

# Investor Presentation

December 2020

## Disclaimer

Our discussion may include forward-looking predictions and or expectations.

While these forward-looking statements represent our current judgment on what the future holds for the bank, they are subject to risks and uncertainties that could cause actual results to differ materially.

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 discussion, we will attempt to present some important factors relating to our business that may affect our predictions.

A copy of our press release and financials can be viewed and downloaded on the bank's website at [Dohabank.qa/investor](http://Dohabank.qa/investor)

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# 1 Macroeconomic Update

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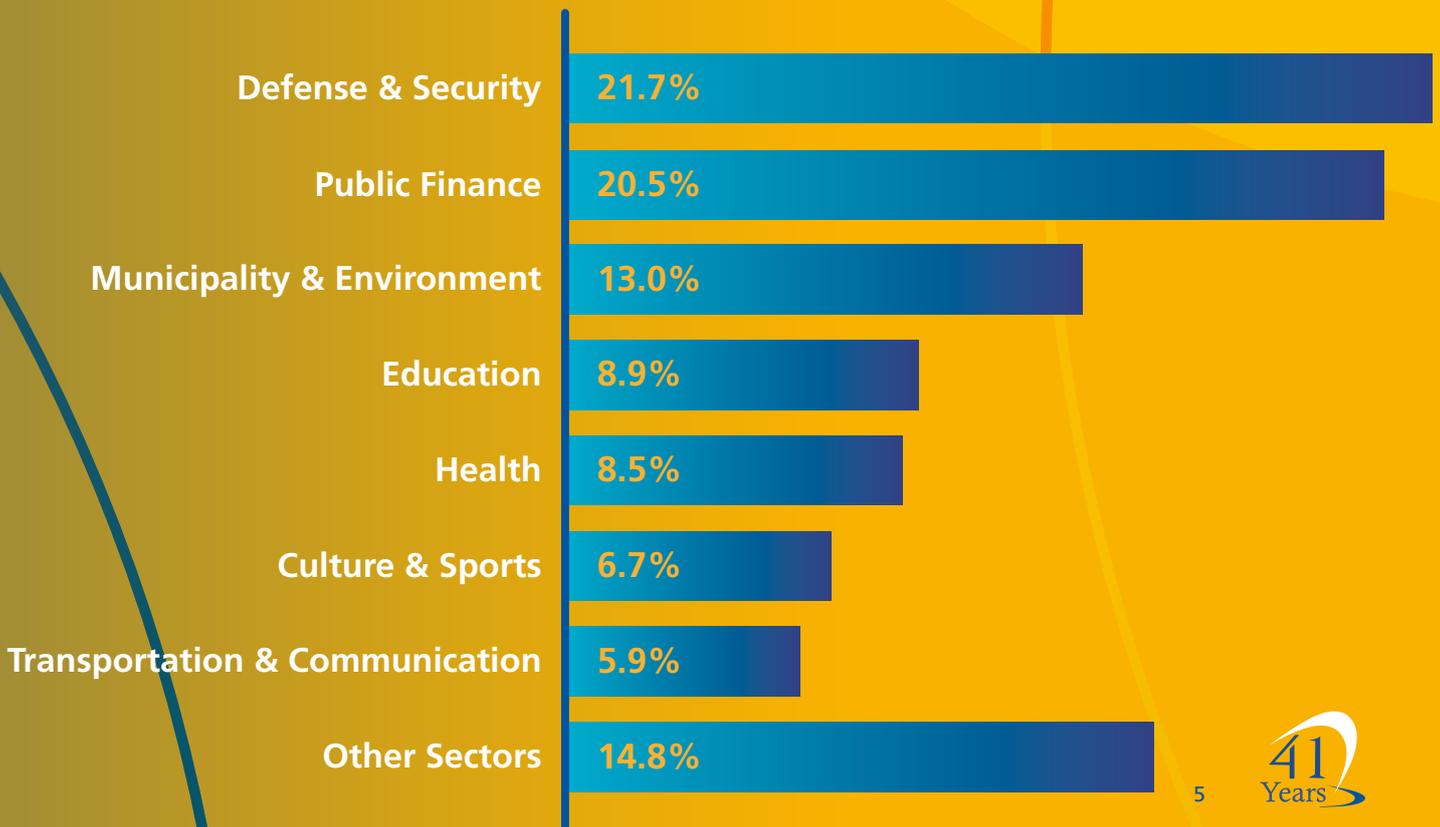
## Qatar State Budget for 2021 shows strength

- Revenue is anticipated to reach QR160.1 billion based on an average oil price of \$40 per barrel
- Expenditure is estimated at QR194.7 billion
- The Budget deficit is estimated at QR34.6 billion
- A total of QR72.1 billion is allocated for Major Projects
  - The State continues the work on general projects as per existing strategies and plans.
  - The Budget continues to focus and prioritize spending on Infrastructure projects, housing projects for nationals, health and education.
- Qatar to cover 2020 deficit by funds available from previous debt issuances

QATAR	QAR Billion						
	Fiscal				Budget	Chg Pct	
	2016	2017	2018	2019	2020 <sup>(1)</sup>	2021	Y-O-Y %
<b>Total Revenue</b>	<b>170.9</b>	<b>163.3</b>	<b>207.9</b>	<b>214.7</b>	<b>170.5</b>	<b>160.1</b>	<b>-6.1%</b>
Oil & Gas	140.7	133.0	173.1	170.0	132.0	121.6	-7.9%
Other Revenues	30.1	30.3	34.8	44.8	38.5	38.5	0.0%
<b>Total Expenditure</b>	<b>221.7</b>	<b>203.3</b>	<b>192.8</b>	<b>208.4</b>	<b>182.2</b>	<b>194.7</b>	<b>6.9%</b>
Salaries and Wages	59.2	53.1	55.7	61.4	57.5	57.9	0.7%
Other Current Expenditure	59.8	60.2	55.5	62.7	57.8	60.7	5.0%
Minor Capital Expenditures	3.9	3.9	3.8	4.1	3.5	4.0	14.3%
Major Projects	98.7	86.1	77.8	80.2	63.4	72.1	13.7%
<b>Balance Surplus/ (Deficit)</b>	<b>(50.8)</b>	<b>(40.0)</b>	<b>15.1</b>	<b>6.3</b>	<b>(11.7)</b>	<b>(34.6)</b>	<b>-</b>

(1) Expected as stated in State Budget disclosure for 2021

## Sector Allocation



# Stable economic position

Sovereign rating	Moody's Aa3/ S&P AA-/ Fitch AA-
Post 'blockade' resolve	Maintained ratings with Stable Outlook
Gas reserves <sup>(1)</sup>	Qatar has the 3rd largest reserves of natural gas in the world, totaling 24.7 trillion cubic meters
Oil reserves <sup>(1)</sup>	25.2 billion barrels of proven oil reserves
Hydrocarbon growth <sup>(2)</sup>	+3.5% in 2021 Vs -3.0% for 2020
Non-Hydrocarbon growth <sup>(2)</sup>	+1.0% in 2021 Vs -2.3% for 2020
Projected real GDP growth	+2.2% in 2021 Vs -2.6% for 2020 <sup>(2)</sup> +2.5% in 2021 Vs -4.5% for 2020 <sup>(4)</sup>
Inflation rate <sup>(2)</sup>	+2.1% in 2021 Vs -1.3% for 2020
Population <sup>(2)</sup>	2.68 million December 2020
GDP per capita, current prices (PPP) <sup>(4)</sup>	Projected USD91,900 for 2020
Government fiscal position <sup>(3)</sup>	Estimated fiscal deficit of QR(34.6) billion in 2021
Significant future government and infrastructure spending:	Significant investments in the run up to hosting the 2022 FIFA World Cup, 2030 Asian Games and achieving the 2030 Qatar National Vision
Currency	Pegged to the US Dollar since 1980

## Sources / Notes

1. British Petroleum Statistical Review of World Energy June 2020
2. Qatar Planning and Statistics Authority
3. Qatar State Budget 2021
4. IMF 2020 forecast

## Government fiscal surplus / deficit (% nominal GDP)



### Sources / Notes

1. QCB Annual Reports, and for 2020 estimated as per forecast of Qatar Planning and Statistics Authority

## Government revenues (QR Bn)



■ Oil & Gas revenues

■ Miscellaneous Transferable Revenues - Brent Crude Oil Price (\$/bbl)

### Sources / Notes

1. QCB annual reports
  - Oil & Gas revenue includes investment revenue transferred from Qatar Petroleum
2. Brent Crude Oil Price: Bloomberg – 01 January 2016 - 31 December 2020

# Ongoing diversification of the national economy backed by deep natural gas reserves

## Major projects in 2021<sup>(1)</sup>

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Estimated projects value of QR 72 Bn or c.USD\$20 Bn

Main sector allocations:

- QR21 Bn for Municipality and Environment
- QR17.3 Bn for Defense and Security
- QR7.4 Bn Transportation and Communications
- QR4.0 Bn Sports and Culture
- QR1.6 Bn Education
- QR1.3 Bn Health

Medium term to be awarded between 2021-2023

Estimated projects value of QR 54 Bn or c.USD\$15 Bn

- QR47.5 Bn Ashghal
- QR6.4 Bn Other entities, i.e., Hamad Medical Corporation, Ministry of Municipality and Environment, Ministry of Transportation and Communications, etc.

