

Qatar Islamic Bank (Q.P.S.C.)

Q1 2023 Results Presentation

Comparative figures have been reclassified where appropriate to conform to the presentation and accounting policies adopted in the condensed consolidated financial statements.

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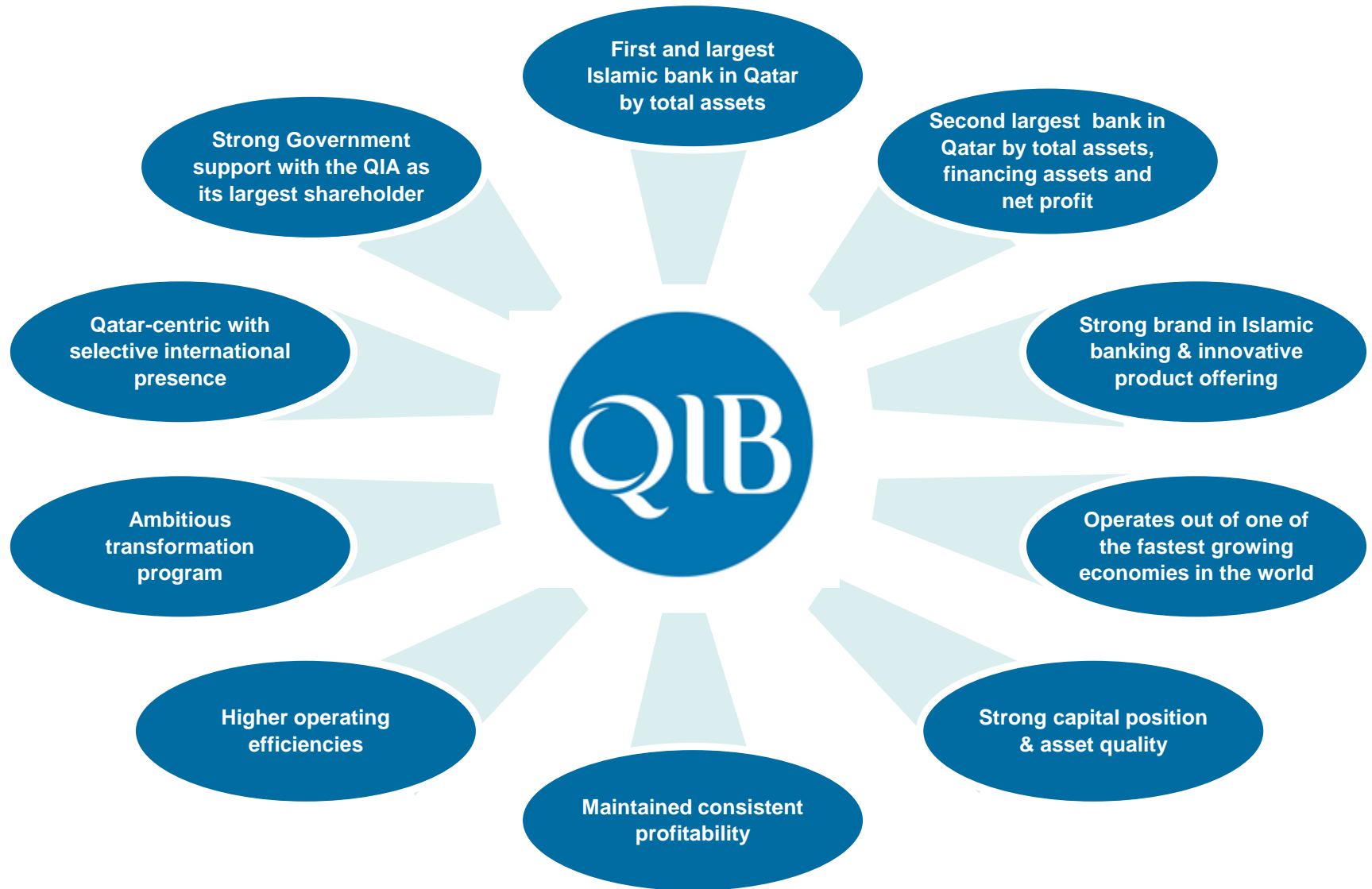
QIB Financial Overview

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Appendix



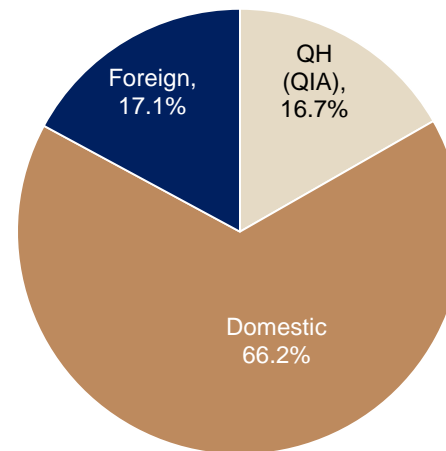
- ❖ Qatar Islamic Bank (“QIB” or the “Bank”) was incorporated in 1982 as the **first Islamic financial institution in Qatar**.
- ❖ **Largest Islamic bank** (approximately 36% of total assets of listed Islamic banks in Qatar) and **second largest bank** in Qatar by total assets, financing assets and net profit.
- ❖ Network of 23 branches and offices and over 176 ATMs and CDMs in Qatar as at 31 Mar 2023.
- ❖ Leading domestic franchise supported by selective **international footprint** in the United Kingdom, Sudan and Lebanon.
- ❖ **Strong financial profile** with **continued growth** in recent years and **robust risk management** framework.
- ❖ Rated A1 by Moody’s, A- by Fitch and AA- by Capital Intelligence.



Share Overview

- ✓ **QIB shares** listed on the Qatar Stock Exchange
- ✓ **Symbol** : QIBK, ISIN: QA0006929853
- ✓ **Foreign Ownership Limit** : 49%
- ✓ **Market cap** : QAR 42.0 bn
- ✓ **Valuation multiples**: P/E – 11.70 ; P/B – 1.85

Shareholding Structure



Index Weighting

Index	Weight
Qatar Exchange General Index	13.82%
Qatar Exchange All Shares	10.90%
MSCI Emerging Index	0.08%
FTSE Emerging Index	0.09%

All the above data is as of 31Mar 2023. The weightings are subject to changes

Stable Long Term Credit Rating

Rating Agency	Long Term	Short Term	Outlook
Fitch	A-	F2	Positive
Moody's	A1	P-1	Stable
Capital Intelligence	AA-	A1+	Stable

