



Investor Relations Presentation

September 2021



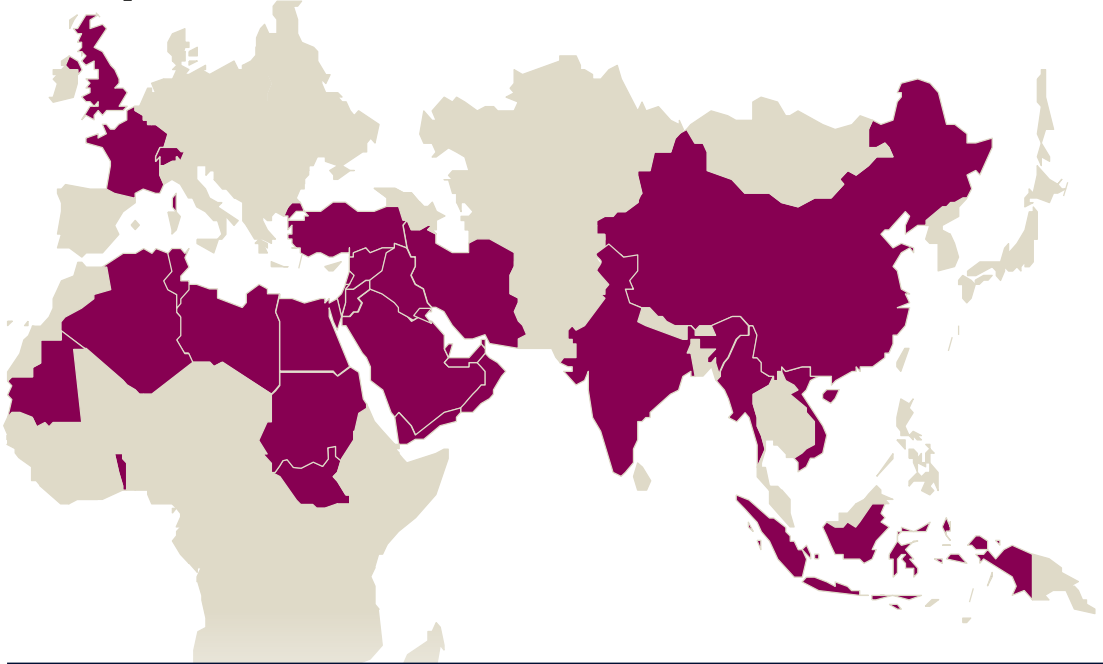
Contents

1. QNB at a Glance
2. QNB Comparative Positioning – Qatar and MEA
3. Financial Highlights – as at 30 September 2021
4. Sustainability
5. Economic Overview

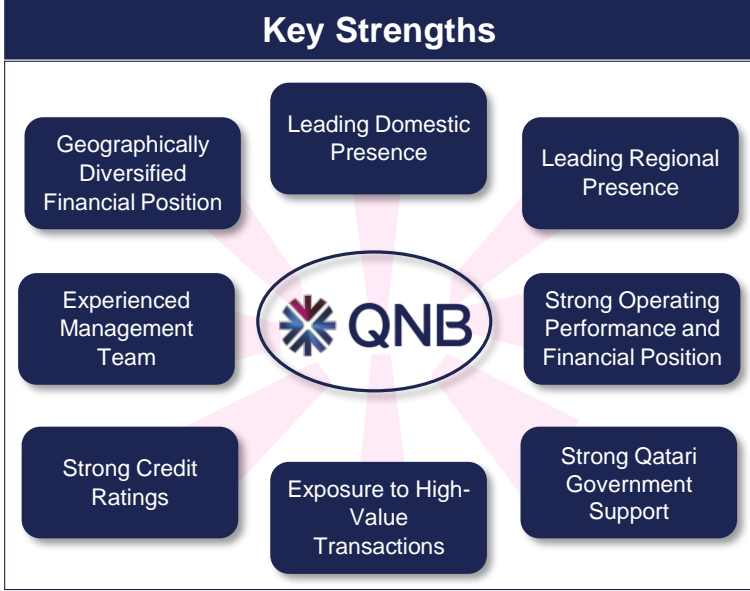


QNB at a Glance

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 6.1 Bn¹
-  About 28,000 employees operating from more than 1000 locations



Solid financial strength



Top-tier credit ratings

USD 48.6 Bn	USD 2.82 Bn
Market Cap.	Net Profit ²
USD 297.7 Bn	USD 0.28
Assets	EPS

A	Aa3
Standard & Poor's	Moody's
AA-	A+
Capital Intelligence	Fitch

QNB's International Footprint







Sub-Saharan Africa

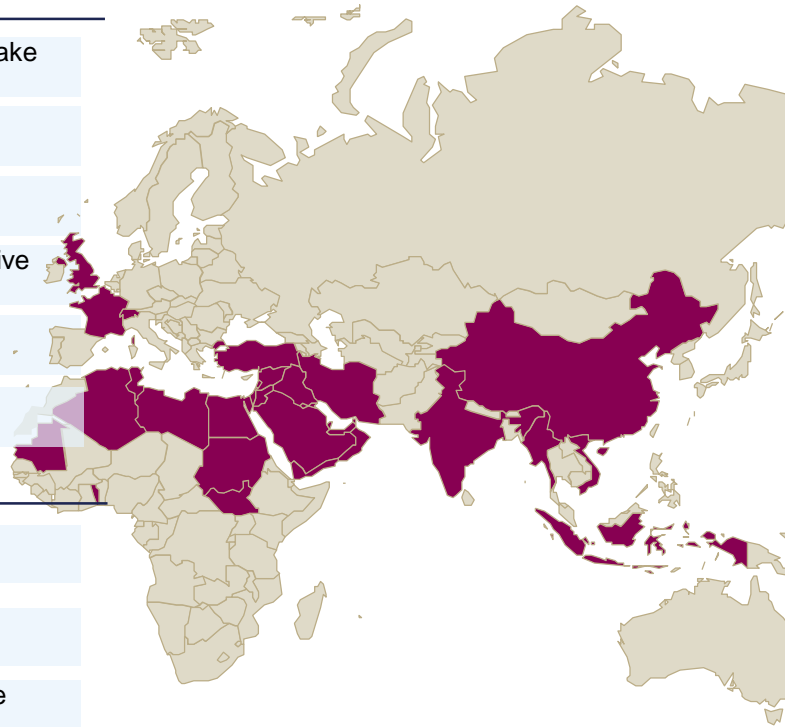
	South Sudan: (1 Branch)
	Togo: (690 Branches ³ , 20.1% stake in Ecobank)

Asia














	Indonesia: (17 Branches, 92.48% stake In QNB Indonesia)
	Singapore: (1 Branch)
	India: (1 Branch)
	China / Hong Kong: (1 Representative office, 1 Branch)
	Vietnam: (1 Representative office)
	Myanmar: (1 Representative office)

North Africa

	Egypt: (231 Branches, 95.0% stake in QNB ALAHLI)
	Libya: (1 ¹ Representative office)
	Tunisia: (37 Branches, 99.99% stake in QNB Tunisia)
	Sudan: (3 Branches)
	Algeria: (7 ¹ Branches)
	Mauritania: (1 Branch)



Middle East

Qatar: (53 Branches)	
KSA: (1 Branch)	
UAE: (7 (+1 ¹) Branches, 40.0% stake in CBI)	
Syria: (15 (+30 ¹) Branches, 50.8% stake in QNB Syria)	
Palestine: (15 ¹ Branches)	
Iraq: (8 (+1 ¹) Branches, 54.2% stake in Mansour Bank)	
Oman: (6 Branches)	
Bahrain: (1 ¹ (+1 ¹) Branch)	
Kuwait: (1 Branches)	
Lebanon: (1 Branch)	
Yemen: (1 Branch)	
Iran: (1 Representative office ²)	
Jordan: (114 ² (+3 ¹) Branches, 38.6% stake in Housing Bank of Trade & Finance)	

Europe

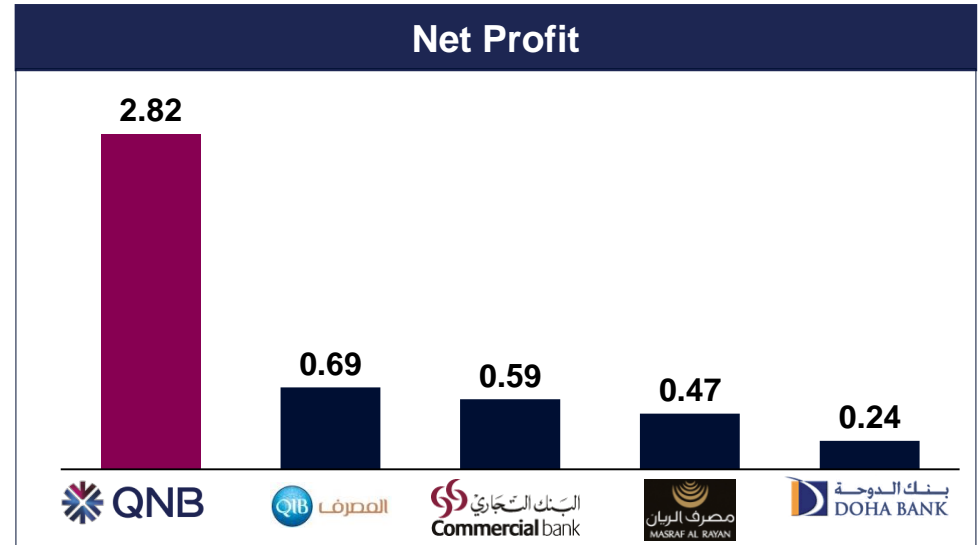
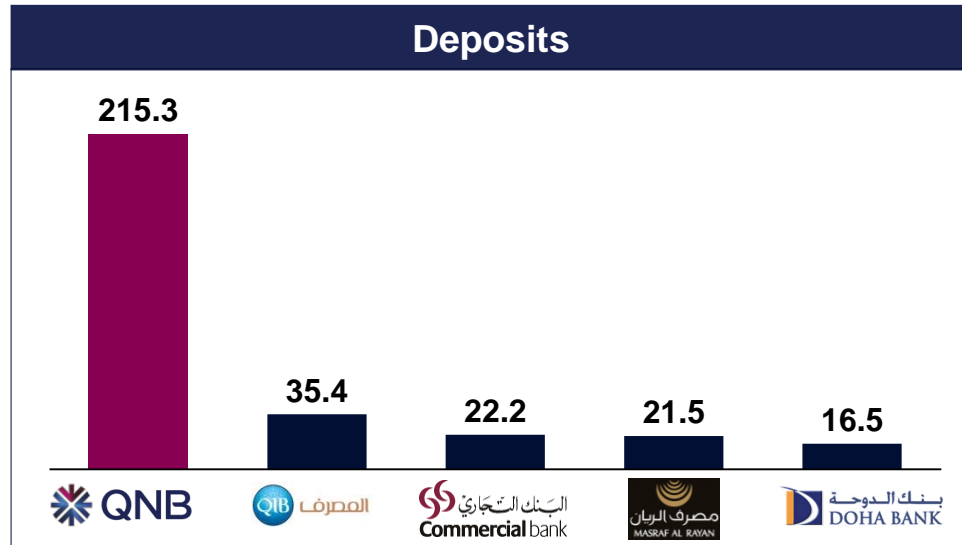
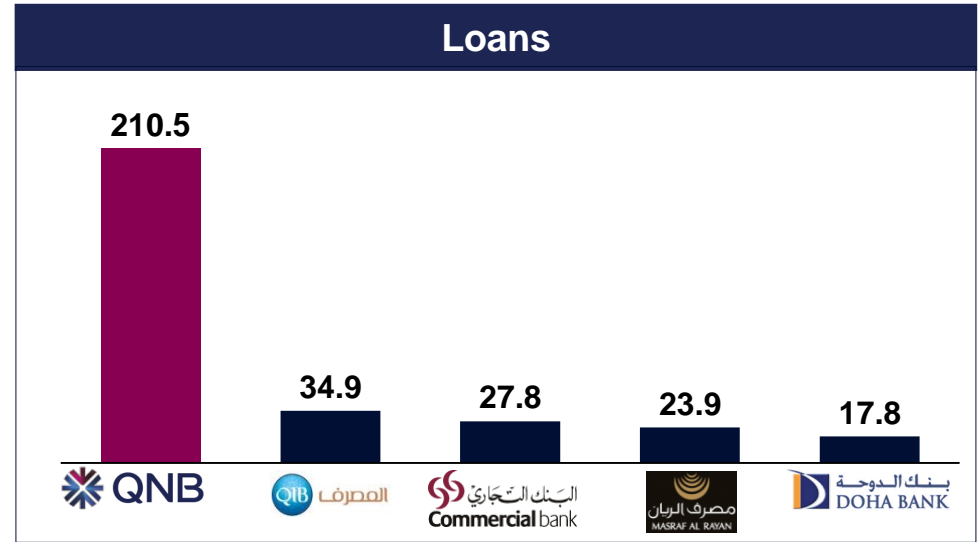
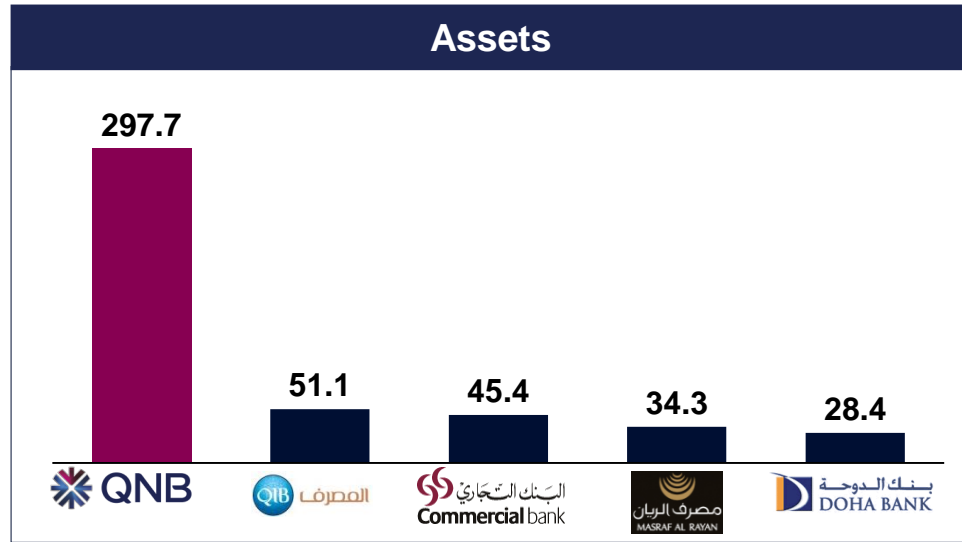
United Kingdom: (1 (+1 ¹) Branch)	
France: (1 Branch)	
Switzerland: (1 Office, 100% stake in QNB Suisse SA)	
Turkey: (465 Branches, 99.88% stake in QNB Finansbank)	



