Al Rajhi Bank Investor Presentation

3Q 2021 Results



3Q 2021 Investor Presentation

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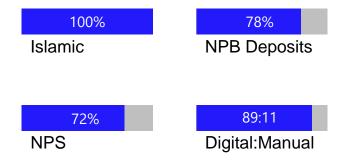


The World's Leading Islamic Bank



Al Rajhi Bank | Islamic Banking, Everywhere

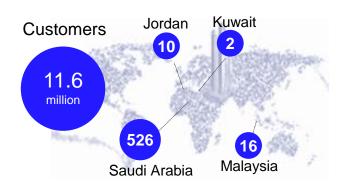
At a glance, 9M 2021



9M 2021 Strategic Highlights



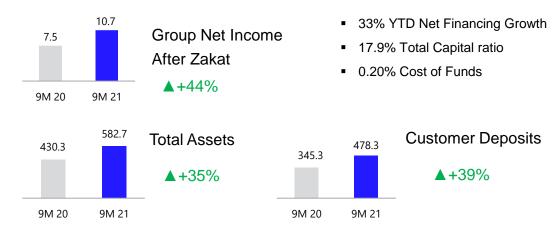
Presence & Branches, 9M 2021





Largest network in Saudi Arabia

9M 2021 Financial Highlights





Top 10 Facts About Al Rajhi Bank

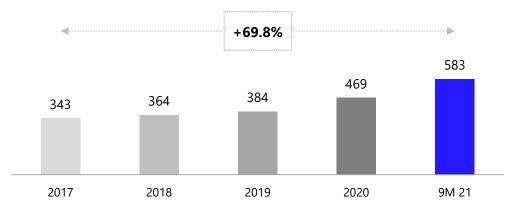
- Largest Islamic Bank worldwide (by Assets & Market Cap)
- #1 Retail Bank in Middle East (Retail Deposits & Income)
- One of the highest NPB deposit ratios (78% Non-profit bearing deposits)
- Bank capitalisation among the highest in GCC (17.9% Total Capital ratio)
- #1 NPS in KSA (72% as on 9M 2021)

- #1 Bank in KSA (by number of customers)
- #1 Distribution network in Middle East (by # of Branches, POS, ATMs, Remittance Centres)
- #1 Banking transactions in KSA (498mn per month, average)
- #1 Bank for remittances in Middle East (by payment value)
- #1 Bank brand in KSA (Brand Power Score)

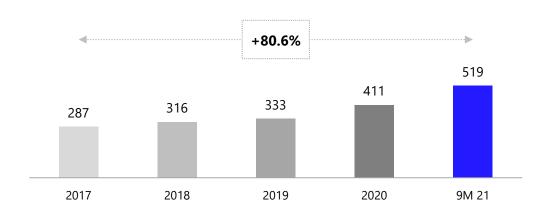


The World's Leading Islamic Bank | Robust balance sheet with 78% non-profit bearing deposits as of 9M 2021

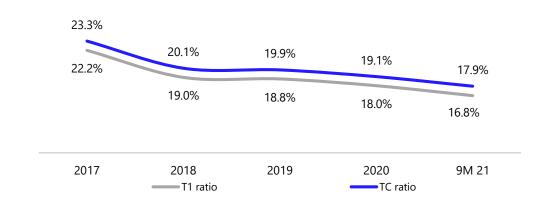
Total Assets (SARbn)



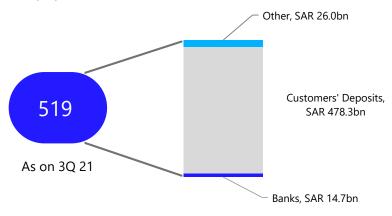
Total Liabilities (SARbn)



Capital Ratios (%)



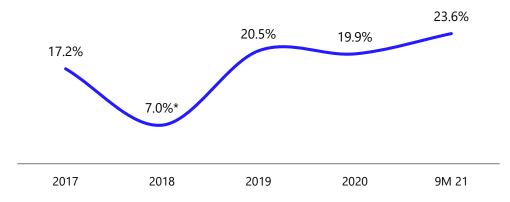
Total Liabilities Mix By Type (SARbn)





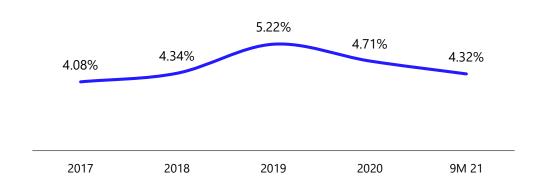
The World's Leading Islamic Bank | Outstanding foundation and strong returns



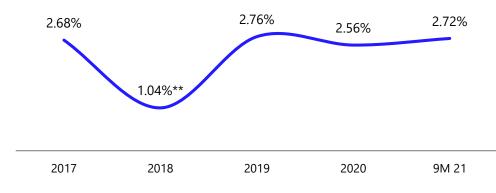


^{*} As a result of Zakat Settlement – ROE before Zakat is 19.8%

Net Profit Margin (%)

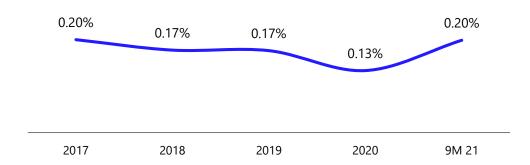


ROA (%)



^{**} As a result of Zakat Settlement – ROA before Zakat is 2.9%

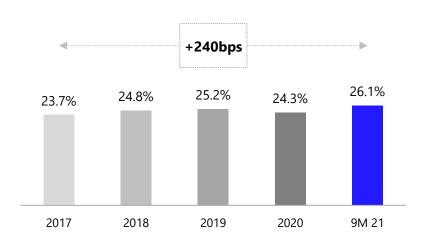
Cost of Funds (%)



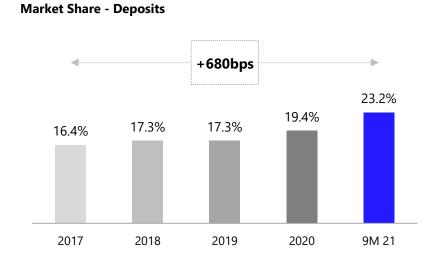


What sets Al Rajhi Bank Apart | ARB has the largest retail banking business in the Middle East

Market Share - Demand Deposits







#2 in Saudi Arabia

#1 in Saudi Arabia

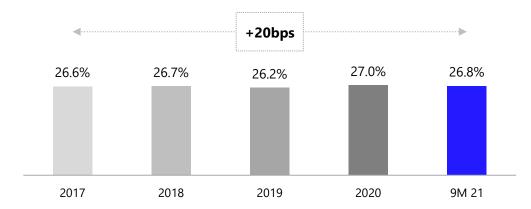
#2 in Saudi Arabia



Al Rajhi Bank's Leading Network | The Bank has a large distribution network in Saudi Arabia...

