



DOHA BANK Q.P.S.C.

Q3 2020 INVESTOR PRESENTATION

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

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1. Macroeconomic Update Qatar

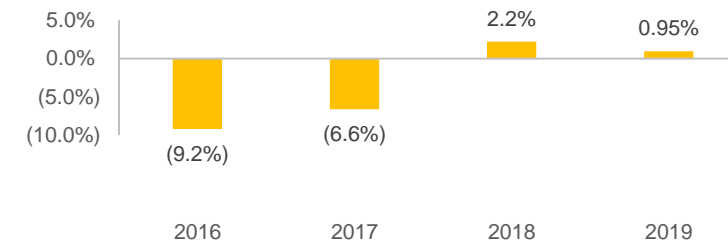
Macroeconomic update Qatar

Stable economic situation

Sovereign rating	Moody's Aa3/ S&P AA-/ Fitch AA-
Gas reserves	Qatar has the 3 rd largest reserves of natural gas in the world ²
Oil reserves	25.2 billion barrels of proven oil reserves ²
Current account balance	Deficit of -0.6% in 2020 ¹ and surplus of +2.6% in 2021 ¹ of nominal GDP
Projected real GDP growth	-4.5% in 2020 ¹ and +2.5% in 2021 & 2022 ¹
Population	2.72 million end of September 2020 ⁴
GDP per capita, current prices (PPP)	Projected USD91,900 in 2020 Qatar is one of the wealthiest countries in the world ¹
Government fiscal position	Estimated fiscal surplus of QAR0.50 billion in 2020 ³
Significant future government & infrastructure spending:	Significant investments in the run up to hosting the 2022 FIFA World Cup and achieving the 2030 Qatar National Vision (e.g. gas projects, airport, rail, infrastructure, housing)
Currency	Pegged to the US Dollar since 1980

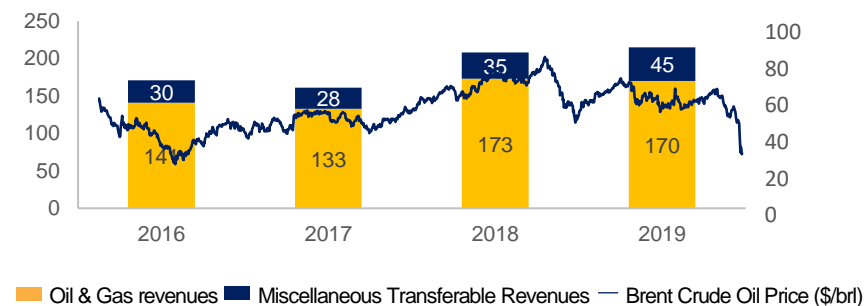
1. IMF World Economic Outlook October 2020
2. British Petroleum Statistical Review of World Energy June 2020
3. Qatar State Budget 2020
4. Qatar monthly statistics - Planning and Statistics Authority September 2020

Government fiscal surplus/ deficit (% of GDP)



QCB Annual Reports

Government revenues (QR Bn)



QCB annual reports

Oil & Gas revenue includes investment revenue transferred from Qatar Petroleum

Brent Crude oil Price: Bloomberg – 30 June 2015 - 13 March 2020

Qatar enjoys one of the highest GDP per capita (current prices PPP) at US\$ 91,900 in 2020 ⁽¹⁾ and has a strong historic economic growth

Macroeconomic update Qatar

Qatar Megaprojects and stand-alone projects

- FIFA World Cup Football Stadiums (2020)
- Musheireb Properties - Musheireb Downtown Doha (2020)
- QP - Bul Hanine Field Redevelopment Project (2021)
- ASHGAL – Expressway Program (2022)
- ASHGHAL - Local Roads & Drainage Program (2022)
- HIA – Steering Committee (2022)
- Qatar University Expansion (2023)
- UDC - Pearl Qatar (2024)
- LREDC - Lusail Development (2025)
- Qatar Gas - North Field Gas Expansion (2025)
- NPP - Hamad Port (2025)
- QFZA - Qatar Economic Zone (2025)
- Kahramaa - Water Security Mega Reservoirs (2025)
- QRAIL - Qatar Integrated Rail Project (2026)

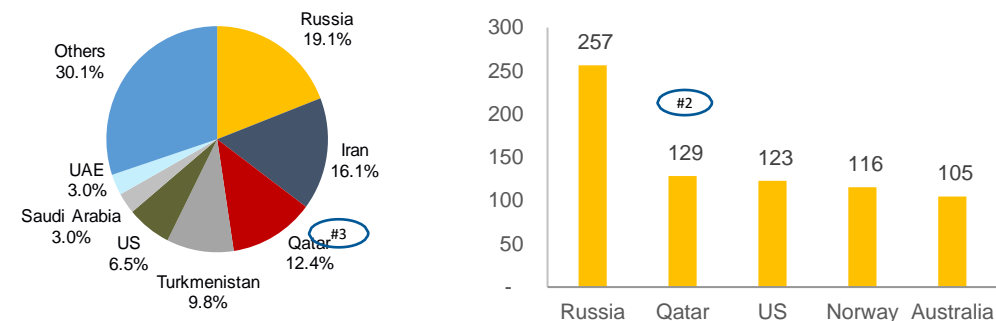
These 14 mega-projects are expected to have cost c.USD\$227 Bn

