

Lesha Bank

Investor Presentation

H1-2023

Table of Content

Sl.	Content	Slide No.
1	Profile of Lesha Bank	3
2	Financial Highlights for H1-2023	5
3	Financial Performance Analysis	9
3.1	- Asset Mix	10
3.2	- Investments	11
3.3	- Stage wise Exposure & ECL	12
3.4	- Funding Mix	13
3.5	- Major Income Streams	14
4	Key Business Highlights & News Update	15
5	Appendices	17
6	Investors Contact	20

1. Profile of Lesha Bank

Lesha Bank Profile

Lesha Bank LLC (Public) ("**Lesha Bank**") formerly known as Qatar First Bank (QFB) is the first independent Shari'a-compliant Bank authorized by the Qatar Financial Center Regulatory Authority (QFCRA), and a listed entity on the Qatar Stock Exchange (QSE: QFBQ). Lesha Bank acts as an investment partner in offering attractive, premium investment opportunities and innovative financial solutions with local, regional, and international reach.

Lesha Bank continues to enhance its role as a trusted advisor and gateway to opportunities in Qatar, the region, and global markets with a focus on US, Europe, and the MENA region.

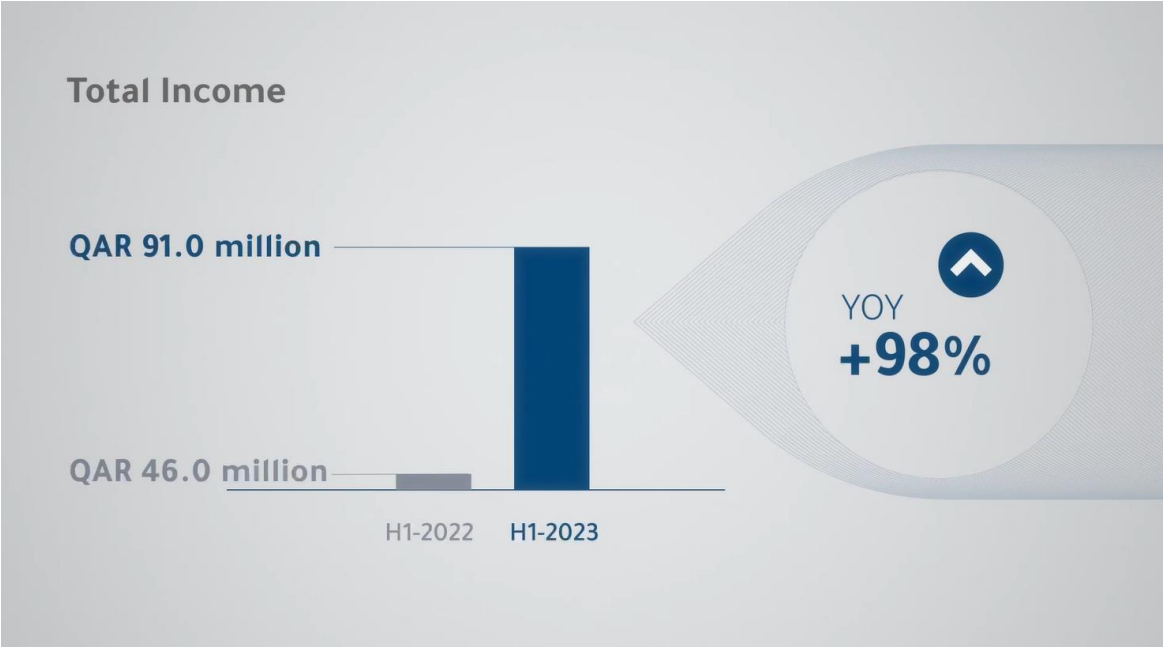
Lesha Bank offers high-net-worth individuals and corporates a range of innovative, tailor-made Shari'a-compliant financial products and solutions covering alternative investments focused on real estate and private equity, private banking & wealth management, corporate and institutional banking, as well as treasury and investments.

Vision

Become a global leader in Shari'a-compliant investment banking by offering innovative investment opportunities to achieve sustainable growth.

