



مصرف الريان
MASRAF AL RAYAN

Investor Presentation

Financial Results- Q1 2024

April 2024



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Introduction to Masraf Al Rayan

Introduction to Masraf Al Rayan 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
- Retail & 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 (30 % market share)*
- 3rd largest listed Qatari bank by total loans (9 % market share)**

Public Listing

- Ordinary shares listed on the Qatar Stock Exchange
- 3rd largest bank in Qatar by market capitalization(QAR 21.6 b)***
- Total ordinary shares issued 9.3 billion

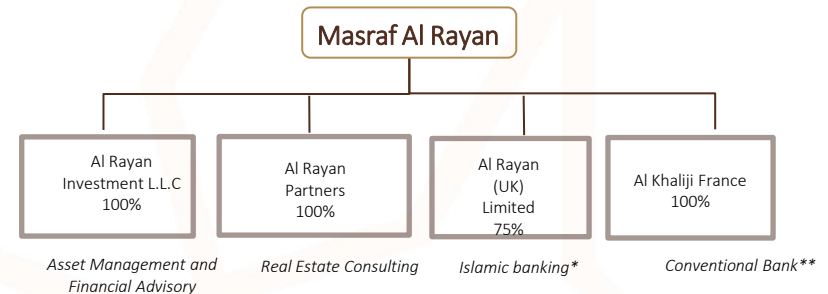
Rating

- MAR's credit rating re-affirmed at A1
- Negative outlook, baseline credit assessment and adjusted baseline credit assessment: baa2

Network



Subsidiaries



*Via Al Rayan Bank Plc (formerly known as Islamic Bank of Britain Plc)

** Masraf Al Rayan owns 100% of Al Khaliji France (S.A) which also operates 2 branches in U.A.E and 1 branch in Paris, France

Masraf Al Rayan has 100% ownership in MAR Sukuk Ltd., Lusail Waterfront Investment Co, AKCB Finance Ltd, AKCB Markets Ltd, Lusail Limited, and MAR Finance LLC

Introduction to Masraf Al Rayan

Ownership structure

Shareholding Structure

Qatari Ownership:	79.71%
Govt. /GRE:	34.06% (Major shareholders below)
Other Shareholding:	31.30% Corporations, & 34.64% Retail
Shareholders count:	180 K (of which 130 K Outside Qatar)
Listing:	Qatar Stock Exchange
Regulators	Qatar central Bank; Qatar Financial Market Authority

Credit Rating (Moody's)

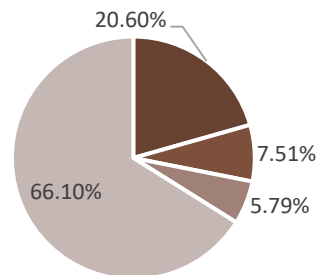
Long-term and short-term foreign currency and local currency issuer ratings: **A1/Prime-1**

Baseline credit assessment and adjusted baseline credit assessment: **baa2**

Counterparty Risk Assessment: **Aa3(cr)/Negative(cr)**

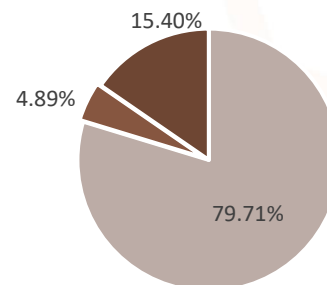
Outlook: Negative

Top Shareholders



- QIA
- QAF investment portfolio
- Pension Fund
- Others

Shareholding by Country



- Qatar
- GCC
- Other

Share Overview

MAR shares

- listed on the Qatar Stock Exchange

Symbol

- MARK

ISIN

- QA000A0M8VM3

Market cap

- QAR 21.6 bn

Valuation multiples

- P/B 0.94

Introduction to Masraf Al Rayan

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:

- Minister of Industry of Commerce
- Member of Supreme Council of Economic Affairs and Investment
- Chairman of Board of Qatar Stock Exchange
- Chairman of Advisory Board of Investment Promotion Agency
- Chairman of Board of Qatar Financial Center Authority
- 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:

- Vice Chairman, Qatari Investors Group
- Board Member, Qatari Businessmen Association
- Chairman, Qatar Insurance Company (QIC)
- Board Member, Vodafone Qatar

Board Members



Sheikh Ali Bin Jassim M Al-Thani

Other positions:

- Board Member, Qatar General insurance and reinsurance
- CEO adviser, QIA
- Vice Chairman, Al Nuran Bank
- Board member, Al Salam International Investment



Mr. Ahmed Al Hamadi

Other positions:

- President, General Retirement & Social Insurance Authority
- Chairman, United Development Company



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



Sheikh Nasser Bin Hamad Al Thani

Other positions:

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



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 Ahd Holding



Abdulla Hamad Al Minsad

Other positions:

- Head of Executive office of the HE Prime minister
- Deputy CEO, Qatar Free Zone



Mohammed Al Saadi



Abdulla Saad M J Al Romaihi

Other positions:

- Public relations associate director-QIA

Introduction to Masraf Al Rayan Management team



FAHAD AL KHALIFA

Group Chief Executive Officer



HAMAD AL KUBAISI

Group Chief HR Officer



OMAR AL EMADI

Group Chief Business Officer



RANA AL ASAAD

GM Retail and Private Banking



ALEXIS NEESON

Group Chief Risk Officer



RONAN DODGSON

Acting Group Chief Financial Officer



STUART RENNIE

Group Chief Operation Officer



TAHIR PIRZADA

GM, Group Treasurer and FI



Houssam Itani

Group Chief Transformation Officer



EMAN AL NAEMI

AGM, Corporate Communications



MUTAZ DANA

GM, Group Compliance and AML



ADEL ATTIA

GM, Group Internal Audit



ABDELMONEM EL HASSAN

GM, Group Legal Council



FAWZI SIAM

AGM, Sharia Audit



Introduction to Masraf Al Rayan

A bank with many strengths



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

- Robust capitalization (CAR 23.60%) well above the regulatory threshold of 13.50% for a DSIB
- Financing exposure to Government and GREs entities 48.6 % 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 and likelihood of support from Qatari authorities

- 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)

