



بنك الريان  
**ALRAYAN BANK**

# Investor Presentation

Financial Results-Q1 2025

April 2025

Classification: Public

# Content

Introduction to AlRayan Bank

Financial Highlights and Performance

Operating Segments

Financial Statements



# Introduction to AlRayan Bank



# Introduction to AlRayan Bank

## Corporate Profile

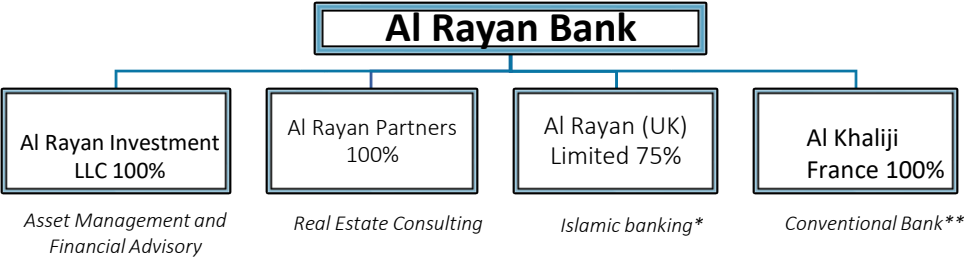
### Overview

Profile	<ul style="list-style-type: none"><li>Islamic bank incorporated in Qatar on January 4 2006 and licensed by the Qatar Central Bank</li><li>Classified as a DSIB (Domestic Systemically Important Bank)</li><li>Legal merger completed on December 1, 2021 with Al Khaliji commercial Bank P.Q.S.C</li></ul>
Business Lines	<ul style="list-style-type: none"><li>Corporate Banking &amp; SME</li><li>Personal &amp; Private Banking</li><li>Treasury &amp; Financial Institutions</li><li>Asset Management &amp; Financial Advisory</li><li>International Operations (UK, France and U.A.E)</li></ul>
Market share	<ul style="list-style-type: none"><li>2nd largest listed Islamic bank in Qatar by total assets (31 % market share)*</li><li>3rd largest listed Qatari bank by total loans (8.1 % market share)**</li></ul>
Public Listing	<ul style="list-style-type: none"><li>Ordinary shares listed on the Qatar Stock Exchange</li><li>3rd largest bank in Qatar by market capitalization (QAR 20.9 b)***</li><li>Total ordinary shares issued 9.3 billion</li></ul>
Rating	<ul style="list-style-type: none"><li>AlRayan’s Bank credit rating at A2/P1</li><li>Stable outlook, baseline credit assessment and adjusted baseline credit assessment: baa3</li></ul>

### Network



### Subsidiaries



\*Via AlRayan Bank Plc (formerly known as Islamic Bank of Britain Plc)  
\*\* AlRayan Bank owns 100% of Al Khaliji France (S.A) which also operates 2 branches in U.A.E and 1 branch in Paris, France  
AlRayan Bank has 100% ownership in ARB Sukuk Ltd., Lusail Waterfront Investment Co, AKCB Finance Ltd, AKCB Markets Ltd, Lusail Limited, and ARB Finance LLC

\* As of Q4 2024 (Published Financial statement); \*\* QCB Balance sheet- latest , \*\*\* As of 31 March 2025 (Qatar exchange)

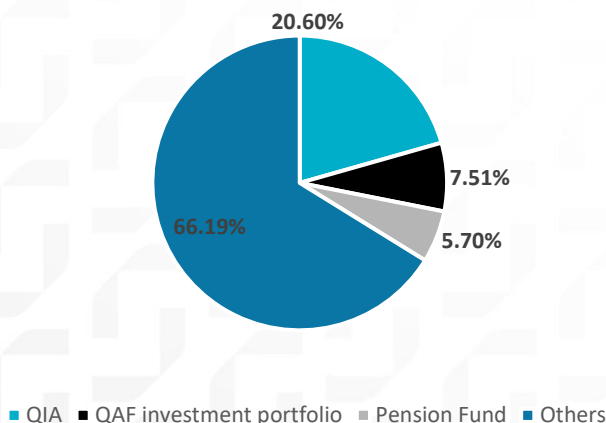
# Introduction to AlRayan Bank

## Ownership structure

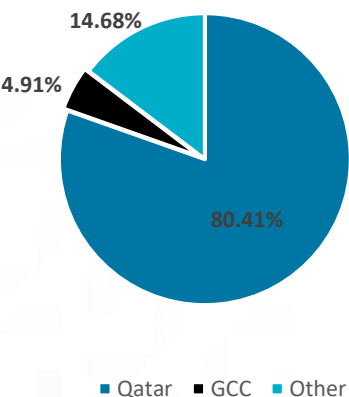
### Shareholding Structure

Qatari Ownership:	80.41%
Govt. /GRE:	34.04% (Major shareholders below)
Other Shareholding:	31.52% Corporations & 34.44% Retail
Shareholders count:	176 K (of which 127 K Outside Qatar)
Listing:	Qatar Stock Exchange
Regulators	Qatar central Bank; Qatar Financial Market Authority

