

Doha Bank Q.P.S.C. Q3 2021 Investor Presentation

30 September 2021

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 as of the date of this presentation alone.

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

A copy of the bank's press release, financials and presentations can be viewed and downloaded from the bank's investor website at <https://qa.dohabank.com/investor/overview/>

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1 Macroeconomic Update

Qatar from Strength to Strength

Headlines⁽¹⁾

30/09/2021

Monthly Producer Price Index (PPI) of the Industrial Sector for August 2021 is estimated at 75.5 points showing a decrease by 0.7% when compared to month-on-month and when measuring year-on-year, an increase of 84.6% has been recorded.

Mining: PPI of August 2021, when compared to previous year (August 2020), there was an increase of 100.0%.

Manufacturing: PPI of August 2021 showed an increase of 61.2% year-on-year. The major groups which explain this price increase are: Basic Chemicals by 89.7%, followed by Refined Petroleum products by 62.3%, and Basic Metals by 50.0%, to name a few.

03/10/2021

Gross domestic product at current prices (nominal GDP) increased by 36.1% in the second quarter of 2021 over the second quarter of 2020.

13/10/2021

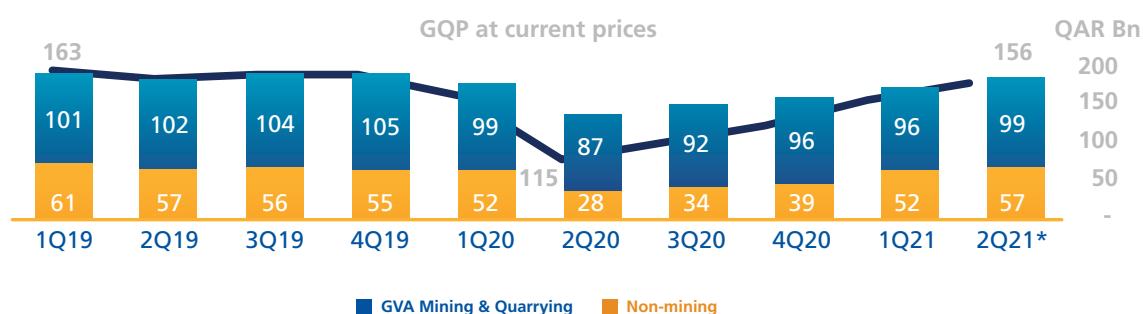
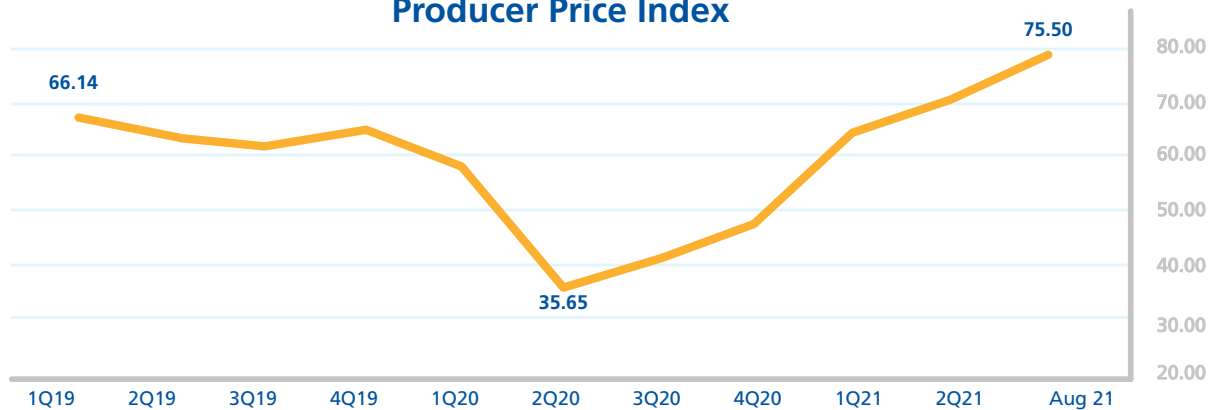
The Consumer Price Index (CPI) of September 2021 reached 99.06 points showing an increase of 0.03% month-on-month and for year-on-year basis, an increase of 2.71% has been recorded.

Year-on-year increase has been led by, Recreation and Culture by 13.35%, Food and Beverages by 4.14%, and Transport by 9.36%.

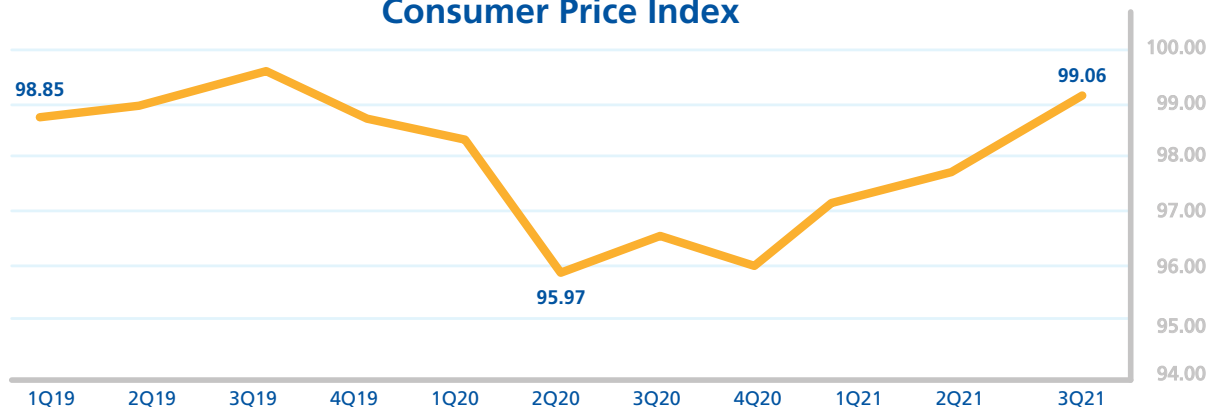
Source

1. Planning and Statistics Authority, estimates

Producer Price Index



Consumer Price Index



Qatar Energy

Headlines⁽²⁾

03/10/2021 Qatar Petroleum commences LNG ship orders for the North Field expansion projects

29/09/2021 Qatar Petroleum signs 15-year SPA to supply 3.5 MTPA of LNG to China's CNOOC

24/08/2021 Qatar Petroleum awards North Field Expansion liquid products storage & loading EPC contract

12/07/2021 Qatar Petroleum and Korea Gas Corporation (KOGAS) signs a 20-year SPA to supply 2 million tons of LNG Annually

07/07/2021 Qatar Petroleum signs a 15-year SPA to supply 1.25 MTPA of LNG to CPC Corporation, Taiwan

Source

2. Qatar Energy Media Center

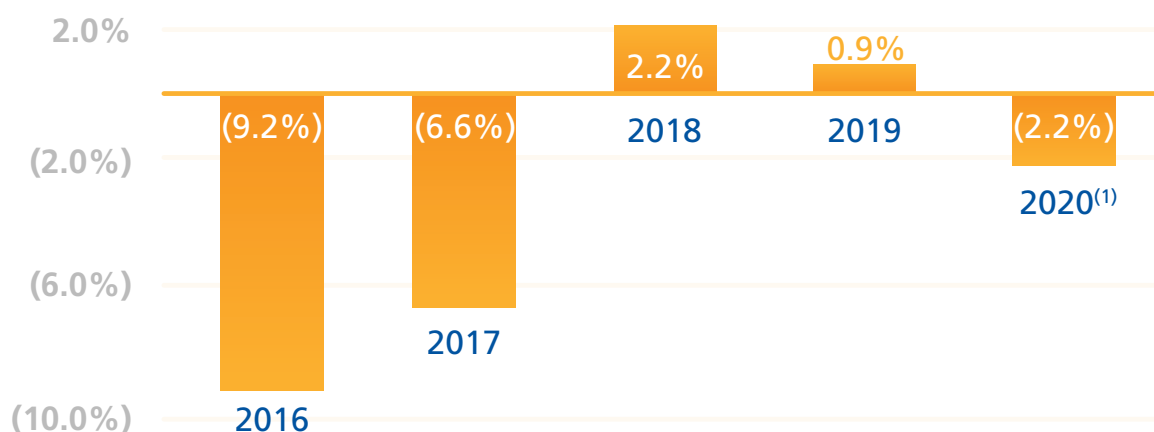
Stable Economic Position

Sovereign rating	Moody's Aa3/ S&P AA-/ Fitch AA-
Post 'blockade' resolve	Maintained ratings with Stable Outlook
Gas reserves ⁽¹⁾	Qatar has the 3 rd largest reserve of natural gas in the world, totaling 24.7 trillion cubic meters
Oil reserves ⁽¹⁾	25.2 billion barrels of proven oil reserves
Hydrocarbon growth ⁽²⁾	+3.5% in 2021 Vs -3.0% for 2020
Non-Hydrocarbon growth ⁽²⁾	+1.0% in 2021 Vs -2.3% for 2020
Projected real GDP growth	+2.2% in 2021 Vs -2.6% for 2020 ⁽²⁾
IMF ⁽⁴⁾ WEO	+1.9% in 2021 Vs -3.6% for 2020; +4.0% in 2022
Inflation rate ⁽²⁾	+2.1% in 2021 Vs -1.3% for 2020
Population ⁽²⁾	2.64 million as of September 2021
GDP per capita, current prices (PPP) ⁽⁴⁾	Projected USD 100,040 for 2021
Government fiscal position ⁽³⁾	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 2021
2. Qatar Planning and Statistics Authority
3. Qatar State Budget 2021
4. IMF October 2021 World Economic Outlook

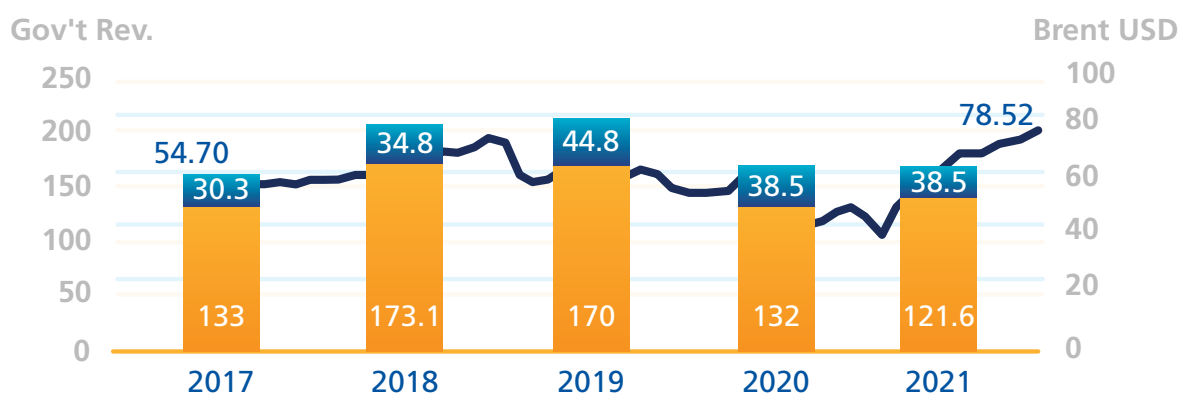
Government fiscal surplus / deficit (% nominal GDP)



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 (USD / bbl)

Sources / Notes

1. Qatar State Budget Disclosures for 2021
 - Oil & Gas revenue includes investment revenue transferred from Qatar Petroleum
2. Brent Crude Oil monthly closing price: Bloomberg – 30 December 2016 – 30 September 2021

National Economy Diversification, Backed by Deep Natural Gas Reserves

Major projects in 2021⁽¹⁾

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

Main sector allocations:

- QR 21 Bn for Municipality and Environment
- QR 17.3 Bn for Defense and Security
- QR 7.4 Bn for Transportation and Communications
- QR 4.0 Bn for Sports and Culture
- QR 1.6 Bn for Education
- QR 1.3 Bn for Health

Medium term to be awarded between 2021-2023

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

- QR 47.5 Bn Ashghal
- QR 6.4 Bn Other entities, i.e., Hamad Medical Corporation, Ministry of Municipality and Environment, Ministry of Transportation and Communications, etc.

