



Investor Relations Presentation

March 2019

Contents

1. QNB at a Glance
2. QNB Comparative Positioning – Qatar and MEA
3. Financial Highlights – as at 31 March 2019
4. Economic Overview

Notes:

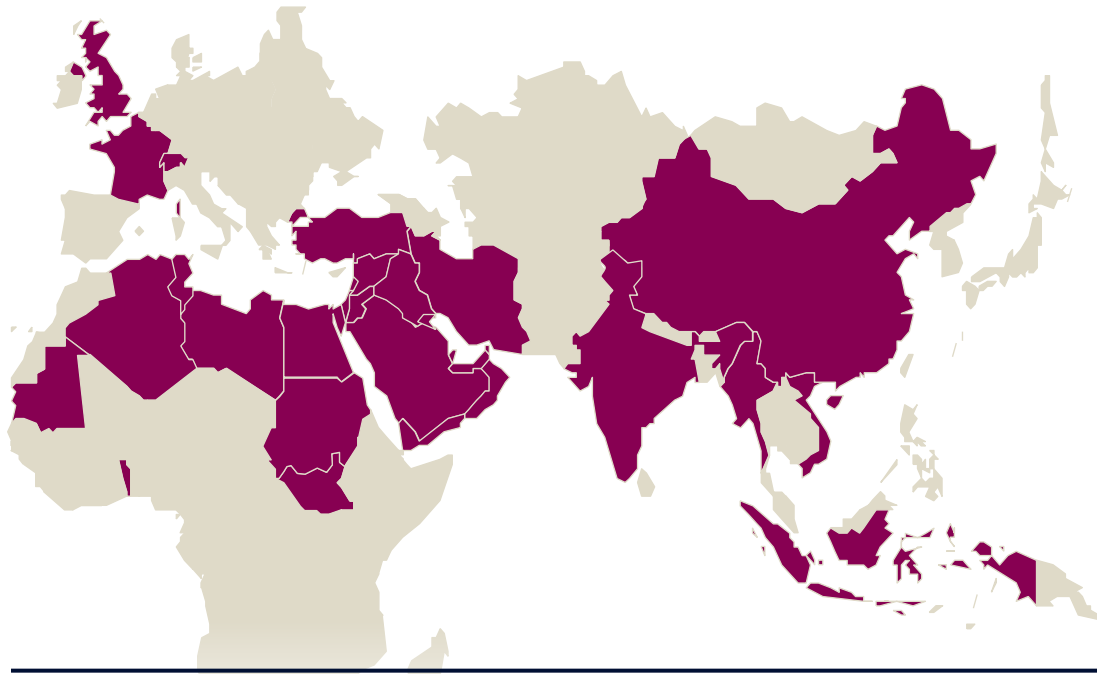
All figures in US Dollars have been converted from Qatari Riyals based on the exchange rate of 1 US Dollar = 3.6405 Qatari Riyals

In certain cases, numbers may be rounded for presentation purposes

QNB at a Glance



QNB is a strong and highly rated bank with a growing international footprint



-  #1 bank in the Middle East and Africa across all financial metrics
-  International network with presence in more than 31 countries
-  Most valuable banking brand in the Middle East and Africa, worth USD 5.0 Bn¹
-  Over 30,000 employees serving 24 million customers

Solid financial strength

Top-tier credit ratings

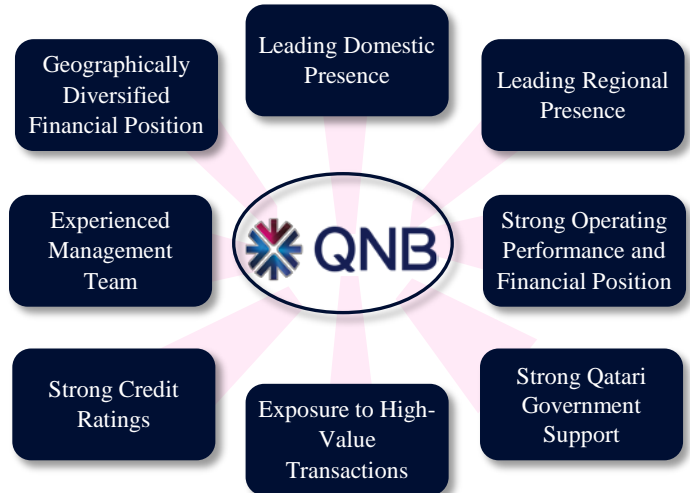
USD 45.9 Bn **USD 980 Mn**
Market Cap. Net Profit²

A **Aa3**
Standard & Poor's Moody's

USD 242.3 Bn **USD 1.0**
Assets EPS

AA- **A+**
Capital Intelligence Fitch



Key Strengths









Source: March 2019 Financial Report
1: Brand Finance © 2019
2: Profit Attributable to Equity Holders of the Bank

QNB's International Footprint







Sub-Saharan Africa

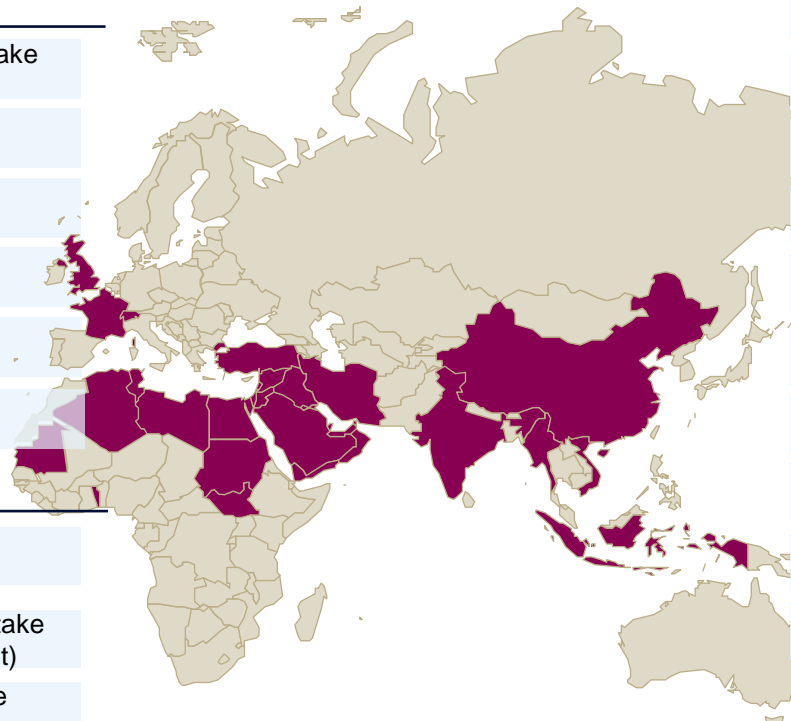
	South Sudan: (1 Branch)
	Togo: (888 Branches ¹ , 20.1% stake in Ecobank)

Asia


















	Indonesia: (30 Branches, 92.48% stake In QNB Indonesia)
	Singapore: (1 Branch)
	India: (1 Branch)
	China: (1 Representative office)
	Vietnam: (1 Representative office)
	Myanmar: (1 Representative office)

North Africa

	Egypt: (220 Branches, 95.0% stake in QNB ALAHLI)
	Libya: (36 ² (+1 ²) Branches, 49.0% stake in Bank of Commerce & Development)
	Tunisia: (34 Branches, 99.99% stake in QNB Tunisia)
	Sudan: (5 Branches)
	Algeria: (7 ² Branches)
	Mauritania: (1 Branch)



Middle East

Qatar: (62 Branches)	
KSA: (1 Branch)	
UAE: (12 (+1 ²) Branches, 40.0% stake in CBI)	
Syria: (15 (+31 ²) Branches, 50.8% stake in QNB-Syria)	
Palestine: (15 ² Branches)	
Iraq: (9 (+1 ²) Branches, 54.2% stake in Mansour Bank)	
Oman: (6 Branches)	
Bahrain: (1 ² (+1 ²) Branch)	
Kuwait: (2 Branches)	
Lebanon: (1 Branch)	
Yemen: (1 Branch)	
Iran: (1 Representative office ³)	
Jordan: (129 ² (+3 ²) Branches, 34.5% stake in Housing Bank of Trade & Finance)	
Europe	
United Kingdom: (1 (+1 ²) Branch)	
France: (1 Branch)	
Switzerland: (1 Office, 100% stake in QNB Suisse SA)	
Turkey: (542 Branches, 99.88% stake in QNB Finansbank)	



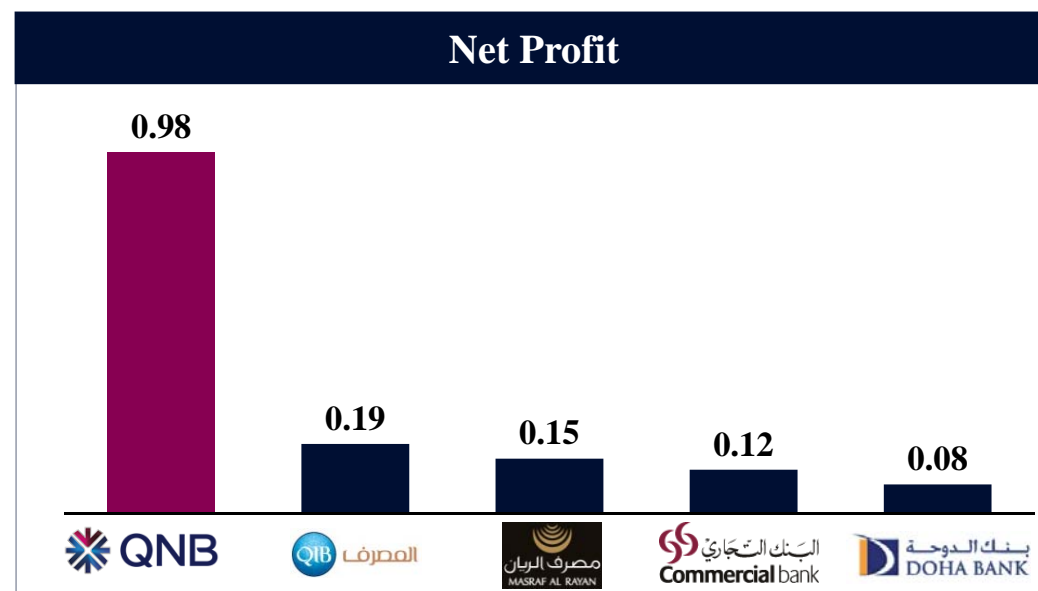
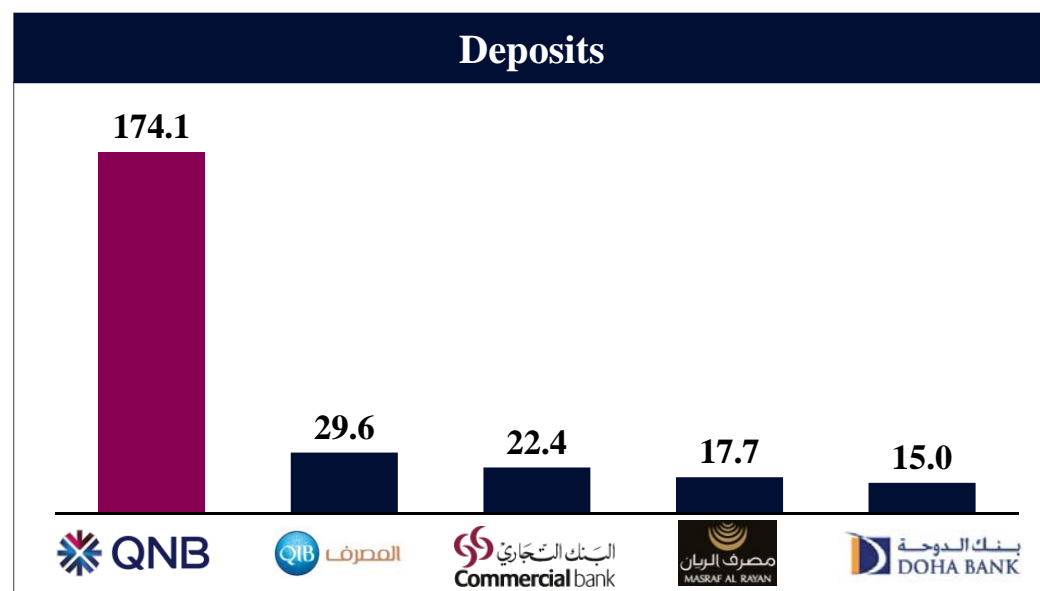
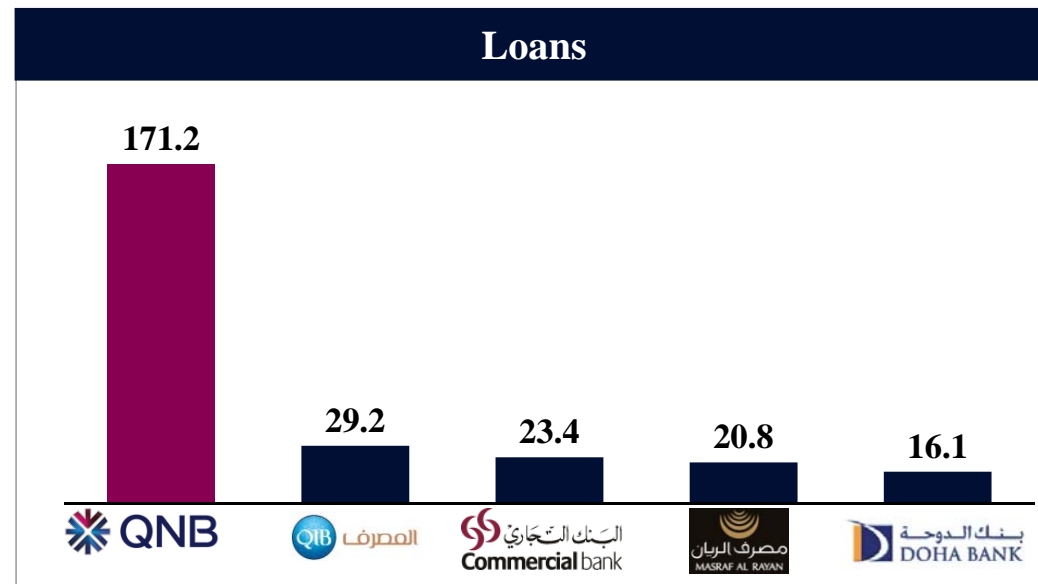
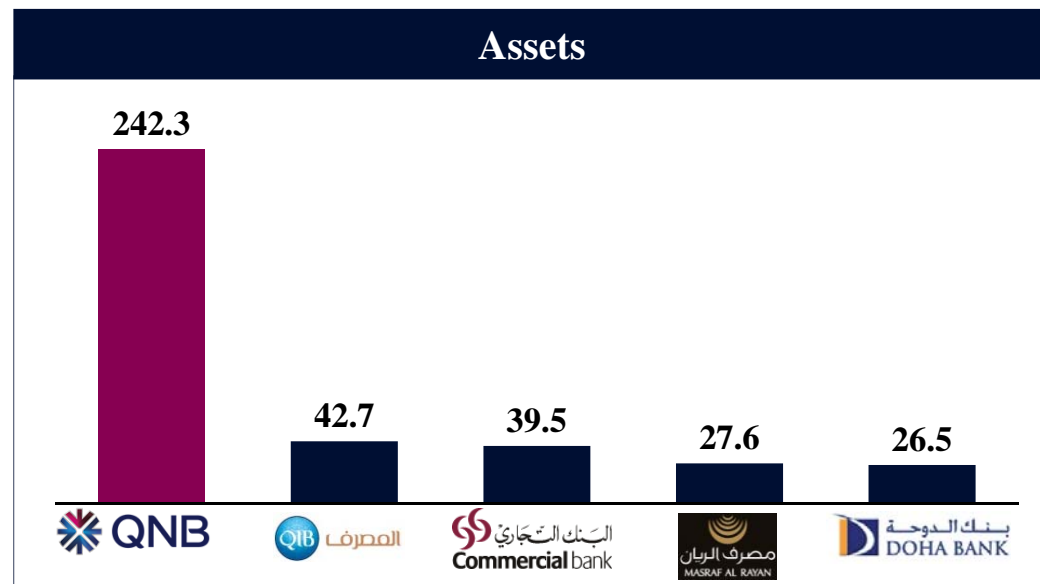
1: The branch data for Ecobank is as at 31 December 2018
 2: Includes the branches / representative offices from subsidiaries and associates
 3: Dormant