MEED Projects 16.01.2020

2022 FIFA World Cup

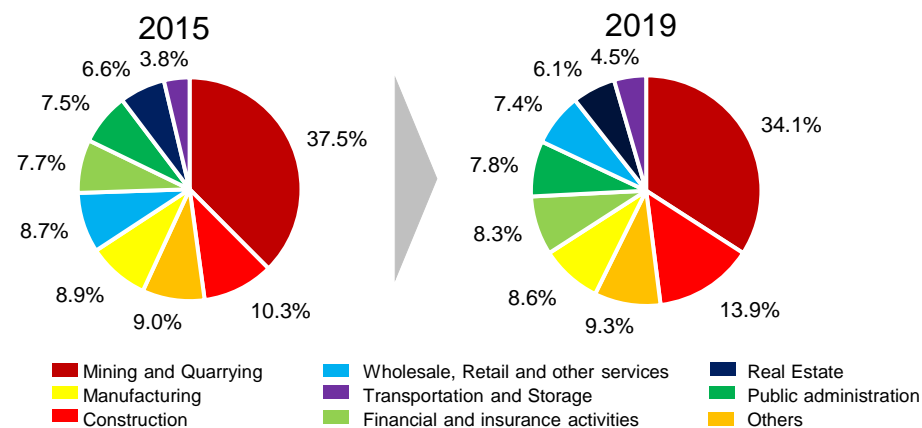
'2022 FIFA World Cup' is expected to draw around half a million visitors, circa 18% of Qatar's current population

3rd largest reserves and 2nd largest exporter of natural gas



British Petroleum Statistical Review of World Energy (June 2020)

Development of GDP composition 2015-2019



QCB Annual Reports

2. Doha Bank overview

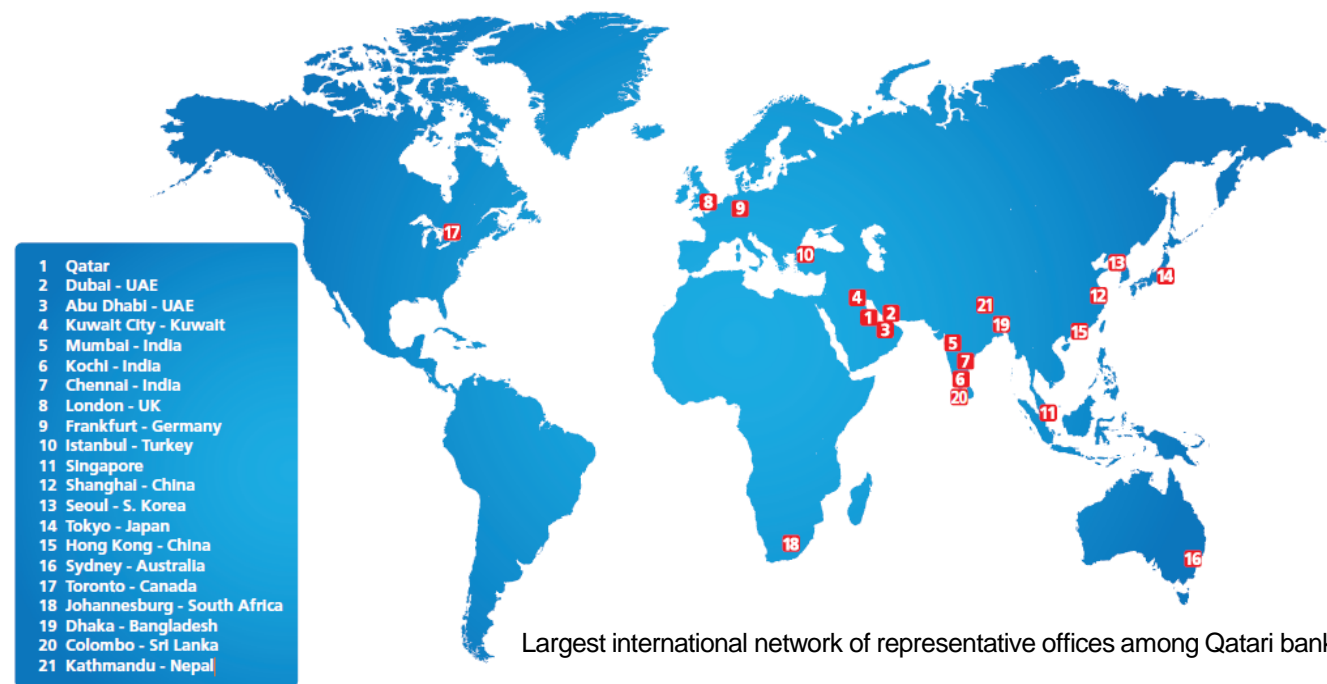
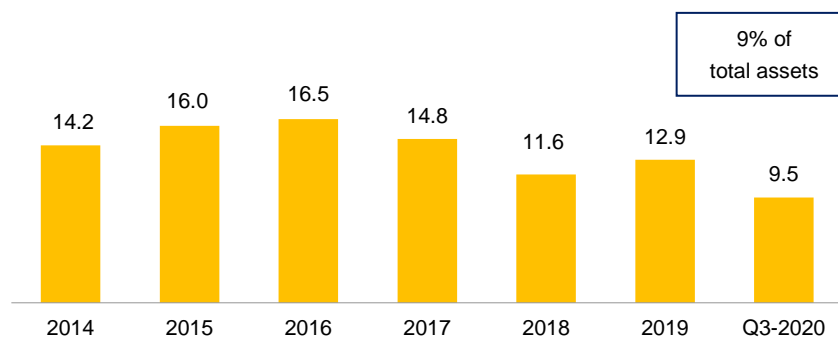
Doha Bank overview

- Incorporated in 1979, Doha Bank is the third largest local conventional bank by assets in Qatar with a market share of approximately 6.6% ¹ and assets totaling QR 106.5 bn
- Doha Bank has a strong domestic franchise with a retail footprint which includes 24 local branches, 7 e-branches including pay offices and around 100 ATMs as of 30 September 2020
- Doha Bank, leveraging its network, has a strong market presence in contract financing (18% market share), trade loans (7% market share) and real estate (13% market share) and has been fast growing (9% net loans CAGR since 2009)
- The bank operates principally through four business groups: Wholesale Banking, Retail Banking, International Banking and Treasury & Investments

Company information, Doha Bank estimates based on public information and QCB data

1. Measured as a percentage of the aggregate assets of the banking sector in Qatar as at 30 September 2020

International asset evolution (QR Bn)



