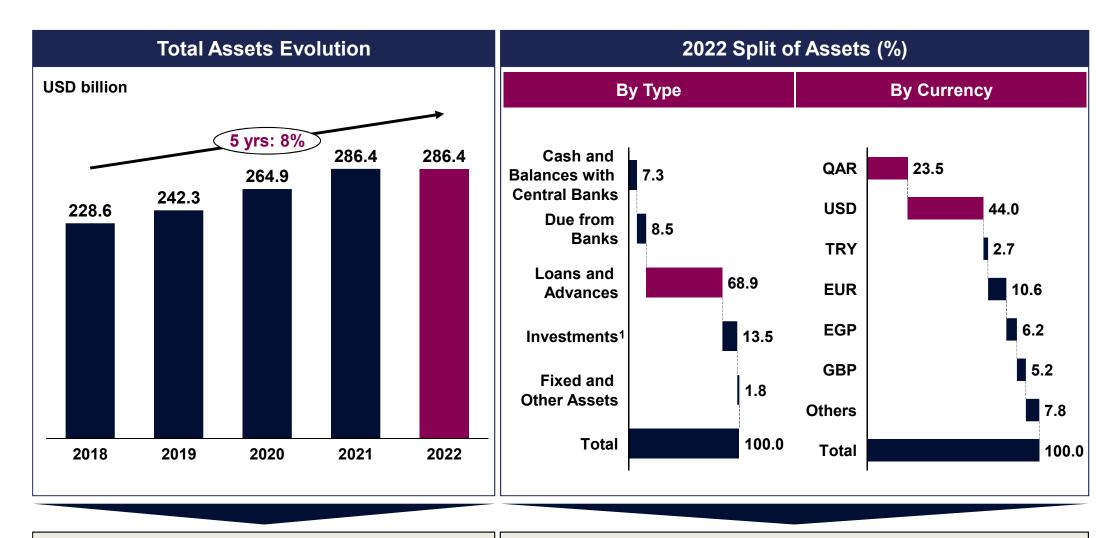


### **Consistent Profitability and Cost Discipline** Income Statement Breakdown (USD billion as at 31 March)



3: Net interest margin calculated as net interest income over average interest earning assets

## Assets Analysis (as at 31 March)



Assets increased 6% from March 2021

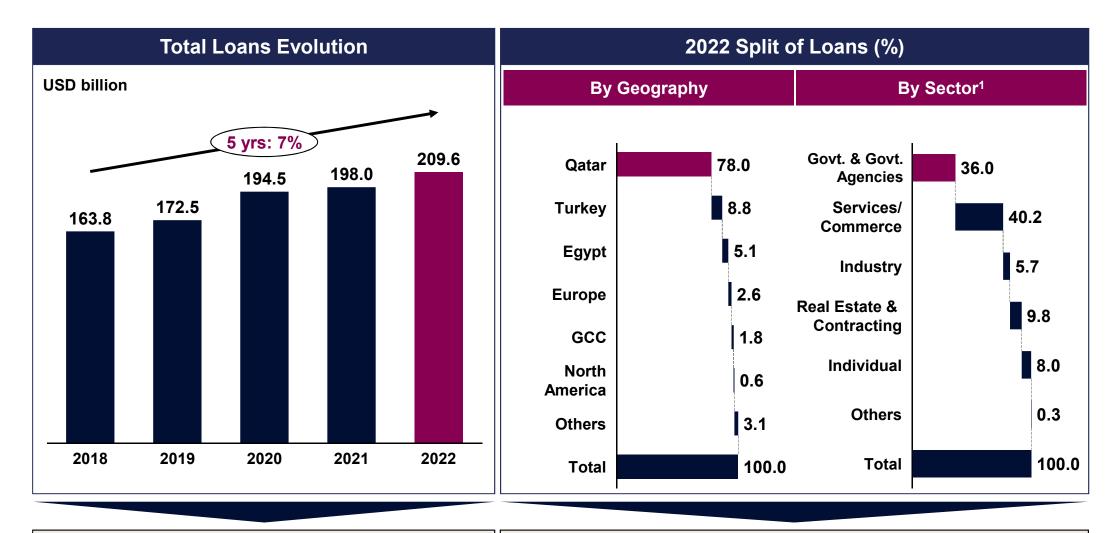
Loans and advances represent 69% of total assets