2. Financial Highlights for H1-2023

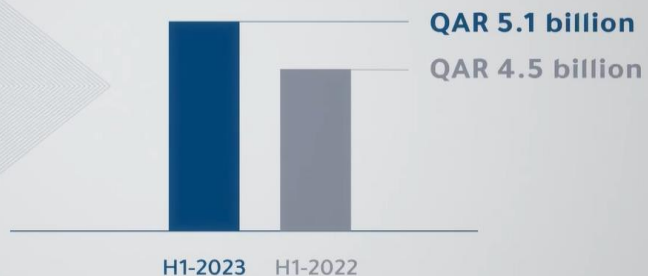
Financial Performance - H1 2023



Financial Highlights - H1 2023

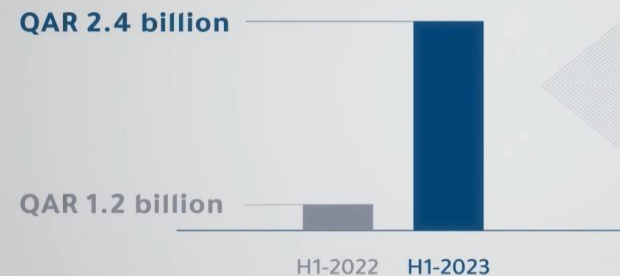
Total Assets

YOY
+14%



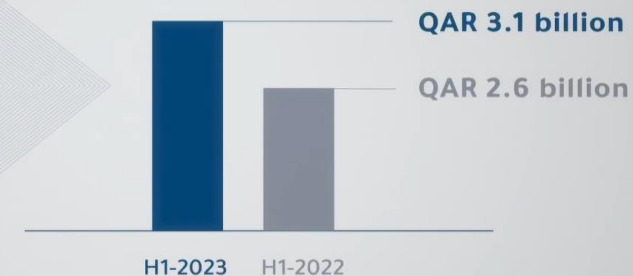
Investment Portfolio

YOY
+103%



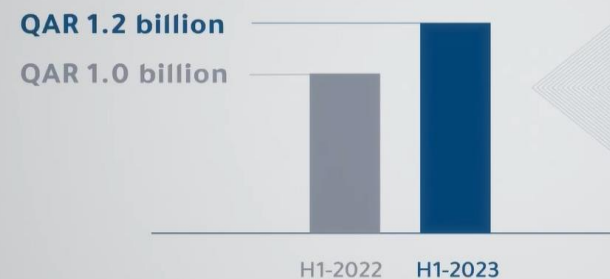
Customer Deposits

YOY
+19%



Equity

YOY
+20%



Key Indicators

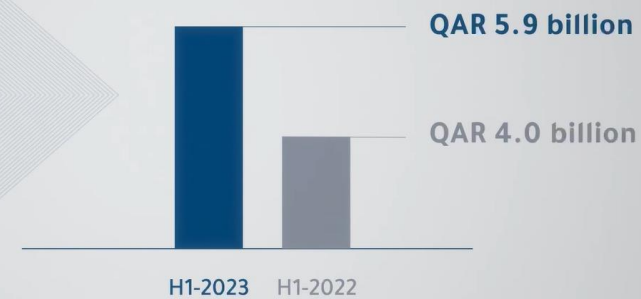
Book Value
QAR 1.05

Return on
Average Equity
7.75%

Return on
Average Assets
1.73%

Total Assets Under Management (AUM)

