



# Investor Presentation

**2Q 2025**

July 2025

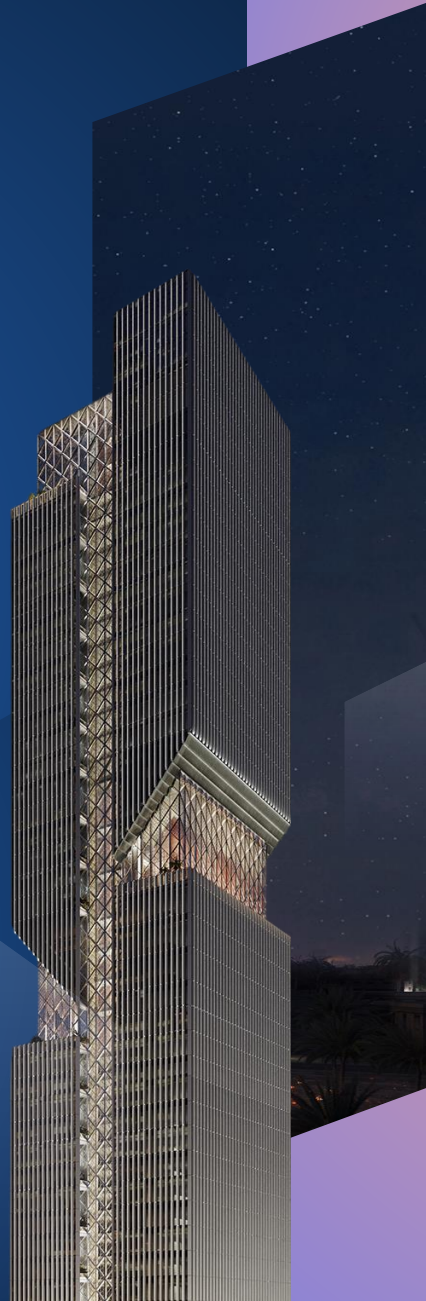
digital. fast. convenient.

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# Alinma Overview

Q2 2025



digital. fast. convenient.

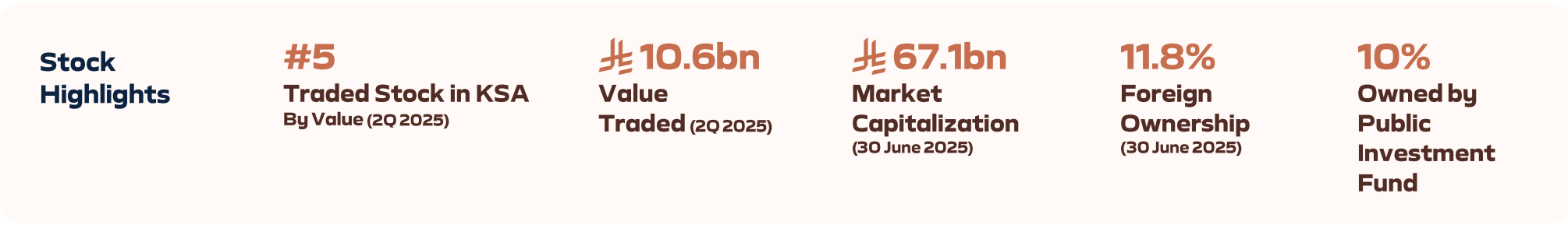
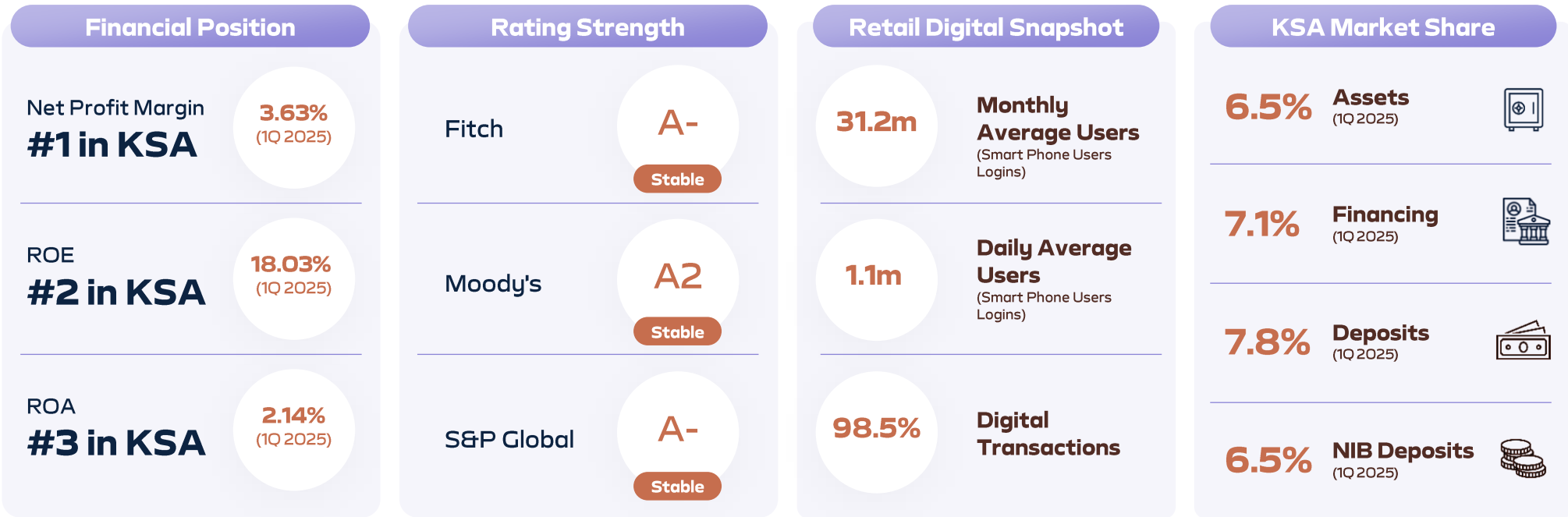
# History

Alinma was established in 2006 as full-fledged shariah compliant banking services provider.



# Alinma Overview

One Step Ahead



SOURCE: Bank Financial Statements, Tadawul



# Management Team

Alinma has built an experienced new management team poised to execute its strategy



**Abdullah Ali Al Khalifa**  
Chief Executive Officer



**Saleh Abdullah Al Zumaie**  
Deputy Chief Executive Officer



**Adel Saleh Abalkhail**  
Chief Financial Officer



**Jameel Naif Al Hamdan**  
Chief Corporate Banking Officer



**Abdullah Jamaan Al Zahrani**  
Chief Treasury Officer



**Abdulrahman Mohammed Al Nasser**  
Chief Retail Banking Officer



**Meshal Hamad Al Rabiah**  
Chief Risk Officer



**Meshary Abdulaziz Al Jubair**  
Chief Operating Officer



**Mohammed Sultan Al Sehali**  
Chief Internal Audit Officer



**Saud Aied Al Mufaddaly**  
Chief Compliance Officer



**Hisham Abdullah Al Turaigi**  
Chief Credit Officer



**Eyad Osama Al Othman**  
Chief Legal & Corporate Governance



**Fahad Abdulaziz Al Mohaimeed**  
Chief Strategy & Sustainability Officer



**Yaser Abdulaziz Al Marshde**  
Chief Sharia Officer



**Abdullah Mohammed Al Salamah**  
Chief Human Capital Officer

# Strategy Update

Q2 2025



digital. fast. convenient.

# Strategic Positioning

Alinma Bank's strategic positioning cascades down into each business strategy



Bank wide

1

Be recognized and celebrated as the fastest and most convenient bank in KSA



Be the #1 in Net Promoter Score (NPS) across KSA Banks



Be the #1 Employer of choice across KSA Banks

Segment wise



Be the most digitally advanced, fastest, and most convenient Retail bank in KSA



Be the Corporate bank with the best customer experience (increasingly integrated) and offer the fastest turnaround time in KSA

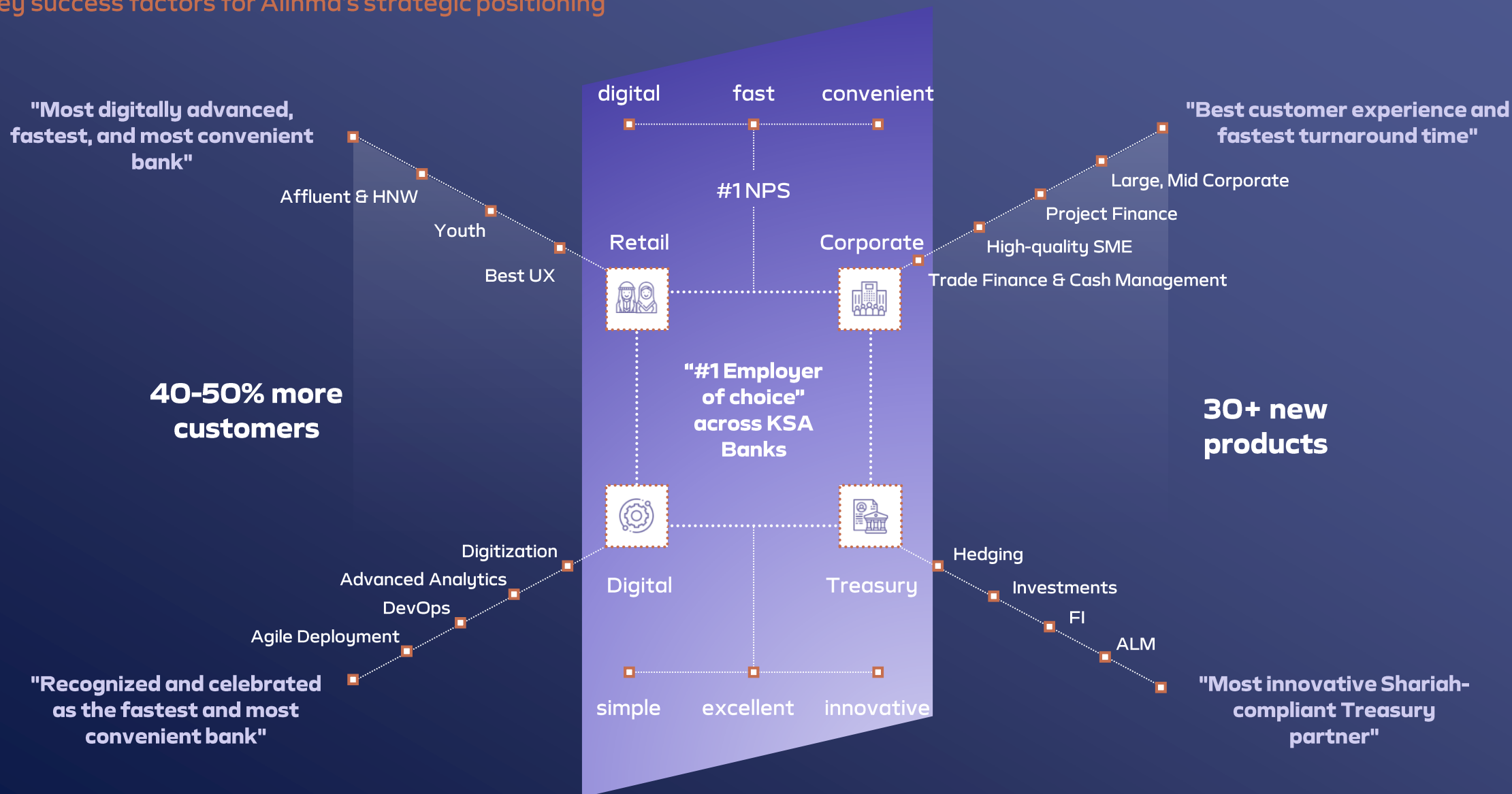


Be the most innovative Shariah compliant Treasury partner across KSA



# Strategy Overview

Key success factors for Alinma's strategic positioning



# Strategy Progress Update

Driving changes across the businesses and bank-wide

	2021 - 2025	2Q 2025	2025
	Strategic Ambitions	Achievements	Initiatives In-Progress
Digital	Build digital factory and apply latest available technologies - Advanced Analytics (AA), AI and Big Data	<ul style="list-style-type: none"><li>Established an automation lab and implemented test automation, that resulted in improving overall quality, reducing TtM</li></ul>	<ul style="list-style-type: none"><li>Driving Agile delivery of IT projects</li><li>Continuously improving new digital app</li></ul>
Fast	Improve processes and speed to market	<ul style="list-style-type: none"><li>5 branches have been opened during 2Q 2025, enhancing our market presence and customer accessibility</li></ul>	<ul style="list-style-type: none"><li>Continuous enhancement of digital journeys for key products and services to reduce turn around time</li></ul>
Convenient	Enhance customer convenience and experience	<ul style="list-style-type: none"><li>Launched Buy Now Pay Later service for credit card holders, enabling profit-sharing with merchants</li></ul>	<ul style="list-style-type: none"><li>Simplify customers' key journeys</li><li>Continuous migration of products and services to digital channels</li></ul>
Total	86 Initiatives	78/86 Initiatives Completed <div><div></div></div> 91%	8/86 Initiatives In Progress <div><div></div></div> 9%

# Retail

Focus on building two customer franchises

## Focus to date Wealth Segments

Acquisition focused on classic segments

Gold, Platinum, Diamond, and Private segment customers driving majority of deposits

Digital capabilities to acquire customers

Future  
Focus

## 1. Digitally-savvy Affluent and HNW

- Experienced professionals and self-employed Saudis
- 35-50 year-old customers in the wealth segment
- Drive growth in deposits

## 2. Digitally-savvy Youth

- Young Saudi professionals and University students
- 18-35 year-old customers in the wealth segment
- Drive growth in Financing

## 3. Customer experience and operational excellence

- Reinvent the experience and improve multi-channel delivery
- Enhance experience around digital journeys and in-branch services
- Elevate customer engagement through tailored services and products



"Be the most digitally advanced, fastest, and most convenient Retail Bank in KSA"

## Initiatives Completed to Date:

20/22 Initiatives Completed

91%

## Key Achievements

2Q  
2025

## New Operating Models and Effective Processes

Launched Buy Now Pay Later service for credit card holders, enabling profit-sharing with merchants

Launched Sustainable Saving Account for non-individual to further strengthen Alinma sustainability initiatives

Replaced 117 old ATMs to latest high-tech new ATMs & installed 10 in new branches

## Distribution Expansion

5

Opened 5 new branches

# Corporate

Evolve the bank and diversify across sectors

## Focus to date Large corporates and project finance

Focused on lending

Leveraging Kafalah  
program

Build the cross-sell  
model

Future  
Focus

## 1. Large, mid-corporate & project finance

- Drive customer centricity, aligning RMs, product specialists and industry experts
- Revamp commercial processes
- Tech-enabled front line
- Enhance product & channel offering in cross-sell categories
- Integrate digital offering

## 2. High-quality SME portfolio

- Foster Kafalah program lending
- Extend SME portfolio along supply chain related offerings

## 3. Global Transaction Banking (GTB) – Cash & Trade Management

- Preferred GTB financial service provider
- Migrate business partners to GTB solutions for efficiency, productivity and higher profitability
- Lead in GTB field via innovation and digitalization

## Alinma Corporate Vision

"Be the Corporate bank with the best customer experience and offer fastest turnaround time in KSA"

## Initiatives Completed to Date:

17/21 Initiatives Completed



80%

## Key Achievements

2Q  
2025

## Growth in All Corporate Segments

+14%  
(YoY)

Growth in Corporate  
financing including SMEs

+30%  
(YoY)

growth in booked assets  
under Mid-Corporate  
banking segment

+21%  
(YoY)

Growth in SMEs  
financing

## Automation



Launched AI engine for  
Next Product to Buy to  
rollout corporate  
clients

# Treasury

Become core partner for corporate clients and grow FI franchise

## Focus to date Liquidity management and stable risk

Strong track record  
with well-managed  
liquidity profile and  
investment revenue  
and stable risk

FI customers serviced  
well

Future  
Focus

### 1. Derivative products

- ❑ Grow product portfolio to provide holistic value proposition to clients
- ❑ Drive Customer centricity to facilitate bank-level alignment and improved cross-sell revenues

### 2. Enhanced financial institutions franchise

- ❑ FIs represent important source to diversify funding and show continued interest into KSA investments

### 3. High Quality Asset Liability Management

- ❑ Grow deposits and long term liabilities on one side and term assets on the other to maintain a healthy balance sheet
- ❑ Continue to focus on liquidity and stable funding ratios

## Alinma Treasury Vision

"Be the most innovative  
Shariah compliant  
Treasury partner across  
KSA"

## Initiatives Completed to Date:

12<sub>/12</sub> Initiatives Completed

100%

## Key Achievements

2Q  
2025

## Expansion of Products and Volumes

\$500 Mn

Sustainable AT1 sukuk  
issued

\$500 Mn

senior unsecured sukuk  
issued

ﷲ5.2 Bn

Multiple cash flow  
hedge transaction



# Digital

Build Digital to scale customer experience and operational excellence across the bank

## Focus to date Driving digital capabilities

Pursuing initiatives  
across Advanced  
Analytics and Big Data,  
AI and RPA

Projects are driven by  
Agile ways of working

Augment digital work  
force with best in class  
talents and upskill digital  
teams by establishing  
digital training e-academy

Future  
Focus

## 1. World-Class Digital Capabilities

- Accelerate digitization
- Progress on Advanced Analytics while building new capabilities
- Reinvent the customer experience and improve multi-channel capabilities
- Leverage the ecosystem to create innovative and unique propositions

## 2. Improve Operating Model

- Deliver with speed, quality and efficiency
- Improve ways of working, e.g. Agile delivery, DevOps, etc.
- Establish the digital factory to power rapid delivery and foster innovation

## 3. Drive Operational Excellence

- Improve efficiency through digitization of services and products
- Automate internal processes using robotics to enhance turnaround times.



