



بنك دخان  
DUKHAN BANK

# Investor Presentation September 2024

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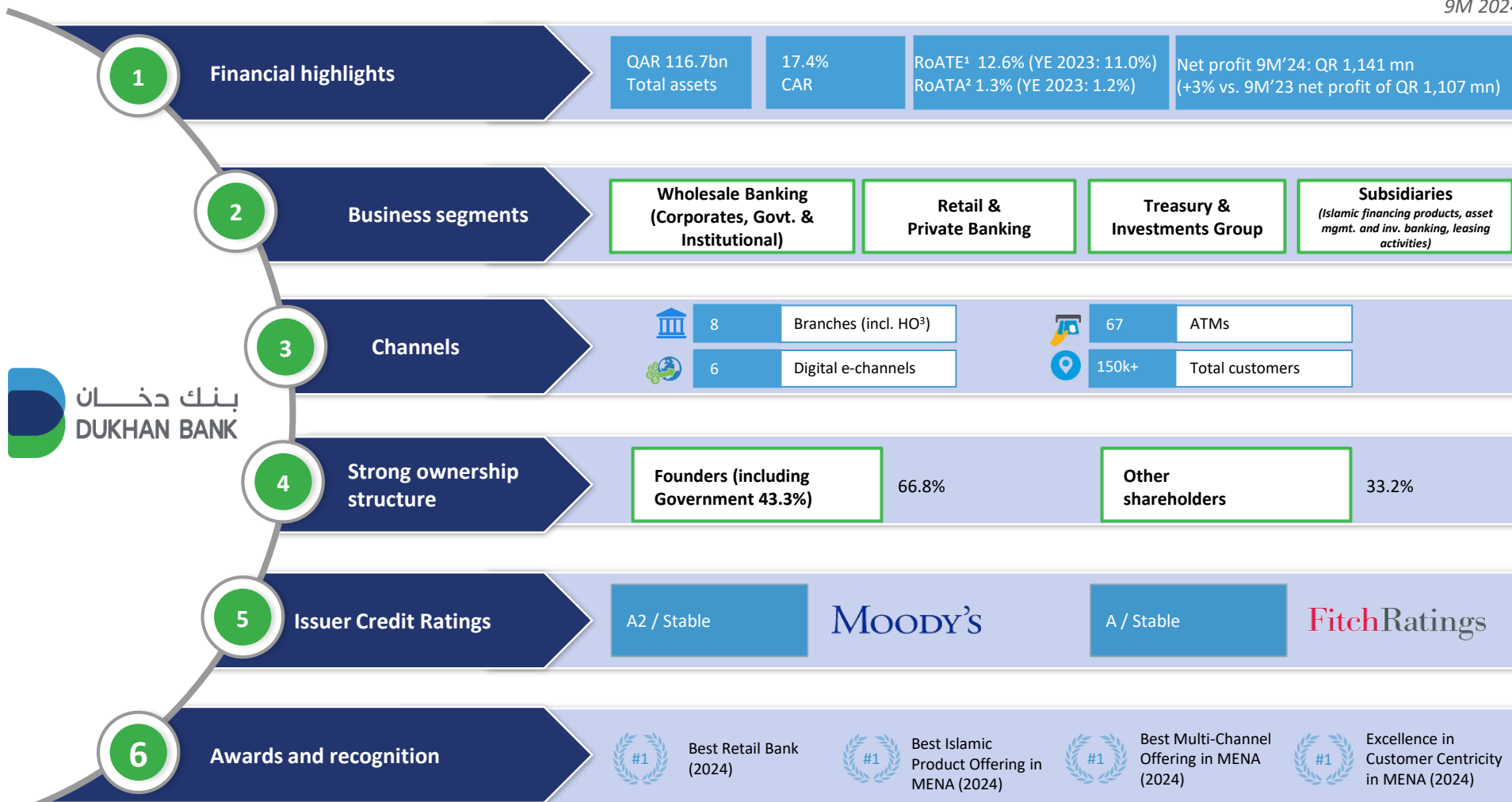
## 1. Business Overview

# 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

9M 2024



Source: Company information.

Note: All financial data as of 30 September 2024

1) Return on Average Tangible Equity (RoTE) : Net profit for the year over average equity excluding intangible assets

2) Return on Average Tangible Assets (RoTA) : Net profit for the year over average assets excluding intangible assets

• Calculation for 6M period is based on annualised net profit and the total equity / assets calculated across YE 2023 and 9M 2024

3) HO: Head Office

# Dukhan Bank – 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 4 private placements under US\$ 2bn EMTN programme, with total size of US\$ 605mn</li> </ul>	<ul style="list-style-type: none"> <li>Barwa Bank rebrands into Dukhan Bank on October 7, 2020</li> </ul>	<ul style="list-style-type: none"> <li>Ahmed Hashem appointed as Acting GCEO</li> <li>Listing of the Bank on QSE in February 2023</li> <li>DUBK inclusion in MSCI, FTSE &amp; QSE Indices.</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

<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 April 21, 2019</li> <li>Govt. ownership 44.0%</li> </ul>	<ul style="list-style-type: none"> <li>Dukhan Bank issued US\$ 500m in its debut Additional Tier 1 (AT1) sukuk on July 7, 2021 listed on London Stock Exchange</li> </ul>
<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>

## IBQ: Award winning best private banking in Qatar with generational trustworthy and reliable relationships

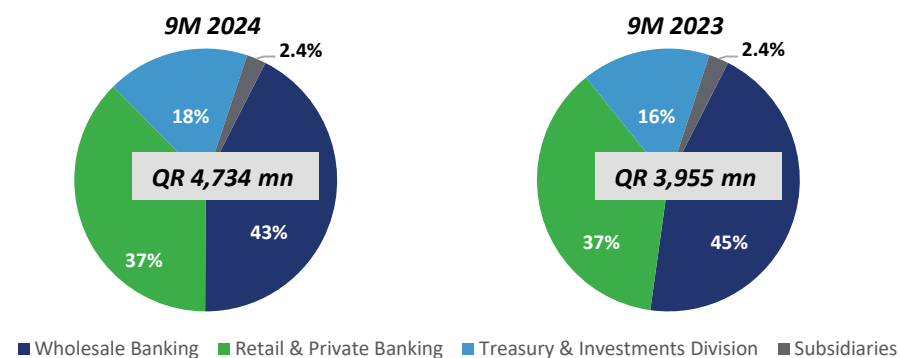
# Dukhan Bank – Overview

## Overview of Dukhan Bank

- **Net profit:** The Group reported a net profit of QAR 1.1 billion for the first nine months of 2024, reflecting a 3% year-on-year growth. This growth in bottom-line profitability was underpinned by a 17% increase in net income from financing activities, and a 33% rise in net income from investing activities, resulting in an overall rise in total income<sup>3</sup> for the Group which grew by 14%.
- **Cost to income ratio:** The Group maintained its efforts to enhance operational efficiency and build on revenue sources, leading to a cost to income ratio of 32.2%.
- **Total assets:** The Group's total assets reached at QAR 116.7 billion, primarily comprising of financing assets of QAR 84.9 billion (73% of total assets) and investment securities of QAR 17.3 billion (15% of total assets).
- **Liquidity:** The balance sheet is mainly funded by customer deposits, which were QAR 82.3 billion at end of the financial period. The Group's liquidity remained robust, with net financing assets to deposits ratio of 101.2%.
- **Equity:** Total shareholders' equity amounted to QAR 12.8 billion.
- **CAR:** The capital adequacy ratio (CAR) maintained at 17.4% in accordance with Basel III requirements, being adequately higher than the minimum supervisory ratio, as specified by the Qatar Central Bank.

## Diversified revenue sources across segments

Total income from financing and investing activities



## Financial summary

Balance sheet, QAR'mn	2020	2021	2022	2023	Sep-24	Growth (YE'23 vs 9M'24)	CAGR (YE'20-9M'24)
Net Financing assets	58,537	75,222	75,677	77,585	84,889	9.4%	10.4%
<b>Total assets</b>	<b>86,297</b>	<b>110,727</b>	<b>106,276</b>	<b>114,417</b>	<b>116,702</b>	<b>2.0%</b>	<b>8.4%</b>
Customer deposits <sup>(1)</sup>	53,882	77,426	74,545	78,002	82,289	5.5%	12.0%
<b>Shareholders' equity</b>	<b>11,504</b>	<b>13,987</b>	<b>14,336</b>	<b>14,713</b>	<b>14,634</b>	<b>-0.5%</b>	<b>6.6%</b>

Income statement, QAR'mn	FY'21	FY'22	FY'23	9M 2023	9M 2024	Growth (9M'23 vs 9M'24)	CAGR (FY'21-FY'23)
Net income from financing and investing activities	3,615	3,972	5,624	3,955	4,734	19.7%	24.7%
Net fees and commission income	159	211	256	225	173	-23.1%	26.9%
<b>Total income <sup>(3)</sup></b>	<b>4,050</b>	<b>4,452</b>	<b>6,095</b>	<b>4,366</b>	<b>4,983</b>	<b>14.1%</b>	<b>22.7%</b>
Funding costs <sup>(2)</sup>	(1,201)	(1,786)	(3,651)	(2,618)	(3,043)	16.2%	74.4%
<b>Net banking income</b>	<b>2,850</b>	<b>2,665</b>	<b>2,444</b>	<b>1,748</b>	<b>1,940</b>	<b>11.0%</b>	<b>-7.4%</b>
Overhead expenses	(782)	(750)	(807)	(563)	(625)	-10.9%	1.6%
<b>Net operating income</b>	<b>2,068</b>	<b>1,915</b>	<b>1,637</b>	<b>1,185</b>	<b>1,315</b>	<b>11.0%</b>	<b>-11.0%</b>
Net Impairment Charge	(872)	(660)	(333)	(77)	(173)	-125.9%	-38.2%
<b>Net profit</b>	<b>1,193</b>	<b>1,253</b>	<b>1,302</b>	<b>1,107</b>	<b>1,141</b>	<b>3.1%</b>	<b>4.5%</b>