• 2017-2022 CAGR of 8%

USD and QAR currencies account for 68% of total assets



### Good loan growth Loan Analysis (as at 31 March)

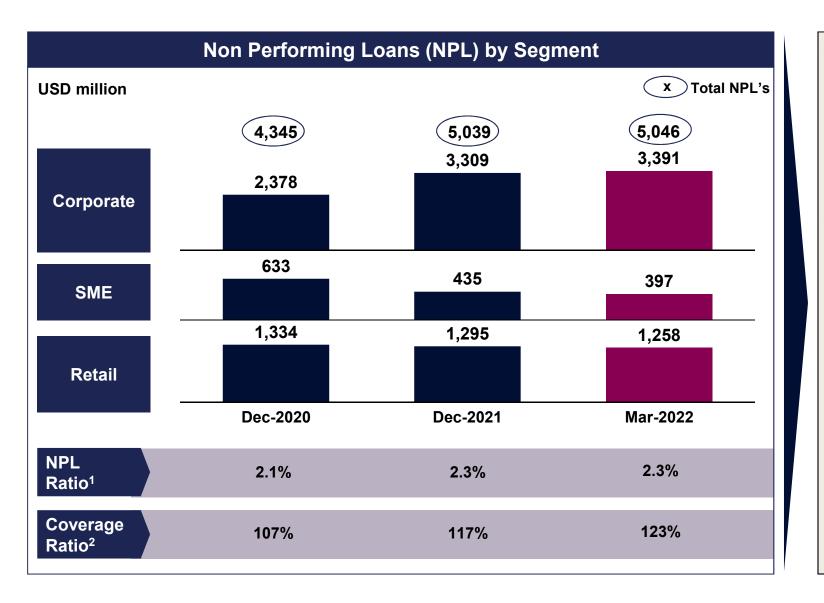


- Loans increased 6% from March 2021 Loans denominated in USD represent 63% of total loans 2017-2022 CAGR of 7% Loan exposures are of a high quality with 36% concentration to •
  - Government and public sector entities





### High quality lending portfolio is underpinned by low NPL ratios Asset Quality Analysis (as at 31 March)



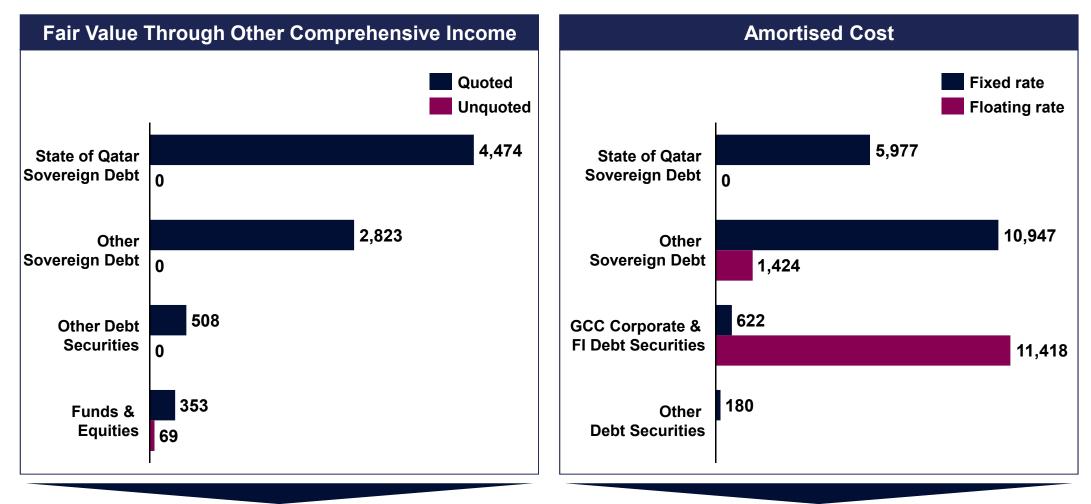
- QNB has continued to increase its provisions in response to the global economic situation as a result of COVID-19 pandemic
- The bank's coverage ratio has remained robust amidst the economic slowdown, with a coverage of 123% as at 31 March 2022
- Past dues are NPL after 90 days default
- There is an additional risk reserve of USD2,747 million which is greater than the 2.5% QCB requirements



Source: March 2022 Financial Report 1: % of NPLs over gross loans excluding interest receivables 2: % of provisions over NPLs (Stage 3 only)

# High quality investment portfolio with 66% of securities rated AA or Sovereign

Investments Analysis (USD million as at 31 March 2022)

