

# Investor Presentation Q3 2024 results

**New Horizons  
New Opportunities**

## Table of Contents

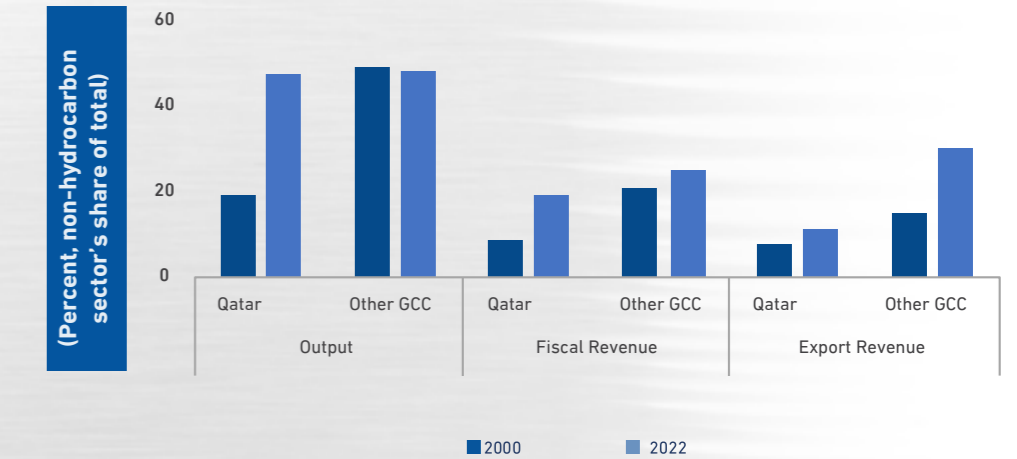
Qatar Outlook	3
Operational and Financial Highlights Overview	7
Financial Summary	13
Sustainable Journey & SFF	16
Disclaimer	23
	28

# 1. Qatar's strong macro-economic environment

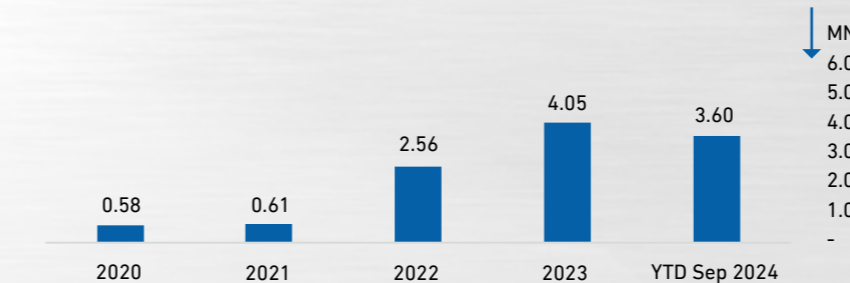
## Qatar's transformation plans

- 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.3.05 million an increase of c.2.9% year on year and 3.0% year to date
- Qatar Tourism witnessed over 4 million tourists in 2023, 1.5 million more than the year of the FIFA World Cup Event.
- 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.

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



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



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

FY	Keys	Keys YoY	Greatly improved		RevPAR	RevPAR YoY
			Occupancy Rate	Occupancy Rate YoY		
YTD Sep 2024	40,053	2%	66%	14%	285	21%
2023	39,165	4%	58%	2%	236	-44%
2022	37,539	28%	57%	-15%	422	64%
2021	29,339	4%	67%	19%	257	28%

Includes, Hotels & Deluxe + Standard apartments

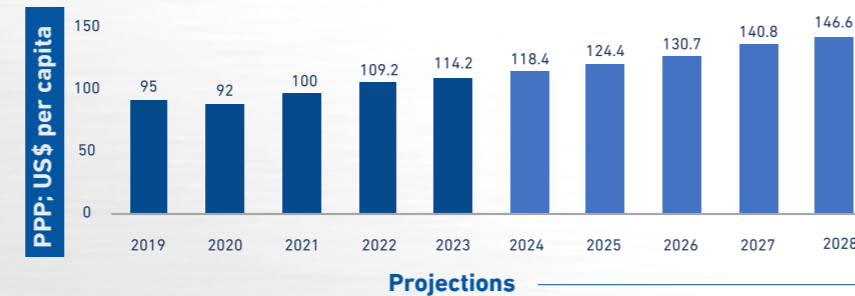
Source: (1) IMF World Economic Outlook October 2023; (2) Planning Statistics Authority August 2024; (3) Qatar Tourism-dashboards

# Qatar's strong macro-economic environment

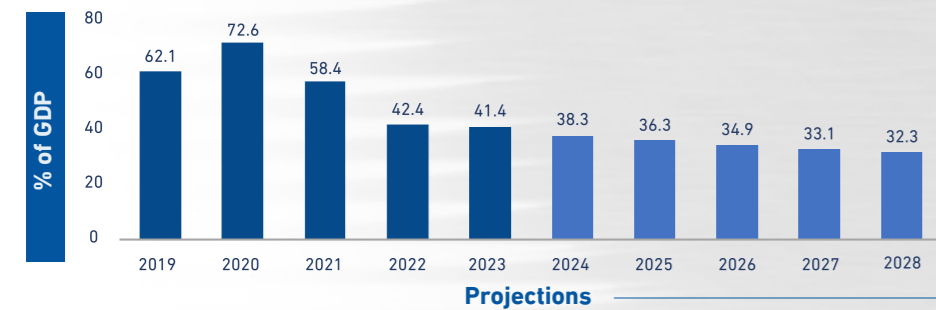
## Sustainable growth story

- 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>



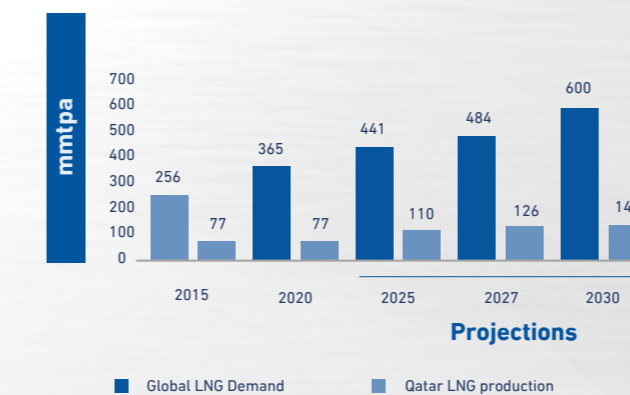
# Qatar's strong macro-economic environment