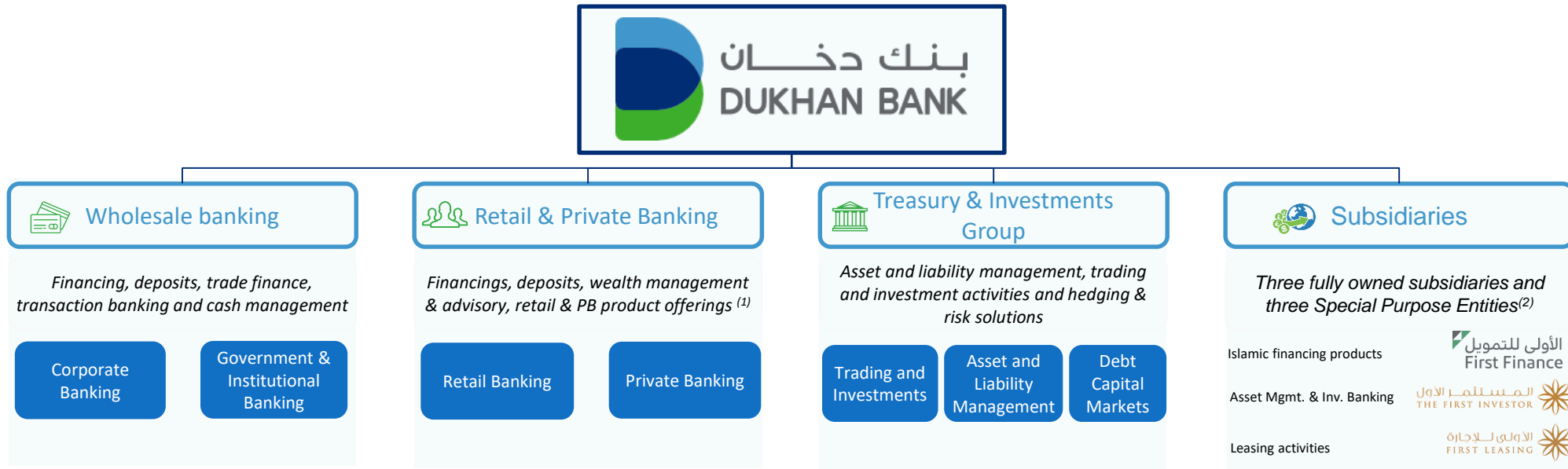
Note: All financial data as of 30 September 2024

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

(2) Funding cost is the sum of finance costs & return to URIA holders

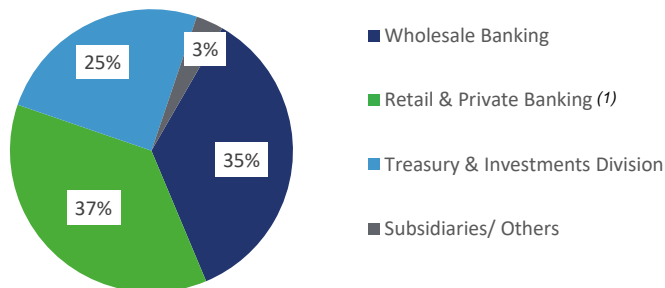
(3) Excl. finance cost. In consolidated FS, the same is reduced to arrive at total income

# Dukhan Bank – Four Principal Areas of Business

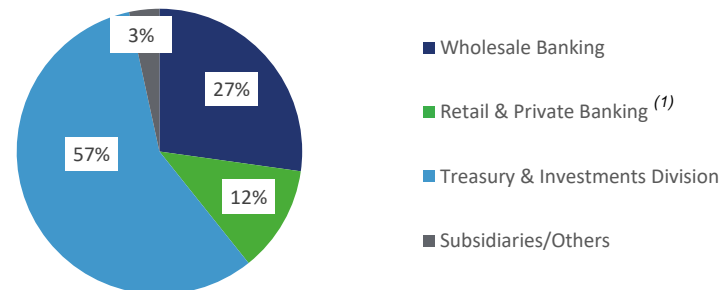


## Segmental Financials – A Well Diversified Unique Islamic Bank Catering All The Segments

**Total Assets**  
QR 116.7bn (9M'24)



**Net Profit excl. impairments**  
QR 1,315mn (9M'24)



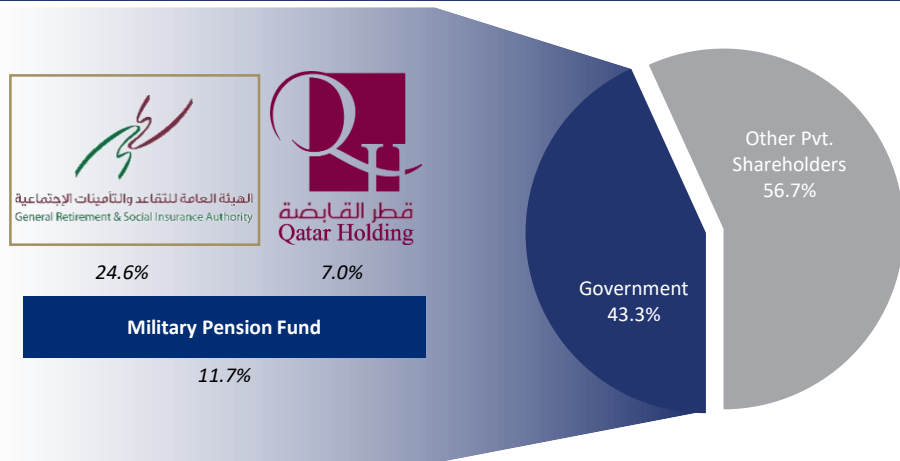
(1) Retail & Private Banking is alternatively referenced as “Personal and Private Banking” as well

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

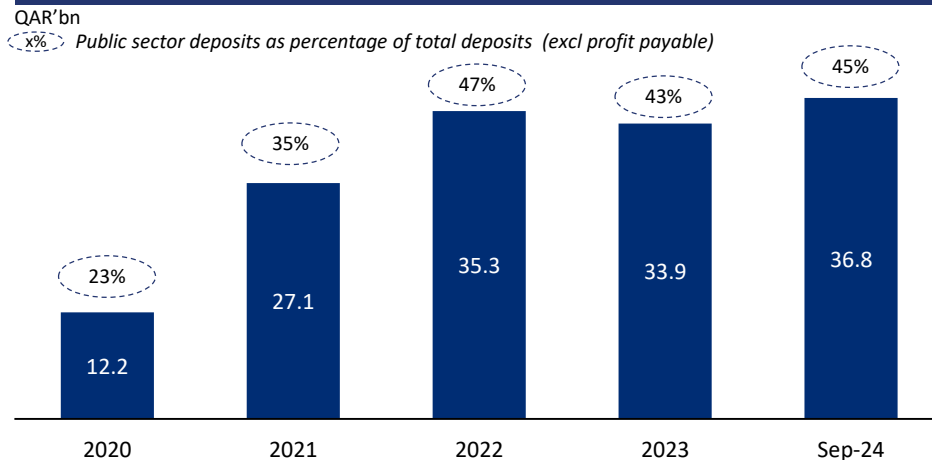
# Strong Government Linkage

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

## Government commitment via significant and stable shareholding...



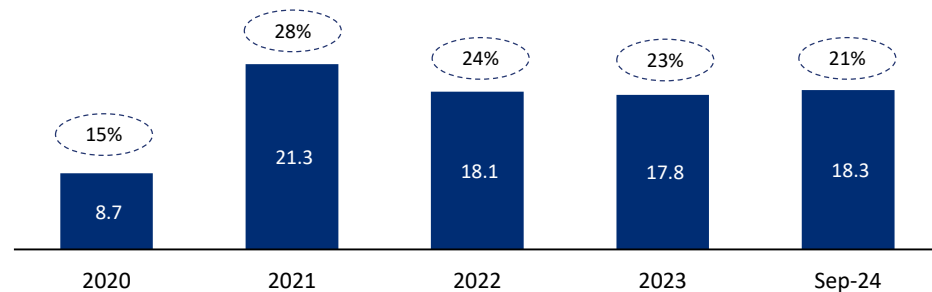
## ...coupled with substantial Public sector deposits contribution...



## ...and a mutually beneficial partnership

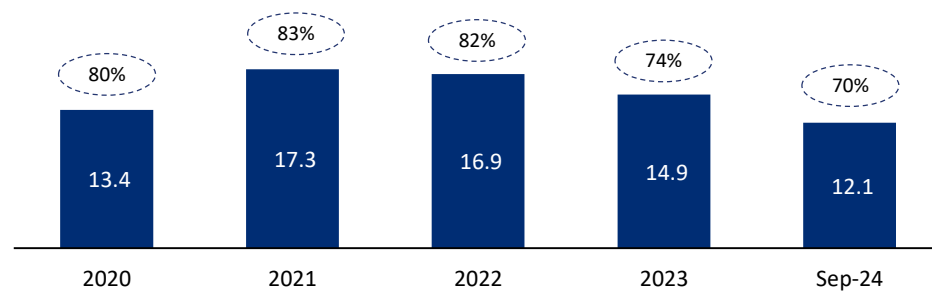
Financing to Public sector  
QAR'bn

x% Public sector financing as percentage of total financing (gross)



Material allocation to State-linked securities  
QAR'bn

x% State-linked investment securities as percentage of total investment securities



Source: Company information.



# Experienced Board of Directors & Management Team

## Board of Directors

### 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

### Sheikh Abdulla Bin Fahad Bin Jassim Al-Thani, Director

- Director

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

- Chairman and Managing Director



### Government Independent Representatives

#### 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

#### Ali Rashid Salem Rashid Al-Marri

- Director
- State pension fund representative

## Executive Management

### Proficient management team with extensive experience



#### Ahmed Hashem

Acting Group Chief Executive Officer



#### Ahmad Abdulaziz Al-Emadi

GM-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



#### Abeer Noman F A Al-Emadi

Acting Chief Operations Officer



#### 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

Chief Legal Officer



#### Faisal Kriez

Chief Technology Officer

Source: Company information.



