



بنك دخان  
DUKHAN BANK

# Investor Relations Presentation March 2024

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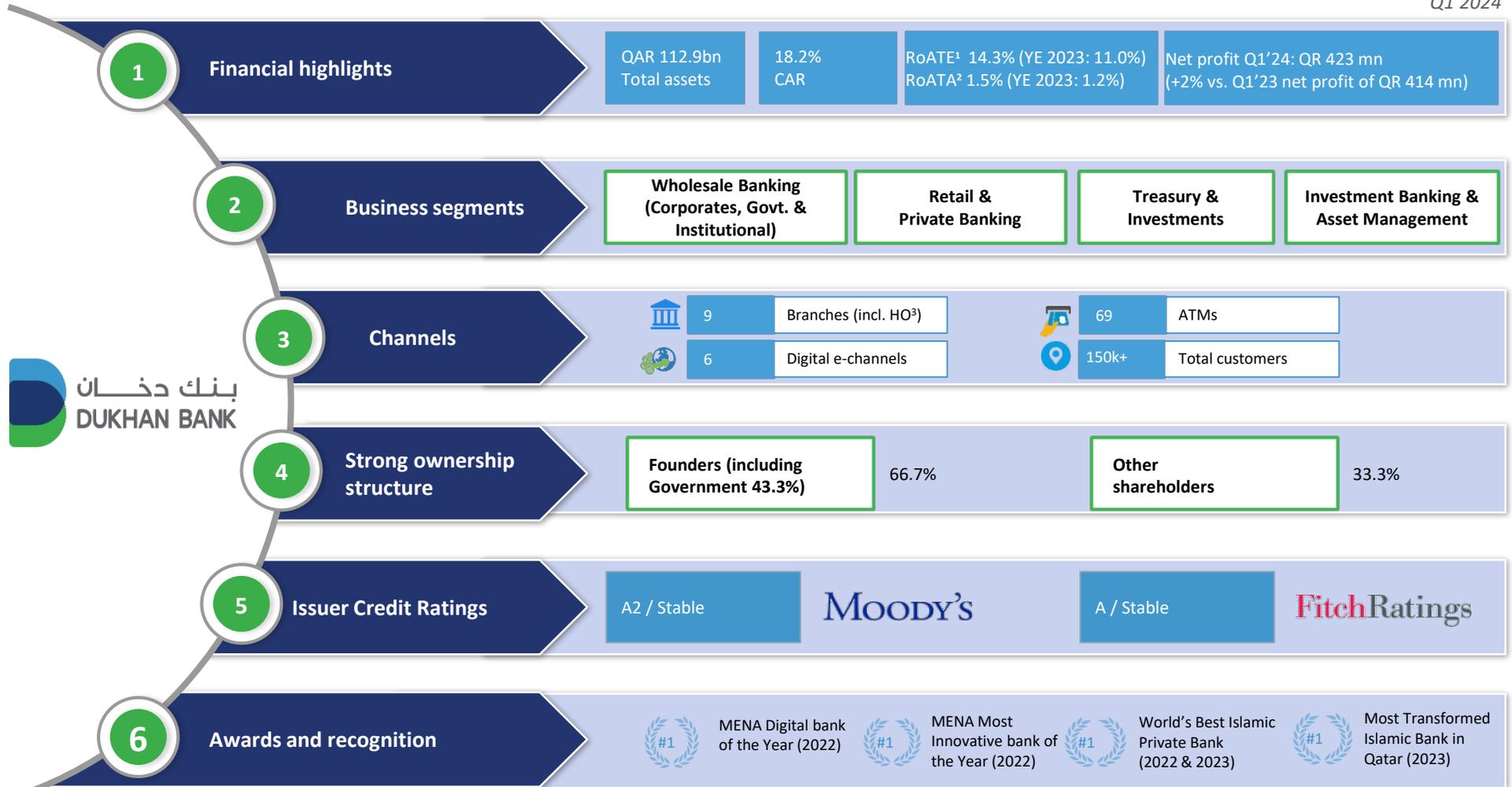
# 1. Business Overview

# 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

Q1 2024



Source: Company information;

Note: All financial data as of 31 March 2024

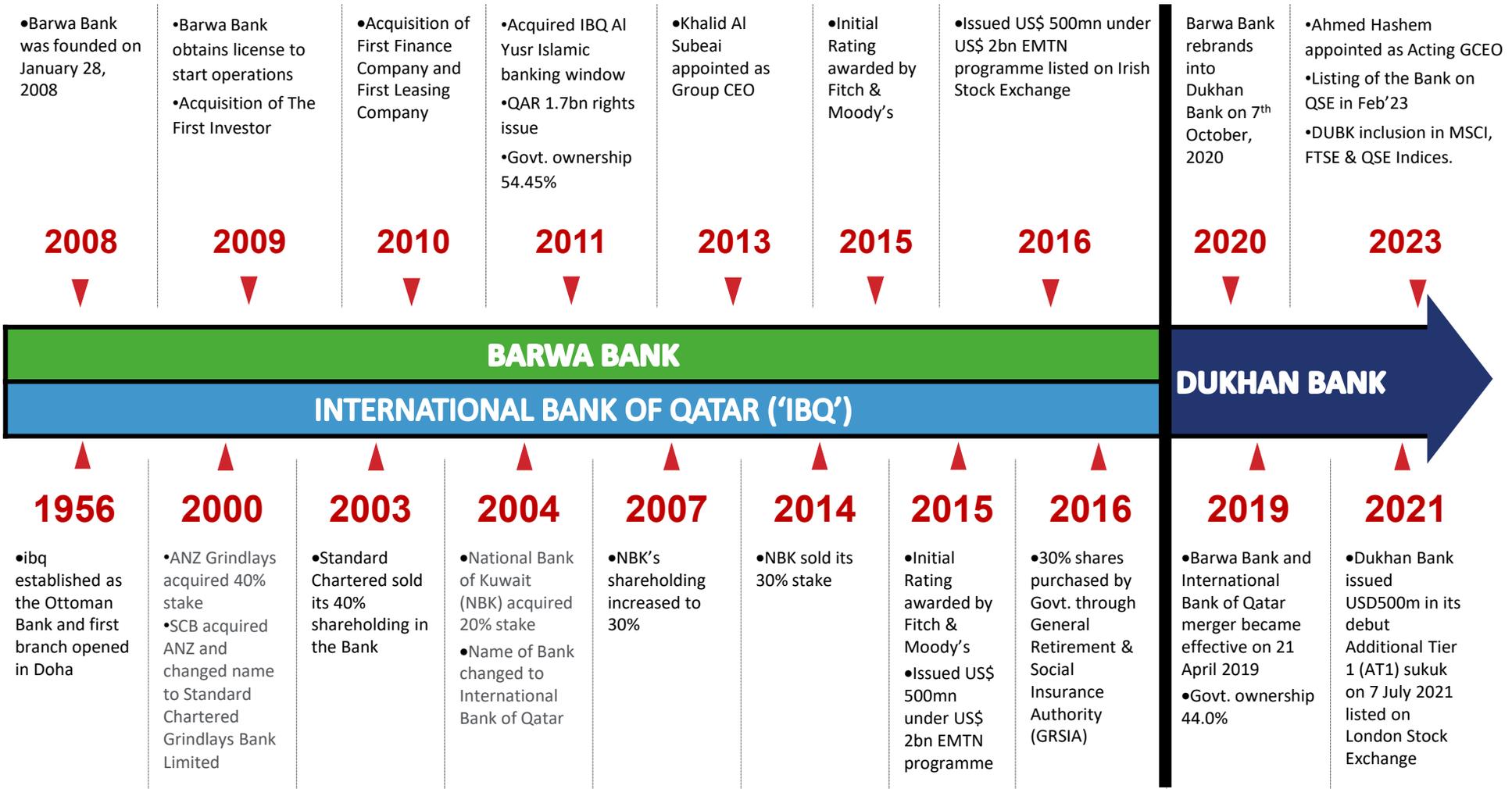
1) Return on Average Tangible Equity (RoTE) : Net profit over average equity excluding tangible assets

2) Return on average tangible assets (RoTA) : Net profit over average assets excluding tangible assets

3) HO: Head Office

# Rich and Versatile History

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



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

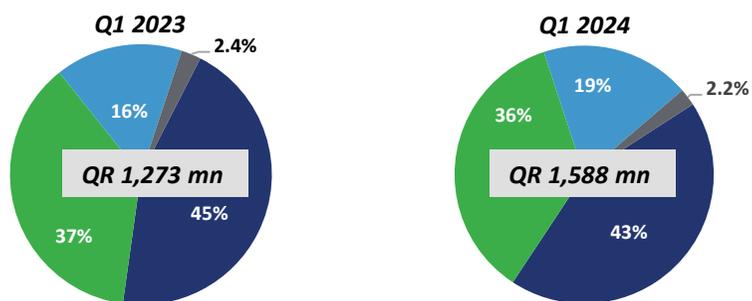
# Dukhan Bank – Overview

## Overview of Dukhan Bank

- The Group reported a net profit of QAR 423 million for the first three months of 2024, reflecting a 2% year-on-year growth. This growth in bottom-line profitability underpinned by a 25% increase in net income from financing & investing activities. Consequently, leading to an overall rise in total income for the Group which grew by 17%.
- The Group maintained its efforts to enhance operational efficiency, coupled with building on revenue sources, leading to a cost to income ratio of 29.8%.
- The Group's total assets stood at QAR 112.9 billion, which mainly comprise of financing assets of QAR 80.9 billion (71.6% of total assets), followed by investment securities of QAR 17.2 billion (15.3% of total assets).
- The balance sheet is mainly funded by customer deposits, which were QAR 78.5 billion as at end of the financial period. Group's liquidity position remained robust with regulatory loans to deposit ratio of 101.7%.
- Total shareholders' equity remained above QAR 12.5 billion.
- The capital adequacy ratio (CAR) maintained at 18.2% 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



■ Wholesale Banking ■ Retail & Private Banking ■ Treasury & Investments Division ■ Subsidiaries

Note: All financial data as of 31 March 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

