



Earnings Presentation

2Q 2025

30 July 2025

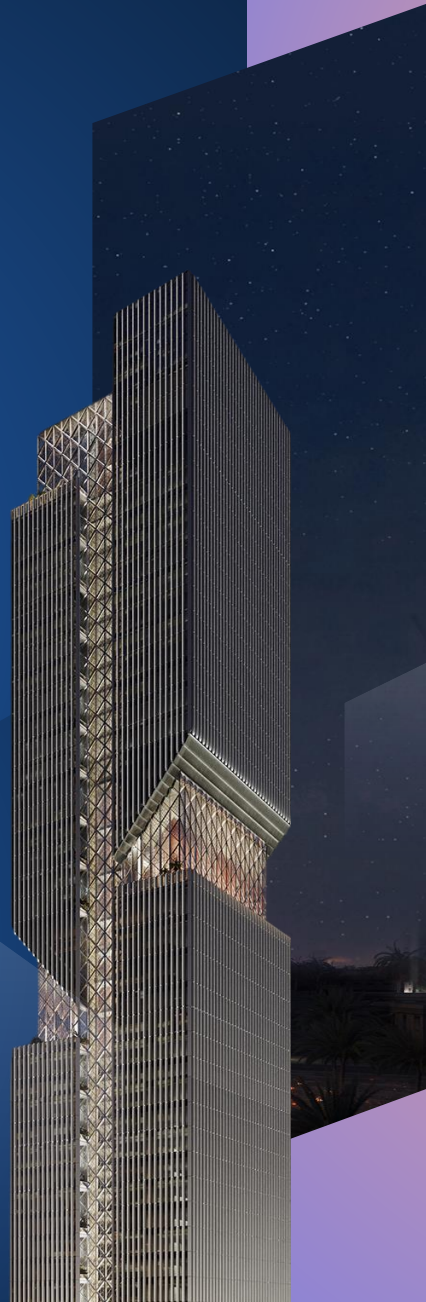
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Alinma Overview

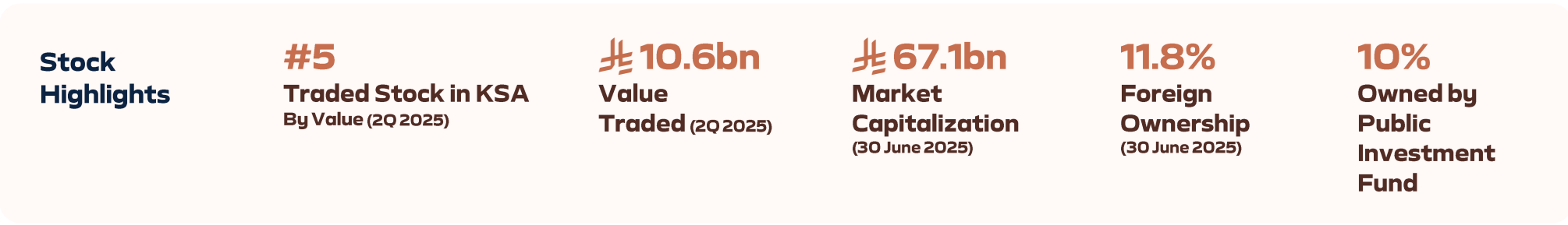
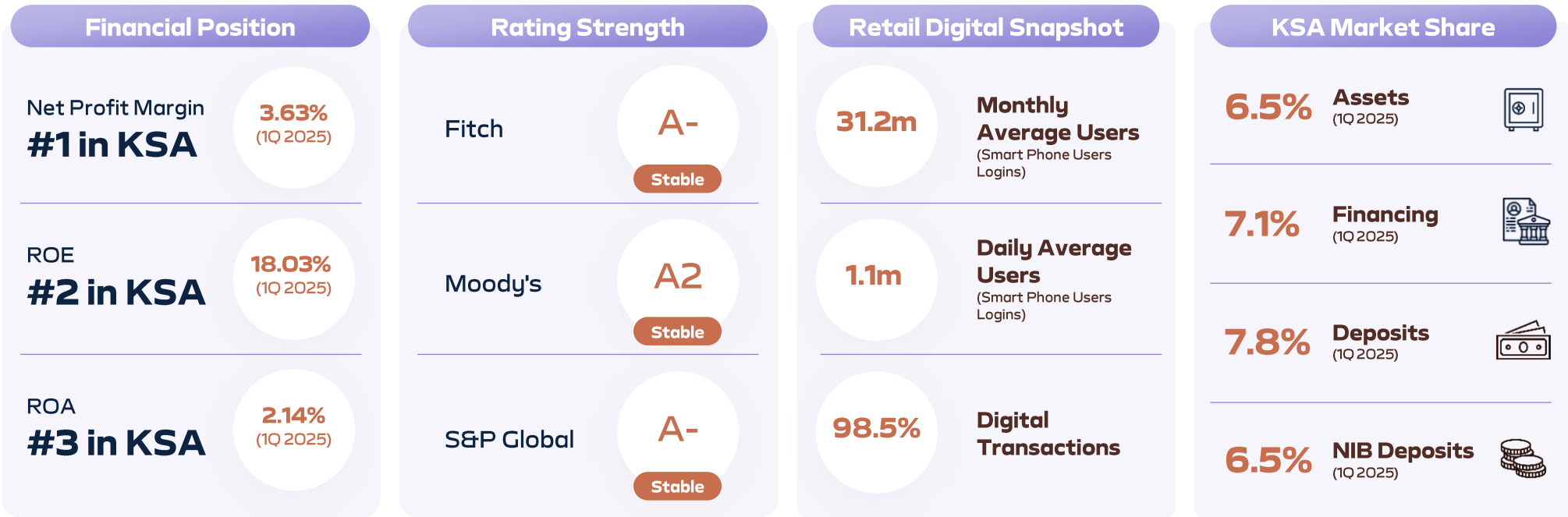
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Alinma Overview

One Step Ahead



SOURCE: Bank Financial Statements, Tadawul

Financial Performance Highlights

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Financial Performance Highlights

Operating income growth drove a 13% increase in net income for 1H 2025, and a strong ROE of 18.4%



Balance Sheet

- 8% increase in financing YTD, driven primarily by growth in corporate financing, complemented by a rise in retail financing.
- 9% growth in customers' deposits YTD driven by an increase in CASA by 7%

2Q 25 Financing

ﷲ Bn
218.6
+8%
YTD

2Q 25 Total Assets

ﷲ Bn
297.2
+7%
YTD

2Q 25 Customers' Deposits

ﷲ Bn
229.9
+9%
YTD

2Q 25 CASA Deposits

ﷲ Bn
116.5
+7%
YTD



Income Statement

- Operating income growth of 8% YoY driven by increase of 9% in funded income.
- Growth in operating income of 8% translated into increase of 13% in net income to reach ﷲ 3,081mn.

