

### **Investor Presentation**

FY 2024

February 2025

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### **SAIB** Overview

### Strong corporate and private banking franchise with well capitalized balance sheet



Number of Branches	Number of Customers	Key Stock Market Highlights		
Unchanged YoY	+11% YoY 937k ▲	<b>SAR 18.1 bn</b> Market Cap.	+24% Share Price (in last 3 years)	<b>25.6%</b> owned by General Organization for Social Insurance
% of Digital transactions	Staffinclusion	10.1		10.0%
Unchanged YoY	Saudization / Female	P/E	<b>5.9%</b> Div. Yield	Foreign ownership (December 2024)
99.7 ►	92%/24%			
Total assets	Tier 1 Ratio	Total Operating Income by Segment* (%)	Our Key	Joint Ventures
+21% YoY 156.7 SAR bn	-0.3 ppt YoY <b>19.1%</b> 🔻	5%		میدغلف IEDGULF
ROE	Credit ratings	Retail Corporate 36%	35%	
+53 bps YoY	S&P / Fitch / Moody's	<ul> <li>Treasury &amp; Investments</li> <li>Asset Mgmt. &amp; Brokerage</li> </ul>		الاستثمار كابيتال
13.1% 🔺	BBB/A-/A2 🔺			Alistithmar Capital

#### Nearly half a century of excellence: tracing our journey from 1976 into the future





### Robust financial performance with double digit net profit growth and improved profitability





#### Resilient asset quality, adequate capital and liquidity position to accelerate growth and returns





## **Operating Environment**

#### The Saudi Economy is healthy, though GDP growth in 2024 impacted by lower oil contribution





## The Saudi Banking sector is profitable and showing solid growth momentum, though liquidity is tighter amidst higher rate environment



## Strategy

#### As part of Strategy 2027, we have set a strategic vision for each function



# Strategy 2027 is transforming the bank through 40+ initiatives across 9 businesses and functions





Initiatives identified to transform the bank and deliver the transformation

### Strategy 2027 has achieved many milestones in FY 2024...





#### Issued \$750 M Tier-1 sustainable Sukuk

- SAIB issued its first USD denominated additional tier-1 sustainable Sukuk under its international Sukuk program joining its peers
- The offer was over-subscribed in a short span before listing on London Stock Exchange



#### Established SAIB Venture Studio

- Launched SAIB's innovation hub to incubate and scale digital-first solutions
- The workshop behind the products and platforms such as Travel App, Travel Card, and SAIB Innovate



#### Launched first-of-its-kind Travel App

- Venture Studio built Kingdom's first Travel App, enabling customers to load 100+ currencies at minimal to no exchange fee
- Achieved 320,000+ downloads across Google and Apple App Store, with an average rating of 4.7+ and 80%+ active users



#### Built new Mobile Banking App

- Built from scratch with completely revamped journeys, functionalities, and UI/UX to enhance user experience
- All approval secured and various integrations completed; MVP1 launched in Nov-2024 receiving excellent customer feedback



#### KSA's first and only Travel Account

- First time in KSA, customers are rewarded AI Fursan miles (Saudia Airlines) basis their average monthly account balance
- Over 40,000 travel accounts opened since launch, with steadily increasing balances showcasing its success



#### Strategic Partnerships with FinTechs

- Partnered with Virgin Mobile to launch FRiENDi PAY App offering fast, seamless, and economical international transfers
- Collaborated with Merit Incentives, a global leader in employee rewards and customer engagement, leveraging their "no-code" SaaS platform and partner merchant network



### Corporate Banking

- Launch revamped account opening, trade process and enhanced operating model
- Complete IT development and deploy a new CRM system
- Launch new products to address products gaps



- Launch the new Mobile Banking App
- Enhance the value proposition for Affluent and Private Banking customers with new offerings and service model focusing on customer centricity and personalized experiences
- Enhance lending product journeys
- Optimize **branch footprint** and **format** to efficiently deliver the **value proposition**



#### **Public Institutions**

- Launch revamped account opening journey
- Complete IT development and deploy a new CRM system
- Strengthen value proposition with new products and capabilities in collaboration with personal banking, and cash management

#### Support functions

- Implement new employee performance management framework
- Drive interventions to improve organizational health
- Launch SAIB Academy
- Launch the credit decisioning engine for Home Financing
- Redesign the risk operating model, governance structure, and reporting hierarchies