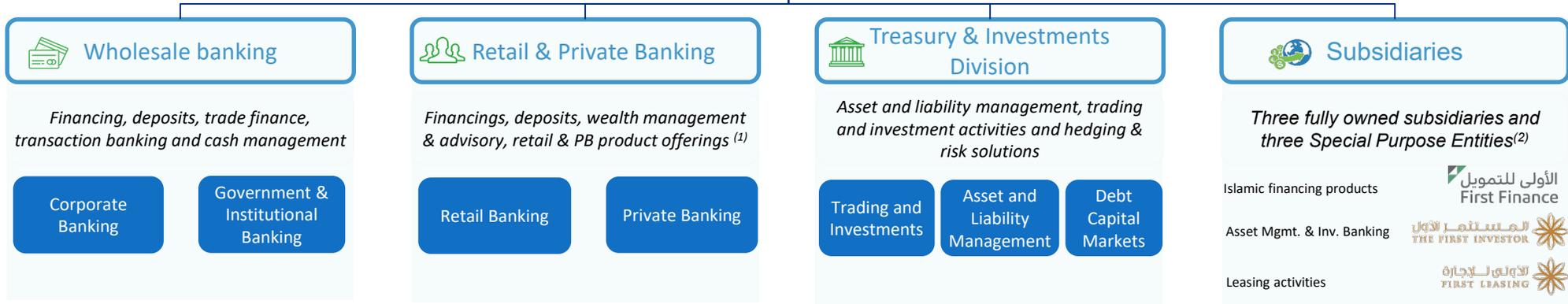
## Financial summary

Balance sheet, QAR'mn	2020	2021	2022	2023	Mar-24	Growth (YE'23 vs Q1'24)	CAGR (YE'20-Q1'24)
Net Financing assets	58,537	75,222	75,677	77,585	80,857	4.2%	10.4%
<b>Total assets</b>	<b>86,297</b>	<b>110,727</b>	<b>106,276</b>	<b>114,417</b>	<b>112,860</b>	<b>-1.4%</b>	<b>8.6%</b>
Customer deposits <sup>(1)</sup>	53,882	77,426	74,545	78,002	78,512	0.7%	12.3%
<b>Shareholders' equity</b>	<b>11,504</b>	<b>13,987</b>	<b>14,336</b>	<b>14,713</b>	<b>14,300</b>	<b>-2.8%</b>	<b>6.9%</b>

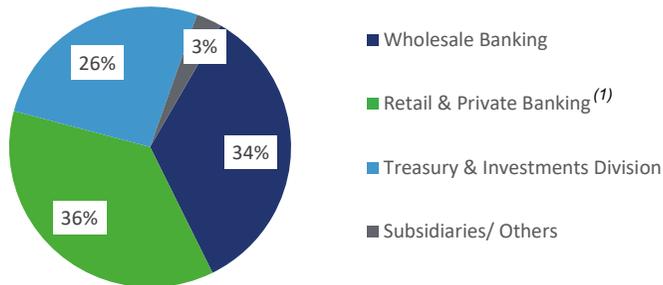
Income statement, QAR'mn	FY'21	FY'22	FY'23	Q1 2023	Q1 2024	Growth (Q1'23 vs Q1'24)	CAGR (FY'21-FY'23)
Net income from financing and investing activities	3,615	3,972	5,624	1,273	1,588	24.8%	24.7%
Net fees and commission income	159	211	256	59	49	-17.3%	26.9%
<b>Total income</b>	<b>4,050</b>	<b>4,452</b>	<b>6,095</b>	<b>1,423</b>	<b>1,666</b>	<b>17.1%</b>	<b>22.7%</b>
Funding costs <sup>(2)</sup>	(1,201)	(1,786)	(3,651)	(792)	(1,011)	27.7%	74.4%
<b>Net banking income</b>	<b>2,850</b>	<b>2,665</b>	<b>2,444</b>	<b>631</b>	<b>655</b>	<b>3.7%</b>	<b>-7.4%</b>
Overhead expenses	(782)	(750)	(807)	(187)	(195)	-4.2%	1.6%
<b>Net operating income</b>	<b>2,068</b>	<b>1,915</b>	<b>1,637</b>	<b>444</b>	<b>460</b>	<b>3.6%</b>	<b>-11.0%</b>
Net Impairment Charge	(872)	(660)	(333)	(30)	(37)	-24.3%	-38.2%
<b>Net profit</b>	<b>1,193</b>	<b>1,253</b>	<b>1,302</b>	<b>414</b>	<b>423</b>	<b>2.2%</b>	<b>4.5%</b>

# Dukhan Bank – Four Principal Areas of Business

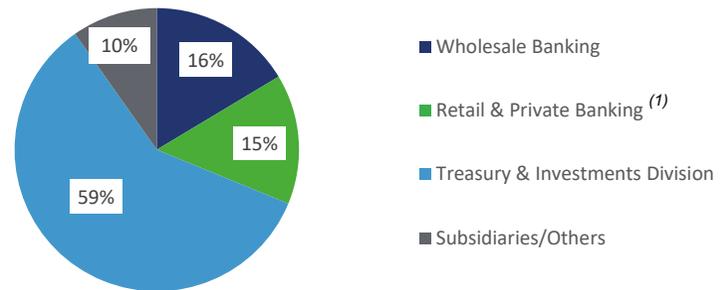


## Segmental Financials – A Well Diversified Unique Islamic Bank Catering All The Segments

**Total Assets**  
QR 112.9bn (Q1'24)



**Net Profit**  
QR 423mn (Q1'24)



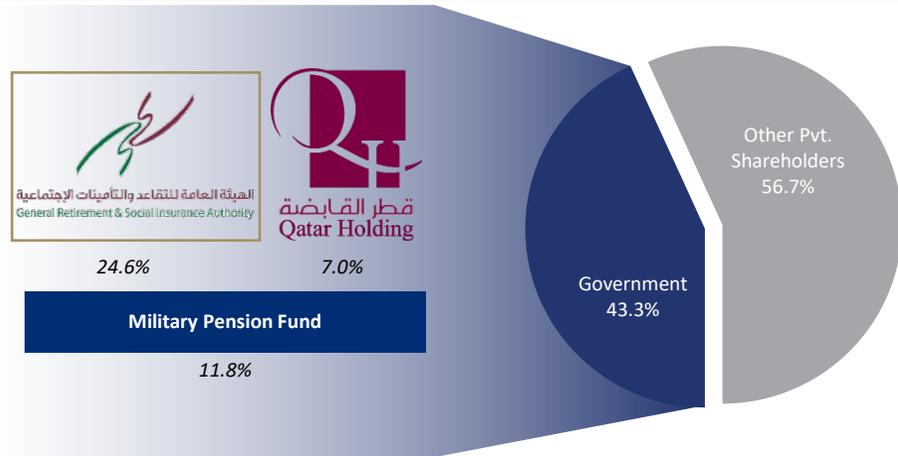
(1) Retail & Private Banking is alternatively referenced as “Personal and Private Banking” as well

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

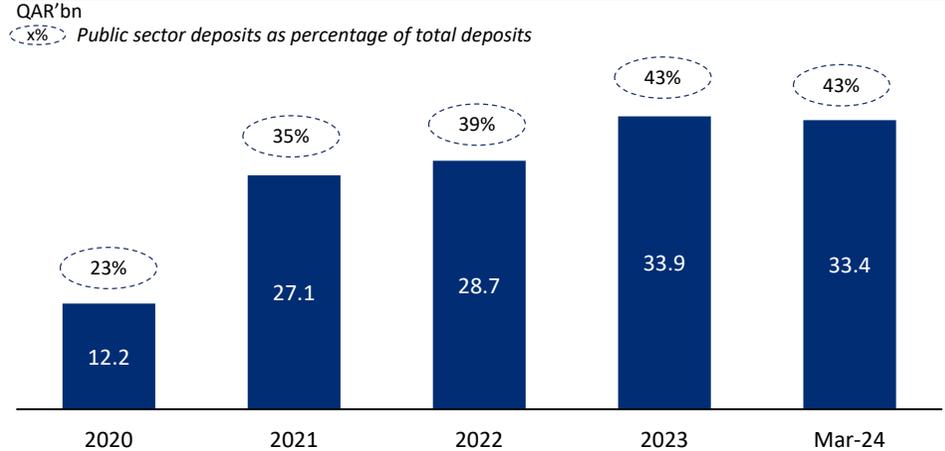
# Strong Government Linkage

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

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



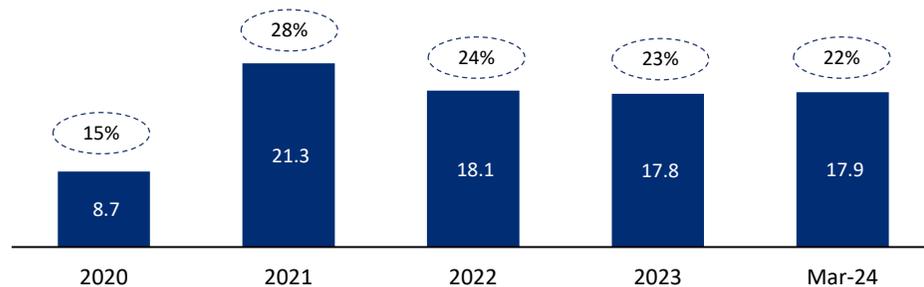
## ...coupled with substantial Public sector deposits contribution...



## ...and a mutually beneficial partnership

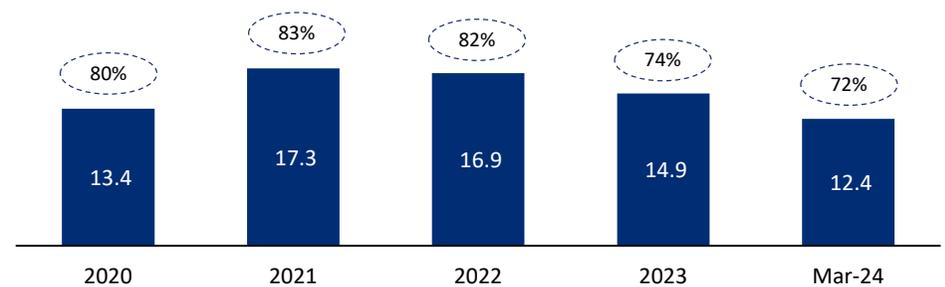
Financing to Public sector  
 QAR'bn

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



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

### Mr. Abdulaziz Mohamed J A Al-Sulaiti

- 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 ~370 years of cumulative experience



#### Ahmed Hashem

Acting Group Chief Executive Officer



#### Ahmad Abdulaziz Al-Amadi

Acting 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



#### Abeer Noman F A Al-Emadi

Acting Chief Operations & IT  
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

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.

