



Qatar Banking Sector Report

January 2021



Qatar banking sector update

Qatar Banking Sector is transforming to be fit for the future

As business communities prepare for expected economic recoveries, the financial service industry is operating on low interest rates and experiencing tighter profitability. Financial institutions are expediting transformation programmes to build the 'financial institutions of the future', aimed at gaining cost efficiencies and increasing lending activities by reaching out to new customer segments. As the rise of provisions and efficiency ratios is adding pressure on margins, the industry is facing the challenge of balancing cost cutting and investment through the execution of these programmes.

As the emergency measures taken in H1 2020 have been gradually lifted, financial institutions now have the capacity to accelerate transformation programmes; also in light of recent lessons learned. The upcoming six months will offer the rare opportunity to embrace change at an unprecedented pace with both corporations and customers. To design the financial institutions of the future, there are four key priorities to focus on:

- **Reconfigure the operating model** by digitising end-to-end processes, discontinuing non essential activities typically characterised by a low ROI, and evaluating economic advantages of outsourcing parts of the value chain. Financial institutions have designed cost optimisation programmes and implemented collection approaches which show new and successful ways to operate. Reconfiguration programmes require investments to redesign operations to the new optimum, with short payback periods averaging between 1 to 3 years.
- **Rebuild the revenue growth engine** by transforming the business to a customer acquisition model. Customers across age groups are increasingly becoming digitally savvy and decreasing their reliance on branch banking. In this context, digital customer acquisitions have become a priority for the majority of international financial institutions. The omnichannel strategy integrates traditional branches with digital, requiring digital-savvy human capital, online branding activities, and the integration of data analytics/sentiment analysis into current processes and data management.
- **Improve risk management practices** by using new methods for assessing credit worthiness and performing KYC and KYB processes. In this space, FinTechs are pioneering e-KYC across the globe, while Credit Bureaus are offering advanced solutions to financial institutions, such as extended KYC & KYB solutions and also EDD on customers through open banking solutions.
- **Enhance compliance practices and internal controls** by accelerating digitisation and automation of processes. For example, RegTech software has been implemented by several financial institutions in the Middle East, to facilitate compliance functions in integrating new regulations issued worldwide and assess the ramification of regulatory updates on the operating model.

In the first nine months of 2020 (Q3 2020), the aggregated total assets of the 8 listed commercial banks grew 3.7% to hit QAR 1.69 Tn, while the aggregated loans and advances to customers grew 4.5% to reach QAR 1.17 Tn, showing a steady growth in 2020 despite the challenges faced during the volatile period.

The Qatar banking sector is embracing change, and evidence can be found in the Q3 2020 financials. This edition of the 'Q3 2020 Qatar Banking Sector Report' covering 8 listed commercial banks, shows that banks steadily grew their lending activity, accelerating the pace of expansion by diversifying the source of funding through a double-digit growth of debt securities and Sukuk financing. Profits and profitability are under pressure due to the joint effect of provisions and non-interest expenses over revenues.



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Financial institutions expedite transformation programmes to build the 'financial institution of the future'

This positive growth experienced in Q3 2020 has been accelerating between 30 June and 30 September 2020, when the aggregated total assets of the 8 listed commercial banks increased the pace of growth by 1.8%, compared to 0.13% growth between June and March 2020. Similarly, the aggregated loans and advances to customers grew 2.4% in the three months between 30 June and 30 September 2020, compared to a contraction of -1.2% registered between June and March 2020.

In terms of source of funding, the rapid growth in assets (QAR +29 Bn vs H1) and aggregated loans and advances (QAR +27 Bn vs H1 2020) is reflected in the growth of Equity, up by QAR 5.1 Bn to QAR 187.7 Bn (+2.8% vs H1 2020) and total liabilities, up by QAR 24.3 Bn to QAR 1.497 Tn (+1.6% vs H1 2020).

When further breaking down the total liabilities of the 8 listed commercial banks between June and September 2020, it is noticeable that banks have been increasing their funding through issuing debt securities and Sukuk, which recorded a double-digit growth. In the last three months, debt securities and Sukuk financing combined grew QAR +9 Bn (+28.2% vs FY 2019 and +11.4% vs H1 2020), while customer deposit increased by QAR +7.6 Bn (+3.1% vs FY 2019 and +0.7% vs H1 2020) and due to banks is up QAR by +5.3Bn (+0.14% vs FY 2019, 2.9% vs H1 2020). Deposit growth was partially slowed down by a decrease in Qatar's population, which has been reported to be down -90,886 to 2,715,919 in November 2020 (vs 2,807,805 in May 2020) by the Qatar Planning and Statistics Authority.

The other main assets categories registered one-digit growth; the aggregated cash and balances with the Central Bank of the 8 listed commercial banks grew 0.9% between June and September 2020, while due from banks increased 5.2% in the same period. The small growth of cash and balances with the Central Bank is interpreted as a sign of confidence in the real economy, as the banks preferred lending through loans and advances (+2.4% vs H1 2020) rather than maintaining liquidity in the safer cash and balances with the Central Bank account.

With regards to income statements, total profits of the 8 listed commercial banks reached QAR 17.1 Bn, decreasing 10.9% compared to Q3 2019. Profits remained under pressure due to an intensification of the aggregated provisions in the nine months of 2020 (+13.2% vs FY 2019). However, between June and September 2020, provisions only recorded a smaller growth (+2.7% vs H1 2020), evidencing the ability of the 8 listed commercial banks to substantially control provisions in the last quarter. Consistently, the increment of the aggregated provisions to total loans and advances ratio remained unchanged (3.09% in Q3 2020 vs 3.08% in H1 2020). Profitability was also impacted by non-interest expenses. In fact, the 8 listed commercial banks have taken action in containing the aggregated non-interest expenses (staff costs, depreciation, amortizations and other expenses), which decreased by -28% vs FY 2019 to hit QAR 8.3Bn. However, the efficiency ratio (non-interest expenses over revenues) registered an increase of 1.22PP, showing that non-interest expenses have proportionally increased their impact on profitability.



It is noticeable that banks have been increasing their funding through issuing debt securities and Sukuk, which recorded a double-digit growth'

Total Assets*



QAR **1.69 Tn**

Total assets reached QAR 1.69 Tn (3.7% increase compared to FY 2019)

Total Profits*



QAR **17.14 Bn**

Total profits reached QAR 17.14 Bn (10.9% decrease compared to Q3 2019)

Total Loans & Advances*



QAR **1.17 Tn**

Total loans and advances reached QAR 1.17 Tn (4.5% increase compared to FY 2019)

Total Equity*



QAR **187.69 Bn**

Total equity reached QAR 187.69 Bn (0.26% increase compared to FY 2019)

Total Loans over Assets*



69.46%

The total loans and advances over total assets ratio reached 69.46% (0.51 PP increase compared to FY 2019)

Return on Assets**



1.40%

The annualised return on average assets reached 1.40%, decreasing 0.28 PP compared to Q3 2019



*All figures and statistics within this report refer to the 8 listed commercial banks on the Qatar Stock Exchange.

** Calculated as: $[(\text{profit for Q3}) / ((\text{assets as at the specific year-end} + \text{assets as at preceding year-end}) / 2)] / 0.75$

Loans and advances to customers includes financing assets, and customer deposits includes equity of (unrestricted) investment account holders and customers' current accounts, of the Islamic Sharia Compliant banks. In addition, liabilities includes equity of (unrestricted) investment account holders for the Islamic Sharia Compliant banks.

PP: percentage points

The Qatar banking sector grew the lending activity, by diversifying the source of funding

Qatari banks have experienced single digit growth of total assets and total loans and advances over the first nine months of 2020 (Q3 2020 vs FY 2019) despite the volatility of the last nine months, as demonstrated by the (consolidated) reports published by the 8 listed commercial banks. Growth of the aggregated assets accelerated in Q3 2020 by 3.7% compared to FY 2019, by 7.3% compared to Q3 2019, and by 6.0% CAGR over the three-year period (Q3 2020 vs Q3 2017).

The growth dynamics in the aggregated total loans and advances of the 8 listed banks have also been positive. In the last three years (Q3 2020 vs Q3 2017), total loans and advances grew a total of 18.9% (CAGR of 5.9%), proving that the banking industry in Qatar has been expanding at a fast pace over the last three years. During the first nine months of 2020, loans and advances grew by 4.5% (Q3 2020 vs FY 2019) and by 8.3% in the last year (Q3 2020 vs Q3 2019), as outlined in Figure A.

The aggregated profits of the 8 listed banks in Q3 2020 witnessed a -10.9% decrease compared to Q3 2019, showing that the volatility experienced in the last nine months had a relatively significant impact on total profits in Q3. Growth of the aggregated profits of the 8 listed banks is positive considering a three-year period (Q3 2020 vs Q3 2017), increasing a total of 3.3% (CAGR of 1.1%) as highlighted in Figure C.

Customer deposits reached QAR 1.12 Tn as at 30 September 2020, growing by a total of 3.1% over the last year (vs FY 2019), by a three-year CAGR of 5.6% (Q3 2020 vs Q3 2017) and by 0.7% in the last three months (Q3 2020 vs H1 2020) on aggregate, when considering the 8 listed banks as indicated in Figure B. The highest percentage growth among liabilities was recorded by the combination of debt securities and sukuk financing, which increased by QAR +9 Bn from H1 2020 (+28.2% vs FY 2019 and +11.4% vs H1 2020).

