

INVESTOR PRESENTATION

2023

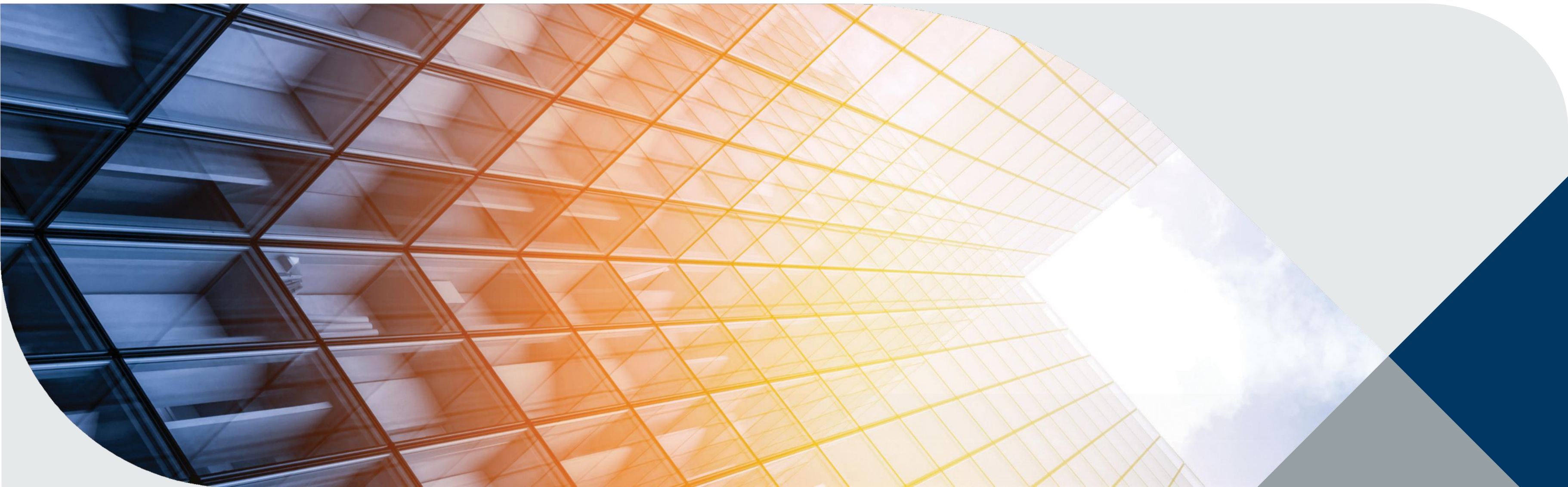
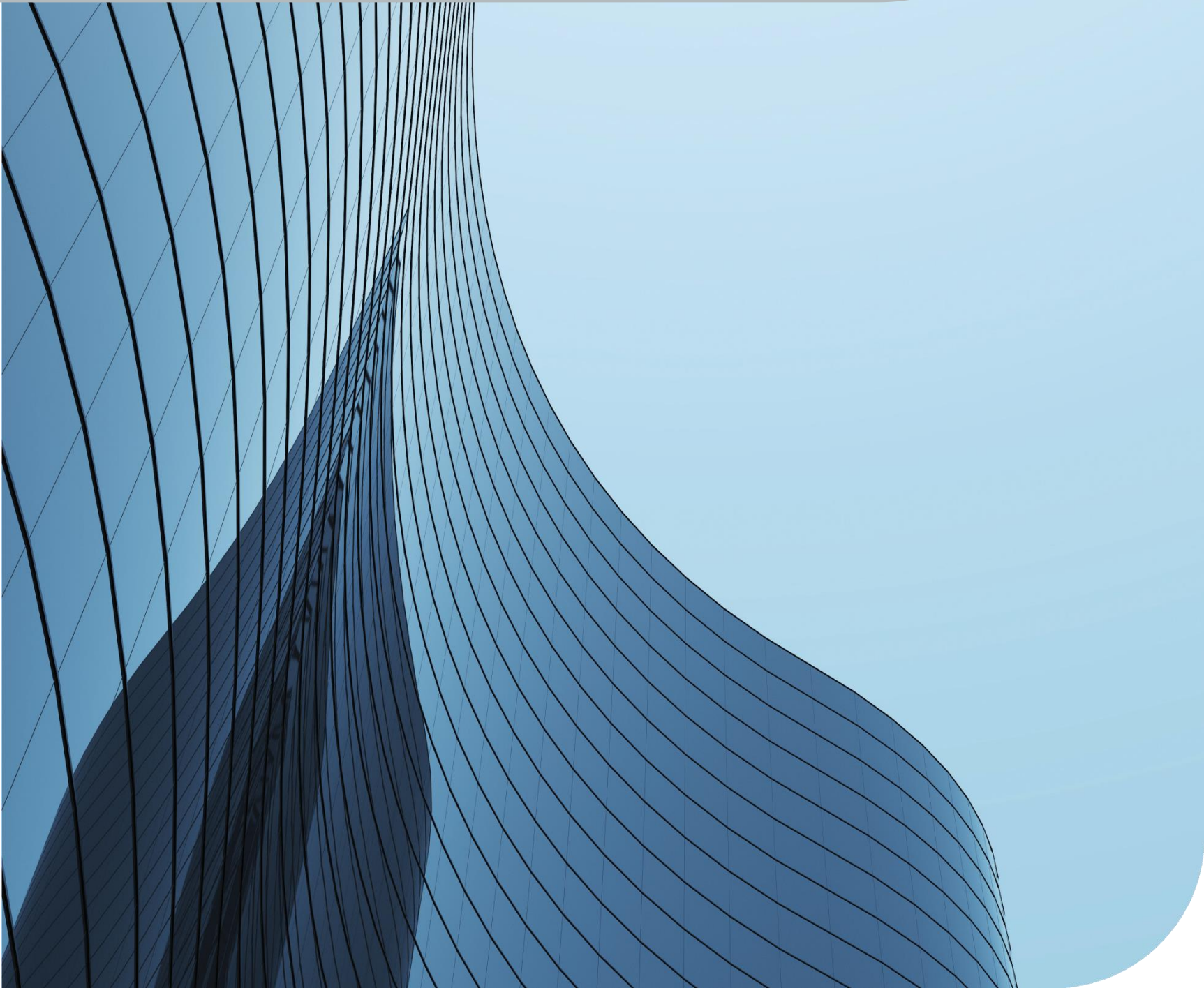


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ABOUT LESHA BANK



Vision

Become a global leader in Shari'a-compliant investment banking by offering innovative investment opportunities to achieve sustainable growth.