### Source

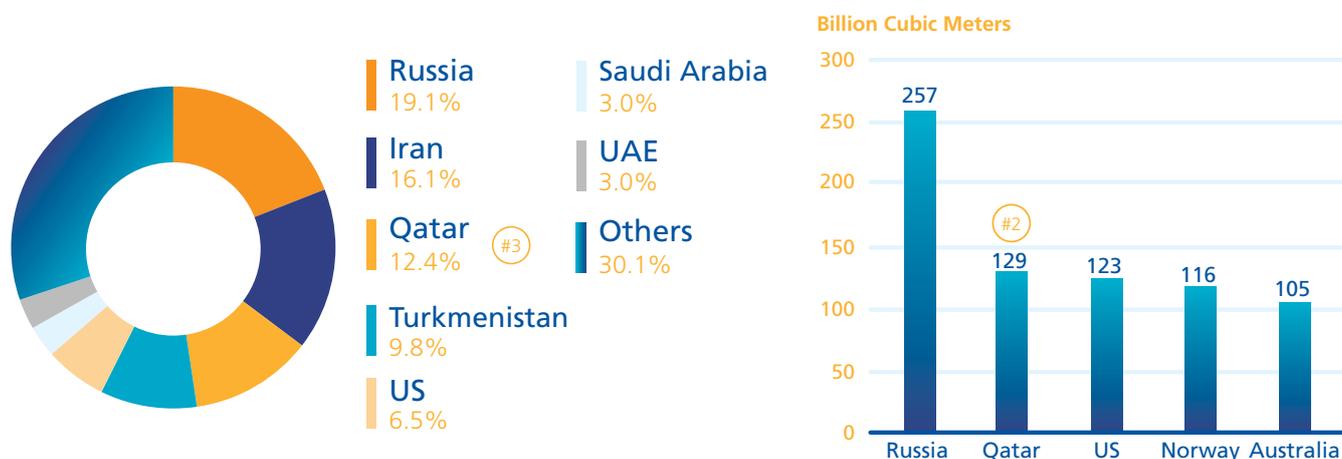
1. Qatar State Budget 2021
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**2022 FIFA World Cup** – it is projected that the '2022 FIFA World Cup' is to draw around half a million visitors, circa 19% of Qatar's current population

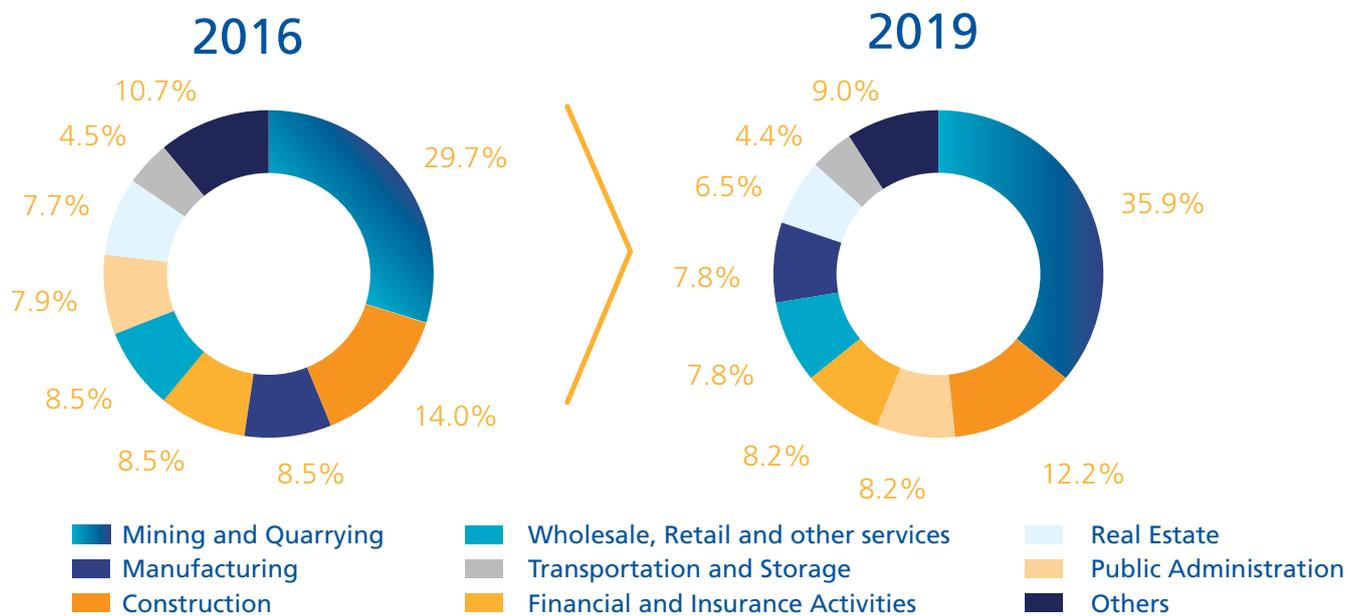
**2030 ASIAN GAMES**

## 3<sup>rd</sup> largest reserves and 2<sup>nd</sup> largest exporter of natural gas



**Source**  
British Petroleum Statistical Review of World Energy (June 2020)

## Development of GDP composition (current prices) 2016-2019<sup>(1)</sup>



**Source**  
1. Qatar Central Bank Statistical Bulletin December 2020

# 2 Doha Bank Overview

## COVID-19 response

When cases of COVID-19 infection appeared, Qatar issued a package of policies to contain the virus and its effect on public health and a package of economic measures to mitigate its negative repercussions on the Qatari economy, including a support program implemented by the QCB for affected sectors.



### Support Program

The State of Qatar has had a high rate of infection from COVID-19; however, the death rates have been well contained, with only about 253 deaths reported as of 09 February 2021

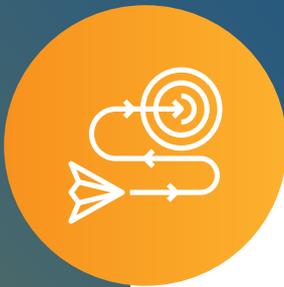
**The support program mainly encompasses the following:**

- Deferral of loan instalments for affected sectors
- Maximum rate to be charged during the deferral of instalment period to be capped at 2.5%
- Zero-cost repo facilities for bank meeting the criteria
- Point-of-Sale and ATM withdrawal fees

As part of QCB support program as detailed above, **Doha Bank has**

- Deferred payments for nine months on lending facilities for those companies that qualify as affected sectors. The payment reliefs are considered as short-term liquidity support to address the borrowers' potential cash flow issues
- Enacted the payment reliefs by deferring instalments during the nine-month (six months initial period and three-month extension) relief period with no additional costs borne by the customer

The QCB has advised banks to extend new financing to affected sectors at reduced rates, which is to be supported by zero-cost repo facilities from QCB, and extended guarantees from the government of the State of Qatar to local banks to support these affected sectors



## 5Rs Strategy

In the wake of the coronavirus pandemic, **Doha Bank has developed a 5Rs strategy model** to focus the Bank's response in the short term. The 5Rs stand for:

- Rationalisation
- Revenue enhancement
- Restructuring
- Remedial management
- Remodeling of business

During the initial months of the pandemic, customers withdrew funds from important overseas jurisdictions; however, this was limited to the pandemic's height in March/April. Following this, the Bank has seen an increase in funds from these areas. In those early months, the Bank was also able to repo its extensive securities portfolio in the market, albeit at higher rates, to generate additional funding.

The Bank has observed deterioration in its asset quality, especially in its overseas branches in Kuwait and UAE, which has impacted the profitability of these branches. In response to this, as at the date of this Base Prospectus, the Bank is re-evaluating its international branches strategy and remodeling the same in line with current realities.

- In the interim, the Bank is taking a prudent approach in terms of scaling down the current exposure. By driving business traffic online to digital delivery channels and away from physical channels (e.g., branches), the pandemic has also highlighted the importance of digital innovation as part of building resilience and meeting the needs of the future.

