



بنك قطر الأول  
QFB

**Qatar First Bank**  
**Investor Presentation**  
**for the year ended 31st December 2021**

# Index

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## Snapshot on Results of Q4 2021

# Snapshot on Results of Q4 2021

Comparative Analysis (Q4 vs Q3 2021)	
Profitability	Net Profit* for the fourth quarter of 2021 increased by 82.6% to <b>QAR 38.4 million</b>
	Total Income of the fourth quarter increased by 10.9% to <b>QAR 64.9 million</b>
Financial position	Total Assets increased by 21% to <b>QAR 3.2 billion</b>
	Total Cash and Bank balance increased by 74% to <b>QAR 1.65 billion</b>
	Total Expenses increased by 39% to <b>QAR 27.3 million</b>
	Return on Equity* for the fourth quarter stood at <b>26.8%</b>
	Total Deposits increased by 44% to <b>QAR 1.87 billion</b>
	Financing Assets to Deposits stood at <b>20.7%</b>

\*Attributable to the shareholders of QFB

# Snapshot on results of 2021 (Annual)

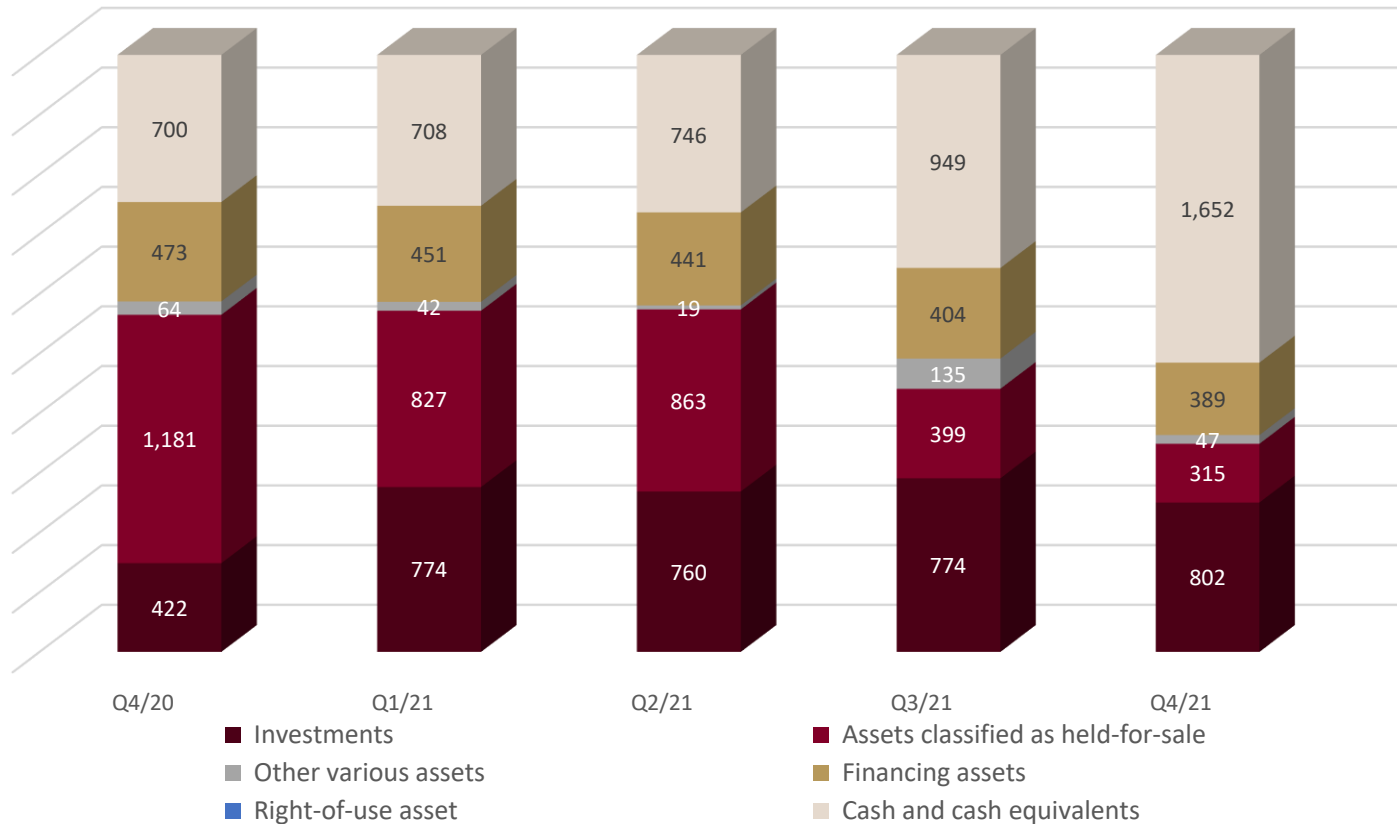
Comparative Analysis (2021 vs 2020)		
Profitability	<p>Net Profit* for the year 2021 stood at</p> <p><b>QAR 100.37 million</b></p> <p>vs. loss of QAR 226.7 million in 2020</p>	<p>Total Expenses for the year 2021 decreased by 15% to</p> <p><b>QAR 84.4 million</b></p>
	<p>Total Income for the year ended 2021 stood at</p> <p><b>QAR 226.7 million</b></p> <p>vs. negative total income of QAR 42.7 million in 2020</p>	<p>Return on Equity* for the year ended stood at</p> <p><b>17.5%</b></p>
Financial position	<p>Total Assets increased over 2020 by 13% to</p> <p><b>QAR 3.2 billion</b></p>	<p>Total Deposits have increased by 53% to</p> <p><b>QAR 1.87 billion</b></p>
	<p>Total Cash and Bank balance increased over 2020 by 136% to</p> <p><b>QAR 1.65 billion</b></p>	<p>Financing assets to deposits stood at</p> <p><b>20.7%</b></p>
*Attributable to the shareholders of QFB		