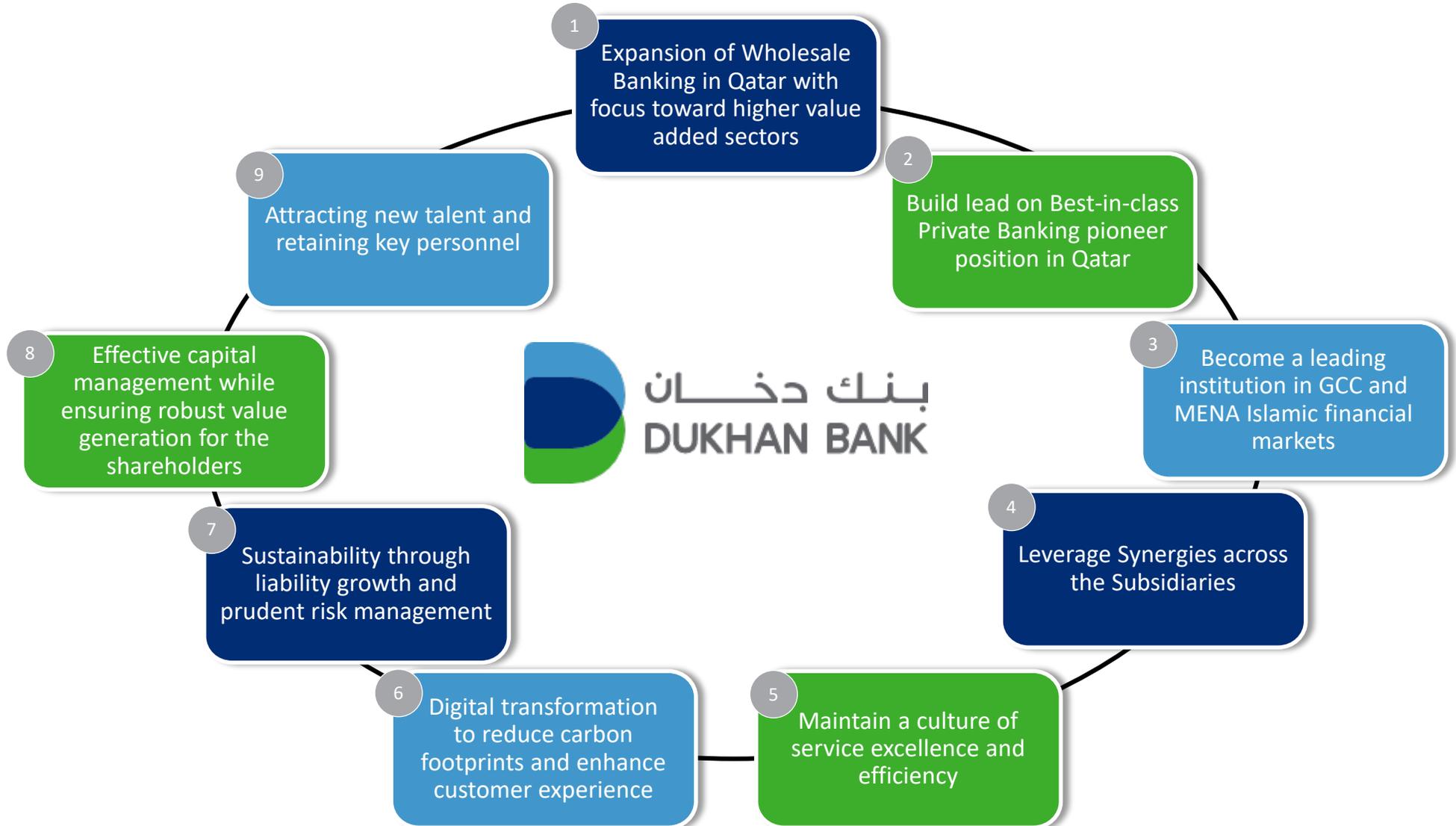
As a Shariah compliant bank, we have much in common with ESG principles. Through our Group sustainability strategy, which is aligned with both the Qatar National Vision 2030 and the United Nations Sustainable Development Goals, we have identified the main areas of focus.

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.



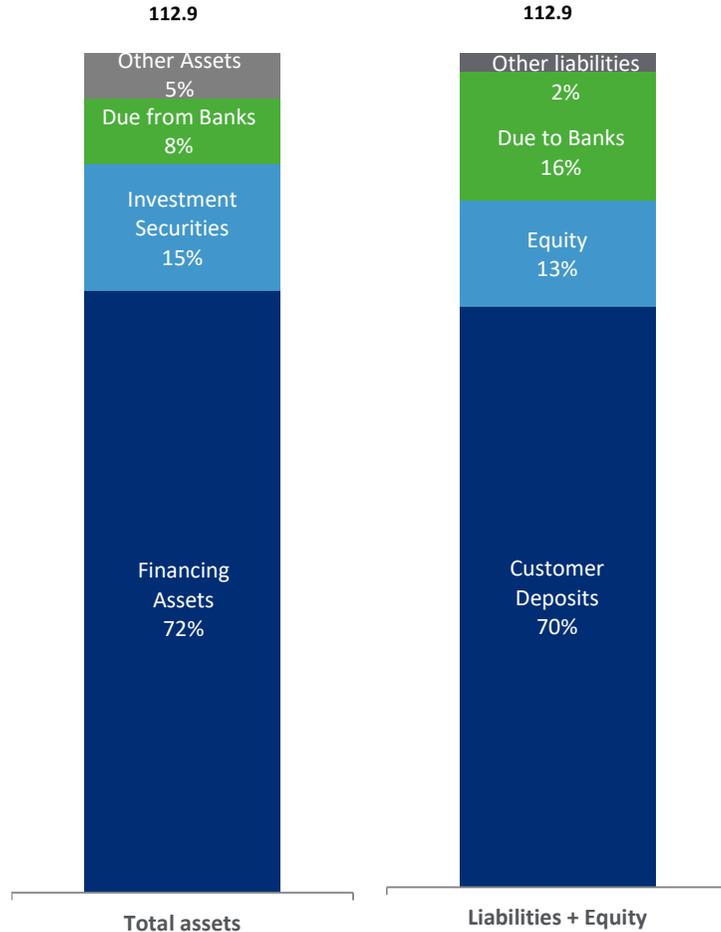
## 2. Financial Performance

# Balance Sheet Composition

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

## Focus on core banking activities

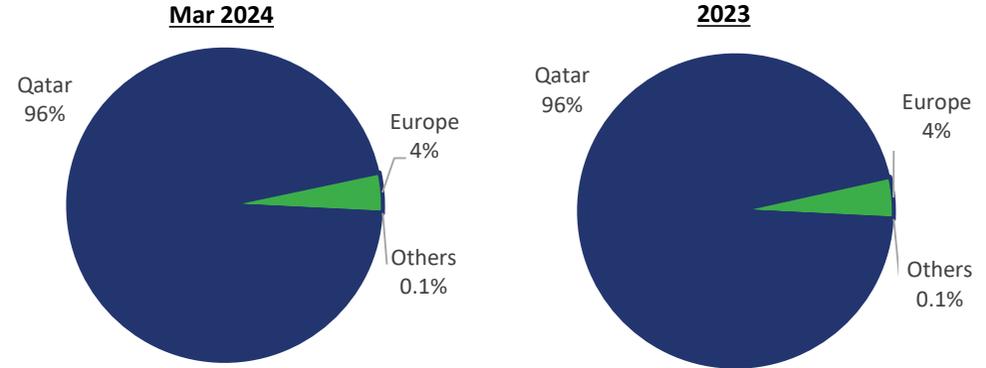
Total assets vs. liabilities and equity - Mar 2024 (in QAR'bn)



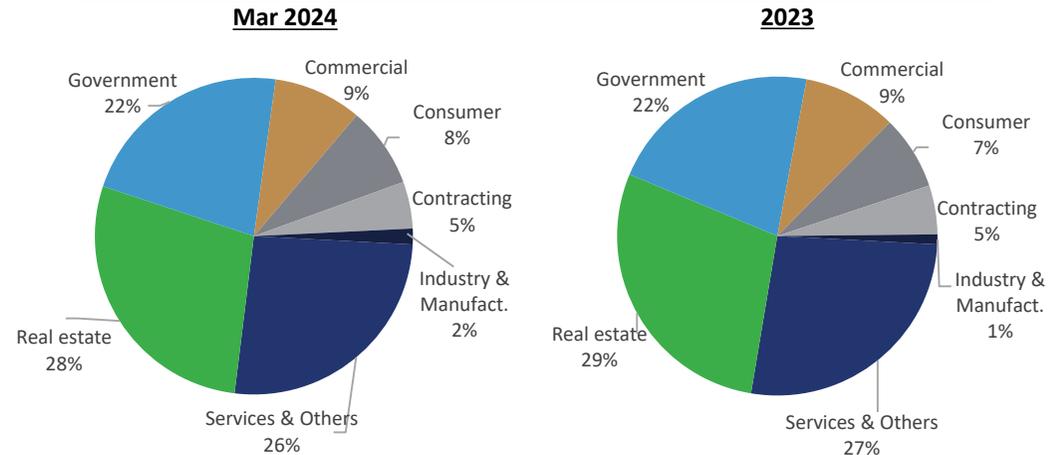
## Pre-dominantly Qatar-focused balanced financing book