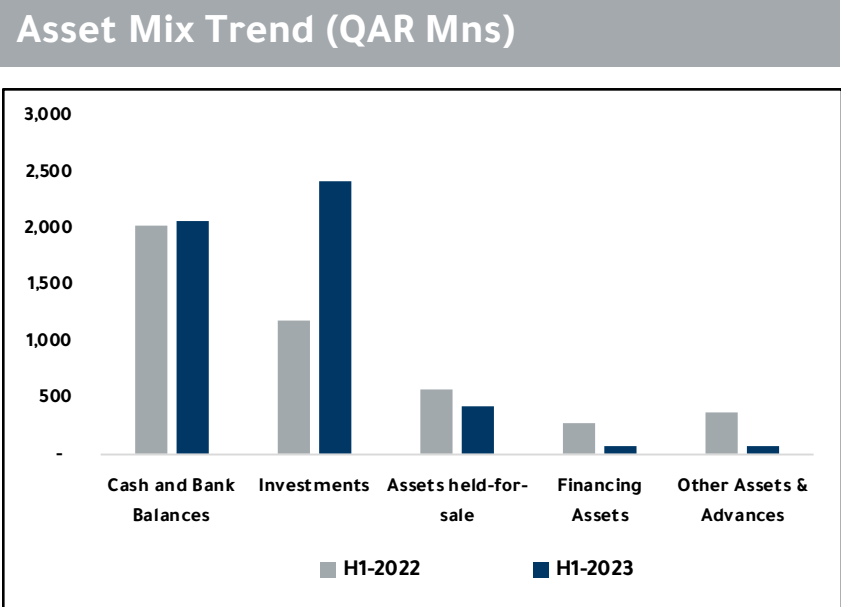
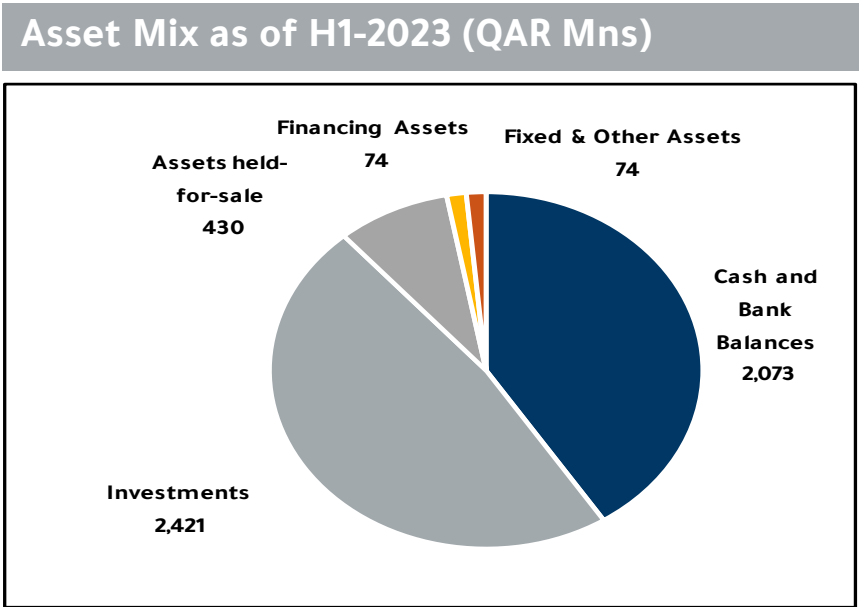
YOY
+48%



3. Financial Performance Analysis

3.1 Asset Mix

Asset Mix (QAR Mns)		
Asset Type	H1-2022	H1-2023
Cash and Bank Balances	2,037	2,073
Investments	1,193	2,421
Assets held-for-sale	575	430
Financing Assets	283	74
Fixed & Other Assets	378	74
Total Assets	4,466	5,073

