



بنك قطر الأول  
QFB

# Qatar First Bank

**Investor Presentation**  
for half year ended 30<sup>th</sup> June 2022

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## Profile of QFB

# QFB 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 1.02 Bn as of 30<sup>th</sup> June 2022 is licensed and regulated by the Qatar Financial Centre Regulatory Authority (QFCRA).



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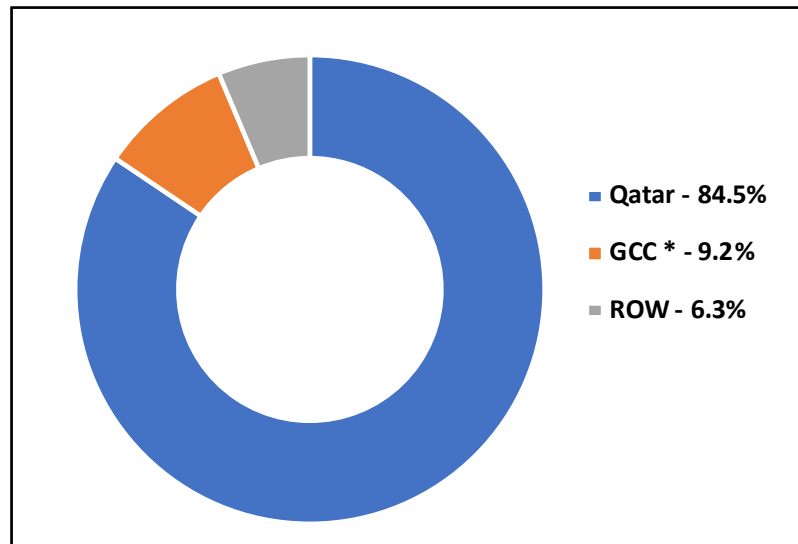
## QFB Share Price & Key Ratios

# QFB Share Price & Key Ratios

## Share Price

Indicator	Date	Value (QAR)
Last Price	30-Jun-22	1.180
52 Week High	4-Jul-21	1.897
52 Week Low	24-Jun-22	1.073

## Diversified & Strong Shareholder base



\* GCC excluding Qatar  
ROW – Rest of the world

## Key Ratios & Indicators

Ratio	H1-2021	YE-2021	H1-2022
Return on Equity *	16.4%	17.5%	10.8%
Return on Assets *	2.9%	3.1%	2.2%
Earning per share (QAR)	0.055	0.055	0.050
Capital Adequacy Ratio	16.2%	18.1%	26.1%

\* ROA, ROE are annualized normal

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## Financial Highlights for H1-2022

# Financial Highlights for H1-2022

## Balance Sheet (QR Mns)

Description	Jun-22	Dec-21	Change %
Cash and Bank Balances	2,037	1,652	23%
Investments carried at Fair Value	711	408	75%
Investments in Real Estate	226	226	0%
Assets held-for-sale	575	315	82%
Financing Assets	283	389	-27%
<b>Total Assets</b>	<b>4,466</b>	<b>3,205</b>	<b>39%</b>
Total Deposits	2,577	1,876	37%
Total Equity	1,039	550	89%

## Income Statement (QR Mns)

Description	H1-2022	H1-2021	Change %
Fee Income	33.5	6.6	407%
Dividend Income	11.1	4.0	180%
Profit on Sukuk Investments	10.2	5.8	77%
Gain on disposal of Equity Investments	13.3	84.3	-84%
Other Income	13.6	7.9	72%
<b>Total Income</b>	<b>46.0</b>	<b>103.2</b>	<b>-55%</b>
Total Expenses	(47.8)	(37.5)	27%
Provision for impairment of Financing Assets	51.2	(14.5)	-453%
<b>Net Profit (Attributable to Equity holders of QFB)</b>	<b>42.0</b>	<b>41.0</b>	<b>3%</b>





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**Key Business Highlights for H1-2022**

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# Key Business Highlights for H1-2022

## Acquisitions



QFB Acquired the **Gateway Plaza** building in Richmond, Virginia, which is a Class AA trophy asset with an area of 330,000 square feet that was developed in 2015 as a build-to-suit building and is tremendous addition to the Bank's investment portfolio. The new investment is QFB's fourteenth investment under its new Shari'a compliant real estate investment strategy, and its eleventh US real estate property with an aim to expand its presence and expertise in the US real estate market.