Number of years of experience

# 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.

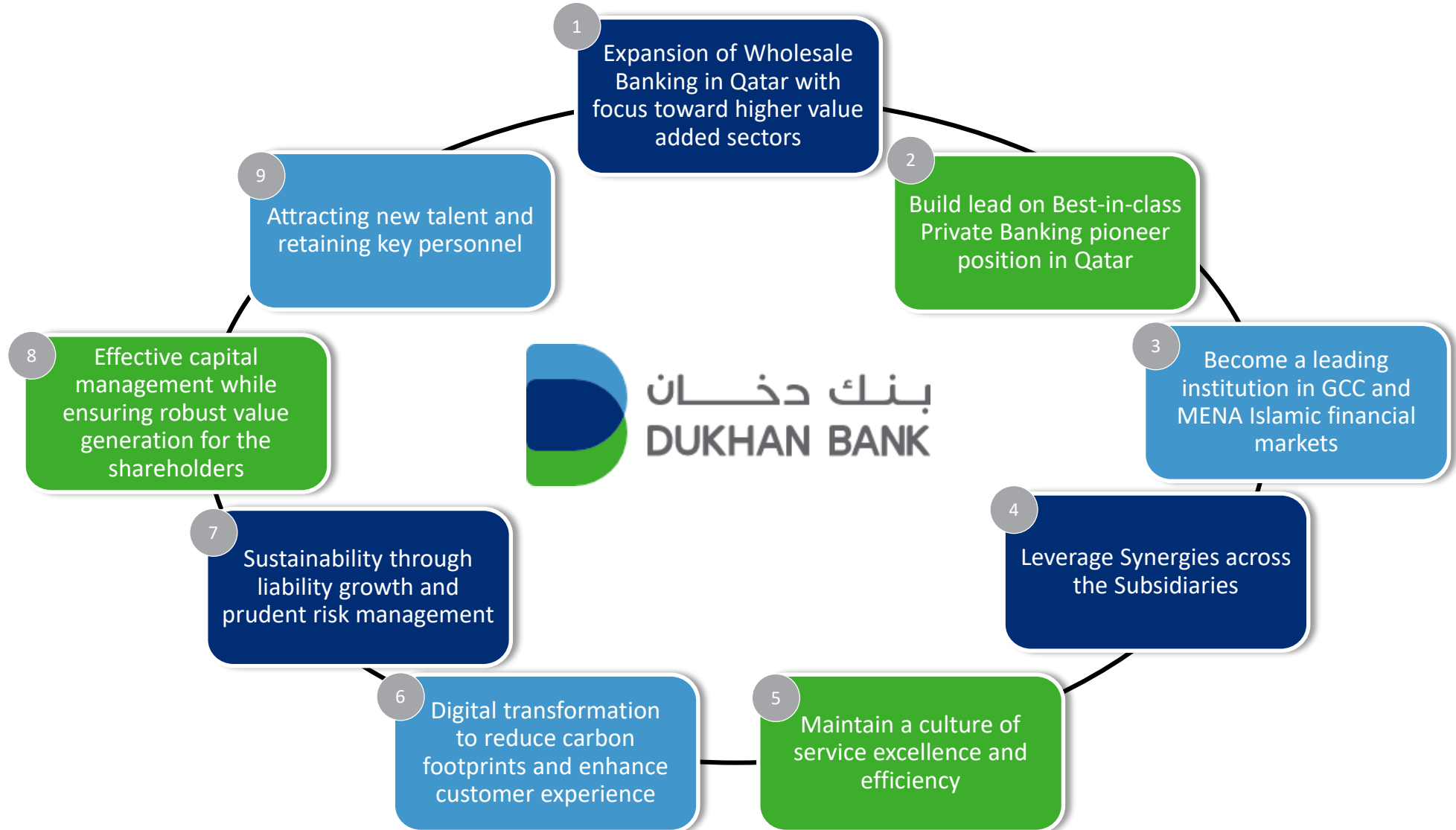
As a Shariah compliant bank, we have much in common with ESG principles. Through our Group sustainability strategy, which is aligned with both the Qatar National Vision 2030 and the United Nations Sustainable Development Goals, we have identified the main areas of focus.

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



# Key Investment Highlights

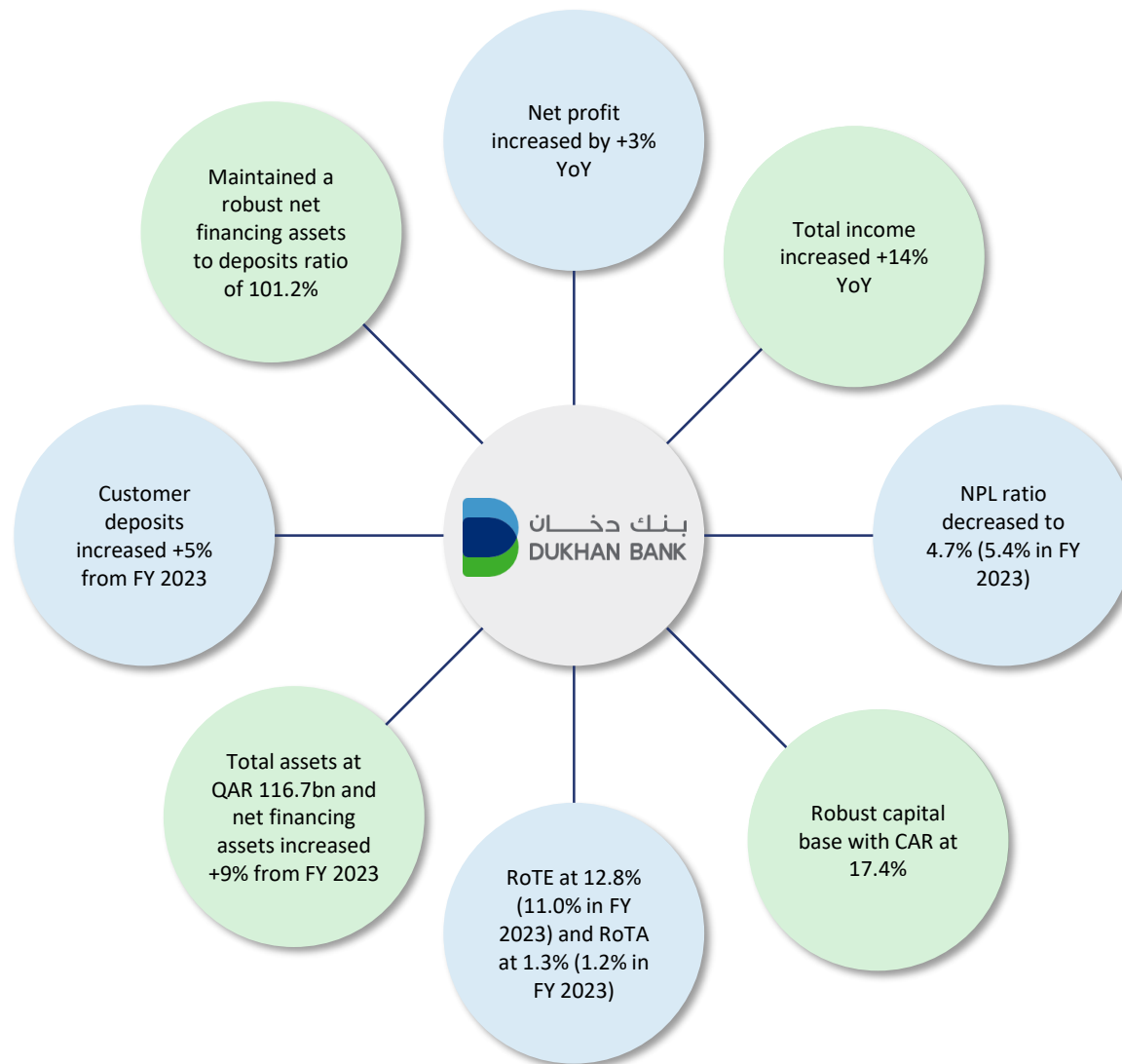


Source: Company information.



## 2. Financial Performance

# Financial Highlights 9M 2024



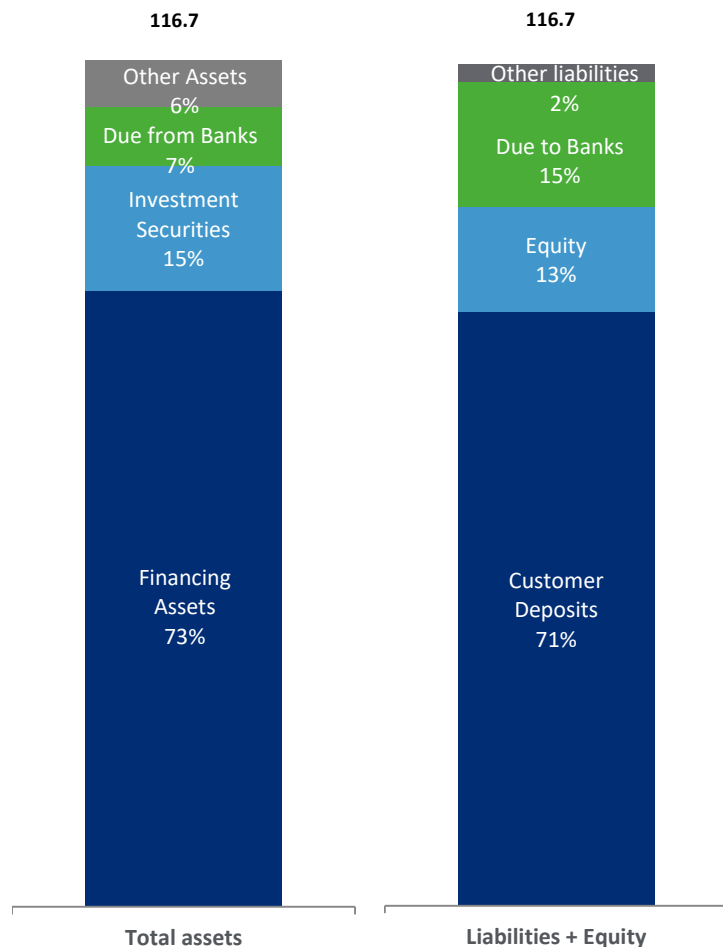


# Balance Sheet Composition

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

## Focus on core banking activities

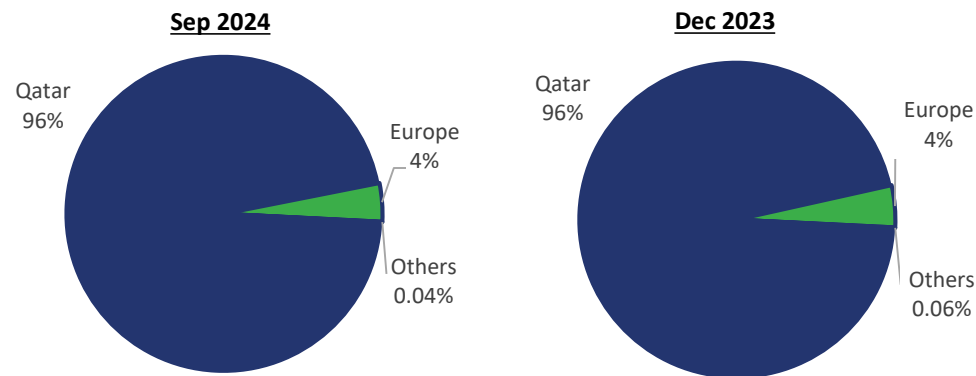
Total assets vs. liabilities and equity - Sep 2024 (in QAR'bn)



