## Al Rajhi Bank Results Presentation

2Q 2025 Earnings Conference Call and Webcast



## **2Q 2025 Earnings Call**

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## **2Q 2025 Results Summary** | Results were exceptional in the first half 2025

6.6% YTD Balance Sheet Growth	7.0% YTD Growth in financing portfolio	6.3% Growth in liabilities	LDR below regulatory minima
	Net Financing  693.4bn +7.0% 741.7bn  FY 24 1H 25	Total Liabilities  851.2bn +6.3% 904.9bn  FY 24 1H 25	Loan to Deposit Ratio  85.5% — 82.5%  FY 24 1H 25
	25.2% growth in net yield income	30.9% higher Non yield income	26.5% higher operating income
32.5% higher net income YoY	Net Yield income  11,504mn +25.5% 14,402mn  1H 24 1H 25	Non Yield Income  3,362mn +30.9% 4,401mn  1H 24 1H 25	Operating Income  14,866mn +26.5% 18,803mn  1H 24 1H 25
	1 bps COR decrease	2 bps Lower in NPL ratio	NPL coverage remained strong
Stable credit quality	1 bps COR decrease  Cost of risk	2 bps Lower in NPL ratio  NPL	NPL coverage remained strong  NPL Coverage
	Cost of risk — 0.31%	NPL	NPL Coverage
	Cost of risk  0.32% — 0.31%  FY 24 1H 25	NPL  0.76% — 0.74%  FY 24 1H 25	NPL Coverage  159% — 150% FY 24 1H 25