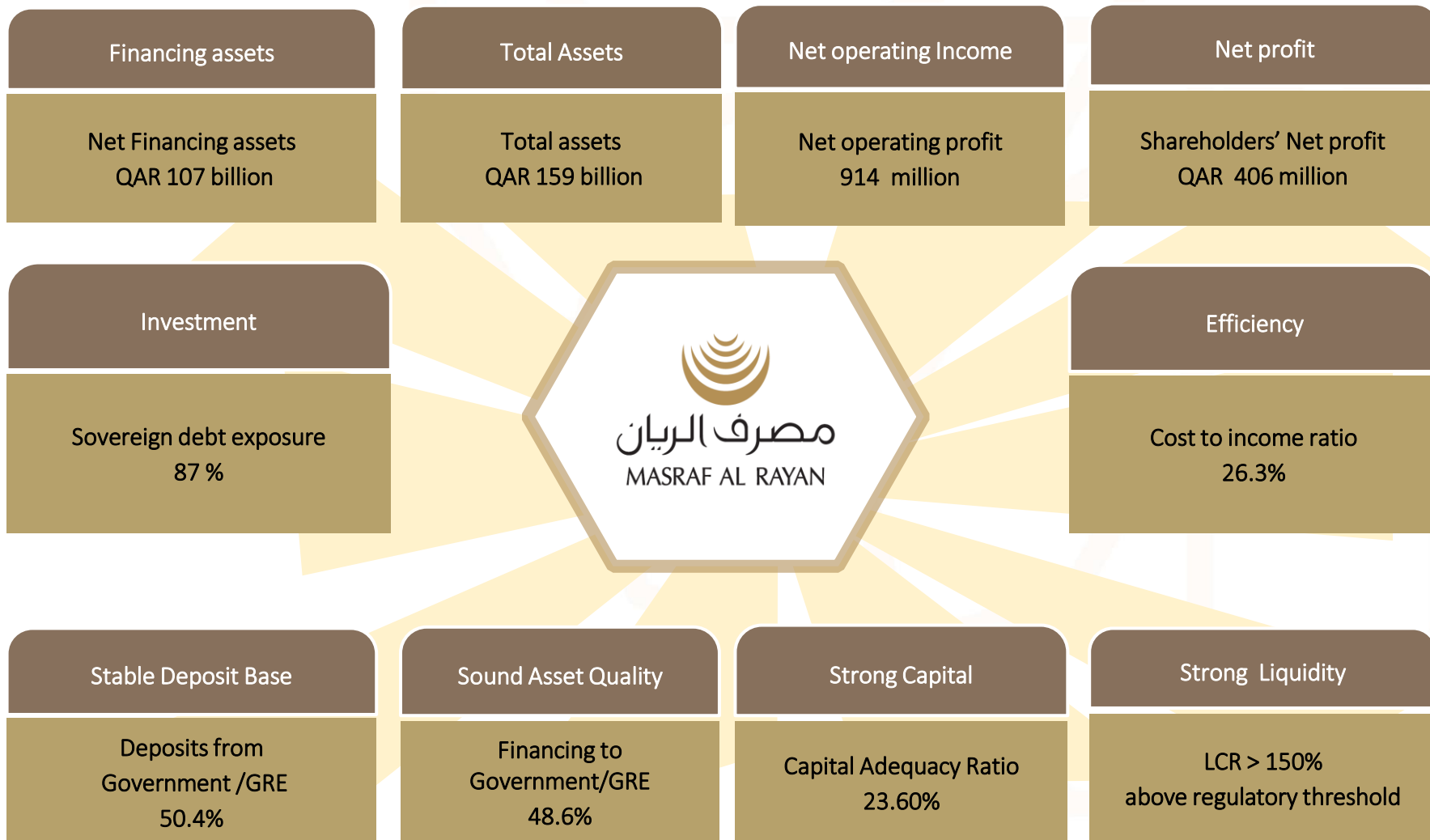
Experienced management team and commitment to corporate governance

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



Introduction to Masraf Al Rayan

Strong and stable bank



Introduction to Masraf Al Rayan 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;
- **MARs 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 Framework;
- Following establishment of the framework, the Bank launched the country's first Islamic **green deposit** in April 2022;



Introduction to Masraf Al Rayan

Product offering – Full suite of Islamic Banking Products



Retail 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: Letter of credit, Murabaha LC, Finance Guarantee	Sukuk investment in LCY/FCY Equity investment	Financial Advisory: Equity Capital Market & Debt Capital Market
Digital banking, ATMs	Asset management/ Wealth protection	Syndicated financing Cash management	FX SWAP/Forward Profit rate swap Options	Financial Advisory : M&A, IPO's



Introduction to Masraf Al Rayan

Key Recognitions in 2023, 2022



Financial Highlights and Performance



Financial Highlights and Performance

Q1 2024 Summary

Balance Sheet

- Total assets QAR 159,376 million compared to QAR 164,200 million on 31 December 2023;
- Financing activities at QAR 106,997 million compared to QAR 108,228 million on 31 December 2023;
- Investments securities at QAR 36,640 million, compared to QAR 38,599 million on 31 December 2023;
- Customer deposits totaled QAR 105,330 million compared to QAR 92,724 million on 31 December 2023;

Income statement

- Net profit totalled QAR 406 million in Q1 2024, compared to QAR 385 million for the same period in 2023;
- Total Net operating income for Q1 2024 totalled QAR 914 million compared to QAR 872 million for the same period in 2023