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

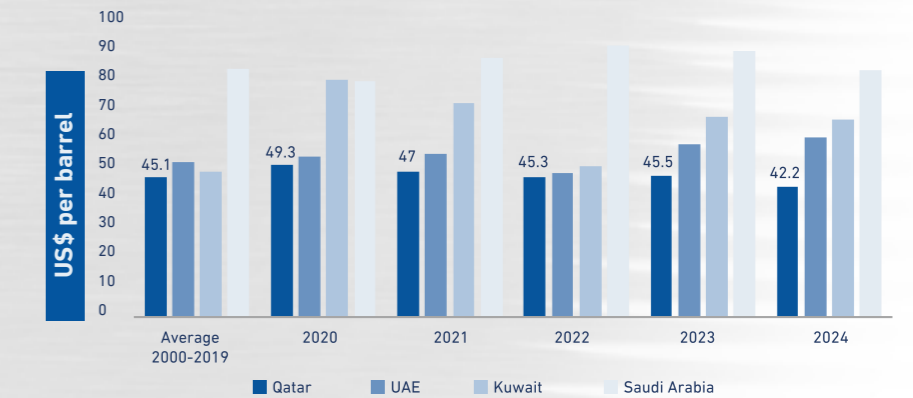
- Qatar has one of the largest hydrocarbon reserves in the world with one of the lowest fiscal breakeven price of oil.
- Globally, Qatar was the third largest LNG exporter with a market share of 20% of total LNG exports (for 2023).
- Qatar's hydrocarbon reserves are mostly held in the North Field – the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



LNG Market: growth in demand & Qatar's production<sup>(1)</sup>



Fiscal Breakeven Oil Prices<sup>(2)</sup>



Source: (1) IMF World Economic Outlook October 2023  
(2) S&P Global Ratings Sovereign Risk Indicators 2023 Estimates as of 11 December 2023

Source: (1) OPEC Annual Statistics Bulletin 2024  
(2) S&P Global Ratings Sovereign Risk Indicators 2023 Estimates as of 11 December 2023



## 2. Operational & Financial Highlights

### Wholesale Banking Group:

- The Bank is still targeting 5% private sector 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 Liabilities, progressing well, with a growth of 8.4% YTD on balances.
- Key focus on **“OneBank”** strategy, resulting in strong cross selling successes across all bank products.

### Retail Banking Group:

- After the launch of the new mobile banking app in May 2024, Doha Bank has introduced two additional updates in 3rd Quarter incorporating new features aimed at further enhancing customer convenience and functionality.
- Doha Bank, launched the Fawran Request to Pay service, as Doha Bank becomes the first financial institution in the country to offer such service. The bank also launched customer acquisition

campaigns with premium automobile dealers and partnered with Qatar Airways to offer exclusive offers for new customers.

- 4 Branch relocations are set to occur, newer buildings with appealing and attractive locations.
- Additionally, training of Sign Language is being conducted to enhance customer service.

### Treasury & Investments Group:

- Taking advantage of the market volatilities and sporadic spread widening, the Fixed Income portfolio has grown 25% year on year. However, this growth is expected to moderate over the coming quarters. 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 89% 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%
- The Bank created a Debt Capital Markets 'DCM'

desk to boost fee income/ revenues. The bank participated on two transactions and continues to build a deal pipeline.

### International Banking Group:

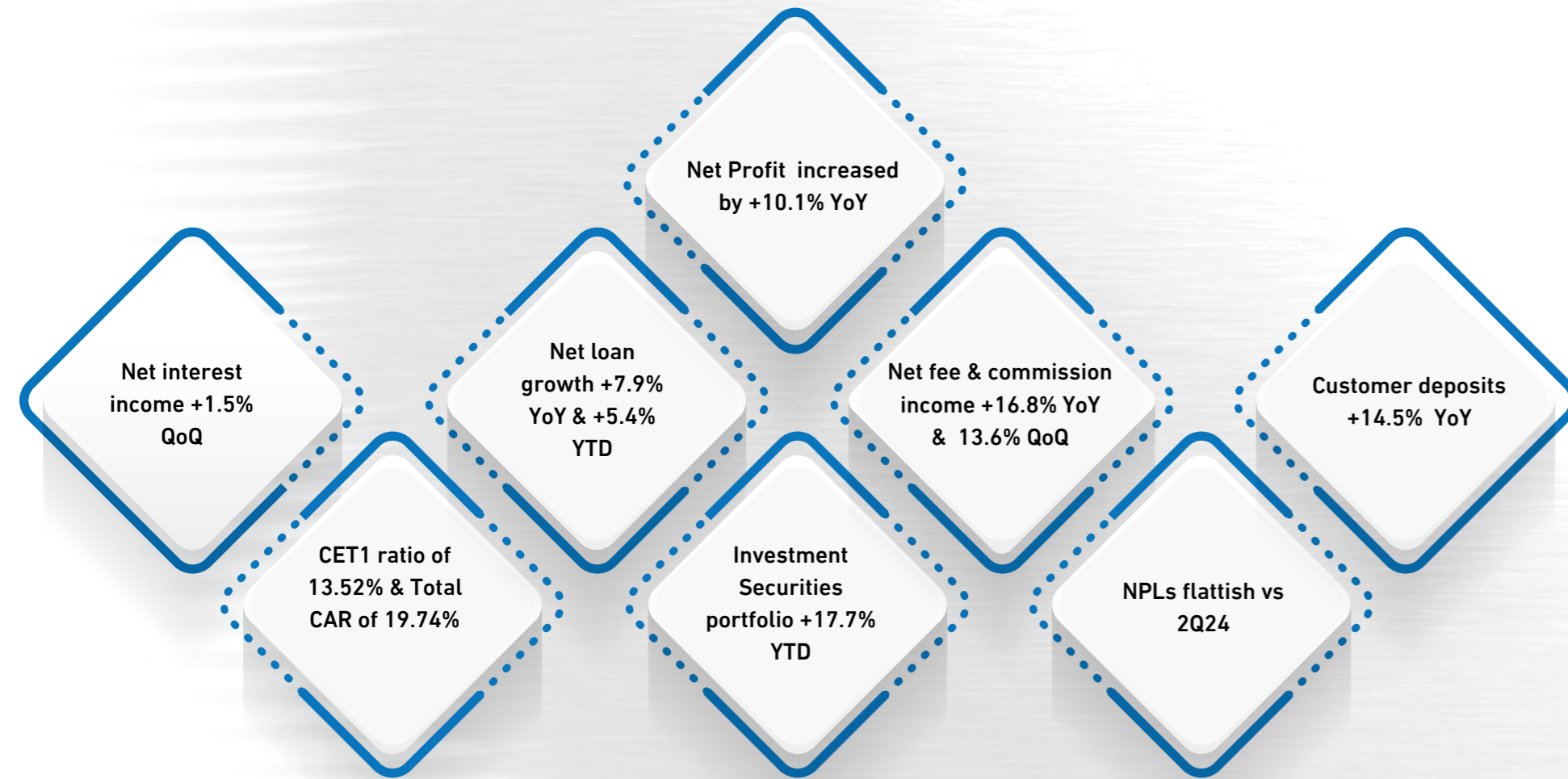
- FI Syndication business witnessed a healthy growth of c.36% in assets for the nine-months, year on year, in line with Doha bank's FI growth strategy for 2024.
- Targeted growth of assets with target market FI clients and expanding new relationships with banks in APAC and MENAT regions.
- Refreshed 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, while focusing on consumers, SME and small corporates.
- Business outlook: 2024 targeting GWP QAR 111 Mn (2023 was QAR 106 Mn)
- Sharq Digital sales capabilities via Mobile App showcased and relocation to new premises occurred during Q1 2024. Sharq digital has more recently been uploaded to Doha Bank web site and Doha Bank Mobile app.

