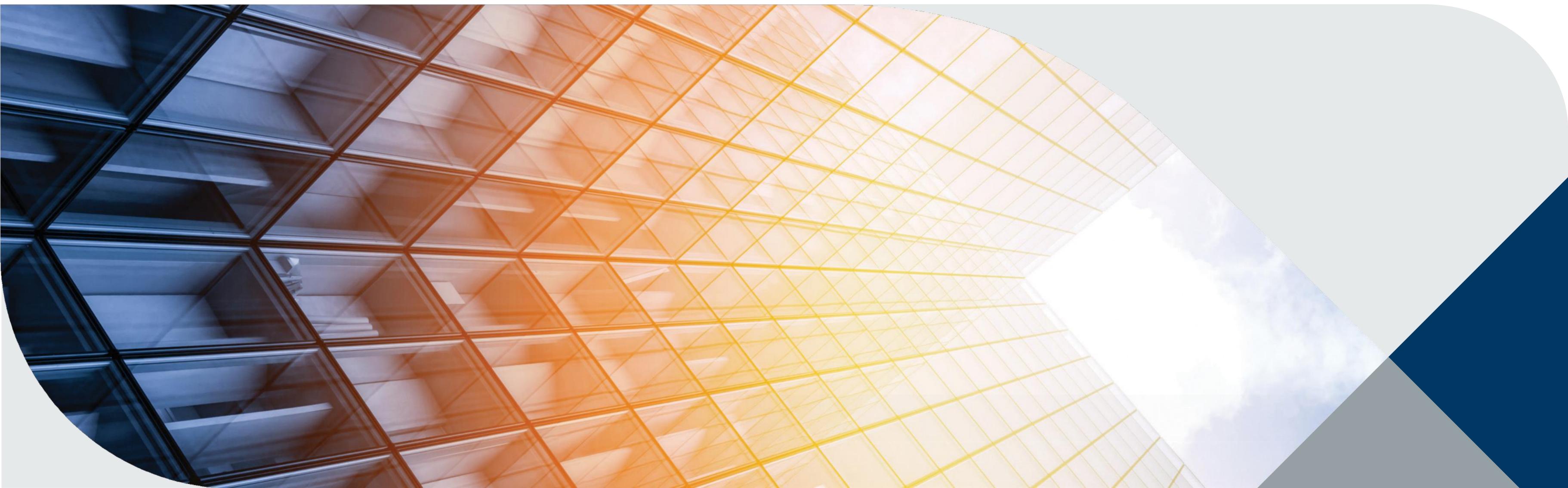




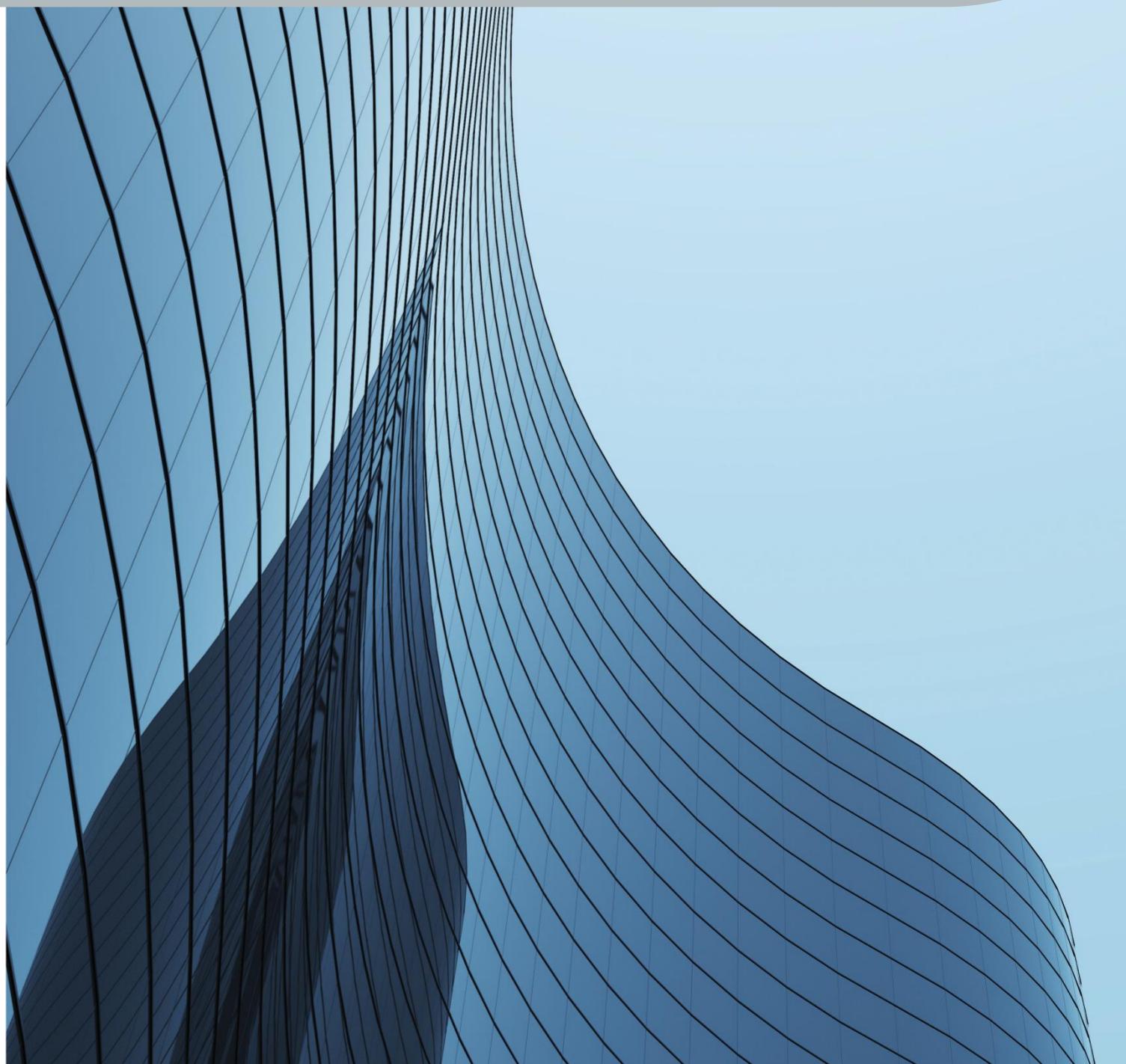
# INVESTOR PRESENTATION

## Q1-2024



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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.



## QAR 6.4 billion

Assets Under Management (AUM) as of 31<sup>st</sup> March 2024 in Real Estate, Private Equity and Debt.



## 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).



## 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.



