



Investor Presentation

Q3 2023 results

Transformation
Through Innovation



Investor Presentation

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QATAR'S OUTLOOK LOOKS STRONG

QatarEnergy and Qatar Energy LNG⁽¹⁾, in the past month has signed 3 – 27 year off take contracts with Netherlands, France and Italy. These 3 transactions accounts for c.40% of new production capacity. Already they had signed deals with China, Germany, and Bangladesh, as the development of the NFE continues on progress.

QatarEnergy is on track to boost LNG production 77 million tonnes to 126 million tonnes a year (MTPA) by 2027.

- **Phase 1:** North Field expansion project will increase Qatar's LNG production capacity from 77 million MTPA to 110 million MTPA by 2025.
- **Phase 2:** referred to as the North Field South Project (NFS), will further increase Qatar's LNG production capacity from 110 million MTPA to 126 million MTPA by 2027.

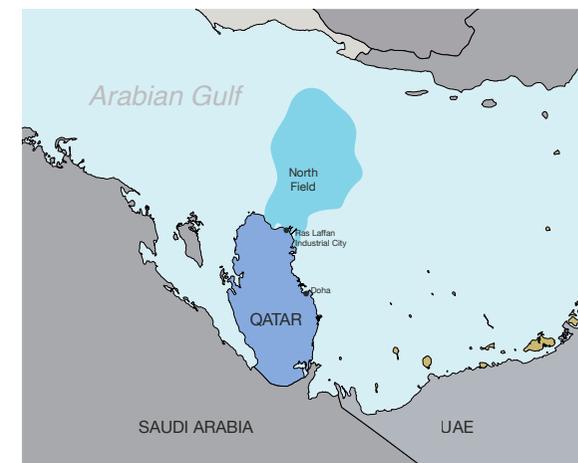
Qatar's real GDP growth projected to be 2.4% this year, 2.2% in 2024, and projected to be > 6% 2027: IMF⁽²⁾

Source:

(1) Qatar Energy and Qatar Energy LNG

(2) IMF World Economic Outlook

The Qatar National Vision is further committed to transforming Qatar into an advanced and diversified economy, capable of sustaining its own development. At the centre of the vision is the desire to enhance confidence in Qatar and drive greater foreign direct investment. During the year announced the establishment of the Real Estate Regulatory Authority, and the newly opened Commercial Court offers a more effective, reliable, and quicker route to enforce contractual rights.



Tourism⁽³⁾

Tourism / mode of entry

YTD Sep-2023			2022			2021-2015		
Air	54.5%	1,554,065	Air	64.7%	1,657,404	Air	73.8%	9,775,534
Land	36.8%	1,050,666	Land	31.4%	804,671	Land	21.9%	2,904,263
Sea	8.7%	249,103	Sea	3.8%	97,983	Sea	4.2%	561,108
Totals	100.0%	2,853,834	Totals	100.0%	2,560,058	Totals	100.0%	13,240,905
Should see > 3.5 million in 2023						Average 7-years		1,891,558

Accommodation Supply & Demand - Hotels and Deluxe + Standard apartments

YTD	Keys	Room Nights	Occupancy Rate	Average Daily Rate	Average RevPAR
Chg Y/Y	24%	21%	-5%	-4%	-13%
Sep-23	38,835	5,663,890	54%	407	209
Sep-22	31,247	4,663,710	57%	424	240

(3) Qatar Tourism [Qatar Tourism-dashboards](#)

OPERATIONAL AND FINANCIAL HIGHLIGHTS



1. Wholesale Banking Group:

- Mandated Lead Arranger on a large corporate syndication in Q3 as part of our strategy to diversify the loan book.
- Robust pipeline of Public Sector and Corporate syndicated financings that should drive asset growth in 2024 as we continue to de-risk from Contracting and Real Estate sectors in the local Qatar market.
- High priority placed on Global Transactional Banking capabilities with new investment and product enhancements in progress to assist with cross selling and liability growth initiatives
- Enhancing staff and operations including senior hires in Qatar and the UAE operation

2. Treasury & Investments:

- Portfolio assets increased +13.4% YTD. Plan to grow the investment book by an additional 5% this year for securities to be c.28% of the bank's total assets. This strategy is predicated on taking advantage of rate levels.
 - ♦ The portfolio growth will be largely self funded
 - ♦ The bank will continue with hedging strategy, currently 90% hedged.

- Significantly de-risked the portfolio, thereby improving overall credit quality.
- Furthering CASA, and considering issuances (depending on market opportunities)
- Sustainable Finance Framework (with approved SPO) is in place
- The bank launched an FX & Commodity hedging program for corporate customers with solutions to help manage their underlying market risks.

