

# Q1 2025 RESULTS INVESTOR PRESENTATION

Leading with Vision

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# 1. Doha Bank at a glance



Well-established banking franchise with strong brand value, and a 46-year legacy



Global footprint in 12 countries spread over 3 continents



Strong shareholding structure with State of Qatar ownership of 23.62%



Strategy approved, and the Himma Transformation is WELL underway

## Doha Bank has a global reach



Founded 1978	Qatar Exchange	Network	Sub. & Assoc.	31 March 2025	2023-2027
<ul style="list-style-type: none"> <li>✓ First branch opened in 1979</li> </ul>	<ul style="list-style-type: none"> <li>✓ Listed on the Qatar Stock Exchange in 1997</li> </ul>	<p><b>Branches:</b> Qatar, Kuwait, United Arab Emirates, and India</p> <p><b>Representative Offices:</b> Bangladesh, China, Japan, Nepal, Singapore, South Africa, Turkey, and United Kingdom</p>	<ul style="list-style-type: none"> <li>✓ Sharq Insurance 100% owned</li> <li>✓ Brokerage &amp; Financial Services, associate in India</li> </ul>	<ul style="list-style-type: none"> <li>✓ 15 Domestic Branches</li> <li>✓ 2 Corporate Service Centers and 1 Corporate Branch, + 3 E-branches,</li> <li>✓ 76 ATMs, 3 ITMs, 2 Mobile ATM and 5 International ATMs</li> <li>✓ Client base of c.324,000<sup>(1)</sup> active customers</li> </ul>	<ul style="list-style-type: none"> <li>✓ Doha Bank's 5-year strategy &amp; transformation was adopted by the Board of Directors for 2023-2027</li> </ul>

**Note:**  
Company information  
(1) Salaried, non-salaried and under Wages Protection Scheme ("WPS")

# Update on the Himma Transformation



## Key Highlights

The Himma Transformation was launched in October 2023 under the new leadership of the Group Chief Executive Officer. After completing a 360-degree deep dive review of the Bank, we were able to identify more than 80 initiatives and till date 22 initiatives have been completed.

## Governance, Culture, and Branding Initiatives

### • Participation in Web Summit Qatar 2025:

In February 2025, Doha Bank showcased its commitment to innovation and a digital-first approach by participating in the Web Summit Qatar, one of the world's premier technology events.

### • Implementation of a New Project Management Tool:

To enhance the efficiency and rigor of our transformation initiatives, Doha Bank has recently adopted a new project management tool, ensuring better tracking and execution.

### • Strengthening Policies and Processes:

While prioritizing customer-focused initiatives, Doha Bank is also dedicated to reinforcing critical policies and processes to ensure robust governance.

### • Strategic Partnerships:

Over the past three months, Doha Bank has formed strategic alliances with key players in the Qatari market, including:

- Sponsorship of H.H. The Amir's Sword International Equestrian Festival 2025
- Sponsorship of the ExxonMobil Tennis Tournament
- Partnership with Carnegie Mellon University to enhance collaboration in education, research, and community development
- Sponsorship of the Doha Marathon by Ooredoo
- Visionary partnership for the Mentor Arabia Gala Dinner in collaboration with the Education Above All Foundation, reaffirming our commitment to empowering Arab youth and driving sustainable development across the region

These partnerships reflect Doha Bank's dedication to building a trusted ecosystem of partners, fostering business development, and making meaningful contributions to society.

# Update on the Himma Transformation



## Strengthening Digital & IT

### Driving Seamless and Customer-Centric Digital Experiences

As part of its HIMMA Transformation Program, the Bank is overhauling its digital technology infrastructure to support scalability, agility, and rapid innovation. Anchored in a modern open banking architecture, this transformation enhances customer experience, accelerates technology adoption, and improves time-to-market, all while maintaining a strong focus on cybersecurity and ecosystem integration.

*The Bank has made significant strides in upgrading its digital platforms across Retail, Corporate, and Private Banking—supporting its digital-first vision by delivering innovation, convenience, and enhanced user engagement.*

#### Retail Mobile Banking App

With 125K+ registered users, the revamped mobile app now boasts 200+ features, developed using Agile methodologies. Recent enhancements include Digital Account Opening, Fawran Payments for corporates, Ramadan Donation features, and Messi-branded cards—all aimed at improving acquisition, deepening engagement, and elevating the user experience.

#### Corporate Mobile App – Tadbeer

Serving over 25K corporate clients, Tadbeer provides a robust and secure platform tailored for SMEs and Wholesale Banking. Key capabilities include intra-bank and external transfers, international payments, instant bill settlements, real-time tax payments, credit card management, and mobile-based e-Statements.

#### Private Banking – Digital Experience

Catering to High-Net-Worth Individuals, the digital platform offers transparent, real-time access to investment portfolio statements—empowering clients with better control and visibility over their financial assets.

#### FinTech & Innovation Lab

The Lab acts as a catalyst for innovation, driving collaboration with fintech's and piloting emerging technologies. In alignment with Qatar's Digital Strategy 2030, it enhances the Bank's agility and positions it for sustainable digital growth.

#### Driving Cost Efficiencies

Roll out of Branch tasks realignment in an effort to streamline, segregate and offload operational activities from customer facing ones.

Bank wide centralization of regulatory query management to within Operations and implemented multiple automation initiatives across all Operations areas in an effort to drive down customer TAT and minimize manual user interventions.

