



arab national bank البنك العربي الوطني

# 1Q 2025 Investor Presentation

May 2025



---

# Forward - looking statements

This presentation contains statements that are, or may be deemed to be, forward looking statements, including statements about the beliefs and expectations of **anb** (the “Bank”). These statements are based on the Bank's current plans, estimates and projections, as well as its expectations of external conditions and events. Forward-looking statements involve inherent risks and uncertainties and speak only as of the date they are made. As a result of these risks, uncertainties and assumptions, a prospective investor should not place undue reliance on these forward-looking statements. A number of important factors could cause actual results or outcomes to differ materially from those expressed in any forward-looking statements. The Bank is not obliged to, and does not intend to, update or revise any forward-looking statements made in this presentation whether as a result of new information, future events or otherwise.

This communication has been prepared by and is the sole responsibility of the Bank. It has not been reviewed, approved or endorsed by any financial advisor, lead manager, selling agent, receiving bank or underwriter retained by the Bank. This communication is provided for information purposes only. In addition, because this communication is a summary only, it may not contain all material terms and this communication in and of itself should not form the basis for any investment decision.

The information and opinions herein is believed to be reliable and has been obtained from sources believed to be reliable, but no representation or warranty, express or implied, is made with respect to the fairness, correctness, accuracy reasonableness or completeness of the information and opinions. There is no obligation to update, modify or amend this communication or to otherwise notify you if information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

You are strongly advised to seek your own independent advice in relation to any investment, financial, legal, tax, accounting or regulatory issues discussed herein. Analyses and opinions contained herein may be based on assumptions that if altered can change the analyses or opinions expressed. Nothing contained herein shall constitute any representation or warranty as to future performance of any financial instrument, credit, currency, rate or other market or economic measure. Furthermore, past performance is not necessarily indicative of future results. The Bank disclaims liability for any loss arising out of or in connection with your use of, or reliance on, this communication.

These materials may not be published, distributed or transmitted and may not be reproduced in any manner whatsoever without the explicit consent of **anb**'s management. These materials do not constitute an offer to sell or the solicitation of an offer to buy the securities in any jurisdiction.



## Table of contents

- > **anb OVERVIEW**
- > **OPERATING ENVIRONMENT**
- > **BUSINESS OVERVIEW**
- > **STRATEGY OVERVIEW**
- > **FINANCIAL PERFORMANCE**
- > **GUIDANCE**
- > **CORPORATE GOVERNANCE & ESG**





# 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

➤ **46 years**  
of banking experience



**122**  
Branches



**1,077**  
ATMs



**Over 2 mn**  
Customers

➤ **16.6% CET1\***  
Well-capitalized

➤ **46.2 \$ 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 31.03.2025

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*

₹ 264.7 bln (13.6% YoY)

**Total assets**

₹ 2.5 bln (9.6% YoY)

**Operating income**

₹ 195.6 bln (12.1% YoY)

**Customer's deposits**

13.07% (+58 bps YoY)

**ROAE**

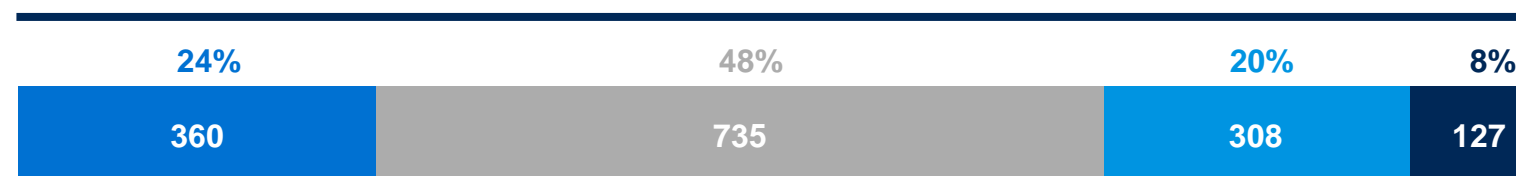
₹ 1.304 bln (5.5% YoY)

**Net income**

31.7% (+4 bps YoY)

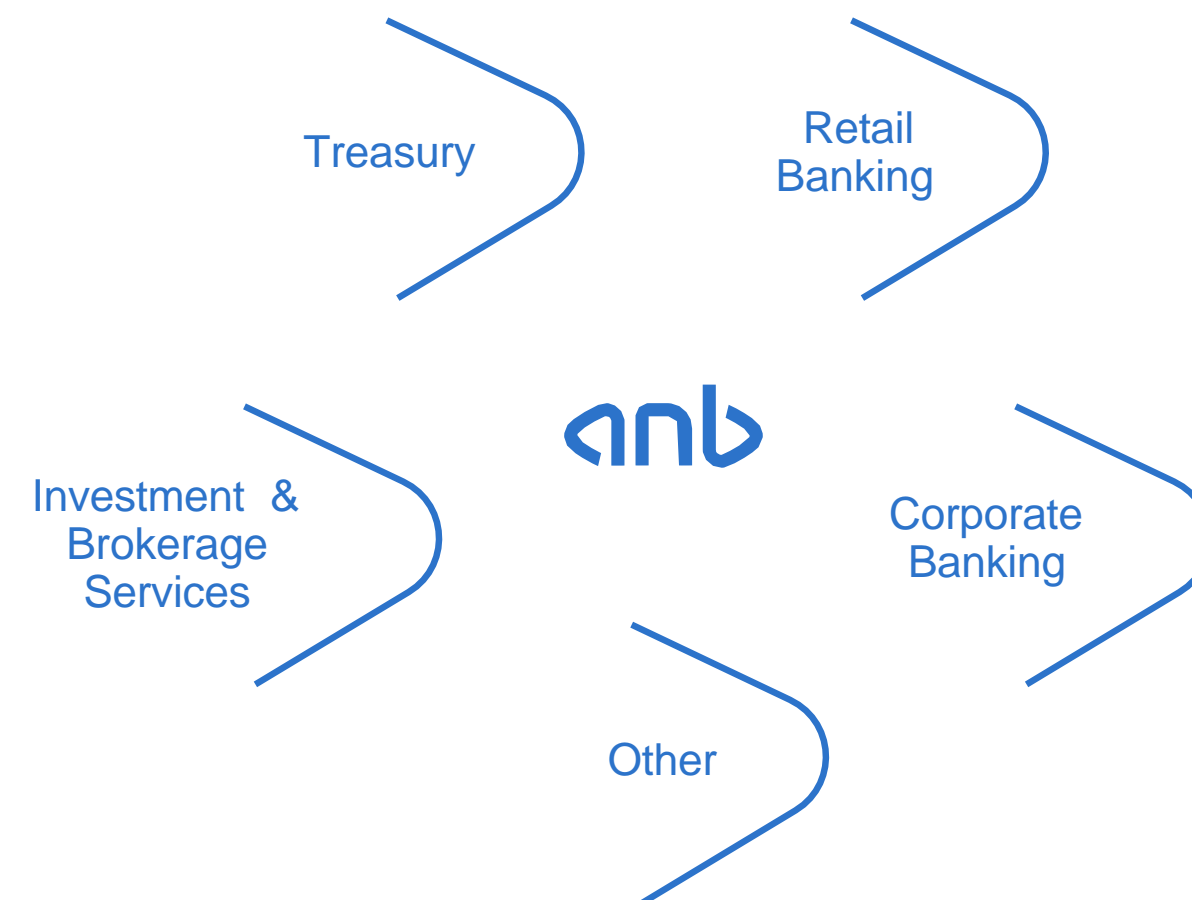
**Cost to income**

**Net income by business segment before zakat and tax (₹ 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

# Q1'25 highlights: robust profitability combined with strong growth

₹ bln

<b>Loans and advances</b> <b>179.1</b> 13.4% YoY 5.6% QoQ	<b>Earnings per share (EPS)</b> <b>0.65</b> 4% YoY	<b>Customers' deposits</b> <b>195.6</b> 12.1% YoY 7.3% QoQ	<b>Operating income</b> <b>2.5</b> 9.6% YoY
<b>Cost to income</b> <b>31.7%</b> +4 bps YoY	<b>NIM</b> <b>3.63%</b> -13 bps YoY	<b>NPL ratio</b> <b>1.34%</b> +1 bps YoY +14 bps QoQ	<b>CET 1 ratio</b> <b>16.6%</b> -1.44 ppt YoY -0.56 ppt QoQ
<b>Cost of risk</b> <b>40 bps</b> +2 bps YoY	<b>ROAE</b> <b>13.07%</b> +58 bps YoY	<b>LCR</b> <b>133.6%</b> -10.36 ppt YoY +1.70 ppt QoQ	<b>CAR</b> <b>19.8%</b> -0.23 ppt YoY 0.83 ppt QoQ

- *Macro environment remains supportive as Saudi economy is boosted by expanding non-oil activities*
- *In Q1 anb delivered remarkable bottom-line results, capital returns and EPS further improved*
- *Strong loan growth in Q1 driven by corporate lending*
- *NIM is resilient supported by growth in assets and improved cost of fund*
- *Steady cost of risk underpins stable quality of loan book*
- *Capital utilization increased in line with strategy to capture attractive business opportunities*
- *Healthy balance sheet structure with conservative funding model and robust capital levels*
- *Well positioned to deliver on 2025 targets*



# Operating Environment

# KSA today: ambition, development, leadership

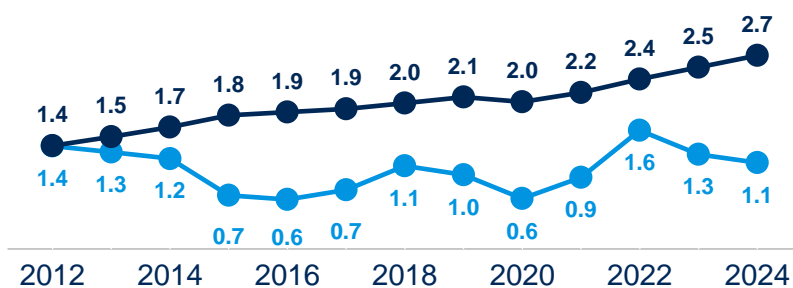
## ➤ Fundamental strength

	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 (ﷲ tn)

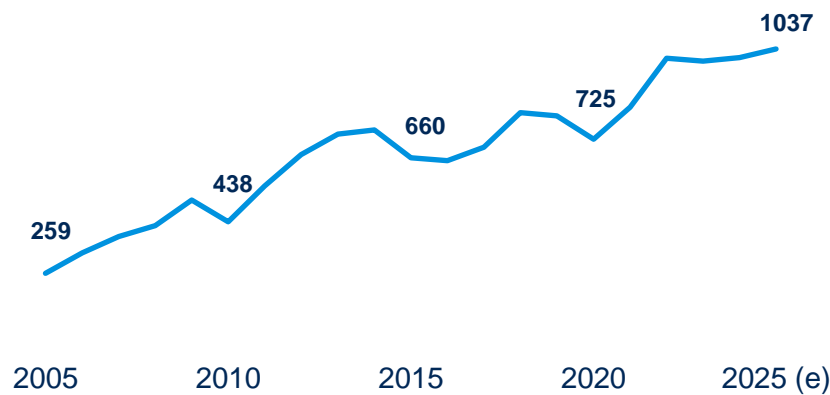
Source: KSA General Authority for Statistics ● Oil ● Non-oil



## ➤ Accelerated development

### KSA's nominal GDP (USD bln)

Source: IMF



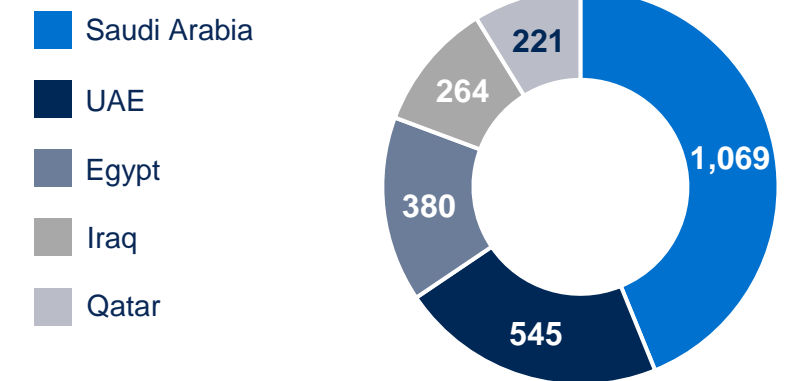
The GDP of Saudi Arabia grew more than 300% since 2004 and out-performed world's average growth rate twofold

The IMF estimated Saudi's GDP grew by 1.3% in 2024, followed by a 3.0% increase in 2025

## ➤ Regional leadership

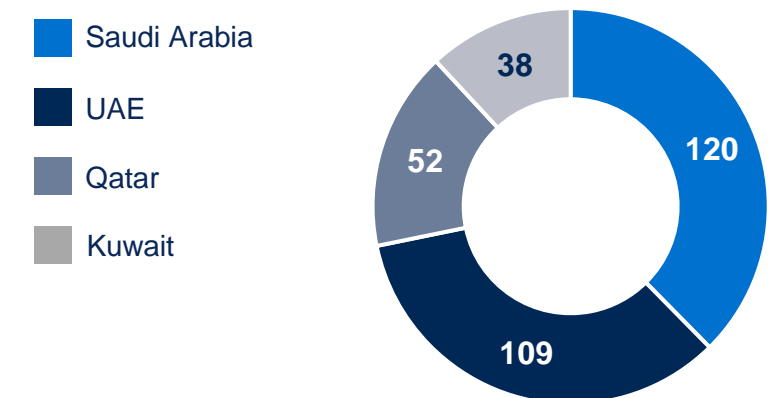
### GDP (USD bln)

Source: IMF



### Banking sector net revenue (ﷲ bln)

Source: IMF



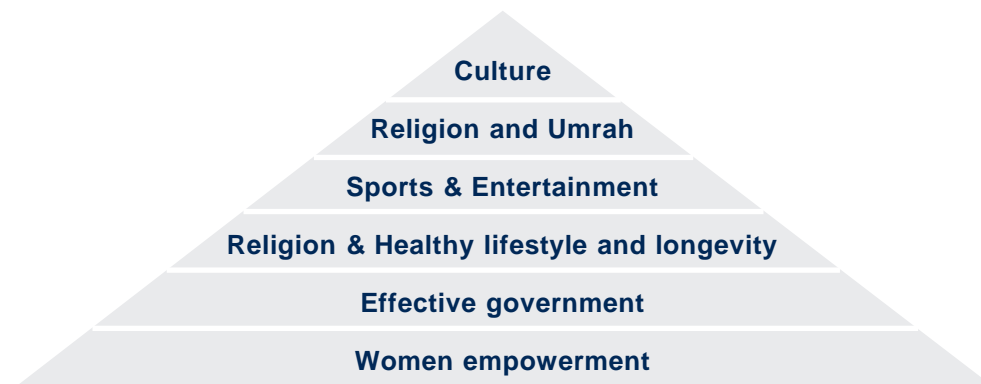
# KSA sustainable economic growth

## ➤ 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

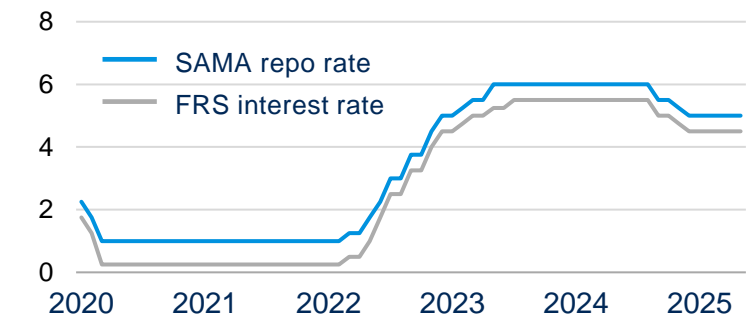


## ➤ Prudent monetary and tax policies

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

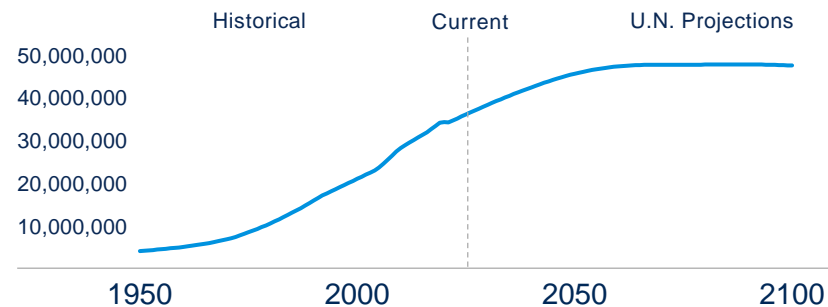


# Socio-demographic changes - key highlights

## ➤ Growing young workforce & urbanization

### Saudi Arabia population 1950-2024

Sources: [www.theglobaleconomy.com](http://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](http://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](http://www.theglobaleconomy.com)