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Financial Overview Q1 2023

Financial Position

QAR million	Mar-23	Mar-22	Variance Vs Mar-22	Mar-23	Dec-22	Variance Vs Dec-22
Total Assets	178,209	192,511	-7.4%	178,209	184,001	-3.1%
Total Financing	117,579	127,068	-7.5%	117,579	119,285	-1.4%
Total Deposits	117,851	123,164	-4.3%	117,851	122,371	-3.7%
Investments⁽³⁾	49,650	48,867	1.6%	49,650	50,225	-1.1%
Shareholders Equity⁽¹⁾	22,660	20,319	11.5%	22,660	23,257	-2.6%
Total Equity	27,319	24,983	9.4%	27,319	27,926	-2.2%
Capital Adequacy Ratio (%)	19.6%	18.8%	0.8%	19.6%	19.9%	-0.3%
Provision Coverage Ratio (%)	95.5%	95.0%	0.5%	95.5%	95.4%	0.1%

Profitability

QAR million	Quarter			Annual		
	Mar-23	Mar-22	Variance Vs Mar-22	Dec-22	Dec-21	Growth
Net Operating Income⁽²⁾	1,515	1,604	-5.6%	6,382	5,990	6.5%
Total expenses	(285)	(270)	5.4%	(1,112)	(1,085)	2.5%
Financing provisions	(317)	(519)	-38.8%	(1,194)	(1,326)	-9.9%
Total provisions	(328)	(471)	-30.5%	(1,235)	(1,342)	-7.9%
Net profit before tax & NCI	902	862	4.6%	4,034	3,563	13.2%
Net profit for the year⁽¹⁾	905	855	5.9%	4,005	3,555	12.7%
Earnings Per Share (QAR)	0.38	0.36	5.6%	1.62	1.42	14.1%
Cost to income ratio	18.8%	16.8%	2.0%	17.4%	18.1%	-0.7%
Return on average equity	15.0%	15.8%	-0.8%	17.8%	17.6%	0.2%
Return on average assets	2.0%	1.8%	0.2%	2.1%	1.9%	0.2%
Cost of Risk (Fin. assets) annualized	1.08%	1.63%	-0.55%	1.00%	1.03%	-0.03%

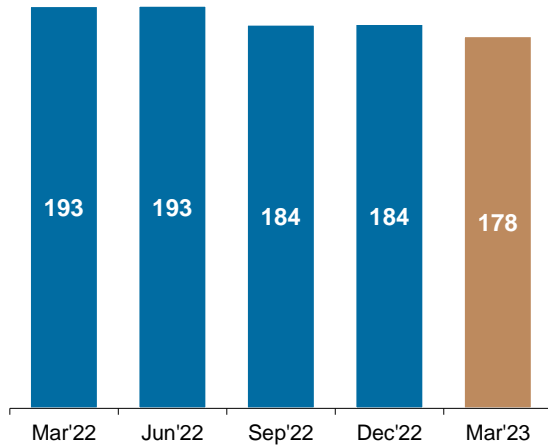
Key Highlights

- Total assets** at QAR 178.2 bn and **Financing assets** at QAR 117.6 bn
- Strong asset quality and prudent risk management policy** NPF ratio at 1.6% and provision coverage ratio at 95.5%
- Customer deposits** reached QAR 117.9 bn
- Shareholders Equity** reached QAR 22.7 bn with a growth of 11.5% vs Mar-22.
- Robust net operating income** at QAR 1,515 mn
- Stable profitability with net profit** at QAR 905 mn a growth of 5.9% vs. Mar-22.
- Operating efficiency:** Cost to income ratio at 18.8% lowest in the Qatari Banking sector.
- Adequately capitalized** the Basel III capital adequacy ratio stands at 19.6% as of Mar-2023.

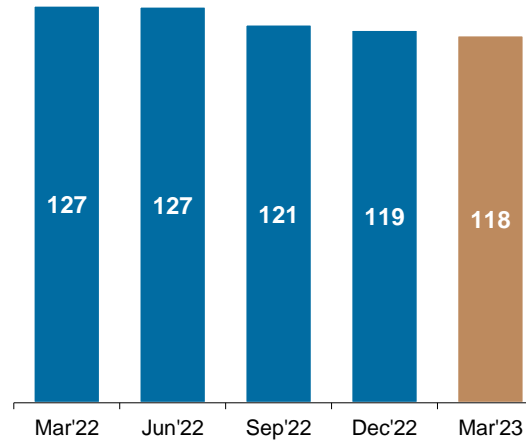
(1) Attributable to shareholders of QIB
 (2) Net Operating Income : Total income less profit paid to unrestricted investment account holders and share of Sukuk Holders' Profit
 (3) Investments includes investments securities , investments in associates and investments properties

QIB – Quarterly Financial Highlights

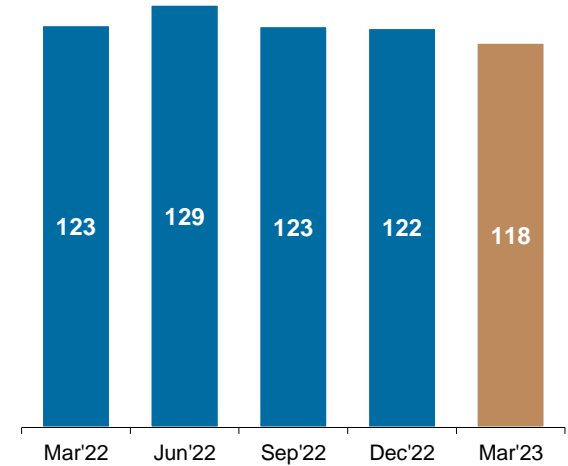
Assets (QAR Bn)



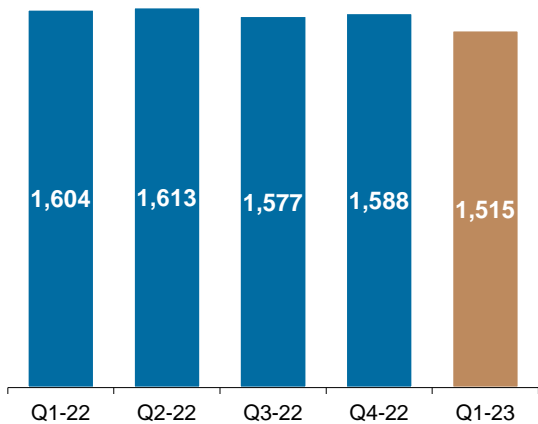
Financing (QAR Bn)



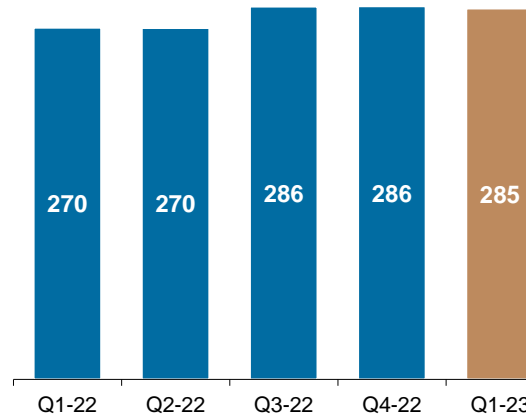
Deposits (QAR Bn)



