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Press Release

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The 7th Asian Banker Excellence in Retail Financial Services Awards 2008

Qatar National Bank wins award for Best Retail Bank in Qatar

- *Qatar National Bank wins the award for Best Retail Bank in Qatar.*
- *Diversified revenue streams and cost to income efficiency help QNB achieve record net profits and widen lead over local competitors.*
- *Over 150 banks and financial institutions from 23 countries across the Asia Pacific, GCC region and Central Asia were evaluated as part of the Excellence in Retail Financial Services programme.*

Doha , 16 May 2008 – *Qatar National Bank* bagged a major accolade at the seventh Asian Banker Excellence in Retail Financial Services Awards: *Best Retail Bank in Qatar*. The bank received the award at The Asian Banker Excellence in Retail Financial Services 2008 Awards ceremony, held in conjunction with the region's most prestigious retail banking event, the Excellence in Retail Financial Services Convention. The ceremony was held at the Westin Grande Sukhumvit in Bangkok on the evening of 16 May 2008.

About 150 senior bankers from award winning banks in 23 countries across the Asia Pacific, the Gulf region and Central Asia attended the glittering event, the industry's celebration of the region's best retail bankers that recognizes their efforts in bringing superior products and services to their customers.

The awards programme, administered by The Asian Banker, and refereed by prominent global bankers, consultants and academics, is the most prestigious award of its kind.

- *Qatar National Bank wins the award for Best Retail Bank in Qatar.*

Qatar National Bank has won the prestigious award for Best Retail Bank in Qatar 2008 in The Asian Banker Excellence in Retail Financial Services programme. It is the largest bank in the country with 45 percent of overall market share, turned in record net profits and extended its lead over competitors on the back of its diversified revenue streams and efficient cost to income ratio.

- ***Operational efficiencies and distribution capabilities help Al Rahji Bank outperform domestic competitors.***

Already owning a dominating domestic market share in most major products, QNB continued to launch more new services and products in the local market while expanding aggressively overseas. The bank launched a promotional campaign to push its range of new services in 2007, including a new priority banking service, 'QNB First', and the EAZYLife service which includes Internet banking options available 24 hours a day.

The bank also upgraded its Internet security, collection processes and credit risk management capabilities; the last reflected in the improvement of QNB's NPL ratio from 1.2 percent in 2006 to 0.7 percent in 2007.

- ***Over 150 banks and financial institutions in 23 countries across Asia Pacific, the GCC region and Central Asia evaluated as part of the Excellence in Retail Financial Services programme.***

"This year over 150 banks and financial institutions in 23 countries across the Asian region were evaluated as part of the Excellence in Retail Financial Services programme," said Mr Phillip Strause, chairman of the Excellence in Retail Financial Services programme and an International Resource Director for The Asian Banker.

The award evaluation process uses a comprehensive methodology to evaluate the strength of individual banks' retail banking businesses that involved extensive research and probing interviews, and taps the combined experience of a team of experienced researchers. The process also incorporates an AC Nielsen customer perception survey to gauge the strength and reputation of retail banks in the different countries.

Mr Strause, who has close to 40 years' experience working with commercial banks, investment banks, brokerage firms, insurance companies and other specialised financial institutions, further added: "The Asian Banker Excellence programme was instituted in 2001 on the premise that an outstanding player in the retail financial services industry should build business franchises that are sustainable, competitive and profitable over a period of time".

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About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Beijing and Shanghai as well as representatives in London, New York, Dubai and San Francisco. It has a business model that revolves around three core business lines: publications, research services and forums. For more information, please visit www.theasianbanker.com.

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