"Be the most digitally advanced, fastest, and most convenient Retail Bank in KSA"

## Initiatives Completed to Date:

18/20 Initiatives Completed



90%

## Key Achievements

2Q  
2025

## Expansion of Products and services

Introduced BaaS to facilitate partnerships and enable the delivery of integrated financial services to customers

Contributed to the successful launch of AMAD FinTech Hackathon that aims to developing financial sector in the Kingdom and enhancing customer experience

## Automation

Established an automation lab and implemented test automation, that resulted in improving overall quality, reducing TtM

# Human Capital

Fostering a great working environment and being the cultural transformation champions in the organization



## Focus to date Hiring and training activities

Improve Work Environment

Female Empowerment

Hire Top Talent

Future  
Focus

## 1. Drive cultural change agenda

- ❑ Cascade new strategy to organization and embed in communication
- ❑ Measure and improve employee engagement/organizational health
- ❑ Regularly celebrate success stories

## 2. Grow capabilities across the bank

- ❑ Hire top talent including new capabilities (i.e. data science)
- ❑ Continuously develop capabilities through learning
- ❑ Develop rotational programs, new career path to foster innovation

## 3. Organizing Alinma for success

- ❑ Adjust working model based on new requirements
- ❑ Implement agile forms of organization in future
- ❑ Digitalize and streamline HC processes



Alinma  
Human Capital Vision

"Be the #1 Employer of choice across KSA Banks"

## Initiatives Completed to Date:

9/9 Initiatives Completed

100%

## Key Achievements

2Q  
2025

## Increased Employee Engagement



Established a baseline for employee wellbeing, achieving a 70% score based on internal indicators of employee satisfaction and engagement



Launched our awareness campaign on alinma's values, starting with 'We Collaborate,' using interactive games, activity cards, and workshops to foster a culture of collaboration

## Increased Training & Key Placements

+60

Training programs has been launched covered digital, business, leadership, soft skills and technical training

+33%

Of employees received core, technical, and leadership training during the second quarter

## Workforce

96%

Saudization Rate

23%

Female percentage of total workforce

# Strategy Financial KPIs

Driving growth and sustainable progress



## Retail

Revolving Credit Card portfolio, ₪ Mn

755 2Q2024 → +37% → 1,033 2Q2025

Auto Lease portfolio, ₪ Mn

2,281 2Q2024 → +57% → 3,579 2Q2025

Account opening (digital on-boarding)

87% 1H2024 → +7% → 93% 1H2025



## Corporate

Project Finance portfolio, ₪ Bn

67.7 2Q2024 → +5% → 71.2 2Q2025

SME portfolio, ₪ Bn

8.6 2Q2024 → +21% → 10.4 2Q2025

Mid Corporate portfolio, ₪ Bn

10.1 2Q2024 → +30% → 13.2 2Q2025



## Treasury

Average yield on investment portfolio, bps

438 1H2024 → +15bps → 453 1H2025

Cost of Funding, bps

-322 1H2024 → -27bps → -295 1H2025

Exchange Income, Net ₪ Mn

179.5 1H2024 → +5% → 189.4 1H2025

# Historical Financial Performance

Q2 2025

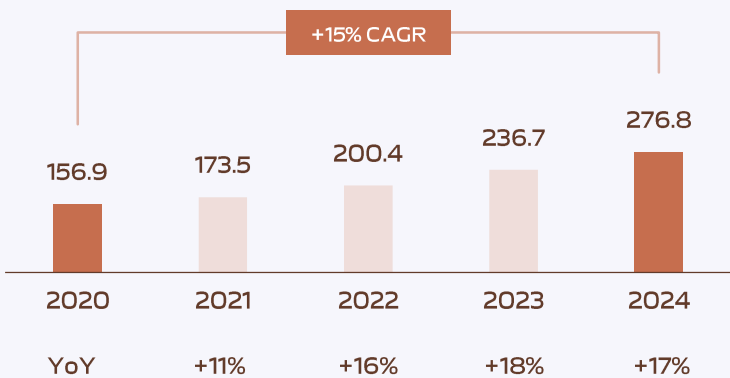


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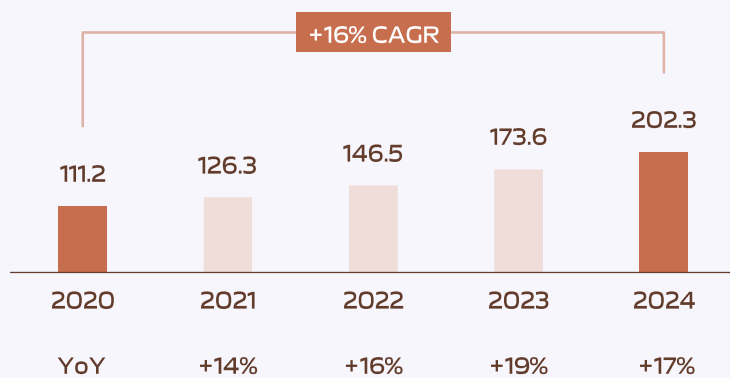
# Balance Sheet Track Record

Solid history of strong balance sheet momentum...

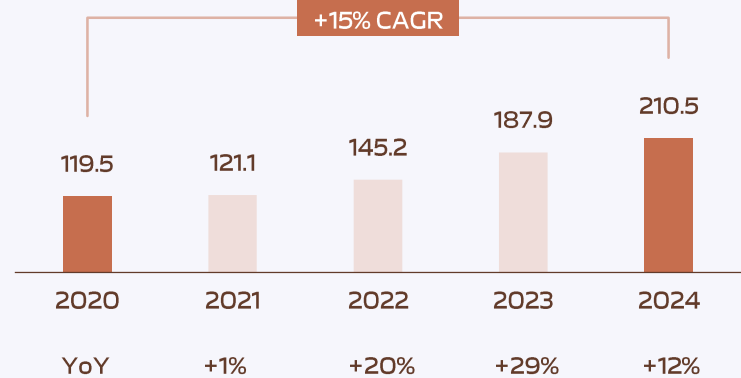
Total Assets (ﷲ bn)



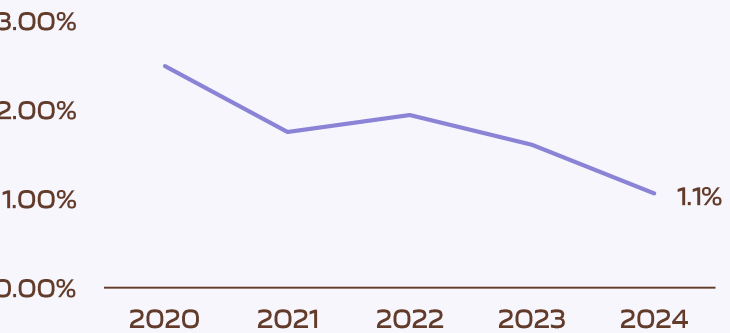
Financing (ﷲ bn)



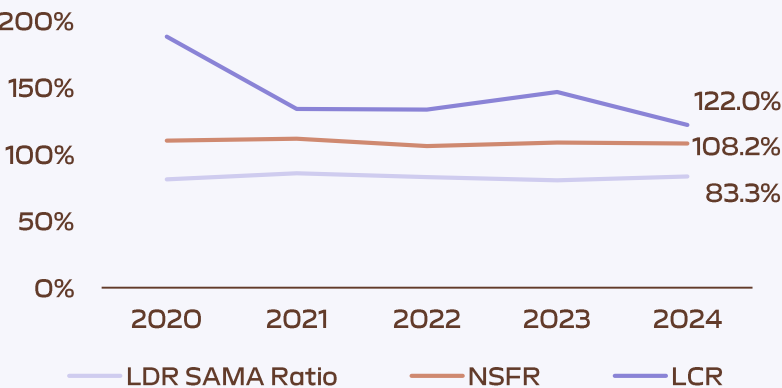
Customers' Deposits (ﷲ bn)



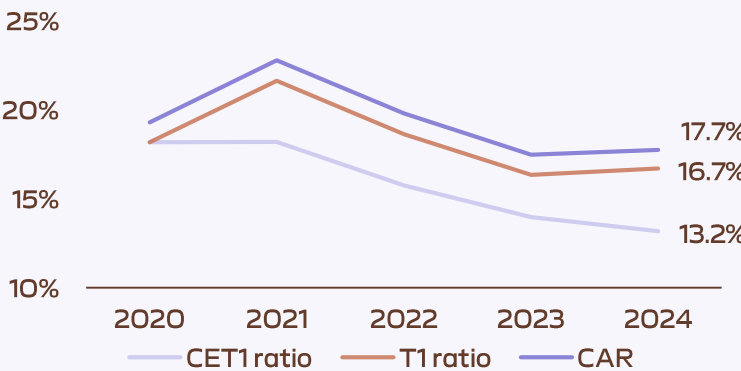
NPL Ratio (%)



Liquidity (%)



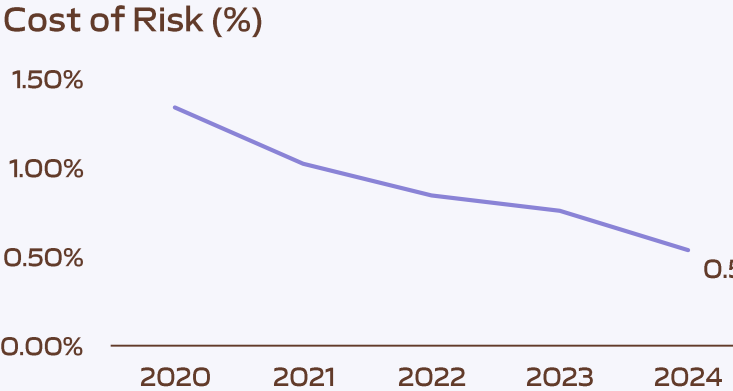
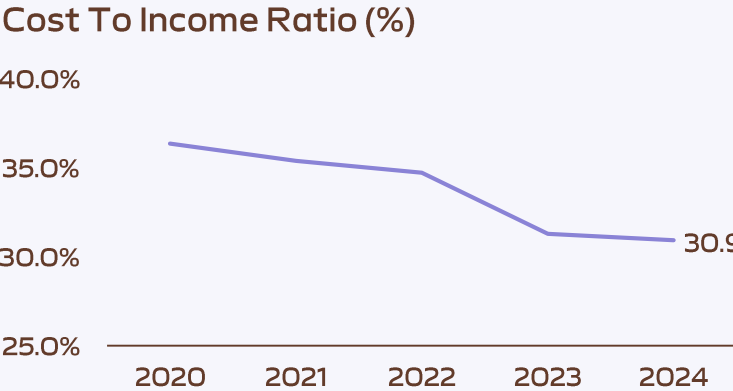
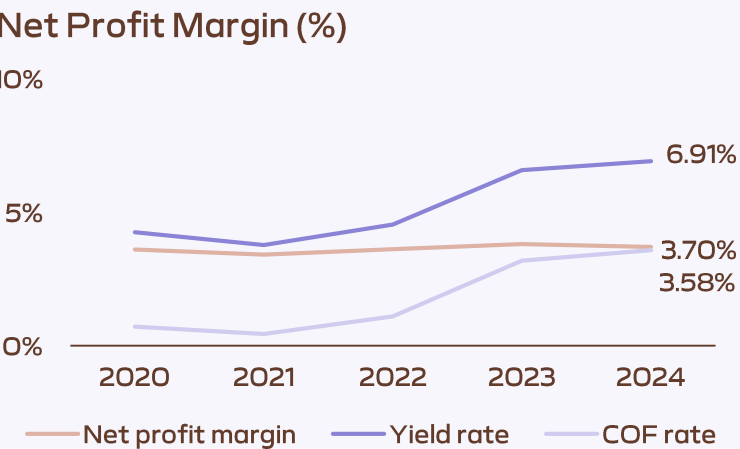
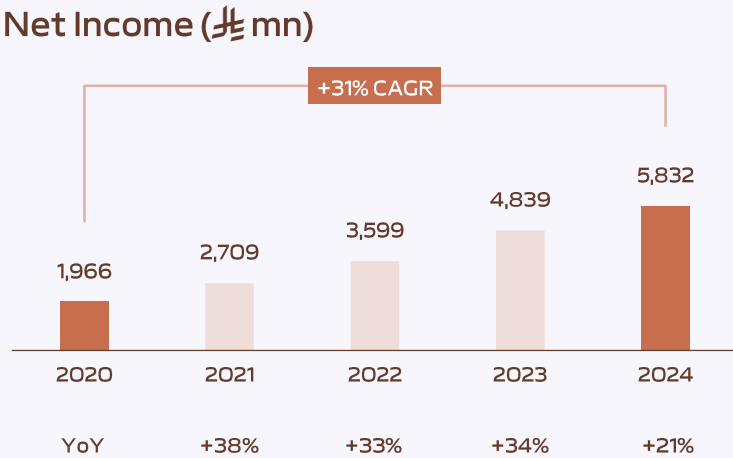
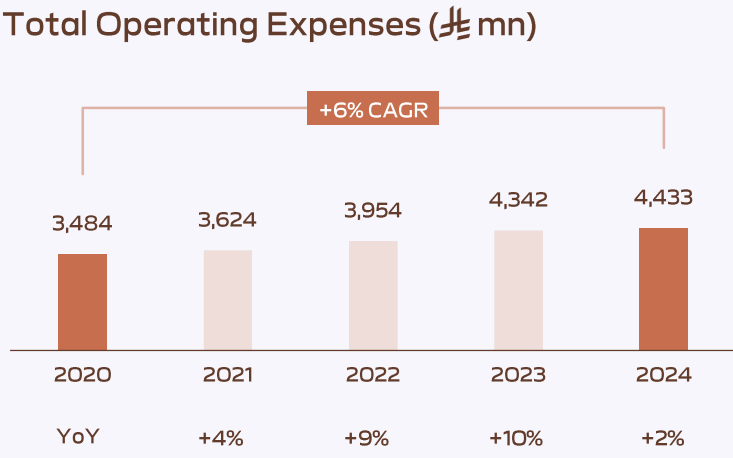
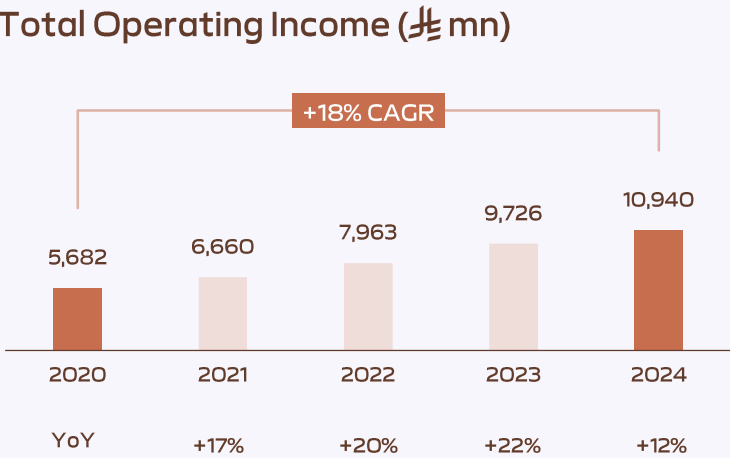
Capitalization (%)





