



بنك الريان
ALRAYAN BANK

Investor Presentation

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Introduction to AlRayan Bank



Introduction to AlRayan Bank

Corporate Profile

Overview

Profile

- Islamic bank incorporated in Qatar on January 4 2006 and licensed by the Qatar Central Bank
- Classified as a DSIB (Domestic Systemically Important Bank)
- Legal merger completed on December 1, 2021 with Al Khaliji commercial Bank P.Q.S.C

Business Lines

- Corporate Banking & SME
- Personal & Private Banking
- Treasury & Financial Institutions
- Asset Management & Financial Advisory
- International Operations (UK, France and U.A.E)

Market share

- 2nd largest listed Islamic bank in Qatar by total assets (31 % market share)*
- 3rd largest listed Qatari bank by total loans (8.5 % market share)**

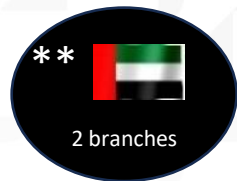
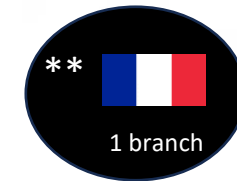
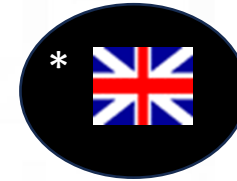
Public Listing

- Ordinary shares listed on the Qatar Stock Exchange
- 3rd largest bank in Qatar by market capitalization (QAR 22.9 b)***
- Total ordinary shares issued 9.3 billion

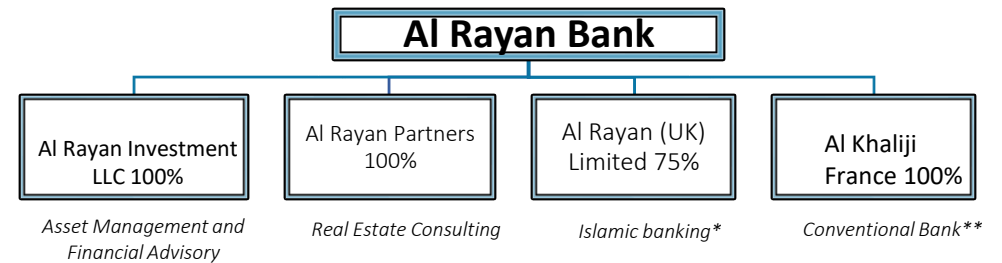
Rating

- AlRayan's Bank credit rating at A2/P1
- Stable outlook, baseline credit assessment and adjusted baseline credit assessment: baa3

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 Q3 2024 (Published Financial statement); ** QCB Balance sheet- latest ; *** As of 31 Dec 2024 (Qatar exchange)

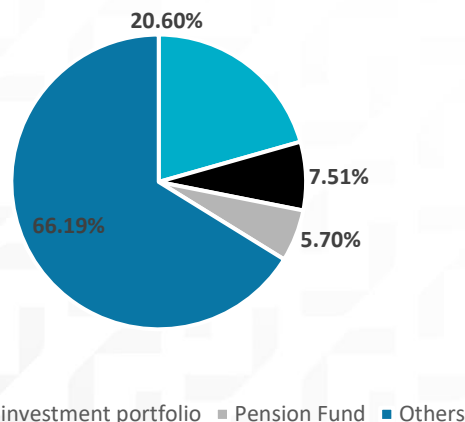
Introduction to AlRayan Bank

Ownership structure

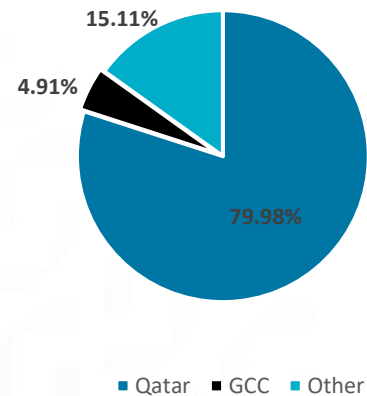
Shareholding Structure

Qatari Ownership:	79.98%
Govt. /GRE:	34.04% (Major shareholders below)
Other Shareholding:	31.75% Corporations & 34.22% Retail
Shareholders count:	177 K (of which 128 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 22.91 bn

