



# Introduction to the Bank Investor Relations

February 2023

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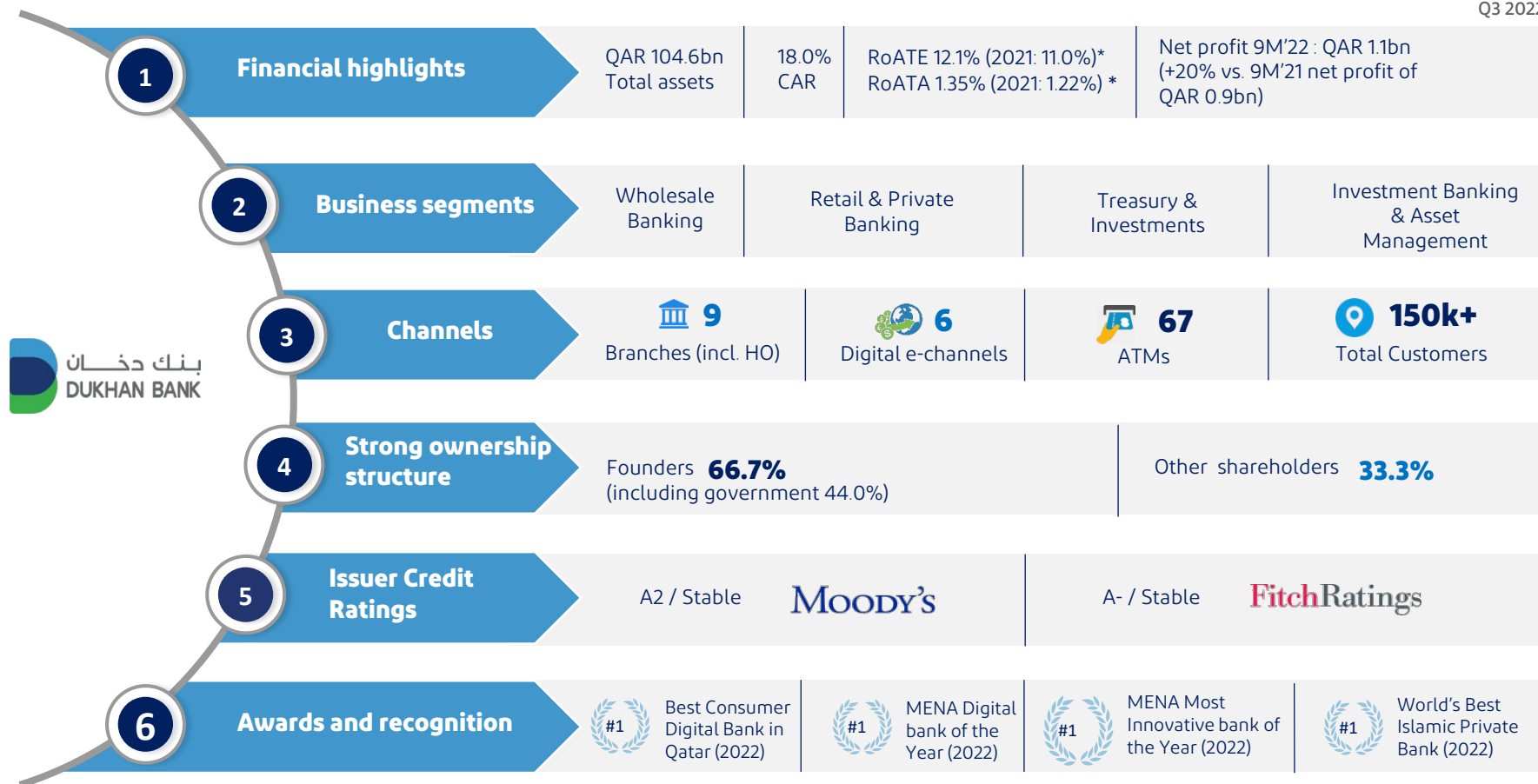
# **Business Overview**

# Dukhan Bank – At a Glance

## Leading Sharia compliant bank with a full suite of financial services

Our Vision: Aim to be a bank of choice, preferred by customers for long-lasting partnerships, by shareholders for value creation, sought after by employees and renowned for service excellence

Q3 2022



Source: Company information; Note: All financial data as of September 30, 2022. I HO: Head Office

\* Not an indication for full year results

# Rich and Versatile History

## Barwa Bank: Fastest growing sharia compliant Bank in Qatar with strong Wholesale banking proposition

<ul style="list-style-type: none"> <li>➤ Barwa Bank was founded on January 28, 2008</li> </ul>	<ul style="list-style-type: none"> <li>➤ Barwa Bank obtains license to start operations</li> <li>➤ Acquisition of The First Investor</li> </ul>	<ul style="list-style-type: none"> <li>➤ Acquisition of First Finance Company and First Leasing Company</li> </ul>	<ul style="list-style-type: none"> <li>➤ Acquired IBQ Al Yusr Islamic banking window</li> <li>➤ QAR 1.7bn rights issue</li> <li>➤ Govt. ownership 54.45%</li> </ul>	<ul style="list-style-type: none"> <li>➤ Khalid Al Subeai appointed as Group CEO</li> </ul>	<ul style="list-style-type: none"> <li>➤ Initial Rating awarded by Fitch &amp; Moody's</li> </ul>	<ul style="list-style-type: none"> <li>➤ Issued US\$ 500mn under US\$ 2bn EMTN programme listed on Irish Stock Exchange</li> </ul>	<ul style="list-style-type: none"> <li>➤ Barwa Bank rebrands into Dukhan Bank on 7<sup>th</sup> October, 2020</li> </ul>	<ul style="list-style-type: none"> <li>➤ Ahmed Hashem appointed as Acting Group CEO</li> <li>➤ Listing of the Bank on QSE in February 2023</li> </ul>
<b>2008</b>	<b>2009</b>	<b>2010</b>	<b>2011</b>	<b>2013</b>	<b>2015</b>	<b>2016</b>	<b>2020</b>	<b>2023</b>

### BARWA BANK

### INTERNATIONAL BANK OF QATAR ('IBQ')

### DUKHAN BANK

<b>1956</b>	<b>2000</b>	<b>2003</b>	<b>2004</b>	<b>2007</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2019</b>	<b>2021</b>
<ul style="list-style-type: none"> <li>➤ ibq established as the Ottoman Bank and first branch opened in Doha</li> </ul>	<ul style="list-style-type: none"> <li>➤ ANZ Grindlays acquired 40% stake</li> <li>➤ SCB acquired ANZ and changed name to Standard Chartered Grindlays Bank Limited</li> </ul>	<ul style="list-style-type: none"> <li>➤ Standard Chartered sold its 40% shareholding in the Bank</li> </ul>	<ul style="list-style-type: none"> <li>➤ National Bank of Kuwait (NBK) acquired 20% stake</li> <li>➤ Name of Bank changed to International Bank of Qatar</li> </ul>	<ul style="list-style-type: none"> <li>➤ NBK's shareholding increased to 30%</li> </ul>	<ul style="list-style-type: none"> <li>➤ NBK sold its 30% stake</li> </ul>	<ul style="list-style-type: none"> <li>➤ Initial Rating awarded by Fitch &amp; Moody's</li> <li>➤ Issued US\$ 500mn under US\$ 2bn EMTN programme</li> </ul>	<ul style="list-style-type: none"> <li>➤ 30% shares purchased by Govt. through General Retirement &amp; Social Insurance Authority (GRSIA)</li> </ul>	<ul style="list-style-type: none"> <li>➤ Barwa Bank and International Bank of Qatar merger became effective on 21 April 2019</li> <li>➤ Govt. ownership 44.0%</li> </ul>	<ul style="list-style-type: none"> <li>➤ Dukhan Bank issued USD500m in its debut Additional Tier 1 (AT1) sukuk on 7 July 2021 listed on London Stock Exchange</li> </ul>

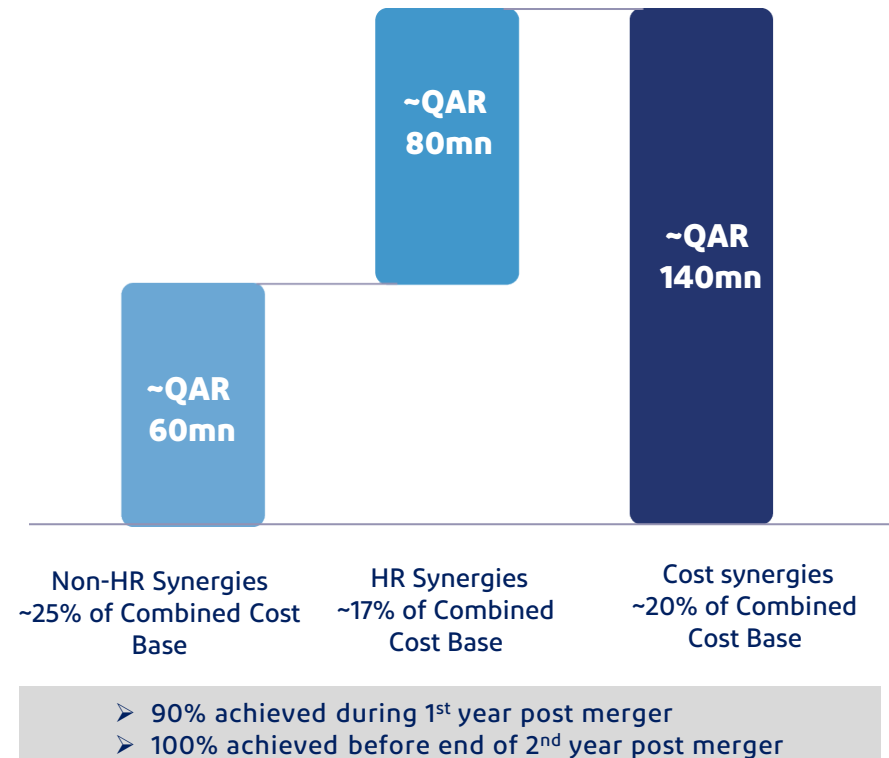
IBQ: Award winning best Private banking in Qatar with generational trustworthy and reliable relationships.