Largest international network of representative offices among Qatari banks

Doha Bank overview

Credit Ratings

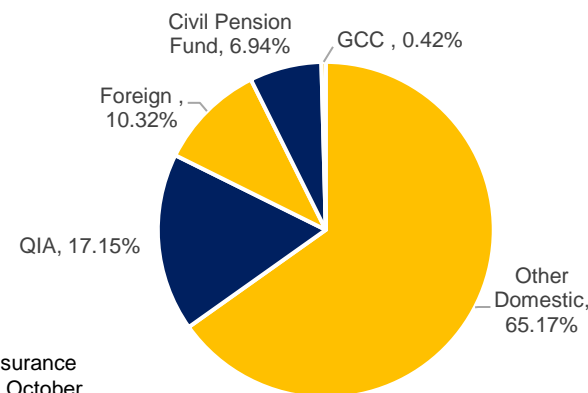
Agency	Category	Ratings	Outlook	Agency	Category	Ratings	Outlook
Doha Bank				Qatar Sovereign			
Moody's	Bank Deposit Ratings LT	Baa1	Stable	Moody's	Counter Party Risk LT	Aa3	Stable
Fitch	Issuer Default Rating LT	A	Stable	Fitch	Issuer Default Rating LT	AA-	Stable
				S&P	Counter Party Risk LT	AA-	Stable

Share price and market capitalization

	Date	Value
Last Price	29-Oct-20	2.430
52 Week High	13-Jan-20	3.010
52 Week Low	31-Mar-20	1.800
Current Market Capitalization	Qatari Riyals Mn	7,534
	USD Mn	2,069

(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 29 October 2020

Diversified shareholder base and strong support¹



Key Ratios	2017	2018	2019	Sep-20
Total equity to total asset	15.8%	13.3%	12.3%	12.9%
Net loans to total asset	64.0%	62.3%	60.8%	59.3%
Net loans to total deposit	100.6%	107.3%	112.5%	113.1%
Non-performing loans	3.61%	5.84%	5.81%	5.63%
Cost of Risk	1.00%	1.59%	1.85%	1.47%
Cost to Income	37.4%	35.6%	33.6%	30.5%
Net Interest Margins	2.50%	2.24%	1.98%	2.17%
Risk Weighted Assets (QAR Mn)	78,886	77,173	79,287	74,418
CET1 Ratio	12.30%	10.66%	11.53%	11.85%
Tier 1 Ratio	17.37%	15.84%	16.58%	17.23%
Capital Adequacy Ratio	17.51%	17.01%	17.75%	18.38%

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



FTSE4Good

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 21 September 2020, Doha Bank received a FTSE ESG Rating of 3.10 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.

MSCI ESG RATINGS



As on 14 August 2020, Doha Bank received an MSCI ESG Rating of BB.

CCC	B	BB	BBB	A	AA	AAA
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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 strategy – Transformation with a clear path to future 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 using technology innovation and embrace of a wider partner ecosystem.



GUIDING PRINCIPLES

Customer Experience

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

Empowerment and Accountability

"Empower our employees to make decisions"

Talent Development

"Hire, train and retain best in class talent"

Cost Reduction

"Optimize cost to improve margin"

Revenue Enhancement

"Enhance revenue through diversified sources of income"

Risk and Capital Management

"Protect our customers, our shareholders and our reputation through sound risk management"

Process Reengineering, Digitization and Automation

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

3. Operational and Financial Highlights

Operational & Financial Summary Highlights

- ✓ **Total assets** amounted to QR 106.5 billion as at 30 September 2020 showing a marginal decrease of 0.3%.
- ✓ **Net loans and advances** reached QR 63.1 billion as at 30 September 2020 with a decrease of 2.9%.
- ✓ The **investment portfolio** amounted to QR 25.4 billion, registering a decrease of 8.4%.
- ✓ **Customer deposits** stood at QR 55.8 billion as at 30 September 2020, a decrease of 5.2%.
- ✓ The **total equity** by end of September 2020 reached to QR 13.8 billion showing an increase of 2.3%.
- ✓ The **Net Interest income** grew by 13.8% as compared to last year to reach QR 1,702 million.
- ✓ The **Net Operating income** stood at QR 2,217 million with an increase of 6.6%.
- ✓ The bank's **cost to income ratio** has come down to 30.5% for the nine-months period ended 30 September 2020 as compared to 33.6% for the same period last year.
- ✓ The bank has increased the **loans net impairment provision** to QR 710 million, an increase of 4.7% as compared to last year resulting in high total provision coverage (including ECL of 111%)
- ✓ The bank's **NPL ratio** remains relatively stable
- ✓ The bank's **capital adequacy ratios** stands stronger with CET1 11.9%, T1 17.2% and the total CAR at 18.4%.

Note: The above figures are as at and for the period ended 30 September 2020 with a year and year growth unless otherwise specifically mentioned.

Comments

In view of COVID-19 and other evolving dynamics, Doha Bank has reprioritized several transformation initiatives. The Bank is keen to maintain its customer-centric approach and constantly looks to provide digitally enabled solutions to customers whereby customers can engage and transact with the bank through ubiquitous / 24 x 7 available channels. Our alternative channels are further strengthened with introduction of new school fee payments and installation of Bulk cash deposit machines. As customers are now more receptive towards digital banking, we have observed great progress in customer migration from traditional face-to-face channels to alternative channels. Along with other key priorities, the asset quality improvement, diversification, innovation and customer experience remains at a heart of Doha Bank's strategy.

