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**INVESTOR
PRESENTATION
SEPTEMBER 2022**



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Operational and Financial Highlights

1

Net Operating Income
+3.9% QoQ, Net Interest
Income +0.7% QoQ

2

Net Fee & Commission
Income +22.8% year on
year, and +3.9% QoQ

3

Private Sector Loan Growth
-0.6% versus Public Sector
Loan Growth - 69.3% YTD

4

Provision coverage
improves to 64% versus
57% year on year

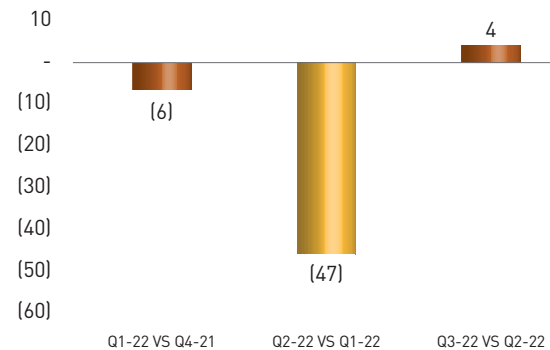
5

Launched 'ESG Bond Committee'
during Q3; the Committee is
authorized to implement a
green bond framework towards
issuance over the medium term

6

NEW 5-year strategy
plan, to be kicked-off
by year end

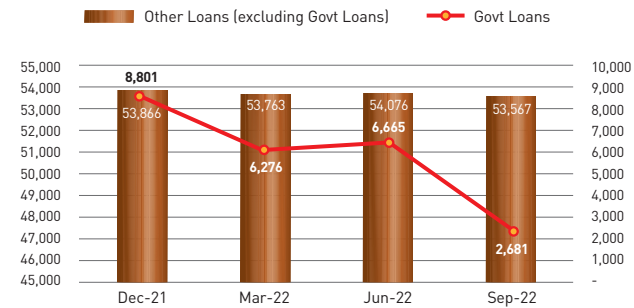
Change in Net Interest Income



Comments

- ✓ Net Interest Income has leveled off during Q3 and versus the drop in Q2
- ✓ The initial drop occurred in Q2 versus Q1 as rates began to rise
- ✓ Funding costs has increased as non-resident deposits are reduced from 46% to 26% as per QCB guidance
- ✓ QCB is fast to reprice liabilities versus assets.

Private versus Public Sector Loan movement



Comments

- ✓ Public Sector volumes topped out in Q2 2021 and we have seen an 85% reduction since then.
 - Public Sector exposure, minimal
- ✓ Private sector loans, post moratorium, we have seen settlements and have added some new assets

Positive developments occurred during Q3 versus Q2

QAR'000	Q2 Jun - 22	Q3 Sep - 22	2022 Incremental Q3 - 22vs Q2 - 22	Change %
Net interest income	596,239	600,360	4,121	0.7%
Net fees and commission income	93,902	97,601	3,699	3.9%
Net income from insurance activities	1,414	9,626	8,212	580.8%
Total other income	20,517	32,320	11,803	57.5%
Net operating income	712,072	739,907	27,835	3.9%
Staff costs	(125,145)	(119,731)	5,414	-4.3%
Net impairment loss on loans and advances to customers	(247,122)	(244,139)	2,983	-1.2%
Net profit	263,534	267,934	4,400	1.7%

Macroeconomic Update

Industrial Production Index – IPI			
Chg Pct Y-o-Y	Aug - 22	Jul - 22	Aug - 21
7.30%	105.80	104.50	98.60
Producer Price Index - PPI			
Chg Pct Y-o-Y	Aug - 22	Jul - 22	Aug - 21
54.25%	167.49	162.34	108.58
Consumer Price Index - CPI			
Chg Pct Y-o-Y	Sep- 22	Aug - 22	Sep - 21
6.03%	105.05	103.78	99.08
Population			
Chg Pct Y-o-Y	Sep - 22	Aug - 22	Sep - 21
13.23%	2,985,029	2,937,800	2,636,078
Purchasing Managers Index – PMI ⁽²⁾			
Chg Pct Y-o-Y	Sep - 22	Aug - 22	Sep - 21
-16.34%	50.70	53.70	60.60

Source | 1) Qatar Planning and Statistics Authority
 | 2) Qatar Financial Centre PMI
 | 3) Investment Promotion Agency Qatar

What happens post the World Cup?

