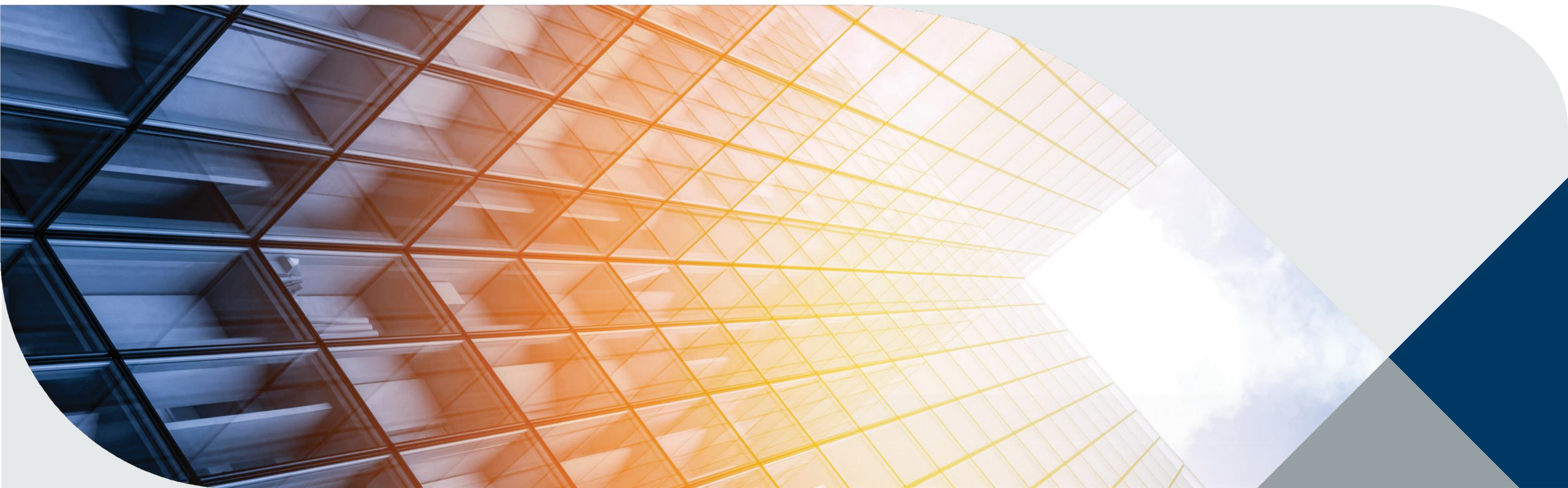


# INVESTOR PRESENTATION

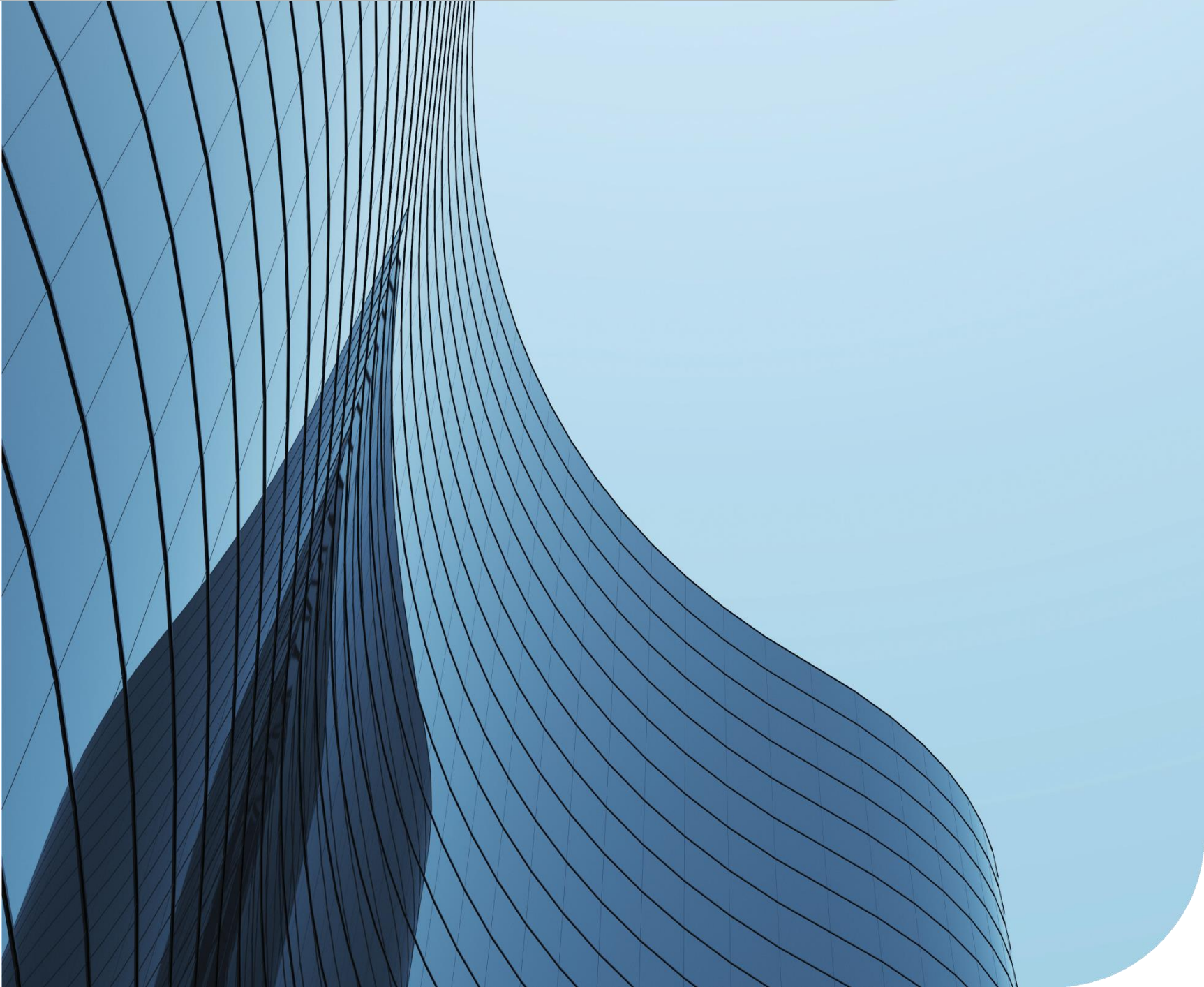
Q3-2024





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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 7.0 billion

Assets Under Management (AUM) as of 30<sup>th</sup> September 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 & Public Equity, Real Estate, Advisory, 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-Complaint