# Qatar's 1st Banking Merger Milestone

## Dukhan Bank - Business Combination Triumphs

- 1** Transformational transaction, elevating competitive market position in Qatar
- 2** Combination of best-in-class corporate bank with distinguished private banking platform
- 3** Increased efficiency through cost and revenue synergies
- 4** Improved capital base with relatively minimal impact on CAR
- 5** Diversification of funding and client exposure
- 6** Benefits to customers, shareholders, bondholders, and the Qatari banking sector

## Cost Synergies





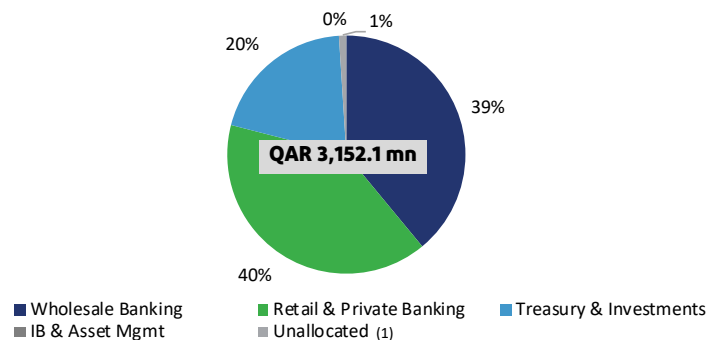
# Dukhan Bank – Overview

## Overview of Dukhan Bank

- The Bank was incorporated in 2008 under the name of Barwa Bank Q.P.S.C.
- Barwa Bank and International Bank of Qatar merger became effective on 21 April 2019
- In October 2020, the Bank rebranded to trade under the name of Dukhan Bank Q.P.S.C. as part of its strategic transformation, which includes the digitalization of many core business processes
- The Board of Directors is chaired by H.E. Sheikh Mohammad Bin Hamad Bin Jassim Al Thani and Mr. Ahmed Hashem serves as Acting CEO of the Bank
- Dukhan Bank has grown its asset book and generated profits at a highly competitive rate amongst Qatari banks

## Diversified revenue sources across segments

Total income across segments (9M'22)



## Financial Summary

Balance sheet items, QAR'mn	2019	2020	2021	Q3'22	CAGR (FY19-Q2'22)
Net Financing assets	51,924	58,537	75,222	75,056	14.34%
<b>Total assets</b>	<b>77,131</b>	<b>86,297</b>	<b>110,727</b>	<b>104,585</b>	<b>11.71%</b>
Customer deposits <sup>(2)</sup>	47,878	53,882	77,426	76,164	18.39%
<b>Shareholders' equity</b>	<b>11,504</b>	<b>11,504</b>	<b>13,987</b>	<b>14,172</b>	<b>7.88%</b>

P&L items, QAR'mn	2019	2020	2021	9M'22	Growth (FY20-21)
Net income from financing and investing activities	2,952	3,465	3,615	2,799	4.32%
Net fees and commission income	191	188	159	159	-15.32%
<b>Total income</b>	<b>3,275</b>	<b>3,789</b>	<b>4,050</b>	<b>3,152</b>	<b>6.91%</b>
Funding costs <sup>(3)</sup>	-1,449	-1,066	-1,201	-1,126	12.65%
<b>Net banking income</b>	<b>1,826</b>	<b>2,723</b>	<b>2,850</b>	<b>2,026</b>	<b>4.67%</b>
Overhead expenses	-714	-749	-782	-564	4.41%
<b>Net operating income</b>	<b>1,112</b>	<b>1,974</b>	<b>2,068</b>	<b>1,462</b>	<b>4.77%</b>
<b>Net profit</b>	<b>765</b>	<b>1,017<sup>(4)</sup></b>	<b>1,193</b>	<b>1,081</b>	<b>17.37%</b>

Source: Company information.

Note: All financial data as of September 30, 2022.

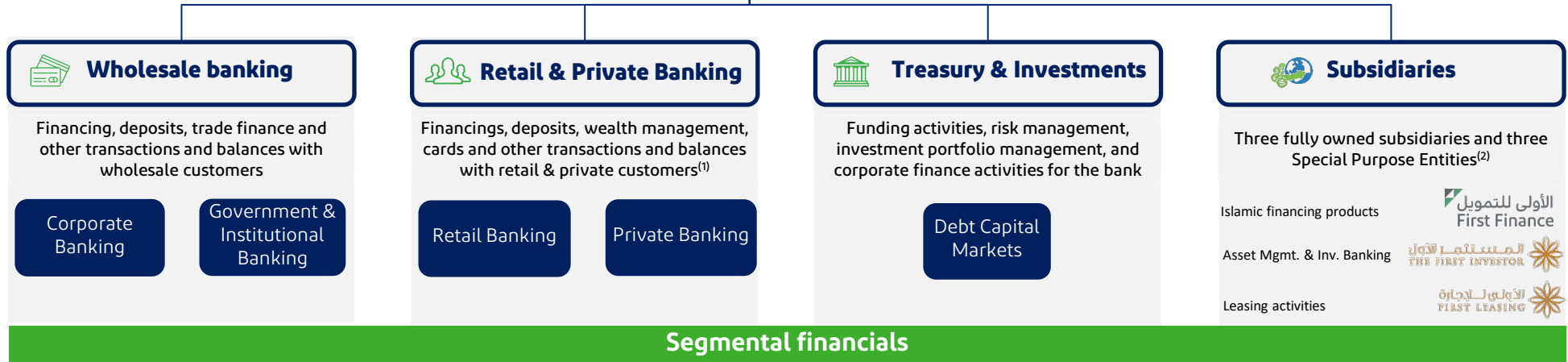
(1) Other revenue items: Net Foreign Exchange gain, Share of Results of Associates & JVs, and Other Income

(2) Customer deposits include equity of URIA holders + customer current accounts.

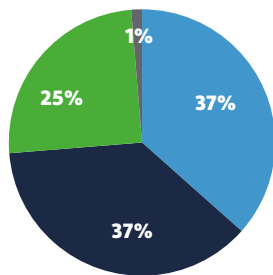
(3) Funding costs are the sum of finance costs + return to URIA holders.

(4) NI for 2020 is before considering goodwill impairments of QAR 450.2mn.

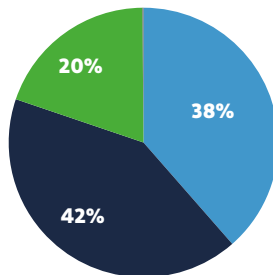
# Dukhan Bank – Four Principal Areas of Business



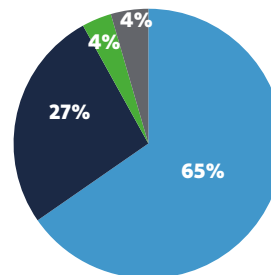
**Assets**  
QAR 104.6bn (Q3 22)



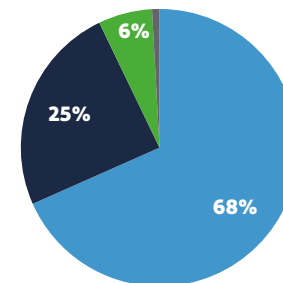
**Net financing & investing income**  
QAR 2,799m (Q3 22)



**Net fee & commission income**  
QAR 159m (Q3 22)



**Net profit**  
QAR 1,081m (Q3 22)



(1) Retail & Private Banking is alternatively referenced as "Personal and Private Banking" in the audited consolidated Group financial statements for financial years ending 31 December 2020 and 31 December 2021

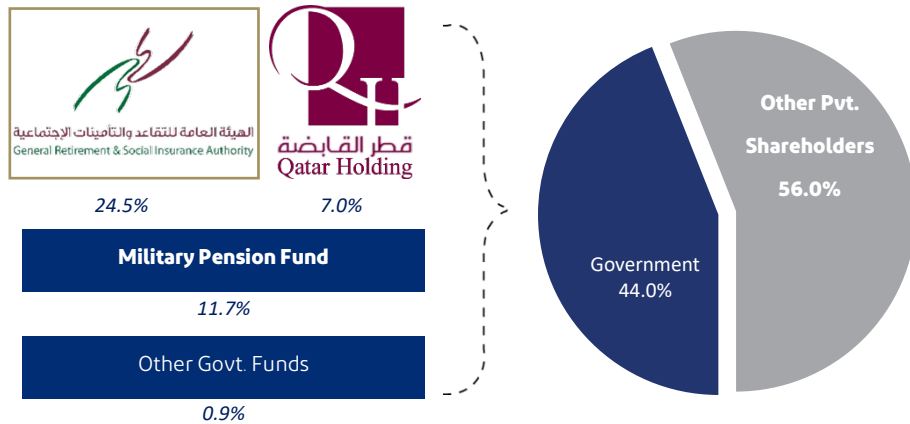
(2) Three SPEs not shown. These are issuance vehicles for AT1 and EMTN Sukuk programs, and one for risk management purpose



# Strong Government Linkage

## Strong alignment of objectives and interests between the State of Qatar and Dukhan Bank

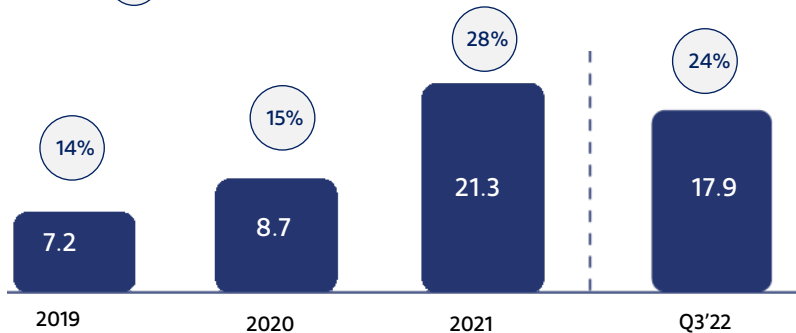
Government commitment via significant and stable shareholding...