IPA⁽³⁾ Qatar launches first multilingual ‘Guide to Investment’ –

The guide showcases the many benefits of establishing a business in Qatar, under the umbrella of the national economic diversification agenda. Some information provided, includes information on life in Qatar, a detailed overview of Qatar’s territorial taxation system, the guide also provides entrepreneurs and businesses with a comprehensive overview of the country’s integrated business ecosystem, and It highlights the licensing platforms that are available to support their investment journey.

QatarEnergy will become the world’s largest trader of liquefied natural gas (LNG) over the next 5-10 years, stated - *QatarEnergy CEO and Minister for Energy H.E. Saad Al-Kaabi* on October 5, 2022, at the Energy Intelligence Forum – held in London.

North Field Expansion to drive growth over the next 5 years along with many other infrastructure projects that will stretch out to 2030.

High influx of visitors to boost Qatar’s economy post World Cup

We are projecting Qatar to be running a surplus over the next few years, as long as hydrocarbon prices remain elevated.

- For 2022 - Brent has averaged USD94.24, while JKL has averaged USD35.08
- For 2021⁽¹⁾ - current account balance as a percentage of GDP was reported at 14.60%, while Real GDP growth rate came in at 1.6%
 – Brent averaged USD64.70, while JKL averaged USD17.91

Anticipating *normalized* lending growth of 5% from H2-2023 onwards.

Stable economic positioning well into the future	
LNG ⁽¹⁾	Qatar is the 2 nd largest exporter of LNG
Projected real GDP growth IMF ⁽²⁾ WEO	+3.9% in 2022 vs 1.5% for 2021
Significant <i>future</i> government & infrastructure spending	<p>2022 FIFA World Cup – it is projected that the event will welcome a ‘<i>total of cumulative</i>’ visitors of 1.2-1.5 million.</p> <p>2023 World Horticultural Expo, will begin on 14 October 2023 and conclude on the 17 March 2024</p> <p>2024 Qatar selected to host AFC U23 Asian Cup 2024; the decision still needs to be ratified by AFC Executive Committee</p> <p>2024 Pearl Qatar development</p> <p>2025 Qatar to increase liquefaction capacity from 77 million tonnes to 110 million tonnes Hamad Port development Barzan gas field development Hamad International Airport expansion Al Wakrah Expressway project Lusail Development</p> <p>2026 Doha Metro Blue Line</p> <p>2027 Qatar to increase liquefaction capacity from 110 million tonnes to 126 million tonnes</p> <p>2030 Qatar National Vision Asian Games New Doha International Airport</p>

Source | 1) British Petroleum Statistical Review of World Energy 2022
2) IMF April 2022 World Economic Outlook

Doha Bank Overview	
<ul style="list-style-type: none"> • Founded in 1979 • Listed on the Qatar Stock Exchange • Full branch operations in Qatar, the UAE (Dubai & Abu Dhabi), India (Mumbai, Chennai & Kochi) and Kuwait (Kuwait City) • Largest international network of representative offices among Qatari banks: China (Shanghai & 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 490,000 customers⁽¹⁾ • 24 Domestic Branches, 3 E-Branches / 2 Branch Pay Offices, 87 ATMs, 1 Mobile ATM and 1 Mobile ITM 	

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

Largest international network of representative offices among Qatari banks



- | | | |
|-------------------------|------------------------|---------------------------------|
| 1. Qatar | 8. London - UK | 15. Hong Kong - China |
| 2. Dubai - UAE | 9. Frankfurt - Germany | 16. Sydney - Australia |
| 3. Abu Dhabi - UAE | 10. Istanbul - Turkey | 17. Toronto - Canada |
| 4. Kuwait City - Kuwait | 11. Singapore | 18. Johannesburg - South Africa |
| 5. Mumbai - India | 12. Shanghai - China | 19. Dhaka - Bangladesh |
| 6. Kochi - India | 13. Seoul - S. Korea | 20. Colombo - Sri Lanka |
| 7. Chennai - India | 14. Tokyo - Japan | 21. Kathmandu - Nepal |