Top Shareholders



Shareholding by Country



### Credit Rating (Moody's)

- Long-term and short-term foreign currency and local currency issuer ratings: **A2/Prime-1**
- Baseline credit assessment and adjusted baseline credit assessment: **baa3**
- Counterparty Risk Assessment: **A1(cr)**
- Outlook: **Stable**

### Share Overview

- ARB shares
  - listed on the Qatar Stock Exchange
- Symbol
  - MARK
- ISIN
  - QA000A0M8VM3
- Market cap
  - QAR 20.93 bn
- Valuation multiples
  - P/B 0.89





# Introduction to AlRayan Bank

## Our Board of Directors

The principal role of the Board is to oversee the implementation of the Bank's strategy initiatives and its functions within the agreed framework in accordance with relevant statutory and regulatory requirements

### Chairman of the Board



**H.E. Sheikh Mohamed Bin Hamad Bin Qassim Al Thani**

**Other positions:**

- Board Member, Qatar Energy

### Vice Chairman & Chair of the Executive



**H.E. Sheikh Hamad Bin Faisal Bin Thani Al Thani**

**Other positions:**

- Chairman, Qatari Investors Group
- Chairman, Qatar Insurance Company (QIC)
- Chairman, Al Khaliji France S.A. (France) – representing ARB interest
- Board member, Al Rayan Bank (UK) – representing ARB interest

### Board Members



**Sheikh Ali Bin Jassim M Al-Thani**

**Other positions:**

- Board Member, Qatar General Insurance & Reinsurance Co.
- QIA, CEO advisor
- Board Member, Al Salam International Investment
- Vice Chairman, Al Nuran Bank
- Board member, Al Khaliji France SA – representing ARB interest



**Sheikh Nasser Bin Hamad Al Thani**

**Other positions:**

- Board Member, Ooredoo (Oman).
- Chief Commercial Officer, Ooredoo



**Mr. Nasser Jaralla S. Jaralla Al Marri**

**Other positions:**

- Board member, UDC
- Chairman, Al Rayan Inv. LLC
- Board Member, Vodafone
- Chairman, Head of Finance Department at Ministry of Defense



**Mr. Ahmed Al Hamadi**

**Other positions:**

- General Manager, General Retirement & Social Insurance Authority
- Chairman, United Development Company
- Chairman, Qatar Cool
- Vice Chairman, Qatar General Electricity and Water Corporation