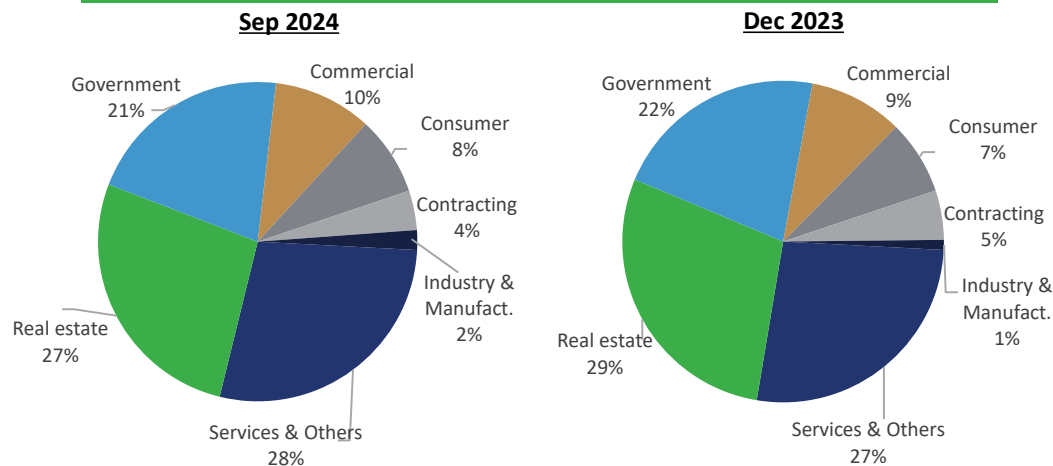
## Pre-dominantly Qatar-focused balanced financing book

Breakdown of financing assets, Sep 2024 Vs Dec 2023

### By geography (gross financing)



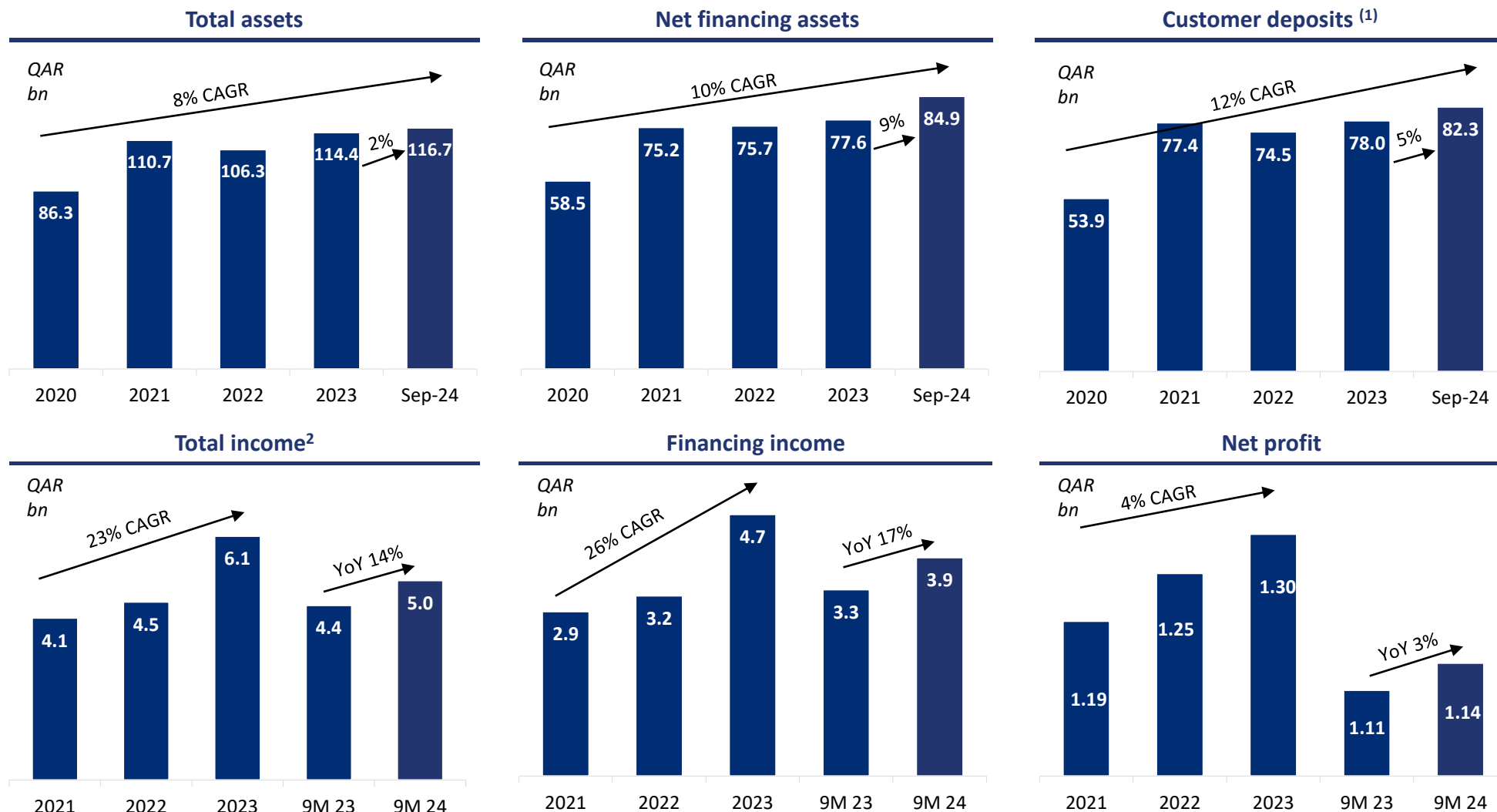
### By sector (gross financing)



Note: All financial data as of 30 September 2024

# Financials – Dukhan has Consistently Outperformed the Market

Continuous strong growth under Assets and Income streams



(1) Deposits represents the sum of customer current accounts and URIAs

(2) Excl. finance cost. In consolidated FS, the same is reduced to arrive at total income

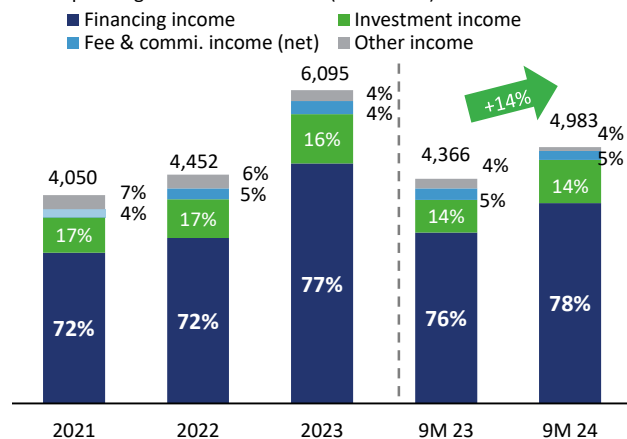


# Profitability

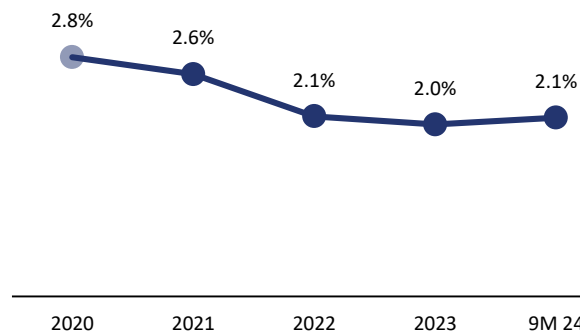
Dukhan Bank is an efficient business with diversified income sources and robust net profit margin

Constantly growing revenue base across diverse income streams...

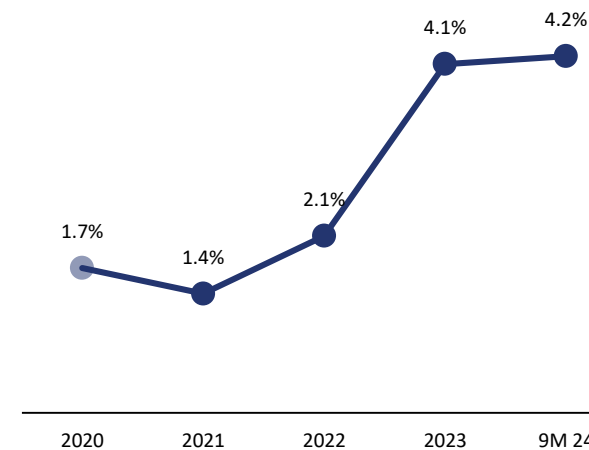
Total operating income<sup>4</sup> breakdown (in QAR'mn)



...with a relatively healthy net profit margin<sup>1</sup> despite challenging macro environment...

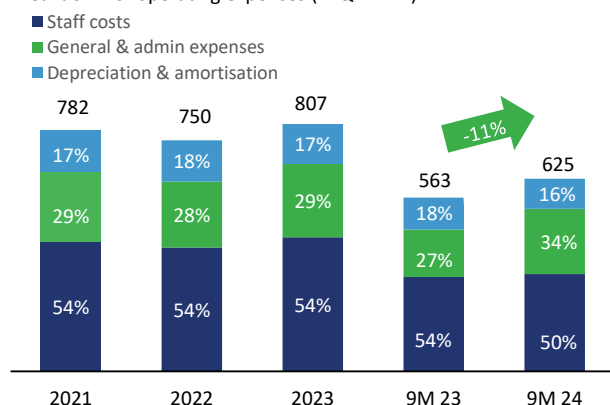


...inclining however stabilising funding costs<sup>2</sup> relative to the market...



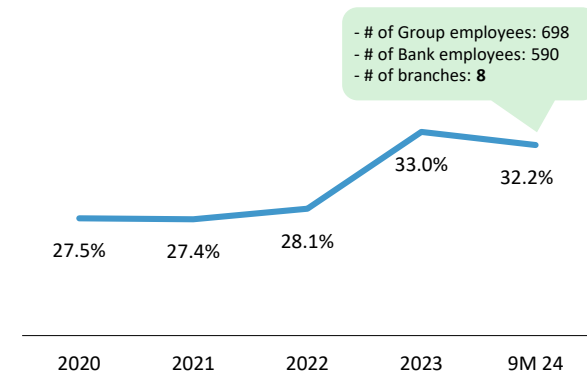
...Disciplined cost management...

Breakdown of operating expenses (in QAR'mn)



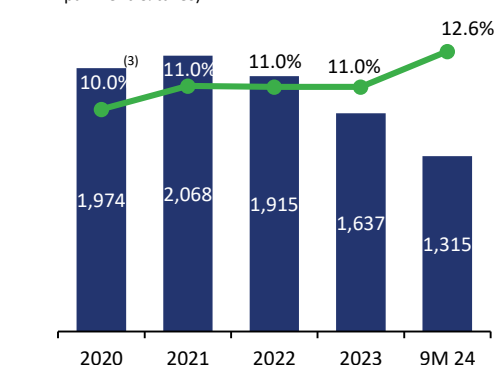
...gradually generating efficiency gains...