Strong ratings profile underpinned by highly rated sovereign

Doha Bank

Agency	Category	Ratings	Outlook
Moody's	Bank Deposit Ratings LT	Baa1	Stable
Fitch	Issuer Default Rating LT	A-	Stable

Qatar Sovereign

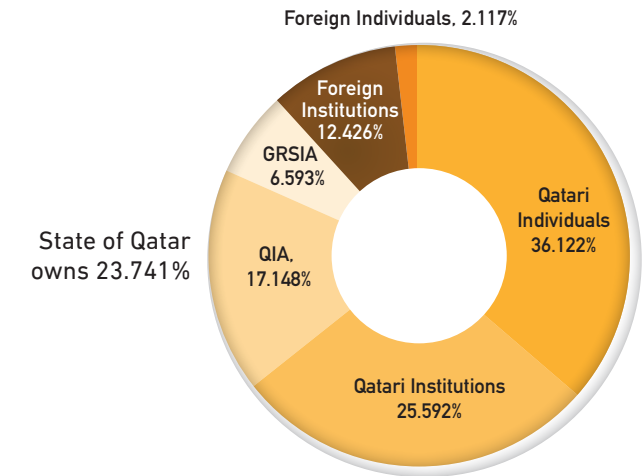
Agency	Category	Ratings	Outlook
Moody's	Counter Party Risk LT	Aa3	Stable
Fitch	Issuer Default Rating LT	AA-	Stable
S&P	Counter Party Risk LT	AA-	Stable

Share performance and diversified shareholder base

Share price and market capitalization

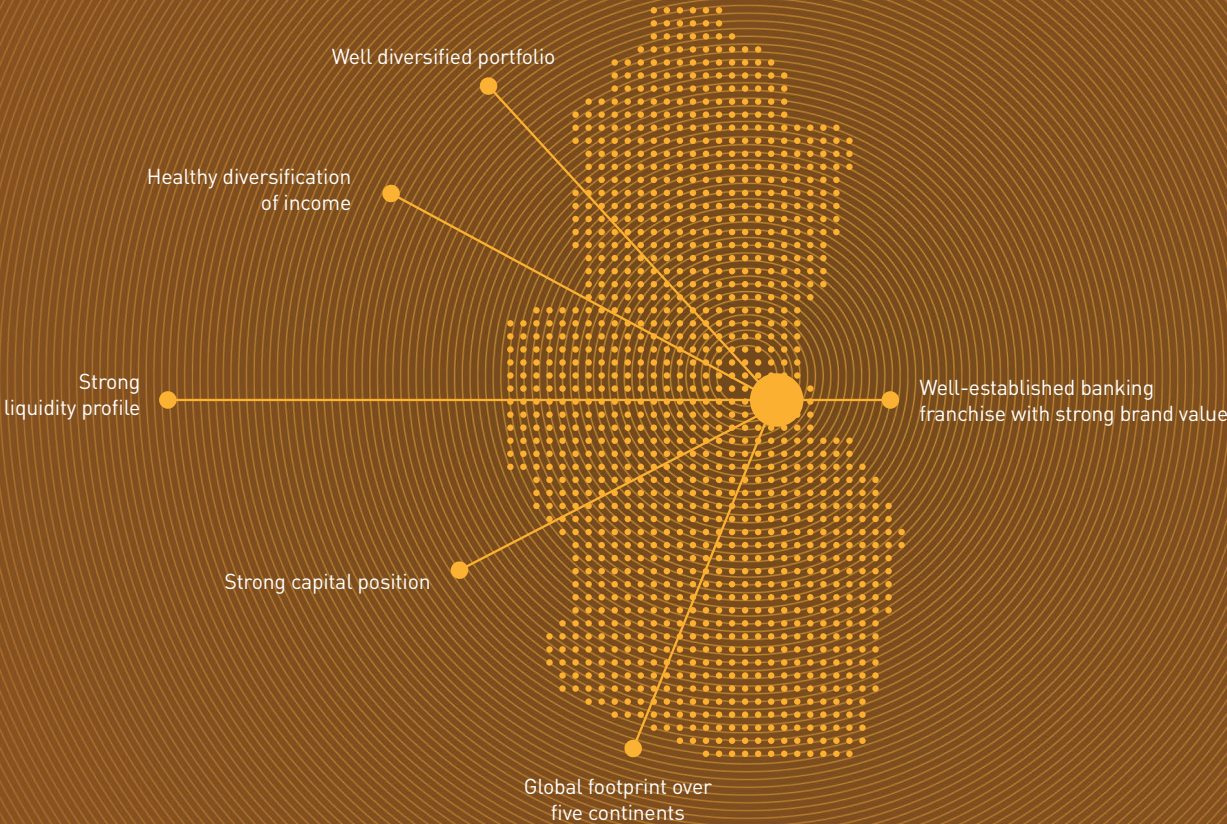
	Date	Value
Last Price	30-Sep-22	2.321
52 Week High	14-Nov-21	3.217
52 Week Low	28-Sep-22	2.308
Current Market	Qatari Riyals Mn	7,196
Capitalization	USD Mn	1,976

