

# Investor Presentation

1Q 2025

May 2025



البنك السعودي للاستثمار  
The Saudi Investment Bank

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# SAIB Overview



# Strong corporate and private banking franchise with well capitalized balance sheet



**Number of Branches**



-1 branch YTD  
**50 ▼**

**Number of Customers**



+1% increase YTD  
**942k ▲**

**% of Digital transactions**

Unchanged YTD  
**99.8 ▶**

**Staff inclusion**

Saudization / Female  
**92% / 24%**

**Total assets**



+5% increase YTD  
**ﷲ 163.8 bn ▲**

**Tier 1 Ratio**

-0.7 ppt YoY  
**18.4% ▼**

**ROE**

+84 bps YoY  
**13.0% ▲**

**Credit ratings**

S&P / Fitch / Moody's  
**BBB / A- / A2 ▶**

## Key Stock Market Highlights

**ﷲ 18.2 bn**  
Market Cap.

**+13.3%**  
Share Price  
(in last 1 year)

**25.6%**  
owned by General  
Organization for  
Social Insurance

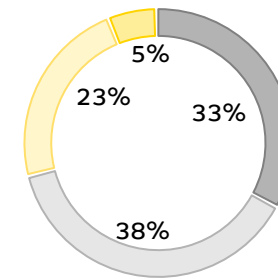
**10.2**  
P/E

**5.2%**  
Div. Yield

**10.2%**  
Foreign ownership  
(May 2025)

## Total Operating Income by Segments\* (%)

- Retail
- Corporate
- Treasury & Investments
- Asset Mgmt. & Brokerage




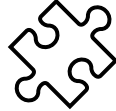




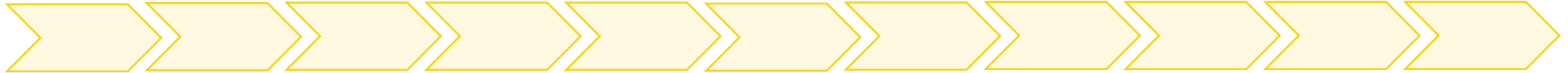
## Our Key Joint Ventures









# Nearly half a century of excellence: tracing our journey from 1976 into the future



<p>Joint stock company established by Royal Decree dated June 23, 1976, as The Saudi Investment Banking Corporation and began operations in March 1977</p>  <p><b>1976</b></p>	<p>SAIB successfully completed its IPO on Tadawul in 1993</p>  <p><b>1993</b></p>	<p>Share Purchase Agreement with J.P. Morgan International Finance Limited in 2018</p> <p>J.P.Morgan</p> <p><b>2018</b></p>	<p>Treasury shares previously held by J.P. Morgan International Finance Limited and Mizuho Bank Ltd. were sold back to shareholders</p>  <p><b>2021</b></p>	<p>Launched a new 5-year strategy to grow the bank further</p>  <p><b>2023</b></p>	<p>Major share capital increase from SAR 10 billion to SAR 12.5 billion through a bonus share distribution in 1Q 2024</p>  <p><b>2024</b></p>	<p>S60 Ventures Fund - managed by SAIB's subsidiary Alisthithmar Capital - launched USD 100 Million fund for promising fintech startups</p>  <p><b>2025</b></p>
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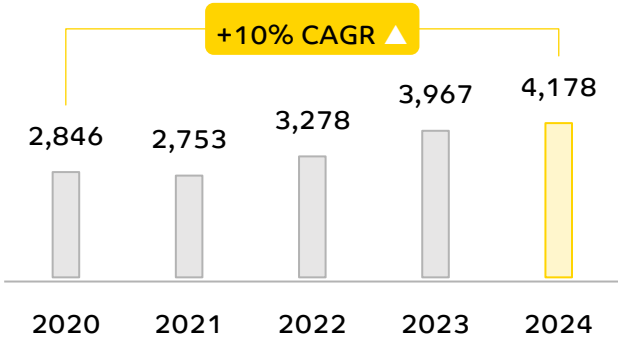


<p><b>1983</b></p>  <p>البنك السعودي للاستثمار The Saudi Investment Bank</p> <p>The Saudi Investment Bank ("SAIB") name was adopted, and the bank began full commercial banking</p>	<p><b>1999</b></p>  <p>SAIB and American Express launched American Express (Saudi Arabia) as a joint venture, with SAIB owning 50%</p>	<p><b>2019</b></p>  <p>Share Purchase Agreement with Mizuho Bank Ltd. in 2019</p>	<p><b>2022</b></p>  <p>Major share capital increase from SAR 7.5 billion to SAR 10 billion through a bonus share distribution in 1Q 2022</p>	<p><b>2023</b></p>  <p>Signed partnership agreement with Real Madrid in 2023</p>	<p><b>2024</b></p>  <p>Successfully issued first USD sustainable Sukuk of \$750 million and listed on London Stock Exchange in 2024</p>
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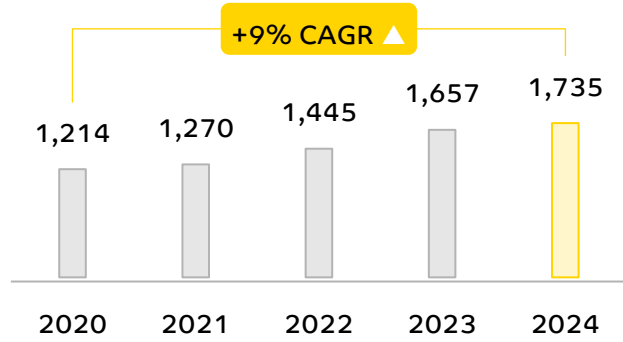
# Robust financial performance with double digit net profit growth and improved profitability



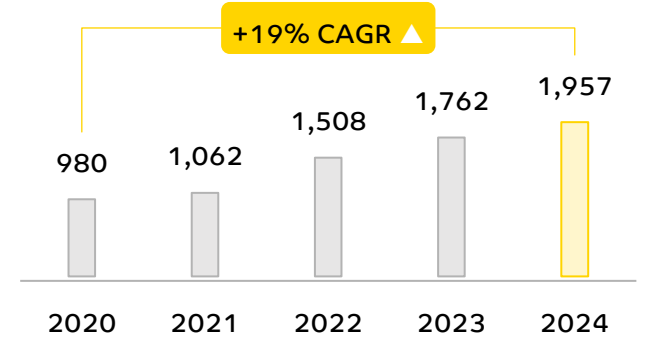
Total Operating Income (₹ mn)



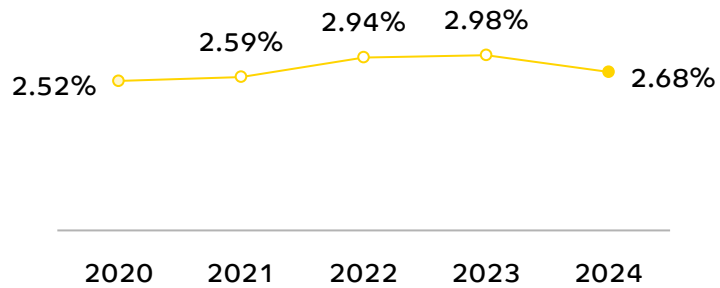
Operating Expenses (₹ mn)



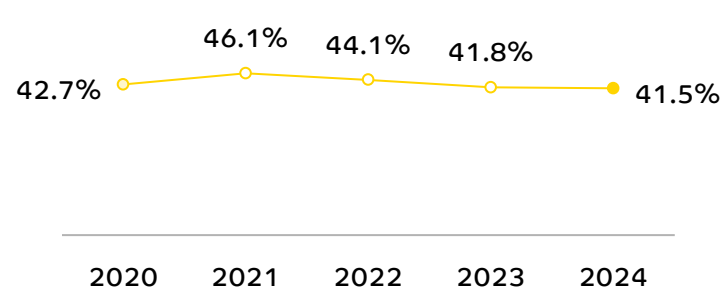
Net Income (₹ mn)



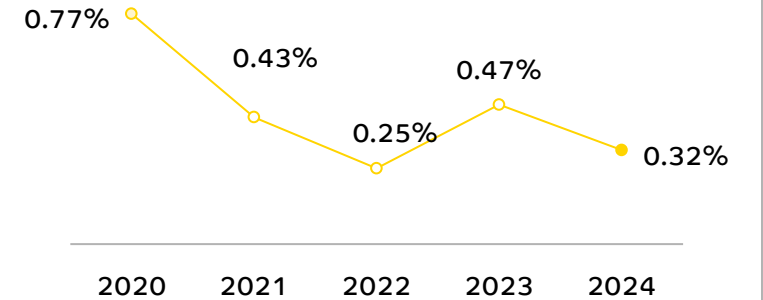
NIM (%)



Cost To Income Ratio (%)



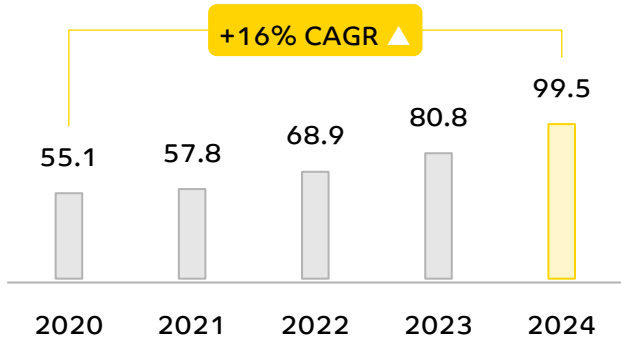
Cost Of Risk (%)



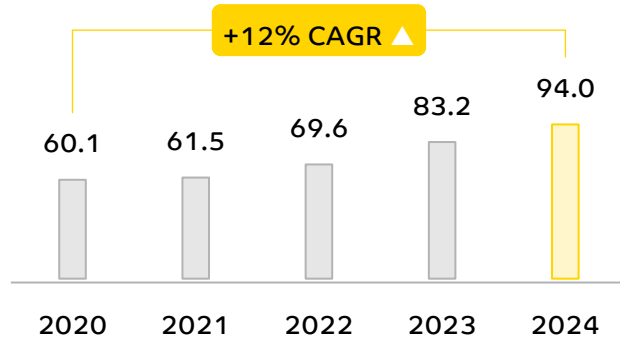
# Resilient asset quality, adequate capital and liquidity position to accelerate growth and returns



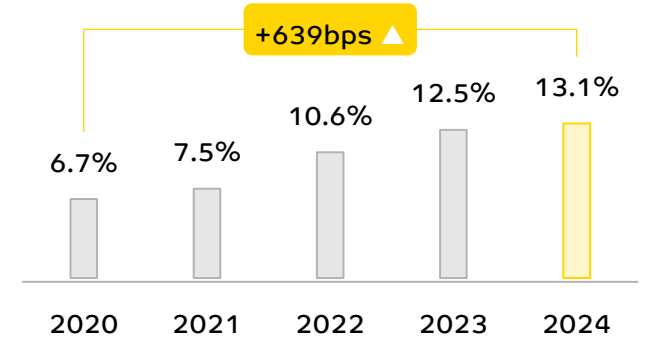
Loans & Advances (₹ bn)



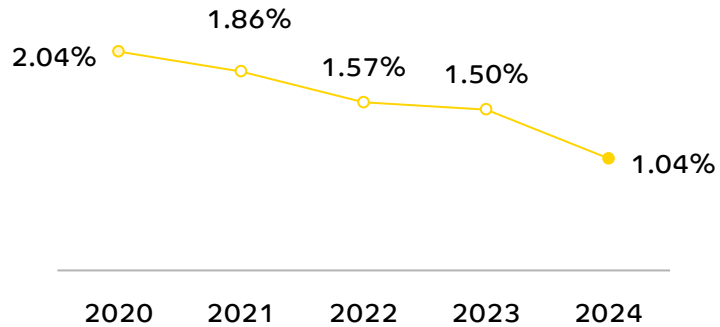
Deposits (₹ bn)



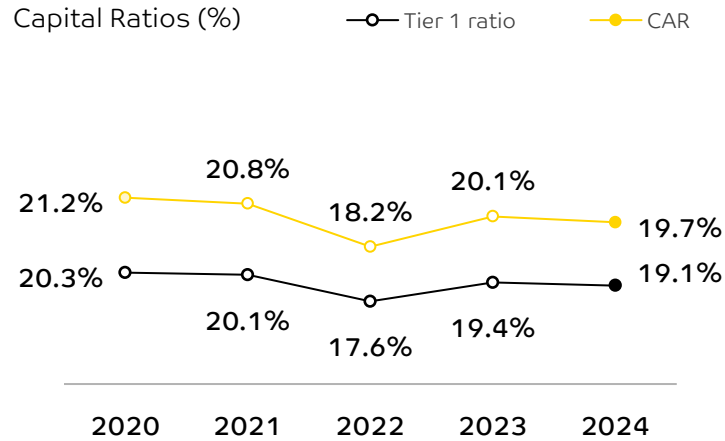
ROE (%)



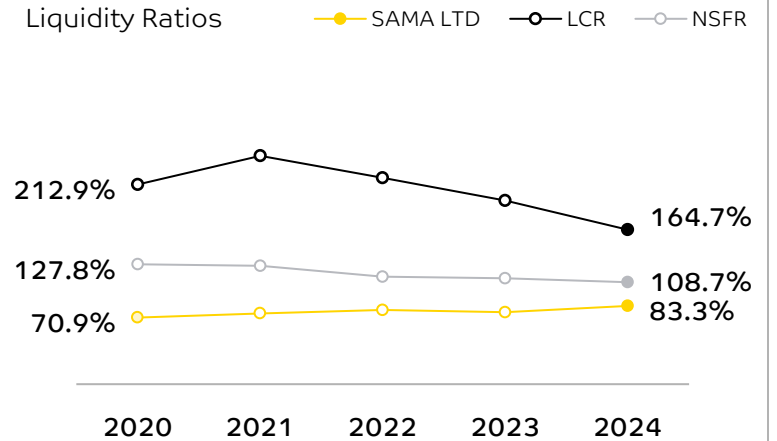
NPL Ratio (%)



Capital Ratios (%)