Figure A: Evolution of Loans & Advances

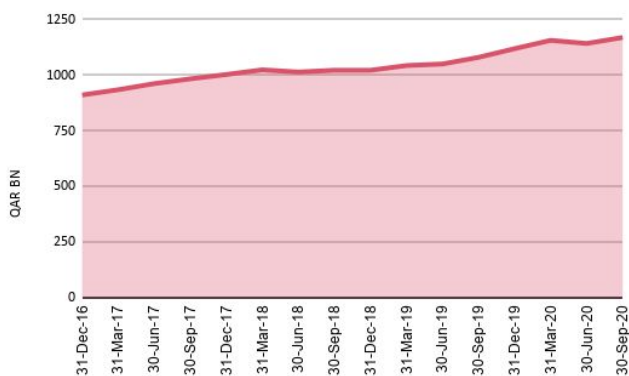


Figure B: Evolution of Customer Deposits

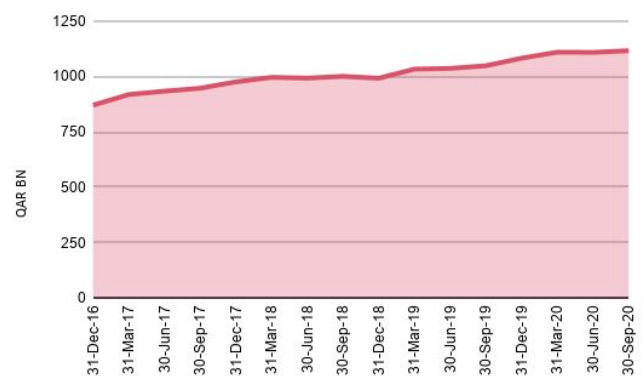


Figure C: Evolution of Total Profit



Figure D: Evolution of Net Income

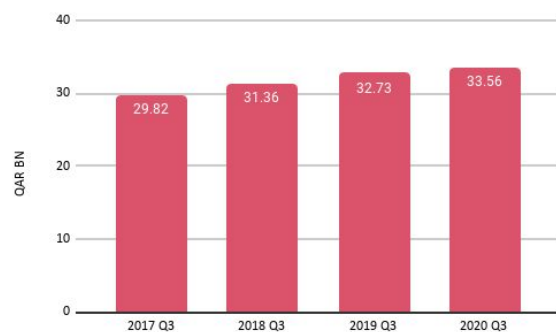
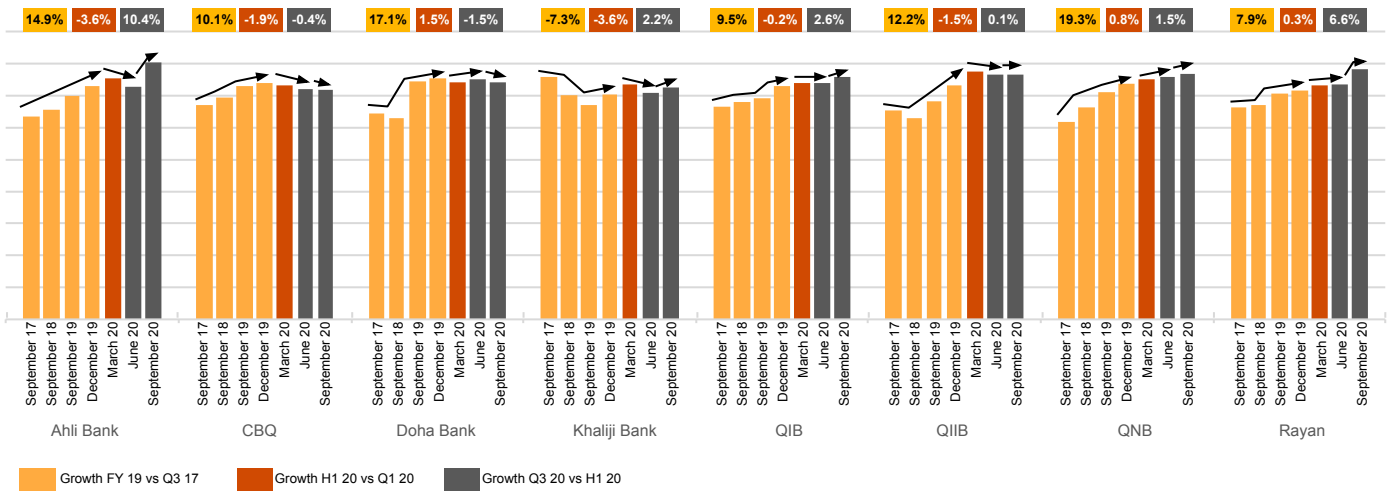


Figure A, B, C, D present the aggregated data of the 8 listed commercial banks, as per interim financial reports
 Net income = net (total) income + share of results of associates - return to (unrestricted) investment account holders - finance expense - sukuk holders' share of profit.

Overview of assets

Figure 1: Evolution of Growth in Total Assets (Δ in %)



The total assets of the 8 listed commercial banks on the Qatar Stock Exchange witnessed an increase by approximately QAR 60.6 Bn over the nine months of Q3 2020, and by QAR 272.2 Bn over the last three years (Q3 2020 vs Q3 2017). In particular, total assets reached QAR 1.69 Tn as at 30 September 2020, compared to QAR 1.62 Tn as at 31 December 2019 and to QAR 1.41 Tn as at 30 September 2017. The evolution of growth in total assets is depicted in Figure 1.

Of the total assets as at 30 September 2020, the Islamic banks' market share was 20.5% (QAR 346 Bn), in comparison to the 79.5% (QAR 1.34 Tn) that was reported by the conventional banks. Figure 2 provides the market share of each individual bank as at 30 September 2020.

The total loans and advances of the 8 listed banks totalled QAR 1.17 Tn as at 30 September 2020. The total market share provided by Islamic banks stood at 19.9% (QAR 233 Bn), compared to the 80.1% (QAR 938 Bn) that was disclosed by the conventional banks as at 30 September 2020. Figure 3 portrays the breakdown of total loans and advances by bank as at 30 September 2020.

Figure 2: Market Share of Total Assets

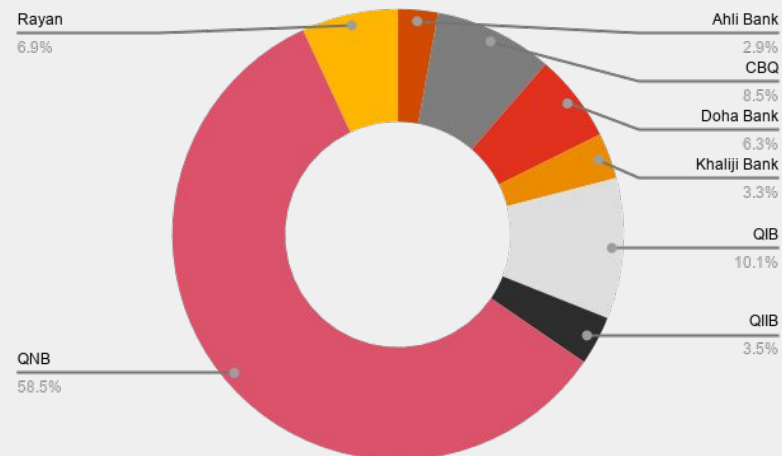
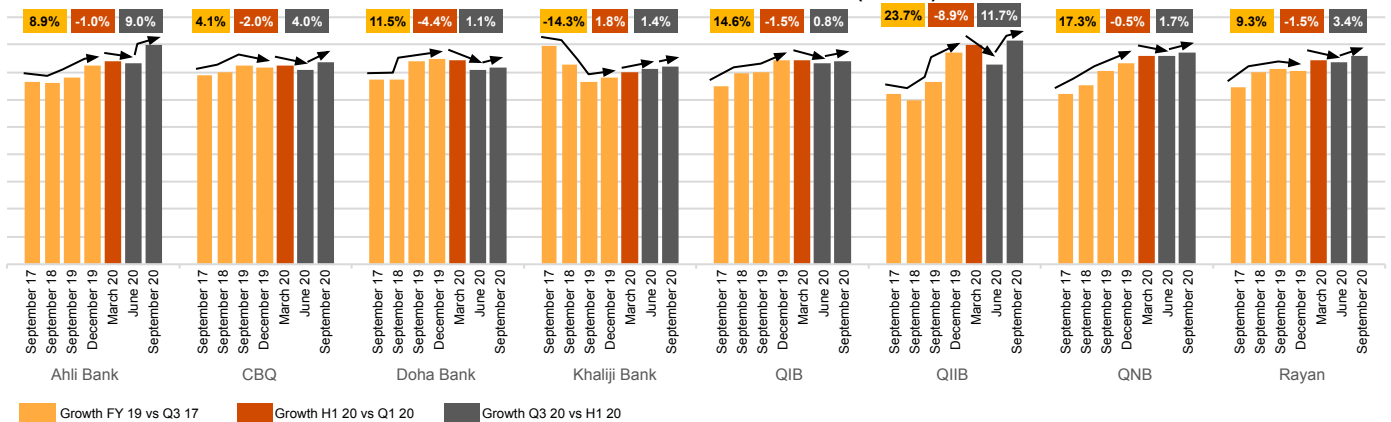


Figure 3: Evolution of Growth in Total Loans and Advances (Δ in %)



The y-axis is re-proportioned to improve readability. The percentages used in the boxes show the real arithmetic growth over the period considered, as per financial reports. PP denotes percentage point: the arithmetic difference between two percentages.

Financial ratios

Figure 4: Total Loans and Advances / Total Assets (Δ in PP*)

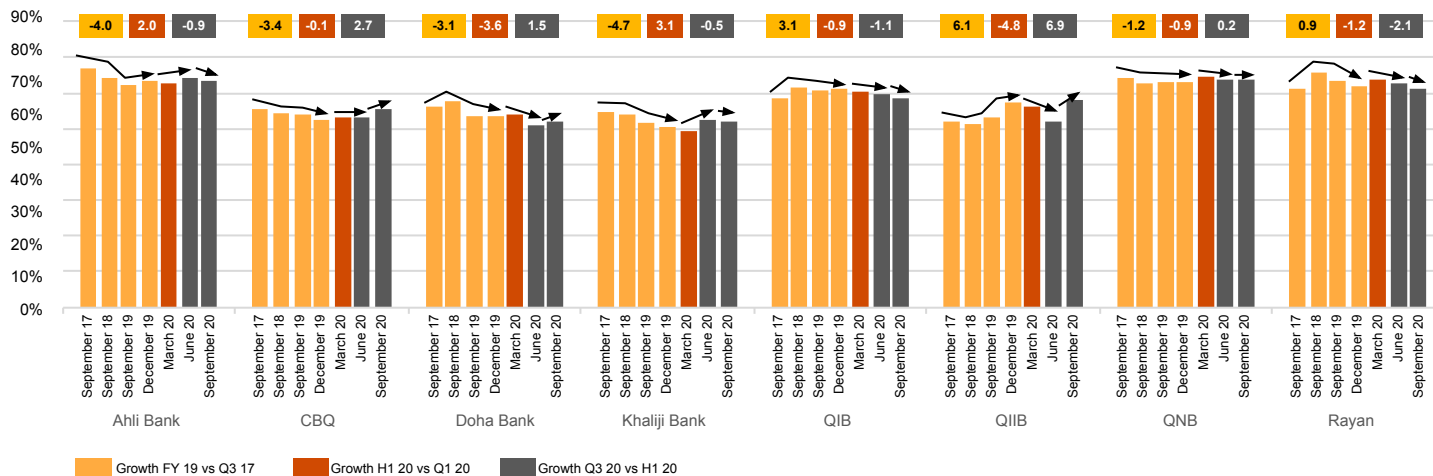
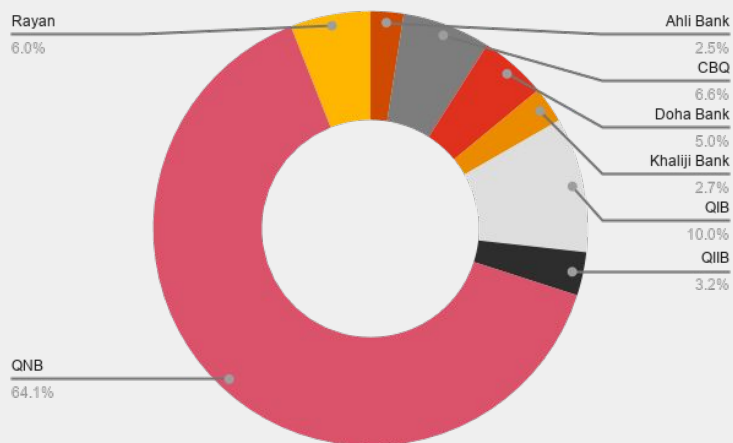