Valuation multiples

- P/B 0.95

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:

- Chairman of the Board of Directors of Qatar Stock Exchange
- Board Member, Qatar Investment Authority
- 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, United Development Company
- Board Member, Vodafone
- Chairman, Head of Finance Department at Ministry of Defence



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 Khayaren

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



FAHAD AL KHALIFA
Group Chief Executive Officer



HAMAD AL KUBAISI
Group Chief HR Officer



OMAR AL EMADI
Group Chief Business 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



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 23.92%) well above the regulatory threshold of 13% for a DSIB
- Financing exposure to Government and GREs entities 48 % of portfolio
- Strong liquidity and well diversified funding base

Diversified and innovative product/service offerings and improved geographical diversification

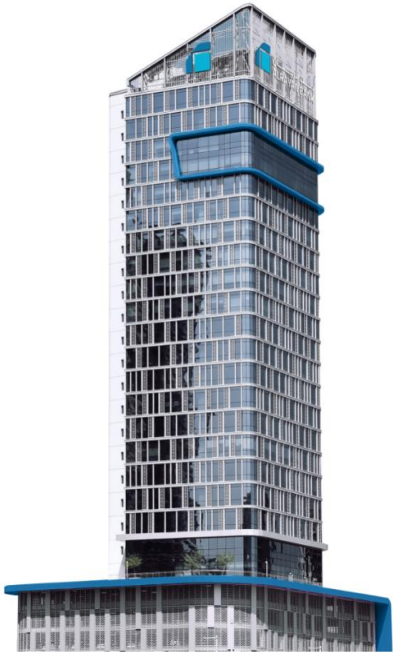
- Wide array of Sharia compliant financing products, deposit accounts, treasury/investment products & advisory services
- Focus on product innovation and providing customized solutions
- Established presence in the UK , France and UAE servicing European, Qatari, other GCC customers

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 110 billion

Total Assets

Total assets
QAR 171 billion

Net operating Income

Net operating profit
3,552 million

Net profit

Shareholders' Net profit
QAR 1,507 million

Investment

Sovereign debt exposure
88 %

Efficiency

Cost to income ratio
27.1%

Stable Deposit Base

Deposits from
Government /GRE
50 %

Sound Asset Quality

Financing to Government/GRE
48 %

Strong Capital

Capital Adequacy Ratio
23.92%

Strong Liquidity

LCR > 100%
above regulatory threshold



بنك الريان
ALRAYAN BANK

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

Auto finance
Home finance
Personal finance
Credit cards

Time deposits
Saving accounts
Current accounts

Digital banking
(Internet / Mobile),
ATMs

Private Banking

Real estate and Project
finance
Bespoke investment
solutions

Business planning
Credit planning and
management

Asset management/
Wealth protection

Wholesale Banking

Direct finance:
Murabaha, Mudaraba,
Ijara, Itisna'a, Tawaruq

Trade finance
Murabaha LC, Finance
Guarantee

Syndicated financing
Cash management

Treasury & FI

MM placements: Murabaha,
Wakala based
Sukuk debt issuance

Sukuk investment in
LCY/FCY
Equity investment

FX SWAP/Forward
Profit rate swap
Options

Investment Banking

Asset Management
Mutual funds

Financial Advisory
Equity Capital Market
Debt Capital Market

Financial
Advisory :
M&A, IPO's

Introduction to AlRayan Bank

Key Recognitions : 2023-2024



Financial Highlights and Performance



Financial Highlights and Performance

2024 Summary

Balance Sheet

- Total assets QAR 171,094 million compared to QAR 164,200 million on 31 December 2023
- Financing activities at QAR 110,039 million compared to QAR 108,228 million on 31 December 2023
- Investments securities at QAR 43,767 million, compared to QAR 38,599 million on 31 December 2023
- Customer deposits totaled QAR 107,610 million compared to QAR 92,724 million on 31 December 2023