Liquidity Ratios

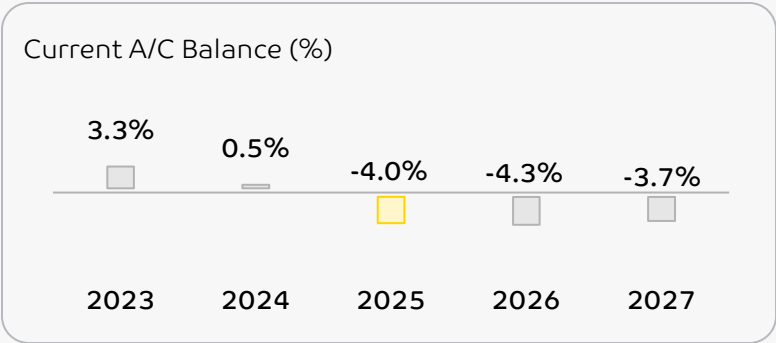
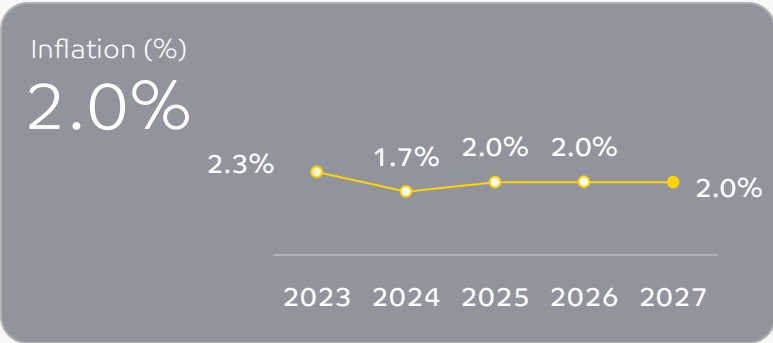
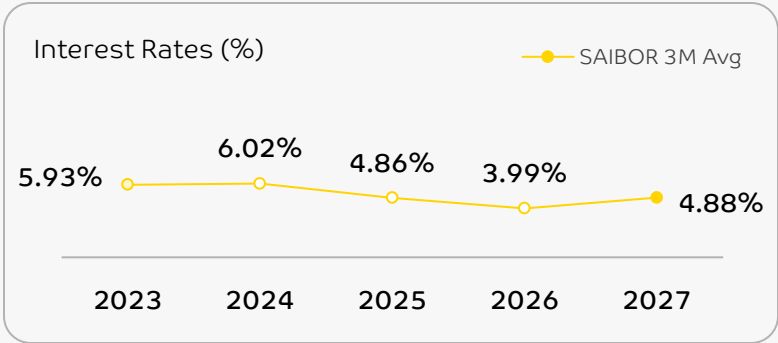
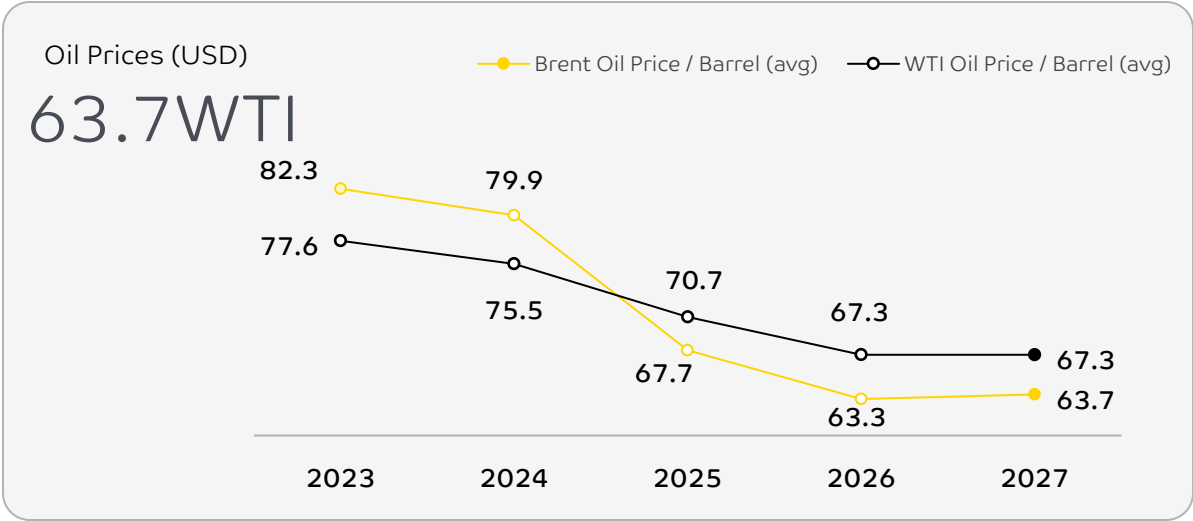
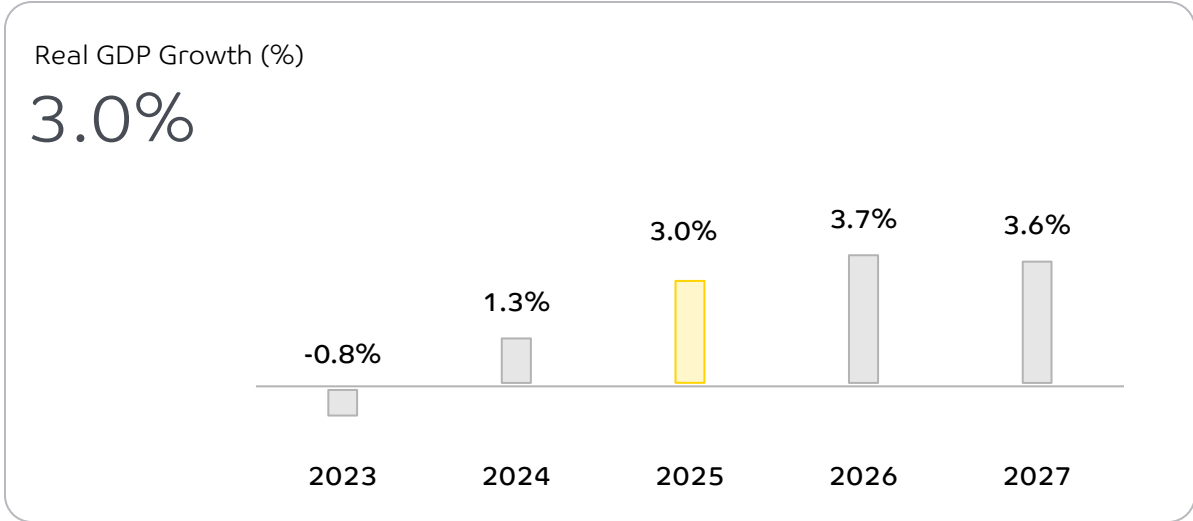


# Operating Environment





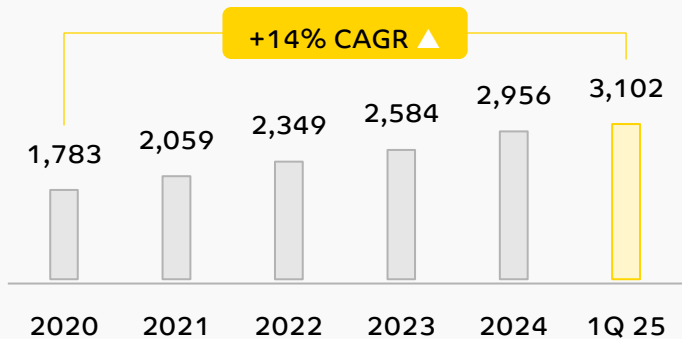
# The Saudi Economy is healthy, though GDP growth in 2025 impacted by lower oil contribution



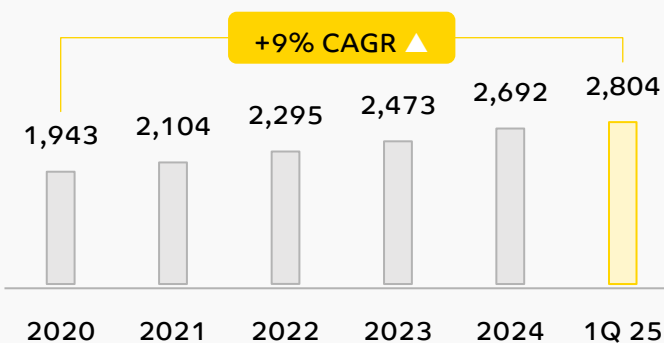
# The Saudi Banking sector is profitable and showing solid growth momentum, though liquidity is tighter amidst higher rate environment



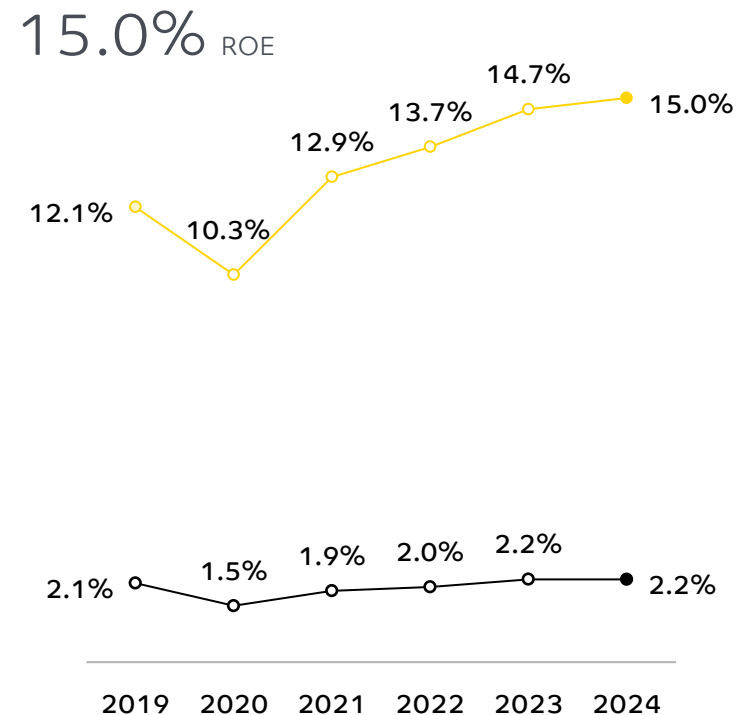
Bank Credit (₹ bn)



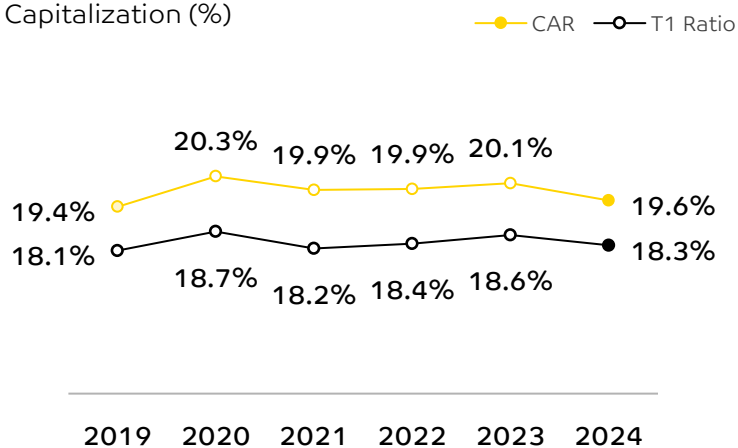
Bank Deposits (₹ bn)



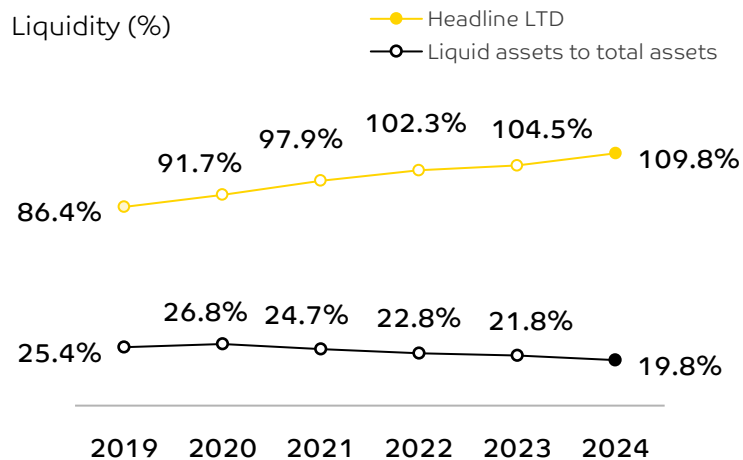
Profitability (%)



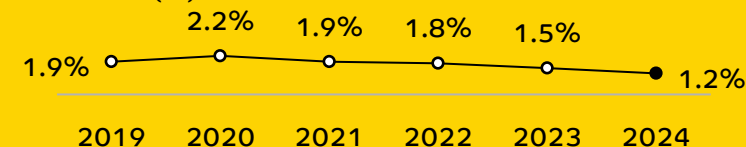
Capitalization (%)



Liquidity (%)



NPL Ratio (%)

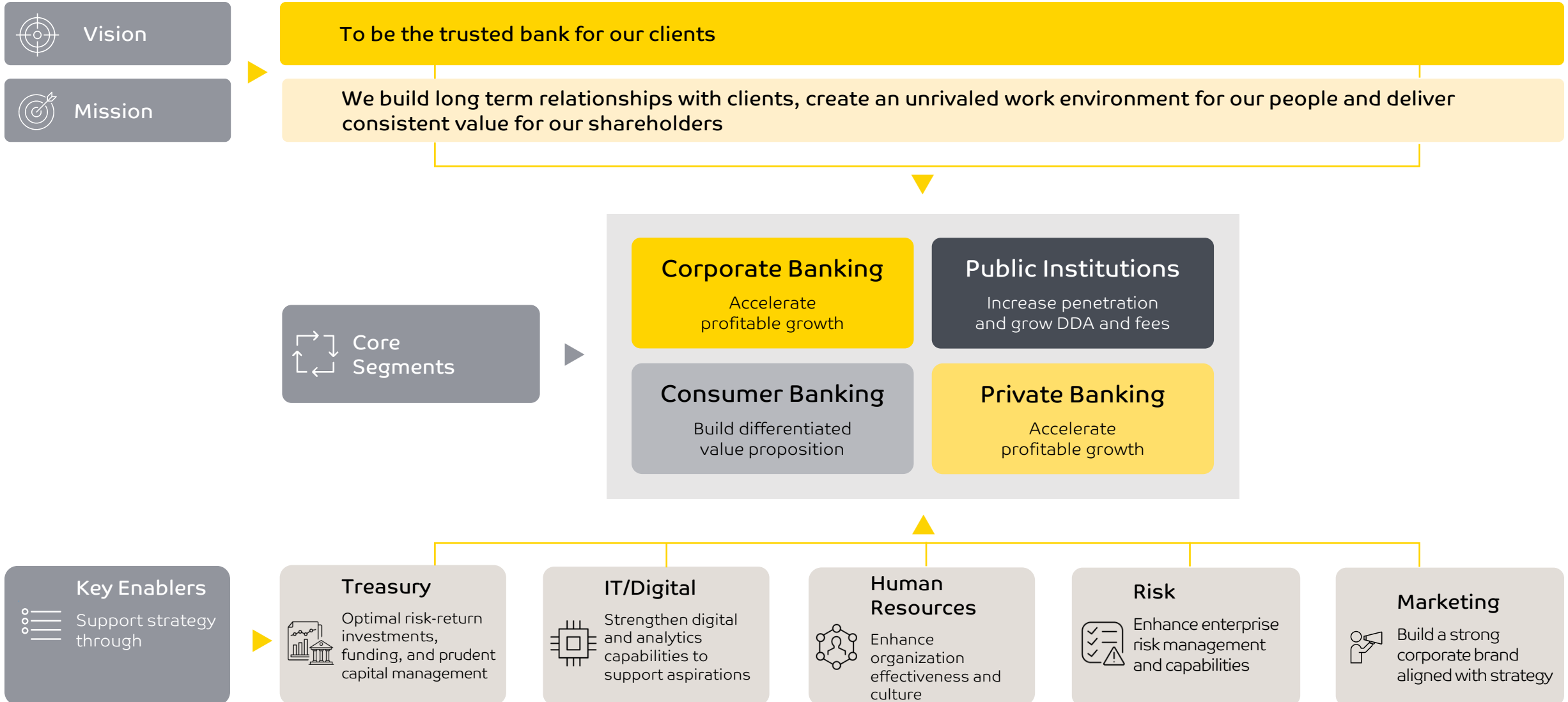


# Strategy

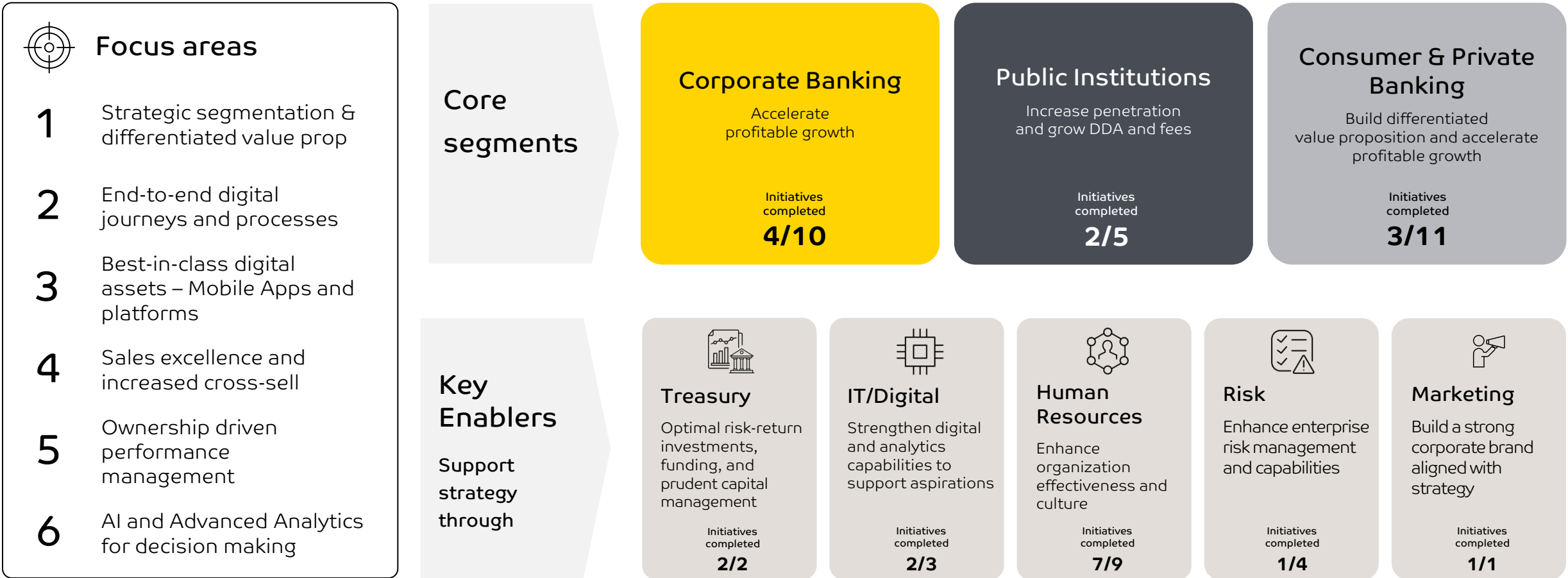




# As part of Strategy 2027, we have set a strategic vision for each function



# Strategy 2027 is transforming the bank through 40+ initiatives across 9 businesses and functions



**40+** Initiatives identified to transform the bank and deliver the transformation



# Strategy 2027 has achieved many milestones to date...



## Corporate Banking

- Enhanced corporate **client segmentation and coverage**
- Building **best-in-class CRM platform**: phase-1 deployed
- **Redesigned operating model** enabling **30-40%** improvement in RM business productivity
- Reimagined **account opening, maintenance and trade finance processes**



## Consumer & Private Banking

- Redesigned retail segmentation
- Streamlined **account opening and KYC processes**
- Launched **new Mobile banking App**
- New products and service-model for Home Finance
- Planned **branch network optimization**
- Designed **new products to mobilize funds** and launched **Travel Account**



## Public Institutions

- Building best-in-class CRM platform: phase-1 deployed
- Redesigned **operating model and org. structure** enabling improvement in RM effectiveness by 60%+
- Improved **sales effectiveness** through account planning, RM training and performance management
- Revamped **account opening journey**

## Support functions



### Treasury

- Identified treasury product sell opportunities
- Implemented operating model for efficient collaboration between segments



### IT/Digital

- Developed IT strategy with priorities for IT architecture, Enterprise Architecture and IT operating model
- Implemented data governance framework and data lake



### Human Resources

- Implemented a new org. structure and remuneration
- Formulated new performance and talent management frameworks
- Created HR strategy and a roadmap of interventions
- Introduced new HR policies



### Risk

- Revised the Risk Appetite Framework
- Developed risk scorecards and credit decision engine for key retail products
- Initiated development of new Credit Policy Guidelines and SAIB Lending and Monitoring Guidelines



### Marketing

- Strengthened corporate brand in full alignment with our strategic priorities



...and has set ambitious goals to achieve during the current year



## Corporate Banking

- **Launch** revamped account opening, trade process and enhanced operating model
- **Complete IT development and deploy** a new CRM system
- Implement new fee structure and guidelines to **enhance fee income**



## Consumer & Private Banking

- Launch **new segments** with improved value proposition and new products
- Enhance **lending product** journeys
- Optimize **branch footprint** and format to deliver the new value proposition
- **Introduce account planning, analytics based actions** to deepen customer relations



## Public Institutions

- **Launch revamped** account opening journey
- **Complete IT development and deploy** a new CRM system
- Introduce **new products and capabilities** in collaboration with personal banking, cash management, etc.

