



Earnings Presentation

3Q 2025

29 October 2025

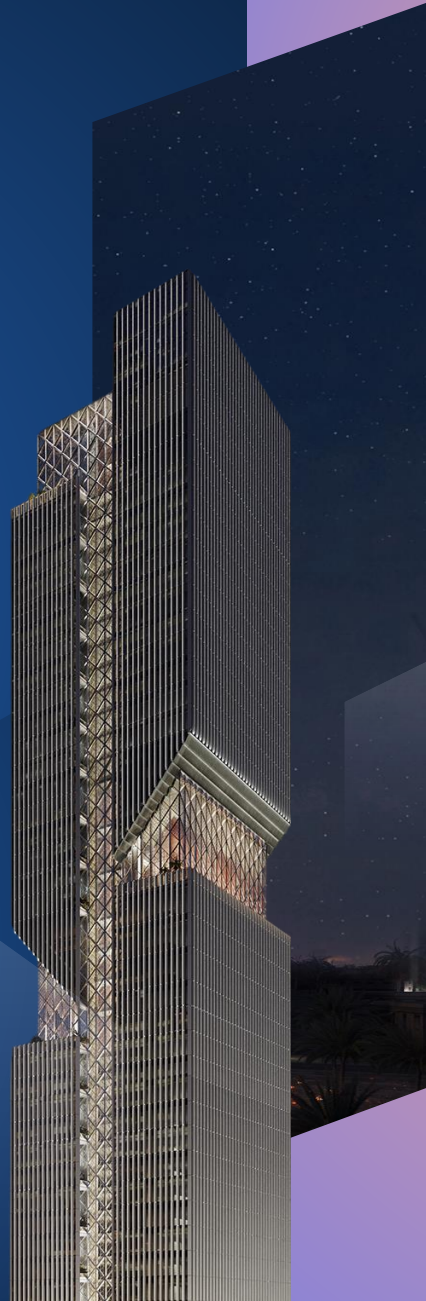
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Alinma Overview

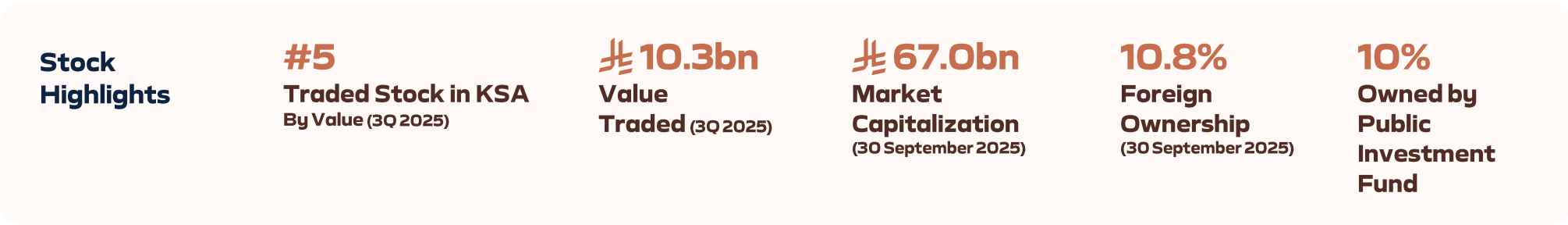
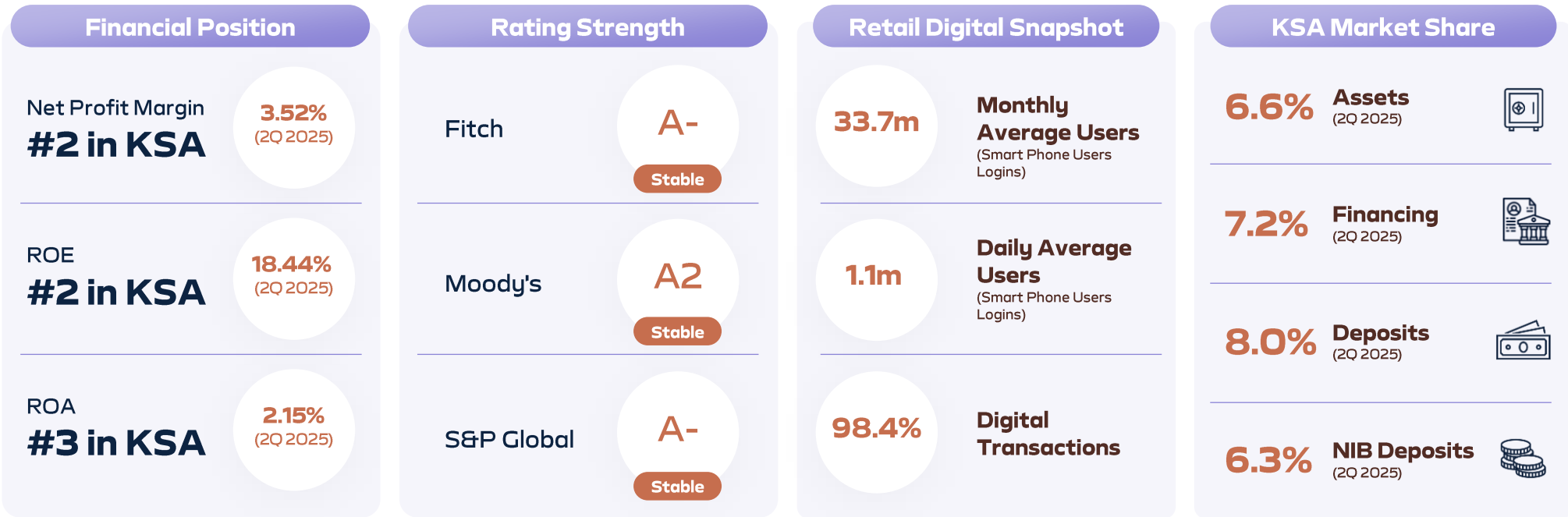
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Alinma Overview

One Step Ahead



SOURCE: Bank Financial Statements, Tadawul

Financial Performance Highlights

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Financial Performance Highlights

Operating income growth drove a 9% increase in net income for 9M 2025, and a strong ROE of 18.4%



Balance Sheet

- 12% increase in financing YTD, driven primarily by growth in corporate financing, complemented by a rise in retail financing.
- 11% growth in customers' deposits YTD driven by an increase in CASA by 14%

3Q 25 Financing

ﷲ Bn
225.7
+12%
YTD

3Q 25 Total Assets

ﷲ Bn
307.2
+11%
YTD

3Q 25 Customers' Deposits

ﷲ Bn
234.6
+11%
YTD

3Q 25 CASA Deposits

ﷲ Bn
124.0
+14%
YTD



Income Statement

- Operating income growth of 7% YoY driven by increase of 8% in funded income.
- Growth in operating income of 7% translated into increase of 9% in net income to reach ﷲ 4,673mn.

9M 25 Operating Income

ﷲ Mn
8,725
+7%
YoY

9M 25 Net Income

ﷲ Mn
4,673
+9%
YoY

3Q 25 CASA % of Total Deposits

52.8%
+1.2
PPTS YTD

9M 25 Cost to Income Ratio

31.6%
+0.6
PPTS YoY



Credit Quality, Capital and Liquidity

- NPL and NPL coverage ratios at 1.20% and 158.2% respectively while cost of risk Improved by 11bps YoY to 0.46%.
- Capitalization and liquidity positions remained healthy and within regulatory limits.

