

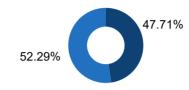
# **Investor Presentation H1 2025**

#### **Overview**

#### Overview

- Founded in 1983 and listed on the Qatar Stock Exchange,
  - Market cap of QAR 9.17 bln (as of 30 June 2025)
  - Has a network of 12 branches and 93 ATMs throughout Qatar
  - Best regulated banking sector in the Middle East through the QCB, according to the World Bank
- Offers its wholesale and retail banking services with a focus on the Qatari market:
  - Qatar has been a steady and growing economy over the past decade
  - The bank is operating under IFRS 9 and updated Basel III frameworks
- Long term IDR of "A" by Fitch and A2/Prime I by Moody's deposit rating
- Efficiently run bank with a cost income ratio at 25.3%
- Effective risk management and high quality loan book as proven by low nonperforming assets
  - NPL ratio stood at 2.95% and conservatively provisioned (coverage of 240% including ECL provisions as of Jun 2025)
- Good capital position with Basel III Capital Adequacy Ratio (CAR) of 20.4% as of 30 Jun 2025.
- ABQ has access to a number of funding sources, with the diversification of funding and proportion of medium and long-term debt in the funding portfolio increasing in recent years – stable medium / long term debt accounts for 8.8% as of 30 Jun 2025.

#### **Shareholding Structure**



- QIA and its wholly owned subsidiariesOthers
- 52.29% of shareholders are Qatari firms and individuals
- QIA and its wholly owned subsidiaries directly own the remaining 47.71% of the shares
- No other shareholder owns more than 5% of the bank's shares
- "ABQ's A2 deposit rating reflects our assessment of a very high likelihood of government support in case of need. Ahli Bank's BCA rating reflects the bank's (1) solid capital and healthy liquidity (2) sound profitability and (3) contained level of reported problem loans and good provisioning coverage," Moody's, May, 2025

Key Indicators	2023		20	2024 Q2		2024	Q2 2025	
	QAR mln	US\$ mln	QAR mln	US\$ mln	QAR mln	US\$ mln	QAR mln	US\$ mIn
Total Assets	60,464	16,611	59,591	16,371	59,396	16,318	62,104	17,062
Total Net Loans	34,754	9,548	35,663	9,798	34,322	9,429	38,190	10,492
Total Customer Deposits	29,645	8,144	32,154	8,834	30,878	8,483	32,942	9,050
Total Equity	8,245	2,265	8,453	2,322	7,977	2,191	8,200	2,253
CAR (Basel III)	21	.0%	21	.2%	21	.7%	20	.4%
C / I Ratio	22	.8%	21	.0%	21.3%		25.3%	
RoAE	12	.2%	12	12.6% 11.1%		11	.4%	

