

QIIB



**الحدو لى
الإسلا مى**



Investors' Presentation

- Q1 2021 -



- 1. QIIB Overview & Strategy**
- 2. Financial Performance**
- 3. Equity & Funding Overview**
- 4. Rating Overview**



Section 1

QIIB Overview & Strategy



Introduction

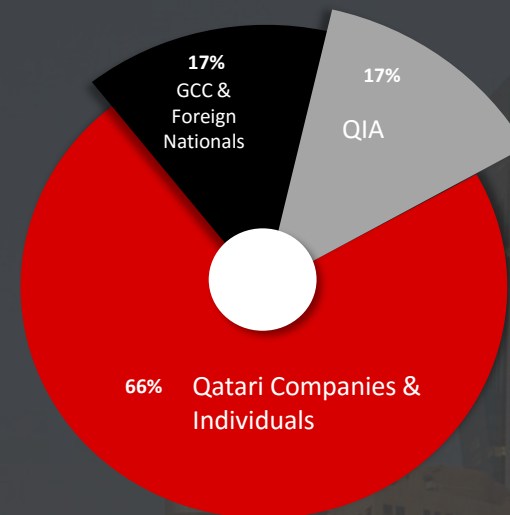
- ◆ (QIIB) Established in 1990 by an Amiri Decree, Qatar International Islamic Bank began operations on 1 January 1991.
- ◆ As at 31 March 2021 QIIB is the third largest Listed Islamic bank in Qatar by total assets and accounts for approximately 16.9% of Listed Qatar's Islamic banks' assets.
- ◆ As at 31 March 2021 , QIIB has the third largest market capitalization on the Qatar Exchange of all Listed Islamic banks in Qatar with a market capitalization of US\$ 3.63 Bn (at QAR 8.74 per share).
- ◆ The second largest Islamic banking network in Qatar with a network of 15 branches and 83 ATMs.
- ◆ Continued organic growth in assets, deposits and net operating income over recent years.

Financial Snapshot

US \$ mn	Dec - 17	Dec - 18	Dec - 19	Dec -20	Q1-2021
Total Assets	12,802	13,802	15,607	16,837	17,109
Total Financing (1)	8,925	7,687	10,164	11,126	11,540
Non – Performing Financing Ratio	1.3%	2.0%	1.9%	1.6%	1.6%
Customer Deposits	8,919	8,549	8,576	9,983	10,484
Net Profit	228.5	242.2	254.6	257.5	77.1
Capital Adequacy (B III)	17.9%	16.4%	18.5%	16.6%	17.4%
Market Capitalization	US\$ 3.63 Bn (as at 31 st March 2021)				

Ratings Fitch A: (Stable) Moody's A2: (Stable)

Shareholder Structure



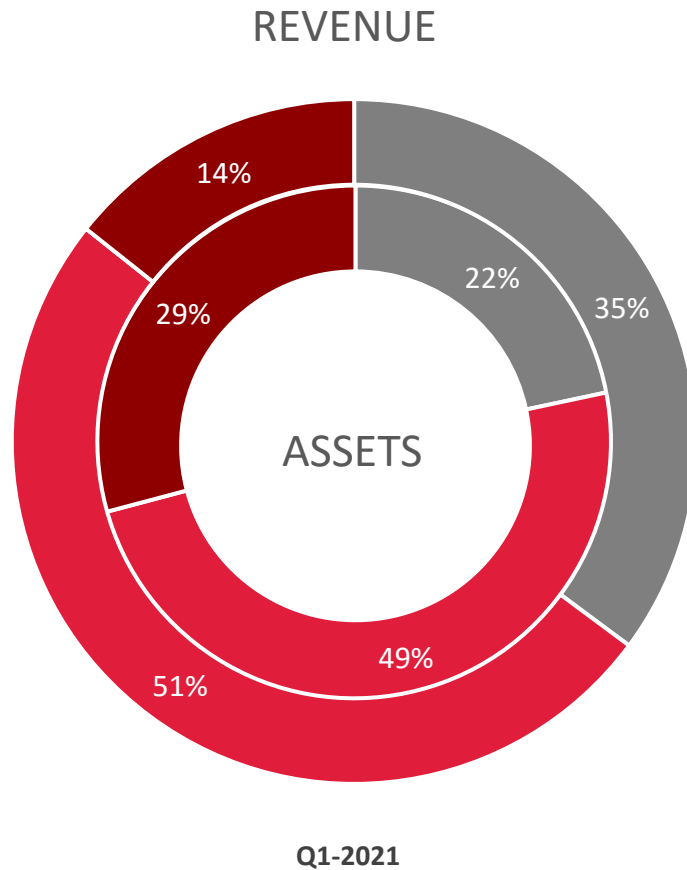
- The Qatar Investment Authority (QIA) is the largest shareholder (17%) of QIIB through its subsidiary, Qatar Holdings Company.
- Qatari Companies & Individuals own 66% of the bank's shares