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## Overall Financial Performance

# Asset Mix

Amount in QAR million

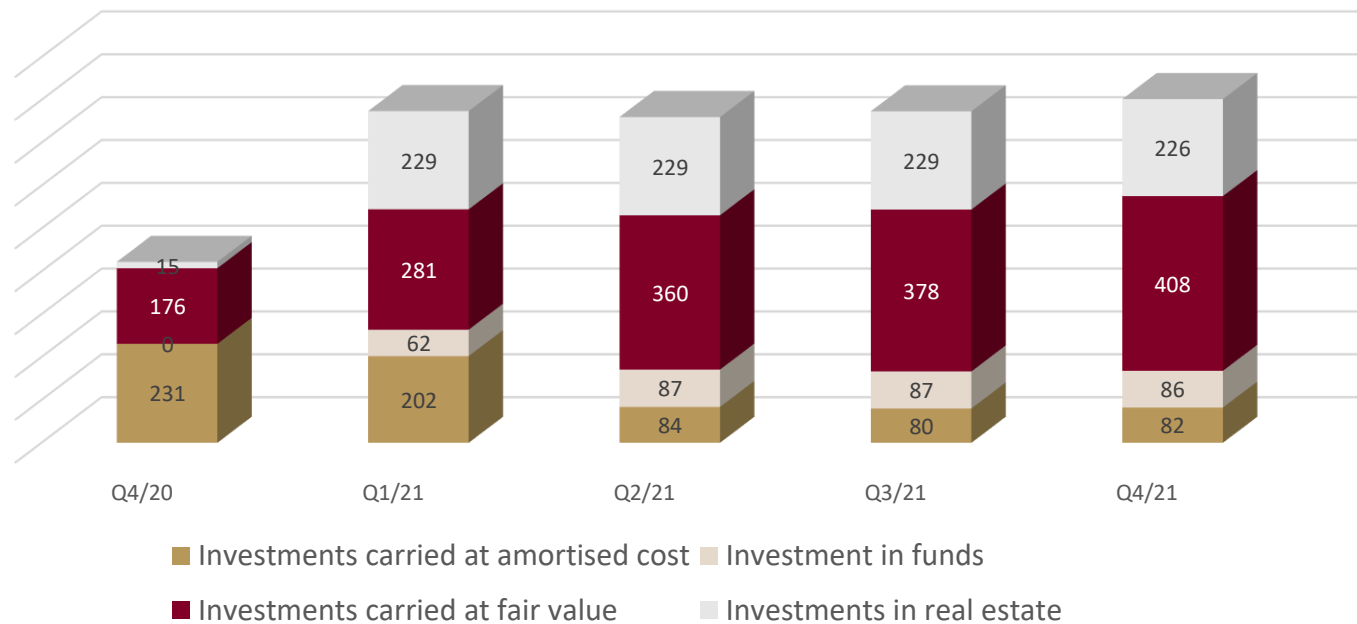


## Key Highlights

- Decrease in assets classified as held-for-sale is on account of Banks model of buying into investment products and their subsequent syndication
- Financing assets reduced throughout the year due to the Bank's strategy to reduce exposure on the financing assets and focus on other core investment products

# Investments

Amount in QAR million

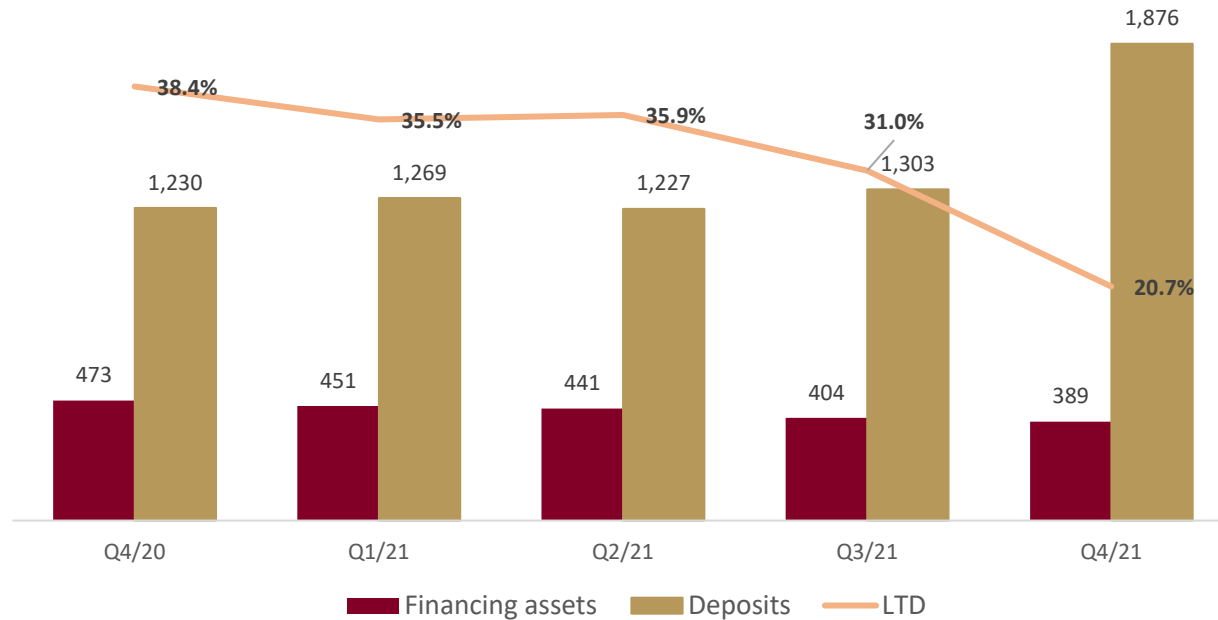


## Key Highlights

- Over the year 2021, the Bank was able to successfully exit some of its private equity investments
- To stabilize the future stream of income, the Bank added Sukuks & Sukuk funds in its Portfolio of investments