QNB Comparative Positioning – Qatar and MEA

Top 5 Domestic Banks – March 2019

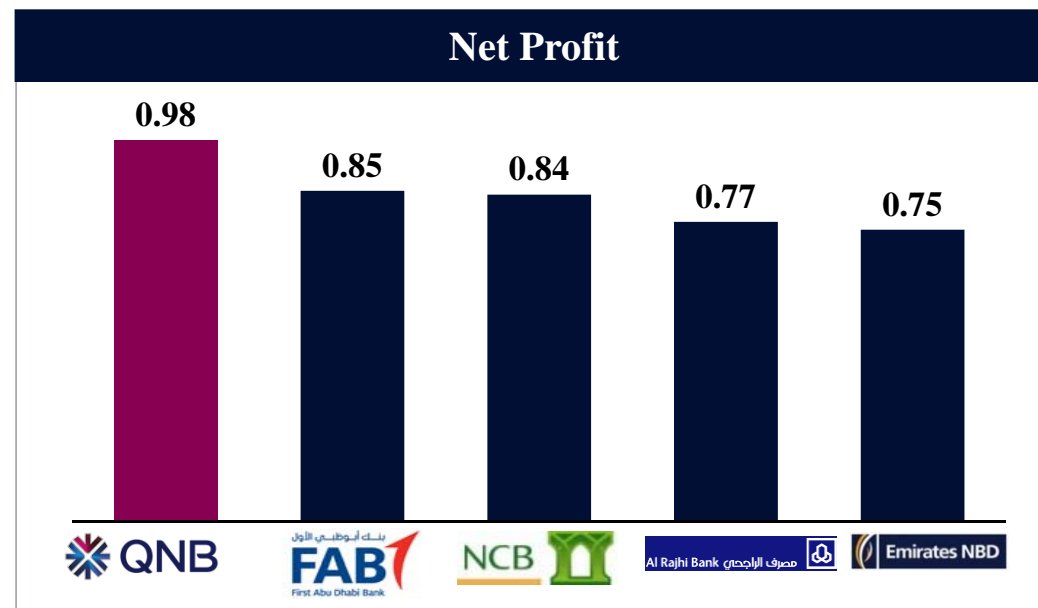
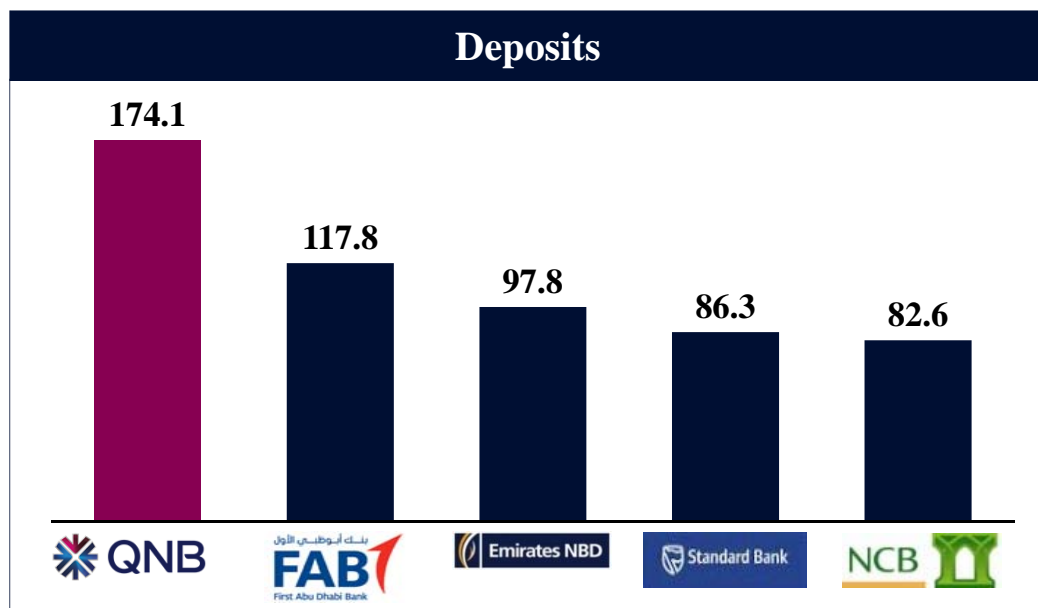
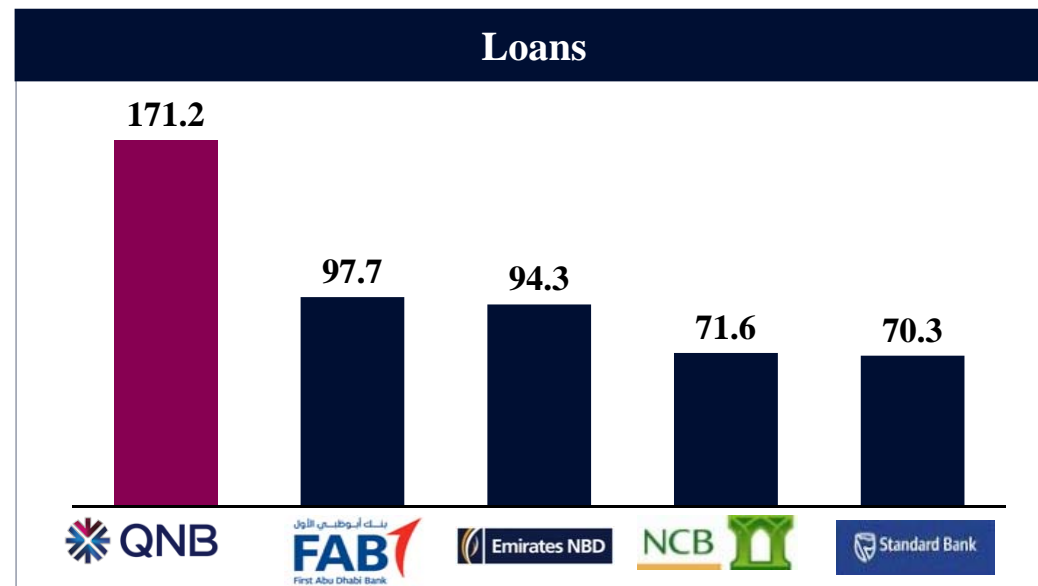
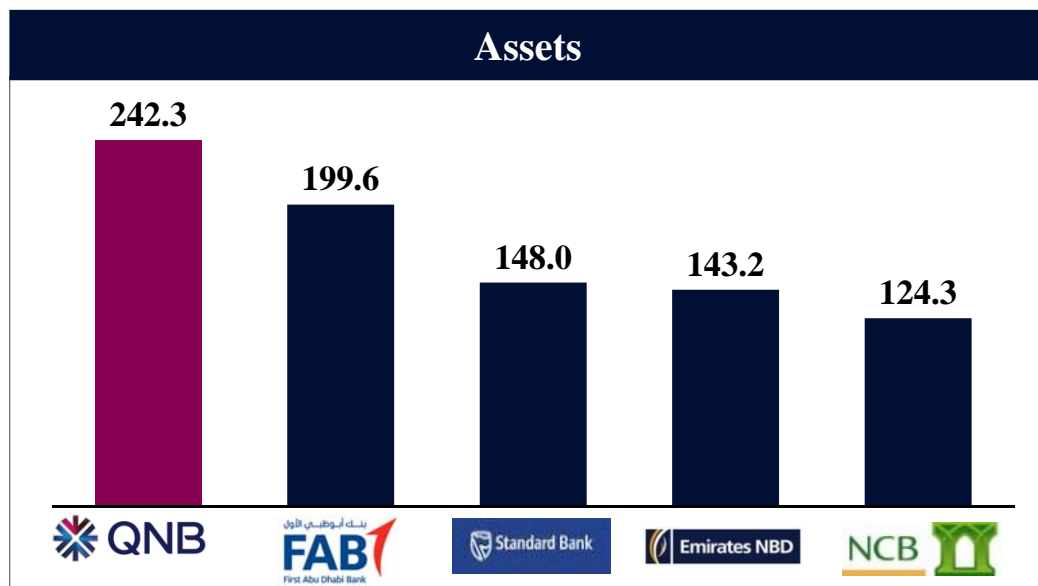
QNB continues to excel in the domestic market



Note: All amounts are in USD billions
Source: Banks' March 2019 Press Release or Financial Statements, if available