Income statement

- Net profit totalled QAR 1,507 million in Q4 2024, compared to QAR 1,452 million for the same period in 2023
- Total Net operating income for Q4 2024 totalled QAR 3,522 million compared to QAR 3,554 million for the same period in 2023

Financial Ratios

- Net Profit margin of 1.86 %
- Return on average equity of 6.33%
- Earnings per share for the period is QAR 0.157
- Book value per share at QAR 2.59
- Operational Efficiency ratio is 27.1%
- Non-performing financing (NPF) ratio of 5.45%

Financial Highlights and Performance

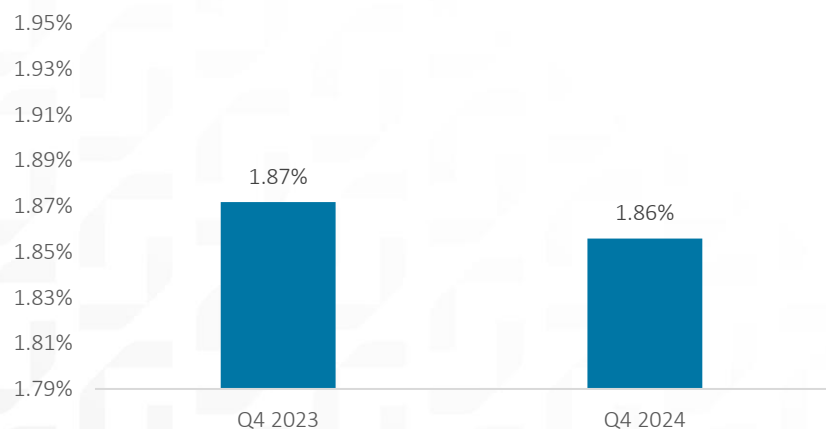
Income statement 2024

Income statement (QAR million)	2024	2023
Total income, net of finance expenses	8,481	7,286
Operating expenses	954	909
Pre impairment profit	2,568	2,645
Net Impairment Charges	1,041	1,165
Net profit	1,527	1,480
Net profit attributable to shareholders	1,507	1,452

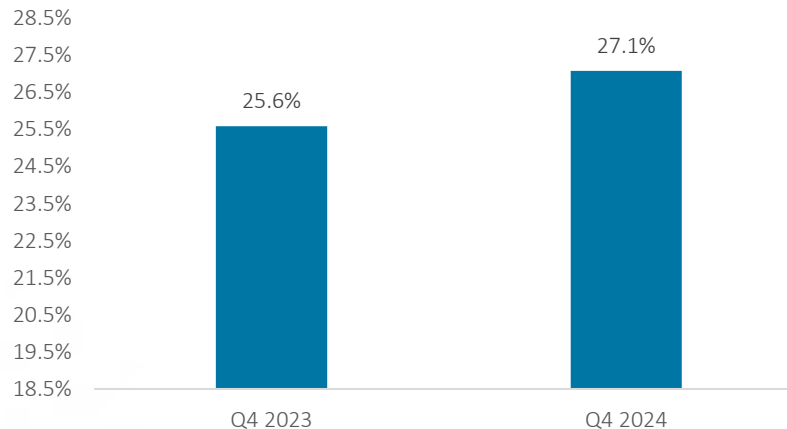
YoY
16.4%
-4.9%
-2.9%
10.6%
3.2%
3.8%

- Net profit attributable to the Equity holders of the bank totalled QAR 1,507 million in 2024 and is 3.8% higher than in 2023 .
- Net operating income totaled QAR 3,522 million in 2024 compared to 3,554 in 2023 .