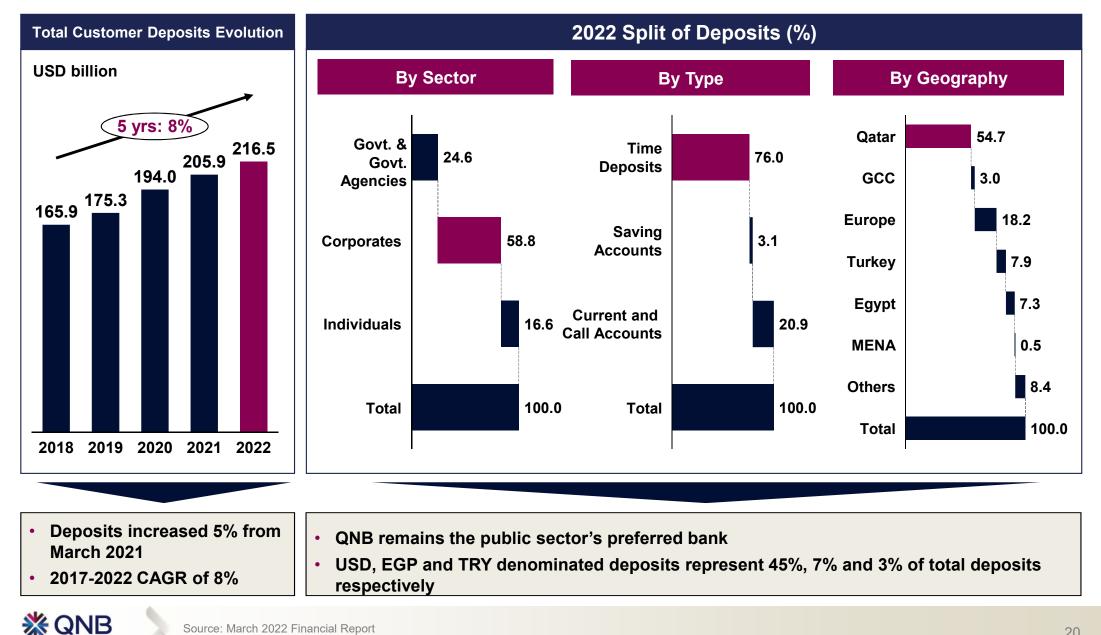


Quoted securities account for 99% of FVOCI Investment securities

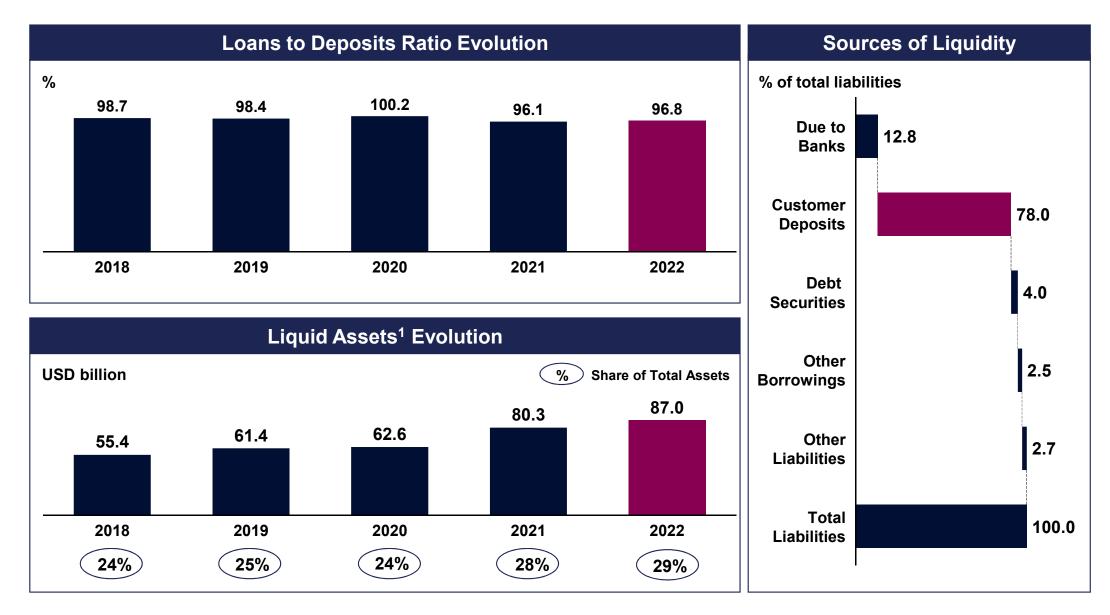
Good mix of both fixed and floating rates securities



### Robust growth in customer deposits and funding Funding Analysis (as at 31 March)



### **Solid liquidity profile** Liquidity Analysis (as at 31 March)



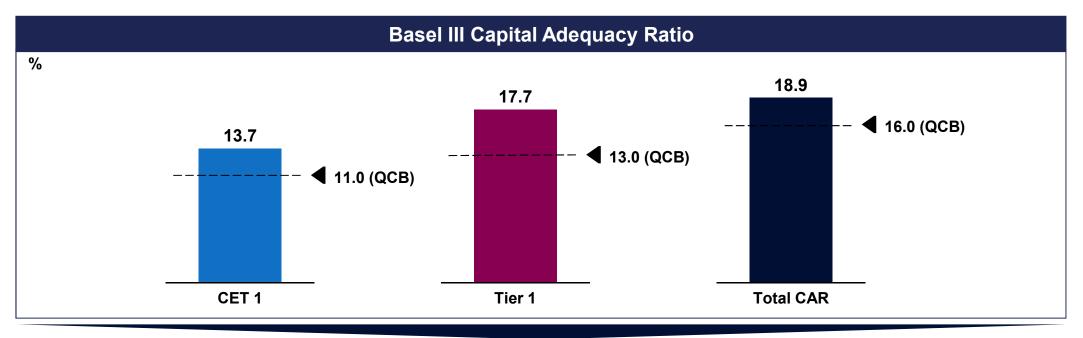


Source: March 2022 Financial Report

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 31 March)