3Q 25 NPL Ratio

1.20%
+14
BPS YTD

3Q 25 NPL Coverage Ratio

158.2%
-14.1
PPTS YTD

9M 25 Net Profit Margin

3.46%
-27
BPS YoY

9M 25 ROE

18.4%
-17
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

3Q 2025 Initiatives Completed to Date



Bank-wide 30/31

- Introduced travel and medical malpractice insurance solutions with end-to-end Straight-Through Processing
- Launched Cashflow Management solution to support business liquidity
- Introduced the "Payment Deferment Product" as part of CSR initiatives to help customers in financial difficulty by offering temporary relief and flexible repayment options



Retail 22/22

- 3 branches have been opened during 3Q 2025, enhancing our market presence and customer accessibility
- Launched the "Expats Affluent Banking" package, a premium banking solution catering to the unique financial needs of Affluent expatriate residents
- Continuous adoption and expansion of our Youth App (Iz), delivering a 47% QoQ increase in the client base



Corporate 20/21

- Soft Launched iz Business
- Successfully executed multiple STP LGs transactions through digital trade solution
- +15% (YoY) growth in Corporate financing including SMEs
- +31% (YoY) growth in booked assets under Mid-Corporate banking segment
- +6% (YoY) growth in SMEs financing



Treasury 12/12

- Issued a \$500mn Sustainable AT1 sukuk
- Issued a \$500mn senior unsecured sukuk
- Established CD program and issued \$550mn CDs in Q3 2025



Progress to date

84/86



98%

Strategy Financial KPIs

Driving growth and sustainable progress



Retail

Revolving Credit Card portfolio, ١٠٠٠ Mn

836 3Q2024 → +33% → 1,113 3Q2025

Auto Lease portfolio, ١٠٠٠ Mn

2,579 3Q2024 → +43% → 3,695 3Q2025

Account opening (digital on-boarding)

88% 9M2024 → +8% → 95% 9M2025



Corporate

Project Finance portfolio, ١٠٠٠ Bn

69.8 3Q2024 → +9% → 76.2 3Q2025

SME portfolio, ١٠٠٠ Bn*

11.3 3Q2024 → +6% → 11.9 3Q2025

Mid Corporate portfolio, ١٠٠٠ Bn

10.9 3Q2024 → +31% → 14.2 3Q2025



Treasury

Average yield on investment portfolio, bps

447 9M2024 → +4bps → 451 9M2025

Cost of Funding, bps

-325 9M2024 → -27bps → -297 9M2025

Exchange Income, Net ١٠٠٠ Mn

272.3 9M2024 → +2% → 278.3 9M2025

* SME portfolio balance increased due to re-segmentation.

9M 2025 Financial Performance



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Balance Sheet Trends

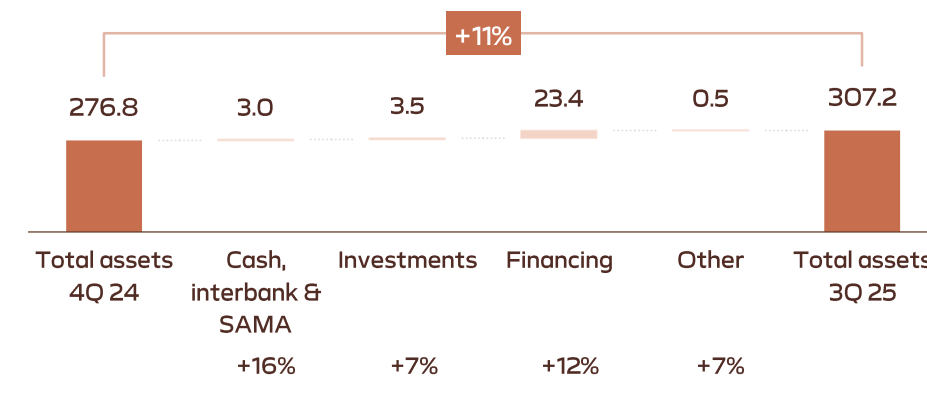
Balance sheet growth of 11% YTD driven by financing and investments

Management Commentary

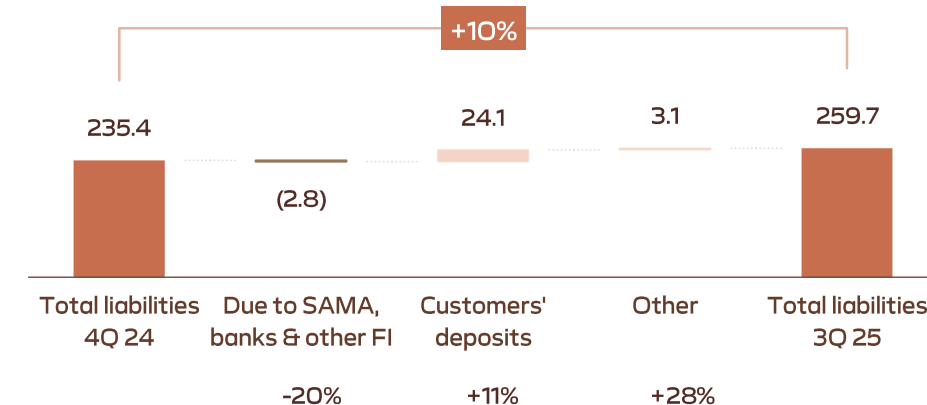
- Growth in total assets of 11% YTD mainly driven by 12% financing growth and 7% growth in investments.
- Total liabilities grew by 10% YTD mainly from a 11% increase in customers' deposits.

ﷲ (mn)	3Q 2025	4Q 2024	Δ%	3Q 2024	Δ%
Cash, interbank & SAMA balances	21,326	18,360	+16%	17,446	+22%
Investments	52,150	48,625	+7%	46,938	+11%
Financing	225,684	202,308	+12%	195,895	+15%
Other assets	8,053	7,534	+7%	6,703	+20%
Total assets	307,214	276,827	+11%	266,983	+15%
Due to SAMA, banks & other FI	11,161	13,936	-20%	8,464	+32%
Customers' deposits	234,623	210,545	+11%	209,140	+12%
Other liabilities	13,961	10,905	+28%	8,221	+70%
Total liabilities	259,745	235,386	+10%	225,825	+15%
Share capital	25,000	25,000	0%	25,000	0%
Retained earnings	5,135	3,188	+61%	3,987	+29%
Other reserves	4,831	4,503	+7%	3,419	+41%
Tier 1 sukuk	12,502	8,751	+43%	8,751	+43%
Total equity	47,468	41,442	+15%	41,158	+15%

Total Assets Movement YTD (ﷲ bn)



Total Liabilities Movement YTD (ﷲ bn)



P&L Trends

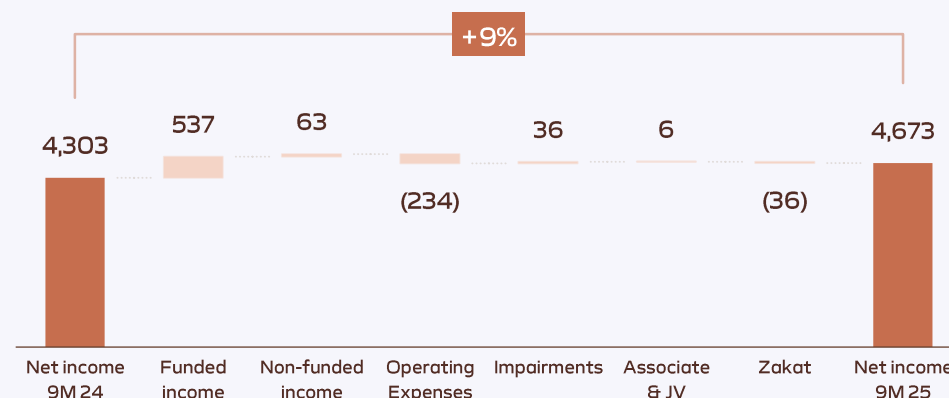
Net income for 9M 2025 grew by 9% YoY supported by growth in operating income