Figure 5: Customer Deposits

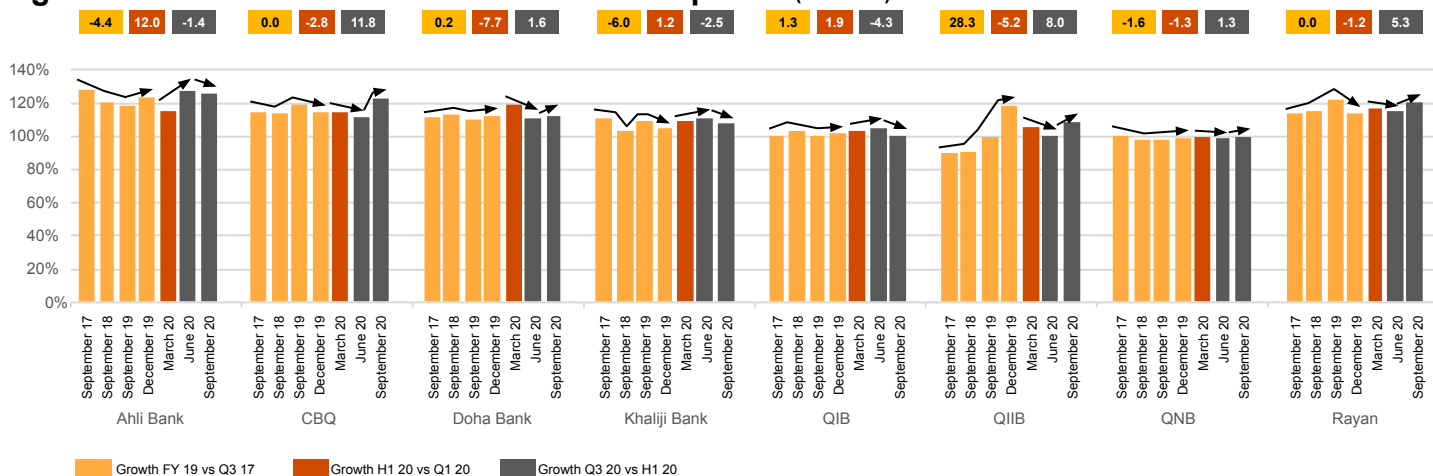


Based on the disclosed results of the listed commercial banks in the State of Qatar, the aggregate total loans and advances to total assets ratio stood at 69.46% as at 30 September 2020, increasing by 0.51 PP over Q3 2020, from the 68.96% that was witnessed on 31 December 2019. The aforementioned ratio as at 30 September 2020 is depicted for each respective bank in Figure 4.

Figure 5 illustrates the market share of customer deposits for Conventional banks and Islamic banks. The total customer deposits balance amounted to QAR 1.12 Tn as at 30 September 2020 (an increase of QAR 68.0 Bn or 3.1% over the nine months of Q3 2020 and an increase of QAR 170.0 Bn or 17.9% since 30 September 2017).

The 8 listed commercial banks' aggregate loans and advances to customer deposits ratio stood at 104.9% as at 30 September 2020, increasing by 1.4 PP from its corresponding value as at 31 December 2019, and increased 0.9 PP from 104.0% as at 30 September 2017. Figure 6 provides a breakdown of this ratio as at 30 September 2020.

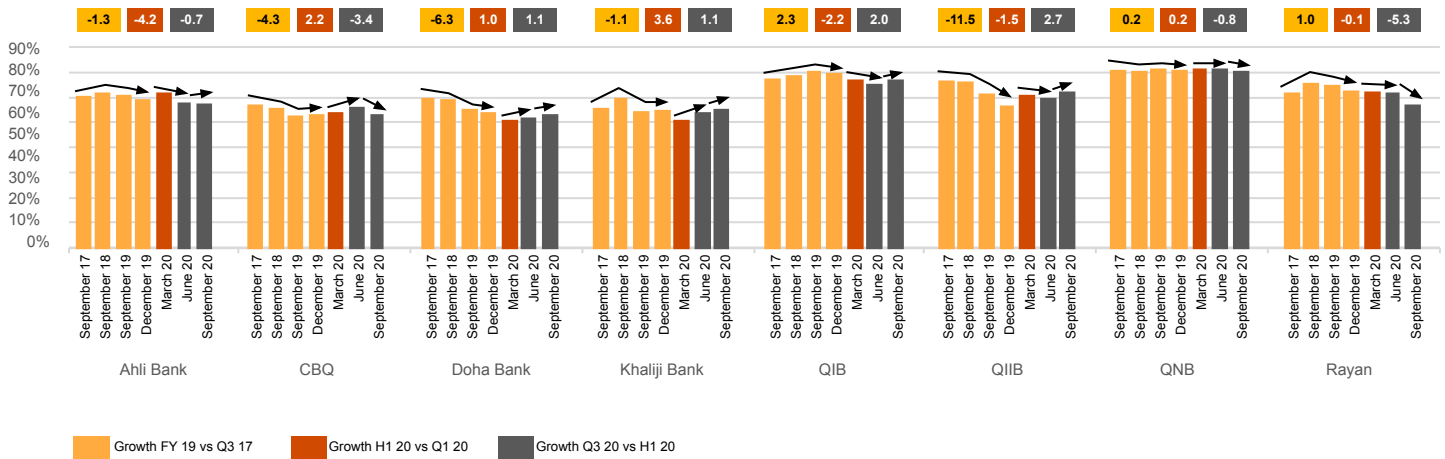
Figure 6: Loans and Advances / Customer Deposits (Δ in PP*)



*PP: percentage points

Financial ratios

Figure 7: Customer Deposits / Total Liabilities (Δ in PP)



The customer deposits to total liabilities ratio of the 8 listed commercial banks has experienced a decrease over the last three years. Over the first nine months of 2020 from 31 December 2019, the ratio declined -0.8 PP, and by -1.4 PP when considering the three years period between Q3 2020 and Q3 2017. In fact, the ratio of the 8 aggregated commercial banks stood at 74.5% as at 30 September 2020, compared to its preceding average of 75.3% as at 31 December 2019 (-0.8 PP) and 76.9% as at 30 September 2017 (-1.4 PP). *Figure 7* illustrates this ratio for each bank as at 30 September 2020.

The total liabilities as at 30 September 2020 stood at QAR 1.50 Tn. The balance increased by QAR 60 Bn since 31 December 2019 and by QAR 250 Bn over the last three years, from its corresponding QAR 1.25 Tn that was disclosed by the 8 listed commercial banks as at 30 September 2017. *Figure 8* depicts the interbank liabilities' market share of each of the 8 listed commercial banks on the Qatar Stock Exchange.

Figure 9 depicts the due to banks to total liabilities ratio as at 30 September 2020. Notably, the ratio for the aggregate of the depicted banks in figure 9 stood at 12.6% as at 30 September 2020, decreasing from 13.1% as at 31 December 2019 and increasing from 12.3% as at 30 September 2017.

Figure 8: Due to Banks

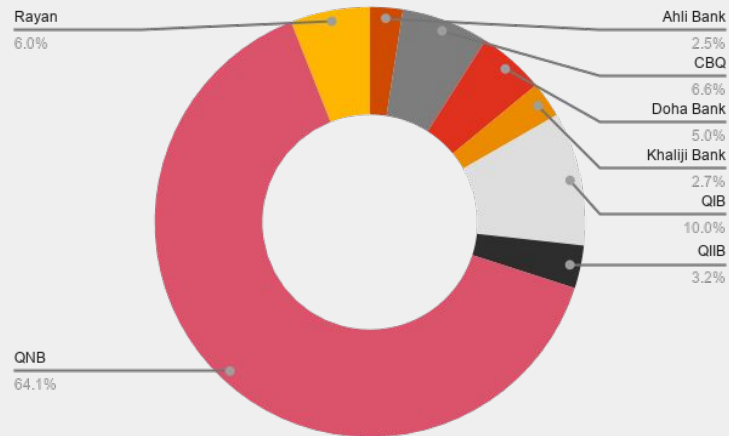
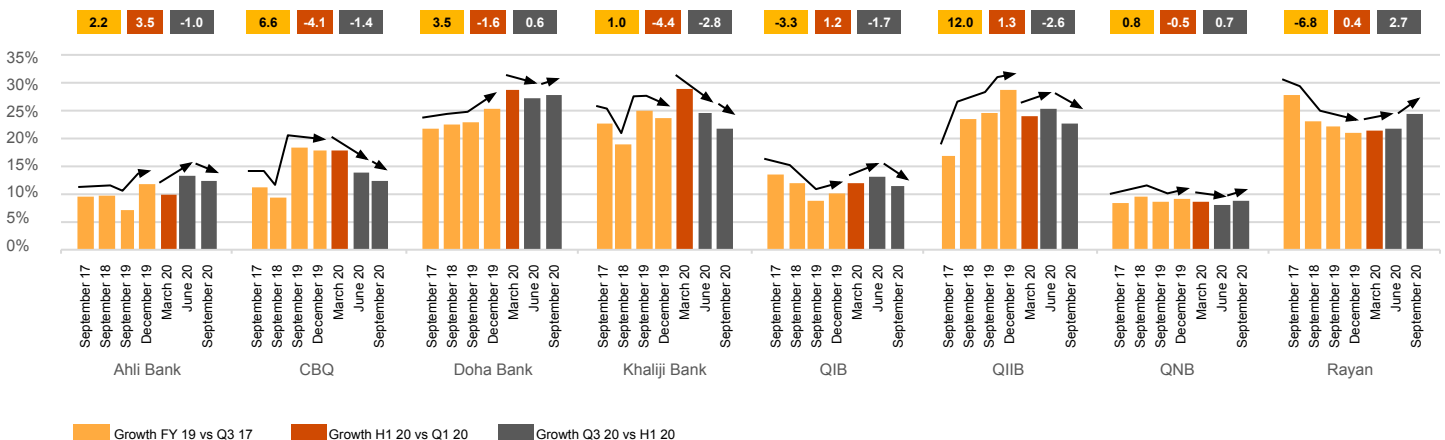


