



FY and 4Q 2024 Investor Presentation



arab national bank البنك العربي الوطني

March 2025

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anb Overview

Solid market position: a leading Saudi bank pioneering tech driven future of the financial industry

- In 1979 **anb** was established by Royal Decree M/38 taking over the existing operations of the Arab Bank in the KSA
- 40% owned by Arab Bank PLC
- **anb**, licensed as a public shareholding company, is active across all main sectors of Saudi Economy
- KSA remains primary market with branch in London

➤ **45 years**
of banking experience



123
Branches



1,107
ATMs



Over 2 mn
Customers

➤ **17.2% CET1**
Well-capitalized

➤ **42.1 SAR bln***
Market capitalization

➤ **44.35%*** Free-float
share

➤ **56%*** Share of
foreign ownership

Credit ratings

MOODY'S

A1 / P-1

Stable

S&P Global

A- / A-2

Stable

FitchRatings

A- / F2

Stable

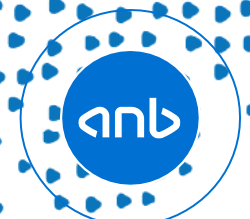


*As of 31.12.2024

London,
United Kingdom



Kingdom of
Saudi Arabia



Effective implementation of strategy: the highest diversification, one of the top ranked profitability

- Well-diversified business model allows to offer holistic customer solutions and generate resilient revenues with best-in-class efficiency
- Maintained robust fundamentals underpinned by resilient asset quality, strong liquidity and funding profile and outstanding operating efficiency

SAR 248.3 bln (12.1% YoY)

Total assets

SAR 182.2 bln (9.8% YoY)

Customer's deposits

SAR 1.256 bln QTD (33.6% YoY)

SAR 4.966 bln YTD (22.0% YoY)

Net income

SAR 2.4 bln QTD (16.7% YoY)

SAR 9.5 bln YTD (10.9% YoY)

Operating income

13.4% (+149bps YoY)

ROAE

32.9% (-30 bps YoY)

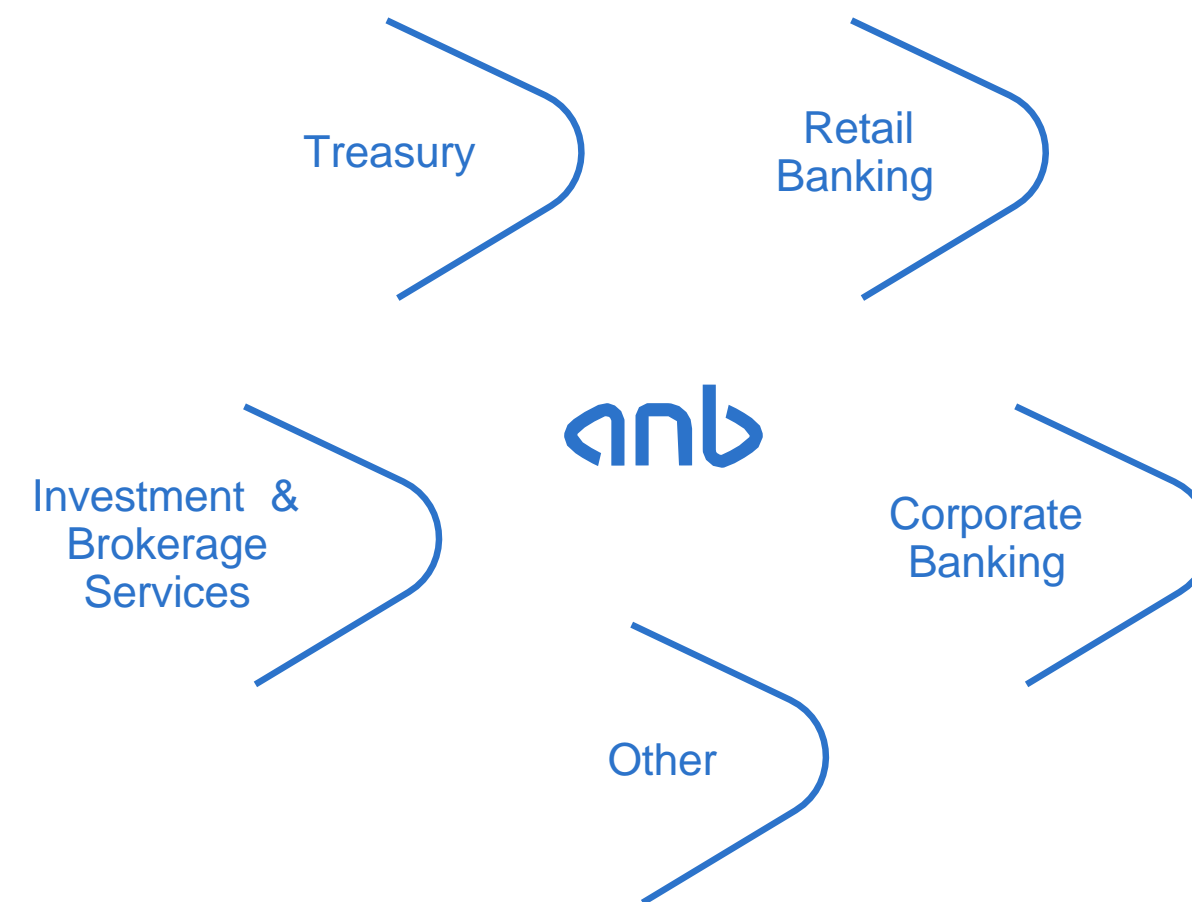
Cost to income

Net income by business segment before zakat and tax (SAR mln)



■ Retail ■ Corporate ■ Treasury ■ Investment & Brokerage Services and Other

Operating segments



Why invest in anb - key growth drivers

Expanding and solidifying market position in the growing market



- Among the leading banks in the largest economy of the Gulf
- The Kingdom economy continues to expand creating further pockets of growth in the sectors of the banks' strong presence
- Pursuing Vision 2030 Program increases economic and social diversification, and creates multiple new market opportunities in the KSA

Balanced business model and exposure to growing segments with customer-centric culture



- Optimal business mix ensures combination of sound growth and profitability
- Strong market position across all operating segments
- Recognized as the Best SME Bank in the KSA (2024)*
- Won the "Excellence in Innovation for Corporate and Institutional Banking Services in Middle East (2024)**

Innovative digital strategy and fintech enabler



- New digital strategy launched
- Continuous focus on enhancing online and mobile platforms
- Set benchmark in accessibility and fintech enablement via anb connect
- Leadership in Open Banking

Strong financial performance and superior asset quality



- A growth story with a double digits growth across key metrics
- Excellent track-record of core banking revenues
- Strong risk metrics
- Investment grade credit ratings















Committed to cater interests of all stakeholders supported by good governance and rigorous risk management practices



- Continuous support of the social and economic development of the Kingdom
- Advanced risk management supports sustainable business growth
- Robust corporate governance culture supports a track record of strong financial and operational achievements

FY'24 highlights: strong results underpin delivering on strategy

SAR bln

Loans and advances 169.5  11.3% YoY	Earnings per share (EPS) 0.62  31.1% YoY 2.48  22.0% YoY FY'24	Customers' deposits 182.2  9.8% YoY	Operating income 2.4  16.7% YoY 9.5  10.9% YoY FY'24
Cost to income 32.9%  -30 bps YoY	NIM 3.79%  7 bps YoY	NPL ratio 1.20%  -28 bps YoY	CET 1 ratio 17.2%  -1.84 ppt YoY
Cost of risk 39 bps  -5 bps YoY	ROAE 13.4%  1.5 ppt YoY	LCR 132%  -12 ppt YoY	CAR 18.9%  -2.1 ppt YoY

Major Highlights:

- Key targets for 2024 achieved
- Profitability metrics improved YoY on the backdrop of double-digit loan growth
- Higher NIM well supplemented by strong growth in Net Fee Income
- Major risk metrics enhanced due to stable asset quality and efficient underwriting standards
- Strong balance sheet with conservative funding model and robust capital levels
- Digital Banking continued be the growth powerhouse
- Well positioned to fund further growth and maintain attractive dividend yield



Operating Environment

KSA today: ambition, development, leadership

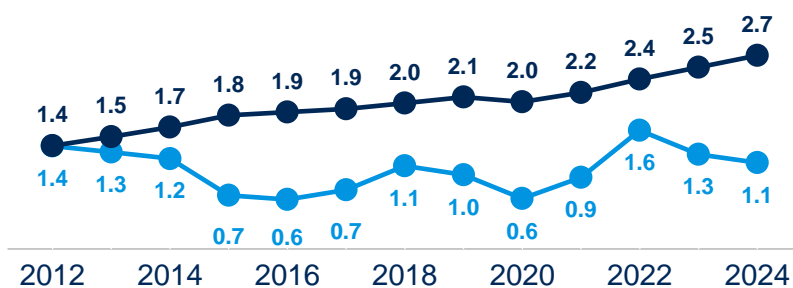
➤ Fundamental strength

	2024
Government debt	29%
Inflation	1.9%
Repo rate	5%
Population	35 m
Unemployment	3.7%

Saudi's non-oil revenues is more than 50% of the total GDP in 2024. Kingdom's non-oil sectors grow as the economy diversifies in line with Vision 2030 goals.

KSA GDP at current price by institutional sectors (SAR tn)

Source: KSA General Authority for Statistics ● Oil ● Non-oil



➤ Accelerated development

KSA's nominal GDP (USD bln)

Source: IMF



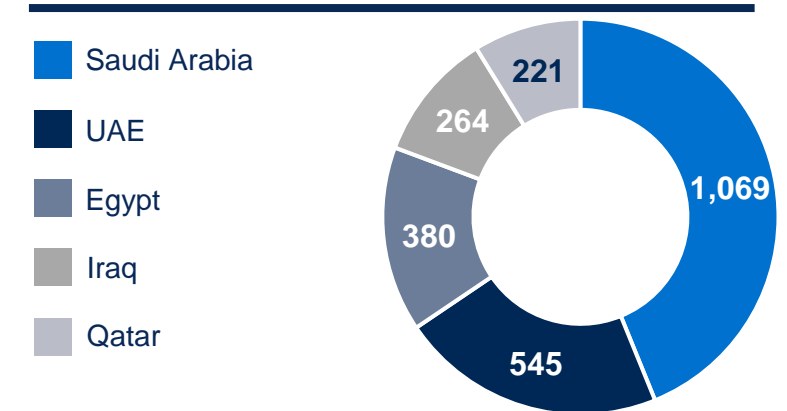
The GDP of Saudi Arabia grew more than 300% since 2004 and out-performed world's average growth rate twofold.

The IMF estimated Saudi's GDP grew by 1.4% in 2024, followed by a 3.3% increase in 2025.

➤ Regional leadership

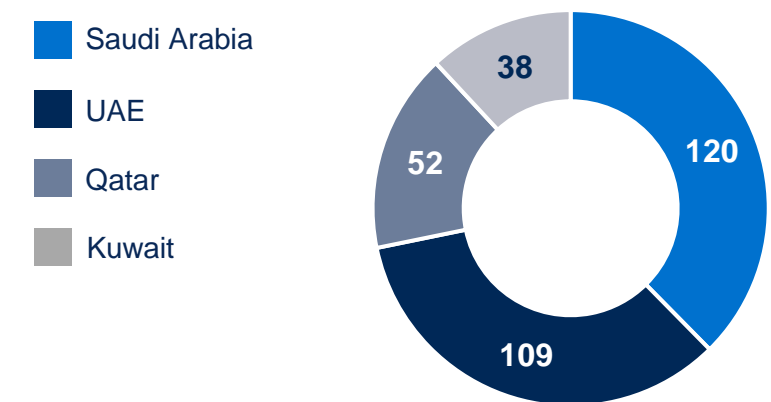
GDP (USD bln)

Source: IMF



Banking sector net revenue (SAR bln)

Source: IMF



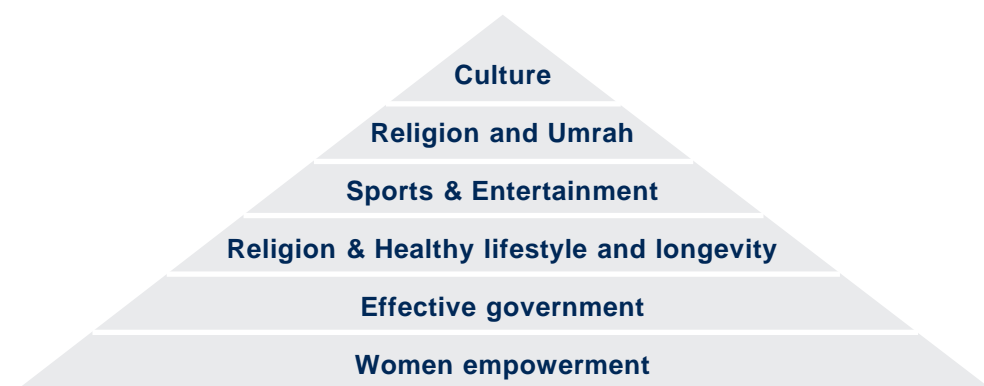
KSA sustainable economic growth

➤ Global ambition

A journey towards a brighter future.



- **Raise** KSA economic position from 19th largest **to the top 15**
- **From 50% to 20%** reduce oil GDP contribution
- **10% of GDP** economic contribution from tourism
- **To 50% of GDP** increase share of non-oil exports
- **65%** increase the private sector's GDP contribution
- **Key projects:** NEOM, Red Sea Project, Qiddiya



New horizons of **Vision 2030** social and economic development are set to fundamentally transform the country in major spheres.

➤ Sustainable growth

The private sector is to play a vital role in enhancing and diversifying the economy.

Contribution to GDP	Current	2030 target
Private sector	45%	65%
SME	20%	35%
FDI	3.8%	5.8%

Source: global-rates

The emergence of new industries is turning Saudi Arabia into an international scientific and technological powerhouse.

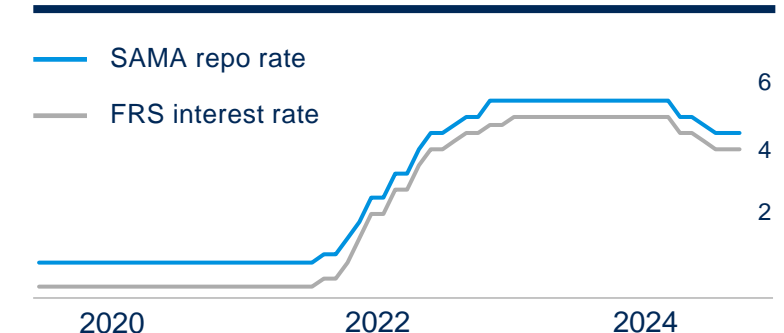


➤ Prudent monetary and tax policies

The Saudi Central Bank synchronizes its repo rate with the US Federal funds rate which makes macro-economical environment in the country stable and predictable.

SAMA & FRS rates

Source: global-rates



Source: global-rates

VAT	15%
Corporate tax	20%

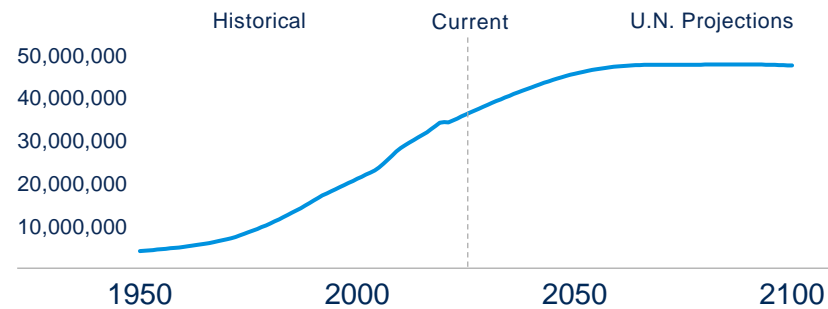
Saudi Arabia tax system is among world's most liberal and comfortable both for corporates and individuals.