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



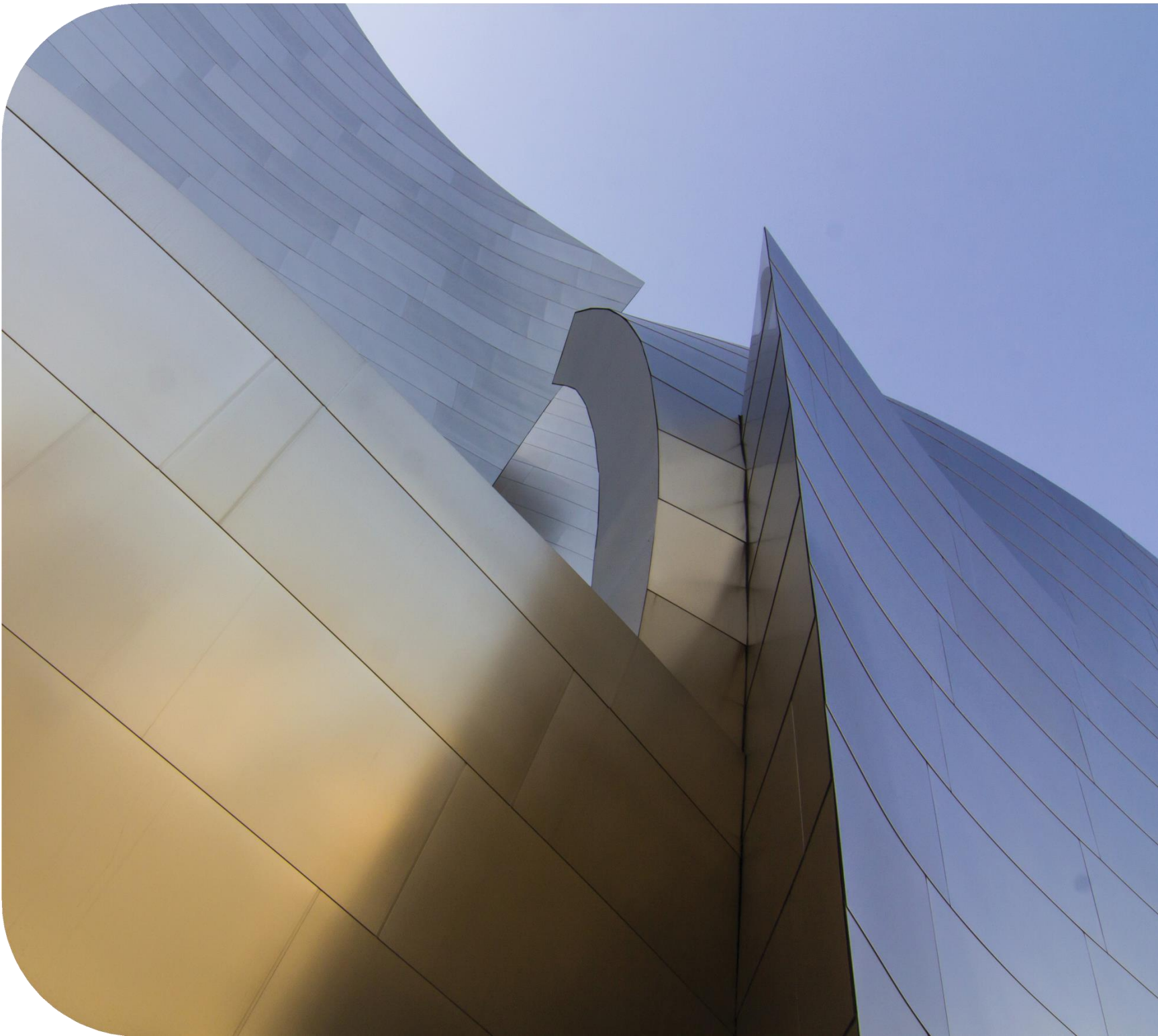
## Experienced Team & Partners

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 1,547,840,000 (As of 30 <sup>th</sup> September 2024)
Trading Symbol	Qatar Stock Exchange (QSE: QFBQ)



