

# About Ahli Bank QSC

Ever since Ahli Bank QSC was founded in 1983, more than 30 years ago, we have stayed true to our traditional values – qualities that define who we are today.

Ahli Bank's vision is to be at the heart of the community and our goal is to give our customers banking services that are warm and personal as well as highly professional and efficient.

While it is important that we hold true to our traditional values, we also embrace change in its many forms. By adapting to change we have rapidly grown our client base and taken our business forward. We offer a broad range of products and services spanning corporate banking, retail banking, private banking wealth management, treasury and investments, and brokerage services.

Ahlibank's Corporate Social Responsibility (CSR) strategy is to be at the heart of the community.

We focus on supporting causes that matter to the communities throughout Qatar. Enriching the lives of Qatar's residents is of utmost importance to our staff and management. Through wide-ranging CSR activities, we demonstrate our dedication to people's welfare at home and abroad.

Ahlibank will continue to play a positive role in society. Our backing of diverse social, educational, cultural, health, and sporting activities in Qatar is ongoing and fundamental to our corporate values.

## Our Brand

We updated our brand in 2014 to symbolise the changes taking place at our bank.

Our new ownership structure and our partnership with Qatar Foundation mean that we are now a Qatari-owned bank with a 30-year history and a fresh approach to banking.

## Our vision

Our vision is simple and captures our ultimate goal: to be at the heart of the community.

## Our mission

We seek to achieve our mission by:

- Providing the right products for people in our community
- Being straightforward, approachable, and responsive
- Being actively involved with our community

## Our brand values

- Inspired
- Considered
- Engaged

**The most personal  
banking experience.**



## Key Milestones

- 1983 - Incorporated as part of CITI Group
- 1987 - Ahlibank starts operating as a standalone entity
- 2004 - Ahli United Bank (AUB) acquires a 40% stake through issue of new shares with a ten year Management Agreement
- 2008 - QIA announces 20% equity infusion in Qatar's listed banks based on December 2008 share capital
- 2011 - Ahli Brokerage Co is launched as a fully owned Licensed Brokerage House in Qatar Exchange
- 2012 - 20% Rights issue to Qatari Shareholders raising capital of QAR 448m
- 2013 - Qatar Foundation for Education, Science and Community Development acquired 29.4% stake in Ahlibank from AUB
- 2013 - New Strategic Plan is approved by the Board
- 2013 - New Organisation Structure in place to focus on business banking and strengthen corporate governance
- 2014 - New brand launched reflecting the identity of the bank: "at the heart of the community"
- 2014 - Increased long term funding – QAR 750m 5-year loan and US\$ 200m 3-year loan
- 2015 - Completed re-design of 6 branches and launched new products across business lines to enhance customer experience
- 2015 - Strengthened stable funding profile through additional medium term loans – US\$ 200m
- 2016 - Awarded debut Moody's Rating - A2/Prime-1 deposit ratings and a baa3 baseline credit assessment
- 2016 - Debut Bond Issue of US\$ 500m to the international debt capital market under Euro Medium Term Note (EMTN) program

## Major Shareholder & Percentages – June 2016

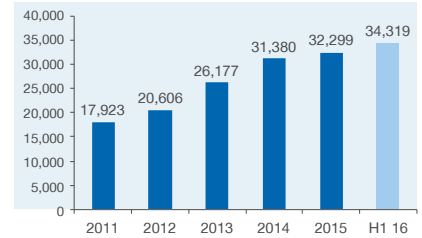
Name	Number of Shares	Nominal Value Holding (QAR)	Percentage
Qatari firms & individuals and Others (No shareholder owns more than 2% of the Bank capital)	101,007,410	1,010,074,100	52.94
Qatar Foundation for Education, Science and Community Development	56,124,568	561,245,680	29.41
Qatar Holding Company (Subsidiary of Qatar Investment Authority)	33,671,137	336,711,370	17.65
<b>Total</b>	<b>190,803,115</b>	<b>1,908,031,150</b>	<b>100.00</b>

