



وساطة WASATA

للأوراق المالية
FINANCIAL SECURITIES



MASRAF AL RAYAN

EQUITY REPORT

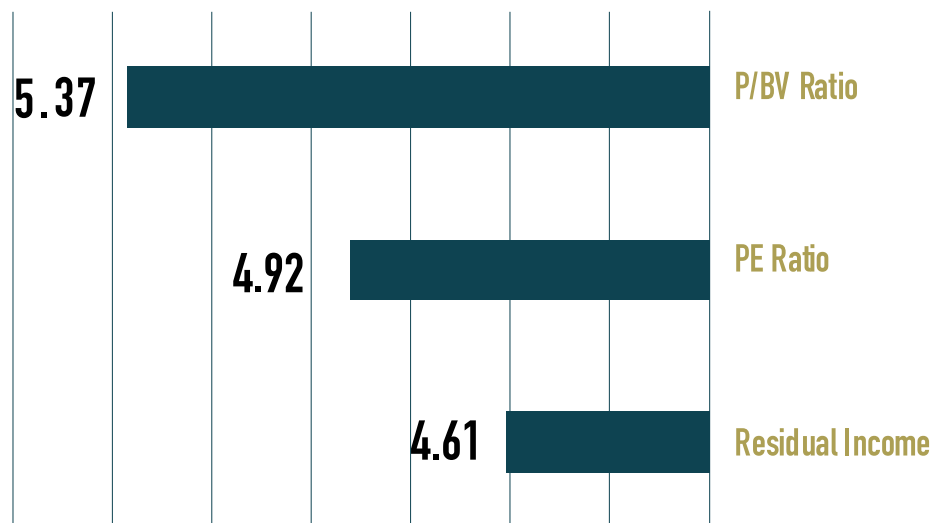
MARCH 2022

VALUATION SUMMARY

Recommendation :

- At an average equity cost of 7.6% over our forecast period, while maintaining a 3.5% growth rate in perpetuity. We value MARK at QAR 4.93 per share, using Residual income, PE ratio and Price / Book value Methods to reach our fair value.
- Our recommendation is to **hold**, as the stock is trading near its fair value.

FAIR VALUE SUMMARY



VALUATION SUMMARY

METHOD	WEIGHT	FAIR VALUE
RESIDUAL INCOME	40%	4.61
PE RATIO	30%	4.92
P/BV RATIO	30%	5.37

SUMMARY

Following the merger, Al Rayan will be ranked first among Qatari banks in terms of outstanding shares by QAR 9.3B . It is also expected to save approximately 15% on annual costs.

The merger deal will create one of the largest Sharia-compliant banks in the region, with combined assets worth approximately QAR 174 B and about QAR 23.5 B in equity as of December 2021.

The bank has significant exposure to the government sector with 45% of its fund financing loans, on the not so bright reason that most of the financed large projects are nearing completion with burden of loan's repayment on the part of government, it is worth noting that there might be future challenges to delivering further growth that translates to profitability even with rise in energy prices.

The bank has high-quality asset exposure (Government) with NPL's less than 1.7% justifies a low coverage ratio, 89% vs. 94%

ABOUT THE COMPANY

Masraf Al Rayan QPSC (Masraf) was founded in 2006 as an Islamic bank. Engages in banking services such as deposits, Murabaha, Musharaka and credit cards. Also in their scope is asset management services such as wealth and portfolio management, which are in line with sharia compliance.

On June 2016, the bank was listed on the QSE. as the third Islamic bank.

The bank provides its services through 16 branches located in Qatar, and 5 in the UK.

The second Islamic bank in terms of asset base before the acquisition with QAR 125.06 billion and post acquisition with assets value of QAR 174 billion while currently stands as the third-largest listed bank.

ALRayan has three business lines ; Corporate banking and SME's, Retail and private banking, Asset management and Financial Advisory.

The bank-owned 70% of Al Rayan (UK) Limited, and on August 2021, it declared that it acquired an additional 5% stake in Al Rayan Company Limited from Qatar Holding for £1 per share. And its stake in Al Rayan(UK) has risen to 75%.

OWNERSHIP STRUCTURE

MAIN SHAREHOLDERS

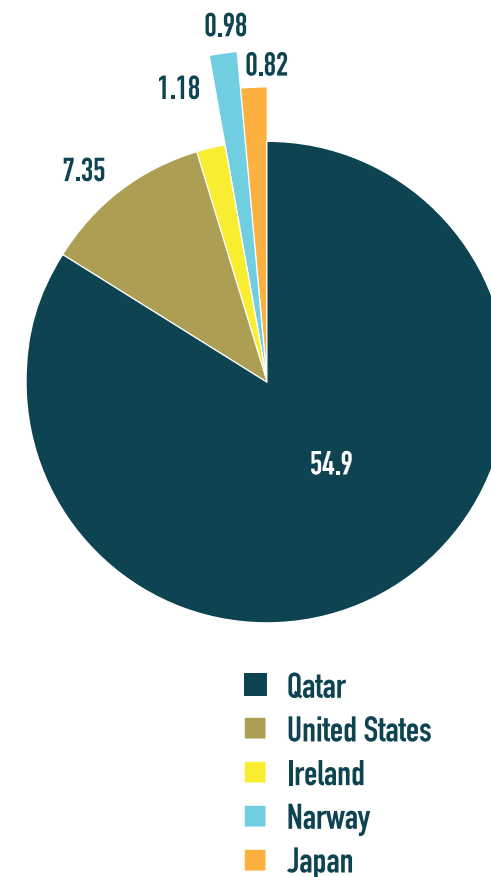
TOP 10 HOLDERS

HOLDER NAME	POSITON	%
Qatar Investment Authority	1,189,500,000	15.86%
Qatar Armed Forces Investment Port	698,250,000	9.31%
General Retirement & Pension Ath	296,882,668	3.96%
Al Watani Fund	273,345,703	3.64%
Al Taybeen Commercial	149,092,550	1.99%
Ithmar Cons And Commerce	147,884,628	1.97%
Burooq Commercial Co	140,307,930	1.87%
Al Thani Hamad Bin Abdullah	139,500,000	1.86%
The Vanguard Group Inc/	134,113,542	1.79%
Blackrock Inc	103,353,722	1.38%

OWNERSHIP BREAKDOWN



GEOGRAPHIC OWNERSHIP



THE IMPACT OF A MERGER WITH AL KHALIJI BANK

- The merger with Khaleeji Bank was approved by the bank's shareholders, which led to creating the largest Islamic bank in Qatar in terms of capital base, with QAR 9 billion.
- The two banks have secured the required regulatory approvals to complete the merger.
- The exchange ratio was agreed upon, with each one share of Al Khaliji receiving 0.50 share in Masraf Al Rayan (the new entity).
- After the merger, the largest bank in Qatar emerged in terms of a capital base of about QAR 9.3 billion.
- A larger and stronger bank with a strong financial position and high liquidity.
- A variety of banking businesses, customer portfolios, and premium products. (Credit/Debit cards, Financing, saving and Investments accounts).
- A stronger base for financing development initiatives.
- A joint entity with strong government ownership and support.
- Added value to shareholders through the realization of the potential of consolidation (expected synergy).
- Maintaining the legal entity of Masraf Al Rayan by the merged entity.
- The merger will result in advanced operating efficiency ratios in the coming years and is expected to save approximately 15% of total combined annual expenses after the merger is completed, due to increased volume of operations and lower cost from improved operating efficiency.