## "Harmonize the Group" | Highlights on our strategy performance



#### **Business to** Consumer



### **Business to Business**



### **Support Businesses**



#### **Digital & Data**

Leverage customer base via cross-sell

% of customers with more than one product FY 2023

> **Enter new** segments

Sales growth from target customers - indexed 100 FY 2023 +278% ———

> **Develop customer** focused propositions

# of Customers 02 2025 FY 2023

> Maintain leadership in customer experience

**Net-Promoter-Score (NPS)** FY 2023

Become 'main bank' of large corporates

**Corporate Banking market share** 

**Develop Investment Banking business** 

Revenue growth from Investment Banking - indexed Q2 2025

> **Grow SME via** tailored solutions

**SME** portfolio growth SAR 46B 02 2025

Centralization and standardization

% of capabilities centralized & standardized 

> Increase automation and efficiency

% of processes automated 25% +31% ----

> Increase scale and agility via Cloud

% of applications that are Cloud ready FY 2023

> **Build successful careers** across Al Rajhi Group

Training Days Total - indexed 100 FY 2023

**Expand digital** capabilities Group-wide

Digital: Manual ratio

**Customer-centric digital** journeys Group-wide

# of Group and open banking APIs

**Group-wide insights** and real-time marketing

Revenue increase from data driven marketing - indexed 02 2025

> **Leader in Financial Conduct** and Sustainability

ESG rating

85% **Q2 2025** 

**Ensure Al Rajhi Group's** a great place to work

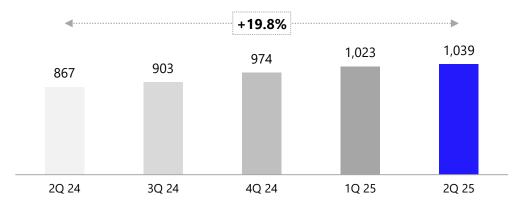
**Employee Engagement** 74% **Q2 2025** 

# 2Q 2025 Financial Highlights

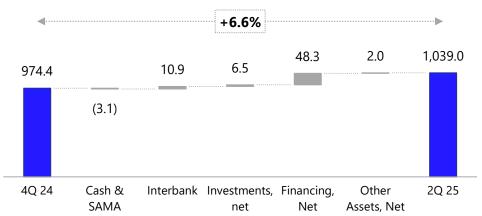


## Balance Sheet Trends (1) | Total assets growth of 19.8% YoY and 6.6% YTD

#### Total Assets (SARbn)

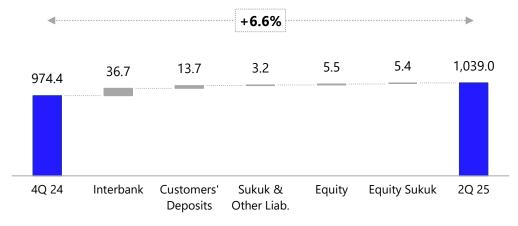


#### Movement in Assets (SARbn)



2Q 25	1Q 25	QoQ	4Q 24	YTD
50,149	65,077	-23%	53,245	-6%
30,434	20,978	+45%	19,530	+56%
182,543	178,973	+2%	176,068	+4%
741,715	722,785	+3%	693,410	+7%
34,148	35,266	-3%	32,135	+6%
1,038,988	1,023,080	+1.6%	974,387	+7%
210,141	202,231	+4%	173,435	+21%
641,987	629,229	+2%	628,239	+2%
14,032	9,852	+42%	8,451	+66%
38,780	47,683	-19%	41,124	-6%
904,940	888,995	+2%	851,247	+6%
134,049	134,084	-0%	123,139	+9%
	50,149 30,434 182,543 741,715 34,148 <b>1,038,988</b> 210,141 641,987 14,032 38,780 <b>904,940</b>	50,149 65,077 30,434 20,978 182,543 178,973 741,715 722,785 34,148 35,266 1,038,988 1,023,080 210,141 202,231 641,987 629,229 14,032 9,852 38,780 47,683 904,940 888,995	50,149       65,077       -23%         30,434       20,978       +45%         182,543       178,973       +2%         741,715       722,785       +3%         34,148       35,266       -3%         1,038,988       1,023,080       +1.6%         210,141       202,231       +4%         641,987       629,229       +2%         14,032       9,852       +42%         38,780       47,683       -19%         904,940       888,995       +2%	50,149       65,077       -23%       53,245         30,434       20,978       +45%       19,530         182,543       178,973       +2%       176,068         741,715       722,785       +3%       693,410         34,148       35,266       -3%       32,135         1,038,988       1,023,080       +1.6%       974,387         210,141       202,231       +4%       173,435         641,987       629,229       +2%       628,239         14,032       9,852       +42%       8,451         38,780       47,683       -19%       41,124         904,940       888,995       +2%       851,247

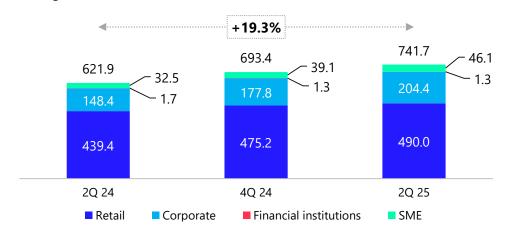
#### **Movement in Funding (SARbn)**





## **Balance Sheet Trends (2)** | Financing growth driven by Corporate and Mortgage

#### Financing, Net (SARbn)



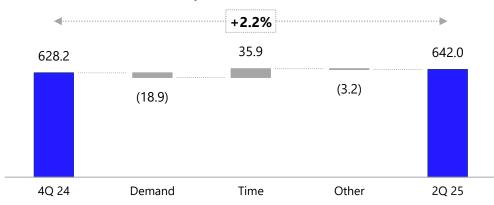
#### **Total Customers' Deposits (SARbn)**



#### **Movement in Financing (SARbn)**



#### **Movement in Total Customers' Deposits (SARbn)**



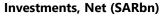


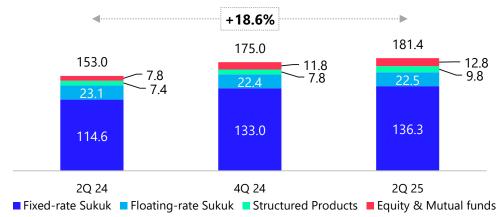
## Balance Sheet Trends (3) | Investments have grown significantly supporting our portfolio diversification

