XQNB

Investor Relations Presentation June 2020

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Notes:

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 a growing international footprint





USD 44.1 Bn	USD 1.76 Bn	Α
Market Cap.	Net Profit ²	Stan
USD 267.0 Bn	USD 0.18	AA-

Assets

Ton-tion credit ratings

	top-tier	cicuit	Taings	
4			Aa3	

Moody's

Net Prom ²	Standard & Poor s	Moody s
USD 0.18	AA-	A+
EPS	Capital Intelligence	Fitch

dard & Door's



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



International network with presence in more than 31 countries



Most valuable banking brand in the Middle East and Africa, worth **USD 6.0 Bn¹**



About 29,000 employees serving more than 20 million customers





Source: June 2020 Financial Report 1: Brand Finance ® 2020 2: Profit Attributable to Equity Holders of the Bank

QNB's International Footprint

Sub-Saharan Africa





Top 5 Domestic Banks – June 2020

QNB continues to excel in the domestic market





Top 5 MEA Banks – June 2020

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





Note: All amounts are in USD billions Source: Banks' June 2020 Press Release or Financial Statements, if available.

QNB is the leading financial institution in the MEA region with regards to brand value and market capitalisation

Brand value and market capitalisation (USD Bn as at 31-Dec-19)





Financial Highlights – as at 30 June 2020

QNB demonstrate sustainable growth

Financial Highlights (as at 30 June 2020)

Growth vs. June 2019





Source: June 2020 Financial Report 1: Profit Attributable to Equity Holders of the Bank 2: Net interest margin calculated as net interest income over average earning assets 3: Based on Stage 3 ECL provisions

QNB ALAHLI Highlights (as at 30 June 2020)

C

Growth vs. June 2019





Source: QNB ALAHLI under International Financial Reporting Standards1: Profit Attributable to Equity Holders of the Bank2: Net interest margin calculated as net interest income over average interest earning assets on a standalone basis3: Based on Stage 3 ECL provisions

QNB FINANSBANK Highlights (as at 30 June 2020)

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Growth vs. June 2019





Source: QNB Finansbank under International Financial Reporting Standards1: Profit Attributable to Equity Holders of the Bank2: Net interest margin calculated as net interest income over average interest earning assets3: Based on Stage 3 ECL provisions

Geographical diversification positively contributes to growth Geographical Contribution (as at 30 June)

Domestic

International (%) Share of International as percentage of the total



- Profit from international operations decreased by USD183.5 Mn (26%) from 2018 to 2020
- Loans from Intl operations decreased by USD3.4 Bn (7%) from 2018 to 2020
- Deposits from Intl operations increased by USD9.8 Bn (13%) from 2018 to 2020



Consistent Profitability

Income Statement Breakdown (USD billion as at 30 June)



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 30 June)



• Assets increased 10% from June 2019

Loans and advances represent 73% of total assets

• 2015-2020 CAGR of 14%

USD and QAR currencies account for 71% of total assets



Good loan growth Loans Analysis (as at 30 June)



Loans increased 11% from June 2019
2015-2020 CAGR of 15%
Loans denominated in USD represent 57% of total loans
Loan exposures are of a high quality with 35% concentration to Government and public sector entities



High quality lending portfolio is underpinned by low NPL ratios

Asset Quality Analysis (as at 30 June)



- QNB has continued to increase its provisions in response to the global economic situation as a result of COVID-19 pandemic
- The bank's coverage ratio has remained robust amidst the economic slowdown, with a coverage of 100% as at 30 June 2020
- Past dues are NPL after 90 days default
- There is an additional risk reserve of USD2,335 million which is greater than the 2.5% QCB requirements



Source: June 2020 Financial Report 1: % of NPLs over gross loans excluding interest receivables 2: % of provisions over NPLs (Stage 3 only)

High quality investment portfolio with 93% of securities rated AA or Sovereign Investments Analysis (USD million as at 30 June 2020)



• Quoted securities account for 99% of FVOCI Investment securities

• Majority of the Amortised Cost Investment Securities are Government Guaranteed



Robust growth in customer deposits and funding

Funding Analysis (as at 30 June)





Solid liquidity profile Liquidity Analysis (as at 30 June)





Source: June 2020 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 30 June)