MERGER ANALYSIS (Figures on the date of the merger announcement)

	RAYAN	KCBK	NEW ENTITY
Outstanding shares	7,500	3,600	9,300
Shareholders	13,890	6,282	17,989
Net Profit	2,200	670	2,870
Total loans	80,775	32,640	113,415
Total Deposits	93,753	30,101	123,854
loans / Deposits Ratio	86%	108%	92%
Total Assets	116,548	55,304	171,852
Book Value per share	1.85	1.74	1.93
Stock price	4.56	1.88	4.32
Market Cap	34,163	6,754	40,180
Price / Book value	2.46	1.08	2.23
EPS	0.29	0.19	0.31
PE ratio	15.53	10.08	14.00
The KCBK share prices used in Merger		2.277	
Exchange Ratio			50%
Number of shares issued for Khaliji shareholders			1,800
% of ownership of Al Rayan shareholders in the new entity			80.65%
% of ownership of KCBK shareholders in the new entity			19.35%

FINANCIAL SUMMARY FOR 2021

120.6 B

FINANCING ASSETS

The main source of income, it grew by 40% after the merger.

107.0 B

CUSTOMER DEPOSITS

Main source of funds

5.1 B

TOTAL INCOME

Total income risen by 1.2% t YOY due to an increase in net commissions.

22 %

COST - INCOME

Measure efficiency to control expenses.

1.7 B

NET PROFIT

The net profit dropped by 21% as a consequence of the rise in provisions.

KEY METRICS

	2022 E	2021	2020	2019	2018
ROAE %	12.50%	8.60%	15.38%	16.02%	16.10%
RORWA %	2.90%	1.94%	3.35%	3.46%	3.39%
GROSS NPL (MILLION)	1400	2048	980	759	610
NPL RATIO %	1.70%	1.67%	1.13%	1.01%	0.83%
NET LOANS – DEPOSITS %	110.0%	112.8%	124.8%	114.1%	117.8%
LOANS GROWTH %	-3.0%	40.2%	15.2%	3.3%	1.1%
DEPOSITS GROWTH %	4.0%	55.2%	5.0%	6.6%	-1.5%
TIER 1 RATIO %	19.1%	18.9%	19.40%	19.69%	18.43%

FINANCIAL PERFORMANCE

Al Rayan Bank profits plunged by 21% year on year to QAR 1.72 billion at the end of 2021, the surge in net provisions and impairments had a negative impact on the bottom line.

The merger with Al Khaliji Bank caused a significant increase in NPLs, forcing the bank to get more provisions in order to maintain coverage of NPLs ratios close to 90%.

We see that the bank will maintain a coverage ratio of NPLs around 90%; however, the gross NPLs will slump to QAR 1400 million, but as a ratio, we expect it to be around 1.7%, as the finance portfolio will decline.

The opening balance sheet following the merger revealed that assets reached QAR 174 billion, making it the second Islamic banking entity in Qatar. The increase in assets was not matched by an increase in profits, causing the profitability ratios to slump.

As the local banks embrace a tighter credit policy, rising energy prices, and the Qatari government's decision to repay a portion of its loans to banks, we expect the loan portfolio's value to fall by 3% in 2022. as Al Rayan has more exposure to the government sector than compatible banks.

FINANCIAL PERFORMANCE

The growth of the loan portfolio in 2022 is entirely reliant on the expansion of government credit demand. The combined figures reveal a 30 % increase in government loans between 2021 and 2020; however, these figures cannot be assured since al Khaliji bank has also significant exposure to the government sector.

The capital adequacy ratio reached 18.9% compared to 19.6% in 2020, as the rise in risk-weighted assets more than in Tier 1 capital.

The operating efficiency ratio (cost to income) is 22.0% versus 21.6%. We see this ratio will remain elevated as more related merger expenses are still there.

Net interest margin shrank to 2.25% in Q4 2021 versus 2.77% in Q32021, as the asset yield jumped by 44% after the merger, and cost of funding raised 28 bps, squeezing margin 52 bps. Earning assets soared from QAR 117.7 B in 2020 to QAR 164.1B at the end of the previous year.

FINANCIAL PERFORMANCE 9M'21

The loan to deposit ratio improved to 113% versus 120% in Q2 and 122% in Q3 2020. As a result of the raised in deposits by 2.9% QoQ, loans fell 4.5%.

As the bank focus on growth in its loans portfolio, risk- weighted assets grew by 1.65% in Q3 vs 2020 and touched QAR 68.86B.

The CASA ratio (the current and saving accounts to total deposits) reached 20.4% compared to 21.1% as the end of Q2 and 25.0% versus Q3 2020.

The annualized cost of risk declined to 25 bps in 3Q vs. 42 bps in 2Q due to inversions in stage-1 loan provisions, Its public sector exposure makes it one of the lowest ratios among banks.

In terms of asset quality, the ratio of non-performing loans is around 1.46%, while the percentage of coverage of these loans (stage 3) by provisions is around 59%. But as an absolute figure, non-performing loans soared by about QAR 311 million.

The Bank kept a healthful capitalization level with CAR (inclusive of CET1 capital of 19.34%) of 20.06% as of 30 September 2021, above the minimum regulatory.

KEY OPERATIONAL PERFORMANCE

(Figures in QAR Mn)



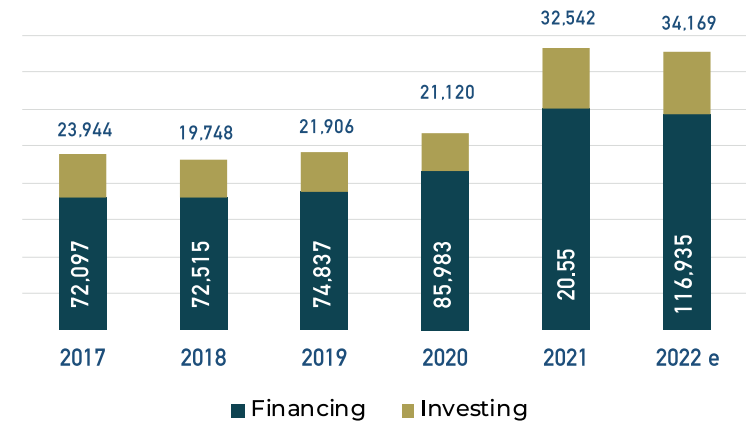
Financial markets anticipated that interest rates on the dollar would rise from 0.75% to 1.00 % in 2022, resulting in a higher bank's net interest margin to make up the difference for the expected decline in the loan portfolio.

Net income is expected to hit QAR 2745 million in 2022 compare to 2021, owing primarily to the direct impact of lower provisions, as well as the expected synergy in the expenses side after the merger is completed.