Socio-demographic changes - key highlights

➤ Growing young workforce & urbanization

Saudi Arabia population 1950-2024

Sources: www.theglobaleconomy.com



40 mln expected to live in Saudi Arabia by 2030

61% of the population under 35, creating a dynamic and adaptable labour force

~ **80%** urbanization rate

Sources: GASTAT, www.theglobaleconomy.com

➤ Workforce change

Diversification

- Shift from oil-centric jobs to sectors like technology, tourism, entertainment, renewable energy
- \$50 bln education budget for 2024, the largest in the Gulf region
- 100% enrolment at intermediate and secondary levels

The highest female workforce participation (%)

Sources: www.theglobaleconomy.com



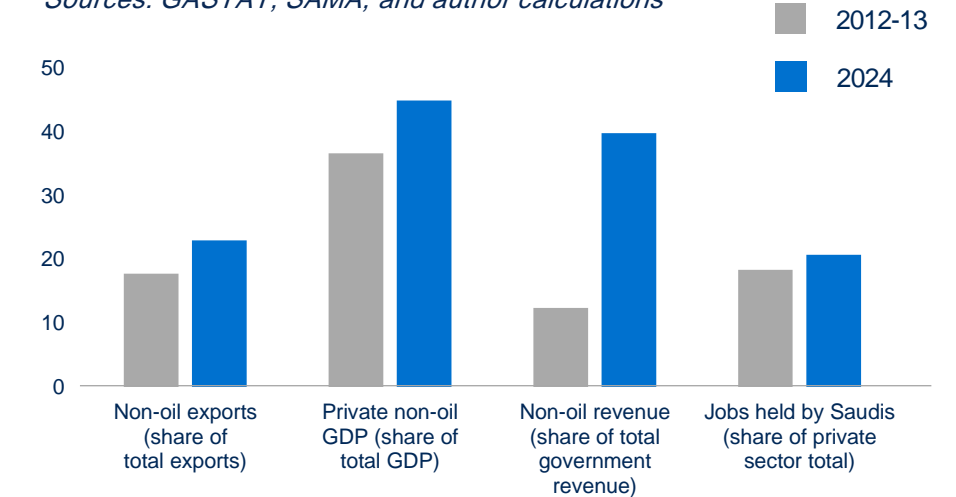
Education

Saudi Arabia allocated around **16%** of its budget towards education in 2024; higher than the US, UK, EU and the largest budget in the Gulf region.

➤ Sources of new wealth

Four indicators of economic diversification

Sources: GASTAT, SAMA, and author calculations



New drivers of the Wealth growth:

- **Tech Innovation**
2.5% of GDP to be invested annually in R&D by 2040
- **Tourism and Entertainment**
projected to contribute **\$46 bln** to GDP by 2030
- **Renewable Energy**
50% renewable energy by 2030

National banking industry is on the rise

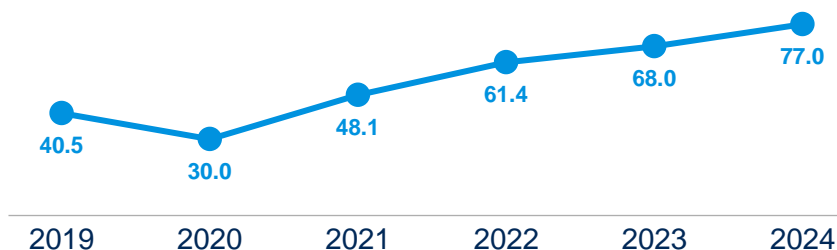
➤ Revenues grow

Saudi-listed banks reported nearly a 13% increase in aggregate net profit in 2024.

Aggregate net interest margin (NIM) stood at 3.14% in 2024.

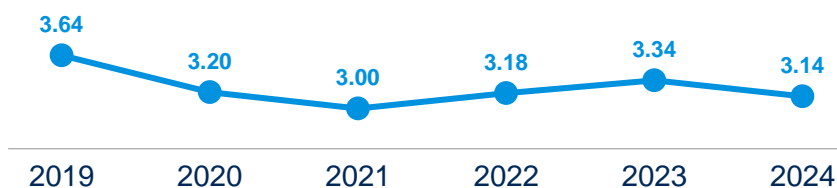
Net income to common shareholders (SAR bln)

Source: Bloomberg



NIM (%)

Source: Bloomberg

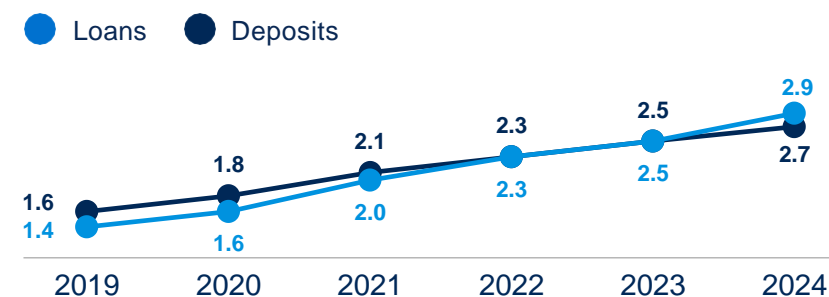


➤ Strong business position

KSA banks' total deposits reached SAR 2.7 tn in 2024, marking a 8.4% increase as compared to 2023. It enables banks to fuel growing economy with abundant lending. Top-10 biggest banks account for more than 80% of loans and deposits volumes.

Deposits/loans portfolios of the top-10 Saudi banks (SAR tn)

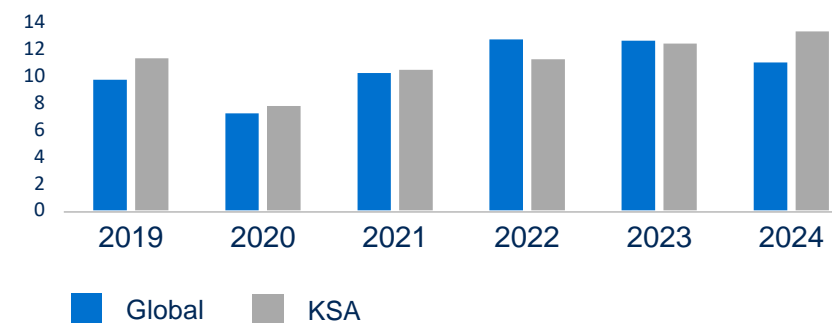
Source: Bloomberg



Saudi Arabia banks tend to outpace global average ROE of financial institutions.

Return on equity (%)

Source: McKinsey, Bloomberg



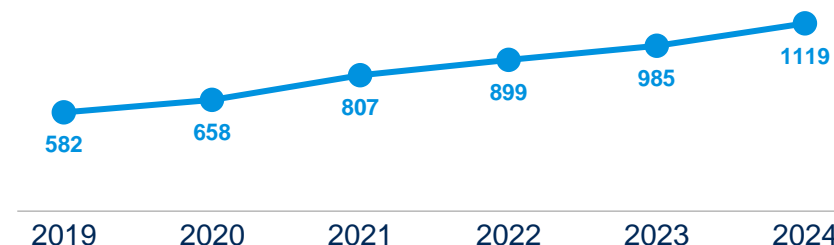
➤ New opportunities

Implementation of projects under the Vision 2030 program is to offer up to 1 USD trillion injection into the national banking system doubling its current size.

Saudi Arabia's total banking assets grew 13.6% in 2024, overreaching the milestone of USD 1 tn.

Total assets (USD bln)

Source: Bloomberg



Massive government spending and ongoing digital transformation of the financial industry will promote further growth of lending and boost banks' revenues over the medium term.

Fintech: anb – a partner of choice for emerging fintech industry

Saudi Arabia's fintech sector is rapidly growing, driven by regulatory support and significant investment, expected to strongly promote digitalization of the banking sector.

Continued digital transformation, supportive regulations, and high consumer adoption are expected to enhance efficiency, competition, and customer satisfaction in the banking sector.

> \$1 billion

invested in local Fintech companies

~ 230 Fintech companies

operating in the Kingdom by 2025

~ 6,000 jobs

created by Fintech sector by 2025

Active fintech companies by subsector (%)



> 70%

of Saudi consumers use online banking services, with over 90% by smartphone

\$13.3 bln

projected reach of e-commerce market by 2025, with increased preference for digital payments

40%

consumers who use social media to purchase online, compared to average 14% in advanced economies

Regulation

- **Regulatory Sandbox Framework** established to allow financial institutions and Fintechs to test and launch their products and services in an innovative and safe environment

Non-FS Players Disrupting the Market

- Telecom-provided digital wallets and e-commerce giants like STC Pay, Amazon, and Noon are expanding their market influence
- These non-FS players are integrating financial services, including payment solutions and consumer financing

Digitalization of Corporate and Retail Banking

- **65%** of large businesses and over **50%** of retail customers use digital transaction services
- Banks are projected to invest **over \$1 bln** in digital infrastructure by 2025, incorporating blockchain and AI for enhanced efficiency and security

Ongoing Consolidation of Banking Market

- Such high-profile **mergers**, as NCB and Samba, have reshaped the market landscape, creating one of the region's largest banks
- **The top five banks** now collectively control over **60%** of Saudi Arabia's total banking assets



Business Overview

anb business today: optimal business mix in line with strategic objectives

Total assets

SAR 248.3 bln

Loans

SAR 169.5 bln

Deposits

SAR 182.2 bln

Operating income

SAR 2.4 bln QTD

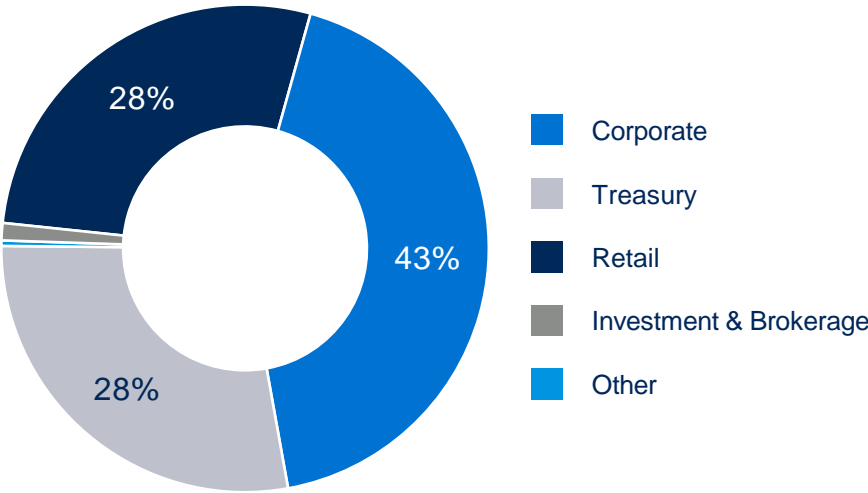
SAR 9.5 bln YTD

Net income

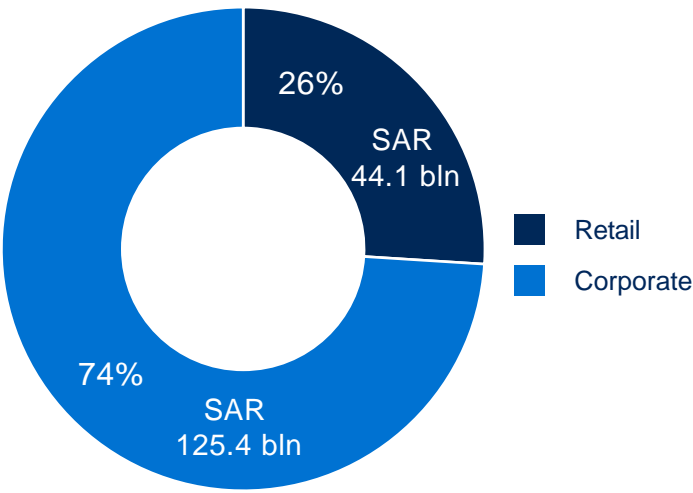
SAR 1.257 bln QTD

SAR 4.967 bln YTD

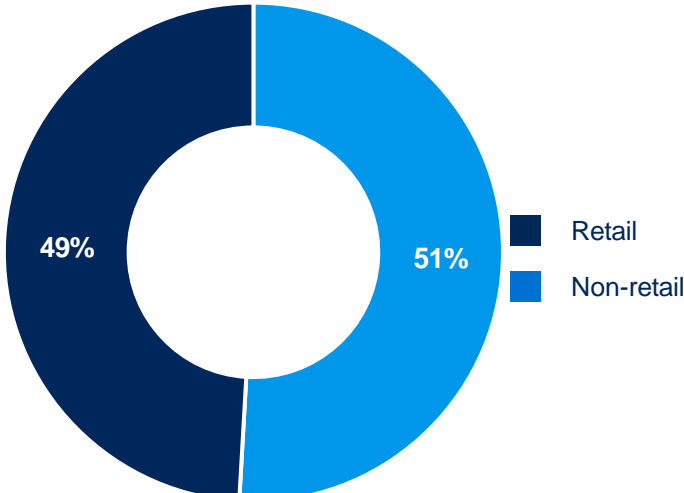
Assets mix by business line



Loans



Deposits



Leading banking franchise

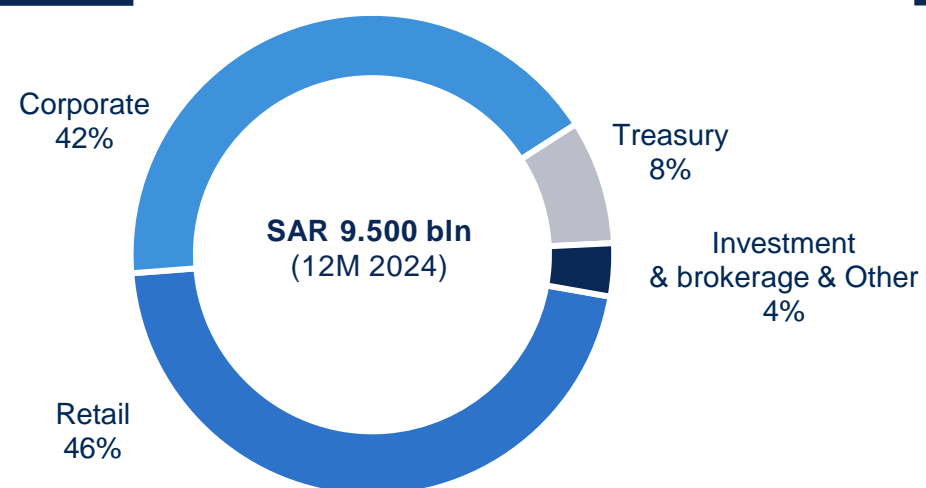
Supporting customer loan growth

Strong core deposit base

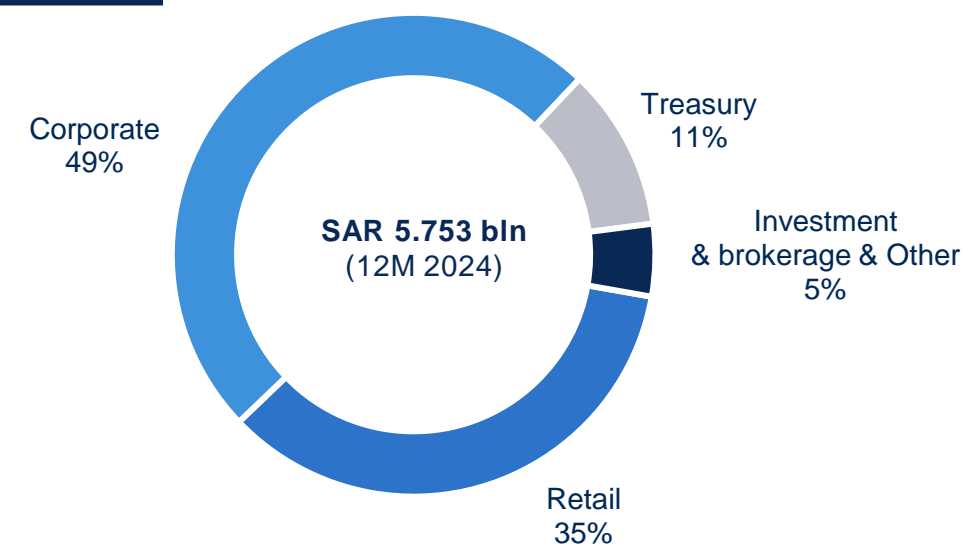


Organic growth across various business segments

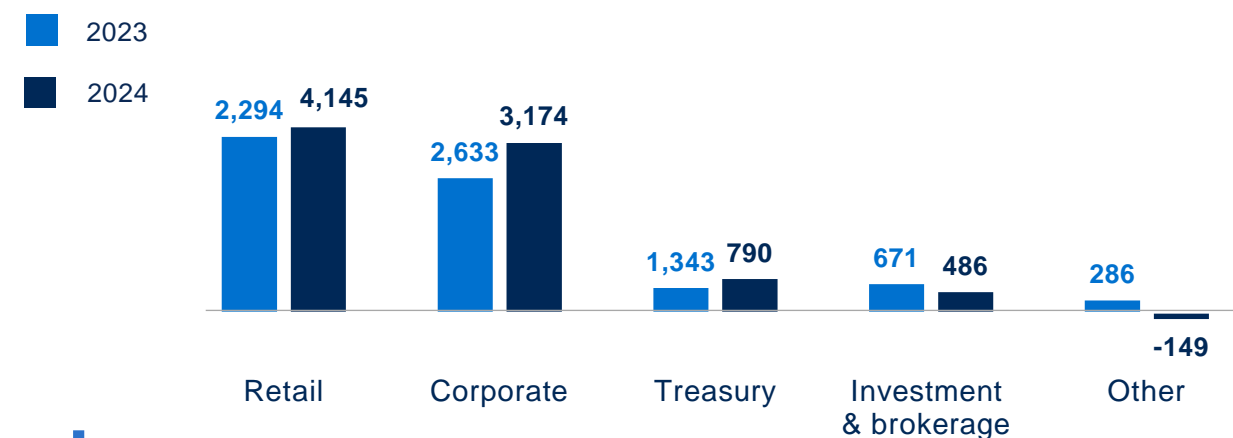
Operating income by business segments



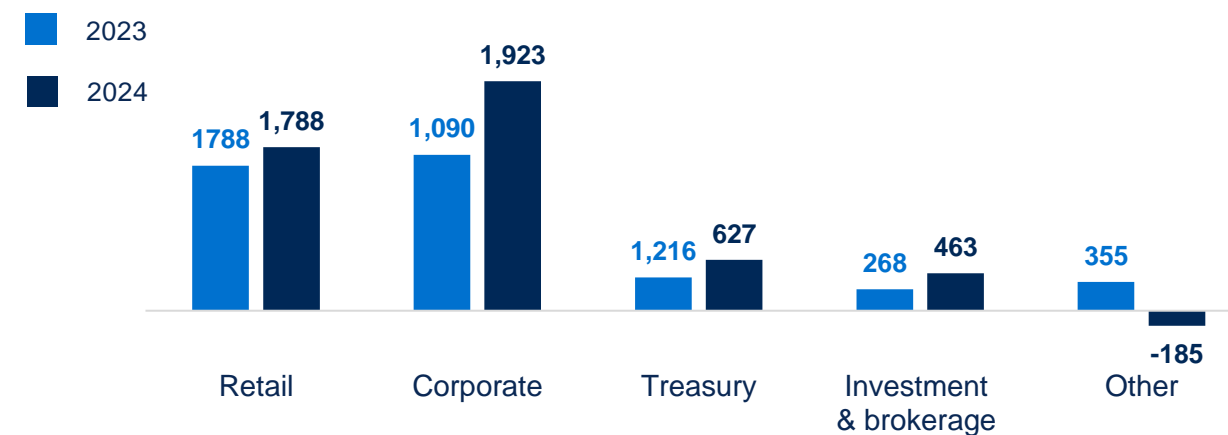
Net income before Zakat and income tax by business segments



