

Investor Relations Presentation March 2023





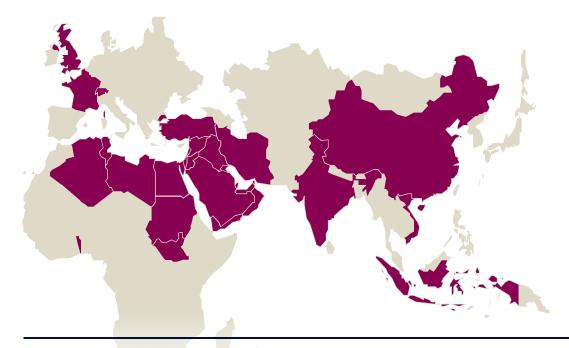
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QNB at a Glance

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 28 countries



Most valuable banking brand in the Middle East and Africa, worth USD 7.7 Bn¹



About 29,000 employees operating from more than 900 locations

Key Strengths



Solid financial strength

| USD 40.8 Bn | USD 1.07 Bn | |
|--------------|-------------------------|--|
| Market Cap. | Net Profit ² | |
| | | |
| USD 323.6 Bn | USD 0.11 | |
| Assets | EPS | |
| | | |

Top-tier credit ratings

| Bn | A+ | Aa3 |
|----|----------------------|---------|
| | Standard & Poor's | Moody's |
| | AA | Α |
| | Capital Intelligence | Fitch |



2: Profit Attributable to Equity Holders of the Bank

QNB's International Footprint

Sub-Saharan Africa

Qatar: (51 Branches) South Sudan: (1 Branch) 推动等的 KSA: (1 Branch) Togo: (625 Branches³ across Africa, **UAE:** (7¹ +1¹ Branches, 40.0% stake though 20.1% stake in Ecobank) in CBI) Asia Syria: (8 +29¹ Branches, 50.8% stake in QNB Syria) Indonesia: (8 Branches, 92.48% stake Palestine: (15¹ Branches) In QNB Indonesia) Iraq: (8 +1¹ Branches, 54.2% stake Singapore: (1 Branch) in Mansour Bank) **Oman:** (5 Branches) India: (1 Branch) Bahrain: (1¹ +1¹ Branch) China / Hong Kong: (1 Representative office, 1 Branch) Kuwait: (1 Branch) Vietnam: (1 Representative office) Lebanon: (1 Branch) **North Africa** Yemen: (1 Branch) Iran: (1 Representative office²) Egypt: (232 Branches, 95.0% stake in QNB ALAHLI) Jordan: (108¹ +2¹) Branches, 38.6% stake in Housing Bank of Trade & Finance) Libya: (1¹ Representative office) Europe Tunisia: (34 Branches, 99.99% stake **United Kingdom:** (1 +1¹ Branch) œ in QNB Tunisia) France: (1 Branch) Sudan: (1 Branches) Switzerland: (1 Branch, 100% stake in QNB Suisse SA) Algeria: (8¹ Branches) Turkiye: (436 Branches, 99.88% stake $\frown \star$ in QNB Finansbank) 1: Includes the branches / representative offices from subsidiaries and associates QNB 2. Dormant

Middle East

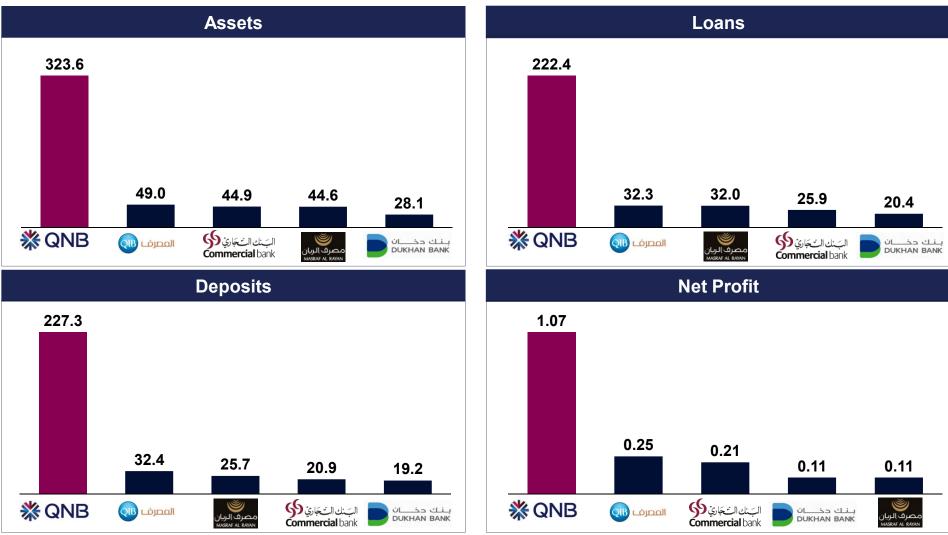
3: The branch data for Ecobank is as at September 2022



QNB Comparative Positioning – Qatar and MEA

Top 5 Listed Domestic Banks – March 2023

QNB continues to excel in the domestic market

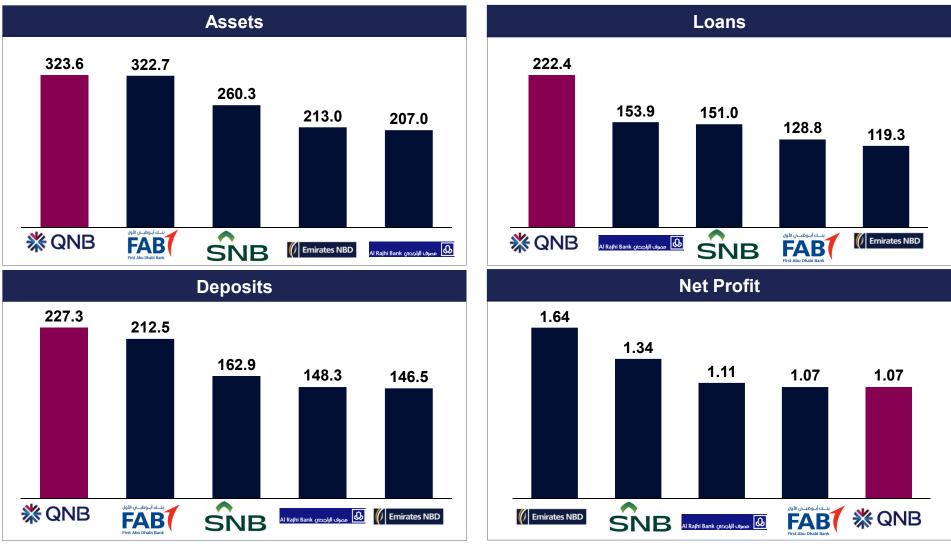




Note: All amounts are in USD billions Source: Banks' March 2023 Press Release or Financial Statements, if available Banks listed on Qatar Stock Exchange.