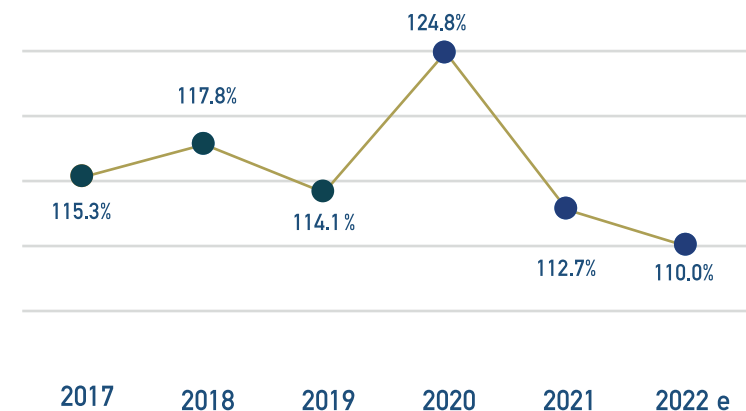
BALANCE SHEET ANALYSIS

- At the end of 2021, the combined assets of the two banks amounted to approximately 174 billion riyals, with Al Rayan pre-merger, assets accounting for approximately 72 % of the new entity's total assets and Al-Khaliji assets accounting for the remaining 28 %.
- The financing (loans) and investment assets (income-generating assets) account for approximately 88% of total assets. Loans made up 69% of earning assets, and investments (mainly government Sukuk) 19%. In 2022 we think total assets will be slightly down by 1%, as the financing portfolio will fall by 3%.
- As the energy prices are surging, the government of Qatar (the largest borrower) has recourse to repaying a portion of its loans, which was impacted and will continue to affect the bank's loan growth rates.
- Al Rayan Bank's annualized asset yield declined to 2.80 % in 2021 vs. 4.0% in 2020, due to an increase in earning assets by 44%, our estimations refer asset yield will enhance in 2022 as interest will be raised.
- Cost of funding increased in 2021, as the CASA ratio decreased to 15% compared to 24.5% in 2020.

FINANCING & INVESTING ASSETS



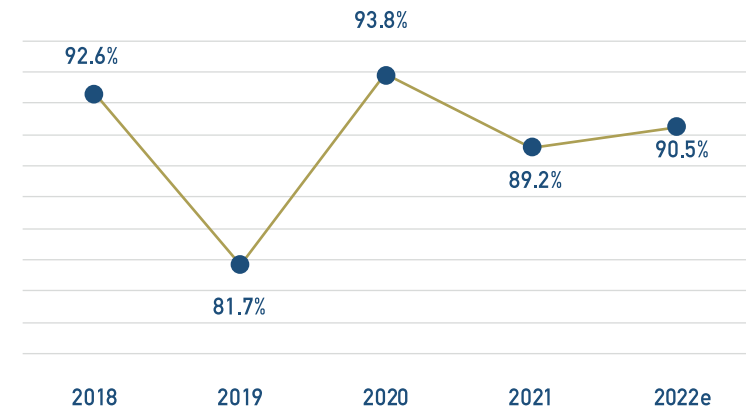
LOANS / DEPOSITS RATIO



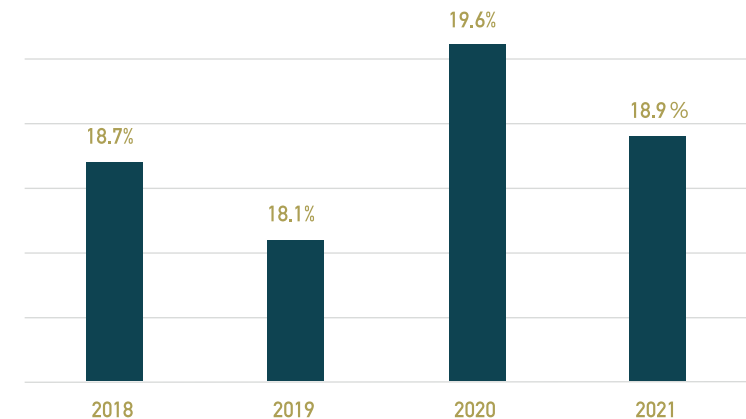
BALANCE SHEET ANALYSIS

- Although the bank deducted more provisions for NPL, coverage ratios fell as their balances increased. We expect that coverage rates will stay stable at around 90% by 2022.
- Risk-weighted assets rose QoQ by 52%, as credit risk for the mentioned period up by QAR 40billions . However, RORWA dropped 137pbs and reached 1.95% compared to 3.32 %.
- With the increase in the shareholder's equity base following the merger to 23.47 billion, and the profits that didn't match this increase, the return on shareholders' equity decreased to 8.6 % compared to 15.4 % at the end of 2020, and the capital adequacy ratio decreased to 18.9 % compared to 19.6 % at the end of 2020, due to increasing risk-weighted average return.
- Despite its expanded balance sheet, Al Rayan Bank has the highest CET1 ratio among peers, at 18.9%. Because of its sovereign exposure, it can use less capital while developing a strategic buffer.

PROVISIONS COVERAGE RATIO



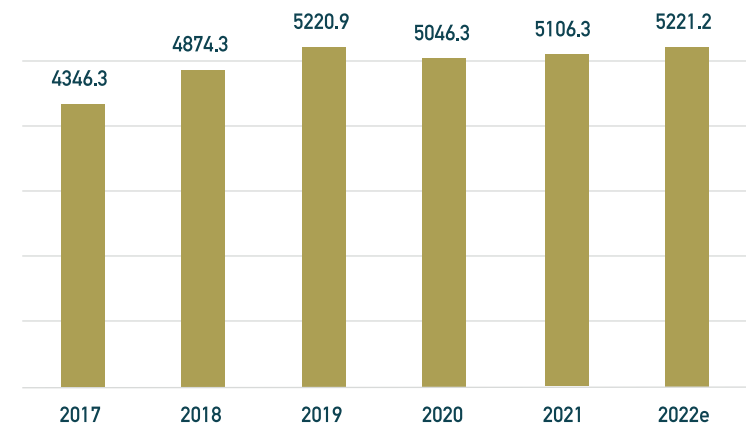
TIER 1 CAPITAL



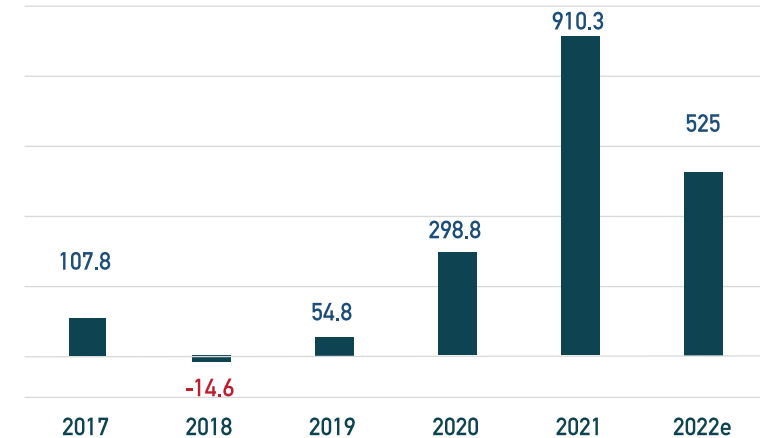
INCOME STATEMENT ANALYSIS

- As previously stated, the Qatari government is the largest borrower from the bank, and are expected to repay a portion of its loans, but the rise in interest rates will upsurge financing and investment income.
- Banks typically raise loan interest rates faster than deposit interest rates, improving even temporarily, the net interest margin.
- The bank's profits tumbled by 21% in 2020 as a result of a boost in loan and investment provisions. The reason for this is clear: the merger, as the quality of Khaliji Bank's assets, is not the same as Al Rayan, resulting in additional provisions. It significantly affected the results of the fourth quarter, in which profits did not exceed QAR 4.4 million. the annualized cost of risk (CoR) surged to 87 bps in 2021 vs. 37 bps in 2020.
- We expect the pace of provisions to slow down in 2022 since investment income improves and profits return to levels shown in 2020.
- Despite the drop in profits, the bank kept the DPS at QAR 0.17 forecasting an increase in profits next year. Cash dividends per share are estimated to rise to QAR 0.20.