## **ABQ** Has Been at the Heart of the Community for Over 40 Years

1983	•	Incorporated as Al-Ahli Bank of Qatar part of CitiBank operations
1987	•	ABQ began to operate as a standalone entity
2004	•	Ahli United Bank (AUB) acquires a 40% stake through issue of new shares with a ten year renewable management agreement
2008	•	QIA announces 20% equity infusion in Qatar's listed banks based on December 2008 share capital. As a result, ABQ received QAR 642 mln support during 2010 and 2011
2011	•	Ahli Brokerage Co is launched as a fully owned Licensed Brokerage House on the Qatar Exchange
2012	•	20% rights issue to Qatari Shareholders raising capital of QAR 448 mln
2013	•	Qatar Foundation for Education, Science and Community Development (Qatar Foundation) acquires a 29.41% stake in ABQ from AU
2014	•	New brand reflecting the identity of the bank: "at the heart of the community"  Debut Syndicated Facility of US\$ 200 mln, 3-year loan
2015	•	Redesign of 6 branches, enhancing customer experience Strengthened stable funding profile through additional medium term loans – US\$ 200 mln
2016	•	Awarded debut Moody's Rating - A2/Prime-1 deposit ratings ABQ raises additional funds through the issuance of US\$ 500 mln 3.625% notes due 2021 ABQ successfully closes a 3 year US\$195 mln Club Term Loan Facility
2017	•	ABQ second EMTN bond issue of US\$ 500 mln to the international debt capital market Increased 3-year committed bank funding to US\$ 250 mln and extended maturity up to 2020 Qatar Foundation transferred its 29.41% stake in ABQ to Qatar Investment Authority, which increased QIA(1)'s stake in the bank to 47.7%
2018	•	Increased and extended the tenor of US\$ 200 mln of committed stable funding
2019	•	ABQ issued third tranche of EMTN bond for US\$ 500 mln to the international debt capital market  New stable funding of US\$50 mln raised and extension of US\$250 mln committed bilateral facility till June 2022
2020	•	ABQ issued fourth tranche of EMTN bond for US\$ 500 mln to the international debt capital market in September 2020  ABQ successfully launched a redesigned online and mobile banking platform with an easy user interface to enhance the digital banking experience of its customers.
2021	•	Successfully placed \$300 mln of AT1 bonds in February 2021 Repaid first tranche of EMTN US\$ 500 Mln in April 2021 Repaid US \$ 140 mln Asian Club Loan ABQ issued fifth tranche of EMTN Bond for US\$ 500 mln to the International Capital Market in July 2021
2022	•	Repaid second tranche of EMTN US\$ 500 Mln in February 2022 Increased term loan bilateral facility from US\$ 250 mln to US \$ 400 Mln and extended tenor to April 2026
2024	•	ABQ incorporated a wholly owned subsidiary in QFC, ABQ Innovate LLC for providing consulting services across multiple domains  Repaid third tranche of EMTN US\$ 500 mln in September 2024
2025	•	Tranche VI of EMTN issued in March 2025

Source: Company data. 1. QIA and its wholly owned subsidiaries.

## "At the heart of the community" - Corporate Social Responsibility

Our brand identity is a modern interpretation of a potent symbol from Qatar's past, the oyster shell. The shell protects and nurtures its treasure, growing it over time, just as we seek to grow and protect our customers' assets.

We ask, we listen, and we act on what we learn. We respond by producing products that genuinely meet the needs of our community. We are who we are because of our community. And that's why we go further for our customers and our stakeholders.

#### **Inspired**





We will always stay actively involved with our community. We aim to be a sensitive bank: knowledgeable, experienced, and insightful. We offer what our customers tell us they need most: reliable and effective products and advice they can trust.



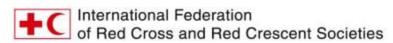


We are always straightforward, approachable, and responsive. We are an active part of the community.

We never forget that our customers are also our neighbours.