## Shari'a-Compliant

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



## 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 1,370,880,000  
(As of 31 March 2024)

Trading Symbol

Qatar Stock Exchange  
(QSE: QFBQ)

# STRATEGY



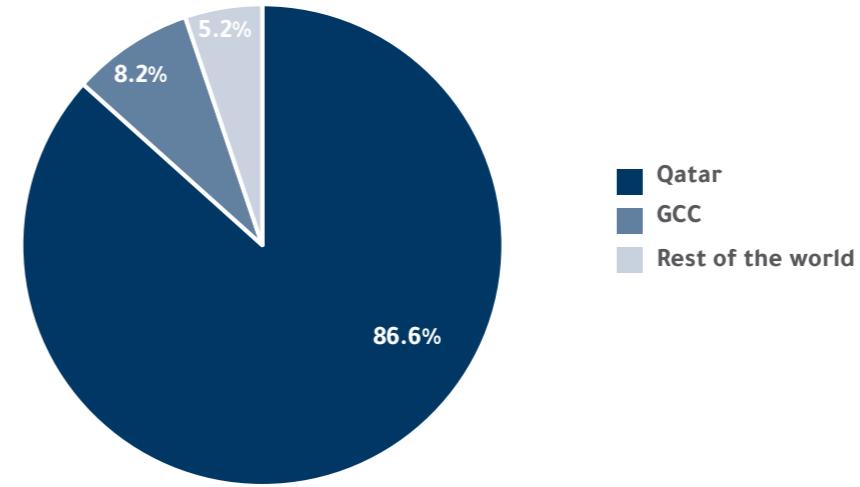
# OVERVIEW AND OWNERSHIP STRUCTURE

## Share Price

Indicator	Date	Value (QAR)
Last Price	31-Mar-24	1.224
52 Week High	30-Jun-23	1.625
52 Week Low	16-Apr-23	0.960