TOTAL INCOME (QAR M)



PROVISIONS FOR LOAN LOSSES (QAR M)

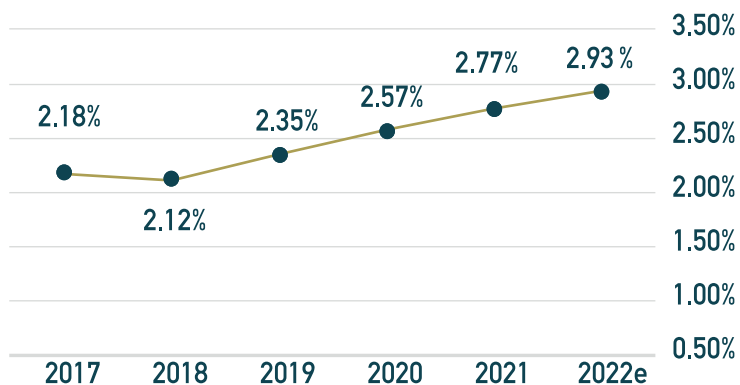


KEY FINANCIAL ESTIMATES

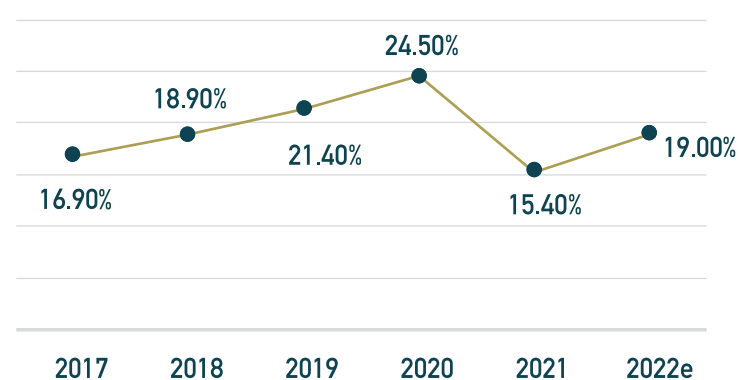
	2020 A	2021 A	2022 E	2023 E
MARKET CAPITALIZATION (QAR M)	33,975	43,152	45,198	47,895
EPS	0.29	0.18	0.30	0.33
P/E RATIO (X)	15.62	25.12	16.47	15.81
EARNING YIELD	6.40%	3.98%	6.07%	6.33%
NET INCOME (QAR M)	2,175	1,718	2,745	3,030
DPS (QAR)	0.17	0.17	0.20	0.22
DIV YIELD	3.75%	3.66%	4.12%	4.27%
NBR OF STOCKS (M)	7,500	9,300	9,300	9,300
REFERENCE PRICE (QAR)	4.53	4.64	4.86	5.15