#### Corporate Social Responsibility









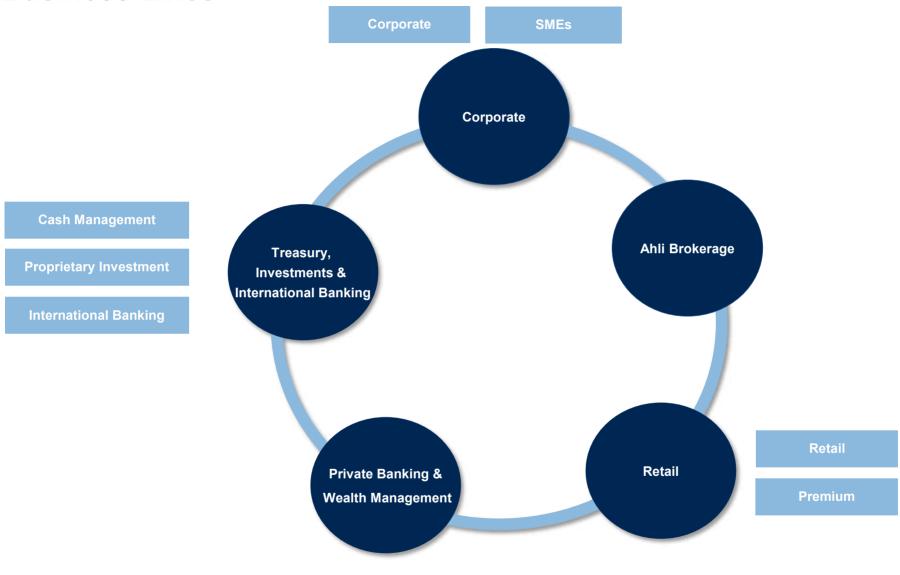








#### **Business Lines**



#### **Executive Summary – 2025**

- 1. Steady Performance with Net Profit of QR 402 mln and YoY growth of 5.1%;
- 2. Strong Capital Adequacy Ratio of 20.4% (based on new Basel guidelines wef 1 Jan 2024)
- 3. NPL Ratio stood at 2.95% ( Dec 2024: 2.91%) with a coverage of 240% (Dec 2024: 238%)
- 4. Loan book grew by 7.1% to QR 38.2 bln from QR 35.7 bln in Dec 2024
- 5. Deposits increased by 2.5% (QR 32.9 bln) vis-a vis Dec 24 (QR 32.2 bln)
- 6. Sixth tranche of EMTN of US\$ 500 mln issued in March 2025
- 7. QCB has extended the compliance deadline for ISSB S1 and S2 to 2027.
- 8. ABQ received the award 'Best Bank for Treasury Services' from Global Banking & Finance Review.

## **Key Performance Highlights**

	Jun 2025	Jun 2024	Growth
Net Profit	402	383	5.1%
	Jun 2025	Dec-24	Growth
Loans & Advances	38,190	35,663	7.1%
<b>Customer Deposits</b>	32,942	32,154	2.5%
Investments	10,800	9,445	14.3%
EMTN	5,495	3,662	50.1%
Total Assets	62,104	59,591	4.2%
LDR Ratio	108.3%	109.0%	-

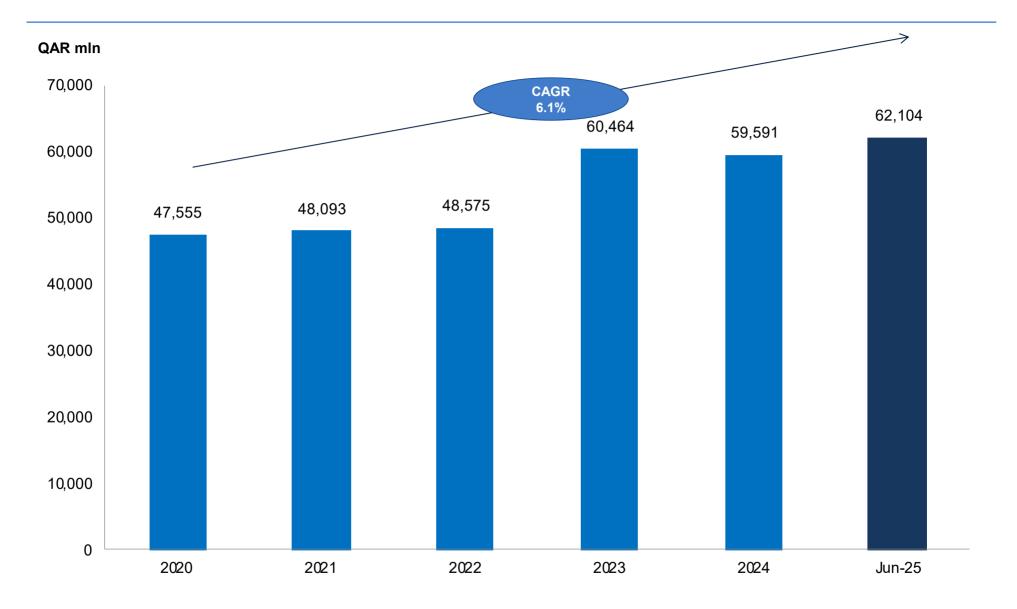
## **P&L – YTD June 2025**

QAR '000	Jun 2025	Jun 2024	YOY Variance Fav/(Adv)
Interest income	1,539,226	1,756,209	(12%)
Interest expense	875,355	940,139	7%
Net interest income	663,871	816,070	(19%)
Fees and other income (Including FX)	153,287	86,487	77%
Total operating income	817,158	902,557	(9%)
Staff Expenses	102,362	93,402	(10%)
Other expenses and Depreciation	104,304	98,748	(6%)
Total operating expenses	206,666	192,150	(8%)
Net operating income before provisions	610,492	710,407	(14%)
Provisions for loan losses- ECL/Specific	224,609	379,500	41%
Recoveries of provisions	(16,517)	(61,103)	(73%)
	208,092	318,397	35%
Provision for repossessed collateral (D ring land)	ı	9,000	100%
Net Provisions	208,092	327,397	36%
Net Profit	402,400	383,010	5%
Cost to Income ratio	25.3%	21.3%	