Note: Company Information





## FINANCIAL COMPARISON(s) – QoQ & YoY

	Q3 2024	Q2 2024	Q3 2023	Chg Pct QoQ	Chg Pct YoY
<b>Net Interest Income</b>	511.86	504.16	557.68	1.5%	-8.2%
<b>Net Fees and Commission Income</b>	104.95	92.36	89.83	13.6%	16.8%
<b>Net Operating Income</b>	699.92	669.42	789.61	4.6%	-11.4%
<b>Investment Securities</b>	35,753.98	34,530.55	27,333.21	3.5%	30.8%
<b>Net Loans and Advances</b>	61,139.94	58,953.10	56,678.61	3.7%	7.9%
<b>CET1</b>	13.52%	13.43%	12.82%	0.7%	5.4%
<b>Total CAR</b>	19.74%	19.71%	19.26%	0.1%	2.5%

Note: Company Information

## Performance Scorecard

	Actual FY 2023	Actual Q1 2024	Actual Q2 2024	Actual Q3 2024	Guidance FY 2024	2023-2027 5-year Target
<b>Capital Adequacy Ratio</b>	19.25%	19.74%	19.71%	19.74%	19.25-19.50%	Maintain min. 17%
<b>Net Loan Growth (YTD)</b>	-0.1%	0.2%	1.63%	5.4%	+5%, revising to c.6-7%	3-5% p.a.
<b>Net Interest Margin</b>	2.18%	2.03%	2.02%	1.99%	1.95% +/-5bps	2.50%
<b>Non-performing loans</b>	7.36%	7.46%	7.46%	7.43%	c.7-7.50%	4.5-5%
<b>Cost of Risk</b>	1.54%	1.23%	1.39%	1.31%	c.1.50%; revising to c.140-150bps subject to loan loss review	120-130bps
<b>Cost to Income</b>	33.4%	35.5%	35.5%	36.4%	c.35%, revising to 35-36%	<25%
<b>Return on Equity</b>	5.67%	7.01%	6.37%	6.81%	6.50-6.75%	12-14%

Note: Company Information

## Update on the Himma Transformation

### Key Highlights

The Himma Transformation was launched in October 2023 (1-year ago) 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 **14 initiatives have been completed**.



### Governance & Culture

- ✓ Completed critical C-suite recruitments, such as: Chief Treasury & Investment Officer, Deputy Chief Executive Officer, Acting Chief Wholesale Banking Officer, Chief Risk Officer, Chief Compliance Officer, Chief Legal Officer, Chief Strategy & Transformation Officer, and Chief Financial Officer
- ✓ Automated re-engineered internal processes to drive service improvement
- ✓ Improvement in the overall brand health and signed a high-profile sponsorship of 'HH The Amir Sword International Festival', and launched a strategic alliance with 'GORD' to lead ESG transformation
- ✓ Environmental, Social & Governance 'ESG' <sup>(1)</sup>
  - In May 2024, the Bank launched the implementation process of developing an ESG Strategy and framework across the broader Bank. Phase 1, which has been completed, involved aligning the bank's strategy in ESG areas aligned with the 3rd NDS of Qatar National Vision 2030, and the Qatar Central Bank guidelines.
  - In October 2024, the Bank kicked-off Phase 2, which will focus on developing strategies to identify climate-related 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.
  - During Q3 2024, Doha Bank launched the **New ESG Governance structure**

Note: Company Information  
Source: (1) slide 23 - 5. Sustainable Journey & SFF

# Update on the Himma Transformation

## Continued Key Highlights

### Treasury & Investments



- Improving funding mix .
- Successful EMTN issuance of USD 500 Mn 5Y USD bond, with 4X over-subscription.
- Stabilization of key ratios such as LDR and LCR, etc. –
- Launched asset management services, secured USD 167 Mn in non-discretionary transactions .
- New Products launched such as first Green Repo, Commodity Hedging interest rate swaps, DCM services.

### International Banking



- Strategic way forward for Rep. offices & International branches is finalized.
- Footprint Optimization by rationalizing 2 International branches and 3 Representative offices .

### Strengthening Retail proposition



- Signed strategic partnership with MasterCard.
- Footprint Optimization of Branches and ATMS. Merged/ closed/ relocated 4 local branches, 2 international and 6 ATMs.

### Building High - Quality Assets & Liabilities



- Public Sector continues to be a KPI with good deals already booked coupled with a healthy deal pipeline.
- Doha Bank participated in the QAR 2.5 Bn Syndicated Facility to support Ooredoo's data center expansion plans.
- Cross Sell contributed to QAR 80+ Mn income across 50+ new leads identified across product partners.
- Healthy pipeline of new Assets expected to be booked before yearend, most of which are approved and at Legal stage. Additional healthy Assets Pipeline going into 2025.

### Driving Cost Efficiencies



- Cost reduction initiatives have resulted in identification of QAR 100 Mn recurring annual impact. QAR 59 Mn impact already captured.
- Over the medium term the cost savings will be passed on to other areas of the Bank that requires further development, i.e., Technology, etc.

### Strengthening Digital & IT



- Relaunched Retail Mobile banking app in May, resulted in increased customer engagement. Enjoying higher app ratings (4.7) as compared to most peer banks.
- Launched value added features like dynamic CVV, insurance, installment conversion, and ATMs more.
- Setup the FinTech engagement model, which is expected to fuel innovation and growth.