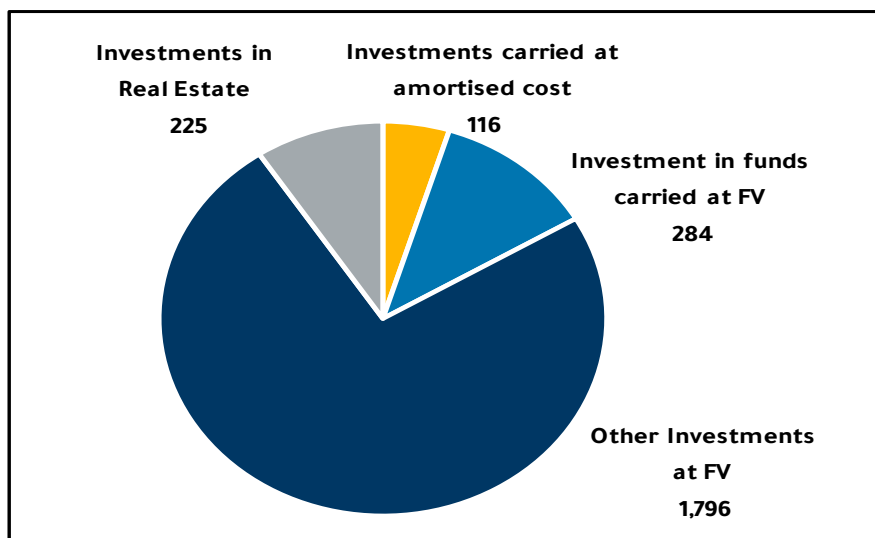


3.2 Investments

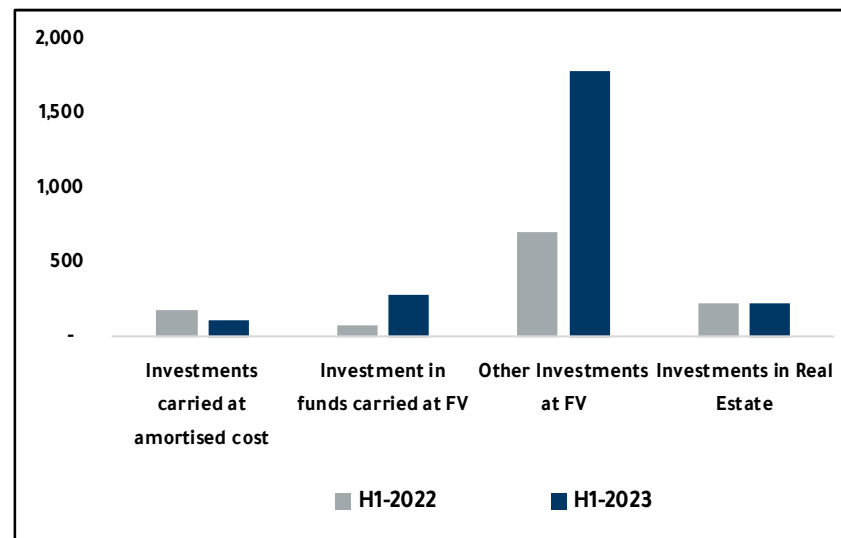
Composition of Investments (QAR Mns)

Investment Type	H1-2022	H1-2023
Investments carried at Amortised Cost	175	116
Investment in Funds carried at fair value	80	284
Investments in Real Estate	226	225
Other Investments at fair value	711	1,796
Total Investments	1,193	2,421

Investment Mix as of H1-2023 (QAR Mns)



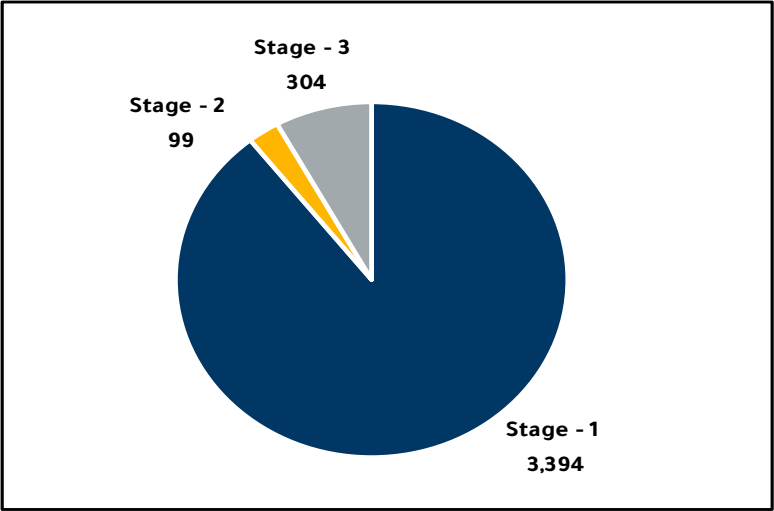
Investment Mix Trend (QAR Mns)