# P&L Track Record

...translating to consistently strong top-line growth and solid profitability



# 1H 2025 Financial Performance

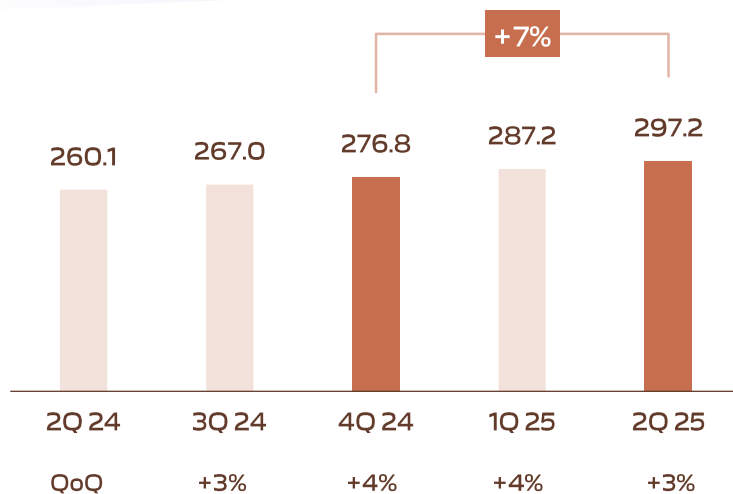


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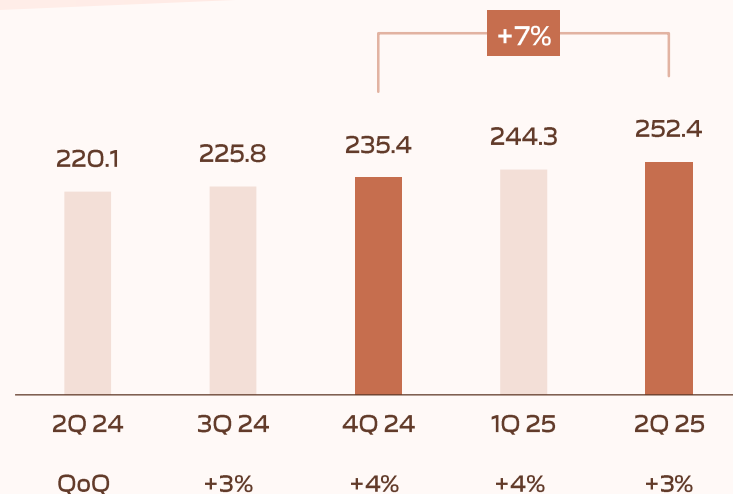
# 2Q 2025 Balance Sheet Highlights

Balance sheet growth from financing and investments growth funded mainly from customers' deposits

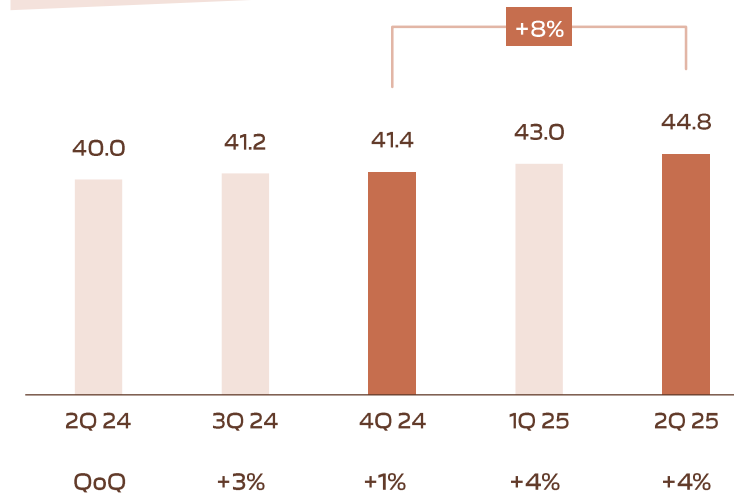
## Total Assets (ﷲ Bn)



## Total Liabilities (ﷲ Bn)



## Total Equity (ﷲ Bn)



### 2Q 25 Financing

ﷲ Bn  
**218.6**  
+8%  
YTD

### 2Q 25 Customers' Deposits

ﷲ Bn  
**229.9**  
+9%  
YTD

### 2Q 25 CASA Deposits

ﷲ Bn  
**116.5**  
+7%  
YTD

### 2Q 25 Total Assets

ﷲ Bn  
**297.2**  
+7%  
YTD

### 2Q 25 LDR SAMA Ratio

**82.5%**  
+3  
PPTS YoY

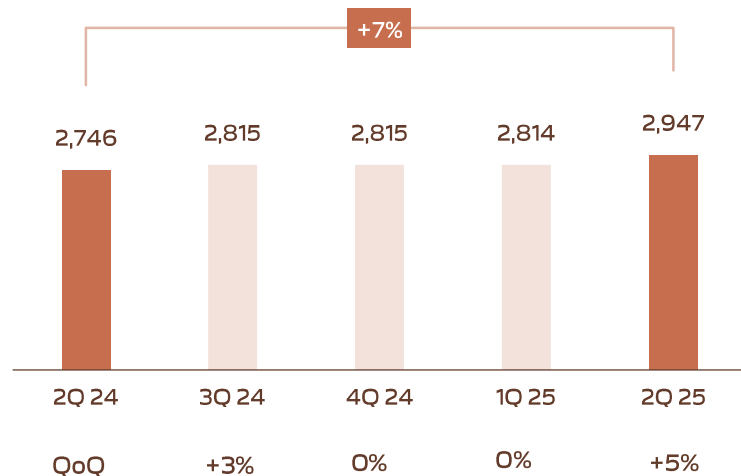
### 2Q 25 CAR

**18.5%**  
-8  
BPS YoY

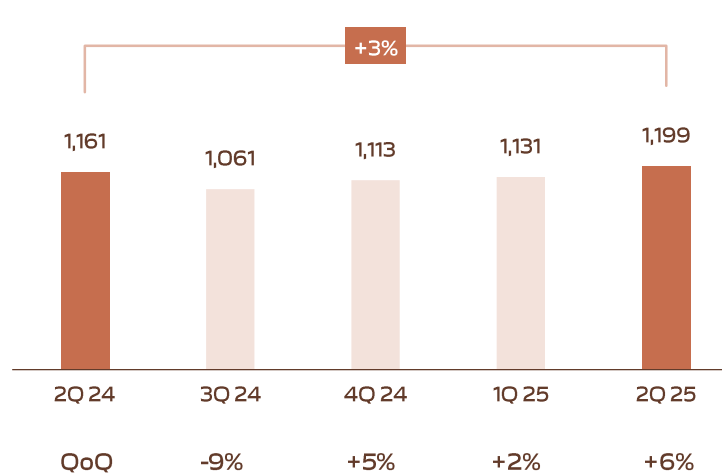
# 1H 2025 P&L Highlights

Operating income growth drove a 13% increased in net income for 1H 2025

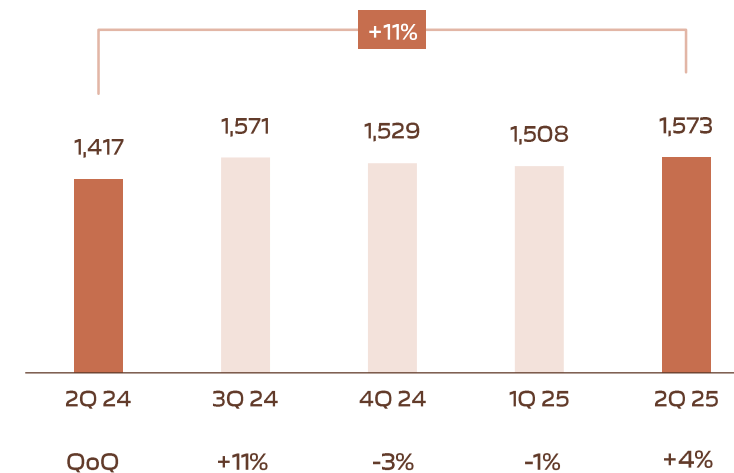
## Total Operating Income (ﷲ Mn)



## Total Operating Expenses (ﷲ Mn\*)



## Net Income (ﷲ Mn)



\* Including impairment charge

### 1H 25 Funded Income

ﷲ Mn  
**4,555**  
+9% YoY

### 1H 25 Non-Funded Income

ﷲ Mn  
**1,205**  
+5% YoY

### 1H 25 Net Income

ﷲ Mn  
**3,081**  
+13% YoY

### 1H 25 Net Profit Margin

**3.52%**  
-22% BPS YoY

### 1H 25 Cost to Income Ratio

**31.6%**  
+0.2 PPTS YoY

### 1H 25 ROE

**18.4%**  
+42 BPS YoY

# Balance Sheet Trends

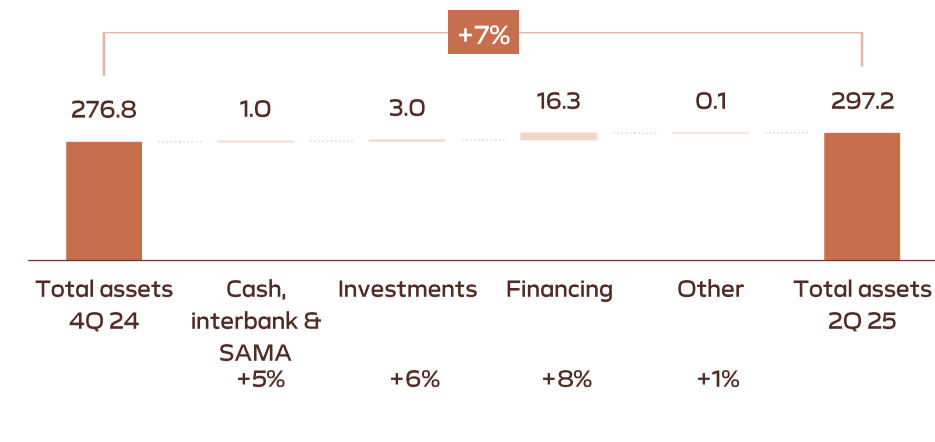
Balance sheet growth of 7% YTD driven by financing and investments

## Management Commentary

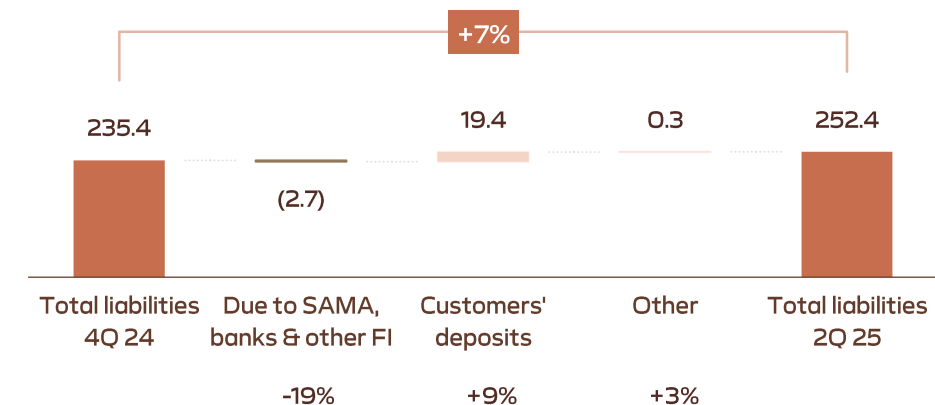
- Growth in total assets of 7% YTD mainly driven by 8% financing growth and 6% growth in investments.
- Total liabilities grew by 7% YTD mainly from a 9% increase in customers' deposits.

ﷲ (mn)	2Q 2025	4Q 2024	Δ%	2Q 2024	Δ%
Cash, interbank & SAMA balances	19,347	18,360	+5%	17,199	+12%
Investments	51,639	48,625	+6%	46,631	+11%
Financing	218,596	202,308	+8%	189,912	+15%
Other assets	7,634	7,534	+1%	6,397	+19%
<b>Total assets</b>	<b>297,216</b>	<b>276,827</b>	<b>+7%</b>	<b>260,138</b>	<b>+14%</b>
Due to SAMA, banks & other FI	11,253	13,936	-19%	7,651	+47%
Customers' deposits	229,944	210,545	+9%	205,357	+12%
Other liabilities	11,244	10,905	+3%	7,094	+59%
<b>Total liabilities</b>	<b>252,442</b>	<b>235,386</b>	<b>+7%</b>	<b>220,101</b>	<b>+15%</b>
Share capital	25,000	25,000	0%	25,000	0%
Retained earnings	4,565	3,188	+43%	3,207	+42%
Other reserves	4,583	4,503	+2%	3,079	+49%
Tier 1 sukuk	10,626	8,751	+21%	8,752	+21%
<b>Total equity</b>	<b>44,775</b>	<b>41,442</b>	<b>+8%</b>	<b>40,037</b>	<b>+12%</b>

## Total Assets Movement YTD (ﷲ bn)



## Total Liabilities Movement YTD (ﷲ bn)





# P&L Trends

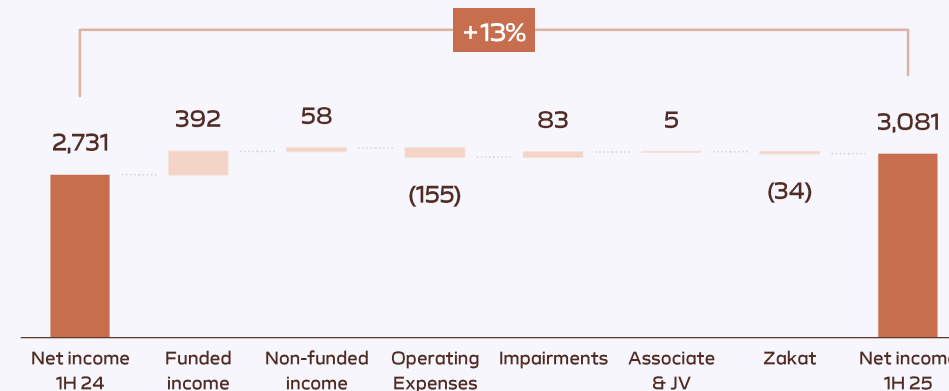
Net income for 1H 2025 grew by 13% YoY supported by growth in operating income

## Management Commentary

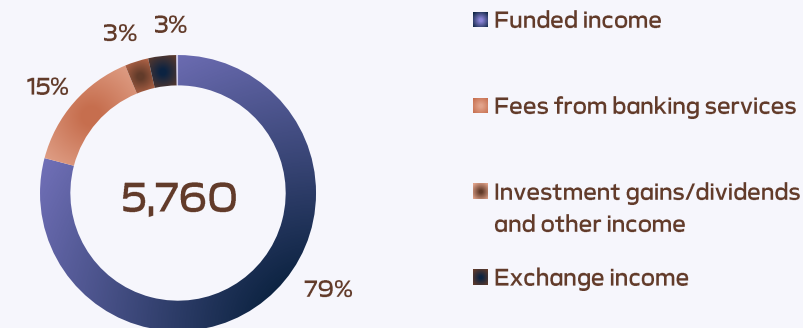
- Net income for 1H 2025 grew 13% YoY to  $\text{AED } 3,081\text{mn}$  from 8% operating income growth.
- 1H 2025 funded income increased by 9% YoY, and the non-funded income increased by 5% YoY.