Breakdown of financing assets, Mar 2024 Vs 2023

### By geography (net financing)

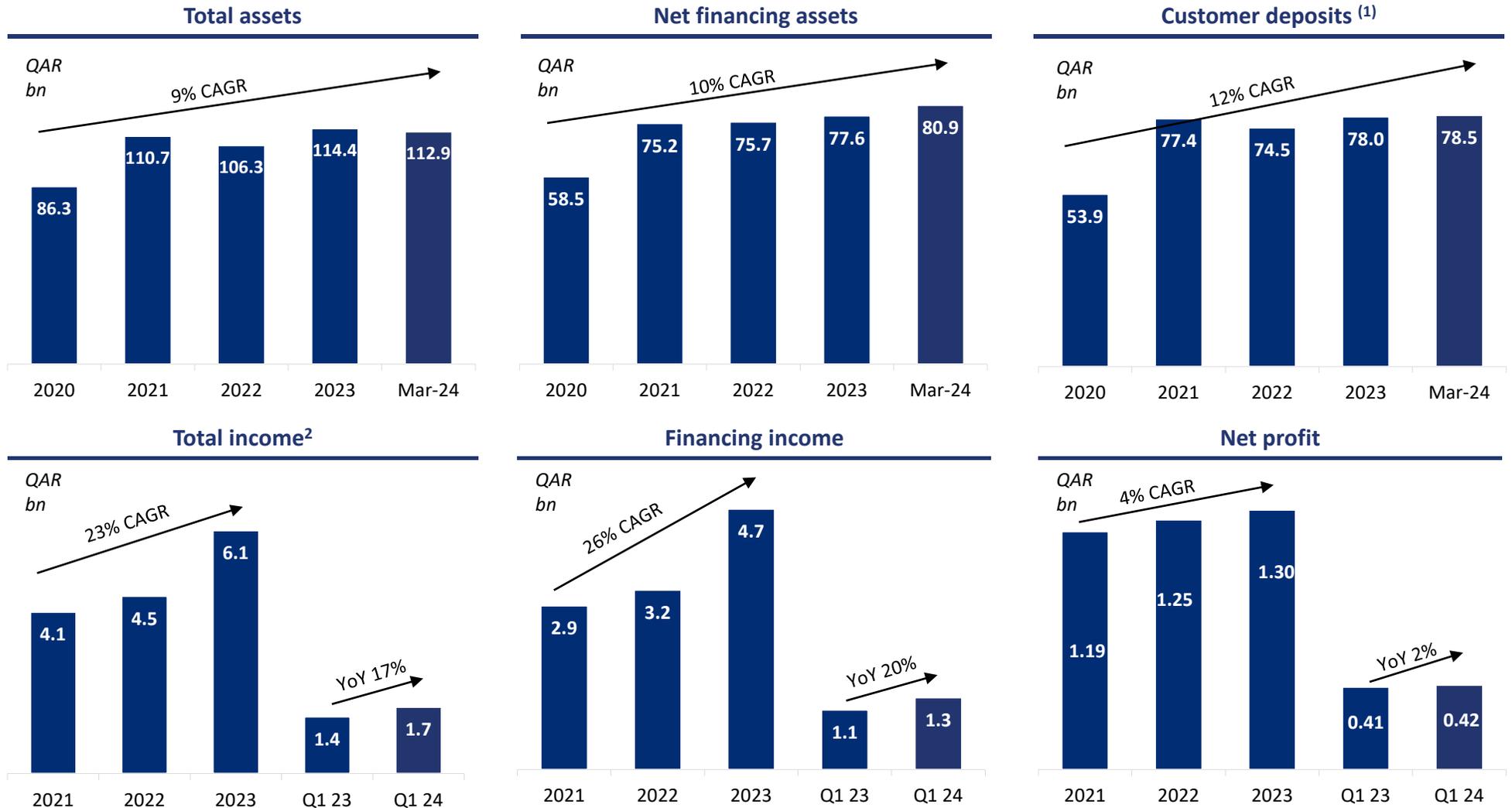


### By sector (gross financing)



# 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

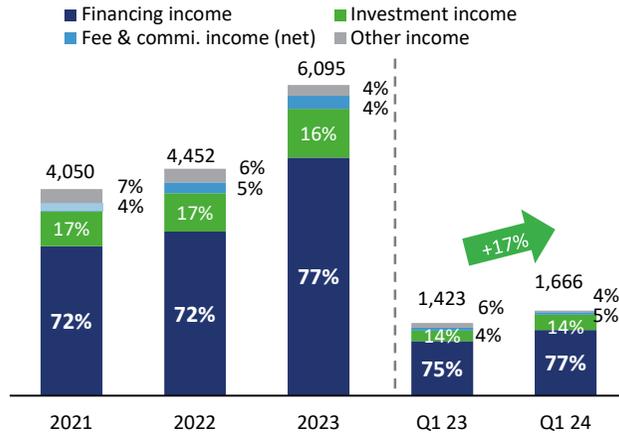
(2) Excl. finance cost

# Profitability

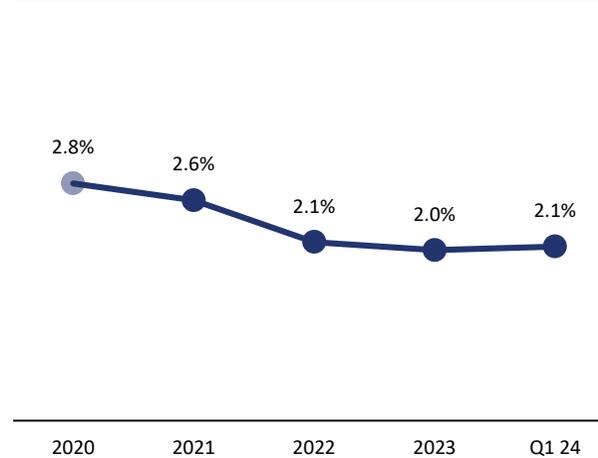
Dukhan Bank is an efficient business with diversified income sources and robust net profit margin

Constantly growing revenue base across diverse income streams...

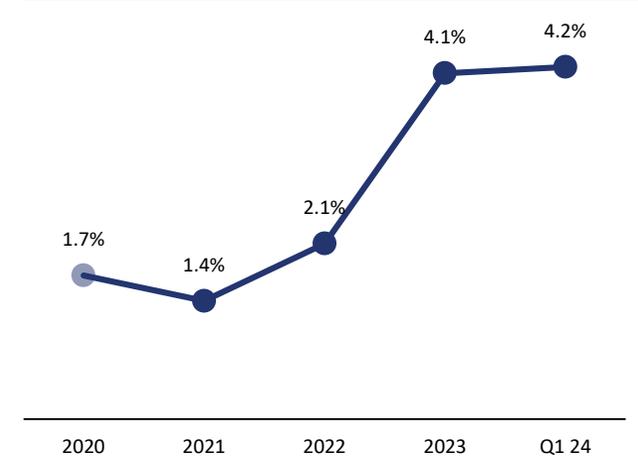
Total operating income breakdown (in QAR'mn)



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

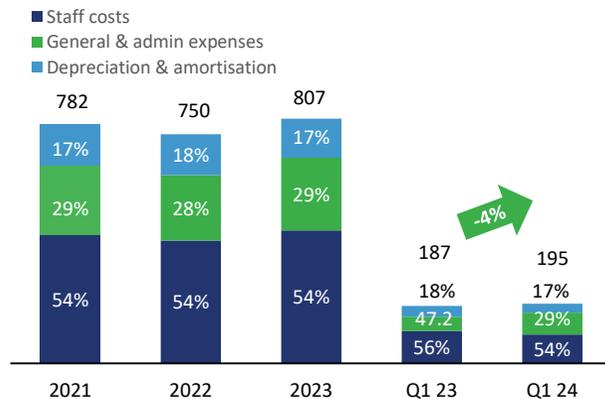


...inclining however stabilising funding costs<sup>2</sup> relative to the market...



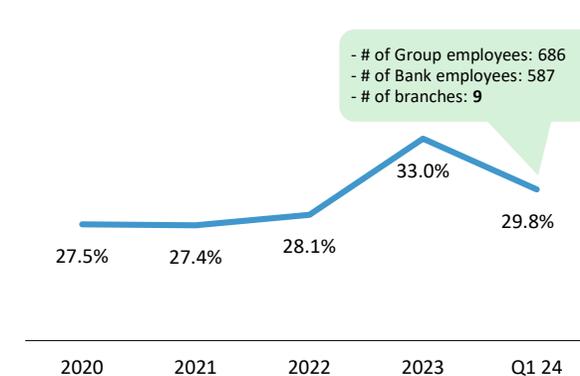
...Disciplined cost management...

Breakdown of operating expenses (in QAR'mn)

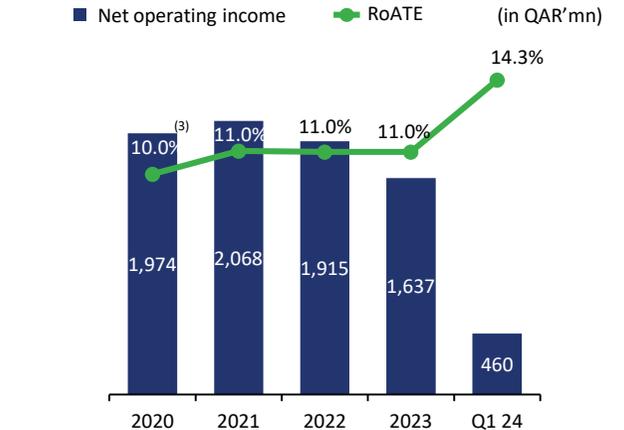


...gradually generating efficiency gains...

Cost / income ratio



...and improving operating leverage



(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 is 5.6%)

# Asset Quality

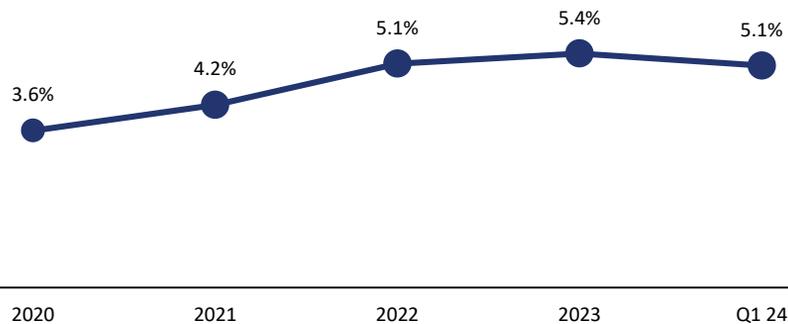
## Strong risk-management culture and prudent provisioning policy

### 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 slightly decrease to 5.1% in March 2024 compared to 5.4% in December 2023
  - Provision coverage has improved from 69.9% in 2023 to 71.5% in March 2024, ~90% after considering tangible collateral benefits
  - Strong cash recoveries of QAR 25.1 million for Q1 2024.