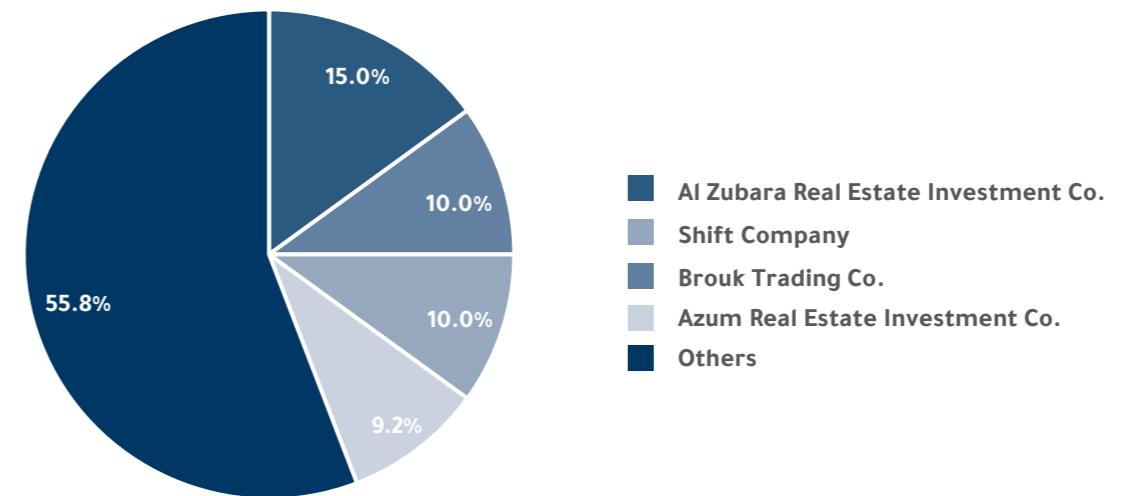


## Shareholding by Country



Qatar  
GCC  
Rest of the world

## Top Shareholders



Al Zubara Real Estate Investment Co.  
Shift Company  
Brouk Trading Co.  
Azum Real Estate Investment Co.  
Others

# 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

## BOARD OF DIRECTORS



**Mohammed Yousef Al Mana**  
Vice Chairman



**Ibrahim Mohamed Ibrahim Jaidah**  
Board Member



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

## 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



**Eisa Mohamad Al Mohannadi**  
Board Member



**Jassim Mohamad Al 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

# FINANCIAL HIGHLIGHTS (YoY) - POSITION & PERFORMANCE

## Balance Sheet

- ▶ Total assets at QAR 7.6 billion compared to QAR 5.0 billion last year
- ▶ Total investments reached QAR 2.8 billion
- ▶ Cash & bank balances stood at QAR 3.9 billion compared to QAR 2.1 billion on Q1 2023
- ▶ Deposits reached QAR 3.6 billion
- ▶ Total equity\* at QAR 1.2 billion compared to QAR 1.1 billion previous year

## Income Statement

- ▶ Net profit\* of QAR 28.8 million, 30.1% Increase YoY
- ▶ Income from sukuk investments at QAR 25.6 million
- ▶ Income from placements reached at QAR 44.8 million
- ▶ Total expenses at QAR 30.3 million as of Q1 2024

## Financial Ratios

- ▶ Return on average equity (ROE) at 9.26%
- ▶ Return on average assets (ROA) at 1.66%
- ▶ Earnings per share (EPS) at QAR 0.026
- ▶ Book value reached to QAR 1.12
- ▶ Capital Adequacy Ratio (CAR) stood at 17.82% as of Q1 2024

\* Attributed to the equity holders of the bank

# FINANCIAL POSITION HIGHLIGHTS

## Summary of Balance Sheet as of 31<sup>st</sup> March 2024

Description (QAR millions)	Q1-2024	Q1-2023	YoY %
Cash and Bank Balances	3,911	2,080	88%
Investments	2,812	2,214	27%
Assets held-for-sale	598	432	39%
Financing Assets	67	188	-65%
Fixed & Other Assets	172	63	172%
<b>Total Assets</b>	<b>7,560</b>	<b>4,977</b>	<b>52%</b>
Total Deposits	3,617	2,930	23%
<b>Total Equity *</b>	<b>1,249</b>	<b>1,156</b>	<b>8%</b>

\* Attributed to the equity holders of the bank

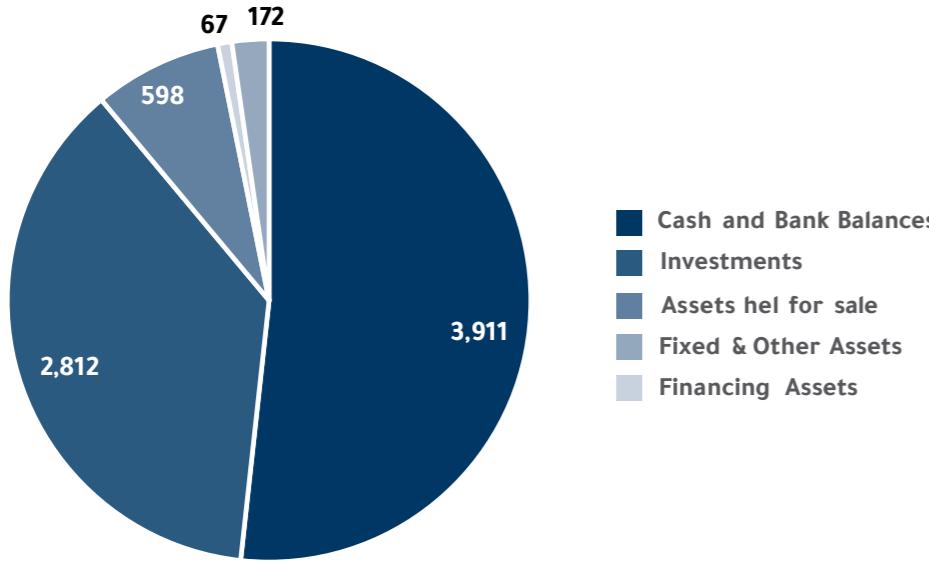
## Key Highlights

- 1 Total assets grew by 52% YoY
- 2 Investments include QAR 1,858 million of investment in sukuk
- 3 Total deposits include QAR 2,934 million on Quasi-Equity
- 4 Total equity attributable to the shareholders of Lesha Bank increased by 8%