Cost / income ratio



...and improving operating leverage

Net operating income (net profit before impact of impairment & taxes) (in QAR'mn)



(1) Net profit margin (NIM) = (Net profit income from financing and investing income less finance cost and return to URIA a/c holders) / Average earnings assets

(2) Funding costs % : (Finance cost and return to URIA a/c holders) / Average interbank borrowings and customer deposits

(3) 2020 RoATE as reported excludes the impact of goodwill impairment of QAR 450mn (RoATE for 2020 including the goodwill impairment was 5.6%)

(4) Excl. finance cost. In consolidated FS, the same is reduced to arrive at total income

# Asset Quality

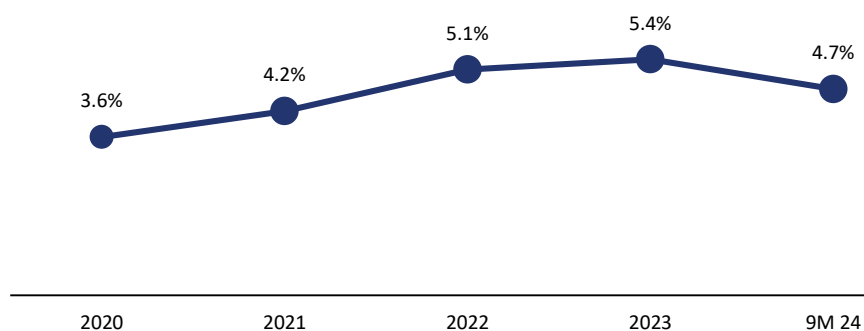
## Strong risk-management culture and prudent provisioning policy

### Commentary

- Considering the global economic circumstances, Dukhan Bank has shown resilience
- The Bank has been closely monitoring its risk profile and exposures, in accordance with AAOIFI/IFRS and QCB guidelines
- Dukhan Bank's prudent risk management continues to monitor asset quality and take prudent impairments
  - NPL ratio decreased to 4.7% in September 2024 compared to 5.4% in December 2023
  - Provision coverage slightly declined from 69.9% in December 2023 to 68.9% in September 2024. Provision coverage is above ~90% after considering tangible collateral benefits
  - Strong cash recoveries of QAR 383.0 million for 9M 2024.

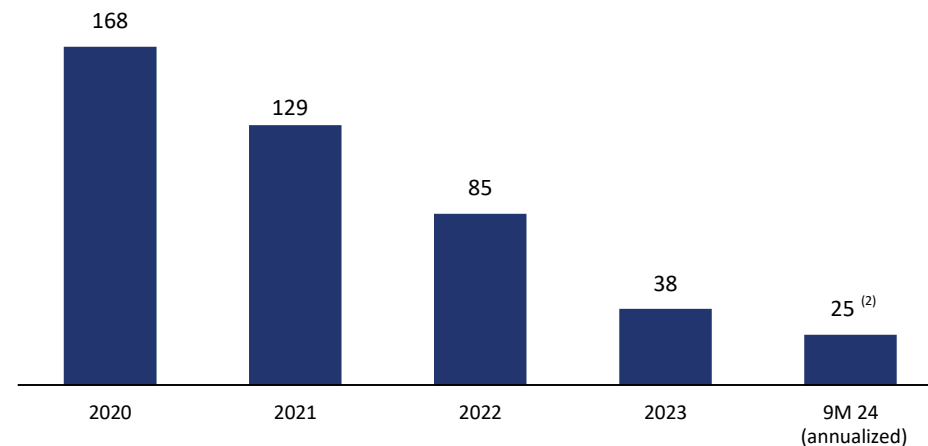
### ...active management of non-performing assets...

Non-performing asset ratio



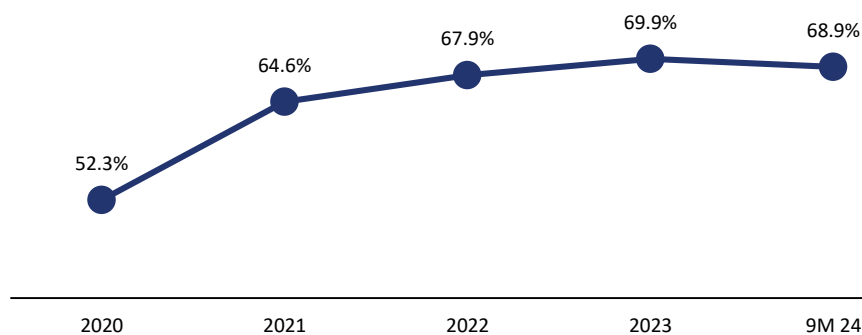
### Prudent risk management...

Cost of risk<sup>1</sup> (in bps) – impairment charge over average net financing assets



### ...while maintaining sound coverage levels

Provision coverage ratio<sup>3</sup> excl. collaterals



(1) Cost of Risk is calculated as net impairment charge related to ECL & specific provisions on Loans & Advances over Average Gross Loans

(2) 9M 2024 cost of risk (annualized) is reported after considering the cash recoveries, if cash recoveries are ignored the same increased to 85bps

(3) Coverage ratio is calculated as impairment allowance over gross exposures subject to ECL/specific provision

# Asset Quality (continued)

Prudent overall coverage with staging aligned with the Qatari Banking Sector

Portfolio Breakup					Portfolio Breakup				
As at 30 Sep 2024	Stage I	Stage II	Stage III	Total	As at 31 Dec 2023	Stage I	Stage II	Stage III	Total
Financing assets	82.5%	12.8%	4.7%	100.0%	Financing assets	80.0%	14.6%	5.4%	100.0%
Investments	100.0%	0.0%	0.0%	100.0%	Investments	100.0%	0.0%	0.0%	100.0%
Off balance sheet credit risk exposure	88.0%	11.5%	0.5%	100.0%	Off balance sheet credit risk exposure	86.4%	12.7%	0.9%	100.0%
Portfolio Coverage					Portfolio Coverage				
As at 30 Sep 2024	Stage I	Stage II	Stage III*	Total	As at 31 Dec 2023	Stage I	Stage II	Stage III*	Total
Financing assets	0.1%	3.4%	68.9%	3.8%	Financing assets	0.2%	4.2%	69.9%	4.5%
Investments	0.2%	0.0%	0.0%	0.2%	Investments	0.2%	0.0%	0.0%	0.2%
Off balance sheet credit risk exposure	0.1%	3.4%	97.0%	1.0%	Off balance sheet credit risk exposure	0.2%	5.2%	98.1%	1.7%
Cost of Risk (in bps)					Cost of Risk (in bps)				
9M 2024 (annualised)	Stage I	Stage II	Stage III	Total	YE 2023	Stage I	Stage II	Stage III	Total
Financing assets (Gross Provision)	1	(60)	1,834	85	Financing assets (Gross Provision)	2	104	756	57
Financing assets (Net Provision)	1	(60)	635	25	Financing assets (Net Provision)	2	104	390	38

\* After considering tangible collaterals, coverage ratio becomes more than ~90% for stage III financing assets

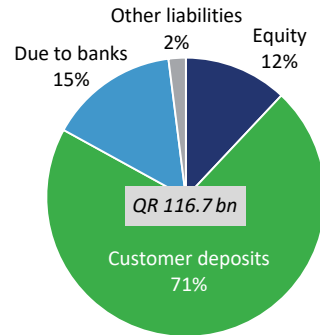
Note: Cost of Risk is calculated as net impairment charge (annualized) related to ECL & specific provisions on Loans & Advances over Average Gross Loans

# Capital, Funding and Liquidity

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

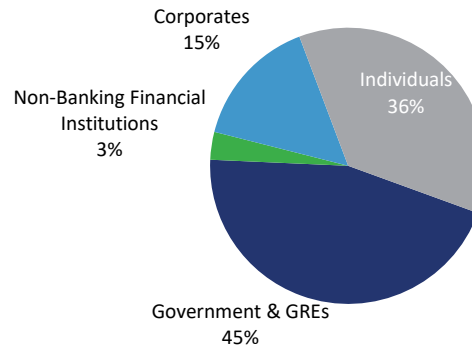
### Well diversified funding base

Funding breakdown (9M 2024)

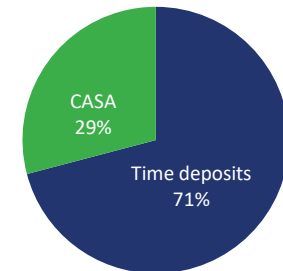


### Granular deposit base with significant contribution from private banking & the public sector<sup>(1)</sup>

Deposits breakdown by sector (9M 2024)<sup>(4)</sup>



Deposits breakdown by type (9M 2024)<sup>(4)</sup>



### Strong liquidity profile (9M 2024)

Net financing assets to total deposits (Regulatory)	101.2%
Liquid asset ratio <sup>(2)</sup>	21.9%

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

(in QAR'mn)	2021	2022	2023	9M 2024
Total risk-weighted-assets	70,985	73,066	80,139	83,287
CET-1 ratio	14.7%	14.7%	14.0%	14.5%
Tier 1 ratio	17.3%	17.2%	16.3%	16.6%
<b>CAR</b>	<b>18.4%</b>	<b>18.3%</b>	<b>17.2%</b>	<b>17.4%</b>
CAR regulatory minimum				14.3% <sup>(3)</sup>