Founded in 2008

First independent Shari'a -compliant Investment Bank in Qatar to be authorized by Qatar Financial Center Regulatory Authority (QFCRA) and a listed entity on Qatar Stock Exchange (QSE: QFBQ).



Shari'a-Complaint

Shari'a Supervisory board reviews and approves each deal and investment.



QAR 6.2 billion

Assets Under Management (AUM) as of 31st December 2023 in Real Estate, Private Equity and Debt.



Product Offerings

Provide top-tier Private Equity, Real Estate, Private Banking & Wealth Management, Corporate Banking and Treasury services to High-Net Worth & Ultra High-Net-Worth Individuals and well-renowned corporations and institutions.

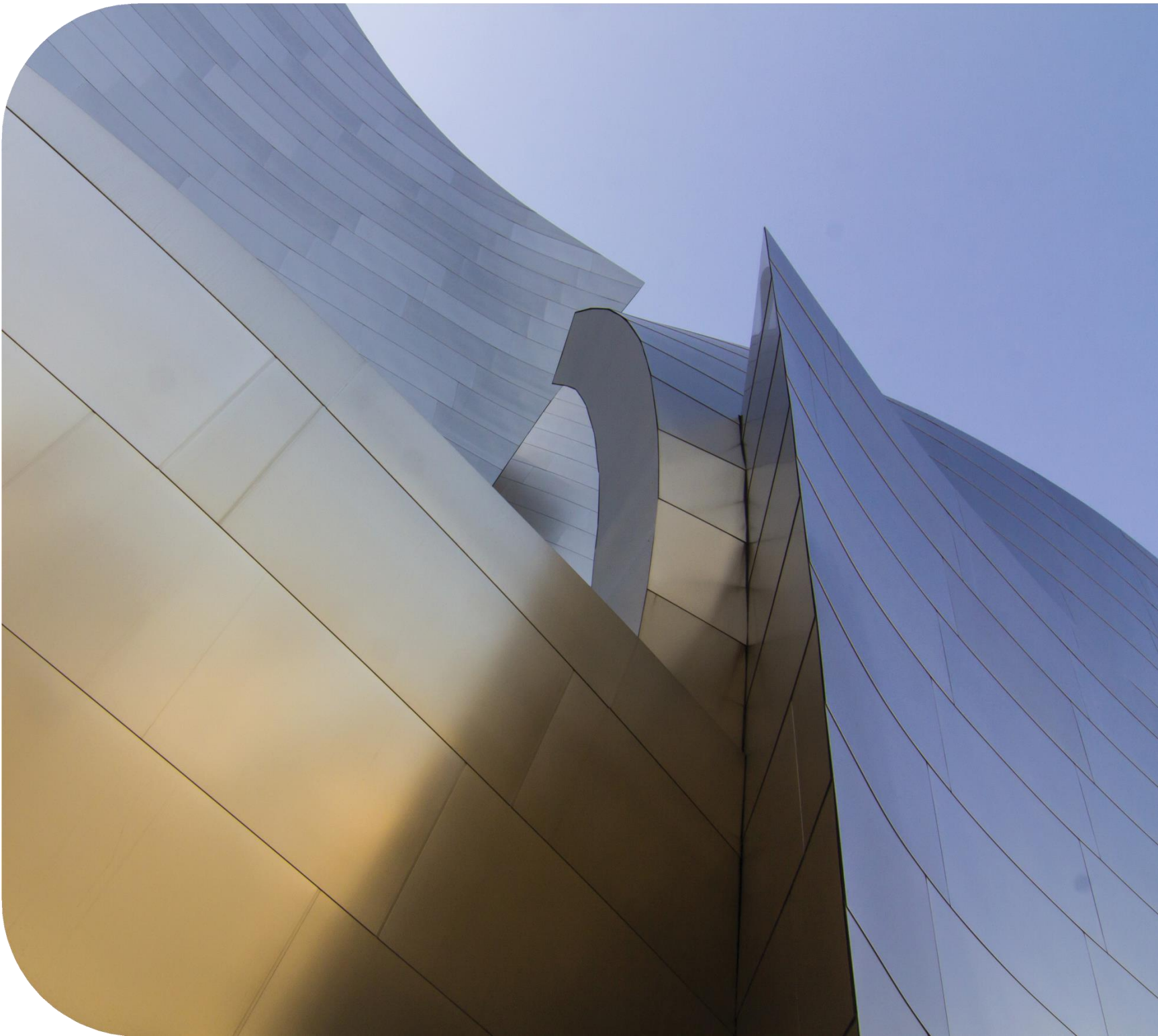


Experienced Team & Partners

Lesha Bank's global, multi- disciplined approach and broad network allows the Bank to source unique investment opportunities globally.

Legal Structure	A limited Liability Company (Public) incorporated in the QFC
QFC License No.	00091
Date of Registration	4 September 2008
Authorized Capital	QAR 2,500,000,000
Paid up Capital	QAR 1,120,000,000
Market Capitalization	QAR 1,481,760,000 (As of 31 December 2023)
Trading Symbol	Qatar Stock Exchange (QSE: QFBQ)