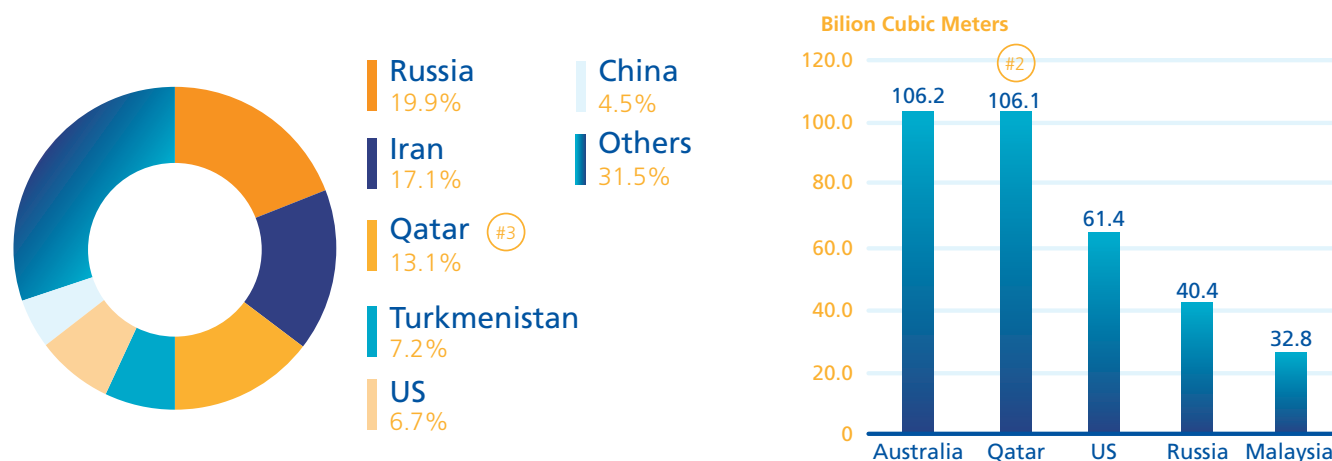
Source

1. Qatar State Budget 2021
-

2022 FIFA World Cup – it is projected that Qatar will welcome a cumulative total of 1.2-1.5 million visitors.

2030 ASIAN GAMES

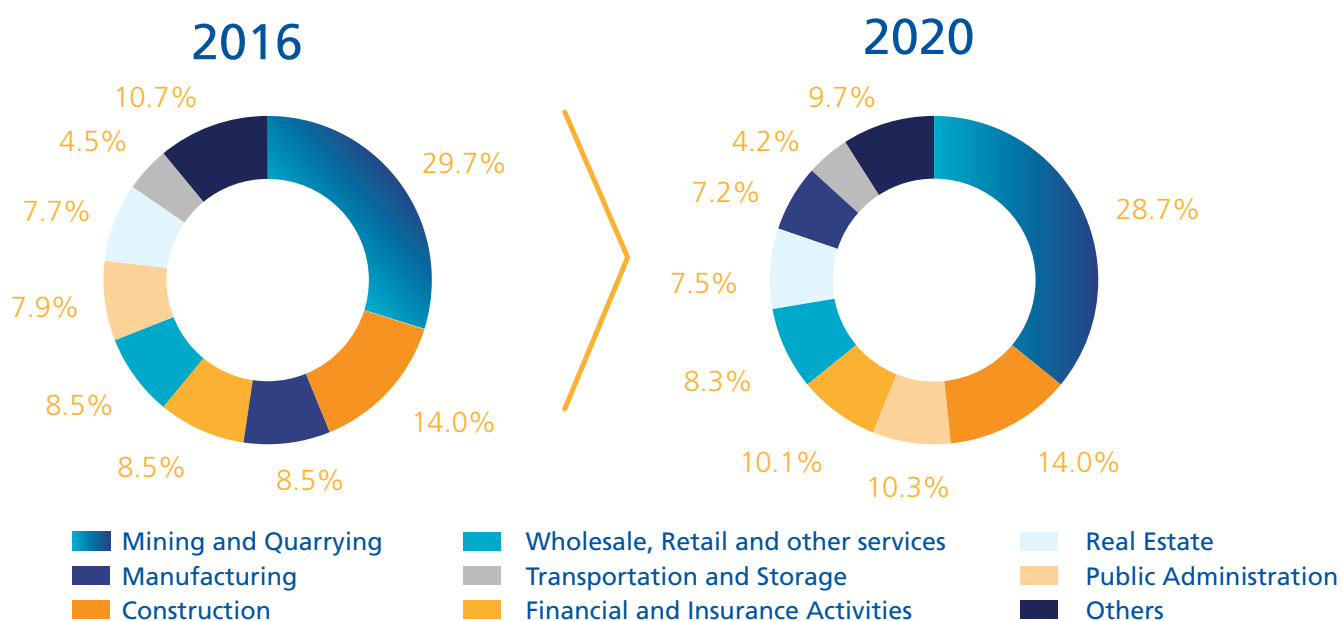
3rd largest reserves and 2nd largest exporter of natural gas



Source

British Petroleum Statistical Review of World Energy (June 2021)

Development of GDP composition (current prices) 2016-2020⁽¹⁾



Source

1. Qatar Planning and Statistics Authority

2 Doha Bank Overview

- Founded in 1979
- Listed on the Qatar Stock Exchange
- Full branch operations in Qatar, UAE (Dubai and Abu Dhabi), India (Mumbai, Chennai and Kochi) and Kuwait
- Largest international network of representative offices among Qatari banks: China (Shanghai and Hong Kong), Canada, Turkey, Singapore, Germany, Japan, 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 460,000 customers⁽¹⁾
- 24 Domestic Branches, 3 E-Branches / 2 Branch Pay Offices, 86 ATMs, and 1 Mobile ATM

Note

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

Strong ratings profile underpinned by highly rated sovereign

Agency	Category	Ratings	Outlook
Doha Bank			
Moody's	Bank Deposit Ratings LT	Baa1	Stable
Fitch	Issuer Default Rating LT	A ⁽²⁾	Stable
Qatar Sovereign			
Moody's	Counter Party Risk LT	Aa3	Stable
Fitch	Issuer Default Rating LT	AA-	Stable
S&P	Counter Party Risk LT	AA-	Stable

Note

2. Fitch on 21/10/2021 placed the Qatari Banks on rating watch negative (RWN)

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 | | |

Largest international network of representative offices among Qatari banks

Key Credit Highlights

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

2 | Well-experienced Executive Management team

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

4 | Improved funding diversification during Q1 2021, with a 5-year bond issuance and a 3-year (including one-year option) Term Loan Facility.



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



Doha Bank is Structured in Four Business Units and Holds 100% of 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
30 Sep 2021
(QAR million)
2,137

Assets
30 Sep 2021
(QAR million)

57,099
55.2% 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
30 Sep 2021
(QAR million)
287

Assets
30 Sep 2021
(QAR million)

5,152
5.0% of
total assets



International

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

Total income

30 Sep 2021
(QAR million)

96

Assets

30 Sep 2021
(QAR million)

4,744

4.6% of
total assets



Treasury and Investments

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

Total income

30 Sep 2021
(QAR million)

543

Assets

30 Sep 2021
(QAR million)

28,203

27.3% of
total assets



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

Gross Written Premiums |

30 Sep 2021
(QAR million)

44

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 started to see a decrease in the number of positive cases and has had a high rate of infection from COVID-19; the total number of deaths reported is 601 as of 30 September 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 the bank meeting the criteria; and
- Point-of-Sale and ATM withdrawal fees

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

- deferred payments 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 eighteen-months – **due to expire by 31 December 2021** – 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 the 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 during the short term.

The 5 Rs stand for:

- Rationalisation;
- Revenue enhancement;
- Restructuring;
- Remedial management; and
- Remodeling of business.

The Bank in 1Q21, successfully closed a bond transaction and agreed to a Term Loan Facility further strengthening its funding base.

The Bank had asset quality issues arise from the blockade with reference to the GCC exposures. Post blockade the Bank is re-evaluating the business opportunities and its regional branch strategy and remodeling the same in line with current realities.

- Over the past couple of years, the Bank has taken a prudent approach in terms of scaling down the GCC exposures; and locally, 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.

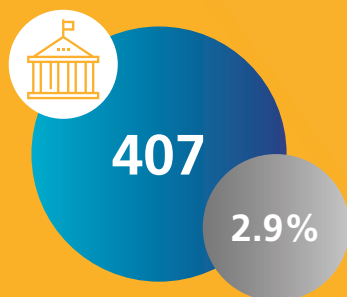
Coronavirus (COVID-19 Response)

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

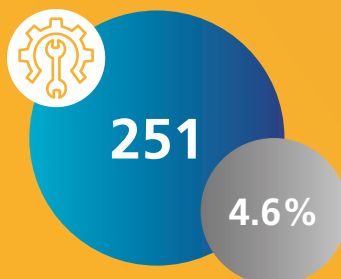
Long-standing Experience of Lending to Qatar's Key Sectors with Good Insights