3. International Banking Group:

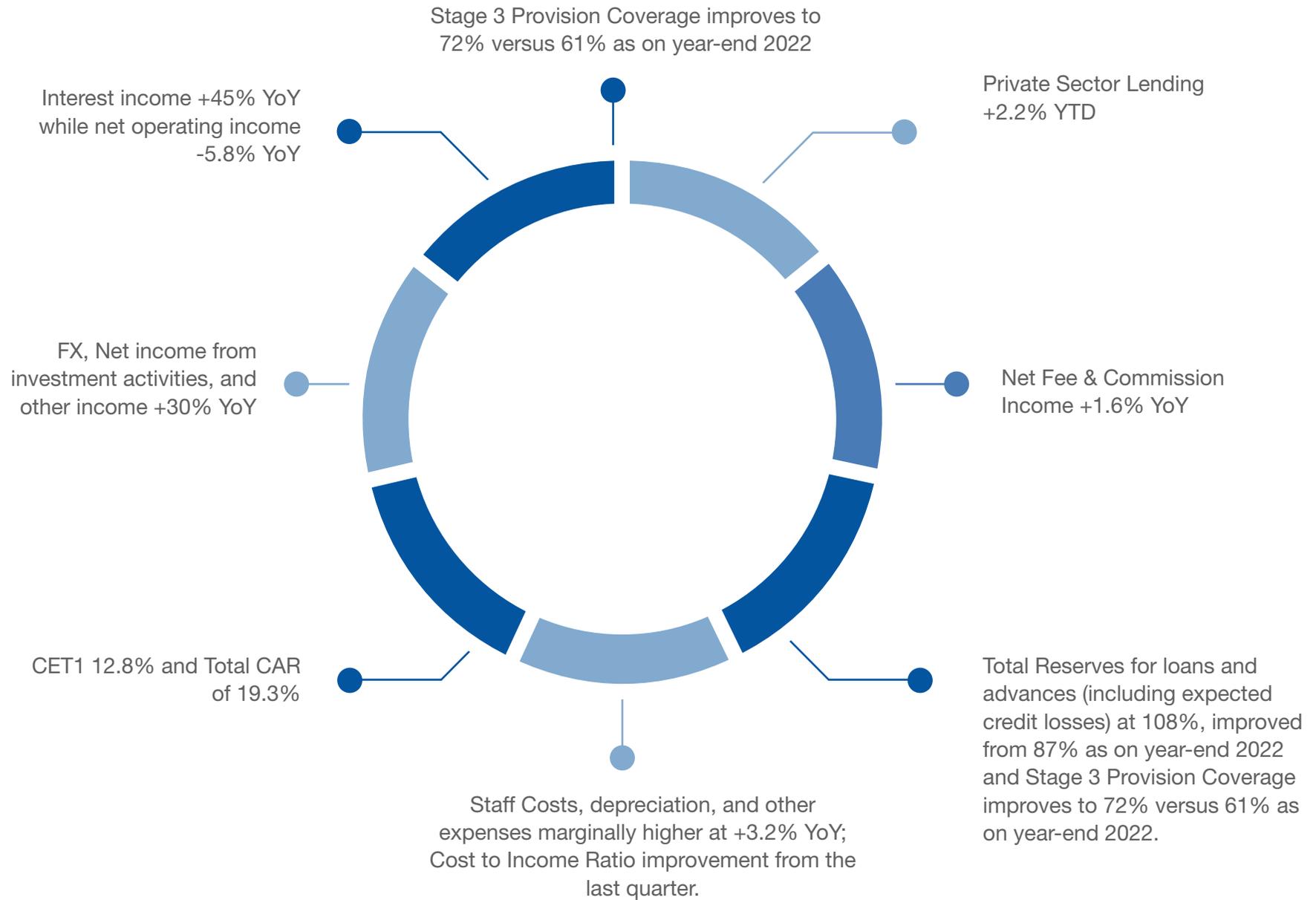
- FI business to grow in 2024
- Kuwait and India strategy well underway to redefine the business.
- Foreign branches: Chennai branch closed in Q4, initiated merger/ closure of another overseas branch - Awaiting regulatory approval
- Branch relocations: Kuwait relocation completed in Q3, Mumbai and Kochi on track
- Rep offices: Hong Kong closed in Q1. Sri Lanka operations closed in Q2. Canada operations closed in Q3.

4. Retail Banking Group:

- Converted two local branches to two Corporate Service Centers dedicated to welcome and serve all retail and corporate customers of the bank. This will help streamline and improve efficiency and more importantly enhance the customer experience.
- Potential business: Signing several renowned corporate card deals with high potential spends.
- Customer acquisition campaigns is underway

Sharq Insurance:

- Revenue drivers: New business production across all products and all distribution channels.
- Profitability outlook: on pace for 100% growth YoY
- H1 2023 concluded an arbitration in favor of Sharq.



PERFORMANCE SCORECARD

	Guidance for 2023	(A) Q1 2023	(A) Q2 2023	(A) Q3 2023	Guidance for Q4 2023	2023-2027 5-year Strategy
Capital Adequacy Ratio	18.50-19.00%	19.37%	19.76%	19.26%	18.50-19.00%	Maintain min. 17%
Net Loan Growth	Net 3-5% Pvt. 5%	YTD Net -2.5% / Pvt. +0.2%	YTD Net -3.9% / Pvt. Flat	YTD Net -2.4% / Pvt. 2.2%	Pvt. 4-5%	3-5% p.a.
Net Interest Margin	2.25%	2.10%	2.23%	2.25%	2.10% - 2.20%	2.50%
Cost of Funds	Top 3 locally	Currently 4 th	Currently 4 th	Currently 5 th	Same position	Top 3 locally
Non-performing loans	6.00%	6.58%	6.71%	6.18%	< 7.00% ⁽¹⁾	4.5-5%
Cost of Risk	1.60%	1.38%	1.66%	1.79%	1.80-1.90% ⁽¹⁾	120-130bps
Cost of Income	<30%	35.5%	34.00%	32.80%	c.<35%	<25%
Return on Equity	7.00%	6.35%	5.80%	6.20%	c.6.00% ⁽¹⁾	12-14%

Note: (1) Dependent on yearend review

2. OVERVIEW

- 1** Founded in 1979
- 2** Listed on the Qatar Stock Exchange
- 3** Full branch operations in Qatar, United Arab Emirates, India and Kuwait
- 4** Representative offices strategically located in China, Turkey, Singapore, Germany, Japan, United Kingdom, South Korea, South Africa, Bangladesh, Australia, and Nepal
- 5** Brokerage and financial services associate in India
- 6** Sharq Insurance Company, a 100% owned insurance company in Qatar
- 7** Client base of more than 399,000 active customers⁽¹⁾
- 8** 18 Domestic Branches and 2 Corporate Service Centers (under Retail Banking Group) and 1 Corporate Branch (under Wholesale Banking), 3 E-Branches, 82 ATMs, 2 Mobile ITM and 1 Mobile ATM



Doha Bank has a global reach

- 1. Qatar
- 2. Dubai - UAE
- 3. Abu Dhabi - UAE
- 4. Kuwait City - Kuwait
- 5. Mumbai - India
- 6. Kochi - India
- 7. London - UK
- 8. Frankfurt - Germany
- 9. Istanbul - Turkey
- 10. Singapore
- 11. Shanghai - China
- 12. Seoul - S. Korea
- 13. Tokyo - Japan
- 14. Sydney - Australia
- 15. Johannesburg - South Africa
- 16. Dhaka - Bangladesh
- 17. Kathmandu - Nepal

Note: (1) Salaried, non-salaried and under Wages Protection Scheme (“WPS”)

STRONG RATINGS PROFILE UNDERPINNED BY HIGHLY RATED SOVEREIGN

Agency	Category	Ratings	Outlook
Doha Bank			
Moody's	Bank Deposit Ratings LT	Baa1	Stable
Fitch ⁽¹⁾	Issuer Default Rating LT	A-	Positive
Qatar Sovereign			
Moody's	Counter Party Risk LT	Aa3	Positive
Fitch ⁽²⁾	Issuer Default Rating LT	AA-	Positive
S&P	Counter Party Risk LT	AA	Stable

Notes:

(1) Fitch upgrades from stable to positive 06.04.2023

(2) Fitch upgrades from stable to positive 28.03.2023

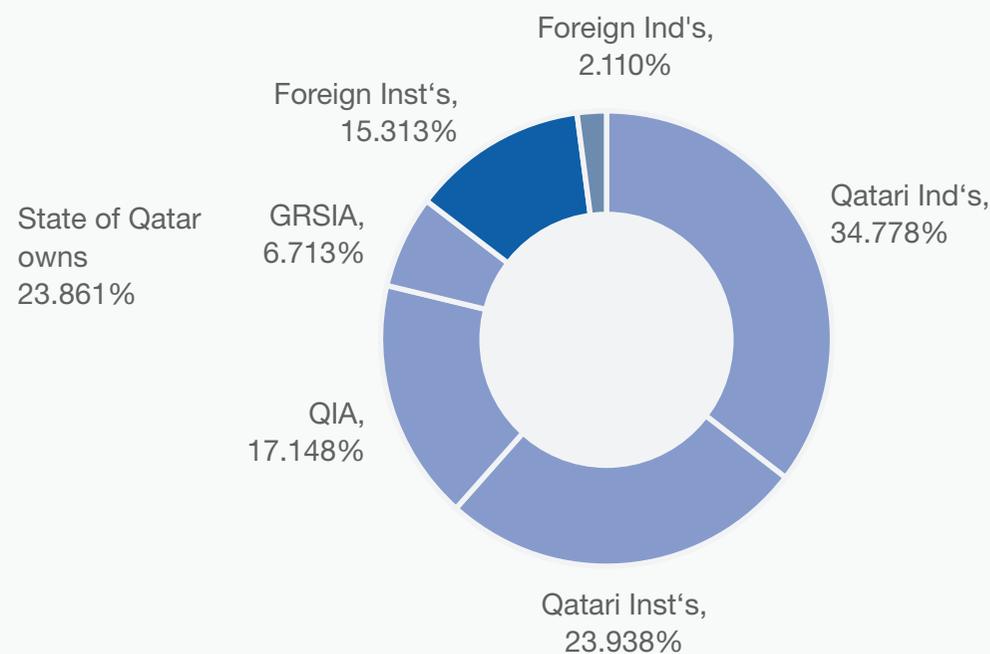
SHARE PERFORMANCE AND DIVERSIFIED SHAREHOLDER BASE

Share price and market capitalization

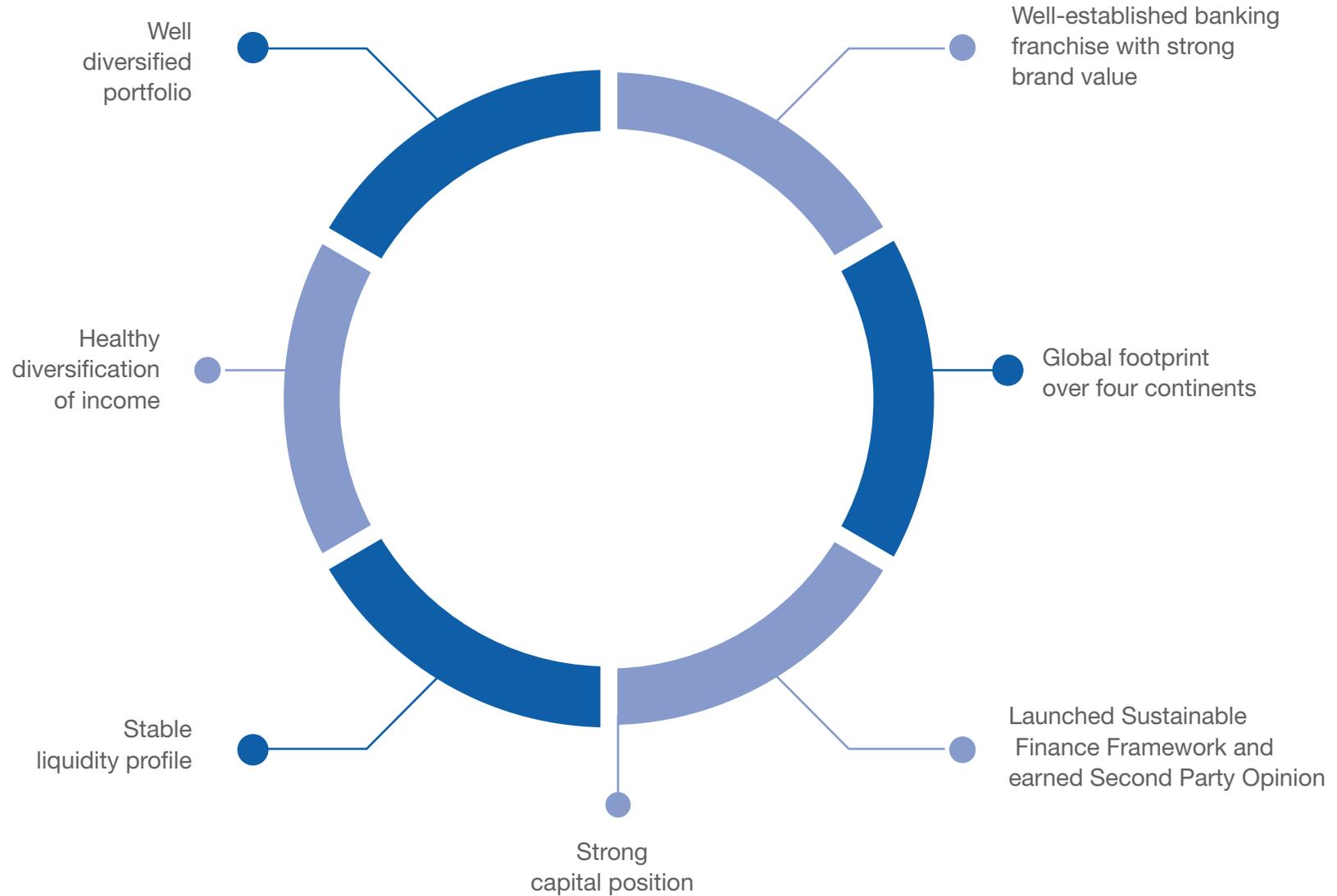
	Date	Value
Last Price	30-Mar-23	1.625
52 Week High	04-Oct-22	2.402
52 Week Low	26-Jun-23	1.512
Current Market Capitalization	Qatari Riyals Mn	5,038
	USD Mn	1,384

Note: (1) State of Qatar owns 23.861% together with the Qatar Investment Authority 17.148% & 6.713% by the General Retirement Social Insurance Authority via the 'Civil Pension Fund', as of 30 September 2023