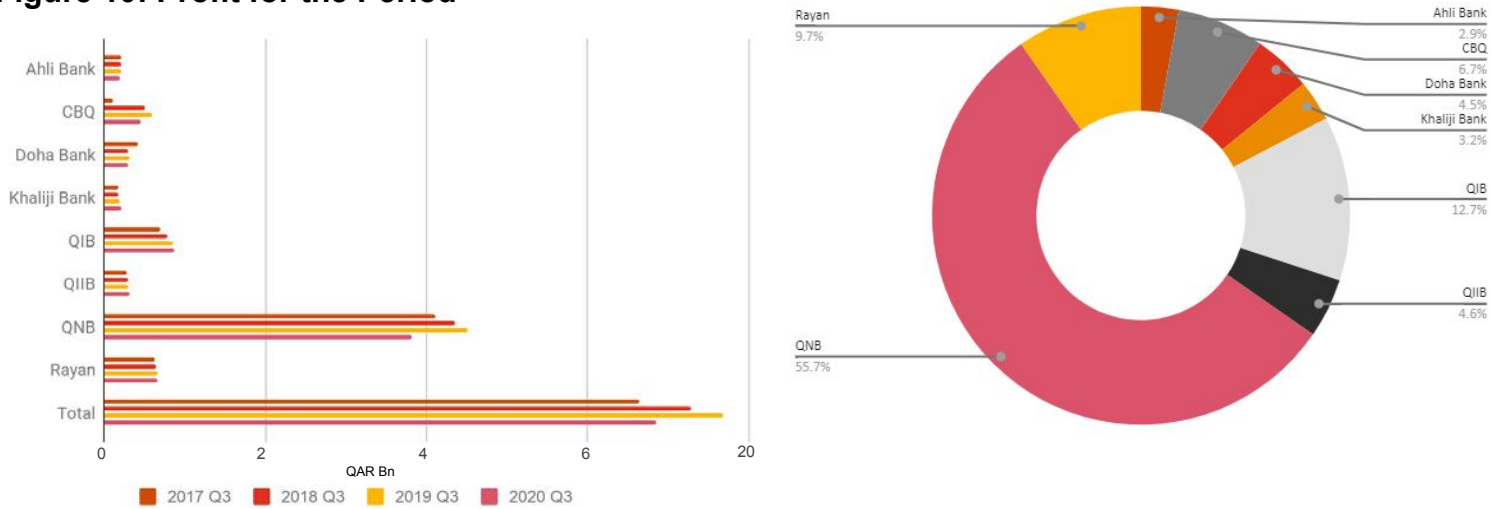
Figure 9: Due to Banks / Total Liabilities (Δ in PP)



Financial ratios

Performance & profitability highlights

Figure 10: Profit for the Period



The total profit of the 8 listed commercial banks decreased by 10.9% compared to Q3 2019, reaching QAR 17.1 Bn for the period-ended 30 September 2020 (QAR 19.2 Bn in September 2019), but grew 3.3% when considering the three-year period (Q3 2020 vs Q3 2017)

Over the nine months of 2020, markets experienced high volatility, especially in March 2020. Prices of the 8 commercial banks are recovering, and the outlook is positive. As at 30 September 2020, four of the banks have already recorded a higher market price compared to the price registered on 30 September 2019

Figure 11: Earnings Per Share (in QAR)

Bank	September 30, 2020	September 30, 2019
Ahli Bank	0.21	0.22
CBQ	0.29	0.37
Doha Bank	0.25	0.26
Khaliji Bank	0.15	0.14
QIB	0.94	0.94
QIIB	0.52	0.51
QNB	0.95	1.13
Rayan	0.22	0.22

Figure 12: Closing Market Price (in QAR)

Bank	September 30, 2020	September 30, 2019
Ahli Bank	3.29	3.24
CBQ	4.07	4.31
Doha Bank	2.34	2.57
Khaliji Bank	1.60	1.20
QIB	16.50	15.60
QIIB	8.39	8.93
QNB	18.20	19.29
Rayan	4.16	3.54

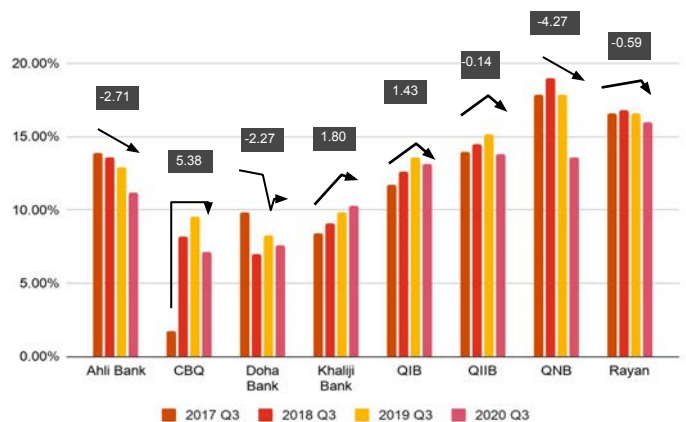
Figure 13: Return on Average Assets - Annualised (Δ in PP)



Growth Q3 20 vs Q3 17

Calculated as: $\frac{[(\text{profit for Q3}) / ((\text{assets as at the specific year-end} + \text{assets as at preceding year-end}) / 2)] / 0.75}$

Figure 14: Return on Average Shareholders' Equity - Annualised (Δ in PP)

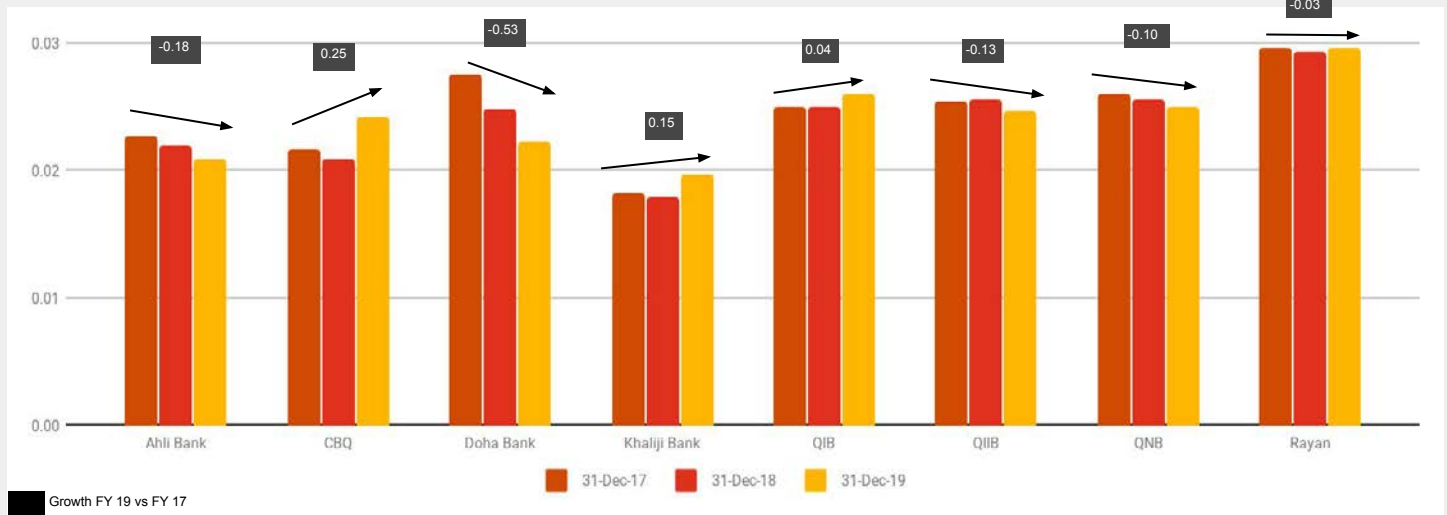


Calculated as: $\frac{[(\text{profit for Q3}) / ((\text{shareholders' equity as at the specific year-end} + \text{shareholders' equity as at preceding year-end}) / 2)] / 0.75}$

Financial ratios

Overview of income from banking activities

Figure 15: Net Interest (Profit Rate) Margin (Δ in PP)



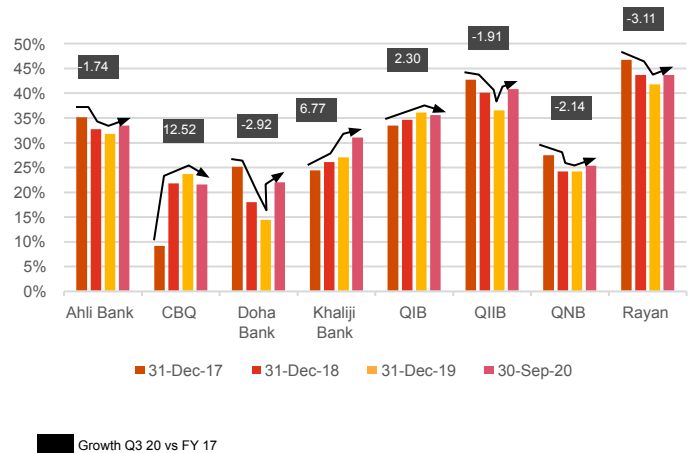
For conventional banks, calculated as: net interest income / average interest earning assets.
 For Islamic banks, calculated as: (income from financing activities + income from debt type securities + income from Murabaha + income from interbank placements - net cost of inter-bank placements - finance expenses - Sukuk holders' share of profit - investment account holders' share of profit) / average profit earning assets.

The average net interest margin, of the 8 listed commercial banks, remained unchanged for the year-ended 2019, in comparison to the year-ended 2018. The margin averaged 2.48% for 2019, stable compared to its prior year average of 2.48% in 2018. Figure 15 depicts the results for 2019, 2018 and 2017 by bank.

Figure 16 summarises the profit margin in Q3 2020. The average profit margin increased by 1.7 PP in the nine months of 2020, reaching 27.9% compared to a profit margin of 26.2% recorded in FY 2019; as calculated by the formula provided beneath the figure.

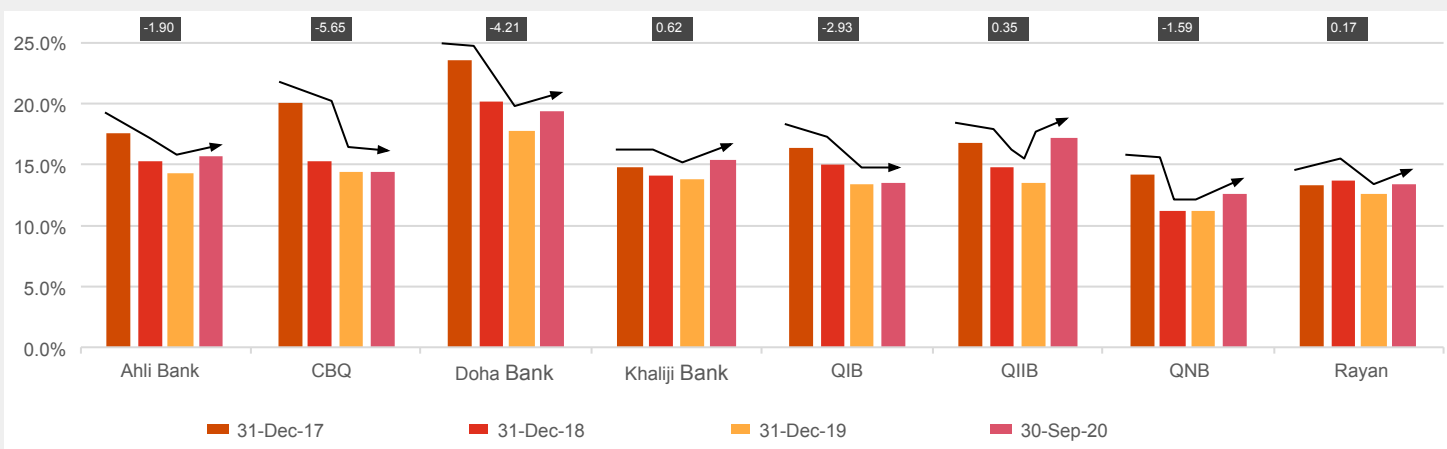
Figure 17 shows the operating efficiency ratios of the 8 listed commercial banks in Q3 2020. The average operating efficiency ratio reached 13.57% in comparison to the 2019 year-end's average of 12.35%, showing that the proportion of non-interest expenses over revenues is increasing. The increase of 1.22 PP witnessed for Q3 2020 compared to FY 2019, was recorded due to a decline in average revenues (-35%) proportionally higher than the decrease of average non-interest expenses (-28%) in the nine months of 2020.