Top 5 MEA Banks – March 2019

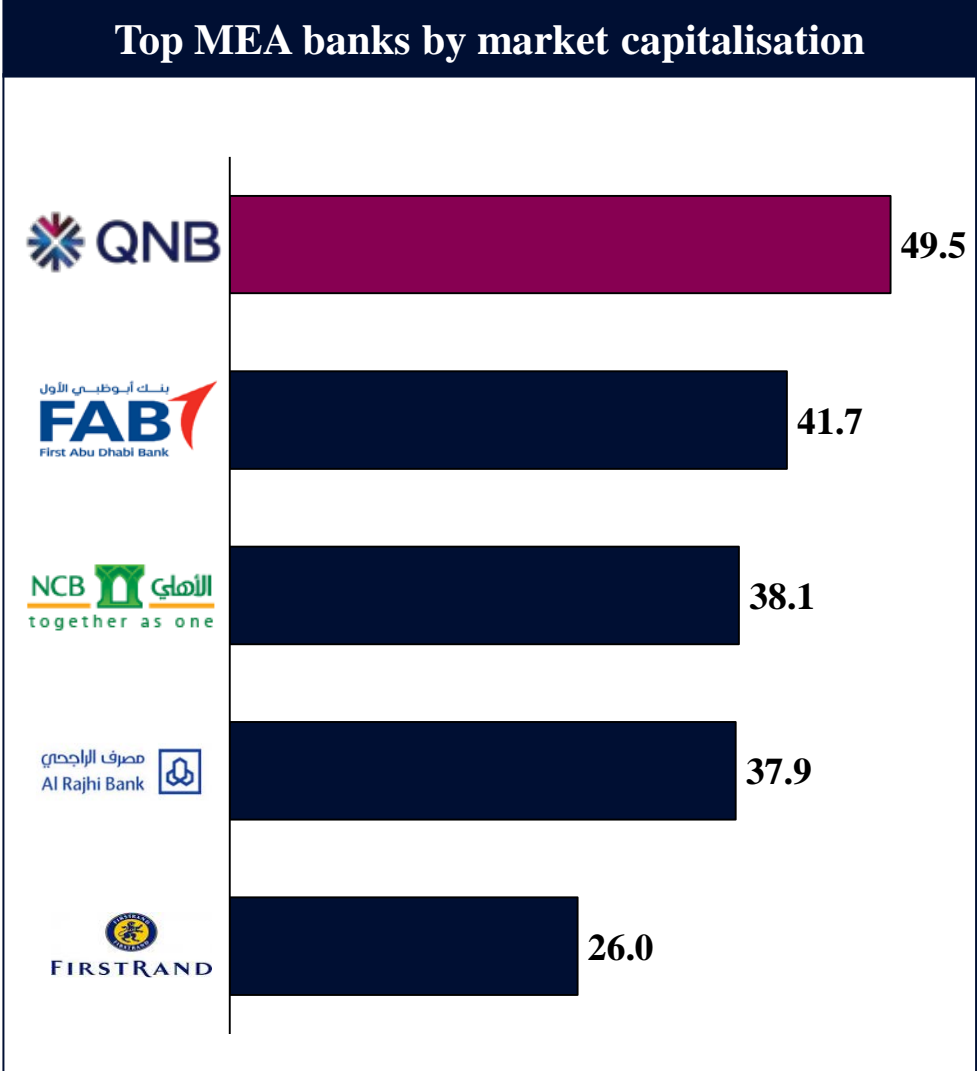
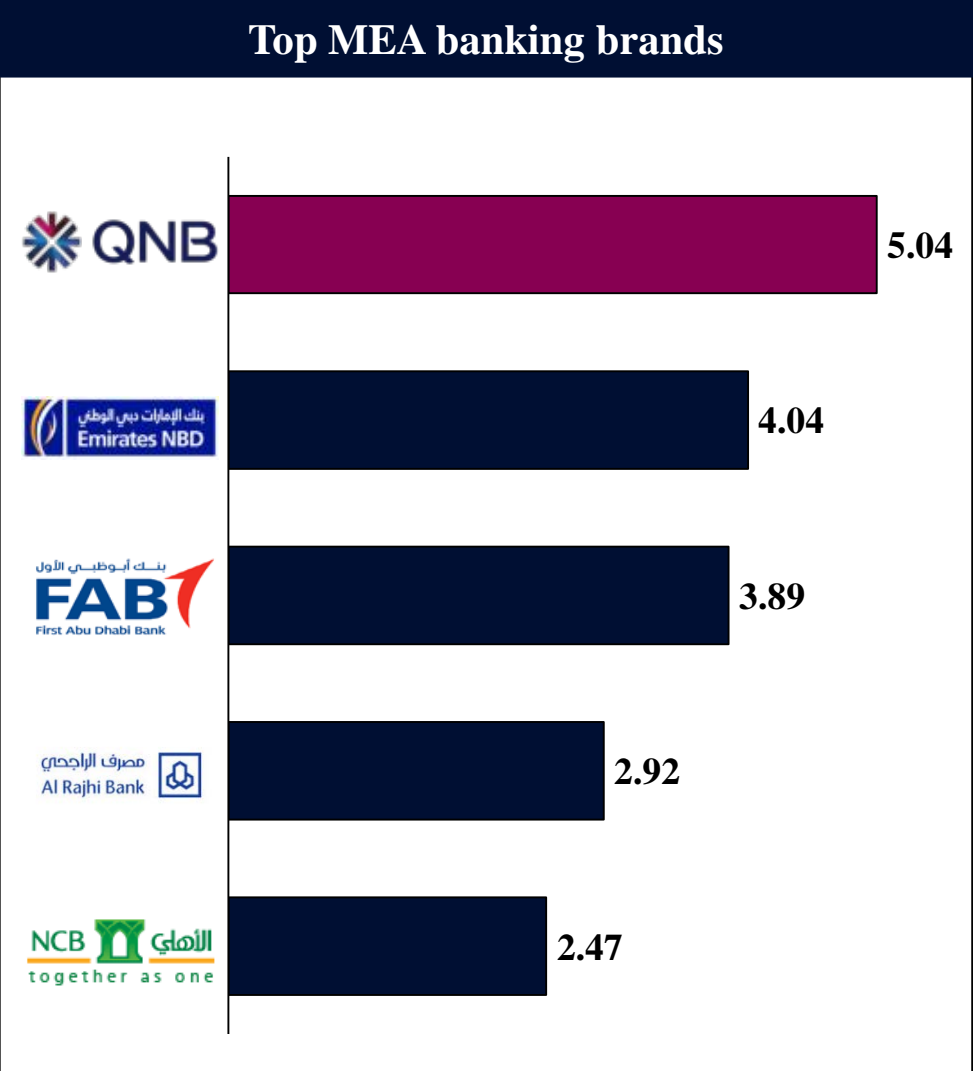
QNB maintained its position as the leading bank in the region across all categories



Note: All amounts are in USD billions
 Source: Banks' March 2019 Press Release or Financial Statements, if available.
 Standard Bank's results are as of December 2018 due to unavailability of March 2019 results

QNB is the leading financial institution in the MEA region with regards to brand value and market capitalisation

Brand value and market capitalisation (USD Bn as at 31-Dec-18)




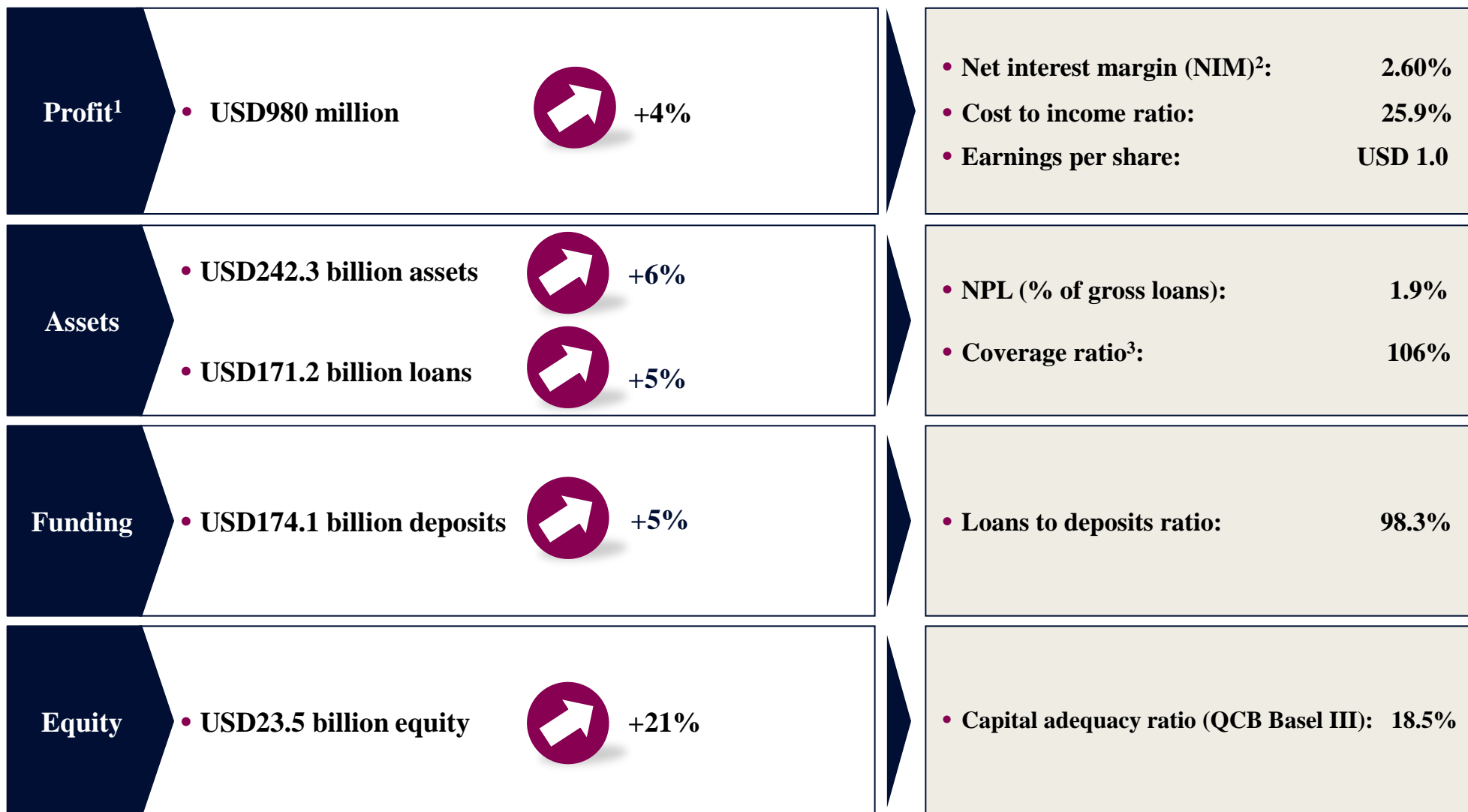


Financial Highlights – as at 31 March 2019

QNB demonstrate sustainable profit growth


Financial Highlights (as at 31 March 2019)

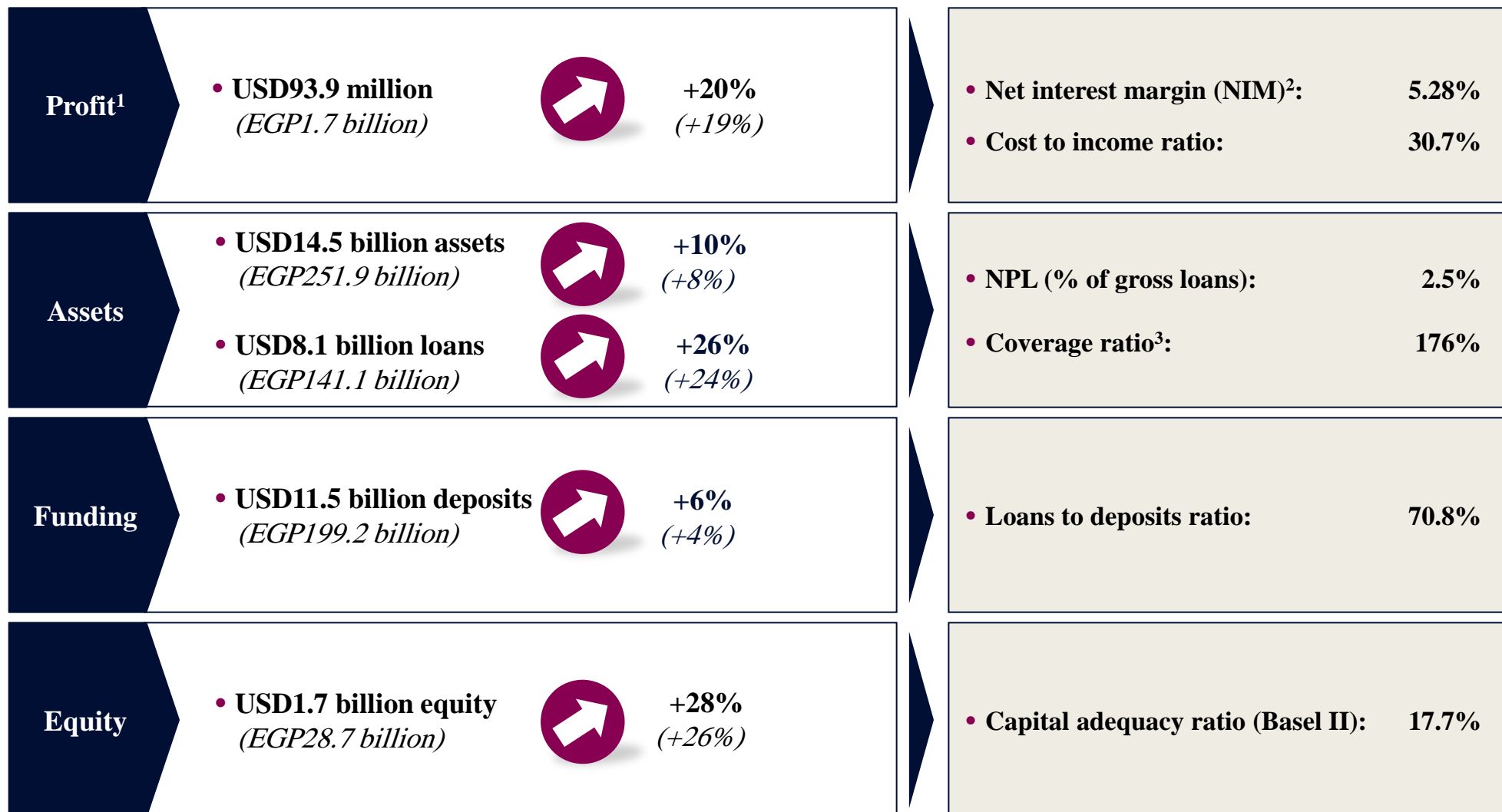
 Growth vs. March 2018



QNB ALAHLI


Highlights (as at 31 March 2019)

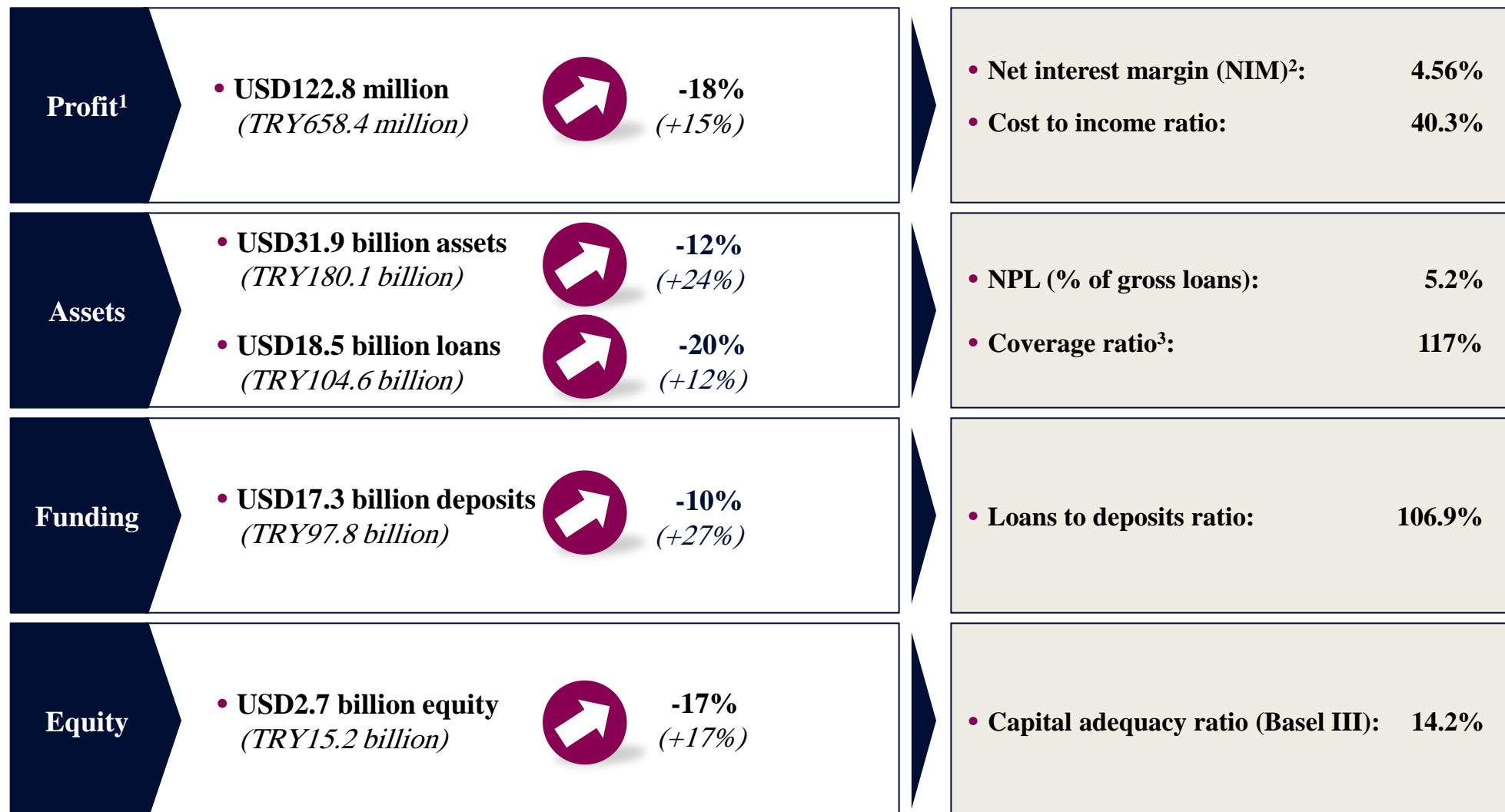
 Growth vs. March 2018



QNB FINANSBANK

Highlights (as at 31 March 2019)