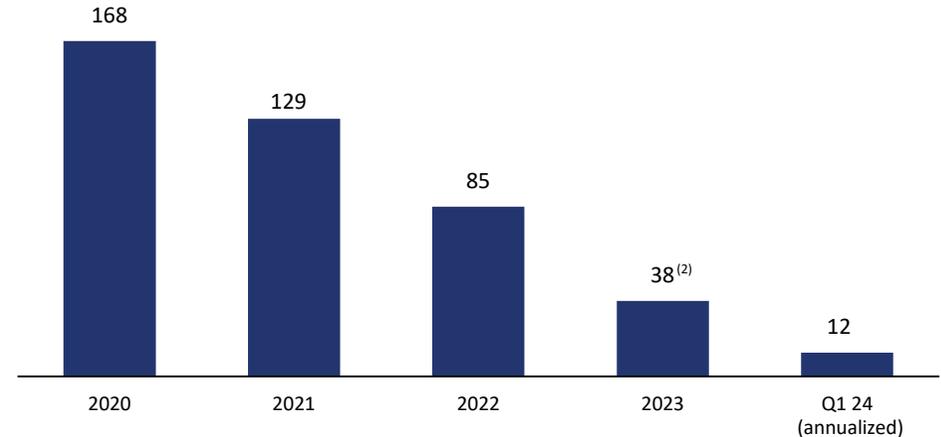
### ...active management of non-performing assets...

Non-performing asset ratio



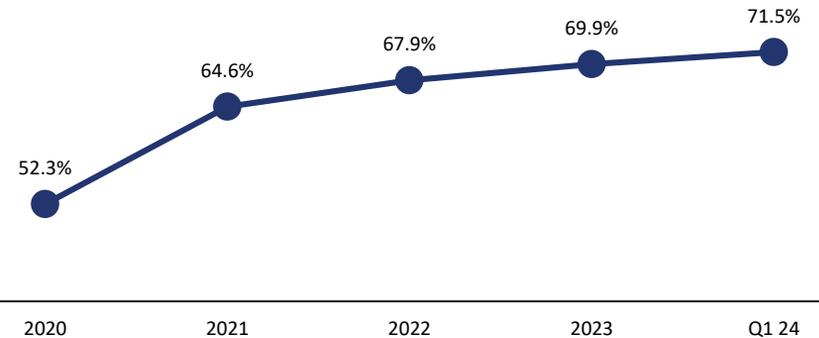
### Prudent risk management...

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) Q1 2024 cost of risk (annualized) is reported after considering the cash recoveries, if cash recoveries are ignored the same increased to 24bps

(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				
As at 31 Mar 2024	Stage I	Stage II	Stage III	Total
Financing assets	80.8%	14.1%	5.1%	100.0%
Investments	100.0%	0.0%	0.0%	100.0%
Off balance sheet credit risk exposure	87.0%	12.5%	0.5%	100.0%
Portfolio Coverage				
As at 31 Mar 2024	Stage I	Stage II	Stage III*	Total
Financing assets	0.1%	4.1%	71.5%	4.3%
Investments	0.2%	0.0%	0.0%	0.2%
Off balance sheet credit risk exposure	0.1%	3.1%	97.6%	1.0%
Cost of Risk (in bps)				
Q1 2024	Stage I	Stage II	Stage III	Total
Financing assets (Gross Provision)	1	(38)	548	24
Financing assets (Net Provision)	1	(38)	317	12

Portfolio Breakup				
As at 31 Dec 2023	Stage I	Stage II	Stage III	Total
Financing assets	80.0%	14.6%	5.4%	100.0%
Investments	100.0%	0.0%	0.0%	100.0%
Off balance sheet credit risk exposure	86.4%	12.7%	0.9%	100.0%
Portfolio Coverage				
As at 31 Dec 2023	Stage I	Stage II	Stage III*	Total
Financing assets	0.2%	4.2%	69.9%	4.5%
Investments	0.2%	0.0%	0.0%	0.2%
Off balance sheet credit risk exposure	0.2%	5.2%	98.1%	1.7%
Cost of Risk (in bps)				
YE 2023	Stage I	Stage II	Stage III	Total
Financing assets (Gross Provision)	2	104	756	57
Financing assets (Net Provision)	2	104	390	38

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

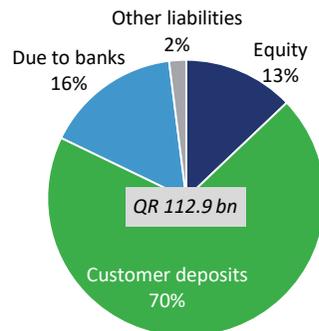
Note: Cost of Risk is calculated as net impairment charge (annualized) related to ECL & specific provisions on Loans & Advances over Average Gross Loans

# Capital, Funding and Liquidity

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

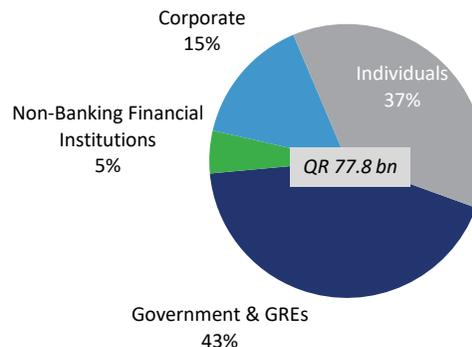
### Well diversified funding base

Funding breakdown (Q1 2024)

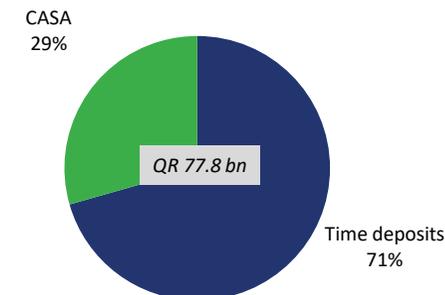


### Granular deposit base with significant contribution from private banking & the public sector<sup>(1)</sup>

Deposits breakdown by sector (Q1 2024)<sup>(5)</sup>



Deposits breakdown by type (Q1 2024)<sup>(5)</sup>



### Strong liquidity profile (Q1 2024)

**Net financing assets to total deposits (Regulatory-Q1 2024)**

**101.7%**  
119.1%

*Qatar banking sector average (Feb 2024)<sup>(4)</sup>*

**Liquid asset ratio<sup>(2)</sup>**

**23.0%**  
25.2%

*Dukhan average 2021-Q1 2024*

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

(in QAR'mn)	2021	2022	2023	Q1 2024
Total risk-weighted-assets	70,985	73,066	80,139	78,172
CET-1 ratio	14.7%	14.7%	14.0%	14.9%
Tier 1 ratio	17.3%	17.2%	16.3%	17.2%
<b>CAR</b>	<b>18.4%</b>	<b>18.3%</b>	<b>17.2%</b>	<b>18.2%</b>
<b>CAR regulatory minimum</b>				<b>14.3%<sup>(3)</sup></b>

(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

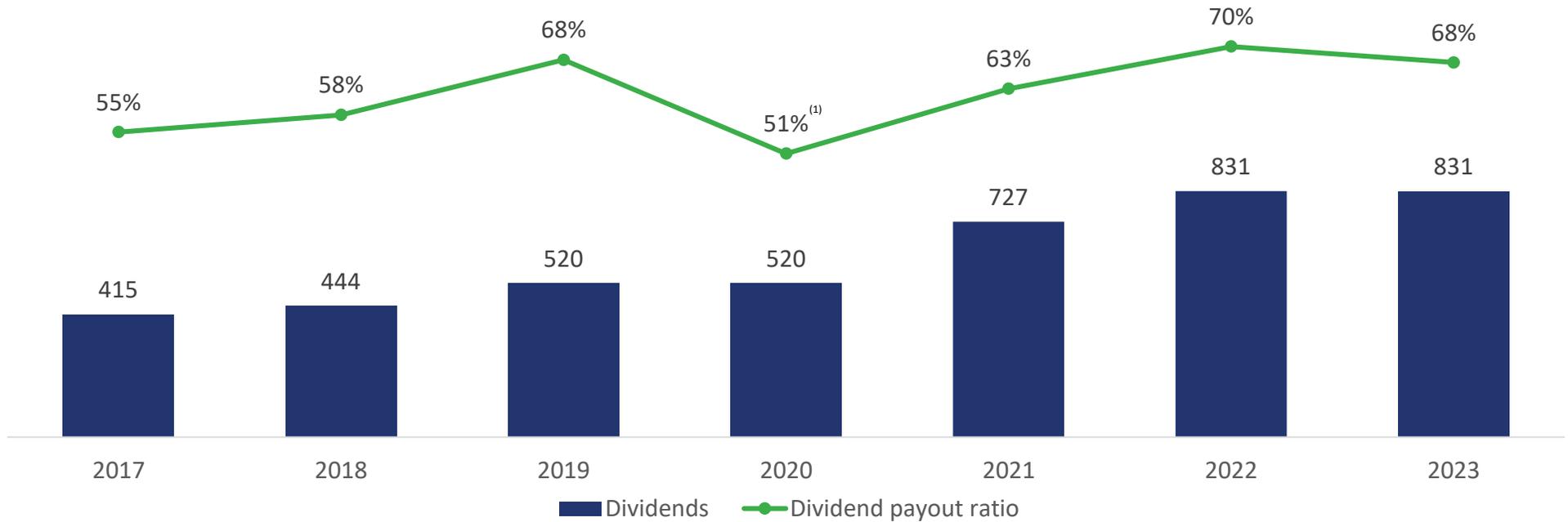
(4) Qatar banking sector average from all banks inside Qatar report, calculated as net loans over customer deposits

(5) 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)



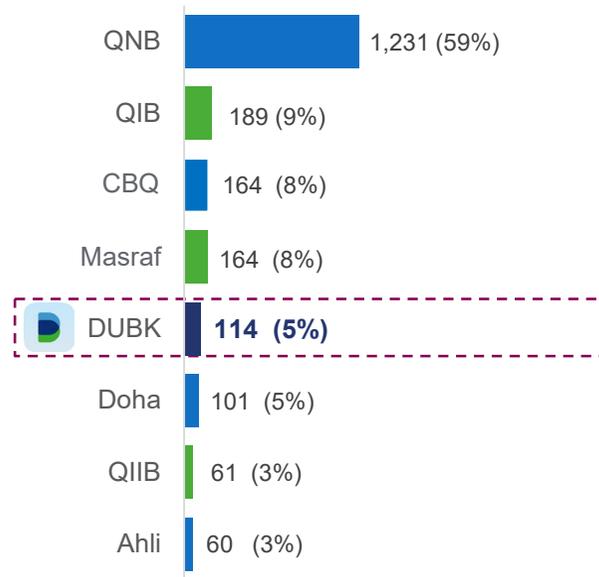
- Consistent annual cash dividend distribution on the back of healthy income generation
- On 4<sup>th</sup> February 2024, the Board of Directors has recommended a total annual dividend distribution of QR 831.3 million for the financial year ended 31 December 2023, was approved for distribution at the Annual General Meeting of the shareholders of the Group held on 20 March 2024. On a per-share basis, the proposed dividend of QAR 0.16 represents 16% of the nominal share value, translating into a dividend yield of 4.0% based on the closing share price as of 31 December 2023.