QIIB Business Segments





Business Segments Overview



Treasury & Investments

- Equity participation, private equity, investment funds
- Sukuk investment book
- International finance and syndications
- Islamic Treasury products and services

Personal Banking Financing

- Large personal banking franchise with 15 branches and 83 ATMs across Qatar
- Strong brand
- Client segmentation to provide client-focused services
- Maintain growth in distribution network
- Focus on sales and service quality

Corporate Financing

- Major sectors served include Government, oil & gas, commercial and contracting
- Key partner of the public sector and continue to attract and maintain strong deposit base
- Key products include: Murabahah, Ijarah, Mudarabah, Istisna, foreign trade finance and commercial finance
- Developing Small-to-Medium Enterprise (SME) sector in partnership with Government



Section 2

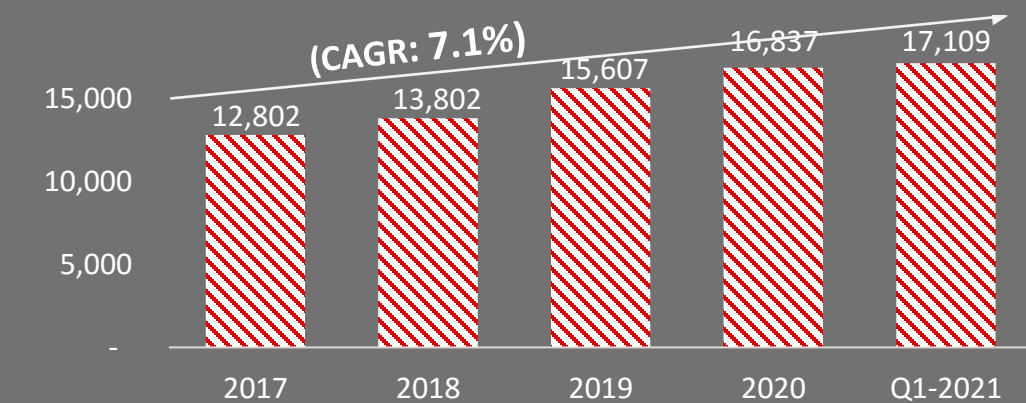
Financial Performance



Highlights

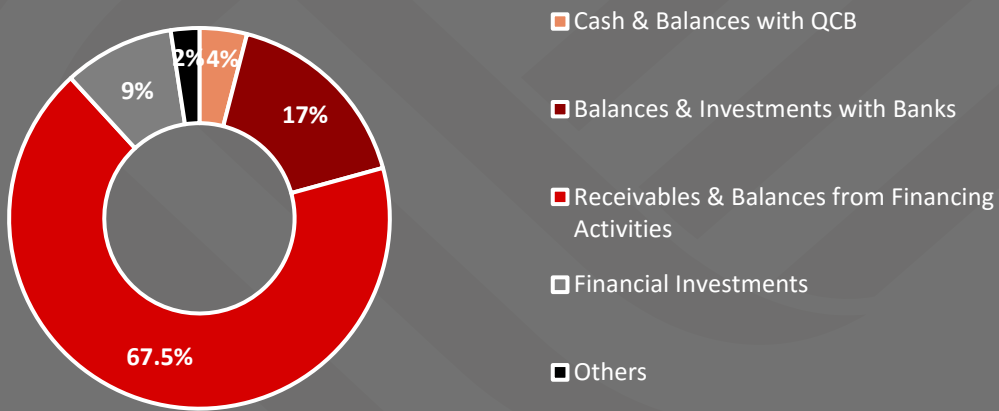
- ◆ QIIB's balance sheet sustained growth CAGR of 7.1% between FY 2017 – Q1-2021, notwithstanding slower economic environment.
- ◆ The growth has been driven by a strong increase in QIIB's Islamic Financing Facilities (IFFs) and Advances, and Financial investments.
- ◆ QIIB has a reasonably diversified financing book totaling US\$ 11.5 Bn as of 31 March 2021, representing 67.5% of the bank's total assets.

QIIB'S strong asset growth (US\$ mn)



