



Investor Presentation

9M 2024



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- **Riyad Bank Profile**





Riyad Bank is the third largest bank in Saudi Arabia

Our Mission:

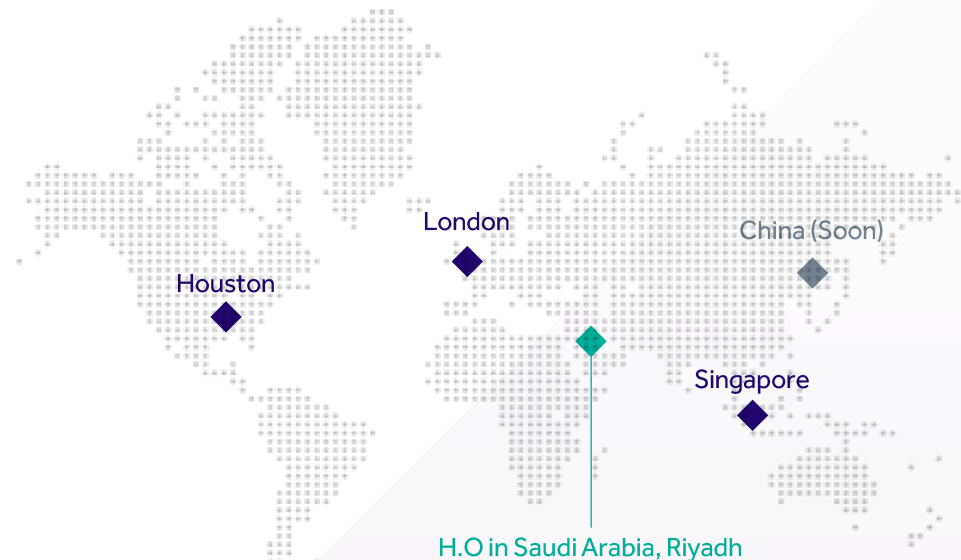
To be the most innovative & trusted financial solutions partner

Our Employees:

Employees* **7,887**

Female Employees* **29%**

Our Presence:



9M 2024 Key Metrics

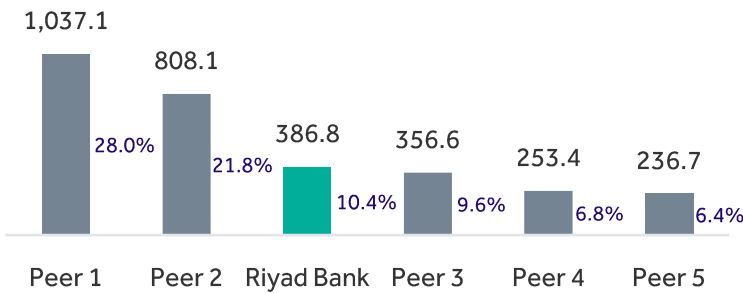
Assets	Operating Income	Cost to Income Ratio
SAR bn 433	3Q: 4.5 9M: 12.6	30.7%
Loans, Net	Pre-Impairment Operating Income	Cost of Risk**
SAR bn 305	3Q: 3.2 9M: 8.8	0.51%
Deposits	Net Income	T1 Capital
SAR bn 294	3Q: 2.7 9M: 7.1	15.6%
SAMA LDR Ratio	LCR	NSFR
84.6%	142.0%	109.3%

Rating	LT	ST	Outlook	Branches (Licensed)
S&P Global Ratings	A-	A-2	Positive	334
Fitch Ratings	A-	F2	Stable	1,979
Moody's	A2	P-1	Positive	248,461
				ATMs
				1,979
				PoS
				248,461

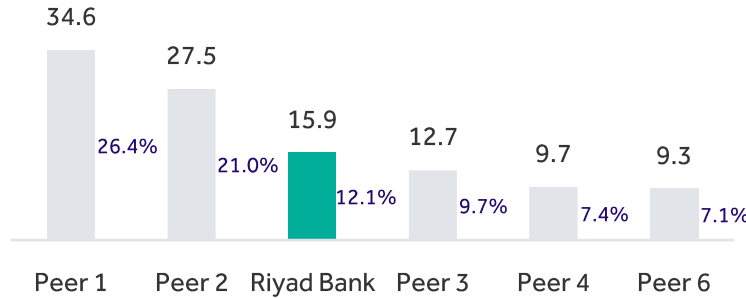


Riyad Bank is consistently in the top 3 KSA banks across a range of metrics

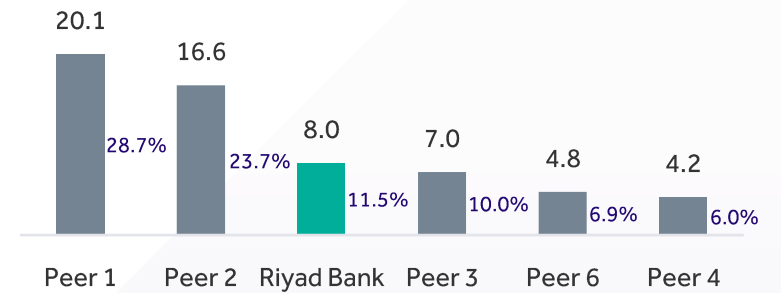
2023 Total Assets (SARbn) & Market Share (%)



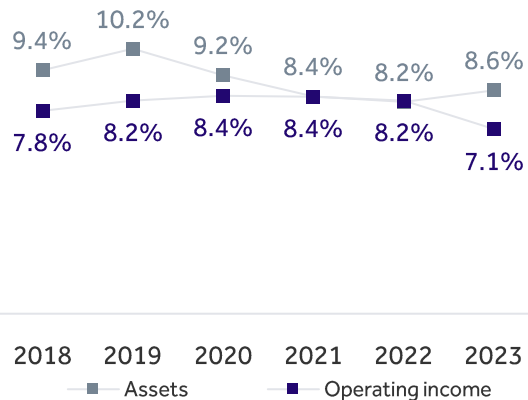
2023 Oper. Income (SARbn) & Market Share (%)



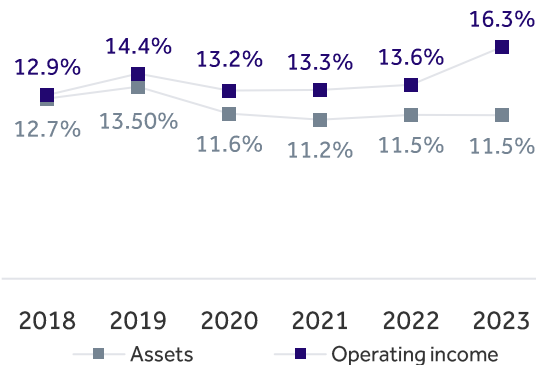
2023 Net Income (SARbn) & Market Share (%)



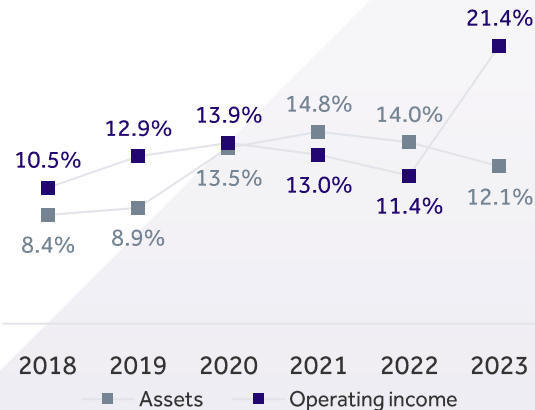
Retail Banking Market Share (%)



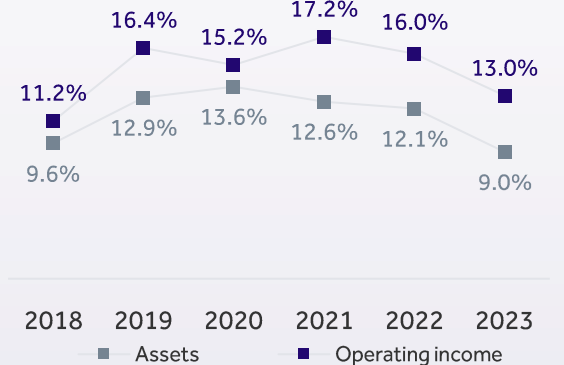
Corporate Banking Market Share (%)



Treasury & Investment Market Share (%)



IB & Brokerage Market Share (%)





Riyad Bank is a liquid stock with strong domestic ownership

Market Capitalization

30 Sep 2024

-12.6% YTD

SAR Billion

74.635

52-week Trading Range (SAR)

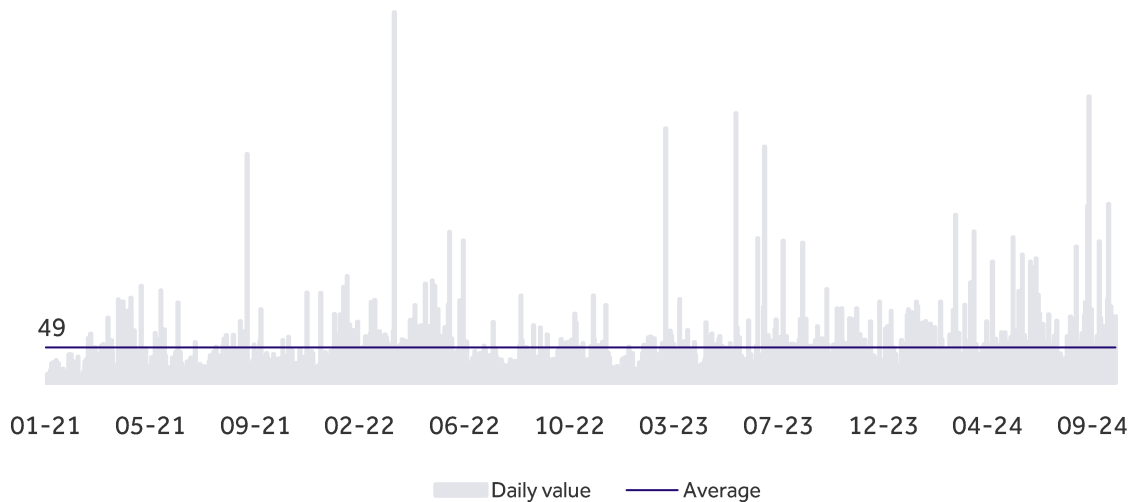
30 Sep 2024

24.34 – 31.35

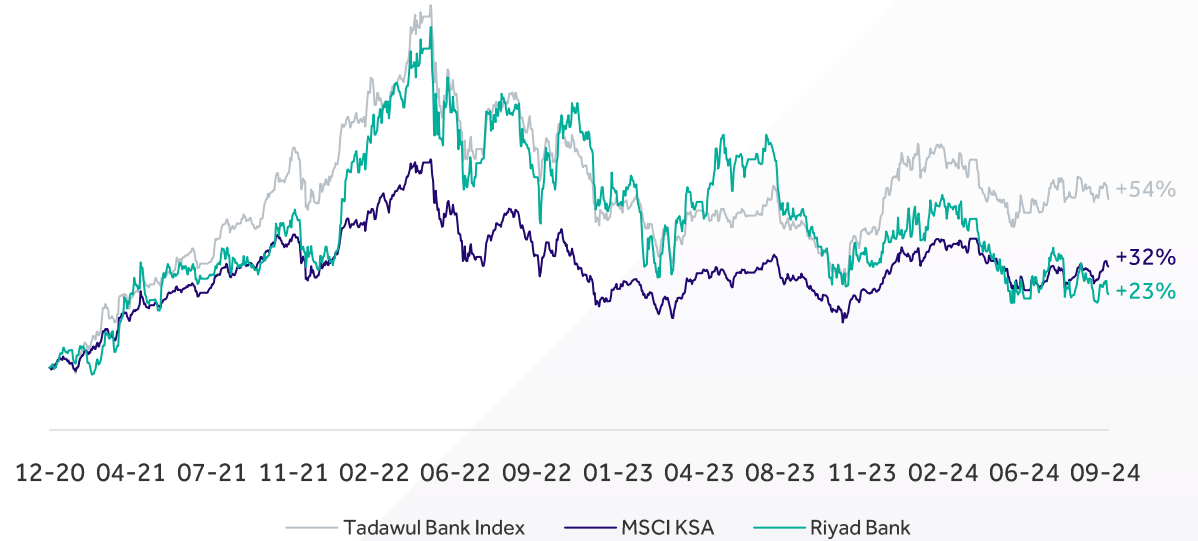
Valuation Metrics



Riyad Bank Daily Share Trading Value (SAR millions)



Riyad Bank Share Price Performance (Indexed to 31 Dec 2020)



Shareholder Origin (%)





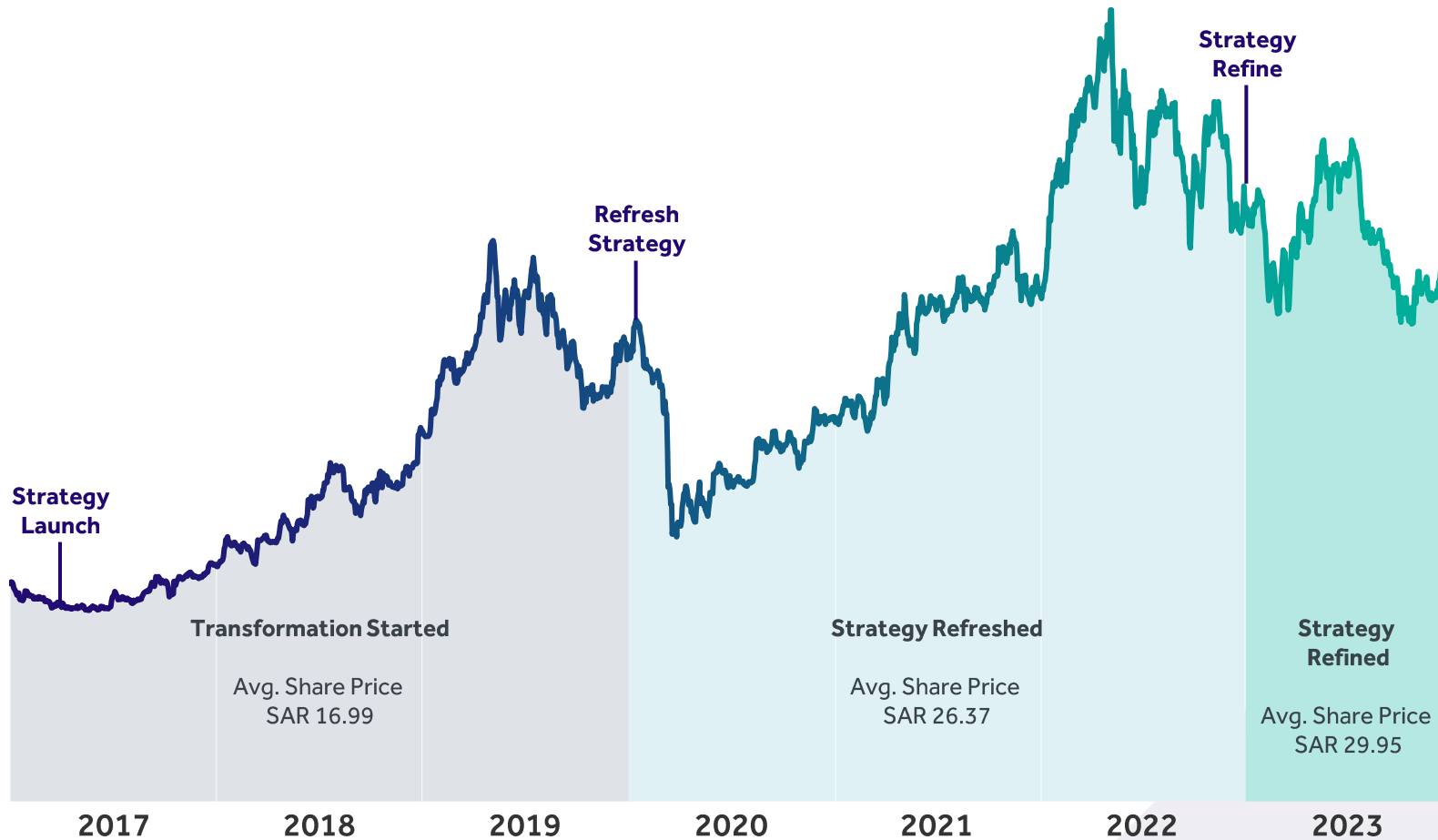
- **Strategy**





We have already come a long way on this journey

Share Price (SAR)



Key Strategic Milestones

- 2017: A bold new aspiration and strategy was developed to transform the bank and accelerate growth
- 2018: Balanced performance and health transformation to fix the basics
- 2019: Leapfrog competition through accelerated growth, disruptive business models
- 2020: Strategy was refreshed due to significant market disruptions
- 2021 - 2022: Focus on innovation and digitization
- 2023: Strategy was refined to become the best bank in KSA by 2025