Financial Summary

Profitability (QR Mn)	30-Sep-20	30-Sep-19	Chg Y/Y
Interest income	2,866	3,111	-7.9%
Interest Expense	(1,165)	(1,615)	-27.9%
Net Interest income	1,702	1,496	13.8%
Fees and commission	247	307	-19.6%
Foreign exchange gain	76	85	-11.0%
Income from investment securities	139	191	-27.1%
Net income from insurance activities	12	(58)	120.4%
Other Income	42	59	-29.4%
Staff Cost	(336)	(363)	-7.5%
Non-Staff Cost	(339)	(335)	1.1%
Net impairment loss	(769)	(592)	29.9%
Tax	(1)	29	-103.8%
Net Profit	772	819	-5.7%

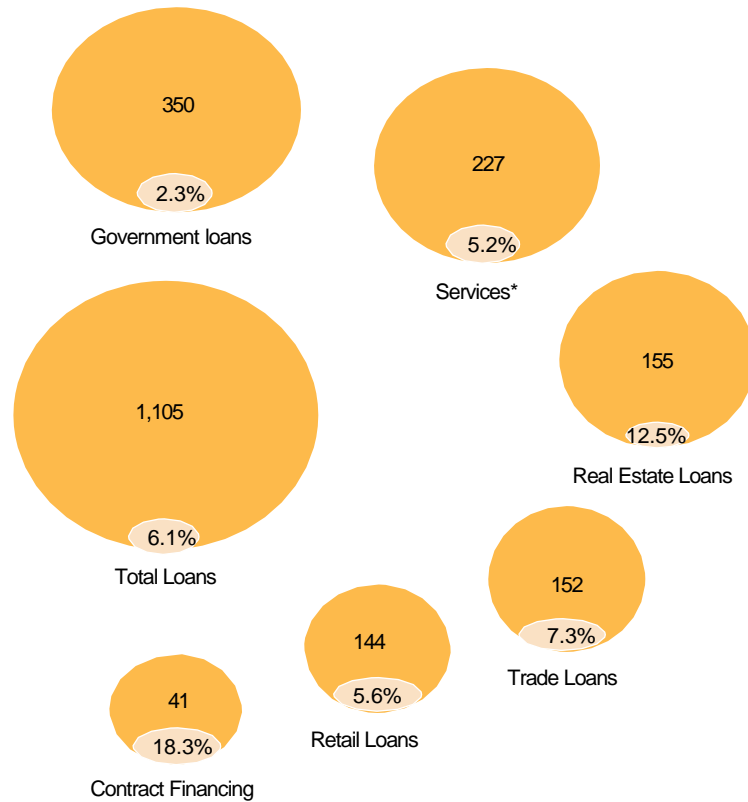
Assets and Liabilities (QR Mn)	30-Sep-20	30-Sep-19	Chg Y/Y
Total Assets	106,457	106,746	-0.3%
Loans and Advances	63,134	65,003	-2.9%
Investments	25,419	27,765	-8.4%
Customer Deposits	55,822	58,897	-5.2%
Total Equity	13,764	13,455	2.3%

Capital	30-Sep-20	30-Sep-19
RWA (QR Mn)	74,418	79,068
CET 1 Ratio (%)	11.85%	10.62%
T1 Ratio (%)	17.23%	15.68%
Total Capital Ratio (%)	18.38%	16.85%

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

Qatar banking sector

Loan market size (QR Bn) and Doha Bank market share (%)

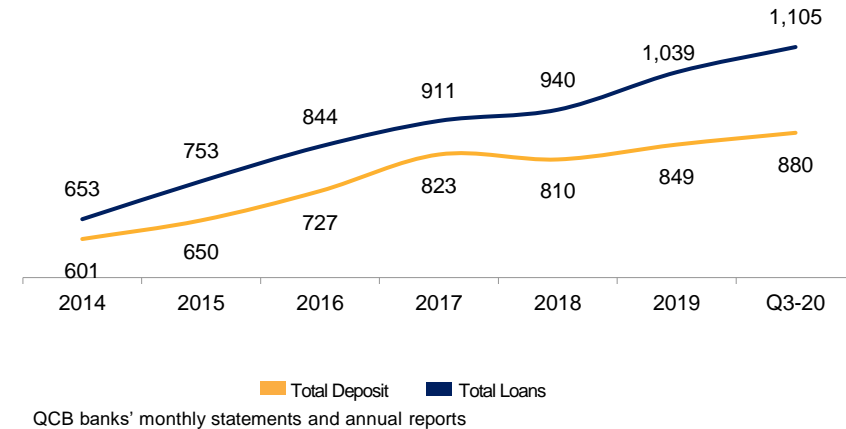


* Includes Non-Banking Financial Institution

● Doha Bank market share as of 30 September 2020

● Loan market size as of 30 September 2020

Qatari banking system – Total loans Vs deposits (QR Bn)



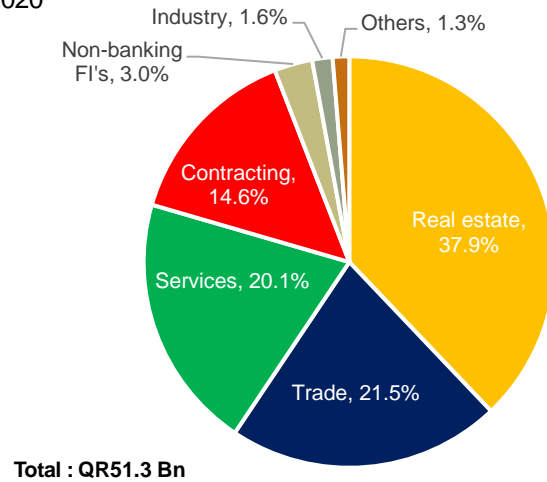
Comments

- Doha Bank has a long-standing experience in lending into the key sectors of Qatar and good insights. The banks' approach is to provide service to a selective section of clients where we provide holistic services based on the client's needs reaching from lending to cash and treasury services.
- First to introduce many innovative products and services in Qatar
- Representative offices strategically located globally in key locations
- The bank maintains a strong brand recognition in Qatar and internationally
- Majority of the Board members belong to the ruling 'Al Thani' family