Asset composition by type

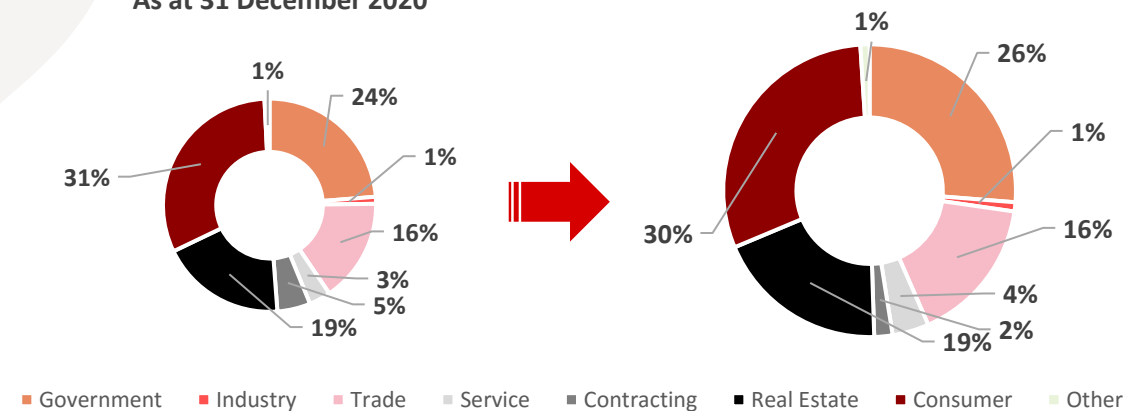
As at Q1-2021



QIIB financing book split

As at 31 December 2020

As at Q1-2021





Asset quality highlights

- ◆ Non-performing financing ratio was stable at 1.57% as at 31 March 2021, compared to December 2020.
- ◆ Bank's non-performing ratio remains within the industry average.
- ◆ Strong asset quality reflects QIIB's prudent risk appetite, and therefore, prudent risk oversight of assets before bringing them on to its financing book.
- ◆ In addition, QIIB's strong asset quality is further reinforced by the availability of collateral that the bank receives on its financings.



Asset quality ratios

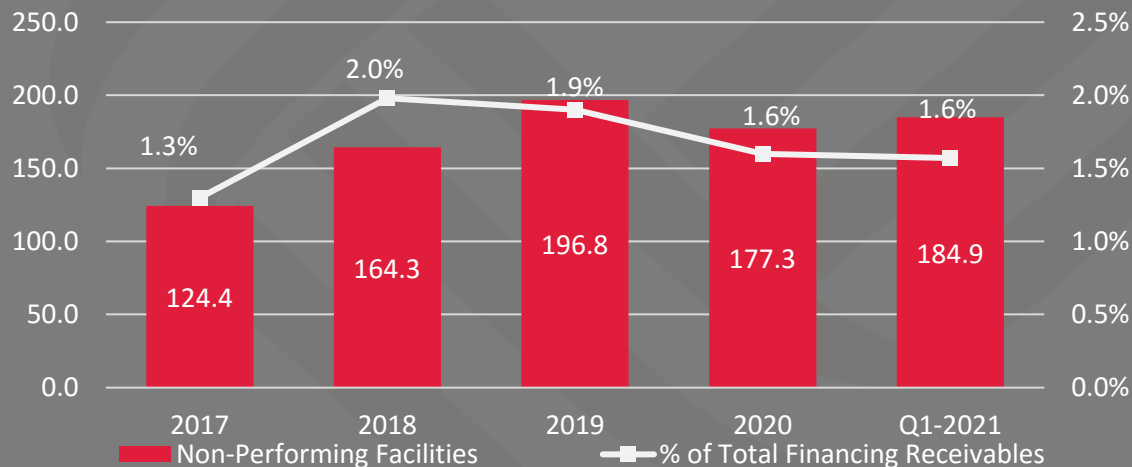
	2017	2018	2019	2020	Q1-2021
<i>Non-performing financing ratio⁽¹⁾</i>	1.3%	2.0%	1.9%	1.6%	1.6%
<i>Non-performing coverage ratio⁽²⁾</i>	63.1%	96.6%	99.0%	134.4%	132.3%

(1) Non performing facilities as at period end divided by gross financing and receivables as at period end

(2) Specific provision & suspended interest, as at period end divided by non performing facilities as at period end



Non-performing receivables (US\$ mn)



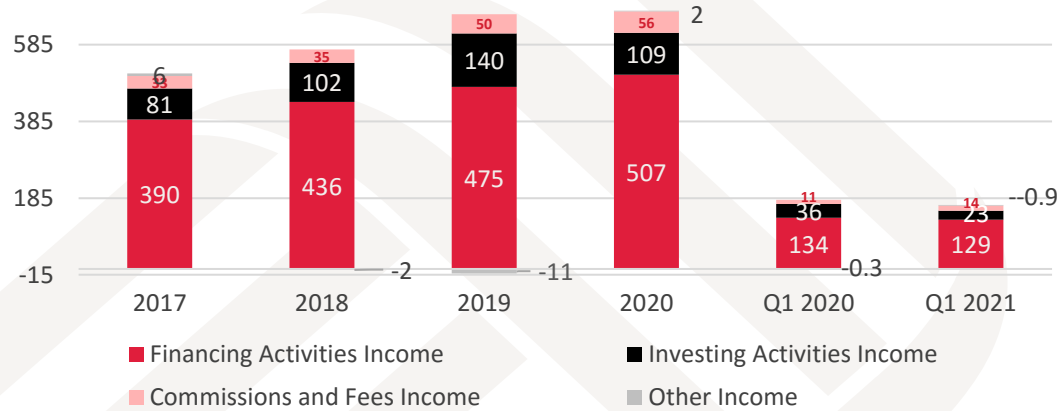
ECL of the Bank (QR 000s)

