



**EVER GROWING**







His Highness  
**Sheikh Tamim Bin Hamad Al-Thani**  
Heir Apparent



His Highness  
**Sheikh Hamad Bin Khalifa Al-Thani**  
Emir of the State of Qatar

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**H.E. Yousef Hussain Kamal**  
Chairman of the Board of Directors  
Member since 1988



**H.E. Sheikh Jassem Bin Abdulaziz Bin Jassem Bin Hamad Al-Thani**  
Member of the Executive Committee  
Member since 2004



**H.E. Sheikh Hamad Bin Jaber Bin Jassem Al-Thani**  
Member of the Executive and the Group Policies, Governance, Development & Remuneration Committees  
Member since 2004



**H.E. Sheikh Hamad Bin Abdullah Bin Khalifa Al-Thani**  
Member since 2007



**Mr. Ahmad Mohammed Ahmad Al-Sayed**  
Member of the Executive Committee  
Member since 2010



**Mr. Bader Abdullah Darwish Fakhro**  
Member of the Executive Committee  
Member since 2001



**Mr. Rashid Misfer Al-Hajri**  
Chairman of the Audit & Compliance Committee  
Member since 1998



**Mr. Ali Hussain Ali Al-Sada**  
Member of the Executive Committee  
Member since 1998



**Mr. Fahed Mohammed Fahed Buzwair**  
Chairman of the Group Policies, Governance, Development & Remuneration Committee  
Member of the Audit & Compliance Committee  
Member since 2001



**Mr. Mansoor Ebrahim Al-Mahmoud**  
Member of the Audit & Compliance Committee  
Member since 2004



# Chairman's Statement



On behalf of the Board of Directors, it gives me great pleasure to present QNB Group's Annual Report for 2010, a year that witnessed an outstanding performance in all business areas and strong financial results.

Qatar witnessed a number of significant events during 2010. The country celebrated the occasion of reaching, as per schedule, the targeted production capacity of 77 million tons of liquefied natural gas. This milestone will further strengthen the position of the State of Qatar among the top exporting countries in the world of this vital clean energy. At the same time, Qatar's economy continued its strong growth supported by the ongoing expansion in energy related projects and the vast investments undertaken for various developmental projects. Another significant event is the award of hosting the 2022 World Cup games, an event which we are proud of, which will certainly give momentum to the national economic growth in the near future, through the launch of new projects and acceleration of the ambitious developmental projects, which are already underway.

In line with our strategic aim to increase QNB Group's international presence, the Bank expanded its network in a number of countries in the region. The Bank also continued its efforts in offering new products and services including the offering of brokerage services, which will be introduced in early 2011. Currently, QNB Group is putting the final touches to its next five year strategic plan, through which we aspire, with the advent of a new decade, to achieve further success and to take the Bank forward to become the leading financial institution in the Middle East, Africa and South Asia.

During the last quarter of 2010, QNB Group entered, for the first time in its history, the international capital markets with the launch of its debut USD1.5 billion Reg S bond, the largest issue of its kind for financial institutions in emerging markets. This highly successful issue reflects investors' confidence in the strategic plans of QNB Group, the soundness of its financial standing and the strength of its performance.

In regard of the financial performance during 2010, I am pleased to report another year of strong growth with Net Profit increasing by 35.8% to QR5,704 million, the highest ever reached by QNB Group. Similarly, with the growth emanating from across all business lines, both locally and internationally, Total Assets increased by 24.6%, to reach QR223.4 billion, which is also the highest in the Bank's history.

As far as the dividend distribution for 2010 is concerned, with the aim of maximising shareholders' return in the long-term, the Board of Directors recommends to the General Assembly the distribution of a cash dividend of 50% of the nominal value of share capital, representing QR5 per share. The Board also recommends a bonus share issue of 30% of share capital, representing 3 shares for every 10 shares held.

In view of the ongoing expansion plans, both locally and internationally, and based on the strategic plans that aim to achieve further growth in QNB Group's operations and

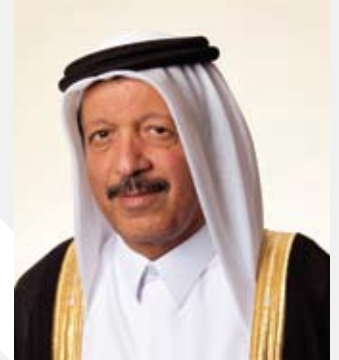
given the recommendation of a study undertaken by a specialised consulting firm, the Board of Directors recommends to the Extraordinary General Assembly to increase the Bank's capital after the bonus shares by 25% (1 share for every 4 shares) through a rights issue to be conducted during the second quarter of 2011, at a total price of QR100 per share which represents QR10 per share being the nominal share value and a premium of QR90 per share, with the total issuance covering all the Bank's shares at that date. This share capital increase would enable QNB Group to continue to meet regulatory requirements including the proposed Basel III along with maintaining the Bank's current high credit rating.

On behalf of the Board of Directors, I express our sincere gratitude and appreciation to His Highness the Emir, Sheikh Hamad Bin Khalifa Al-Thani and to His Highness the Heir Apparent, Sheikh Tamim Bin Hamad Al-Thani for their continued support and guidance.

The Board also expresses its gratitude to His Excellency Sheikh Hamad Bin Jassim Bin Jabor Al-Thani, the Prime Minister and Foreign Minister for his support and encouragement, and to Qatar Central Bank's Governor, His Excellency Sheikh Abdullah Bin Saud Al-Thani, for his efforts in promoting Qatar's banking sector.

I take this opportunity to thank the executive management and all staff of the Bank, in Qatar and abroad, for their sincere efforts, which were instrumental to the successes achieved by QNB Group.

Finally, I reassure the commitment of the Bank towards its customers and shareholders to achieve further successes in 2011 and in the coming years and to further strengthen the leading position of QNB Group in the Middle East, Africa and South Asia.



**Yousef Hussain Kamal**  
Chairman

**Yousef Hussain Kamal**  
Chairman



**Group Chief  
Executive Officer**

I am pleased to present highlights of the major achievements of QNB Group for 2010. In line with the Bank's strategic objectives, a number of achievements were successfully implemented during 2010 for QNB Group's domestic operations as well as the international expansion plans. This has resulted in the delivery of strong financial results along with maintaining the high quality of the loan portfolio, which is considered amongst the best in the region.

In regards of the international expansion plans, additional locations were established in Oman and Sudan whereby the number of branches in each country increased to three, in order to meet the increased level of activity. The presence in Syria also witnessed a significant increase as the number of branches of QNB Syria reached 15. The Syrian expansion was spread across a number of provinces and in the capital Damascus. Also, during the fourth quarter of 2010, QNB Group's stake in QNB Syria was increased to 50.8%, with an increase in its share capital to \$300 million, allowing an enhanced ability to capture the rising opportunities in the Syrian banking sector.

During 2010, a branch was also established in Nouakchott, the Mauritanian capital, while preparations are under way to establish two branches in Lebanon in early 2011 that will enhance the presence of QNB Group's in the Levant Region. With the entry into Lebanon, QNB Group's presence, along with its associates companies will increase to 24 countries around the world.

While the focus would remain on dealing with corporates and public institutions, the increased international network would allow for an enhanced offering of retail banking services, primarily targeting the upper retail segment through QNB First.

Despite the international expansion, the domestic market remains the most important in terms of overall activities, as the Bank continues to play a leading role in the financing of various projects for the private and public sectors, across the range of economic activities, benefiting from the expertise and market knowledge of the corporate team. The team's resources will be augmented during 2011 to capitalise on rising opportunities, as the outlook for growth of Qatar's economy continues to be bright.

During the year, a number of products and services were introduced to meet customers' needs including **eazypay**, Qatar's first mobile payment system, along with the introduction of a co-branded credit card with Qtel. With the addition of new locations, the Bank's domestic network of branches and offices increased to 59 locations, supported by over 170 ATMs.

QNB Group is a firm believer of the human capital as being a primary driver of success, and the Bank continues its efforts to attract and retain qualified staff for both business and support divisions, with a focus on elevating the capabilities of Qatari staff through dedicated training at the Bank's Training and Development Centre.

With the advent of a new decade, we look forward with confidence in our ability to record further success in 2011 and the subsequent years as the Bank is in the process of finalising a new strategic plan with the aim of further advancing QNB Group's position in the Middle East, Africa and South Asia.

I conclude by expressing my appreciation and gratitude to the Board of Directors for their continued support and I thank the Bank's executive management and all staff for their dedication and sincere efforts in implementing the Bank's strategic goals, domestically and internationally.



**Ali Shareef Al-Emadi**  
Group Chief Executive Officer

**Ali Shareef Al-Emadi**  
Group Chief Executive Officer





# Corporate Governance





The Board of Directors (BOD) sets the standard for a sound corporate governance framework for the entire QNB Group. Corporate Governance is a matter of vital importance and a fundamental part of the business practices of the Bank.

QNB Group is committed to applying the rules of sound corporate governance as an integral part of the Bank's culture in the conduct of its strategic and day-to-day activities. In addition to the enhancement of the corporate culture, QNB Group's corporate governance practices aim to improve its internal and external controls.

In 2010, QNB Group submitted its first Corporate Governance Report (CGR). In the future the CGR will be produced on a yearly basis, in accordance with Article 30 of the Corporate Governance Code by the Qatar Financial Market Authority (QFMA).

## **The QNB Group Corporate Governance Commitment**

QNB Group established an official corporate governance framework in 2007 and has recently adopted a comprehensive approach to cover all aspects of governance. The approach included nine interconnected phases that support a broad, cohesive and comprehensive corporate governance framework. It includes the adoption and implementation of a comprehensive set of policies and procedures, operational manuals, organisation charts and detailed job descriptions that clearly detail the

authorities, responsibilities, internal and external reporting requirements related to risk management; the mission and responsibilities of the BOD, and charters and terms of reference for all committees that report to the BOD, as well as the Group's Executive Committees.

## The Board of Directors

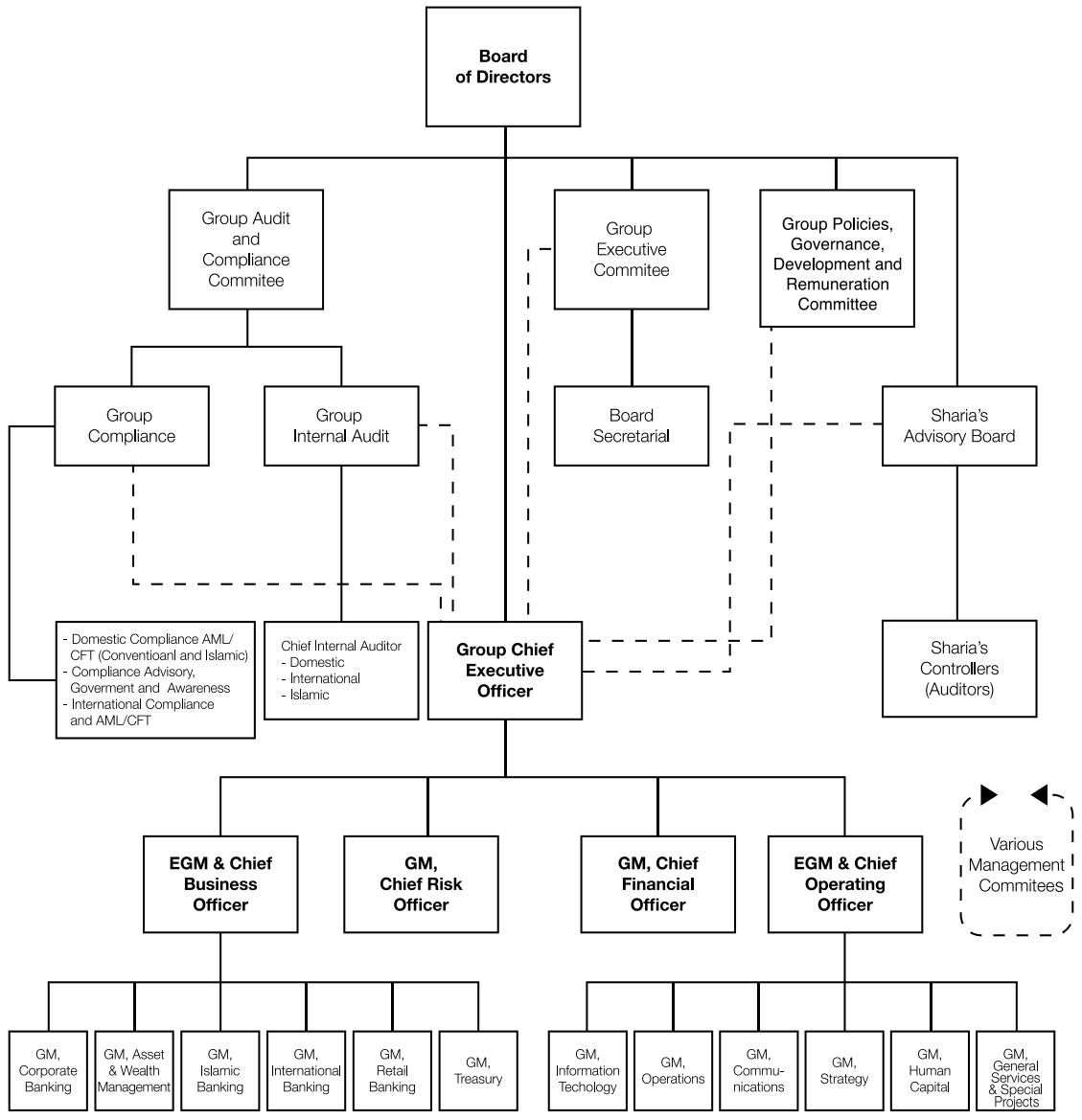
Providing overall strategic direction and oversight, the BOD reviews and approves all QNB credit and investment policies through agreed upon risk parameters and limits. Meeting, at minimum, six times a year, the BOD reviews and approves the annual budget and business plans, and all capital expenditures. The BOD regularly reviews achievements against the Group's strategy and dynamically modifies it, as required. It is also the BOD's responsibility to ensure the implementation of a control framework covering Internal Audit, Compliance, Risk Management and Financial Control.

## Board Composition

The ownership structure of QNB has been stable since its establishment in 1964. A 50% stake is held by the Government of the State of Qatar through its investment arm, Qatar Investment Authority (QIA), while the remaining 50% is held by the public. In turn, the ten-member BOD composition reflects this ownership structure with five members of the BOD, including the Chairman, representing QIA and the remaining five members representing the private sector elected by shareholders' at the General Assembly meeting.

In conformity with the QNB Group Articles of Association, the General Assembly was conducted on 7th of February, 2010 and the private sector members were elected for a three-year period ending in 2013. Following this meeting, new members from the private sector joined the BOD and the Qatar Investment Authority (QIA) appointed the other five members.

Of the ten-member BOD, all are Non-Executive, and six are Independent. No member holds a managerial position and in accordance with QFMA code, no board member holds a full-time job at the Bank.



## Board Committees

To appropriately manage its duties, the BOD is assisted by three specialised Committees that report directly to it and perform functions on its behalf to support efficient management practices. These Committees include:

- Group Executive Committee (GEC)
- Group Audit & Compliance Committee (GACC)
- Group Policies, Governance, Development & Remuneration Committee (GPGDRC)

Board of Directors		Board Committees		
		GEC <sup>α</sup>	GACC	GPGDRC <sup>^</sup>
<b>Chairman</b>	H.E. Yousef Hussain Kamal*			
<b>Members</b>	H.E. Sheikh Jassem Bin Abdulaziz Bin Jassem Bin Hamad Al-Thani**	X		
	H.E. Sheikh Hamad Bin Jaber Bin Jassem Al-Thani*	X		X
	H.E. Sheikh Hamad Bin Abdullah Bin Khalifa Al-Thani**			
	Mr. Ahmad Mohammed Ahmad Al Sayed*	X		
	Mr. Bader Abdullah Darwish Fakhroo**	X		
	Mr. Rashid Misfer Al-Hajri*		X	
	Mr. Ali Hussain Ali Al-Sada**	X		
	Mr. Fahed Mohammed Fahed Buzwair**		X	X
	Mr. Mansoor Ebrahim Al-Mahmoud*		X	

\* Representing Qatar Investment Authority.

\*\* Elected by shareholders.

α The Group Chief Executive Officer attends meetings without voting powers.

^ The Group Chief Executive Officer is a member of the Committee.

## **Group Executive Committee**

The Group Executive Committee (GEC) is composed of five Board members, with the Group Chief Executive Officer (GCEO) attending all meetings, without voting powers. The GEC reviews overall credit and investment exposures and approves credit facilities above the authorised limit set for management, up to the committee's limit as delegated by the BOD. The committee reviews, on a quarterly basis, the status of litigation matters and recommends action to be taken on impaired loans. The committee also oversees and approves corporate social responsibility expenditures.

## **Group Audit and Compliance Committee**

The Group Audit and Compliance Committee (GACC) reviews a number of major areas including Financial Statements, Internal Control, Internal Audit, External Audit, Compliance and Reporting Responsibilities. The committee also verifies the effectiveness of controls to combat money laundering, terrorist financing activities and reviews other activities as required by the BOD.

The committee reviews significant accounting and reporting issues, including complex or unusual transactions, in light of regulatory directives and professional pronouncements and correlates their impact on the financial statements of the QNB Group. For the purposes of compliance with QNB Group transparency and corporate governance regulations, the Internal Audit and Compliance function fall under and report directly to the GACC, with the Chiefs of both the Audit and the Compliance providing reports to the committee on a quarterly basis and as needed.

## Group Policies, Governance, Development & Remuneration Committee

The Group Policies, Governance, Development & Remuneration Committee (GPGDRC) develops QNB Group's long-term strategy. It ensures the annual business plan and budget are in line with the long-term strategy, and monitors quarterly performance. The committee is entrusted with the development of the Corporate Social Responsibility Strategy, along with the Group's marketing and communication plans.

Periodically, the GPGDRC reviews and assesses changes in local and international corporate governance practices and recommends improvements to the BOD. The committee also reviews and approves group-wide policies prior to final approval by the BOD. The GPGDRC also develops QNB Group's remuneration guidelines and BOD and Executive Management remuneration policy. The committee also ensures that the remuneration framework aligns with the remuneration policy and BOD guidelines.

### Meetings for BOD and Board Committees

The Board of Directors' meetings are held regularly, according to QNB Group Articles of Association, at least six times a year. Meetings may be held at the request of the Chairman of the BOD or based on a request of two of its members. The BOD met seven times during 2010, with the Chairman of the BOD attending and presiding at all meetings. The number of meetings held by the Board and its Committees is detailed below.

Board and Board Committees	Number of Meetings during 2010
Board of Directors	7
Group Executive Committee	6
Group Audit and Compliance Committee	9
Group Policies, Governance, Development & Remuneration Committee	4

## Segregation of Duties

A balance between the roles and responsibilities of the BOD and Management is achieved through duty segregation. The BOD provides overall strategic direction and oversight through the review and approval of major strategic initiatives, policies and objectives while day-to-day management of QNB Group is entrusted to the Group Chief Executive Officer (GCEO).

## Senior Management Team

A seasoned and experienced executive management team supports the GCEO. Reporting directly to the GCEO are four senior executives: the Executive General Manager - Chief Business Officer (EGM - CBO), Executive General Manager - Chief Operating Officer (EGM - COO), General Manager - Chief Risk Officer (GM - CRO), and General Manager - Chief Financial Officer (GM - CFO). Two other members of the senior management team have a matrixed reporting line to the GCEO including the Group Compliance Officer and the Group Chief Executive Audit.

## Bank Committees

The GCEO relies on a number of multi-functional internal committees in the execution of its functions. Committee meetings are authenticated if a quorum, including the chairman of the committee or his deputy, is attained. Absent members must nominate a representative to attend on their behalf.

Where majority rules are the norm for decisions, the vote of the chairman of the committee prevails in case of a tie, with the exception of the Group's Credit Committee where unanimous decisions are required, and any suggestion that is not approved by all members is denied.

All committees have a dedicated Secretary and each committee has a set minimum of meetings to be held during the year. Officers from concerned departments may be invited to attend meetings. Based on the corporate governance approach that the QNB Group has been implementing since 2007, nine specialised management committees were formed as detailed below:

- Group Risk Committee (GRC)
- Group Credit Committee (GCC)
- Group Assets and Liability Committee (ALCO)

- Group Strategy Committee (GSC)
- Group Information Technology Committee (GITC)
- Group Business Development Committee (GBDC)
- Group Operations and Services Committee (GOSC)
- Group Human Capital Committee (GHCC)
- Centralised Purchasing Committee (CPC)

## Committee membership and meetings held during 2010

	GRC	GCC	ALCO	GSC	GITC	GBDC	GOSC	GHCC	CPC
GCEO	√	√	√	√					√
EGM - CBO	±	±	±	*	±	√	±	±	±
EGM - COO	±			±	√	±	√	√	±
GM – CRO	*	*	±	±	±		±	±	
GM – CFO	±		*	±		±			*
Group Compliance officer	⊖								⊖
Group Chief Executive Audit	⊖								⊖
GM -Communications						±			
GM – Corporate Banking		±		̄		*			
GM - General Services & Special Projects				̄	±	±	*		±
GM - Human Capital				̄				*	
GM – IT					*		±		
GM – International Banking		±		̄	±	±	±	±	
GM – QNB Al Islami				̄	±	±			
GM – Retail Banking				̄		±	±	±	
GM - Strategy				±		±		±	
GM - Treasury			±	̄		±			
AGM - Credit	±	±							
Number of meetings during the year	5	38	11	6	4	10	6	5	^

√ Chairman

\* Vice Chairman

± Member

⊖ Observer

̄ Invited

^ Due to business requirements, the committees' decisions are taken by circulation.

In addition to the above listed members, several committees include a number of management team representatives as either members or observers.



## **Group Risk Committee**

The Group Risk Committee (GRC) establishes, implements and monitors QNB Group risk management strategy and defines risk policies. It reviews the processes and control framework for the management of risks and defines related roles and responsibilities across the QNB Group. The committee also monitors risk management activities on all fronts: operational, credit, market, strategic, legal and reputational.

The committee reviews compliance with policies and procedures, audit recommendations, regulatory requirements by Qatar Central Bank and other regulatory bodies, including anti money laundering requirements. It also implements and manages the Crisis Management Plan and framework and provides strategic direction during a crisis, including the management of external communications - liaising with media, regulatory authorities, emergency services and government agencies.

## **Group Credit Committee**

The Group Credit Committee (GCC) reviews, recommends, and when approved, implements credit policies and procedures relating to all corporate, financial institutions and retail assets across the Group. The committee also reviews and recommends investment strategy, policies and procedures to the GEC and BOD.

The committee reviews the delegated authorities and recommends amendments to the Board of Directors where appropriate. It also escalates decisions that exceed its authority to the GEC of the BOD credit facilities.

The committee also reviews and approves investment products across the Group and acceptable brokers/dealers and custodians as counterparties. It also dynamically monitors and reviews the performance of approved investments. In addition, the committee monitors and reviews country risk exposures, for compliance with the approved investment limits and ratios. The committee also provides investment and credit risk reports to the Board, as and when required.

## Group Asset and Liability Committee

The Group Asset and Liability Committee (ALCO) reviews and recommends the strategy, policies and procedures related to Asset Liability Management across the Group. It specifically monitors and reviews Treasury performance and products, including banking and trading book portfolios; and all risks associated with interest rate movements, liquidity and foreign exchange. The committee also monitors compliance with fiduciary limits and ratios.

The committee oversees inter-group transfer pricing policy for cost of funds allocation within the Management Information System. It also monitors monthly financial performance and budget targets and market share targets against performance.

## Group Strategy Committee

The Group Strategy Committee (GSC) develops the Group's five-year strategy for approval by the BOD, and makes recommendations for adjustments as needed. In line with the five-year strategy, the committee develops the annual business plan and budget for the QNB Group and monitors performance against it on a quarterly basis. The GSC monitors and analyses market movement developments and competitive positioning, quantitatively and qualitatively, against peers in the Middle East and North Africa region.

## Group Information Technology Committee

The Group Information Technology Committee (GITC) is responsible for establishing IT standards across QNB Group and aligning all IT activities to meet business plans and objectives. The committee also formulates and monitors the implementation of the annual IT strategy across the Group, including capital and operating expenditure budgets assigned to IT projects and services. It also prioritises the management of IT projects and monitors project implementation. In addition, this committee sets, monitors and reports on all aspects related to technology key performance indicators (KPIs) and key risk indicators (KRIs). The committee also makes relevant recommendations for enhancing the value and contribution of the Group's information systems, as appropriate.

## **Group Business Development Committee**

The Group Business Development Committee (GBDC) formulates the implementation framework for realising expansion plans and aligns the required regulatory, business, support and marketing resources. The committee develops a five-year international expansion plan in line with QNB Group's five-year strategy, along with developing the Islamic Banking Strategy in conformity with QNB Group's five-year strategy. It also reviews mergers and acquisitions to implement appropriate integration standards across QNB Group business and support functions.

The GBDC reviews competitor products and services and recommends business plan amendments as needed. It also reviews regulatory developments and their impact on business strategy and products. It is also the committee's responsibility to review and recommend marketing plans and branding opportunities, as well as participation in events to ensure maximum benefit from staff and management engagement.

## **Group Operations and Services Committee**

The Group Operations and Services Committee (GPSC) conducts regular reviews of banking operational services, transactions monitoring, procedures execution and improvements, operational efficiencies, premises and facilities projects, insurance and back-office centralisation initiatives and ensures follow-up actions as needed. The GIC aligns all operational activities with QNB Group's vision, mission and business plans. It conducts regular re-engineering projects to support continuous process and service improvement.