- Founded in 1979
- Listed on the Qatar Exchange
- Full branch operations in Qatar, the UAE (Dubai & Abu Dhabi), India (Mumbai, Chennai & Kochi) and Kuwait
- Largest international network of representative offices among Qatari banks: China (Shanghai & Hong Kong), Canada, Turkey, Singapore, Germany, Japan, The United Kingdom, South Korea, South Africa, Bangladesh, Australia, Sri Lanka and Nepal
- Brokerage and financial services associate in India
- Sharq Insurance Company, a 100% owned insurance company in Qatar
- Client base of more than 451,000 customers<sup>(1)</sup>
- 23 Domestic Branches, 6 E-Branches including Pay Offices, and around 88 ATMs

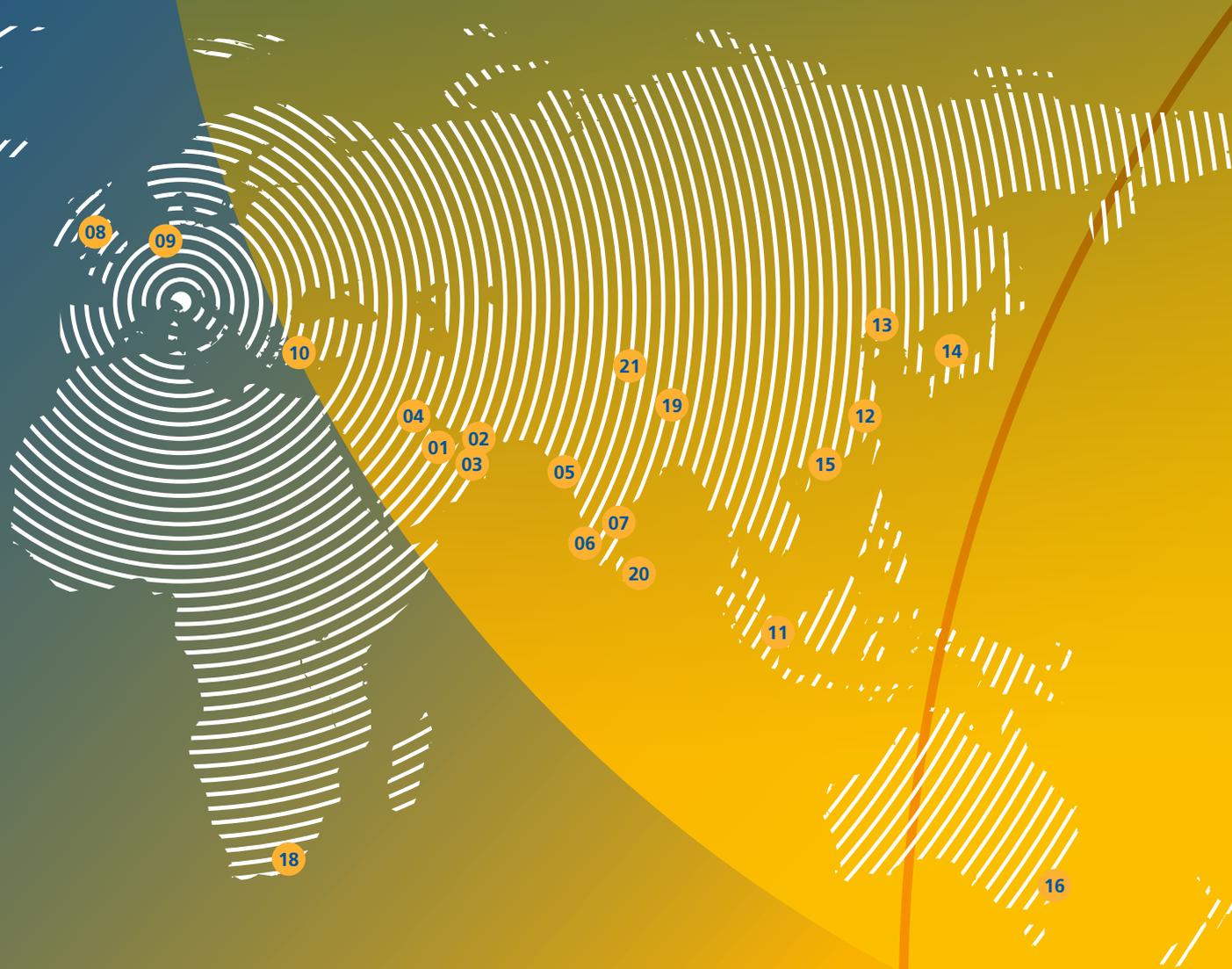
**Note**

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

### Strong ratings profile underpinned by highly rated sovereign

Agency	Category	Ratings	Outlook
<b>Doha Bank</b>			
Moody's	Bank Deposit Ratings LT	Baa1	Stable
Fitch	Issuer Default Rating LT	A	Stable
<b>Qatar Sovereign</b>			
Moody's	Counter Party Risk LT	Aa3	Stable
Fitch	Issuer Default Rating LT	AA-	Stable
S&P	Counter Party Risk LT	AA-	Stable

# Doha Bank at a glance

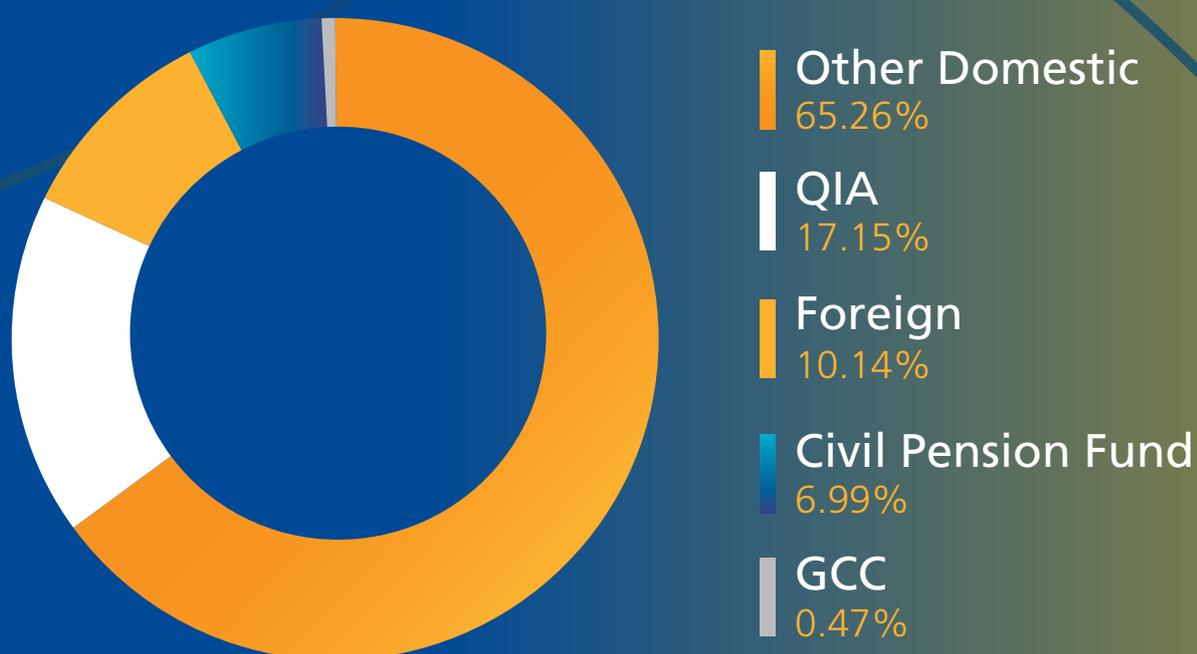


- |    |                    |    |                           |
|----|--------------------|----|---------------------------|
| 01 | Qatar              | 12 | Shanghai-China            |
| 02 | Dubai-UAE          | 13 | Seoul-South Korea         |
| 03 | Abu Dhabi-UAE      | 14 | Tokyo-Japan               |
| 04 | Kuwait City-Kuwait | 15 | Hong Kong-China           |
| 05 | Mumbai-India       | 16 | Sydney-Australia          |
| 06 | Kochi-India        | 17 | Toronto-Canada            |
| 07 | Chennai-India      | 18 | Johannesburg-South Africa |
| 08 | London-UK          | 19 | Dhaka-Bangladesh          |
| 09 | Frankfurt-Germany  | 20 | Colombo-Sri Lanka         |
| 10 | Istanbul-Turkey    | 21 | Kathmandu-Nepal           |
| 11 | Singapore          |    |                           |

# Doha Bank Overview

	Date	Value
Last Price	28 - Feb - 21	2.275
52 Week High	19 - Oct - 21	2.520
52 Week Low	31 - Mar - 20	1.800
Current Market	Qatari Riyals Mn	7,054
Capitalization	USD Mn	1,937

## Diversified shareholder base and strong support<sup>(1)</sup>



1. State of Qatar participation > 24% shared by QIA & General Retirement Social Insurance Authority via the 'Civil Pension Fund'; (Qatar Central Securities Depository as on close 28 February 2021)

Key Ratios	2017	2018	2019	2020
Total equity to total asset	15.8%	13.3%	12.3%	13.3%
Net loans to total asset	64.0%	62.3%	60.8%	63.2%
Net loans to total deposit	100.6%	107.3%	112.5%	118.8%
Non-performing loans	3.61%	5.84%	5.81%	5.98%
Cost of Risk	1.00%	1.59%	1.78%	2.09%
Cost to Income	37.4%	35.6%	33.6%	29.5%
Net Interest Margins	2.50%	2.24%	1.98%	2.25%
Risk Weighted Assets (QAR Mn)	78,886	77,173	79,287	71,908
CET1 Ratio	12.30%	10.66%	11.53%	13.04%
Tier 1 Ratio	17.37%	15.84%	16.58%	18.61%
Capital Adequacy Ratio	17.51%	17.01%	17.75%	19.75%

# Doha Bank strategy – Transformation with a clear path to growth



## Vision

To be recognized as the bank of choice in Qatar, delivering superior shareholder returns and an unparalleled customer experience.



## Mission

We strive to become a platform for innovative financial services and deliver superior customer experience through the use of technology innovation and embrace of a wider partner ecosystem



## Values

Performance with excellence, ethics, people, teamwork, quality, and professionalism



# Guiding principles

## **Customer Experience**

“Place the customer at the core of all we do and deliver a leading omni-channel experience”

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## **Empowerment and Accountability**

“Empower our employees to make decisions”

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## **Talent Management**

“Hire, train and retain best in class talent”

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## **Cost Reduction**

“Optimize cost to improve margin and efficiency”

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## **Revenue Enhancement**

“Enhance revenue through diversified sources of income”

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## **Risk and Capital Management**

“Protect our customers, our shareholders and our reputation through sound risk management”

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## **Digitization, Automation, and Innovation**

“Simplify, digitize and automate internal and customer-facing processes

## **Coronavirus (COVID-19 Response)**

“Activated business continuity planning and other risk management practices to manage potential business disruption”

# 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 further supports the Ten Principles of the United Nations Global Compact on human rights, labor, environment and anticorruption.