# Financing Asset and Customer Deposits

Amount in QAR million

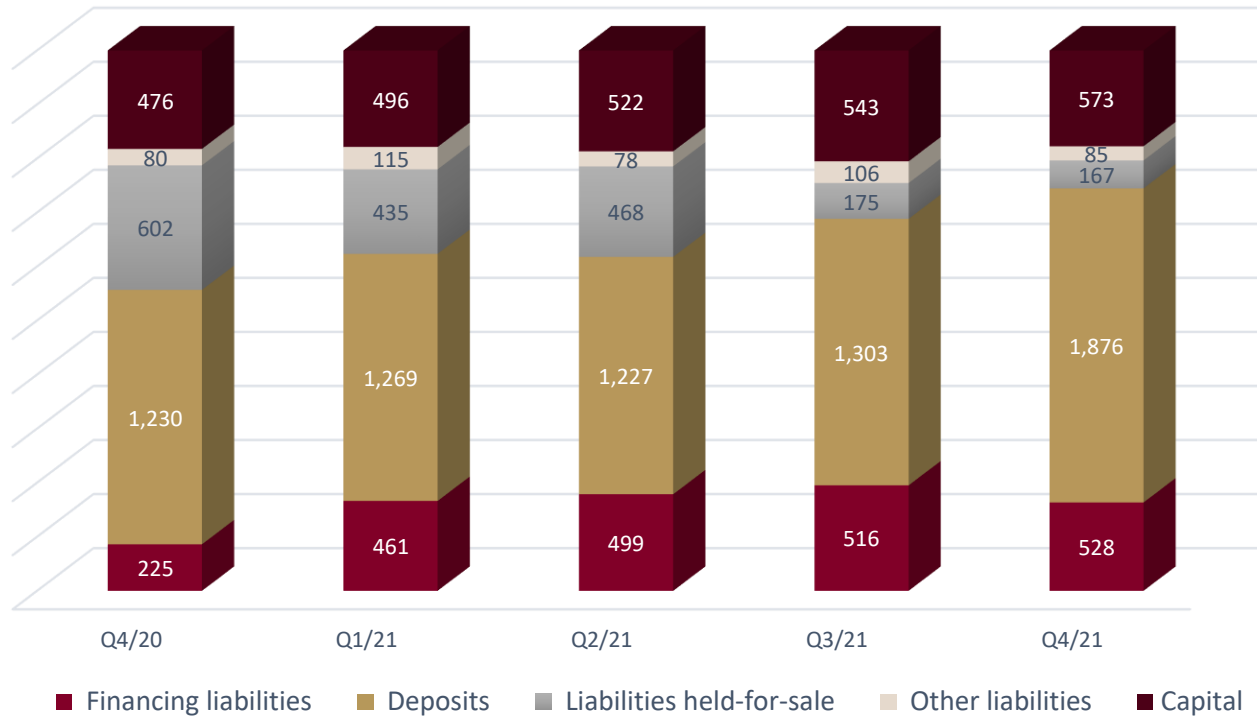


## Key Highlights

- The Bank is reducing its Financing assets to focus more on its core investment products
- The Bank increased its deposit base with longer tenor deposits to fund its assets

# Funding Mix

Amount in QAR million

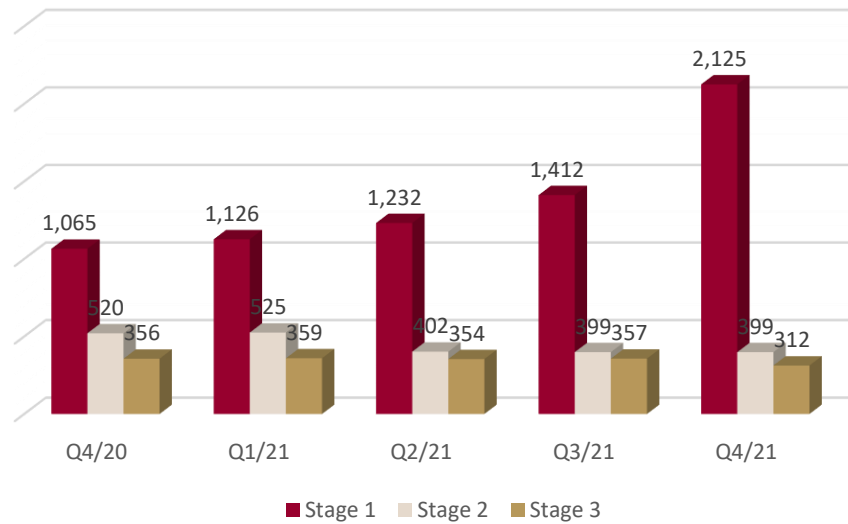


## Key Highlights

- The Bank has diversified its funding base by attracting interbank short-term deposits from Q4 2020 to grow it to QAR 528 Mn
- The Bank has increased its longer tenor deposits composition over the previous year