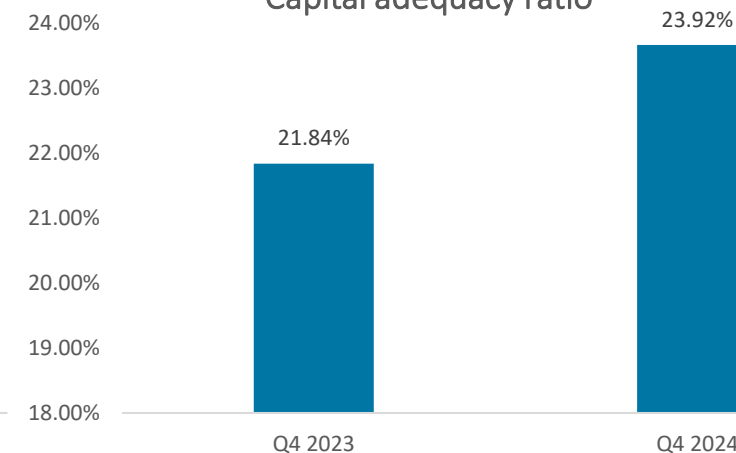
Profit margin



Efficiency ratio



Capital adequacy ratio



Financial Highlights and Performance

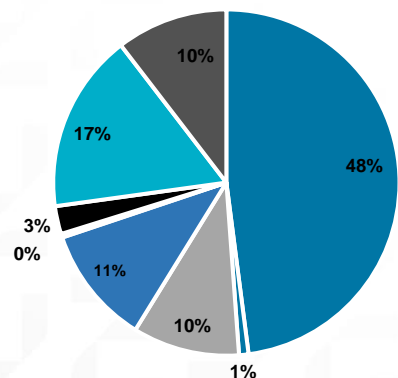
Balance Sheet 2024

Balance Sheet (QAR billion)	2024	2023
Total Assets	171	164
Financing assets	110	108
Investments securities	44	39
Deposits	108	93
Total Equity	25	25

YoY
4.2%
1.7%
13.4%
16.1%
2.1%

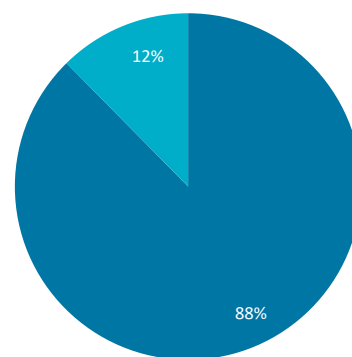
- **Financing Assets QAR 110 Bn** of which 48% is exposure to Govt. & GRE's
- **Investment securities QAR 44 Bn** of which 88% exposure is sovereign debt
- **Deposits QAR 108 Bn** - well diversified mix of Govt., Corporate and Personal banking segments

Financing Assets-Breakdown by Industry



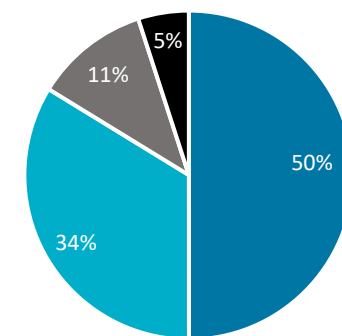
- Govt and GREs
- Industry
- Commercial
- Services
- Non-banking FI's
- Contracting
- Real estate
- Personal

