



**Qatar First Bank**  
Investor Presentation  
Quarter 1-2020

# 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 Q1 2020 (as reported)

QoQ ANALYSIS			
Profitability	Net loss for the first quarter 2020 stood at		Total expenses increased by 104.4% to
	<b>QAR -191.6 million</b>		<b>QAR 41.7 million</b>
	Total income/ (loss) of the first quarter stood at		Return on equity* for Q1 stood at
	<b>QAR -98.6 million</b>		<b>-37.4%</b>
Financial position	Total assets decreased by	-19.0% to	Total deposits decreased by -11% to
	<b>QAR 2.6 billion</b>		<b>QAR 1.8 billion</b>
	Total cash and bank decreased by	-24.1% to	Financing assets to deposits stood at
	<b>QAR 0.9 billion</b>		<b>49.4%</b>
*Attributable to the shareholders			

# Snapshot on results of Q1 2020 (without one-off significant provisions)

QoQ ANALYSIS				
Profitability	Net profit for the first quarter increased by	824.3% to	Total expenses for th quarter increased by	12.0% to
	QAR 12.4 million		QAR 22.9 million	
Financial position	Total income of the first quarter increased by	92.6% to	Return on equity* for Q1 stood at	
	QAR 34.2 million		1.7%	
Financial position	Total assets decreased by	-12.7% to	Total deposits decreased by	-11% to
	QAR 2.8 billion		QAR 1.8 billion	
Financial position	Total cash and bank decreased by	-24.1% to	Financing assets to deposits stood at	
	QAR 0.9 billion		52.3%	

*\*Attributable to the shareholders*

# Key Highlights of Q1 2020

- The unexpected crisis of the COVID-19 impacted significantly Bank's legacy portfolio
- Placement of North 90 Corporate Campus located in Seattle Washington for USD117 millions was completed
- Successful exit of aircraft providing a 12% IRR to the investors
- Extra liquidity was used to settle high yielding borrowings during Q1

# 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

ASSETS	31-Mar-20	31-Dec-19	Change	
	QAR'M	QAR'M	QAR'M	%
Cash and cash equivalents	926.2	1,221.0	(294.8)	-24%
Investments carried at amortised cost	111.7	110.4	1.3	1%
Financing assets	878.9	976.1	(97.2)	-10%
Equity investments	230.6	357.0	(126.4)	-35%
Investments in real estate	14.8	14.8	-	0%
Fixed assets	0.7	20.6	(19.9)	-97%
Intangible assets	7.3	7.9	(0.6)	-8%
Assets held-for-sale	411.6	454.4	(42.8)	-9%
Other assets	21.5	51.9	(30.4)	-59%
<b>TOTAL ASSETS</b>	<b>2,603.3</b>	<b>3,214.1</b>	<b>(610.8)</b>	<b>-19%</b>
<b>Liabilities</b>				
Financing liabilities	-	135.1	(135.1)	-100%
Customers' balances	113.1	243.5	(130.4)	-54%
Liabilities held-for-sale	168.5	218.4	(49.9)	-23%
Other liabilities	88.4	101.3	(12.9)	-13%
<b>Total Liabilities</b>	<b>370.0</b>	<b>698.3</b>	<b>(328.3)</b>	<b>-47%</b>
<b>Equity of Unrestricted Investment Account Holders</b>	<b>1,666.9</b>	<b>1,759.0</b>	<b>(92.1)</b>	<b>-5%</b>
<b>Shareholders' Equity</b>				
Share capital	700.0	700.0	-	0%
Share premium	0.2	0.2	-	0%
(Accumulated losses) / Retained earnings	(188.7)	2.9	(191.6)	-6607%
<b>Total Shareholders' Equity</b>	<b>511.5</b>	<b>703.1</b>	<b>(191.6)</b>	<b>-27%</b>
<b>Non-controlling interest</b>	<b>54.9</b>	<b>53.7</b>	<b>1.2</b>	<b>2%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>2,603.3</b>	<b>3,214.1</b>	<b>(610.8)</b>	<b>-19%</b>

All amounts are in QAR million

# Profit & loss Statement

Income	Q1-2020	Q4-2019	Change	
	QAR'M	QAR'M	QAR'M	%
Income from financing assets	13.8	18.2	(4.4)	-24%
Fee income	14.0	11.8	2.2	19%
Loss on re-measurement of investments at fair value through income statement	(132.8)	13.0	(145.8)	-1122%
Dividend income	0.6	1.1	(0.4)	-42%
Profit on investments carried at amortised cost	1.4	2.1	(0.7)	-32%
Income from placements with financial institutions	4.4	3.1	1.3	43%
Gain on disposal of investments carried at amortised cost	-	2.0	(2.0)	-100%
Gain / (loss) on disposal of equity investments	3.3	11.3	(7.9)	-70%
Gain on disposal of subsidiaries	-	1.3	(1.3)	-100%
Loss on early settlement of financing assets	(0.3)	(12.9)	12.6	-97%
Other income, net	13.5	(16.0)	29.5	-184%
<b>Total Income Before Return To Unrestricted Investment Account Holders</b>	<b>(82.0)</b>	<b>34.8</b>	<b>(116.8)</b>	<b>-336%</b>
Return to unrestricted investment account holders	(16.6)	(17.1)	0.5	-3%
<b>Total Income</b>	<b>(98.6)</b>	<b>17.8</b>	<b>(116.4)</b>	<b>-655%</b>
<b>Expenses</b>				
Staff costs	(8.6)	(1.6)	(7.0)	437%
Financing costs	(0.5)	(2.4)	1.9	-80%
Depreciation and amortisation	(20.6)	(1.7)	(18.8)	1088%
Other operating expenses	(12.1)	(14.7)	2.6	-18%
<b>Total expenses</b>	<b>(41.7)</b>	<b>(20.4)</b>	<b>(21.3)</b>	<b>104%</b>
Provision for impairment on financing assets, net of recoveries	(49.5)	(4.7)	(44.8)	951%
Provision for impairment on other financial assets	(2.8)	0.0	(2.8)	-93067%
<b>NET LOSS FROM CONTINUING OPERATIONS</b>	<b>(192.6)</b>	<b>(7.4)</b>	<b>(185.2)</b>	<b>2517%</b>
Loss from discontinued operations, net of tax	3.7	10.3	(6.6)	-64%
<b>NET LOSS FOR THE YEAR</b>	<b>(188.8)</b>	<b>2.9</b>	<b>(191.8)</b>	<b>-6519%</b>
<b>Attributable to:</b>				
Equity holders of the Bank	(191.6)	1.3	(192.9)	-14406%
Non-controlling interest	2.7	1.6	1.1	69%
	<b>(188.8)</b>	<b>2.9</b>	<b>(191.8)</b>	<b>-6519%</b>

All amounts are in QAR million