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

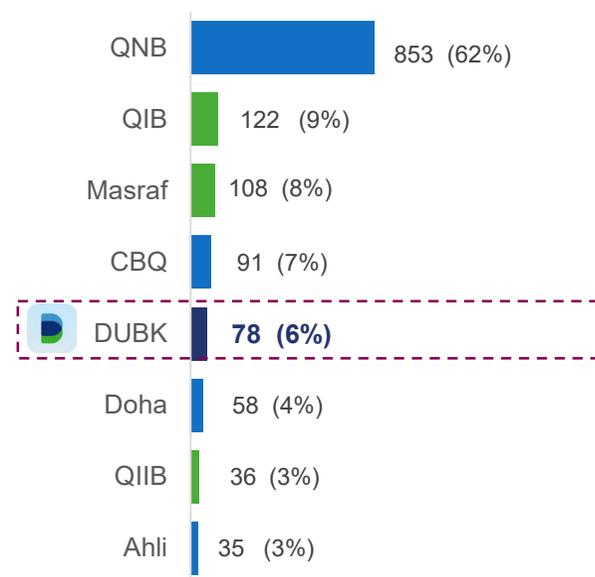
# Comparative Sizes of Qatari banks

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

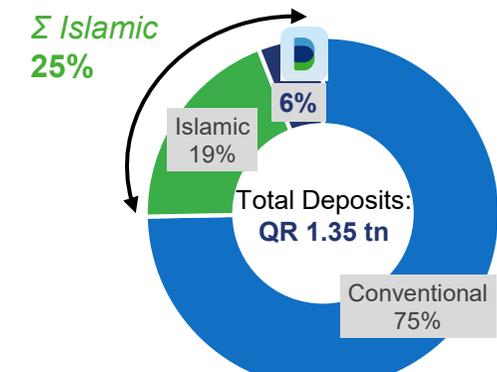
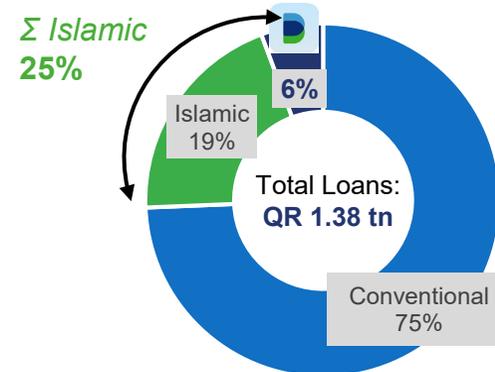
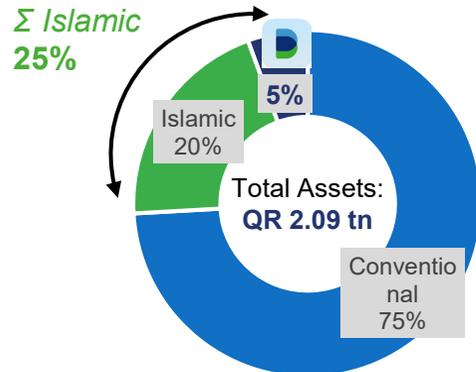
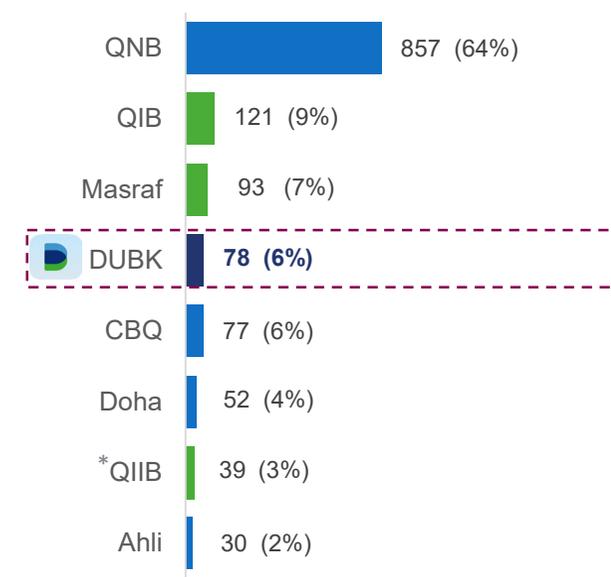
## Total Assets (QAR bn, 2023)



## Net financing assets (QAR bn, 2023)



## Total Deposits (QAR bn, 2023)



Percentages (%) next to the amount on this slide represent market share.

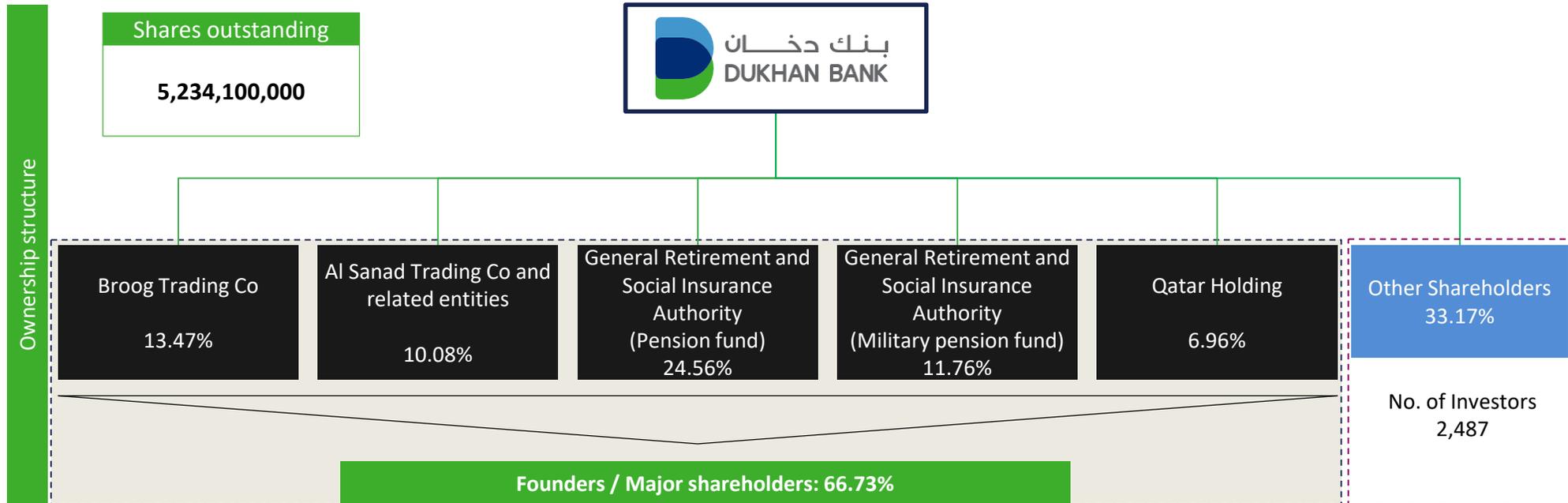
Source: Published Financial Statements for 2023