	ECL of the Bank "000	Financing assets		Off Balance sheet exposures subject to ECL	
		31-Mar-21	31-Dec-20	31-Mar-21	31-Dec-20
Stage 1	Exposure	38,592,606	37,415,400	14,590,326	12,823,985
	ECL	166,002	164,171	103,476	99,917
	Coverage	0.4%	0.4%	0.7%	0.8%
Stage 2	Exposure	3,648,456	3,320,872	517,026	428,517
	ECL	210,101	210,610	6,394	7,328
	Coverage	5.8%	6.3%	1.2%	1.7%
Stage 3	Exposure	673,280	645,562	13,512	13,562
	ECL	474,755	457,608	-	-
	Coverage	70.5%	70.9%	0.0%	0.0%
Total	Exposure	42,914,342	41,381,834	15,120,864	13,266,064
	ECL	850,858	832,389	109,870	107,245
	Coverage	2.0%	2.0%	0.7%	0.8%

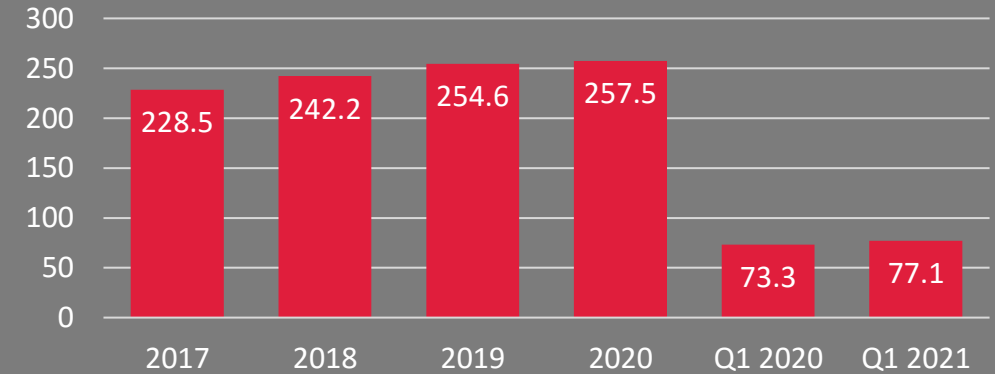
Continued Profitability & Operating Efficiency



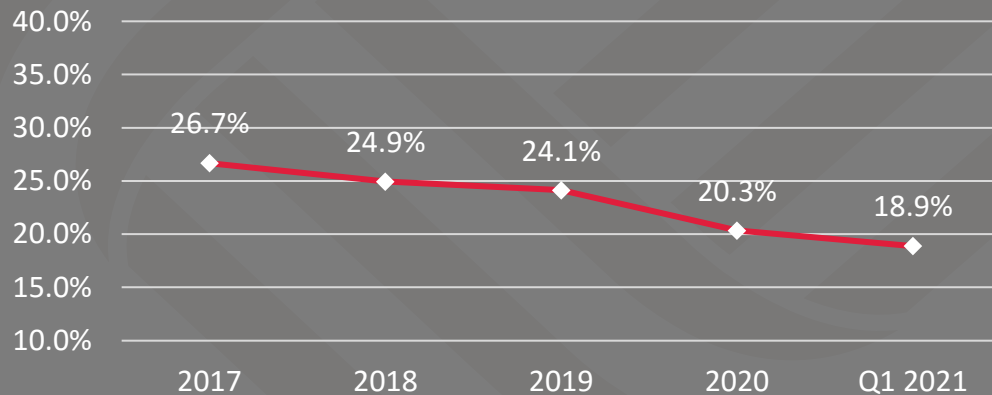
Operating income breakdown (US\$ mn)



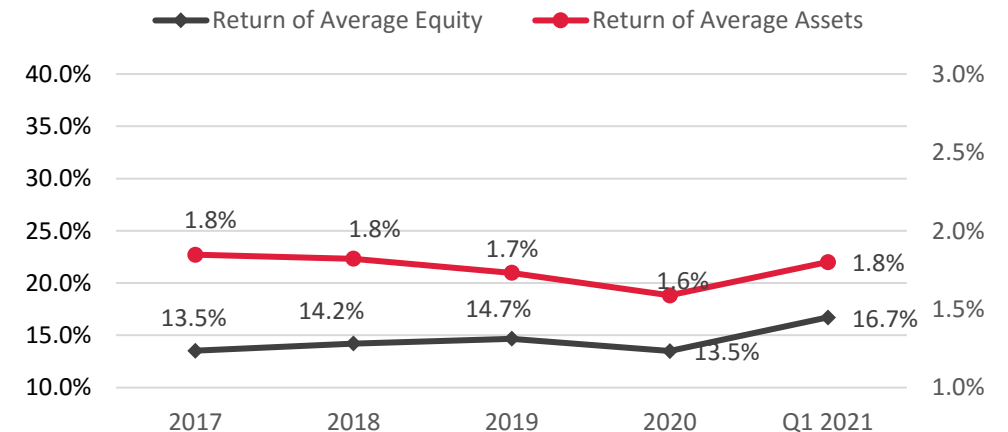
Sustained profitability (US\$ mn)



Sustained efficiency ratio (Cost to Income Ratio %)