Top 5 Listed MEA Banks – March 2023

QNB maintains 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)





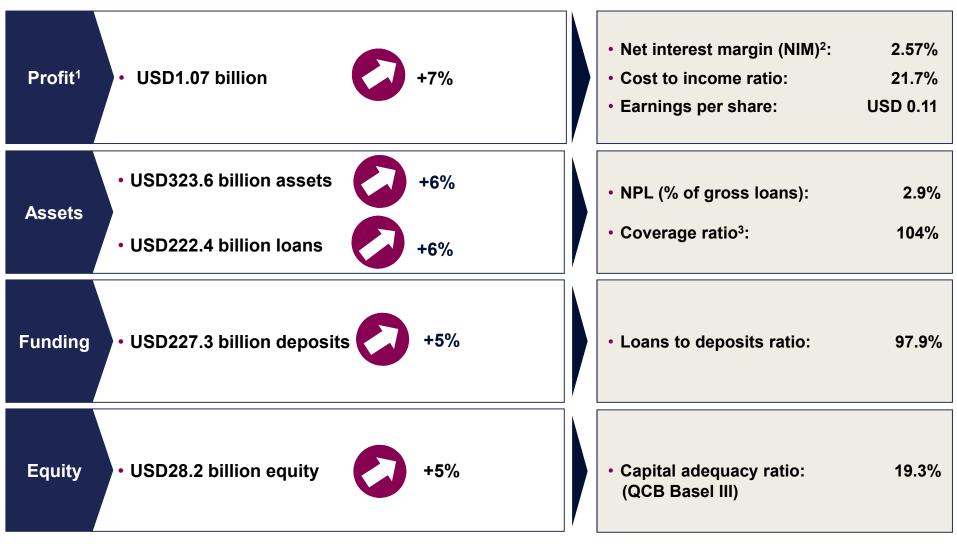
Financial Highlights

QNB Group demonstrate sustainable growth

Financial Highlights (as at 31 March 2023)

E

Growth vs. March 2022



Source: Financial Statements

💥 QNB

1: Profit Attributable to Equity Holders of the Bank

2: Net interest margin calculated as net interest income over average earnings assets excluding the impact of inflation accounting 3: Based on Stage 3 provisions, excluding interest accrued

QNB ALAHLI Financial Highlights (as at 31 March 2023)

XQNB

Growth vs. March 2022

| Profit | • USD139.4 million (EGP4.2 billion) | +13% (+114%) | Net interest margin (NIM)¹: 6.01% Cost to income ratio: 22.2% |
|---------|--|----------------------------------|---|
| Assets | USD17.1 billion assets (EGP526.4 billion) USD7.7 billion loans (EGP236.9 billion) | -21% (+34%) -28% (+22%) | NPL (% of gross loans): 4.3% Coverage ratio²: 95% |
| Funding | • USD14.3 billion deposits (EGP439.8 billion) | -19% (+37%) | Loans to deposits ratio: 53.9% |
| Equity | • USD1.8 billion equity (EGP55.5 billion) | -29% (+19%) | Capital adequacy ratio: 21.2% (QCB Basel II) |

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 31 March 2023)

XQNB

Growth vs. March 2022

| Profit | • USD135.1 million (TRY2.6 billion) | -21% (+9%) | Net interest margin (NIM)¹: Cost to income ratio: | 5.43% 28.7% |
|---------|---|----------------------------------|---|-----------------------|
| Assets | USD35.2 billion assets (TRY676.4 billion) USD21.1 billion loans (TRY404.1 billion) | +15% (+51%) +17% (+54%) | NPL (% of gross loans): Coverage ratio²: | 1.6% 145% |
| Funding | • USD23.0 billion deposits (TRY441.7 billion) | +27% (+66%) | Loans to deposits ratio: | 91.5% |
| Equity | • USD3.1 billion equity (TRY58.7 billion) | +70% (+122%) | Capital adequacy ratio: (QCB Basel III) After BRSA Relaxation Measures | 11.9% 12.9% |

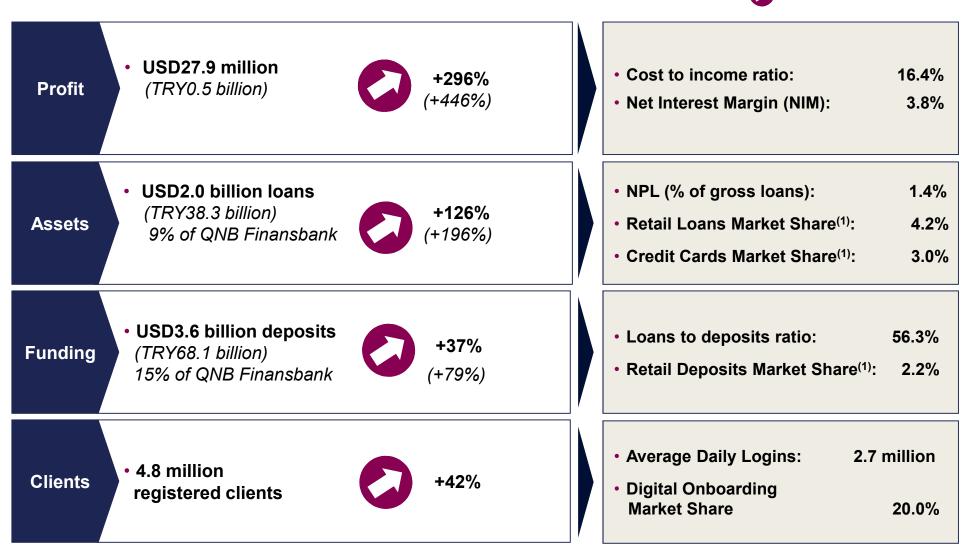
Source: QNB Finansbank under International Financial Reporting Standards

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

Enpara Digital Bank (pro-forma standalone operations)

Financial Highlights (as at 31 March 2023)

Growth vs. March 2022





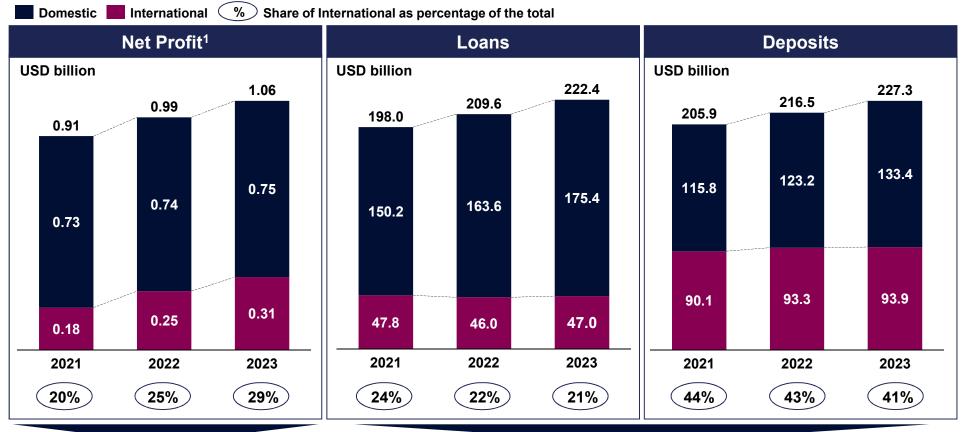
Enpara is currently the Digital Banking division of QNB Finansbank, QNB Finansbank has announced in Q4 2022 to assess a potential spin-off of its Digital Banking operations. The above are selected financial highlights of these operations:

(1) Market share among privately owned banks (2)

All financial information is non-IAS 29

Strong domestic franchise with widespread geographical footprint contributes to diversification and growth

Geographical Contribution (as at 31 March)



 Profit from international operations increased by USD0.13 Bn (72%) from 2021 to 2023

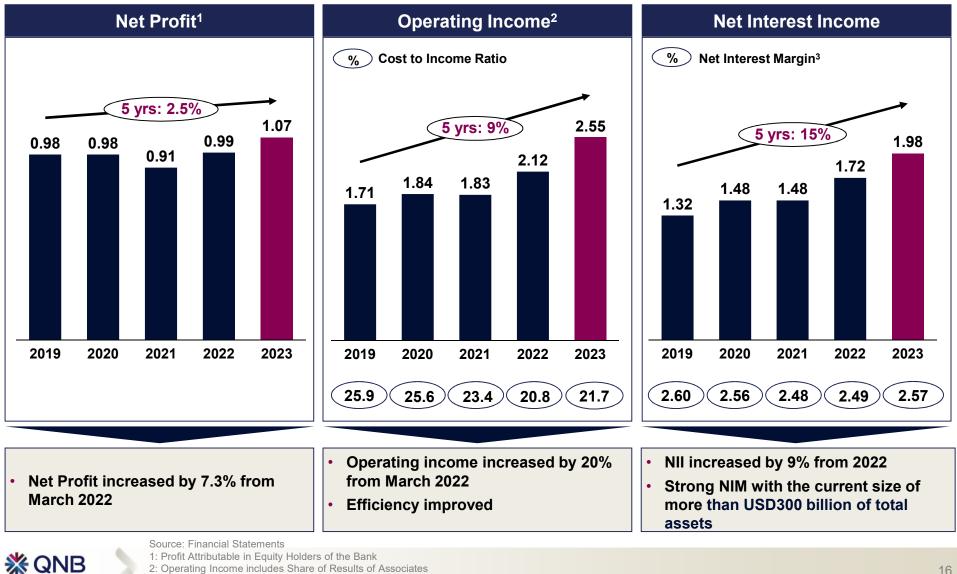
Loans from Intl operations decreased by USD0.8 Bn (2%) from 2021 to 2023