FINANCIAL PERFORMANCE

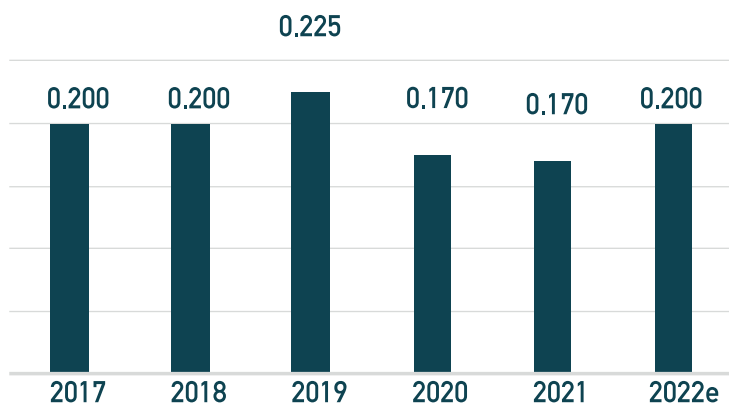
ANNUALIZED NET INTEREST MARGIN



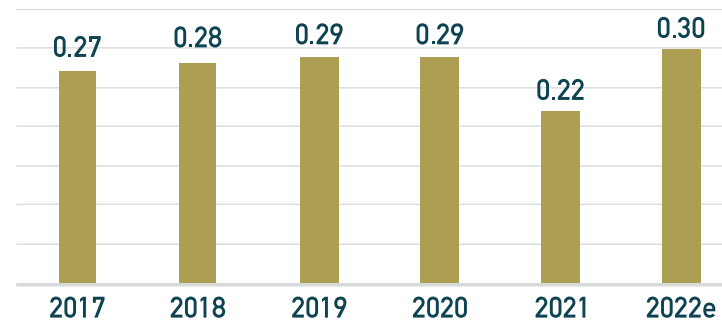
CASA RATIO



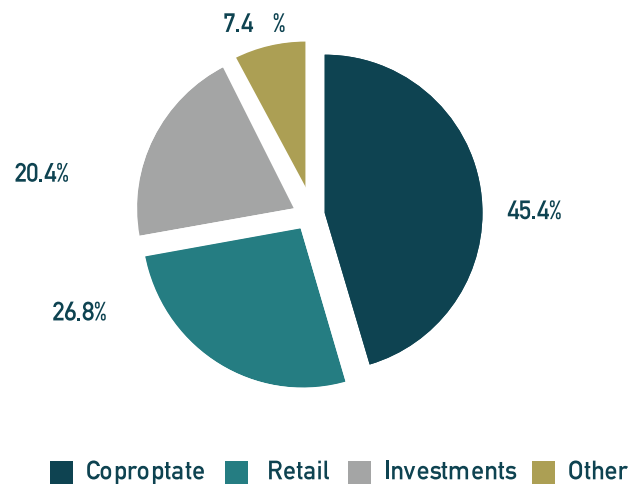
DIVIDEND PER SHARE



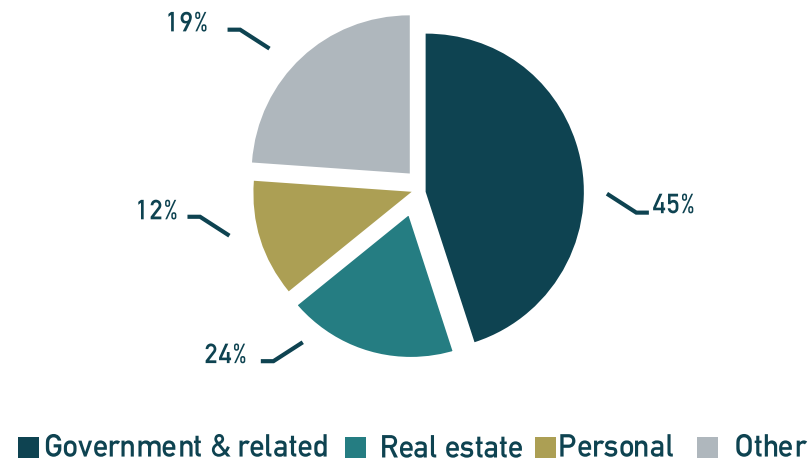
EARNING PER SHARE



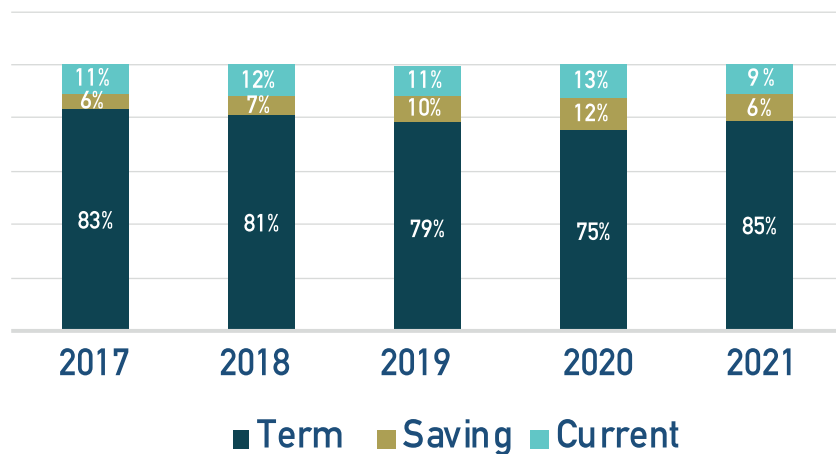
REVENUE BY SEGMENTS



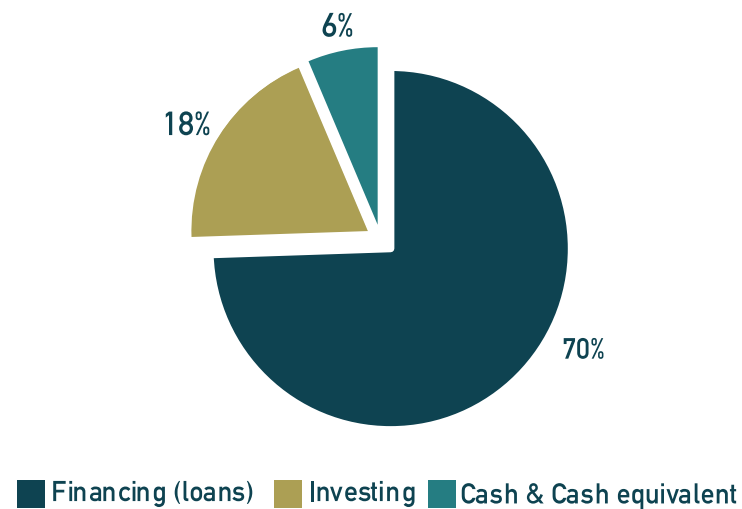
FINANCING ASSETS BREAKDOWN BY INDUSTRY



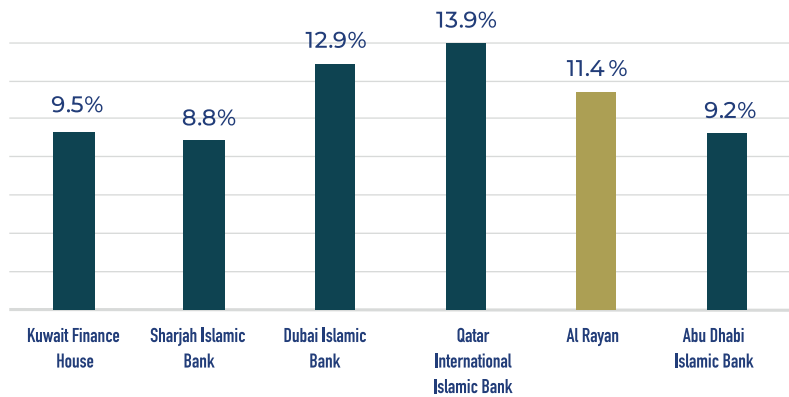
DEPOSITS STRUCTURE



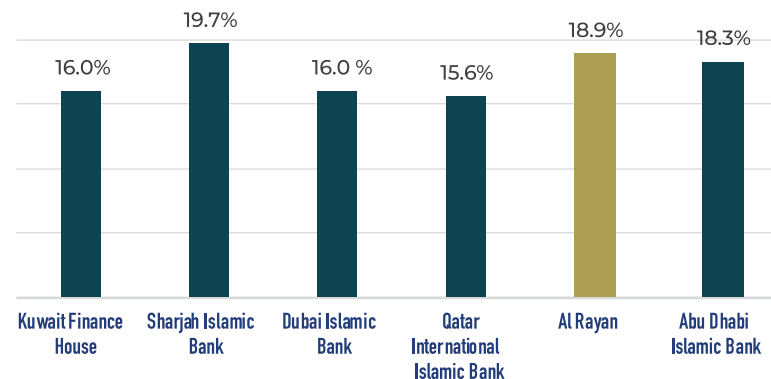
ASSETS BREAKDOWN



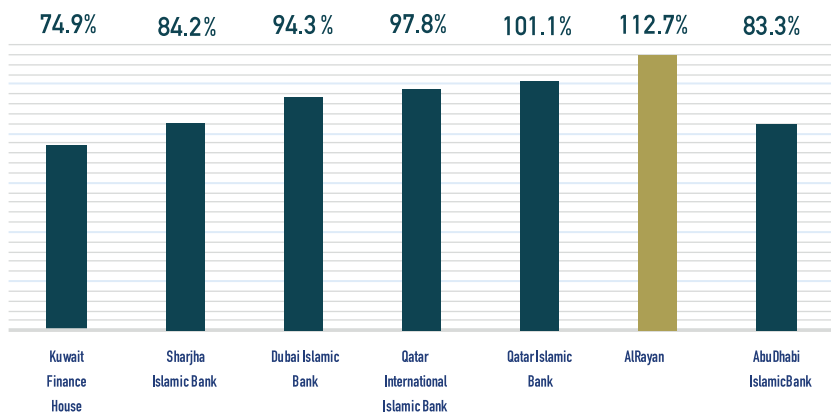
RETURN ON EQUITY



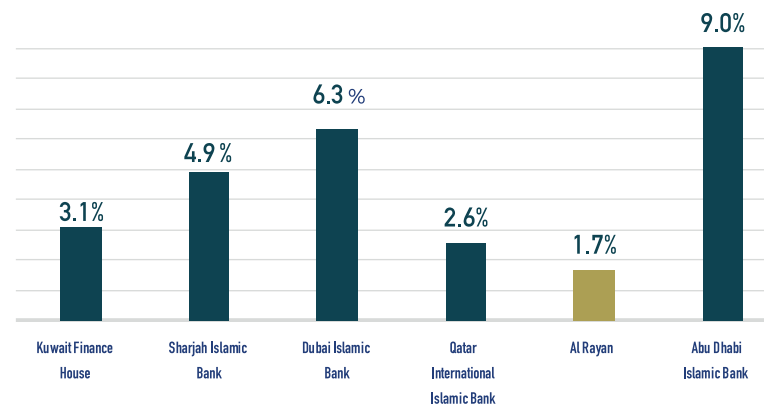
TIER 1 CAPITAL RATIO



LOANS / DEPOSITS



NPL'S RATIO



QATARI BANKING SECTOR CHALLENGES

- Most Qatari banks have a loan to deposit ratio of more than 100%, which makes them recourse to the Sukuk and bonds market to finance their operations.
- The non- Performing Loans consider modest among Qatari Banks and the lowest in the region, but the repercussions of Covid-19 led to an increase in those ratios and thus rise in provisions.
- The average exposure to real estate and construction is around 30% -35% of the total finance, which makes the banking sector affected by real estate fluctuations in prices, also they have exposure to foreign currencies by virtue of their foreign investments.