## Exposure at Default

Amount in QAR million



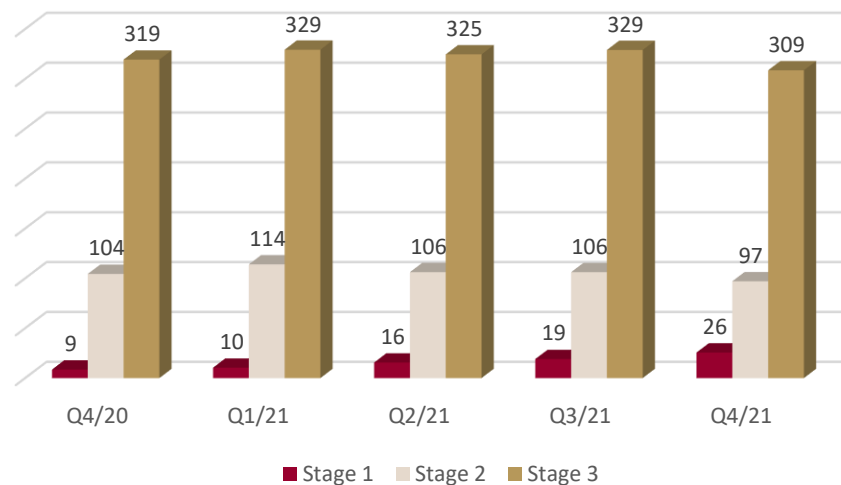
### Key Highlights

As of 31<sup>st</sup> Dec 2021, the Bank's stage wise credit exposure are

- Stage 1 75%
- Stage 2 14%
- Stage 3 11%

## Expect Credit Loss

Amount in QAR million

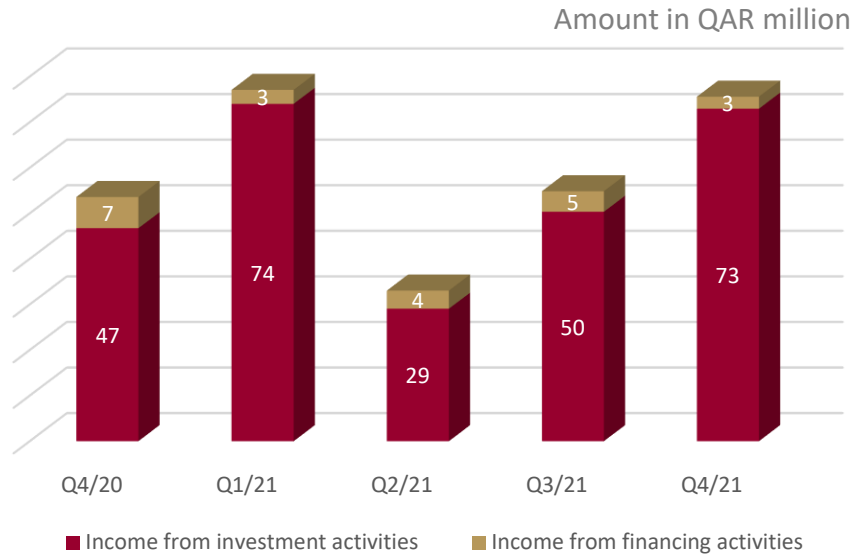


### Key Highlights

As of 31<sup>st</sup> Dec 2021, the Bank's ECL provisions as a % of credit exposure are