Management Commentary

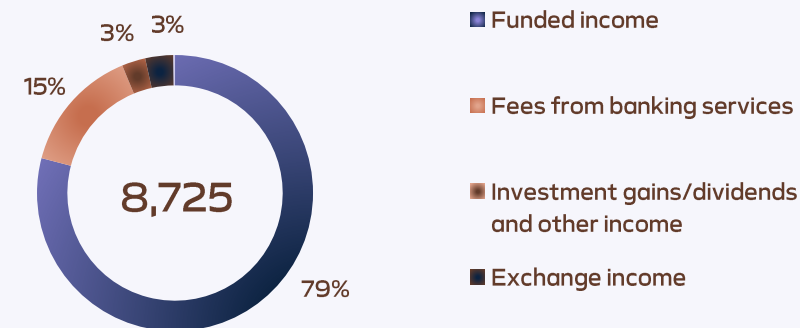
- Net income for 9M 2025 grew 9% YoY to AED 4,673mn from 7% operating income growth.
- 9M 2025 funded income increased by 8% YoY, and the non-funded income increased by 4% YoY.

AED (mn)	9M 2025	9M 2024	$\Delta\%$	3Q 2025	3Q 2024	$\Delta\%$
Funded income	6,919	6,383	+8%	2,365	2,220	+7%
Non-Funded income	1,806	1,743	+4%	600	595	+1%
Total operating income	8,725	8,125	+7%	2,965	2,815	+5%
Operating Expenses	2,755	2,520	+9%	932	852	+9%
Net operating income before impairment charge	5,970	5,605	+7%	2,032	1,963	+4%
Impairments	764	800	-4%	256	209	+23%
Net operating income	5,206	4,806	+8%	1,776	1,754	+1%
Income before zakat & income tax	5,204	4,797	+8%	1,775	1,752	+1%
Zakat	531	495	+7%	183	181	+1%
Net income	4,673	4,303	+9%	1,592	1,571	+1%

Net Income Movement YoY (AED mn)



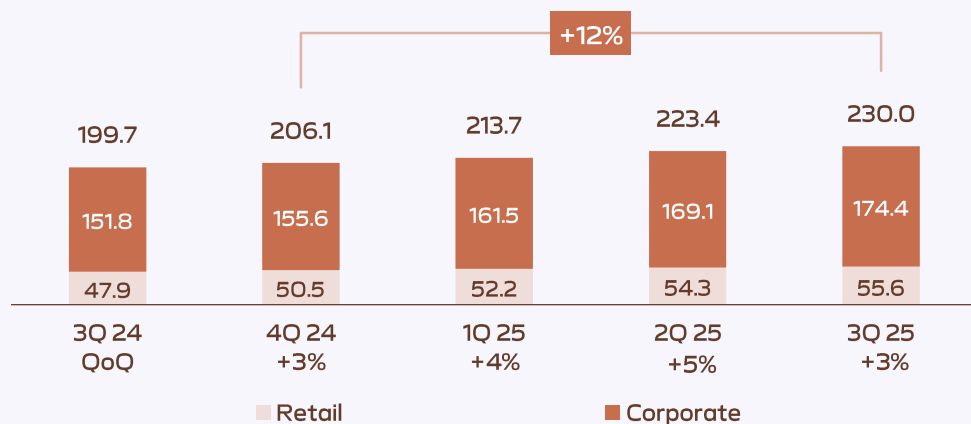
Operating Income Composition (AED mn)



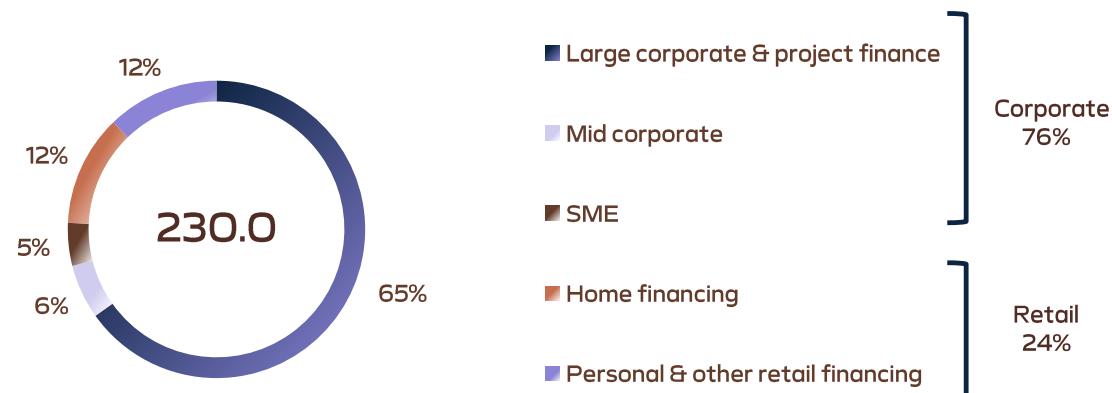
Financing

Gross financing growth of 12% YTD is driven by 10% increase in retail financing, and 12% in corporate financing

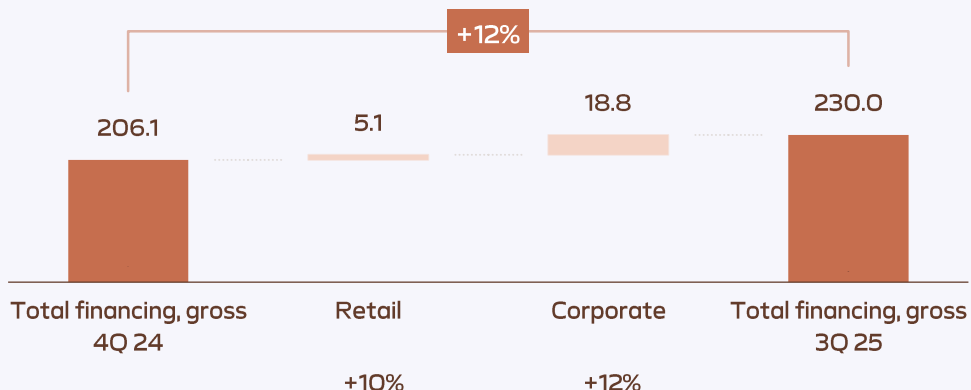
Financing, Gross (ﷲ bn)



Financing, Gross Composition (ﷲ bn)



Financing, Gross Movement YTD (ﷲ bn)