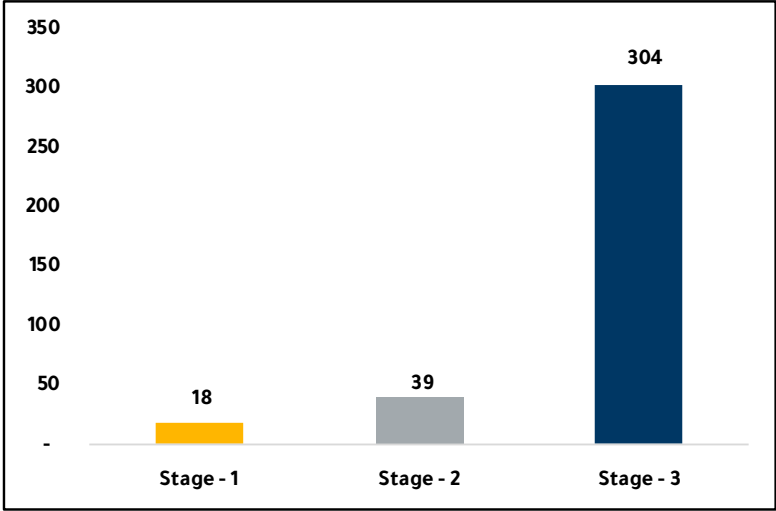
3.3 Stage-wise Exposure & ECL

Exposure & ECL (QAR Mns)			
Exposure	H1-2022	H1-2023	ECL Coverage %
Stage - 1	2,921	3,394	0.5%
Stage - 2	146	99	39.6%
Stage - 3	304	304	100.0%

Exposure as of H1-2023 (QAR Mns)



ECL Stage-wise as of H1-2023 (QAR Mns)

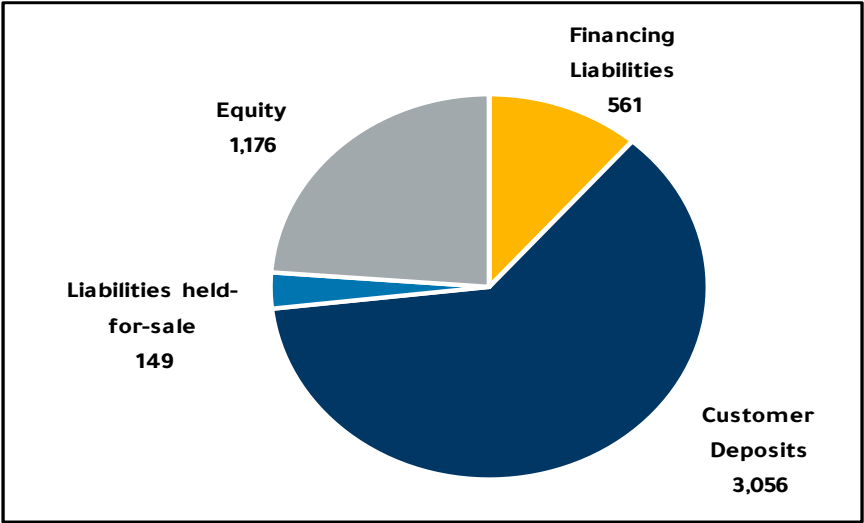


3.4 Funding Mix

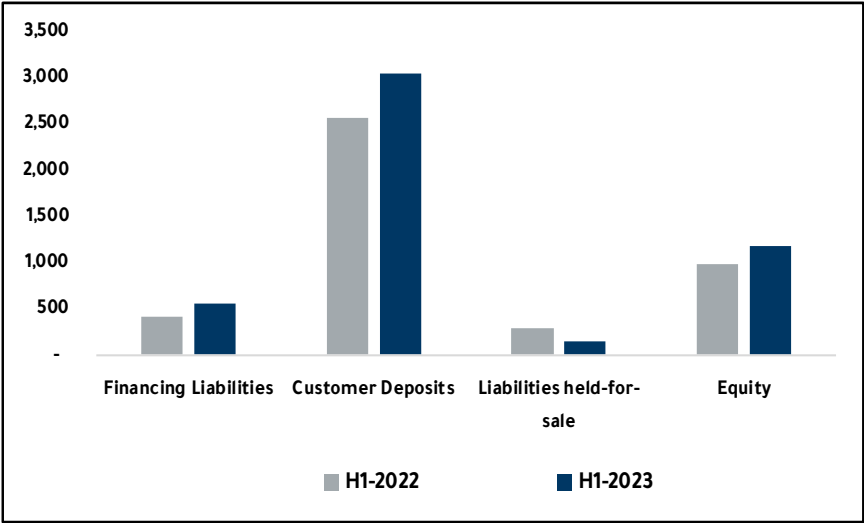
Funding Mix Trend (QAR Mns)