**OVER
LENDING**

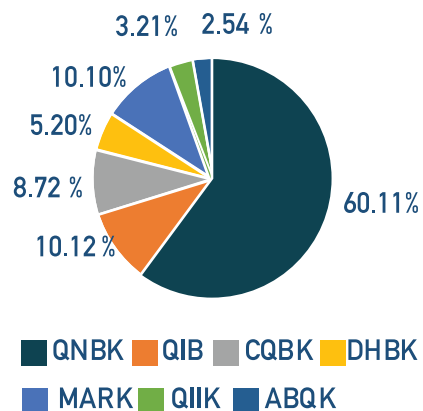
NPL'S

**EXPOSURE TO
REAL ESTATE**

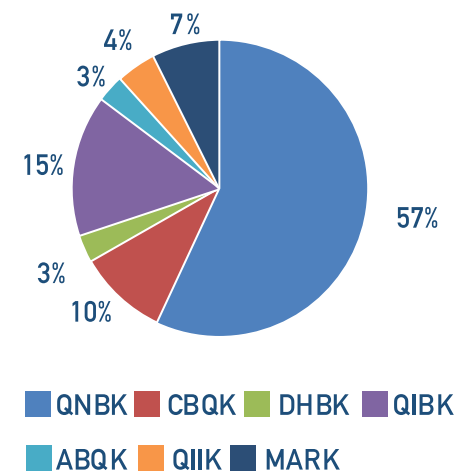
**FOREIGN
INVESTMENTS**

MARKET SHARE INDICATORS

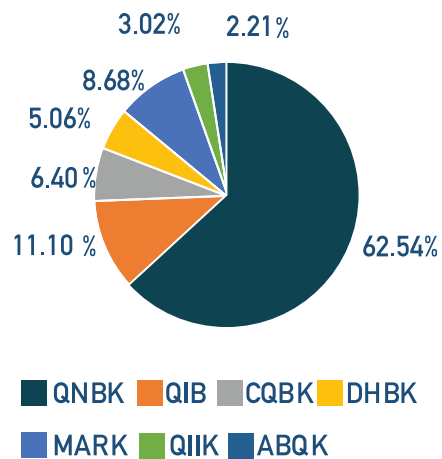
TOTAL ASSETS



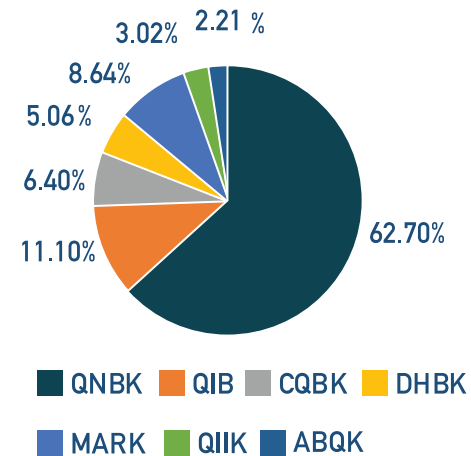
NET INCOME



LOANS



DEPOSITS



THE COMPANY IN FIGURES.

MARKET INFO

AVG DAILY TRADING VALUE (3M) QRM	30.00
ADJUSTED BETA (2YRS)	0.97
52WK HIGH 18TH JAN 2022	5.188
52WK LOW 3RD MAR 2021	4.140
52 WK AVERAGE PRICE	4.563
SHARE PRICE CHG 3 M	0.06%
SHARE PRICE CHG 6 M	11.96%
SHARE TOTAL RETURN (1YR)	18.04%
WGHT IN QSE INDEX	11.73%
WGHT IN QSE ALL SHARES INDEX	0.84%
WGHT IN AL RAYAN PRICE INDEX	15.48%
WGHT IN BANKING SECTOR INDEX	12.67%

OPERATING METRICS (ADJUSTED)

RETURN ON ASSETS(LTM)	1.48%
RETURN ON EQUITY(LTM)	11.38%
RETURN ON INVESTED CAPITAL	4.31%

OPERATING METRICS (ADJUSTED)

PERIOD	2020	2021	2022E	2023E
P/E	15.6X	21.2X	16.5X	15.1X
P/B	1.8X	2.0X	1.9X	2.1X
DIV YIELD	3.8%	3.4%	3.7%	4.0%

PER SHARE DATA

EPS (TRAILING 12M)	0.22
DIVIDEND PER SHARE	0.17
BOOK VALUE / SHARE	2.52
SALES / SHARE (TRAILING 12M)	0.64
TANGIBLE BOOK VALUE / SHARE	2.28
FREE CASH FLOW / SHARE	-2.57