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

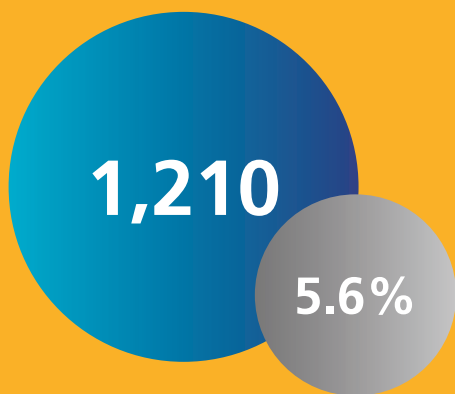
Government Loans



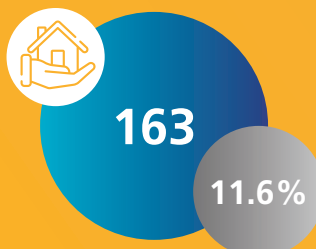
Services



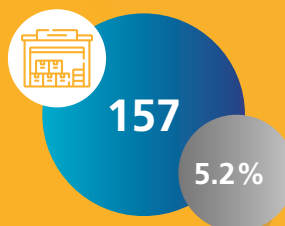
Total Loans



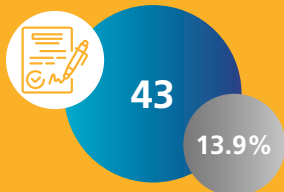
Real Estate Loans



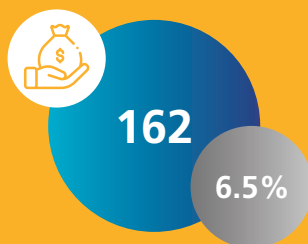
Retail Loans



Contract Financing



Trade Loans



Note

Includes Non-Banking Financial Institution

— Doha Bank market share as of 30 September 2021

— Loan market size as of 30 September 2021

Source

QCB Banks Monthly Statements

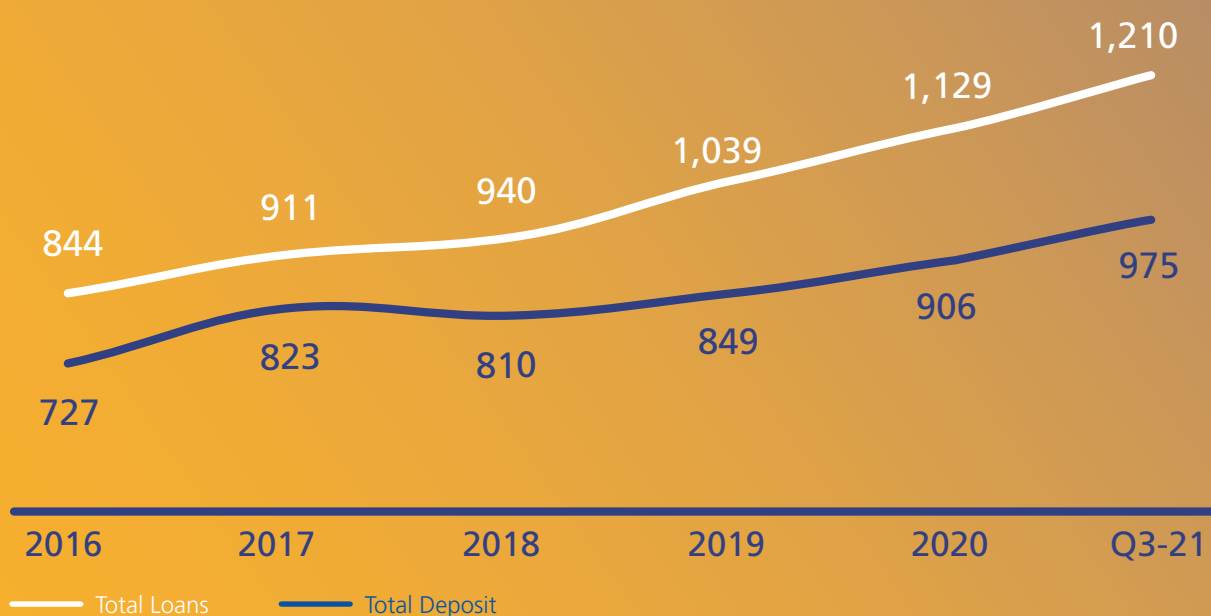
Historical loan market size (QAR billion) 'major sectors' and Doha Bank's market share (%)

	Q3 2021		2020		2019		2018		2017	
	System	DB	System	DB	System	DB	System	DB	System	DB
Government Loans	407	2.9%	372	3.1%	334	2.2%	360	1.0%	315	1.6%
Services	251	4.6%	228	5.0%	209	5.6%	135	4.7%	125	5.4%
Real Estate Loans	163	11.6%	154	12.6%	149	12.3%	147	12.4%	135	10.8%
Retail loans	157	5.2%	148	5.3%	138	6.1%	124	7.2%	121	9.0%
Trade loans	162	6.5%	151	7.5%	136	9.5%	73	16.1%	72	13.4%
Contract Financing	43	13.9%	40	13.8%	37	27.2%	40	27.4%	40	26.5%
Total loans	1,210	5.6%	1,129	6.1%	1,039	6.8%	911	6.9%	844	7.3%

Source

QCB Banks Monthly Statements

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



Source

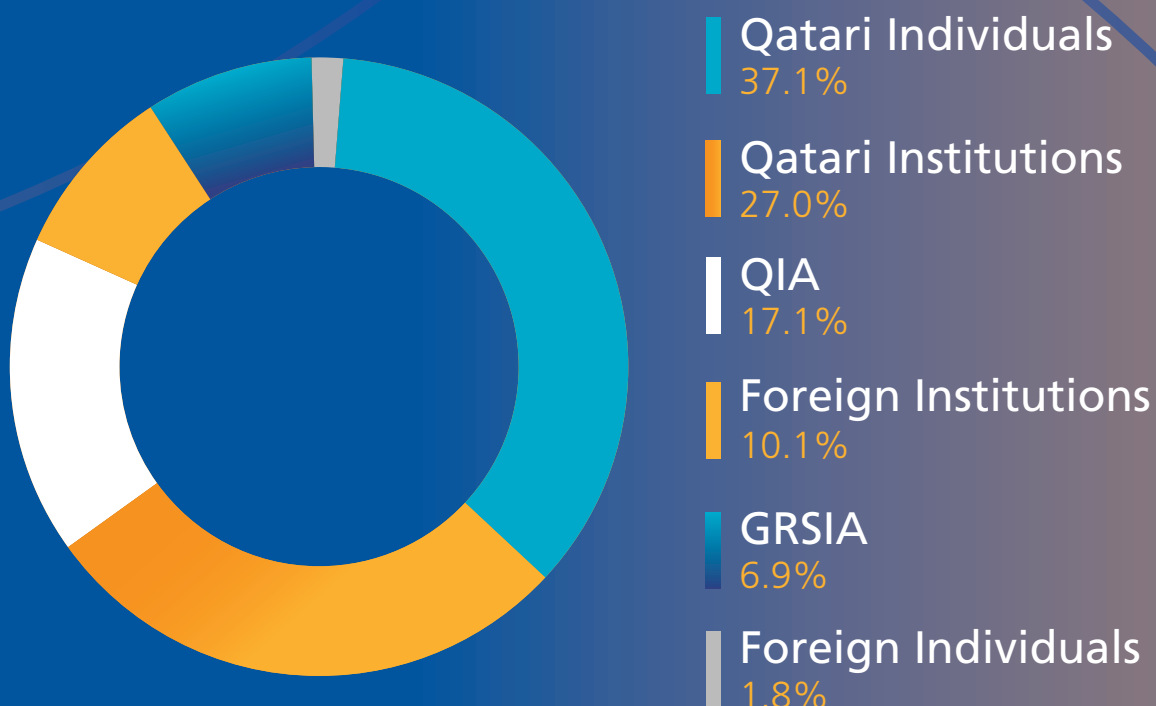
QCB Quarterly Statistics Bulletin

Doha Bank Overview

Share price and market capitalization

	Date	Value
Last Price	30-Sep-21	2.865
52-Week High	29-Jul-21	2.950
52-Week Low	12-Jan-21	2.184
Current Market Capitalization	Qatari Riyals Mn	8,883
	USD Mn	2,439

Diversified shareholder base and strong support⁽¹⁾



1. State of Qatar participation at 24% shared by QIA & General Retirement Social Insurance Authority via the 'Civil Pension Fund'; (Qatar Stock Exchange as on close 30 September 2021)

Key Ratios	2017	2018	2019	2020	Q3 2021
Total equity to total asset	15.8%	13.3%	12.3%	13.3%	14.0%
Net loans to total asset	64.0%	62.3%	60.8%	63.2%	62.7%
Net loans to total deposit	100.6%	107.3%	112.5%	118.8%	108.3%
Non-performing loans	3.61%	5.84%	5.81%	5.98%	5.83%
Cost of Risk	1.00%	1.59%	1.78%	2.09%	1.68%
Cost to Income	37.4%	35.6%	33.6%	29.5%	28.1%
Net Interest Margins	2.50%	2.24%	1.98%	2.25%	2.56%
Risk Weighted Assets (QAR Mn)	78,886	77,173	79,287	71,908	71,698
CET1 Ratio	12.30%	10.66%	11.53%	13.04%	13.08%
Tier 1 Ratio	17.37%	15.84%	16.58%	18.61%	18.66%
Capital Adequacy Ratio	17.51%	17.01%	17.75%	19.75%	19.81%

The Rise of Digital Transactions

Significant Growth in E-commerce



- Online Payment Gateway (OPG) 2021 by year-on-year of number of transactions has increased by 14%
- OPG transaction volumes by year-on-year has increased by 42.37%

Shift to Digital



- 87% of customer transactions are performed through digital and self-service channels (September 2021). The digital and self-service channels include Online / Mobile Banking, ATMs, Bulk Cash deposit and cheque deposit machines
- Active Online and Mobile Banking users have increased by 29% in the last 2 years

Branch Transaction Off-loading



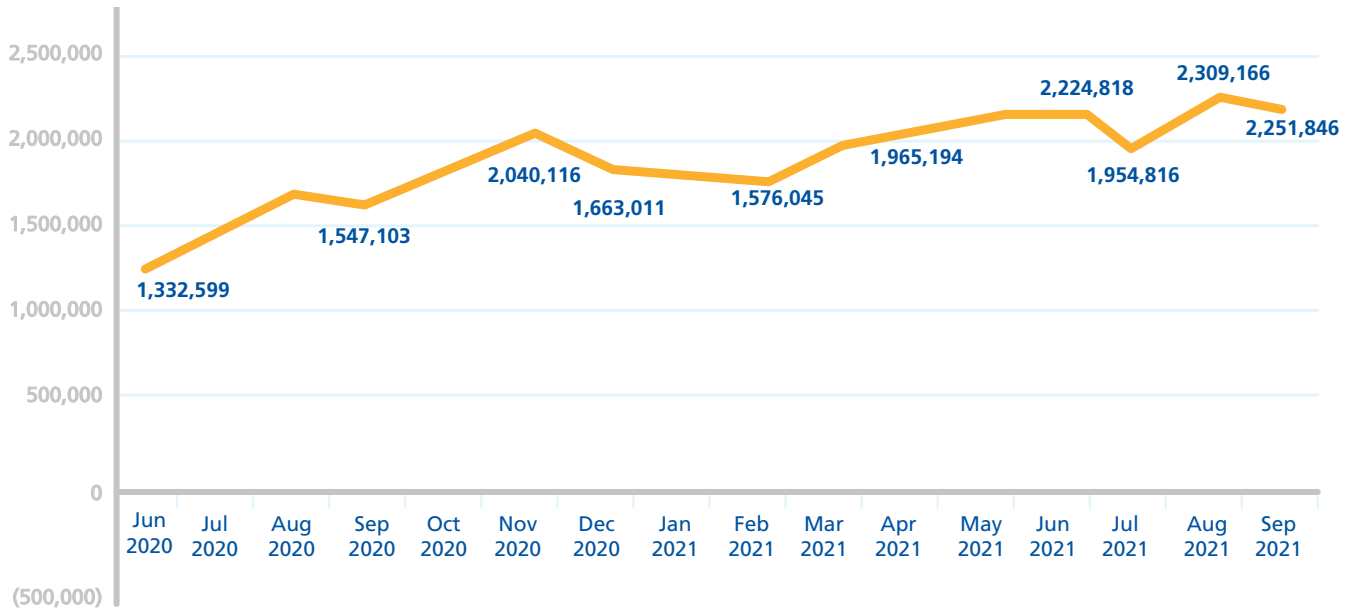
- Download IBAN Certificate, stamped and signed account statements through Online and Mobile Banking
- Customers can update their KYC information through digital channels easily

