

Lesha Bank

Investor Presentation

Q3-2023

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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.

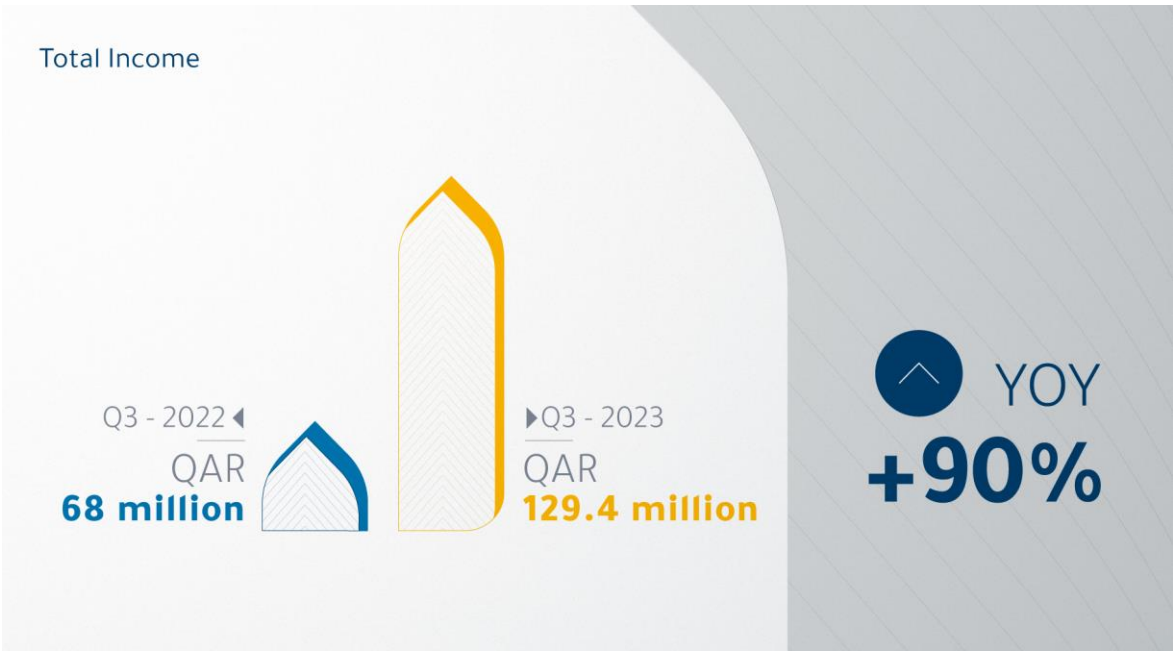
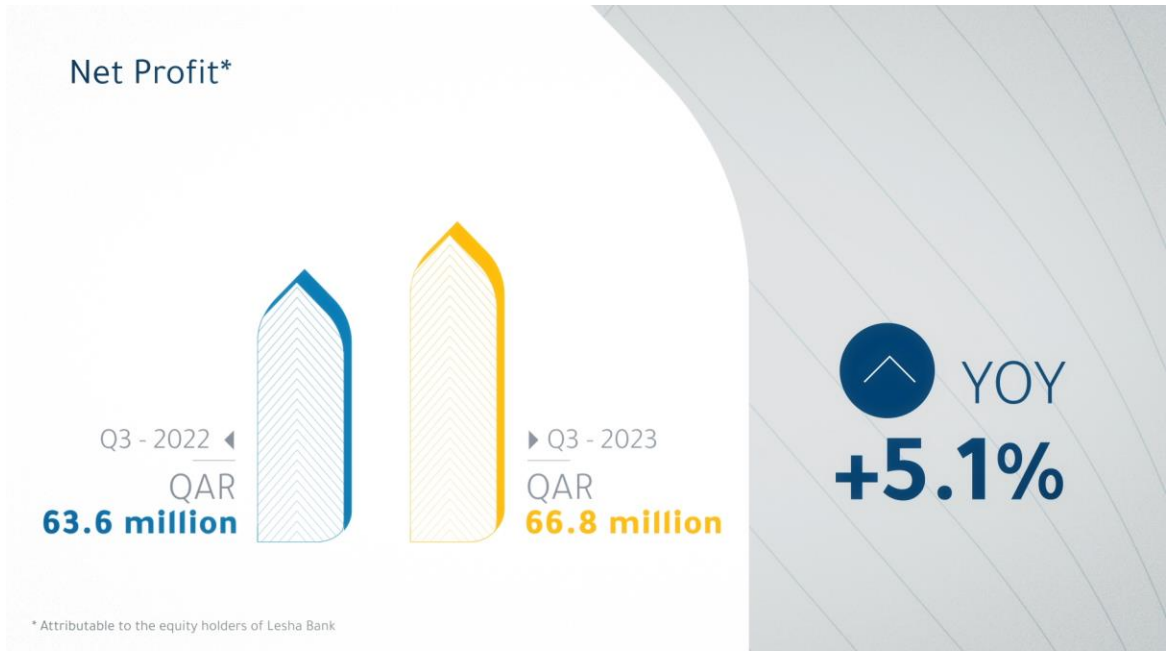
Lesha Bank offers high-net-worth individuals and corporates a range of innovative, tailor-made Shari'a-compliant financial products and solutions covering alternative investments focused on real estate and private equity, private banking & wealth management, corporate and institutional banking, as well 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 - YTD September 2023