We have become a Top-2 bank in corporate and a Top-3 in retail banking

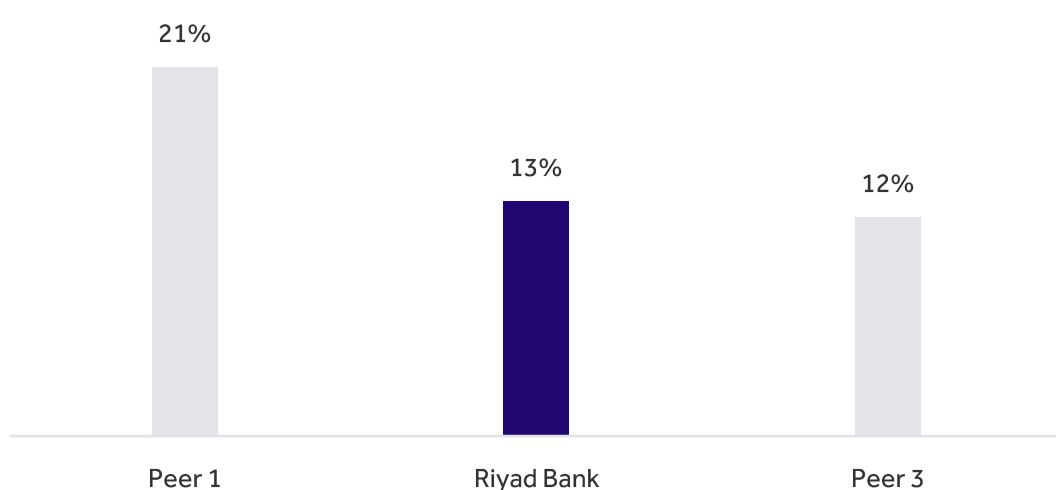
Corporate Banking Market Share*

Riyad Bank is #2
in KSA Corporate Banking

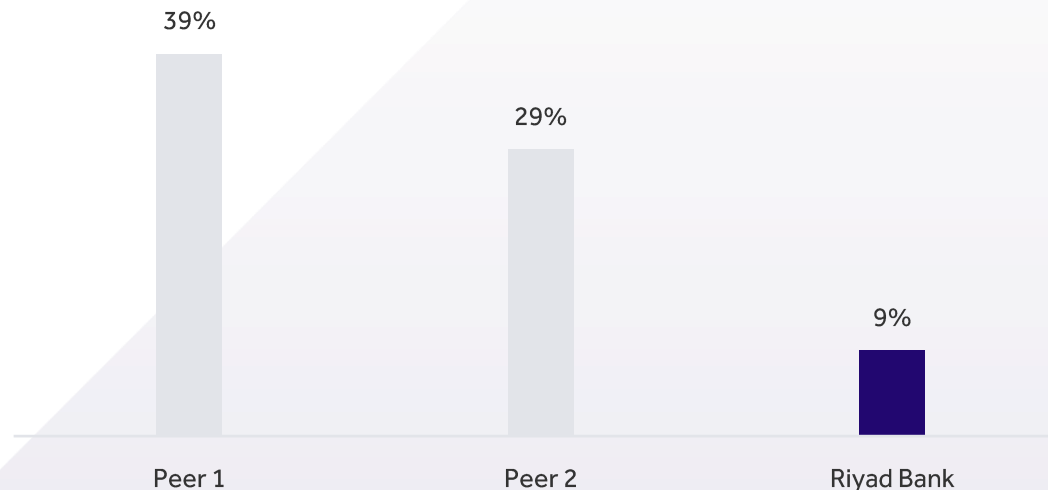
Retail Banking Market Share*

Riyad Bank is #3
in KSA Retail Banking

Top 3 Banks by Corporate Loans and Advances, net



Top 3 Banks by Retail Loans and Advances, net



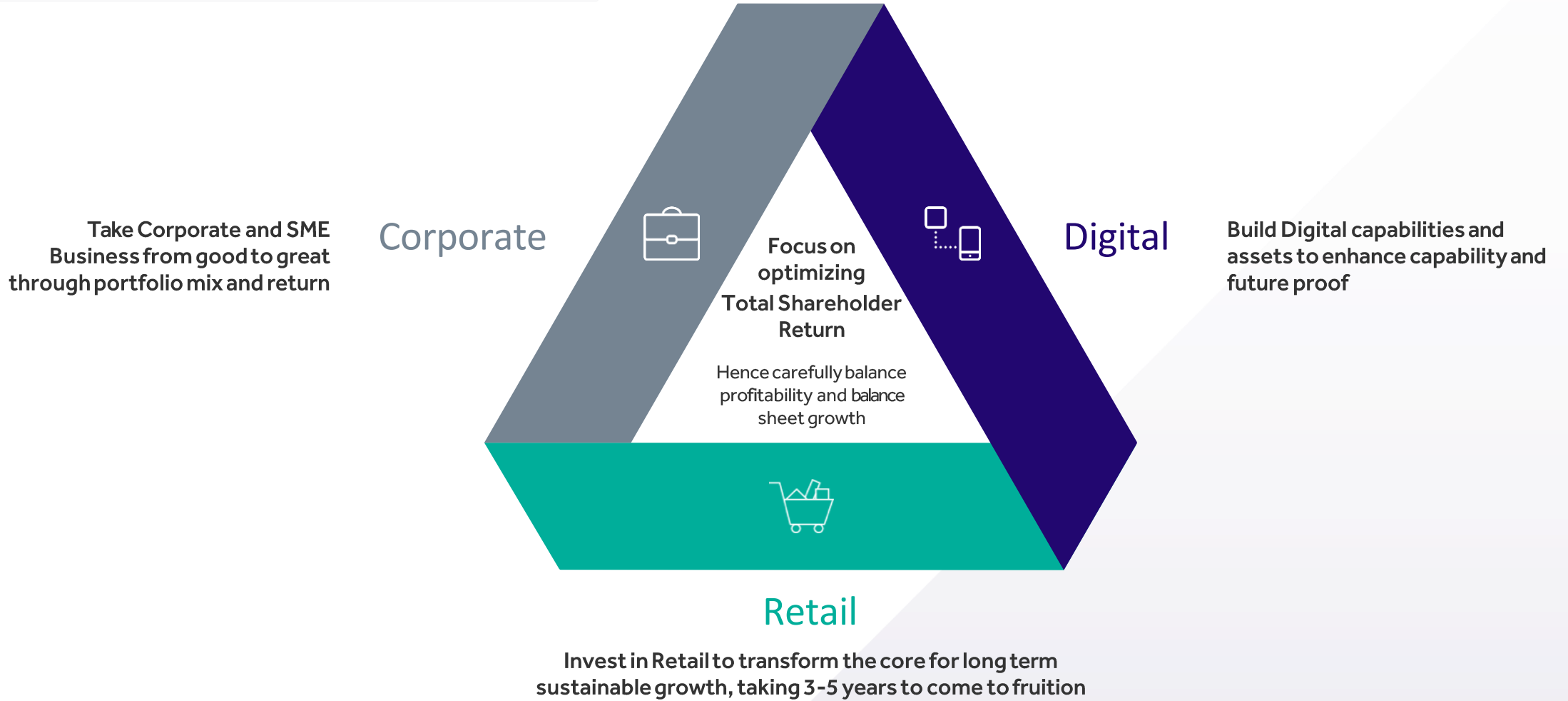


Our ambition is to be the best Bank in KSA

Strategic Pillars	Most Profitable	Most Efficient	Bank of Choice	Most Innovative & Digitally Enabled
Definition	 <p>Sustainable profit growth and returns to shareholders</p>	 <p>Highest return on spend and operational excellence</p>	 <p>Best bank for customer, employees and society</p>	 <p>Most innovative and digitally enabled bank</p>
Focus Area	<p>Profitability</p> <p>Growth</p>	<p>Cost Efficiency</p> <p>Operational Efficiency</p>	<p>Customer</p> <p>People</p> <p>ESG</p>	<p>Digital</p> <p>Innovation</p>
KPIs	<p>ROE</p> <p>Profit growth</p> <p>Total Shareholders return</p>	<p>Cost to income</p> <p>Time to cash</p>	<p>NPS*</p> <p>People Index**</p> <p>Brand Value</p>	<p>Digital Maturity Index</p>






Our aspiration and strategy is built on a few guiding principles



Drive change across our core Enablers to bring it in lock-step with business transformation



Our strategy is driven by key operating model shifts

	From	To
Segments 	Broad meet-the-market segment propositions <hr/> Focus on banking needs only <hr/> Risk avoidance via policy exclusions	→ Custom propositions at granular segments <hr/> → Focus on customer ecosystem beyond banking <hr/> → Active risk management via analytics
Products 	Capital agnostic asset product growth <hr/> Standard pricing, matching the market <hr/> Focus on balance sheet growth mostly <hr/> Be a store of value via NIBs	→ Accelerate high return on capital portfolios <hr/> → Customized relationship/risk-based pricing <hr/> → Capture transactions, FX, Fee, Payments as well <hr/> → Create wealth for customers
Channels 	Branch first for sales and service	→ Mobile/Digital first for sales and service



Clear KPIs have been set at the Division level as well

Mobile first bank with distinctive customized segment/product

Mortgage, Market share
Personal Loans, Market share
Cards, Market Share
Deposits, Market share



Retail

Most profitable Corp bank & core transaction partner for institutions

Large corporate assets, Market share
SME assets, Market share
Deposits, Market share



Corporate

Best Bank in KSA

Leading value creator through Fintechs & digital enablement

Digital maturity across front-end channels
Digital transactions
Digital sales



Innovation

Distinctive bank wide enabler across liquidity & financial solutions

Accelerate Treasury sales via cross-sell activities
Expand hedging business
Increase FX market share



Treasury



Retail strategic initiatives

Segments



Initiative

Description

- | Initiative | Description |
|--|---|
| 1 Disrupt Affluent Proposition | Upgrade value proposition including digital as one-stop shop |
| 2 Boost (U)HNWI Proposition | Upgrade value proposition including superior wealth solutions |
| 3 Disrupt Youth Proposition | Capture value and build long term loyalty |
| 4 Reinvigorate Customer Value Management | Leverage Advanced Analytics (churn, pricing, cross sell) |
| 5 Micro-segmented credit cards | Build distinctive proposition by microsegment |
| 6 Boost PL penetration | Leverage mobile for sales, simplify journey, pre-approvals |
| 7 Accelerate mortgage through digital | Scale up HBE and roll out new features |
| 8 Bank@work commercialization | Create GTB & Retail; develop digital tools |
| 9 Optimize physical channels | Optimize channels (branch/DSF), simplify & digitize |
| 10 RB Mobile platform reimagination | To enable value proposition & journey digitization |

Products



Channels





Corporate strategic initiatives

Segments



Products



Channels



Initiative

Description

- | Initiative | Description |
|--|---|
| 1 Scale up SMEs through digital | Scale up acquisition and penetration through digital; continue improve digital platform features |
| 2 Set up Strategic Client Council | Council to optimize strategic customers value (capitalize on gov. initiatives, comprehensive account plan development) |
| 3 Reimagine Global Transaction Banking | Reimagine GTB platform by enhancing digital channels, refining operating model, and GTB as a Service |
| 4 Scale up Digital RM Workbench | Scale up adoption to drive cross sell and return on capital across portfolio along with continuous testing and enhancements |



Treasury strategic initiatives

Products



Initiative	Description
1 Enhance collaboration with Retail Banking	To further expand FX business with Retail Banking
2 Improve cooperation with Corporate Banking	To boost Corporate Banking cross-selling through holistic offering
3 Expand Riyad Bank's appetite for hedging business	To better capture all hedging opportunities and increase market share
4 Consolidate and enhance Treasury systems	Transform, modernize and unify the existing heterogeneous treasury systems across treasury front, middle and back offices



Digital strategic initiatives

Digital



Initiative

Description

- | | | |
|---|----------------------------------|--|
| 1 | Serve Fintechs and other players | Leverage open banking platforms to serve fintech infra/tech requirements; review existing fintech assets to monetize, etc. |
| 2 | Create new ventures | Identify, commercialize and scale up new Ventures |
| 3 | Accelerate digital maturity | Accelerate bank's Digital Maturity through bank wide capability building and accelerating delivery and impact of major commercial mandates |
| 4 | Scale-up Center of Intelligence | Build and scale up Center of Intelligence with agile working model with each business and extract value via Advanced Analytics |



- **Sustainability Update**





Embedding Sustainability into the Bank's strategy

Environmental

<p>Riyad Bank Green Project</p> <p>Signed an MOM with Environment Fund witnessed by His Excellency the Minister of Environment. This strategic partnership aims to advance research, encourage sustainable practices and boost environmental consciousness.</p>	<p>Banking Sector collaboration</p> <p>Riyad Bank is a leading member of the SAMA supervised 'Saudi Banks ESG Committee'. Established in Apr '23 and focused on building ESG best in the banking sector</p>
<p>28.9 Tons</p> <p>Recycling: Third Quarter: Papers and plastic</p>	<p>Recyclable Water Bottles Initiative in Branches</p> <p>Riyad Bank has installed four recycling machines in the main building and select branches to promote recycling efforts among our customers. As a result, a total of 45,869 water bottles were recycled in 2024 YTD.</p>
<p>Riyad bank selected to join the Ministry of Economy and Planning's KSA Sustainability Champions Program as one of the Kingdom's 19 top performing sustainability companies. Our commitment is to act as a catalyst for sustainability transformation within the banking sector.</p>	
<p>Riyadh Green</p> <p>Riyad Bank is thrilled to announce our partnership with Riyadh Green by inviting 50 of our employees and their families to celebrate Saudi National Day by planting trees together. This initiative not only marks our commitment to a greener future but also strengthens our community bonds through collective action.</p>	

Social

<p>Strategic Partnership with the Misk Foundation</p> <p>Riyad Bank signed a strategic partnership with Mohammed bin Salman Foundation 'Misk' to support the entrepreneurial community to enhance capabilities of young entrepreneurs in Saudi Arabia with the following areas of partnership:</p> <ul style="list-style-type: none"> Riyad bank will sponsor workshops within Misk's program and provide support for emerging entrepreneurs. Exclusive access to the outputs of Misk's entrepreneurs. Collaboration to nominate a selected group of beneficiaries from Misk's program. Strengthening the growth of startups through comprehensive support aimed at expanding their business. 	
<p>The Guidance on Social Responsibility (ISO 26000)</p> <p>Proud to announce that we have recently renewed ISO 26000 certification in social responsibility which we received on September 11th. This certification positions us as a leader in the market for sustainable and socially driven programs and activities.</p>	<p>SAR 10,473,970mn</p> <p>Donation amount: Total 152,565 transaction through Riyad Bank channels.</p>
<p>Euromoney Awards</p> <p>Riyad Bank has been awarded the title of 'Best Bank in Diversity and Inclusion' in Saudi Arabia for the year 2024 by the leading global financial publication, Euromoney.</p>	
<p>International Youth Day Riyad Bank proudly sponsored the seventh cohort of the Misk Fellowship Program. This initiative, supported by our Bukra Social Responsibility Program, aims to equip young leaders with the skills needed to drive sustainable development. 70 Fellows benefited from leadership training</p>	

Governance

<p>Updated guidelines to meet the needs of persons with disabilities</p>	<p>Diversity</p> <p>First female board member</p>
<p>5</p> <p>Independent Board Directors</p>	<p>Cyber security ISO/IEC 27001:2013 (PCIDSS) Certification ISO business Continuity ISO22301:2019</p>
<p>5</p> <p>Board Subcommittees</p>	<p>ISO/DIS 37301:2020 Compliance</p>
<p>14</p> <p>New and Updated Adopted Governance Policies and Frameworks</p>	
<p>74</p> <p>New and Updated Adopted Governance Procedures</p>	



- # Operating Environment





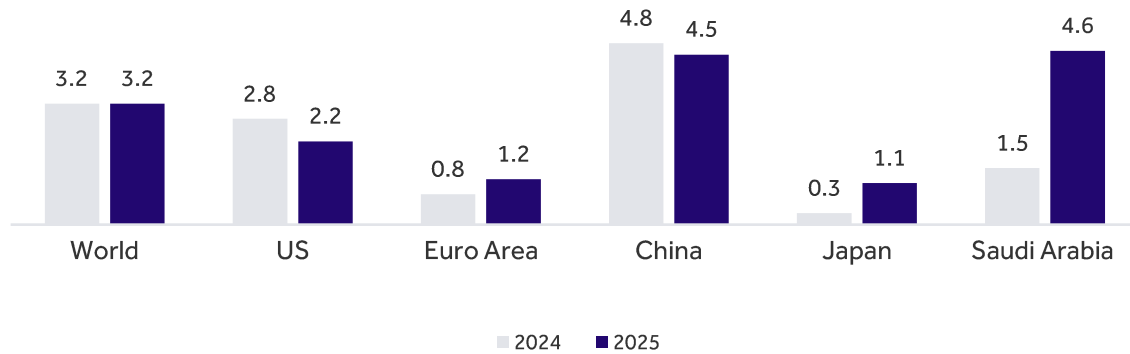
Easing inflation: navigating global economic shifts ahead

Global growth is projected to stabilize at 3.2% in 2024 and 2025. As inflation continues to decline, further monetary policy easing is expected to support growth. Overall, moderating inflation provides some relief, but the impact on growth will vary by country.

U.S. Growth prospect remain uneven across countries. Weaker oil demand in major economies like China, could signal slower growth momentum, potentially affecting global growth dynamics.

Higher Headline inflation is projected to decline further. Lower inflation affects real income growth, providing additional support to enhance overall economic stability.

Economic Outlook (%)



Inflation Expectations (%)



Global PMI ▼
Sep-24 -1.7% Jun-24

52.0 52.9

Fed Funds (%)
Upper 25bps Lower

5.00 4.75

USD Index ▼
Sep-24 -4.8% Jun-24

100.8 105.9

3M SOFR (%) ▼
Sep-24 -73bps Jun-24

4.59 5.32

10y Treasury Yield ▼
Sep-24 -60bps Jun-24

3.8 4.4

Brent Oil (\$/b) ▲
Sep-24 +4.5% Jun-24

74.9 71.7



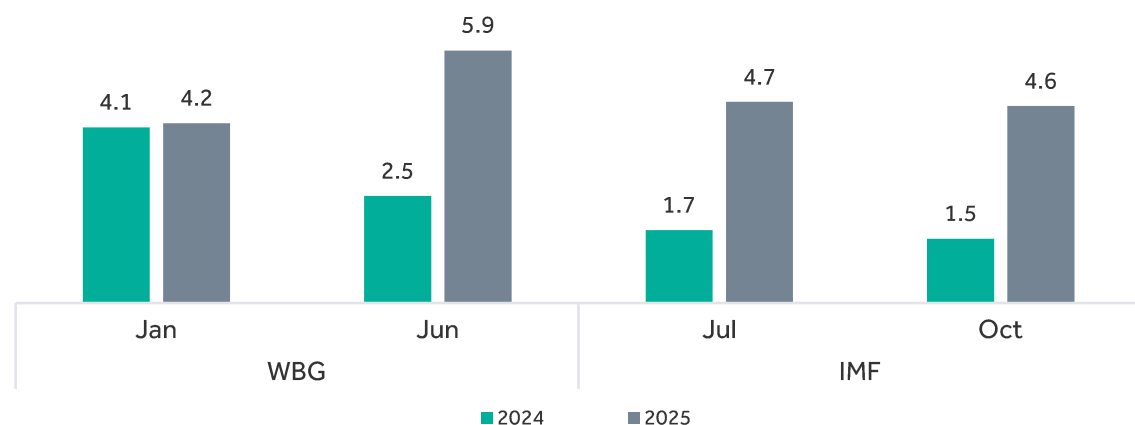
Riyad Bank PMI reflects strength in non-oil sector growth

Strong non-oil GDP and PMI growth in Saudi Arabia supported by expansionary fiscal policy. A healthy Riyad Bank PMI surged to 56.3 driven by strong domestic demand and business confidence, point to robust economic momentum.

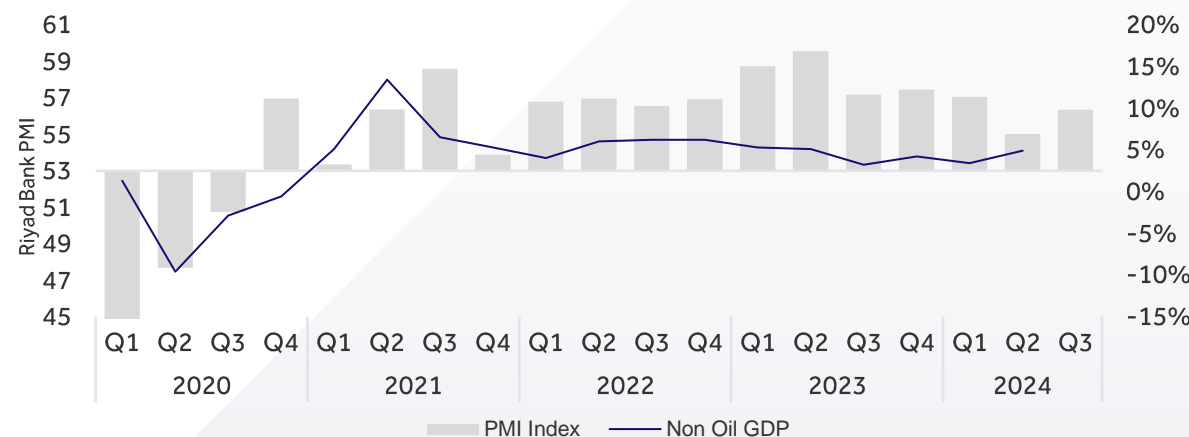
Non-oil GDP grew by 4.9% year-on-year in the second quarter, highlighting the resilience of its economy outside the oil sector.

Riyad Bank PMI growth is crucial for economic stability amid oil production cuts and lower global prices, highlighting the sector's role in diversifying the economy away from oil dependence.