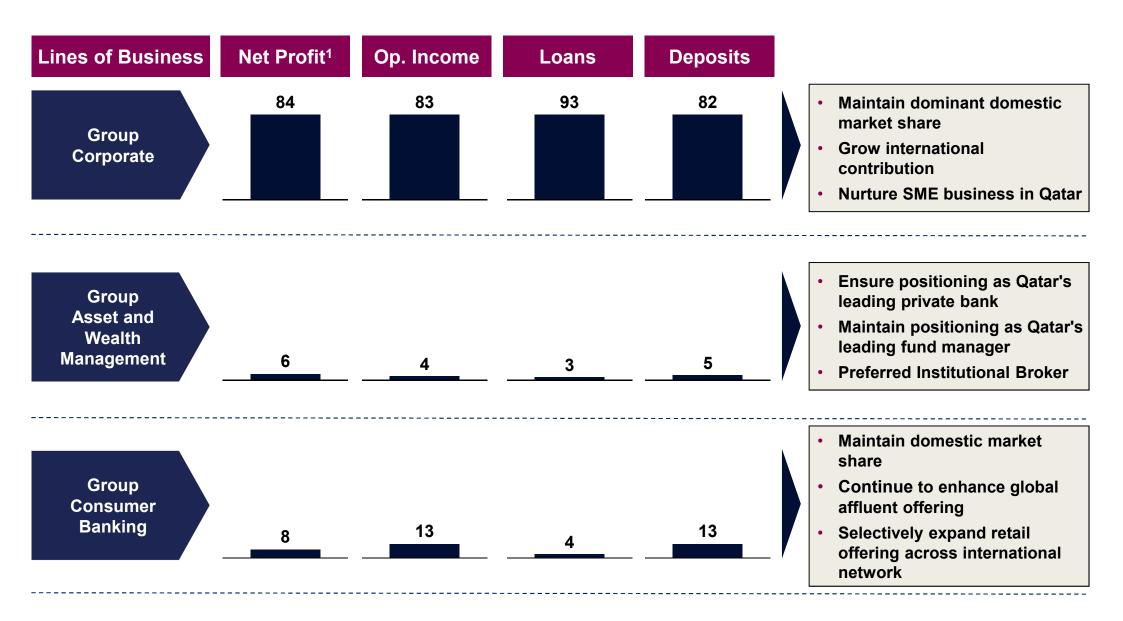


• Capital adequacy ratio is above QCB and Basel III requirements including the applicable DSIB buffer of 2.5% (effective 01-Jan-19)

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 31 March 2022)





### IFRS 9 – Additional buffer for long term earnings stability

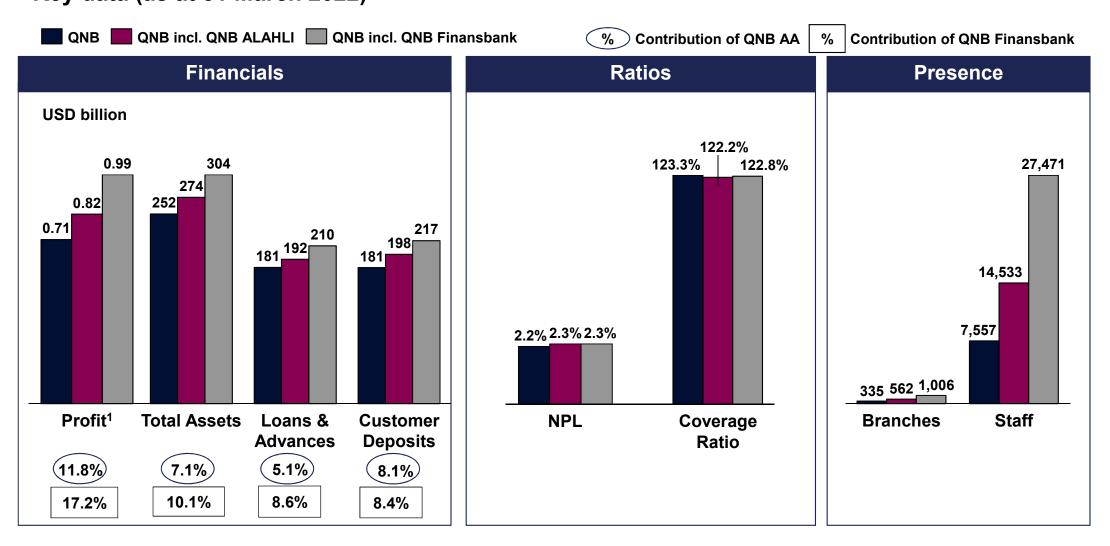
#### **Financial Impacts**

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 31 March 2022	Stage1	Stage	e 2	Stage 3	
Due from Banks and Balances with Central Banks	0.1%	0.4%	6	-	
Loans	0.2%	6.7%	6	122.8%	
Investments	0.1%	13.8	%	100.0%	
Cost of Risk <sup>2</sup>					
31 March 2022	Stage 1	Stage 2	Stage 3 (NPL)	Total	
Cost of Risk	8bps	16bps	73bps	97bps	



### **QNB Group Financials** Key data (as at 31 March 2022)







## Sustainability

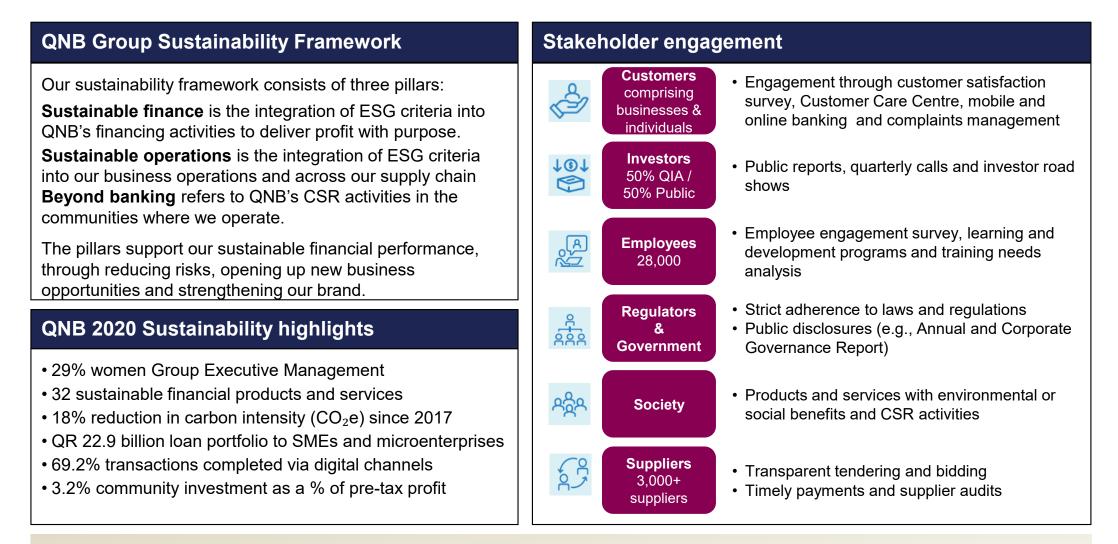
# QNB Group is committed to enhancing its Environmental, Social and Governance (ESG) practices