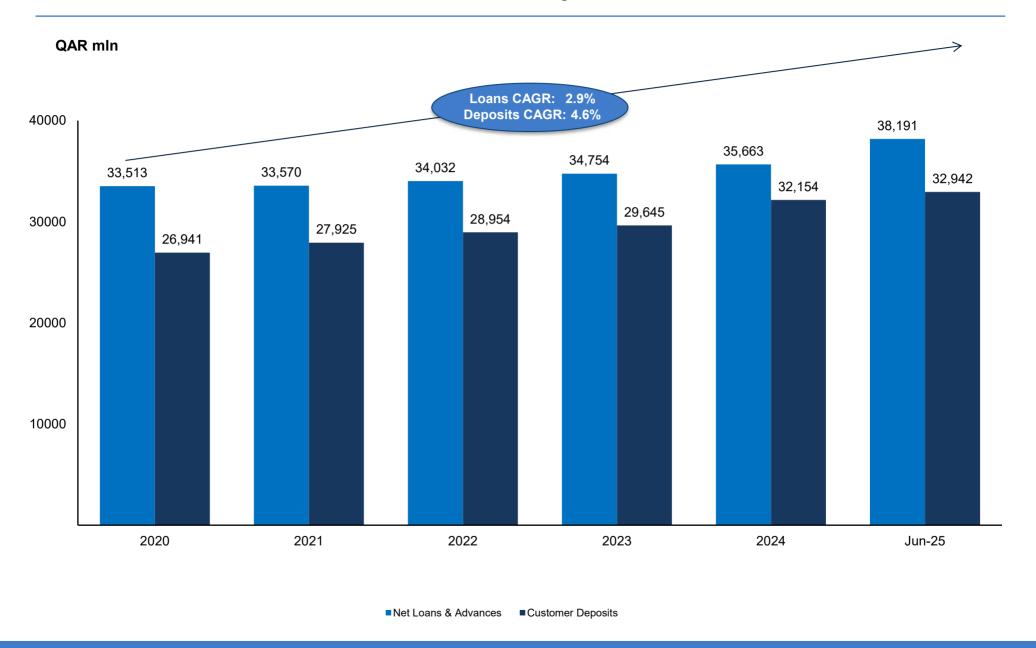
## **Balance Sheet – as at June 2025**

QR 'Mln	Jun 2025	<b>Dec 2024</b>	Vari	iance
			Amount	%
Cash and Balances with				
central bank				
(includes Statutory				
reserve: QR 1.55 bln)	2,159	2,180	-21	(1%)
<b>Due from Banks</b>	9,960	11,731	-1,770	(15%)
Loans and Advances	38,190	35,663	2,527	7%
SOQ	11	1	10	1166%
Other Loans	38,179	35,662	2,516	7%
investments	10,800	9,445	1,355	14%
Others	994	572	422	74%
Total assets	62,104	59,591	2,512	4%
Customer Deposits	32,942	32,154	787	2%
Medium Term Funding	1,460	1,461	-1	(0%)
EMTN	5,495	3,662	1,832	50%
Interbank borrowings	13,018	12,829	188	1 %
Others	989	1,033	-43	(4%)
Total Liabilities	53,904	51,138	2,765	5%
Shareholder's Equity	7,108	7,361	-253	(3%)
AT-1	1,092	1,092	_	0%
<b>Total Liabilities &amp; Equity</b>	62,104	59,591	2,514	4%