Saudi Arabia Growth Expectations (%)



Non-oil Private GDP Growth



Real GDP Growth (%) ▲

Jun-24 140bps Mar-24

-0.3

Riyad Bank PMI ▲

Sep-24 +2.4% Jun-24

56.3

Revenues (SAR Bn) ▼

2024 -4.3% 2025

1,237

Expenditures (SAR Bn) ▼

2025 -5.2% 2024

1,355

Debt / GDP ▲

2024 +30bps 2023

26.2%

Fiscal Balance (SARbn) ▲

2024 +17Bn 2025

-118

1,184

1,285

25.9%

-101



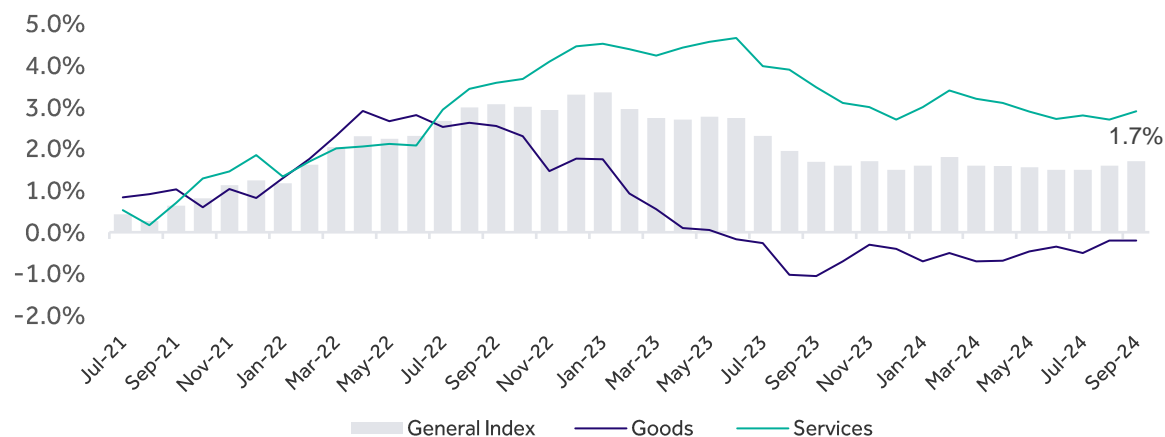
Navigating economic trends amid rising costs and non-oil sector growth

Inflation rate of 1.7% aligns with the trends observed in the latest Riyadh Bank PMI reading of 56.3 for the non-oil sector, reflecting strong economic activity alongside moderate inflationary pressures.

Inflation rose due to higher services costs, while prices for goods like transportation, home furnishing, and clothing declined, which helped in moderating the overall inflationary pressure exerted by rising service costs.

Input prices in the non-oil private sector experienced a notable increase in September, driven by rising costs in manufacturing and wholesale & retail, indicating a slightly quicker pace of inflation.

CPI Inflation (%)



Riyadh Bank PMI & Components



Real GDP Growth (%) ▲

Jun-24 140bps Mar-24

-0.3

Riyadh Bank PMI ▲

Sep-24 +2.4% Jun-24

-1.7

56.3

55.0

Revenues (SAR Bn) ▼

2024 -4.3% 2025

1,237

1,184

Expenditures (SAR Bn) ▼

2025 -5.2% 2024

1,355

1,285

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26.2%

25.9%

Fiscal Balance (SARbn) ▲

2024 +17Bn 2025

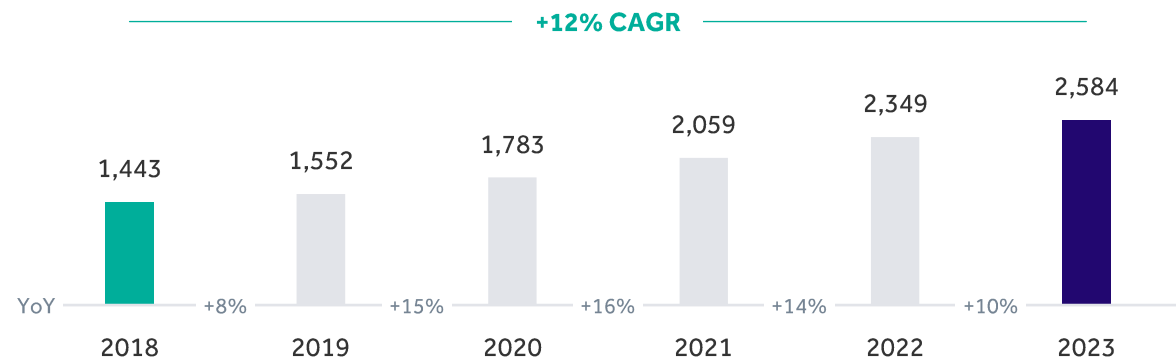
-118

-101

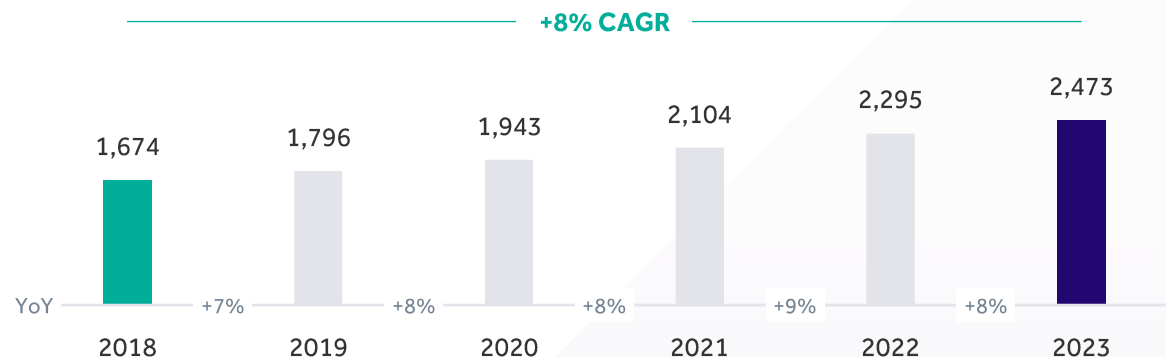


The Saudi banking sector is attractively positioned for growth

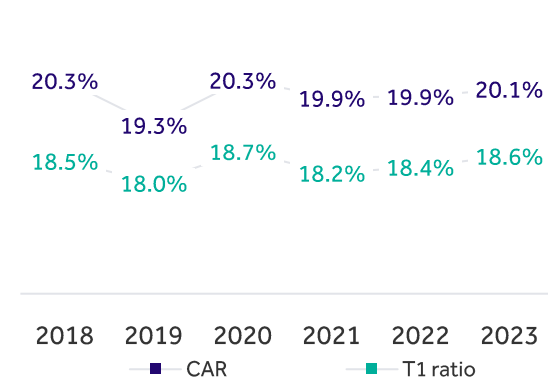
Bank Credit (SARbn)



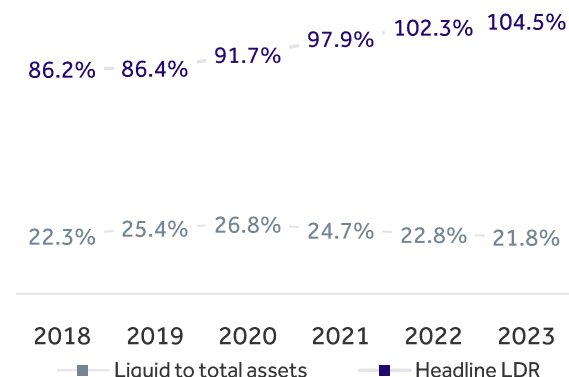
Bank Deposits (SARbn)



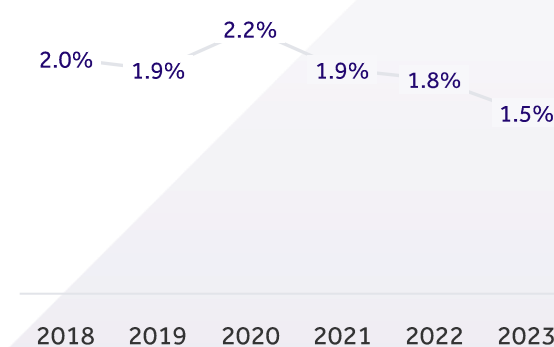
Capitalization (%)



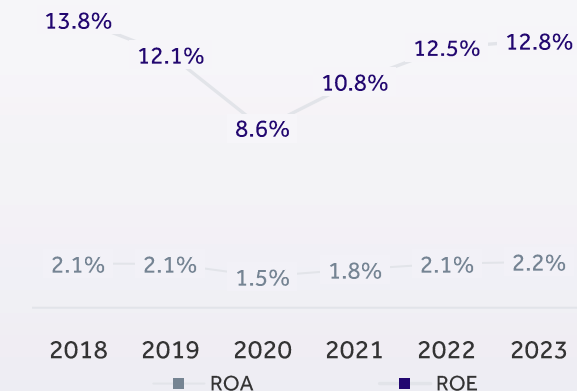
Liquidity Metrics (%)



NPL Ratio (%)



Profitability (%)





- **Financial Performance**





Balance sheet



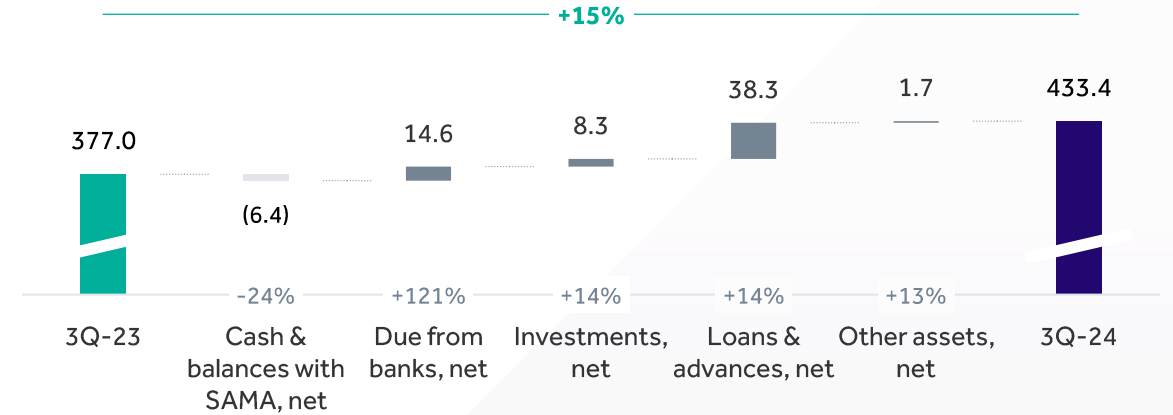


Balance Sheet expanded by 15% YoY driven by the expansion of loans and investments, mainly funded by customer deposits

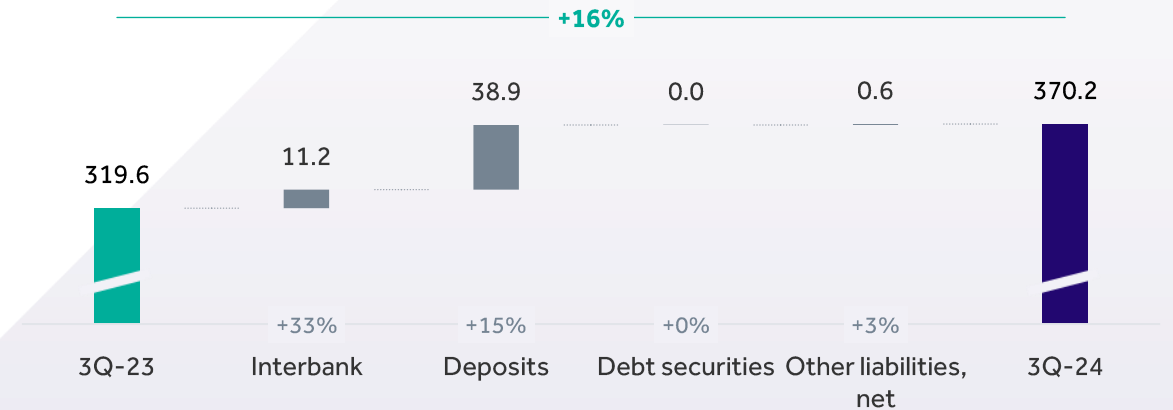
- ◆ Total assets amounted to SAR 433 bn as of 30 September 2024, up 15% YoY on the back of the 14% loans and advances growth, funded mainly by the 15% growth of customer deposits.
- ◆ Total assets increased by 12% YTD due to an increase in loans and advances, investment and due from banks and financial institutions.

SAR (mn)	3Q-2024	2Q-2024	QoQ % Change	3Q-2023	YoY % Change
Cash & balances with SAMA, net	20,159	29,389	-31%	26,609	-24%
Due from banks, net	26,561	9,308	+185%	12,004	+121%
Investments, net	66,137	61,073	+8%	57,882	+14%
Loans & advances, net	305,408	291,051	+5%	267,151	+14%
Other assets, net	15,101	14,208	+6%	13,365	+13%
Total assets	433,366	405,029	+7%	377,012	+15%
Interbank	45,227	35,944	+26%	34,048	+33%
Deposits	293,575	276,009	+6%	254,719	+15%
Debt securities	13,210	13,303	-1%	13,201	+0%
Other liabilities, net	18,214	17,426	+5%	17,599	+3%
Total liabilities	370,225	342,682	+8%	319,567	+16%
Share capital	30,000	30,000	0%	30,000	0%
Reserves	13,085	12,444	+5%	9,498	+38%
Retained earnings	13,491	13,339	+1%	11,384	+19%
Equity attributable to shareholders	56,577	55,783	+1%	50,881	+11%
Tier 1 sukuk	6,564	6,564	-0%	6,563	+0%
Total equity	63,140	62,347	+1%	57,444	+10%

Total Assets Movement YoY (SARbn)



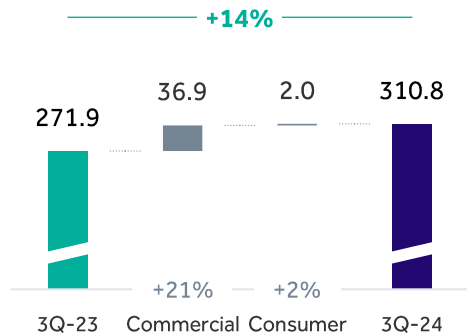
Total Liabilities Movement YoY (SARbn)



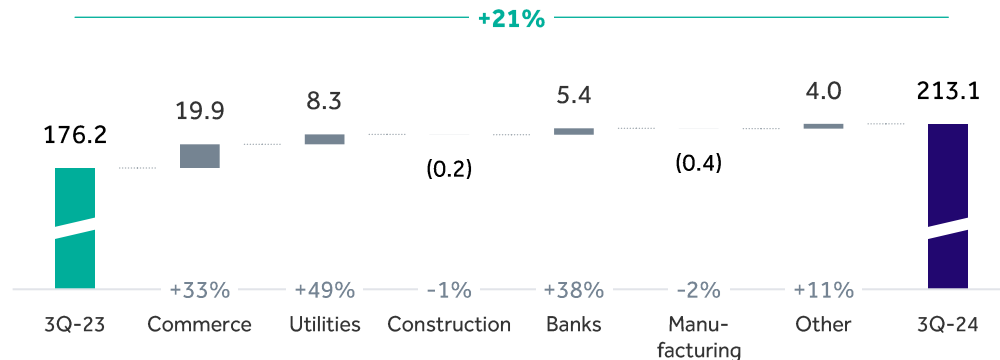


Growth in the loan portfolio is coming mainly from commercial book and the remaining portion primarily from mortgages

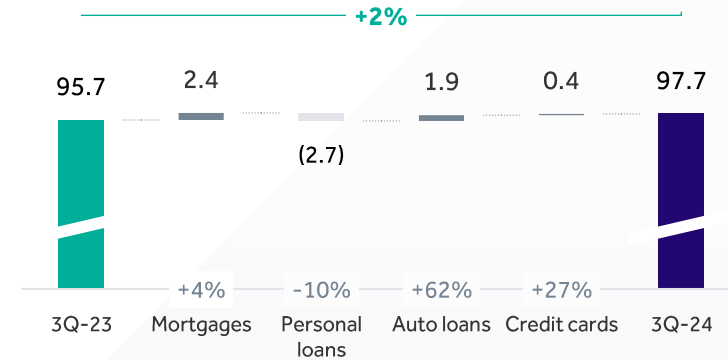
Gross Loan Movement YoY (SARbn)



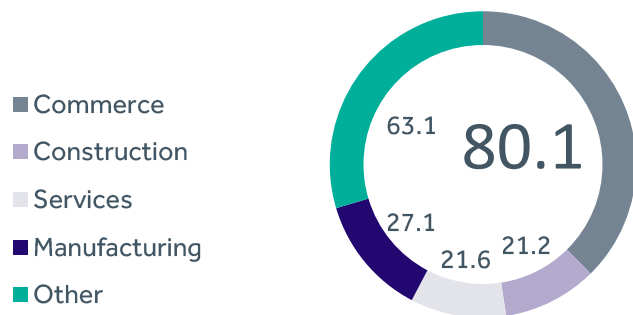
Gross Commercial Loan Movement by Economic Sector Movement YoY (SARbn)



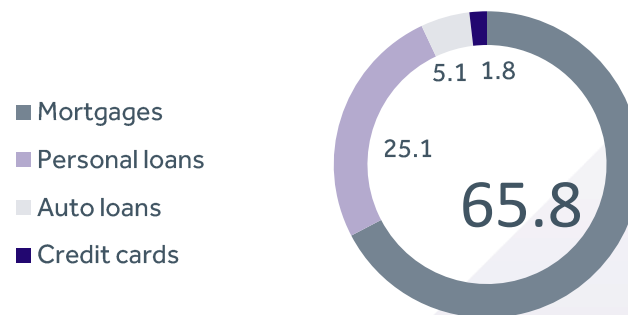
Gross Consumer Loan Movement by Product Movement YoY (SARbn)



Gross Commercial Loans by Sector, 3Q-24 (SARbn)



Gross Consumer Loans by Product, 3Q-24 (SARbn)

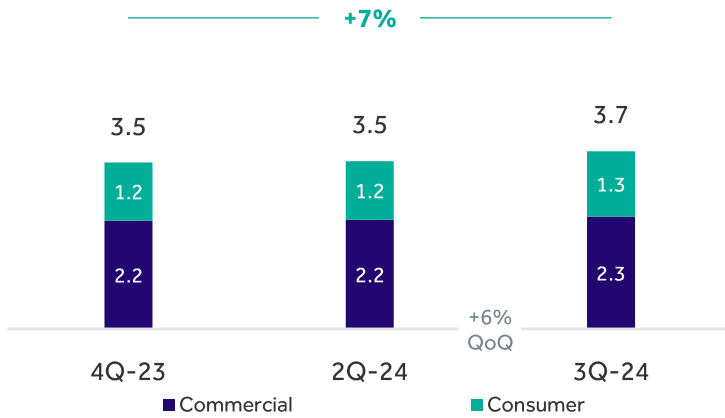


- ◆ Gross loans and advances grew by 14% YoY as of 30 September 2024 from mainly commercial loans.
- ◆ Commercial loans grew by 21% YoY as of 30 September 2024 with main driving sectors are commerce and utilities.
- ◆ Consumer loans increased by 2% YoY during 9M 2024, driven mainly by the mortgage growth of 4% YoY.
- ◆ Auto loans and Credit cards hold minor shares in the consumer portfolio but are growing rapidly at 62% and 27%, respectively.