# Operational Highlights for Q1 2025 & 'Himma update'

## Strengthening the Retail Proposition

### Retail Banking Group:

- launched **Digital Account opening service** through its mobile app for Retail customers.
- new **Retail mobile app**, continues with the regular updates, aimed at further enhancing customer convenience and functionality.
- launched **Lionel Messi Credit & Prepaid Card**
- A wide-ranging campaign covering both social media channels and OOH in-mall activations with influencers have been conducted maximizing visibility for the product.
- launched customer acquisition campaign(s) with **Qatar Airways** and **Lulu Hypermarket** to offer exclusive offers for new customers.
- partnered with **Ox Fitness Lab** to offer credit cardholders free access to top gyms via the **G8TS App**.
- launched **Al Dana 2025** as the leading savings account in the market, offering customers both cash and non-cash premium prizes (UEFA semi-finals package). Participants can win QAR 1 million monthly, along with QAR 2 million mega prize in addition to guaranteed interest rates for high-value customers.
- the 2024 **Housing Loan** 'HL' campaign has been extended until 31st March 2025.
  - ✓ **HL +6.5% year to date and a growth of +32% year-over-year**
- Personal buyout** campaign for Qatari and Expat customers
- launched **Car loan** campaign with special interest rate of 2.75%

**Note:** Company Information

- launched a **Bentley** campaign
- launched a General Retirement & Social Insurance Authority **Retiree loan**

### Retail Banking Group - 'Himma update':

- Signed strategic partnership with MasterCard**
- The first products as part of the agreement (Lionel Messi Credit & Prepaid Card) has been launched.
- The bank has also engaged with Mastercard's advisory services to optimize its transaction approval rates.
- The bank also received approvals from the QCB on the proposed card fee revisions which seek to optimize revenue generation.
- The Retail Products team has also revised the terms and conditions of the customer value propositions to improve cost efficiency as well as work with Mastercard and Visa to optimize the fees being levied on the Bank.
- The MoU with Qatari Diar** has been signed by the GCEO, and the MoU for the Huzoom Lusail project is currently under review.
- MoU signing with Ooredoo Money** which expected to pave the way for new opportunities in the fintech space and international funds transfers.

	Assets (QAR Bn)	Percent of Group Assets	Total Income (QAR) Bn
Q1 2025	↑ 4.15	3.60%	0.120
Q1 2024	4.07	3.98%	0.130
Q1 2023	4.54	4.70%	0.130

# Operational Highlights for Q1 2025 & 'Himma update'



## Building High - Quality Assets & Liabilities

### Wholesale Banking Group:

- **Public Sector growth** is progressing with a number of deals in the pipeline being reviewed both on bi-lateral & syndicated basis.
- We are prioritizing our **Global Transactional Banking** capabilities with significant new investments and product enhancements underway. These initiatives aim to support cross-selling, fee generation, and liability growth. In Q1, we completed six key enhancements aligned with our vision for digital transformation. These improvements have notably increased Online Banking usage and enhanced both Local and International Funds Transfers.
- **'OneBank' strategy** is our continued focus to lead to strong cross-selling successes across all bank products.
- We have implemented several improvements in the credit approval cycle to reduce turnaround time and enhance customer satisfaction. These efforts will continue through 2025 and 2026 with additional enhancements planned.

### International Banking Group:

- **FI Syndication business witnessed a healthy growth of c.63% in assets**, year on year, in line with Doha bank's FI growth strategy for 2025.
- Targeted growth of assets with target market FI clients and expanding new relationships with banks in APAC and MENAT regions.
- Refreshed FI strategy prepared with ambitious asset growth rates over the next 3 years.

**Note:** Company Information

### Wholesale Banking Group – 'Himma update':

- Public Sector continues to be a focus area with a healthy deal pipeline contributing to the building of the Bank's quality asset book, strong liquidity & cross sell. Successfully closed major deals totaling QAR 1.4 Bn within Renewal Energy and Aviation Sectors with healthy margins and fees.
- Strengthened the pipeline management and cross selling opportunities.
- Uplifted CASA including Call Accounts by QAR 493 Mn in Q1 2025

WBG	Assets (QAR Bn)	Percent of Group Assets	Total Income (QAR) Bn
Q1 2025	↑ 53.97	46.79%	0.850
Q1 2024	↑ 51.47	50.28%	0.950
Q1 2023	↑ 50.28	52.01%	0.830

### International Banking Group – 'Himma update':

- Developed strategic way forward for representative offices
- Defined strategic way forward for UAE & launched strategy implementation

IBG	Assets (QAR Bn)	Percent of Group Assets	Total Income (QAR) Bn
Q1 2025	↑ 8.94	7.76%	0.130
Q1 2024	↑ 5.48	5.36%	0.130
Q1 2023	↑ 4.65	4.81%	0.090

# Operational Highlights for Q1 2025 & 'Himma update'



## Treasury & Investments Group:

- Taking advantage of market volatilities and sporadic spread widening, the **Fixed Income portfolio has increased 21.6% year on year**. This growth is expected to moderate over the remainder of the year.
- In addition,
  - the portfolio growth remains self-funded and will remain so into the future;
  - the bank will continue with its interest rate hedging strategy, which currently is 85% hedged.
- The Bank returned to the debt capital markets in Q1 2025, successfully issuing a 5-year, USD 500 Mn bond @ 5.25%, achieving a spread of 120bps over 5-year USTs, the lowest spread ever achieved by the Bank. Revisiting the capital markets shows our commitment to be a regular issuer.
- Due to the significant oversubscription, the Bank subsequently tapped the issuance for an additional USD 275 Mn at spreads below 100bps over 5-year USTs.
- The Bank launched a Debt Capital Markets 'DCM' origination desk in Q4 2024 to boost fee income/ revenues. The team has successfully participated on three transactions.

**Note:** Company Information

- The Bank continues to work on cross sell opportunities with Wholesale Banking team for FX, Commodity, and Interest Rates hedging requirements of corporate customers to help manage their underlying market risks.
- **Doha Bank is the first bank in Qatar to commit to the FX Global Code**, which is a globally recognized set of principles designed to ensure a fair, open, and resilient foreign exchange market. Doha Bank has implemented comprehensive internal processes and controls to align with the Code's principles.

## Treasury & Investments Group – 'Himma Update'

- Another successful EMTN issuance of USD 500 Mn 5Y USD bond, with 5X over-subscription, followed by a USD 275 Mn 'tap'.
- The Bank executed additional medium-term funding to strengthen the funding profile and key ratios.
- The Bank executed its first-Interest Rate Swap(s) for customers for their USD loans, helping them hedge interest rate risk while diversifying revenue streams for the bank with cross sell income.
- T&I continues to add key new large customers targeting trade backed FX flows in close collaboration with the Global Banking team.

