



Qatar First Bank
Investor Presentation
Quarter 2-2020

Profile

Qatar First Bank L.L.C. (Public) “QFB”, a leading Shari’ah compliant bank based in Qatar, offers investment opportunities and innovative financial solutions with local, regional and international reach.

QFB, listed on the Qatar Stock Exchange provides a wide range of products and services including alternative investments focused on private equity and real estate, private banking and wealth management, corporate and institutional banking, as well as treasury and investments.

With a clear strategy, highly experienced team, and solid shareholder base, QFB is a trusted advisor for high-net-worth individuals, corporate and institutional clients and a gateway to opportunities in Qatar, the region and global markets.

Facts:

- Established in 2008 as Qatar First Investment Bank, and started operations in 2009 with initial focus on principal investments in equity and real estate. Building on its successful investments, the Bank expanded its offering to banking and wealth management services.
- Qatar First Investment Bank was rebranded to Qatar First Bank (QFB) to become the first Shari’a compliant private bank in Qatar exclusively focused on catering to the banking needs of its elite private clients and their businesses, while offering access to unique investment opportunities and capabilities.
- The Bank with an authorized share capital of QAR 2.5bn and a paid up capital of QAR 0.7 bn (after capital reduction) is licensed and regulated by the Qatar Financial Centre Regulatory Authority (QFCRA)



Snapshot on results of Q2 2020

QoQ ANALYSIS

Profitability	Net loss* for the second quarter reduced by -91.6% to QAR -16.1 million	Total expenses for th quarter increased by -47.1% to QAR 22.1 million
	Total income of the first quarter increased by 100.4% to QAR 0.4 million	Return on equity* for Q2 improved by 91.3% to -3.2%
Financial position	Total assets decreased by -2.2% to QAR 2.5 billion	Total deposits slightly decreased by -2.4% to QAR 1.7 billion
	Total cash and bank increased by 12.2% to QAR 1 billion	Financing assets to deposits stood at 29.7%

*Attributable to the shareholders

Key Highlights of Q2 2020

- Available investment product of North 90 Corporate Campus located in Seattle Washington was fully syndicated to customers.
- Financing assets of QAR 339 million was early settled at carrying amount, thereby boosting the Bank's liquidity.
- No further significant deterioration of assets due to Covid in Q2 2020.
- QFB continued implementing a cost rationalization initiative to decrease its total costs, alongside implementing a risk-adjusted income-generating strategy to enhance its returns and shareholder value.

North 90 Corporate Campus - Seattle Washington



QFB completed the \$117 million off-market acquisition of 90 North, a four-building, 262k-square-foot office campus located in Bellevue, Washington. The property is fully rented by two tenants T-Mobile and Mindtree.

The 90 North Corporate Campus is a four building class “A” campus property situated on approximately 20 acres and strategically located at Seattle, Washington. The campus is ideally located in Eastgate, the heart of the I-90 suburban corridor which provides prime freeway access, proximity to the best executive housing in the region, a strong roster of corporate tenants, and a low vacancy rate. The campus features an on-site food court, café, fitness center, conference facility, courtyard with outdoor seating and recreational activities, and ample surface parking.

Consolidated Balance Sheet

All amounts are in QAR million

ASSETS	30-Jun-20	31-Mar-20	Change	
	QAR'M	QAR'M	QAR'M	%
Cash and cash equivalents	1,038.8	926.2	112.6	12%
Investments carried at amortised cost	117.5	111.7	5.8	5%
Financing assets	522.0	878.9	(356.9)	-41%
Equity investments	230.8	230.6	0.2	0%
Investments in real estate	14.8	14.8	-	0%
Fixed assets	0.5	0.7	(0.2)	-29%
Intangible assets	6.7	7.3	(0.6)	-8%
Assets held-for-sale	540.7	411.6	129.1	31%
Other assets	74.9	21.5	53.4	248%
TOTAL ASSETS	2,546.7	2,603.3	(56.6)	-2%
Liabilities				
Customers' balances	136.2	113.1	23.1	20%
Liabilities held-for-sale	169.0	168.5	0.5	0%
Other liabilities	84.4	88.4	(4.0)	-5%
Total Liabilities	389.6	370.0	19.6	5%
Equity of Unrestricted Investment Account Holders	1,601.0	1,666.9	(65.9)	-4%
Shareholders' Equity				
Share capital	700.0	700.0	-	0%
Share premium	0.2	0.2	-	0%
(Accumulated losses) / Retained earnings	(204.8)	(188.7)	(16.1)	9%
Total Shareholders' Equity	495.4	511.5	(16.1)	-3%
Non-controlling interest	60.7	54.9	5.8	11%
TOTAL LIABILITIES AND EQUITY	2,546.7	2,603.3	(56.6)	-2%

Profit & loss Statement

All amounts are in QAR million

Income	Q2-2020	Q1-2020	Change		H1-2020
	QAR'M	QAR'M	QAR'M	%	
Income from financing assets	11.7	13.8	(2.1)	-15%	25.5
Fee income	0.6	13.9	(13.3)	-96%	14.5
Loss on re-measurement of investments at fair value through income statement	0.3	(132.9)	133.2	-100%	(132.6)
Dividend income	1.4	0.6	0.8	133%	2.0
Profit on investments carried at amortised cost	1.5	1.4	0.1	6%	2.9
Income from placements with financial institutions	1.7	4.4	(2.7)	-62%	6.1
Gain / (loss) on disposal of equity investments	-	3.3	(3.3)	-100%	3.3
Loss on early settlement of financing assets	-	(0.3)	0.3	-100%	(0.3)
Other income, net	(2.7)	13.8	(16.5)	-120%	11.1
Total Income Before Return To Unrestricted Investment Account Holders	14.5	(82.0)	96.5	118%	(67.5)
Return to unrestricted investment account holders	(14.1)	(16.6)	2.5	-15%	(30.7)
Total Income	0.4	(98.6)	99.0	-100%	(98.2)
Expenses					
Staff costs	(10.1)	(8.6)	(1.5)	18%	(18.7)
Financing costs	-	(0.5)	0.5	-100%	(0.5)
Depreciation, amortisation and impairment charge	(0.8)	(20.6)	19.8	-96%	(21.4)
Other operating expenses	(11.2)	(12.1)	0.9	-7%	(23.4)
Total expenses	(22.1)	(41.8)	19.7	-47%	(64.0)
Provision for impairment on financing assets, net of recoveries	5.9	(49.5)	55.4	-112%	(43.6)
Provision for impairment on other financial assets	(0.1)	(2.8)	2.7	-95%	(2.9)
NET LOSS FROM CONTINUING OPERATIONS	(15.9)	(192.7)	176.8	-92%	(208.7)
Income from discontinued operations, net of tax	2.5	3.9	(1.4)	-36%	6.4
NET LOSS FOR THE YEAR	(13.4)	(188.8)	175.4	-93%	(202.3)
Attributable to:					
Equity holders of the Bank	(16.1)	(191.6)	175.5	-92%	(207.7)
Non-controlling interest	2.6	2.8	(0.2)	-7%	5.4
	(13.4)	(188.8)	175.4	-93%	(202.2)