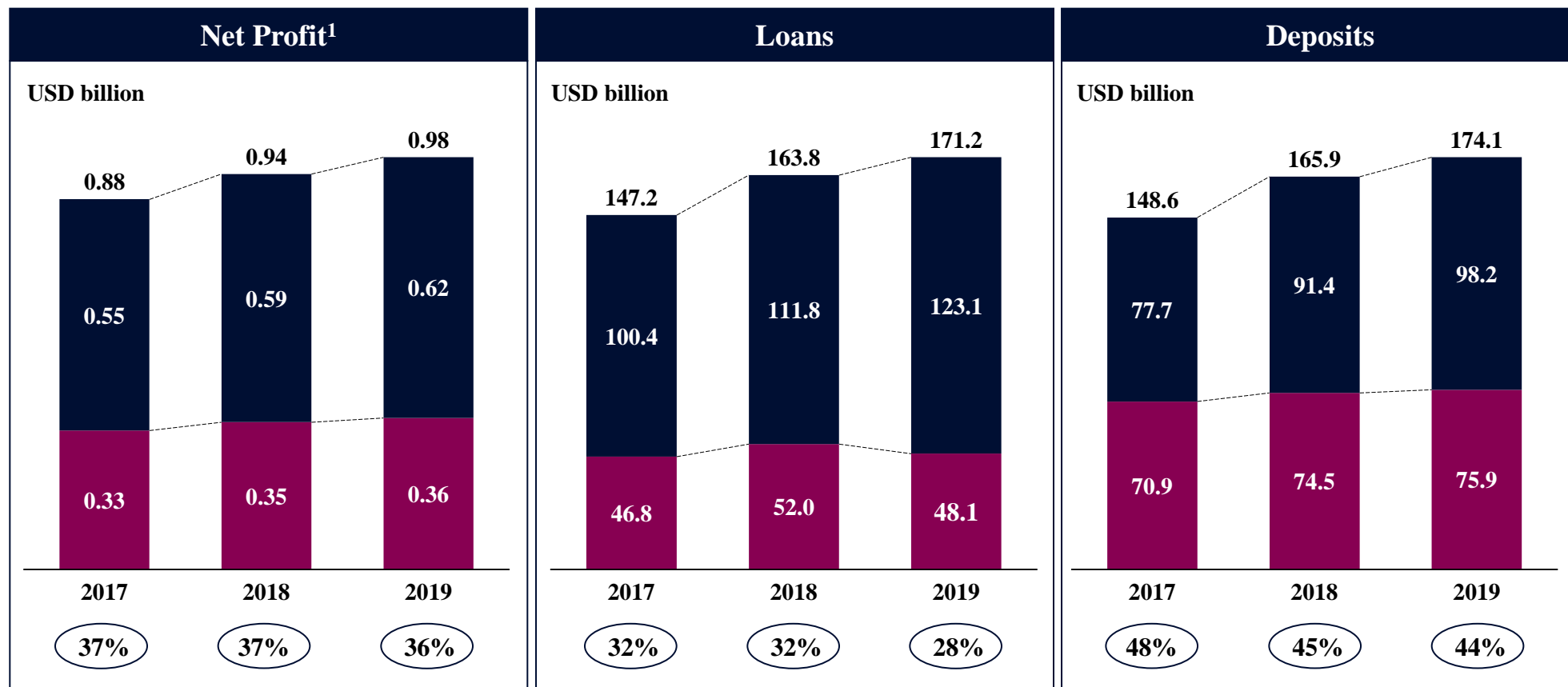
 Growth vs. March 2018



Increasing geographical diversification positively contributes to growth

Geographical Contribution (as at 31 March)

■ Domestic ■ International (%) Share of International as percentage of the total

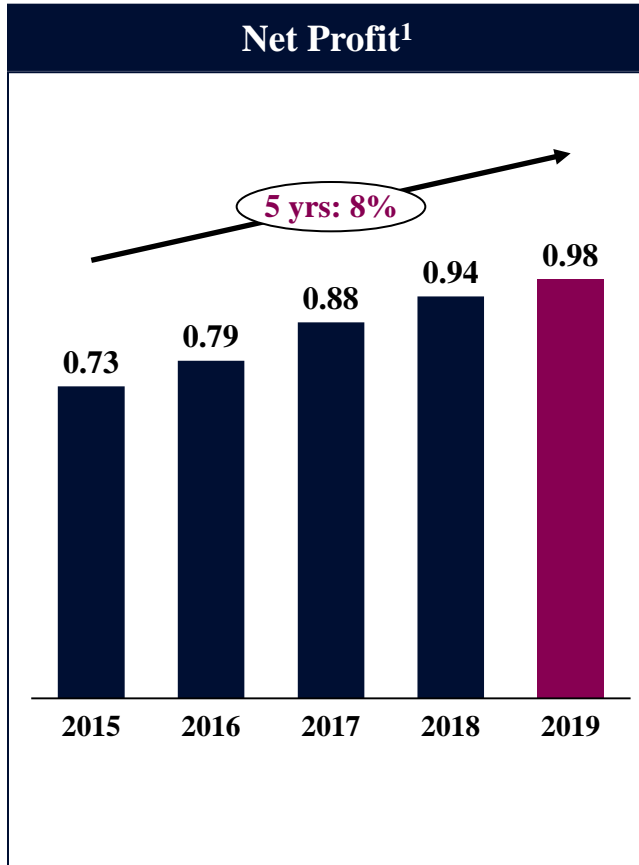


- Profit from international operations increased by USD27 Mn (8%) from 2017 to 2019

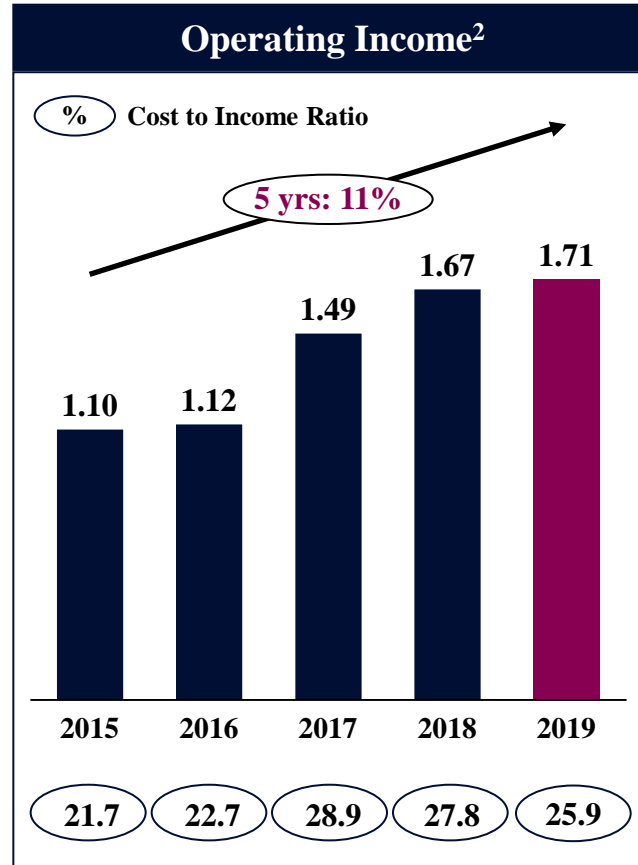
- Loans from Intl operations increased by USD1.4 Bn (3%) from 2017 to 2019
- Deposits from Intl operations increased by USD5.0 Bn (7%) from 2017 to 2019

Consistent High Profitability

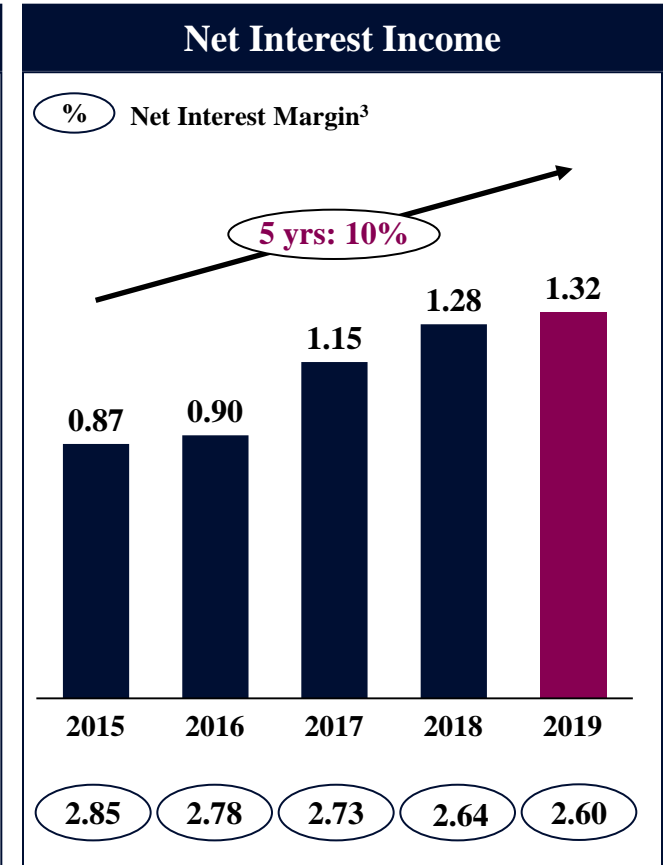
Income Statement Breakdown (USD billion as at 31 March)



- Net profit increased by 4% from March 2018
- 2014-2019 CAGR of 8%



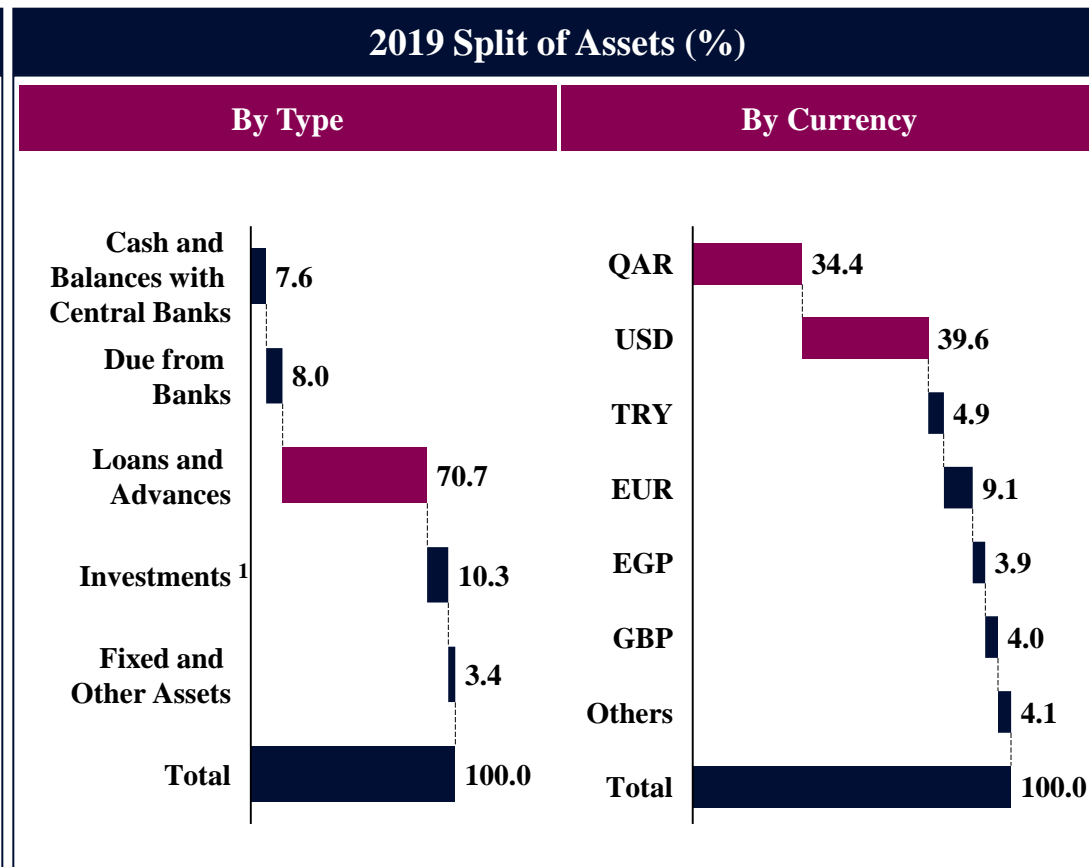
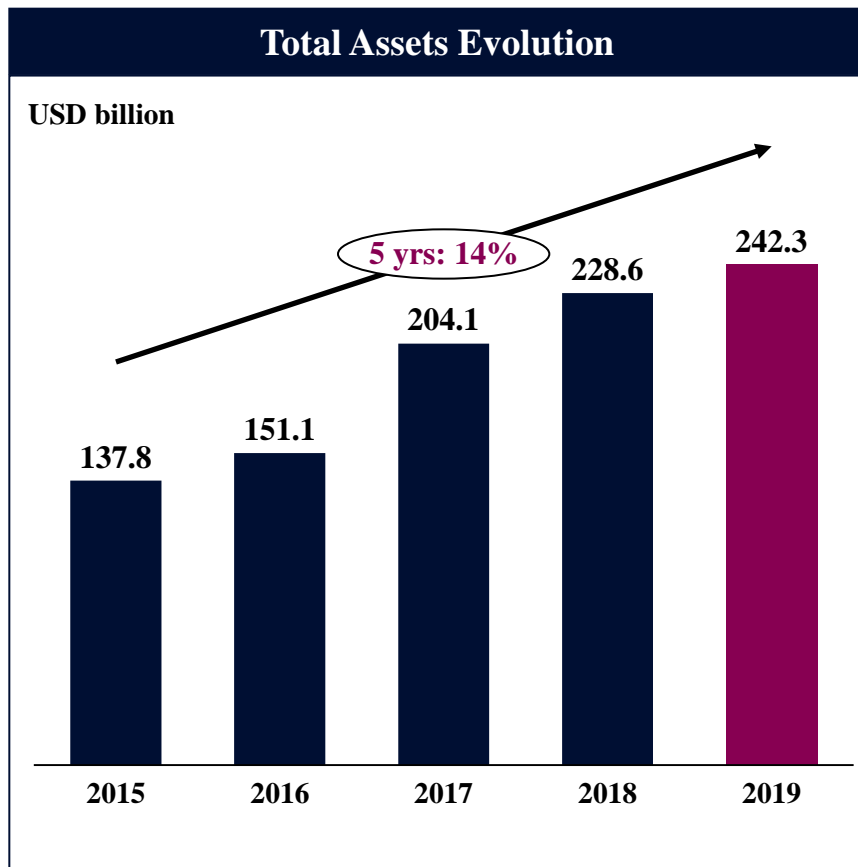
- Operating income increased by 2.5% from March 2018
- 2014-2019 CAGR of 11%