Deposits from Intl operations increased by USD3.8 Bn (4%) from 2021 to 2023



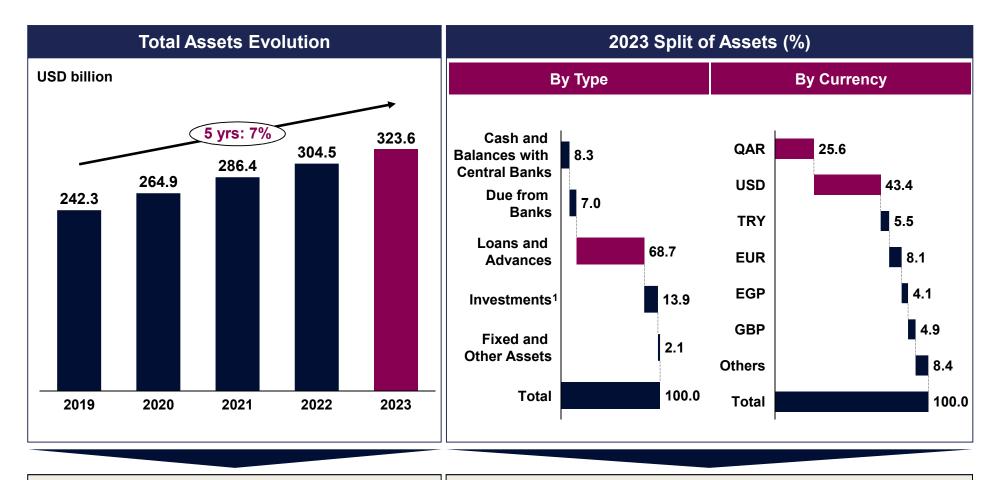
Consistent Profitability and Cost Discipline

Income Statement Breakdown (USD billion as at 31 March)



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

Asset growth driven by lending activities mainly in USD and QAR Assets Analysis (as at 31 March)



Assets increased by 6% from March 2022

Loans and advances represent 69% of total assets

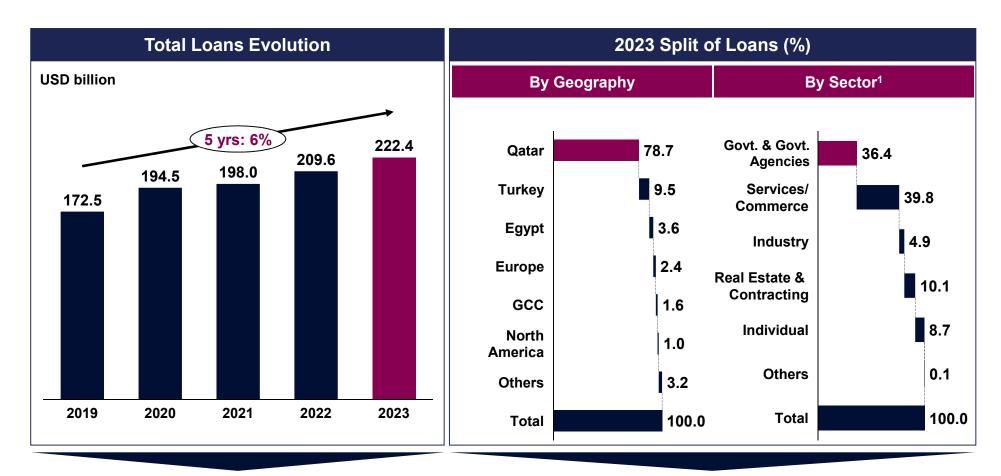
• 2018-2023 CAGR of 7%

USD and QAR currencies account for over 69% of total assets



Stable loan momentum

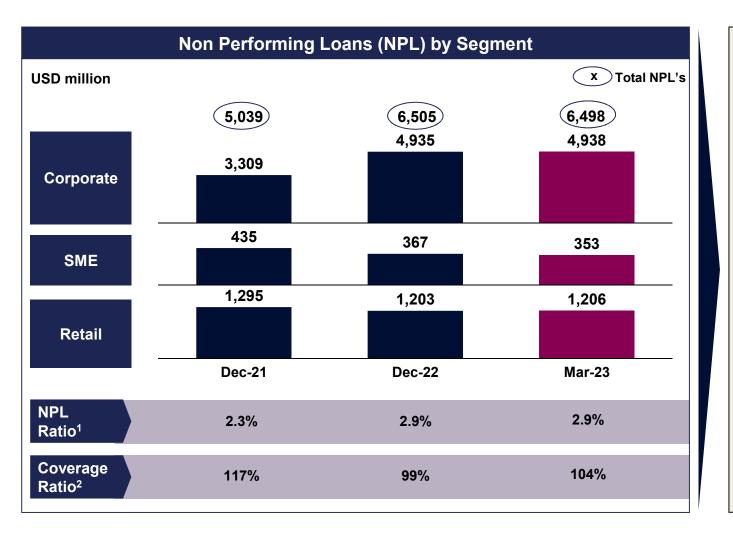
Loan Analysis (as at 31 March)



Loans increased by 6% compared to March 2022
 2018-2023 CAGR of 6%
 Loans denominated in USD represent 64% of total loans
 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)



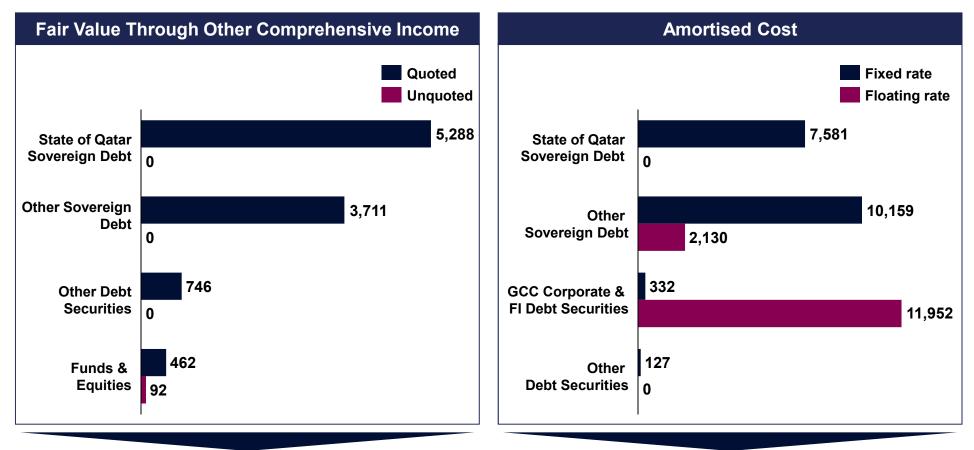
- QNB has continued to increase its provisions in response to the global economic situation on account of pandemic, other economic headwinds and uncertainties
- The bank's coverage ratio has remained robust amidst the economic slowdown, with a coverage of 104% as at March 2023
- Past dues are NPL after 90 days default
- There is an additional risk reserve of USD3,022 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 68% of securities rated AA or Sovereign