Financial Performance - YTD September 2023



Financial Highlights - YTD September 2023

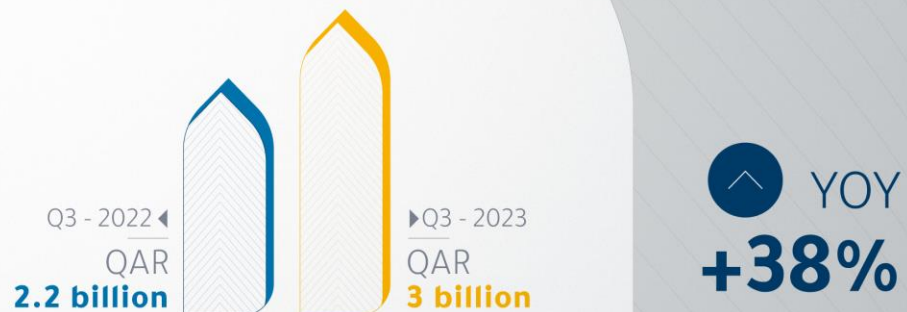
Total Assets



Bank's Investment Portfolio



Customer Deposits



Bank's Equity*



* Attributable to the equity holders of Lesha Bank

Key Indicators

Book Value

QAR 1.06

Return on Average Equity

7.66%

Return on Average Assets

1.56%

Total Assets Under Management (AUM)