**Mr. Abdulrahman Mohammed Al Khayareen**

**Other positions:**

- Board Member, Barwa Real estate



**Mohamed Jaber Ahmed Khasim Al Sulaiti**

**Other positions:**

- CEO and MD of Al Ahed Holding



**Abdulla Hamad Al Minsad**

**Other positions:**

- Head of Executive office of the HE Prime minister



**Mohammed Al Saadi**



**Abdulla Saad M J Al Romaihi**

**Other positions:**

- Public Relations Associate Director- CEO Office- Qatar Investment Authority



# Introduction to Al Rayan Bank

## Management team



**HAMAD AL KUBAISI**  
Group Chief HR Officer



**OMAR AL EMADI**  
Group Chief Business Officer



**FAHAD AL KHALIFA**  
Group Chief Executive Officer



**SHAHNAWAZ NIAZI**  
Group Chief Financial Officer



**ALEXIS NEESON**  
Group Chief Risk Officer



**RANA AL ASAAD**  
GM Retail and Private Banking



**TAHIR PIRZADA**  
GM, Group Treasurer and FI



**STUART RENNIE**  
Group Chief Operations Officer



**HOUSSAM ITANI**  
Group Chief Transformation Officer



**RONAN DODGSON**  
AGM, Strategy and Projects



**EMAN AL NAEMI**  
AGM, Corporate communications



**MUTAZ DANA**  
GM, Group Compliance and AML



**ADEL ATTIA**  
GM, Group Internal Audit



**FAWZI SIAM**  
AGM, Sharia Audit

**Tawfiq Adnan Zuwayyed**  
GM, Group Legal Counsel

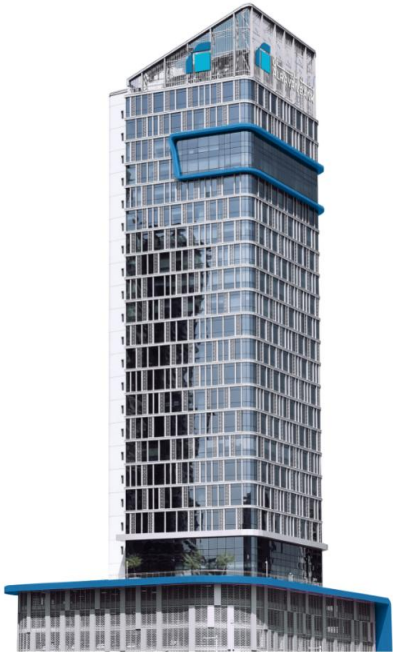


# Introduction to AlRayan Bank

## A bank with many strengths

### Strong fundamentals underpinned by Qatari government related franchise, stable profitability and high capitalization

- Robust capitalization (CAR 25.46%) well above the regulatory threshold of 13% for a DSIB
- Financing exposure to Government and GREs entities 54 % of portfolio
- Strong liquidity and well diversified funding base



### Diversified and innovative product/service offerings and improved geographical diversification

- Wide array of Sharia compliant financing products, deposit accounts, treasury/investment products & advisory services
- Focus on product innovation and providing customized solutions
- Established presence in the UK , France and UAE servicing European, Qatari, other GCC customers

### Strong shareholding structure with majority shareholding with the Qatar State institutions / Govt GRE entities

- Majority Qatari ownership holding approximately 80%
- Strong government related franchise with a solid domestic asset base and funding source
- Possibility of receiving Govt. support if needed (given Govt.'s in the past supported Qatari banks)

### Experienced management team and commitment to corporate governance

- Members of the Board including the Chairman are highly respected individuals within Qatar.
- Highly experienced management team with extended years of experience
- Continuously evolving and strengthening corporate governance framework by adopting global best practices



# Introduction to AlRayan Bank

## Strong and stable bank

### Financing assets

Net Financing assets  
QAR 111 billion

### Total Assets

Total assets  
QAR 169 billion

### Net operating Income

Net operating profit  
864 million

### Net profit

Shareholders' Net profit  
QAR 408 million

### Investment

Sovereign debt exposure  
90%

### Efficiency

Cost to income ratio  
27.7%

### Stable Deposit Base

Deposits from  
Government /GRE  
50 %

### Sound Asset Quality

Financing to Government/GRE  
54 %

### Strong Capital

Capital Adequacy Ratio  
25.46%

### Strong Liquidity

LCR > 100%  
above regulatory threshold



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# Introduction to AlRayan Bank Sustainability Governance

- First Islamic bank in Qatar to launch **Sustainable Financing Framework (SSF)** which enables:
  - ESG-linked funding opportunities to investors
  - Use of proceeds to finance eligible assets
  - Introduce ESG concepts in the bank
  - Set clear ESG targets as part of strategy development
- **ARBs SSF is independently rated** - S&P Global Ratings, assessed the bank's Framework as 'strong' in its ESG criteria, as part of an independent second party opinion
- An **ESG Governance Committee** ("Committee") at senior management monitors implementation of the framework
- Following establishment of the framework, the Bank launched the country's first Islamic **Green Deposit** in April 2022;



# Introduction to AlRayan Bank

## Pioneering Sustainability

- AlRayan Bank Becomes the **first sharia-compliant bank in Qatar** to join the Partnership for Carbon Accounting Financials (PCAF)



The bank has established itself as the first Sharia-compliant institution in Environmental, Social, and Governance (ESG) efforts. As the first fully-fledged Islamic bank in the region and the first Islamic bank in Qatar to join the Partnership for Carbon Accounting Financials (PCAF), AlRayan Bank is joining a global network of financial institutions that aim to harmonize greenhouse gas emissions measurement and disclosure for financial activities, specifically addressing scope 3 emissions

- Leading the Way with the **First Islamic ESG KPI-Linked Repo**

The Bank, in partnership with HSBC, has successfully completed the first-ever Islamic ESG KPI Linked repurchase agreement (repo), marking a significant milestone in sustainable finance to strengthen AlRayan Bank's transition journey. This innovative structure incorporates Sustainable Performance Targets (SPTs) that the bank is committed to achieving over the next three years.