Financial Ratios

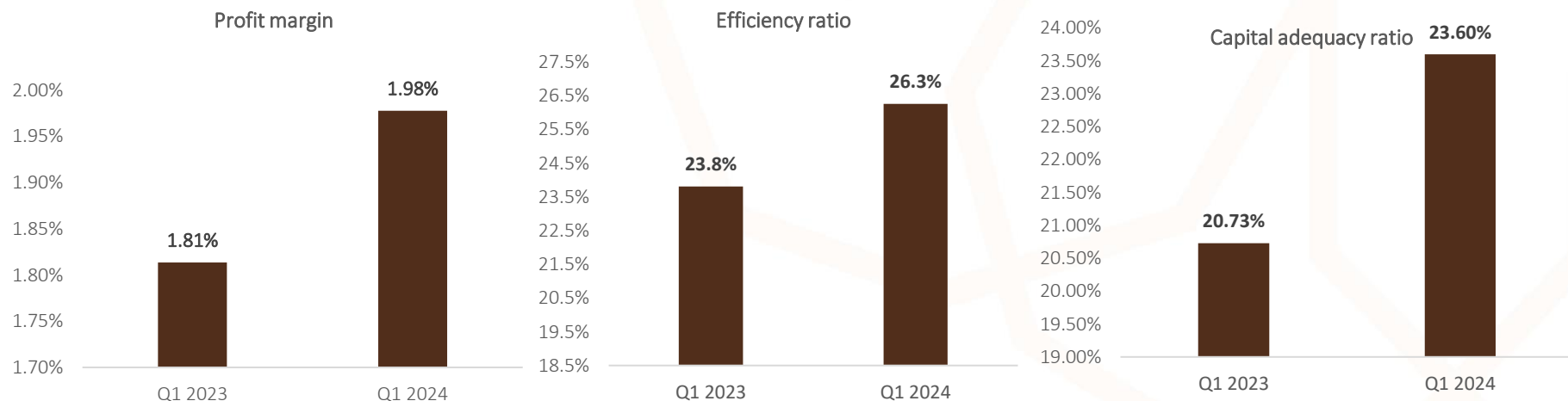
- Net Profit margin of 1.98 %;
- Return on average equity of 6.97%;
- Earnings per share for the period is QAR 0.044;
- Book value per share at QAR 2.48;
- Operational Efficiency ratio is 26.3%
- Non-performing financing (NPF) ratio of 5.86%

Financial Highlights and Performance

Income statement Q1 2024

Income statement (QAR million)	Q1 2024	Q1 2023	YoY
Total income, net of finance expenses	2,148	1,738	23.6%
Operating expenses	240	208	-15.5%
Pre impairment profit	674	665	1.4%
Net Impairment Charges	262	272	3.7%
Net profit	413	393	4.9%
Net profit attributable to shareholders	406	385	5.5%

- Net profit attributable to the Equity holders of the bank totalled QAR 406 million in Q1 2024 and is 5.5% higher than in Q1 2023 .
- Net operating income totaled QAR 914 million in Q1 2024 and is 4.7% higher than in Q1 2023 .



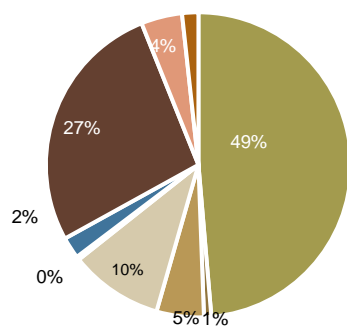
Financial Highlights and Performance

Balance Sheet Q1 2024

Balance Sheet (QAR billion)	Q1 2024	Q1 2023	YoY
Total Assets	159	162	-1.7%
Financing assets	107	117	-8.2%
Investments securities	37	30	20.9%
Deposits	105	94	12.4%
Total Equity	24	24	2.1%