QFB will finance a Qatari consortium of investors to participate in the acquisition of a 10.8% stake in Ennismore, the largest and fastest-growing lifestyle hospitality company, by providing 20 million Euro in Shari'a-compliant financing. This move comes as part of the Bank's efforts to tap into different markets further diversifying its portfolio.



QFB invested in **SoundHound Inc.**, a US late-stage tech company specialized in voice, whose headquarters in Silicon Valley, California. The investment will mark QFB's 11th investment in the United States and this is the QFB's first investment in the US tech market.

## Exits



QFB successfully exited **Jefferson Square**, its first syndicated real estate investment in the heart of Baltimore in Maryland, a class A multifamily residential building, acquired in June 2017 as part of its Shari'a compliant real estate investment program. Jefferson Square marks the second US real estate exit for QFB.

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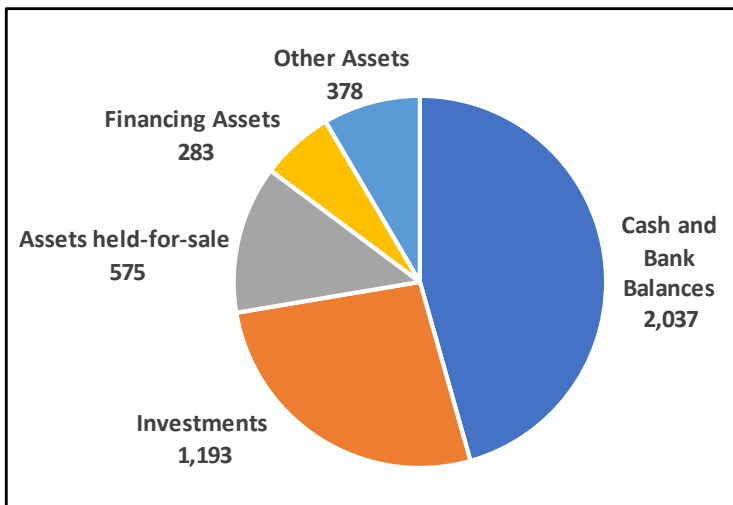
## Financial Performance Analysis

# Asset Mix

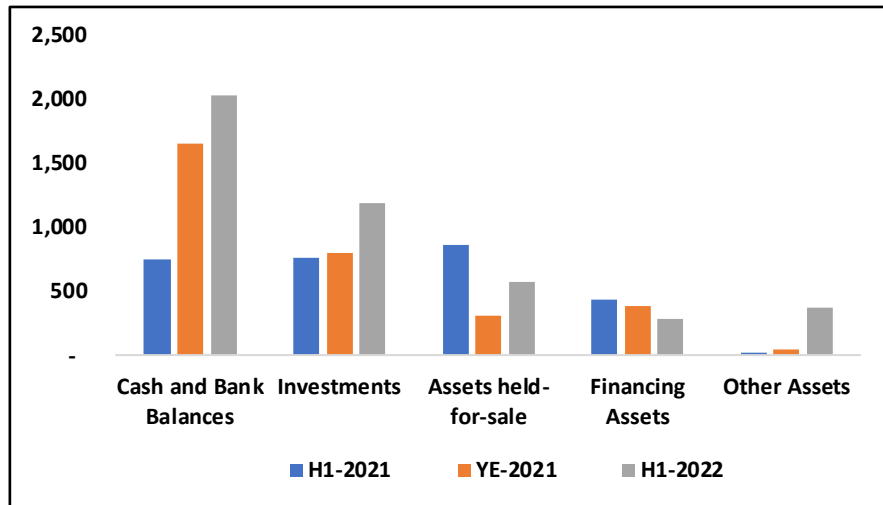
## Asset Mix (QR Mns)

Asset Type	H1-2021	YE-2021	H1-2022
Cash and Bank Balances	746	1,652	2,037
Investments	760	802	1,193
Assets held-for-sale	863	315	575
Financing Assets	441	389	283
Other Assets	19	47	378
<b>Total Assets</b>	<b>2,829</b>	<b>3,205</b>	<b>4,466</b>