Q3 - 2022
QAR
4.3 billion



Q3 - 2023
QAR
6 billion

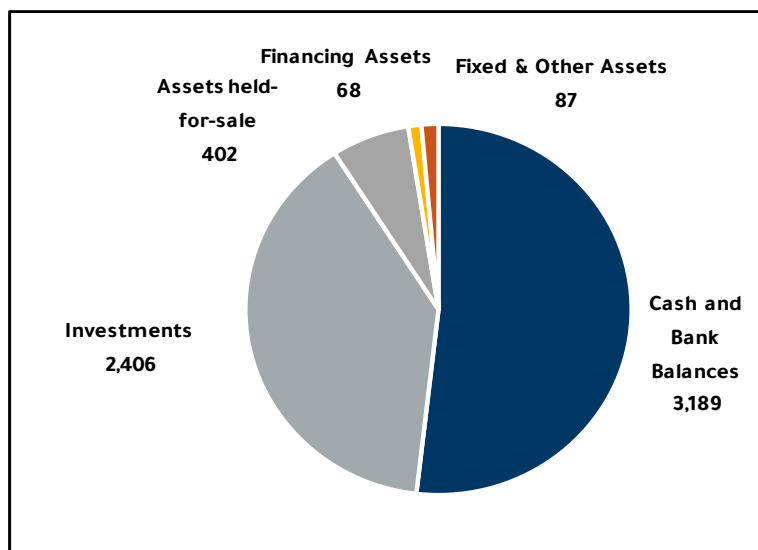
↑
**YOY
+39%**

3. Financial Performance Analysis

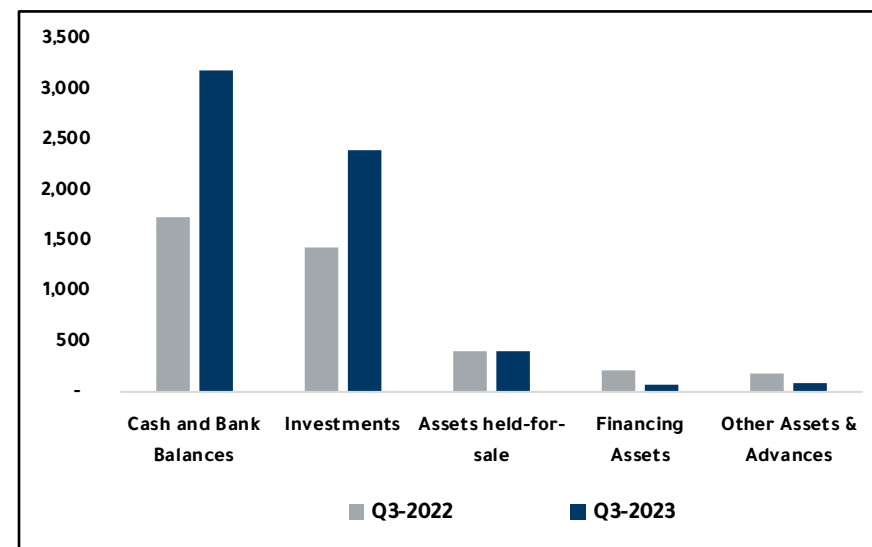
3.1 Asset Mix

Asset Mix (QAR Mns)		
Asset Type	Q3-2022	Q3-2023
Cash and Bank Balances	1,736	3,189
Investments	1,438	2,406
Assets held-for-sale	397	402
Financing Assets	211	68
Fixed & Other Assets	175	87
Total Assets	3,957	6,152

Asset Mix as of Q3-2023 (QAR Mns)



Asset Mix Trend (QAR Mns)