QNB Comparative Positioning – Qatar and MEA

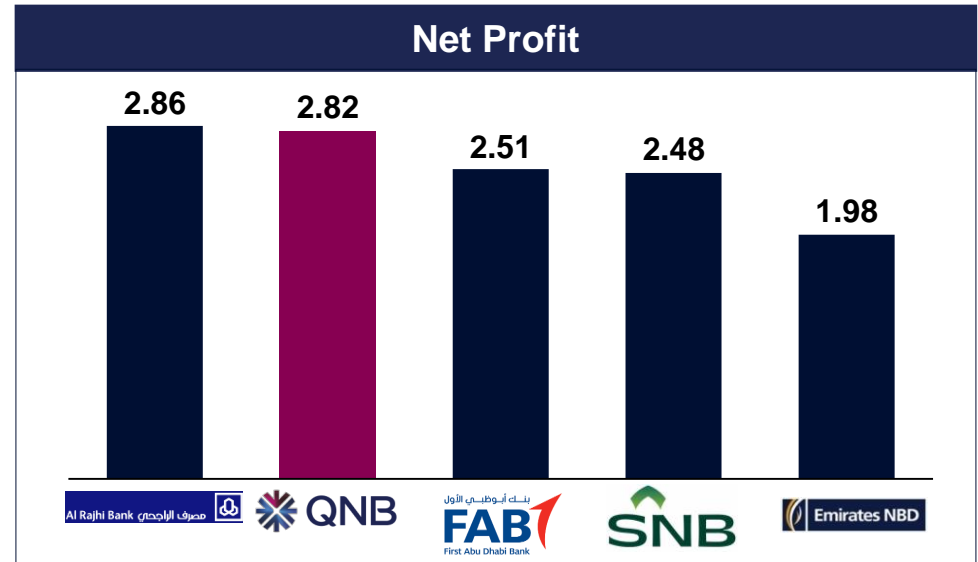
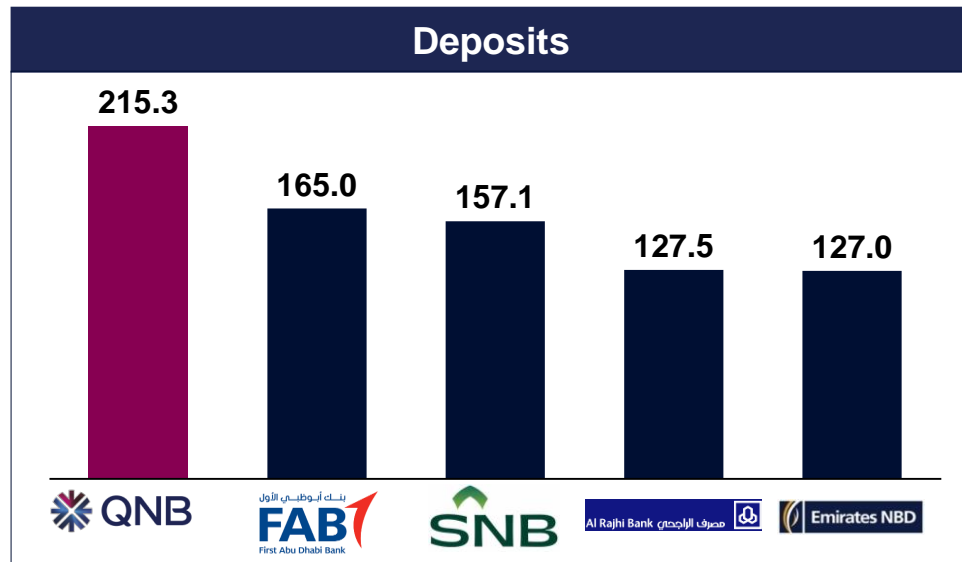
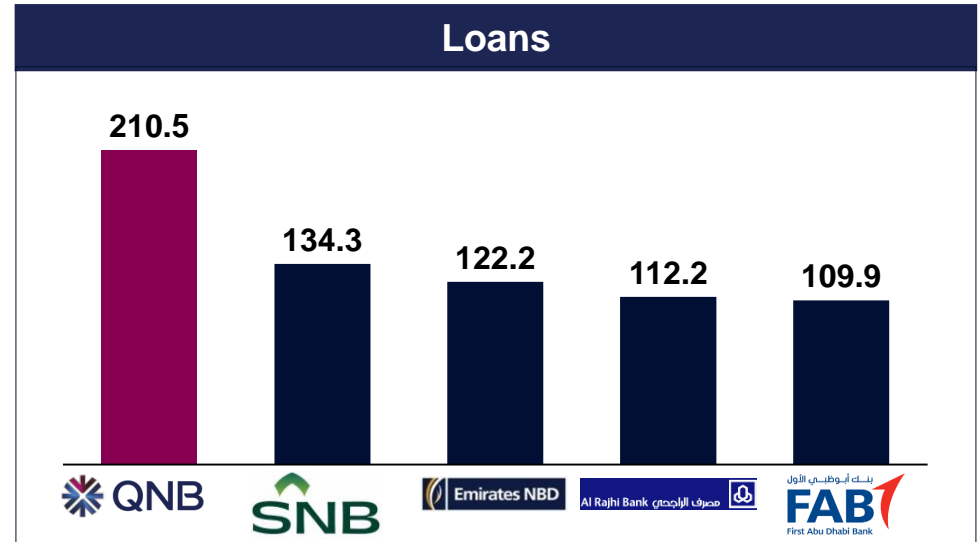
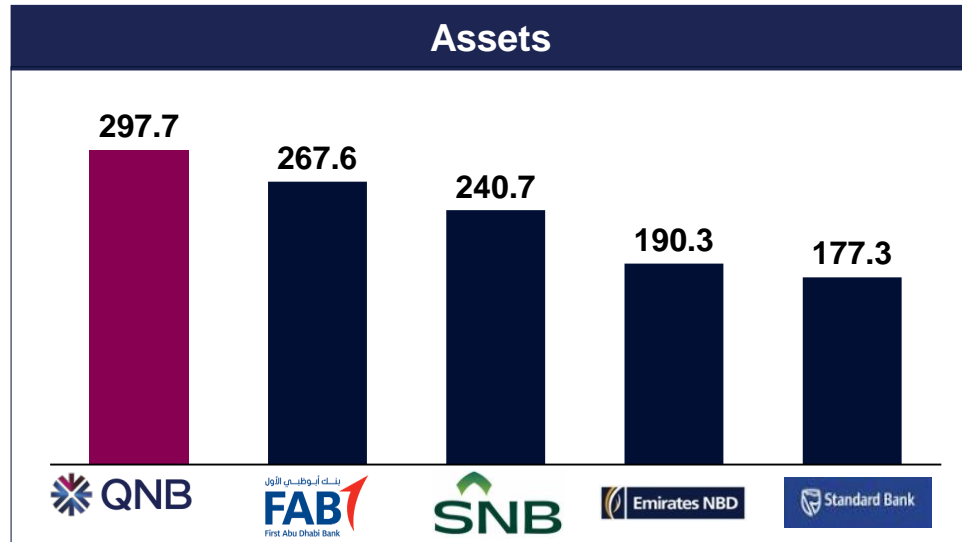
Top 5 Listed Domestic Banks – September 2021

QNB continues to excel in the domestic market



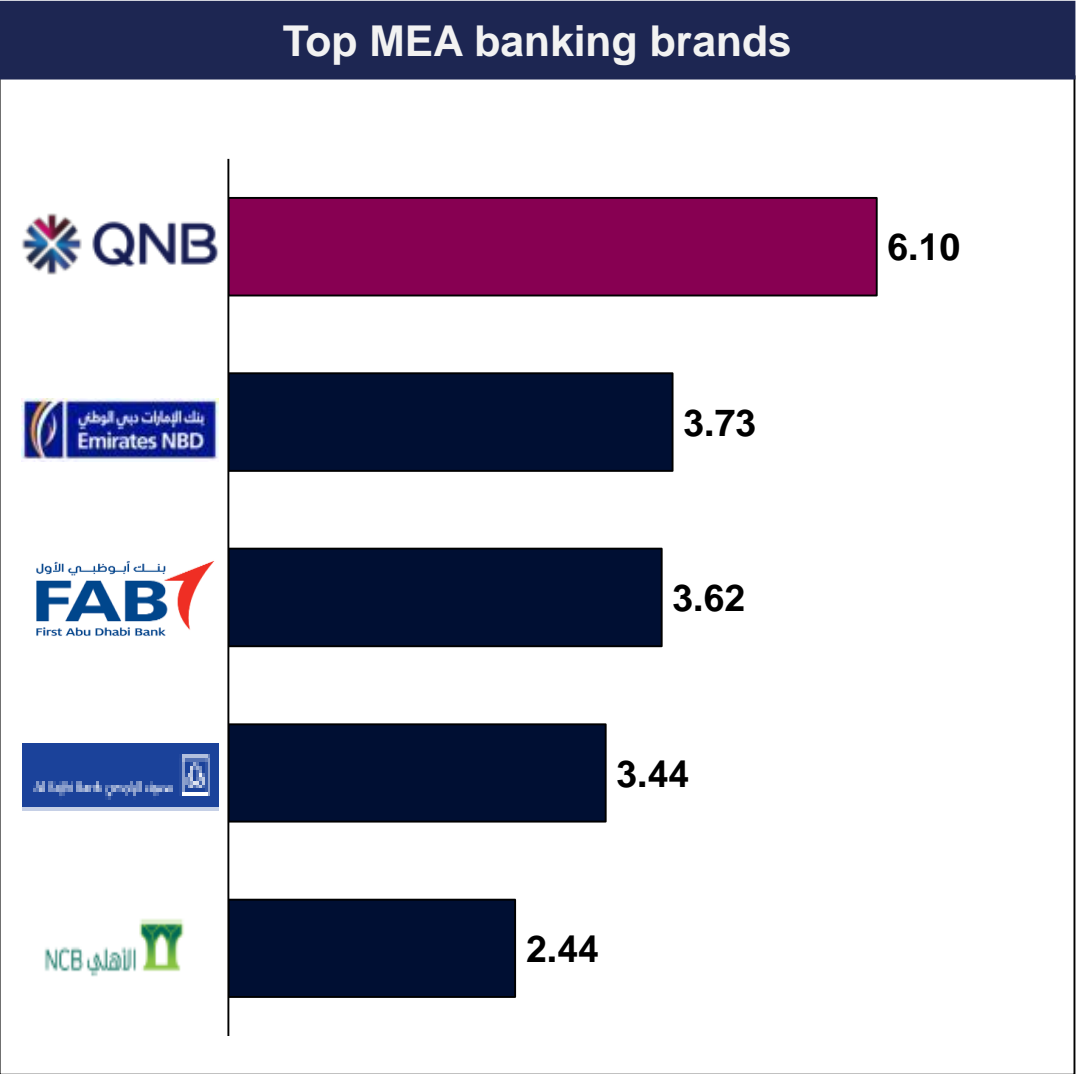
Top 5 Listed MEA Banks – September 2021

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



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

Brand value (USD Bn as at 31-Dec-20)



- ### Key highlights
- QNB retains the most valuable Banking Brand in Middle East and Africa region
 - 2021 Brand Value for Group increased to USD 6.107 billion
 - Brand Strength Index (BSI) for QNB Group remained steady at 82
 - In the 2021 Global Banking Brands League Tables, QNB moved from 52nd place to 48th spot
 - In the 2021 Global 500 Brands (all categories), QNB moved up 23 places to 321 position from 344 in 2020




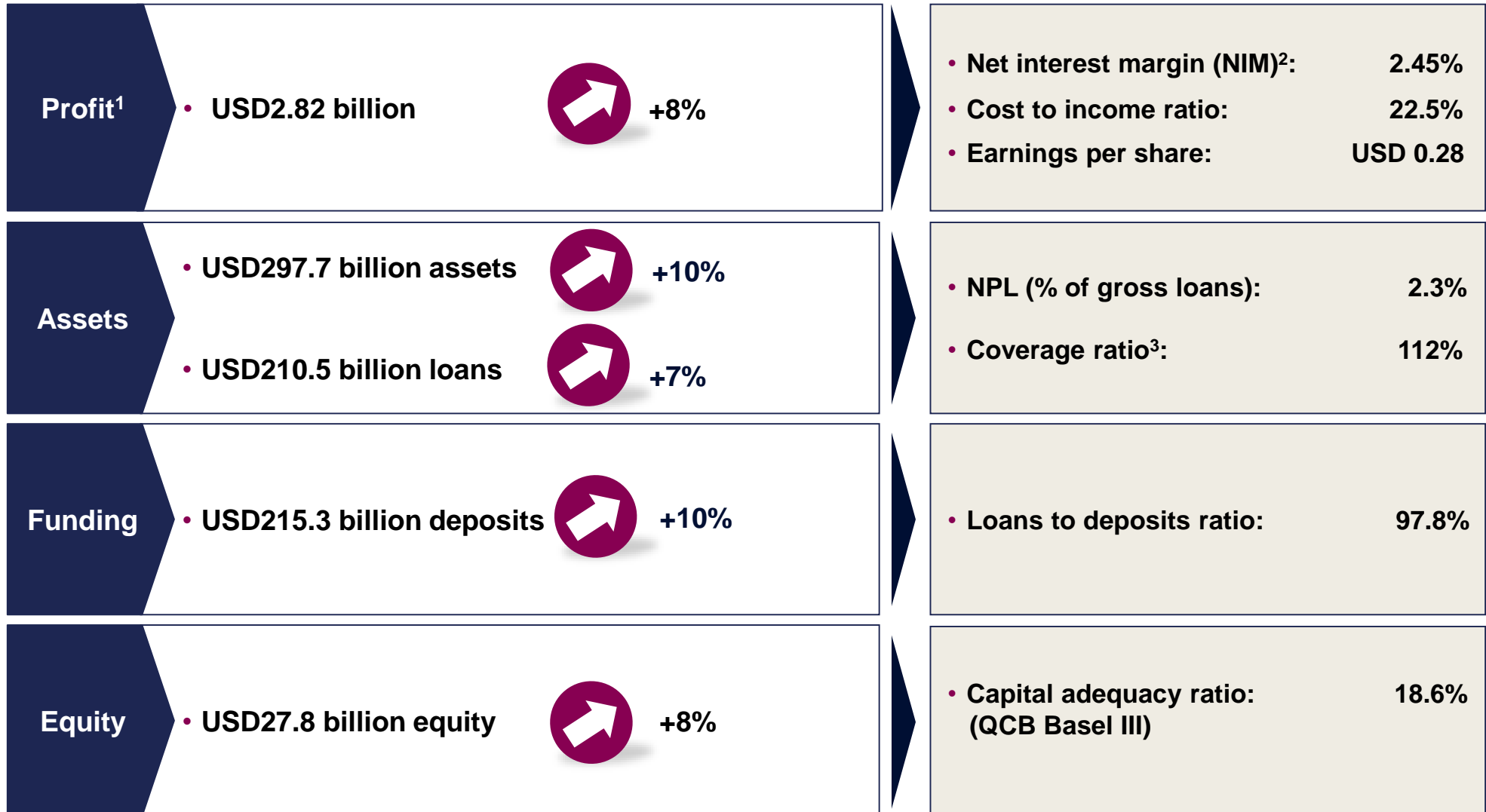


Financial Highlights – as at 30 September 2021

QNB demonstrate sustainable growth

Financial Highlights (as at 30 September 2021)

 Growth vs. September 2020



Source: September 2021 Financial Report


1: Profit Attributable to Equity Holders of the Bank






2: Net interest margin calculated as net interest income over average earnings assets

3: Based on Stage 3 provisions

QNB ALAHLI

Financial Highlights (as at 30 September 2021)

 Growth vs. September 2020

Profit¹	<ul style="list-style-type: none"> • USD343.8 million (EGP5.4 billion) •  0% (-1%) 	<ul style="list-style-type: none"> • Net interest margin (NIM)²: 5.29% • Cost to income ratio: 28.1%
Assets	<ul style="list-style-type: none"> • USD21.5 billion assets (EGP337.9 billion) •  +16% (+15%) • USD11.1 billion loans (EGP173.8 billion) •  +4% (+3%) 	<ul style="list-style-type: none"> • NPL (% of gross loans): 3.7% • Coverage ratio³: 102%
Funding	<ul style="list-style-type: none"> • USD17.4 billion deposits (EGP273.5 billion) •  +18% (+18%) 	<ul style="list-style-type: none"> • Loans to deposits ratio: 63.6%
Equity	<ul style="list-style-type: none"> • USD2.8 billion equity (EGP43.5 billion) •  +13% (+12%) 	<ul style="list-style-type: none"> • Capital adequacy ratio: 22.8% (QCB Basel II)

Source: QNB ALAHLI under International Financial Reporting Standards


1: Profit Attributable to Equity Holders of the Bank and excludes Transfer Pricing