Corporate Banking

Overview of the corporate banking loan book

September 2020

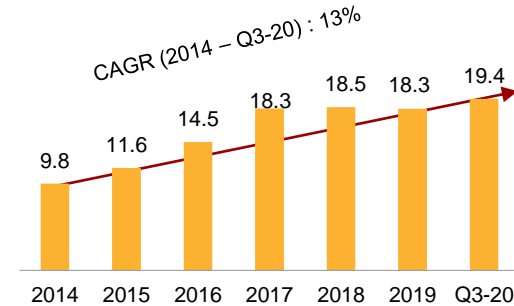


Comments

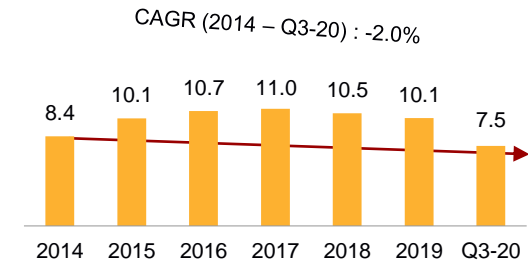
- A significant contributor to the total income of Doha Bank
- Evolved to be one of the core competencies of the bank and will be one of the major growth areas of the Bank
- Targets local and international companies
- Well diversified portfolio focused on private sector

Loans (QR Bn)

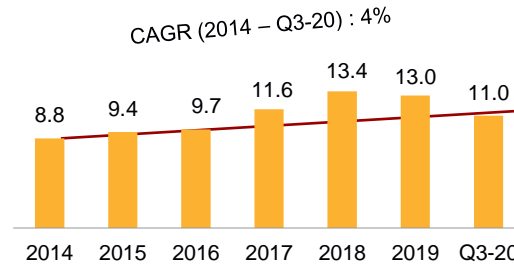
Real estate



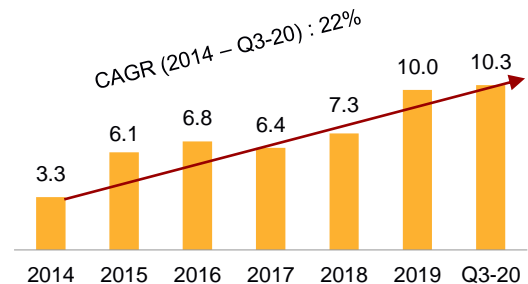
Contract financing



Trade

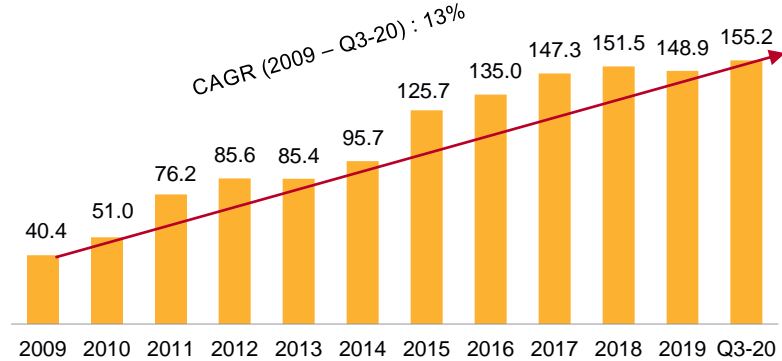


Services

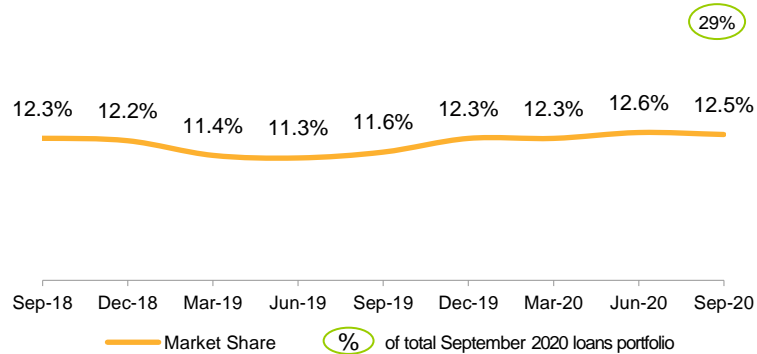


Real Estate

Qatar market real estate loans (QR Bn)

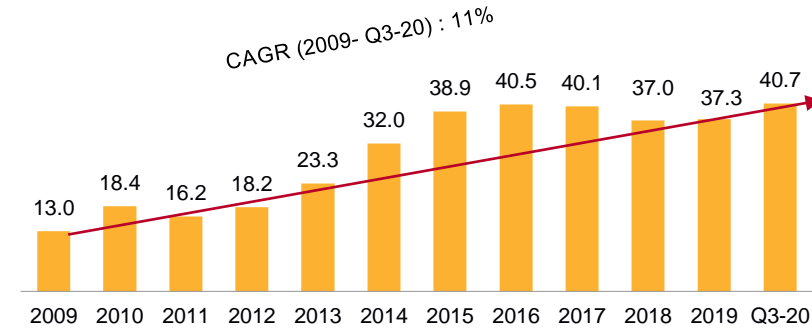


Real estate market share development

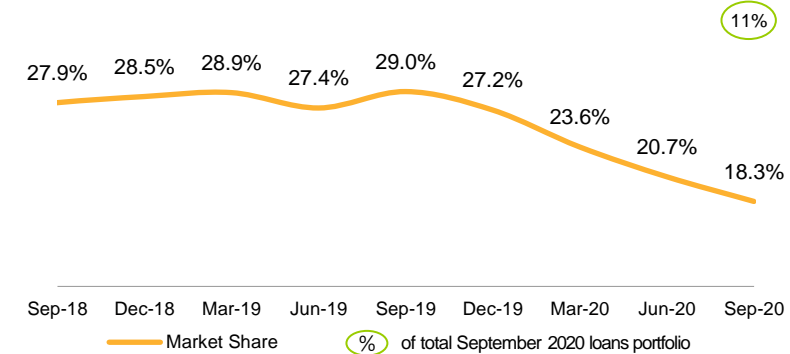


Contract Finance

Qatar market contract financing loans (QR Bn)