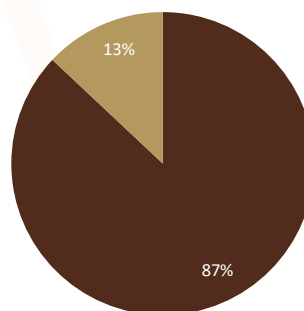
- **Financing Assets QAR 107 b:** of which 48.6 % exposure to Govt. & GRE's;
- **Investment securities QAR 37 b:** of which 87% exposure is Sovereign Debt;
- **Deposits QAR 105 b:** well diversified mix of Govt., Corporate and Personal banking segments

Financing Assets - Breakdown by Industry



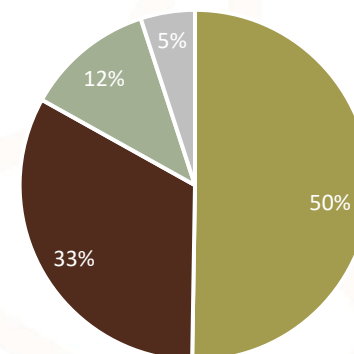
■ Govt and GREs
 ■ Industry
 ■ Commercial
 ■ Services
■ Non-banking FI's
 ■ Contracting
 ■ Real estate
 ■ Personal

Investment securities



■ Sovereign -Debt exposure
 ■ Private -Debt exposure

Customer deposits - Breakdown by Sector

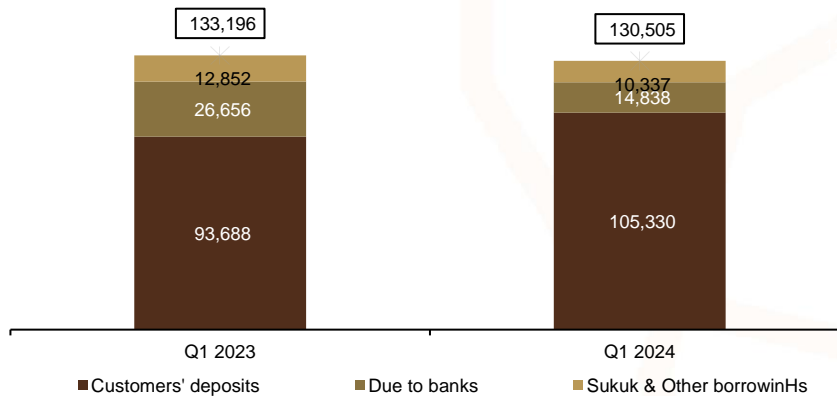


■ Government and GRE
 ■ Corporate
 ■ Personal
 ■ Non Bank Financial Institutions

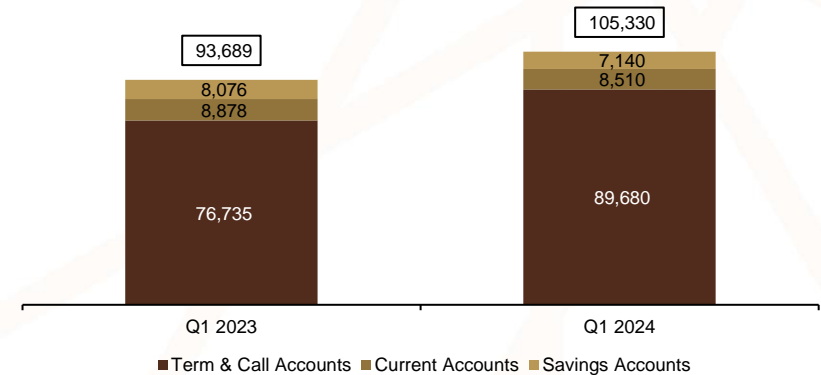
Financial Highlights and Performance

Funding & Liquidity Q1 2024

Funding Mix – QAR m



Deposit Mix – QAR m



Key Highlights