STRATEGY

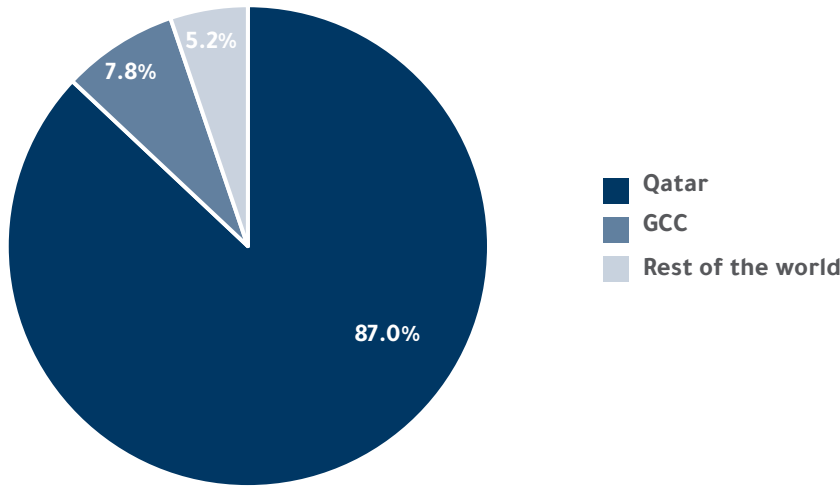


OVERVIEW AND OWNERSHIP STRUCTURE

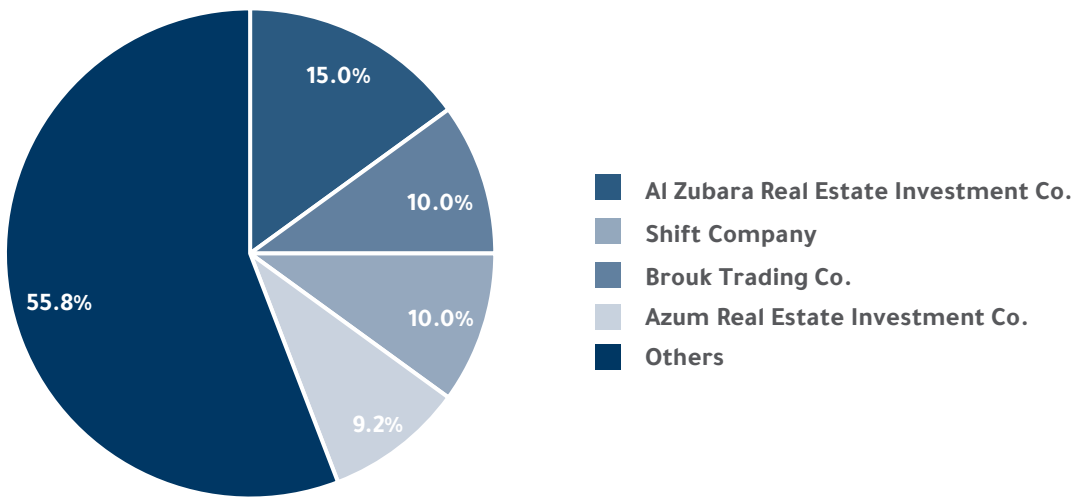
Share Price

Indicator	Date	Value (QAR)
Last Price	31-Dec-23	1.323
52 Week High	30-Jun-23	1.625
52 Week Low	18-Mar-23	0.823

Shareholding by Country



Top Shareholders



LEADERSHIP

CHAIRMAN



HE Sheikh Faisal bin Thani Al Thani

- Chief of Africa & Asia-Pacific Investments at Qatar Investment Authority (QIA)
- Current Chairman of the Board of Directors at Ooredoo Group
- Board member at Qatar Insurance Company
- Deputy Chairman of Boyner Retail & Textile Investments Inc. in Turkey
- Degree in Business Administration from Marymount University in the USA and an Executive MBA from HEC Paris

CHIEF EXECUTIVE OFFICER (CEO)



Mohammed Ismail Al Emadi

- Current Chairman Oryx Corniche Developments QPJSC
- Former Group Chief Business Officer at Masraf Al Rayan
- Degree in Business Management and Finance from George Washington University in Washington DC

BOARD OF DIRECTORS



**Mohammed
Yousef Al Mana**
Vice Chairman



**Ibrahim Mohamed
Ibrahim Jaidah**
Board Member



**Mohammad Nasser
Al Faheed Al Hajri**
Board Member



**Eisa Mohamad
Al Mohannadi**
Board Member



**Jassim Mohamad
Al Kaabi**
Board Member



**Saad Nasser
El Kaabi**
Board Member

BUSINESS SEGMENTS



Real Estate Investments

- ▶ Direct core/core-plus real estate strategy in the US, moving towards the acquisition of direct real estate assets on the Bank's balance sheet
- ▶ Aims to generate consistent cash yield over its investment horizon, as well as potential capital appreciation on exit
- ▶ Multiple asset classes - single & multi-tenant offices and multifamily units
- ▶ Working with top-notch partners, including US law firms, tax lawyers, accounting firms and asset managers in the US



Private Equity and Corporate Banking

- ▶ Deep-domain expertise in PE and access to renowned fund managers
- ▶ Expansive network to target opportunities across various industries (Education, technology, healthcare, hospitality, and consumer goods), geographies, size and stage
- ▶ Benefit from proprietary data generated through years of research and deal experience to support the investment decision-making processes
- ▶ Track record in sourcing, executing, and exiting investments across economic cycles
- ▶ Evaluation of over 500 investments annually, filtered through sector-specific frameworks and methodical analysis



Private Banking and Wealth Management

- ▶ Continue to grow its portfolio by catering to high-net-worth and ultra-high-net-worth individuals by offering them certain investment opportunities, which aim to meet certain financial goals and risk profiles
- ▶ Goes beyond convention, offering a diverse, private, and customizable experience that considers the unique and evolving needs of our clientele
- ▶ Integrates a range of offerings, including Real Estate structured products and Private Equity



Treasury

- ▶ Prioritize handling of client deposits and diversification of its funding mix through a dedicated corporate desk
- ▶ Continued focus on developing premium treasury products and expand the scope of active Sukuk mandates managed on behalf of clients
- ▶ Over the years, the Bank has built a Sukuk portfolio, with a goal to be a recurring income generator and a valuable resource which may support the stability of the Bank's liquidity profile and its business growth

REAL ESTATE INVESTMENTS IN THE USA



PRIVATE EQUITY PORTFOLIO COMPANIES



Lesha Bank Financed a Qatari Consortium of Investors in the Acquisition of a 10.8% Stake in Ennismore Group

Lesha Bank financed a Qatari consortium of investors with Shari'a-compliant financing participated in the acquisition of a 10.8% stake in Ennismore Group. Ennismore is one of the world's largest and fastest growing lifestyle hospitality companies and is majority owned by international hospitality conglomerate group, Accor.



Private Investor in SoundHound

Completed an agreement to invest in SoundHound, a late-stage tech company specialized in voice AI, headquartered in California.



David Morris International Limited

Invested a 50% stake in David Morris International Limited (DMI) which is a designer, manufacturer, and retailer of custom-made, high-end jewelry and precious stones. Bringing over 60 years of experience in the business, DMI stands renowned for creating unique, custom-made pieces using the rarest and most valuable gemstones, and sought by jewelry fanatics worldwide.



Al Jazeera Finance

Owns a minority stake in Al Jazeera Finance (AJF) of 3.5%. AJF which was founded in 1989 is known to be a pioneer of Shari'a financing in the State of Qatar and is a leader in providing innovative financial solutions and services to its customers.



Terra Kaffe

Acquired a minority stake of Tera Kaffe in Q3 2022. Terra Kaffe manufactures and sells high-end automatic coffee and espresso machines at a competitive price-point, primarily through a direct-to-consumer business model.



Starlink Qatar

Purchased 27.5% minority stake in Starlink, Qatar a leading provider of ICT, managed services and retailer of technology products as part of its private equity strategy to expand its footprint in Qatar.