Return on average equity and assets (%)



Balance Sheet Highlights



QAR '000	2017	2018	2019	2020	Q1-2021
Total Assets	46,618,980	50,259,955	56,831,439	61,313,668	62,301,947
Financing Portfolio	32,500,027	27,991,116	37,010,528	40,513,906	42,023,792
Investing Portfolio	9,453,810	17,767,789	15,806,455	16,360,244	16,258,178
Other Investments	791,505	1,269,784	1,190,489	1,069,257	1,002,642
Customer Deposits	32,478,648	31,129,927	31,228,545	36,352,329	38,177,863
Equity	6,816,565	6,830,087	8,160,159	8,323,636	8,004,295
Cash Dividends	40.00%	40.00%	42.50%	32.50%	N.A
Year on Year Growth					
Total Assets	9.6%	7.8%	13.1%	7.9%	1.6%
Financing Portfolio	19.3%	-13.9%	32.2%	9.5%	3.7%
Investing Portfolio	-15.2%	87.9%	-11.0%	3.5%	-0.6%
Other Investments	3.2%	60.4%	-6.2%	-10.2%	-6.2%
Customer Deposits	22.4%	-4.2%	0.3%	16.4%	5.0%
Equity	2.1%	0.2%	19.5%	2.0%	-3.8%



Commentary

- ◆ Sustained asset growth CAGR of 7.1% from FY2017 to Q1-2021 respectively.
- ◆ Strong balance sheet backed by quality credits; adequate provisioning
- ◆ Sustained deposit growth through customer loyalty
- ◆ Government commitment to continue development for World Cup 2022 and Qatar National Vision 2030

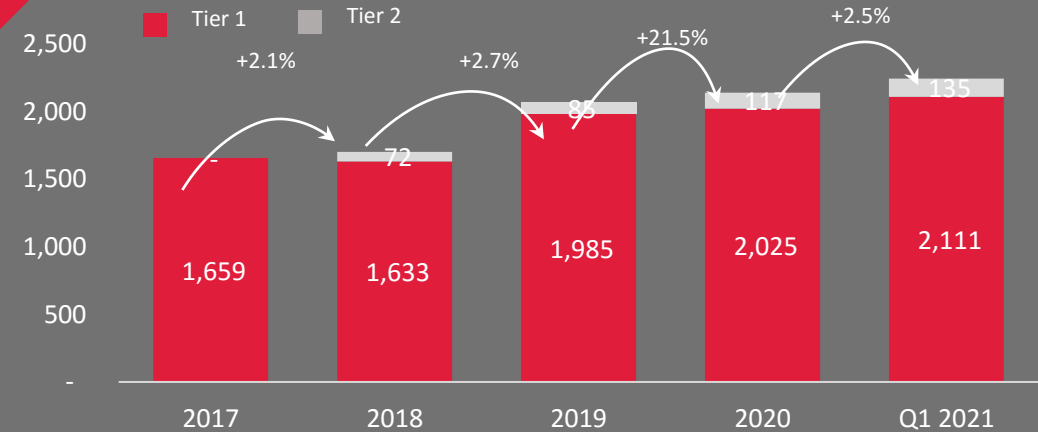
Robust Capitalization



Highlights

- Basel II, Pillar 2 (ICAAP) requirements were effective from 1 January 2014 with all ICAAP and BIII requirements subject to regular (external) audit. Guidelines were refined and updated in March 2016. To date, no audit qualification has been raised on QIIB's submissions.
- QCB's Basel III CAR is 10% plus a 2.5% capital buffer and minimum 1% ICAAP starting from year 2016, with additional DSIB capital between 0.5% to 3.5%. For QIIB, no additional capital is required under the DSIB model. As at 31 March 2021, total CAR stood at 17.4%, including the additional Tier 1 issuance (QAR 1 billion & USD 300 million) concluded in August 2016 & November 2019.

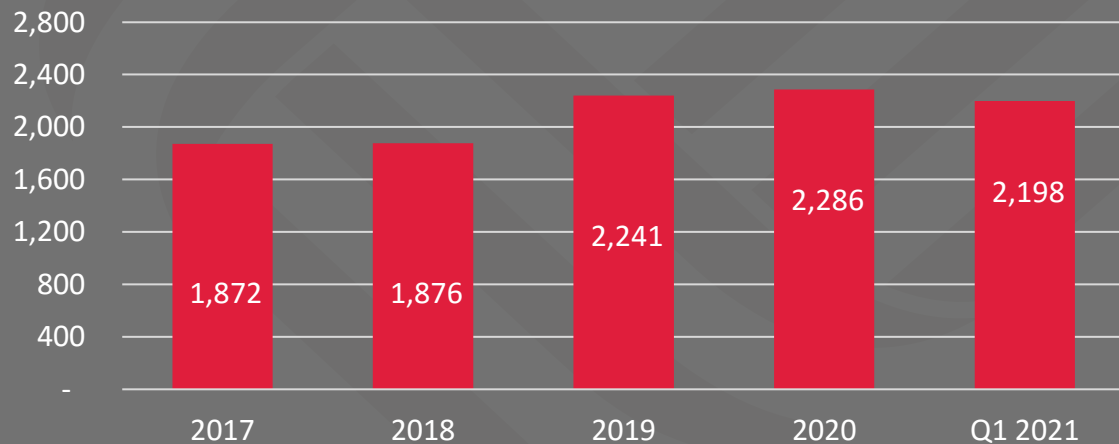
Capital Structure (US\$ mn)



*Percentage change is calculated on total equity.