■ Islamic banks  
■ Conventional banks



## Appendix

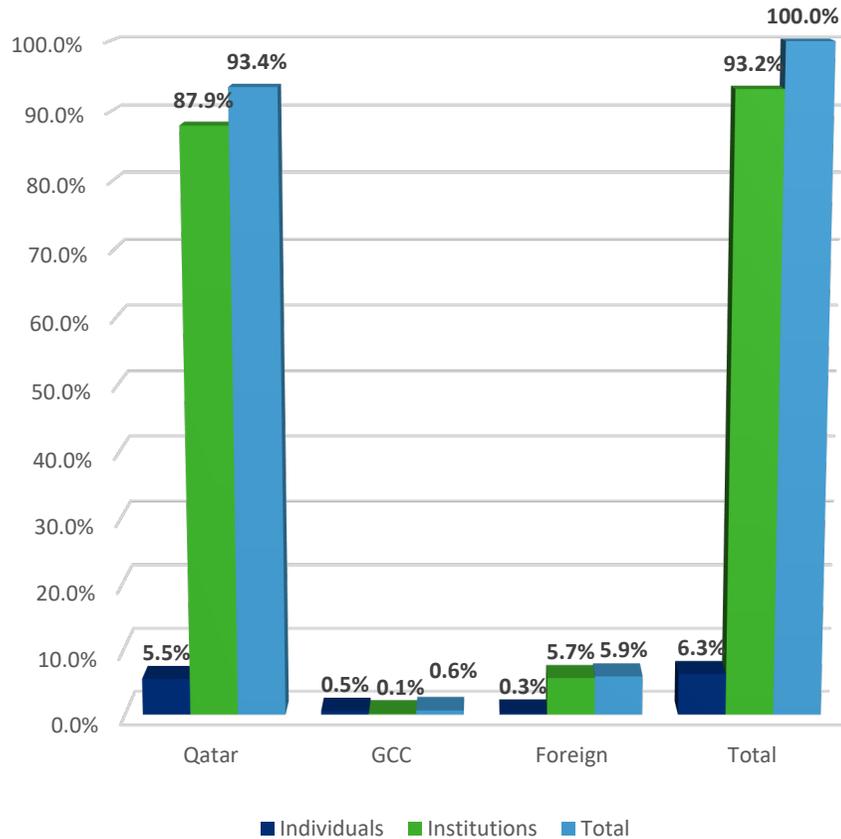
# Ownership Structure



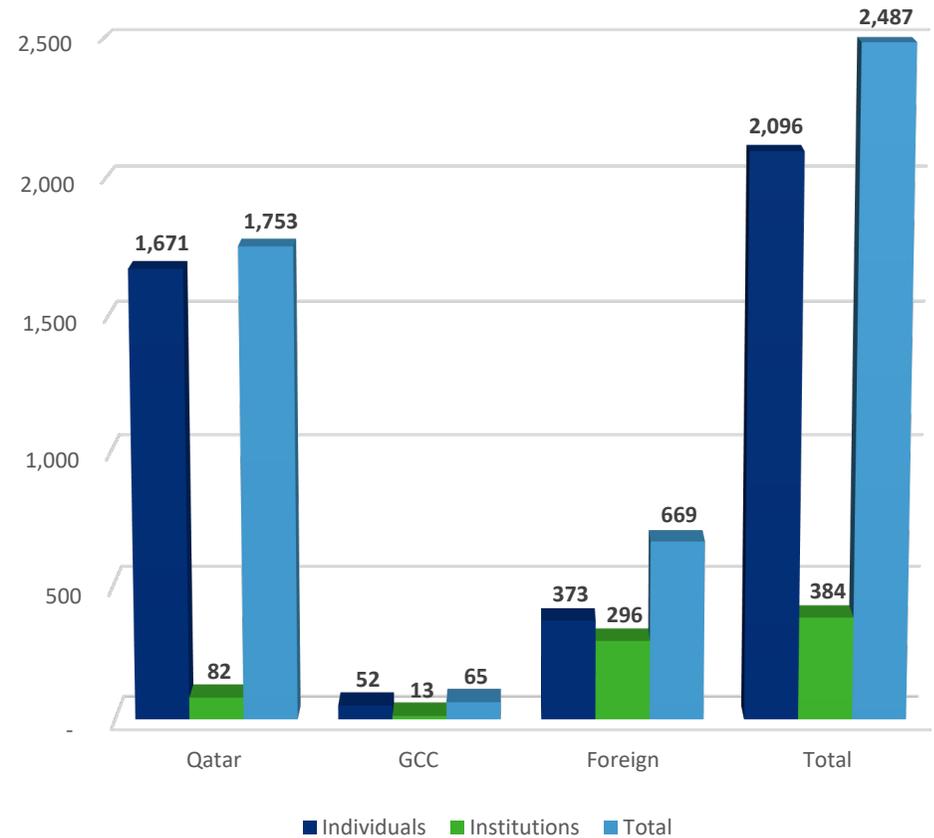
# Ownership Structure

As at 31-Mar-2024

Ownership %



Number of Shareholders



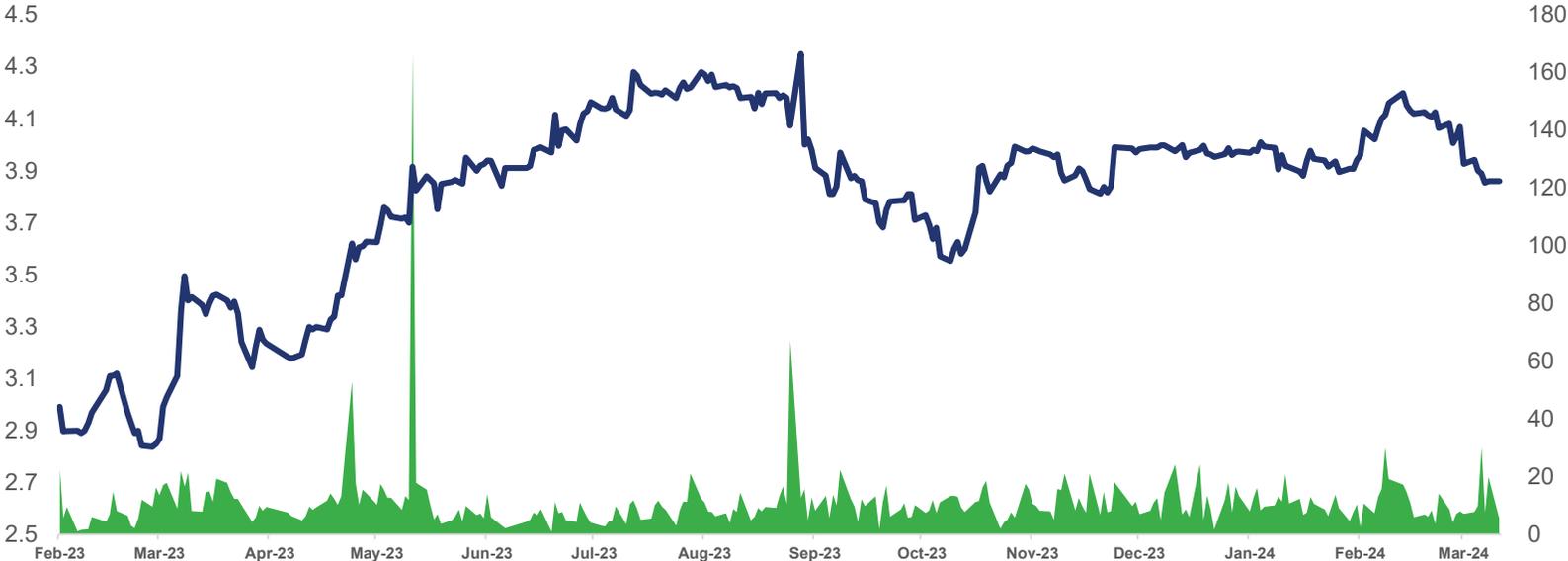
- ▶ Foreign ownership increased by 5.6% from the listing date
- ▶ Institutional investor ownership increased by 1.8% from the listing date



# Share Price Movement

From Listing Date till 31-Mar-2024

	Average	High	Low	Close
Share Price*	3.804	4.350	2.838	3.860



Volume in millions

Price (QAR)

\*Based on daily closing price

# Snapshot of the Consolidated Statement of Financial Position

(in QAR'000)	YE 2020	YE 2021	YE 2022	YE 2023	31-Mar-24
Cash and balances with Qatar Central Bank	3,367,553	7,245,842	6,425,410	3,644,932	3,813,715
Due from banks	5,891,788	5,558,980	1,499,934	11,072,244	8,724,426
Financing assets	58,536,992	75,221,707	75,676,514	77,585,169	80,857,196
Investment securities	16,661,163	20,799,620	20,431,560	19,971,364	17,212,626
Investment in associates and joint ventures	83,535	62,557	64,111	31,967	34,784
Investment properties	3,497	135,254	135,021	134,787	134,729
Fixed assets	372,126	279,896	264,008	241,616	230,771
Intangible assets	1,070,650	992,182	913,714	835,247	815,630
Other assets	309,317	431,116	865,744	900,033	1,036,472
<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>112,860,349</b>
Due to banks	18,947,753	16,755,141	14,871,443	19,581,653	17,514,649
Customer current accounts	7,335,487	6,200,820	8,251,685	16,408,446	16,605,055
Other liabilities	1,963,291	2,559,225	2,523,315	2,120,263	2,533,643
<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>36,653,347</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>61,907,013</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	4,705,334
Treasury shares	(38,350)	(38,350)	(38,350)	(38,350)	(38,350)
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	90,087
Fair value reserve	(24,621)	(27,098)	(131,351)	(121,015)	(96,016)
Retained earnings	693,382	1,135,206	1,370,138	1,543,855	1,096,901
Cash flow hedge reserve	-	-	-	6	15
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>12,479,148</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>14,299,989</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>112,860,349</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>78,512,068</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 three-month period ended 31 Mar	
	2021	2022	2023	2023	2024
Net income from financing activities	2,933	3,216	4,666	1,070	1,288
Net income from investing activities	682	756	957	202	300
<b>Total net income from financing and investing activities</b>	<b>3,615</b>	<b>3,972</b>	<b>5,624</b>	<b>1,273</b>	<b>1,588</b>
Fee and commission income	246	313	400	90	89
Fee and commission expense	(87)	(102)	(143)	(30)	(40)
<b>Net fee and commission income</b>	<b>159</b>	<b>211</b>	<b>256</b>	<b>59</b>	<b>49</b>
Net foreign exchange gain	170	223	131	37	21
Share of results of associates and joint ventures	(6)	2	(9)	(5)	3
Other income	112	44	93	60	5
<b>Total income</b>	<b>4,050</b>	<b>4,452</b>	<b>6,095</b>	<b>1,423</b>	<b>1,666</b>
Staff costs	(420)	(402)	(434)	(105)	(94)
Depreciation and amortisation	(136)	(134)	(135)	(34)	(29)
Other expenses	(226)	(215)	(237)	(47)	(71)
Finance cost	(77)	(228)	(933)	(212)	(271)
<b>Total expenses</b>	<b>(859)</b>	<b>(978)</b>	<b>(1,740)</b>	<b>(399)</b>	<b>(466)</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>1,024</b>	<b>1,200</b>
Net impairment loss on financing assets	(864)	(672)	(304)	(7)	(25)
Net impairment (loss)/reversal on due from banks	0	0	(1)	(0)	(0)
Net impairment (loss)/reversal on investment securities	0	6	1	0	(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)	(23)	(11)
<b>Total impairments</b>	<b>(872)</b>	<b>(660)</b>	<b>(333)</b>	<b>(30)</b>	<b>(37)</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>994</b>	<b>1,163</b>
Return to URIA holders	(1,124)	(1,559)	(2,718)	(580)	(740)
<b>Net profit for the year/period before tax</b>	<b>1,195</b>	<b>1,255</b>	<b>1,303</b>	<b>414</b>	<b>423</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>414</b>	<b>423</b>
<i>Basic and diluted earnings per share (QAR per share) <sup>(5)</sup></i>	0.223	0.227	0.237	0.305	0.312
<b>Funding costs <sup>(1)</sup></b>	<b>(1,201)</b>	<b>(1,786)</b>	<b>(3,651)</b>	<b>(792)</b>	<b>(1,011)</b>
<b>Overhead expenses <sup>(2)</sup></b>	<b>(782)</b>	<b>(750)</b>	<b>(807)</b>	<b>(187)</b>	<b>(195)</b>
<b>Net banking income <sup>(3)</sup></b>	<b>2,850</b>	<b>2,665</b>	<b>2,444</b>	<b>631</b>	<b>655</b>
<b>Net operating income <sup>(4)</sup></b>	<b>2,068</b>	<b>1,915</b>	<b>1,637</b>	<b>444</b>	<b>460</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