Operating income (SAR mln)



Net income before Zakat and income tax (SAR mln)

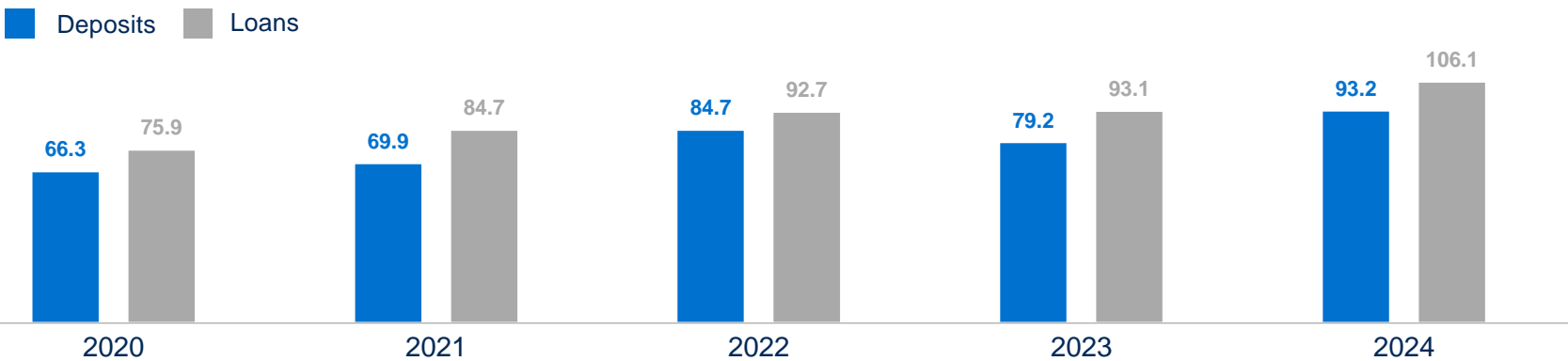


Corporate segment – accelerating development

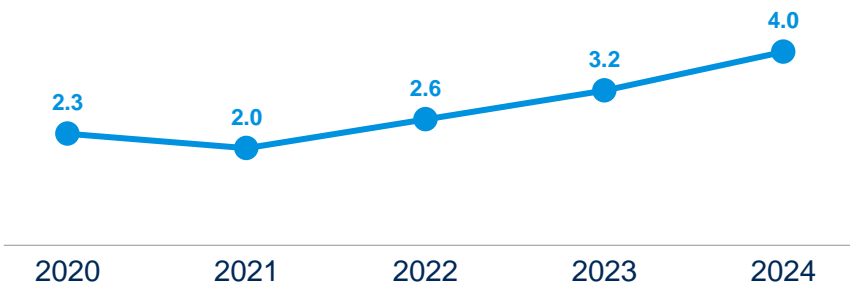
KSA`s growing and swiftly diversifying economy requires financial resources. **anb** steadily expands its loan portfolio focusing on lending to **key industries**:

- services
- construction
- real estate
- manufacturing
- transportation
- merchantry

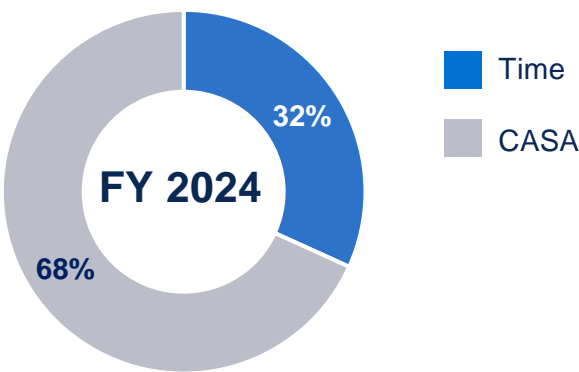
Deposits / loans growth* (SAR bln)



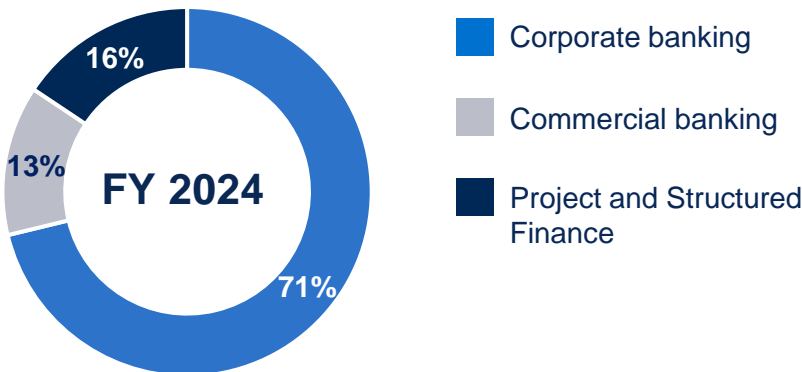
Total operating income (SAR bln)



Deposits breakdown (SAR bln)



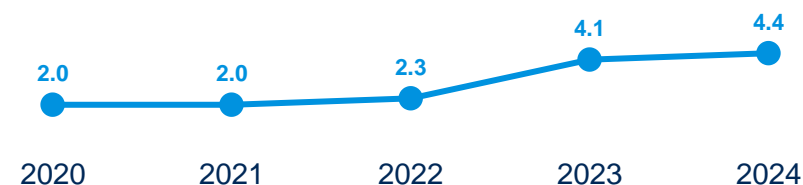
Loans breakdown* (SAR bln)



Retail segment – easy, efficient, totally digital

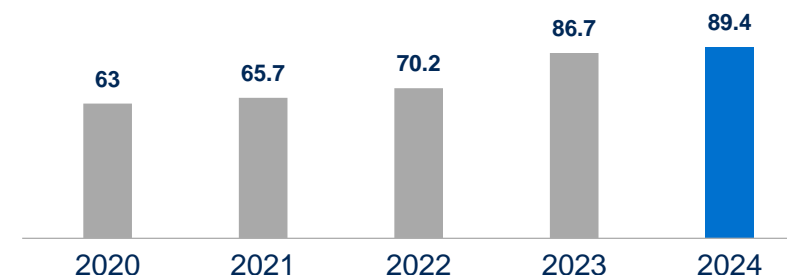
A comprehensive range of financial services for retail customers broadens **anb's** client base with an HNWI segment leading the growth.

Total operating income (SAR bln)



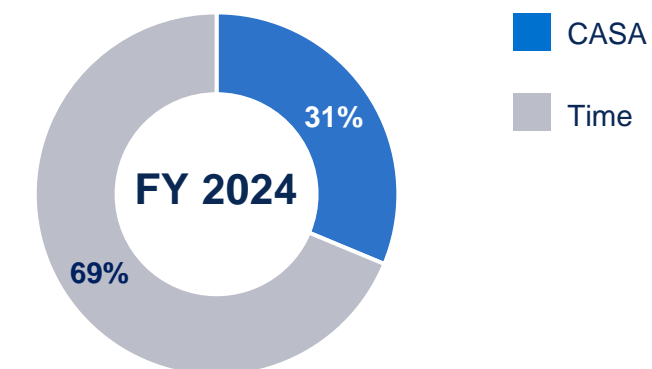
anb's strategic goal is to build up recurrent revenues from retail business by increasing fees and commissions income.

Total retail deposits (SAR bln)

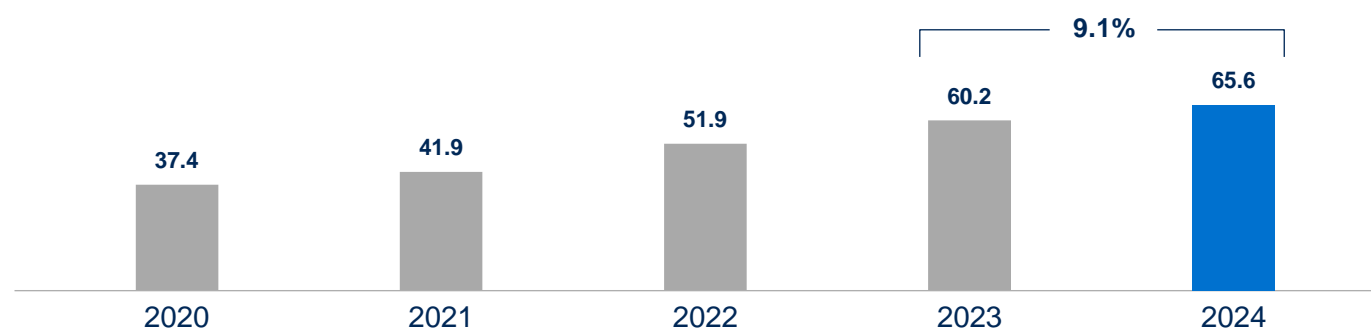


Healthy volume of deposits secures a comfortable liquidity position and provides the Bank with abundant resources for lending.

Retail deposits breakdown (SAR bln)

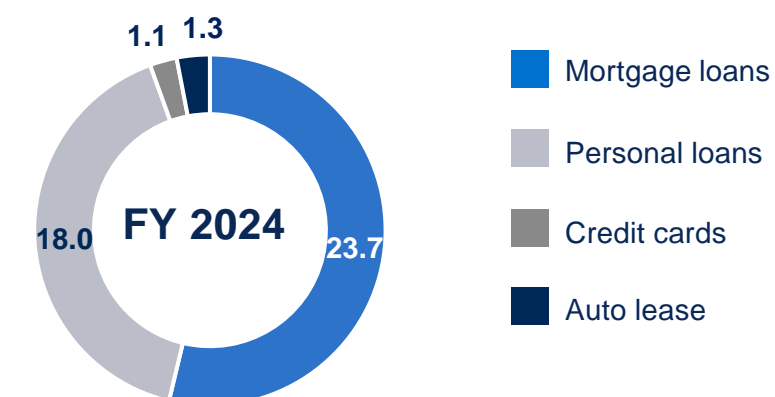


Net loans* (SAR bln)



YoY growth is mainly fueled by a 14.6% increase in mortgage lending. The fastest growing segment is auto leasing with a 99.9% annual growth.

Loan portfolio breakdown (SAR bln)



Treasury segment – guidance and expertise

anb`s effective management of investment and funding activities generates significant earnings which provides for a better diversification of the bank`s revenues.

anb develops sophisticated treasury solutions which comprise both traditional and innovative instruments of financial management.

Treasury solutions

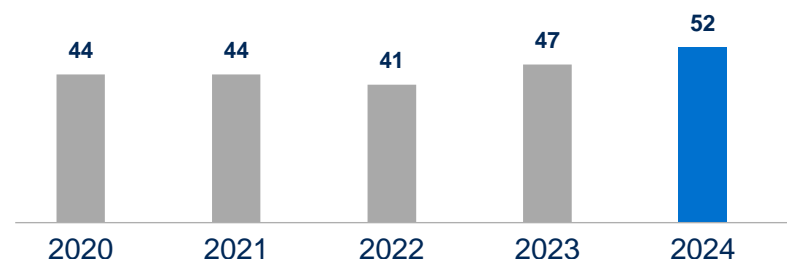
- Murabaha, time and call deposits
- Hedge funds
- REPO on KSA sovereign debt securities
- FX instruments

Transaction banking solutions

- Merchant
- Collections
- Liquidity management
- Fintech

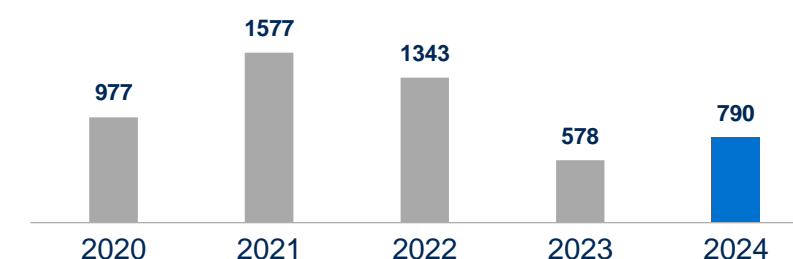
Increasing investment book supports anb`s growth ambitions and liquidity requirements.

Net investments (SAR bln)

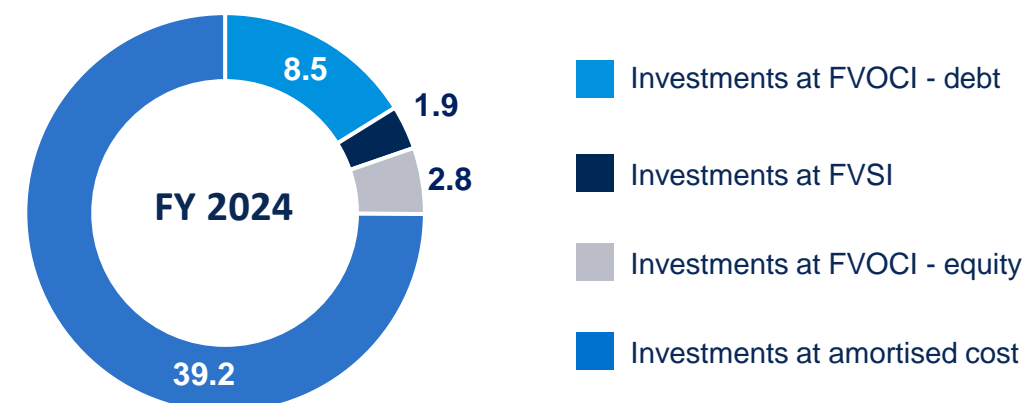


Operating income recovered in 2024 relates to decreased volumes of intersegment activities.

Total operating income (SAR mln)



Investment securities value breakdown (SAR bln)



Investment and brokerage - full range of advanced solutions

anb capital is an investment banking arm dedicated to asset management and brokerage-related services. More than 23 transactions in the ECM, DCM and Advisory space were successfully completed (SAR 9 bn in ECM and SAR 27 bn in DCM transactions)

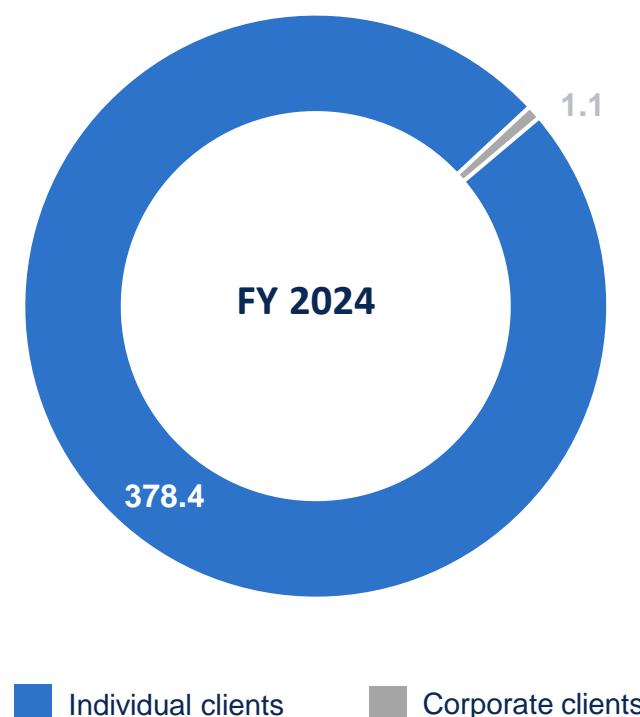
anb capital's activities include dealing in securities, arranging corporate finance transactions, advising clients on investments, maintaining custody of securities, managing clients' investments, and managing funds that invest in different types of securities or asset classes.

