

Investor Relations Presentation September 2022





Contents

QNB at a Glance
 QNB Comparative Positioning – Qatar and MEA
 Financial Highlights – as at 30 September 2022
 Sustainability
 Economic Overview

Notes:



QNB at a Glance

QNB is a strong and highly rated bank with international footprint





USD 50.5 Bn	USD 3.02 Bn
Market Cap.	Net Profit ²
USD 311.8 Bn	USD 0.30
USD 311.8 Bn Assets	USD 0.30 EPS

Top-tier credit ratings

•



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



International network with presence in more than 31 countries



Most valuable banking brand in the Middle East and Africa, worth USD 7.1 Bn¹



About 27,000 employees operating from more than 1,000 locations





QNB's International Footprint

Sub-Saharan Africa



South Sudan: (1 Branch)

Togo: (671 Branches³, 20.1% stake in Ecobank)

Asia



Indonesia: (11 Branches, 92.48% stake In QNB Indonesia)

Singapore: (1 Branch)

India: (1 Branch)

China / Hong Kong: (1 Representative office, 1 Branch)

Vietnam: (1 Representative office)

North Africa

QNB



Egypt: (231 Branches, 95.0% stake in QNB ALAHLI)

- Libya: (1¹ Representative office)
- Tunisia: (34 Branches, 99.99% stake in QNB Tunisia)









1: Includes the branches / representative offices from subsidiaries and associates 2: Dormant

Middle East





QNB Comparative Positioning – Qatar and MEA

Top 5 Listed Domestic Banks – September 2022

QNB continues to excel in the domestic market





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

Top 5 Listed MEA Banks – September 2022

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





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

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



🗱 QNB



Financial Highlights – as at 30 September 2022

QNB demonstrate sustainable growth

Financial Highlights (as at 30 September 2022)



Growth vs. September 2021



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

QNB ALAHLI Financial Highlights (as at 30 September 2022)

Growth vs. September 2021



🗱 QNB

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 30 September 2022)

(

Growth vs. September 2021

Profit	• USD329.6 million (TRY6.1 billion)	+1% (+130%)	 Net interest margin (NIM)¹: Cost to income ratio: 	7.50% 21.6%
Assets	 USD31.5 billion assets (TRY584.3 billion) USD17.6 billion loans (TRY326.2 billion) 	-3% (+103%) -14% (+80%)	 NPL (% of gross loans): Coverage ratio²: 	2.0% 120.1%
Funding	• USD19.7 billion deposits (TRY365.1 billion)	1% (+110%)	Loans to deposits ratio:	89.3%
Equity	• USD2.4 billion equity (TRY45.3 billion)	0% (+108%)	Capital adequacy ratio: (QCB Basel III) After BRSA Relaxation Measures	12.5% 15.5%

Source: QNB Finansbank under International Financial Reporting Standards

XQNB

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

Strong domestic franchise with widespread geographical footprint contributes to diversification and growth Geographical Contribution (as at 30 September)



 Profit from international operations decreased by USD0.19 Mn (26%) from 2020 to 2022

- Loans from Intl operations decreased by USD3.0 Bn (6%) from 2020 to 2022
- Deposits from Intl operations increased by USD6.1 Bn (7%) from 2020 to 2022



Consistent Profitability and Cost Discipline

Income Statement Breakdown (USD billion as at 30 September)



Assets Analysis (as at 30 September)



- Assets increased by 5% from September 2021
- Loans and advances represent 67% of total assets

• 2017-2022 CAGR of 7%

USD and QAR currencies account for 70% of total assets



Stable loan momentum

Loan Analysis (as at 30 September)



- Loans stable compared to September 2021
 2017-2022 CAGR of 6%
 Loans denominated in USD represent 64% of total loans
 Loan exposures are of a high quality with 36% concentration
 - 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 30 September)



- 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 121% as at 30 September 2022
- Past dues are NPL after 90 days default
- There is an additional risk reserve of USD2,747 million which is greater than the 2.5% QCB requirements



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

High quality investment portfolio with 67% of securities rated AA or Sovereign

Investments Analysis (USD million as at 30 September 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 30 September)





Solid liquidity profile Liquidity Analysis (as at 30 September)