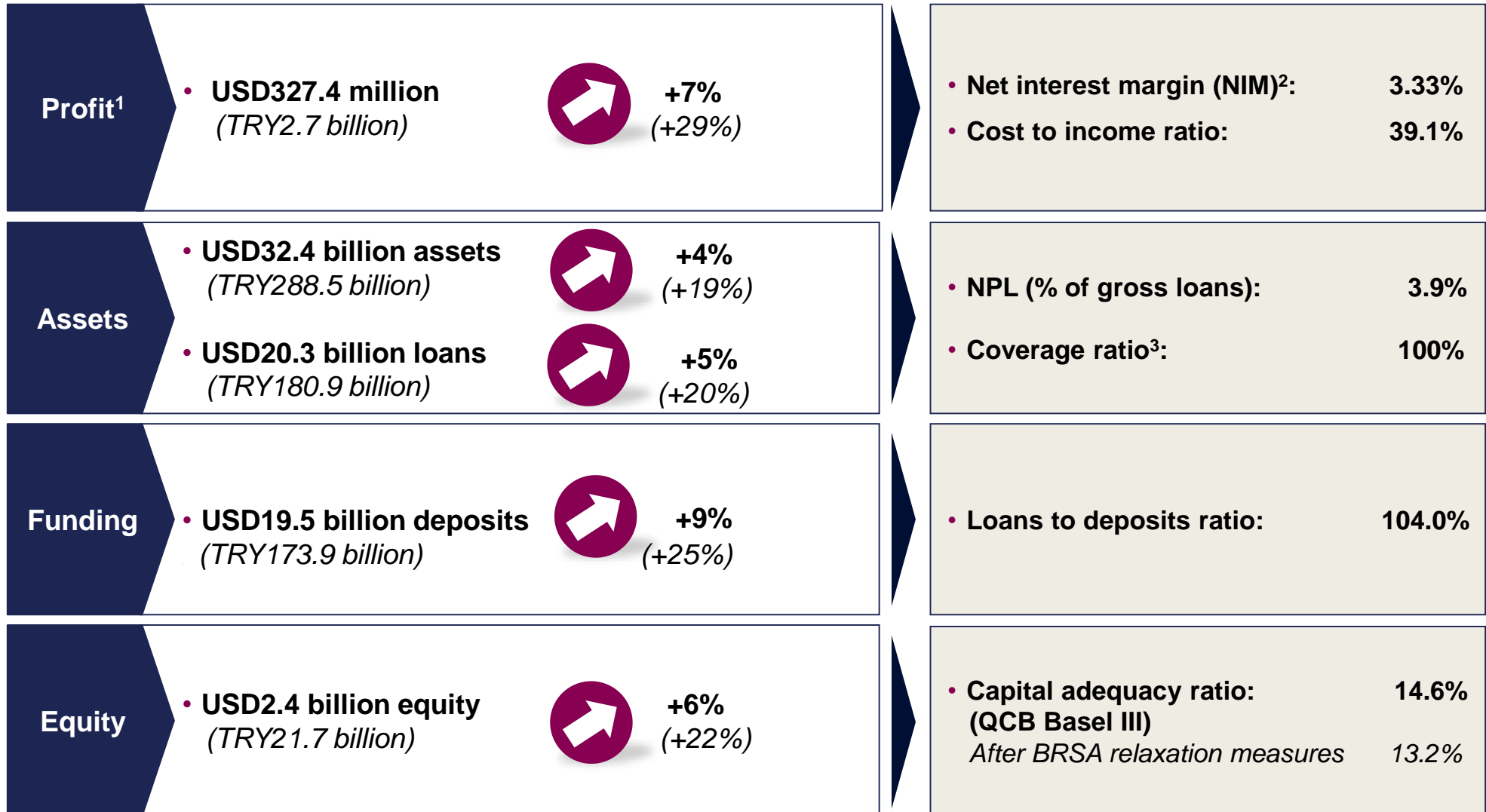
2: Net interest margin calculated as net interest income over average earnings assets on a standalone basis

3: Based on Stage 3 provisions

QNB FINANSBANK

Financial Highlights (as at 30 September 2021)

 Growth vs. September 2020



Source: QNB Finansbank under International Financial Reporting Standards

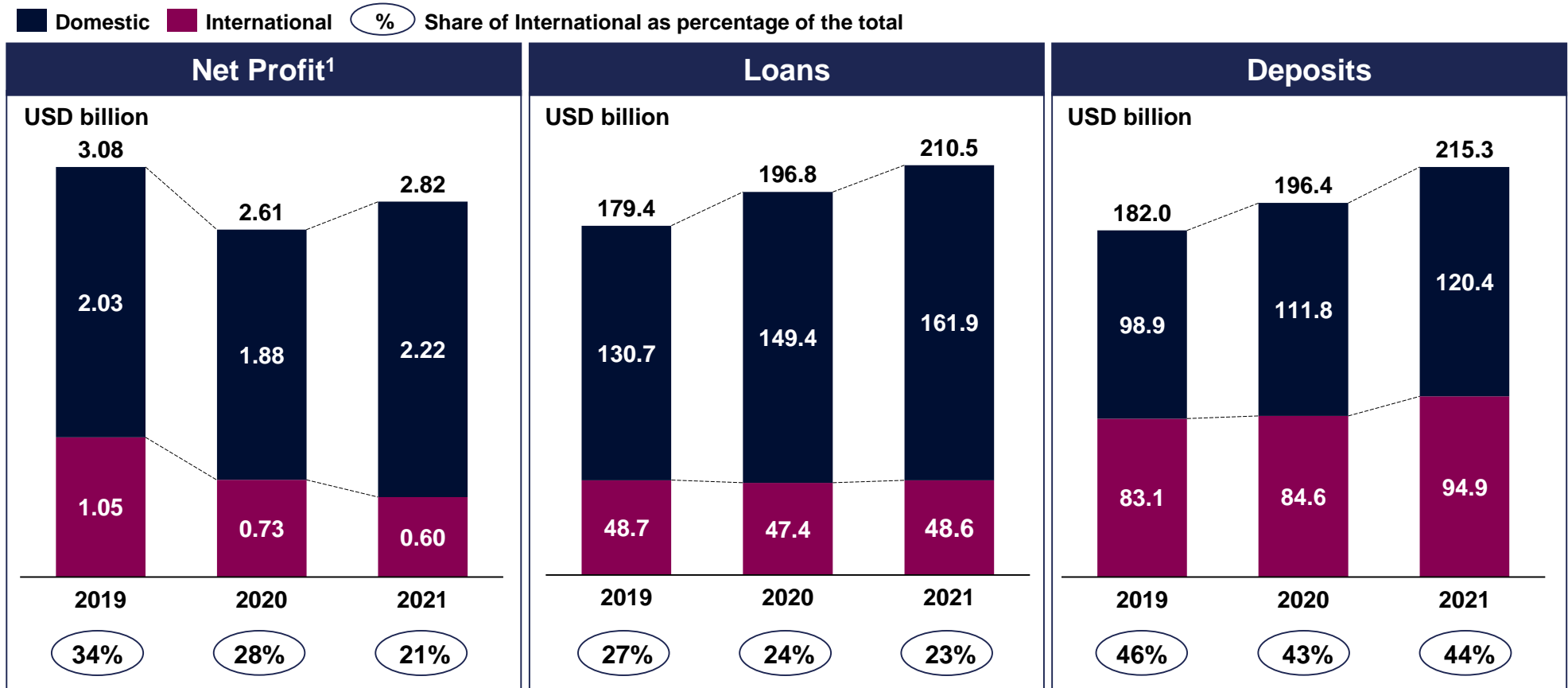
1: Profit Attributable to Equity Holders of the Bank and excludes Transfer Pricing

2: Net interest margin calculated as net interest income over average earnings assets on a standalone basis

3: Based on Stage 3 provisions

Solid domestic presence with geographical diversification contributes to growth

Geographical Contribution (as at 30 September)

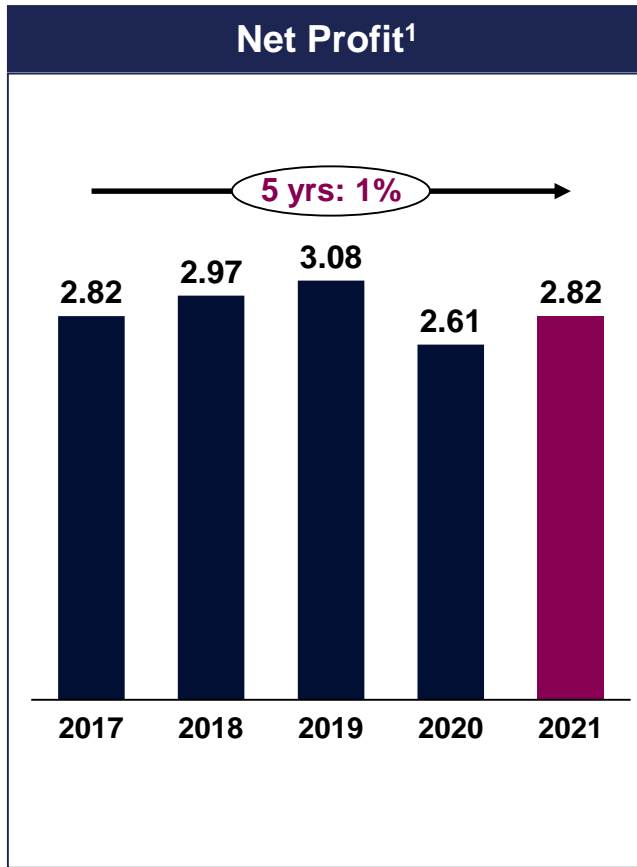


- Profit from international operations decreased by USD452.6 Mn (43%) from 2019 to 2021

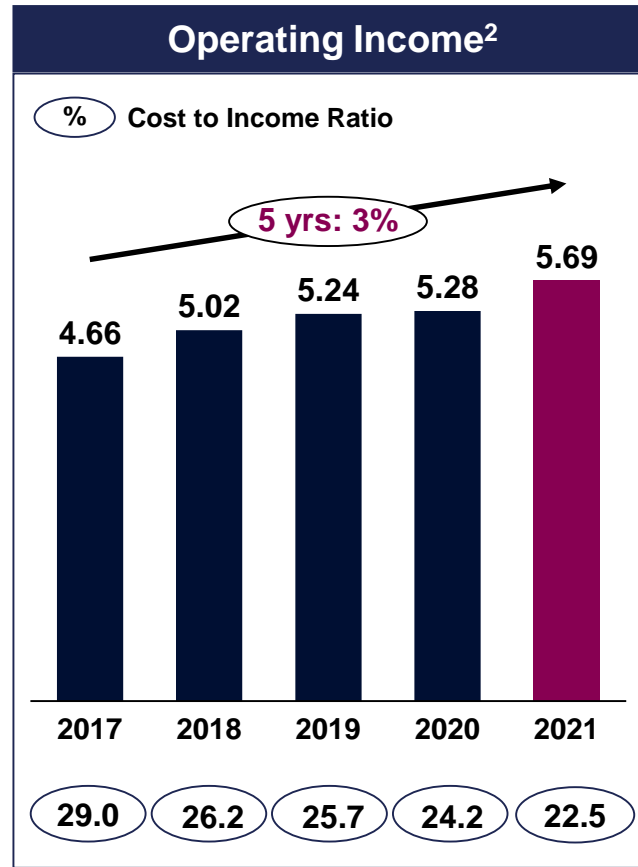
- Loans from Intl operations decreased by USD0.1 Bn (0.2%) from 2019 to 2021
- Deposits from Intl operations increased by USD11.9 Bn (14%) from 2019 to 2021

Consistent Profitability and Cost Discipline

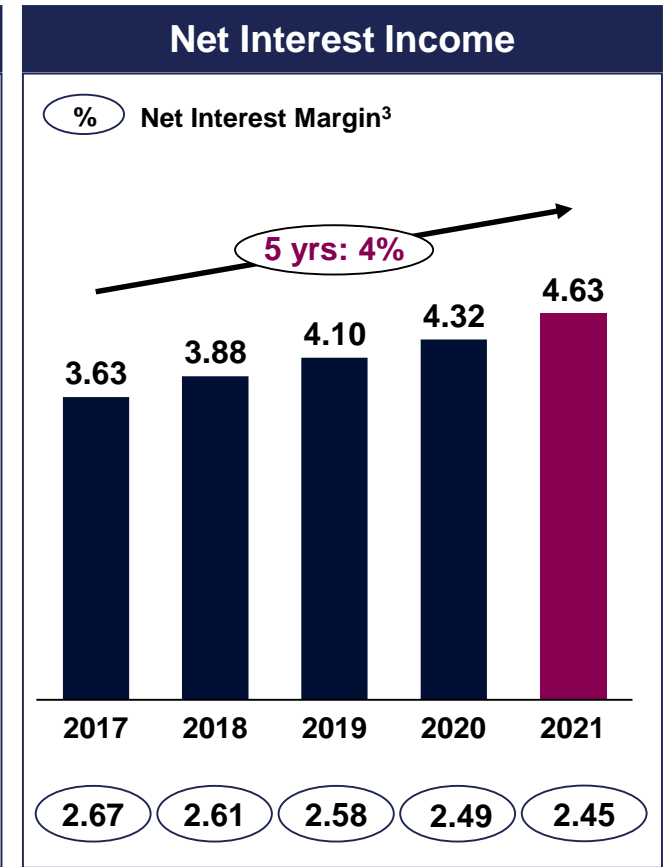
Income Statement Breakdown (USD billion as at 30 September)



- 2016-2021 CAGR of 1%



- Cost discipline resulting in constant decline in Cost to Income Ratio
- 2016-2021 CAGR of 3%



- NII increased by 7% from Sep 2020
- Strong NIM with the current size of more than USD290 billion of total assets

Source: September 2021 Financial Report

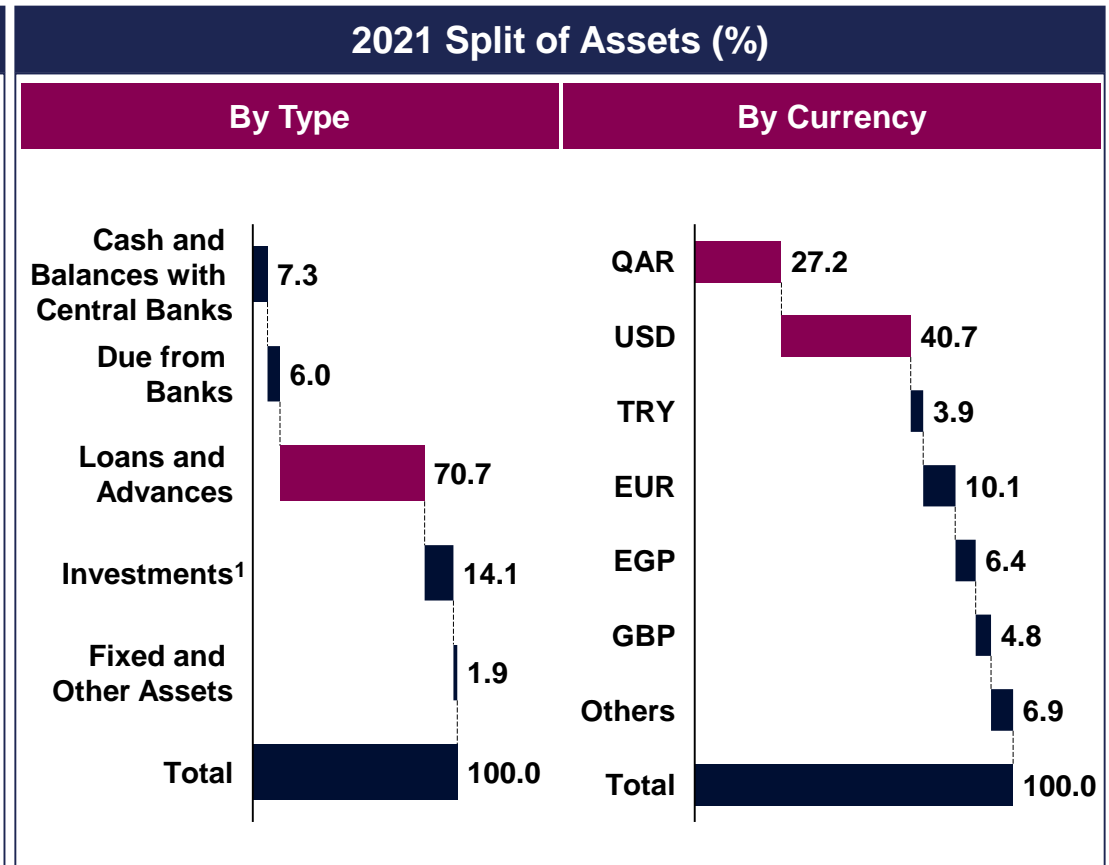
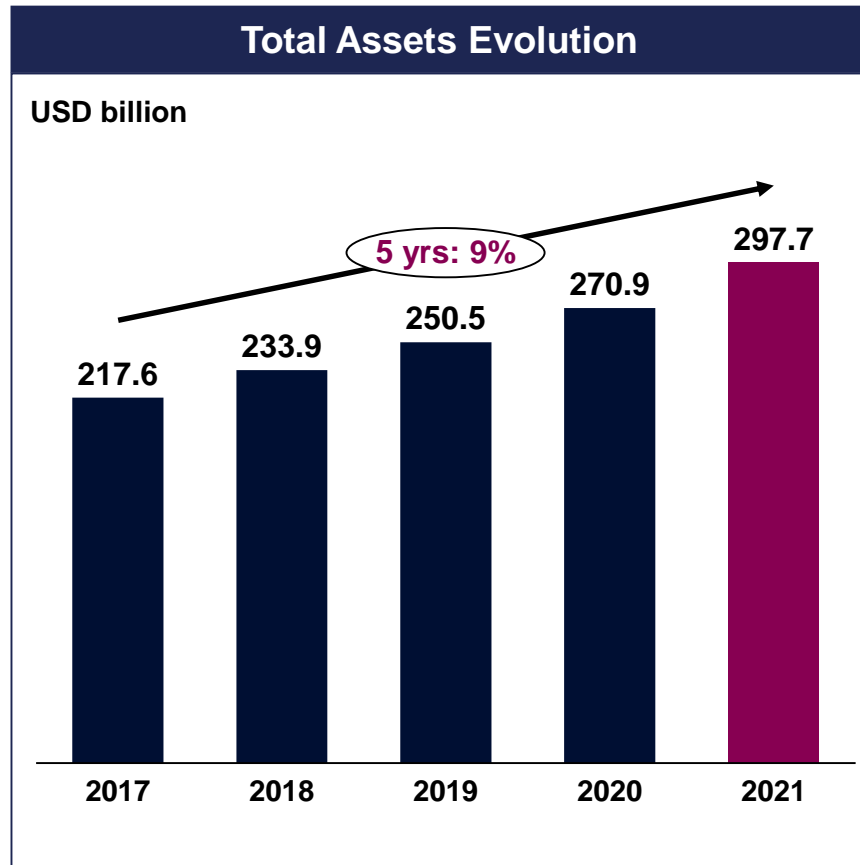
1: Profit Attributable in Equity Holders of the Bank