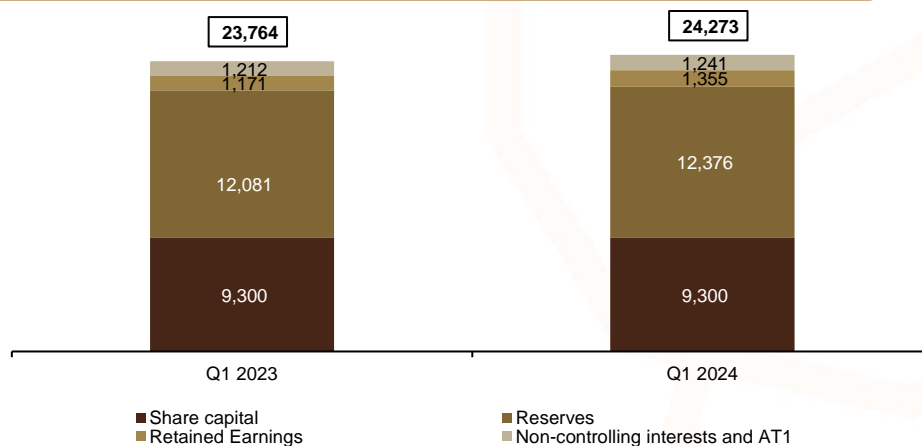
- 87 % of the investment book is High Quality Sovereign Debt, provides access to liquidity through Repo funding;
- MAR Sukuk Programme established in 2018, to further diversify funding base;
- Well diversified funding mix (11.4 % Due to Banks, 7.9 % Sukuk & other borrowings and 80.7% Customer Deposits);



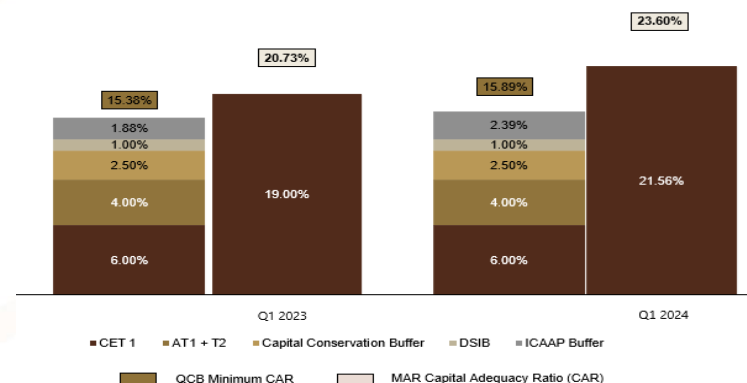
Financial Highlights and Performance

Capital Adequacy Q1 2024

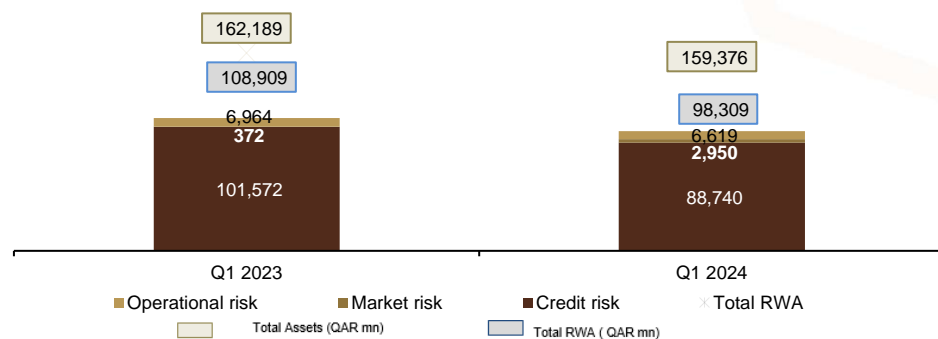
Equity Breakup



Capitalisation %



Risk Weighted Assets



Key Highlights

- Strong capitalization level - CAR (inclusive of CET1 capital of 21.56 %) of 23.60% as of 31 Mar 2024, well above the minimum regulatory requirements of 13.50% (including ICAAP buffer: 15.89%);
- As a Domestic Systemically Important Bank (DSIB), the Bank is required to maintain an additional buffer of 1.00% as of 31 Mar 2024;