## Asset Mix as of H1-2022 (QR Mns)



## Asset Mix Trend (QR Mns)

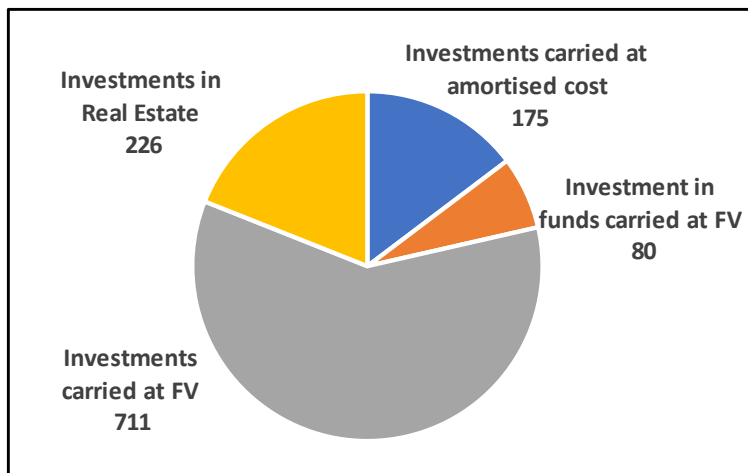


# Investments

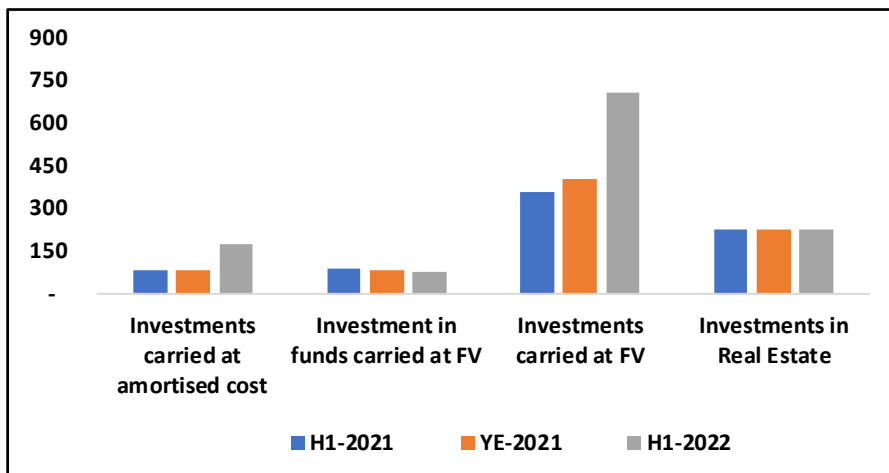
## Composition of Investments (QR Mns)

Investment Type	H1-2021	YE-2021	H1-2022
Investments carried at Amortised Cost	84	82	175
Investment in Funds carried at FV	87	86	80
Investments carried at FV	360	408	711
Investments in Real Estate	229	226	226
<b>Total Investments</b>	<b>760</b>	<b>802</b>	<b>1,193</b>