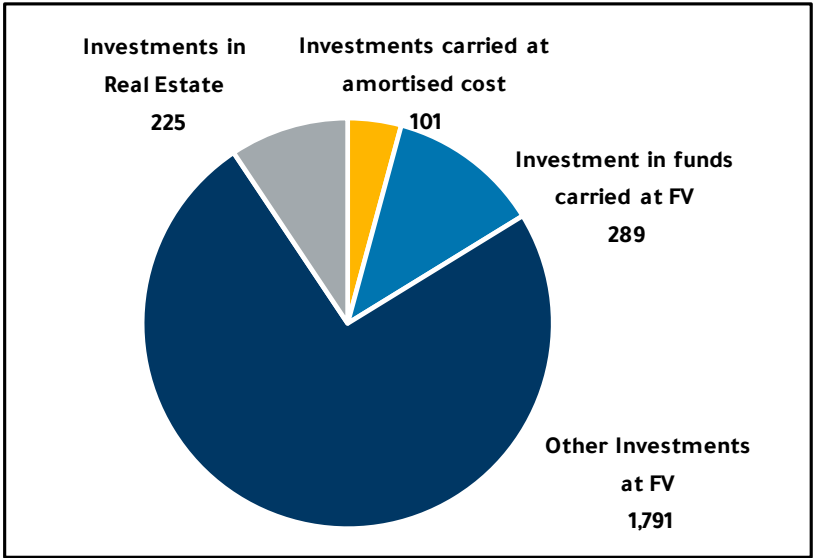


3.2 Investments

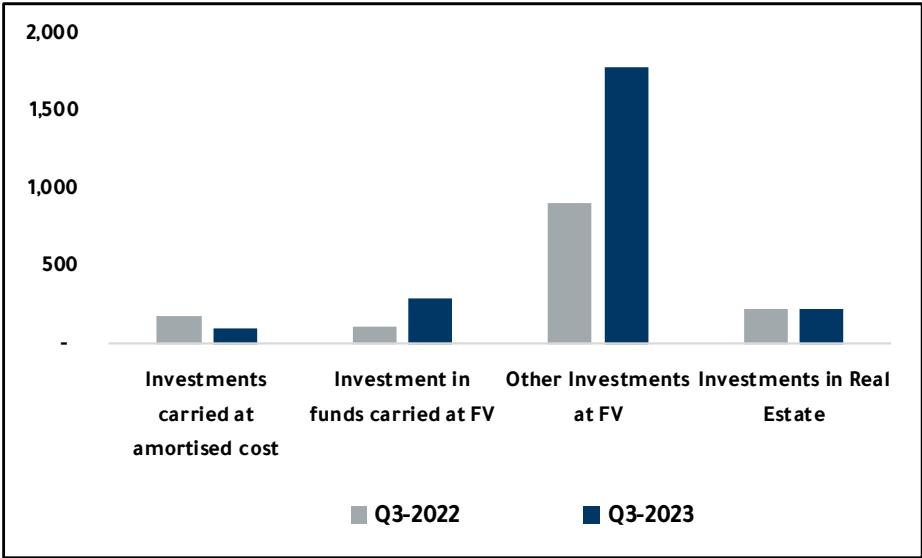
Composition of Investments (QAR Mns)

Investment Type	Q3-2022	Q3-2023
Investments carried at Amortised Cost	185	101
Investment in Funds carried at fair value	114	289
Investments in Real Estate	226	225
Other Investments at fair value	913	1,791
Total Investments	1,438	2,406

Investment Mix as of Q3-2023 (QAR Mns)



Investment Mix Trend (QAR Mns)

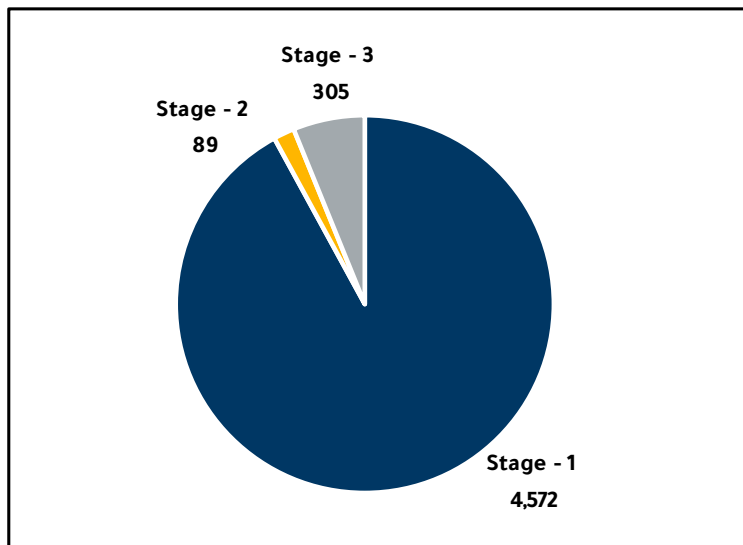


3.3 Stage-wise Exposure & ECL

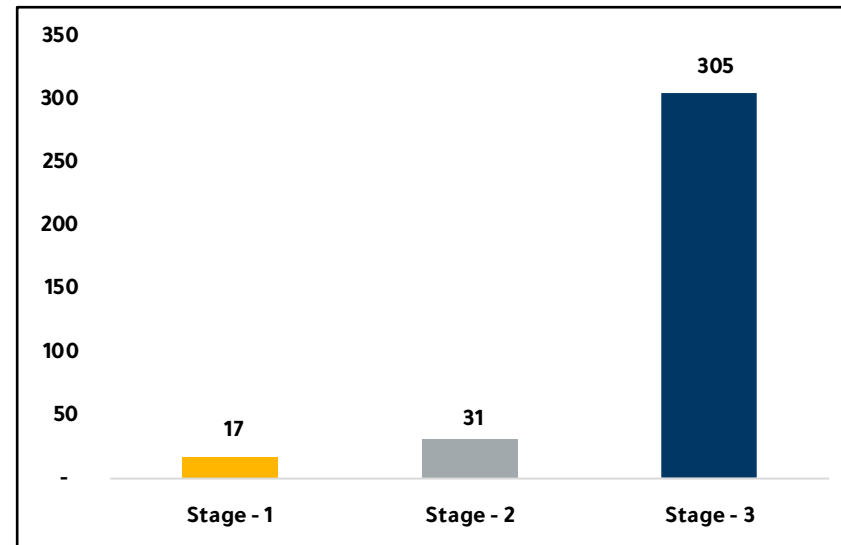
Exposure & ECL (QAR Mns)

