

### **Investor Relations Presentation** December 2022





### Contents

QNB at a Glance
 QNB Comparative Positioning – Qatar and MEA
 Financial Highlights
 Sustainability
 Economic Overview

All figures in US Dollars have been converted from Qatari Riyals based on the exchange rate of 1 US Dollar = 3.6405 Qatari Riyals In certain cases, numbers may be rounded for presentation purposes



## **QNB** at a Glance

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





USD 45.7 Bn	USD 3.94 Bn
Market Cap.	Net Profit <sup>2</sup>
USD 326.7 Bn	USD 0.40
Assets	EPS

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

3n	A+	Aa3
	Standard & Poor's	Moody's
	AA	Α
	Capital Intelligence	Fitch



#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 Bn<sup>1</sup>



About 28,000 employees operating from more than 900 locations

#### Key Strengths





2: Profit Attributable to Equity Holders of the Bank

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

#### Sub-Saharan Africa



Middle East



## QNB Comparative Positioning – Qatar and MEA

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

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





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

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

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

earnings assets excluding the impact of inflation accounting

3: Based on Stage 3 provisions, excluding interest accrued

Financial Highlights (as at 31 December 2022)



dividends and non-controlling interest and instruments eligible for

additional Tier 1 Capital

Growth vs. December 2021



11

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

Growth vs. December 2021

Profit	• USD468.3 million (EGP9.0 billion)	<b>+9%</b> (+34%	)	<ul> <li>Net interest margin (NIM)<sup>1</sup>:</li> <li>Cost to income ratio:</li> <li>ROAA: In EGP</li> </ul>	5.40% 25.4% 2.2% 2.1%
Assets	<ul> <li>USD19.6 billion assets (EGP484.6 billion)</li> <li>USD8.9 billion loans (EGP219.8 billion)</li> </ul>	<ul> <li>-15% (+349)</li> <li>-22% (+239)</li> </ul>	6)	<ul> <li>NPL (% of gross loans):</li> <li>Coverage ratio<sup>2</sup>:</li> </ul>	4.1% 98%
Funding	• USD16.3 billion deposits (EGP403.5 billion)	-13% (+37%		• Loans to deposits ratio:	54.5%
Equity	• USD2.2 billion equity (EGP53.5 billion)	<b>-24%</b> (+199	6)	Capital adequacy ratio: (QCB Basel II)     ROAE In EGP	<b>23.0%</b> <b>18.8%</b> <i>18.4%</i>

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

**X**QNB

#### **QNB FINANSBANK** Financial Highlights (as at 31 December 2022)

Growth vs. December 2021

Profit	• USD539.7 million (TRY10.1 billion)	<b>+21%</b> (+155%)	<ul> <li>Net interest margin (NIM)<sup>1</sup>:</li> <li>Cost to income ratio:</li> <li>ROAA In TRY</li> </ul>	7.98% 22.4% 1.7% 2.0%
Assets	<ul> <li>USD33.9 billion assets (TRY635.2 billion)</li> <li>USD19.8 billion loans (TRY370.9 billion)</li> </ul>	+13% (+62%) +18% (+69%)	<ul> <li>NPL (% of gross loans):</li> <li>Coverage ratio<sup>2</sup>:</li> </ul>	1.8% 140%
Funding	• USD22.3 billion deposits (TRY417.6 billion)	<b>+28%</b> (+83%)	Loans to deposits ratio:	88.8%
Equity	• USD2.8 billion equity (TRY51.6 billion)	<b>+62%</b> (+132%)	Capital adequacy ratio: (QCB Basel III) After BRSA Relaxation Measures     ROAE: In TRY	<b>12.3%</b> 14.2% <b>24.6%</b> 28.1%

Source: QNB Finansbank under International Financial Reporting Standards

**X**QNB

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 information)**

Financial Highlights (as at 31 December 2022)<sup>(2)</sup>



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

Market share among privately owned banks
 All financial information is non-IAS 29

💥 QNB

Growth vs. December 2021

# Strong domestic franchise with widespread geographical footprint contributes to diversification and growth Geographical Contribution (as at 31 December)



 Profit from international operations increased by USD0.11 Mn (12%) from 2020 to 2022

Loans from Intl operations decreased by USD2.9 Bn (6%) from 2020 to 2022

Deposits from Intl operations increased by USD10.9 Bn (13%) from 2020 to 2022



### **Consistent Profitability and Cost Discipline**

Income Statement Breakdown (USD billion as at 31 December)



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

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



- Assets increased by 9% from December 2021
- Loans and advances represent 68% of total assets

• 2017-2022 CAGR of 8%

USD and QAR currencies account for over 70% of total assets



### Stable loan momentum

Loan Analysis (as at 31 December)



Loans increased by 6% compared to December 2021
 2017-2022 CAGR of 7%
 Loans denominated in USD represent 63% of total loans
 Loan exposures are of a high quality with 37% concentration to Government and public sector entities



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



- 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 99% as at December 2022
- 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 69% of securities rated AA or Sovereign

Investments Analysis (USD million as at 31 December 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 December)





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





Source: Financial Statements

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 December)** 



• 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 December 2022)