Diversified shareholder base and strong support⁽¹⁾



DOHA BANK AT A GLANCE



DOHA BANK IS STRUCTURED IN FOUR BUSINESS UNITS AND HOLDS 100% OF SHARQ INSURANCE

Wholesale

Focus on corporate and commercial banking, structured finance, public sector finance, mortgage finance and real estate services, trade finance, factoring services and small and medium enterprises

Assets:

QAR 50.38 billion
52.31% of total assets

Total Income:

QAR 2.68 billion

Treasury & Investments

Responsible for activities such as foreign exchange, treasury products and managing the Bank's proprietary investment book

Assets:

QAR 31.41 billion
32.61% of total assets

Total income: QAR 1.17 billion

Retail

Provides a wide range of products and services to individuals, including transactional and deposit accounts, mortgages, remittances, priority banking, private banking, insurance, personal loans and credit cards

Assets:

QAR 4.30 billion
4.47% of total assets

Total Income: QAR 0.40 billion

International

Provides a range of products and services including guarantees, letters of credit, risk mitigation and discounting products and risk participation in international trade

Assets:

QAR 4.68 billion
4.86% of total assets

Total Income: QAR 0.29 billion



Established in 2007 as part of the Bank's strategy of creating a fully comprehensive financial services provider and provides general insurance products to corporate and retail customers

Gross Written Premiums:

QAR 0.05 billion

Source: Company financials as of 30 September 2023

3. FINANCIAL SUMMARY

Profitability (QR Mn)	Sep-23	Sep-22	Chg Y/Y
Interest income	4,077	2,807	45.2%
Interest Expense	(2,486)	(967)	157.1%
Net Interest income	1,591	1,840	-13.6%
Fees and commission	277	273	1.6%
Foreign exchange gain	82	103	-20.5%
Income from investment securities	103	34	202.0%
Net income from insurance activities	82	13	514.7%
Other Income	12	14	-15.6%
Net Operating Income	2,147	2,278	-5.8%
Staff Cost	(390)	(373)	4.5%
Non-Staff Cost	(315)	(310)	1.5%
Net impairment losses	(743)	(658)	12.9%
Tax	(72)	(3)	2081.9%
Net Profit	627	933	-32.8%

Assets and Liabilities (QR Mn)	Sep-23	Sep-22	Chg Y/Y
Total Assets	96,320	94,162	2.3%
Loans and Advances	56,679	56,248	0.8%
Investments	27,333	24,100	13.4%
Customer Deposits	45,311	49,087	-7.7%
Total Equity	14,374	14,189	1.3%

Capital	Sep-23	Sep-22	Chg Y/Y
RWA (QR Mn)	75,778	71,417	6.1%
CET 1 Ratio (%)	12.8%	12.8%	0.0%
T1 Ratio (%)	18.1%	18.4%	-1.5%
Total Capital Ratio (%)	19.3%	19.5%	-1.4%

Minimum regulatory ratios for 2023: CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

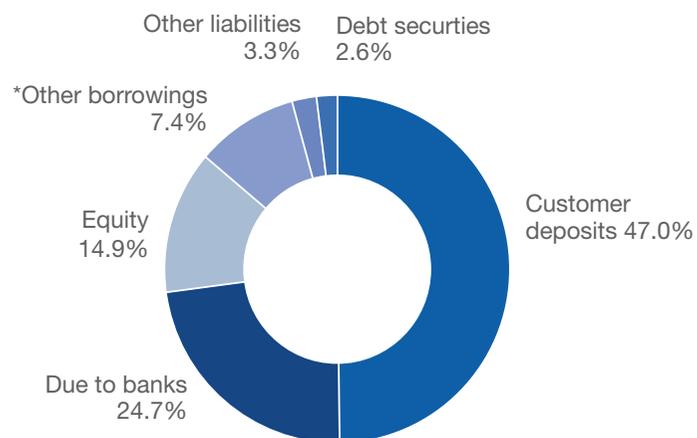
Comments

- Non-recurring income stands out year on year
- Interest Income +45% YoY while Net Interest Income -13.6% YoY

Comments

- RWA higher year on year. The bank is being cautious and prudent with reference to the private sector.
- Investment securities book remains healthy, and the bank is always monitoring for opportunities.

FUNDING MIX

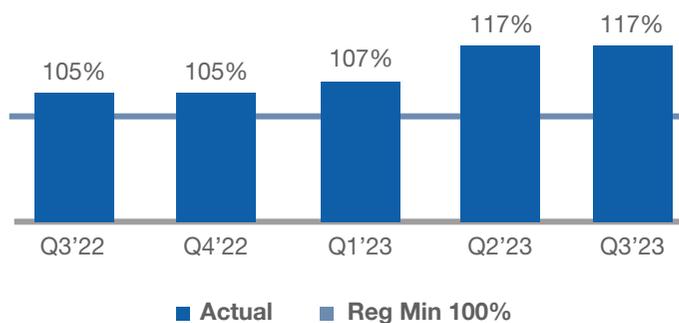


31 September 2023

Total liabilities and equity: QR 96.3 Bn

*Other borrowings include syndicated and bilateral borrowings

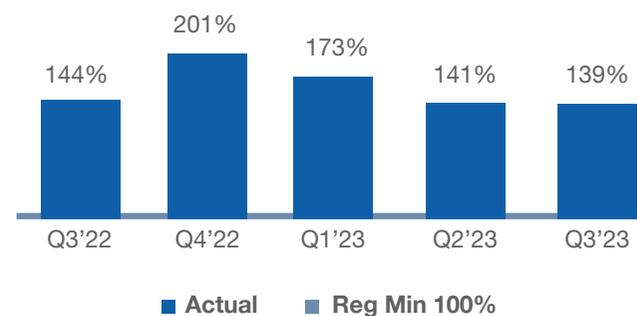
Regulatory Loan to Deposit Ratio



Comments

- Funding plan versus needs:
 - Improving on CASA / potential issuance(s) to extend duration for both QAR and/ or USD.
 - Reduction in non-resident funding is in line with QCB guidance.
- Liquidity profile:
 - Stable funding sources with a mixture of customer deposits, syndicated and bilateral borrowings, and debt securities
 - Maintain sufficient HQLA fixed income investment portfolio
 - Unencumbered assets at Head Office of QAR 14.37 billion