#### Investments, Net (SARbn) +18.6% 181.4 175.0 153.0 15.0 158.9 140.4 122.5

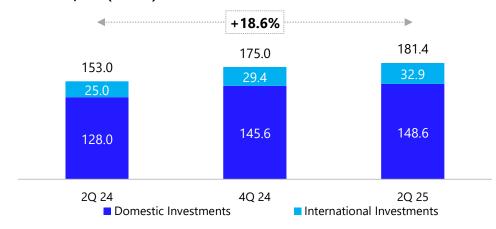
## 2Q 24 4Q 24 2Q 25 ■ Sukuk ■ Murabaha with Gov. & SAMA ■ Structured Products ■ Equity & Mutual funds

#### Investments, Net (SARbn) +18.6% 181.4 175.0 153.0 <del>-</del> 7.4 - 8.2 30.1 28.7 - 6.7 - 21.8 144.0 138.1 124.6 2Q 24 4Q 24 2Q 25 ■ Investments held at AC ■ FVOCI investments FVIS investments





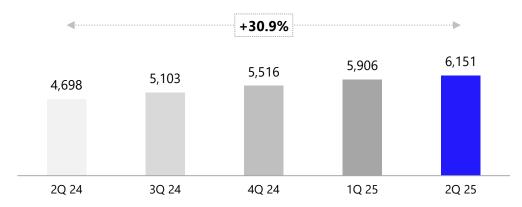
#### Investments, Net (SARbn)



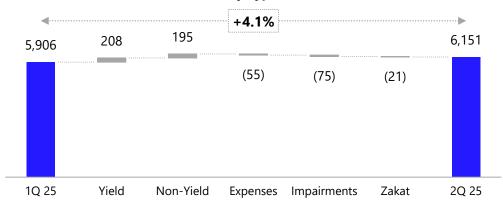


## **Net Income Trends** | highest-ever semi-annual net income with a 32.5% growth YoY

#### **Net Income For The Period After Zakat (SARmn)**

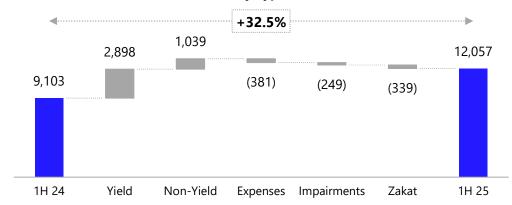


#### **Net Income After Zakat Growth Drivers By Type (SARmn)**



#### 1H 25 1H 24 2Q 25 2Q 24 SAR (mn) YoY Net financing & investment income 14,402 11,504 7,305 +25% 5,857 +25% Fee from banking services, net 2,162 1,395 1,123 2,768 +28% +24% Exchange Income, net 344 319 +8% 673 614 +10% Other operating income, net 960 586 +64% 558 337 +66% Fees and other income +31% 2,298 1,780 +29% 4,401 3.362 **Total operating income** 14,866 +26% 9,603 7,637 18,803 +26% -4,231 -3,850 +10% -2,143 -1,956 Operating expenses +10% **Pre-provision profit** 14,572 11,016 +32% 7,460 5,681 +31% Total impairment charge -1,125 -876 +28% -600 -455 +32% Net income for the period before Zakat 13,447 5,226 +31% 10,140 +33% 6,860 -1,037 Zakat -1,376+33% -699 -528 +32% Non-controlling interests 14 0 +0% 10 0 +0% **Net income for the period after Zakat** 12,057 +32% 4,698 +31% 9.103 6,151

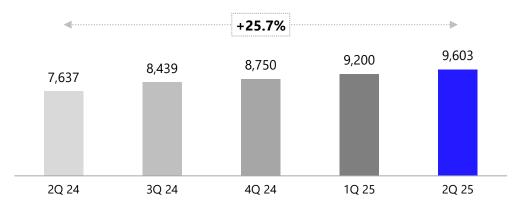
#### **Net Income After Zakat Growth Drivers By Type (SARmn)**