- 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

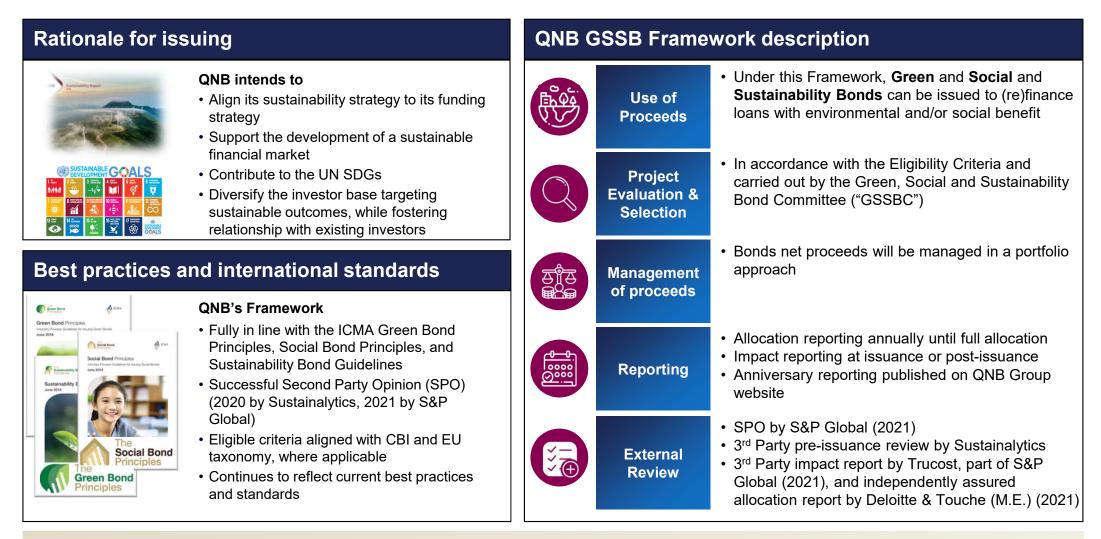


The 2020 highlights are published in our 2020 Sustainability Report which is available on the QNB Group website



### 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



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

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

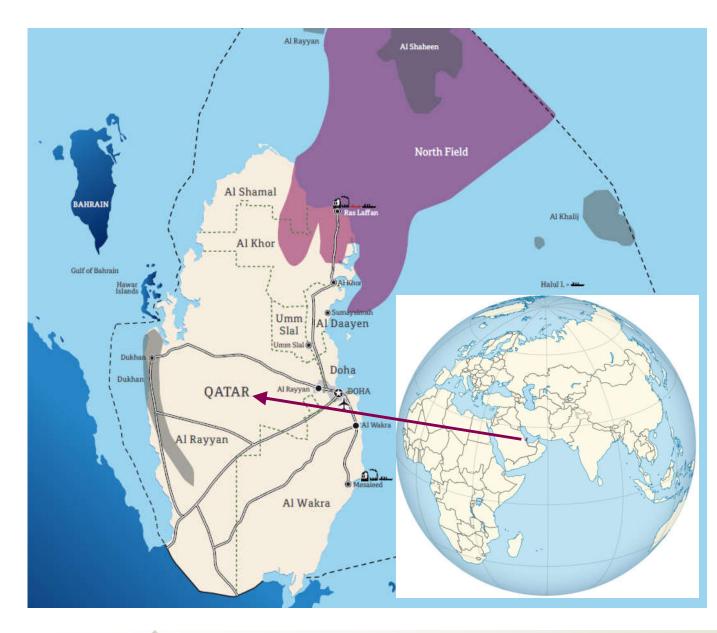






### **Economic Overview**

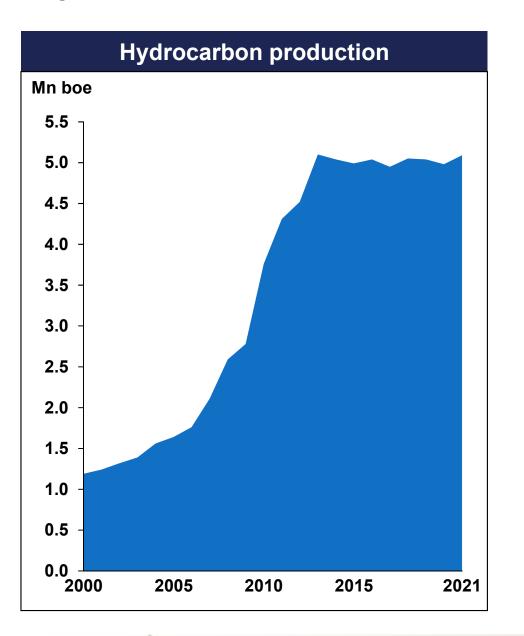
# Qatar holds the world's largest non-associated gas field (North Field) and is strategically located between Europe and Asia

