

Investor Presentation Q2 2024 Results

New Horizons New Opportunities



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Table of Contents

Qatar Outlook	3
Operational and Financial Highlights	6
Overview	
Financial Summary	14
Sustainable Journey & Finance Framework	21
Disclaimer	25

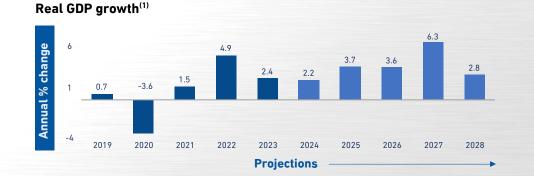
1. Qatar Outlook

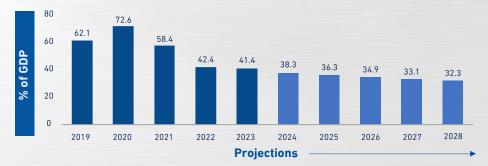
Strong macro-economic environment towards providing Sustainable growth

- 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 has one of the largest hydrocarbon reserves in the world with one of the lowest fiscal breakeven price of oil.
- Globally, Qatar is the second largest LNG exporter with a market share of 20% of total LNG exports (for 2023⁽³⁾).
- Qatar's hydrocarbon reserves are mostly held in the North Field

 the world's largest non-associated gas field; QatarEnergy
 is on track to boost LNG production 77 million tonnes to 126
 million tonnes a year (MTPA) by 2027.





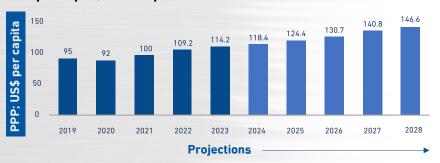


General government gross debt as % of GDP⁽¹⁾

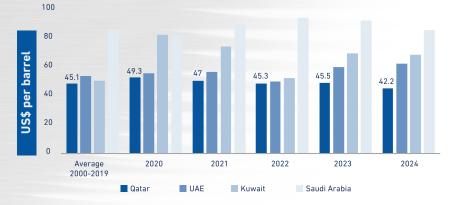
Source: (1) IMF World Economic Outlook October 2023

(2) S&P Global Ratings Sovereign Risk Indicators 2023 Estimates as of 11 December 2023(3) Energy Institute

GDP per capita, current prices⁽¹⁾



Fiscal Breakeven Oil Prices⁽²⁾



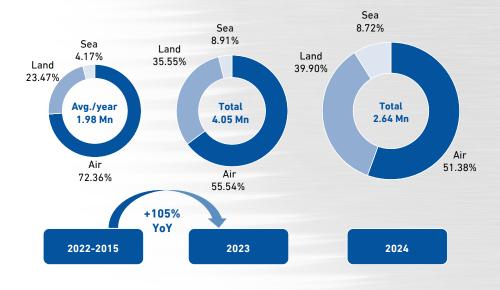
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Qatar Tourism Mode of Entry (3)

Qatar's Outlook continued

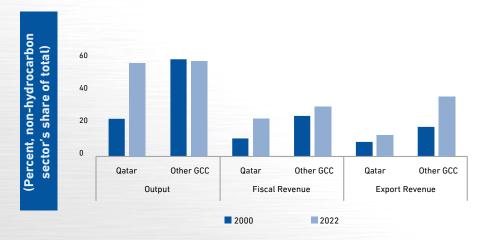
Qatar's transformation into a diversified economy

- Third Qatar National Development Strategy (2024-2030) launched to transform Qatar into an advanced and diversified economy
- Qatar, as on 30 June 2024, population⁽²⁾ now sits at c.2.86 million a decrease of c.-3.6% YTD
- Tourism was beyond expectations during 2023 as the country witnessed a 56% increase, year on year, or 4 million tourists arriving to Qatar. This is 1.5 million more than the year of the FIFA World Cup event. The momentum continues into H1 of 2024, as tourism is up +28%Y/Y, or c.2.6 Mn versus 2.1 Mn tourists.