T&I Group	Assets (QAR Bn)	Percent of Group Assets	Total Income (QAR) Bn
Q1 2025	40.52	35.13%	0.590
Q1 2024	34.51	33.71%	0.490
Q1 2023	31.36	32.44%	0.350



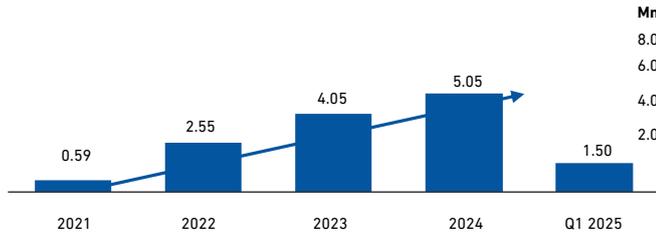
## 2. Why Invest in Qatar ?

### Qatar’s transformation plans

- Third Qatar National Development Strategy (2024-2030) launched to transform Qatar into an advanced and diversified economy
- Qatar’s population<sup>(2)</sup> sits at c.3.12 million an increase of c.5.1% year on year
- Qatar Tourism witnessed over 5 million tourists in 2024, 25% more year on year. And Qatar is projecting 5.3 million for 2025 (c.6% increase year on year).
- Qatar remains committed to developing cultural and entertainment projects and events to boost its tourism sector over the next few years, where they are targeting 6 million tourists per annum under the QNV2030.

### International Arrivals to Qatar<sup>(3)</sup>

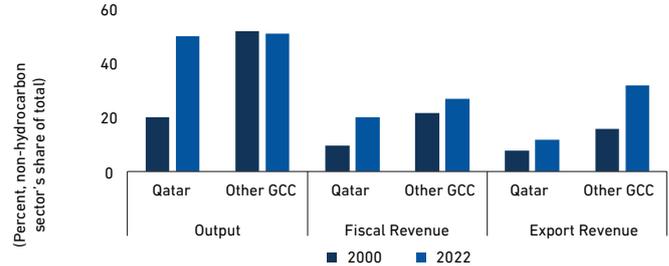
Qatar is targeting 5.3 Mn



Source:

1. IMF World Economic Outlook October 2024
2. National Planning Council
3. Qatar Tourism

### Indicators of Economic Diversification<sup>(1)</sup>



### Qatar’s Accommodation Supply & Demand<sup>(3)</sup>

Greatly improved

FY	Keys	Keys YoY	Occupancy Rate	Occupancy Rate YoY	Rev PAR	RevPAR YoY
Q1 2025	40,855	-2%	71%	4%	324	6%
2024	41,800	7%	69%	20%	305	29%
2023	39,200	4%	57%	2%	236	-40%
2022	37,600	28%	57%	-16%	390	51%
2021	29,400	4%	67%	18%	259	28%

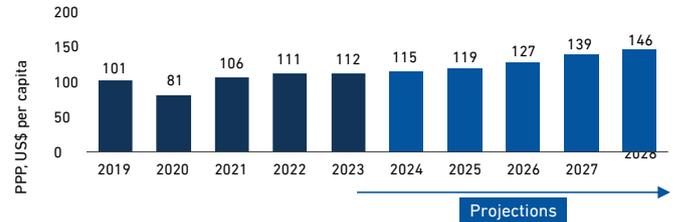
Includes, Hotels & Deluxe + Standard apartments

# Qatar’s strong macro-economic environment

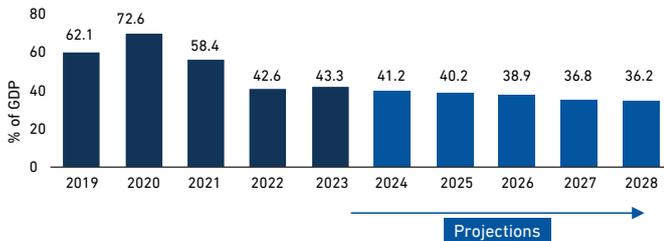
## Sustainable growth story

- Qatar is one of the world’s richest countries on a GDP per capita basis.
- Low level of sovereign indebtedness with track record of prudent budgetary and financial policymaking led to the most recent upgrade by Moody’s and Fitch.
- Qatar’s vision to grow the non-oil economy has seen significant contributions from sectors such as real estate and construction, financial services, trade, manufacturing, logistics, and tourism. Such sectors have not only created new revenue streams but also provided employment opportunities, supported by substantial infrastructure investments.

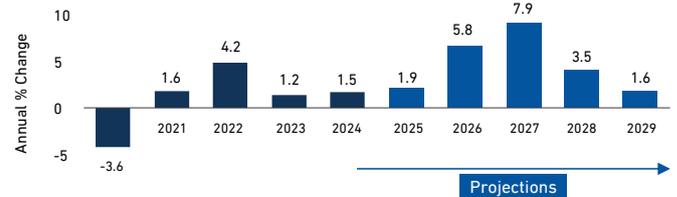
## GDP per capita, current prices<sup>(1)</sup>



## General government gross debt as % of GDP<sup>(1)</sup>



## Real GDP growth<sup>(1)</sup>



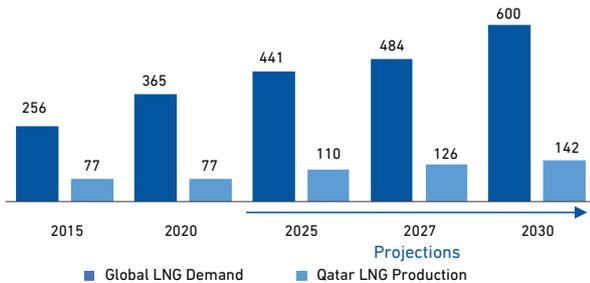
Source:

(1) IMF World Economic Outlook October 2024

# Qatar’s strong macro-economic environment

## North Field Expansion plans to further cement Qatar’s position as largest LNG exporter

- Qatar has one of the largest hydrocarbon reserves in the world with one of the lowest fiscal breakeven price of oil.
- Globally, Qatar was the third largest LNG exporter with a market share of c.20% of total LNG exports (for 2024).
- Qatar’s hydrocarbon reserves are mostly held in the North Field – the world’s largest non-associated gas field

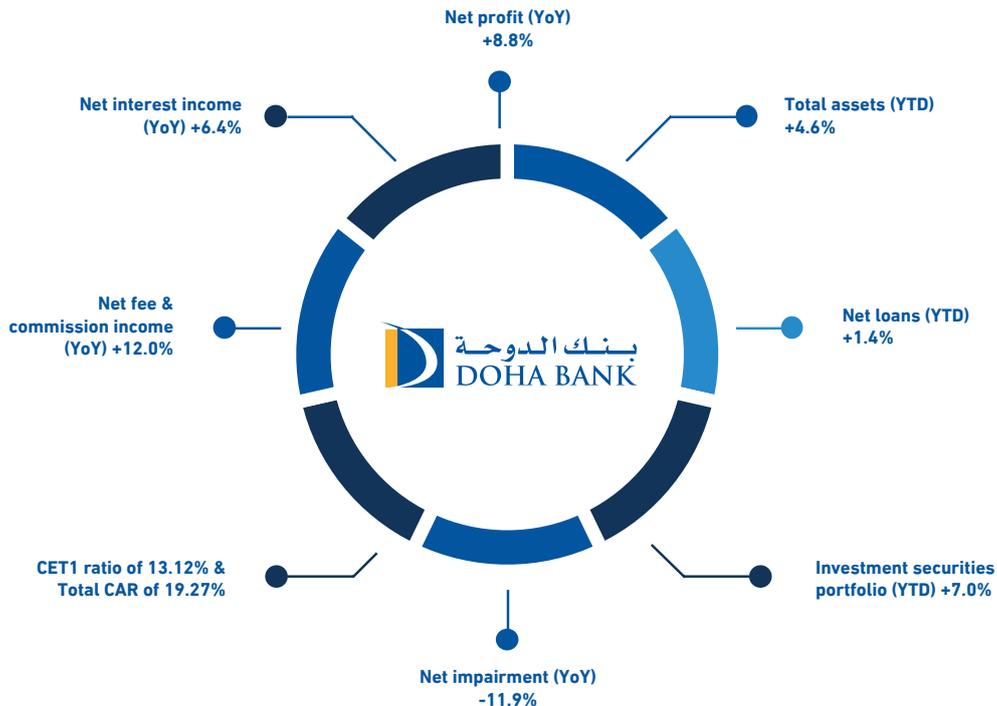


Source:  
 (1) OPEC Annual Statistics Bulletin 2024





### 3. Financial highlights for Q1 2025



**Note:**  
Company Information

## Financial Comparison(s) – QoQ & YoY

	Q1 2025	Q3 2024	Q4 2023	Chg Pct QoQ	Chg Pct YoY
Net Interest Income	520	476	489	9.24%	6.34%
Net Fees and Commission Income	102	114	91	-10.53%	12.09%
Net Operating Income	682	625	660	9.12%	3.33%
Investment Securities	36,608	34,205	30,106	7.03%	21.60%
Net Loans and Advances	61,844	60,984	58,155	1.41%	6.34%
CET1	13.12%	13.28%	13.34%	-1.20%	-1.65%
Total CAR	19.27%	19.54%	19.74%	-1.38%	-2.38%

## Performance Scorecard

	Actual FY 2024	Guidance FY 2025	Actual Q1 2025	2025-2027 New 3-year Target
Capital Adequacy Ratio	19.54%	18.25 -18.75% <sup>(1)</sup>	19.27%	Maintain min. 17%
Net Loan Growth (YTD)	5.1%	5%	1.41%	5% p.a.
Net Interest Margin	1.92%	1.85% +/- 10bps	1.91%	2.25%
Non-performing loans	7.43%	c.7%	7.41%	4.5-5%
Cost of Risk	1.18%	120-130bps	1.49%	100-110bps
Cost to Income	38.1%	c.37-38%	37.89%	c.30-31%
Return on Equity	6.18%	6.50-6.70%	7.54%	c.10%

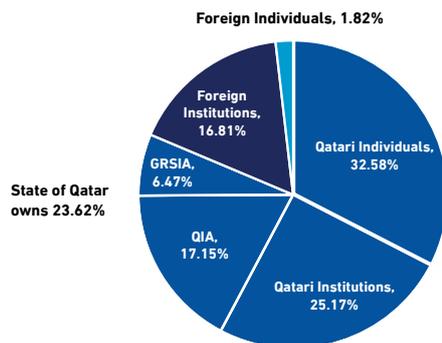
(1) Outcome dependent on share buyback

Note: Company Information

## Diversified shareholder base & Share performance



Strong shareholding structure with State of Qatar ownership(1) of 23.62%



### Share price and market capitalization

	Date	Value
Last Price	31-Mar-25	1.921
52 Week High	30-Jan-25	2.140
52 Week Low	30-May-24	1.333
Current Market Capitalization	Qatari Riyals Mn	5,956
	USD Mn	1,636

**Note:** (1) Qatar Investment Authority 17.15%, and the General Retirement Social Insurance Authority via the 'Civil Pension Fund' 6.47%, as of 31 March 2025

## Strong ratings profile underpinned by highly rated sovereign

Agency	Category	Ratings	Outlook
<b>Doha Bank</b>			
Moody's	Bank Deposit Ratings LT	Baa1	Stable
FitchRatings	Issuer Default Rating LT	A	Stable
<b>Qatar Sovereign</b>			
Moody's	Counter Party Risk LT	Aa2	Stable
FitchRatings	Issuer Default Rating LT	AA	Stable
S&P Global Ratings	Counter Party Risk LT	AA	Stable