Exposure	Q3-2022	Q3-2023	ECL Coverage %
Stage - 1	2,714	4,572	0.4%
Stage - 2	117	89	34.5%
Stage - 3	304	305	100.0%

Exposure as of Q3-2023 (QAR Mns)



ECL Stage-wise as of Q3-2023 (QAR Mns)

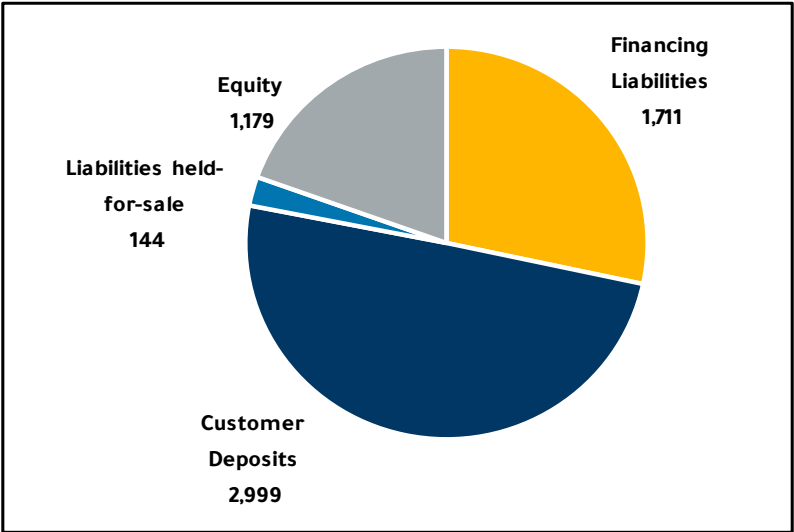


3.4 Funding Mix

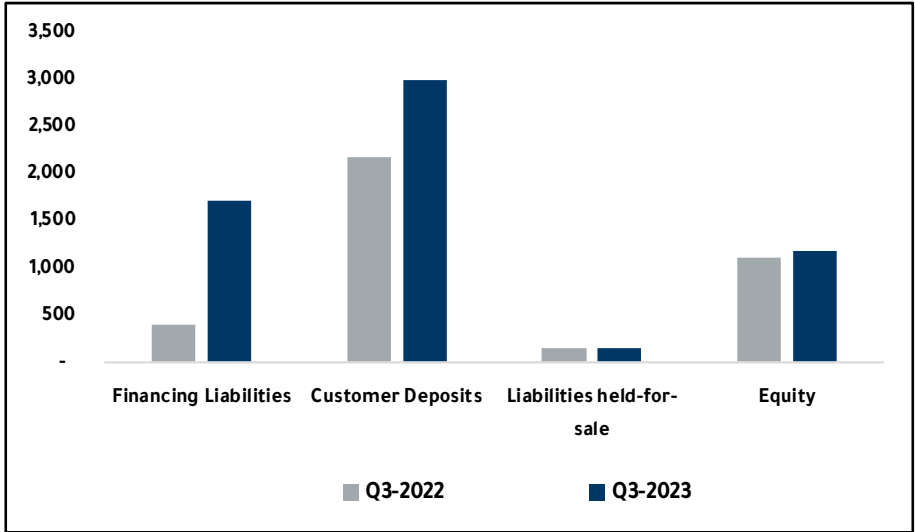
Funding Mix Trend (QAR Mns)

Funded By	Q3-2022	Q3-2023
Financing Liabilities	394	1,711
Customer Deposits	2,171	2,999
Liabilities held-for-sale	144	144
Equity	1,104	1,179