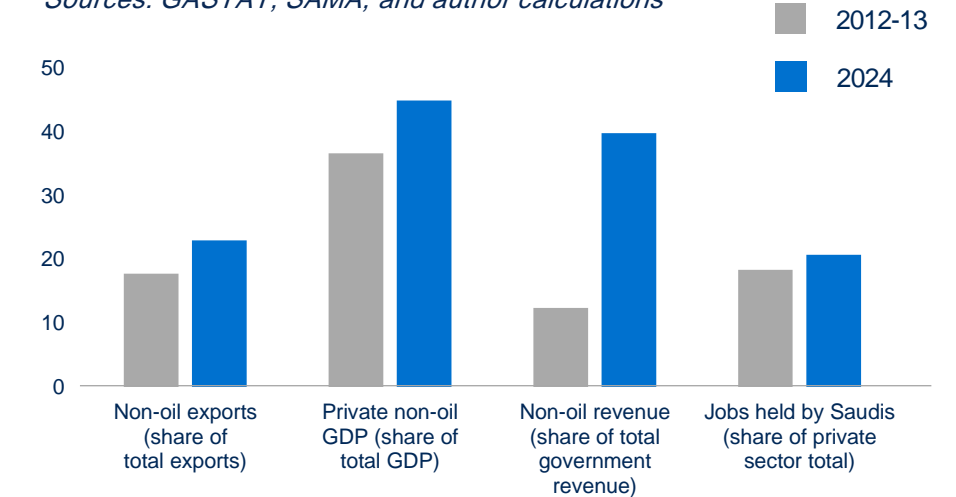
### Education

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

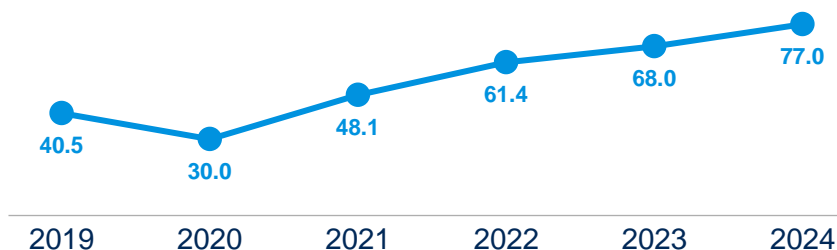
## ➤ Revenues grow

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.

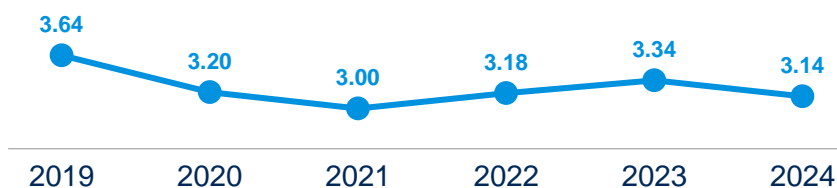
**Net income to common shareholders (S\$ bln)**

Source: Bloomberg



**NIM (%)**

Source: Bloomberg

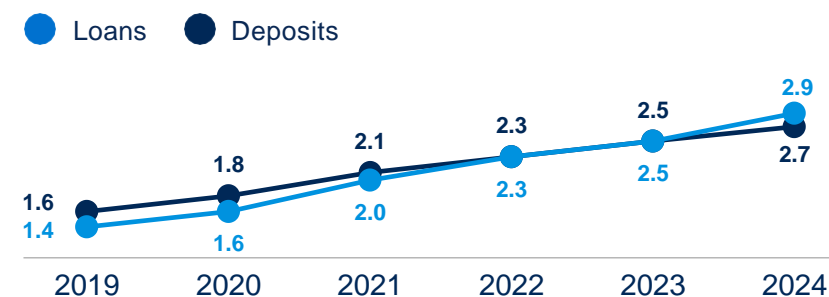


## ➤ Strong business position

KSA banks' total deposits reached S\$ 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 (S\$ tn)**

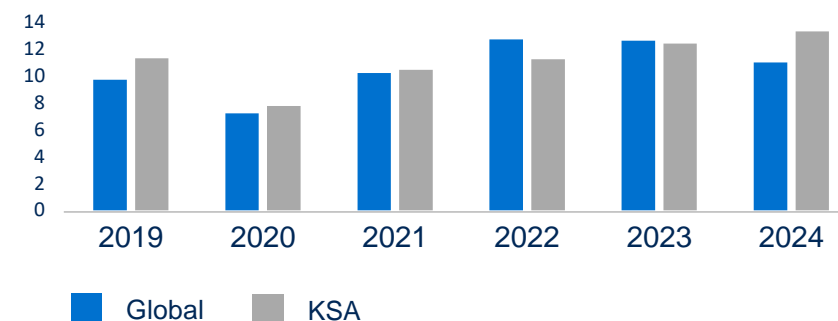
Source: Bloomberg



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

**Return on equity (%)**

Source: McKinsey, Bloomberg



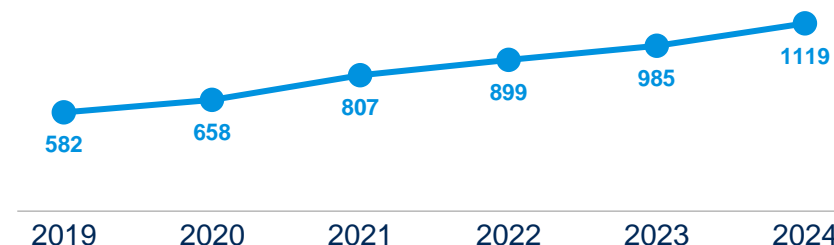
## ➤ New opportunities

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

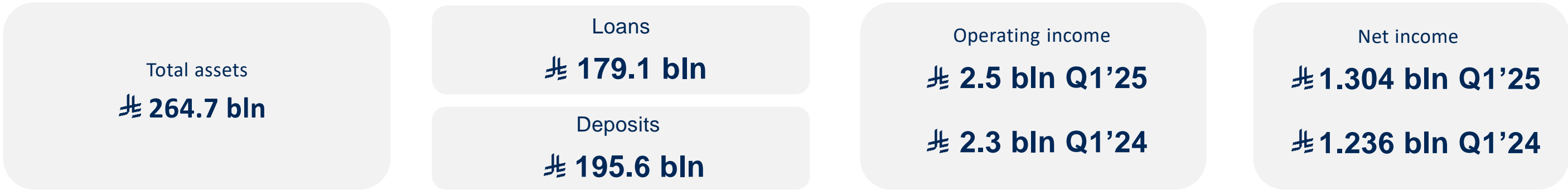
- Such high-profile **mergers**, as NCB and Samba, have reshaped the market landscape, creating one of the region's largest banks
- **The top five banks** now collectively control over **60%** of Saudi Arabia's total banking assets



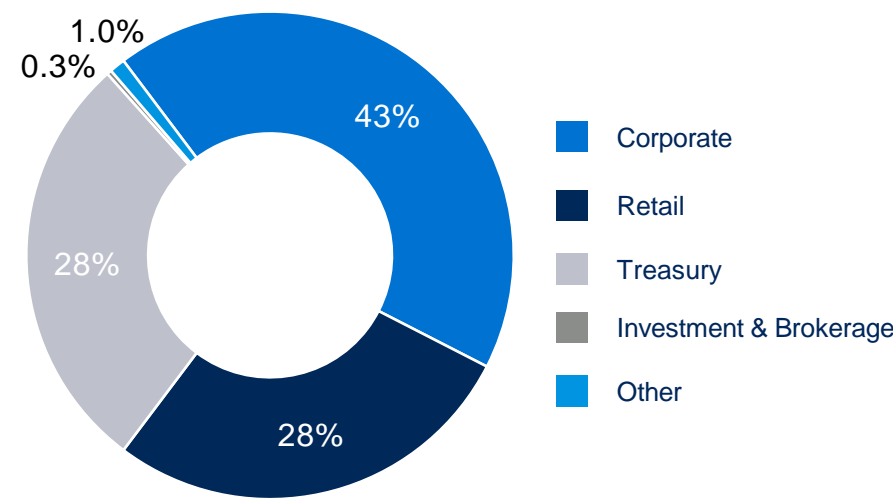


# Business Overview

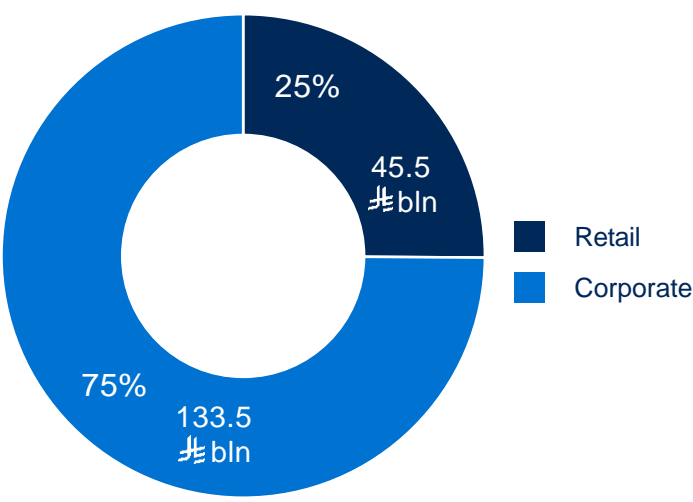
# anb business today: optimal business mix delivers strong results



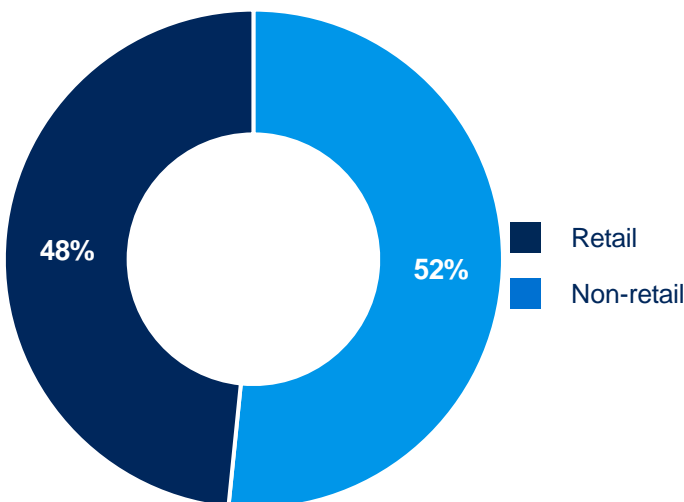
Assets mix by business line



Loans



Deposits



Leading banking franchise

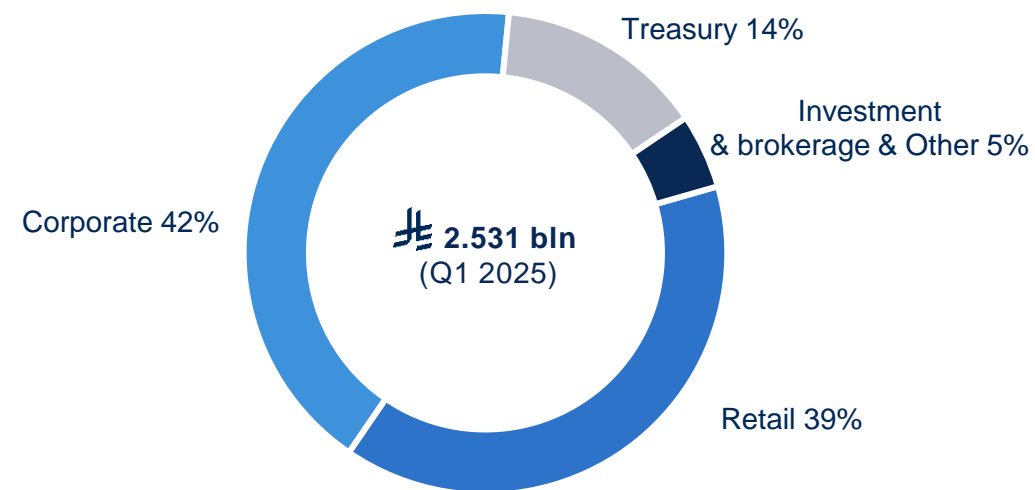
Supporting customer loan growth

Strong core deposit base

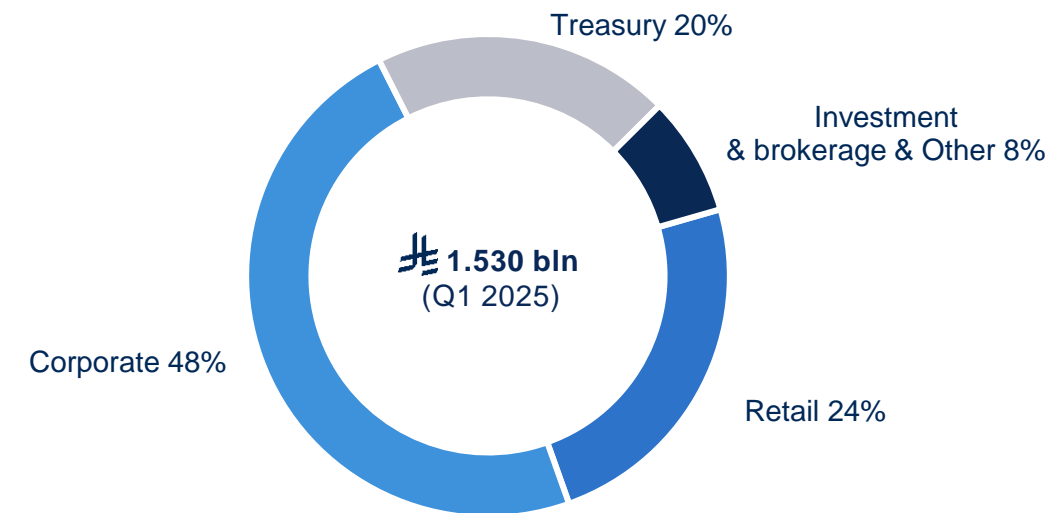


# Organic growth across various business segments

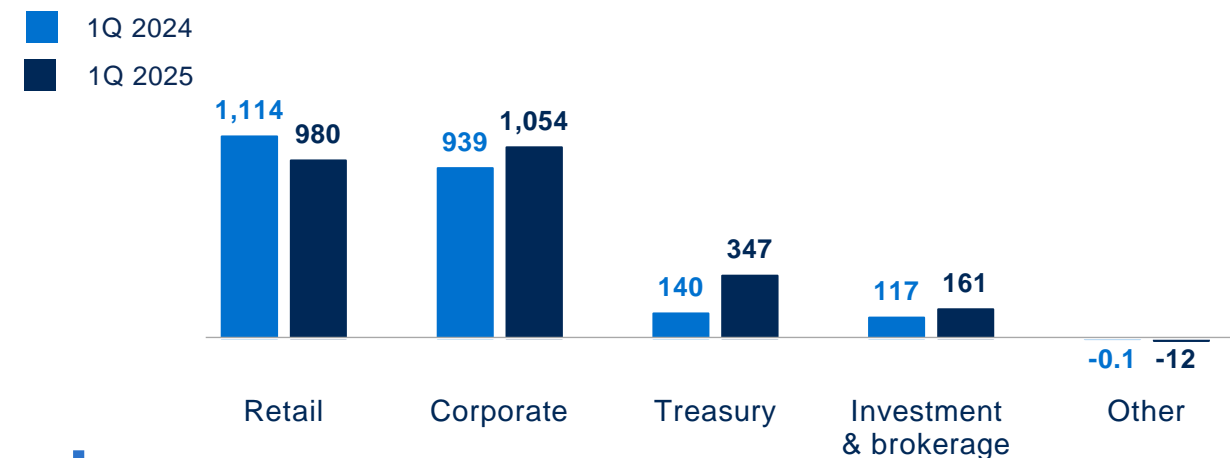
## Operating income by business segments