Note: Company Information

# 3. Overview

## Doha Bank at a glance



Well-established banking franchise with strong brand value, and a 45-year legacy



Strong shareholding structure with State of Qatar ownership of 23.68%



Global footprint in 12 countries spread over 3 continents



Strategy approved, and the Himma Transformation is WELL underway

## Doha Bank has a global reach



### Founded 1978

- ✓ First branch opened in 1979

### Qatar Exchange

- ✓ Listed on the Qatar Stock Exchange in 1997

### Network

**Branches:** Qatar, Kuwait, United Arab Emirates, and India  
**Representative Offices:** Bangladesh, China, Japan, Nepal, Singapore, South Africa, Turkey, and United Kingdom

### Sub. & Assoc.

- ✓ Sharq Insurance 100% owned
- ✓ Brokerage & Financial Services, associate in India

### 30 September 2024

- ✓ 16 Domestic Branches
- ✓ 1 Corporate Service Centers (under RBG) and 1 Corporate Branch (under WBG) + 3 E-branches,
- ✓ 79 ATMs, 3 ITMs, 2 Mobile ATM and 5 International ATMs
- ✓ Client base of c.340,000<sup>(1)</sup> active customers

### 2023-2027

- ✓ Doha Bank's 5-year strategy & transformation was adopted by the Board of Directors for 2023-2027

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



# Doha Bank

## Healthy diversification of income streams across all business units

### Wholesale Banking Group

Corporate and commercial banking, structured finance, public sector finance, real estate services, and trade finance.

**QAR 54.17 billion of assets** or 49.29% of total assets  
**Total Income of QAR 2.86 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 37.00 billion of assets** or 33.67% of total assets  
**Total Income of QAR 1.62 billion**

### International Banking

with over 400 relationships with financial institutions globally, the IBG team is currently widening its FI business footprint in line with the bank's strategy and risk appetite. In coordination with Treasury & Investment, the team is developing an underwriting to distribute book for FI loans, with an "Underwrite / Originate to Distribute" model which will support the bank's fee income.

**QAR 6.36 billion of assets** or 5.79% of total assets  
**Total Income of QAR 0.40 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, car loans and credit cards.

**QAR 4.15 billion of assets** or 3.77% of total assets  
**Total Income of QAR 0.40 billion**



### Sharq Insurance (100% owned)

Doha Bank is the only local Bank providing end to end Insurance solutions.



Personal Accident



Travel Insurance



Motor Insurance



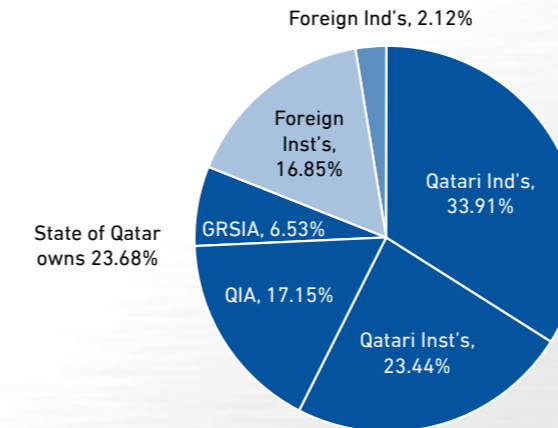
Home Insurance

Note: Company information and Company financials as of 30 September 2024

# Diversified shareholder base & Share performance



**Strong shareholding structure with State of Qatar ownership<sup>(1)</sup> of 23.68%**



## Share price and market capitalization

	Date	Value
Last Price	30-Sep-24	1.710
52 Week High	31-Dec-23	1.865
52 Week Low	30-May-24	1.333
Current Market Capitalization	Qatari Riyals Mn	5,302
	USD Mn	1,456

# Strong ratings profile underpinned by highly rated sovereign

Agency	Category	Ratings	Outlook
<b>Doha Bank</b>			
Moody's	Bank Deposit Ratings LT	Baa1	Stable
Fitch Ratings <sup>(2)</sup>	Issuer Default Rating LT	A	Stable
<b>Qatar Sovereign</b>			
Moody's <sup>(4)</sup>	Counter Party Risk LT	Aa2	Stable
Fitch Ratings <sup>(3)</sup>	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 September 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)	YTD Sep-24	YTD Sep-23	Chg Y/Y
Interest income	4,795	4,054	18.3%
Interest expense	(3,279)	(2,498)	31.2%
Net interest income	1,516	1,556	-2.5%
Net Fee and Commission income	288	277	4.0%
Net foreign exchange gain	99	82	21.0%
Net income from investment securities	98	126	-22.4%
Net income from insurance activities	16	82	-81.1%
Other Income	12	12	1.7%
Net operating income	2,029	2,135	-5.0%
Staff Cost	(420)	(390)	7.8%
Non-Staff Cost	(318)	(303)	5.0%
Net impairment losses	(596)	(743)	-19.7%
Tax	(4)	(72)	-94.3%
Net Profit	690	627	10.1%

**Comments:**

- Net fee and commission income +4.0% YoY
- Interest Income increased by +18.3% YoY while Net interest income decreased by -2.5% YoY

Note: Company information and Company financials as of 30 September 2024

Assets and Liabilities (QAR Mn)	Sep-24	Dec-23	Chg YTD
Total Assets	109,893	101,198	8.6%
Loans and Advances	61,140	58,010	5.4%
Investments	35,754	30,386	17.7%
Customer Deposits	51,864	51,573	0.6%
Total Equity	14,933	14,444	3.4%

Capital	Sep-24	Dec-23	Chg YTD
RWA (QAR Mn)	79,025	78,094	1.2%
CET 1 Ratio (%)	13.51%	12.98%	4.1%
T1 Ratio (%)	18.57%	18.10%	2.6%
Total Capital Ratio (%)	19.74%	19.25%	2.5%

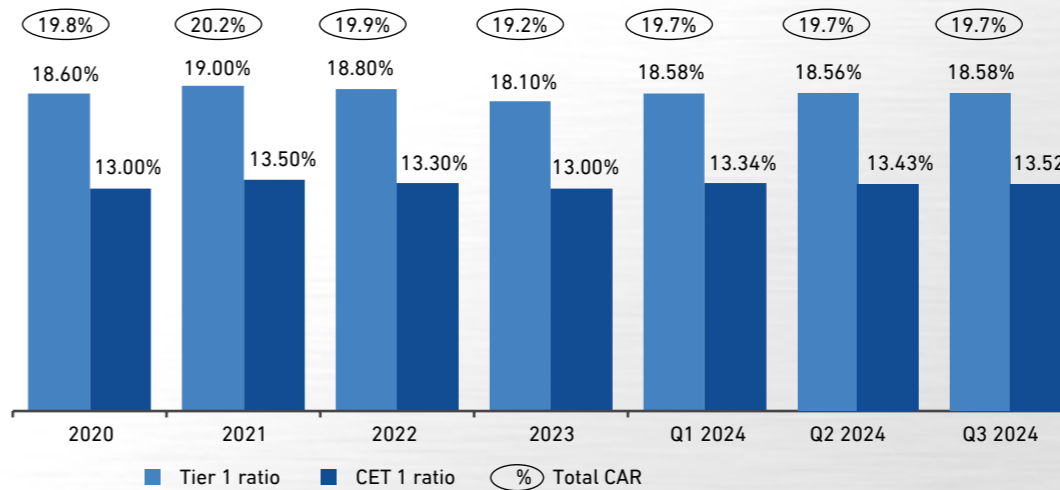
Minimum regulatory ratios for 2024: CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