Investment securities



- Sovereign -Debt exposure
- Private -Debt exposure

Customer deposits - Breakdown by Sector

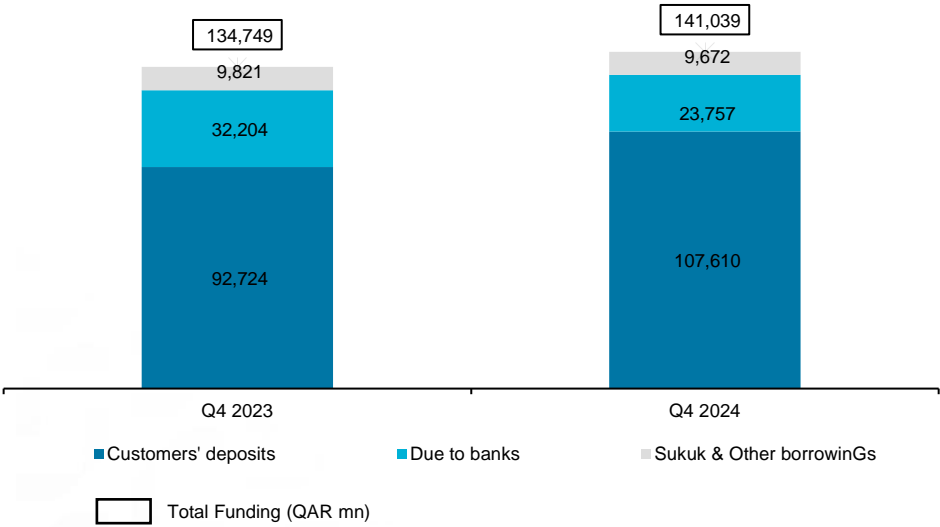


- Government and GRE
- Corporate
- Personal
- Non Bank Financial Institutions

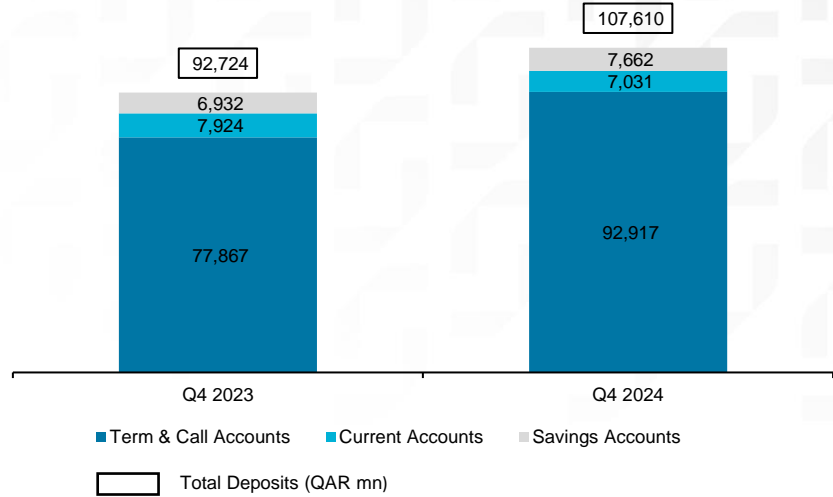
Financial Highlights and Performance

Funding & Liquidity 2024

Funding Mix – QAR Mn



Deposit Mix – QAR Mn



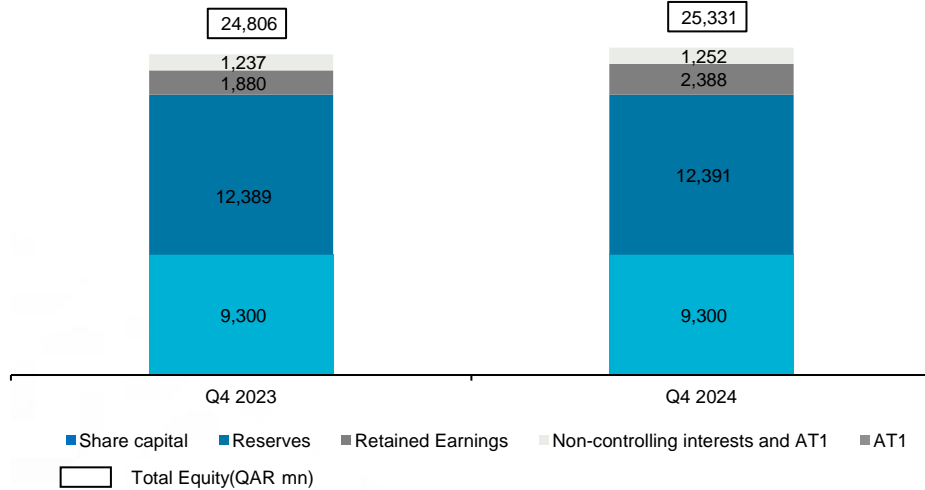
Key Highlights