## Investment Mix as of H1-2022 (QR Mns)



## Investment Mix Trend (QR Mns)



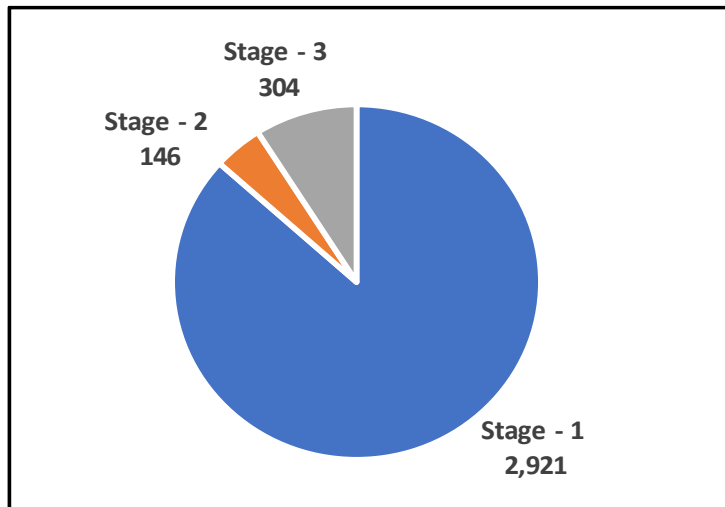
# ECL Stage wise

## Exposure & ECL (QR Mns)

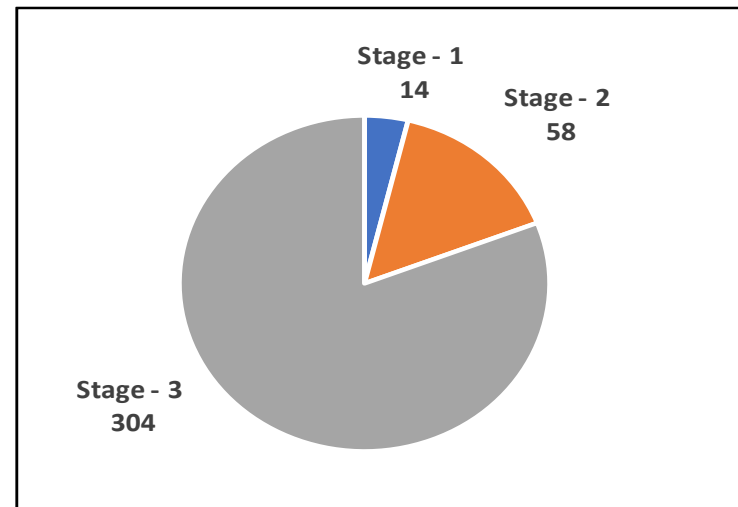
Exposure	H1-2021	YE-2021	H1-2022
Stage - 1	1,232	2,125	2,921
Stage - 2	402	399	146
Stage - 3	354	312	304

ECL Stage-wise	H1-2021	YE-2021	H1-2022
Stage - 1	16	26	14
Stage - 2	106	97	58
Stage - 3	325	309	304

## Exposure for H1-22 (QR Mns)



## ECL Stage-wise for H1-22 (QR Mns)

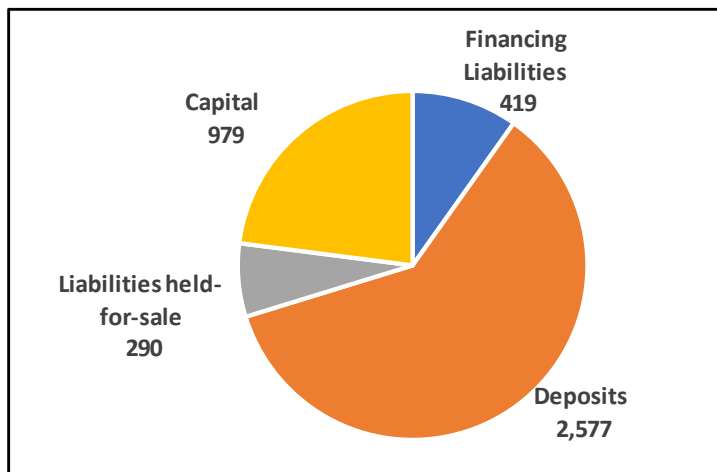


# Funding Mix

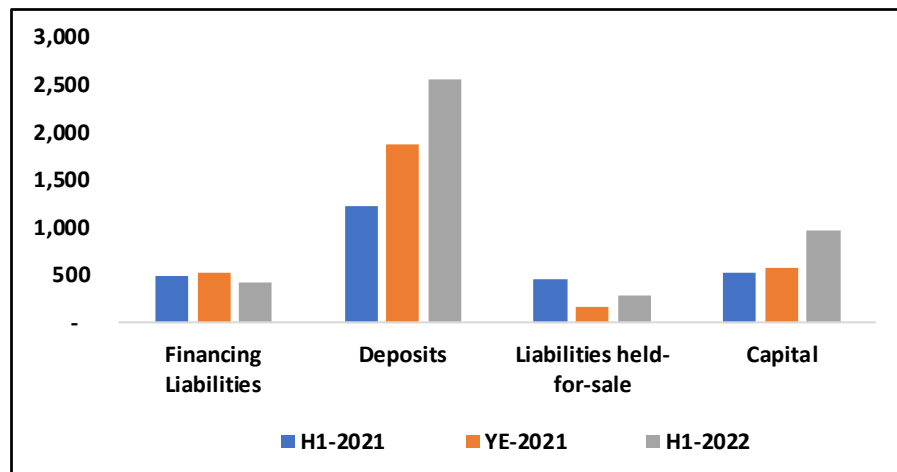
## Funding Mix Trend (QR Mns)

Funded By	H1-2021	YE-2021	H1-2022
Financing Liabilities	499	528	419
Deposits	1,227	1,876	2,577
Liabilities held-for-sale	468	167	290
Capital	522	573	979