- Recognized with **Three Prestigious ESG Awards**

- Best CSR Bank Qatar 2024 by Global Business Magazine
- Best Bank for Sustainable Finance Qatar 2024 by International Business Magazine
- Best ESG Bank Qatar 2024 by International Business Magazine



# Introduction to AlRayan Bank

## Product offering – Full suite of Islamic Banking Products

Personal Banking	Private Banking	Wholesale Banking	Treasury & FI	Investment Banking
Auto finance Home finance Personal finance Credit cards	Real estate and Project finance Bespoke investment solutions	Direct finance: Murabaha, Mudaraba, Ijara, Itisna'a, Tawaruq	MM placements: Murabaha, Wakala based Sukuk debt issuance	Asset Management Mutual funds
Time deposits Saving accounts Current accounts	Business planning Credit planning and management	Trade finance Murabaha LC, Finance Guarantee	Sukuk investment in LCY/FCY Equity investment	Financial Advisory Equity Capital Market Debt Capital Market
Digital banking (Internet / Mobile), ATMs	Asset management/ Wealth protection	Syndicated financing Cash management	FX SWAP/Forward Profit rate swap Options	Financial Advisory : M&A, IPO's



# Introduction to AlRayan Bank

## Key Recognitions



# Financial Highlights and Performance



# Financial Highlights and Performance

## Q1 2025 Summary

### Balance Sheet

- Total assets QAR 169,304 million compared to QAR 159,376 million on 31 March 2024
- Financing activities at QAR 111,251 million compared to QAR 106,997 million on 31 March 2024
- Investments securities at QAR 42,221 million, compared to QAR 36,640 million on 31 March 2024
- Customer deposits totaled QAR 111,452 million compared to QAR 105,330 million on 31 March 2024

### Income statement

- Net profit totalled QAR 408 million in Q1 2025, compared to QAR 406 million for the same period in 2024
- Total Net operating income for Q1 2025 totalled QAR 864 million compared to QAR 914 million for the same period in 2024

### Financial Ratios

- Net Profit margin of 1.60 %
- Return on average equity of 6.84%
- Earnings per share for the period is QAR 0.044
- Book value per share at QAR 2.54
- Operational Efficiency ratio is 27.7%
- Non-performing financing (NPF) ratio of 5.37%

# Financial Highlights and Performance

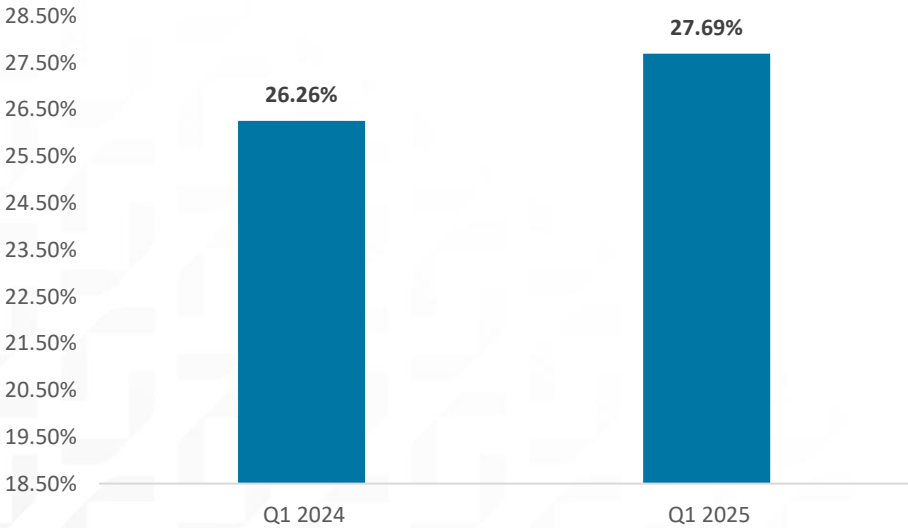
## Income statement Q1 2025

Income statement (QAR million)	Q1 2025	Q1 2024
Total income, net of finance expenses	1,981	2,148
Operating expenses	239	240
Pre impairment profit	625	674
Net Impairment Charges	211	262
Net profit	414	413
Net profit attributable to shareholders	408	406