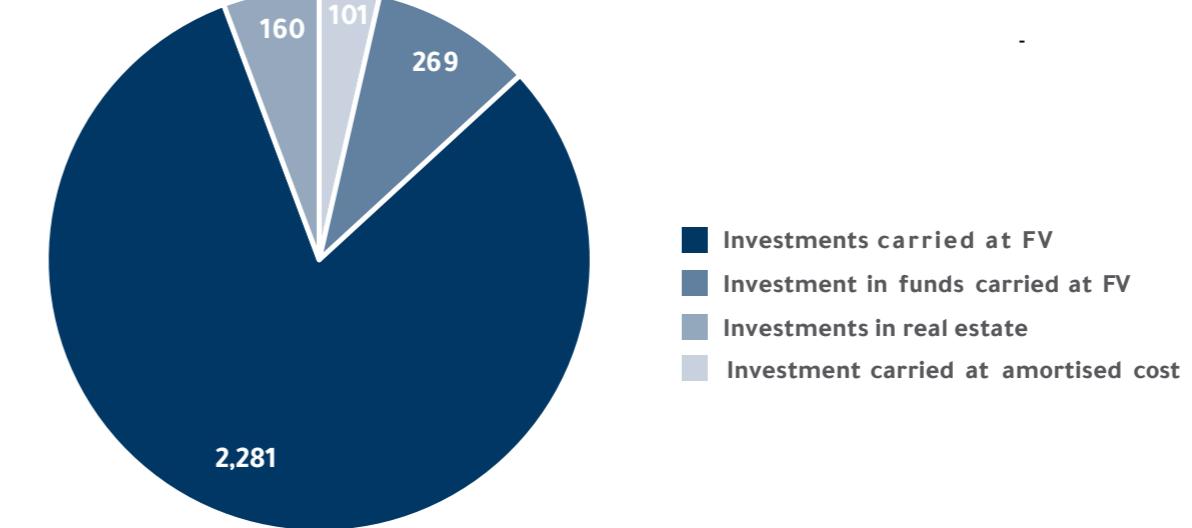


# FINANCIAL POSITION ANALYSIS

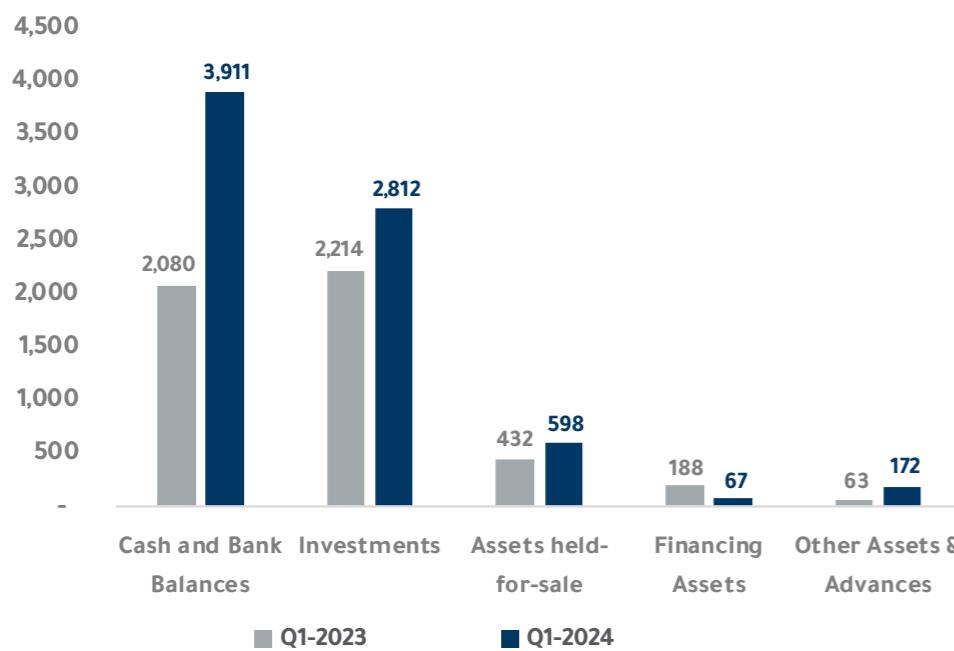
Asset Mix - Q1 2024 (QAR millions)