Contract financing market share development

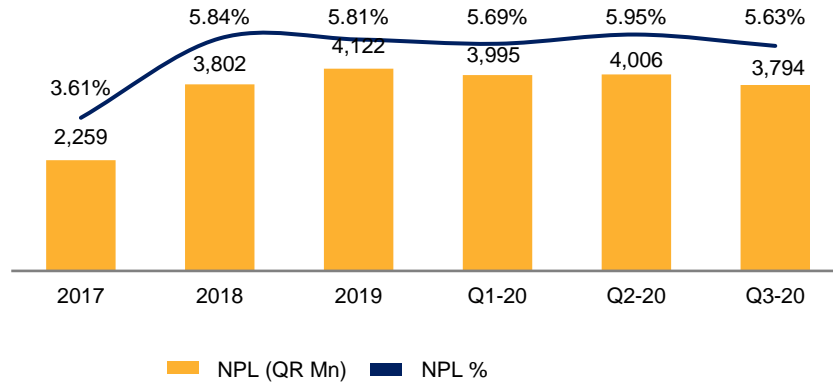


- Conservative regulatory environment with real estate lending limits well defined
- Loan portfolio is highly collateralized at circa 167%

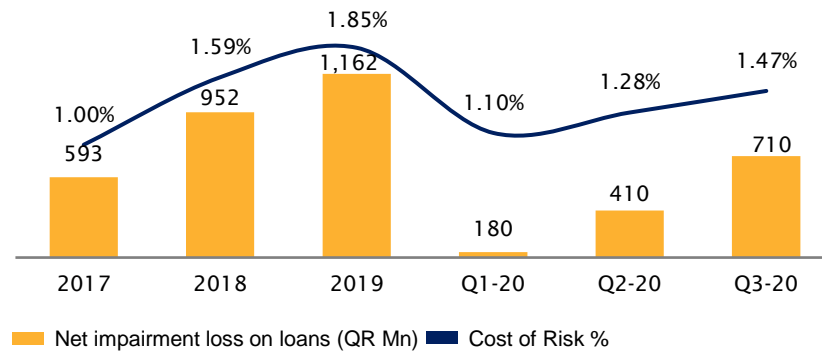
- Doha bank is working diligently to mitigate risks and reduce exposure to the sector of Contract Finance

Credit Quality

NPL evolution

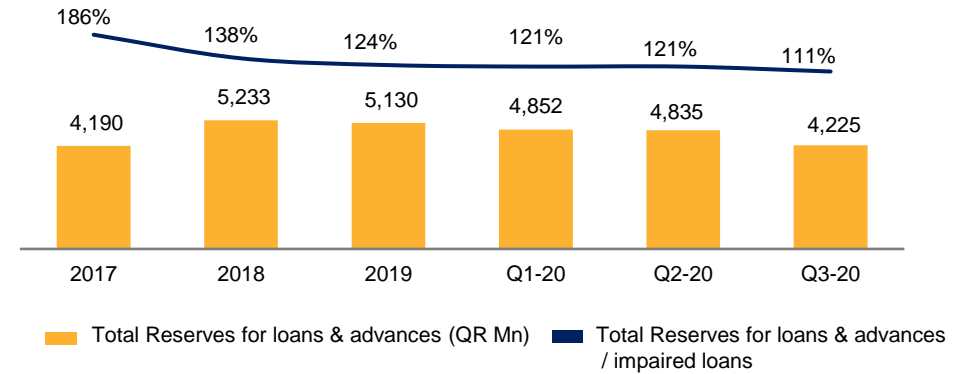


Net impairment loss on loans and cost of risk*



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

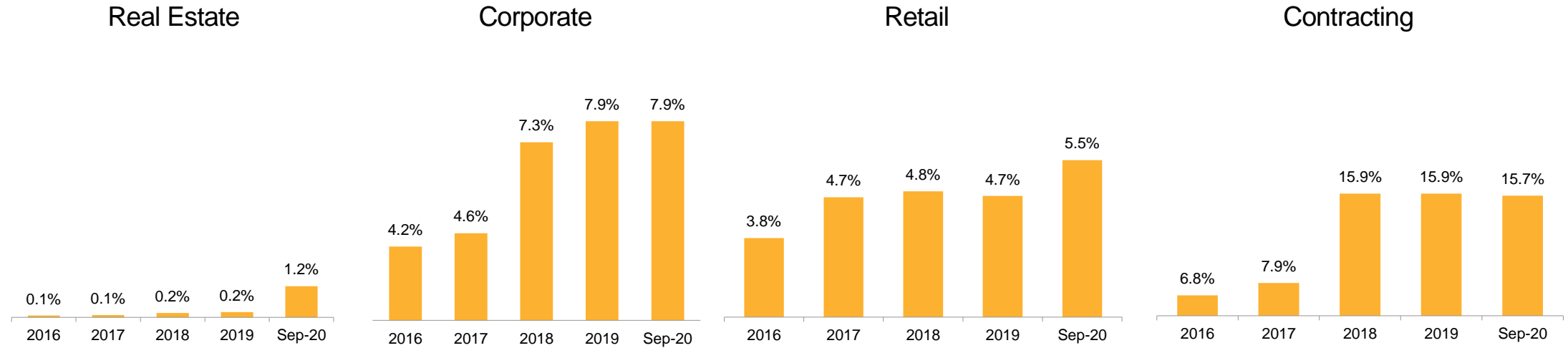
Total Reserves* for loans and advances divided by impaired loans