## Operating Income Trends | Higher operating income driven by net yield and fee income growth

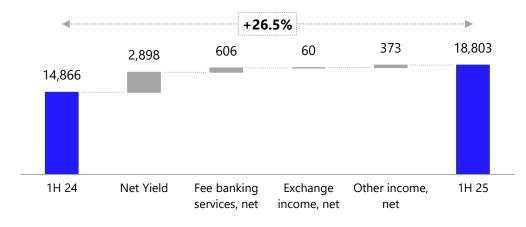
#### **Total Operating Income (SARmn)**



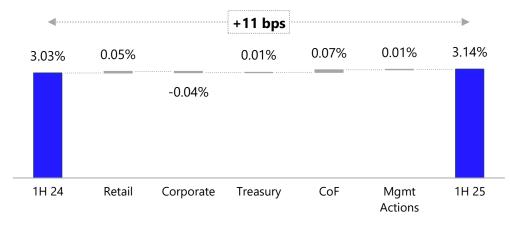
#### **Net Profit Margin (%)**

5.81%	5.89%	5.93%	5.86%	5.85%
3.03%	3.08%	3.13%	3.16%	3.14%
2.78%	2.81%	2.80%	2.70%	2.71%
1H 24	9M 24 NPM (%)	FY 24 ——Gross Yield (%)	1Q 25 CoF (%)	1H 25

#### **Total Operating Income Growth Drivers By Type (SARmn)**



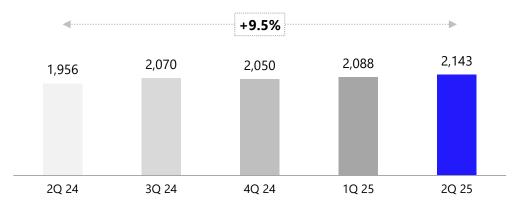
#### NPM Drivers (%)



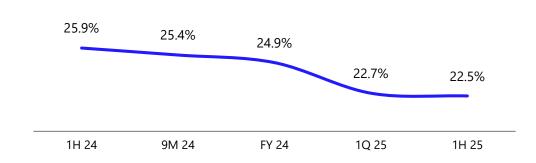


## **Expenses Trends** | Cost efficiencies remains solid with a market leading cost to income ratio of 22.5%

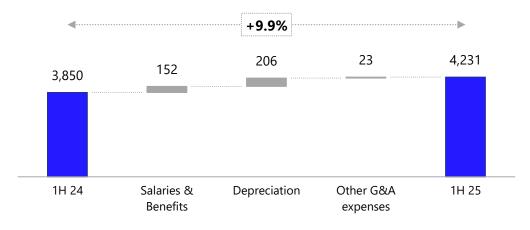
#### **Operating Expenses (SARmn)**



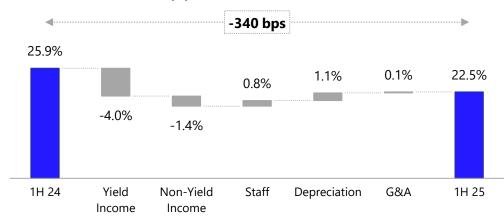
#### Cost To Income Ratio (%)



#### **Operating Expenses Growth Drivers By Type (SARmn)**



#### Cost to Income Ratio Drivers (%)



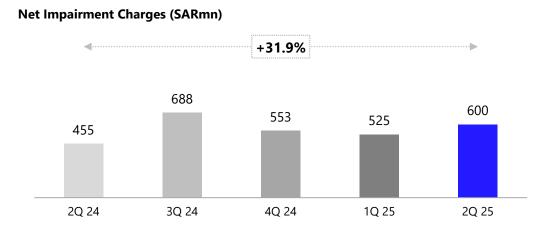


## **Net Impairment & Cost of Risk** | Higher gross charge due to Financing portfolio growth with a maintained CoR

Cost of Risk (%)