1H 25 Operating Income

ﷲ Mn
5,760
+8%
YoY

1H 25 Net Income

ﷲ Mn
3,081
+13%
YoY

2Q 25 CASA % of Total Deposits

50.7%
-1.0
PPTS YTD

1H 25 Cost to Income Ratio

31.6%
+0.2
PPTS YoY



Credit Quality, Capital and Liquidity

- NPL and NPL coverage ratios at 1.25% and 173.9% respectively while cost of risk Improved by 16bps YoY to 0.47%.
- Capitalization and liquidity positions remained healthy and within regulatory limits.

2Q 25 NPL Ratio

1.25%
+19
BPS YTD

2Q 25 NPL Coverage Ratio

173.9%
+1.7
PPTS YTD

1H 25 Net Profit Margin

3.52%
-22
BPS YoY

1H 25 ROE

18.4%
+42
BPS YoY

Strategy Update

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Strategic Positioning

Alinma'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

Strategic Ambitions

Driving changes across the businesses and bank-wide



Bank-wide

- Build Digital Factory to scale customer experience and operational excellence across the bank
- Foster data-driven decision making with latest analytics capabilities
- Cultural transformation to attract and retain the best talent in KSA



Retail

- Build digitally-savvy affluent and HNW customer franchise
- Grow the digitally-savvy youth customer franchise
- Offer the best customer experience and operational excellence



Corporate

- Become core bank for large, mid-corporate and project finance customers across diversified sectors
- Develop high quality and growing SME proposition
- Grow Cash Management and Trade Finance business



Treasury

- Become core partner for corporate clients for their hedging and investment needs
- Grow FI customer franchise with dedicated coverage team
- Maintain and evolve high quality ALM function

Strategy Update

2Q 2025 Initiatives Completed to Date



Bank-wide 29/31

- Established an automation lab and implemented test automation. that resulted in improving overall quality, reducing TtM
- Introduced BaaS to facilitate partnerships and enable the delivery of integrated financial services to customers
- Hired a team of fresh graduates dedicated in Gen AI, leveraging their fresh perspectives and skills to drive innovation



Retail 20/22

- 5 branches have been opened during 2Q 2025, enhancing our market presence and customer accessibility
- Launched Sustainable Saving Account for non-individual to further strengthen Alinma sustainability initiatives
- Launched Buy Now Pay Later service for credit card holders, enabling profit-sharing with merchants



Corporate 17/21

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



Treasury 12/12

- Issued a \$500mn Sustainable AT1 sukuk
- Issued a \$500mn senior unsecured sukuk
- Multiple cash flow hedge transaction totaling 5.2bn



Progress to date

78/86



91%

Strategy Update

2025 Initiatives In-Progress



Bank-wide 2/31

- Leveraging advanced data analytics and Gen AI capabilities to drive business insights, optimize operations, and deliver personalized customer experiences
- Continue to enhance our ESG practices, ensuring a lasting positive impact on our communities and the environment



Retail 2/22

- Enhance product per customer ratio, through improved customer experience and product offering
- Leveraging data analytics to generate targeted marketing campaigns
- Continue to utilize the branch network to further accelerate bancassurance and wealth management sales



Corporate 4/21

- Phase II of the supply chain finance solution to suit our corporate clients needs
- Further enhancement on Digital Trade Finance, driving growth for LCs and LGs
- Improve product penetration, cross-sell efforts to drive non-yield income
- New products and offerings being created to drive liabilities growth



Treasury 0/12

- Enhance offering of structured deposit products
- Enhance long-term funding through diversification of source of funds
- Deepening collaboration with business units to continue improving cross-selling



Initiatives In-Progress

8/86

91% Complete

In-Progress

9%

Strategy Financial KPIs

Driving growth and sustainable progress



Retail

Revolving Credit Card portfolio, ١٠٠٠ Mn

755 2Q2024 → +37% → 1,033 2Q2025

Auto Lease portfolio, ١٠٠٠ Mn

2,281 2Q2024 → +57% → 3,579 2Q2025

Account opening (digital on-boarding)

87% 1H2024 → +7% → 93% 1H2025



Corporate

Project Finance portfolio, ١٠٠٠ Bn

67.7 2Q2024 → +5% → 71.2 2Q2025

SME portfolio, ١٠٠٠ Bn

8.6 2Q2024 → +21% → 10.4 2Q2025

Mid Corporate portfolio, ١٠٠٠ 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 ١٠٠٠ Mn

179.5 1H2024 → +5% → 189.4 1H2025

1H 2025 Financial Performance



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Balance Sheet Trends

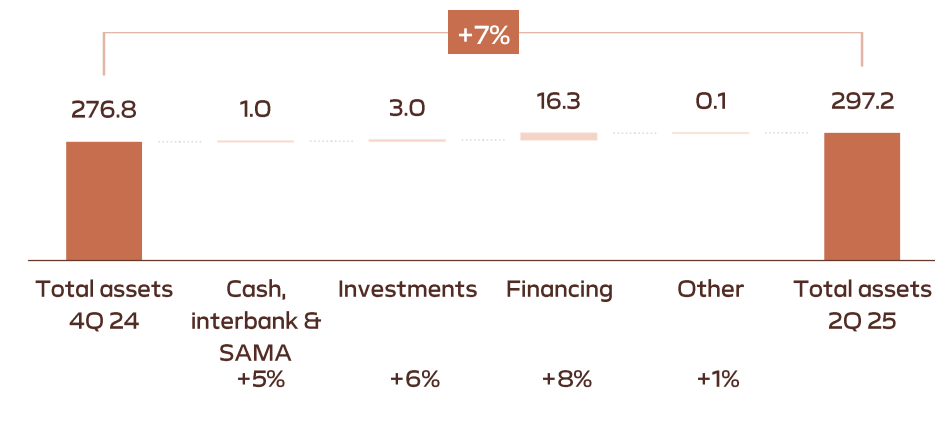
Balance sheet growth of 7% YTD driven by financing and investments

Management Commentary

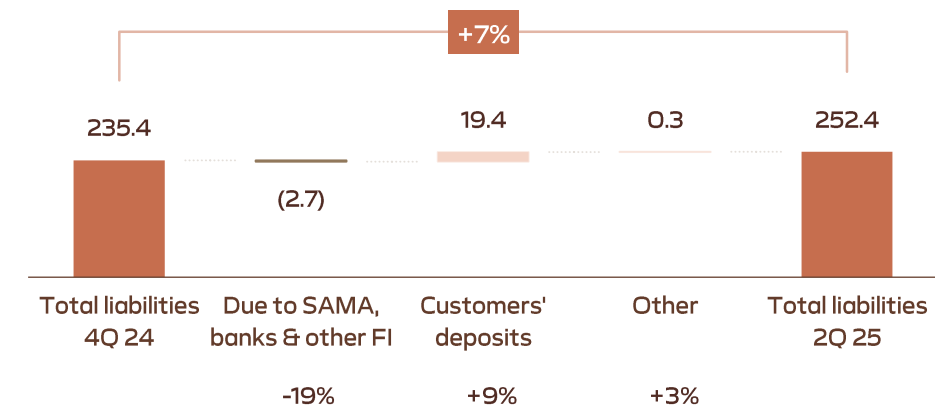
- Growth in total assets of 7% YTD mainly driven by 8% financing growth and 6% growth in investments.
- Total liabilities grew by 7% YTD mainly from a 9% increase in customers' deposits.