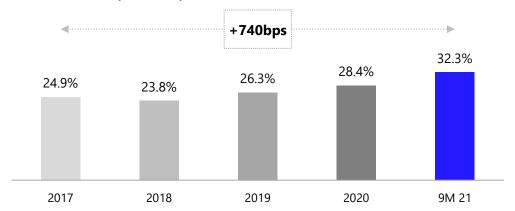
#1 in Branches

Market Share - Branches



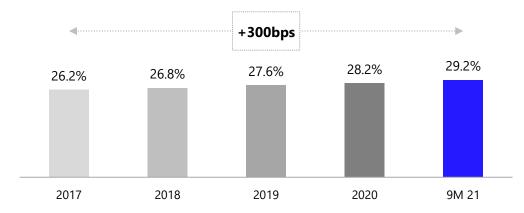
#1 in POS

Market Share - POS (Terminals)



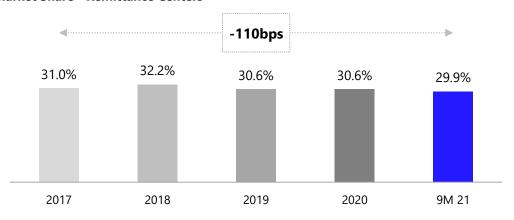
#1 in ATMs

Market Share - ATMs



#1 Remittance Centres

Market Share - Remittance Centers

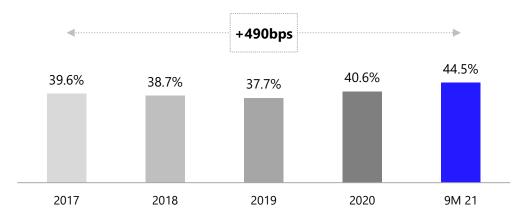




Al Rajhi Bank has a unique franchise | We maintain a leading market share across key products

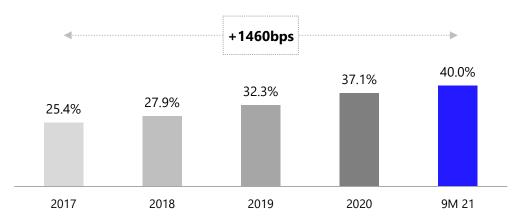
#1 in Personal Loans

Market Share - Personal Loans



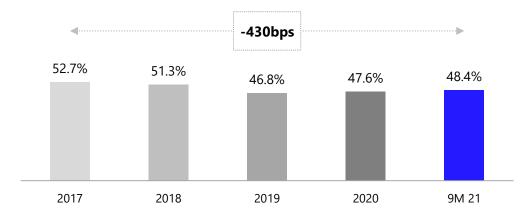
#1 in Mortgages

Market Share - Mortgages Loans



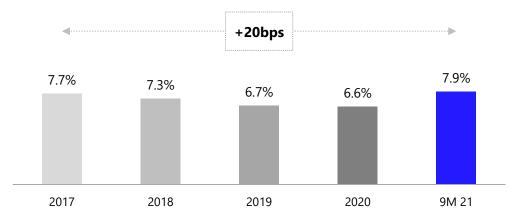
#1 in Auto Loans

Market Share - Auto Loans



Improving Position in Corporate Loans

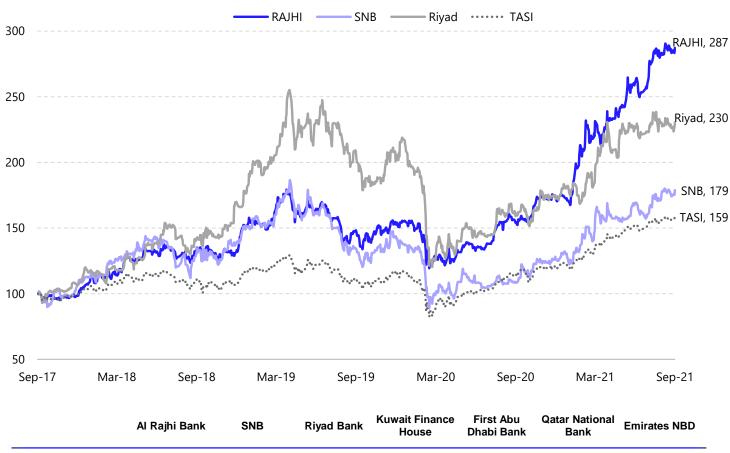
Market Share - Corporate Loans





Al Rajhi Bank Market Performance | ARB maintained its momentum and outperform its peer group

• Share Price Performance Top 3 KSA Banks (Daily; Rebased to 100)



	Al Rajhi Bank	SNB	Riyad Bank	Kuwait Finance House	First Abu Dhabi Bank	Qatar National Bank	Emirates NBD
Rebased to 100	287	179	230	196	173	157	178
As of 30 Sep 2021	122.6 SAR	61.4 SAR	27.0 SAR	822 KWD	17.8 AED	19.2 QAR	14.2 AED

	30 Sep 2021
Key Metrics	
Closing Price	SAR 122.6
Market Cap	SAR 306.5 bn
Market Cap / % Industry	33.2%
Market Cap / % Tadawul	3.1%
Shares outstanding	2.500 bn
90D Volatility	17.1
Price / Earnings	22.1 x
Price / Book	4.82 x
Dividend Yield (TTM)	1.96%
Sources: Bloomberg; Tadawul; RAJHI F	inancials
Ratings	
Moody's	A1
S&P	BBB+

Fitch

ESG Highlights | 3Q 2021

			91 kidney transplants through Shifaa platform	ISO/DIS 37301:2020 Compliance	
	Window film at branches to reduce energy use	SAR 49mn Donation in 2020	7 batches of Graduate Development Program since 2015	ISO 22301:2019 Business Continuity Management	94 women-owned suppliers engaged
SAR 583bn Total Assets	32% of Corporate loans and project finance integrate ESG factors	SAR 1,237 mln Zakat paid	94 Social responsibility programs in 29 cities	1,198 Sharia Board Resolutions	40% growth in female employees since 2015
SAR 10.7bn Net Profit after Zakat	ISO Green Certification for the head office building	SAR 2.3bn in salaries and benefits paid	13,125 of volunteering hours Clocked	134 Policies & Frameworks	16% total number of female employees
0% Financing exposure in Tobacco, Alcohol & Gambling	89:11 Digital to Manual Ratio	SAR 14.5bn in financing for SMEs	61,500+ total training days	3 out of 11 Independent Board Directors	67% growth in female customers since 2015
Financial Sustainability	Environmental	Soc	cial	Governance	Gender Diversity

³Q 2021 figures



Awards | Recent international recognition

Global Awards



Best Bank in Saudi Arabia (3 consecutive years 2017, 2018, 2019)



Best Financial Institution in Saudi Arabia



Largest Bank in the world in terms of Sharia Assets



Best Bank in Saudi Arabia (2 consecutive years 2017 & 2018)

Regional Awards



- Best Bank in GCC
- Fastest Growing Bank in KSA
- Most Innovative Bank in KSA
- Best Retail Bank in KSA



- Strongest Islamic Retail Bank in the World
- Strongest Islamic Retail Bank in the GCC
- Strongest Islamic Retail Bank in the MEA



GCC Best Employer Brand Award



- Most Improved IR Team Blue-Chip (2018)
- Best Investor Relations in the Middle East (2019)
- Best Investor Relations in KSA (2019)
- Best CFO in the Middle East (2019)
- Best Investor Relations Professional (2019)
- Best CFO in the Middle East (2021)



Best Investor Relations Program (2020) –
 Saudi Capital Markets Awards (2020)