Regulatory Liquidity Coverage Ratio

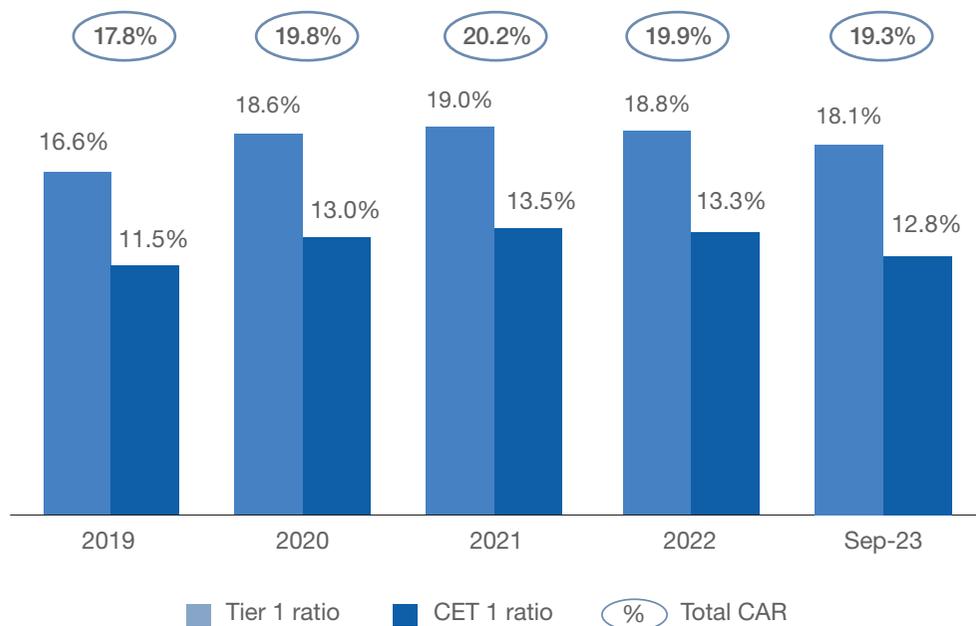


Source: Company financials as of 30 September 2023

CAPITALIZATION

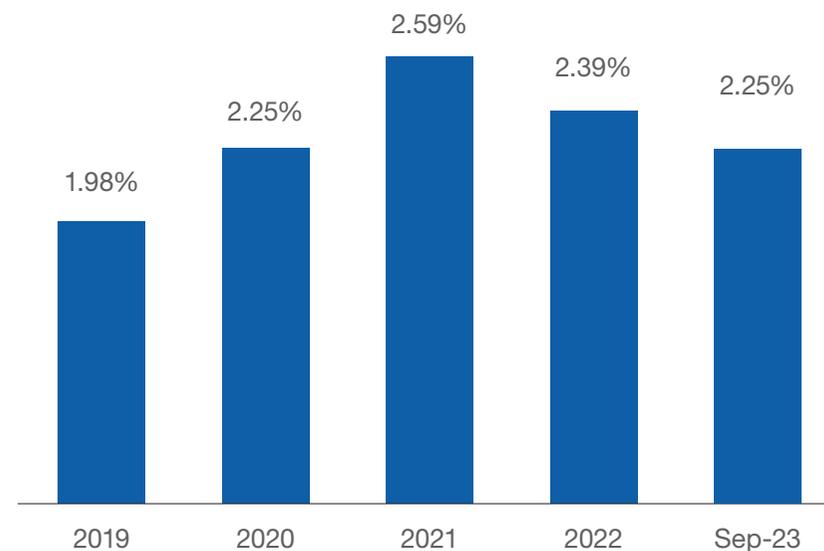
NET INTEREST MARGIN

Evolution of Capital Ratios



Minimum regulatory ratios for 2023:

CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%



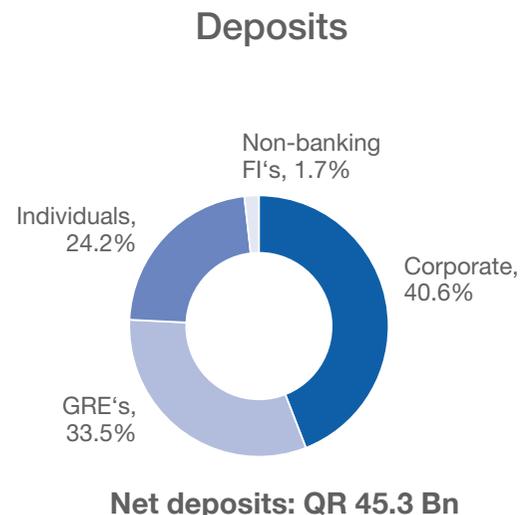
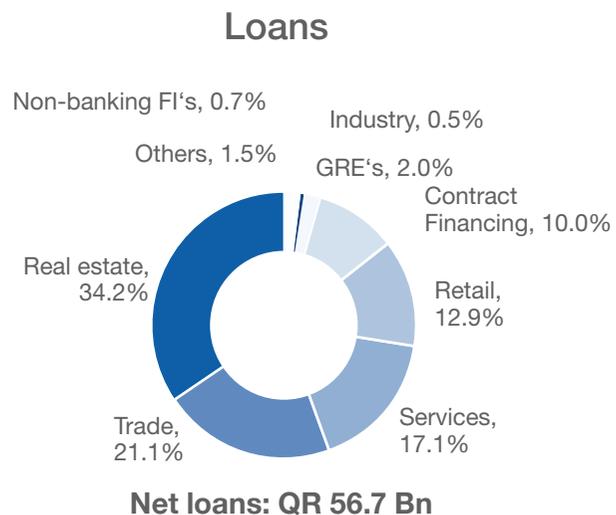
Comments

- Current capital position is stable
- CAR expected to remain stable in the short to medium term given the credit growth projections, without the need for further capital raising.