FINANCIAL HIGHLIGHTS - POSITION & PERFORMANCE

Balance Sheet

- ▶ Total assets at QAR 6.3 billion compared to QAR 5.3 billion last year
- ▶ Total investments reached QAR 2.7 billion
- ▶ Cash & bank balances stood at QAR 3 billion compared to QAR 2.4 billion on YE 2022
- ▶ Deposits remain stable at QAR 3 billion
- ▶ Total equity* at QAR 1.2 billion compared to QAR 1.1 billion previous year

* Attributed to the equity holders of the bank

Income Statement

- ▶ Net profit* of QAR 94.4 million, 25% Increase for the year 2023
- ▶ Income from sukuk investments at QAR 72.6 million
- ▶ Income from placements reached at QAR 133 million
- ▶ Total expenses at QAR 93.3 million, a 12% drop compared to the last year

Financial Ratios

- ▶ Return on average equity (ROE) at 7.97%
- ▶ Return on average assets (ROA) at 1.63%
- ▶ Earnings per share (EPS) at QAR 0.084 in 2023
- ▶ Book value reached to QAR 1.10
- ▶ Capital Adequacy Ratio (CAR) stood at 19.45% for 2023



FINANCIAL POSITION HIGHLIGHTS

Summary of Balance Sheet as of 31st December 2023

Description (QAR millions)	2023	2022	YoY %
Cash and Bank Balances	2,963	2,368	25%
Investments	2,705	2,024	34%
Assets held-for-sale	387	403	-4%
Financing Assets	88	205	-57%
Fixed & Other Assets	165	249	-34%
Total Assets	6,308	5,250	20%
Total Deposits	2,957	3,055	-3%
Total Equity *	1,236	1,133	9%

* Attributed to the equity holders of the bank

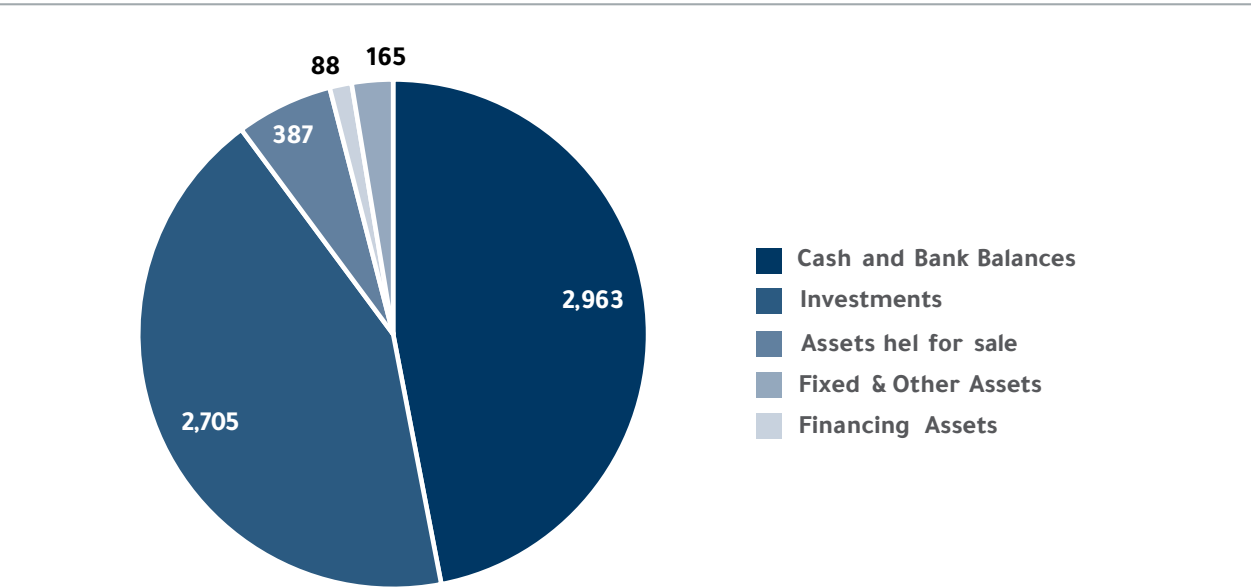
Key Highlights

- 1 Total assets grew by 20% YoY
- 2 Investments include QAR 1,663 million of investment in sukuk
- 3 Total deposits include QAR 2,827 million on Equity of unrestricted investment account holders
- 4 Total equity attributable to the shareholders of Lesha Bank increased by 9%