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.





Achieved a score of 100% of the QSE ESG Indicators being reported for 2018 and 2019



As on 21 December 2020, Doha Bank received a FTSE ESG Rating of 3.00 out of 5.

Doha Bank was the 1st listed company on the Qatar Stock Exchange to be included in the FTSE4Good Index in November 2018.

Disclaimer: FTSE Russell (the trading name of FTSE International Limited and Frank Russell Company) confirms that Doha Bank has been independently assessed according to the FTSE4Good criteria and has satisfied the requirements to become a constituent of the FTSE4Good Index Series. Created by the global index provider FTSE Russell, the FTSE4Good Index Series is designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices. The FTSE4Good indices are used by a wide variety of market participants to create and assess responsible investment funds and other products.



As on 05 November 2020, Doha Bank received an MSCI ESG Rating of BB.

Disclaimer: The use by Doha Bank of any MSCI ESG Research LLC or its affiliates ("MSCI") data, and the use of MSCI Logos, Trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of Doha Bank by MSCI. MSCI services and data are the property of MSCI or its information providers and are provided 'as-is' and without warranty. MSCI names and logos are trademarks or service marks of MSCI.



Doha Bank has been disclosing to the UNGC since 2017, and the COP meets the GC Active and GC Advanced criteria.

# Doha Bank is structured in four Business Units and holds 100% in 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

### Total income

31 Dec 2020  
(QAR million)

**2,568**

### Assets

31 Dec 2020  
(QAR million)

**57,062**

55.1% of  
total assets



## 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

### Total income

31 Dec 2020  
(QAR million)

**427**

### Assets

31 Dec 2020  
(QAR million)

**5,392**

5.2% of  
total assets



## International

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

**Total income**  
31 Dec 2020  
(QAR million)  
**158**

**Assets**  
31 Dec 2020  
(QAR million)  
**4,144**  
4.0% of  
total assets



## Treasury & Investments

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

**Total income**  
31 Dec 2020  
(QAR million)  
**1,185**

**Assets**  
31 Dec 2020  
(QAR million)  
**27,204**  
26.3% of  
total assets



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

**Gross Written Premiums |**  
31 Dec 2020 (QAR million)

**78**

# DIGITIZATION transactions have increased significantly

## Significant Growth in E-Commerce



- Online Payment Gateway transactions has increased by 97% YoY
- Exponential growth in e-commerce, Online Payment Gateway transaction volumes increased by 405% YoY

## Shift to Digital



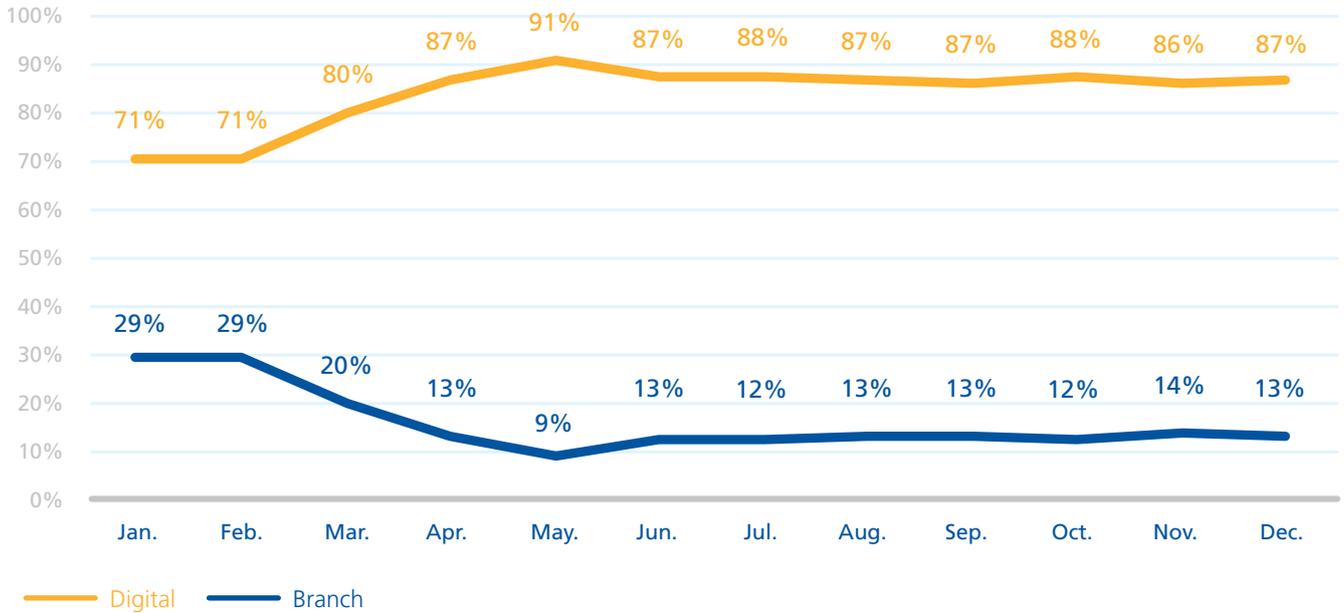
- 86% of all branch transactions are performed through digital and self-service channels (December 2020)
- Active users increased by 63% in the last 2 years
- 24% increase in the number of International Money Transfers through digital in the last 2 years

## Innovative Payment Solutions

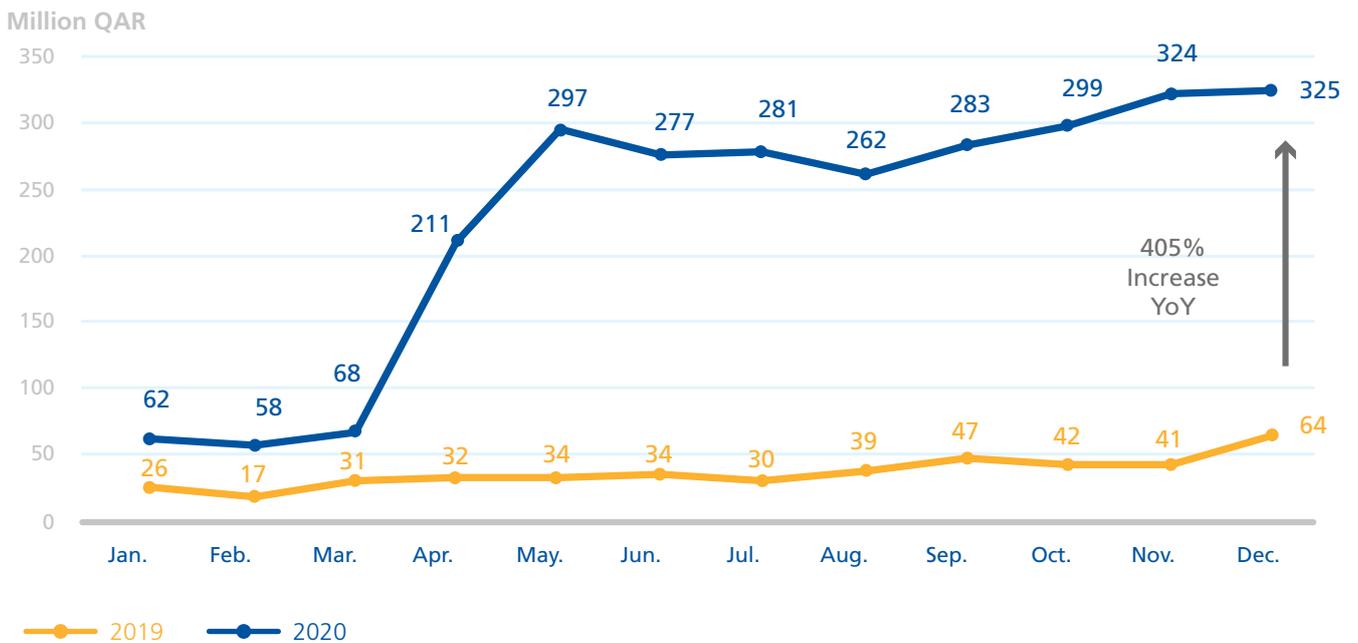


- Doha Bank is the first bank in CEMEA region to implement Smarter STIP for DB VISA credit cards. Smarter STIP uses advanced AI to deliver a more seamless experience for consumers when service disruption affects the network
- Launched Easy Pay – Doha Bank's Digital Wallet offers QR Code Payments at select merchants and Person 2 Person money transfers

## Financial Transactions - Digital Vs. Branch



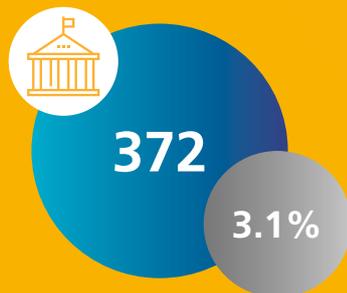
## Online Payment Gateway - Transaction Volume