2: Operating Income includes Share of Results of Associates

3: Net interest margin calculated as net interest income over average interest earning assets

Asset growth driven by lending activities mainly in QAR and USD

Assets Analysis (as at 30 September)

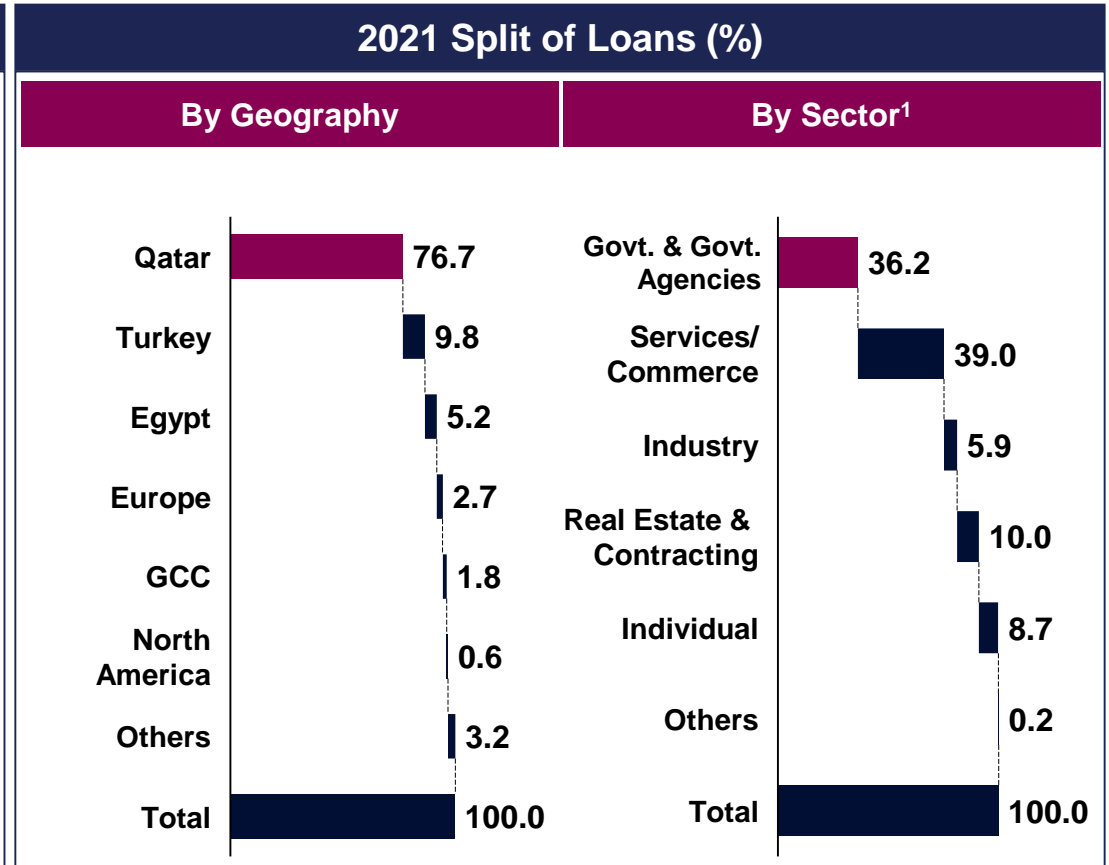
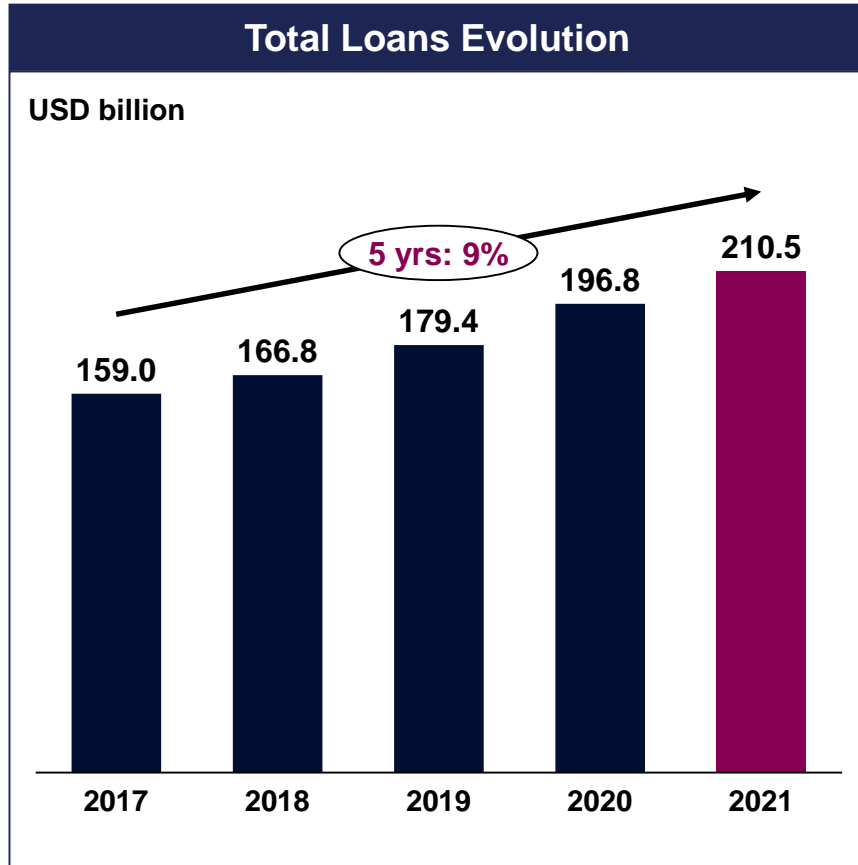


- Assets increased 10% from September 2020
- 2016-2021 CAGR of 9%

- Loans and advances represent 71% of total assets
- USD and QAR currencies account for 68% of total assets

Good loan growth

Loan Analysis (as at 30 September)



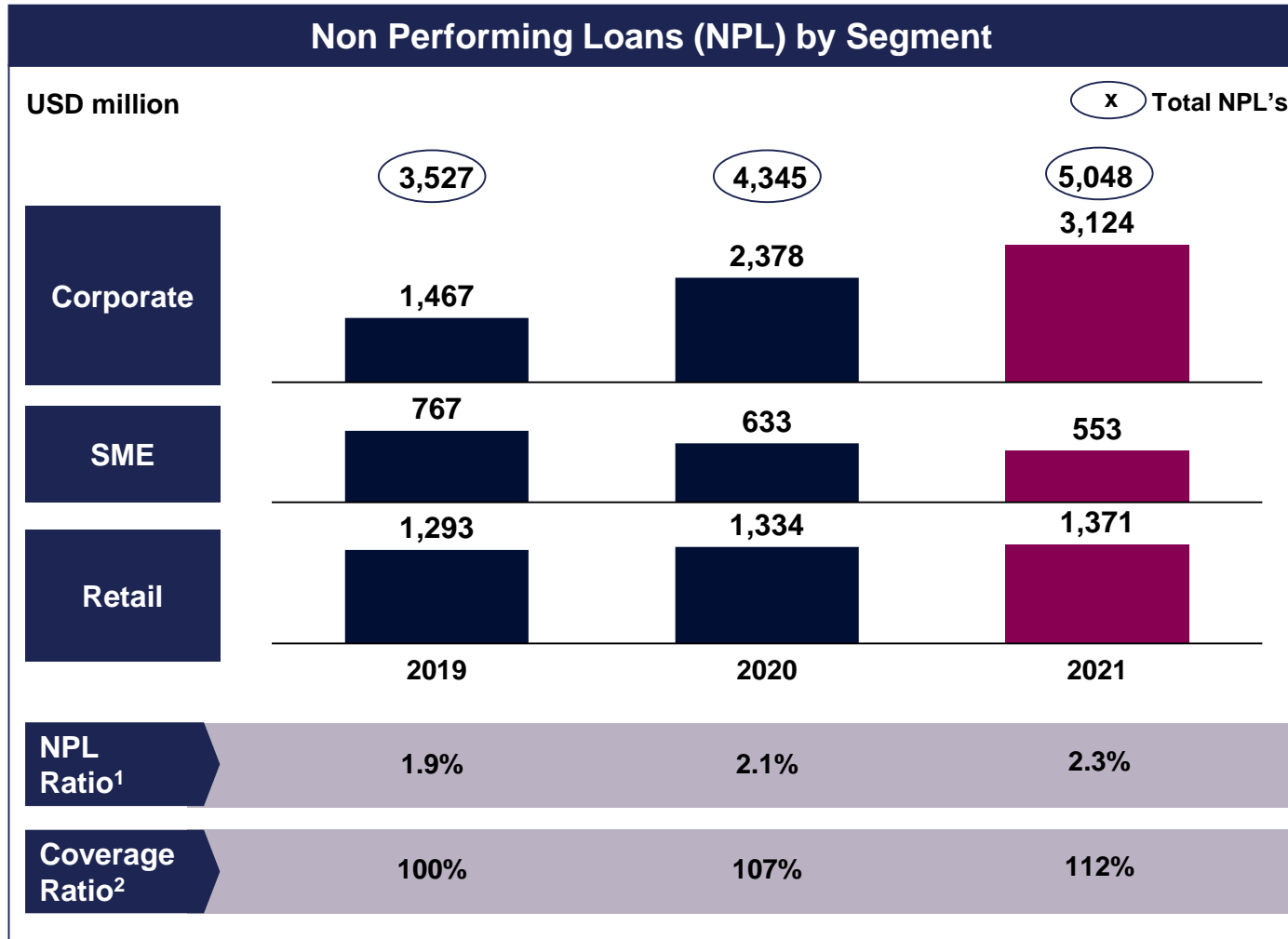
- Loans increased 7% from September 2020
- 2016-2021 CAGR of 9%

- Loans denominated in USD represent 58% of total loans
- Loan exposures are of a high quality with 36% concentration to Government and public sector entities



High quality lending portfolio is underpinned by low NPL ratios

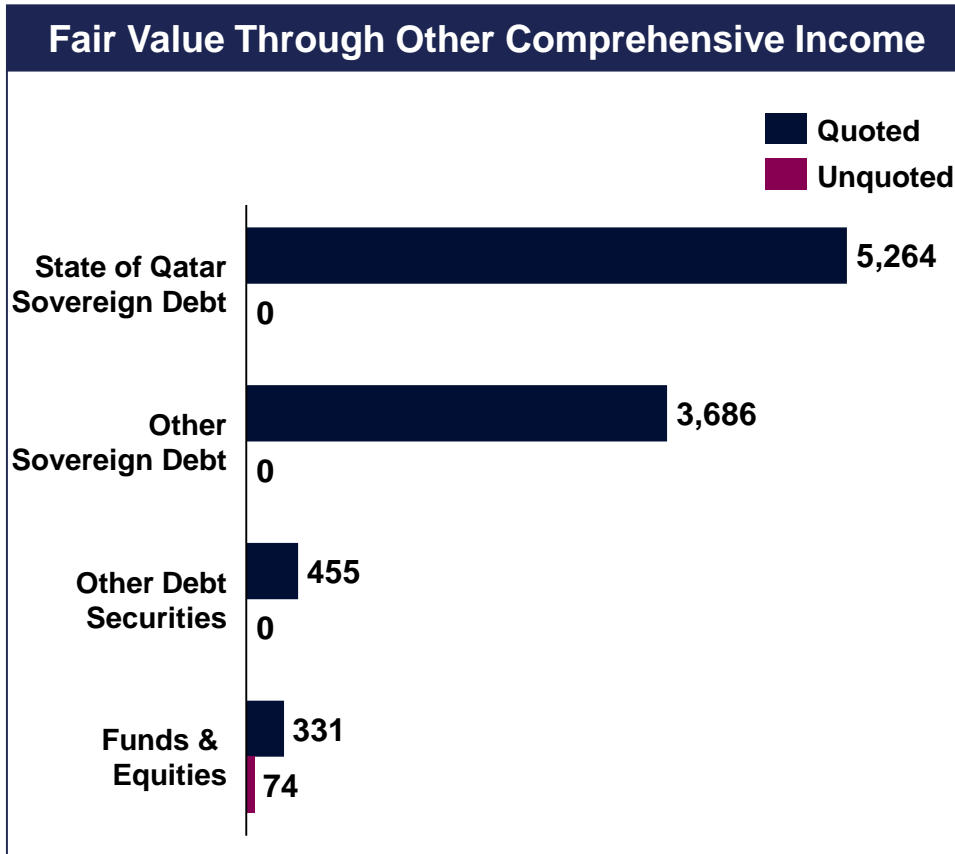
Asset Quality Analysis (as at 30 September)