🗱 QNB

### 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>					
31 December 2022	Stage1	Stage 2	Stage 3		
Due from Banks and Balances with Central Banks	0.1%	0.4%	-		
Loans	0.3%	8.1%	98.5%		
Investments	0.1%	7.1%	96.8%		
Off balance sheet	0.2%	2.9%	15.9%		

Cost of Risk for Lending <sup>2</sup>				
31 December 2022	Stage 1	Stage 2	Stage 3 (NPL)	Total
Cost of Risk	19bps	15bps	77bps	111bps



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

## QNB Group Financials

#### Key data (as at December 2022)







## 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 groups<sup>1</sup> 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



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



**QNB** Group materiality matrix

#### Material topics mapped to UNSDG's

8 sectors
9 armania
8 million
9 annuar 16 annuar
3 single a series and a series
8 minimum 9 minimum 1
8 minutes and a second
0 Internet         0 Internet         9 Internet         11 Internet         13 Internet           Image: State of the state of
1 sun ★↓★★↓↓ 8 minute matrix ★↓★★↓↓ 8 minute matrix ★↓↓★↓↓ 10 minute ★↓↓↓↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓ ↓
6 mm € mm
1 funn telefetet 2 tille: 8 tilletetetetetetetetetetetetetetetetetet
1 Ram Attend 2 Kin 4 Kin 8 Kin Kin 4 Kin Kin 4 Kin



GNB

Significance of impacts

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 million<sup>4</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)
- QNB ALAHLI becomes a signatory to the UNEP FI<sup>5</sup> and UN PRB<sup>6</sup> (2022)



Inited Nations Global Compact; 2 QNB Group Sustainability Reports, GSSB Framework and related documents:
 <a href="https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html;">https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html;</a> QNB Group ESRM Framework :
 <a href="https://www.qnb.com/sites/qnb/qnbqatar/document/en/enESRM">https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html;</a> QNB Group ESRM Framework :
 <a href="https://www.qnb.com/sites/qnb/qnbqatar/document/en/enESRM">https://www.qnb.com/sites/qnb/qnbqatar/document/en/enESRM;</a> 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
Credit & ESG Rating Agencies	S&P Global	<b>41</b> (59 <sup>th</sup> percentile)	<b>42</b> (62 <sup>nd</sup> percentile)	<b>46</b> (82 <sup>nd</sup> percentile)
	MSCI 🛞	Α	AA	Α
		Medium risk (27.9)	Medium risk (22.4)	Medium risk (22.6)
	CDP	D	D	С
		<b>56/100</b> 1 <sup>st</sup> in Qatar	<b>62/100</b> 1 <sup>st</sup> in Qatar	ТВС
Stock	FTSE4Good	Constituent	Constituent	Constituent
Exchange and	Qatar Stock ورهبة قطر ومعمة Stock Exchange	100%	100%	100%
Indices	ESG ایمور العام العام معام العام الع معام العام الع		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)<sup>1</sup> 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 GCC<sup>2</sup>
- 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 tCO2e
lifetime avoided
GHG emissions



745k MWh lifetime avoided electricity use



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




### Sustainable finance at a glance

**X**QNB

Fir	Customer experience		
QR10.25 billion	34	77.2%	
Lending portfolio financing environmentally friendly, low carbon activities	Number of sustainable financial products and services offered to customers	Digital transactions (online & mobile as a % of total)	
First green repurchase	QR14.9 billion	0	
agreement	Value of loan portfolio	0	
First green "repo" deal for QNB and in the State of Qatar	to SMEs and microenterprises	Data security breaches	
First green EBRD privat	e		
placement in Türkiye	Published customer	ISO 27001	
Investment of USD 50m in QNB Finansbank first green bond	nk Commitment to provide excellent customer service	Information Security Management System certification	

### 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)

### 🗱 QNB

# 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**

### 🗱 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

# 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'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



North Field South	Ras Laffan Petrochemical	Industries Qatar Ammonia Plant PPP Projects	
LNG Shipbuilding Program	Ras Laffan Helium Plant		



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



🗱 QNB

\* Year to date, using latest data to October 2022 Source: Haver, Financial Times, QNB analysis

# 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, Switz'nd, Norway, Sweden, Denmark, Neth'lands, Lux'bourg, Singapore, Liechtenstein							
	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							
ent Gra	A+	China, Japan, Kuwait, Bermuda, Latvia, Lithuania, Slovakia							
Investment Grade	Α	Chile, Iceland, Spain							
<u> </u>	A-	Saudi Arabia, Poland, Malaysia, Malta							
	BBB+	Portugal, Thailand, Philippines, Croatia, Andorra, Botswana							
	BBB	Italy, Cyprus, Mexico, Indonesia, Uruguay, Panama, Hungary							
	BBB-         India, Kazakhstan, Romania, Trinidad & Tobago, Curacao								
	Non-Investment Grade								
BB+	BI	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		



### Disclaimer

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

-These materials contain statements about future events and expectations that are forward-looking statements.

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

- -Any statement in these materials that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.
- -None of the future projections, expectations, estimates or prospects in this presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the presentation.
- -Past performance cannot be relied on as a guide to future performance.
- -The Bank assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.
- The opinions presented herein are based on general information gathered at the time of writing and are subject to change without notice.
- The Bank relies on information obtained from sources believed to be reliable but does not guarantee its accuracy
  or completeness.