*The box ratio is not proportional to the data.

Equity (US\$ mn)



Capital adequacy ratios (%)

Capital Adequacy Basel III	Q1 2021	2020	Minimum limit as per QCB
CET 1 ratio without capital conservation buffer	11.89%	11.20%	6.00%
CET 1 ratio including capital conservation buffer	11.89%	11.20%	8.50%
Tier 1 capital ratio including capital conservation buffer	16.34%	15.64%	10.50%
Tier 1 and 2 capital ratio including capital conservation buffer	17.38%	16.55%	12.50%
Total capital including capital conservation buffer and domestic systemic important bank buffer	17.38%	16.55%	12.50%
Total capital including conservation buffer, domestic systemic important bank buffer and ICAAP Pillar II capital charge	17.38%	16.55%	13.50%

Summary of Q1-2021 Performance



-  Sustained balance sheet growth
-  Stable asset quality
-  Stable deposit base
-  Improving total income
-  Healthy capitalization ratios
-  Strong liquidity levels

	31-Dec-20	31-Mar-21	% Change
<i>Total Assets (US\$ mn)</i>	16,837	17,109	↑ 1.6%
<i>Net Islamic Financing Facilities (US\$ mn)</i>	11,126	11,540	↑ 3.7%
<i>Non-Performing Islamic Financing Facilities (%)</i>	1.56%	1.57%	↑ 0.6%
<i>Liquid Assets (US\$ mn)</i>	5,255	5,154	↓ -1.9%
<i>Customers' Deposits (US\$ mn) ¹</i>	9,983	10,484	↑ 5.0%

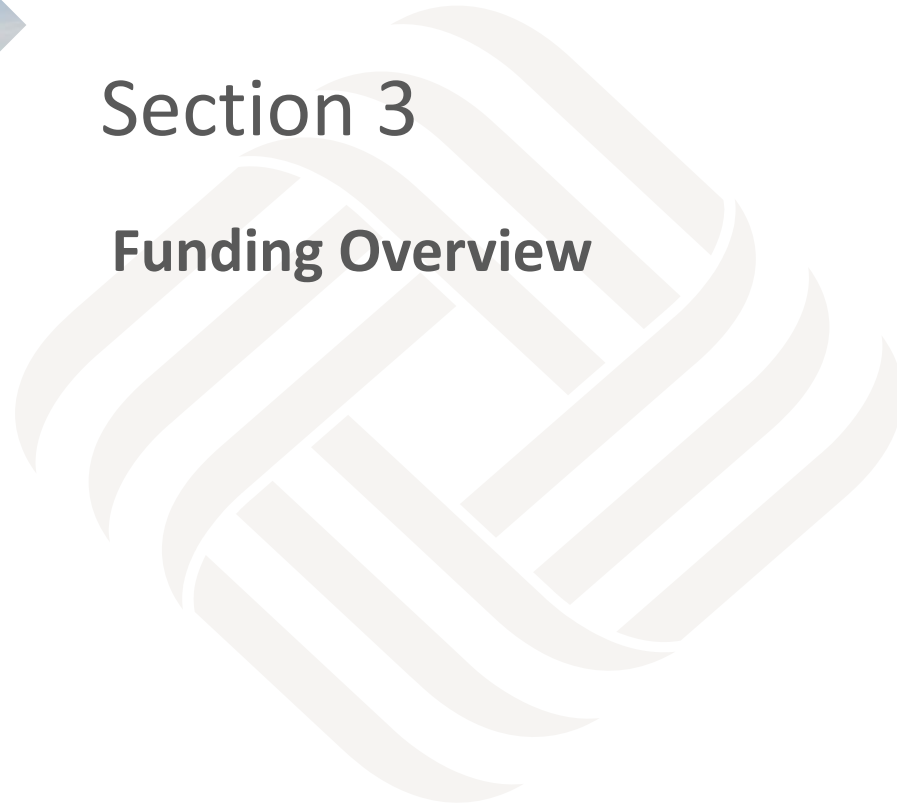
	31-Mar-20	31-Mar-21	% Change
<i>Total Income</i>	180.2	167.7	↓ -7.0%
<i>Net Profit</i>	73.3	77.1	↑ 5.1%

(1) Includes Customers' Current Accounts and Equity of Investment Account Holders



Section 3

Funding Overview



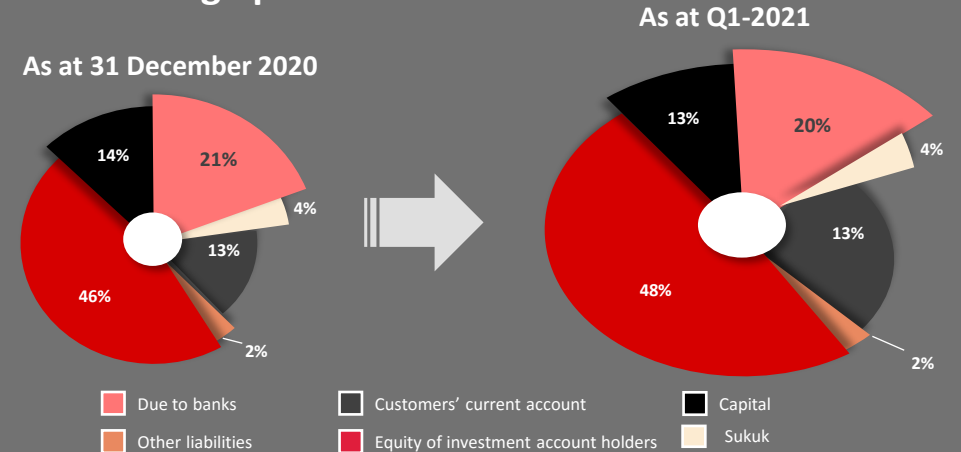
Funding Overview



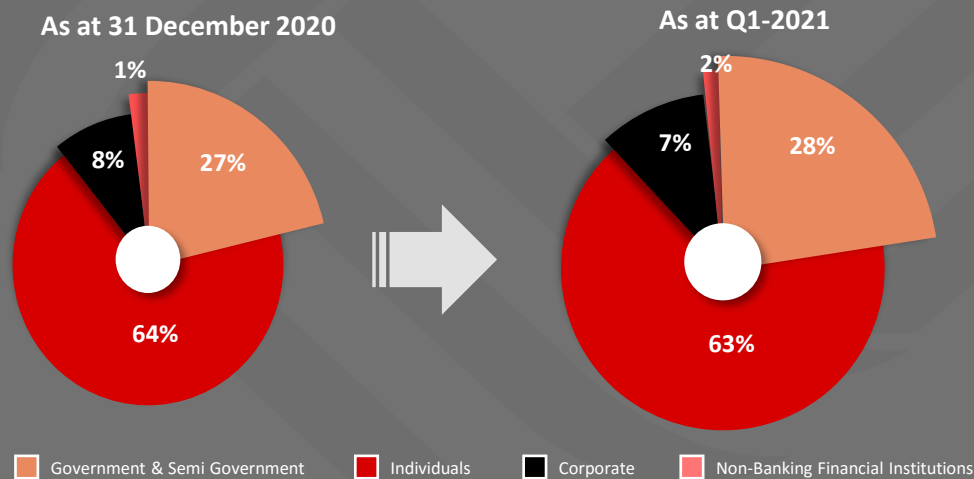
Highlights

- ◆ QIIB's funding is predominantly driven by customer deposits and equity of investment account holders (EIAH) and is backed by the bank's own capital.
- ◆ QIIB has leveraged its expanding branch network and corporate relationships to steadily grow its deposits base – to be supported further with Corporate e-Banking services.
- ◆ QIIB is increasingly becoming a preferred banking partner for individuals as well as corporations and financial institutions looking for Sharia-compliant solutions.
- ◆ In the process of establishing an investor relations function to broaden investor base, develop investor relationships.

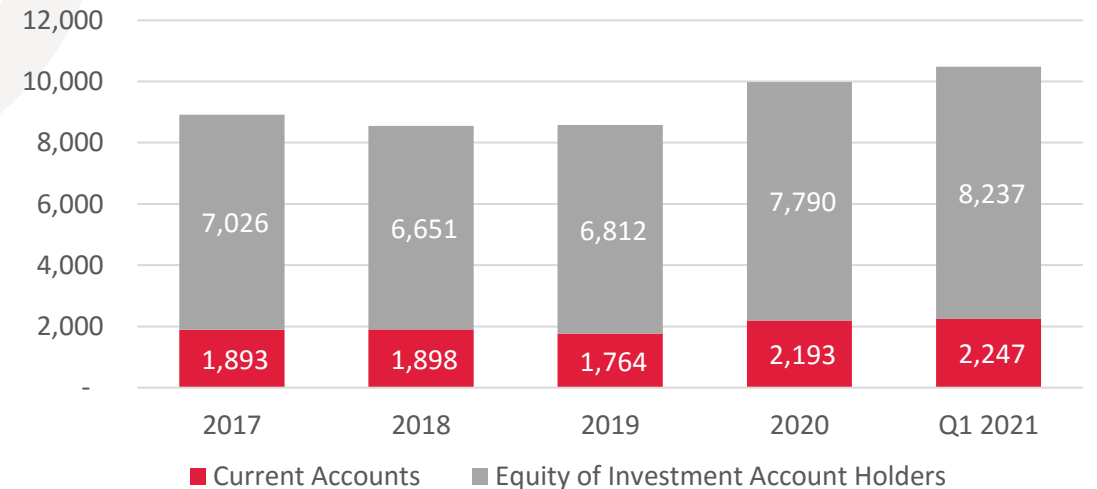
QIIB's Funding Split



EIAH breakdown by Sector



Growth in total customer deposits (US\$ mn)