INCOME STATEMENT (ADJUSTED)QAR M

TOTAL INCOME	5,106
TOTAL EXPENSES EXCEPT PROVISIONS	1,326
TOTAL PROVISIONS	1,095
NET INCOME	1,718
EPS (ANNUAL)	0.218

DIVIDENDS

DPS (2021)	0.170
DIVIDEND YIELD	3.40%
PAY OUT RATIO	78%
5 YR DIVIDEND GROWTH	-0.60%

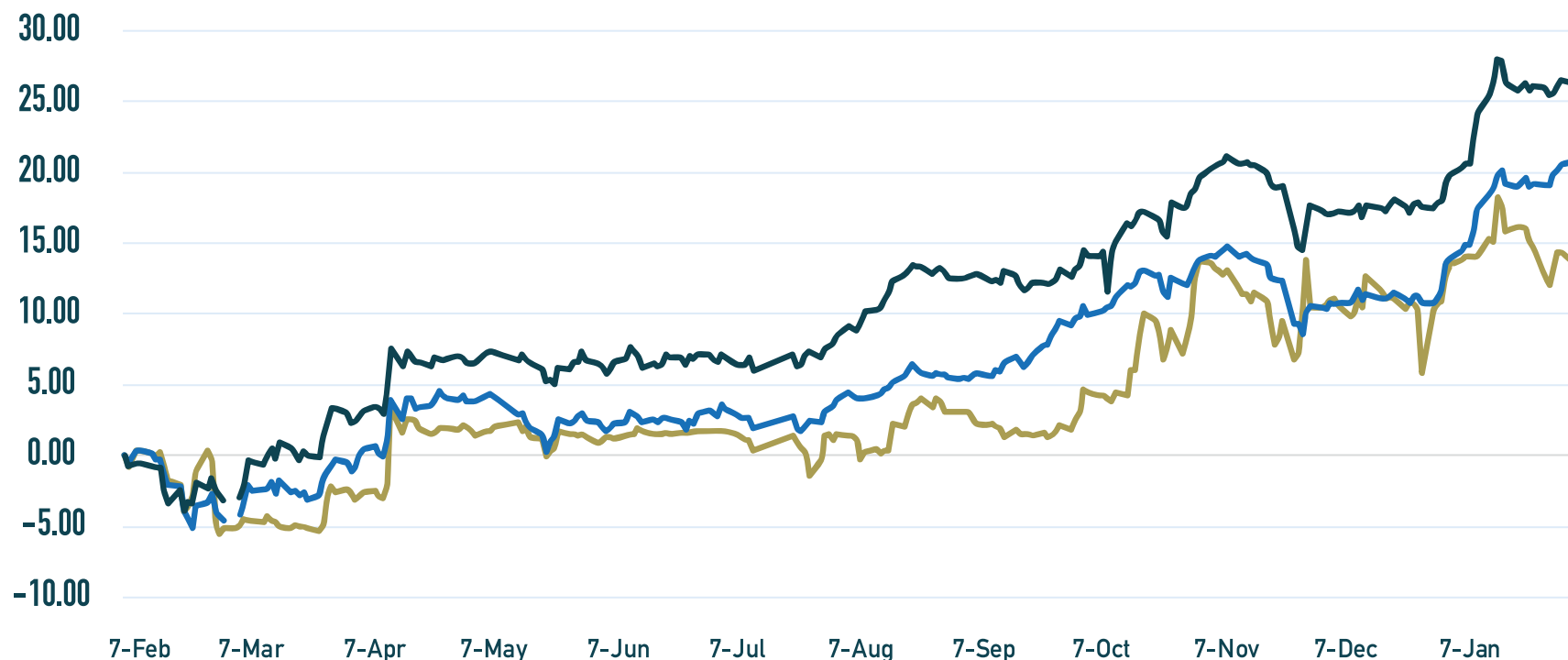
OVERVIEW

2021

MARKET CAP (QAR M)	46,500
OUTSTANDING SHARES (M)	9,300
EQUITY / ASSETS %	14.17
NON- PERFORMING ASSETS (QAR M)	2,048
NON- INTEREST REVENUE	45.61
GROWTH %	
TOTAL CAPITAL ADEQUACY %	20.95
PRICE TO EARNING (LTM) X	22.94
PRICE TO BOOK VALUE X	1.98

* AS OF 6TH OF FEB 2022.

COMPARABLE PERFORMANCE FOR A YEAR



— Al Rayan — QSE Index — Qatar Banking Index

13.62%

20.82%

26.31%

SWOT ANALYSIS



VALUATION

1. Residual Income Model

RESIDUAL INCOME MODEL

Forecasted EPS	Year t + 1 0.30	Year t + 2 0.34
Implied Long Term EPS Growth Rate	3.5%	
Dividend Payout Ratio	0.65	
Beginning Book Value / Share	2.53	
Cost of Equity Capital	7.60%	

Year	2022	2023	2024	2025	2026	2027	2028
Beginning Book Value / Share	2.53	2.63	2.75	2.87	3.01	3.14	3.28
Long Term EPS growth		10.0%	5.0%	5.0%	3.5%	3.5%	3.5%
Forecasted EPS	0.30	0.34	0.36	0.37	0.39	0.40	0.42
Dividend Payout Ratio	59%	65%	65%	65%	65%	65%	65%
DPS	0.20	0.22	0.23	0.24	0.25	0.26	0.27
Forecasted ROE	11.9%	12.9%	13.0%	13.0%	12.9%	12.8%	12.7%
Required Rate (r)	7.60%	7.60%	7.60%	7.60%	7.60%	7.60%	7.60%
Forecasted Residual Income	0.043	0.053	0.054	0.054	0.053	0.052	0.051

Growth Rate

		3.00%	3.25%	3.50%	3.75%	4.00%
Cost of Equity	7.10%	4.94	4.96	4.98	5.00	5.02
	7.35%	4.75	4.77	4.79	4.81	4.83
	7.60%	4.58	4.59	4.61	4.63	4.65
	7.85%	4.41	4.43	4.44	4.46	4.48
	8.10%	4.25	4.27	4.29	4.30	4.32

Fair Value per Share **QAR 4.61**

VALUATION

2. Price to Book Value Method

Target P/BV Multiple

Implied P/BV (X) = $ROE - G / (R - G)$, Where

ROE: Cost of equity

G: Perpetual growth rate

R: Cost of equity = Div yield (3.60%) + equity risk premium (4.0%)

Assumptions	
ROE (Adj)	12.50%
Growth	3.50%
Cost of Equity	7.60%
Book value QAR	2.52
Implied P/BV(x)	2.20
Fair value QAR	5.53

Cost of Equity / ROE						
	11.50%	12.00%	12.50%	13.00%	13.50%	
7.10%	5.60	5.95	6.30	6.65	7.00	
7.35%	5.24	5.56	5.89	6.22	6.55	
7.60%	4.92	5.22	5.53	5.84	6.15	
7.85%	4.63	4.92	5.21	5.50	5.79	
8.10%	4.38	4.66	4.93	5.20	5.48	

Cost of Equity / Growth rate						
	2.50%	3.00%	3.50%	4.00%	4.00%	
7.10%	5.48	5.84	6.30	6.91	6.91	
7.35%	5.20	5.50	5.89	6.39	6.39	
7.60%	4.94	5.20	5.53	5.95	5.95	
7.85%	4.71	4.94	5.21	5.56	5.56	
8.10%	4.50	4.69	4.93	5.22	5.22	