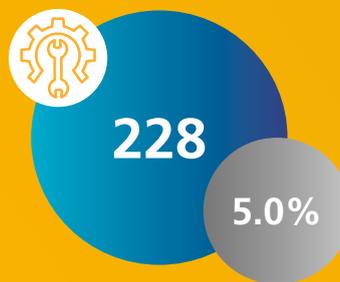
# Long-standing experience in lending into the key sectors of Qatar and good insights

Loan market size (QAR billion) 'major sectors' and Doha Bank market share (%)

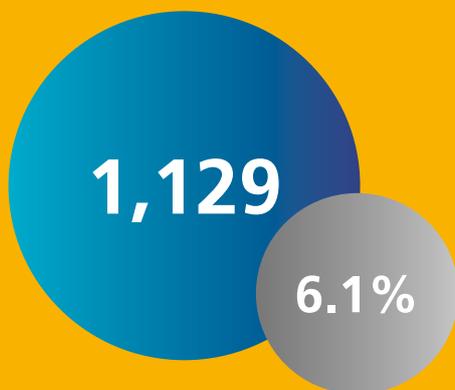
## Government Loans



## Services



## Total Loans



## Real Estate Loans



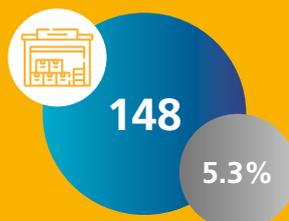
## Trade Loans



## Contract Financing



## Retail Loans



Includes Non-Banking Financial Institution

— Loan market size as of 31 December 2020

— Doha Bank market share as of 31 December 2020

## Historical Loan market size (QAR billion) 'major sectors' and Doha Bank market share (%)

	2020		2019		2018		2017	
	System	DB	System	DB	System	DB	System	DB
Government Loans	372	3.1%	334	2.2%	360	1.0%	315	1.6%
Services	228	5.0%	209	5.6%	135	4.7%	125	5.4%
Real Estate Loans	154	12.6%	149	12.3%	147	12.4%	135	10.8%
Trade Loans	151	7.5%	136	9.5%	73	16.1%	72	13.4%
Retail Loans	148	5.3%	138	6.1%	124	7.2%	121	9.0%
Contract Financing	40	13.8%	37	27.2%	40	27.4%	40	26.5%
<b>Total Loans</b>	<b>1,129</b>	<b>6.1%</b>	<b>1039</b>	<b>6.8%</b>	<b>911</b>	<b>6.9%</b>	<b>844</b>	<b>7.3%</b>

### Source

QCB Banks Monthly Statements

## Qatari banking system – total loans vs deposits (QAR billion)



### Source

QCB Quarterly Statistics Bulletin

# Key Credit Highlights

**1 | Well-established banking franchise with strong brand value backed by +40 years of history**

**2 | Highly experienced Executive Management team**

**3 | Strong investment grade ratings profile underpinned by high probability of Qatari authorities' support**

**4 | Qatar exchange primary listing and Qatar Central Bank regulated**

**5 | Clear sustainability and digital strategy**

**6 | High quality securities portfolio comprising mostly of Qatari sovereign debt**

**7 | Solid capital position and healthy liquidity buffers**

# 3 Operational and Financial Highlights

## Financial Summary

Key Ratios	2020	2019	Chg Y/Y
Interest income	3,744	4,167	-10.2%
Interest expense	(1,424)	(2,187)	-34.9%
Net interest income	2,320	1,980	17.1%
Fees and commission	304	394	-22.8%
Foreign exchange gain	106	112	-5.1%
Income from investment securities	184	306	-39.9%
Net income from insurance activities	3	(77)	%
Other income	20	25	-18.0%
Staff cost	(441)	(493)	-10.6%
Non-Staff cost	(426)	(442)	-3.5%
Net impairment loss	(1,365)	(1,079)	26.5%
Tax	(1)	29	%
Net profit	703	754	-6.8%

Source  
Company financials

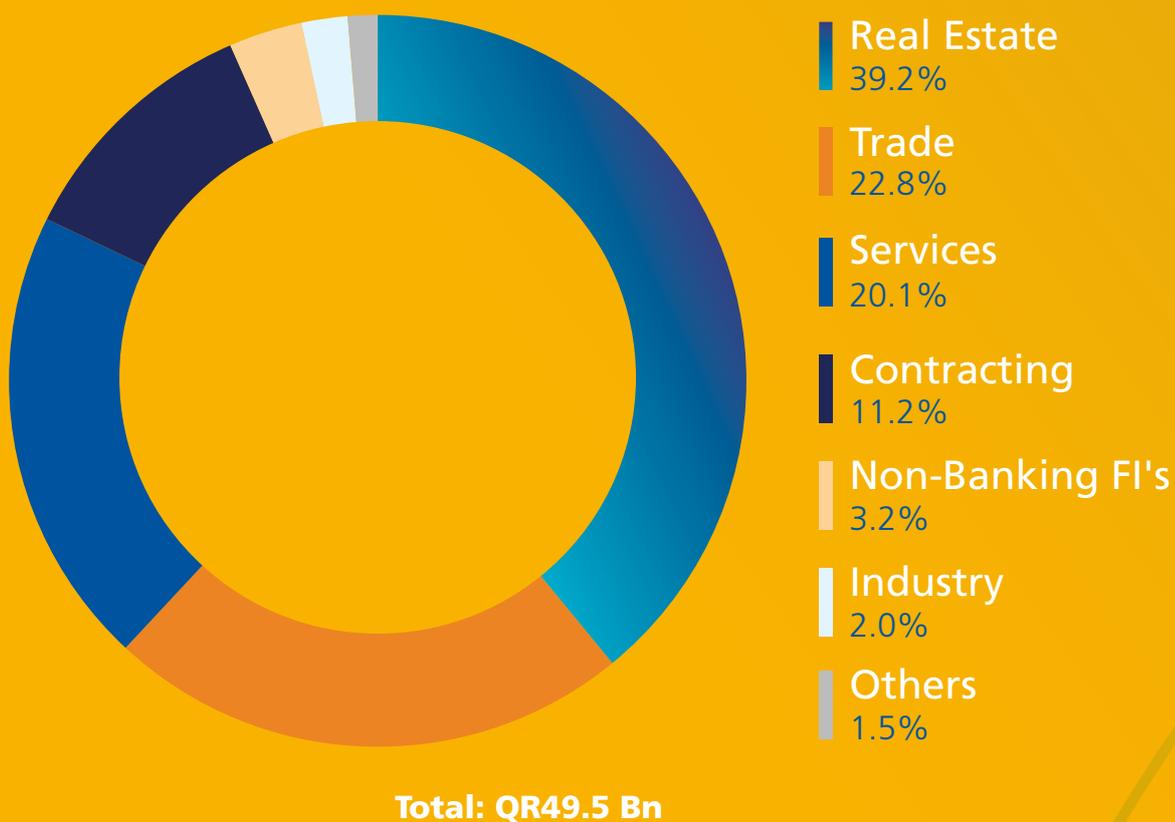
Key Ratios	2020	2019	Chg Y/Y
Total Assets	103,540	108,208	-4.3%
Loans and Advances	65,450	65,784	-0.5%
Investments	24,667	26,651	-7.1%
Customer Deposits	55,054	58,464	-5.8%
Total Equity	13,795	13,317	3.6%

Key Ratios	2020	2019	Chg Y/Y
RWA (QR Mn)	71,908	79,287	-9.3%
CET 1 Ratio (%)	13.04%	11.53%	13.1%
T1 Ratio (%)	18.61%	16.58%	12.2%
Total Capital Ratio (%)	19.75%	17.75%	11.3%

Minimum regulatory ratios for 2020: CET1: 8.50%, Tier1: 10.50%,  
Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

# Corporate Banking

## Overview of the corporate banking loan book



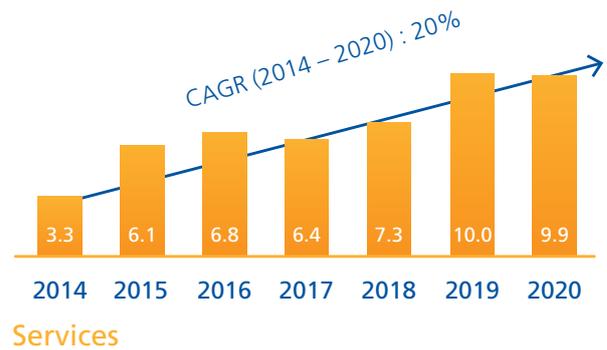
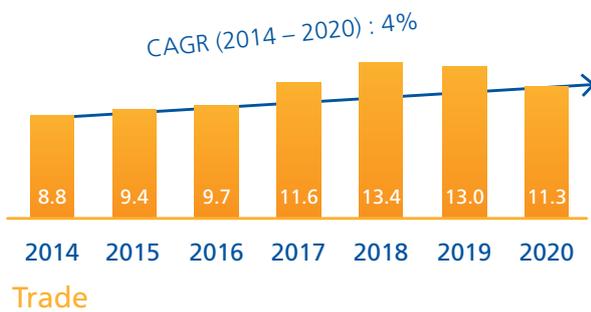
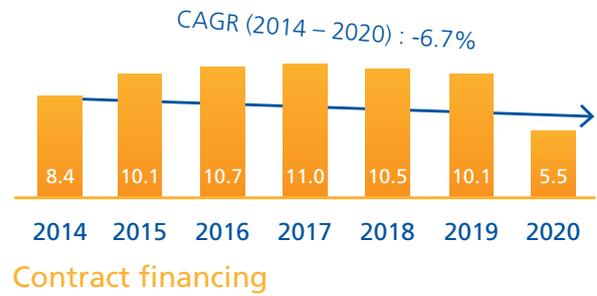
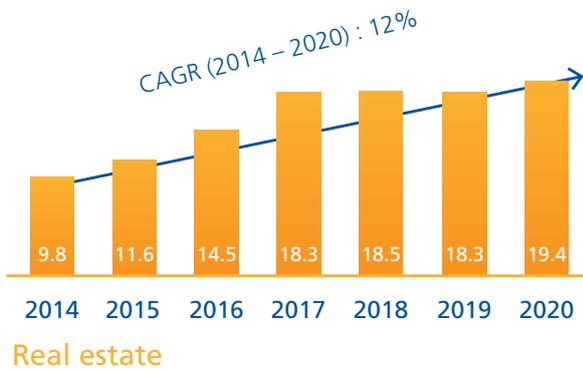
### Comments