Investments Analysis (USD million as at 31 March 2023)

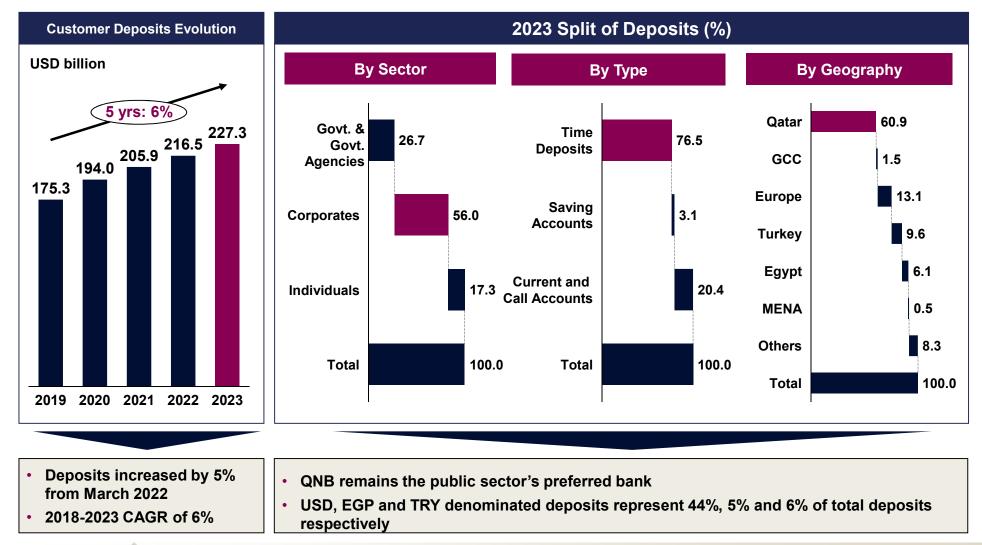


Quoted securities account for 99% of FVOCI Investment securities

Good mix of both fixed and floating rates securities

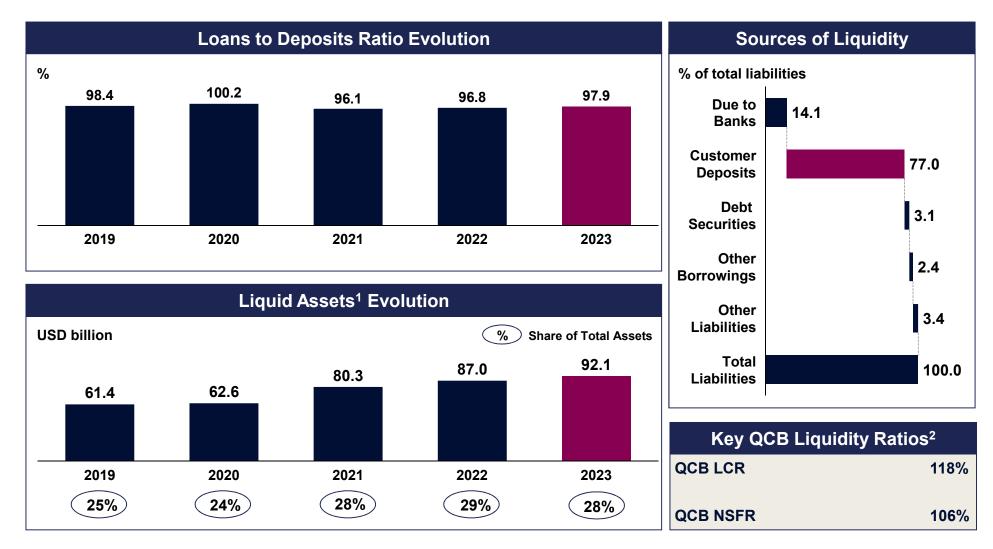


Robust growth in customer deposits and funding Funding Analysis (as at 31 March)





Solid liquidity profile Liquidity Analysis (as at 31 March)



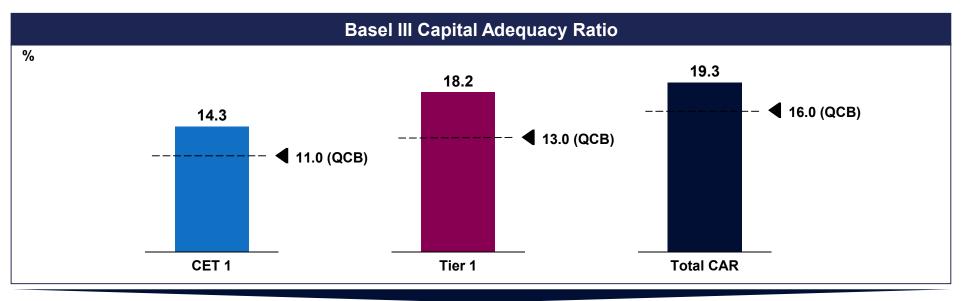
Source: Financial Statements

💥 QNB

1: Liquid Assets calculated as the sum of Cash and Balances with Central Bank, Due from Banks and Investment Securities 2: QCB Liquidity ratios are more restrictive than standard Basel definitions for non-resident deposits.

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

Capital Analysis (as at 31 March)

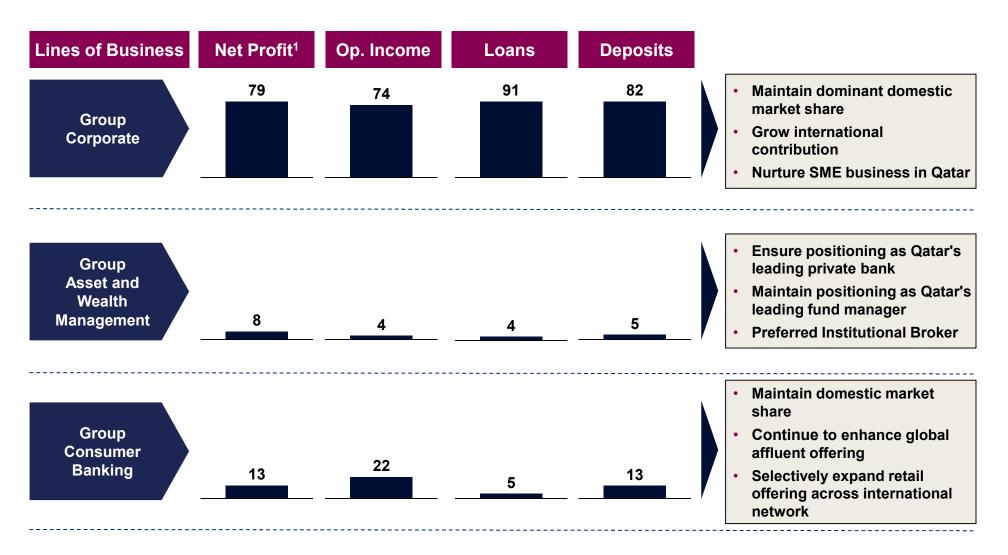


• Capital adequacy ratio is above QCB and Basel III requirements including the applicable DSIB buffer of 2.5%

| Minimum CAR Requirements | | | | | |
|--|------|-----|-----|-----|------|
| % Without buffers Capital DSIB Charge ICAAP Charge Total Requireme | | | | | |
| 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 2023)





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.