**Comments**

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

## Capitalization

### Evolution of Capital Ratios



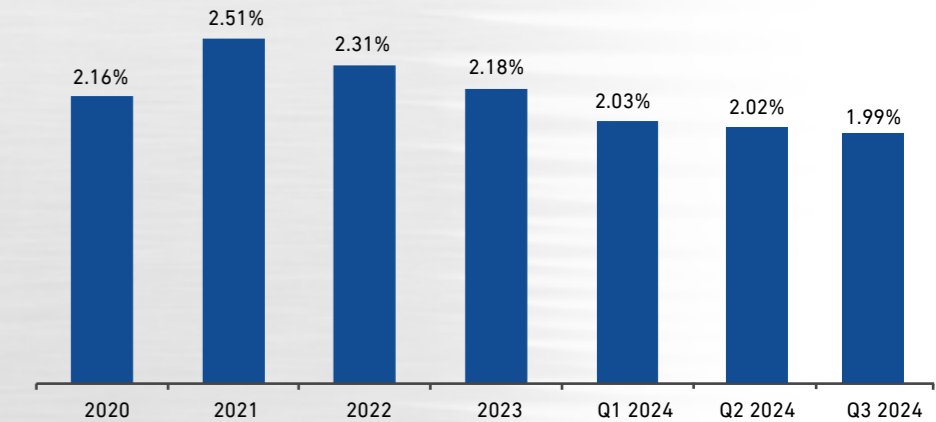
Minimum regulatory ratios for 2023: CET1: 8.50%, Tier1: 10.50%, Total Capital Ratio 12.50%, ICAAP 1.00%, Management buffer 0.50%

**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 30 September 2024

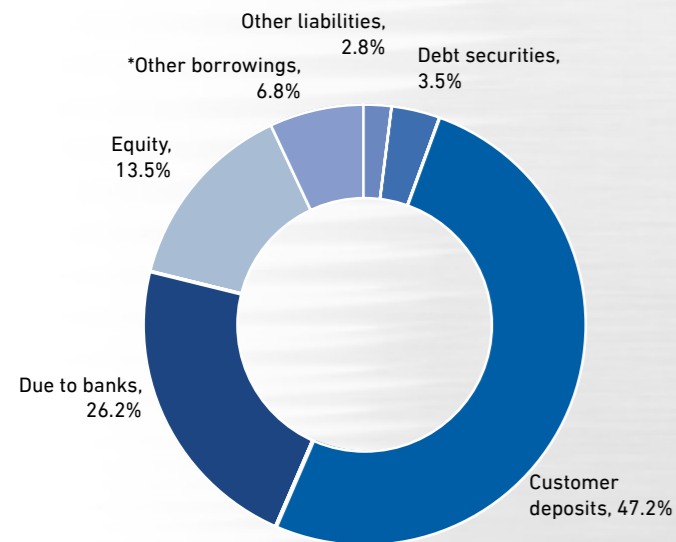
## Net Interest Margin



**Comments:**

- Any rate cuts that occur will benefit the bank

## Funding Mix and Liquidity Profile

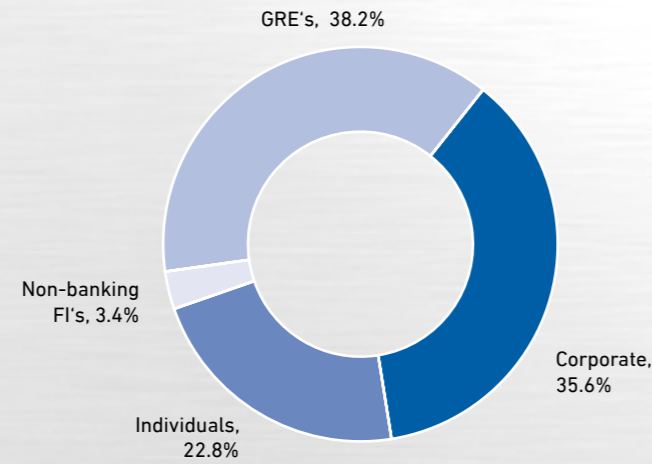


30 September 2024

Total liabilities and equity: QAR 109.9 Bn

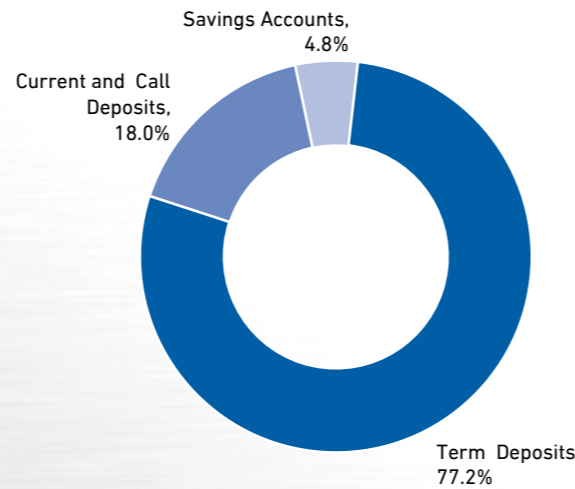
\*Other borrowings include syndicated and bilateral borrowings

### Deposits-Sector



Net deposits: QAR 51.9 Bn

### Deposits-Type



### Comments

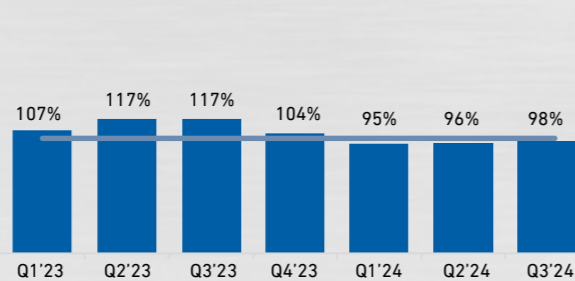
#### Funding plan – raise liabilities to support asset growth:

- Well diversified funding mix with 13.5% equity
- Increase CASA and add duration through medium to long-term borrowings

#### Liquidity profile:

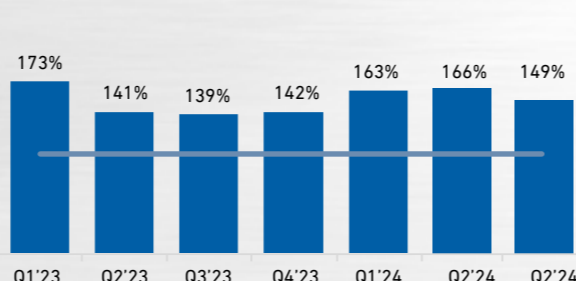
- Stable funding sources with a mixture of customer deposits, syndicated and bilateral borrowings, and debt securities
- Maintain sufficient HQLA fixed income investment portfolio
- Unencumbered assets at Head Office of QAR 15.64 Bn