Innovative Payment Solutions

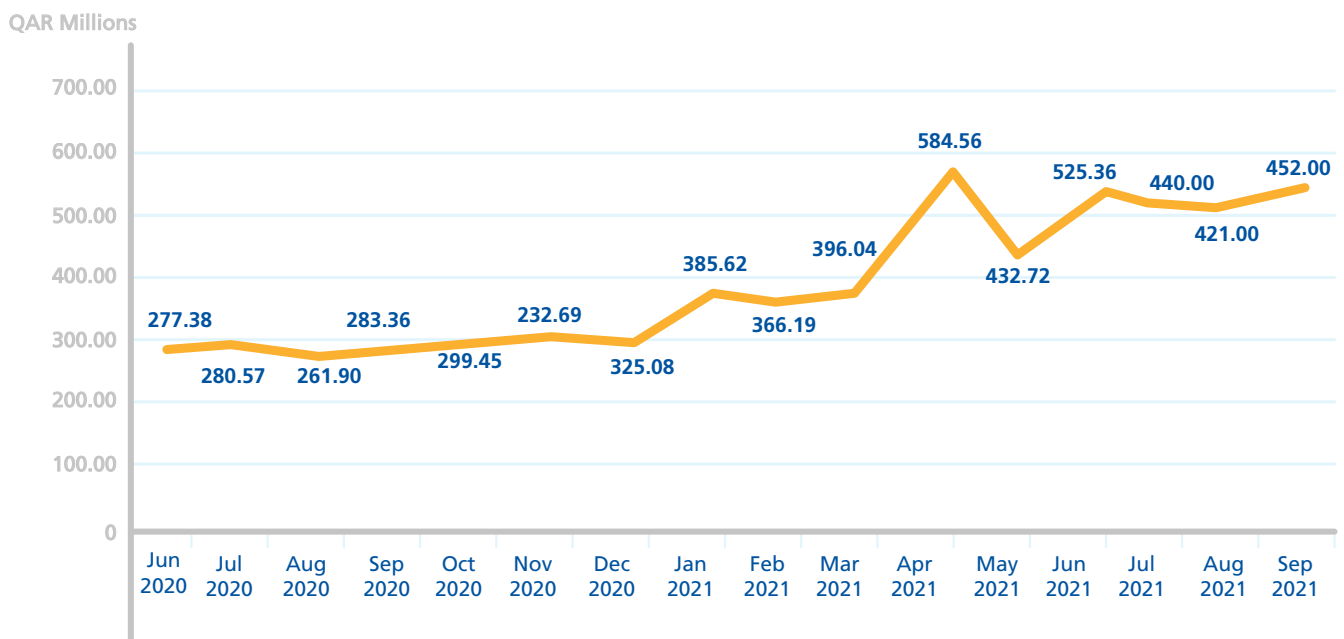


- Doha Bank is the first bank in CEMEA region to implement Smarter STIP for Doha Bank's Via credit cards. Smarter STIP uses advanced AI to deliver a more seamless experience for consumers when service disruption affects the network.
- Launched 'Doha Pay' – Doha Bank's Digital Wallet to offer QR Code Payments at selected merchants. In addition to (P2P) Person 2 Person money transfers.

OPG Number of Transactions



Total Transaction Volume



Wholesale Banking – Digitization Update

Significant Growth in Online Transactions



- Local Fund transfer – Online transaction ratio has improved from 63% to 74% year-on-year.
- International Fund Transfer - Online transaction ratio has improved from 29% to 45% year-on-year.

This exponential increase is a function of 3 variables:

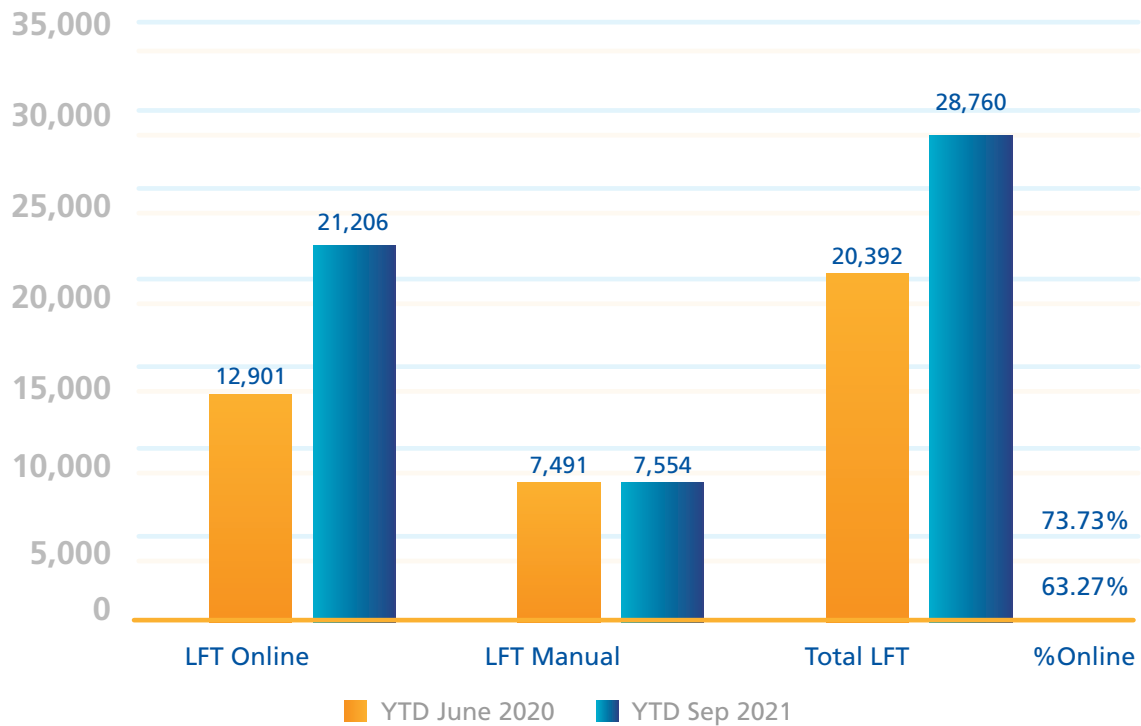
1. Increase in online penetration,
2. Growth in overall output and volumes and
3. Implementation of the revised tariff of charges.

Other Digitization Updates

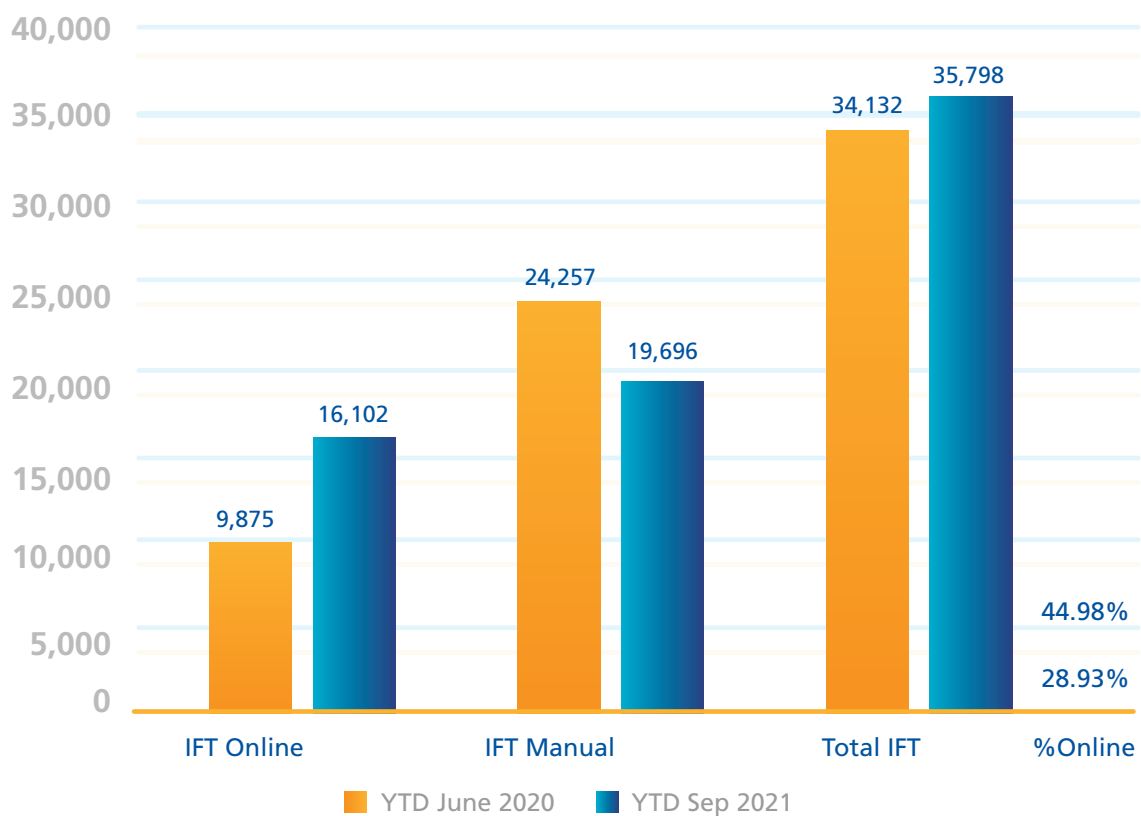


- 3 Bulk Cheque and Cash deposit machines deployed at branches to support self servicing model, another 2 machines in pipeline.
- Remote Cheque Deposit proposition has been approved and is with the Procurement team for Vendor engagement. This will provide clients with an option of depositing cheques from the comfort of their office.
- E-Trade is in Pilot Roll-out with a select group of clients. With this development, clients would be able to initiate their LC and LG transactions online.
- Electronic forms for cash management and trade have been put in production and are now available on the Doha Bank website for client use. This will facilitate clients with easier execution of their transaction applications.
- Several other initiatives are currently underway, aimed at automation, digitization and facilitating clients with end-to-end solutions around their Trade, Payments and Cash management requirements.

Local Funds Transfer (LFT)



International Funds Transfer (IFT)



Doha Bank is Committed to Environmental, Social and Governance (ESG) Sustainable Practices

Doha Bank began the publication of its annual sustainability disclosure statements in 2009.

Doha Bank's sustainability reporting has always been 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 included in 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 well into the future as we build upon our growth trajectory as a domestic, regional and international institution.





Achieved a score of 100% for the QSE Sustainable Stock Exchanges initiative for the years 2018 – 2021.

<http://qse.arabsustainability.com/>



On 21 June 2021, Doha Bank received a FTSE ESG Rating of 2.60 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.



On 5 May 2021, 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.

WE SUPPORT



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

[https://www.unglobalcompact.org/what-is-gc/participants/-132027 Doha-Bank-Q-P-S-C-](https://www.unglobalcompact.org/what-is-gc/participants/-132027-Doha-Bank-Q-P-S-C-)

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 a superior customer experience using technology, innovation, and embrace of a wider partner ecosystem.