- 88 % 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 (16.8 % Due to Banks, 6.9 % Sukuk & other borrowings and 76.3% Customer Deposits)

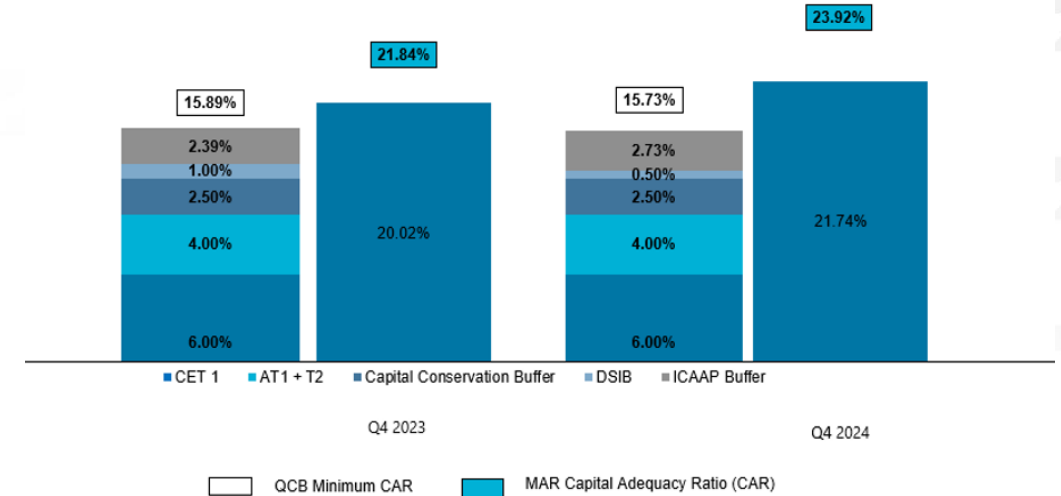
Financial Highlights and Performance

Capital Adequacy 2024

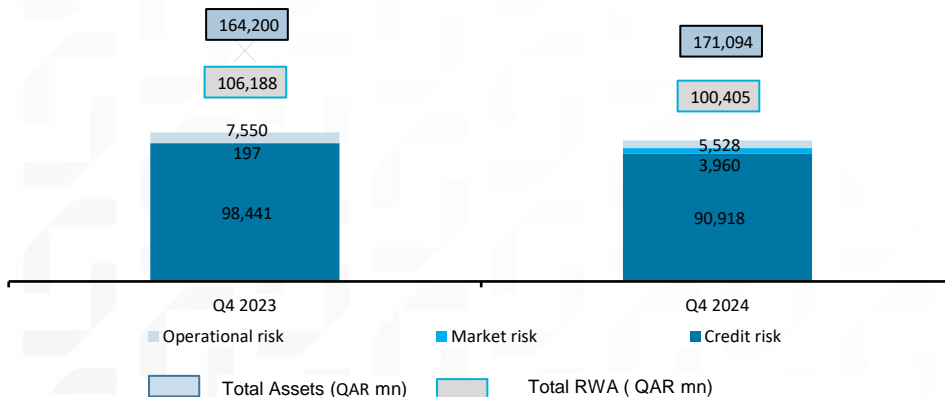
Equity Breakup



Capitalisation %



Risk Weighted Assets



Key Highlights

- Strong capitalization level - CAR (inclusive of CET1 capital of 21.74%) of 23.92% as of 31 Dec 2024, 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 Dec 2024;