- NII increased by 3% from March 2018
- Strong NIM with the current size of more than USD240 billion of total assets

Good asset growth driven by lending activities mainly in QAR and USD

Assets Analysis (as at 31 March)

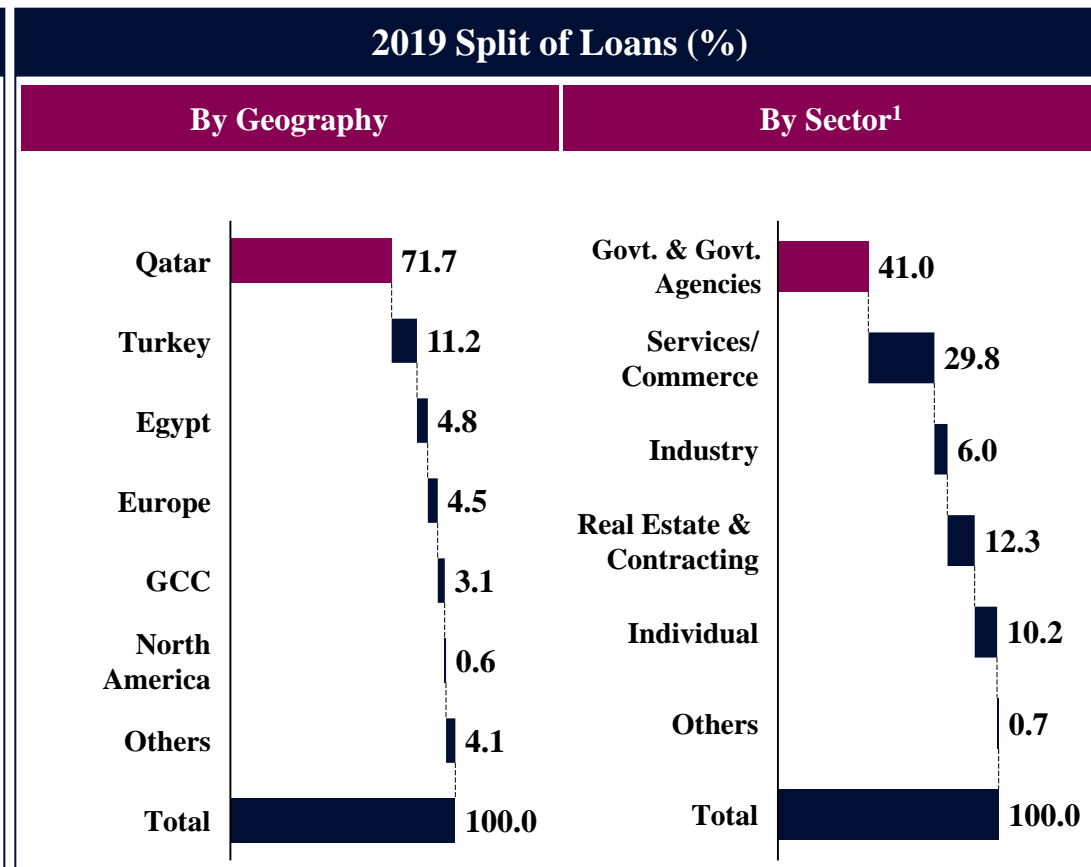
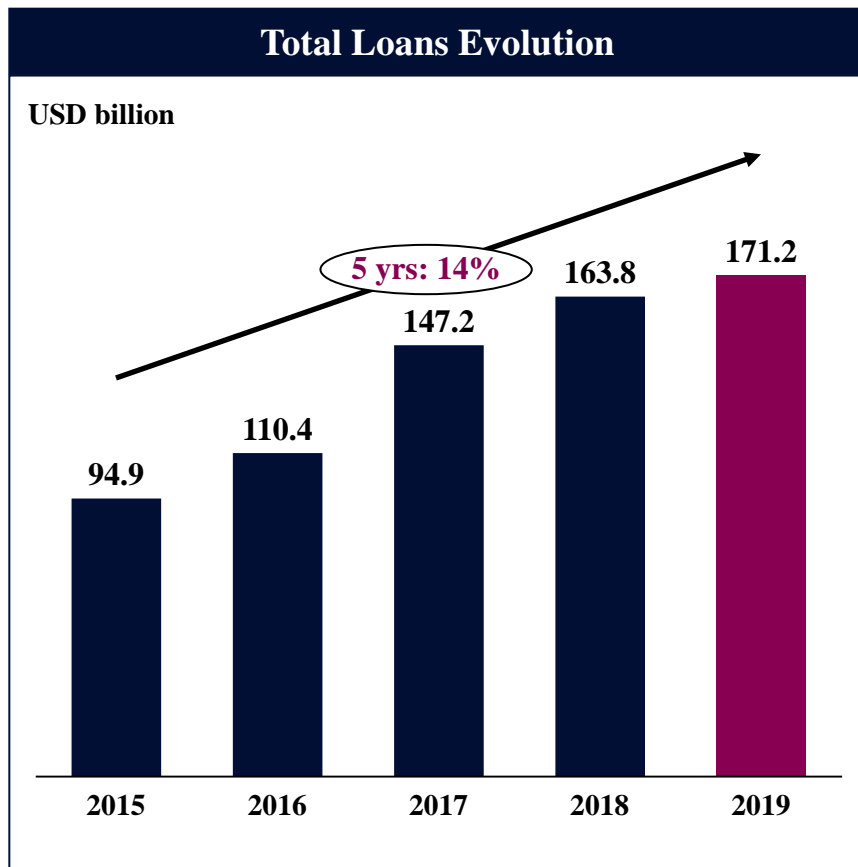


- Assets increased 6% from March 2018
- 2014-2019 CAGR of 14%

- Loans and advances represent 71% of total assets
- USD and QAR currencies account for 74% of total assets

Good loan growth

Loans Analysis (as at 31 March)

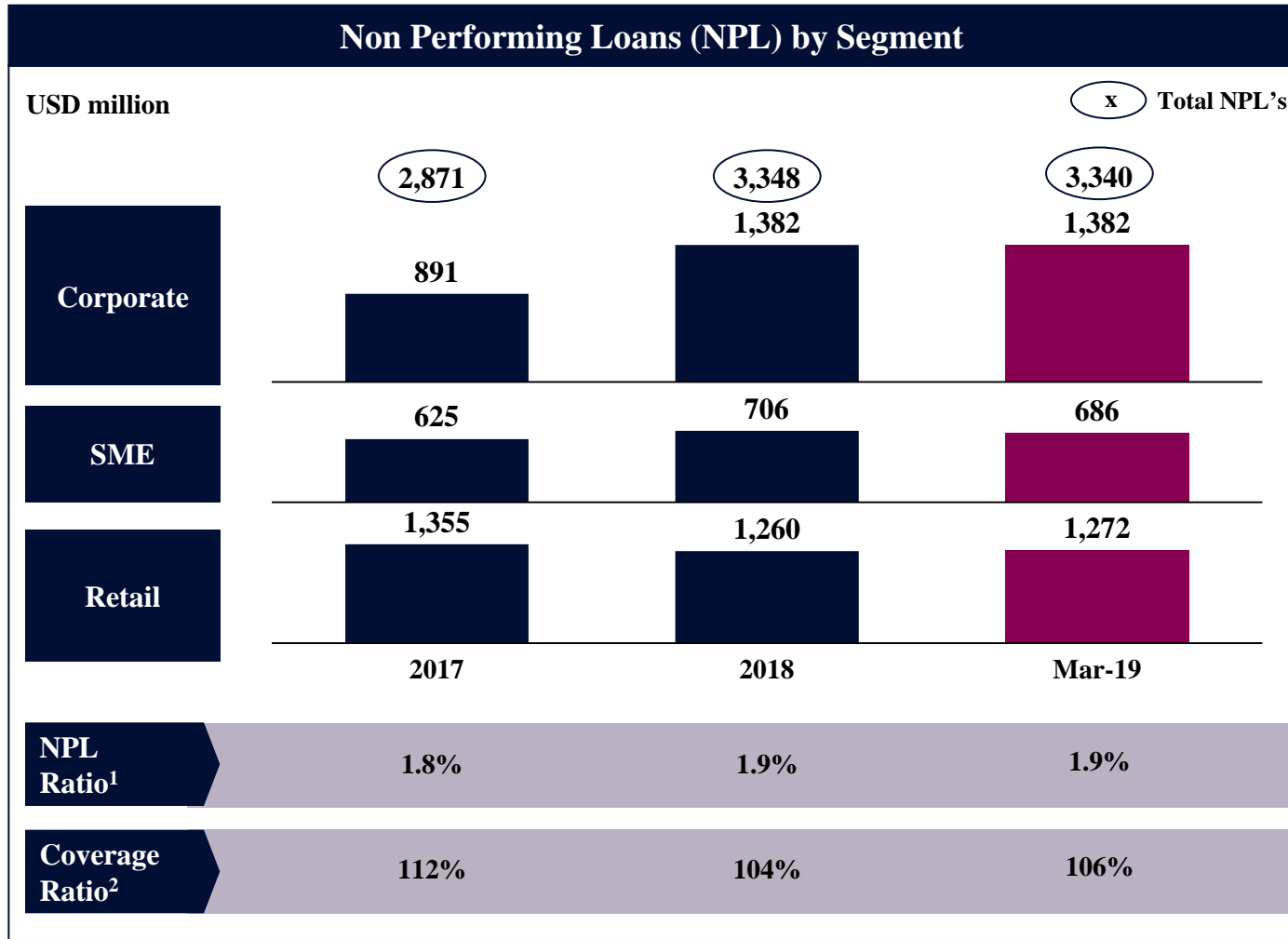


- Loans increased 5% from March 2018
- 2014-2019 CAGR of 14%

- Loans denominated in USD represent 45% of total loans
- Loan exposures are of a high quality with 41% concentration to Government and public sector entities

High quality lending portfolio is highlighted by low NPL ratios

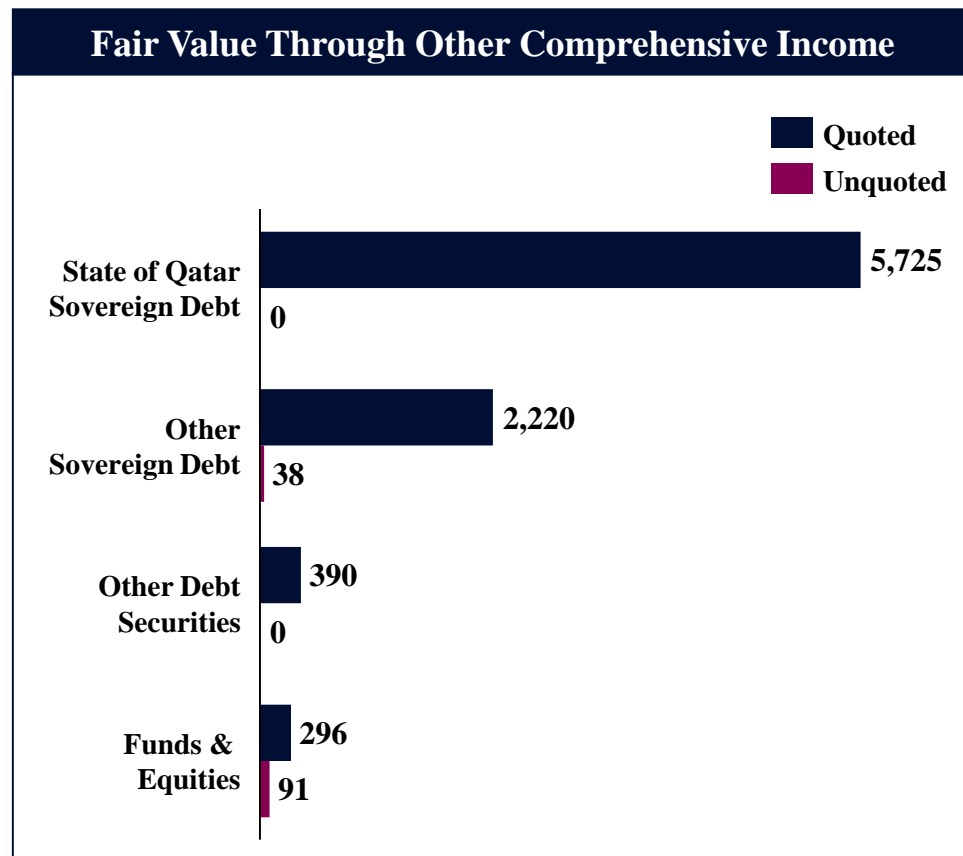
Asset Quality Analysis (as at 31 March)