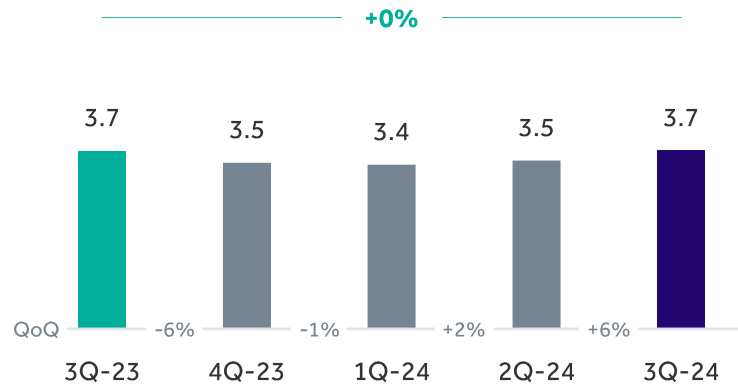


NPL ratio demonstrate improvement YoY reaching to 1.20% as of the first nine months of 2024

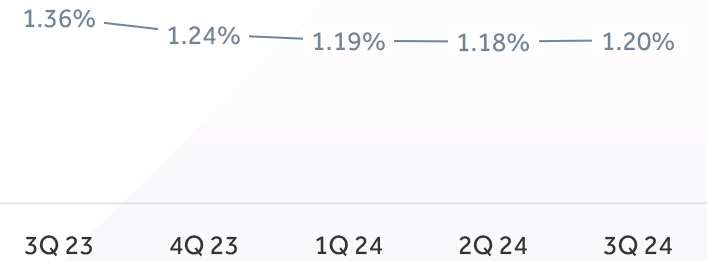
NPLs by Segment (SARbn)



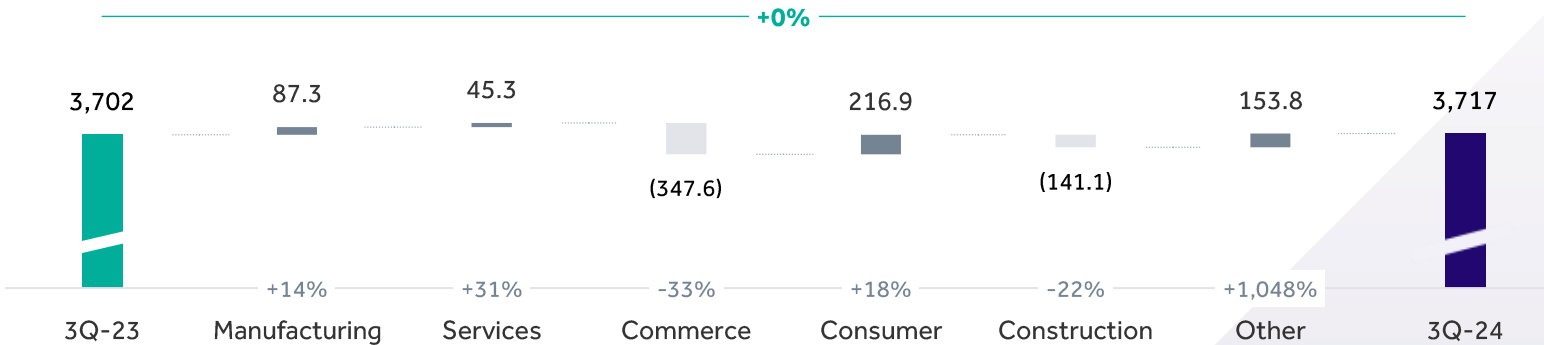
NPLs (SARbn)



NPL Ratio (%)



NPL Movement by Sector Movement YoY (SARmn)



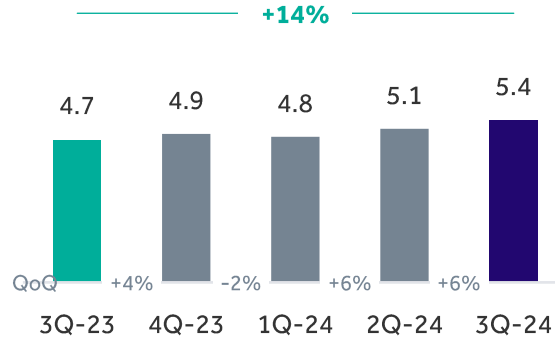
- ◆ NPL ratio improved by 17bps YoY during 9M 2024 to 1.20%.
- ◆ Improvement of the NPL ratio resulted from a marginal increase of 0.4% in the amount of NPLs against a 14% increase in gross loans and advances.
- ◆ Increase in NPLs was driven by corporate and retail loans in sectors of manufacturing, services and consumer which was partially offset by the decrease in commerce and construction.



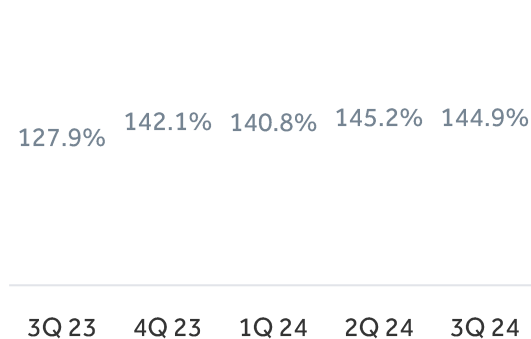
NPL Coverage improved to 144.9% driven by the conservative provisioning to support asset quality

- ◆ NPL coverage ratio improved by 117% YoY to 144.9% in 9M 2024 as a result of proactive conservative provisioning.
- ◆ The consumer NPL coverage ratio reached 90.5% as of 30 September 2024, declining by 7.1% YoY.
- ◆ The commercial NPL coverage ratio reached 178.2%, improving by 35.8% YoY.
- ◆ Stage 1 loans represents around 93% of total gross loans as of 9M 2024.

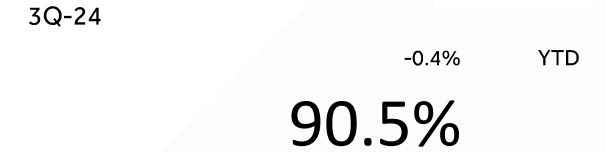
Total Allowances (SARbn)



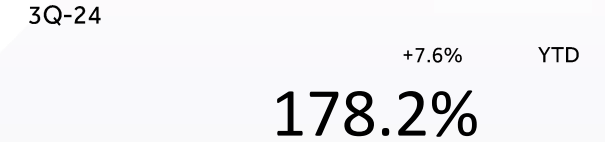
NPL Coverage Ratio (%)



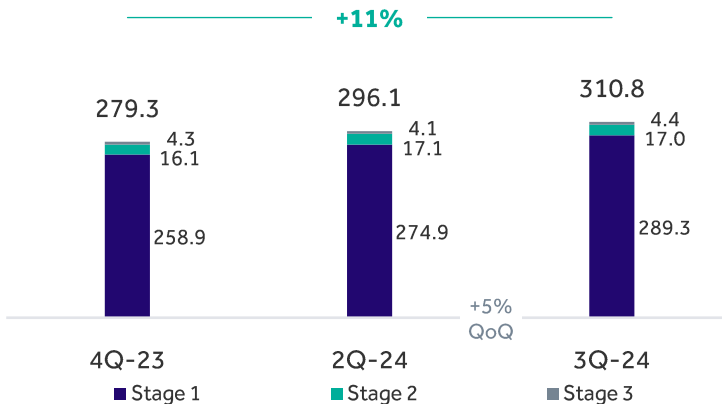
Consumer Coverage



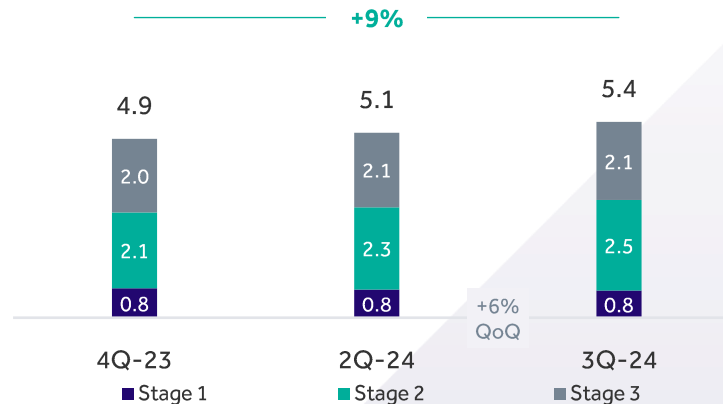
Commercial Coverage



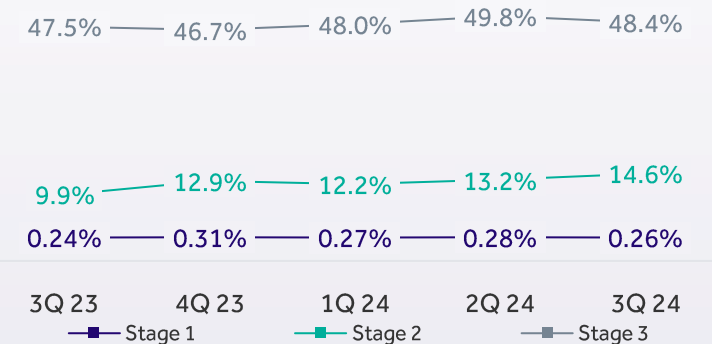
Gross Loans & Advances (SARbn)



ECL Allowances (SARbn)



Stage-wise ECL on Gross Loans (%)

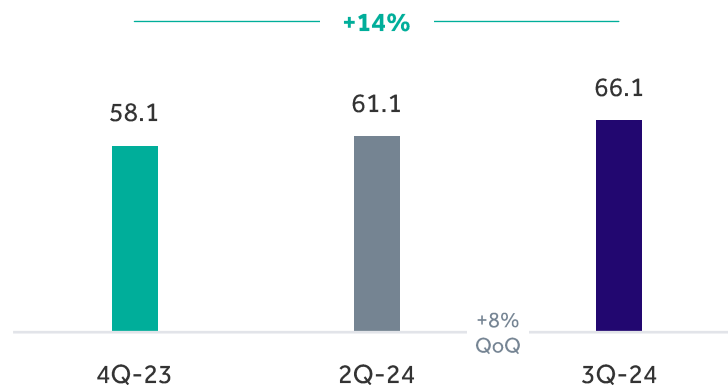




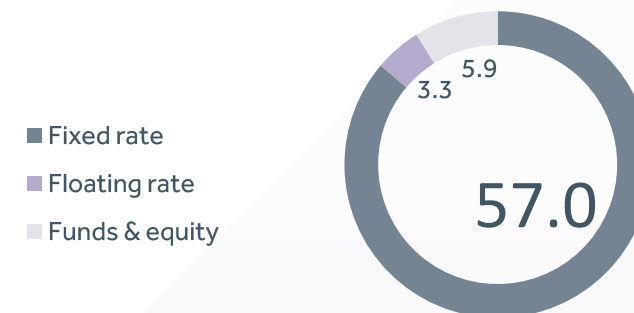
Investments grew by 14% YoY mainly from high quality fixed rate securities as well as funds & equity

- Investment portfolio increased by 14% YoY to SAR 66.1 bn as of 30 September 2024.
- Growth of investments during 9M 2024 mainly comes from increasing fixed rate securities as well as funds & equity.
- Investment portfolio has a stable structure with around 86% of the securities being fixed rate.
- Investment in governmental & quasi-governmental securities represents 60% of the investment portfolio.

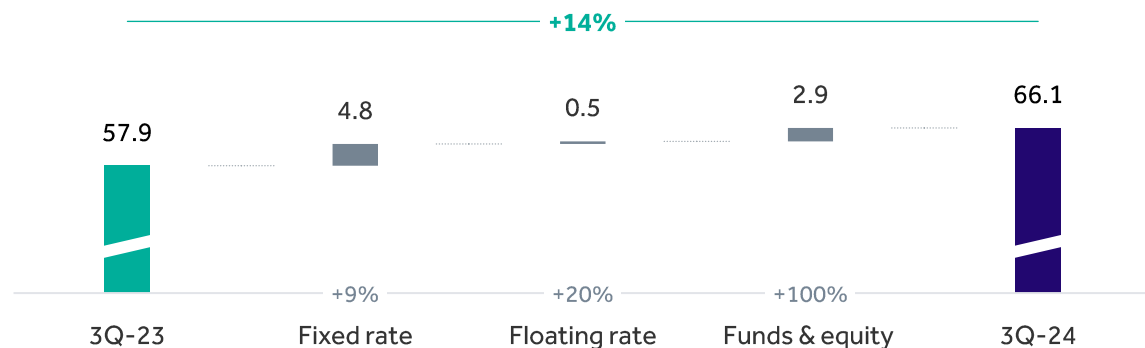
Investments, Net (SARbn)



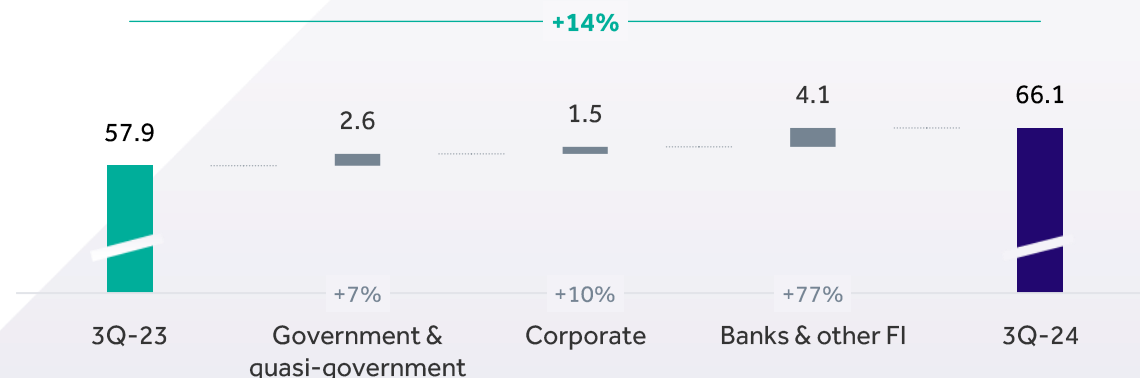
Net Investments Composition, 3Q-24 (SARbn)



Net Investments Movement YoY (SARbn)



Net Investments by Counterparty Movement YoY (SARbn)

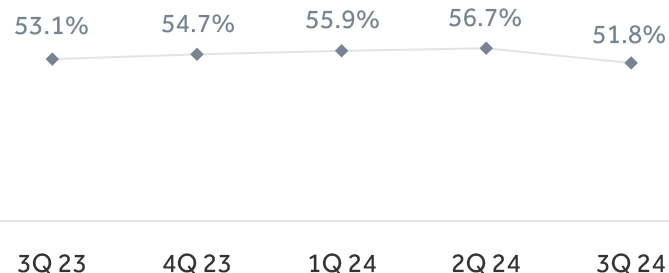




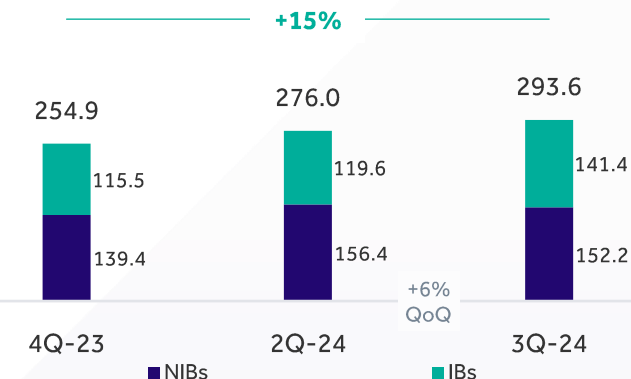
Robust growth of IBs and NIBs drove the growth in customers' deposits

- Customer deposits amounted to SAR 293.6 bn as of 30 September 2024, an increase of 15% YTD.
- NIBs share of total deposits increased to reach 52% as of 30 September 2024 driven by a robust growth of 9% YTD in NIBs.
- Interest bearing deposits increased rapidly by 22% YTD during 9M 2024 driven by the high interest rate environment.
- Customer deposits grew by 6% QoQ from a strong growth in IBs.

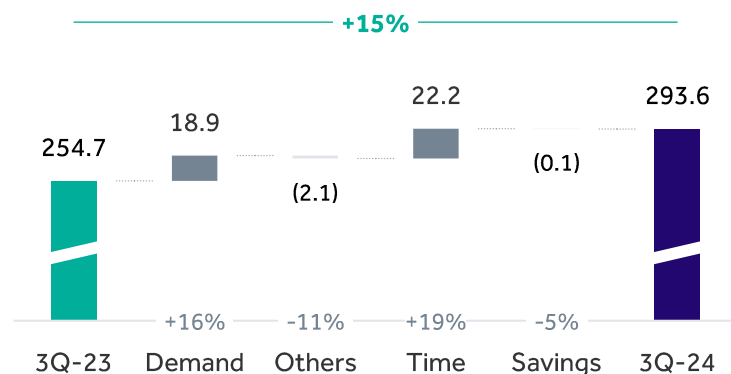
NIBs % of Total (%)



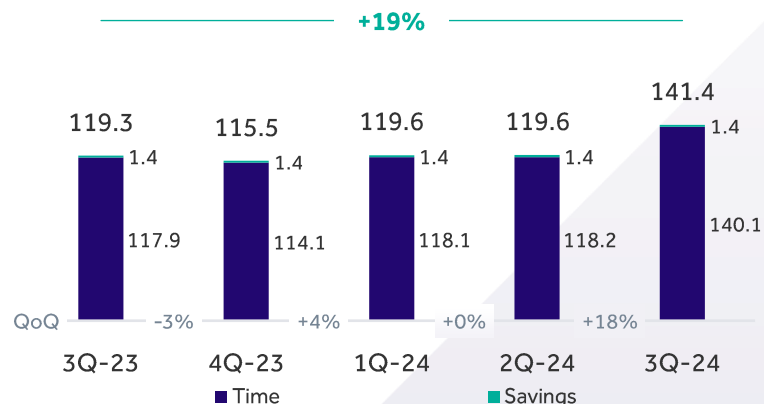
Total Customers' Deposits (SARbn)



Total Customers' Deposits Movement YoY (SARbn)



Interest Bearing Deposits (SARbn)



Non Interest Bearing Deposits (SARbn)

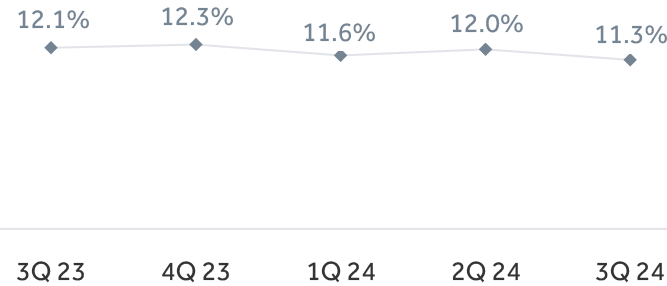




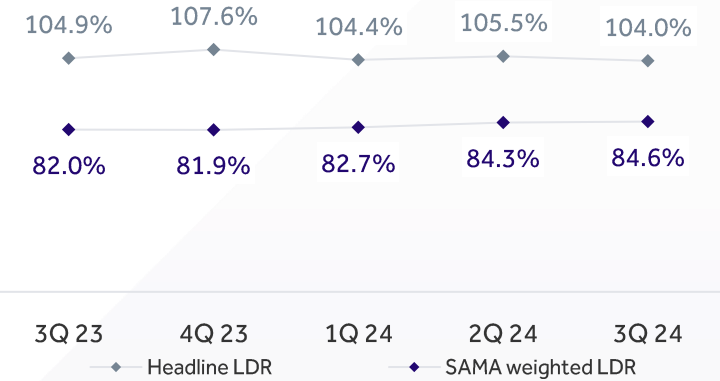
Comfortable liquidity position with LCR and SAMA Weighted LDR within the regulatory requirements

- ◆ LCR and NSFR remain healthy and well above the regulatory requirement standing at 142.0% and 109.3%, respectively as of 30 September 2024.
- ◆ Basel III Leverage ratio stands comfortably at 11.3% in 9M 2024.
- ◆ SAMA weighted LDR stand at 84.6% in 9M 2024, remains comfortably below the regulatory requirement.