Diversified shareholder base and strong support⁽¹⁾



Source | 1) State of Qatar owns 23.741% shared by QIA 17.148% & 6.593% General Retirement Social Insurance Authority via the 'Civil Pension Fund'; Qatar Stock Exchange as on close 30 September 2022

Doha Bank at a glance



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

Assets
QAR 48.92 billion
52.0% of total assets

Total income
QAR 1.9 billion

Treasury & Investments

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

Assets
QAR 27.7% billion
29.4% of total assets

Total income
QAR 0.81 billion

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

Assets
QAR 4.89 billion
5.2% of total assets

Total income
QAR 0.35 billion

International

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

Assets
QAR 4.86 billion
5.2% of total assets

Total income
QAR 0.15 billion



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

Gross Written Premiums
QAR 0.05 billion

Source | Company financials
As of 30 September 2022

The rise of DIGITAL transactions

Digitization → 88% transaction through digital/self-services

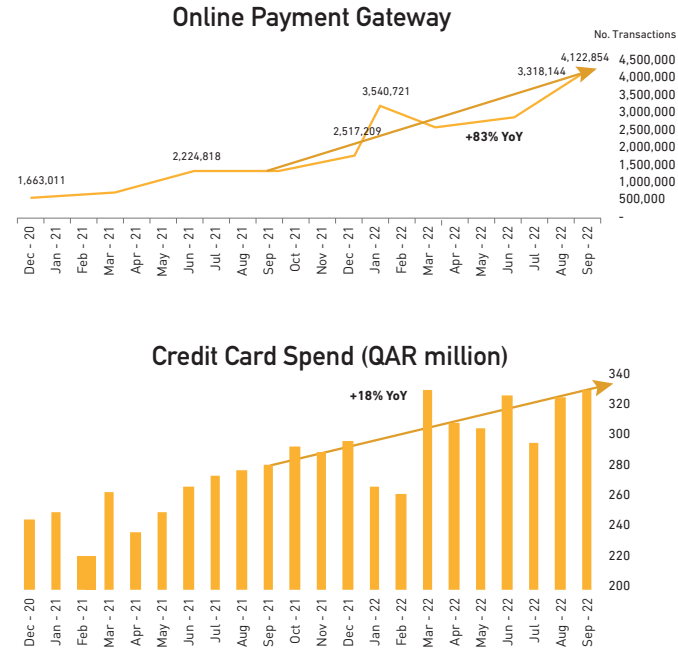
Significant Growth in E-Commerce

- Online Payment Gateway (OPG) number of transactions has increased by 83% YoY
- 89% of all cash transactions are performed through ATMs Bulk Cash Deposit Machines and ITMs (Interactive Teller Machines).

Innovative Payment Solutions

- Launched 'Doha Pay' – Doha Bank's Digital Wallet
- Launched Apple Pay & Google Pay

Free Income → Increased cards spend, e-comm spend, strong fee income



Financial Summary

Profitability (QR Mn)	Sep - 22	Sep - 21	Chg Y/Y
Interest income	2,807	2,686	4.5%
Interest Expense	(967)	(751)	28.8%
Net Interest income	1,840	1,935	-4.9%
Fees and commission	273	222	22.8%
Foreign exchange gain	103	115	-10.5%
Income from investment securities	34	40	-15.0%
Net income from insurance activities	13.4	5.6	139.1%
Other Income	14	26	-44.2%
Net Operating Income	2,278	2,344	-2.8%
Staff Cost	(373)	(346)	7.7%
Non-Staff Cost	(310)	(312)	-0.7%
Net impairment loss	(658)	(789)	16.6%
Tax	(3)	(4)	-13.1%
Net Profit	933	892	4.6%