# STRATEGY

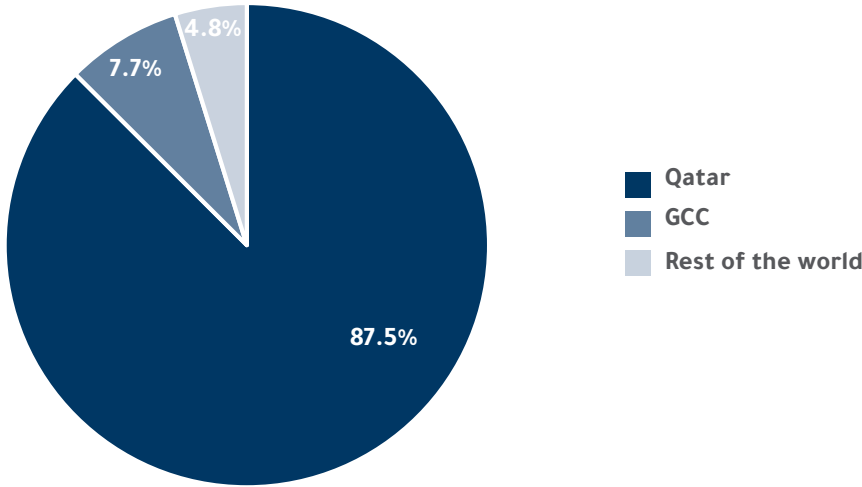


# OVERVIEW AND OWNERSHIP STRUCTURE

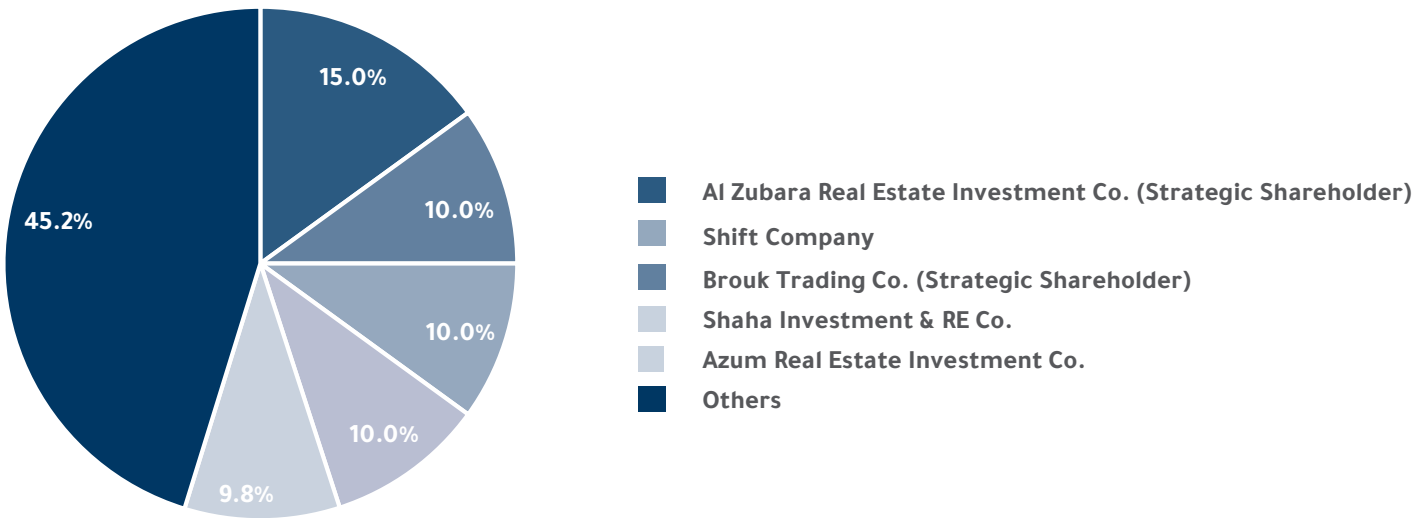
## Share Price

Indicator	Date	Value (QAR)
Last Price	30-Sep-24	1.382
52 Week High	30-Oct-23	1.420
52 Week Low	14-Feb-24	1.209

## 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



**Nasser Ali Al Hajri**

Board Member



**Mohammad Nasser Al Faheed Al Hajri**

Board Member



**Mohammed Ali Al Sulaiti**

Board Member



**Meshaal Mohamed Al Mahmoud**

Board Member



**Eisa Mohamad Al Mohannadi**

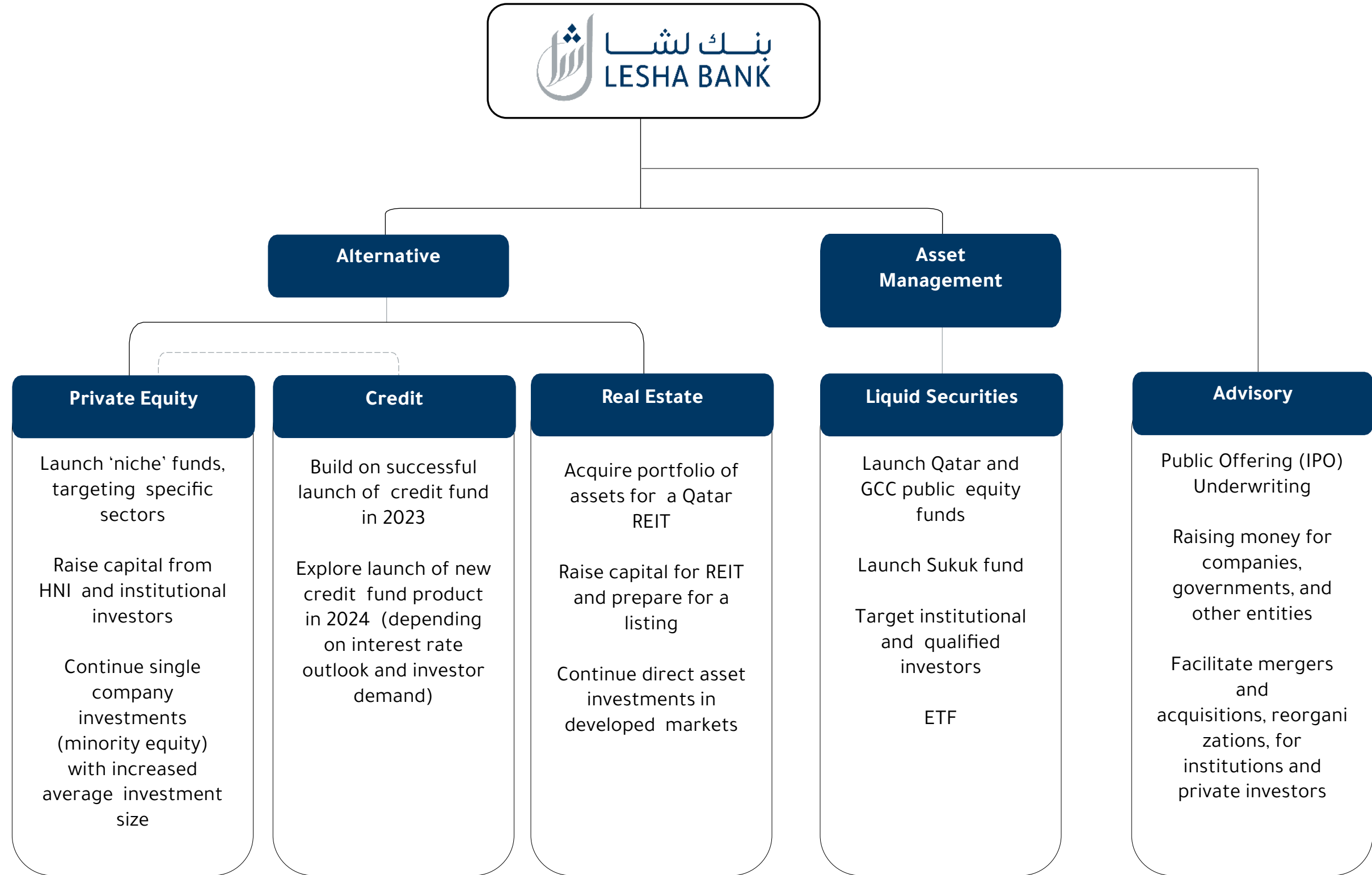
Board Member



**Abdulrahman Irfan Totonji**

Board Member

# BUSINESS SEGMENTS



# FINANCIAL HIGHLIGHTS (YoY) - POSITION & PERFORMANCE

## Balance Sheet

- ▶ Total assets at QAR 7.6 billion compared to QAR 6.2 billion last year
- ▶ Total investments reached QAR 3.3 billion
- ▶ Cash & bank balances stood at QAR 3.7 billion compared to QAR 3.2 billion on Q3 2023
- ▶ Deposits reached QAR 3.7 billion
- ▶ Total equity\* at QAR 1.4 billion compared to QAR 1.2 billion previous year

\* Attributed to the equity holders of the bank

## Income Statement

- ▶ Net profit\* of QAR 96.6 million, 45% Increase YoY
- ▶ Income from sukuk investments at QAR 80.7 million
- ▶ Income from placements reached at QAR 147.2 million
- ▶ Total expenses at QAR 100.3 million as of Q3 2024

## Financial Ratios

- ▶ Return on average equity (ROE) at 9.94%
- ▶ Return on average assets (ROA) at 1.85%
- ▶ Earnings per share (EPS) at QAR 0.115
- ▶ Book value reached to QAR 1.21
- ▶ Capital Adequacy Ratio (CAR) stood at 16.34% as of Q3 2024