Source: (1) IMF World Economic Outlook October 2023; | (2) Planning Statistics Authority; (3) Qatar Tourism-dashboards

Indicators of Economic Diversification⁽¹⁾



Qatar's Accommodation Supply & Demand has greatly improved – Hotels and Deluxe + Standard apartments⁽³⁾

YTD	Keys	Keys YoY	Occupancy Rate	Occupancy Rate YoY	RevPAR	RevPAR YoY
30/06/2024	39,915	3%	69%	30%	457	38%
30/06/2023	38,822	29%	53%	-9%	425	-8%
FY	Keys	Keys YoY	Occupancy Rate	Occupancy Rate YoY	RevPAR	RevPAR YoY
FY 2023	Keys 39,165	Keys YoY 4%			RevPAR	
	-		Rate	Rate YoY		YoY

4



2. Operational and Financial Highlights

Wholesale Banking Group:

- The Bank is still targeting 5% lending growth for the year.
- Public Sector growth is progressing with a number of deals in pipeline being review both on bi-lateral & syndicated basis.
- High priority is being placed on Global Transactional Banking capabilities with new investment and product enhancements in progress to assist with cross selling, fee generation and liability growth initiatives.
- Key focus on CASA, progressing well, with a growth of 9% YTD on balances.

Retail Banking Group:

- Doha Bank announced the release of its stateof-the-art new mobile banking app in May 2024. Through the seamless integration of effective security measures with intuitive interfaces, customers now have more personalized and userfriendly banking experience at their fingertips with the all-new mobile banking app.
- Successfully launched customer acquisition campaigns with tailored products (Housing Loans,

Personal Loans & Credit Cards) for Qatari and Affluent segments.

• Ongoing salary transfer, and credit card acquisition campaigns are in full swing featuring exciting discount offers, enhancing the value proposition for our cardholders offering lucrative rewards for new to bank customers

Treasury & Investments Group:

- Taking advantage of the market volatilities and sporadic spread widening, portfolio assets have grown 30% year on year. However, this growth is expected to moderate over the summer. 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 84% hedged.
- The bank continues to work on cross sell opportunities with Wholesale Banking team for FX & Commodity hedging requirements of corporate customers to help manage their underlying market risks.

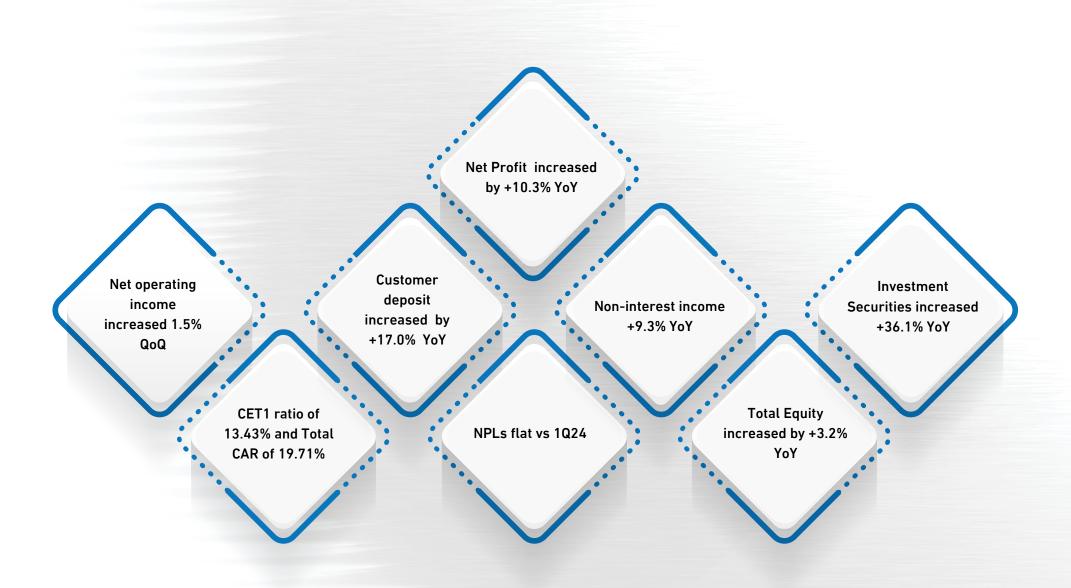
• The bank returned to the debt capital markets for the first time in over 2 years. The bank issued a 5-year, USD 500 Mn transaction @ 5.25%

International Banking Group:

- FI Syndication business witnessed a healthy growth of c.30% in assets in H1'24 over the same time period last year, in line with Doha bank's FI growth strategy for 2024.
- 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.