Comments

- Net fee & commission income and FX represents 40% of the net profit
- Net Impairment loss on loans and advances down 17%

Source | Company financials
As of 30 September 2022

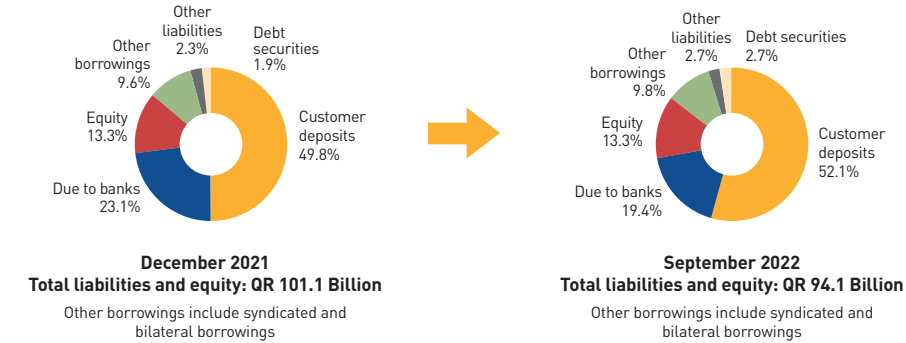
Assets and Liabilities (QR Mn)	30-Sep-22	30-Sep-21	Chg Y/Y
Total Assets	94,162	103,420	-8.9%
Loans and Advances	56,248	64,836	-13.2%
Investments	24,100	24,526	-1.7%
Customer Deposits	49,087	59,891	-18.0%
Total Equity	14,189	14,452	-1.8%
Capital	30-Sep-22	30-Sep-21	Chg Y/Y
RWA (QR Mn)	71,417	71,699	-0.4%
CET 1 Ratio (%)	12.77%	13.08%	-2.3%
T1 Ratio (%)	18.37%	18.66%	-1.5%
Total Capital Ratio (%)	19.52%	19.81%	-1.4%

Minimum regulatory ratios for 2022: CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

Comments

- RWA flattish year on year. We will be very selective, while still targeting Public Sector and GREs
- Investment securities book remains healthy, and we are always monitoring for opportunities

Funding Mix

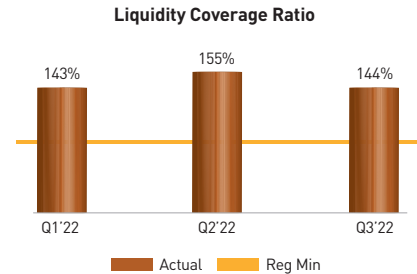


Comments

- ✓ The FY22 funding plan incorporates:
 - Issuances to extend duration, issued CHF 175mn in Q1'22.
 - Increase customer deposits to reduce reliance on short-term money market deposits.
 - Increase CASA
 - Reduction in non-resident funding in line with QCB guidance.

Comments

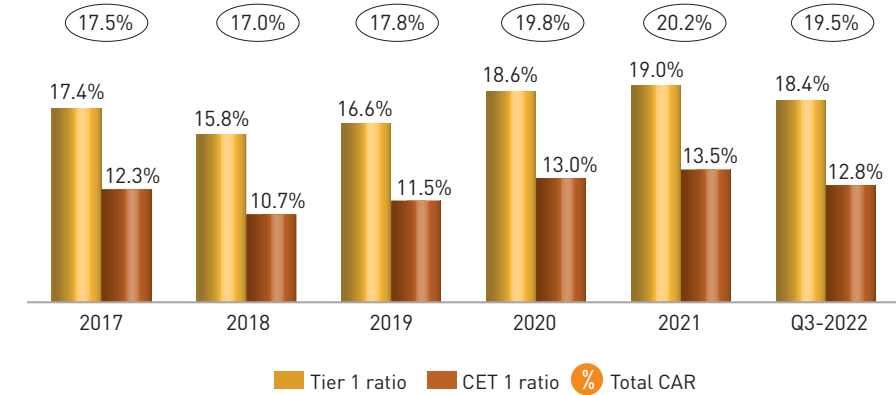
- ✓ The Qatar Central Bank has introduced new calculation for both the LCR and LDR during 2022
- ✓ The banks LCR well above the 100% regulatory minimum
 - Unencumbered assets at Head Office of QAR 14.2 billion
- ✓ The LDR at 102%