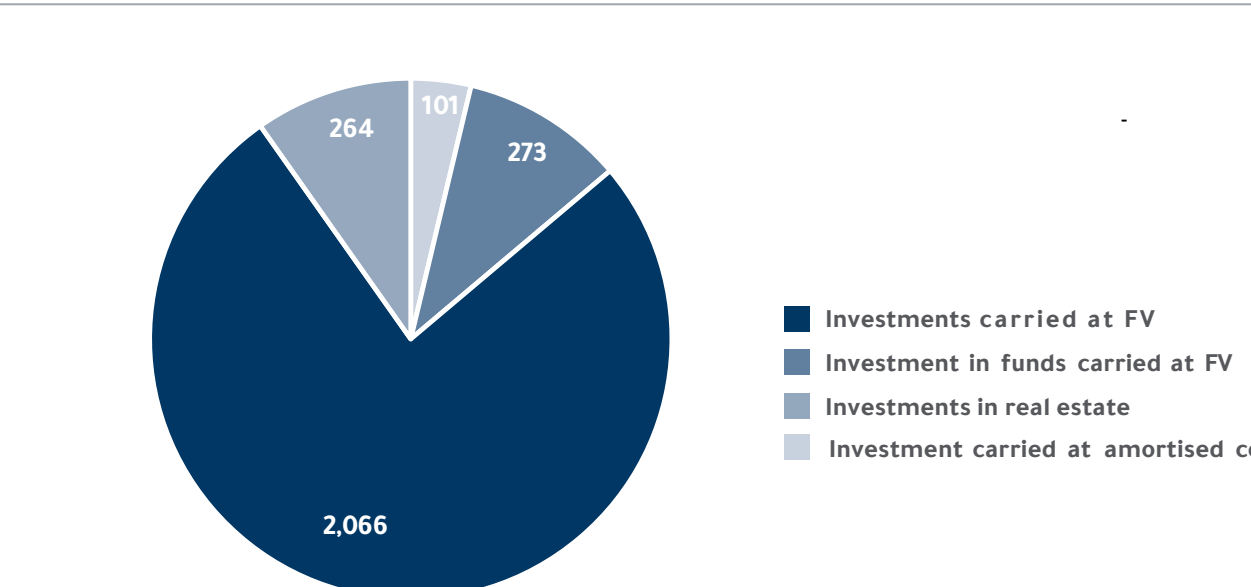


FINANCIAL POSITION ANALYSIS

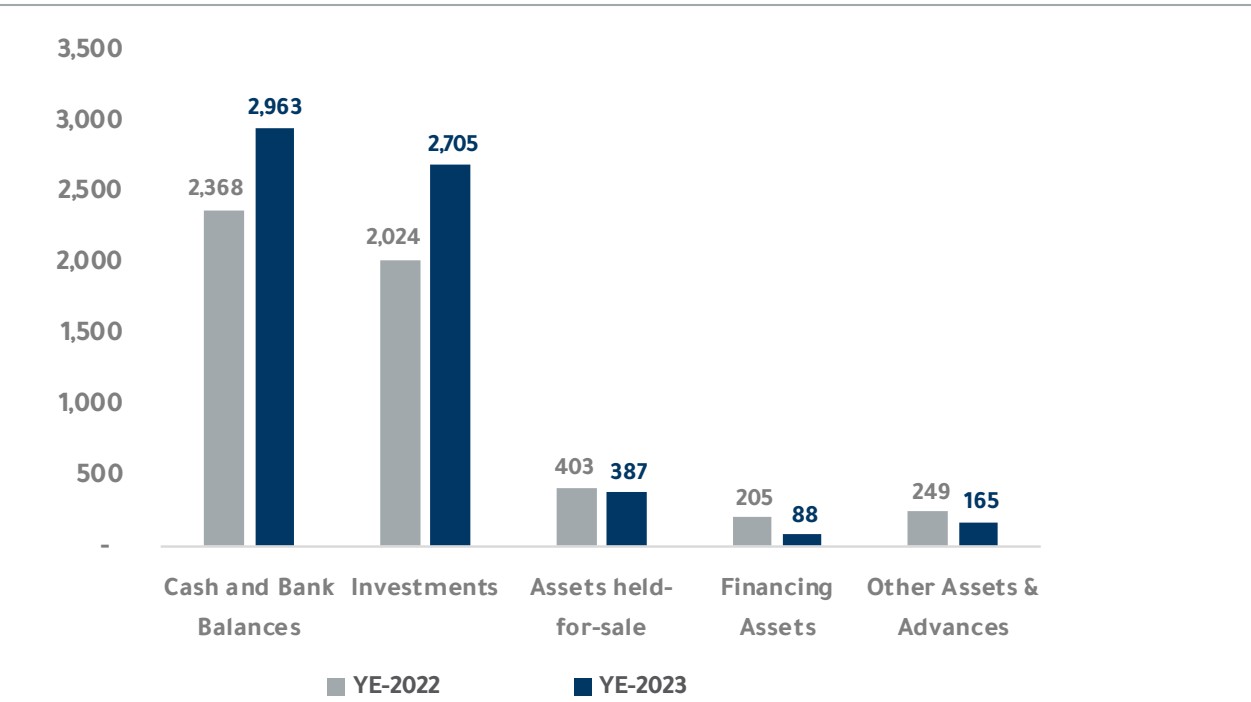
Asset Mix - 2023 (QAR millions)



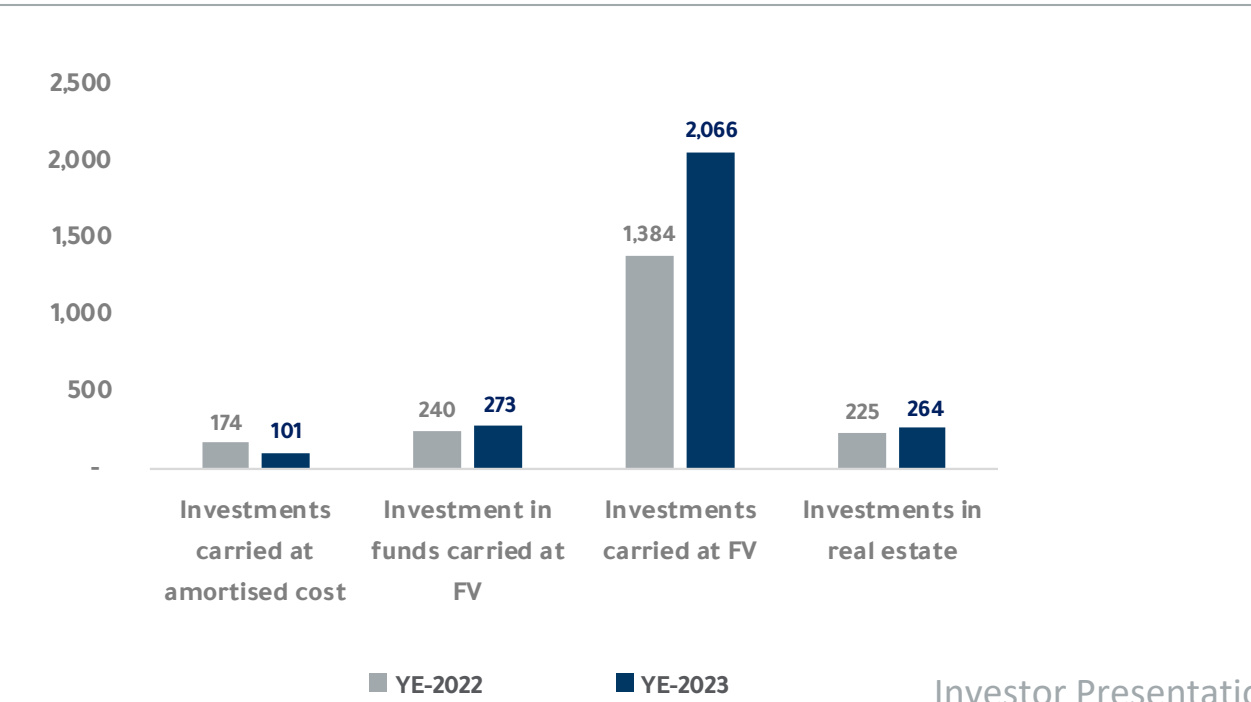
Investment Mix - 2023 (QAR millions)



Asset Mix Trend (QAR millions)