$\text{AED } (\text{mn})$	1H 2025	1H 2024	$\Delta\%$	2Q 2025	2Q 2024	$\Delta\%$
Funded income	4,555	4,163	+9%	2,272	2,151	+6%
Non-Funded income	1,205	1,148	+5%	675	595	+13%
<b>Total operating income</b>	<b>5,760</b>	<b>5,310</b>	<b>+8%</b>	<b>2,947</b>	<b>2,746</b>	<b>+7%</b>
Operating Expenses	1,822	1,668	+9%	917	834	+10%
<b>Net operating income before impairment charge</b>	<b>3,938</b>	<b>3,643</b>	<b>+8%</b>	<b>2,029</b>	<b>1,912</b>	<b>+6%</b>
Impairments	508	591	-14%	281	327	-14%
<b>Net operating income</b>	<b>3,431</b>	<b>3,052</b>	<b>+12%</b>	<b>1,748</b>	<b>1,585</b>	<b>+10%</b>
<b>Income before zakat &amp; income tax</b>	<b>3,429</b>	<b>3,045</b>	<b>+13%</b>	<b>1,747</b>	<b>1,579</b>	<b>+11%</b>
Zakat	348	314	+11%	174	163	+7%
<b>Net income</b>	<b>3,081</b>	<b>2,731</b>	<b>+13%</b>	<b>1,573</b>	<b>1,417</b>	<b>+11%</b>

## Net Income Movement YoY ( $\text{AED } \text{mn}$ )



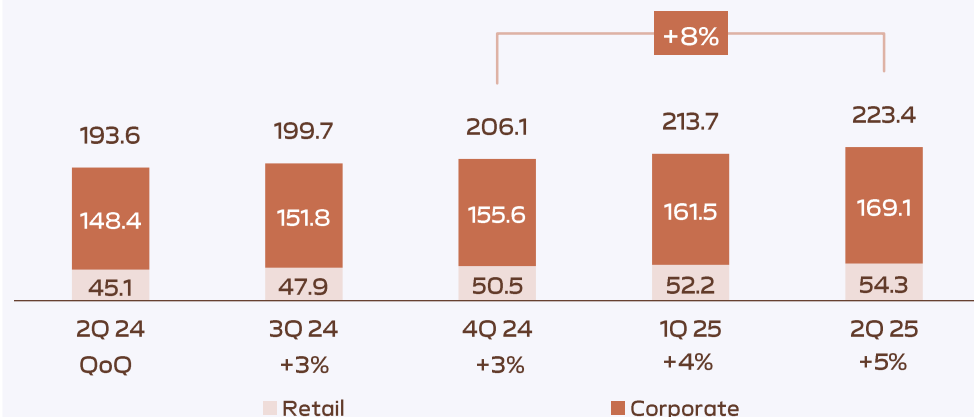
## Operating Income Composition ( $\text{AED } \text{mn}$ )



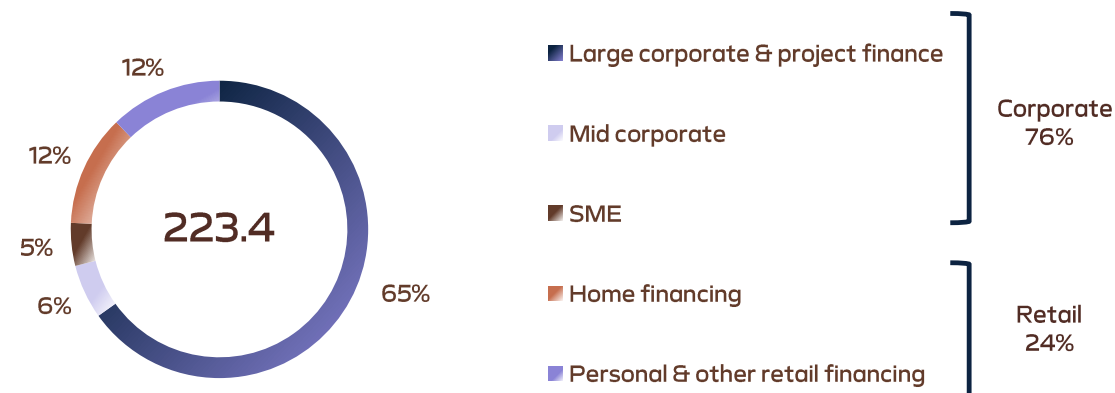
# Financing

Gross financing growth of 8% YTD is driven by 8% increase in retail financing, and 9% in corporate financing

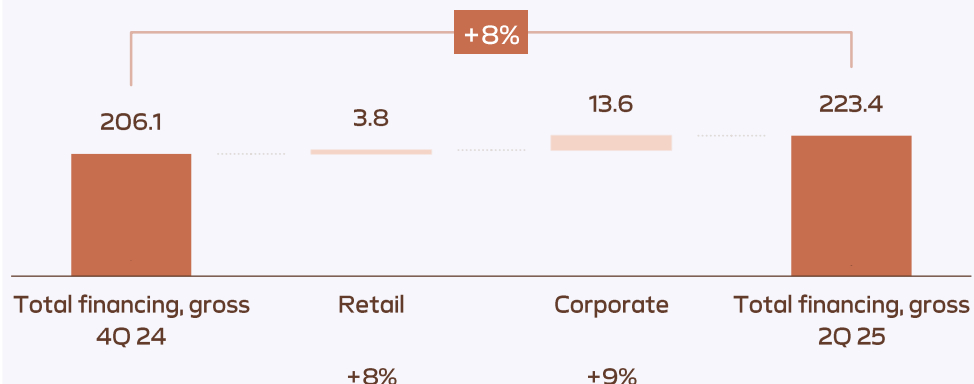
Financing, Gross (ﷲ bn)



Financing, Gross Composition (ﷲ bn)



Financing, Gross Movement YTD (ﷲ bn)

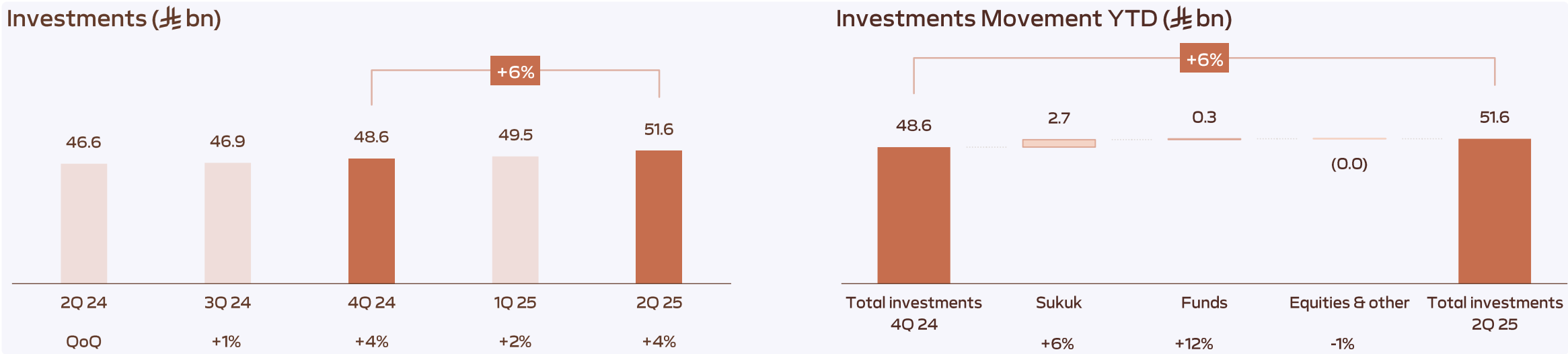


## Management Commentary

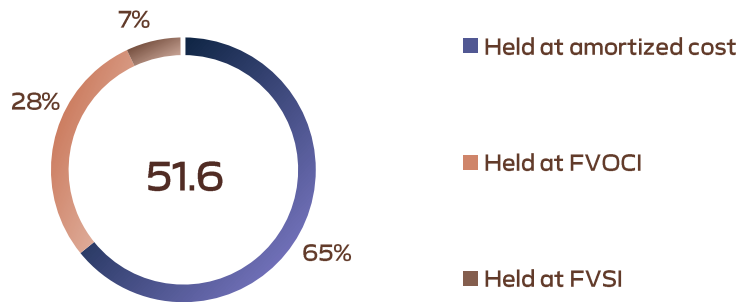
- Retail financing increased by 8% YTD, driven primarily by a robust growth in auto financing, complemented by a healthy expansion in home financing.
- Corporate financing growth continued its momentum with 9% increase YTD, driven by 23% growth in mid-corporate, along with 12% growth in SME financing YTD.
- Gross financing comprises of 76% corporate and 24% retail as of June 30<sup>th</sup> 2025.

# Investments

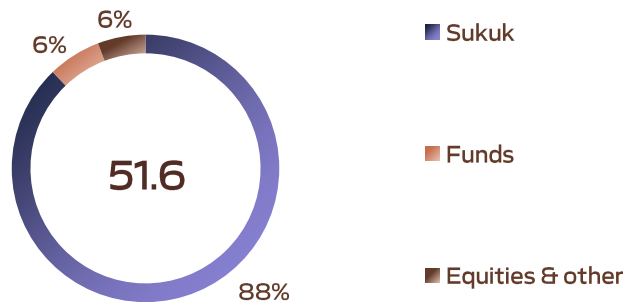
6% growth in investments YoY from additional investment grade securities



Investments Composition (ﷲ bn)



Investments Composition (ﷲ bn)



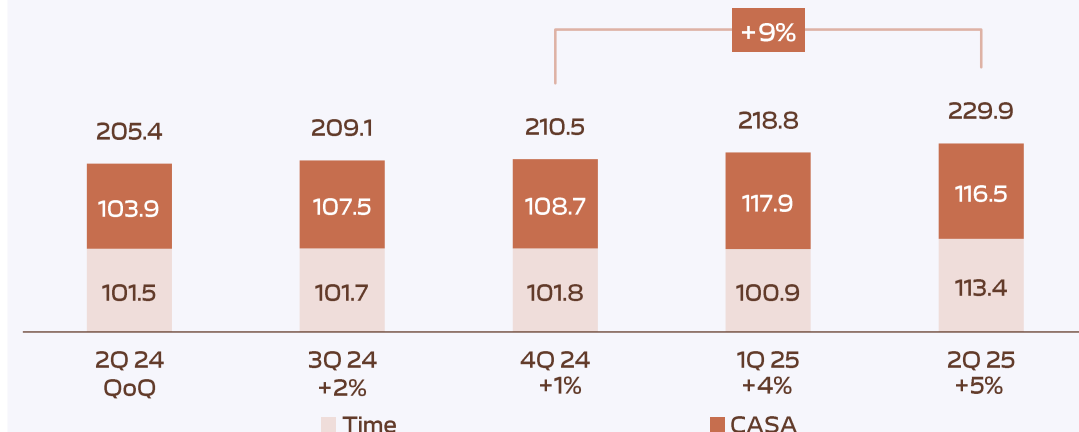
## Management Commentary

- Investments growth of 6% during 1H 2025.
- The investment portfolio as at June 30<sup>th</sup>, 2025 comprised of 88% sukuk investments, 6% funds and 6% equities & other investments.

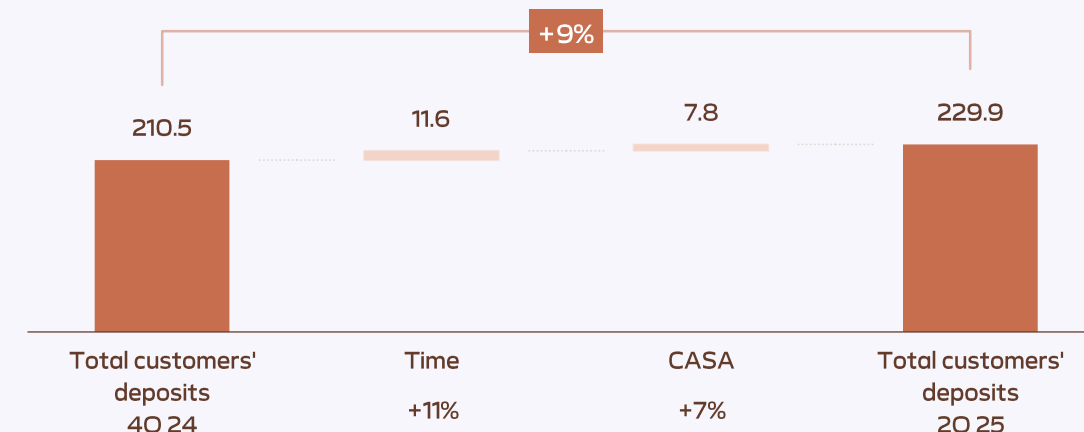
# Deposits

Deposit growth of 9% driven by continuous healthy growth of CASA by 7%

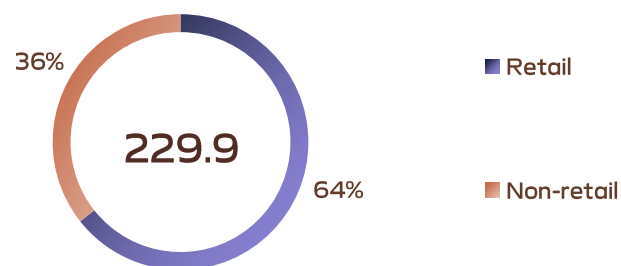
Customers' Deposits (AED bn)



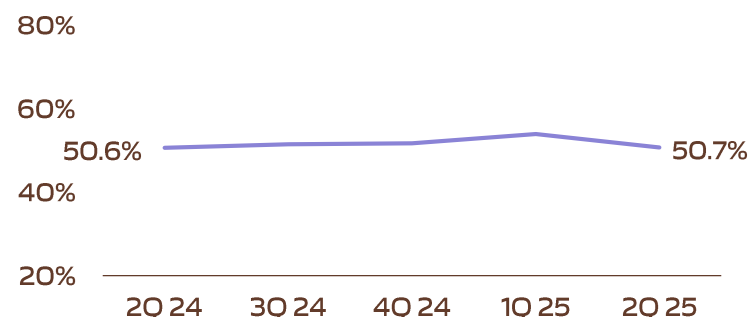
Customers' Deposits Movement YTD (AED bn)



Customers' Deposits Composition (AED bn)



CASA % of Total Deposits (%)

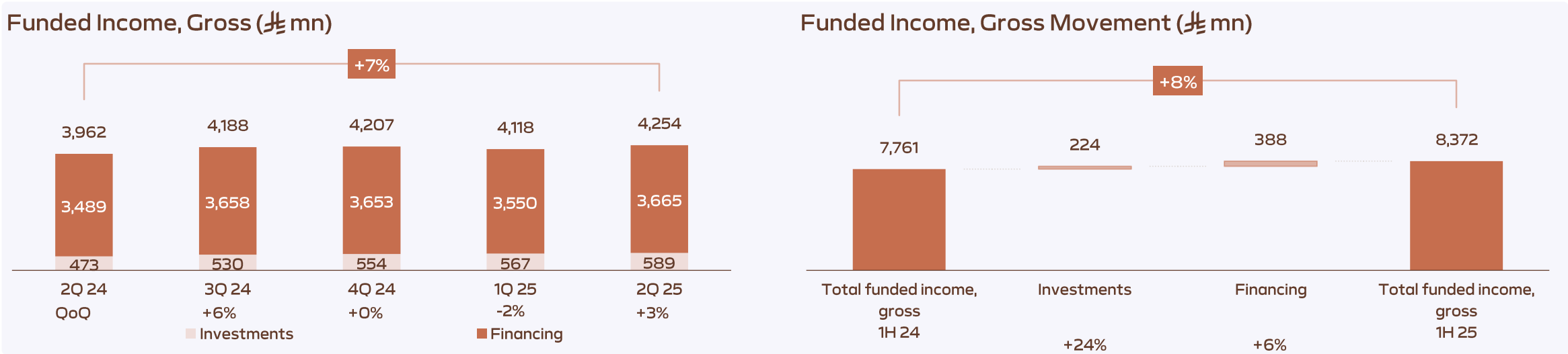


## Management Commentary

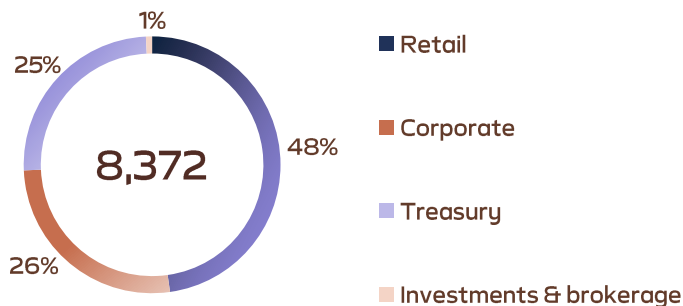
- Deposits rose by 9% during 1H 2025 driven by growth in CASA and time deposits of 7% and 11% respectively.
- CASA Deposit composition improved by 10bps.
- Total deposits comprise of 64% retail and 36% non-retail deposits as of June 30<sup>th</sup>, 2025.