## Support functions

- Implement new employee **performance management framework**
- **Drive** interventions to improve **organizational health**
- **Launch SAIB Academy**
- Launch **the credit decisioning engine**
- Redesign the **risk operating model, governance structure, and reporting hierarchies**
- **Further strengthen cross-sell operating model** to explore additional opportunities
- **Launch business use cases leveraging AI, ML, and Advanced Analytics**

# S60 Ventures Fund

managed by Alisthithmar Capital - a \$100 Million fund for promising fintech startups

A WELL CAPITALIZED, FINTECH-FOCUSED VC FUND WITH STRONG TIES ACROSS THE ECOSYSTEM



## Mission

We want to empower visionary founders by providing capital, long-term strategic support



## Vision

Our goal is to be the trusted first call for ambitious startups aiming to innovate & disrupt



## Values

Rooted in principle capital, we prioritize trust and collaboration at every step of investment



## Our Focus



## Sectors

We focus on companies driving innovation in fintech and fintech-adjacent industries



## Geography

We invest in companies across KSA, UAE, UK & Europe



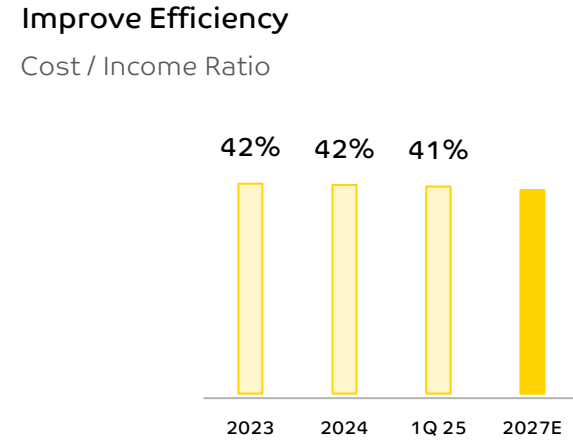
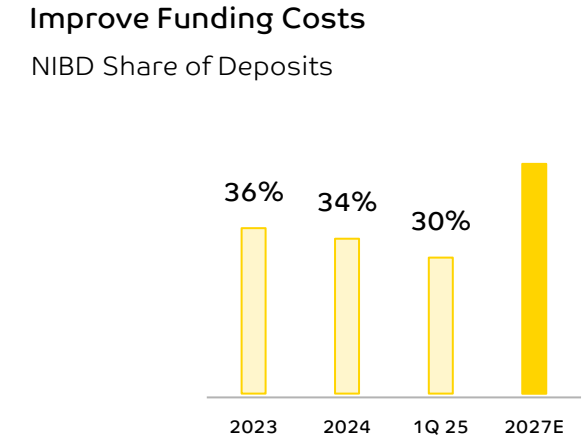
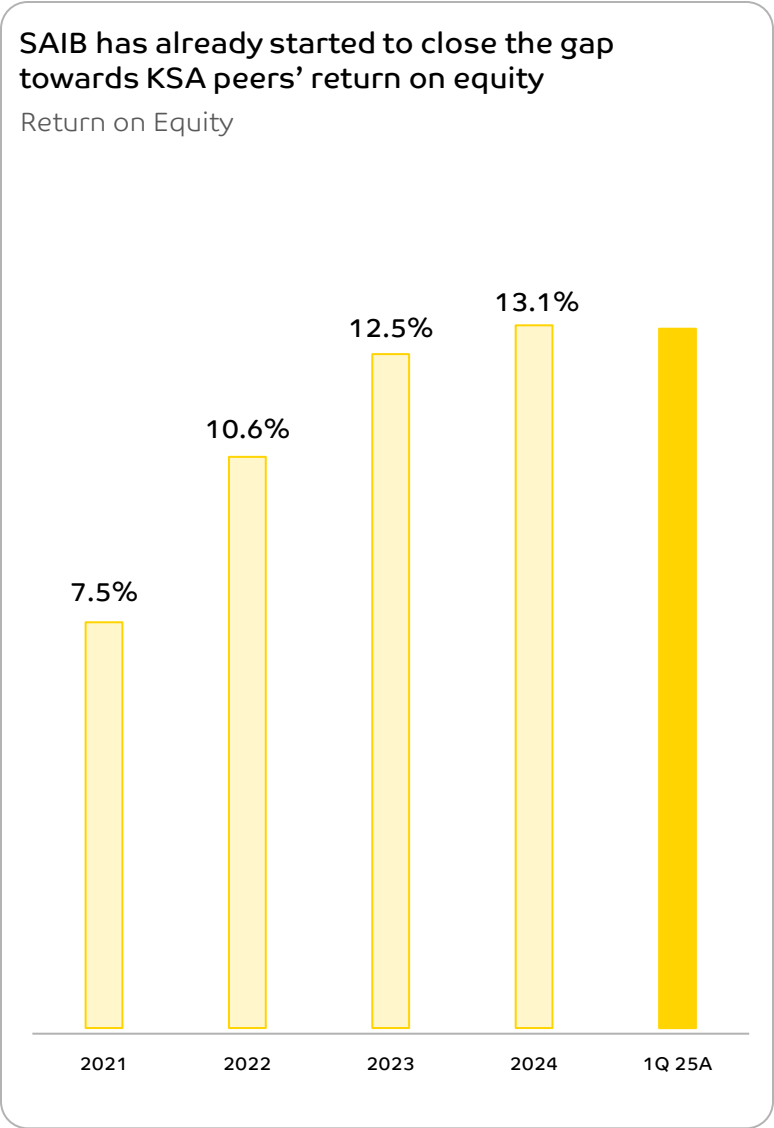
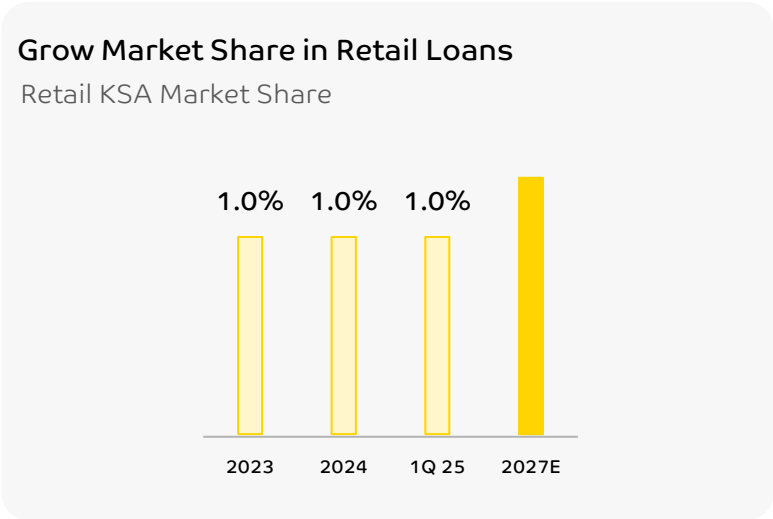
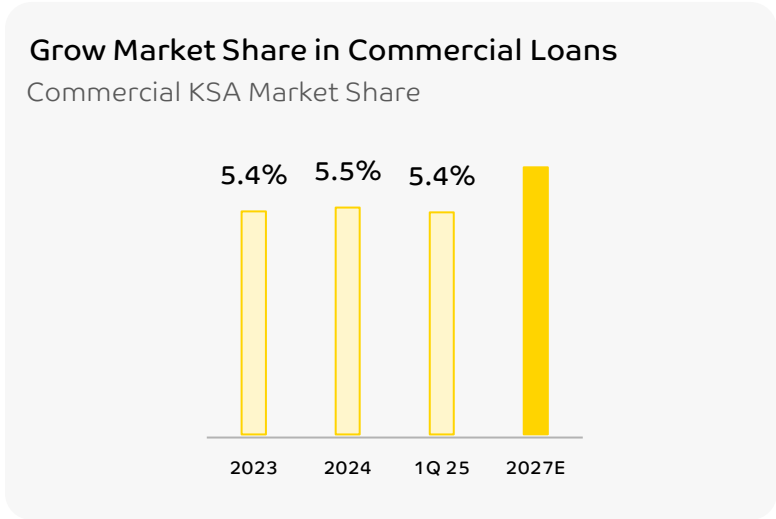
## Company Stages

We fund startups at all stages, from the very beginning (pre-seed) up to later rounds





# With our strategy, we aim to grow market share, increase fee income and improve efficiency to drive higher ROE



# Financial Performance

1Q 2025



# SAIB is focused on delivering strong results across key performance indicators



		1Q 2025	DRIVERS
Balance Sheet	LOANS & ADVANCES	₹104.1 <sub>bn</sub> +5% YTD	Strong growth in Corporate (+5%) and Private Banking (+8%) loans
	DEPOSITS	₹101.7 <sub>bn</sub> +8% YTD	IBD growth (+15%) driven by corporate and retail customers, partially offset by NIBD decline (-5%); NIBD share reduced by 4.1 ppt to 29.6%
Profitability	NET INTEREST MARGIN	2.45% -34 bps YoY	NIM contraction due to decrease in asset yield and shift in the deposit mix limiting COF improvement
	COST TO INCOME RATIO	41.2% -180 bps YoY	Improved CIR is attributed to faster growth in operating income (+6%) compared to operating expenses (+1%)
	RETURN ON EQUITY	13.0% +84 bps YoY	ROE improvement as net income growth YoY of 14% to ₹ 503 mn exceeds growth in average common equity (+6% YoY)
Asset Quality	COST OF RISK	0.24% -15 bps YoY	COR remains low at 24 bps
	NPL RATIO	0.99% -5 bps YTD	NPL ratio remains modest in benign credit environment
	NPL COVERAGE RATIO	161.9% +5.2 ppt YTD	NPL coverage ratio remains at comfortable level
Capital & Liquidity	TIER 1 RATIO	18.4% -0.7 ppt YTD	Slight decrease in Tier 1 ratio mainly from payment of FY 2024 final dividend
	SAMA LTD RATIO	81.8% -1.5 ppt YTD	Decrease driven by strong deposits growth



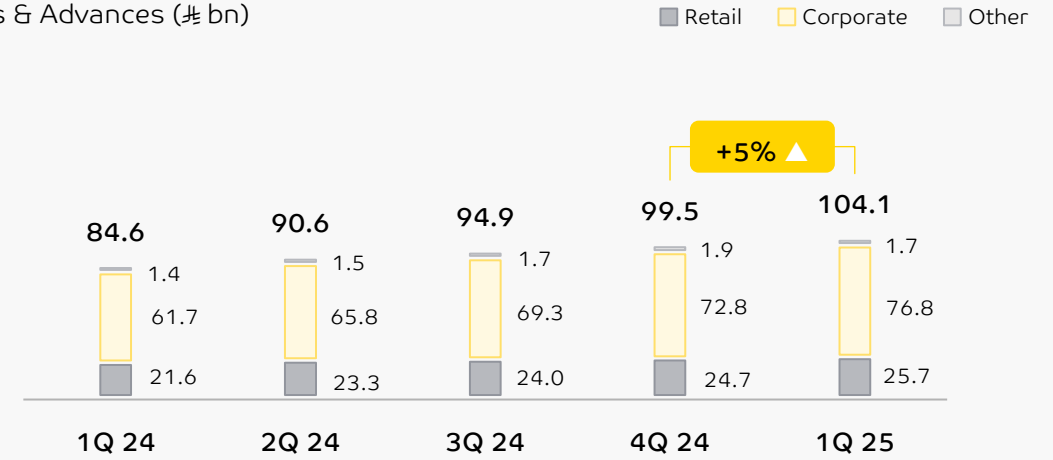
# Balance sheet momentum from financing growth, funded largely by deposits

**Total assets increased by 5% YTD** as loans grew 5%, and supported by increased balances with SAMA (+17%) and bank placements (+59%)

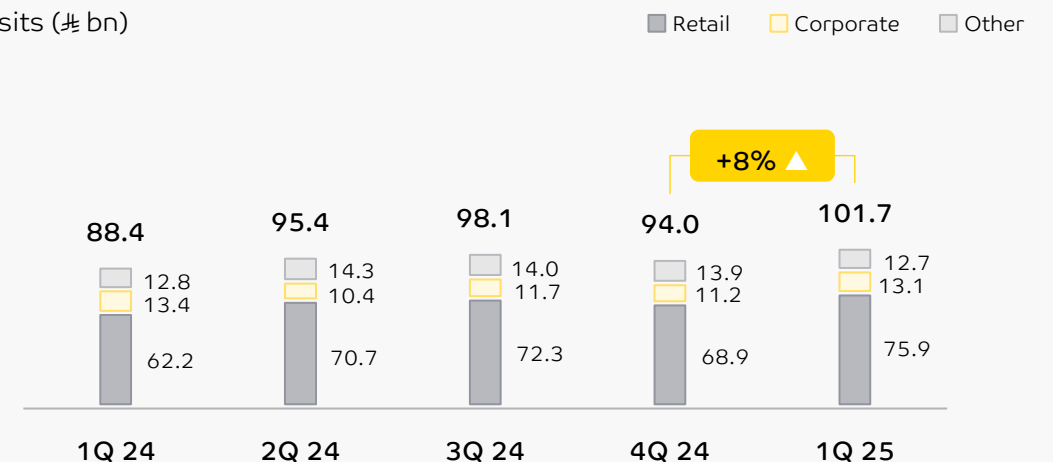
**Total liabilities increased 5% YTD**, driven by 8% growth in deposits

₹ Million	1Q 2025	4Q 2024	Δ	1Q 2024	Δ
Cash and balances with SAMA	<b>11,591</b>	9,919	+17%	9,946	+17%
Due from banks and financial Institutions, net	<b>2,084</b>	1,314	+59%	2,751	-24%
Investments, net	<b>40,398</b>	40,431	-0%	34,167	+18%
Loans and advances, net	<b>104,135</b>	99,466	+5%	84,623	+23%
Other assets, net	<b>5,591</b>	5,536	+1%	4,919	+14%
<b>Total assets</b>	<b>163,799</b>	156,667	+5%	136,405	+20%
Due to banks and other financial institutions, net	<b>39,288</b>	39,901	-2%	28,801	+36%
Customers' deposits	<b>101,666</b>	94,013	+8%	88,433	+15%
Other liabilities	<b>2,002</b>	2,024	-1%	1,890	+6%
<b>Total liabilities</b>	<b>142,957</b>	135,938	+5%	119,124	+20%
Share capital	<b>12,500</b>	12,500	+0%	10,000	+25%
Retained earnings	<b>2,101</b>	2,112	-1%	1,690	+24%
Other reserves	<b>929</b>	804	+16%	2,876	-68%
<b>Shareholders' equity</b>	<b>15,530</b>	15,416	+1%	14,566	+7%
Tier 1 sukuk	<b>5,313</b>	5,313	+0%	2,715	+96%
<b>Total equity</b>	<b>20,843</b>	20,729	+1%	17,281	+21%

Loans & Advances (₹ bn)



Deposits (₹ bn)





# Loan growth momentum continues, driven by corporate and private banking lending

**5% YTD growth in loans** driven by 5% increase in corporate lending due to widespread growth across sectors and further expansion of private banking lending

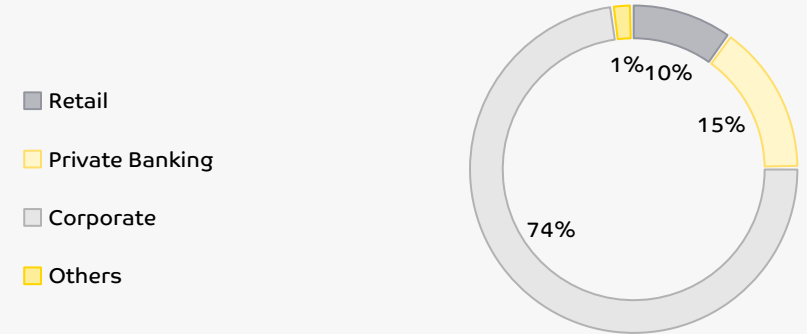
Active participation in syndicated loan market for infrastructure projects, further supported by demand from other key sectors such as utilities, services, building & construction, commerce, manufacturing, etc.