**Note:** (2) Fitch upgrades LT IDR to A from A-, and outlook as stable from positive 28.03.2024 (3) Fitch outlook stable from positive 20.03.2024 (4) Moody's upgrades rating from Aa3 to Aa2 and outlook to stable 24.01.2024

### Comment

*The Board of Directors of Doha Bank unanimously approved in their last Board Meeting (20/4/2025) the buyback of its own shares, not exceeding 10% of the total fully paid-up issued shares, in accordance with the rules and procedures stipulated by the Qatar Financial Markets Authority in this regard, and subject to obtaining the necessary approvals from the competent regulatory and supervisory authorities.*

## 4. Financial Summary

Profitability (QAR Mn)	Mar-25	Mar-24	Chg Y/Y
Interest income	1,538	1,535	0.2%
Interest expense	(1,018)	(1,046)	-2.7%
Net interest income	520	489	6.4%
Net Fee and Commission income	102	91	12.0%
Net foreign exchange gain	29	33	-13.1%
Net income from investment securities	20	36	-43.6%
Net income from insurance activities	7	6	20.5%
Other Income	4	5	-22.4%
Net operating income	682	660	3.4%
Staff Cost	(148)	(137)	8.1%
Non-Staff Cost	(111)	(97)	13.9%
Net impairment losses	(171)	(194)	-11.9%
Tax	(1)	(0)	172.3%
Net Profit	252	231	8.8%

### Comments:

- Net fee and commission income +12.0% YoY
- Net Interest Income increased by +6.4% YoY while Interest expense decreased by -2.7% YoY

Assets and Liabilities (QAR Mn)	Mar-25	Dec-24	Chg YTD
Total Assets	115,333	110,247	4.6%
Loans and Advances	61,844	60,984	1.4%
Investments	36,608	34,205	7.0%
Customer Deposits	50,191	50,852	-1.3%
Total Equity	14,648	14,818	-1.1%

Capital	Mar-25	Dec-24	Chg YTD
RWA (QAR Mn)	80,078	78,421	2.1%
CET 1 Ratio (%)	13.12%	13.28%	-1.2%
T1 Ratio (%)	18.11%	18.38%	-1.5%
Total Capital Ratio (%)	19.27%	19.54%	-1.4%

**Minimum regulatory ratios for 2025: CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%**

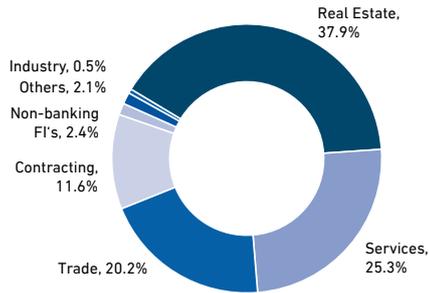
### Comments:

- RWA increased slightly year to date
- Investment securities book remains healthy

**Note:** Company information and Company financials as of 31 March 2025

# Wholesale Banking

## Overview of the corporate banking loan book



**Total Gross Loans : QAR 56.6 Bn**

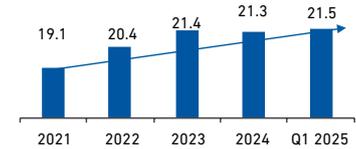
### Comments:

- The Bank remains focused on optimizing value earnings non-borrowing customers by leveraging on advanced digital channels to reduce transaction costs and enhance customer engagement. These efforts are instrumental in improving the cost of funds and strengthening overall profitability while ensuring optimum customer satisfaction.

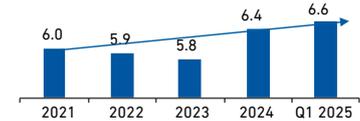
**Note:** Company Information  
1. CAGR 2021-Q1 2025

## Loans<sup>(1)</sup> (QAR Bn)

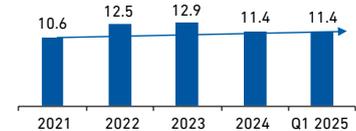
**Real Estate**  
+2.4%



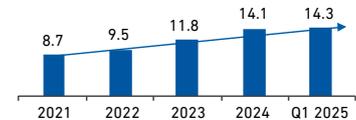
**Contract Financing**  
+1.9%



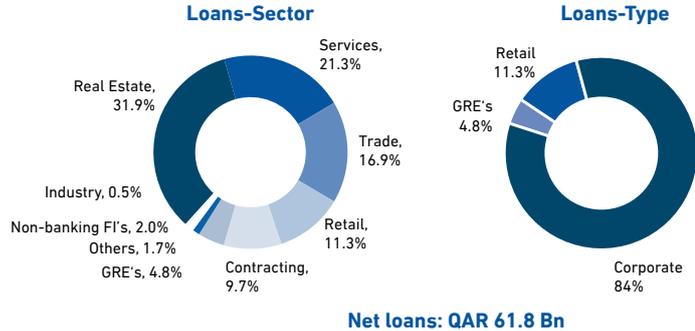
**Trade**  
+1.5%



**Services**  
+10.5%



# Loan Book and Asset Quality

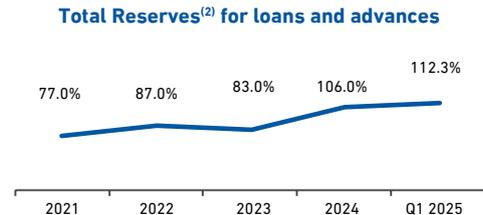
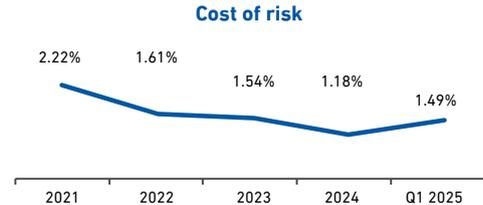
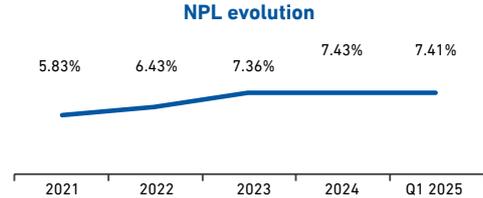