Since inception of ABCDE Strategy, the world has changed

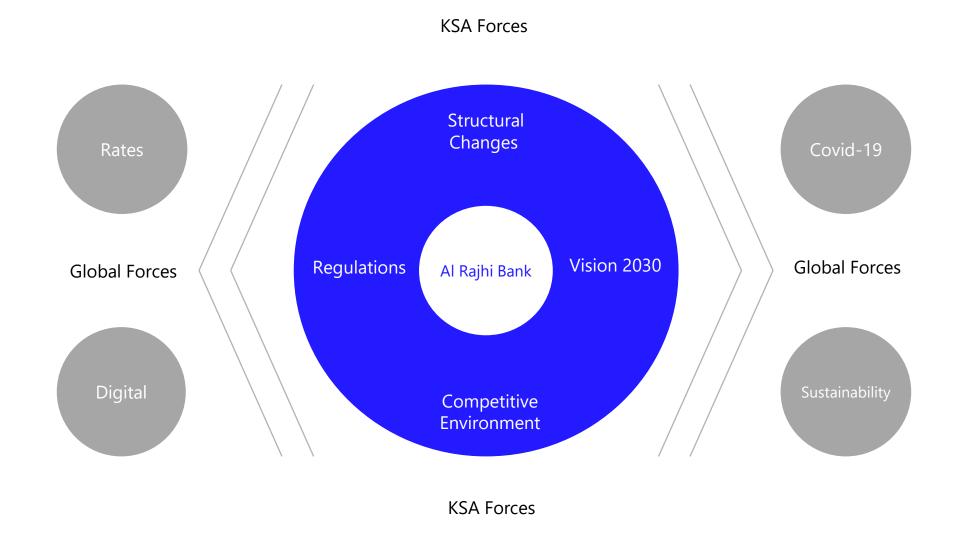


ABCDE Strategy Initiatives & Outcomes | Al Rajhi Bank 2016 – 2020 Strategy achieved a lot and set a strong foundation





Global and KSA Market Forces | A force field of risks and opportunities

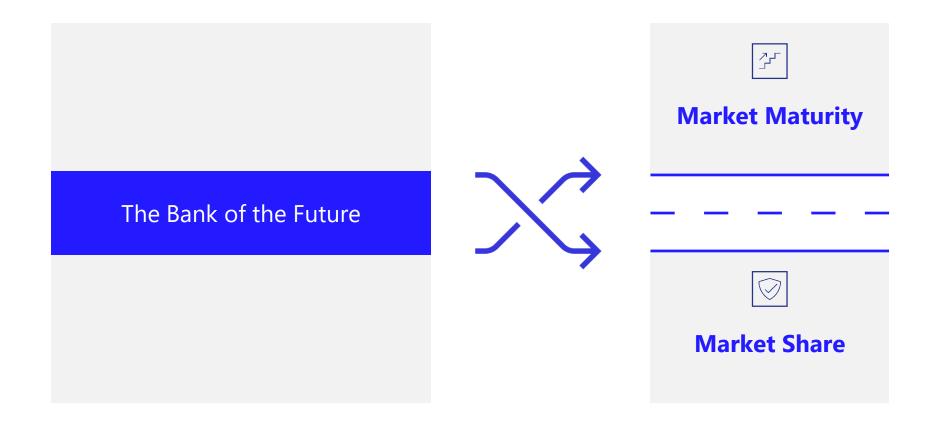




Where are **future opportunities** for growth?



Where are the growth opportunities? | The Bank of the Future has two main avenues for growth in KSA





The Bank of the Future has two avenues for growth | A maturing market in KSA and market share growth

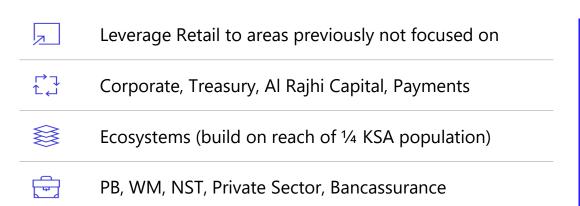


Market Maturity



A growing addressable market





Defend & Grow Market Share



We are building the "Bank of the Future"

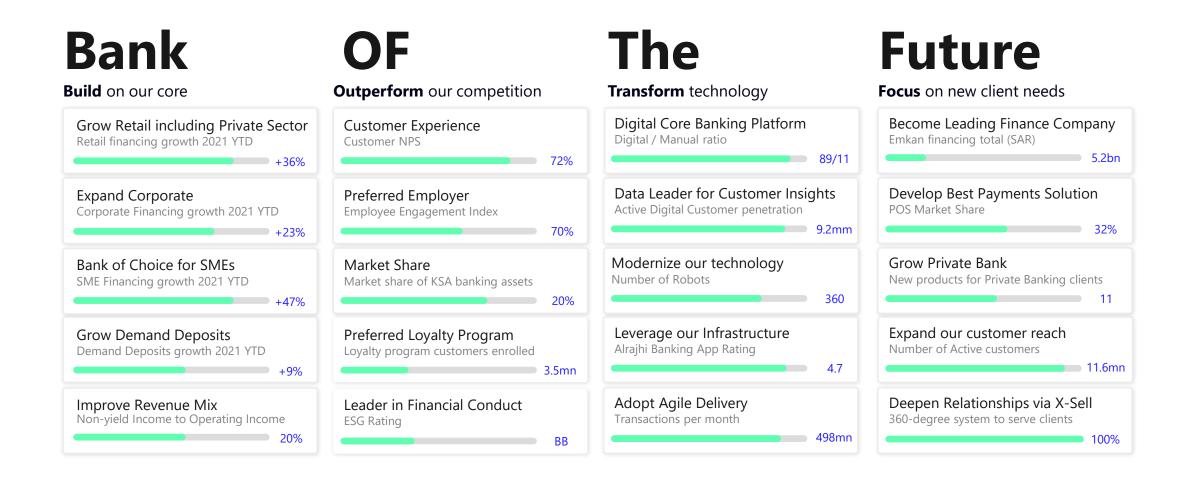


We are building the "Bank of the Future" | Strategy 2021 – 2023

Bank	OF	The	Future
Build on our core	Outperform our competition	Transform technology	Focus on new client needs
Grow Retail including Private Sector	Customer Experience	Digital Core Banking Platform	Become Leading Finance Company
Expand Corporate	Preferred Employer	Data Leader for Customer Insights	Develop Best Payments Solution
Bank of Choice for SMEs	Market Share	Modernize our technology	Grow Private Bank
Grow Demand Deposits	Preferred Loyalty Program	Leverage our Infrastructure	Expand customer reach
Improve Revenue Mix	Leader in Financial Conduct	Adopt Agile Delivery	Deepen Relationships via X-Sell

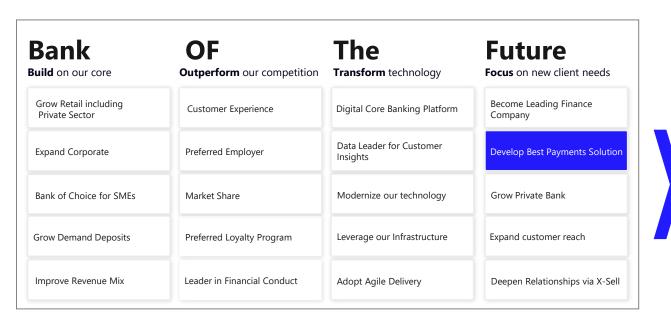


In strong position to deliver the "Bank of the Future" | Good progress made on strategy implementation





ARB is well positioned to win the payments market | Leveraging on strong and leading market share



KSA is digitizing the payments market:

- KSA Govt. & SAMA have launched a series of successful initiatives to digitize payments
- New Fintech licenses & other new entrants have increased competition & innovation
- KSA is the largest payments market in the region with the biggest growth potential



- **neoleap** is Al Rajhi Bank new Fintech payment company
- neoleap is in favorable position to win the payment market given ARB leading market share with the largest customer base
- Centralizing payments expertise allows full range of solutions & ability to respond to rapidly changing technology & competition



neoleap's Objectives and Product offering | Ambition shaped the DNA and Culture



neoleap's objectives:

- Offer seamless in-store and online payment acceptance solutions
- Be the third-party processing of choice of banks and financial institutions through local presence, technological leadership and operational excellence
- **Leapfrog payment innovation** and promote cashless economy by pioneering new products and services
- Promote financial inclusion and literacy by democratizing financial services and simplifying money management

Product Offering

urpay

Enables consumers to make their payments and purchases and possibility of issuing digital cards.