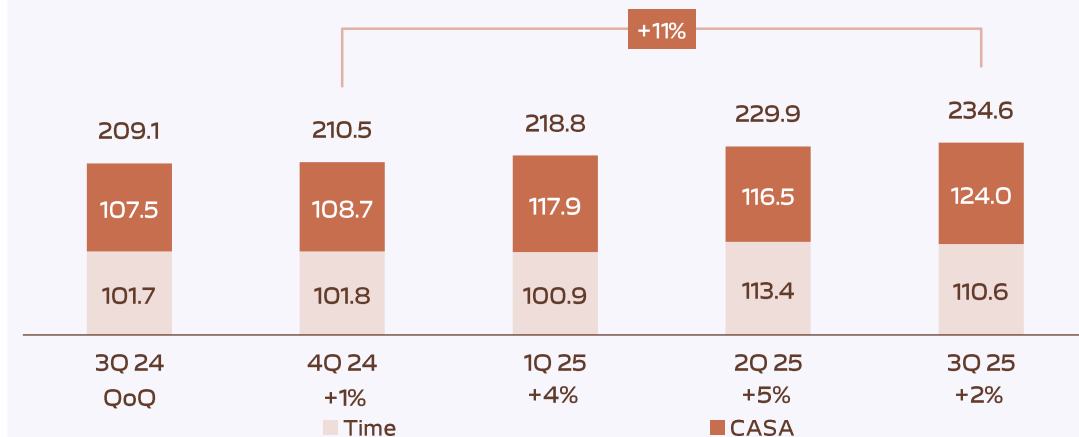
Management Commentary

- Retail financing increased by 10% 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 12% increase YTD, driven by 32% growth in mid-corporate, along with 5% growth in SME financing YTD.
- Gross financing comprises of 76% corporate and 24% retail as of September 30th 2025.

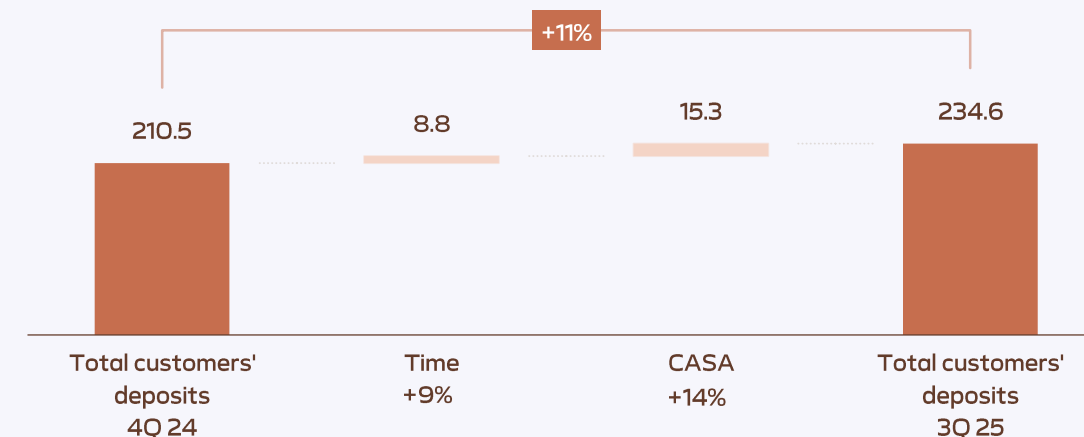
Deposits

Deposit growth of 11% driven by continuous healthy growth of CASA by 14%

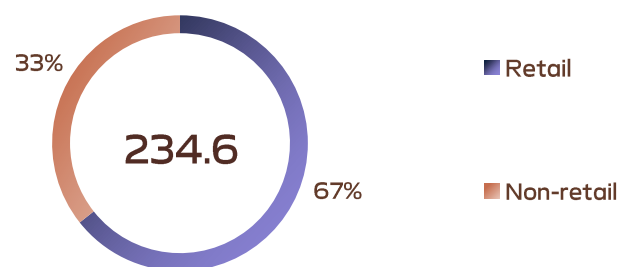
Customers' Deposits (AED bn)



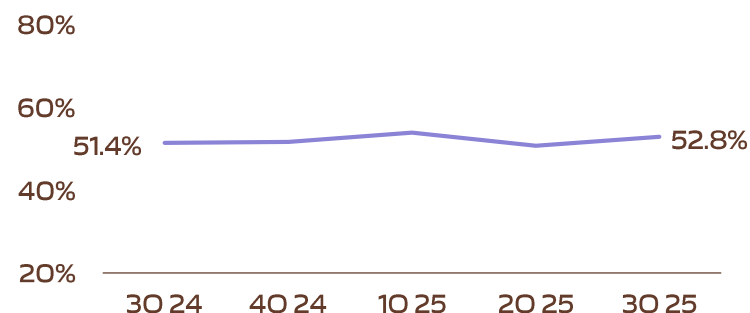
Customers' Deposits Movement YTD (AED bn)



Customers' Deposits Composition (AED bn)



CASA % of Total Deposits (%)



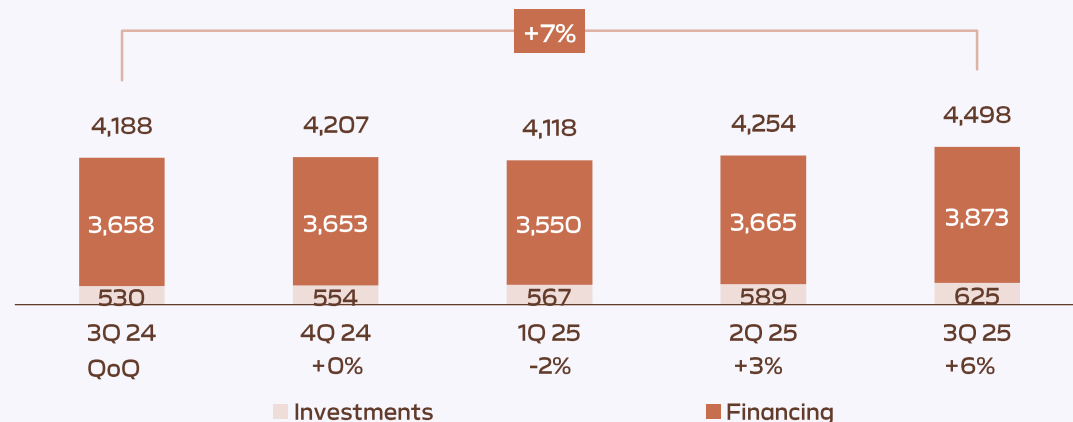
Management Commentary

- Deposits rose by 11% during 9M 2025 driven by growth in CASA and time deposits of 14% and 9% respectively.
- CASA Deposit composition improved by 147bps.
- Total deposits comprise of 67% retail and 33% non-retail deposits as of September 30th, 2025.

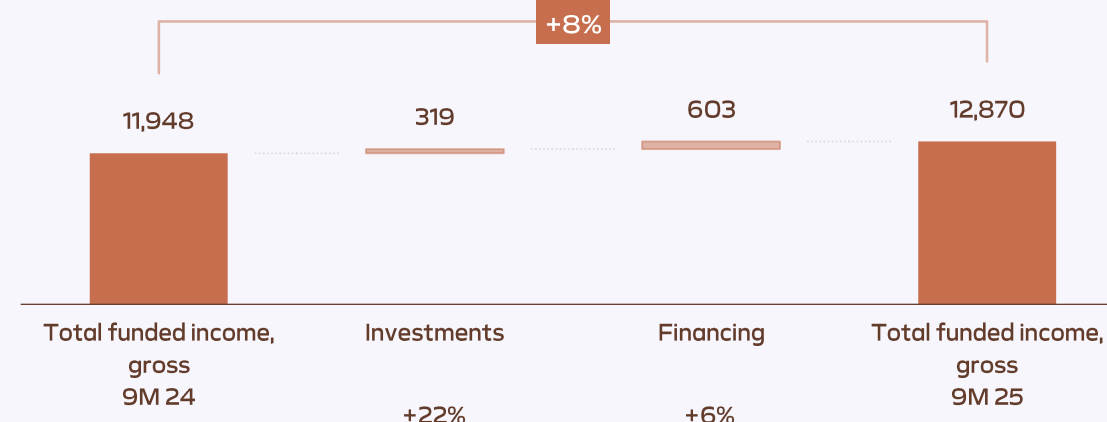
Income from Financing & Investments

Gross funded income continues a healthy growth driven by 22% growth in investment income and 6% growth in financing income