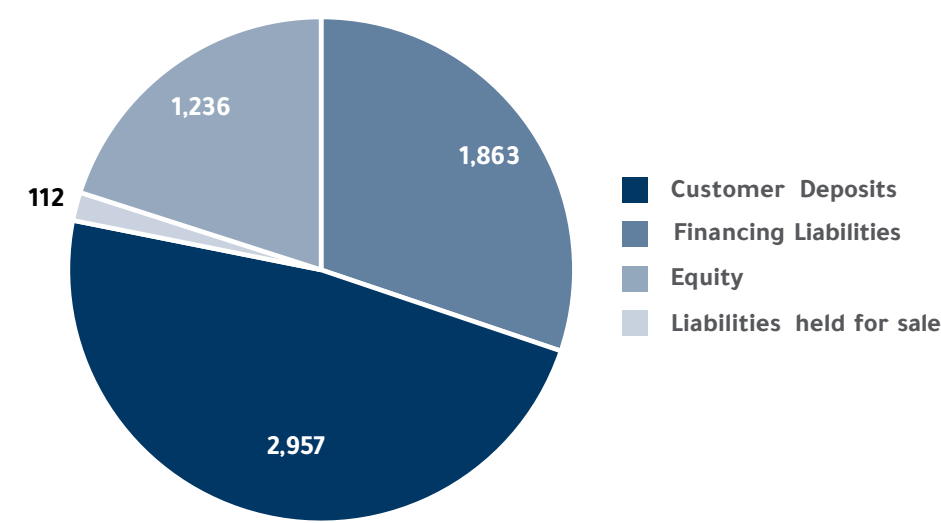


Investment Mix Trend (QAR millions)

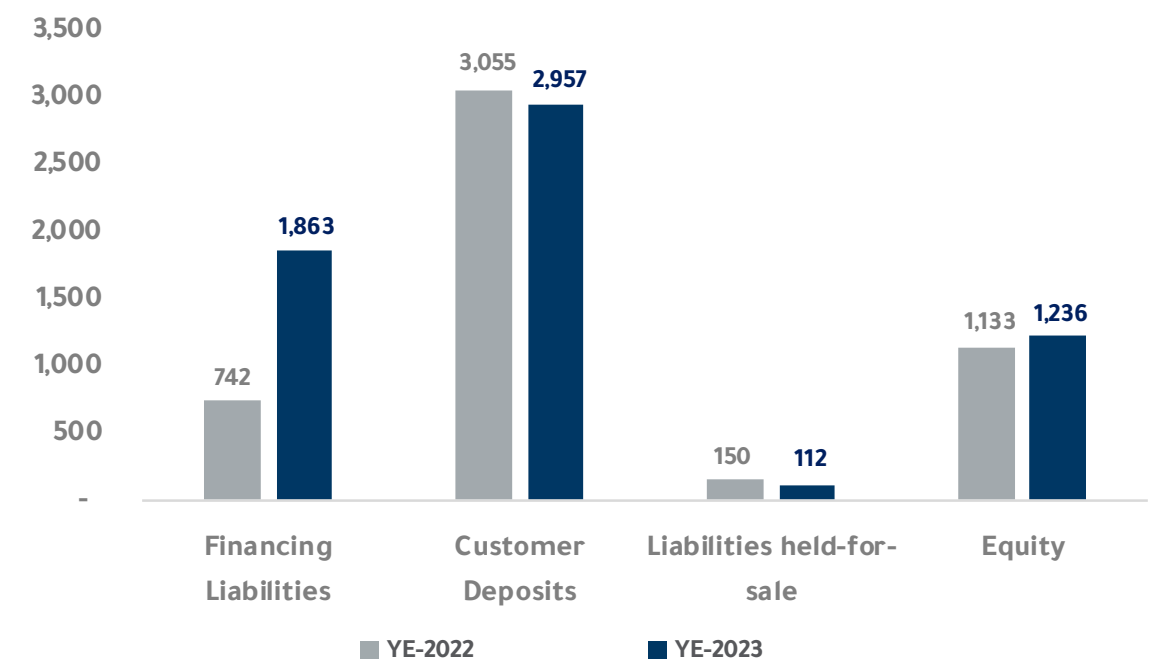


FINANCIAL POSITION ANALYSIS

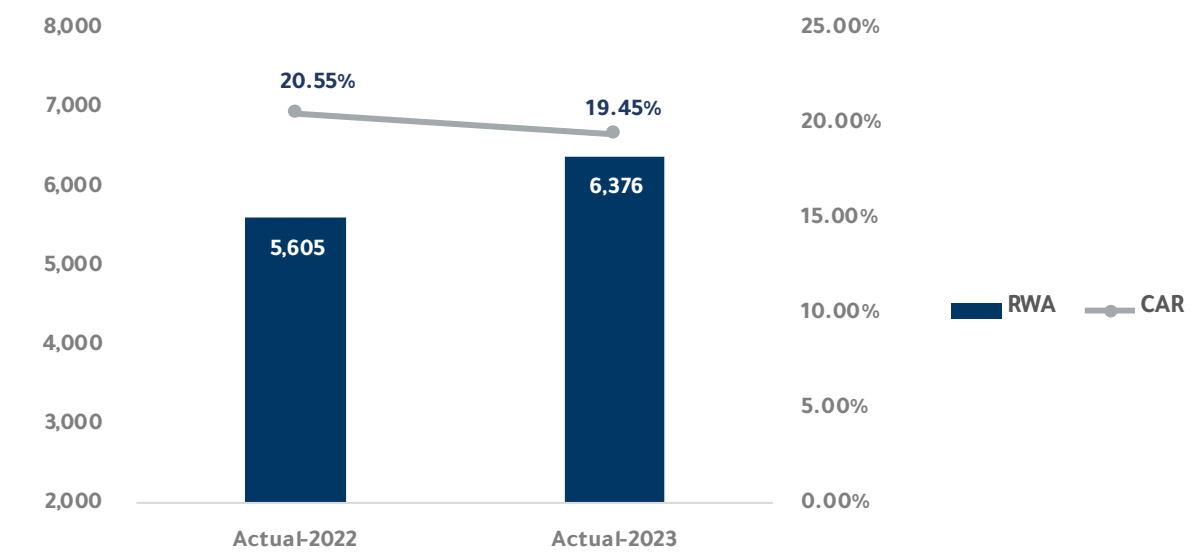
Funding Mix - 2023 (QAR millions)



Funding Mix Trend (QAR millions)



Risk Weighted Assets & Capital Adequacy Ratio - 2023



Key Highlights

- 1 Strong capitalization level - CAR of 19.45% as of 31 December 2023
- 2 Risk weighted assets (RWA) at QAR 6.4 billion by 2023
- 3 Deposits remain stable at QAR 3 billion compared to 2022
- 4 Equity increased by 9% YoY

FINANCIAL PERFORMANCE HIGHLIGHTS

Summary of Income Statement for 31st December 2023

Description (QAR millions)	2023	2022	YoY %
Fee & Dividend Income	81.8	80.1	2%
Profit on Sukuk Investments	72.6	30.3	140%
Income from Placements	133.0	29.1	358%
Total Income	195.1	115.6	69%
Total Expenses	(93.3)	(105.8)	-12%
Provision for impairment	0.9	70.8	-99%
Net Profit *	94.4	75.5	25%