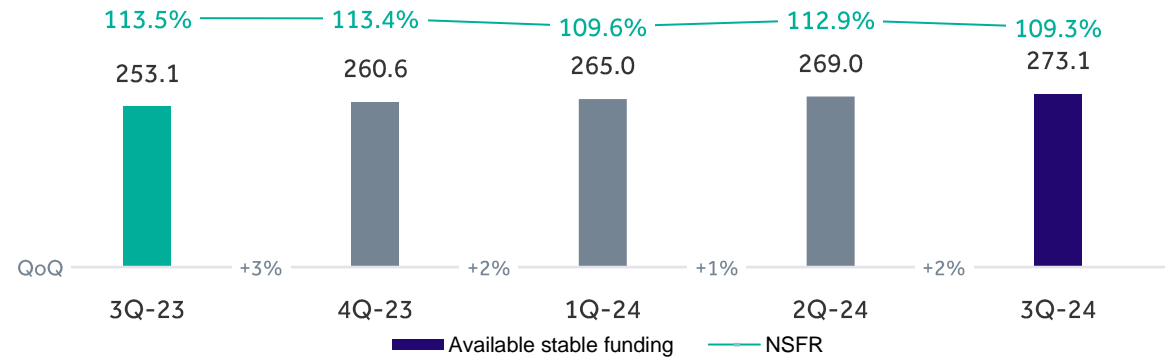
Basel III Leverage Ratio (%)



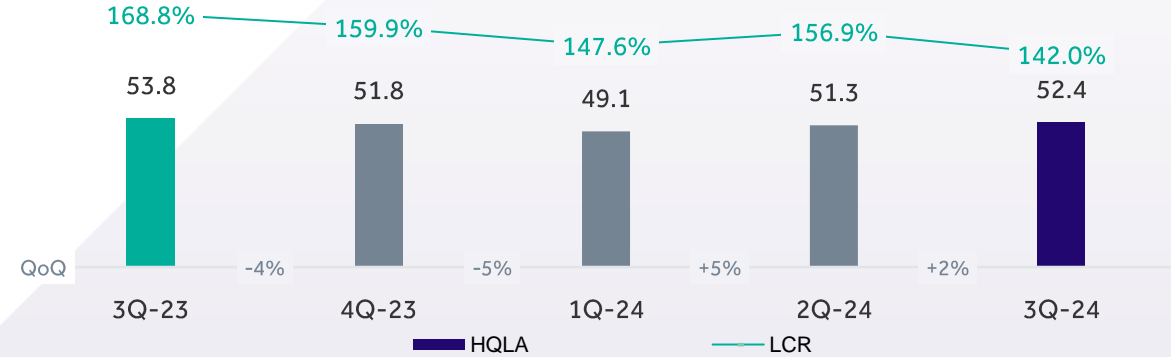
Loans to Deposits Ratios (%)



Available Stable Funding (SARbn,%)



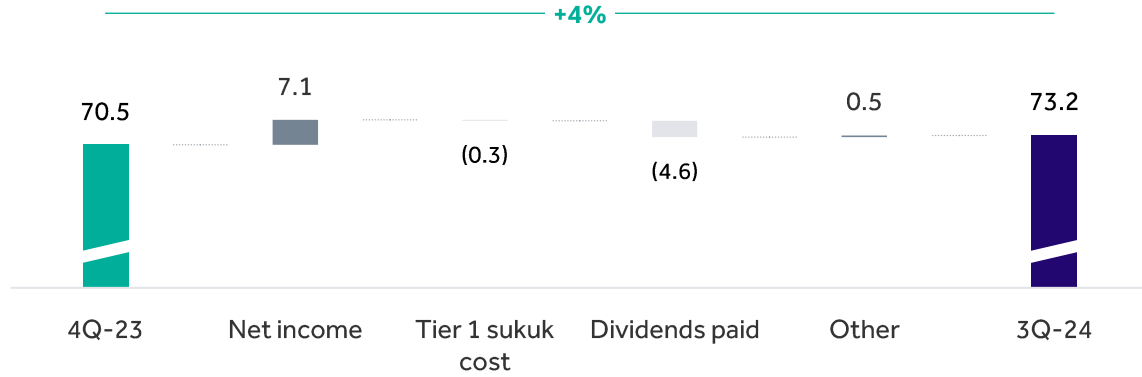
HQLA (SARbn,%)





Capitalization remains healthy and well above regulatory minima

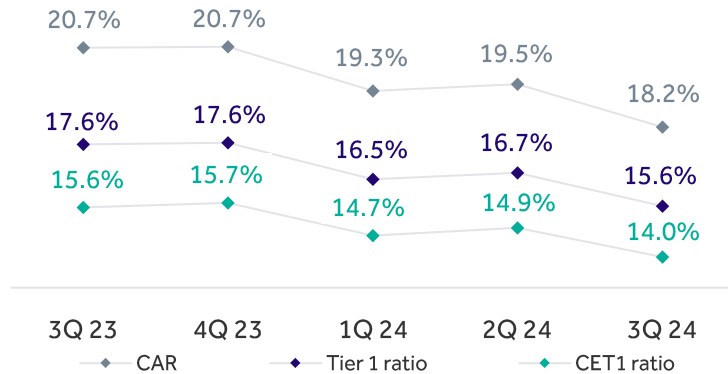
Total Regulatory Capital Movement YTD (SARbn)



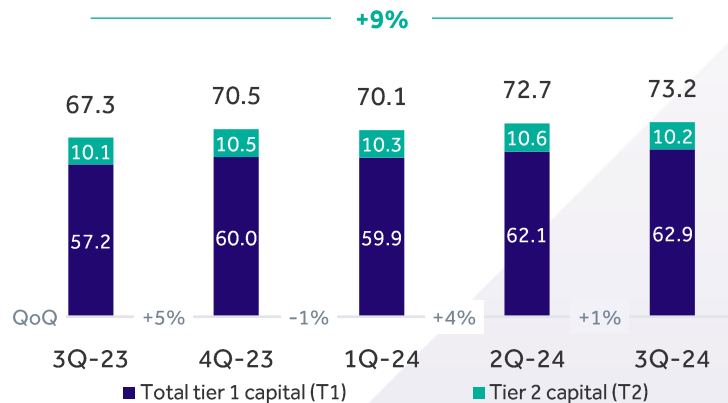
Risk Weighted Assets (SARbn)



Capital Ratios (%)



Total Regulatory Capital (SARbn)



- ◆ All capital ratios remain healthy with CET1 ratio of 14.0% and Tier 1 ratio of 15.6% as of 3Q 2024.
- ◆ Total capital adequacy ratio stands at 18.2%.
- ◆ Total regulatory capital increased by 9% YoY as of 3Q 2024 to SAR 73.2 bn.
- ◆ Risk weighted assets increased by 24% YoY to SAR 403.0 bn.



Income statement

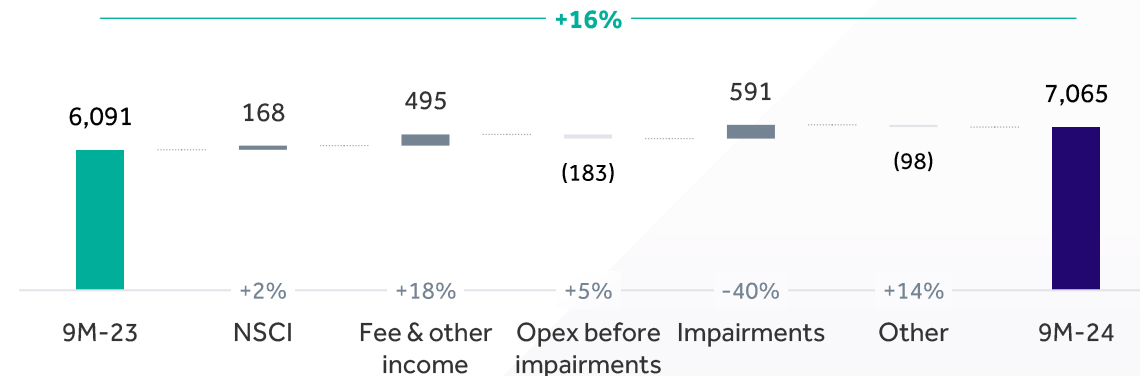




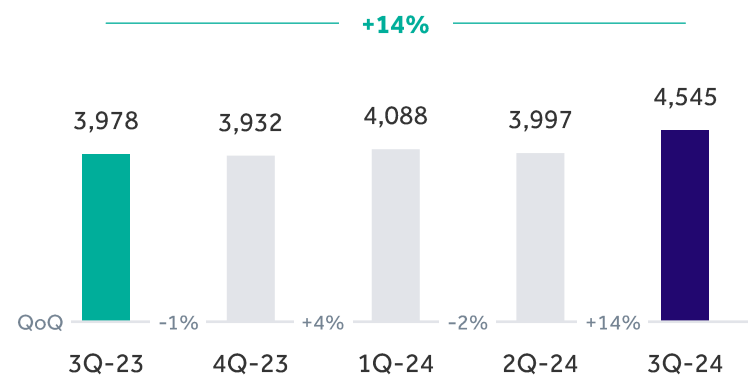
Net income reached SAR 7,065 million for 9M 2024, a growth of 16% supported by fee & other income, resulting in ROAE after Zakat standing at 17.1%

SAR (mn)	3Q-2024	3Q-2023	YoY % Change	9M-2024	9M-2023	YoY % Change
NSCI	3,293	3,075	+7%	9,441	9,272	+2%
Fee & other income	1,252	903	+39%	3,189	2,694	+18%
Total operating income	4,545	3,978	+14%	12,630	11,967	+6%
Expenses before impairments	(1,307)	(1,299)	+1%	(3,878)	(3,695)	+5%
Impairments	(286)	(353)	-19%	(897)	(1,489)	-40%
Net operating income	2,951	2,327	+27%	7,855	6,783	+16%
Associates	8	3	+125%	22	8	+162%
Net income before zakat	2,959	2,330	+27%	7,877	6,792	+16%
Zakat	(305)	(241)	+27%	(812)	(700)	+16%
Net income	2,654	2,089	+27%	7,065	6,091	+16%
ROAE	18.9%	16.4%	+2.5%	17.1%	16.2%	+0.9%

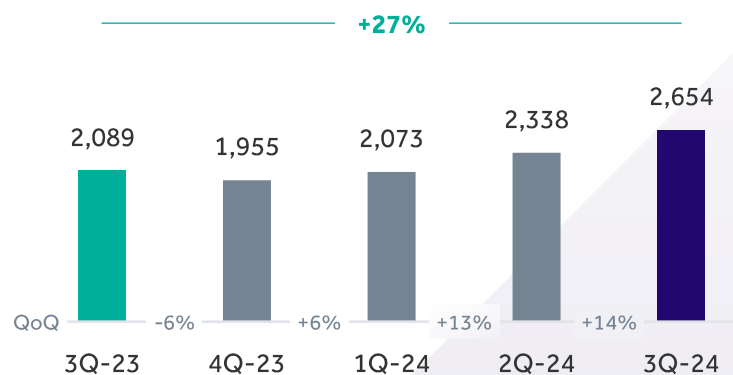
Net Income Movement YoY (SARmn)



Total Operating Income (SARmn)



Net Income (SARmn)



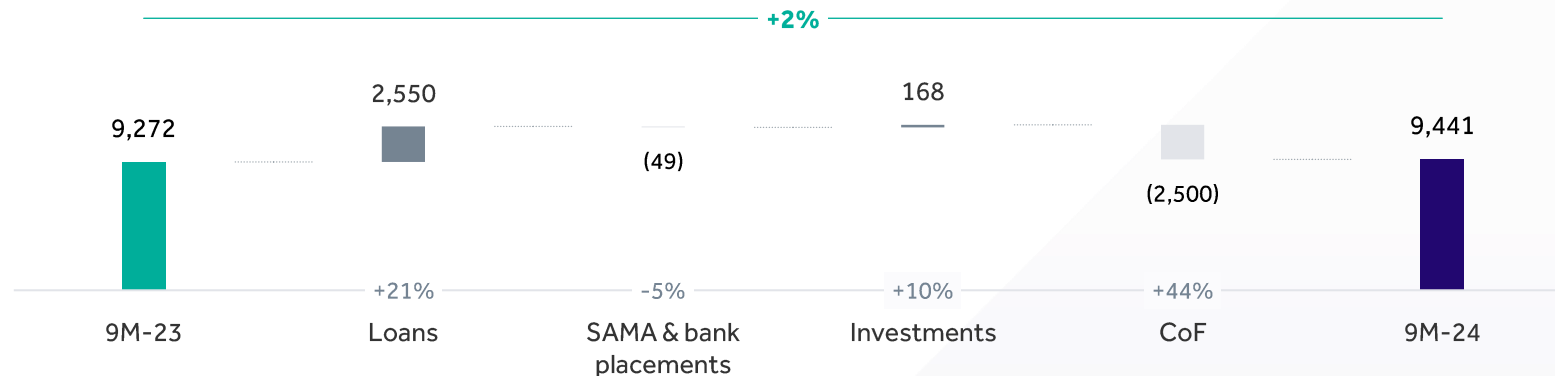
- ◆ Net income (after Zakat) reached SAR 7,065 million for 9M 2024, an increase of 16% compared with corresponding period of last year.
- ◆ Net income growth comes mainly from rising in fee and other income coupled with 40% YoY decrease in impairment charges which was partially offset by the increase in expenses by 5% YoY.
- ◆ Total operating income amounted to SAR 12,630 million for 9M 2024, growing by 6% due to an increase of 2% in NSCI coupled with 18% in fee and other income.



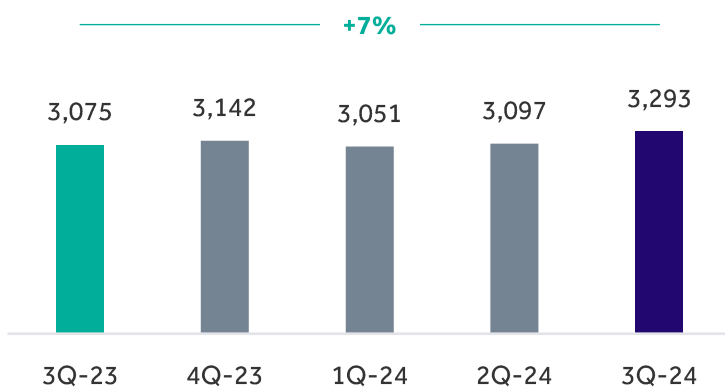
NSCI witnessed a marginal increase driven by improved asset yield and cost of fund management

- ◆ Net special commission income amounted to SAR 9,441 million for 9M 2024, a marginal increase of 2% over the corresponding period in 2023, due to improved asset yield.
- ◆ Special commission income increased by 18% YoY in 9M 2024 driven by high rates and loan book expansion.
- ◆ Special commission expenses increased by 44% YoY in 9M 2024 due to the high interest rates environment.

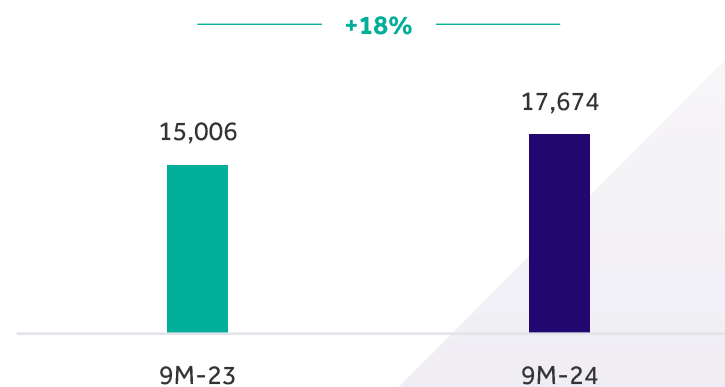
NSCI Movement YoY (SARmn)



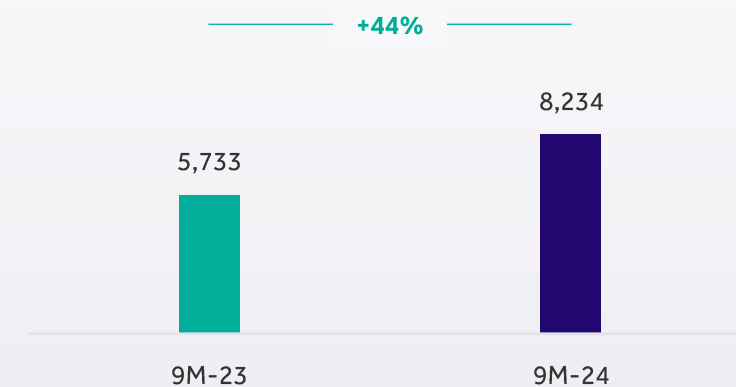
Quarterly NSCI (SARmn)



Special Commission Income (SARmn)



Special Commission Expense (SARmn)

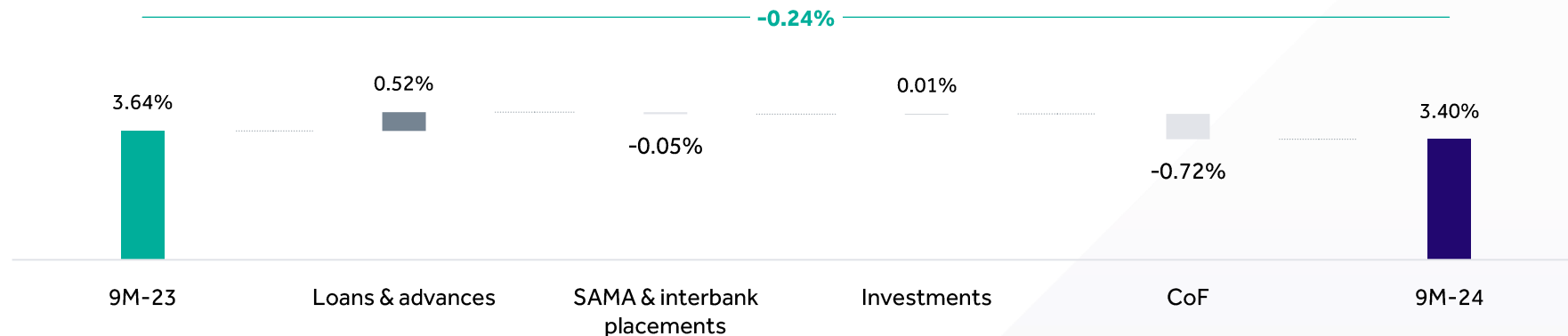




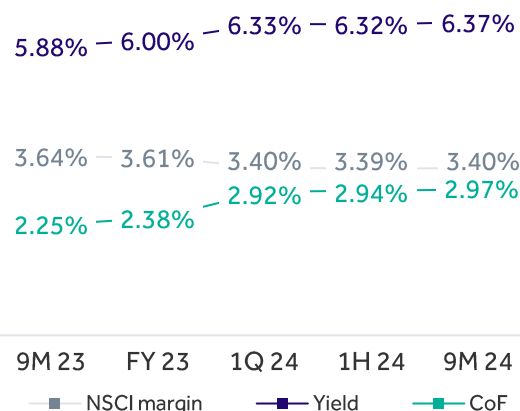
NSCI margin stands at 3.40% for 9M 2024, a decrease of 24 bps YoY mainly from higher funding cost