Retail lending grew 4% YTD supported by an increase of 8% in private banking lending

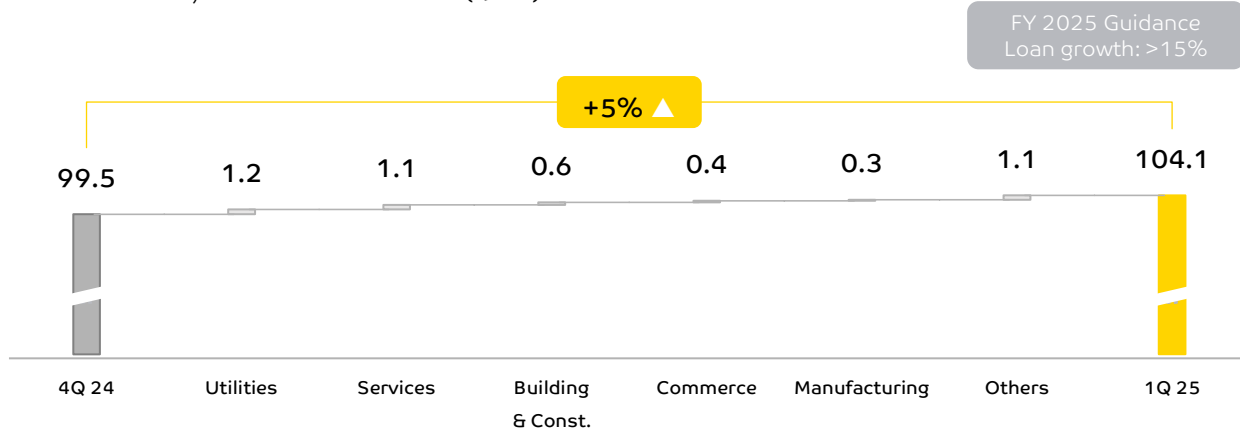
**+5%** Total Loans YTD ▲

**+23%** Total Loans YoY ▲

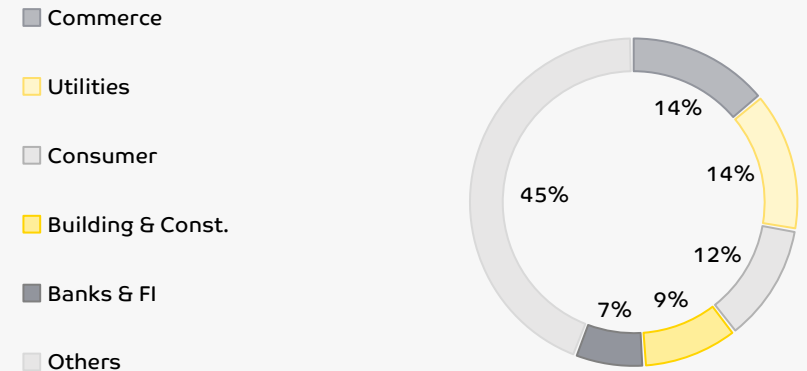
Loans & Advances by Segment (%)



Loans & Advances, Net Movement YTD (฿ bn)



Loans & Advances by Economic Activity (%)





# Investments have remained stable at ₪ 40.4 billion

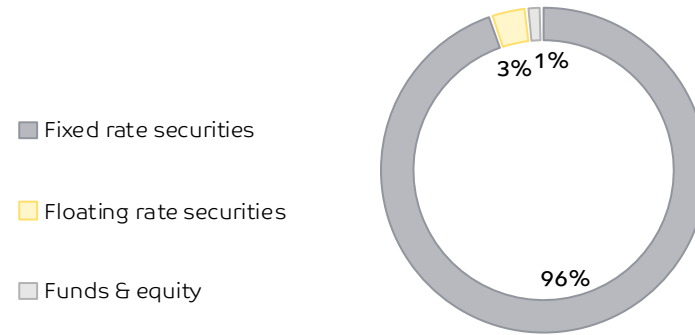
Investments have remained stable since the beginning of the year

96% of investments were fixed rate debt securities

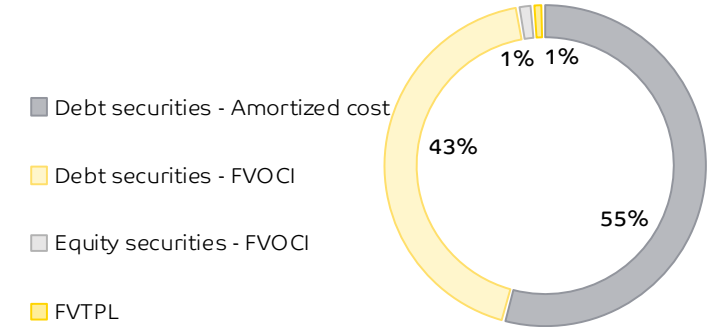
55% of investments were accounted for amortized cost and 44% at fair value through other comprehensive income

High-grade investment portfolio with 57% of investment securities issued by government, and 30% by banks and other financial institutions

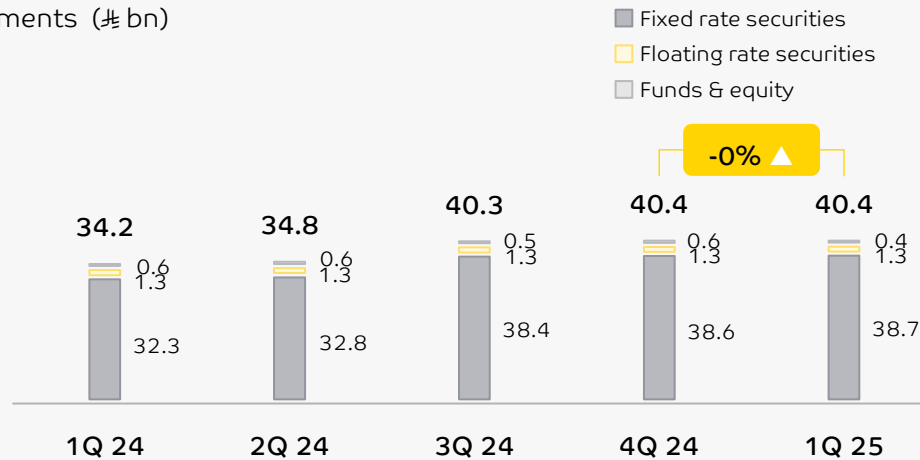
Investments, Gross by Type (%)



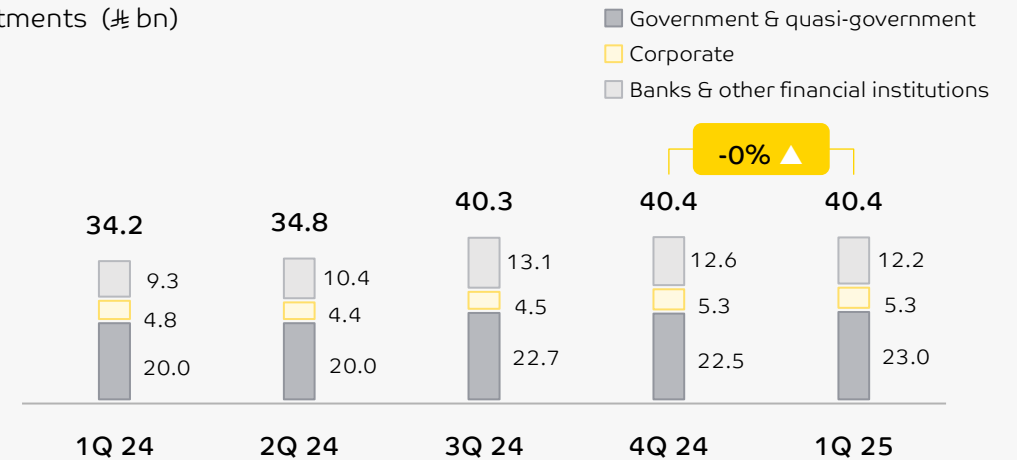
Investments by Accounting Classification (%)



Investments (₪ bn)



Investments (₪ bn)





# Customer deposits increased 8% YTD driven by IBDs

Deposits grew 8% during 1Q 2025 due to increase in interest-bearing deposits

Corporate deposits increased by 16%, and Retail deposits by 10% YTD

IBDs rose 15% YTD from inflows to time deposits amid prevailing interest rate and liquidity environment

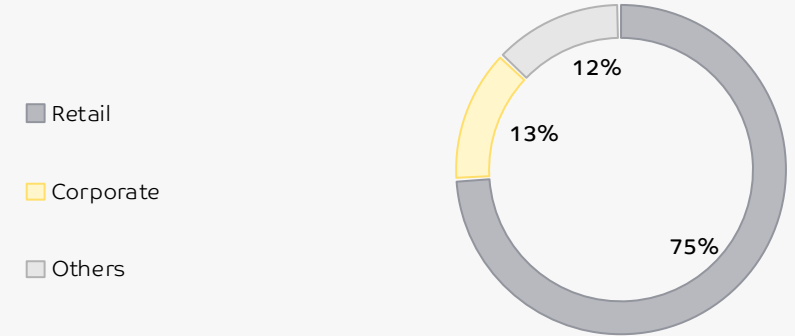
NIBDs decreased by 5% YTD

NIBD share decreased to 29.6%

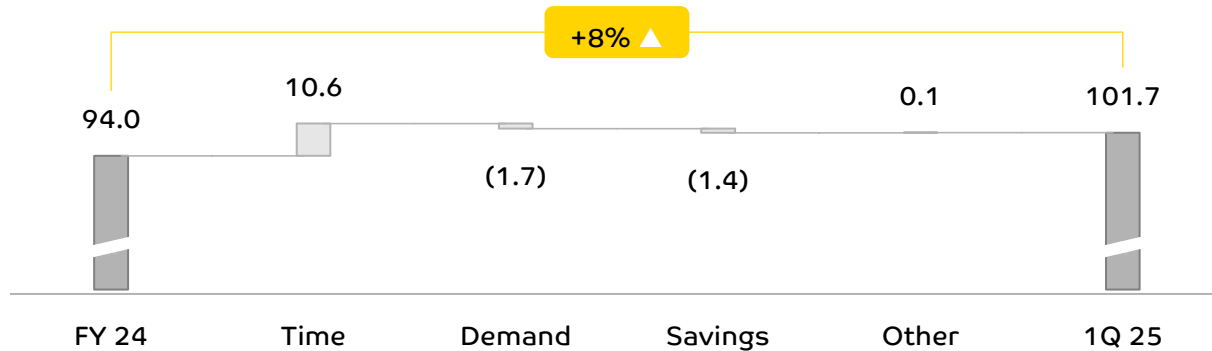
**+8%** Deposits YTD ▲

**+15%** Deposits YoY ▲

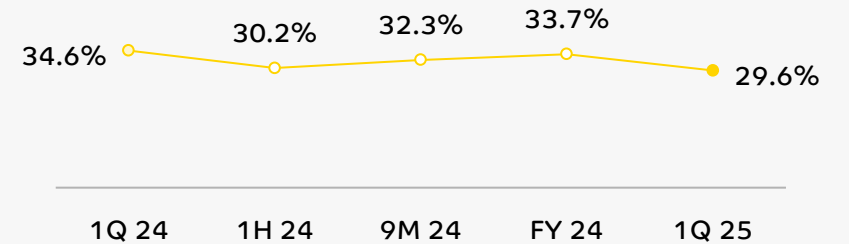
Deposits by Segment (%)



Deposits Movement YTD (₹ bn)



NIBD % of Total



# 14% growth in 1Q 2025 earnings driven by increased operating income and lower risk cost

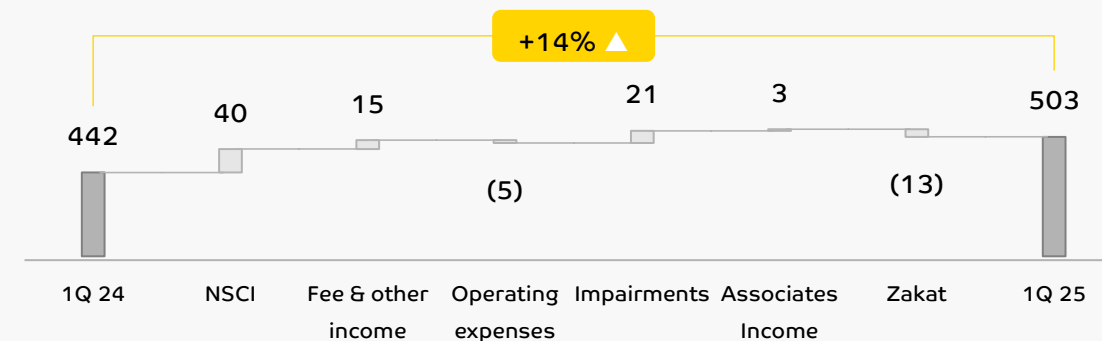


Net income increased 14% YoY in 1Q 2025 driven by 6% growth in operating income, further aided by a 25% decrease in impairment charges

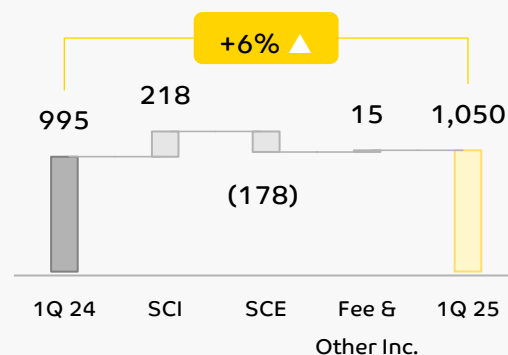
Return of Equity increased 84 bps YoY to 13.0% in 1Q 2025

₹ Million	1Q 2025	4Q 2024	Δ	1Q 2024	Δ
Net special commission income	891	896	-1%	850	+5%
Fee and other income	160	187	-14%	145	+10%
<b>Total operating income</b>	<b>1,050</b>	1,083	-3%	995	+6%
Operating expenses	(432)	(438)	-1%	(428)	+1%
Provisions for credit and other losses	(61)	(80)	-23%	(82)	-25%
<b>Net Operating Income</b>	<b>556</b>	565	-1%	485	+15%
Share in earnings of associates	29	33	-12%	26	+11%
<b>Income before provisions for Zakat</b>	<b>585</b>	597	-2%	511	+14%
Provisions for Zakat	(82)	(87)	-6%	(69)	+19%
<b>Net Income attributed to equity holders</b>	<b>503</b>	510	-1%	442	+14%
Earnings per share	0.39	0.35	+11%	0.34	+15%
Net interest margin	2.45%	2.47%	-2bps	2.79%	-34bps
Cost to Income Ratio	41.2%	40.4%	+0.8ppt	43.0%	-1.8ppt
Cost of Risk	0.24%	0.32%	-9bps	0.39%	-15bps
Return on common equity	13.0%	13.3%	-26bps	12.2%	+0.8ppt

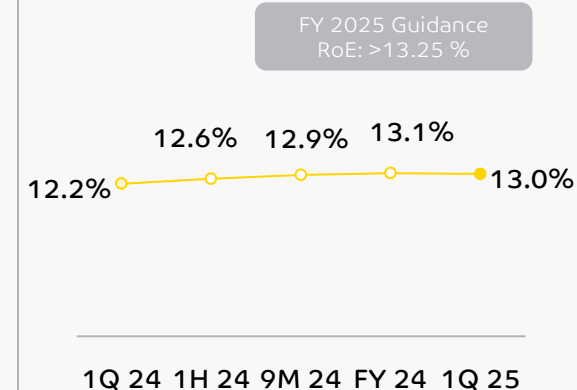
Net Income Movement YoY (₹ mn)



Total Operating Income Movement YoY (₹ mn)