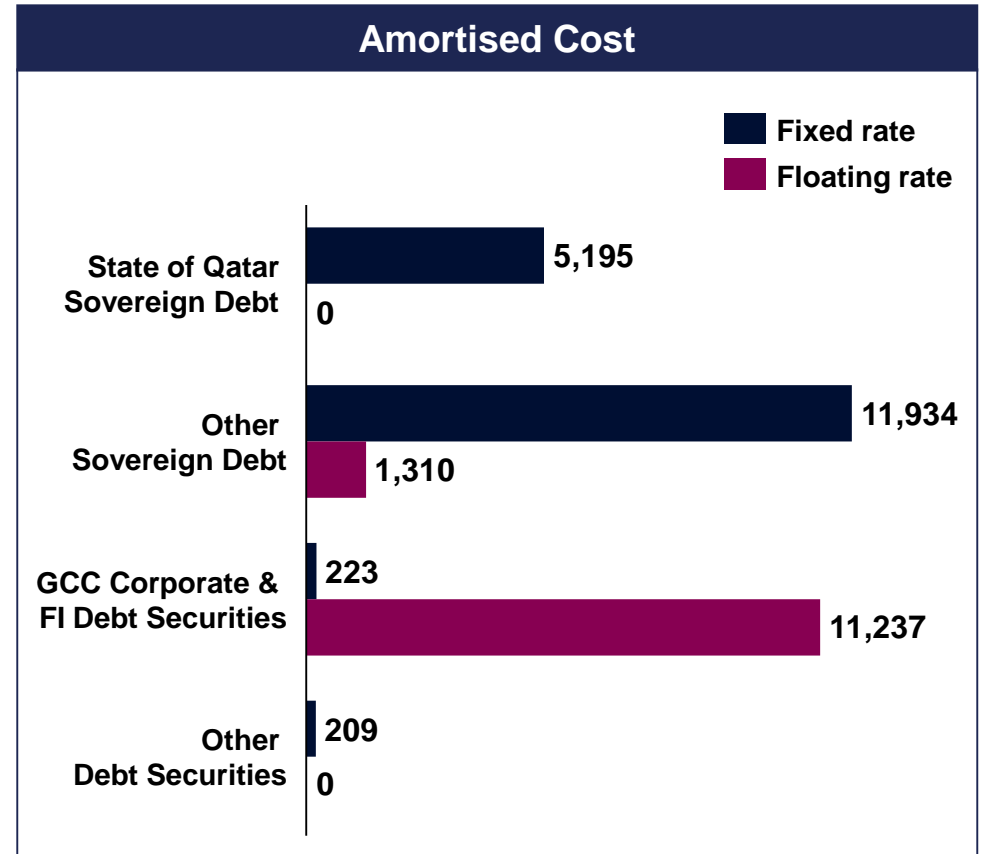
- QNB has continued to increase its provisions in response to the global economic situation as a result of COVID-19 pandemic
- The bank's coverage ratio has remained robust amidst the economic slowdown, with a coverage of 112% as at 30 September 2021
- Past dues are NPL after 90 days default
- There is an additional risk reserve of USD2,472 million which is greater than the 2.5% QCB requirements

High quality investment portfolio with 69% of securities rated AA or Sovereign

Investments Analysis (USD million as at 30 September 2021)



- Quoted securities account for 99% of FVOCI Investment securities

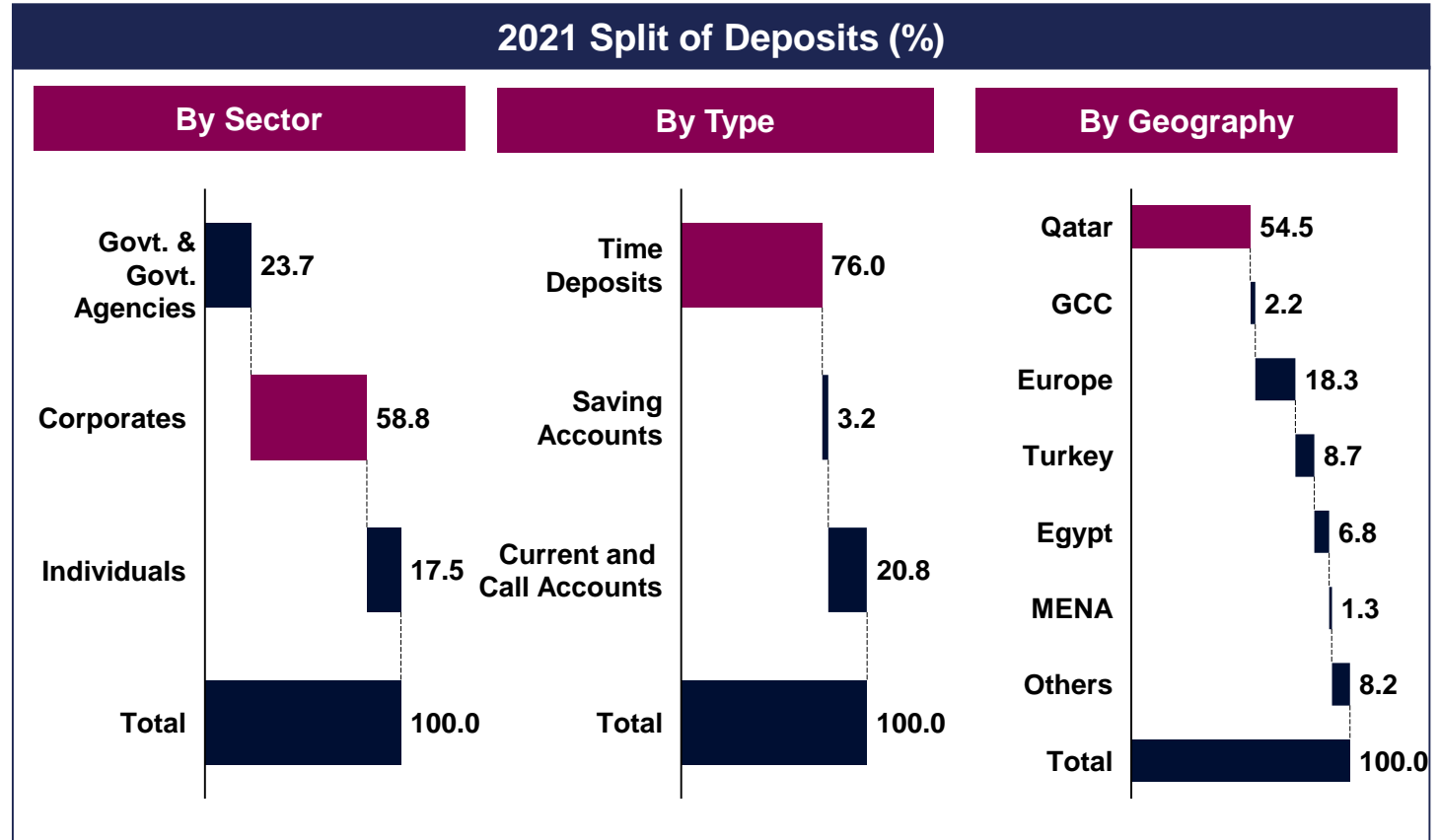
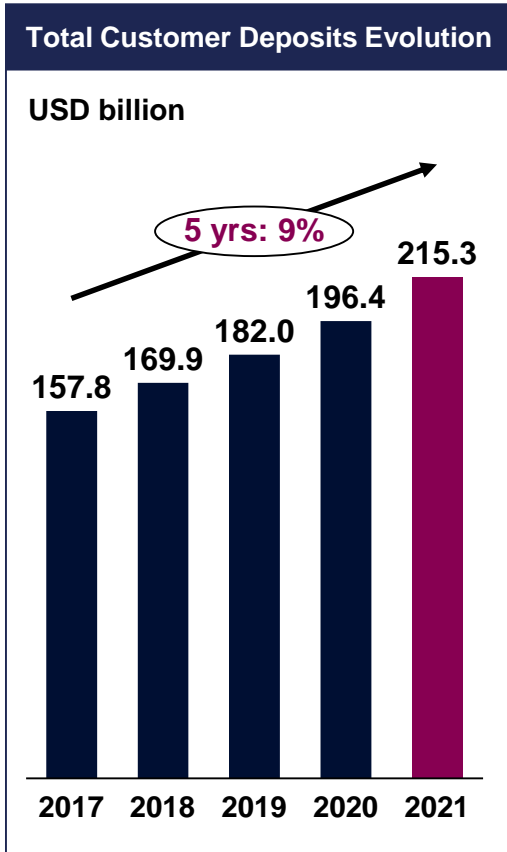


- Good mix of both fix and floating rates securities



Robust growth in customer deposits and funding

Funding Analysis (as at 30 September)



- Deposits increased 10% from September 2020
- 2016-2021 CAGR of 9%

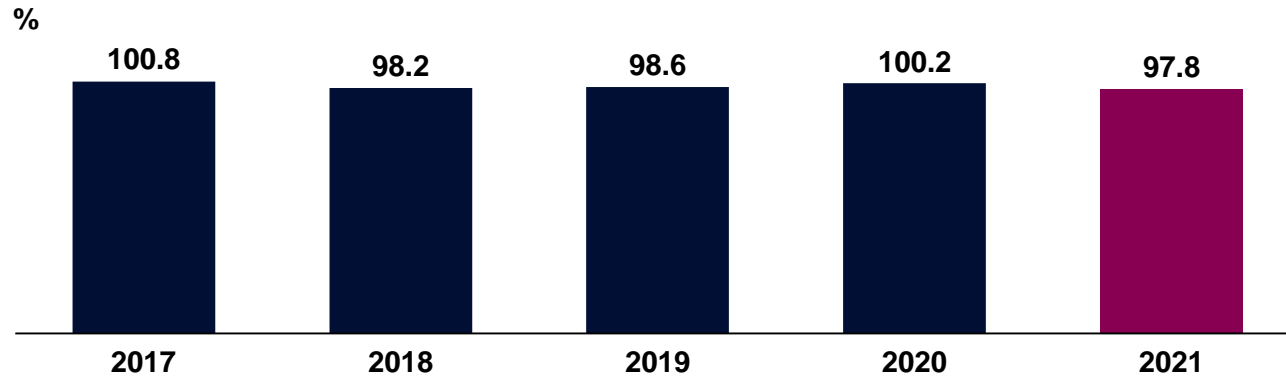
- QNB remains the public sector's preferred bank
- USD, EGP and TRY denominated deposits represent 45%, 7% and 4% of total deposits respectively



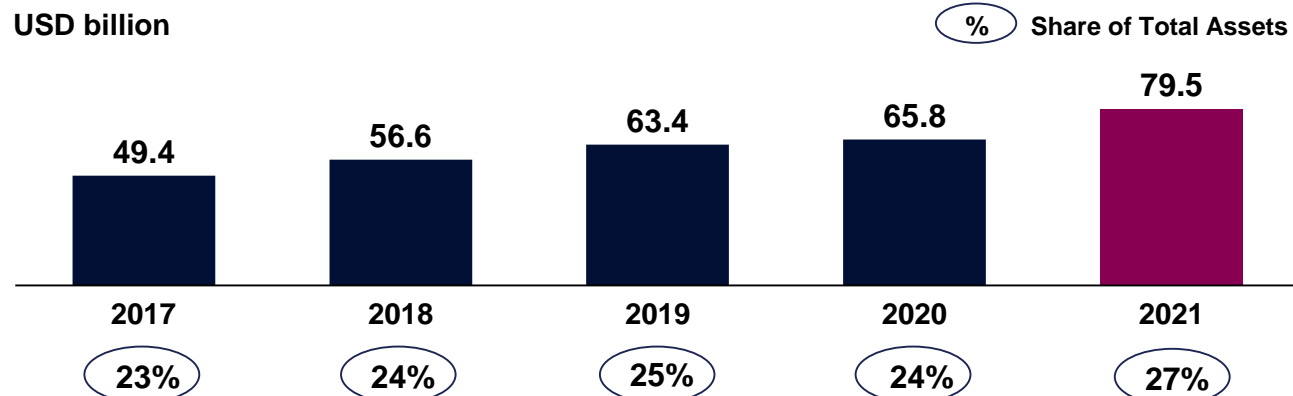
Solid liquidity profile

Liquidity Analysis (as at 30 September)

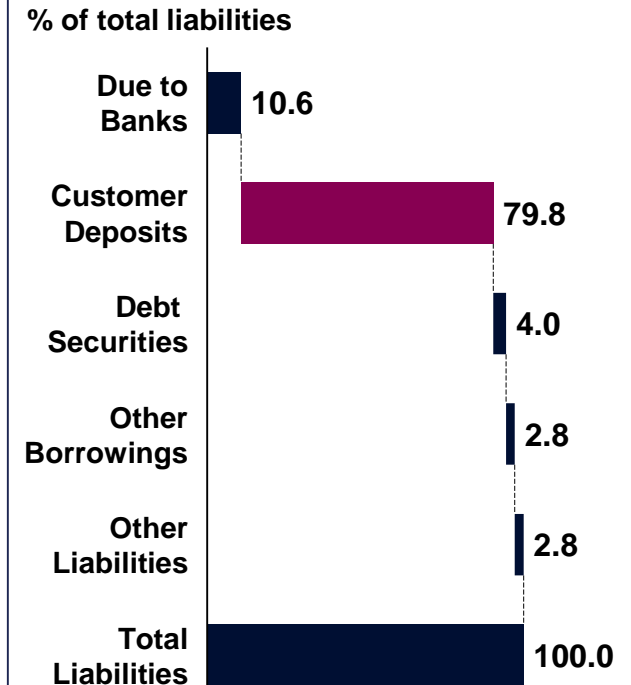
Loans to Deposits Ratio Evolution



Liquid Assets¹ Evolution



2021 Sources of Liquidity

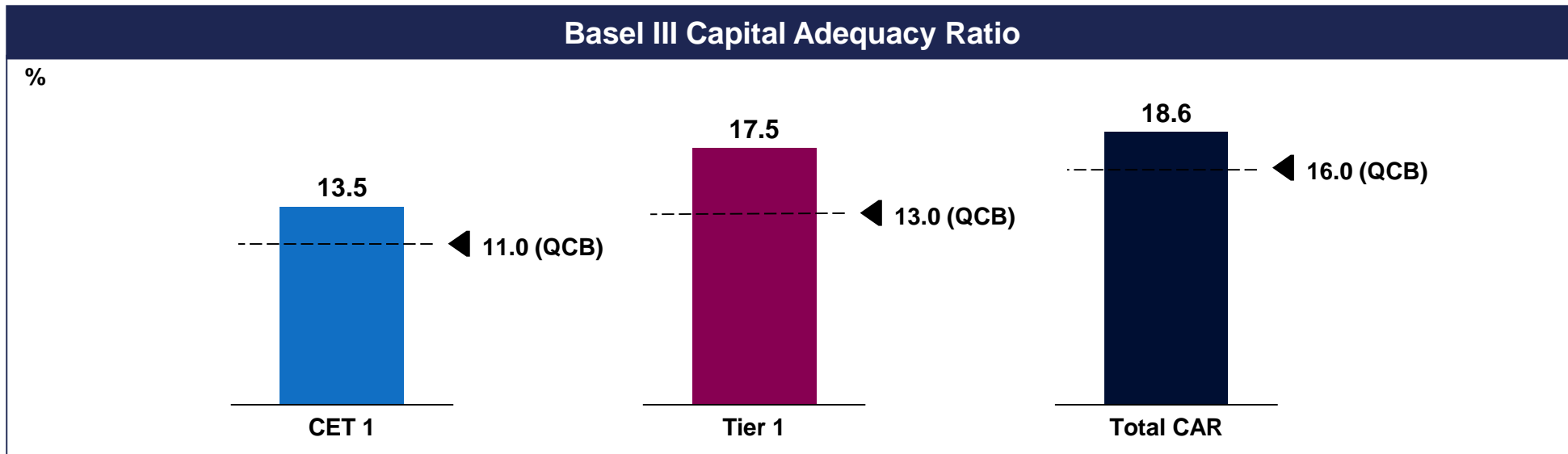


2021 Liquidity Ratio

• LCR:	165%
(Minimum requirement)	100%
• NSFR:	104%
(Minimum requirement)	100%

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

Capital Analysis (as at 30 September)