(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

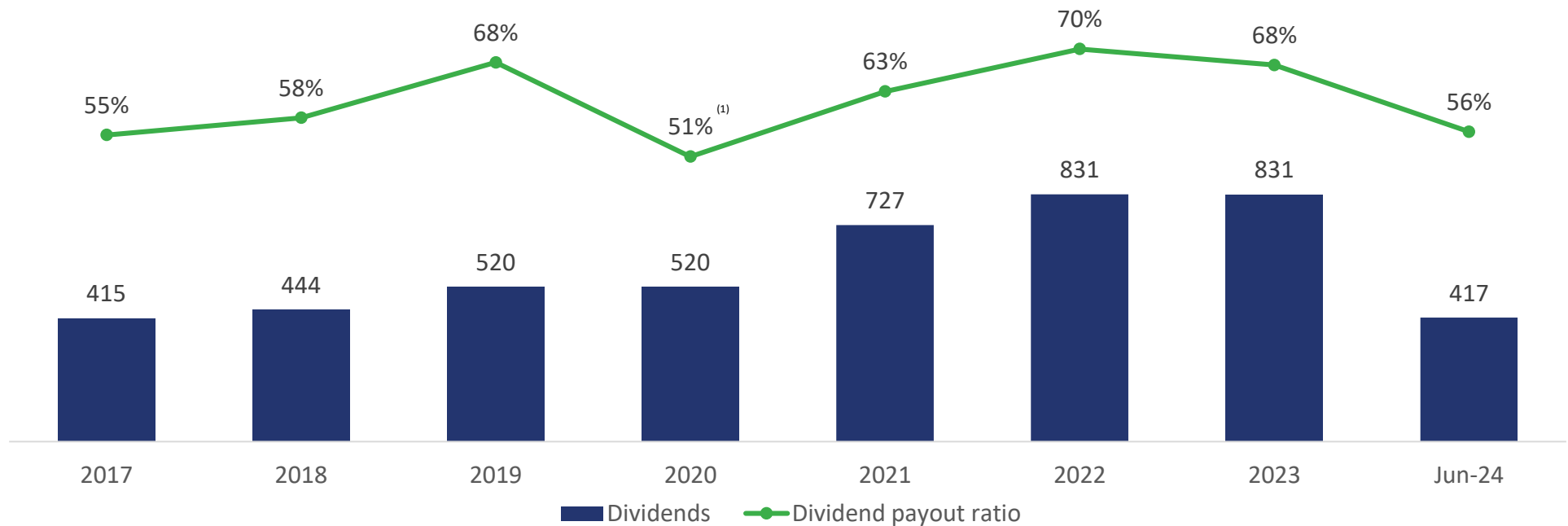
(3) 14.3% regulatory minimum based on 12.5% + 0.5% DSIB buffer + 1.3% ICAAP

(4) Excluding accrued profit payable

# Dividend History

Consistently being one of the highest Pay-out ratio among peers on the back of robust capital & strong profitability

Dividend distribution (in QAR'mn)



- Consistent annual cash dividend distribution on the back of healthy income generation
- In a significant move, the Board of Directors has declared the Bank's first interim dividends of QR 0.08 per share. This decision reflects the Board's strong confidence in the Bank's future prospects and its commitment to providing value to shareholders.

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

# Dukhan Bank – Competitive Positioning vs. Qatari peers

Dukhan Bank – 5th largest Qatari bank and 3rd largest Islamic bank in Qatar



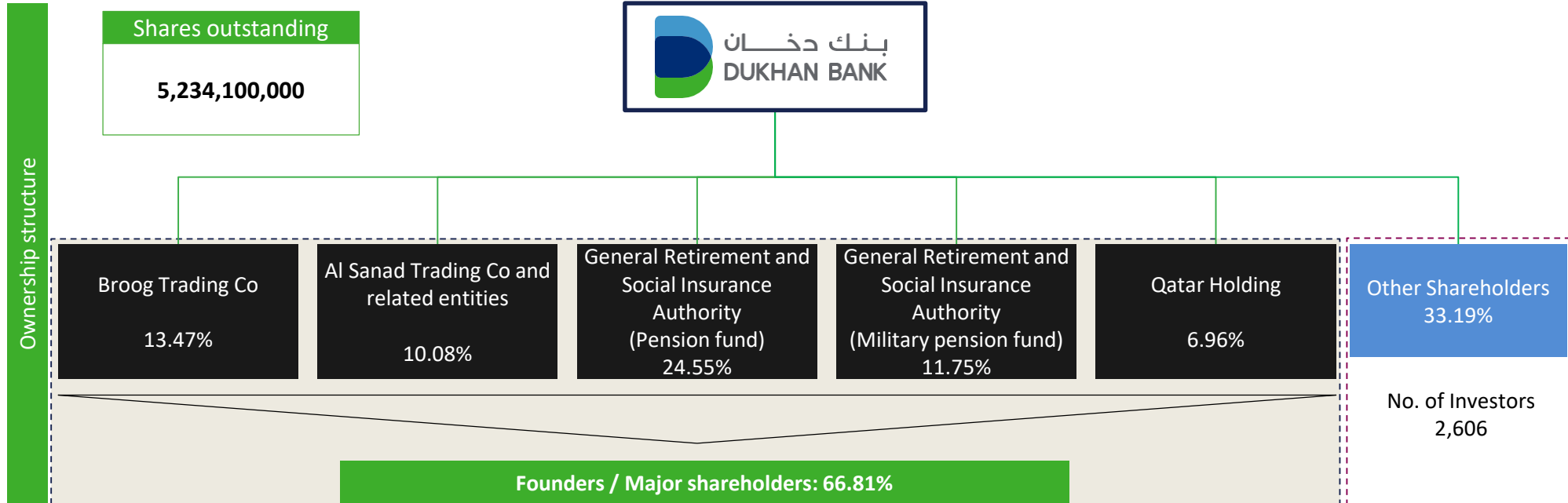
Percentages (%) next to the amounts on this slide represents market share  
Source: Published financial statements for the six-month period ended 30 June 2024