- A significant contributor to the total income of Doha Bank
- Evolved to be one of the core competencies of the Bank and will be one of the major growth areas of the Bank
- Targets local and international companies
- Well diversified portfolio focused on private sector

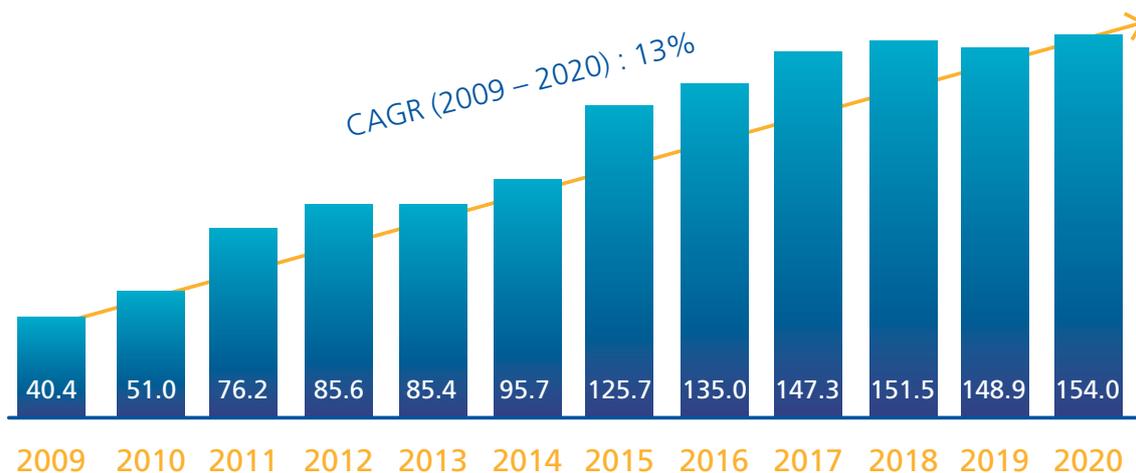


## Loans (QR Bn)



# Real Estate

## Qatar market real estate loans (QR Bn)



## Real estate market share development

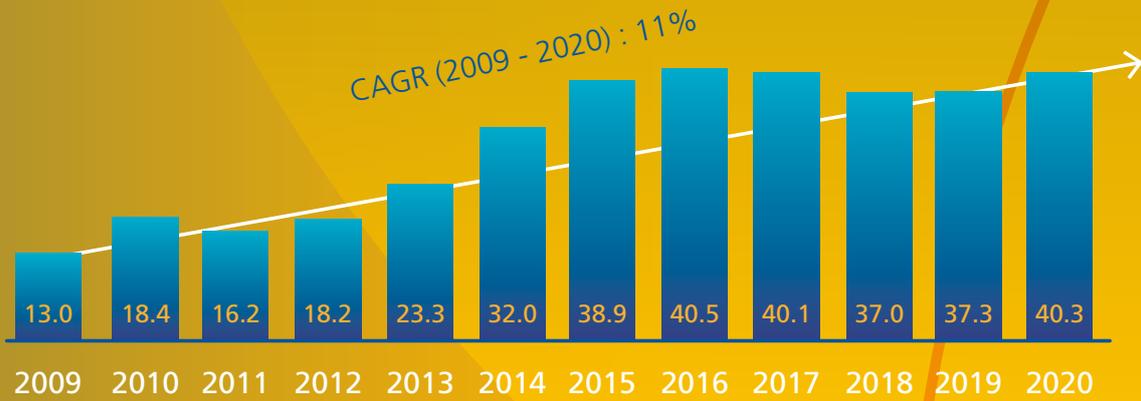


— Market Share (%) of total December 2020 loans portfolio

- Conservative regulatory environment with real estate lending limits well defined
- Loan portfolio is highly collateralized at circa 167%

# Contract Finance

## Qatar market contract financing loans (QR Bn)



## Contract financing market share development

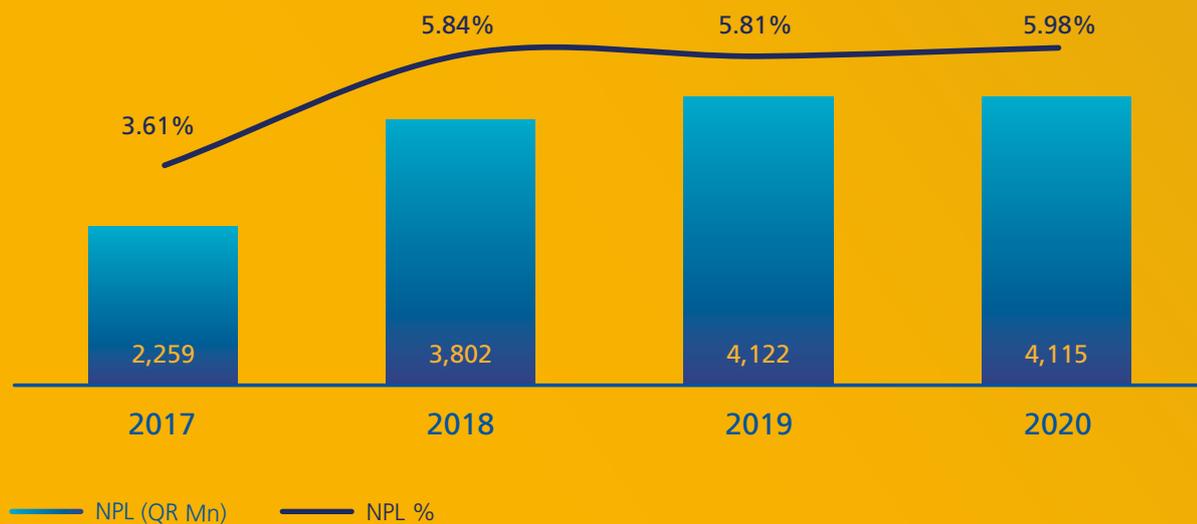


— Market Share (8%) of total December 2020 loans portfolio

- Doha bank is working diligently to mitigate risks and reduce exposure to the sector of Contract Finance

# Credit Quality

## NPL evolution



## Net impairment loss on loans and cost of risk<sup>(1)</sup>



### Note

1. Includes expected credit losses (ECL) as per IFRS9 from 2018 onwards

## Total Reserves<sup>(1)</sup> for loans and advances divided by impaired loans



— Total Reserves for loans & advances (QR Mn) — Total Reserves for loans & advances / impaired loans

### Note

1. Includes expected credit losses from 2018 onwards (2017 includes risk reserves)

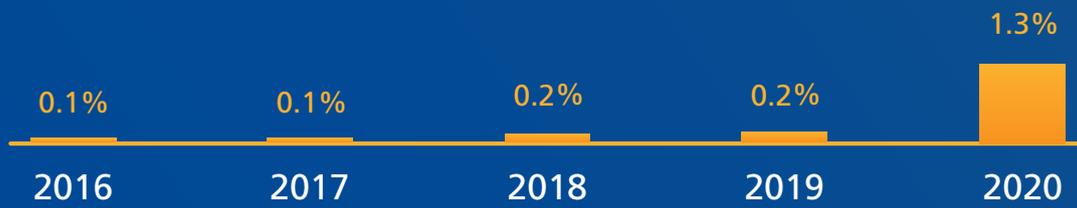
	2020				2019
	Stage 1	Stage 2	Stage 3	Total	Total
<b>Opening Balance of ECL / impairment - as at 1 January</b>					
Loans and advances to customers <sup>(2)</sup>	144,711	1,425,438	3,559,422	5,129,571	5,233,424
Investment Securities (Debt)	9,429	7,263	25,032	41,724	41,984
Loan commitments and financial guarantees	17,595	101,148	125,543	244,286	161,937
Due from banks and balances with Central Banks	7,909	609	-	8,518	12,278
	<b>179,644</b>	<b>1,534,458</b>	<b>3,709,997</b>	<b>5,424,099</b>	<b>5,449,623</b>
<b>Closing Balance of ECL / impairment - as at 31 December</b>					
Loans and advances to customers <sup>(2)</sup>	138,241	988,162	2,221,405	3,347,808	5,129,571
Investment Securities (Debt)	8,904	42,433	6,474	57,811	41,724
Loan commitments and financial guarantees	15,125	22,226	171,307	208,658	244,286
Due from banks and balances with Central Banks	1,704	310	-	2,014	8,518
	<b>163,974</b>	<b>1,053,131</b>	<b>2,399,186</b>	<b>3,616,291</b>	<b>5,424,099</b>