Sharq Insurance:

- Revenue drivers: New business production across all products and all distribution channels.
- Business outlook: 2024 targeting GWP QAR 130 Mn (2023 was QAR 106 Mn)
- Digital sales capabilities via Mobile App showcased and relocation to new premises occurred during Q1 2024



FINANCIAL COMPARISON(s) – QoQ & YoY

	Q2 2024	Q1 2024	Q2 2023	Chg Pct QoQ	Chg Pct YoY
Net Interest Income	485.95	488.80	533.47	-0.6%	-8.9%
Net Fees and Commission Income	92.36	90.86	95.18	1.7%	-3.0%
Net Operating Income	669.42	659.57	711.12	1.5%	-5.9%
Investment Securities	34,530.55	30,105.84	25,380.35	14.7%	36.1%
Net Loans and Advances	58,953.10	58,154,62	55,794.98	1.4%	5.7%
CET1	13.43%	13.34%	13.19%	0.7%	1.8%
Total CAR	19.71%	19.74%	19.76%	-0.2%	-0.3%

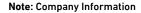
Performance Scorecard

	Actual FY 2023	Actual Q1 2024	Actual Q2 2024	Guidance FY 2024	2023-2027 5-year Target
Capital Adequacy Ratio	19.25%	19.74%	19.71%	Revised c.18.75-19%	Maintain min. 17%
Net Loan Growth (YTD)	-0.1%	0.2%	1.63%	5%	3-5% p.a.
Net Interest Margin	2.21%	1.97%	1.93%	c.2.00%-2.10%	2.50%
Non-performing loans	7.36%	7.46%	7.46%	7.0%; guidance to be provided quarterly	4.5-5%
Cost of Risk	1.54%	1.23%	1.39%	c.1.50%; subject to Remedial	120-130bps
Cost of Income	33.4%	35.5%	35.5%	c.<35%	<25%
Return on Equity	5.67%	7.01%	6.37%	6%-6.50%	12-14%

Update on the progress of the Himma Transformation

Himma transformation roadmap across 10 dimensions

- 1 Credit and Investment portfolio
- 2 Risk, liquidity, and funding
- 3 Retail and Private Banking
- 4 Wholesale Banking
- 5 International Business
- **6** Digital and IT
- Cost optimisation
- 8 Critical processes
- 9 Organization and Culture
- **10** Governance and Control





- QAR +300 Mn of CASA growth, QAR +900 Mn loan disbursements, QAR +800 Mn in Fl lending
- Healthy pipeline of lending for 2H24 / 1H25

Key highlights from H1 2024



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Strengthening Digital & IT

- Critical updates including launch of revamped mobile app and internal systems and platforms
- The Bank launched an upgraded mobile app to customers end of April 2024

Strengthening Retail proposition

Revamped sales approach across

proposition

the network to enhance retail value

• Launched new products such as Al Dana

Savings, Fawran payments, Himyan card



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Improving key ratios & metrics

- Improving funding mix and key ratios
- Successful EMTN issuance of USD 500 Mn 5Y USD bond, with 4X over-subscription
- Stabilization of key ratios such as LDR and NSFR, etc.

Strengthening governance control and capabilities

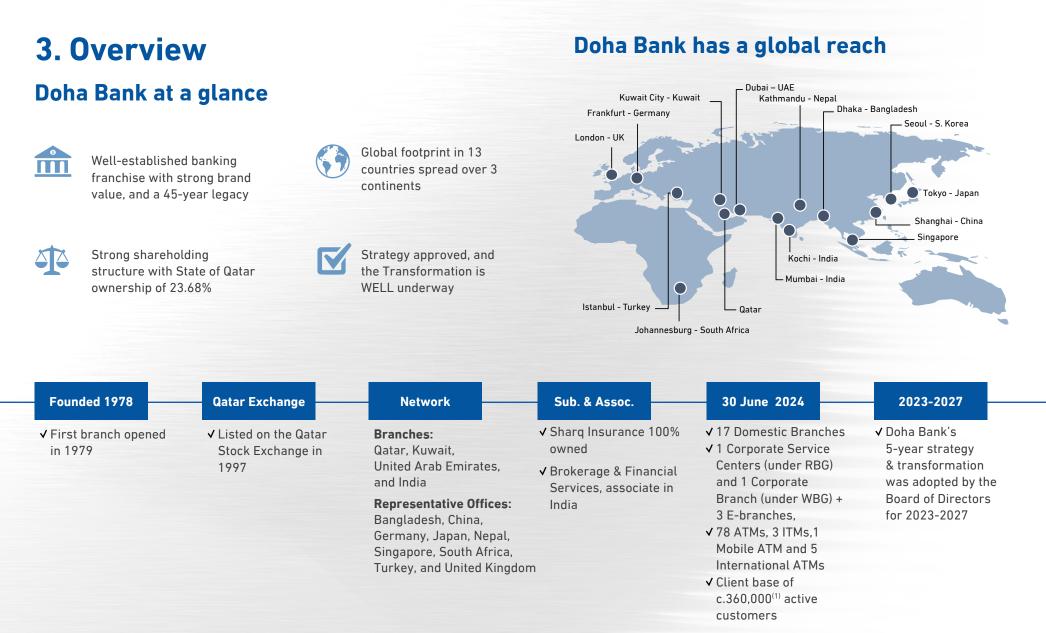




Driving Cost Efficiencies

• Implemented key initiatives to drive annual recurring impact across Opex and Fees categories