Islamic banks  
Conventional banks



## Appendix

# Ownership Structure

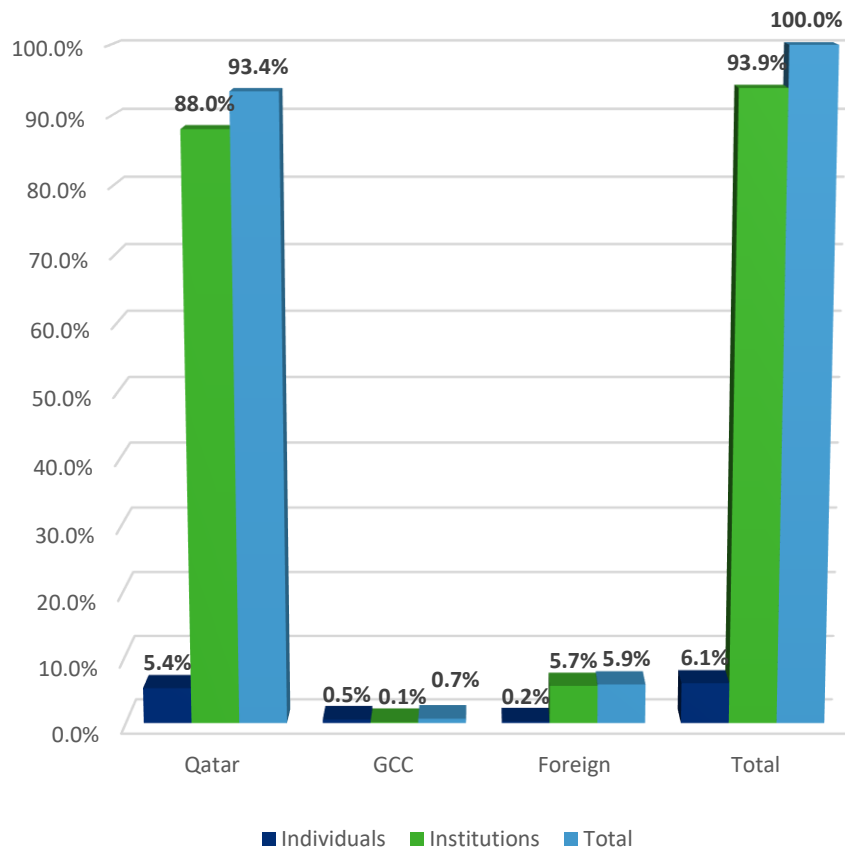




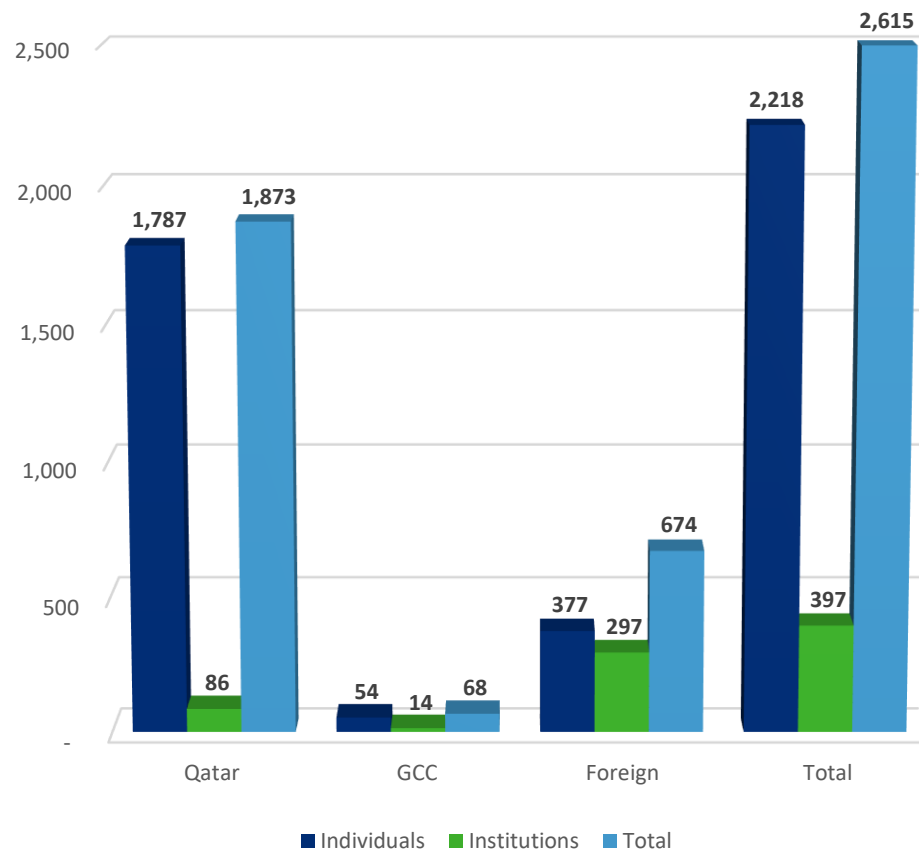
# Ownership Structure

As at 30-Sep-2024

Ownership %



Number of Shareholders

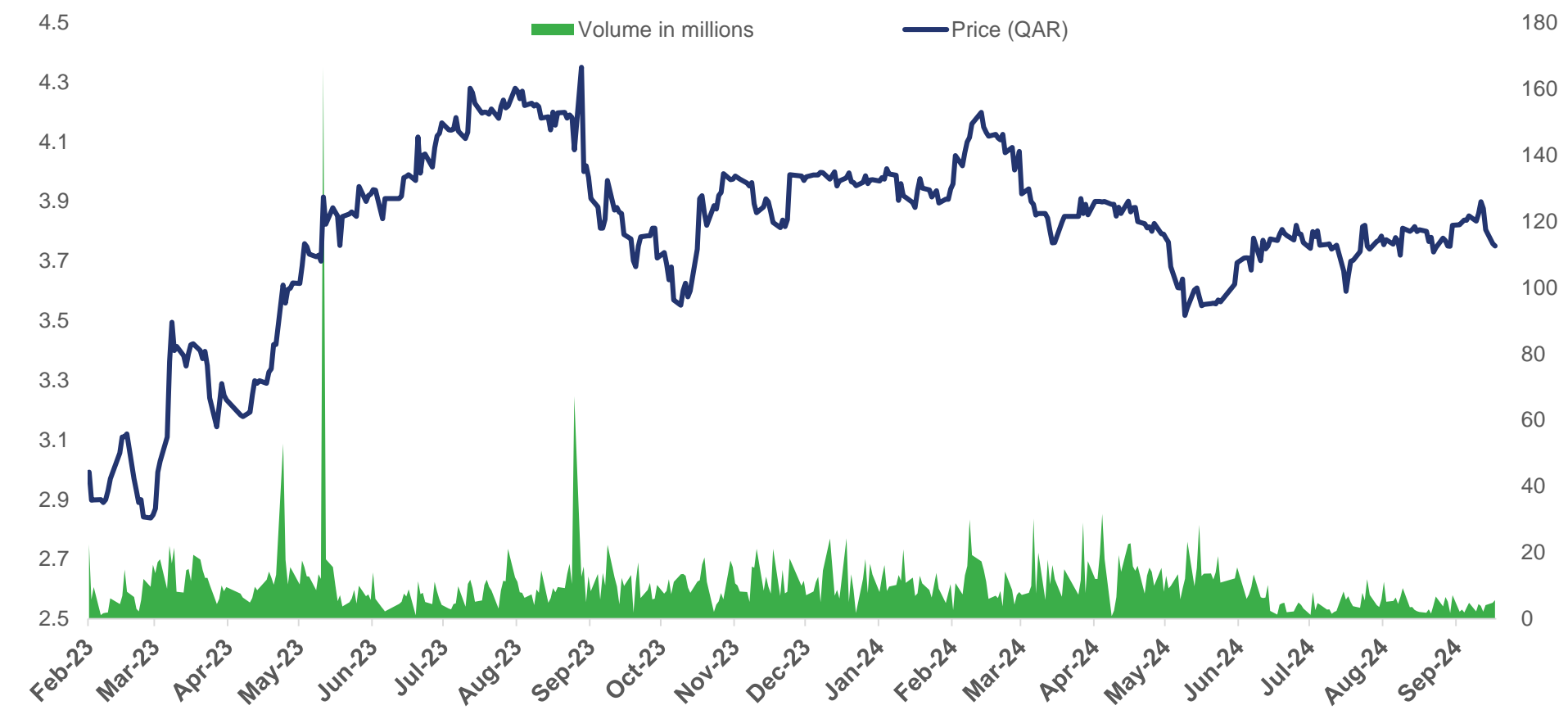


- ▶ Foreign ownership increased by 5.6% from the listing date
- ▶ Institutional investor ownership increased by 2.0% from the listing date

# Share Price Movement

From Listing Date till 30-Sep-2024

	Average (YTD)	High	Low	Close
Share Price*	3.839	4.350	2.838	3.860



# Snapshot of the Consolidated Statement of Financial Position

(in QAR'000)	YE 2020	YE 2021	YE 2022	YE 2023	30-Sep-24
Cash and balances with Qatar Central Bank	3,367,553	7,245,842	6,425,410	3,644,932	3,816,323
Due from banks	5,891,788	5,558,980	1,499,934	11,072,244	8,073,326
Financing assets	58,536,992	75,221,707	75,676,514	77,585,169	84,888,598
Investment securities	16,661,163	20,799,620	20,431,560	19,971,364	17,297,035
Investment in associates and joint ventures	83,535	62,557	64,111	31,967	33,852
Investment properties	3,497	135,254	135,021	134,787	134,613
Fixed assets	372,126	279,896	264,008	241,616	828,749
Intangible assets	1,070,650	992,182	913,714	835,247	776,396
Other assets	309,317	431,116	865,744	900,033	852,923
<b>Total assets</b>	<b>86,296,621</b>	<b>110,727,154</b>	<b>106,276,016</b>	<b>114,417,359</b>	<b>116,701,815</b>
Due to banks	18,947,753	16,755,141	14,871,443	19,581,653	17,362,274
Customer current accounts	7,335,487	6,200,820	8,251,685	16,408,446	16,565,900
Other liabilities	1,963,291	2,559,225	2,523,315	2,120,263	2,415,918
<b>Total liabilities</b>	<b>28,246,531</b>	<b>25,515,186</b>	<b>25,646,443</b>	<b>38,110,362</b>	<b>36,344,092</b>
<b>Equity of URIA holders</b>	<b>46,546,052</b>	<b>71,225,407</b>	<b>66,293,521</b>	<b>61,593,641</b>	<b>65,723,244</b>
Share capital	5,234,100	5,234,100	5,234,100	5,234,100	5,234,100
Legal reserve	4,330,474	4,449,813	4,575,119	4,705,334	4,753,100
Treasury shares	(38,350)	(38,350)	(38,350)	(38,350)	(21,809)
Risk reserve	1,235,629	1,338,716	1,430,377	1,487,077	1,487,077
Other reserves	73,333	73,333	75,180	81,508	75,180
Fair value reserve	(24,621)	(27,098)	(131,351)	(121,015)	(73,733)
Retained earnings	693,382	1,135,206	1,370,138	1,543,855	1,358,617
Cash flow hedge reserve	-	-	-	6	1,106
Foreign currency translation reserve	-	-	(2)	-	-
<b>Total equity attributable to equity holders of the Bank</b>	<b>11,503,947</b>	<b>12,165,720</b>	<b>12,515,211</b>	<b>12,892,515</b>	<b>12,813,638</b>
Sukuk eligible as AT1 capital	-	1,820,750	1,820,750	1,820,750	1,820,750
Non-Controlling Interests	91	91	91	91	91
<b>Total owners' equity</b>	<b>11,504,038</b>	<b>13,986,561</b>	<b>14,336,052</b>	<b>14,713,356</b>	<b>14,634,479</b>
<b>Total liabilities, equity of URIA holders and owners' equity</b>	<b>86,296,621</b>	<b>110,727,154</b>	<b>106,276,016</b>	<b>114,417,359</b>	<b>116,701,815</b>
<b>Customer Deposits<sup>(1)</sup></b>	<b>53,881,539</b>	<b>77,426,227</b>	<b>74,545,206</b>	<b>78,002,087</b>	<b>82,289,144</b>

(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 Sep	
	2021	2022	2023	2023	2024
Net income from financing activities	2,933	3,216	4,666	3,324	3,897
Net income from investing activities	682	756	957	631	837
<b>Total net income from financing and investing activities</b>	<b>3,615</b>	<b>3,972</b>	<b>5,624</b>	<b>3,955</b>	<b>4,734</b>
Fee and commission income	246	313	400	329	298
Fee and commission expense	(87)	(102)	(143)	(104)	(125)
<b>Net fee and commission income</b>	<b>159</b>	<b>211</b>	<b>256</b>	<b>225</b>	<b>173</b>
Net foreign exchange gain	170	223	131	105	44
Share of results of associates and joint ventures	(6)	2	(9)	(6)	2
Other income	112	44	93	87	30
<b>Total income</b>	<b>4,050</b>	<b>4,452</b>	<b>6,095</b>	<b>4,366</b>	<b>4,983</b>
Staff costs	(420)	(402)	(434)	(306)	(315)
Depreciation and amortisation	(136)	(134)	(135)	(153)	(212)
Other expenses	(226)	(215)	(237)	(104)	(98)
Finance cost	(77)	(228)	(933)	(662)	(682)
<b>Total expenses</b>	<b>(859)</b>	<b>(978)</b>	<b>(1,740)</b>	<b>(1,226)</b>	<b>(1,307)</b>
<b>Profit for the year/period before impairments and return to URIA holders</b>	<b>3,191</b>	<b>3,473</b>	<b>4,354</b>	<b>3,140</b>	<b>3,676</b>
Net impairment loss on financing assets	(864)	(672)	(304)	(50)	(157)
Net impairment (loss)/reversal on due from banks	0	0	(1)	0	1
Net impairment (loss)/reversal on investment securities	0	6	1	1	(1)
Net impairment (loss)/reversal on investment in associates and joint ventures	(16)	0	0	0	0
Net impairment (loss)/reversal on other exposures subject to credit risk	8	6	(29)	(28)	(17)
<b>Total impairments</b>	<b>(872)</b>	<b>(660)</b>	<b>(333)</b>	<b>(77)</b>	<b>(173)</b>
<b>Profit for the year/period before return to URIA holders</b>	<b>2,319</b>	<b>2,814</b>	<b>4,021</b>	<b>3,063</b>	<b>3,502</b>
Return to URIA holders	(1,124)	(1,559)	(2,718)	(1,956)	(2,361)
<b>Net profit for the year/period before tax</b>	<b>1,195</b>	<b>1,255</b>	<b>1,303</b>	<b>1,108</b>	<b>1,142</b>
Tax expense	(2)	(2)	(1)	(0)	(0)
<b>Net profit for the year/period</b>	<b>1,193</b>	<b>1,253</b>	<b>1,302</b>	<b>1,107</b>	<b>1,141</b>
<i>Basic and diluted earnings per share (QAR per share) <sup>(5)</sup></i>	<i>0.223</i>	<i>0.227</i>	<i>0.237</i>	<i>0.203</i>	<i>0.209</i>
<b>Funding costs <sup>(1)</sup></b>	<b>(1,201)</b>	<b>(1,786)</b>	<b>(3,651)</b>	<b>(2,618)</b>	<b>(3,043)</b>
<b>Overhead expenses <sup>(2)</sup></b>	<b>(782)</b>	<b>(750)</b>	<b>(807)</b>	<b>(563)</b>	<b>(625)</b>
<b>Net banking income <sup>(3)</sup></b>	<b>2,850</b>	<b>2,665</b>	<b>2,444</b>	<b>1,748</b>	<b>1,940</b>
<b>Net operating income <sup>(4)</sup></b>	<b>2,068</b>	<b>1,915</b>	<b>1,637</b>	<b>1,185</b>	<b>1,315</b>

(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 and annualised three months period