...and a mutually beneficial partnership

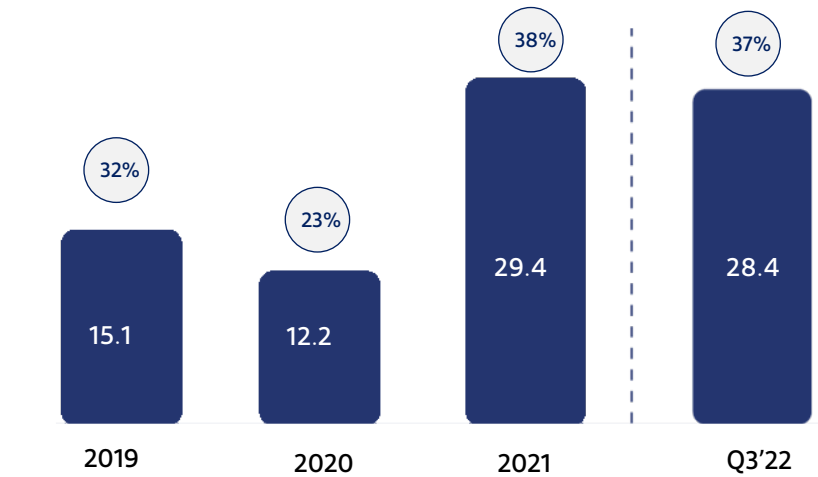
Financing to Public sector

QAR'bn X% Public sector financing as percentage of total financing



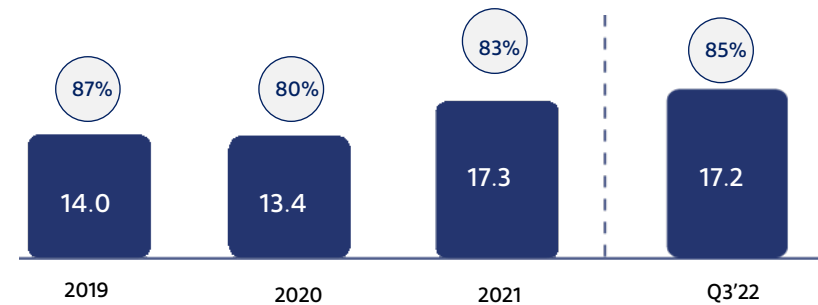
...coupled with substantial Public sector deposits contribution...

QAR'bn X% Public sector deposits as percentage of total deposits



Material allocation to State-linked securities

QAR'bn X% State-linked investment securities as percentage of total investment securities



# Experienced Board of Directors & Management Team

## Mr. Abdulaziz Mohammed Hamad Al Mana

- Vice Chairman

## H.E. Sheikh Thani Bin Hamad Bin Khalifa Al-Thani

- Director

## Sheikh Jassim Bin Fahad Bin Jassim Al-Thani

- Director

## Mr. Abdulaziz Mohamed J A Al-Sulaiti

- Director

## H.E. Sheikh Mohammad Bin Hamad Bin Jassim Al Thani

- Chairman and Managing Director



## Sheikh Khalid Bin Hassan Bin Khalid Al-Thani

- Director
- Qatar Holding representative

## Dr. Ahmad Mohammed Yousef Al-Mana

- Director
- State pension fund representative

## Mr. Ahmad Abdulrazzaq Ahmad Al-Hashmi

- Director
- State pension fund representative

## To be appointed

- Director
- State pension fund representative

## Executive Management

Proficient management team with over 380 years of cumulative experience



**Ahmed Hashem**  
Acting Group Chief Executive Officer



**Bhupendra Jain**  
General Manager,  
Head of Wholesale Banking



**Chaouki Daher**  
General Manager,  
Head of Private Banking



**Abdulaziz Al-Naema**  
General Manager,  
Head of Retail Banking



**Bashar Jallad**  
Treasurer & Chief Investment Officer



**Sheikh Fahad Bin Hamad Al-Thani**  
Chief Business Development Officer



**Osama Abu Baker**  
Chief Financial Officer



**Abdullah Al Malki**  
Chief HR and  
Administrative Officer



**Narayanan Srinivasan**  
Chief Operations & Digital  
Office



**Nile Rabbani Awan**  
Chief Risk Officer



**Farrukh Zaman**  
Chief Credit Officer



**Thamer S. Abdalla**  
Chief Compliance Officer



**Talal Ahmed Al-Khaja**  
Chief Marketing and  
Communications Officer



**Ms. Noora Abdulrahman Al Kuwari**  
Chief Internal Audit officer



**Imad Hameed El Chemaly**  
Head of Legal

# Sustainability is Key Success Factor in Dukhan's Business Model

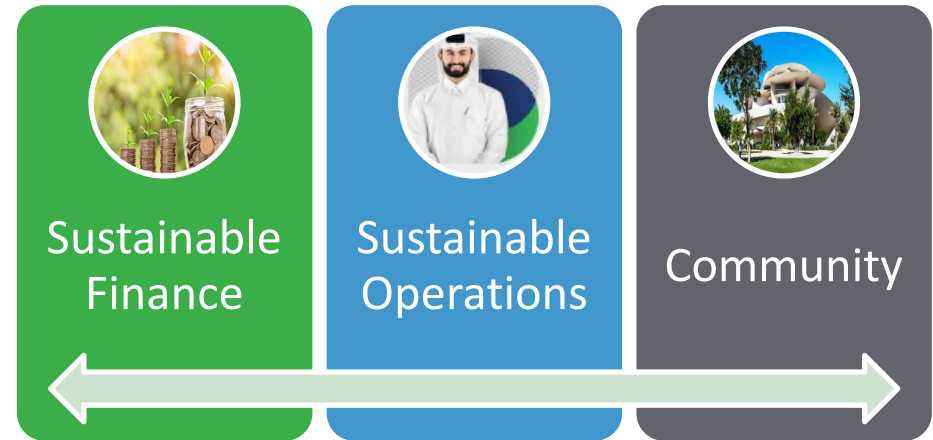
## Dukhan Bank Sustainability Statement:

Creating value through the integration of ESG (Environmental, Social and Governance) initiatives in our Business Model.

As a Sharia compliant bank, we have much in common with ESG principles. Through our group sustainability strategy, which is aligned with both the Qatar National Vision 2030 and the United Nations Sustainable Development Goals, we have identified the main areas of focus.

Dukhan Bank has a defined sustainability framework, consisting of three pillars i.e. Sustainable Finance, Sustainable Operation and Community. Under each pillar the bank focuses on sustainability topics most material to both our business and stakeholders. All three pillars will contribute to Dukhan Bank's sustainable financial performance and improved brand equity.

The Bank will capitalise on its already strong position in introducing innovative digital transformation and infrastructure to support its ESG initiatives.



# Bank Strategy focuses on Customer Partnerships & Shareholder Value

9

Attracting new talent and retaining key personnel

1

Expansion of Wholesale Banking in Qatar with focus toward higher value added sectors

2

Build lead on Best-in-class Private Banking pioneer position in Qatar

8

Effective capital management while ensuring robust value generation for the shareholders

7

Sustainability through liability growth and prudent risk management



3

Become a leading institution in GCC and MENA Islamic financial markets

4

Leverage Synergies across the Subsidiaries

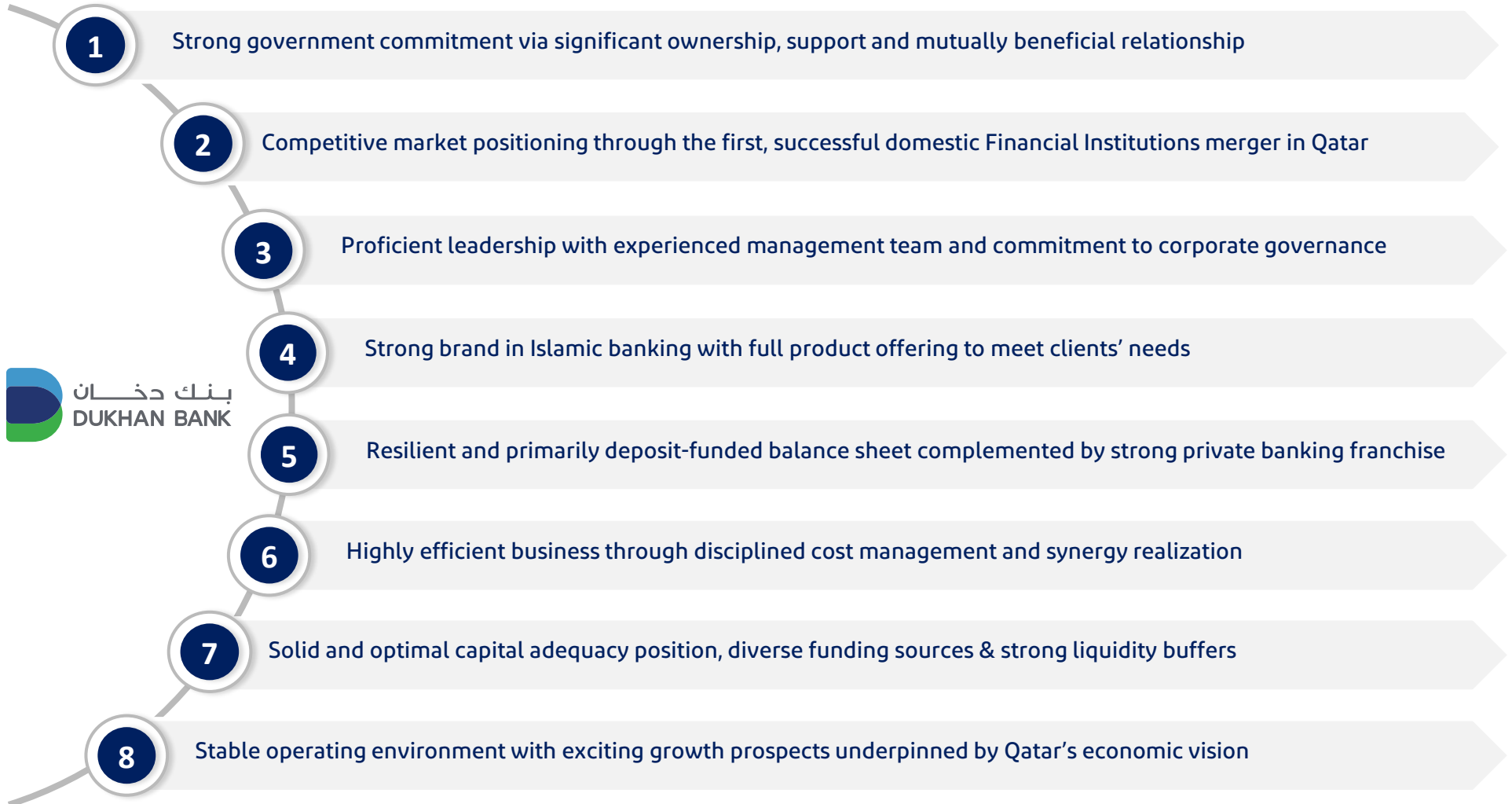
6

Digital transformation to reduce carbon footprints and enhance customer experience