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%
Total assets	297,216	276,827	+7%	260,138	+14%
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%
Total liabilities	252,442	235,386	+7%	220,101	+15%
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%
Total equity	44,775	41,442	+8%	40,037	+12%

Total Assets Movement YTD (ﷲ bn)



Total Liabilities Movement YTD (ﷲ bn)



P&L Trends

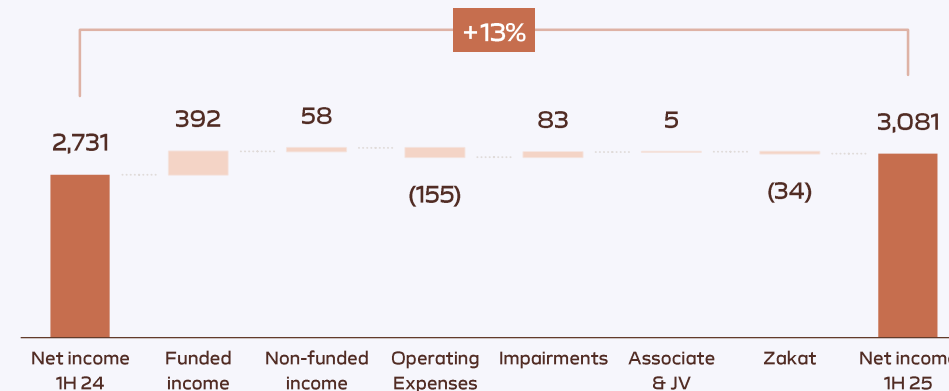
Net income for 1H 2025 grew by 13% YoY supported by growth in operating income

Management Commentary

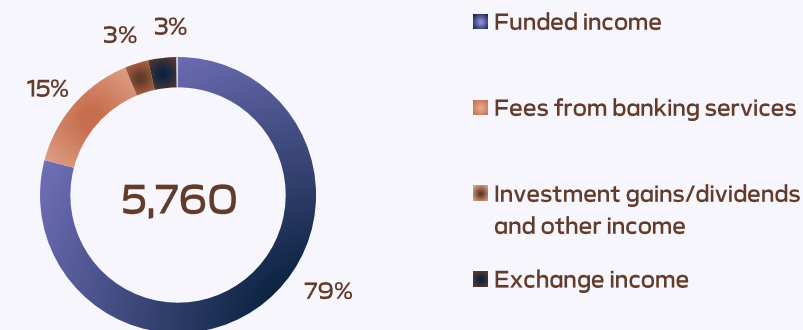
- Net income for 1H 2025 grew 13% YoY to ﷲ 3,081mn from 8% operating income growth.
- 1H 2025 funded income increased by 9% YoY, and the non-funded income increased by 5% YoY.

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

Net Income Movement YoY (ﷲ mn)



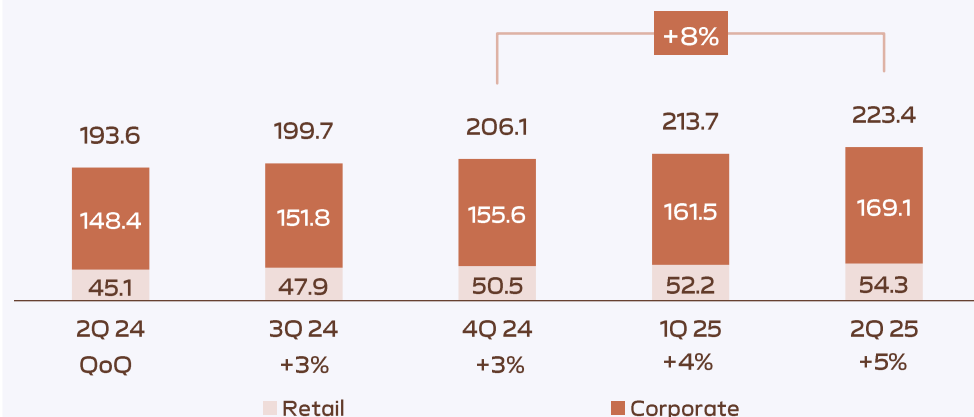
Operating Income Composition (ﷲ mn)



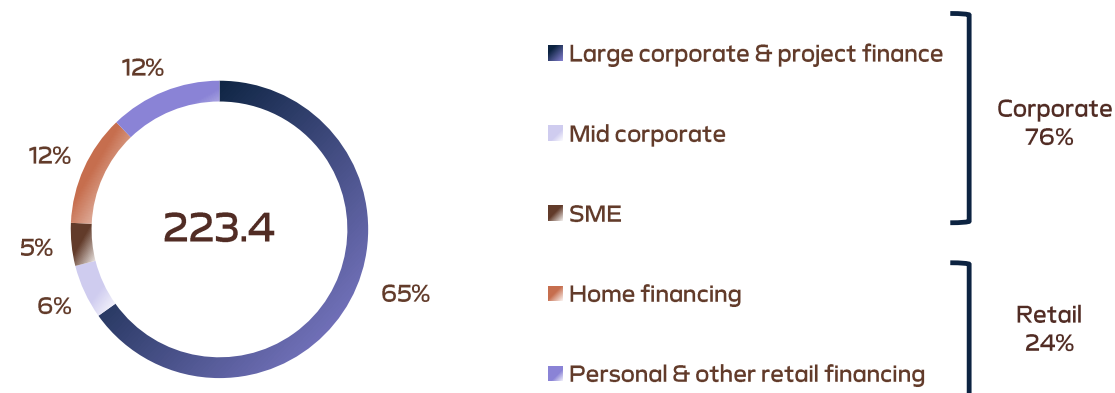
Financing

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

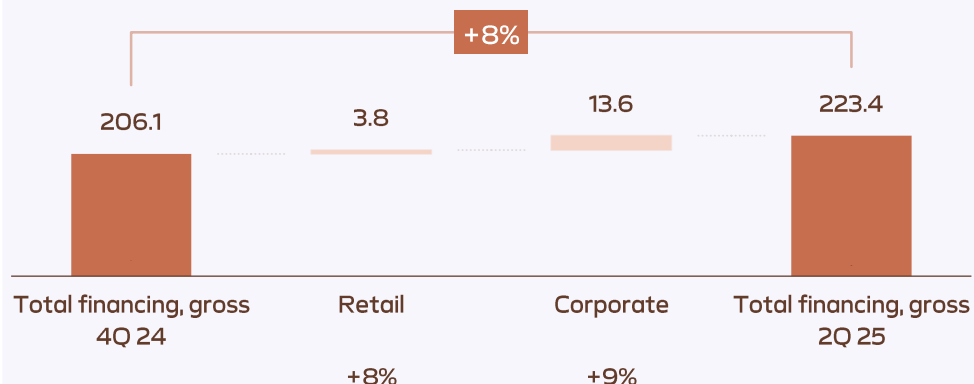
Financing, Gross (ﷲ bn)