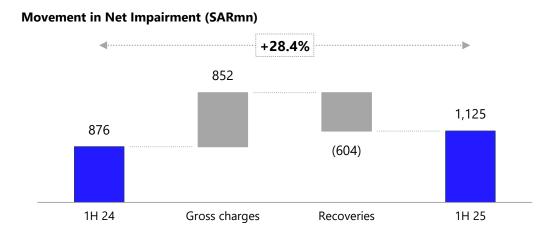
1H 24

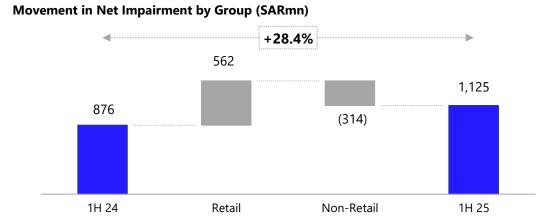
9M 24





FY 24





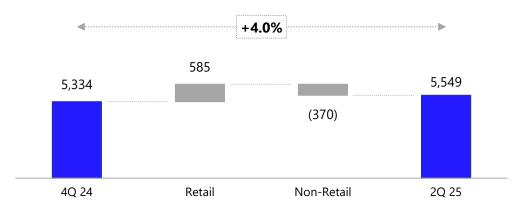


1H 25

1Q 25

## **Asset Quality Trends (1)** | Asset quality remains healthy

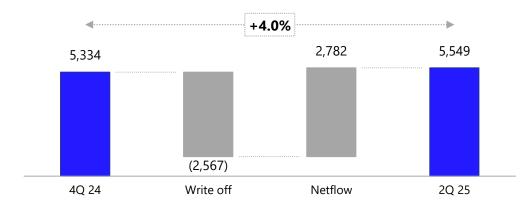
#### Movement in NPL (SARmn)



#### NPL Ratio (%)



#### **NPL Formation (SARmn)**

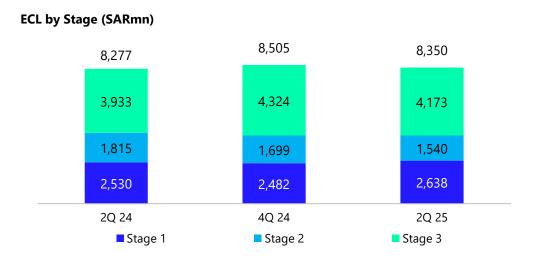


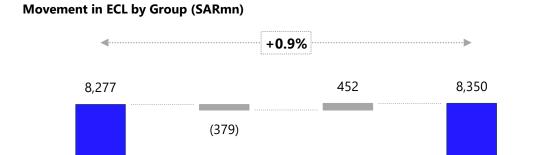
#### NPL coverage ratio (%)

168.1%	165.2%	159.4%	152.7%	150.5%
2Q 24	3Q 24	4Q 24	1Q 25	2Q 25



## **Asset Quality Trends (2)** | Healthy stage coverage reflecting prudent risk management





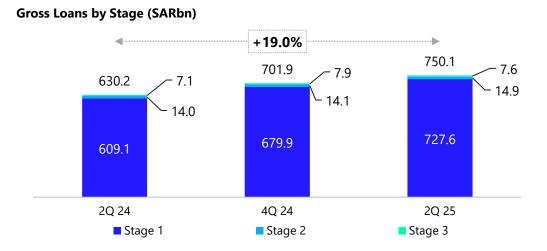
Retail

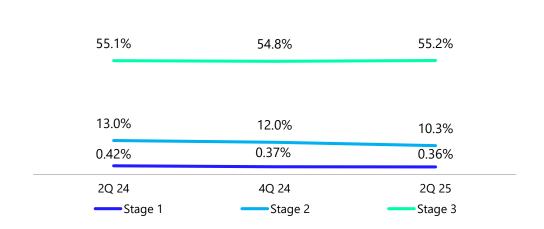
2Q 24

ECL Coverage (%)