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

Minimum CAR Requirements							
%Capital Conservation BufferDSIB ChargeICAAP ChargeTotal Requirement							
CET 1 ratio	6.0	2.5	2.5	-	11.0		
Tier 1 ratio	8.0	2.5	2.5	-	13.0		
Total CAR	10.0	2.5	2.5	1.0	16.0		



Diversifying business mix will bolster sustainable growth Business Mix Contribution (% share as at 30 June 2020)





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 ¹							
As of 30 June 2020 Stage1 Stage2 Stage3 (NPL)							
Due from Banks and Balances with Central Banks	0.05%	1.3%	-				
Loans	0.2%	7.4%	100.0%				
Investments	0.1%	100.0%	95.0%				

Cost of Risk ²					
<i>30 June 2020</i>	Stage1 and Stage 2 (Combined)	Stage3 (NPL)	Total		
Cost of Risk	16bps	54bps	70bps		



QNB Group Financials

Key data (as at 30 June 2020)



- Results finalised under International Financial Reporting Standards (IFRS)
- Capital Adequacy Ratio: 18.3%



Sustainability

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

QNB Group Sustainability Framework

Our sustainability framework consists of three pillars:

Sustainable finance is the integration of ESG criteria into QNB's financing activities to deliver profit with purpose.

Sustainable operations is the integration of ESG criteria into our business operations and across our supply chain

Beyond banking refers to QNB's Corporate Social Responsibility (CSR) activities in the communities where we operate.

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

QNB 2019 Sustainability highlights

- 29% women Group Executive Management
- 23 sustainable financial products and services offered to customers
- + 20% reduction in carbon intensity (CO₂/ employee) since 2015
- QR 21.1 billion loan portfolio to SMEs and microenterprises
- 41% transactions completed via digital channels
- 2.8% community investment as a % of pre-tax profit



The 2019 highlights are published in our 2019 Sustainability Report available here:

https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html



QNB's Sustainability Framework in detail: Most material sustainability topics to our business and stakeholders

Sustainable finance

Within Sustainable finance we have the following focus areas:

- Sustainable financing solutions
- Supporting small and medium-sized enterprises (SMEs) and entrepreneurship
- Financial inclusion, accessibility and education
- Data security and customer privacy
- Responsible customer communication and experience

Sustainable operations

Within Sustainable operations we have the following focus areas:

- Governance, compliance and risk management
- Talent attraction, development and retention
- Diversity and inclusion
- Environmental impact of operations
- Responsible procurement and supply chain

Beyond banking

Within Beyond banking we focus on community investment and socio economic development. Our focus areas:

- Our people and CSR
- Arts and culture
- Economic and international affairs
- Health and environment
- Social and humanitarian
- Youth and education

All three pillars support QNB's goal of sustainable financial performance by reducing risks, opening up new business opportunities and strengthening our brand.



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



QNB's commitment towards the Qatar National Vision 2030, National Development Strategy 2018–2022 and Sustainable Development Goals



QNB's most material sustainability topics are aligned with the Sustainable Development Goals

UNSDG	Objective	QNB's material topics (ranking)
8 CECENT INAL AND CONTRACT AND CONTRACT CONTRACT AND CONTRACT AND CONT	Promote inclusive and sustainable economic growth, employment and decent work for all	 Financial performance and stability (#2, #3) Supporting SMEs and entrepreneurship (#8) Financial inclusion, accessibility and education (#13)
	Promote just, peaceful, inclusive societies and institutions	 Governance, compliance and risk management (#1) Customer experience (#4) Responsible customer communication and marketing (#7)
4 decem	Ensure inclusive and quality education for all and promote lifelong learning	 Talent attraction, development and retention (#6) Community investment and socio-economic development (#12)
13 dame Active	Take urgent action to combat climate change and its impacts	 Sustainable investment, lending, products and services (#9) Environmental impact of operations (#14)
	Build resilient infrastructure, promote sustainable industrialisation and foster innovation	 Data security and customer privacy (#5) Digital innovation and transformation (#10)
	Achieve gender equality and empower all women and girls	• Diversity and inclusion (#11)
12 minutes an another COO	Ensure sustainable consumption and production by promoting resource efficiency and the use of non-hazardous materials	Responsible procurement and supply chain (#15)

QNB Green, Social and Sustainability Bond Framework

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



Green Bond Use of Proceeds



Green Buildings New and existing certified buildings, top 15% most energy efficient buildings, refurbished buildings with 30% improvement in energy efficiency