💥 QNB

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 30 September)



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

Minimum CAR Requirements						
% Without buffers Capital DSIB Charge ICAAP Charge Total Requirement						
CET 1 ratio	6.0	2.5	2.5	-	11.0	
Tier 1 ratio	8.0	2.5	2.5	-	13.0	
Total CAR	10.0	2.5	2.5	1.0	16.0	



Diversifying business mix will bolster sustainable growth

Business Mix Contribution (% share as at 30 September 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 ¹				
30 September 2022	Stage1	Stage 2	Stage 3	
Due from Banks and Balances with Central Banks	0.1%	0.3%	-	
Loans	0.3%	11.1%	120.7%	
Investments	0.1%	7.1%	73.6%	
Off balance sheet	0.2%	2.9%	41.9%	

Cost of Risk for Lending ²				
30 September 2022 Stage 1 Stage 2 Stage 3 (NPL) Total				
Cost of Risk	16bps	55bps	33bps	104bps



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 30 September 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	Labor 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



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	
Governance, compliance and risk management	16 martin
Customer experience and engagement	
Financial performance	8 maanaa
Customer privacy and data security	9 menunderen Konstanten 16 menunderen 16 me
Employee value proposition	
Digital innovation and transformation	
Supporting SMEs and entrepreneurship	8 Electronic Alexandre
Environment and climate impact	8 Elistentia
Sustainable investment, lending, products and services	
Financial inclusion, accessibility and financial education	1 marr Art++t+t 8 marrann 10 marrann ↓
Diversity and inclusion	5 Hitter € 10 Hitter € 10 Hitter 10 Hitter 16 Australian
Responsible procurement and supply chain	1 man ♣★★★↓ 2 mm ≤ 8 mm ann 10 mm s
Community investment and socio- economic development	1 mer Artification 2 and 4 filters 8 minutes and 1 filters 1 filt



Influence on stakeholder assessments and decisions

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 agreement in the State of Qatar (2021)
- QNB ALAHLI becomes a signatory to the UNEP FI⁵ and UN PRB⁶ (2022)



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

As at September 2022

	QNB Disclosures	2020	2021	Trend
	MSCI	Α	AA	
	S&P Global	41 (59 th percentile)	46 (74 th percentile) ¹	
Credit & ESG Rating Agencies		Medium risk (27.9)	Medium risk (22.4)	
	CDP	D	D	
		56/100 1 st in Qatar	62/100 1 st in Qatar	
	FTSE4Good	Constituent	Constituent	
Stock Exchange and Indices	Qatar Stock Exchange ورفية قطر	100%	100%	
	BSG ایمورمیت قطیر Datar Stock Exchange MSCI (1990) Index		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 continue to enhance the GSSB framework 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 tCO2e lifetime avoided GHG emissions



745k MWh lifetime avoided electricity use



The GSSB framework has clearly defined use of proceeds categories for green and social projects to facilitate positive impact





Sustainable finance at a glance

As at 31 December 2021




Sustainable operations at a glance



XQNB



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

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



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



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



🗱 QNB

* Year to date, using data to August 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

		Moody's Sovereign Ratings*					
Investment Grade	AAA	US, Germany, Canada, Australia, N Zealand, Switz'nd, Norway, Sweden, Denmark, Neth'lands, Lux'bourg, Singapore					
	Aa1	Austria, Finland					
	Aa2	France, South Korea, Faroe Islands					
	Aa3	Qatar , UK, Belgium, Czech, Hong Kong, Taiwan, Macau, Cayman Islands, Isle of Man					
	A1	China, Japan, Kuwait, Saudi Arabia, Estonia, Ireland					
vestme	A2	Bermuda, Chile, Iceland, Slovakia, Lithuania, Poland, Malta					
	A3	Latvia, Malaysia, Botswana, Slovenia					
	Baa1	Spain, Thailand, Bulgaria, Peru					
	Baa2	Mexico, Indonesia, Uruguay, Philippines, Colombia, Panama, Portugal, Hungary, Kazakhstan					
	Baa3	Mauritius, India, Italy, Romania					
Non-Investment Grade							
Ba1	Ba	A2 Ba3 B1 B2 B3 Caa1 Caa2 Caa3 Ca 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.