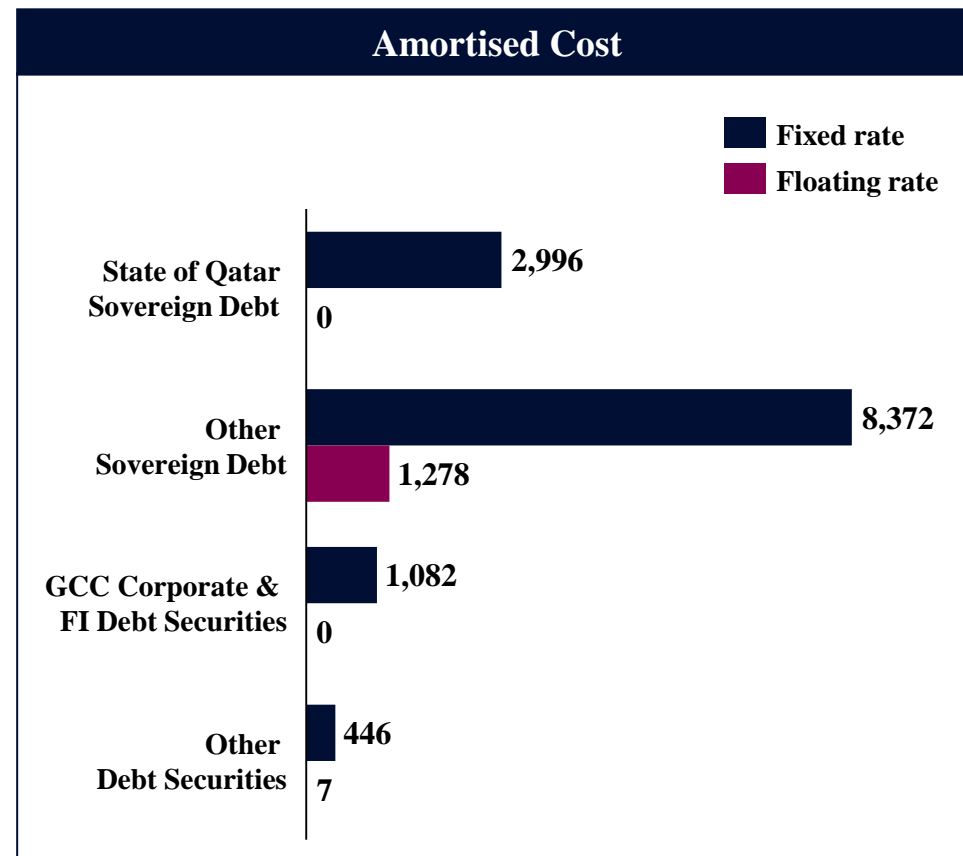
- QNB has continued to increase its provisions in response to the global economic situation
- The bank's coverage ratio has remained robust amidst the economic slowdown, with a coverage of 106% as at 31 March 2019
- Past dues are NPL after 90 days default
- There is an additional risk reserve of USD2,198 million which is greater than the 2.5% QCB requirements

High quality investment portfolio with 89% of securities rated AA or Sovereign

Investments Analysis (USD million as at 31 March 2019)



- Quoted securities account for 99% of FVOCI Investment securities



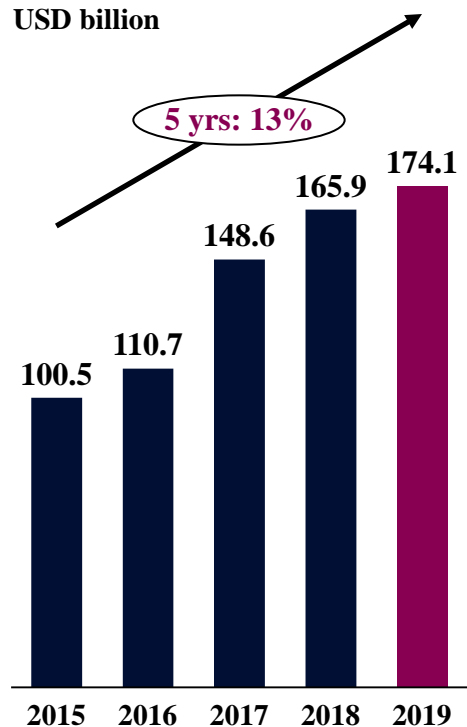
- Majority of the Amortised Cost Investment Securities are Government Guaranteed

Robust growth in customer deposits and funding

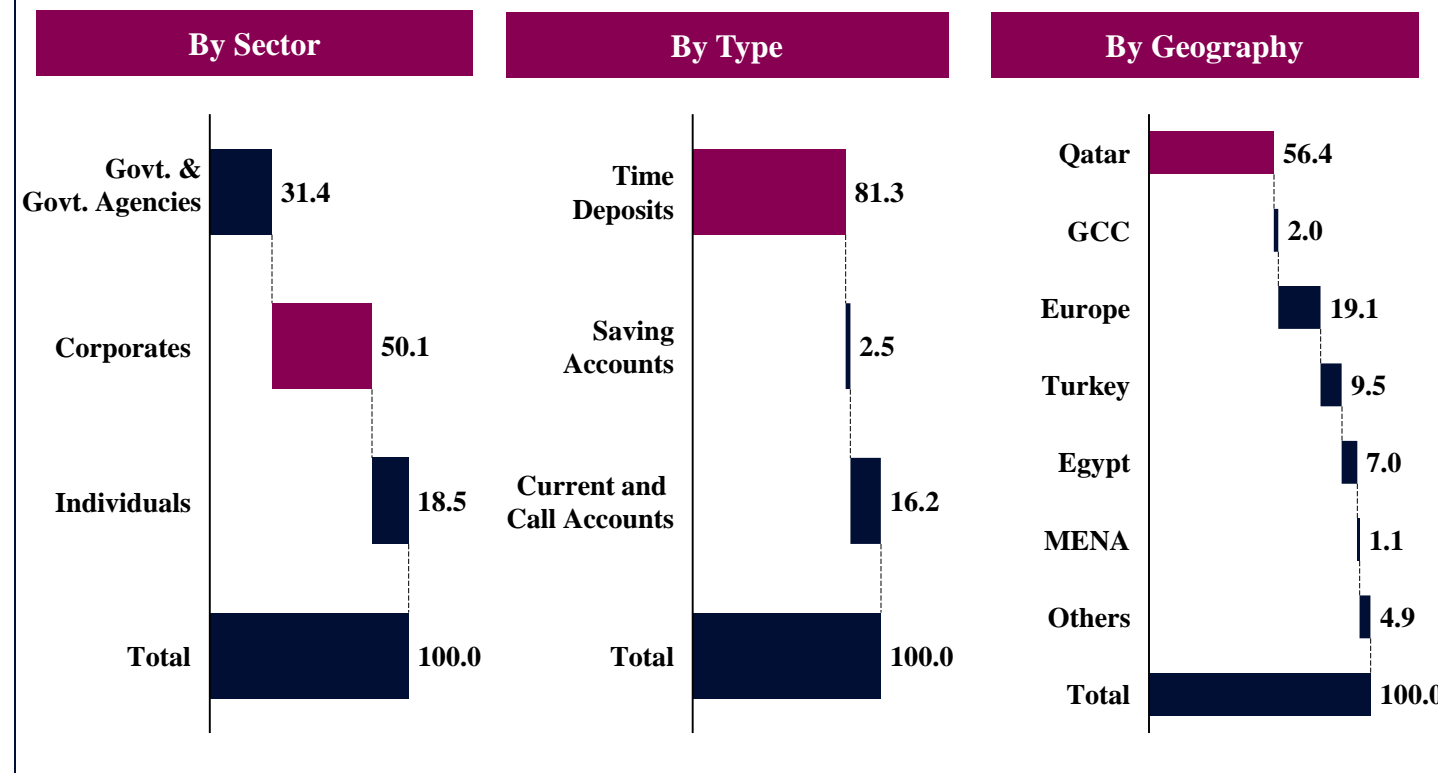
Funding Analysis (as at 31 March)

Total Customer Deposits Evolution

USD billion



2019 Split of Deposits (%)

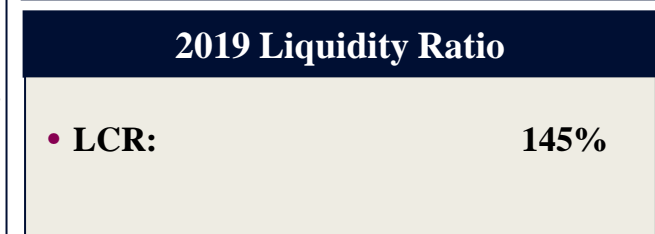
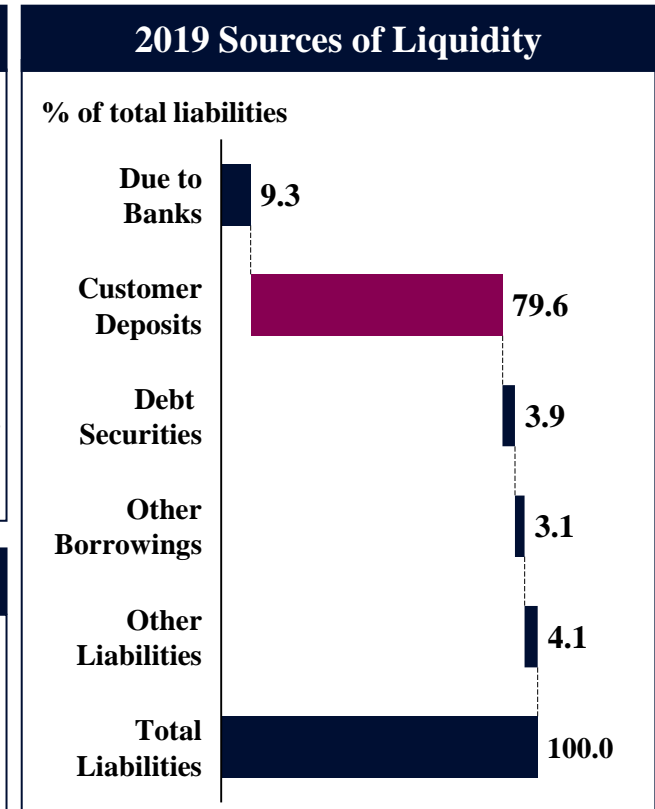
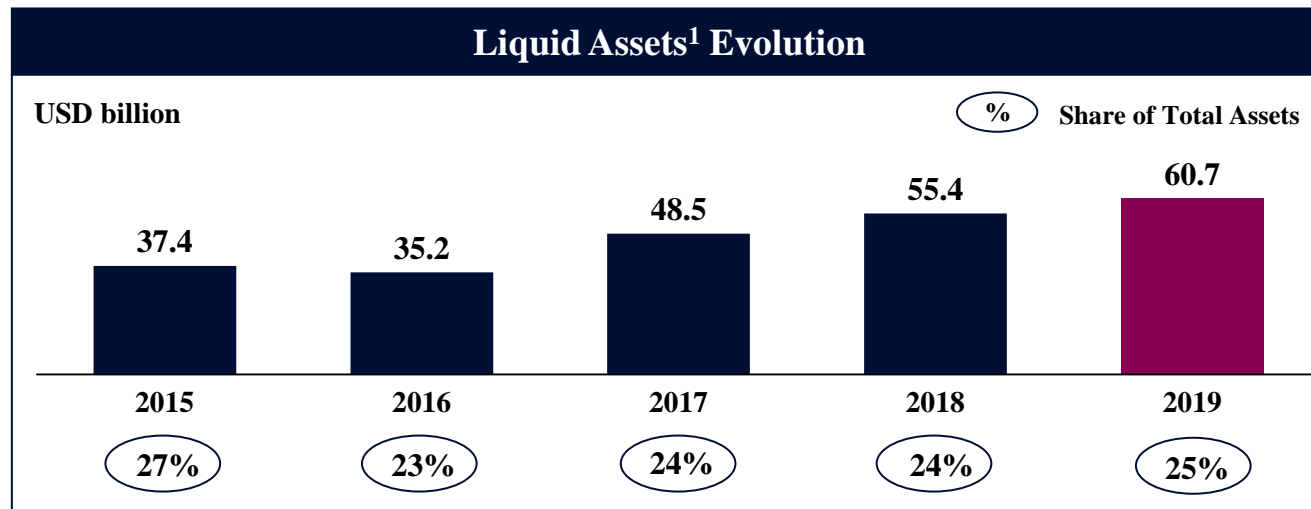
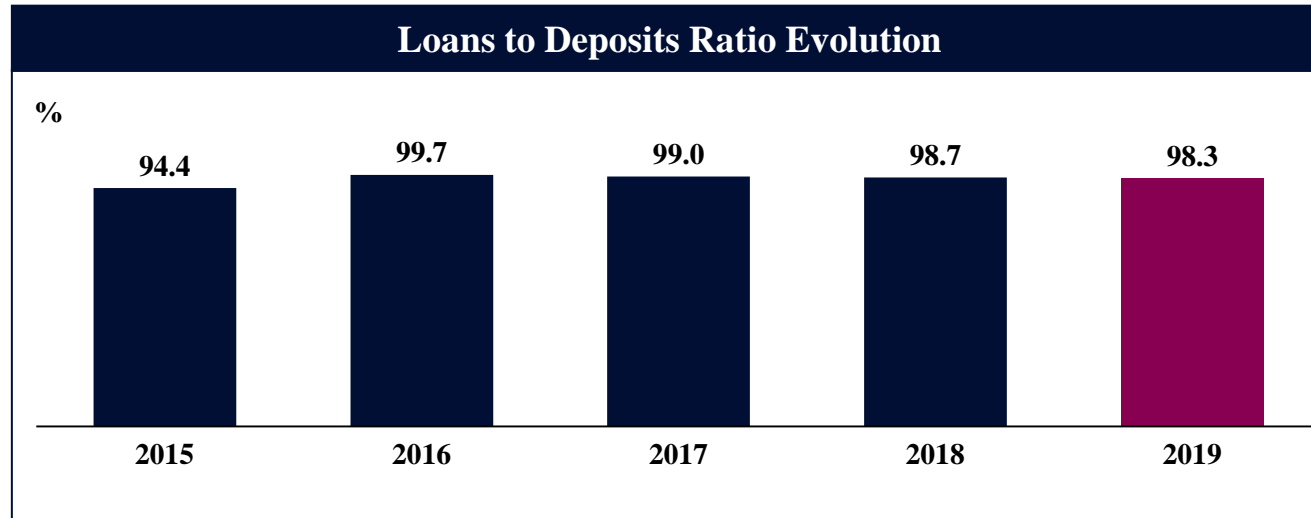