### Regulatory Loan to Deposit Ratio



Actual Reg Max 100%

### Regulatory Liquidity Coverage Ratio



Actual Reg Min 100%

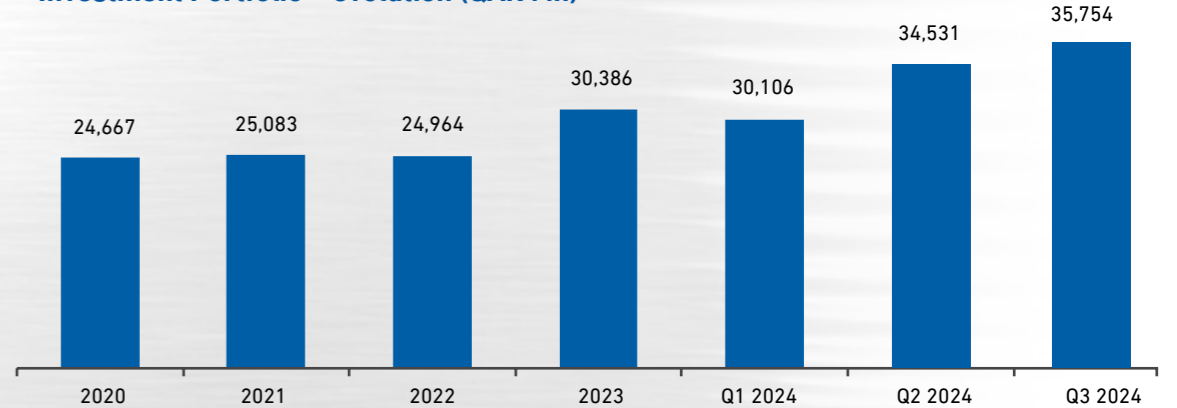
Source: Company financials as of 30 September 2024

## Investment Book

### Portfolio Overview

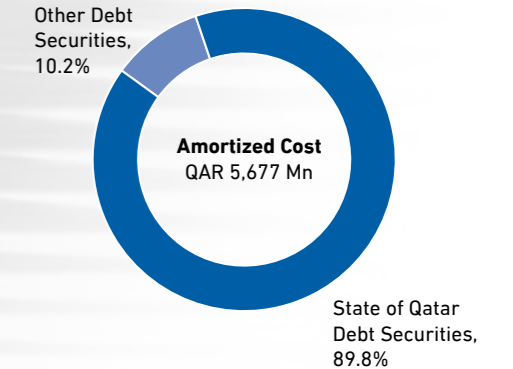
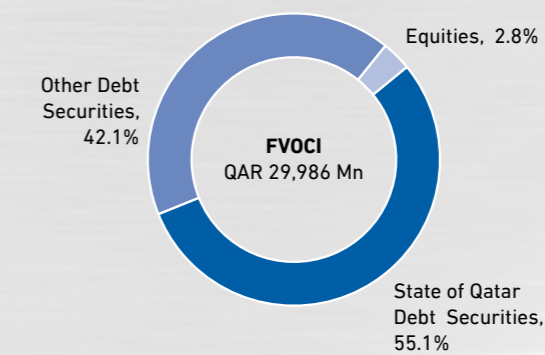
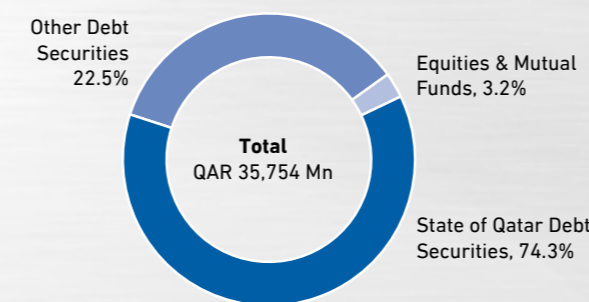
- Investments limits are linked to Tier 1 capital and set at 25% (excluding SOQs) as per QCB; total utilized currently sits at 22.44%
- Conservative low hard limits for discretionary trading / investments; total equities FVTPL QAR 13.13 Mn
- Majority of the portfolio in local sovereign fixed income, Qatar 63.24% and Qatar banks 4.49%
- Fixed Income holdings – current Net Modified Duration – c.1.18 years
- Currently the portfolio contains QAR 17.98 Bn of encumbered assets. The repo borrowings are at a weighted average cost of 5.47%
- Equity, AT1 and other fund exposures stands at QAR 877.03 Mn + QAR 28.79 Mn Mutual Funds

### Investment Portfolio – evolution (QAR Mn)



Source: Company financials as of 30 September 2024

### Investment Portfolio Breakdown (%)

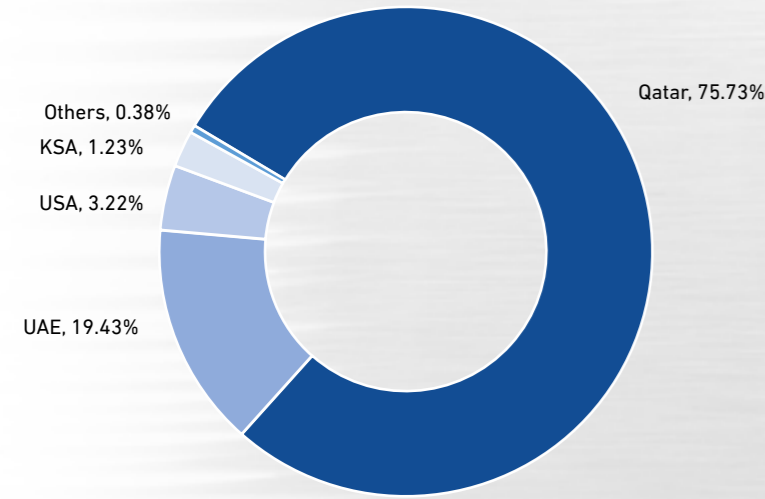


Source: Company financials as of 30 September 2024



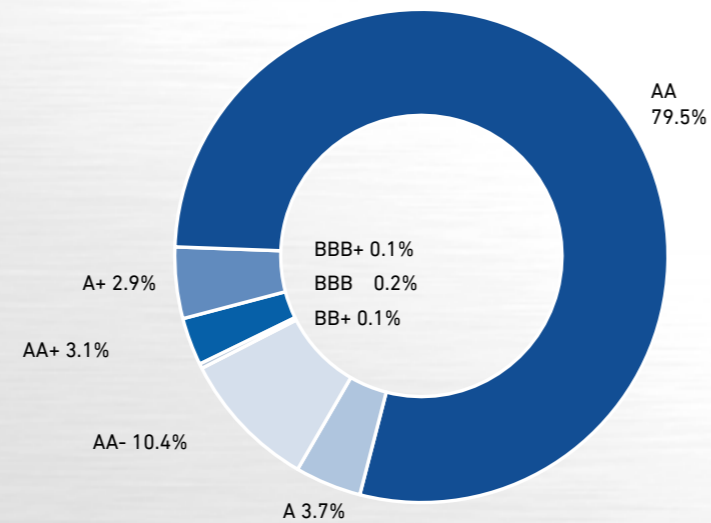
## Fixed Income Portfolio - Diversification