Values

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



Guiding principles

Customer Experience

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

Empowerment and Accountability

"Empower our employees to make decisions"

Talent Management

"Hire, train and retain the best-in-class talent"

Cost Reduction

"Optimize cost to improve margin and efficiency"

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"

Digitization, Automation, and Innovation

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

3 Operational and Financial Highlights

Financial Summary

Profitability (QR Mn)	30-Sep-21	30-Sep-20	Chg Y/Y
Interest Income	2,686	2,866	-6.3%
Interest Expense	(751)	(1,165)	-35.5%
Net Interest Income	1,935	1,702	13.7%
Fees and Commission	222	247	-10.1%
Foreign Exchange Gain	115	76	52.2%
Income from Investment Securities	40	139	-71.2%
Net Income from Insurance Activities	5.6	12	-52.9%
Other Income	26	12	112.9%
Net Operating Income	2,344	2,187	7.1%
Staff Cost	(346)	(336)	3.0%
Non-Staff Cost	(312)	(339)	-7.9%
Net Impairment Loss	(789)	(739)	6.8%
Tax	(3.8)	(1)	239.8%
Net Profit	892	772	15.6%

Source
Company financials

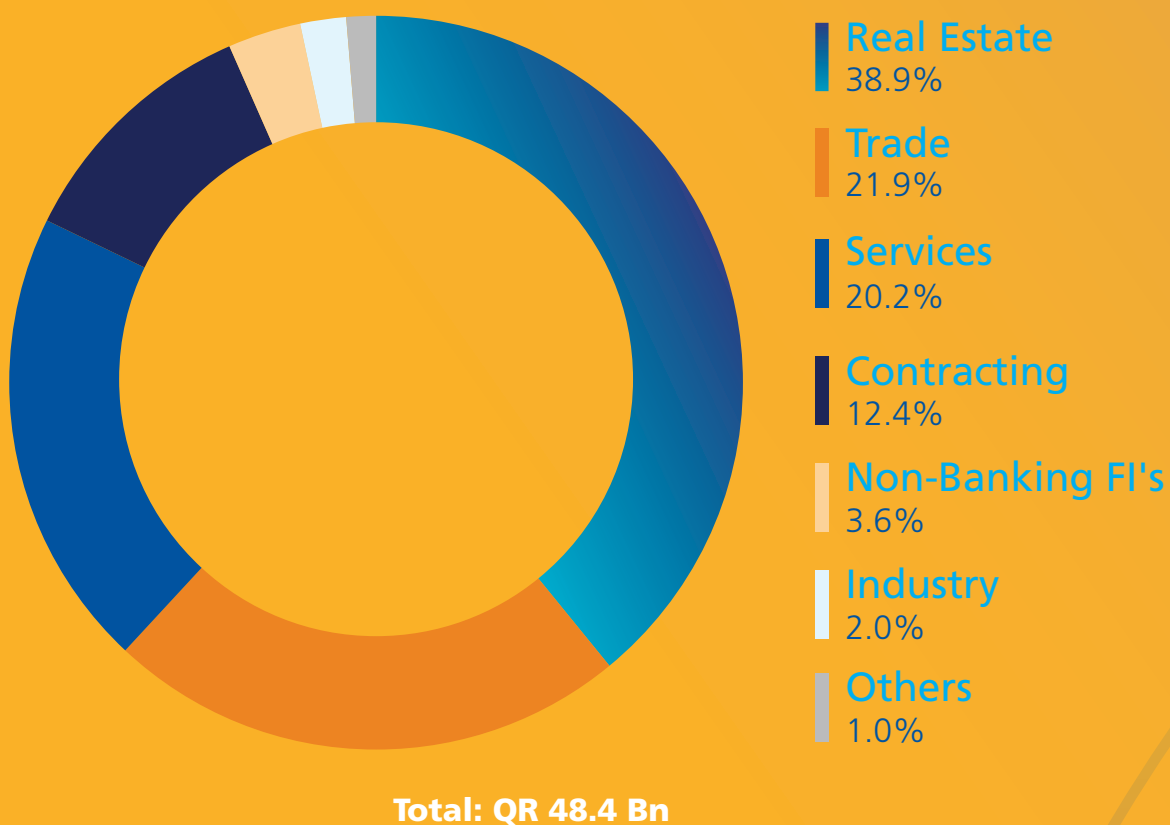
Assets and Liabilities (QR Mn)	30-Sep-21	30-Sep-20	Chg Y/Y
Total Assets	103,420	106,457	-2.9%
Loans and Advances	64,836	63,134	2.7%
Investments	24,526	25,419	-3.5%
Customer Deposits	59,891	55,822	7.3%
Total Equity	14,452	13,764	5.0%

Capital	30-Sep-21	30-Sep-20	Chg Y/Y
RWA (QR Mn)	71,698	74,418	-3.7%
CET 1 Ratio (%)	13.08%	11.85%	10.3%
T1 Ratio (%)	18.66%	17.23%	8.3%
Total Capital Ratio (%)	19.81%	18.38%	7.8%

Minimum regulatory ratios for 2021: 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 September 2021



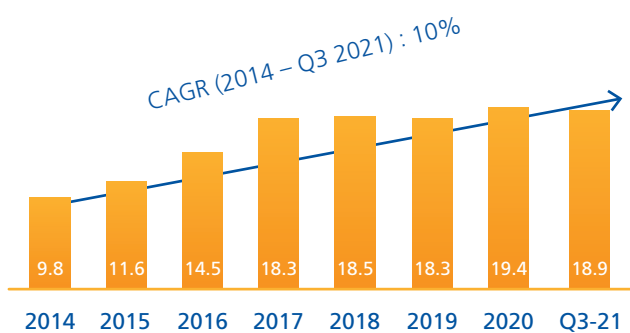
Comments



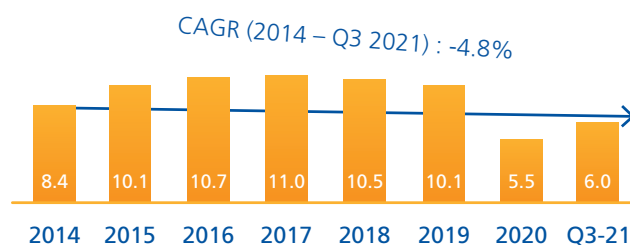
- A significant contributor to the total income of Doha Bank
- Evolved to become one of the core competencies of the Bank and will be one of the major growth areas of the Bank
- Targets local and international companies
- Well diversified portfolio focused on private sector



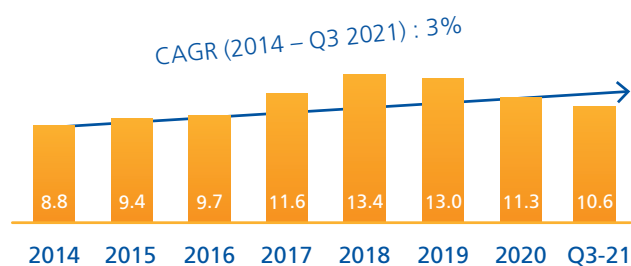
Loans (QR Bn)



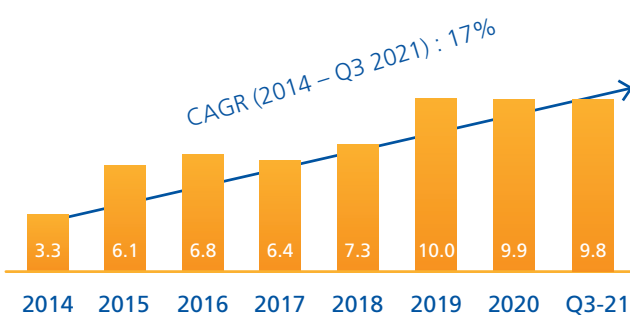
Real Estate



Contract Financing



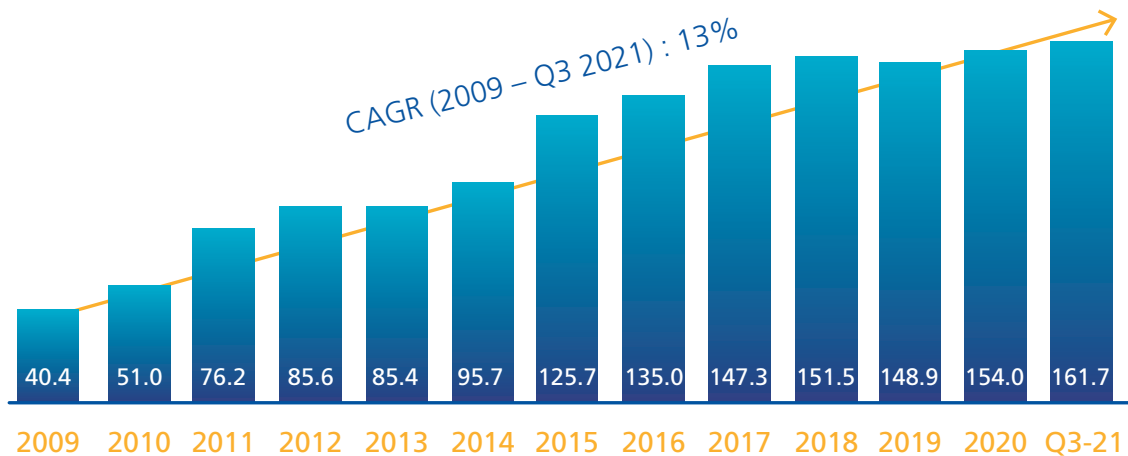
Trade



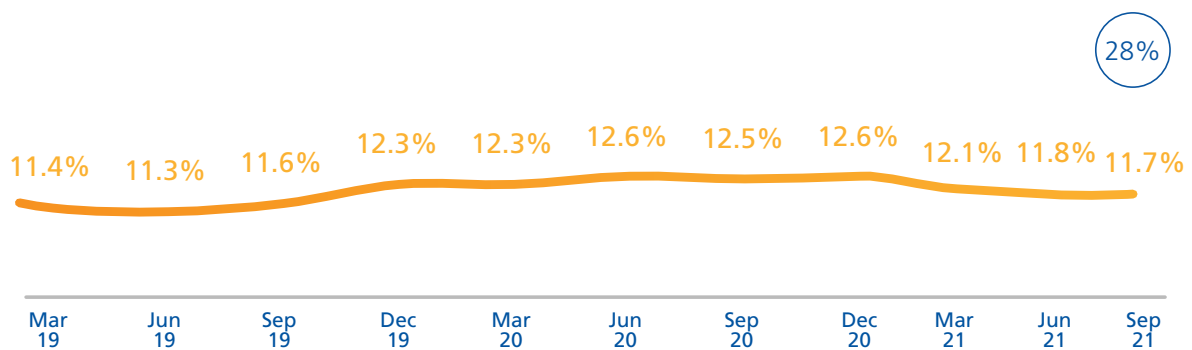
Services

Real Estate

Qatar market real estate loans (QR Bn)