- ◆ Net special commission margin dropped by 24bps to 3.40% YoY for 9M 2024 mainly from increase funding cost.
- ◆ Quarterly net special commission margin increased by around 6bps QoQ.
- ◆ Average earning assets increased by 9% YoY to SAR 370.8 bn for 9M 2024.
- ◆ Average bearing liabilities increased by 10% YoY to SAR 321.9 bn for 9M 2024

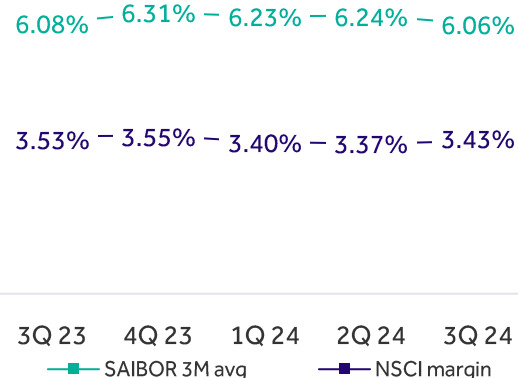
NSCI Margin Movement YoY (%)



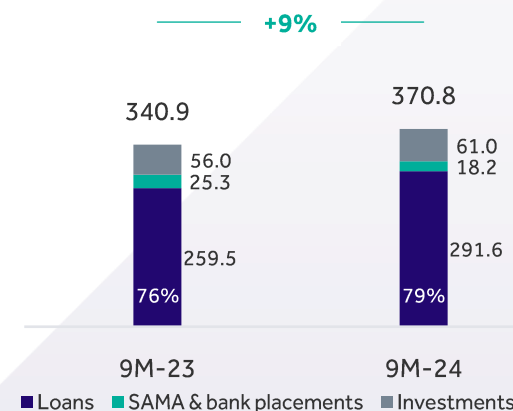
YTD NSCI margin (%)



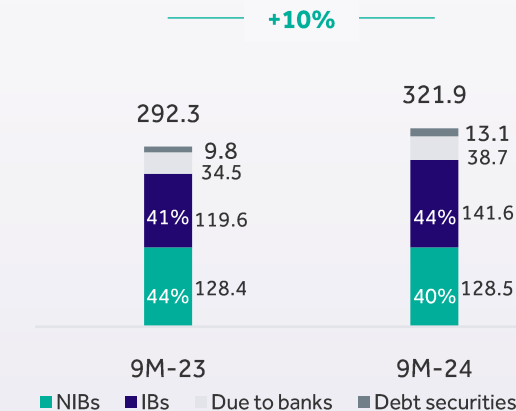
Quarterly NSCI Margin and SAIBOR Trend (%)



Average Earning Assets (SARbn)



Average Bearing Liabilities (SARbn)





Neutral sensitivity to the interest rate changes

- ◆ The Group assess sensitivity to a possible change in special commission rates, with other variables held constant and assuming a constant balance sheet mix.
- ◆ The impact of 25bps rate increase/decrease is assessed to be muted on the net special commission margin as of 31 December 2023.
- ◆ The impact of 25bps rate increase/decrease is assessed to be SAR +5.8 mn/-7.7mn on the net special commission income as of 31 December 2023.
- ◆ The Group monitors positions daily and uses hedging strategies to ensure maintenance of positions within the established gap limits.

Impact of +25bp rate change on NSCI

▲ 25bps

+5.8 SAR mn

Impact of +25bp rate change on NSCI margin

▲ 25bps

+0.00%

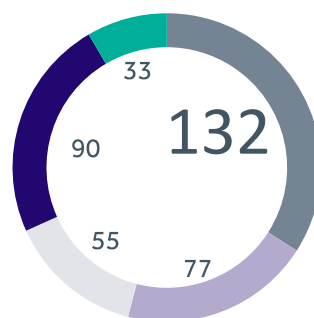
Special commission rate risk exposure

By duration

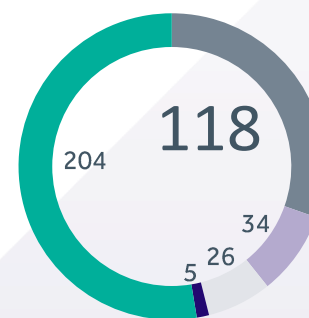
4Q-23

Assets (SARbn)

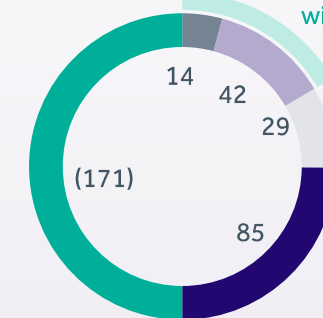
- Within 3 months
- 3-12 months
- 1-5 years
- Over 5 years
- Non-special commission bearing



Liabilities and Equity (SAR bn)



Total special commission rate sensitivity gap (SAR bn)

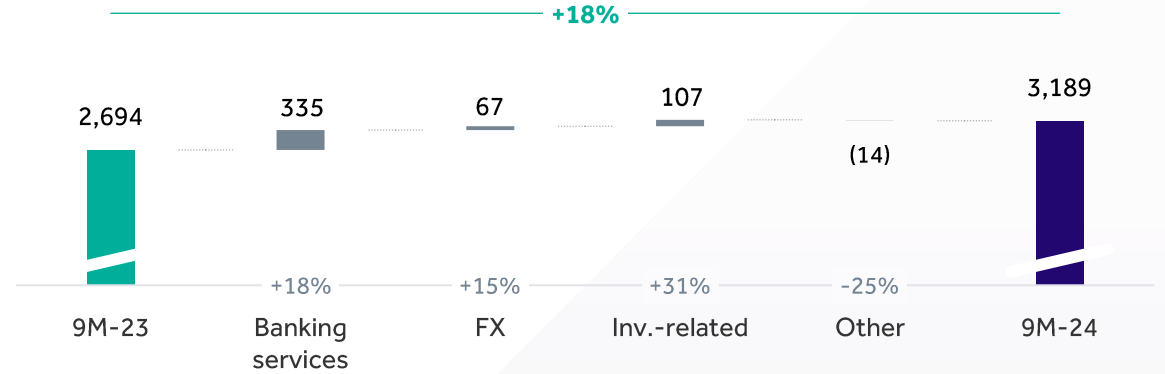




Fee & other income increased from a strong growth in fees from banking services, FX income and investment related income

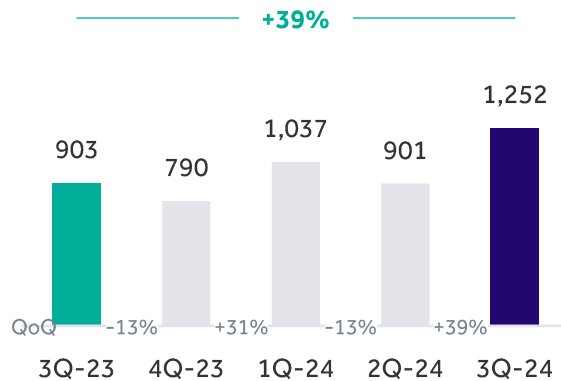
SAR (mn)	3Q-2024	3Q-2023	YoY % Change	9M-2024	9M-2023	YoY % Change
Fee income from banking services	1,113	969	+15%	3,257	2,732	+19%
Fee expenses from banking services	(378)	(322)	+18%	(1,091)	(902)	+21%
Banking services	735	647	+14%	2,166	1,830	+18%
Exchange income, net	217	152	+42%	524	458	+15%
Investment-related income	284	75	+277%	457	350	+31%
Other operating income	16	29	-43%	43	57	-25%
Fee and other income	1,252	903	+39%	3,189	2,694	+18%

Fee & Other Income Movement YoY (SARmn)

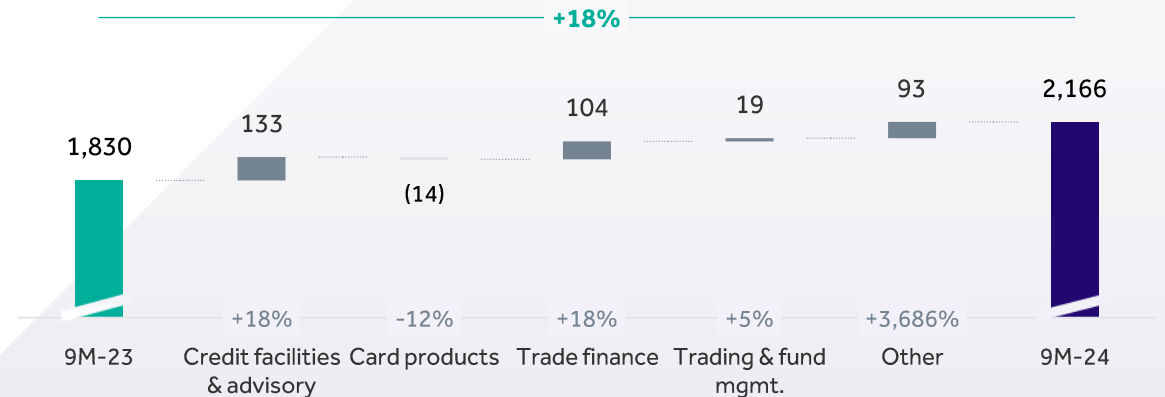


- ◆ Fee & other income increased by 18% YoY during 9M 2024 driven by a robust growth in banking services, FX income and investment related income.
- ◆ Fee income from banking services increased by 18% YoY with increase of fees from credit facilities & advisory, trade finance, and trading & fund management.
- ◆ Quarterly fee & other income jumped by 39% YoY to reached SAR 1,252 million in 3Q 2024 compared with the SAR 903 million in the corresponding period of last year.

Quarterly Fee & Other Income (SARmn)



Fee Income from Banking Services Movement YoY (SARmn)

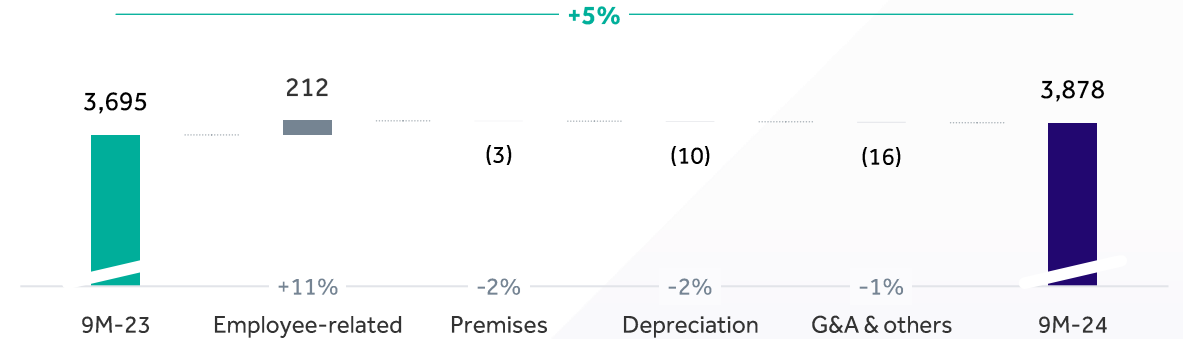




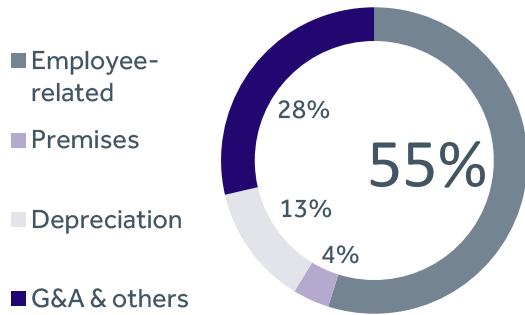
Cost efficiency continues to improve despite ongoing investments in infrastructure, digital capabilities, and strategic initiatives

- Operating expenses before impairments increased by 5% to SAR 3,878 million during 9M 2024 from higher employee-related costs.
- Quarterly operating expenses before impairments increased by 1% in comparison to 3Q 2023.
- Cost to income ratio stands at 30.7% for 9M 2024, a decline of 17bps YoY.
- Cost to average earning assets ratio at 1.39% during 9M 2024.

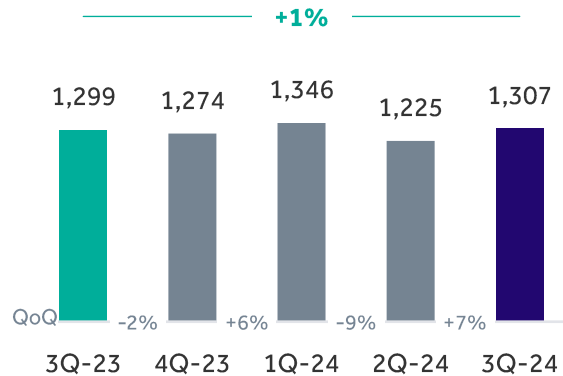
Expenses before Impairments Movement YoY (SARmn)



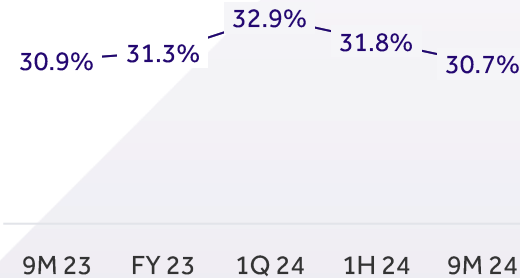
Expenses before Impairments Composition, 9M-24 (%)



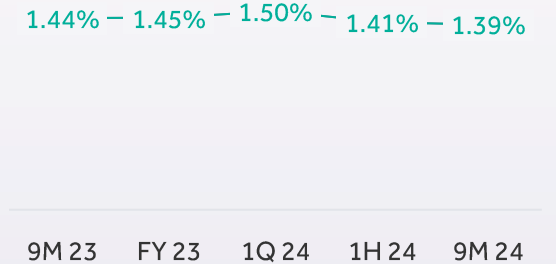
Expenses before Impairments (SARmn)



Cost to Income Ratio (%)



Cost to AIEA Ratio* (%)

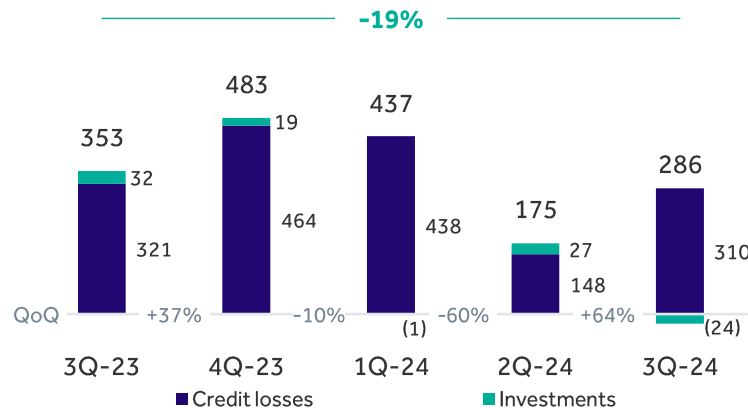




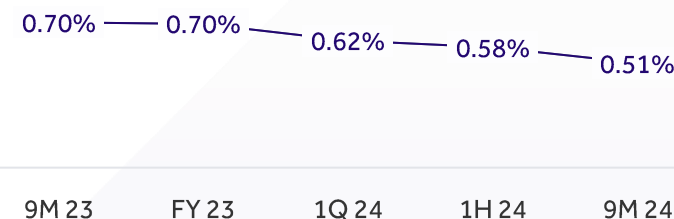
Cost of risk normalized from proactive risk management, higher recoveries and sustained asset quality

- ◆ Impairment charges dropped by 40% YoY to SAR 897mn for 9M 2024 driven by strong recoveries and lower charges.
- ◆ Quarterly impairment charges decreased by 19% QoQ in 3Q 2024.
- ◆ Commercial impairment charges decreased by 32% YoY, whereas consumer impairment charges increased by 15% YoY.
- ◆ Cost of risk improved by 20bps YoY to 0.51% for 9M 2024.