5

Maintain a culture of service excellence and efficiency

# Key Investment Highlights







# Financial Performance

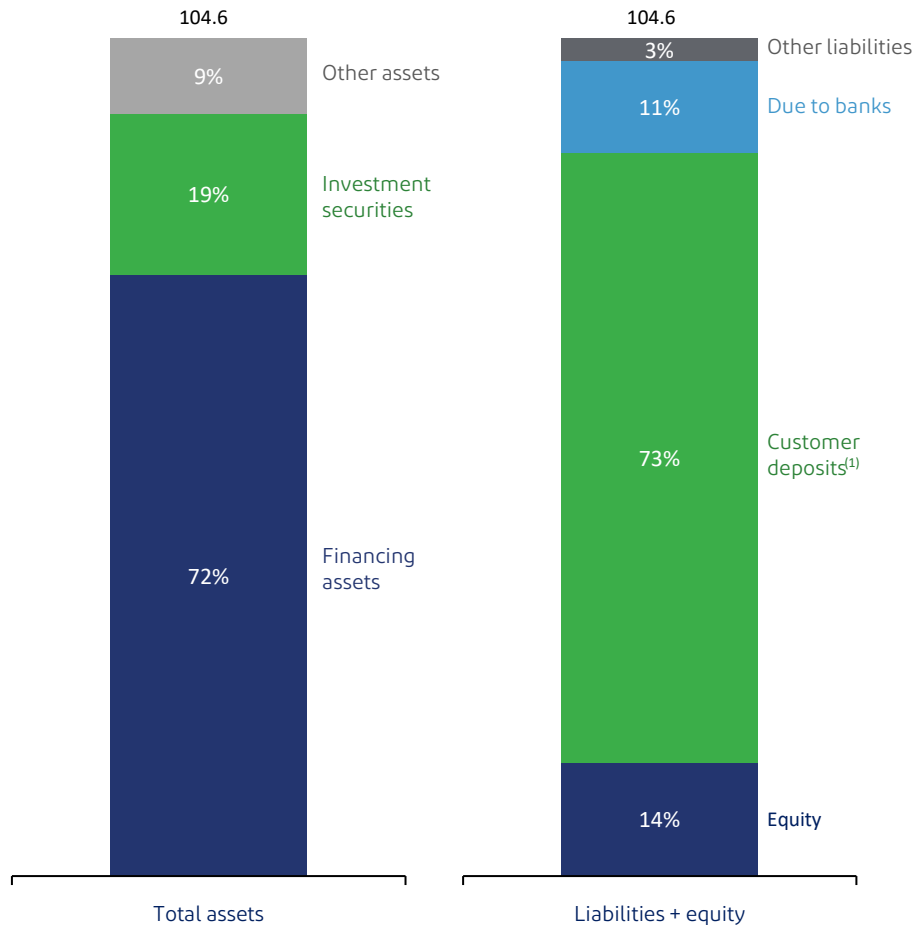


# Balance Sheet Composition

Resilient and primarily deposit-funded balance sheet with diversified client base

## Focus on core banking activities

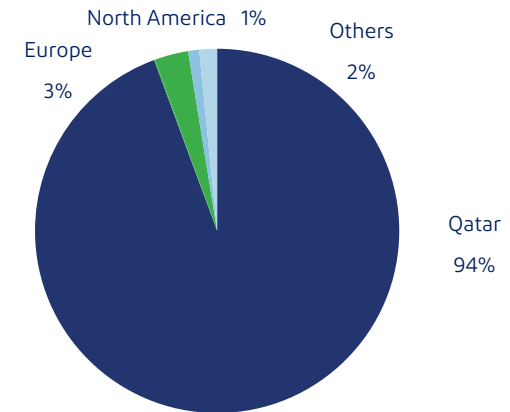
Total assets vs. liabilities and equity - Q3'22 (in QAR'bn)



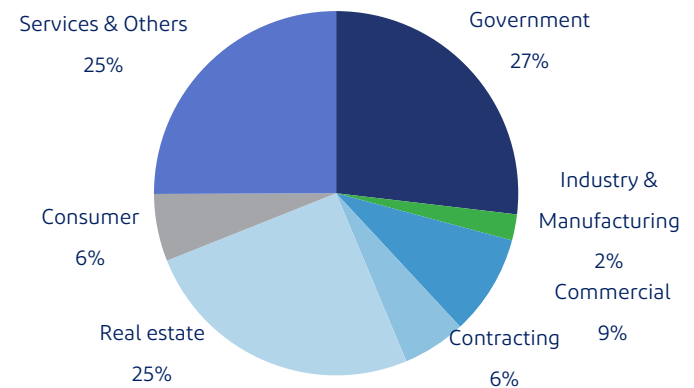
## Pre-dominantly Qatar-focused financing book

Breakdown of financing assets, 2021

By geography



Total financing assets by sector



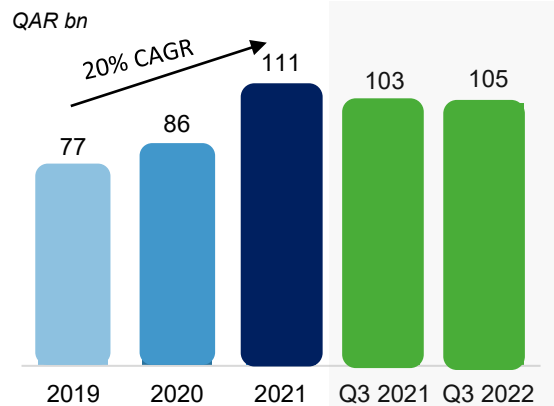
Source: Company information.

(1) Customer deposits include equity of URIA holders + customer current accounts.

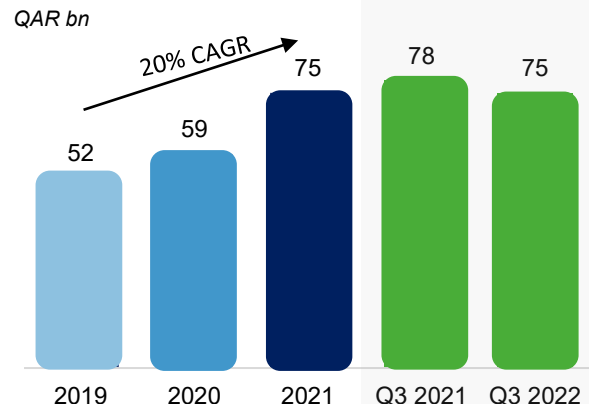
# Financials – Dukhan has Consistently Outperformed the Market

## Strong asset and income growth

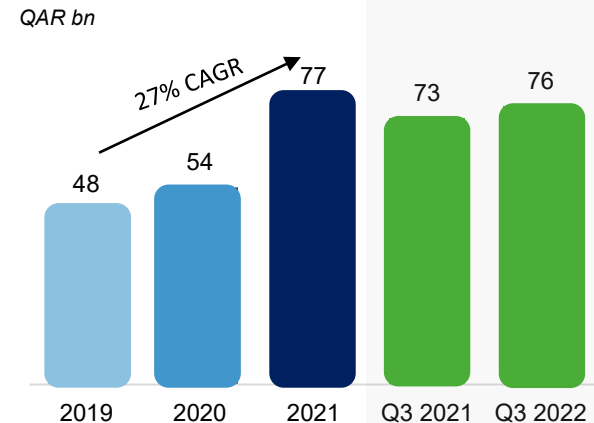
### Historic asset growth of 20% p.a.



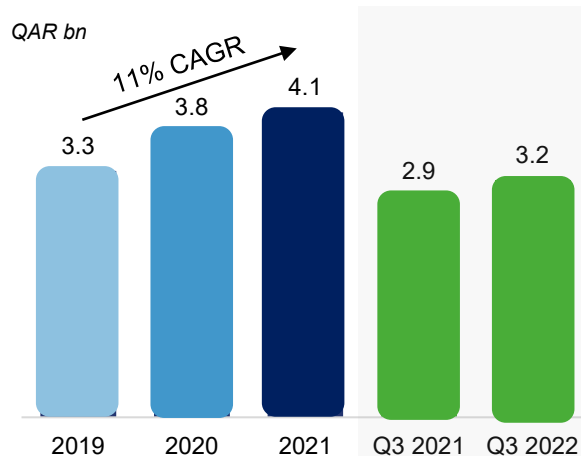
### Net financing assets



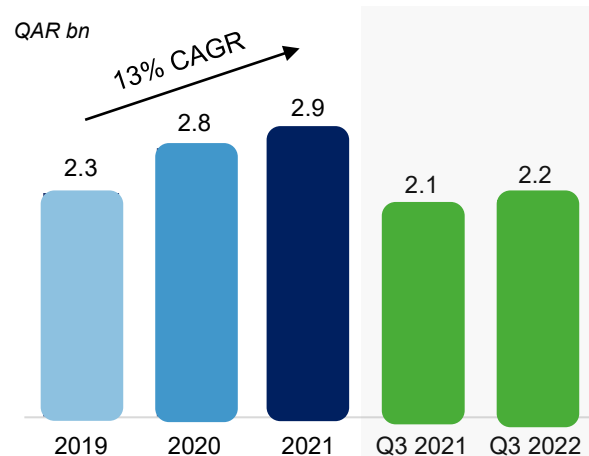
### Customer deposits<sup>(1)</sup>



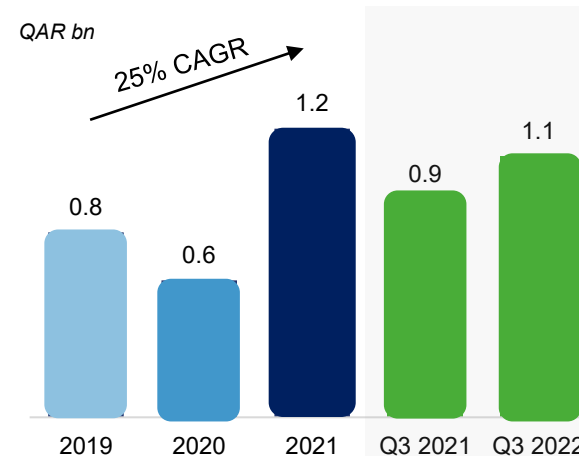
### Total income



### Net financing income



### Net Profit



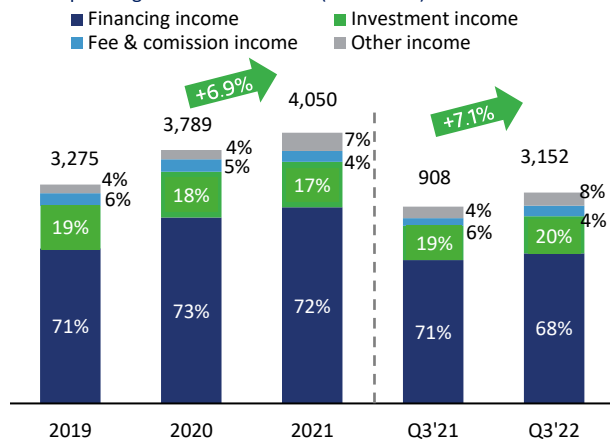
(1) Deposits are sum of customer current accounts and URIAs