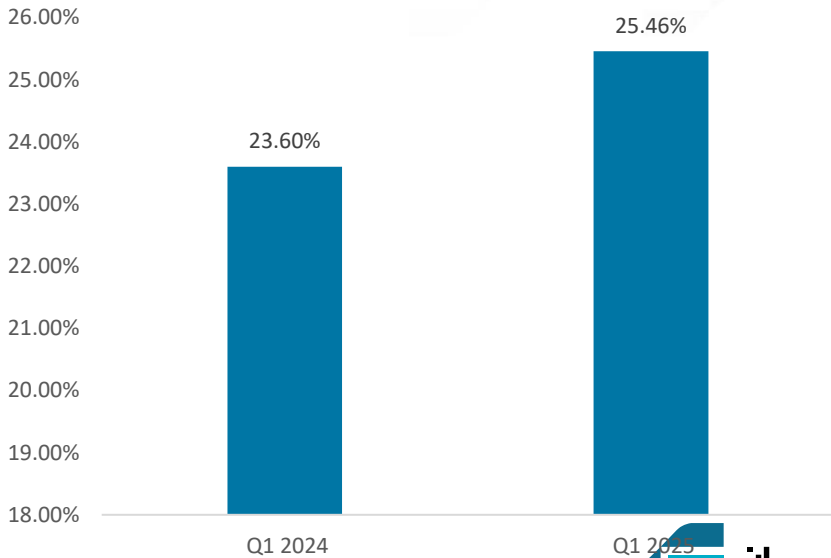
YoY
-7.8%
0.3%
-7.3%
19.3%
0.3%
0.4%

- Net profit attributable to the Equity holders of the bank totalled QAR 408 million in Q1 2025 and is 0.4% higher than in Q1 2024 .
- Net operating income totaled QAR 864 million in Q1 2025 compared to 914 in Q1 2024 .

Efficiency ratio



Capital adequacy Ratio





# Financial Highlights and Performance

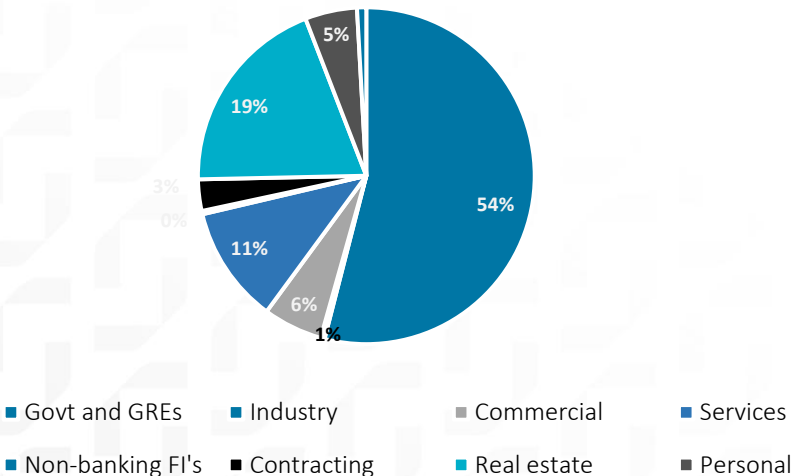
## Balance Sheet Q1 2025

Balance Sheet (QAN billion)	Q1 2025	Q1 2024
Total Assets	169	159
Financing assets	111	107
Investments securities	42	37
Deposits	111	105
Total Equity	25	24

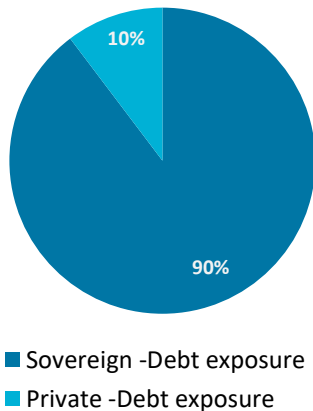
YoY
6.2%
4.0%
15.2%
5.8%
2.4%

- Financing Assets QAR 111 Bn of which 54 % is exposure to Govt. & GRE's
- Investment securities QAR 42 Bn of which 90% exposure is sovereign debt
- Deposits QAR 111 Bn - well diversified mix of Govt., Corporate and Personal banking segments