Source: Company financials as of 30 September 2023

DIVERSIFIED LOANS AND DEPOSITS

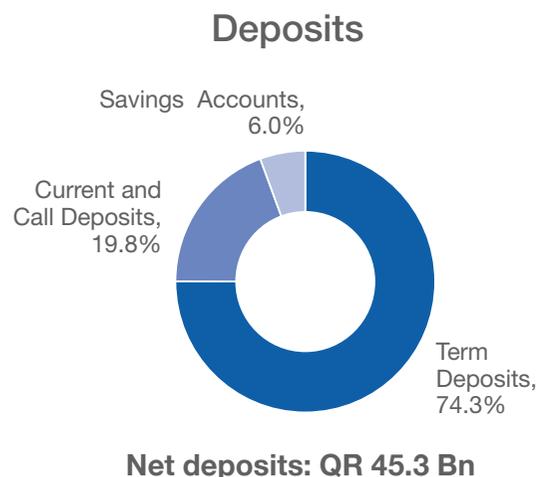
By Sector



Comments Loans

- Growth to come from GREs/ PSU
- Corporate Syndications
- Private Sector, being very selective

By Type

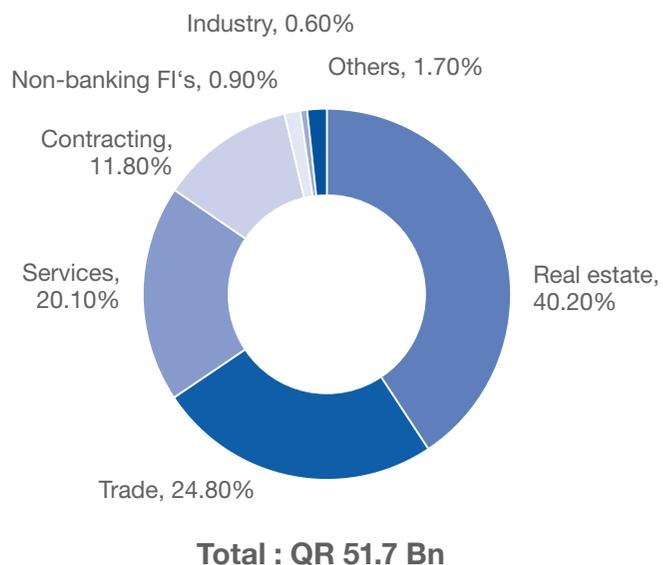


Comments Deposits

- Doha Bank ensures it retains a diversified deposit base to minimize concentration risk
- Emphasis is given to liquidity risk management
- CASA to grow

WHOLESALE BANKING

Overview of the corporate banking loan book September 2023

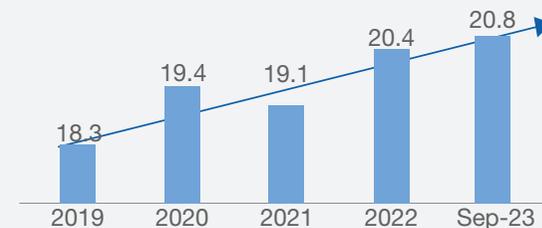


Comments

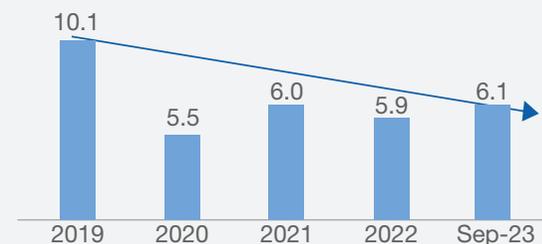
- The bank will look to maximize returns from non-borrowing customers and offer robust digitalization channels towards reducing transaction cost and incentivize customer interaction with the bank which will enable the cost of funds to be maintained.
- Moving forward the bank is looking at corporate syndications, and enhancing its global transaction banking abilities

Loans (QR Bn)

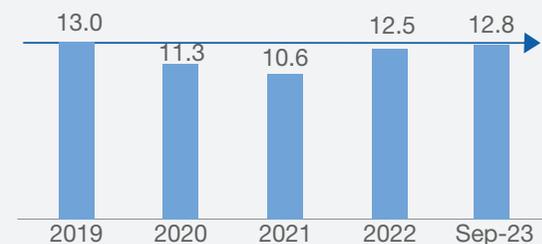
Real Estate
CAGR (2019 – Sep-2023): +2.6%



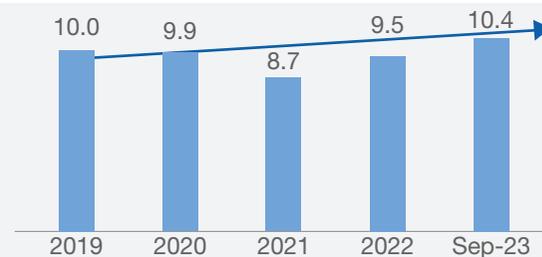
Contract Financing
CAGR (2019 – Sep-2023): -2.4%