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

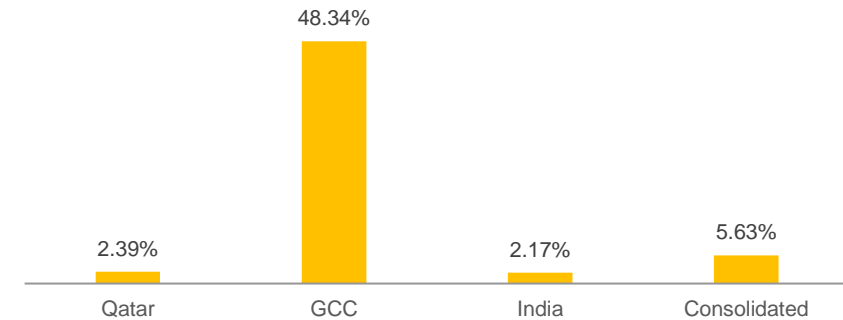


Credit Quality in Doha Bank's Core Business and by Geography



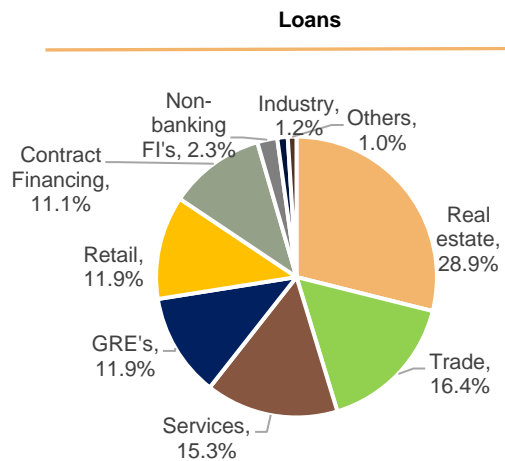
Comments

- 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



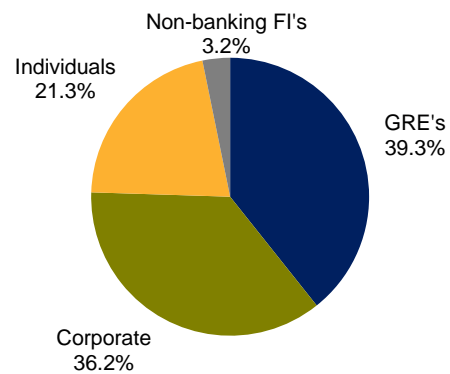
Diversified loans and deposits

By sector – September 2020



Total loans: QR63.1 Bn

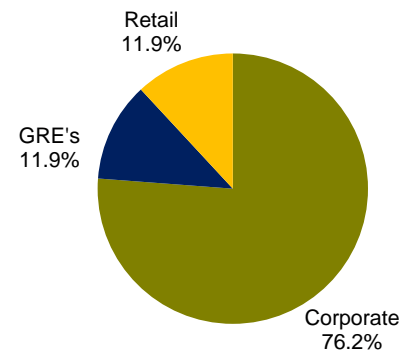
Deposits



Total deposits: QR55.8 Bn

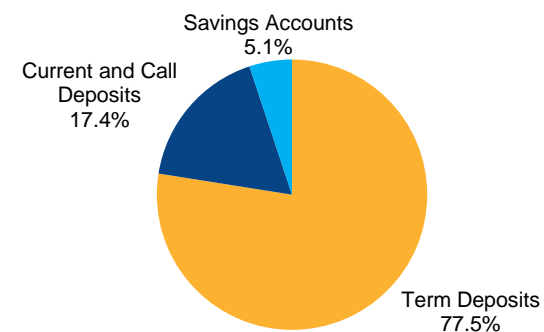
By type – September 2020

Loans



Total loans: QR63.1 Bn

Deposits



Total deposits: QR55.8 Bn

Comments

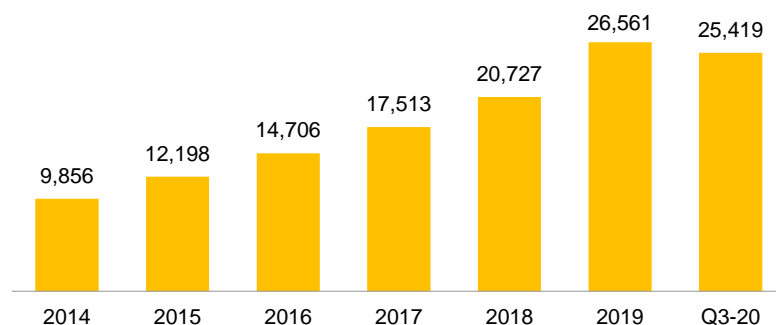
- Doha Bank consistently ensures it retains a diversified deposit and funding base to minimize concentration risks. The diversification is maintained by sourcing funding from several markets, products, tenors and currencies.
- Great emphasis is given to liquidity risk management with limits on reliance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