# FINANCIAL POSITION HIGHLIGHTS

## Summary of Balance Sheet as of 30<sup>th</sup> September 2024

Description (QAR millions)	Q3-2024	Q3-2023	YoY %
Cash and Bank Balances	3,682	3,189	15%
Investments	3,333	2,654	26%
Assets held-for-sale	164	155	6%
Financing Assets	194	68	187%
Fixed & Other Assets	240	87	176%
<b>Total Assets</b>	<b>7,613</b>	<b>6,152</b>	<b>24%</b>
Total Deposits	3,663	2,999	22%
<b>Total Equity *</b>	<b>1,357</b>	<b>1,190</b>	<b>14%</b>

\* Attributed to the equity holders of the bank

## Key Highlights

1

Total assets grew by 24% YoY

2

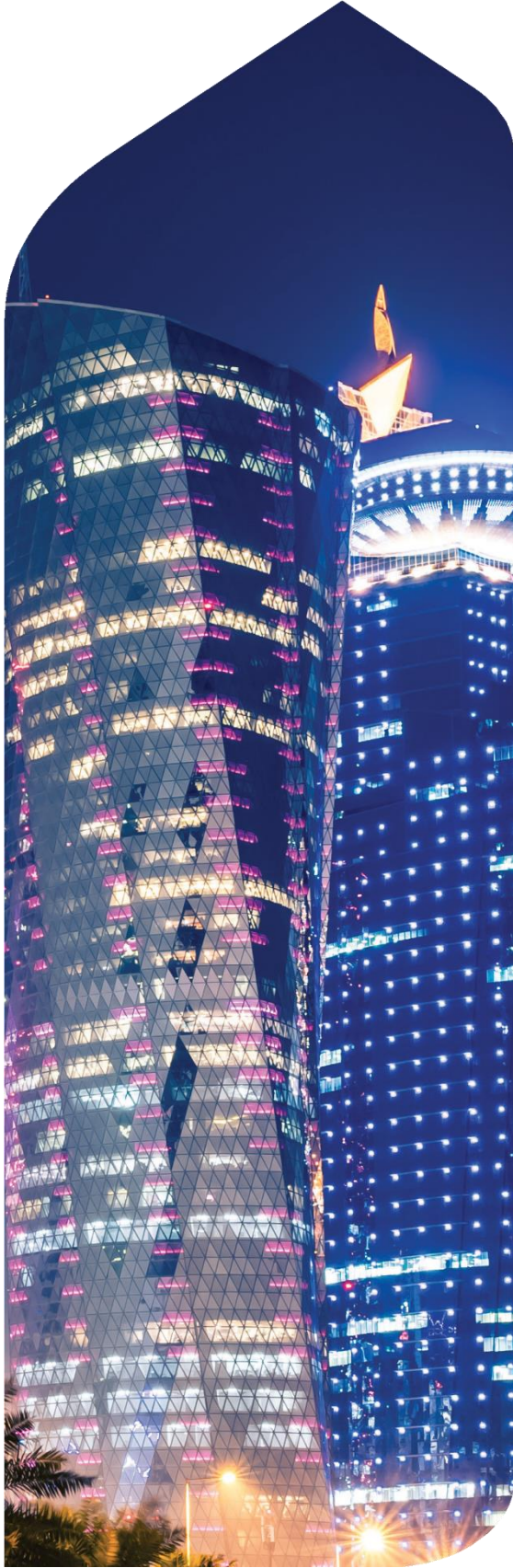
Investments include QAR 1,998 million of investment in sukuk