RoE





# NSCI grew 5% YoY as 20% growth in average earning assets was partly offset by a 34bps NIM contraction



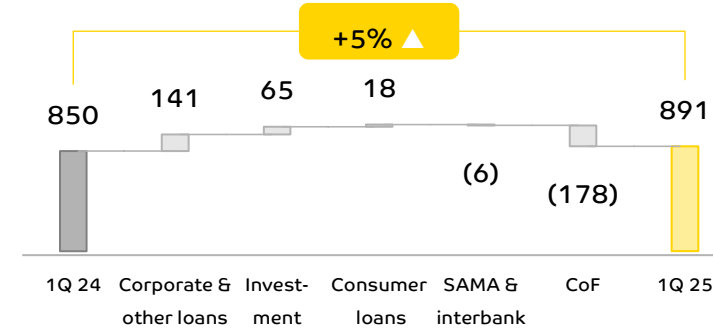
NSCI grew 5% YoY as 20% growth in average earning assets for 1Q 2025 and was partly offset by NIM contraction

The NIM declined by 34 bps YoY to 2.45% in 1Q 2025 due to lower asset yields and shift in deposit mix

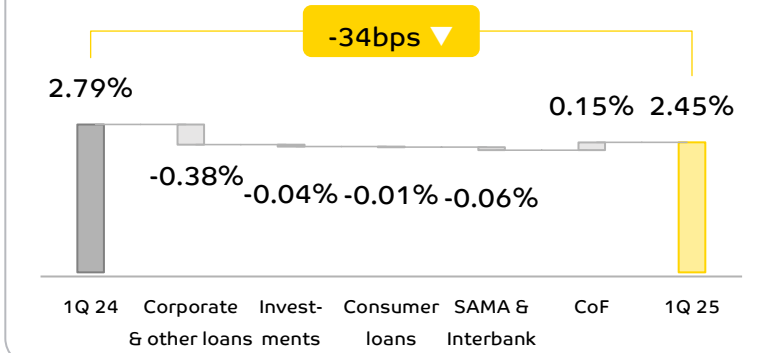
Asset yield decreased by 49 bps YoY to 6.28% in 1Q 2025, while the cost of funding decreased by 17 bps YoY to 4.15%

On a sequential basis, the NIM declined slightly by 2 bps QoQ

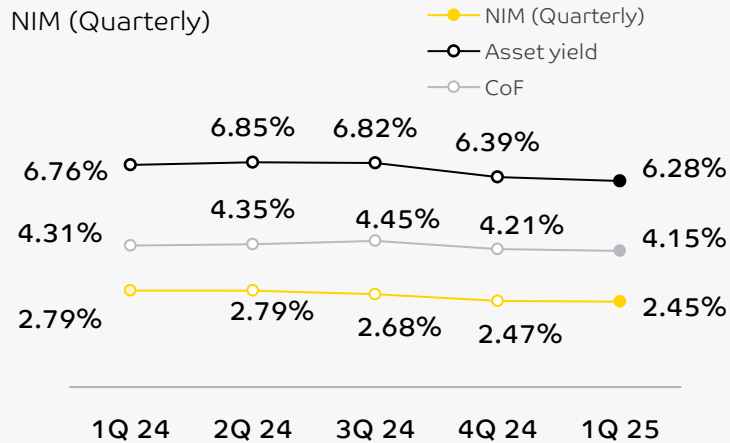
NSCI Movement YoY (₹ mn)



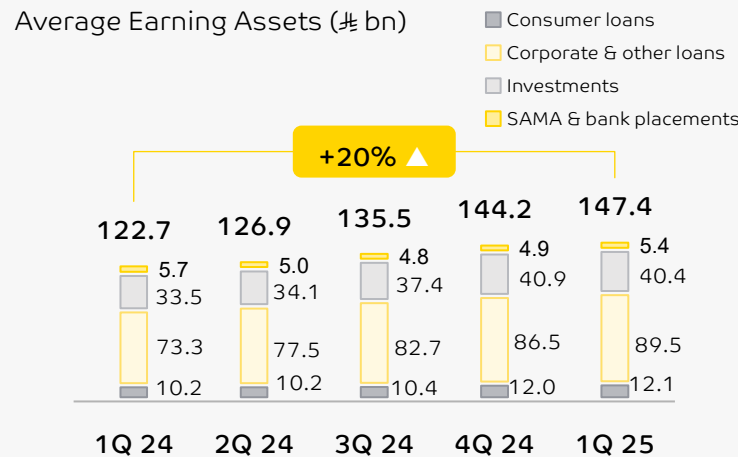
NIM Movement YoY



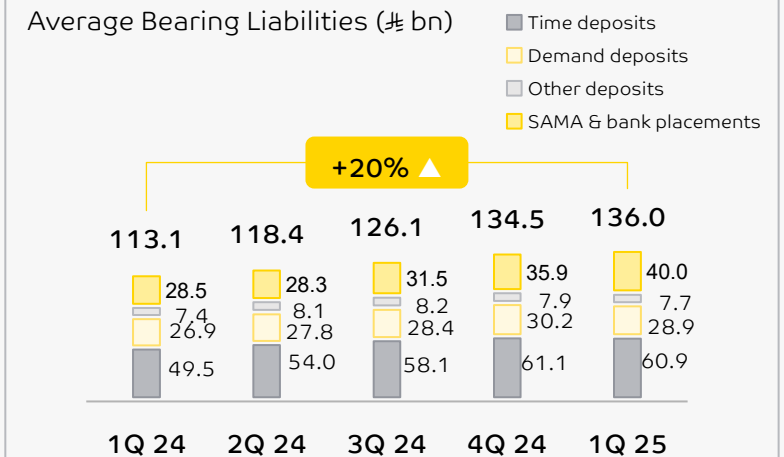
NIM (Quarterly)



Average Earning Assets (₹ bn)



Average Bearing Liabilities (₹ bn)



# Growth in fee and other income of 10% driven by foreign exchange income

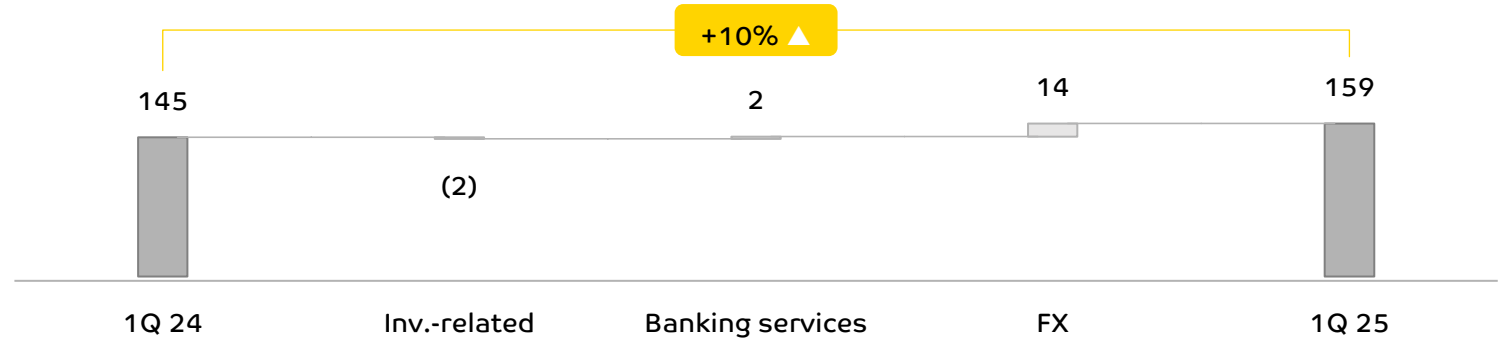


**Fee & other income** increased 10% YoY in 1Q 2025, mainly driven by Foreign exchange income

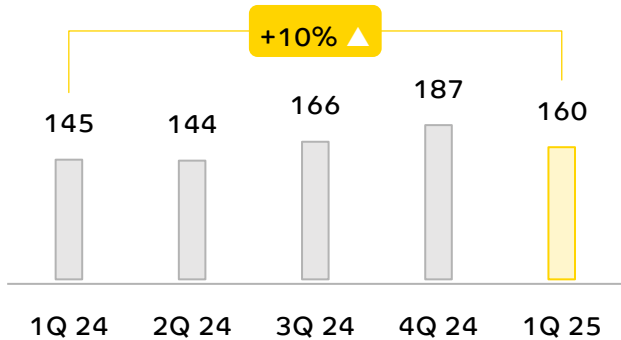
**Foreign exchange income** increased by 27% YoY in 1Q 2025

**Fee income from banking services** rose 3% YoY as growth in trade finance was partly offset by lower capital markets income

Fee & Other Income Movement YoY (₹ mn)

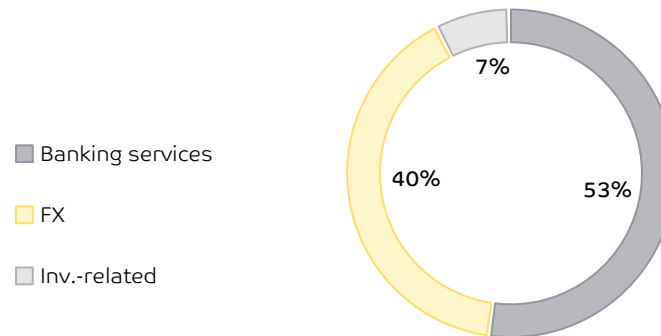


Fee And Other Income (₹ mn)

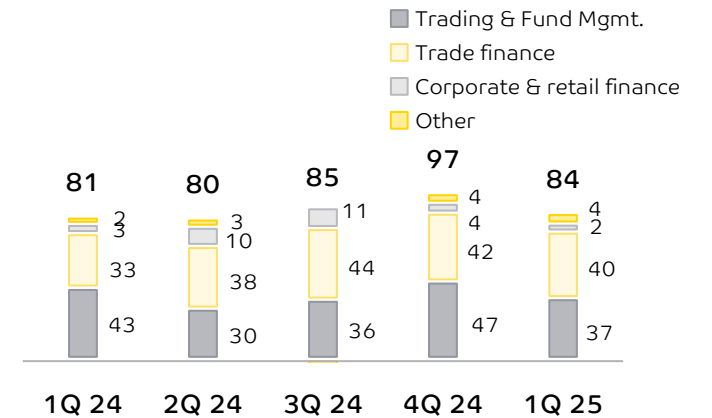


Fee & Other Income by Segment (%)

1Q 25



Fee Income From Banking Services (₹ mn)



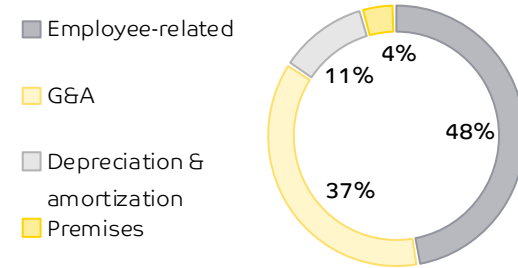


# Marginal increase in operating expenses improving the cost to income ratio

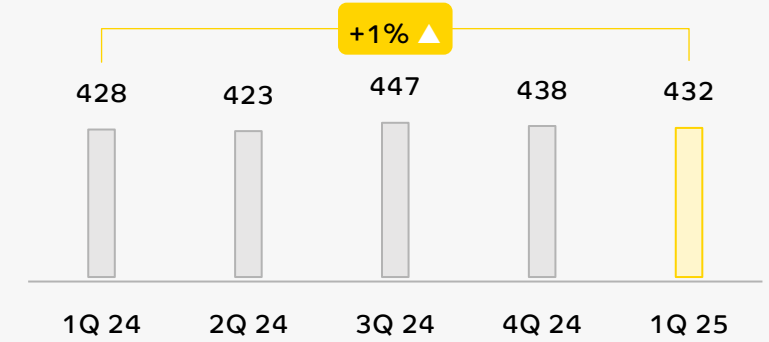
Operating expenses increased 1% YoY in 1Q 2025 driven by higher employee-related costs, rent and premises-related expenses, and depreciation & amortization expenses, while general & administrative expenses declined

Cost to income ratio (CIR) improved to 41.2% in 1Q 2025 compared to 43.0% in 1Q 2024 from positive jaws

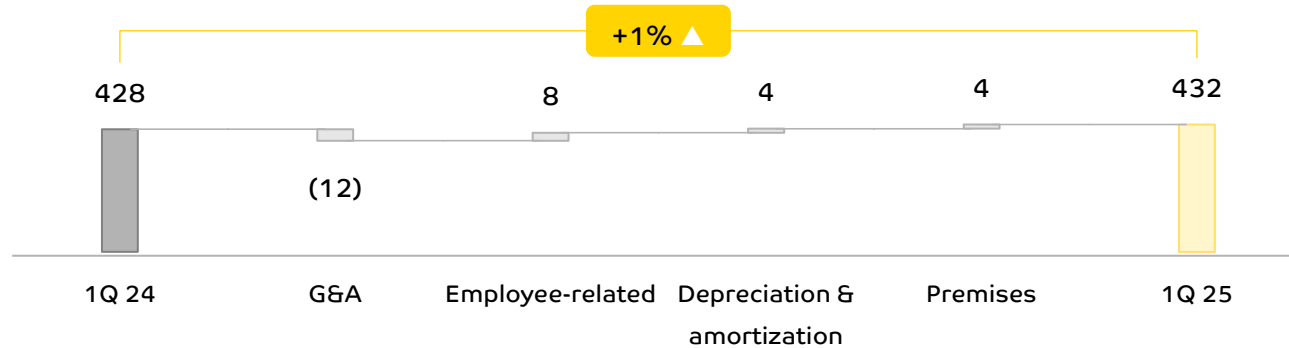
Operating Expenses Composition (%) - 1Q 25



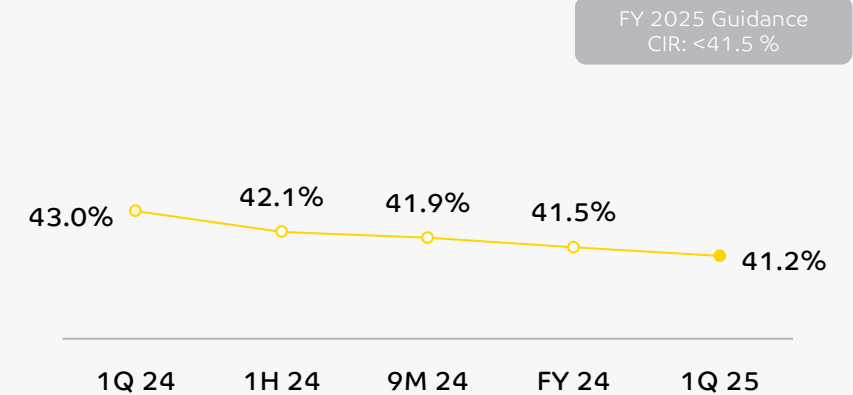
Operating Expenses (₹ mn)



Operating Expenses Movement YoY (₹ mn)