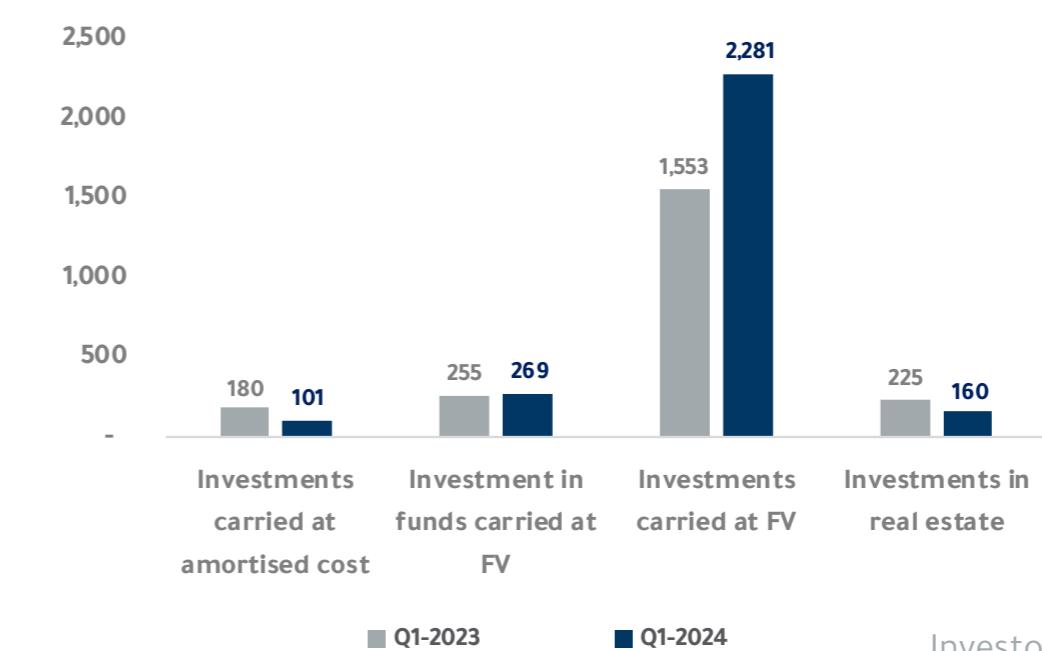
Investment Mix - Q1 2024 (QAR millions)



Asset Mix Trend (QAR millions)

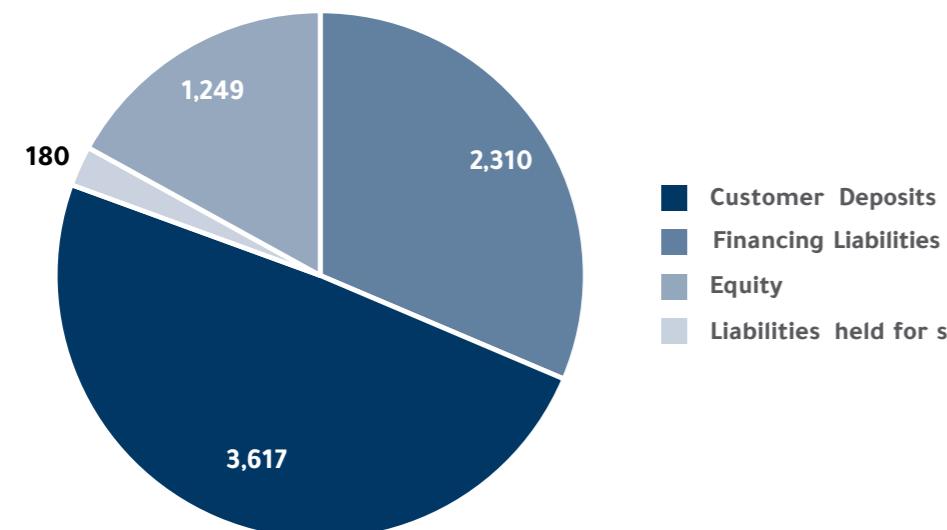


Investment Mix Trend (QAR millions)