# Profitability

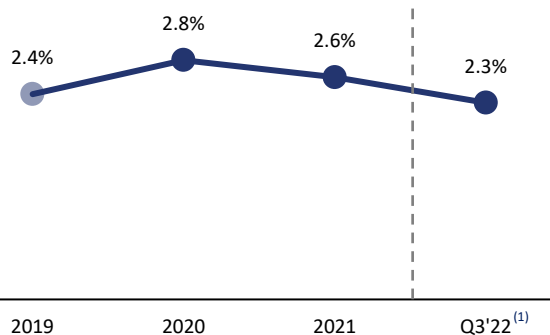
Dukhan Bank is an efficient business with diversified income sources and robust net profit margins

## Growing revenue base across diverse income segments...

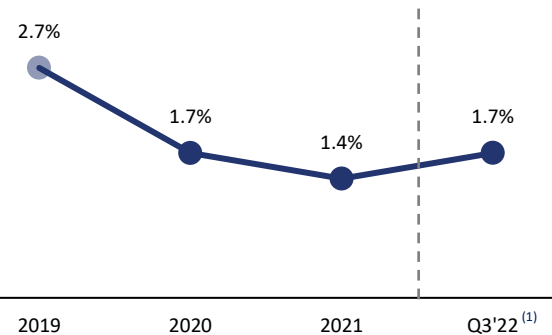
Total operating income breakdown (in QAR'mn)



## ...with a healthy & stable net profit margin...

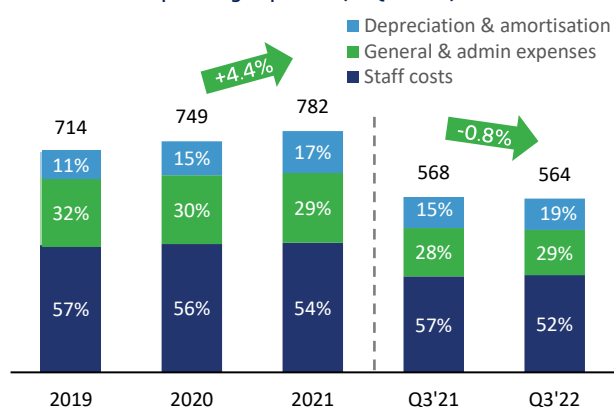


## ...attractive funding costs relative to market



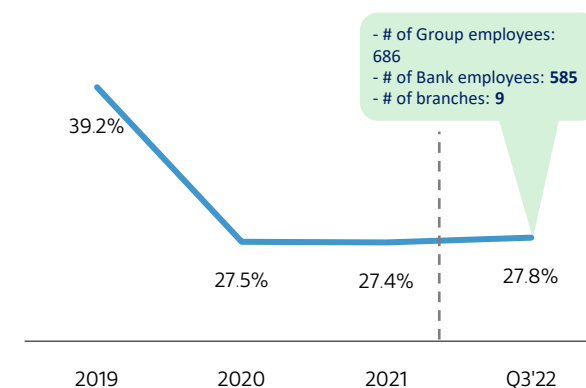
## Disciplined cost management...

Breakdown of operating expenses (in QAR'mn)



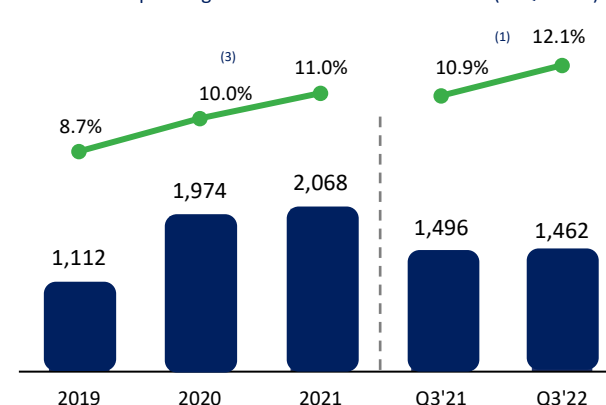
## ...generating efficiency gains...

Cost / income ratio



## ...and improving operating leverage

Net operating income (in QAR'mn) and RoATE



Source: Company information.

(1) Annualised ratio.

(2) Adjusted 2020 RoATE excluding goodwill impairment of QAR 450mn - RoATE including the goodwill impairment of 5.6%.

# Asset Quality

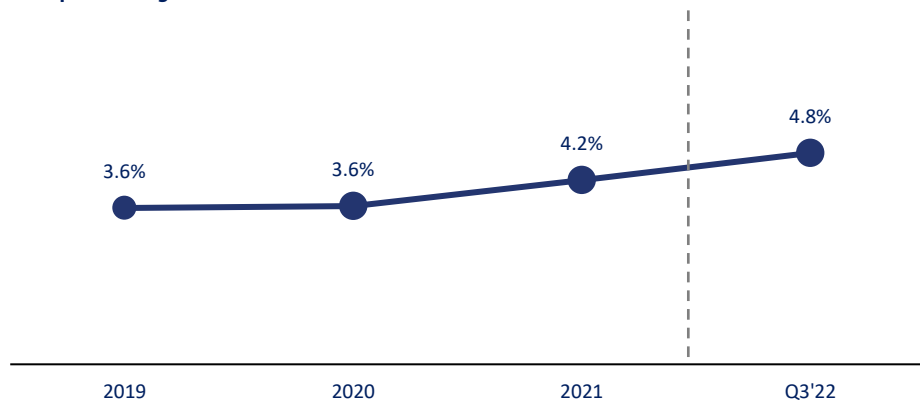
## Strong risk-management culture and prudent provisioning policy

### Commentary

- Considering the global economic circumstances and COVID, Dukhan Bank has shown resilience
- The Bank has been closely monitoring its risk profile and exposures, in accordance with QCB guidelines
- Dukhan Bank's prudent risk management continues to monitor asset quality and take prudent impairments
  - NPA ratio has increased from 3.6% in 2020 to 4.8% in Q3'22
  - Provision coverage has improved from 52.3% in 2020 to 64.8% in Q3'22; 106.2% including tangible collateral benefits

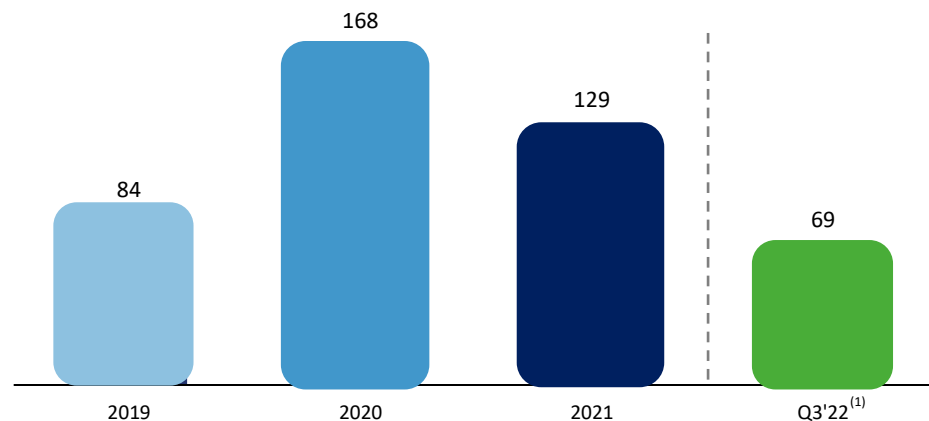
### ...active management of non-performing assets...

Non-performing asset ratio



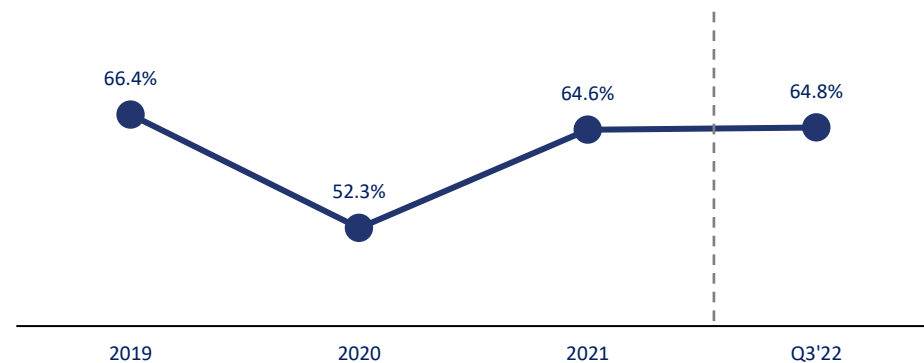
### Prudent risk management...

Cost of risk (in bps)



### ...while maintaining sound coverage levels

Provision coverage ratio excl. collateral



## Asset Quality (continued)

Prudent overall coverage aligned with the Qatari Banking Sector

Portfolio breakup				
As at 30 Sep 2022	Stage 1	Stage 2	Stage 3	Total
Financing assets	79.8%	15.4%	4.8%	100.0%
Investments	100.0%	0.0%	0.0%	100.0%
Off balance sheet credit risk exposure	69.0%	30.1%	0.8%	100.0%
Portfolio Coverage				
As at 30 Sep 2022	Stage 1	Stage 2	Stage 3	Total
Financing assets	0.1%	4.9%	64.8%	4.0%
Investments	0.4%	0.0%	0.0%	0.4%
Off balance sheet credit risk exposure	0.2%	1.6%	100.0%	1.4%
Cost of Risk ( in bps)				
As at 30 Sep 2022	Stage 1	Stage 2	Stage 3	Total
Financing assets	3	53	865	50

Source: Company information

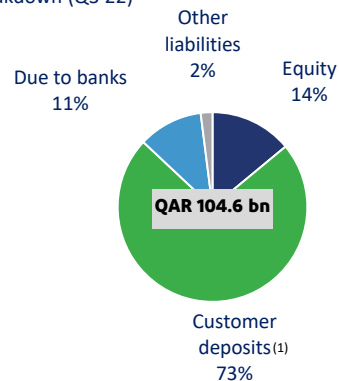
\* After including tangible collateral, Coverage ratio becomes 106.2% for stage III financing assets.