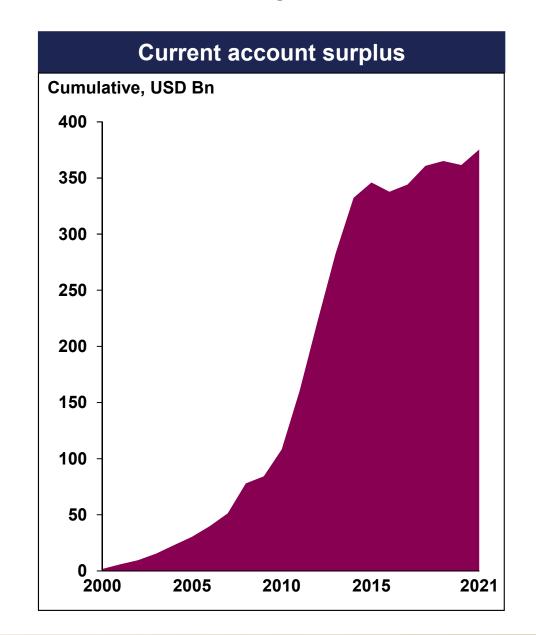


#### Comments

- 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)

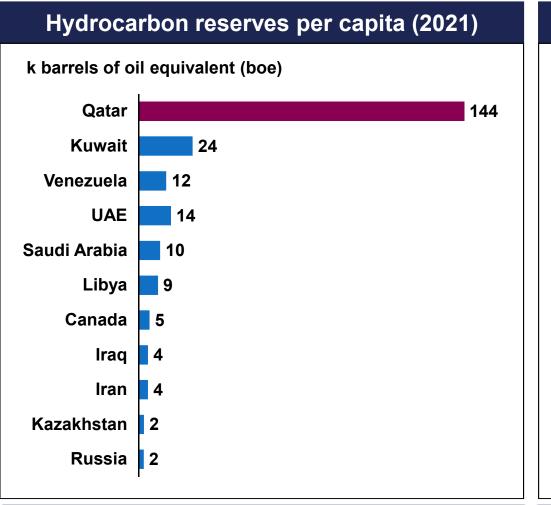
## Qatar's hydrocarbon production generates significant wealth via exports and has fueled substantial current account surpluses

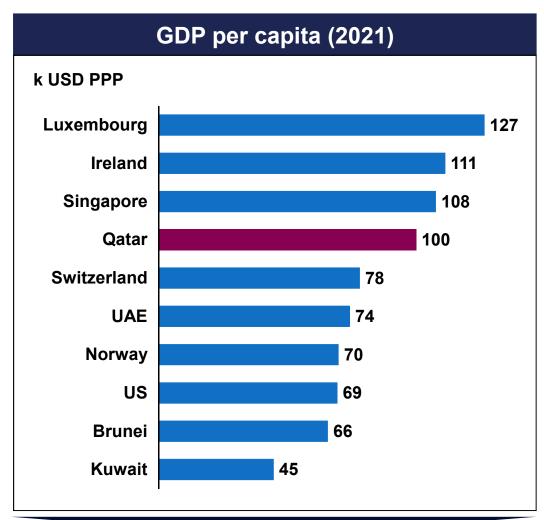




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### The development of Qatar's vast hydrocarbon reserves make it one of the richest countries in the world



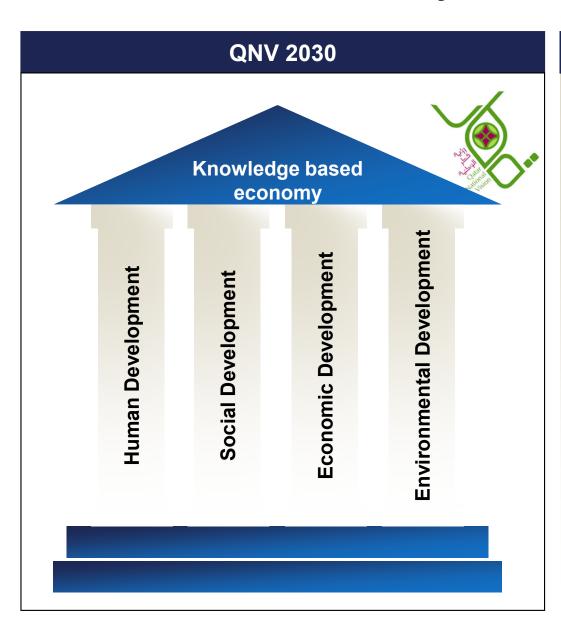


At current extraction rates, Qatar's proven gas reserves would last for over a hundred years