Renewable Energy Wind, Solar, Hydro (less than 25MW), Bioenergy, Geothermal, Tidal, Grid infrastructure for renewable energy



Clean Transportation Low carbon vehicles (EVs, hybrid, hydrogen) and related infrastructure (Electric Rail, EV charge points)



Energy Efficiency District heating & cooling, Smart grids, energy meters and improvements to electricity transmission efficiency



Sustainable management of living natural resources and land Sustainable and certified agriculture, forestry and fishery



Sustainable water and wastewater management Waste water treatment, sustainable urban drainage systems, improvements to water infrastructure



Pollution Prevention and Control Waste management and recycling, waste to energy and technologies to reduce emissions to air



Social Bond Use of Proceeds



Access to essential services Public, not-for-profit, free or subsidised essential services such as healthcare and education



Socio-economic advancement and empowerment Loans to SMEs, microfinance and entrepreneur clients



Social Housing development, construction, operation and maintenance of affordable or social housing

Allocation Report: The total verified eligible green portfolio is valued at USD 969Mn and comprises of assets in UK, France, Kuwait and Qatar



Eligible categories as defined in the QNB Green, Social and Sustainability Framework

Allocation within scope of the Pre-Issuance Review verification conducted by Sustainalytics, March 2020 Financials as at 31 July 2020

Project Evaluation and Selection

QNB's Green, Social and Sustainability Bond Committee (the "GSSBC")



Responsibilities of the "GSSBC"

GSSBC responsibilities include:

- Evaluate and select eligible loans in portfolio in accordance with eligibility criteria
- Monitor allocation of bond net proceeds
- Document compliance with framework and coordinate external impact reporting
- Undertake an annual review of framework and eligibility criteria
- Review existing eligible loans to ensure that they continue to meet the eligibility criteria

The Committee will meet quarterly to monitor and review the eligibility of the project portfolio

Evaluation and selection of projects are aligned with internal policy and (inter)national regulations

QNB assesses projects financed with the proceeds of green, social and sustainability bonds **against sustainability criteria** that are part of its **Group Wholesale Credit Policy** and through its **internal Environmental and Social Risk Management (ESRM) System**

On a best effort basis, QNB will take care that all selected eligible projects comply with official national and international environmental and social standards and local laws and regulations



Management of Proceeds

QNB will manage sustainability bond proceeds using a portfolio approach

Portfolio approach

QNB intends to allocate the proceeds from the green, social and sustainability bonds to an eligible green and social loan **portfolio**, **selected in accordance with the use of proceeds criteria and evaluation and selection process**

QNB will strive, over time, to achieve a **level of allocation** for the eligible green and social loan portfolio **that matches or exceeds the balance of net proceeds** from its outstanding green, social and sustainability bonds

The QNB GSSBC will monitor the eligible green and social loan portfolio on a quarterly basis, **accounting for drawings**, **repayments**, **prepayments and ensure that the records are updated as necessary**

While any green, social and sustainability bond **net proceeds remain unallocated**, QNB will hold, at its own discretion, in its consolidated balance sheet, **in cash or other short term and liquid instruments**, the balance of net proceeds not yet allocated to the eligible green and social loan portfolio



Reporting

Allocation and Impact Reporting

QNB will make available an allocation report within one year from date of issuance

The allocation report will provide, on an aggregated basis, on indicators such as:

- The size of the identified eligible green and social loan portfolio
- The total amount of proceeds allocated to eligible green and social loan portfolio
- The balance (if any) of unallocated proceeds
- The amount or the percentage of new financing and refinancing



On a best effort basis, QNB will align the reporting described in Harmonized Framework for Impact Reporting

Where feasible, QNB may report on the environmental and social impacts of the projects funded with the green, social and sustainability bond proceeds. The methodologies as well the assumptions and baselines used to determine the indicators will be provided





Impact of green, social and sustainability bonds

Reporting will take place 1 year after issuance and may include the following metrics

Green Bor	nd Impact	Social Bon	d Impact
Following impacts resulting from the p (contains only a sub-selection):	provided loans can be expected	Following impacts resulting from the p (contains only a sub-selection):	provided loans can be expected
Estimated annual GHG emissions reduced and/or avoided in tonnes of CO2 equivalent	Forestry certification scheme hectares of certified land	Number of enrolled students	Number of jobs created or retained in the selected region
Renewable energy generation in MWh per year	Qualitative improvements in freshwater supply and/or wastewater treatment	Number of people able to access essential service	Number of Affordable Housing beneficiaries
·、	·、	/、	·
Energy savings in KWh saved	Volume of waste recycled (tonnes per year)	Number of training program graduates successfully employed	Number of Affordable Housing unites