## With our strategy, we aim to grow market share, increase fee income and improve efficiency to drive higher ROE





## **Financial Performance**

FY 2024

### SAIB is focused on delivering strong results across key performance indicators



		FY 2024	DRIVERS
Deleges Chest	LOANS & ADVANCES	SAR 99.5bn +23% YoY	Strong growth in Corporate (+25%) and Private Banking (+18%) loans
Balance Sheet	DEPOSITS	SAR 94.0bn +13% YoY	Strong growth in IBDs (+17%) mainly from corporate and retail customers, and NIBDs growth YoY (+6%); NIBD share declined by 2.3 ppt to 33.7%
	NET INTEREST MARGIN	2.68% -30 bps YoY	NIM contraction due to shift in the deposit mix and increased COF
Profitability	COST TO INCOME RATIO	41.5% -26 bps YoY	Improved CIR is attributed to slightly faster growth in operating income compared to operating expenses
	RETURN ON EQUITY	- 13.1% +53 bps YoY	ROE improvement as attributable net income growth YoY of 11% to SAR 1,957 mn exceeds growth in average common equity (+7% YoY)
	COST OF RISK	0.32% -15 bps YoY	COR remains low at 32 bps
Asset Quality	NPL RATIO	1.04% -46 bps YoY	NPL ratio continues to improve in benign credit environment
	NPL COVERAGE RATIO	156.7%+1.5 ppt YoY	NPL coverage ratio remains at comfortable level
Copital & Liquidity	TIER 1 RATIO	19.1% -0.3 ppt YoY	Slight decrease in Tier 1 ratio mainly from faster increase in RWA
Capital & Liquidity	SAMA LTD RATIO	83.3% +6.8 ppt YoY	Increase driven by strong loan growth

#### Balance sheet momentum funded largely by deposits and interbank



**Total assets increased by 21% YoY** as loans grew 23% and investments rose 25%, which were partially offset by decreased balances with SAMA (-10%) and a reduction in bank placements (-11%)

**Total liabilities increased 21% YoY,** driven by 13% growth in deposits and 46% growth in interbank funding

SAR Million	4Q 2024	3Q 2024	Δ	4Q 2023	Δ
Cash and balances with SAMA	9,919	9,568	+4%	11,018	-10%
Due from banks and financial Institutions, net	1,314	1,271	+3%	1,473	-11%
Investments, net	40,431	40,284	+0%	32,301	+25%
Loans and advances, net	99,466	94,936	+5%	80,751	+23%
Other assets, net	5,536	5,191	+7%	4,441	+25%
Total assets	156,667	151,250	+4%	129,984	+21%
Due to banks and other financial institutions, net	39,901	33,280	+20%	27,289	+46%
Customers' deposits	94,013	98,094	-4%	83,233	+13%
Other liabilities	2,024	2,040	-1%	2,227	-9%
Total liabilities	135,938	133,415	+2%	112,749	+21%
Share capital	12,500	12,500	+0%	10,000	+25%
Retained earnings	2,112	2,163	-2%	1,711	+23%
Other reserves	804	672	+20%	2,809	-71%
Shareholders' equity	15,416	15,335	+1%	14,520	+6%
Tier 1 sukuk	5,313	2,500	+113%	2,715	+96%
Total equity	20,729	17,835	+16%	17,235	+20%





### Loan growth continues to gain momentum mainly driven by corporate lending



### Investments grew 25% YoY driven by acquisition of high-quality, fixed-rate debt securities

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Increase in investments during FY 2024 mainly driven by new securities purchased to lock-in benefits from high rate environment (mainly in fixed-rate debt securities issued by government and international banks)

96% of investments were fixed rate debt securities

53% of investments were accounted for amortized cost and 46% at fair value through other comprehensive income

**High-grade investment portfolio** with 56% of investment securities issued by government, and 31% by banks and other financial institutions









### Robust funding structure, leveraging customer deposits and market presence

SAIB's funding is largely comprised of customers' deposits which represented 69% of total liabilities and 60% of total liabilities and equity as of 31 December 2024

SAIB has a proven track record of accessing alternative funding options including local and international interbank and debt capital markets

In November 2024, SAIB completed a USD 750 mn Additional Tier 1 sustainable sukuk offering with an annual return of 6.37% under its USD 1,500 mn Tier I Sukuk Program





lssuance date	Туре	Maturity date	lssuance amount (mn)	Pricing
June 2022	SAR Tier 1 Issuance	Perpetual	SAR 2,000	6.00%
February 2023	SAR Tier 1 Issuance	Perpetual	SAR 500	6.25%
November 2024	USD Tier 1 Issuance	Perpetual	USD 750	6.37%
Total Tier I Sukuk		5,313		





### Customer deposits increased 13% YoY mainly driven by IBDs





### 11% growth in FY 2024 earnings driven by increased operating income and lower risk cost

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**Net income increased 11% YoY** in FY 2024 driven by 5% growth in operating income, further aided by a 19% decrease in impairment charges

**Return of Equity** increased 53 bps YoY to 13.1% in FY 2024. **ROE improvement** as attributable net income growth YoY of 11% to SAR 1,957 mn exceeds growth in average common equity (+7% YoY).