Service offering:

- Securities Brokerage
- Asset Management
- Investment Banking
- Custody Services
- Alternative Investments

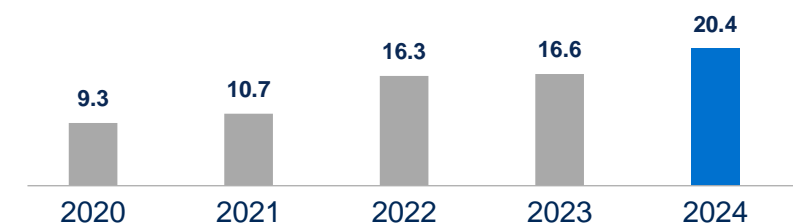
anb builds up strategic relations with high net worth clients providing its deep expertise and technical solutions to deliver alpha.

anb capital customers (thousand)

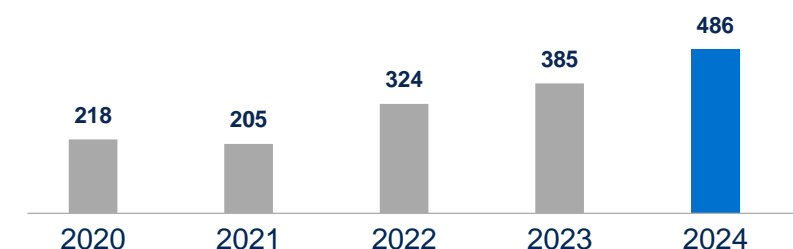


AUM reaching SAR 20.4 bn in 2024 and Revenue hitting SAR 486 mn, indicating robust performance and expansion.

AUM (SAR bln)



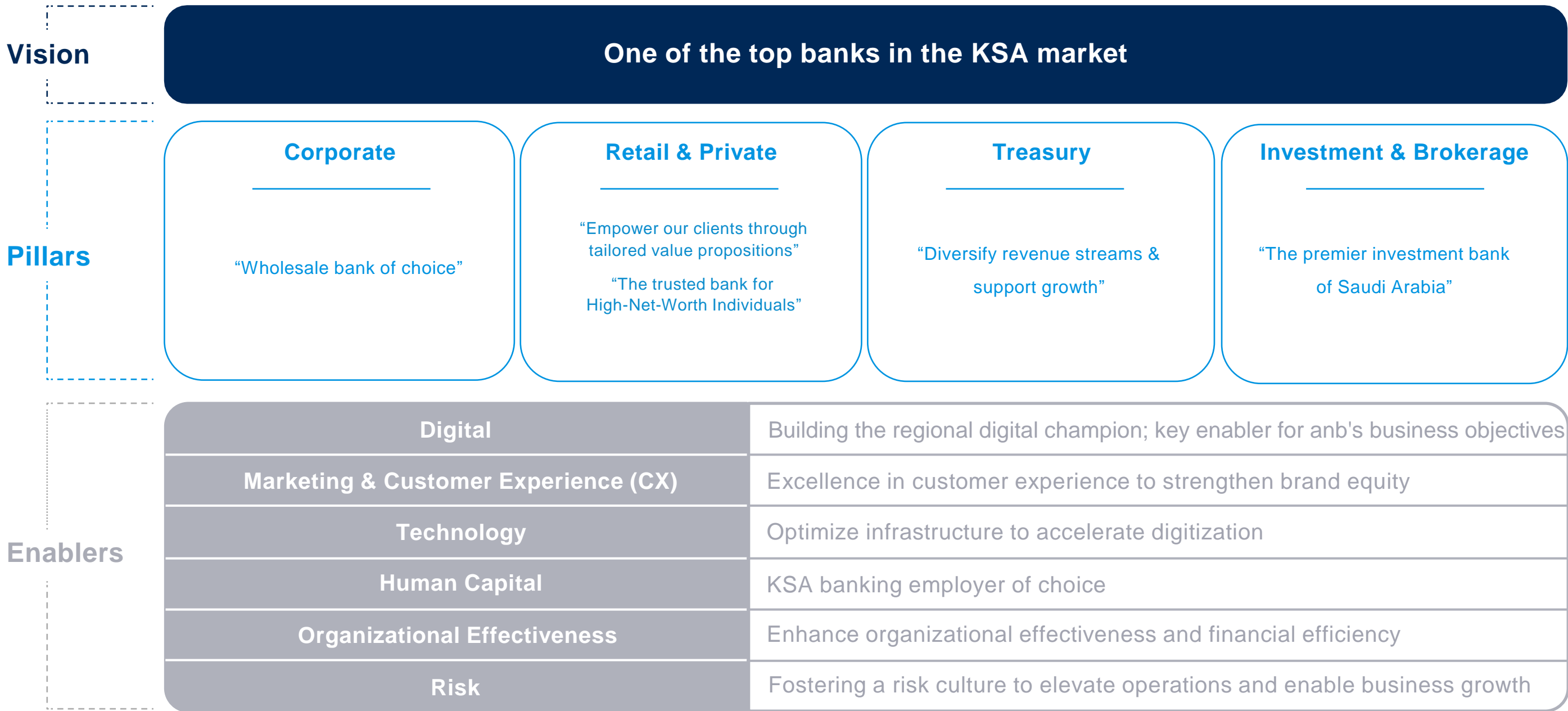
Revenue (SAR mn)





Strategy Overview

The anb 5Y Strategy House



“Corporate bank of choice” in our key client segments

FOCUS AREAS

Established

“become success partner to our corporate clients”

Strategic

“support sustainable asset growth”

High growth

“win and capture client base”

Corporate Bank

Grow portfolio by increasing our competitiveness in the market

- Capitalize on expected growth in strategic sectors
- Focus on ancillary business, competitive pricing and cross sell
- Revise risk adjusted return appetite to maintain portfolio-level profitability

Project & Structured Finance

- Maintain and grow lead position in structured finance deals
- Increase focus on PPP Financings
- Build an ESG compliant portfolio to capitalize on market opportunities
- Scale-up Corporate Financings and Secondary
- Market Opportunities

Vision Realization

- Provide bespoke wholesale solutions to Vision 2030 companies and government organizations
- Enhance value proposition to become the establishment banking partner to Vision 2030 and PIF Portfolio Companies
- Focus cross-sell efforts to increase group-wide client coverage

Commercial Bank

- Grow customer base by focusing on strategic sectors and emerging cities
- Expand product offering and introduce innovative solutions

SME

- Elevate value proposition by scaling up and enhancing financing options
- Digitize and optimize client touchpoints for a seamless experience
- Segment enablement through sponsorships, partnerships, and SME marketplace

ENABLERS

Global Transaction Banking

- Maintain and grow lead position in fintechs through tailored solutions
- Build a specialized fintech unit within GTB
- Grow Acquiring and Payment business
- Enhance Wholesale digital delivery channels and specialized products / solutions

Trade Finance

- Grow contingent book to drive limit utilization through activation of trade agreements
- Enhance digital capabilities to streamline process
- Introduce innovative trade and supply-chain solutions

Operating Model

- Optimize WBG organizational structure to enhance synergies and support growth
- Enhance technology and systems to increase efficiency

Retail and Private: empower our clients through tailored value propositions

FOCUS AREAS

Affluent focus

"Best in class affluent offerings"

- Enhance segmentation with increased focus on wealth segment
- Elevate RM capabilities to enhance customer service for the wealth segment
- Engage with anb capital to elevate wealth advisory services

Bespoke experience

"Optimize our digital and physical channels"

- Branch and ATM network optimization strategy (closure, relocation, merge and opening)
- Digital Channels Personalization (Virtual RM and anb verse)
- Dedicated Affluent Centers in each region targeting affluent areas

Enhanced value proposition

"Diversify our offerings and drive balance sheet growth"

- Sustainable Asset Growth
 - Affluent mortgage growth
 - Middle mass personal loan and credit card
- Liability Boost
 - Expansion of deposit products, including Time and Savings
- Innovative Card & Payment Solutions
 - Affluent premium cards
 - Middle mass pre-paid, low limit, etc.
- Loyalty & Tailored Offerings
 - Rewards and gifts
 - Tailored offerings for different segments

ENABLERS

Organizational optimization

- Revamp RBG operating model
- Develop human capital capabilities in addition to utilization of enabling systems to monitor performance and enhance decision making

Digital strategy

- Drive retail digital innovation

The trusted bank for HNWIs

FOCUS AREAS

Strengthen financial position

"Enhance the product offering and grow the Balance Sheet / Fee Income"

Expand customer base

"Continue to enhance the sales organization to grow the customer base"

Generational wealth partner

"Strengthen relationship with existing clients and 2nd generation to initiate a long-term partnership"

ENABLERS

Organizational optimization

"Continue to offer a variety of banking services and investment instruments in collaboration with ANBC / Treasury"

Digital strategy

"Stimulate the sales organization to grow the customer base and approach future HNWIs for PB products and investment solutions"

Treasury will continue to optimize the function to support the business growth

FOCUS AREAS

Diversify revenue streams

“growing the investment book and boosting profitability”

Enhance capabilities

“elevate talent capabilities and technological infrastructure”

ENABLERS

Human Capital

Technology

Our vision is to be “the premier investment bank of Saudi Arabia”

FOCUS AREAS

Focused growth

“Innovation in each business line to build credentials and credibility”

Become trusted advisor

“To be the trusted partner to Saudi individuals, institutions, and government”

Capital Markets	Asset Management	Real Estate	Investment Banking	Private Equity
<ul style="list-style-type: none"> Institutionalize the market; target institutional flows and upcoming listings based on the National Investment Strategy 	<ul style="list-style-type: none"> New ways of working, by digitizing operations Launch thematic funds and raise AUM Keep team together; establish history 	<ul style="list-style-type: none"> Increase the number of development funds A combination of new funds and fund exits Expand geographic focus to include International funds Introduce new fund category – REIT 	<ul style="list-style-type: none"> Build institutional track record Establish relationships and deal flow from PIF/prominent government entities Establish DCM to complete our product offering suite 	<ul style="list-style-type: none"> Build a portfolio of actively managed and feeder funds We will leverage anb network for origination, and leverage PB and WM for placements

ENABLERS

People

Technology

Partnerships

Strategy achievements and initiatives



To ensure effective delivery of the strategy, we have reviewed and enhanced all other strategic initiatives

Key Strategic Enablers



Marketing & CX

Excellence in customer experience to strengthen Brand equity



Human Capital

KSA banking employer of choice



Technology

Optimize infrastructure to accelerate digitization



Org. Effectiveness

Drive organizational efficiency



Risk

Fostering a risk culture to elevate operations and enable business growth

Focus Areas



Organizational Pivot
(Business Driver vs
Cost Center)



Brand & Marketing
Strategic Direction



Capability
Development



Customer
Centricity



Enhance employee
experience and
value proposition



Competency and
performance management
framework modernization



anb academy
transformation



Digitization
of admin
services



Articulated
Strategic Direction



Organizational
Transformation



Capability
Development



Data and
AI strategy



Achieve Spending
Efficiency Through
ZBS








Procurement
Transformation and
Capability Development

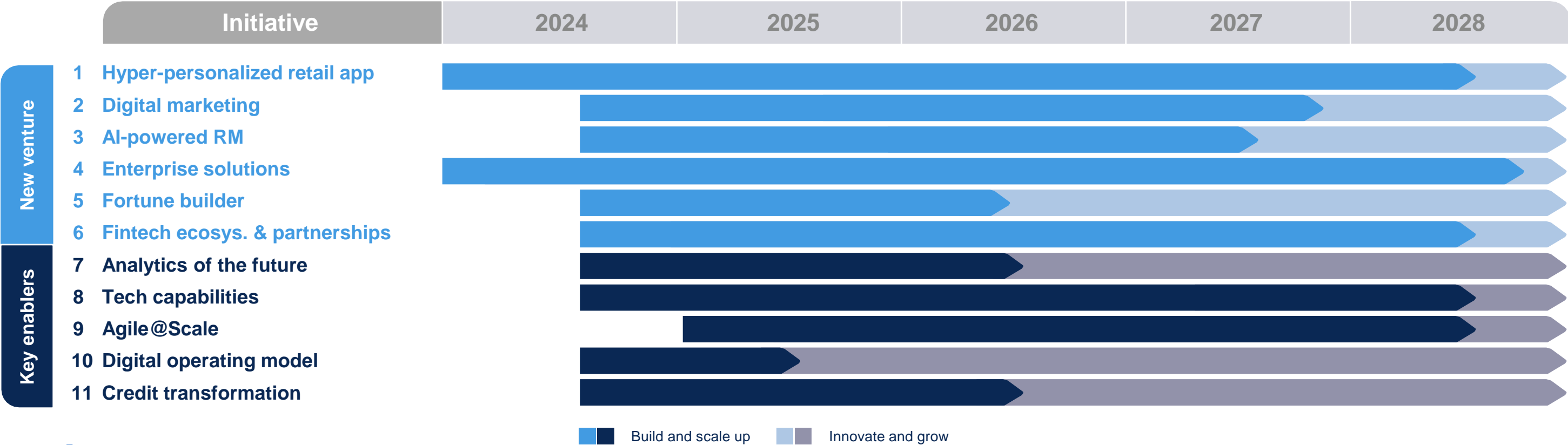


Risk Transformation
and Capability
Development

Digital to serve as a key enabler for anb's business objectives & 5Y Digital Roadmap

We defined an aspirational vision for digital to serve as a key enabler for **anb**'s business objectives.

-  Gain #1 position **digitally in segments close to anb's DNA (SME, Wealth, Affluent, Youth, Fintech)**
-  Establish **ecosystems across commerce, fintech, and retail** to expand the business in new areas Lead
-  Retail, wholesale and wealth segments with **best customer experience in the country**
-  Chart the future of Saudi Arabia's financial services and **incubate and ignite rising star startup ventures**
-  Nurture and embed next generation capabilities and establish **go-to innovation hub in the Kingdom**



Core growth initiatives will elevate our digital capabilities, while key enabler initiatives will empower digital transformation

CORE GROWTH

1

Segment of ONE hyperapp

Deliver a hyper-personalized banking experience for retail customers, leveraging advanced analytics and tailored digital services



2

Next wave digital marketing

Boost client acquisition and engagement with data-driven marketing strategies, ensuring that anb's brand resonates effectively across digital channels



3

AI-powered RM

Equip Relationship Managers with AI-driven tools and insights, enabling them to serve corporate clients more effectively and drive business growth



6

Fintech ecosystem & partnerships

Foster innovation by building strong partnerships within the fintech ecosystem, ensuring that ANB remains at the cutting edge of financial technology



5

Fortune builder

Establish a leading position in digital wealth management, offering innovative investment solutions and driving growth in the affluent segment



4

Enterprise solutions

Deliver best-in-class corporate banking solutions, enhancing the digital experience for anb's corporate clients and ensuring seamless banking operations



KEY ENABLERS

7

Analytics of the future

Leverage advanced data analytics to make informed business decisions

8

Tech capabilities

Invest in tech. infra to support anb's transformation journey and ensure seamless operations

9

Agile@scale

Adopt agile to enhance ops, foster innovation, and ensure rapid response to the market

10

Digital operating model

Cultivate a digital-first mindset within the org., attracting top digital talent

11

Credit transformation

Revamp credit processes, leveraging digital tools and analytics

Digital Banking achievements and initiatives (FY2024)

One of the fastest growing digital banks in KSA with exponential growth in digital banking and digital customer onboarding

Digital banking YoY growth

New customer acquisition

29% ▲

Digital transaction

15% ▲

Product digital fulfillment

Auto lease

100%

Housing Loan

71%

Personal financing

34% ▲

Credit card activation

95%

Personal loan

37%

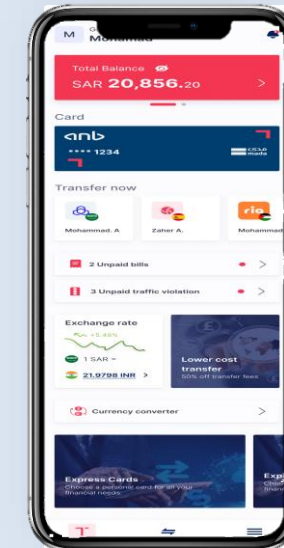


Product Launched in Q4

Upcoming Launches

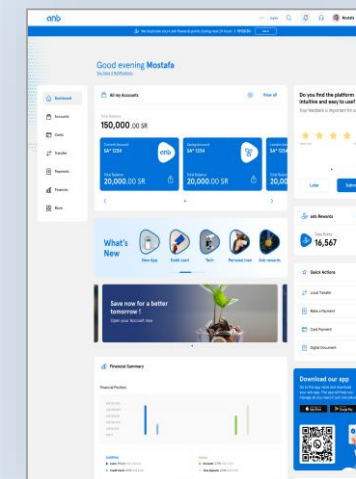
TeleMoney Mobile App

TeleMoney app provides a great remittance and payments service. It is a seamless, secure, and user-friendly mobile experience. With 24/7 access to remittances, instant money transfers, and bill payment options.