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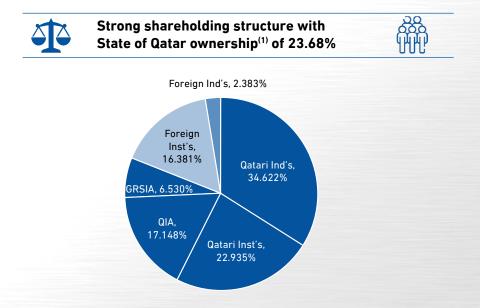


Doha Bank

Healthy diversification of income streams across all business units

Wholesale Banking Group Corporate and commercial banking, structured finance, public sector finance, mortgage finance and real estate services, trade finance, factoring services and small and medium enterprises.	QAR 52.41 billion of assets or 49.50% of total assets Total Income of QAR 1.88 billion
Treasury & Investment Group Offers a diverse range of solutions and is responsible for the Group's funding, investments, and centralized risk management activities. It manages the Bank's borrowings, issuance of debt securities, and use of derivatives to mitigate financial risk, while investing in a range of high-quality liquid sovereign debt securities, including green bonds, as well as short-term placements.	QAR 36.39 billion of assets or 34.37% of total assets Total Income of QAR 1.03 billion
International Banking With over 400 relationships with financial institutions globally, the IBG team is currently implementing new products, which will add new revenue streams, in line with the bank's strategy. In coordination with Treasury & Investment, the team has created an underwriting to distribute book for both FI loans and bonds, with an "Underwrite / Originate to Distribute" model. The new distribution business will enhance the bank's fee-based and trading income, while increasing the chances of the bank being allocated larger participation at a primary level provided the bank underwrites the new issuances. This again, will allow for substantial asset growth to occur over the medium-term.	QAR 5.88 billion of assets or 5.55% of total assets Total Income of QAR 0.27 billion
Retail Banking Group 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.	QAR 4.10 billion of assets or 3.88% of total assets Total Income of QAR 0.26 billion
المرق للتأمين ذ.م.م مَرْق للتأمين ذ.م.م مُحتف المحتف المحت المحتف المحتف المحتف ا	Travel Insurance
Note: Company information and Company financials as of 30 June 2024	

Diversified shareholder base & Share performance



Share price and market capitalization

	Date	Value
Last Price	30-Jun-24	1.456
52 Week High	31-Dec-23	1.865
52 Week Low	30-May-24	1.333
Current Market	Qatari Riyals Mn	4,514
Capitalization	USD Mn	1,240

Strong ratings profile underpinned by highly rated sovereign

Agency	Category	Ratings	Outlook			
Doha Bar	Doha Bank					
Moody's	Bank Deposit Ratings LT	Baa1	Stable			
(2) FitchRatings	Issuer Default Rating LT	А	Stable			
Qatar Sov	vereign					
Moody's	Counter Party Risk LT	Aa2	Stable			
(3) FitchRatings	Issuer Default Rating LT	AA	Stable			
S&P Global Ratings	Counter Party Risk LT	AA	Stable			

Note: (1) Qatar Investment Authority 17.15%, and the General Retirement Social Insurance Authority via the 'Civil Pension Fund' 6.53%, as of 30 June 2024

Note: (2) Fitch upgrades LT IDR to A from A-, and outlook as stable from positive 20.03.2024 (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

4. Financial Summary

Profitability (QAR Mn)	Jun-24	Jun-23	Chg Y/Y
Interest income	3,101	2,628	18.0%
Interest Expense	(2,126)	(1,607)	32.3%
Net Interest income	975	1,021	-4.5%
Fees and commission	183	187	-2.2%
Foreign exchange gain	66	53	23.9%
Income from investment securities	87	63	36.6%
Net income from insurance activities	10	12	-10.5%
Other Income	8	9	-8.0%
Net Operating Income	1,329	1,345	-1.2%
Staff Cost	(275)	(260)	5.6%
Non-Staff Cost	(198)	(192)	3.0%
Net impairment losses	(424)	(452)	-6.3%
Тах	(1)	(49)	-98.3%
Net Profit	432	392	10.3%