Cost to Income Ratio





# Credit quality remained stable with COR and NPL ratio at low levels

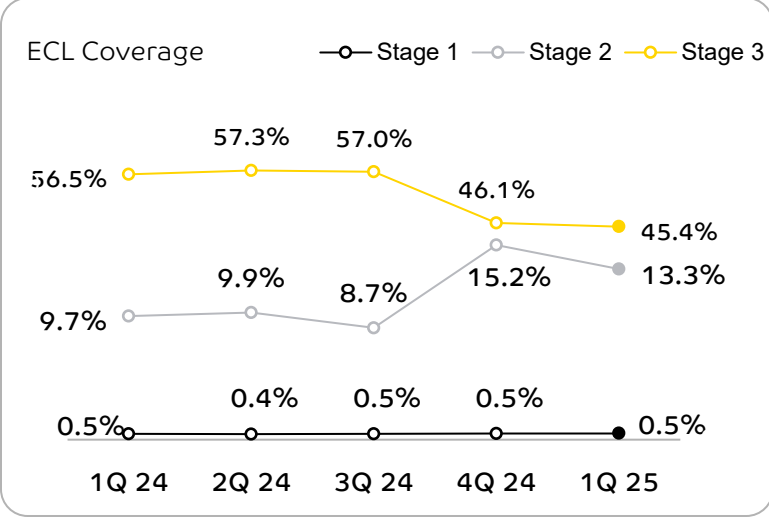
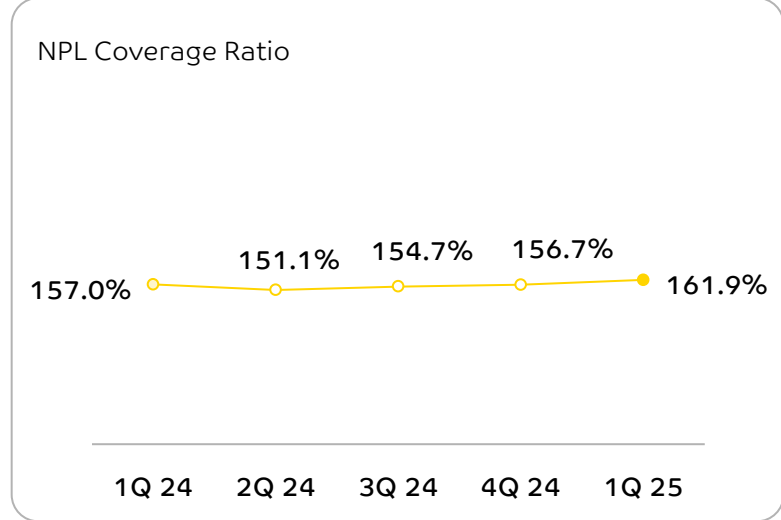
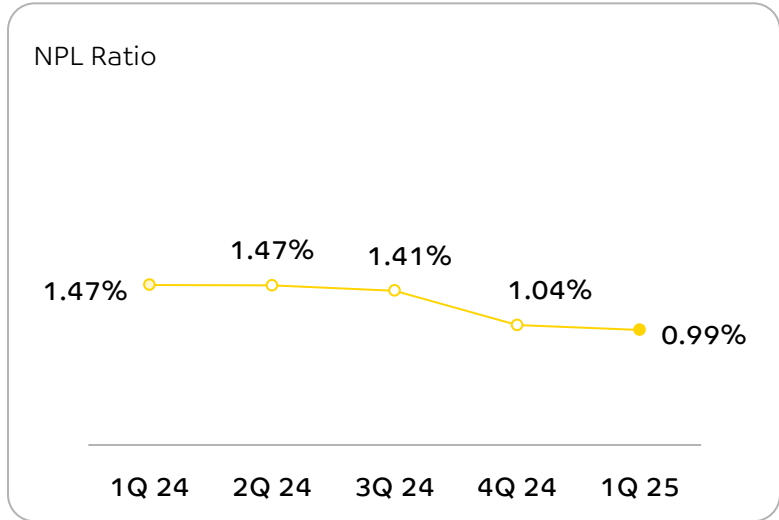
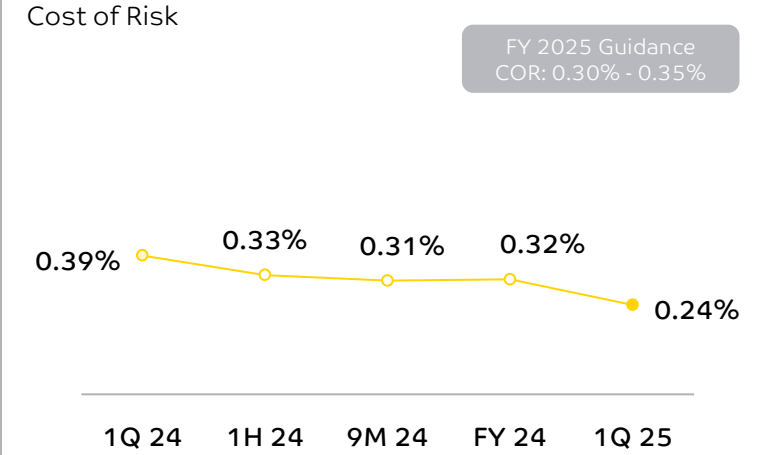
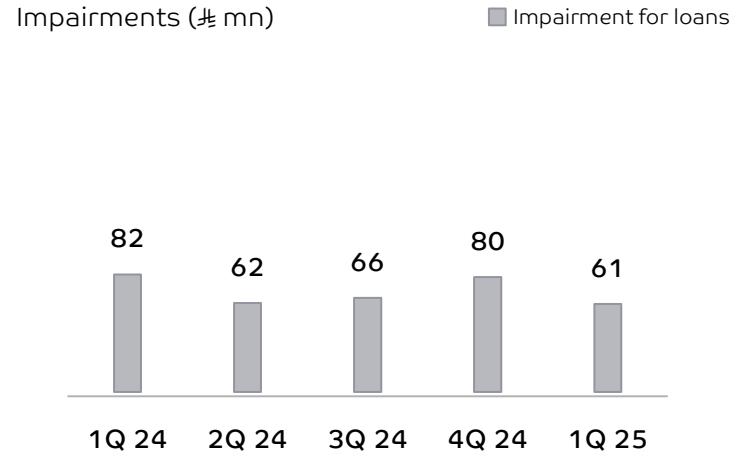
Total impairments of **ﷲ 61 mn** for 1Q 2025, decreasing 25% YoY from **ﷲ 82 mn** in 1Q 2024

Cost of risk decreased 15 bps YoY to **0.24%** in 1Q 2025

NPL ratio decreased by 5 bps YTD to **0.99%** aided by stable non-performing loans relative to the growing loan portfolio

NPL coverage ratio at **161.9%** as of 1Q 2025, increased by 5.2 ppt YTD

Stage 3 ECL coverage decreased modestly to **45.4%** while Stage 2 ECL Coverage decreased to **13.3%**



# Solid liquidity, funding and capital position with adequate buffers



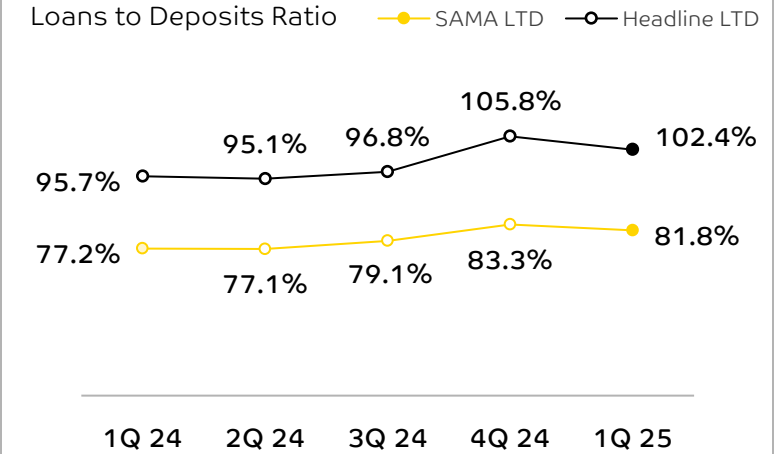
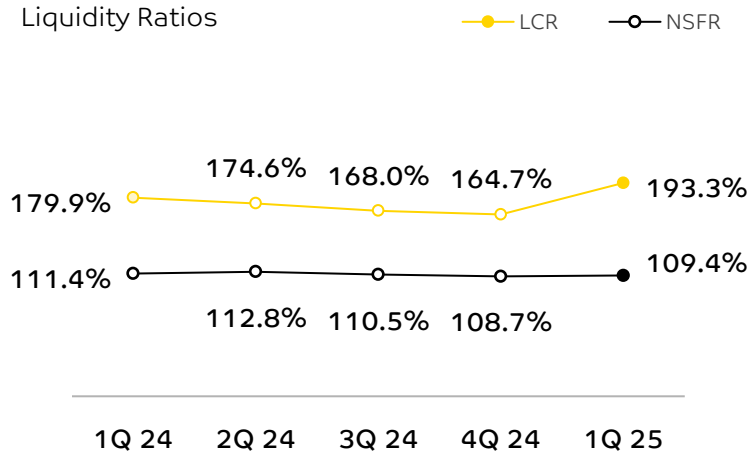
LCR increased by 28.6 ppt during 1Q 2025 to 193.3%, while NSFR increased 0.7 ppt to 109.4%

As of the end 1Q 2025, the SAMA regulatory LTD ratio was comfortably within required levels at 81.8%

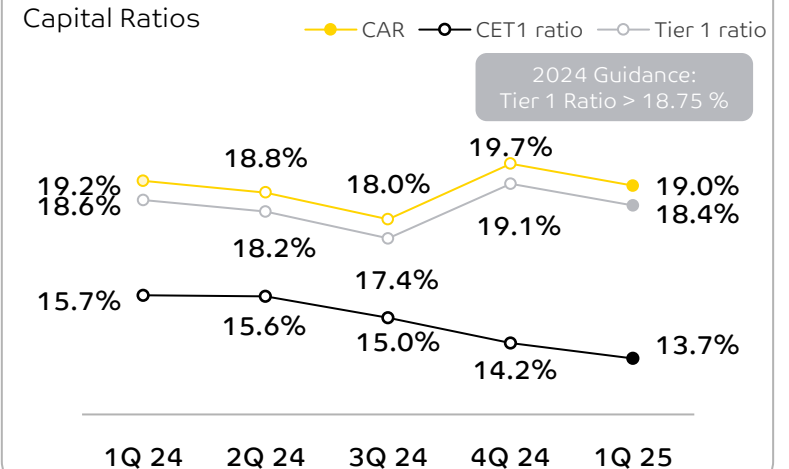
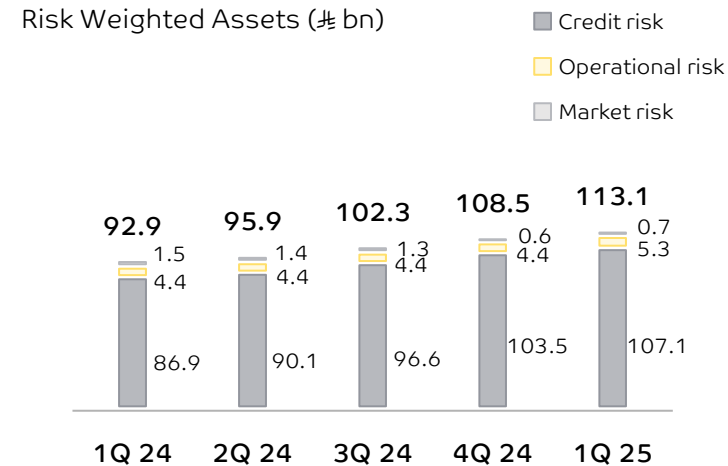
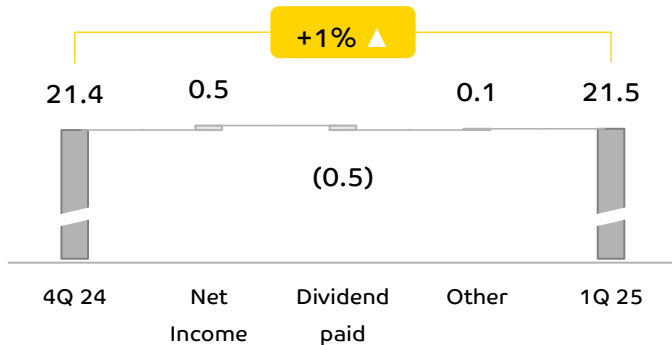
Total capital (Tier 1 + Tier 2 regulatory capital) increased by 1% due to net income, which was partially offset by dividend payment

RWAs increased by 4% YTD

CAR was 19.0% and the Tier 1 ratio stood at 18.4%



Total Regulatory Capital Movement (₪ bn)



# Guidance



# 1Q 2025 financial results were in line with expectations and FY guidance is unchanged



		2024 Actual	1Q 2025 Actual	2025 Guidance	Guidance revisions
Balance Sheet	LOANS & ADVANCES	+23% YoY	+5% YTD	>15.0%	Guidance unchanged
Profitability	NET INTEREST MARGIN	2.68% -30 bps YoY	2.45% -34 bps YoY	2.45% - 2.55%	Guidance unchanged
	COST TO INCOME RATIO	41.5% -26 bps YoY	41.2% -1.8 ppt YoY	<41.5%	Guidance unchanged
	RETURN ON EQUITY (ROE)	13.1% +53 bps YoY	13.0% +84 bps YoY	>13.25%	Guidance unchanged
Asset Quality	COST OF RISK	0.32% -15 bps YoY	0.24% -15 bps YoY	0.30% - 0.35%	Guidance unchanged
Capital	TIER 1 RATIO	19.09% -0.3 ppt YoY	18.4% -0.7 ppt YoY	>18.75%	Guidance unchanged

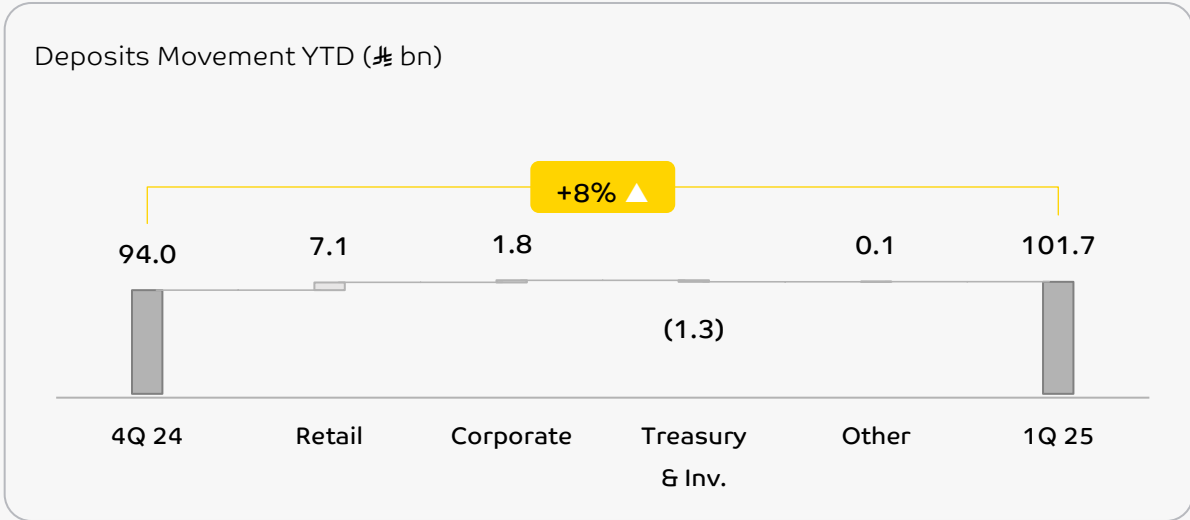
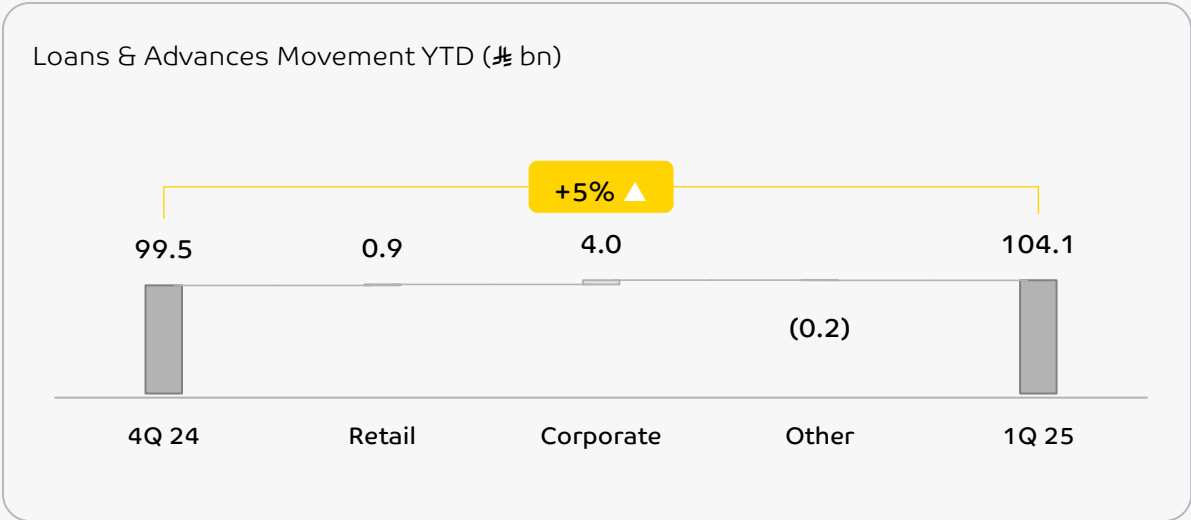
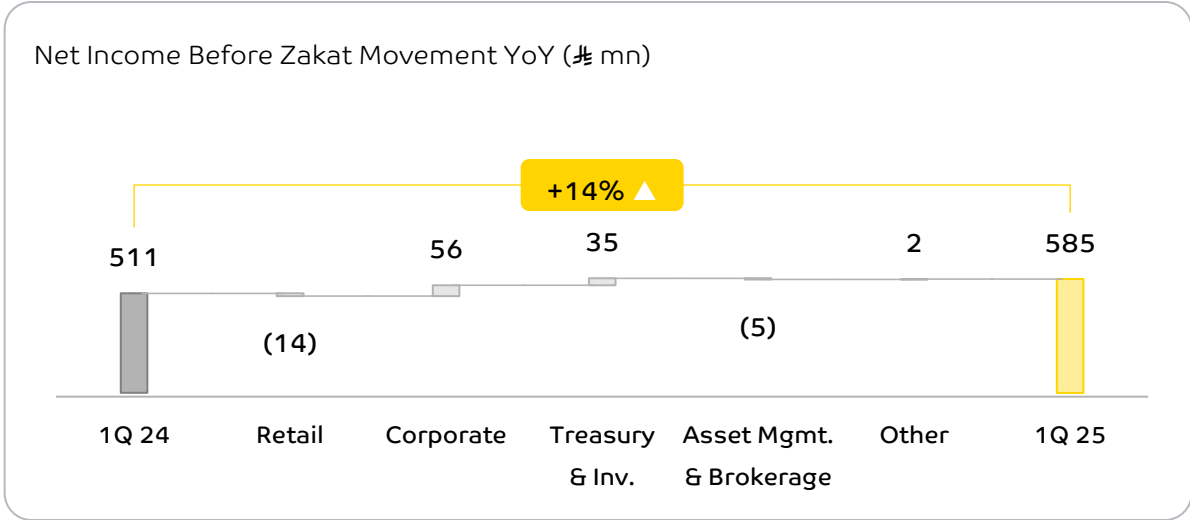
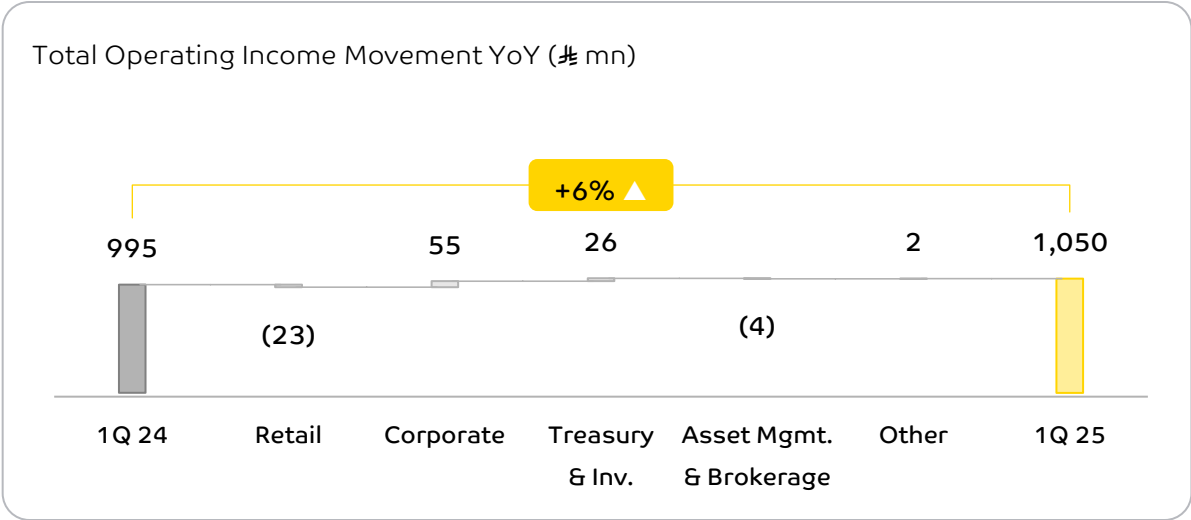
FOCUSED ON DELIVERING STRONG RESULTS ACROSS KEY PERFORMANCE INDICATORS