The committee prioritises the management of relevant projects and manages QNB Group real estate interests. It reviews and monitors branch, office and ATM expansions across the Group. It also defines and monitors the implementation of security and safety standards across the Group. The committee also monitors the implementation of branding standards and capital expenditures.

## Group Human Capital Committee

The Group Human Capital Committee (GHCC) manages all human capital matters across the Group, including manpower planning, recruitment, job evaluations, promotions, disciplinary actions, compensation and benefits review. The committee also manages the integrated performance management and development, learning and development initiatives, staff rewards and recognition, and the implementation of staff suggestion schemes. The committee regularly reviews Human Resources policies and recommends changes, as needed and deals with the fulfillment of the nationalisation programme objectives.

## Centralised Purchasing Committee

The Centralised Purchasing Committee (CPC) ensures compliance with Tenders and Auction Policy directives, and manages relevant contractual relations. It reviews and approves procedures for purchases and auctions, along with the formation of Auction working groups to oversee bid openings, selection and evaluation.

The committee also reviews and approves acceptable vendors for products and services and the awarding of tenders and auctions. It has the authority to form sub-committees in other jurisdictions where required.

In addition to the above listed committees, there is a Crisis Management Committee (CMC) presided by the GCEO with the GM - CRO serving as Vice Chairman that includes members from the various divisions. The CMC addresses issues that may affect QNB Group's reputation, customer trust, financial matters, and potential operational failures in pre-set scenarios.



## Group Risk

Risk management is exercised at all levels of QNB Group, including the BOD, Board Committees, senior management team and through various management committees. A comprehensive, centralised and proactive risk approach effectively minimises exposure on all fronts.

### Centralised risk management operations

Using a centralised four-point risk management module, QNB Group effectively mitigates credit, market, liquidity risks, as well as operational and business continuity risks, balanced against business growth.

The success of the Group's risk management framework can be largely attributed to pre-defined roles and responsibilities related to risk management at all levels. In addition, a number of committees focus on managing risk through a range of activities with the Group Audit and Compliance Committee (GACC), the Management Credit Committee and the Group Asset Liability Committee (ALCO) assuming lead roles in this regard.

## Conservative credit policy

The rigorous application of credit threshold levels complements a tight credit approval process. Historically, QNB Group has implemented a conservative credit policy to ensure full understanding of potential risks, adequate checks and balances, and an appropriate diversification of risk through a diverse product range and customer base, and a wide geographic and industrial spread. This approach, coupled with periodic stress testing and scenario analysis and an appetite to proactively manage all risks continues to yield positive results.

## Improved liquidity ratios

Over the past year QNB Group continued to successfully improve its liquidity ratios through its diversified approach to liquidity sources, which is fuelled by its international expansion activities.

QNB Group's international operations continue to expand, demonstrating a sound approach to liquidity source diversification. Additionally, the Group continues to maintain a capital adequacy ratio well above the minimum accepted ratio set by Qatar Central Bank and Basel Committee banking supervision requirements.

## Implementation of Enterprise-wide Risk Management System

The ongoing implementation of an Enterprise-wide Risk Management (ERM) system provides QNB Group with a stronger, granular MIS tool, improved limit and threshold controls and better portfolio management, economic capital calculation and regulatory reporting capabilities.

## Tight control over operational risks

To minimise potential losses from operational risks, QNB Group has developed and implemented policies and procedures to methodically identify, assess, control, manage and report system vulnerabilities. Controls include effective duty segregation, access limits, effective authorisation and reconciliation procedures, and ongoing staff education and assessment processes. In addition, sophisticated software has been deployed to manage all risk indicators, including database risk and loss events. The enhanced system is expected to be fully implemented by June 2011.

The Group also works with a world-class European-based IT security firm to implement Payment Card International (PCI) standards and potential website fraud is monitored on a 24/7 basis by a leading international specialist.

## Group Compliance

QNB Group compliance team reports directly to the Group Audit and Compliance Committee (GACC). The Bank's governance structure ensures it benefits extensively from the expert advice and support of Group Compliance to ensure all areas of QNB Group domestic and international operations are in full compliance with relevant local and international jurisdictional and statutory requirements. These include, but are not limited to, the Organisation for Economic Co-operation and Development (OECD) on corporate governance principles, Basel Committee on compliance requirements and Financial Action Task Force (FATF) recommendations on Anti-Money Laundering and Counter-Terrorist Financing (AML/CTF).

### Broadened scope

Over the past year, the Group Compliance team has played an active role in updating policies, codes and terms of reference for the Board of Directors and committees reporting to the Board to ensure full compliance with Qatar Central Bank (QCB) and Qatar Financial Markets Authority (QFMA) requirements. In addition, for the first time, a comprehensive corporate governance annual report was submitted to QFMA in August 2010, as required. The team's scope of responsibility was also broadened to oversee compliance with Qatar Financial Centre (QFC) regulatory authority requirements as they relate to QNB Capital's operations.

### Strengthening QNB's capacity for combating money laundering

In March 2010, the State of Qatar introduced a new law (Law No. 4 of 2010) in response to its related region's Financial Action Task Force (FATF) evaluation. QNB Group Compliance Division provided a thorough analysis of the new law's impact on the Bank's operations; additionally, the compliance team updated the policies, procedures and processes related to AML/CTF activities, including enhanced monitoring of transaction processing.

The compliance team also provided regular staff training sessions to ensure a sound understanding of the new law's implications on activities, including hosting an AML/CTF workshop in coordination with the Financial Information Unit (FIU) and the National Anti-Money Laundering and Counter-terrorism financing Committee (NAMLC) that attracted more than 150 participants representing various local banks, exchange companies and government institutions. This was complemented by the publication of an AML/CTF staff awareness guide in August 2010.

Additionally, the compliance team coordinated the implementation of a new filtering application in all domestic, overseas branches and subsidiaries, enabling the Bank to detect transactions conducted by suspicious individuals. 2010 also witnessed the debut of quarterly reports on daily and monthly transactions in its domestic operations using leading on-line global systems. This move further enhanced the Bank's ability to detect unusual activity warranting further investigation.

### **Providing sound advice to management**

Over the course of the year, the team produced several reports detailing implications of new laws and regulations that had impacts on QNB Group operations, ensuring appropriate actions were undertaken to fulfill compliance with all relevant local, regional and international jurisdictional environments. By adopting an "added value philosophy" the compliance team responded to a range of Group inquiries seeking clarification on applicable regulations and standards and continued to provide a wide range of advisory services, including studies, comments, suggestions, recommendations and appropriate reviews.

### **Enhanced compliance monitoring of overseas operations**

QNB Group's continued international expansion was accompanied by increased demand for support regarding compliance matters on the international front. In response, the compliance team supported overseas operations in developing and maintaining good working relationships with regulators along with highlighting the key regulatory requirements of the countries where QNB Group operates. Along with the expanded international operations over the past year, new and more sophisticated tools and approaches to assess and monitor compliance were introduced.

To ensure appropriate independence while maintaining an effective reporting structure, a reporting framework that clearly established the roles and responsibilities of each overseas operation with regard to compliance matters was also developed and implemented, enhancing cross-communication between all overseas operations and QNB Group's headquarters.

In addition, the compliance team initiated a new high-level delivery service, providing quarterly compliance studies and analyses that categorise risk levels for a wide range of banking sector components in the countries in which QNB Group is operating or exploring.

### **Supporting staff development**

Group Compliance offered face-to-face training, which updated employees on compliance issues and the AML/CTF requirements, to 460 staff members. In May 2010, an e-learning module on global compliance and AML was launched. More than 300 senior staff across QNB Group local and overseas branches and subsidiaries participated in the course.





Further, aiming to maintain highly qualified staff with a wide breadth of knowledge and experience, Group Compliance enabled two staff to complete the International Compliance Officer certification process and supported others who participated independently in courses related to their line of work.

### **Enhancing transparency**

QNB Group is committed to implementing the highest level of transparency, integrity and accountability standards. The careful monitoring of compliance issues is complemented by the implementation of a robust whistle-blowing policy that encourages employees to disclose misconduct and wrongdoings, without fear of reprisal.

### **Restructured to enhance effectiveness**

To keep pace with QNB Group expectations in terms of service excellence and timely and effective business support, during 2010 Group Compliance undertook an extensive restructuring, expanding its sphere of operations and specialisation. Its new three-pronged approach provides dedicated support related to:

- domestic compliance, including AML/CTF matters for both conventional and Islamic activities;
- international compliance, including AML/CTF issues and compliance related to regulators; and
- advisory services related to corporate governance enhancement and general awareness on relevant banking compliance issues.

## Group Internal Audit

Throughout 2010 QNB Group Internal Audit Department (GIAD) continued to adapt its audit methodology to respond effectively to the Group's business expansion in various jurisdictions and to conduct planned and unplanned internal audit engagements to recommend changes that enhance governance, risk management, internal controls and compliance.

### Proactive review of overseas operations

QNB Group's Chief Audit Executive continued visits to new branches and subsidiaries to introduce and orient them to the Group's audit functions and expectations. In 2010, operations in Syria (QNB Syria) and Switzerland (QNB Switzerland) benefited from this proactive review process.

The preliminary reviews promote a proactive risk management approach, enabling GIAD to review start-up operations; examine and evaluate corporate governance compliance; review main regulatory requirements and ensure existence of appropriate internal controls. They also facilitate implementation of group-wide policies and procedures at the overseas branches and subsidiaries.

### Regular site visits

Preliminary reviews are complemented by an extensive calendar of regular site visits across all operations. Subsidiaries also benefit from an annual GIAD visit. Every overseas branch operation is subject to an annual visit, while local branches are subject to audits in conformity with an audit frequency and cycle determined as per GIAD standards. While QNB Group has no direct audit responsibilities for affiliates, visits conducted on an invitation basis provide opportunities to share ideas and approaches.

### Internal restructuring contributed to enhanced efficiencies

In September 2010, an internal restructuring of the GIAD was implemented, enhancing its focus on the Group's key business lines. The new structure comprises three Chief Internal Auditor functions, one to cover Islamic business and operations, another to cover domestic business and operations and a third to cover international business. Recognising resource implications it was determined that the three chief auditors would collectively lead the Senior Principal Specialists assigned to the respective key business activities. This approach supports flexibility and cross-training opportunities through which the entire Group will benefit.

### **New reporting framework to guide overseas audit activities**

In October 2010, the BOD approved a new framework outlining the reporting relationship between subsidiary internal audit and GIAD. The framework ensures effective communication throughout QNB Group concerning the internal audit function and enhances its governance and risk management framework by escalating the response to any critical business or operational issues, in any jurisdiction of the Group's activity, to the Group Audit and Compliance Committee.

### **QNB sponsorship of National Internal Auditors' Conference**

QNB continued to play a leadership role in raising awareness and support for effective auditing processes through its sponsorship of the second National Internal Auditors' Conference of the Institute of Internal Auditors (IIA). This conference was held in Doha in May 2010, the event attracted more than 100 participants.

Maximising the professionalism of its audit team is a priority for QNB. In 2010, its auditors attended two courses: one on Auditing and Preventing Financial Crime, held in June and another focusing on Value for Money and Performance Auditing, held in November.

### **Expanded audit support for retail banking division**

Operationally, the audit team supports branch managers by routinely analysing audit reports and identifying areas of vulnerability. In 2010, this process was further expanded to working collaboratively with the retail banking division to implement a self-assessment checklist that enables staff to avoid common oversights and promote flawless processes. The process has proved to successfully minimise routine errors and will be expanded to develop appropriate training tools for branch staff in the future. GIAD also provided valuable input on internal controls, processes and service quality of retail and operations, and advice on how to enrich the Bank's training curriculum and development plans so that appropriate preventive focus is brought to bear on the risks faced by QNB Group.

## Communications with Stakeholders and Investors

Transparency and full disclosure are the cornerstones of QNB Group Communications efforts. The Board values clear, comprehensive and timely communications with shareholders and stakeholders. This is achieved through interim financial updates and its annual report. All financial results and disclosures comply with generally accepted international accounting standards and regulatory requirements.

At the General Assembly meetings, the Chairman of the BOD presents shareholders' with detailed information and data on the Bank's performance and its achievements during prior the year, along with an outline of the major business plans and objectives for the current year.

Given the increasing coverage of QNB Group by leading regional and international investment banks and financial institutions, a dedicated senior management team from Financial Control and Strategy held numerous meetings with analysts during 2010. Also, the investors' community at large was kept abreast of new developments, strategic initiatives and the Bank's financial performance through meetings held in Doha and at selected conferences in the region and in key international financial centres.

Further, QNB Group keeps the Qatar Exchange, Qatar Financial Market Authority and Qatar Central Bank and other regulatory bodies overseas updated on matters and developments that may affect share price performance.

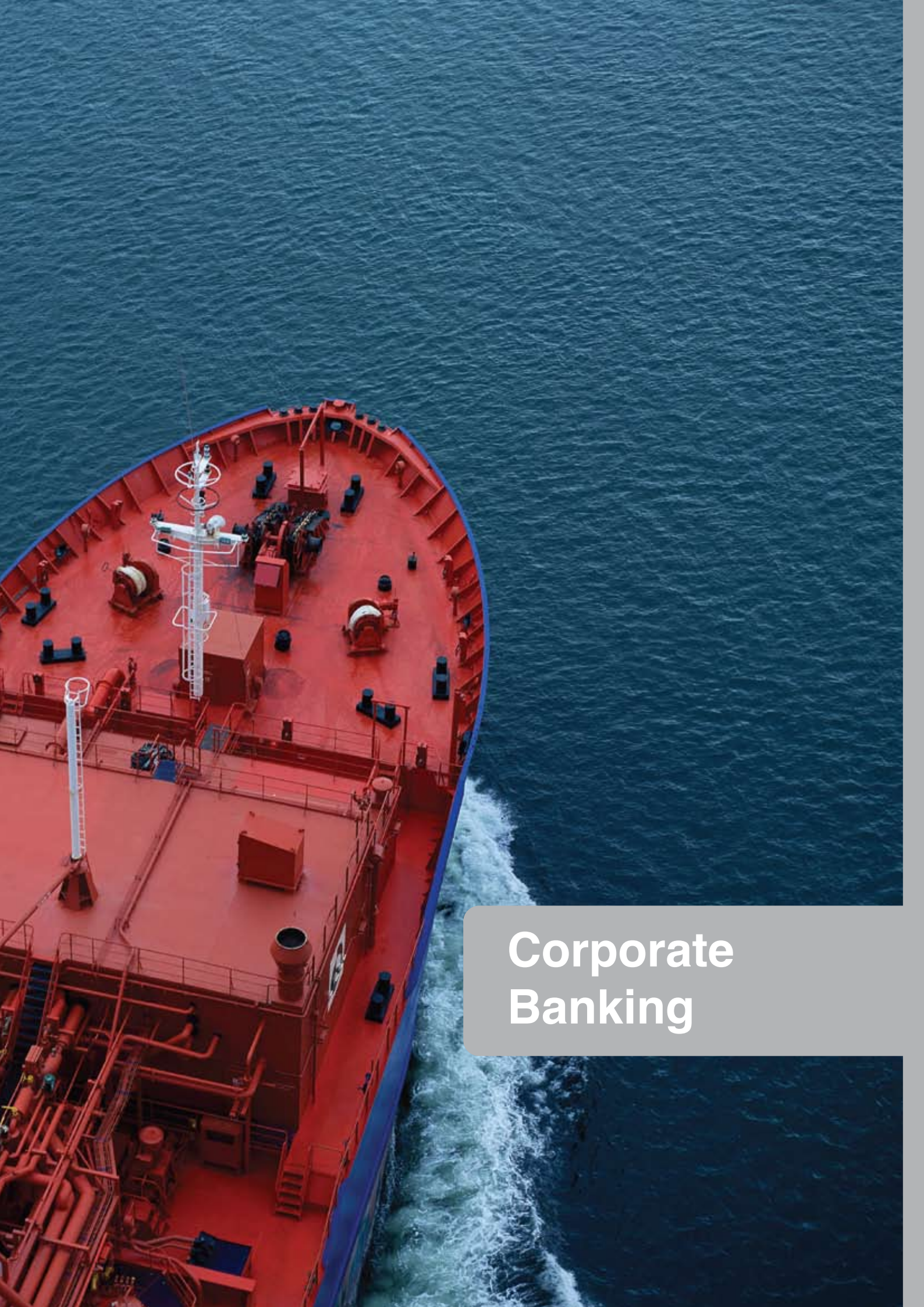
## Commitment to the Community

QNB Group is committed to supporting the communities in which it operates. As part of the Bank's Corporate Social Responsibility framework, generous financial support is provided in six key areas. These include Health & Environment, Arts & Culture, Sports, Social & Humanitarian, Youth Welfare & Education and Economic & International Affairs.

QNB Group's fourth annual Corporate Social Responsibility Report, issued as a companion to the 2010 Annual Report, provides additional details on the Group's Corporate Social Responsibility, activities and aspirations.







# Corporate Banking



QNB continued to play a leading role in facilitating the financing of a range of major development projects in Qatar over the past year for both the private and public sectors, and across a range of economic activities.

### **Financing major development and infrastructure projects**

The Bank served as Mandated Lead Arranger, Coordinating Bank, Documentation, Facility and Security Agent in February 2010 for a USD 275 million cross-border GCC shipping finance facility enabling United Arab Shipping Company to finance the construction of three container vessels equipped with the latest technology to reduce carbon dioxide emissions. The Bank's outstanding work on this transaction earned it Seatrade's Ship Finance Award, presented in November 2010 at its Middle East and Indian Subcontinent awards gala.

Meanwhile, demand for QNB's financial advice and support from large corporations continued at a healthy pace during 2010, with QNB coordinating a USD 151 million bilateral term facility for Wi-Tribe Ltd. It also issued a USD 288 million standby letter of credit facility for Qatar Gas Transport Company (Nakilat).

## **Outstanding performance by financial institutions department**

Income generated by the Bank's Financial Institutions Department more than doubled during the year, as compared to the same period in 2009, a growth driven largely by commission charges from trade instruments and bank guarantee activities.

A proactive risk management approach to regional trade opportunities coupled with increased focus on QNB operations in new geographic locations proved effective, with the implementation of a strategy focusing on capturing major trade flows both locally and regionally and leveraging synergies generated by overseas branches.

## **Fueling growth of SMEs in Qatar**

In a bid to support Qatar's vision to broaden the country's small and medium enterprise (SME) sector, in October 2010, QNB Group entered into a management contract arrangement with the Qatar Development Bank to introduce Al Dhameen, a new product to improve access to financing for SMEs. The arrangement will offer start-up companies in key segments, including tourism, education, retailing, manufacturing, healthcare and business-related construction access to guaranteed and competitively priced loans. The new product, which offers support to both new start-ups and existing SMEs eager to expand, is expected to support 50 to 100 new clients in 2011.





## Promoting E-channels

Recognising the convenience online transaction access offers to SMEs, during 2010, QNB Group corporate team focused on continuing to expand and enhance its e-services to this market segment. Through its e-government services, it links corporate accounts directly to government agencies to facilitate easy government fee payments.

The launch of an 'e-advice' product in the first quarter of 2010 proved popular among government entities and many major corporations. Clients report that the issuing of electronic deposit advice slips offers timely reports that contribute to improved transaction efficiencies.

Meanwhile, the number of entities transferring funds online through **eazyinternet** and S@hl e-banking continued to grow and, at the end of 2010, more than 80 per cent of corporate clients were using the online services. The Bank will focus on further enhancing S@hl in 2011, providing clients with the option of accessing SWIFT directly or through QNB's system, the latter serving to complement the status quo.

The introduction of Cash Deposit Cards, to complement credit cards and e-cards, saved both time and effort for SME clients that deposit small amounts of cash frequently, a step that reduced overhead costs which was appreciated by clients. Through e-statement, Qatar residents using services provided by Kahramaa and Qtel, can view and pay statements through the Internet at their leisure. In the fourth quarter, QNB Group worked with Vodafone, enabling it to join the ranks that provide Internet payment options to clients.

## Dividend distribution support

QNB's dividend distribution service continued to grow in popularity among major Qatar-based entities in 2010, with this service extended to support Qatar Gas Transport Company (Nakilat) and Qtel.

## Region's leading SWIFT-MACUG service provider

During 2010, QNB's SWIFT-MACUG transaction volumes reached an all-time high totaling roughly USD8.2 billion annually, or USD683 million monthly. QNB continues to boast the Middle East North Africa (MENA) region's highest number of companies using SWIFT-MACUG services, and the transaction volume of transfers alone witnessed a dramatic increase in excess of 100 per cent within the past year.

QNB is committed to customising its technological offerings for clients with high transaction volumes. By the end of 2010, it offered six SWIFT service options as compared to two in 2009.

### **New automated transfer service introduced**

QNB was the first bank to implement Qatar Central Bank's Qatar Automation Transfer Clearing House (QATCH) in July 2010. The new system accommodates automated salary and Qatari Riyal payment transfers between local banks.

### **Improving access to corporate services**

Since the opening of the Ain Khaled dedicated corporate service branch in the second quarter of 2009, more than 350 corporate accounts have been opened, demonstrating the popularity of this approach.







# Retail Banking



QNB Group focused on further enhancing the customer experience over the past year, through expanded access, enhanced eService offerings and the implementation of new approaches that improved efficiencies. These efforts were complemented by the introduction of innovative new products and promotions designed to improve customer satisfaction and loyalty.

### **Expanded branch network**

QNB boasts the largest branch and office network in Qatar and during 2010 Retail Banking increased its footprint across all channels, expanding its ground network to 43 branches and offices, including three mobile branches and an automated teller machine (ATM) network of more than 170 ATMs strategically located throughout the country. It opened two new branches in Al Khraitiyat and Villaggio and two new offices, one on the Qatar Science and Technology Park (QSTP) campus and a second at Katara in the Culture Village, and renovated eight existing branches. In addition, a second dedicated QNB First Branch was opened at West Bay.

## Enhanced eServices

Strategic alliances with Qtel, Vodafone, Themar and Kahramaa enabled the Bank to further enhance its E-channel offerings in 2010. In addition, the migration of transactions from Branches to eServices significantly increased. Further, in collaboration with various strategic partners, including Aramex, Vodafone and Qtel, many value-added promotions were successfully launched throughout 2010.

In the second quarter, QNB launched the country's first mobile banking application for BlackBerry users, providing a fast and secure banking option for clients on the go. In addition, **eazypay**, Qatar's first mobile-to-mobile payment system was launched in the third quarter of 2010. This innovative real-time payment system enabled retail customers to transfer funds to friends and family using their mobile phones.

## Focusing on service quality

In pursuit of its ongoing commitment to service excellence, QNB Group focused on further enhancing its customer service levels across all channels and touch points resulting in a sharp drop in customer complaints. The turnaround time for customer complaint resolution was also significantly improved. In addition, call center services were expanded to include dedicated customer care support for "QNB First" and "Point of Sale – Merchants".

## Launch of vehicle finance centre

To offer a one-stop solution for vehicle financing needs of QNB Group and QNB Al Islami customers, a new Vehicle Finance Centre was launched in October. Bringing Retail Sales, Operations and Credit teams together under one roof, effected a remarkable improvement in turnaround times for all services offered and supported the delivery of best-in-market processing time for new loan applications.



## **New Products and Services**

### **QNB First**

QNB enhanced its Priority Banking service “QNB First” with new service upgrades in October 2010. Customers benefited from preferential tariffs and charges and access to a dedicated Member Care Center that offers a complete range of '24/7' phone banking services.

Following programme enrollment, every member is assigned a dedicated Customer Relationship Executive and receives a World MasterCard credit card, which in addition to its prestige and inclusive lifestyle benefits, awards the highest proportion of Qmiles on spend.

In response to demand for this service among high-net worth clients who travel abroad, the Bank is actively replicating this model throughout its international network. In 2010, QNB First services were expanded to international operations in Sudan, Oman and Syria.

### **Merchant Acquiring (POS Business)**

In 2010 QNB increased its penetration and market share in the acquiring business segment through a significantly enhanced value proposition for merchants. Just under 600 Point of Sale (POS) machines were installed during 2010, increasing the total number of POS terminals in Qatar to almost 4,000. Terminals were upgraded to state-of-the-art landline and GPRS terminals and merchants were offered unmatched service levels via specially recruited relationship managers and the launch of a dedicated 24/7 merchant support call center.

### **Cards - Issuing**

The suite of new product launches this year included Qatar Airways Titanium credit card, the QNB First World MasterCard credit card, and the QNB First Premium debit card. Throughout the year, many value-added usage programs and promotions were successfully launched, promoting card use to improve customer loyalty and retention. These included promotion and discount offers at top-of-the-line retailers, 5-star hotels and travel agencies. Amongst these was the QNB Qtel Nojoom co-branded Visa credit card, which offers customers the chance to earn Nojoom Points every time they use the card. Nojoom, Qtel's highly-popular customer reward program, enables members to earn points that can be redeemed for a large range of rewards.

## Wealth Management

During 2010, a salary acquisition campaign was launched that attracted numerous new payroll customers. This activity was complemented by the re-launch of Mazaya, a special program that provides employees of selected, approved companies with a range of unique privileges. These combined efforts significantly enhanced the Bank's client base.

## Self-service Cheque Book machines

QNB was the first in the market to launch five self-service cheque-making machines. Five machines were operational in the first quarter of 2010 providing customers with quick, easy, 24/7 access to cheque books on demand.