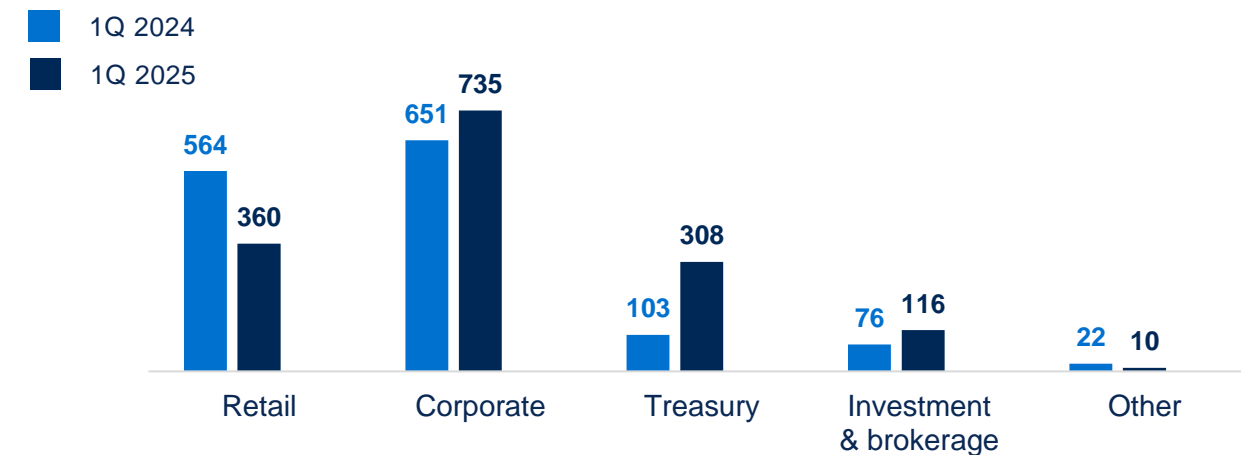
## Net income before Zakat and income tax by business segments



## Operating income (₪ mln)



## Net income before Zakat and income tax (₪ mln)





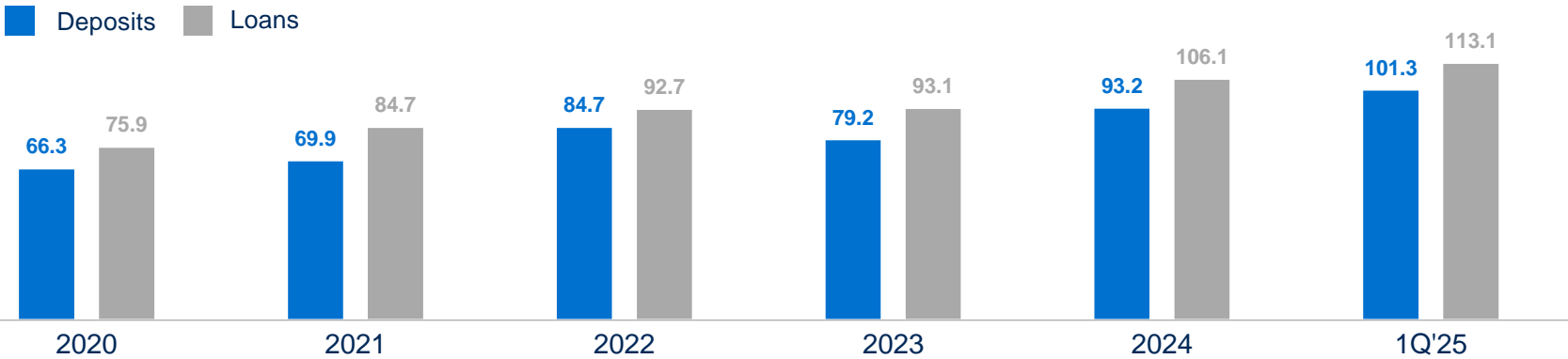
# Corporate segment – accelerating development

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

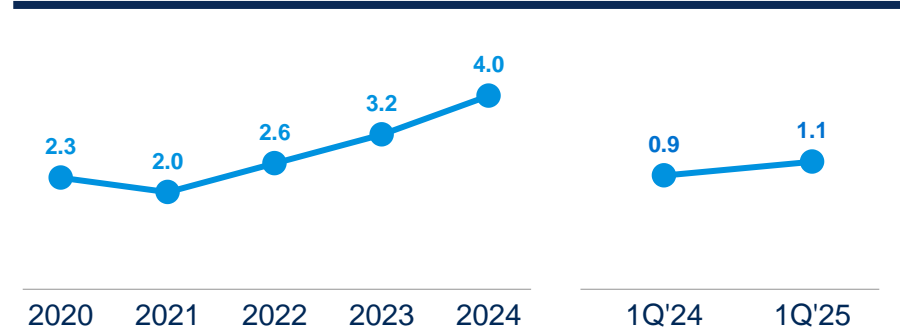
- services
- construction
- real estate

- manufacturing
- transportation
- merchantry

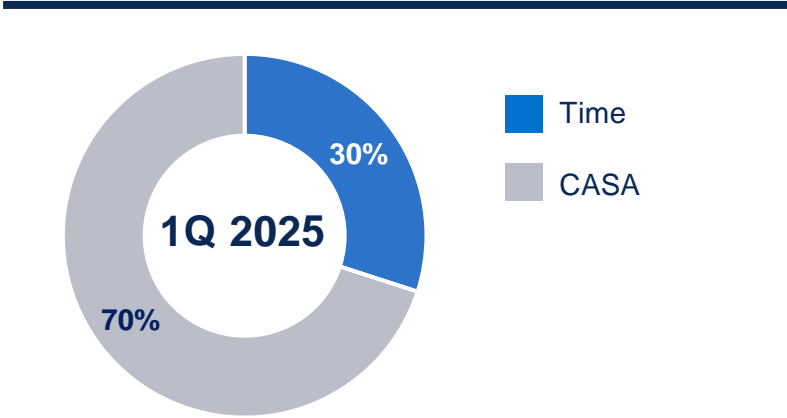
Deposits / loans growth\* (ﷲ bln)



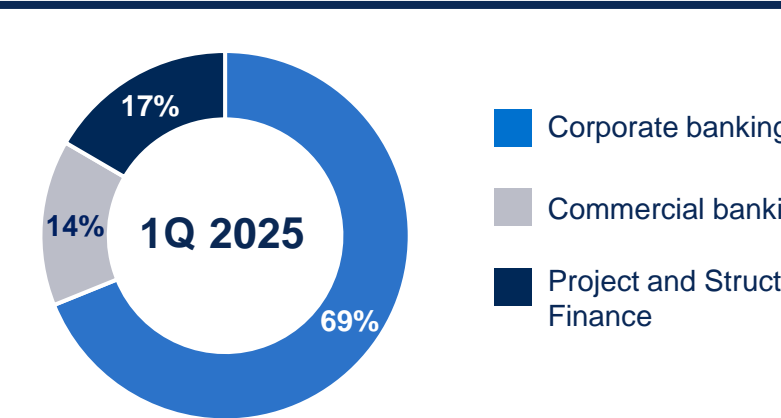
Total operating income (ﷲ bln)



Deposits breakdown (ﷲ bln)



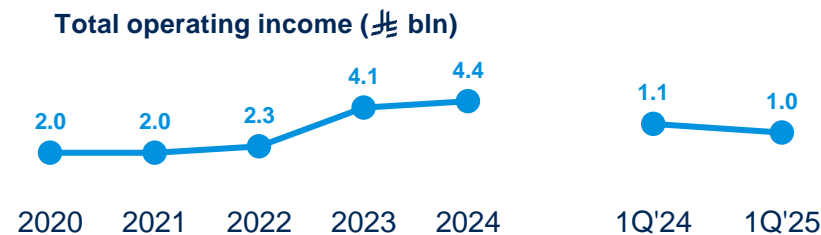
Loans breakdown\* (ﷲ bln)



\* According to anb internal calculations

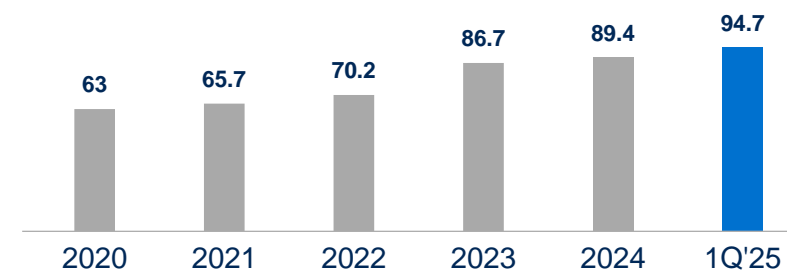
# Retail segment – easy, efficient, totally digital

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



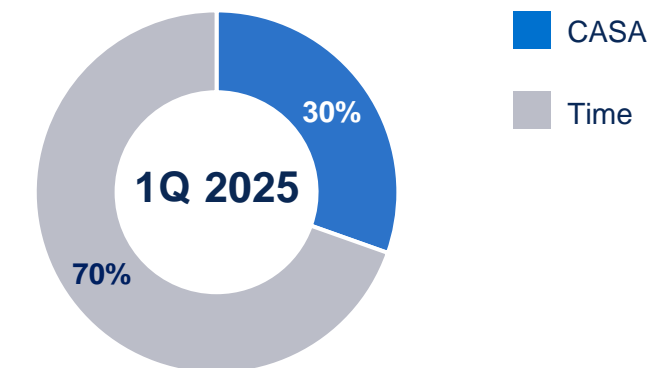
anb's strategic goal is to build up recurrent revenues from retail business by increasing fees and commissions income.

## Total retail deposits (₺ bln)

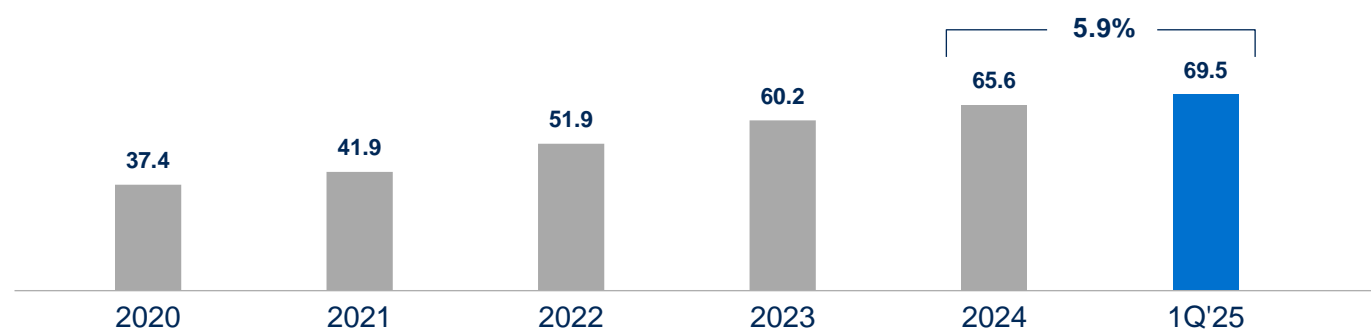


Healthy volume of deposits secures a comfortable liquidity position and provides the Bank with abundant resources for lending

## Retail deposits breakdown (₺ bln)

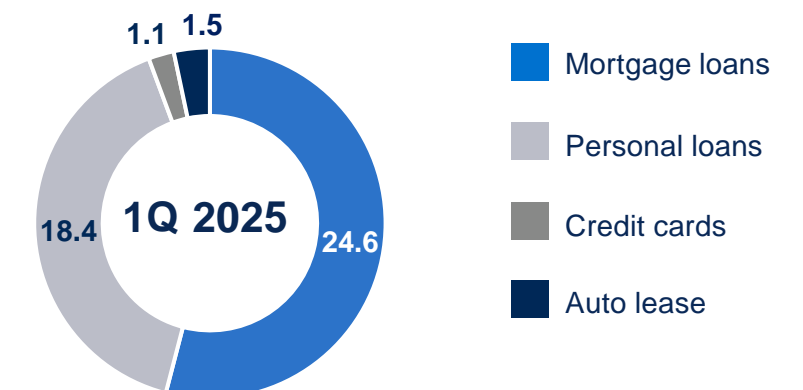


## Net loans\* (₺ bln)



Q1 growth was mostly driven by corporate lending in line with anb's strategy to capture attractive business opportunities

## Loan portfolio breakdown (₺ 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

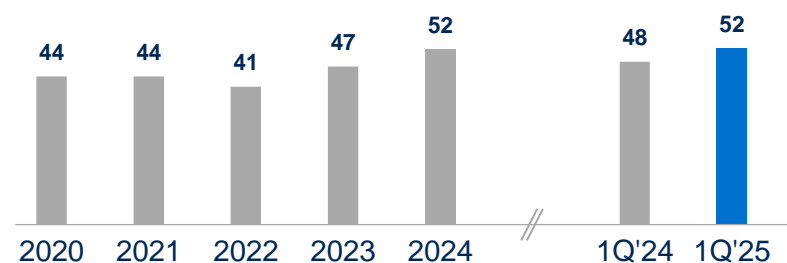
- Murabaha, time and call deposits
- Hedge funds
- REPO on KSA sovereign debt securities
- FX instruments

## Transaction banking solutions

- Merchant
- Collections
- Liquidity management
- Fintech

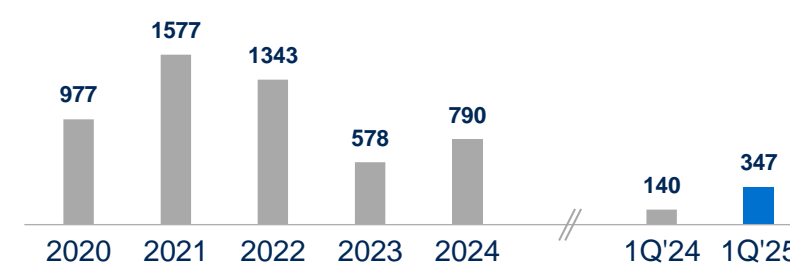
sizeable investment book supports **anb's** growth ambitions and liquidity requirements.