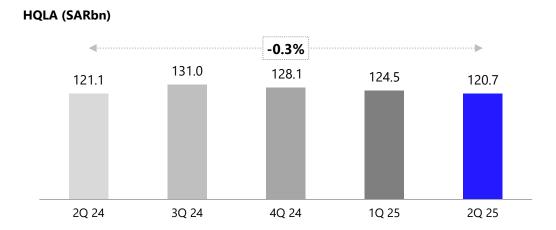
Non-Retail

2Q 25

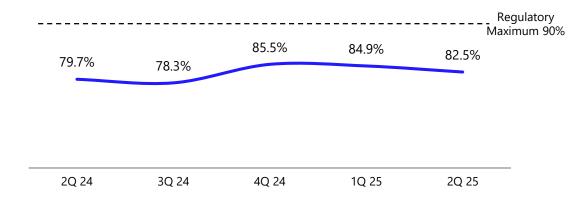




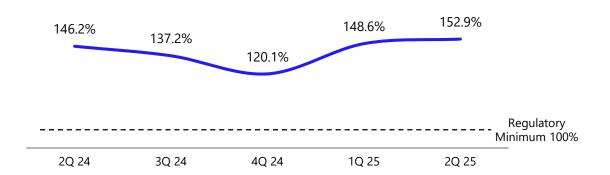
## **Liquidity Trends** | Liquidity remains comfortably within regulatory requirements



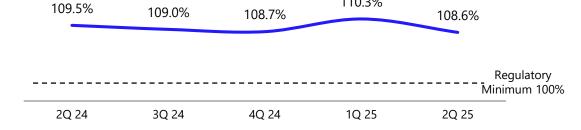








#### NSFR (%)

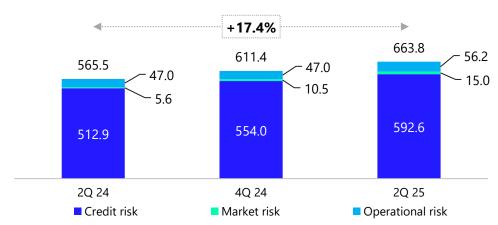


110.3%

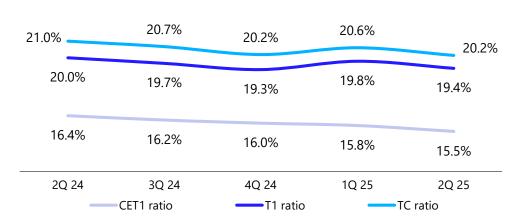


## Capitalization Trends | Capital position well above regulatory minima

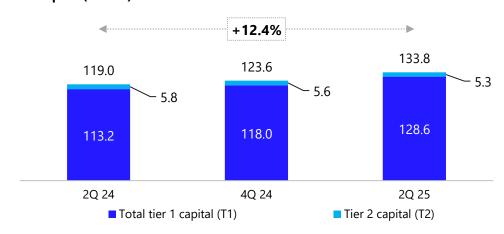
#### RWA (SARbn)



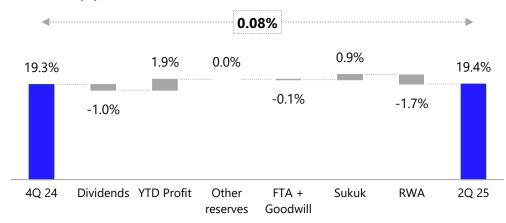
#### **Capital Ratios (%)**



#### **Total Capital (SARbn)**



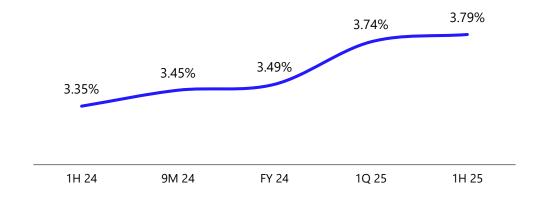
Tier 1 Drivers (%)



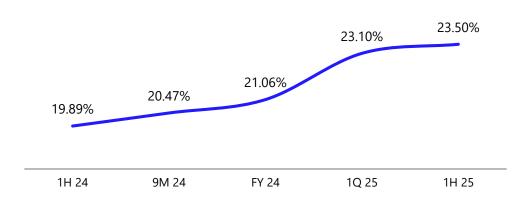


## **Return Metrics** | Al Rajhi Bank's returns remain industry-leading

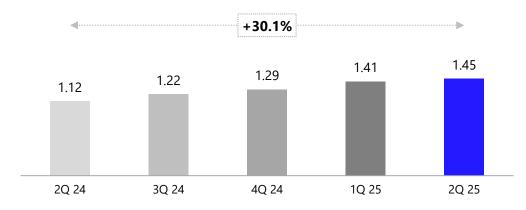
#### Return on RWA (%)