Assets and Liabilities (QAR Mn)	Jun-24	Jun-23	Chg Y/Y
Total Assets	105,885	93,044	13.8%
Loans and Advances	58,953	55,795	5.7%
Investments	34,531	25,380	36.1%
Customer Deposits	51,566	44,078	17.0%
Total Equity	14,640	14,185	3.2%

Capital	Jun-24	Jun-23	Chg Y/Y
RWA (QAR Mn)	77,917	73,850	5.5%
CET 1 Ratio (%)	13.43%	13.19%	1.8%
T1 Ratio (%)	18.56%	18.61%	-0.3%
Total Capital Ratio (%)	19.71%	19.76%	-0.2%

Minimum regulatory ratios for 2024: CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

Comments:

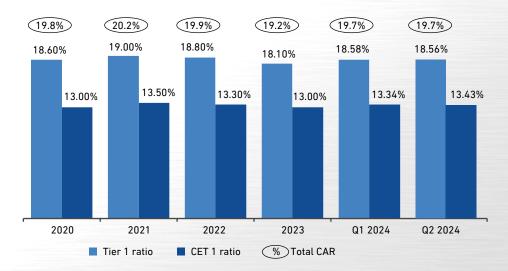
- Non-interest income stands out year on year; +9.3%
- Interest Income increased by +18.0% YoY while Net Interest Income decreased by -4.5% YoY

Comments:

- RWA higher year on year in line with growth assets.
- Investment securities book remains healthy

Capitalisation

Evolution of Capital Ratios



Minimum regulatory ratios for 2024: 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.

Net Interest Margin

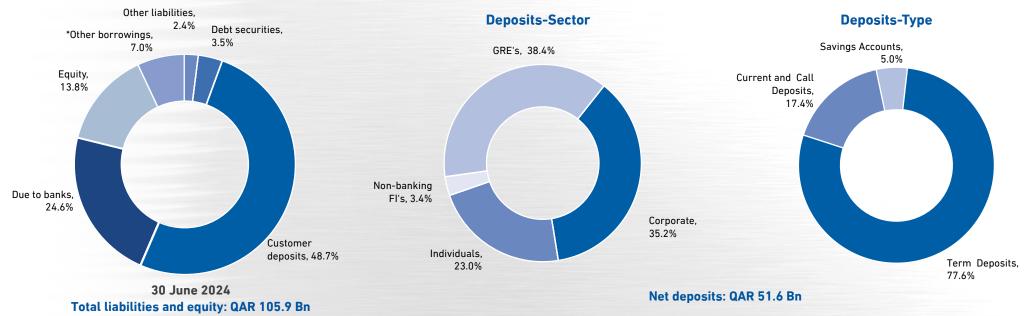


Comments:

- Net interest margins expected to improve going forward
- Any rate cuts that occur will benefit the bank

Source: Company financials as of 30 June 2024

Funding Mix and Liquidity Profile



*Other borrowings include syndicated and bilateral borrowings

Comments

Funding plan - raise liabilities to support asset growth:

- Well diversified funding mix with 13.8% equity
- Increase CASA and add duration through medium to longterm borrowings

Liquidity profile:

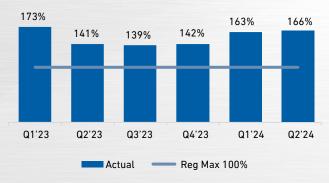
- Stable funding sources with a mixture of customer deposits, syndicated and bilateral borrowings, and debt securities
- Maintain sufficient HQLA fixed income investment portfolio
- Unencumbered assets at Head Office of QAR 16.85 Bn