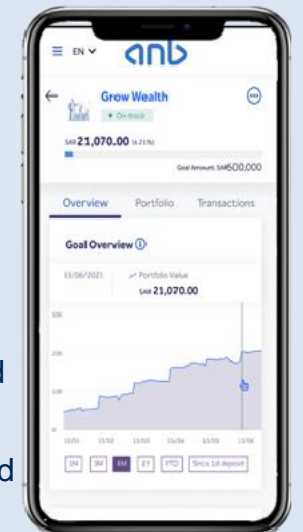
Retail Internet Banking

Retail internet banking is another digital access to anb's great services for retail. Keeping our clients connected with all possible performable channels, we have rebuilt our internet portal to ensure an optimal experience.



Robo advisory

Robo Advisory is an automated platform challenging traditional advisors by tailoring investment strategies using advanced algorithms. This platform supports automated goal-based strategies and personalized portfolios based on user risk profiles.



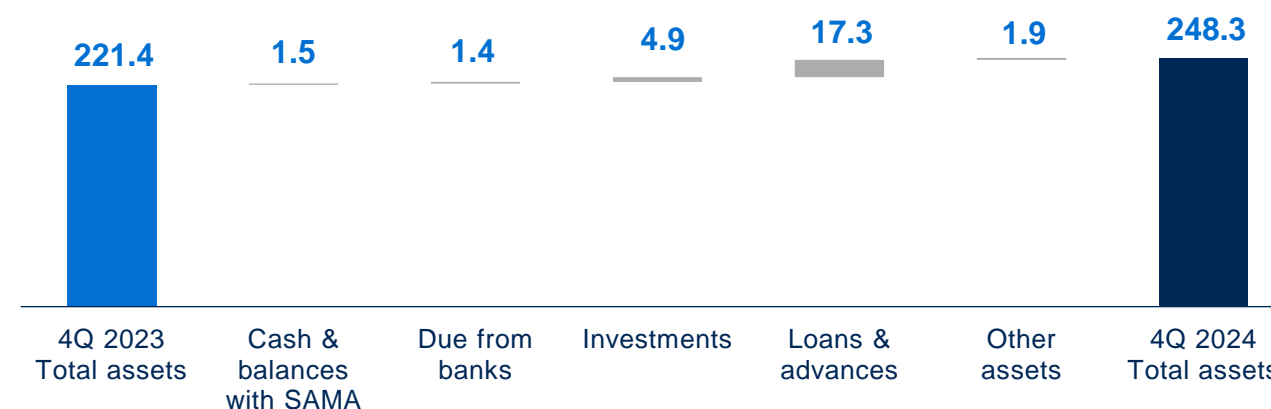


Financial Performance

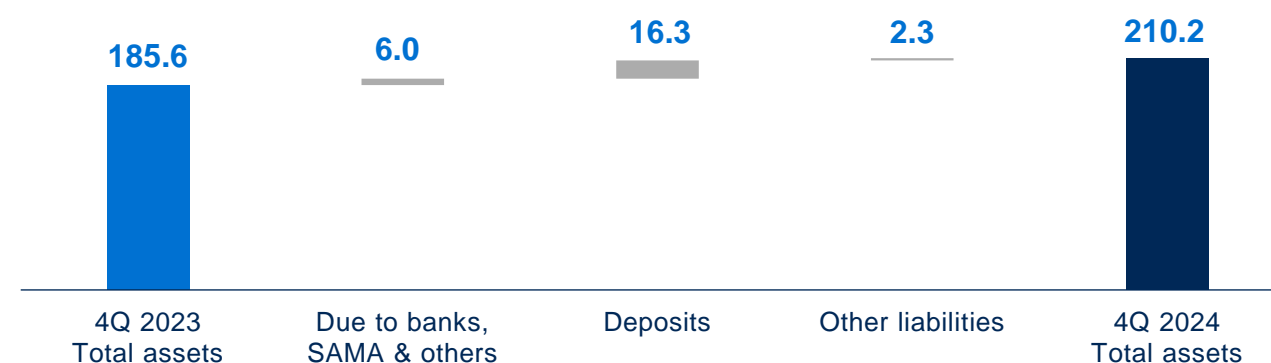
anb balance sheet overview: growth in loans and investments supported by strong deposits base

	YTD			YoY	
Consolidated Balance Sheet, SAR mln	Dec FY24	Sep FY24	Diff %	Dec FY23	Diff %
Cash and balances with SAMA	12,342	12,858	-4.0%	10,892	13.3%
Due from banks and other financial institutions	3,853	2,403	60.3%	2,478	55.5%
Net Investments	52,345	49,704	5.3%	47,415	10.4%
Net Loans and advances	169,495	166,330	1.9%	152,235	11.3%
Investment in associates	890	940	-5.3%	949	-6.3%
Other assets	9,382	8,726	7.5%	7,453	25.9%
Total assets	248,307	240,961	3.0%	221,422	12.1%
Due to banks and other financial institutions	14,384	11,747	22.4%	8,430	70.6%
Customers' deposits	182,198	180,843	0.7%	165,861	9.8%
Issued Sukuk	2,829	2,852	-0.8%	2,829	0.0%
Other liabilities	10,748	9,110	18.0%	8,495	26.5%
Total liabilities	210,159	204,552	2.7%	185,615	13.2%
Share capital	20,000	20,000	-	15,000	33.3%
Treasury shares	-98	-98	-	-	-
Statutory reserve	11,890	10,648	11.7%	10,648	11.7%
Other reserves	111	338	-67%	437	-74.6%
Retained earnings	6,217	5,493	13.2%	9,694	-35.9%
Total equity	38,120	36,381	4.8%	35,779	6.5%

Total assets movements (SAR bln)

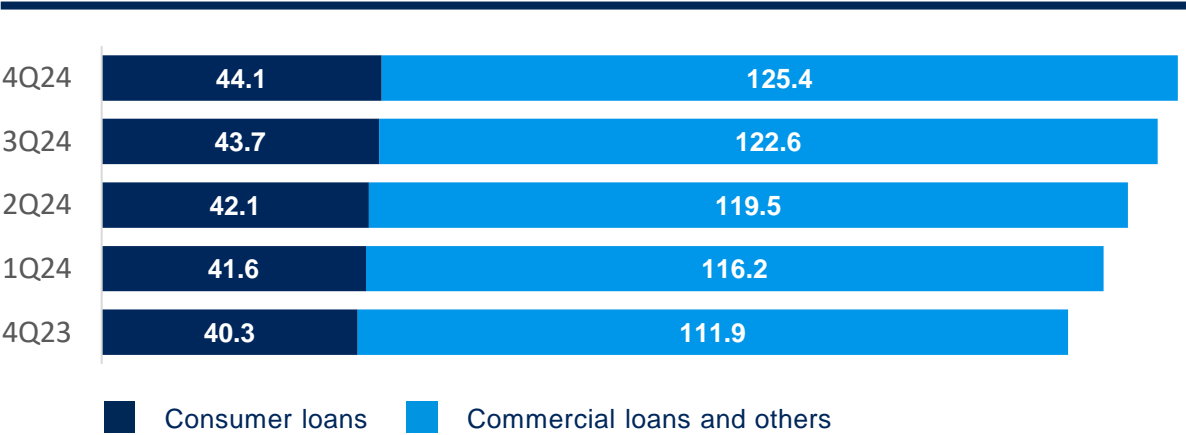


Total liabilities movements (SAR bln)

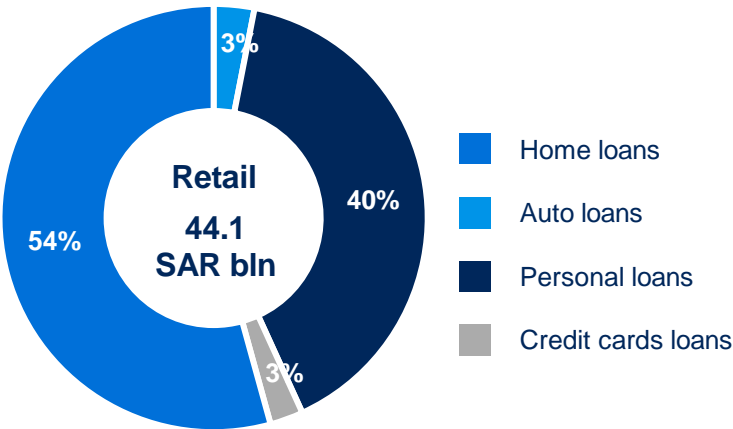
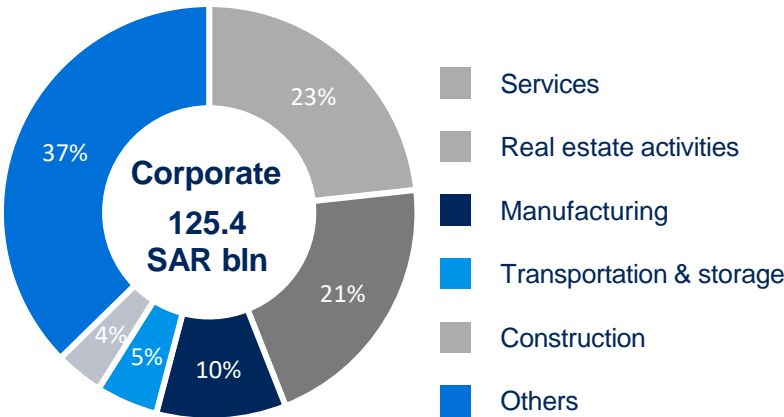
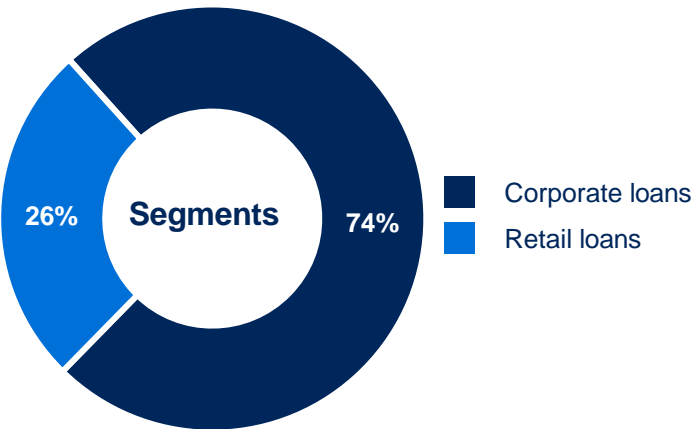


Well diversified loan book

Loans and advances (SAR bln)

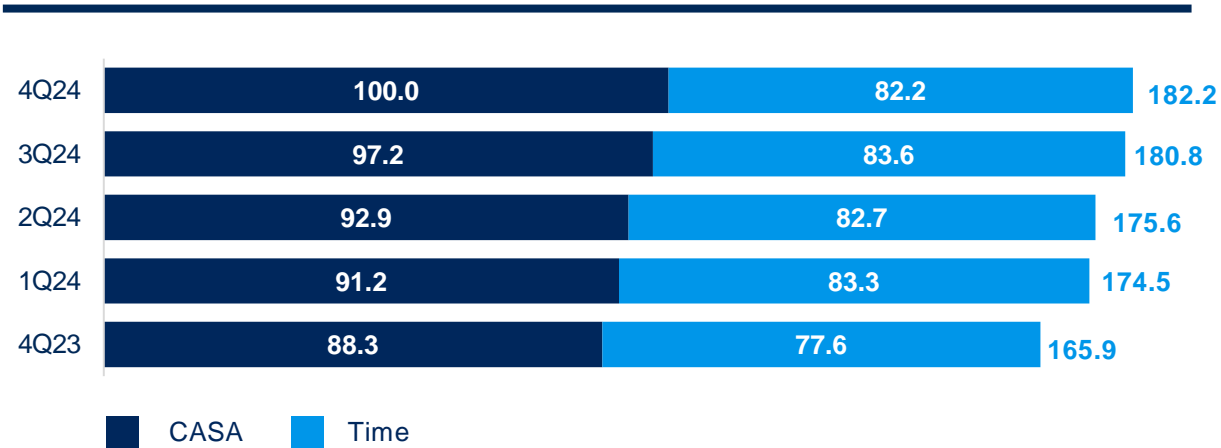


Loans breakup as of FY'24 (%)

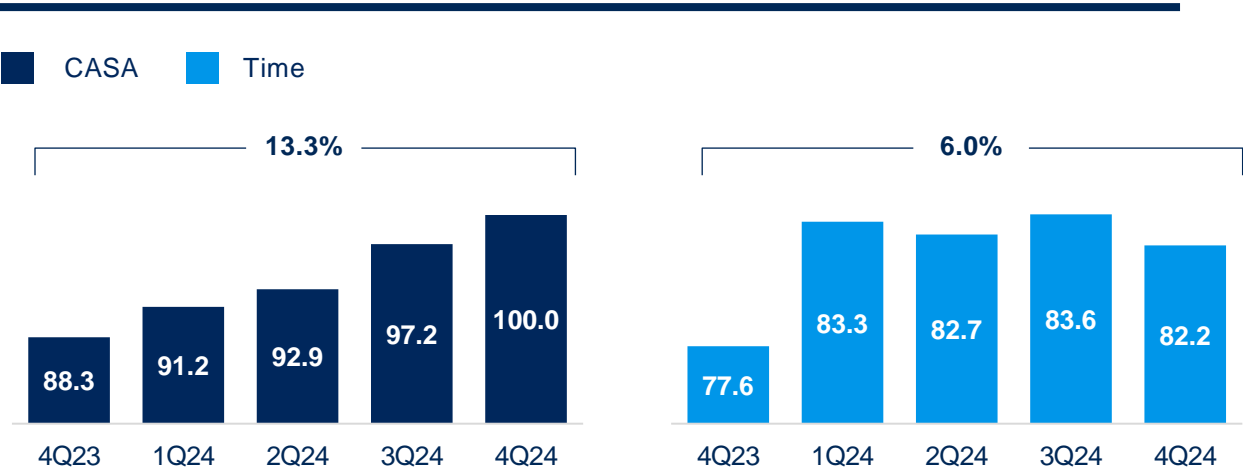


anb balance sheet overview: significant growth in customer deposits accompanied by enhancement of composition

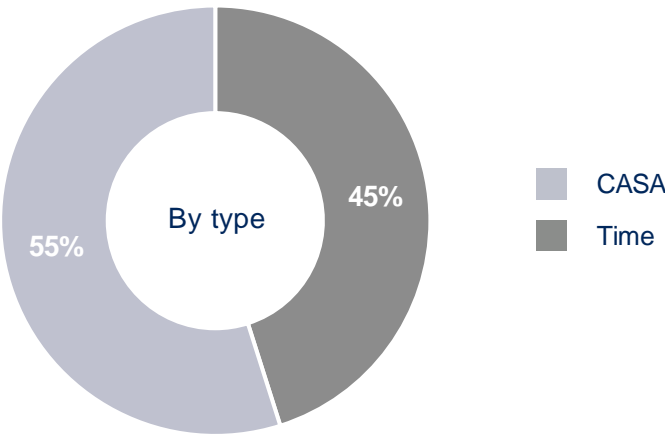
Customer deposits (SAR bln)



Customer deposits (SAR bln)