Figure 16: Profit Margin (Δ in PP)



* Calculated as: total profit for the year / (interest income + fees and commission income + net foreign exchange gain + net income from investment securities (if positive) + other operating income + share of results of associates (if positive) + gross written premium + gross income from financing activities + gross income from investing activities). Where the gross revenue of an FSLI is not disclosed, the net revenue of the FSLI was used.

Figure 17: Efficiency ratio (Δ in PP)



* Calculated as: non-interest (non-profit rate) operating expenses / (interest income + fees and commission income + net foreign exchange gain + gross income from investment securities + other operating income + share of results of associates + gross written premium + gross income from financing activities + gross income from investing activities).

Capital adequacy

Figure 18: Capital Position

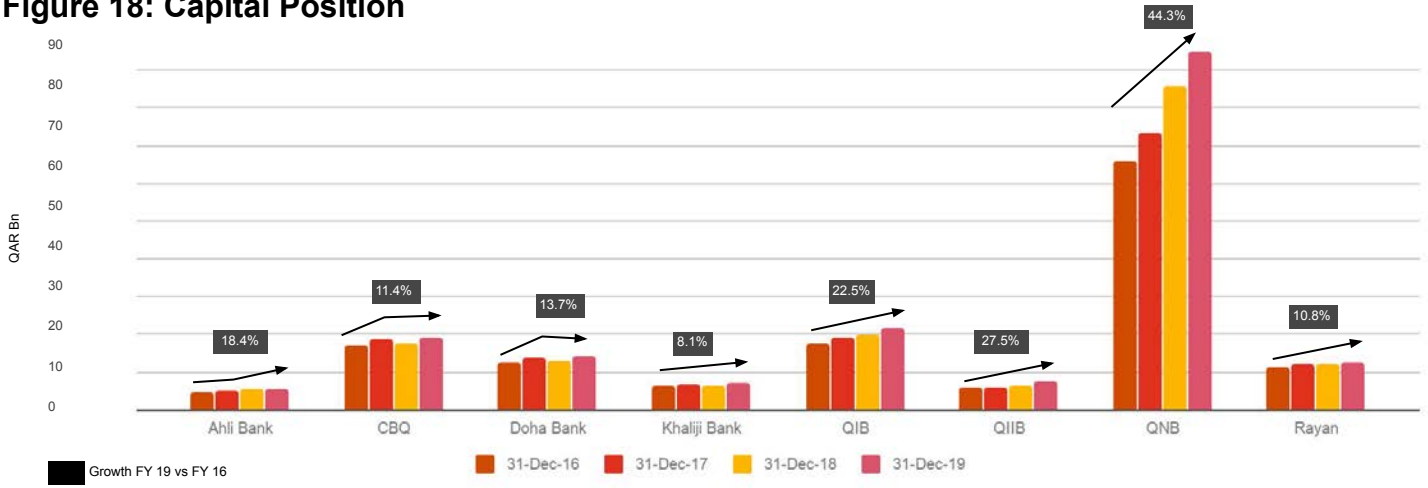


Figure 19: Capital Adequacy Ratio* (Δ in PP)

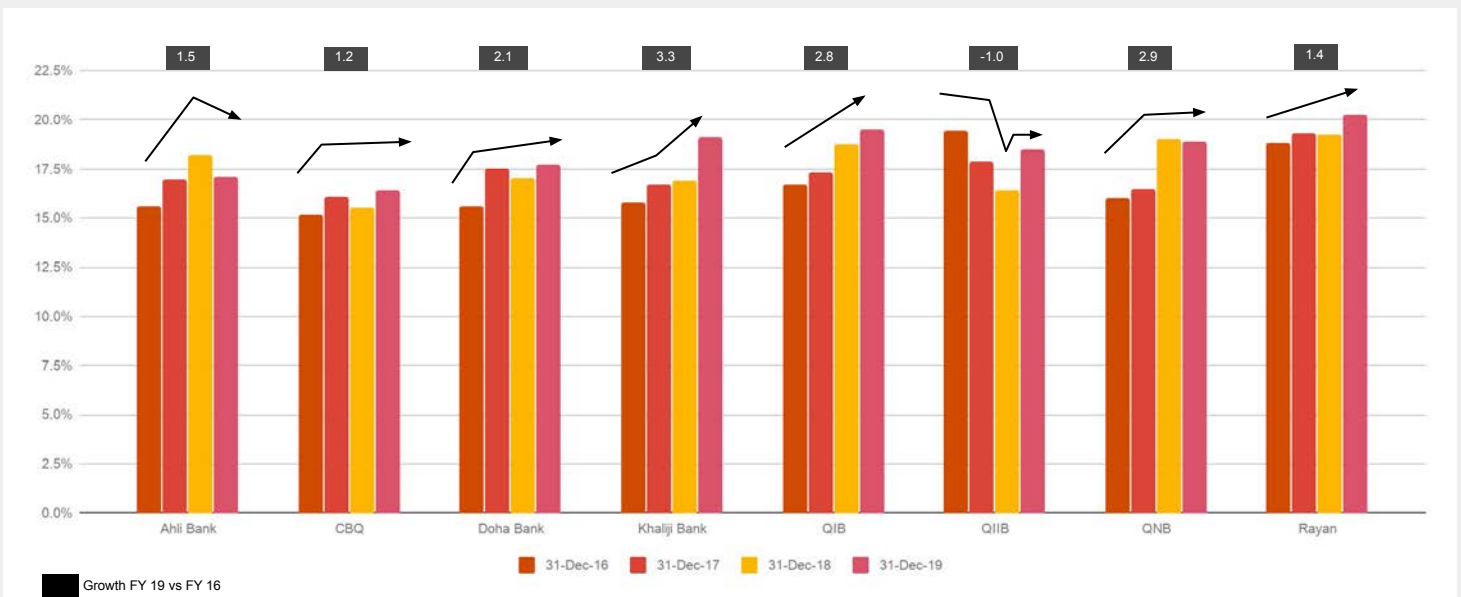
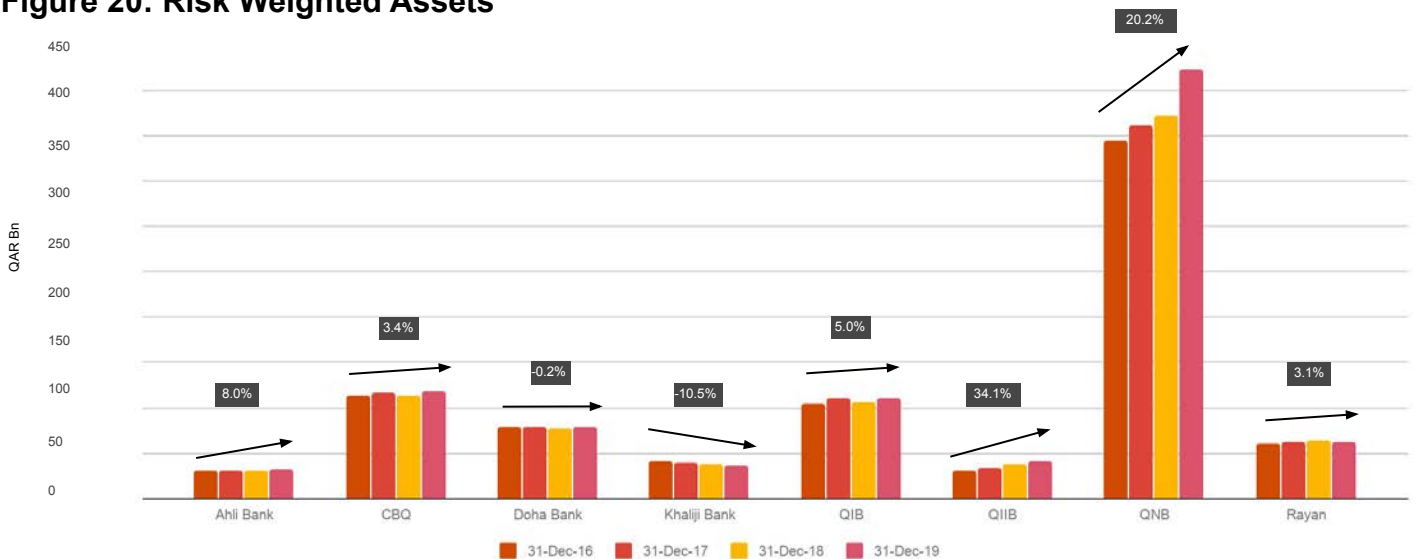
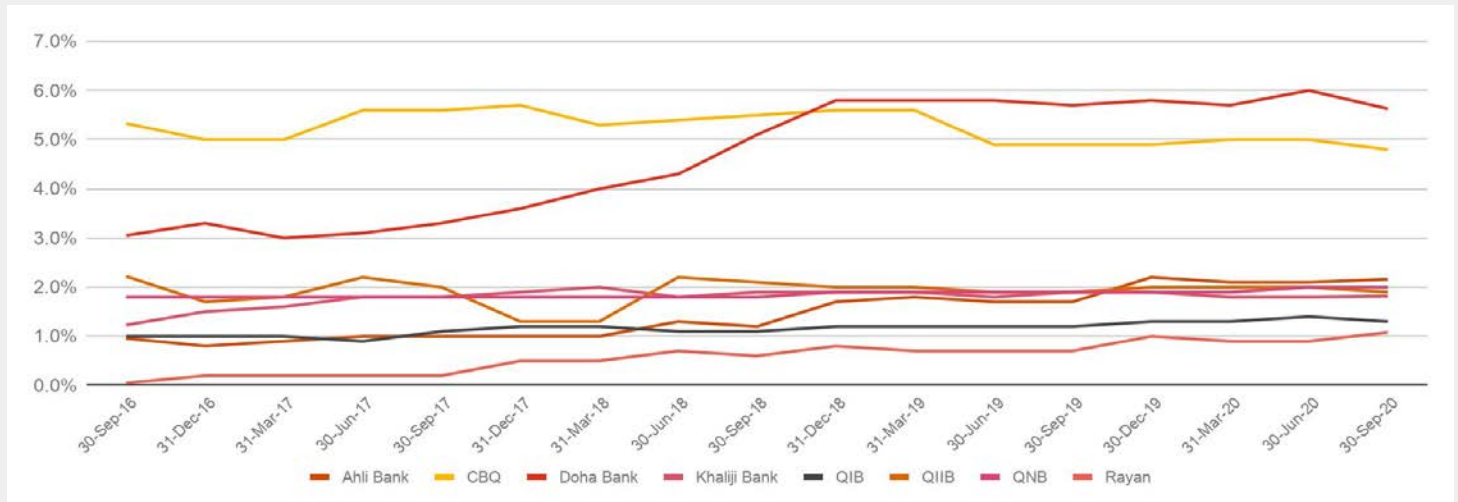