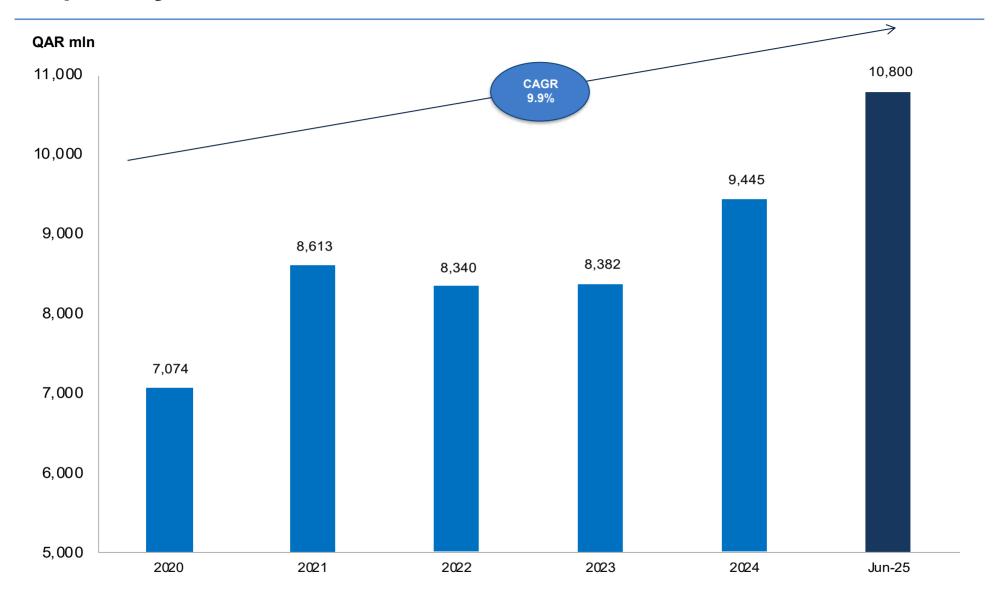
## **Total Assets - Trend**



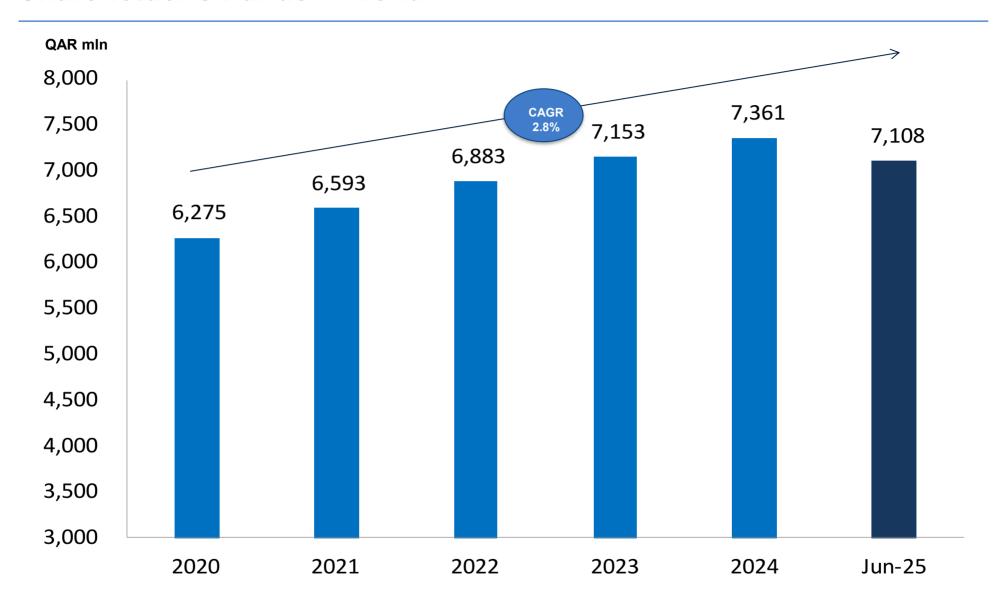
## **Net Loans & Advances / Customer Deposits – Trend**