# Capital, Funding and Liquidity

## Robust capital structure with optimal funding and healthy liquidity position

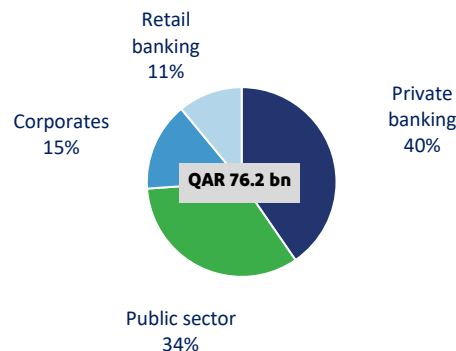
### Well diversified funding base

Funding breakdown (Q3'22)

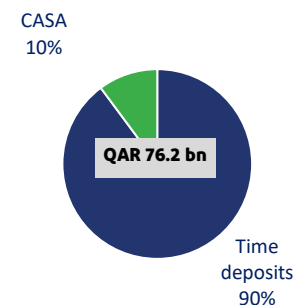


### Granular deposit base with significant contribution from private banking & the public sector<sup>(1)</sup>

Deposits breakdown by sector (Q3'22)



Deposits breakdown by type (Q3'22)



### Strong liquidity profile (Q3'22)

**Net financing assets to total deposits**  
*Qatar banking sector average*

**99.4%**  
**110.2%**

**Liquid asset ratio<sup>(2)</sup>**  
*Dukhan average 2019-Q3'22*

**27.5%**  
**27.1%**

### Well capitalized bank with capital ratios above regulatory limits

(in QAR'mn)	2019	2020	2021	Q3'22
Total risk-weighted-assets	57,281	65,091	70,985	72,583
CET-1 ratio	16.4%	15.2%	14.7%	14.3%
Tier 1 ratio	16.4%	15.2%	17.3%	16.8%
CAR	17.6%	16.4%	18.4%	18.0%
<b>CAR regulatory minimum</b>				<b>15.0%<sup>(3)</sup></b>

Source: Company information.

(1) Customer deposits include Equity of URIA holders + customer current accounts.

(2) Liquid assets include Cash and balances with QCB excluding reserve account + Due from banks balance + Investment securities excluding unquoted HFT & FVTE investments.

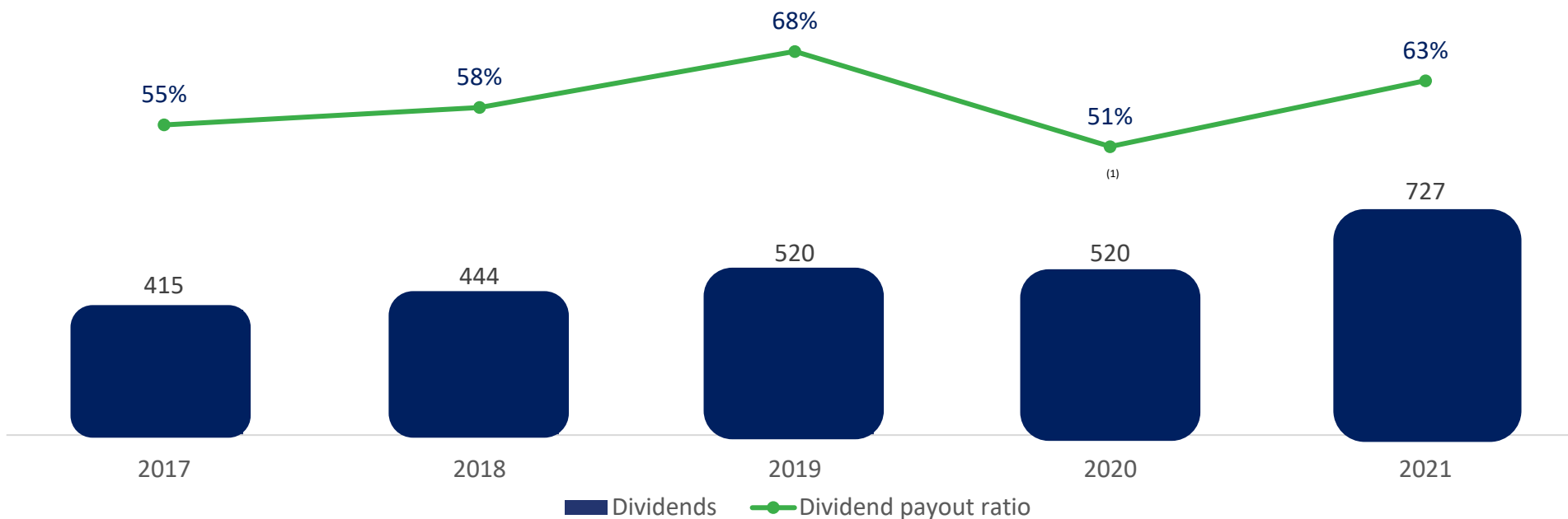
(3) 15.0% regulatory minimum based on 12.5% + 0.5% DSIB buffer + 2.0% ICAAP 3)



# Dividend History

Consistent and growing dividend distribution – being highest dividend payout ratio among peer group

Dividend distribution (in QAR'mn)



- Consistent annual cash dividend distribution on the back of healthy income generation
- The proposed AT1 Sukuk issuance features a dividend stopper mechanism
- For 2021, the Board of Directors proposed a cash dividend of 14.0% of the paid up share capital, amounting to QAR 727.4mn, and equivalent to QAR 1.4 per share (2020 – proposed cash dividend and amount of 10.0% and QAR 520 mn respectively, equivalent to QAR 1.0 per share)
- The proposed dividend distribution was approved at the Annual General Meeting, and distributed to the shareholders of the Group

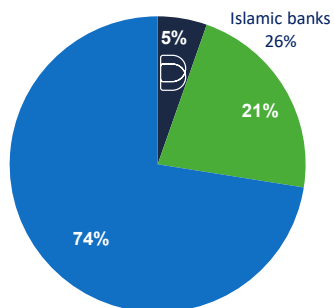
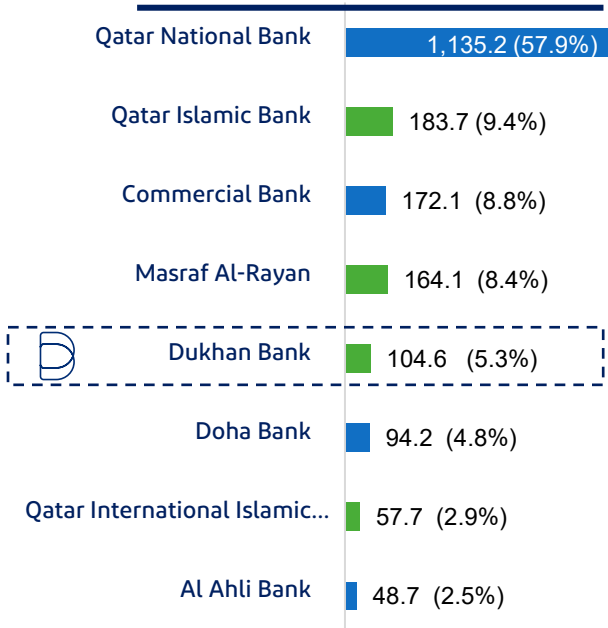
Source: Company information.

(1) Represents dividend payout ratio based on normalized net income (excluding impact of QAR450m goodwill impairment).

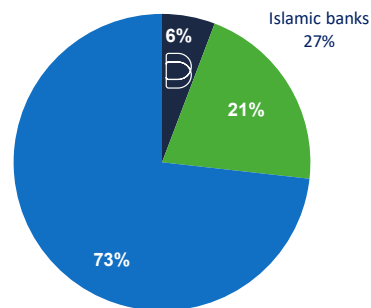
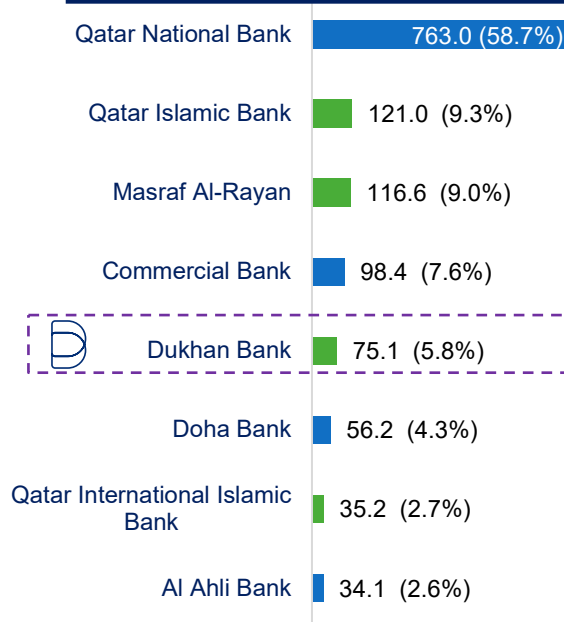
# Comparative Sizes of Qatari banks

Dukhan Bank – 5<sup>th</sup> largest Qatar bank and 3<sup>rd</sup> largest Qatari Islamic bank by assets

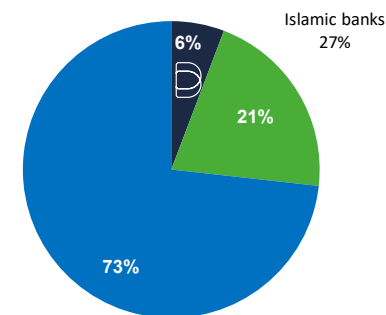
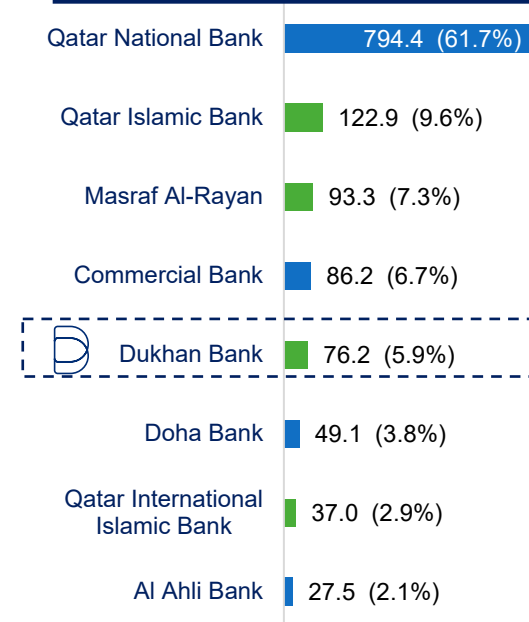
## Total Assets (QAR bn, Q3 2022)