## Funding Mix as of H1-2022 (QR Mns)



## Funding Mix Trend (QR Mns)

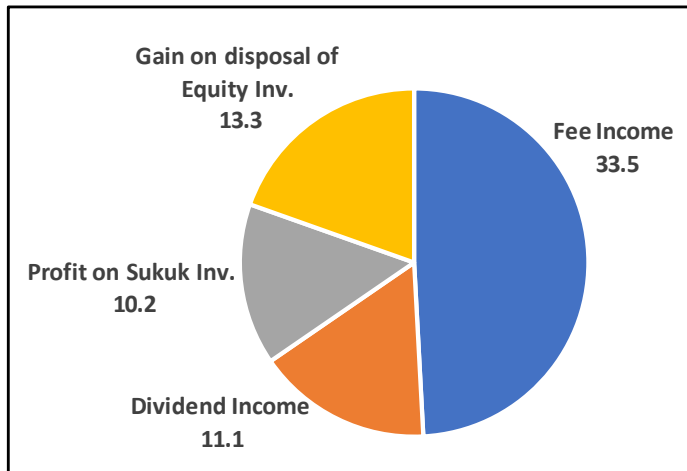


# Major Income Streams

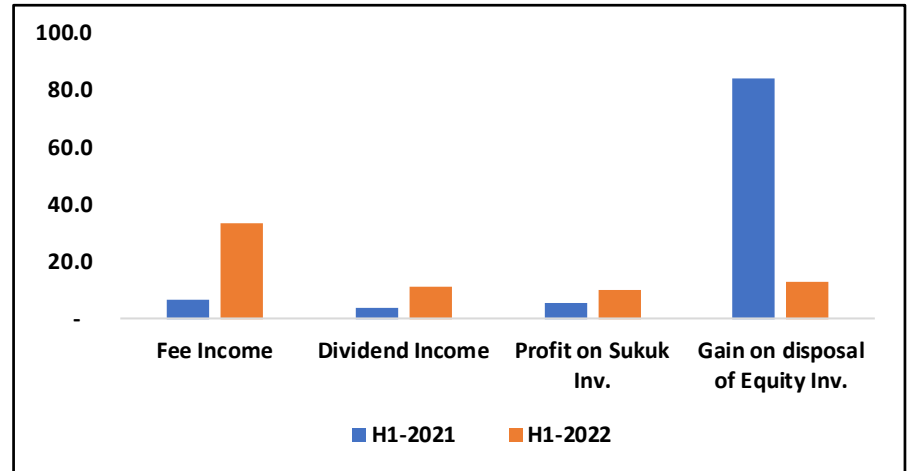
## Major Income Streams Trend (QR Mns)

Major Income Streams	H1-2022	H1-2021	Change
Fee Income	33.5	6.6	407%
Dividend Income	11.1	4.0	180%
Profit on Sukuk Investments	10.2	5.8	77%
Gain on disposal of Equity Investment	13.3	84.3	-84%

## Major Income Streams for H1-22 (QR Mns)



## Major Income Streams for H1-22 vs H1-21 (QR Mns)





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News Update

# Capital raise of up to QAR 420 Mn ordinary shares through Rights Issue

- At the Extraordinary General Meeting (EGM) of the Bank held on 22 September 2021, the shareholders approved to increase the Bank's share capital through a right issue representing 60% of the Bank's paid up nominal share capital (i.e. from QAR 700,000,000 up to QAR 1,120,000,000) within a period of one year from the EGM date.
- The Bank offered 420,000,000 new ordinary shares for subscription at a price of QAR 1.2 (One Qatari Riyals and twenty Dirhams) each (including premium per share of QAR 0.2), including issuance expenses that are capped to 1% of the share par value (the "Right Issue").
- Accordingly, the subscription process for the rights issue commenced on 6 April 2022 and closed on 19 April 2022 through which 268,711,498 new ordinary shares were subscribed. Subsequently, 49,797,137 new ordinary shares were sold through the market as per the regulatory process resulting in a total of 318,508,635 new ordinary shares subscribed as of 30 June 2022. This resulted in an increase in the share capital by QAR 318.5 million and share premium by QAR 60.5 million (net of expenses) aggregating to QAR 379.0 million. The Bank is in process of selling the remaining unsubscribed shares in the market as per the regulatory guidance.