- Deposits increased 5% from March 2018
- 2014-2019 CAGR of 13%

- QNB remains the public sector's preferred bank
- USD, EGP and TRY denominated deposits represent 46%, 5% and 5% of total deposits respectively

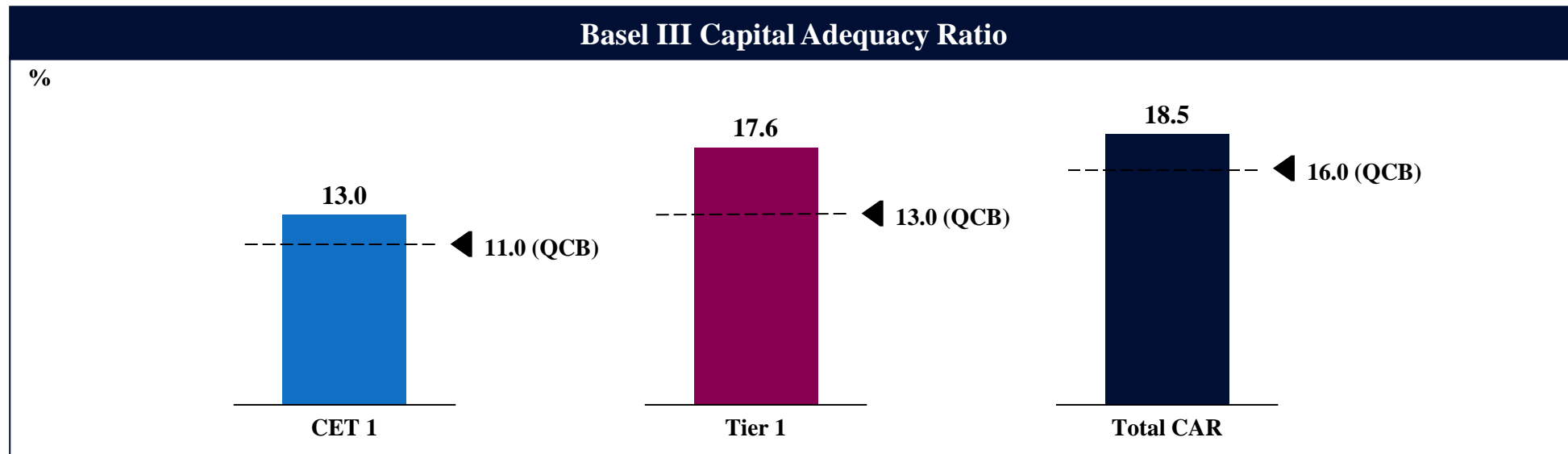
Solid liquidity profile

Liquidity Analysis (as at 31 March)



Strong capital adequacy ratio maintained above both QCB and Basel III requirements

Capital Analysis (as at 31 March)



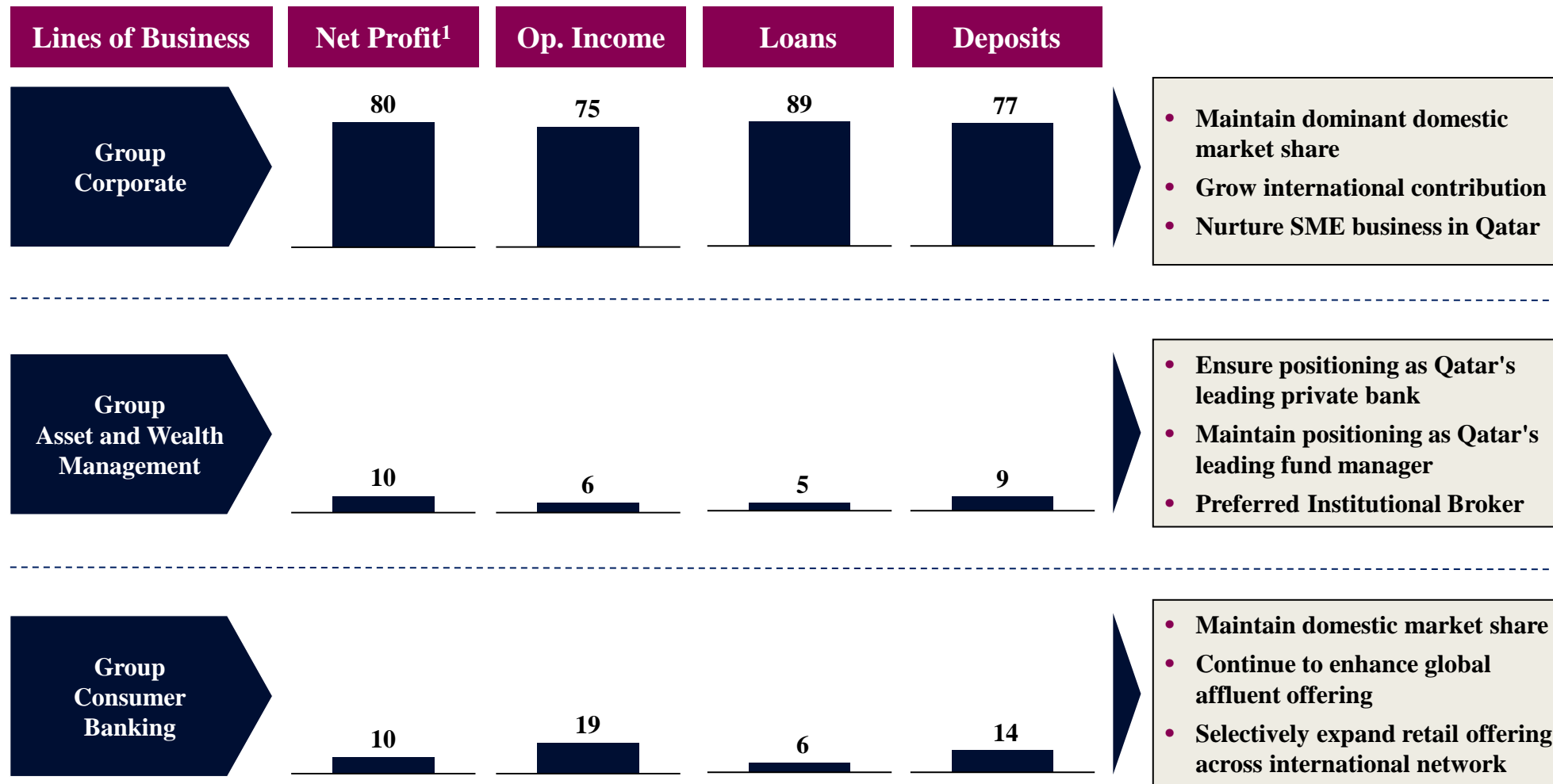
- Capital adequacy ratio is above QCB and Basel III requirements including the applicable DSIB buffer of 2.5% (effective 01-Jan-19)

Minimum CAR Requirements

%	Without buffers	Capital Conservation Buffer	DSIB Charge	ICAAP Charge	Total Requirement
CET 1 ratio	6.0	2.5	2.5	-	11.0
Tier 1 ratio	8.0	2.5	2.5	-	13.0
Total CAR	10.0	2.5	2.5	1.0	16.0

Diversifying business mix will bolster sustainable growth

Business Mix Contribution (% share as at 31 March 2019)



IFRS 9 - Additional buffer for long term earnings stability

Financial Impacts

- QNB implemented IFRS 9 with effect from 1 January 2018 based on the QCB guidelines.
- As per QCB instructions, ECL impact has been treated as Tier 2 Capital for CAR purposes with no amortisation of the transition impact.

Coverage ratio¹

<i>As of 31 March 2019</i>	Stage1	Stage2	Stage3 (NPL)
Due from Banks and Balances with Central Banks	0.03%	6.0%	-
Loans	0.3%	7.3%	106.3%
Investments	0.1%	11.5%	100.0%

Cost of Risk²

<i>31 March 2019</i>	Stage1	Stage2	Stage3 (NPL)	Total
Cost of Risk	2bps	6bps	36bps	44bps

QNB Group Financials

Key data (as at 31 March 2019)

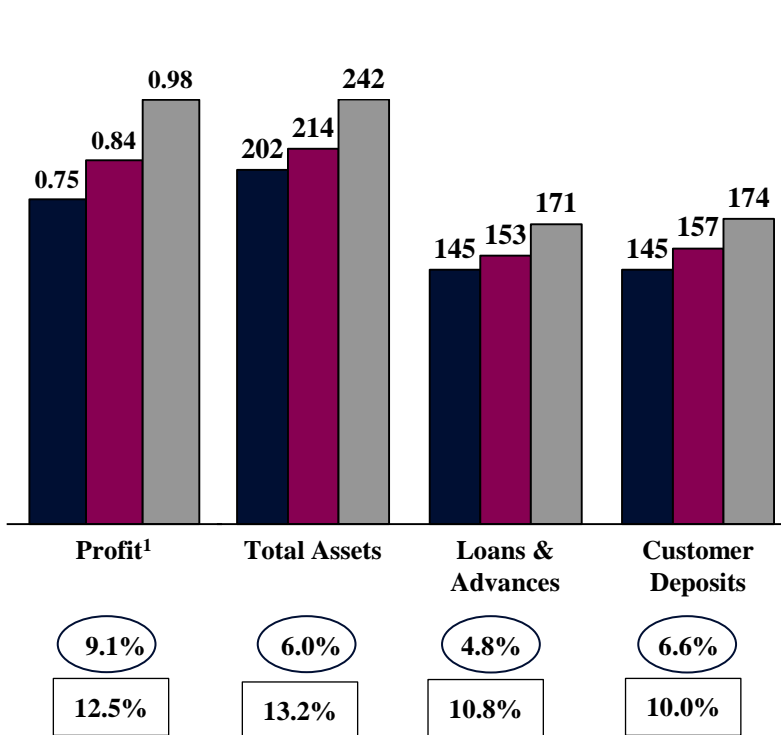
■ QNB ■ QNB incl. QNB ALAHLI ■ QNB incl. QNB Finansbank

○ Contribution of QNB AA

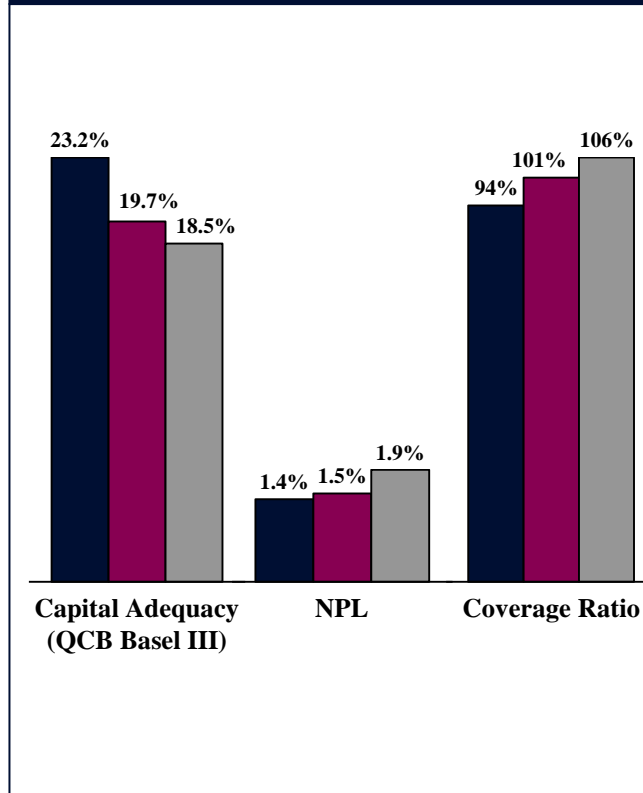
□ Contribution of QNB Finansbank

Financials

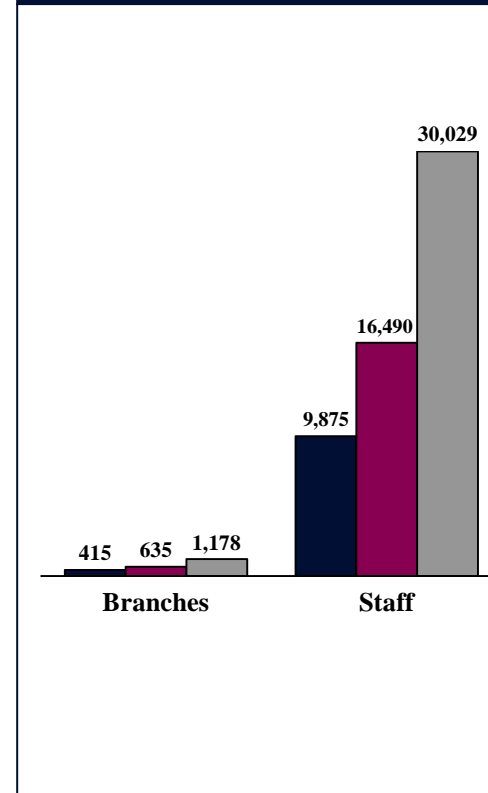
USD billion



Ratios



Presence



- Results finalised under International Financial Reporting Standards (IFRS)
- Capital Adequacy Ratio: 18.5%