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

### **X**QNB

# 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

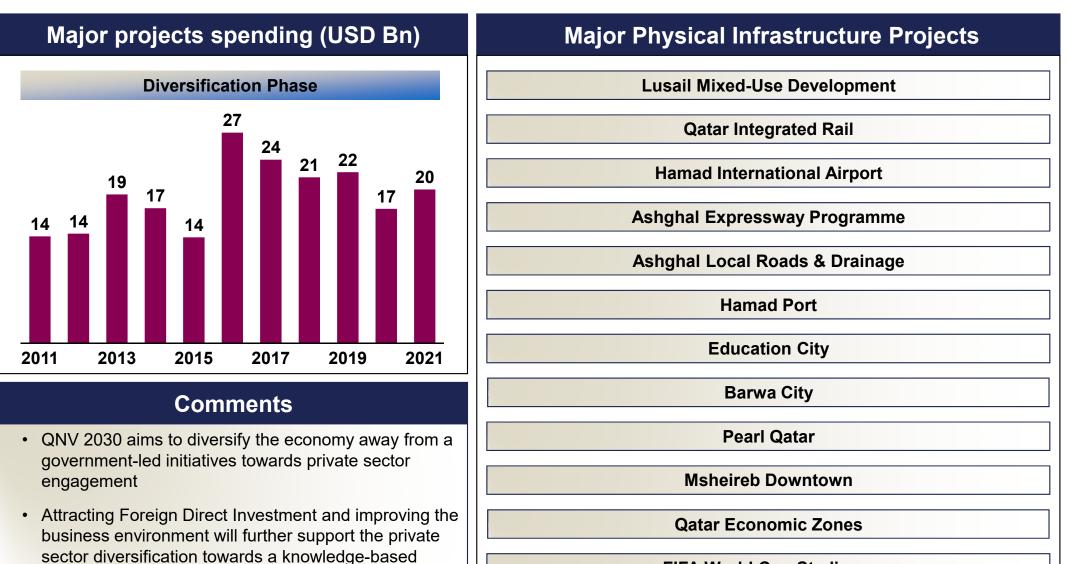
#### **Economic development**

• 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



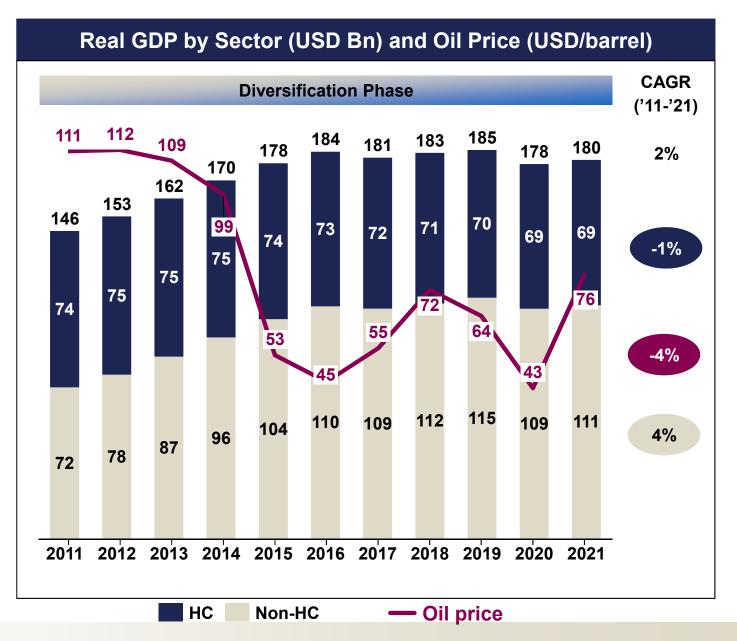
**FIFA World Cup Stadiums** 

### 🗱 QNB

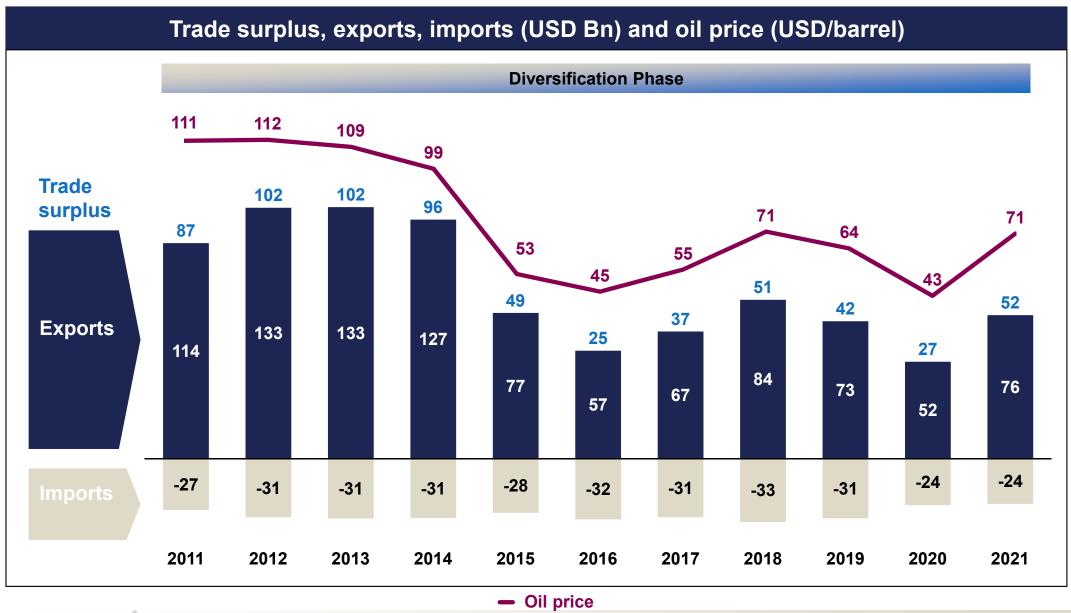
economy

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





## 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	1 Austria, Finland					
	Aa2	France, South Korea, Faroe Islands					
ade	Aa3 Qatar, UK, Belgium, Czech, Hong Kong, Taiwan, Macau, Cayman Islands, Isle of Man						
Investment Grade	A1	Chile, China, Japan, Kuwait, Saudi Arabia, Estonia					
vestme	A2	Bermuda, Iceland, Slovakia, Lithuania, Poland, Ireland, Malta					
Ē	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	2 Ba3 B1 B2 B3 Caa1 Caa2 Caa3 Ca C					

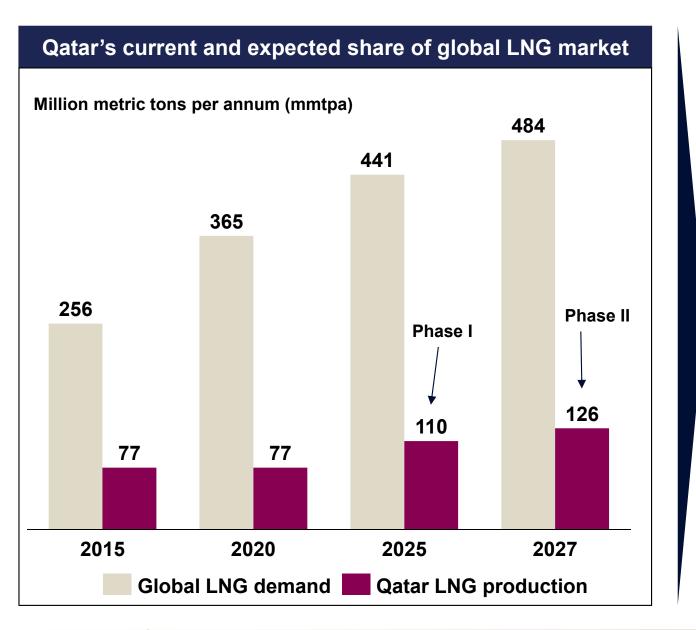