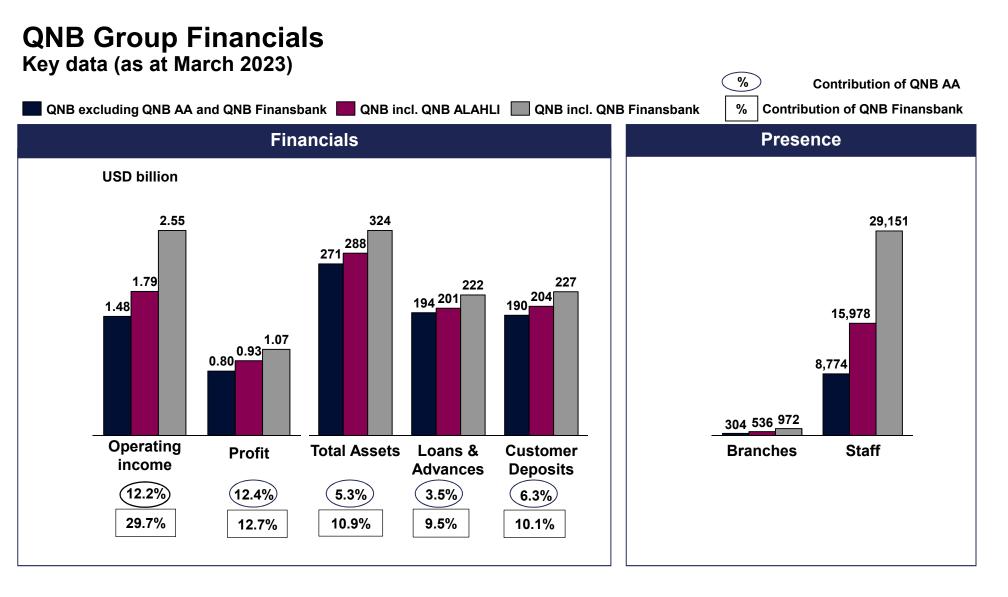
| Coverage ratio ¹ | | | | | |
|--|------|------|--------|--|--|
| 31 March 2023Stage1Stage 2Stage 3 | | | | | |
| Due from Banks and Balances with Central Banks | 0.1% | 0.4% | - | | |
| Loans | 0.4% | 8.8% | 104.2% | | |
| Investments | 0.1% | 6.2% | 96.8% | | |
| Off balance sheet | 0.2% | 3.0% | 15.7% | | |

| Cost of Risk for Lending ² | | | | | |
|---|--|--|--|--|--|
| 31 March 2023Stage 1Stage 2Stage 3 (NPL)Total | | | | | |
| Cost of Risk 33bps 23bps 63bps 119bps | | | | | |



1: Coverage ratio is calculated as impairment allowance over gross exposures subject to ECL

2: Cost of Risk is calculated as Annualised ECL charge on Loans & Advances over Average Gross Loans





Source: Financial Statements / QNB Operating Income includes the share of result of associates. Profit represents Net Profit Attributable to Equity Holders of the Bank



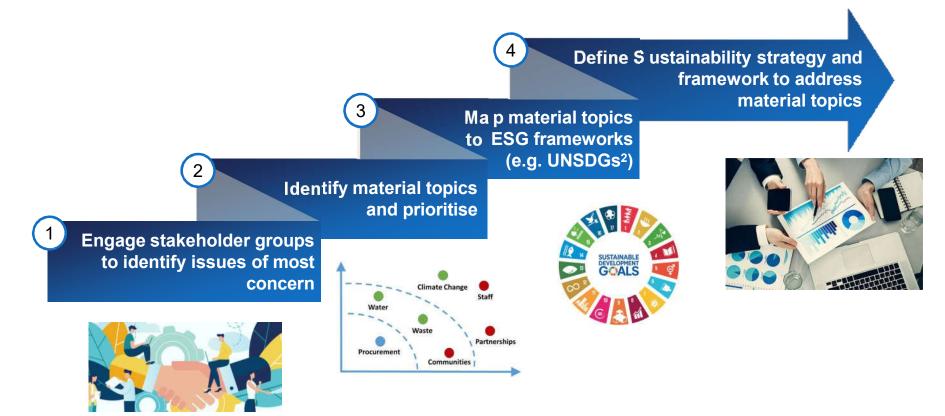
Sustainability

Sustainability entails delivering positive impact in the pillars and topics of Environmental, Social and Governance (ESG)

| Universal sustainability topics mapped against the pillars of ESG | | | | | | |
|---|-------------------|-------------------------|------------------|--|--|--|
| ESG Pillars | Environmental | Social | Governance | | | |
| | Climate change | Human rights | Board oversight | | | |
| | Carbon emissions | Labour practices | Gender diversity | | | |
| | Resource scarcity | Talent management | Business ethics | | | |
| Sustainability topics | Energy efficiency | Inclusion and diversity | Code of conduct | | | |
| | Consumption | Data privacy | Cyber security | | | |
| | Waste | Community investment | Controversies | | | |
| | | | | | | |

QNB has engaged key stakeholder groups¹ to identify and map the topics that are most material to them with regards to sustainability

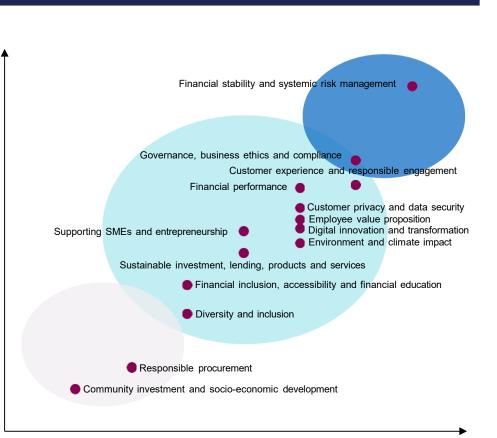
QNB stakeholder assessment approach



Based upon this approach QNB has compiled a comprehensive list of relevant economic, ethical, social and environmental impact areas

1 Stakeholder groups include customers, investors, employees, regulators and government, society and suppliers; 2 United Nations Sustainable Development Goals

QNB's material topics have been prioritised and mapped against the UNSDGs



QNB Group materiality matrix

Significance of impacts

Material topics mapped to UNSDG's

| Financial stability and systemic risk management | 8 States and |
|--|--|
| Governance, compliance and risk management | |
| Customer experience and engagement | 9 annuara |
| Financial performance | |
| Customer privacy and data security | |
| Employee value proposition | |
| Digital innovation and transformation | 8 sectors 9 sectors 10 sectors |
| Supporting SMEs and entrepreneurship | |
| Environment and climate impact | 8 since and 12 since and 13 sin |
| Sustainable investment, lending, products and services | 6 Bartweiner Composition and a statement of a stat |
| Financial inclusion, accessibility and financial education | 1 mar 8 millionann 10 million Arteria |
| Diversity and inclusion | 5 mm € A maximum 10 mm 10 |
| Responsible procurement and supply chain | 1 man ★★★★★★ 2 Mm ★★★★★★ 2 Mm ★★★★★★★ 2 Mm ★★★★★★★ 2 Mm ★★★★★★★★★★ 2 Mm ★★★★★★★★★★★★★★★★ ★★★★★★★★★★★★★★★★★★ |
| Community investment and socio- economic development | 1 there 2 there 4 there 8 there there is a second s |
| | |

QNB has defined a sustainability framework and strategy along the pillars of ESG, as well as incorporating material topics



QNB has delivered and achieved a number of key ESG milestones across all areas of our sustainability framework



- First green benchmark bond issuance at USD600 million⁴ 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 agreements in the State of Qatar (2022)
- QNB ALAHLI becomes a signatory to the UNEP FI⁵ and UN PRB⁶ (2022)

 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;</u> 4 Issued on 15 September 2020 in the form of Senior Unsecured Notes with 5 year maturity;
 5 United

 Nations Environment Programme Finance Initiative;
 6 United Nations Principles for Responsible Banking

QNB Group's commitment to enhancing its sustainability practices helped improve ESG ratings