Operating Segments

Operating Segments Q1 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



	Q1 2024	
	QAR mn	% of Total*
Total Assets	76,290	50.7%
Net operating income	446	51.7%
Segment profit	277	49.7%

Retail 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



	Q1 2024	
	QAR mn	% of Total*
Total Assets	21,610	14.4%
Net operating income	258	29.9%
Segment profit	169	30.4%

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 over 85,000 personal, business and premier customers and currently has branches strategically located across the UK



	Q1 2024	
	QAR mn	% of Total*
Total Assets	14,250	9.5%
Net operating income	74	8.6%
Segment profit	34	6.0%



Operating Segments Q1 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

	Q1 2024	
	QAR mn	% of Total*
Total Assets	37,896	25.2%
Net operating income	71	8.2%
Segment profit	68	12.1%

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 2024	
	QAR mn	% of Total*
Total Assets	277	0.2%
Net operating income	14	1.6%
Segment profit	10	1.8%

* Excluding unallocated and non-Sharia compliant assets, revenues and profit related to central functions, and non-core business functions, which accounted for 5.7% of total assets as at 31 Mar 24

Financial Statements

Financial Statements

Balance Sheet Q1-2024

QAR mn	Q1 2024	Q4 2023	Q1 2023
Cash and Balances with central banks	5,773	4,993	5,094
Due from Banks	3,536	5,663	3,358
Financing Assets	106,997	108,228	116,522
Investment Securities	36,640	38,599	30,300
Investment in Associates	370	349	319
Fixed assets	973	969	946
Intangible assets	1,536	1,565	1,650
Other assets	3,551	3,835	3,999
Total Assets	159,376	164,200	162,189
Due to banks	14,838	32,204	26,656
Customer current accounts	8,510	7,924	8,878
Sukuk Financing	5,202	5,236	7,913
Other Borrowings	5,135	4,586	4,939
Other liabilities	4,598	4,644	5,228
Total Liabilities	38,283	54,594	53,614
Quasi - Equity	96,820	84,799	84,810
Share Capital	9,300	9,300	9,300
Legal Reserve	9,644	9,644	9,644
Risk Reserve	2,662	2,662	2,399
Fair value reserve	44	41	24
Foreign currency translation reserve	(126)	(111)	(126)
Other reserves	153	153	141
Retained earnings	1,355	1,880	1,171
Total Equity Attributable to Equity Holders of the Bank	23,032	23,569	22,552
Non-Controlling interest	241	237	212
Instrument eligible as additional capital	1,000	1,000	1,000
Total Equity	24,273	24,806	23,764
Total Liabilities, Equity of Investment Account Holders and Equity	159,376	164,200	162,189

Financial Statements

Income statement Q1-2024

QAR mn	Q1 2024	Q1 2023
Net income from financing activities	1,837	1,702
Net income from investing activities	531	370
Finance expense	(394)	(514)
Total Net Income from Financing and Investing Activities, net of finance expense	1,975	1,558
Fee and commission income	103	116
Fee and commission expense	(34)	(26)
Net Fee and Commission Income	69	90
Net foreign exchange gain	52	50
Share of results of associates	33	13
Gain on sale of investment in an associate	-	17
Other income	19	11
Total Income, Net of finance expenses	2,148	1,738
Staff costs	(105)	(94)
Depreciation	(42)	(44)
Other expenses	(83)	(59)
Operating Expenses	(231)	(197)
Net (impairment losses) / reversal on due from banks	0	3
Net (impairment losses) / reversal on financing assets	(259)	(328)
Net (impairment losses) / reversal on investments	3	(8)
Net (impairment losses) / reversal on other balance sheet exposures	(6)	62
Profit for the Period before Net profit attributable to quasi -equity	1,656	1,269
Less: Net profit attributable to quasi-equity	(1,234)	(865)
Profit for the Period before Tax	422	404
Tax expense	(9)	(11)
Net Profit for the Year / Period	413	393
Net profit to equity holders (QAR mn)	406	385



مصرف الريان
MASRAF AL RAYAN

THANK YOU