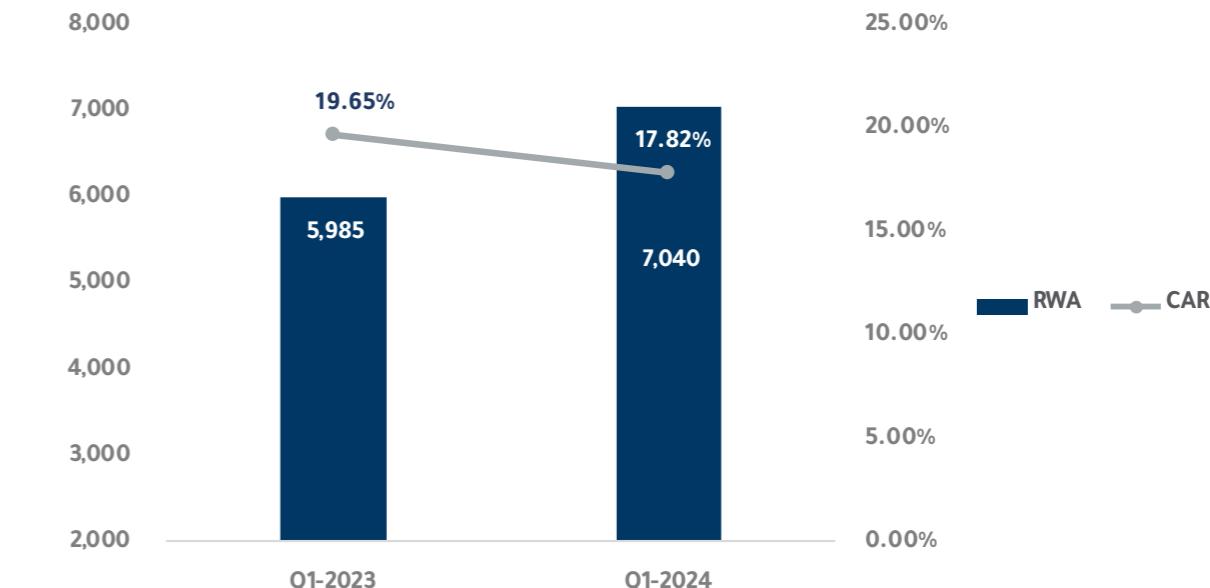


# FINANCIAL POSITION ANALYSIS

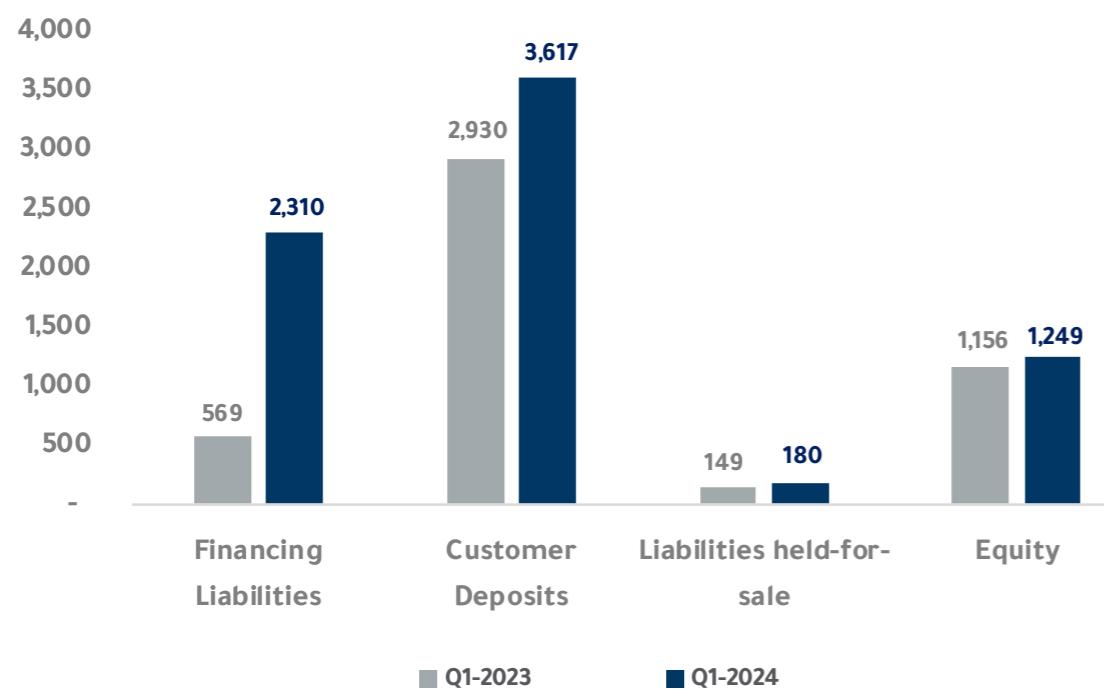
## Funding Mix - Q1 2024 (QAR millions)



## Risk Weighted Assets & Capital Adequacy Ratio - Q1 2024



## Funding Mix Trend (QAR millions)



## Key Highlights

- 1 Strong capitalization level - CAR of 17.82% as of 31 March 2024
- 2 Risk weighted assets (RWA) at QAR 7.0 billion by Q1-2024
- 3 Deposits reached QAR 3.6 billion by Q1-2024
- 4 Equity increased by 8% YoY

# FINANCIAL PERFORMANCE HIGHLIGHTS

## Summary of Income Statement for 31<sup>st</sup> March 2024

Description (QAR millions)	Q1-2024	Q1-2023	YoY %
Fee & Dividend Income	19.9	23.6	-16%
Profit on Sukuk Investments	25.6	13.8	85%
Income from Placements	44.8	24.4	83%
<b>Total Income</b>	<b>61.3</b>	<b>50.4</b>	<b>22%</b>
Total Expenses	(30.3)	(24.7)	22%
Provision for impairment	0.0	(3.8)	-99%
<b>Net Profit *</b>	<b>28.8</b>	<b>22.1</b>	<b>30%</b>