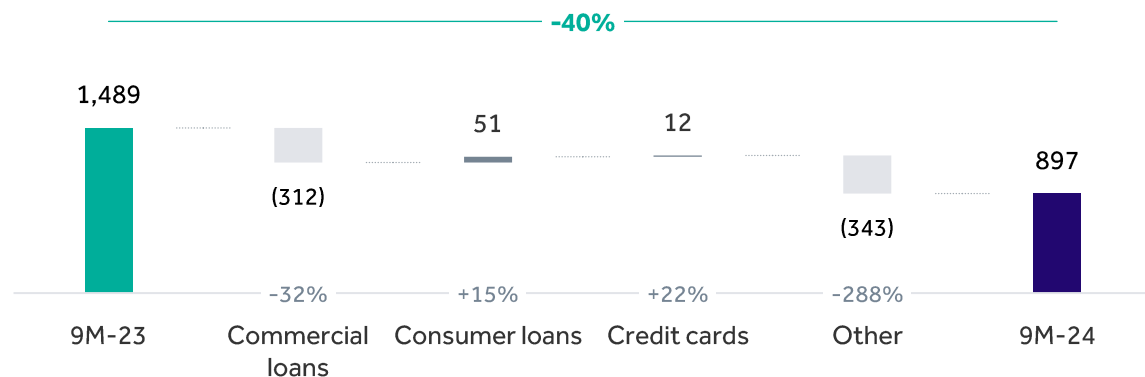
Impairments (SARmn)



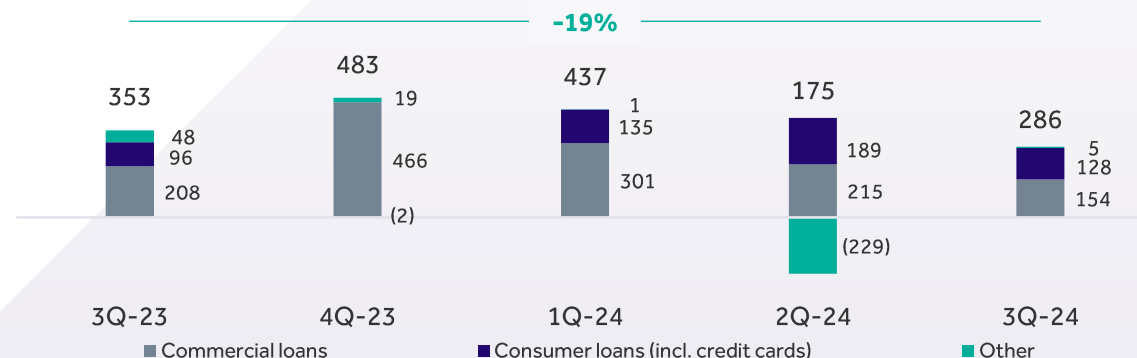
Cost of Risk* (%)



Impairments Movement YoY (SARmn)



Impairments by Source (SARmn)





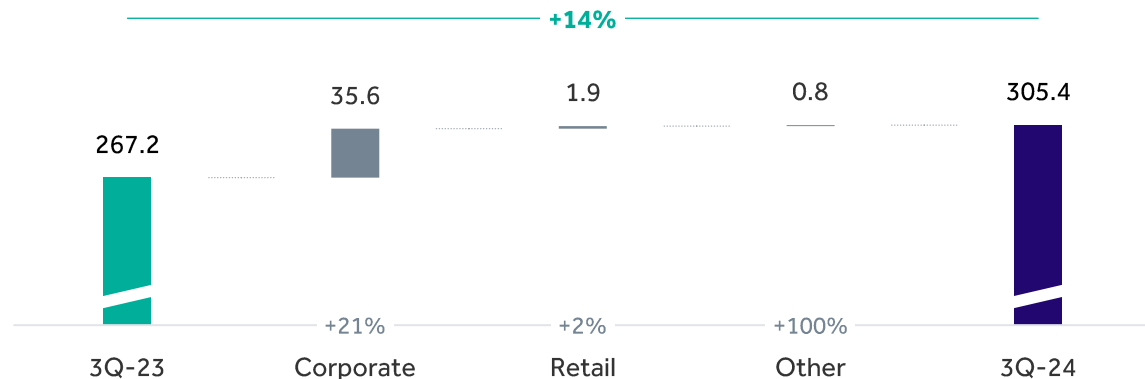
Segment Performance



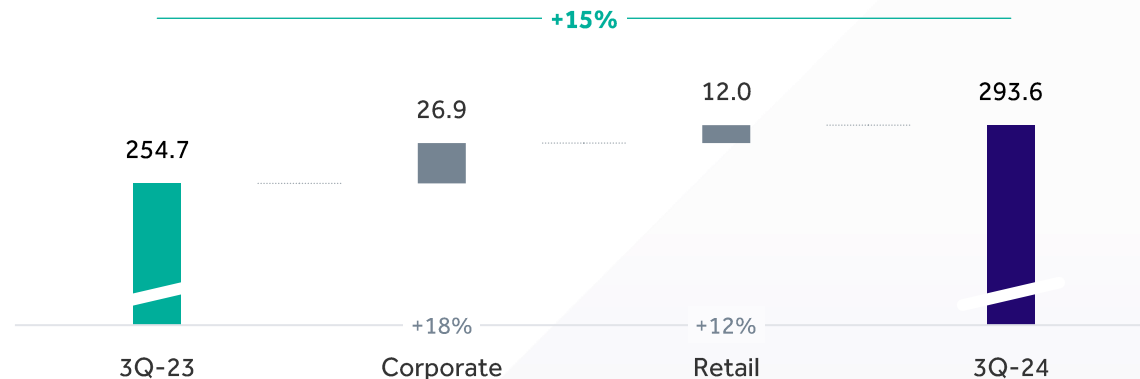


Corporate and Retail segments were the main drivers for the growth in net income for the period

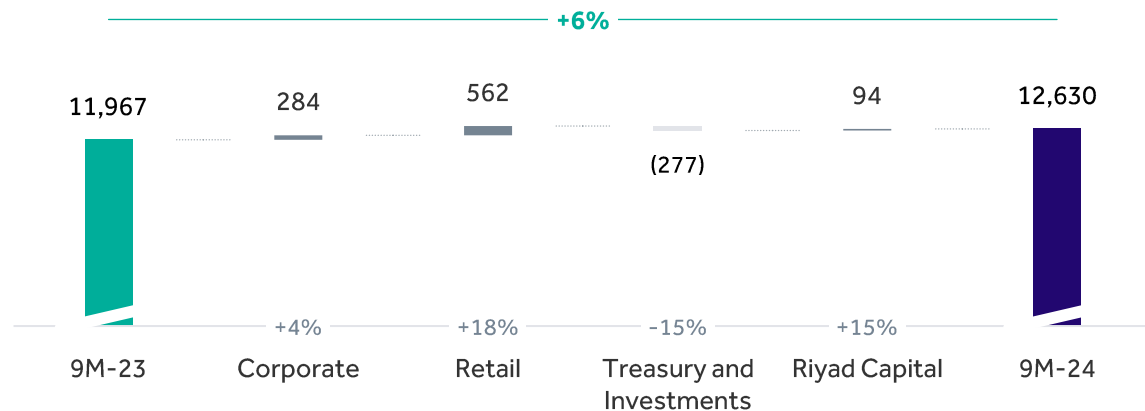
Net Loans & Advances Movement YoY (SARbn)



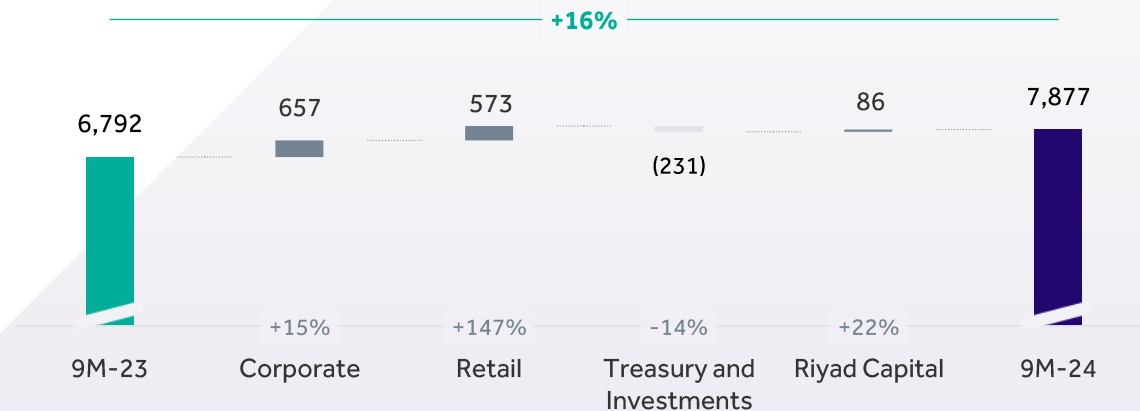
Deposits Movement YoY (SARbn)



Total Operating Income Movement YoY (SARmn)



Net Income before Zakat Movement YoY (SARmn)





Corporate segment accounts for 52% of total operating income translating into 63% share in net income before Zakat

Segment	Operating Income	Expenses*	Impairments	Net Income**
Corporate 	Operating Income 9M-24 +4% YoY SAR Million 6,613	Expenses* 9M-24 +20% YoY SAR Million 1,185	Impairments 9M-24 -56% YoY SAR Million 443	Net Income** 9M-24 +15% YoY SAR Million 4,986
Retail 	Operating Income 9M-24 +18% YoY SAR Million 3,673	Expenses 9M-24 -3% YoY SAR Million 2,259	Impairments 9M-24 +15% YoY SAR Million 452	Net Income 9M-24 +147% YoY SAR Million 962
Treasury and Investments 	Operating Income 9M-24 -15% YoY SAR Million 1,628	Expenses 9M-24 +29% YoY SAR Million 191	Impairments 9M-24 -97% YoY SAR Million 3	Net Income 9M-24 -14% YoY SAR Million 1,456
Riyad Capital 	Operating Income 9M-24 +15% YoY SAR Million 716	Expenses 9M-24 +4% YoY SAR Million 244	Brokerage Value Traded 9M-24 +48% YoY SAR Billion 157.0	Net Income 9M-24 +22% YoY SAR Million 472

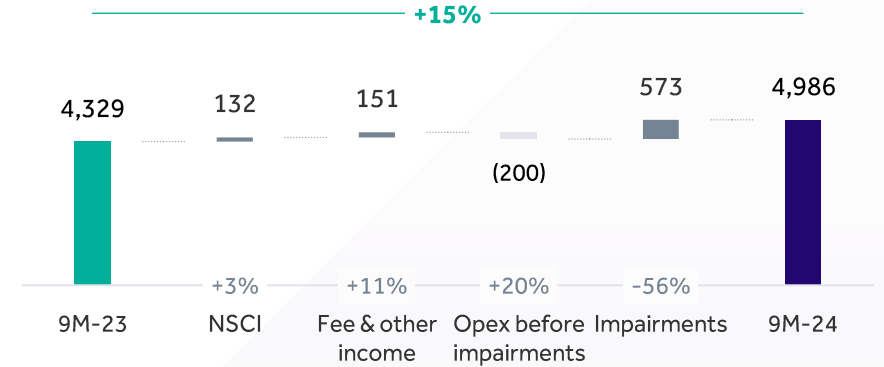


Corporate profitability sustained by the growth in fee and other income, partly offset by the increase in operating expenses

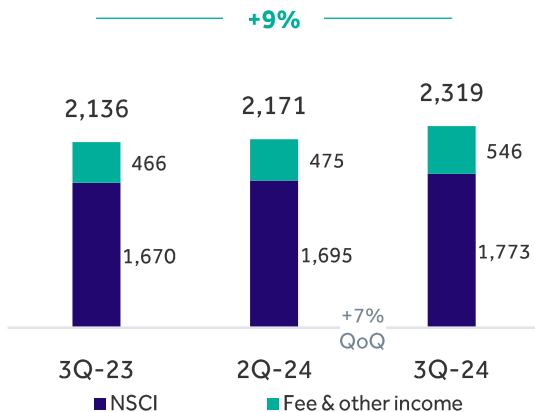
- Net income before zakat of the Corporate segment increased by 15% YoY to SAR 4,986mn for 9M 2024 mainly due to higher fee & other income and lower provisions, partly offset by the increase in and operating expenses.
- Fee and other income grew by 11% YoY for 9M 2024 to SAR 1,494mn driving total operating income to increase by 4% YoY to SAR 6,613mn.

SAR (mn)	3Q-2024	3Q-2023	YoY % Change	9M-2024	9M-2023	YoY % Change
NSCI	1,773	1,670	+6%	5,119	4,987	+3%
Fee & other income	546	466	+17%	1,494	1,343	+11%
Total operating income	2,319	2,136	+9%	6,613	6,330	+4%
Opex before impairments	(454)	(313)	+45%	(1,185)	(984)	+20%
Impairments	(180)	(224)	-20%	(443)	(1,016)	-56%
Net income before zakat	1,686	1,599	+5%	4,986	4,329	+15%

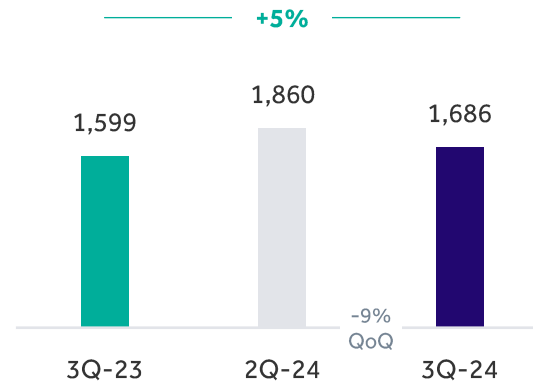
Net Income Before Zakat Movement YoY (SARmn)



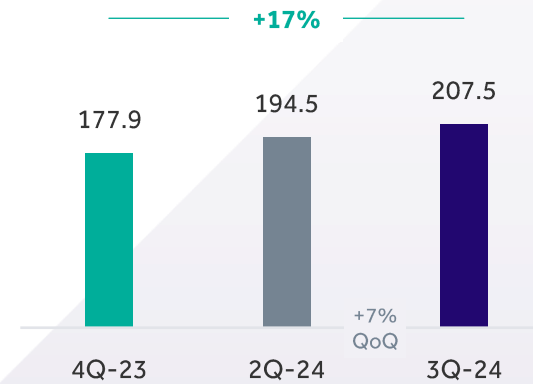
Total Operating Income (SARmn)



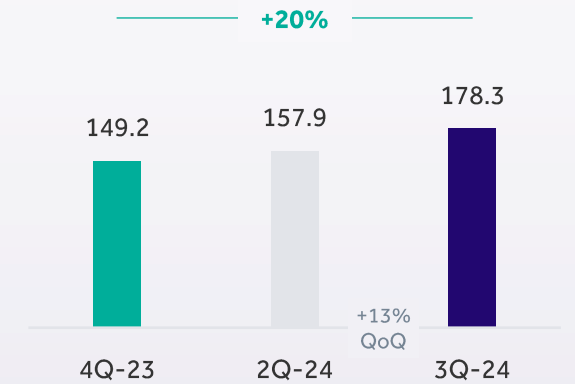
Net Income Before Zakat (SARmn)



Loans & Advances, Net (SARbn)



Deposits (SARbn)



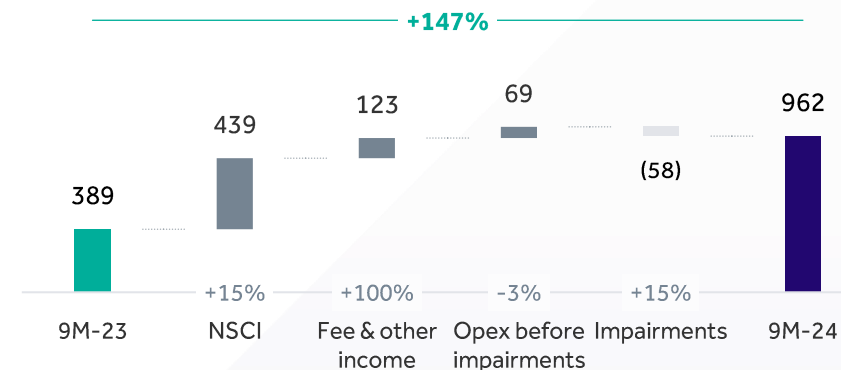


Retail net income spiked by 147% YoY, mainly supported by higher operating income

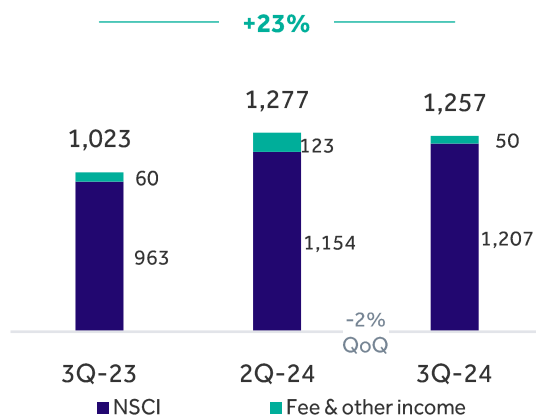
- Net income before zakat of the Retail segment spiked by 147% to SAR 962mn for 9M 2024 mainly due to increase in operating income.
- Fee and other income for 9M 2024 jumped by 100% YoY to SAR 246mn, mainly due to higher fee from banking services.
- Total operating income increased by 18% YoY for 9M 2024 reaching SAR 3,673mn.

SAR (mn)	3Q-2024	3Q-2023	YoY % Change	9M-2024	9M-2023	YoY % Change
NSCI	1,207	963	+25%	3,427	2,988	+15%
Fee & other income	50	60	-16%	246	123	+100%
Total operating income	1,257	1,023	+23%	3,673	3,111	+18%
Opex before impairments	(707)	(865)	-18%	(2,259)	(2,327)	-3%
Impairments	(129)	(96)	+33%	(452)	(395)	+15%
Net income before zakat	421	62	+584%	962	389	+147%

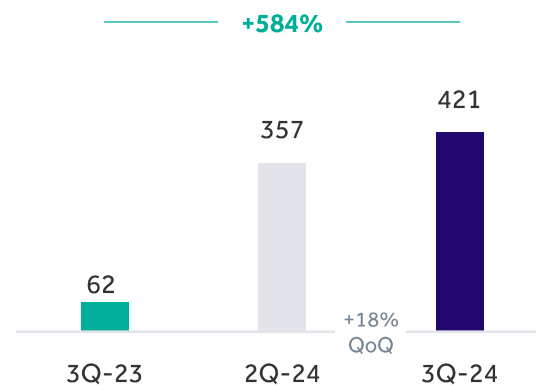
Net Income Before Zakat Movement YoY (SARmn)



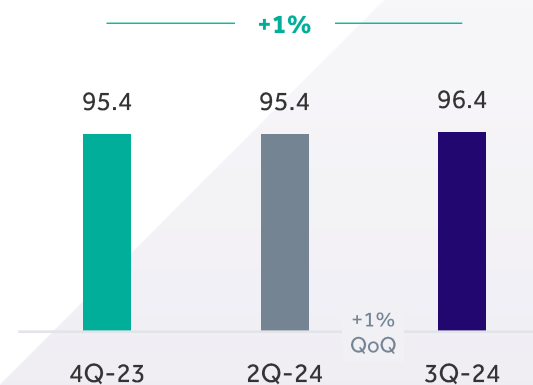
Total Operating Income (SARmn)



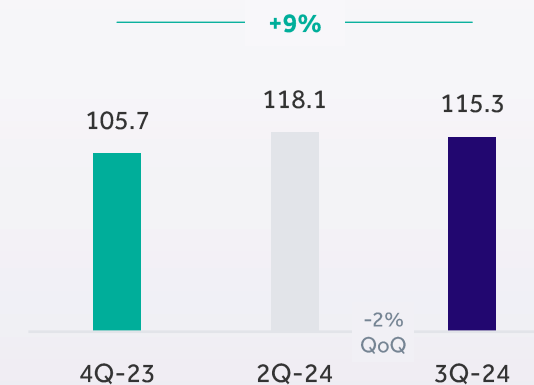
Net Income Before Zakat (SARmn)



Loans & Advances, Net (SARbn)



Deposits (SARbn)



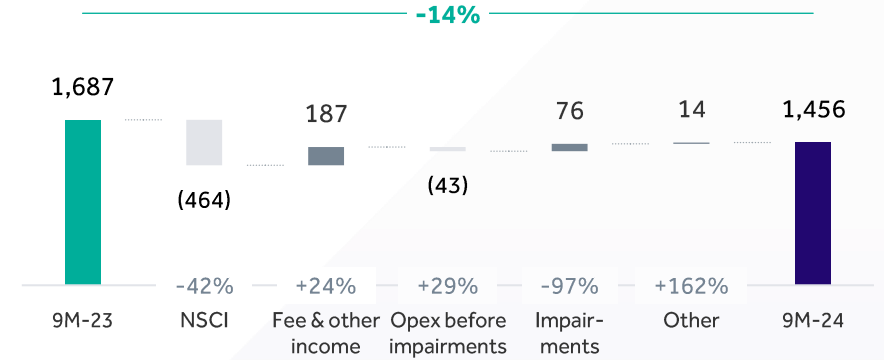


Treasury and Investments net income before Zakat declined by 14% YoY due to lower operating income

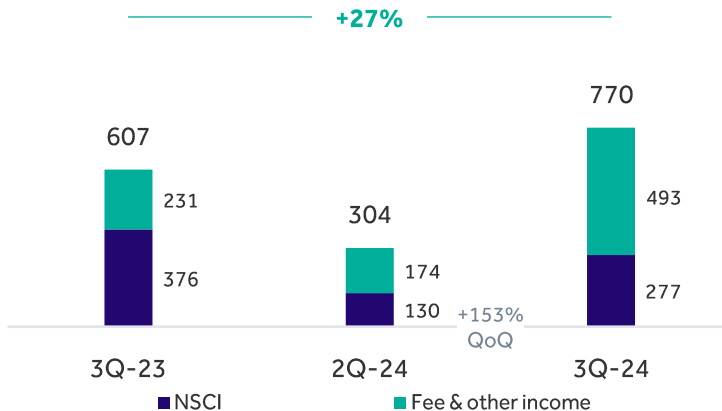
- Net income before zakat of the Treasury and Investments segment declined by 14% YoY to SAR 1,456mn for 9M 2024 due to decrease in operating income.
- Operating income for 9M 2024 decreased by 15% YoY to SAR 1,628mn.