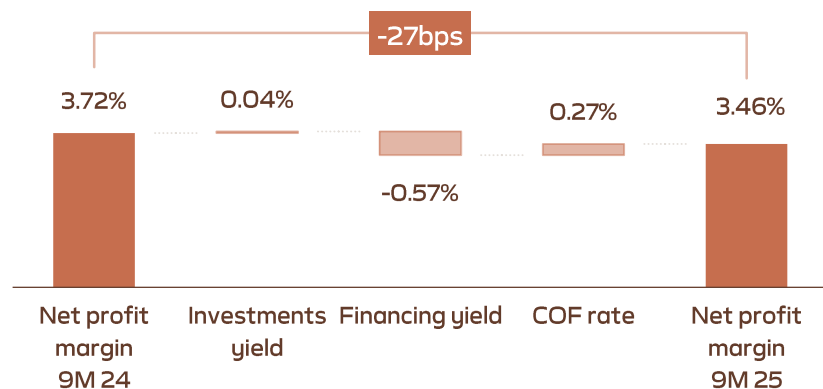
Funded Income, Gross (ﷲ mn)



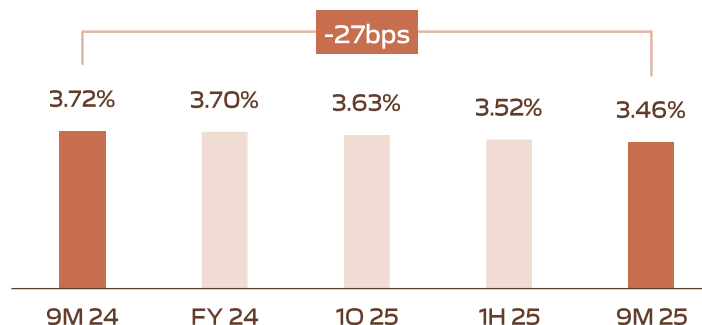
Funded Income, Gross Movement (ﷲ mn)



Net Profit Margin Movement YoY (%)



Net Profit Margin YTD (%)



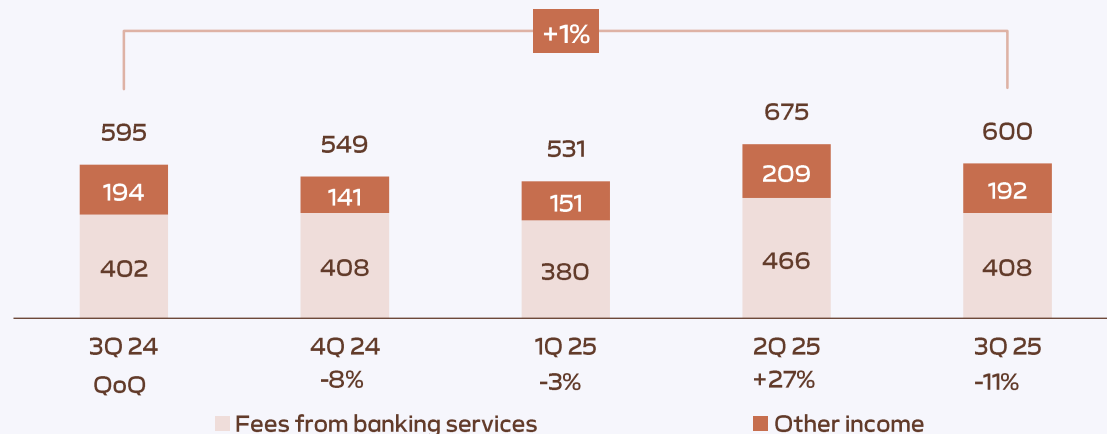
Management Commentary

- Gross funded income for 9M 2025 increased by 8% YoY to ﷲ 12,870mn from a 22% increase in investment income and a 6% rise in financing income.
- Net profit margin decreased by 27bps YoY to 3.46% in 9M 2025.

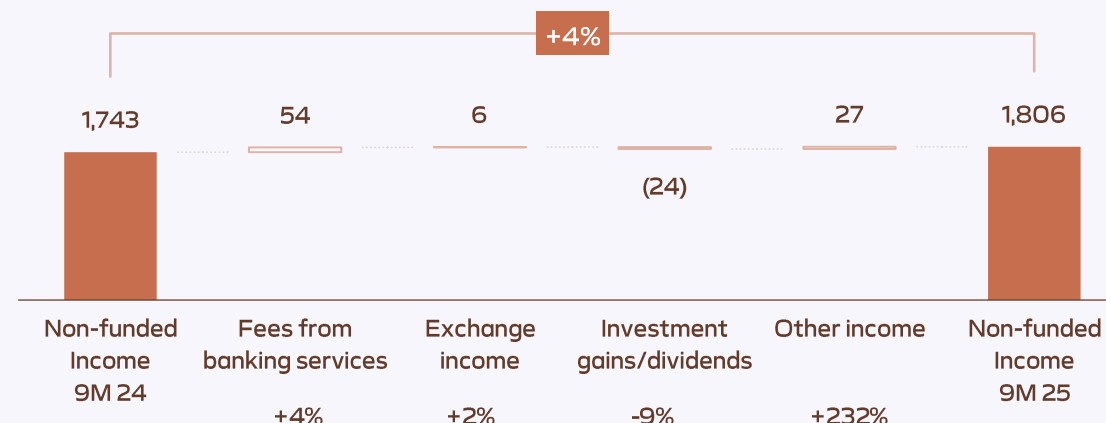
Fee and Other Income

Non-funded income for 9M 2025 increased by 4% YoY

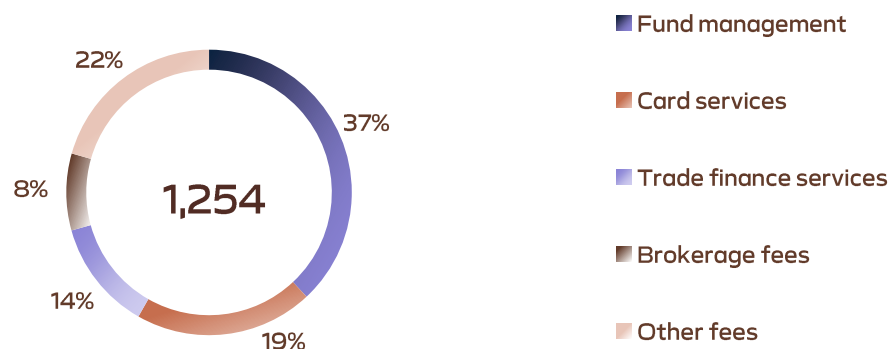
Non-Funded Income (ﷲ mn)



Non-Funded Income Movement YoY (ﷲ mn)



Fees from Banking Services Composition (ﷲ mn)