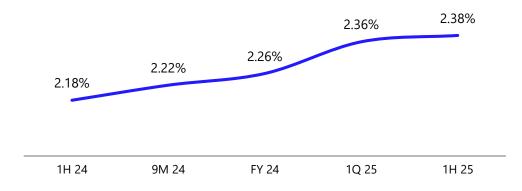
#### Return on Equity (%)



#### **Earnings per Share (SAR)**



#### Return on Assets (%)





## FY 2025 Guidance



### **FY 2025 Assumptions and Outlook** Interest rates are expected to drop by the second half of 2025

#### **Economy**



- Saudi real GDP is estimated to improve by 3.4% in Q1 2025 driven by 4.9% higher non-oil activities
- IMF has revised Saudi GDP growth forecasts to 3.5% in 2025 and projected 3.9% for 2026
- Consumer spending increased by 9.7% YoY by May 2025 backed by the improved economic activities
- Credit demand is expected to remain positive over the medium term due to economic diversification

#### **Interest Rates**



- Based on the recent updates on U.S and global economy, we expect one to two rate cuts in the second half of 2025
- The outlook of the interest rates environment will have an impact on both credit demand and deposit mix
- NIM outlook in the lower rate environment is positive supported by the bank fixed-rate book
- SRC benchmark rates remains at 7.4% levels by end of the second quarter 2025

## Strategy & Execution



- In February 2024, we have launched our "Harmonize the Group" strategy
- Our new Strategy will be focused on providing a financial ecosystem through a universal bank offering
- The focus will continue to improve the overall banking experience through several initiatives
- ESG remains a focus for the management to build a sustainable business that contributes to the bottom line



## **FY 2025 Guidance** | For our strategy "Harmonize the Group"

		FY 2025 Guidance	1H 2025 Actual	<b>Guidance Revision</b>
Balance Sheet	Financing	High single digit	+7.0%	High single digit
	Net profit margin	+5 bps to +15 bps	+1 bps	+0 bps to +10 bps
Profitability	Cost to income ratio	Below 23.5%	22.5%	Below 23.5%
	ROE	Above 22.5%	23.5%	Above 22.5%
Asset Quality	Cost of risk	0.30% - 0.40%	0.31%	0.30% - 0.40%
Capital	Tier 1 ratio	Above 19.5%	19.4%	Above 19.5%



## Q & A



## **ESG Highlights**



## **ESG Highlights** | 2Q 2025

	USD <b>7.1 bn</b> Green syndicated loan		+200 Scholarships to Orphan students to join Universities	ISO/DIS 37301:2020 Compliance	
	Started using solar energy system in 61 branches to reduce utilities consumption	+39k Families have been benefited from the affordable housing solutions	+24k Employees across the group	ISO 22301:2019 Business Continuity Management	
SAR <b>1,039bn</b> Total Assets	Around SAR <b>3bn</b> of financing renewable energy projects	SAR <b>1,376mn</b> Zakat	+195 Catheterization Procedures Performed	<b>282</b> Sharia Board Resolutions in 2024	<b>24%</b> growth in female employees in 2024
SAR <b>12.1bn</b> Net Profit after Zakat	USD <b>2.0bn</b> Sustainable Sukuk	SAR <b>1,968mn</b> In salaries and benefits paid	<b>12</b> Batches of Graduate Development Program since 2015	<b>137</b> Policies & Frameworks	34% of female employees at the group level
<b>0%</b> Financing exposure in Tobacco, Alcohol & Gambling	95:5 Digital to Manual Ratio	SAR <b>46.1bn</b> in financing for SMEs	+213k total training days since 2023	4 out of 11 Independent Board Directors	+100% growth in female customers since 2015
Financial Sustainability	Environmental	Social		Governance	Gender Diversity