Investment Book

Portfolio Overview

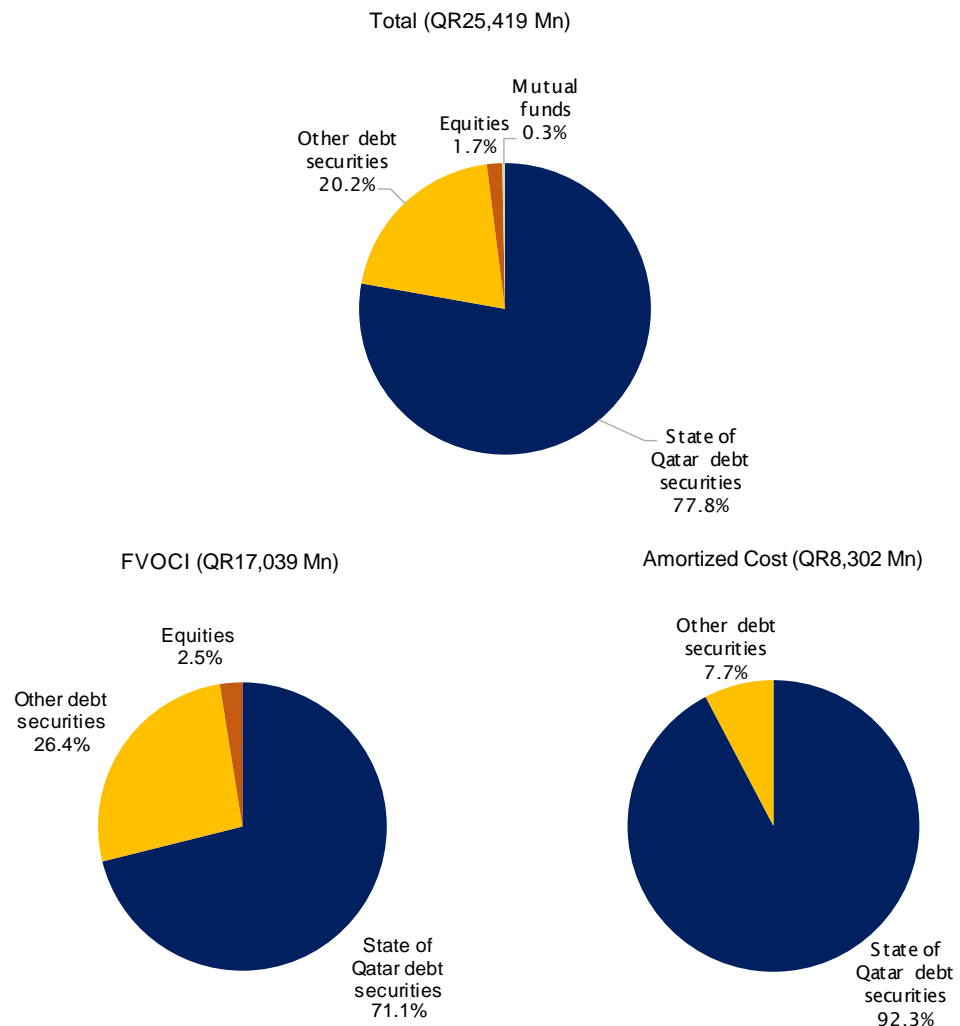
- Conservative investment philosophy
- Low hard limits for discretionary trading / investments
- Majority of portfolio in local sovereign fixed income, Qatar 77.8% and Qatar banks 10.3%
- Fixed Income holdings – average purchase yield 3.72%, Bond average Duration – c.5.17 years/ Net Modified Duration – c.3.32 years
- Currently the portfolio contains c.QR11.05 Bn of encumbered assets. The repo borrowing are at a weighted average cost of 0.81%
- Equity and other fund exposures have been reduced to QR 442 Mn + QR 61 Mn Mutual Funds
- Conservative investments limits linked to Tier 1 capital as per QCB; total investment 17.48% total outside Qatar 13.71% unlisted inside 0.29% and unlisted outside 0.43%

Investment portfolio – evolution (QR Mn)



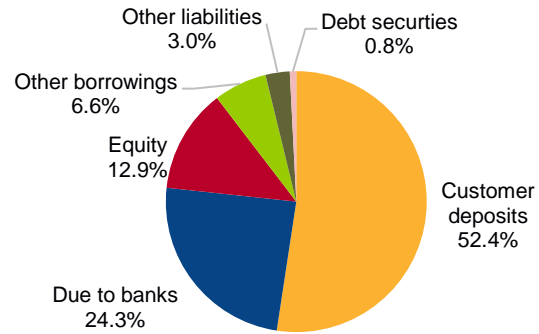
Figures are sourced from Annual Reports & Quarterly Financials

Investment portfolio breakdown – September 2020 (%)



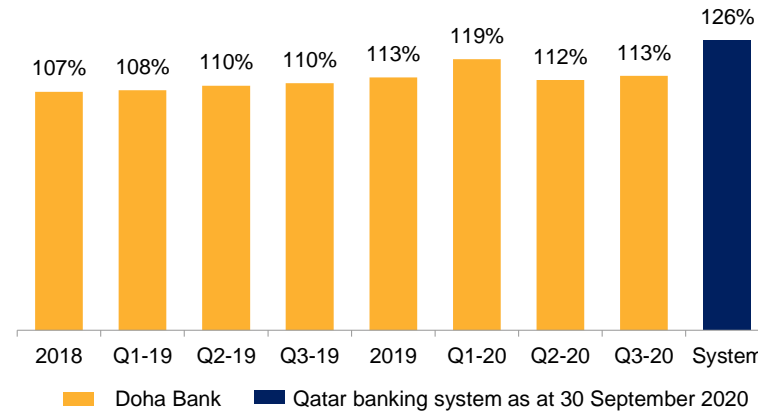
Liquidity and Capitalization

Funding mix – September 2020

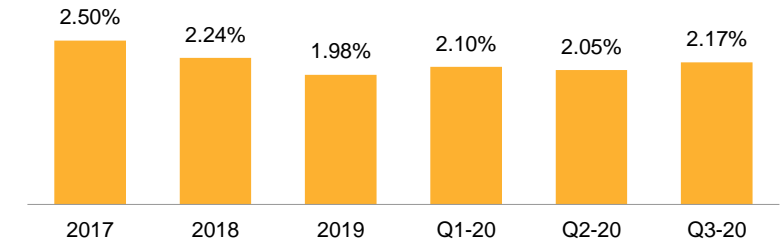


Total liabilities and equity: QR106.5 Bn

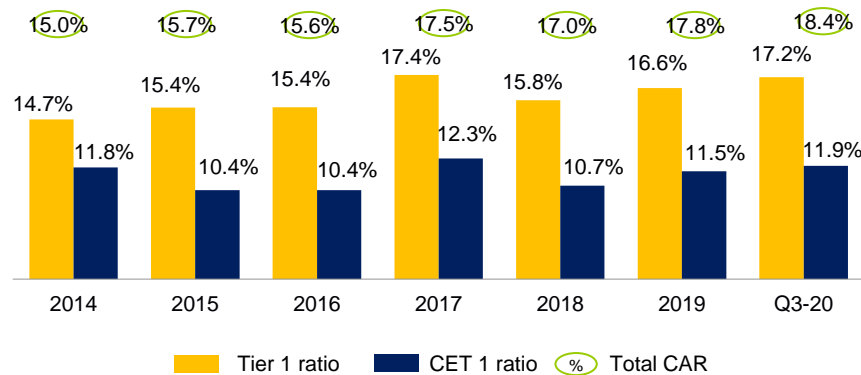
Loan to Deposit ratio (%) – September 2020



Net Interest Margin – September 2020



Evolution of capital ratios



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

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