3

Total deposits include QAR 2,927 million on Quasi-Equity

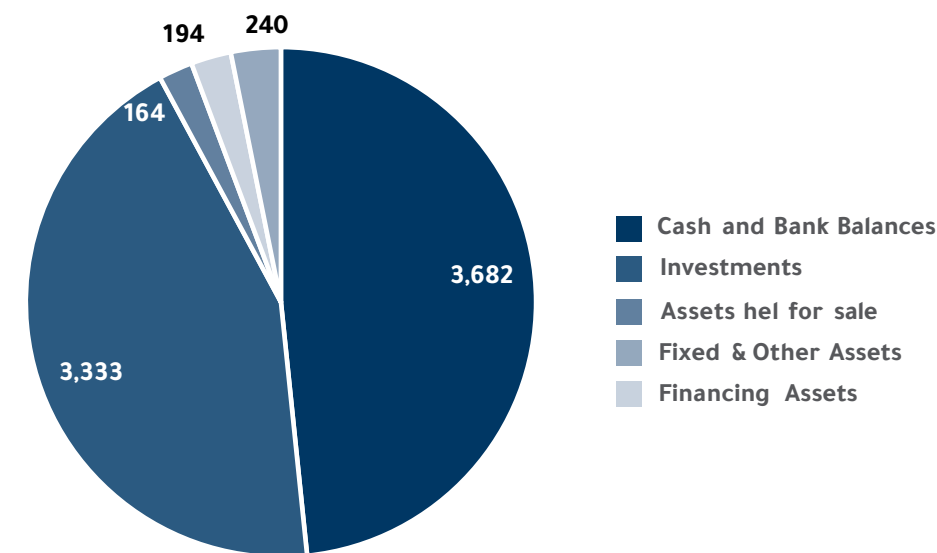
4

Total equity attributable to the shareholders of Lesha Bank increased by 14% YoY

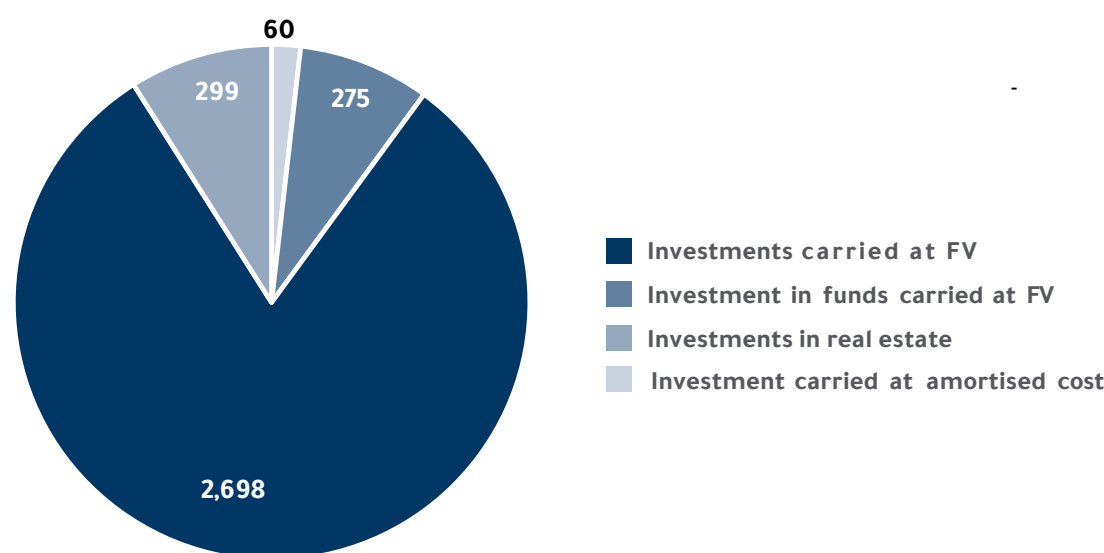


# FINANCIAL POSITION ANALYSIS

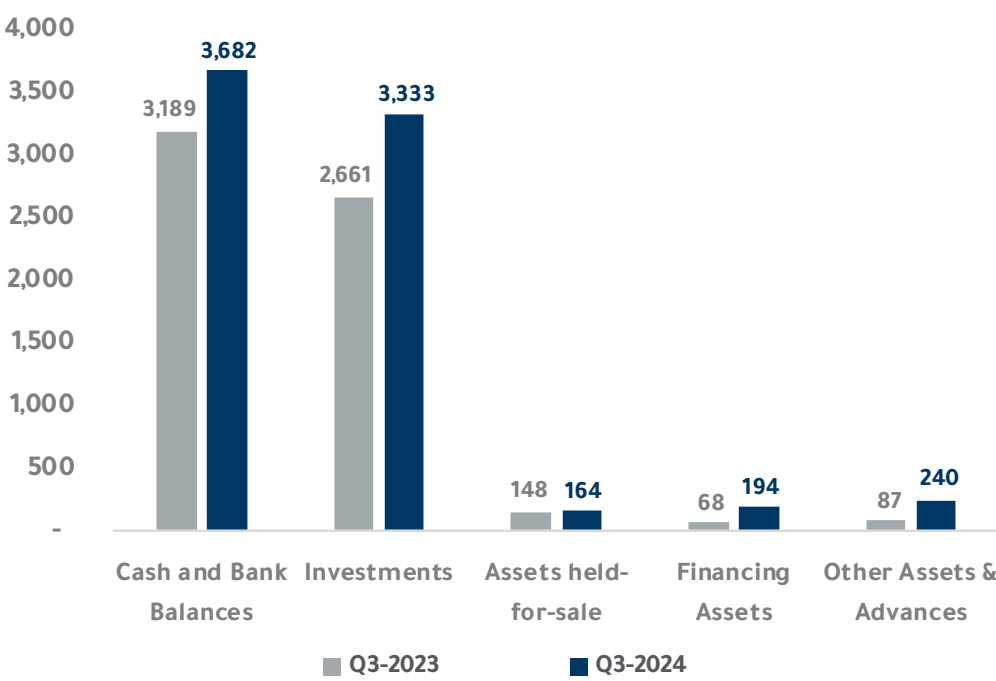
Asset Mix - Q3 2024 (QAR millions)



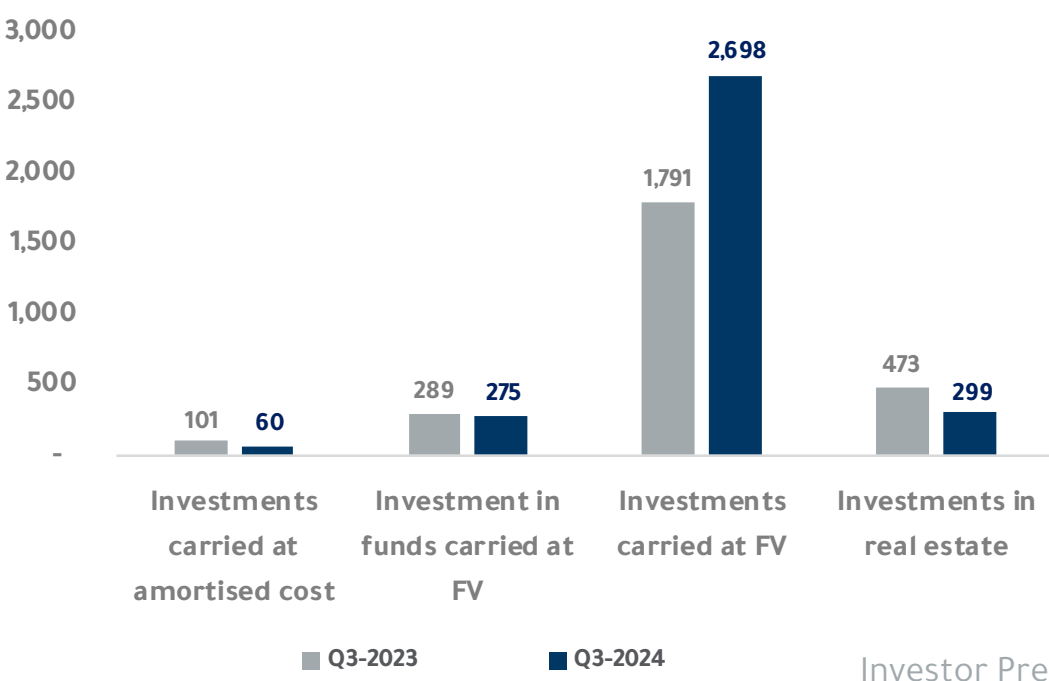
Investment Mix - Q3 2024 (QAR millions)



Asset Mix Trend (QAR millions)



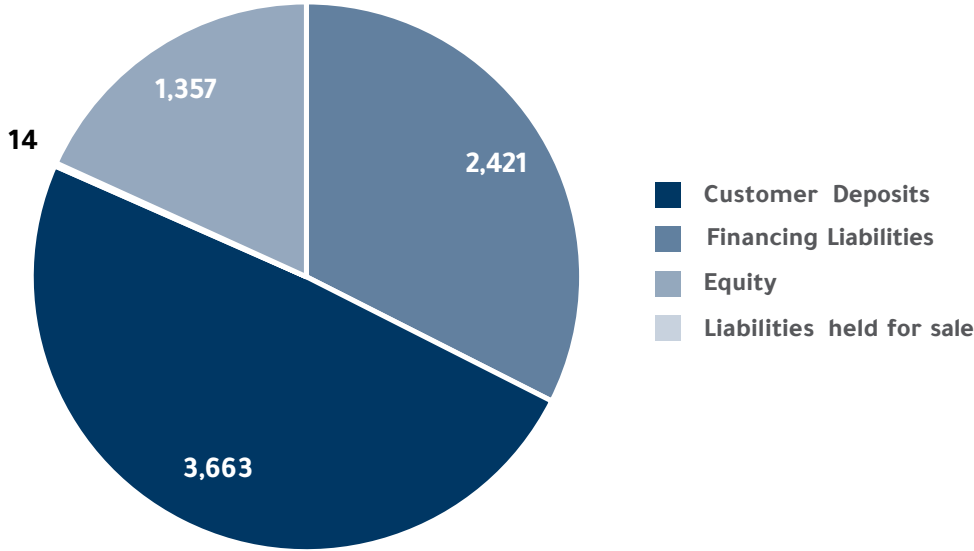
Investment Mix Trend (QAR millions)