Real estate market share development

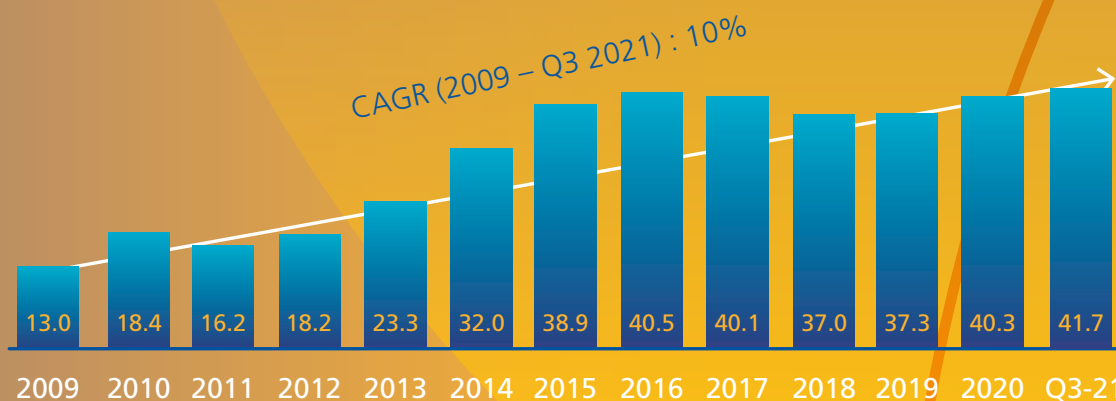


— Market Share (%) of total Sep 2021 loans portfolio

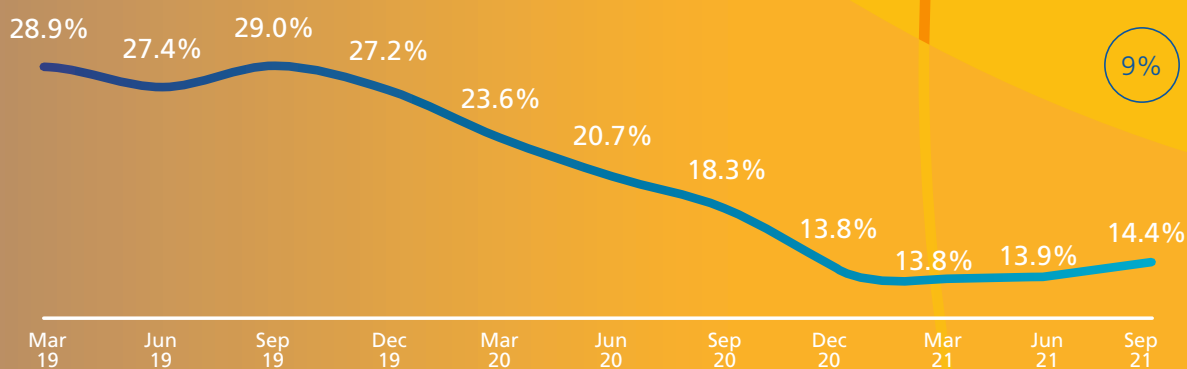
- Conservative regulatory environment with well-defined real estate lending limits
- Loan portfolio is highly collateralized at circa 167%

Contract Finance

Qatar market contract financing loans (QR Bn)



Contract financing market share development

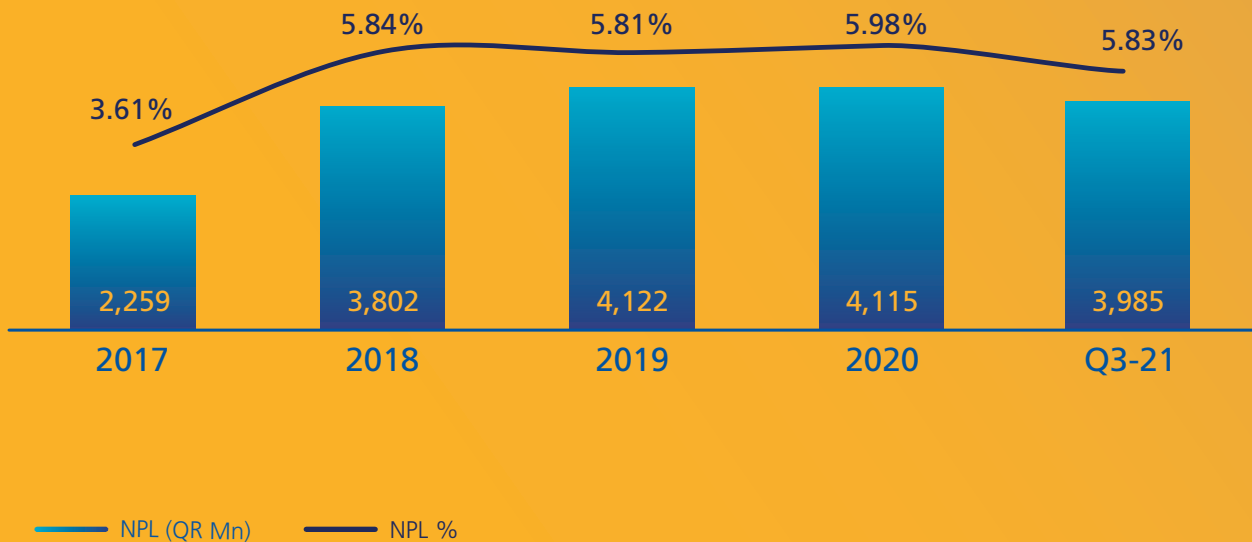


— Market Share (9%) of total September 2021 loans portfolio

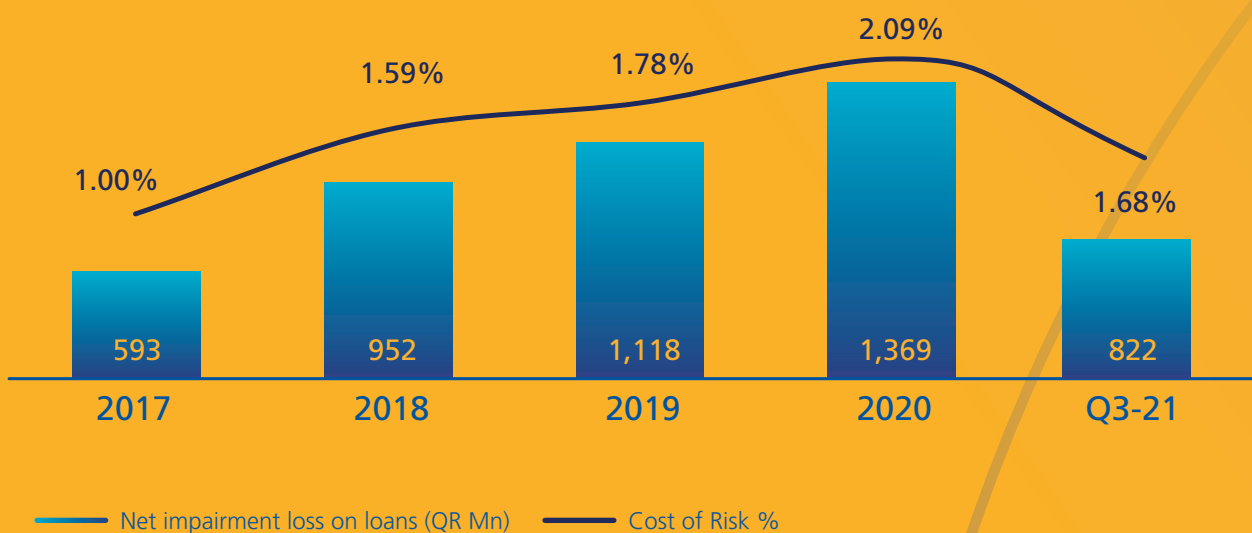
- Doha Bank is working diligently to mitigate risks and reduce exposure to the sector of Contract Finance

Credit Quality

NPL evolution



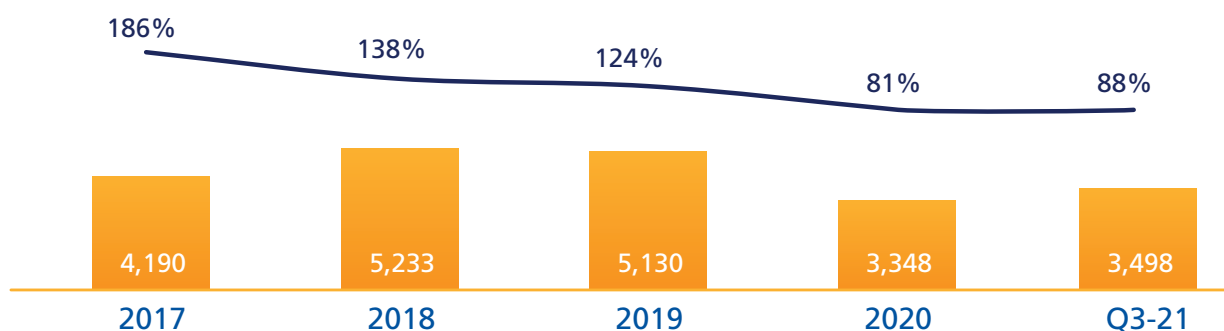
Net impairment loss on loans and cost of risk⁽¹⁾



Note

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

Total Reserves⁽²⁾ for loans and advances divided by impaired loans



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

Note

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

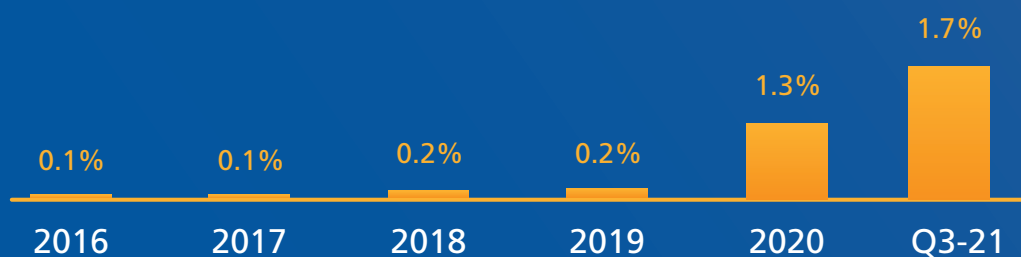
	Q3-2021				Q3-2020
	Stage 1	Stage 2	Stage 3	Total	Total
Opening Balance of ECL / impairment - as at 1 January					
Loans and Advances to Customers ⁽³⁾	138.2	988.2	2,221.4	3,347.8	5,129.6
Investment Securities (Debt)	8.9	42.4	6.5	57.8	41.7
Loan Commitments and Financial Guarantees	15.1	22.2	171.3	208.7	244.2
Due from Banks and Balances with Central Banks	1.7	0.3	-	2.0	8.5
	164.0	1,053.1	2,399.2	3,616.3	5,424.1
Closing Balance of ECL / impairment - on 30 Sept.					
Loans and Advances to Customers ⁽³⁾	122.1	1,089.3	2,286.8	3,498.3	4,225.1
Investment Securities (Debt)	9.4	32.0	6.5	47.9	67.3
Loan Commitments and Financial Guarantees	8.9	14.1	189.3	212.2	247.9
Due from Banks and Balances with Central Banks	2.6	2.1	-	4.7	14.7
	143.1	1,137.4	2,482.6	3,763.1	4,555.2