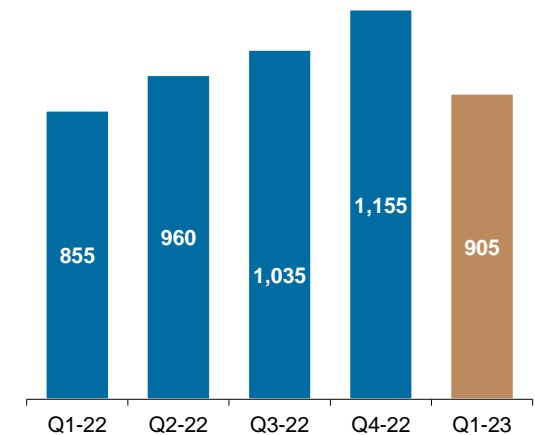
Quarterly Operating Income (QAR Mn)



Quarterly Operating Expenses (QAR Mn)

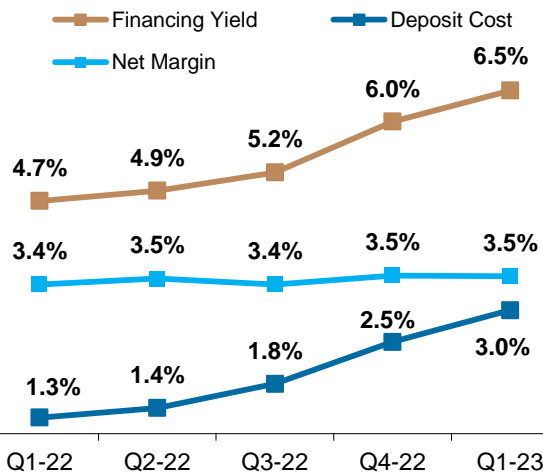


Quarterly Net Profit (QAR Mn)

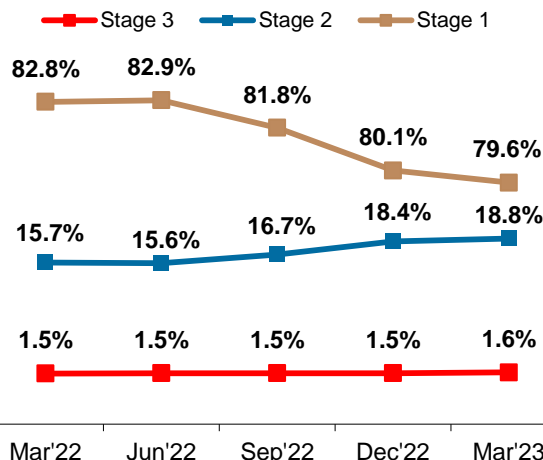


Key Quarterly Ratios

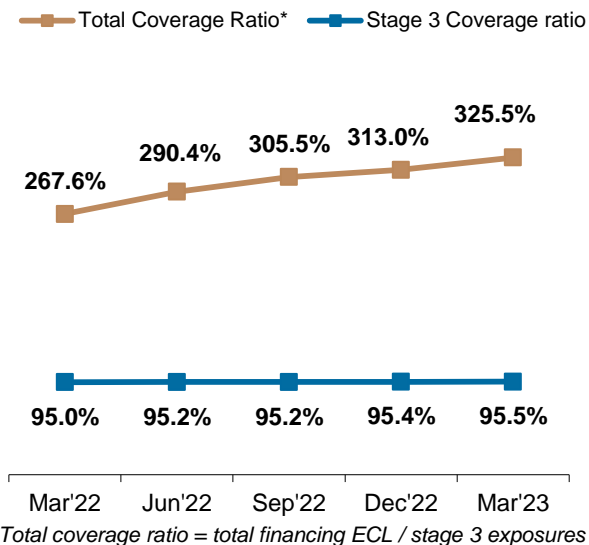
Yields (%)



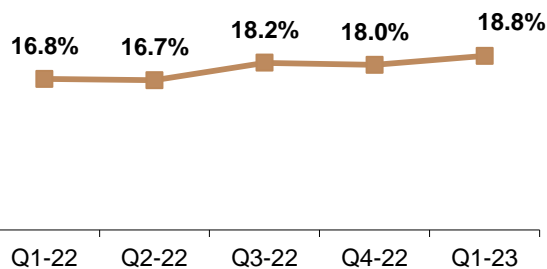
Financing Staging Ratio (%)



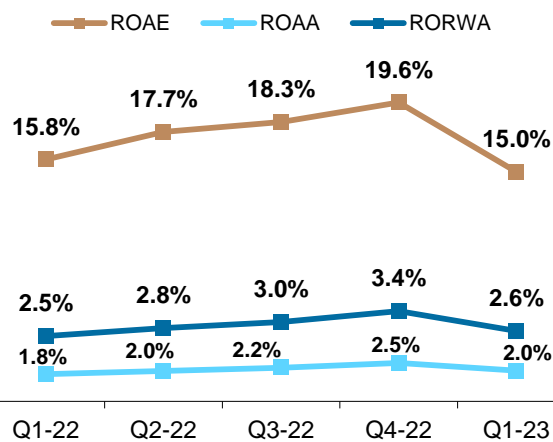
Financing Coverage Ratio (%)



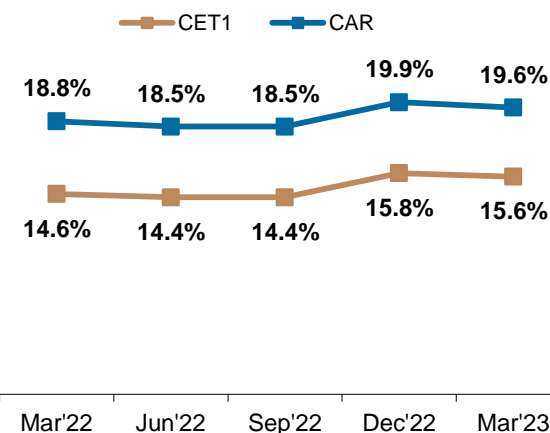
Cost to Income Ratio (%)



ROAE, ROAA, RORWA (%)