Figure 20: Risk Weighted Assets



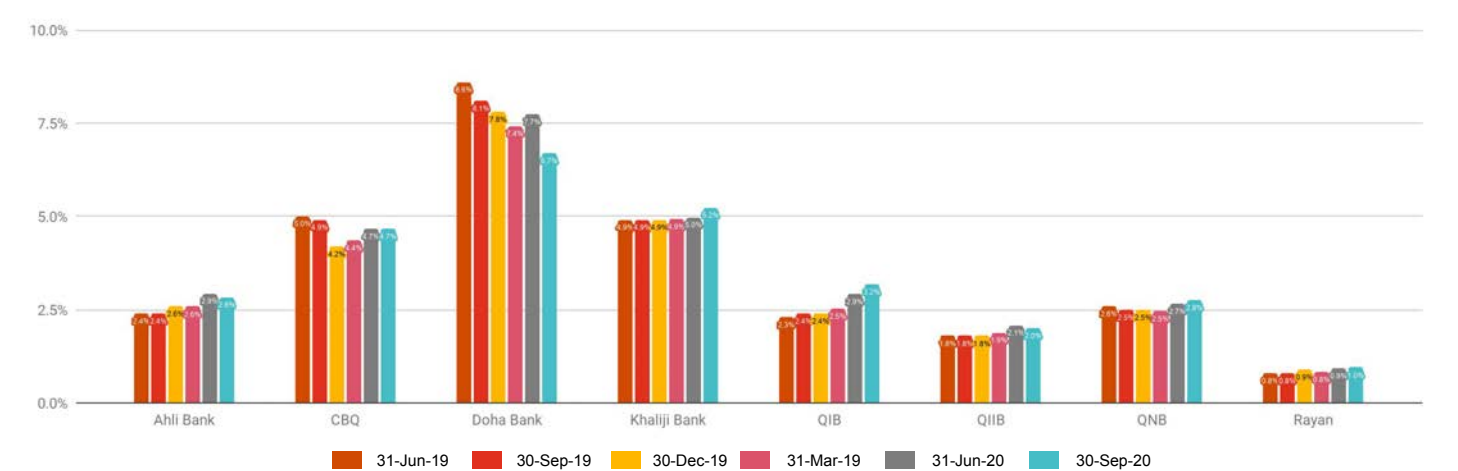
Overview of loans and advances

Figure 21: Non-Performing Loans & Advances / Total Loans and Advances*



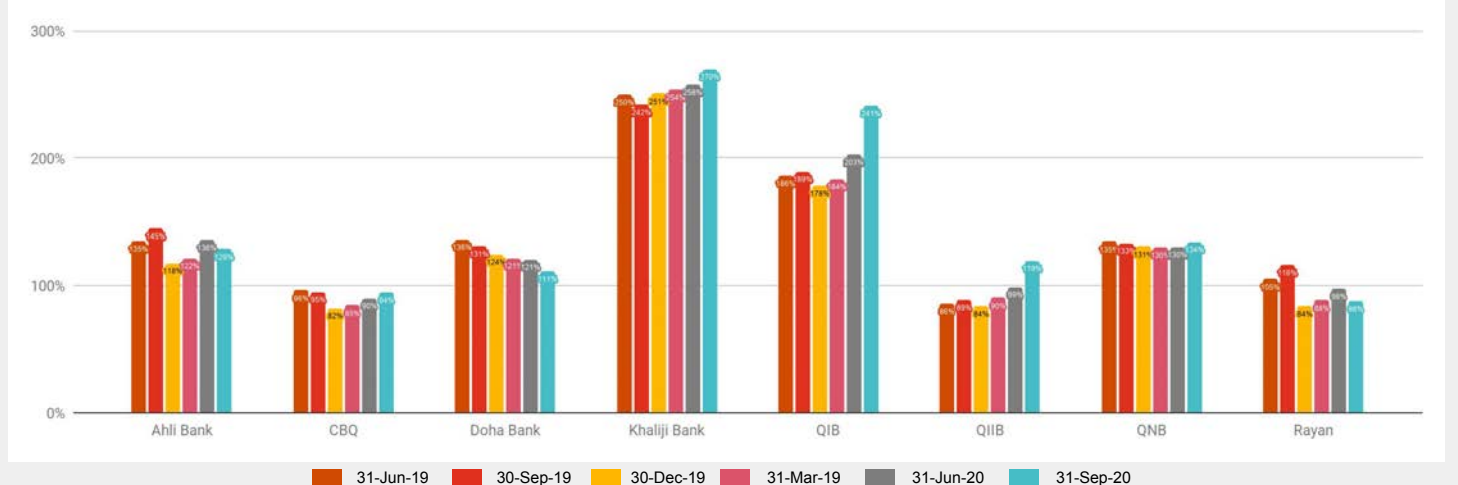
*Non-performing loans and advances to total loans and advances are disclosed as presented in the financial statements. Whilst some banks depicted the ratio net of deferred profit, other banks disclosed this ratio as gross.
 With regards to QIB, the KPI in Fig 21 requires an estimation due to a change in the formula used by QIB for calculating the non-performing loans and advances (NPLs), which are now net of the deferred profits. The estimation is required as QIB is the only Bank (among the 8 listed commercial banks covered in the report) that has deducted deferred profits from the formula in Q3 2020 and will ensure comparability with the other Bank's ratios. Hence the net NPLs reported by QIB in Q3 2020 are 1.65%, while the estimated gross NPLs for Q3 2020 are 1.90%, calculated by keeping constant the deferred profits from FY 2019. Therefore, the KPI is calculated by using the publicly available information on the FY 2019 and Q3 2020 financial reports, as follows: $(659+84) / (659+65\%)$. The numerator reflects the net non-performing loans and advances (QAR 659 Mn) reported in Q3 2020 + QAR 84 Mn which are the deferred profits estimated by comparing the gross NPLs available in FY 2019 against the net NPLs for FY 2019 published in the Q3 2020 report; QAR 84 Mn = 801-717 are the estimated deferred profits for FY 2019 and kept constant in Q3 2020. The denominator represents the total gross financing assets in Q3 2020, calculated from available information in the Q3 2020 report.

Figure 22: Provisions* / Total Loans & Advances



*Provisions used in this ratio are limited to those relating to loans and advances.

Figure 23: Provisions* / Non-Performing Loans and Advances**



*Provisions used in this ratio are limited to those relating to loans and advances.

**While some banks disclosed the non-performing loans and advances as a net of deferred profit, others disclosed the figures as a gross.

Key banking statistics

Total Assets Evolution (Figure 1)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Sep-18	30-Sep-17
Ahli Bank	48,303,310,000	43,749,619,000	45,387,988,000	43,914,880,000	42,025,324,000	39,457,556,000	38,205,182,000
CBQ	143,120,150,000	143,674,974,000	146,403,674,000	147,536,484,000	145,694,321,000	138,695,391,000	133,997,532,000
Doha Bank	106,456,708,000	108,043,063,000	106,416,961,000	108,208,425,000	106,746,491,000	90,366,855,000	92,404,341,000
Khaliji Bank	55,303,902,000	54,128,823,000	56,129,104,000	53,767,741,000	51,137,539,000	53,588,503,000	57,987,591,000
QIB	170,038,927,000	165,802,488,000	166,052,320,000	163,519,211,000	154,883,051,000	152,509,103,000	149,356,016,000
QIIB	59,338,124,000	59,306,652,000	60,208,548,000	56,831,439,000	52,999,341,000	48,928,900,000	50,643,331,000
QNB	986,324,316,000	972,060,593,000	964,351,360,000	944,697,691,000	911,806,920,000	851,501,886,000	792,028,325,000
Rayan	116,548,048,000	109,338,788,000	109,057,611,000	106,396,521,000	105,049,630,000	99,603,272,000	98,612,969,000
Total	1,685,433,485,000	1,656,105,000,000	1,654,007,566,000	1,624,872,392,000	1,570,342,617,000	1,474,651,466,000	1,413,235,287,000

Market share of total assets by bank (Figure 2)	30-Sep-20
Ahli Bank	2.9%
CBQ	8.5%
Doha Bank	6.3%
Khaliji Bank	3.3%
QIB	10.1%
QIIB	3.5%
QNB	58.5%
Rayan	6.9%
Total	100%

Loans and Advances to Customers Evolution (Figure 3)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Sep-18	30-Sep-17
Ahli Bank	34,816,279,000	31,938,422,000	32,247,551,000	31,591,106,000	29,731,571,000	28,827,983,000	29,007,632,000
CBQ	90,462,118,000	86,999,846,000	88,772,847,000	88,009,448,000	89,095,043,000	85,815,259,000	84,533,626,000
Doha Bank	63,133,554,000	62,475,065,000	65,324,326,000	65,784,258,000	65,003,320,000	59,214,943,000	59,004,415,000
Khaliji Bank	32,639,614,000	32,191,479,000	31,627,925,000	30,816,745,000	30,031,815,000	32,971,618,000	35,946,711,000
QIB	113,179,645,000	112,256,052,000	113,987,328,000	113,763,593,000	107,046,372,000	106,378,019,000	99,265,902,000
QIIB	39,149,074,000	35,039,229,000	38,475,460,000	37,010,528,000	31,944,153,000	28,604,173,000	29,907,708,000
QNB	716,624,378,000	704,772,258,000	708,055,842,000	678,681,835,000	653,028,970,000	607,287,797,000	578,751,175,000
Rayan	80,775,399,000	78,103,982,000	79,264,764,000	74,837,309,000	75,562,839,000	74,421,979,000	68,481,828,000
Total	1,170,780,061,000	1,143,776,333,000	1,157,756,043,000	1,120,484,822,000	1,081,444,083,000	1,023,521,771,000	984,898,997,000