Source: Company financials as of 30 June 2024

Regulatory Loan to Deposit Ratio



Regulatory Liquidity Coverage Ratio

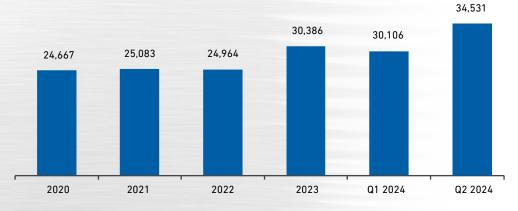


Investment Book

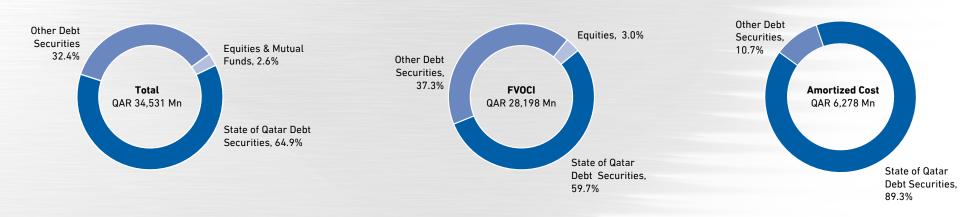
Portfolio Overview

- Investments limits are linked to Tier 1 capital and set at 25% (excluding SOQs) as per QCB; total utilized currently sits at 24.33%
- Conservative low hard limits for discretionary trading / investments; total equities FVTPL QAR 27.15 Mn
- Majority of the portfolio in local sovereign fixed income, Qatar 62.78% and Qatar banks 5.11%
- Fixed Income holdings current Net Modified Duration c.1.45 years
- Currently the portfolio contains QAR 15.52 Bn of encumbered assets. The repo borrowings are at a weighted average cost of 5.49%
- Equity, AT1 and other fund exposures stands at QAR 897.98 Mn + QAR 27.23 Mn Mutual Funds

Investment Portfolio - evolution (QAR Mn)



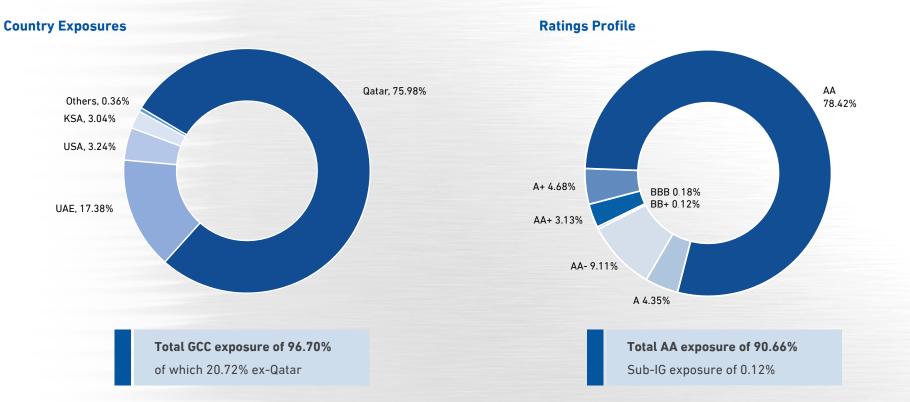
Source: Company financials as of 30 June 2024



Investment Portfolio Breakdown (%)

Source: Company financials as of 30 June 2024

Fixed Income Portfolio - Diversification

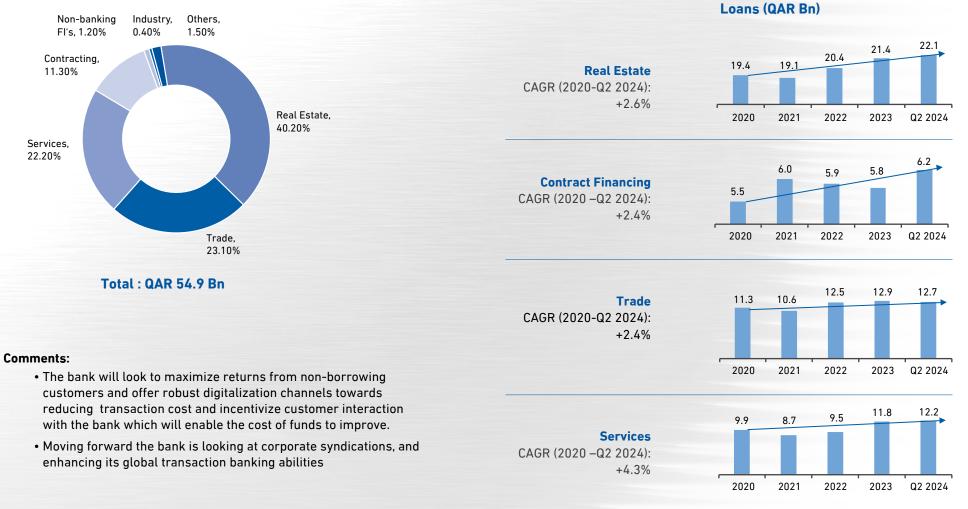


Sovereign State of Qatar Portfolio				
State of Qatar (at Cost):	US\$ 5.86 Bn	64.23%		
USD Bonds:	US\$ 4.36 Bn			
QAR Bonds:	US\$ 1.50 Bn			
HTM	US\$ 0.98 Bn			
AFS	US\$ 0.52 Bn			