Source | Company financials
As of 30 September 2022

Capitalization

Evolution of capital ratio



Minimum regulatory ratios for 2022:

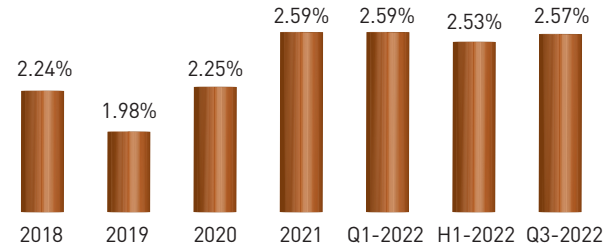
CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

Comments

- ✓ Current capital position strong
- ✓ CAR expected to remain strong in the short term to medium term given the credit growth projections, without further capital raising.

Source | Company financials
As of 30 September 2022

Net Interest Margin

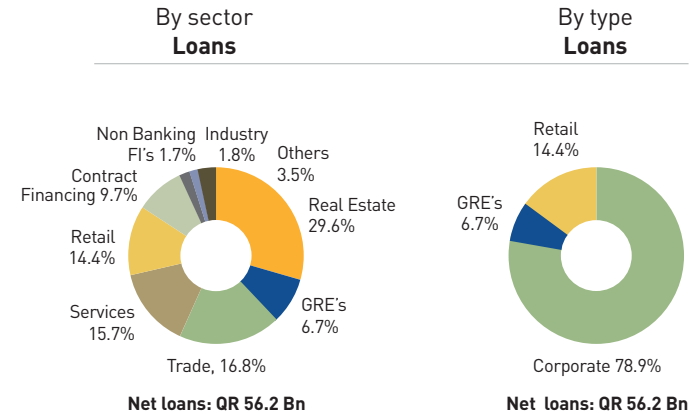


Comments

- ✓ In Q1 guidance on NIMs for FY2022 was stated to be lower range c. 2.40%
- ✓ Q3 guidance on NIMs for FY2022 now looking to be c.2.50%

Source | Company financials
As of 30 September 2022

Diversified loans

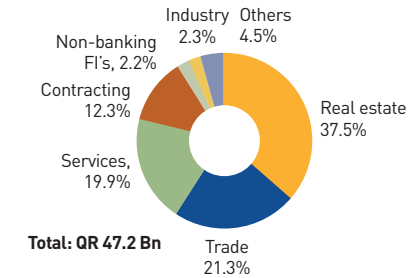


Comments

- ✓ A significant contributor to the total income of Doha Bank
- ✓ Growth to come from GREs/ PSU and Private Sector in particular Services and Trade

Wholesale Banking

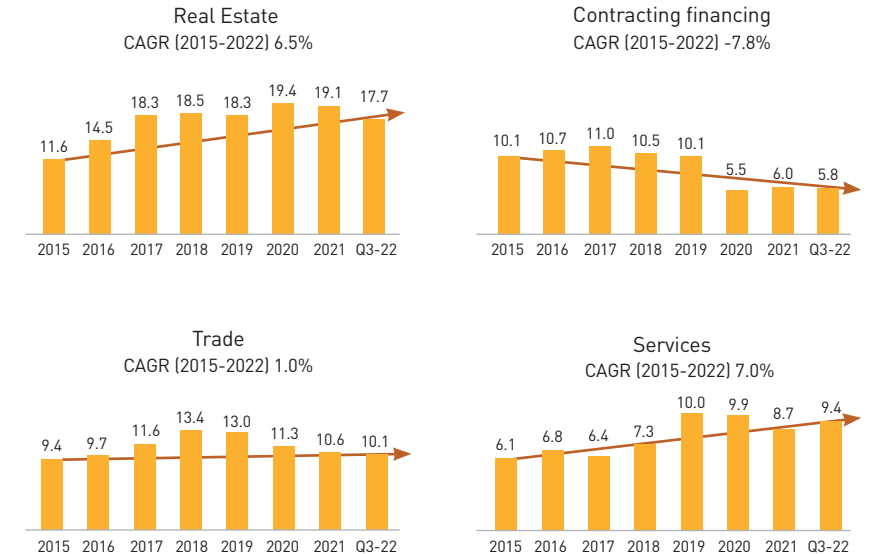
Overview of the corporate banking loan book September 2022