Operating Segments



Operating Segments 2024

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

- 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



	Q4 2024	
	QAR mn	% of Total*
Total Assets	74,867	46.1%
Net operating income	1,799	51.9%
Segment profit	871	57.9%

Personal Banking

- 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



	Q4 2024	
	QAR mn	% of Total*
Total Assets	25,551	15.7%
Net operating income	1,066	30.8%
Segment profit	362	24.0%

International Operations

- 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



	Q4 2024	
	QAR mn	% of Total*
Total Assets	15,520	9.6%
Net operating income	287	8.3%
Segment profit	102	6.8%

Operating Segments 2024

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

	Q4 2024	
	QAR mn	% of Total*
Total Assets	45,961	28.3%
Net operating income	253	7.3%
Segment profit	127	8.4%

* Excluding unallocated and non-Sharia compliant assets, revenues and profit related to central functions, and non-core business functions, which accounted for 5.2 % of total assets as at 31 Dec 24

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

	Q4 2024	
	QAR mn	% of Total*
Total Assets	344	0.2%
Net operating income	60	1.7%
Segment profit	43	2.9%

Financial Statements



Financial Statements

Balance Sheet 2024

QAR mn	2024	2023
Cash and balances with central banks	5,672	4,993
Due from banks	5,165	5,663
Financing assets	110,040	108,228
Investment securities	43,767	38,599
Investment in associates	348	349
Fixed assets	1,011	969
Intangible assets	1,451	1,565
Other assets	3,640	3,835
Total assets	171,094	164,200
Due to banks	23,757	32,204
Customer current accounts	7,031	7,924
Sukuk and debt financing	3,293	5,236
Other borrowings	6,378	4,586
Other liabilities	4,724	4,644
Total liabilities	45,183	54,594
Quasi equity - Participatory investment accounts	100,580	84,799
Share capital	9,300	9,300
Legal reserve	9,644	9,644
Risk reserve	2,700	2,662
Fair value reserve	51	41
Foreign currency translation reserve	(141)	(111)
Other reserves	136	153
Retained earnings	2,388	1,880
Total equity attributable to equity holders of the bank	24,078	23,569
Non-Controlling interest	252	237
Instrument eligible as additional capital	1,000	1,000
Total Equity	25,331	24,806
Total Liabilities, Quasi-equity and equity	171,094	164,200

Financial Statements

Income statement 2024

QAR mn	2024	2023
Income from financing activities	7,257	7,184
Income from investing activities	2,014	1,705
Finance expense	(1,421)	(2,274)
Income from financing and investing activities, net of finance expense	7,850	6,616
Fee and commission income	425	440
Fee and commission expense	(126)	(122)
Net fee and commission income	299	319
Foreign exchange gain (net)	190	197
Share of results of associates	62	51
(Loss) / gain on sale of an associate	(11)	17
Other income	91	87
Total income, net of finance expenses	8,481	7,286
Staff costs	(434)	(433)
Depreciation and amortisation	(174)	(174)
Other expenses	(312)	(267)
Operating expenses	(920)	(874)
Net (impairment losses) / reversal on due from banks	(6)	14
Net impairment losses on financing assets	(1,043)	(1,270)
Net impairment reversals on investments	9	21
Net (impairment losses) / reversals on other exposures subject to credit risk	(0)	70
Profit for the year before net profit attributable to quasi-equity	6,520	5,247
Less: Net profit attributable to quasi-equity	(4,960)	(3,732)
Profit for the year before tax	1,560	1,515
Tax expense	(33)	(35)
Net profit for the year	1,527	1,480
Net profit to equity holders (QAR mn)	1,507	1,452

**Thank
You**