## Net investments (₪ bln)

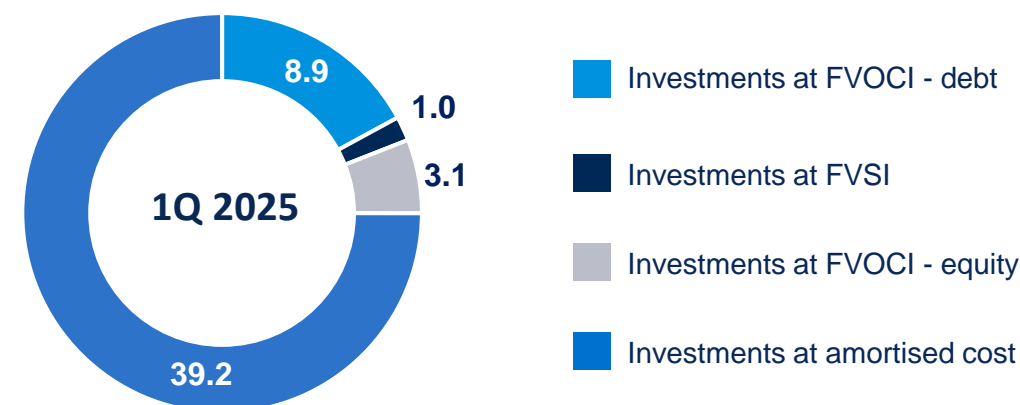


growth in Treasury Operating income was driven by healthy primary business while intersegment income comprised 32% of total operating income vs 93% in Q1 2024

## Total operating income (₪ mln)



## Investment securities value breakdown (₪ bln)





# Investment and brokerage - full range of advanced solutions

Building on successful 2024, IB team demonstrated leadership in advising and executing key transactions. In Q1 2025, served as a joint lead manager, arranger and bookrunner for Arab national bank's inaugural **ﷲ** 3.35 bln sukuk, reinforcing our position as trusted partner in the Saudi capital market

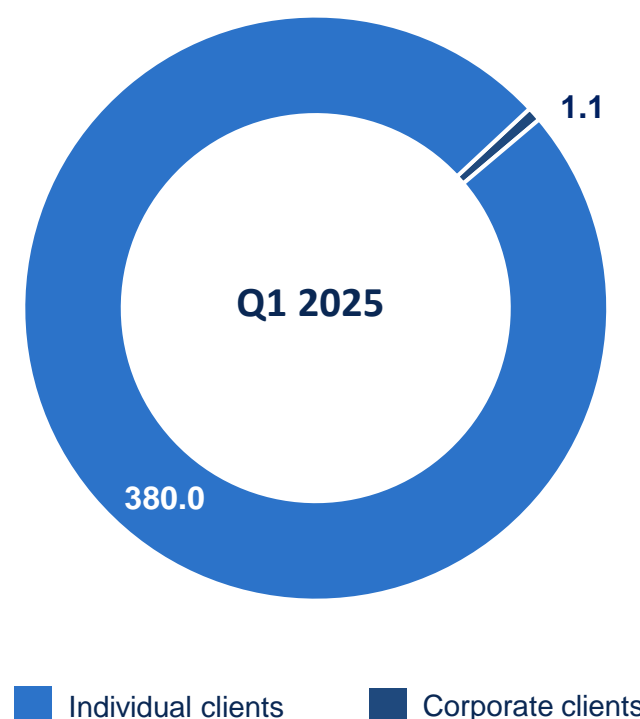
**anb** capital's activities include dealing in securities, arranging corporate finance transactions, advising clients on investments, maintaining custody of securities, managing clients' investments, and managing funds that invest in different types of securities or asset classes

## Service offering:

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

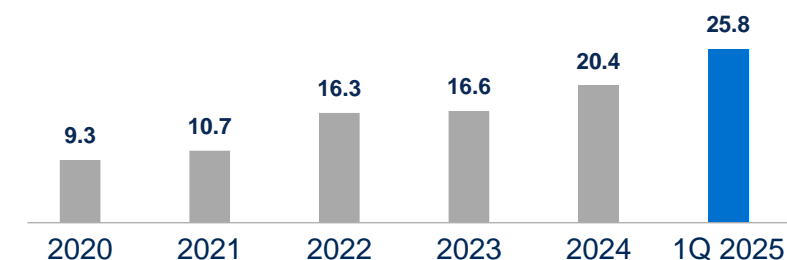
**anb** builds up strategic relations with high net worth clients providing its deep expertise and technical solutions to deliver alpha

## anb capital customers (thousand)

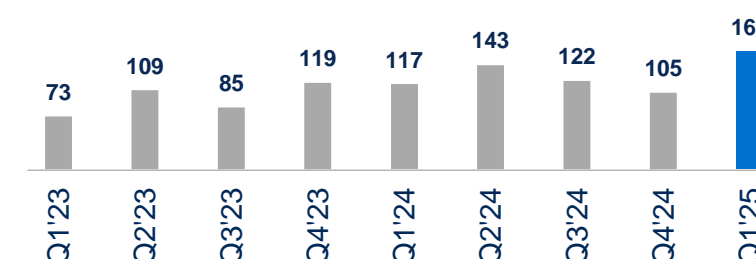


AUM reaching **ﷲ** 25.8 bn in 1Q 2025 and Revenue hitting **ﷲ** 160 mn in Q1 2025 (**ﷲ** 525 mn LTM), indicating robust performance and expansion

## AUM (ﷲ bln)



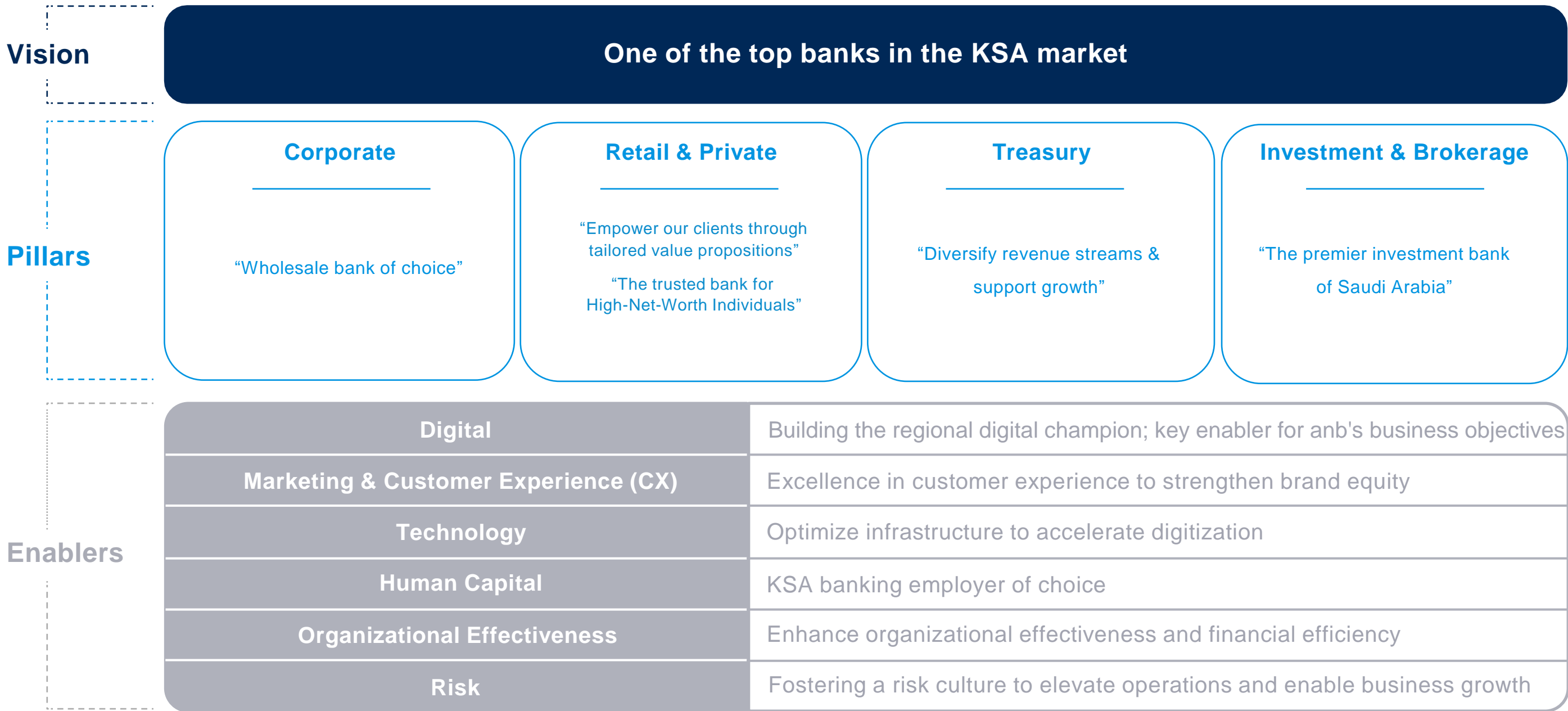
## Revenue (ﷲ mn)



The image features a large, modern glass skyscraper with the ANB logo at the top, set against a blue sky with white clouds. In the foreground, there is a landscaped area with green grass, trees, and a small fountain. To the left, a lower building with the text 'anb capital' is visible. The entire image is overlaid with a blue pattern of white chevron-like shapes pointing right. The title 'Strategy Overview' is centered in white text.

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

### 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



Brand and Marketing Strategic Direction



Organizational Pivot (Business Driver vs Cost Center)



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

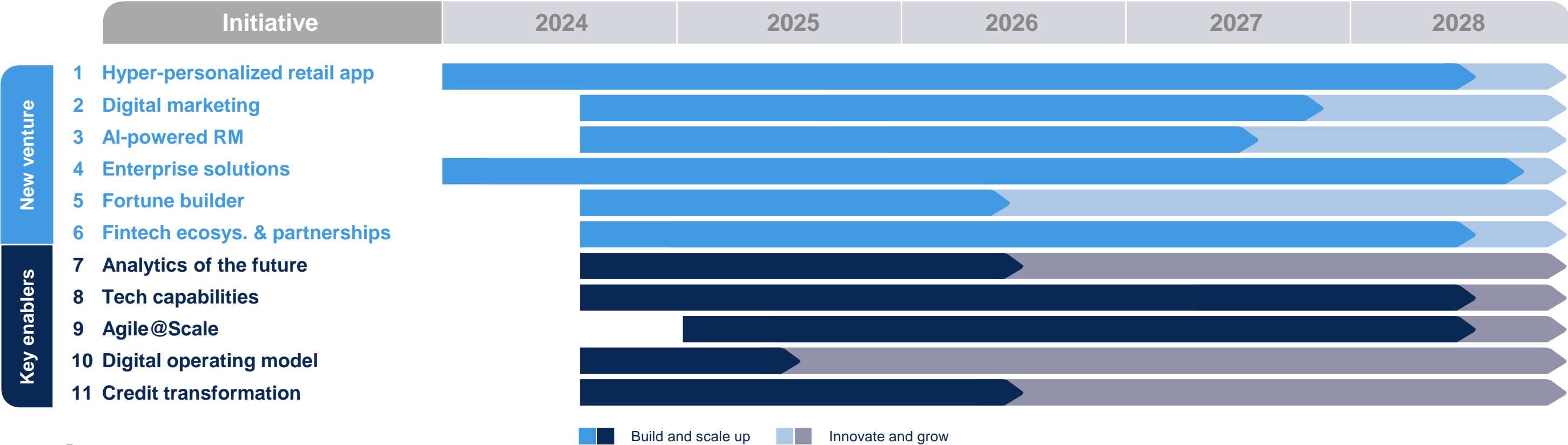


Cybersecurity readiness and resilience

# 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 in Q1 2025

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

## Digital Banking Q1 YoY growth

New customer acquisition

**43%** ▲

Digital transaction

**15%** ▲

## Product digital fulfillment

Auto lease  
**100%**

Credit card activation  
**91%**

Housing Loan  
**83%**

Personal loan  
**51%**



## Product Launched in Q1

### 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



### Retail Internet Banking Revamp

anb's Retail Internet Banking designed to cater to all segments of anb retail customers. RIB offers the convenience and flexibility of accessing customer accounts and managing their finances. It supports in easily managing accounts, view statements, pay bills, and transfer funds locally and internationally



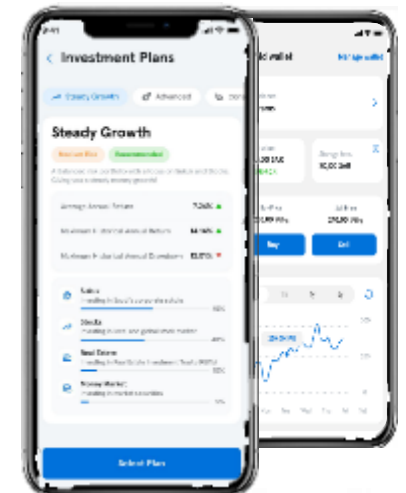
### anb Business

anb Business is a one stop-shop offering payments and transactional solutions for wholesale banking customers. The service benefits businesses by circumventing manual interventions and automating daily banking activities



### Gold Wallet

Gold Wallet is one of the investment products in anb mobile. It allows anb retail customers the option to digitally invest in gold by opening a dedicated digital Gold Wallet through anb mobile application