* Attributed to equity holders of the bank

Key Highlights

1

Net profit* of QAR 94.4 million for 2023 increased by 25% YoY

2

QAR 72.6 million profit for 2023 on sukuk investments is highest ever for the Bank

3

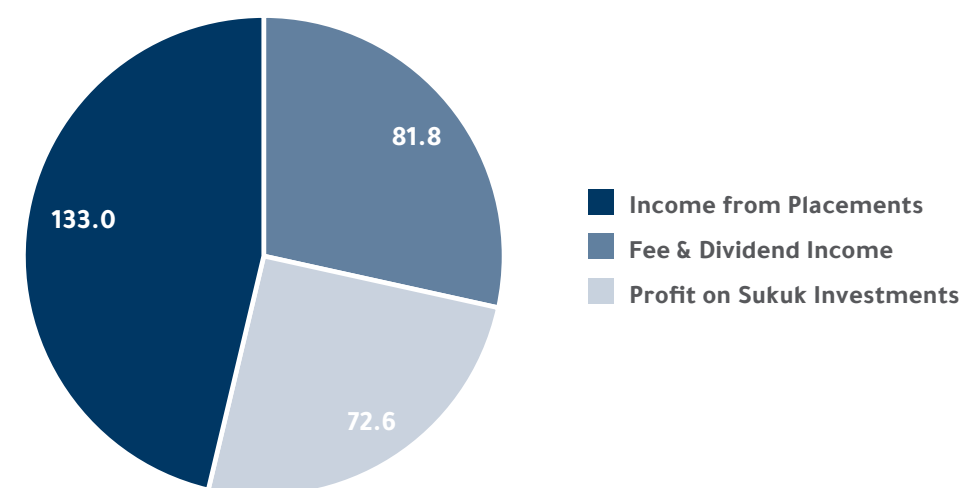
Better yields resulted QAR 133 million income from placements during 2023

4

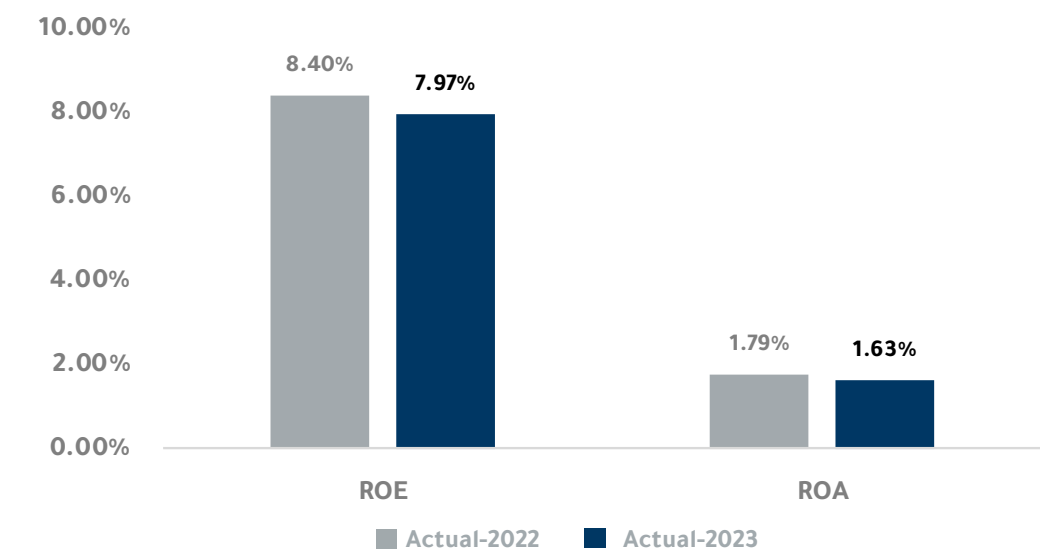
Expenses decreased by 12% YOY

FINANCIAL PERFORMANCE ANALYSIS

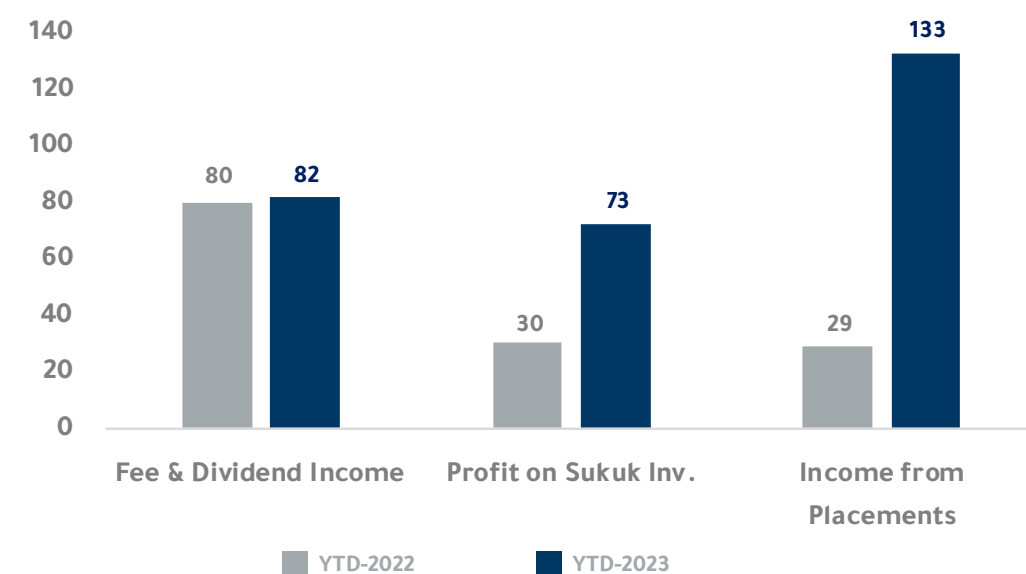
Major Income Streams - 2023 (QAR millions)