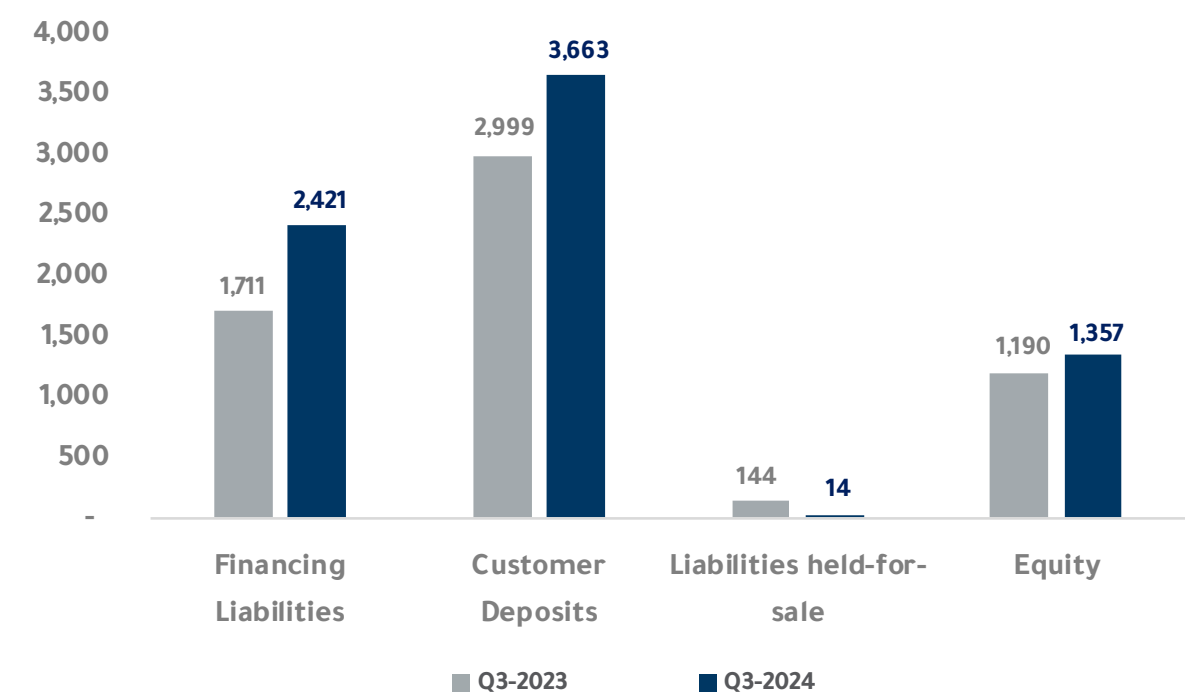


# FINANCIAL POSITION ANALYSIS

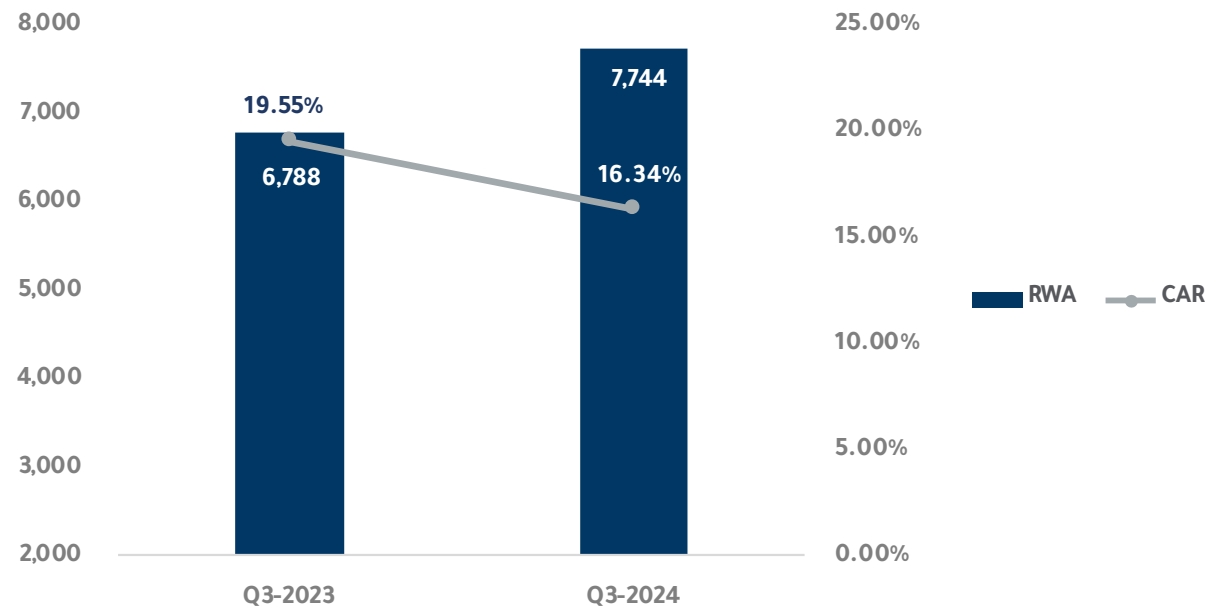
Funding Mix - Q3 2024 (QAR millions)



Funding Mix Trend (QAR millions)



Risk Weighted Assets & Capital Adequacy Ratio - Q3 2024



## Key Highlights

- 1 Strong capitalization level - CAR of 16.34% as of 30 September 2024
- 2 Risk weighted assets (RWA) at QAR 7.7 billion by Q3-2024
- 3 Deposits reached QAR 3.7 billion by Q3-2024
- 4 Equity increased by 14% YoY

# FINANCIAL PERFORMANCE HIGHLIGHTS

## Summary of Income Statement for 30<sup>th</sup> September 2024

Description (QAR millions)	Q3-2024	Q3-2023	YoY %
Fee & Dividend Income	65.5	53.0	24%
Profit on Sukuk Investments	80.7	50.3	61%
Income from Placements	147.2	90.9	62%
Other Income	102.0	35.5	187%
Financing costs	(181.0)	(100.3)	81%
Total Income	214.4	129.4	66%
Total Expenses	(100.3)	(64.5)	56%
Provision for impairment & investments	(12.8)	1.5	-971%
<b>Net Profit *</b>	<b>96.6</b>	<b>66.8</b>	<b>45%</b>