# Income from Financing & Investments

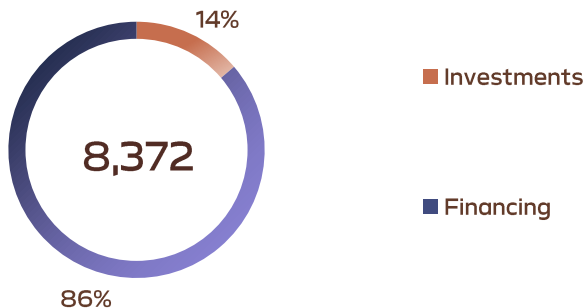
Gross funded income continues a healthy growth driven by 24% growth in investment income and 6% growth in financing income



Funded Income, Gross Composition (ﷲ mn)



Funded Income, Gross Composition (ﷲ mn)



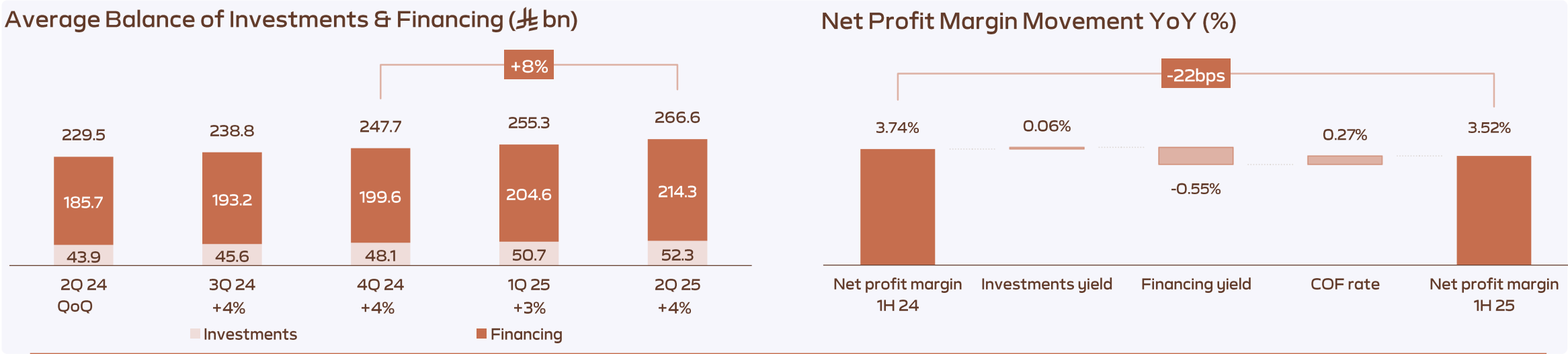
## Management Commentary

- Gross funded income for 1H 2025 increased by 8% YoY to ﷲ 8,372mn from a 24% increase in investment income and a 6% rise in financing income.
- Income from financing makes up 86% of total gross funded income and income from investments comprises 14%.

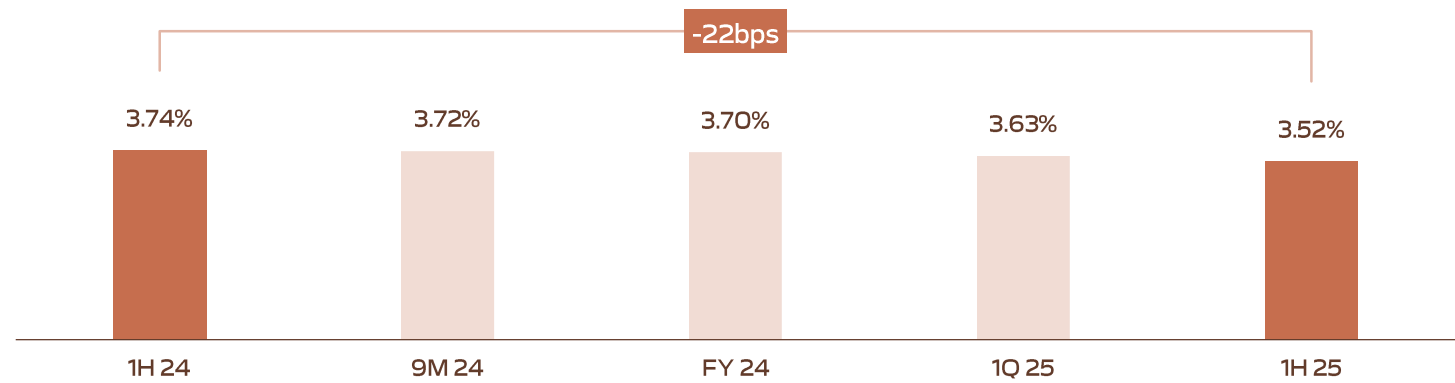


# Net Profit Margin

Average balance of investments and financing grew 8%; while net profit margin decreased 22bps YoY



## Net Profit Margin YTD (%)



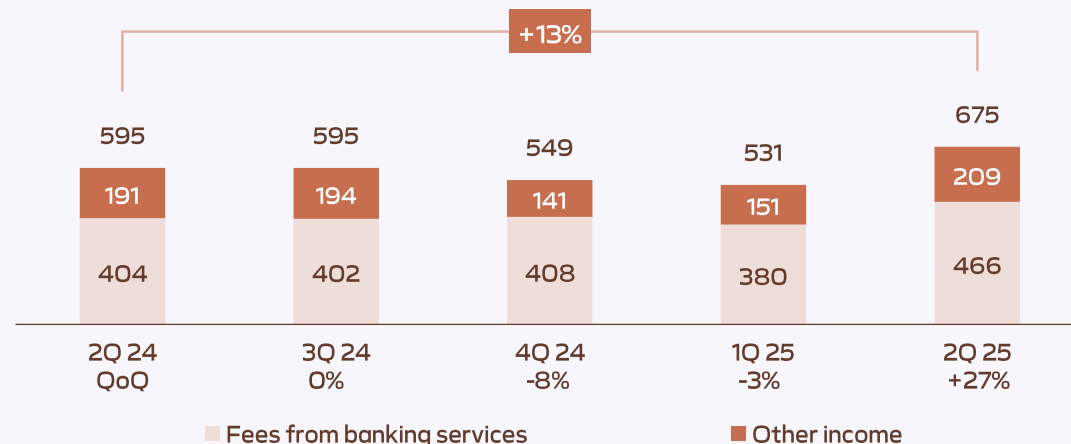
## Management Commentary

- Average balance of investments and financing grew 16% YoY.
- Net profit margin decreased by 22bps YoY to 3.52% in 1H 2025.

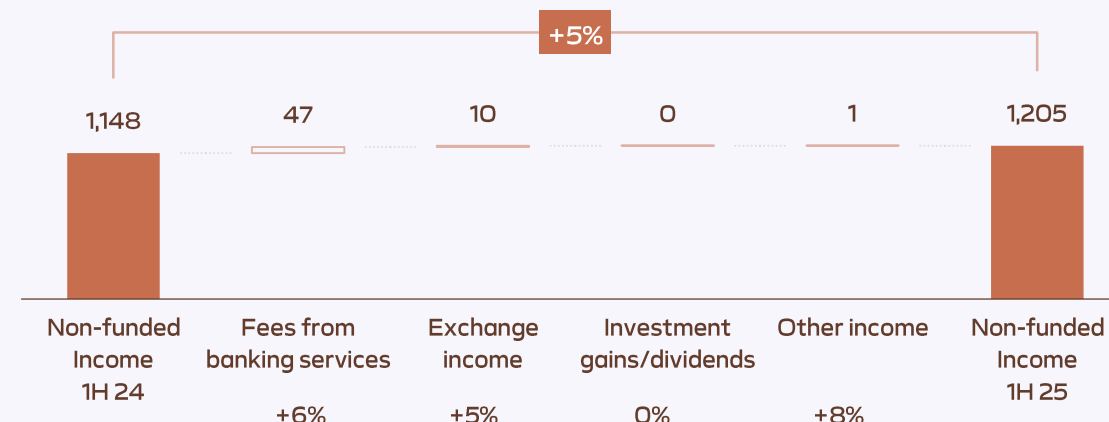
# Fee and Other Income

Non-funded income for 1H 2025 increased by 5% YoY

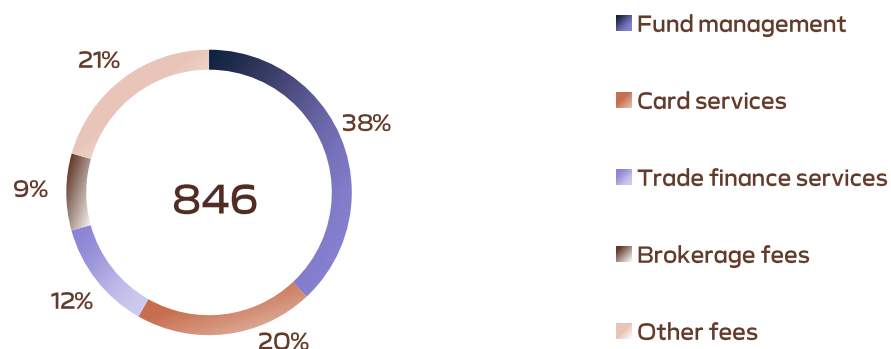
Non-Funded Income (ﷲ mn)



Non-Funded Income Movement YoY (ﷲ mn)



Fees from Banking Services Composition (ﷲ mn)

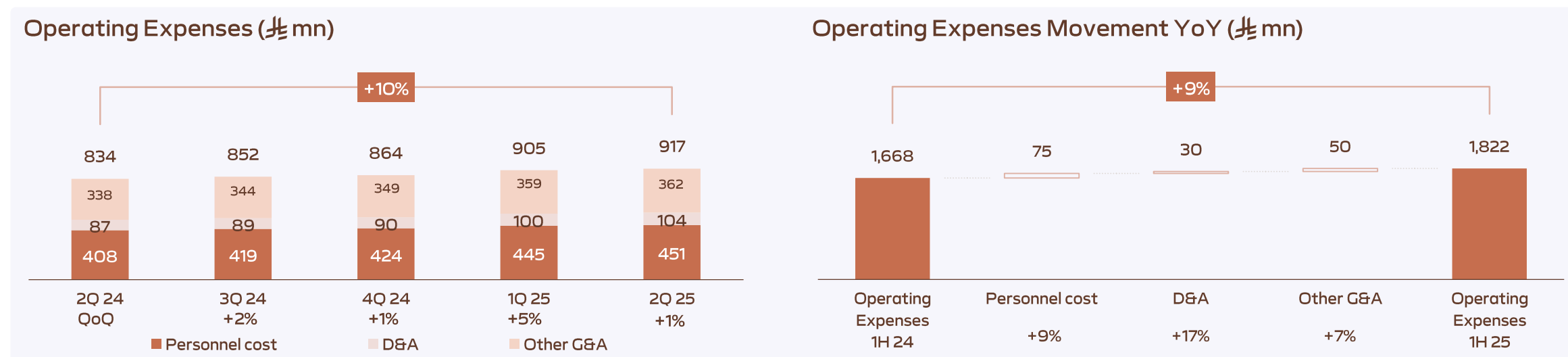


## Management Commentary

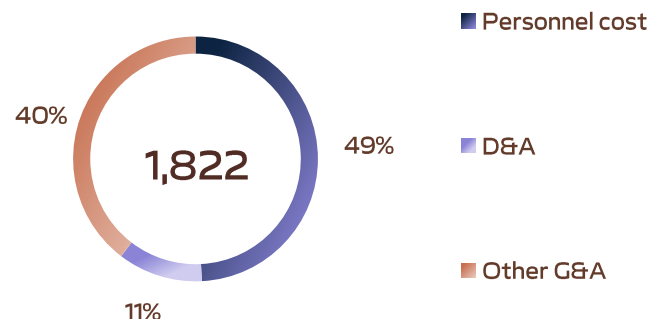
- Non-funded income for 1H 2025 increased 5% YoY to ﷲ 1,205mn from improved in fees from banking services and exchange income.
- Fund management fees comprise the majority of fees from banking services at 38%, while other fees account for 21%, card services for 20%, and trade finance services and brokerage fees represent 12% and 9% respectively.

# Operating Expenses

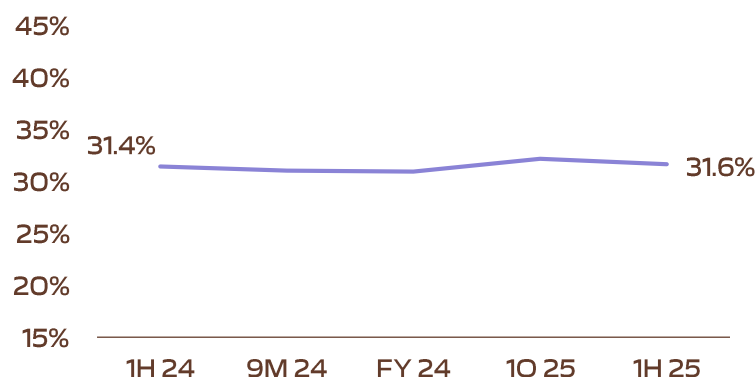
Operating expenses grew by 9% YoY, driven by higher employee and G&A costs



## Operating Expenses Composition (ﷲ mn)



## Cost to Income Ratio (%)



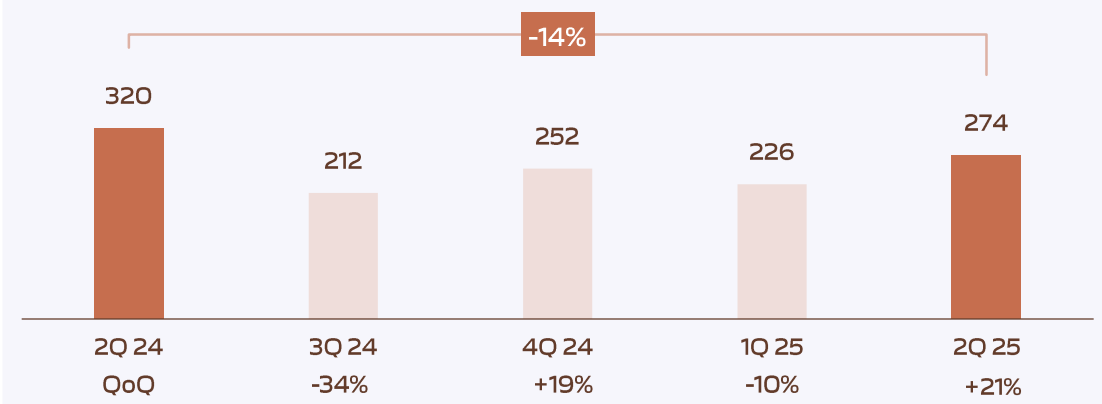
## Management Commentary

- Operating expense growth stabilized at 9% YoY, reaching 1,822mn for 1H 2025.
- Personnel cost comprise the majority of operating expenses at 49%, while other G&A account for 40%, and D&A represent 11%.
- Cost to income ratio slightly increased YoY from 31.4% to 31.6%.