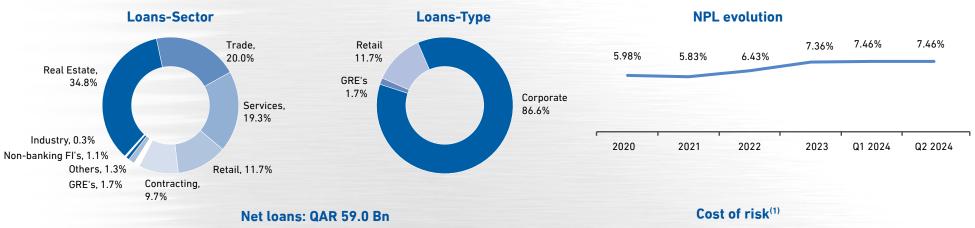
Note: Company Information

Wholesale Banking

Overview of the corporate banking loan book at quarter end June 2024



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 2024

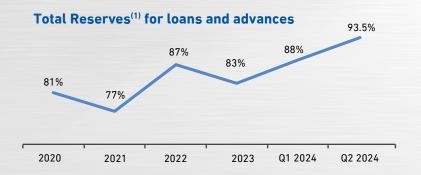
June 2024 ⁽²⁾					
	Stage 1	Stage 2	Stage 3		
Percentage on total loans	61.17%	31.37%	7.46%		
Provision coverage	0.33%	5.99%	65.65%		
	June 2023				
	Stage 1	Stage 2	Stage 3		
Percentage on total loans	60.36%	32.93%	6.71%		
Provision coverage	0.22%	5.92%	70.08%		

Note: (1) Includes expected credit losses (ECL)

(2) Stage 3 provision includes interest in suspense



2020	2021	2022	2023	Q1 2024	Q2 2024



5. Doha Bank's Journey

Sustainability to be at the core of our future

- In May 2024, the Bank launched the implementation process of developing an ESG Strategy and framework across the broader Bank. This will be carried out in phases, beginning with the alignment of the bank's strategy in environmental, social and governance areas aligned with the 3rd NDS of Qatar National Vision 2030, and the Qatar Central Bank guidelines.
- The second phase will focus on developing strategies to identify climaterelated risks and opportunities and manage them efficiently and in line with the best global practices, as well as integrating climate risk into the Bank's risk appetite, which will further enhance Doha Bank's leading position in sustainable finance in the region.



بورصية قطير Qatar Stock Exchange

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	2023
Doha Bank commenced publications of its Annual Sustainability Disclosure Statements	Doha Bank's sustainability reporting is guided by The QSE ESG reporting methodology	Doha Bank published its inaugural Sustainable Finance Framework allowing for future issuance of Green, Social, and Sustainability Financing Instruments Doha Bank's Sustainable Finance Framework is aligned with
	The Green Bond PrinciplesThe Social Bond PrinciplesThe Sustainability Bond GuidelinesThe Sustainability-Linked Bond Principles	 ICMA Green Bond Principles 2021 Social Bond Principles 2021 Sustainability Bond Guidelines 2021 Qatar Financial Centre's Sustainable Sukuk and Bond Framework 2022 LMA / LSTA / APLMA Green Loan Principles Social Loan Principles updated in 2023 Doha Bank has received a Second Party Opinion (SPO) on its Sustainable Finance Framework, confirming alignment with the ICMA and LMA principles and guidelines

Sustainable Finance Framework 2023⁽¹⁾

- In May 2023 Doha Bank has published its inaugural Sustainable Finance Framework which allows for the issuance of Green, Social, and Sustainability Financing Instruments
- The Framework is aligned with the ICMA Green Bond Principles 2021, Social Bond Principles 2021, Sustainability Bond Guidelines 2021, the Qatar Financial Centre's Sustainable Sukuk and Bond Framework 2022 and the LMA / LSTA / APLMA Green Loan Principles and Social Loan Principles updated in 2023