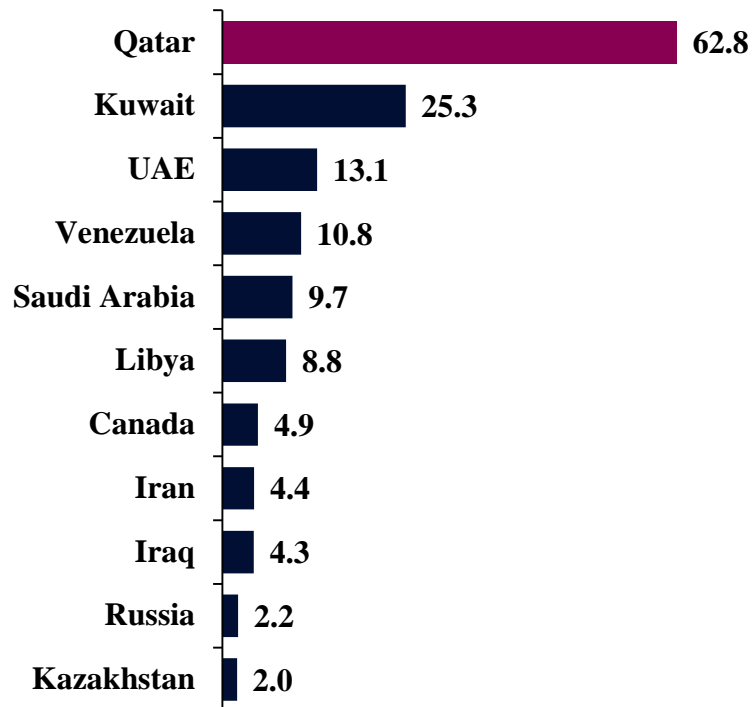


Economic Overview

Qatar's hydrocarbon wealth makes it the world's richest country

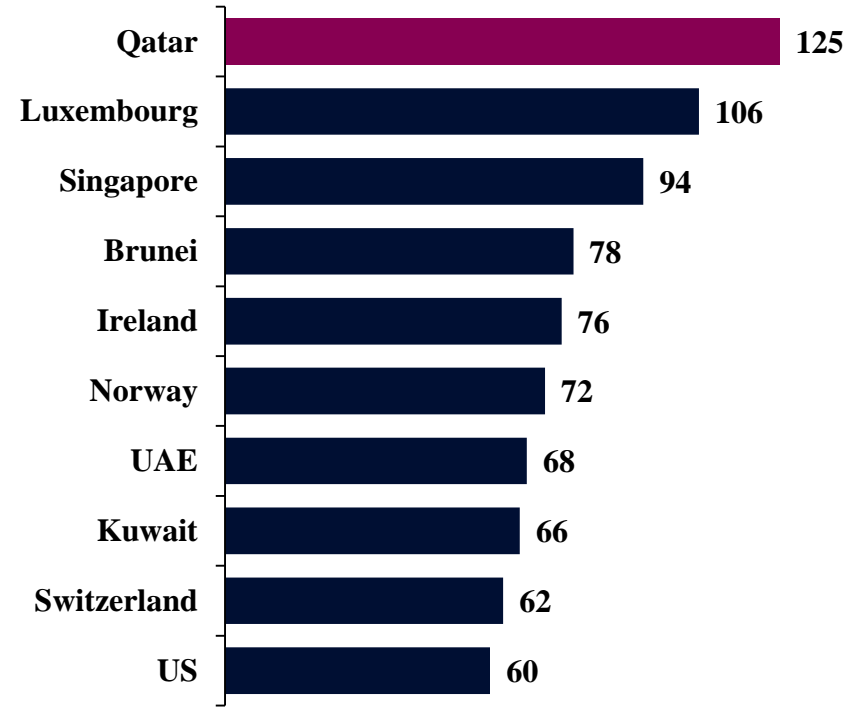
Oil and gas reserves per capita (2017)

k barrels of oil equivalent (boe)



GDP per capita (2017)

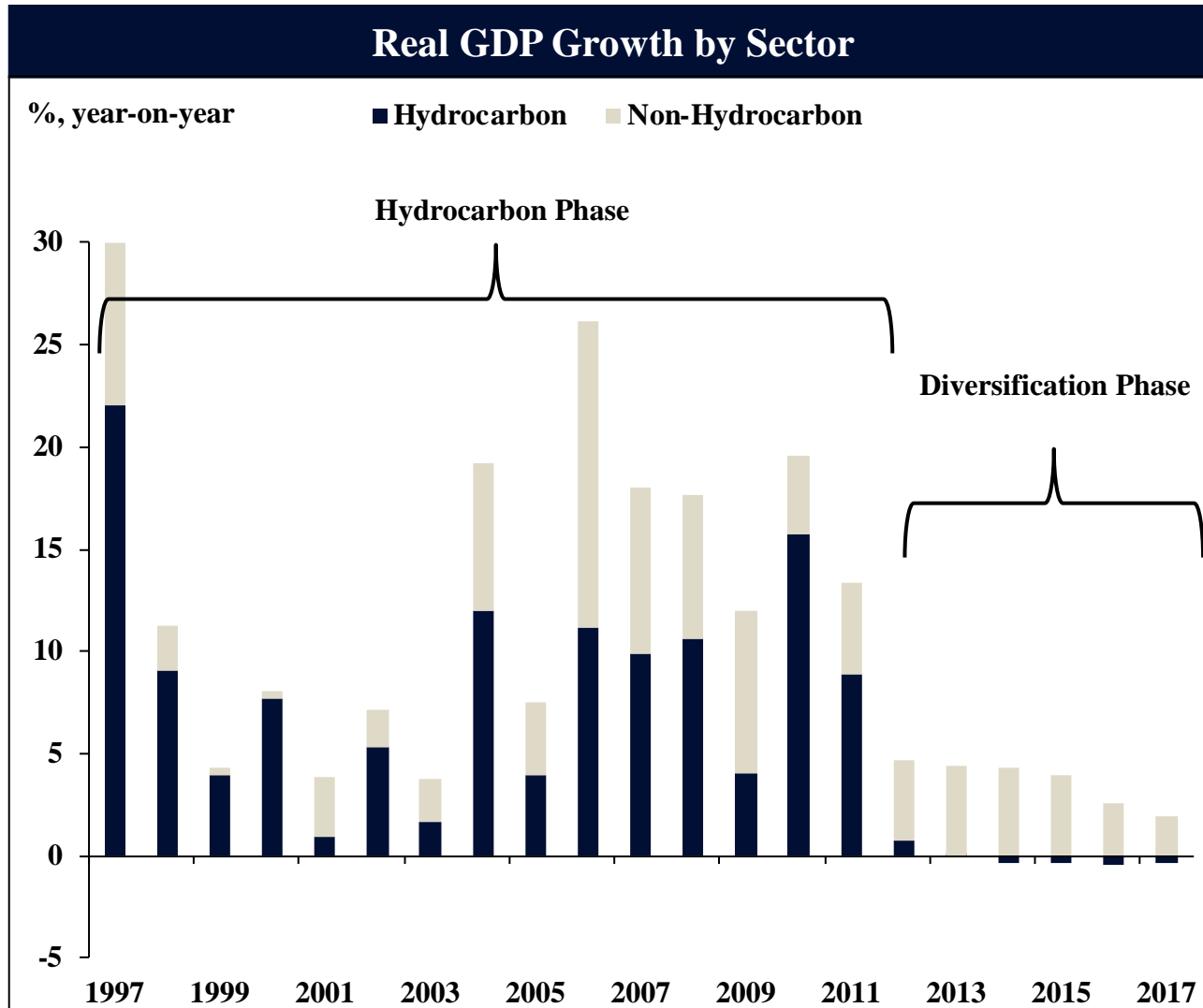
k USD PPP



At current extraction rates, Qatar's proven gas reserves would last for another 141 years

Development of the hydrocarbon sector has made Qatar the world's richest country

Qatar accumulated large reserves during its hydrocarbon expansion and is now using these reserves to diversify the economy through major investments



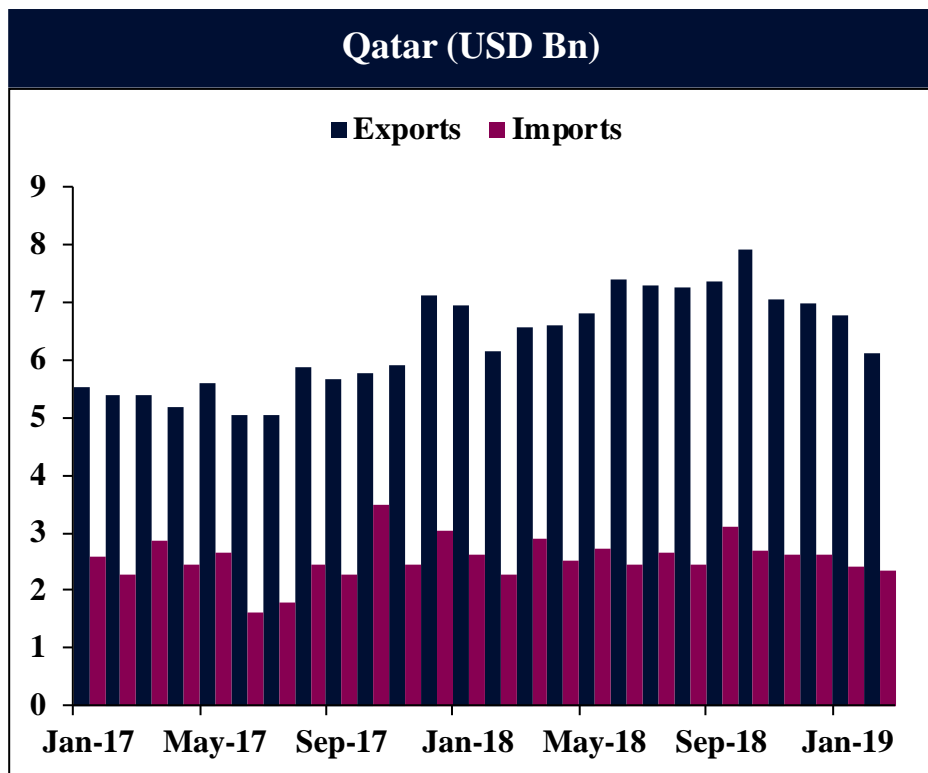
Qatar's National Vision 2030 aims to create a knowledge based and diversified economy

Qatar's National Vision 2030 is supported by a large infrastructure investment programme

Major Projects Pipeline as of March 2019			
	Project	Budget (USD Bn)	End
Construction	Lusail Mixed-Use Development	45.0	2025
	Education City	8.9	2019
	FIFA World Cup Stadiums	5.0	2020
Transport	Qatar Integrated Rail	44.0	2026
	Ashghal Expressway Programme	25.0	2021
	Hamad International Airport, Phase I, II & III	25.0	2022
	Ashghal Local Roads & Drainage	18.0	2022
	Hamad Port, Phases II & III	9.4	2025
Oil	Bul Hanine Oilfield Redevelopment	11.0	2021

Comments
<ul style="list-style-type: none"> • New investment sectors are opening up to support self sufficiency and long-term growth • Focus areas for investment are the transport, construction, logistics and manufacturing sectors • In parallel to the diversification phase, new investment opportunities are expected to arise from the increase in LNG production over the medium-term

Qatar's fundamentals resilient despite the blockade



- Imports have recovered since the blockade
- New trade routes have been established
- Exports have grown despite the blockade

Financial Soundness Indicators (2016-2018, %)

	2016	2017	2018
Capital Adequacy			
Tier 1 capital/risk-weighted assets	15.7	16.5	17.0
Regulatory capital/risk-weighted assets	16.1	16.8	18.0
Asset Quality			
Non-performing loans/total loans	1.3	1.6	1.9
Liquidity			
Liquid assets/total assets	29.6	28.2	29.1
Total loans/total deposits	113.7	108.8	114.1
Total loans/total assets	66.7	67.1	66.6
Profitability			
Return on assets	1.7	1.5	1.6
Return on equity	14.6	13.9	15.3

- Financial system remains resilient and healthy
- Capital adequacy improved in 2018 while asset quality remains high

Qatar is one of the highest rated sovereigns in the world, ranking above a number of advanced economies

Moody's Sovereign Ratings ¹										
Investment Grade	AAA	US, Germany, Canada, Australia, N Zealand, Switz'nd, Norway, Sweden, Denmark, Neth'lands, Lux'bourg, Singapore								
	Aa1	Austria, Finland								
	Aa2	UK, France, South Korea, Hong Kong, Isle of Man								
	Aa3	Qatar , Belgium, Taiwan, Macau, Cayman Islands, Faroe Islands								
	A1	Chile, China, Japan, Saudi Arabia, Estonia, Czech								
	A2	Bermuda, Slovakia, Poland, Botswana, Ireland								
	A3	Iceland, Mexico, Latvia, Lithuania, Malaysia, Malta, Peru								
	Baa1	Spain, Thailand, Slovenia, Mauritius, Panama								
	Baa2	India, Indonesia, Uruguay, Philippines, Bulgaria, Colombia								
	Baa3	Italy, Portugal, Hungary, South Africa, Kazakhstan, Bahamas, Romania, Russia								
Non-Investment Grade										
Ba1	Ba2	Ba3	B1	B2	B3	Caa1	Caa2	Caa3	Ca	C

Disclaimer

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- These materials contain statements about future events and expectations that are forward-looking statements.*
- These statements typically contain words such as "expects" and "anticipates" and words of similar import.*
- Any statement in these materials that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.*
- None of the future projections, expectations, estimates or prospects in this presentation should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the presentation.*
- Past performance cannot be relied on as a guide to future performance.*
- The Bank assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.*
- The opinions presented herein are based on general information gathered at the time of writing and are subject to change without notice.*
- The Bank relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness.*