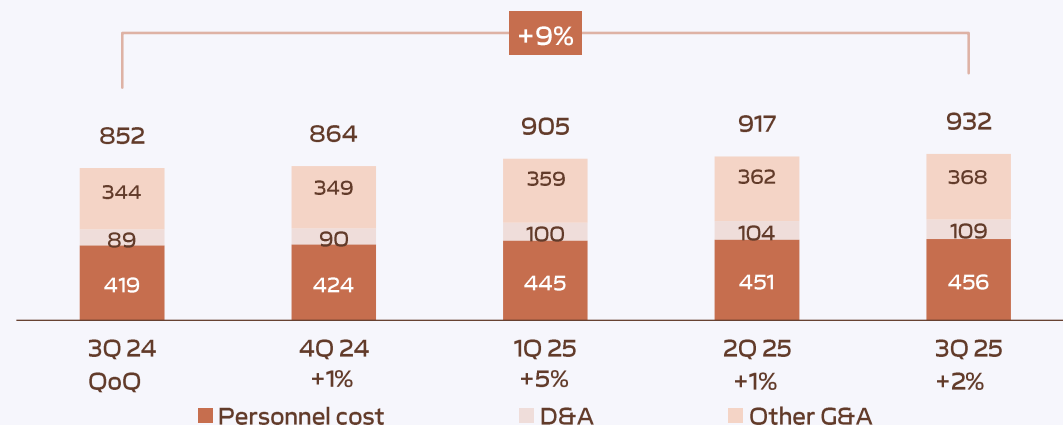
Management Commentary

- Non-funded income for 9M 2025 increased 4% YoY to ﷲ1,806mn from improved in fees from banking services and other income.
- Fund management fees comprise the majority of fees from banking services at 37%, while other fees account for 22%, card services for 19%, and trade finance services and brokerage fees represent 14% and 8% respectively.

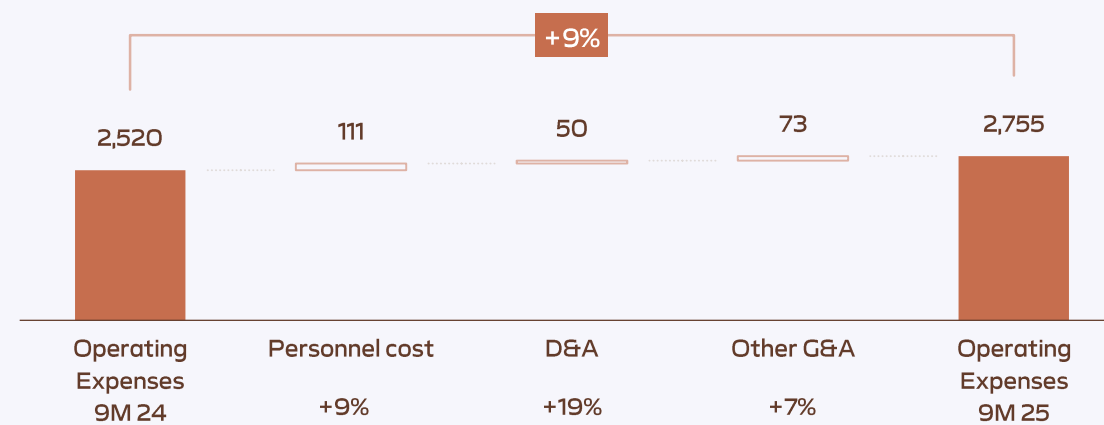
Operating Expenses

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

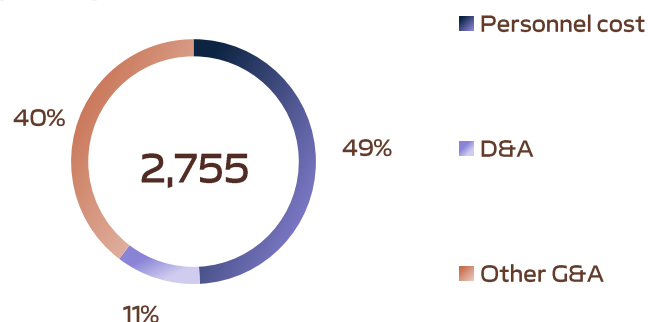
Operating Expenses (ﷲ mn)



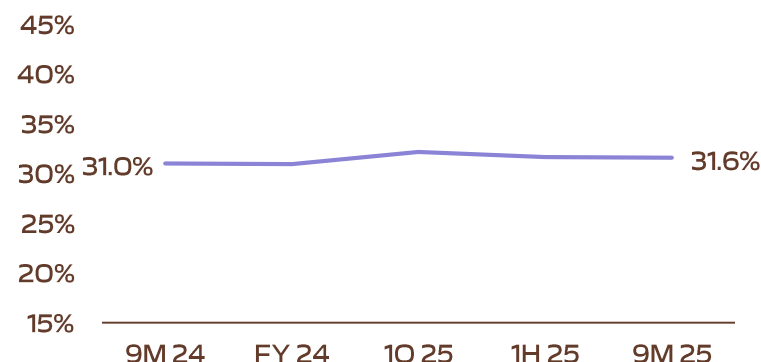
Operating Expenses Movement YoY (ﷲ mn)



Operating Expenses Composition (ﷲ mn)



Cost to Income Ratio (%)

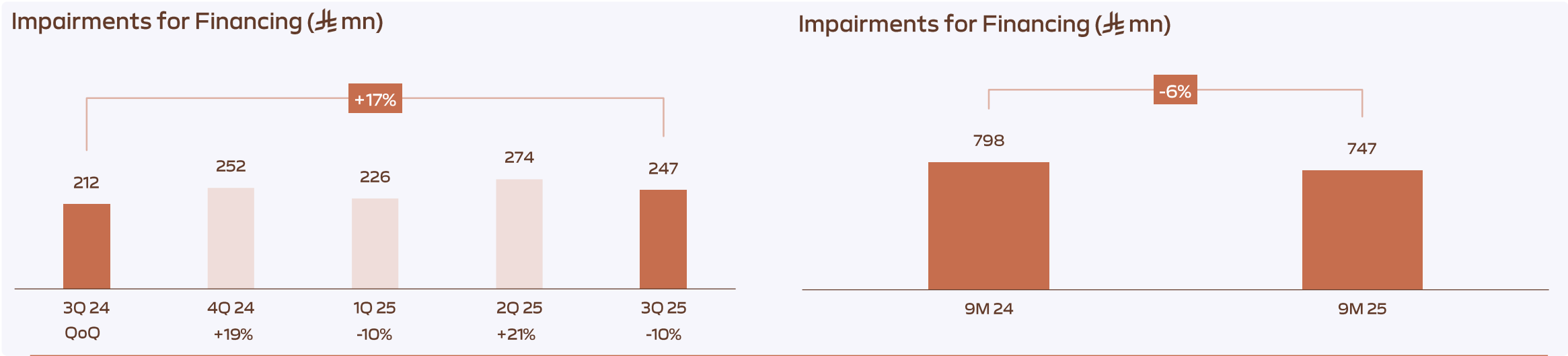


Management Commentary

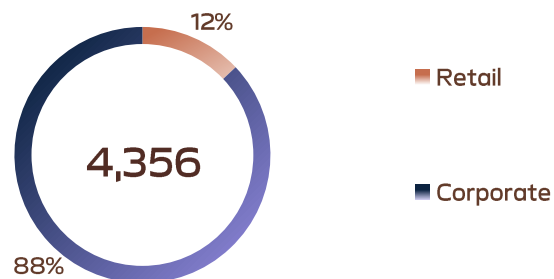
- Operating expense growth stabilized at 9% YoY, reaching ﷲ 2,755mn for 9M 2025.
- Personnel cost comprise the majority of operating expenses at 49%, while other G&A account for 40%, and D&A represent 11%.
- Cost to income ratio increased YoY from 31.0% to 31.6%.