# Dukhan Bank has an Award Winning Customer Service Proposition

## Awards and Acclamations



- MENA Wealth Manager of the year – 2024
- Best Retail Bank Qatar 2024
- Best Islamic Product Offering 2024
- Best Mortgage / Home Finance Offering 2024
- Best Multi-Channel Offering 2024
- Excellence in Customer Centricity 2024
- Best Private Bank – Qatar 2023
- Best Multi-Channel Offering 2023
- Excellence in Omni-Channel Integration 2023
- MENA Private Banker of the Year – Chaouki Daher 2023
- MENA Digital Bank of the Year 2022
- MENA Most Innovative Bank of the Year 2022
- Best Private Bank – Qatar 2022
- Best Multi-Channel Offering 2022
- Best Next-Generation Offering 2022
- Best Use of AI in Financial Services 2022
- Excellence in Omni-Channel Integration 2022
- Outstanding Wealth Management Service for the Affluent 2022
- Chaouki Daher MENA Private Banker of the Year 2022



2022

**Best Digital Bank Award**

Best Consumer Digital Bank in Qatar

Best Integrated Consumer  
Banking Site

Most Innovative Digital bank



- Global Finance - World's Best Islamic Private Bank 2024
- Global Finance - Best Islamic Financial Institution in Qatar 2024
- EuroMoney - Most Transformed Islamic Bank in Qatar 2023
- Global Finance - World's Best Islamic Private Bank 2023
- Global Finance - Best Integrated Consumer Banking Site – Qatar 2023
- Global Finance - Best Mobile Banking Adaptive Site – Qatar 2023
- Global Finance - Best Mobile Banking Adaptive Site – Middle East 2023
- The Most innovative Islamic Card product 2023 – The Banker Magazine





# Dukhan Bank has an Award Winning Customer Service Proposition

**Dukhan Bank receives 3 distinguished rankings from Euromoney**

EUROMONEY	EUROMONEY	EUROMONEY
MARKET LEADERS 2023	MARKET LEADERS 2023	MARKET LEADERS 2023
QATAR	QATAR	QATAR
NOTABLE CORPORATE SOCIAL RESPONSIBILITY (CSR)	HIGHLY REGARDED DIGITAL SOLUTIONS	NOTABLE CORPORATE BANKING

dukhanbank.com | 800 8555 | 4410 0888

**Forbes** Middle East

**Dukhan Bank ranks 4<sup>th</sup> in Qatar, 23<sup>rd</sup> in the Middle East on Forbes Middle East's 30 Most Valuable Banks 2024 List**

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**FitchRatings**

**Fitch affirms Dukhan Bank's rating at "A" with a stable outlook**

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**Forbes** Middle East

**Dukhan Bank Among Forbes Middle East Top 100 Listed Companies 2024**

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**MOODY'S**

**Moody's affirms Dukhan Bank's credit rating at A2 with a 'stable' outlook**

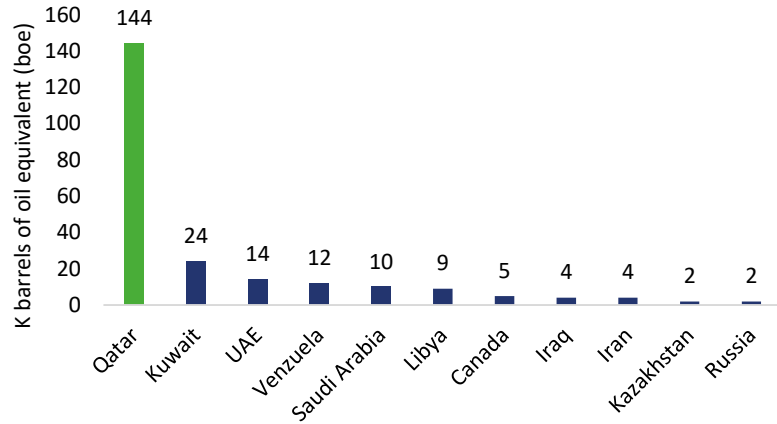
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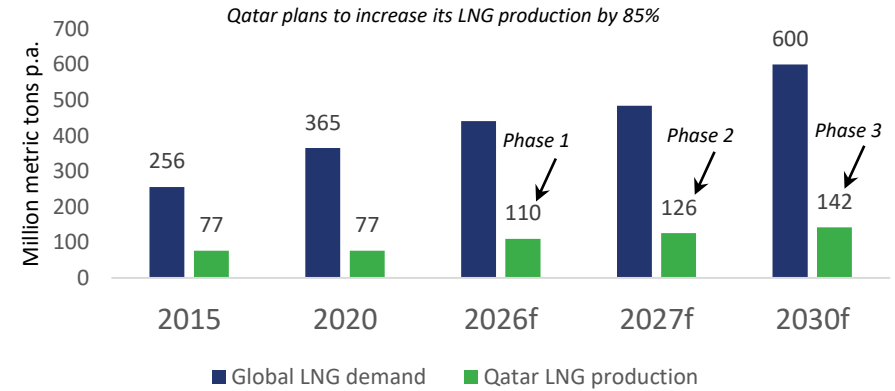
## **Qatar Macro Overview**

# Hydrocarbons underpin a Strong Economy

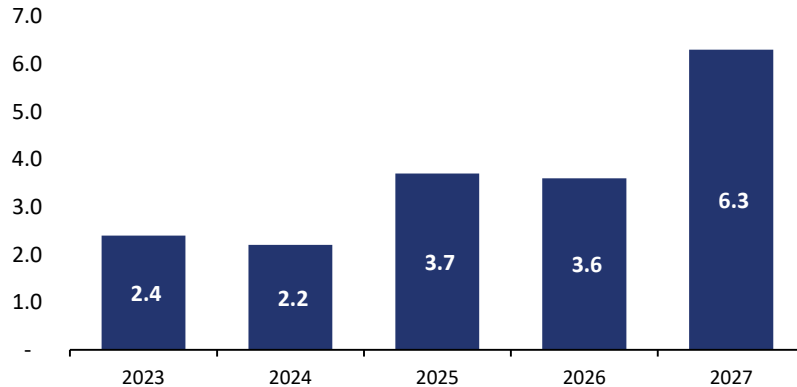
## Hydrocarbon reserves per capita (2021)



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



## Qatar real GDP forecast (% YoY)



## Qatar to increase LNG production capacity

### Domestic LNG Expansion Projects

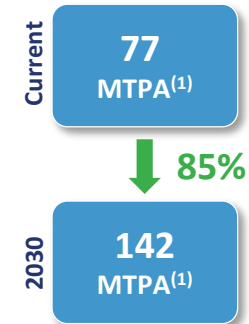
#### North Field East (NFE)

- 4 Liquefaction mega-trains
- Start-up 2026

#### North Field South (NFS)

- 2 Liquefaction mega-trains
- Start-up 2027

### Qatar's LNG production





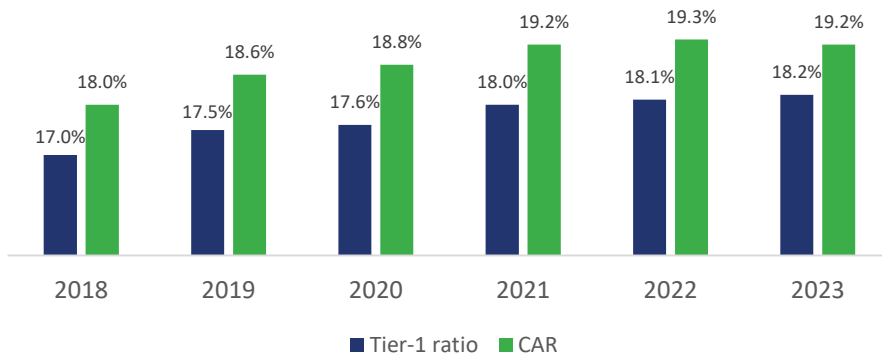
# Qatar's Banking and Financial Sector remains Resilient and Healthy

## Highly rated sovereign

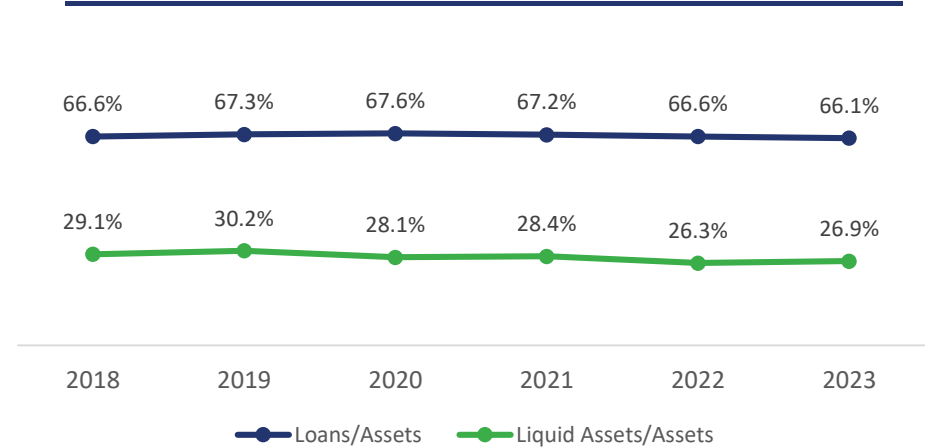
Standard & Poor's Sovereign Ratings	
AAA	Germany, Canada, Switzerland, Norway, Sweden, Netherlands, Luxembourg, Singapore
AA+	US, Austria, Finland, Taiwan, Hong Kong
AA	<b>Qatar</b> , UK, Ireland, South Korea, Abu Dhabi, Ireland
AA-	Czech Republic, France, Slovenia
A+	China, Japan, Kuwait, Slovakia, Iceland
A	Chile, Spain, K.S.A.
A-	Portugal, Poland, Malaysia
BBB+	Thailand, Philippines
BBB	Italy, Mexico, Indonesia, Panama
BBB-	India, Kazakhstan, Romania, Hungary

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

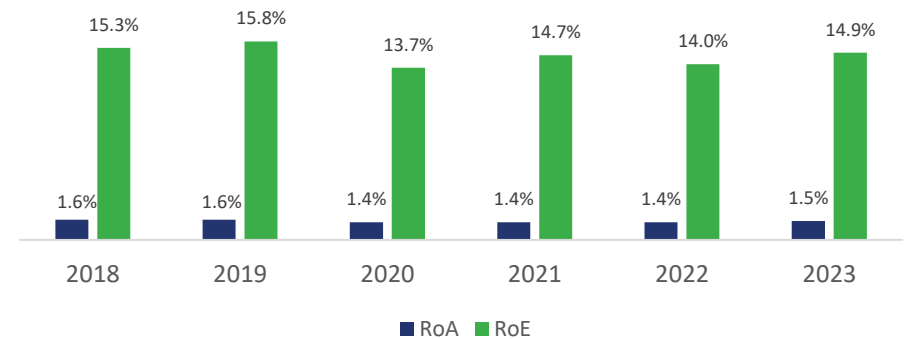
## Banking sector capitalisation



## Banking sector liquidity



## Banking sector profitability



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