Financing, Gross Composition (ﷲ bn)



Financing, Gross Movement YTD (ﷲ bn)



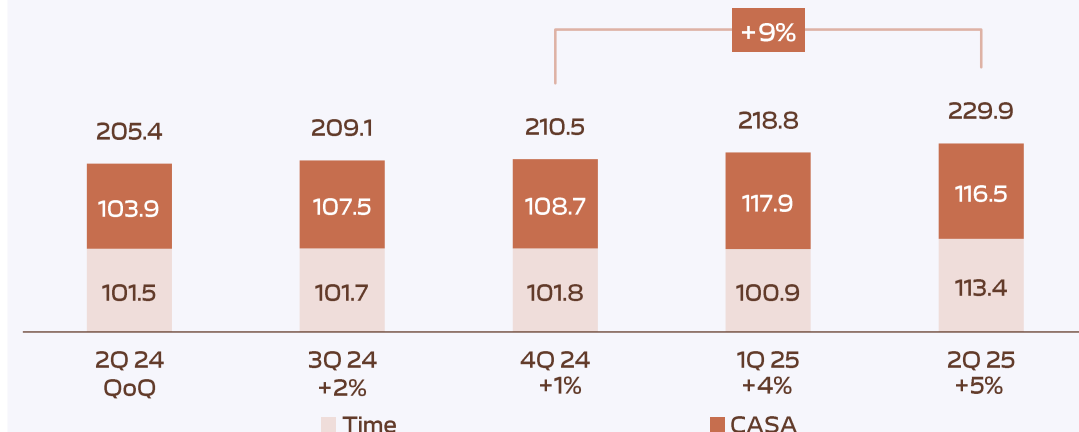
Management Commentary

- 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 30th 2025.

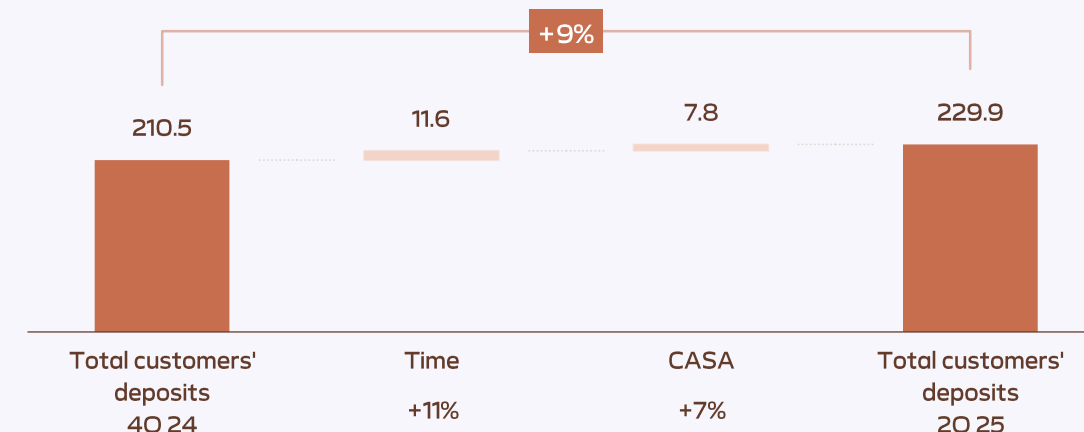
Deposits

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

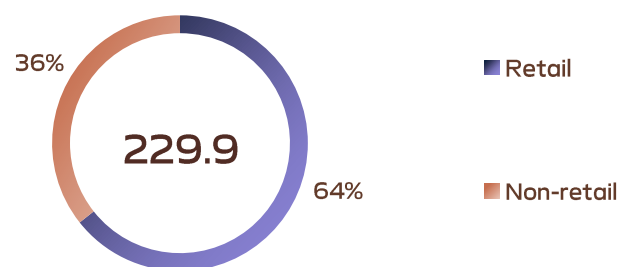
Customers' Deposits (AED bn)



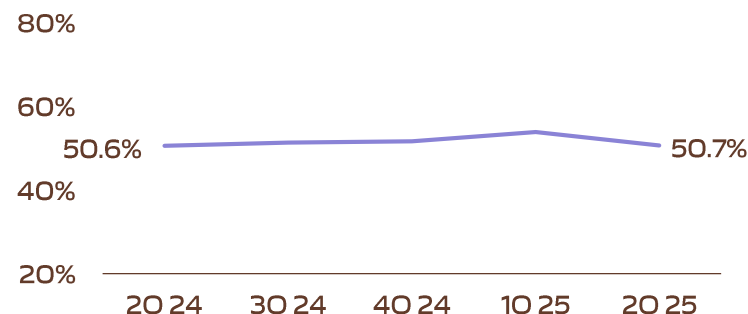
Customers' Deposits Movement YTD (AED bn)



Customers' Deposits Composition (AED bn)



CASA % of Total Deposits (%)



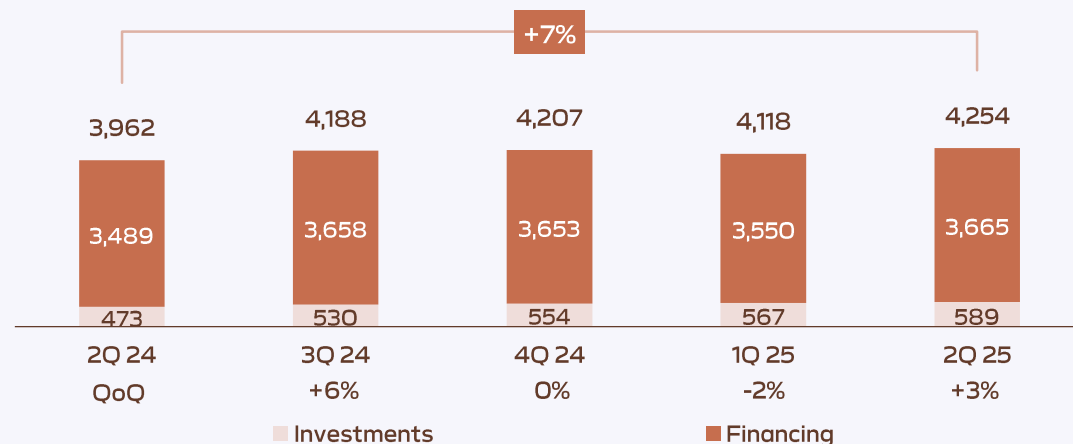
Management Commentary

- 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 30th, 2025.