Total Loans and Advances / Total Assets Ratio (Figure 4)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Sep-18	30-Sep-17
Ahli Bank	72.1%	73.0%	71.05%	71.9%	70.7%	73.1%	75.9%
CBQ	63.2%	60.6%	60.64%	60.64%	59.7%	61.2%	63.1%
Doha Bank	59.3%	57.8%	61.39%	60.8%	60.9%	65.5%	63.9%
Khaliji Bank	59.0%	59.5%	56.35%	57.3%	57.3%	61.5%	62.0%
QIB	66.6%	67.7%	68.65%	69.6%	69.1%	69.8%	66.5%
QIIB	66.0%	59.1%	63.90%	65.1%	60.3%	58.5%	59.1%
QNB	72.7%	72.5%	73.42%	71.8%	71.6%	71.3%	73.1%
Rayan	69.3%	71.4%	72.68%	70.3%	71.9%	74.7%	69.4%
Total	69.5%	69.1%	70.00%	69.0%	68.9%	69.4%	69.7%

Customers' Deposits (Figure 5)	30-Sep-20
Ahli Bank	2.5%
CBQ	6.6%
Doha Bank	5.0%
Khaliji Bank	2.7%
QIB	10.0%
QIIB	3.2%
QNB	64.1%
Rayan	6.0%
Total	100.0%

Loans and Advances / Customers' Deposits (Figure 6)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Sep-18	30-Sep-17
Ahli Bank	126.7%	128.1%	116.1%	123.9%	119.0%	121.0%	128.3%
CBQ	123.7%	112.0%	114.7%	115.4%	119.9%	113.9%	115.4%
Doha Bank	113.1%	111.5%	119.2%	112.5%	110.4%	113.5%	112.3%
Khaliji Bank	108.4%	111.0%	109.8%	105.6%	109.9%	103.7%	111.6%
QIB	101.0%	105.3%	103.4%	101.9%	100.4%	103.4%	100.6%
QIIB	108.7%	100.7%	105.9%	118.5%	99.7%	90.6%	90.2%
QNB	100.2%	99.0%	100.2%	99.2%	98.6%	98.2%	100.8%
Rayan	121.2%	115.9%	117.0%	114.1%	122.7%	115.4%	114.0%
Total	104.9%	103.2%	104.4%	103.5%	103%	102%	104%

Customers' Deposits / Total Liabilities (Figure 7)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Sep-18	30-Sep-17
Ahli Bank	65.1%	65.8%	70%	67.2%	69.0%	70.0%	68.5%
CBQ	60.3%	63.7%	62%	60.7%	59.8%	63.3%	65.0%
Doha Bank	60.2%	59.1%	58%	61.6%	63.1%	67.5%	67.9%
Khaliji Bank	62.7%	61.5%	58%	62.4%	61.7%	67.6%	63.5%
QIB	76.0%	74.0%	76%	79.0%	80.1%	78.0%	76.7%
QIIB	70.4%	67.8%	69%	64.2%	69.6%	74.8%	75.6%
QNB	80.1%	80.9%	81%	80.5%	80.9%	79.7%	80.4%
Rayan	65.1%	70.3%	70%	71.1%	73.5%	74.5%	70.1%

Due to Banks (Figure 8)	30-Sep-20
Ahli Bank	2.8%
CBQ	9.2%
Doha Bank	14.1%
Khaliji Bank	6.3%
QIB	10.4%
QIIB	7.1%
QNB	38.8%
Rayan	11.4%
Total	100.0%

Key banking statistics

Due to Banks / Total Liabilities (Figure 9)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Sep-18	30-Sep-17
Ahli Bank	12.3%	13.3%	9.82%	11.7%	7.1%	9.8%	9.5%
CBQ	12.4%	13.8%	17.87%	17.9%	18.4%	9.4%	11.3%
Doha Bank	27.8%	27.2%	28.81%	25.3%	22.8%	22.5%	21.9%
Khaliji Bank	21.8%	24.6%	29.02%	23.7%	25.0%	18.9%	22.7%
QIB	11.5%	13.2%	11.94%	10.2%	8.8%	11.9%	13.4%
QIIB	22.7%	25.3%	23.96%	28.8%	24.7%	23.5%	16.8%
QNB	8.8%	8.1%	8.56%	9.2%	8.6%	9.5%	8.4%
Rayan	24.5%	21.8%	21.46%	21.0%	22.2%	23.0%	27.8%

Profit for the Period (Figure 10)	2020 Q3	2019 Q3	2018 Q3	2017 Q3	2016 Q3
Ahli Bank	500,778,000	544,541,000	537,847,000	518,150,000	503,472,000
CBQ	1,154,390,000	1,478,979,000	1,259,615,000	258,985,000	491,005,000
Doha Bank	771,518,000	818,526,000	737,467,000	1,048,649,000	1,019,020,000
Khaliji Bank	543,539,000	497,309,000	469,402,000	453,561,000	425,076,000
QIB	2,175,566,000	2,155,445,000	1,958,246,000	1,766,094,000	1,561,743,000
QIIB	784,603,000	777,013,000	735,131,000	700,124,000	666,397,000
QNB	9,538,918,000	11,291,206,000	10,889,409,000	10,267,239,000	9,701,209,000
Rayan	1,665,966,000	1,659,171,000	1,639,244,000	1,571,954,000	1,560,118,000

Earning per Share (Figure 11)	2020 Q3	2019 Q3	2018 Q3	2017 Q3	2016 Q3
Ahli Bank	0.21	0.22	0.23	0.25	0.25
CBQ	0.29	0.37	0.31	0.65	1.39
Doha Bank	0.25	0.26	0.24	3.61	3.81
Khaliji Bank	0.15	0.14	0.13	1.26	1.18
QIB	0.94	0.94	0.85	7.51	6.58
QIIB	0.52	0.51	0.49	4.63	4.40
QNB	0.95	1.13	1.14	10.70	10.30
Rayan	0.22	0.22	0.22	2.08	2.08

Closing market price per ordinary share - Adjusted (QAR) (Figure 12)	30-Sep-20	30-Sep-19	31-Dec-19	30-Jun-19
Ahli Bank	3.3	3.2	3.50	2.93
CBQ	4.1	4.3	4.70	4.67
Doha Bank	2.3	2.6	2.53	2.64
Khaliji Bank	1.6	1.2	1.31	1.20
QIB	16.5	15.6	15.33	16.60
QIIB	8.4	8.9	9.68	7.50
QNB	18.2	19.3	20.59	19.21
Rayan	4.2	3.5	3.96	3.82

Return on Average Assets (Figure 13) - Annualized	2020 Q3	2019 Q3	2018 Q3	2017 Q3	2016 Q3
Ahli Bank	1.5%	1.8%	1.8%	1.9%	2.0%
CBQ	1.1%	1.4%	1.2%	0.3%	0.5%
Doha Bank	1.0%	1.1%	1.1%	1.6%	1.6%
Khaliji Bank	1.4%	1.3%	1.1%	1.0%	1.0%
QIB	1.8%	1.9%	1.7%	1.7%	1.6%
QIIB	1.9%	2.0%	2.0%	2.0%	2.2%
QNB	1.3%	1.7%	1.8%	1.8%	2.1%
Rayan	2.0%	2.2%	2.2%	2.3%	2.5%
Total	1.4%	1.7%	1.7%	1.6%	1.8%

Return on Average Shareholders' Equity (Figure 14) - Annualized	2020 Q3	2019 Q3	2018 Q3	2017 Q3	2016 Q3
Ahli Bank	11.2%	12.9%	13.6%	13.9%	14.6%
CBQ	7.1%	9.6%	8.2%	1.7%	3.6%
Doha Bank	7.6%	8.2%	7.0%	9.8%	10.2%
Khaliji Bank	10.2%	9.9%	9.1%	8.4%	8.8%
QIB	13.1%	13.6%	12.6%	11.7%	11.5%
QIIB	13.8%	15.2%	14.5%	13.9%	14.8%
QNB	13.6%	17.9%	19.0%	17.9%	19.1%
Rayan	16.0%	16.6%	16.8%	16.6%	17.2%
Total	12.3%	14.9%	14.9%	13.6%	14.5%

Net interest margin (Figure 15): Net interest income / Average related assets	31-Dec-19	31-Dec-18	31-Dec-17
Ahli Bank	2.1%	2.2%	2.3%
CBQ	2.4%	2.1%	2.2%
Doha Bank	2.2%	2.5%	2.7%
Khaliji Bank	2.0%	1.8%	1.8%
QIB	2.6%	2.5%	2.5%
QIIB	2.5%	2.6%	2.5%
QNB	2.5%	2.6%	2.6%
Rayan	3.0%	2.9%	3.0%

Profit margin (Figure 16): Full-year Profit / Revenues	30-Sep-20	31-Dec-19	31-Dec-18	31-Dec-17	31-Dec-16
Ahli Bank	33%	31.7%	32.9%	35.2%	41.9%
CBQ	22%	23.6%	21.8%	9.1%	8.2%
Doha Bank	22%	14.3%	17.9%	25.1%	26.6%
Khaliji Bank	31%	27.1%	26.1%	24.3%	20.7%
QIB	36%	36.2%	34.7%	33.4%	37.2%
QIIB	41%	36.6%	40.1%	42.9%	44.2%
QNB	25%	24.2%	24.3%	27.6%	29.0%
Rayan	44%	41.9%	43.9%	46.9%	56.7%

Efficiency ratio (Figure 17)	30-Sep-20	31-Dec-19	31-Dec-18	31-Dec-17	31-Dec-16
Ahli Bank	15.7%	14.3%	15.3%	17.6%	19.5%
CBQ	14.4%	14.4%	15.3%	20.0%	27.6%
Doha Bank	19.4%	17.8%	20.2%	23.6%	27.0%
Khaliji Bank	15.4%	13.8%	14.1%	14.8%	16.6%
QIB	13.5%	13.4%	15.0%	16.4%	19.2%
QIIB	17.1%	13.5%	14.8%	16.8%	17.0%
QNB	12.6%	11.3%	11.2%	14.2%	16.6%
Rayan	13.4%	12.6%	13.7%	13.3%	12.6%

Key banking statistics

Capital Position (Figure 18)	31-Dec-19	31-Dec-18	31-Dec-17	31-Dec-16
Ahli Bank	5,896,469,000	5,614,187,000	5,199,817,000	4,718,196,000
CBQ	19,265,742,000	17,634,578,000	18,804,971,000	17,297,916,000
Doha Bank	14,070,517,000	13,124,271,000	13,812,404,000	12,374,445,000
Khaliji Bank	7,034,303,000	6,372,485,000	6,653,793,000	6,508,361,000
QIB	21,522,256,000	19,962,164,000	19,054,232,000	17,575,338,000
QIIB	7,540,776,000	6,206,245,000	6,041,567,000	5,916,512,000
QNB	89,376,070,000	85,844,957,000	73,262,225,000	65,789,484,000
Rayan	12,603,520,000	12,293,289,000	11,931,952,000	11,370,518,000
Total	177,309,653,000	167,052,176,000	154,760,961,000	141,550,770,000

Capital Adequacy Ratio (Figure 19)	31-Dec-19	31-Dec-18	31-Dec-17	31-Dec-16
Ahli Bank	18.0%	18.2%	16.9%	15.6%
CBQ	16.4%	15.5%	16.1%	15.2%
Doha Bank	17.7%	17.0%	17.5%	15.6%
Khaliji Bank	19.1%	16.9%	16.7%	15.8%
QIB	19.5%	18.8%	17.3%	16.7%
QIIB	18.5%	16.4%	17.9%	19.5%
QNB	18.9%	19.0%	16.5%	16.0%
Rayan	20.3%	19.2%	19.3%	18.9%

Risk-weighted Assets (Figure 20)	31-Dec-19	31-Dec-18	31-Dec-17	31-Dec-16
Ahli Bank	32,735,102,000	30,784,141,000	30,691,827,000	30,201,144,000
CBQ	117,806,666,000	113,649,021,000	116,963,939,000	113,906,627,000
Doha Bank	79,287,429,000	77,173,209,000	78,885,775,000	79,471,199,000
Khaliji Bank	36,814,495,000	37,677,230,000	39,865,112,000	41,127,042,000
QIB	110,404,028,000	106,398,661,000	110,006,647,000	105,112,484,000
QIIB	40,762,826,000	37,799,347,000	33,807,133,000	30,393,992,000
QNB	473,493,258,000	422,003,410,000	410,687,410,000	393,899,971,000
Rayan	62,179,322,000	63,944,064,000	61,764,273,000	60,315,362,000
Total	953,483,126,000	889,429,083,000	882,672,116,000	854,427,821,000

Non-performing Facilities to Total Facilities (Figure 21)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19	31-Dec-18
Ahli Bank	2.2%	2.1%	2.1%	2.2%	1.7%	1.7%	1.8%	1.7%
CBQ	4.8%	5.0%	4.0%	4.9%	4.9%	4.9%	5.6%	5.6%
Doha Bank	5.6%	6.0%	5.7%	5.8%	5.7%	5.8%	5.8%	5.8%
Khaliji Bank	1.8%	1.8%	1.8%	1.9%	1.9%	1.8%	1.9%	1.9%
QIB	1.3%	1.4%	1.3%	1.3%	1.2%	1.2%	1.2%	1.2%
QIIB	1.9%	2.0%	2.0%	2.0%	1.9%	1.9%	2.0%	2.0%
QNB	2.0%	2.0%	1.9%	1.9%	1.9%	1.9%	1.9%	1.9%
Rayan	1.1%	0.9%	0.9%	1.0%	0.7%	0.7%	0.7%	0.8%

Provisions to Total Facilities (Figure 22)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19	31-Dec-18
Ahli Bank	2.8%	2.9%	2.6%	2.6%	2.4%	2.4%	2.3%	2.3%
CBQ	4.7%	4.7%	4.4%	4.2%	4.9%	4.9%	4.7%	4.5%
Doha Bank	6.7%	7.7%	7.4%	7.8%	8.1%	8.6%	8.6%	8.7%
Khaliji Bank	5.2%	5.0%	4.9%	4.9%	4.9%	4.9%	4.7%	4.4%
QIB	3.2%	2.9%	2.5%	2.4%	2.4%	2.3%	2.2%	2.1%
QIIB	2.0%	2.1%	1.9%	1.8%	1.8%	1.8%	1.7%	2.0%
QNB	2.8%	2.7%	2.5%	2.5%	2.5%	2.6%	2.6%	2.6%
Rayan	1.0%	0.9%	0.8%	0.9%	0.8%	0.8%	0.8%	0.8%

Provisions to Non-Performing Facilities (Figure 23)	30-Sep-20	30-Jun-20	31-Mar-20	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19	31-Dec-18
Ahli Bank	128.8%	135.8%	121.7%	117.6%	144.6%	134.9%	131.7%	133.5%
CBQ	94.5%	90.0%	84.5%	82.1%	95.2%	96.2%	80.3%	78.6%
Doha Bank	111.4%	120.7%	121.5%	124.4%	131.1%	136.5%	137.1%	137.6%
Khaliji Bank	270.0%	257.6%	253.6%	250.5%	241.7%	249.9%	230.0%	228.0%
QIB	241.2%	202.5%	183.6%	178.1%	189.3%	185.9%	177.3%	168.9%
QIIB	119.5%	98.8%	90.3%	83.8%	88.8%	85.9%	82.5%	91.9%
QNB	134.4%	130.3%	130.1%	130.7%	133.3%	134.6%	134.6%	132.4%
Rayan	87.8%	97.8%	88.4%	84.0%	116.3%	105.1%	105.1%	97.5%

Revenues	30-Sep-20	31-Dec-19	31-Dec-18	31-Dec-17
Ahli Bank	1,495,609,000	2,126,800,000	2,023,058,000	1,816,339,000
CBQ	5,332,483,000	8,533,246,000	7,664,593,000	6,609,392,000
Doha Bank	3,485,047,000	5,261,132,000	4,637,941,000	4,430,525,000
Khaliji Bank	1,748,016,000	2,388,004,000	2,333,684,000	2,262,820,000
QIB	6,092,382,000	8,244,904,000	7,611,478,000	6,735,249,000
QIIB	1,913,673,000	2,535,088,000	2,197,553,000	1,939,261,000
QNB	37,454,652,000	59,646,392,000	57,227,644,000	47,600,361,000
Rayan	3,806,265,000	5,224,176,000	4,877,975,000	4,353,086,000

Costs (non-interest expenses)	30-Sep-20	31-Dec-19	31-Dec-18	31-Dec-17
Ahli Bank	234,499,000	303,300,000	309,364,000	319,259,000
CBQ	768,002,000	1,228,013,000	1,173,335,000	1,325,067,000
Doha Bank	675,287,000	935,024,000	936,711,000	1,044,837,000
Khaliji Bank	269,355,000	329,170,000	329,419,000	334,763,000
QIB	821,854,000	1,101,017,000	1,144,419,000	1,105,720,000
QIIB	327,983,000	341,548,000	325,495,000	325,668,000
QNB	4,712,450,000	6,710,455,000	6,414,703,000	6,745,760,000
Rayan	511,109,000	658,643,000	668,423,000	577,184,000

Debt Security + Sukuk Financing	30-Sep-20	31-Jun-19	31-Dec-19
Ahli Bank	7,296,990,000	5,495,524,000	5,492,008,000
CBQ	11,986,949,000	8,515,549,000	9,524,590,000
Doha Bank	866,818,000	2,135,819,000	473,059,000
Khaliji Bank	2,679,992,000	2,715,288,000	2,628,606,000
QIB	14,223,351,000	14,215,498,000	10,933,892,000
QIIB	2,545,478,000	2,564,511,000	2,563,137,000
QNB	42,500,461,000	40,145,088,000	33,778,250,000
Rayan	6,001,241,000	3,163,580,000	3,333,998,000

*All figures of the 8 listed commercial banks have been taken from the financial statements as listed on the Qatar Stock Exchange. Please refer to <https://www.qe.com.qa/financial-statements> for more information.

Key banking statistics

Cash and Balances with Central Bank	30-Sep-20	30-Jun-20	31-Dec-19
Ahli Bank	2,776,421,000	2,081,032,000	1,400,654,000
CBQ	6,735,125,000	5,188,392,000	6,075,044,000
Doha Bank	9,468,433,000	8,411,265,000	5,803,844,000
Khaliji Bank	2,878,383,000	2,394,318,000	2,182,051,000
QIB	9,192,211,000	10,703,732,000	7,402,932,000
QIIB	2,481,772,000	3,426,810,000	2,269,710,000
QNB	77,488,986,000	82,210,515,000	62,155,228,000
Rayan	9,212,162,000	4,789,202,000	3,122,860,000
Total	120,233,493,000	119,205,266,000	90,412,323,000

Provisions (Allowance for impairment - all stages)	30-Sep-20	31-Jun-20	31-Dec-19
Ahli Bank	988,002,000	939,381,000	815,660,000
CBQ	4,228,833,000	4,059,477,000	3,685,672,000
Doha Bank	4,225,183,000	4,834,514,000	5,129,571,000
Khaliji Bank	1,706,963,000	1,599,418,000	1,518,306,000
QIB	3,603,141,000	3,276,653,000	2,698,687,000
QIIB	787,416,000	733,360,000	670,862,000
QNB	19,837,847,000	19,021,382,000	16,776,228,000
Rayan	771,037,000	723,511,000	637,402,000
Total	36,148,422,000	35,187,696,000	31,932,388,000

Total Facilities	30-Sep-20	31-Jun-20	31-Dec-19
Ahli Bank	34,816,279,000	31,938,422,000	31,591,106,000
CBQ	90,462,118,000	86,999,846,000	88,009,448,000
Doha Bank	63,133,554,000	62,475,065,000	65,784,258,000
Khaliji Bank	32,639,614,000	32,191,479,000	30,816,745,000
QIB	113,179,645,000	112,256,052,000	113,753,593,000
QIIB	39,149,074,000	35,039,229,000	37,010,528,000
QNB	716,624,378,000	704,772,258,000	678,681,835,000
Rayan	80,775,399,000	78,103,982,000	74,837,309,000
Total	1,170,780,061,000	1,143,776,333,000	1,120,484,822,000

Total Liabilities	30-Sep-20	31-Jun-20	31-Dec-19
Ahli Bank	42,203,859,000	37,857,864,000	37,956,168,000
CBQ	121,328,852,000	121,991,052,000	125,780,257,000
Doha Bank	92,692,246,000	94,758,555,000	94,890,511,000
Khaliji Bank	48,022,297,000	47,130,242,000	46,764,528,000
QIB	147,473,278,000	144,108,738,000	141,359,899,000
QIIB	51,117,780,000	51,359,076,000	48,671,280,000
QNB	892,459,031,000	880,415,678,000	849,978,523,000
Rayan	102,447,271,000	95,844,373,000	92,264,606,000
Total	1,497,744,614,000	1,473,465,578,000	1,437,665,772,000

Total Equity	30-Sep-20	31-Jun-20	31-Dec-19
Ahli Bank	6,099,451,000	5,891,755,000	5,958,712,000
CBQ	21,791,298,000	21,683,922,000	21,756,227,000
Doha Bank	13,764,462,000	13,284,508,000	13,317,914,000
Khaliji Bank	7,281,605,000	6,998,581,000	7,003,213,000
QIB	22,565,649,000	21,693,750,000	22,159,312,000
QIIB	8,220,344,000	7,947,576,000	8,160,159,000
QNB	93,865,285,000	91,644,915,000	94,719,168,000
Rayan	14,100,777,000	13,494,415,000	14,131,910,000
Total	187,688,871,000	182,639,422,000	187,206,620,000

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