## Financial Performance

**Net Profit**  
QAR Million



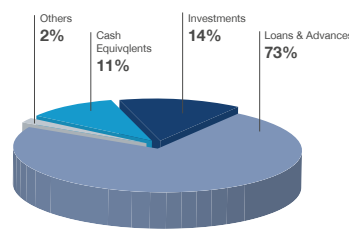
**Total Assets**  
QAR Million



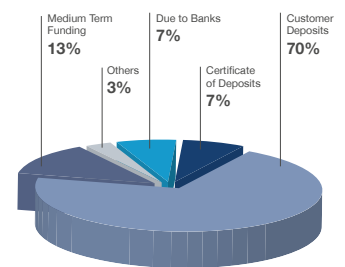
# H1 2016 Financial Highlights

- Ahlibank maintained its underlying performance during the first half of 2016 with a Net Profit of QR 332.7 million.
- The Bank's Balance Sheet has grown by 6.2% to QR 34,319 million since December 2015, with its Loans and Advances, growing by 4.2%, reflecting an improved market share.
- The bank has succeeded in increasing Customer Deposits, including Certificates of Deposits by 3.8% to QR 22,764 million over the past 6 months, at the same time continued to improve its deposits structure in order to provide funding stability in the balance sheet and diversification of investors.
- As a result, the bank's Stable Funding Ratio, which consists of medium term liabilities stood at 13.4% as of June 2016 as against 8.1% in December 2015.
- Ahlibank's Non-Performing Loans Ratio (NPL) stood at 1.04% as of June 2016 as against 1.24% in December 2015 and Provisions Coverage of 138%, indicating sound asset quality and risk based culture.
- The Bank's Cost to Income Ratio was contained at 31.2% for H1 2016, despite investments in bank's infrastructure over the last two years.
- Return on Average Equity (ROAE) was steady at 14.8% for H1 2016, notwithstanding the Bank's strong Capital Adequacy ratio of 15.1%.
- The Return on Average Assets (ROAA) was at 2.0%, reflecting the bank's emphasis on earnings over size.

**Asset Mix**

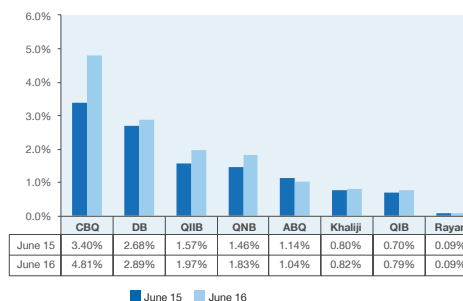


**Liability Mix**

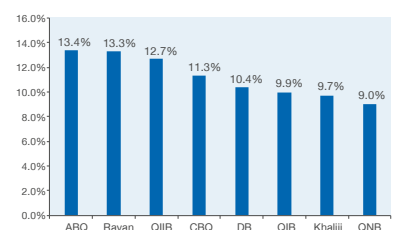


## Peer Comparison

**NPL Ratio**



**Equity as a % of Total Balance Sheet June 2016**



## KPI Trend

**RETURN ON EQUITY (%)**

	2014	2015	H1 2016
QNB	19.50	19.60	19.61
Rayan	18.94	18.34	18.08
QIIB	15.91	14.80	16.64
QIB	13.52	15.03	15.33
<b>ABQ</b>	<b>15.49</b>	<b>15.06</b>	<b>14.81</b>
DB	13.64	13.11	13.13
Khaliji	9.99	10.78	10.46
CBQ	12.19	8.85	5.57

**RETURN ON ASSETS (%)**

	2014	2015	H1 2016
Rayan	2.72	2.54	2.45
QIIB	2.29	2.03	2.15
<b>ABQ</b>	<b>2.15</b>	<b>2.06</b>	<b>2.00</b>
QNB	2.24	2.20	1.79
QIB	1.82	1.69	1.54
DB	1.75	1.50	1.39
Khaliji	1.21	1.15	1.05
CBQ	1.55	1.10	0.65

**COST TO INCOME (%)**

	2014	2015	H1 2016
Rayan	20.68	23.42	22.39
QIIB	24.19	25.40	23.32
<b>ABQ</b>	<b>30.00</b>	<b>29.02</b>	<b>31.16</b>
QIB	32.35	31.63	31.63
QNB	21.77	22.54	32.10
Khaliji	42.00	34.21	32.81
DB	37.24	39.17	40.31
CBQ	42.84	44.52	47.98

**MEDIUM TERM FUNDING (%)**

	2014	2015	H1 2016
CBQ	20.89	20.83	24.45
DB	8.02	13.55	15.89
<b>ABQ</b>	<b>6.10</b>	<b>8.06</b>	<b>13.36</b>
Khaliji	7.00	7.56	10.73
QNB	8.01	6.60	9.47
QIIB	7.70	7.27	6.90
QIB	6.65	6.64	6.25
Rayan	-	-	-

## Ratings Summary

Agency (Outlook)	Long Term Deposit Rating/ Long Term IDR	Short Term Rating/Short Term IDR	Baseline Credit Assessment/ Viability Rating/ Financial Strength	Support Rating	Support Rating Floor
Moody's (Stable)	A2	Prime 1	baa3		
Fitch (Stable)	A+	F1	bbb-	1	A+
Capital Intelligence (Stable)	A	A2	A-	1	

Moody's have assigned A2/Prime-1 deposit ratings to Ahlibank in February 2016. The credit rating reflects Ahlibank's strong asset quality metrics, sound capital and profitability metrics and Qatar's strong macro profile.

Fitch Ratings has upgraded Ahlibank's credit rating to A+ from A in March 2015. The rating catalysts are the bank's satisfactory liquidity, sound capitalisation and strong asset quality.

Capital Intelligence has affirmed Ahlibank's rating of A due to solid capital adequacy, very sound asset quality with low non-performing loan (NPL) ratio, strong gross income generation and return on average assets (ROAA) and a comfortable liquidity position supported by strong customer deposit growth.

## Senior Management Contact Details

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