- 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



- 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

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**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**

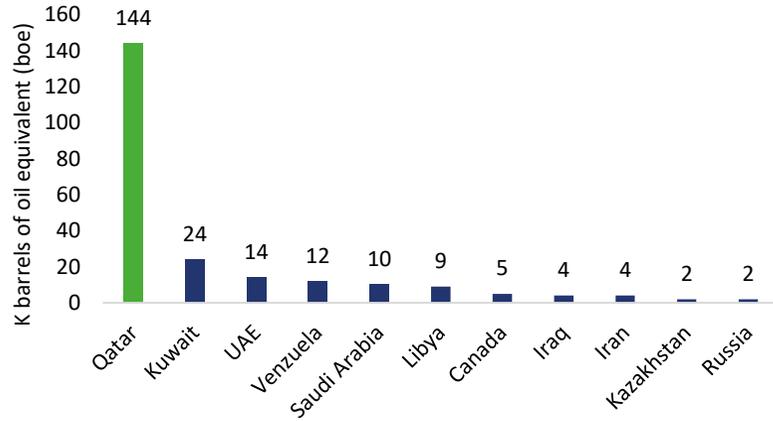
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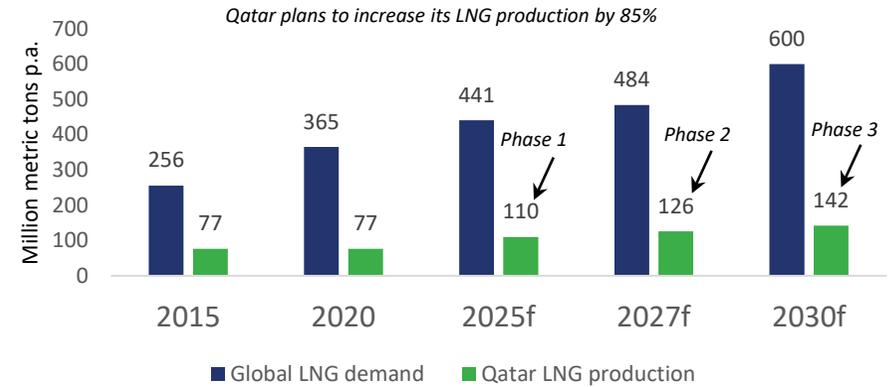
## Qatar Macro Overview

# Hydrocarbons underpin a Strong Economy

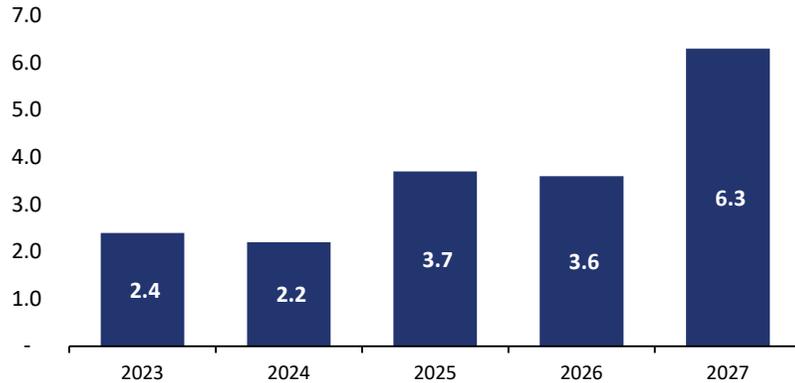
## Hydrocarbon reserves per capita (2021)



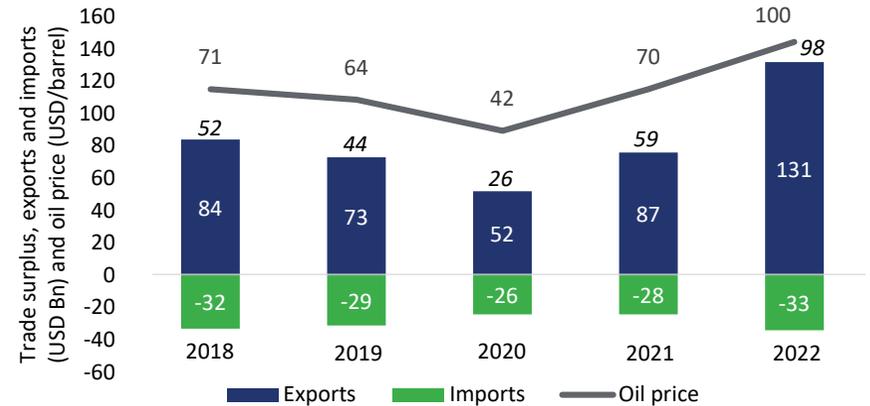
## Qatar's current and expected share of global LNG market



## Qatar real GDP forecast (% YoY)



## Notable trade surplus maintained despite volatile oil prices



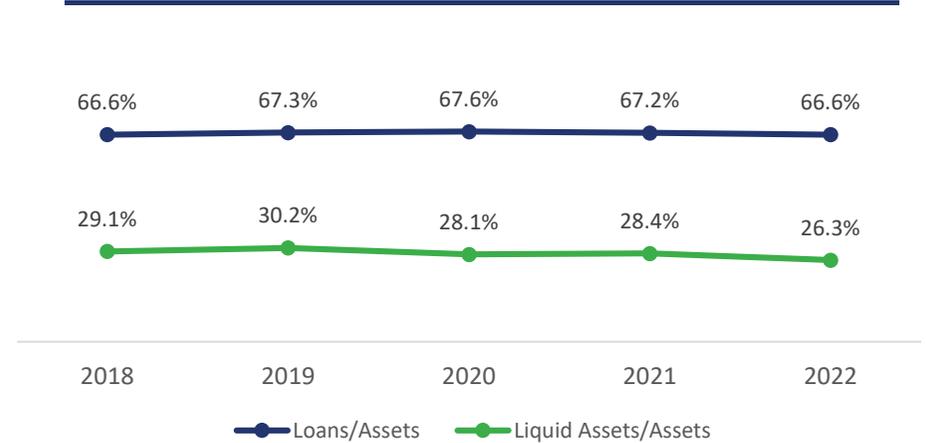
# Qatar's Banking and Financial Sector remains Resilient and Healthy

## Highly rated sovereign

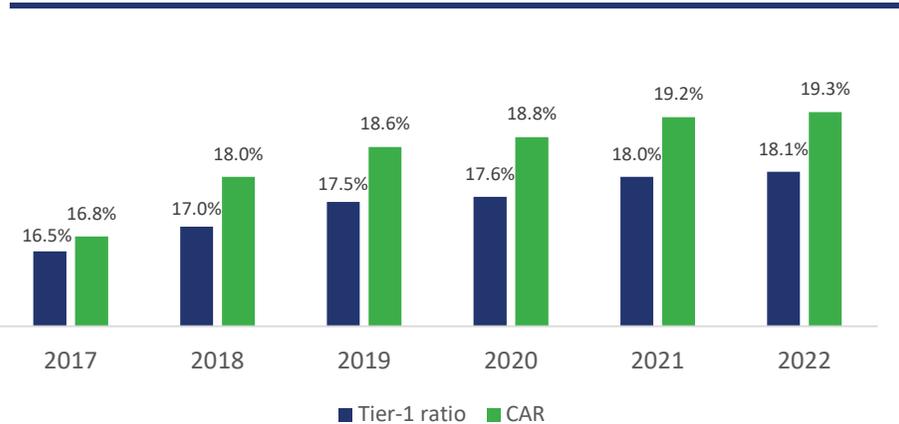
Standard & Poor's Sovereign Ratings	
AAA	Germany, Canada, Switzerland, Norway, Sweden, Netherlands, Luxembourg, Singapore
AA+	US, Austria, Finland, Taiwan, Hong Kong
AA	<b>Qatar</b> , France, UK, Ireland, South Korea, Abu Dhabi, Ireland
AA-	Czech Republic, Slovenia, Estonia
A+	China, Japan, Kuwait, Lithuania,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

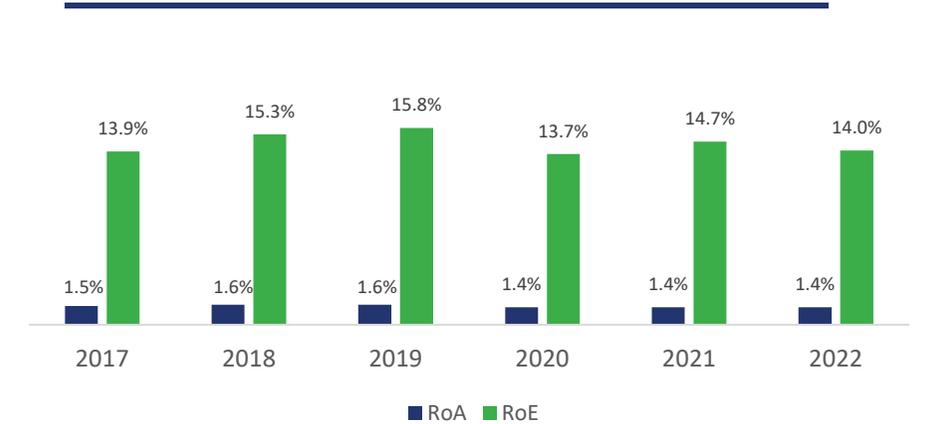
## Banking sector liquidity



## Banking sector capitalisation



## Banking sector profitability



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