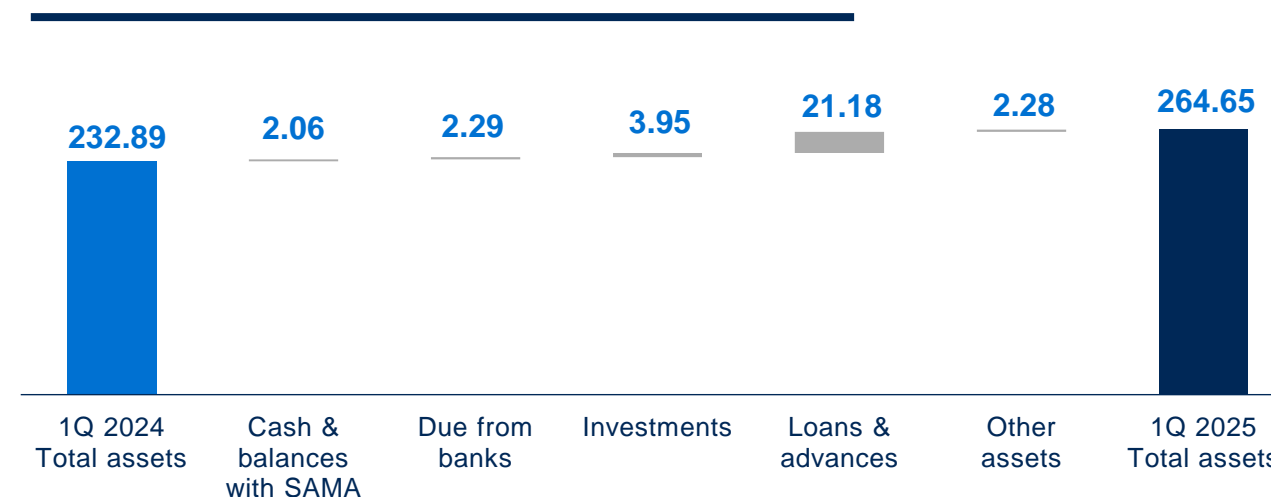
# Financial Performance



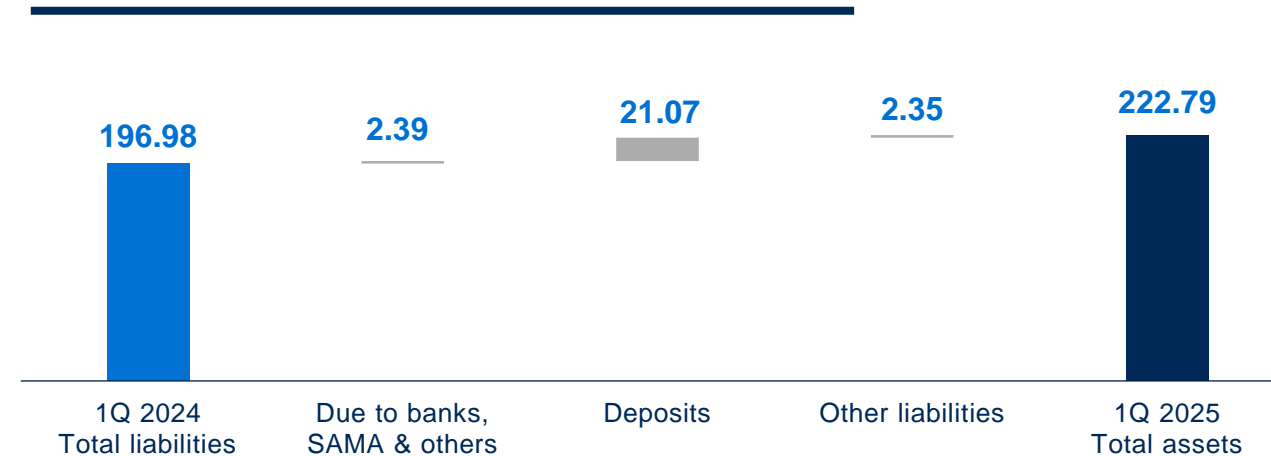
# Balance sheet overview: loan growth supported by competitive deposits franchise

	QoQ			YoY	
Consolidated Balance Sheet, ₪ mln	Mar FY25	Dec FY24	Diff %	Mar FY24	Diff %
Cash and balances with SAMA	14,901	12,342	20.7%	12,837	16.1%
Due from banks and other financial institutions	7,062	3,853	83.3%	4,770	48.1%
Net Investments	52,311	52,345	-0.1%	48,363	8.2%
Net Loans and advances	179,057	169,495	5.6%	157,875	13.4%
Investment in associates	892	890	0.3%	949	-6.0%
Other assets	10,427	9,382	11.1%	8,092	28.9%
<b>Total assets</b>	<b>264,651</b>	<b>248,307</b>	<b>6.6%</b>	<b>232,885</b>	<b>13.6%</b>
Due to banks and other financial institutions	12,682	14,404	-12.0%	10,292	23.2%
Customers' deposits	195,619	182,230	7.3%	174,547	12.1%
Issued Sukuk	2,852	2,829	0.8%	2,852	0.0%
Other liabilities	11,637	10,695	8.8%	9,287	25.3%
<b>Total liabilities</b>	<b>222,790</b>	<b>210,158</b>	<b>6.0%</b>	<b>196,978</b>	<b>13.1%</b>
Share capital	20,000	20,000	0.0%	15,000	33.3%
Treasury shares	- 98	- 98	0.0%	-	-
Statutory reserve	11,890	11,890	0.0%	10,648	11.7%
Other reserves	334	111	201.4%	258	29.6%
Retained earnings	6,354	6,217	2.2%	9,973	-36.3%
Tier I Sukuk	3,350	-	-	-	-
Non-controlling interest	30	30	1.9%	29	5.1%
<b>Total equity</b>	<b>41,861</b>	<b>38,149</b>	<b>9.7%</b>	<b>35,907</b>	<b>16.6%</b>

## Total assets movements (₪ bln)

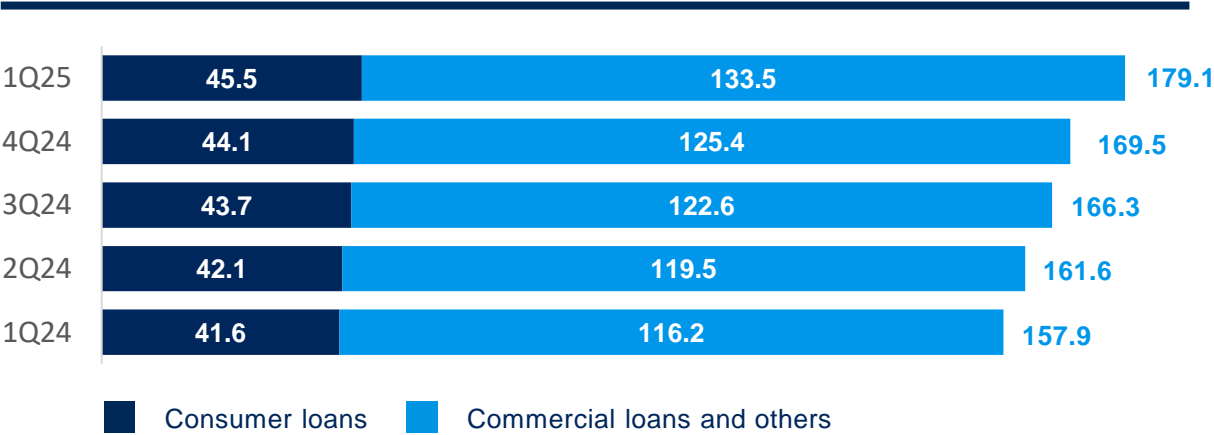


## Total liabilities movements (₪ bln)

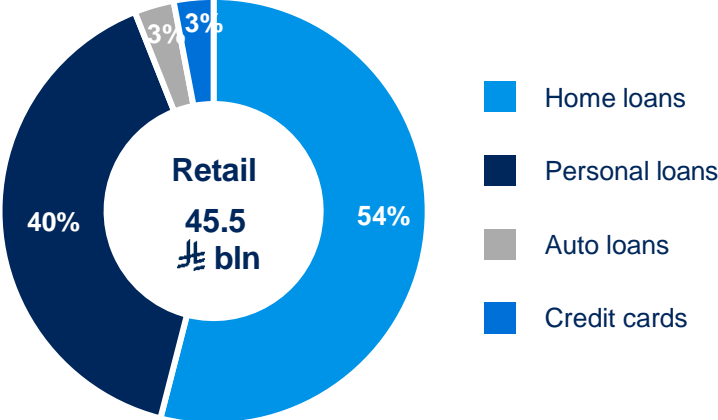
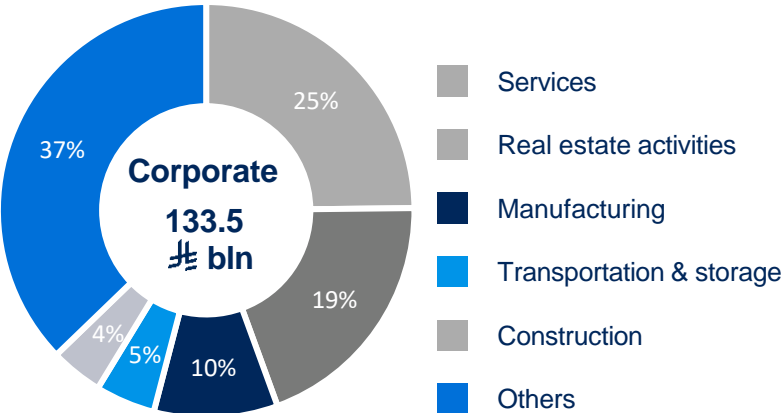
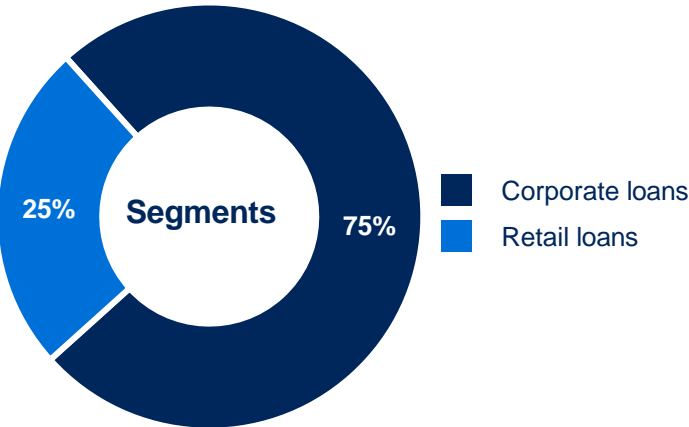


# Loan book: well diversified and focused on growth opportunities

## Loans and advances (₹ bln)

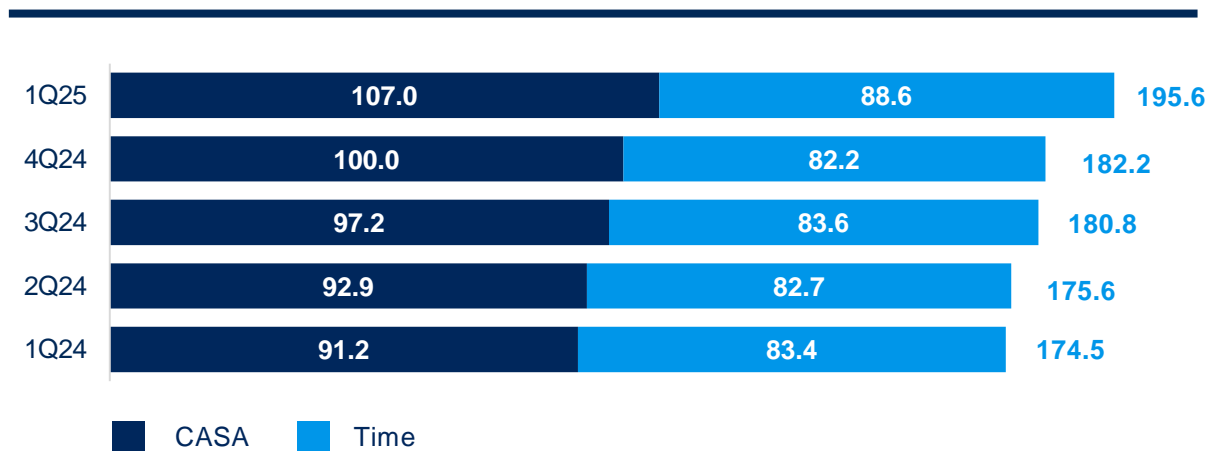


## Loans breakup as of Q1'25 (%)

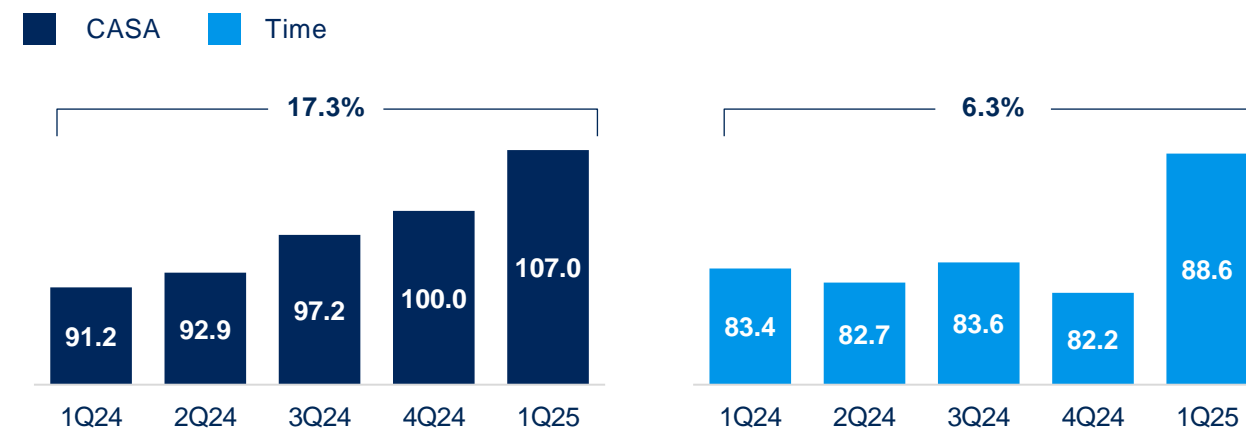


# Balance sheet overview: excellent deposit taking capacity allows to fund growth while maintaining ample liquidity

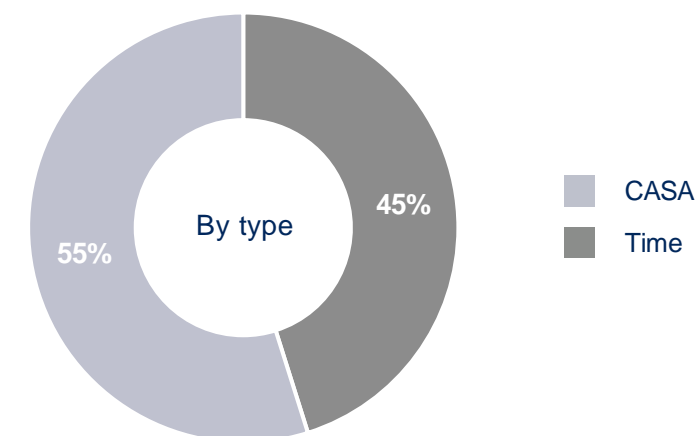
## Customer deposits (₹ bln)