### Note

2. Stage 3 provision includes interest in suspense

# Credit Quality

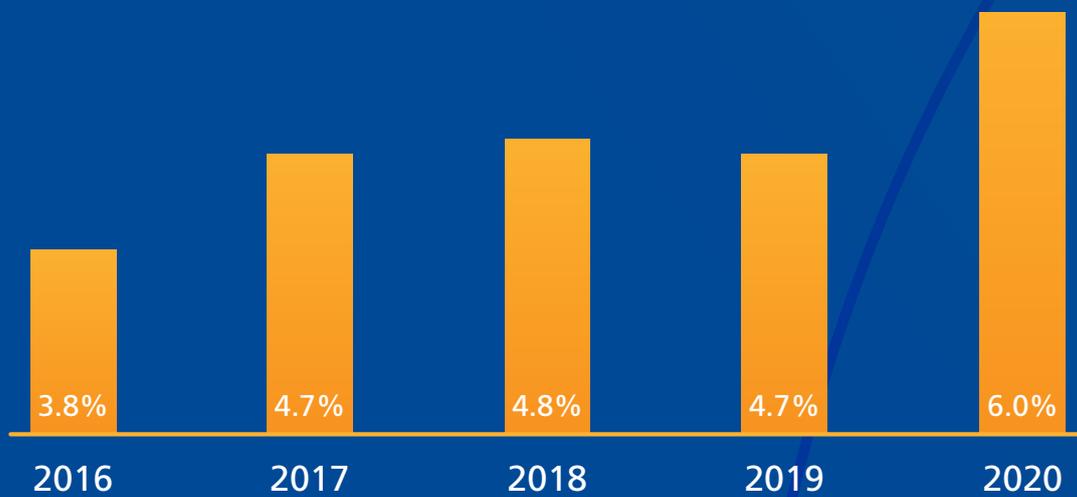
## Real Estate



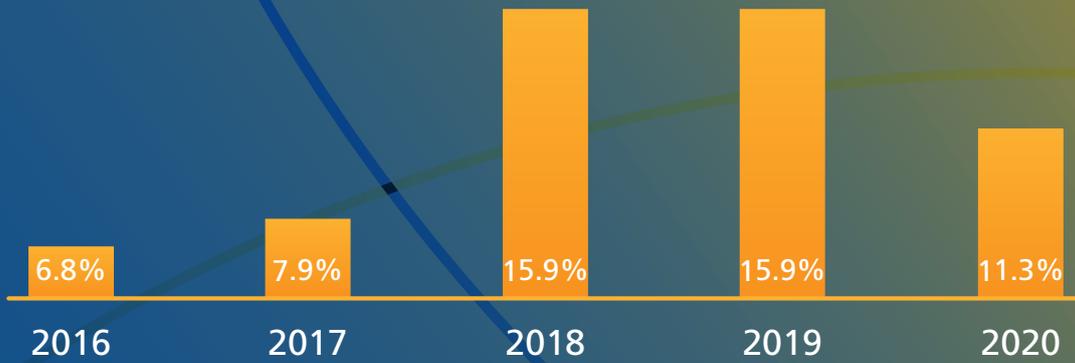
## Corporate



## Retail



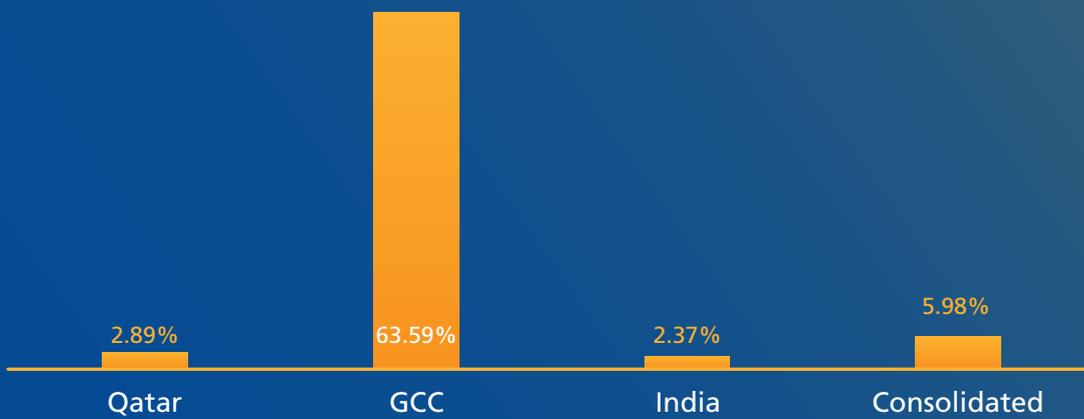
## Contracting



## Comments



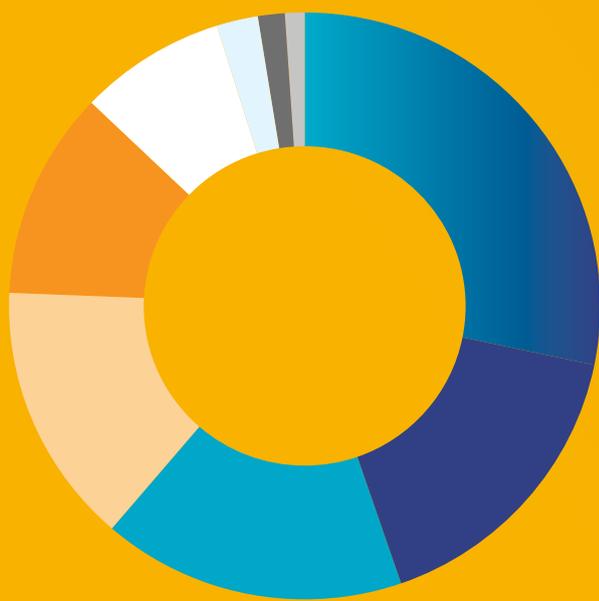
- GCC branches showing significantly high NPL %
- High Corporate and Contracting NPL % mainly attributable to exposure from GCC branches
- Qatar operation's NPL % remains low to stable



# Diversified loans and deposits

By sector – December 2020

## Loans



**Total loans: QR65.5 Bn**

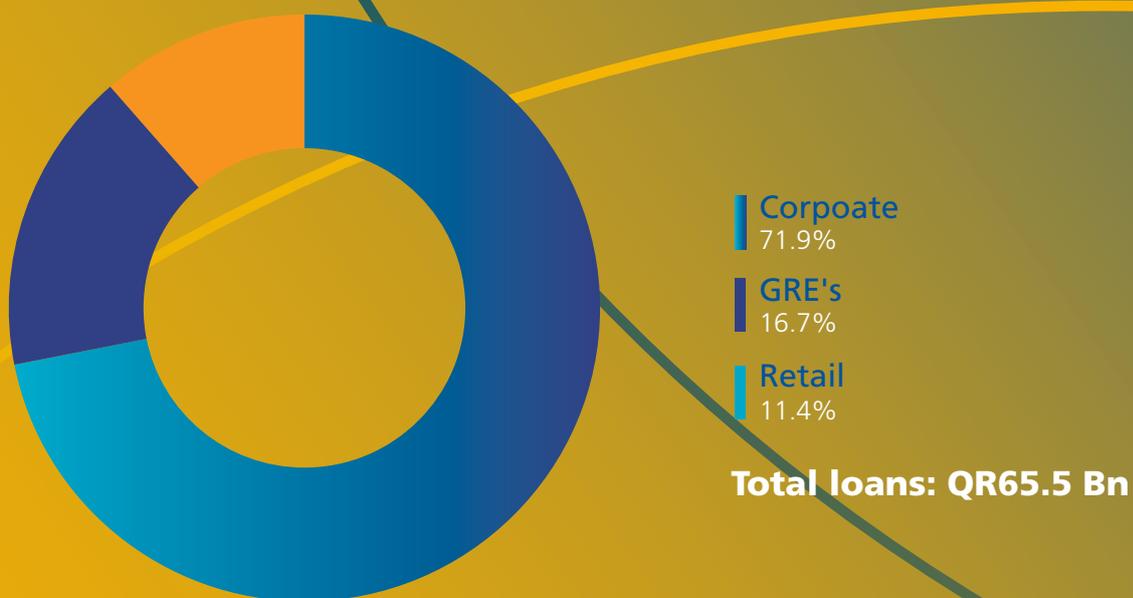
## Deposits



**Total deposits: QR55.1 Bn**

## By type – December 2020

### Loans



### Deposits



### Comments



- Doha Bank consistently ensures it retains a diversified deposit and funding base to minimize concentration risks. The diversification is maintained by sourcing funding from several markets, products, tenors and currencies.
- Great emphasis is given to liquidity risk management with limits on reliance on short term funding and maintenance of portfolio of high-quality liquid assets.