Note

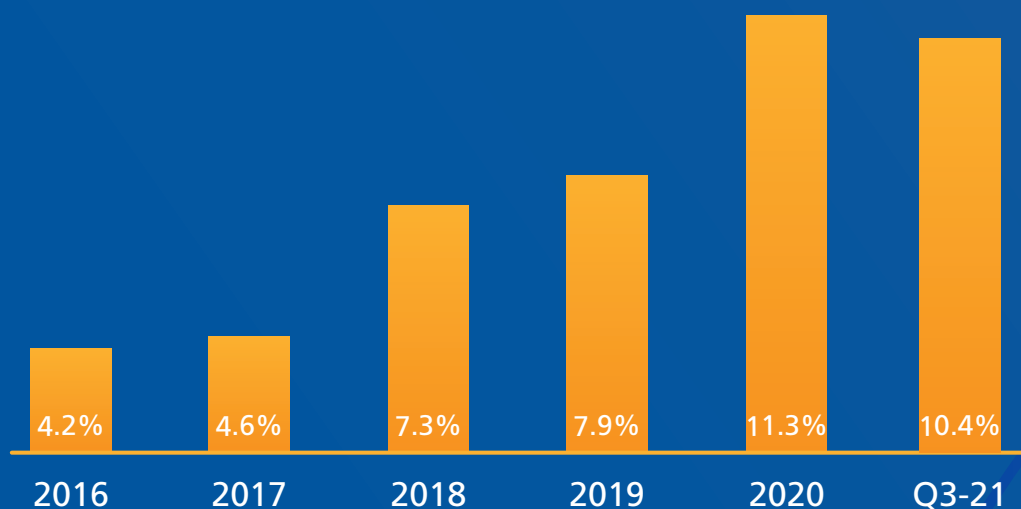
3. Stage 3 provision includes interest in suspense

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

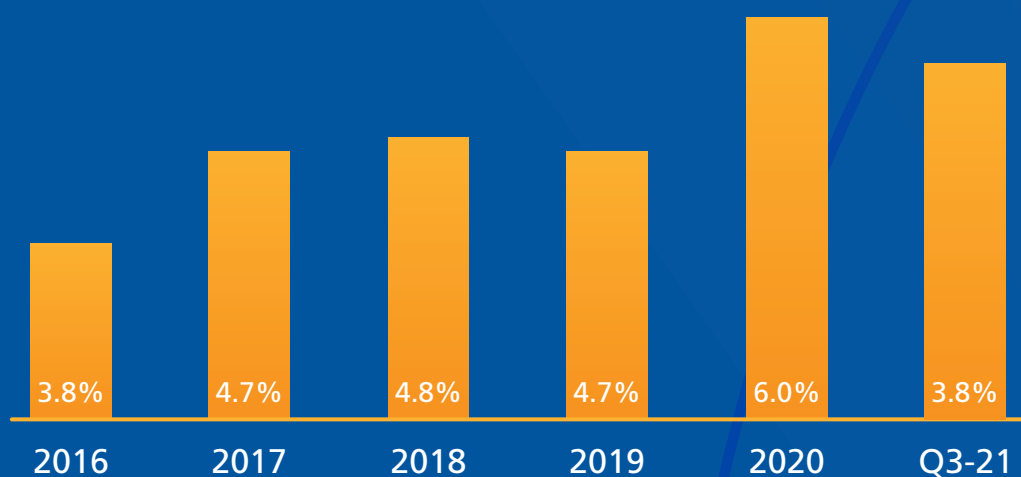
Real Estate



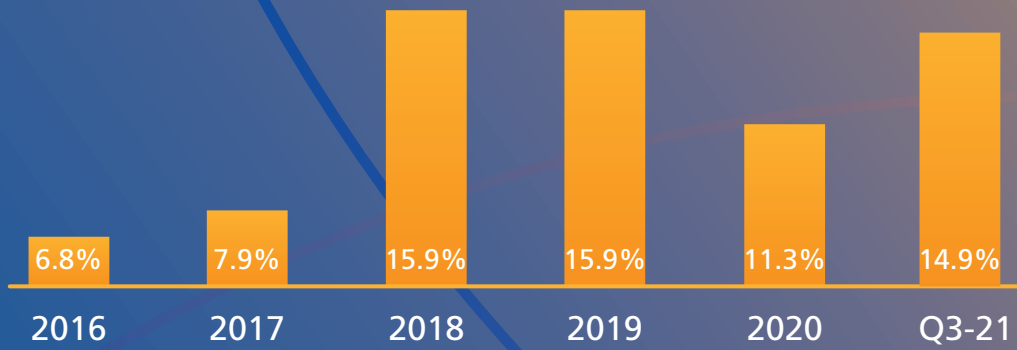
Corporate



Retail



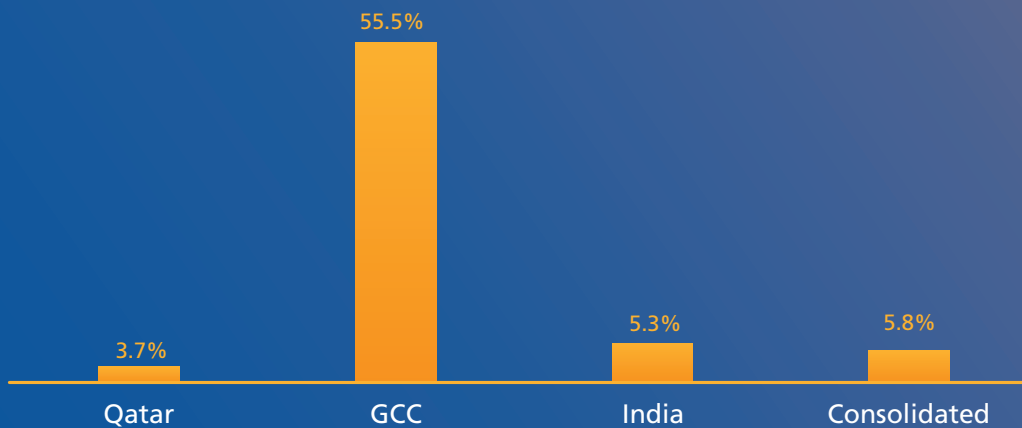
Contracting



Comments



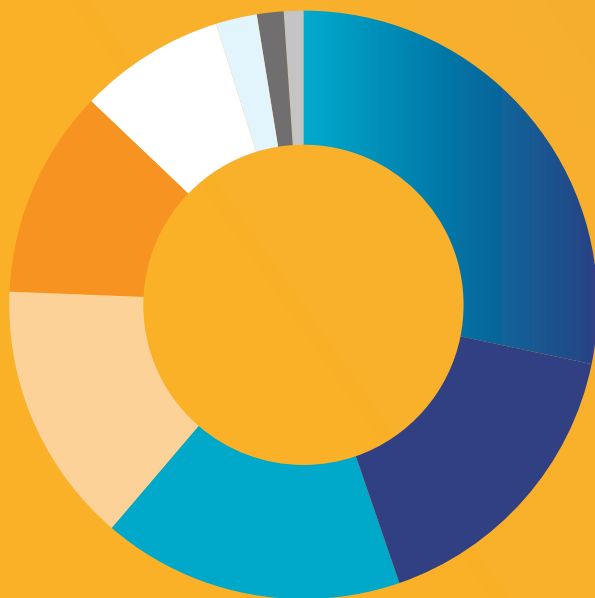
- GCC branches showing significantly high NPL%
- High Corporate and Contracting NPL% mainly attributable to exposure from GCC branches
- Qatar operation's NPL% remains low to stable



Diversified Loans and Deposits

By Sector – September 2021

Loans



Real Estate	27.6%	Contract Financing	8.8%
GRE's	17.2%	Non-banking FI's	2.6%
Trade	15.5%	Industry	1.4%
Services	14.3%	Others	0.7%
Retail	11.9%		

Net loans: QR 64.8 Bn

Deposits



Corporate	45.8%
GRE's	33.1%
Individuals	19.4%
Non-banking FI's	1.7%

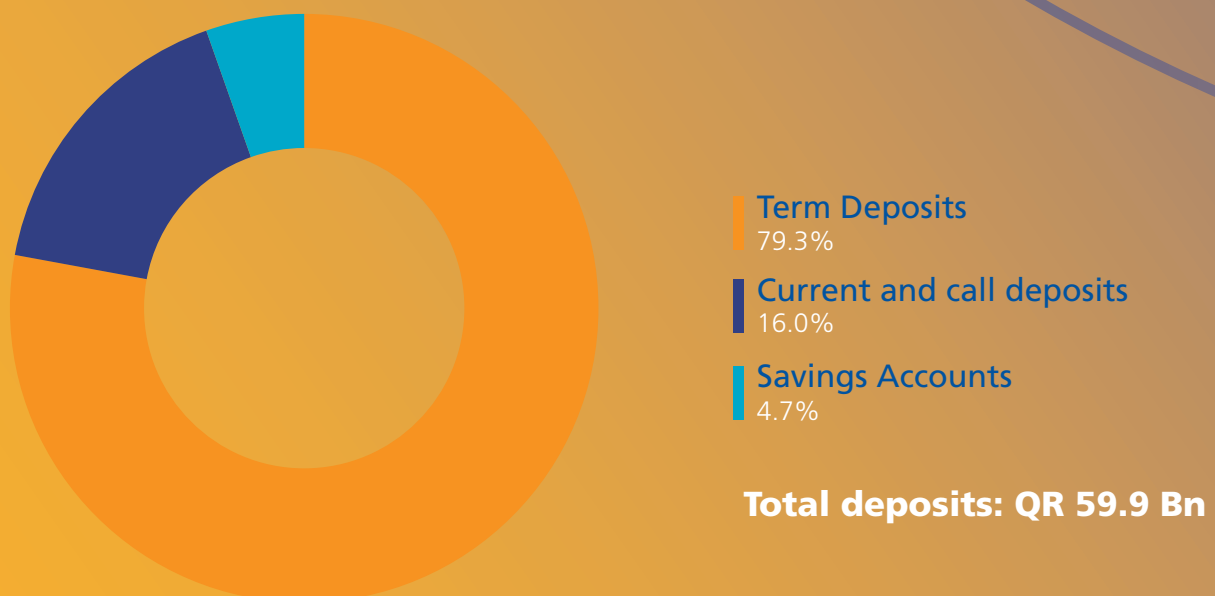
Total deposits: QR 59.9 Bn

By Type – September 2021

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 a portfolio of high-quality liquid assets.