## Customer deposits (₹ bln)

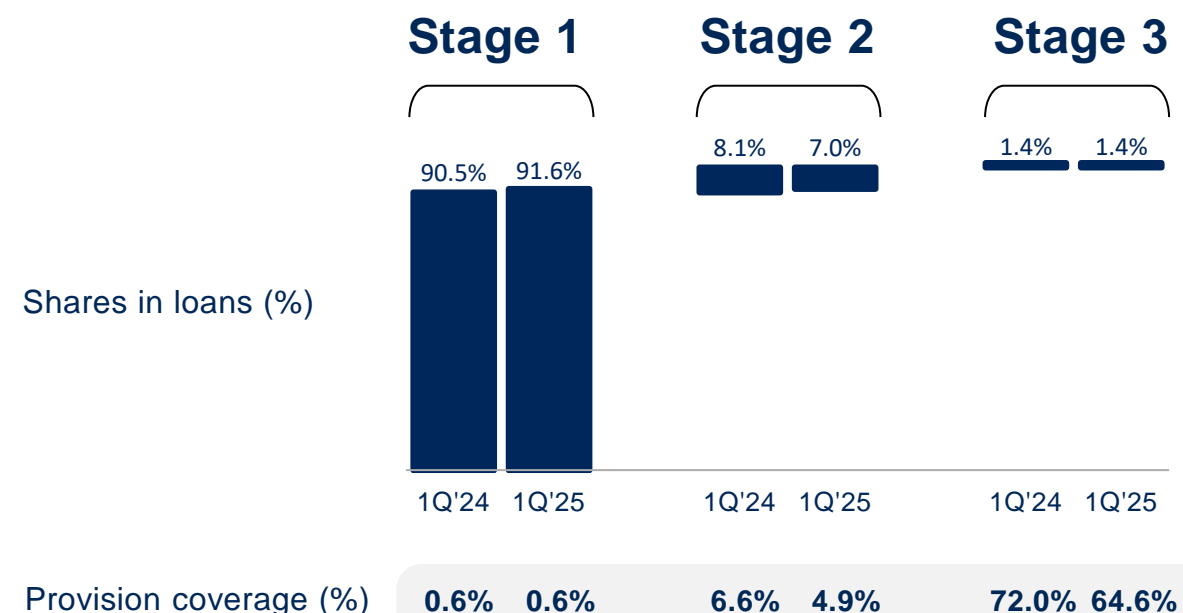


## Deposits breakdown as of Q1'25 (%)

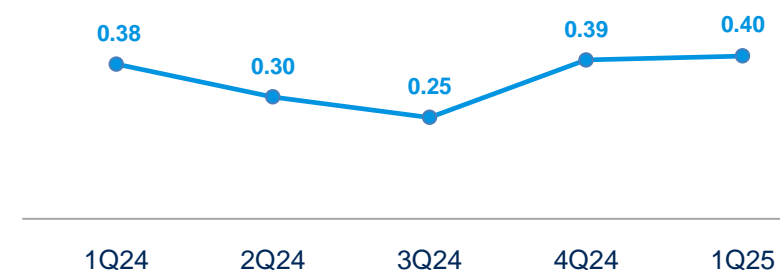


# Balance sheet overview: stable risk metrics underpin solid loan quality

## Loans and advances (%)

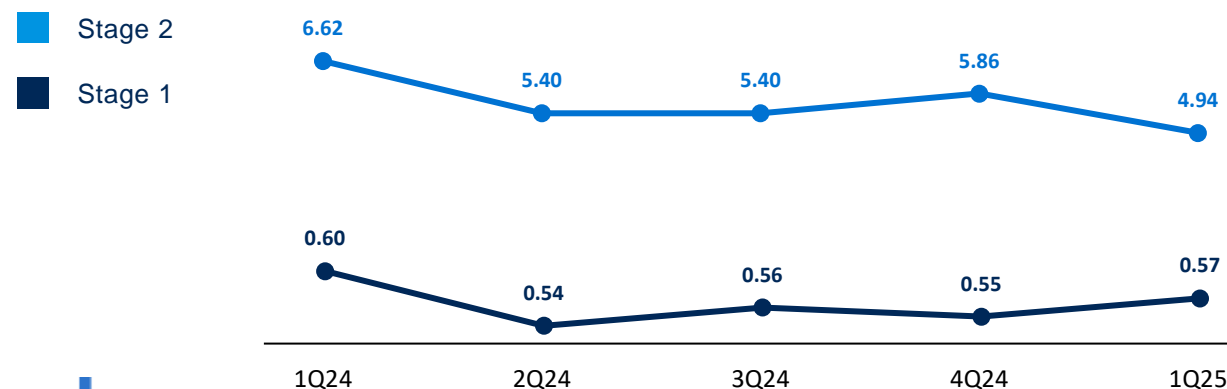


## Cost of risk (%)

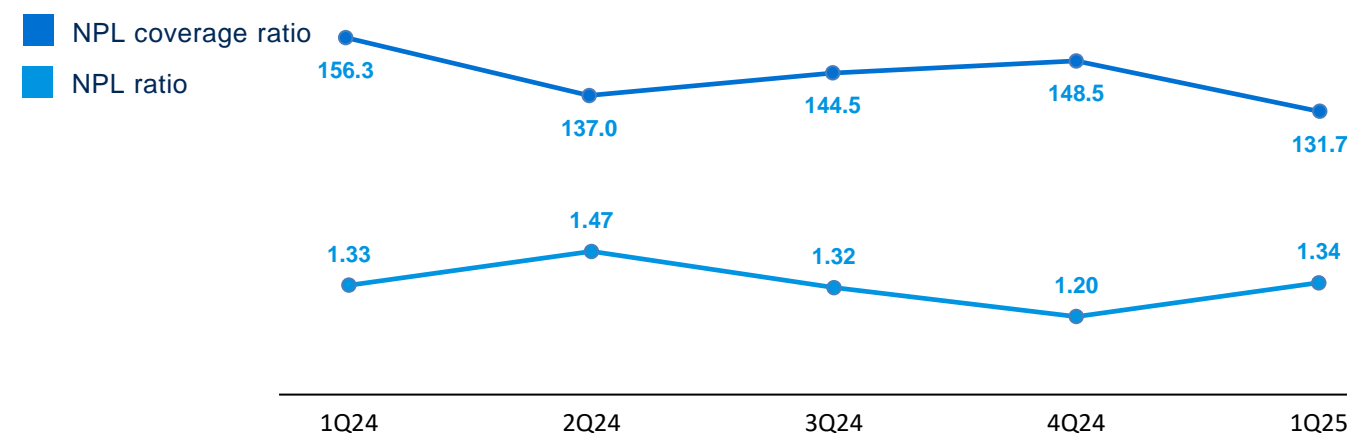


*In Q1 Cost of Risk remained within guided range reflecting stable asset quality and robust underwriting policies*

## Stage-wise coverage (%)



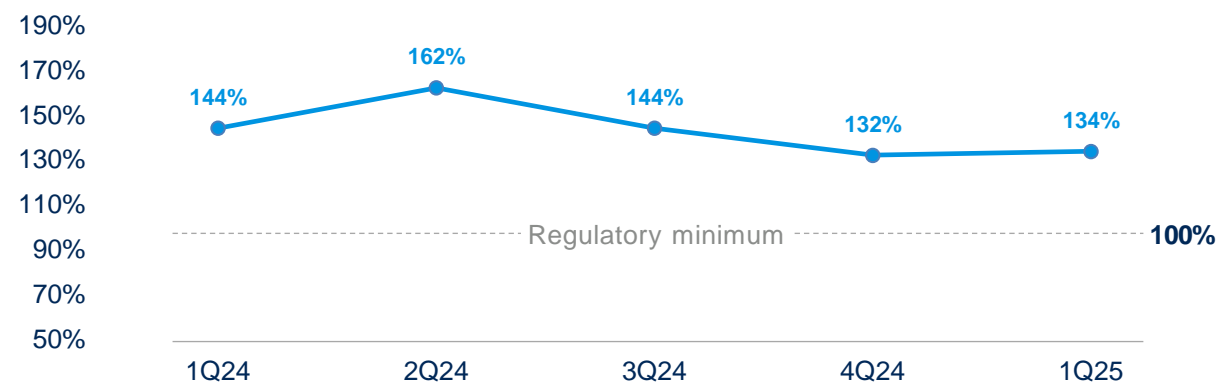
## NPL coverage ratio and NPL ratio (%)





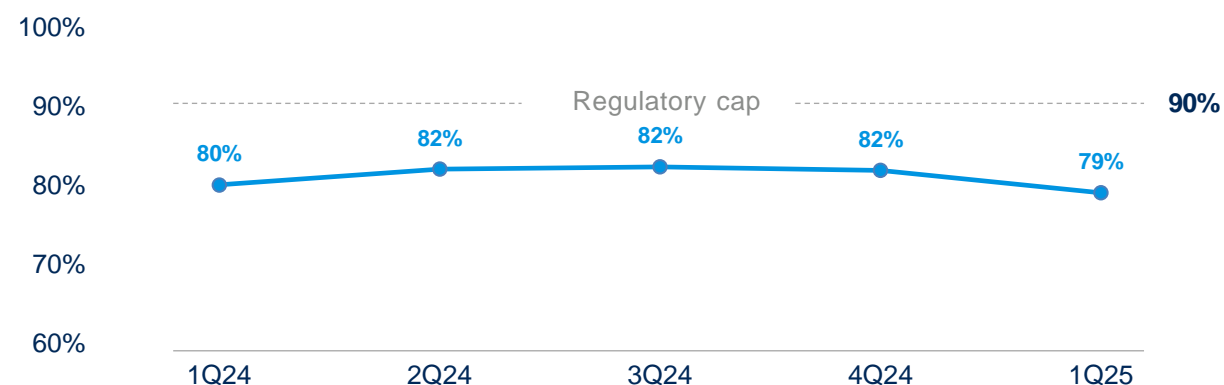
# Liquidity: conservative funding profile

## LCR (%)

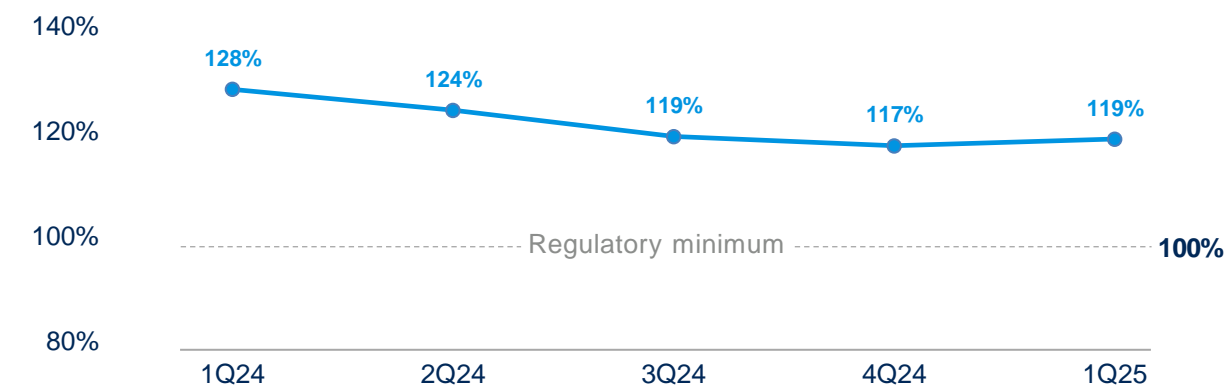


- *anb maintains comfortable liquidity position through healthy mix of retail and wholesale deposits and conservative funding profile*
- *liquidity ratios have comfortable cushions versus the SAMA's regulatory requirements*
- *stringent liquidity management ensures strong capacity to endure liquidity stress scenarios*

## LDR (%)



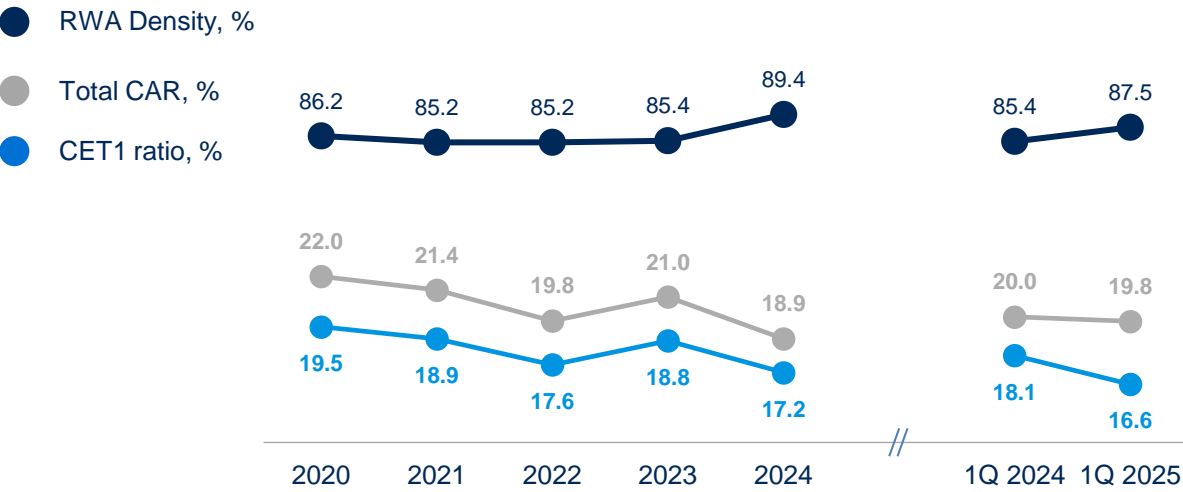
## NSFR (%)



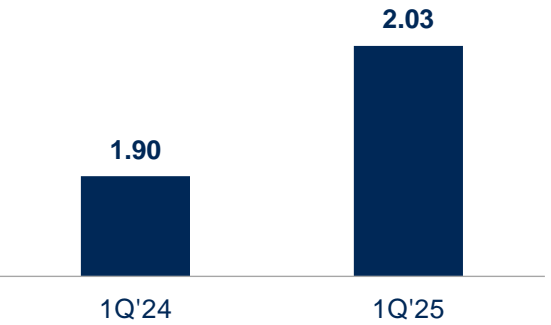
# anb capitalization: capital levels remain robust while profitability metrics further improved

*Strong capital levels allowed for robust loan growth in Q1 in line with **anb**'s strategy to capture attractive business opportunities as they arise*

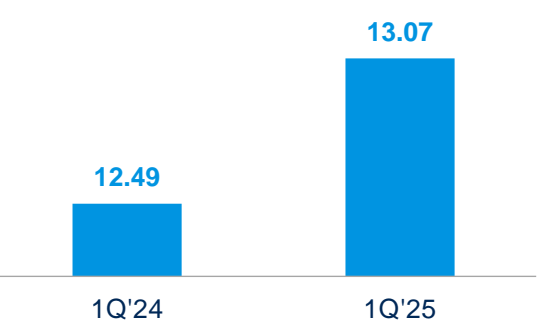
## Capital return



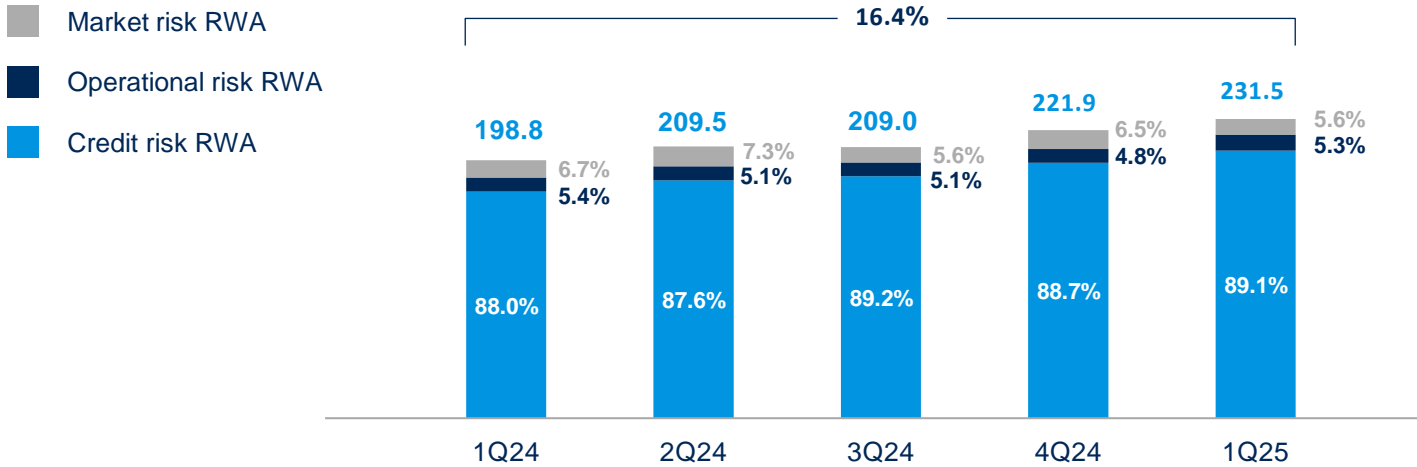
## ROAA (%)