Use of proceeds	The proceeds raised via the Sustainable Financing Instruments will be dedicated to (re)finance Eligible Green and Social Assets			
	To be eligible, the asset must fall in at least one of the ICMA Green and/or Eligible Categories described			
	Green and Social Eligible Assets are evaluated and selected based on compliance with the Eligibility Criteria			
Project evaluation and selection	The evaluation and selection process is governed by Doha Bank's ESG Bond Committee. The committee is formed by members of Treasury, Wholesale and Retail Banking, Investor Relations, Market and Credit Risk, Finance, and Strategy			
Management of proceeds	The proceeds from Sustainable Finance Instruments will be managed in a portfolio approach			
Management of proceeds	The Bank intends to fully allocate the proceeds to a pool of eligible assets within 24 months from issuance			
Reporting	Doha Bank will publish a Sustainable Finance Report for the life of the Sustainable Financing Instrument on an annual basis consisting of an Allocation Report and an Impact Report			
External review	Doha Bank has received a Second Party Opinion on its Framework by Sustainalytics			

Note: (1) Sustainable Finance Framework and Second Party Opinion (SPO) are available here

ICMA Eligible Categories

Eligible Category	Contribution to UN SDGs						
Green Eligible Categories							
Green Building	11 SUSSIMULATES	13 REINN					
Renewable Energy	7 AFFORMATE AND DELAN DERKY	13 GUNATE					
Renewable Energy	9 RUSSIN INCLUSE AND VERASITIZENE	13 ACTON					
Clean Transportation	9 NOVSTIP INVINIEN AND VERACTIVICUME						
Social Elig	ible Categories						
Healthcare	3 GOOD HEALEN AND WELL-SEING						
Education	4 routiny						
Support to SMEs and micro-finance		8 DECENT WORK AND ECONOMIC GROWTH					

Exclusions

The Sustainable Finance Asset Pool will explicitly exclude unfunded and nonperforming exposures, as well as loans to businesses or projects in the following domains:

- Fossil fuel-related energy generation
- Environmentally negative resource extraction (such as rare-earth elements, metals or fossil fuels)
- Nuclear and nuclear-related technologies
- · Weapons, tobacco, gambling, and adult entertainment
- Deforestation and degradation of forests

Second Party Opinion⁽²⁾

Sustainalytics is of the opinion that the Doha Bank Sustainable Finance Framework is credible and impactful and aligned with the Sustainability Bond Guidelines 2021, Green Bond Principles 2021, Social Bond Principles 2021, Green Loan Principles 2023and Social Loan Principles 2023.



Note: (2)The Doha Bank Sustainable Finance Framework Second Party Opinion contains information developed by Sustainalytics (www.sustainalytics.com). Such information and data are proprietary of Sustainalytics and/or its third-party suppliers (Third Party Data) and are provided for informational purposes only. They do not constitute an endorsement of any product or project, nor an investment advice and are not warranted to be complete, timely, accurate or suitable for a particular purpose. Their use is subject to conditions available at https://www.sustainalytics.com/legal-disclaimers.

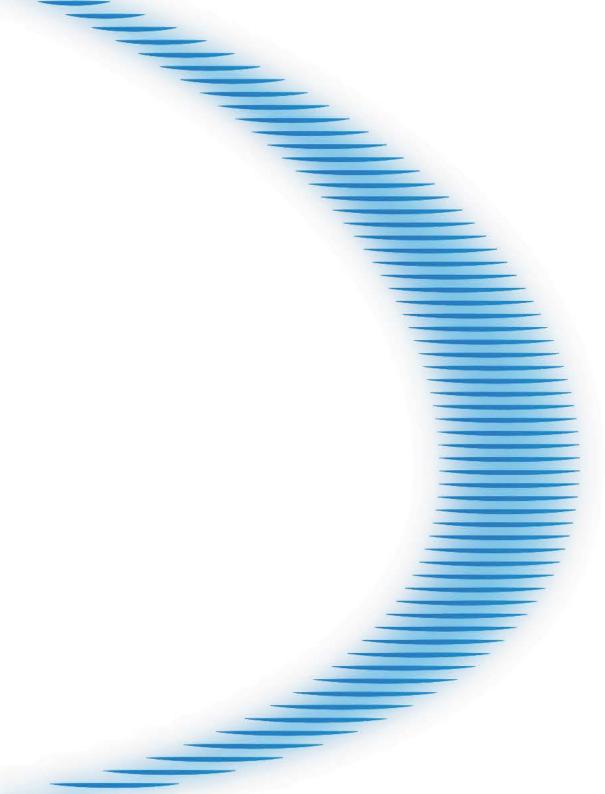


Disclaimer

- 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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