- Stage 1 1.2%
- Stage 2 24.3%
- Stage 3 98.8%

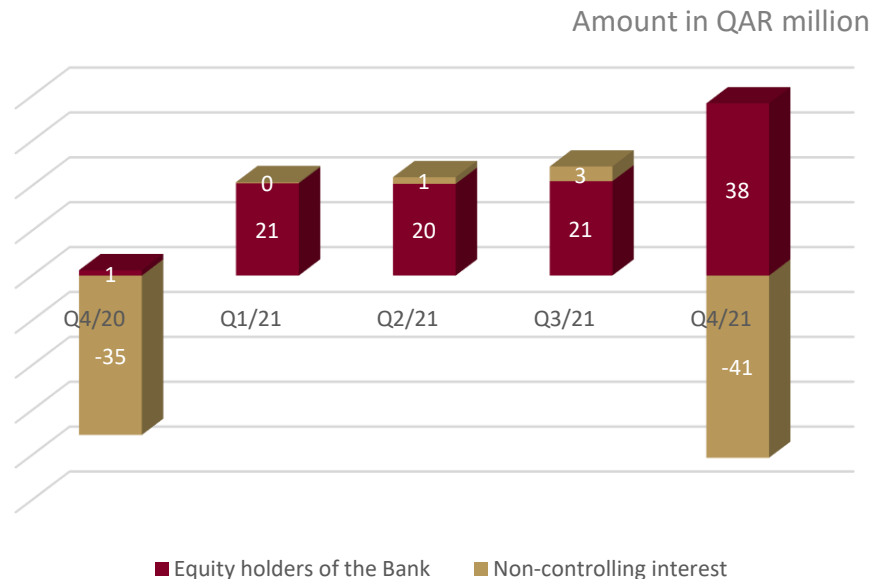
## Main Income Stream Analysis



### Key Highlights

Investment income was higher in Q4 2021 on account of disposal gains on its two Real Estate Products

## Net Income



### Key Highlights

The Net profit attributable to QFB's shareholders increased in Q4 2021 on account of disposal income from its real estate products.

The loss of NCI is primarily attributable to revaluation loss on an old asset.

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## Key Highlights

# Key Highlights of Q4 2021

- Successfully exited first US Real Estate Investment and generated more than 9% IRR for investors; 12% in annualized coupon in 2021
- Acquisition of 'Ten West Corporate Center One' Class A Office fully leased to 'Wood Group' in Houston, Texas, Energy Corridor
- Completion of an agreement (Private Investor) to invest in Silicon Valley AI Technology Company

## Successfully exited first US Real Estate Investment

QFB successfully exited Kennedy Flats, a multifamily residential building in the United States of America and generates more than 9% IRR for its investors since acquisition 3.5 years ago.

[Read More](#)



## Acquisition of 'Ten West Corporate Center One' Class A Office fully leased to 'Wood Group' in Houston, Texas, Energy Corridor

QFB acquired Ten West Corporate Center One, a 199,000 square foot Class-A, impeccably-maintained and institutionally-owned office building located in Houston's Energy Corridor.

The Property is fully leased to Wood Group Mustang, Inc, a subsidiary of the British industrial services firm, John Wood Group plc (LSE: WG) which offers engineering, procurement, and construction management services globally.

[Read More](#)