## Net financing assets (QAR bn, Q3 2022)



## Total Deposits (QAR bn, Q3 2022)



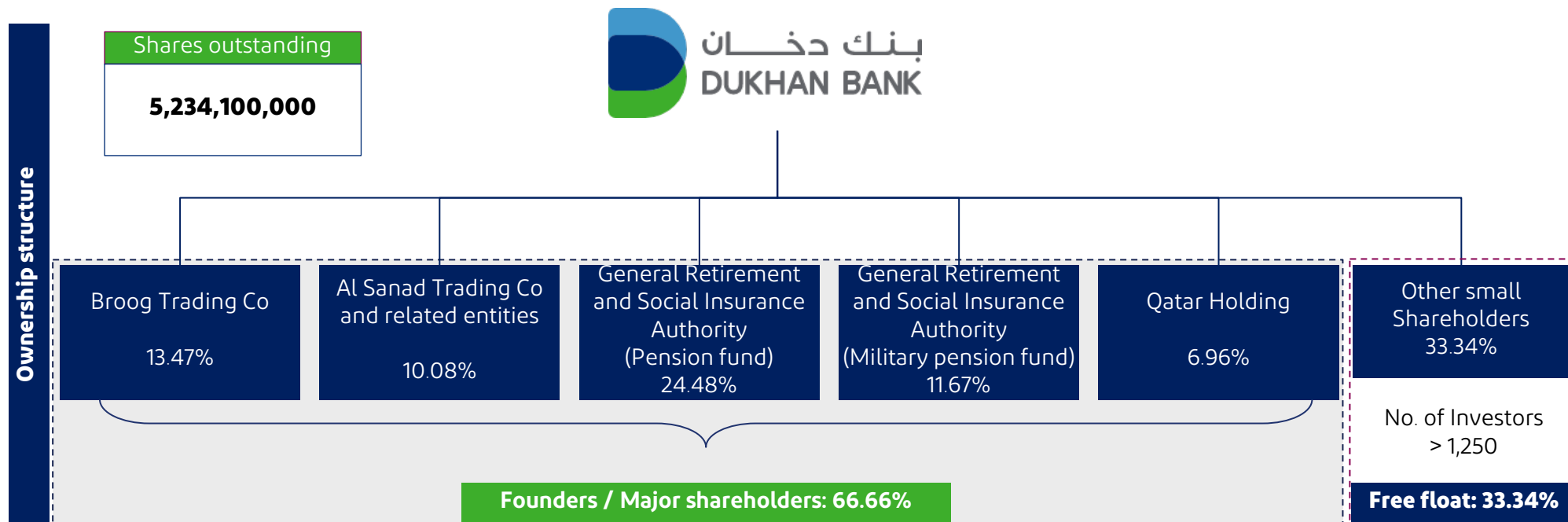
Percentages (%) next to the amount on this slide represent market share.  
Source: FactSet, company financials.

 Islamic banks  
 Conventional banks



# Appendix

## Ownership Structure - Free Float of 33.34% following the Listing



**Founders are restricted from selling shares for one year from the start of trading of Dukhan Bank's shares.**

# Snapshot of the Consolidated Statement of Financial Position

(in QAR'mn)

	As at 31 December			As at 30 September (unaudited)
	2019	2020	2021	2022
Cash and balances with Qatar Central Bank	2,378,257	3,367,553	7,245,842	4,054,329
Due from banks	4,343,485	5,891,788	5,558,980	3,034,168
Financing assets	51,924,104	58,536,992	75,221,707	75,056,115
Investment securities	16,099,098	16,661,163	20,799,620	20,154,938
Investment in associates and joint ventures	147,404	83,535	62,557	64,170
Investment properties	3,730	3,497	135,254	135,079
Fixed assets	379,395	372,126	279,896	256,292
Intangible assets	1,599,269	1,070,650	992,182	933,332
Other assets	255,950	309,317	431,116	896,561
<b>Total assets</b>	<b>77,130,692</b>	<b>86,296,621</b>	<b>110,727,154</b>	<b>104,584,984</b>
Due to banks	14,185,854	18,947,753	16,755,141	11,448,606
Sukuk and fixed income financing	1,824,096	-	-	-
Customer current accounts	5,392,893	7,335,487	6,200,820	7,739,077
Other liabilities	1,738,282	1,963,291	2,559,225	2,800,264
<b>Total liabilities</b>	<b>23,141,125</b>	<b>28,246,531</b>	<b>25,515,186</b>	<b>21,987,947</b>
<b>Equity of URIA holders</b>	<b>42,485,121</b>	<b>46,546,052</b>	<b>71,225,407</b>	<b>68,424,652</b>
Share capital	5,234,100	5,234,100	5,234,100	5,234,100
Legal reserve	4,273,813	4,330,474	4,449,813	4,449,812
Treasury shares	(38,350)	(38,350)	(38,350)	(38,350)
Risk reserve	810,504	1,235,629	1,338,716	1,338,716
General reserve	673,333	73,333	73,333	73,333
Fair value reserve	22,901	(24,621)	(27,098)	(122,712)
Retained earnings	528,135	693,382	1,135,206	1,416,648
Foreign currency translation reserve	(81)	-	-	(3)
<b>Total equity attributable to equity holders of the Bank</b>	<b>11,504,355</b>	<b>11,503,947</b>	<b>12,165,720</b>	<b>12,351,544</b>
Sukuk eligible as AT1 capital	-	-	1,820,750	1,820,750
Non-Controlling Interests	91	91	91	91
<b>Total owners' equity</b>	<b>11,504,446</b>	<b>11,504,038</b>	<b>13,986,561</b>	<b>14,172,385</b>
<b>Total liabilities, equity of URIA holders and owners' equity</b>	<b>77,130,692</b>	<b>86,296,621</b>	<b>110,727,154</b>	<b>104,584,984</b>
<b>Customer Deposits <sup>(1)</sup></b>	<b>47,878,014</b>	<b>53,881,539</b>	<b>77,426,227</b>	<b>76,163,729</b>

Source: Company information.

(1) Customer deposits include equity of URIA holders + customer current accounts.

# Snapshot of the Consolidated Statement of Income

(in QAR'mn)

	For the year ended 31 December			For the nine-month period ended 30 September (unaudited)	
	2019	2020	2021	2021	2022
Net income from financing activities	2,317	2,782	2,933	2,145	2,245
Net income from investing activities	635	683	682	511	554
<b>Total net income from financing and investing activities</b>	<b>2,952</b>	<b>3,465</b>	<b>3,615</b>	<b>2,656</b>	<b>2,799</b>
Fee and commission income	257	254	246	174	235
Fee and commission expense	(66)	(66)	(87)	(60)	(76)
<b>Net fee and commission income</b>	<b>191</b>	<b>188</b>	<b>159</b>	<b>114</b>	<b>159</b>
Net foreign exchange gain	122	143	170	121	176
Share of results of associates and joint ventures	(1)	(20)	(6)	(7)	2
Other income	10	12	112	59	16
<b>Total income</b>	<b>3,275</b>	<b>3,789</b>	<b>4,050</b>	<b>2,943</b>	<b>3,152</b>
Staff costs	(410)	(416)	(420)	(311)	(315)
Depreciation and amortisation	(78)	(110)	(136)	(101)	(102)
Other expenses	(226)	(222)	(226)	(157)	(147)
Finance cost	(398)	(191)	(77)	(68)	(80)
<b>Total expenses</b>	<b>(1,113)</b>	<b>(939)</b>	<b>(859)</b>	<b>(636)</b>	<b>(644)</b>
Net impairment loss on financing assets	(335)	(930)	(864)	(603)	(389)
Net impairment (loss)/reversal on due from banks	2	-	0	0	(1)
Net impairment (loss)/reversal on investment securities	(11)	(6)	(0)	0	7
Net impairment loss on investment in associates and joint ventures	(5)	(35)	(16)	-	-
Net impairment reversal on other exposures	3	15	8	8	3
<b>Total impairments</b>	<b>(346)</b>	<b>(956)</b>	<b>(872)</b>	<b>(595)</b>	<b>(379)</b>
<b>Profit for the year/period before return to URIA holders</b>	<b>1,817</b>	<b>1,894</b>	<b>2,319</b>	<b>1,712</b>	<b>2,129</b>
<b>Profit for the year/period before impairments and return to URIA holders</b>	<b>2,163</b>	<b>2,850</b>	<b>3,191</b>	<b>2,307</b>	<b>2,508</b>
Return to URIA holders	(1,051)	(875)	(1,124)	(811)	(1,046)
<b>Net profit for the year/period before net impairment on intangible assets and tax</b>	<b>766</b>	<b>1,019</b>	<b>1,195</b>	<b>901</b>	<b>1,083</b>
Net impairment loss on intangible assets	-	(450)	-	-	-
Net profit for the year/period before tax	766	569	1,195	901	1,083
Tax expense	(1)	(2)	(2)	(2)	(2)
<b>Net profit for the year/period</b>	<b>765</b>	<b>567</b>	<b>1,193</b>	<b>900</b>	<b>1,081</b>
<i>Basic and diluted earnings per share (QAR per share)<sup>(5)</sup></i>	<i>1.69</i>	<i>1.09</i>	<i>2.23</i>	<i>1.73</i>	<i>1.98</i>
<b>Funding costs<sup>(1)</sup></b>	<b>(1,449)</b>	<b>(1,066)</b>	<b>(1,201)</b>	<b>(879)</b>	<b>(1,126)</b>
<b>Overhead expenses<sup>(2)</sup></b>	<b>(714)</b>	<b>(749)</b>	<b>(782)</b>	<b>(568)</b>	<b>(564)</b>
<b>Net banking income<sup>(3)</sup></b>	<b>1,826</b>	<b>2,723</b>	<b>2,850</b>	<b>2,065</b>	<b>2,026</b>
<b>Net operating income<sup>(4)</sup></b>	<b>1,112</b>	<b>1,974</b>	<b>2,068</b>	<b>1,496</b>	<b>1,462</b>

Source: Company information.

(1) Funding costs are the sum of finance costs + return to URIA holders.

(2) Overhead expenses include staff costs, depreciation and amortisation and other expenses.

(3) Net banking income is calculated as total income minus funding costs.

(4) Net operating income is calculated as net banking income minus overhead expenses.