As at 31 December 2022

| | QNB Disclosures | 2020 | 2021 | 2022 |
|---------------------------|---|---|---|---|
| | S&P Global | 41 (59 th percentile) | 42 (62 nd percentile) | 46 (82 nd percentile) |
| Credit & | MSCI 🛞 | Α | AA | Α |
| ESG Rating Agencies | | Medium risk (27.9) | Medium risk (22.4) | Medium risk (22.6) |
| | H CDP | D | D | С |
| | | 56/100 1 st in Qatar | 62/100 1 st in Qatar | ТВС |
| Stock | FTSE4Good | Constituent | Constituent | Constituent |
| Exchange and | Qatar Stock بورسة قطر Qatar Stock Exchange | 100% | 100% | 100% |
| Indices | ESG (attar Stock Exchange MSCI المورهب قصار (attar Stock Exchange | | Constituent | Constituent |

QNB has been recognised for its sustainable, innovative and inclusive offerings from internationally renowned institutions

Selected Sustainability Awards and Performance Recognitions (2021-2022)



- Outstanding Leadership in Sustainable Finance: 2022
- Outstanding Leadership in Social Bonds: 2022
- Outstanding Leadership in Sustainable Bonds: 2022
- Best bank for Sustainable Finance: 2022
- Outstanding Sustainable Financing in Emerging Markets: 2021
- Outstanding Leadership in Green Bonds: 2021





- Digital Bridge: Business
 Intelligence Solution (Gold): 2021
- Customer Satisfaction
 Achievement (Bronze): 2021

cfi.co

Best Bank for SMEs: 2021

• Best Digital Strategy: 2021

Climate Bonds

• Green Market Pioneer in Qatar: 2021



• Best Bank for SMEs: 2021



 Best digital banking products and services: 2021

QNB continues to enhance its frameworks in accordance with latest international standards to support sustainable financing efforts

Green, Social& Sustainability Bonds (GSSB)¹ QNB issued a USD 600m debut green bond

- **First Green Bond** issued in the State of Qatar
- Largest conventional green bond issued by a bank in the GCC²
- Listed on London Stock Exchange (LSE) Impact and 3rd party assured allocation
- report published

QNB Finansbank **USD 50m green private placement** with the European Bank for Reconstruction and Development (EBRD)

- **Debut green bond issuance** by QNB Finansbank
- **EBRD's first investment in a green bond** issued by a financial institution in Türkiye

Environmental Impact

486k tCO2elifetime avoidedGHG emissions



745k MWh lifetime avoided electricity use



QNB's SFPF¹ framework has clearly defined use of proceeds categories for green and social projects to facilitate positive impact

Sustainable water and

wastewater

management

Treatment, urban

drainage systems, infrastructure

Pollution prevention

and control

Waste management

and recycling, landfill

gas capture, reduce

emissions to air

Climate change

Green Bond/ Loan Use of Proceeds



Green buildings Certified buildings, top 15% most energy efficient buildings...



Renewable energy Wind, Solar, Hydro, Bio, Tidal, Geothermal Green Hydrogen, and infrastructure



Clean transportation I ow carbon vehicles (EVs, hybrid, hydrogen) and supporting infrastructure



Energy efficiency District heating & cooling, Smart grids, battery storage, transmission efficiency



Sustainable management of living natural resources and land - Certified agri, forestry, biodiversity

1. Sustainable Finance and Product Framework









Circular economy Waste diversion, recycling, sharing and













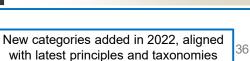
Social Bond/ Loan Use of Proceeds







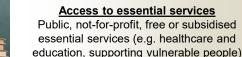




adaptation Adaptation infra. e.g. flood defences, early warning systems. carbon sequestration...



repairing models...



Socio-economic advancement and empowerment - Loans to SMEs, microfinance and female led clients, as well as emphasis on employment creation

Social housing Development, construction and maintenance of affordable/ social housing

Affordable basic infrastructure Including clean drinking water, sewers, sanitation, transport and energy

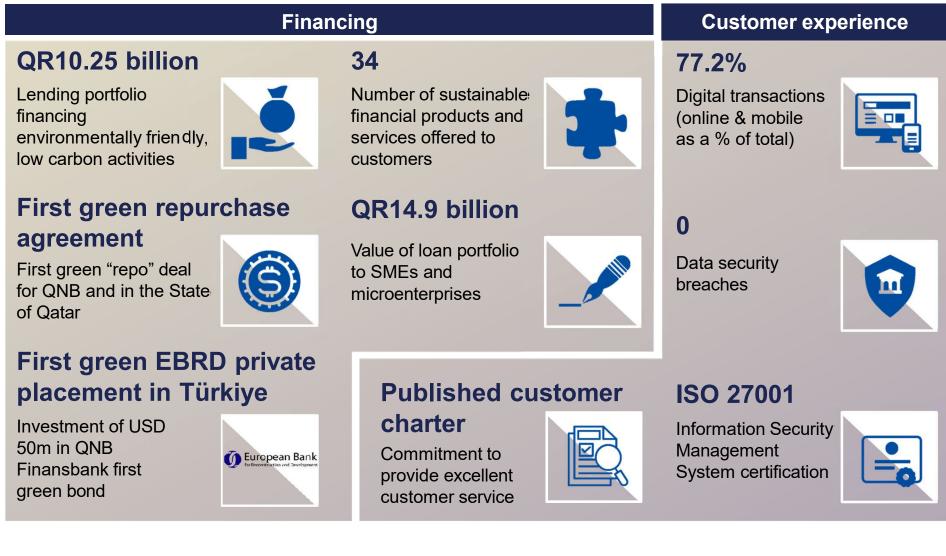
Pandemic response R&D, operation and production of supplies to combat outbreak, and loans to businesses negatively impacted