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

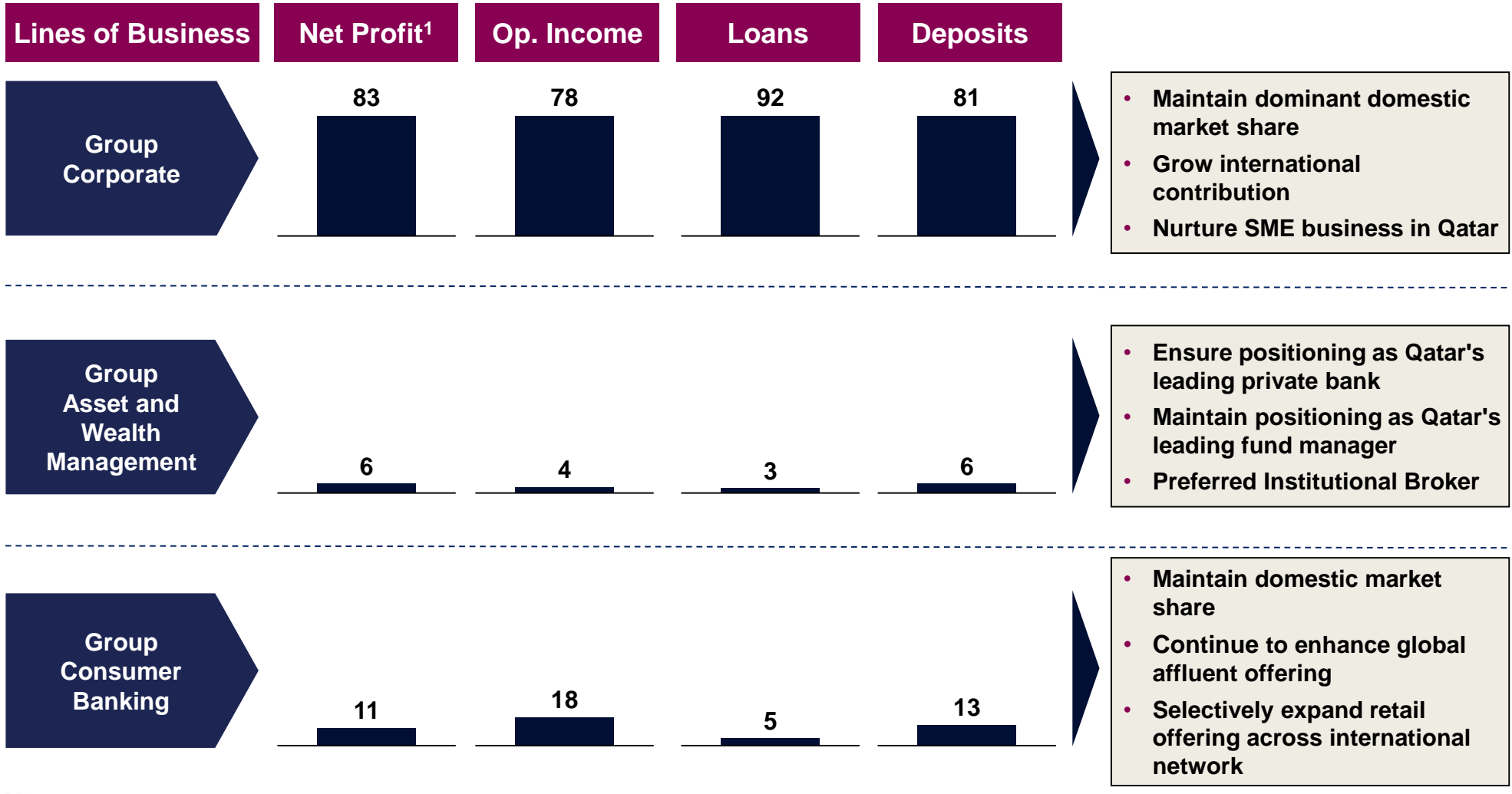
Minimum CAR Requirements

%	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 30 September 2021)



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

As of 30 September 2021	Stage 1	Stage 2	Stage 3 (NPL)
Due from Banks and Balances with Central Banks	0.07%	0.6%	-
Loans	0.2%	7.0%	111.7%
Investments	0.1%	13.8%	100.0%

Cost of Risk²

30 September 2021	Stage 1 and Stage 2 (Combined)	Stage 3 (NPL)	Total
Cost of Risk	13bps	67bps	80bps

QNB Group Financials

Key data (as at 30 September 2021)

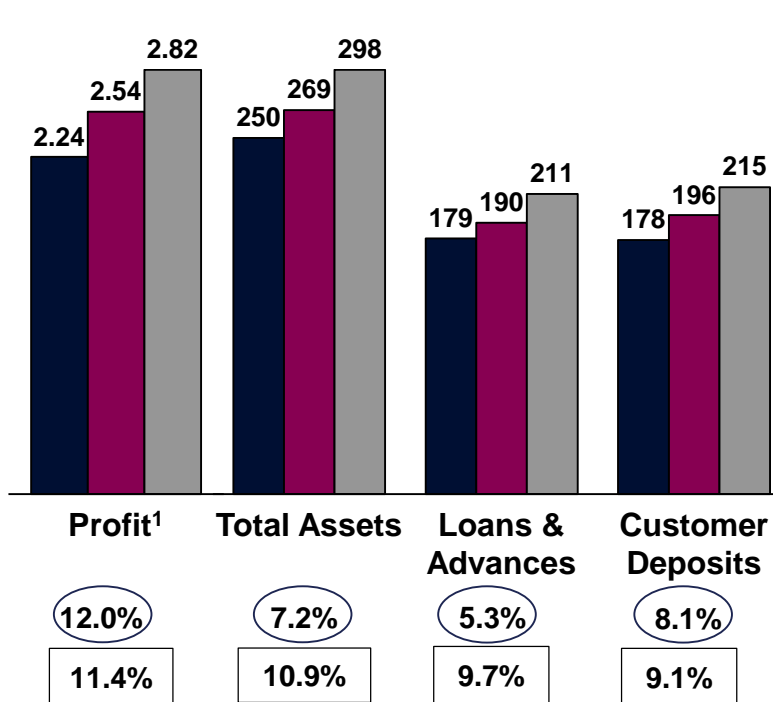
■ QNB ■ QNB incl. QNB ALAHLI ■ QNB incl. QNB Finansbank

○ % Contribution of QNB AA

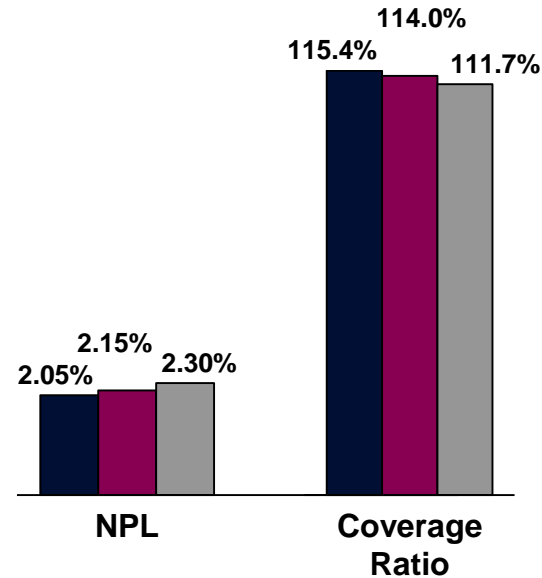
□ % Contribution of QNB Finansbank

Financials

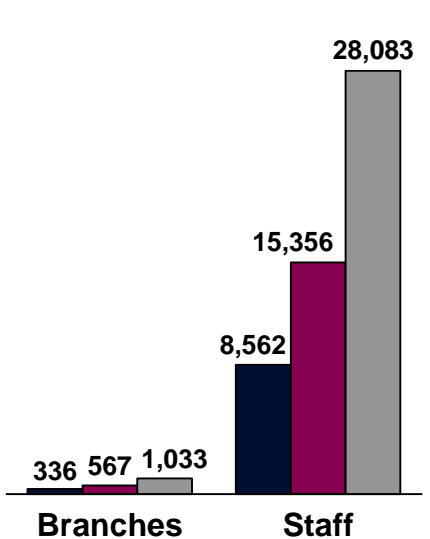
USD billion



Ratios



Presence



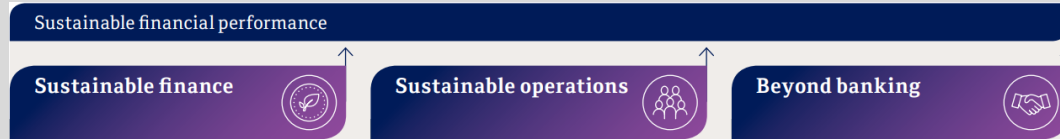
- Results finalised under International Financial Reporting Standards (IFRS)
- Capital Adequacy Ratio: 18.6%



Sustainability

QNB Group is committed to enhancing its Environmental, Social and Governance (ESG) practices

Established QNB Group Sustainability Strategy, Policy and Governance



External Commitments

Qatar National Vision 2030



United Nations SDGs



Signatory of UN Global Compact, and commitment to multilateral cooperation



Reporting & Disclosures¹



Independently assured GRI Sustainability Report

Environmental and Social Risk Management (ESRM) Framework²

MSCI ESG "AA" Rating



100% ESG disclosure to Qatar Stock Exchange

Constituent of FTSE4Good Index



Green, Social & Sustainability Bond (GSSB) Framework¹

Second Party Opinion on QNB GSSB Framework (2020, 2021)



Third Party Pre-Issuance Review of eligible portfolio (by Sustainalytics)



Green Market Pioneer in Qatar

Listed on LSE



- ✓ Successful completion of first green benchmark bond issuance and first green bond issued in Qatar
- ✓ Issued USD600 million tranche on 15 Sep 2020 in the form of Senior Unsecured Notes with a maturity of 5 years

Sustainability at QNB is the delivery of long-term value in financial, environmental, social and ethical terms, for the benefit of our stakeholders

QNB Group Sustainability Framework

Our sustainability framework consists of three pillars:

Sustainable finance is the integration of ESG criteria into QNB's financing activities to deliver profit with purpose.

Sustainable operations is the integration of ESG criteria into our business operations and across our supply chain






Beyond banking refers to QNB's Corporate Social Responsibility (CSR) activities in the communities where we operate.

The pillars support our sustainable financial performance, through reducing risks, opening up new business opportunities and strengthening our brand.

QNB 2020 Sustainability highlights

- 29% women Group Executive Management
- 32 sustainable financial products and services offered to customers
- 18% reduction in carbon intensity (CO₂e) since 2017
- QR 22.9 billion loan portfolio to SMEs and microenterprises
- 69.2% transactions completed via digital channels
- 3.2% community investment as a % of pre-tax profit

Stakeholder engagement

	Customers 25 million businesses & individuals	<ul style="list-style-type: none"> • Engagement through customer satisfaction survey, Customer Care Centre, mobile and online banking and complaints management
	Investors 50% QIA / 50% Public	<ul style="list-style-type: none"> • Public reports, quarterly calls and investor road shows
	Employees 28,000	<ul style="list-style-type: none"> • Employee engagement survey, learning and development programs and training needs analysis
	Regulators & Government	<ul style="list-style-type: none"> • Strict adherence to laws and regulations • Public disclosures (e.g., Annual and Corporate Governance Report)
	Society	<ul style="list-style-type: none"> • Products and services with environmental or social benefits and CSR activities
	Suppliers 3,000+ suppliers	<ul style="list-style-type: none"> • Transparent tendering and bidding • Timely payments and supplier audits

The 2020 highlights are published in our 2020 Sustainability Report available here:

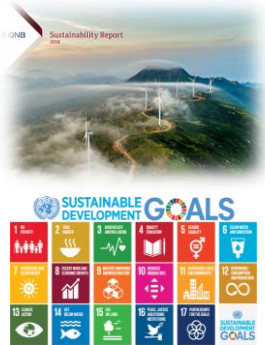
<https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html>



Introduction to QNB Green, Social and Sustainability Bond Framework

Defining an ambitious Framework, in line with best practices and standards

Rationale for issuing



QNB intends to:

- Align its sustainability strategy to its funding strategy
- Support the development of a sustainable financial market
- Contribute to the UN Sustainable Development Goals (SDGs)
- Diversify the investor base targeting sustainable outcomes, while fostering relationship with existing investors

Following best practices & recent market standards



QNB's Framework:

- Fully in line with the ICMA Green Bond Principles, Social Bond Principles, and Sustainability Bond Guidelines
- Successful Second Party Opinion (2020 by Sustainalytics, 2021 by S&P Global)
- Eligible criteria aligned with CBI and EU taxonomy, where applicable
- Continues to reflect current best practices and standards

QNB Green, Social, Sustainability Bond Framework description



Use of Proceeds

- Under this Framework, **Green and Social and Sustainability Bonds** can be issued to (re)finance loans with environmental and/or social benefit



Project Evaluation & Selection

- In accordance with the Eligibility Criteria and carried out by the Green, Social and Sustainability Bond Committee ("GSSBC")



Management of proceeds

- Bonds net proceeds will be managed in a portfolio approach



Reporting

- Allocation reporting annually until full allocation
- Impact reporting at issuance or post-issuance
- Anniversary reporting published here: <https://www.qnb.com/sites/qnb/qnbqatar/page/en/enesgreportsanddisclosures.html>



External Review

- Second Party Opinion (SPO) by Sustainalytics (2020) and S&P Global (2021)
- Third Party pre-issuance review by Sustainalytics
- Third Party impact report, and independently assured allocation report 1 year after issuance

QNB's Framework is aligned with the ICMA Green Bond Principles, Social Bond Principles and Sustainability Bond Guidelines

QNB Green and Social “Use of Proceeds”

Applying strict Eligibility Criteria when selecting green and/or social projects

Green Bond Use of Proceeds



Green buildings

New and existing certified buildings, top 15% most energy efficient buildings, refurbished buildings with 30% improvement in energy efficiency



Renewable energy

Wind, Solar, Hydro, Bioenergy, Geothermal, Tidal, Grid infrastructure for renewable energy



Clean transportation

Low carbon vehicles (EVs, hybrid, hydrogen), supporting infrastructure and infrastructure to support the transition to sustainable transportation



Energy efficiency

District heating & cooling, Smart grids, energy meters and improvements to electricity transmission efficiency



Environmentally sustainable management of living natural resources and land

Sustainable and certified agriculture, forestry and fishery



Sustainable water and wastewater management

Waste water treatment, sustainable urban drainage systems, improvements to water infrastructure



Pollution prevention and control

Waste management and recycling, waste to energy and technologies to reduce emissions to air

Social Bond Use of Proceeds



Access to essential services

Public, not-for-profit, free or subsidized essential services



Socio-economic advancement and empowerment

Loans to SMEs, microfinance and entrepreneur clients



Social housing

Development, construction, operation and maintenance of affordable or social housing