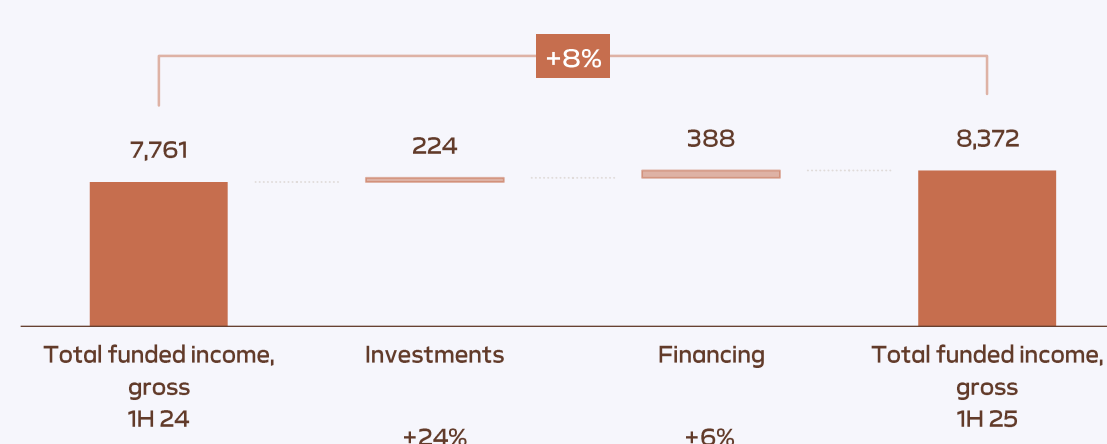
Income from Financing & Investments

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

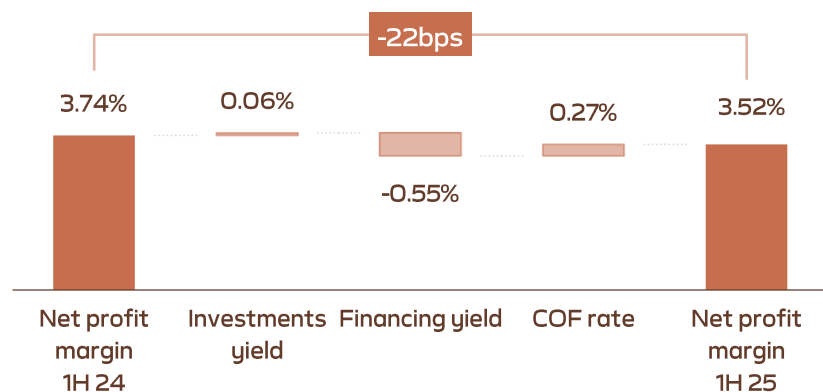
Funded Income, Gross (ﷲ mn)



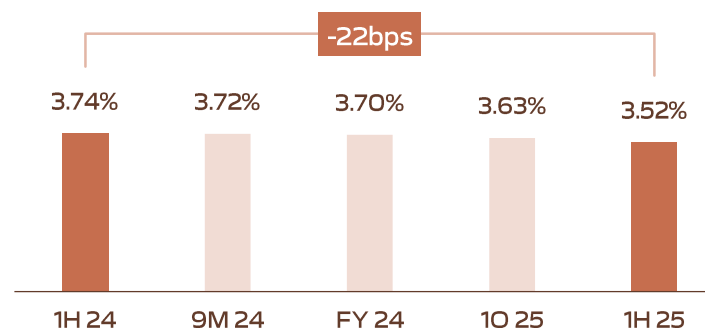
Funded Income, Gross Movement (ﷲ mn)



Net Profit Margin Movement YoY (%)



Net Profit Margin YTD (%)



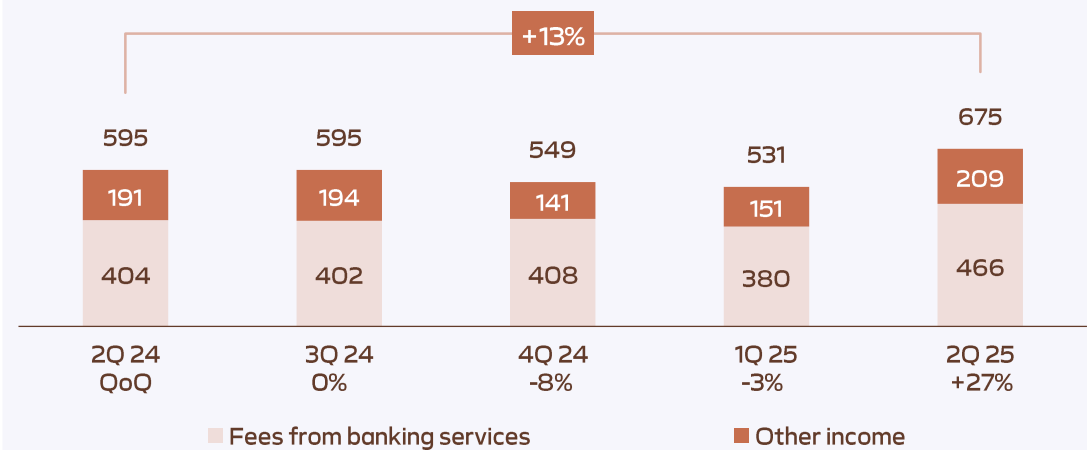
Management Commentary

- 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.
- Net profit margin decreased by 22bps YoY to 3.52% in 1H 2025.