Funded By	H1-2022	H1-2023
Financing Liabilities	419	561
Customer Deposits	2,577	3,056
Liabilities held-for-sale	290	149
Equity	979	1,176

Funding Mix as of H1-2023 (QAR Mns)

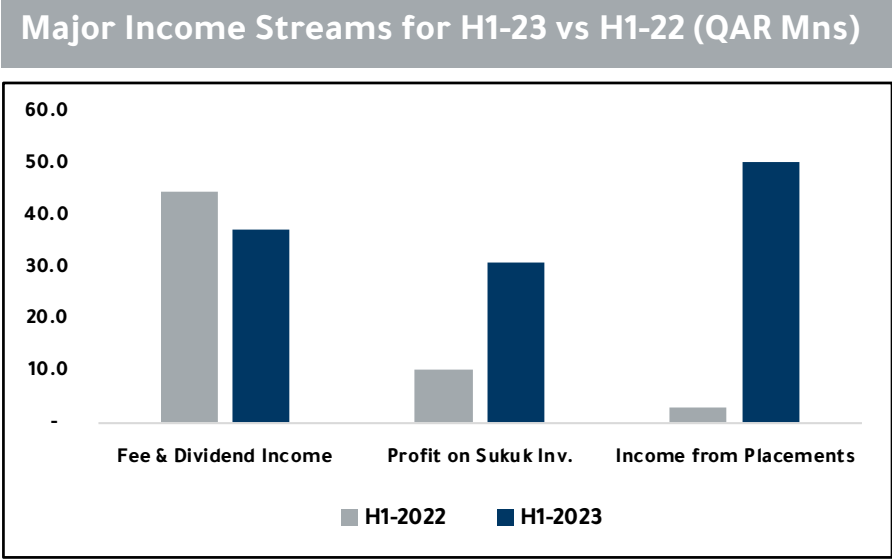
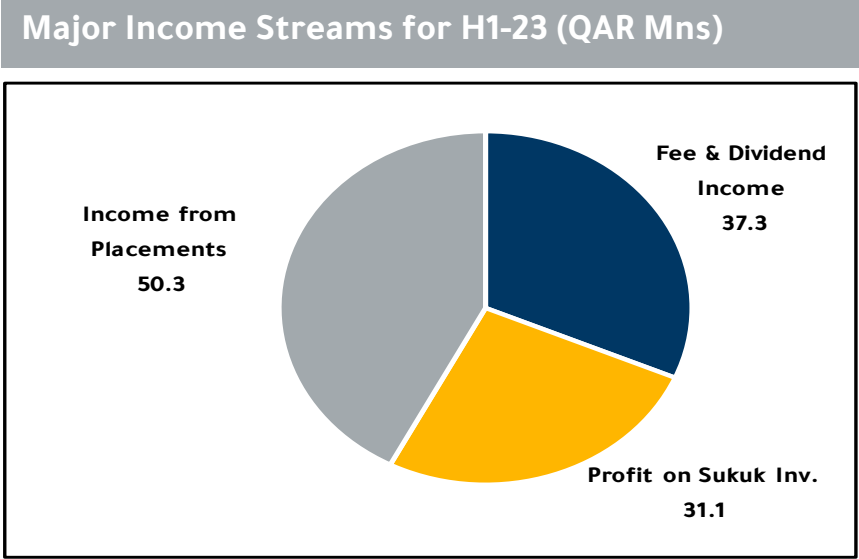


Funding Mix Trend (QAR Mns)



3.5 Major Income Streams

Major Income Streams Trend (QAR Mns)		
Major Income Streams	H1-2022	H1-2023
Fee & Dividend Income	44.6	37.3
Profit on Sukuk Investments	10.2	31.1
Income from Placements	3.0	50.3