Trade
CAGR (2019 – Sep-2023): -0.3%



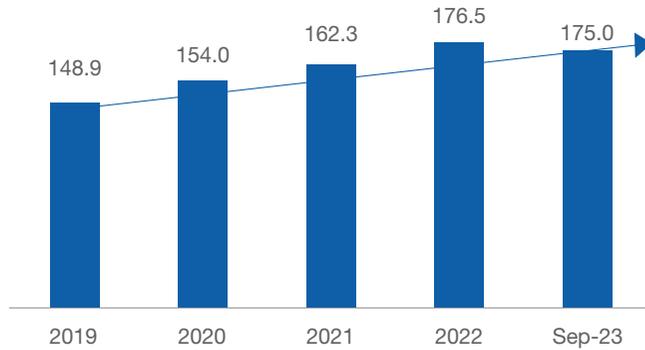
Services
CAGR (2019 – Sep-2023): +0.3%



DOHA BANK IS BEING SELECTIVE IN TERMS OF REAL ESTATE & CONTRACT FINANCE

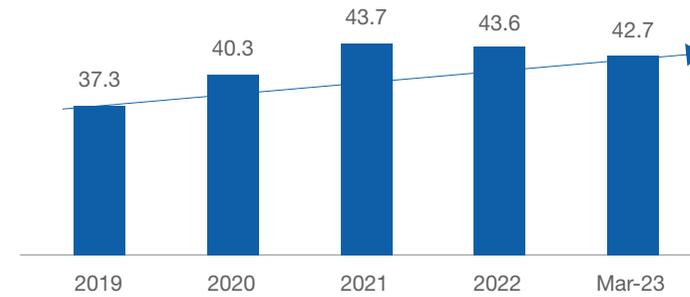
Real Estate

Qatar market real estate loans (QR Bn)
CAGR (2019 – Sep-2023) : +3.3%

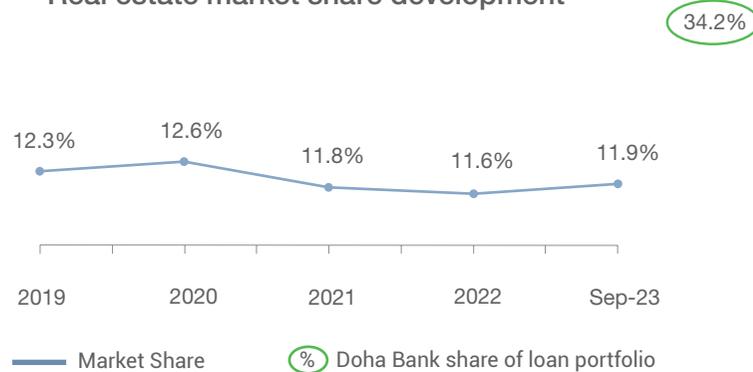


Contract Finance

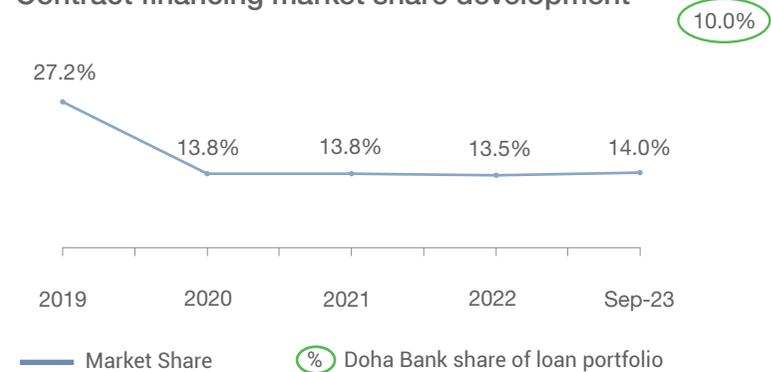
Qatar market contract financing loans (QR Bn)
CAGR (2019 – Sep-2023) : +0.1%



Real estate market share development⁽¹⁾



Contract financing market share development⁽¹⁾

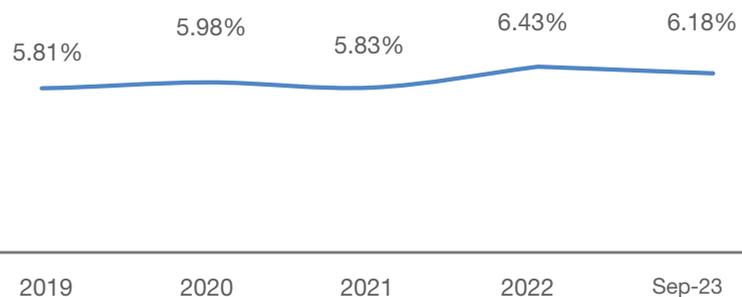


➔ Real Estate Portfolio is highly collateralized circa 167%

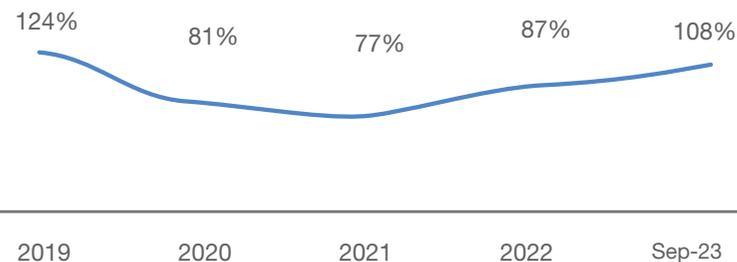
Note: (1) Qatar Central Bank market data as on 31-August-23

CREDIT QUALITY

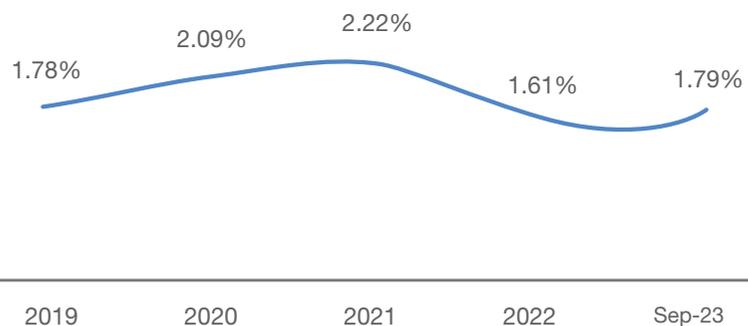
NPL evolution



Total Reserves⁽¹⁾ for loans and advances



Cost of risk⁽¹⁾



	Sep-2023 ⁽²⁾		
	Stage 1	Stage 2	Stage 3
Percentage on total loans	60.97%	32.85%	6.18%
Provision coverage	0.30%	6.23%	72.34%
	Sep-2022		
	Stage 1	Stage 2	Stage 3
Percentage on total loans	62.32%	31.73%	5.95%
Provision coverage	0.31%	6.11%	63.68%

Note: (1) Includes expected credit losses (ECL)

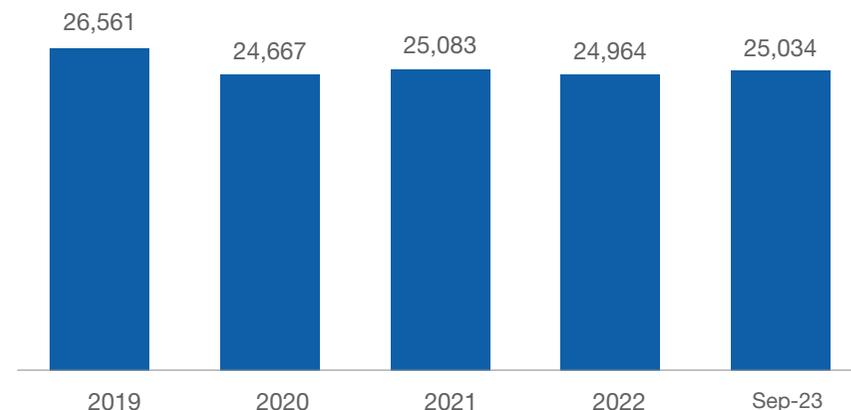
Note: (2) Stage 3 provision includes interest in suspense