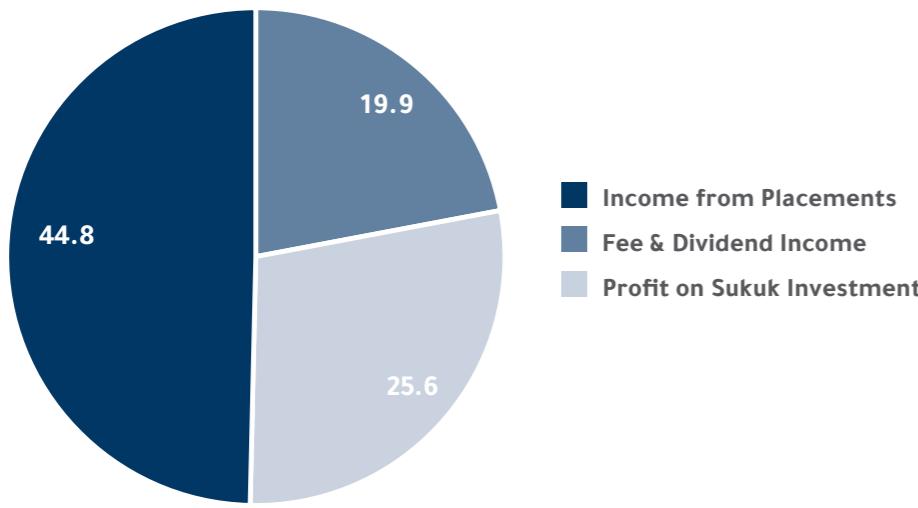
\* Attributed to equity holders of the bank

## Key Highlights

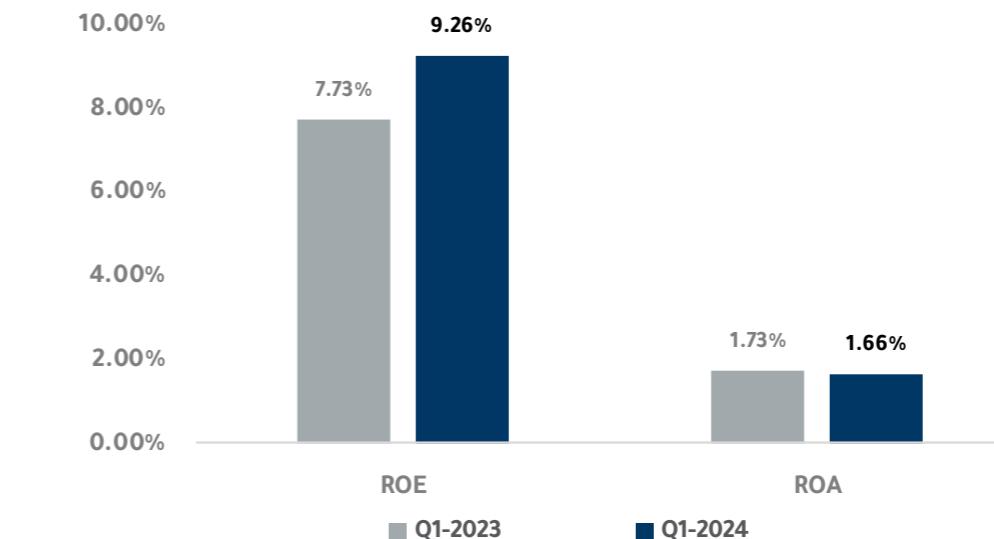
- 1** Highest ever Q1 Net profit\* for the Bank
- 2** Net profit\* of QAR 28.8 million for Q1-2024 increased by 30% YoY
- 3** YoY Increase of 85% from Profit on sukuk investments
- 4** Better yields resulted QAR 44.8 million income from placements during Q1-2024