## ROAE (%)



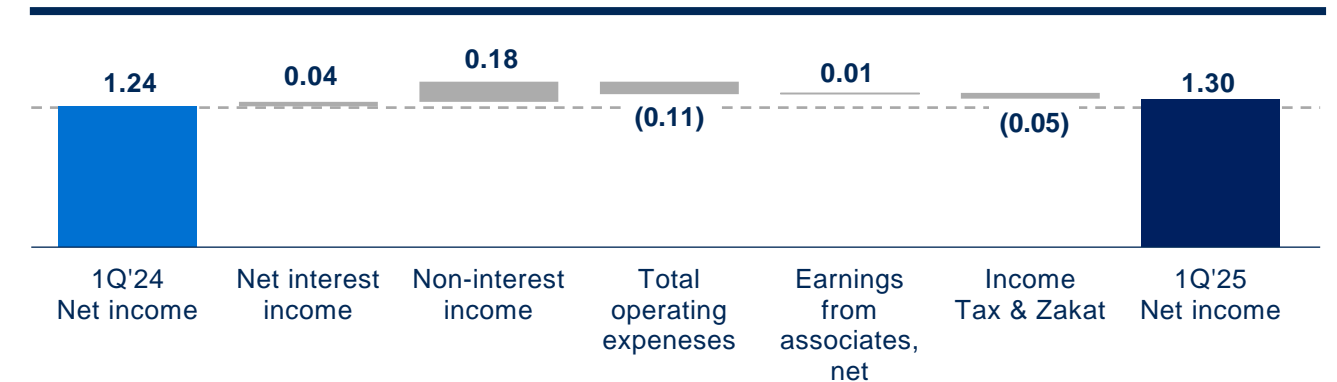
## Risk Weighted Assets (€ bln)



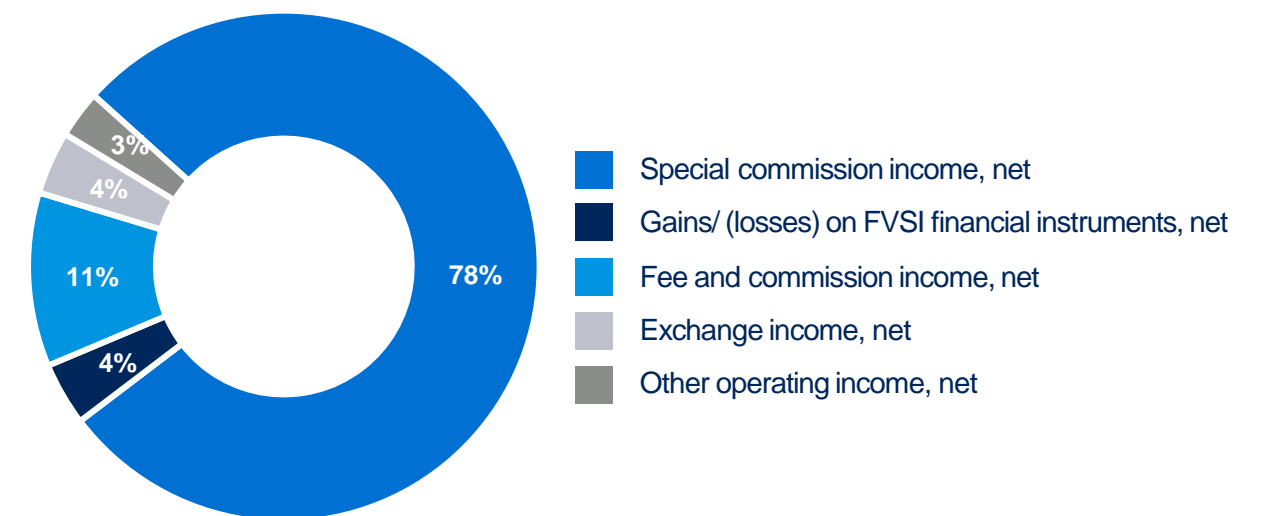
# anb P&L overview: EPS continues to grow on the backdrop of strong results

	QTD			YTD		
Consolidated Income Statement, ₪ mln	Mar FY25	Dec FY24	QoQ	Mar FY25	Mar FY24	YoY
Special commission income	3,569	3,639	-1.9%	3,569	3,487	2.3%
Special commission expense	1,601	1,606	-0.3%	1,601	1,560	2.6%
Net special commission income	1,968	2,033	-3.2%	1,968	1,928	2.1%
Fee and commission income	613	447	37.2%	613	467	31.2%
Fee and commission expense	332	342	-3.0%	332	263	26.2%
Fee and commission income, net	281	105	168.3%	281	204	37.7%
Exchange income, net	92	99	-7.2%	92	69	34.6%
Gains/ (losses) on FVSI, net	113	157	-28%	113	19	494%
Other revenue	75	52	45.6%	76	90	-15.4%
<b>Total operating income</b>	<b>2,531</b>	<b>2,446</b>	<b>3.4%</b>	<b>2,531</b>	<b>2,309</b>	<b>9.6%</b>
Salaries and employee related expenses	461	521	-11.4%	461	418	10.4%
Depreciation and amortisation	67	63	5.8%	67	63	6.0%
Other expenses	273	288	-5.2%	273	249	9.4%
Operating expenses prior ECL	801	872	-8.1%	801	730	9.7%
ECL charges, net	205	152	35.1%	205	162	27.0%
Impairment charge on other real estate	0	119	-100.0%	0	0	0.0%
<b>Total operating expenses</b>	<b>1,006</b>	<b>1,143</b>	<b>-12.0%</b>	<b>1,006</b>	<b>892</b>	<b>12.8%</b>
Earnings from associates, net	6	132	-95.4%	6	-1	637.0%
<b>Net Income before zakat and income tax</b>	<b>1,530</b>	<b>1,435</b>	<b>6.6%</b>	<b>1,530</b>	<b>1,417</b>	<b>8.0%</b>
Zakat and income tax	226	178	27.1%	226	181	24.9%
<b>Net income after zakat and tax*</b>	<b>1,304</b>	<b>1,257</b>	<b>3.7%</b>	<b>1,304</b>	<b>1,236</b>	<b>5.5%</b>
<b>EPS</b>	<b>0.65</b>	<b>0.63</b>	<b>4%</b>	<b>0.65</b>	<b>0.62</b>	<b>6%</b>

## Net income movements (₪ bln)



## Operating income structure 1Q25 (%)



# anb P&L overview: investing in quality and human capital balanced by disciplined costs control

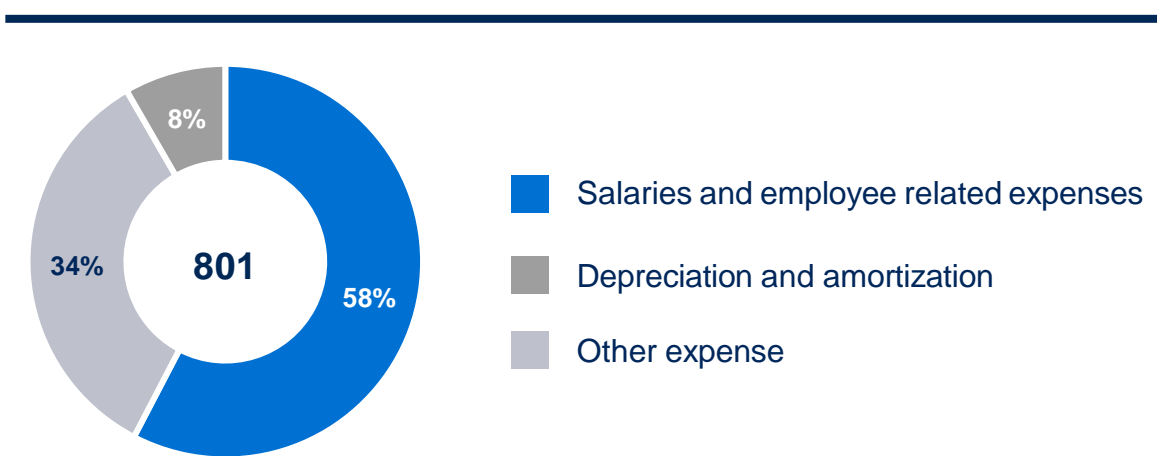
Cost to income  
1Q'25

**31.7%**

+4 bps YoY

*9.7% yoy OPEX growth was driven primarily by staff costs on the backdrop on continued investments into human capital and strengthening business and control capabilities to ensure best-in-class customer experience and digital security*

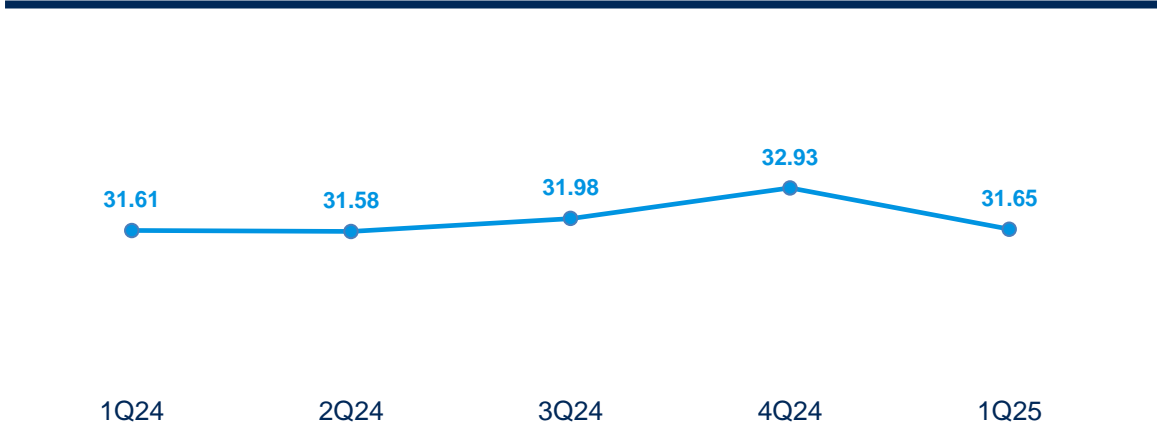
Operating expenses for 1Q'25 breakdown (₹ mln)



OPEX before impairment (₹ bln)



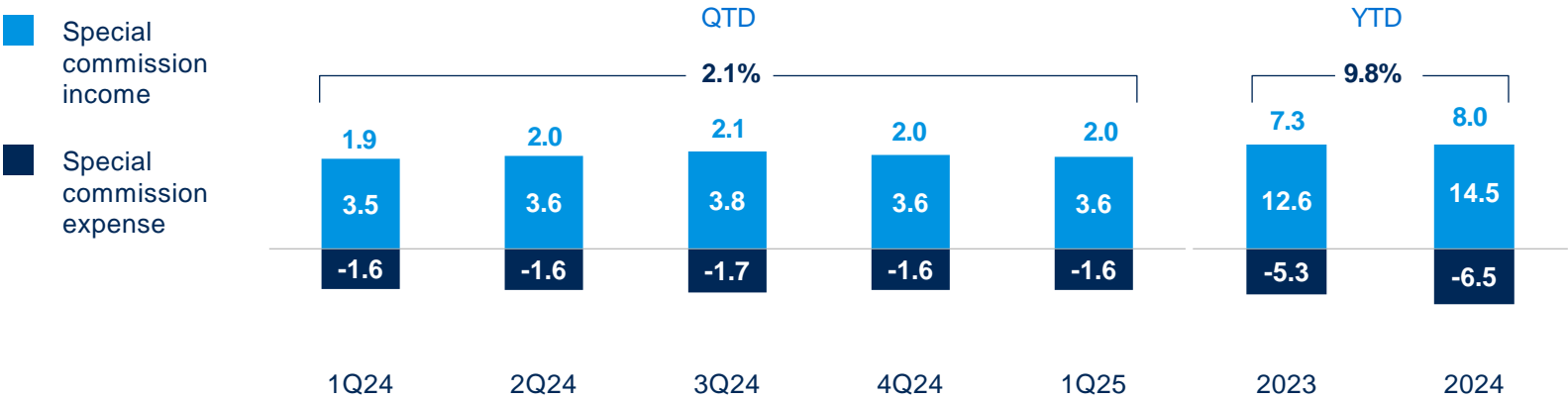
Cost to income, (QTD %)