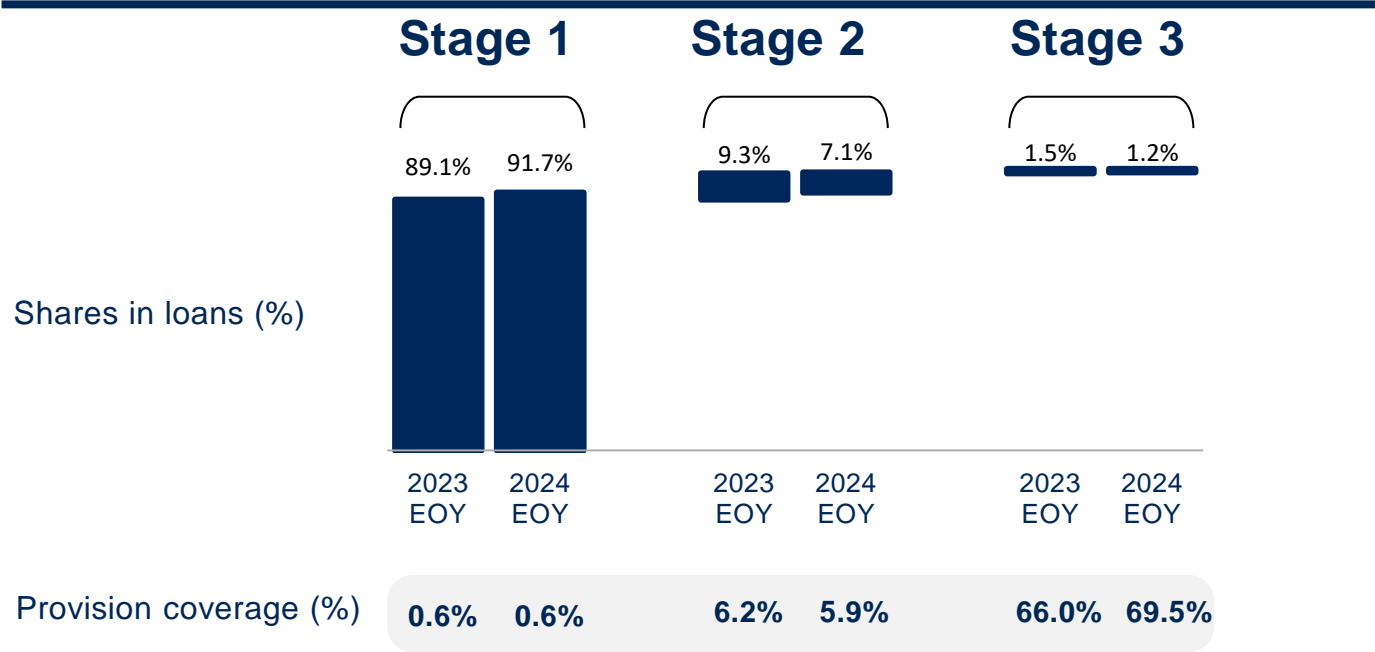


Deposits breakdown as of FY'24 (%)

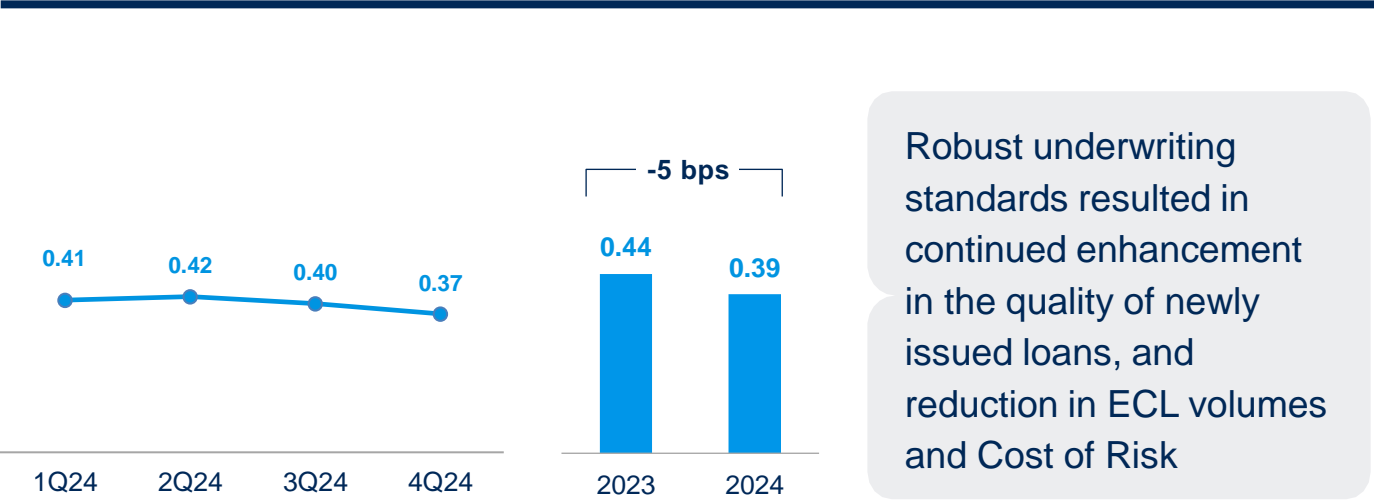


anb balance sheet overview: key risk metrics improved

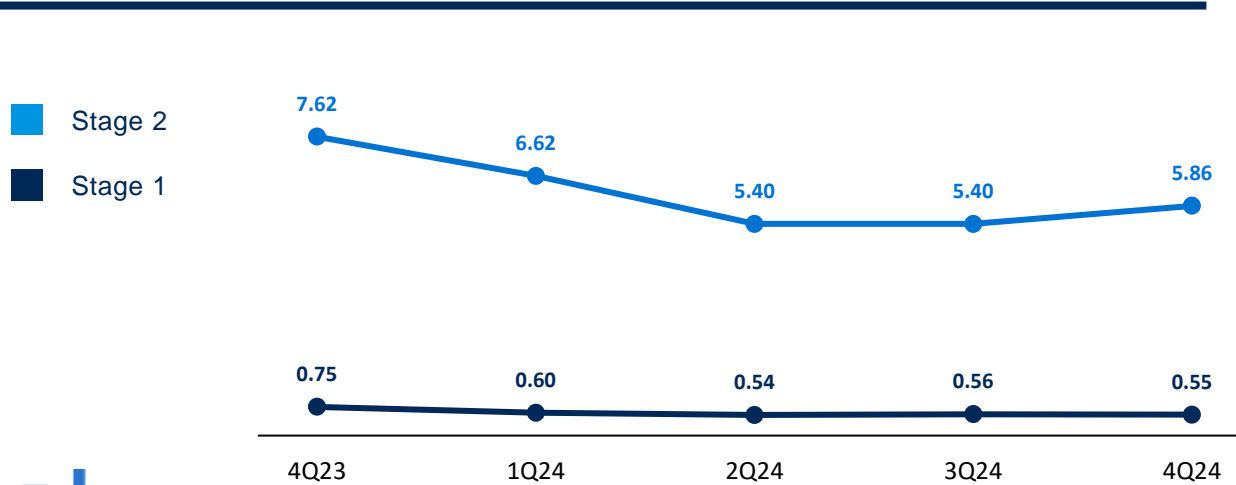
Loans and advances (%)



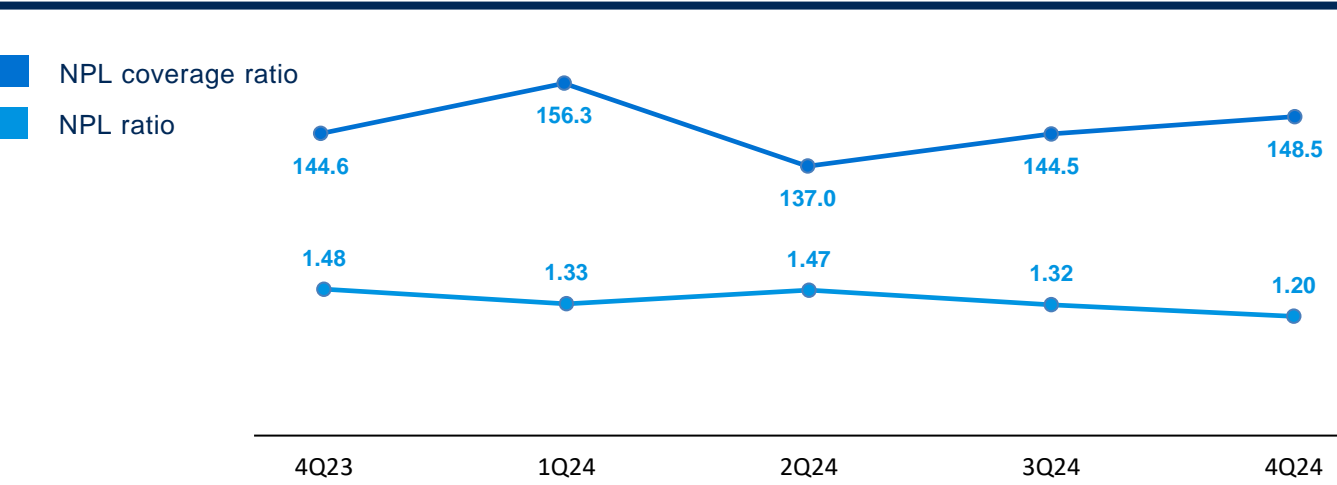
Cost of risk (%)



Stage-wise coverage (%)

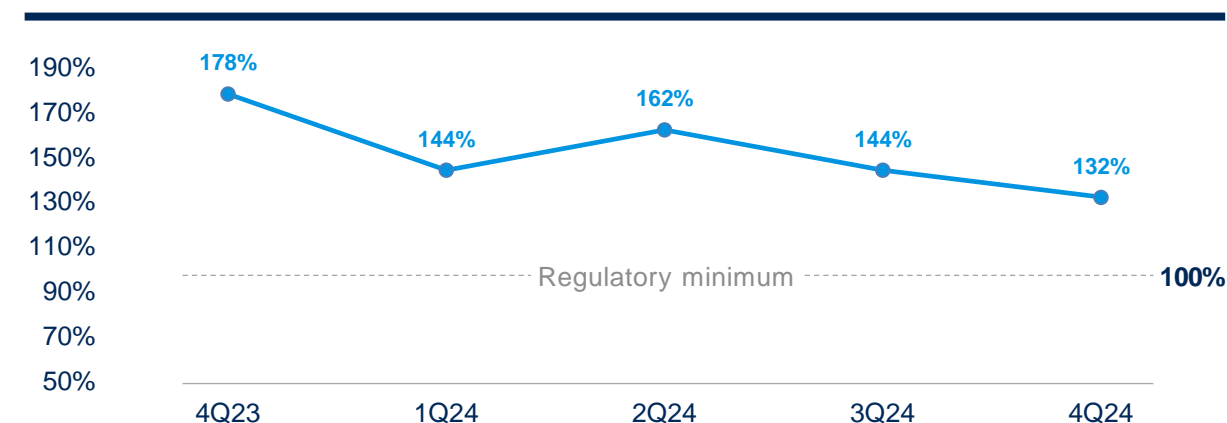


NPL coverage ratio and NPL ratio (%)



anb liquidity: conservative funding profile

LCR (%)

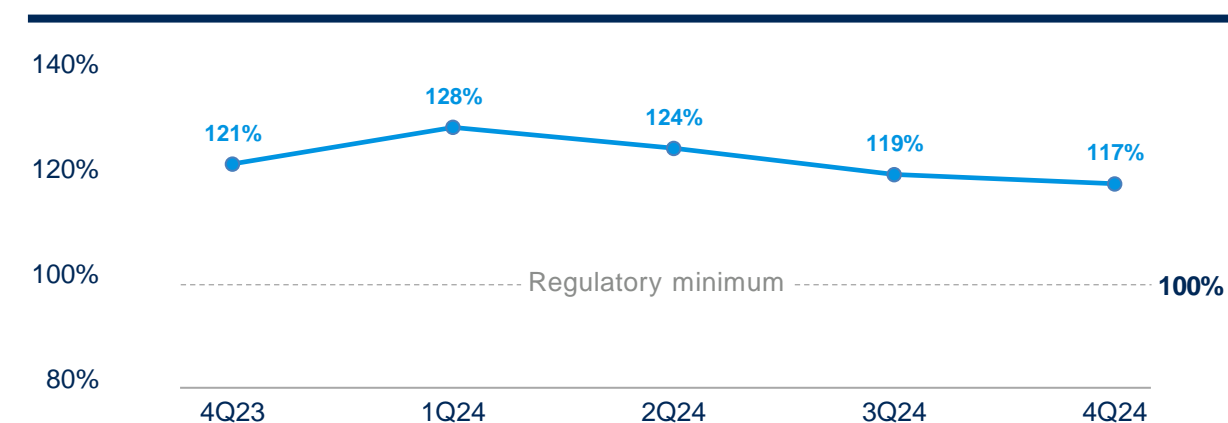


- anb maintained sound liquidity position throughout the year with stable mix of retail and wholesale deposits and conservative funding profile
- liquidity ratios have comfortable cushions versus the SAMA's regulatory requirements
- stringent liquidity management ensures strong capacity to endure liquidity stress scenarios

LDR (%)



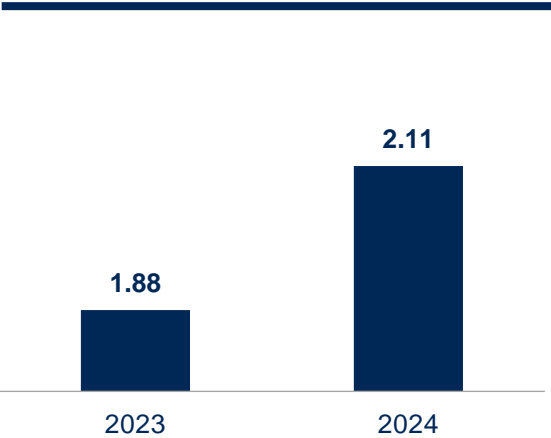
NSFR (%)



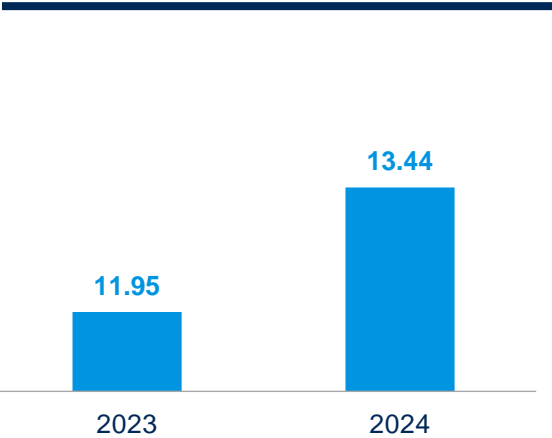
anb capitalization: robust capital allows to maintain strong financial cushion and deliver attractive dividend yields

- anb possesses one of the highest capital levels among regional peers which underscores the bank's financial strength and makes it perfectly positioned to capture growth opportunities
- In 2024, anb's share capital was increased by 33.33% through the emission of 500 million new shares in the 2Q24.

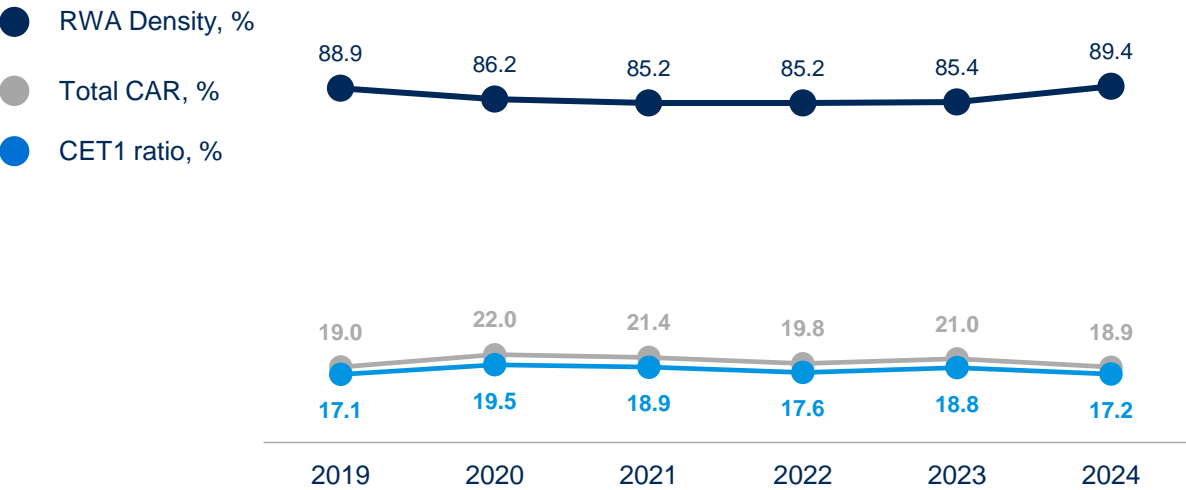
ROAA (%)