SAR (mn)	3Q-2024	3Q-2023	YoY % Change	9M-2024	9M-2023	YoY % Change
NSCI	277	376	-26%	646	1,110	-42%
Fee & other income	493	231	+113%	982	795	+24%
Total operating income	770	607	+27%	1,628	1,905	-15%
Opex before impairments	(64)	(37)	+75%	(191)	(148)	+29%
Impairments	23	(32)	-170%	(3)	(78)	-97%
Associates	8	3	+125%	22	8	+162%
Net income before zakat	736	541	+36%	1,456	1,687	-14%

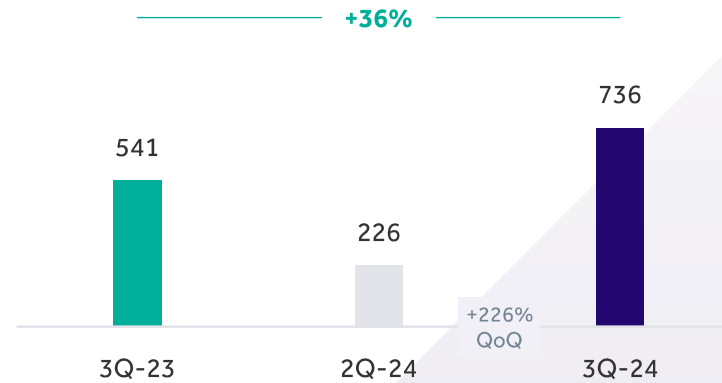
Net Income Before Zakat Movement YoY (SARmn)



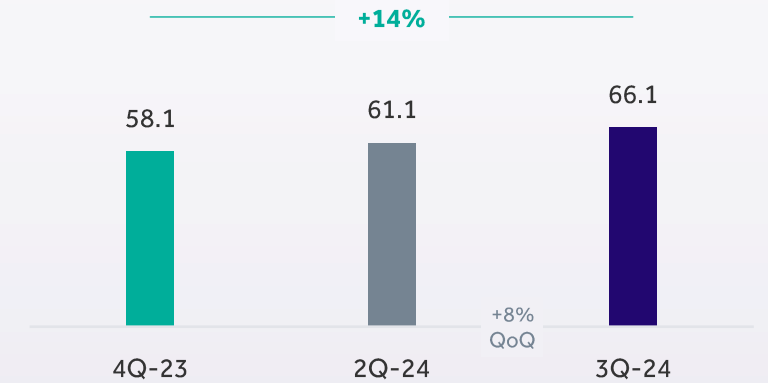
Total Operating Income (SARmn)



Net Income Before Zakat (SARmn)



Investments, Net (SARbn)



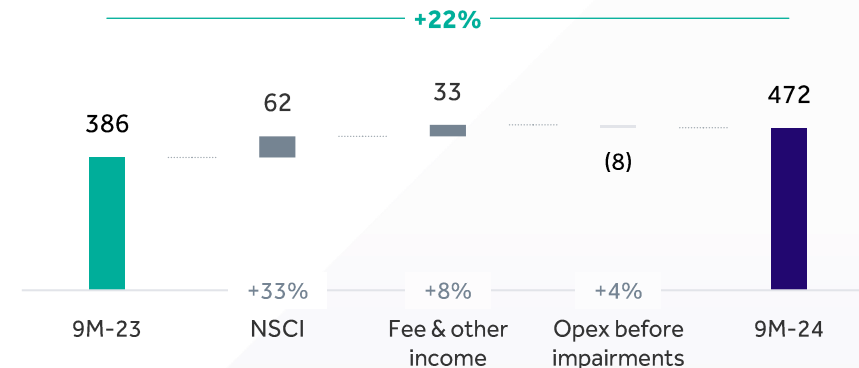


Strong growth in NSCI resulted in 22% increase in net income before zakat for Riyadh Capital

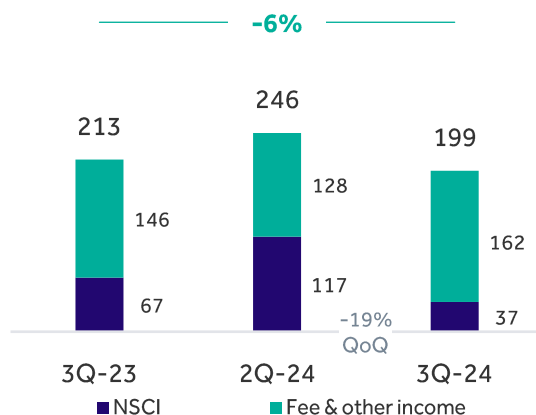
- Net income before zakat of Riyadh Capital increased by 22% to SAR 472mn for 9M 2024, mainly due to higher NSCI and fee & other income.
- Net special commission income for 9M 2024 increased by 33% YoY to SAR 249mn compared to SAR 188mn for the corresponding period last year.

SAR (mn)	3Q-2024	3Q-2023	YoY % Change	9M-2024	9M-2023	YoY % Change
NSCI	37	67	-45%	249	188	+33%
Fee & other income	162	146	+11%	467	434	+8%
Total operating income	199	213	-6%	716	622	+15%
Opex before impairments	(83)	(85)	-3%	(244)	(235)	+4%
Net income before zakat	116	128	-9%	472	386	+22%

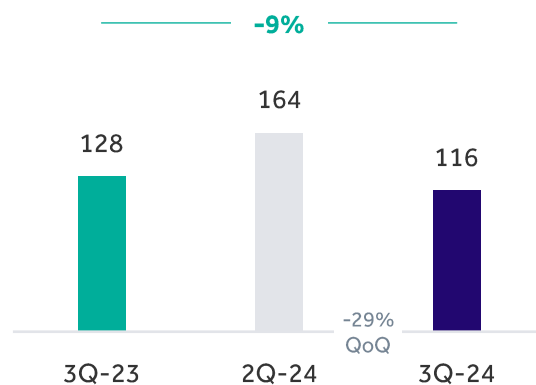
Net Income Before Zakat Movement YoY (SARmn)



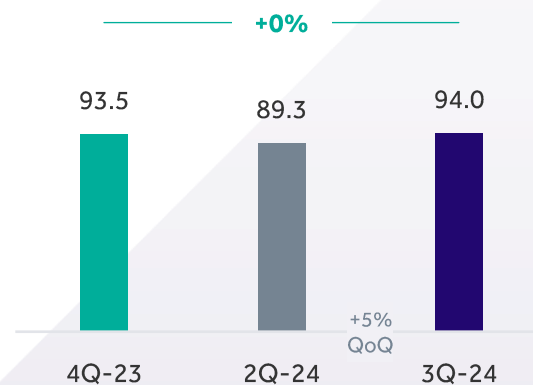
Total Operating Income (SARmn)



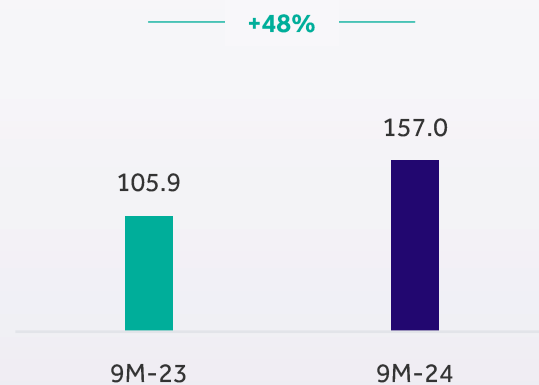
Net Income Before Zakat (SARmn)



Total AUM (SARbn)



Brokerage Value Traded (SARbn)





Outlook & Guidance





With all KPIs within or ahead of expectations

Guidance Metric	9M 2024	2024 Guidance	Revised Guidance	Drivers
Loans, Net	SAR 305 bn (+11% YTD)	Low Double Digit	Unchanged	Strong credit demand mainly coming from corporate and SMEs driven by positive economic activities
NSCI Margin	3.40% (-21bps YTD)	-10bps to -20bps	Unchanged	Assets repricing along with balance sheet optimization and cost of fund management will improve margins to land within guidance
Cost to Income	30.7%	Below 32%	31% Area	Investments will continue in digitization, systems and people to achieve our strategic aspirations while focusing on cost optimization initiatives
Cost of Credit Risk	0.51%	55bps - 65bps	Unchanged	Stable and healthy credit quality supported by sound NPL coverage will result in a normalized credit risk
CET1	14.0%	14% - 15%	Unchanged	Healthy capitalization and efficient capital management supported by internal capital generation
ROAE after Zakat	17.1%	Above 15%	Above 16%	Improved ROAE driven by top line growth, efficiencies and asset quality



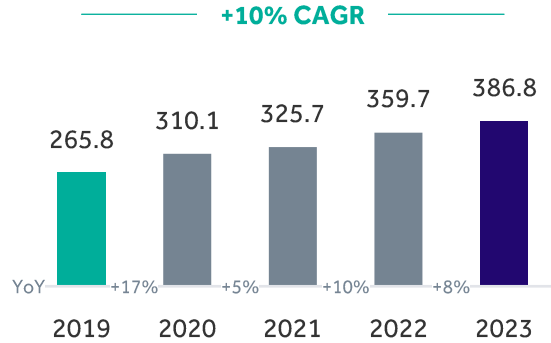
Historical Performance



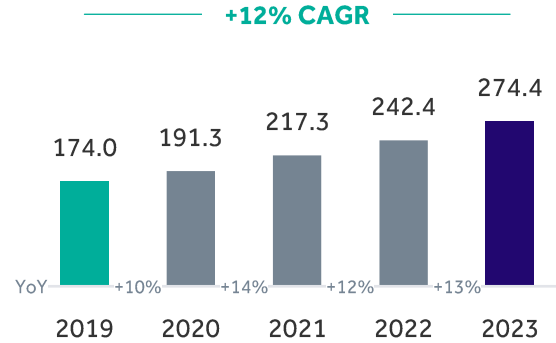


Balance sheet 5-year Summary

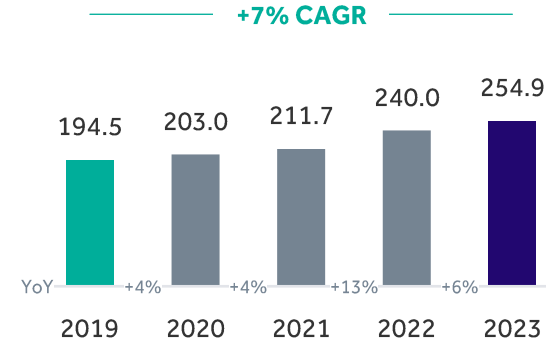
Total Assets (SARbn)



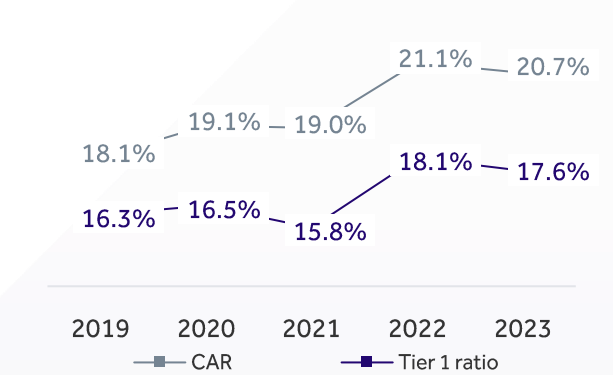
Loans & Advances, Net (SARbn)



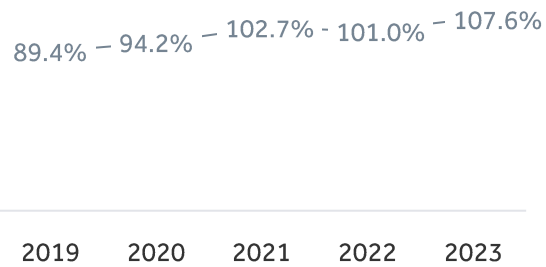
Deposits (SARbn)



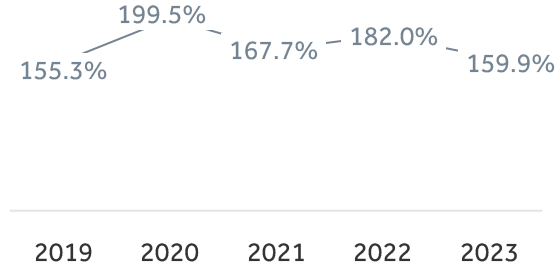
Capital Ratios (%)



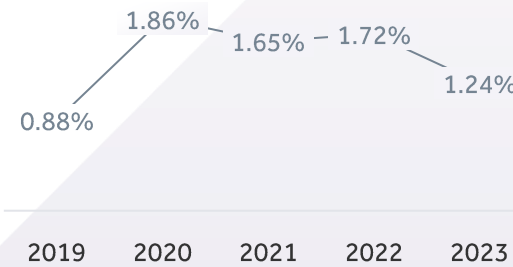
Headline LDR (%)



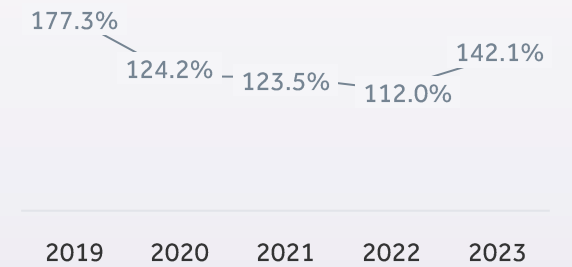
LCR (%)



NPL Ratio (%)



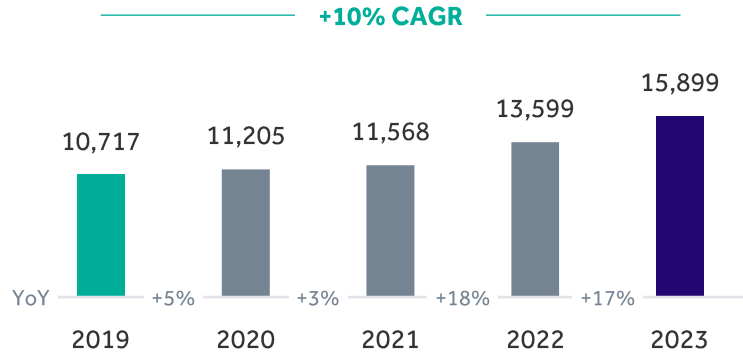
NPL Coverage Ratio (%)



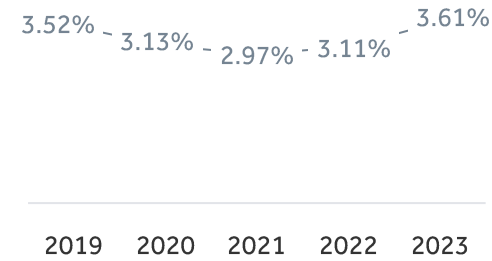


Income Statement 5-year Summary

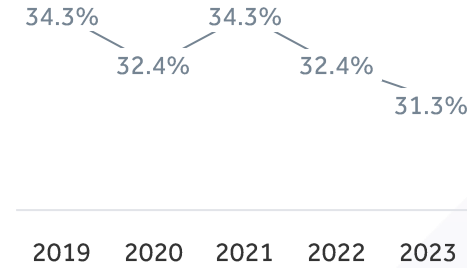
Total Operating Income (SARmn)



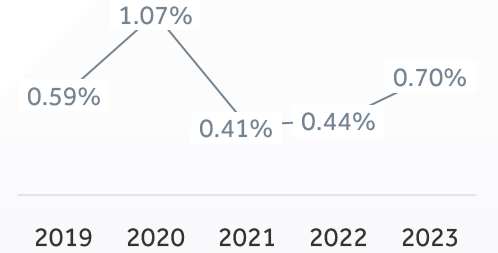
NSCI Margin (%)



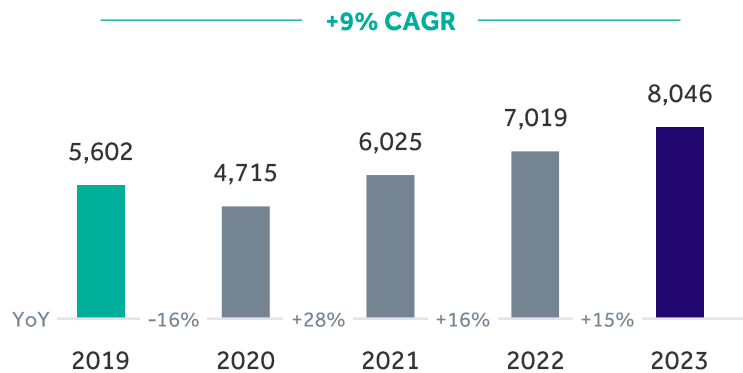
Cost to Income Ratio (%)



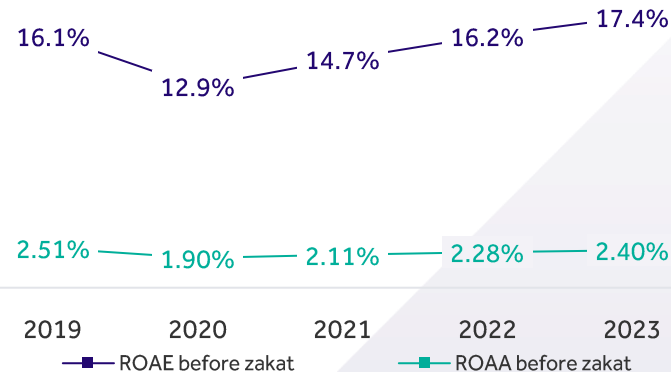
Cost of Risk* (%)



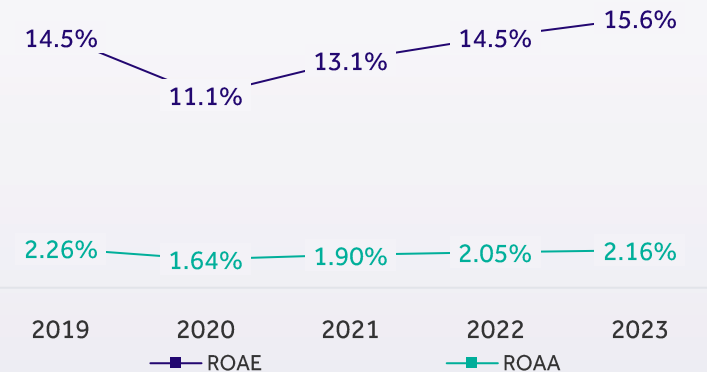
Net Income (SARmn)



ROAE, ROAA Before Zakat (%)



ROAE, ROAA (%)





- **Appendix**





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Riyad Bank Head Office



Riyad Bank - Head Office Location

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