Affordable basic infrastructure

Including clean drinking water, sewers, sanitation, transport and energy



Pandemic response

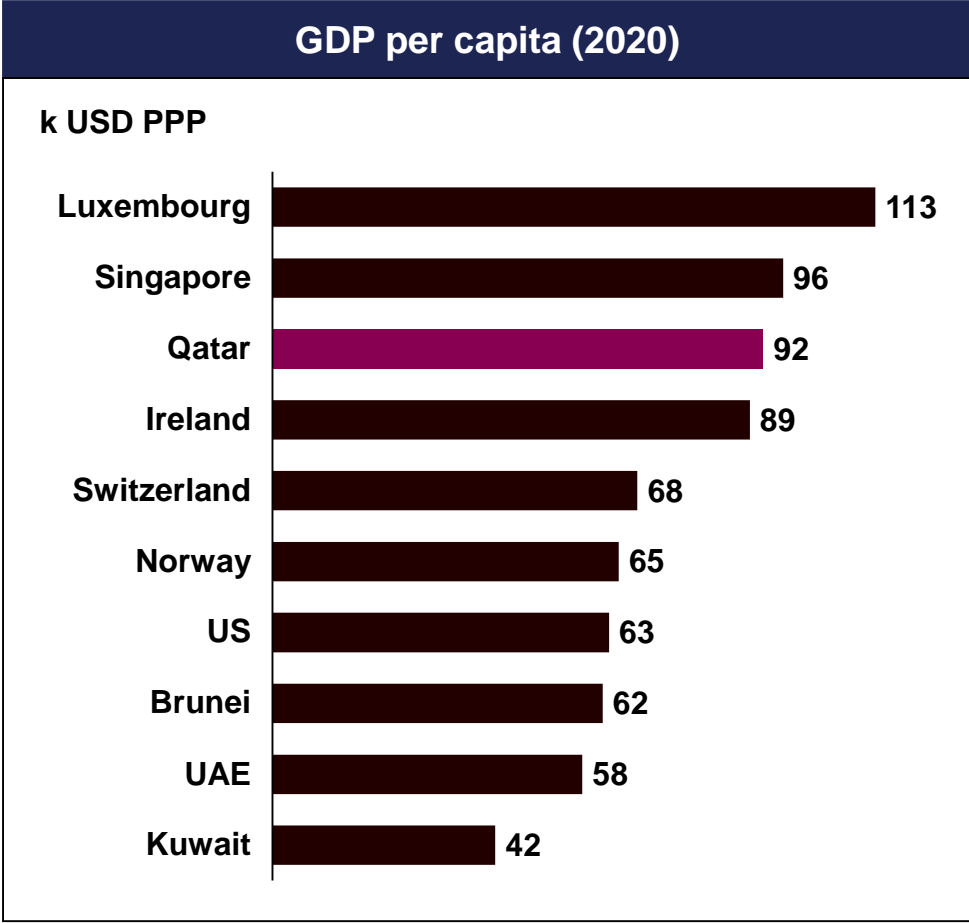
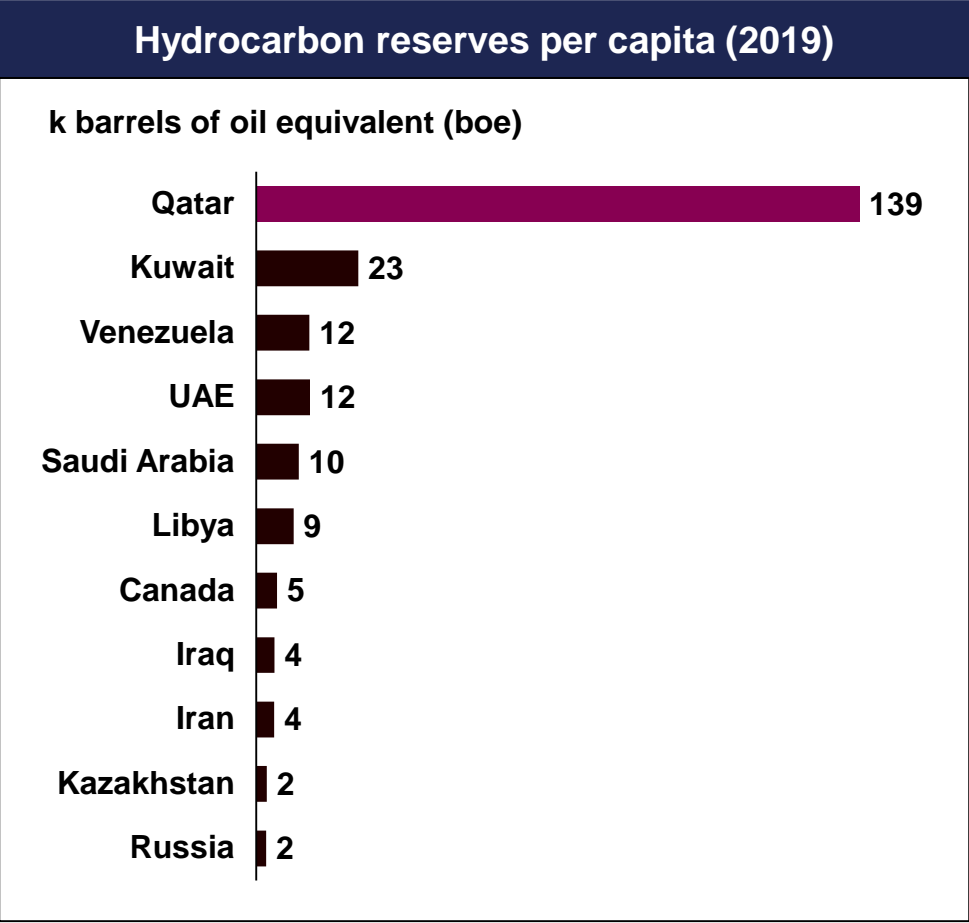
R&D, operation and production of supplies to combat outbreak and consequences of pandemics





Economic Overview

Qatar's hydrocarbon reserves make it one of the richest countries in the world

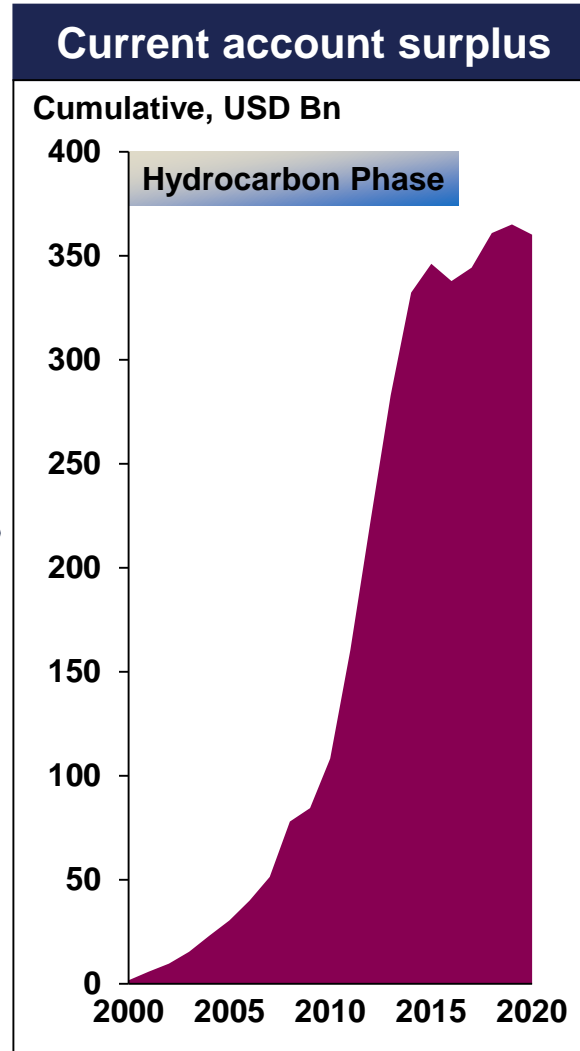
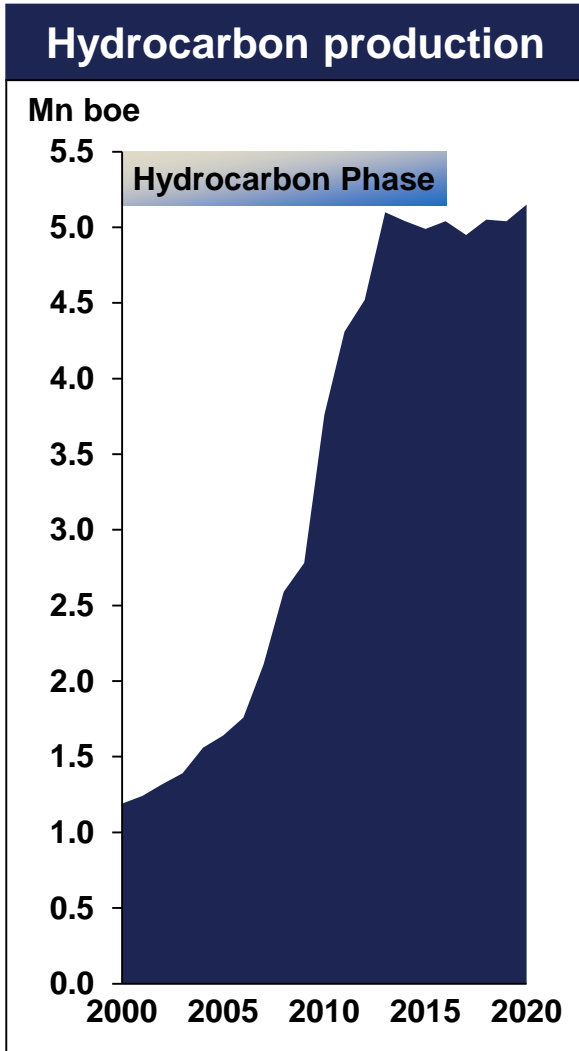


At current extraction rates, Qatar's proven gas reserves would last for over a hundred years

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



Qatar's hydrocarbon expansion generated significant wealth, which is being used to diversify the economy via Qatar National Vision (QNV) 2030



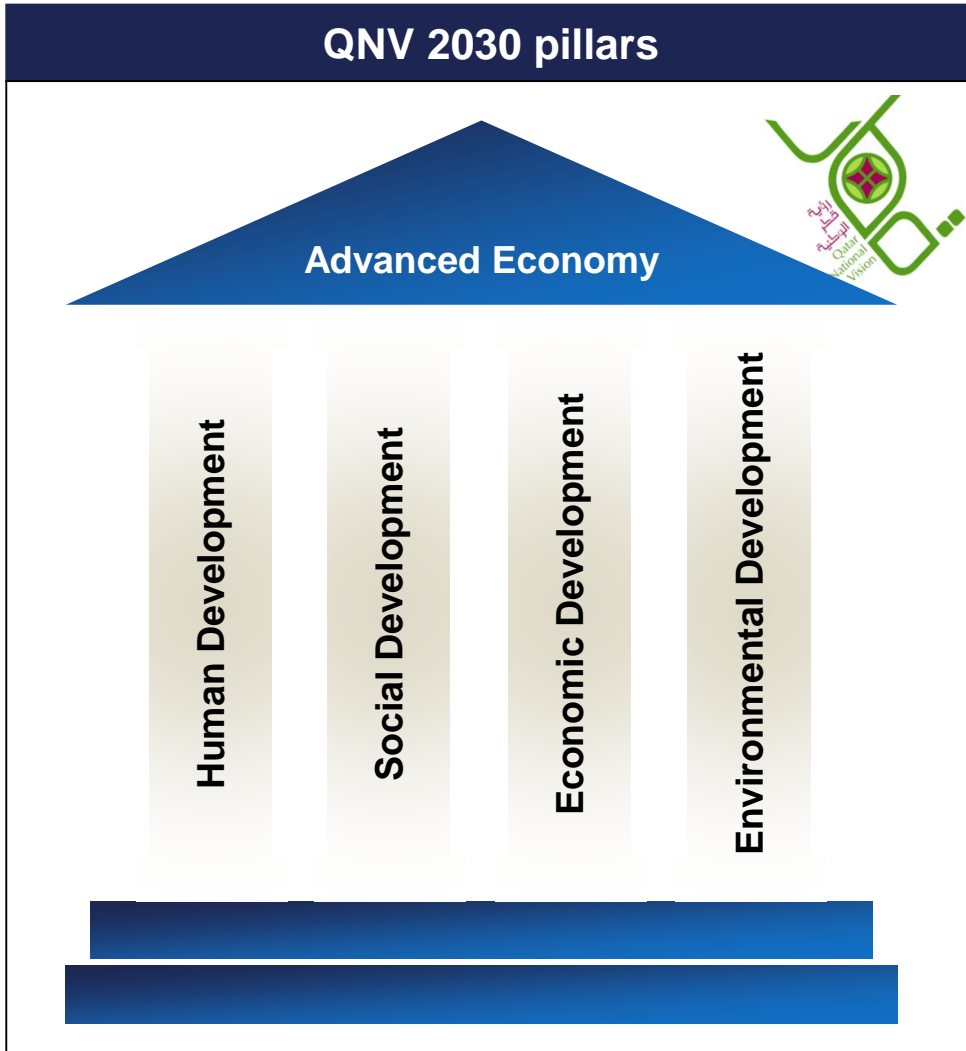
QNV 2030

Diversification Phase

QNV 2030 aims to create a knowledge-based and diversified economy



QNV 2030 aims to transform Qatar into an advanced knowledge-based economy through human, social, economic and environmental development



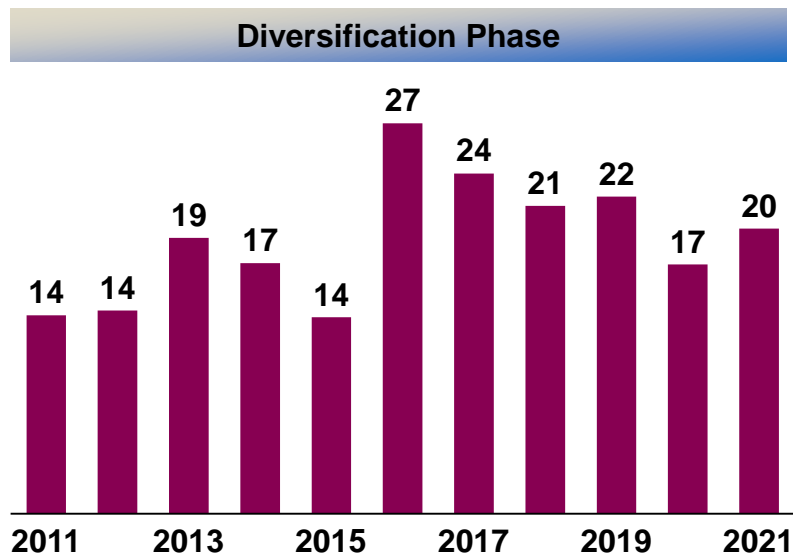
Comments
Human development <ul style="list-style-type: none">To enable all of Qatar's people to sustain a prosperous society
Social development <ul style="list-style-type: none">To maintain a just and caring society based on high moral standards and capable of playing a prominent role in the global partnership for development
Economic development <ul style="list-style-type: none">To achieve a competitive and diversified economy capable of meeting the needs of, and securing a high standard of living for, all its people for the present and for the future
Environmental development <ul style="list-style-type: none">To ensure harmony among economic growth, social development and environmental protection

QNV 2030 provides the framework for Qatar's National Development Strategy 2018-2022



A large multi billion dollar physical and social infrastructure investment programme is laying the foundation for QNV 2030

Major projects spending (USD Bn)



Comments

- QNV 2030 aims to diversify the economy away from a government-led initiatives through private sector engagement
- Attracting Foreign Direct Investment and improving the business environment will further support the private sector diversification to a knowledge-based economy