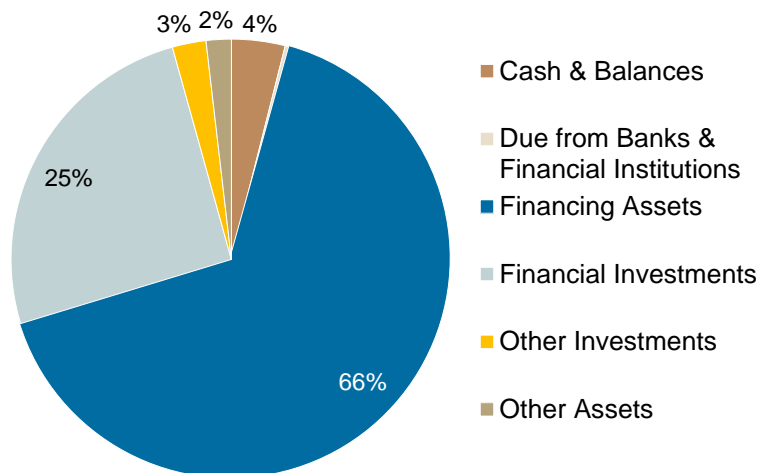


CET1 & CAR (%)

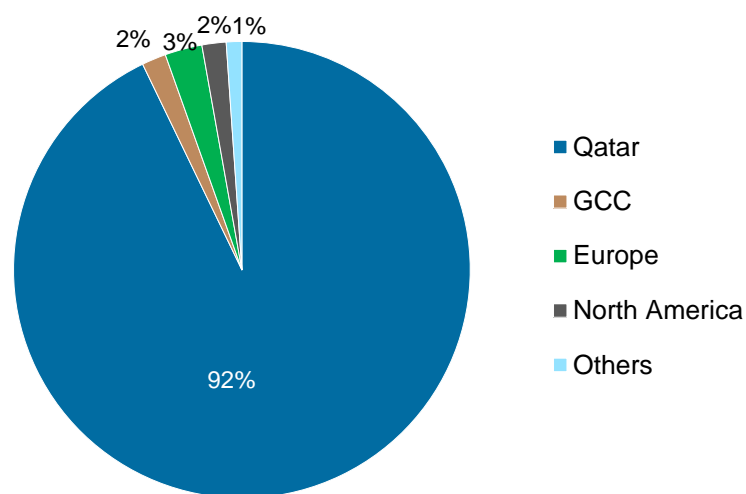


Asset Mix – 31 Mar 2023

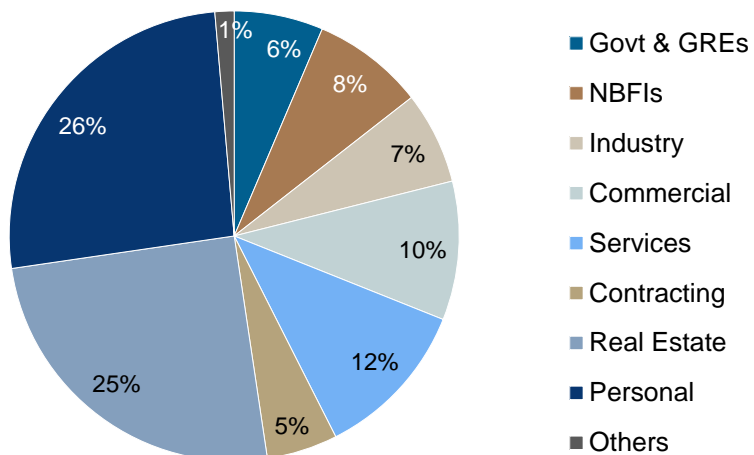
Asset Composition by Type



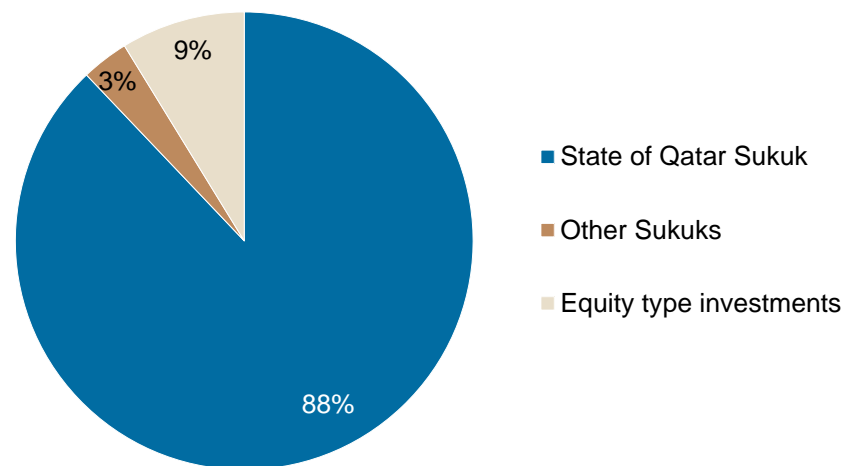
Asset Composition by Geography



Financing by Sector



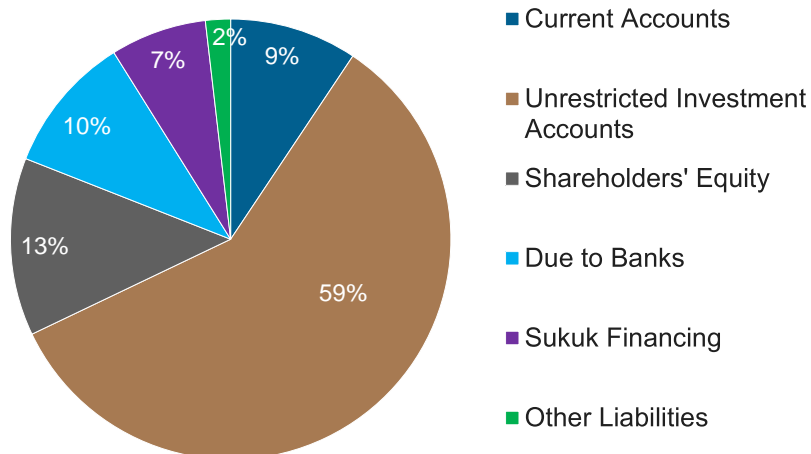
Financial Investments by Type



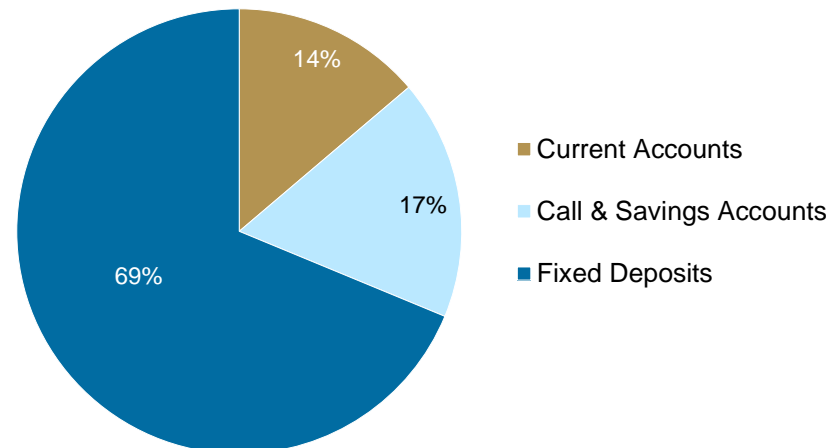
Source: QIB financial statements

Liability Mix – 31 Mar 2023

Diverse Sources of Funding

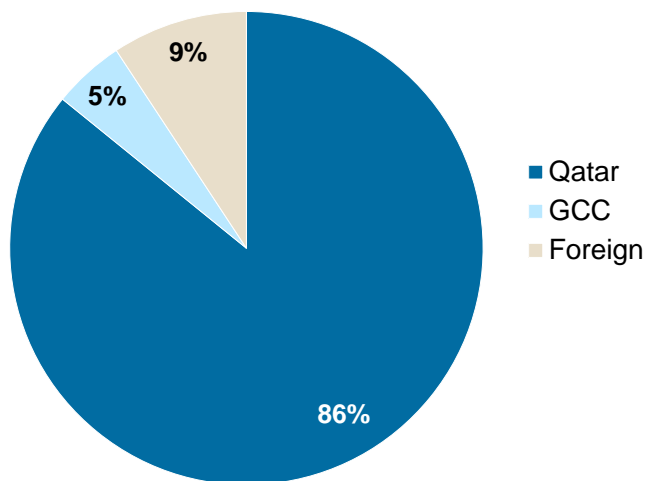


Deposits by Type



Call & Savings and Fixed Deposits constitutes Total URIA

High Quality Domestic Deposits



Sukuk Issuances and Maturities in 2023