# International Banking



QNB Group's expanding operations now strategically straddle the Middle East and North Africa (MENA) region, which combined with its European operations in the United Kingdom, France and Switzerland gives it an enviable presence with solid networks. Using these assets, it intends to fuel new growth opportunities by intermediating and assisting global exporters of goods and services to do business in the MENA region and assisting investors from the MENA region with their global investments.

### **Solidifying QNB's MENA presence**

During 2010, QNB Group focused on consolidating its affiliate operations in Iraq, Jordan, Tunisia and the United Arab Emirates and laying the groundwork to integrate its full suite of products and services into its expanding network. This activity complemented its continued efforts to solidify its regional presence, which was further augmented when it opened operations in Mauritania in the third quarter and secured a licence to operate in Lebanon, while continuing to expand its operations in Oman, Sudan and Syria.

By year-end 2010, QNB had 15 new branches and a new Head Office completed in Syria, three branches in Sudan and three branches in Oman. It aims to complement this expanding presence with the opening of two new branches in Lebanon in 2011.

The Group's continued expansion efforts are complemented by proactive staffing measures that address ongoing human capital needs. These activities are undertaken in close consultation with QNB Group's Human Resources team, to ensure new operations are effectively staffed with competent and experienced professionals in a timely and efficient manner.

### **Exploring new opportunities in greater MENA and South Asia**

The Bank continued to cautiously explore new opportunities in the greater MENA region, South Asia and Southeast Asia. In line with these efforts, QNB Group acted as a Standby Buyer for Indonesia's Bank Kesawan rights issue exercise in December, which will likely lead to QNB Group becoming the majority shareholder in January 2011. Bank Kesawan is headquartered in Jakarta and has a network of 33 branches positioned throughout strategic locations in Indonesia. QNB Group will be the first GCC Bank to invest in a bank in this large, dynamic and fast growing South East Asian economy.

### **Leveraging Group QNB's network to fuel growth**

As it solidifies its presence in the MENA region, the Group is focusing on integrating and leveraging its network for growth. The enhancement of technical capability will enable the Bank to capitalise on wholesale transactional banking opportunities, particularly in trade services and cash management. Specialist wholesale activities such as advisory services, project finance and syndications will increasingly be offered in each country in the network, in partnership with specialists based in the central hub in Qatar.

Going forward in 2011, the Bank will be introducing its highly successful "eServices" platform to countries across the international network to fully support their customers. This will ensure that they have access to leading technology to facilitate both their business and personal banking activities. These services include payment and remittance services through multiple channels, both corporate and personal Internet banking services and a trade portal.

### **Strategic acquisitions and diversified deposit base**

Additionally, the Group will continue to solidify its presence with strategic acquisitions and ongoing diversification of its deposit base. Based on its outstanding track record and having one of the highest credit ratings in the MENA region, the QNB Group brand is increasingly viewed by international depositors in Europe, the MENA region and Asia, as an attractive institution for placing surplus liquidity. At the same time, continued diversification of the deposit base is a prime strategic initiative of the Group's international operations. To date these two elements have, on the whole, been very successful, complementing the Group's depth of depositor reach in Qatar.

### **Expansion efforts fueling profits**

Operating successfully in 24 markets over the past year, QNB Group has demonstrated it can effectively leverage promising growth opportunities by solidifying and improving its comparative ranking – profit, assets, loans and deposits among a small group of leading financial institutions in the MENA region. It is a path that continues to define this growing regional force that will have a significant ripple effect on its future earning potential.

### **Forward Together in 2011**

Intent on increasing the integration of its affiliates, branches and subsidiaries in 2011, QNB will continue replicating its QNB First model (premium banking for retail customers) across its international network.

A focus on integration in 2011 will deepen QNB Group's penetration of customers and segments in expanding network; support the progressive rolling out of more of the Bank's wide array of products, services and channels to enhance customer experiences in more markets in which it operates; and leverage the opportunities that exist to service customers in multiple locations across the network.









**QNB  
Capital**



2010 proved to be another exemplary year for QNB Capital with earnings achieving record highs, which can be attributed to effective advice and investment strategies that continue to win the confidence of prospective clients. Key highlights include four bond issues, three merger and acquisition (M&A) transactions and two Initial Public Offering (IPO) transactions. In addition, QNB Capital's team provided strategic financial advice to numerous clients.

### **Leading significant mergers and acquisitions**

Qatar Navigation's merger with Qatar Shipping closed in the first quarter of 2010. The transaction represents one of the largest mergers between two companies listed on the Qatar Exchange, with a combined market capitalisations of approximately USD2.3 billion. QNB Capital played a lead role in the transaction, providing advice on the merger evaluation, structuring, valuation and implementation.

QNB Capital advised Qatar International Islamic Bank (QIIB) on its partial acquisition of the Islamic Bank of Britain (IBB). The USD31.7 million transaction through which QIIB assumed 80 per cent of IBB's operations was completed in the third quarter of 2010.

The third major M&A transaction benefitting from QNB Capital's expertise in 2010 was the sale of Qatar Petroleum's Amwaj operation to GIS. This transaction is anticipated to be completed in early 2011.

## Major player in bond issues

On the bond issue front, QNB Capital was mandated on four bond issues during the year. The first was the USD3.5 billion Qatari Diar inaugural issuance, which was completed in the third quarter and was five times oversubscribed. The second and third issuances were for USD1.5 billion and USD1.25 billion respectively, both for Qatar Telecommunications Co (Qtel), and followed on from the very successful maiden issue by Qtel in 2009. These issues were heavily oversubscribed, with the USD1.5 billion being particularly well received by the market, raising a book of around USD15 billion. The fourth was a Joint Lead Arranger role, amongst a select group of leading international financial institutions, for QNB Group's inaugural bond transaction of USD1.5 billion, issued with a five year tenor. This issuance set a new record for Qatari corporate offerings in global capital markets with a coupon of 3.125%. The issue also saw very strong appetite from global investors, with a book build of almost USD6 billion.

## Key role in regional IPOs

On the Initial Public Offering (IPO) front, QNB Capital served as Joint Lead Manager for the Oman Telecommunications Nawras IPO, offering 40 per cent of Nawras' total share capital. The IPO, which was open to Omani and non-Omani individuals and institutional investors, closed in October. In addition, QNB Capital was the Receiving Bank for the Wataniya Palestine IPO conducted in November 2010.

## The leading source of independent financial advice in Qatar

Throughout 2010 QNB Capital's team provided strategic financial advice to a large number of clients in Qatar and overseas covering financial strategy, valuations, fairness opinions, feasibility studies, advice on balance sheet structure, debt restructuring, project financing and public private partnerships. In particular, QNB Capital was successful in expanding its financial advisory services offshore with a mandate to assist Syriatel's proposed restructuring of its telecommunications licensing provisions. Further, QNB Capital has been working with the State of Qatar to provide key financial advice on the acquisition and ongoing management of a number of significant real estate assets located in Europe, the Far East and the Middle East.









Treasury



During 2010, QNB Group's Treasury continued to provide comprehensive first class support in terms of Treasury products and services to Corporate, High Net Worth and Branch clients, on a domestic, regional and global basis, as per their requirements.

QNB Group's Treasury functions heavily invested in manpower, which enhanced its Qatar-based team by 30 per cent. In addition, to expanding its domestic treasury team, the Bank hired Treasury managers for its Kuwait and Singapore operations, who report in to its central group international desk at Headquarters in Doha.

### **Expanded Islamic treasury services**

The growth in demand for Islamic banking solutions fuelled an expansion of the Bank's Islamic treasury services, leading to diversification of its Shari'a-compliant product suite. Successfully increasing investment product options for corporate clients contributed to a broadening of its Islamic customer base in 2010, a trend it will continue to focus on in the future.

### **Lead role in bond issues**

Throughout 2010, QNB Group's Treasury continued to play a leading role in the region's debt capital markets. The Bank served as Joint Lead Manager for three highly successful bond issues, one for Qatari Diar issued in July 2010,

valued at USD3.5 billion, and two for Qtel issued in October 2010, valued at USD1.5 billion and USD1.25 billion respectively.

Additionally, in the fourth quarter, Treasury played a leading role in QNB Group's first bond issue valued at USD1.5 billion. Despite a comfortable liquidity position, the Bank sought to take advantage of favourable market conditions and embarked on its debut unsecured senior bond issue. The QNB Group's debut bond issue was the largest Reg S ever issued by a financial institution in the MENA Region and was the largest in Emerging Markets; additionally, its performance was very strong in secondary markets.

### **System-wide upgrades**

Upgrades to the Bank's Enterprise-wide Risk Management (ERM) system, including ongoing implementation of the Algorithmics system, ensured enhanced capabilities in terms of risk measurement and reporting.

### **Diversifying and expanding**

Throughout 2010, the Bank continued its focus on diversifying its funding base and expanding its international footprint. A measurable increase in QNB Group's international deposits in 2010 can be attributed to its strategic targeting of government, quasi-government and large corporation investments in the countries in which it operates, which was complemented by incremental growth in Asian and European markets.

### **Promoting learning**

Meanwhile, Treasury continues to work collaboratively with leading Qatar-based companies to provide learning opportunities for staff of key clients. It also continues to contribute to introducing treasury activities to financial studies interns through a formal arrangement with the College of North Atlantic – Qatar, providing candidates with two weeks of hands-on experience at its Head Office Treasury Dealing Room, through a formal in-house training programme. Atlantic – Qatar, providing candidates with two weeks of hands-on experience at its HQ treasury office, through a formal in-house training program.









**Asset and  
Wealth Management**



QNB Group continued to be the country's leading player in asset and wealth management in 2010, and began asserting its strength in this domain in the regional sphere, facilitating significant transactions in the United Arab Emirates and Oman. As a result, Asset under Management grew by 28% to QR13.0 billion.

In line with its reputation for consistent performance since 2005, QNB Group was named the "Best Asset Manager – Qatar", at the inaugural "Future of Capital Markets in the Middle East" Summit & Awards hosted in Dubai by Global Investor/Isf Magazine, a publication of Euromoney Institutional Investor.

In June 2010, QNB Asset Management linked up with P.T. Covenant International Management (PCIM), company to distribute the flagship Watani Fund in Asian countries.

In line with its pioneering position in Qatar, QNB Asset Management launched Contract for Difference (CFD), the first product of its kind to be introduced in Qatar, enabling customers to hedge movement in share prices over an agreed timeframe. CFD met with considerable success and is expected to continue to gain in popularity in the months ahead.

Throughout 2010, significant energy was focused on the launch of the Bank's Financial Services arm – QNB FS, which is expected to commence operations in early 2011. QNB FS will offer brokerage services that provide direct, single-trading platform access to Qatar Exchange as well as Oman, UAE, Europe and US exchanges through QNB Group's associates. The Brokerage services will be supplemented by high quality research on Qatar and regional markets.

The focus in 2011 will be to launch and stabilise operations while looking to generate synergies between the business lines of Asset Management and Brokerage services. Notably, the launch of these initiatives coincided with Qatar's winning bid to host the 2022 FIFA World Cup, which will significantly enhance opportunities going forward.

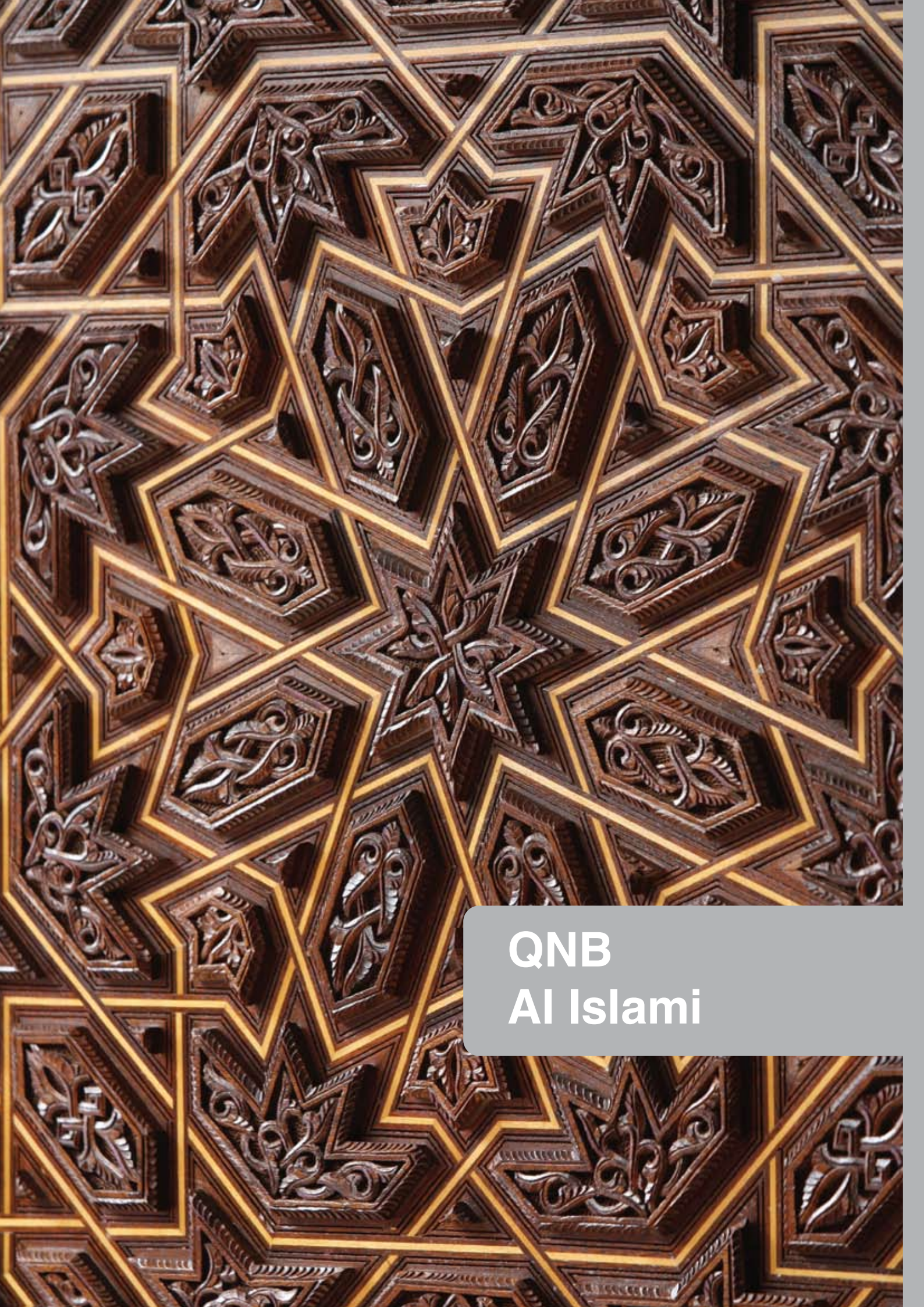
Amidst these increased opportunities, QNB will focus on further augmenting its asset and wealth management team in 2011 by expanding its team of specialists and continuing to capitalise on the synergy between its asset management activities in Qatar and abroad, including QNB Switzerland and other international strongholds.











**QNB**  
**Al Islami**





QNB Al Islami enjoyed another year of strong growth, continuing its momentum since starting its operation in early 2005. With 16 branches now strategically located throughout Qatar, QNB Al Islami's presence in the market is significant, supporting a major increase in the Islamic retail market share.

### **Improved links between QNB and QNB Al Islami**

QNB Al Islami's success in 2010 was fuelled, in part, by the implementation of a QNB/QNB Al Islami Coordination Committee in the second quarter, which focused on unifying conventional and Islamic retail offerings. The move ensures QNB Al Islami customers benefit from the vast range of retail offerings and extensive eService channels available to QNB Group conventional banking customers. QNB Al Islami customers also benefited from the launch of a dedicated Vehicle Finance Centre.

### **Launch of repayment credit card**

In June 2010, QNB Al Islami launched a 5 per cent repayment credit card, whereas previous card offerings were limited to a charge card that required 100 per cent payment after one month. The new market approach to credit cards has proved popular among customers.

QNB Al Islami also introduced Themar in 2010, an initiative undertaken in cooperation with the Ministry of Endowment that will enable those

benefiting from state support to more easily access services through an automated prepaid card system. The new system is expected to be implemented in early 2011 and will feature a rechargeable card for use at outlets identified by the Ministry.

### **Corporate gains**

On the corporate side, QNB Al Islami's activities continued to expand and prosper with increased demands for strategic financial advice. QNB Al Islami corporate clients now benefit from solid advice on Islamic structuring and fees in conjunction with effective supports from seasoned professionals with a breadth of experience in providing corporate advice on a range of transactions.

### **International expansion**

QNB Al Islami played an instrumental role in the opening of new branches in Sudan over the past year, bringing the total to four at year-end. As of December 2010 QNB Al Islami's operations represented 15 per cent of QNB Group total operations, as compared to 12 per cent in 2009.







# Our People



Effectively managing QNB Group's human capital remained a top priority in 2010 as the organisation's expansion activities continued to progress. Significant efforts aimed at attracting and retaining engaged and motivated employees while supporting Qatarisation defined the agenda. At the end of 2010, the Bank's Qatarisation rate stood at 54 per cent, representing the highest percentage in Qatar's financial sector.

QNB Group's continued global expansion brings the challenge of having the right people in place at the right time to support its ambitious business growth strategy. Operating in diverse geographies and cultures, the complex and critical activities of resourcing, attracting and retaining talent to support sustainable growth are the main areas of focus and success for the Bank. In line with QNB Group's International business expansion plan, staff headcount in International Division increased substantially in 2010, up by 42 per cent.

### **Effectively managing talent**

The Talent Management (TM) programme is designed to provide the Bank with a continuous pipeline of leadership and to support career development and retention. The programme deploys best international practice TM methodologies and tools and offers talented employees long-term training and educational opportunities while linking training and development to a well defined career path.

### **Employee Satisfaction Survey**

Intent on improving staff engagement, communications and retentions, in June 2010, the Bank implemented its first comprehensive Employee Satisfaction Survey, assessing satisfaction across Divisions and geographical locations. The survey model used measured six drivers of employee satisfaction and engagement: people, work environment, pay and benefits, career progression, company practices and work conditions. Survey results confirmed an average satisfaction index of 79 per cent as compared to a GCC reported average of 65 per cent and a global best practice companies reported average of 78 per cent.



## Responding to survey findings

Committed to implementing an action improvement plan that addressed areas identified as needing improvement, the Bank subsequently refined its Talent Management Program, launched an enhanced Staff Appreciation Recognition (STAR) Program, developed and implemented a structured induction process, and expanded its training facilities and programmes.

## Management Development

December 2010 witnessed the launch of a specialised Branch Management Development Program. The intensive one-year programme effectively prepares talented retail employees to manage all aspects of branch operations and pursue a leadership career in Branch Management. Plans are in place to deliver Leadership and Management Development Programs across all Divisions during 2011 and beyond.

## Promoting careers in Qatar's banking sector

In support of the long-term objective of increasing the ratio of Qatari nationals in its workforce, the Bank continued to actively participate in the annual Qatar Career Fair. It also hosted its own annual Career Day in December, showcasing career opportunities to Qatari candidates interested in exploring the breadth of employment options available through QNB Group's continually expanding operations.

## Expanded student support

Meanwhile the Bank's scholarship program continued to gain momentum, expanding to encompass four major institutions: College of North Atlantic – Qatar, Qatar University, Texas A&M and Carnegie Mellon, while doubling the scholarship award program in 2010 to 30. Additionally, the Bank continued to support two-month summer placements, attracting the participation of 35 schools.

## Engaging and motivating employees

The Bank is focused on engaging its employees and continued to deploy significant energy and resources in the implementation of a structured and comprehensive approach to training and development for all employee categories, with a particular emphasis on the training of Qatari nationals.

The Bank's dedicated Training Centre offers a comprehensive range of programs addressing the diverse needs of its staff, whether they are graduate entry employees, mid-level employees that need technical banking training or executives focused on developing best practice leadership and management competencies. Throughout 2010, employee development and training remained a top priority as QNB Group continued to nurture a performance culture through implementation of a multi-faceted commercial model that facilitates customised learning opportunities and ensures the right employees are offered the appropriate training at the optimum time.

The Bank's Talent Management program aligns with career development and succession planning and is designed to provide QNB Group with an internal pipeline of candidates ready to assume future leadership roles.







**Group  
Strategy Division**



During 2010, QNB Group focused on developing and strengthening its Group Strategy Division capabilities. The Group Strategy Division consists of Strategy and Business Development as well as Economics. The Strategy and Business Development arm has three components: strategy, corporate planning and integration, and total quality (TQ).

### **Strategy: mapping the plan forward**

The Group's Strategy team expanded to ensure the delivery of strategic mandates based on executive management's direction. The Strategy team, composed of dedicated and highly committed professionals, focused on designing a blueprint identifying key strategic assignments and business development initiatives to support the Group's growth objectives.

### **Corporate Planning and Integration: translating ideas into actions and aligning efforts**

The Corporate Planning and Integration team translates long-term strategic initiatives into implementable plans on a yearly basis. It facilitates a coordinated approach to corporate and business planning through the application of a balanced scorecard (BSC) approach with measurable key performance indicators (KPIs). The annual business plans are monitored, reviewed and updated on a quarterly basis and submitted to the Board. All projects

derived from the annual business plans and undertaken within divisions will be supported by the group-wide Project Management Office (PMO), also launched in 2010. The activities undertaken by the Corporate Planning and Integration team ensure activities across the Group are properly aligned to create effective synergies across its network of operations that complement its ongoing expansion efforts.

### **Total Quality: focusing on service excellence**

To improve customer service and excellence and to enhance its market positioning, the Bank decided to establish a group-wide TQ initiative. TQ was kicked off in October with the aim of improving customer service based on the application of a Lean Sigma approach, guided by a team of dedicated TQ experts in its implementation. TQ provides an opportunity to differentiate QNB from its competitors and keep up with increasing market sophistication by offering new product and service standards. Developing TQ will also enable QNB Group to capitalise upon, and succeed, in its growth aspirations.

### **Economic research capacity expanded**

In 2010, the Group also decided to strengthen the capabilities of the economics team. An enlarged team is being established to monitor domestic economic development as well as international economic developments in markets where QNB Group has a presence or subsidiary. Through regular executive management updates, it will provide relevant macro-economic and development trends. Going forward it will launch a set of publications on macro-economic and sector-specific development to complement its current publication suite which includes The Qatar Economic Review, Doing Business in Qatar, The Banking Sector Review, Qatar Facts and Figures and The QNB Investor, by producing publications in selected countries where QNB Group operates to create value-added insight.

Throughout the past year, in close cooperation with Financial Control, QNB Group's Economics team continued to strengthen the Investor Relations function by effectively communicating QNB Group's latest financial results, developments and strategy to an increasing universe of shareholders, analysts and institutions covering QNB Group.









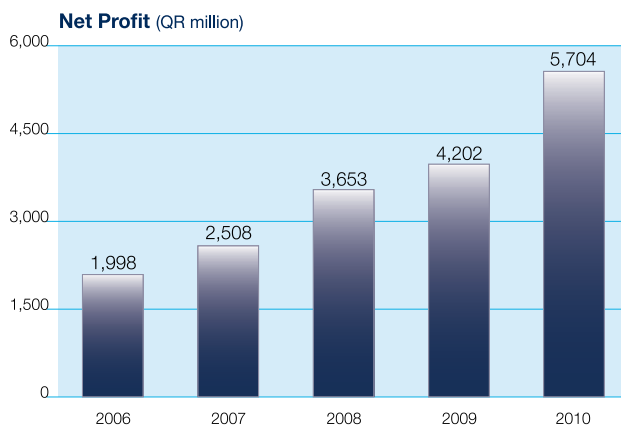
**Financials**



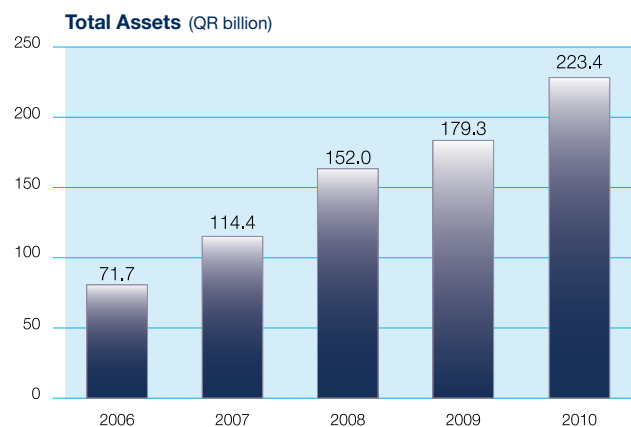


## QNB GROUP FINANCIAL HIGHLIGHTS

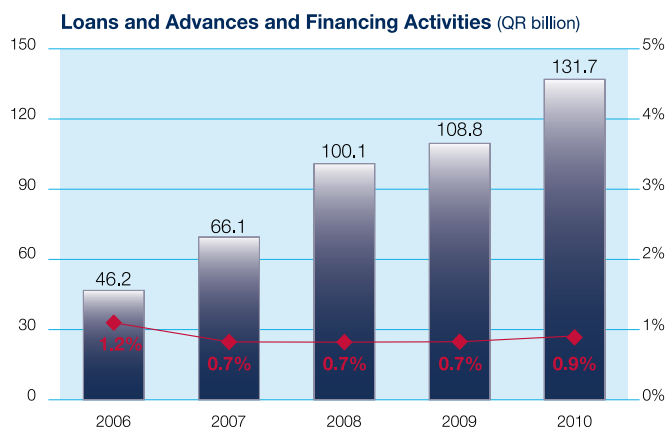
- Net Profit surpassed QR5.7 billion, up by 35.8% from 2009
- Total Assets increased to QR223.4 billion, up by 24.6% from 2009
- Total Loans and Advances and Financing Activities increased to QR131.7 billion, up by 21.1% from 2009
- Total Customer Deposits and Unrestricted Investment Accounts increased to QR165.5 billion, up by 31.5% from 2009
- Earnings per Share increased to QR14.6 from QR10.7 in 2009
- Total Equity Attributable to Equity Holders of the Bank increased by 23.1% to reach QR24.2 billion
- Net Profit for QNB Al Islami increased to QR903.9 million, up by 115% from 2009



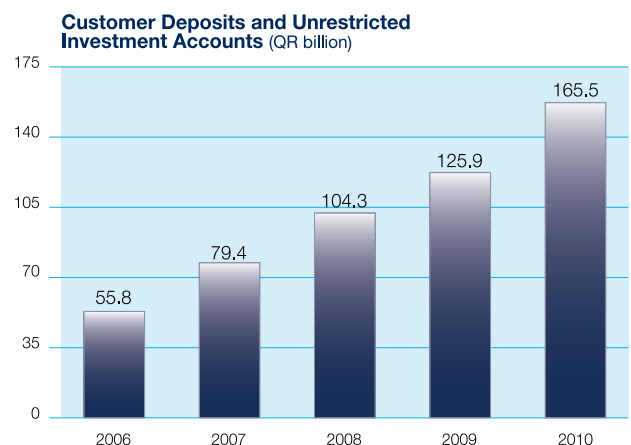
Net profit increased to QR5.7 billion, up by 35.8% from 2009



Total Assets increased to QR223.4 billion, up by 24.6% from 2009



- Loans & advances and financing activities increased to QR131.7 billion, up by 21.1% from 2009  
 - NPL ratio stood at 0.9%



Customer deposits and unrestricted investment accounts increased to QR165.5 billion, up by 31.5% from 2009





# Financial Review and Credit Ratings

## Financial Performance

QNB Group continued its stellar performance as it was able to deliver outstanding earnings result for 2010 showing the strength and quality of its business. Net Profit exceeded QR5.7 billion, representing an increase of 35.8% over 2009. The exceptional growth delivered a return on average equity reaching 28.8% for 2010 compared to 25.4% for 2009. The strong growth in profitability increased earnings per share to QR14.6 from QR10.7 in 2009.

Operating income recorded a strong increase, up by 34.5% over 2009 to reach QR7.6 billion. The Bank was able to achieve a strong growth in most sources of other income with net interest income and income from financing activities increasing by 52.3% to QR5.7 billion, net fees and commission income increasing by 15.8% to QR1.1 billion and net gains from foreign currency transactions increasing by 17.7% to QR358.7 million.

The Bank was able to improve its efficiency ratio (cost to income ratio) to 17.0%, compared to 19.6% in 2009 given the strong increase in operating income and effective cost control.

## Financial Position

Total assets increased by 24.6% to reach QR223.4 billion. Loans and advances and financing activities reached QR131.7 billion, representing an increase by 21.1%. The ratio of non-performing loans to total loans at 0.9% clearly demonstrates QNB Groups success in maintaining the high quality of its loan portfolio through an effective risk management approach.

Customer deposits and unrestricted investment accounts increased by 31.5% during the year to reach QR165.5 billion, which has positively impacted liquidity as the loans to deposits ratio stood at 80% for 2010, compared to 86% for 2009.

## Islamic Banking

QNB Al Islami also achieved excellent results during 2010, with net profit increasing by 115% to reach QR903.9 million.

QNB Al Islami total assets increased by 46.4% to reach QR32.2 billion. Financing activities increased to QR27.0 billion in 2010, representing an increase of 86.2% over 2009. Customers current accounts and unrestricted investment accounts reached QR27.3 billion, up by 45.4% from 2009.

## Capital Strength

Total equity attributable to shareholders reached QR24.2 billion, up by 23.1% over 2009. The Group increased its capital adequacy ratio to 15.3%, significantly higher than both the Basel requirements and the Qatar Central Bank minimum requirements.

## Credit Ratings

QNB Group enjoys one of the highest credit ratings amongst financial institutions in the MENA region. During 2010, the Bank's ratings were affirmed by Capital Intelligence, Fitch, Moody's and Standard & Poor's. Ratings from all of these agencies carry a stable outlook.

Capital Intelligence	Fitch	Moody's	Standard & Poor's
AA+	A+	Aa3	A+







# Financial Statements

(K\$)

1.4

# Independent Auditor's Report to the Shareholders of Qatar National Bank S.A.Q.

## Report on consolidated financial statements

We have audited the accompanying consolidated financial statements of Qatar National Bank S.A.Q. (the "Bank") and its subsidiaries (together referred to as the "Group") which comprise the consolidated statement of financial position as at 31 December 2010 and the consolidated income statement, consolidated statements of comprehensive income, changes in equity and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

## Directors' responsibility for the consolidated financial statements

Directors are responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards and applicable Qatar Central Bank regulations and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with relevant ethical requirements and plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal controls relevant to the Group's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal controls. An audit also includes evaluating the appropriateness of accounting principles used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2010, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards and applicable Qatar Central Bank regulations.

**Report on other legal and regulatory requirements**

In addition, in our opinion, the Group has maintained proper accounting records and the consolidated financial statements are in agreement therewith. We have reviewed the accompanying report of the board of directors and confirm that the financial information contained therein is in agreement with the books and records of the Group. We are not aware of any violations of the provisions of Qatar Central Bank Law No. 33 of 2006, Qatar Commercial Law No. 5 of 2002 and the terms of Articles of Association and the amendments thereto having occurred during the year which might have had a material effect on the business of the Group or its consolidated financial position as at 31 December 2010. Satisfactory explanations and information have been provided to us by the management in response to all our requests.

**Gopal Balasubramaniam**  
**KPMG**  
Qatar Auditor's Registry No. 251

10 January 2011  
Doha  
State of Qatar







**Statement of the  
Sharia Control Board**



## Statement of the Sharia Control Board

(All amounts are shown in thousands of Qatari Riyals)

Praise be to Allah and peace be upon his prophet. Subject to the Articles of Association of QNB Al Islami, a branch of Qatar National Bank S.A.Q (the "Branch"), the Fatwa and Sharia Control Board has issued Fatwas (Sharia opinions) on the matters presented to it, provided Sharia solutions for the difficulties encountered during implementation and oversaw compliance with the Sharia principles and rules set by it for the Branch.

As well, through its Executive Committee and Internal Sharia Control, the Board continuously carried out its duties, reviewed the contracts and forms, oversaw the correctness of implementation of its decisions, ensured the soundness of execution of banking operations and reviewed the statement of financial position, income statement and the method of calculation adopted for the distribution of profits between the depositors and shareholders for the financial year ended 31 December 2010. The Fatwa and Sharia Control Board confirms that the application of Sharia rules and controls is the management responsibility, and its role is limited to issuing Fatwa and overseeing transactions through the Internal Sharia Control within the limits of resources available to it.

In the opinion of the Sharia Board:

- The Branch has complied with the Sharia principles and rules set for Islamic branches.
- The matters presented to it, including contracts and forms, and the transactions reviewed by the Sharia Control were in compliance with the Sharia rules and controls. In addition, the discrepancies discovered were either corrected, revised or the appropriate decisions were taken in their respect.
- The distribution of profit was carried out in compliance with the guidance established by the Board in accordance with the principles of Islamic Sharia.

Finally, we thank, and pray to Allah to bless, the dedicated efforts which contributed to the initiation and success of this business. In particular, our thanks are due to the Board and senior management of QNB and the staff of QNB Al Islami for their sincere cooperation with the Sharia Control Board. May Allah Al Mighty guide all to the prosperity of this country, and praise be to Allah.

**His Eminence, Dr. Walid Bin Hadi**  
S.C.B. Chairman

**Dr. Sultan Al Hashemi**  
S.C.B. Member



**Qatar National Bank S.A.Q.**  
**Consolidated Statement of Financial Position**  
As at 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

	Note	2010	2009
<b>ASSETS</b>			
Cash and Balances with Central Banks	4	33,912,459	9,880,170
Due from Banks and Other Financial Institutions	5	24,686,826	30,181,027
Loans and Advances and Financing Activities to Customers	6	131,696,000	108,783,261
Investment Securities	7	24,047,736	23,332,759
Investments in Associates	8	4,648,318	4,443,666
Property and Equipment	9	914,931	713,036
Other Assets	10	3,476,177	1,994,995
<b>Total Assets</b>		<b>223,382,447</b>	<b>179,328,914</b>
<b>LIABILITIES</b>			
Due to Banks and Other Financial Institutions	11	12,160,273	20,794,043
Repurchase Agreements		2,184,300	2,085,852
Customer Deposits	12	140,086,810	108,772,496
Other Borrowings	13	12,136,410	6,723,541
Other Liabilities	14	6,638,343	3,977,254
		<b>173,206,136</b>	<b>142,353,186</b>
Unrestricted Investment Accounts	16	25,383,623	17,099,719
<b>Total Liabilities and Unrestricted Investment Accounts</b>		<b>198,589,759</b>	<b>159,452,905</b>
<b>EQUITY</b>			
Issued Capital	17	3,914,570	3,011,208
Statutory Reserve	17	8,554,060	7,650,698
Other Reserves	17	1,732,643	1,769,386
Risk Reserve	17	1,500,000	1,410,000
Fair Value Reserve	17	700,404	489,147
Proposed Dividend	17	1,957,285	1,204,483
Proposed Bonus Shares	17	1,174,371	903,362
Proposed Transfer to Statutory Reserve	17	1,174,371	903,362
Retained Earnings	17	3,529,760	2,343,671
<b>Total Equity Attributable to Equity Holders of the Bank</b>		<b>24,237,464</b>	<b>19,685,317</b>
Non-Controlling Interest	18	555,224	190,692
<b>Total Equity</b>		<b>24,792,688</b>	<b>19,876,009</b>
<b>Total Liabilities, Unrestricted Investment Accounts and Equity</b>		<b>223,382,447</b>	<b>179,328,914</b>

These financial statements were approved by the Board of Directors on 10 January 2011 and were signed on its behalf by:

**Yousef Hussain Kamal**  
Chairman

**Ali Shareef Al-Emadi**  
Group Chief Executive Officer

The attached notes 1 to 37 form an integral part of these consolidated financial statements.

# Qatar National Bank S.A.Q.

## Consolidated Income Statement

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

	Note	2010	2009
<b>Continuing Operations</b>			
Interest Income	19	7,889,807	6,394,834
Interest Expense	20	(3,241,878)	(3,080,578)
<b>Net Interest Income</b>		<b>4,647,929</b>	<b>3,314,256</b>
Income from Islamic Financing and Investing Activities	21	2,041,964	900,872
Unrestricted Investment Account Holders' Share of Profit		(1,014,887)	(488,866)
<b>Net Income from Islamic Financing and Investing Activities</b>		<b>1,027,077</b>	<b>412,006</b>
<b>Net Interest Income and Income from Islamic Financing and Investing Activities</b>		<b>5,675,006</b>	<b>3,726,262</b>
Fee and Commission Income	22	1,199,660	1,031,037
Fee and Commission Expense		(78,713)	(63,291)
<b>Net Fee and Commission Income</b>		<b>1,120,947</b>	<b>967,746</b>
Dividend Income	23	41,068	204,962
Net Gains from Foreign Currency Transactions	24	358,691	304,809
Net Gains from Investment Securities	25	175,172	142,266
Share in Profit of Associates	8	216,306	292,795
Other Operating Income		22,198	18,337
<b>Operating Income</b>		<b>7,609,388</b>	<b>5,657,177</b>
General and Administrative Expenses	26	(1,145,461)	(995,860)
Depreciation	9	(146,596)	(110,998)
Net Impairment Losses on Loans and Advances	6	(537,664)	(281,106)
Net Impairment Losses on Investment Securities		(62,706)	(73,823)
Other Recoveries / (Provisions)	15	615	(3,950)
Recovery of Provision for Properties Acquired against Settlement of Debts		112	-
<b>Profit Before Income Taxes</b>		<b>5,717,688</b>	<b>4,191,440</b>
Income Tax Expense		(15,520)	(17,140)
<b>Profit for the Year from Continuing Operations</b>		<b>5,702,168</b>	<b>4,174,300</b>
Profit from Discontinued Operations	27	-	14,167
<b>Profit for the Year</b>		<b>5,702,168</b>	<b>4,188,467</b>
<b>Attributable to:</b>			
Equity Holders of the Bank		5,704,299	4,201,723
Non-Controlling Interest		(2,131)	(13,256)
<b>Profit for the Year</b>		<b>5,702,168</b>	<b>4,188,467</b>
Basic and Diluted Earnings Per Share (QR)	28	14.6	10.7

The attached notes 1 to 37 form an integral part of these consolidated financial statements.

**Qatar National Bank S.A.Q.**  
**Consolidated Statement of Comprehensive Income**

For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

	Note	2010	2009
<b>Profit for the Year</b>		<b>5,702,168</b>	<b>4,188,467</b>
<b>Other Comprehensive Income, net of Income Tax</b>			
Foreign Currency Translation Differences for Foreign Operations		(51,025)	(20,528)
Share of Other Comprehensive Income of Associates		14,282	127
Effective Portion of Changes in Fair Value of Cash Flow Hedges	17	(51,825)	49,460
Net Gain on Revaluation of Available-for-Sale Investment Securities	17	263,082	713,854
<b>Total Other Comprehensive Income for the Year, net of Income Tax</b>		<b>174,514</b>	<b>742,913</b>
<b>Total Comprehensive Income for the Year</b>		<b>5,876,682</b>	<b>4,931,380</b>
<b>Attributable to:</b>			
Equity Holders of the Bank		5,878,813	4,944,636
Non-Controlling Interest		(2,131)	(13,256)
<b>Total Comprehensive Income for the Year</b>		<b>5,876,682</b>	<b>4,931,380</b>

The attached notes 1 to 37 form an integral part of these consolidated financial statements.

# Qatar National Bank S.A.Q.

## Consolidated Statement of Changes in Equity

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

	Issued Capital	Statutory Reserve	Other Reserves	Risk Reserve	Fair Value Reserve	Proposed Dividend	Proposed Bonus Shares	Proposed Transfer to Statutory Reserve	Retained Earnings	Equity Attributable to Equity Holders of the Bank	Non-Controlling Interest	Total
Balance as at 1 January 2010	3,011,208	7,650,698	1,769,386	1,410,000	489,147	1,204,483	903,362	903,362	2,343,671	19,685,317	190,692	19,876,009
<b>Total Comprehensive Income for the Year</b>												
Profit for the Year	-	-	-	-	-	-	-	-	5,704,299	5,704,299	(2,131)	5,702,168
<b>Other Comprehensive Income, net of Income Tax</b>												
Net Movement in Currency Translation Differences	-	-	(51,025)	-	-	-	-	-	-	(51,025)	-	(51,025)
Share of Other Comprehensive Income of Associates	-	-	14,282	-	-	-	-	-	-	14,282	-	14,282
Net Movement in Fair Value Reserve (Note 17)	-	-	-	-	211,257	-	-	-	-	211,257	-	211,257
<b>Total Other Comprehensive Income</b>	-	-	<b>(36,743)</b>	-	<b>211,257</b>	-	-	-	-	<b>174,514</b>	-	<b>174,514</b>
<b>Total Comprehensive Income for the Year</b>	-	-	<b>(36,743)</b>	-	<b>211,257</b>	-	-	-	<b>5,704,299</b>	<b>5,878,813</b>	<b>(2,131)</b>	<b>5,876,682</b>
Dividend Declared for the Year 2009	-	-	-	-	-	(1,204,483)	-	-	-	(1,204,483)	-	(1,204,483)
Bonus Shares for the Year 2009	903,362	-	-	-	-	-	(903,362)	-	-	-	-	-
Transfer to Statutory Reserve for the Year 2009	-	903,362	-	-	-	-	-	(903,362)	-	-	-	-
Net Movement in Risk Reserve	-	-	-	90,000	-	-	-	-	(90,000)	-	-	-
Proposed Dividend	-	-	-	-	-	1,957,285	-	-	(1,957,285)	-	-	-
Proposed Bonus Shares	-	-	-	-	-	-	1,174,371	-	(1,174,371)	-	-	-
Proposed Transfer to Statutory Reserve	-	-	-	-	-	-	-	1,174,371	(1,174,371)	-	-	-
Transfer to Social and Sports Fund	-	-	-	-	-	-	-	-	(118,027)	(118,027)	-	(118,027)
Transactions Costs and Other Adjustments	-	-	-	-	-	-	-	-	(4,156)	(4,156)	(3,100)	(7,256)
Net Movement in Non-Controlling Interest	-	-	-	-	-	-	-	-	-	-	369,763	369,763
<b>Balance as at 31 December 2010</b>	<b>3,914,570</b>	<b>8,554,060</b>	<b>1,732,643</b>	<b>1,500,000</b>	<b>700,404</b>	<b>1,957,285</b>	<b>1,174,371</b>	<b>1,174,371</b>	<b>3,529,760</b>	<b>24,237,464</b>	<b>555,224</b>	<b>24,792,688</b>
Balance as at 1 January 2009	2,408,966	6,829,459	1,789,787	1,410,000	(274,167)	1,806,724	602,242	821,239	1,248,975	16,643,225	-	16,643,225
<b>Total Comprehensive Income for the Year</b>												
Profit for the Year	-	-	-	-	-	-	-	-	4,201,723	4,201,723	(13,256)	4,188,467
<b>Other Comprehensive Income, net of Income Tax</b>												
Net Movement in Currency Translation Differences	-	-	(20,528)	-	-	-	-	-	-	(20,528)	-	(20,528)
Share of Other Comprehensive Income of Associates	-	-	127	-	-	-	-	-	-	127	-	127
Net Movement in Fair Value Reserve (Note 17)	-	-	-	-	763,314	-	-	-	-	763,314	-	763,314
<b>Total Other Comprehensive Income</b>	-	-	<b>(20,401)</b>	-	<b>763,314</b>	-	-	-	-	<b>742,913</b>	-	<b>742,913</b>
<b>Total Comprehensive Income for the Year</b>	-	-	<b>(20,401)</b>	-	<b>763,314</b>	-	-	-	<b>4,201,723</b>	<b>4,944,636</b>	<b>(13,256)</b>	<b>4,931,380</b>
Dividend Declared for the Year 2008	-	-	-	-	-	(1,806,724)	-	-	-	(1,806,724)	-	(1,806,724)
Bonus Shares for the Year 2008	602,242	-	-	-	-	-	(602,242)	-	-	-	-	-
Transfer to Statutory Reserve for the Year 2008	-	821,239	-	-	-	-	-	(821,239)	-	-	-	-
Proposed Dividend	-	-	-	-	-	1,204,483	-	-	(1,204,483)	-	-	-
Proposed Bonus Shares	-	-	-	-	-	-	903,362	-	(903,362)	-	-	-
Proposed Transfer to Statutory Reserve	-	-	-	-	-	-	-	903,362	(903,362)	-	-	-
Transfer to Social and Sports Fund	-	-	-	-	-	-	-	-	(95,820)	(95,820)	-	(95,820)
Net Movement in Non-Controlling Interest	-	-	-	-	-	-	-	-	-	-	203,948	203,948
<b>Balance as at 31 December 2009</b>	<b>3,011,208</b>	<b>7,650,698</b>	<b>1,769,386</b>	<b>1,410,000</b>	<b>489,147</b>	<b>1,204,483</b>	<b>903,362</b>	<b>903,362</b>	<b>2,343,671</b>	<b>19,685,317</b>	<b>190,692</b>	<b>19,876,009</b>

The attached notes 1 to 37 form an integral part of these consolidated financial statements.

**Qatar National Bank S.A.Q.**  
**Consolidated Statement of Cash Flows**  
For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

	Note	2010	2009
<b>Cash Flows from Operating Activities</b>			
Profit for the Year Before Taxes		5,717,688	4,205,607
<b>Adjustments for:</b>			
Depreciation	9	146,596	110,998
Net Impairment Loss on Loans and Advances	6	537,664	281,106
Net Impairment Loss on Investment Securities		62,706	73,823
Other Provisions	15	5,714	8,974
Net Gain on Sale of Property and Equipment		(8,869)	(3,543)
Net Gain on Sale of Investment Securities	25	(175,172)	(142,266)
Net Amortisation of Premium or Discount on Financial Investments		3,431	3,469
Net Gain from Sale of Discontinued Operations		-	(14,167)
Share in Profit of Associates, net of Dividends Received	8	(117,343)	(174,648)
Recovery of Provision for Property Acquired Against Settlement of Debts		(112)	-
		<b>6,172,303</b>	<b>4,349,353</b>
<b>Changes in:</b>			
Due from Banks and Other Financial Institutions		(1,463,552)	(467,256)
Loans and Advances and Financing Activities to Customers		(23,450,403)	(21,864,332)
Other Assets		(1,470,739)	(450,688)
Due (from) / to Banks and Other Financial Institutions		(8,633,770)	1,079,621
Repurchase Agreements		98,448	(181,564)
Customer Deposits and Unrestricted Investment Accounts		39,598,218	22,790,803
Other Liabilities		2,802,702	1,511,002
<b>Cash Generated from Operations</b>		<b>13,653,207</b>	<b>6,766,939</b>
Income Tax Paid		(22,265)	(8,005)
Staff Indemnity Paid	15	(1,890)	(3,566)
<b>Net Cash from Operating Activities</b>		<b>13,629,052</b>	<b>6,755,368</b>
<b>Cash Flows from Investing Activities</b>			
Acquisition of Investment Securities		(3,576,449)	(4,968,959)
Proceeds from Sale / Redemption of Investment Securities		3,218,229	7,381,867
Investments in Associates	8	(71,882)	(100,688)
Acquisition of Property and Equipment	9	(358,846)	(240,237)
Proceeds from Sale of Property and Equipment		10,179	50,750
Disposal of Discontinued Operations, net of Cash Disposed of		-	117,178
<b>Net Cash (used in) / from Investing Activities</b>		<b>(778,769)</b>	<b>2,239,911</b>
<b>Cash Flows from Financing Activities</b>			
Dividend Paid		(1,208,629)	(1,820,206)
Proceeds from the Eurobond Issue		5,408,424	-
<b>Net Cash from / (used in) Financing Activities</b>		<b>4,199,795</b>	<b>(1,820,206)</b>
<b>Net Increase in Cash and Cash Equivalents</b>			
		<b>17,050,078</b>	<b>7,175,073</b>
Effect of Exchange Rate Fluctuations on Cash Held		24,458	(46,361)
Cash and Cash Equivalents as at 1 January		35,097,896	27,969,184
<b>Cash and Cash Equivalents as at 31 December</b>	<b>35</b>	<b>52,172,432</b>	<b>35,097,896</b>

The attached notes 1 to 37 form an integral part of these consolidated financial statements.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 1. CORPORATE INFORMATION

Qatar National Bank S.A.Q. ("QNB" or "the Bank") was incorporated in the State of Qatar on 6 June 1964 as a Joint Stock Company under Emiri Decree No. 7 issued in 1964. The registered office of the Bank is in Doha, State of Qatar.

The Bank together with its subsidiaries (together referred to as the "Group") is engaged in Commercial and Islamic banking activities and operates through its head office in Doha and a total of 59 branches and offices in Qatar, in addition to the branches in the United Kingdom, France, Singapore, Yemen, Kuwait, Sultanate of Oman, Mauritania and Sudan, and Representative Offices in Iran and Libya. In addition, QNB owns 100% of the issued share capital of Ansbacher Group Holdings Limited, a wealth management financial institution with operations in the United Kingdom. QNB owns Ansbacher Group Holdings Limited through a Luxembourg based holding company, QNB International Holdings Limited. In addition, QNB owns 100% of QNB Switzerland, owns 50.8% of QNB Syria and 100% of QNB Capital, a corporate advisory firm registered in the Qatar Financial Center. During the year, the Bank received preliminary approval from the Qatar Financial Market Authority ("QFMA") to commence brokerage activities in Qatar, and is in the process of establishing a separate legal entity for this purpose.

### 2. SIGNIFICANT ACCOUNTING POLICIES

#### a) New Standards, Amendments and Interpretations

##### New Standards, Amendments and Interpretations Effective from 1 January 2010

Improvements to IFRS issued in April 2009 contained numerous amendments to IFRS that the IASB considers non-urgent but necessary. Improvements to IFRS comprise amendments that result in accounting changes to presentation, recognition or measurement purposes, as well as terminology or editorial amendments related to a variety of individual IFRS standards. The amendments are effective for annual periods beginning on or after 1 January 2010 with earlier adoption permitted. No changes to accounting policies are made as a result of these amendments.

##### New Standards, Amendments and Interpretations that are not yet Effective for the Year Ended 31 December 2010 and not yet Adopted

A number of new standards, amendments to standards and interpretations have been issued that are not yet effective for the year ended 31 December 2010, and have not been applied in preparing these consolidated financial statements:

**IFRS 9, Financial Instruments** is the first standard issued as part of a wider project to replace IAS 39. IFRS 9 retains but simplifies the mixed measurement model and establishes two primary measurement categories for financial assets: amortised cost and fair value. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. The standard can be early and prospectively adopted, and prior periods need not be restated if an entity adopts the standard for reporting periods beginning before 1 January 2012.

**Revised IAS 24 (revised), Related Party Disclosures**, issued in November 2009. It supersedes IAS 24, Related Party Disclosures, issued in 2003. IAS 24 (revised) is mandatory for periods beginning on or after 1 January 2011. Earlier application, in whole or in part, is permitted. The revised standard clarifies and simplifies the definition of a related party and removes the requirement for government-related entities to disclose details of all transactions with the government and other government-related entities. The Group will apply the revised standard from 1 January 2011. When the revised standard is applied, the Group and the Parent will need to disclose any transactions between its subsidiaries and its associates. The Group is currently putting systems in place to capture the necessary information.



# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### b) Basis of Measurement, Presentation and Consolidation

The consolidated financial statements have been prepared on a historical cost basis except for the measurement at fair value of derivatives and available-for-sale investment securities. The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards and applicable Qatar Central Bank regulations.

The consolidated financial statements are presented in Qatari Riyals (QR), and all values are rounded to the nearest QR thousand except when otherwise indicated.

The consolidated financial statements comprise the financial statements of Qatar National Bank S.A.Q. and its subsidiaries. The financial statements of the subsidiaries are prepared for the same reporting year as Qatar National Bank S.A.Q. using consistent accounting policies.

Subsidiaries are entities controlled by the Group. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.

Intra-group balances and transactions, and any unrealised income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements. Unrealised gains arising from transactions with associates are eliminated against the investment to the extent of the Group's interest in the investee. Unrealised losses are eliminated in the same way as unrealised gains, but only to the extent that there is no evidence of impairment. The details of the subsidiaries are as follows:

Name of Subsidiary	Country of Incorporation	Share Capital	Year of Incorporation	Ownership %
QNB International Holdings Limited	Luxembourg	393,259	2004	100%
QNB Property	France	24,105	2008	100%
QNB Capital	Qatar	54,608	2008	100%
QNB Switzerland	Switzerland	198,549	2009	100%
QNB Syria	Syria	1,165,501	2009	50.8%
QNB Finance Limited	Cayman Islands	0.4	2010	100%

Non-Controlling interests represent the portion of profit or loss and net assets not owned, directly or indirectly, by the Group and are presented separately in the consolidated income statement and within equity in the consolidated statement of financial position, separately from the Parent shareholders' equity.

#### c) Islamic Banking

Islamic branches carry out Islamic banking services through various Islamic modes of financing. The activities of the Islamic branches are conducted in accordance with the Islamic Sharia, as determined by the Sharia Control Board.

#### d) Foreign Currencies

The consolidated financial statements are denominated in Qatari Riyals (functional currency of the Parent). Transactions in foreign currencies are translated into Qatari Riyals at the exchange rates prevailing at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into Qatari Riyals at the rates prevailing at the consolidated statement of financial position date. Exchange gains and losses resulting therein appear in the income statement under net gains from dealing in foreign currencies. Assets and liabilities of subsidiaries and overseas branches are translated into Qatari Riyals (presentation currency) at the rates prevailing at the consolidated statement of financial position date, and their income statements are translated at the average exchange rates for the year. Exchange differences arising on translation are taken directly to other reserves within shareholders' equity.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### e) Derivatives

After initial recognition at transaction prices, being the best evidence of fair value upon initial recognition, derivatives are subsequently measured at fair value. Fair value represents quoted market prices or internal pricing models as appropriate. Derivatives with positive fair value are included in other assets and derivatives with negative fair value are included in other liabilities. The resultant gains and losses from derivatives held for trading purposes are included in the consolidated income statement.

For the purpose of hedge accounting, hedges are classified as either fair value, or cash flow hedges. Fair value hedges hedge the exposure to changes in the fair value of a recognised asset or liability. Cash flow hedges hedge the exposure to the variability in cash flows that is either attributable to a particular risk associated with a recognised asset or liability or a highly probable forecasted transaction.

In relation to fair value hedges, which meet the conditions for hedge accounting, any gain or loss from remeasuring the hedging instrument to fair value is recognised immediately in the income statement. The related aspect of the hedged item is adjusted against the carrying amount of the hedged item and recognised in the consolidated income statement.

In relation to cash flow hedges, which meet the conditions for hedge accounting, any gain or loss on the hedging instrument that is determined to be an effective hedge is recognised initially in other comprehensive income. Gains or losses on cash flow hedges initially recognised in other comprehensive income are transferred to the consolidated income statement in the period in which the hedged transaction impacts the consolidated income statement. Where the hedged transaction results in the recognition of an asset or a liability, the associated gains or losses that had initially been recognised in other comprehensive income are included in the initial measurement of the cost of the related asset or liability.

For hedges, which do not qualify for hedge accounting, any gains or losses arising from changes in the fair value of the hedging instrument are taken directly to the income statement for the period.

Hedge accounting is discontinued when the hedging instrument expires, is terminated or exercised, or no longer qualifies for hedge accounting. For effective fair value hedges of financial instruments with fixed maturities, any adjustment arising from hedge accounting is amortised over the remaining term to maturity. For effective cash flow hedges, any cumulative gain or loss on the hedging instrument recognised in other comprehensive income is held therein until the forecasted transaction occurs. If the hedged transaction is no longer expected to occur, the net cumulative gain or loss recognised in other comprehensive income is transferred to the consolidated income statement.

#### f) Revenue Recognition

Revenues are recognised on an accrual basis. Interest income and expense are recognised in the consolidated income statement using the effective interest rate method.

Revenues on Islamic financing transactions are recognised on accrual basis using the effective profit method.

Loan management fees and commission income are amortised over the period of the transaction using the effective interest method, if applicable. Fees and commission income on other services are recognised as the related services are performed.

Dividend income is recognised when the right to receive a dividend is established.

# **Qatar National Bank S.A.Q.**

## **Notes to the Consolidated Financial Statements**

For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

### **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

#### **g) Investment Securities**

##### **Available-for-Sale Financial Assets**

After initial recognition at transaction prices, being the best evidence of fair value upon initial recognition, available-for-sale investments are subsequently measured at fair value. Unrealised gains or losses arising from a change in the fair value are recognised directly in the fair value reserve under other comprehensive income until the investment is sold, at which time the cumulative gain or loss previously recognised in other comprehensive income is included in the consolidated income statement.

##### **Held to Maturity Financial Assets**

After initial measurement at fair value, held to maturity investments are measured at amortised cost using the effective interest method, less any provision for impairment. Amortised cost is calculated by taking into account any discount or premium on the issue and costs that are an integral part of the effective interest rate.

#### **h) Investment in Associates**

An associate is an entity over which the Group exerts significant influence, but not control, over the financial and operating policies. Significant influence is presumed to exist when the Group holds between 20 to 50 percent of the voting power of the associate. Such investments are accounted for under the equity method of accounting.

Under the equity method, the investment is initially recognised at cost and adjusted thereafter for the post-acquisition change in the Group's share of the associate's profit or loss. Goodwill relating to an investee is included in the carrying amount of the investment and is not amortised. The Group recognises in the consolidated income statement its share of the total recognised consolidated income statement of the investee from the date that significant influence effectively commenced until the date that it effectively ceases. Distributions received from the associate reduce the carrying amount of the investment. Adjustments to the carrying amount may also be necessary for changes in the Group's share in the associate arising from changes in the investee's equity. The Group's share of those changes are recognised directly in the other comprehensive income. Unrealised gain on transactions with investees are eliminated to the extent of the Group's share in the investee. Unrealised losses are also eliminated unless the transaction provides evidence of impairment in the asset transferred.

An assessment for impairment of investments in associates is performed when there is an indication that the asset has been impaired, or that impairment losses recognised in prior years no longer exist.

#### **i) Fair Value**

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction on the measurement date. The fair value of financial assets traded in organised financial markets is determined by reference to quoted market bid prices on a regulated exchange at the close of business on the reporting date. For financial assets where there is no quoted market price, a reasonable estimate of fair value is determined by reference to the current market value of another instrument, which is substantially the same. Where it is not possible to arrive at a reliable estimate of the fair value, the financial assets are carried at cost until reliable measure of the fair value is available.

#### **j) Recognition / Derecognition of Financial Instruments**

All financial assets are recognised using the settlement date.

Financial assets are derecognised when the contractual right to receive cash flows from the assets have expired, or when the Group has transferred the contractual right to receive cash flows of the financial assets. Financial liabilities are derecognised when they are extinguished, that is when the contractual obligation is discharged, cancelled or expired.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### k) Due from Banks, Loans and Advances and Financing Activities

After initial recognition at fair value, due from banks and loans and advances and financing activities are stated at amortised cost less any provisions for their impairment losses.

Islamic financing activities such as Murabaha and Musawama which is a sale of goods with an agreed upon profit mark up, Musharaka which is a form of partnership between the Bank and its clients, Mudaraba which is a partnership in profit between capital and work and Ijara which is the transfer of ownership of services or leased assets for an agreed upon consideration, are stated at their gross principal amounts less any amount received, provision for impairment loss and deferred profit. Financing activities are written off and charged against specific provisions only in circumstances where all reasonable restructuring and collection activities have been exhausted and recoveries from previously written off financing activities are written back to the specific provision.

#### l) Properties Acquired Against Settlement of Debts

Properties acquired against settlement of debts appear under other assets at their net acquired values.

Unrealised losses due to the decline in the fair value of these assets appear in the income statement. Future unrealised gains on these properties are recognised in the income statement to the extent of unrealised losses previously recognised.

In accordance with Qatar Central Bank regulations, all properties acquired against settlement of debts must be sold within three years. Any extension or transfer to property and equipment must be with Qatar Central Bank approval.

#### m) Property and Equipment

Property and equipment are stated at cost less accumulated depreciation and accumulated impairment in value. Property and equipment are depreciated on a straight-line basis over their estimated useful lives as follows:

	Years
Buildings	20
Equipment and Furniture	3 to 7
Motor Vehicles	5
Leasehold improvements	4

Freehold land is stated at cost.

#### n) Impairment of Financial Assets

##### *Assets carried at amortised cost*

The Group assesses as at each reporting date whether there is objective evidence that a financial asset or group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

Objective evidence that financial assets are impaired can include default or delinquency by a borrower, restructuring of a financing arrangement by the Group on terms that the Group would not otherwise consider, indications that a borrower or issuer will enter bankruptcy, the disappearance of an active market for a security, or other observable data relating to a group of assets such as adverse changes in payment status of borrowers or issuers.

# **Qatar National Bank S.A.Q.**

## **Notes to the Consolidated Financial Statements**

For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

### **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Impairment is the difference between carrying amount and the present value of the estimated future cash flows discounted at the original effective profit rate.

Significant financial assets are assessed for impairment on an individual basis. All significant financial assets found not to be impaired are assessed collectively for any impairment that has been incurred but not yet identified. All financial assets that are not individually significant are collectively assessed for impairment by grouping together on the basis that share similar credit risk characteristics.

#### *Assets classified as available-for-sale*

Impairment losses on available-for-sale securities are recognised by transferring the cumulative loss that has been recognised directly in other comprehensive income to the consolidated income statement. The cumulative loss that is removed from other comprehensive income and recognised in the consolidated income statement is the difference between the acquisition cost, net of any principal repayment and amortisation, and the current fair value, less any impairment loss previously recognised in the consolidated income statement. Impairment is the difference between cost and fair value, less any impairment loss previously recognised in the consolidated income statement. Where available-for-sale securities are carried at cost, impairment is the difference between carrying value and the present value of future cash flows discounted at the current market rate of return for a similar financial asset.

#### *Reversal of impairment loss*

An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognised. For financial assets measured at amortised cost and available-for-sale debt securities, the reversal is recognised in the consolidated income statement. For available-for-sale equity securities, the reversal is recognised directly in other comprehensive income.

### **o) Employees' Termination Benefits and Pension Fund**

#### *Defined Benefit Plan - Expatriate Employees*

The Group makes a provision for all termination indemnity payable to employees in accordance with its regulations, calculated on the basis of the individual's final salary and period of service at the consolidated statement of financial position date. The expected costs of these benefits are accrued over the period of employment. The provision for employees' termination benefits is included in other provisions within other liabilities.

#### *Defined Contribution Scheme - Qatari Employees*

With respect to Qatari employees, the Group makes a contribution to the Qatari Pension Fund calculated as a percentage of the employees' salaries. The Group's obligations are limited to these contributions. The cost is considered as part of general and administrative expenses and is disclosed in note 26.

### **p) Other Provisions**

The Group makes provisions for any expected legal or financial liabilities as a charge to the income statement based on the likelihood and expected amount of such liabilities at the consolidated statement of financial position date. Other provisions are disclosed in note 15.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### q) Repurchase Agreements

Securities sold under agreements to repurchase at a specified future date (repos) are not derecognised from the consolidated statement of financial position. The corresponding cash received, including accrued interest, is recognised in the consolidated statement of financial position as repurchase agreement, reflecting economic substance as a loan to the Group. The difference between sale and repurchase price is treated as interest expense and is accrued over the tenor of the agreement using the effective interest method.

#### r) Contingent Liabilities and Other Commitments

As at the consolidated statement of financial position date, contingent liabilities and other commitments do not represent actual assets or liabilities.

#### s) Other Borrowings

Other borrowings represent loans secured by the Group through a syndicated loan facility and issue of Eurobond facility, which is subsequently measured at amortised cost using the effective interest method. Amortised cost is calculated by taking into account any discount or premium on the issue and costs that are an integral part of the effective interest rate.

#### t) Unrestricted Investment Accounts' Share of Profit

Islamic branches' profit for the year is distributed among unrestricted account holders and shareholders in accordance with Qatar Central Bank regulations.

The share of profit of the unrestricted account holders is calculated on the basis of their daily deposit balances over the year, after reducing the agreed and declared Mudaraba fee.

In case of any expense or loss, which arise out of misconduct on the part of the Group due to non-compliance with Qatar Central Bank regulations, then such expenses or losses are not to be borne by the unrestricted investment account holders. Such matter is subject to a Qatar Central Bank decision.

Where the Islamic branches results at the end of a financial year is a net loss, the unrestricted investment account holders are not charged with any share of such loss, except as approved by Qatar Central Bank in its capacity as the regulator having responsibility of assessing the Bank's management of such losses and compliance with Islamic Sharia rules and principles.

The unrestricted investment accounts carry preferential rights over others in respect of utilisation of funds towards financing and investment activities.

#### u) Cash and Cash Equivalents

For the purpose of the statement of cash flows, cash and cash equivalents include cash, balances with central banks and balances with banks and other financial institutions with an original maturity of three months or less as disclosed in note 35.

#### v) Taxes

Taxes are calculated based on tax laws and regulations in other countries in which the Group operates. A tax provision is made based on an evaluation of the expected tax liability. The Group operations inside Qatar are not subject to income tax, except for QNB Capital whose profits are subject to tax as per the Qatar Financial Center Authority tax regulations.



# **Qatar National Bank S.A.Q.**

## **Notes to the Consolidated Financial Statements**

For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

### **2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

#### **w) Financial Guarantees**

In the ordinary course of business, the Group gives financial guarantees, consisting of letters of credit, guarantees and acceptances. Financial guarantees are initially recognised in the financial statements at fair value, being the premium received, and the initial fair value is amortised over the life of the financial guarantee. Subsequent to initial recognition, the Group's liability under each guarantee is carried at the higher of the amortised amount and the present value of any expected payment (when a payment under the guarantee has become probable).

Any increase in the liability relating to financial guarantees is taken to the income statement as provision for impairment losses. The premium received is recognised in the income statement as fees and commission income.

#### **x) Fiduciary Assets**

Assets held in a fiduciary capacity are not treated as assets of the Group in the statement of financial position.

#### **y) Discontinued Operations**

A discontinued operation is a component of the Group's business that represents a separate major line of business or geographical area of operation that has been disposed of or is held for sale, or is a subsidiary acquired exclusively with a view to resale. Classification as a discontinued operation occurs upon disposal or when the operation meets the criteria to be classified as held for sale, if earlier. When an operation is classified as a discontinued operation, the comparative income statement is represented as if the operation had been discontinued from the start of the comparative period.

#### **z) Segment Reporting**

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components. All operating segments' operating results are reviewed regularly by the Group's Board of Directors to make decisions about resources to be allocated to the segment and to assess its performance, and for which discrete financial information is available.

#### **aa) Earnings Per Share**

The Group presents basic and diluted earnings per share ("EPS") data for its ordinary shares. Basic and diluted EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Group by the weighted average number of ordinary shares outstanding during the year.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 3. FINANCIAL RISK MANAGEMENT

#### I. Financial Instruments

##### a) Definition and Classification

Financial instruments cover all financial assets and liabilities of the Group. Financial assets include cash balances, on demand balances and placements with banks and other financial institutions, investment securities, loans and advances to customers and banks and certain other financial assets. Financial liabilities include customer deposits, due to banks and certain other financial liabilities. Financial instruments also include contingent liabilities and commitments included in off-balance sheet items.

Note 2 explains the accounting policies used to recognise and measure the major financial instruments and their related income and expense.

##### b) Fair Value of Financial Instruments

The following table provides a comparison by class of the carrying amounts and fair values of the Group's financial instruments that are carried in the financial statements. The table does not include the fair values of non-financial assets and non-financial liabilities.

	Carrying Amount 2010	Fair Value 2010	Carrying Amount 2009	Fair Value 2009
<b>Financial Assets</b>				
Cash and Balances with Central Banks	33,912,459	33,912,459	9,880,170	9,880,170
Due from Banks and Other Financial Institutions	24,686,826	24,686,826	30,181,027	30,181,027
Loans and Advances and Financing Activities	131,696,000	131,696,000	108,783,261	108,783,261
Available-for-Sale Financial Investments	6,209,861	6,209,861	5,843,087	5,843,087
Held to Maturity Financial Investments	17,837,875	18,651,167	17,489,672	17,682,779
Derivatives Held for Trading	78,252	78,252	88,971	88,971
Derivatives Held as Cash Flow Hedges	67	67	33	33
<b>Financial Liabilities</b>				
Due to Banks and Other Financial Institutions	12,160,273	12,160,273	20,794,043	20,794,043
Repurchase Agreements	2,184,300	2,151,451	2,085,852	2,104,879
Customer Deposits and Unrestricted Investment Accounts	165,470,433	165,470,433	125,872,215	125,872,215
Other Borrowings	12,136,410	12,101,364	6,723,541	6,723,541
Derivatives Held for Trading	72,254	72,254	22,149	22,149
Derivatives Held as Cash Flow Hedges	191,827	191,827	139,968	139,968

##### Fair Value Hierarchy

The fair values for available-for-sale financial assets comprise of QR683 million (2009: QR691 million) under the level 1 category, QR1,537 million (2009: QR1,260 million) under the level 2 category and QR3,990 million (2009: QR3,892 million) under level 3 of the fair value hierarchy. Moreover, the fair values for held to maturity financial assets comprise of QR4,548 million (2009: QR3,508 million) under the level 2 category and QR14,103 million (2009: QR14,175 million) under the level 3 category.

# **Qatar National Bank S.A.Q.**

## **Notes to the Consolidated Financial Statements**

For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

### **3. FINANCIAL RISK MANAGEMENT (CONTINUED)**

Level 1 fair values are based on quoted prices (unadjusted) in active markets for identical assets. Level 2 fair values are based on inputs other than quoted prices included within level 1 that are observable for the assets either directly (i.e. as prices) or indirectly (i.e. derived from prices). Level 3 fair values are based on inputs for assets that are not based on observable market data.

#### **Financial Instruments for which Fair Value Approximates Carrying Value**

For financial assets and financial liabilities that are liquid or having a term maturity less than three months, the carrying amounts approximate to their fair value.

#### **Fixed Rate Financial Instruments**

The fair value of fixed rate financial assets and liabilities carried at amortised cost are estimated by comparing cash flows discounted using market interest rates when they were first recognised with current market rates offered for similar financial instruments.

## **II. Risk Management**

### **a) Risk Management Framework**

Risk is inherent in the Group's activities but it is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the Group's continuing profitability and each individual within the Group is accountable for the risk exposures relating to their responsibilities. The Group is exposed to credit risk, liquidity risk, operational risk and market risk, which include trading and non-trading risks.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. They are monitored through the Group's strategic planning process.

#### **Risk Management Structure**

The Board of Directors is ultimately responsible for identifying and controlling risks, however, there are separate independent bodies responsible for managing and monitoring risks.

#### **Risk Committee**

The Risk Committee has the overall responsibility for the development of the risk strategy and implementing principles, frameworks, policies and limits.

#### **Risk Measurement and Reporting Systems**

Monitoring and controlling risks is primarily performed based on limits established by the Group. These limits reflect the business strategy and market environment of the Group as well as the level of risk that the Group is willing to accept, with additional emphasis on selected industries.

Information compiled from all businesses is examined and processed in order to analyse, control and identify early risks. This information is presented and explained to the Board of Directors, the Risk Committee and the head of each business division.

#### **Internal Audit**

Risk management processes throughout the Group are audited annually by the Group Internal Audit as part of each audit, which examines both the adequacy and compliance with the procedures in addition to specific audit of the Group Risk function itself as per an approved audit plan. Internal Audit discusses the results of all assessments with management and reports its findings and recommendations to the Audit and Compliance Committee.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 3. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Risk Mitigation

As part of its overall risk management, the Group uses derivatives and other instruments to manage exposures resulting from changes in interest rates, foreign currencies, equity risks, credit risks and exposures arising from forecast transactions. The risk profile is assessed before entering into hedge transactions, which are authorised by the appropriate level of seniority within the Group. The effectiveness of all hedge relationships is monitored by the Risk Management on a monthly basis. In a situation of hedge ineffectiveness, the Group will enter into a new hedge relationship to mitigate risk on a continuous basis.

#### b) Credit Risk

The Group manages its credit risk exposure through diversification of its investments, capital markets and lending and financing activities to avoid undue concentrations of risks with individuals or groups of customers in specific locations or businesses. It also obtains collaterals when appropriate. The types of collaterals obtained include cash, treasury bills and bonds, mortgages over real estate properties and pledges over shares.

The Group uses the same credit risk procedures when entering into derivative transactions as it does for traditional lending products.

Note 6 discloses the distribution of loans and advances and financing activities by industrial sector. Note 31 discloses the geographical distribution of the Group's assets and liabilities.

The table below shows the maximum exposure to credit risk on the consolidated statement of financial position and certain off-balance sheet items. The maximum exposure is shown gross, before the effect of mitigation through the use of master netting and collateral agreements.

	Gross Maximum Exposure	
	2010	2009
Cash and Balances with Central Banks (excluding Cash on Hand)	33,115,928	9,348,155
Due from Banks and Other Financial Institutions	24,686,826	30,181,027
Loans and Advances and Financing Activities	131,696,000	108,783,261
Investment Securities	24,047,736	23,332,759
Other Assets	3,476,177	1,994,995
	<b>217,022,667</b>	<b>173,640,197</b>
Contingent Liabilities	38,371,455	41,744,781
<b>Total</b>	<b>255,394,122</b>	<b>215,384,978</b>

**Qatar National Bank S.A.Q.**  
**Notes to the Consolidated Financial Statements**  
For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

**3. FINANCIAL RISK MANAGEMENT (CONTINUED)**

**c) Risk Concentration for Maximum Exposure to Credit Risk by Industry Sector**

An industry sector analysis of the Group's financial assets and contingent liabilities, before and after taking into account collateral held or other credit enhancements, is as follows:

	<b>Gross Maximum Exposure 2010</b>	<b>Net Maximum Exposure 2010</b>	<b>Gross Maximum Exposure 2009</b>	<b>Net Maximum Exposure 2009</b>
Government	48,188,853	-	45,966,859	-
Government Agencies	39,547,787	20,864,876	24,652,268	14,922,568
Industry	2,601,544	2,124,560	2,565,154	2,030,273
General Trade	3,773,463	2,702,018	4,339,465	2,967,046
Services	82,153,778	62,875,191	59,751,041	48,858,978
Contractors	2,177,322	595,447	2,214,560	1,770,306
Real Estate	16,946,474	3,493,141	15,658,007	1,239,327
Consumption	13,165,626	1,260,275	14,391,621	2,209,179
Others	8,467,820	6,237,139	4,101,222	2,257,597
Contingent Liabilities	38,371,455	37,960,176	41,744,781	37,451,144
<b>Total</b>	<b>255,394,122</b>	<b>138,112,823</b>	<b>215,384,978</b>	<b>113,706,418</b>

**d) Credit Risk Exposure for each Internal Risk Rating**

It is the Group's policy to maintain accurate and consistent risk ratings across the credit portfolio. This facilitates the focused management of the applicable risks and the comparison of credit exposures across all lines of business, geographic regions and products. The rating system is supported by a variety of financial analytics, combined with processed market information to provide the main inputs for the measurement of counterparty risk. All internal risk ratings are tailored to the various categories and are derived in accordance with the Group's rating policy. The attributable risk ratings are assessed and updated regularly.

	<b>2010</b>	<b>2009</b>
<b>Equivalent Grades</b>		
AAA to AA-	88,269,425	61,915,423
A+ to A-	64,414,203	60,069,912
BBB+ to BBB-	641,964	1,069,172
BB+ to B-	3,859,050	4,000,180
Below B-	48,190	-
Unrated	98,161,290	88,330,291
<b>Total</b>	<b>255,394,122</b>	<b>215,384,978</b>

Unrated exposures represent credit facilities granted to corporations and individuals, which do not have external credit ratings. Also, the ratings used by the Group are in line with the ratings and definitions published by international rating agencies. The above exposures include loans and advances, which are neither past due nor impaired amounting to QR131,587 million (2009: QR108,645 million).

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 3. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### e) Ageing Analysis of Past Dues not Impaired per Category of Loans and Advances

	Less than 30 Days	31 - 60 Days	61 - 90 Days	Total
<b>As at 31 December 2010:</b>				
Corporate Lending	134,264	39,987	82,514	256,765
Small Business Lending	117	401	64	582
Consumer Lending	83,439	1,613	1,512	86,564
Residential Mortgages	866	123	164	1,153
<b>Total</b>	<b>218,686</b>	<b>42,124</b>	<b>84,254</b>	<b>345,064</b>
<b>As at 31 December 2009:</b>				
Corporate Lending	111,392	40,775	2,818	154,985
Small Business Lending	4,323	854	34	5,211
Consumer Lending	16,440	20,106	10,407	46,953
Residential Mortgages	-	3,171	2,220	5,391
<b>Total</b>	<b>132,155</b>	<b>64,906</b>	<b>15,479</b>	<b>212,540</b>

#### f) Renegotiated Loans and Advances and Financing Activities

	2010	2009
Corporate Lending	87,169	87,485
Small Business Lending	21,026	36,736
Consumer Lending	726,804	623,386
Residential Mortgages	29,215	-
<b>Total</b>	<b>864,214</b>	<b>747,607</b>

#### g) Market Risk

The Group takes on exposure to market risks from interest rates, foreign exchange rates and equity prices due to general and specific market movements. The Group applies an internal methodology to estimate the market risk of positions held and the maximum losses expected, based upon a number of assumptions for various changes in market conditions. The Group has a set of limits on the value of risk that may be accepted, which is monitored on a daily basis.

Equity price risk is the risk that the fair values of equities decrease as a result of changes in the levels of equity indices and the value of individual stocks. The effect on equity due to a reasonably possible change in equity indices, with all other variables held constant, is as follows:

	Change in Equity Price %	Effect on Other Comprehensive Income 2010	Change in Equity Price %	Effect on Other Comprehensive Income 2009
<b>Market Indices</b>				
Qatar Exchange	±10	77,431	±10	350,494



**Qatar National Bank S.A.Q.**  
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**3. FINANCIAL RISK MANAGEMENT (CONTINUED)**

**h) Operational Risk**

Operational risk is the risk of direct or indirect loss due to an event or action causing failure of technology, process infrastructure, personnel and other risks having an operational risk impact. The Group seeks to minimise actual or potential losses from operational risks failure through a framework of policies and procedures that identify, assess, control, manage and report those risks. Controls include effective segregation of duties, access, authorisation and reconciliation procedures, staff education and assessment processes.

**i) Other Risks**

Other risks to which the Group is exposed are regulatory risk, legal risk and reputational risk. Regulatory risk is controlled through a framework of compliance policies and procedures. Legal risk is managed through the effective use of internal and external legal advisers. Reputational risk is controlled through the regular examination of issues that are considered to have reputational repercussions for the Group, with guidelines and policies being issued as appropriate.

**j) Risk of Managing Customer Investments**

The Group provides custody and corporate administration to third parties in relation to mutual funds marketed or managed by the Group. These services give rise to legal and operational risk. Such risks are mitigated through detailed daily procedures and internal audits to assure compliance. Note 33 lists mutual funds marketed by the Group.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

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(All amounts are shown in thousands of Qatari Riyals)

### 3. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### k) Interest Rate Risk

Interest rate risk reflects the risk of a change in interest rates, which might affect future earnings or the fair value of financial instruments. Exposure to interest rate risk is managed by the Group using, where appropriate, various off-balance sheet instruments, primarily interest rate swaps. Maturities of assets and liabilities have been determined on the basis of contractual pricing. The following table summarises the reprising profile of the Group's assets, liabilities and off-balance sheet exposures:

	Within 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	Non-Interest Sensitive	Total	Effective Interest Rate
<b>At 31 December 2010:</b>							
Cash and Balances with Central Banks	26,102,580	16,955	-	-	7,792,924	33,912,459	
Due from Banks	24,304,182	12,041	-	-	370,603	24,686,826	0.81%
Loans and Advances	94,189,959	12,441,511	966,303	-	24,098,227	131,696,000	6.77%
Investment Securities	526,817	717,831	11,161,375	10,017,236	6,272,795	28,696,054	6.02%
Other Assets	-	-	-	-	4,391,108	4,391,108	
<b>Total Assets</b>	<b>145,123,538</b>	<b>13,188,338</b>	<b>12,127,678</b>	<b>10,017,236</b>	<b>42,925,657</b>	<b>223,382,447</b>	
Due to Banks	11,457,100	377,268	-	-	325,905	12,160,273	0.79%
Repurchase Agreements	2,184,300	-	-	-	-	2,184,300	
Customer Deposits	114,681,675	10,961,353	471,955	-	13,971,827	140,086,810	3.01%
Other Borrowings	-	6,727,986	5,408,424	-	-	12,136,410	
Unrestricted Investment Accounts	25,383,623	-	-	-	-	25,383,623	
Other Liabilities	-	-	-	-	6,638,343	6,638,343	
Total Equity	-	-	-	-	24,792,688	24,792,688	
<b>Total Liabilities and Equity</b>	<b>153,706,698</b>	<b>18,066,607</b>	<b>5,880,379</b>	<b>-</b>	<b>45,728,763</b>	<b>223,382,447</b>	
Balance Sheet Items	(8,583,160)	(4,878,269)	6,247,299	10,017,236	(2,803,106)	-	
Off-Balance Sheet Items	464,376	7,002,915	(7,176,054)	(291,237)	-	-	
<b>Interest Rate Sensitivity Gap</b>	<b>(8,118,784)</b>	<b>2,124,646</b>	<b>(928,755)</b>	<b>9,725,999</b>	<b>(2,803,106)</b>	<b>-</b>	
<b>Cumulative Interest Rate Sensitivity Gap</b>	<b>(8,118,784)</b>	<b>(5,994,138)</b>	<b>(6,922,893)</b>	<b>2,803,106</b>	<b>-</b>	<b>-</b>	
<b>At 31 December 2009:</b>							
Cash and Balances with Central Banks	3,610,018	-	-	-	6,270,152	9,880,170	
Due from Banks	29,828,621	50,850	-	-	301,556	30,181,027	0.97%
Loans and Advances	83,800,287	9,962,959	526,632	-	14,493,383	108,783,261	6.48%
Investment Securities	781,323	843,278	10,693,706	9,587,133	5,870,985	27,776,425	6.21%
Other Assets	-	-	-	-	2,708,031	2,708,031	
<b>Total Assets</b>	<b>118,020,249</b>	<b>10,857,087</b>	<b>11,220,338</b>	<b>9,587,133</b>	<b>29,644,107</b>	<b>179,328,914</b>	
Due to Banks	19,795,801	696,915	-	-	301,327	20,794,043	0.91%
Repurchase Agreements	2,085,852	-	-	-	-	2,085,852	
Customer Deposits	86,818,954	9,833,895	506,882	-	11,612,765	108,772,496	3.32%
Other Borrowings	-	6,723,541	-	-	-	6,723,541	
Unrestricted Investment Accounts	17,099,719	-	-	-	-	17,099,719	
Other Liabilities	-	-	-	-	3,977,254	3,977,254	
Total Equity	-	-	-	-	19,876,009	19,876,009	
<b>Total Liabilities and Equity</b>	<b>125,800,326</b>	<b>17,254,351</b>	<b>506,882</b>	<b>-</b>	<b>35,767,355</b>	<b>179,328,914</b>	
Balance Sheet Items	(7,780,077)	(6,397,264)	10,713,456	9,587,133	(6,123,248)	-	
Off-Balance Sheet Items	638,562	5,772,834	(5,880,218)	(531,178)	-	-	
<b>Interest Rate Sensitivity Gap</b>	<b>(7,141,515)</b>	<b>(624,430)</b>	<b>4,833,238</b>	<b>9,055,955</b>	<b>(6,123,248)</b>	<b>-</b>	
<b>Cumulative Interest Rate Sensitivity Gap</b>	<b>(7,141,515)</b>	<b>(7,765,945)</b>	<b>(2,932,707)</b>	<b>6,123,248</b>	<b>-</b>	<b>-</b>	

**Qatar National Bank S.A.Q.**  
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**3. FINANCIAL RISK MANAGEMENT (CONTINUED)**

**l) Interest Rate Sensitivity**

The following table demonstrates the sensitivity to a reasonable possible change in interest rates, with all other variables held constant, of the Group's income statement. The sensitivity of the income statement is the effect of the assumed changes in interest rates on the net interest income for one year, based on the floating rate of non-trading financial assets and financial liabilities including the effect of hedging instruments. The sensitivity of equity is calculated by revaluing fixed rate available-for-sale financial assets, including the effect of any associated hedges and swaps designated as cash flow hedges. The sensitivity of equity is analysed by maturity of the asset or swap. Total sensitivity of equity is based on the assumption that there are parallel shifts in the yield curve.

	Increase in Basis Points	Sensitivity of Net Interest Income	Sensitivity of Other Comprehensive Income				Total
			Within 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	
			2010	2010	2010	2010	
<b>Currency</b>		2010	2010	2010	2010	2010	
Qatari Riyal	10	9,526	23,309	(1,612)	(551)	3,361	24,507
US\$	10	(14,225)	(22,595)	(39)	9,066	6,652	(6,916)
Euro	10	1,110	1,467	(33)	81	-	1,515
Pounds Sterling	10	1,279	1,377	143	14	-	1,534
Other Currencies	10	(606)	(1,150)	196	962	-	8

	Decrease in Basis Points	Sensitivity of Net Interest Income	Sensitivity of Other Comprehensive Income				Total
			Within 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	
			2010	2010	2010	2010	
<b>Currency</b>		2010	2010	2010	2010	2010	
Qatari Riyal	10	(7,016)	(24,923)	1,424	27	(3,700)	(27,172)
US\$	10	15,700	20,024	(436)	(7,417)	(7,313)	4,858
Euro	10	(947)	(1,566)	(3)	(81)	-	(1,650)
Pounds Sterling	10	(1,195)	(1,493)	(157)	8	-	(1,642)
Other Currencies	10	691	1,018	(211)	(1,005)	-	(198)

	Increase in Basis Points	Sensitivity of Net Interest Income	Sensitivity of Other Comprehensive Income				Total
			Within 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	
			2009	2009	2009	2009	
<b>Currency</b>		2009	2009	2009	2009	2009	
Qatari Riyal	10	(49)	8,116	(1,452)	2,441	3,435	12,540
US\$	10	(3,720)	(4,878)	1,268	3,405	1,548	1,343
Euro	10	976	1,426	93	(32)	-	1,487
Pounds Sterling	10	249	392	105	(84)	-	413
Other Currencies	10	274	573	(302)	256	24	551

	Decrease in Basis Points	Sensitivity of Net Interest Income	Sensitivity of Other Comprehensive Income				Total
			Within 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	
			2009	2009	2009	2009	
<b>Currency</b>		2009	2009	2009	2009	2009	
Qatari Riyal	10	1,719	(8,441)	725	(2,925)	(3,778)	(14,419)
US\$	10	4,891	4,059	(1,387)	(3,179)	(1,702)	(2,209)
Euro	10	(782)	(1,509)	(102)	32	-	(1,579)
Pounds Sterling	10	(187)	(413)	(115)	85	-	(443)
Other Currencies	10	(227)	(621)	270	(260)	(26)	(637)

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

For the Year Ended 31 December 2010

(All amounts are shown in thousands of Qatari Riyals)

### 3. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### m) Liquidity Risk

Liquidity risk is the risk that an institution will be unable to meet its funding requirements. Liquidity risk can be caused by market disruptions or credit down grades, which may cause certain sources of funding to cease immediately. To mitigate this risk, the Group has a diversification of funding sources and a diversified portfolio of high quality liquid assets and readily marketable securities. The table below summarises the maturity profile of the Group's assets and liabilities. The contractual maturities of assets and liabilities have been determined on the basis of the remaining period at the consolidated statement of financial position date to the contractual maturity date and do not take account of the effective maturities as indicated by the Group's deposit retention history. Management monitors the maturity profile to ensure that adequate liquidity is maintained.

	Within 1 Month	1 - 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	Total
<b>As at 31 December 2010:</b>						
Cash and Balances with Central Banks	27,740,152	109,545	16,955	31,825	6,013,982	33,912,459
Due from Banks	23,237,439	1,160,826	12,041	276,520	-	24,686,826
Loans and Advances	69,027,121	11,635,023	13,183,885	33,981,602	3,868,369	131,696,000
Investment Securities	59,728	83,084	470,324	11,941,018	16,141,900	28,696,054
Other Assets	2,857,952	36,058	5,317	1,451	1,490,330	4,391,108
<b>Total Assets</b>	<b>122,922,392</b>	<b>13,024,536</b>	<b>13,688,522</b>	<b>46,232,416</b>	<b>27,514,581</b>	<b>223,382,447</b>
Due to Banks	10,908,300	2,881,188	555,085	-	-	14,344,573
Customer Deposits	85,108,580	32,593,854	12,196,414	10,187,962	-	140,086,810
Other Borrowings	-	-	-	12,136,410	-	12,136,410
Unrestricted Investment Accounts	16,129,259	3,289,809	5,964,555	-	-	25,383,623
Other Liabilities	2,158,670	1,966,507	213,332	143,223	26,949,299	31,431,031
<b>Total Liabilities and Equity</b>	<b>114,304,809</b>	<b>40,731,358</b>	<b>18,929,386</b>	<b>22,467,595</b>	<b>26,949,299</b>	<b>223,382,447</b>
<b>Difference</b>	<b>8,617,583</b>	<b>(27,706,822)</b>	<b>(5,240,864)</b>	<b>23,764,821</b>	<b>565,282</b>	<b>-</b>
<b>As at 31 December 2009:</b>						
Cash and Balances with Central Banks	5,067,431	-	-	-	4,812,739	9,880,170
Due from Banks	24,588,888	4,535,023	962,444	94,672	-	30,181,027
Loans and Advances	49,314,289	11,375,984	28,380,140	14,615,323	5,097,525	108,783,261
Investment Securities	1,163,125	286,738	945,150	15,466,927	9,914,485	27,776,425
Other Assets	1,389,179	35,498	1,679	75,113	1,206,562	2,708,031
<b>Total Assets</b>	<b>81,522,912</b>	<b>16,233,243</b>	<b>30,289,413</b>	<b>30,252,035</b>	<b>21,031,311</b>	<b>179,328,914</b>
Due to Banks	17,106,810	5,222,587	489,062	61,436	-	22,879,895
Customer Deposits	78,529,793	17,420,923	12,307,548	514,232	-	108,772,496
Other Borrowings	-	-	-	6,723,541	-	6,723,541
Unrestricted Investment Accounts	11,994,388	3,555,278	1,550,053	-	-	17,099,719
Other Liabilities	1,831,400	583,173	267,972	203,356	20,967,362	23,853,263
<b>Total Liabilities and Equity</b>	<b>109,462,391</b>	<b>26,781,961</b>	<b>14,614,635</b>	<b>7,502,565</b>	<b>20,967,362</b>	<b>179,328,914</b>
<b>Difference</b>	<b>(27,939,479)</b>	<b>(10,548,718)</b>	<b>15,674,778</b>	<b>22,749,470</b>	<b>63,949</b>	<b>-</b>

**Qatar National Bank S.A.Q.**  
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**3. FINANCIAL RISK MANAGEMENT (CONTINUED)**

**n) Liquidity Risk**

Liquidity risk is the risk that the Group will encounter difficulty in meeting obligations associated with its financial liabilities. The table below summarises the maturity profile of the Group's financial liabilities based on contractual undiscounted repayment obligations. Repayments, which are subject to notice are treated as if notice were to be given immediately. However, the Group expects that customers will not request repayment before the contractual repayment date.

The Group maintains a portfolio of highly marketable and diverse assets readily liquefiable in the event of an unforeseen interruption to cash flow. The Group maintains statutory reserves with Qatar Central Bank and other Central Banks. Liquidity is assessed and managed using a variety of stressed scenarios applicable to the Group.

	<b>1 Month</b>	<b>1 - 3 Months</b>	<b>3 - 12 Months</b>	<b>1 - 5 Years</b>	<b>Total</b>
<b>As at 31 December 2010:</b>					
Due to Banks	8,918,102	2,945,126	573,174	-	12,436,402
Repurchase Agreements	2,198,421	-	-	-	2,198,421
<b>Derivative Financial Instruments</b>					
- Contractual Amounts Payable	1,979,100	2,306,843	101,466	-	4,387,409
- Contractual Amounts Receivable	(1,979,147)	(2,306,898)	(101,469)	-	(4,387,514)
Customer Deposits	103,493,106	36,649,740	18,744,274	10,243,187	169,130,307
Other Borrowings	-	-	-	12,157,985	12,157,985
<b>Total Liabilities</b>	<b>114,609,582</b>	<b>39,594,811</b>	<b>19,317,445</b>	<b>22,401,172</b>	<b>195,923,010</b>

<b>As at 31 December 2009:</b>					
Due to Banks	15,219,354	5,291,567	495,522	62,247	21,068,690
Repurchase Agreements	2,096,562	-	-	-	2,096,562
<b>Derivative Financial Instruments</b>					
- Contractual Amounts Payable	2,672,631	3,674,743	12,547,961	4,410,097	23,305,432
- Contractual Amounts Receivable	(2,676,204)	(3,679,656)	(12,564,737)	(4,415,993)	(23,336,590)
Customer Deposits	91,719,827	21,253,254	14,040,630	521,023	127,534,734
Other Borrowings	-	-	-	6,723,659	6,723,659
<b>Total Liabilities</b>	<b>109,032,170</b>	<b>26,539,908</b>	<b>14,519,376</b>	<b>7,301,033</b>	<b>157,392,487</b>

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

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### 3. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### o) Liquidity Risk and Funding Management

The table below summarises the contractual expiry dates by maturity of contingent liabilities:

	On Demand	1- 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years	Total
<b>As at 31 December 2010:</b>						
Contingent Liabilities	780,216	11,774,201	12,050,216	11,875,809	1,891,013	38,371,455
<b>As at 31 December 2009:</b>						
Contingent Liabilities	178,989	14,765,662	14,378,858	10,879,380	1,541,892	41,744,781

#### p) Currency Risk

The Group takes on exposure to the effect of fluctuations in prevailing foreign currency exchange rates on its financial position. The Group has a set of limits on the level of currency exposure, which are monitored daily. The Group has the following significant net exposures denominated in foreign currencies:

	Qatari Riyal	US\$	Euro	Pounds Sterling	Other Currencies	Total
<b>As at 31 December 2010:</b>						
Assets	151,616,466	53,754,548	4,544,093	1,665,854	11,801,486	223,382,447
Liabilities and Equity	132,095,568	79,124,365	4,154,081	1,722,274	6,286,159	223,382,447
<b>Net Balance Sheet Position</b>	<b>19,520,898</b>	<b>(25,369,817)</b>	<b>390,012</b>	<b>(56,420)</b>	<b>5,515,327</b>	<b>-</b>
<b>As at 31 December 2009:</b>						
Assets	113,669,015	47,130,386	6,711,530	3,083,603	8,734,380	179,328,914
Liabilities and Equity	97,622,327	67,670,692	5,923,614	3,288,831	4,823,450	179,328,914
<b>Net Balance Sheet Position</b>	<b>16,046,688</b>	<b>(20,540,306)</b>	<b>787,916</b>	<b>(205,228)</b>	<b>3,910,930</b>	<b>-</b>



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**3. FINANCIAL RISK MANAGEMENT (CONTINUED)**

**q) Currency Risk - Effect of Change in Fair Value of Currency**

The table below indicates the effect of a reasonably possible movement of the currency rate against the Qatari Riyal on the income statement, with all other variables held constant:

	Change in Currency Rate %	Effect on Consolidated Income Statement	
		2010	2009
<b>Currency</b>			
US\$	+2	(507,396)	(410,806)
Euro	+3	11,700	23,637
Pounds Sterling	+2	(1,128)	(4,105)
Other Currencies	+3	165,460	117,328
US\$	-2	507,396	410,806
Euro	-3	(11,700)	(23,637)
Pounds Sterling	-2	1,128	4,105
Other Currencies	-3	(165,460)	(117,328)

**r) Capital Management**

The Group maintains an actively managed capital base to cover risks inherent in the business. The adequacy of the Group's capital is monitored using, among other measures, the rules and ratios established by the Basel Committee on Banking Supervision and adopted by Qatar Central Bank in supervising the Group.

The primary objectives of the Group's capital management are to ensure that the Group complies with externally imposed capital requirements and that the Group maintains strong credit ratings and healthy capital ratios in order to support its business and to maximise shareholders' value.

**s) Capital Adequacy**

	2010	2009
Tier 1 Capital	17,119,158	13,856,775
Tier 2 Capital	-	-
<b>Total Capital</b>	<b>17,119,158</b>	<b>13,856,775</b>
<b>Risk Weighted Assets</b>	<b>112,003,237</b>	<b>105,248,653</b>
Tier 1 Capital ratio	15.3%	13.2%
Total Capital ratio	15.3%	13.2%

Tier 1 capital includes issued capital, statutory reserve, other reserves and retained earnings including current year profit and excluding proposed dividend.

Tier 2 capital includes risk reserve (up to 1.25% of risk weighted assets) and 45% of the fair value reserve and currency translation adjustment if the balance is positive and 100% if negative.

The minimum accepted capital adequacy ratio is 10% under Qatar Central Bank requirements and 8% under Basel Committee on Banking Supervision requirements.

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

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#### 4. CASH AND BALANCES WITH CENTRAL BANKS

	2010	2009
Cash	796,531	532,015
Cash Reserve with Qatar Central Bank	6,013,982	4,808,011
Other Balances with Qatar Central Bank	25,733,219	3,733,387
Balances with Other Central Banks	1,368,727	806,757
<b>Total</b>	<b>33,912,459</b>	<b>9,880,170</b>

Cash reserve with Qatar Central Bank is a mandatory reserve and cannot be used to fund the Group's day-to-day operations.

#### 5. DUE FROM BANKS AND OTHER FINANCIAL INSTITUTIONS

	2010	2009
Current Accounts	623,981	643,330
Placements	23,149,314	28,546,136
Loans	913,531	991,561
<b>Total</b>	<b>24,686,826</b>	<b>30,181,027</b>

#### 6. LOANS AND ADVANCES AND FINANCING ACTIVITIES TO CUSTOMERS

##### a) By Type

##### (i) Conventional Banking Loans and Advances

	2010	2009
Loans	97,592,192	86,108,265
Overdrafts	8,182,868	9,035,750
Bills Discounted	325,290	12,477
	<b>106,100,350</b>	<b>95,156,492</b>
Specific Impairment of Loans and Advances	(1,403,851)	(871,437)
<b>Net Conventional Banking Loans and Advances</b>	<b>104,696,499</b>	<b>94,285,055</b>

##### (ii) Financing Activities

Murabaha and Musawama	31,140,328	13,915,793
Musharaka	650,274	683,401
Mudaraba	162,248	110,758
Istisna	2,272	57,763
Ijara	3,062,010	3,809,383
Others	15,268	3,353
	<b>35,032,400</b>	<b>18,580,451</b>
Specific Impairment of Financing Activities	(168,630)	(52,169)
Financing Activities Deferred Profit	(7,864,269)	(4,030,076)
<b>Net Financing Activities</b>	<b>26,999,501</b>	<b>14,498,206</b>
<b>Net Loans and Advances and Financing Activities</b>	<b>131,696,000</b>	<b>108,783,261</b>

**Qatar National Bank S.A.Q.**  
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**6. LOANS AND ADVANCES AND FINANCING ACTIVITIES TO CUSTOMERS (CONTINUED)**

In 2009, the Group disposed of certain loans and advances to the Government of Qatar as part of the Government assistance program for Qatari banks, in consideration for State of Qatar bonds.

The aggregate amount of non-performing loans and advances and financing activities amounted to QR1,336 million, which represents 0.9% of total loans and advances and financing activities (2009: QR849.0 million, 0.7% of total loans and advances and financing activities).

Specific impairment of loans and advances and financing activities includes QR313.3 million of interest and profit in suspense (2009: QR201.0 million).

**b) By Industry**

	<b>Loans &amp; Advances</b>	<b>Overdrafts</b>	<b>Bills Discounted</b>	<b>Financing Activities</b>	<b>Total</b>
<b>As at 31 December 2010:</b>					
Government	23,773,727	1,828,190	-	6,525,820	32,127,737
Government Agencies	20,809,692	4,130,836	-	16,497,122	41,437,650
Industry	1,748,799	8,794	7,300	580,558	2,345,451
Commercial	2,009,892	128,931	7,448	1,586,852	3,733,123
Services	24,118,994	51,474	274,606	150,632	24,595,706
Contracting	1,655,351	519,871	-	135,644	2,310,866
Real Estate	10,570,076	26,581	-	5,902,054	16,498,711
Personal	9,934,098	1,424,856	235	3,152,633	14,511,822
Others	2,971,563	63,335	35,701	501,085	3,571,684
<b>Total</b>	<b>97,592,192</b>	<b>8,182,868</b>	<b>325,290</b>	<b>35,032,400</b>	<b>141,132,750</b>
<b>As at 31 December 2009:</b>					
Government	21,496,592	6,919,606	-	9,101	28,425,299
Government Agencies	19,876,748	126,874	-	5,056,627	25,060,249
Industry	1,901,096	5,528	9,235	276,599	2,192,458
Commercial	2,483,867	150,807	3,026	2,730,271	5,367,971
Services	13,601,434	182,665	-	979,620	14,763,719
Contracting	1,680,724	367,209	-	196,862	2,244,795
Real Estate	9,675,200	108	-	6,082,237	15,757,545
Personal	11,890,360	1,049,068	216	2,993,925	15,933,569
Others	3,502,244	233,885	-	255,209	3,991,338
<b>Total</b>	<b>86,108,265</b>	<b>9,035,750</b>	<b>12,477</b>	<b>18,580,451</b>	<b>113,736,943</b>

The amounts above include both Conventional banking and Islamic banking gross figures before subtracting specific impairment and deferred profit.

**c) Movement in Impairment of Loans and Advances and Financing Activities**

	<b>2010</b>	<b>2009</b>
Balance as at 1 January	923,606	624,961
Foreign Currency Translation	(1,706)	1,859
Net Provisions during the Year	653,649	306,490
Provisions Raised during the Year	712,870	474,442
Recoveries during the Year	(59,221)	(167,952)
Written off during the Year	(3,068)	(9,704)
<b>Balance as at 31 December</b>	<b>1,572,481</b>	<b>923,606</b>

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6. LOANS AND ADVANCES AND FINANCING ACTIVITIES TO CUSTOMERS (CONTINUED)

d) Impairment on Loans and Advances and Financing Activities

	Corporate Lending	Small Business Lending	Consumer Lending	Residential Mortgages	Total
Balance as at 1 January 2010	91,675	38,098	686,387	107,446	923,606
Foreign Currency Translation	(735)	-	(29)	(942)	(1,706)
Provisions Raised during the Year	183,675	39,509	477,269	12,417	712,870
Recoveries during the Year	(3,232)	(13,851)	(42,138)	-	(59,221)
Written off during the Year	(222)	-	(2,846)	-	(3,068)
<b>Balance as at 31 December 2010</b>	<b>271,161</b>	<b>63,756</b>	<b>1,118,643</b>	<b>118,921</b>	<b>1,572,481</b>
Balance as at 1 January 2008	112,362	10,122	424,258	78,219	624,961
Foreign Currency Translation	(80)	-	10	1,929	1,859
Provisions Raised during the Year	50,882	36,244	339,127	48,189	474,442
Recoveries during the Year	(69,491)	(8,268)	(69,302)	(20,891)	(167,952)
Written off during the Year	(1,998)	-	(7,706)	-	(9,704)
<b>Balance as at 31 December 2009</b>	<b>91,675</b>	<b>38,098</b>	<b>686,387</b>	<b>107,446</b>	<b>923,606</b>

e) Net Impairment during the Year

	2010	2009
Corporate Lending	(169,783)	(20,842)
Small Business Lending	(21,591)	(27,399)
Consumer Lending	(333,882)	(205,155)
Residential Mortgages	(12,408)	(27,710)
<b>Total</b>	<b>(537,664)</b>	<b>(281,106)</b>

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**7. INVESTMENT SECURITIES**

Investments as at 31 December 2010 totaled QR24,048 million (2009: QR23,333 million). The analysis of investment securities is detailed below:

a) **Available-for-Sale Financial Investments**

	2010		2009	
	Quoted	Unquoted	Quoted	Unquoted
Equities	683,051	116,405	654,214	126,782
State of Qatar Debt Securities	781,891	3,000,000	646,007	3,000,000
Other Debt Securities	714,741	53,788	614,111	130,534
Mutual Funds	25,500	834,485	37,203	634,236
<b>Total</b>	<b>2,205,183</b>	<b>4,004,678</b>	<b>1,951,535</b>	<b>3,891,552</b>

Fixed rate securities and floating rate securities amounted to QR4,291 million and QR294.9 million respectively (2009: QR3,928 million and QR488.3 million respectively).

During 2009, the Group disposed off certain available-for-sale equity securities listed on the Qatar Exchange to the Government of Qatar at a sales price of QR4,013 million, comprising cash of QR1,788 million and a five year term bond of QR2,225 million at an interest yield of 5.5% per annum. This sales price was equal to cost less impairment booked for these securities, hence there is no impact on the income statement for the period. The available-for-sale reserve amount transferred from equity in relation to this sale was QR917 million.

b) **Held to Maturity Financial Investments**

	2010		2009	
	Quoted	Unquoted	Quoted	Unquoted
<b>- By Issuer</b>				
State of Qatar Debt Securities	697,171	13,029,475	701,581	12,970,938
Other Debt Securities	3,337,296	773,933	2,664,385	1,152,768
<b>Total</b>	<b>4,034,467</b>	<b>13,803,408</b>	<b>3,365,966</b>	<b>14,123,706</b>
<b>- By Interest Rate</b>				
Fixed Rate Securities	3,558,849	13,708,566	2,635,236	13,986,544
Floating Rate Securities	475,618	94,842	730,730	137,162
<b>Total</b>	<b>4,034,467</b>	<b>13,803,408</b>	<b>3,365,966</b>	<b>14,123,706</b>

The carrying amount and fair value of securities pledged under repurchase agreements amounted to QR2,184 million and QR2,151 million respectively (2009: QR2,086 million and QR2,105 million respectively).

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**8. INVESTMENTS IN ASSOCIATES**

	2010	2009
Balance as at 1 January	4,443,666	4,596,644
Foreign Currency Translation	265	46,452
Investments Acquired during the Year	71,882	100,688
Share in Profit	216,306	292,795
Cash Dividend	(98,963)	(118,147)
Associates Sold / Transferred	-	(475,662)
Other Movements	15,162	896
<b>Balance as at 31 December</b>	<b>4,648,318</b>	<b>4,443,666</b>

Name of Associate	Country	Ownership %	
		2010	2009
Mansoor Bank	Iraq	23.1	23.1
Housing Bank for Trade and Finance	Jordan	34.4	34.0
Al Jazeera Finance Company	Qatar	20.0	20.0
Commercial Bank International	UAE	23.8	23.8
Tunisian Qatari Bank	Tunisia	50.0	50.0

The published share prices for Housing Bank for Trade and Finance and Commercial Bank International as at 31 December 2010 are QR41.6 and QR1.25 respectively (2009: QR36.5 and QR1.50 respectively). All other investments are not listed. Moreover, total assets of Housing Bank for Trade and Finance, Commercial Bank International and Al Jazeera Finance Company amounted to QR31,176 million, QR11,568 million and QR2,212 million respectively, based on the reviewed financial information as at 30 September 2010. Also, total revenue for Housing Bank for Trade and Finance, Commercial Bank International and Al Jazeera Finance Company amounted to QR1,011 million, QR389.7 million and QR78.5 million respectively for the nine months period ended 30 September 2010. Furthermore, total liabilities of Housing Bank for Trade and Finance, Commercial Bank International and Al Jazeera Finance Company amounted to QR26,056 million, QR9,799 million and QR1,480 million respectively, based on the reviewed financial information as at 30 September 2010. Profit for the period ended 30 September 2010 amounted to QR328.4 million, QR106.9 million and QR46.8 million for Housing Bank for Trade and Finance, Commercial Bank International and Al Jazeera Finance Company respectively.

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**9. PROPERTY AND EQUIPMENT**

	Land & Buildings	Leasehold Improvements	Equipment & Furniture	Motor Vehicles	Total
<b>As at 31 December 2010:</b>					
<b>Cost:</b>					
Balance as at 1 January	495,526	241,871	414,716	1,230	1,153,343
Additions / Transfers	186,114	75,366	95,037	2,329	358,846
Disposals	-	(39,705)	(34,901)	(372)	(74,978)
Foreign Currency Translation	(7,200)	(2,425)	(4,350)	(48)	(14,023)
	<b>674,440</b>	<b>275,107</b>	<b>470,502</b>	<b>3,139</b>	<b>1,423,188</b>
<b>Accumulated Depreciation:</b>					
Balance as at 1 January	67,932	98,992	273,077	306	440,307
Charged during the Year	16,318	63,305	66,051	922	146,596
Disposals	-	(39,701)	(34,118)	(208)	(74,027)
Foreign Currency Translation	(631)	(993)	(2,980)	(15)	(4,619)
	<b>83,619</b>	<b>121,603</b>	<b>302,030</b>	<b>1,005</b>	<b>508,257</b>
<b>Net Carrying Amount</b>	<b>590,821</b>	<b>153,504</b>	<b>168,472</b>	<b>2,134</b>	<b>914,931</b>
<b>As at 31 December 2009:</b>					
<b>Cost:</b>					
Balance as at 1 January	465,860	199,202	450,138	974	1,116,174
Additions / Transfers	88,677	74,054	76,971	535	240,237
Disposals	(72,344)	(36,192)	(123,724)	(271)	(232,531)
Foreign Currency Translation	13,333	4,807	11,331	(8)	29,463
	<b>495,526</b>	<b>241,871</b>	<b>414,716</b>	<b>1,230</b>	<b>1,153,343</b>
<b>Accumulated Depreciation:</b>					
Balance as at 1 January	99,648	77,919	320,068	302	497,937
Charged during the Year	11,467	37,868	61,541	122	110,998
Disposals	(47,206)	(19,319)	(118,687)	(112)	(185,324)
Foreign Currency Translation	4,023	2,524	10,155	(6)	16,696
	<b>67,932</b>	<b>98,992</b>	<b>273,077</b>	<b>306</b>	<b>440,307</b>
<b>Net Carrying Amount</b>	<b>427,594</b>	<b>142,879</b>	<b>141,639</b>	<b>924</b>	<b>713,036</b>

**10. OTHER ASSETS**

	2010	2009
Interest Receivable	1,581,934	1,249,413
Prepaid Expenses	79,432	33,760
Capital Expenditure in Progress	256,974	220,950
Properties Acquired Against Settlement of Debts	-	360
Positive Fair Value of Derivatives (Note 32)	78,319	89,004
Sundry Debtors	476,248	202,092
Others	1,003,270	199,416
<b>Total</b>	<b>3,476,177</b>	<b>1,994,995</b>



# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

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### 11. DUE TO BANKS AND OTHER FINANCIAL INSTITUTIONS

	2010	2009
Balances Due to Central Banks	560,421	777,550
Current Accounts	955,141	843,104
Deposits	10,644,711	19,173,389
<b>Total</b>	<b>12,160,273</b>	<b>20,794,043</b>

### 12. CUSTOMER DEPOSITS

#### a) By Type

##### (i) Conventional Banking Customer Deposits

	2010	2009
Current and Call Accounts	41,351,014	35,701,714
Saving Accounts	1,122,605	925,999
Time Deposits	95,647,936	70,435,794
	<b>138,121,555</b>	<b>107,063,507</b>
<b>(ii) Islamic Banking Current Accounts</b>	<b>1,965,255</b>	<b>1,708,989</b>
<b>Total</b>	<b>140,086,810</b>	<b>108,772,496</b>

Customer deposits include QR183.0 million of margins held for direct and indirect facilities (2009: QR123.0 million).

#### b) By Sector

	2010	2009
Government	26,208,975	8,963,904
Government Agencies	35,847,851	43,058,356
Individuals	18,161,772	19,502,658
Corporate	59,868,212	37,247,578
<b>Total</b>	<b>140,086,810</b>	<b>108,772,496</b>

### 13. OTHER BORROWINGS

Other borrowings represent a syndicated term loan amounting to USD1.85 billion (QR6,715 million). This is an unsecured bullet repayment loan facility due on 24 July 2012. Interest rate on the loan is 19.5 basis points above LIBOR.

Other borrowings also include a Eurobond of USD1.5 billion (QR5,461 million), which was issued during the year at an issue price of 99.017%. The Eurobond carries an interest of 3.125% per annum, with maturity date of 16 November 2015.

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**14. OTHER LIABILITIES**

	<b>2010</b>	<b>2009</b>
Interest Payable	4,058,409	1,396,666
Expense Payable	425,316	284,346
Other Provisions (Note 15)	47,693	44,627
Tax Payable	21,218	18,408
Negative Fair Value of Derivatives (Note 32)	264,081	162,117
Unearned Revenue	576,001	477,099
Social and Sports Fund	118,027	95,820
Others	1,127,598	1,498,171
<b>Total</b>	<b>6,638,343</b>	<b>3,977,254</b>

**15. OTHER PROVISIONS**

	<b>Staff Indemnity</b>	<b>Legal Provision</b>	<b>Total 2010</b>	<b>Total 2009</b>
Balance as at 1 January	38,322	6,305	44,627	39,505
Foreign Currency Translation	-	(59)	(59)	186
Provisions Raised during the Year	6,329	1,442	7,771	8,974
	<b>44,651</b>	<b>7,688</b>	<b>52,339</b>	<b>48,665</b>
Provisions Recovered during the Year	-	(2,057)	(2,057)	-
Provisions Paid and Written off during the Year	(1,890)	(699)	(2,589)	(4,038)
<b>Balance as at 31 December</b>	<b>42,761</b>	<b>4,932</b>	<b>47,693</b>	<b>44,627</b>

**16. UNRESTRICTED INVESTMENT ACCOUNTS**

a) By Type

	<b>2010</b>	<b>2009</b>
Call Accounts	3,485,046	2,831,873
Saving Accounts	589,587	413,618
Time Deposits	21,308,990	13,854,228
<b>Total</b>	<b>25,383,623</b>	<b>17,099,719</b>

b) By Sector

Customers	17,495,140	13,437,213
Banks and Other Financial Institutions	7,888,483	3,662,506
<b>Total</b>	<b>25,383,623</b>	<b>17,099,719</b>

Following are the Profit Distribution Rates for Unrestricted Investment Accounts:

	<b>2010 %</b>	<b>2009 %</b>
One Year Term	3.87	5.62
Nine Months Term	3.76	5.62
Six Months Term	3.49	5.29
Three Months Term	3.22	4.96
Saving Accounts	1.88	3.31
Call Accounts	1.88	3.31

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### 17. SHAREHOLDERS' EQUITY

#### a) Issued Capital

The authorised, issued and fully paid up share capital of the Bank totaling QR3,915 million consists of 391,457,029 ordinary shares of QR10 each (2009: 301,120,792 shares of QR10 each). Qatar Investment Authority holds 50% of the ordinary shares of the Bank with the remaining 50% held by members of the public.

The table below shows the number of shares outstanding at the beginning and end of the year:

	2010	2009
Number of Shares Outstanding as at the Beginning of the Year	301,120,792	240,896,634
Bonus Shares	90,336,237	60,224,158
<b>Number of Shares Outstanding as at the End of the Year</b>	<b>391,457,029</b>	<b>301,120,792</b>

#### b) Statutory Reserve

In accordance with Qatar Central Bank Law, at least 20% of profit for the year is required to be transferred to the statutory reserve until the reserve equals 100% of the paid up capital. This reserve is not available for distribution except in circumstances specified in the Qatar Commercial Companies Law No. 5 of 2002 and after Qatar Central Bank approval. Due to the proposal of bonus shares, an increase in the statutory reserve is proposed equivalent to the increase in capital to enhance the financial position of the Group.

The proceeds received from the rights issue, net of any directly attributable transaction costs, are directly credited to share capital (nominal value of shares) and statutory reserve (share premium on rights issue) when shares have been issued higher than their nominal value as per Qatar Commercial Companies Law No. 5 of 2002.

#### c) Other Reserves

Other reserves represent mainly a general reserve which, in accordance with the Bank's Articles of Association, shall be employed according to a resolution of the General Assembly upon the recommendation from the Board of Directors and after Qatar Central Bank approval. Currency translation adjustments and share of changes recognised directly in associates' equity are not available for distribution. Details of other reserves are as follows:

	2010	2009
General Reserve	1,770,034	1,770,034
Currency Translation Adjustments	(64,912)	(13,887)
Share of Changes Recognised Directly in Associates' Equity, excluding Share of Profit	27,521	13,239
<b>Total</b>	<b>1,732,643</b>	<b>1,769,386</b>

#### d) Risk Reserve

In accordance with Qatar Central Bank regulations, a risk reserve is made to cover contingencies on loans and advances and financing activities, with a minimum requirement of 1.50% of the total direct facilities after excluding provisions for credit losses, deferred profits, exposures granted to or guaranteed by Government and exposures against cash collaterals.

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**17. SHAREHOLDERS' EQUITY (CONTINUED)**

e) Fair Value Reserve

	Cash Flow Hedges	Available- for-Sale Investments	Total 2010	Total 2009
Balance as at 1 January	(139,935)	629,082	489,147	(274,167)
Revaluation Impact	(51,825)	425,359	373,534	900,502
Reclassified to Consolidated Income Statement	-	(162,277)	(162,277)	(137,188)
<b>Net Movement during the Year</b>	<b>(51,825)</b>	<b>263,082</b>	<b>211,257</b>	<b>763,314</b>
<b>Balance as at 31 December</b>	<b>(191,760)</b>	<b>892,164</b>	<b>700,404</b>	<b>489,147</b>

Fair value reserve for available-for-sale investment securities as at 31 December 2010 includes a negative fair value amounting to QR1.2 million (2009: QR4.1 million).

f) Retained Earnings

Retained earnings include the Groups's share in profit of associates. These profits are distributable to the shareholders only to the extent of the cash received.

g) Dividend Paid and Proposed

The Board of Directors have proposed a cash dividend of 50% of the nominal share value (QR5.0 per share) and a bonus share of 30% of the share capital for the year ended 31 December 2010 (2009: cash dividend 40% of the nominal share value (QR4.0 per share) and a bonus share of 30% of the share capital). The amounts are subject to the approval of the General Assembly.

h) Social and Sports Fund

During the year, the Group made an appropriation of QR95.8 million representing 2.5% of the net profit generated from Qatar operations for the year ended 31 December 2009, pursuant to the Law No. 13 for the year 2008 and further clarifications for the Law issued in 2010. This appropriation has been considered as a restatement of the 2009 retained earnings in accordance with IAS 8 "Accounting policies, changes in accounting estimates and errors". Moreover, the Group made a provision of QR118.0 million for the year ended 31 December 2010 in relation to the aforementioned Law.

**18. NON-CONTROLLING INTEREST**

Represents the Non-Controlling interest in QNB Syria amounting to 49.2% (2009: 51.0%) of the share capital.

**19. INTEREST INCOME**

	2010	2009
Due from Central Banks	177,109	86,851
Due from Banks and Other Financial Institutions	419,391	115,929
Debt Securities	1,352,891	1,059,816
Loans and Advances	5,940,416	5,132,238
<b>Total</b>	<b>7,889,807</b>	<b>6,394,834</b>

# Qatar National Bank S.A.Q.

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### 20. INTEREST EXPENSE

	2010	2009
Due to Banks and Other Financial Institutions	478,989	551,520
Customer Deposits	2,608,944	2,465,985
Others	153,945	63,073
<b>Total</b>	<b>3,241,878</b>	<b>3,080,578</b>

### 21. INCOME FROM ISLAMIC FINANCING AND INVESTING ACTIVITIES

	2010	2009
Due from Banks and Other Financial Institutions	23,253	181,843
Investing Activities	37,903	37,797
Financing Activities	1,980,808	681,232
<b>Total</b>	<b>2,041,964</b>	<b>900,872</b>

### 22. FEE AND COMMISSION INCOME

	2010	2009
Loans and Advances	581,650	505,938
Off-Balance Sheet Items	145,764	141,334
Bank Services	282,160	196,886
Investment Activities for Customers	160,005	144,145
Others	30,081	42,734
<b>Total</b>	<b>1,199,660</b>	<b>1,031,037</b>

### 23. DIVIDEND INCOME

	2010	2009
Available-for-Sale Securities	39,811	204,023
Mutual Funds	1,257	939
<b>Total</b>	<b>41,068</b>	<b>204,962</b>

### 24. NET GAINS FROM FOREIGN CURRENCY TRANSACTIONS

	2010	2009
Dealing in Foreign Currencies	291,600	296,427
Revaluation of Assets and Liabilities	50,574	5,508
Revaluation of Derivatives	16,517	2,874
<b>Total</b>	<b>358,691</b>	<b>304,809</b>

### 25. NET GAINS FROM FINANCIAL INVESTMENTS

	2010	2009
Net Gains from Sale of Available-for-Sale Financial Investments	175,172	142,266
<b>Total</b>	<b>175,172</b>	<b>142,266</b>

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**26. GENERAL AND ADMINISTRATIVE EXPENSES**

	<b>2010</b>	<b>2009</b>
Staff Costs	611,340	569,330
Staff Pension Fund Costs	13,229	11,462
Staff Indemnity Costs	6,329	5,024
Training	17,682	14,616
Advertising	136,858	96,213
Professional Fees	75,475	79,332
Communication and Insurance	64,098	63,178
Occupancy and Maintenance	126,441	75,060
Computer and IT Costs	69,213	46,582
Printing and Stationary	6,494	8,290
Directors' Fees	11,400	10,280
Others	6,902	16,493
<b>Total</b>	<b>1,145,461</b>	<b>995,860</b>

**27. DISCONTINUED OPERATIONS**

During 2009, the Group disposed off the Bahamas business which was part of QNB International Holdings Limited subsidiary.

**28. EARNINGS PER SHARE**

Earnings per share for the Group are calculated by dividing profit for the year by the weighted average number of ordinary shares in issue during the year.

	<b>2010</b>	<b>2009</b>
Profit for the Year Attributable to Equity Holders of the Bank	5,704,299	4,201,723
Weighted Average Number of Shares	391,457,029	391,457,029
<b>Earnings Per Share (QR)</b>	<b>14.6</b>	<b>10.7</b>

The weighted average number of shares have been calculated as follows:

	<b>2010</b>	<b>2009</b> <b>(Restated)</b>
Weighted Average Number of Shares as at the Beginning of the Year	301,120,792	301,120,792
Effect of Bonus Share Issue	90,336,237	90,336,237
<b>Weighted Average Number of Shares as at the End of the Year</b>	<b>391,457,029</b>	<b>391,457,029</b>

There were no potentially dilutive shares outstanding at any time during the year, therefore the diluted earnings per share are equal to the basic earnings per share.

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## Notes to the Consolidated Financial Statements

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### 29. CONTINGENT LIABILITIES AND OTHER COMMITMENTS

#### a) Contingent Liabilities

	2010	2009
Unused Facilities	14,405,289	13,280,872
Acceptances	617,080	385,565
Guarantees	11,784,126	13,937,897
Letters of Credit	4,699,159	5,923,446
Others	6,865,801	8,217,001
<b>Total</b>	<b>38,371,455</b>	<b>41,744,781</b>

#### b) Other Commitments

Forward Foreign Exchange Contracts	4,387,514	23,336,590
Interest Rate Swaps	20,654,259	22,796,440
Options, Caps and Floors	1,100,871	885,356
Mutual Funds	13,015,587	10,175,301
<b>Total</b>	<b>39,158,231</b>	<b>57,193,687</b>

#### Unused Facilities

Commitments to extend credit represent contractual commitments to make loans and revolving credits. The majority of these expire in the next year. Since commitments may expire without being drawn upon, the total contractual amounts do not necessarily represent future cash requirements.

#### Acceptances, Guarantees and Letters of Credit

Acceptances, guarantees and letters of credit commit the Group to make payments on behalf of customers in the event of a specific event. Guarantees and standby letters of credit carry the same credit risk as loans.

### 30. OPERATING SEGMENTS

The Group organises and manages its operations through six main business segments, as described below, which are the Group's strategic business units. For each strategic business units, the Group management committee reviews internal management reports on at least a quarterly basis. The strategic business units offer different products and services and are managed separately because they require different strategies.

#### Corporate Banking

Corporate banking includes loans, deposits, investment and advisory services and other products and services with corporate customers and undertakes the Group's funding and centralised risk management activities through borrowings, issue of debt securities, use of derivatives for risk management purposes and investing in liquid assets such as short term placements, corporate and government debt securities.

#### Consumer Banking

Consumer banking includes loans, deposits and other diversified range of products and services to retail customers.

#### Asset and Wealth Management

Assets and wealth management includes loans, deposits, assets management, brokerage and custody services to the high net worth customers.



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**Islamic banking**

Islamic banking includes islamic financing activities, current accounts, unrestricted investment accounts and other products and services to corporate and individual customers under Sharia principles

**QNB International Holdings Limited (QIHL)**

Includes loans, deposits and other products and services in the Group's subsidiary QNB International Holding Limited in United Kingdom.

**International Banking**

International banking includes loans, deposits and other products and services with corporate and individual customers in the Group's international locations.