INVESTMENT BOOK

Portfolio Overview

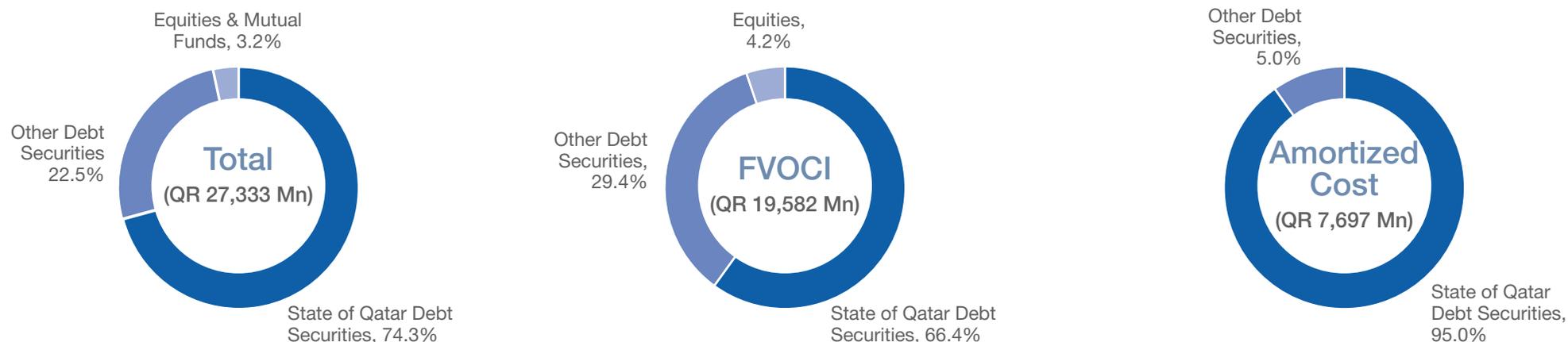
- Investments limits are linked to Tier 1 capital and set at 25% (excluding SOQs) as per QCB; total utilized currently sits at 20.86%
- Conservative low hard limits for discretionary trading / investments; total equities FVTPL QAR 26 Mn
- Majority of the portfolio in local sovereign fixed income, Qatar 64.37% and Qatar banks 9.35%
- Fixed Income holdings – current Net Modified Duration – c.1.43 years
- Currently the portfolio contains QR 11.19 Bn of encumbered assets. The repo borrowings are at a weighted average cost of 5.09%
- Equity, AT1 and other fund exposures stands at QR 867.24 Mn + QR 31.76 Mn Mutual Funds

Investment Portfolio – evolution (QR Mn)



Source: Company financials As of 30 September 2023

Investment Portfolio Breakdown (%)



Source: Company financials as of 30 September 2023

4. SUSTAINABLE FINANCE FRAMEWORK 2023⁽¹⁾

- In May 2023 Doha Bank has published its inaugural Sustainable Finance Framework which allows for the issuance of Green, Social, and Sustainability Financing Instruments
- The Framework is aligned with the ICMA Green Bond Principles 2021, Social Bond Principles 2021, Sustainability Bond Guidelines 2021, the Qatar Financial Centre's Sustainable Sukuk and Bond Framework 2022 and the LMA / LSTA / APLMA Green Loan Principles and Social Loan Principles updated in 2023

Use of proceeds	The proceeds raised via the Sustainable Financing Instruments will be dedicated to (re)finance Eligible Green and Social Assets
	To be eligible, the asset must fall in at least one of the ICMA Green and/or Eligible Categories described
Project evaluation and selection	Green and Social Eligible Assets are evaluated and selected based on compliance with the Eligibility Criteria
	The evaluation and selection process is governed by Doha Bank's ESG Bond Committee. The committee is formed by members of Treasury, Wholesale and Retail Banking, Investor Relations, Market and Credit Risk, Finance, and Strategy
Management of proceeds	The proceeds from Sustainable Finance Instruments will be managed in a portfolio approach
	The Bank intends to fully allocate the proceeds to a pool of eligible assets within 24 months from issuance
Reporting	Doha Bank will publish a Sustainable Finance Report for the life of the Sustainable Financing Instrument on an annual basis consisting of an Allocation Report and an Impact Report
External review	Doha Bank has received a Second Party Opinion on its Framework by Sustainalytics.

Note: (1) Sustainable Finance Framework and Second Party Opinion (SPO) are available [here](#)

ICMA Eligible Categories

Eligible Category	Contribution to UN SDGs
Green Eligible Categories	
Green Building	 
Renewable Energy	 
Renewable Energy	 
Clean Transportation	 
Social Eligible Categories	
Healthcare	
Education	
Support to SMEs and micro-finance	 

Exclusions

The Sustainable Finance Asset Pool will explicitly exclude unfunded and non-performing exposures, as well as loans to businesses or projects in the following domains:

- Fossil fuel-related energy generation
- Environmentally negative resource extraction (such as rare-earth elements, metals or fossil fuels)
- Nuclear and nuclear-related technologies
- Weapons, tobacco, gambling, and adult entertainment
- Deforestation and degradation of forests

Second Party Opinion⁽²⁾

‘Sustainalytics is of the opinion that the Doha Bank Sustainable Finance Framework is credible and impactful and aligned with the Sustainability Bond Guidelines 2021, Green Bond Principles 2021, Social Bond Principles 2021, Green Loan Principles 2023 and Social Loan Principles 2023.’



Note: (2) The Doha Bank Sustainable Finance Framework Second Party Opinion contains information developed by Sustainalytics (www.sustainalytics.com). Such information and data are proprietary of Sustainalytics and/or its third-party suppliers (Third Party Data) and are provided for informational purposes only. They do not constitute an endorsement of any product or project, nor an investment advice and are not warranted to be complete, timely, accurate or suitable for a particular purpose. Their use is subject to conditions available at <https://www.sustainalytics.com/legal-disclaimers>.

DOHA BANK IS COMMITTED TO ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) SUSTAINABLE PRACTICES

- Doha Bank began the publication of its annual sustainability disclosure statements from the year 2009.
- Doha Bank sustainability reporting is guided by the Qatar Stock Exchange (QSE) ESG reporting methodology; since 2016.
- Doha Bank has increased the scope of its reporting to include all required metrics from both GRI and QSE.
- Doha Bank has increased the scope of its reporting to benchmarking its communication to the GRI Universal Standards. The bank supports the mission of GRI to empower decision makers everywhere, through GRI Sustainability Reporting Standards and its multi-stakeholder network, to take-action towards a more sustainable economy and world.
- It is important to note that Sustainability in our approach to business and to all stakeholders will be a journey that will lead to growth at Doha Bank over a much longer period and will continue to be so into the future as we build upon our growth trajectory as a domestic, regional and international institution.

For more information:

[Doha Bank/ Sustainability](#)



As on 17 October 2023, last update, Doha Bank received an MSCI ESG Rating of BB.

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Achieved a score of 100% for the QSE Sustainable Stock Exchanges initiative for the years 2018 – 2022.

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- Our discussion may include forward-looking predictions and or expectations.
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- You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.
- Please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements considering new information or future events.
- Throughout the presentation, we will attempt to present some important factors relating to our business that may affect our predictions.
- A copy of the bank's press release, financials and presentations are available [here](#)



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