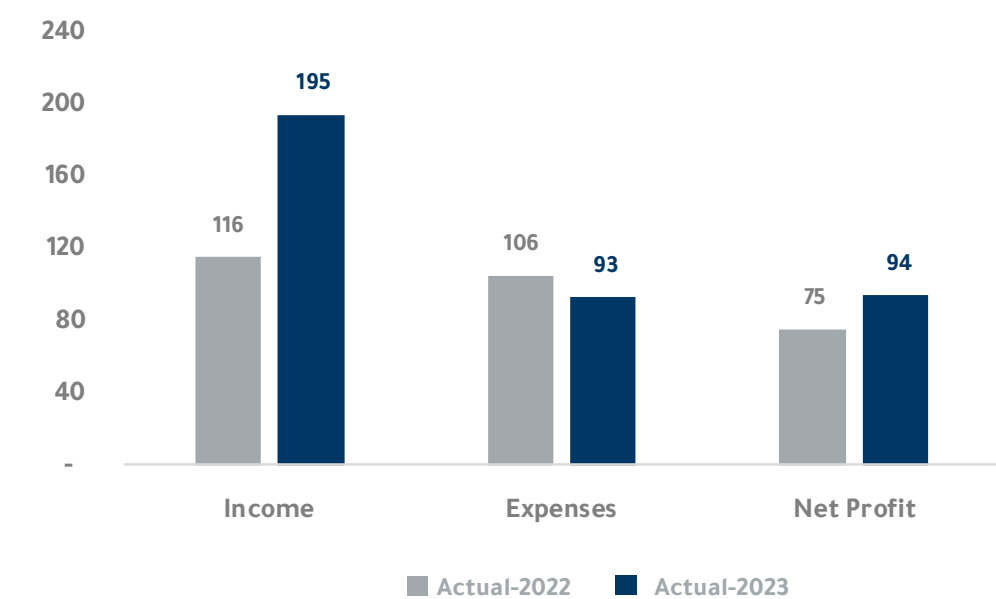
Return on Average Equity (ROE) & Return on Average Assets (ROA)



Major Income Streams Trend (QAR millions)



Income, Expenses & Net Profit (QAR millions)



ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG)

- 1

Lesha Bank began the publication of its annual sustainability disclosure statements since 2021
- 2

Lesha Bank sustainability reporting is guided by the Qatar Stock Exchange (QSE) ESG reporting methodology
- 3

Lesha Bank has successfully attained ISO 14001:2015 certificate for Environmental Management System reinforcing its commitment to implementing a world-class quality management system, environmental management, economic sustainability, and social responsibility
- 4

Lesha Bank has developed a Waste management policy that outlines the strategic intent of LB's environmental objectives. This policy will help LB to manage its waste more efficiently and reduce its environmental footprint



Lesha Bank Achieved a score of 72% over all for the QSE Sustainable Qatar Stock Exchange initiatives for the year 2021.
<https://qse.arabsustainability.com>

Corporate Social Responsibility (CSR) program organized by Lesha Bank

- ▶ Joined Doha Environmental Actions Project (DEAP Qatar) to clean the Zubara beach strip
- ▶ Hosted Doha Environmental Actions Project (DEAP Qatar) on World Environment Day
- ▶ A blood donation drive in association with Hamad Medical Corporation
- ▶ Employee awareness sessions on breast cancer, mental health, environment conservation, and diabetic prevention

Financial Inclusion

Financial inclusion is incorporated as we enhance product accessibility by introducing diversified investment products and customizing private banking services.

Adopting digital inclusion, we invest in user-friendly platforms. This strategy reflects our steady commitment to corporate governance, ensuring transparency, and accountability in our pursuit of a more inclusive and sustainable financial future.

KEY NEWS UPDATE



Purchases of Minority Stake in Starlink Qatar

Lesha Bank purchased minority stake in Starlink a leading provider of ICT, managed services and retailer of technology products as part of its private equity strategy to expand its footprint in Qatar.



Appointment of new Chief Executive Officer

Mr. Mohammed Ismail Al Emadi has been appointed as the Chief Executive Officer (CEO) by the Board of Directors of Lesha Bank in a move to reinforce the Bank's commitment to its vision.



Annual General Meeting

Annual General Meeting of the Lesha Bank held on Wednesday 15 March 2023 and approved all items listed on its agenda.



Successful Temenos Transact R23 Upgrade

Lesha Bank purchased minority stake in Starlink a leading provider of ICT, managed services and retailer of technology products as part of its private equity strategy to expand its footprint in Qatar.



ISO Certification

Lesha Bank has obtained the ISO 9001:2015 and ISO 14001:2015 certifications for its Quality Management System and Environmental Management System respectively.



Launches of Cloud-based CRM Solution

Launch of new, cloud-based client relationship management (CRM) system by Lesha Bank as part of the Bank's digital innovation plan to improve client relationships and potentially drive business growth.

AWARDS AND ACCOLADES

Lesha Bank secured below list of key awards and accolades during the year 2023



Euromoney Market Leaders 2023
Investment Banking - Notable
Private Banking - Highly Regarded
Islamic Finance - Notable
Digital Solutions - Notable
Environment Social and Governance (ESG) - Notable
Corporate Social Responsibility (CSR) - Highly Regarded



Best Bank for Diversity and Inclusion in Qatar by Euromoney Awards for Excellence



First and Only Bank in Qatar to Receive 'Great Place to Work' Certification™



Best Asset Manager in Qatar at the EMEA Finance Middle East Banking Awards



MENA Asset Manager of the Year and Most Effective Investment Service Offering - MEED MENA Banking Excellence Awards 2023



Best Workplaces for Women™ in GCC 2023 and Best Workplaces in Asia™ 2023 from Great Place To Work

Best Investment Bank in Qatar - 2023 Global Banking and Finance Awards

DISCLAIMER

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Certain information set forth in this brochure contains “forward-looking information”, including “future-oriented financial information” and “financial outlook”, under applicable laws (collectively referred to herein as Forward-looking Statements or Statements). Except for statements of historical fact, the information contained herein constitutes Forward-looking Statements and may include, but is not limited to, the (i) projected financial performance of the investment; (ii) completion of, and the use of proceeds from, the sale of the shares when completed; (iii) the expected development of the investment, related business activities, projects, and joint ventures; (iv) execution of the investment’s objectives and growth strategy, and global growth outlook; (v) updates and developments relating to third-party financing for the investment; (vi) completion of the investment’s activities that are currently underway, in development or other-

wise under consideration; (vii) future liquidity, working capital, and capital requirements.

Forward-looking statements are provided to allow current and potential investors the opportunity to understand management’s demonstration and opinions in respect of the future of this investment so that they may use such beliefs and opinions as one factor in evaluating an investment and shall not be a reliable guide to the future performance of this investment.

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such Forward-looking Statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such Forward looking Statements.

Although Forward-looking Statements contained in this brochure are based upon what management believes are reasonable assumptions in accordance with the information provided by the target investment, there can be no assurance that Forward-looking Statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The Bank undertakes no obligation to update

Forward-looking Statements if circumstances or management’s estimates or opinions should change except as required by applicable relevant laws. The reader is cautioned not to place undue reliance on Forward-looking Statements.

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Lesha Bank LLC (Public) is a Shari'a-compliant bank authorized by QFCRA under license No. 00091 and listed on the Qatar Stock Exchange (QSE: QFBQ)

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