**Comments:**

- Loan(s) by sector is well diversified
- Loans predominantly focused on corporates in the past. Expect quality GRE growth for 2025

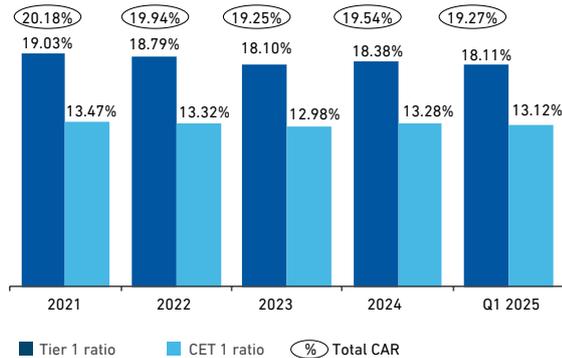
March 2025 <sup>(1)</sup>			
	Stage 1	Stage 2	Stage 3
Percentage on total loans	63.80%	28.80%	7.41%
Provision coverage	0.47%	7.90%	77.53%
March 2024			
	Stage 1	Stage 2	Stage 3
Percentage on total loans	61.15%	31.39%	7.46%
Provision coverage	0.26%	5.67%	62.07%

**Source:** (1) Stage 3 provision includes interest in suspense  
 (2) Total Coverage Includes expected credit losses  
**Note:** Company Information



# Capitalization

## Evolution of Capital Ratios



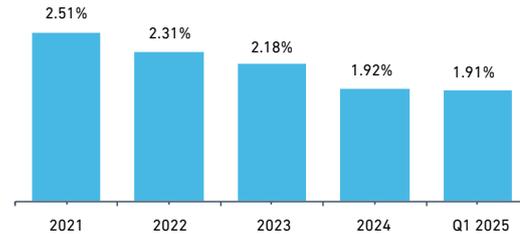
**Minimum regulatory ratios for 2025:** CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

**Comments:**

- CAR expected to remain stable in the short to medium term given the credit growth projections, without the need for further capital raising.

Source: Company financials as of 31 March 2025

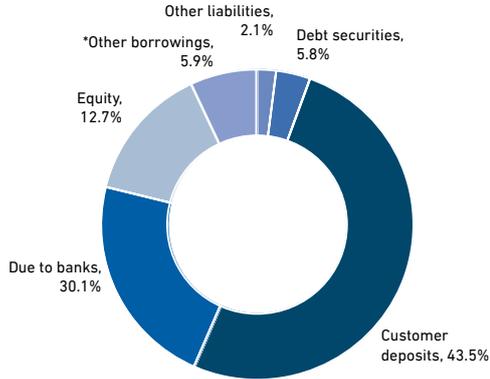
# Net Interest Margin



**Comments:**

- Rate cuts will benefit the bank

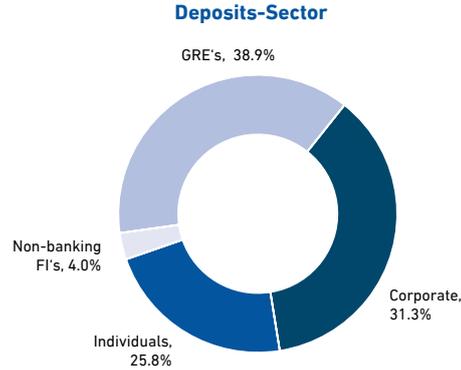
# Funding Mix and Liquidity Profile



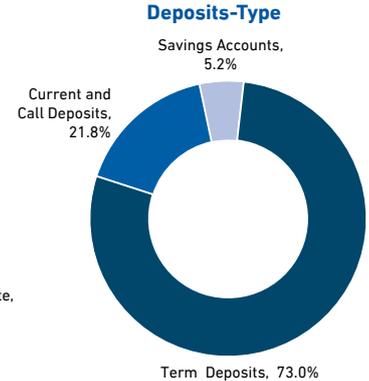
31 March 2025

**Total liabilities and equity: QAR 115.3 Bn**

\*Other borrowings include syndicated and bilateral borrowings



**Net deposits: QAR 50.2 Bn**



## Comments

Funding plan: raise liabilities to support asset growth:

- Well diversified funding mix with 12.7% equity
- Increased CASA during the quarter
- Added duration through medium to long-term borrowings

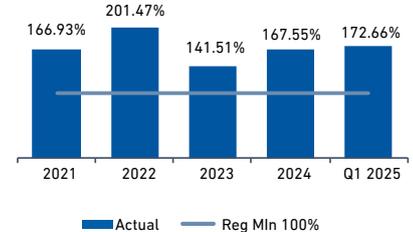
## Liquidity profile:

- Stable funding sources with a mixture of customer deposits, syndicated and bilateral borrowings, and debt securities
- Maintain sufficient HQLA fixed income investment portfolio
- Unencumbered assets at Head Office of circa QAR 13.0 Bn