### Country Exposures



**Total GCC exposure of 96.72%**  
of which 20.99% ex-Qatar

### Ratings Profile



**Total AA- and above exposure of 93.02%**  
Sub-IG exposure of 0.15%

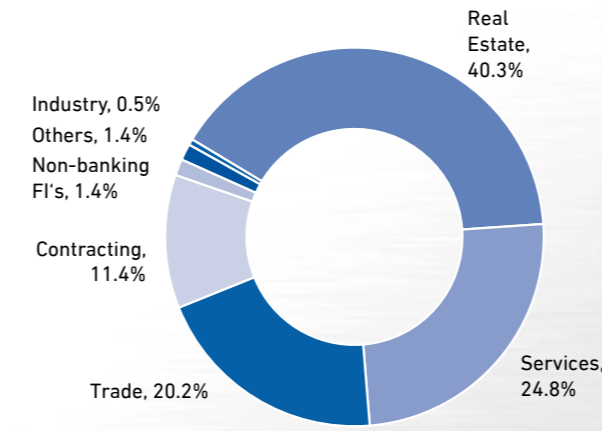
### Sovereign State of Qatar Portfolio

State of Qatar (at Cost):	US\$ 5.81 Bn	63.28%
USD Bonds:	US\$ 4.50 Bn	
QAR Bonds:	US\$ 1.31 Bn	
HTM	US\$ 0.85 Bn	
AFS	US\$ 0.46 Bn	

Note: Company Information

## Wholesale Banking

### Overview of the corporate banking loan book



**Gross loans: QAR 55.4 Bn**

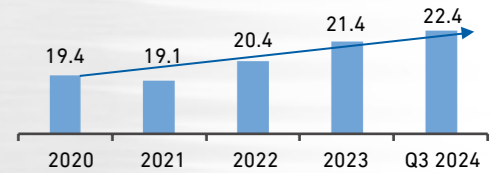
### Comments:

- The bank continues to 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 enables the cost of funds to improve.

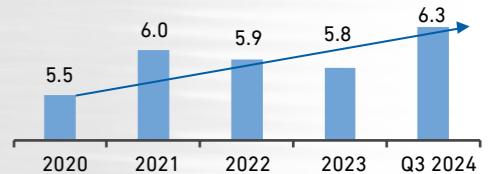
Source: Company financials as of 30 September 2024

### Loans (QAR Bn)

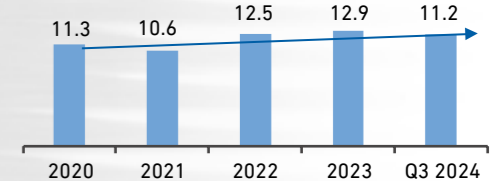
**Real Estate**  
CAGR (2020-Q3 2024):  
+2.9%



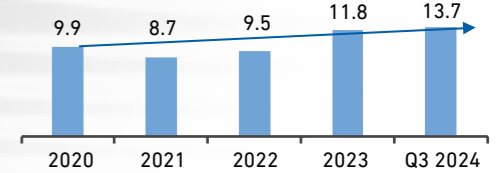
**Contract Financing**  
CAGR (2020-Q3 2024):  
+2.8%



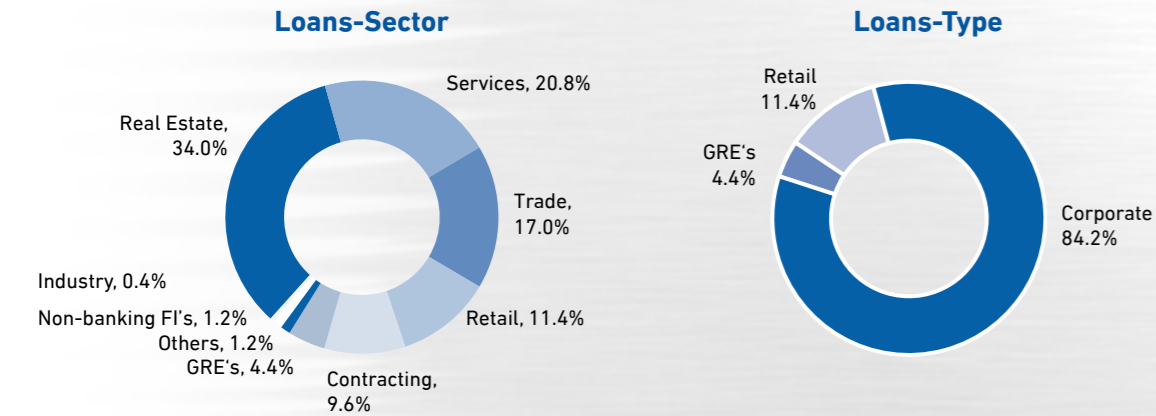
**Trade**  
CAGR (2020-Q3 2024):  
-0.2%



**Services**  
CAGR (2020-Q3 2024):  
+6.7%



# Loan Book and Asset Quality



Net loans: QAR 61.1 Bn

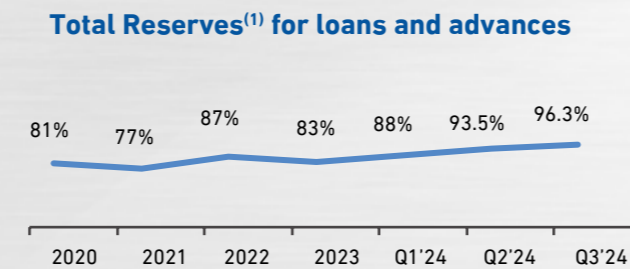
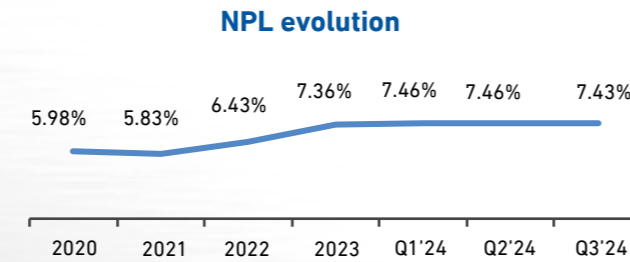
**Comments:**

- Loan(s) by sector is well diversified

- Loans predominantly focused on corporates in the past. Expect quality GRE growth for 2024

September 2024 <sup>(2)</sup>			
	Stage 1	Stage 2	Stage 3
Percentage on total loans	62.25%	30.32%	7.43%
Provision coverage	0.33%	6.54%	66.85%
September 2023			
	Stage 1	Stage 2	Stage 3
Percentage on total loans	60.97%	32.85%	6.18%
Provision coverage	0.30%	6.23%	72.34%

**Note:** (1) Includes expected credit losses (ECL) (2) Stage 3 provision includes interest in suspense



# 5. Sustainable 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 3<sup>rd</sup> NDS of Qatar National Vision 2030, and the Qatar Central Bank guidelines.
- The second phase is underway, and the Bank will focus on developing strategies to identify climate-related 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.