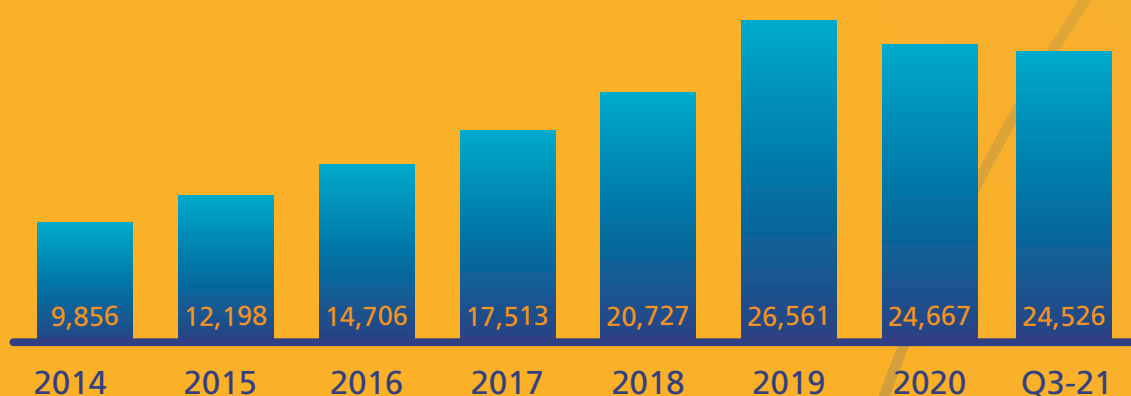
Investment Book

Portfolio Overview



- Conservative investment philosophy
- Low hard limits for discretionary trading / investments
- Majority of portfolio in local sovereign fixed income, Qatar 80.0% and Qatar banks 8.8%
- Fixed Income Holdings – Average purchase yield 3.65%, Bond average Duration – c.4.82 years / Net Modified Duration – c.3.07 years
- Currently the portfolio contains QR 5.42 Bn of encumbered assets. The repo borrowing are at a weighted average cost of 0.77%
- Equity, AT1 and other fund exposures stands at QR 806.6 Mn + QR 26.3 Mn Mutual Funds
- Conservative investments limits linked to Tier 1 capital as per QCB; total investment 19.18% total outside Qatar 13.88% unlisted inside 0.19% and unlisted outside 0.41%

Investment Portfolio – Evolution (QR Mn)



Note

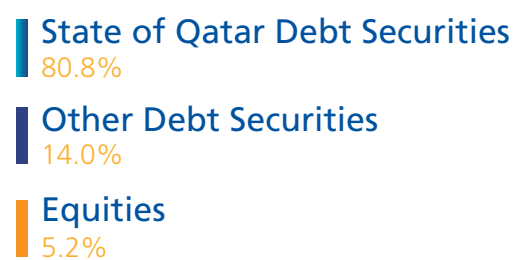
Figures are sourced from Annual Reports & Quarterly Financials

Investment Portfolio Breakdown – September 2021 (%)

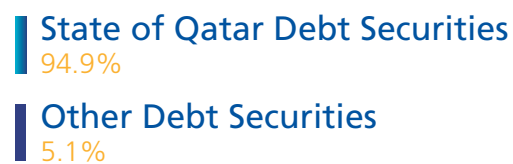
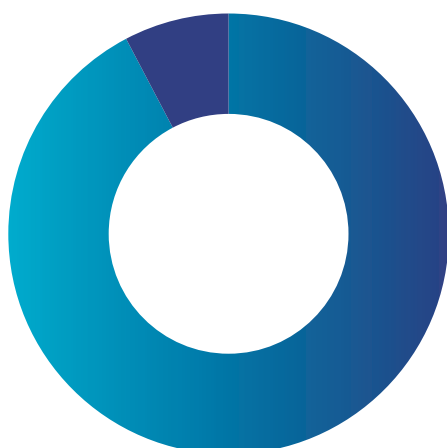
Total (QR24,526 Mn)



FVOCI (QR15,583 Mn)

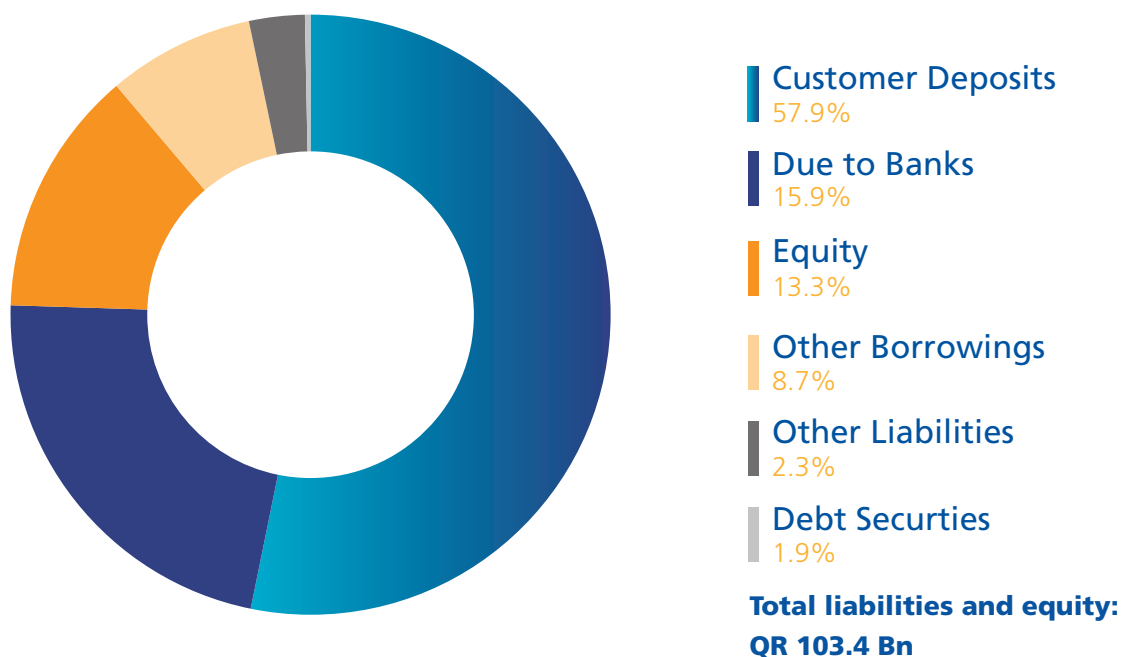


Amortized Cost (QR8,891 Mn)

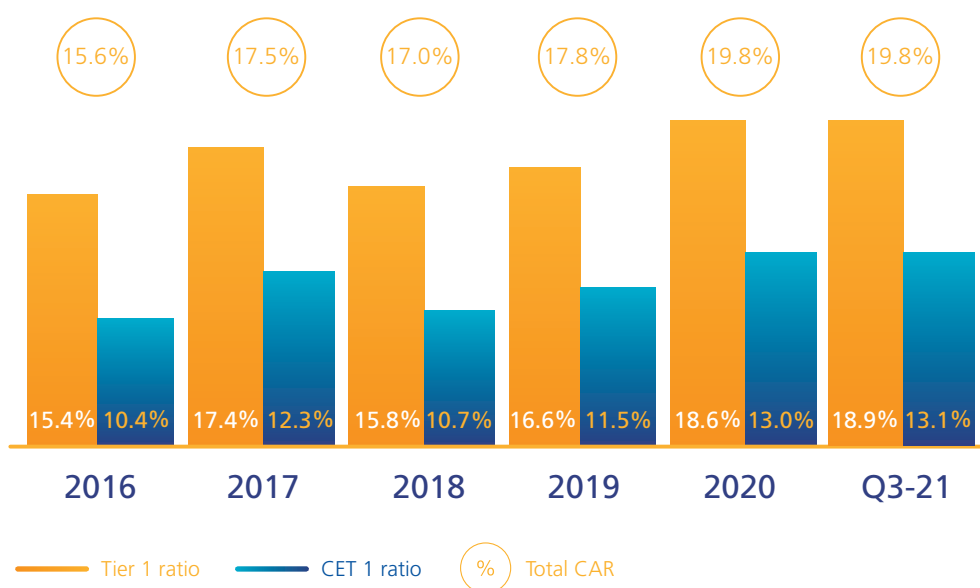


Liquidity and Capitalization

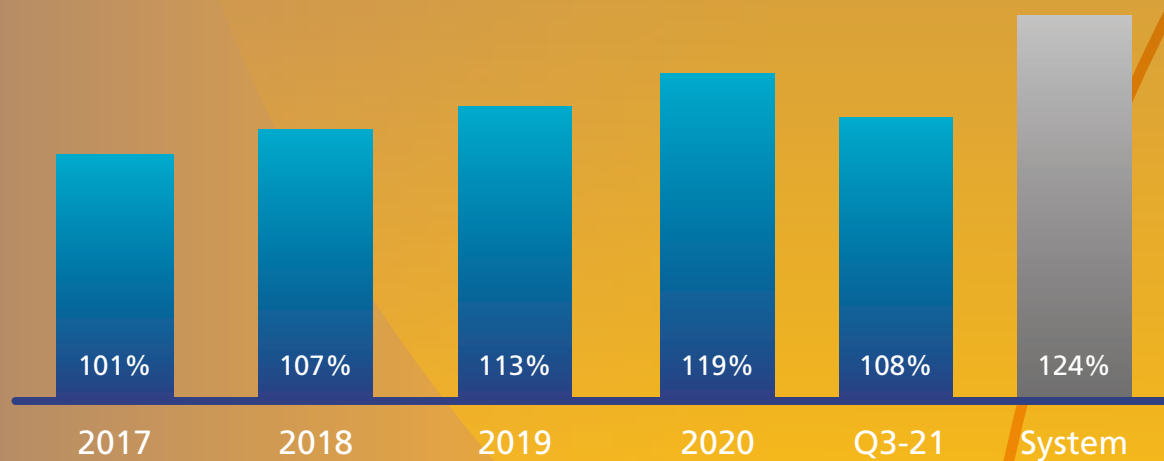
Funding Mix – September 2021



Evolution of Capital Ratios

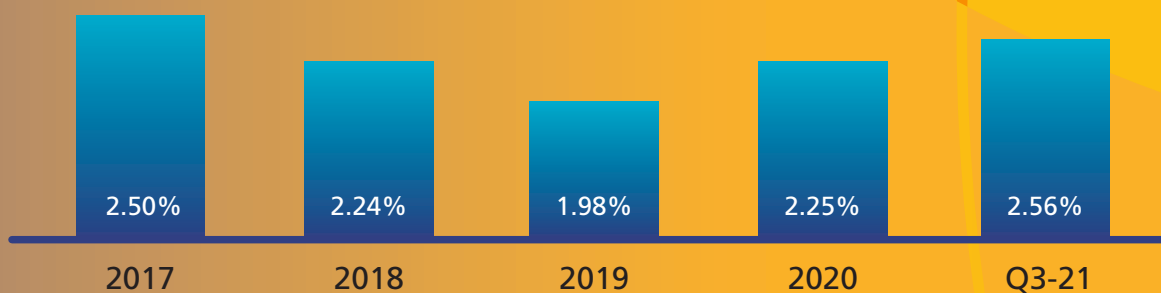


Loan to Deposit Ratio (%) – September 2021



— Doha Bank — Qatar banking system as at 30 September 2021

Net Interest Margin – September 2021



Comments



- Doha Bank has a strong and stable funding base with a mixture of retail, wholesale, interbank, and long-term borrowings.
- Doha Bank extended duration in Q1 with a \$500mn bond issuance and execution of additional syndicated borrowings. As a result, unencumbered securities increased QAR 2.2bn.
- The Bank maintains holdings of QR21.0 Bn of State of Qatar bonds

Sustainable Performance

	First Bank Live in CEMEA with Smarter Stand-In Processing (STIP)	Visa	2021
	Best Digital Bank Qatar	World Economic Magazine Awards	2021
	Best Digital Payment App 'Doha Pay'	World Business Outlook Awards	2021
	Best Commercial Bank Qatar	World Business Outlook Awards	2021
	3G Excellence in Financial Services Award	Global Good Governance (3G) Awards	2021
	Fastest Growing Mastercard Payment Gateway Services in Qatar	Mastercard	2021
	Best Digital Wallet App Qatar	Global Business Review Magazine Award	2021
	Best Digital Wallet App Qatar	International Business Magazine LLC	2021

	3G Excellence in Corporate Governance Award	Global Good Governance (3G) Award	2021
	Best CSR Bank – Doha Green Bank – Middle East	Business Tabloid Banking & Finance Awards	2021
	Best Trade Finance Provider	Global Finance	2021
	Outstanding Crisis Leadership – Community Award	Global Finance	2020
	The Golden Peacock Global Award for Sustainability	Institute of Directors	2020
	Best Trade Finance Bank	New Age Banking Summit Awards	2020
	Best Digital Bank	Global Economics Awards	2020

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