Food security and sustainable food

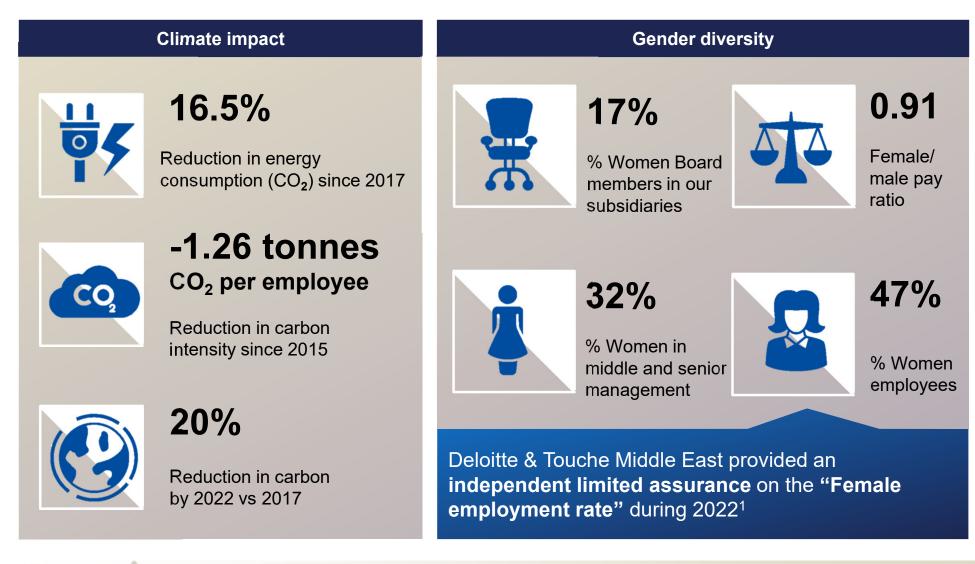
systems

Fair trade certified farming

Sustainable finance at a glance



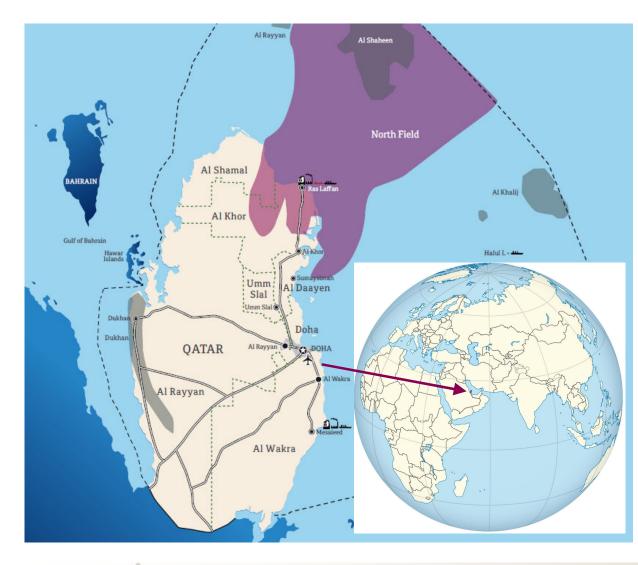
Sustainable operations at a glance





Economic Overview

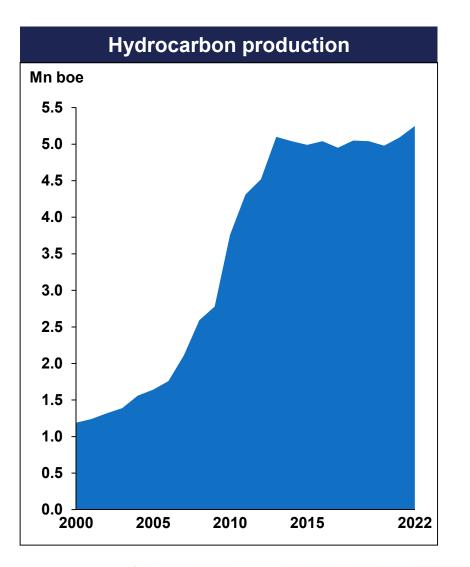
Qatar is strategically located between Europe and Asia and possesses one of the largest gas reserves in the world

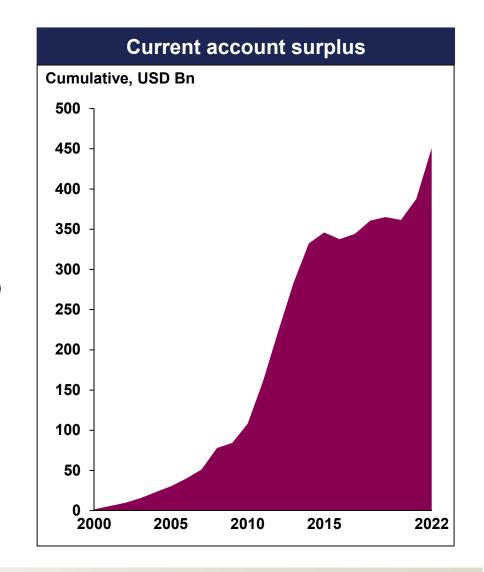


Comments

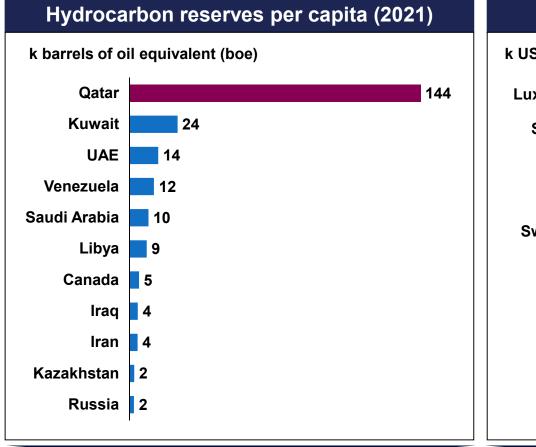
- Qatar is a peninsula located in the Persian Gulf and is a member of the Gulf Cooperation Council (GCC)
- Qatar's total population is around 2.8 million
- Qatar is endowed with the world's largest hydrocarbon reserves on a per capita basis
- Qatar's hydrocarbon reserves are mostly held in the North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

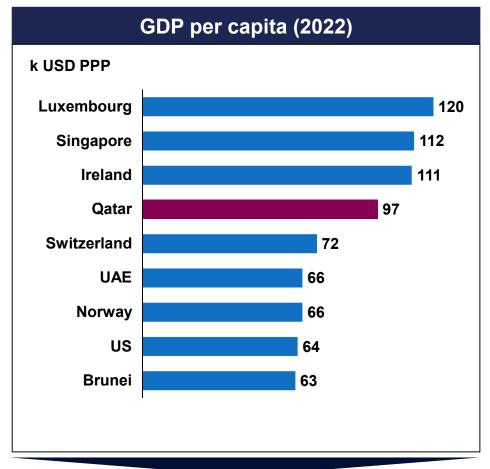
Qatar's hydrocarbon production generates significant wealth via exports and has fueled substantial current account surpluses





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

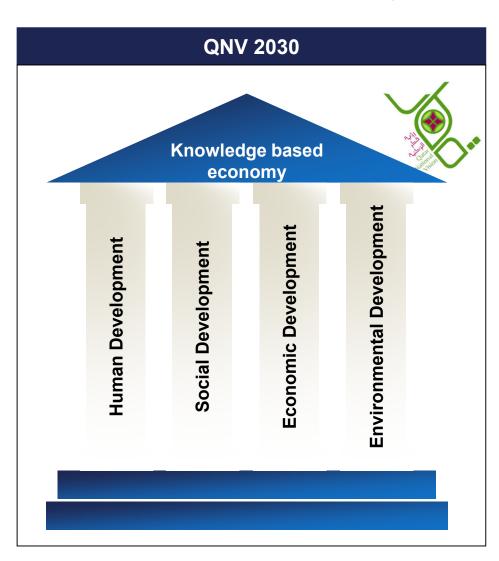




At current extraction rates, Qatar's proven gas reserves would last for over a hundred years

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

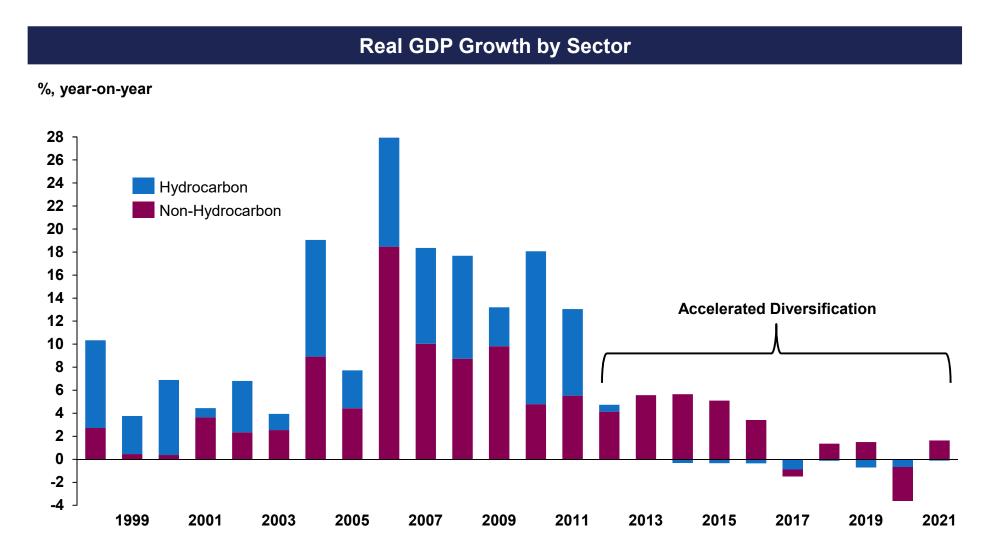
Economic development

 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

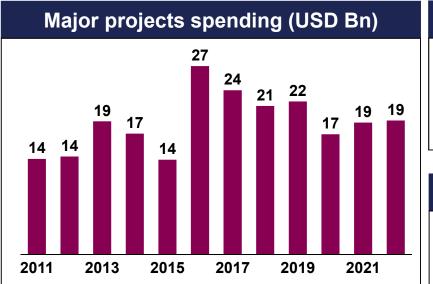
Environmental development

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

Economic diversification has accelerated over the last decade in order to achieve the QNV 2030