Enables merchants to accept credit cards and mada cards payments.



Provides merchants with an integrated solution to build an online store instantly.



Provides shop owners the ability to receive customer requests, pay directly and issue invoices.



Enables merchants to accept customer payments on mobile POS devices or mobile phones.



KSA's Macro-Economic Environment



KSA Economic Outlook | Improved economic conditions compared to 2020

Highlights

- IMF has revised up 2021 GDP growth forecast to 2.8% driven by recovery in economic activities and supported by oil prices
- Saudi budget performance for 3Q21 recorded the first surplus since 1Q19 of SAR6.6bn and the overall budget deficit is forecasted to be SAR85bn as compared to budgeted SAR141bn
- Average inflation forecasted to be 3.3% in 2021 and expected to normalize in 2022 to 1.3%

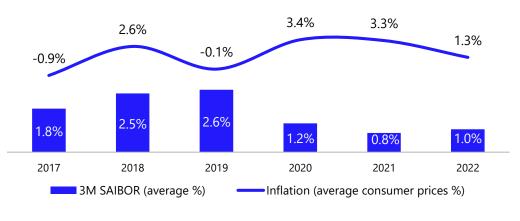
Expenditure/Revenue and Asset Reserves (SARbn) 1,873 1,862 1,862 1,746* 1,701 1,059 927 1,079 1,076 1,015₉₃₀ 955 903 926 906 782 2021 2017 2018 2019 2020 2022 General government expenditure General government revenue SAMA asset reserves * Sep 2021 figure Source: MoF, SAMA

GDP Growth/Brent Oil Price



Source: IMF, U.S. Energy Information

3M SAIBOR / Inflation



Source: SAMA, IMF, MoF

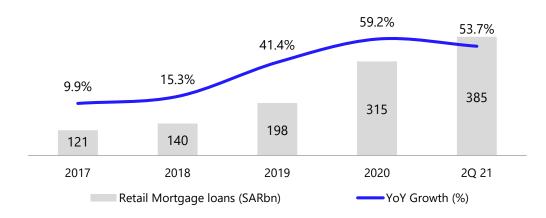


Banking Sector Highlights | Growth in mortgage lending continues to drive credit growth

Recent Developments

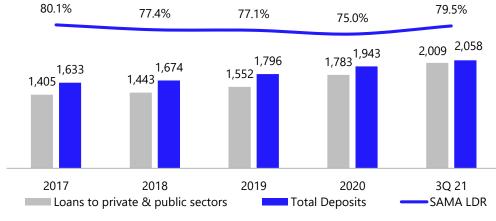
- REDF resumes tenor cap to 25 years with customers bearing the additional 5 years
- Consumer spending recovered with continuous migration to cashless payment methods
- Deferral Payment Program extended for additional three months till December 31, 2021 for MSME that are still affected by Covid-19

Retail Mortgage (SARbn)



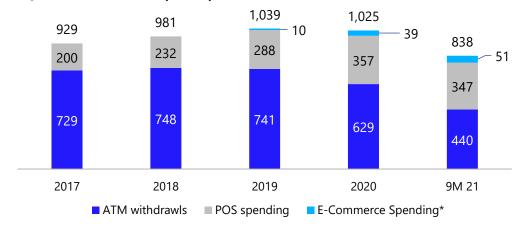
Source: SAMA

SAMA LDR (%) & Bank Loans and Deposits (SARbn)



Source: SAMA

POS/ATM & E-Commerce (SARbn)



Source: SAMA * E-Commerce started in 2019



3Q 2021 Financial Highlights



ARB delivered excellent results in the first nine-months of 2021 | Results are in line with or ahead of expectations

	33.3% Growth in financing driven by mortgages	26.4% Growth in liabilities	Healthy LDR	
Strong 24% YTD Balance Sheet Growth	Net Financing 315.7bn +33.3% 421.0bn FY 20 9M 21	Total Liabilities 410.7bn +26.4% 519.0bn FY 20 9M 21	Loan to Deposit Ratio 79% FY 20 83% 9M 21	
	22.5% Net yield income growth, impacted by slightly lower NPM	44.2% Non yield income growth	26.4% Operating income growth	
Solid 44% net income growth YoY	Net Yield income 12,275mn +22.5% 15,037mn 9M 20 9M 21	Non Yield Income 2,653mn +44.2% 3,824mn 9M 20 9M 21	Operating Income 14,927mn +26.4% 18,862mn 9M 20 9M 21	
	13 bps COR reduction	9 bps improvement in NPL ratio from strong loan growth	NPL coverage remained strong and stable	
Stable credit quality	Cost of risk 0.75% FY 20 0.62% 9M 21	NPL 0.76%	NPL Coverage 306% FY 20 307% 9M 21	
	6.1 ppt better operating efficiency	Capital position above regulatory minima	Lower NPM	
Key Ratios	Cost to income ratio 33.4% 27.2% 9M 20 9M 21	Total Capital Adequacy Ratio 19.3% 9M 20 17.9% 9M 21	NPM 4.72% 9M 20 4.32% 9M 21	

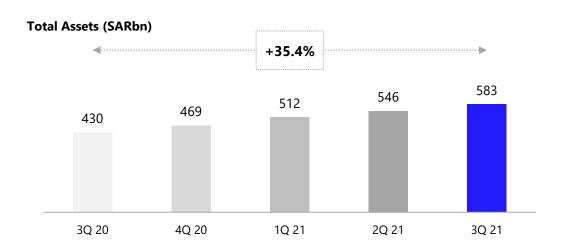


Trends ahead of expectations | Guidance revisions driven by solid growth in first 9M 2021

		FY 2020 Actual	FY 2021 Latest Guidance	9M 2021 Actual	Guidance Revision
Balance Sheet	Financing	SAR 315.7bn	32% - 35%	+33.3%	38% - 41%
	Net profit margin	4.71%	-40 bps to -50 bps	-39 bps	-45 bps to -55 bps
Profitability	Cost to income ratio	32.5%	Below 28.5%	27.2%	Below 28.0%
	ROE	19.94%	23% - 24%	23.6%	Unchanged
Asset Quality	Cost of risk	0.75%	0.60% - 0.70%	0.62%	Unchanged
Capital	CET1 ratio	18.0%	17% - 18%	16.8%	Unchanged