Impairments for Financing

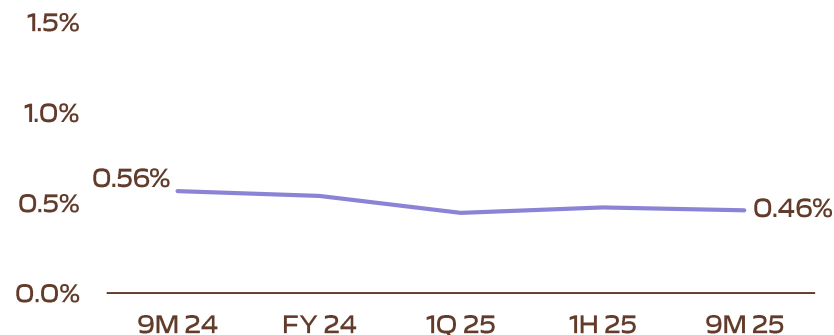
Cost of risk for 9M 2025 improved by 10bps to 0.46%



Impairments Allowance Composition (ﷲ mn)



Cost of Risk (%)



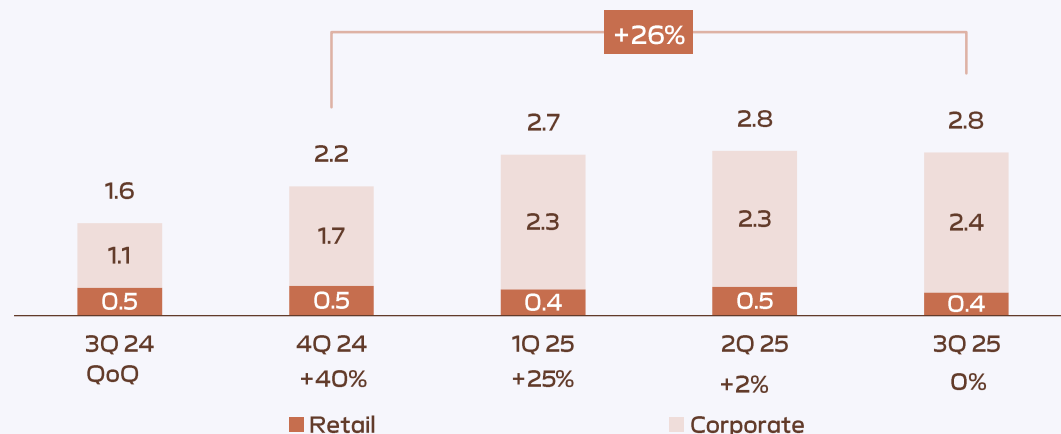
Management Commentary

- 9M 2025 impairment charge for financing decreased by 6% YoY to ﷲ 747mn.
- Cost of risk for 9M 2025 improved by 10bps YoY to 0.46%.
- 88% of impairment allowance in 9M 2025 pertains to corporate and 12% is for retail financing.

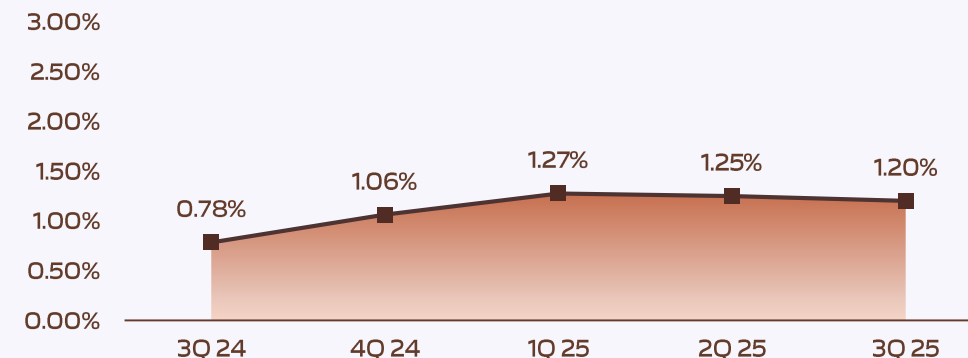
NPL & NPL Coverage

NPL ratio and NPL coverage remain at healthy levels

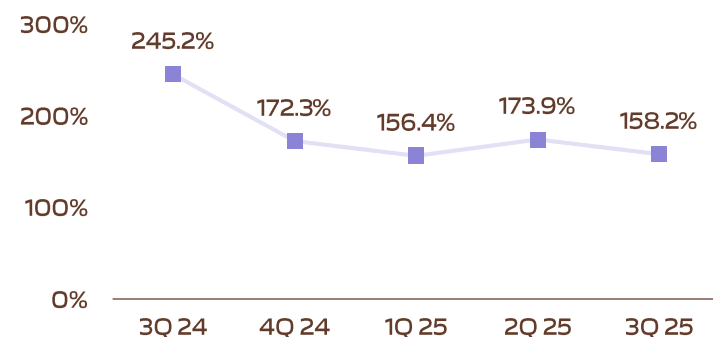
Non-Performing Loans, Gross (E bn)



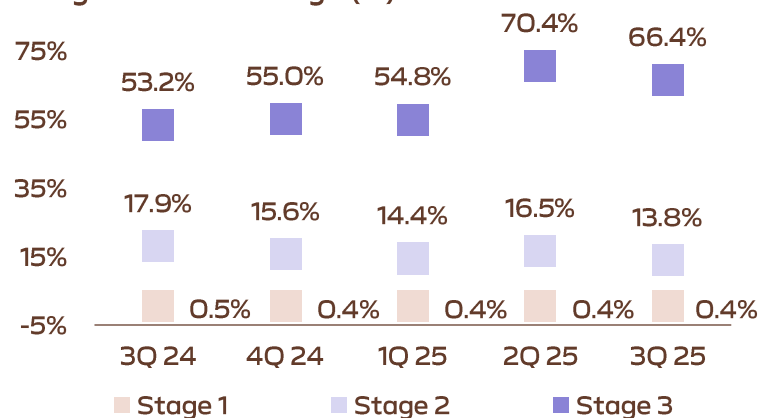
NPL Ratio (%)



NPL Coverage Ratio (%)



Stage-Wise Coverage (%)



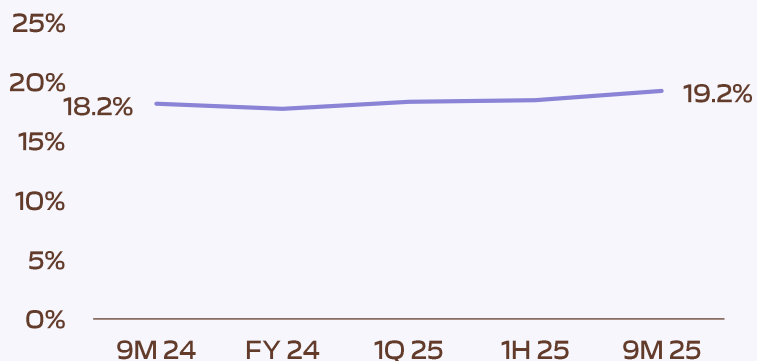
Management Commentary

- NPL ratio increased by 42bps YoY to 1.20% in 3Q 2025.
- NPL coverage decreased by 87.0ppts YoY to 158.2%.
- Stage 3 coverage improved YoY to reach 66.4%.