# FINANCIAL PERFORMANCE ANALYSIS

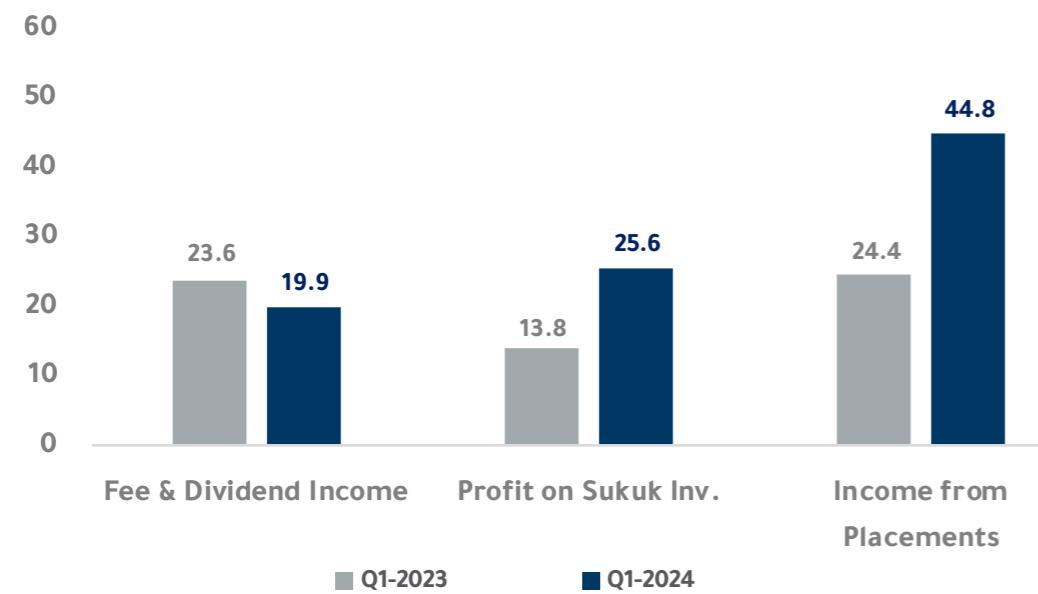
Major Income Streams - Q1 2024 (QAR millions)



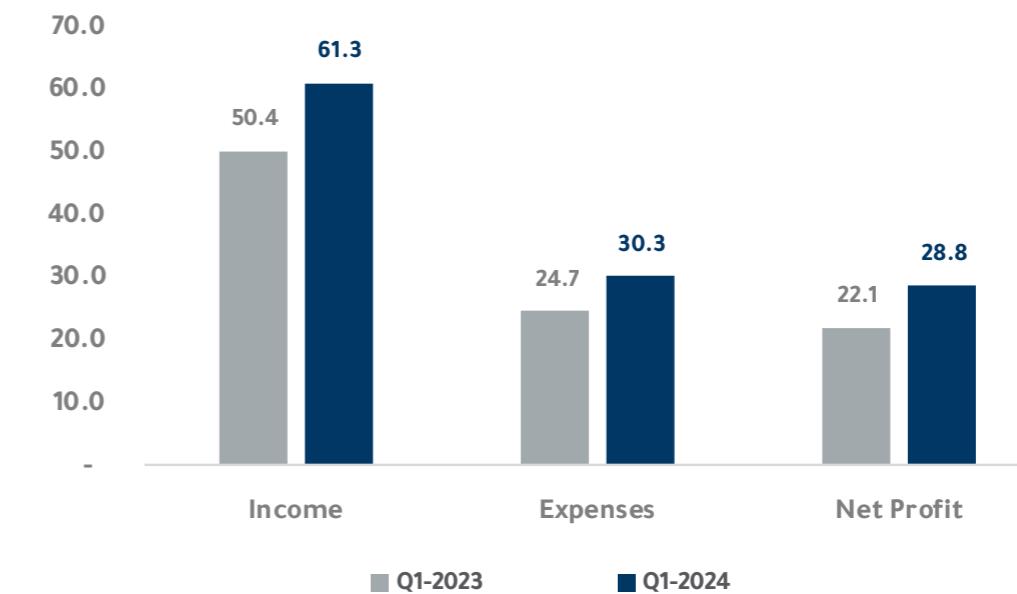
Return on Average Equity (ROE) & Return on Average Assets (ROA)



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



## Annual and Extra ordinary General Meeting

Lesha Bank held its Annual and Extraordinary General Meeting on Wednesday 21 February 2024 and approved all items listed on its agenda.

Chaired by Lesha Bank's Chairman HE Sheikh Faisal bin Thani Al Thani, the meeting was held at Mondrian Doha, with the attendance of Lesha Bank's Board members, shareholders, and senior management team.



## Acquisition of "Alta Federal Hill" multifamily residential building in US

The Real Estate investment team has completed the acquisition of Alta Federal Hill, a distinguished 275-unit multifamily residential building situated in the historic district of Baltimore, Maryland, US. Built in 2021, this six-story property is strategically positioned in one of Baltimore's most prosperous neighborhoods. With over 230,000 square feet of leasable area the property currently boasting a high occupancy rate.

## Private Equity Project Algebra

### Project Algebra

The Bank's private equity team recently engaged in a transaction under the project name "Project Algebra", acquiring a stake in a portfolio of 36 premium private schools primarily situated in the UK and Western Europe. It encompasses a broad range of educational institutions, including nurseries, preparatory schools, senior schools, and colleges, spanning from pre-K through 12th grade.

# AWARDS AND ACCOLADES

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



## Euromoney Market Leaders 2023

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



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



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

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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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