Comments

- ✓ In line with the bank's strategy, the bank will look to maximize returns from non-borrowing customers and offer robust digitalization channels towards reducing transaction cost and incentivize customer interaction with the bank which will enable the cost of funds to be maintained.
- ✓ Targeted sectors to include, Services and Trade, and in particular, Education/ Healthcare/ Tourism and Logistics

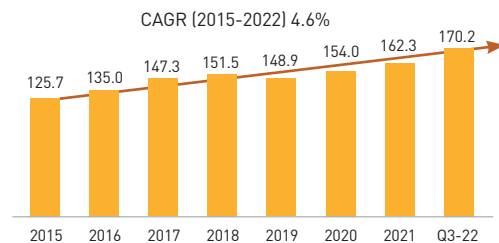
Loans (QR Bn)



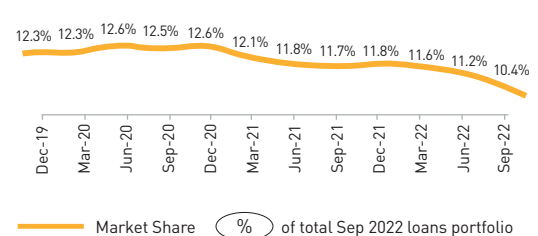
Doha Bank is being selective in terms of Real Estate and Contract Finance

Real Estate

Qatar market real estate loans (QR Bn)

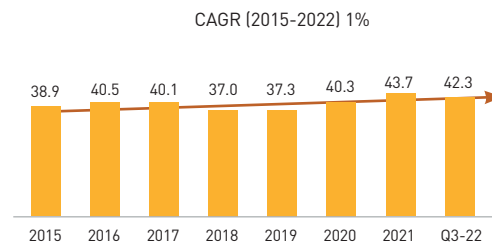


Real estate market share development

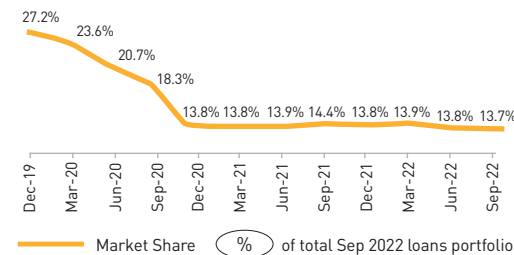


Contract Finance

Qatar market contract financing loans (QR Bn)



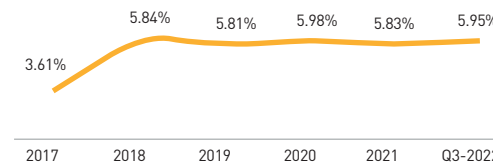
Contract financing market share development



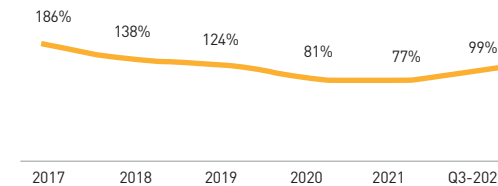
- ✓ Conservative regulatory environment with real estate lending limits well defined
- ✓ Loan portfolio is highly collateralized at circa 167%

Credit Quality

NPL evolution

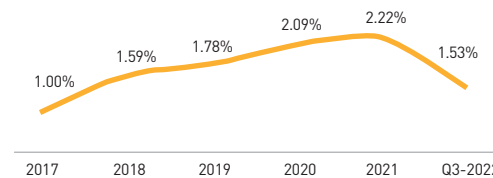


Total Reserves⁽²⁾ for loans and advances



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

Cost of risk⁽¹⁾



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

Sep-2022 ⁽³⁾			
	Stage 1	Stage 2	Stage 3
Percentage on total loans	62.32%	31.73%	5.95%
Provision coverage	0.31%	6.11%	63.68%