Major Physical Infrastructure Projects

Lusail Mixed-Use Development

Qatar Integrated Rail

Hamad International Airport

Ashghal Expressway Programme

Ashghal Local Roads & Drainage

Hamad Port

Education City

Barwa City

Pearl Qatar

Msheireb Downtown

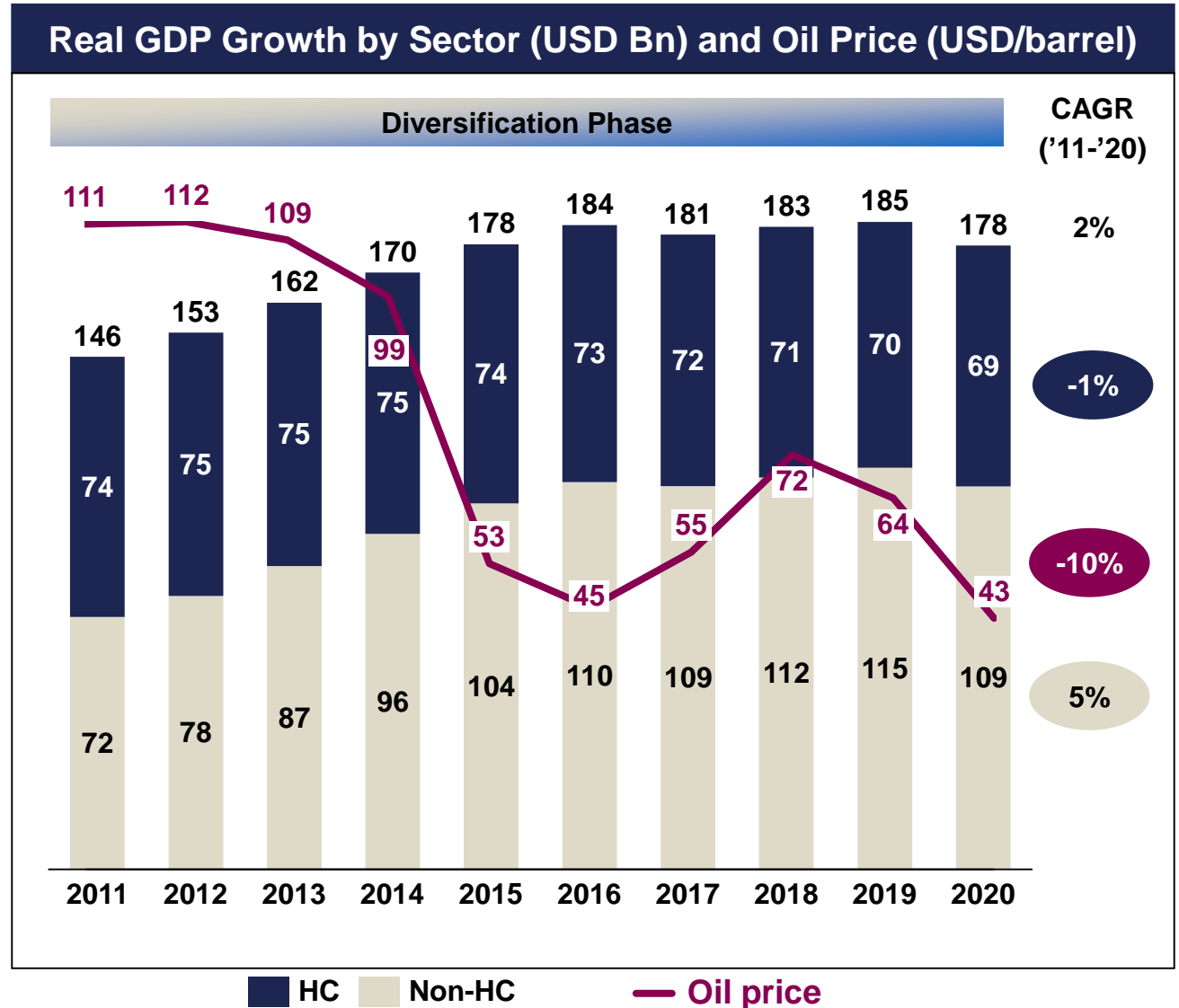
Qatar Economic Zones

FIFA World Cup Stadiums

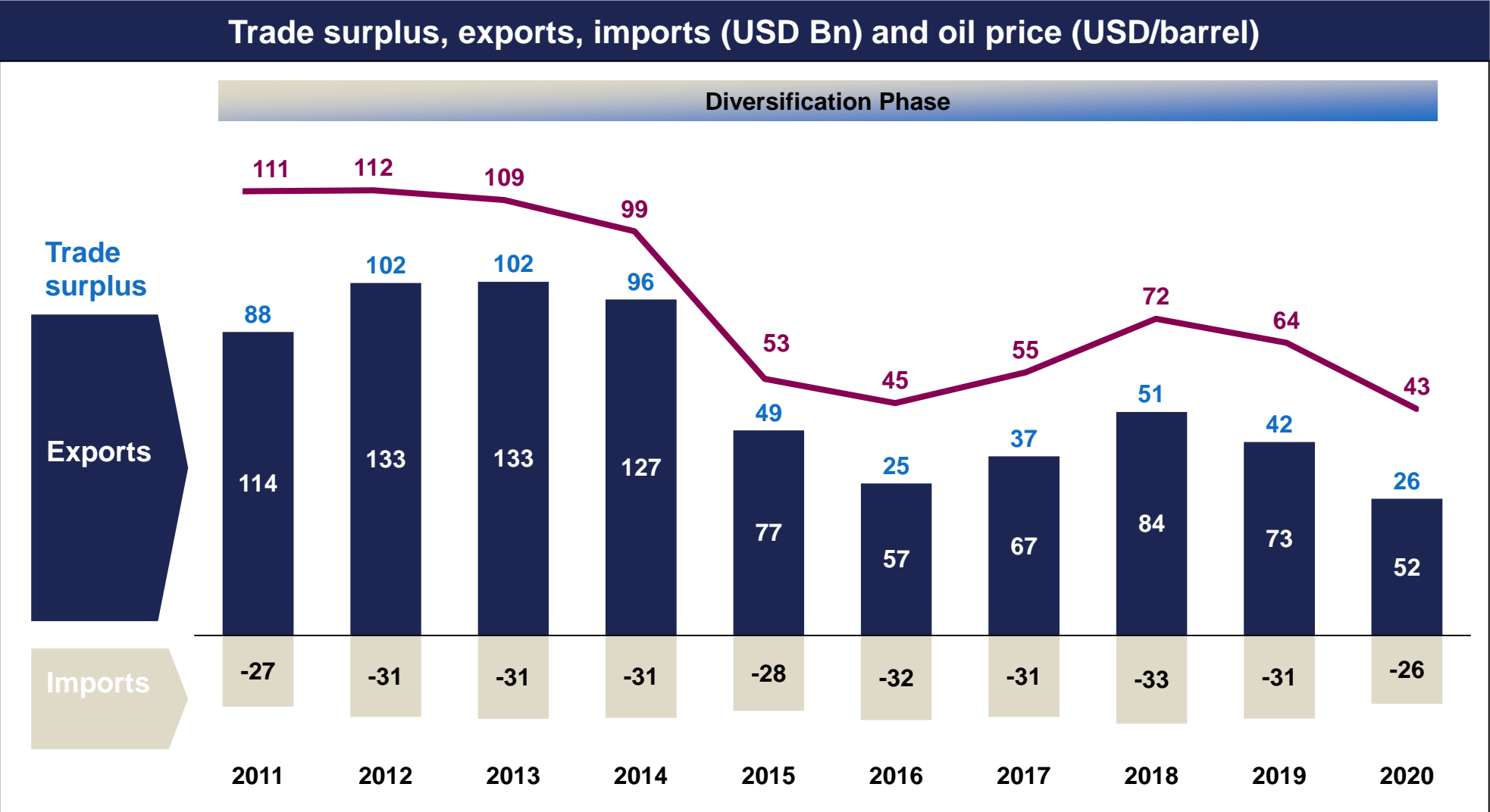
QNV 2030 and the investment programme have already reduced the impact of oil price volatility on Qatar's economy



Major Physical Infrastructure Projects	
	Lusail Mixed-Use Development
	Qatar Integrated Rail
	Hamad International Airport
	Ashghal Expressway Programme
	Ashghal Local Roads & Drainage
	Hamad Port
	Education City
	Barwa City
	Pearl Qatar
	Msheireb Downtown
	Qatar Economic Zones
	FIFA World Cup Stadiums



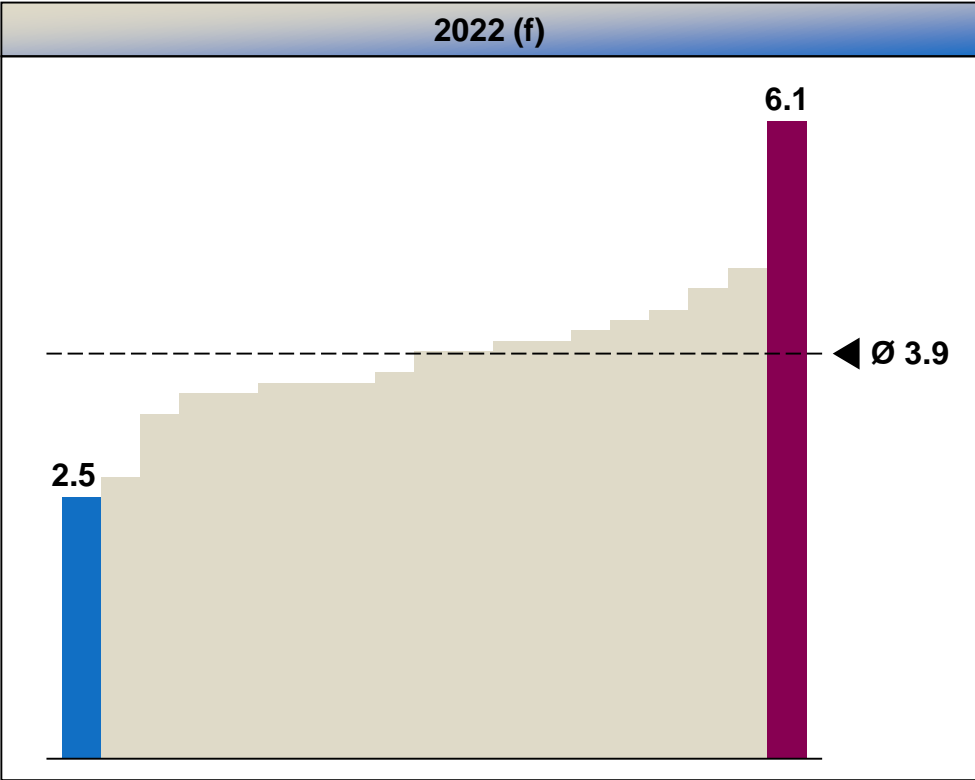
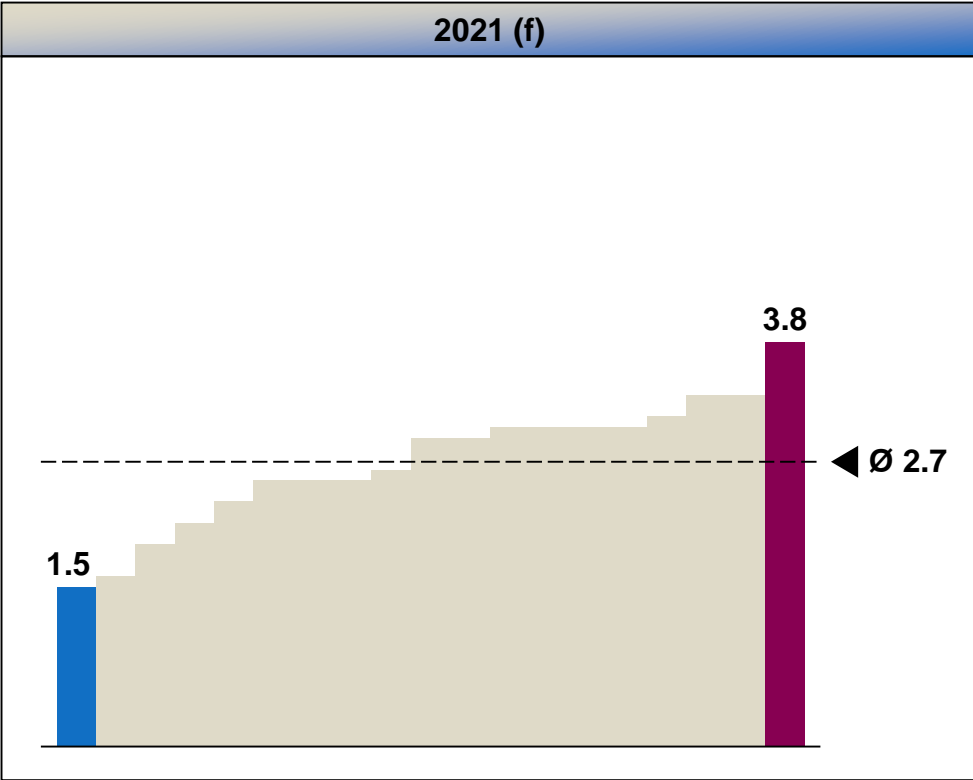
Qatar has maintained a substantial trade surplus with exports much greater than imports despite oil price volatility



— Oil price

The 2022 FIFA World Cup and enabling work for the North Field East expansion to drive stronger economic growth in 2021 and 2022

Real GDP Consensus forecast (% y-o-y)

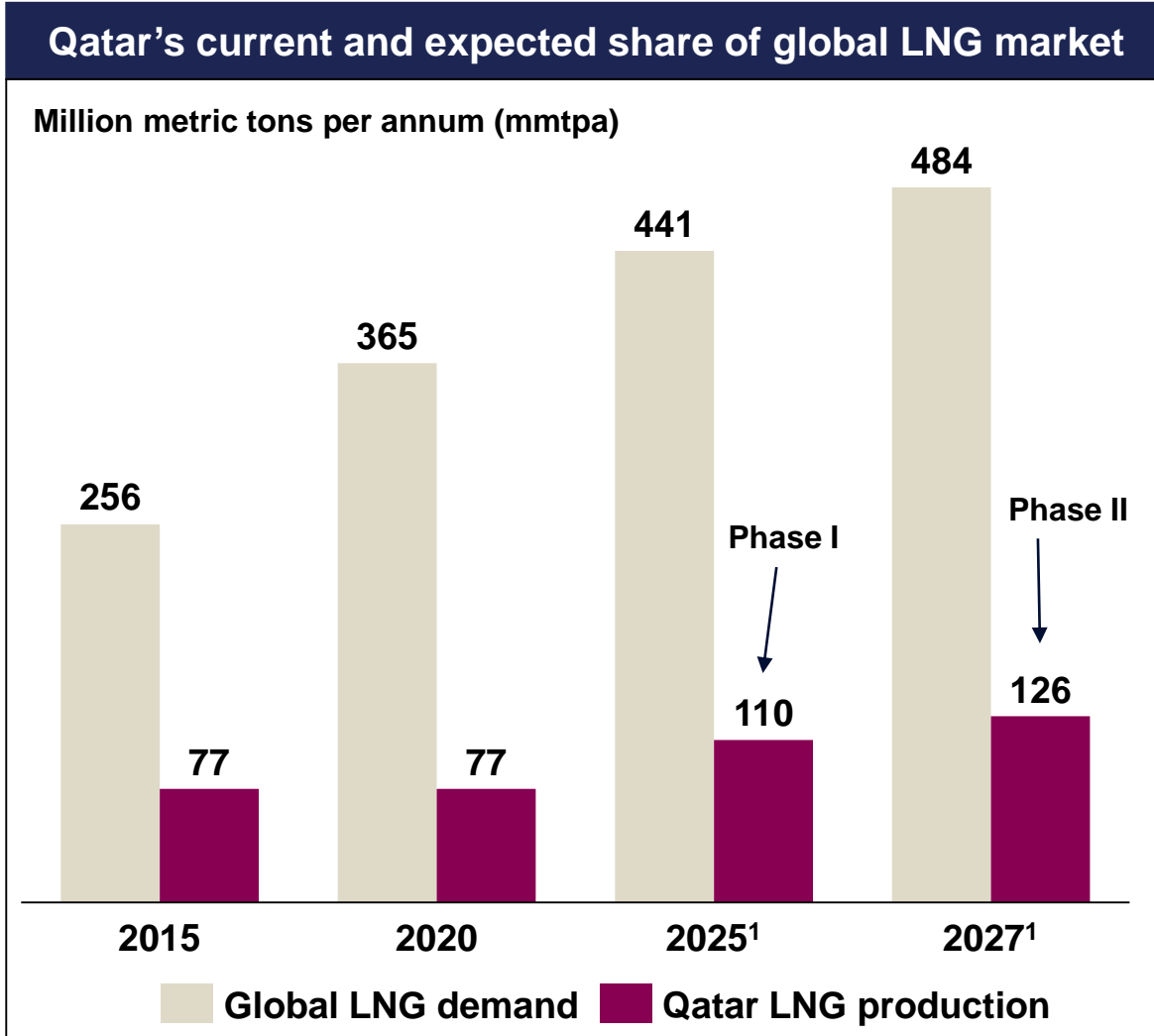


Reopening the economy and final preparations for the World Cup are expected to drive the recovery

Hosting the World Cup and enabling work for North Field expansion are expected to drive stronger growth in 2022

-- ◀ Ø Average

Qatar is set to significantly increase its LNG production, boosting domestic growth while maintaining its position as the world's largest exporter



- Globally Qatar is the largest LNG exporter with a market share of 20-30% of total LNG exports
- In 2017, Qatar decided to lift the moratorium on the North Field output
- Qatar is set to increase LNG capacity by 64% from the current 77 mtpa to 126 mtpa by Phase II completion¹, maintaining its position as the world's leading LNG exporter
- The LNG expansion will also unleash further downstream growth, as abundant feedstock favors the petrochemical and manufacturing sector

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 France, South Korea, Faroe Islands									
	Aa3 Qatar, UK, Belgium, Czech, Hong Kong, Taiwan, Macau, Cayman Islands, Isle of Man									
	A1 Chile, China, Japan, Kuwait, Saudi Arabia, Estonia									
	A2 Bermuda, Iceland, Slovakia, Lithuania, Poland, Ireland, Malta									
	A3 Latvia, Malaysia, Botswana, Slovenia									
	Baa1 Mexico, Spain, Thailand, Bulgaria, Peru									
	Baa2 Indonesia, Uruguay, Philippines, Colombia, Mauritius, Panama, Portugal, Hungary, Kazakhstan									
	Baa3 India, Italy, 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.