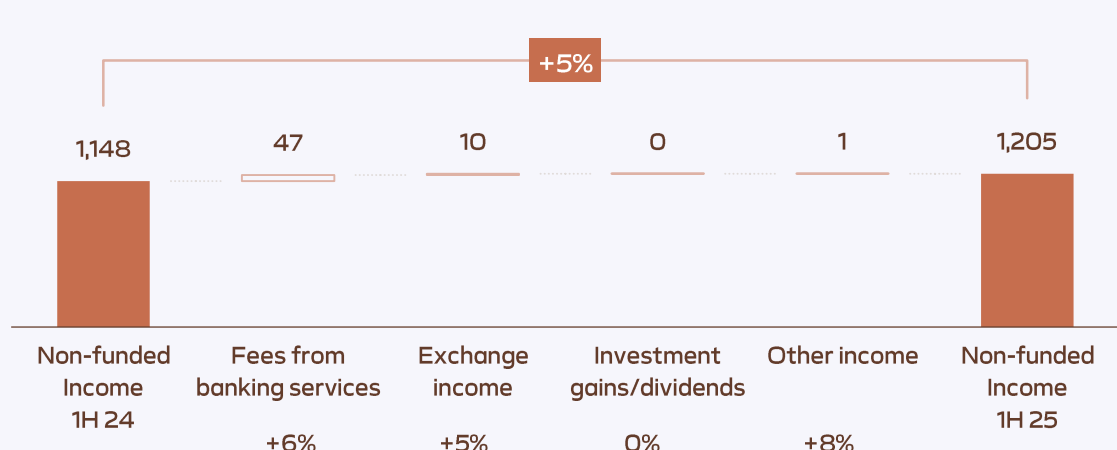
Fee and Other Income

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

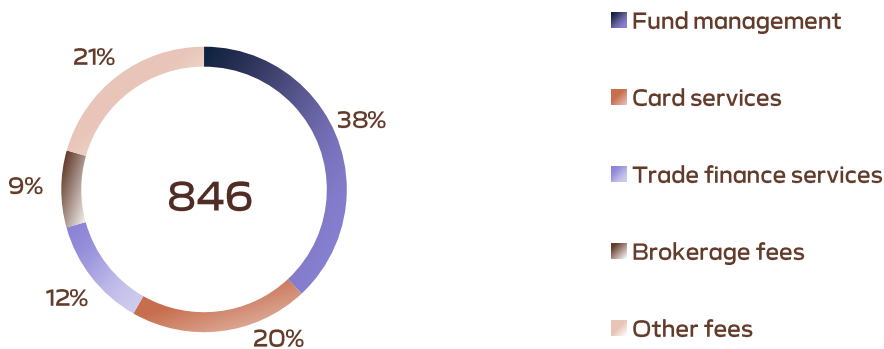
Non-Funded Income (ﷲ mn)



Non-Funded Income Movement YoY (ﷲ mn)



Fees from Banking Services Composition (ﷲ mn)



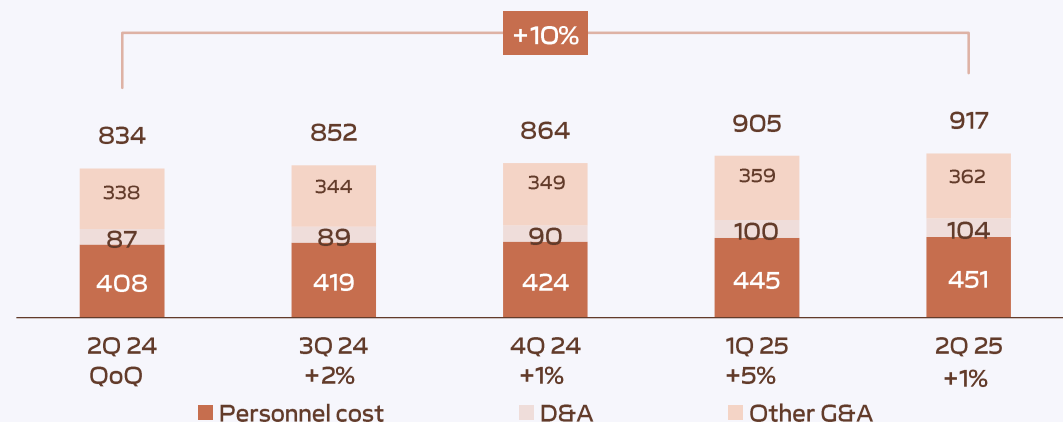
Management Commentary

- Non-funded income for 1H 2025 increased 5% YoY to ﷲ1,205mn 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.

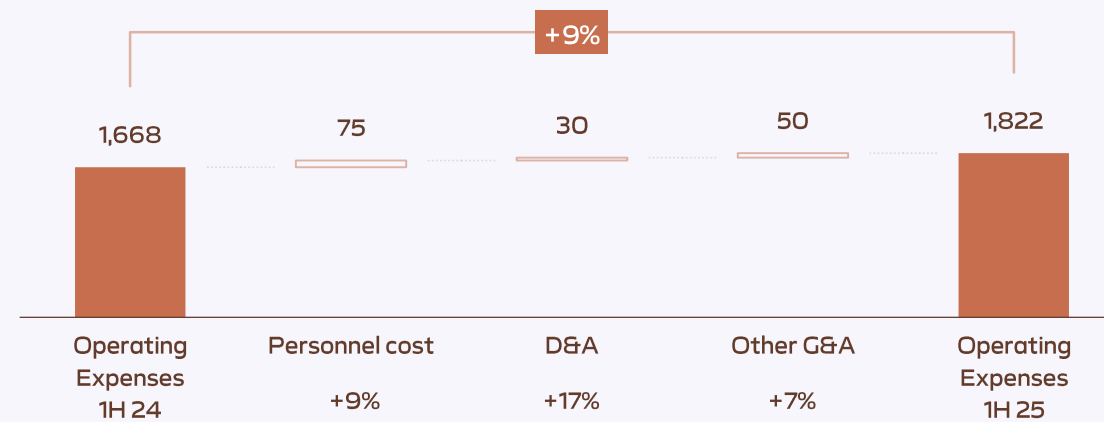
Operating Expenses

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

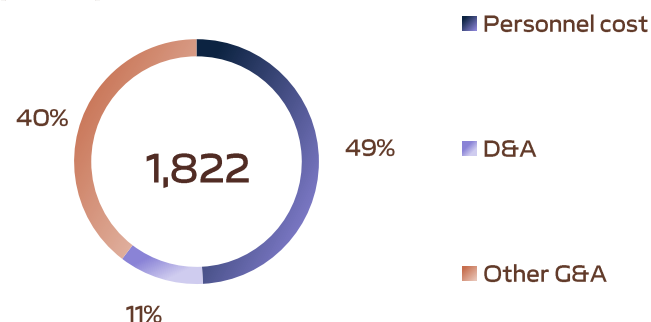
Operating Expenses (ﷲ mn)



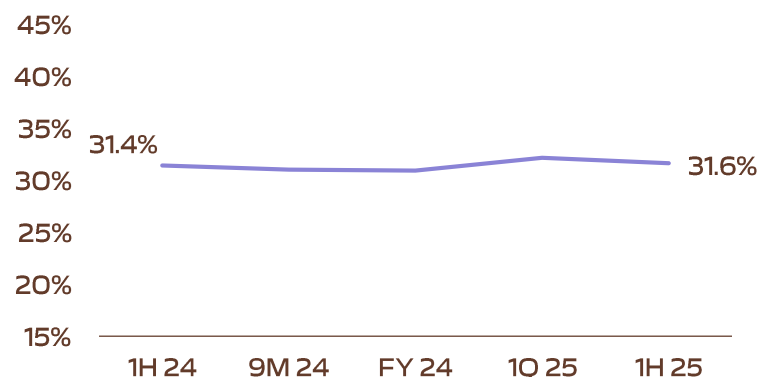
Operating Expenses Movement YoY (ﷲ mn)



Operating Expenses Composition (ﷲ mn)



Cost to Income Ratio (%)



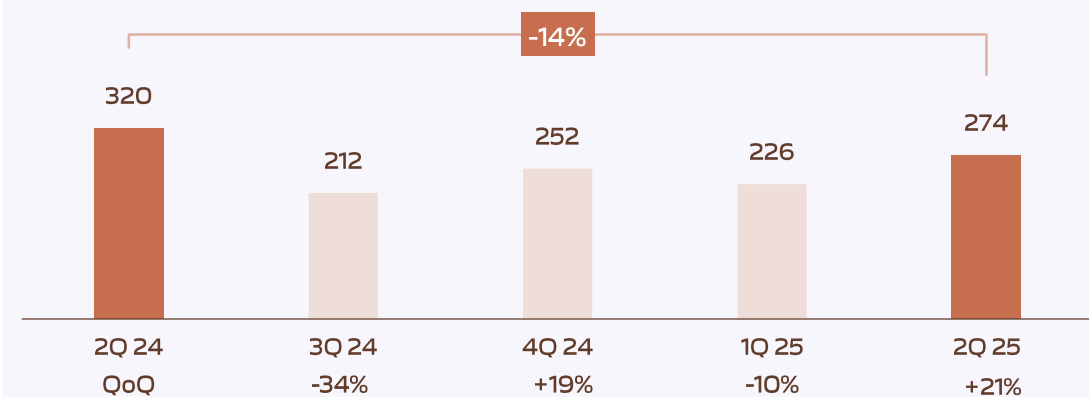
Management Commentary

- Operating expense growth stabilized at 9% YoY, reaching ﷲ 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%.