## Regulatory Loan to Deposit Ratio



## Regulatory Liquidity Coverage Ratio



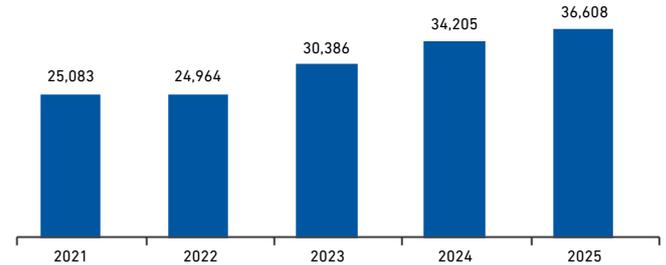
Note: Company Information

# Investment Book

## Portfolio Overview

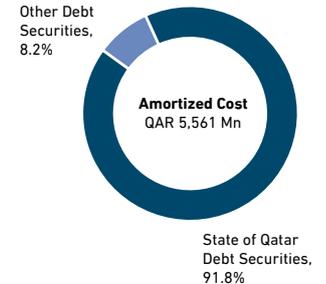
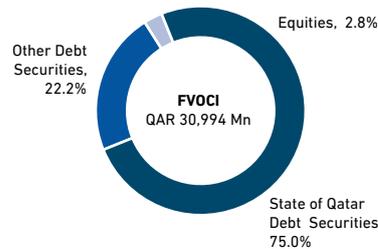
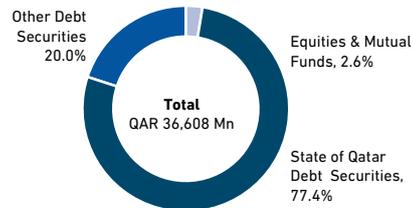
- Investments limits are linked to Tier 1 capital and set at 25% (excluding SOQs) as per QCB; total utilized currently sits at 24.02%
- Conservative low hard limits for discretionary trading / investments; total equities FVTPL c.QAR 53 Mn
- Majority of the portfolio in local sovereign fixed income, Qatar 64.19% and Qatar banks 4.13%
- Fixed Income holdings – current Net Modified Duration – c.1.16 year(s)
- Currently the portfolio contains QAR 21.45 Bn of encumbered assets. The repo borrowings are at a weighted average cost of 4.85%
- Equity, AT1 and other fund exposures stands at QAR 903.86 Mn + QAR 28.55 Mn Mutual Funds

Investment Portfolio – evolution (QAR Mn)



Source: Company financials as of 31 March 2025

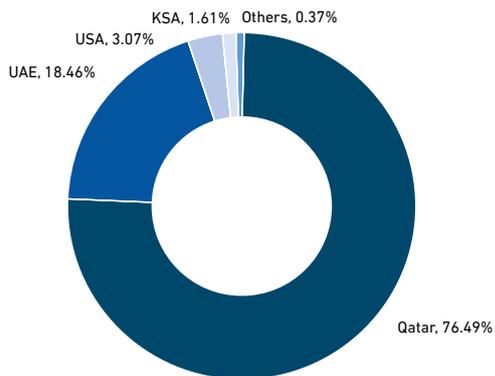
## Investment Portfolio Breakdown (%)



Note: Company Information

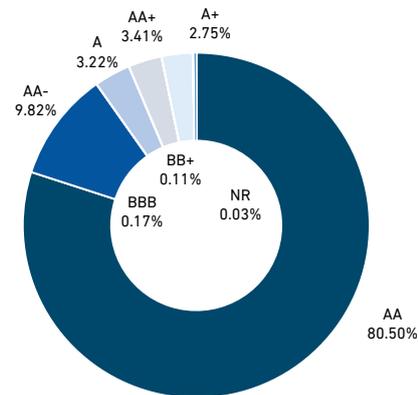
# Fixed Income Portfolio - Diversification

## Country Exposures



**Total GCC exposure of 96.88%**  
of which 20.39% ex-Qatar

## Ratings Profile



**Total AA- and above exposure of 93.72%**  
Sub-IG exposure of 0.14%

Sovereign State of Qatar Portfolio		
State of Qatar (at Cost):	US\$ 6.18 Bn	64.20%
USD Bonds:	US\$ 4.88 Bn	
QAR Bonds:	US\$ 1.31 Bn	
HTM	US\$ 0.85 Bn	
AFS	US\$ 0.46 Bn	

Note: Company Information

# 5. DOHA BANK ESG STRATEGY



# Sustainable Journey

## Sustainability to be at the core of our future

Doha Bank is committed to integrating Environmental, Social, and Governance (ESG) principles into all aspects of our business. We are actively progressing on a multi-phased ESG transformation journey, with key milestones achieved in 2024. Currently, we are in the midst of the second phase, focused on the following critical initiatives:

- **Quantifying Environmental Impact:** comprehensive assessment of our Greenhouse Gas (GHG) emissions, including financed emissions, to expand our Scope 3 emissions inventory. Detailed emission data is transparently disclosed in our annual sustainability report.
- **Decarbonization Strategy:** development of robust decarbonization strategy will guide the Bank's efforts to align its operation and lending portfolio to support the nation's commitment to a 25% reduction in GHG emissions from a business-as-usual scenario by 2030.
- **Integrating Climate Risk:** considerations into our Enterprise Risk Management (ERM) framework which includes climate stress testing and scenario analysis to identify and manage potential climate-related financial risks



Doha Bank achieved a Participation Score of **100% for the QSE Sustainable Stock Exchanges initiative** for the years 2018 – 2023

**For more information:**  
[QSE Arab Sustainability](#)

Doha Bank was included in the MSCI QSE 20 ESG Index, launched in November 2021

2011	2016	2022	2023	2024
<p>Doha Bank commenced publications of its <b>Annual Sustainability Disclosure Statements</b></p> 	<p>Doha Bank's sustainability reporting is guided by <b>The QSE ESG reporting methodology and the Global reporting Initiative (GRI)</b></p> 	<p>Doha Bank established its <b>ESG Policy &amp; ESG Bond Committee</b></p>	<p>Doha Bank has published its inaugural <b>Sustainable Finance Framework</b>, enabling the issuance of Green, Social, and Sustainability Bonds and Loans. The Framework aligns with international best practices, including ICMA, LMA, and QFC standards, and has received independent validation through a Second Party Opinion.</p>	<p>Doha Bank has embarked on ESG Transformation journey, further augmenting its commitment to sustainable growth. The transformation in first phase includes a revised ESG policy, a robust strategic approach informed by double materiality assessments, <b>Strengthened ESG governance with Board oversight on all ESG matters</b>, and introduced <b>Environmental and Social Management System policy (ESMS) to identify and mitigate ESG risks across the credit portfolio</b>. These initiatives position the Bank for long-term success by identifying and capitalizing on ESG opportunities while effectively managing related risks.</p>
<p><b>Note:</b> For more information: <a href="#">Doha Bank/ Sustainability</a></p>				

# Doha Bank's ESG Strategic Framework

## ESG Strategic Framework

**ESG Vision: To create long-term value for all stakeholders through Responsible Banking**

### Upholding trust

To embed ESG in compliance frameworks and risk management processes ensuring highest standards of ethics and integrity in our business