Funding Mix as of Q3-2023 (QAR Mns)



Funding Mix Trend (QAR Mns)

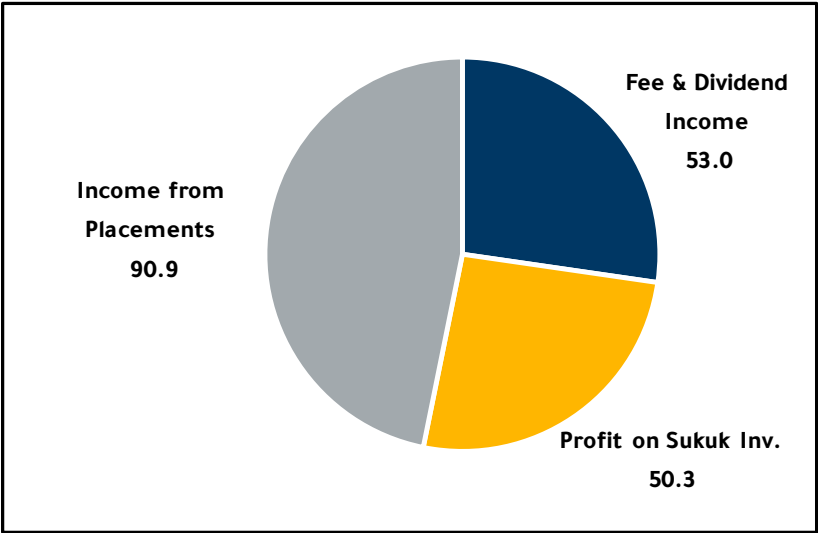


3.5 Major Income Streams

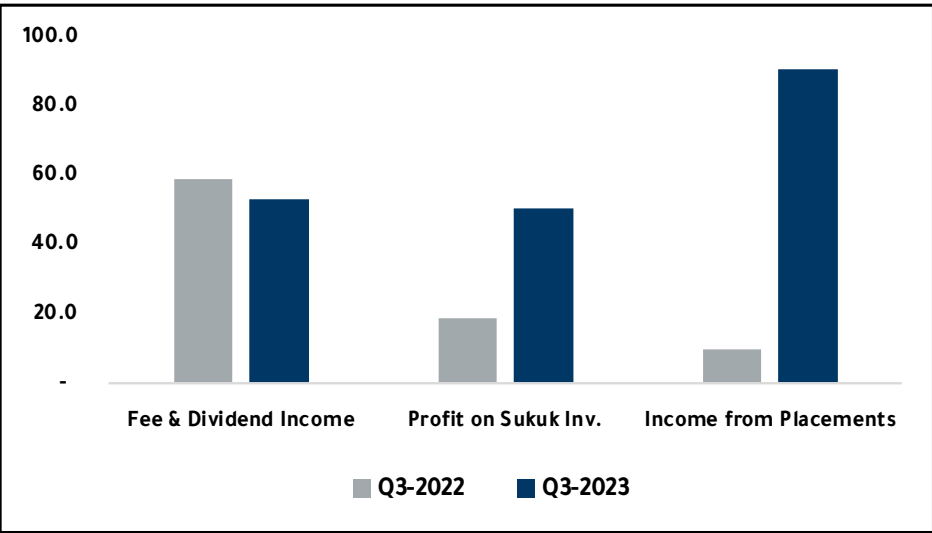
Major Income Streams Trend (QAR Mns)

Major Income Streams	Q3-2022	Q3-2023
Fee & Dividend Income	59.2	53.0
Profit on Sukuk Investments	18.9	50.3
Income from Placements	9.7	90.9

Major Income Streams for Q3-23 (QAR Mns)



Major Income Streams for Q3-23 vs Q3-22 (QAR Mns)



4. News Update

News update

ISO 9001:2015 and 14001:2015 Certifications

Lesha Bank obtained the ISO 9001:2015 and ISO 14001:2015 certifications for its Quality Management System and Environmental Management System, respectively. These certifications stand as a testament to the Bank's dedication to excellence, sustainability, and continuous improvement in its operations.