# anb P&L overview: strong NIM drives growth on net special commission income

## Special commission income, net (₹ bln)



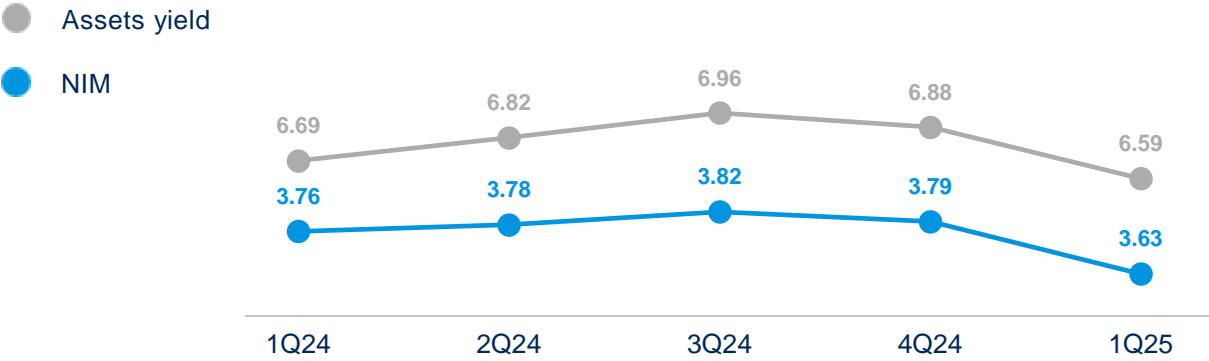
NIM

3.63%  
1Q'25

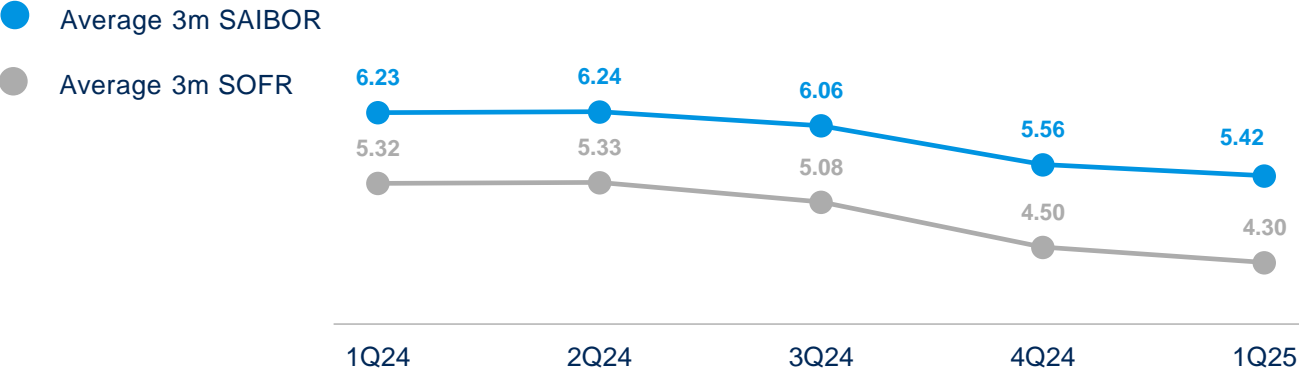
-13 bps YoY

*NIM is resilient supported by growth in assets and improved cost of fund*

## NIM and assets yield (QTD, %)

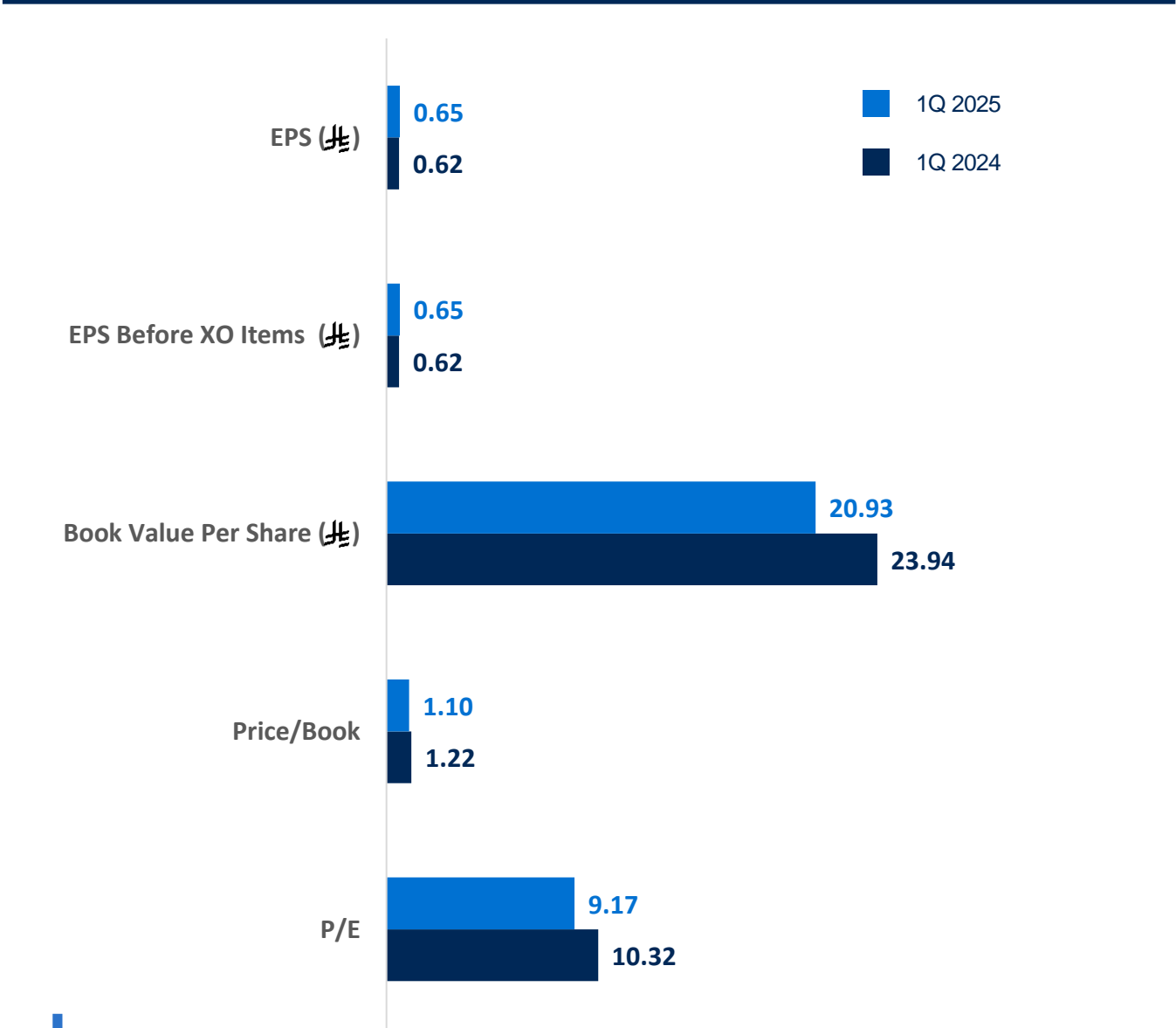


## Market benchmarks (%)



# anb is committed to deliver attractive returns to shareholders

## Per share data



Aggregate  
return

**ca. 6.8**

(₪ / share)

Dividend  
payout ratio

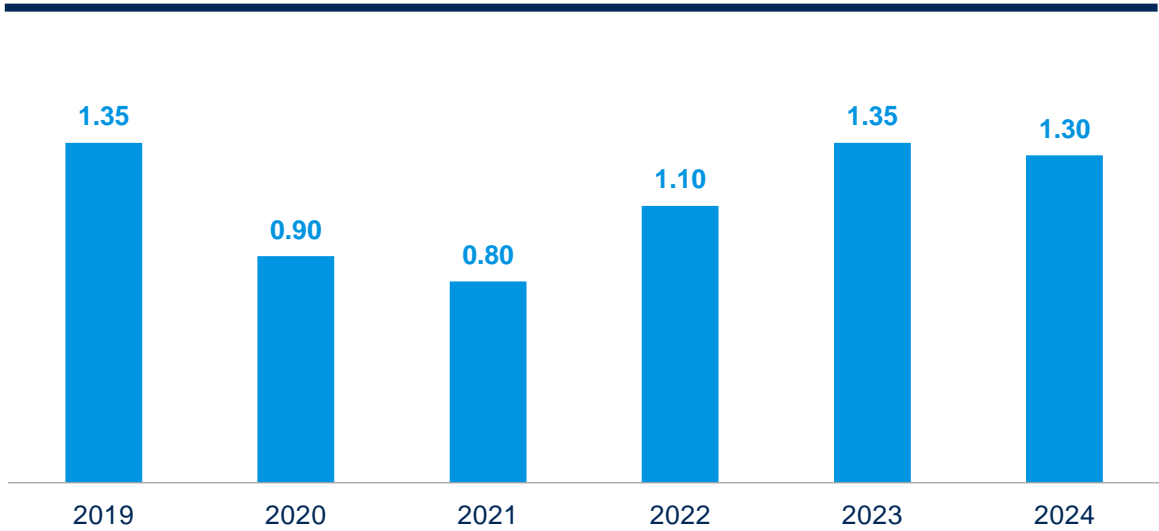
**52.3%**

in FY 2024

LTM

- *anb maintains strong capital levels essential for business growth*
- *Prioritizing returns to shareholders through dividends distribution*

## Common dividends (₪ per share)





# Guidance

# Guidance: on track to deliver on 2025 targets

	Metric	1Q 2025	2025G
Balance sheet	Loans & Advances growth YoY	13.4%	Mid-teens
Profitability	NIM growth YoY	-13 bps	-5 to 5 bps
	Cost to Income Ratio	31.7%	Below 32%
	Costs growth YoY	9.7%	Single-digit
	ROAE	13.07%	Above 13%
Asset quality	Cost of risk	40 bps	40 – 50 bps
Capital	Total CAR	19.8%	Above 18%



The background image shows a modern, multi-story office building at night, illuminated from within. In the foreground, there is a large, active fountain with many water jets. To the right of the fountain, there are some trees and a paved area. The sky is a deep blue. A semi-transparent blue overlay covers the left side of the image, featuring a pattern of white, stylized, interlocking geometric shapes. The title 'Corporate Governance & ESG' is written in white, bold, sans-serif font across the middle-right portion of the image.

# 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



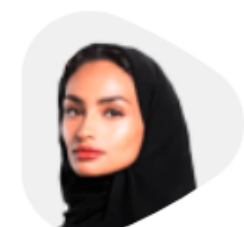
**Saleh  
Almahmoud**

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

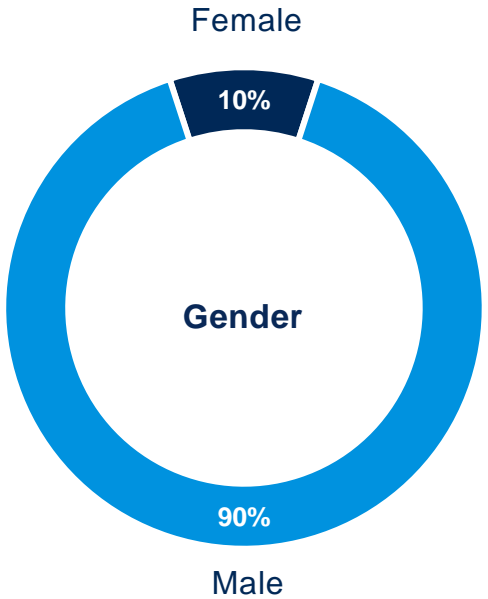
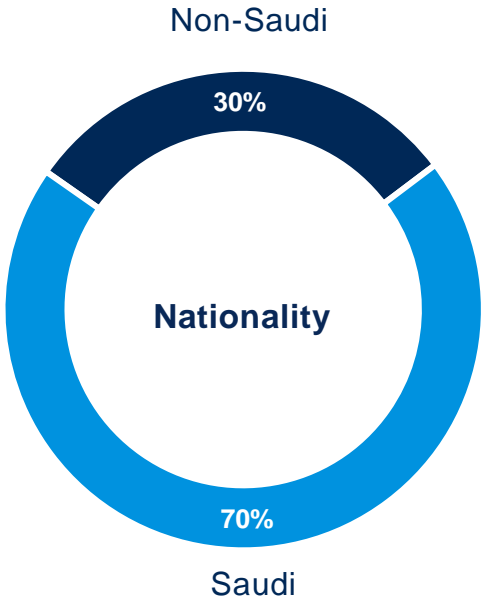
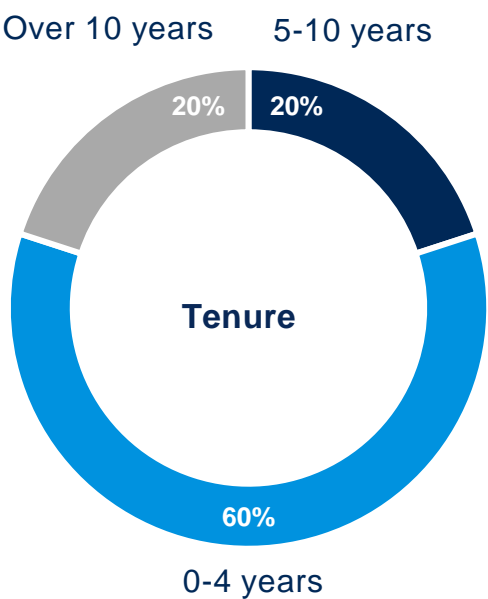
# BoD comprised of 10 members, including 4 independent directors

## Independent directors

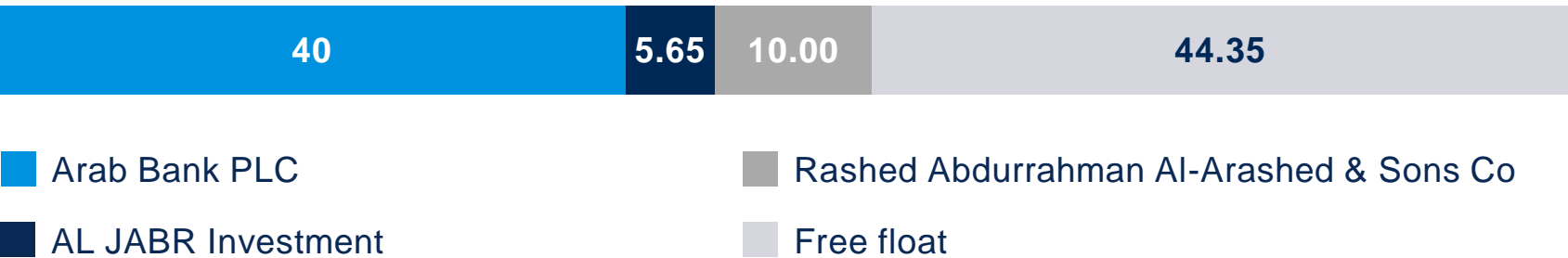
- Mr. Abdulmohsen Ibrahim Al-Touq, Deputy Chairman
- Dr. Mohammed Faraj Alkanani Al-Zahrani
- Mr. Thamer Mesfer Al-Wadai
- Mr. Osama Khalid Alatiki

## 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



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



~ ~~500~~**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

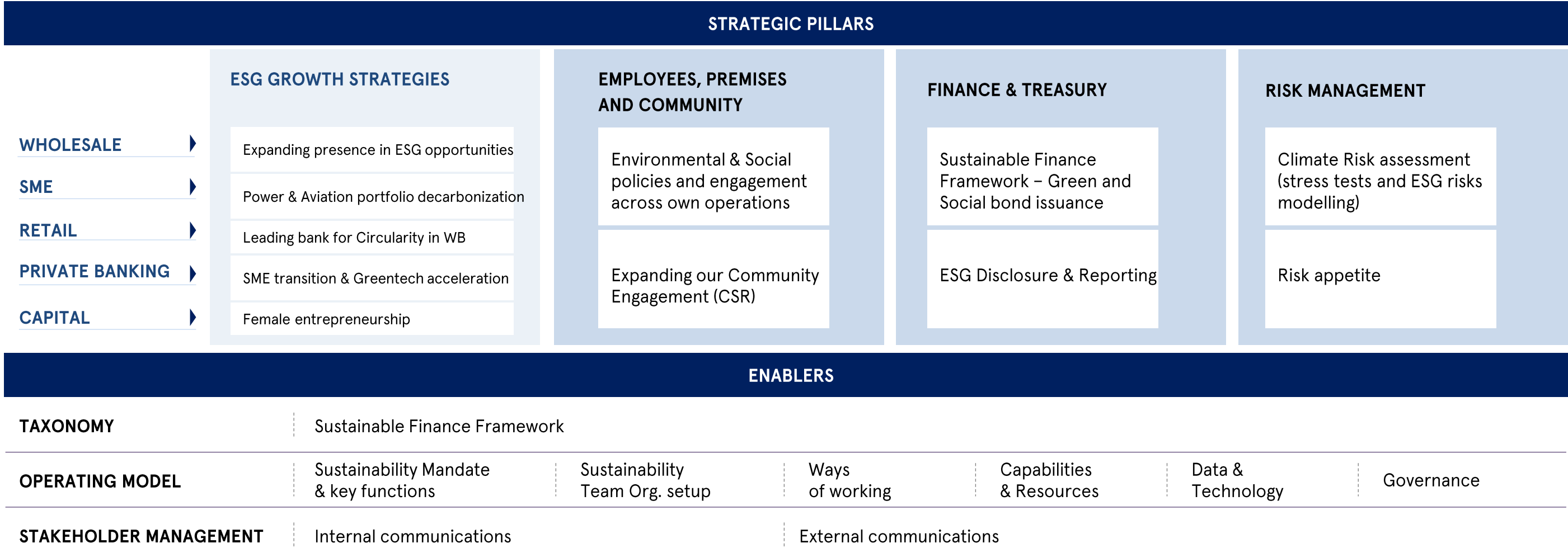


### Net Zero Pathway

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

For more information, please contact us at:

**anb**

P.O.Box 56921 Riyadh 11564

Email: [Invest@anb.com.sa](mailto:Invest@anb.com.sa)

[2024 Annual report](#)



Access our IR website:

[www.anb.com.sa](http://www.anb.com.sa)

Find out financial disclosures:

<https://anb.com.sa/en/web/anb/annual-reports>

anb Investor Relations App:

