# الخدمات المالية Financial Services

# Qatar Islamic Bank (QIBK)

Recommendation ACCUMULATE Risk Rating R-3
Share Price QR17.80 Target Price QR24.18
Implied Upside 35.8%

#### Attractive Entry Point as Valuation Remains Compelling; Accumulate

After 1Q2023 results, we maintain our earnings CAGR of 11.5% (2022-27e). As such, we retain our PT of QR24.18/share on QIBK. We believe the stock has significantly rerated and is trading at attractive levels. QIBK is trading at a P/B of 1.6x on our 2023 estimates, which implies decent upside, in our view. We note that the stock's 5-year median P/B is 2.3x (5-year high P/B of 3.1x and 5-year low of 1.8x). Hence, we maintain our Accumulate rating on the name. Our thesis stays unchanged: QIBK's fundamentals continue to remain robust with strong RoE generation (2021: 18.2%, 2022: 18.1%, 2023e: 17.9%, 2024e: 18.0% & 2025e: 18.2%); moreover, the bank is cost efficient, has a strong Tier-1 position and a superior asset quality profile vs. its peers. As such, we believe the stock warrants a premium. QIBK is still expected to generate superior RoE/RoRWAs vs. peers (>17%/>2.0%) in the medium-term.

#### Highlights

- QIBK reported 1Q2023 net profit of QR905.3mn. Net profit climbed up 5.9% YoY (-21.6% QoQ).
- Large drop in net provisions drove the bottom-line YoY. Total 1Q2023 revenue receded by 5.6% YoY due to a drop in net interest & investment income (-5.8% YoY) and a decline in non-funded income (-4.2% YoY), while opex increased by 5.4% YoY. On the other hand, a sharp drop in provisions & impairments (-38.8%) led to a 5.9% YoY increase in the bottom-line. Sequentially, a surge in provisions & impairments (up 107.2%) and a 7.0% drop in net interest & investment income resulted in a 21.6% decrease in the bottom-line.
- Robust RoE and RoRWA trajectory to continue; 1Q2023 RoE came in at 16%: QIBK boasts one of the highest RoEs & RoRWAs among its domestic and regional peers. The bank's RoE jumped from 15.2% in FY2016 to 18.1% in FY2022, despite the large amounts of provisions booked during the COVID-19 pandemic era along with precautionary provisions due to QIBK's prudent risk approach. We maintain our RoE estimates of 17.9% in 2023, 18.0% in 2024 and 18.2% in 2025. QIBK also has superior RoRWAs, which are well above 2.0%. QIBK generated RoRWAs of 2.8% in 2022 and we still expect this metric to increase to 3.2% by 2027.
- QIBK remains one of the most cost-efficient banks in the GCC & continues to generate positive JAWs. The bank's C/I ratio dropped from 30.8% in 2015 to 17.4% in 2022 (1Q2023: 18.8%). Moreover, QIBK generated robust JAWs of 8.7% on average (2017-2022). We maintain our C/I ratios of 16.8%/16.4% in 2023/2024.
- Net loans receded by 1.4% given public sector repayments; however, gross loans, excluding the
  public sector, ticked up by ~1.7% vs. FY2022. Net loans declined by 1.4% to QR117.6bn vs.
  FY2022. Deposits followed suit and moved down by 3.7% to QR117.9bn as QIBK shed expensive
  deposits. We still expect net loans to grow by 6.7% in 2023.
- CoR to remain elevated given management's conservative risk management nature but we do not expect it to revert back to ~100bps levels (2020 & 2021). Net credit provisions sharply dropped by 38.3% YoY in 1Q2023 (+296.6% sequentially) to QR317.2mn. CoR improved from 157bps in 1Q2022 to 102bps in 1Q2023. Moreover, CoR also declined from 104bps in 2021 to 92bps in 2022. We maintain our estimate of CoR 84bps for 2023e. We expect CoR to normalize at 70bps by 2025e. A decent chunk of CoR is coming from Stage 1 loans as management is upping its buffers. 57% of ECLs is attributed to Stage 1 loans.
- Asset quality remains superior; we still do not expect any headwinds going forward. NPL ratio
  remained flat at 1.5% in 1Q2023 vs. FY2022. During the same time, NPL formation was negative,
  which is a positive (dropping by 6.8% after dropping by 19.5% vs. FY2021). Coverage of Stage 3
  loans was a strong 95%. We still expect the NPL ratio to further improve over the coming years.
- Capitalization remains strong. QIBK ended 1Q2023 with robust CET1 and Tier-1 ratios at 15.6% and 18.5%, respectively. We still expect management to maintain these levels going forward, while generating superior RoEs.