# Segmental performance

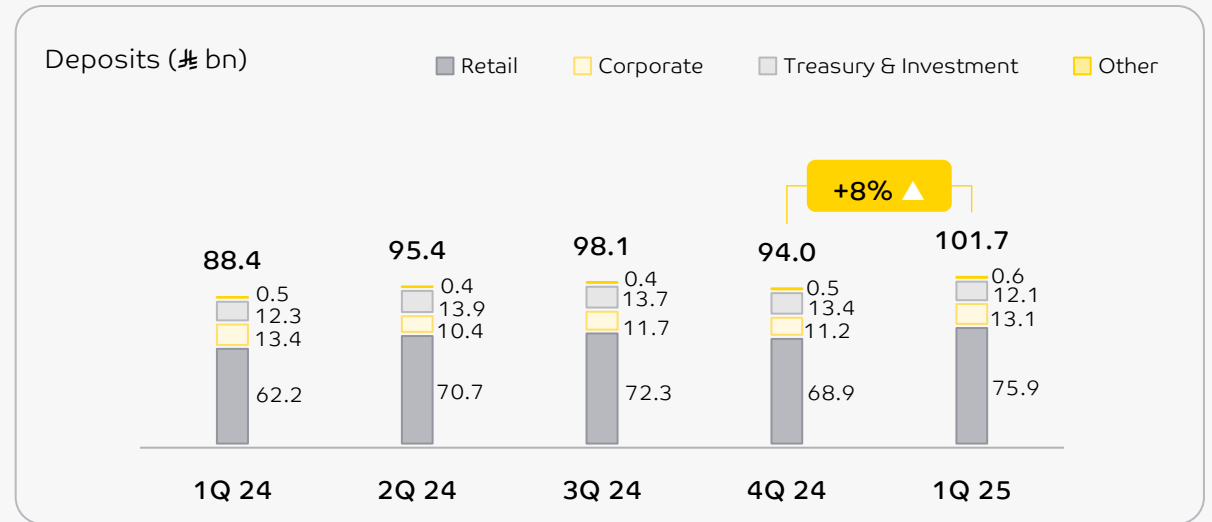
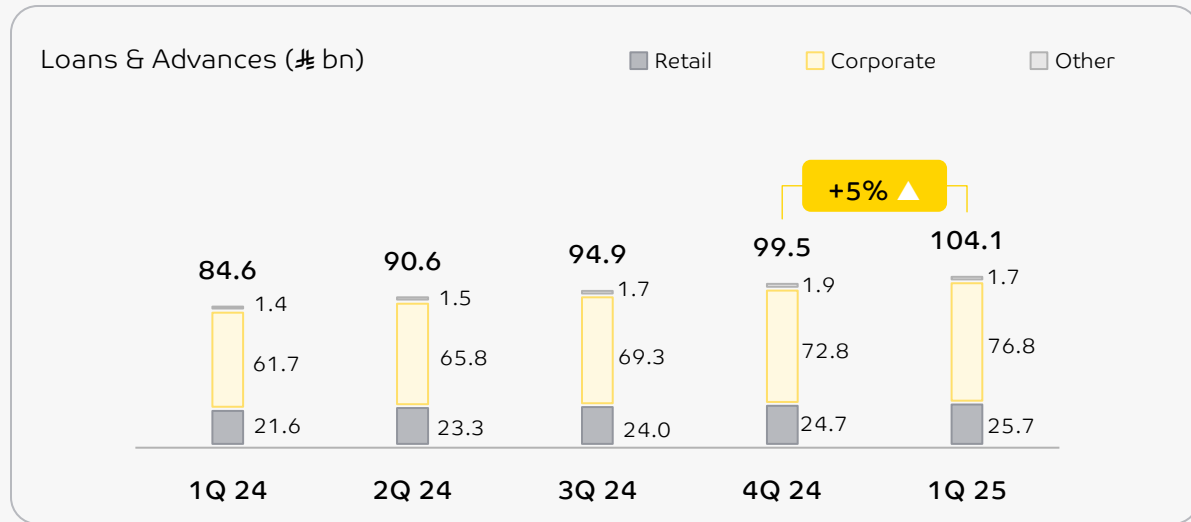
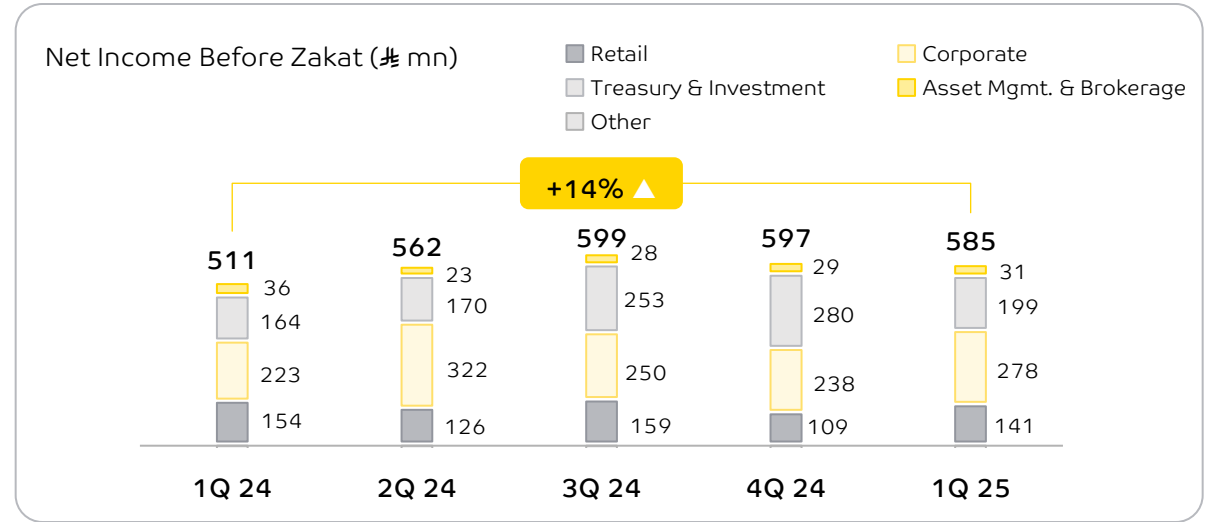
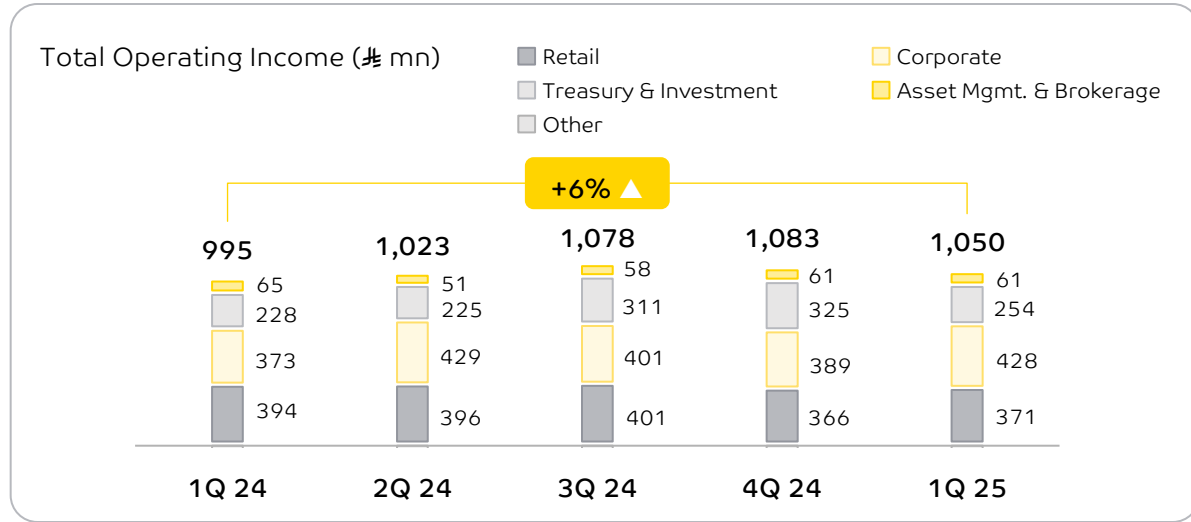




# Income and profit growth driven by strong performance of Corporate and Treasury & Investments



# Balanced contributions to Operating and Net Income from Retail, Corporate, and Treasury & Investment, with dominance of corporate loans and retail Deposits

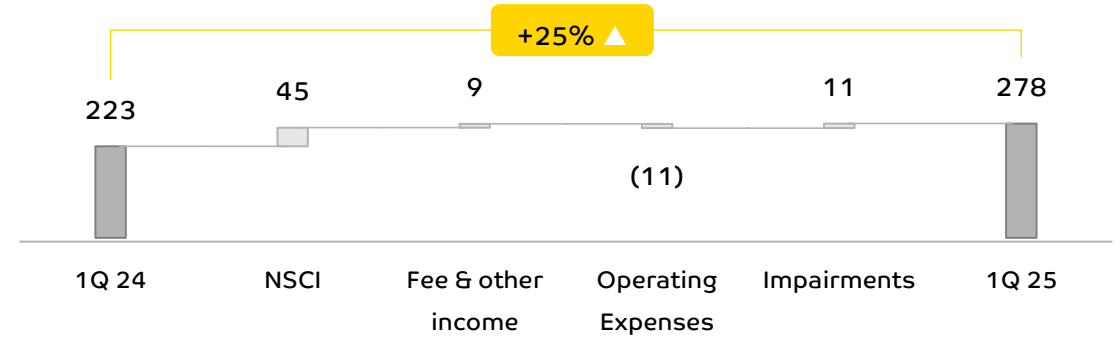


# Strong Corporate net income growth of 25% YoY for 1Q 2025 from higher operating income and lower impairments

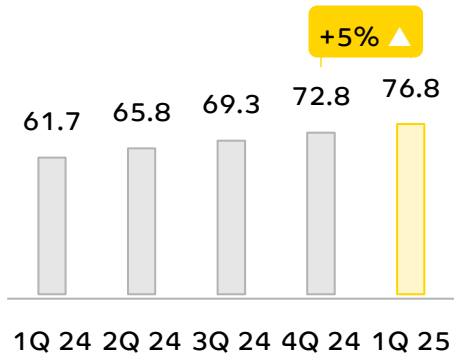


⌘ Million	1Q 2025	4Q 2024	Δ	1Q 2024	Δ
Net Special Commission Income	<b>374</b>	329	+14%	328	+14%
Fee & other income	<b>54</b>	60	-11%	45	+21%
<b>Total operating income</b>	<b>428</b>	389	+10%	373	+15%
Operating Expenses	<b>93</b>	68	+36%	83	+13%
Impairments	<b>56</b>	82	-31%	68	-17%
<b>Net income before zakat</b>	<b>278</b>	238	+17%	223	+25%

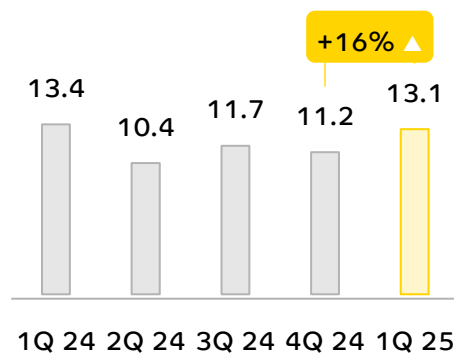
Net Income Before Zakat Movement YoY (⌘ mn)



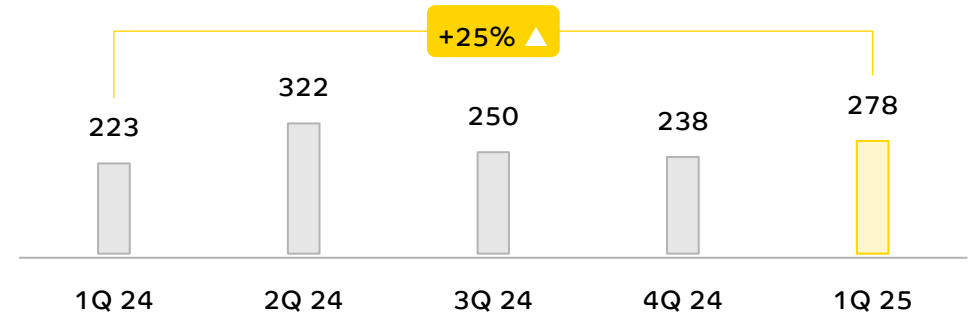
Loans & Advances (⌘ bn)



Deposits (⌘ bn)