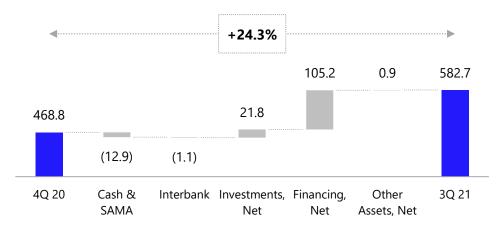


Balance Sheet Trends (1) | Strong 24% YTD balance sheet growth driven by Financing and Investments



SAR (mn)	3Q 2021	2Q 2021	QoQ	4Q 2020	YTD
Cash & balances with SAMA	34,420	36,914	-7%	47,363	-27%
Due from banks & other FI	27,518	26,213	+5%	28,655	-4%
Investments, net	82,048	74,474	+10%	60,285	+36%
Financing, net	420,954	390,296	+8%	315,712	+33%
Other assets, net	17,745	18,243	-3%	16,810	+6%
Total assets	582,684	546,139	+7%	468,825	+24%
Due to banks & other FI	14,733	14,085	+5%	10,764	+37%
Customers' deposits	478,331	447,506	+7%	382,631	+25%
Other liabilities	25,984	24,878	+4%	17,311	+50%
Total liabilities	519,048	486,469	+7 %	410,706	+26%
Total shareholders' equity	63,637	59,670	+7%	58,119	+9%

Movement in Assets (SARbn)

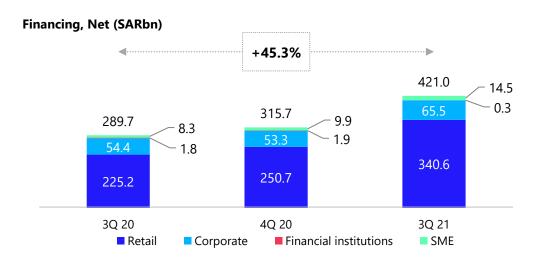


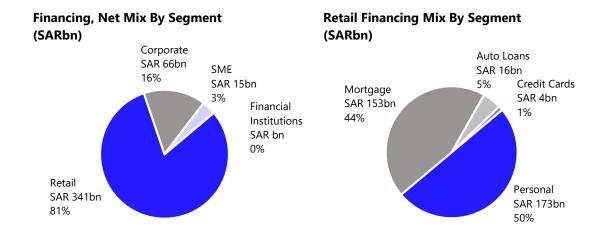
Movement in Funding (SARbn)

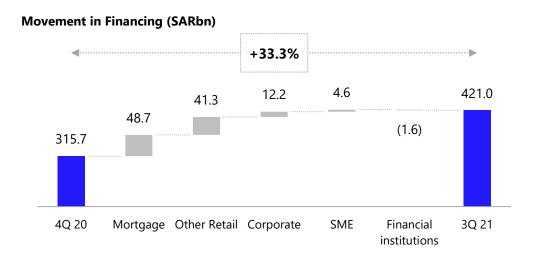


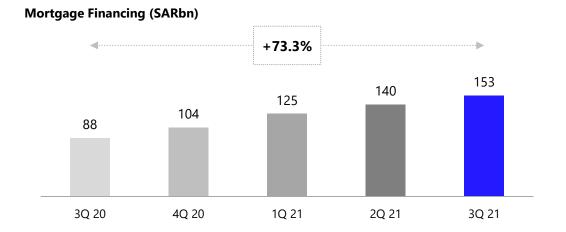


Balance Sheet Trends (2) | Financing growth driven by all lines of business



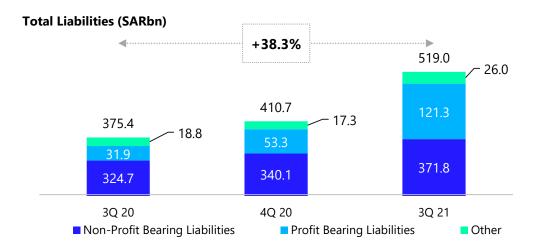






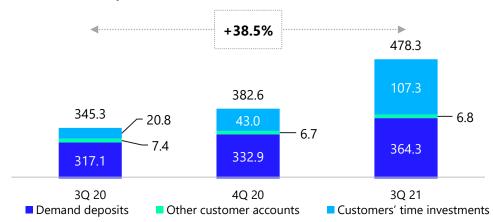


Balance Sheet Trends (3) | Balance sheet growth funded by NPB deposits

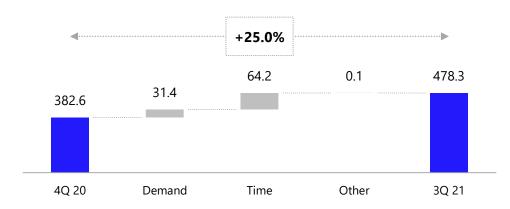


Total Customers' Deposits Mix By Total Liabilities Mix By Segment Type (SARbn) (SARbn) Customers' Time Treasury Investments Corporate SAR 26bn SAR 107bn SAR 183bn 5% 23% 35% Other customer accounts SAR 7bn 1% Demand Deposits Retail SAR 364bn SAR 310bn 76% 60%

Total Customers' Deposits (SARbn)



Movement in Total Customers' Deposits (SARbn)





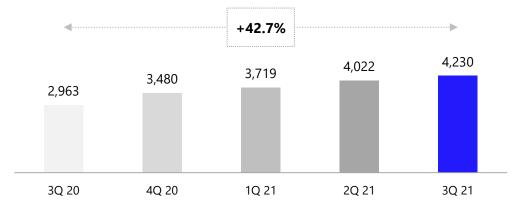
Rajhi

Capital

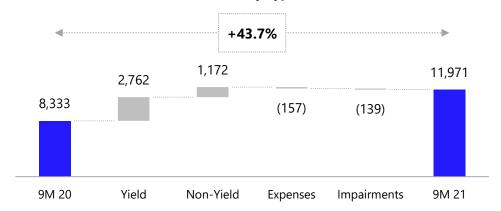
SAR 0.3bn

Net Income Trends | Solid net profit growth of 44% YoY

Net Income For The Period Before Zakat (SARmn)

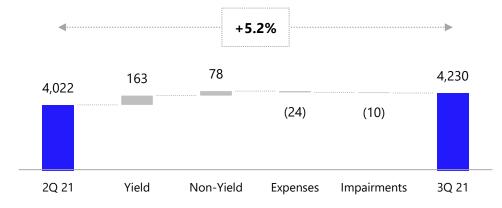


Net Income Before Zakat Growth Drivers By Type (SARmn)



SAR (mn)	9M 21	9M 20	YoY	3Q 21	3Q 20	YoY
Net financing & investment income	15,037	12,275	+23%	5,215	4,196	+24%
Fee from banking services, net	2,819	1,796	+57%	976	649	+50%
Exchange Income, net	570	574	-1%	210	197	+7%
Other operating income, net	436	283	+54%	177	110	+61%
Fees and other income	3,824	2,653	+44%	1,363	956	+43%
Total operating income	18,862	14,927	+26%	6,578	5,152	+28%
Operating expenses	-5,136	-4,978	+3%	-1,754	-1,724	+2%
Pre-provision profit	13,726	9,949	+38%	4,824	3,428	+41%
Total impairment charge	-1,755	-1,616	+9%	-594	-465	+28%
Net income for the period before Zakat	11,971	8,333	+44%	4,230	2,963	+43%
Zakat	-1,237	-859	+44%	-436	-306	+43%
Net income for the period after Zakat	10,734	7,474	+44%	3,794	2,658	+43%