## KSA's Macro-Economic Environment



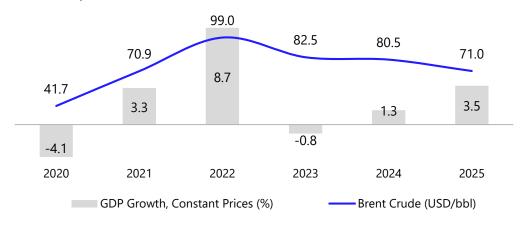
## **KSA Economic Outlook** | Economic conditions remain positive for the Kingdom

## **Highlights**

- Saudi GDP is expected to increase by 3.4% in Q1 2025 driven by higher non-oil activities.
- Based on IMF forecasts, Saudi's GDP is estimated to grow 3.5% for 2025 and 3.9% for 2026
- Unemployment rate reached all-time low at 6.3% in Q1 2025

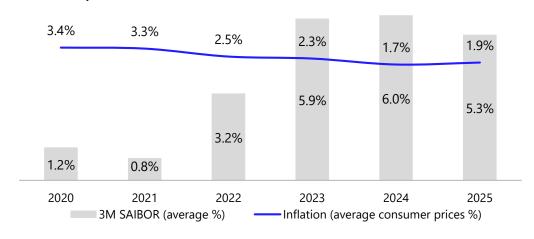
#### **Expenditure/Revenue and Asset Reserves (SARbn)** 1,724 1,721\* 1,708 1,701 1,638 1,640 1,375 1,259 1,268 1,164\_ 1,285 1,184 1,293,212 1,039<sub>965</sub> 1,076 782 2020 2021 2022 2023 2024 2025 Government expenditure SAMA asset reserves Government revenue \* May 2025 figure Source: MoF, SAMA

#### **GDP Growth/Brent Oil Price**



Source: IMF, U.S. Energy Information

#### 3M SAIBOR / Inflation



Source: SAMA, IMF, MoF

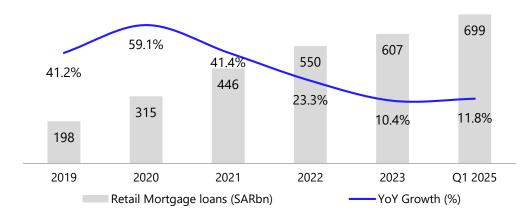


## **Banking Sector Highlights** | Banking system deposits continue growing by the second quarter 2025

### **Recent Developments**

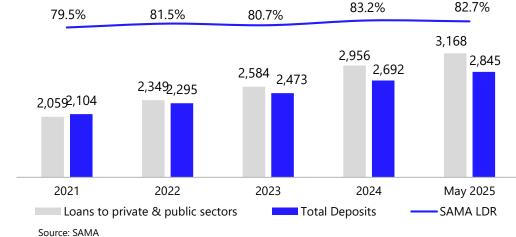
- Deposits have grown in the banking system by end of May 2025 align with loans growth.
- SRC benchmark rates remains 7.4% by the end of the second quarter 2025
- Consumer spending increased by 9.7% YoY in the first five months of 2025 with continuous migration toward cashless payment methods

#### Retail Mortgage (SARbn)

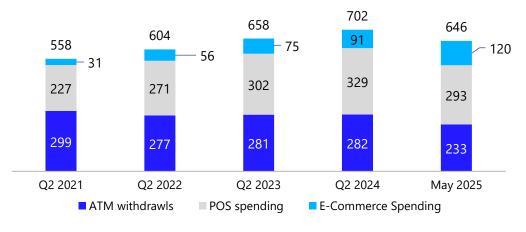


Source: SAMA

#### SAMA LDR (%) & Bank Loans and Deposits (SARbn)



#### POS/ATM & E-Commerce (SARbn)



Source: SAMA



# IR Contact Information



### **Additional Information** | Contact investor relations for more information

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- Investor Presentation
- Factsheet
- Data Supplement
- Earnings Release









Alrajhi Tadawul Mobile App





Alrajhi Business App



Emkan App





Alrajhi IR App



urpay App



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