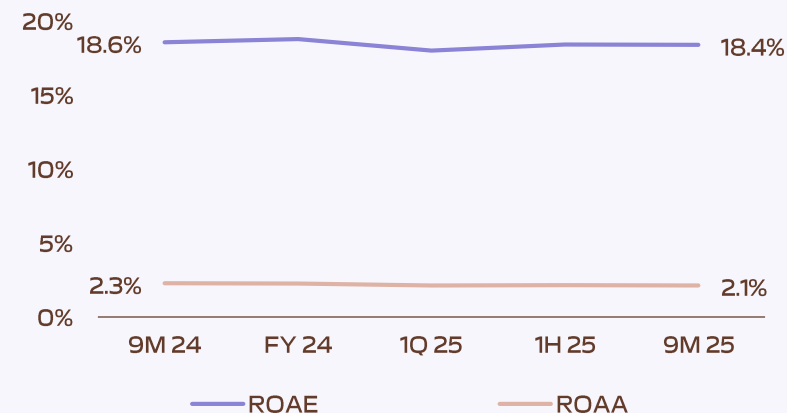
Capitalization & Liquidity

Capital and liquidity ratios remained healthy. ROE slightly decreased by 17bps YoY

Capitalization (%)



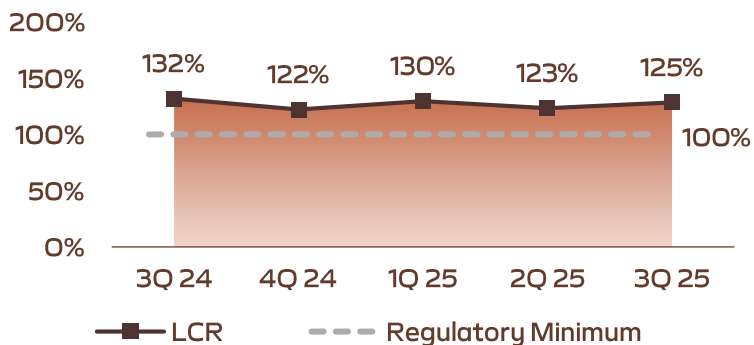
Profitability (%)



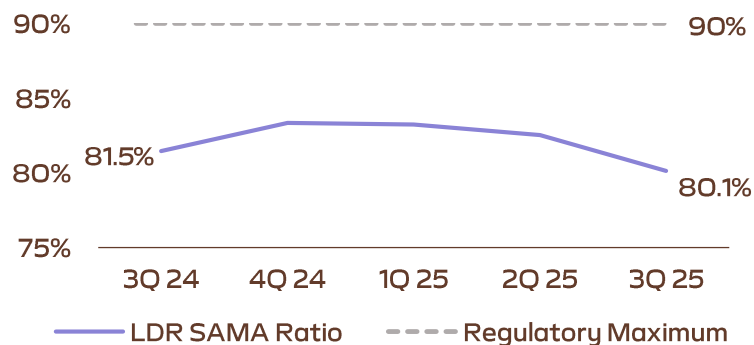
Management Commentary

- CAR increased by 10bps YoY to 19.2%.
- LCR decreased by 7ppts YoY to 125%.
- LDR ratio decreased by 1.4ppts YoY to 80.1%.
- NSFR increased by 3.9ppts YoY to 113.1%.

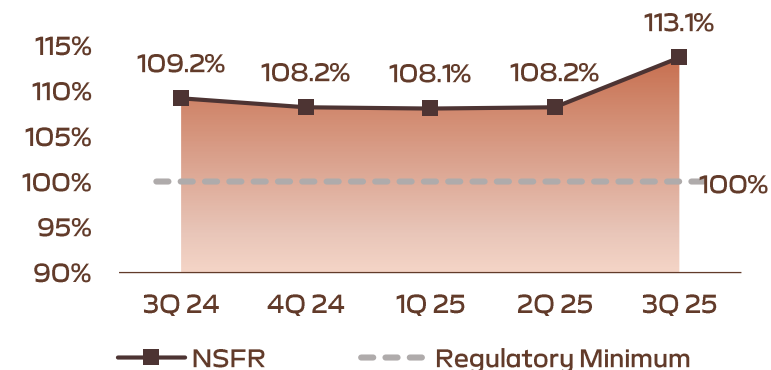
LCR (%)



LDR SAMA Ratio (%)



NSFR (%)



Outlook & Guidance





Q3 2025



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Guidance

Acceleration of strategic execution drives a promising outlook for 2025

		3Q 2025A	2025G	Drivers
 Balance Sheet	Financing Growth	+12% YTD	Mid teens	Solid Mid-Corp, SME & Retail growth from strategic initiatives; continuing the growth in corporate financing
	Net Profit Margin	3.46% -27bps YoY	-20bps to -10bps	Declining rates, combined with higher CoF, guide for lower Net Profit Margin
 Profitability	Cost to Income Ratio	31.6%	Below 31%	Growth in income, digital investment & process optimization driving efficiencies
	Return on Equity	18.4%	Above 18.5%	Improving top line and efficiency driving improving ROE
 Asset Quality	Cost of Risk	0.46%	40-50bps	Cautiously expecting stable credit quality and NPL coverage
 Capital	CAR Pillar 1 (T I + T II)	19.2%	18%-19%	Improving top line with efficiencies in equity management

Q&A

Q3 2025



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Appendix

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Sustainability

Alinma released its 2024 Sustainability report

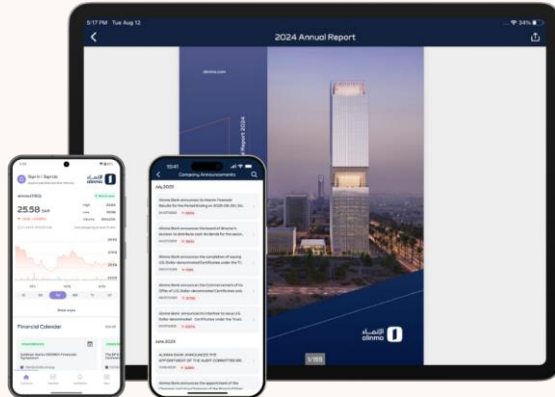
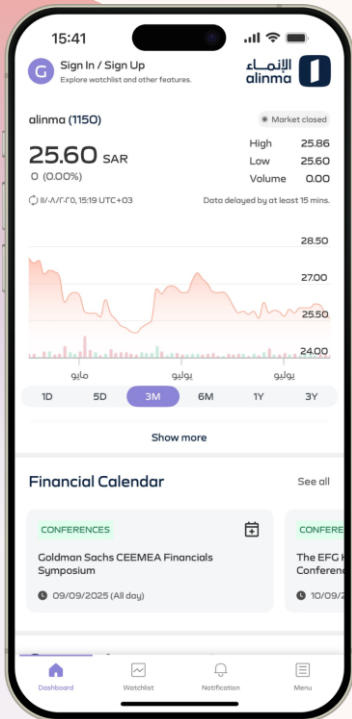


In the third annual sustainability report, we feature our sustainability commitments, strategy, and journey as part of our ongoing commitment to transparently communicating our sustainability credentials, performance, and progress.

To view the report, please visit: ir.alinma.com

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Fact Sheet



Al Anoud Tower, King Fahad Road
P.O. Box 66674, Riyadh 11586
Kingdom of Saudi Arabia



+966-11-218-5555



+966-11-218-5000



www.alinma.com

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