Euromoney Awards for Excellence 2023

Lesha Bank's commitment to promoting diversity and inclusion in the financial sector received a well-deserved recognition as we were honored with the title of "Best Bank for Diversity and Inclusion in Qatar" at the prestigious Euromoney Awards for Excellence 2023.

Asset Triple A Islamic Finance Awards 2023

Lesha Bank was honored with the prestigious "Asset Manager of the Year in Qatar" award at The Asset Triple A Islamic Finance Awards 2023. This accolade acknowledges the Bank's outstanding management of a robust and diverse portfolio encompassing real estate and private equity assets.

Best Workplaces™ Asia and Best Workplaces™ for Women in GCC 2023 by Great Place to Work®

Lesha Bank has been proudly recognized as one of Best Workplaces™ Asia and Best Workplaces™ for Women in GCC for 2023 by Great Place to Work®.



5. Appendices

Balance Sheet as of 30th September 2023

Amounts in QAR '000s

	Sep 23	Dec 22
ASSETS		
Cash and bank balances	3,189,112	2,368,489
Investments carried at amortised cost	101,246	174,230
Investment in funds carried at fair value	289,227	239,735
Financing assets	67,613	204,725
Investments carried at fair value	1,790,644	1,384,339
Investments in real estate	225,368	225,368
Fixed assets	18,675	21,562
Intangible assets	1,797	1,951
Assets held-for-sale	402,069	403,480
Other assets	66,703	225,917
TOTAL ASSETS	6,152,454	5,249,796
LIABILITIES		
Financing liabilities	1,710,516	742,049
Customers' balances	148,019	310,317
Liabilities held-for-sale	144,080	149,987
Other liabilities	119,659	181,843
TOTAL LIABILITIES	2,122,274	1,384,196
Equity of unrestricted investment account holders	2,851,473	2,744,929
EQUITY		
Share capital	1,120,000	1,120,000
Share premium	80,003	80,003
Investments fair value reserve	(24,350)	(14,733)
Retained earnings / (accumulated losses)	14,381	(52,383)
EQUITY ATTRIBUTABLE TO SHAREHOLDERS OF THE BANK	1,190,034	1,132,887
Non-controlling interest	(11,327)	(12,216)
TOTAL EQUITY	1,178,707	1,120,671
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	6,152,454	5,249,796

Income Statement - YTD September 2023

Amounts in QAR '000s

	YTD Sep 2023	YTD Sep 2022
Income from financing assets	9,326	7,096
Income from placements with financial institutions	90,896	9,680
Profit on the financing liabilities	(32,107)	(3,676)
NET INCOME FROM FINANCING ASSETS	68,115	13,100
Fee income	37,178	45,689
Dividend income	15,812	13,551
Profit on Sukuk investments	50,259	18,903
Loss on re-measurement of investments at FVTPL	1,681	(20,001)
Loss on disposal of sukuk investments	-	(796)
Gain on disposal of equity investments	3,200	25,657
Loss on settlement of financing assets	-	(1,508)
Net foreign exchange gain / (loss)	5,480	(10,358)
Other income, net	15,983	16,378
TOTAL INCOME BEFORE RETURN TO URIA	197,708	100,615
Return to unrestricted investment account holders	(68,316)	(32,613)
TOTAL INCOME	129,392	68,002
Staff costs	(47,089)	(49,852)
Depreciation and amortisation	(4,691)	(3,292)
Other operating expenses	(12,691)	(17,622)
TOTAL EXPENSES	(64,471)	(70,766)
(Provision) / reversal for impairment on financing assets, net of recoveries	(2,157)	63,369
Reversal for impairment on other financial assets	3,626	10,427
NET PROFIT/ (LOSS) FROM CONTINUING OPERATIONS	66,390	71,032
Profit / (loss) from discontinued operations, net of tax	1,263	(702)
NET PROFIT FOR THE PERIOD	67,653	70,330
Net Profit attributable to		
- Equity Holders of the Bank	66,764	63,550
- Non Controlling Interest	889	6,780

Investor Relations Contact

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Thank you

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