- **Ethics and compliance**
- **ESG & Climate risk management**
- **Supply chain management**

### Restoring environmental balance

To reduce our carbon footprint and strive for environmental stewardship

- **Environmental management**
- **GHG management and decarbonization**

### Enhancing customer experience

To conduct business responsibly and create long term value for our customers

- **Customer experience and satisfaction**
- **Data security and privacy**

### Empowering people and communities

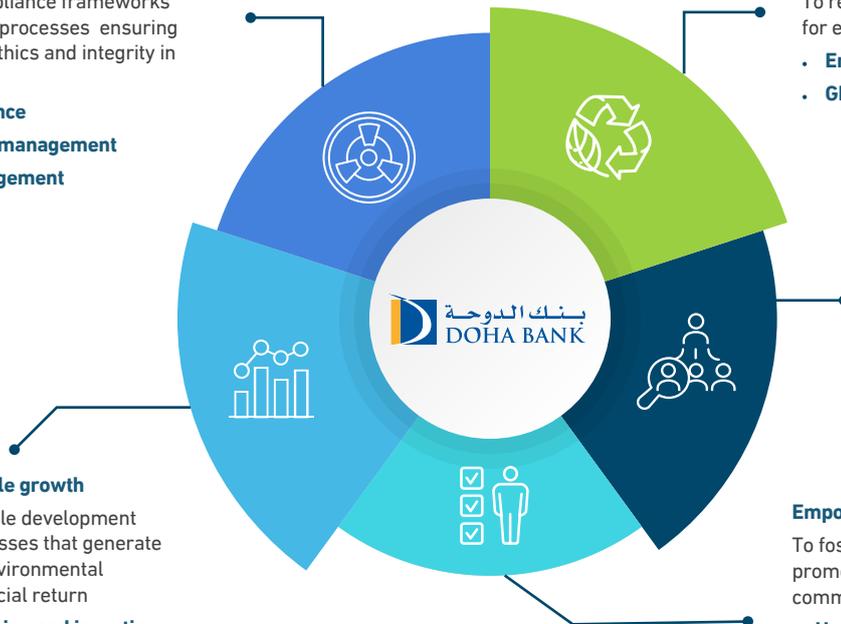
To foster an inclusive workplace and promote the wellbeing of people and communities

- **Human capital development**
- **Community impact**

### Navigating sustainable growth

To promote sustainable development by investing in businesses that generate positive social and environmental impacts beyond financial return

- **Responsible financing and investing**



# Doha Bank's New ESG Governance Structure

One of Doha Bank's strategic guiding principles is to integrate ESG practices into every facet of the organisation. To achieve this, a 3-tier governance structure for ESG has been adopted.

✓ **Board oversight:**

The Audit, Risk, Compliance and ESG Committee has been established to ensure Board oversight of ESG aspects and is responsible for integrating sustainability into the bank's overall business strategy

✓ **ESG Strategy:**

Management Executive Committee is responsible for overseeing ESG compliance, developing the ESG strategy and implementation plan in coordination with stakeholders across functions

✓ **ESG & Climate risk**

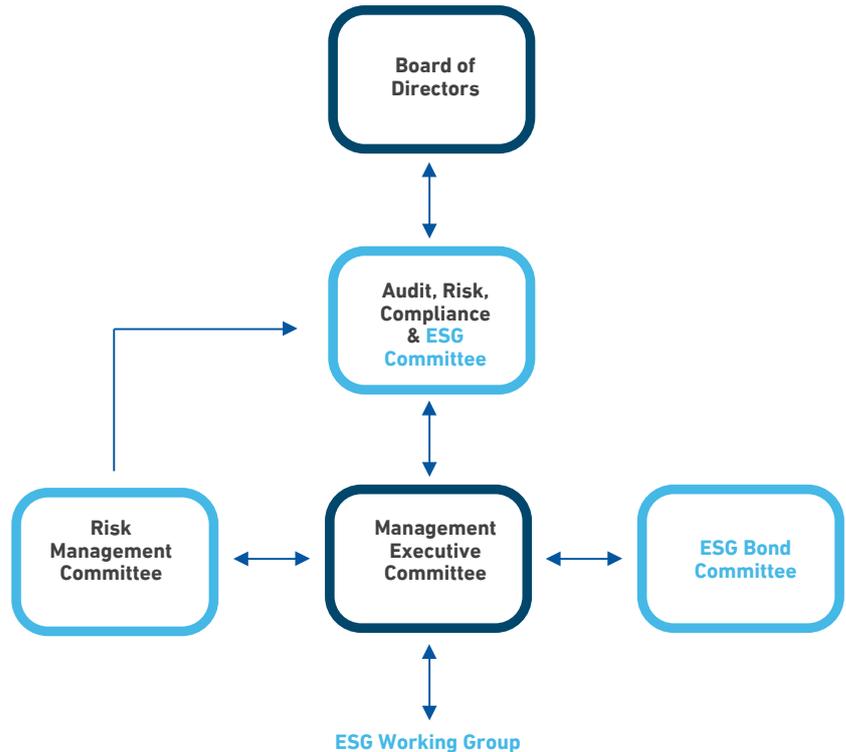
Risk Management Committee is responsible for integration of ESG and climate risks in existing risk management processes

✓ **Sustainable Finance:**

The ESG Bond Committee oversee bond issuance, define targets on sustainable finance and monitor initiatives to achieve the targets

✓ **ESG Implementation:**

At the Department level, the ESG Working Group comprising of representatives from various departments are responsible for day-to-day implementation of ESG initiatives, data collection and monitoring of ESG progress and performance.



## Disclaimer

- The presentation and any discussion may include forward-looking predictions and or expectations.
- While these forward-looking statements represent the bank's 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 the bank's current opinions only as of the date of this presentation.
- Please keep in mind that we/ the Bank 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 presentation, we attempt to present some important factors relating to the bank's business that may affect our predictions.

**For more information [click here](#)**

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