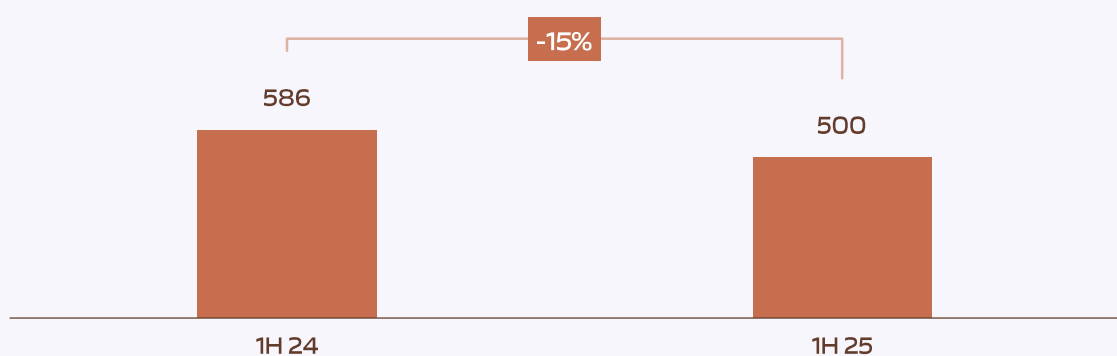
Impairments for Financing

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

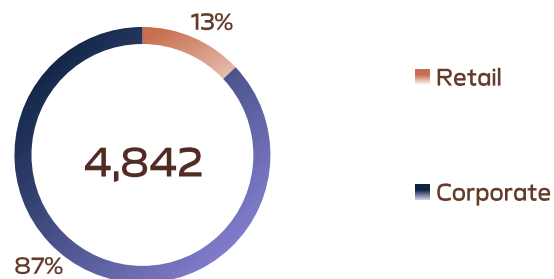
Impairments for Financing (ﷲ mn)



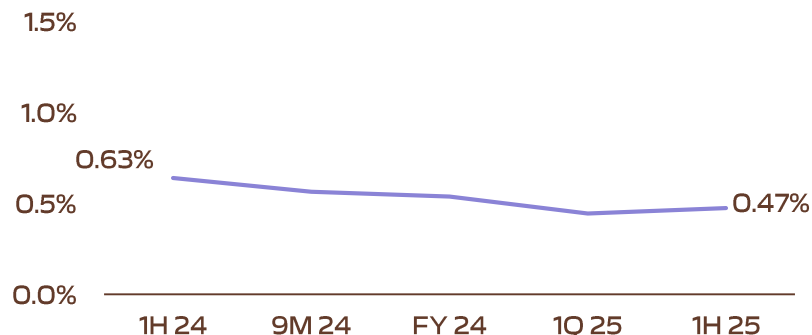
Impairments for Financing (ﷲ mn)



Impairments Allowance Composition (ﷲ mn)



Cost of Risk (%)



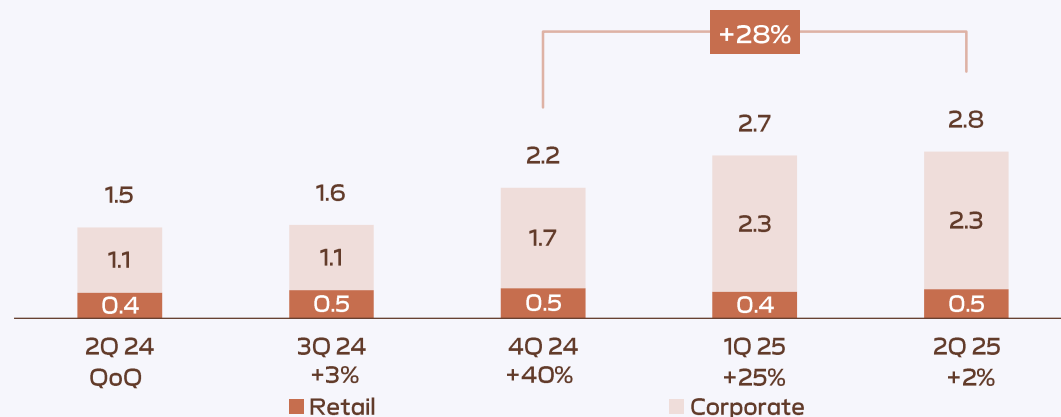
Management Commentary

- 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.

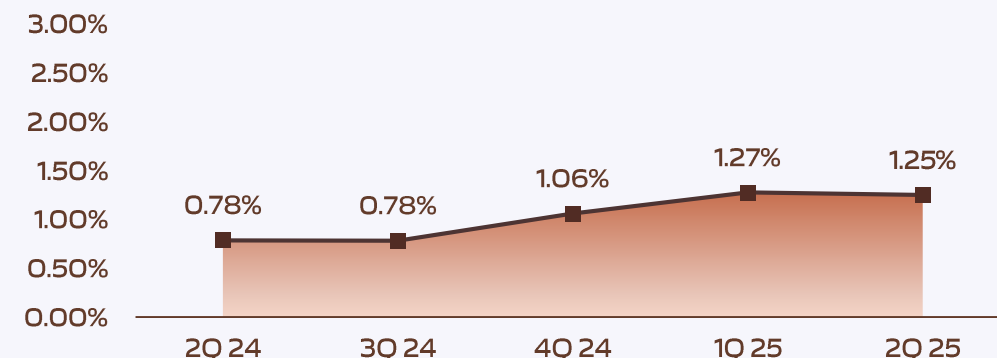
NPL & NPL Coverage

NPL ratio and NPL coverage remain at healthy levels

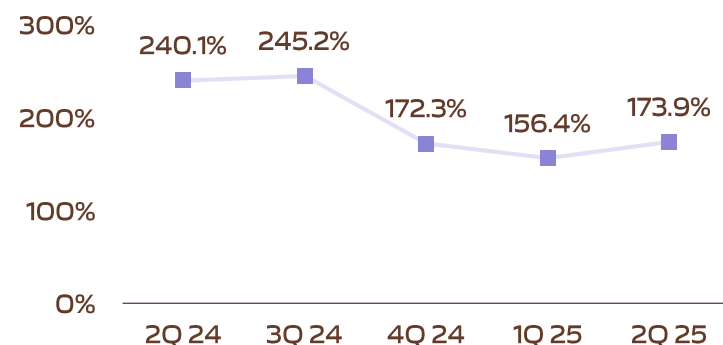
Non-Performing Loans, Gross (E bn)