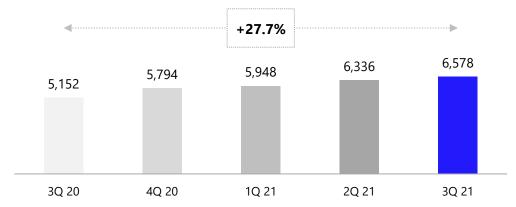
Net Income Before Zakat Growth Drivers By Type (SARmn)



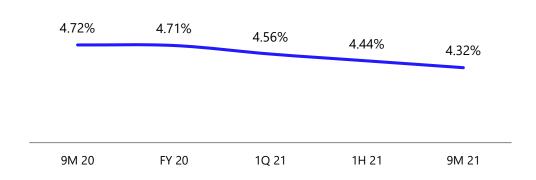


Operating Income Trends | Strong income growth reflecting successful strategy execution

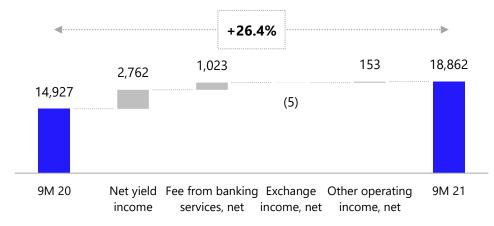
Total Operating Income (SARmn)



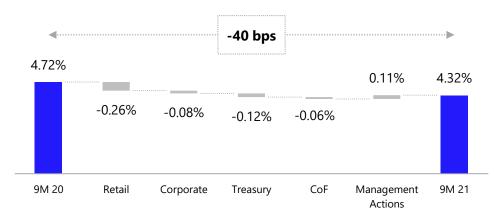
Net Profit Margin (%)



Total Operating Income Growth Drivers By Type (SARmn)



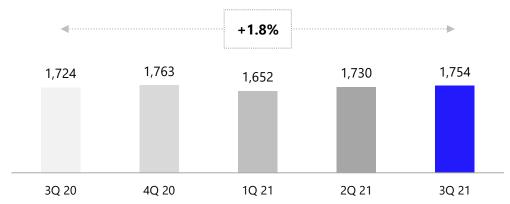
NPM Drivers (%)



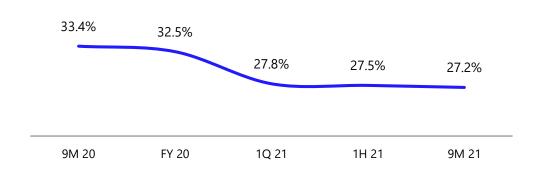


Expenses Trends | Cost efficiencies resulted in higher positive jaws

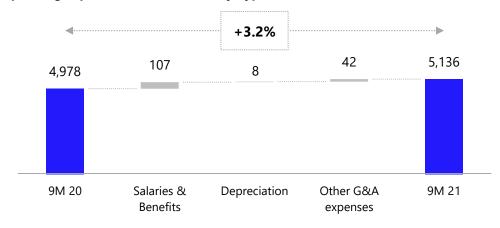
Operating Expenses (SARmn)



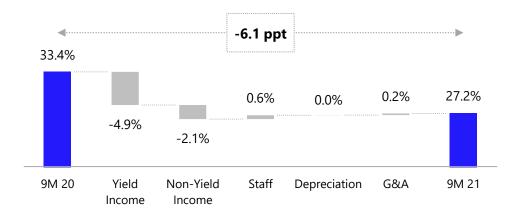
Cost To Income Ratio (%)



Operating Expenses Growth Drivers By Type (SARmn)

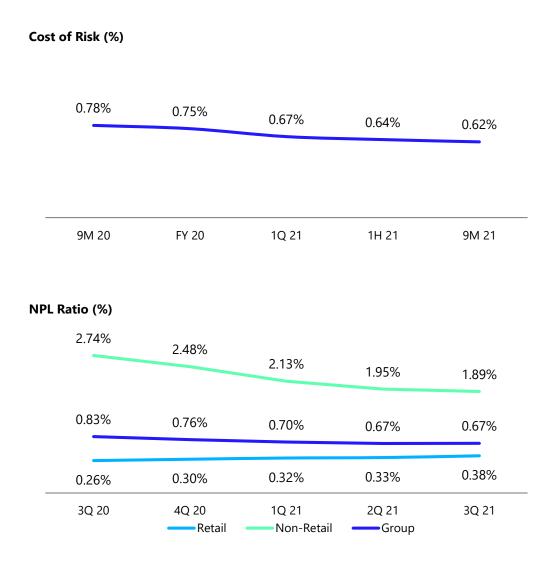


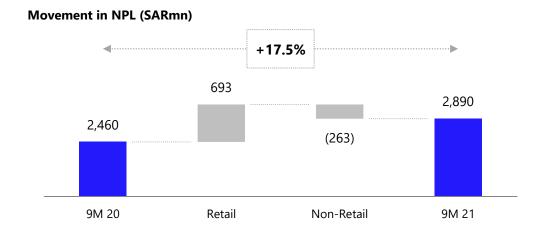
Cost to Income Ratio Drivers (%)





Asset Quality Trends (1) | Asset quality remains healthy and NPL coverage remains strong and stable



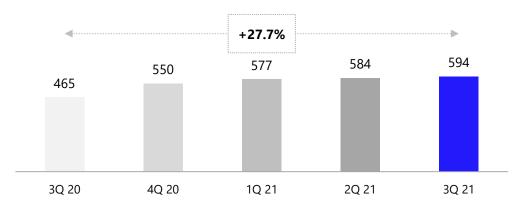


NPL coverage ratio (%)

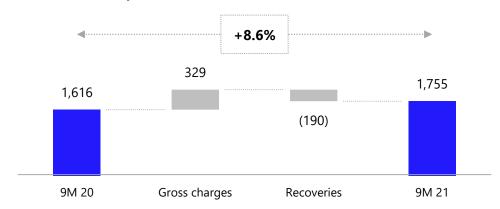
293.0%	305.6%	317.7%	318.1%	307.5%	
3Q 20	4Q 20	1Q 21	2Q 21	3Q 21	

Asset Quality Trends (2) | Healthy stage coverage reflecting prudent risk management

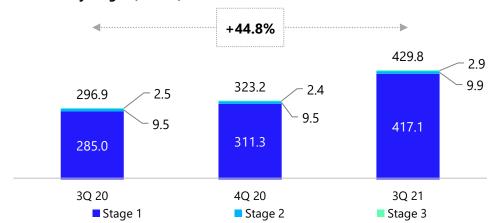
Net Impairment Charges (SARmn)



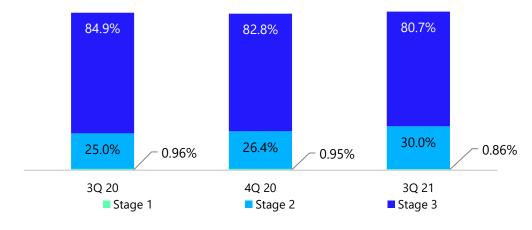
Movement in Net Impairment (SARmn)



Gross Loans by Stage* (SARbn)



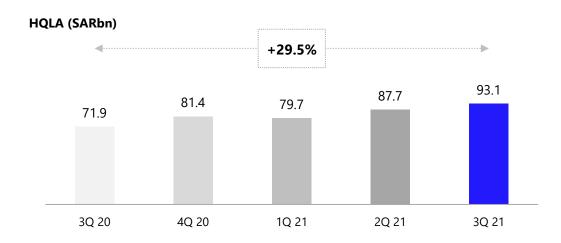
ECL Coverage* (%)



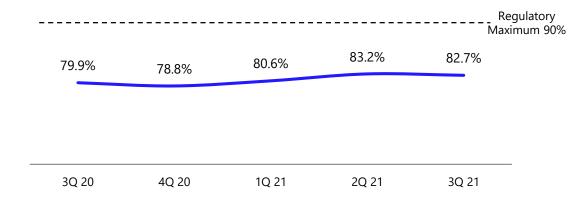
^{*} Stage exposure and ECL allowances varies from the financial statements due to IFRS9 cure period treatment



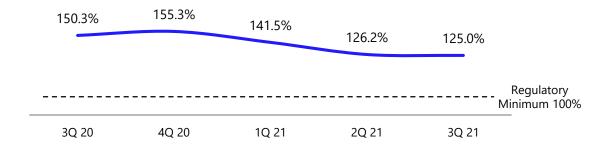
Liquidity Trends | Liquidity remains comfortably within regulatory requirements







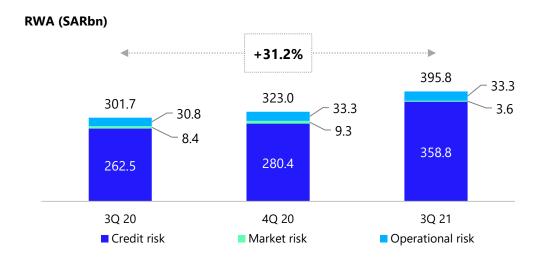




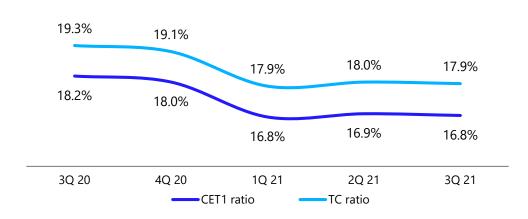
NSFR (%)

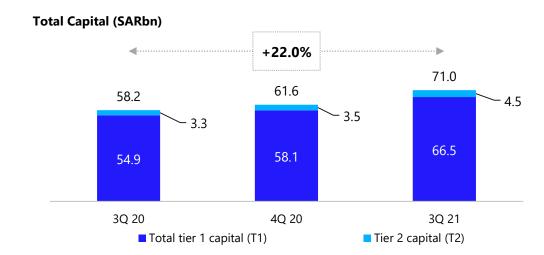


Capitalization Trends | Capital position well above regulatory minima

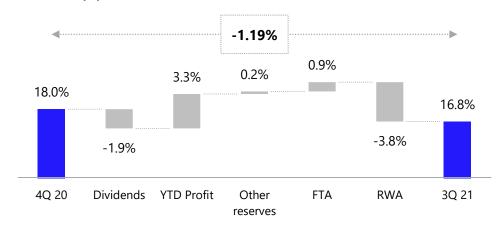


Capital Ratios (%)



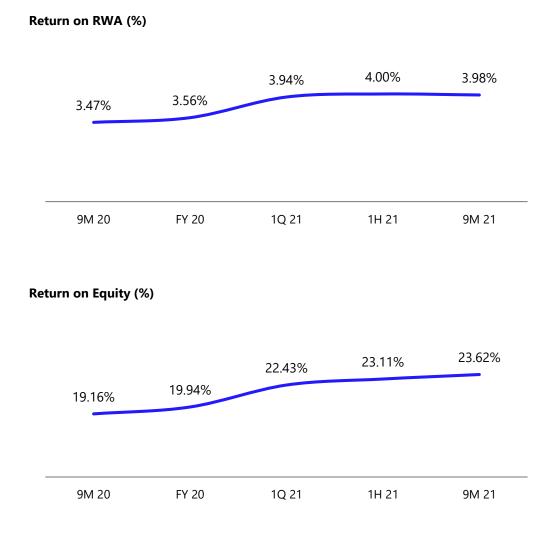


CET1 Drivers (%)

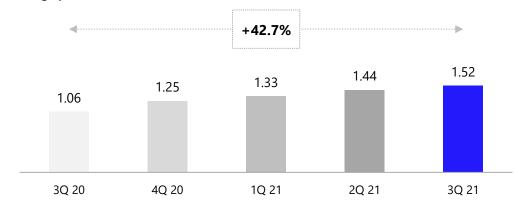




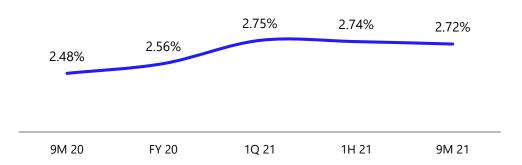
Return Metrics | Al Rajhi Bank's returns remain industry-leading



Earnings per Share (SAR)



Return on Assets (%)

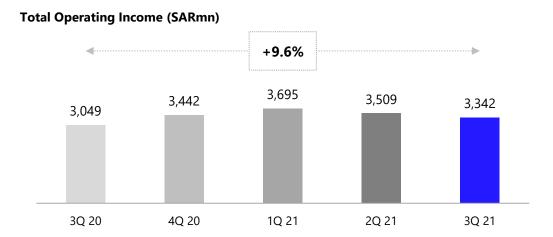




3Q 2021 Operating Results

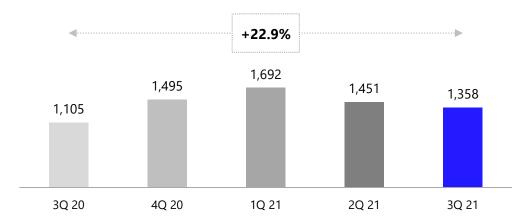


Retail Banking | Strong growth supported net income growth YoY

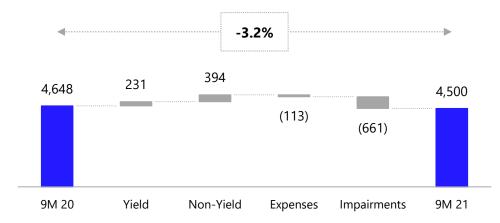


YoY QoQ YoY SAR (mn) 9M 20 3Q 21 2Q 21 3Q 20 9M 21 % Net financing and 8,708 8,476 +2.7% 2,618 3,015 -13.2% 2,592 +1.0% investment income Fees and other income 1,838 1,444 +27.3% 724 494 +46.7% 457 +58.5% **Total operating income** 10,546 9,920 +6.3% 3,342 3,509 -4.8% 3,049 +9.6% Operating expenses (4,488)(4,375)+2.6% (1,535)(1,494)+2.8% (1,581)-2.9% Total impairment charge (1,557)(896)+73.7% (449)(564)-20.4% (363)+23.8% Net income for the period 4,500 4,648 -3.2% -6.4% +22.9% 1,358 1,451 1,105 Total assets 358,327 246,752 +45.2% 358,327 +7.9% 246,752 +45.2% Total liabilities 309,656 284,148 +9.0% 309,656 313,043 -1.1% 284,148 +9.0%