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Appendix

# Balance Sheet as of 30<sup>th</sup> June 2022

	30-Jun-22	31-Dec-21	Change	
	QAR'M	QAR'M	QAR'M	%
<b>Assets</b>				
Cash and cash equivalents	2,037.4	1,651.7	385.7	23%
Investments carried at amortised cost	175.4	82.3	93.2	113%
Investment in funds	80.3	85.7	(5.4)	-6%
Financing assets	283.0	388.7	(105.7)	-27%
Equity investments	711.4	407.6	303.9	75%
Investments in real estate	226.4	226.4	-	0%
Fixed assets	10.3	11.2	(0.9)	-8%
Intangible assets	2.2	3.2	(1.0)	-31%
Assets held-for-sale	574.5	315.3	259.2	82%
Other assets	365.0	32.6	332.4	1020%
<b>TOTAL ASSETS</b>	<b>4,466.0</b>	<b>3,204.7</b>	<b>1,261.3</b>	<b>39%</b>
<b>Liabilities</b>				
Financing liabilities	418.8	527.5	(108.7)	-21%
Customers' balances	879.2	136.5	742.7	544%
Liabilities held-for-sale	289.9	167.0	122.9	74%
Other liabilities	141.3	84.5	56.8	67%
<b>Total Liabilities</b>	<b>1,729.3</b>	<b>915.6</b>	<b>813.7</b>	<b>89%</b>
<b>Equity of Unrestricted Investment Account Holders</b>	<b>1,697.7</b>	<b>1,739.4</b>	<b>(41.7)</b>	<b>-2%</b>
<b>Shareholders' Equity</b>				
Share capital	1,018.5	700.0	318.5	46%
Share premium	60.7	0.2	60.5	29811%
Investments fair value reserve	(16.1)	(1.6)	(14.5)	915%
(Accumulated losses) / Retained earnings	(83.9)	(126.0)	42.0	-33%
<b>Total Shareholders' Equity</b>	<b>979.2</b>	<b>572.6</b>	<b>406.5</b>	<b>71%</b>
<b>Non-controlling interest</b>	<b>59.8</b>	<b>(22.9)</b>	<b>82.7</b>	<b>-361%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>4,466.0</b>	<b>3,204.7</b>	<b>1,261.3</b>	<b>39%</b>

# Income Statement for 30<sup>th</sup> June 2022

	H1-2022	H1-2021	Change	
	QAR'M	QAR'M	QAR'M	%
<b>Income</b>				
Income from financing assets	3.7	7.4	(3.7)	-50%
Income from placements with financial institutions	3.0	1.0	2.1	215%
Financing costs	(2.1)	(1.3)	(0.8)	62%
<b>Net Income from Financing Assets</b>	<b>4.6</b>	<b>7.1</b>	<b>(2.4)</b>	<b>-34%</b>
Fee income	33.5	6.6	26.9	407%
Dividend income	11.1	4.0	7.1	180%
Profit on investments carried at amortised cost	10.2	5.8	4.4	77%
Loss on investments at fair value through income statement	(17.8)	1.6	(19.4)	-1214%
Gain on disposal of investments carried at amortised cost	(0.3)	-	(0.3)	-100%
Gain / (loss) on disposal of equity investments	13.3	84.3	(71.0)	-84%
Loss on early settlement of financing assets	(1.5)	-	(1.5)	-100%
Net foreign exchange (loss) / gain	1.0	(4.3)	5.3	-124%
Other income, net	13.6	8.7	4.9	56%
<b>Total Income before return to UIAH</b>	<b>67.8</b>	<b>113.7</b>	<b>(45.9)</b>	<b>-40%</b>
Return to unrestricted investment account holders	(21.9)	(10.5)	(11.3)	107%
<b>Total Income</b>	<b>46.0</b>	<b>103.2</b>	<b>(57.2)</b>	<b>-55%</b>
<b>Expenses</b>				
Staff costs	(33.3)	(27.5)	(5.9)	21%
Depreciation, amortisation and impairment charge	(2.2)	(1.4)	(0.8)	55%
Other operating expenses	(12.2)	(8.6)	(3.6)	41%
<b>Total Expenses</b>	<b>(47.8)</b>	<b>(37.5)</b>	<b>(10.2)</b>	<b>27%</b>
Provision for impairment on financing assets, net of recoveries	40.0	(13.6)	53.6	-395%
Provision for impairment on other financial assets	11.3	(1.0)	12.2	-1269%
<b>Net Profit from Continuing Operations</b>	<b>49.4</b>	<b>51.1</b>	<b>(1.7)</b>	<b>-3%</b>
Income from discontinued operations, net of tax	0.2	(8.4)	8.6	-102%
<b>Net Profit for the period</b>	<b>49.6</b>	<b>42.7</b>	<b>6.9</b>	<b>16%</b>
<b>Attributable to:</b>				
Equity holders of the Bank	42.0	41.0	1.0	3%
Non-controlling interest	7.6	1.7	5.9	338%
	<b>49.6</b>	<b>42.7</b>	<b>6.9</b>	<b>16%</b>

## Investors Contact

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