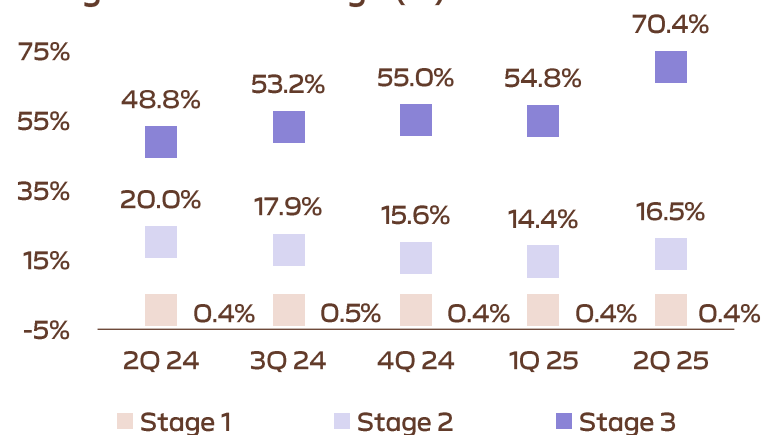
NPL Ratio (%)



NPL Coverage Ratio (%)



Stage-Wise Coverage (%)



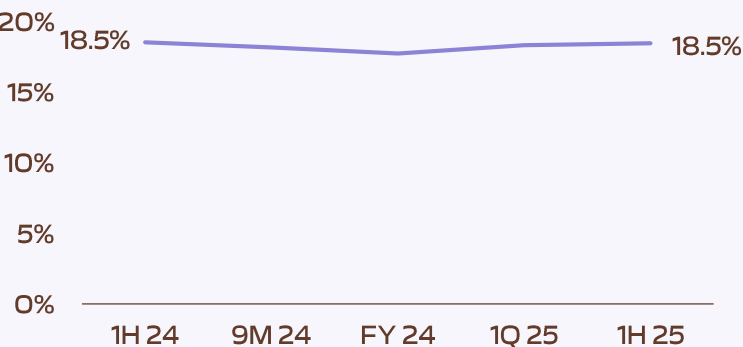
Management Commentary

- NPL ratio increased by 47bps YoY to 1.25% in 2Q 2025.
- NPL coverage decreased by 66.2ppts YoY to 173.9%.
- Stage 3 coverage improved to reach 70.4%.

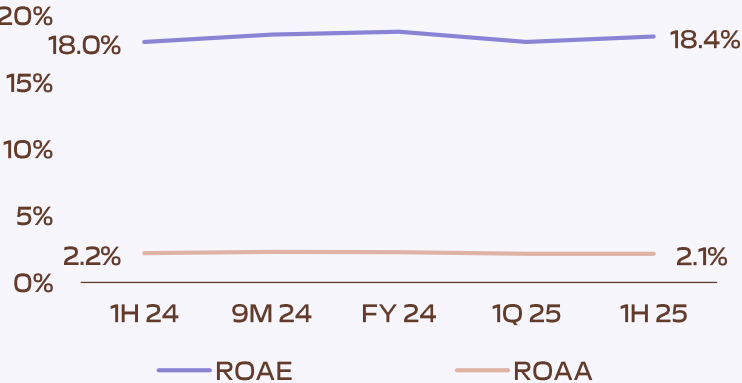
Capitalization & Liquidity

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

Capitalization (%)



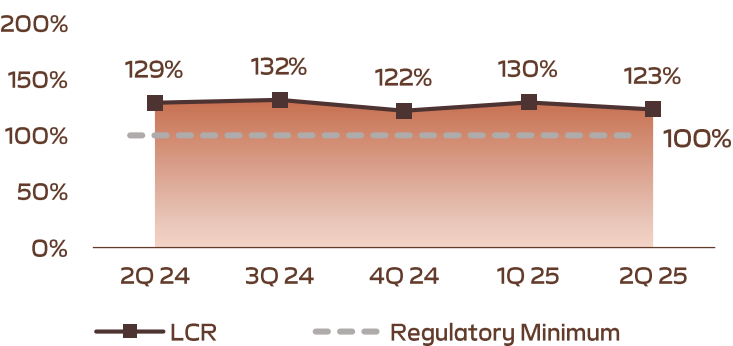
Profitability (%)



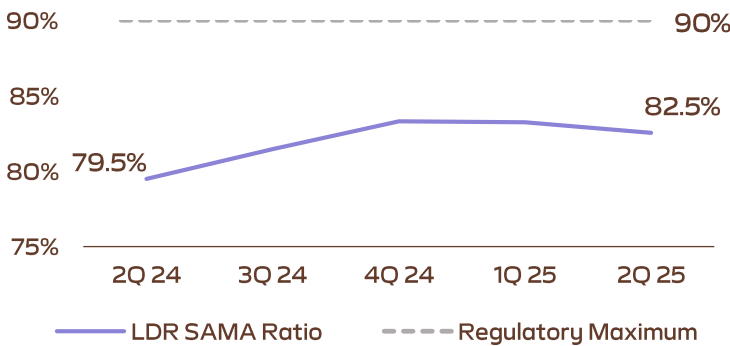
Management Commentary

- CAR decreased by 8bps YoY to 18.5%.
- LCR decreased by 6ppts YoY to 123%.
- LDR ratio increased by 3ppts YoY to 82.5%.
- NSFR decreased by 1.2ppts YoY to 108.2%.

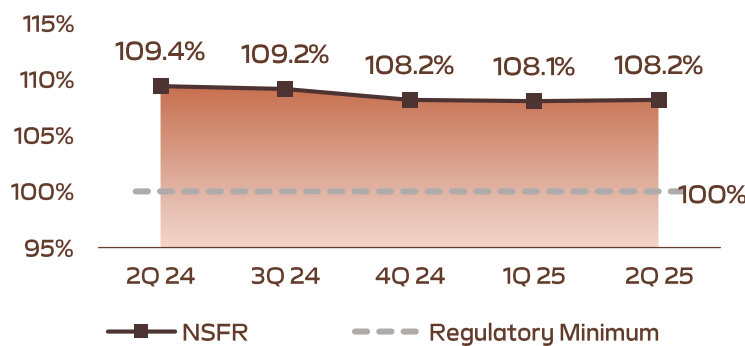
LCR (%)



LDR SAMA Ratio (%)



NSFR (%)



Outlook & Guidance

Q2 2025



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Guidance

Acceleration of strategic execution drives a promising outlook for 2025



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

Q&A

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Appendix

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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.

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