SAR Million	4Q 2024	4Q 2023	Δ	FY 2024	FY 2023	Δ
Net special commission income	906	815	+11%	3,537	3,417	+3%
Fee and other income	176	188	-6%	641	549	+17%
Total operating income	1,083	1,003	+8%	4,178	3,967	+5%
Operating expenses	(438)	(414)	+6%	(1,735)	(1,657)	+5%
Provisions for credit and other losses	(80)	(110)	-27%	(290)	(359)	-19%
Net Operating Income	565	478	+18%	2,154	1,951	+10%
Share in earnings of associates	33	22	+48%	116	77	+51%
Income before provisions for Zakat	597	500	+19%	2,270	2,028	+12%
Provisions for Zakat	(87)	(53)	+66%	(313)	(267)	+17%
Net Income attributed to equity holders	510	447	+14%	1,957	1,762	+11%
Earnings per share	0.35	0.30	+15%	1.43	1.28	+12%
Net interest margin	2.50%	2.69%	-19bps	2.68%	2.98%	-30bps
Cost to Income Ratio	40.4%	41.3%	-0.9ppt	41.5%	41.8%	-0.3ppt
Cost of Risk	0.32%	0.54%	-21bps	0.32%	0.47%	-15bps
Return on equity	13.3%	12.6%	+64bps	13.1%	12.5%	+53bps







# NSCI grew 3% YoY as 15% growth in average earning assets was mostly offset by a 30bps NIM contraction

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NSCI grew 3% YoY as 15% growth in average earning assets for FY 2024 and was mostly offset by NIM contraction

The YoY NIM declined by 30 bps YoY to 2.68% in FY 2024 due to a 51 bps rise in cost of funds from increased benchmark rates and shift in deposit mix, partly offset by 25 bps asset yield expansion

The Quarterly NIM declined by 29 bps YoY to 2.50% in 4Q 24, with asset yields decreasing by 29 bps YoY to 6.42% and the cost of funding decreasing by 19 bps YoY to 4.21%











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**Fee & other income** increased 17% YoY in FY 2024, mainly driven by investment-related income and supported by growth of banking services fees

**Investment related income** increased largely due to mark-to-market fair value gains during the period

Fee income from banking services rose on higher fees from trade finance as well as shares trading and fund management during the period

**Foreign exchange income** decreased by 4% YoY in FY 2024









### Operating expenses grew by 5% YoY

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### Credit quality remained stable with NPL ratio at low levels



**Total impairments of SAR 290 mn** for FY 2024, decreasing 19% YoY from **SAR 359 mn** in FY 2023

**Cost of risk decreased 15 bps YoY to 0.32%** in FY 2024

**Non-performing loans ratio decreased by 46 bps YoY** to 1.04% aided by incremental write-offs in 4Q 2024

NPL coverage ratio at 156.7% as of 4Q 2024, increased by 1.5 ppt YoY

**Stage 3 ECL coverage** decreased to 46.1% and **Stage 2 ECL Coverage** increased to 15.2% due to write-offs and settlement of certain exposures











### Solid liquidity, funding and capital position with adequate buffers



LCR declined by 31.2 ppt during FY 2024 to 164.7%, while NSFR decreased 4.4 ppt to 108.7%

As of the end 2024, the **SAMA regulatory LTD ratio** was comfortably within required levels at 83.3%

Total capital (Tier 1 + Tier 2 regulatory capital) increased by 18% due to net income and new AT1 issuance, which was partially offset by dividend payment and the phasing out of the IFRS9 transition arrangements

RWAs increased by 20% YoY during FY 2024

CAR was 19.7% and the Tier 1 ratio stood at 19.1%











### FY 2024 Results and 2025 Guidance

# FY 2024 financial results, which largely met expectations, provided a strong foundation for setting ambitious goals for the year ahead