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## Appendix

# Quarterly Analysis of Balance sheet

All amounts are in QAR million

ASSETS	31-Dec-21	30-Sep-21	Change	
	QAR'M	QAR'M	QAR'M	%
Cash and cash equivalents	1,651.7	948.7	703.0	74.1%
Investments carried at amortised cost	82.3	80.1	2.2	2.7%
Investment in funds	85.7	86.5	(0.8)	-0.9%
Financing assets	388.7	403.8	(15.1)	-3.7%
Equity investments	407.6	377.8	29.8	7.9%
Investments in real estate	226.4	229.2	(2.8)	-1.2%
Fixed assets	11.2	1.1	10.1	945.8%
Intangible assets	3.2	3.8	(0.6)	-16.9%
Assets held-for-sale	315.3	398.5	(83.2)	-20.9%
Other assets	32.6	129.9	(97.4)	-74.9%
<b>TOTAL ASSETS</b>	<b>3,204.7</b>	<b>2,659.4</b>	<b>545.2</b>	<b>20.5%</b>
<b>Liabilities</b>				
Financing liabilities	527.5	515.6	11.9	2.3%
Customers' balances	136.5	140.5	(4.0)	-2.8%
Liabilities held-for-sale	167.0	175.3	(8.3)	-4.7%
Other liabilities	84.5	106.2	(21.7)	-20.4%
<b>Total Liabilities</b>	<b>915.6</b>	<b>937.6</b>	<b>(22.0)</b>	<b>-2.4%</b>
<b>Equity of Unrestricted Investment Account Holders</b>	<b>1,739.4</b>	<b>1,162.5</b>	<b>576.8</b>	<b>49.6%</b>
<b>Shareholders' Equity</b>				
Share capital	700.0	700.0	-	0.0%
Share premium	0.2	0.2	-	0.0%
Investments fair value reserve	(1.6)	4.3	(5.9)	-137.1%
(Accumulated losses) / Retained earnings	(126.0)	(161.8)	35.9	-22.2%
<b>Total Shareholders' Equity</b>	<b>572.6</b>	<b>542.7</b>	<b>30.0</b>	<b>5.5%</b>
<b>Non-controlling interest</b>	<b>(22.9)</b>	<b>16.6</b>	<b>(39.5)</b>	<b>-237.6%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>3,204.7</b>	<b>2,659.4</b>	<b>545.2</b>	<b>20.5%</b>

# Quarterly Analysis of Profit & Loss

All amounts are in QAR million

Income	Q4-2021	Q3-2021	Change	
	QAR'M	QAR'M	QAR'M	%
Income from financing assets	2.5	4.6	(2.1)	-46%
Income from placements with financial institutions	1.0	0.8	0.2	32%
Financing costs	(0.8)	(2.2)	1.4	-62%
<b>Net income from financing assets</b>	<b>2.6</b>	<b>3.1</b>	<b>(0.5)</b>	<b>-15%</b>
Fee income	21.1	3.8	17.3	459%
Dividend income	2.6	6.0	(3.4)	-56%
Profit on investments carried at amortised cost	3.4	3.2	0.1	4%
Loss on investments at fair value through income statement	(0.4)	(4.5)	4.1	-92%
Fair value loss on re-measurement of investments in real estate	(2.8)	-		
Gain / (loss) on disposal of equity investments	49.0	41.8	7.2	17%
Net foreign exchange (loss) / gain	(5.1)	6.9	(12.0)	-174%
Other income, net	1.8	3.1	(1.3)	-42%
<b>Total Income Before Return To Unrestricted Investment Account Holders</b>	<b>72.3</b>	<b>63.5</b>	<b>8.8</b>	<b>14%</b>
Return to unrestricted investment account holders	(7.3)	(4.9)	(2.5)	51%
<b>Total Income</b>	<b>65.0</b>	<b>58.6</b>	<b>6.4</b>	<b>11%</b>
<b>Expenses</b>				
Staff costs	(14.6)	(13.7)	(0.9)	6%
Depreciation, amortisation and impairment charge	(1.1)	(0.7)	(0.4)	49%
Other operating expenses	(11.6)	(5.1)	(6.5)	127%
<b>Total expenses</b>	<b>(27.3)</b>	<b>(19.6)</b>	<b>(7.7)</b>	<b>39%</b>
Provision for impairment on financing assets, net of recoveries	9.9	(3.7)	13.6	-367%
Provision for impairment on other financial assets	(7.1)	(4.0)	(3.0)	74%
<b>NET LOSS FROM CONTINUING OPERATIONS</b>	<b>40.5</b>	<b>31.2</b>	<b>9.3</b>	<b>30%</b>
Income from discontinued operations, net of tax	(42.7)	(6.9)	(35.8)	518%
<b>NET LOSS FOR THE YEAR</b>	<b>(2.2)</b>	<b>24.3</b>	<b>(26.5)</b>	<b>-109%</b>
<b>Attributable to:</b>				
Equity holders of the Bank	38.4	21.0	17.4	83%
Non-controlling interest	(40.6)	3.3	(43.9)	-1333%
	<b>(2.2)</b>	<b>24.3</b>	<b>(26.5)</b>	<b>-109%</b>