# Catalysts

For QIBK shares to regain momentum, we need to see dividend upside. Investor sentiment also
generally needs to become more constructive regarding the banking sector and Qatari equities.

### Recommendation, Valuation and Risks

- Recommendation and valuation: We maintain our Price Target at QR24.18 and our Accumulate rating. QIBK is trading at a 2023e P/TB and P/E of 1.6x and 10.2x, respectively.
- Risks: 1) Increase in credit costs and 2) Exposure to the real estate segment.

#### Key Financial Data and Estimates

(In QR mn)	2022	2023e	2024e	2025e
EPS (QR)	1.57	1.75	1.96	2.21
EPS Growth (%)	13.7	11.0	12.0	13.1
P/E (x)	11.3	10.2	9.1	8.0
Tangible BVPS (QR)	9.8	10.9	12.2	13.6
P/TBV (x)	1.8	1.6	1.5	1.3
RoE (%)	18.1	17.9	18.0	18.2
DPS (QR)	0.625	0.675	0.725	0.800
Dividend Yield (%)	3.5	3.8	4.1	4.5

Source: Company data, ONB FS Research; Note: All data based on current number of shares

#### Key Data

-	
Current Market Price (QR)	17.80
Dividend Yield (%)	3.5
Bloomberg Ticker	QIBK QD
ADR/GDR Ticker	N/A
Reuters Ticker	QISB.QA
ISIN	QA0006929853
Sector*	Banks & Fin. Svcs.
52wk High/52wk Low (QR)	27.98/17.26
3-m Average Volume ('000)	1,586.3
Mkt. Cap. (\$ bn/QR bn)	11.6/42.1
Shares Outstanding (mn)	2,362.93
FO Limit* (%)	100.0
Current FO* (%)	15.0
1-Year Total Return (%)	(17.5)
Fiscal Year End	December 31

Source: Bloomberg (as of June 06, 2023), \*Qatar Exchange (as of June 06, 2023); Note: FO is foreign ownership

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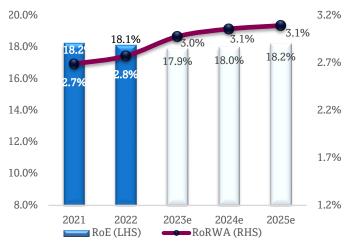
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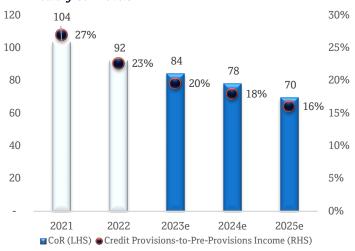
Wednesday, 07 June 2023