Sep-2021			
	Stage 1	Stage 2	Stage 3
Percentage on total loans	65.74%	28.42%	5.83%
Provision coverage	0.27%	5.61%	57.38%

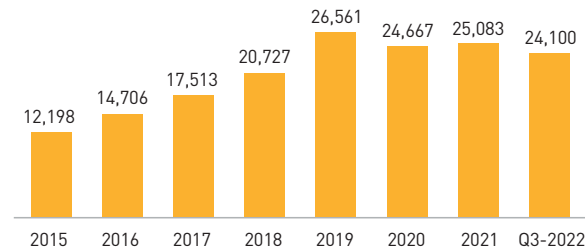
Note (3) Stage 3 provision includes interest in suspense

Investment Book

Portfolio Overview

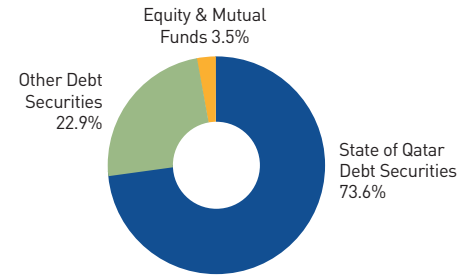
- Conservative investment philosophy, low hard limits for discretionary trading / investments
- Majority of the portfolio in local sovereign fixed income, Qatar 80.06% and Qatar banks 9.73%
- Fixed Income holdings – average purchase yield 3.64%, Bond average Duration – c.4.86 years/ Net Modified Duration – c.2.29 years
- Currently the portfolio contains QR 8.13 Bn of encumbered assets. The repo borrowings are at a weighted average cost of 3.06%
- Equity, AT1 and other fund exposures stands at QR 894.77 Mn + QR 36.87 Mn Mutual Funds
- Conservative investments limits linked to Tier 1 capital as per QCB; total investment 16.09%, total outside Qatar 10.13%, unlisted inside 0.28%, and unlisted outside 0.47%

Investment portfolio – evolution (QR Mn)

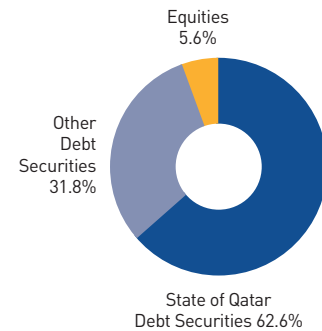


Source | Company financials
As of 30 September 2022

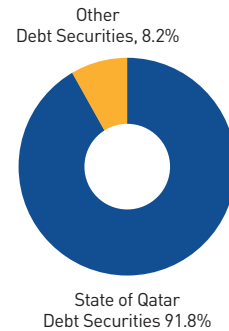
Investment portfolio breakdown (%) Total (QR 24,100 Mn)



FVOCI (QR 14,961 Mn)



Amortized Cost (QR 9,113 Mn)



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



We are a member of the GRI Community and support the mission of GRI to empower decision makers everywhere, through GRI Sustainability Reporting Standards and its multi-stakeholder network, to take action towards a more sustainable economy and world.



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

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

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



Doha Bank has been disclosing to the UNGC since 2018, and the COP meets the GC Advanced criteria.

<https://www.unglobalcompact.org/what-is-gc/participants/132027-Doha-Bank-Q-P-S-C->



As on 26 July 2022, 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.



FTSE4Good

As on 19 September 2022, Doha Bank received a FTSE ESG Rating of 2.30 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.

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

Doha Bank sustainability reporting is guided by the Qatar Stock Exchange (QSE) ESG reporting methodology; since 2016.

Doha Bank has increased the scope of its reporting to include all required metrics from both GRI and QSE.

Doha Bank further supports the Ten Principles of the United Nations Global Compact on human rights, labour, environment and anti-corruption.

It is important to note that Sustainability in our approach to business and to all stakeholders will be a journey that will lead to growth at Doha Bank over a much longer period and will continue to be so into the future as we build upon our growth trajectory as a domestic, regional and international institution.

Disclaimer

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

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

You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation.

Please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements considering new information or future events.

Throughout the 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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