(5) Calculated after deduction for profit allocated to holders of AT1 securities



# Dukhan Bank has an Award Winning Customer Service Proposition

## Awards and Acclamations



- MENA Digital Bank of the Year
- MENA Most Innovative Bank of the Year
- Best Private Bank – Qatar
- Best Multi-Channel Offering
- Best Next-Generation Offering
- Best Use of AI in Financial Services
- Excellence in Omni-Channel Integration
- Outstanding Wealth Management Service for the Affluent
- Chaouki Daher MENA Private Banker of the Year



- Best Consumer Digital Bank in Qatar
- Best Integrated Consumer Banking Site
- Most Innovative Digital bank
- Outstanding Innovation in Mobile Banking
- Best Islamic Digital Bank
- World's Best Islamic Private Bank



- Global Business Outlook Awards 2020 - Most Innovative Islamic Banking Product – Thara'a, Qatar
- Global Brands Magazine - Most Innovative Banking Brand, Qatar 2020



- Retail Banker International Trailblazer - 'Highly Commended' in the Best Use of Machine Learning category at the 2021
- Retail Banker International Trailblazer Awards organized in partnership with MEED



- Forbes – Top 10 unlisted companies 2021



- World Economic Magazine Award - Best Corporate Digital Services Qatar 2021
- World Economic Magazine Award - Best New Contactless Payment Platform Qatar 2021



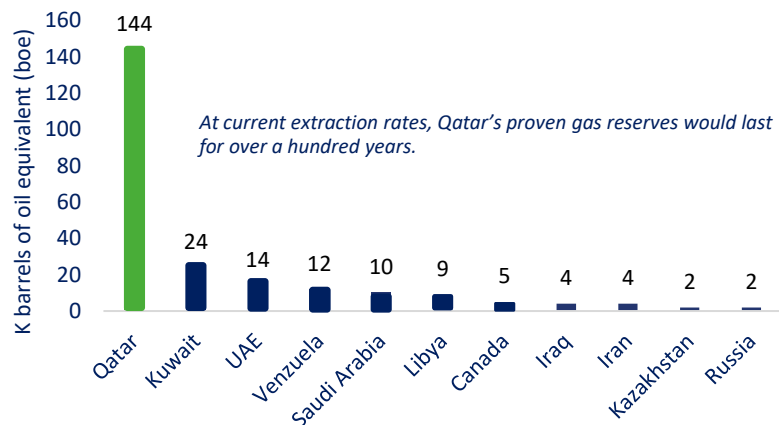
- International Business Magazine Awards - Khalid Al-Subeai - Banking CEO of the Year Qatar 2020
- International Business Magazine Awards - Most Innovative Bank Qatar 2020, International Business Magazine Awards - Best Retail Bank Qatar 2020



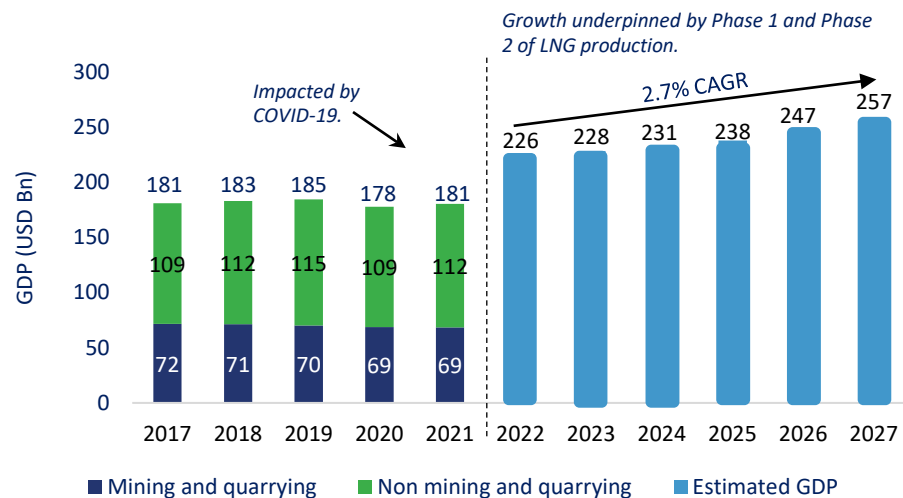
# **Qatar Macro Overview**

# Hydrocarbons underpin a Strong Economy

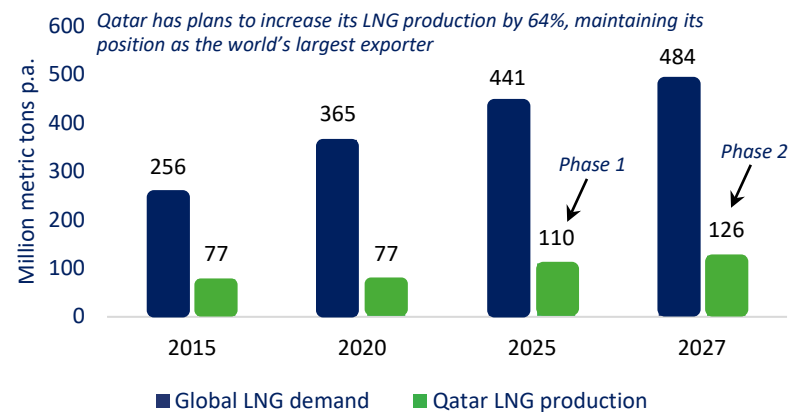
## Hydrocarbon reserves per capita (2021)



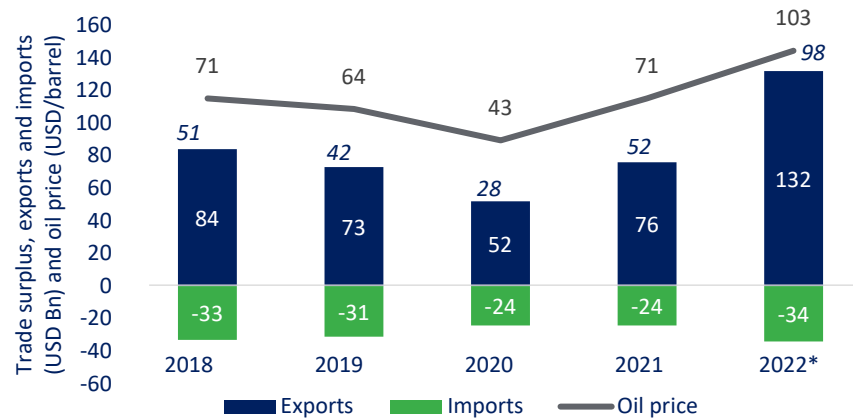
## Qatar's historical and forecast GDP



## Qatar's current and expected share of global LNG market



## Notable trade surplus maintained despite volatile oil prices



\*Data at October 2022

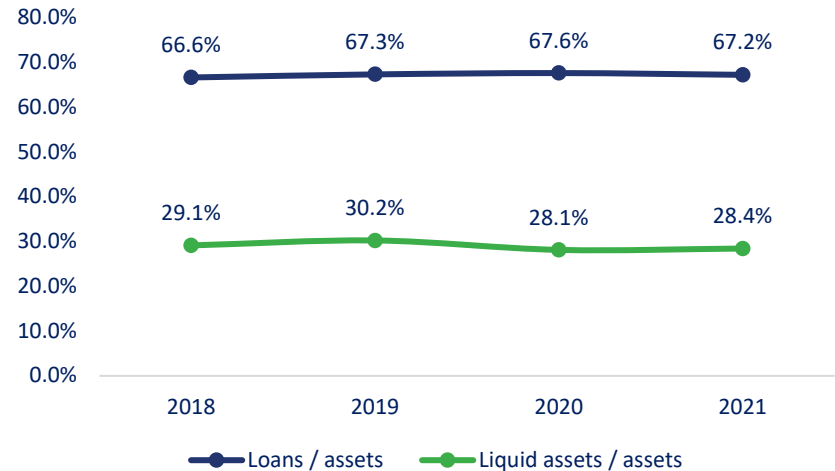
# Qatar's Banking and Financial Sector remains Resilient and Healthy

## Highly rated sovereign

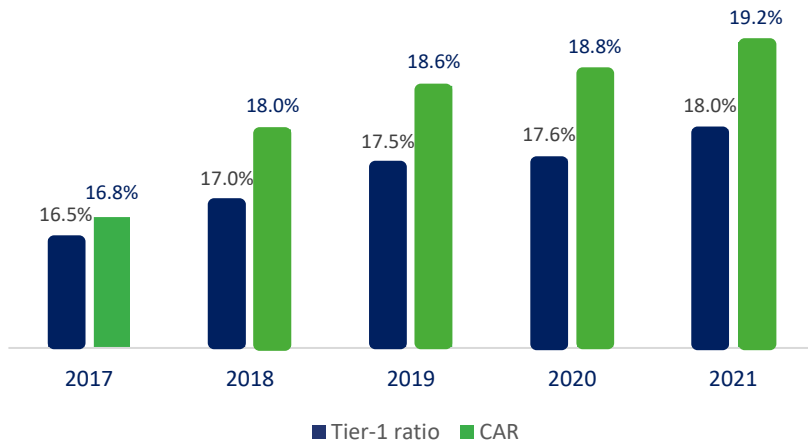
Standard & Poor's Sovereign Ratings	
AAA	Germany, Canada, Australia, Switzerland, Norway, Sweden, Denmark, Netherlands, Luxembourg, Singapore, Lichtenstein
AA+	US, Australia, Finland, New Zealand, Taiwan, Hong Kong
AA	Qatar, France, UK, Belgium, South Korea, Abu Dhabi
AA-	Czech Republic, Slovenia, Estonia, Ireland
A+	China, Japan, Kuwait, Bermuda, Latvia, Lithuania, Slovakia
A	Chile, Iceland, Spain
A-	Saudi Arabia, Poland, Malaysia, Malta
BBB+	Portugal, Thailand, Philippines, Croatia, Andorra, Botswana
BBB	Italy, Cyprus, Mexico, Indonesia, Uruguay, Panama, Hungary
BBB-	India, Kazakhstan, Romania, Trinidad & Tobago, Curacao

Given its wealth and stable outlook, Qatar is one of the highest rated sovereigns in the world.

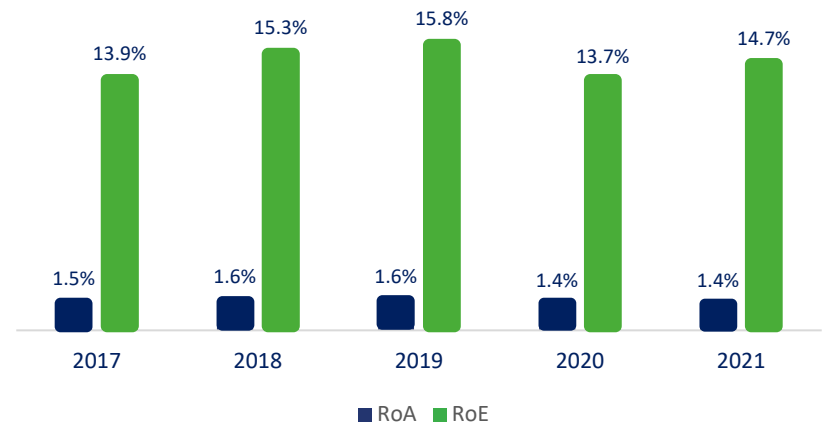
## Banking sector liquidity



## Banking sector capitalisation



## Banking sector profitability



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- These statements typically contain words such as "expects" and "anticipates" and words of similar import.
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