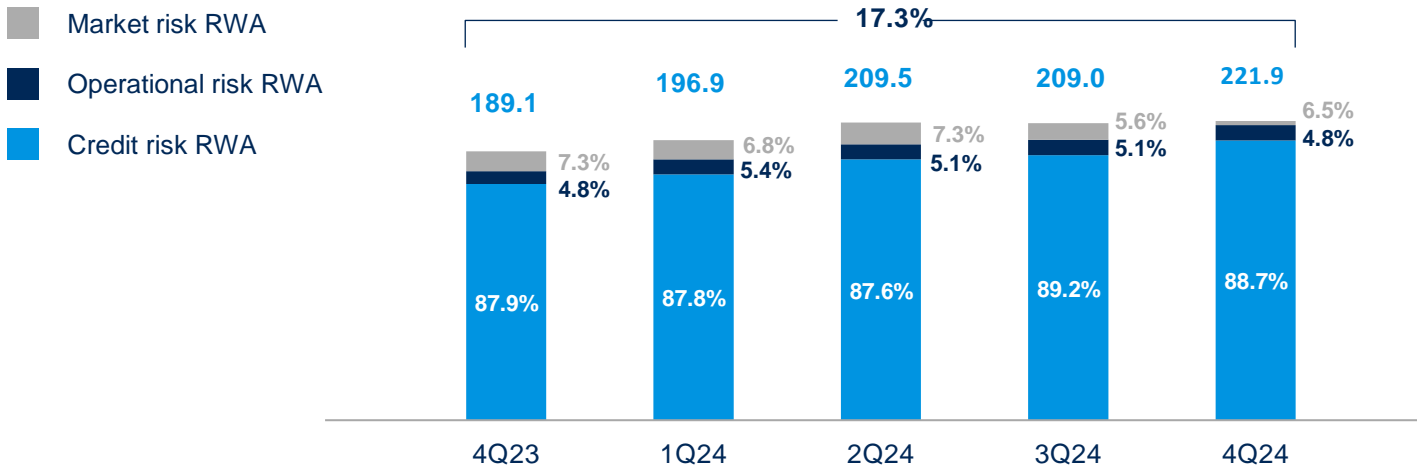
ROAE (%)



Capital return



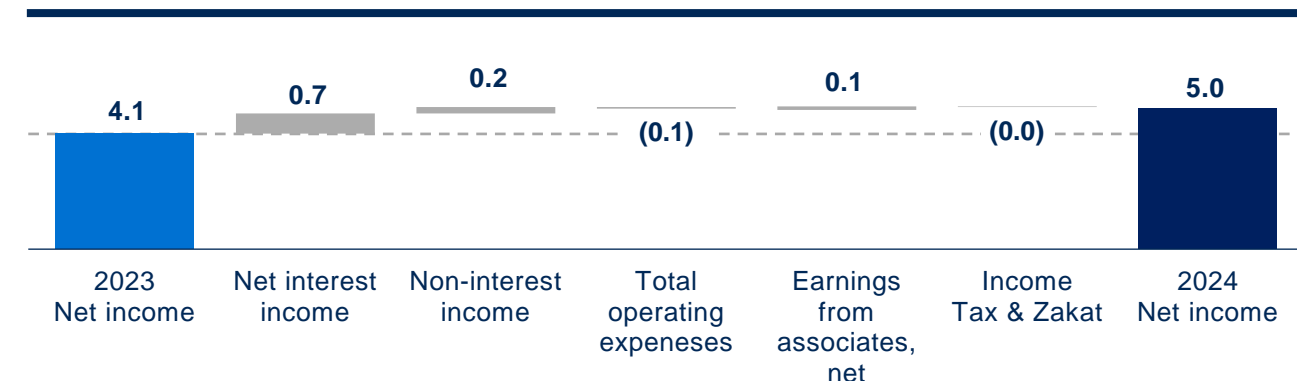
Risk Weighted Assets (SAR bln)



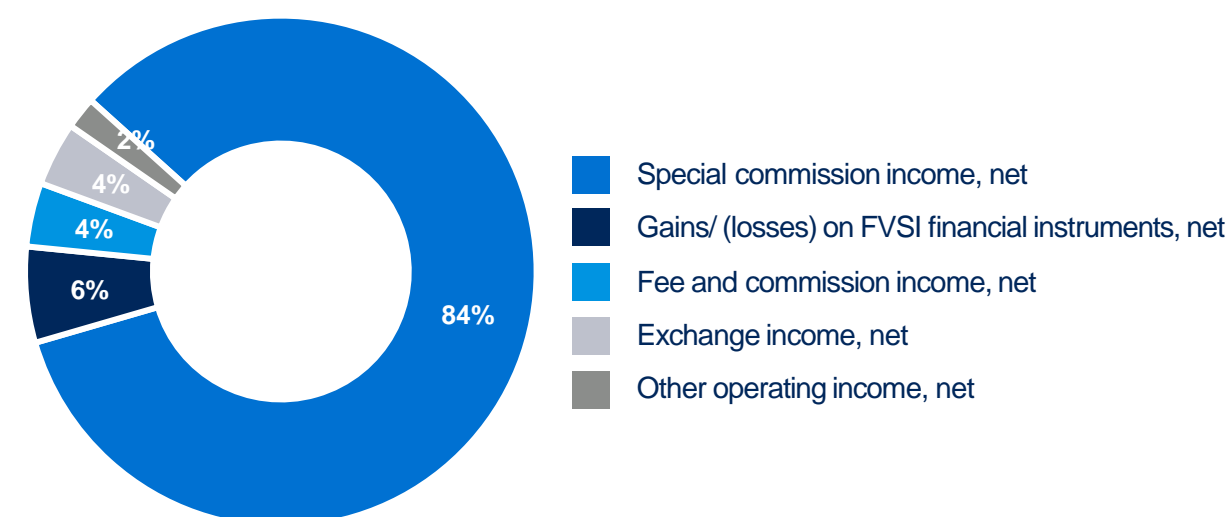
anb P&L overview: robust revenue growth supports strong profit expansion

Consolidated Income Statement, SAR mln	YoY - three-months			YTD - twelve-months		
	Dec FY24	Dec FY23	YoY	Dec FY24	Dec FY23	YoY
Special commission income	3,639	3,395	7.2%	14,454	12,599	14.7%
Special commission expense	1,610	1,529	5.3%	6,482	5,340	21.4%
Net special commission income	2,028	1,865	8.7%	7,972	7,259	9.8%
Fee and commission income	447	367	21.9%	1,866	1,528	22.2%
Fee and commission expense	342	276	23.8%	1,158	1,013	14.3%
Fee and commission income, net	105	90	16.1%	709	515	37.7%
Exchange income, net	104	85	22.6%	326	331	-1.5%
Gains/ (losses) on FVSI, net	157	-5	-3131%	174	31	467.5%
Other revenue	52	61	-14.3%	319	432	-26.2%
Total operating income	2,446	2,096	16.7%	9,500	8,567	10.9%
Salaries and employee related expenses	522	416	25.3%	1,799	1,547	16.3%
Depreciation and amortisation	63	59	6.9%	246	228	7.7%
Other expenses	288	317	-9.1%	1,083	1,072	1.0%
Operating expenses prior ECL	872	792	10.2%	3,128	2,848	9.8%
ECL charges, net	152	-90	-269.7%	645	670	-3.8%
Impairment charge on other real estate	119	272	-56.2%	119	322	-63.0%
Total operating expenses	1,144	974	17.4%	3,892	3,840	1.4%
Earnings from associates, net	132	-17	-866.4%	145	20	642.3%
Net Income before zakat and income tax	1,434	1,103	30.0%	5,752	4,742	21.3%
Zakat and income tax	178	163	9.3%	786	671	17.0%
Net income after zakat and tax	1,256	941	33.6%	4,966	4,071	22.0%
EPS	0.62	0.48	31.1%	2.48	2.04	22.0%

Net income movements (SAR bln)



Operating income structure 4Q24 (%)



anb P&L overview: Growth in revenues exceeds costs inflation

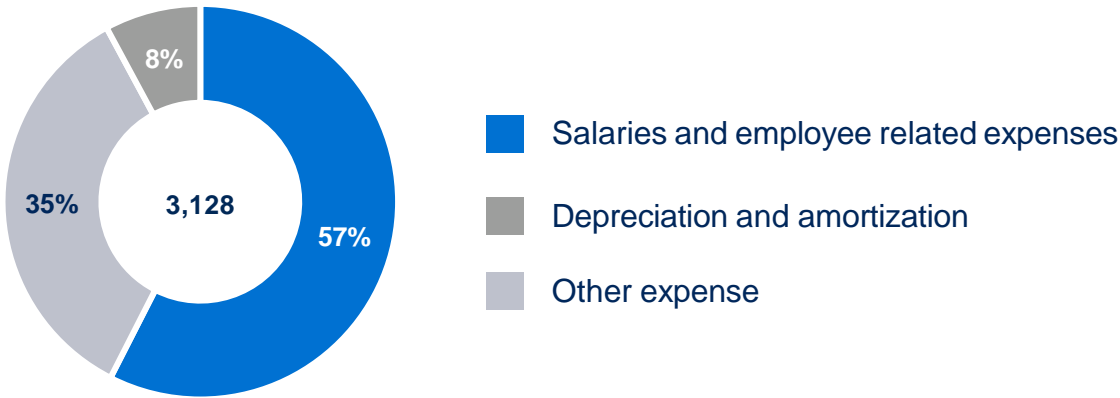
Cost to income
FY'24

32.93%

-30 bps YoY

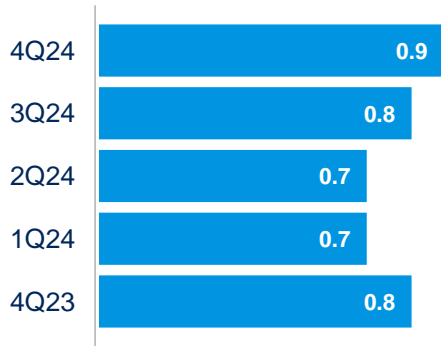
C/I decreased in 2024 even on the backdrop of sizable strategic investments in personnel, infrastructure development, technological advancements, and ongoing digitalization efforts

Operating expenses for FY24 breakdown (SAR mln)

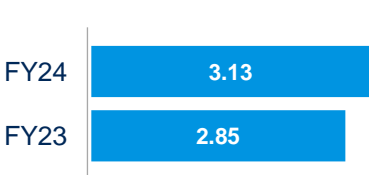


OPEX before impairment (SAR bln)

QTD



YTD

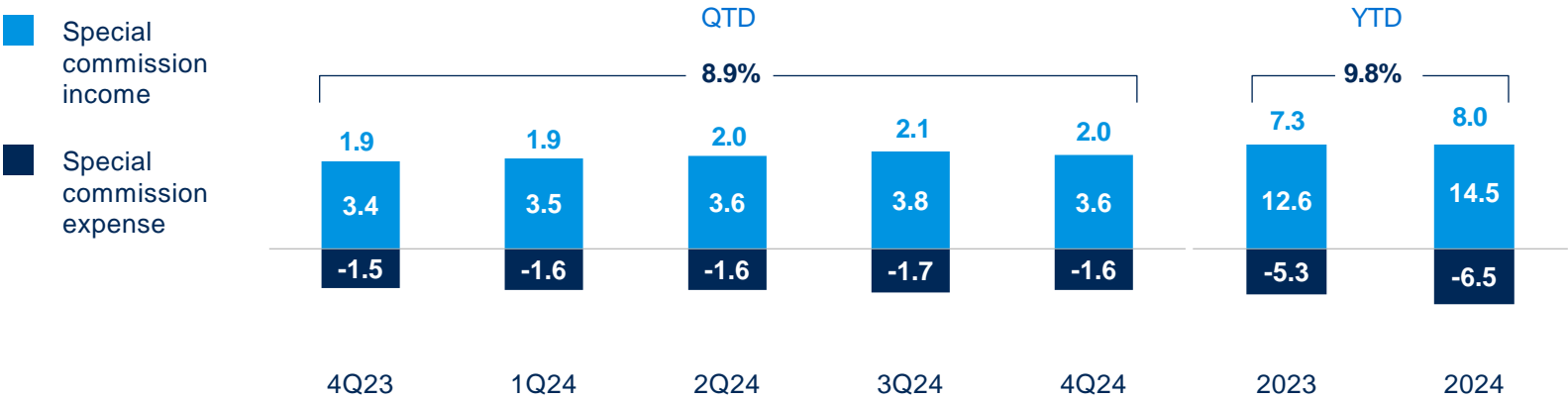


Cost to income, (QTD %)

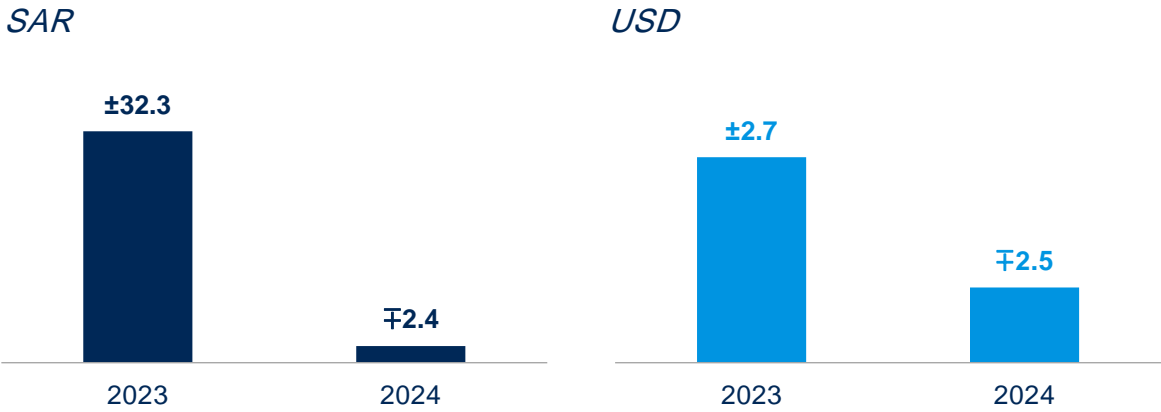


anb P&L overview: Solid growth on net special commission income & NIM

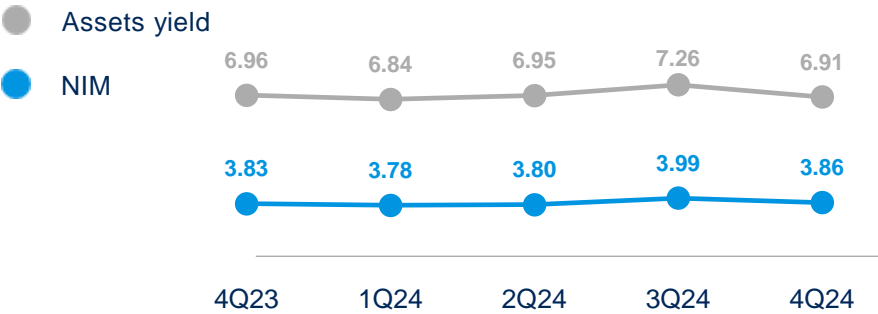
Special commission income, net (SAR bln)



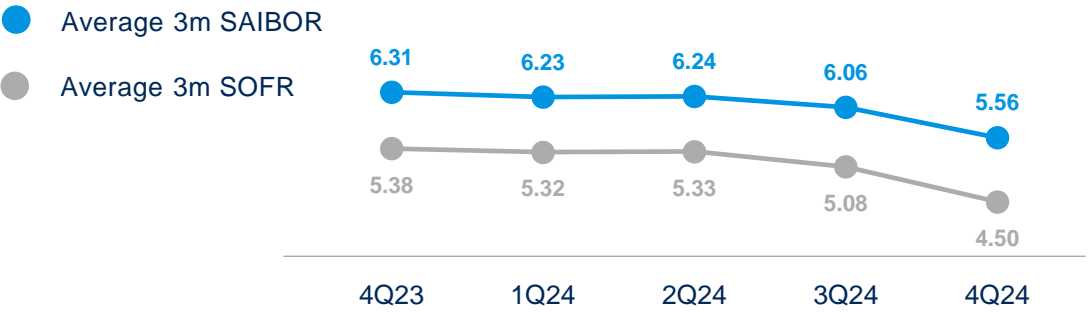
Sensitivity of net special commission income to ± 10 bps (SAR mn)



NIM and assets yield (QTD, %)



Market benchmarks (%)