# Impairments for Financing

Cost of risk for 1H 2025 improved by 16bps to 0.47%

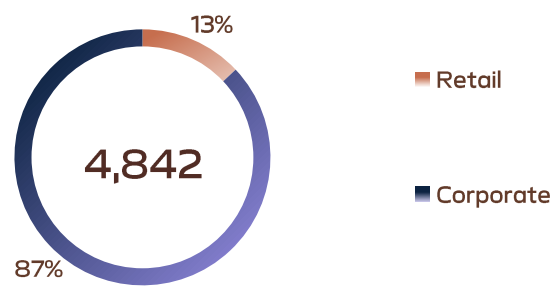
Impairments for Financing (ﷲ mn)



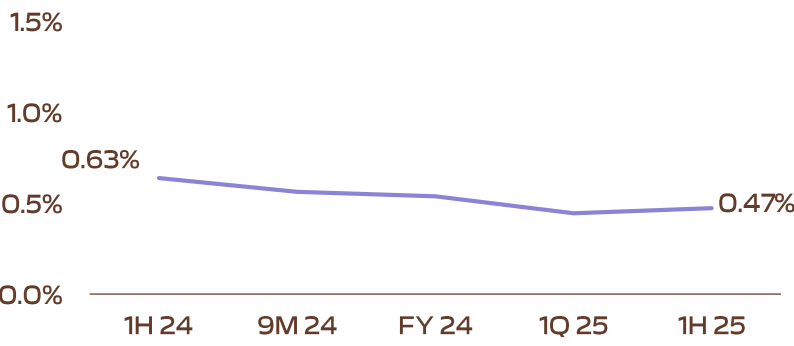
Impairments for Financing (ﷲ mn)



Impairments Allowance Composition (ﷲ mn)



Cost of Risk (%)



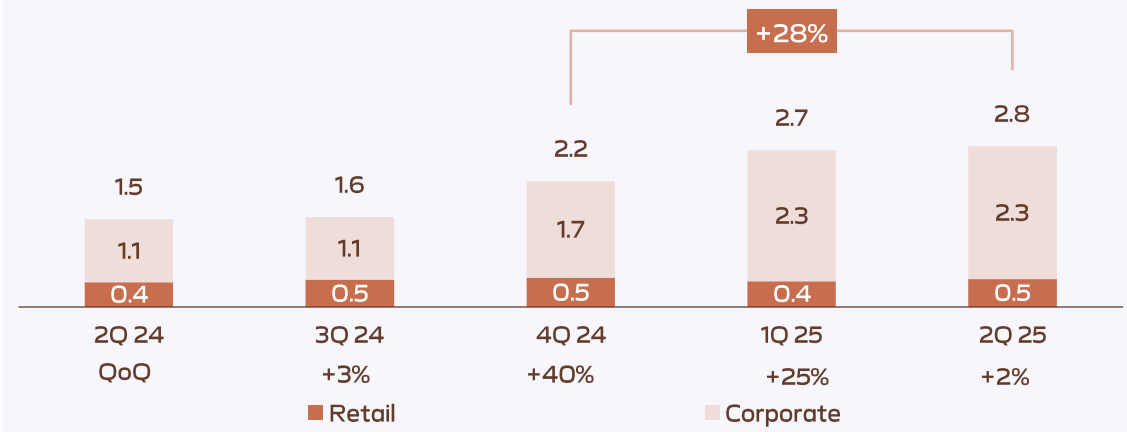
## Management Commentary

- 1H 2025 impairment charge for financing decreased by 15% YoY to ﷲ 500mn.
- Cost of risk for 1H 2025 improved by 16bps YoY to 0.47%.
- 87% of impairment allowance in 1H 2025 pertains to corporate and 13% is for retail financing.

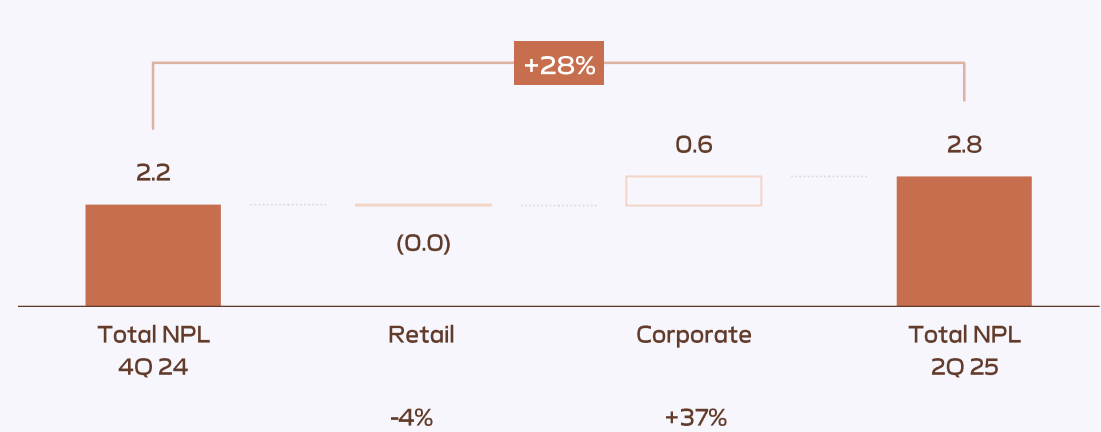
# Non-Performing Loans

NPL ratio increased YoY

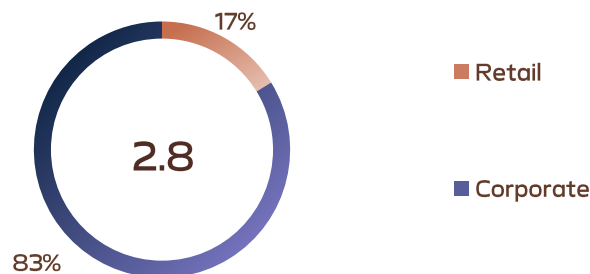
Non-Performing Loans, Gross (ﷲ bn)



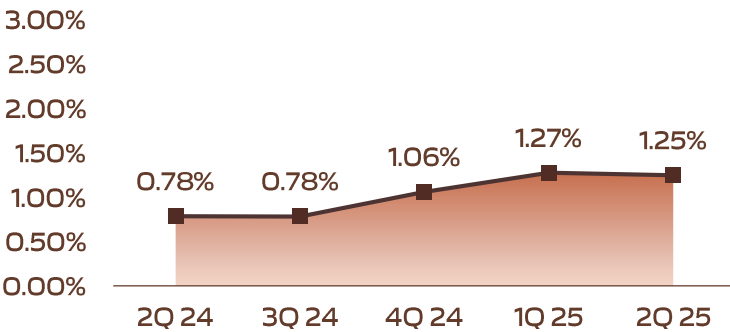
NPL, Gross Movement YTD (ﷲ bn)



NPL Composition (ﷲ bn)



NPL Ratio (%)



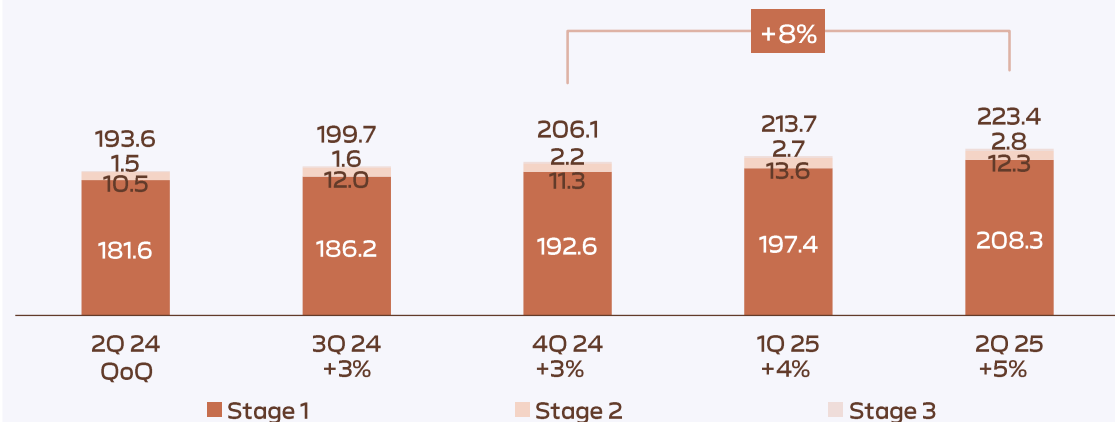
## Management Commentary

- NPL ratio increased by 47bps YoY to 1.25% in 2Q 2025.
- Retail financing, which account for the smaller proportion of NPLs, decreased by 4%, while corporate NPLs increased by 37% YoY.
- The NPL ratio for retail stood at 0.9% while corporate stood at 1.4% as at 2Q 2025.

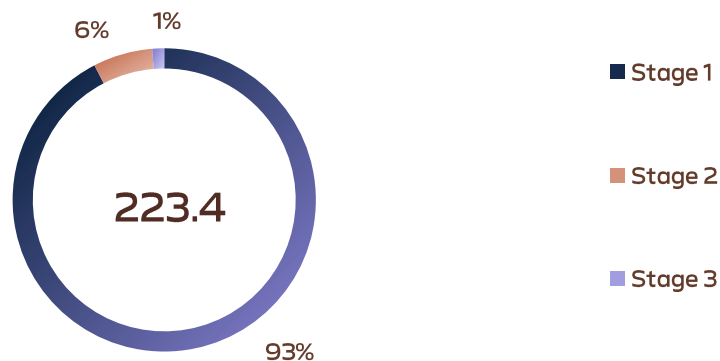
# NPL Coverage

NPL coverage decreased YoY

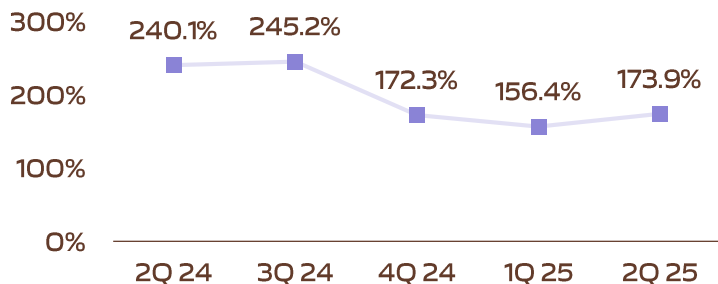
## Stage-Wise Financing, Gross (ﷲ bn)



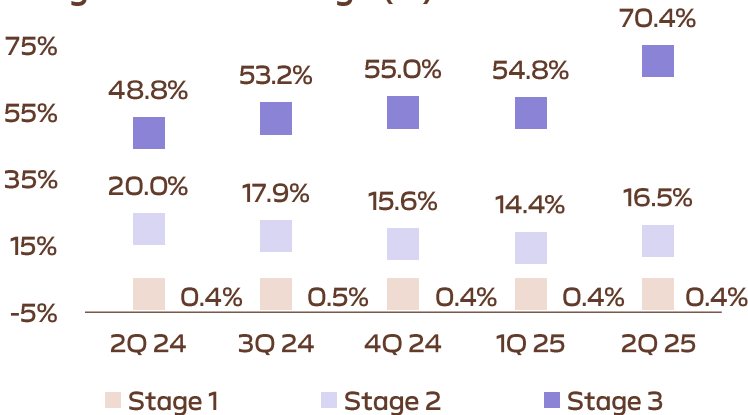
## Stage-Wise Financing, Gross Composition (ﷲ bn)



## NPL Coverage Ratio (%)



## Stage-Wise Coverage (%)

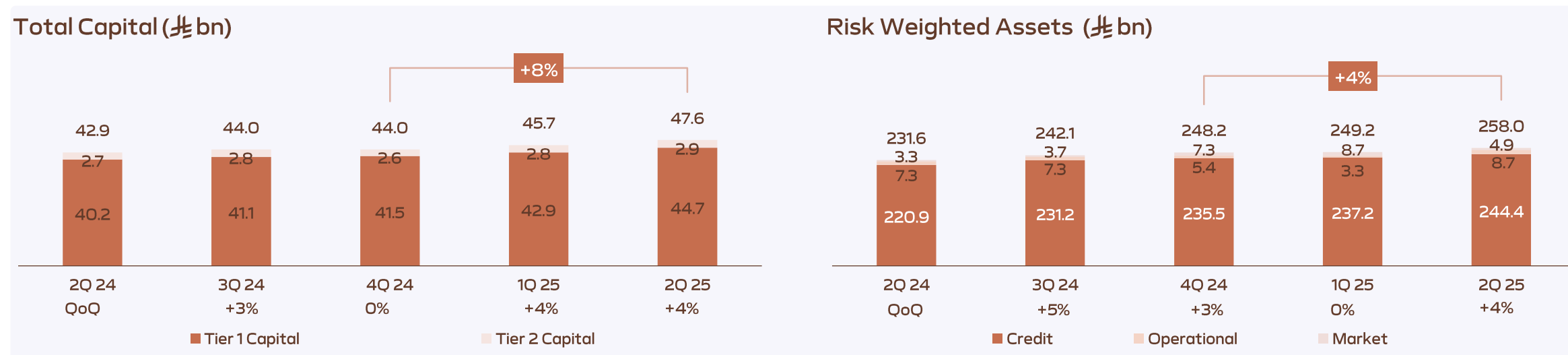


## Management Commentary

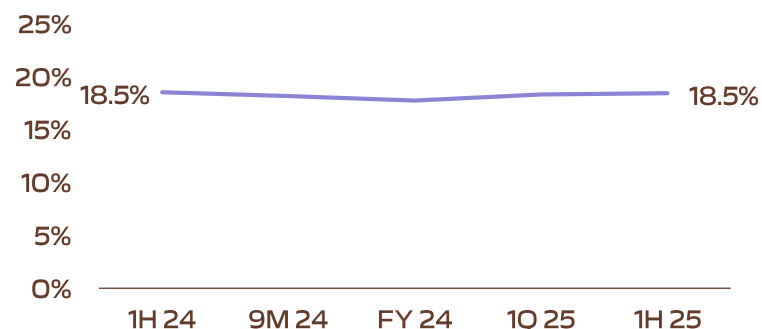
- NPL coverage decreased by 66.2ppts YoY to 173.9%.
- Stage 3 coverage improved to reach 70.4%.

# Capitalization

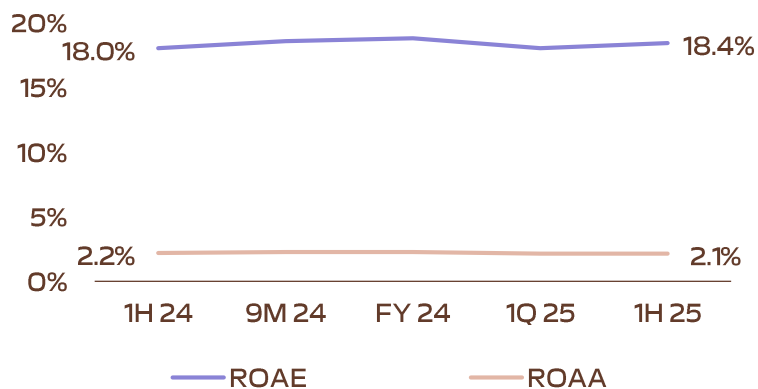
Capital and liquidity ratios remained healthy. ROE increased 42bps YoY



## Capitalization (%)



## Profitability (%)



## Management Commentary

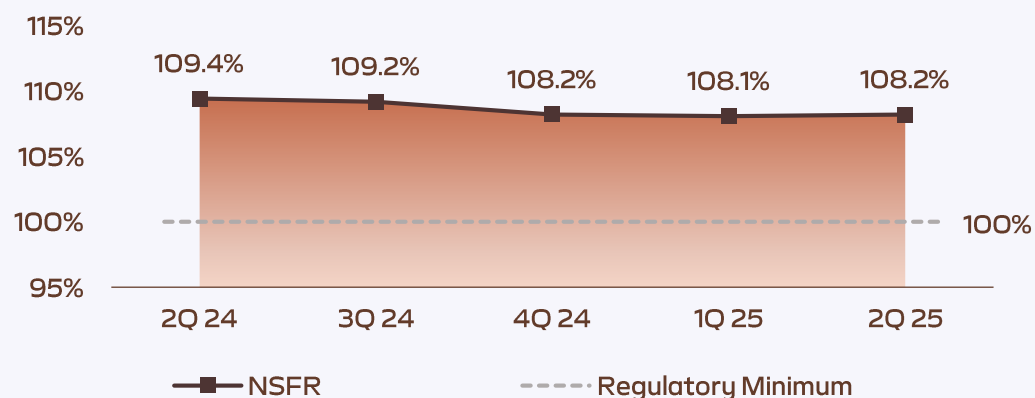
- Total Capital grew 8% to ﷲ 47.6bn YTD and Risk Weighted Assets grew 4% YTD.
- CAR decreased by 8bps YoY to 18.5%
- ROE saw an increase of 42bps YoY and ROA decreased 5bps YoY.