Section 4

Rating Overview



Fitch Ratings

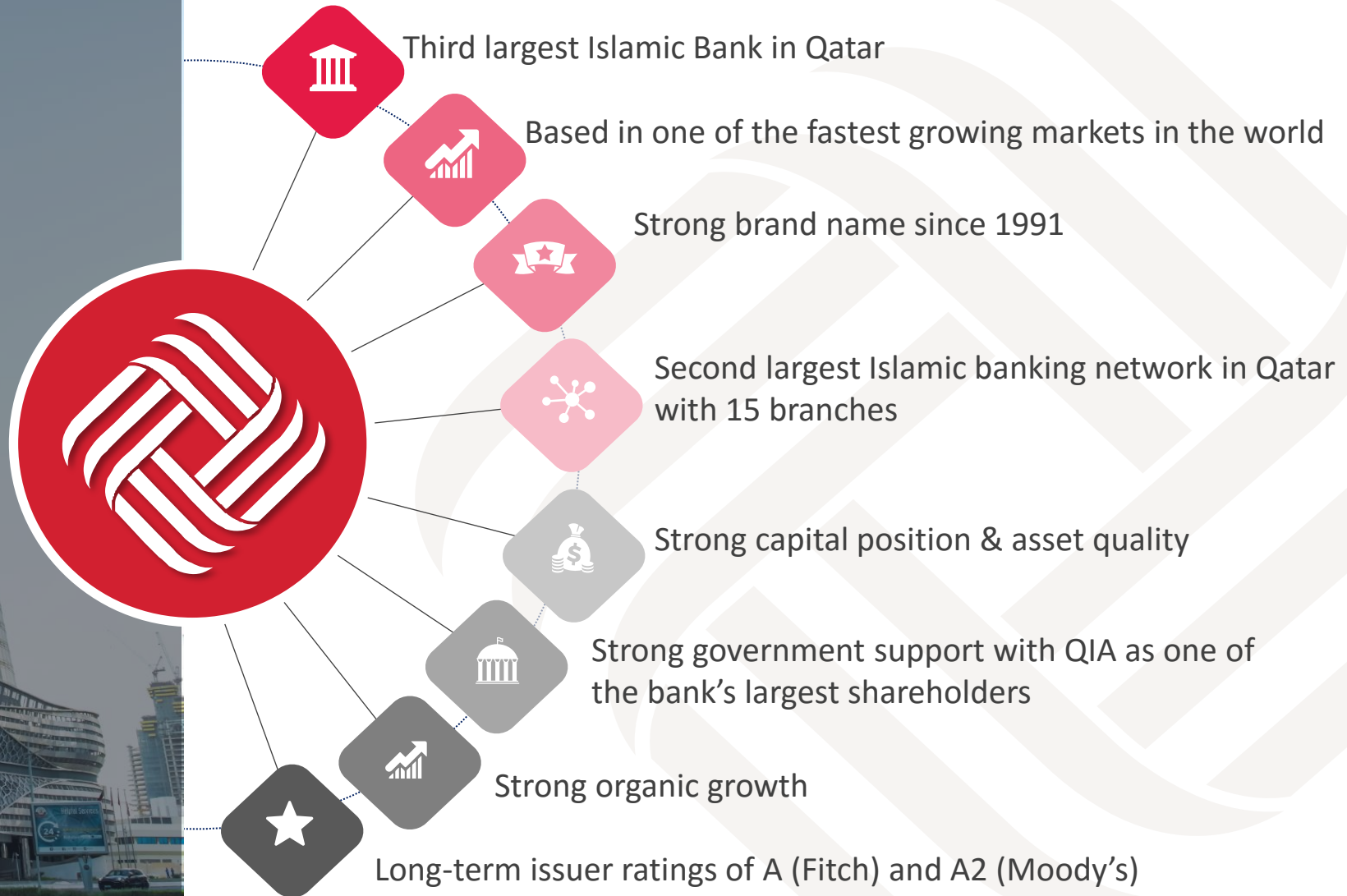
<i>Longer-term IDR</i>	<i>Short-term IDR</i>	<i>Viability Rating</i>	<i>Outlook</i>	<i>Date</i>
A	F1	bb+	Stable	December 2020

Moody's

<i>Issuer Rating</i>	<i>ST Issuer Rating</i>	<i>Baseline credit assessment</i>	<i>Outlook</i>	<i>Date</i>
A2	P-1	baa3	Stable	November 2020

Capital Intelligence

<i>Long Term Rating</i>	<i>Short Term Rating</i>	<i>Standalone Rating (BSR)</i>	<i>Outlook</i>	<i>Date</i>
A	A1	bbb+	Stable	March 2021





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