# Investment Book

## Portfolio Overview



- Conservative investment philosophy
- Low hard limits for discretionary trading / investments
- Majority of portfolio in local sovereign fixed income, Qatar 77.8% and Qatar banks 9.8%
- Fixed Income holdings – average purchase yield 3.78%, Bond average Duration – c.5.01 years/ Net Modified Duration – c.3.20 years
- Currently the portfolio contains c.QR12.02 Bn of encumbered assets. The repo borrowing are at a weighted average cost of 0.66%
- Equity and other fund exposures have been reduced to QR458 Mn + QR48.6 Mn Mutual Funds
- Conservative investments limits linked to Tier 1 capital as per QCB; total investment 17.35% total outside Qatar 13.40% unlisted inside 0.30% and unlisted outside 0.43%

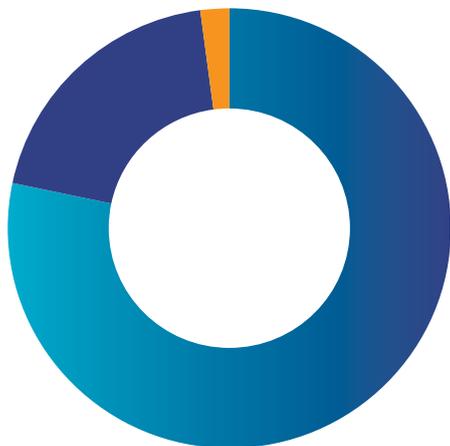
## Investment portfolio – evolution (QR Mn)



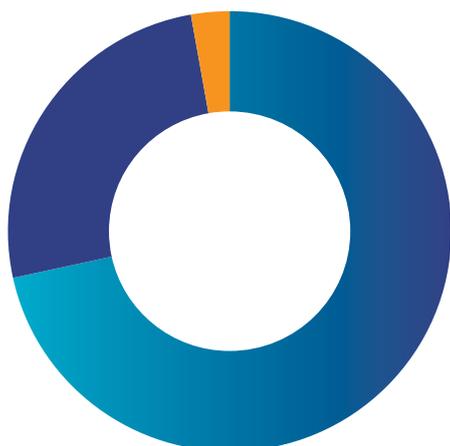
Figures are sourced from Annual Reports & Quarterly Financials

## Investment portfolio breakdown – December 2020 (%)

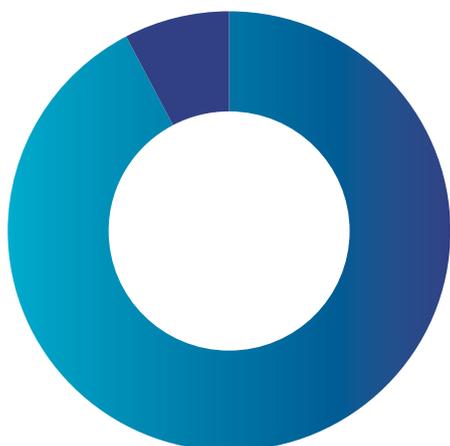
Total (QR24,667 Mn)



FVOCI (QR16,414 Mn)

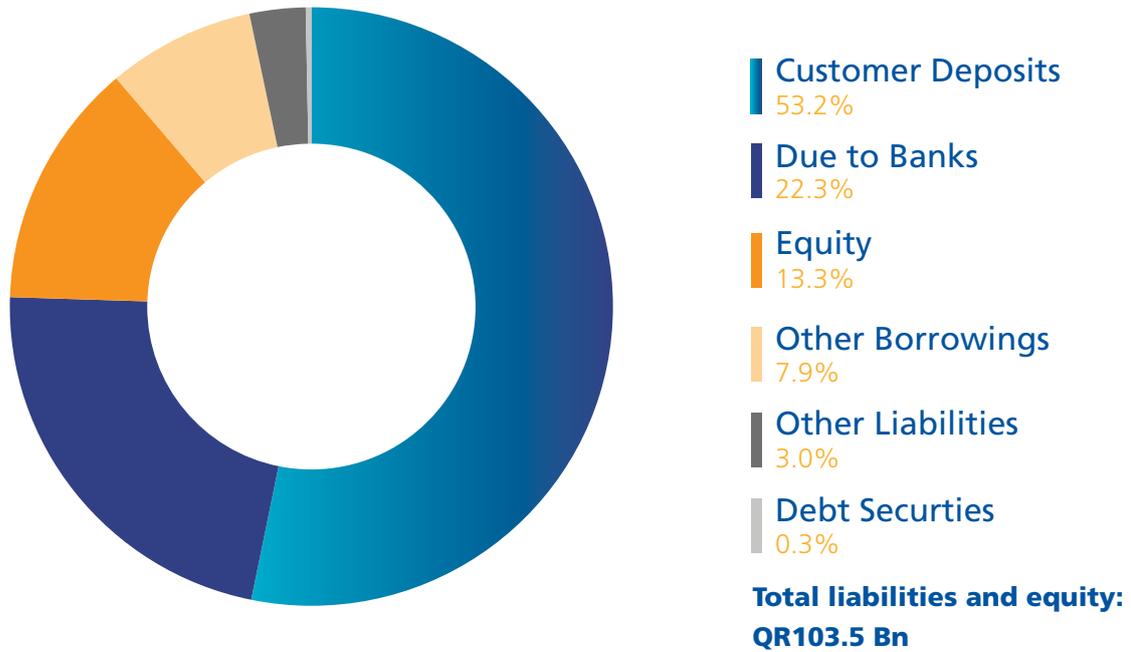


Amortized Cost (QR8,199 Mn)



# Liquidity and Capitalization

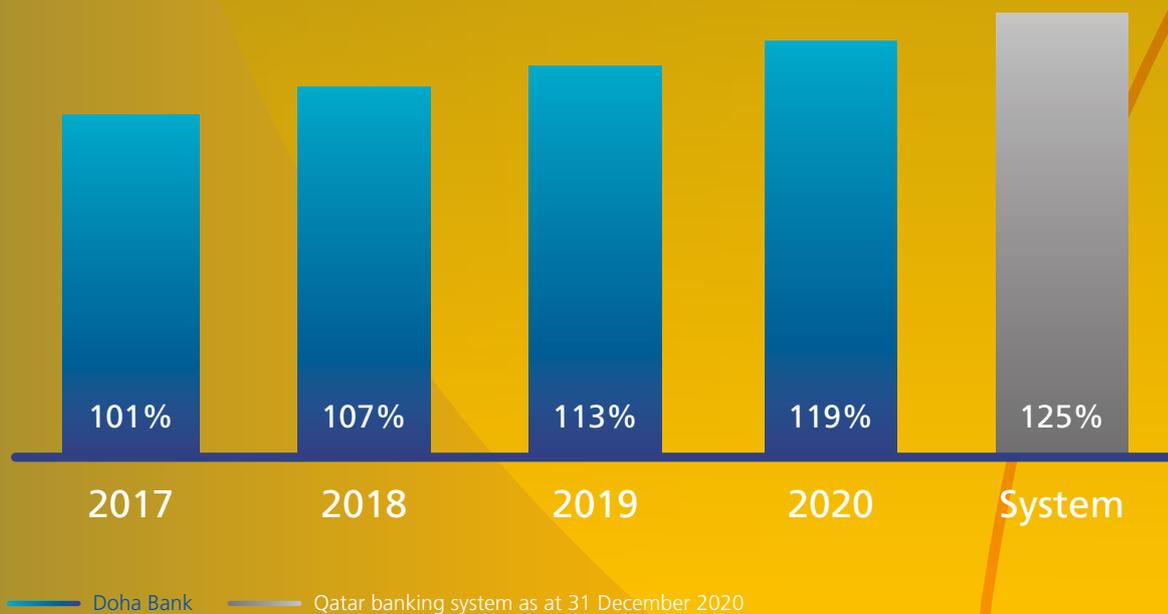
## Funding mix – December 2020



## Evolution of capital ratios



## Loan to Deposit ratio (%) – December 2020



## Net Interest Margin – December 2020



### Comments



- Doha Bank has a diverse funding profile including a mixture of retail, wholesale, interbank, long-term liabilities and shareholder funds
- The Bank maintains holdings of QR19.8 Bn of State of Qatar bonds

# Sustainable performance

	Outstanding Crisis Leadership – Community Award	Global Finance	2020
	The Golden Peacock Global Award for Sustainability	Institute of Directors	2020
	Best Digital Bank	Global Economics Awards	2020
	Best Trade Finance Provider	Global Finance	2020
	Best Employer Brand Award	World HRD Congress	2020
	Best Trade Finance Bank	New Age Banking Summit Awards	2020
	Best Partner Bank Award	Qatar Development Bank	2019
	Best Software Architecture in Mobile Applications	ICMG International – Enterprise, Digital & IT Architecture Excellence Regional Awards	2019

	IT – Infrastructure – Data Centre / Networks	ICMG International – Enterprise, Digital & IT Architecture Excellence Regional Awards	2019
	Best Talent Acquisition Team	LinkedIn	2019
	The Golden Peacock Global Award for Corporate Governance	Institute of Directors	2019
	The Golden Peacock Global Award for Sustainability	Asian Banking & Finance	2019
	Best Digital Bank	Asian Banking & Finance	2019
	Best Trade Finance Provider	World Union of Arab Bankers	2019
	Best Employer Brand Award	World Confederation of Businesses	2019

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