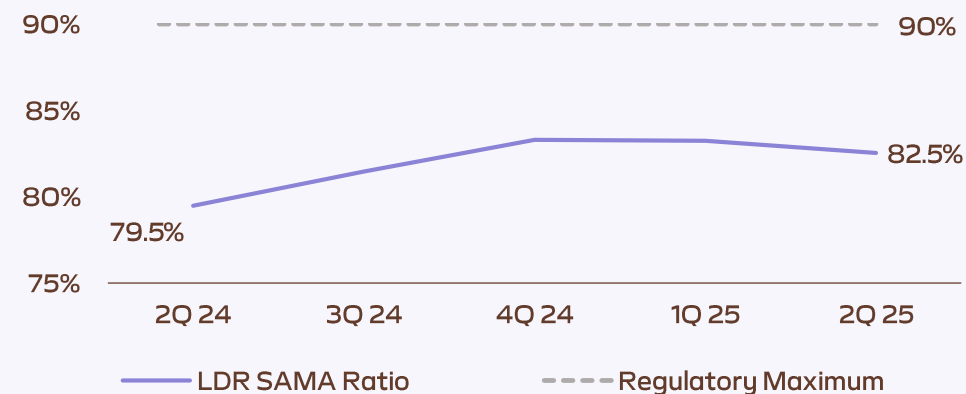
# Liquidity

Alinma's liquidity position is healthy and comfortably within regulatory limits

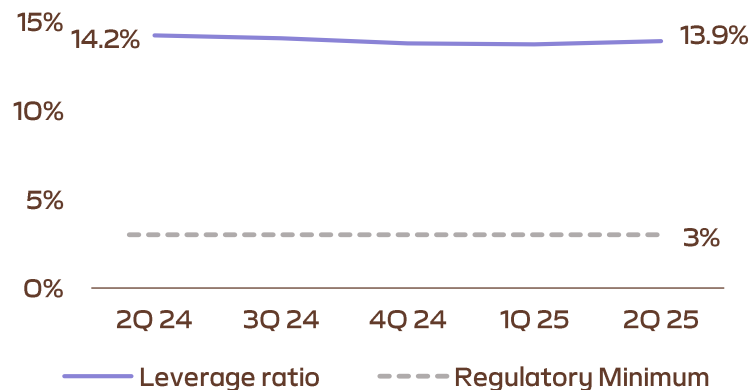
## NSFR (%)



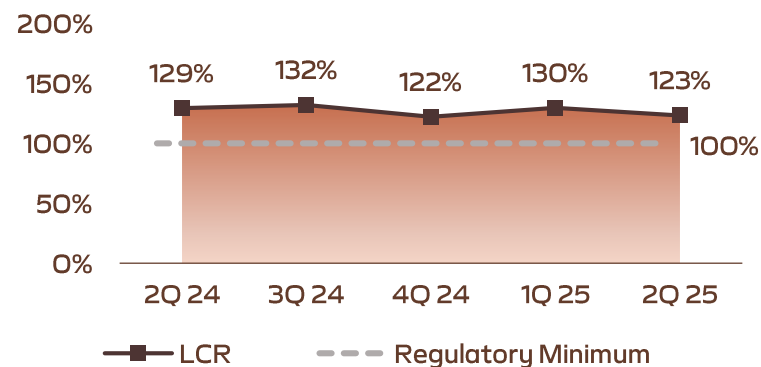
## LDR SAMA Ratio (%)



## Leverage Ratio (%)



## LCR (%)



## Management Commentary

- NSFR decreased by 1.2ppts YoY to reach 108.2%.
- LDR ratio increased 3ppts YoY to 82.5%.
- The leverage ratio decreased 0.3ppts YoY to 13.9%.
- LCR decreased by 6ppts YoY to 123%.

# Segmental Performance

Q2 2025



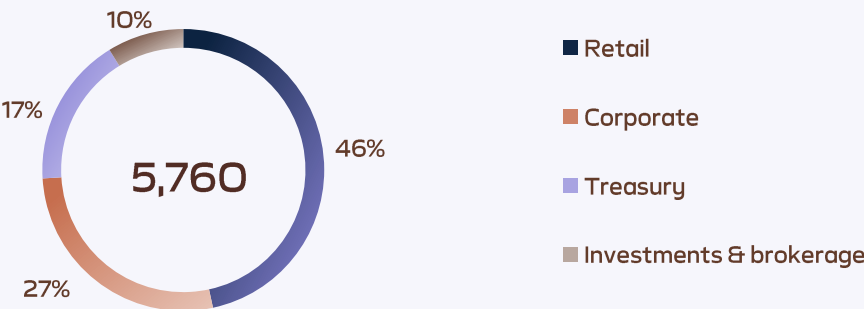
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# Segmental Performance Highlights

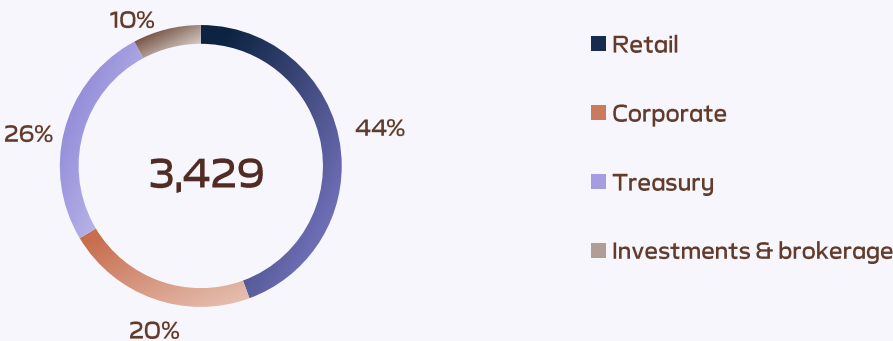
Retail and corporate comprise the majority of segmental income



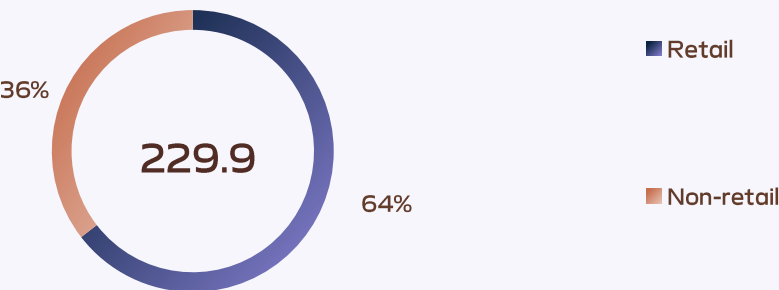
Operating Income Composition (ﷲ mn)



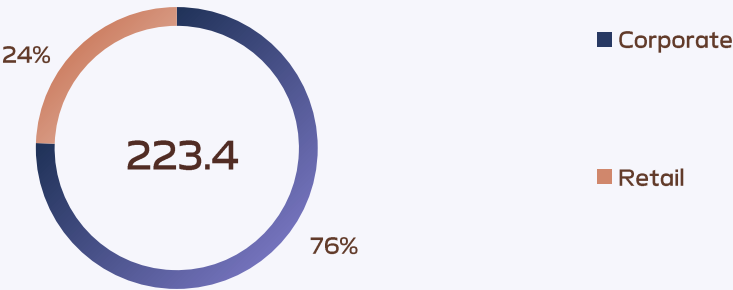
Net Profit Before Zakat Composition (ﷲ mn)



Customers' Deposits Composition (ﷲ bn)



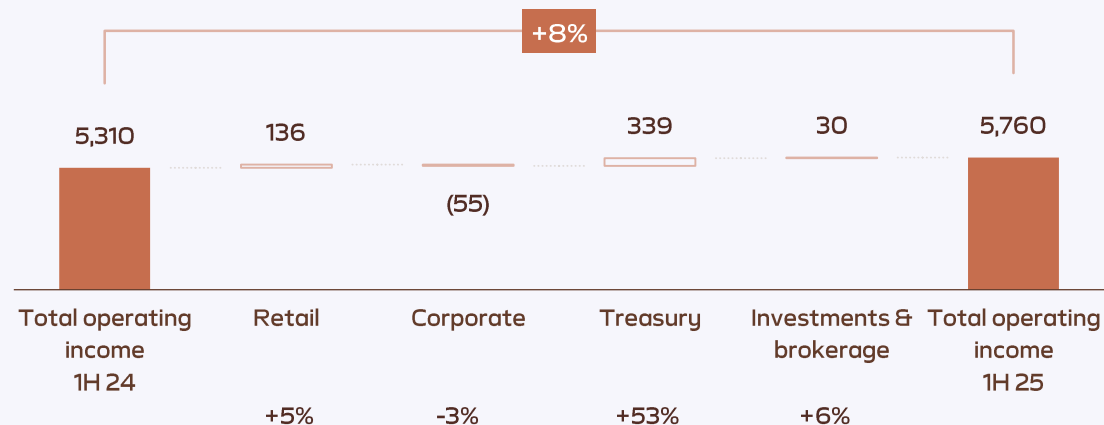
Financing, Gross Composition (ﷲ bn)



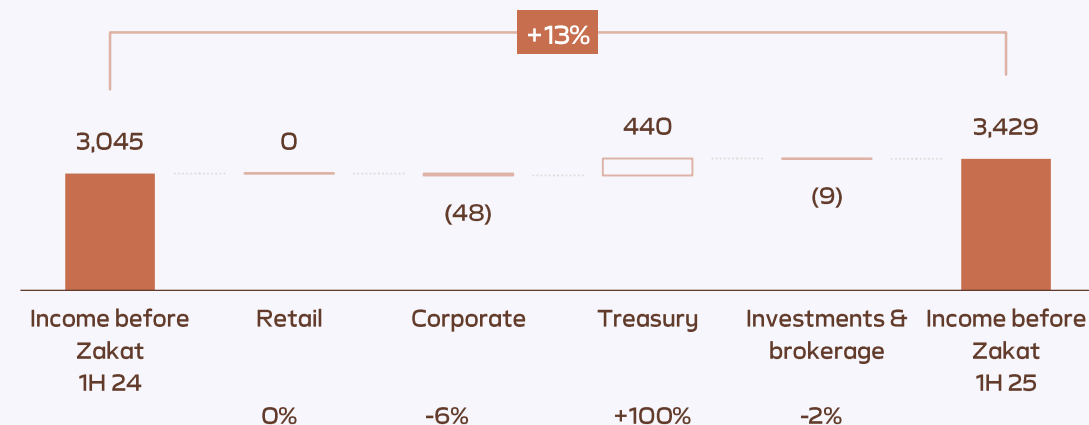
# Segmental Performance Highlights

Retail and Treasury reported growth in operating income YoY

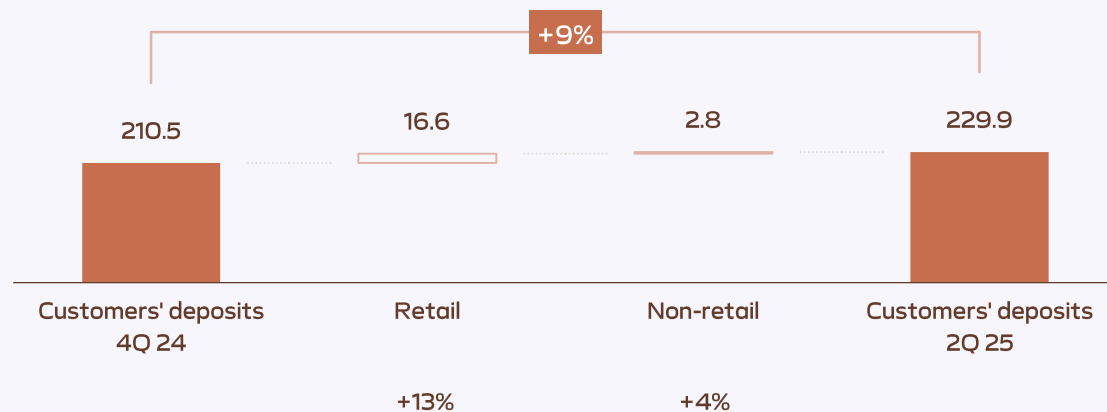
## Operating Income Movement YoY (ﷲ mn)



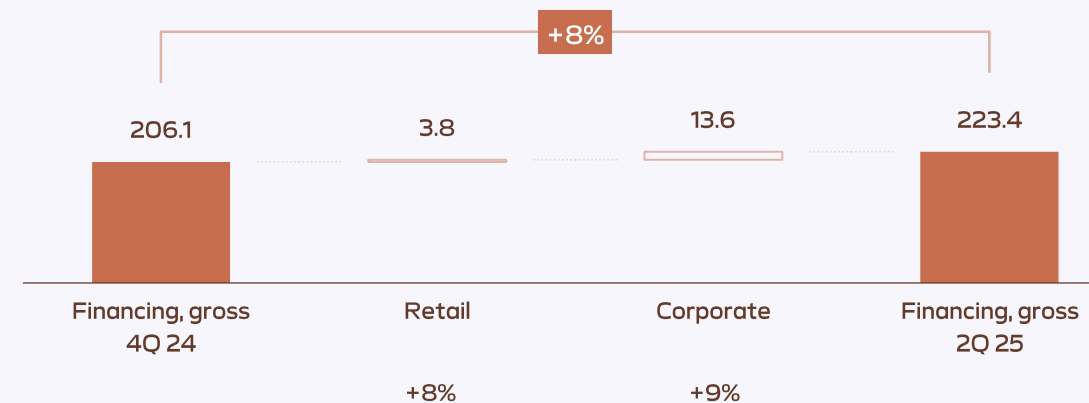
## Net Income Before Zakat Movement YoY (ﷲ mn)



## Customers' Deposits Movement YTD (ﷲ bn)



## Financing, Gross Movement YTD (ﷲ bn)

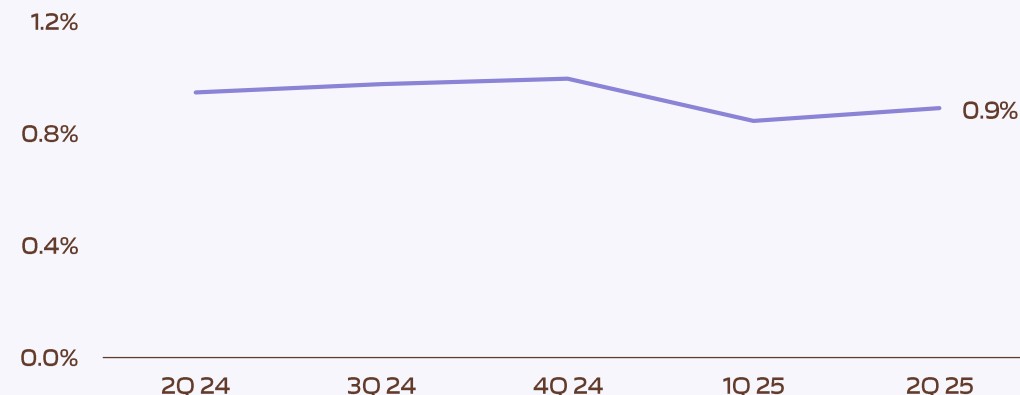


# Segmental Performance - Retail

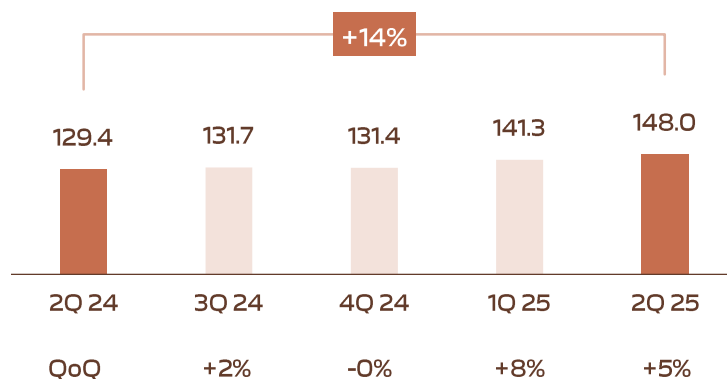
Financing and deposit growth driving operating income growth of 5% YoY