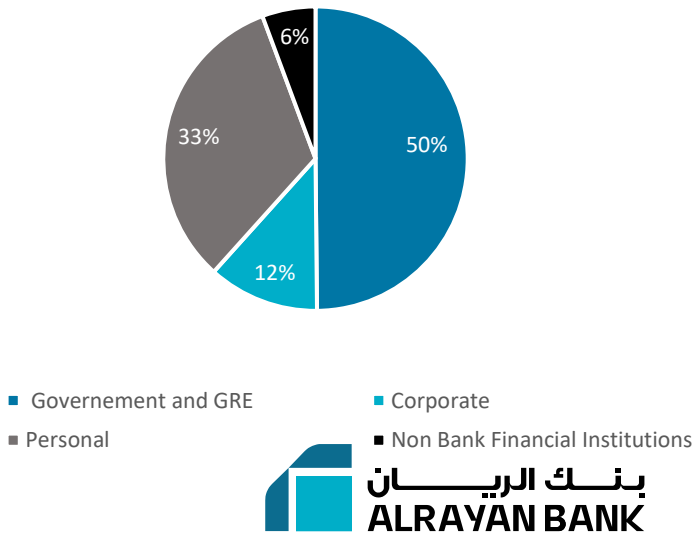
Financing Assets-Breakdown by Industry



Investment securities



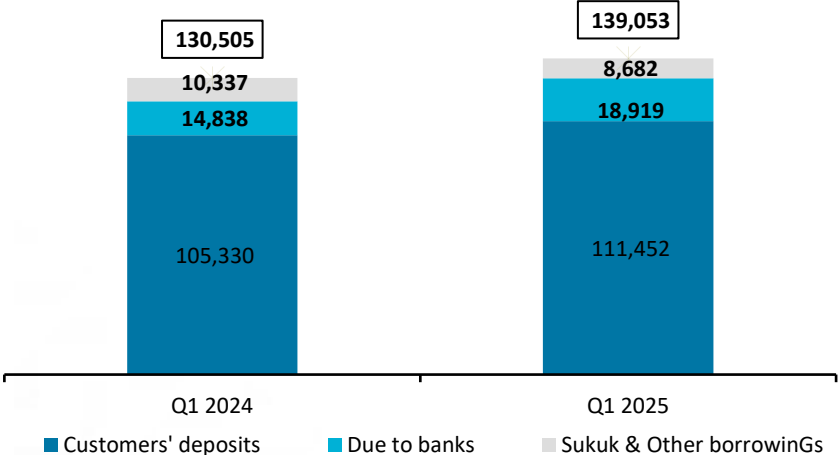
Customer deposits - Breakdown by Sector



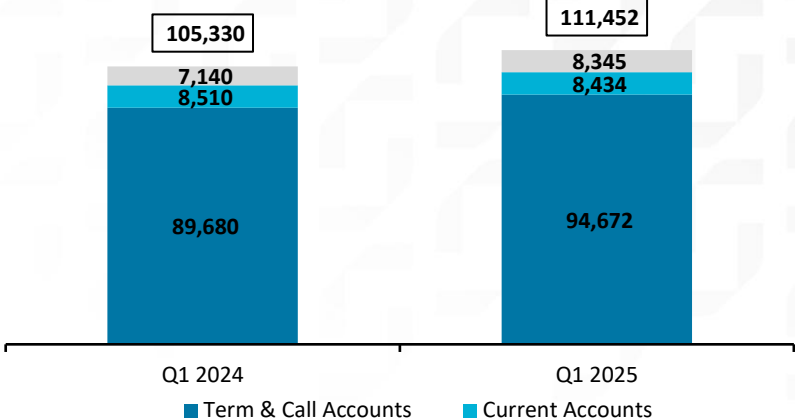
# Financial Highlights and Performance

## Funding & Liquidity Q1 2025

Funding Mix – QAR Mn



Deposit Mix – QAR Mn



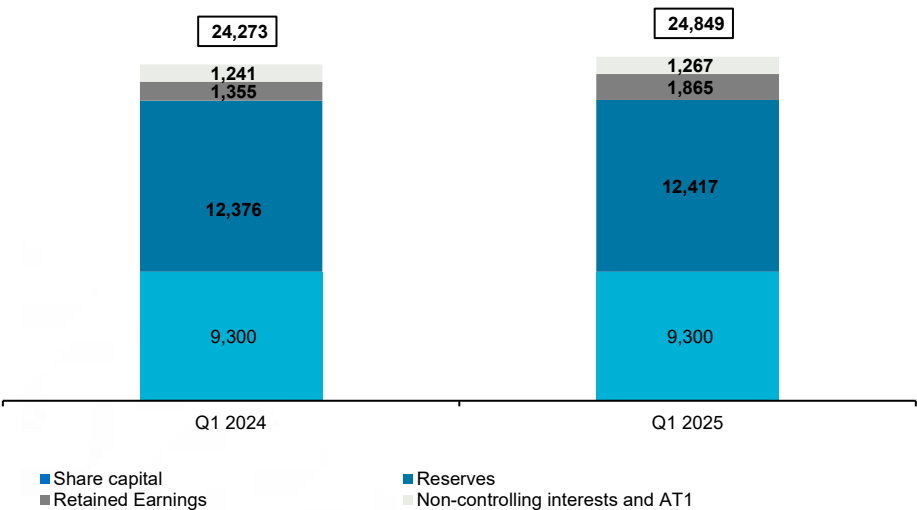
### Key Highlights

- 90 % of the investment book is High Quality Sovereign Debt, provides access to liquidity through Repo funding
- ARB Sukuk Programme established in 2018, to further diversify funding base
- Well diversified funding mix (13.6 % Due to Banks, 6.2 % Sukuk & other borrowings and 80.2% Customer Deposits)

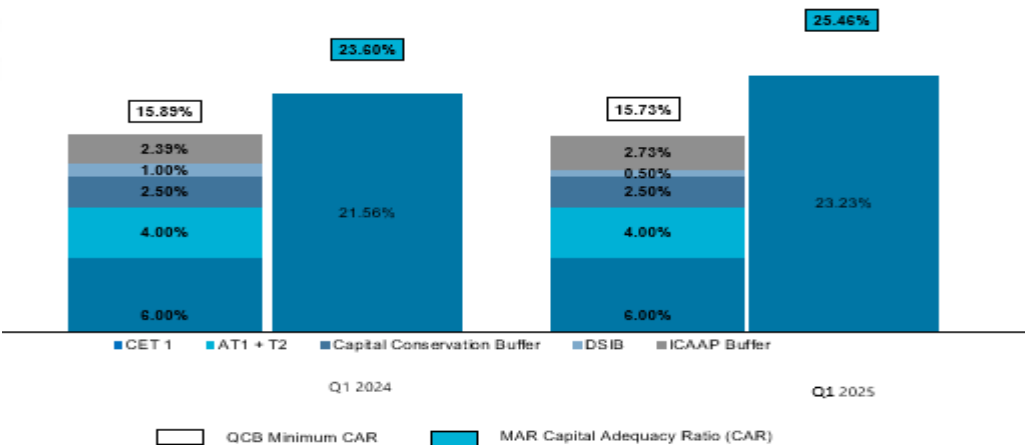
# Financial Highlights and Performance

## Capital Adequacy Q1 2025

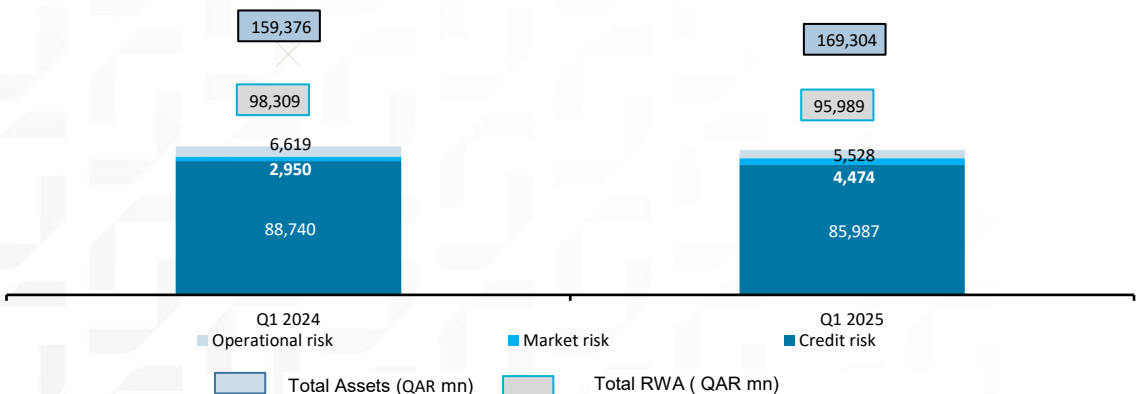
### Equity Breakup



### Capitalisation %



### Risk Weighted Assets



### Key Highlights

- Strong capitalization level - CAR (inclusive of CET1 capital of 23.23%) of 25.46% as of 31 March 2025, well above the minimum regulatory requirements of 13% (including ICAAP buffer: 15.73%);
- As a Domestic Systemically Important Bank (DSIB), the Bank is required to maintain an additional buffer of 0.50% as of 31 March 2025;

# Operating Segments





# Operating Segments Q1 2025

For the purpose of financial reporting, the Bank provides breakdown by five segments that are managed separately based on the Bank's management and internal reporting structure

## Corporate Banking

- 1
- Core driver of the Bank's business.
  - Diverse range of Sharia compliant financial products and services and cash management services
  - Principal products include Murabaha, Ijarah, Ijarah Muntahia Bittamleek, Musharaka and Istisna'a.
  - Client base includes Govt. and GREs, large corporates and small and medium enterprises



	Q1 2025	
	QAR mn	% of Total*
Total Assets	75,941	47.4%
Net operating income	385	45.4%
Segment profit	182	45.3%

## Personal Banking

- 2
- Diverse range of Sharia compliant retail banking products and services
  - Wide network of branches and ATMs, as well as alternative distribution channels (internet banking, mobile banking and telephone banking)
  - Private Banking segment focuses on providing a high-quality service to high-net-worth individuals in Qatar and abroad



	Q1 2025	
	QAR mn	% of Total*
Total Assets	25,105	15.7%
Net operating income	308	36.2%
Segment profit	145	36.0%

## International Operations

- 3
- Represents contribution from the Bank's international location, Al Rayan Bank PLC (UK based subsidiary)
  - Al Rayan Bank PLC is the oldest and largest Sharia Compliant Retail Bank in the UK
  - Al Rayan Bank PLC services personal, business and premier customers



	Q1 2025	
	QAR mn	% of Total*
Total Assets	16,303	10.2%
Net operating income	75	8.9%
Segment profit	26	6.6%

# Operating Segments Q1 2025

For the purpose of financial reporting, the Bank provides breakdown by five segments that are managed separately based on the Bank's management and internal reporting structure

## Treasury and Financial Institutions

- 4
- Core driver of the Bank's business.
  - Undertake the Group's funding and centralized risk management activities through borrowings, sukuk and debt financing, use of Shari'a compliant instruments for risk management purposes and investing in liquid assets such as short-term placements and corporate and government debt securities



	Q1 2025	
	QAR mn	% of Total*
Total Assets	42,607	26.6%
Net operating income	65	7.7%
Segment profit	38	9.4%

\* Excluding unallocated and non-Sharia compliant assets, revenues and profit related to central functions, and non-core business functions, which accounted for 5.3 % of total assets as at 31 March 25

## Asset Management and Financial Advisory

- 5
- Represents contribution from the Bank's fully-owned investment banking arm, Al Rayan Investment LLC (ARI);
  - ARI has three business segments: (i) Asset Management (ii) Financial Advisory and (iii) Strategic Investments
  - ARI's strategy is to provide investment products and services to meet clients' needs



	Q1 2025	
	QAR mn	% of Total*
Total Assets	365	0.2%
Net operating income	16	1.9%
Segment profit	11	2.8%

# Financial Statements



# Financial Statements

## Balance Sheet Q1 2025

QAR mn	Q1 2025	Q4 2024	Q1 2024
Cash and balances with central banks	5,675	5,672	5,773
Due from banks	3,361	5,165	3,536
Financing assets	111,251	110,040	106,997
Investment securities	42,221	43,767	36,640
Investment in associates	351	348	370
Fixed assets	1,022	1,011	973
Intangible assets	1,423	1,451	1,536
Other assets	4,001	3,640	3,551
<b>Total assets</b>	<b>169,304</b>	<b>171,094</b>	<b>159,376</b>
Due to banks	18,919	23,757	14,838
Customer current accounts	8,434	7,031	8,510
Sukuk and debt financing	3,560	3,293	5,202
Other borrowings	5,123	6,378	5,135
Other liabilities	5,402	4,724	4,598
<b>Total liabilities</b>	<b>41,437</b>	<b>45,183</b>	<b>38,283</b>
<b>Quasi equity - Participatory investment accounts</b>	<b>103,017</b>	<b>100,580</b>	<b>96,820</b>
Share capital	9,300	9,300	9,300
Legal reserve	9,644	9,644	9,644
Risk reserve	2,700	2,700	2,662
Fair value reserve	45	51	44
Foreign currency translation reserve	(108)	(141)	(126)
Other reserves	136	136	153
Retained earnings	1,865	2,388	1,355
<b>Total equity attributable to equity holders of the bank</b>	<b>23,583</b>	<b>24,078</b>	<b>23,032</b>
Non-Controlling interest	267	252	241
Instrument eligible as additional capital	1,000	1,000	1,000
<b>Total Equity</b>	<b>24,849</b>	<b>25,331</b>	<b>24,273</b>
<b>Total Liabilities, Quasi-equity and equity</b>	<b>169,304</b>	<b>171,094</b>	<b>159,376</b>



# Financial Statements

## Income statement Q1 2025

QAR mn	Q1 2025	Q1 2024
Income from financing activities	1,573	1,837
Income from investing activities	538	531
Finance expense	(362)	(394)
<b>Income from financing and investing activities, net of finance expense</b>	<b>1,749</b>	<b>1,975</b>
Fee and commission income	132	103
Fee and commission expense	(32)	(34)
<b>Net fee and commission income</b>	<b>100</b>	<b>69</b>
Foreign exchange gain (net)	24	52
Share of results of associates	9	33
(Loss) / gain on sale of an associate	-	-
Other income	99	19
<b>Total income, net of finance expenses</b>	<b>1,981</b>	<b>2,148</b>
Staff costs	(111)	(105)
Depreciation and amortisation	(42)	(42)
Other expenses	(83)	(83)
<b>Operating expenses</b>	<b>(236)</b>	<b>(231)</b>
Net (impairment losses) / reversal on due from banks	5	0
Net impairment losses on financing assets	(211)	(259)
Net impairment reversals on investments	1	3
Net (impairment losses) / reversals on other exposures subject to credit risk	(6)	(6)
<b>Profit for the year before net profit attributable to quasi-equity</b>	<b>1,534</b>	<b>1,656</b>
Less: Net profit attributable to quasi-equity	(1,117)	(1,234)
<b>Profit for the year before tax</b>	<b>417</b>	<b>422</b>
Tax expense	(4)	(9)
<b>Net profit for the year</b>	<b>414</b>	<b>413</b>
<b>Net profit to equity holders (QAR mn)</b>	<b>408</b>	<b>406</b>

Thank  
You