Qatar's transformation has been supported by a range of major infrastructure and investment spending programmes



Comments

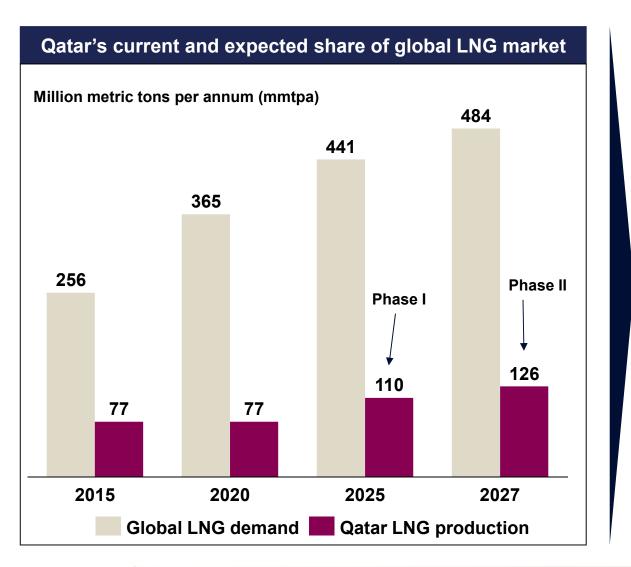
- QNV 2030 aims to promote more private sector engagement
- Attracting Foreign Direct Investment and improving the business environment will further support the private sector diversification
- The North Field Expansion, with all its ancillary projects, including petrochemical and shipping, involves a pipeline of more than USD 60 billion



| Major Projects Planning* | | | | | |
|-----------------------------|-----------------------------|-----------------------------------|--|--|--|
| North Field South | Ras Laffan Petrochemical | Industries Qatar Ammonia Plant | | | |
| LNG Shipbuilding Program | Ras Laffan Helium Plant | PPP Projects | | | |
| | | | | | |

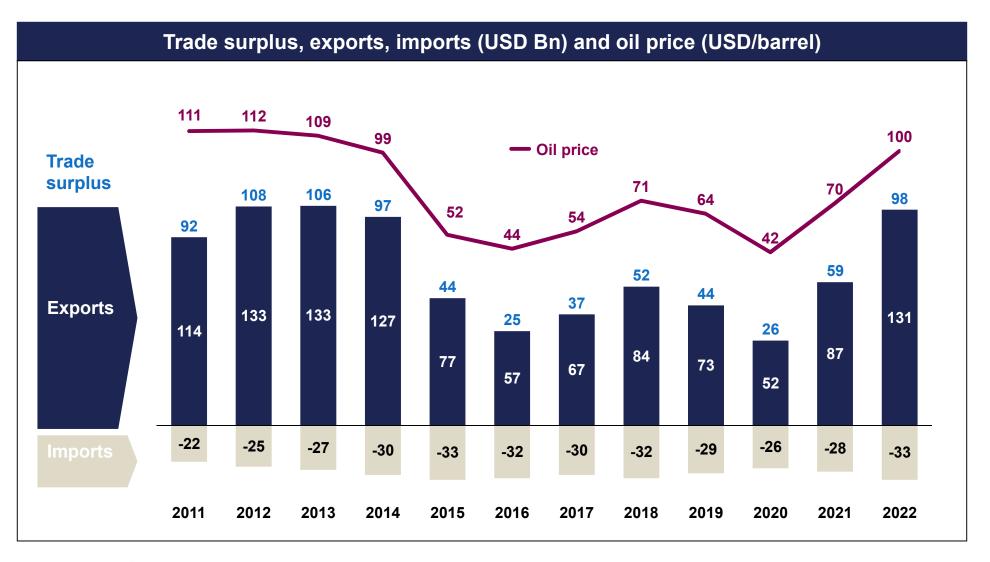


Furthermore, Qatar will increase its LNG production by 64%, maintaining its position as the world's largest exporter



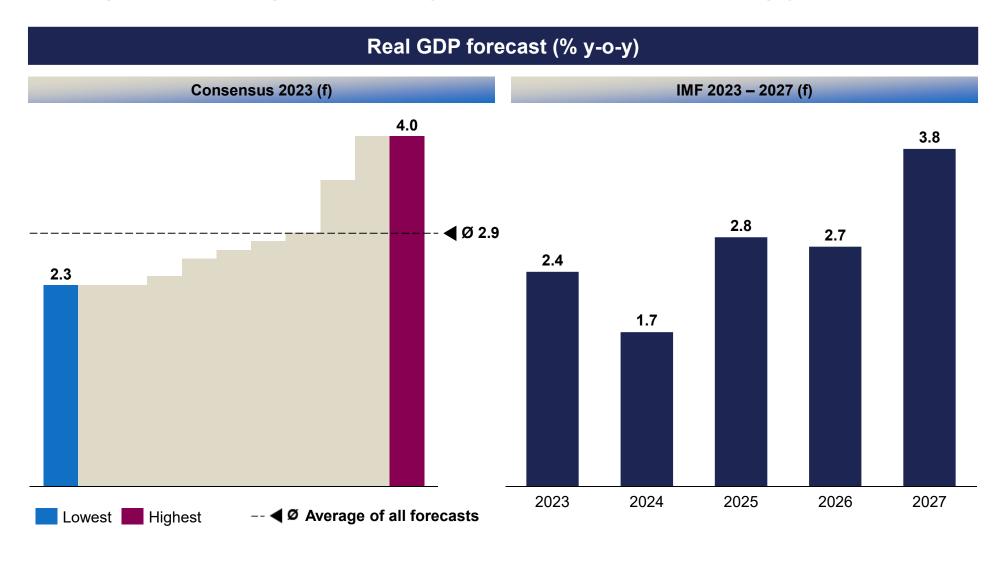
- Globally Qatar is the largest LNG exporter with a market share of 20-30% of total LNG exports
- In 2017, Qatar decided to lift the moratorium on the North Field output
- Six new LNG trains will increase Qatar's LNG production by 64% to 126 million tonnes per annum. There are two phases within the North 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

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





Qatar's diversification and expansion efforts will continue and deliver strong economic growth today as well as in the coming years





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

| | | Standard & Poor's Sovereign Ratings* | | | | | |
|----------------------|--|--|--|--|--|--|--|
| | AAA | Germany, Canada, Australia, Switzerland, Norway, Sweden, Denmark, Netherlands, Luxembourg, Singapore | | | | | |
| | AA+ | US, Austria, Finland, N Zealand, Taiwan, Hong Kong | | | | | |
| | AA | Qatar, France, UK, Belgium, South Korea, Abu Dhabi | | | | | |
| ade | AA- | Czech Republic, Slovenia, Estonia, Ireland | | | | | |
| Investment Grade | A+ | China, Japan, Kuwait, Bermuda, Latvia, Lithuania, Slovakia | | | | | |
| | Α | Chile, Iceland, Spain, Saudi Arabia | | | | | |
| | A- | Poland, Malaysia, Malta | | | | | |
| | BBB+ | Portugal, Thailand, Philippines, Croatia, Andorra, Botswana | | | | | |
| | BBB | Italy, Cyprus, Mexico, Indonesia, Uruguay, Panama | | | | | |
| | BBB- India, Hungary, Kazakhstan, Romania, Trinidad & Tobago, Curacao | | | | | | |
| Non-Investment Grade | | | | | | | |
| BB+ | - Bl | B BB- B+ B B- CCC+ CCC CC- CC 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 | | | |



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

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