## **Proprietary Investments – Trend**

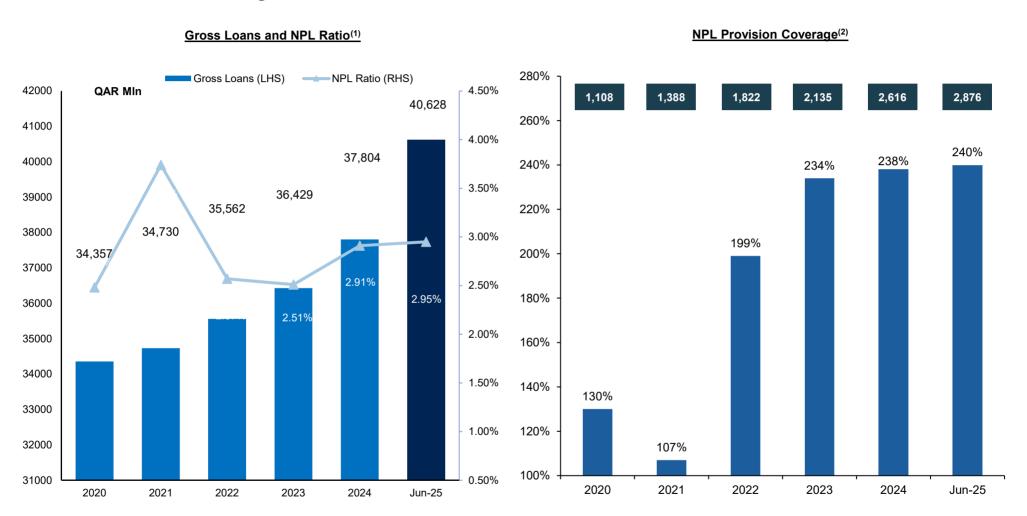


#### Shareholder's Funds - Trend



## **Asset Quality**

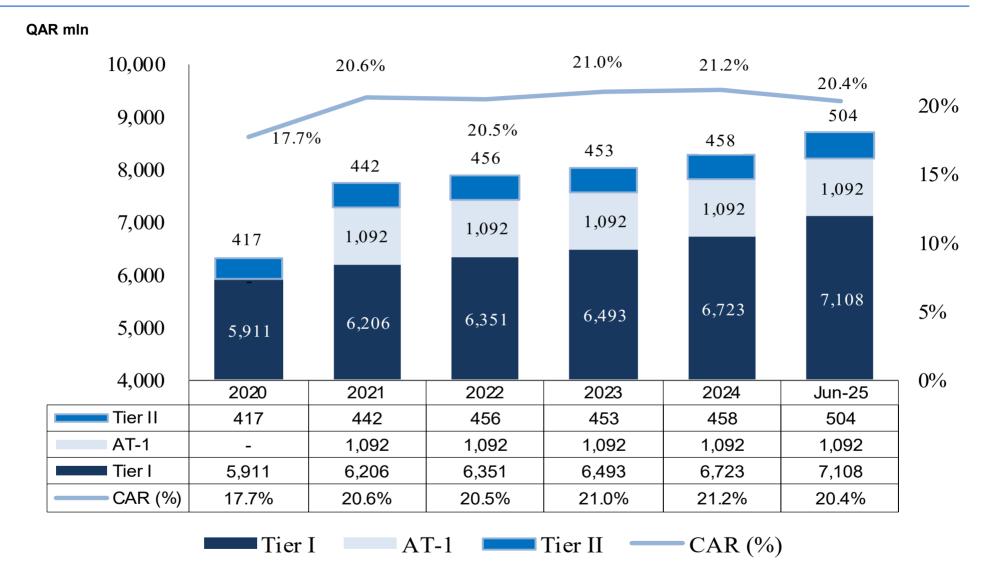
#### NPL ratio of 2.95% and a coverage of 240% as at June 2025



I. Non-Performing Loans divided by gross loans.

Loan loss impairment provision divided by non-performing loans.

## **Capital Adequacy Ratio**



#### **Diversified Funding Mix**

#### Debut Syndicated Bank Facilities (Sep 2014)

- 3-year US\$ 200 mln Syndicated Term Loan Facility for general corporate funding purposes carrying a margin of 120 basis points over LIBOR
- Syndication was launched in an initial amount of US\$ 100 mln and closed significantly oversubscribed
- Refinanced by a new 3 year US\$ 195 mln STLF in Sep 2016.