Net Income Before Zakat (SARmn)

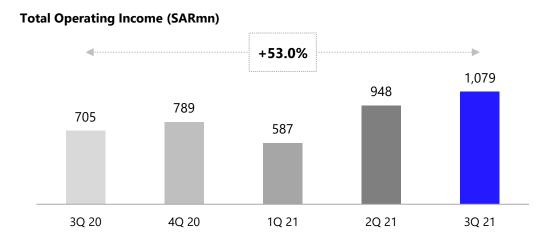


Net Income Before Zakat Growth Drivers By Type (SARmn)



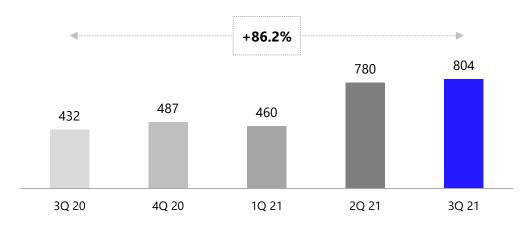


Corporate Banking | Net income growth driven by growth and lower impairment charges

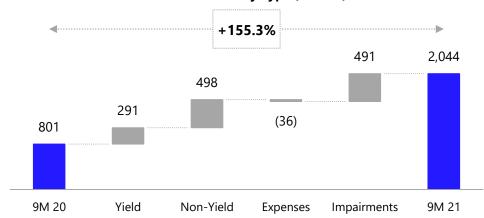


SAR (mn)	9M 21	9M 20	YoY %	3Q 21	2Q 21	QoQ %	3Q 20	YoY %
Net financing and investment income	1,811	1,521	+19.1%	813	518	+56.9%	607	+34.0%
Fees and other income	802	304	+163.5%	266	430	-38.1%	99	+169.7%
Total operating income	2,614	1,825	+43.2%	1,079	948	+13.8%	705	+53.0%
Operating expenses	(371)	(335)	+10.7%	(125)	(142)	-12.2%	(185)	-32.5%
Total impairment charge	(199)	(690)	-71.2%	(150)	(26)	+486.3%	(88)	+69.3%
Net income for the period	2,044	801	+155.3%	804	780	+3.1%	432	+86.2%
Total assets	80,890	63,954	+26.5%	80,890	77,761	+4.0%	63,954	+26.5%
Total liabilities	182,791	75,543	+142.0%	182,791	152,073	+20.2%	75,543	+142.0%

Net Income Before Zakat (SARmn)

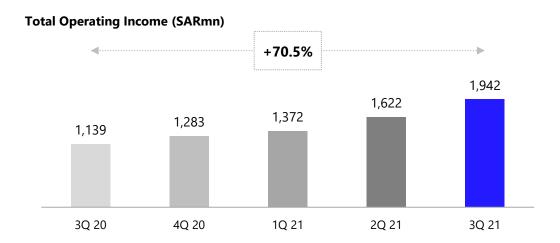


Net Income Before Zakat Growth Drivers By Type (SARmn)



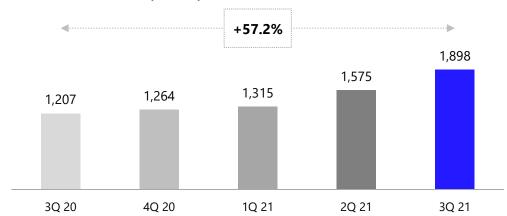


Treasury | Strong net income growth driven by investment income growth

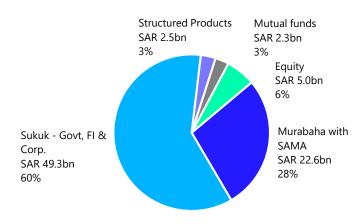


SAR (mn)	9M 21	9M 20	YoY %	3Q 21	2Q 21	QoQ %	3Q 20	YoY %
Net financing and investment income	4,467	2,243	+99.1%	1,763	1,502	+17.4%	987	+78.7%
Fees and other income	469	413	+13.4%	179	119	+49.8%	152	+17.5%
Total operating income	4,935	2,656	+85.8%	1,942	1,622	+19.8%	1,139	+70.5%
Operating expenses	(149)	(156)	-4.6%	(49)	(52)	-5.1%	82	-160.5%
Total impairment charge	1	(29)	-104.3%	5	6	-12.5%	(14)	-136.8%
Net income for the period	4,788	2,471	+93.7%	1,898	1,575	+20.5%	1,207	+57.2%
Total assets	138,716	116,204	+19.4%	138,716	131,723	+5.3%	116,204	+19.4%
Total liabilities	26,314	15,527	+69.5%	26,314	21,162	+24.3%	15,527	+69.5%

Net Income Before Zakat (SARmn)

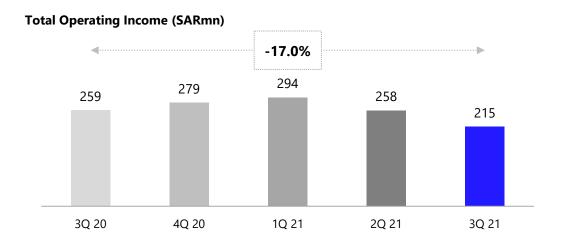


Investments, Mix By Asset (SARbn)



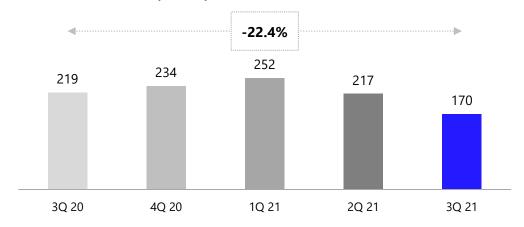


Al Rajhi Capital | Continue to maintain a leading market share in brokerage

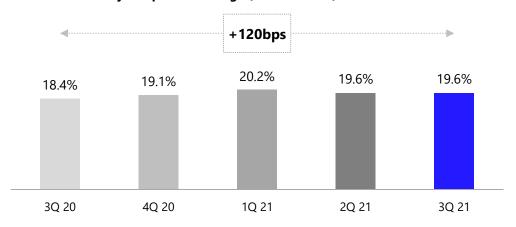


SAR (mn)	9M 21	9M 20	YoY %	3Q 21	2Q 21	QoQ %	3Q 20	YoY %
Net financing and investment income	51	35	+48.5%	21	17	+25.1%	11	+91.4%
Fees and other income	715	491	+45.6%	194	242	-19.8%	248	-21.8%
Total operating income	767	526	+45.8%	215	258	-16.9%	259	-17.0%
Operating expenses	(128)	(112)	+14.0%	(44)	(42)	+6.8%	(39)	+13.0%
Net income for the period	639	414	+54.4%	170	217	-21.4%	219	-22.4%
Total assets	4,752	3,391	+40.1%	4,752	4,446	+6.9%	3,391	+40.1%
Total liabilities	287	163	+76.0%	287	191	+50.6%	163	+76.0%

Net Income Before Zakat (SARmn)



Market Share - Al Rajhi Capital Brokerage (Value Traded)





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Visit our website (here) for more Investor disclosers:

- Annual Report
- Financial Statements
- Investor Presentation
- Factsheet
- Data Supplement
- Earnings Release

Upcoming Events in 4Q 2021

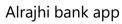
8th – 9th November

GS 13th Annual CEEMEA Conference

9th – 10th November BofA Global Research MENA Conference









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