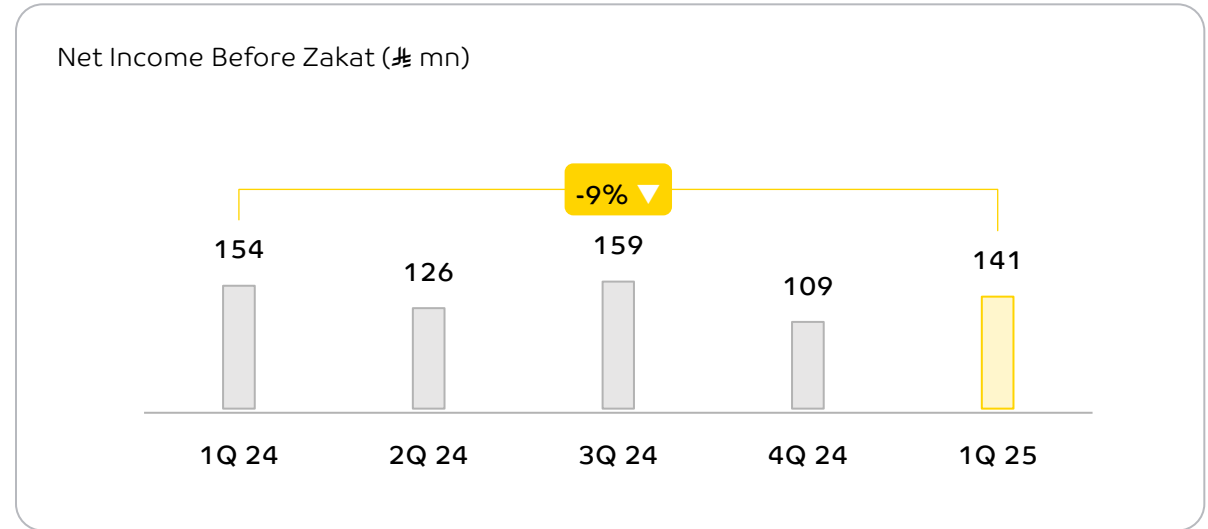
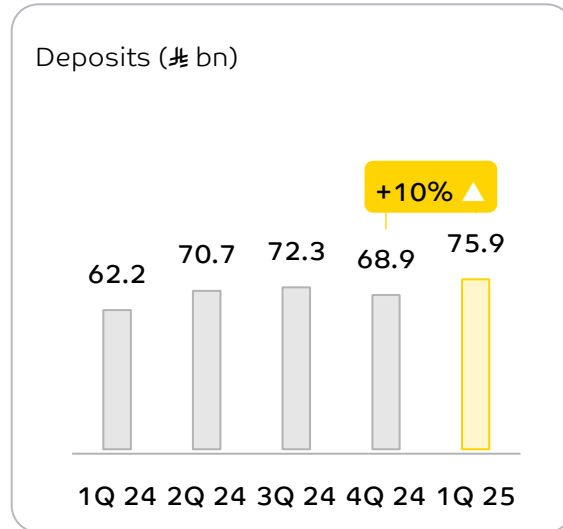
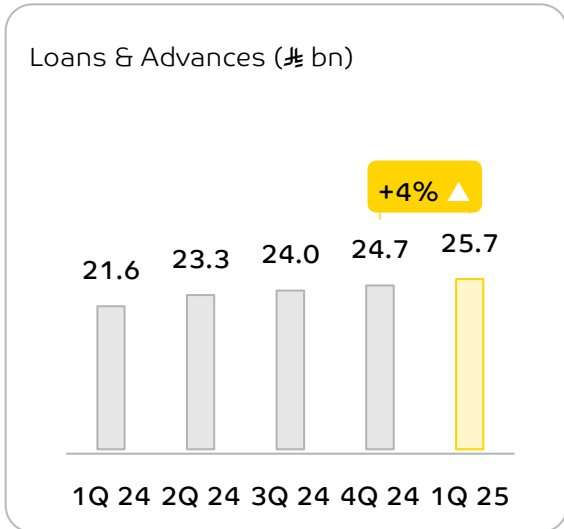
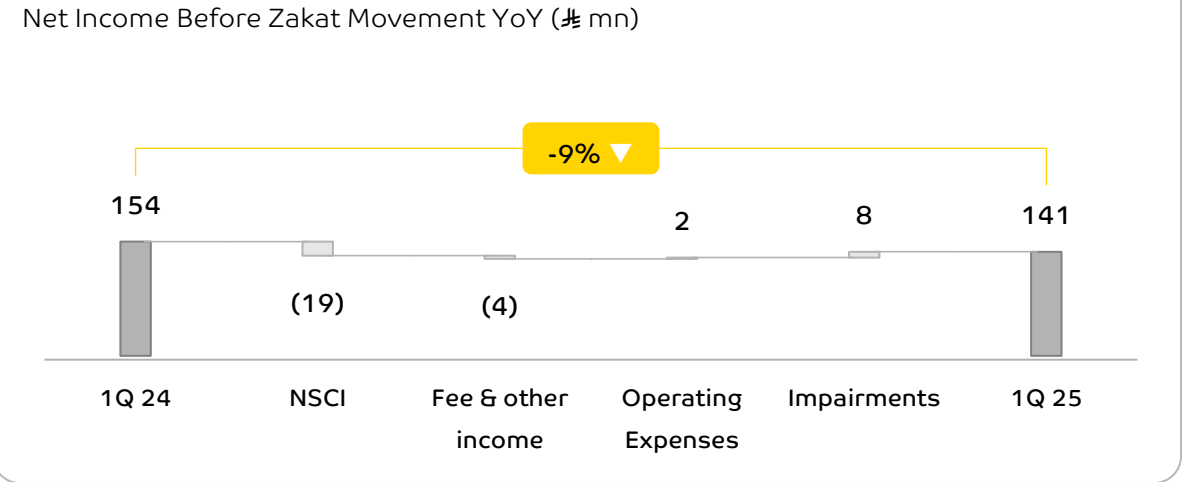
Net Income Before Zakat (⌘ mn)



# Retail net income for 1Q 2025 decreased 9% YoY from lower operating income, partly offset by lower impairments



₭ Million	1Q 2025	4Q 2024	Δ	1Q 2024	Δ
Net Special Commission Income	338	342	-1%	357	-5%
Fee & other income	33	25	+32%	37	-12%
<b>Total operating income</b>	<b>371</b>	366	+1%	394	-6%
Operating Expenses	225	259	-13%	227	-1%
Impairments	5	(2)	-381%	13	-60%
<b>Net income before zakat</b>	<b>141</b>	109	+29%	154	-9%

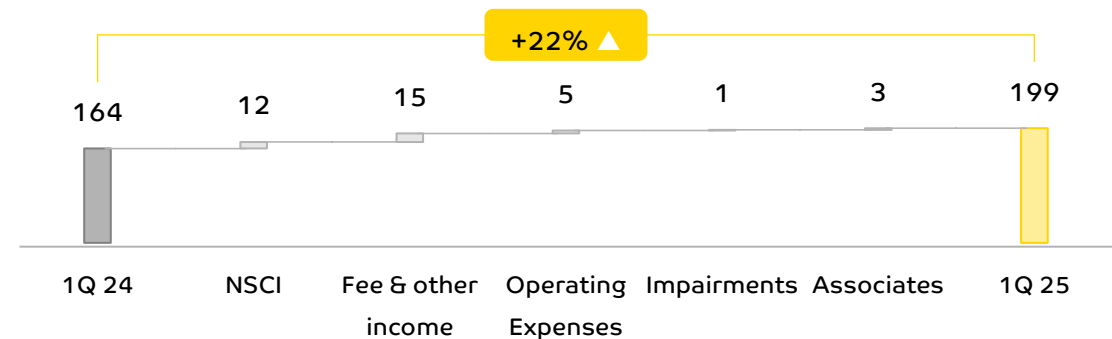


# Treasury and Investments net income for 1Q 2025 grew by 22% YoY due to higher operating income

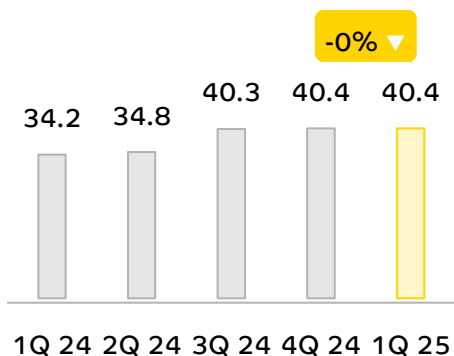


₹ Million	1Q 2025	4Q 2024	Δ	1Q 2024	Δ
Net Special Commission Income	174	228	-24%	162	+7%
Fee & other income	80	97	-17%	66	+22%
<b>Total operating income</b>	<b>254</b>	325	-22%	228	+11%
Operating Expenses	84	78	+8%	89	-6%
Impairments	(0)	0	-192%	1	-125%
Associates	29	33	-12%	26	+11%
<b>Net income before zakat</b>	<b>199</b>	280	-29%	164	+22%

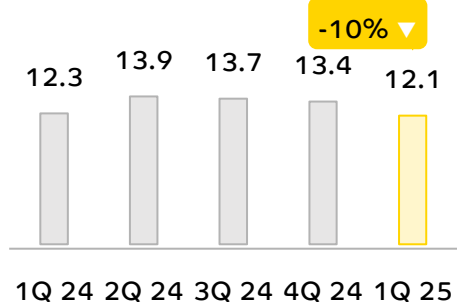
Net Income Before Zakat Movement YoY (₹ mn)



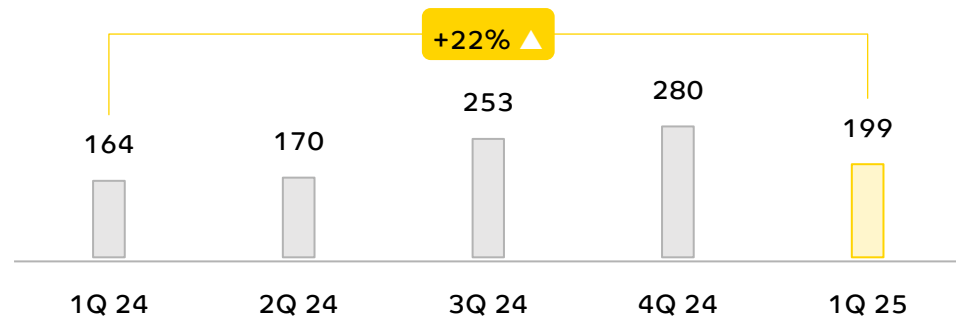
Investments (₹ bn)



Deposits (₹ bn)



Net Income Before Zakat (₹ mn)

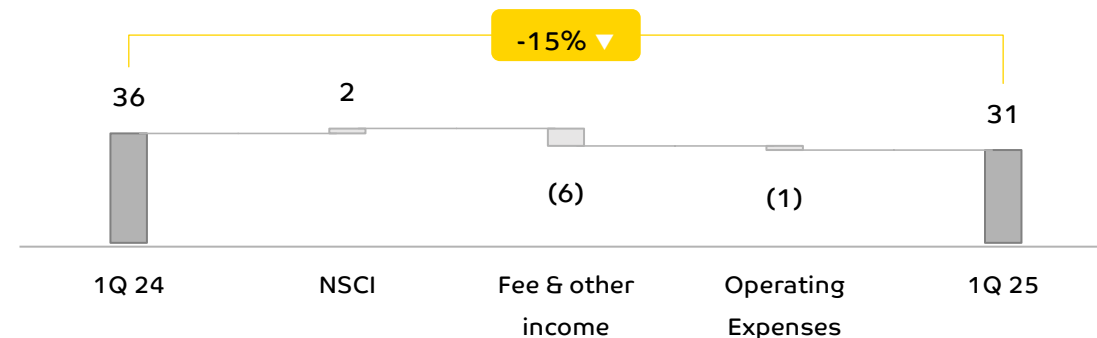


# Asset management and brokerage net income for 1Q 2025 declined by 15% YoY mainly due to lower fee & other income, reflecting reduced markets activity

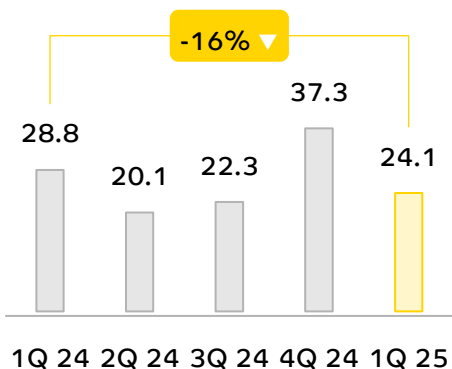


⌘ Million	1Q 2025	4Q 2024	Δ	1Q 2024	Δ
Net Special Commission Income	18	18	-1%	16	+10%
Fee & other income	43	43	+1%	49	-12%
<b>Total operating income</b>	<b>61</b>	61	+0%	65	-6%
Operating Expenses	30	32	-4%	29	+5%
Impairments	0	(0)	-100%	0	-
<b>Net income before zakat</b>	<b>31</b>	29	+5%	36	-15%

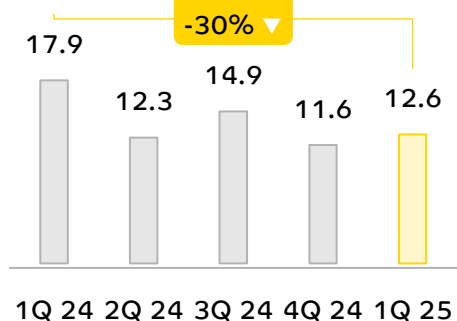
Net Income Before Zakat Movement YoY (⌘ mn)



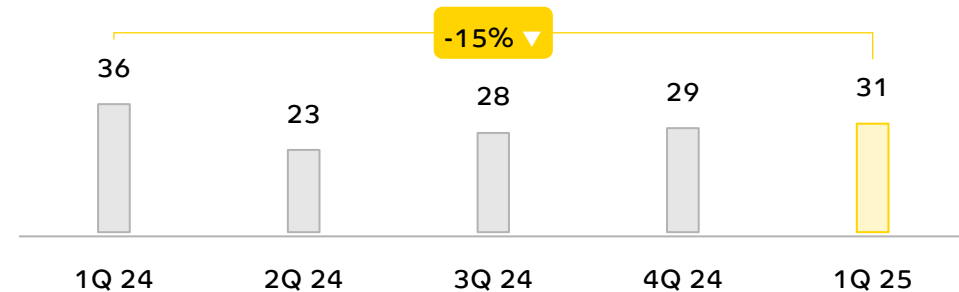
AUM Related Fee Income (⌘ mn)



Brokerage related fee income (⌘ mn)



Net Income Before Zakat (⌘ mn)



# Appendix



# Sustainability has for nearly 10 years been embedded in SAIB's core business and governance, and is now freshly aligned with the Saudi Vision 2030 sustainable development goals



Employee capital

**92%**  
Saudization ratio

**24%**  
Female employees

**85%**  
Of staff trained

Social capital

**4.6t**  
Paper recycled

**1.1t**  
Plastic recycled

**101**  
Volunteers in 2016-2023

Customer capital

**51**  
Branches in KSA

**3**  
Special needs branches

**937k**  
Total customers

**Takleef (Responsibility)**  
Responsible banking practices, ethical conduct, and measures that protect customers and earn their trust

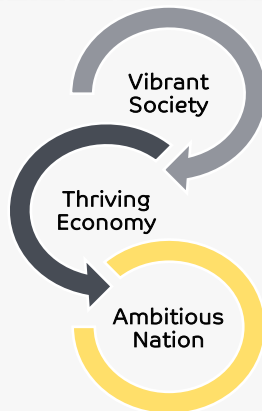
**Awn (Helping Others)**  
Responsibility to support local communities through Zakat investments, community programs, and local procurement

**Hifth (Environment Protection)**  
The conservation of the environment and the aim to limit emissions and waste, reduce consumption of electricity, water, paper in its direct operations and suppliers

**Nummow (Growth)**  
Aim to create economic stability and growth, and to sustainably build on the Bank's financial performance

**Rea'ya (Workforce)**  
Aim to engage employees and work as one family to embody inclusiveness and respect, to develop talents, and to preserve human rights

SAIB's approach to sustainability is aligned with the Saudi Vision 2030 sustainable development goals



Good health	Affordable and clean energy
Good life	Industry innovation
Quality education	Sustainable cities and communities





# Core components of SAIB’s sustainable finance framework

Use of Proceeds	Project Selection & Evaluation	Management of Proceeds	Reporting
<ul style="list-style-type: none"> <li>Allocation of an amount to (re)finance Eligible Green and/or Social Projects</li> <li>Strict exclusion criteria of activities with negative environmental or social impact, and which are not Shariah compliant</li> </ul>	<ul style="list-style-type: none"> <li>A Sustainable Finance Working Group has been established to evaluate and select eligible projects and manage sustainable issuance reporting in line with the undertakings given to our Sukuk investors</li> </ul>	<ul style="list-style-type: none"> <li>Proceeds will be allocated to eligible projects through the Sustainable Finance Register from the general funding account</li> <li>Unallocated proceeds will be temporarily invested following the Bank's standard liquidity policy</li> </ul>	<ul style="list-style-type: none"> <li>Annual allocation and impact report on Eligible Sustainable Projects</li> <li>Third-party reviewer to provide an annual independent assessment on the alignment of allocated funds with the Framework's criteria.</li> </ul>
Sustainable Fitch's Assessment	Sustainable Fitch's Assessment	Sustainable Fitch's Assessment	Sustainable Fitch's Assessment
<b>Good</b>	<b>Good</b>	<b>Good</b>	<b>Excellent</b>

Sustainable Fitch has provided a Second Party Opinion with an overall “Good” Rating

- The Framework achieved “Good” across Pillars
- Reporting and Transparency attained an “Excellent” rating



## Use of proceeds categories under SAIB’s sustainable finance framework

1	Renewable Energy	
2	Clean Transportation	
3	Energy Efficiency	
4	Green Buildings	
5	Pollution Prevention and Control	
6	Sustainable Water and Wastewater Management	
7	Terrestrial And Aquatic Biodiversity Conservation	
8	Employment Generation, and Programs Designed to Prevent and/or Alleviate Unemployment Stemming from Socio-economic Crises	
9	Affordable Housing	
10	Access to Essential Services (Healthcare and Education)	
11	Affordable Basic Infrastructure	
12	Food Security and Sustainable Food Systems	

# Strengthening our value proposition through a prestigious partnership with Real Madrid



Through this partnership, SAIB aims to introduce a unique customer experiences focusing on customer centricity and personalized experiences:

- **General Customer Experiences.** SAIB offers its customers exceptional football experiences through exclusive competitions on its social media platforms.
- **Private Banking Customer Exclusive Experiences.** SAIB offers an opportunity to enjoy priority access to exclusive football events and experiences with Real Madrid.



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