#### **Fundraising in International Debt Capital Markets**

- 5-year US\$ 500 mln EMTN tranche I was issued in Apr 2016 carrying a coupon rate of 3.625% and was 2.4 times oversubscribed. Repaid in April 2021.
- 5 year US\$ 500 mln EMTN tranche II was issued in Feb 2017 at a coupon rate of 3.50% and was 4 times oversubscribed. Repaid in February 2022.
- 5 year US\$ 500 mln EMTN tranche III was issued in Sep 2019 at a coupon rate of 3.125% and was 3.5 times oversubscribed
- 5 year US\$ 500 mln EMTN tranche IV was issued in Sep 2020 at a coupon rate of 1.875% and was oversubscribed 3 times.
- Perpetual debt of US\$ 300 mln was issued in February 2021 @4% to be repriced in 2027.
- 5 year US\$ 500 mln EMTN tranche V was issued in July 2021 at a coupon rate of 2% at significant oversubscription.
- Term loan bilateral facility increased from US\$ 250 Mln to US\$ 400 Mln maturing in April 2026

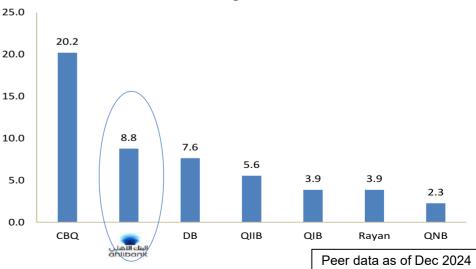
Description	Principal (QAR mln)	Maturity	Original Tenor
Term Loan Facility (US\$)	1,456.0	April 2026	4 years
EMTN Tranche 4 (US\$)	1,820.0	Sept 2025	5 years
EMTN Tranche 5 (US\$)	1,820.0	July 2026	5 years
EMTN Tranche 6 (US\$)	1,820.0	Mar 2030	5 years
Total	6,916.0		

#### **Maturity Profile**

- With the new facilities, we have significantly improved our funding profile, positioning ourselves in line with most peers, and demonstrated our ability to access capital markets
- In 2018, increased and extended the tenor of approximately US\$ 200 mln of committed, stable funding.
- 5 Tranches of 5 year US\$ 500 mln EMTN each completed, thereby improving the maturity profile.
- Term loan bilateral facility increased from US\$250 Mln to US\$ 400 Mln maturing in April 2026
- First tranche of US\$ 500 mln repaid in April 2021
- Second tranche of US\$ 500 mln repaid in February 2022
- Third tranche of US\$ 500 mln repaid in September 2024
- Sixth Tranche of US\$ 500 mln issued in March 2025

#### **Maturity Profile**

#### Stable Funding % to Total Liabilities



## **Market Positioning**

Cost to Income (%)						
	2022	2023	2024	H1 2025		
QIB	18.2	18.3	18.0	17.3		
QIIB	19.7	19.7	20.7	20.3		
QNB	20.9	21.7	23.9	23.7		
ABQ	23.1	22.8	21.0	25.3		
Rayan	29.1	26.1	25.8	27.6		
CBQ	22.7	28.5	26.8	33.1		
Dukhan	28.6	31.2	33.8	33.1		
DB	33.4	36.8	39.1	40.7		

Return on Assets (%)						
	2022	2023	2024	H1 2025		
QIIB	1.59	1.95	2.14	2.24		
QIB	2.02	2.08	2.17	1.85		
CBQ	1.48	1.73	1.74	1.41		
Dukhan	1.14	1.43	1.22	1.38		
Rayan	0.80	0.94	1.06	1.38		
ABQ	1.55	1.58	1.48	1.33		
QNB	1.17	1.20	1.28	1.24		
DB	0.54	0.61	0.70	0.73		

Return on Equity (%)						
	2022	2023	2024	H1 2025		
QNB	16.3	17.2	14.7	17.6		
QIB	17.7	16.2	13.6	14.1		
QIIB	14.6	16.3	14.1	13.9		
Dukhan	9.7	11.5	10.1	12.5		
CBQ	13.6	15.2	11.2	11.6		
ABQ	11.0	12.2	12.6	11.4		
DB	5.3	5.8	5.0	7.7		
Rayan	5.8	6.7	7.0	6.9		

NIM (%)						
	2022	2023	2024	H1 2025		
QIB	2.83	2.82	2.79	2.60		
QNB	2.58	2.35	2.43	2.57		
QIIB	2.15	2.36	2.17	2.48		
ABQ	2.56	2.32	2.50	1.94		
CBQ	2.46	2.27	2.02	1.73		
Dukhan	1.93	1.50	1.61	1.58		
DB	2.09	1.64	1.43	1.46		
Rayan	2.06	1.45	1.47	1.17		

Peer data as of Mar 2025

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