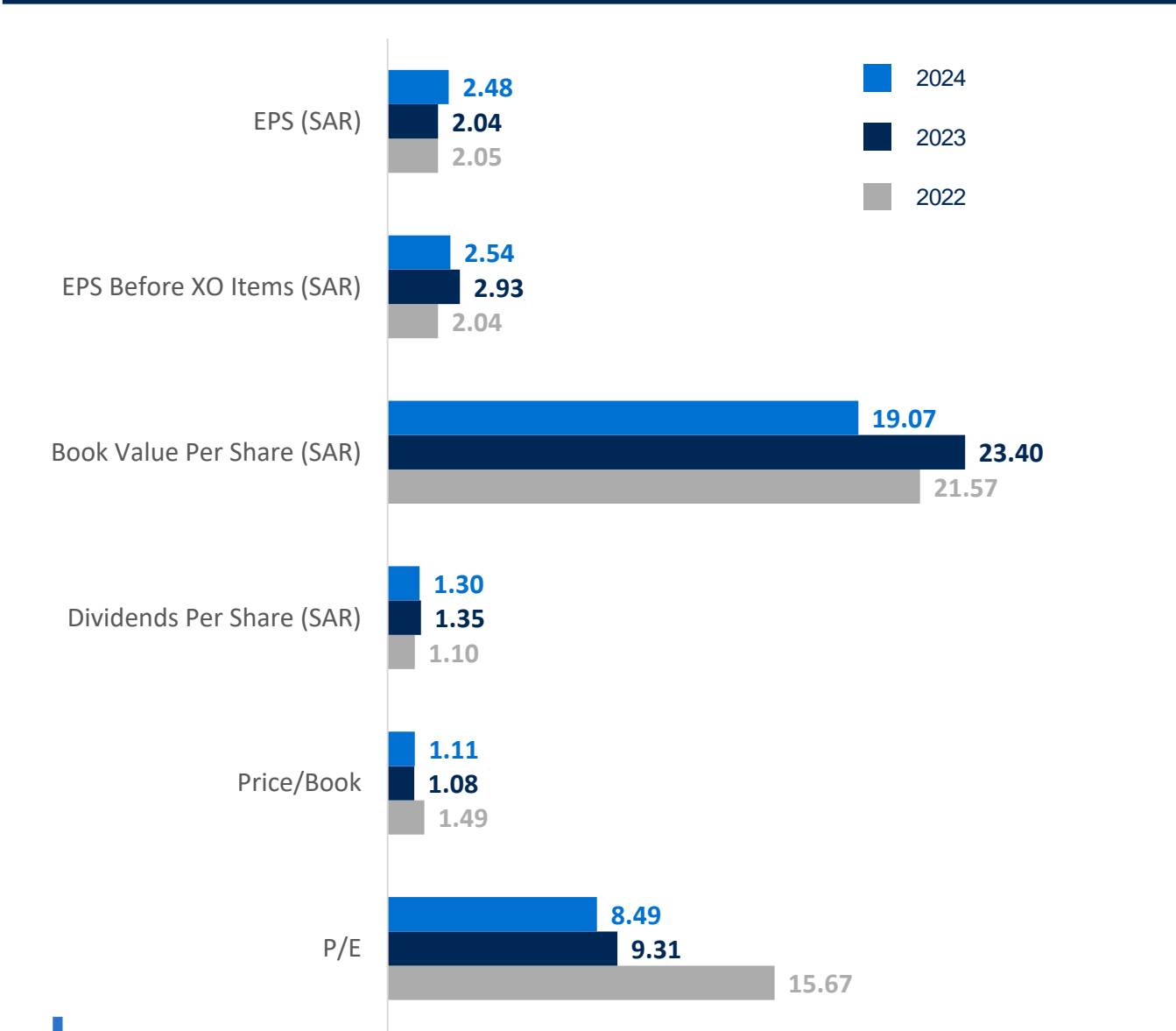
NIM

3.79% FY'24

+7 bps YoY

anb returns value to shareholders while maintaining solid capital

Per share data



Aggregate return

ca. 6.8

(SAR/share)

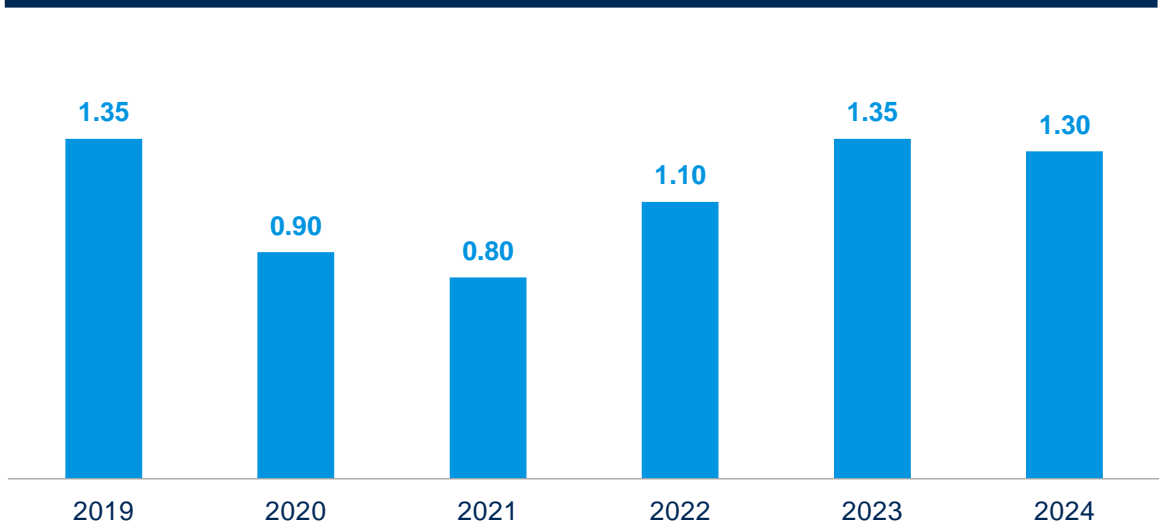
Dividend payout ratio

52.3%

LTM

- anb increased its capital to secure strong capital adequacy essential for future expansion
- Prioritizing returns to our shareholders through dividends distribution

Common dividends (SAR per share)



Guidance

Guidance: key targets for 2024 met

	Metric	2024A	2024G	2024 target status	2025G
Balance sheet	Loans & Advances growth YoY	11.3%	Low-teens	In line	Mid-teens
Profitability	NIM growth YoY	+7 bps	-5 to 5 bps	Above	-5 to 5 bps
	Cost to Income Ratio	32.93%	Below 32%	Below	Below 32%
	Costs growth YoY	9.8%	n/a	n/a	Single-digit
	ROAE	13.4%	Above 13%	In line	Above 13%
Asset quality	Cost of risk	39 bps	40 – 50 bps	Above	40 – 50 bps
Capital	Total CAR	18.9%	n/a	n/a	Above 18%



Corporate Governance & ESG

anb board of directors and management team has a proven track record of banking experience

Board of directors



**Mr. Salah
Al-Rashed**

Chairman of the Board



**Mr. Abdulmohsen
AlTouq**

Deputy Chairman



**Mr. Obaid
Alrasheed**

Managing Director & CEO



**Mr. Hesham
Aljabr**

Board member



**Mr. Osama
Alatiki**

Board member



**Dr. Mohammed
Al-Zahrani**

Board member



**Mr. Thamer
Alwadai**

Board member



**Ms. Randa
Al-Sadiq**

Board member



**Mr. Mohammed
Alghanamah**

Board member



**Mr. Naim
AlHussaini**

Board member

Executive management



**Obaid
Alrasheed**

Managing Director &
Chief Executive Officer



**Saad
Aldughish**

Chief
Financial Officer



**Kamal
Khodr**

Head of
Risk Management



**Zeyad
Abanmay**

Head of
Treasury Group



**Aiedh
Alzahrani**

Chief Operating
Officer



**Louai
Alzahr**

Head of Wholesale
Banking Group



**Khaled
Alrashed**

Head of
Retail Banking



**Bader
Alotaibi**

Head of Human
Resources Group



**Abdulrahman
Ahmed**

Chief Strategy Transformation
Officer



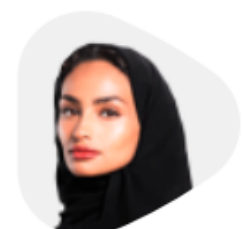
**Saleh
Almahmoud**

Head of Private
Banking



**Fahad
Alsalem**

Board Secretary and Head of
Corporate Governance



**Lama
E. Alessa**

Chief Marketing and Customer
Experience Officer



**Abdulaziz
S. Alomran**

Chief Credit
Officer



**Waleed
Alkhulayfi**

Chief Compliance
Officer

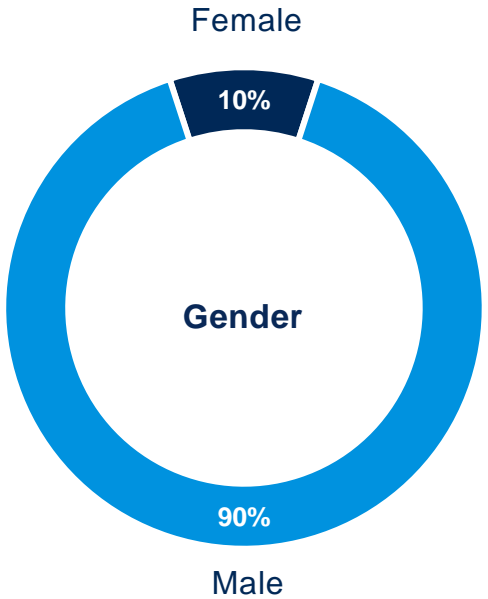
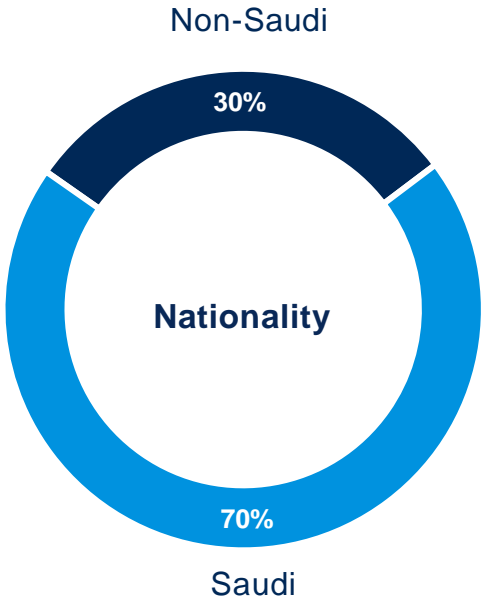
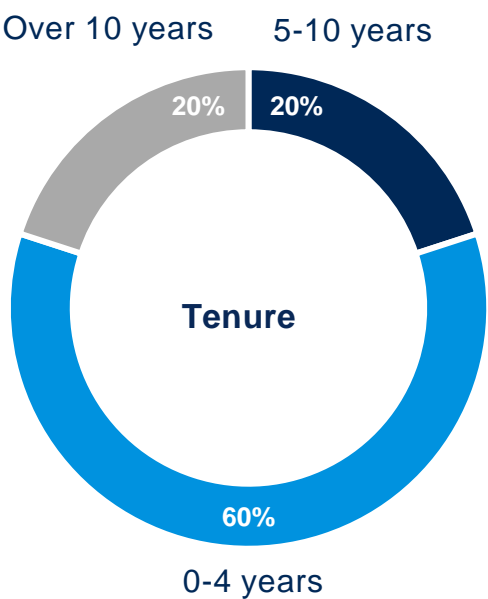
BoD comprised of 10 members, including 4 independent directors

Independent directors

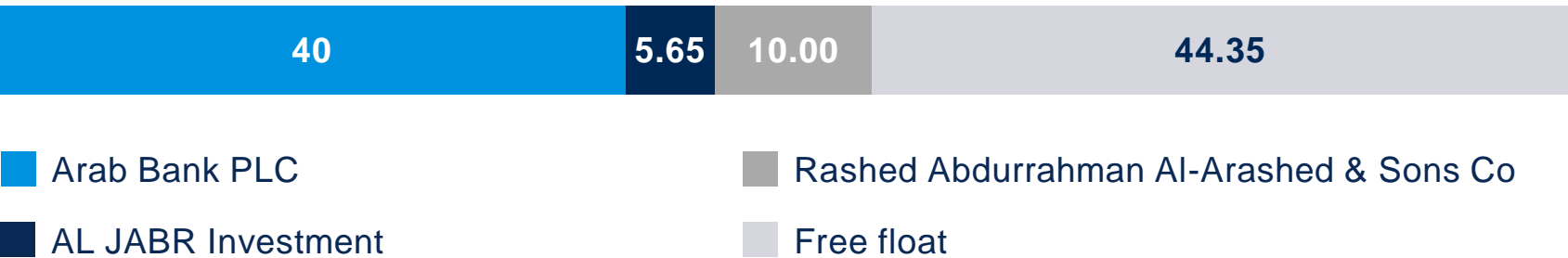
- Mr. Abdulmohsen Ibrahim Al-Touq, Deputy Chairman
- Dr. Mohammed Faraj Alkanani Al-Zahrani
- Mr. Thamer Mesfer Al-Wadai
- Mr. Osama Khalid Alatiki

Non-independent directors

- Mr. Salah Rashid Alrasheed, Chairman (Non-executive)
- Mr. Obaid Abdullah Alrasheed, Managing Director (Executive)
- Mr. Hesham Abdullatif Al-Jabr
- Mr. Naim Rassem Al-Hussaini
- Ms. Randa Muhammad Al-Sadiq
- Mr. Mohammad Abdelfattah Alghanamah



Shareholder structure (%)



Launched new ESG strategy with strong ambition levels & targets supporting business growth

VISION

We will lead in ESG by supporting KSA's Vision 2030, Net Zero 2060 goals, and KSA social advancement priorities, focusing on helping our clients transition to a sustainable future, while driving profitability through climate risk management and decarbonization of our portfolio

AMBITION, COMMITMENTS AND TARGETS



~SAR 30B+
lending volume
exposure in ESG
assets by 2030



~SAR 500M+
operating income
across ESG
opportunities
by 2030



Fair market share in
ESG opportunities
in Power, Aviation,
Water and green RE



Leader in
circularity/waste
mgmt. in KSA by
2030



#1
financier of SME
transition in KSA by
2030



Publication of first
ESG report



First-ever
sustainable debt
issuance by ANB



Power emissions reduction

*20%+ intensity reduction of financed
emission intensity in power by 2030*



Aviation emissions reduction

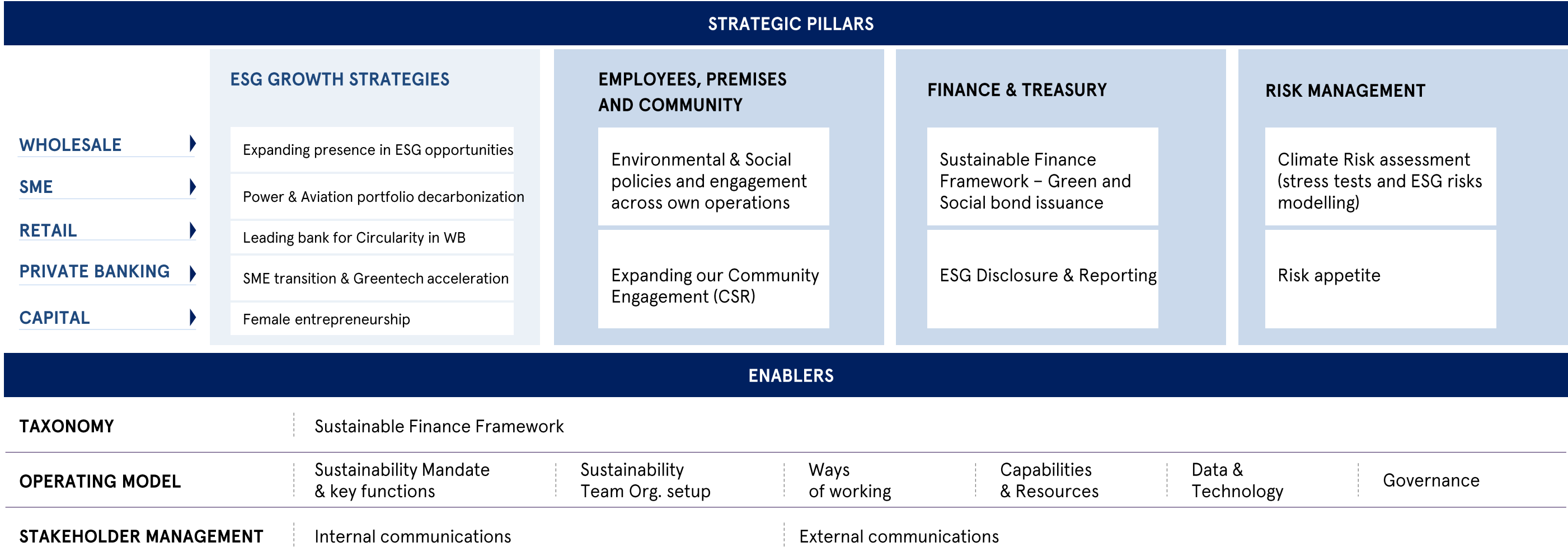
*20%+ intensity reduction of financed
emission intensity in aviation by 2030*



Net Zero Pathway

Publish decarbonization targets

To achieve our ambition, we have defined the overarching pillars and enablers



In addition, we will enhance our focus on CSR activities and integrate ESG into our Operations

CORPORATE SOCIAL RESPONSIBILITY

• **Environmental Sustainability**

- Sustainable greening contribution
- Pollution mitigation support
- Wildlife preservation

• **Community Welfare**

- Educational access and enablement
- Health facilitation and support for unprivileged patients
- Housing for unprivileged families
- Pilgram volunteering and assistance
- Empowerment of productive families

• **Government Collaborations and NGOs**

DAY TO DAY OPERATIONS

• **ESG Compliant Procurement**

- Integrate ESG into the end-to-end procurement process
- Track and report on ESG metrics related to procurement spend

• **Premises and Administration**

- Space Efficiency and Sustainability
- ESG Compliance and Advocacy
- Safety First Culture

Please contact the Investor Relations team for additional information or download anb's IR App

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