#### Robust RoE and RoRWAs Generator

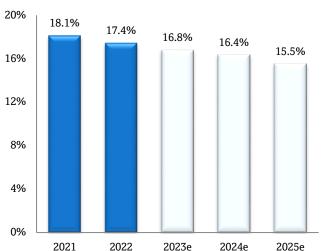


Source: Company data, QNB FS Research

# With Healthy CoR Levels

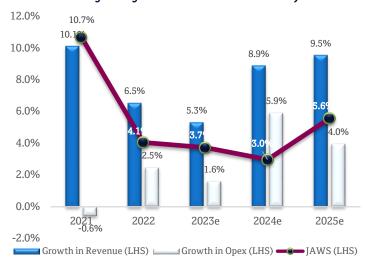


# Efficiently Managed Bank

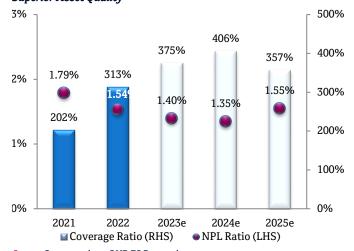


Source: Company data, QNB FS Research

#### While Generating Strong Revenue Growth and Positive JAWs



# Superior Asset Quality



Source: Company data, QNB FS Research

# Strong Coverage of Stage 3 Loans

1Q2023	Stage 1	Stage 2	Stage 3	Total
Gross Loans	98,612,878	23,361,056	1,883,407	123,857,341
ECLs	3,583,446	898,453	1,796,760	6,278,659
Stages % of Loans	79.6%	18.9%	1.5%	
Stages % ECLS	57.1%	14.3%	28.6%	
Coverage Ratio	4%	4%	95%	

2 Wednesday, 07 June 2023

# **Detailed Financial Statements**

Income Statement (In QR mn)	2020	2021	2022	2023e	2024e	2025e
Net Interest Income	4,350	4,774	4,999	5,392	5,887	6,618
Fees & Commissions	661	726	810	855	942	904
FX Income	76	200	122	131	148	126
Other Income	353	289	451	345	343	371
Non-Interest Income	1,090	1,215	1,383	1,330	1,433	1,402
Total Revenue	5,439	5,990	6,382	6,723	7,321	8,020
Operating Expenses	(1,092)	(1,085)	(1,112)	(1,130)	(1,197)	(1,245)
Net Operating Income	4,348	4,904	5,270	5,593	6,124	6,775
Net Provisions & Impairments	(1,316)	(1,342)	(1,235)	(1,128)	(1,115)	(1,135)
Net Profit Before Taxes & Non-Recurring	3,032	3,563	4,034	4,465	5,008	5,640
Tax	(7)	(10)	(11)	(12)	(14)	(16)
Net Profit Before Minority Interest	3,024	3,553	4,023	4,452	4,994	5,625
Minority Interest	41	2	(18)	(27)	(60)	(67)
Non-Recurring/Unusual Gains/(Losses)	0	0	0	0	0	0
Net Profit (Headline)	3,065	3,555	4,005	4,425	4,934	5,557
Interest On Tier-1 Sukuk	(205)	(196)	(188)	(188)	(188)	(188)
Social & Sports Contribution Fund	(77)	(89)	(100)	(111)	(123)	(139)
Net Profit (Attributable)	2,783	3,270	3,717	4,127	4,623	5,230

Source: Company data, QNB FS Research

D 1	2020	2021	2000	2007	2024	2005
Balance Sheet (In QR mn)	2020	2021	2022	2023e	2024e	2025e
Assets						
Cash & Balances with Central Bank	8,357	7,177	7,951	7,834	8,038	9,392
Interbank Loans	6,913	7,461	3,188	3,819	5,585	4,672
Net Investments	33,248	44,380	45,774	52,210	55,592	52,491
Net Loans	119,072	128,409	119,285	127,304	139,625	155,735
Investment In Associates	1,134	1,140	1,130	1,170	1,211	1,250
Other Assets	1,937	1,709	2,576	2,481	2,561	2,230
Net PP&E	462	570	558	539	522	516
Investment In Real Estate	2,863	2,854	3,321	3,358	3,396	3,434
Goodwill & Intangible Assets	370	218	218	218	218	218
Total Assets	174,356	193,916	184,001	198,934	216,748	229,938
Liabilities						
Interbank Deposits	13,828	19,856	17,382	21,665	22,921	16,217
Customer Deposits	118,144	131,095	122,371	130,570	141,015	156,527
Sukuk Financing	14,059	14,063	12,453	12,702	15,243	16,005
Other Liabilities	5,120	3,491	3,868	3,395	3,878	3,913
Tier-1 Sukuk	4,000	4,000	4,000	4,000	4,000	4,000
Total Liabilities	155,150	172,504	160,075	172,331	187,057	196,662
Minority Interest	903	676	669	695	755	823
Total Shareholders' Equity	18,304	20,736	23,257	25,908	28,936	32,453
Total Liabilities & Shareholders' Equity	174,356	193,916	184,001	198,934	216,748	229,938
Risk Weighted Assets	121,582	134,045	138,570	151,190	169,063	181,651

Source: Company data, QNB FS Research

Profitability (%)   16.6   18.2   18.1   17.9   18.0   18.2   RoAA   1.6   1.8   2.0   2.2   2.2   2.3   RoRWA   2.5   2.7   2.8   3.0   3.1   3.1   3.1   NIM (% of IEAs)   2.87   2.90   2.97   3.16   3.15   3.29   NIM (% of IEAs)   2.87   2.90   2.97   3.16   3.15   3.29   NIM (% of RWAs)   3.75   3.74   3.67   3.72   3.68   3.77   NIM (% of AAs)   2.57   2.59   2.65   2.82   2.83   2.96   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.77   2.89   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.97   2.98   2.97   2.97   2.97   2.97   2.98   2.97	Key Indicators/KPIs	2020	2021	2022	2023e	2024e	2025e
RoAA         1.6         1.8         2.0         2.2         2.2         2.3           RORWA         2.5         2.7         2.8         3.0         3.1         3.1           NIM (% of IEAs)         2.87         2.90         2.97         3.16         3.15         3.29           NIM (% of RWAs)         3.75         3.74         3.67         3.72         3.68         3.77           NIM (% of RWAs)         2.57         2.59         2.66         2.67         2.77         2.79         2.89           Spread         2.52         2.66         2.67         2.77         2.77         2.89           Efficiency (%)           Cost-to-Income (Headline)         20.1         18.1         17.4         16.8         16.4         15.5         Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.5         Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.5         Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.3         16.4         1.5         5.6         6.6         6.6         6.6         6.6         6.6	Profitability (%)						,
RORWA	RoE (Tangible)	16.6	18.2	18.1	17.9	18.0	18.2
NIM (% of IEAs)	RoAA	1.6	1.8	2.0	2.2	2.2	2.3
NIM (% of RWAs) 3.75 3.74 3.67 3.72 3.68 3.77 NIM (% of AAs) 2.57 2.59 2.65 2.82 2.83 2.96 Efficiency (%)  Cost-to-Income (Headline) 20.1 18.1 17.4 16.8 16.4 15.5 Cost-to-Income (Core) 21.2 18.9 18.7 17.7 17.1 16.3 Liquidity (%)  LDR 100.8 98.0 97.5 97.5 99.0 99.5 Loars & 68.3 66.2 64.8 64.0 64.4 67.7 Cash & Interbank Loans-to-Total Assets 67.8 66.2 64.8 64.0 64.4 67.7 Cash & Interbank Loans - to-Total Assets 67.8 67.6 66.5 65.6 65.1 68.1 Deposits to Assets 120.9 117.1 122.2 120.8 118.5 124.2 Asset Quality (%)  NPL Ratio 14 1.8 1.5 1.4 1.4 1.6 1.8 1.5 1.4 1.4 1.6 1.6 NPL to Shareholder's Equity 9.6 11.5 8.3 7.3 6.9 7.9 NPL to Tier 1 Capital 7.9 10.1 7.4 6.8 6.8 6.8 8.0 Coverage Ratio 226.8 202.4 313.0 375.2 406.0 357.0 ALL/Average Loans 3.1 3.5 4.2 4.7 5.1 5.3 Cost of Risk 105 14.9 14.7 15.8 15.5 15.0 15.3 Tier-1 Ratio 18.2 17.7 18.7 18.2 17.4 17.5 CAR 19.4 18.9 19.9 19.4 18.6 18.7 CAR 19.4 18.9 19.9 19.4 18.6	RoRWA	2.5	2.7	2.8	3.0	3.1	3.1
NIM (% of AAs) 2.57 2.59 2.65 2.82 2.83 2.96 Spread 2.52 2.66 2.67 2.77 2.79 2.89 Efficiency (%)  Cost-to-Income (Headline) 20.1 18.1 17.4 16.8 16.4 15.5 Cost-to-Income (Core) 21.2 18.9 18.7 17.7 17.1 16.3 Liquidity (%)  Liquidity (%)  LDR 100.8 98.0 97.5 97.5 99.0 99.0 99.5 Loans/Assets 68.3 66.2 64.8 64.0 64.4 67.7 Cash & Interbank Loans-to-Total Assets 8.8 7.5 61. 5.9 6.3 61. beposits to Assets 67.8 67.6 66.5 65.6 65.1 68.1 Wholesale Funding to Loans 23.4 26.4 25.0 27.0 27.3 20.7 IEAs to IBLs 120.9 117.1 122.2 120.8 118.5 124.2 Asset Quality (%)  NPL Ratio 1.4 1.8 1.5 1.4 1.4 1.6 NPL to Shareholder's Equity 9.6 11.5 8.3 7.3 6.9 7.9 NPL to Tier 1 Capital 7.9 10.1 7.4 6.8 6.8 8.0 Coverage Ratio 226.8 202.4 313.0 375.2 406.0 357.0 ALL/Average Loans 3.1 3.5 4.2 4.7 5.1 5.3 Cost of Risk 105 104 92 84 78 70 Capitalization (%)  CET1 Ratio 1.4.9 14.7 15.8 15.5 15.0 15.3 Tier-1 Ratio 1.8.2 17.7 18.7 18.2 17.4 17.5 CAP	NIM (% of IEAs)	2.87	2.90	2.97	3.16	3.15	3.29
Spread         2.52         2.66         2.67         2.77         2.77         2.89           Efficiency (%)         20.1         18.1         17.4         16.8         16.4         15.5           Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.3           Liquidity (%)           Use of the color of the	NIM (% of RWAs)	3.75	3.74	3.67	3.72	3.68	3.77
Efficiency (%)         Cost-to-Income (Headline)         20.1         18.1         17.4         16.8         16.4         15.5           Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.3           Liquidity (%)         Use of the income (Core)         Use of the income (Core)         21.2         18.9         18.7         17.7         17.1         16.3           Loans/Assets         100.8         98.0         97.5         97.5         99.0         99.5           Loans/Assets         68.3         66.2         64.8         64.0         64.4         67.1           Cash & Interbank Loans-to-Total Assets         8.8         7.5         6.1         5.9         6.3         6.1           Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           EAs to BLs         10.0         19.1         12.2         17.0         27.3         20.7           Cast of Blas         16.5         15.3         15.3         15.3         15.2         17.0         18.5	NIM (% of AAs)	2.57	2.59	2.65	2.82	2.83	2.96
Cost-to-Income (Headline)         20.1         18.1         17.4         16.8         16.4         15.5           Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.3           Liquidity (%)         LDR         100.8         98.0         97.5         97.5         99.0         99.5           Loans/Assets         68.3         66.2         64.8         64.0         64.4         67.7           Cash & Interbank Loans-to-Total Assets         8.8         7.5         6.1         5.9         6.3         6.1           Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)         VISTA 18.1         1.4         1.4         1.6         1.6         NPL Ratio         1.4         1.8         1.5         1.4         1.4         1.6         NPL To	Spread	2.52	2.66	2.67	2.77	2.77	2.89
Cost-to-Income (Core)         21.2         18.9         18.7         17.7         17.1         16.3           Liquidity (%)         Use of the property of the pro	Efficiency (%)						
Liquidity (%)         LDR         100.8         98.0         97.5         97.5         99.0         99.5           Loans/Assets         68.3         66.2         64.8         64.0         64.4         67.7           Cash & Interbank Loans-to-Total Assets         8.8         7.5         6.1         5.9         6.3         6.1           Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)         14         1.8         1.5         1.4         1.4         1.6           NPL Ratio         1.4         1.8         1.5         1.4         1.4         1.6           NPL to Shareholder's Equity         9.6         11.5         8.3         7.3         6.9         7.9           NPL to Tier 1 Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0	Cost-to-Income (Headline)	20.1	18.1	17.4	16.8	16.4	15.5
LDR         100.8         98.0         97.5         97.5         99.0         99.5           Loans/Assets         68.3         66.2         64.8         64.0         64.4         67.7           Cash & Interbank Loans-to-Total Assets         8.8         7.5         6.1         5.9         6.3         6.1           Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)         11.5         1.2         120.8         118.5         124.2           Asset Quality (%)         1.4         1.8         1.5         1.4 </td <td>Cost-to-Income (Core)</td> <td>21.2</td> <td>18.9</td> <td>18.7</td> <td>17.7</td> <td>17.1</td> <td>16.3</td>	Cost-to-Income (Core)	21.2	18.9	18.7	17.7	17.1	16.3
Loans/Assets         68.3         66.2         64.8         64.0         64.4         67.7           Cash & Interbank Loans-to-Total Assets         8.8         7.5         6.1         5.9         6.3         6.1           Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)           NPL Ratio         1.4         1.8         1.5         1.4         1.4         1.6           NPL to Shareholder's Equity         9.6         11.5         8.3         7.3         6.9         7.9           NPL to Tier I Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         10.5         10.4         9.2	Liquidity (%)						
Cash & Interbank Loans-to-Total Assets         8.8         7.5         6.1         5.9         6.3         6.1           Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)           NPL stories Income         1.4         1.8         1.5         1.4         1.4         1.6           NPL to Shareholder's Equity         9.6         11.5         8.3         7.3         6.9         7.9           NPL to Tier 1 Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         105         104         92         84         78         70           Capitalization (%)           CETI Ratio<	LDR	100.8	98.0	97.5	97.5	99.0	99.5
Deposits to Assets         67.8         67.6         66.5         65.6         65.1         68.1           Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)         NPL Ratio         1.4         1.8         1.5         1.4         1.4         1.6           NPL to Shareholder's Equity         9.6         11.5         8.3         7.3         6.9         7.9           NPL to Tier 1 Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Coverage Ratio         126.8         10.4         92         84         70         70           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         10.6         18.2         17.7         18.7         18.2	Loans/Assets	68.3	66.2	64.8	64.0	64.4	67.7
Wholesale Funding to Loans         23.4         26.4         25.0         27.0         27.3         20.7           IEAs to IBLs         120.9         117.1         122.2         120.8         118.5         124.2           Asset Quality (%)	Cash & Interbank Loans-to-Total Assets	8.8	7.5	6.1	5.9	6.3	6.1
IEAs to IBLs     120.9     117.1     122.2     120.8     118.5     124.2       Asset Quality (%)     NPL Ratio     1.4     1.8     1.5     1.4     1.4     1.6       NPL to Shareholder's Equity     9.6     11.5     8.3     7.3     6.9     7.9       NPL to Tier 1 Capital     7.9     10.1     7.4     6.8     6.8     8.0       Coverage Ratio     226.8     202.4     313.0     375.2     406.0     357.0       ALL/Average Loans     3.1     3.5     4.2     4.7     5.1     5.3       Cost of Risk     105     104     92     84     78     70       Capitalization (%)       CET1 Ratio     14.9     14.7     15.8     15.5     15.0     15.3       Tier-1 Ratio     18.2     17.7     18.7     18.2     17.4     17.5       CAR     19.4     18.9     19.9     19.4     18.6     18.7       Leverage (x)     9.5     9.4     7.9     7.7     7.5     7.1       Growth (%)       Net Interest Income     12.7     9.8     4.7     7.9     9.2     12.4       Non-Interest Income     12.6     10.1     6.5	Deposits to Assets	67.8	67.6	66.5	65.6	65.1	68.1
Asset Quality (%)         NPL Ratio       1.4       1.8       1.5       1.4       1.4       1.6         NPL to Shareholder's Equity       9.6       11.5       8.3       7.3       6.9       7.9         NPL to Tier 1 Capital       7.9       10.1       7.4       6.8       6.8       8.0         Coverage Ratio       226.8       202.4       313.0       375.2       406.0       357.0         ALL/Average Loans       3.1       3.5       4.2       4.7       5.1       5.3         Cost of Risk       105       104       92       84       78       70         Capitalization (%)         CET1 Ratio       14.9       14.7       15.8       15.5       15.0       15.3         Tier-1 Ratio       18.2       17.7       18.7       18.2       17.4       17.5         CAR       19.4       18.9       19.9       19.4       18.6       18.7         Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4	Wholesale Funding to Loans	23.4	26.4	25.0	27.0	27.3	20.7
NPL Ratio         1.4         1.8         1.5         1.4         1.4         1.6           NPL to Shareholder's Equity         9.6         11.5         8.3         7.3         6.9         7.9           NPL to Tier 1 Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         105         104         92         84         78         70           Capitalization (%)           CET1 Ratio         14.9         14.7         15.8         15.5         15.0         15.3           Tier-1 Ratio         18.2         17.7         18.7         18.2         17.4         17.5           CAR         19.4         18.9         19.9         19.4         18.6         18.7           Leverage (x)         9.5         9.4         7.9         7.7         7.5         7.1           Growth (%)           Net Interest Income         12.7         9.8         4.7	IEAs to IBLs	120.9	117.1	122.2	120.8	118.5	124.2
NPL to Shareholder's Equity         9.6         11.5         8.3         7.3         6.9         7.9           NPL to Tier 1 Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         105         104         92         84         78         70           Capitalization (%)           CET1 Ratio         14.9         14.7         15.8         15.5         15.0         15.3           Tier-1 Ratio         18.2         17.7         18.7         18.2         17.4         17.5           CAR         19.4         18.9         19.9         19.4         18.6         18.7           Leverage (x)         9.5         9.4         7.9         7.7         7.5         7.1           Growth (%)           Net Interest Income         12.7         9.8         4.7         7.9         9.2         12.4           Non-Interest Income         12.6         10.1         <	Asset Quality (%)						
NPL to Tier 1 Capital         7.9         10.1         7.4         6.8         6.8         8.0           Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         105         104         92         84         78         70           Capitalization (%)           CET1 Ratio         14.9         14.7         15.8         15.5         15.0         15.3           Tier-1 Ratio         18.2         17.7         18.7         18.2         17.4         17.5           CAR         19.4         18.9         19.9         19.4         18.6         18.7           Leverage (x)         9.5         9.4         7.9         7.7         7.5         7.1           Growth (%)           Net Interest Income         12.7         9.8         4.7         7.9         9.2         12.4           Non-Interest Income         12.3         11.5         13.8         -3.8         7.7         -2.2           Total Revenue         12.6         10.1         6.5 <td>NPL Ratio</td> <td>1.4</td> <td>1.8</td> <td>1.5</td> <td>1.4</td> <td>1.4</td> <td>1.6</td>	NPL Ratio	1.4	1.8	1.5	1.4	1.4	1.6
Coverage Ratio         226.8         202.4         313.0         375.2         406.0         357.0           ALL/Average Loans         3.1         3.5         4.2         4.7         5.1         5.3           Cost of Risk         105         104         92         84         78         70           Capitalization (%)           CET1 Ratio         14.9         14.7         15.8         15.5         15.0         15.3           Tier-1 Ratio         18.2         17.7         18.7         18.2         17.4         17.5           CAR         19.4         18.9         19.9         19.4         18.6         18.7           Leverage (x)         9.5         9.4         7.9         7.7         7.5         7.1           Growth (%)           Net Interest Income         12.7         9.8         4.7         7.9         9.2         12.4           Non-Interest Income         12.3         11.5         13.8         -3.8         7.7         -2.2           Total Revenue         12.6         10.1         6.5         5.3         8.9         9.5           OPEX         -0.9         -0.6         2.5         1.	NPL to Shareholder's Equity	9.6	11.5	8.3	7.3	6.9	7.9
ALL/Average Loans       3.1       3.5       4.2       4.7       5.1       5.3         Cost of Risk       105       104       92       84       78       70         Capitalization (%)         CET1 Ratio       14.9       14.7       15.8       15.5       15.0       15.3         Tier-1 Ratio       18.2       17.7       18.7       18.2       17.4       17.5         CAR       19.4       18.9       19.9       19.4       18.6       18.7         Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       1	NPL to Tier 1 Capital	7.9	10.1	7.4	6.8	6.8	8.0
Cost of Risk         105         104         92         84         78         70           Capitalization (%)           CET1 Ratio         14.9         14.7         15.8         15.5         15.0         15.3           Tier-1 Ratio         18.2         17.7         18.7         18.2         17.4         17.5           CAR         19.4         18.9         19.9         19.4         18.6         18.7           Leverage (x)         9.5         9.4         7.9         7.7         7.5         7.1           Growth (%)         Security (%)           Net Interest Income         12.7         9.8         4.7         7.9         9.2         12.4           Non-Interest Income         12.3         11.5         13.8         -3.8         7.7         -2.2           Total Revenue         12.6         10.1         6.5         5.3         8.9         9.5           OPEX         -0.9         -0.6         2.5         1.6         5.9         4.0           Net Income (Attributable)         0.3         17.5         13.7         11.0         12.0         13.1           Loans         4.7         7.8         -7.1	Coverage Ratio	226.8	202.4	313.0	375.2	406.0	357.0
Capitalization (%)         CET1 Ratio       14.9       14.7       15.8       15.5       15.0       15.3         Tier-1 Ratio       18.2       17.7       18.7       18.2       17.4       17.5         CAR       19.4       18.9       19.9       19.4       18.6       18.7         Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7	ALL/Average Loans	3.1	3.5	4.2	4.7	5.1	5.3
CET1 Ratio       14.9       14.7       15.8       15.5       15.0       15.3         Tier-1 Ratio       18.2       17.7       18.7       18.2       17.4       17.5         CAR       19.4       18.9       19.9       19.4       18.6       18.7         Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0 <td>Cost of Risk</td> <td>105</td> <td>104</td> <td>92</td> <td>84</td> <td>78</td> <td>70</td>	Cost of Risk	105	104	92	84	78	70
Tier-1 Ratio       18.2       17.7       18.7       18.2       17.4       17.5         CAR       19.4       18.9       19.9       19.4       18.6       18.7         Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1	Capitalization (%)						
CAR       19.4       18.9       19.9       19.4       18.6       18.7         Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1	CET1 Ratio	14.9	14.7	15.8	15.5	15.0	15.3
Leverage (x)       9.5       9.4       7.9       7.7       7.5       7.1         Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1							
Growth (%)         Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1							
Net Interest Income       12.7       9.8       4.7       7.9       9.2       12.4         Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1		9.5	9.4	7.9	7.7	7.5	7.1
Non-Interest Income       12.3       11.5       13.8       -3.8       7.7       -2.2         Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1	· ·						
Total Revenue       12.6       10.1       6.5       5.3       8.9       9.5         OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1							
OPEX       -0.9       -0.6       2.5       1.6       5.9       4.0         Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1							
Net Operating Income       16.6       12.8       7.4       6.1       9.5       10.6         Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1							
Net Income (Attributable)       0.3       17.5       13.7       11.0       12.0       13.1         Loans       4.7       7.8       -7.1       6.7       9.7       11.5         Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1		-0.9	-0.6	2.5	1.6	5.9	4.0
Loans     4.7     7.8     -7.1     6.7     9.7     11.5       Deposits     5.8     11.0     -6.7     6.7     8.0     11.0       Assets     6.6     11.2     -5.1     8.1     9.0     6.1	-						
Deposits       5.8       11.0       -6.7       6.7       8.0       11.0         Assets       6.6       11.2       -5.1       8.1       9.0       6.1	·						
Assets 6.6 11.2 -5.1 8.1 9.0 6.1							
	-						
RWAs 10.1 10.3 3.4 9.1 11.8 7.4							
	RWAs	10.1	10.3	3.4	9.1	11.8	7.4

Source: Company data, QNB FS Research

Based on the range for the	mmendations upside / downside offered by the 12- ock versus the current market price	<b>Risk Ratings</b> Reflecting historic and expected price volatility versus th  market average and qualitativerisk analysis of fundame	
OUTPERFORM	Greater than +20%	R-1	Significantly lower than average
ACCUMULATE	Between +10% to +20%	R-2	Lower than average
MARKET PERFORM	Between -10% to +10%	R-3	Medium / In-line with the average
REDUCE	Between -10% to -20%	R-4	Above average
UNDERPERFORM	Lower than -20%	R-5	Significantly above average

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