\* Attributed to equity holders of the bank

## Key Highlights

1

Highest ever Q3 Net profit\* for the Bank

2

Net profit\* of QAR 96.6 million for Q3-2024 increased by 45% YoY

3

YoY Increase of 61% from Profit on sukuk investments

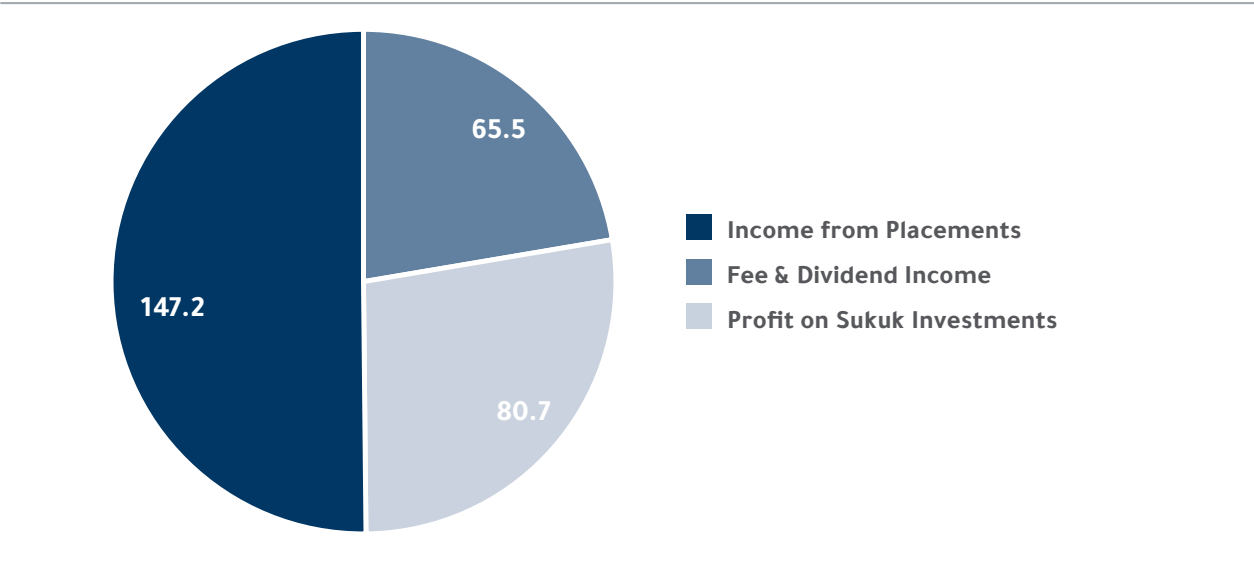
4

Better yields resulted QAR 147.2 million income from placements as of Q3-2024

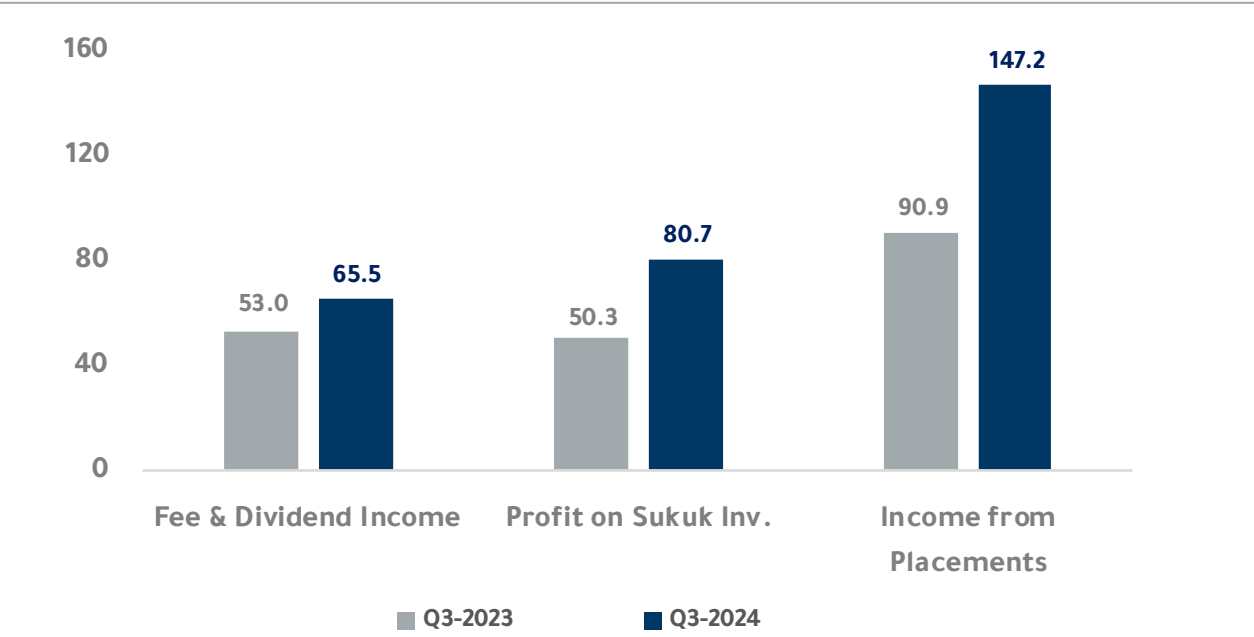


# FINANCIAL PERFORMANCE ANALYSIS

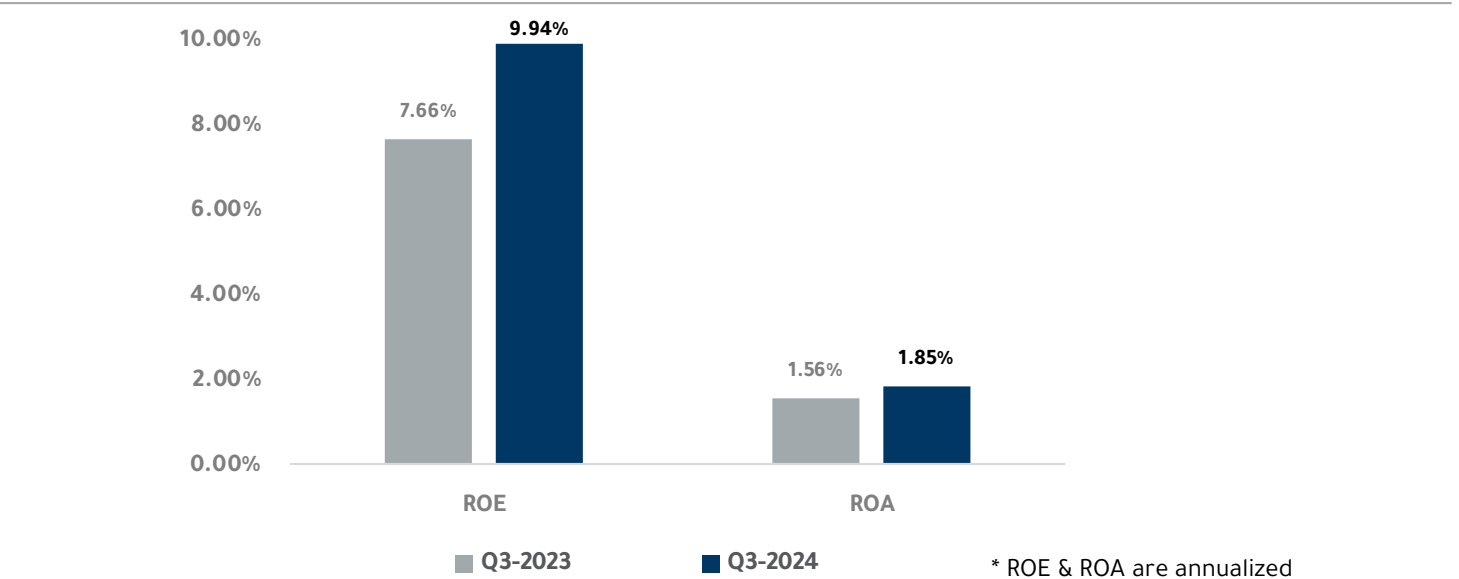
Major Income Streams - Q3 2024 (QAR millions)



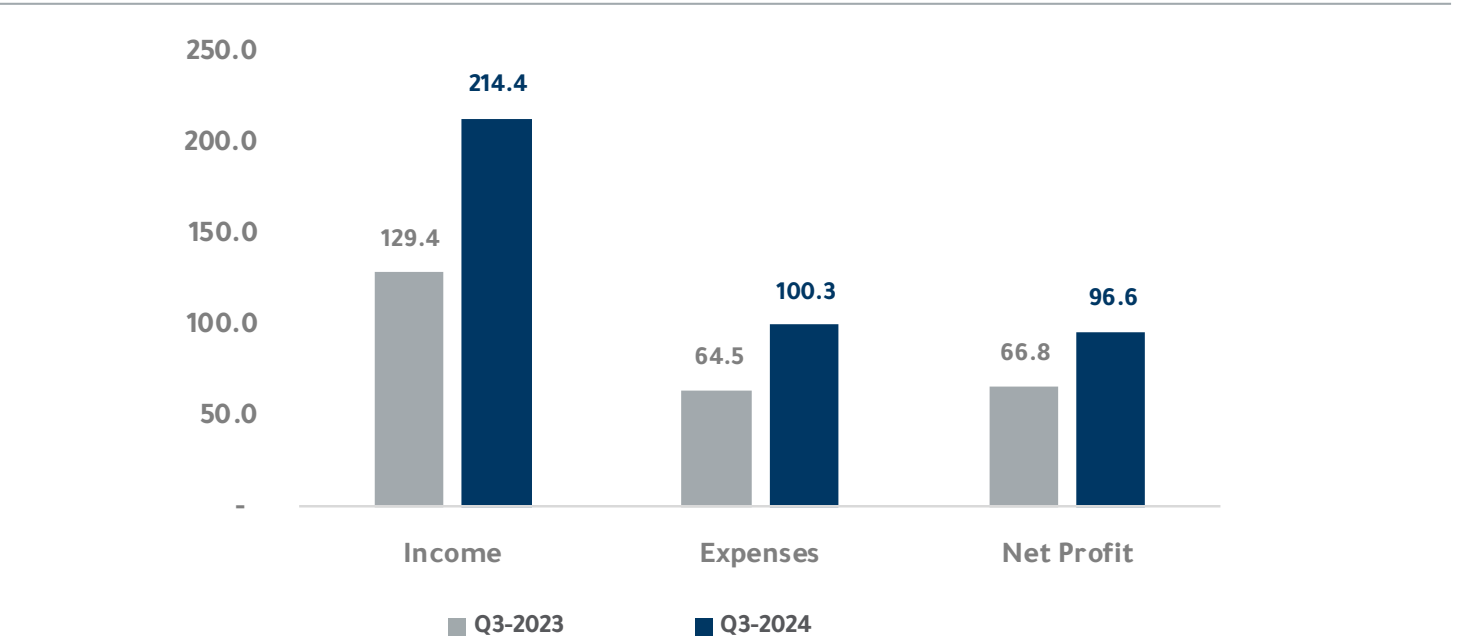
Major Income Streams Trend (QAR millions)



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



Income, Expenses & Net Profit (QAR millions)



# ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG)

- 1

Started in 2021, the Bank released its Sustainability Report for the year 2022-2023
- 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



### Successful Exit from David Morris International Limited

Lesha Bank has successfully concluded its exit from David Morris International Limited, a premier international luxury jewelry brand, with a transaction that valued the business at GBP 70 million. As a 50% shareholder, Lesha Bank realized exit proceeds of GBP 35 million, representing a profitable return on investment.



Lesha Bank acted as **Joint Lead Manager** for **Estithmar Holding's QAR 500 million Sukuk issuance**, the first corporate Sukuk issued in Qatari Riyal

### Joint Lead Manager - Estithmar Holding

Lesha Bank acted as Joint Lead Manager for Estithmar Holding's QAR 500 million Sukuk issuance, the first corporate Sukuk issued in Qatari Riyal.



### Sustainability Report 2022-2023

Lesha Bank released its Sustainability Report for 2022-2023. This report highlights the Banks' ambitious goals, and the significant progress made in integrating sustainability initiatives into the business and investment strategies.



Lesha Bank acted as **Joint Lead Manager** for **QIIB's Additional Tier 1 US\$300 million Sukuk issuance**

### Joint Lead Manager - QIIB

Lesha Bank acted as Joint Lead Manager for QIIB's additional tier 1 \$300 million Sukuk issuance.

# AWARDS AND ACCOLADES

Lesha Bank secured below list of key awards and accolades during the year 2023 - 2024



**Most Effective Investment Service Offering  
MEED's MENA Banking Excellence Awards 2024**



**Euromoney Market Leaders 2023**

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



**Forbes Middle East's  
Top 30 Asset Managers for 2024  
Mr. Mohammed Ismail Al Emadi (CEO)**



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



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

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



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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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E-mail: [investor@leshabank.com](mailto:investor@leshabank.com)