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	2024
Doha Bank commenced publications of its <b>Annual Sustainability Disclosure Statements</b>	Doha Bank's sustainability reporting is guided by <b>The QSE ESG reporting methodology</b>	Doha Bank published its inaugural <b>Sustainable Finance Framework</b> allowing for future issuance of Green, Social, and Sustainability Financing Instruments.	In May 2024, the Bank kicked off Phase 1, the implementation process of developing an <b>ESG Strategy Framework across the broader Bank</b> . In October 2024, Phase 2 was launched.
		   	Doha Bank has received a <b>Second Party Opinion (SPO)</b> on its Sustainable Finance Framework, <b>confirming alignment with the ICMA and LMA principles and guidelines</b>
			Doha Bank launched the <b>New ESG Governance structure</b> , during Q3 2024.

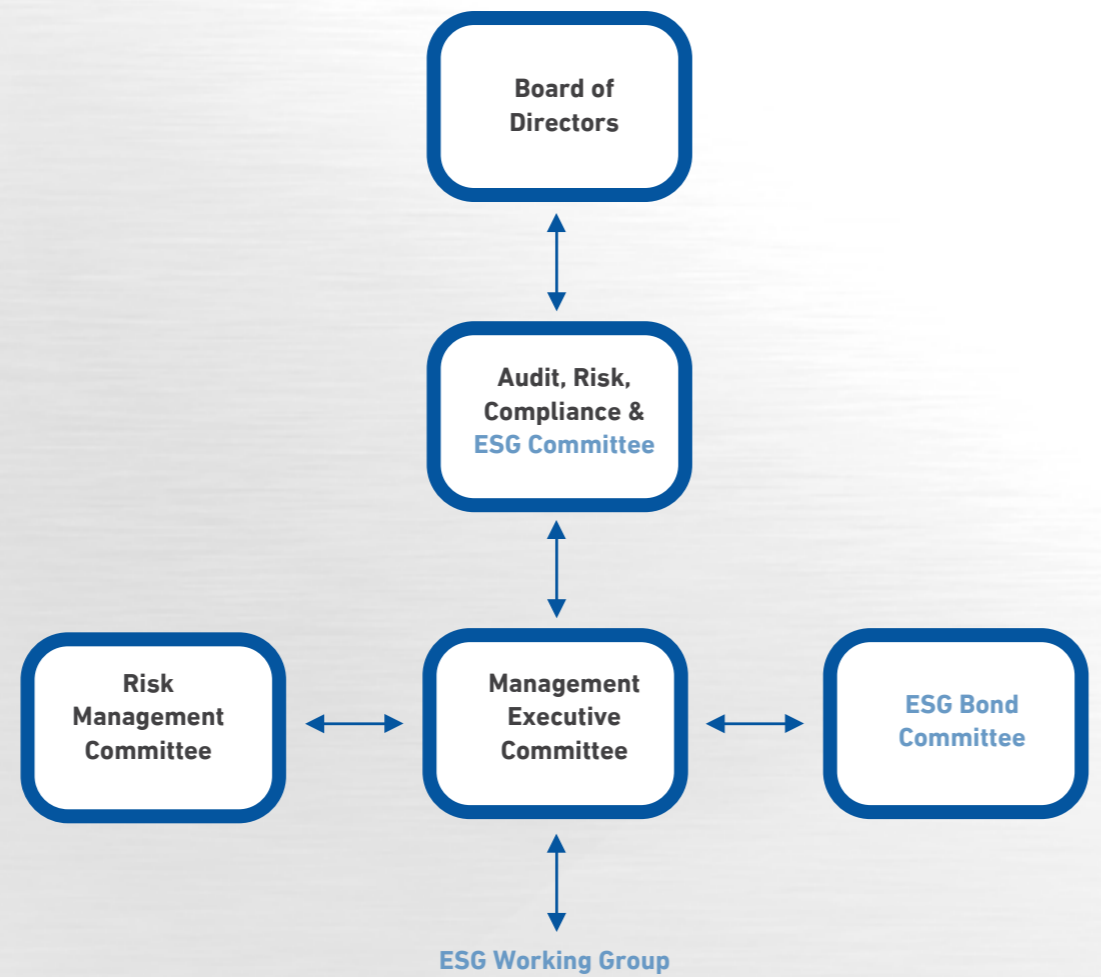
**Note:** For more information: [Doha Bank/ Sustainability](#)



## 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



## Sustainable Finance Framework 2023<sup>(1)</sup>

- 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

<b>Use of proceeds</b>	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.
<b>Project evaluation and selection</b>	Green and Social Eligible Assets are evaluated and selected based on compliance with the Eligibility Criteria.
	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.
<b>Management of proceeds</b>	The proceeds from Sustainable Finance Instruments will be managed in a portfolio approach.
	The Bank intends to fully allocate the proceeds to a pool of eligible assets within 24 months from issuance.
<b>Reporting</b>	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.
<b>External review</b>	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	
<b>Green Eligible Categories</b>		
Green Building	11 SUSTAINABLE CITIES AND COMMUNITIES	13 CLIMATE ACTION
Renewable Energy	7 AFFORDABLE AND CLEAN ENERGY	13 CLIMATE ACTION
Renewable Energy	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	13 CLIMATE ACTION
Clean Transportation	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	11 SUSTAINABLE CITIES AND COMMUNITIES
<b>Social Eligible Categories</b>		
Healthcare	3 GOOD HEALTH AND WELL-BEING	
Education	4 QUALITY EDUCATION	
Support to SMEs and micro-finance	10 REDUCED INEQUALITIES	8 DECENT WORK AND ECONOMIC GROWTH

## Exclusions

The Sustainable Finance Asset Pool will explicitly exclude unfunded and non-performing 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<sup>(2)</sup>

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 2023 and 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>.





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- 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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For more information: [Doha Bank/Investor/Overview/](#)