External Verification

Pre-issuance and post-issuance verification



Pre-issuance verification: Second Party Opinion (SPO) and Green, Social and Sustainability Bond Pre-Issuance Review



<u>Use of Proceeds</u>: Sustainalytics considers these range of eligible green and social projects included in the Framework to have positive environmental and/or social impacts and to advance the UN Sustainable Development Goals

Project Evaluation and Selection: QNB's internal process for evaluating and selecting projects managed by QNB's Green and Social Bond Committee is aligned with market practice

<u>Management of Proceeds</u>: QNB's processes for management of proceeds and in accordance with the portfolio approach is considered aligned with market practice



<u>Reporting</u>: QNB intends to report allocation proceeds on its website on an annual basis until full allocation. In addition, QNB is committed to reporting on relevant impact metrics. Sustainalytics views QNB's allocation and impact reporting as aligned with market practice



Green, Social and Sustainability Bond Pre-Issuance Review: QNB engaged Sustainalytics to review the Nominated Projects and based on the limited assurance procedures conducted, nothing has come to Sustainalytics' attention that causes us to believe that, in all material respects, QNB's Nominated Projects are not aligned with their existing the QNB Green, Social and Sustainability Bond Framework

Post-issuance verification



Verification: QNB may request on an annual basis, starting one year after issuance and until maturity (or until full allocation), a limited assurance report of the allocation of the bond proceeds to eligible assets, provided by an independent auditor

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Economic Overview

Qatar's hydrocarbon wealth makes it the world's richest country





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

Development of the hydrocarbon sector has made Qatar the world's richest country



* Qatar gas reserve numbers have increased substantially following the announcement from the Ministry of Energy in December 2019 Sources: British Petroleum, International Monetary Fund, QNB analysis Qatar accumulated large reserves during its hydrocarbon expansion and is now using these reserves to diversify the economy through major investments





Qatar's National Vision 2030 aims to create a knowledge based and diversified economy

Qatar's fundamentals resilient



• New trade routes have been established

• Imports and Exports have been stabalised

Financial Soundness Indicators (2017-2019, %)

Capital Adequacy	2017	2018	2019
Tier 1 capital/risk-weighted assets	16.5	17	17.5
Regulatory capital/risk-weighted assets	16.8	18	18.5
Asset Quality			
Non-performing loans/total loans	1.6	1.9	1.8
Liquidity			
Liquid assets/total assets	28.2	29.1	30.2
Total loans/total deposits	108.8	114.1	120.1
Total loans/total assets	67.1	66.6	67.3
Profitability			
Return on assets	1.5	1.6	1.6
Return on equity	13.9	15.3	15.8

- Financial system remains resilient and healthy
- Capital adequacy and asset growth improved in 2019



Qatar is one of the highest rated sovereigns in the world, ranking above a number of advanced economies

				Moody's	Sovereign	Ratings ¹				
	AAA	US, Germany, Ca	US, Germany, Canada, Australia, N Zealand, Switz'nd, Norway, Sweden, Denmark, Neth'lands, Lux'bourg, Singapore							
	Aa1				Aust	tria, Finland				
(P	Aa2			UK, Fran	ce, South Ko	rea, Isle of M	lan, Faroe Is	lands		
Investment Grade	Aa3		Qata	ar , Belgium,	Czech, Hong	Kong, Taiwa	an, Macau, C	Cayman Islan	ds	
nt G	A1		Chile, China, Japan, Saudi Arabia, Estonia							
stme	A2		Bermuda, Iceland, Slovakia, Poland, Botswana, Ireland, Malta							
Inve	A3		Latvia, Lithuania, Malaysia, Peru							
	Baa1			Mexico, Sp	oain, Thailan	d, Slovenia, N	Mauritius, Pa	inama		
	Baa2		Indonesia, Uruguay, Philippines, Bulgaria, Colombia							
	Baa3		India, Italy, Portugal, Hungary, Kazakhstan, Romania, Russia							
		_		Nor	n-Investmer	nt Grade	_	_		
Ba1	Ba	a2 Ba3	B1	B2	B3	Caa1	Caa2	Caa3	Ca	C



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