### Qatar's banking and financial system remains resilient and healthy

Financial Soundness Indicators (2017-2020, %)				
	2017	2018	2019	2020
Capital Adequacy				
Tier 1 capital/risk-weighted assets	16.5	17.0	17.5	17.6
Regulatory capital/risk-weighted assets	16.8	18.0	18.6	18.8
Asset Quality				
Non-performing loans/total loans	1.6	1.9	1.8	2.0
Liquidity				
Liquid assets/total assets	28.2	29.1	30.2	28.1
Total loans/total deposits	108.8	114.1	120.1	122.9
Total loans/total assets	67.1	66.6	67.3	67.6
Profitability				
Return on assets	1.5	1.6	1.6	1.4
Return on equity	13.9	15.3	15.8	13.7

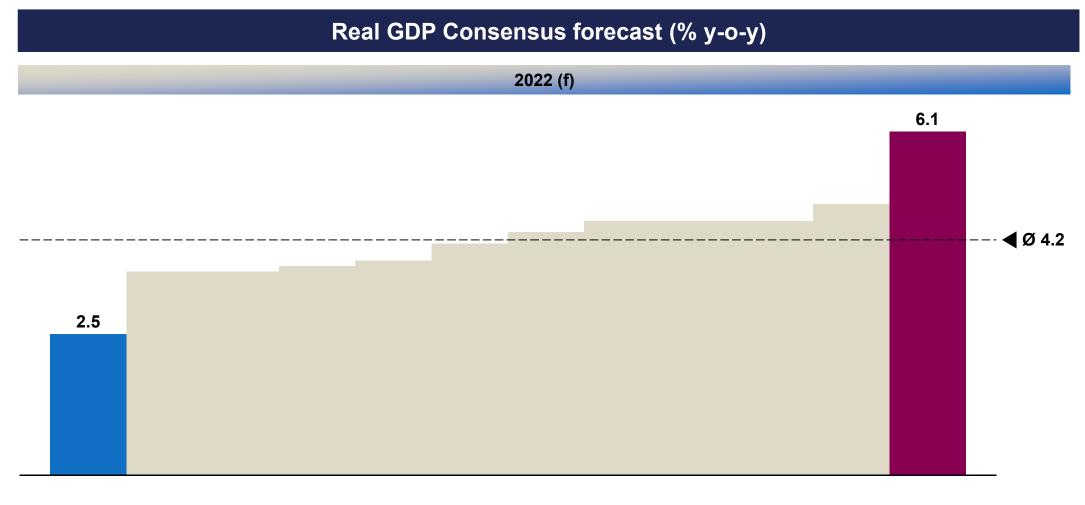


# Qatar will increase its LNG production by 64%, maintaining its position as the world's largest exporter and fuelling diversification



- 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



Lowest forecast Highest forecast

-- < Ø Average of all forecasts



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