	Qatar Operation				QIHL (Subsidiary)	International Banking	Unallocated and Intra- group Transactions	Total
	Corporate Banking	Consumer Banking	Asset and Wealth Management	Islamic Banking				
<b>As at 31 December 2010:</b>								
Operating Income	3,664,804	736,600	428,980	992,756	42,475	1,308,344	435,429	7,609,388
General and Administrative Expenses	(325,517)	(437,387)	(21,322)	(122,990)	(77,691)	(157,950)	(2,604)	(1,145,461)
Profit / (Loss)	3,234,585	27,813	392,758	760,871	(47,894)	1,031,124	305,042	5,704,299
Loans and Advances and Financing Activities	72,484,300	5,760,260	3,685,125	25,798,990	248,383	23,718,942	-	131,696,000
Customer Deposits and Unrestricted Investment Accounts	67,522,351	7,537,331	9,341,637	25,809,761	68,787	55,190,566	-	165,470,433
Total Assets	137,979,005	7,624,712	9,936,981	30,257,069	711,689	89,306,457	(52,433,466)	223,382,447
<b>As at 31 December 2009:</b>								
Operating Income	2,531,219	784,546	293,879	487,569	90,992	782,681	686,291	5,657,177
General and Administrative Expenses	(224,492)	(415,926)	(20,020)	(68,234)	(141,259)	(108,219)	(17,710)	(995,860)
Profit / (Loss)	2,267,678	161,525	255,811	377,717	(43,631)	645,575	537,048	4,201,723
Loans and Advances and Financing Activities	68,567,623	6,975,722	3,861,969	14,198,564	1,823,638	13,355,745	-	108,783,261
Customer Deposits and Unrestricted Investment Accounts	60,069,668	6,925,913	6,746,383	18,001,978	592,208	33,536,065	-	125,872,215
Total Assets	105,749,783	8,249,229	7,116,863	20,832,292	2,096,189	52,762,632	(17,478,074)	179,328,914

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**31. GEOGRAPHICAL DISTRIBUTION**

	Qatar	Other GCC Countries	Europe	North America	Others	Total
<b>As at 31 December 2010:</b>						
Cash and Balances with Central Banks	32,454,163	214,229	82,778	-	1,161,289	33,912,459
Due from Banks	1,485,507	2,680,537	19,781,305	396,589	342,888	24,686,826
Loans and Advances	107,728,675	7,822,377	13,400,494	1,882,419	862,035	131,696,000
Investment Securities	21,785,483	2,569,709	235,885	123,339	3,981,638	28,696,054
	<b>163,453,828</b>	<b>13,286,852</b>	<b>33,500,462</b>	<b>2,402,347</b>	<b>6,347,850</b>	<b>218,991,339</b>
Other Assets						4,391,108
<b>Total Assets</b>						<b>223,382,447</b>
Due to Banks	3,959,996	4,736,368	3,252,694	396,409	1,999,106	14,344,573
Customer Deposits	110,211,080	5,911,417	1,225,028	11,189	22,728,096	140,086,810
Other Borrowings	-	-	5,408,424	-	6,727,986	12,136,410
Unrestricted Investment Accounts	23,397,429	1,263,381	185,277	-	537,536	25,383,623
	<b>137,568,505</b>	<b>11,911,166</b>	<b>10,071,423</b>	<b>407,598</b>	<b>31,992,724</b>	<b>191,951,416</b>
Other Liabilities						6,638,343
Total Equity						24,792,688
<b>Total Liabilities and Equity</b>						<b>223,382,447</b>
<b>As at 31 December 2009:</b>						
Cash and Balances with Central Banks	9,031,973	140,551	9,431	-	698,215	9,880,170
Due from Banks	4,357,296	2,479,975	20,409,170	2,424,724	509,862	30,181,027
Loans and Advances	96,851,086	5,296,562	3,680,727	1,682,869	1,272,017	108,783,261
Investment Securities	20,914,624	2,654,055	53,446	159,818	3,994,482	27,776,425
	<b>131,154,979</b>	<b>10,571,143</b>	<b>24,152,774</b>	<b>4,267,411</b>	<b>6,474,576</b>	<b>176,620,883</b>
Other Assets						2,708,031
<b>Total Assets</b>						<b>179,328,914</b>
Due to Banks	3,967,913	6,690,089	9,695,467	1,169,736	1,356,690	22,879,895
Customer Deposits	86,064,717	3,774,483	1,789,259	54,215	17,089,822	108,772,496
Other Borrowings	-	-	-	-	6,723,541	6,723,541
Unrestricted Investment Accounts	16,075,817	323,626	144,596	-	555,680	17,099,719
	<b>106,108,447</b>	<b>10,788,198</b>	<b>11,629,322</b>	<b>1,223,951</b>	<b>25,725,733</b>	<b>155,475,651</b>
Other Liabilities						3,977,254
Total Equity						19,876,009
<b>Total Liabilities and Equity</b>						<b>179,328,914</b>

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**32. DERIVATIVES**

The table below shows the positive and negative fair values of derivative financial instruments, together with the notional amounts analysed by the term to maturity. The notional amounts, which provide an indication of the volumes of the transactions outstanding at the year-end, do not necessarily reflect the amounts of future cash flows involved. These notional amounts, therefore, are neither indicative of the Group's exposure to credit risk, which is generally limited to the positive fair value of the derivatives, or market risk.

	Positive Fair Value	Negative Fair Value	Notional Amount	Notional / Expected amount by term to maturity			
				Within 3 Months	3 - 12 Months	1 - 5 Years	More than 5 Years
<b>As at 31 December 2010:</b>							
<b>Derivatives Held for Trading:</b>							
Forward Foreign Exchange Contracts	66,277	67,983	4,387,514	4,286,045	101,469	-	-
Options	930	931	209,877	81,518	19,143	109,216	-
Credit Default Swaps	-	109	72,810	-	-	72,810	-
Caps and Floors	3,231	3,231	818,184	-	46,832	-	771,352
Interest Rate Swaps	7,814	-	13,206,928	1,456,200	1,227,954	6,357,338	4,165,436
<b>Derivatives Held as Cash Flow Hedges:</b>							
Interest Rate Swaps	67	191,827	7,447,331	-	124,540	7,031,553	291,238
<b>Total</b>	<b>78,319</b>	<b>264,081</b>	<b>26,142,644</b>	<b>5,823,763</b>	<b>1,519,938</b>	<b>13,570,917</b>	<b>5,228,026</b>
<b>As at 31 December 2009:</b>							
<b>Derivatives Held for Trading:</b>							
Forward Foreign Exchange Contracts	71,538	18,706	23,336,590	6,355,860	12,564,737	4,415,993	-
Options	3,211	3,166	625,697	496,980	-	128,717	-
Credit Default Swaps	-	146	72,810	-	-	72,810	-
Caps and Floors	131	131	186,849	17,486	67,446	101,917	-
Interest Rate Swaps	14,091	-	16,354,829	-	3,422,069	7,456,917	5,475,843
<b>Derivatives Held as Cash Flow Hedges:</b>							
Interest Rate Swaps	33	139,968	6,441,611	62,981	111,735	5,735,716	531,179
<b>Total</b>	<b>89,004</b>	<b>162,117</b>	<b>47,018,386</b>	<b>6,933,307</b>	<b>16,165,987</b>	<b>17,912,070</b>	<b>6,007,022</b>

# Qatar National Bank S.A.Q.

## Notes to the Consolidated Financial Statements

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### 32. DERIVATIVES (CONTINUED)

#### Swaps

Swaps are commitments to exchange one set of cash flows for another. In the case of interest rate swaps, counterparties generally exchange fixed and floating interest payments in a single currency without exchanging principal. In the case of currency swaps, fixed interest payments and principal are exchanged in different currencies. In the case of cross-currency interest rate swaps, principal, fixed and floating interest payments are exchanged in different currencies. In the case of credit default swaps the counterparties agree to make payments with respect to defined credit events based on specified notional amounts.

#### Forwards and futures

Forwards and futures are contractual agreements to either buy or sell a specified currency, commodity or financial instrument at a specified price and date in the future. Forwards are customised contracts transacted in the over-the-counter market. Foreign currency and interest rate futures are transacted in standardised amounts on regulated exchanges and changes in future contract values are settled daily.

#### Forward rate agreements

Forward rate agreements are individually negotiated interest rate futures that call for a cash settlement for the difference between a contracted interest rate and the market rate on a specified future date, on a notional principal for an agreed period of time.

#### Options

Options are contractual agreements under which the seller (writer) grants the purchaser (holder) the right, but not the obligation, to either buy or sell at fixed future date or at any time during a specified period, a specified amount of a currency, commodity or financial instrument at a pre-determined price.

#### Caps and floors

An interest rate cap or floor is a contractual arrangement under which the buyer receives money at the end of each specific period in which the agreed interest rates exceeds or is below the agreed strike price of the cap or floor.

#### Derivatives held for hedging purposes

The Group has adopted a comprehensive system for the measurement and management of risk. Part of the risk management process involves reducing the Group's exposure to fluctuations in foreign exchange rates and interest rates to acceptable levels within the guidelines issued by Qatar Central Bank. The Group has established levels of currency risk by setting limits on counterparty and currency position exposures. Positions are monitored on a daily basis and hedging strategies are used to ensure positions are maintained within the established limits. The Group has established a level of interest rate risk by setting limits on interest rate gaps for stipulated periods. Asset and liability interest rate gaps are reviewed on a periodic basis and hedging strategies are used to reduce interest rate gaps to within the established limits.

As part of its asset and liability management, the Group uses derivatives for hedging purposes in order to adjust its own exposure to currency and interest rate risks. This is generally achieved by hedging specific transactions in the consolidated statement of financial position.

The Group uses interest rate swaps to hedge against the cash flow risk arising on certain floating rate liabilities. In such cases, the hedging relationship and objective, including details of the hedged items and hedging instruments, are formally documented and the transactions are accounted for as cash flow hedges.

#### Derivatives held for trading purposes

Most of the Group's derivative trading activities relate to sales, positioning and arbitrage. Sales activities involve offering products to customers in order to enable them to transfer, modify or reduce current and future risks. Positioning involves managing market risk positions with the expectation of profiting from favourable movements in prices, rates or indices. Arbitrage involves identifying and profiting from price differentials between markets or products. The Group also uses forward foreign exchange contracts and currency swaps to hedge against specifically identified currency risks.

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**33. MUTUAL FUNDS**

As part of the Group's investment activities, the following mutual funds were marketed by the Group:

	2010	2009
Al Watani Amana - Notes 2	15,119	15,301
<b>Total</b>	<b>15,119</b>	<b>15,301</b>

The Group's investment activities also include management of certain investment funds. As at 31 December 2010, third party funds under management amounted to QR13,000 million (2009: QR10,160 million). The financial statements of these funds are not consolidated with the financial statements of the Group. However, the Group's share of equity in these funds is included in the financial investments of the Group.

**34. RELATED PARTIES**

The Group has transactions in the ordinary course of business with directors, officers of the Group and entities over which they have significant influence and control. The key management personnel are those persons having authority and responsibility in making financial and operating decisions. As at the consolidated statement of financial position date, such significant balances included:

	2010	2009
<b>Statement of Financial Position Items</b>		
Loans and Advances	2,370,642	2,670,374
Deposits	857,468	965,734
Contingent Liabilities and Other Commitments	101,378	82,883
<b>Income Statement Items</b>		
Interest and Commission Income	152,736	161,489
Interest and Commission Expense	38,366	42,984

The Group also has significant commercial transactions with the Government of Qatar which are disclosed in notes 6 and 12. All the transactions with the related parties are substantially on the same terms, including interest rates and collateral, as those prevailing in comparable transactions with unrelated parties.

**Compensation of key management personnel is as follows:**

	2010	2009
Salaries and Other Benefits	20,868	17,871
End of Service Indemnity Benefits	494	369

**35. CASH AND CASH EQUIVALENTS**

For the purpose of the statement of cash flow, cash and cash equivalents comprise the following balances:

	2010	2009
Cash and Balances with Central Banks	27,898,477	5,072,159
Due from Banks Maturing in Three Months	24,273,955	30,025,737
<b>Total</b>	<b>52,172,432</b>	<b>35,097,896</b>

Cash and balances with Central Banks do not include mandatory reserve deposits. Moreover, non of the cash nor cash equivalents are not available for use by the Group.

# Qatar National Bank S.A.Q.

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### 36. SIGNIFICANT ACCOUNTING JUDGMENTS AND KEY SOURCES OF ESTIMATING UNCERTAINTY

In the process of applying the Group's accounting policies, management has made the following judgments, apart from those involving estimations, which have the most significant effect on the amounts recognised in the financial statements:

#### Impairment of loans and advances and financing activities

The Group reviews its loans and advances portfolio to assess impairment at least on an annual basis. In determining whether an impairment loss should be recorded in the consolidated income statement, the Group makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans and advances before the decrease can be identified with an individual receivable in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the Group.

Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience. The actual loss is not materially different from the estimated impairment.

Collectively assessed impairment allowances cover credit losses inherent in portfolios of loans and advances with similar credit risk characteristics when there is objective evidence to suggest that they contain impaired portfolios of loans and advances, but the individual impaired items cannot yet be identified. In assessing the need for collective loss allowances, management considers factors such as credit quality, portfolio size, concentrations and economic factors. In order to estimate the required allowance, assumptions are made to define the way inherent losses are modeled and to determine the required input parameters, based on historical experience and current economic conditions. The accuracy of the allowances depends on the estimates of future cash flows for specific counterparty allowances and the model assumptions and parameters used in determining collective allowances.

#### Impairment of available-for-sale securities

The Group determines that available-for-sale securities are impaired when there has been a 'significant' or 'prolonged' decline in the fair value below its cost. This determination of what is 'significant' or 'prolonged' requires judgment and is assessed based on qualitative and quantitative factors, for each available-for-sale security separately. For an investment in an equity security, a 'significant' or 'prolonged' decline in its fair value below its costs is objective evidence of impairment. In this respect, the Group regards a decline in fair value in excess of 20 percent to be 'significant' and a decline in a quoted market price that persists for nine months or longer to be 'prolonged'.

#### Useful lives, residual values and related depreciation charges of property and equipment

The Group's management determines the estimated useful lives, residual values and related depreciation charges of its property and equipment. These estimates are determined after considering the expected usage of the asset, physical wear and tear, technical or commercial obsolescence.

#### Classification of investment securities

Quoted equity securities could be classified either as available-for-sale or at fair value through profit or loss account. The Group invests in equity securities either locally or overseas and management has primarily classified them based on their potential for long term growth rather than the short term profit basis. Consequently, such investments are recognised as available-for-sale rather than at fair value through profit or loss.

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**Fair valuation of investment securities**

The determination of fair values for unquoted investments requires management to make estimates and assumptions that may affect the reported amount of assets at the date of financial statements.

Nevertheless, the actual amount that is realised in a future transaction may differ from the current estimate of fair value and may still be outside management estimates, given the inherent uncertainty surrounding valuation of unquoted investments.

The Group uses fair values of financial assets that are traded in active markets based on quoted market prices i.e. level 1 of the fair value hierarchy. Where active quoted market prices are not available, the Group uses widely recognised valuation models including common and more simple financial instruments that use only observable market data and require little management judgement and estimation i.e. level 2 of the fair value hierarchy. The determination of fair values for unquoted investments where no observable market data is also available, requires management to make estimates and assumptions that may affect the reported amount of assets at the date of financial statements i.e. level 3 of the fair value hierarchy.

**37. COMPARATIVE FIGURES**

Certain of the prior year amounts have been reclassified in order to conform with the current year presentation.



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**A) PARENT COMPANY**

The statement of financial position and income statement of the Parent Company are presented as follows:

**(i) Statement of Financial Position as at 31 December:**

	<b>2010</b>	<b>2009</b>
<b>ASSETS</b>		
Cash and Balances with Central Banks	33,418,691	9,652,001
Due from Banks and Other Financial Institutions	24,610,027	31,030,718
Loans and Advances and Financing Activities to Customers	130,754,425	106,959,623
Investment Securities	23,694,393	23,039,708
Investments in Subsidiaries and Associates	5,882,076	5,284,141
Property and Equipment	751,528	607,412
Other Assets	3,429,636	1,979,230
<b>Total Assets</b>	<b>222,540,776</b>	<b>178,552,833</b>
<b>LIABILITIES</b>		
Due to Banks and Other Financial Institutions	17,910,717	21,059,191
Repurchase Agreements	2,184,300	2,085,852
Customer Deposits	139,601,225	108,170,919
Other Borrowings	6,727,986	6,723,541
Other Liabilities	6,503,265	3,884,108
	<b>172,927,493</b>	<b>141,923,611</b>
Unrestricted Investment Accounts	25,383,623	17,099,719
<b>Total Liabilities and Unrestricted Investment Accounts</b>	<b>198,311,116</b>	<b>159,023,330</b>
<b>EQUITY</b>		
Issued Capital	3,914,570	3,011,208
Statutory Reserve	8,554,060	7,650,698
Other Reserves	1,715,154	1,754,062
Risk Reserve	1,500,000	1,410,000
Fair Value Reserve	700,404	489,147
Proposed Dividend	1,957,285	1,204,483
Proposed Bonus Shares	1,174,371	903,362
Proposed Transfer to Statutory Reserve	1,174,371	903,362
Retained Earnings	3,539,445	2,203,181
<b>Total Equity</b>	<b>24,229,660</b>	<b>19,529,503</b>
<b>Total Liabilities, Unrestricted Investment Accounts and Equity</b>	<b>222,540,776</b>	<b>178,552,833</b>

**Qatar National Bank S.A.Q.**  
**Supplementary Information to the Consolidated Financial Statements**  
For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

(ii) Income Statement for the Year Ended 31 December:

	2010	2009
<b>Continuing Operations</b>		
Interest Income	7,865,068	6,353,081
Interest Expense	(3,230,285)	(3,072,445)
<b>Net Interest Income</b>	<b>4,634,783</b>	<b>3,280,636</b>
Income from Islamic Financing and Investing Activities	2,041,964	900,872
Unrestricted Investment Account Holders' Share of Profit	(1,014,887)	(488,866)
<b>Net Income from Islamic Financing and Investing Activities</b>	<b>1,027,077</b>	<b>412,006</b>
<b>Net Interest Income and Income from Islamic Financing and Investing Activities</b>	<b>5,661,860</b>	<b>3,692,642</b>
Fee and Commission Income	1,178,822	995,958
Fee and Commission Expense	(77,492)	(62,973)
<b>Net Fee and Commission Income</b>	<b>1,101,330</b>	<b>932,985</b>
Dividend Income	41,068	204,962
Net Gains from Foreign Currency Transactions	348,091	307,637
Net Gains from Investment Securities	175,172	142,266
Other Operating Income	9,712	5,763
<b>Operating Income</b>	<b>7,337,233</b>	<b>5,286,255</b>
General and Administrative Expenses	(1,030,971)	(825,987)
Depreciation	(135,743)	(104,522)
Net Impairment Losses on Loans and Advances	(529,111)	(281,106)
Net Impairment Losses on Investment Securities	(62,706)	(73,823)
Other Provisions / (Recoveries)	517	(3,950)
Recovery of Provision for Properties Acquired against Settlement of Debts	112	-
<b>Profit Before Income Taxes</b>	<b>5,579,331</b>	<b>3,996,867</b>
Income Tax Expense	(26,037)	(15,180)
<b>Profit for the Year</b>	<b>5,553,294</b>	<b>3,981,687</b>

**Qatar National Bank S.A.Q.**  
**Supplementary Information to the Consolidated Financial Statements**  
 For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

**B) ISLAMIC BANKING**

Islamic branches accounts are prepared in accordance with the Financial Accounting Standards issued by the Accounting and Auditing Organisation for Islamic Financial Institutions (AAOIFI) and Qatar Central Bank regulations.

The statement of financial position and income statement of QNB Al Islami are presented below:

**(i) Statement of Financial Position as at 31 December:**

	2010	2009
<b>ASSETS</b>		
Cash and Balances with Central Banks	1,388,295	1,069,612
Due from and Investments with Banks and Financial Institutions	2,322,208	4,938,002
Due from Financing Activities	26,999,501	14,498,206
Investment Securities	964,340	1,167,349
Property and Equipment	59,383	18,063
Other Assets	449,975	285,080
<b>Total Assets</b>	<b>32,183,702</b>	<b>21,976,312</b>
<b>LIABILITIES</b>		
Due to Banks and Other Financial Institutions	89,293	64,701
Customer Current Accounts	1,965,255	1,708,989
Other Liabilities	1,534,376	356,754
	<b>3,588,924</b>	<b>2,130,444</b>
Unrestricted Investment Accounts	25,383,623	17,099,719
<b>Total Liabilities and Unrestricted Investment Accounts</b>	<b>28,972,547</b>	<b>19,230,163</b>
<b>EQUITY</b>		
Issued Capital	2,300,110	2,320,400
Other Reserves	7,148	5,452
Retained Earnings	903,897	420,297
<b>Total Equity</b>	<b>3,211,155</b>	<b>2,746,149</b>
<b>Total Liabilities, Unrestricted Investment Accounts and Equity</b>	<b>32,183,702</b>	<b>21,976,312</b>

**Qatar National Bank S.A.Q.**  
**Supplementary Information to the Consolidated Financial Statements**  
For the Year Ended 31 December **2010**

(All amounts are shown in thousands of Qatari Riyals)

**B) ISLAMIC BANKING (CONTINUED)**

(ii) **Income Statement for the Year Ended 31 December:**

	<b>2010</b>	<b>2009</b>
Income from Financing and Investing Activities	2,041,964	900,872
<b>Total Income from Financing and Investing Activities</b>	<b>2,041,964</b>	<b>900,872</b>
Fee and Commission Income	122,542	82,411
Fee and Commission Expense	(7,963)	(1,804)
<b>Net Fee and Commission Income</b>	<b>114,579</b>	<b>80,607</b>
Net Gains from Foreign Currency Transactions	24,164	13,920
Net Gains from Investment Securities	910	2,937
Share in Profit of Associates	7,581	42,909
Other Operating Income	3	71
<b>Operating Income</b>	<b>2,189,201</b>	<b>1,041,316</b>
General and Administrative Expenses	(134,828)	(75,351)
Depreciation	(11,868)	(5,004)
Net Impairment Losses on Financing Activities	(111,588)	(41,009)
Other Provisions / (Recoveries)	468	(468)
<b>Profit for the Year before Taxes and Zakat</b>	<b>1,931,385</b>	<b>919,484</b>
Income Tax and Zakat Expense	(12,601)	(10,321)
<b>Profit for the Year</b>	<b>1,918,784</b>	<b>909,163</b>
Less:		
Unrestricted Investment Account Holders' Share of Profits	(1,014,887)	(488,866)
<b>Profit for the Year Attributable to Shareholders</b>	<b>903,897</b>	<b>420,297</b>



# QNB Group Branches and Offices

## Head Office

P.O.Box 1000, Doha, State of Qatar  
Tel. (+974) 4440 7407, Fax (+974) 4441 3753  
Website www.qnb.com.qa, E-mail: ccsupport@qnb.com.qa

## Branches

Air Force Base	Mesaieed
Al Gharrafa	Qatar Foundation
Al Khor	Qatar University Ladies Campus
Al Khraitiyat	Qatar University Men's Campus
Al Rayyan	Qtel
Al Sadd	Ras Laffan Industrial City
Al Sadd-Ladies	Salwa Road
Al Wakra	Shahaniya
C-Ring Road	Sharq Village & Spa
City Center-Doha	Sheraton Doha Hotel & Resort
Doha Marriot Gulf Hotel	The Mall
Exhibition Centre	The Ritz-Carlton Doha
Grand Hamad	West Bay
Hamad Medical Hospital	Villaggio
Industrial Area	

## QNB Al Islami

Al Gharrafa	Hamad Medical Hospital
Al Khor	Industrial Area
Al Rayyan	Landmark
Al Shamal	Mesaieed
Al Wakra	Qatar Olympic Committee Building
C-Ring Road - Corporate Branch	Qatar University
Customs	Retirement & Pension Authority
Grand Hamad Street	Salwa Road

## Offices

Airport Departures Terminal	Q-Post
Katara	QSTP
Ministry of Education	RasGas
Qatargas	RasGas (Al Dana Tower)
Qatar Petroleum - Head Office	Souq Waqif
Qatar Petroleum - Al Sadd	Urban Planning

**24-Hour Call Center** 4440 7777

## QNB Subsidiaries and Associate Companies

### QNB International Branches and Representative Offices

**United Kingdom**  
51 Grosvenor Street  
London W1K 3HH  
Tel: (+44) 207 647 2600, Fax: (+44) 207 647 2647  
QNBLondon@qnb.com.qa

**France**  
65 Avenue d'Iena  
75116 Paris  
Tel: (+33) 1 53 23 0077, Fax: (+33) 1 53 23 0070  
QNBParis@qnb.com.qa

**Kuwait**  
Al-Arabia Tower, Ahmad Al-Jaber Street, Sharq Area  
P.O. Box: 583  
Dasman 15456  
Tel: (+965) 2226 7023, Fax: (+965) 2226 7031  
QNBKuwait@qnb.com.qa

**Mauritania**  
Al-Khaima City Center  
10, Rue Mamadou Konate  
Tel: (+222) 5249651  
QNBMAuritania@qnb.com.qa

**Oman**  
Qatar National Bank Building  
MBD Area - Matarah  
Opposite to Central Bank of Oman  
P.O. Box: 4050  
Postal Code: 112, Ruwi  
Tel: (+968) 2478 3555, Fax: (+968) 2477 9233  
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## Singapore

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## Yemen

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Al-Zubairi Street  
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Tel: (+967) 1 517517, Fax: (+967) 1 517666  
QNB Yemen@qnb.com.qa

## Iran - Representative Office

6<sup>th</sup> floor Navak Building  
Unit 14 Africa Tehran  
Tel: (+98) 21 88 889 814, Fax: (+98) 21 88 889 824  
QNBiran@qnb.com.qa

## Libya - Representative Office

Burj Al Fatah – 19<sup>th</sup> Floor  
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QNBLibya@qnb.com.qa

## QNB Subsidiaries and Associate Companies

### Iraq

Mansour Bank - Associate Company  
P.O. Box: 3162  
Al Alawiya Post Office  
Al Wihda District Baghdad  
Tel: (+964) 1 7175586, Fax: (+964) 1 7175514

### Jordan

The Housing Bank for Trade and Finance - Associate Company  
P.O. Box: 7693  
Postal Code 11118 Amman  
Tel: (+962) 6 5200400, Fax: (+962) 6 5678121

### Qatar

Al Jazeera Finance Company - Associate Company  
P.O. Box: 22310 Doha  
Tel: (+974) 4468 2812, Fax: (+974) 4468 2616

### Switzerland

QNB Privée Suisse - Subsidiary  
3 Rue des Alpes  
1211 Genève 1

### Syria

QNB Syria - Subsidiary  
Baghdad Street  
P.O. Box: 33000 Damascus

### Tunisia

Tunis Qatari Bank - Associate Company  
Rue de la cité des sciences  
P.O. Box: 320 – 1080 Tunis Cedex  
Tel: (+216) 7171 3555, Fax: (+216) 7171 3111  
www.tqb.com.tn

### UAE

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