4. Key Business Highlights & News Update

Business Highlights & News update

Syndication of Health Care Technology Company – Phase II

Private Banking and Wealth Management team completed the full syndication of the Healthcare technology company - Phase II real estate property which is Bank's 12th Shari'a-compliant real estate acquisition in the US. [Read more](#)

MEED MENA Banking Excellence Awards 2023

Lesha Bank has received two prestigious awards at the MEED MENA Banking Excellence Awards 2023 namely **MENA Asset Manager of the Year** and **Most Effective Investment Service Offering**, reaffirming its strong performance and commitment to excellence in investment banking.

New Cloud-based CRM Solution

To enhance digital transformation and foster business growth, the Bank introduced a Cloud-based CRM solution. This innovative tool aims to improve client relationships and expedite its journey towards digital advancement. [Read more](#)



5. Appendices

Detail Balance Sheet as of 30th June 2023

Amounts in QAR '000s

	Jun 23	Dec 22
ASSETS		
Cash and bank balances	2,073,341	2,368,489
Investments carried at amortised cost	116,289	174,230
Investment in funds carried at fair value	284,051	239,735
Financing assets	74,080	204,725
Investments carried at fair value	1,795,585	1,384,339
Investments in real estate	225,368	225,368
Fixed assets	19,443	21,562
Intangible assets	1,802	1,951
Assets held-for-sale	429,596	403,480
Other assets	53,123	225,917
TOTAL ASSETS	5,072,678	5,249,796
LIABILITIES		
Financing liabilities	560,689	742,049
Customers' balances	119,267	310,317
Liabilities held-for-sale	149,033	149,987
Other liabilities	142,768	181,843
TOTAL LIABILITIES	971,757	1,384,196
Equity of unrestricted investment account holders	2,936,477	2,744,929
EQUITY		
Share capital	1,120,000	1,120,000
Share premium	80,003	80,003
Investments fair value reserve	(16,596)	(14,733)
Accumulated losses	(7,662)	(52,383)
EQUITY ATTRIBUTABLE TO SHAREHOLDERS OF THE BANK	1,175,745	1,132,887
Non-controlling interest	(11,301)	(12,216)
TOTAL EQUITY	1,164,444	1,120,671
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	5,072,678	5,249,796

Detail Income Statement for H1 - 2023

Amounts in QAR '000s

	H1-2023	H1-2022
Income from financing assets	6,152	3,731
Income from placements with financial institutions	50,264	3,038
Profit on the financing liabilities	(13,168)	(2,125)
NET INCOME FROM FINANCING ASSETS	43,248	4,644
Fee income	29,242	33,528
Dividend income	8,091	11,089
Profit on Sukuk investments	31,056	10,242
Loss on re-measurement of investments at FVTPL	6,229	(17,803)
Loss on disposal of sukuk investments	-	(333)
Gain on disposal of equity investments	-	13,349
Loss on settlement of financing assets	-	(1,508)
Net foreign exchange gain / (loss)	5,185	1,013
Other income, net	11,558	13,593
TOTAL INCOME BEFORE RETURN TO URIA	134,609	67,814
Return to unrestricted investment account holders	(43,561)	(21,853)
TOTAL INCOME	91,048	45,961
Staff costs	(30,741)	(33,345)
Depreciation and amortisation	(3,130)	(2,242)
Other operating expenses	(7,475)	(12,186)
TOTAL EXPENSES	(41,346)	(47,773)
Reversal / (prov.) for impair. on fin. assets, net of recoveries	(3,148)	39,995
Reversal / (prov.) for impair. on other financial assets	(2,200)	11,254
NET PROFIT/ (LOSS) FROM CONTINUING OPERATIONS	44,354	49,437
Profit / (loss) from discontinued operations, net of tax	1,282	191
NET PROFIT FOR THE PERIOD	45,636	49,628
Net Profit attributable to		
- Equity Holders of the Bank	44,721	42,047
- Non Controlling Interest	915	7,581

Investor Relations Contact

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Thank you

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