₪ (mn)	1H 2025	1H 2024	Δ%	2Q 2025	2Q 2024	Δ%
Income from investments and financing, net	2,411	2,307	+5%	1,194	1,173	+2%
Fees from services & other income	250	218	+15%	154	105	+47%
<b>Total operating income</b>	<b>2,660</b>	<b>2,524</b>	<b>+5%</b>	<b>1,349</b>	<b>1,278</b>	<b>+5%</b>
Total operating expenses	1,132	933	+21%	574	465	+23%
Total charges/(reversals) for impairments	14	77	-82%	6	66	-90%
<b>Income for the period before zakat</b>	<b>1,515</b>	<b>1,514</b>	<b>0%</b>	<b>768</b>	<b>747</b>	<b>+3%</b>

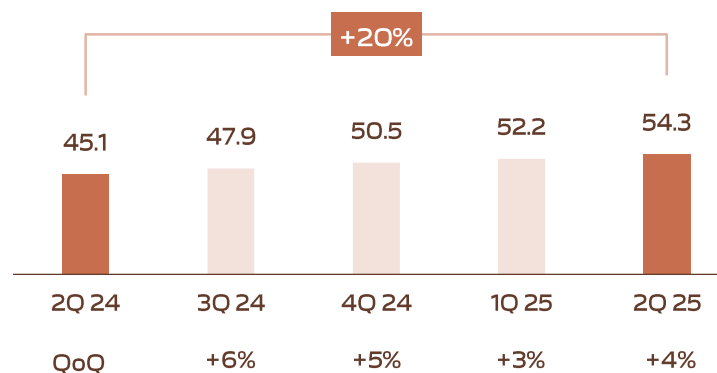
## Retail NPL (%)



## Retail Deposits (₪ bn)



## Retail Financing (₪ bn)



## Management Commentary

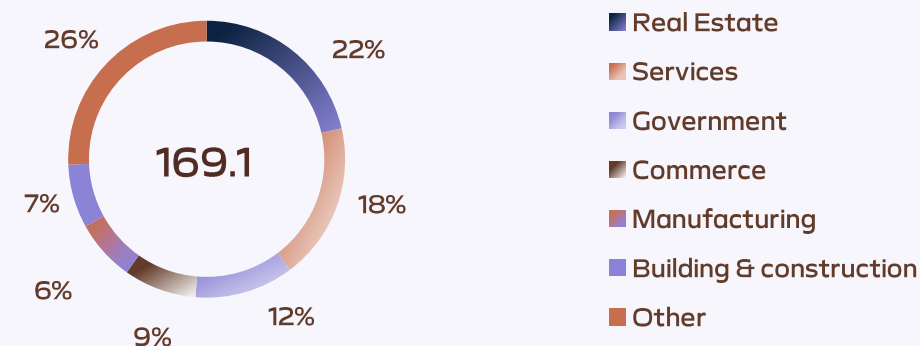
- Retail operating income grew by 5% YoY to ₪ 2,660mn from 5% increase in funded income.
- Retail deposits increased 14% YoY while financing increased by 20% YoY.
- The retail NPL ratio decreased during 1H 2025 to 0.9%.

# Segmental Performance - Corporate

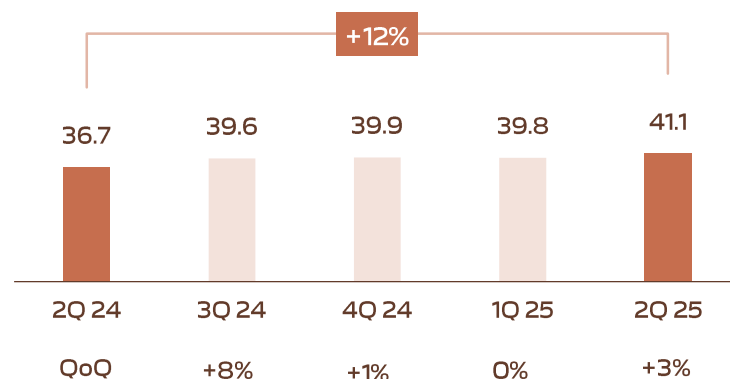
Corporate net income decreased by 6% during 1H 2025

₪ (mn)	1H 2025	1H 2024	Δ%	2Q 2025	2Q 2024	Δ%
Income from investments and financing, net	1,377	1,429	-4%	696	728	-4%
Fees from services & other income	177	180	-2%	86	90	-4%
<b>Total operating income</b>	<b>1,554</b>	<b>1,609</b>	<b>-3%</b>	<b>782</b>	<b>818</b>	<b>-4%</b>
Total operating expenses	365	350	+4%	183	177	+3%
Total charges/(reversals) for impairments	487	509	-4%	268	255	+5%
<b>Income for the period before zakat</b>	<b>702</b>	<b>750</b>	<b>-6%</b>	<b>331</b>	<b>387</b>	<b>-14%</b>

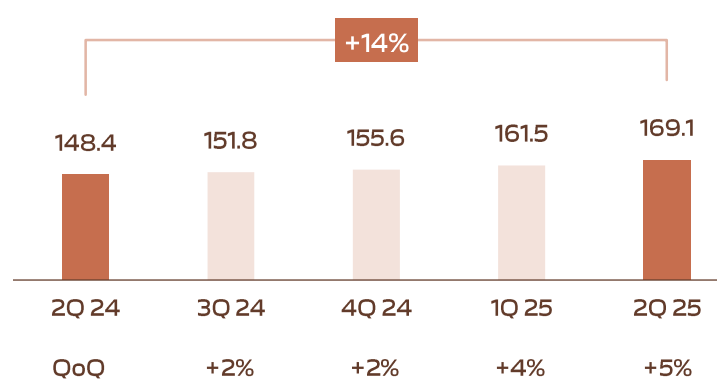
Financing, Gross Composition (₪ bn)



Corporate Deposits (₪ bn)



Corporate Financing (₪ bn)



## Management Commentary

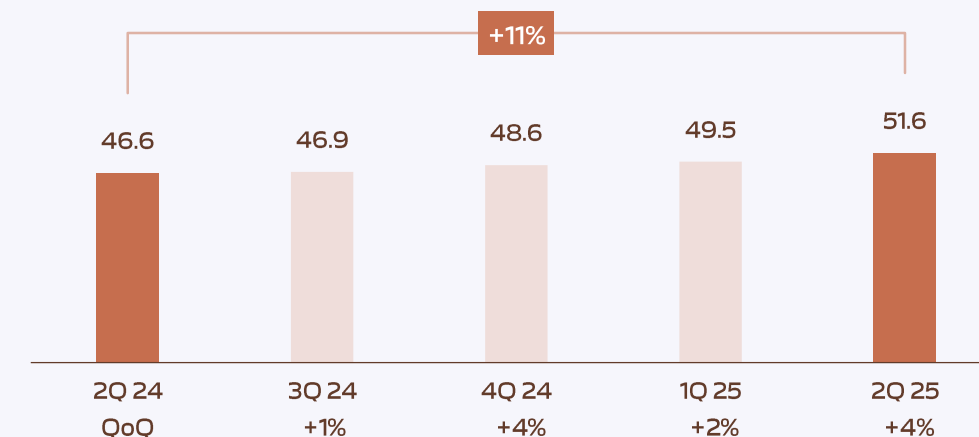
- Corporate financing increased by 9% YTD.
- Corporate financing rose by 14% YoY while corporate deposits increased by 12% YoY.
- The corporate NPL ratio increased by 62bps YoY to 1.4%.

# Segmental Performance - Treasury

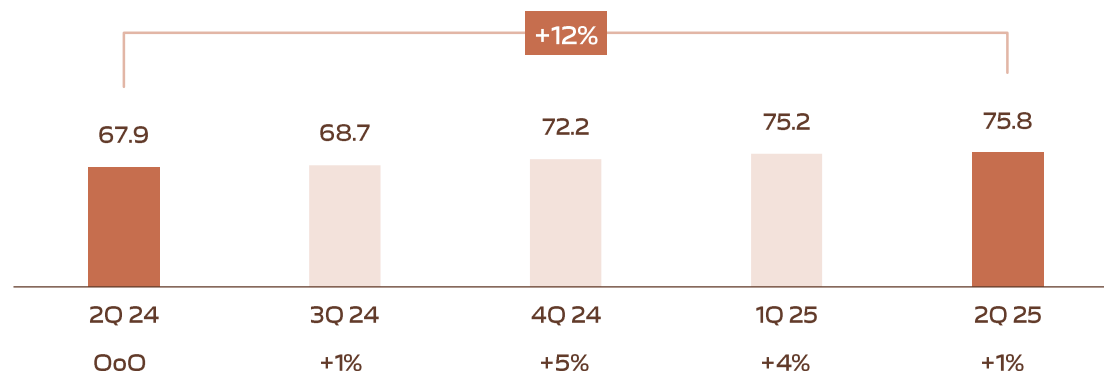
Operating income and net income increased YoY

ﷲ (mn)	1H 2025	1H 2024	Δ%	2Q 2025	2Q 2024	Δ%
Income from investments and financing, net	705	370	+90%	349	218	+60%
Investment-related income	159	159	0%	103	86	-19%
Fees from services & other income	119	114	+4%	48	37	+29%
<b>Total operating income</b>	<b>983</b>	<b>644</b>	<b>+53%</b>	<b>499</b>	<b>341</b>	<b>+46%</b>
Total operating expenses	102	196	-48%	52	94	-44%
Total charges/(reversals) for impairments	3	4	+31%	3	6	-57%
<b>Net operating income</b>	<b>879</b>	<b>444</b>	<b>+98%</b>	<b>444</b>	<b>241</b>	<b>+84%</b>
Share of loss from an associate and joint venture	(2)	(6)	-73%	(1)	(6)	-89%
<b>Income before Zakat</b>	<b>877</b>	<b>437</b>	<b>+100%</b>	<b>444</b>	<b>235</b>	<b>+89%</b>

## Investments (ﷲ bn)



## Treasury Assets (ﷲ bn)



## Management Commentary

- Treasury operating income increase by 53% YoY to ﷲ 983mn in 1H 2025 due to increase in income from investment by 90%.
- Treasury assets rose by 12% YoY to ﷲ 75.8bn, driven by 11% growth in the investment portfolio to ﷲ 51.6bn.

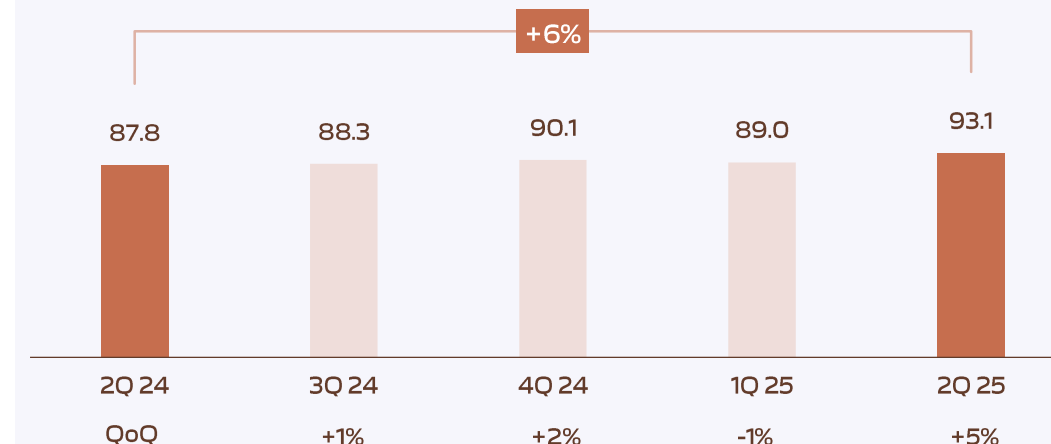


# Segmental Performance – Investments & Brokerage

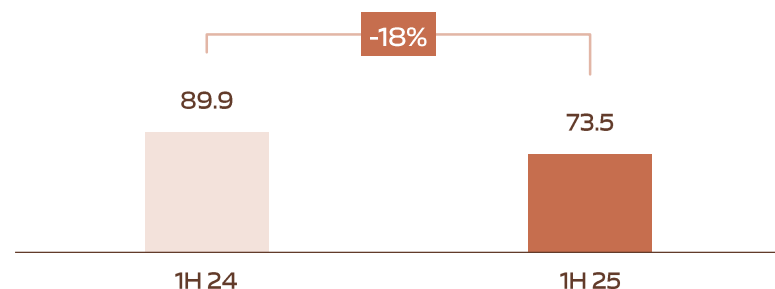
Operating income increased YoY

﷼ (mn)	1H 2025	1H 2024	Δ%	2Q 2025	2Q 2024	Δ%
Income from investments and financing, net	63	57	+10%	33	31	+7%
Fees from services & other income	500	476	+5%	284	277	+2%
<b>Total operating income</b>	<b>563</b>	<b>533</b>	<b>+6%</b>	<b>317</b>	<b>308</b>	<b>+3%</b>
Total operating expenses	224	189	+18%	108	98	+11%
<b>Income before zakat</b>	<b>335</b>	<b>344</b>	<b>-2%</b>	<b>204</b>	<b>210</b>	<b>-3%</b>

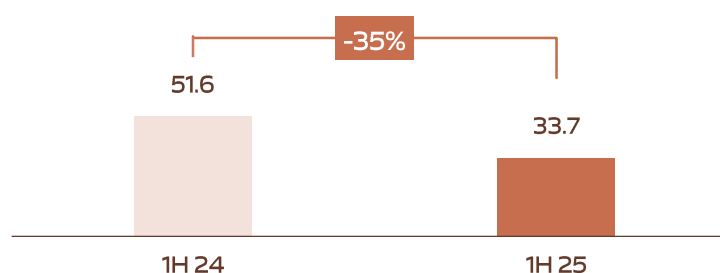
## Assets Under Management (﷼ bn)



## Brokerage Trading Income (﷼ mn)



## Brokerage Trading Values (﷼ bn)



## Management Commentary

- Investment and brokerage (I&B) operating income rose by 6% YoY to ﷼ 563mn from 5% increase in non-funded income.
- I&B net income decreased 2% YoY.
- Brokerage trading income decreased by 18% YoY and brokerage trading values decreased 35% YoY, and AUM increased by 6% YoY.

# Outlook & Guidance

Q2 2025



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# Guidance

Acceleration of strategic execution drives a promising outlook for 2025



		2Q 2025A	2025G	Drivers
<b>Balance Sheet</b>	Financing Growth	<b>+8%</b> YTD	Mid teens	Solid Mid-Corp, SME & Retail growth from strategic initiatives; continuing the growth in corporate financing
	Net Profit Margin	<b>3.52%</b> -22bps YoY	-20bps to -10bps (Revised from -10bps to 0bps)	Declining rates, combined with higher CoF, guide for lower Net Profit Margin
<b>Profitability</b>	Cost to Income Ratio	<b>31.6%</b>	Below 31% (Revised from below 30.5%)	Growth in income, digital investment & process optimization driving efficiencies
	Return on Equity	<b>18.4%</b>	Above 18.5% (Revised from above 19%)	Improving top line and efficiency driving improving ROE
<b>Asset Quality</b>	Cost of Risk	<b>0.47%</b>	40-50bps	Cautiously expecting stable credit quality and NPL coverage
<b>Capital</b>	CAR Pillar 1 (T I + T II)	<b>18.5%</b>	18%-19%	Improving top line with efficiencies in equity management

# Appendix

Q2 2025



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# Sustainability

Alinma released its 2024 Sustainability report



In the third annual sustainability report, we feature our sustainability commitments, strategy, and journey as part of our ongoing commitment to transparently communicating our sustainability credentials, performance, and progress.

To view the report, please visit: [ir.alinma.com](https://ir.alinma.com)



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