The sukuk program size is USD 5 Bln.

New Issuances

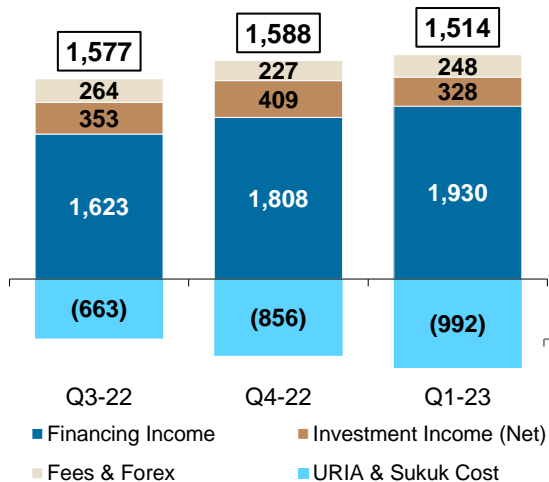
None

Maturities

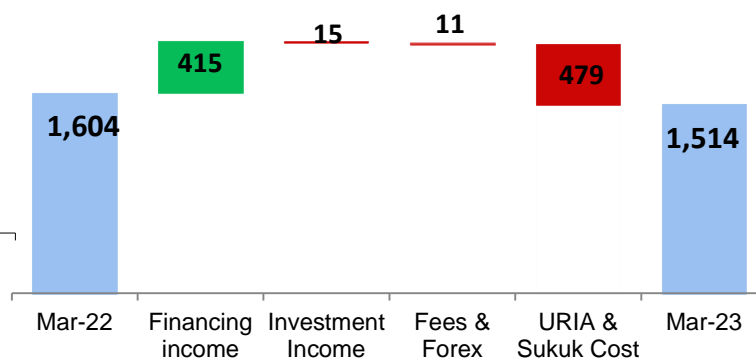
• 5yr USD 49.5 M @ 6.44%

Operating Income and Cost

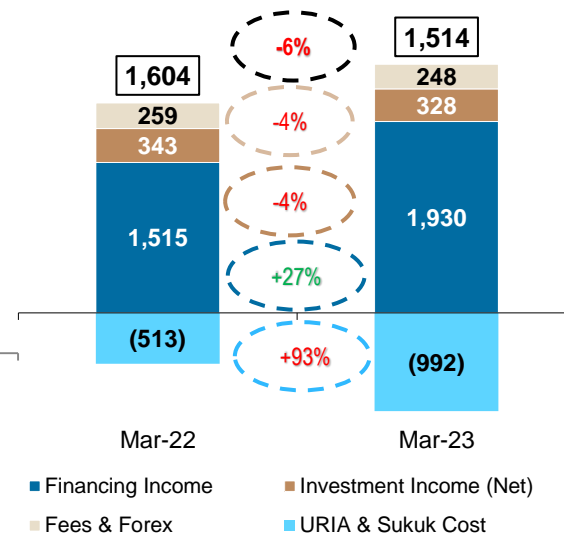
Quarterly Operating Income



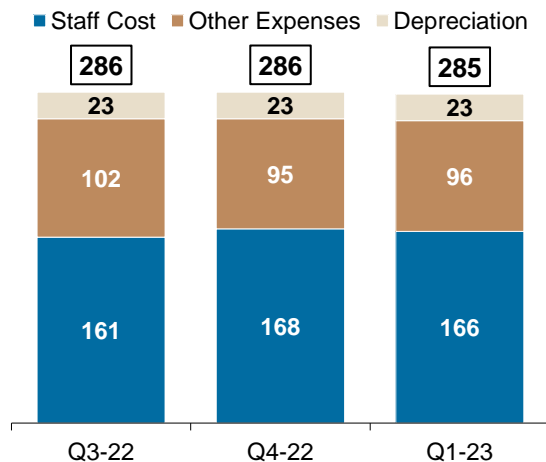
YTD Operating Income Change Drivers



YTD Operating Income



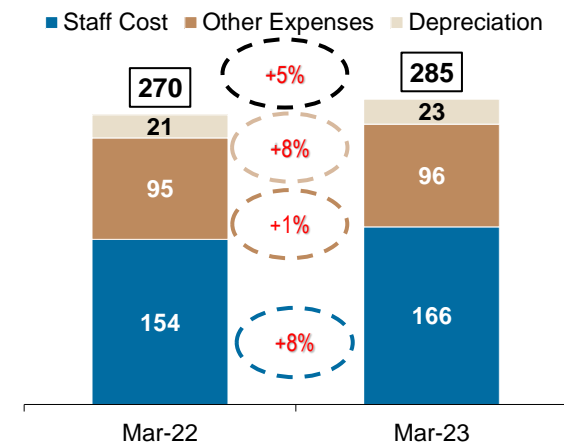
Quarterly Operating Expenses



YTD Operating Expenses Change Drivers



YTD Operating Expenses



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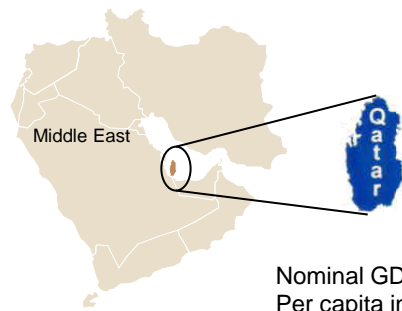
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State of Qatar – Sustainable and Robust Growth Story...

Overview of the State of Qatar (“Qatar”)



Ratings

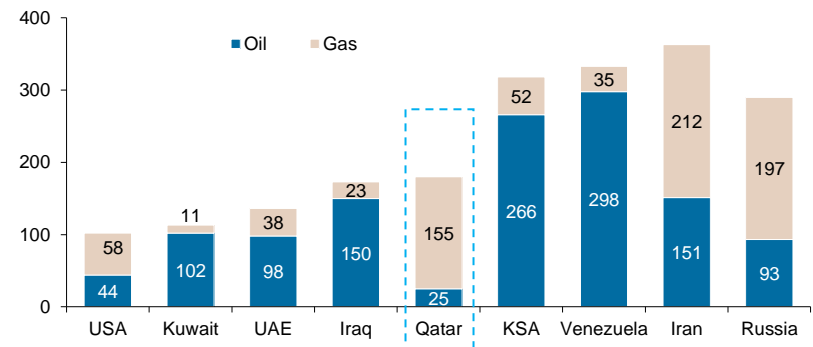
Moody's: Aa3/ Stable
S&P: AA-/ Stable
Fitch: AA-/ Stable

Nominal GDP (2022): USD 221 bn
Per capita income (2022): USD 113,675
Population (2022): 2.7 mn

Source: International Monetary Fund (IMF)

One of the Largest Hydrocarbon Reserves in the World

Total oil & gas reserves (bn boe)



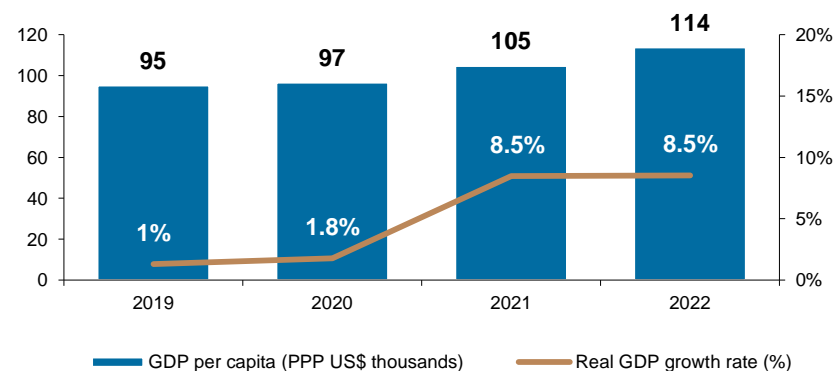
Sources: Bloomberg, BP, IMF, JODI, MDPS, MoF, QCB and QNB Group forecasts as of 30 December 2018

Qatar's Credit Highlights

- **Third largest gas** reserves in the world⁽¹⁾ (~13% of world's total) and largest exporter of LNG
- Among world's wealthiest economies
- Historically large surpluses in both fiscal and external accounts that moved to fiscal deficit at manageable levels with the fall in oil prices.
- Low level of sovereign indebtedness with no external liquidity pressure
- Track record of prudent budgetary and financial policymaking
- Sovereign's financial strength is also underpinned by investment holdings by the QIA
- **Stable political and attractive operational environment**

Source: IMF

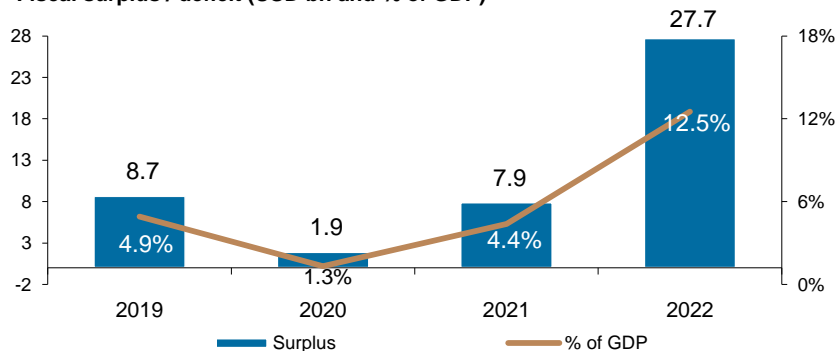
Stable Wealth Generation



Source: IMF

Fiscal Position

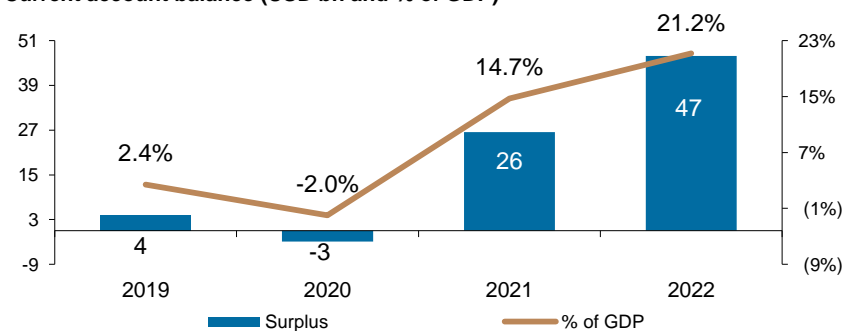
Fiscal surplus / deficit (USD bn and % of GDP)



Source: IMF

Current Account Balance

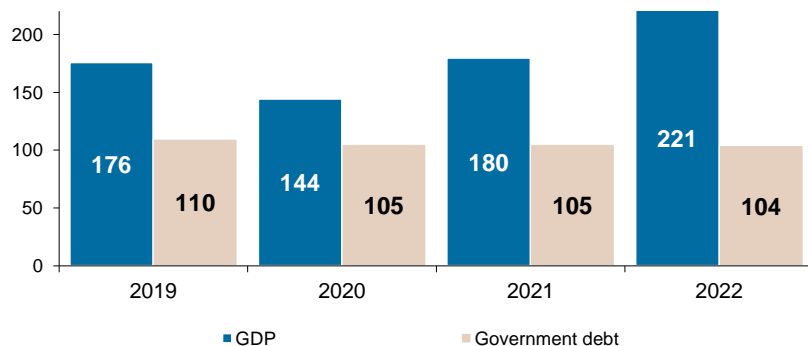
Current account balance (USD bn and % of GDP)



Source: IMF

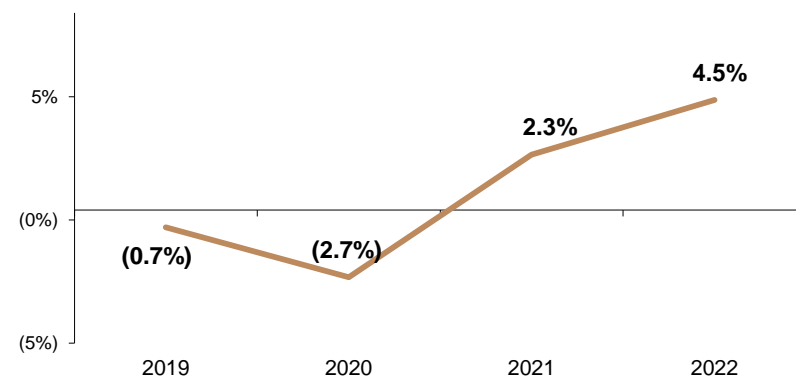
Low Level of Indebtedness

Nominal GDP vs. Government debt (USD bn)



Source: IMF

CPI Inflation (y-o-y)



Source: IMF

Qatari Banking Sector – Robust Operating Environment

General Overview

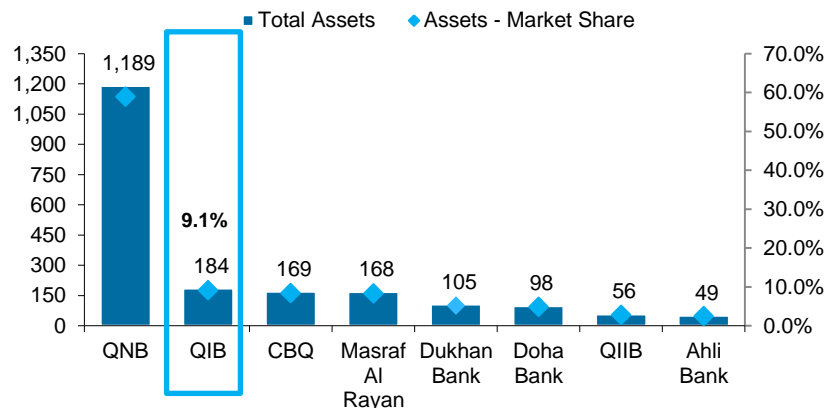
- **Qatar Central Bank prohibits conventional banks from providing Shari'a-compliant financing** – the Qatari banking sector consists of 18 banks:
 - Four local (exclusively) Islamic banks
 - Six local conventional commercial banks
 - Seven foreign banks
 - One development bank
- Total assets of QAR 2,017 bn (listed banks regulated by QCB) as at 31 Dec 2022 with strong and sound regulatory environment
 - Minimum capital adequacy ratio of 14.63% including ICAAP charge and DSIB capital charge
 - Maximum credit limit to single customer of 20% of a bank's capital and reserves

The State of Qatar has been Supportive Throughout Crisis

October 2008	QIA announced plans to acquire equity ownership interests of up to 20% in domestic banks listed on the QE
March 2009	The Government proposed to purchase the domestic equity portfolios of seven of the nine domestic QE-listed banks
June 2009	The Government purchased USD 2.7 bn worth of real estate financings and other exposures of Qatari banks
2010 & 2011	The Government issued USD 16.4 bn worth of Sukuk and bonds to absorb excess liquidity in the Qatari banking sector
June 2017	Funding provided to support the liquidity requirements in the banking system which was impacted due to withdrawal of funds by blockading countries
2020	Financial and economic incentives of QR75bn, 6 month moratorium on facilities for impacted sectors, guarantee program for impacted SMEs

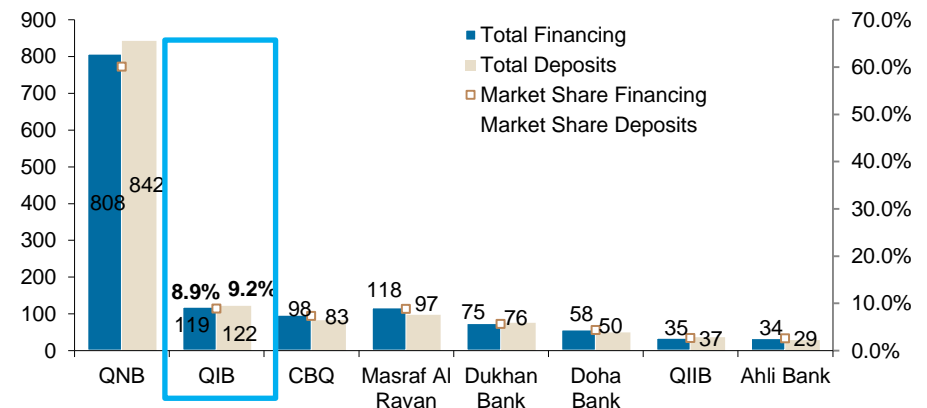
Total Assets (Dec'22) – Listed Banks

(QAR bn)

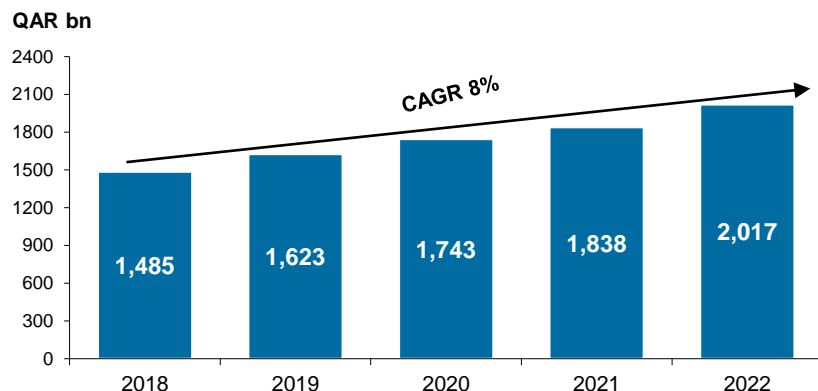


Total Financing and Deposits (Dec'22) – Listed Banks

(QAR bn)

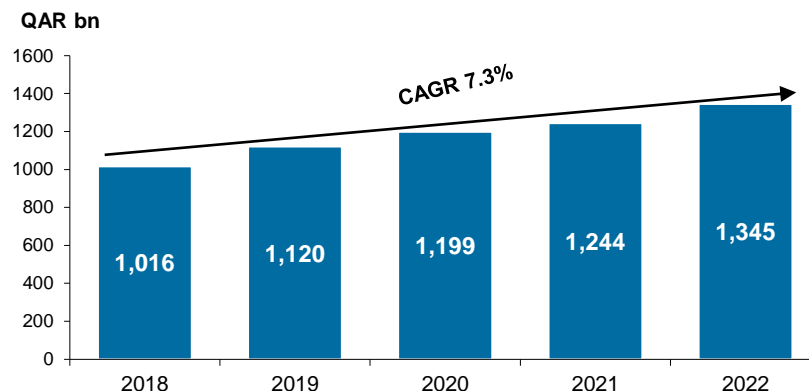


Assets ⁽²⁾



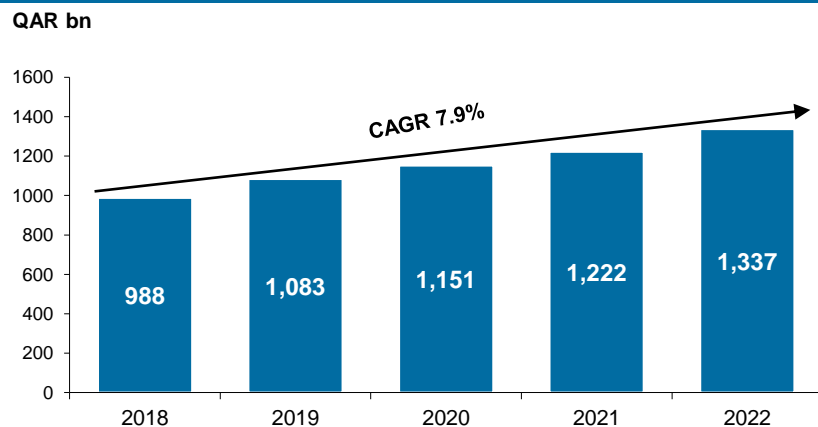
Source : Financial statements of the banks from Qatar Exchange)

Bank Financings and Advances ⁽²⁾



Source : Financial statements of the banks from Qatar Exchange)

Deposits ⁽²⁾



Source : Financial statements of the banks from Qatar Exchange)

Prudential Regulatory Framework for Banks

Selected key bank regulations: Source: QCB, IMF

Capital	Minimum capital adequacy ratio requirement under Basel III is 14.63% including ICAAP charge and DSIB capital charge
Liquidity	Reserve requirement of 4.5% of a bank's total deposits to be kept with the QCB
Financing	Maximum financing to deposits (incl. LT debt) ratio of 100% ⁽¹⁾ and financing to real estate limited 150% of shareholder's equity
Ownership	Permitted foreigner ownership of up to 49% in listed banks
Provisioning	Risk reserves of min. 2.5% of total credit facilities in addition to NPL provisioning depending on classification of financing

(1): As per the QCB's calculation: (Total facilities – (Specific Provisions + Suspended Profit + Unearned Income) + Acceptances) / (Customer Deposits + Sukuk Issued)

(2): Listed Qatari Banks – Qatar Exchange

Consolidated Statement of Financial Position

QAR million	Mar-2023	Dec-2022	Dec-2021
Cash and balances with central banks	7,009	7,951	7,177
Due from banks	689	3,188	7,461
Financing assets	117,579	119,285	128,409
Investment Securities	45,243	45,774	44,380
Investment in associates	1,086	1,130	1,140
Investment properties	3,322	3,321	2,854
Fixed assets	513	558	570
Intangible assets	218	218	217
Other assets	2,552	2,576	1,708
Total Assets	178,209	184,001	193,916
Due to banks	17,595	17,382	19,856
Customers' current accounts	16,257	19,021	16,907
Sukuk financing	12,257	12,453	14,063
Other Liabilities	3,188	3,868	3,490
Total Liabilities	49,296	52,725	54,316
Equity of unrestricted investment account holders	101,594	103,350	114,188
Share capital	2,363	2,363	2,363
Legal reserve	6,370	6,370	6,370
Risk reserve	2,642	2,642	2,445
General reserve	82	82	82
Fair value reserve	196	197	61
Foreign currency translation reserve	(451)	(429)	(467)
Other reserves	217	217	217
Proposed cash dividends	-	1,477	1,359
Retained earnings	11,242	10,338	8,306
Total equity attributable to shareholders of the bank	22,660	23,257	20,736
Sukuk eligible as additional capital	4,000	4,000	4,000
Non-controlling interests	659	669	676
Total Equity	27,319	27,926	25,412
Total liabilities, URIA and Equity	178,209	184,001	193,916

Consolidated Statement of Income

QAR million	Mar-23	Mar-22	Dec-2022	Dec-2021
Net income from financing activities	1,930	1,515	6,502	5,999
Net income from investing activities	328	343	1,452	1,132
Total income from financing and investing activities	2,259	1,857	7,954	7,131
Fee and commission income	292	260	1,096	937
Fee and commission expense	(84)	(63)	(285)	(211)
Net fee and commission income	207	197	810	726
Net foreign exchange gain	29	46	122	200
Share of results of associates	10	14	73	42
Other income	1	3	8	31
Total Income	2,507	2,117	8,968	8,130
Staff costs	(166)	(154)	(637)	(650)
Depreciation and amortization	(23)	(21)	(89)	(90)
Sukuk holders' share of profit	(96)	(113)	(417)	(453)
Other expenses	(96)	(94)	(387)	(345)
Total Expenses	(380)	(383)	(1,529)	(1,538)
Net impairment losses on investment securities and properties	0.1	0.3	0.1	(4)
Net impairment losses on financing assets	(317)	(519)	(1,194)	(1,326)
Goodwill Impairment	-	-	-	-
Other impairment losses	(11)	47	(41)	(12)
Net profit for the period before tax and URIA	1,799	1,262	6,204	5,250
Net return to unrestricted investment account holders	(896)	(400)	(2,169)	(1,687)
Net profit before tax	902	862	4,034	3,563
Tax expense	(4)	(3)	(11)	(10)
Non-controlling interest	7	(4)	(18)	2
Profit Attributable to: Shareholder of the Bank	905	855	4,005	3,555

QIB AWARD WINNING ORGANIZATION – LATEST AWARDS



Best Bank in Qatar
Best Islamic Financial Institution in Qatar



Most Innovative Bank in Qatar
Best Retail Bank in Qatar
Best Islamic Bank in Qatar



Most Innovative Bank in the Middle East
Best Product Launch in the Middle East
Best Islamic Bank in Qatar



Best Retail Bank in Qatar
Excellence in Mobile Banking
Excellence in Customer Centricity



Digital Bank of the Year
Best Retail Mobile Banking Experience
Best Online Banking Experience
Best Mobile Banking Application



Best Performing Bank Qatar 2022



Best Bank in Qatar
Best Bank for Digital Solutions
Best Bank for Islamic Finance
Market Leader in Digital Solutions, Corporate Banking, Islamic Finance



QIB GCEO Ranked First in The Region, As The Top CEO in Sharia-Compliant Banks



BEST DIGITAL BANK FOR CX - QATAR



Best Retail Bank in Qatar
Best SME Bank in Qatar



CEO of the Year in the Middle East
Best Digital Bank in Qatar
Best Mobile Banking Initiative
Best Retail Bank in Qatar

Best Digital Bank for CX Qatar 2022
Best Islamic Bank for Digital CX Qatar 2022
Best Bank for Cash Management
Outstanding Account Opening and Onboarding Initiative