FOCUSED ON DELIVERING STRONG RESULTS ACROSS KEY PERFORMANCE INDICATORS

## Segmental Performance

#### Income and profit growth driven by strong performance across key segments











# Balanced contributions to Operating and Net Income from Retail, Corporate, and Treasury & Investment, with dominance of corporate loans and retail Deposits









# Strong Corporate net income growth of 13% YoY for FY 2024 from higher operating income, positive jaws and stable impairments

SAR Million	4Q 2024	4Q 2023	Δ	FY 2024	FY 2023	Δ
Net Special Commission Income	329	346	-5%	1,347	1,265	+6%
Fee & other income	60	49	+22%	245	198	+24%
Total operating income	389	396	-2%	1,592	1,463	+9%
Operating Expenses	68	66	+5%	282	269	+5%
Impairments	82	66	+23%	276	277	-0%
Net income before zakat	238	264	-10%	1,033	917	+13%









# Retail net income for FY 2024 increased 4% YoY as lower impairments more than offset higher expenses and lower fee & other income

SAR Million	4Q 2024	4Q 2023	Δ	FY 2024	FY 2023	Δ
Net Special Commission Income	349	415	-16%	1,437	1,431	+0%
Fee & other income	25	30	-16%	120	136	-12%
Total operating income	373	445	-16%	1,557	1,567	-1%
Operating Expenses	259	242	+7%	999	956	+5%
Impairments	(2)	45	-104%	9	82	-89%
Net income before zakat	116	158	-26%	548	529	+4%









# Treasury and Investments net income for FY 2024 grew by 21% YoY due to higher operating income and income from associates

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SAR Million	4Q 2024	4Q 2023	Δ	FY 2024	FY 2023	Δ
Net Special Commission Income	228	54	+320%	746	707	+5%
Fee & other income	97	116	-16%	344	254	+35%
Total operating income	325	170	+91%	1,090	961	+13%
Operating Expenses	78	77	+2%	334	323	+4%
Impairments	0	(1)	-122%	4	(1)	-876%
Associates	33	22	+48%	116	77	+51%
Net income before zakat	280	117	+140%	867	716	+21%









# Asset management and brokerage net income for FY 2024 grew 23% YoY, driven by higher income on margin accounts and healthy capital markets activity

SAR Million	4Q 2024	4Q 2023	Δ	FY 2024	FY 2023	Δ
Net Special Commission Income	18	15	+19%	68	57	+19%
Fee & other income	43	29	+50%	167	146	+14%
Total operating income	61	44	+39%	234	203	+16%
Operating Expenses	32	30	+4%	118	108	+9%
Impairments	(0)	(0)	+441%	(0)	0	-127%
Net income before zakat	29	13	+118%	116	94	+23%









## Appendix

Sustainability has for nearly 10 years been embedded in SAIB's core business and governance, and is now freshly aligned with the Saudi Vision 2030 sustainable development goals

Employee capital	Social capital	Customer capital	Takleef (Responsibility)	Awn (Helping Others)
92% Saudization ratio	<b>4.6t</b> Paper recycled	<b>51</b> Branches in KSA	Responsible banking practices, ethical conduct, and measures that protect customers and earn their trust	Responsibility to support local communities through Zakat investments, community programs, and local procurement
<b>24%</b> Female employees	<b>1.1t</b> Plastic recycled	<mark>3</mark> Special needs branches		inability nework Hifth (Environment Protection) The conservation of the environment and the aim to limit emissions and waste, reduce consumption of electricity, water, paper in its direct operations and suppliers
85% Of staff trained	<b>101</b> Volunteers in 2016-2023	895.6k Total customers	A	Rea'ya (Workforce) im to engage employees and work as one family to embody inclusiveness and respect, to develop talents, and to preserve uman rights
SAIB's approach to su aligned with the Sauc sustainable developn	li Vision 2030	Vibrant Society	Good health	Affordable and clean energy





#### Core components of SAIB's sustainable finance framework





#### The Saudi Investment Bank – FY 2024 Investor Presentation





Through this partnership, SAIB aims to introduce a unique customer experiences focusing on customer centricity and personalized experiences:

- **General Customer Experiences.** SAIB offers its customers exceptional football experiences through exclusive competitions on its social media platforms.
- **Private Banking Customer Exclusive Experiences.** SAIB offers an opportunity to enjoy priority access to exclusive football events and experiences with Real Madrid.



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### SAIB Investor Relations

For more information, please visit <u>www.saib.com.sa/en/investor-relations</u>

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