Fair Value per Share **QAR 5.37**

VALUATION

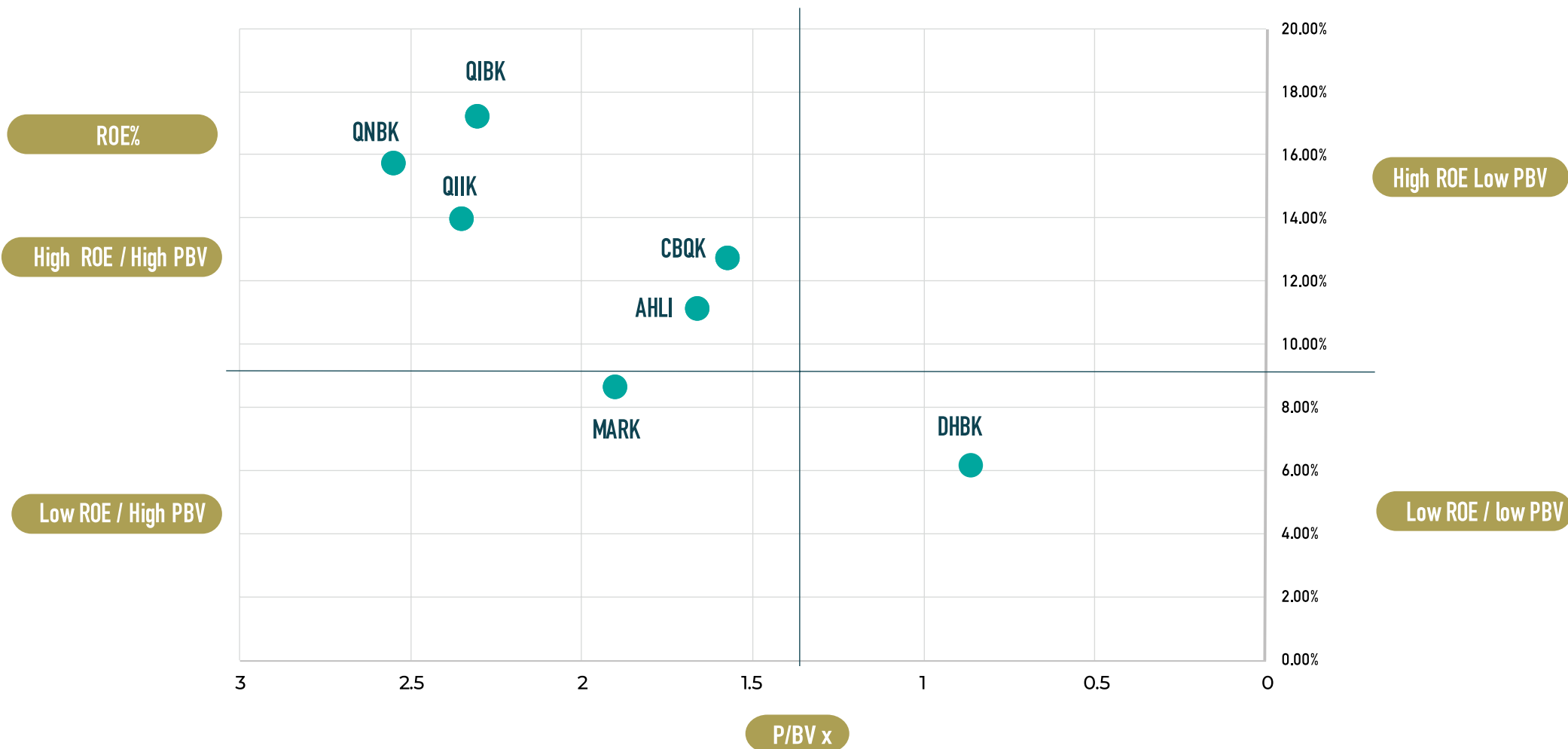
3. PE Ratio

Symbol	MARK			
	Current	New	Expectd Growth in Profit	Expected P/E
Paid in Capital	9,300,000	9,300,000	95%	16.0
Net Income 2022 (E)			97.5%	16.5
Current Price	2,745,000		100%	16.9
	4.98		102.5%	17.3
EPS	0.30		105%	17.7
Current PE	16.87			

(P/E) x	Probability	16.0	16.5	16.9	17.3	17.7
Net Income	95%	2,607,750	2,607,750	2,607,750	2,607,750	2,607,750
EPS		0.280	0.280	0.280	0.280	0.280
Expected Price		4.49	4.61	4.73	4.85	4.97
Profit	98%	2,676,375	2,676,375	2,676,375	2,676,375	2,676,375
EPS		0.288	0.288	0.288	0.288	0.288
Expected Price		4.61	4.73	4.86	4.98	5.10
Net Income	100%	2,745,000	2,745,000	2,745,000	2,745,000	2,745,000
EPS		0.295	0.295	0.295	0.295	0.295
Expected Price		4.73	4.86	4.98	5.10	5.23
Net Income	103%	2,813,625	2,813,625	2,813,625	2,813,625	2,813,625
EPS		0.303	0.303	0.303	0.303	0.303
Expected Price		4.85	4.98	5.10	5.23	5.36
Net Income	105%	2,882,250	2,882,250	2,882,250	2,882,250	2,882,250
EPS		0.310	0.310	0.310	0.310	0.310
Expected Price		4.97	5.10	5.23	5.36	5.49

Fair Value per Share **QAR 4.97**

P/BV FOR QATARI BANKS



BALANCE SHEET

Balance Sheet	2022 E	2021	2020	2019	2018	2017
Total Assets						
Cash & Cash Equivalents	6,400	5,221	7,071	3,123	3,027	2,800
ST And LT Investments	34,169	32,542	20,586	21,379	19,222	23,423
Total Loans	118,711	122,380	86,902	75,457	73,080	72,263
Reserve for Loan Losses	1,400	2,048	918	620	565	166
Investments in Associates	345	349	534	527	526	520
Total Assets	172,299	174,039	121,115	106,397	97,294	102,949
Liabilities & Shareholders' Equity						
Total Deposits	113,400	106,955	68,918	65,613	61,569	62,531
Total Liabilities	155,850	150,567	106,523	92,265	83,820	89,559
Share Capital & APIC	9,300	9,300	7,500	7,500	7,500	7,500
Retained Earnings	3,200	2,196	2,207	2,149	1,809	2,009
Other Equity	12,000	11,824	4,659	4,270	3,968	3,682
Equity before Minority Interest	24,411	23,472	14,365	13,919	13,277	13,191
Minority Interest	200	200	227	213	196	199
Total Equity	24,645	24,671	14,592	14,132	13,474	13,390

BALANCE SHEET

	2016	2017	2018	2019	2020	2021	2022 E
Net Interest Income	1,937.2	2,282.5	2,290.9	2,312.2	2,788.4	3,122.4	3,278.5
Total Interest Income	3,154.5	3,892.7	4,376.9	4,641.0	4,605.5	4,600.3	4,745.1
Interest Income	3,154.5	3,892.7	4,376.9	4,641.0	4,605.5	4,600.3	4,745.1
Total Interest Expense	1,217.3	1,610.2	2,086.0	2,328.8	1,817.2	1,478.0	1,522.3
Total Non-Interest Income	548.8	424.7	486.2	573.2	372.3	312.7	350.0
Trading Securities G/L	225.9	136.9	159.6	172.2	105.4	-17.9	200.0
Investment & Loan Inc (Loss)	91.9	-5.6	-9.0	-1.1	-58.2	-188.8	-170.0
Other Income (Loss)	133.9	142.5	168.6	173.4	163.6	170.9	160.0
Commissions & Fees Earned	314.3	278.6	318.7	391.2	263.0	329.3	320.0
Provision for Loan Losses	1.6	107.8	-14.6	54.8	298.8	910.3	525.0
Total Non-Interest Expense	464.5	582.1	671.6	661.5	696.8	803.2	780.0
Other Operating Expenses	462.7	577.2	668.0	658.4	694.6	797.7	730.0
Pretax Income (Loss), GAAP	2,072.4	2,045.5	2,141.9	2,188.8	2,183.0	1,735.2	2,771.0
Income (Loss) Incl. MI	2,076.1	2,040.7	2,139.5	2,188.1	2,180.6	1,730.4	2,765.0
- Minority Interest	0.8	12.6	9.1	9.7	5.2	12.8	20.0
Net Income, GAAP	2,075.3	2,028.1	2,130.4	2,178.4	2,175.4	1,717.7	2,745.0

FINANCIAL RATIOS

	2017	2018	2019	2020	2021	2022 E
1 Year Growth						
Revenue	16.58	12.64	7.22	-4.53	1.19	2.25
Operating Income	-0.14	5.10	2.31	-0.18	0.00	3.00
Net Income to Common	-2.27	5.04	2.25	-0.14	-21.04	24.50
EPS Diluted	-2.28	5.07	2.08	0.00	-21.00	25.00
Dividend per Share	0.00	0.00	12.50	-24.44	0.00	17.64
Total Assets	12.47	-5.49	9.36	13.83	43.70	-1.25
Total Equity	4.01	0.63	4.88	3.26	69.08	4.00
Total Debt/Equity	187.63	150.81	174.8	241.73	148.21	150.00
Total Debt/Total Assets	24.4	20.89	23.22	29.12	21.01	22.22
Common Equity/Total Assets	12.81	13.65	13.08	11.86	13.49	13.25
Basic Shares Outstanding	7,500.0	7,500.0	7,500.0	7,500.0	9,300.0	9,300.0
Per Share Data Items						
Revenue	0.58	0.65	0.70	0.66	0.64	0.66
Net Revenue	0.36	0.37	0.38	0.42	0.44	0.45
Operating Income	0.27	0.28	0.29	0.29	0.22	0.30
Net Income to Common - Basic	0.27	0.28	0.29	0.29	0.22	0.30
Dividends	0.200	0.200	0.225	0.170	0.170	0.200
Book Value	1.76	1.77	1.86	1.92	2.52	2.65

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